Adani Ports & Special Economic Zone Limited

Thinking Big, Doing Better

Operational Highlights

65th Board Meeting

14th May, 2012

APSEZ - RECENT HIGHLIGHTS

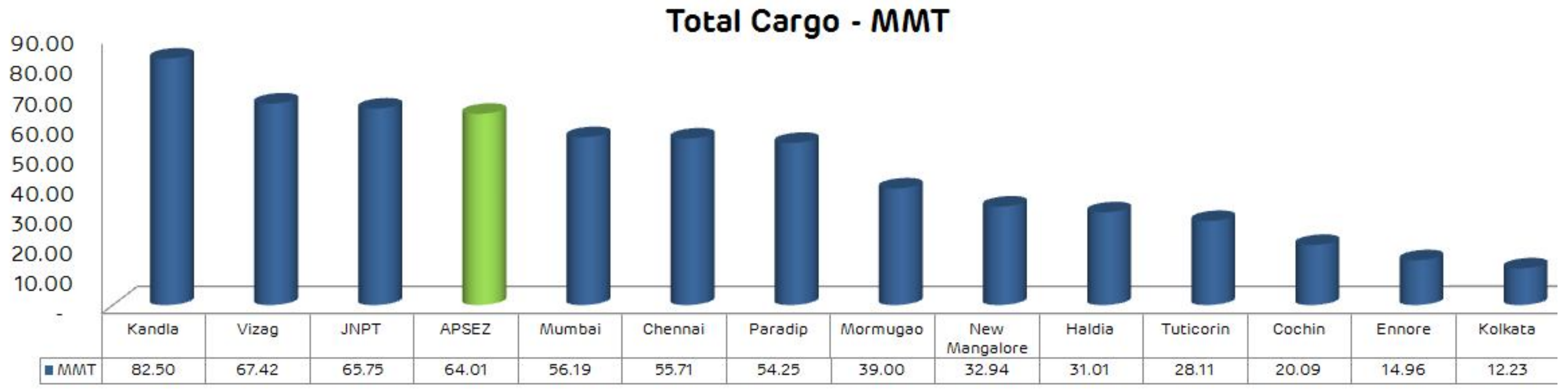
- Mundra Port 4th Largest Port - Up from 7th among Indian Commercial Ports.
- Railway Double Line Track Between R&d-yard And Bhadreshwar Station Became Operational On 31st Jan 2012.
- Handled 64.01 MMT Cargo 24% Growth (Yoy) & Its MARKET SHARE Improved TO 10.3% From 8.3% (YoY).
- Handled Highest Container Volume 1.52 (Million TEUs) 24% Growth (YoY) & Market Share In Container Improved To 16.4% From 14.0% (YoY).
- Handled Highest Coal Volume (18.75 MMT) In FY'11-12.

APSEZ – Operational Achievements

Sr. No.	Particulars	UOM	Achievements		Previous Best	
1	Steam Coal discharge	MT	115,119	22-Jan-12	111,699	4-Dec-11
2	Railway - Container Rakes	Nos	21	27-Feb-12	20	17-Dec-11
3	AMCT Cargo	('000 TEUs)	217	Q4'11	200	Q3'11
4	MICT Cargo	('000 TEUs)	204	Q4'11	193	Q1'11
5	Coal	MMT	18.75	FY 11-12	14.06	FY 10-11
6	Fertilizer	MMT	4.51	FY 11-12	3.16	FY 10-11
7	SPM (Crude Oil)	MMT	9.30	FY 11-12	7.47	FY 09-10
8	HPCL	MMT	5.35	FY 11-12	5.19	FY 10-11

