

Ref No: APSEZL/SECT/2020-21/140

December 4, 2020

**BSE Limited**

Floor 25, P J Towers,  
Dalal Street,  
Mumbai – 400 001

**Scrip Code: 532921**

**National Stock Exchange of India Limited**

Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051

**Scrip Code: ADANIPOINTS**

**Sub: Presentation - Analysts / Investor Meeting**

Dear Sir,

This in reference to our letter no APSEZL/SECT/2020-21/133 dated November 26, 2020 on the captioned matter.

In this connection, please find attached herewith the presentation to be deliberated at today's call with Analysts / Investors. The same is being uploaded on our website.

Kindly take the same on your record.

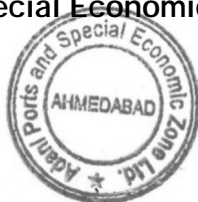
Thanking you,

Yours faithfully,

**For Adani Ports and Special Economic Zone Limited**



**Kamlesh Bhagia**  
Company Secretary



Encl.: a/a

# Spotlight on Krishnapatnam Port

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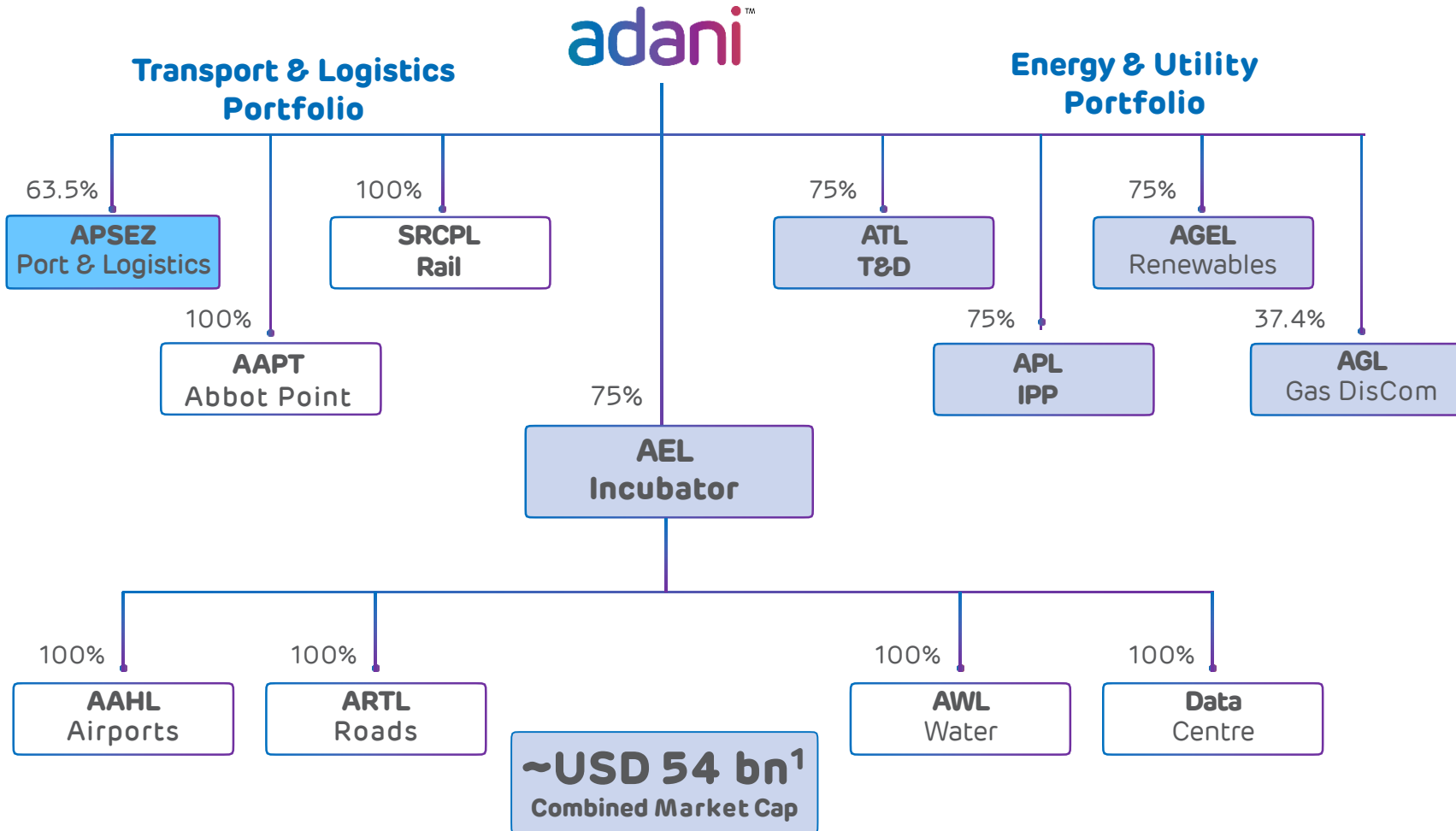
**Adani Ports and SEZ Ltd.**, December 2020.

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# Adani Group: A world class infrastructure & utility portfolio



## Adani

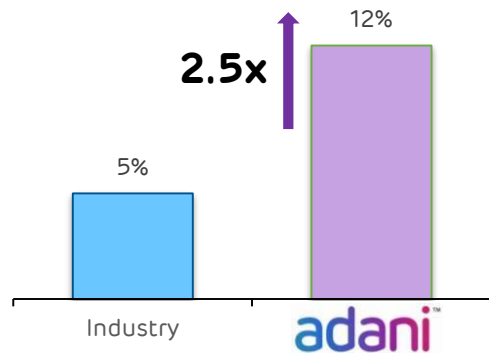
- **Marked shift from B2B to B2C businesses –**
- **AGL** – Gas distribution network to serve key geographies across India
- **AEML** – Electricity distribution network that powers the financial capital of India
- **Adani Airports** – To operate, manage and develop eight airports in the country
- **Locked in Growth 2020 –**
  - Transport & Logistics - Airports and Roads
  - Energy & Utility – Water and Data Centre

Opportunity identification, development and beneficiation is intrinsic to diversification and growth of the group.

1. As on November 27, 2020, USD/INR – 74 | Note - Percentages denote promoter holding  
Light purple color represent public traded listed verticals

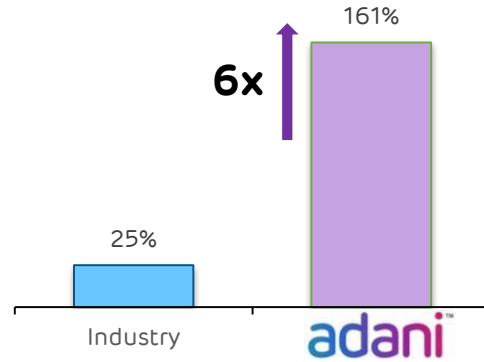
# Adani Group: Decades long track record of industry best growth rates across sectors

Port Cargo Throughput (MT)



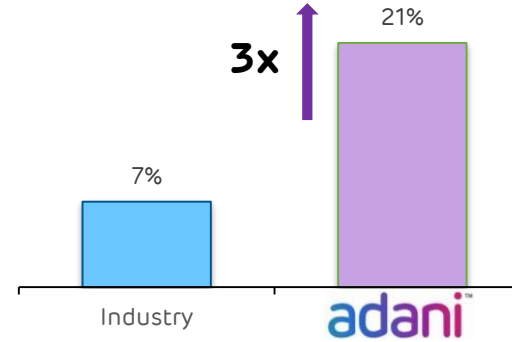
2014	972 MT	113 MT
2020	1,339 MT	223 MT

Renewable Capacity (GW)



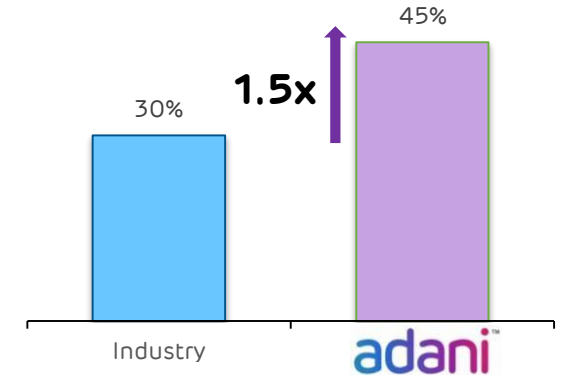
2016	46 GW	0.3 GW
2020	114 GW	14.2 GW <sup>6</sup>

Transmission Network (ckm)

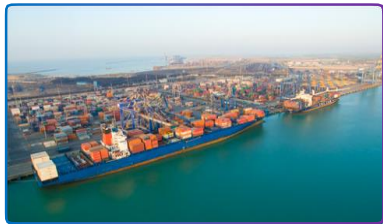


2016	320,000 ckm	6,950 ckm
2020	423,000 ckm	14,837 ckm

CGD<sup>7</sup> (GAs<sup>8</sup> covered)



2015	62 GAs	6 GAs
2020	228 GAs	38 GAs



## APSEZ

Highest Margin among Peers globally  
**EBITDA margin: 70%**<sup>1,2</sup>  
 Next best peer margin: 55%



