

Adani Ports & Special Economic Zone Limited

Presentation To Board of Directors

69th Board Meeting

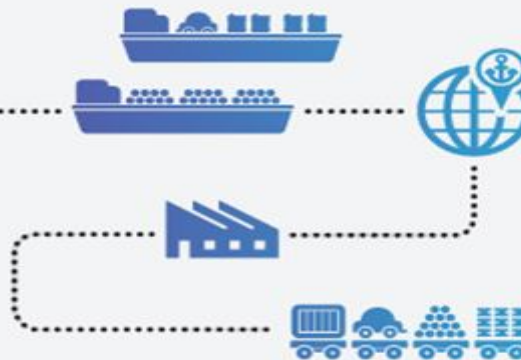
28th January, 2013

Resources



adani™

Logistics



Energy





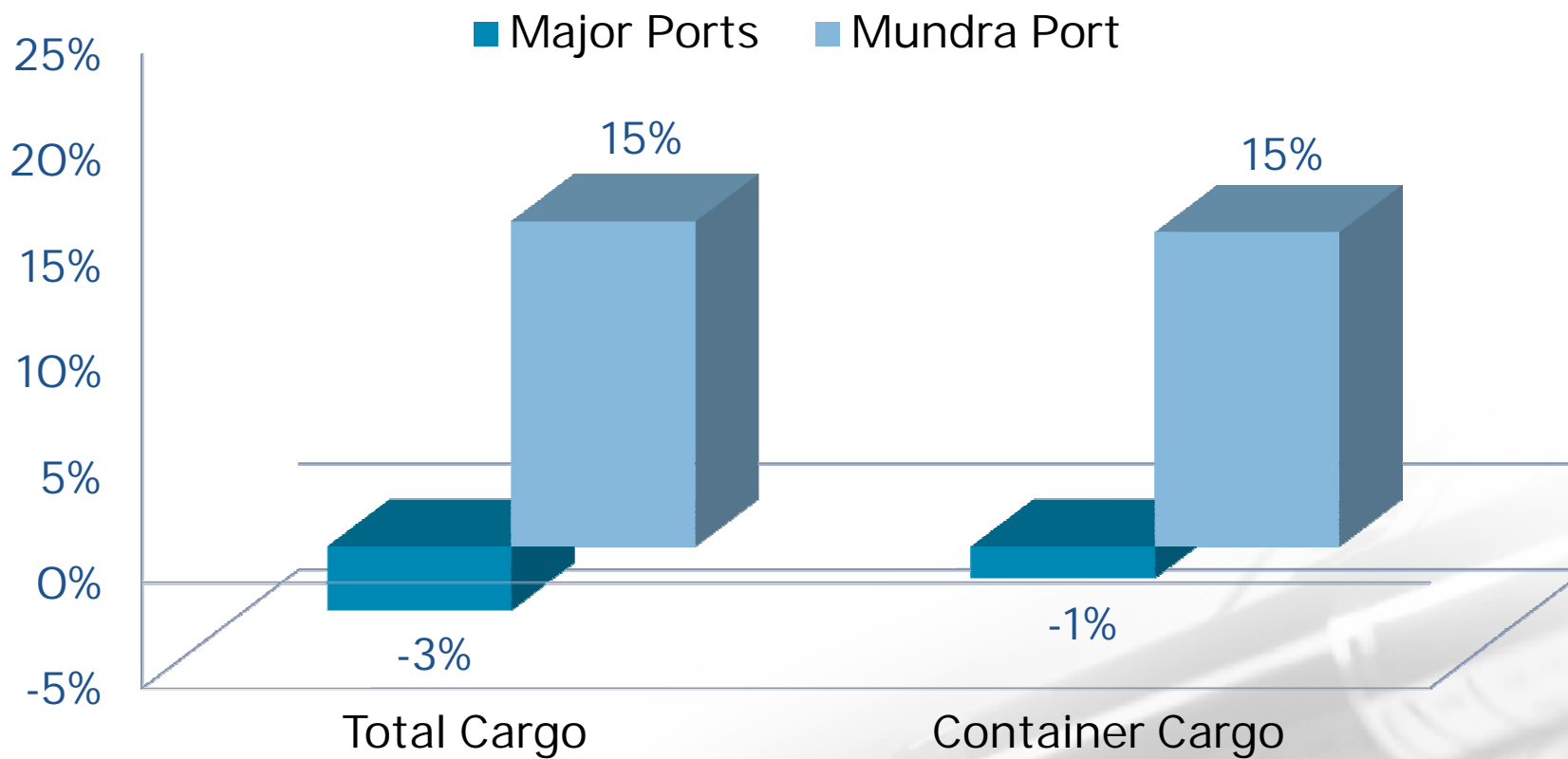
APSEZ - HIGHLIGHTS

- MUNDRA PORT HOLDS 2ND POSITION IN CARGO THROUGHPUT IN INDIA
- MUNDRA PORT HOLDS 2ND POSITION IN CONTAINER THROUGHPUT IN INDIA
- APSEZ HAS WON 2 PAR EXCELLENCE, 8 EXCELLENT & 1 DISTINGUISHED AWARD AT 26TH NATIONAL CONVENTION ON QUALITY CIRCLE & ALLIED QUALITY CONCEPT
- APSEZ HAS WON "PORT OF THE YEAR – CONTAINERIZED" & "PORT INFRASTRUCTURE DEVELOPER & OPERATOR OF THE DECADE" HELD BY GUJARAT JUNCTION EVENT ON 6TH & 7TH NOVEMBER'12
- HANDLED HIGHEST CONTAINER CARRYING CAPACITY (9,000 TEUS) TO CALL INDIA MSC ARICA AT SOUTH BASIN ON 17TH JANUARY 2013.
- CONSOLIDATED CARGO HANDLED 76.21 MMT CARGO WITH GROWTH OF 24% IN NINE MONTHS'12-13.

APSEZ	APR'12 – DEC'12 (MMT)	APR'11 – DEC'11 (MMT)	YOY (GROWTH %)
MUNDRA PORT	59.24	51.34	15%
DAHEJ	5.55	1.49	272%
ABBOT POINT #	11.18	8.60	30%
HAZIRA (TRIAL RUNS)	0.24	-	100%
TOTAL CARGO	76.21	61.43	24%
