

# Adani Ports and Special Economic Zone Limited

## Presentation to the Board of Directors

70<sup>th</sup> Board Meeting

Date : 15<sup>th</sup> May, 2013.



## APSEZ - Business Highlights

### Cargo

Mundra port holds **2nd position** in cargo throughput in India

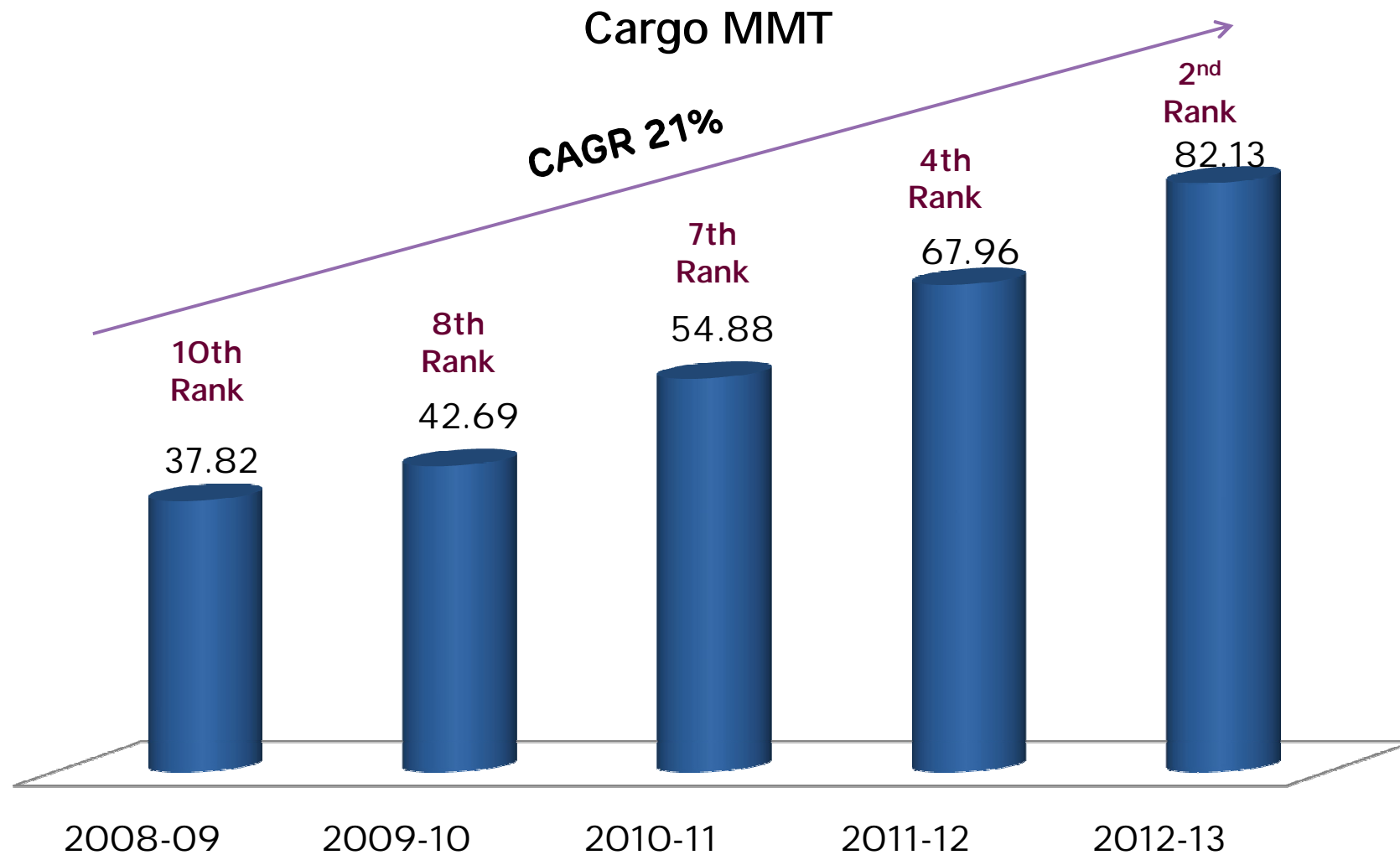