Cargo at Indian Ports

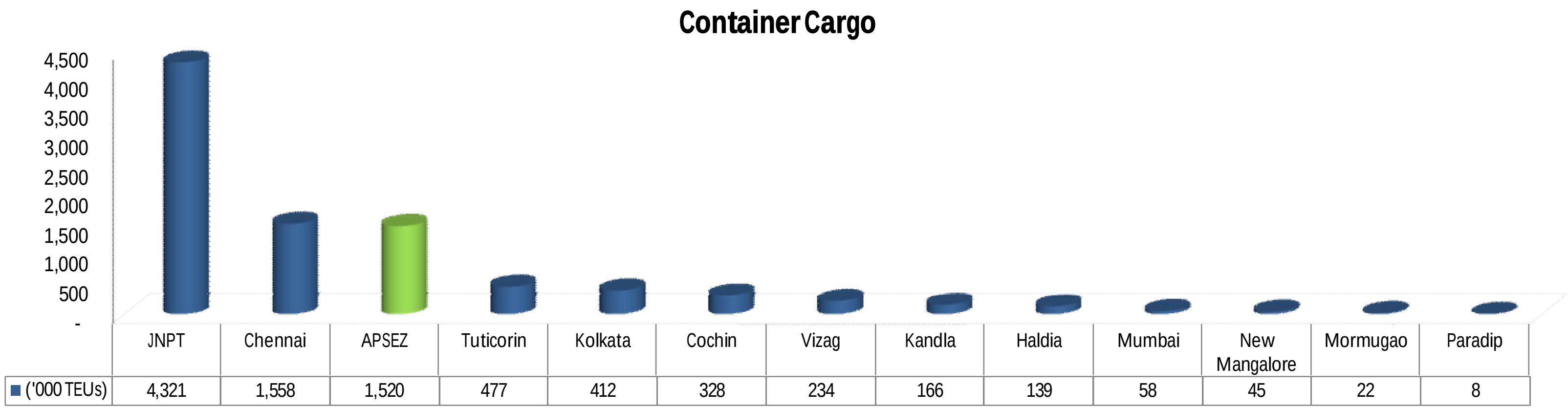
Ports	FY 2011-12	FY 2010-11	PoP
Kandla	82.50	81.88	1%
Vizag	67.42	68.04	-1%
JNPT	65.75	64.31	2%
Mumbai	56.19	54.59	3%
Chennai	55.71	61.46	-9%
Paradip	54.25	56.03	-3%
Mormugao	39.00	50.02	-22%
New Mangalore	32.94	31.55	4%
Haldia	31.01	35.01	-11%
Tuticorin	28.11	25.73	9%
Cochin	20.09	17.87	12%
Ennore	14.96	11.01	36%
Kolkata	12.23	12.54	-2%
Major Ports	**560.15**	**570.03**	**-2%**
APSEZ	64.01	51.68	24%
Total Cargo	**624.16**	**621.71**	**0%**
APSEZ Market Share	**10.3%**	**8.3%**	



