



# Adani Ports and Special Economic Zone Limited

H1 FY 16 Operating highlights

Date : 2<sup>nd</sup> November'2015.

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# Business Highlights



## Highlights at a glance

### Total Cargo:

- **Consolidated:** Handled 76MMT cargo with a 10% growth over **H1'FY14-15** (69MMT)
- **Mundra:** Handled 57MMT cargo with a 3% growth over **H1'FY14-15** (55MMT)
- **Consolidated:** Handled 36MMT cargo with a 4% growth over **Q2'FY14-15** (35MMT)
- **Mundra:** Handled 27MMT cargo with a 2% growth over **Q2'FY14-15** (26.6MMT)

### Containers

- **Consolidated:** Handled 1.61 Mn TEUs with a 14% growth over **H1'14-FY15** (1.41 Mn TEUs)
- **Mundra:** Handled 1.48 Mn TEUs cargo with a 10% growth over **H1'FY14-15** (1.35 Mn TEUs)
- **Consolidated:** Handled 0.81 Mn TEUs with a 16% growth over **Q2'14-FY15** (0.70 Mn TEUs)
- **Mundra:** Handled 0.73 Mn TEUs cargo with a 9% growth over **Q2'14-FY15** (0.67 Mn TEUs)

### Financials

- **Consolidated (H1):** Total Income: Rs. 3,883 Cr, 18%↑, EBITDA: Rs. 2,643 Cr, 17%↑ & PAT: Rs. 1,308 Cr, 15% ↑
- **Consolidated (Q2):** Total Income: Rs. 1,986 Cr, 6%↑, EBITDA: Rs. 1,349 Cr, 7%↑ & PAT: Rs. 667 Cr, 16% ↑

### Strategic Initiatives

- Concession agreement signed for development of Vizhinjam Port
- MOU signed with LTSB for Kattupalli Port's operations in the state of Tamil Nadu
- International investment grade rating received; debt optimization strategy being implemented



## Business Highlights

- Adani Mundra Container Terminal bagged the 6th All India Maritime & Logistics Award 2015 Mumbai under the "Container Terminal Operator of the Year (Non Major Port)" category for second consecutive year
- Concession Agreement signed on 17<sup>th</sup> August'15 with Kerala Government for development of Vizhinjam International Deepwater Multipurpose Seaport with a total project cost of Rs 4,089 Cr
- MOU signed with L&T Shipbuilding Limited (LTSB) for Kattupalli Port's Operations wef 1<sup>st</sup> October'15
- Mundra Solar Techno Park Pvt Ltd has got letter of approval dated 1<sup>st</sup> July'15 from the Ministry of Commerce & Industry for developing Electronic Manufacturing Cluster (EMC) as a SEZ Co-developer
- Adani Food & Agro Processing Park Pvt Ltd has got letter of approval dated 28<sup>th</sup> September'15 from the Ministry of Commerce & Industry for developing Mega Food Park as a SEZ Co-developer

# Cargo Performance

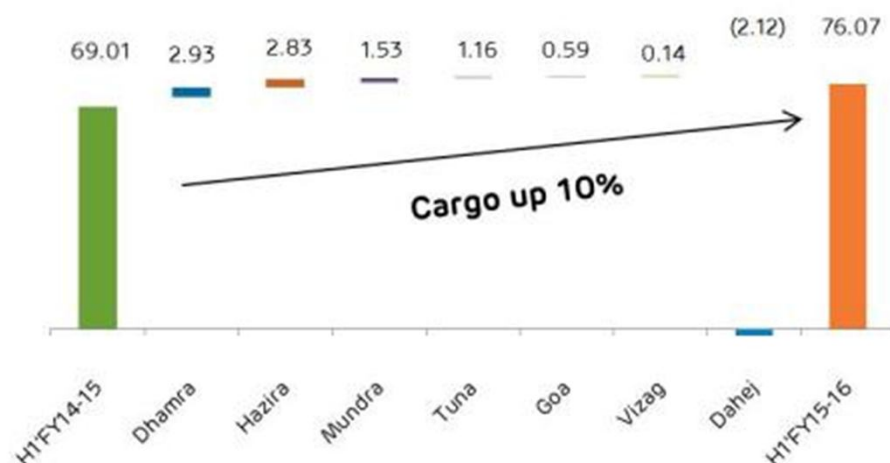
# Cargo Performance

Port Name	Q2'FY15-16	Q2'FY14-15	PoP (Growth %)	H1'FY15-16	H1'FY14-15	PoP (Growth %)
Mundra	27.01	26.57	2%	56.96	55.43	3%
Dahej	1.53	3.27	-53%	4.00	6.12	-35%
Dhamra	3.78	3.64	4%	7.01	4.08	#
Hazira	2.93	1.45	102%	5.88	3.05	93%
Vizag	0.06	0.20	-73%	0.34	0.20	66%
Goa	0.43	0.05	763%	0.72	0.13	454%
Tuna	0.72	-	NA	1.16	-	NA
<b>Total Cargo</b>	<b>36.46</b>	<b>35.18</b>	<b>4%</b>	<b>76.07</b>	<b>69.01</b>	<b>10%</b>