## AGEL

World's largest developer  
**EBITDA margin: 89%**<sup>1,4</sup>  
 Next best peer margin: 53%



## ATL

Highest availability among Peers  
**EBITDA margin: 92%**<sup>1,3,5</sup>  
 Next best peer margin: 89%



## AGL

India's Largest private CGD business  
**EBITDA margin: 31%**<sup>1</sup>  
 Next best peer margin: 30%

Transformative model driving scale, growth and free cashflow

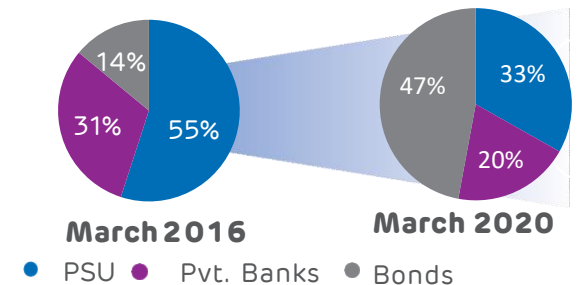
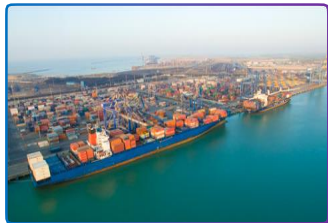
**Note:** 1 Data for FY20; 2 Margin for ports business only, Excludes forex gains/losses; 3 EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; 4 EBITDA Margin represents EBITDA earned from power sales and exclude other items; 5. EBITDA margin of transmission business only, does not include distribution business. 6. Contracted & awarded capacity 7. CGD – City Gas distribution GAs 8. Geographical Areas - Including JV

# Adani Group: Repeatable, robust & proven transformative model of investment



	Origination	Site Development	Construction	Operation	Capital Mgmt
Activity	<ul style="list-style-type: none"> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li><b>Strategic value</b></li> </ul>	<ul style="list-style-type: none"> <li>Site acquisition</li> <li>Concessions and regulatory agreements</li> <li><b>Investment case development</b></li> </ul>	<ul style="list-style-type: none"> <li>Engineering &amp; design</li> <li>Sourcing &amp; quality levels</li> <li><b>Equity &amp; debt funding at project</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Life cycle O&amp;M planning</b></li> <li>Asset Management plan</li> </ul>	<ul style="list-style-type: none"> <li>Redesigning the <b>capital structure</b> of the asset</li> <li><b>Operational phase funding consistent with asset life</b></li> </ul>

Performance	<p>India's Largest Commercial Port (at Mundra)</p> <p>Highest Margin among Peers</p>	<p>Longest Private HVDC Line in Asia (Mundra - Mohindergarh)</p> <p>Highest line availability</p>	<p>Largest Single Location Private Thermal IPP (at Mundra)</p> <p>High declared capacity of 89%<sup>1</sup></p>	<p>648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu)</p> <p>Constructed and Commissioned in nine months</p>	<p>In FY20 issued seven international bonds across the yield curve totalling~USD4Bn</p> <p><b>All listed entities maintain liquidity cover of 1.2x- 2x as a matter of policy.</b></p>
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1. FY20 data for commercial availability declared under long term power purchase agreements;

## Company Profile

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# APSEZ: A transport utility with string of ports and integrated logistics network

## String of Ports

- Twelve Ports ~490 MMT of augmented capacity.
- Setting benchmark in turnaround time across industry.
- Single window service & excellence in operations resulting in world's best port EBITDA margin ~70%

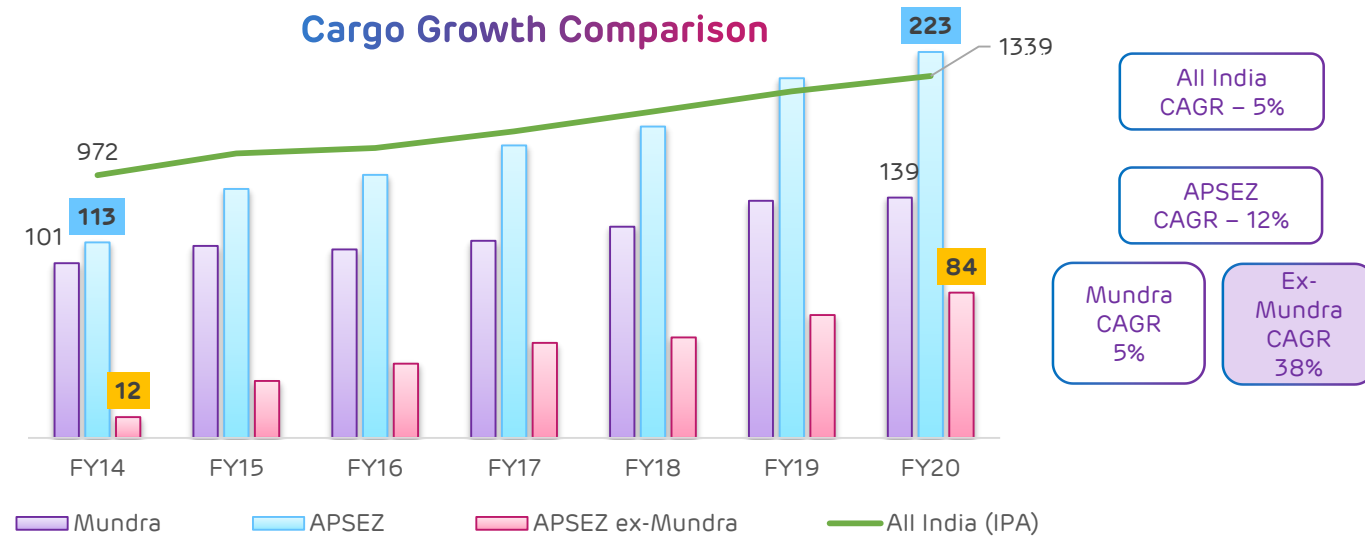
## Logistics Platform

- Hinterland reach of >90%
- Achieving East and West Coast Parity
- Multi pronged growth in logistics business to amplify end mile connectivity.
- Embedded ESG Framework for securing value.

