

# Adani Ports and Special Economic Zone Limited

## Presentation to the Board of Directors

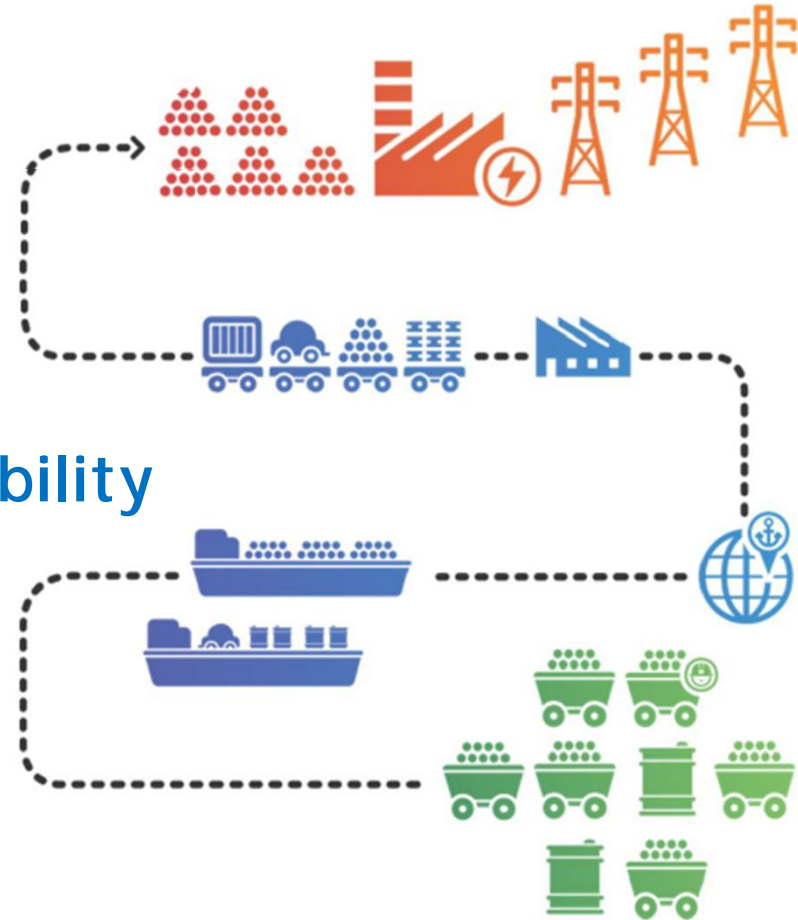
**72<sup>nd</sup> Board Meeting**

**Date : 25<sup>th</sup> October, 2013.**

**Location : Adani House, Ahmedabad.**

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## Business Highlights

**APSEZ (Mundra) continues to hold No 1** position in ports in terms of cargo Handling in H1'FY 13-14 by handling **48.21 MMT** by outperforming Kandla Port (45.95 MMT)

Handled highest Coal volume 17.87 MMT in H1'FY13-14 surpassing Paradip Port (16.01 MMT)

### **Container**

Handled highest ever containers volume (1.04 Million TEUs) in H1'13-14 (previous best 0.88 Million TEUs in H2'12-13)

Highest Coal discharge of 151,299 MT from MV Cape Fushen on 10<sup>th</sup> September'2013 in 24 Hrs

