

Adani Ports and Special Economic Zone Limited

Presentation to the Board of Directors

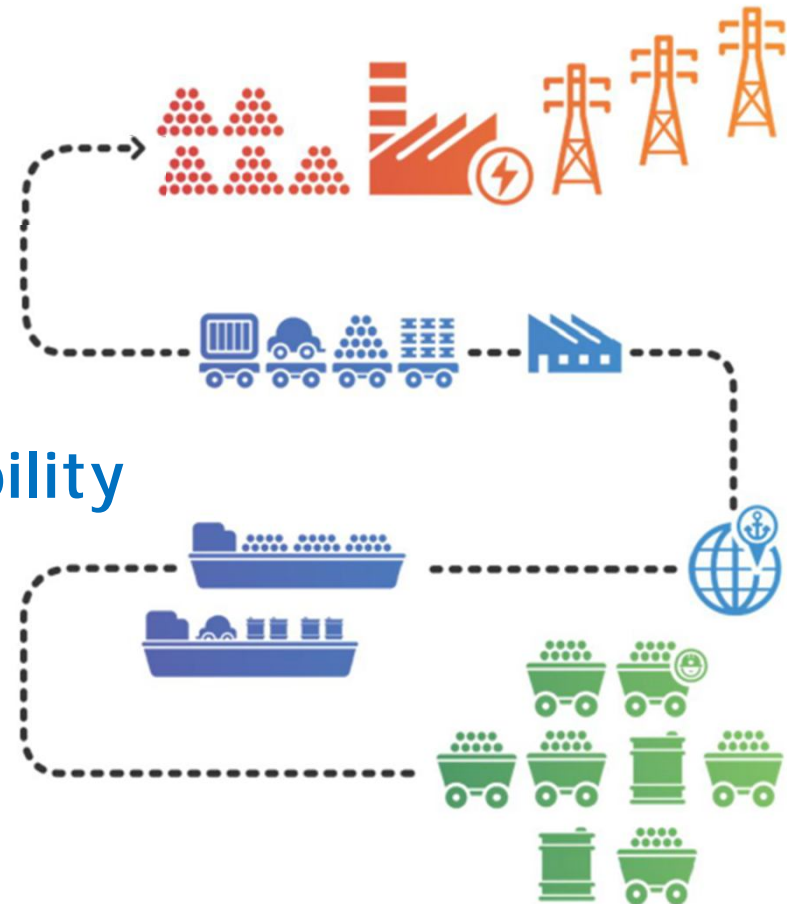
73rd Board Meeting

Date : 27th January, 2014.

Location : Adani House, Ahmedabad.

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Business Highlights

APSEZ (Mundra) continues to hold No 1 position amongst all commercial ports in terms of cargo by handling **74.73 MMT** (outperformed Kandla Port - 66.08 MMT) during the period Apr to Dec'2013

APSEZ won "Best Container Port of the Year" award on 16th Nov'13 by Daily Shipping at Gujarat Star Award, Ahmedabad

Handled highest Coal volume 27.09 MMT during the period Apr to Dec'2013 surpassing Paradip Port (23.91 MMT)

Container

Highest parcel size handled at CT3 (7,504 TEUs on MSC Antigua on 18th Nov'13 – National record)

Adani Ports commenced Liquid cargo operations at Hazira Port

Adani Ports completed coal terminal at Visakhapatnam Port 8 months ahead of schedule

Cargo - Consolidated

(P on P)

(MMT)

Port Name	Q3'FY13-14	Q3'FY12-13	YOY (Growth %)	Apr'13-Dec'13	Apr'12-Dec'12	YOY (Growth %)
Mundra	26.52	21.38	24%	74.73	59.24	26%
Dahej	1.68	2.58	-35%	6.38	5.55	15%
Hazira	0.95	0.14		2.79	0.25	
Total Cargo	29.14	24.10	21%	83.90	65.04	29%

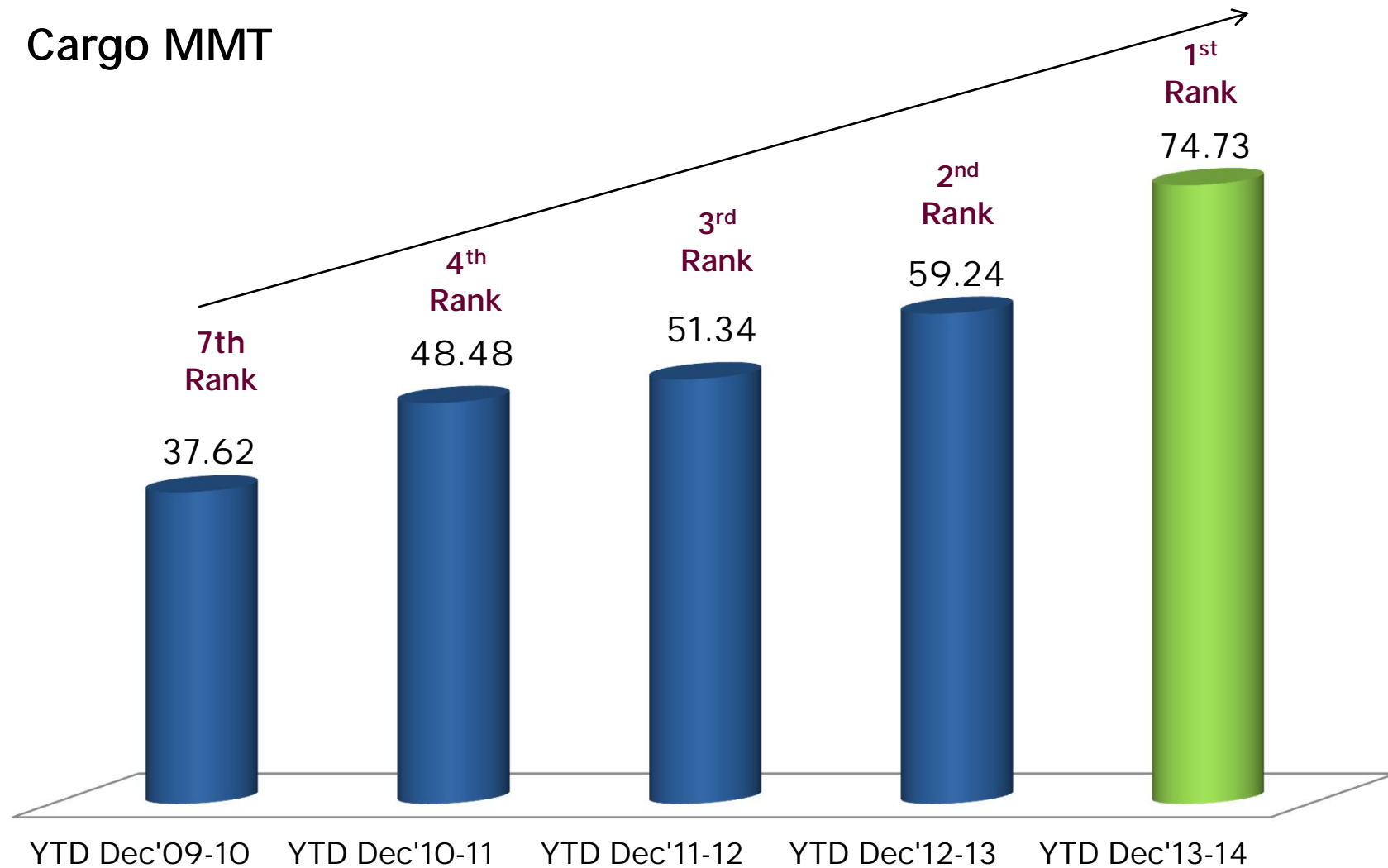
Performance of India Ports–Total Cargo (MMT)

