

# Adani Ports

Redefining Port & Logistics Sector



January 2018

We are 10,000+ young,  
dynamic doers working  
across the globe for a  
common purpose

Adani Group

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Thinking big  
Doing better

One vision,  
One team

# Adani Group : Vision, Values & Culture

## Vision

To be the globally admired leader in integrated infrastructure businesses with a deep commitment to nation building

We shall be known for the scale of our ambition, speed of execution and quality of operation

## Values

**Courage:** We shall believe in our employees and other stakeholders

**Trust:** We shall embrace new ideas and businesses

**Commitment:** We shall stand by our promises and adhere to high standards of business

## Culture

**P** - Passion

**R** - Results

**I** - Integration

**D** - Dedication

**E** – Entrepreneurship

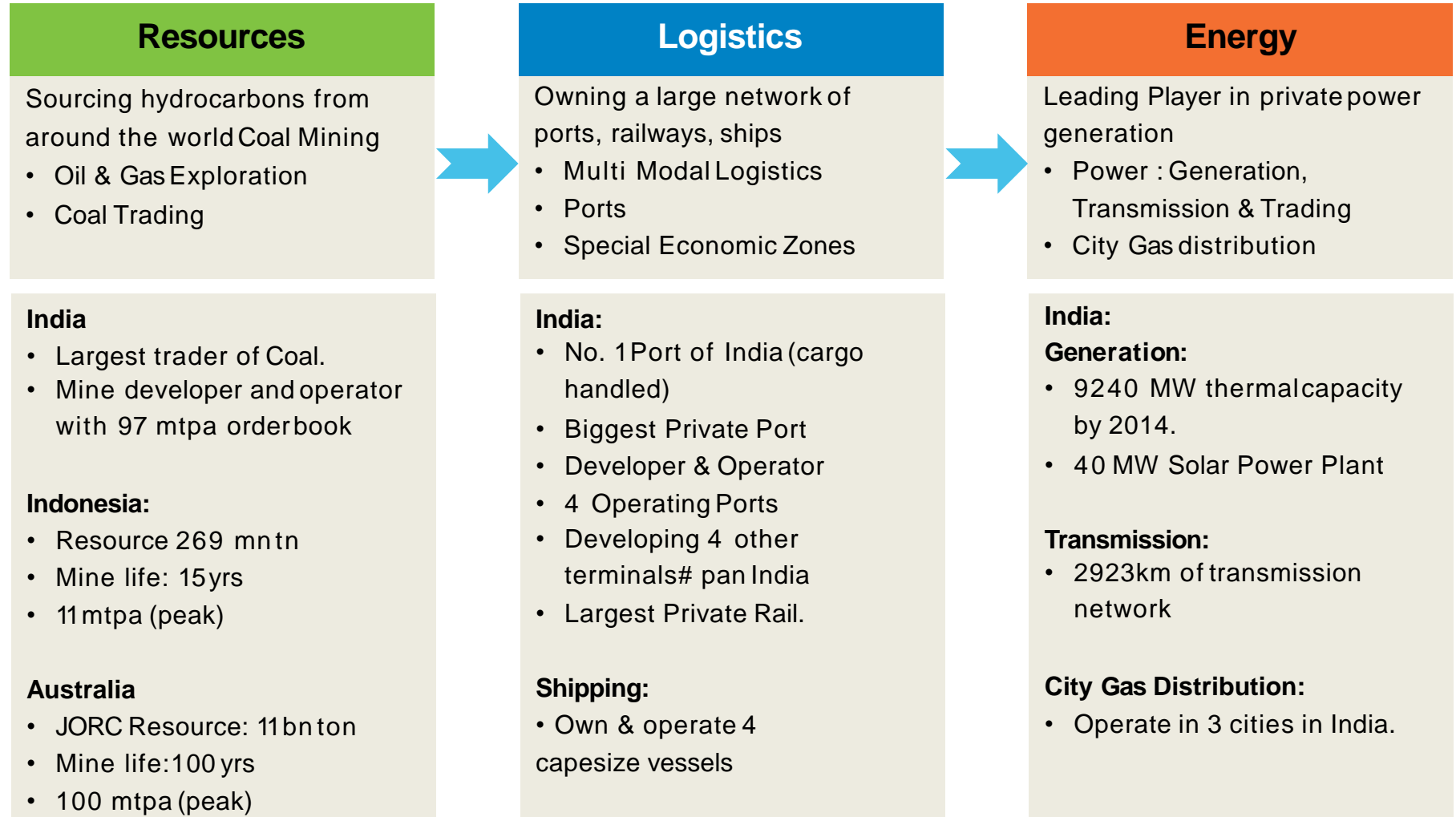
## Story of Our Nation, Story of Our Growth

The back-story to our success is the growth of India's middle class. Their demand for goods and services places an ever-growing demand on the nation's infrastructure, in terms of ports, power, water and transportation. We are building infrastructure to handle nation's future needs.



