

Adani Ports and Special Economic Zone Limited

Presentation to the Board of Directors

78th Board Meeting

Date : 28th January'2015

Location : Adani House, Ahmedabad.

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Business Highlights

Awarded "Best Port of the Year" and "Container Handling Port of the Year" at Gujarat Star Awards 2014 in November'2014

Won 6 awards at 28th National Convention on Quality Concept held at Pune

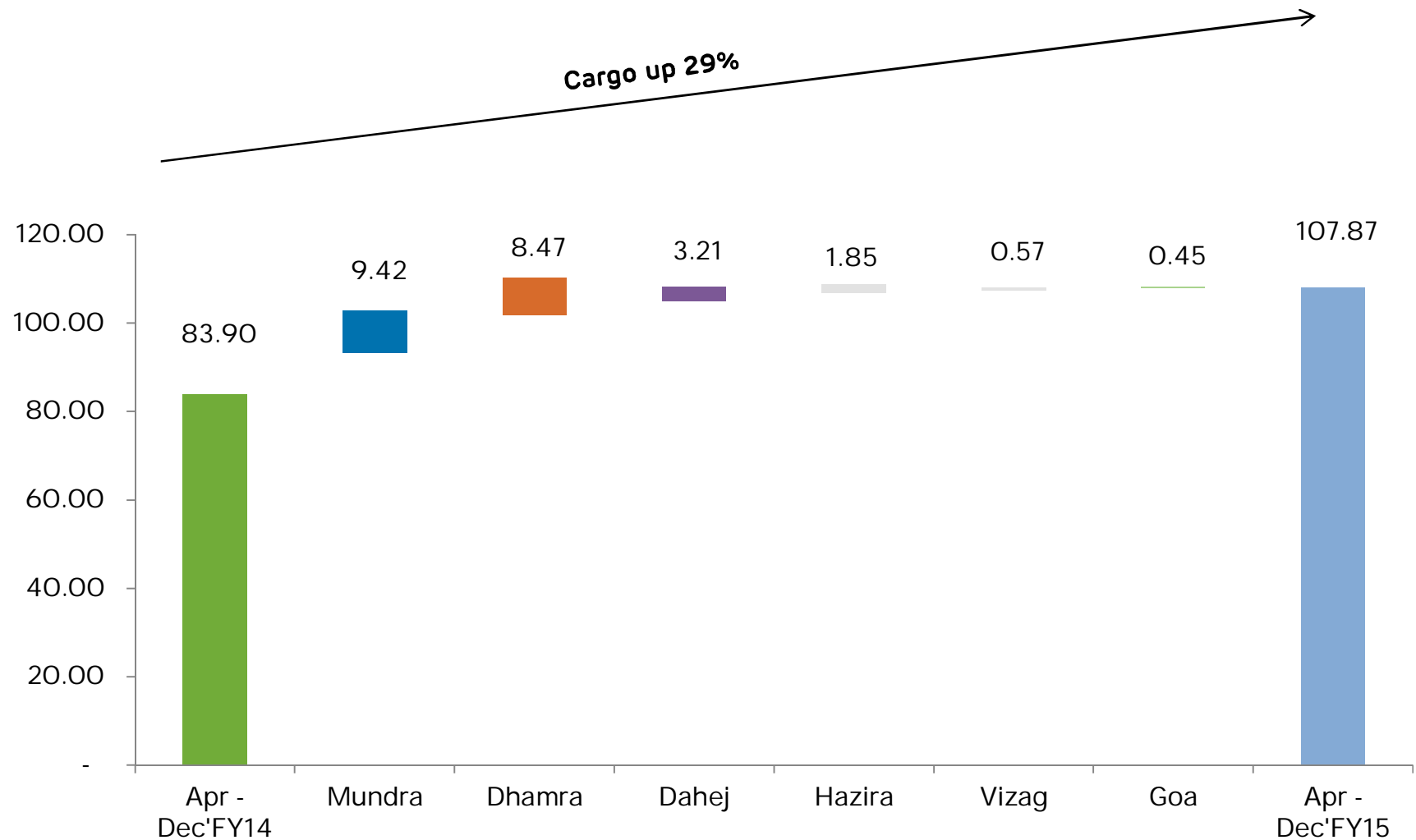
Handled "Orange Phoenix" (207,000 DWT & 179,741 MT Coal) at West Basin - largest ever bulk vessel to call at any port at West Coast of India

National record of highest discharge (33,528 MT) of rock phosphate in 24 Hours on "MV Smarty" Vessel on 6th November'2014 – Hazira Port

