

Adani Ports and Special Economic Zone Limited

Presentation to the Board of Directors

80th Board Meeting

Date : 1st May'2015

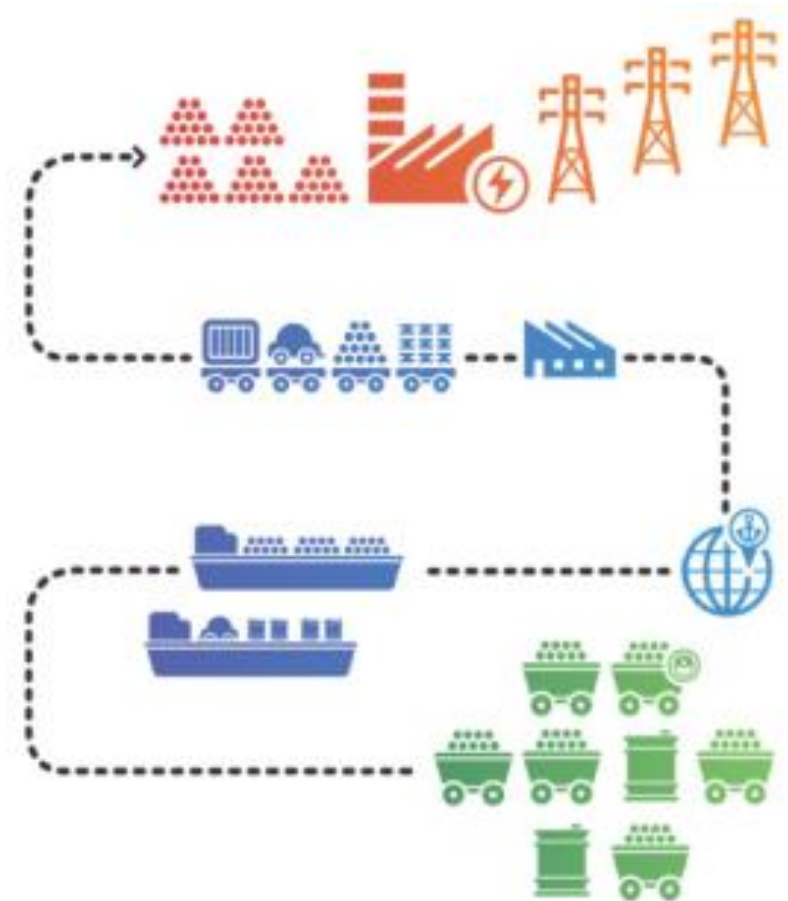
Location : Adani House, Ahmedabad.

Business Highlights

Operational Performance

Financial Performance

New Developments



Business Highlights

AMCT Awarded as "Port of the year – Containerised Cargo" at Gujarat Junction 2015

Commissioned Tuna Tekra bulk terminal at Kandla in a record time of 24 months on 10th February'15

Handled record 188,684 MT of Rock Phosphate in a calendar month in any commercial port in India at Hazira (surpassed previous best of 182,748 MT at Kandla)

National record for Rock Phosphate discharge of 33,528 MT in 24 Hrs achieved in MV Smarty on 6th November'2014 at Hazira