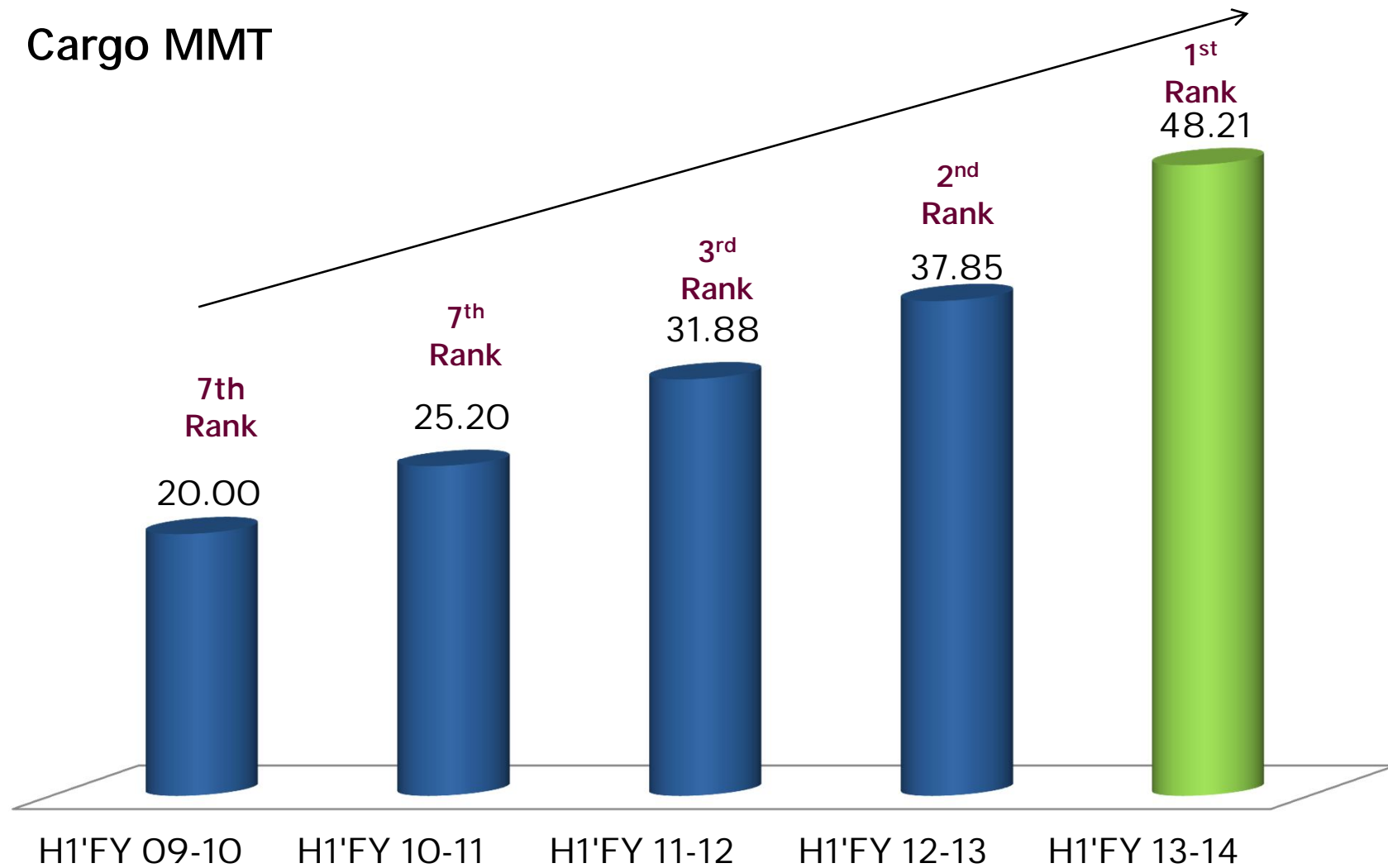
## Performance of India Ports–Total Cargo(MMT)

Ports	H1'FY13-14	H1'FY12-13	Inc/(Dec)
Kandla	45.95	44.69	3%
Paradip	34.12	25.63	33%
JNPT	30.93	32.65	-5%
Visakhapatnam	28.94	30.31	-5%
Mumbai	27.58	28.79	-4%
Chennai	26.25	27.13	-3%
New Mangalore	19.38	16.74	16%
Haldia	14.89	14.05	6%
V.O. Chidambaranar (Tuticorin)	14.09	14.04	0%
Ennore	12.68	8.00	59%
Cochin	10.85	10.13	7%
Kolkata	6.06	5.75	5%
Mormugao	5.16	12.66	-59%
<b>Major Ports</b>	<b>276.87</b>	<b>270.56</b>	<b>2%</b>
APSEZ (Mundra)	48.21	37.85	27%

(Source for Major Ports : Indian Ports Association)

# Cargo Growth

Cargo MMT



## Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	H1'FY13-14	H1'FY12-13	Inc/(Dec)
JNPT	2,061.00	2,155.00	-4%
Chennai	756.60	804.00	-6%
V.O.Chidambaranar (Tuticorin)	252.00	240.00	5%
Kolkata	238.00	230.00	3%
Cochin	178.08	177.00	1%
Visakhapatnam	131.00	130.00	1%
Haldia	60.00	75.00	-20%
Kandla	29.00	59.00	-51%
New Mangalore	25.00	25.00	0%
Mumbai	20.00	31.00	-35%
Murmugao	10.50	9.00	17%
Paradip	3.00	7.00	-57%
<b>Major Ports</b>	<b>3,764.18</b>	<b>3,942.00</b>	<b>-5%</b>