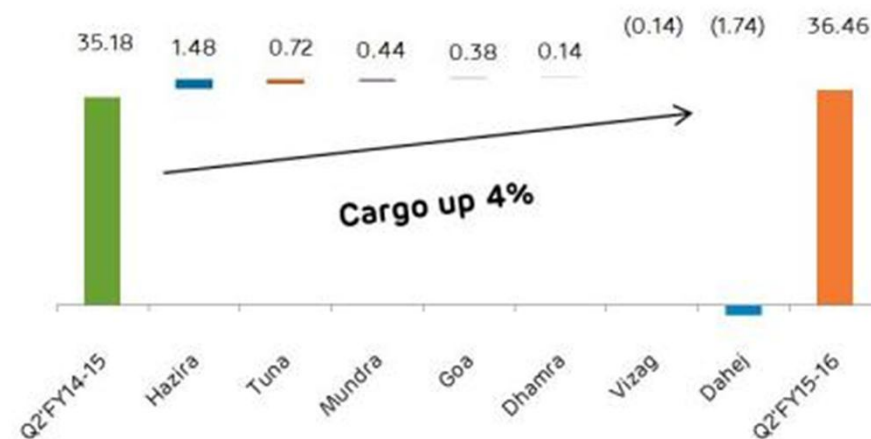
# : H1'FY14-15 Cargo reflected from 23rd June'14 till 30th Sep'14 (from the date of acquisition). Total Cargo handled in H1'FY14-15 was 7.84 MMT

## APSEZ Consolidated Cargo Growth Contributors (MMT)

H1 FY 16 vs H1 FY 15



Q2 FY 16 vs Q2 FY 15





## Consolidated Operational & Financial Performance

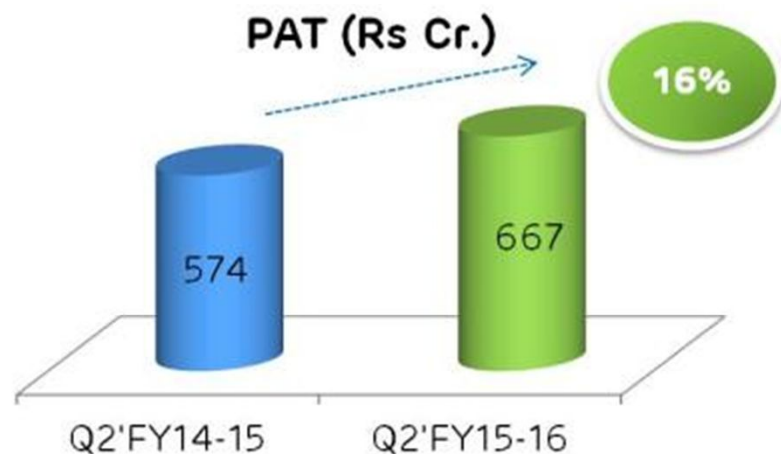
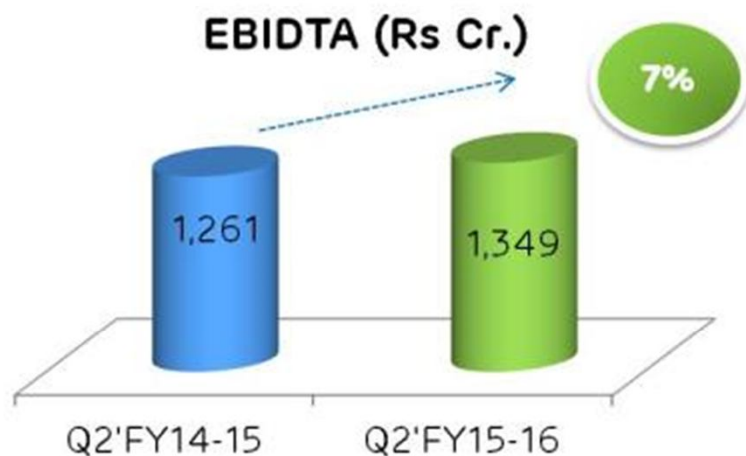
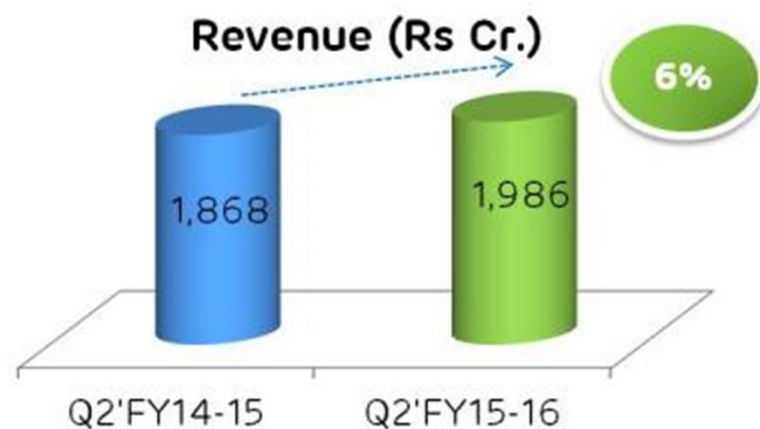
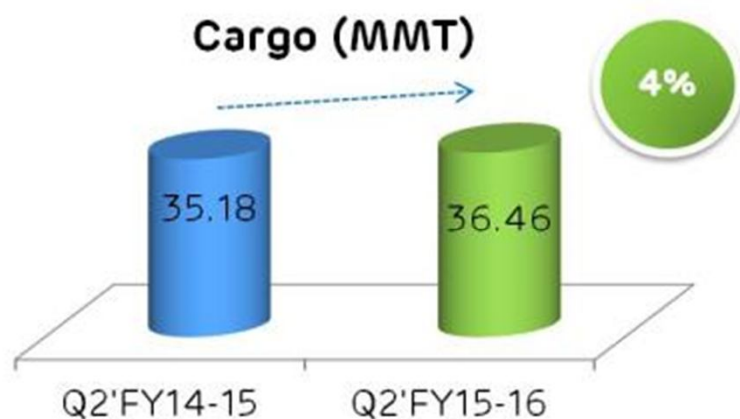
Q2'FY15-16 Vs Q2'FY14-15