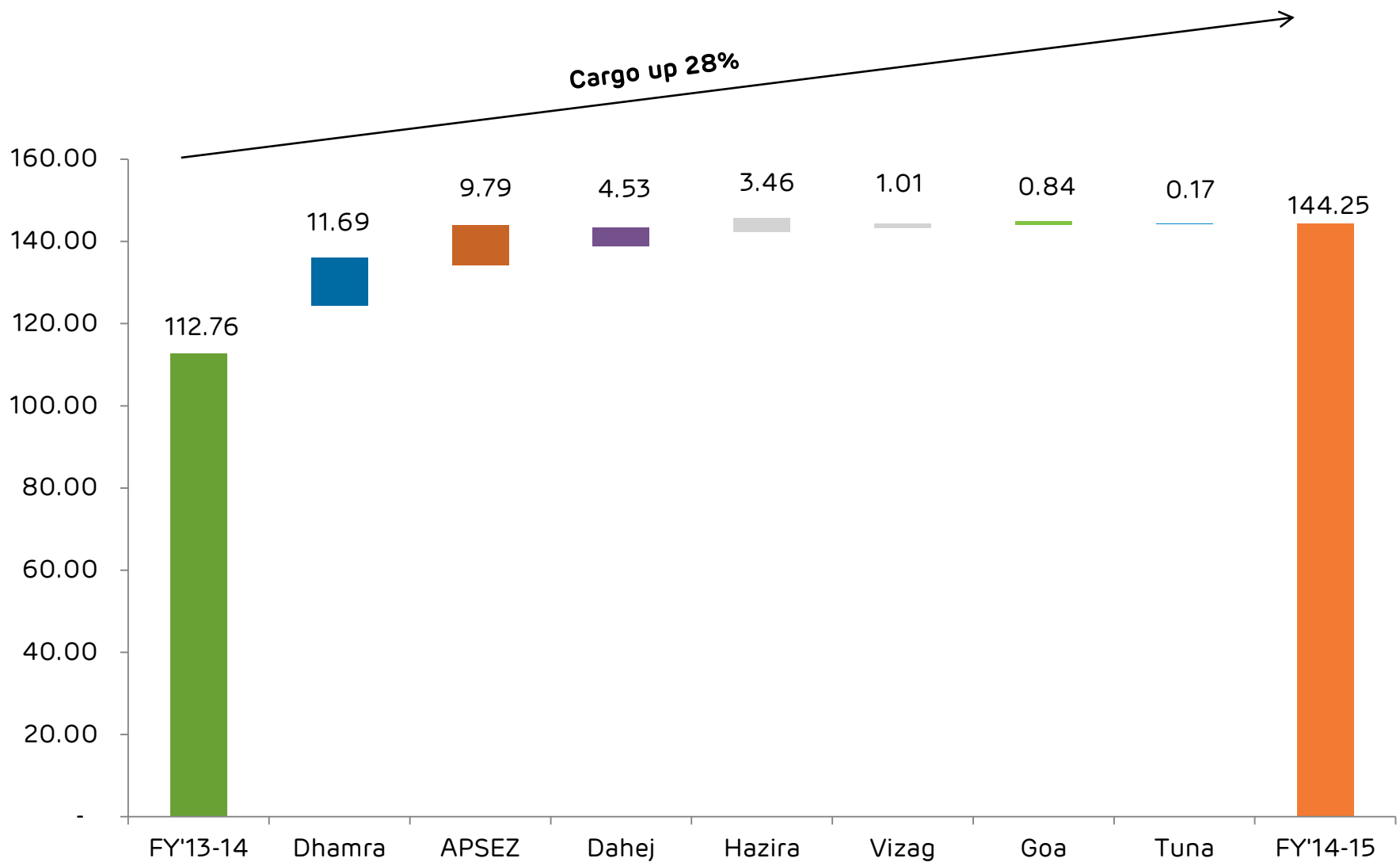
Portwise Cargo

(MMT)						
Port Name	Q4'FY14-15	Q4'FY13-14	YOY (Growth %)	FY'14-15	FY'13-14	YOY (Growth %)
Mundra	26.76	26.39	1%	110.91	101.12	10%
Dahej	2.83	1.51	87%	12.42	7.89	57%
Dhamra #	3.22	-	NA	11.69	-	NA
Hazira	2.55	0.94	171%	7.19	3.73	93%
Vizag	0.44	-	NA	1.01	-	NA
Goa	0.41	0.02	NA	0.86	0.02	NA
Tuna	0.17	-	NA	0.17	-	NA
Total Cargo	36.38	28.86	26%	144.25	112.76	28%

Note: Cargo considered from 23rd June'2014 till 31st March'2015 i.e. from the date of acquisition