### Container

Mundra port holds **2nd position** in container throughput in India

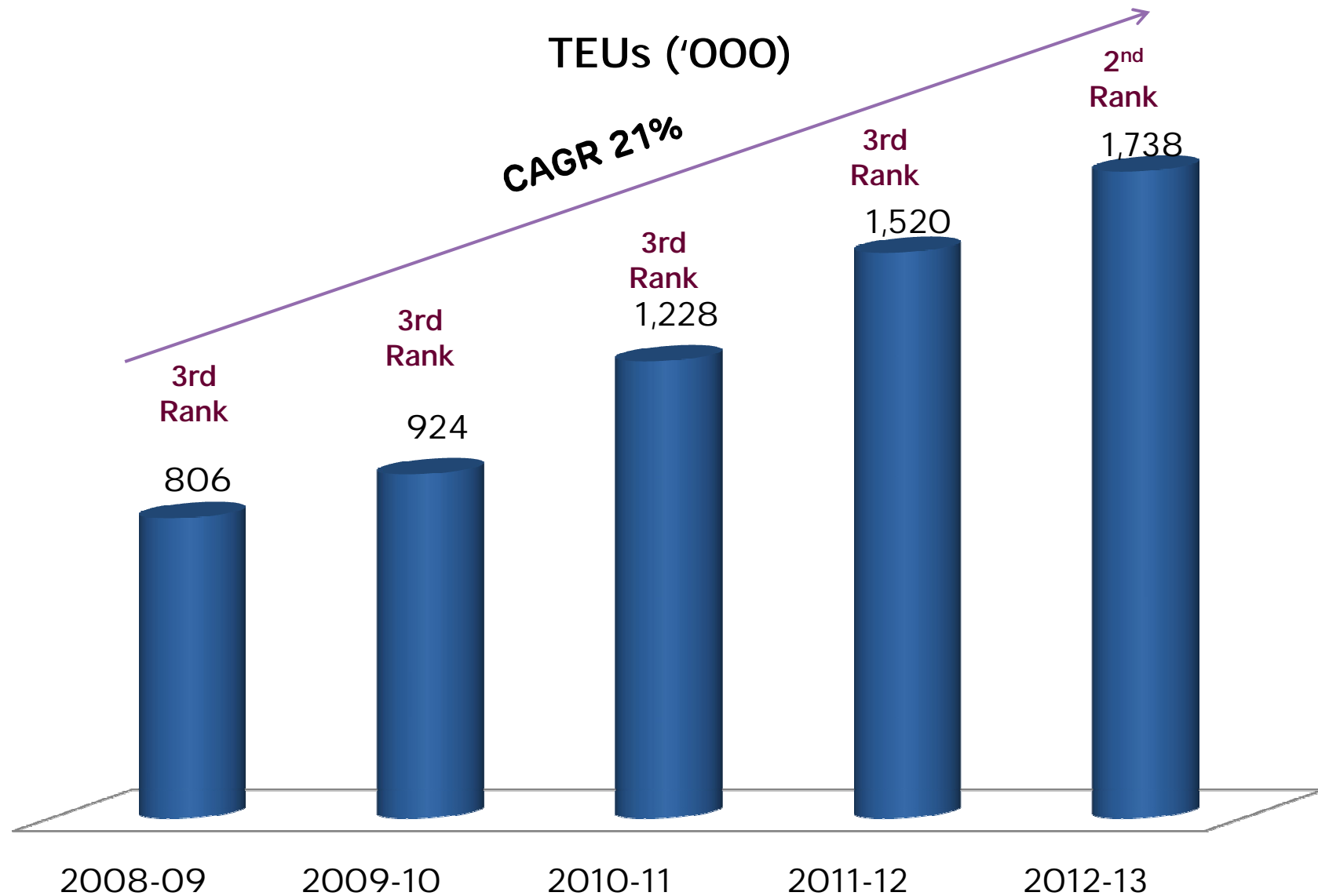
AMCT won “**Best Container Terminal of the Year 2013**” award at **Sixth Annual Maritime Gateway Awards**.

Handled highest Coal volume 26.76 MMT in FY 12-13 crossing Paradip Port 26.31 MMT.