APSEZ (Mundra)	1,041.09	854.28	22%
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(Source for Major Ports : Indian Ports Association)

# Operational Performance - Consolidated

## Q2'FY13-14 Vs. Q2'FY12-13

### (P on P)

## Cargo - Consolidated

Q2 (P on P)

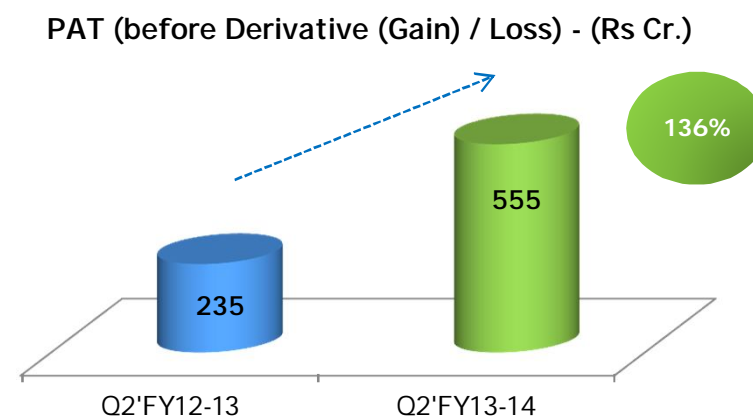
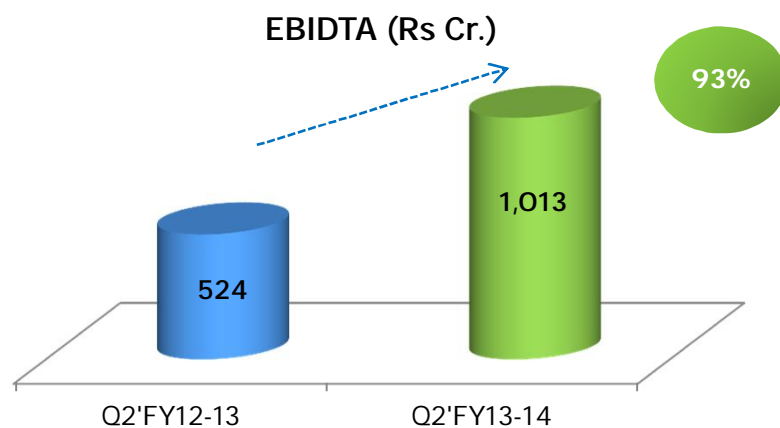
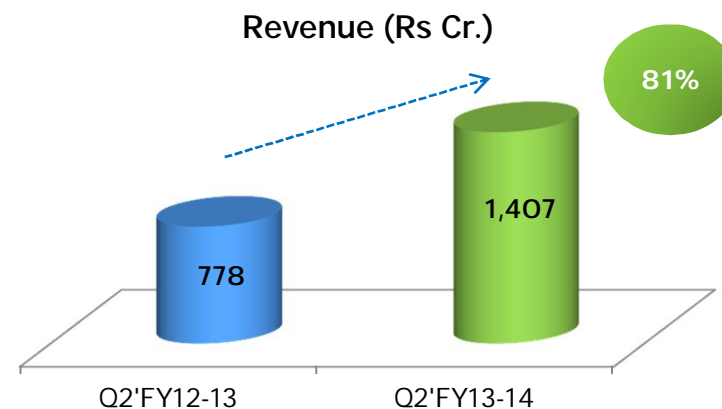
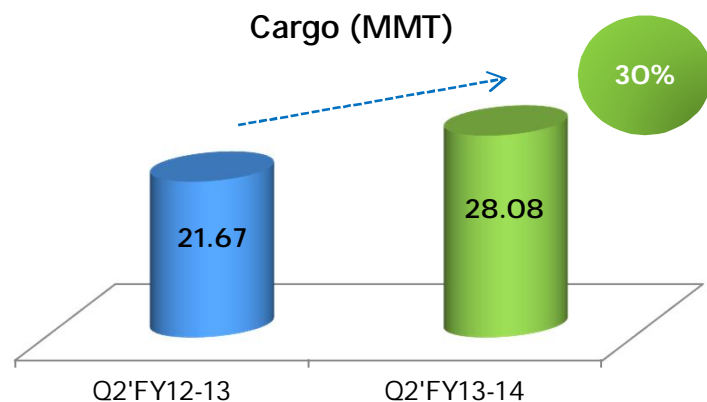
(MMT)