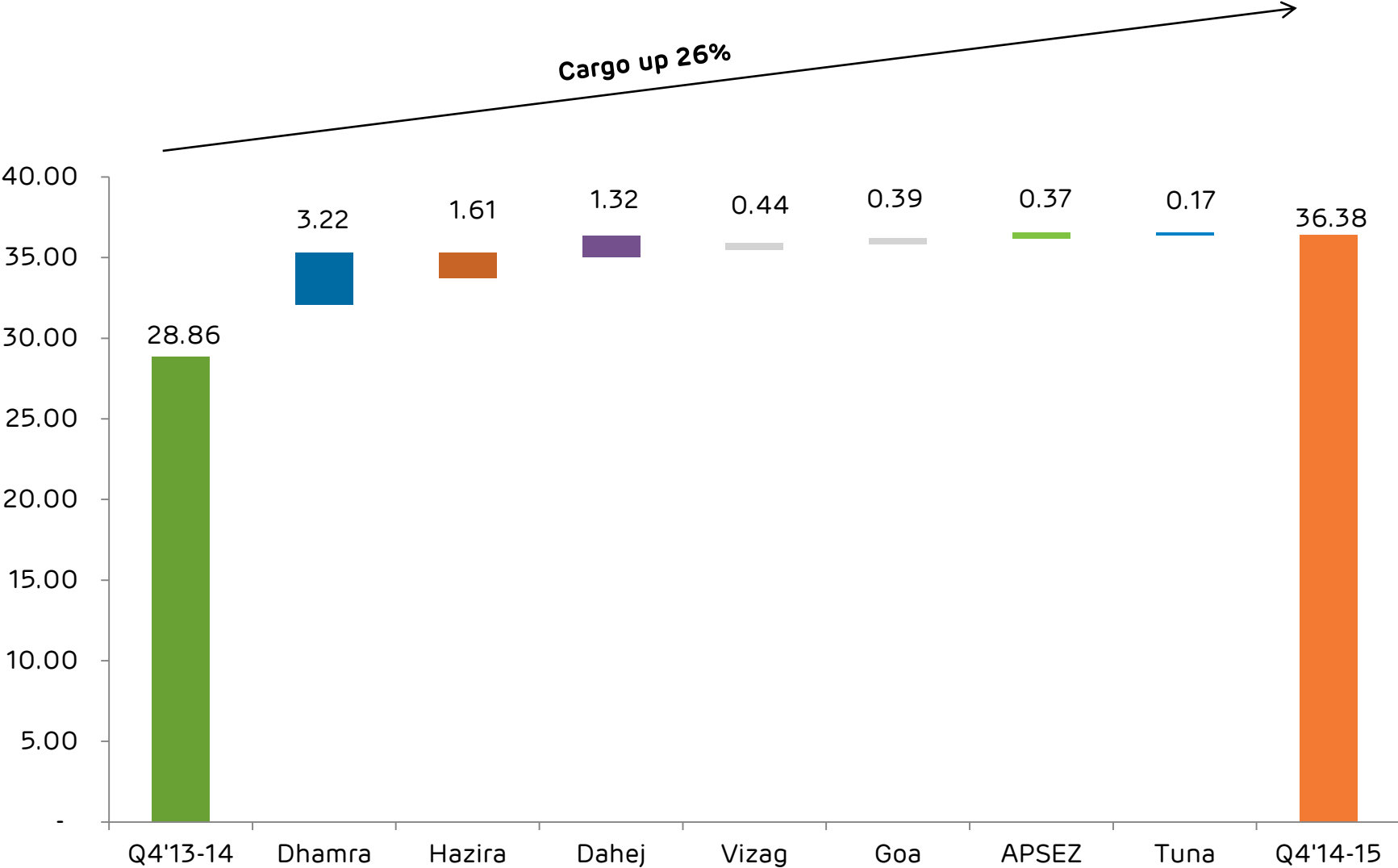
Total Dhamra cargo in FY'14-15 is at 15.45 MMT compared to FY'13-14 is 14.31 MMT, growth of 8%

APSEZ Consolidated–Cargo Growth (MMT)–FY'14-15 vs FY'13-14



Dhamra considered wef 23rd June'14 i.e. date of acquisition

APSEZ Consolidated – Cargo Growth (MMT) – Q4'FY14-15 vs. Q4'FY13-14



Performance of Indian Major Ports–Total Cargo (MMT)

Ports	FY'14-15	FY'13-14	Inc/(Dec) %
Kandla	92.50	87.00	6%
Paradip	71.01	68.00	4%
JNPT	63.80	62.33	2%
Mumbai	61.66	59.18	4%
Visakhapatnam	58.00	58.50	-1%
Chennai	52.54	51.11	3%
New Mangalore	36.57	39.37	-7%
V.O. Chidambaranar (Tuticorin)	32.41	28.64	13%
Haldia	31.01	28.51	2%
Kamarajar (Ennore)	30.25	27.34	11%
Cochin	21.60	20.89	3%
Kolkata Dock System	15.28	12.87	19%
Mormugao	14.71	11.74	25%
Major Ports	581.34	555.49	5%
Mundra	110.91	101.12	10%

(Source for Major Ports : Indian Ports Association)

Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	FY'14-15	FY'13-14	Inc/(Dec) %
JNPT	4,466	4,162	7%
Chennai	1,552	1,468	6%
V.O. Chidambaranar (Tuticorin Port)	560	508	10%
Kolkata	528	449	18%
Cochin	365	347	5%
Visakhapatnam	248	262	-5%
Haldia	102	113	-10%
New Mangalore	63	50	26%
Mumbai	45	40	13%
Mormugao	25	19	31%
Paradip	4	9	-56%
Kandla	-	30	-100%
Major Ports	7,958	7,457	7%

