

Presentation
To
Board of Directors
Mundra Port and Special Economic Zone Ltd.

63rd Board Meeting

11th November, 2011

MPSEZ - RECENT HIGHLIGHTS

- RANKING JUMPS TO 4TH POSITION FROM 5TH POSITION AMONG INDIAN COMMERCIAL PORTS.
- AWARDED “PRIVATE PORT OF THE YEAR (NON MAJOR)” AT THE MARITIME & LOGISTICS AWARD 2010.
- AMCT WON "PRIVATE CONTAINER TERMINAL OPERATOR OF THE YEAR" AWARD BEATING OTHER PRIVATE TERMINAL OPERATORS AT THE MARITIME AND LOGISTICS AWARDS 2010.
- HANDLED 31.88 MMT CARGO 27% GROWTH (PoP) & MARKET SHARE IMPROVED TO 10.2% FROM 8.5% (PoP).
- HANDLED 7,07,889 TEUS 20% GROWTH (PoP) & MARKET SHARE IMPROVED TO 15.4% FROM 13.7% (PoP).
- ADANI CONTAINER TERMINAL SURPASSED MICT BY 11719 TUES. IN THIS QUARTER
- REVENUE INCREASED TO RS 1157.06 CRORES FROM RS 842.87 CRORES 37% UP (PoP) WHILE PROFIT AFTER TAX INCREASED TO RS 527.79 CRORES FROM RS 422.97 CRORES 25% UP (PoP).

MPSEZ OPERATIONAL ACHIEVEMENTS

Sr. No.	Particulars	Units	Achievements		Previous Best	
1	Fertilizer discharge	MT / Day	25,210	19-Jul-11	21,523	14-Jun-11
2	AMCT Containers Handled	TEUS ('000)	188.13	Q2' 11-12	150.69	Q1' 11-12
3	MPSEZ Containers Handled	TEUS ('000)	364.54	Q2' 11-12	343.34	Q1' 11-12
4	Crude Oil	MMT	2.71	Q2' 11-12	2.31	Q2' 09-10
5	Railway - Loading / Unloading	Rakes / Day	34	22-Jul-11	27	29-Jun-11
6	Railway	Rakes / Month	737	Jul-11	670	May-11
7	Railway - Outward Loading	Rakes / Day	24	22-Jul-11	19	27-May-11

Cargo at Indian Ports: H1 2011-12 V/s H1 2010-11

Ports	Total Cargo (MMT)		
	Apr'11-Sep'11	Apr'10-Sep'10	PoP
Kandla	41.57	40.32	3%
Visakhapatnam	36.10	32.54	11%
J.N.P.T.	32.35	30.94	5%
Chennai	29.27	31.89	-8%
Paradip	28.00	26.47	6%
Mumbai	26.66	27.38	-3%
Haldia	17.01	16.56	3%
Mormugao	16.41	17.79	-8%
New Mangalore	16.04	15.18	6%
Tuticorin	13.85	12.18	14%
Cochin	9.76	8.98	9%
Ennore	6.53	4.67	40%
Kolkata	6.20	6.40	-3%
Major Ports	279.75	271.30	3%
Mundra Port	31.88	25.20	27%
Total Cargo	311.63	296.50	5%
MPSEZ Market Share	10.2%	8.5%	

(Source: Indian Port Association)