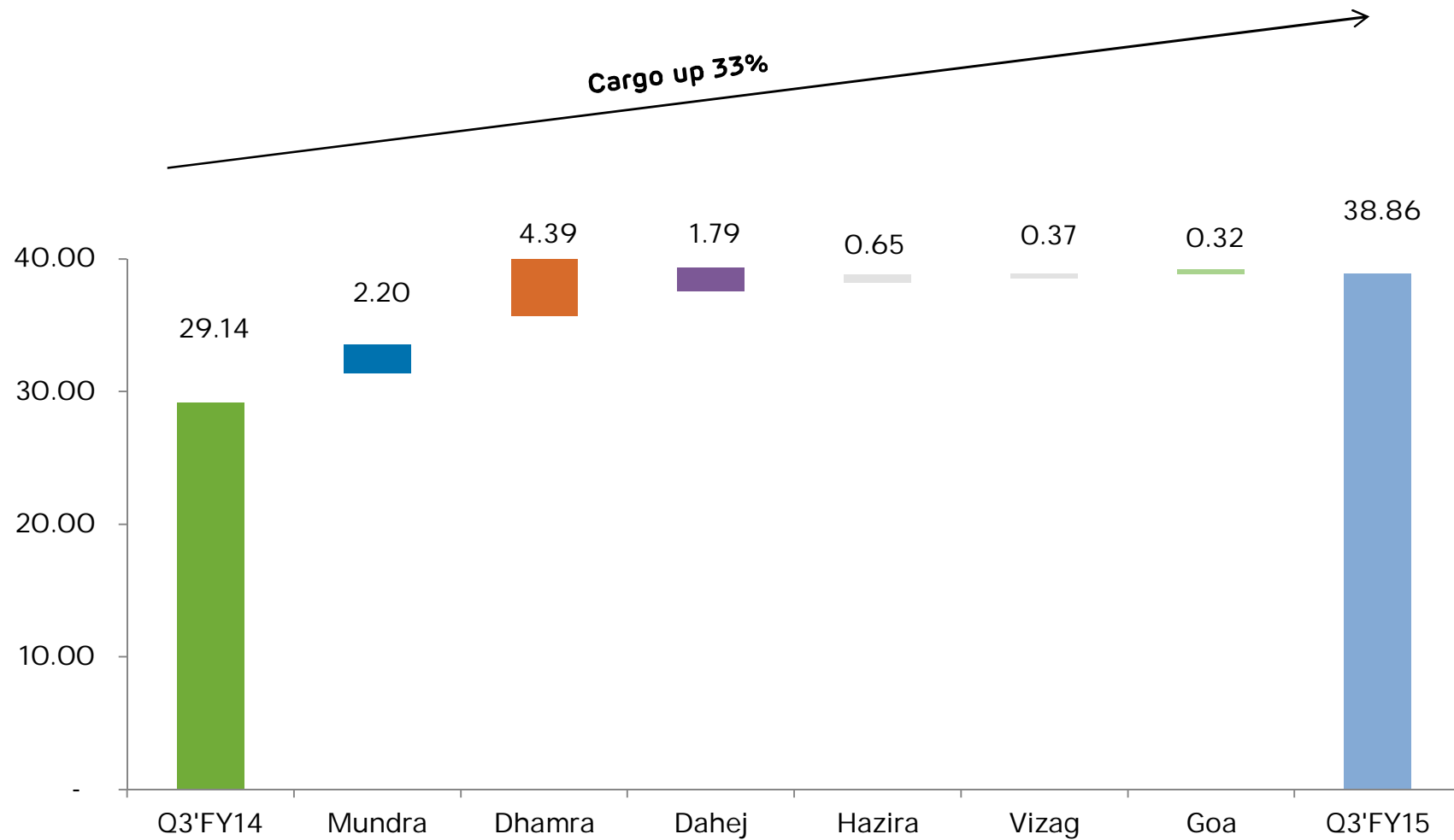
First Ever class-A (Ethanol) rake movement in Liquid Terminal at Mundra in November'2014

Handled 300th IOCL vessel "Bright Oil Glory" on 15th October'2014 and 100th HMEL vessel "MT Cape Bonny" on 8th November'2014

APSEZ Consolidated–Cargo Growth (MMT)–Apr-Dec'FY15 vs Apr-Dec'FY14



APSEZ Consolidated – Cargo Growth (MMT) – Q3'FY15 vs. Q3'FY14



Performance of Indian Major Ports–Total Cargo (MMT)

Ports	Apr - Dec'FY15	Apr - Dec'FY14	Inc/(Dec) %
Kandla	70.86	66.08	7%
Paradip	53.52	50.86	5%
JNPT	48.07	45.99	5%
Mumbai	46.17	43.64	6%
Visakhapatnam	43.80	43.07	2%
Chennai	39.78	38.10	4%
New Mangalore	27.10	29.34	-8%
V.O. Chidambaranar (Tuticorin Port)	23.31	21.22	10%
Kamarajar (Ennore)	22.63	19.80	14%
Haldia	21.88	21.51	2%
Cochin	15.99	15.62	2%
Kolkata Dock System	10.49	9.26	13%
Mormugao	10.27	8.57	20%
Major Ports	433.87	413.06	5%
Mundra	84.15	74.73	13%

(Source for Major Ports : Indian Ports Association)

Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	Apr - Dec'FY15	Apr - Dec'FY14	Inc/(Dec) %
JNPT	3,346	3,035	10%
Chennai	1,181	1,114	6%
V.O. Chidambaranar (Tuticorin Port)	408	369	11%
Kolkata	395	344	15%
Cochin	280	264	6%
Visakhapatnam	187	199	-6%
Haldia	82	87	-6%
New Mangalore	47	37	27%
Mumbai	35	30	17%
Mormugao	20	15	33%
Paradip	2	6	-67%
Kandla	-	29	-100%
Major Ports	5,984	5,529	8%
Mundra	2,019	1,683	20%
Gujarat Pipavav	593	500	18%

(Source for Major Ports : Indian Ports Association)

Operational Performance – Consolidated

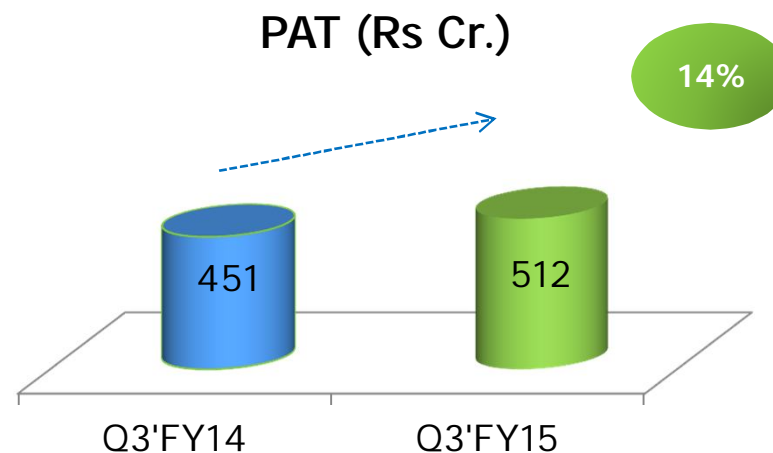
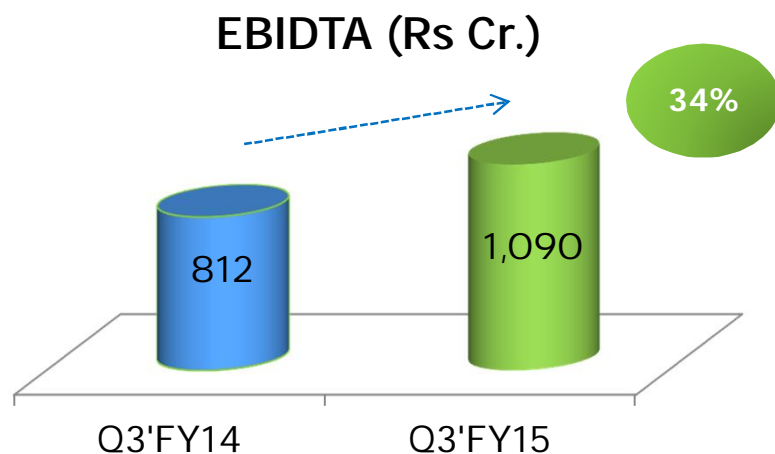
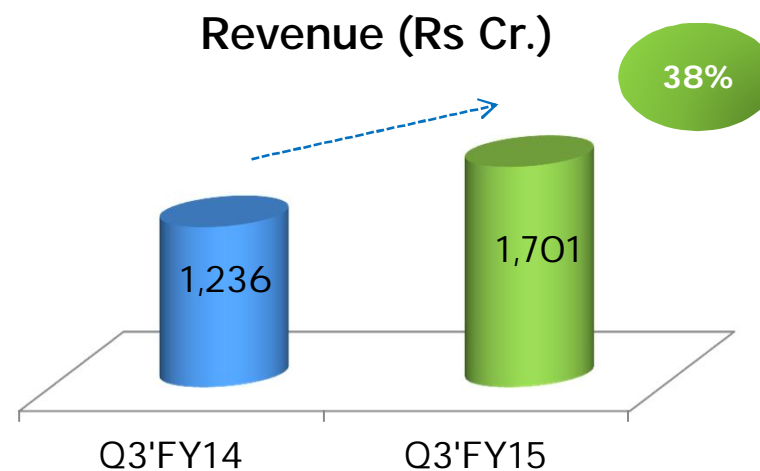
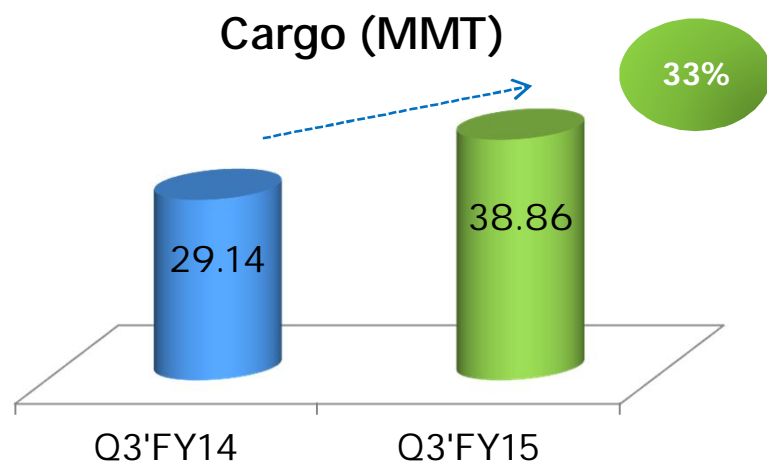
Q3'FY15 Vs Q3'FY14

