



**Presentation**

**To**

**Board of Directors**

**Mundra Port and Special Economic Zone Ltd.**



**58th Board Meeting**

**25<sup>th</sup> October, 2010**



## MPSEZ OPERATIONAL ACHIEVEMENTS

### **DRY**

- ❖ Highest volume of Dry cargo in H1 FY 10-11 10.53 mmt compared to 7.81 mmt in H2 FY 09-10.
- ❖ Highest volume of coal 6.53 mmt in H1 FY 10-11 compared to 4.3 mmt in corresponding H1 FY 09-10.

### **RAILWAY**

- ❖ Highest number of rakes handled 697 in Sep'10 previous best 587 rakes in Jun'10
- ❖ Number of rakes grown by 46% during H1 FY 10-11 (YOY).

### **MARINE**

- ❖ The port achieved a record of 501 moves in Sep'10 as against 458 moves in May'10.



## CONTAINER TERMINAL

- ❖ Berthing M. V. Northern Jaguar of MSC lines, largest container vessel called at any Indian port, having capacity of 8400 TEUs, 332 meter length, 43.2 meter width and 115000 DWT carrying capacity. Vessel's draft was 14 meter while berthing.
- ❖ MPSEZ's container throughput grew by 33% (YOY) as compared to the overall container business in all major ports by 11%.
- ❖ Adani Mundra Container Terminal (AMCT) has achieved a throughput growth of 142% (YOY) as compared to the corresponding period last year.
- ❖ Highest TEUs handled 1,10,916 TEUs in Aug'10 as compared to 1,00,825 TEUs in Jul'10.
- ❖ Handling more than 1,00,000 TEUs consecutively for last 3 months.



## Cargo at Indian Ports: April- 10 to September-10

Ports	Total Cargo (mmt)			Total Container Cargo (000' TEUs)		
	April-Sept	April-Sept	YoY	April-Sept	April-Sept	YoY
	FY11	FY10		FY11	FY10	
Kolkata	6.4	6.0	6.5%	186.0	186.0	0.0%
Haldia	16.6	17.2	-3.7%	74.0	55.0	34.5%
Paradip	26.5	26.7	-1.0%	2.0	2.0	0.0%
Visakhapatnam	32.5	33.0	-1.5%	60.0	45.0	33.3%
Ennore	4.7	5.4	-13.4%	-	-	-
Chennai	31.9	30.5	4.6%	758.0	581.0	30.5%
Tuticorin	12.2	11.7	4.1%	227.0	219.0	3.7%
Cochin	9.0	7.5	19.2%	171.0	151.0	13.2%
New Mangalore	15.2	17.7	-14.4%	20.0	16.0	25.0%
Mormugao	17.8	16.7	6.8%	6.0	10.0	-40.0%
Mumbai	27.4	26.5	3.3%	37.0	27.0	37.0%
J.N.P.T.	30.9	29.7	4.3%	2110.0	1993.0	5.9%
Kandla	40.3	39.3	2.5%	73.0	69.0	5.8%
<b>Major Ports</b>	<b>271.3</b>	<b>268.0</b>	<b>1.2%</b>	<b>3724.0</b>	<b>3354.0</b>	<b>11.0%</b>
Mundra Port	25.2	20.0	26.0%	591.4	444.1	33.2%
<b>All Ports</b>	<b>296.5</b>	<b>288.0</b>	<b>3.0%</b>	<b>4315.4</b>	<b>3798.1</b>	<b>13.6%</b>