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H1'FY15-16 Vs H1'FY14-15

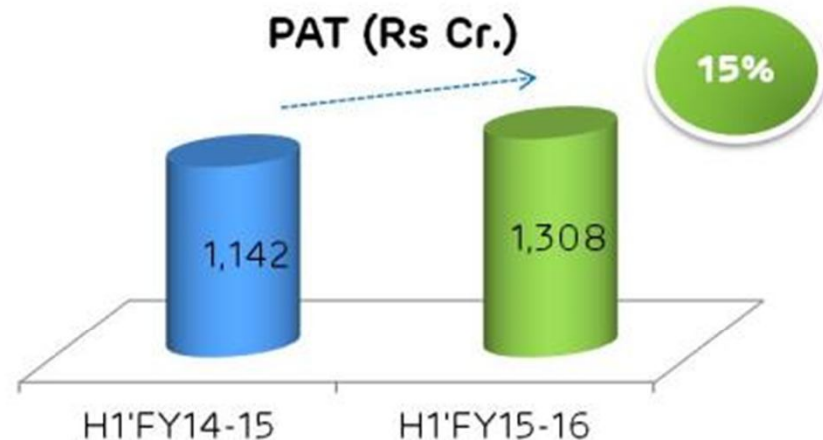
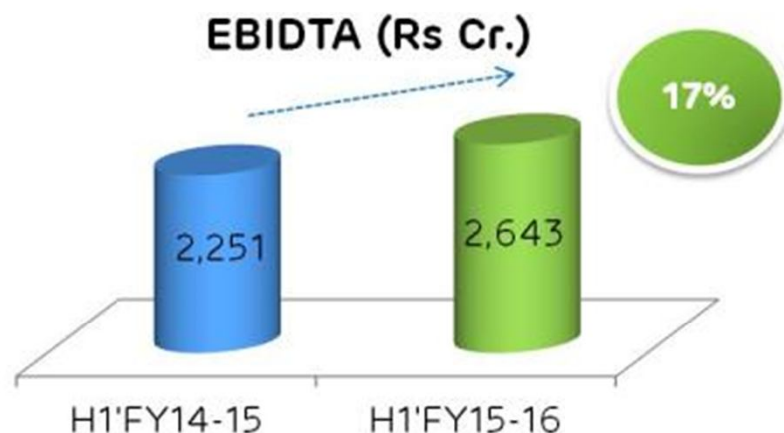
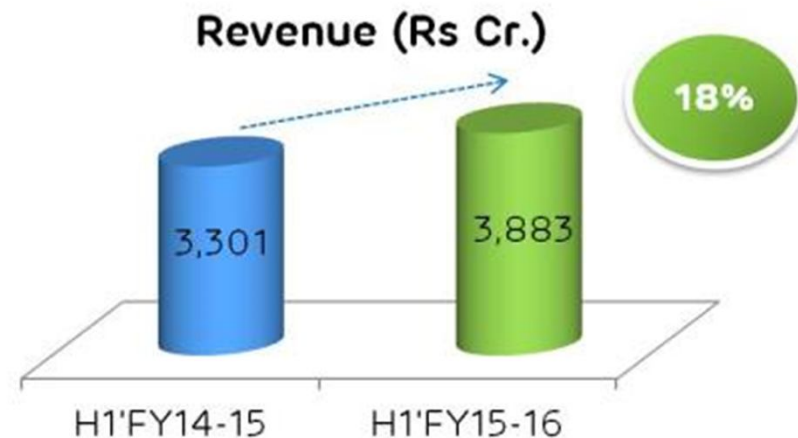
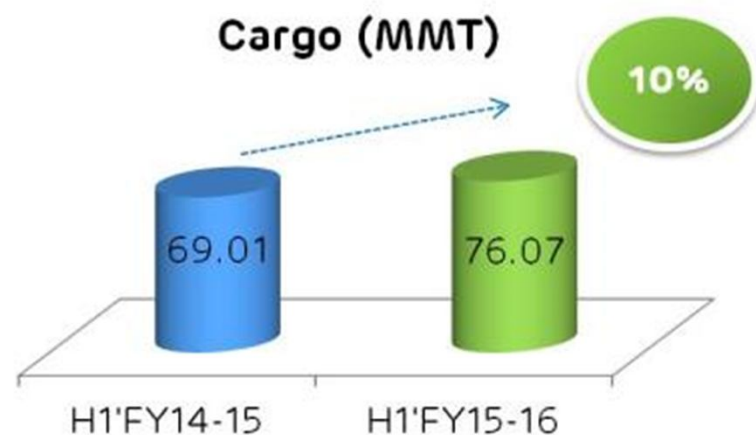
## Consolidated Performance