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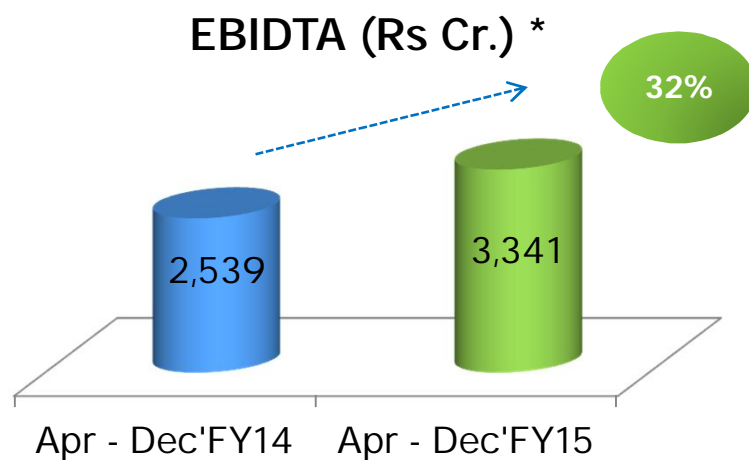
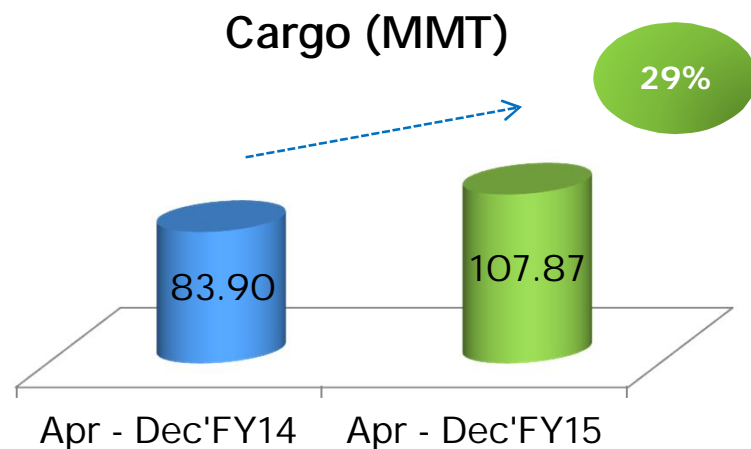
Apr - Dec'FY15 Vs Apr - Dec'FY14

Consolidated Performance

Q3

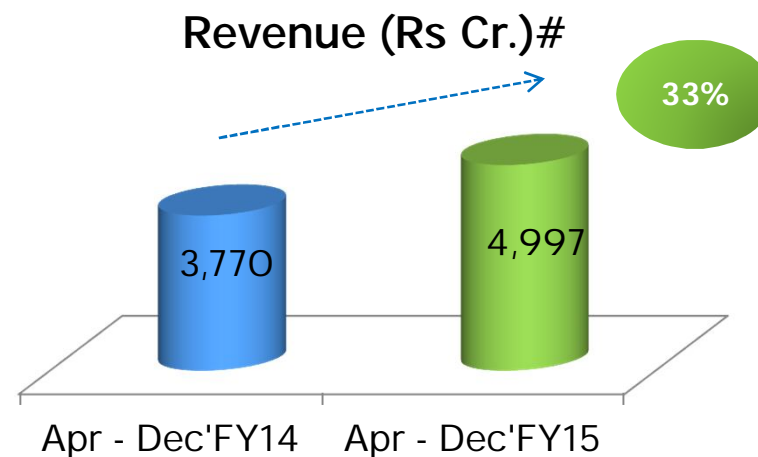


Consolidated Performance

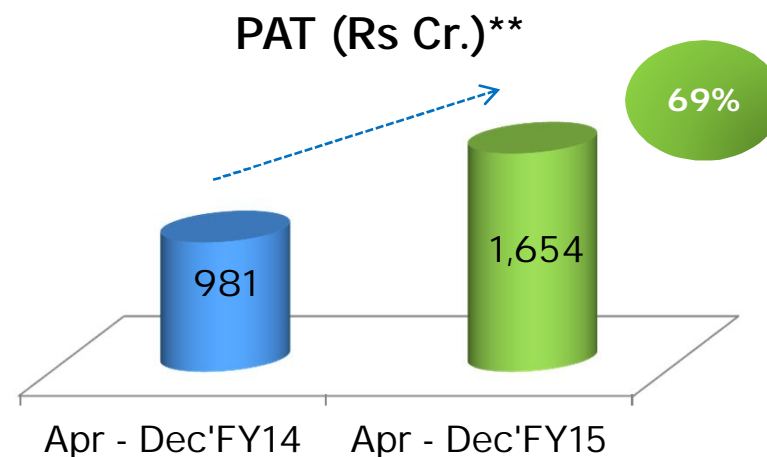


*Apr-Dec'FY14: EBIDTA from CT3 Infrastructure development Rs 229 Cr is excluded to make figures comparable

