



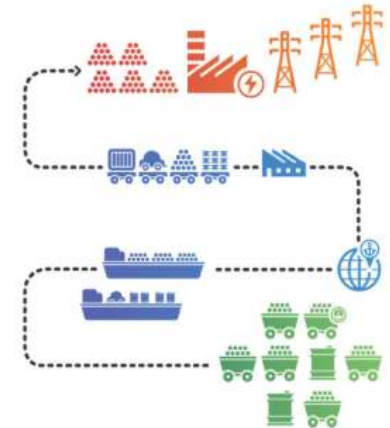
# Adani Ports and Special Economic Zone Limited

## Presentation on Operating Highlights

FY16 Date : 3<sup>rd</sup> May, 2016

# INDEX

- + Business Highlights
- + Cargo Performance
- + Operational & Financial Performance
- + New Developments
- + Corporate Social Responsibility



# Business Highlights

# Business Highlights

- APSEZ has been awarded the First Prize in the Confederation of Indian Industry (CII) (Western Region) for Safety, Health and Environment (SHE) Excellence Award 2015-16 in Service Category
- **Total cargo** crossed 150 MMT and **TEUs crossed** 3 million mark on a consolidated basis
- HMEL's SPM crossed first time 10 MMT mark in a year
- Hazira - Successfully commissioned Liquid tank enclosure 8 to 10 with capacity of 1.57 Lacs KL taking total tankage capacity to 4.44 Lacs KL.
- MSC FRANCESCA (LOA 363 meters) sailed out with a record draft of 16.2 meters surpassing the previous maximum draft of 15.7 meters, record at any Indian Port

# Highlights at a glance

## Total Cargo:

- **Consolidated:** Handled 151.51 MMT cargo with a 5% growth over **FY14-15** (144.25 MMT)
- **Mundra:** Handled 109.02 MMT cargo with a 2% de-growth over **FY14-15** (110.91 MMT)
- **Consolidated:** Handled 37.48 MMT cargo with a 3% growth over **Q4'FY14-15** (36.37 MMT)
- **Mundra:** Handled 25.93 MMT cargo with a 3% de-growth over **Q4'FY14-15** (26.76 MMT)

## Containers:

- **Consolidated:** Handled 3.35 Mn TEUs with a 17% growth over **FY14-15** (2.87 Mn TEUs)
- **Mundra:** Handled 2.99 Mn TEUs with a 10% growth over **FY14-15** (2.72 Mn TEUs)
- **Consolidated:** Handled 0.93 Mn TEUs with a 24% growth over **Q4'FY14-15** (0.75 Mn TEUs)
- **Mundra:** Handled 0.80 Mn TEUs with a 15% growth over **Q4'FY14-15** (0.70 Mn TEUs)

## Financials:

- **Consolidated (FY):** Total Income: Rs. 7,941Cr ↑ 16%, EBITDA: Rs. 5,335Cr ↑ 16% & PAT: Rs. 2,867Cr ↑ 24%
- **Consolidated (Q4):** Total Income: Rs.2,162Cr ↑ 18%, EBITDA: Rs. 1,439Cr ↑ 15% & PAT: Rs. 914 Cr ↑ 38%

# Cargo Performance

# Cargo Region Wise - APSEZ v/s Major Ports

MMT

Region	Total Cargo		
	FY 16	FY 15	YoY
<b>Western India</b>			
Adani Ports	135.0	131.6	2.6%
Major Ports (excl Adani)	240.4	231.6	3.8%
<b>Eastern India</b>			
Adani Ports	15.6	12.7	22.7%
Major Ports (excl Adani)	182.7	174.3	4.8%
<b>Southern India</b>			
Adani Ports	0.9	0.0	0%
Major Ports (excl Adani)	176.8	173.4	2.0%
<b>Total India</b>			
Adani Ports	151.5	144.3	5.0%
Major Ports (excl Adani)	600.0	579.3	3.6%

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

Ports	FY15-16	FY14-15	Inc/(Dec) %
Kandla	100.05	92.50	8%
Paradip	76.39	71.01	8%
JNPT	64.03	63.80	0%
Mumbai	61.11	61.66	-1%
Visakhapatnam	57.03	58.00	-2%
Chennai	50.06	52.54	-5%
V.O. Chidambaranar (Tuticorin)	36.85	32.41	14%
New Mangalore	35.58	36.57	-3%
Haldia	33.51	31.01	8%
Kamarajar (Ennore)	32.21	30.25	6%
Cochin	22.10	21.60	2%
Mormugao	20.78	14.71	41%
Kolkata Dock System	16.69	15.28	9%
<b>Major Ports</b>	<b>606.37</b>	<b>581.34</b>	<b>4%</b>
APSEZ Consolidated	151.51	144.25	5%



## Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	FY15-16	FY14-15	Inc/(Dec) %
JNPT	4,491	4,467	1%
Chennai	1,565	1,552	1%
V.O. Chidambaranar (Tuticorin Port)	612	560	9%
Kolkata	577	528	9%
Cochin	421	366	15%
Visakhapatnam	293	248	18%
Haldia	85	102	-17%
New Mangalore	76	63	21%
Mumbai	43	45	-4%
Mormugao	26	25	4%
Paradip	5	4	25%
Kandla	3	-	-
<b>Major Ports</b>	<b>8,197</b>	<b>7,960</b>	<b>3%</b>
APSEZ Consolidated	3,348	2,872	17%

# Consolidated Operational & Financial Performance

Q4'FY15-16 Vs Q4'FY14-15

&

FY15-16 Vs FY14-15

# Consolidated Financial Performance (Rs Cr)

Sr. No.	Particulars	Quarter Ended			Year Ended	
		March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	a. Net Sales / Income from Operations	1,859.66	1,565.93	1,653.90	6,968.76	5,836.18
	b. Other Operating Income	87.54	151.93	27.29	286.97	315.80
	<b>Total Income</b>	<b>1,947.20</b>	<b>1,717.86</b>	<b>1,681.19</b>	<b>7,255.73</b>	<b>6,151.98</b>
2	<b>Expenditure</b>					
	a. Operating Expenses	480.03	449.95	434.47	1,791.81	1,656.21
	b. Employee Cost	70.67	71.21	60.02	282.17	237.16
	c. Depreciation / Amortisation	255.53	287.70	247.70	1,079.44	911.68
	d. Foreign Exchange (Gain) / Loss (net)	29.43	25.34	14.22	104.94	72.25
	e. Other Expenses	142.22	117.45	76.50	426.29	284.05
	<b>Total Expenditure</b>	<b>977.88</b>	<b>951.65</b>	<b>832.91</b>	<b>3,684.65</b>	<b>3,161.35</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax (1-2)</b>	<b>969.32</b>	<b>766.21</b>	<b>848.28</b>	<b>3,571.08</b>	<b>2,990.63</b>
4	Other Income	214.45	177.89	150.66	684.82	685.64
5	<b>Profit from ordinary activities before Finance Cost and Tax (3+4)</b>	<b>1,183.77</b>	<b>944.10</b>	<b>998.94</b>	<b>4,255.90</b>	<b>3,676.27</b>
6	<b>Finance Cost</b>					
	a. Finance Cost	278.06	263.71	323.48	1,224.20	1,244.22
	b. Derivative (Gain)/Loss	(138.77)	(22.71)	(23.91)	(125.16)	(69.16)
7	<b>Profit from ordinary activities before Tax (5-6)</b>	<b>1,044.48</b>	<b>703.10</b>	<b>699.37</b>	<b>3,156.86</b>	<b>2,501.21</b>
8	Tax Expense (net)	135.78	65.00	40.13	326.92	176.72
9	<b>Net profit before minority shareholders (7-8)</b>	<b>908.70</b>	<b>638.10</b>	<b>659.24</b>	<b>2,829.94</b>	<b>2,324.49</b>
10	Share of minority shareholders (net)	9.28	7.66	1.49	42.10	(10.16)
11	Share of Profit/(Loss) from Associates	(3.92)	(0.80)	-	(4.68)	-
12	<b>Net Profit (9 + 10 + 11)</b>	<b>914.06</b>	<b>644.96</b>	<b>660.73</b>	<b>2,867.36</b>	<b>2,314.33</b>

