

Adani Ports & Special Economic Zone Limited

Presentation To Board of Directors

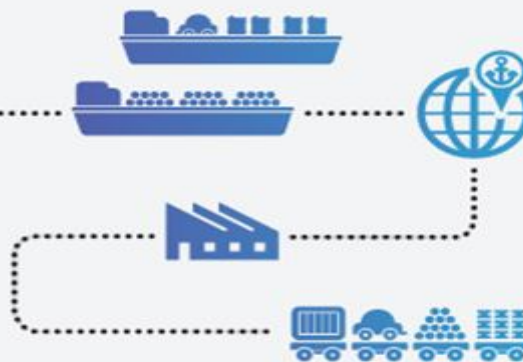
68th Board Meeting

19th October, 2012

Resources



Logistics



Energy





APSEZ - HIGHLIGHTS

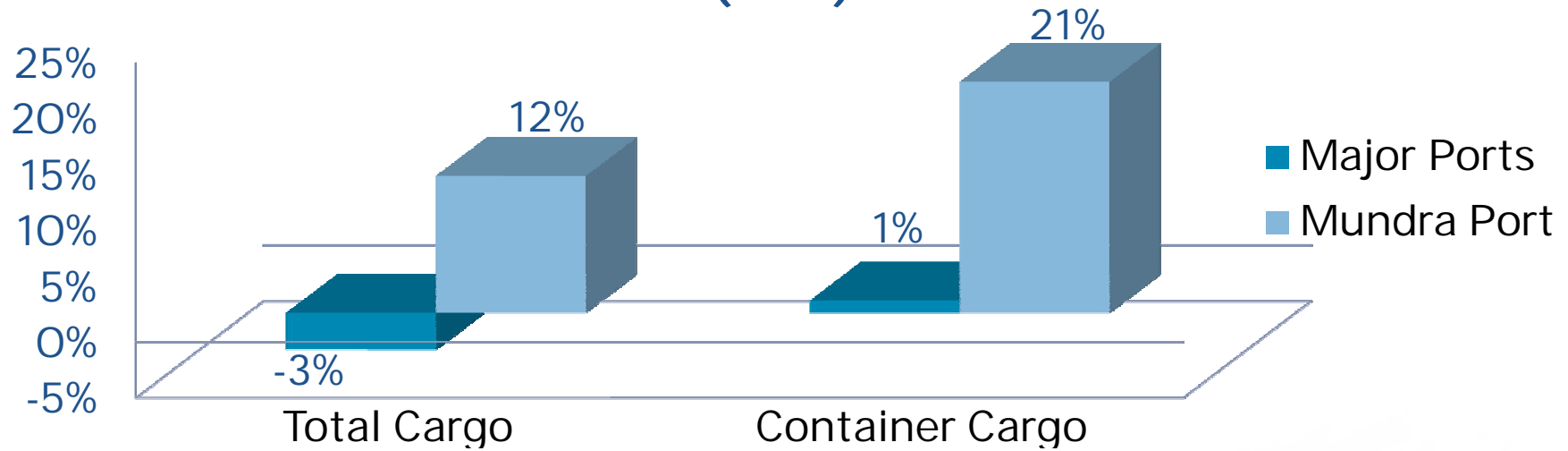
- MUNDRA PORT HOLDS 2ND POSITION IN CARGO THROUGHPUT IN INDIA
- MUNDRA PORT HOLDS 2ND POSITION IN CONTAINER THROUGHPUT IN INDIA
- APSEZ WON 8 GOLD AND 3 SILVER MEDALS AT 23RD ANNUAL CONVENTION ON QUALITY CIRCLE & ALLIED QUALITY CONCEPT BY QUALITY CIRCLE FORUM OF INDIA
- APSEZ WON "DRY BULK / BREAK BULK HANDLING PORT FOR THE YEAR 2012" AWARDED BY GUJARAT STAR AWARDS
- CONSOLIDATED CARGO HANDLED 47.88 MMT CARGO WITH GROWTH OF 24% IN H1'12-13.