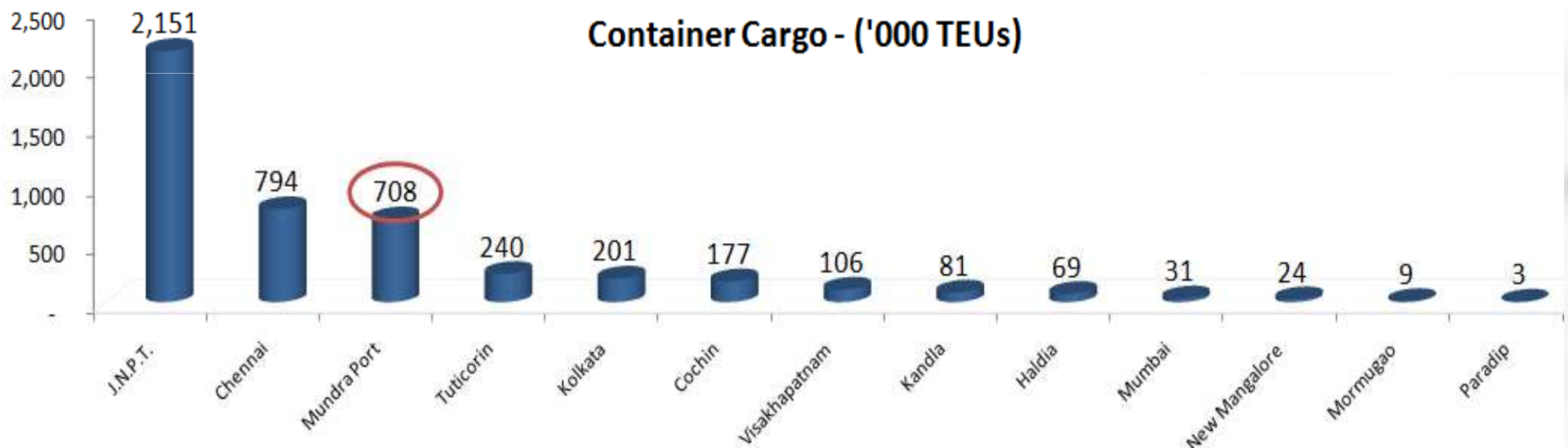
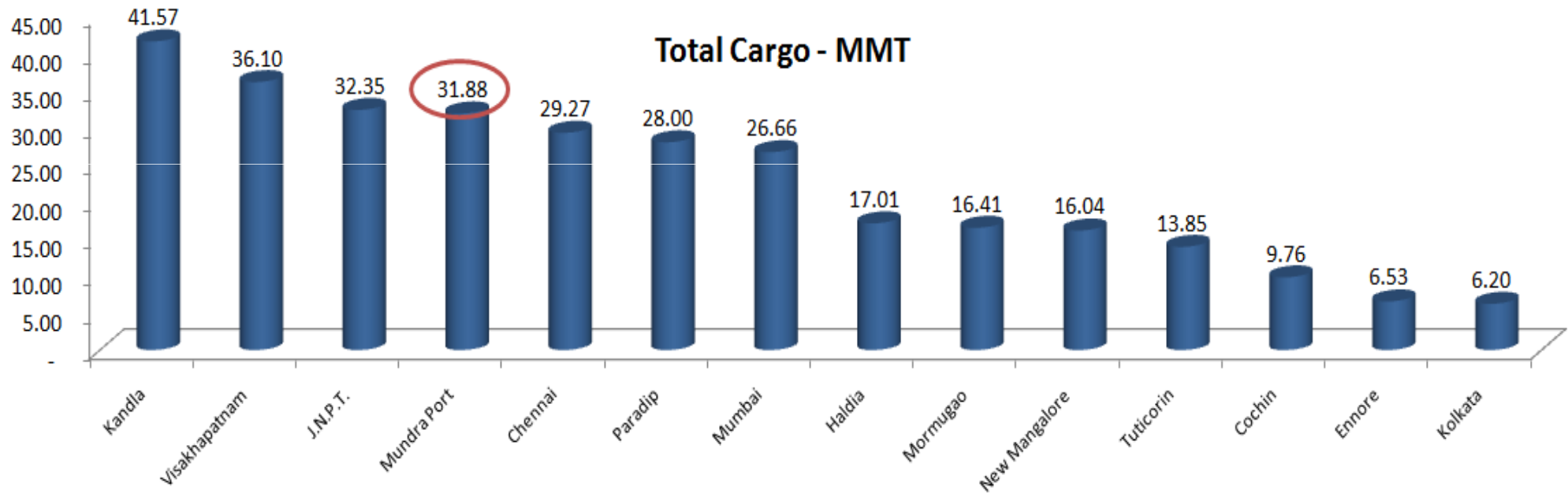
Cargo at Indian Ports: H1 2011-12 V/s H1 2010-11

Ports	Container Cargo (000' TEUs)		
	Apr'11-Sep'11	Apr'10-Sep'10	PoP
J.N.P.T.	2,151.00	2,110.00	2%
Chennai	794.43	758.00	5%
Tuticorin	240.00	227.00	6%
Kolkata	201.00	186.00	8%
Cochin	177.14	172.00	3%
Visakhapatnam	106.00	60.00	77%
Kandla	81.00	73.00	11%
Haldia	69.00	74.00	-7%
Mumbai	31.00	37.00	-16%
New Mangalore	24.00	20.00	20%
Mormugao	9.00	7.00	29%
Paradip	3.00	2.00	50%
Major Ports	3,886.57	3,726.00	4%
Mundra Port	707.88	591.44	20%
Total Cargo	4,594.45	4,317.44	6%