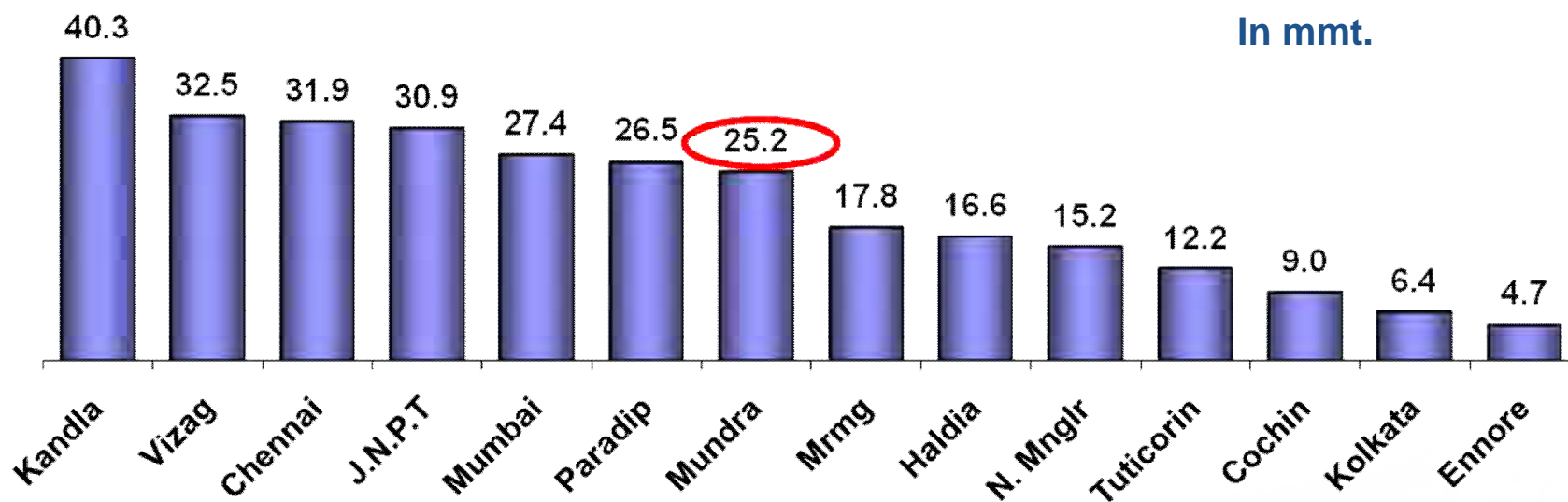
Mundra Port's Market Share up at 8.50% from 6.94%