## Achieving East Coast - West Coast Parity



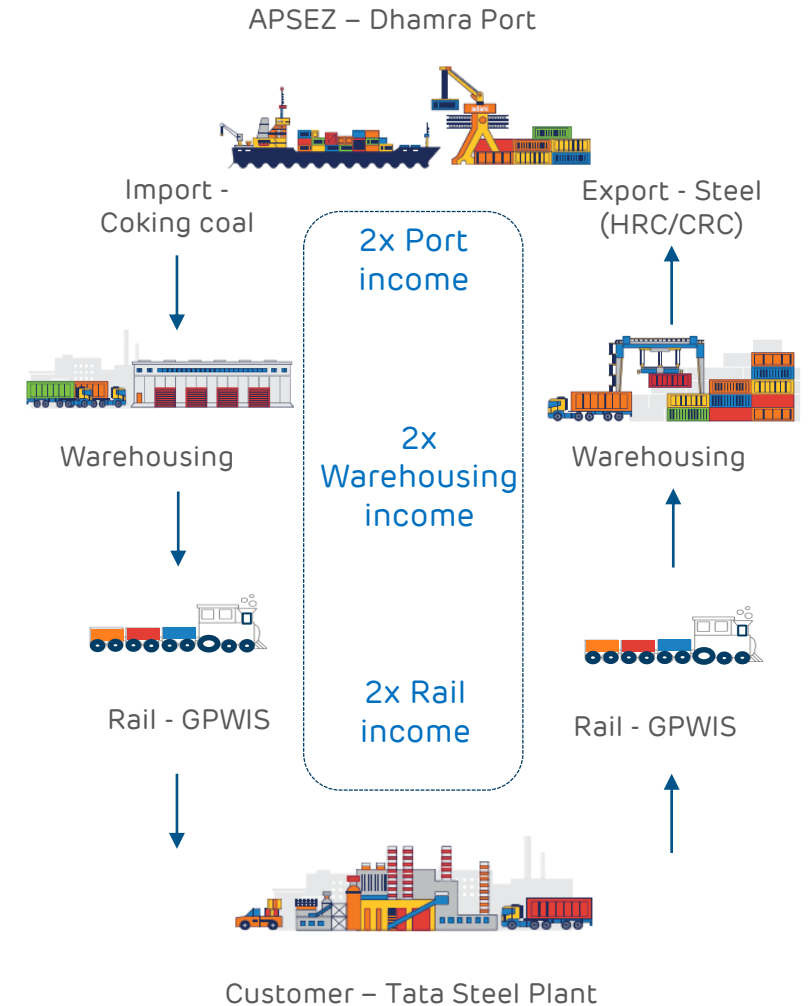
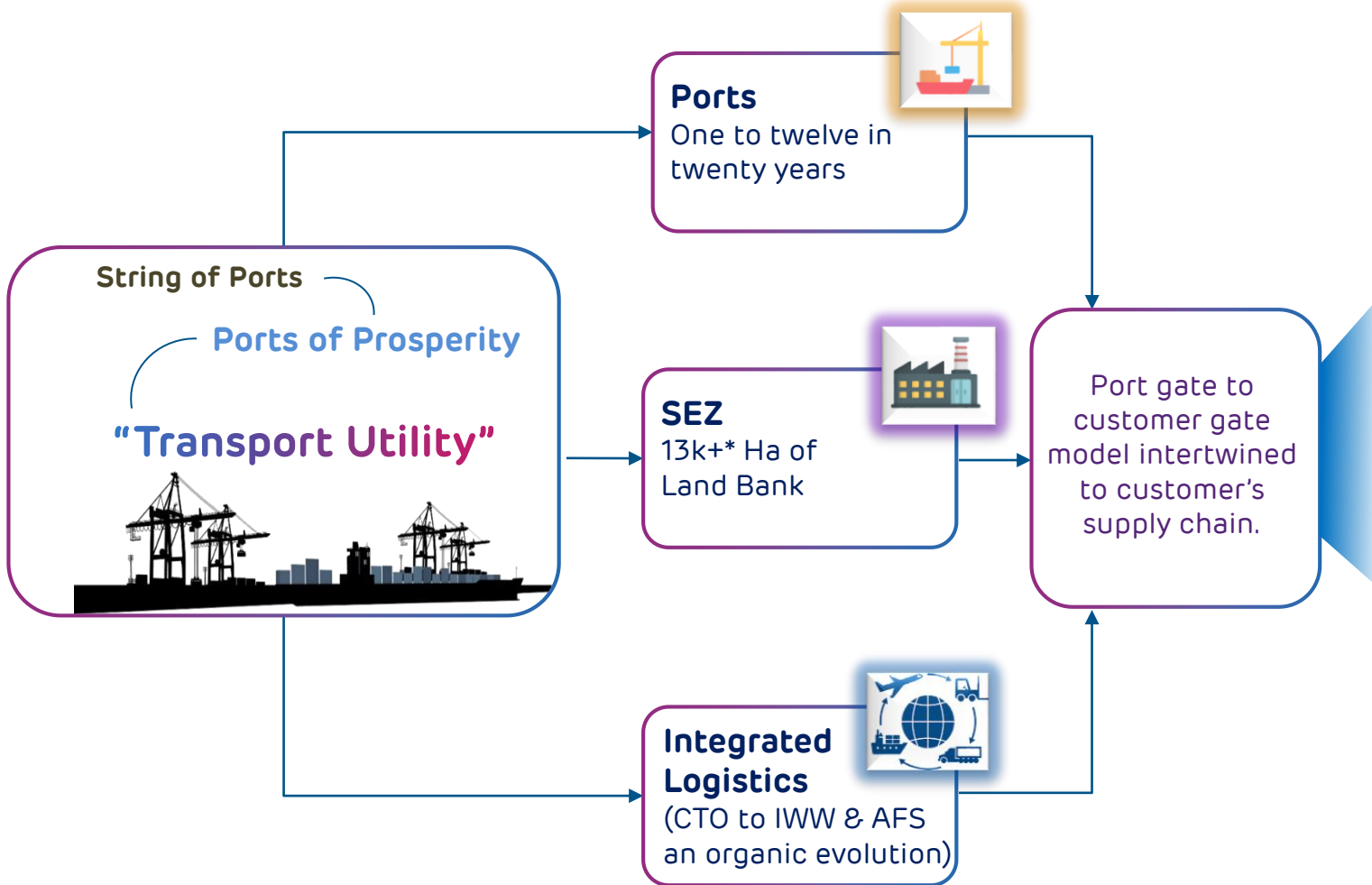
## Cargo Growth Comparison



Consistent gain market share and grew at 2.5x of market, led by Non-Mundra Ports CAGR of 38%



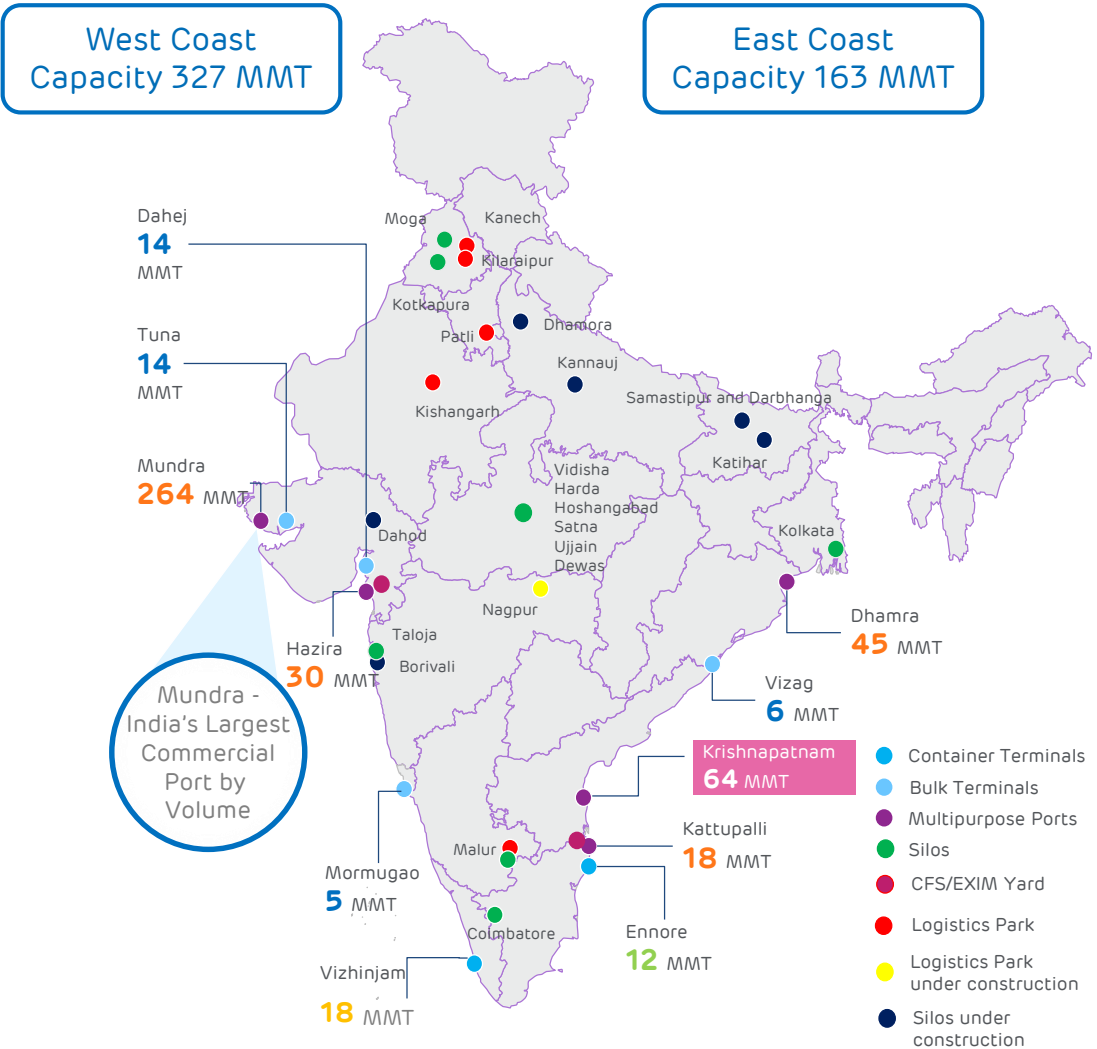
# APSEZ : Largest private transport utility



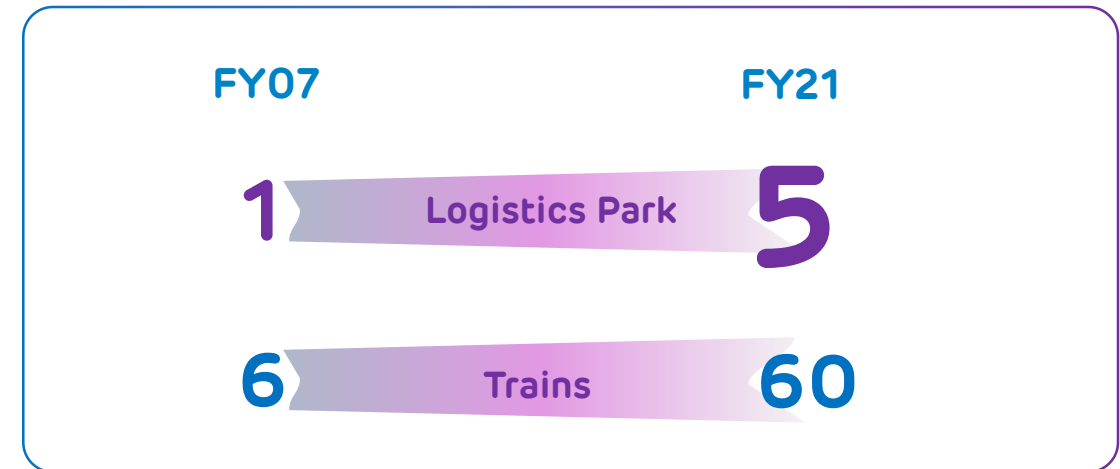
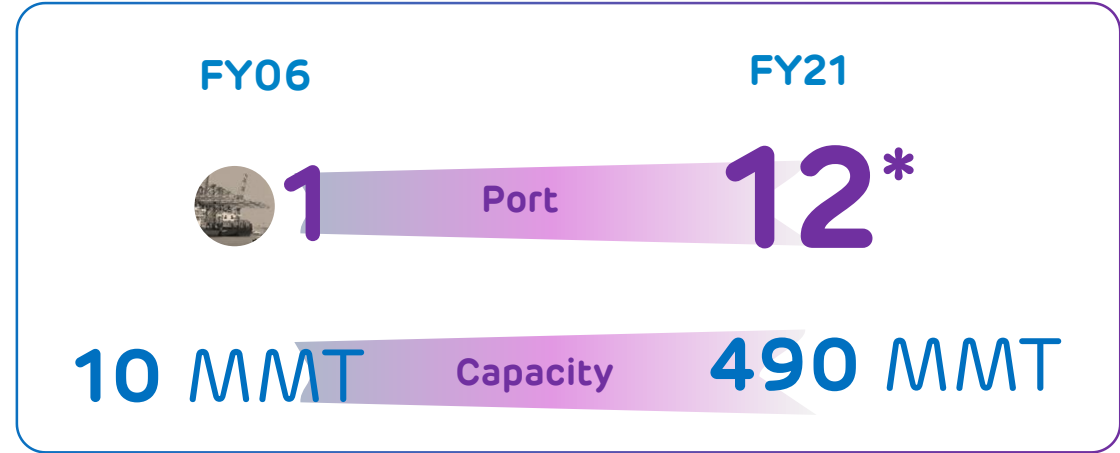
An integrated approach through Ports, SEZ and Logistics creating a multiplier effect

