



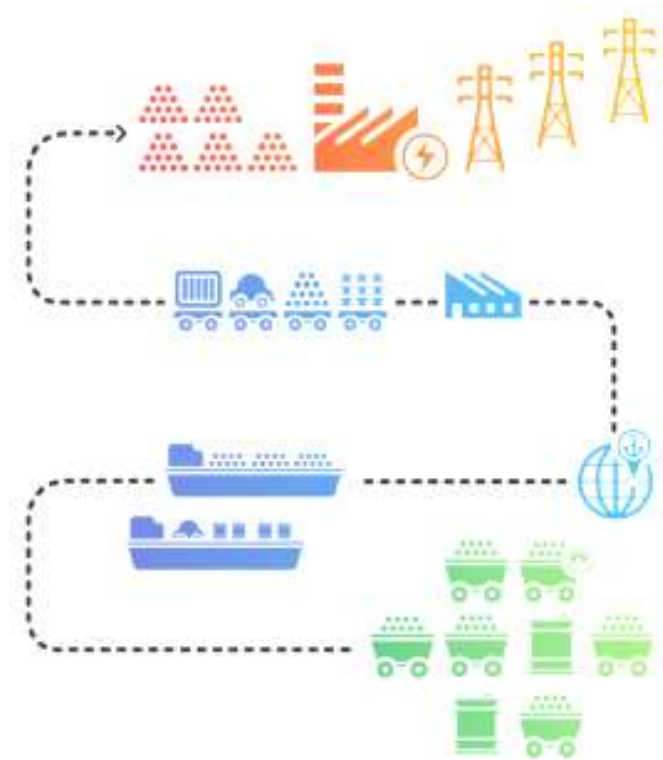
# Adani Ports and Special Economic Zone Limited

Operating highlights

84<sup>th</sup> Board Meeting, Date : 12<sup>th</sup> February'2016, Location : Adani House, Ahmedabad.

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# Business Highlights

# Business Highlights

## ➤ Strategic

- Adani Ports and Terminal Investment (an arm of Swiss-based Mediterranean Shipping Company S.A.) to further expand the facilities of AICTPL to create a transshipment hub for the Middle East, South Asia and India
- Adani Ports entered into an in-principle agreement for strategic acquisition of the Kattupalli Port in Tamilnadu with L&T Shipbuilding Limited (“LTSB”)

## ➤ Operational

- Hazira Liquid Enclosure 5 to 7 became operational w.e.f. November'2015 adding 87,153 KL capacity and with this total operational capacity at Hazira is 286,670 KL
- Construction work commenced at Vizhinjam Port in Kerala with ground breaking ceremony held on 5<sup>th</sup> Dec'2015
- APSEZ felicitated as a socially responsible company by Minister for Social Justice & Empowerment at FICCI
- APSEZ awarded as “Seaport of the year” at ET Logistics Award 2016

# Cargo Performance

# Performance of Indian Major Ports – Total Cargo (MMT)

Ports	Apr - Dec'FY15-16	Apr - Dec'FY14-15	Inc/(Dec) %
Kandla	73.87	70.86	4%
Paradip	55.13	52.39	5%
JNPT	48.23	48.07	0%
Mumbai	46.40	46.17	0%
Visakhapatnam	42.25	43.80	-4%
Chennai	37.42	39.78	-6%
V.O. Chidambaranar (Tuticorin)	27.81	23.31	19%
Haldia	24.91	21.88	14%
New Mangalore	25.29	27.10	-7%
Kamarajar (Ennore)	22.97	22.63	2%
Cochin	16.49	15.99	3%
Kolkata Dock System	12.40	11.02	12%
Mormugao	13.90	10.27	35%
<b>Major Ports</b>	<b>447.05</b>	<b>433.27</b>	<b>3%</b>
APSEZ Consolidated	114.03	107.87	6%