Mundra	2,718	2,391	14%
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(Source for Major Ports : Indian Ports Association)

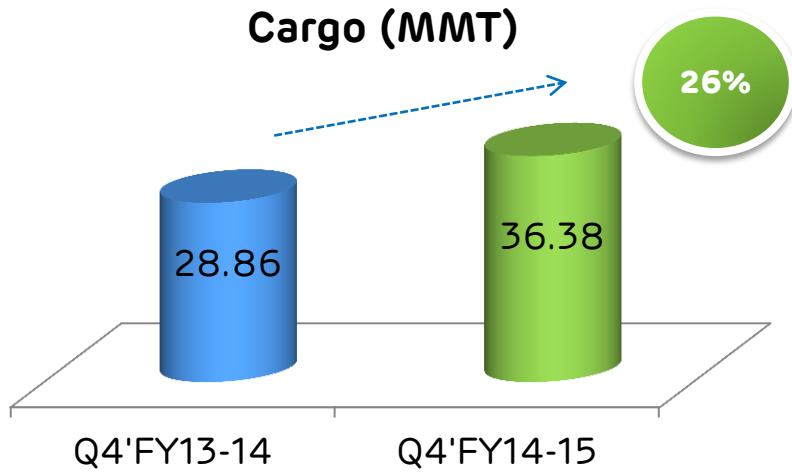
Operational Performance – Consolidated

Q4'FY14-15 Vs Q4'FY13-14

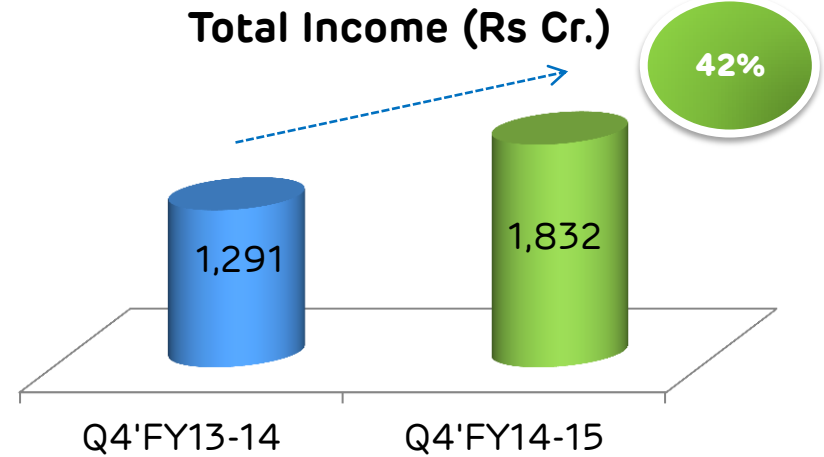
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FY'14-15 Vs FY'13-14

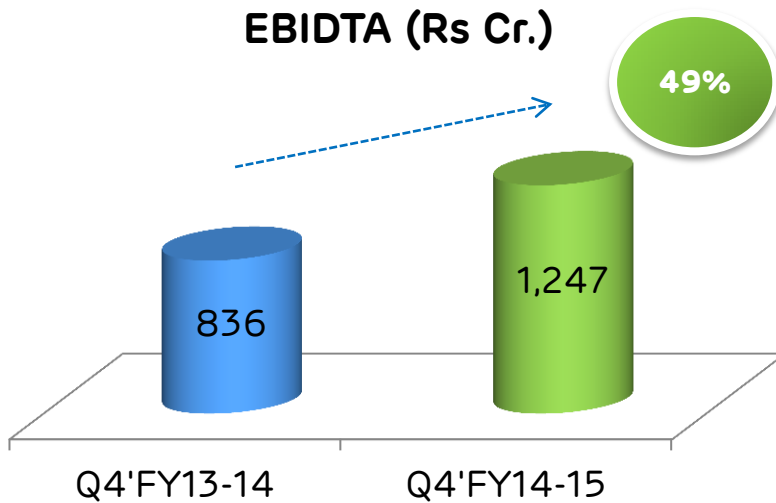
Cargo (MMT)