ABBOT POINT (CONTRACTED CARGO)	26.78	14.66	83%

APSEZ – Cargo Growth

Nine Month'12 (POP)





Performance of Indian Ports–Total Cargo(MMT)

Ports	Apr'12 - Dec'12	Apr'11 - Dec'11	POP
KANDLA	69.50	60.91	14%
JNPT	47.98	49.49	-3%
VISAKHAPATNAM	44.20	52.65	-16%
MUMBAI	44.09	40.22	10%
PARADIP	40.75	40.50	1%
CHENNAI	39.90	41.94	-5%
NEW MANGALORE	27.03	24.23	12%
V.O.Chidambaranar	20.95	20.85	0%
Haldia	20.20	24.43	-17%
MORMUGAO	14.92	28.34	-47%
COCHIN	14.89	14.87	0%
ENNORE	12.21	10.39	18%
Kolkata	8.67	9.39	-8%
Major Ports	405.29	418.21	-3%
APSEZ (Mundra)	59.24	51.34	15%

(Source for Major Ports : Indian Ports Association)

Performance of Indian Ports - Containers

Ports	Container Cargo (000' TEUs)		
	Apr'12 - Dec'12	Apr'11 - Dec'11	PoP
JNPT	3,170	3,245	-2%
Chennai	1,166	1,175	-1%
V.O.Chidambaranar	353	357	-1%
Kolkata Dock System	346	311	11%
Cochin	249	264	-6%
Visakhapatnam	184	168	10%
Haldia Dock Complex	103	104	-1%
Kandla	85	123	-31%
Mumbai	46	45	2%
New Mangalore	35	35	0%
Murmugao	17	17	0%
Paradip	9	5	80%
Major Ports	5,763	5,849	-1%
APSEZ (Mundra)	1,262	1,099	15%
Gujarat Pipavav	405	474	-14%

(Source for Major Ports : Indian Ports Association)



