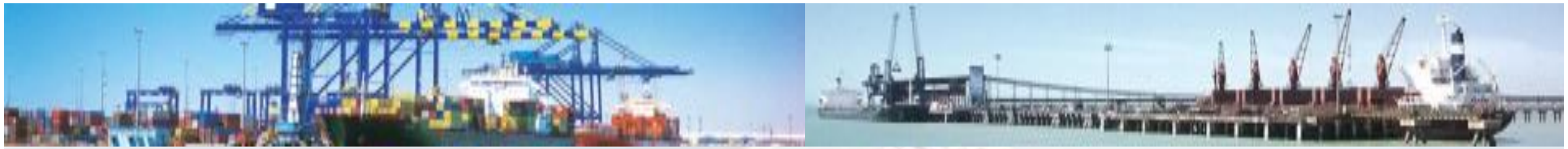


Presentation

To

Board of Directors

Adani Ports and Special Economic Zone Ltd.

64th Board Meeting

06th February, 2012

ADANI

APSEZ - RECENT HIGHLIGHTS

- HOLDS 4TH RANKING AMONG INDIAN COMMERCIAL PORTS.
- AWARDED "PRIVATE PORT OF THE YEAR" AT THE GATEWAY AWARDS OF EXCELLENCE – PORT & SHIPPING 2012".
- RAIL TERMINAL AT AGRIPARK & WEST BASIN BECAME OPERATIONAL.
- WON GOLD & SILVER MEDALS AT 25TH NATIONAL CONVENTION ON QUALITY CONCEPTS (NCQC) – 2011 & HONOURED WITH PAR EXCELLENCE AWARD ON BUSINESS PROCESS REENGINEERING.
- HANDLED 48.48 MMT CARGO 29% GROWTH (POP) & ITS MARKET SHARE IMPROVED TO 10.4% FROM 8.3% (POP).
- HANDLED 1099 ('000 TEUS) 20% GROWTH (POP) & MARKET SHARE IN CONTAINER IMPROVED TO 15.8% FROM 14.0% (POP).
- HANDLED THE FIRST DOUBLE STACKED TRAIN FROM PATLI IN RECORD TIME AT AMCT (270 TEUS IN JUST 75 MINUTES).
- HANDLED HIGHEST FERTILIZER VOLUME (1.87 MMT) IN A QUARTER.
- NIGHT NAVIGATION COMMENCED AT WEST BASIN AFTER SUCCESSFUL COMPLETION OF NSPC AUDIT.