Q2



# Consolidated Performance

H1





## Consolidated Financial Performance (Rs Cr)

Sr. No.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2015	June 30, 2015	September 30, 2014	September 30, 2015	September 30, 2014	March 31, 2015
		(Unaudited)			(Unaudited)		Audited
1	a. Net Sales / Income from Operations	1,819.90	1,723.27	1,429.78	3,543.17	2,661.06	5,836.18
	b. Other Operating Income	22.40	25.10	227.97	47.50	260.61	315.80
	<b>Total Income</b>	<b>1,842.30</b>	<b>1,748.37</b>	<b>1,657.75</b>	<b>3,590.67</b>	<b>2,921.67</b>	<b>6,151.98</b>
2	<b>Expenditure</b>						
	a. Operating Expenses	417.42	444.41	454.05	861.83	792.28	1,656.21
	b. Employee Cost	76.42	63.87	62.69	140.29	105.77	237.16
	c. Depreciation / Amortisation	275.62	260.59	232.35	536.21	408.22	911.68
	d. Foreign Exchange (Gain) / Loss (net)	52.45	19.40	23.18	71.85	33.43	72.25
	e. Other Expenses	90.93	75.69	67.84	166.62	118.99	284.05
	<b>Total Expenditure</b>	<b>912.84</b>	<b>863.96</b>	<b>840.11</b>	<b>1,776.80</b>	<b>1,458.69</b>	<b>3,161.35</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax(1-2)</b>	<b>929.46</b>	<b>884.41</b>	<b>817.64</b>	<b>1,813.87</b>	<b>1,462.98</b>	<b>2,990.63</b>
4	Other Income	143.64	148.84	210.54	292.48	379.73	685.64
5	<b>Profit before Finance Cost and Tax (3+4)</b>	<b>1,073.10</b>	<b>1,033.25</b>	<b>1,028.18</b>	<b>2,106.35</b>	<b>1,842.71</b>	<b>3,676.27</b>
6	<b>Finance Cost</b>						
	a. Finance Cost	364.42	318.01	367.09	682.43	576.27	1,244.22
	b. Derivative (Gain)/Loss	(0.49)	15.13	15.97	14.64	(22.30)	(69.16)
7	<b>Profit before tax (5-6)</b>	<b>709.17</b>	<b>700.11</b>	<b>645.12</b>	<b>1,409.28</b>	<b>1,288.74</b>	<b>2,501.21</b>
8	Tax Expense (net)	57.79	68.35	68.87	126.14	135.46	176.72
9	<b>Net profit before minority shareholders (7-8)</b>	<b>651.38</b>	<b>631.76</b>	<b>576.25</b>	<b>1,283.14</b>	<b>1,153.28</b>	<b>2,324.49</b>
10	Share of minority shareholders (net)	(16.14)	(9.02)	2.73	(25.16)	11.76	10.16
11	Share of Profit/(Loss) from Associates	(0.06)	0.10	-	0.04	-	-
12	<b>Net Profit (9 - 10 + 11)</b>	<b>667.46</b>	<b>640.88</b>	<b>573.52</b>	<b>1,308.34</b>	<b>1,141.52</b>	<b>2,314.33</b>

## Financial Performance of Subsidiaries (Rs.Cr)

Particulars	H1 FY 15-16						
	Hazira	Dahej	Dhamra	Tuna	Goa	Vizag	ALL
Cargo (MMT)	5.88	4.00	7.01	1.16	0.72	0.34	-
Revenue	417.05	176.42	385.74	27.22	19.81	8.15	413.06
EBIDTA	307.63	109.86	243.83	(4.65)	3.33	(1.86)	104.98
PAT	111.58	23.02	4.67	(79.21)	(33.45)	(33.14)	12.47

Particulars	Q2 FY 15-16						
	Hazira	Dahej	Dhamra	Tuna	Goa	Vizag	ALL
Cargo (MMT)	2.93	1.53	3.78	0.72	0.43	0.06	-
Revenue	199.73	69.72	195.84	16.85	11.62	1.43	200.07
EBIDTA	145.31	41.29	120.29	(2.89)	3.12	(2.33)	50.00
PAT	47.15	0.84	(1.97)	(43.98)	(15.14)	(16.36)	4.19