APSEZ

Operational Performance

Q3 12-13

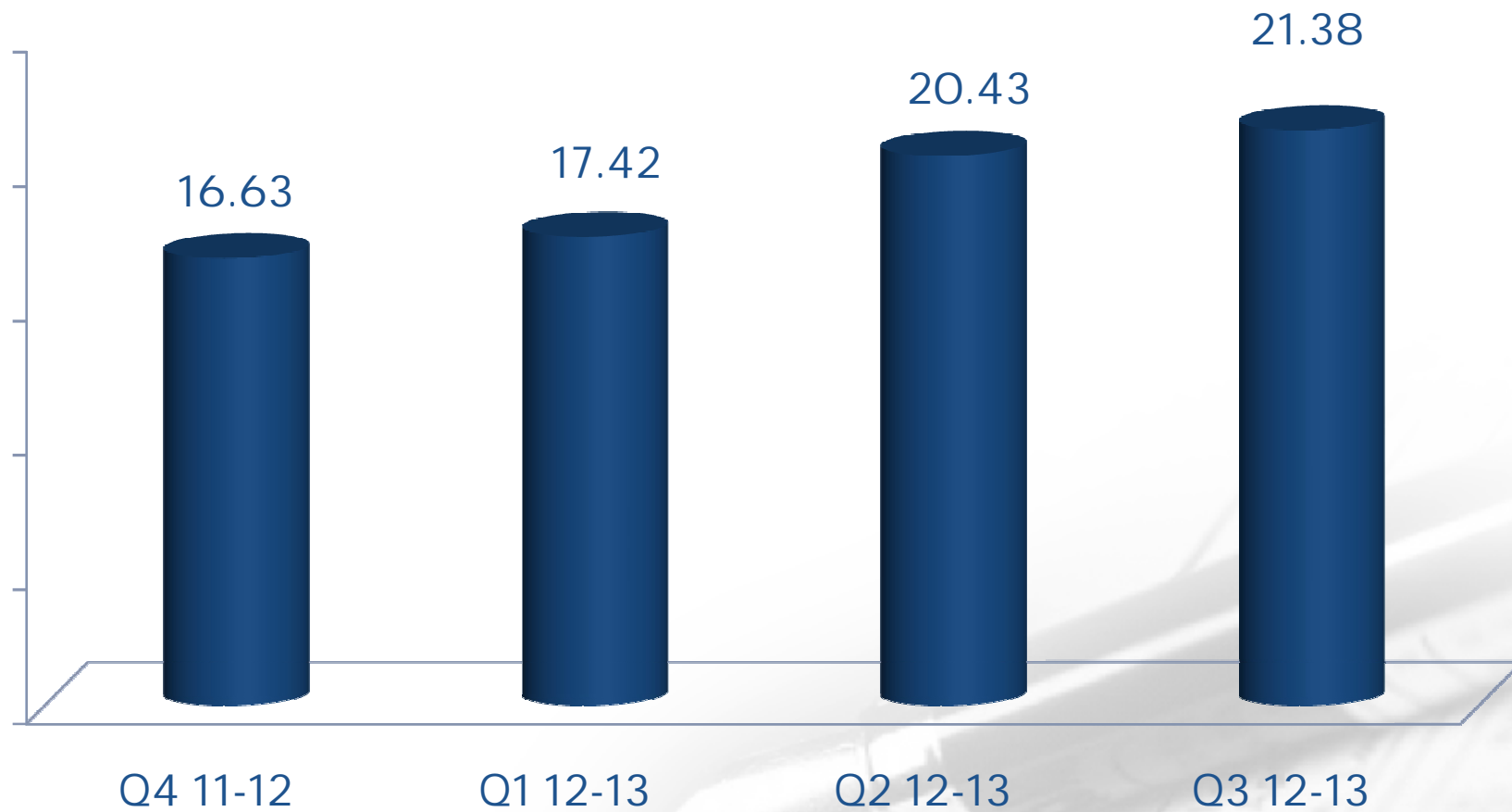


APSEZ - Operational Highlights

Particulars	UOM	Q3 12-13	Q3 11-12	PoP (%)
Vessels	Counts	710	688	3%
GRT	Million	24.35	21.62	13%
Cargo Handled	MMT	21.38	17.62	21%
Dry Cargo	MMT	10.16	8.21	24%
Liquid Cargo (Incl HPCL/Crude)	MMT	5.23	3.69	42%
Bulk Cargo	MMT	15.39	11.90	29%
Containers	MMT	5.99	5.72	5%