Ports	Apr'13 - Dec'13	Apr'12 - Dec'12	Inc/(Dec)
KANDLA	66.08	69.50	-5%
PARADIP	50.86	40.75	25%
JNPT	45.99	47.98	-4%
MUMBAI	43.64	44.09	-1%
VISAKHAPATNAM	43.07	44.20	-3%
CHENNAI	38.10	39.90	-5%
NEW MANGALORE	29.34	27.03	9%
Haldia	21.51	20.20	6%
V.O. Chidambaranar	21.22	20.95	1%
ENNORE	19.80	12.21	62%
COCHIN	15.60	14.89	5%
Kolkata	9.23	8.67	6%
MORMUGAO	8.57	14.92	-43%
Major Ports	413.01	405.28	2%
APSEZ (Mundra)	74.73	59.24	26%

(Source for Major Ports : Indian Ports Association)

Cargo Growth

Cargo MMT



Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	Apr'13 - Dec'13	Apr'12 - Dec'12	Inc/(Dec)
JNPT	3,034.00	3,171.00	-4%
CHENNAI	1,114.01	1,166.00	-4%
V.O. Chidambaranar	369.00	353.00	5%
Kolkata	344.00	347.00	-1%
COCHIN	264.62	255.00	4%
VISAKHAPATNAM	199.00	184.00	8%
Haldia	87.00	103.00	-16%
NEW MANGALORE	37.00	35.00	6%
MUMBAI	31.00	46.00	-33%
KANDLA	29.00	84.00	-65%
MORMUGAO	17.00	17.00	0%
PARADIP	6.00	10.00	-40%
Major Ports	5,531.62	5,771.00	-4%
APSEZ (Mundra)	1,683.36	1,262.10	33%
Gujarat Pipavav	500.37	405.21	23%