## APSEZ Cargo Growth



## APSEZ Containers Cargo Growth



# APSEZ

## Operational Performance - Consolidated

### FY 12-13

## APSEZ Cargo - Consolidated

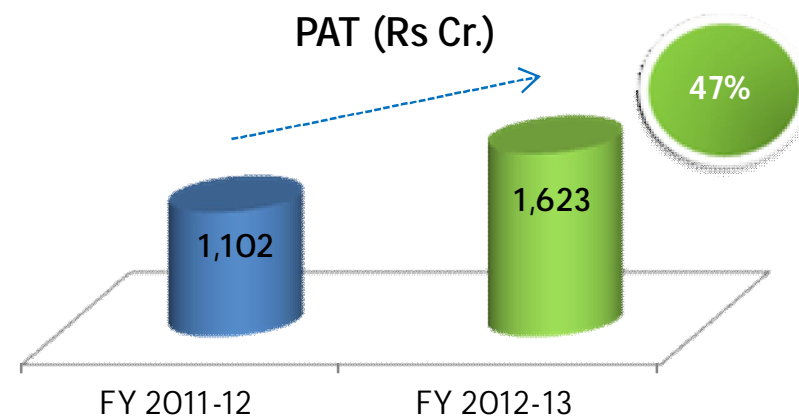
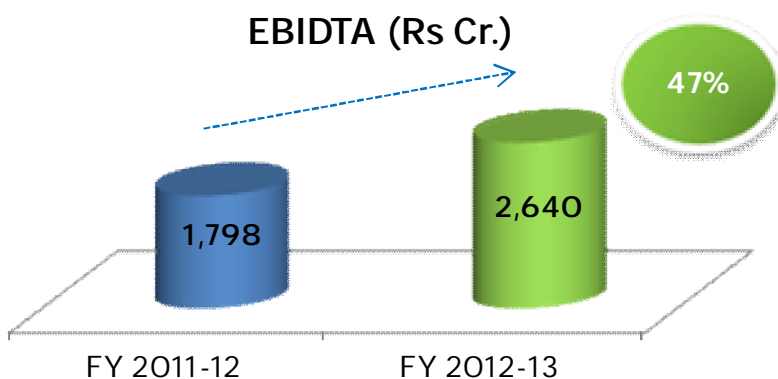
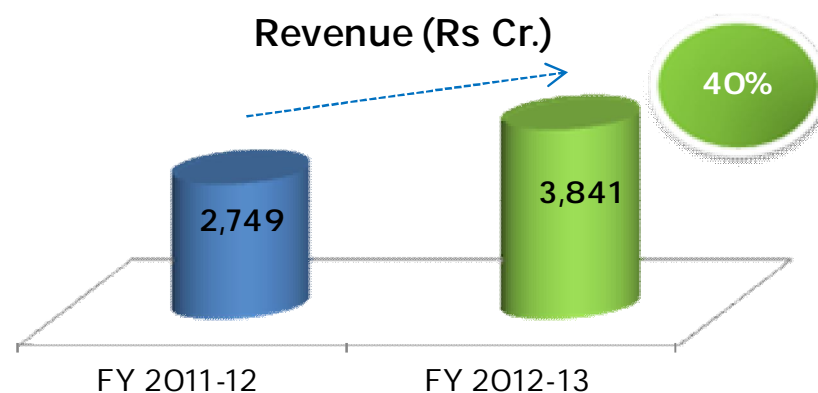
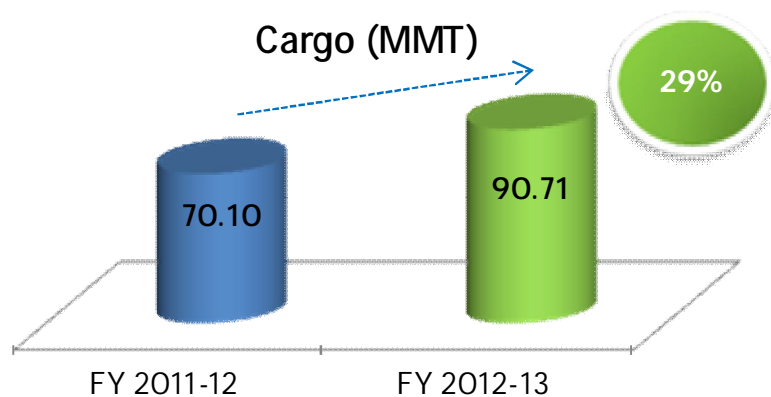
(MMT)

Port Name	FY 12-13	FY 11-12	YOY (Growth %)
Mundra	82.13	67.96	21%
Dahej	7.56	2.14	253%
Hazira	1.02	-	100%
<b>Total Cargo (India Ports)</b>	<b>90.71</b>	<b>70.10</b>	<b>29%</b>
Abbot Point *	15.68	11.60	35%
<b>Total Cargo</b>	<b>106.39</b>	<b>81.70</b>	<b>30%</b>

**\*Note:**

Abbot point was acquired on 1st June'11. Cargo for FY11-12 considered from June'11 to March'12  
Abbot Point divested on 30th March'13

# Consolidated Performance – FY 12-13 vs. FY 11-12



# APSEZ – Consolidated Financial Performance

(` Crores)