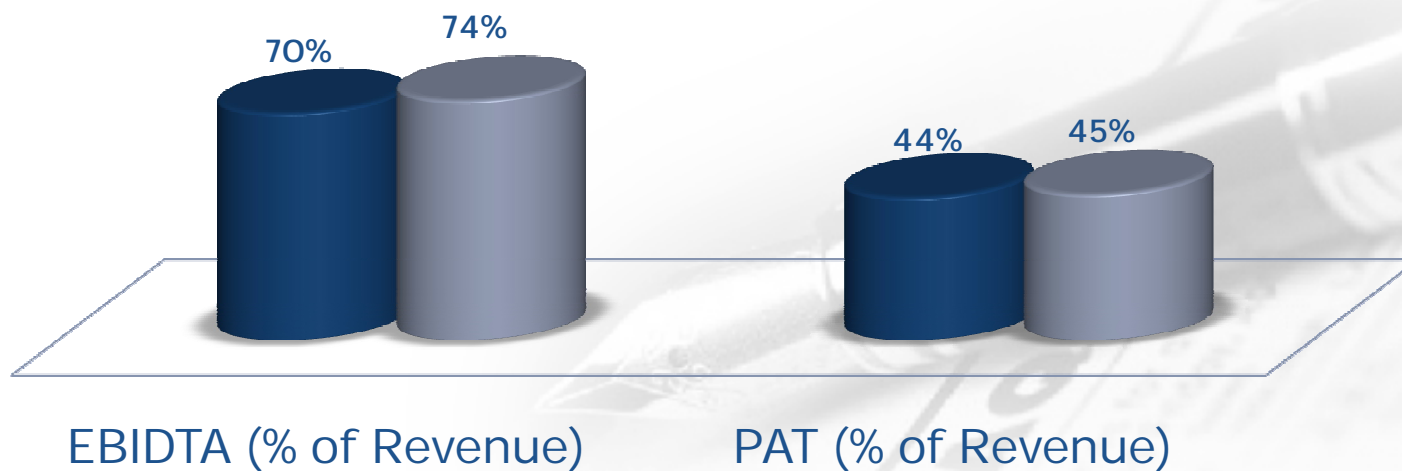
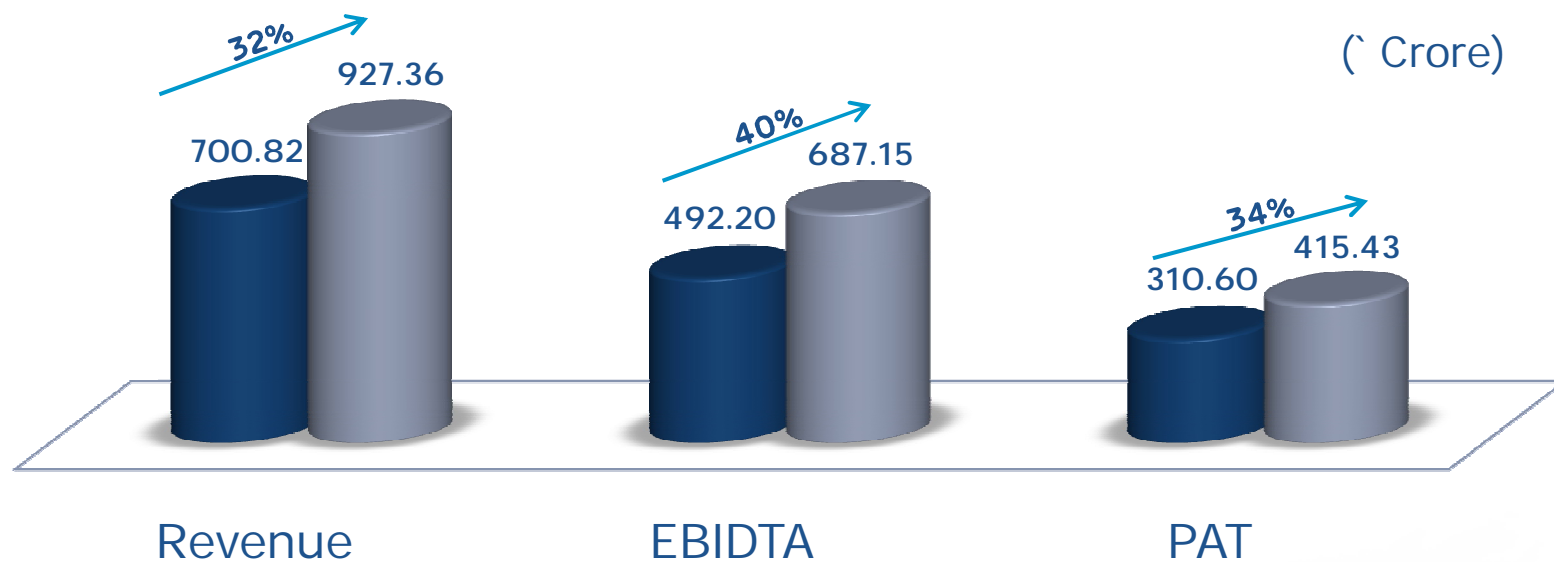
APSEZ (Mundra) Cargo Growth