Source: Indian Port Association

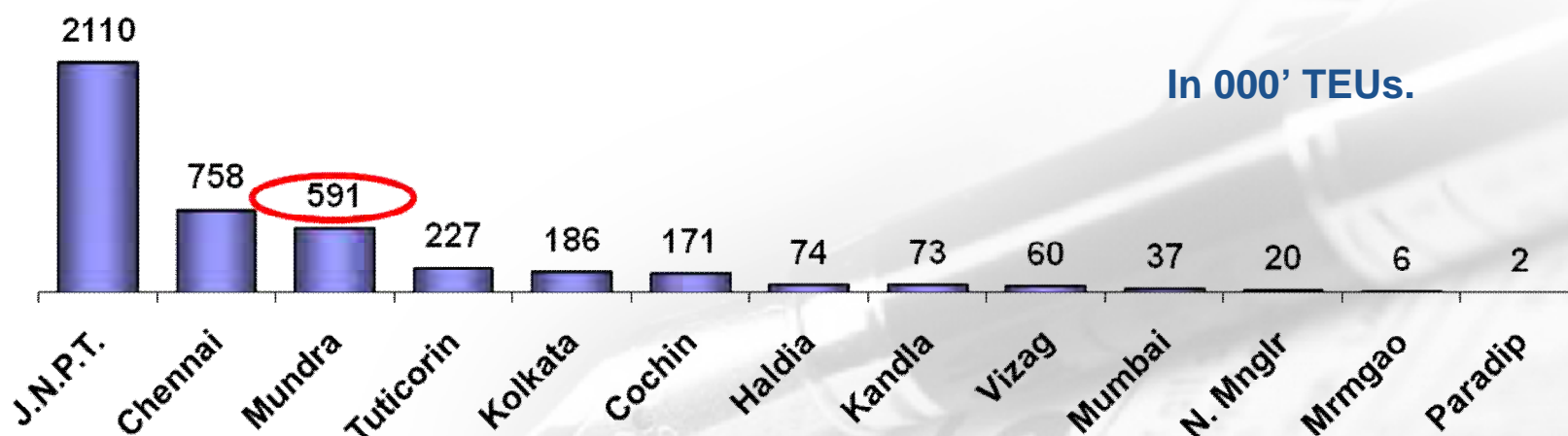


# Cargo at Indian Ports: April 10 to September 10: Mundra # 7th

Total Cargo



Container Cargo



## Operations Highlights - Q2 2010-11 V/s Q2 2009-10 (YoY)

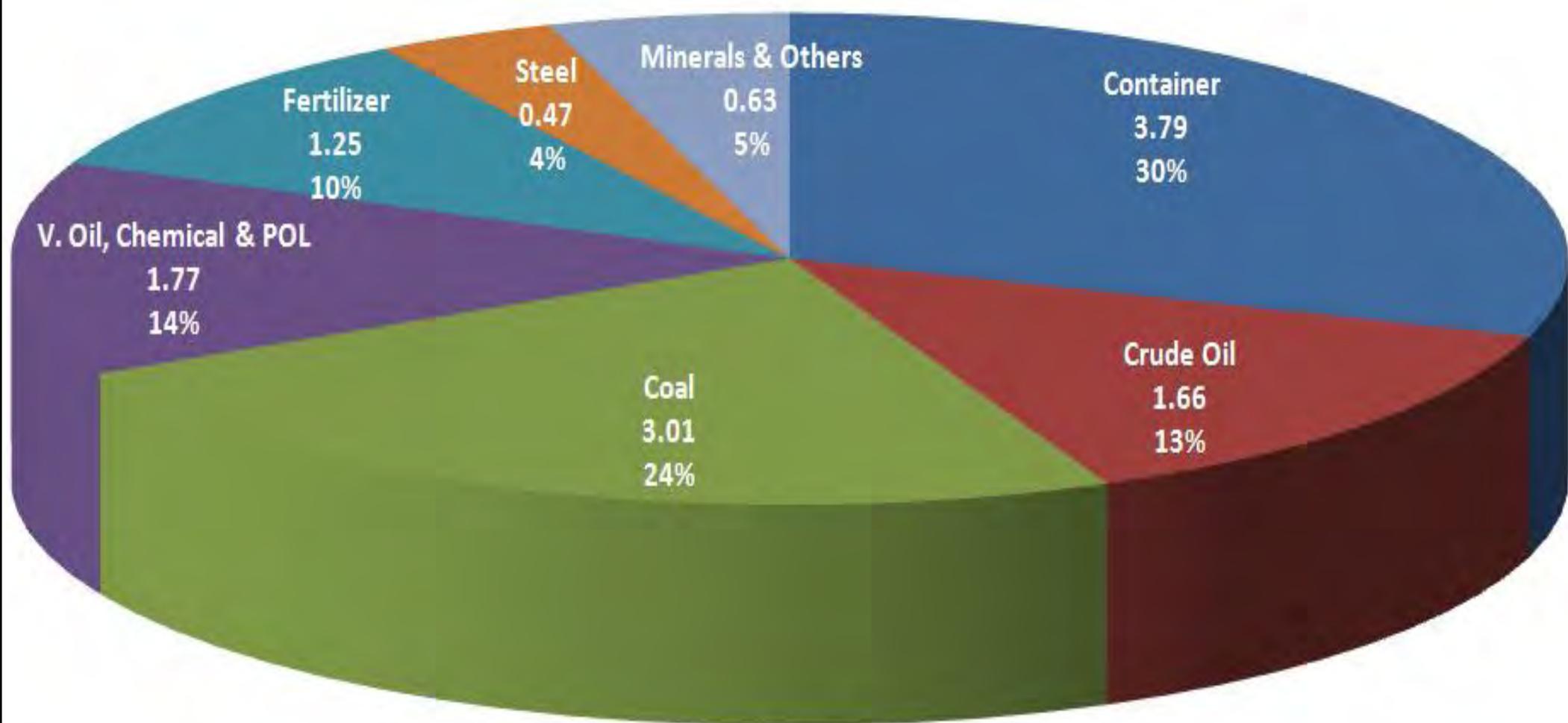
Particulars	2010 - 11	2009 - 10	PoP
	Jul 10 - Sep 10	Jul 09 - Sep 09	%
Vessels Called at Port	614	578	6%
GRT (mmt)	18.19	14.78	23%
Cargo Handled (mmt)	12.58	10.11	24%
Dry Cargo (mmt)	5.36	3.22	66%
(% of total cargo)	43%	32%	
Liquid Cargo (Incl HPCL) (mmt)	1.77	1.83	-3%
(% of total cargo)	14%	18%	
Bulk (mmt)	7.13	5.05	41%
(% of total cargo)	57%	50%	
Crude (mmt)	1.66	2.31	-28%
(% of total cargo)	13%	23%	
Containers (mmt)	3.79	2.75	38%
(% of total cargo)	30%	27%	
Railway Rakes (nos)	2,041	1,170	74%
Cargo Moved by Rails (mmt)	4.37	2.29	91%
(% of Dry & Container)	48%	38%	