Sr. No.	Particulars	Quarter Ended			Accounting Year Ended	
		March 31, 2013	December 31, 2012	March 31, 2012	March 31, 2013	March 31, 2012
		Audited	Unaudited	Audited	Audited	
1	a. Net Sales / Income from Operations	965.09	1,032.27	680.32	3,486.42	2,635.84
	b. Other Operating Income	70.42	9.69	17.04	90.21	61.42
	<b>Total Income</b>	<b>1,035.51</b>	<b>1,041.96</b>	<b>697.36</b>	<b>3,576.63</b>	<b>2,697.26</b>
2	<b>Expenditure</b>					
	a. Operating Expenses	316.15	248.80	156.97	912.86	673.52
	b. Employees Cost	34.95	29.69	28.89	130.75	109.75
	c. Depreciation / Amortisation	124.43	109.47	90.04	421.97	315.93
	d. Other Expenses	53.38	28.25	41.04	149.57	123.23
	e. Foreign Exchange (Gain)/Loss (net)	(20.89)	16.24	6.95	7.47	44.15
	<b>Total Expenditure</b>	<b>508.02</b>	<b>432.45</b>	<b>323.89</b>	<b>1,622.62</b>	<b>1,266.58</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax(1-2)</b>	<b>527.49</b>	<b>609.51</b>	<b>373.47</b>	<b>1,954.01</b>	<b>1,430.68</b>
4	Other Income	46.18	34.47	6.39	264.44	51.50
5	<b>Profit from ordinary activities before Finance Cost and Tax(3+4)</b>	<b>573.67</b>	<b>643.98</b>	<b>379.86</b>	<b>2,218.45</b>	<b>1,482.18</b>
6	Finance Cost					
	a. Finance Cost	161.72	150.00	43.21	489.41	204.08
	b. Derivative (Gain)/Loss	(7.71)	35.87	20.92	52.43	77.38
7	<b>Profit from ordinary activities before tax (5-6)</b>	<b>419.66</b>	<b>458.11</b>	<b>315.73</b>	<b>1,676.61</b>	<b>1,200.72</b>
8	Tax Expense	41.30	26.33	18.71	123.08	92.75
9	<b>Net Profit from continuing operation (7-8)</b>	<b>378.36</b>	<b>431.78</b>	<b>297.02</b>	<b>1,553.53</b>	<b>1,107.97</b>
10	Profit /(Loss) from discontinued operations	(79.45)	(66.89)	(65.42)	(334.27)	(15.29)
11	Profit on sale of discontinued operations	419.57	-	-	419.57	-
12	<b>Net profit before minority shareholders (9+10+11)</b>	<b>718.48</b>	<b>364.89</b>	<b>231.60</b>	<b>1,638.83</b>	<b>1,092.68</b>
13	Share of minority shareholders (net)	8.17	3.80	(7.86)	15.61	(9.39)
14	<b>Net Profit (12-13)</b>	<b>710.31</b>	<b>361.09</b>	<b>239.46</b>	<b>1,623.22</b>	<b>1,102.07</b>



# APSEZ – Balance Sheet (Consolidated)

^ In Crore

Sr. No.	Particular	Consolidated	
		As at 31st March'2013	As at 31st March'2012
(A)	<b>EQUITY AND LIABILITIES:-</b>		
	<b>Shareholders' Funds</b>		
	Share Capital	403.49	403.49
	Reserves and Surplus	6,227.17	4,411.79
	<b>Subtotal - Shareholder's Fund</b>	<b>6,630.66</b>	<b>4,815.28</b>
	<b>Minority Interest</b>	142.31	134.88
	<b>Non-current Liabilities</b>		
	Long-term borrowings	10,257.50	15,446.24
	Deferred Tax Liabilities (Net)	552.97	1,520.32
	Other Long term liabilities	586.99	618.73
	Long-term provisions	104.25	136.12
	<b>Subtotal - Non-current Liabilities</b>	<b>11,501.71</b>	<b>17,721.41</b>
	<b>Current Liabilities</b>		
	Short-term borrowings	404.70	1,005.20
	Trade payables	174.22	402.52
	Other current liabilities	2,140.34	1,575.86
	Short-term provisions	65.66	260.92
	<b>Subtotal - Current Liabilities</b>	<b>2,784.92</b>	<b>3,244.50</b>
	<b>TOTAL-EQUITY &amp; LIABILITIES</b>	<b>21,059.60</b>	<b>25,916.07</b>

# APSEZ – Balance Sheet (Consolidated)

In Crore

Sr. No.	Particular	Standalone	
		As at 31st March'2013	As at 31st March'2012
(B)	<b>ASSETS:-</b>		
	<b>Non Current Assets</b>		
	Fixed assets	14,293.33	20,953.12
	Goodwill on consolidation	40.35	1,112.52
	Non-current investments	77.08	69.74
	Deferred Tax Assets (net)	24.39	2.41
	Long-term loans and advances	1,151.05	1,219.27
	Trade Receivable	73.99	91.78
	Other non-current assets	299.91	481.05
	<b>Subtotal - Non Current assets</b>	<b>15,960.10</b>	<b>23,929.89</b>
	<b>Current Assets</b>		
	Investment	144.51	-
	Inventories	97.95	69.10
	Trade receivables	728.28	302.22
	Cash & Bank Balances	830.55	1,118.42
	Short-term loans & advances	1,747.15	191.18
	Other current assets	1,551.06	305.26
	<b>Subtotal - Current assets</b>	<b>5,099.50</b>	<b>1,986.18</b>
	<b>TOTAL - ASSETS</b>	<b>21,059.60</b>	<b>25,916.07</b>