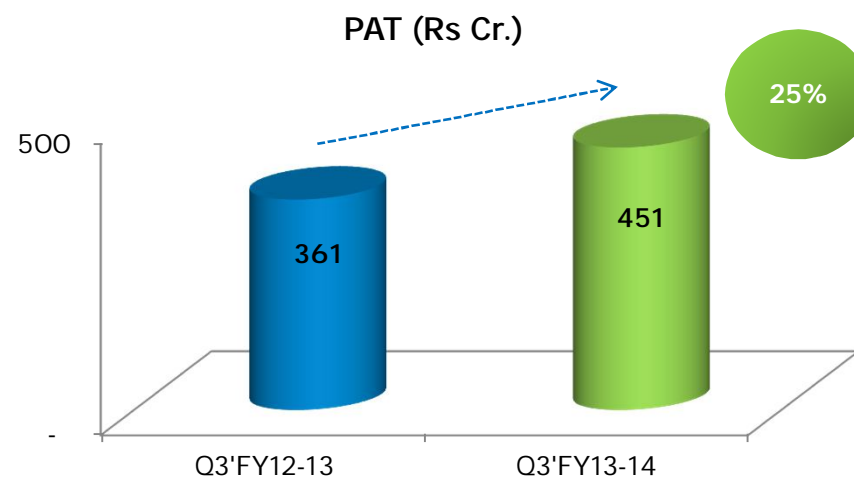
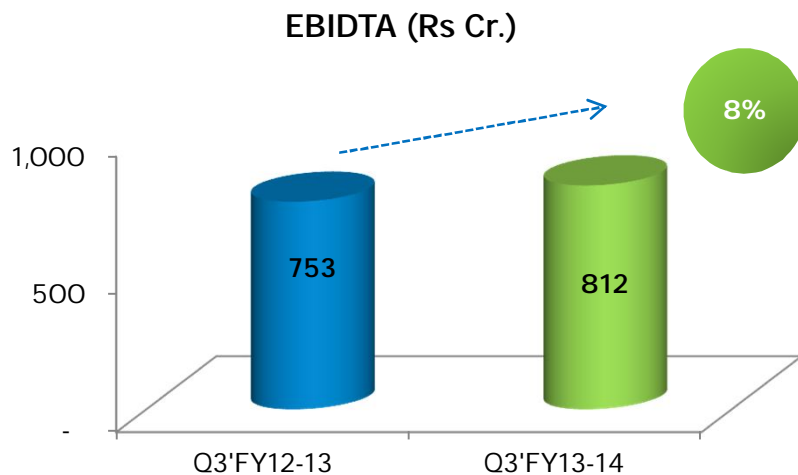
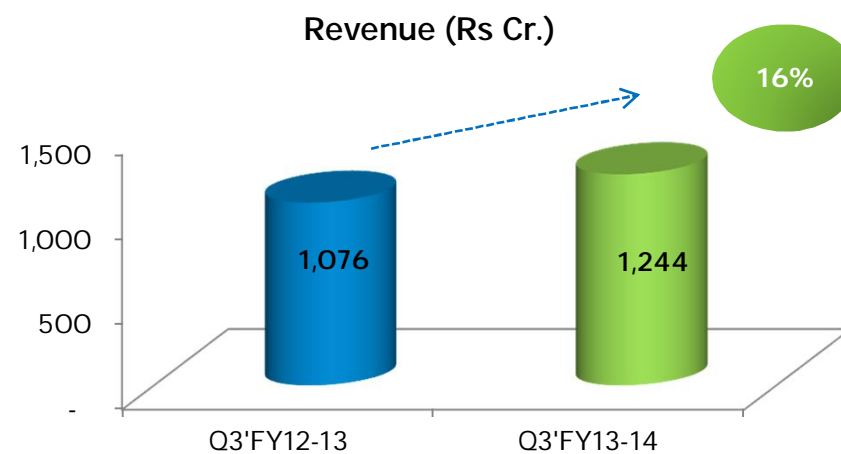
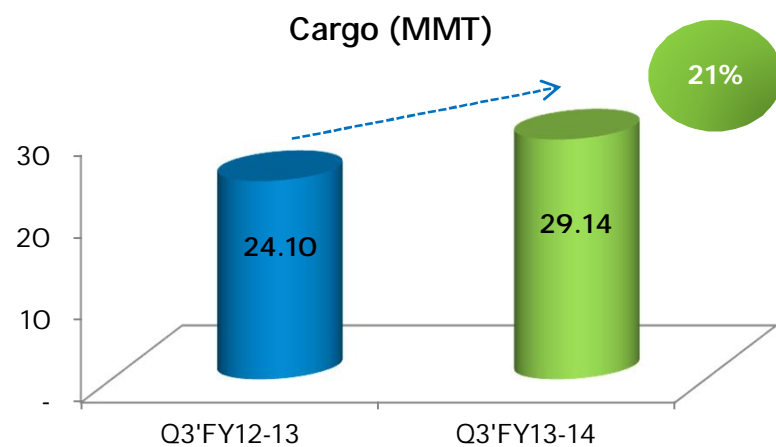
(Source for Major Ports : Indian Ports Association)

Operational Performance - Consolidated

Q3'FY13-14 Vs. Q3'FY12-13

(P on P)

Consolidated Performance

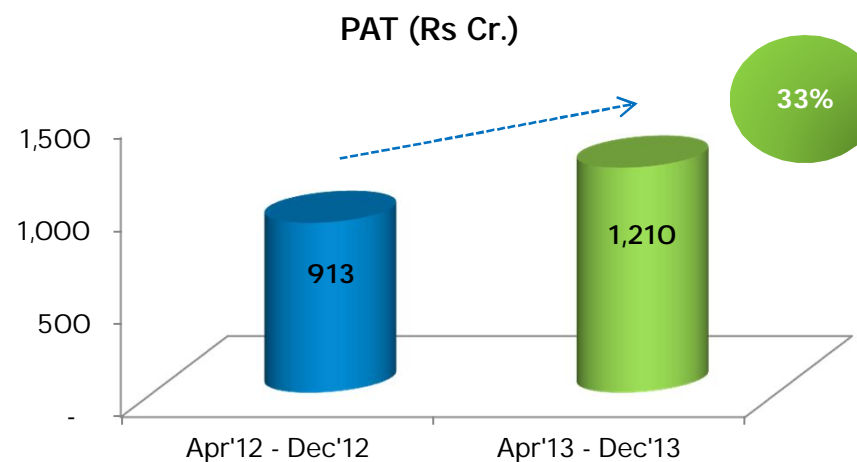
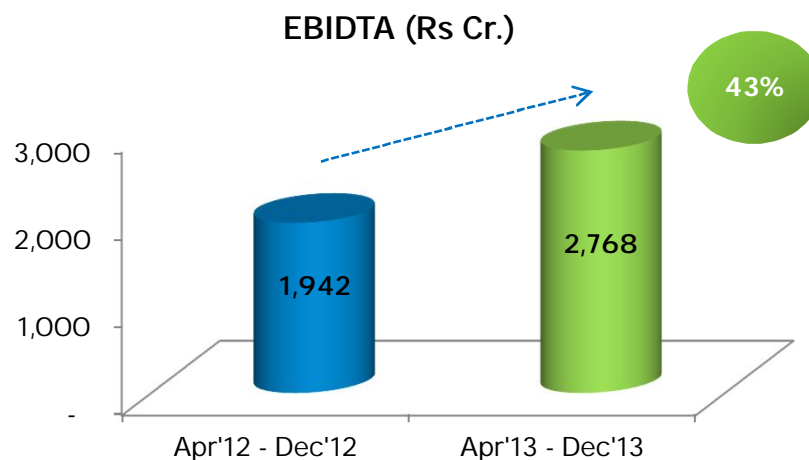
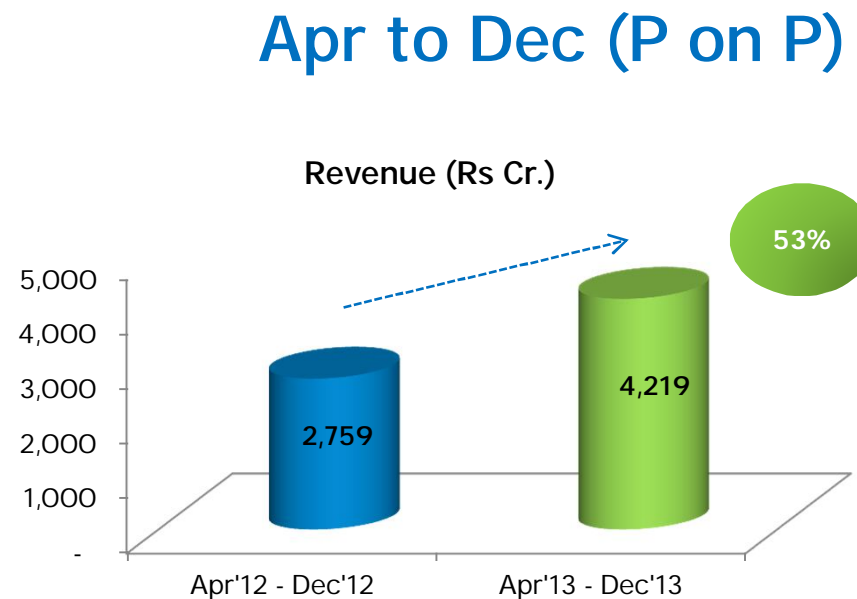
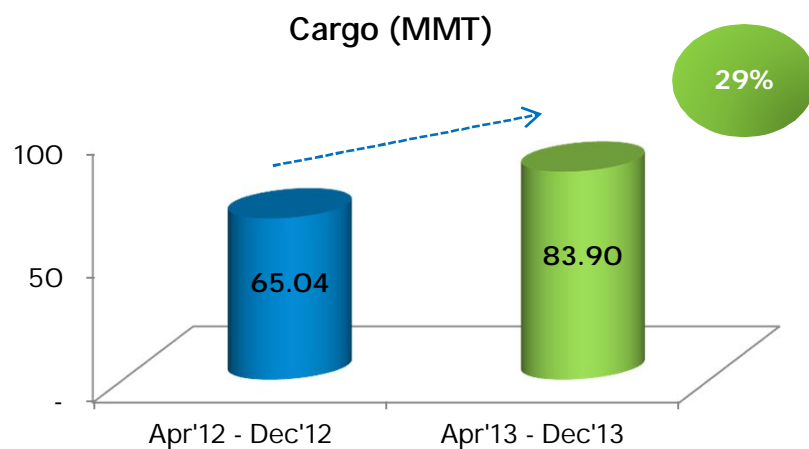


