Adani Ports
Redefining Port & Logistics Sector

January 2018
Adani Group

Thinking big
Doing better

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

One vision,
One team
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

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.

**Resources**
- Sourcing hydrocarbons from around the world
  - Coal Mining
  - Oil & Gas Exploration
  - Coal Trading

**Logistics**
- Owning a large network of ports, railways, ships
  - Multi Modal Logistics
  - Ports
  - Special Economic Zones

**Energy**
- Leading Player in private power generation
  - Power : Generation, Transmission & Trading
  - City Gas distribution

**India**
- Largest trader of Coal.
- Mine developer and operator with 97 mtpa order book

**Indonesia**
- Resource 269 mn ton
- Mine life: 15 yrs
- 11 mtpa (peak)

**Australia**
- JORC Resource: 11 bn ton
- Mine life: 100 yrs
- 100 mtpa (peak)

**India**
- No. 1 Port of India (cargo handled)
- Biggest Private Port
- Developer & Operator
- 4 Operating Ports
- Developing 4 other terminals# pan India
- Largest Private Rail.

**Shipping**
- Own & operate 4 capesize vessels

**India: Generation:**
- 9240 MW thermal capacity by 2014.
- 40 MW Solar Power Plant

**Transmission:**
- 2923km of transmission network

**City Gas Distribution:**
- Operate in 3 cities in India.
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

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

Our mines, ports and power plants help people to work, shop, cook, read and go about improving their daily lives.
**Vision 2021**

<table>
<thead>
<tr>
<th>Category</th>
<th>2017</th>
<th>2021E</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Resources</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Coal Handling (MMT)</td>
<td>93.17</td>
<td>200</td>
</tr>
<tr>
<td>Bunkering (MMT)</td>
<td>0.78</td>
<td>2.5</td>
</tr>
<tr>
<td><strong>Energy</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power Generation Capacity (MW)</td>
<td>11,388</td>
<td>30,800</td>
</tr>
<tr>
<td>Power Transmission Capacity (CKM)</td>
<td>5,448</td>
<td>20,000</td>
</tr>
<tr>
<td>Gas Distribution (No. of Cities)</td>
<td>11</td>
<td>50</td>
</tr>
<tr>
<td>Solar Manufacturing Capacity (MW)</td>
<td>1,200</td>
<td>3,000</td>
</tr>
<tr>
<td><strong>Logistics</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cargo Handling (MMT)</td>
<td>168</td>
<td>350</td>
</tr>
<tr>
<td><strong>Agri</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Silo, Fruits and Food products (MMT)</td>
<td>4.2</td>
<td>10.5</td>
</tr>
<tr>
<td><strong>Real Estate</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Construction (Mn sq. ft.)</td>
<td>6</td>
<td>80*</td>
</tr>
</tbody>
</table>

* Estimated Potential
Unparalleled Growth

- CAGR: 11%
- CAGR: 39%
- CAGR: 36%

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues (in $ Million)</th>
<th>EBIDTA (in $ Million)</th>
<th>Total Assets (in $ Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>3,853</td>
<td>108</td>
<td>1,258</td>
</tr>
<tr>
<td>2012</td>
<td>7,824</td>
<td>1,087</td>
<td>20,980</td>
</tr>
<tr>
<td>2017</td>
<td>11,357</td>
<td>2,810</td>
<td>27,032</td>
</tr>
</tbody>
</table>
Resources

Fuelling the growth of Indian economy
Coal trading has consistent market share of around 50%
**Coal Mining**

**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

### Indonesia

- **Location**: Bunyu Island, Indonesia
- **Resource**: 269 Mn MT
- **Peak Cap.**: 11 MMTPA

### Australia

#### Mine

<table>
<thead>
<tr>
<th>Mine</th>
<th>Resource Mn MT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Parsa Kente, RRUVNL</td>
<td>452</td>
</tr>
<tr>
<td>Parsa, CSPGCL</td>
<td>150</td>
</tr>
<tr>
<td>Kente, RRUVNL</td>
<td>200</td>
</tr>
<tr>
<td>Machhakata, MGCL</td>
<td>1244</td>
</tr>
<tr>
<td>Chendipada, UCMGGL</td>
<td>1589</td>
</tr>
</tbody>
</table>

#### 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)**
Committed to ensure energy security for India
Adani Power projects are in high growth & better managed states of India