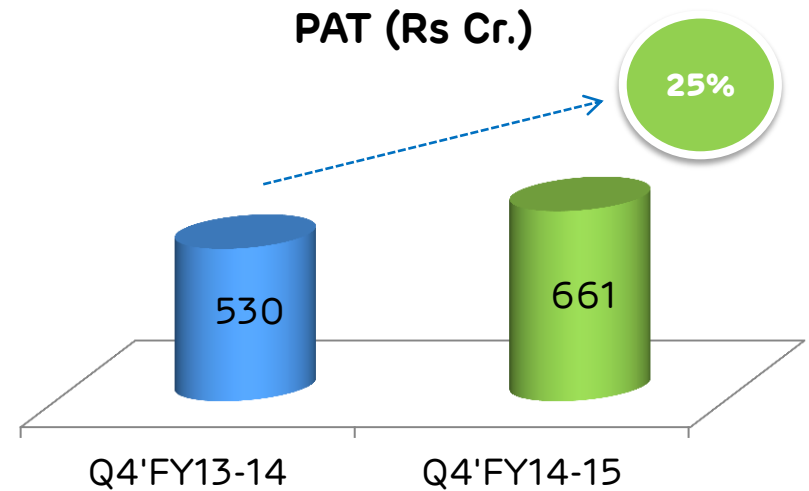
Total Income (Rs Cr.)



EBIDTA (Rs Cr.)

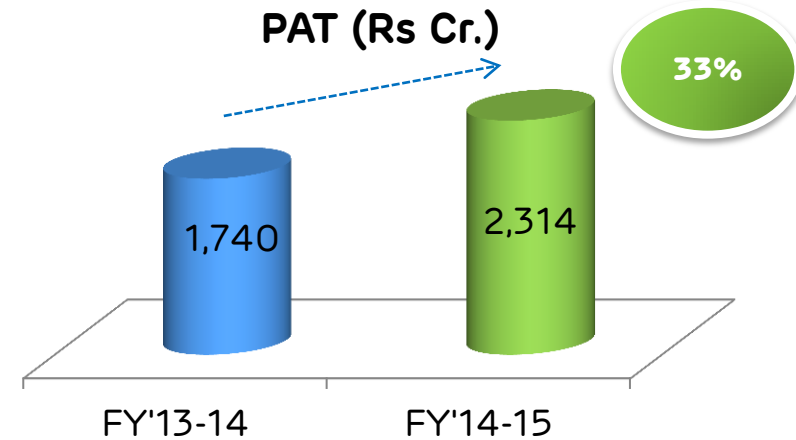
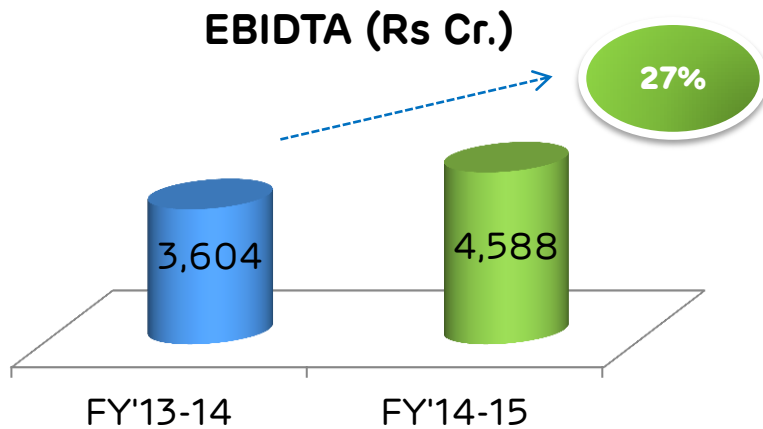
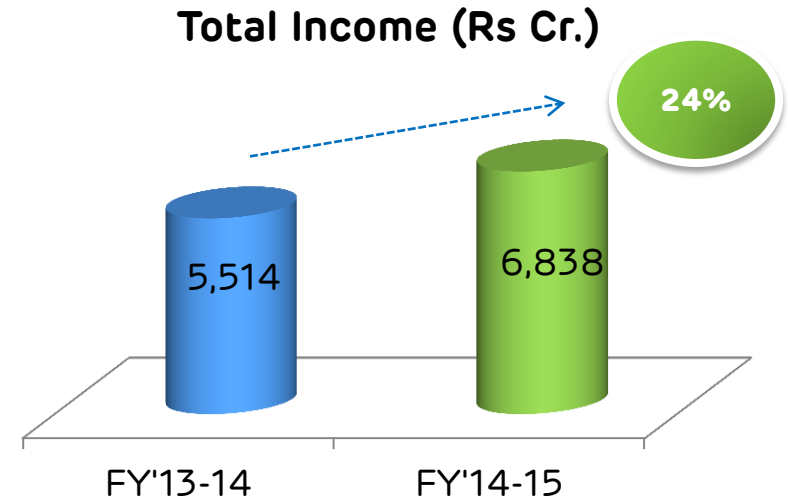
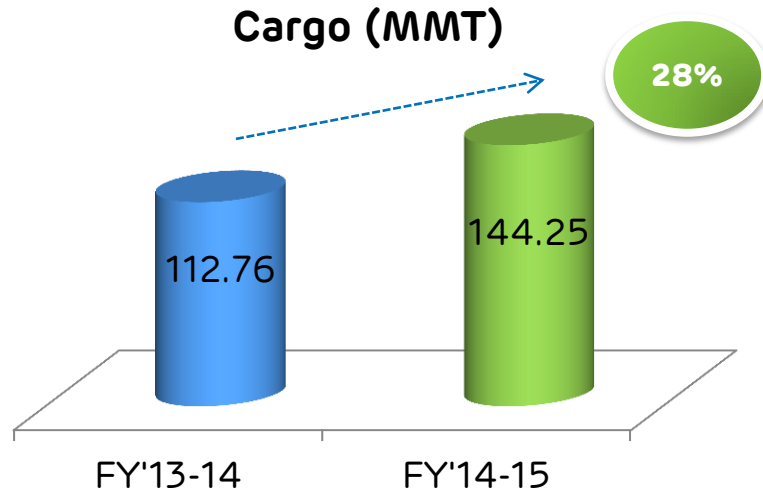