**Gautam Adani**  
Chairman, Adani Group

**To be globally admired leader in integrated infrastructure businesses with a deep commitment to nation building. We shall be known for the scale of our ambition, speed of execution and quality of operation**



# Thinking Big for India



Largest Coal Importer in India



Largest port operator in India growing faster than the industry average



Largest private power producer in India



India's largest edible oil brand- Fortune; largest player in Oleo, Castor, Speciality Fats and Wheat Storage (silos)



Developing one of India's largest integrated township in Ahmedabad, fast growing across Mumbai and NCR

## Our Strategic Response to Nation's Challenges



Adani's coal operations\* will account for ~20% of India's projected coal requirements by 2021



Adani's port infrastructure will handle ~20% of the total cargo handled at Indian Ports by 2021



Adani's power generation capacity will be more than ~5% of India's projected capacity by 2021



Adani will cater to 25% of India's edible oil demand by 2021



Adani will be developing real estate properties over 80 million sq ft by 2021

## Thinking big Doing better

Our mines, ports and power plants help people to work, shop, cook, read and go about improving their daily lives.

**Revenue :**  
\$11 billion FY2017

**Human Capital:**  
11,000+

**Presence:**  
50 countries,  
70 locations

**Listed Companies:**  
Adani Enterprises Ltd,  
Adani Ports and SEZ Ltd,  
Adani Power Ltd,  
Adani Transmission Ltd



2017   2021E



Resources

Coal Handling  
(MMT)

93.17   200

Bunkering  
(MMT)

0.78   2.5



Logistics

Cargo Handling  
(MMT)

168   350



Agri

Silo, Fruits and  
Food products  
(MMT)

4.2   10.5



Real Estate

Construction (Mn  
sq. ft.)

6   80\*

\* Estimated Potential



Energy

Power Generation  
Capacity (MW)

11,388   30,800

Power  
Transmission  
Capacity (OKM)

5,448   20,000

Gas Distribution  
(No. of Cities)

11   50

Solar  
Manufacturing  
Capacity (MW)

1,200   3,000

# Unparalleled Growth

CAGR: 11%

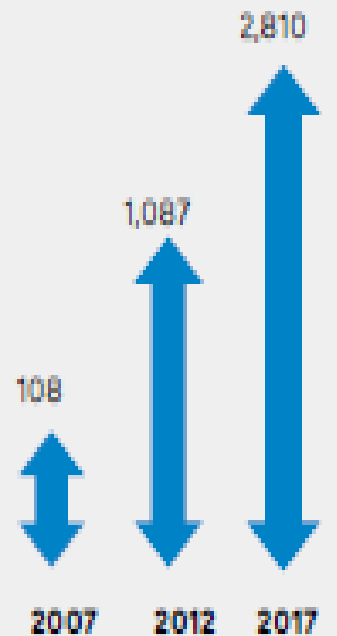
2017 11,357

2012 7,824

2007 3,853

Revenues (In \$ Million)