Cargo MMT



APSEZ – Financials – Standalone

Q3'12-13 vs. Q3'11-12





APSEZ

Operational Performance Period Nine Months 12-13

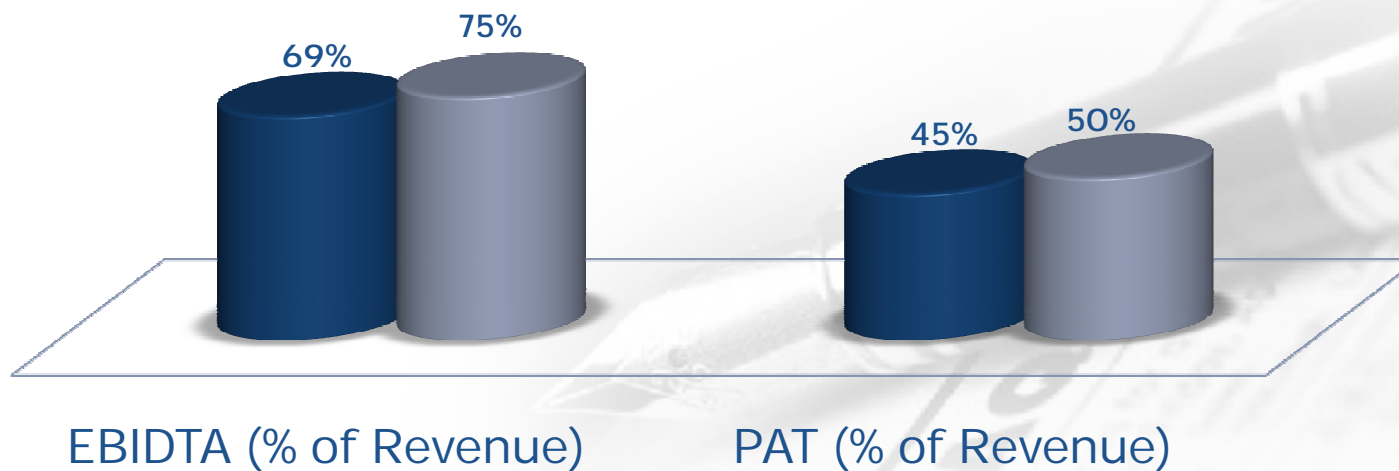
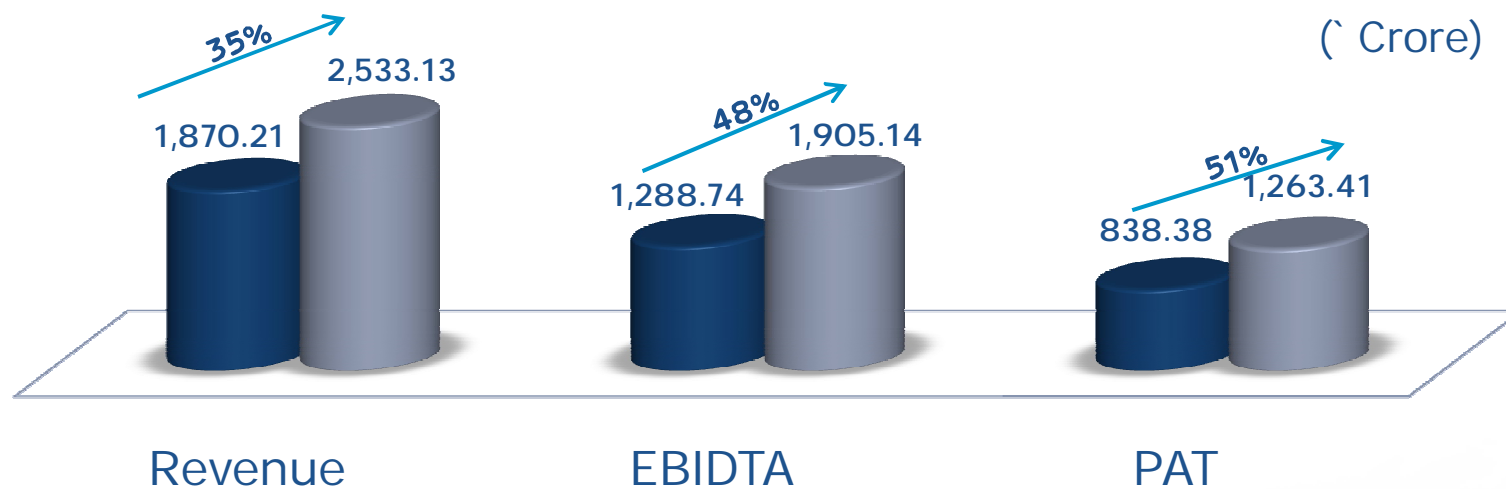