APSEZ	H1 2012-13	H1 2011-12	YOY (GROWTH %)
MUNDRA PORT	37.85	33.72	12%
DAHEJ	2.96	1.24	139%
ABBOT POINT	6.96	3.75	86%
HAZIRA (TRIAL RUN)	0.11	-	100%
TOTAL CARGO	47.88	38.71	24%

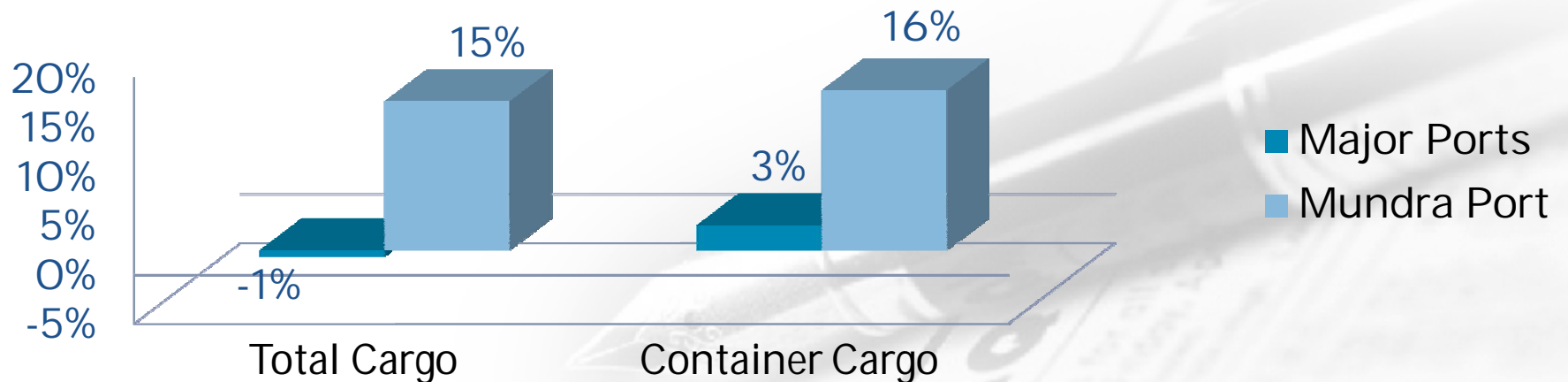
- AMCT ACHIEVED THE MILESTONE OF 2 MILLION TEUS ON 12TH AUGUST'2012.
- OPERATION COMMENCED AT SOUTH BASIN CONTAINER TERMINAL (CT3), 1ST VESSEL HANDLED ON 13TH AUG'12.
- WEST BASIN 3RD BERTH – MECHANIZATION COMPLETED.

APSEZ – Cargo Growth

H1'12 (POP)



Q2'12 (POP)



Performance of Indian Ports – Total Cargo

Ports	H1 2012-13	H1 2011-12	POP
Kandla	44.69	41.57	8%
JNPT	32.65	32.35	1%
Vishakhapatnam	30.31	36.10	-16%
Mumbai	28.79	26.66	8%
Chennai	27.13	29.27	-7%
Paradip	25.63	28.00	-8%
New Mangalore	16.74	16.04	4%
Haldia	14.05	17.01	-17%
V.O.Chidambaranar	14.04	13.85	1%
Murmugao	12.66	16.41	-23%
Cochin	10.13	9.75	4%
Ennore	8.00	6.53	23%
Kolkatta	5.75	6.20	-7%
Major Ports	270.56	279.73	-3%
APSEZ (Mundra)	37.85	33.72	12%
Gujarat Pipavav	4.00	4.81	-17%

(Source for Major Ports : Shipping Ministry)

Performance of Indian Ports - Containers

Ports	Container Cargo (000' TEUs)		
	H1 2012-13	H1 2011-12	PoP
JNPT	2,155.00	2,150.00	0%
Chennai	804.00	794.00	1%
V.O.Chidambaranar	240.00	240.00	0%
Kolkata Dock System	230.00	201.00	14%
Cochin	169.00	184.00	-8%
Visakhapatnam	130.00	106.00	23%
Haldia Dock Complex	75.00	69.00	9%
Kandla	59.00	81.00	-27%
Mumbai	31.00	31.00	0%
New Mangalore	25.00	24.00	4%
Murmugao	9.00	9.00	0%
Paradip	8.00	3.00	167%
Major Ports	3,935.00	3,892.00	1%
APSEZ (Mundra)	854.28	707.88	21%
Gujarat Pipavav	248.66	303.35	-18%

(Source for Major Ports : Shipping Ministry)