CAGR: 39%



2007 2012 2017

CAGR: 36%



2007 2012 2017

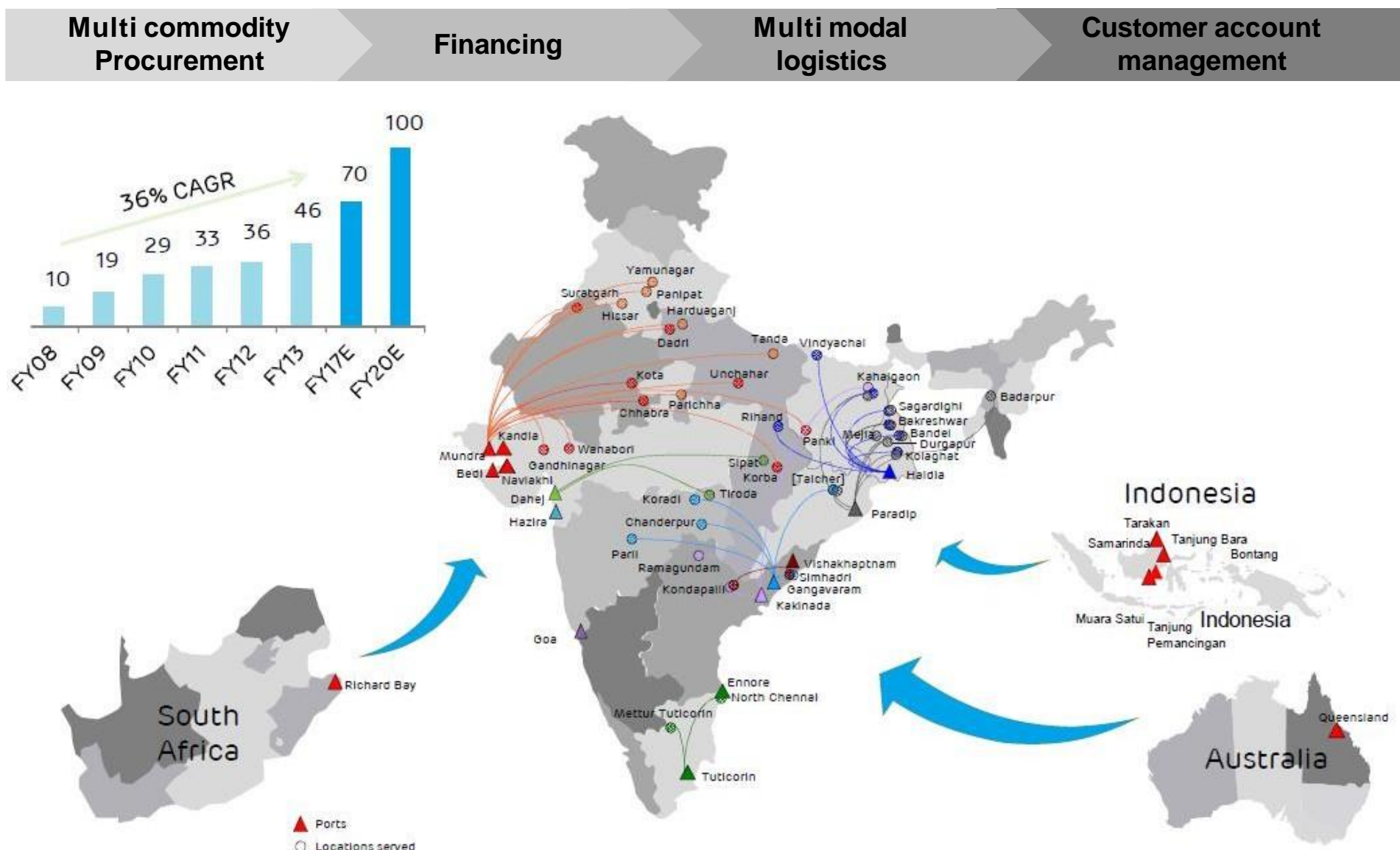


Fuelling the growth  
of Indian economy

Resources

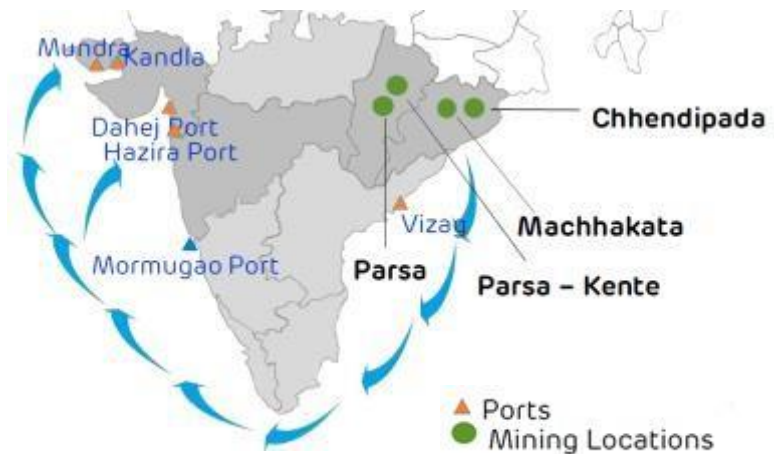
# Coal Trading

## Coal trading has consistent market share of around 50%



## Largest Mine Developer and operator in India

### India



- Land Acquisition
- Develop, plan, operate & manage mining operations
- Establishment of Washery & Rejects based Power Plants
- Logistics Solutions