# MPSEZ Cargo – Q2 2010-11 V/s Q2 2009-10

(MMT)

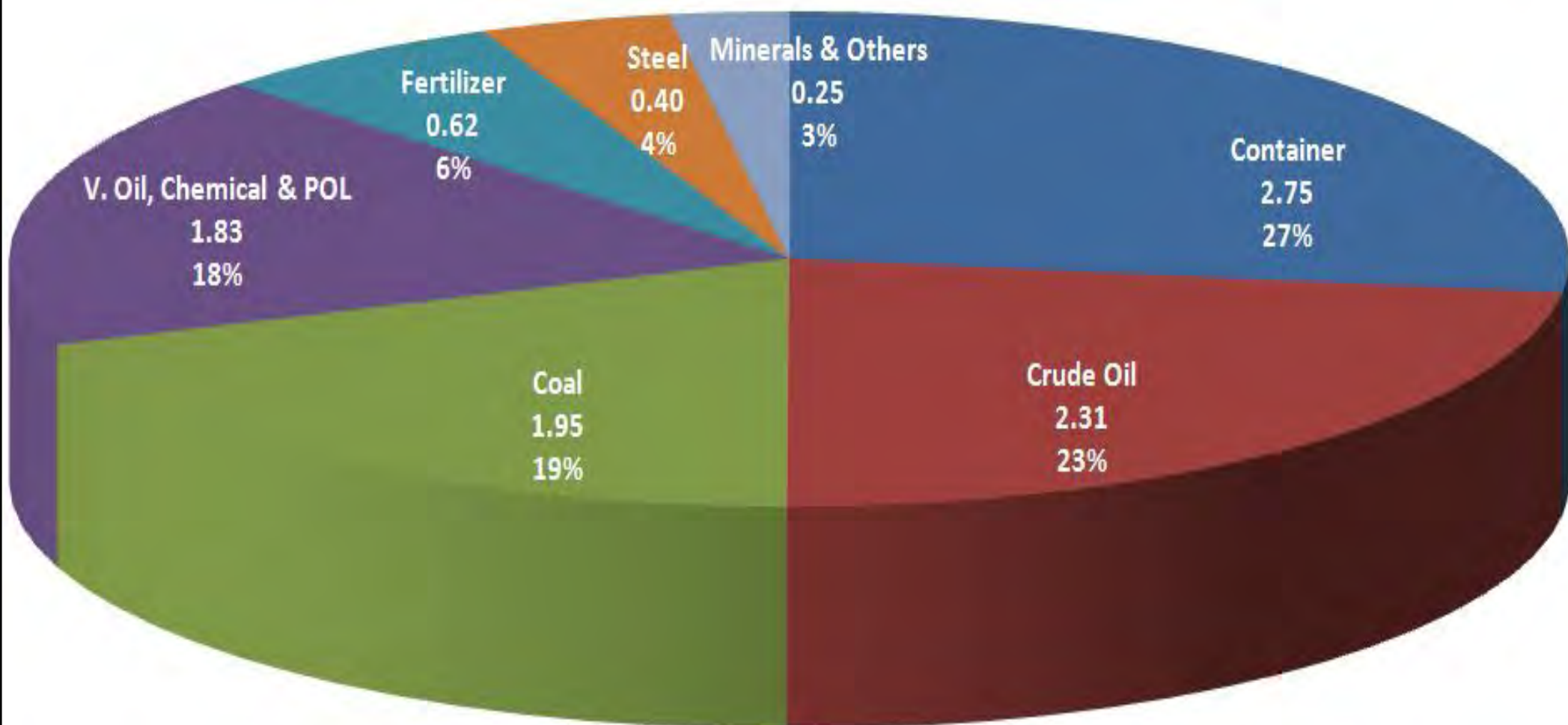
Particulars	2010-11	2009-10	PoP
	Jul 10 - Sep 10	Jul 09 - Sep 09	%
<b>A) Bulk Cargo</b>			
<b>1) Dry Cargo</b>			
Coal / Coke	3.01	1.95	66%
FRM Fertilizer	1.25	0.62	
Minerals	0.09	0.11	
Iron & Steel	0.47	0.40	
Food Grains	0.00	0.01	
DOC	0.13	0.03	
Others	0.41	0.10	
<b>Total Dry Cargo</b>	<b>5.36</b>	<b>3.22</b>	
<b>2) Liquid Cargo</b>			
Edible Oil	0.16	0.13	-17%
POL (Incl Bunkering)	0.34	0.33	
Chemicals	0.07	0.09	
Crude: IOC SPM	1.66	2.31	
HPCL	1.20	1.28	
<b>Total Liquid Cargo</b>	<b>3.43</b>	<b>4.14</b>	
<b>Bulk Cargo</b>	<b>8.79</b>	<b>7.36</b>	<b>19%</b>
<b>B) Container / Cars</b>			
CT1 (TEU's) 000 TEUs	185.14	177.84	4%
CT1 (mmt)	2.22	2.13	
CT2 (TEU's) 000 TEUs	128.50	48.77	161%
CT2 (mmt)	1.54	0.59	
Ro Ro (Cars)	26026	31281	
Ro Ro (Cars) (mmt)	0.03	0.03	
<b>TOTAL Containers</b>	<b>3.79</b>	<b>2.75</b>	<b>38%</b>
<b>Grand Total</b>	<b>12.58</b>	<b>10.11</b>	<b>24%</b>