Operational Performance - Consolidated

Apr'13 – Dec'13 Vs. Apr'12 – Dec'12

(P on P)

Consolidated Performance



Consolidated Financial Performance

(` Crores)

Sr. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	December 31, 2012	March 31, 2013
		Unaudited			Unaudited		Audited
1	a. Net Sales / Income from Operations	1,034.04	1,045.87	1,032.27	3,526.77	2,622.40	3,486.42
	b. Other Operating Income	45.80	104.01	9.69	181.36	44.48	90.21
	Total Income	1,079.84	1,149.88	1,041.96	3,708.13	2,666.88	3,576.63
2	Expenditure						
	a. Operating Expenses	316.92	331.94	248.80	1,137.18	596.71	912.86
	b. Employee Cost	49.81	36.13	29.69	119.26	95.80	130.75
	c. Depreciation / Amortisation	183.44	182.81	109.47	514.32	297.54	421.97
	d. Foreign Exchange (Gain) / Loss (net)	20.51	(26.38)	16.24	59.13	28.36	7.47
	e. Other Expenses	44.06	52.23	28.25	134.94	96.18	149.57
	Total Expenditure	614.74	576.73	432.45	1,964.83	1,114.59	1,622.62
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	465.10	573.15	609.51	1,743.30	1,552.29	1,954.01
4	Other Income	163.84	257.31	34.47	510.71	92.50	264.44
5	Profit from ordinary activities before Finance Cost and Tax(3+4)	628.94	830.46	643.98	2,254.01	1,644.79	2,218.45
6	Finance Cost						
	a. Finance Cost	196.49	198.95	149.99	578.09	327.69	489.41
	b. Derivative (Gain)/Loss	(55.61)	212.71	35.87	325.04	60.14	52.43
7	Profit from ordinary activities before tax (5-6)	488.06	418.80	458.12	1,350.88	1,256.96	1,676.61
8	Tax Expense	38.56	76.37	26.33	140.36	81.78	123.08
9	Net Profit from continuing operation (7-8)	449.50	342.43	431.79	1,210.52	1,175.18	1,553.53
10	Profit /(Loss) from discontinued operations	-	-	(66.90)	-	(254.83)	(334.27)
11	Profit on sale of discontinued operation	-	-	-	-	-	419.57
12	Net profit before minority shareholders (9+10+11)	449.50	342.43	364.89	1,210.52	920.35	1,638.83
13	Share of minority shareholders (net)	(1.01)	0.60	3.80	0.68	7.44	15.61
14	Net Profit (12-13)	450.51	341.83	361.09	1,209.84	912.91	1,623.22