# APSEZ

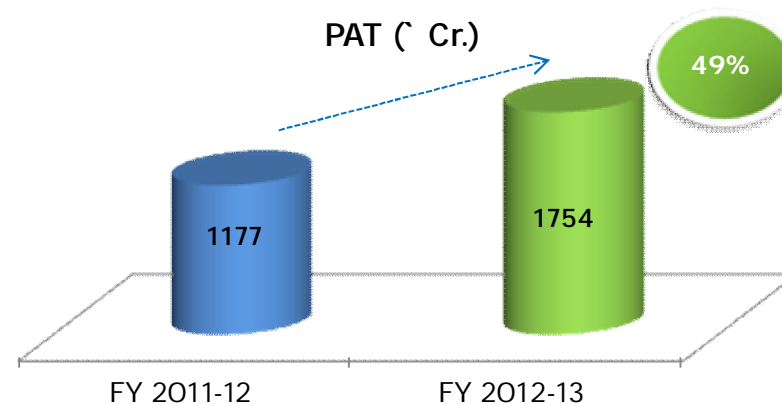
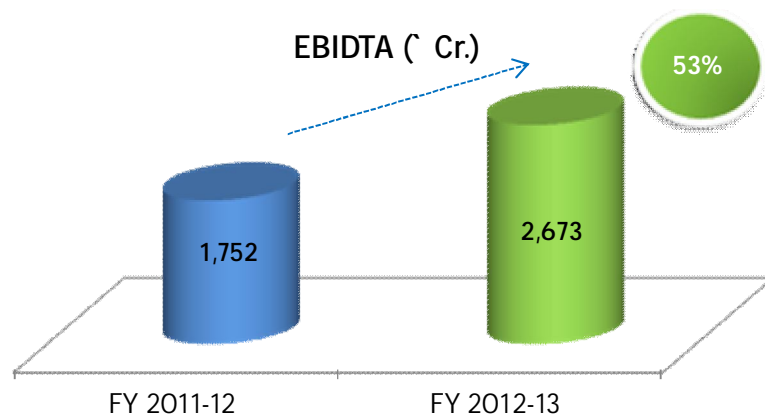
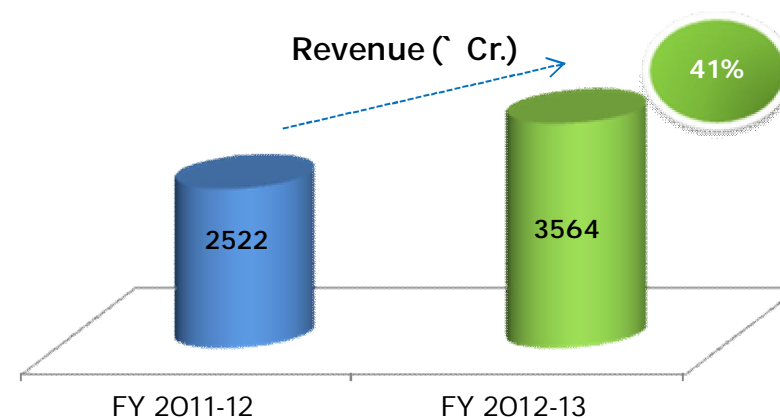
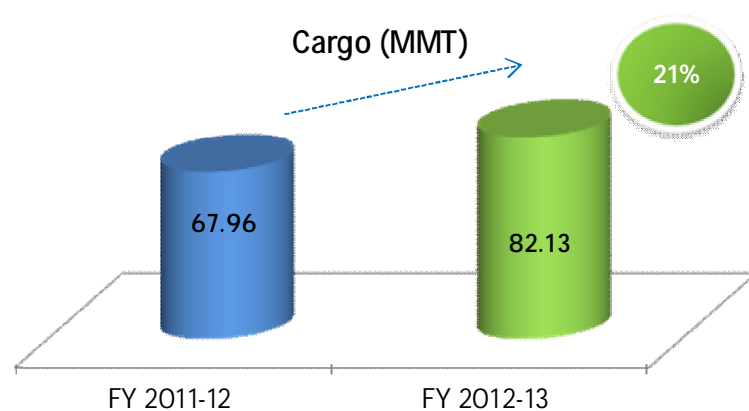
## Operational Performance - Standalone

### FY 12-13

## APSEZ (Mundra) - Operational Highlights

Particulars	UOM	FY 12-13	FY 11-12	PoP (%)
Vessels	Counts	2,668	2,577	4%
GRT	Million	93.52	83.89	11%
Cargo Handled	MMT	82.13	67.96	21%
Dry Cargo	MMT	37.38	29.25	28%
Liquid Cargo (Incl HPCL/Crude)	MMT	19.27	16.42	17%
Bulk Cargo	MMT	56.65	45.67	24%
Containers	MMT	25.48	22.29	14%