Mine	Resource Mn MT
Parsa Kente, RRUVNL	452
Parsa, CSPGCL	150
Kente, RRUVNL	200
Machhakata, MGCL	1244
Chhendipada, UCMGGL	1589

### Indonesia



Location	Bunyu Island, Indonesia
Resource	269 Mn MT
Peak Cap.	11 MTPA

### Australia

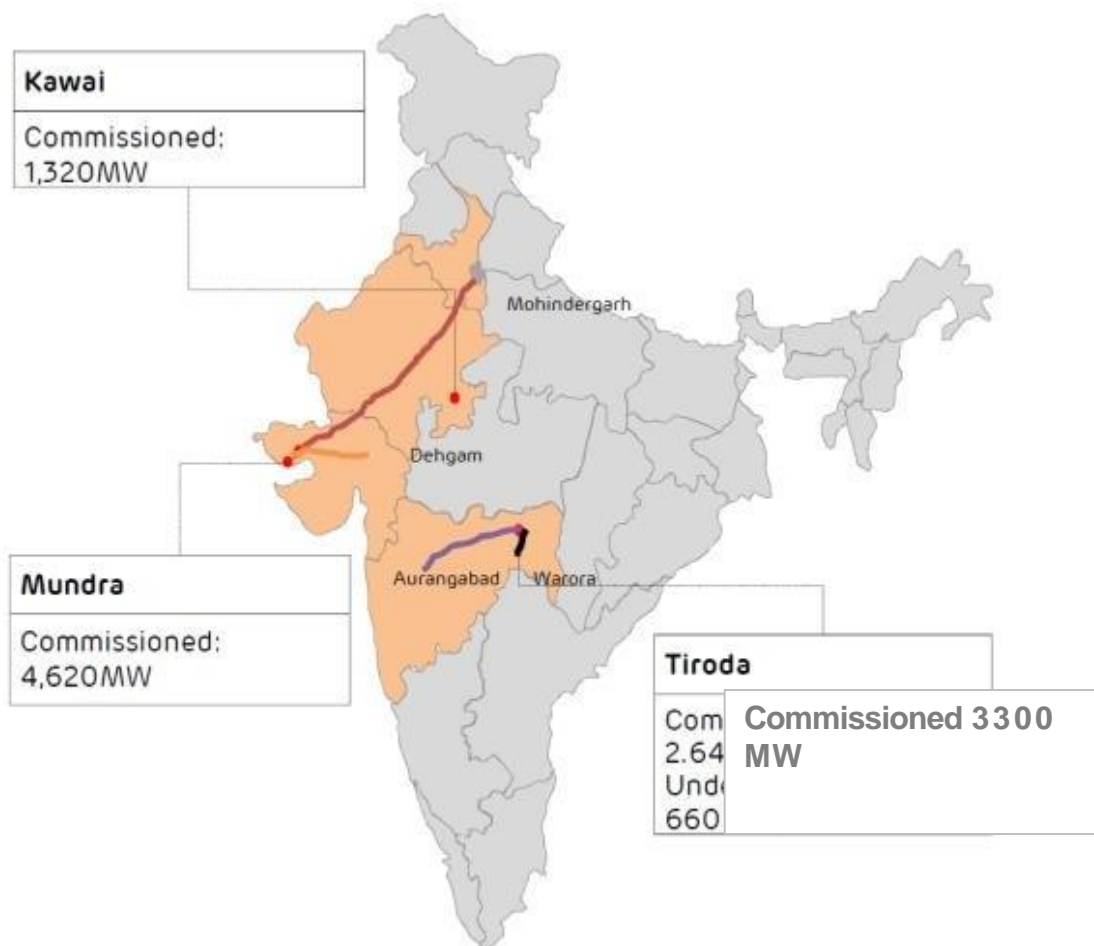


Acquisition	Adani Mining Pty Ltd, entered into Asset sales agreement with LINC Energy in August, 2010 for ownership of EPC 1690
Location	Galilee Basin - Queensland, Australia
Resource	Thermal Coal – 11.04 Bn MT (JORC)