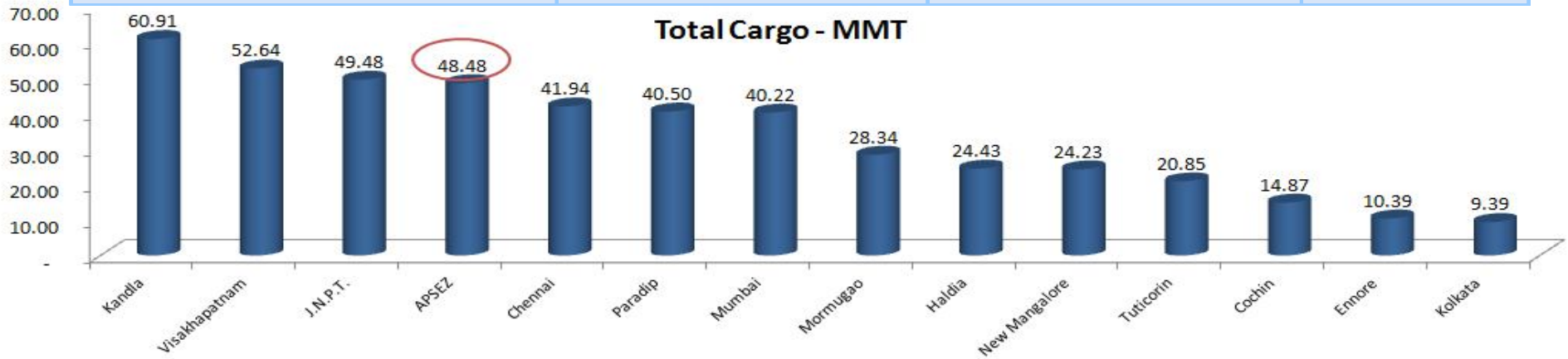
APSEZ OPERATIONAL ACHIEVEMENTS

Sr. No.	Particulars	Units	Achievements		Previous Best	
1	Coal discharge	MT / Day	111,699	4-Dec-11	95,000	17-Jun-11
2	Fertilizer discharge	MT / Day	37,484	30-Dec-11	25,210	19-Jul-11
3	Fertilizer discharge	MT / Month	984,167	Nov'11	518,314	Nov'08
4	Fertilizer Cargo	MMT / Qtr	1.87	Q3'11	1.27	Q2'11
5	Railway	Rakes / Month	767	Dec'11	737	Jul'11
6	Railway - Container Rakes	Rakes / Day	20	Dec'11	19	May'11
7	Ship Moves	Moves/ Month	558	Dec'11	502	Mar'11
8	HPCL	MMT / Qtr	1.42	Q3'11	1.36	Q1'10
9	AMCT Cargo	('000 TEUs / Qtr)	199.62	Q3'11	188.13	Q2'11
10	APSEZ (Container Cargo)	('000 TEUs / Qtr)	390.78	Q3'11	364.54	Q2'11

Cargo at Indian Ports

Source: IPA

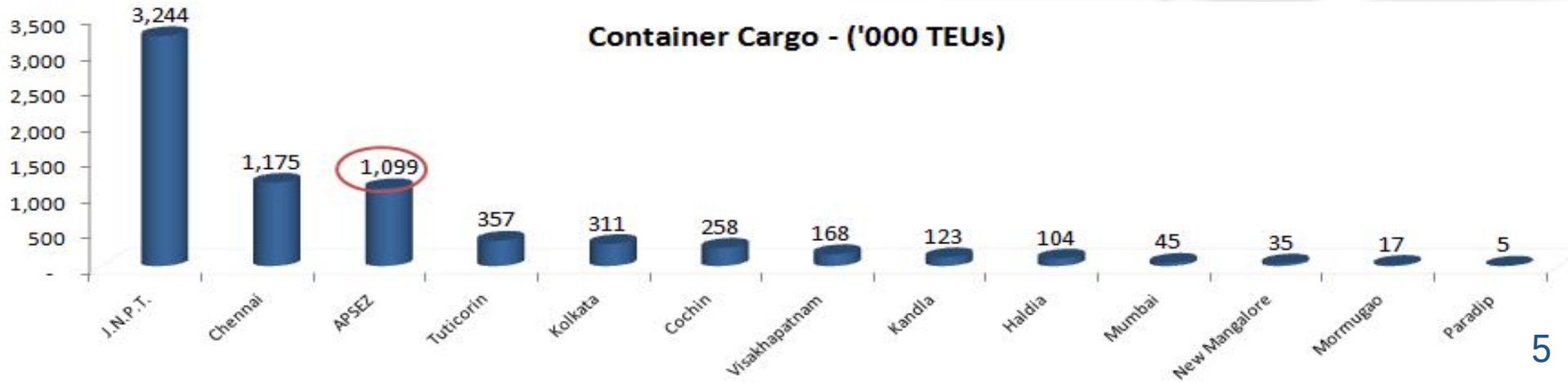
Ports	Apr-Dec'2011	Apr-Dec'2010	PoP
Kandla	60.91	61.45	-1%
Visakhapatnam	52.64	49.78	6%
J.N.P.T.	49.48	48.05	3%
Chennai	41.94	45.76	-8%
Paradip	40.50	41.01	-1%
Mumbai	40.22	40.66	-1%
Mormugao	28.34	32.43	-13%
Haldia	24.43	25.54	-4%
New Mangalore	24.23	23.59	3%
Tuticorin	20.85	18.26	14%
Cochin	14.87	13.24	12%
Ennore	10.39	7.28	43%
Kolkata	9.39	9.52	-1%
Major Ports	**418.18**	**416.58**	**0%**
APSEZ	48.48	37.62	29%
Total Cargo	**466.66**	**454.20**	**3%**
APSEZ Market Share	**10.4%**	**8.3%**	



Container Cargo at Indian Ports

Source: IPA

Ports	Apr-Dec'2011	Apr-Dec'2010	PoP
J.N.P.T.	3,244.00	3,207.00	1%
Chennai	1,175.45	1,117.00	5%
Tuticorin	357.00	341.00	5%
Kolkata	311.00	278.00	12%
Cochin	257.64	245.00	5%
Visakhapatnam	168.00	101.00	66%
Kandla	123.00	116.00	6%
Haldia	104.00	109.00	-5%
Mumbai	45.00	56.00	-20%
New Mangalore	35.00	30.00	17%
Mormugao	16.90	13.00	30%
Paradip	5.00	3.00	67%
Major Ports	**5,841.99**	**5,616.00**	**4%**
APSEZ	1,098.67	916.29	20%
Total Cargo	**6,940.66**	**6,532.29**	**6%**
APSEZ Market Share	**15.8%**	**14.0%**	