MPSEZ Market Share	15.4%	13.7%
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(Source: Indian Port Association)

Cargo at Indian Ports: H1 2011-12 : Mundra Port # 4th

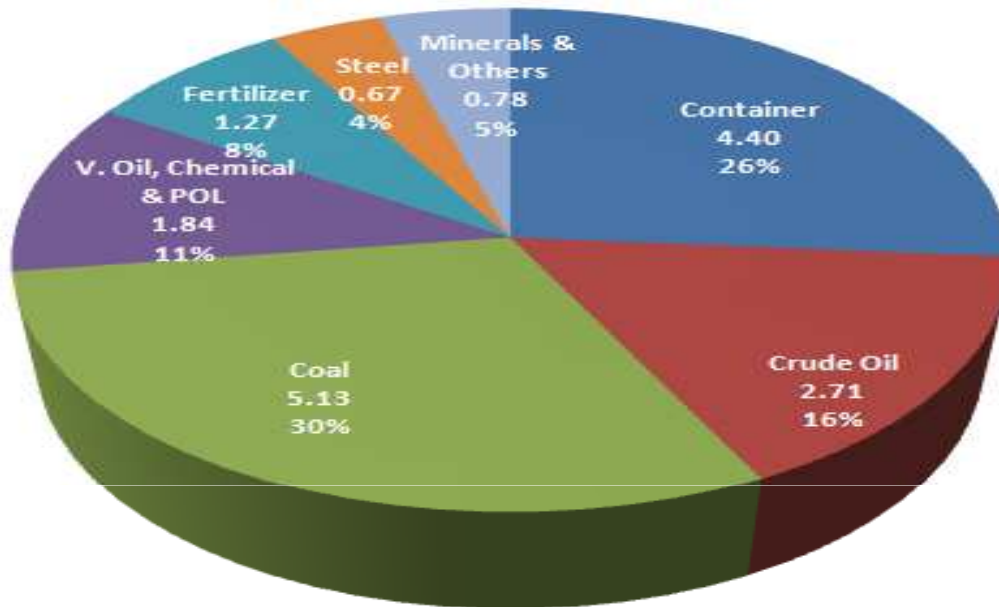


Operations Highlights - Q2 2011-12 V/s Q2 2010-11 (PoP)

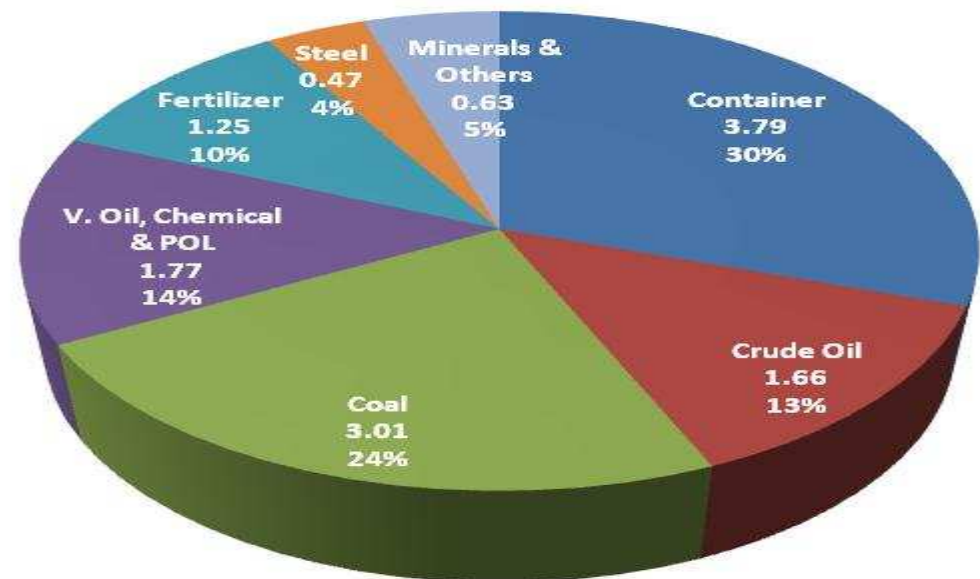
Particulars	2011-12	2010-11	PoP
	Jul - Sep	Jul - Sep	%
Vessels Called at Port	618	614	1%
GRT (MMT)	21.04	18.10	16%
Cargo Handled (MMT)	16.80	12.58	34%
Dry Cargo (MMT)	7.85	5.36	46%
(% of total cargo)	47%	43%	
Liquid Cargo (Incl HPCL/Crude) (MMT)	4.55	3.43	33%
(% of total cargo)	27%	27%	
Bulk (MMT)	12.40	8.79	41%
(% of total cargo)	74%	70%	
Containers (MMT)	4.40	3.79	16%
(% of total cargo)	26%	30%	
Railway Rakes (nos)	2,189	2,041	7%
Cargo Moved by Rails (MMT)	4.99	4.37	14%
(% of Dry & Container)	41%	48%	