Apr - Dec



#Apr-Dec'FY14: Revenue from CT3 Infrastructure development Rs 437 Cr is excluded to make figures comparable



**Apr-Dec'FY14: PAT from CT3 Infrastructure development Rs 229 Cr is excluded to make figures comparable

Consolidated Financial Performance (₹ Cr)

(₹ Crores)

Sr. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		December 31, 2014	September 30, 2014	December 31, 2013	December 31, 2014	December 31, 2013	March 31, 2013
		(unaudited)			(Unaudited)		Audited
1	a. Net Sales / Income from Operations	1,533.68	1,444.76	1,026.40	4,224.22	3,514.85	4,580.89
	b. Other Operating Income	12.65	210.36	45.80	238.87	181.36	243.10
	Total Income	1,546.33	1,655.12	1,072.20	4,463.09	3,696.21	4,823.99
2	Expenditure						
	a. Operating Expenses	426.22	450.97	306.55	1,212.69	1,119.95	1,479.84
	b. Employee Cost	71.37	62.69	49.81	177.14	119.26	161.61
	c. Depreciation / Amortisation	255.76	232.35	183.44	663.98	514.32	649.48
	d. Foreign Exchange (Gain) / Loss (net)	24.60	23.18	20.51	58.03	59.13	57.45
	e. Other Expenses	88.56	67.84	46.79	207.55	140.25	204.74
	Total Expenditure	866.51	837.03	607.10	2,319.39	1,952.91	2,553.12
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	679.82	818.09	465.10	2,143.70	1,743.30	2,270.87
4	Other Income	154.80	210.09	163.84	533.63	510.71	683.63
5	Profit before Finance Cost and Tax (3+4)	834.62	1,028.18	628.94	2,677.33	2,254.01	2,954.50
6	Finance Cost						
	a. Finance Cost	344.47	367.09	196.49	920.74	578.09	765.85
	b. Derivative (Gain)/Loss	(22.95)	15.97	(55.61)	(45.25)	325.04	210.91
7	Profit before tax (5-6)	513.10	645.12	488.06	1,801.84	1,350.88	1,977.74
8	Tax Expense (net)	1.13	68.87	38.56	136.59	140.36	236.74
9	Net profit before minority shareholders (7-8)	511.97	576.25	449.50	1,665.25	1,210.52	1,741.00
10	Share of minority shareholders (net)	(0.11)	2.73	(1.01)	11.65	0.68	1.36
11	Net Profit (9-10)	512.08	573.52	450.51	1,653.60	1,209.84	1,739.64