Energy

Committed to ensure  
energy security for  
India

## Adani Power projects are in high growth & better managed states of India



Power Generation		
Location	Capacity (MW)	Operation (MW)
Mundra, Guj	4620	4620
Tiroda, Mah	3300	3300
Kawai, Raj	1320	1320
Udipi, K'taka	1600	1200
<b>Total</b>	<b>10840</b>	<b>10440</b>

Power Transmission	
Connecting Location	Circuit Km (Ckm)
± 500kV Mundra-Mohindergarh HVDC line	1980
400kV D/C Mundra-Dehgam	868
400kV D/C Mohindergarh-Bhiwani	100
33KV M'garh- Kaithal	376
400kV D/C Mohindergarh-Dhanoda	10
400kV D/C Tiroda-Warora (Quad)	438
33KV D/C Mundra –Bhadai Earth Electrode	64
2X Tiroda- Koradi- Akola- Aurangabad	1215
<b>Total</b>	<b>5051</b>

### 40 MW Operational Solar Power Project<sup>1</sup> in Gujarat

\*Transmission lines are part of inter-state transmission system

Agri

Ensuring food  
security for  
the nation



## Edible Oil



- 50:50 Joint venture with Wilmar , Singapore
- “FORTUNE” - India’s number 1 edible oil brand with more than 20% market share
- Revenues in excess of \$ 2.5 Bn
- Volumes more than 3.5MMTPA
- Major Exporter of Castor Oil/derivatives and Soya De-oiled cake
- Manufacturing facilities spread across 18 locations pan India with 10k refining & 7k crushing capacity

## Fruits



- Capacity of 21000 MT of storage of Apple
- State of Art Control Atmosphere Storage facility at 3 locations in Himachal Pradesh
- Distribution set up across India under brand “Farm-Pik”
- One of largest importer of fruits into India

## Food Grains



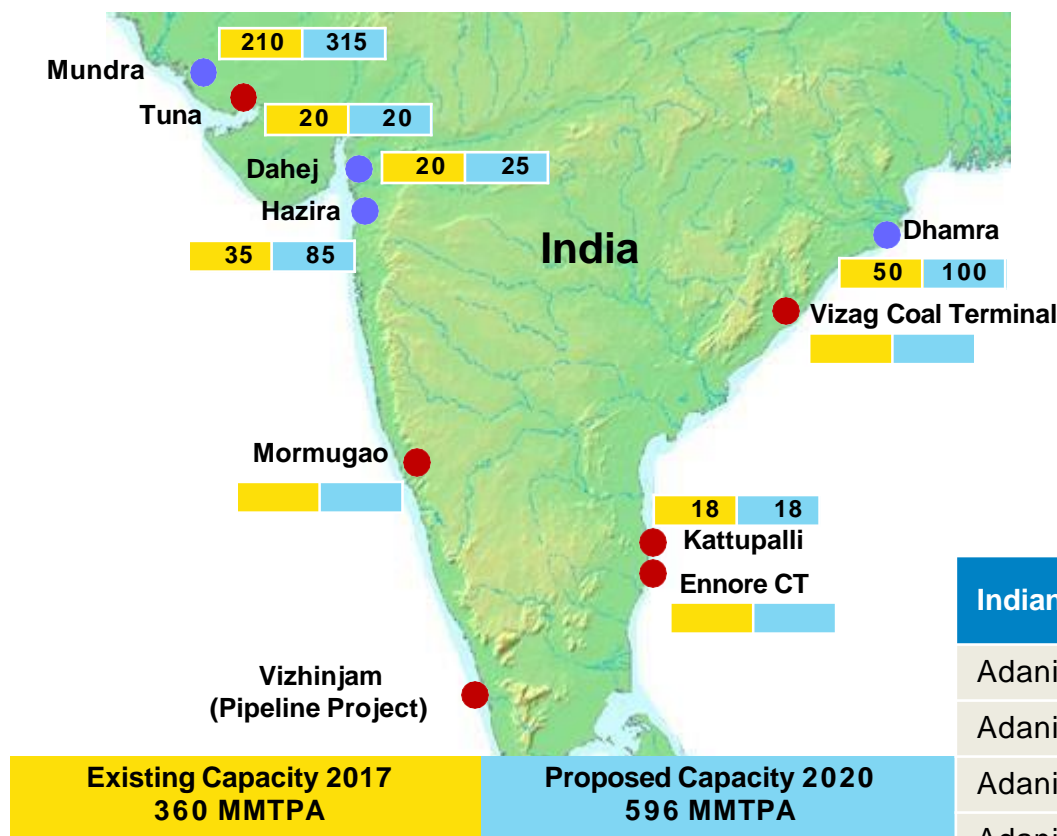
- Operates storage capacities of 6,00,000 MT across 7 locations across India
- Another 3,50,000 MT in development across 7 locations in Madhya Pradesh
- State of Art mechanized storage facilities with private railway siding
- Operates storages facilities under Build Own Operate model for FCI for 20 years