## Consolidated Balance Sheet (Rs.Cr)

Sr. No.	Particular	Consolidated	
		September 30, 2015	March 31, 2015
(A)	<b>EQUITY AND LIABILITIES:-</b>		
	<b>Shareholders' Funds</b>		
	Share Capital	417.00	416.82
	Reserves and Surplus	11,538.29	10,351.05
	<b>Sub total - Shareholders' Fund</b>	<b>11,955.29</b>	<b>10,767.87</b>
	<b>Minority Interest</b>	144.21	158.98
	<b>Non-current Liabilities</b>		
	Long-term Borrowings	12,243.20	13,849.78
	Deferred Tax Liabilities (Net)	930.67	859.02
	Other Long-term Liabilities	914.31	718.80
	Long-term Provisions	74.15	292.78
	<b>Sub total - Non Current Liabilities</b>	<b>14,162.33</b>	<b>15,720.38</b>
	<b>Current Liabilities</b>		
	Short-term Borrowings	4,943.23	1,305.55
	Trade Payables	379.25	328.10
	Other Current Liabilities	5,398.06	3,321.37
	Short-term Provisions	289.66	479.94
	<b>Sub total - Current Liabilities</b>	<b>11,010.20</b>	<b>5,434.96</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>37,272.03</b>	<b>32,082.19</b>



## Consolidated Balance Sheet (Rs.Cr)

Sr. No.	Particular	Consolidated	
		September 30, 2015	March 31, 2015
(B)	<b>ASSETS:-</b>		
	<b>Non Current Assets</b>		
	Fixed Assets	20,066.46	19,202.72
	Goodwill on Consolidation	2,599.72	2,599.72
	Non-current Investments	57.45	57.35
	<b>Long-term Loans and Advances</b>		
	- Loans	116.40	68.24
	- Capital Advance	598.48	333.34
	- MAT Credit Entitlement	1,879.22	1,521.86
	- Deposits & Others	641.24	566.69
	Trade Receivables	18.14	438.86
	Other Non-current Assets	941.31	502.55
	<b>Sub total - Non Current Assets</b>	<b>26,918.42</b>	<b>25,291.33</b>
	<b>Current Assets</b>		
	Investment	2,191.53	202.87
	Inventories	308.76	259.19
	Trade Receivables	2,235.22	1,287.77
	Cash & Bank Balances	808.14	633.78
	Short-term Loans & Advances		
	- Loans	3,544.35	3,448.89
	- Others	385.30	294.91
	Other Current Assets	880.31	663.45
	<b>Sub total - Current Assets</b>	<b>10,353.61</b>	<b>6,790.86</b>
	<b>TOTAL - ASSETS</b>	<b>37,272.03</b>	<b>32,082.19</b>