Operational Performance – Standalone

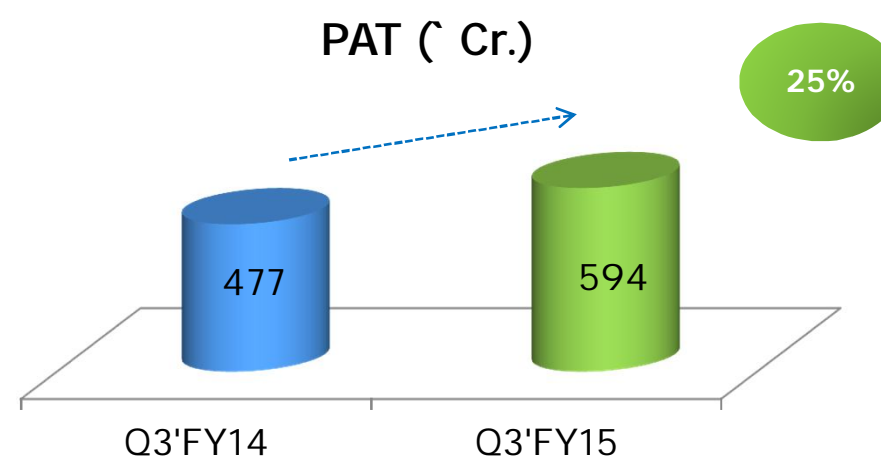
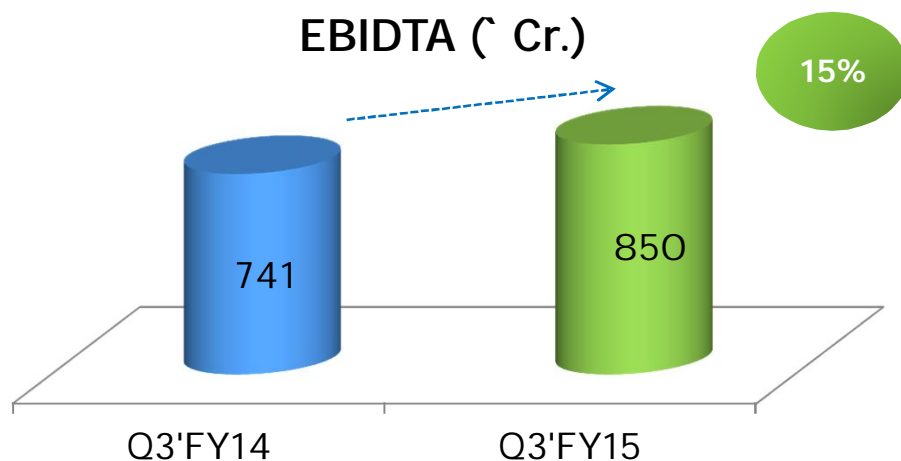
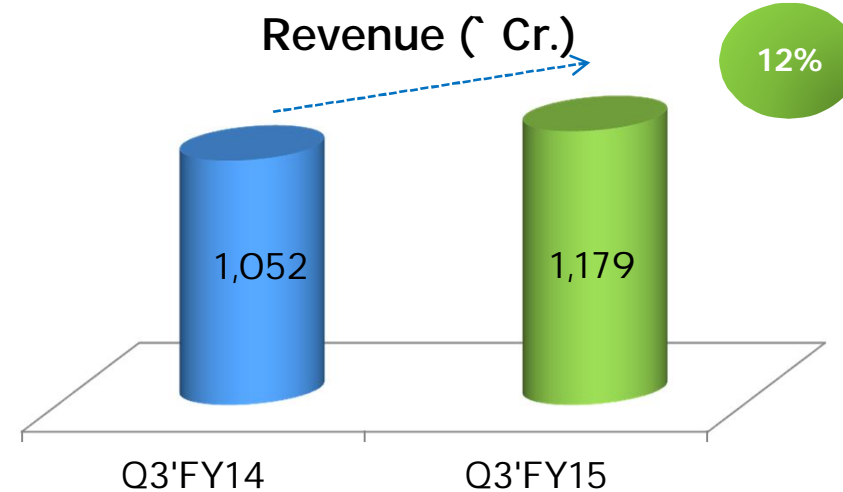
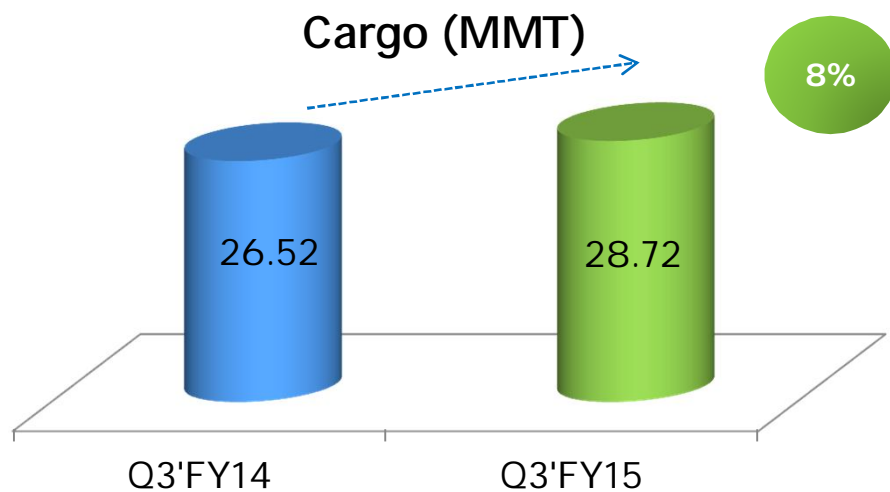
Q3'FY15 Vs Q3'FY14

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Apr - Dec'FY15 Vs Apr - Dec'FY14