40 MW Operational Solar Power Project1 in Gujarat
*Transmission lines are part of inter-state transmission system

Power Generation

<table>
<thead>
<tr>
<th>Location</th>
<th>Capacity (MW)</th>
<th>Operation (MW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mundra, Guj</td>
<td>4620</td>
<td>4620</td>
</tr>
<tr>
<td>Tiroda, Mah</td>
<td>3300</td>
<td>3300</td>
</tr>
<tr>
<td>Kawai, Raj</td>
<td>1320</td>
<td>1320</td>
</tr>
<tr>
<td>Udupi,K’taka</td>
<td>1600</td>
<td>1200</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>10840</strong></td>
<td><strong>10440</strong></td>
</tr>
</tbody>
</table>

Power Transmission

<table>
<thead>
<tr>
<th>Connecting Location</th>
<th>Circuit Km (Ckm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>± 500kV Mundra-Mohindergarh HVDC line</td>
<td>1980</td>
</tr>
<tr>
<td>400kV D/C Mundra-Dehgam</td>
<td>868</td>
</tr>
<tr>
<td>400kV D/C Mohindergarh-Bhiwani</td>
<td>100</td>
</tr>
<tr>
<td>33KV M’garh- Kaithal</td>
<td>376</td>
</tr>
<tr>
<td>400kV D/C Mohindergarh-Dhanoda</td>
<td>10</td>
</tr>
<tr>
<td>400kV D/C Tiroda-Warora (Quad)</td>
<td>438</td>
</tr>
<tr>
<td>33KV D/C Mundra –Bhadai Earth Electrode</td>
<td>64</td>
</tr>
<tr>
<td>2X Tiroda- Koradi- Akola- Aurangabad</td>
<td>1215</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5051</strong></td>
</tr>
</tbody>
</table>
Ensuring food security for the nation
**Agro**

### 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 3.5 MMTPA
- 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 21,000 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
**Adani Port and Special Economic Zone Limited**

**Indian Ports and Terminals**

- **Mundra Port**
  - Existing Capacity 2017: 360 MMTPA
  - Proposed Capacity 2020: 596 MMTPA

- **Abbot Point Terminal**
  - Existing Capacity: 50 MMTPA
  - Proposed Capacity: 120 MMTPA

- **Dahej Port**
  - Existing Capacity: 20 MMTPA
  - Proposed Capacity: 25 MMTPA

- **Hazira Port**
  - Existing Capacity: 35 MMTPA
  - Proposed Capacity: 85 MMTPA

- **Dhamra Port**
  - Existing Capacity: 50 MMTPA
  - Proposed Capacity: 100 MMTPA

- **Mormugao Port**
  - Existing Capacity: 18 MMTPA
  - Proposed Capacity: 18 MMTPA

- **Vizhinjam (Pipeline Project)**

- **Vizag Coal Terminal**
  - Existing Capacity: 210 MMTPA
  - Proposed Capacity: 315 MMTPA

- **Ennore CT**
  - Existing Capacity: 20 MMTPA
  - Proposed Capacity: 20 MMTPA

- **Kattupalli**
  - Existing Capacity: 18 MMTPA
  - Proposed Capacity: 18 MMTPA

**International Ports**

- **Abbot Coal Terminal**

**Indian Ports & Terminals**

<table>
<thead>
<tr>
<th>Terminal Name</th>
<th>Year of Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adani Mundra Port</td>
<td>1998</td>
</tr>
<tr>
<td>Adani Petronet (Dahej) Port Pvt. Ltd.</td>
<td>2010</td>
</tr>
<tr>
<td>Adani Abbot Point Terminal Pty Ltd</td>
<td>2011</td>
</tr>
<tr>
<td>Adani Hazira Port Private Ltd.</td>
<td>2012</td>
</tr>
<tr>
<td>Adani Murmugoa Coal Terminal Pvt. Ltd.</td>
<td>2014</td>
</tr>
<tr>
<td>Adani Vizag Coal Terminal Pvt. Ltd.</td>
<td>2014</td>
</tr>
<tr>
<td>Dhamra Port</td>
<td>2014</td>
</tr>
<tr>
<td>Adani Kandla Bulk Terminal Private Ltd.</td>
<td>2015</td>
</tr>
<tr>
<td>Ennore Container Terminal</td>
<td>2017</td>
</tr>
</tbody>
</table>

- 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.
APSEZ: Key Milestones

2001
- Commences commercial operations
- Sets up first commercial terminal

2002
- 4 million MMT of cargo-Mundra becomes largest private port in India
- Agreements signed with IOC and HMEL for setting up SPM and crude oil handling at Mundra