adani

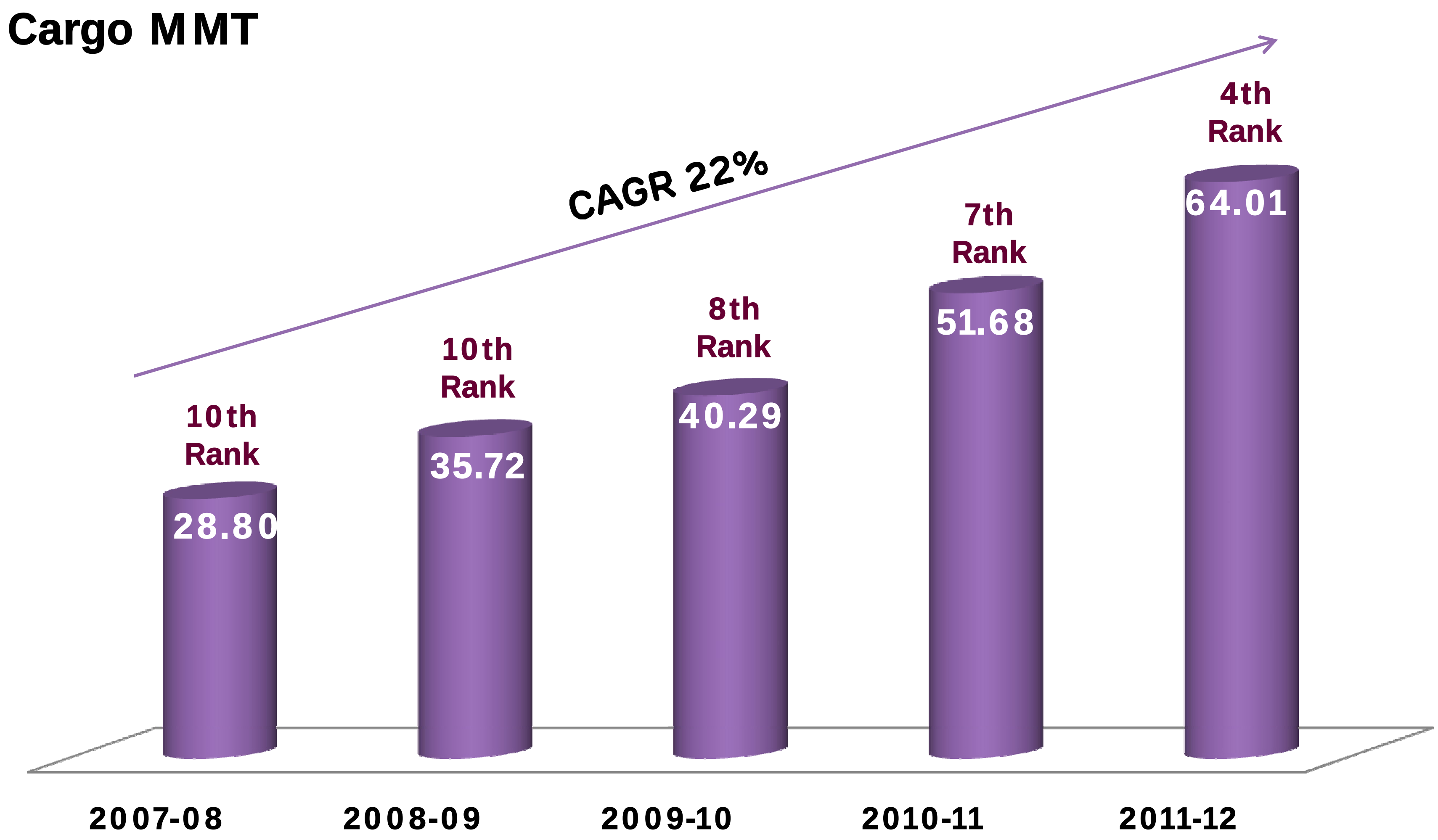
Container Cargo at Indian Ports

Ports	Container Cargo (000' TEUs)		
	FY 2011-12	FY 2010-11	PoP
JNPT	4,321.00	4,270.00	1%
Chennai	1,558.22	1,524.00	2%
Tuticorin	477.00	468.00	2%
Kolkata	412.00	377.00	9%
Cochin	327.82	312.00	5%
Vizag	234.00	145.00	61%
Kandla	166.05	160.00	4%
Haldia	139.00	149.00	-7%
Mumbai	58.00	72.00	-19%
New Mangalore	45.00	40.00	13%
Mormugao	21.80	18.00	21%
Paradip	8.00	4.00	100%
Major Ports	**7,767.89**	**7,539.00**	**3%**
APSEZ	1,519.58	1,228.08	24%
Total Cargo	**9,287.47**	**8,767.08**	**6%**
APSEZ Market Share	**16.4%**	**14.0%**	