Cargo Handled – Q2 2011-12 V/s Q2 2010-11

Q2'11: 16.80 MMT



Q2'10: 12.58 MMT

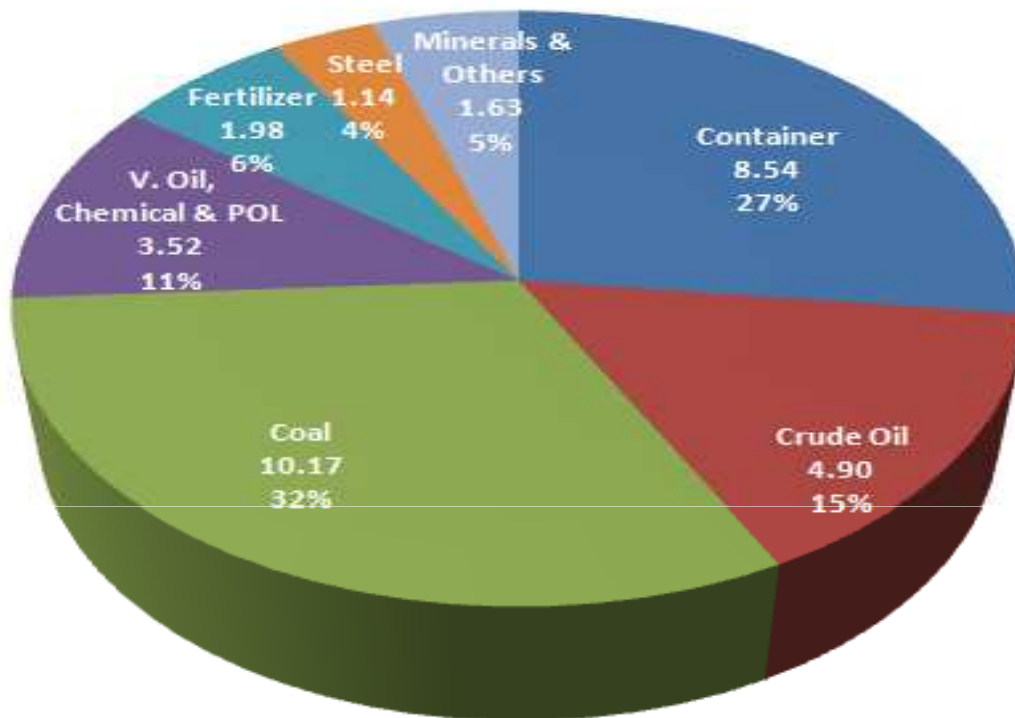


Operations Highlights - H1 2011-12 V/s H1 2010-11 (PoP)