APSEZ (Mundra) - Operational Highlights

Particulars	UOM	Apr'12 - Dec'12	Apr'11 - Dec'11	PoP (%)
Vessels	Counts	1,970	1,932	2%
GRT	Million	68.62	63.04	9%
Cargo Handled	MMT	59.24	51.34	15%
Dry Cargo	MMT	26.60	23.13	15%
Liquid Cargo (Incl HPCL/Crude)	MMT	14.14	12.11	17%
Bulk Cargo	MMT	40.74	35.24	16%
Containers	MMT	18.50	16.10	15%

APSEZ – Financials – Standalone

Nine Months'12-13 vs. Nine Months'11-12



APSEZ – Financial Performance Standalone

₹ In Crore

Sr. No.	Particulars	Quarter Ended			Nine Month Ended		Accounting Year Ended
		December 31, 2012	September 30, 2012	December 31, 2011	December 31, 2012	December 31, 2011	March 31, 2012
		(unaudited)					(audited)
1	Income						
	a. Net Sales / Income from Operations	868.23	697.58	653.86	2,339.63	1,754.72	2,370.40
	b. Other Operating Income	23.95	66.69	36.77	106.23	85.31	111.50
	Total Income	892.18	764.27	690.63	2,445.86	1,840.03	2,481.90
2	Expenditure						
	a. Operating Expenses	178.95	155.21	140.81	444.70	406.80	536.45
	b. Employees Cost	24.44	30.98	22.99	80.06	67.46	89.42
	c. Depreciation / Amortisation	91.47	81.02	70.19	245.16	196.76	273.50
	d. Other Expenses	23.31	26.41	21.39	76.81	67.92	95.44
	e. Foreign Exchange Loss	13.51	(19.26)	23.43	26.42	39.29	45.40
	Total Expenditure	331.68	274.36	278.81	873.15	778.23	1,040.21
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	560.50	489.91	411.82	1,572.71	1,061.80	1,441.69
4	Other Income	35.18	30.57	10.19	87.27	30.18	39.41
5	Profit before Finance Cost and Tax(3+4)	595.68	520.48	422.01	1,659.98	1,091.98	1,481.10
6	Finance Costs						
	a. Finance Cost	112.20	91.10	39.84	274.12	121.46	166.64
	b. Derivative (Gain)/Loss	45.96	(38.64)	46.42	46.13	60.35	44.88
7	Profit before Tax (5-6)	437.52	468.02	335.75	1,339.73	910.17	1,269.58
8	Tax Expense (net)	22.09	38.46	25.15	76.32	71.79	92.32
9	Net Profit after Tax for the period (7-8)	415.43	429.56	310.60	1,263.41	838.38	1,177.26

APSEZ – Financial Performance Consolidated

^ In Crore

Sr. No.	Particulars	Quarter Ended			Nine Month Ended		Accounting Year Ended
		December 31, 2012	September 30, 2012	December 31, 2011	December 31, 2012	December 31, 2011	March 31, 2012
		(unaudited)					(audited)
1	Income						
	a. Net Sales / Income from Operations	1,340.21	1,018.35	881.09	3,389.12	2,321.58	3,195.96
	b. Other Operating Income	9.69	31.91	26.27	44.48	57.67	74.84
	Total Income	1,349.90	1,050.26	907.36	3,433.60	2,379.25	3,270.80
2	Expenditure						
	a. Operating Expenses	338.63	284.58	242.46	790.09	661.33	901.54
	b. Employees Cost	38.81	43.13	27.76	114.66	80.86	124.32
	c. Depreciation / Amortisation	194.27	182.94	118.24	549.74	292.47	463.03
	d. Other Expenses	51.99	52.66	17.45	143.04	100.08	132.85
	e. Foreign Exchange Loss	16.24	(21.04)	23.20	28.36	60.74	46.85
	Total Expenditure	639.94	542.27	429.11	1,625.89	1,195.48	1,668.59
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	709.96	507.99	478.25	1,807.71	1,183.77	1,602.21
4	Other Income	39.67	43.20	20.03	105.94	52.23	59.65
5	Profit before Finance Cost and Tax(3+4)	749.63	551.19	498.28	1,913.65	1,236.00	1,661.86
6	Finance Cost						
	a) Finance Cost	312.06	301.18	100.15	876.24	226.86	384.67
	b) Derivative (Gain) / Loss	56.87	(58.24)	56.06	60.14	74.03	94.95
7	Profit before Tax (5-6)	380.70	308.25	342.07	977.27	935.11	1,182.24
8	Tax Expense (net)	15.81	28.82	23.09	56.92	74.04	89.57
9	Net Profit after Tax for the period (7-8)	364.89	279.43	318.98	920.35	861.07	1,092.67