# APSEZ Consolidated Balance Sheet (Rs Cr)

Sr. No.	Particulars	Year Ended As at	
		March 31, 2016	March 31, 2015
		(Audited)	(Audited)
<b>A</b>	<b>EQUITY AND LIABILITIES</b>		
	<b>Shareholders' Funds</b>		
	Share capital	417.00	416.82
	Reserves and surplus	12,806.63	10,351.05
	<b>Sub total - Shareholders' Fund</b>	<b>13,223.63</b>	<b>10,767.87</b>
	<b>Minority Interest</b>	<b>142.88</b>	<b>158.98</b>
	<b>Non-Current Liabilities</b>		
	Long-term borrowings	16,305.56	13,849.78
	Deferred tax liabilities (Net)	1,066.53	859.02
	Other long-term liabilities	606.35	684.56
	Long-term provisions	73.07	292.78
	<b>Sub total - Non Current Liabilities</b>	<b>18,051.51</b>	<b>15,686.14</b>
	<b>Current Liabilities</b>		
	Short-term borrowings	3,194.16	1,305.55
	Trade payables	404.84	362.34
	Other current liabilities	4,247.52	3,321.37
	Short-term provisions	99.93	479.94
		<b>7,946.45</b>	<b>5,469.20</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>39,364.47</b>	<b>32,082.19</b>

# APSEZ Consolidated Balance Sheet (Rs Cr)

Sr. No.	Fixed assets	Year Ended As at	
		March 31, 2016	March 31, 2015
		(Audited)	(Audited)
<b>B</b>	<b>ASSETS</b>		
	<b>Non Current Assets</b>		
	Fixed assets	20,838.44	19,202.72
	Goodwill on consolidation	2,599.72	2,599.72
	Non-current investments	207.89	57.35
	Deferred Tax Assets (net)	0.07	-
	<b>Long-term loans and advances</b>		
	- Loans	2,922.67	68.24
	- Capital advance	792.73	333.34
	- MAT credit entitlement	2,135.46	1,521.86
	- Deposits and others	1,845.91	566.69
	Trade receivables	22.00	438.86
	Other non-current assets	1,338.06	502.55
	<b>Sub total - Non Current Assets</b>	<b>32,702.95</b>	<b>25,291.33</b>
	<b>Current Assets</b>		
	Investment	136.57	202.87
	Inventories	213.74	259.19
	Trade receivables	1,943.69	1,287.77
	Cash and bank balances	1,290.95	633.78
	<b>Short-term loans and advances</b>		
	- Loans	1,567.59	3,448.89
	- Advance to Suppliers and others	768.38	294.91
	Other current assets	740.60	663.45
	<b>Sub total - Current Assets</b>	<b>6,661.52</b>	<b>6,790.86</b>
	<b>TOTAL - ASSETS</b>	<b>39,364.47</b>	<b>32,082.19</b>

# Financial Performance: Total and Ports only

Rs. In Cr.

Cargo in mmt

Particulars	Consolidated	
	FY16	
	Amount	% Change
Cargo (mmt)	151.5	5%
Total Revenue	7256	18%
Total EBITDA	4651	19%
EBITDA Margin(%)	64%	
Port Revenue	5374	11%
Port EBITDA	3616	9%
Port EBITDA Margin(%)	67%	

# Standalone Operational & Financial Performance

Q4'FY15-16 Vs Q4'FY14-15

&

FY15-16 Vs FY14-15

# Standalone Financial Performance (Rs Cr)

Sr. No.	Particulars	Quarter Ended			Year Ended	
		March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	a. Net Sales / Income from Operations	843.88	897.95	933.62	4,321.72	3,561.26
	b. Other Operating Income	101.79	162.36	26.66	309.03	348.10
	<b>Total Income</b>	<b>945.67</b>	<b>1,060.31</b>	<b>960.28</b>	<b>4,630.75</b>	<b>3,909.36</b>
2	<b>Expenditure</b>					
	a. Operating Expenses	210.41	206.94	209.93	816.33	885.54
	b. Employee Cost	46.40	43.40	39.03	180.39	157.56
	c. Depreciation / Amortisation	119.35	144.26	120.10	521.93	488.62
	d. Foreign Exchange (Gain) / Loss (net)	27.21	25.25	17.79	100.05	73.42
	e. Other Expenses	64.19	61.35	52.31	239.25	185.42
	<b>Total Expenditure</b>	<b>467.56</b>	<b>481.20</b>	<b>439.16</b>	<b>1,857.95</b>	<b>1,790.56</b>
3	<b>Profit from Operations before Other Income, Finance Cost and Tax (1-2)</b>	<b>478.11</b>	<b>579.11</b>	<b>521.12</b>	<b>2,772.80</b>	<b>2,118.80</b>
4	Other Income	243.12	264.62	177.38	973.03	738.16
5	<b>Profit from ordinary activities before Finance Cost and Tax (3+4)</b>	<b>721.23</b>	<b>843.73</b>	<b>698.50</b>	<b>3,745.83</b>	<b>2,856.96</b>
6	<b>Finance Cost</b>					
	a. Finance Cost	229.12	217.26	202.78	926.80	770.13
	b. Derivative (Gain) / Loss	(108.34)	(12.12)	(18.81)	(104.70)	(61.34)
7	<b>Profit from ordinary activities before Tax (5-6)</b>	<b>600.45</b>	<b>638.59</b>	<b>514.53</b>	<b>2,923.73</b>	<b>2,148.17</b>
8	Tax Expense (net)	34.25	19.24	(39.94)	82.15	(34.97)
9	<b>Profit after Tax (7-8)</b>	<b>566.20</b>	<b>619.35</b>	<b>554.47</b>	<b>2,841.58</b>	<b>2,183.14</b>