*(Source for Major Ports : Indian Ports Association)*

# Analysis of the Operating and Financial Performance

9m & Q3 FY 16

# Operating Highlights: Cargo and Realisations

## Cargo handled (Consolidated Position)

- **Total Cargo:**       **9M FY16:** 114.03 MM (6% YoY), **Q3 FY16:** 37.96 MMT (-2%)
- **Containers:**       **9M FY16:** 35.29 MMT (14% YoY), **Q3 FY16:** 11.81 MMT (13% YoY)
- **Crude:**               **9M FY16:** 14.44 MMT (42% YoY), **Q3 FY16:** 4.79 MMT (14% YoY)
- **Coal:**                **9M FY16:** 47.92 MMT (-6% YoY), **Q3 FY16:** 16.30 MMT (-13% YoY)
- **Other Cargo:**       **9M FY16:** 16.38 MMT (4% YoY), **Q3 FY16:** 5.07 MMT (-8% YoY)

## Per Ton Realization \*:

- **Consolidated:**       **9M FY 16:** Rs. 481.4/tn. (8% YoY), **Q3 FY16:** Rs. 471.4/tn. (5% YoY)

**Note :** \* After eliminating revenue and cargo from sub concession terminal (CT I and CT III)



# Consolidated Financial Performance (Rs Cr)

Sr. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		December 31' 2015	September 30, 2015	December 31' 2014	December 31' 2015	December 31' 2014	March 31, 2015
		(Unaudited)			(Unaudited)		Audited
1	a. Net Sales / Income from Operations	1,565.93	1,819.90	1,519.02	5,109.10	4,179.62	5,836.18
	b. Other Operating Income	151.93	22.40	29.44	199.43	291.24	315.80
	<b>Total Income</b>	<b>1,717.86</b>	<b>1,842.30</b>	<b>1,548.46</b>	<b>5,308.53</b>	<b>4,470.86</b>	<b>6,151.98</b>
2	<b>Expenditure</b>						
	a. Operating Expenses	475.45	417.42	435.77	1,337.28	1,231.18	1,656.21
	b. Employee Cost	71.21	76.42	71.37	211.50	177.14	237.16
	c. Depreciation / Amortisation	287.70	275.62	255.76	823.91	663.98	911.68
	d. Foreign Exchange (Gain) / Loss (net)	8.39	52.45	25.41	80.24	58.84	72.25
	e. Other Expenses	91.95	90.93	81.59	258.57	198.18	284.05
	<b>Total Expenditure</b>	<b>934.70</b>	<b>912.84</b>	<b>869.90</b>	<b>2,711.50</b>	<b>2,329.32</b>	<b>3,161.35</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax(1-2)</b>	<b>783.16</b>	<b>929.46</b>	<b>678.56</b>	<b>2,597.03</b>	<b>2,141.54</b>	<b>2,990.63</b>
4	Other Income	177.89	143.64	155.25	470.37	534.98	685.64
5	<b>Profit before Finance Cost and Tax (3+4)</b>	<b>961.05</b>	<b>1,073.10</b>	<b>833.81</b>	<b>3,067.40</b>	<b>2,676.52</b>	<b>3,676.27</b>
6	<b>Finance Cost</b>						
	a. Finance Cost	263.71	364.42	344.47	946.14	920.74	1,244.22
	b. Derivative (Gain)/Loss	(5.76)	(0.49)	(23.76)	8.88	(46.06)	(69.16)
7	<b>Profit before tax (5-6)</b>	<b>703.10</b>	<b>709.17</b>	<b>513.10</b>	<b>2,112.38</b>	<b>1,801.84</b>	<b>2,501.21</b>
8	Tax Expense (net)	65.00	57.79	1.13	191.14	136.59	176.72
9	<b>Net profit before minority shareholders (7-8)</b>	<b>638.10</b>	<b>651.38</b>	<b>511.97</b>	<b>1,921.24</b>	<b>1,665.25</b>	<b>2,324.49</b>
10	Share of minority shareholders (net)	(7.66)	(16.14)	(0.11)	(32.82)	11.65	10.16
11	Share of Profit/(Loss) from Associates	(0.80)	(0.06)	-	(0.76)	-	-
12	<b>Net Profit (9 - 10 + 11)</b>	<b>644.96</b>	<b>667.46</b>	<b>512.08</b>	<b>1,953.30</b>	<b>1,653.60</b>	<b>2,314.33</b>

# Financial Performance: Total and Ports only

Rs. In Cr.