\* Includes both SEZ and non SEZ land

# APSEZ : Largest network of ports in India



## Evolution of APSEZ



12 ports serving vast economic hinterland of the country

\*Two port under construction (Vizhinjam & Myanmar) | Capacity excludes Myanmar

# APSEZ: Financial discipline and prudent policy creates value

## Capital Management

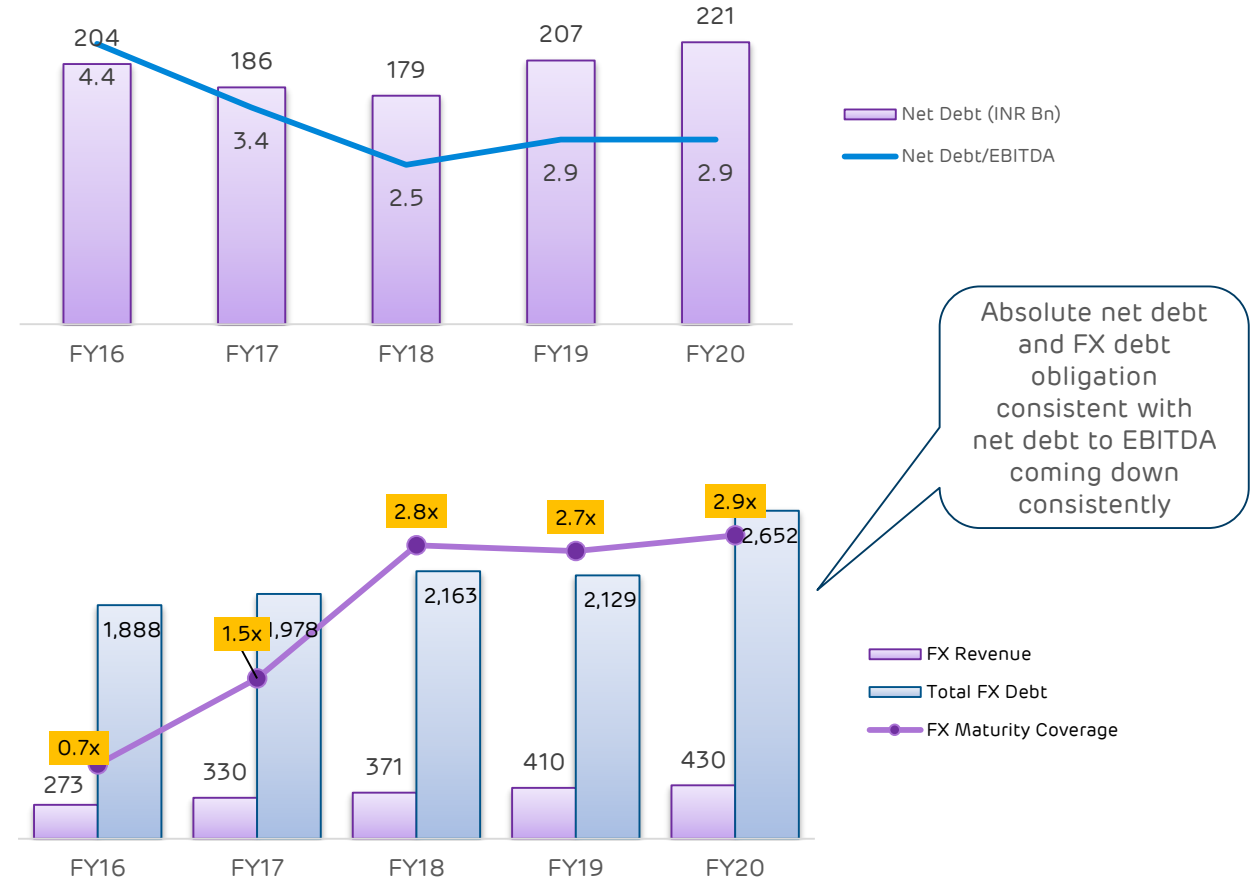
- Investment Grade rated since FY16
- Improve leverage ratio (from 4.4x to 2.9x)
- Incremental earnings deployed for growth (EBIDTA CAGR of 13% with constant Net Debt)

## Forex denominated long term debt

- Strategy based on underlying FX earnings
- FX revenue as a percentage of FX debt continues to be stable
- Exponential increase in FX earnings to FX debt service coverage

## Capital Allocation

- New projects - Pre-tax project IRR of 16%
- ROCE to be higher than cost of capital

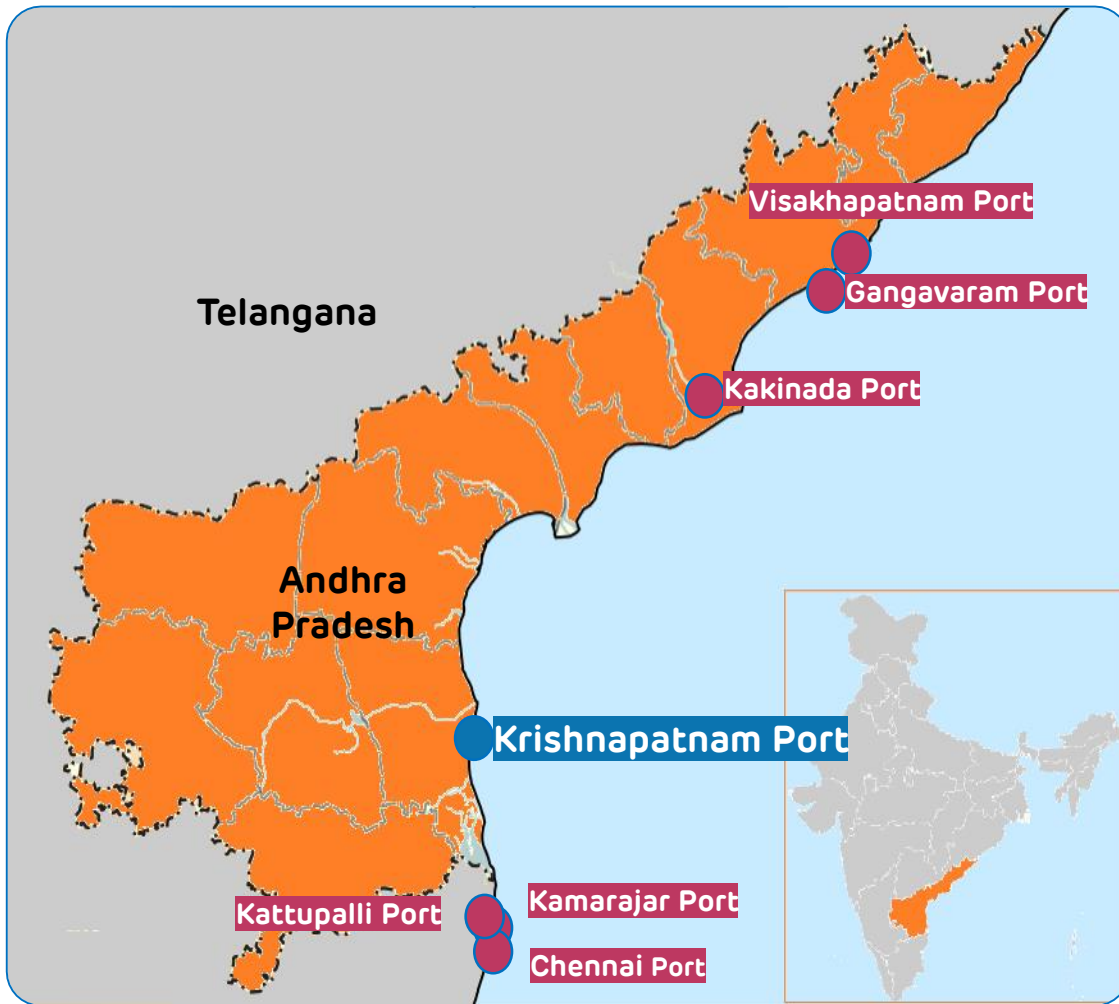


Capital flow mirrors growth vision

## Krishnapatnam port (KPCL) the transformative asset

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## APSEZ : Krishnapatnam port – Location of the asset