2003
- First container terminal, Mundra International Container Terminal commences operations

2005
- First non-captive Single point mooring facility in India at Mundra Port
- A double-stack container train began operations

2009
- Automobile handling terminal commences operations

2010
- Hazira: Sub - Concession signed

2011
- Terminal at Dahej becomes operational
- 20 million MT capacity now
- 60 million MT of handling capacity-commissions the world’s largest coal import terminal at Mundra

2013
- Mundra port becomes 2nd largest in India
- Hazira became operational

2014
- Mundra handles 101 mtpa of cargo
- Only port in India to handle such large volumes
- CT III assets operations by AICTPL – 50-50 JV APSEZL-MSC
- Terminals at Mormugao and Vizag complete constructions
- APSEZL signs definite agreement to acquire DPCL – marks its foot steps on eastern coast of India

2012
- Doubling of the rail connectivity between Mundra and Adipur completed
- Operations Commenced:
  - Container terminal - III
- Name changed to Adani Ports and Special Economic Zone Limited

2007
- Initial public offering of shares oversubscribed 117 times
- Operations Commenced:
  - Multi Purpose Terminal II
  - Container terminal III
  - Dahej: Sub-Concession Signed
APSEZ: Financial Performance

<table>
<thead>
<tr>
<th></th>
<th>12/13</th>
<th>13/14</th>
<th>14/15</th>
<th>15/16</th>
<th>16/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>3,841</td>
<td>5,514</td>
<td>6,838</td>
<td>7,841</td>
<td>9,479</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2,376</td>
<td>2,919</td>
<td>3,902</td>
<td>4,574</td>
<td>5,692</td>
</tr>
<tr>
<td>Profit after tax</td>
<td>1,623</td>
<td>1,740</td>
<td>2,314</td>
<td>2,914</td>
<td>3,920</td>
</tr>
<tr>
<td>Net worth</td>
<td>7,618</td>
<td>10,288</td>
<td>12,447</td>
<td>13,629</td>
<td>17,665</td>
</tr>
</tbody>
</table>
Adani Ports : Other Capabilities
Adani Port’s Experience in Project Management of Ports & Terminals

**Adani Port’s Approach in Project Management of Port & Terminal Development**

<table>
<thead>
<tr>
<th>PPP Bidding Projects</th>
<th>Mergers &amp; Acquisitions</th>
<th>Expansion in Operational Ports</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Layouts &amp; Master Plan</td>
<td>• Due diligence of existing assets including condition, performance and past records</td>
<td>• Conceive project by offering various alternatives for expansion</td>
</tr>
<tr>
<td>• Thorough analysis on Road and Railway connectivity</td>
<td>• Assess expandability of asset post completion of acquisition</td>
<td>• Specific studies to crystalize expansion proposals on case to case basis</td>
</tr>
<tr>
<td>• Land contiguity with water front &amp; review of encumbrances (fishing boats)</td>
<td>• Review regulatory framework with respect to approvals and permissions</td>
<td>• Discuss with Client to conclude technical options and aspects</td>
</tr>
<tr>
<td>• Review of Environmental aspects</td>
<td>• Review competition analysis in terms of physical assets</td>
<td>• Review of Environmental aspects</td>
</tr>
<tr>
<td>• Utility connections – water &amp; power</td>
<td>• Review of Environmental aspects</td>
<td>• Basic Engineering, Capex estimation &amp; Operating cost</td>
</tr>
<tr>
<td>• Performance guarantees (handling rates &amp; MGT)</td>
<td>• Capex estimation &amp; Operating cost for expansion</td>
<td>• Technical and project inputs for finalising Commercial Agreements with Clients</td>
</tr>
<tr>
<td>• Bid Engineering, Capex Estimation &amp; Operating cost</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Creating capacities well ahead of the demand
Completing projects well ahead of the schedule
Building state of the art infrastructure
End to end project planning and management
Most economical mode of project construction

Project Management Capabilities

Largest Port operator in India in terms of Cargo handling
Largest Port operator in India in terms of Revenue
Largest Dredging company in India
Largest SEZ in India
Only port in India capable of handling 15000+ TEU vessels

EPC
Project Management
Cargo handling expertise
International bidding
Dredging Team
HSE practice
Quality Systems
Procurement & sourcing
Contracting & Commercial
Master Planning & Engineering

Project Expertise
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
Thank you