Port Name	Q2'FY13-14	Q2'FY12-13	YOY (Growth %)
Mundra	24.62	20.43	20%
Dahej	2.48	1.17	112%
Hazira	0.98	0.07	
Total Cargo	28.08	21.67	30%



# Consolidated Performance

## Q2 (P on P)



- Q2'FY12-13 excludes Abbot Point cargo and financials to make figures comparable
- Derivative (Gain) / Loss (unrealized) is excluded from PAT as it is not related to operation

# Operational Performance - Consolidated

## H1'FY13-14 Vs. H1'FY12-13

### (P on P)

## Cargo - Consolidated

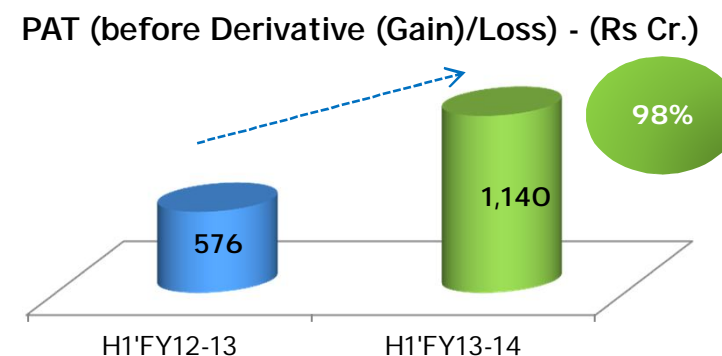
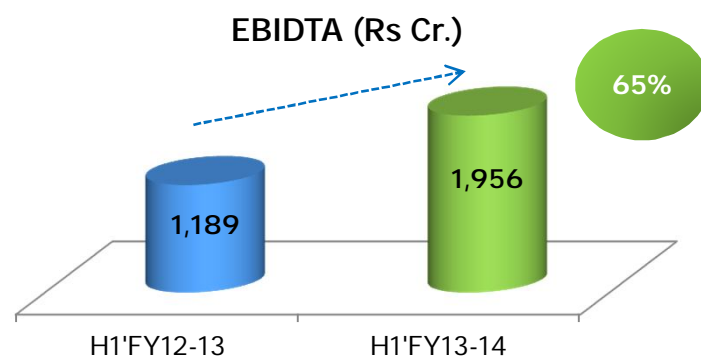
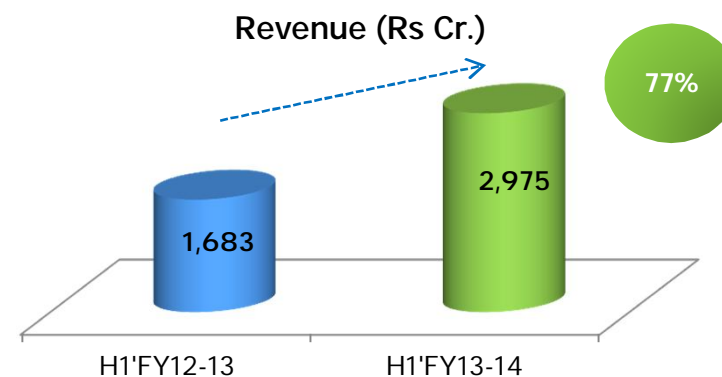
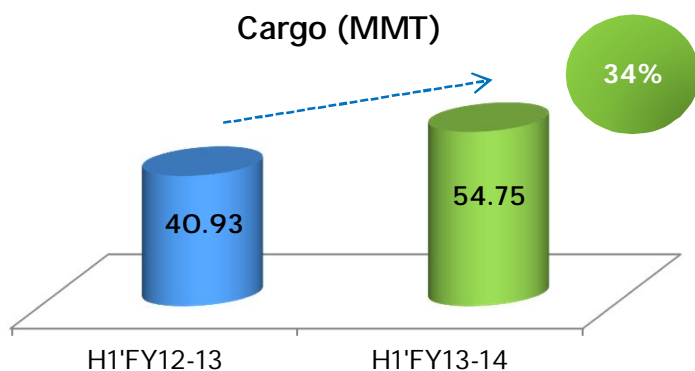
H1 (P on P)

(MMT)

Port Name	H1'FY13-14	H1'FY12-13	YOY (Growth %)
Mundra	48.21	37.85	27%
Dahej	4.70	2.97	59%
Hazira	1.84	0.11	
Total Cargo	54.75	40.93	34%