## Standalone Performance – FY 12-13 vs. FY 11-12



# APSEZ – Standalone Financial Performance

(` Crores)

Sr. No.	Particulars	Quarter Ended			Accounting Year Ended	
		March 31, 2013	December 31, 2012	March 31, 2012	March 31, 2013	March 31, 2012
		Audited	Unaudited	Audited	Audited	
1	a. Net Sales / Income from Operations	771.51	868.23	615.67	3,111.14	2,370.40
	b. Other Operating Income	143.68	23.95	26.20	249.91	111.50
	<b>Total Income</b>	<b>915.19</b>	<b>892.18</b>	<b>641.87</b>	<b>3,361.05</b>	<b>2,481.90</b>
2	<b>Expenditure</b>					
	a. Operating Expenses	204.08	178.95	130.01	648.78	536.81
	b. Employees Cost	24.32	24.44	21.96	104.38	89.42
	c. Depreciation / Amortisation	97.22	91.47	76.74	342.38	273.50
	d. Other Expenses	46.74	23.31	30.76	123.55	98.68
	e. Foreign Exchange (Gain)/Loss (net)	(12.31)	13.51	6.11	14.11	45.40
	<b>Total Expenditure</b>	<b>360.05</b>	<b>331.68</b>	<b>265.58</b>	<b>1,233.20</b>	<b>1,043.81</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax (1-2)</b>	<b>555.14</b>	<b>560.50</b>	<b>376.29</b>	<b>2,127.85</b>	<b>1,438.09</b>
4	Other Income	115.97	35.18	10.07	203.24	40.25
5	<b>Profit before Finance Cost and Tax (3+4)</b>	<b>671.11</b>	<b>595.68</b>	<b>386.36</b>	<b>2,331.09</b>	<b>1,478.34</b>
6	Finance Cost					
	a. Finance Cost	125.36	112.20	42.41	399.48	163.87
	b. Derivative (Gain)/Loss	(3.71)	45.96	(15.47)	42.42	44.88
7	<b>Profit before Tax (5-6)</b>	<b>549.46</b>	<b>437.52</b>	<b>359.42</b>	<b>1,889.19</b>	<b>1,269.59</b>
8	Tax Expense (net)	58.69	22.09	20.54	135.01	92.33
9	<b>Profit after Tax for the Period (7-8)</b>	<b>490.77</b>	<b>415.43</b>	<b>338.88</b>	<b>1,754.18</b>	<b>1,177.26</b>

# APSEZ – Balance Sheet (Standalone)

~ In Crore

Sr. No.	Particular	Standalone	
		As at 31st March'2013	As at 31st March'2012
(A)	<b>EQUITY AND LIABILITIES:-</b>		
	<b>Shareholders' Funds</b>		
	Share Capital	403.49	403.49
	Reserves and Surplus	6,534.87	4,817.95
	<b>Subtotal - Shareholder's Fund</b>	<b>6,938.36</b>	<b>5,221.44</b>
	<b>Non-current Liabilities</b>		
	Long-term borrowings	7,404.60	4,132.81
	Deferred Tax Liabilities (Net)	552.97	429.75
	Other Long term liabilities	569.95	603.51
	Long-term provisions	46.59	-
	<b>Subtotal - Non-current Liabilities</b>	<b>8,574.11</b>	<b>5,166.07</b>
	<b>Current Liabilities</b>		
	Short-term borrowings	394.70	1,004.89
	Trade payables	134.62	182.33
	Other current liabilities	2,149.05	1,343.84
	Short-term provisions	64.45	257.99
	<b>Subtotal - Current Liabilities</b>	<b>2,742.82</b>	<b>2,789.05</b>
	<b>TOTAL-EQUITY &amp; LIABILITIES</b>	<b>18,255.29</b>	<b>13,176.56</b>

# APSEZ – Balance Sheet (Standalone)

^ In Crore

Sr. No.	Particular	Standalone	
		As at 31st March'2013	As at 31st March'2012
(B)	<b>ASSETS:-</b>		
	<b>Non Current Assets</b>		
	Fixed assets	8,900.11	7,994.91
	Asset held for sale	1,013.38	257.13
	Non-current investments	1,207.29	1,837.55
	Long-term loans and advances	2,067.38	1,770.78
	Trade Receivable	73.99	91.78
	Other non-current assets	286.23	188.52
	<b>Sub total - Non Current assets</b>	<b>13,548.38</b>	<b>12,140.67</b>
	<b>Current Assets</b>		
	Investment	120.01	-
	Inventories	87.29	62.52
	Trade receivables	729.43	242.73
	Cash & Bank Balances	593.59	535.99
	Short-term loans & advances	1,645.35	156.89
	Other current assets	1,531.24	37.76
	<b>Sub total - Current assets</b>	<b>4,706.91</b>	<b>1,035.89</b>
	<b>TOTAL - ASSETS</b>	<b>18,255.29</b>	<b>13,176.56</b>