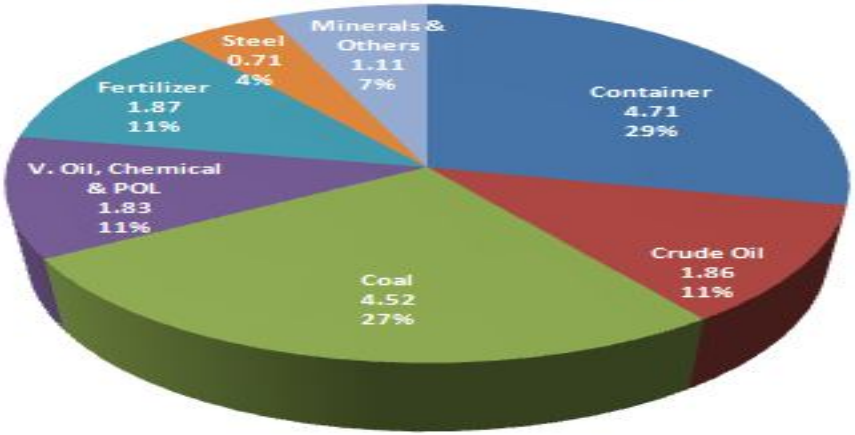


APSEZ - Operations Highlights

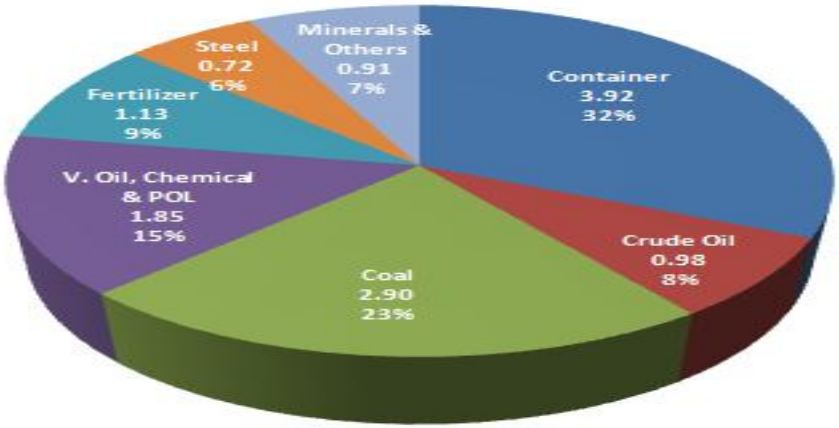
Particulars	2011-12	2010-11	PoP
	Apr - Dec	Apr - Dec	%
Vessels Called at Port	1,932	1,894	2%
GRT (MMT)	63.04	54.73	15%
Cargo Handled (MMT)	48.48	37.62	29%
Dry Cargo (MMT)	23.13	16.18	43%
(% of total cargo)	48%	43%	
Liquid Cargo (Incl HPCL/Crude) (MMT)	12.11	10.36	17%
(% of total cargo)	25%	28%	
Bulk (MMT)	35.23	26.54	33%
(% of total cargo)	73%	71%	
Containers (MMT)	13.25	11.08	20%
(% of total cargo)	27%	29%	
Railway Rakes (nos)	6,530	5,807	12%
Cargo Moved by Rails (MMT)	14.52	12.32	18%
(% of Dry & Container)	40%	45%	