APSEZ

Operational Performance

Q2 12-13





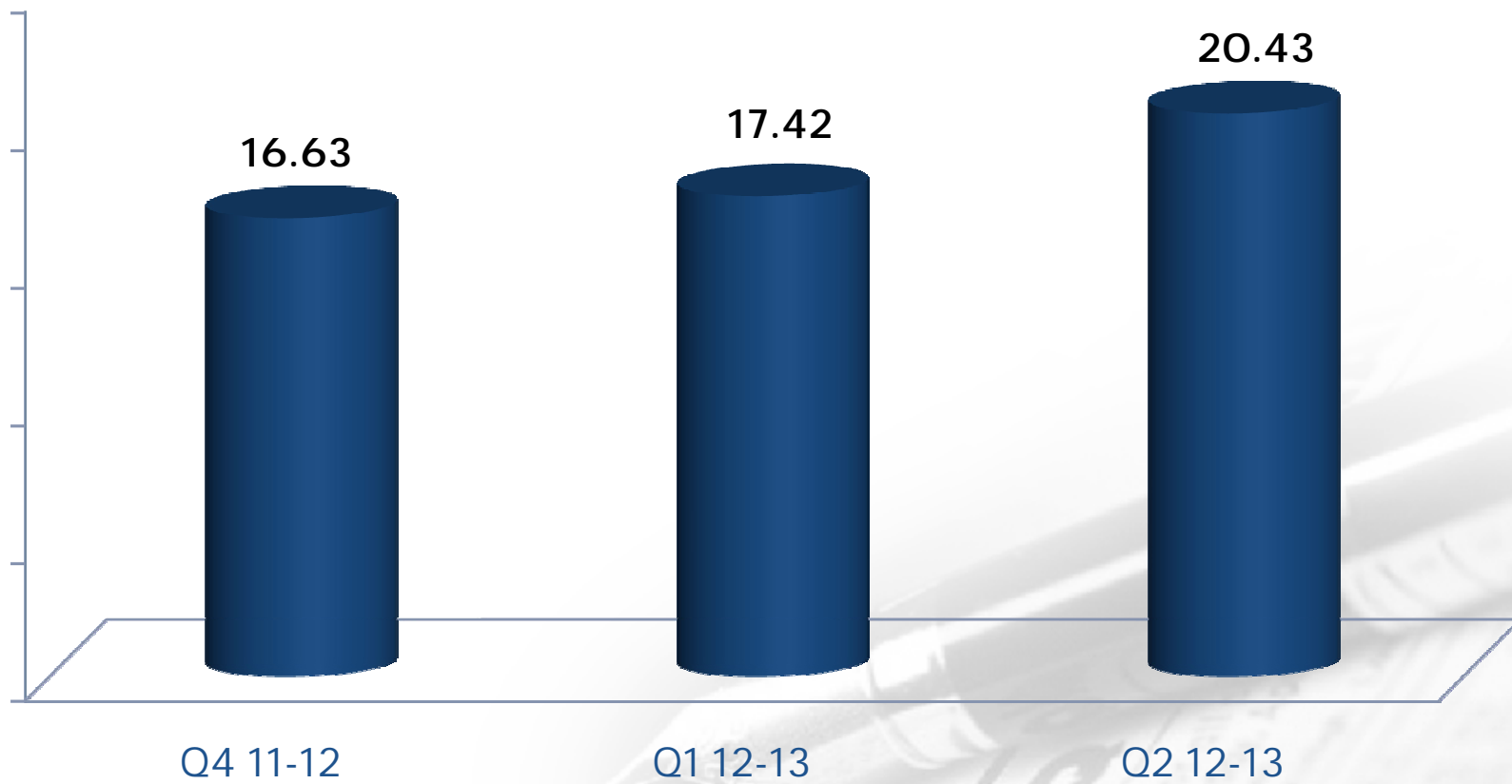
APSEZ - Operational Highlights

Particulars	UOM	Q2 12-13	Q2 11-12	PoP (%)
Vessels	Counts	628	618	2%
GRT (in Million)		22.52	21.04	7%
Cargo Handled	MMT	20.43	17.74	15%
Dry Cargo	MMT	9.94	7.85	27%
Liquid Cargo (Incl HPCL/Crude) *	MMT	4.28	4.55	-6%
Bulk Cargo	MMT	14.22	12.40	15%
Containers	MMT	6.21	5.34	16%