An economic gateway  
for the nation

Logistics

# Adani Port and Special Economic Zone Limited

## Indian Ports and Terminals



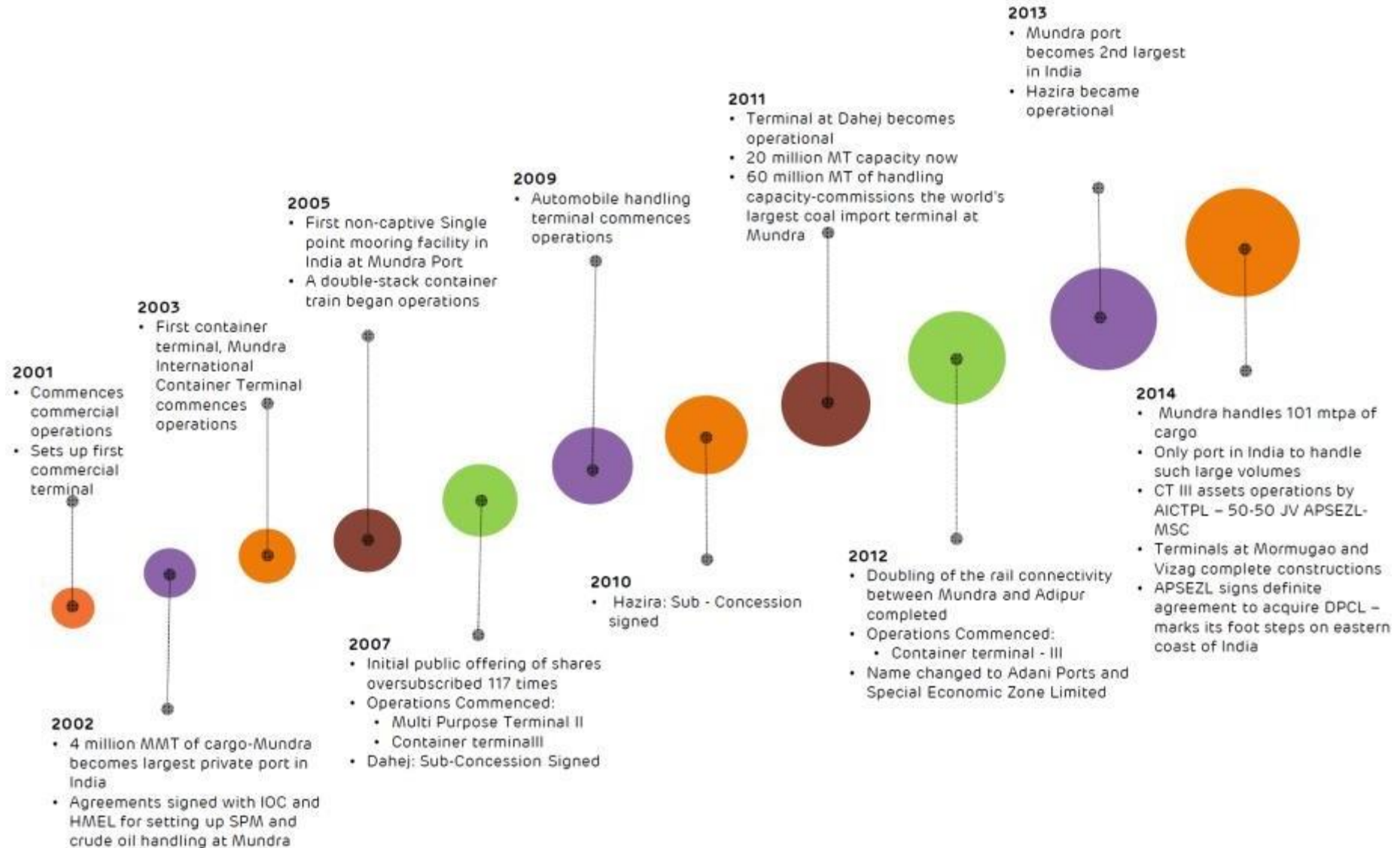
- Adani initially started its first port at Mundra location. Later on it has aggressively added new Indian & Overseas ports to its portfolio.
- Adani Ports is targeting to achieve the mammoth figure of 200 million MT per annum Indian cargo handling by 2020
- In the last fin year Adani Ports handled over 169 Million MT of cargo in 2016- 17