# Cargo Handled – Jul'10 to Sep'10: 12.58 MMT





# Cargo Handled - Jul'09 to Sep'09: 10.11 MMT



## Operations Highlights - H1 2010-11 V/s H1 2009-10 (YoY)

Particulars	2010 - 11	2009 - 10	PoP
	Apr 10 - Sep 10	Apr 09 - Sep 09	%
Vessels Called at Port	1,235	1,168	6%
GRT (mmt)	35.66	30.22	18%
Cargo Handled (mmt)	25.20	20.00	26%
Dry Cargo (mmt)	10.53	6.85	54%
(% of total cargo)	42%	34%	
Liquid Cargo (Incl HPCL) (mmt)	3.70	3.43	8%
(% of total cargo)	15%	17%	
Bulk (mmt)	14.23	10.28	38%
(% of total cargo)	56%	51%	
Crude (mmt)	3.81	4.33	-12%
(% of total cargo)	15%	22%	
Containers (mmt)	7.16	5.39	33%
(% of total cargo)	28%	27%	
Railway Rakes (nos)	3,612	2,472	46%
Cargo Moved by Rails (mmt)	7.82	5.63	39%
(% of Dry & Container)	44%	46%	

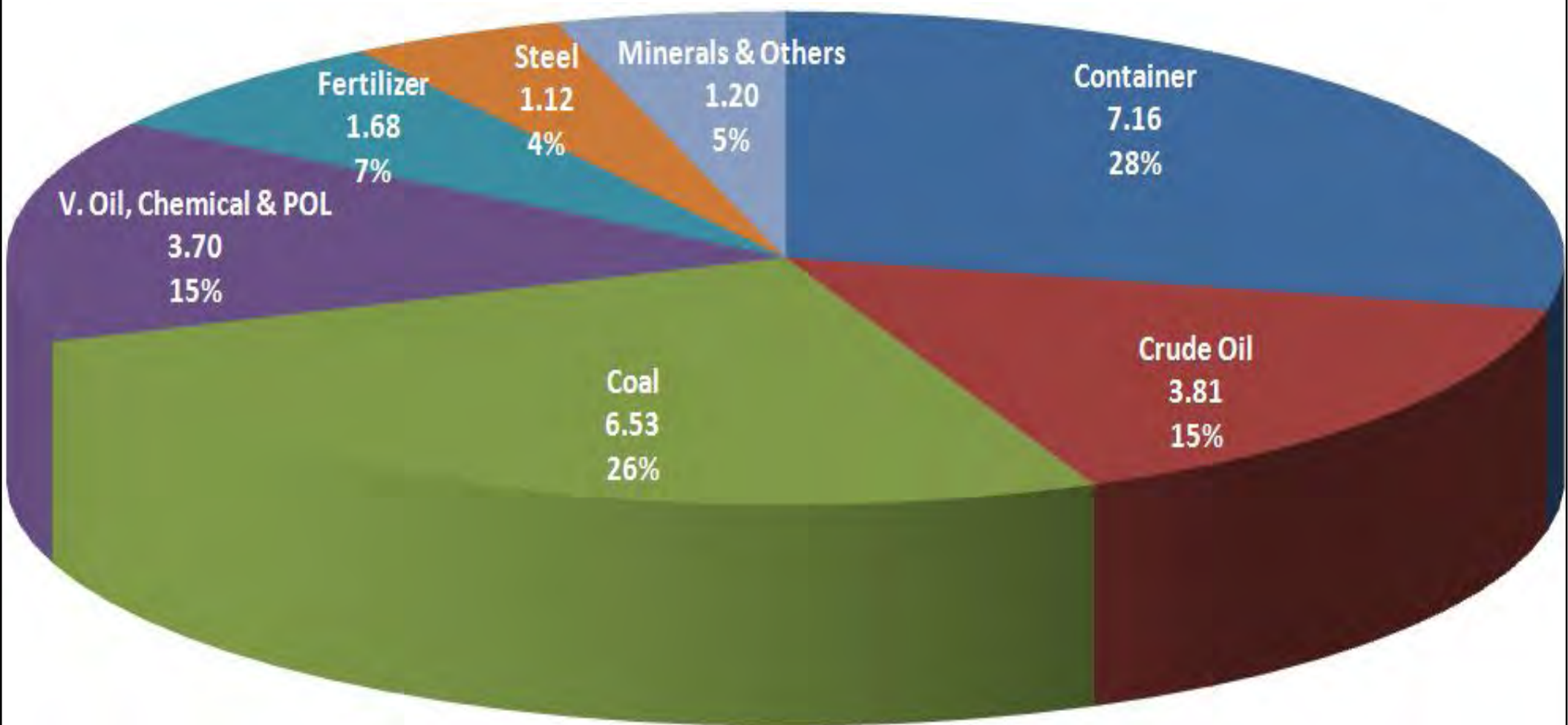
# MPSEZ Cargo – H1 2010-11 V/s H1 2009-10

(MMT)