# APSEZ

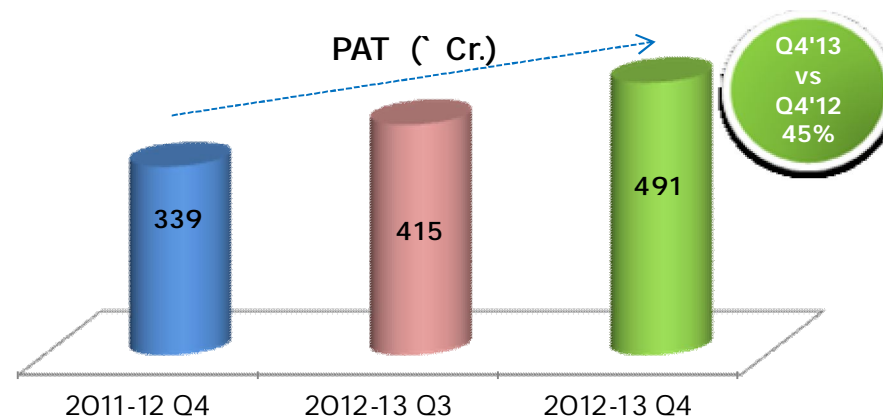
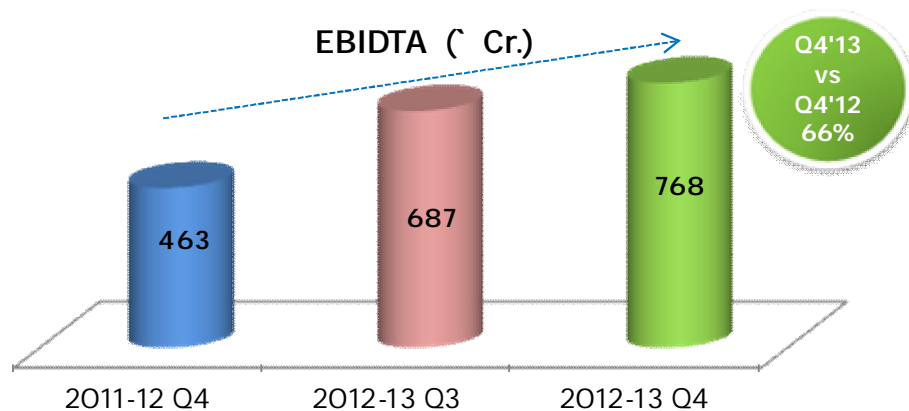
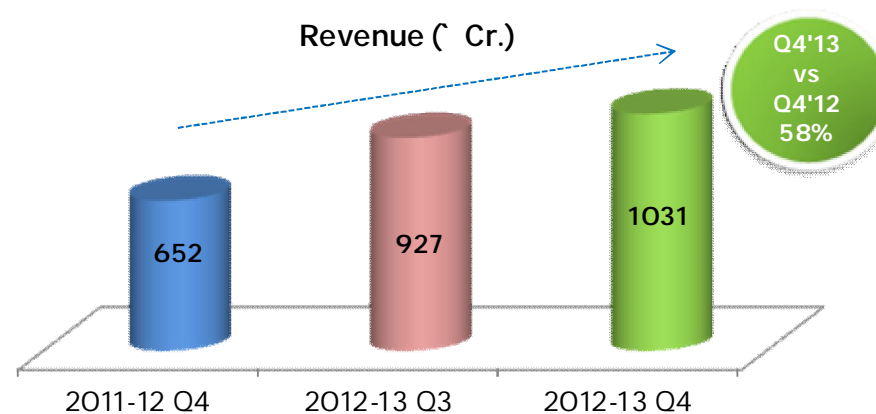
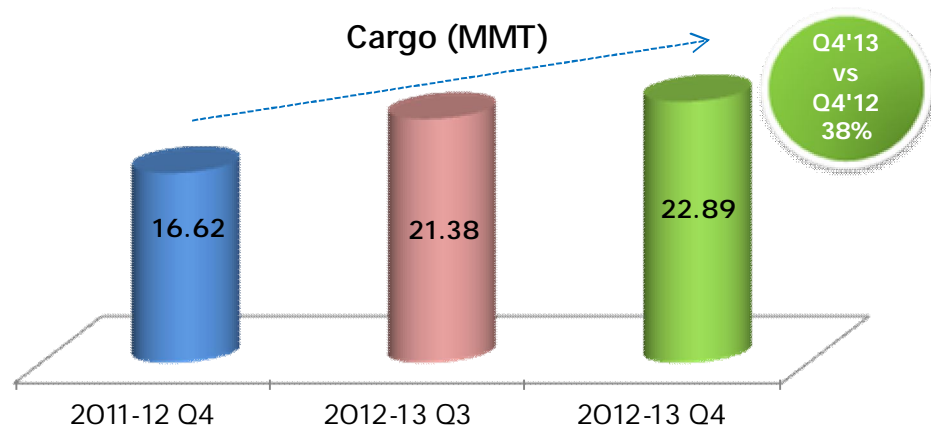
## Operational Performance - Standalone