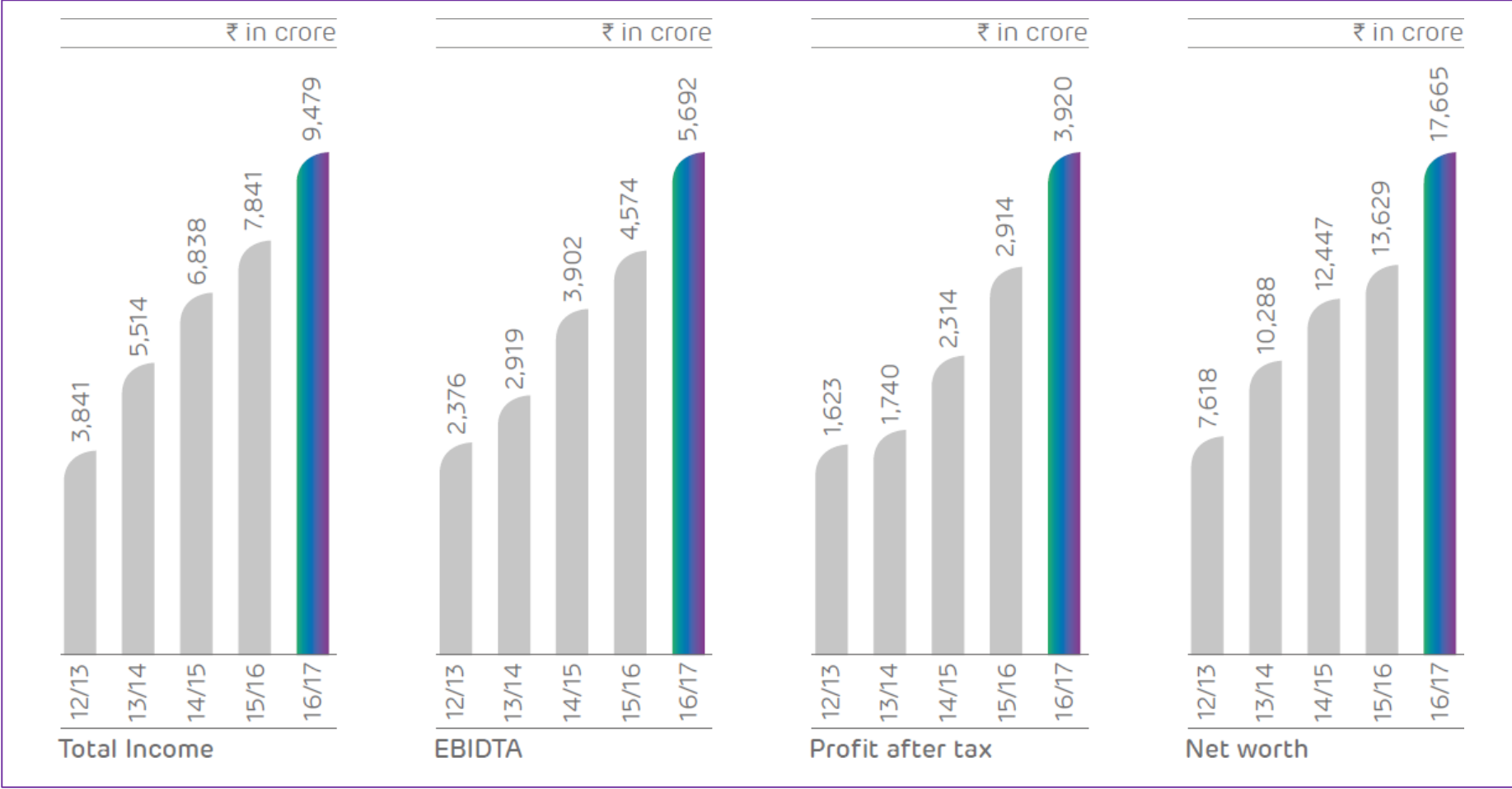
## International Ports



Indian Ports & Terminals	Year of Operations
Adani Mundra Port	1998
Adani Petronet (Dahej) Port Pvt. Ltd.	2010
Adani Abbot Point Terminal Pty Ltd	2011
Adani Hazira Port Private Ltd.	2012
Adani Murmugoa Coal Terminal Pvt. Ltd.	2014
Adani Vizag Coal Terminal Pvt. Ltd.	2014
Dhamra Port	2014
Adani Kandla Bulk Terminal Private Ltd.	2015
Ennore Container Terminal	2017

# APSEZ : Key Milestones





Adani Ports : Other Capabilities.....

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# Adani Port's Experience in Project Management of Ports & Terminals

## Adani Port's Approach in Project Management of Port & Terminal Development

PPP Bidding Projects	Mergers & Acquisitions	Expansion in Operational Ports
<ul style="list-style-type: none"><li>• Layouts &amp; Master Plan</li><li>• Thorough analysis on Road and Railway connectivity</li><li>• Land contiguity with water front &amp; review of encumbrances (fishing boats)</li><li>• Review of Environmental aspects</li><li>• Utility connections – water &amp; power</li><li>• Performance guarantees (handling rates &amp; MGT)</li><li>• Bid Engineering, Capex Estimation &amp; Operating cost</li></ul>	<ul style="list-style-type: none"><li>• Due diligence of existing assets including condition, performance and past records</li><li>• Assess expandability of asset post completion of acquisition</li><li>• Review regulatory framework with respect to approvals and permissions</li><li>• Review