# Consolidated Performance

## H1 (P on P)



- H1'FY12-13 excludes Abbot Point cargo and financials to make figures comparable
- Derivative (Gain) / Loss (unrealized) is excluded from PAT as it is not related to operation

# Financial Performance

# Standalone Financial Performance

(` Crores)

Sr. No.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2013	June 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012	March 31, 2013
		Unaudited			Unaudited		Audited
1	a. Net Sales / Income from Operations	794.10	1,638.78	697.58	2,432.88	1,471.40	3,111.14
	b. Other Operating Income	83.69	79.01	66.69	162.70	82.28	249.91
	<b>Total Income</b>	<b>877.79</b>	<b>1,717.79</b>	<b>764.27</b>	<b>2,595.58</b>	<b>1,553.68</b>	<b>3,361.05</b>
2	<b>Expenditure</b>						
	a. Operating Expenses	220.68	613.74	155.21	834.42	265.20	648.78
	b. Employee Cost	25.58	24.77	30.98	50.35	55.62	104.38
	c. Depreciation / Amortisation	120.03	104.70	81.02	224.73	153.69	342.38
	d. Foreign Exchange (Gain) / Loss (net)	(27.95)	64.55	(19.26)	36.60	12.91	14.11
	e. Other Expenses	39.20	31.53	26.41	70.73	54.40	123.55
	<b>Total Expenditure</b>	<b>377.54</b>	<b>839.29</b>	<b>274.36</b>	<b>1,216.83</b>	<b>541.82</b>	<b>1,233.20</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax (1-2)</b>	<b>500.25</b>	<b>878.50</b>	<b>489.91</b>	<b>1,378.75</b>	<b>1,011.86</b>	<b>2,127.85</b>
4	Other Income	250.08	86.21	30.57	336.29	52.10	203.24
5	<b>Profit before Finance Cost and Tax (3+4)</b>	<b>750.33</b>	<b>964.71</b>	<b>520.48</b>	<b>1,715.04</b>	<b>1,063.96</b>	<b>2,331.09</b>
6	<b>Finance Cost</b>						
	a. Finance Cost	148.97	142.09	91.10	291.06	161.58	399.48
	b. Derivative (Gain) / Loss	178.16	135.69	(38.64)	313.85	0.17	42.42
7	<b>Profit before Tax (5-6)</b>	<b>423.20</b>	<b>686.93</b>	<b>468.02</b>	<b>1,110.13</b>	<b>902.21</b>	<b>1,889.19</b>
8	Tax Expense (net)	75.58	23.78	38.46	99.36	54.23	135.01
9	<b>Profit after Tax (7-8)</b>	<b>347.62</b>	<b>663.15</b>	<b>429.56</b>	<b>1,010.77</b>	<b>847.98</b>	<b>1,754.18</b>

# Consolidated Financial Performance

(` Crores)