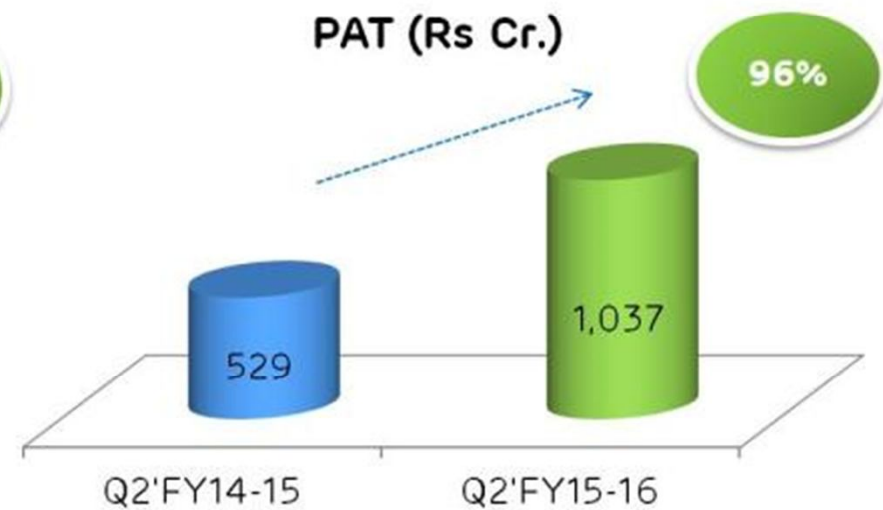
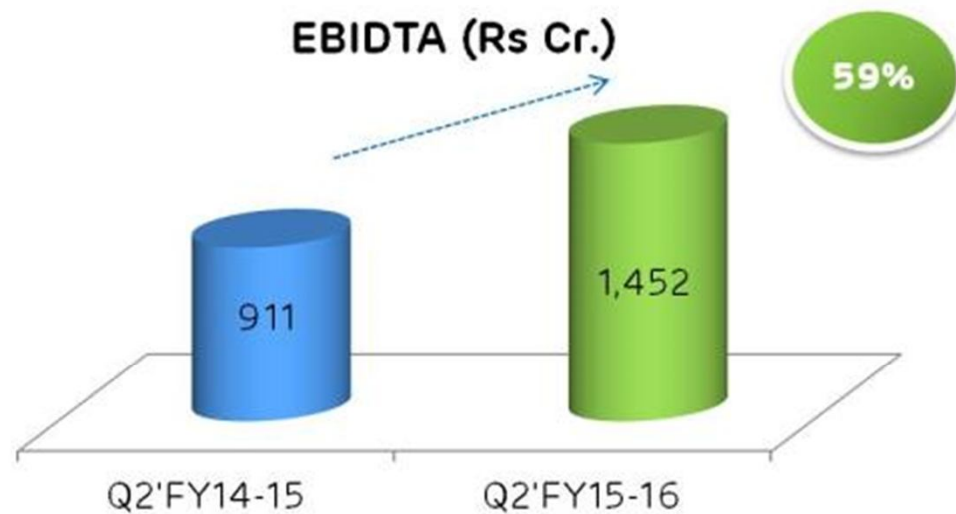
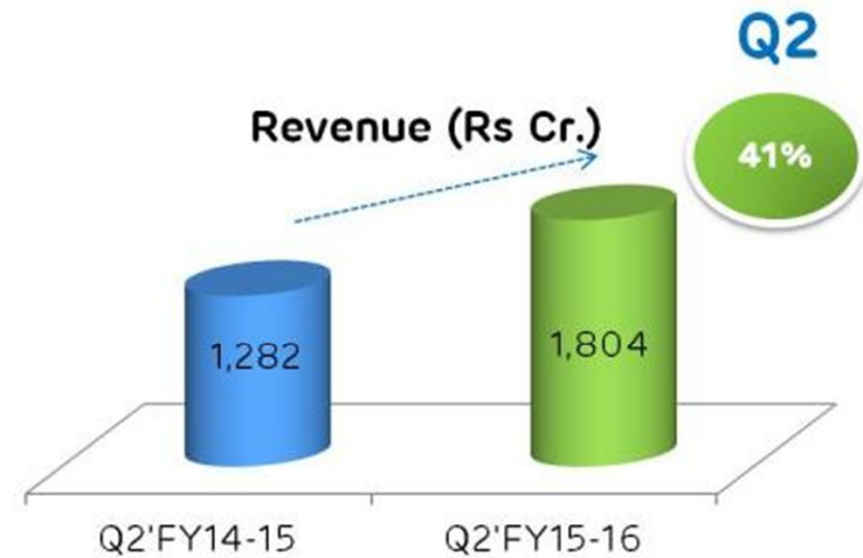
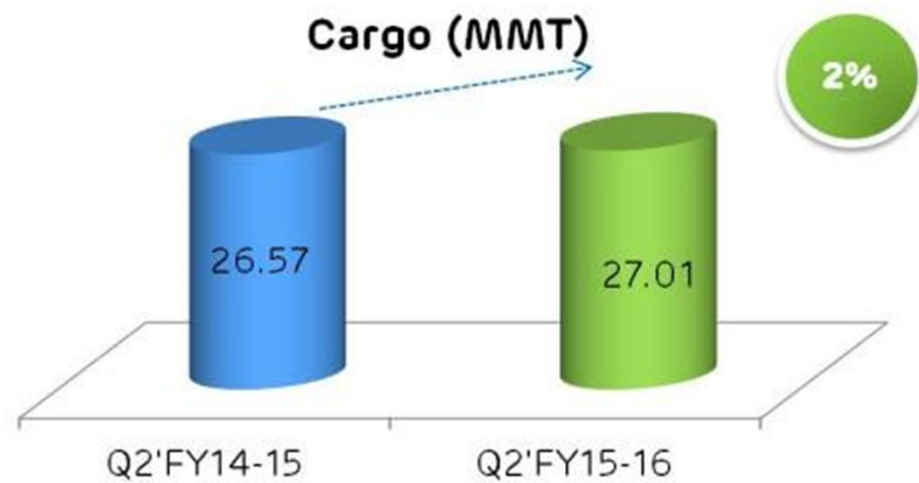
## Standalone Operational & Financial Performance