Cargo in mmt

Particulars	Consolidated			
	9M FY16		Q3 FY16	
	Amount	% Change	Amount	% Change
Cargo (mmt)	114.03	6%	37.96	-2%
Total Revenue	5309	19%	1718	11%
Total EBITDA	3421	22%	1071	15%
EBITDA Margin(%)	64%		62%	
Port Revenue	4733	14%	1551	3%
Port EBITDA	2929	14%	960	6%
Port EBITDA Margin(%)	62%		62%	

- The increase in operating revenue can be attributed to the diversified cargo base of APSEZL, the increase in EBITDA is on account of optimization of operating expenses and the PAT grew due to the rationalization of finance cost. However the cargo remained flat

# New Developments

## CT4 (Mundra)



## CT3 Extension (Mundra)



## LNG Terminal



## Dhamra (Berth 3)



# Corporate Social Responsibility



# Corporate Social Responsibility

## 1. Adani Foundation under Education program initiatives:

- Conducted teachers' workshop on increasing communication skills and explaining the Semester System Credit & Grading and the Education System, Mundra
- Project "Udaan" covered five schools of Nakhatrana and Abdasa of Kutch region - a total of 1000+ students visited the **Adani group of Industries**, Mundra
- 182 coloured activity tables were given to support Project "Pragna" in 19 schools, Hazira
- Material support (24 steel racks, 16 chairs, 20 water filters, 4 steel box & 94 educational charts) was provided to 52 Aanganwadis of Hazira benefiting 2841 children & to 303 scholars students.
- "DPCL Merit Scholarship" for Eight periphery panchayats which benefited 33 students, Dhamra
- IT Literacy program for the periphery village students was conducted, Dhamra
- Support to the Government Schools for Pragna Project, Dahej

## 2. Adani Foundation under Community Health initiatives:

- Organized special camp for malnourished children, with treatment 4 more children moved in normal category.
- Organized General Health Camp in Sanjognagar area (Bhuj), the area has very poor health facility and total 415 patient benefitted
- Dialysis Care and Support Service at GAIMS-G.K Hospital - benefited 4 patient with 2-4 rounds of dialysis per week
- A total of 20,866 patients were provided with free Health Care Services by Mobile Health care Units and Rural Clinics.

# Corporate Social Responsibility

- De-Addiction: Follow-up of six patients sent to rehabilitation center from Damka & Tena Village.
- Treated 4,628 patients of 3 gram-panchayats at Community Health Center and more than 2,800 patients treated by Mobile Health Care Unit, Dhamra
- Mobile Health Care Unit provided health care, benefitting more than 1600 patients, Dahej

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

- Provided vocational training benefitting 147 students, Mundra
- Provided Crane Operating training to 20 candidates Mundra
- Organized orientation program for soft skill training, Mundra
- "Diya For Hope"- an income generation activity carried out during Diwali, Hazira

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

- Construction of atithi bhavan at Tunda Wandh and water tank at Modhava, Mundra
- Toilet Construction at Luni and Dhrub, Mundra
- RO plant installation in school at wandh, Mundra and Lakhigam Village, Dahej
- Renovation of 78 houses at Lakhigam Navi Nagri was carried out by the Foundation at Dahej is completed.
- Construction of school toilets, Dhamra



# adani™



Resources



Logistics



Energy