* Note: - Shortfall mainly in Crude and POL

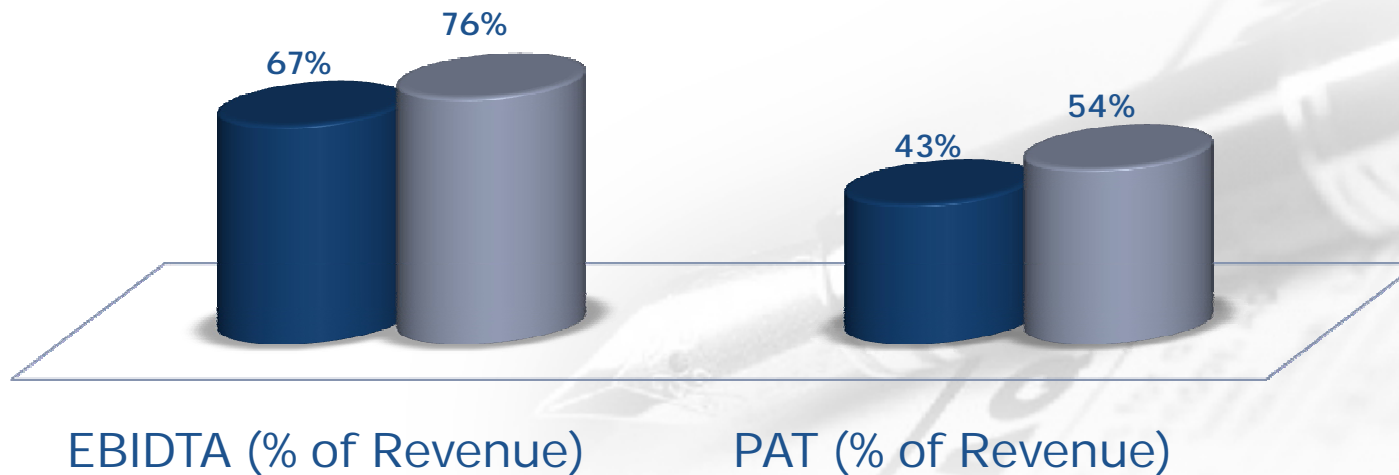
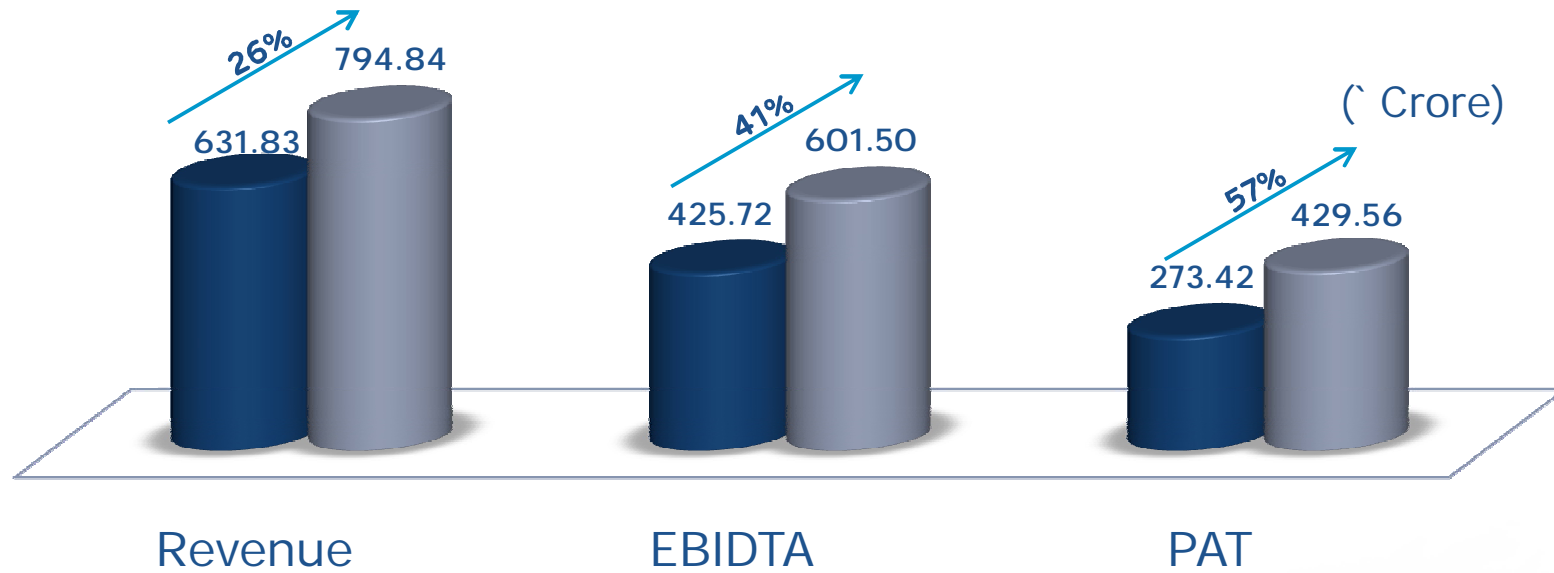
APSEZ (Mundra) Cargo Growth