PAT (Rs Cr.)



Consolidated Performance

FY



Consolidated Financial Performance (₹ Cr)

Sr. No.	Particulars	Quarter Ended			Year Ended	
		March 31, 2015	December 31, 2014	March 31, 2014	March 31, 2015	March 31, 2014
		(Audited)	(Unaudited)	(Audited)	(Audited)	
1	a. Net Sales / Income from Operations	1,668.25	1,533.68	1,079.34	5,893.78	4,581.32
	b. Other Operating Income	12.94	14.78	38.83	258.20	248.29
	Total Income	1,681.19	1,548.46	1,118.17	6,151.98	4,829.61
2	Expenditure					
	a. Operating Expenses	434.47	428.80	345.35	1,656.21	1,486.60
	b. Employee Cost	60.02	71.37	42.35	237.16	161.61
	c. Depreciation / Amortisation	247.70	255.76	135.16	911.68	649.48
	d. Foreign Exchange (Gain) / Loss (net)	14.22	24.60	(1.68)	72.25	57.45
	e. Other Expenses	76.50	88.56	69.80	284.05	204.74
	Total Expenditure	832.91	869.09	590.98	3,161.35	2,559.88
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	848.28	679.37	527.19	2,990.63	2,269.73
4	Other Income	150.66	155.25	173.30	685.64	684.77
5	Profit before Finance Cost and Tax (3+4)	998.94	834.62	700.49	3,676.27	2,954.50
6	Finance Cost					
	a. Finance Cost	323.48	344.47	187.76	1,244.22	765.85
	b. Derivative (Gain)/Loss	(23.91)	(22.95)	(114.13)	(69.16)	210.91
7	Profit before tax (5-6)	699.37	513.10	626.86	2,501.21	1,977.74
8	Tax Expense (net)	40.13	1.13	96.38	176.72	236.74
9	Net profit before minority shareholders (7-8)	659.24	511.97	530.48	2,324.49	1,741.00
10	Share of minority shareholders (net)	(1.49)	(0.11)	0.68	10.16	1.36
11	Net Profit (9-10)	660.73	512.08	529.80	2,314.33	1,739.64

Operational Performance – Standalone

Q4'FY14-15 Vs Q4'FY13-14

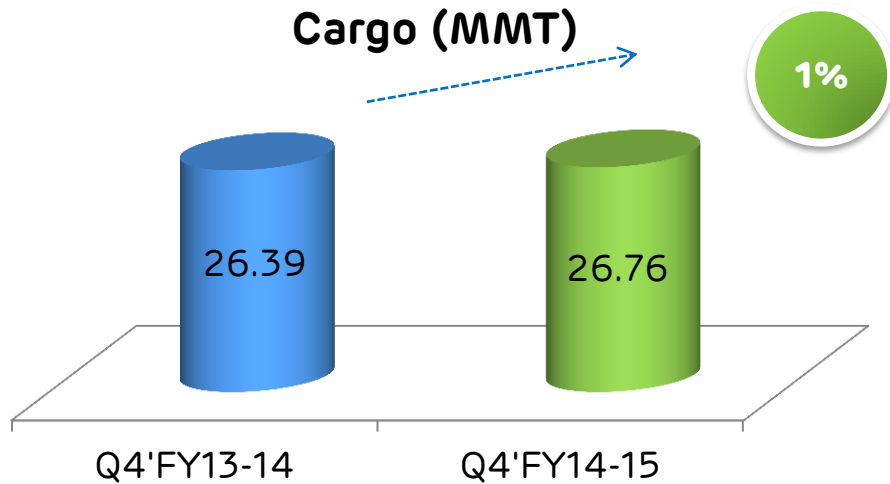
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FY'14-15 Vs FY'13-14