Q4 12-13

## APSEZ - Operational Highlights

Particulars	UOM	Q4 12-13	Q4 11-12	PoP (%)
Vessels	Counts	698	645	8%
GRT	Million	24.90	20.85	19%
Cargo Handled	MMT	22.89	16.62	38%
Dry Cargo	MMT	10.78	6.11	76%
Liquid Cargo (Incl HPCL/Crude)	MMT	5.13	4.32	19%
Bulk Cargo	MMT	15.91	10.43	53%
Containers	MMT	6.98	6.19	13%

# Standalone Performance - QTD



# Corporate Social Responsibilities



# Corporate Social Responsibilities

## 1. Adani Foundation under Education program initiatives:

- ➔ To improve the quality of education, support of 17 volunteer's was extended to 35 schools benefitting about 2000 students.
- ➔ More than 18 high schools of Kutch region are covered for "Dream Big... Achieve Better": Educational Exposure Tours to Adani Port, Power plant & Wilmar. Total 3,132 students and 125 teachers and headmasters participated.
- ➔ During the quarter, 3523 children visited the reading corner and 4953 visited the health corner.
- ➔ In the month of January 1686 students availed the benefits of the remedial coaching under Meena Project.
- ➔ 20 Mothers' Meets were organized in various villages of Mundra Taluka for Mothers role in supporting kids benefitting more than 321 Mothers.
- ➔ Dropout Coaching Classes are arranged at Mundra. Total 17 Girl Students are preparing for 10th std.
- ➔ E-Learning, is smoothly going-on in 20 schools of Mundra enhancing teacher's effectiveness
- ➔ Ramatotsav was celebrated to promote different sports and inculcate the sportsman's spirit among the students. 72 primary schools, 850 students, 100 teachers and head masters have participated and winners were given the shield and uniforms as an award.
- ➔ Annual day being celebrated at Adani Vidya Mandir and around 700 people witnessed the programs.

## 2. Adani Foundation under Community Health initiatives:

- ➔ Mobile Dispensaries visited 33 villages and provided cashless medical services to 54,993 patients, rural clinics treated 44,092 patients.
  - ➔ Provided financial support to 27 economically challenged Patients.
  - ➔ Kidney Stone: Awareness, Prevention & treatment - During this quarter, 38 patients of Kidney Stone were served, 33 patients undergone Surgery.
  - ➔ Annual Health Check-up camp for the senior citizens was conducted at 27 camps, 3176 patients underwent health check-ups, 946 patients were new enrollments and 2230 health cards were renewed.
  - ➔ During the quarter 4 general camps & specialty camps were organized and 355 patients got treated.
-



# Corporate Social Responsibilities

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

- ➔ In the month of February, 3 new Balwadis were started for which the new teachers of the Balwadis were trained at the field office. In the three Balwadis, the average attendance of the students has been 107 out of 115.
- ➔ It was found that due to the problem of accessibility, there was an increase in the number of drop outs. The organization addressed the issue by providing pick and drop facility for the students of the Bandar to the school in the main village benefiting 47 students.
- ➔ Balwadi children had a Health check-up camp at Junabandar and Luni village benefitted a 189 children and women.
- ➔ “Sports Week” was celebrated with the children and women of the fishing community and thereafter the Prize distribution ceremony was done at the Navinal village.
- ➔ Potable drinking water facility benefitting 300 families.
- ➔ Provided Fishing Equipment support to 321 Men & Women in Zarpara.
- ➔ During the quarter, Insurance scheme called Janashree Bima Yojana has been launched covering 423 individuals.

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

- ➔ Provides need based infrastructure support to the community
- Work Completed: (during the quarter)
- First phase of Bhadreshwar School Building
  - Siracha PIL related three Samajwadi
  - 117 Fishermen Shelter
  - School Building and Medical Centre at Tunda,
  - Amphitheatre at Bhujpur school
  - Maheshwari/Marwada/Darbar Samaj wadi at Siracha

# adani<sup>TM</sup>



Resources



Logistics



Energy