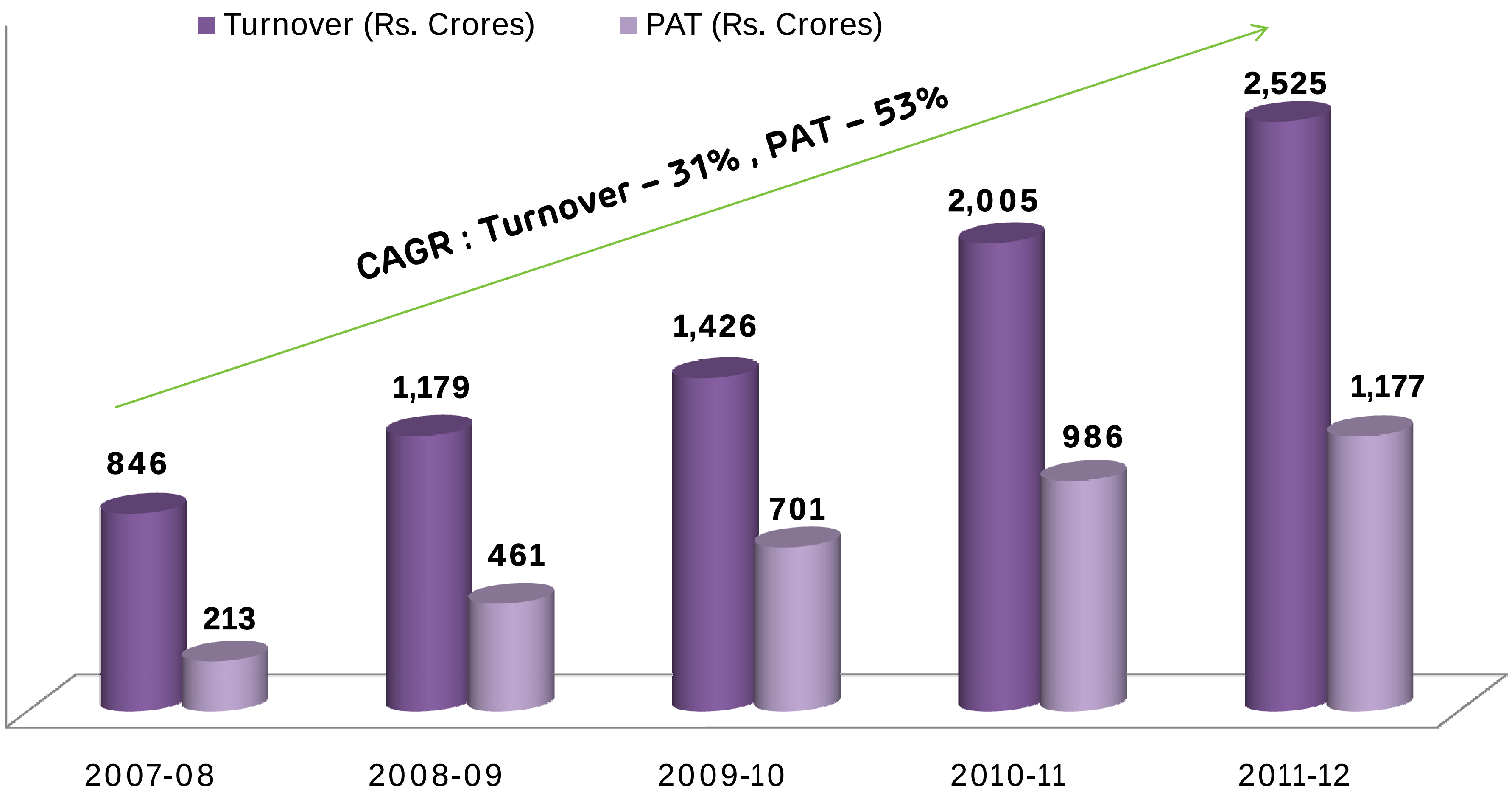


APSEZ – Performance : FY 11-12

APSEZ Cargo Growth



APSEZ Turnover & PAT



APSEZ - Operations Highlights

Particulars	UOM	FY 11-12	FY 10-11	PoP (%)
Vessels	Counts	2,577	2,517	2%
GRT	MMT	83.89	74.45	13%
Cargo Handled	MMT	64.01	51.68	24%
Dry Cargo	MMT	29.25	22.66	29%
Liquid Cargo (Incl HPCL/Crude)	MMT	16.42	14.17	16%
Bulk Cargo	MMT	45.67	36.83	24%
Containers	MMT	18.34	14.85	24%