competition analysis in terms of physical assets</li><li>• Review of Environmental aspects</li><li>• Capex estimation &amp; Operating cost for expansion</li></ul>	<ul style="list-style-type: none"><li>• Conceive project by offering various alternatives for expansion</li><li>• Specific studies to crystalize expansion proposals on case to case basis</li><li>• Discuss with Client to conclude technical options and aspects</li><li>• Review of Environmental aspects</li><li>• Basic Engineering, Capex estimation &amp; Operating cost</li><li>• Technical and project inputs for finalising Commercial Agreements with Clients</li></ul>

# Project Management Capabilities



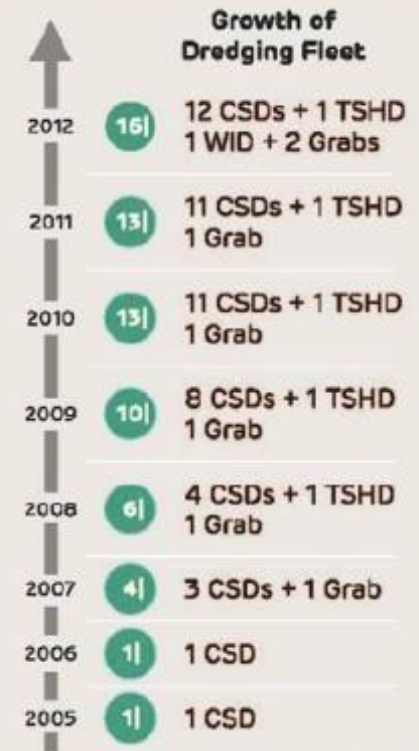
# Dredging and Reclamation

## Dredging has been the backbone of Adani's Port development

- Dredging is one of the most important requirements in the development of ports and has been an area of concern in the country due to paucity of resources , high costs and delays in completion of projects .
- Adani group realising this, started investing since 2005 in developing a dredging fleet to achieve its planned growth in the port sector.
- It has been a major success story since then and APSEZL today operates a large fleet of sixteen dredgers and boasts of the largest capital dredging capacity in India.



- Newly acquired TSHD from IHC; makes Adani largest fleet owner (19 dredgers)
- Newly acquired CSD by APSEZ. Cutter power is 1500KW



As on June 2012

# Thank you



One vision,  
One team