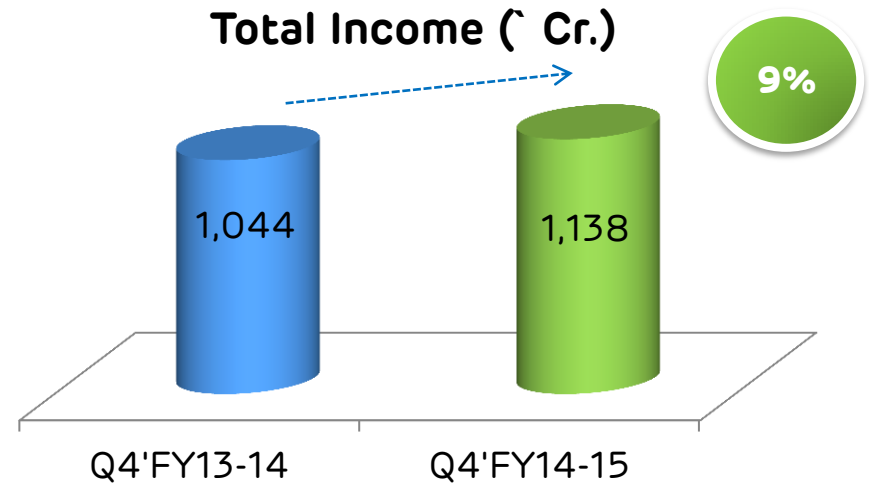
Standalone Performance

Q4

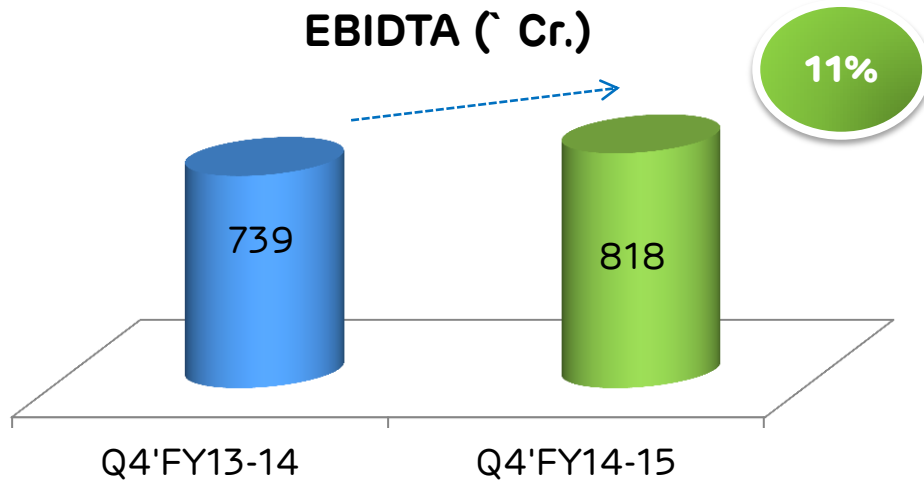
Cargo (MMT)



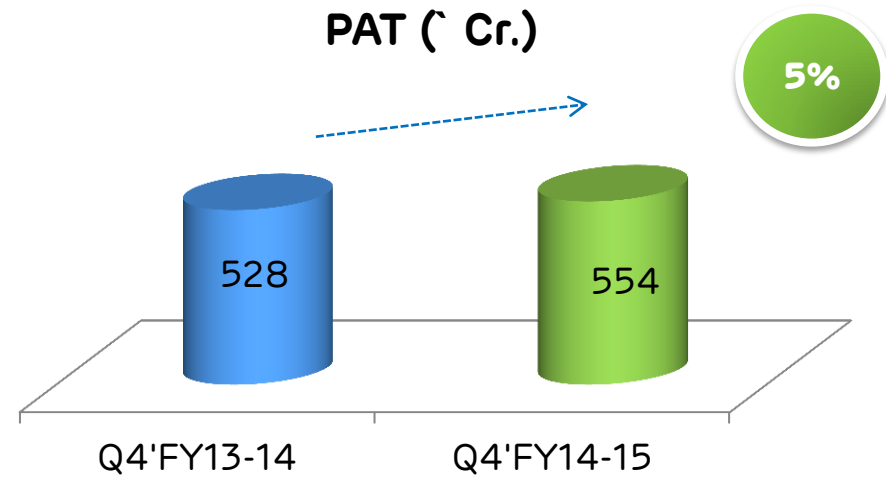
Total Income (₹ Cr.)