APSEZ - Operations Highlights

Particulars	UOM	Q4' 11-12	Q4' 10-11	PoP (%)
Vessels	Counts	645	623	4%
GRT	MMT	20.85	19.72	6%
Cargo Handled	MMT	15.53	14.07	10%
Dry Cargo	MMT	6.11	6.48	-6%
Liquid Cargo (Incl HPCL/Crude)	MMT	4.32	3.82	13%
Bulk Cargo	MMT	10.43	10.30	1%
Containers	MMT	5.10	3.77	35%

APSEZ Cargo - Consolidated

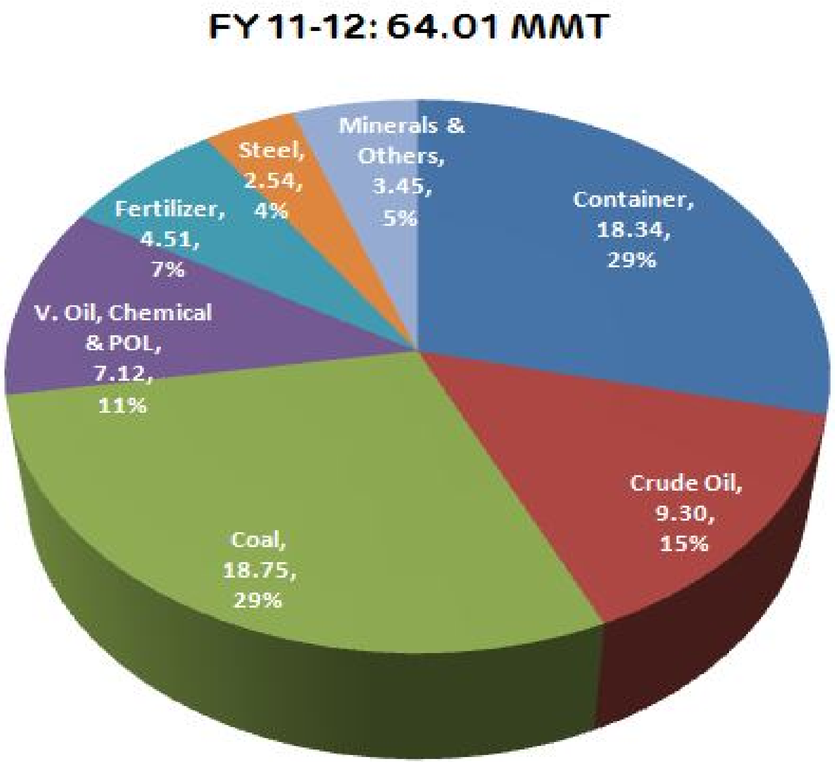
(MMT)

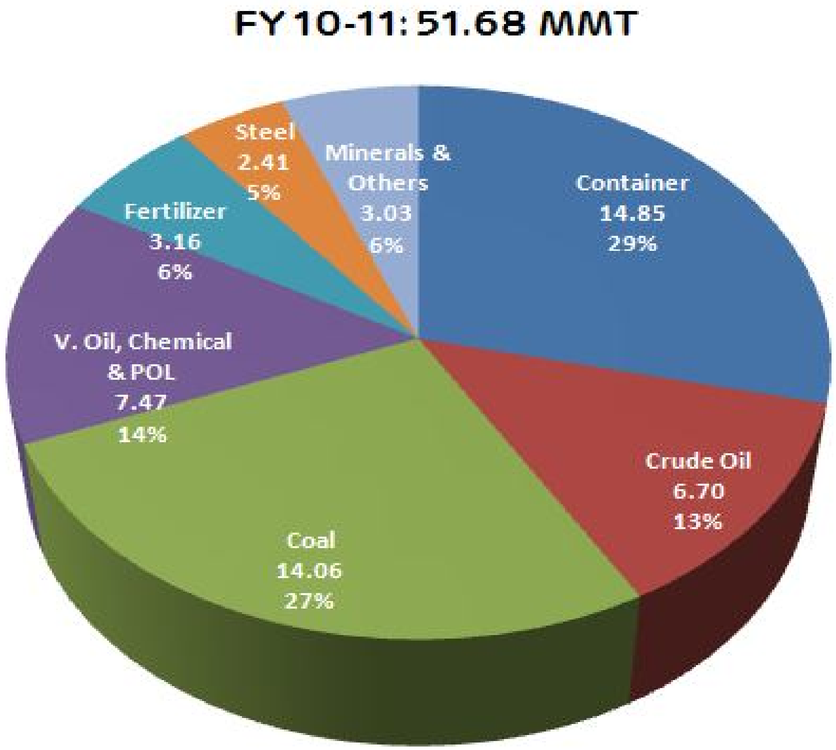
APSEZ	FY 2011-12	FY 2010-11	YOY (Growth %)
Mundra Port	64.01	51.68	24%
Dahej	2.14	0.58	269%
Abbot Point	11.60	-	100%
Total Cargo	**77.75**	**52.26**	**49%**