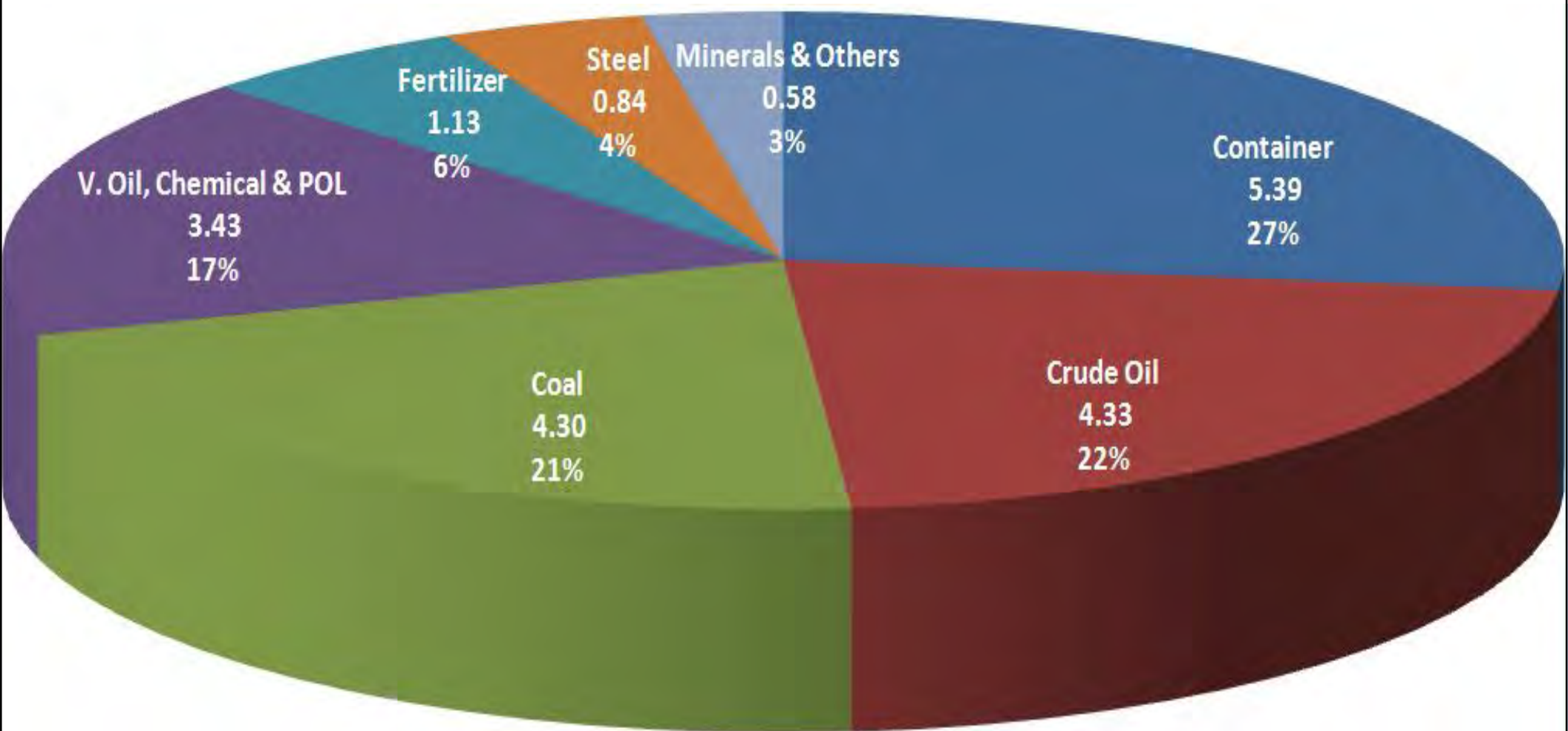
Particulars	2010-11 Apr 10 - Sep 10	2009-10 Apr 09 - Sep 09	PoP %
<b>A) Bulk Cargo</b>			
<b>1) Dry Cargo</b>			
Coal / Coke	6.53	4.30	54%
FRM Fertilizer	1.68	1.13	
Minerals	0.31	0.28	
Iron & Steel	1.12	0.84	
Food Grains	0.00	0.01	
DOC	0.15	0.06	
Others	0.74	0.23	
<b>Total Dry Cargo</b>	<b>10.53</b>	<b>6.85</b>	
<b>2) Liquid Cargo</b>			
Edible Oil	0.27	0.28	-3%
POL (Incl Bunkering)	0.70	0.63	
Chemicals	0.17	0.17	
Crude: IOC SPM	3.81	4.33	
HPCL	2.56	2.35	
<b>Total Liquid Cargo</b>	<b>7.51</b>	<b>7.76</b>	
<b>Bulk Cargo</b>	<b>18.04</b>	<b>14.61</b>	<b>23%</b>
<b>B) Container / Cars</b>			
CT1 (TEU's) 000 TEUs	327.27	335.08	-2%
CT1 (mmt)	3.93	4.02	
CT2 (TEU's) 000 TEUs	264.17	109.00	142%
CT2 (mmt)	3.17	1.31	
Ro Ro (Cars)	58082	60368	
Ro Ro (Cars) (mmt)	0.06	0.06	
<b>TOTAL Containers</b>	<b>7.16</b>	<b>5.39</b>	<b>33%</b>
<b>Grand Total</b>	<b>25.20</b>	<b>20.00</b>	<b>26%</b>