Cargo MMT



APSEZ – Financials – Standalone

Q2'12-13 vs. Q2'11-12





APSEZ

Operational Performance

H1 12-13

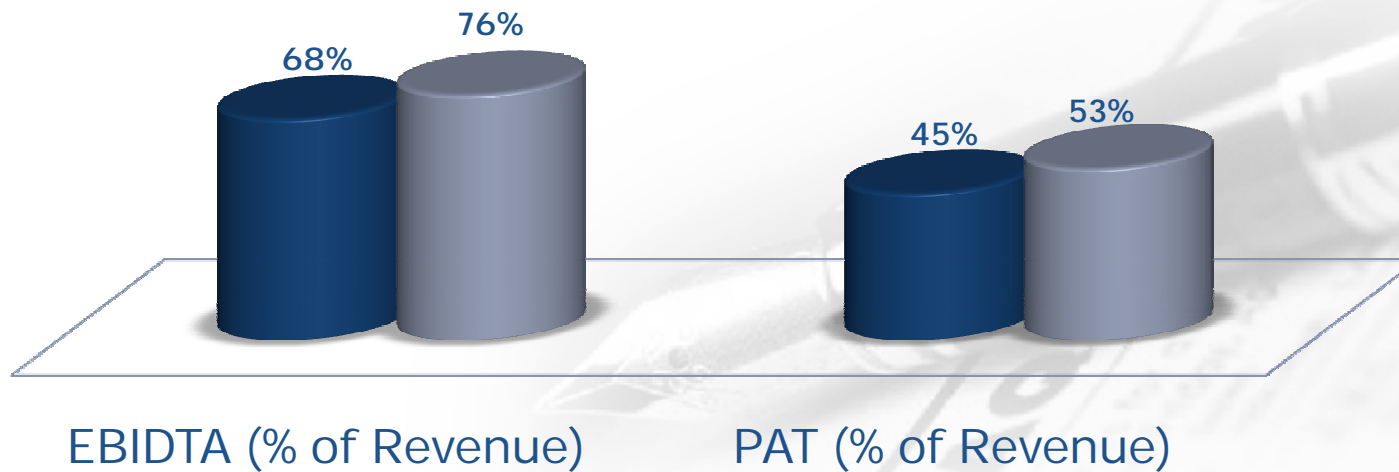
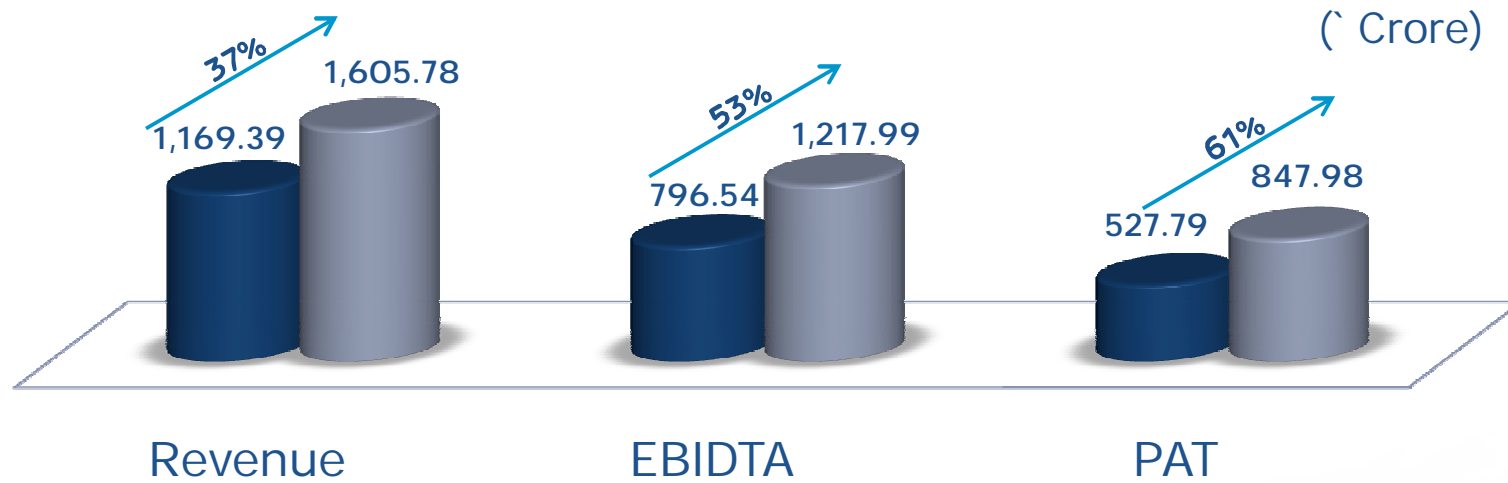