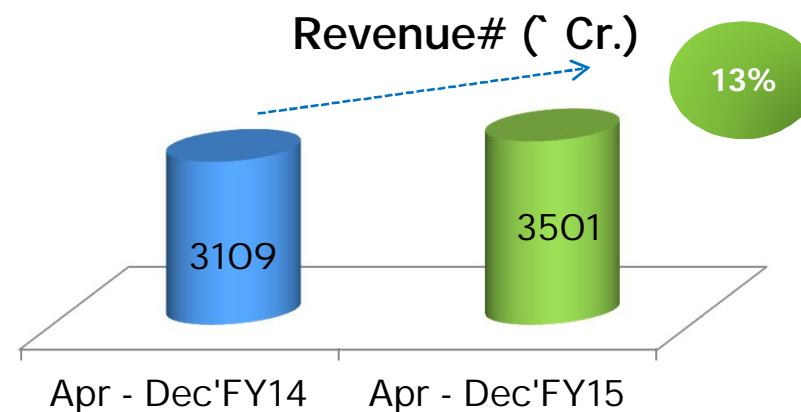
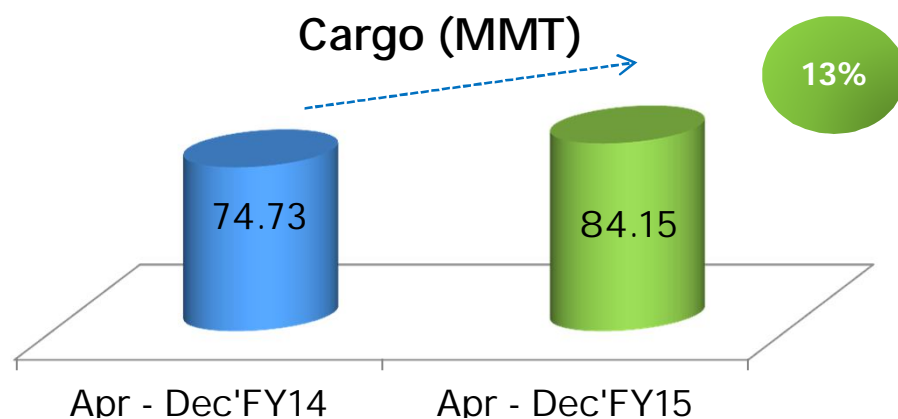
Standalone Performance

Q3

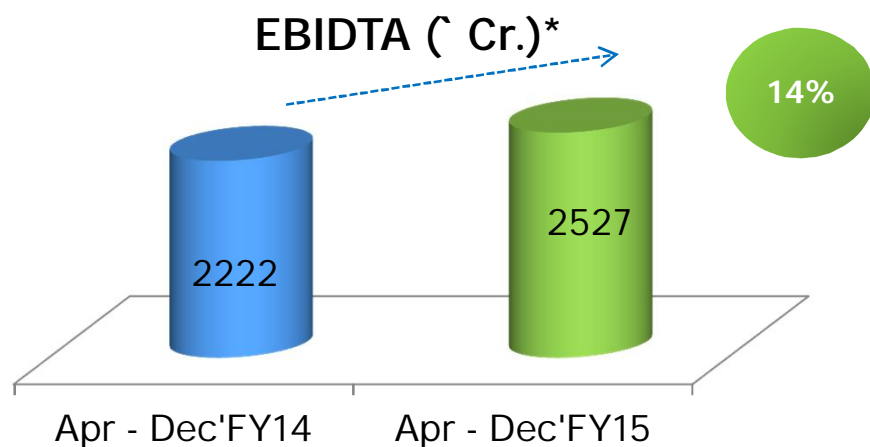


Standalone Performance

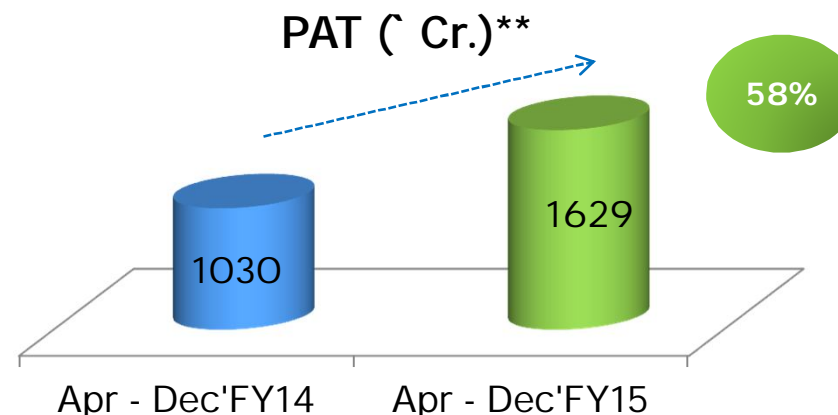
Apr - Dec



#Apr-Dec'FY14: One time revenue from CT3 Infrastructure development Rs 875 Cr is excluded to make figures comparable



*Apr-Dec'FY14: One time EBIDTA from CT3 Infrastructure development Rs 458 Cr is excluded to make figures comparable



** Apr-Dec'FY14: One time PAT from CT3 Infrastructure development Rs 458 Cr is excluded to make figures comparable

Standalone Financial Performance (₹ Cr)

(₹ Crores)