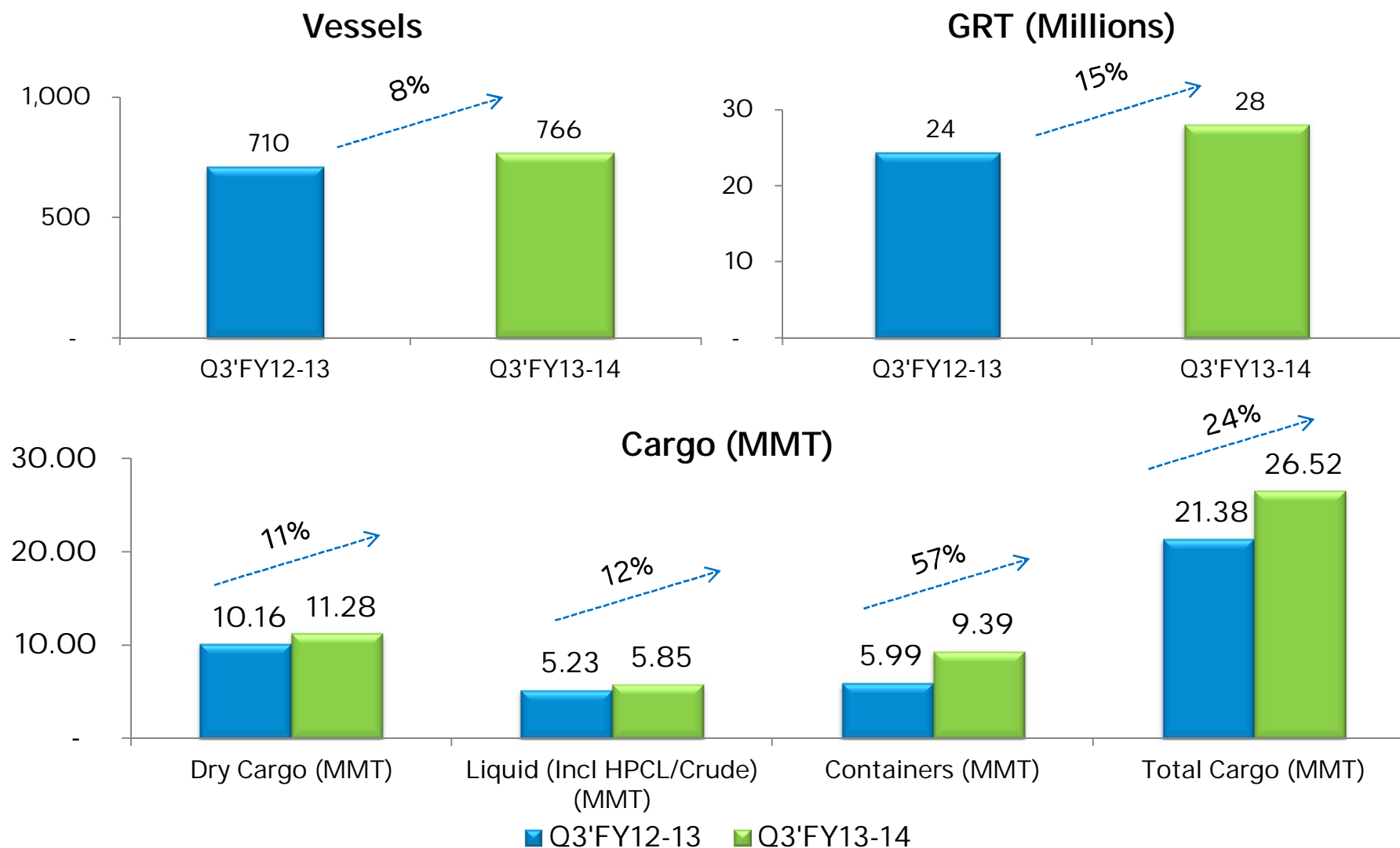
Operational Performance - Standalone

Q3'FY13-14 Vs. Q3'FY12-13

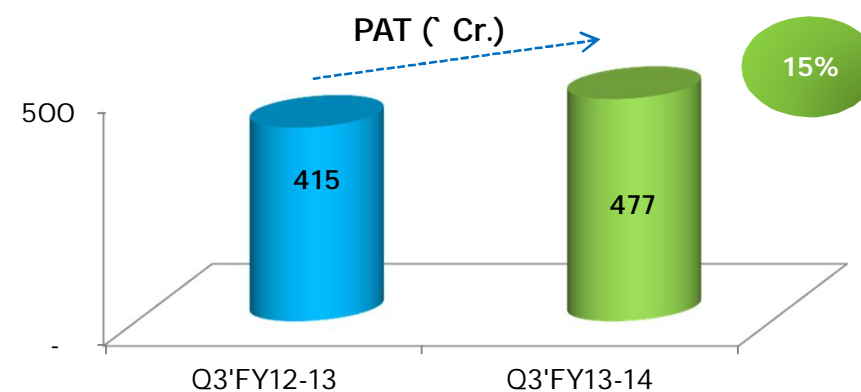
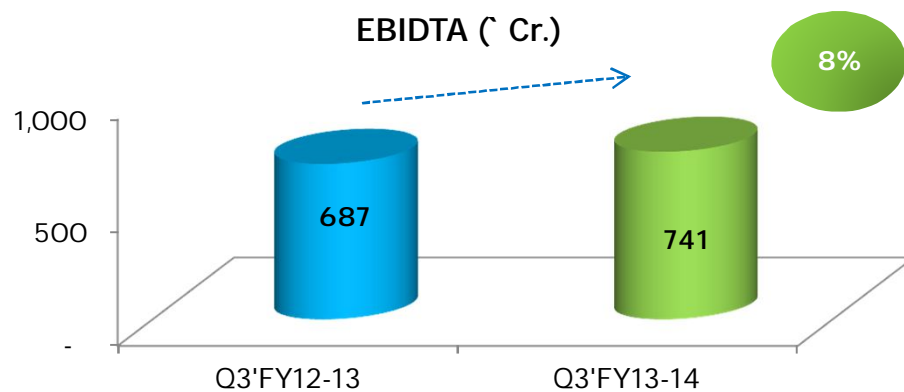
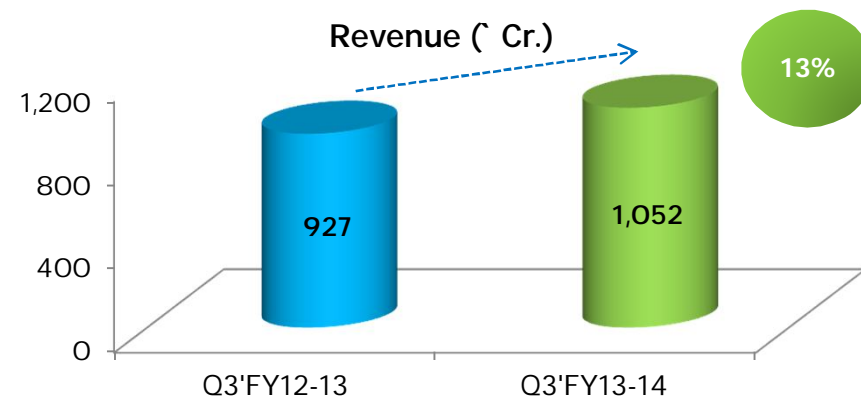
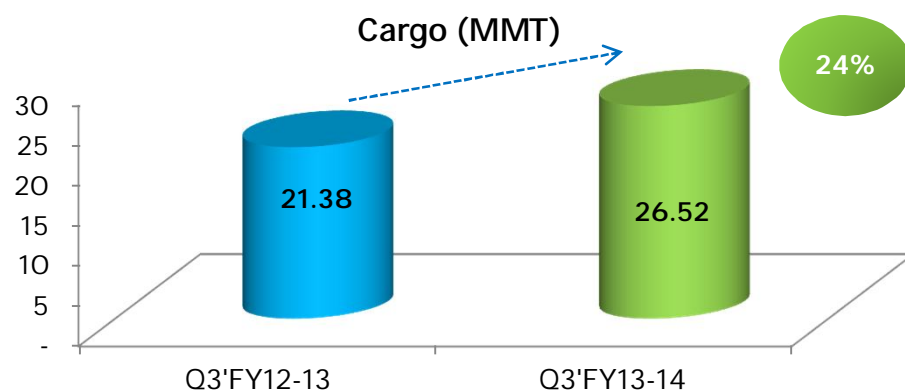
(P on P)