EBIDTA (₹ Cr.)



PAT (₹ Cr.)

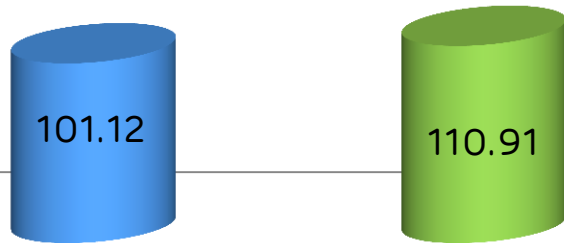


Standalone Performance

FY

Cargo (MMT)

10%

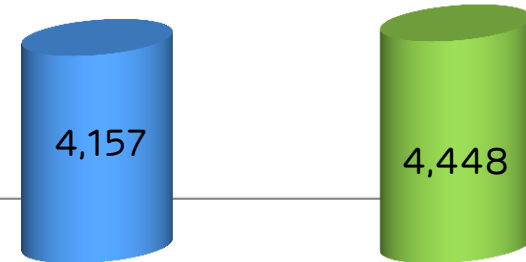


FY'13-14

FY'14-15

Total Income (₹ Cr.)#

7%



FY'13-14

FY'14-15

#FY'13-14: One time revenue from CT3 Rs 875 Cr &
FY'14-15: One time revenue from LNG Rs 200 Cr
excluded to make figures comparable

EBIDTA (₹ Cr.)*

7%



FY'13-14

FY'14-15

*FY'13-14: One time EBIDTA from CT3 Rs 458 Cr &
FY'14-15: One time EBIDTA from LNG Rs 172 Cr
excluded to make figures comparable

PAT (₹ Cr.)**

29%



FY'13-14

FY'14-15

** FY'13-14: One time PAT from CT3 Rs 458 Cr &
FY'14-15: One time PAT from LNG Rs 172 Cr
excluded to make figures comparable

Standalone Financial Performance (` Cr)

Sr. No.	Particulars	Quarter Ended			Year Ended	
		March 31, 2015	December 31, 2014	March 31, 2014	March 31, 2015	March 31, 2014
		(Audited)	(Unaudited)	(Audited)	(Audited)	
1	a. Net Sales / Income from Operations	933.62	922.82	800.95	3,561.26	4,035.09
	b. Other Operating Income	26.66	32.59	71.21	348.10	315.17
	Total Income	960.28	955.41	872.16	3,909.36	4,350.26
2	Expenditure					
	a. Operating Expenses	209.93	214.68	219.72	885.54	1,278.70
	b. Employee Cost	39.03	49.33	29.22	157.56	117.00
	c. Depreciation / Amortisation	120.10	125.88	109.22	488.62	455.71
	d. Foreign Exchange (Gain) / Loss (net)	18.17	23.50	3.43	73.42	60.52
	e. Other Expenses	52.31	43.99	52.69	185.42	156.25
	Total Expenditure	439.54	457.38	414.28	1,790.56	2,068.18
3	Profit from Operations before Other Income, Finance Cost and Tax (1-2)	520.74	498.03	457.88	2,118.80	2,282.08
4	Other Income	177.38	225.86	172.18	738.16	682.03
5	Profit before Finance Cost and Tax (3+4)	698.12	723.89	630.06	2,856.96	2,964.11
6	Finance Cost					
	a. Finance Cost	202.78	209.17	138.42	770.13	577.87
	b. Derivative (Gain) / Loss	(19.19)	(21.33)	(92.68)	(61.34)	175.99
7	Profit before Tax (5-6)	514.53	536.05	584.32	2,148.17	2,210.25
8	Tax Expense (net)	(39.94)	(58.15)	55.97	(34.97)	194.08
9	Profit after Tax (7-8)	554.47	594.20	528.35	2,183.14	2,016.17

New Developments

Container Terminal 4



Mundra West Basin – ARD 8 (Stacker Foundation)



LNG – Project Development



adaniTM



Resources



Logistics



Energy