Note: Abbot Point Contracted Cargo July to March 12: 18mtpa

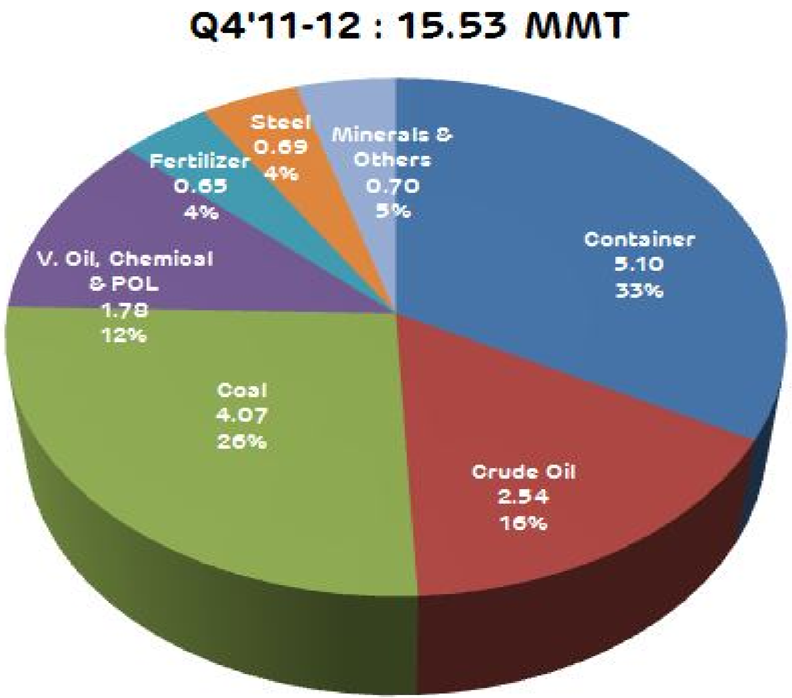
adani

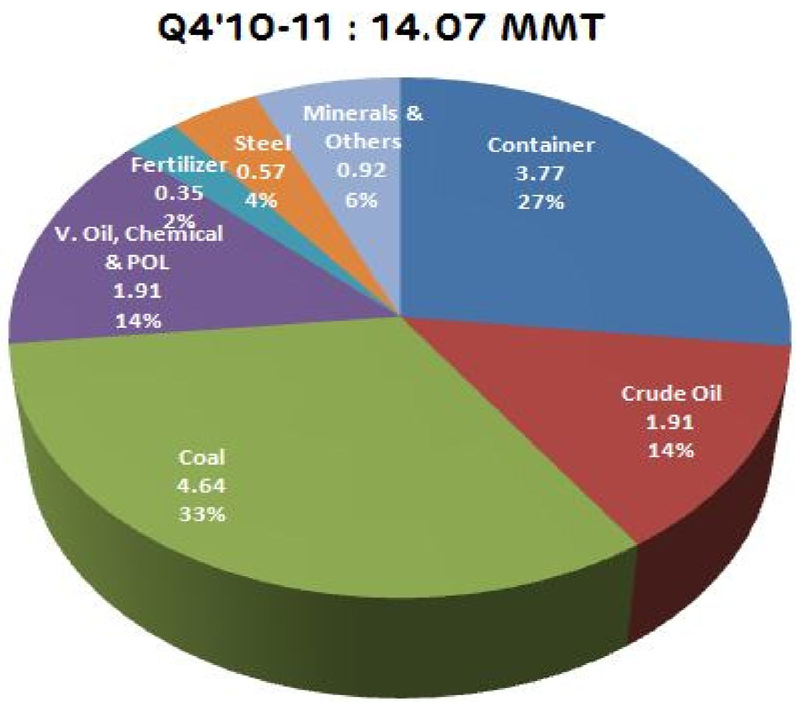
APSEZL Cargo: FY 12 – FY 11





APSEZL Cargo: Q4 FY 12 – Q4 FY 11





APSEZL – Financial Performance

Sr. No.	Particulars	Standalone					Consolidated	
		Quarter Ended			Accounting Year Ended		Accounting Year Ended	
		March 31, 2012	December 31, 2011	March 31, 2011	March 31, 2012	March 31, 2011	March 31, 2012	March 31, 2011
		Unaudited			Audited			
1	a. Net Sales / Income from Operations	61,381	65,537	57,353	237,307	179,282	320,938	193,717
	b. Other Operating Income	2,808	3,525	3,141	10,883	9,225	6,142	6,294
	Total Income	**64,188**	**69,062**	**60,494**	**248,190**	**188,507**	**327,080**	**200,011**
2	**Expenditure**							
	a. Operating Expenses	12,890	14,134	12,375	53,685	41,897	90,153	53,211
	b. Employees Cost	2,165	2,304	1,692	8,926	6,662	12,433	7,976
	c. Depreciation / Amortisation	7,674	7,019	5,864	27,350	20,786	46,303	23,876
	d. Other Expenses	3,379	4,481	2,264	14,390	8,950	17,969	8,884
	Total Expenditure	**26,108**	**27,938**	**22,196**	**104,350**	**78,294**	**166,858**	**93,946**
3	**Profit from Operations before Other Income, Finance Cost, Exceptional Items and Tax(1-2)**	**38,080**	**41,123**	**38,298**	**143,840**	**110,213**	**160,222**	**106,065**