Sr. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		December 31, 2014	September 30, 2014	December 31, 2013	December 31, 2014	December 31, 2013	March 31, 2014
		(unaudited)			(Unaudited)		Audited
1	a. Net Sales / Income from Operations	922.82	849.50	801.84	2,626.33	3,234.72	4,035.80
	b. Other Operating Income	30.91	260.77	78.13	316.40	240.83	309.98
	Total Income	953.73	1,110.27	879.97	2,942.73	3,475.55	4,345.78
2	Expenditure						
	a. Operating Expenses	211.85	256.06	217.76	665.80	1,049.60	1,271.50
	b. Employee Cost	49.33	40.15	37.43	118.53	87.78	117.00
	c. Depreciation / Amortisation	125.88	122.99	121.76	368.52	346.49	455.71
	d. Foreign Exchange (Gain) / Loss (net)	23.50	22.41	20.49	55.25	57.09	60.52
	e. Other Expenses	44.24	49.95	35.56	133.87	108.87	156.69
	Total Expenditure	454.80	491.56	433.00	1,341.97	1,649.83	2,061.42
3	Profit from Operations before Other Income, Finance Cost and Tax (1-2)	498.93	618.71	446.97	1,600.76	1,825.72	2,284.36
4	Other Income	224.96	169.06	172.04	558.08	508.33	679.75
5	Profit before Finance Cost and Tax (3+4)	723.89	787.77	619.01	2,158.84	2,334.05	2,964.11
6	Finance Cost						
	a. Finance Cost	209.17	209.29	148.39	567.35	439.45	577.87
	b. Derivative (Gain) / Loss	(21.33)	18.19	(45.18)	(42.15)	268.67	175.99
7	Profit before Tax (5-6)	536.05	560.29	515.80	1,633.64	1,625.93	2,210.25
8	Tax Expense (net)	(58.15)	30.92	38.75	4.97	138.11	194.08
9	Profit after Tax (7-8)	594.20	529.37	477.05	1,628.67	1,487.82	2,016.17

New Developments

Container Terminal 4



Hazira – Liquid Enclosure 5 to 10



Hazira – Liquid Enclosure 5 to 10



Tuna - Jetty



Tuna – Material Handling System



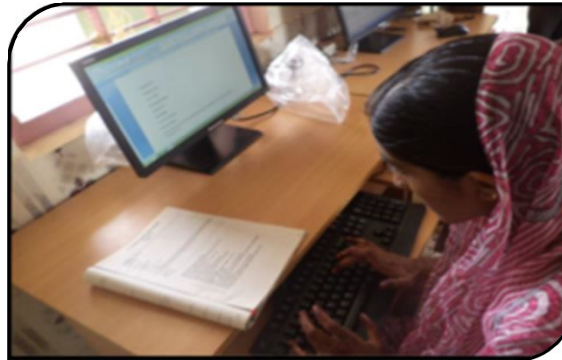
LNG – Concrete Pile



Dhamra – Liner driven work at load-out jetty



Corporate Social Responsibilities



Corporate Social Responsibilities

1. Adani Foundation under Education program initiatives:

- More than 800 students participated in personality development camps organized under M-Ken project with focus on extra curricular activities and communication skills
- Sports week celebrated among school students to imbibe the spirit of Rural Sports Development
- 1,434 students participated in First Cluster Level Educational Vocational Guidance Fair organized in Bhuj from 28th November 2014 to 4th December 2014 with a focus on aptitude test and career talk
- A two day teacher's training program on 'innovative teaching methods' conducted in December - 26 teachers from 10 schools participated
- Science on Wheel- project implemented covering a total of 9 schools and benefitting 766 students

2. Adani Foundation under Community Health initiatives:

- Around 6,000 patients benefitted by the health care services through our rural clinics
- Around 1,300 transactions carried out under Health Card to senior Citizen scheme in 38 villages
- Under the " Healthy Hazira – Wealthy Hazira Campaign", Street Plays have been organized at 13 spots in 7 villages with the theme of 'De-addiction'. The program reached out to around 2,500 villagers
- Mobile Health Care Unit Van inaugurated in Dahej in December followed by its scheduled working
- Chiranjivi and Bal Sakha scheme inaugurated in Adani Hospital on 6th December, 2014. A total of 250 members attended the awareness programs

Corporate Social Responsibilities

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- Total of 3,240 man-days employment have been provided to local fisherman from our Mangrove Plantation program at Luni and Hamiramora site
- First batch of beautician training at Jageshwar has been completed benefitting local women
- Total of 10,120 trees have been planted under the tree plantation program in Zarapara, Luni and Mundra . Some of the prominent varieties include Gulmohar, Neem, Pipal, Ashoka , etc
- Under the fisher folk support program, provided cycle to 9 students from fisher folk community,
- Trained 400 students under our various ASDC Programs
- Swachhata Abhiyan : Juna Bandar-Adani Foundation gives momentum to “Swachchh Bharat” movement at Juna Bandar, Mundra with Fisherfolk community

4. Adani Foundation under Rural Infrastructure Development initiatives:

- Renovation work of 36 drainage lines has been completed in Damka
- Gram Panchayat Building has been constructed and inaugurated in Rajgari
- In Mundra, road repairing work has been completed in Bavadi and Veera Bandar
- Renovation work of Primary Schools at Luvara and Jageswar has been Completed
- Some of the major work under progress in Mundra include Dormitory at Tunda Wandh, Community Hall at Navinal, Community Hall at Rabari Wandh & Fisherman Shelter at Luni

adaniTM



Resources



Logistics



Energy