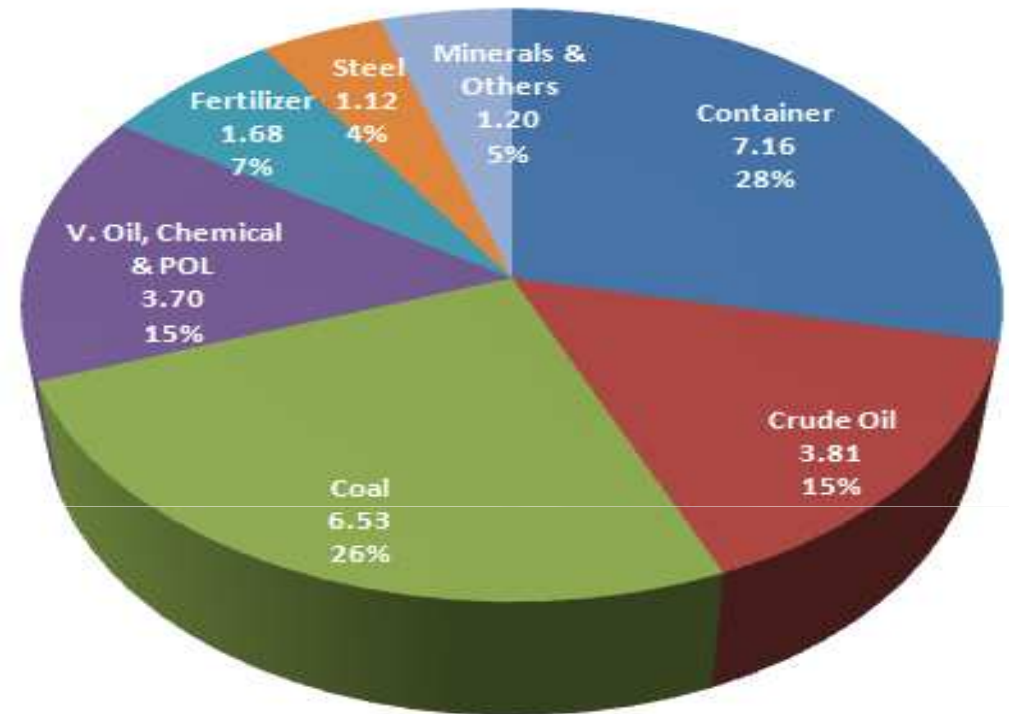
Particulars	2011-12	2010-11	PoP
	Apr - Sep	Apr - Sep	%
Vessels Called at Port	1,244	1,235	1%
GRT (MMT)	41.26	35.58	16%
Cargo Handled (MMT)	31.88	25.20	27%
Dry Cargo (MMT)	14.92	10.53	42%
(% of total cargo)	47%	42%	
Liquid Cargo (Incl HPCL/Crude) (MMT)	8.42	7.51	12%
(% of total cargo)	26%	30%	
Bulk (MMT)	23.34	18.04	29%
(% of total cargo)	73%	72%	
Containers (MMT)	8.54	7.16	19%
(% of total cargo)	27%	28%	
Railway Rakes (nos)	4,451	3,612	23%
Cargo Moved by Rails (MMT)	9.82	7.82	26%
(% of Dry & Container)	42%	44%	

Cargo Handled – H1 2011-12 V/s H1 2010-11

H1'11: 31.88 MMT



H1'10: 25.20 MMT



MPSEZL – Financial Performance

(Rs. Lacs)						
Sr. No.	Particulars	Quarter Ended 30.09.2011	Quarter Ended 30.09.2010	Half Year Ended 30.09.2011	Half Year Ended 30.09.2010	Year Ended 31.03.2011
		(unaudited)	(unaudited)	(unaudited)	(unaudited)	(Audited)
1	a. Net Sales / Income from Operations	58,776	40,760	110,390	81,354	179,308
	b. Other Operating Income	3,196	596	4,551	1,574	9,225
	Total Income	61,972	41,356	114,941	82,928	188,533
2	Expenditure					
	a. Operating Expenses	14,965	10,034	26,660	18,558	41,894
	b. Employees Cost	2,366	1,964	4,457	3,457	6,779
	c. Depreciation / Amortisation	6,786	4,848	12,657	9,610	20,786
	d. Administrative and Other Expenses	3,580	2,259	6,530	4,922	9,061
	Total Expenditure	27,697	19,105	50,304	36,547	78,520
3	Profit from Operations before Other Income, Finance Cost and Tax (1-2)	34,275	22,251	64,637	46,381	110,013
4	Other Income	668	1,221	765	1,359	5,176
5	Profit before Finance Cost (Net), Exceptional Items and Tax (3+4)	34,943	23,472	65,402	47,740	115,189
6	Exceptional Items	-	-	-	-	-
7	Profit before Finance Cost (Net) and Tax (5 + 6)	34,943	23,472	65,402	47,740	115,189
8	Finance Cost (Net)	4,644	916	7,959	3,384	7,501
9	Profit before Tax (7 - 8)	30,299	22,556	57,443	44,356	107,688
10	Tax Expense	2,957	1,389	4,664	2,059	9,072
11	Profit after Tax for the Period (9 -10)	27,342	21,167	52,779	42,297	98,616