Q2'FY15-16 Vs Q2'FY14-15

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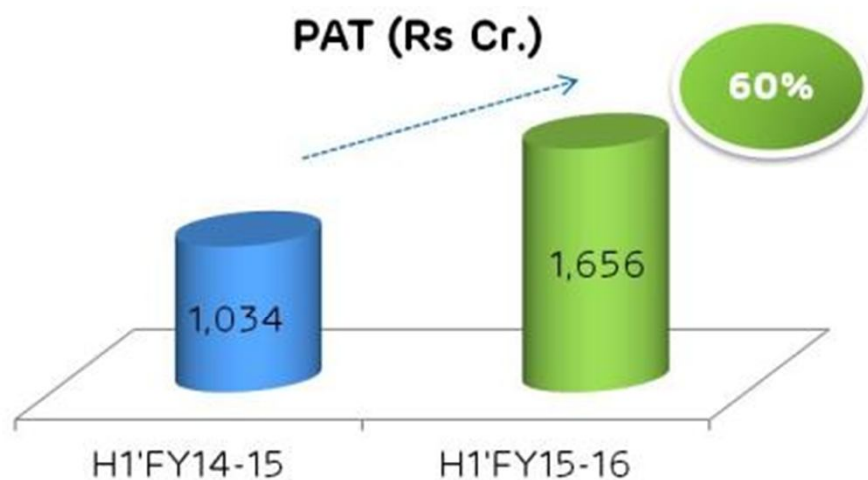
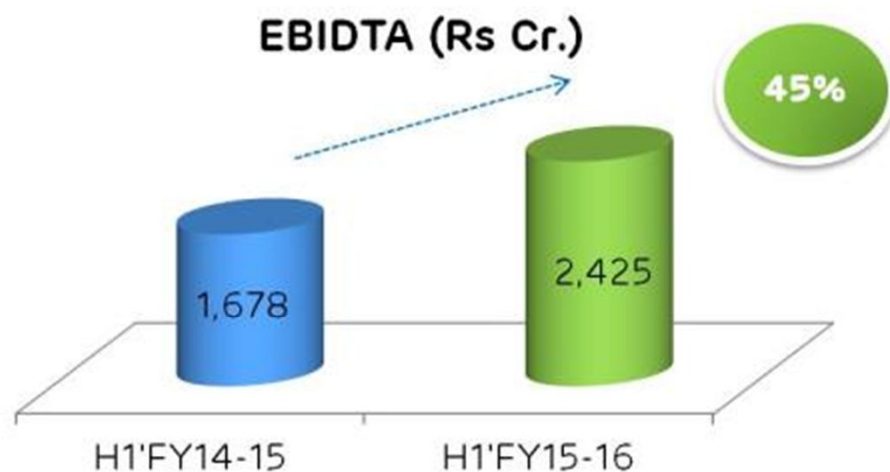
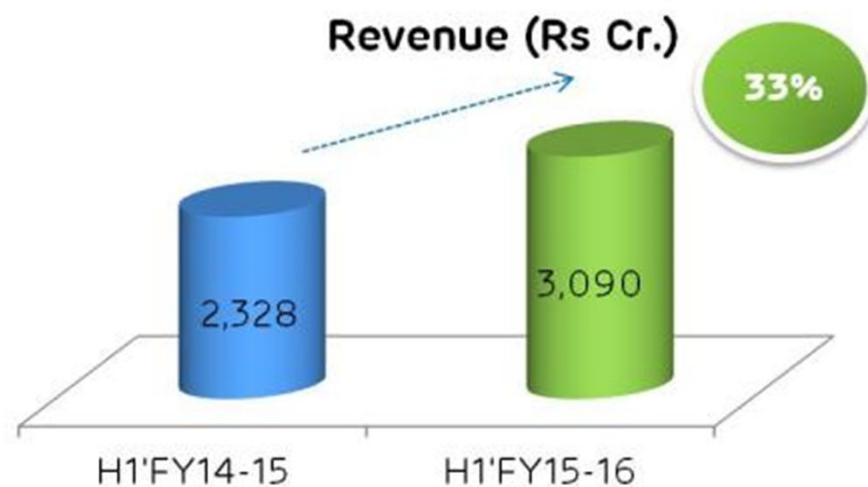
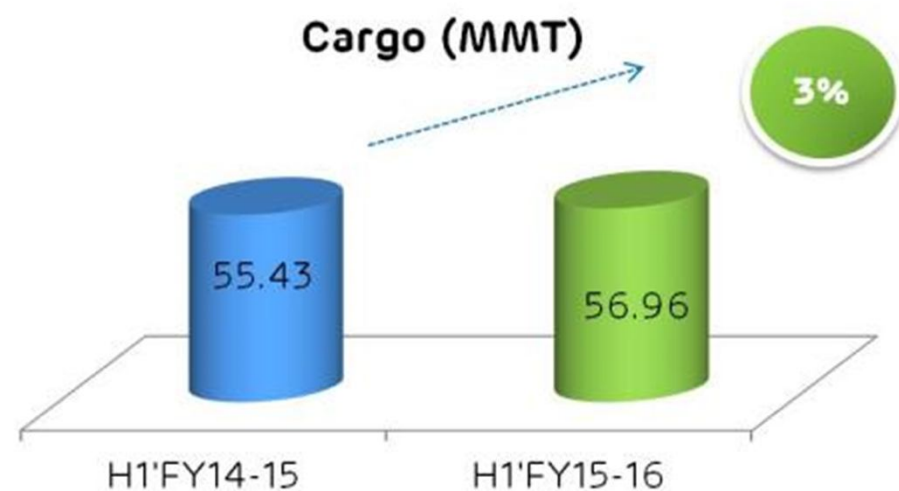
H1'FY15-16 Vs H1'FY14-15