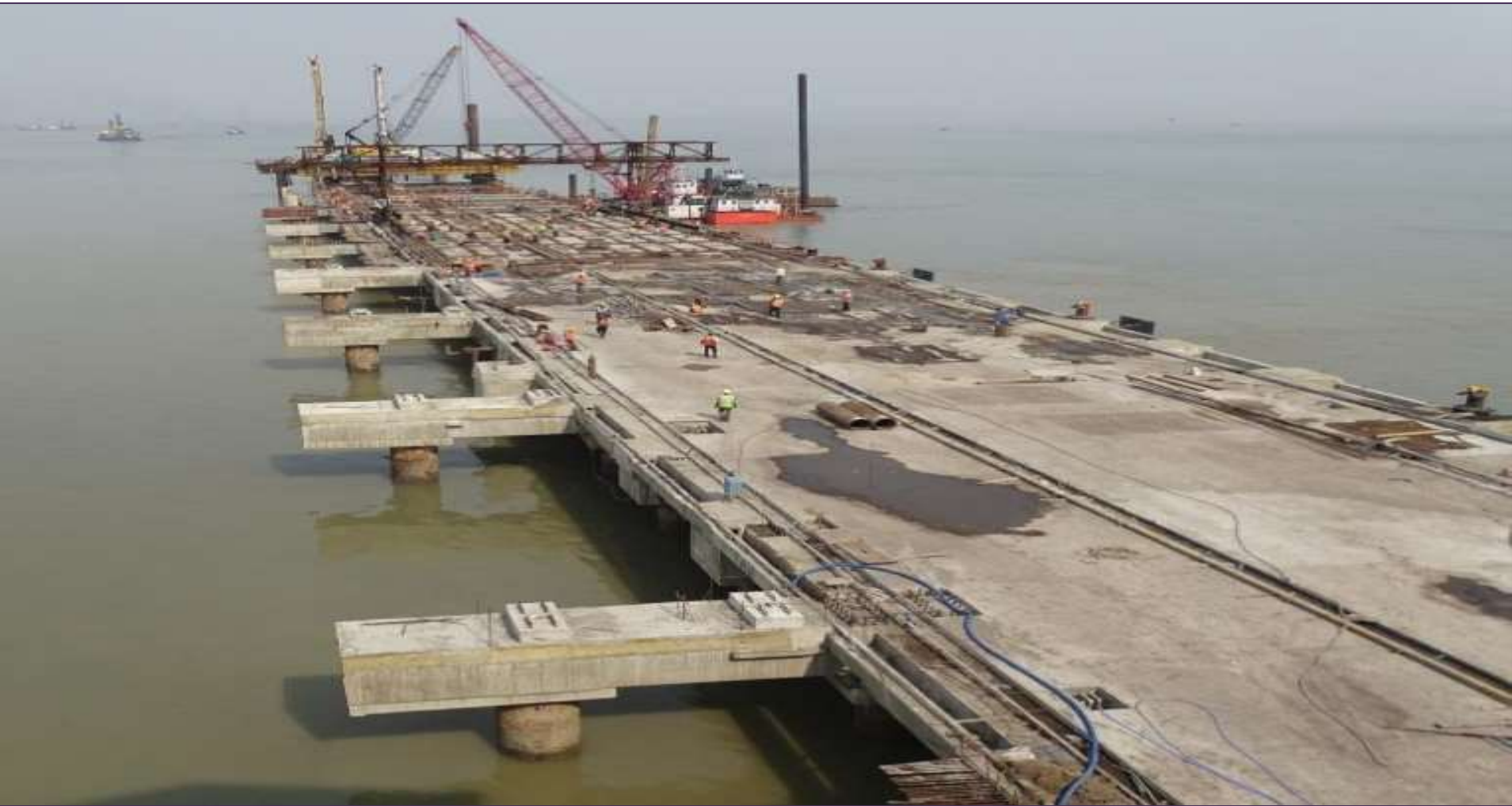


# New Developments

# Mundra: CT4 Terminal



# Dhamra – Berth 3 (BB3) Construction



# Hazira - Liquid Tank Enclosure



# Kattupalli Port



# Kattupalli Port



# Corporate Social Responsibility

# Corporate Social Responsibility





# Corporate Social Responsibility

## 1. Adani Foundation under Education program initiatives:

- Celebrated fire safety week at Mota Kandagra school with demonstration of fire safety. Mundra
- Helped Balwadi students to read, write and speak alphabets & numeric from 1-50, Mundra
- Organized adolescent girls awareness program for health, benefitted 70 girls, Tuna
- Udaan project covered students from schools, ITIs, polytechnic college who visited ports at Mundra, Dhamra, Hazira & Dahej and saw port operations
- Organized a district-level science exhibition for 33 high schools of port periphery and rail corridor panchayats, displayed models on general science. Block Education Officer (BEO), Basudevpur, Govt. of Odisha attended the exhibition as Chief Guest and distributed prizes, Dhamra
- Under Pragna project , 24 round activity tables were provided to 6 primary schools, Dahej

## 2. Adani Foundation under Community Health initiatives:

- Provided free health care services to 34,279 patients (Mundra), 3,800 patients (Dhamra), 2,941 patients (Dahej) through Mobile Health Care Units and Rural Clinics
- Under Senior Citizen Health Cards, a total of 2138 transactions were made this quarter, Mundra
- Organized 3 malnourishment camps, Mundra
- Providing physiotherapy services in coordination with BRC-Mundra and 33 children have taken physiotherapy treatment at Adani Hospital, Mundra
- Organized general health camp in Bhuj District - Lodai Village and Laxmipur (Tara) Village, benefiting 661 patients, Mundra
- Organized school health check-up camp benefitted 266 students (Mundra) and nearly 500 students (Dhamra)
- 6 person of Tena village completed rehabilitation program in Parivartan Nasha Mukti Kendra, Surat