APSEZ (Mundra) - Operational Highlights

Particulars	UOM	H1 12-13	H1 11-12	PoP (%)
Vessels	Counts	1,260	1,244	1%
GRT (in Million)		44.36	41.42	7%
Cargo Handled	MMT	37.85	33.72	12%
Dry Cargo	MMT	16.43	14.92	10%
Liquid Cargo (Incl HPCL/Crude)	MMT	8.91	8.42	6%
Bulk Cargo	MMT	25.34	23.34	9%
Containers	MMT	12.51	10.38	21%

APSEZ – Financials – Standalone H1'12-13 vs. H1'11-12



APSEZ – Financial Performance Standalone

₹ In Crore

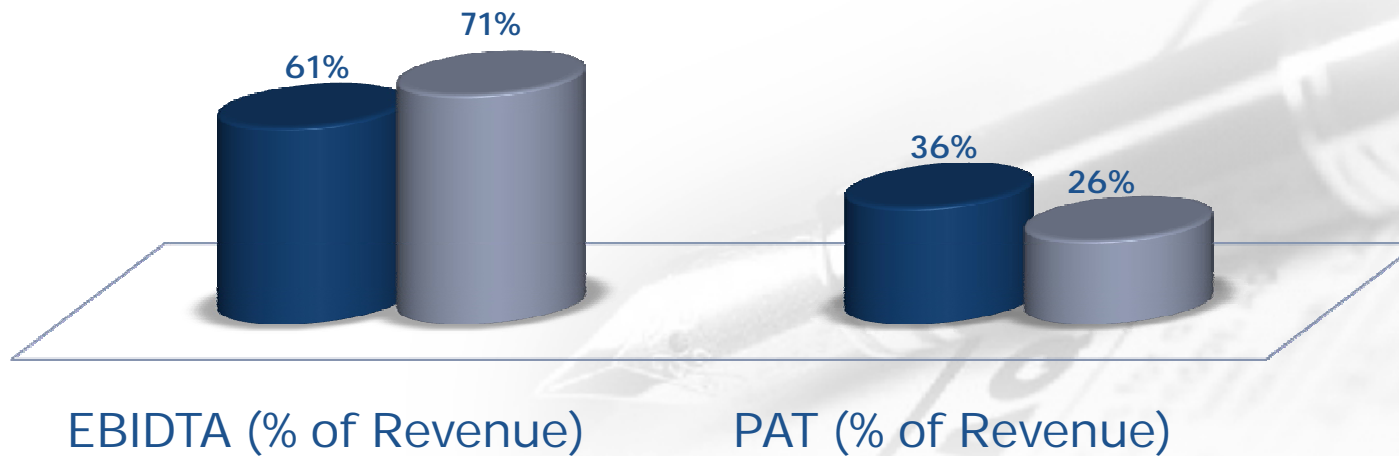
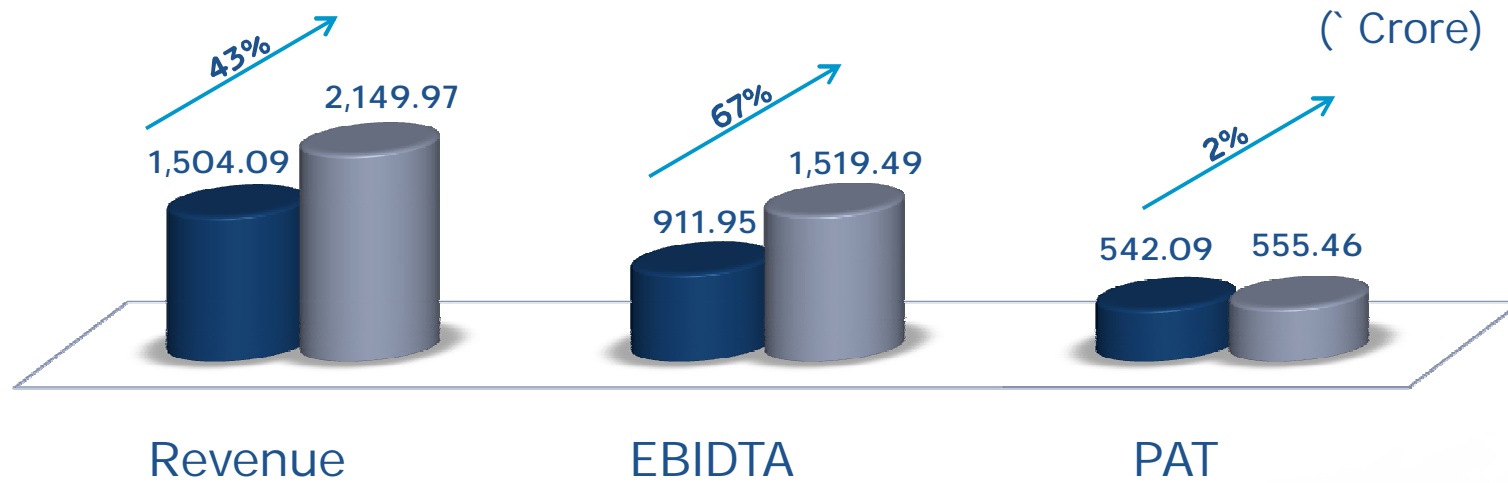
Sr. No.	Particulars	Quarter Ended			Half Year Ended		Accounting Year Ended
		September 30, 2012	June 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011	March 31, 2012
		(unaudited)					(audited)
1	Income						
	a. Net Sales / Income from Operations	697.58	773.82	586.11	1,471.40	1,100.86	2,370.40
	b. Other Operating Income	66.69	15.59	33.61	82.28	48.54	111.50
	Total Income	764.27	789.41	619.72	1,553.68	1,149.40	2,481.90
2	Expenditure						
	a. Operating Expenses	155.21	110.53	149.26	265.74	265.99	536.45
	b. Employees Cost	30.98	24.64	23.55	55.62	44.47	89.42
	c. Depreciation / Amortisation	81.02	72.67	67.86	153.69	126.57	273.50
	d. Other Expenses	26.41	27.11	19.06	53.52	46.53	95.44
	e. Foreign Exchange Loss	(19.26)	32.17	14.24	12.91	15.86	45.40
	Total Expenditure	274.36	267.12	273.97	541.48	499.42	1,040.21
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	489.91	522.29	345.75	1,012.20	649.98	1,441.69
4	Other Income	30.57	21.53	12.11	52.10	19.99	39.41
5	Profit before Finance Cost and Tax(3+4)	520.48	543.82	357.86	1,064.30	669.97	1,481.10
6	Finance Cost	52.46	109.63	54.86	162.09	95.54	211.52
7	Profit before Tax (5-6)	468.02	434.19	303.00	902.21	574.43	1,269.58
8	Tax Expense (net)	38.46	15.77	29.58	54.23	46.64	92.32
9	Net Profit after Tax for the Year (7-8)	429.56	418.42	273.42	847.98	527.79	1,177.26