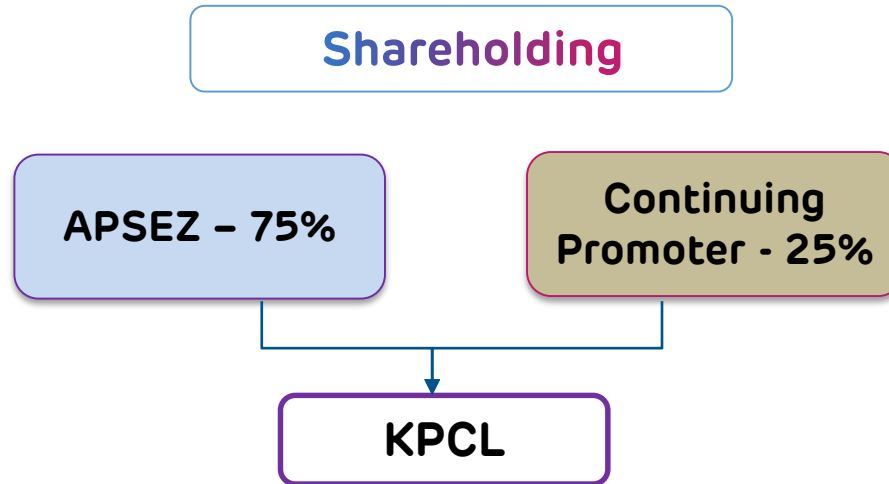
### Krishnapatnam Port

- Located on east coast of India in Nellore district of Andhra Pradesh. (~180 km north of the Chennai Port)
- Largest private port on the east coast & the 2nd largest private port in the country
- BOST\* Concession Model for 50 years
- Nearby Ports :
  - Chennai Port - 200 km
  - Kamarajar Port (Ennore) - 180 km
  - Kakinada Sea Port - 520 km
  - Gangavaram Port - 660 Km
  - Visakhapatnam Port - 665 km

All weather deep water port, capable of handling cape size vessels.

\*BOST: Built operate share and transfer

## APSEZ : Krishnapatnam port the value accretive acquisition



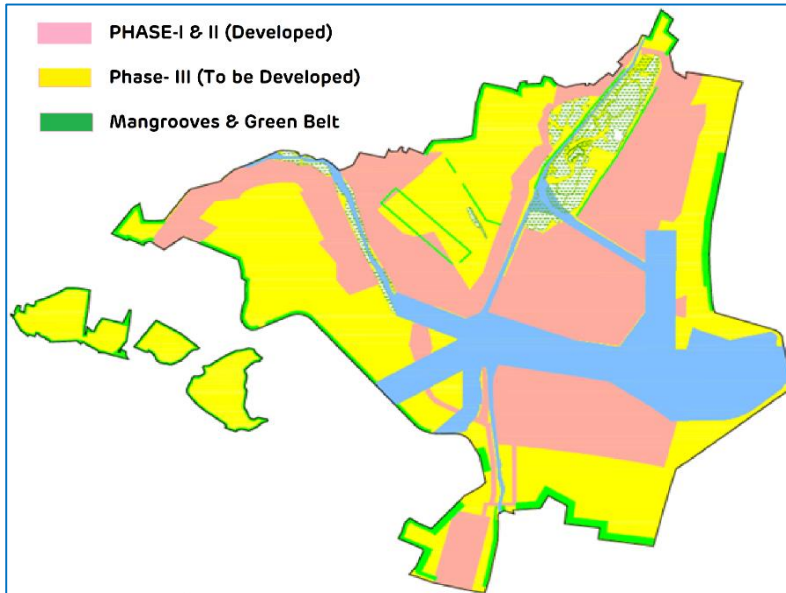
Enterprise Value of INR 12,000 cr. and expected EBITDA for FY 21 to be around INR 1,200 cr. resulting in acquisition EV/ EBITDA multiple of 10x

**APSEZ trades @ EV / EBITDA multiple of ~17x**

**KPCL acquisition @ EV / EBITDA of 10x enhances APSEZ's value**

Particulars	Amount in Rs. cr.
Enterprise value	12,000
Total debt	7,500
Total equity	4,500
APSEZ share (75%)	3,375

## APSEZ : Krishnapatnam port - Infrastructure



### Port at a glance

- Master plan has an approved capacity of 300 MMT pa.
- Current capacity of 64 MMT pa.
- Waterfront of 20 km. under the concession with deep draught of 18.5 meters
- Port land of 3,064 acre developed out of 6,800 acre of available land
- Adequate waterfront and land bank for future development to capture growth

## APSEZ : KPCL - Salient features of concession

### Concession Period and its extension

Concession is for 30 years from COD with automatic extension of 2 blocks of 10 years each

### Concession Start / End

Concession started from March 2009 / March 2059

### Revenue share to GoAP as % of Gross Income

Year	% of Gross Revenue
March 2009 to February 2039	2.6%
March 2040 to February 2049	5.2%
March 2050 to February 2059	10.4%

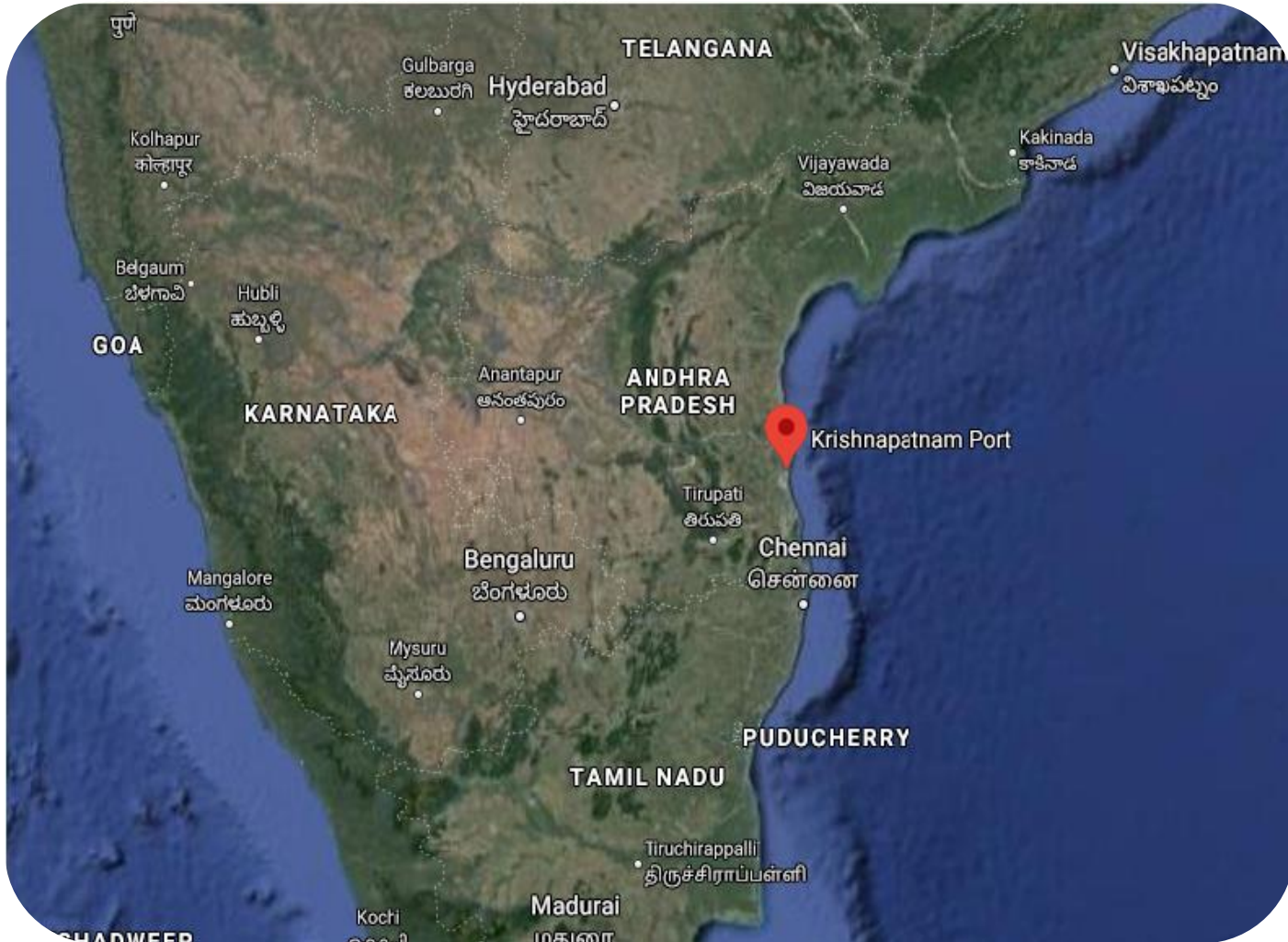
### Terminal value at concession expiry

Higher of fair market value as determined by experts or the debt outstanding at the end of concession period