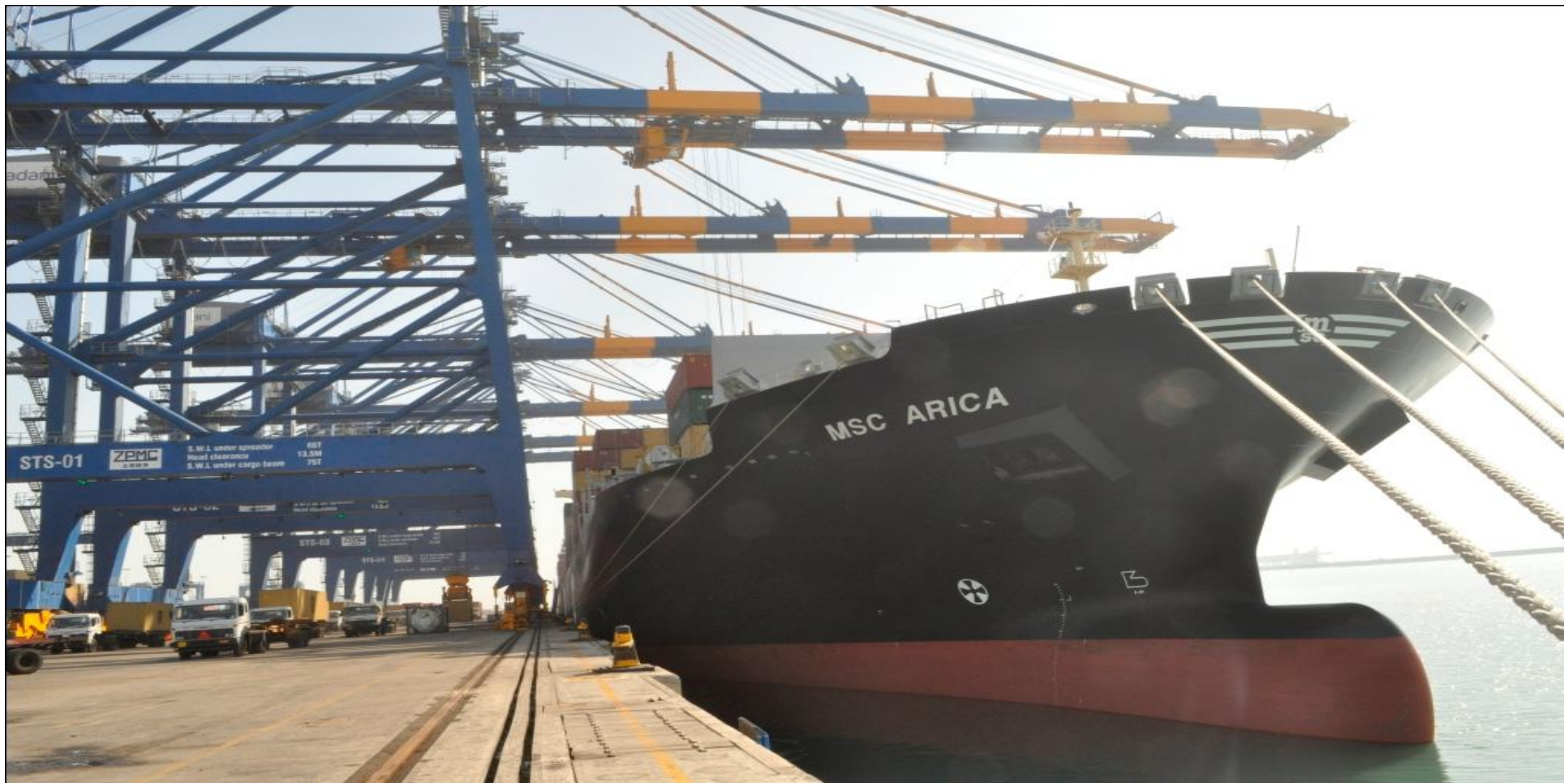


New Developments





CT 3 – Largest Container ship call to India (9000 TEUs)