Sr. No.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2013	June 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012	March 31, 2013
		Unaudited			Unaudited		Audited
1	a. Net Sales / Income from Operations	1,045.87	1,446.86	710.81	2,492.73	1,590.13	3,486.42
	b. Other Operating Income	104.01	31.55	29.58	135.56	34.79	90.21
	<b>Total Income</b>	<b>1,149.88</b>	<b>1,478.41</b>	<b>740.39</b>	<b>2,628.29</b>	<b>1,624.92</b>	<b>3,576.63</b>
2	<b>Expenditure</b>						
	a. Operating Expenses	331.94	488.32	197.23	820.26	347.91	912.86
	b. Employee Cost	36.13	33.32	36.47	69.45	66.11	130.75
	c. Depreciation / Amortisation	182.81	148.07	92.68	330.88	188.07	421.97
	d. Foreign Exchange (Gain) / Loss (net)	(26.38)	65.00	(21.04)	38.62	12.12	7.47
	e. Other Expenses	52.23	38.65	41.86	90.88	67.93	149.57
	<b>Total Expenditure</b>	<b>576.73</b>	<b>773.36</b>	<b>347.20</b>	<b>1,350.09</b>	<b>682.14</b>	<b>1,622.62</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax(1-2)</b>	<b>573.15</b>	<b>705.05</b>	<b>393.19</b>	<b>1,278.20</b>	<b>942.78</b>	<b>1,954.01</b>
4	Other Income	257.31	89.56	38.08	346.87	58.03	264.44
5	<b>Profit from ordinary activities before Finance Cost and Tax(3+4)</b>	<b>830.46</b>	<b>794.61</b>	<b>431.27</b>	<b>1,625.07</b>	<b>1,000.81</b>	<b>2,218.45</b>
6	Finance Cost						
	a. Finance Cost	198.95	182.65	97.56	381.60	177.70	489.41
	b. Derivative (Gain)/Loss	212.71	167.94	(40.09)	380.65	24.27	52.43
7	<b>Profit from ordinary activities before tax (5-6)</b>	<b>418.80</b>	<b>444.02</b>	<b>373.80</b>	<b>862.82</b>	<b>798.84</b>	<b>1,676.61</b>
8	Tax Expense	76.37	25.43	40.49	101.80	55.45	123.08
9	<b>Net Profit from continuing operation (7-8)</b>	<b>342.43</b>	<b>418.59</b>	<b>333.31</b>	<b>761.02</b>	<b>743.39</b>	<b>1,553.53</b>
10	Profit /(Loss) from discontinued operations	-	-	(53.88)	-	(187.93)	(334.27)
11	Profit on sale of discontinued operation	-	-	-	-	-	419.57
12	<b>Net profit before minority shareholders (9+10+11)</b>	<b>342.43</b>	<b>418.59</b>	<b>279.43</b>	<b>761.02</b>	<b>555.46</b>	<b>1,638.83</b>
13	Share of minority shareholders (net)	0.60	1.09	3.87	1.69	3.64	15.61
14	<b>Net Profit (12-13)</b>	<b>341.83</b>	<b>417.50</b>	<b>275.56</b>	<b>759.33</b>	<b>551.82</b>	<b>1,623.22</b>

# New Developments



## Mundra – Conversion of Veg Oil Tanks to Chemical Tanks



## Tuna Jetty





## Tuna Jetty



## Tuna Approach Road





## Hazira Liquid Tanks



## Hazira Liquid Tanks





# Corporate Social Responsibilities



# Corporate Social Responsibilities

## 1. Adani Foundation under Education program initiatives:

- ➔ To improve the quality of education, support of 19 volunteer's was extended to 30 schools benefiting 10319 students.
- ➔ E-Learning support in all 44 schools having computer lab in Mundra.
- ➔ Organized rakhi-making, drawing and rangoli competition.
- ➔ Furniture support to Government Schools at Tunda, Bhujpur & Bhadreswar.
- ➔ Celebrated **Milestone Achievement** of visits: **75,000 Students** from **1100 Educational Institutes** on **September 24<sup>th</sup> , 2013**

## 2. Adani Foundation under Community Health initiatives:

- ➔ Mobile Health Care Units provided services to 19,594 patients & Rural Clinics treated 13,598 patients
- ➔ Provided medical support to 22 economically challenged patients from 15 villages
- ➔ Kidney stone – awareness, detection and intervention project: Out of 5 patients identified for surgery, 3 underwent surgery.
- ➔ Village level Awareness meetings has been organized under "Health card to Senior Citizen" project which was attended by 967 members.
- ➔ OPD & IPD provided to 3691 patients.



# Corporate Social Responsibilities

## 3. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ Scholarship to 45 poor students amounting to Rs. 2.29 Lacs
- ➔ Organized video shows on savings, health and hygiene, new eras and Ideas – 208 benefited.
- ➔ Distributed cycles to 3 students and “Distress Alert Transmitter System” to 30 fisherman
- ➔ Arrangement of special namaz room for fisherman during ramzan.
- ➔ Various awareness programs like Saving, health & hygiene New eras and ideas for 208 children.
- ➔ Mangroves plantation and maintenance: 1,060 man days employment provided.
- ➔ Income generation - Plastic Free Mundra via supporting Self Help Group for making non woven bags & marketing (120 women from 9 villages engaged)

## 4. Adani Foundation under Rural Infrastructure Development initiatives:

- ➔ Provides need based infrastructure support to the community
  - Bhadreshwar village – Sweeper room, Store room in cricket ground.
  - Gundala – Gaushala
  - Navinal - Crematorium & Precast Compound Wall
  - Luni Bandar – Fishermen shelters
  - Old Bandar - Toilet
  - Tunda Wandh - Water Tank & Compound wall at school
  - Rampar Village (Tuna Port) – Fodder Shed
  - Mundra – Fish Market (55 Shops) & Cricket Ground work
  - Siracha – Cement Concrete Road

# adani<sup>TM</sup>



Resources



Logistics



Energy