Residual Concession Life of 39 years



## APSEZ : Krishnapatnam port – Hinterland reach



### Hinterland

- Central & Southern Andhra Pradesh, Telangana and Eastern Karnataka
- Port caters to thermal power, cement plants & edible oil refinery cluster
- Attracts export commodities like Agri, cement, minerals, fish products (reefer), etc. through container cargo
- Nearby Major Cities :
  - Chennai – 175 km
  - Hyderabad – 475 km
  - Bangalore – 390 Km
  - Visakhapatnam – 650 km

## APSEZ : Krishnapatnam port - Inter and intra connectivity



### Road Connectivity

- Internal road network of 55 Kms
- Connected by 25 kms long dedicated four-lane road with four lane NH-5 Chennai Kolkata corridor
- Upgradation of the 4 lane to 6 lane road is in progress with ROW of 60 m

## APSEZ : Krishnapatnam port - Inter and intra connectivity



### Rail Connectivity

- **Krishnapatnam Rail Co. Ltd. (KRCL)** – SPV formed for rail connectivity to Port
- **Works Executed by SPV:**
  - Double Rail Line from Venkatachalam to Port. (15 Km) with ROW of 30 m
  - Single Rail Line from Venkatachalam to Obulavaripalle (91 Km)
- **Share-Holding Pattern of KRCL (SPV):**

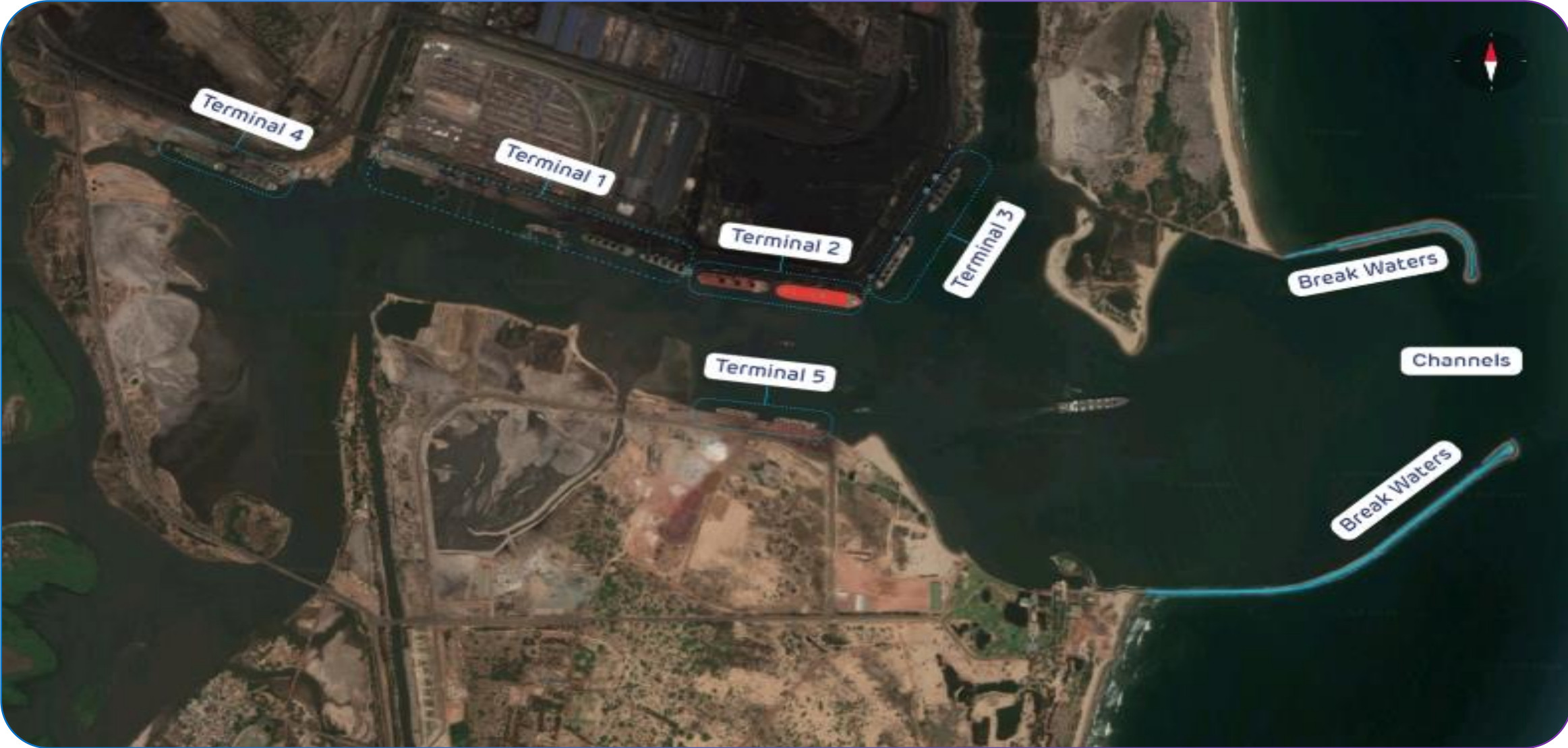
• RVNL	- 49.76%
• KPCL	- 12.96%
• GoAP	- 05.60%
• Sagarmala	- 20.00%
• NMDC	- 06.40%
• Bramhani Industries	- 02.58%

- Internal Track length of 52 kms of which 35 kms is electrified, Capacity of 60 rakes per day
- Connected through an electrified double rail line to Venkatachalam road junction, which is 15 kms from the port, which has access to Chennai-Kolkata trunk route

## KPCL assets – Marine, Terminal and Evacuation Infrastructure

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# APSEZ : Krishnapatnam port - Infrastructure



## APSEZ : Krishnapatnam port – Details of Terminal Infrastructure

Terminal No	Quay Length (m)	Capacity (MT)	Cargo type
Terminal -1	1200	21	<ul style="list-style-type: none"> <li>• Container</li> <li>• General Dry Cargo</li> </ul>
Terminal -2	600	14	<ul style="list-style-type: none"> <li>• General Dry Cargo</li> </ul>
Terminal -3	600	16	<ul style="list-style-type: none"> <li>• Coal (Mechanized)</li> </ul>
Terminal -4	600	8	<ul style="list-style-type: none"> <li>• General Dry Cargo</li> <li>• Vegetable Oil</li> </ul>
Terminal -5	300	5	<ul style="list-style-type: none"> <li>• General Dry Cargo</li> </ul>
Total:	3300	64	

## APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -1



### Terminal-1

**Capacity : 21 MMT**

**Quay length : 1200 Mt.**

**Cargo Type :**

**Containers & General Cargo**

## APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -2



**Terminal-2**

**Capacity : 14MMT**

**Quay length : 600 Mt.**

**Cargo Type : General Cargo**



## APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -3



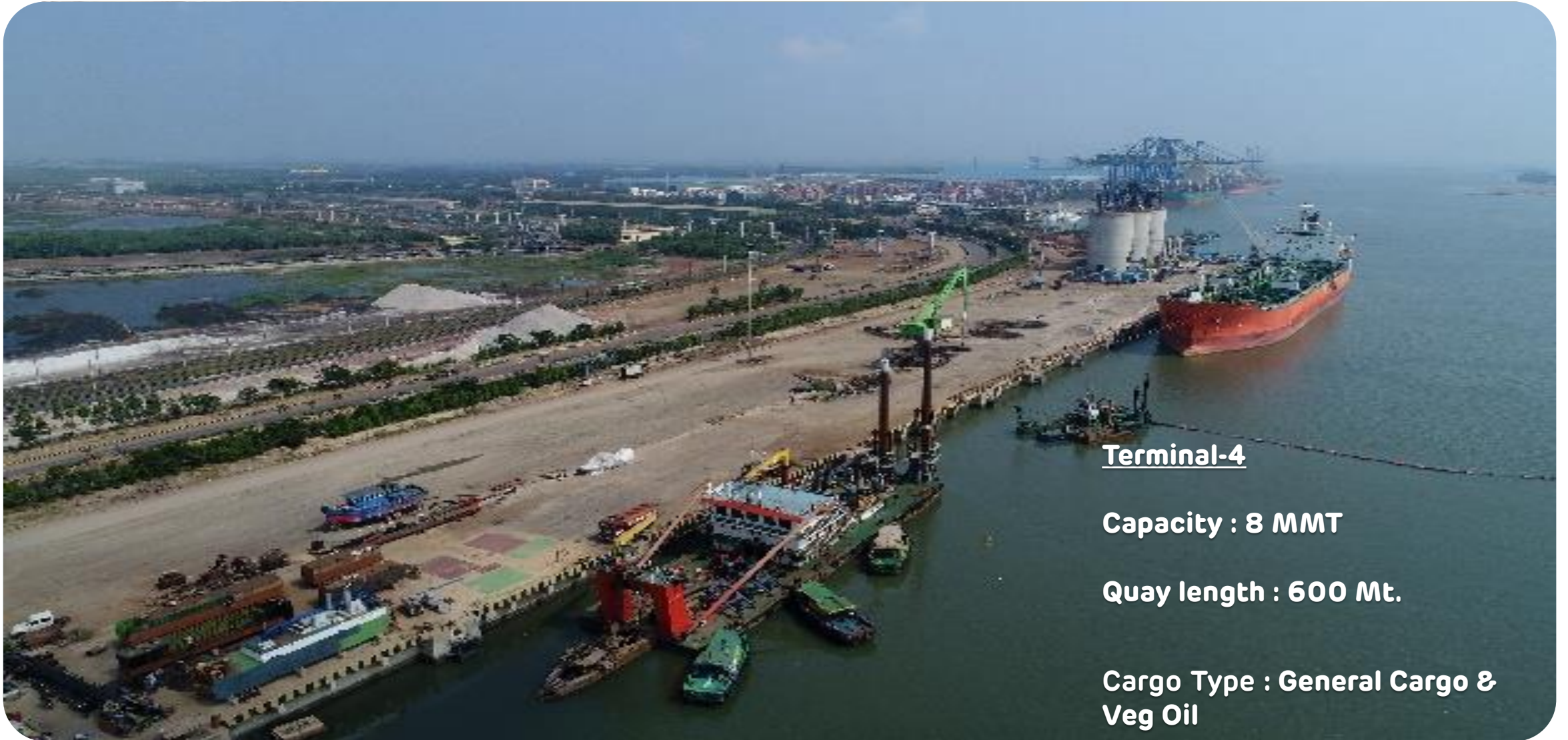
### Terminal-3

**Capacity : 16 MMT**

**Quay length : 600 Mt.**

**Cargo Type : Coal (Mechanized)**

## APSEZ : Krishnapatnam port - Marine infrastructure - Terminal-4



**Terminal-4**

**Capacity : 8 MMT**

**Quay length : 600 Mt.**

**Cargo Type : General Cargo &  
Veg Oil**

## APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -5



### Terminal-5

**Capacity : 5 MMT**

**Quay length : 300 Mt.**

**Cargo Type : General Cargo**

# APSEZ : Krishnapatnam port – Infrastructure

Ports	Land owned (Acre)	Waterfront (Kms)	Water Depth (Mts)	Capacity (MMT)	Berths (Nos)	Quay Length (Mts)	Vessels per annum (Nos)
Krishnapatnam	3,064	20	18.5	64	12	3,300	1,400
Mundra	40,000	40	18.5	264	29	8,038	3,068
Dhamra	3,757	16	18.5	45	5	1,666	850

- Well developed infrastructure positioned to meet future growth requirements
- Adequate infrastructure already built to expand capacity without much capex.

# APSEZ : Krishnapatnam port – Infrastructure

Ports	Cranes (No)	Mobile Equipments* (No)	Locos (No)	Ground Slot (No)	Storage Open (acre)	Storage Covered (Sq. mt)
Krishnapatnam	22	312	6	5,000	608	2,06,000
Mundra	62	197	7	34,092	495	3,19,000
Dhamra	10	26	1	NA	95	33,750

Port has adequate modern implements to handle multi cargo with adequate storage facility

## KPCL operational efficiency post agreement

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EBITDA margin expanded from 54% in Jan '20 to 70% in Oct '20,

- **Operational process.**
- **Contracting process.**
  - a. Vendor process – Cash outflow
  - b. Customer process – Revenue generation
- **Rationalization of overheads.**

**Resulted in permanent EBITDA improvement of more than Rs.300 cr. p.a.**

Achieved without incremental capex and through optimum utilization of existing facility

# APSEZ : Krishnapatnam Port – Focusing on improving EBITDA by **Operation Process**

- Pilot allocation optimized.
- Shore power for Tugs introduced.
- Tug movement in economy speed.

30% savings in fuel  
consumption

**Savings of Rs. 2 Cr p.a.**

- Increased eRTG utilization from 37% in Dec-19 to 86% in Nov-20.

**Savings of Rs. 5 Cr p.a.**

- Increased utilization of mechanized systems from 45% in Dec-19 to 55% in Nov-20.

**Savings of Rs. 7 Cr p.a.**

- Process improvement - double handling eliminated.
- Rationalized Dumpers from 114 to 79, Wheel Loaders 36 to 26, ITVs 45 to 36, Excavators 30 to 20 and other outsourced equipment post Dec-19.

**Savings of Rs. 35 Cr p.a.**



## APSEZ : Krishnapatnam Port – Focusing on improving EBITDA by **Operation Process**

- Decrease in repair & maintenance & fuel expenses due to equipment rationalization

**Savings of Rs. 20 Cr p.a.**

- HPSV lamps to LED conversion - 912 nos of HPSV lamps converted to LED post Dec-19

**Savings of Rs. 1 Cr p.a.**

- Bio-fuel blending - 20% blending with HSD

**Savings of Rs. 2 Cr p.a.**

- Other miscellaneous process improvements

**Savings of Rs. 8 Cr p.a.**

**Total savings of Rs.80 cr. p.a. by optimally utilising existing assets and without incremental Capex.**

# APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Contracting - Vendor Process

- Activity based costing (Benchmarked with other Adani Ports)

Survey – 66% reduction  
**Savings of Rs. 2.4 Cr p.a.**  
Custom clearance - 76% reduction  
**Savings of Rs. 4.5 Cr p.a.**  
Fertilizer handling - 30% reduction  
**Savings of Rs. 10.5 Cr p.a.**

- Cash outflow with internal cost estimate principles.

Tug Hiring - 24% reduction  
**Savings of Rs. 1.24 Cr p.a.**  
Railway O&M - 14% reduction  
**Savings of Rs. 0.6 Cr p.a.**

- Fixed to variable conversion of equipment hired on fixed period basis to per MT (Eg: Wheel Loaders, etc.)

**Savings of Rs. 13 Cr p.a.**

- Re-negotiation of equipment contracts like dumpers, excavators, wheel loaders, sweeping machines Etc.

**Savings of Rs. 11 Cr p.a.**

# APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Contracting - Vendor Process

- Wholesale pricing of fuel - Rs. 3.4 /Litre saving by converting to wholesale pricing

**Savings of Rs. 1 Cr p.a.**

- Spares & Consumables Sourcing
  - Annual Rate Contracts
- Explored alternate sources of procurement of spares & consumables and benchmarked with other ports

**Savings of Rs. 11.5 Cr p.a.**

- Tapping of ancillary revenues (Eg: Bunkering, sludge, etc.)