Operational Highlights

Q3 (P on P)



Standalone Performance



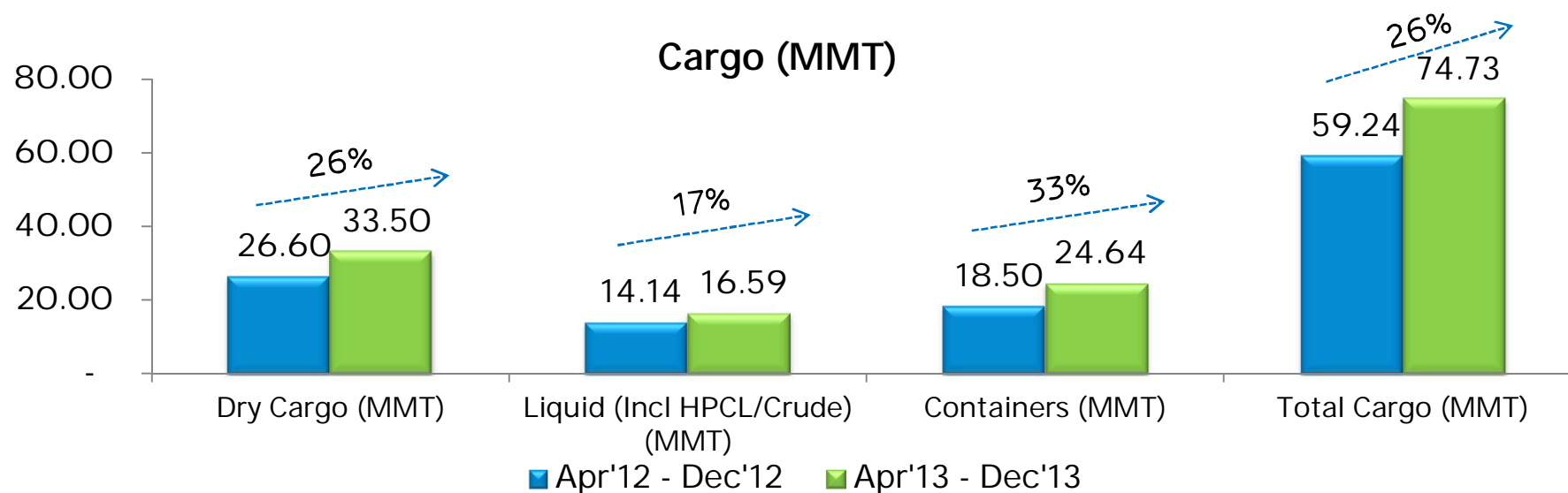
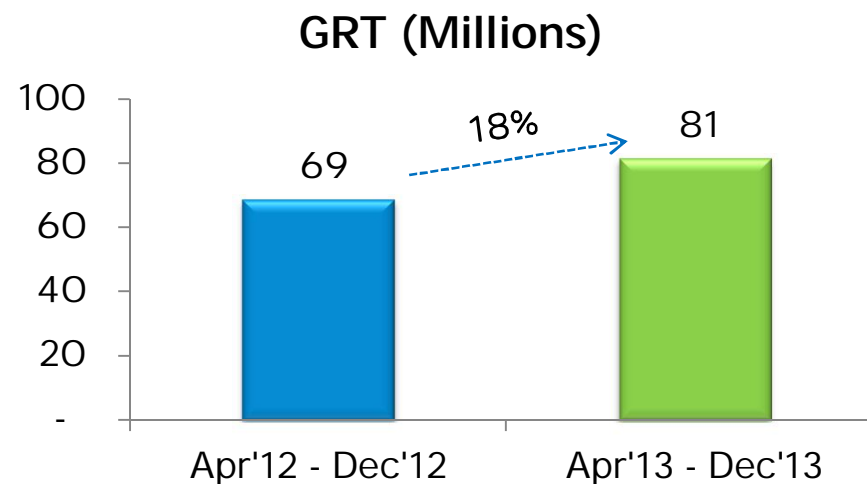
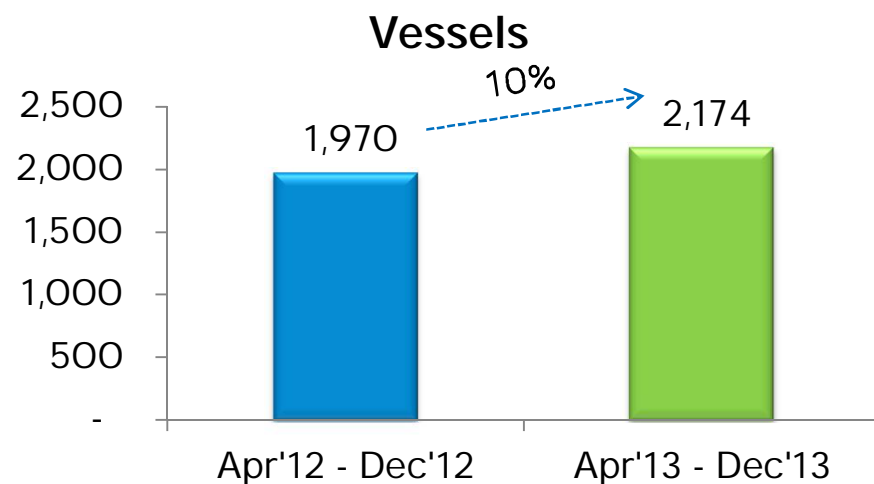
Operational Performance - Standalone