Dahej – Railway Yard





TUNA – JUB





Hazira – Mobile Hopper





Mundra (West Basin) – Stacker Reclaimer # 6





Goa





ABBOT POINT



Corporate Social Responsibilities





Corporate Social Responsibilities

1. Adani Foundation under Education program initiatives:

- ➔ More than 18 high schools of Kutch region is covered for “Dream Big... Achieve Better”: Educational Exposure Tours to Adani Port, Power plant & Wilmar. Total 1533 students and 79 teachers participated in the same.
- ➔ 16 Education Volunteers provided their services to more than 30 schools of Mundra Taluka benefitting about 4,500 students.
- ➔ Managing Meena Street Libraries covering more than 1100 beneficiaries.
- ➔ Meena Vacation Camps were organized at various villages to explore and exhibit creativity of the students. More than 308 students from 14 schools regularly participated in various activities.
- ➔ 9 Mothers’ Meets were organized in various villages of Mundra Taluka for Mothers role in supporting kids benefitting more than 180 Mothers.
- ➔ Dropout Coaching Classes are arranged at Mundra. Total 17 Girl Students are getting prepared for 10th std.
- ➔ Under E-Learning Project, test conducted between 20 schools where the project is implemented vs 5 schools where the project is not implemented to analyze the benefits of the project.
- ➔ To motivate girl students to continue the studies and decrease in the drop out ratio, Adani Foundation distributed 43 cycles.
- ➔ To sensitize students towards environment more than 154 saplings plants were planted at various schools.
- ➔ Provided Sponsorship to students to pursue design course at Kala Raksha Vidhyalaya for promoting traditional arts.

2. Adani Foundation under Community Health initiatives:

- ➔ Mobile Dispensaries provided cashless medical services to 16,178 patients, rural clinics treated 13,661 patients.
- ➔ Provided financial support of Rs 6.4 Lacs to 26 Patients.
- ➔ Kidney Stone: Awareness, Prevention & treatment - During this quarter, 34 patients of Kidney Stone were served, 21 patients undergone Surgery.
- ➔ Senior Citizen Health Card/ Vadil Swasthya Yojana – During this quarter enrolled 3077 senior citizen provided cashless services to 2184 amounting to Rs 21.96 Lacs. Till date 14 hospitals from various places of Kutch are tied up under this project.



Corporate Social Responsibilities

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ Meena Puppet Show at Luni Bandar, as an effort to spread awareness about Health, Hygiene, Sanitation and importance of Education, addressed to 110 children and 19 adults from fisher-folk community.
- ➔ Potable drinking water facility benefitting 300 families.
- ➔ Under Fisher folk Equipment Aid Scheme (equipment support upto Rs. 10,000 per fishermen/women supporting their traditional occupation), application processed for 321 fisher folk from Zarpara.
- ➔ Providing alternative livelihood to the fisher folk during their off season in the form of Mangroves Nursery Development & Plantation, generated employment of 6,943 man days providing compensation amounting Rs. 13.88 lacs.
- ➔ As a pilot base, Adani Foundation is preparing portable shelters for 112 fisher folk families at Juna Bandar, of which work for 33 shelters are in process.

4. Adani Foundation under Rural Infrastructure Development initiatives:

- ➔ Provides need based infrastructure support to the community

Work Completed: (during the quarter)

- Fish landing shed & Water Plan-forms at Bavdi Bandar (Bhadreshwar)
- Zarpara Fishermen Amenities: Approach Road & Protection Bund
- Construction of Satimata Temple, Bus Stand, Compound Wall and Samjwadi at Siracha
- Roof of School at Moti Kahakhar
- Support for Installation of Fisherman Shelters- Sample House
- Construction of Samajwadi at Sukhaparwas, Mundra
- Activity room and office at Kamandhpur- Dhrub



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Thank You