APSEZ Cargo

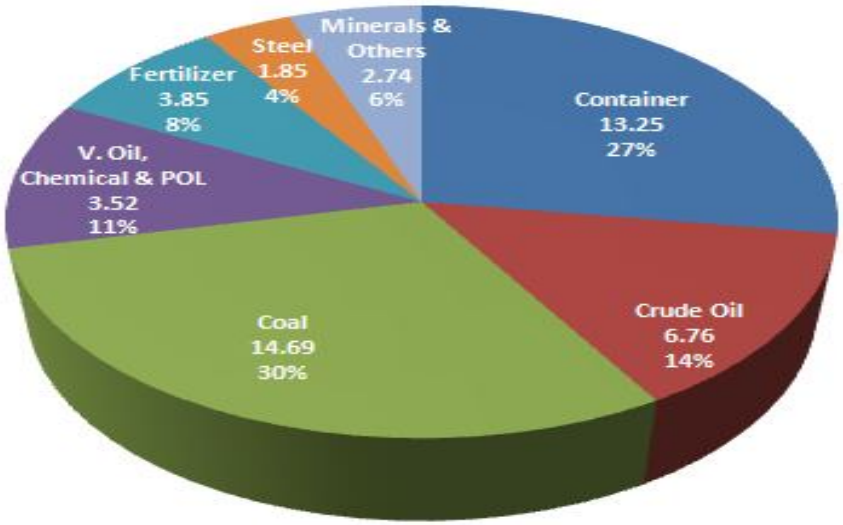
Q3'11-12 : 16.60 MMT



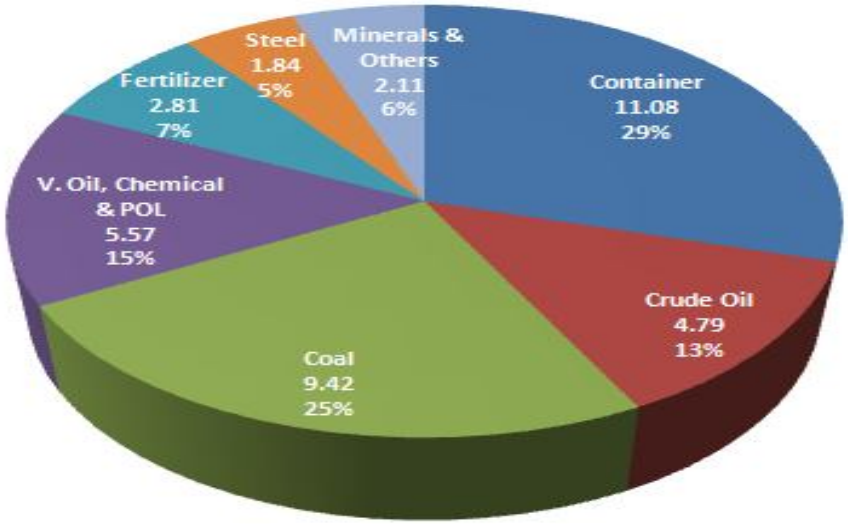
Q3'10-11 : 12.41 MMT



Apr-Dec'2011: 48.48 MMT



Apr-Dec'2010: 37.62 MMT



APSEZL – Unaudited Financial Performance

(Rs. Lacs)

Sr. No.	Particulars	Quarter Ended			Nine Month Ended		Accounting Year Ended
		December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	March 31, 2011 (Audited)
1	a. Net Sales / Income from Operations	65,537	58,776	42,099	175,926	121,929	179,308
	b. Other Operating Income	3,525	3,196	2,986	8,076	6,084	9,225
	Total Income	**69,062**	**61,972**	**45,085**	**184,002**	**128,013**	**188,533**
2	**Expenditure**						
	a. Operating Expenses	14,134	14,965	10,963	40,794	29,521	41,894
	b. Employees Cost	2,304	2,366	1,512	6,761	4,969	6,779
	c. Depreciation / Amortisation	7,019	6,786	5,312	19,676	14,922	20,786
	d. Administrative and Other Expenses	4,481	3,579	1,764	11,011	6,686	9,061
	Total Expenditure	**27,938**	**27,696**	**19,551**	**78,242**	**56,098**	**78,520**
3	**Profit from Operations before Other Income, Finance Cost and Tax (1-2)**	**41,124**	**34,276**	**25,534**	**105,760**	**71,915**	**110,013**
4	Other Income	282	668	223	1,047	1,581	5,176
5	**Profit before Finance Cost (Net), Exceptional Items and Tax (3+4)**	**41,406**	**34,944**	**25,757**	**106,807**	**73,496**	**115,189**
6	Exceptional Items	-	-	-	-	-	-
7	**Profit before Finance Cost (Net) and Tax (5 + 6)**	**41,406**	**34,944**	**25,757**	**106,807**	**73,496**	**115,189**
8	Finance Cost (Net)	7,831	4,644	1,327	15,790	4,711	7,501
9	**Profit before Tax (7 - 8)**	**33,575**	**30,300**	**24,430**	**91,017**	**68,785**	**107,688**
10	Tax Expense	2,515	2,958	1,583	7,179	3,642	9,072
11	**Profit after Tax for the Period (9 -10)**	**31,060**	**27,342**	**22,847**	**83,838**	**65,143**	**98,616**

Cargo up 34%

Revenue up 53%

EBIDTA up 56%

Corporate Social Responsibilities

Thank You