Apr'13 – Dec'13 Vs. Apr'12 – Dec'12

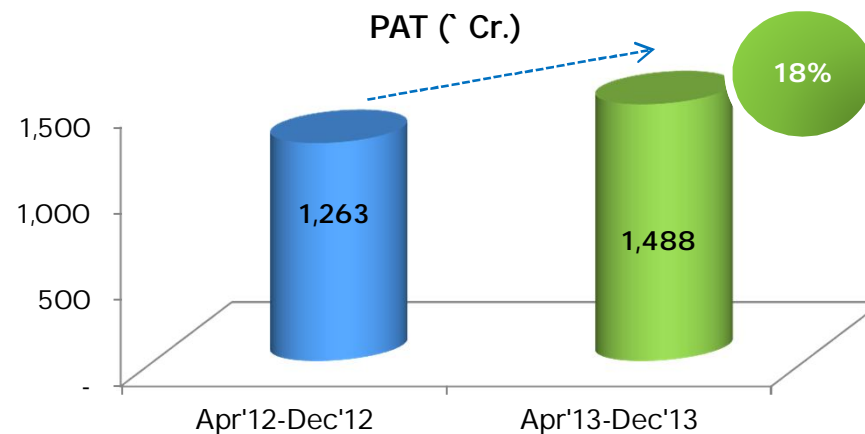
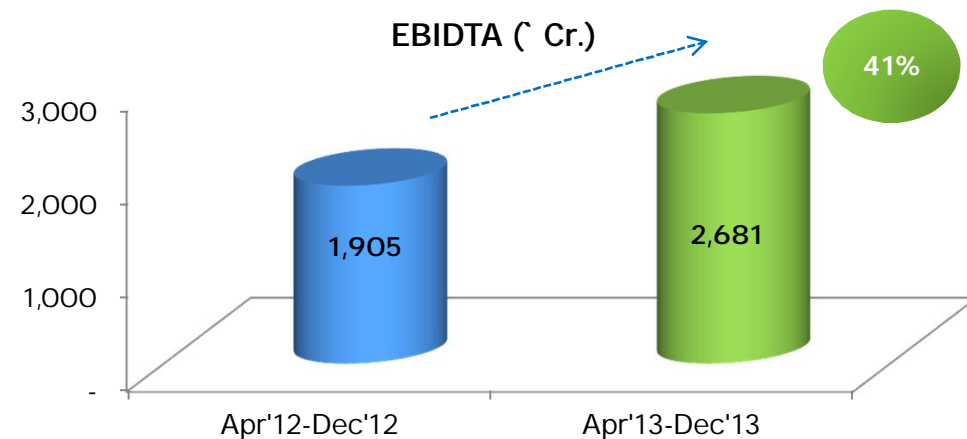
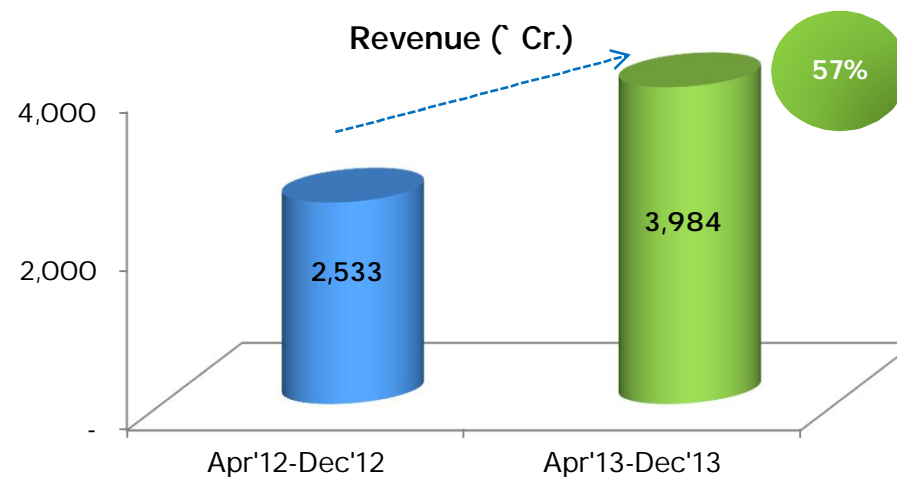
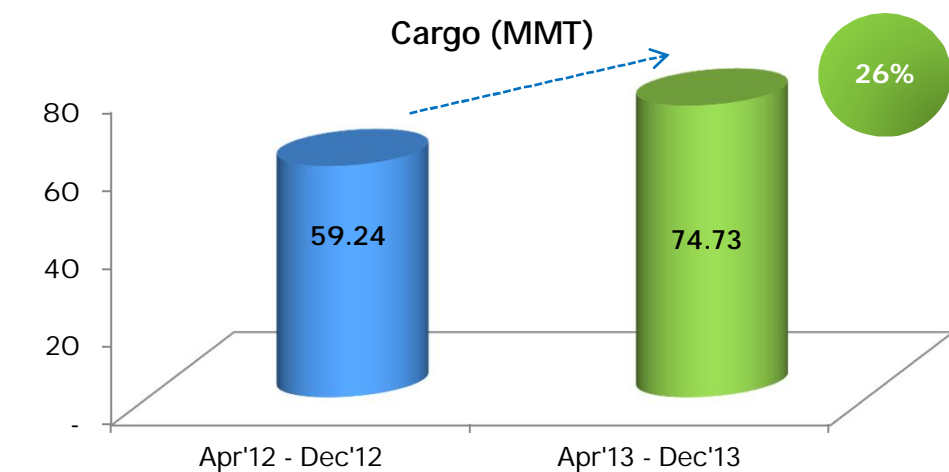
(P on P)