- Conducted campaign for hygiene & sanitation awareness at aanganwadi of Lakhigam-Navinagri, Dahej

# Corporate Social Responsibility

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

- 40 candidates attended written exam & interview for CRTG crane operations, Mundra
- Supported Self Help Group "Saheli Gruh Udyog" sold products worth Rs.24,000/- in February, 2016.
- 332 students enrolled for vocational training at Adani Skill Development Center (ASDC), Mundra
- Provided financial literacy training to 39 women from 3 new Self Help Groups (SHG), Hazira
- Organized training (conducted by experts from Odisha University of Agriculture) to experiment and encourage the rural farmers for double-crop farming, 70 farmers, Dhamra
- Distributed 50 solar LED lanterns among women SHG members to have ease of working during evenings and nights, Dhamra
- Treated & vaccinated 350 cattle and other livestock during a livestock health camp organized with the help of District Veterinary Office, Bhadrak, Dhamra

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

- Mundra:- constructed training centre, madrasa rooms, toilets (at Luni), medical centre (at Tragadi), Samajwadi, atithi bhavan (at Tunda Wandh) and water tank (at Modhava), approach road (at Shekhadia), security room and toilet work for Adani Vidhya Mandir,
- Hazira:- constructed 27 houses (at Suvali, Rajagari and Vanswa), construction of panchayat building (at Junagam) and multipurpose hall in progress
- Dahej:- renovated 78 houses (at Lakhigam Navi Nagri) and solar street lights installed (at Lakhabava)
- Dhamra:- constructed two additional classrooms (at Bansada Govt High School), college, black-top road of approx. 1 km long from the port gate to Dosinga village market

# Corporate Social Responsibilities

## 5. 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.

## 6. 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 to be completed in April'13
- 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

Thank You