## Standalone Performance



## Standalone Performance

H1





# Standalone Financial Performance (Rs Cr)

Sr. No.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2015	June 30, 2015	September 30, 2014	September 30, 2015	September 30, 2014	March 31, 2015
		(Unaudited)			(Unaudited)		Audited
1	a. Net Sales / Income from Operations	1,536.50	1,043.39	849.50	2,579.89	1,703.51	3,561.26
	b. Other Operating Income	23.18	21.70	262.95	44.88	289.50	348.10
	<b>Total Income</b>	<b>1,559.68</b>	<b>1,065.09</b>	<b>1,112.45</b>	<b>2,624.77</b>	<b>1,993.01</b>	<b>3,909.36</b>
2	<b>Expenditure</b>						
	a. Operating Expenses	196.43	202.55	259.14	398.98	459.76	885.54
	b. Employee Cost	50.90	39.69	40.15	90.59	69.20	157.56
	c. Depreciation / Amortisation	132.74	125.58	122.99	258.32	242.64	488.62
	d. Foreign Exchange (Gain) / Loss (net)	40.98	20.33	22.41	61.31	31.75	73.42
	e. Other Expenses	63.12	50.59	49.95	113.71	89.63	185.42
	<b>Total Expenditure</b>	<b>484.17</b>	<b>438.74</b>	<b>494.64</b>	<b>922.91</b>	<b>892.98</b>	<b>1,790.56</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax (1-2)</b>	<b>1,075.51</b>	<b>626.35</b>	<b>617.81</b>	<b>1,701.86</b>	<b>1,100.03</b>	<b>2,118.80</b>
4	Other Income	243.86	221.43	169.96	465.29	334.92	738.16
5	<b>Profit before Finance Cost and Tax (3+4)</b>	<b>1,319.37</b>	<b>847.78</b>	<b>787.77</b>	<b>2,167.15</b>	<b>1,434.95</b>	<b>2,856.96</b>
6	<b>Finance Cost</b>						
	a. Finance Cost	275.04	205.38	209.29	480.42	358.18	770.13
	b. Derivative (Gain) / Loss	(10.66)	12.70	18.19	2.04	(20.82)	(61.34)
7	<b>Profit before Tax (5-6)</b>	<b>1,054.99</b>	<b>629.70</b>	<b>560.29</b>	<b>1,684.69</b>	<b>1,097.59</b>	<b>2,148.17</b>
8	Tax Expense (net)	18.03	10.63	30.92	28.66	63.12	(34.97)
9	<b>Profit after Tax (7-8)</b>	<b>1,036.96</b>	<b>619.07</b>	<b>529.37</b>	<b>1,656.03</b>	<b>1,034.47</b>	<b>2,183.14</b>

## New Developments



## Hazira – Liquid Enclosure





## Hazira – Liquid Enclosure





## Mundra West Basin – Berth 4 Mechanization



## Mundra LNG





## Mundra LNG



## Dhamra Berth 3





## Dhamra Berth 3



## CT4 – Backup Yard





# Corporate Social Responsibility

# Corporate Social Responsibility





# Corporate Social Responsibility

## 1. Adani Foundation under Education program initiatives:

- Covered 1,093 students of 19 Primary schools of Mundra Taluka and 489 students of Anjar taluka government schools through Science On Wheels
- Organized "Disha", a career guidance program benefiting 1,055 students of 7 secondary schools
- Minimum Level exam in 26 M-Ken project schools to find out low achievers. A total 5,172 Students of 4 to 8 standard appeared for the exam
- Scholarships to 484 bright students of class 1 to 8 from 13 schools
- Basic computer training center inaugurated at Suvali primary school. First batch of 20 students have been trained and second batch is under training
- Provided DPCL merit scholarship to 33 students
- School Awareness program on "Save Water" campaign. Over 1,500 students were covered
- IT Literacy program for the periphery village students was conducted for 10 students

## 2. Adani Foundation under Community Health initiatives:

- Senior Citizen Health Card Scheme:- 1,506 transactions were carried out by 7,000 cardholders
- 36,770 patients were provided with free Health Care Services by Mobile Dispensaries
- Dengue Awareness Program in all clusters
- Over 500 patients treated and free medicines given through Health Camp / Mobile Health Care Unit
- 300 patients were treated of Sindol panchayat through health camps while over 130 patients were checked for Bone Density at a Camp in Dosinga
- Free of Cost' Multi - Specialty Medical Health Camp for the residents of Mormugao. 700 local residents took benefit from this multi-specialty drive

# Corporate Social Responsibility

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

- Organized training (on computer, tailoring, beauty parlor, glass painting, RTG crane operator etc) for 146 candidates at Siracha, Shekhadia and Mundra
- 53 students participated in the seminar program for mechanical and electrical training at Adani Skill Development Center (ASDC)
- Fishing-net distribution to 6 Pagadiya Fishermen who lost these in Cyclone
- Fodder distribution (dry fodder and green fodder) for cattles worth Rs 4.19 Lacs at Siracha Village
- Training to women Self help group on Agarbati manufacturing & for Soft Toy Making

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

- A new skill training centre construction started at Luni
- Extension work for Adani DAV School Mundra has been started to accommodate more students
- Affordable dwellings for the community i.e. 1 BHK residential buildings in being constructed at Baroi, Gundala and Nana Kapaya
- Renovation of 78 houses at Lakhigam Navi Nagri was carried out by the foundation at Dahej
- At Dhamra, work for a approach road was initiated at Somipatia village near port. The approach road has benefited 10000 people

# adani<sup>TM</sup>



Resources



Logistics



Energy