# Cargo Handled - Apr'10 to Sep'10: 25.20 MMT



# Cargo Handled - Apr'09 to Sep'09: 20 MMT





# MPSEZL – Financial Performance

(Rs. Lacs)

Sr. No.	Particulars	Quarter Ended 30.09.2010	Quarter Ended 30.09.2009	Half Year Ended 30.09.2010	Half Year Ended 30.09.2009	Year Ended 31.03.2010
		(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
1	a. Net Sales / Income from Operations	40,755	31,777	81,343	61,582	127,913
	b. Other Operating Income	596	959	1,574	1,832	11,339
	<b>Total Income</b>	<b>41,351</b>	<b>32,737</b>	<b>82,916</b>	<b>63,414</b>	<b>139,252</b>
2	<b>Expenditure</b>					
	a. Operating Expenses	10,026	6,000	18,577	12,259	28,714
	b. Employees Cost	1,936	1,139	3,408	2,394	5,408
	c. Depreciation / Amortisation	4,848	3,892	9,610	7,470	16,814
	d. Administrative and Other Expenses	2,017	2,143	4,606	3,158	10,961
	<b>Total Expenditure</b>	<b>18,827</b>	<b>13,173</b>	<b>36,201</b>	<b>25,281</b>	<b>61,897</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax(1-2)</b>	<b>22,524</b>	<b>19,563</b>	<b>46,715</b>	<b>38,132</b>	<b>77,355</b>
4	<b>Other Income</b>	948	997	1,025	2,455	3,108
5	<b>Profit before Finance Cost and Tax(3+4)</b>	<b>23,472</b>	<b>20,560</b>	<b>47,740</b>	<b>40,588</b>	<b>80,463</b>
6	Finance Cost (net)	916	2,119	3,384	3,591	4,417
7	<b>Profit after Finance Cost but before tax (5-6)</b>	<b>22,556</b>	<b>18,441</b>	<b>44,356</b>	<b>36,997</b>	<b>76,045</b>
8	Tax Expense	1,389	962	2,059	2,443	5,948
9	<b>Net Profit for the period (7-8)</b>	<b>21,167</b>	<b>17,479</b>	<b>42,297</b>	<b>34,554</b>	<b>70,098</b>



# Corporate Social Responsibilities



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- Adani Foundation under Education program initiative conducted
  - 4 balwadis functioning at labour colonies benefitting 180 children.
  - Maths and science exhibition – 103 schools participated with 65 working models made by 131 students.
  - Sports competition – 700 children participated.
  - Books distribution to students of 130 schools.
  - Installation of RO water purification plants at 25 schools
- Adani Foundation under Community Health initiative conducted
  - Rural clinics – 3 clinics at Shiracha , Navinal and Tunda Vandh benefitting 7647 patients.
  - Mobile dispensary running in 27 cluster villages – benefitting 1289 patients.
  - Mamta divas celebrated at 3 villages to create awareness on health, hygiene & child care and nutrition benefitting 213 mothers.
  - General health camps: benefitting 248 patients in 3 villages.
  - Gynec camps: benefitting 370 women in 7 villages.
- Adani Foundation under Sustainable Livelihood Development initiative conducted
  - Cattle camps: 17 camps benefitting 19438 cattle and 838 cattle owners
  - Tree plantation: 59370 saplings planted at various villages , schools, crematorium, etc
- Adani Foundation under Rural Infrastructure Development initiative constructed
  - Drainage project with individual village STP construction continue at 16 villages benefitting more than 21000 villagers
  - Check dams: 7 check dams completed at various villages





Thank You