Corporate Social Responsibilities



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1. Adani Foundation under Education program initiatives:

- ➔ 21 Education volunteer benefitted with training on Communication Skills & Language Development Games.
- ➔ Two new labour colony Balwadis were started, one specially for 6-14 years age group. Beneficiaries were 25 & 45 respectively.
- ➔ Distribution of Praveshotsav Kit (contains handicraft school bag promoting traditional Kutchi Art & Drawing Kit) in 103 schools of Mundra Taluka covering more than 2200 new enrollee.
- ➔ Meena children library covered more than 1500 beneficiaries. 100 were benefited under Meena's Mother Meet.
- ➔ Provided financial & organizing support for Taluka Level Maths & Science Exhibition which benefited more than 2230 students. Provided facilities to fishermen children to visit the exhibition.
- ➔ 250 students got exposure to the enormous development through Mundra Port & Adani Wilmar visit.

2. Adani Foundation under Community Health initiatives:

- ➔ Two new rural clinics at Vadala & Luni, one mobile van and Adani Medical Centre were added.
- ➔ Mobile Dispensaries treated 18432 patients free of cost. Rural Clinics treated 5692 patients out of which 388 patients were from labour colony.
- ➔ Adani Medical Centre, established primarily for truckers & cleaners, treated 587 patients.
- ➔ Organized Gynec Camps at various locations benefiting more than 300 patients.
- ➔ General Health Check-up Camp organized at Luni, Dhrub & Mota Kandagra benefited 413 patients.
- ➔ Provided financial support of Rs 3.20 Lacs – 21 Patients.
- ➔ Targeted Intervention Project –initiated in collaboration with GSACS. 525 patients were covered under ICTC (HIV test), & 978 patients by Counseling.
- ➔ Kidney Stone - Awareness, Prevention & Intervention Project: Till Sep'11, out of 3528 patients at the camp, 542 detected with kidney stone, 192 given medication, 130 referred for surgery and 95 underwent it.
- ➔ Senior Citizen Health Card:- Announced in Feb & implemented in Apr'11. Till Sep'11, out of 1782 applications, 1517 were given Health Cards after full medical check-up. Cashless Health Care Services provided to more than 400 senior citizens.

Corporate Social Responsibilities

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ Drip Irrigation Project: Covered 289 hectares of land benefiting 89 farmers at cost of Rs 51.12 Lacs.
- ➔ Cattle Vaccination Camps: 411 beneficiaries were covered.
- ➔ Provided fodder supports at cost of Rs 10.31 Lacs.
- ➔ HGV / Crane Operator Training:- HGV - 25 candidates benefited while 100 candidates selected for Crane Operator Training & 12 already been trained.
- ➔ Planted trees (mainly Neem, Ashoka, Pipal & Mehndi) at Navinal (750), Kandagra (575), Siracha (1200), Pratapar (355) & Zarapara (255).
- ➔ Provided "Sewing & Garmenting Training" benefiting 202 women.
- ➔ Financial support of Rs 1.27 Lacs was provided to 13 beneficiaries towards various income generation activities.
- ➔ Organized exposure visit for fishermen (36) at Mahuva for Best Lobster Nurturing Practices.
- ➔ Fishermen support: Distributed 324 Anchors, 600 Cycles & 435 Solar Lights till Sep'11.
- ➔ Provided employment to 240 fishermen from Luni under Mangrove Plantation contract in 20 hectares.

4. Adani Foundation under Rural Infrastructure Development initiatives created/ refurbished infrastructure facilities at various village locations as follows:

- ➔ Completed Projects:- Panchavati, Entrance Door, Fencing, Drainage System, Hall, Crematorium, Garden Development, Fodder Shed & Road Construction, Houses for BPL families with support of Indira & Sardar Awaas Yojana (23 families) and Sand Filing.
- ➔ Projects in Progress:- Panchavati (various locations), Rooms & Sheds in schools, Pond Deeping, Gaushala, Samajwadi, Fodder Godown, Prayer Hall & Rural Drainage Project.
- ➔ Rain Disaster – Sukhparvas Vas – In emergency situation due to heavy rain-fall at Bhuj, medical camp was organized.



Thank You