Operational Highlights

Apr to Dec (P on P)



Standalone Performance



Standalone Financial Performance

(` Crores)

Sr. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	December 31, 2012	March 31, 2013
		Unaudited			Unaudited		Audited
1	a. Net Sales / Income from Operations	801.84	794.10	868.23	3,234.72	2,339.63	3,111.14
	b. Other Operating Income	78.13	83.69	23.95	240.83	106.23	249.91
	Total Income	879.97	877.79	892.18	3,475.55	2,445.86	3,361.05
2	Expenditure						
	a. Operating Expenses	220.49	220.68	178.95	1,054.91	444.70	648.78
	b. Employee Cost	37.43	25.58	24.44	87.78	80.06	104.38
	c. Depreciation / Amortisation	121.76	120.03	91.47	346.49	245.16	342.38
	d. Foreign Exchange (Gain) / Loss (net)	20.49	(27.95)	13.51	57.09	26.42	14.11
	e. Other Expenses	32.83	39.20	23.31	103.56	76.81	123.55
	Total Expenditure	433.00	377.54	331.68	1,649.83	873.15	1,233.20
3	Profit from Operations before Other Income, Finance Cost and Tax (1-2)	446.97	500.25	560.50	1,825.72	1,572.71	2,127.85
4	Other Income	172.04	250.08	35.18	508.33	87.27	203.24
5	Profit before Finance Cost and Tax (3+4)	619.01	750.33	595.68	2,334.05	1,659.98	2,331.09
6	Finance Cost						
	a. Finance Cost	148.39	148.97	112.20	439.45	274.12	399.48
	b. Derivative (Gain) / Loss	(45.18)	178.16	45.96	268.67	46.13	42.42
7	Profit before Tax (5-6)	515.80	423.20	437.52	1,625.93	1,339.73	1,889.19
8	Tax Expense (net)	38.75	75.58	22.09	138.11	76.32	135.01
9	Profit after Tax (7-8)	477.05	347.62	415.43	1,487.82	1,263.41	1,754.18

New Developments

Goa



Goa



Hazira – 1st Liquid Vessel



Vizag Jetty



Vizag – MHC, Conveyor



Tuna - Jetty



Corporate Social Responsibilities



Corporate Social Responsibilities

1. Adani Foundation under Education program initiatives:

- ➔ Two day workshop conducted for teachers on Teacher as a counsellor by psychologist Dr. V Ravindran.
- ➔ Celebrated Girl child day, Diwali, Human rights Day & Christmas at Adani Vidya Mandir, Bhadreswar.
- ➔ Education Awareness programme with parents and community held.
- ➔ Three days training programme for teachers, education volunteers held.
- ➔ Distribution of cycles for motivation of girl students
- ➔ Education, health and election awareness meeting with community
- ➔ Exposure visit of government schools to Kathada and Maski for observe their teaching and learning process.
- ➔ Inspirational Exposure tours for students from Ahmedabad and Kutch visited Adani group industries at Mundra by 3634 students from 85 Schools in the quarter.

2. Adani Foundation under Community Health initiatives:

- ➔ Mobile Health Care Units provided services to 21,092 patients & Rural Clinics treated 14,406 patients
- ➔ Provided medical support to 26 economically challenged patients from 16 villages
- ➔ Multi specialty camp held at Mundra, Bhujpur and Wandi which was attended by 1474 patients.
- ➔ Village level Awareness meetings has been organized under "Health card to Senior Citizen" project which was attended by 2373 members in 25 villages.
- ➔ OPD & IPD provided to 4134 patients.

Corporate Social Responsibilities

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ Trees plantation done by planting 4642 saplings in various villages
- ➔ Fodder cultivation done by cultivating 2800 mann fodder.
- ➔ Capacity building of youth by providing IT, checkers and electrical training.
- ➔ Awareness programs "Swachata Abhiyan" at Luni.
- ➔ Provided support by coding and painting of 167 boats at various villages.

4. Adani Foundation under Rural Infrastructure Development initiatives:

- ➔ Provides need based infrastructure support to the community
 - Bhadreshwar village – community hall, Sweeper room, Store room in cricket ground, bus stand and water pipeline work.
 - Gundala – Gaushala
 - Navinal - Crematorium & Precast Compound Wall
 - Luni Bandar – Fishermen shelters
 - Old Bandar - Toilet
 - Tunda– Boundary wall and gate
 - Tunda Wandh – Water tank construction
 - Zarpara – Balvadi, Gaushala, Cricket ground & Compound wall of samaj bhavan

adaniTM



Resources



Logistics



Energy