4	Other Income	835	1,264	4,293	4,270	12,023	10,880	11,003
5	**Profit before Finance Cost, Exceptional Items and Tax (3+4)**	**38,915**	**42,387**	**42,590**	**148,110**	**122,236**	**171,102**	**117,068**
6	Finance Cost	2,974	8,812	3,688	21,152	14,548	52,878	16,710
7	**Profit before Tax (5 - 6)**	**35,941**	**33,575**	**38,902**	**126,958**	**107,688**	**118,224**	**100,358**
8	Tax Expense	2,053	2,515	5,429	9,232	9,072	8,956	8,741
9	**Profit after Tax for the Period (7 -8)**	**33,888**	**31,060**	**33,473**	**117,726**	**98,616**	**109,268**	**91,617**
10	Share of minority shareholders (net)	-	-	-	-	-	939	197
11	**Net Profit for the Year (9+10)**	**33,888**	**31,060**	**33,473**	**117,726**	**98,616**	**110,207**	**91,815**

Projects Development: Mundra

Mundra – South Port

Mundra – Steel Yard

Mundra – Reclaimer at West Basin

Projects Development: Subsidiaries

Mundra – South Port – Cranes Arrival

Hazira - Godown

Hazira – MHS Conveyor HBC-4C

Hazira – Container Backup Yard: E-RTG Bus Bar work

MORMUGAO – Unloading of MHC

DAHEJ – Railway Line

ABBOTT – OFFSHORE WHARF

Corporate Social Responsibilities

adani

Thank You

Resources Logistics Energy