APSEZ – Financial Performance Consolidated

In Crore

Sr. No.	Particulars	Quarter Ended			Half Year Ended		Accounting Year Ended
		September 30, 2012	June 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011	March 31, 2012
		(unaudited)					(audited)
1	Income						
	a. Net Sales / Income from Operations	1,018.35	1,028.23	855.85	2,048.91	1,440.49	3,195.96
	b. Other Operating Income	31.91	5.21	23.11	34.79	31.40	74.84
	Total Income	1,050.26	1,033.44	878.96	2,083.70	1,471.89	3,270.80
2	Expenditure						
	a. Operating Expenses	284.58	166.88	261.78	451.46	418.87	901.54
	b. Employees Cost	43.13	32.72	28.86	75.85	53.10	124.32
	c. Depreciation / Amortisation	182.94	172.53	106.19	355.47	174.23	463.03
	d. Other Expenses	52.66	38.39	52.73	91.05	82.63	132.85
	e. Foreign Exchange Loss	(21.04)	33.16	35.90	12.12	37.54	46.85
	Total Expenditure	542.27	443.68	485.46	985.95	766.37	1,668.59
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	507.99	589.76	393.50	1,097.75	705.52	1,602.21
4	Other Income	43.20	23.07	24.37	66.27	32.20	59.65
5	Profit before Finance Cost and Tax(3+4)	551.19	612.83	417.87	1,164.02	737.72	1,661.86
6	Finance Cost	242.94	324.51	99.40	567.45	144.68	479.62
7	Profit before Tax (5-6)	308.25	288.32	318.47	596.57	593.04	1,182.24
8	Tax Expense (net)	28.82	12.29	33.96	41.11	50.95	89.57
9	Net Profit after Tax for the Year (7-8)	279.43	276.03	284.51	555.46	542.09	1,092.67

APSEZ – Financials – Consolidated H1'12-13 vs. H1'11-12





New Developments





Hazira – Container Terminal





Hazira – Godown





Hazira – Coal Conveyor





Container Terminal 3 - South Basin





Goliath Crane at Steel Yard Mundra





West Basin Mechanization





Tuna Port (kandla)



Corporate Social Responsibilities





Corporate Social Responsibilities

1. Adani Foundation under Education program initiatives:

- ➔ 14 Education Volunteers provided their services to more than 26 schools of 19 villages of Mundra Taluka benefitting about 4,500 students.
- ➔ More than 365 mothers participated in 18 mother's meet in 15 villages spreading awareness about personal health, hygiene, children's regularity in schools and spending quality time with children.
- ➔ To motivate girl students to continue the studies and decrease in the drop out ratio, AF distributed 135 cycles.
- ➔ To sensitize students towards environment more than 4300 saplings / plants were planted at various schools.
- ➔ Provided Sponsorship to students to peruse design course at Kala Raksha Vidhyalaya for promoting traditional arts.

2. Adani Foundation under Community Health initiatives:

- ➔ Mobile Dispensaries provided cashless medical services to 9,728 patients, rural clinics treated 14,395 patients.
- ➔ Adani Medical Centre, established primarily for truckers & cleaners, treated 1,230 patients.
- ➔ Provided financial support of Rs 2.21 Lacs to 12 Patients.
- ➔ Kidney Stone: Awareness, Prevention & treatment - During this quarter, 33 patients of Kidney Stone were served, 33 patients undergone Surgery.
- ➔ Senior Citizen Health Card/ Vadil Swasthya Yojana - this project has coverage of more than 3,077 amounting more than Rs. 26.11 lacs.



Corporate Social Responsibilities

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ Support to Fisherman Communities - supported 38 Students from Luni & Bhadreshwar for fees to continue their high school studies.
- ➔ Income Generation Support given to 24 needy Fisherman Families
- ➔ Potable drinking water facility benefitting 300 families every day
- ➔ Process for strengthening huts of the fisher folk.
- ➔ Installation of 18 solar lights at Luni & other location benefitting 300 families.
- ➔ Providing alternative livelihood to the fisher folk during their off season in the form of Mangroves Nursery Development & Plantation, generated employment of 4,337 man days providing compensation amounting Rs. 8.67 lacs.

4. Adani Foundation under Rural Infrastructure Development initiatives:

- ➔ Provides need based infrastructure support to the community

Work Completed: (during the quarter)

- Construction of Compound Wall at Siracha
- Construction of Crematorium at Kukadsar
- Renovation of Rented School at Bhadreshwar
- Fisherfolk Amenities at Bavdi Port :Fish Landing Shed & Water Tank Platforms



Thank You