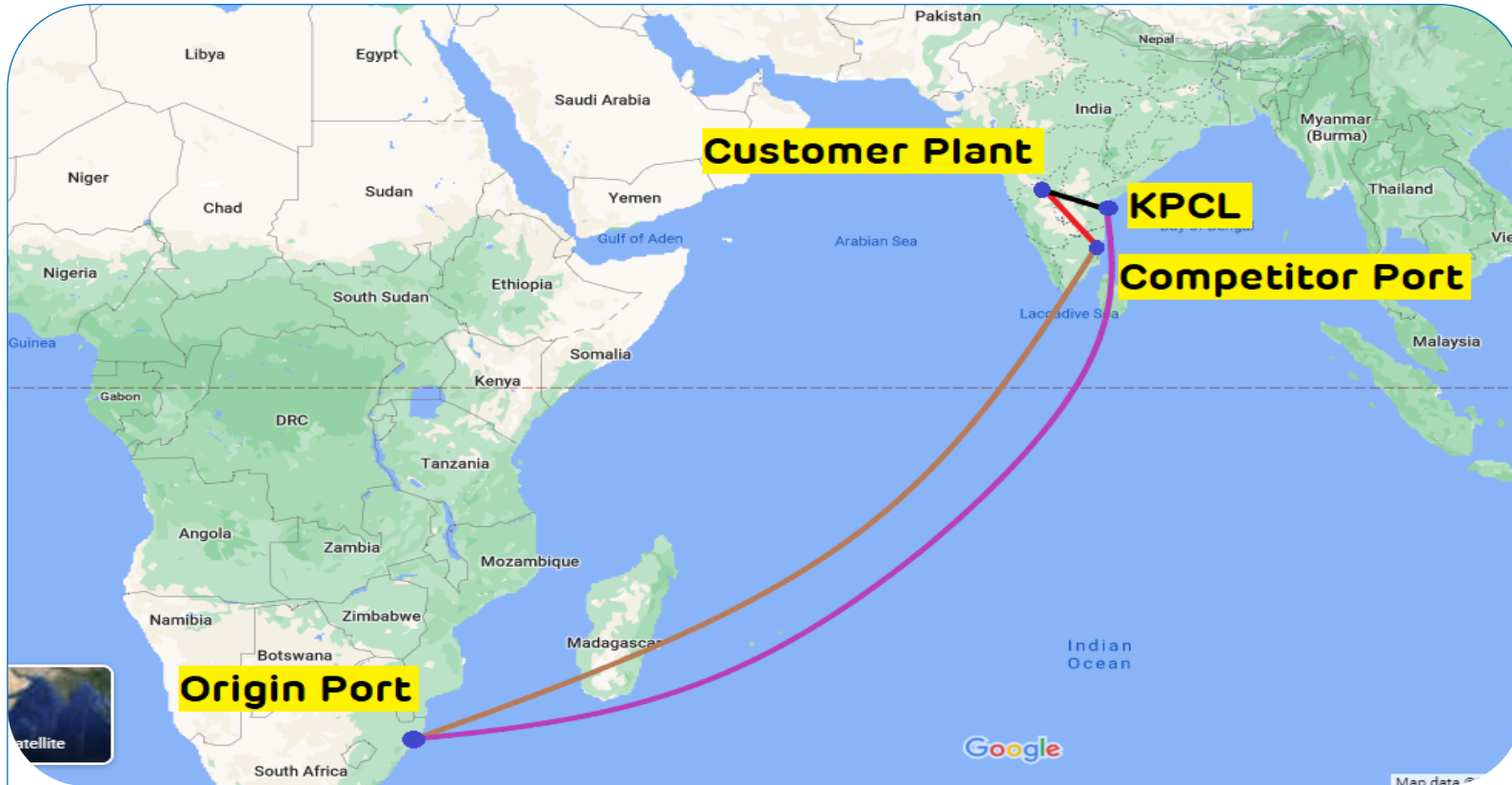
**Revenue added of ~Rs. 3.5 Cr p.a.**

- Other miscellaneous initiatives

**Savings of Rs. 8.76 Cr p.a.**

**Resulted in savings of Rs.68 cr. p.a.**

# APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Contracting - Customer Process.



- Mapping of entire customer's supply chain from the point of origin till the point of consumption.
- Recalibrating the contracts based on the commodity potential.

Commodity	Rate in Dec-19 (Rs. PMT)	Current Rate (Rs. PMT)
Coal – Customer A	405	455
Coal – Customer B	265	295
Coal – Customer C	263	305
Granite – Customer A	110	160

**Resulted in increase in Revenue of Rs. 80 cr. p.a.**

# APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Rationalization of Overheads

- Insurance premium

**Savings of Rs. 46 Cr p.a.**

- Rationalization of aircraft operation and travel

**Savings of Rs. 11 Cr p.a.**

- Rationalization of security expenses

**Savings of Rs. 6 Cr p.a.**

- Rationalization of rental and business promotion expenses

**Savings of Rs. 12 Cr p.a.**

- Decrease in consultancy & personnel expenses

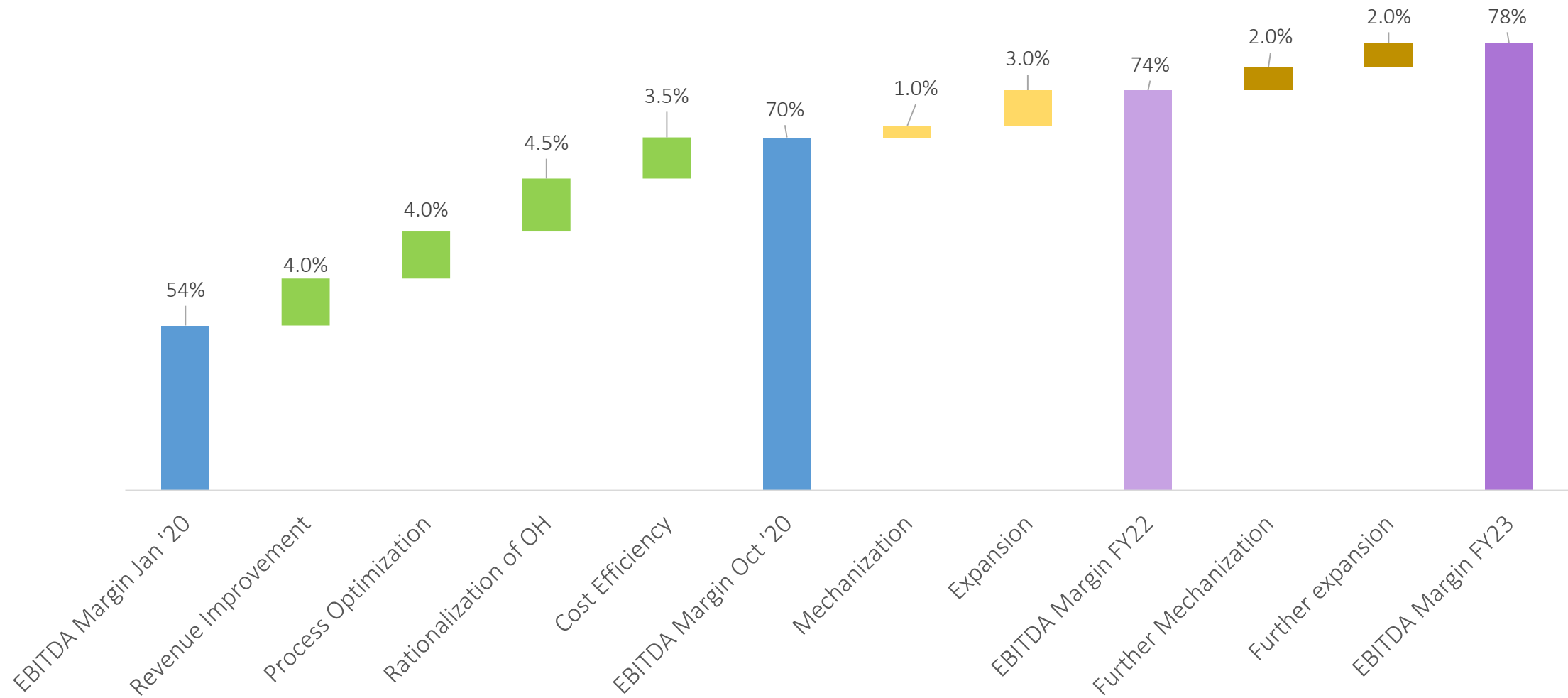
**Savings of Rs. 12 Cr p.a.**

- Rationalization of other miscellaneous costs

**Savings of Rs. 11 Cr p.a.**

**Resulted in savings of Rs. 98 cr. p.a.**

# APSEZ : Krishnapatnam port - Improvement in EBIDTA margin post agreement



EBIDTA Margin to expand further 78% by FY25– Build the Assets around the cargo type to be handled – Specialization Principle

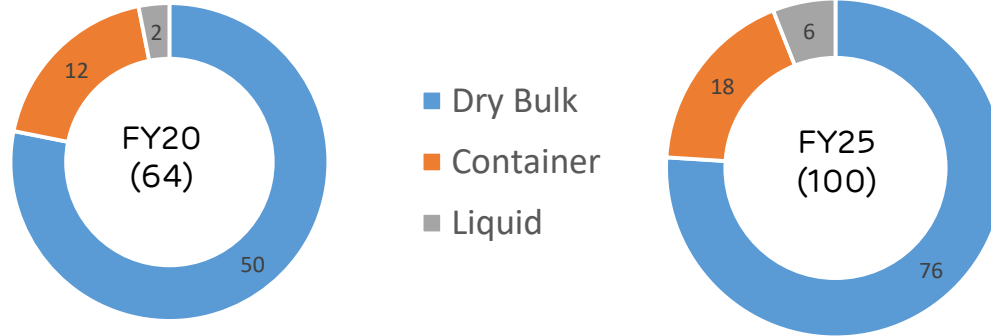
## KPCL – future outlook

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# APSEZ : KPCL - Unlocking of potential – capacity break up and expansion

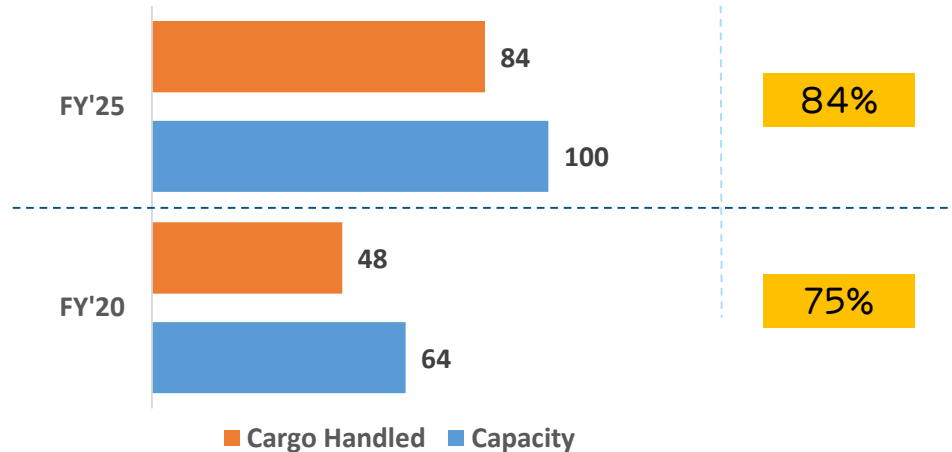
## Capacity Break up

In MMT



## Capacity Utilization

In MMT

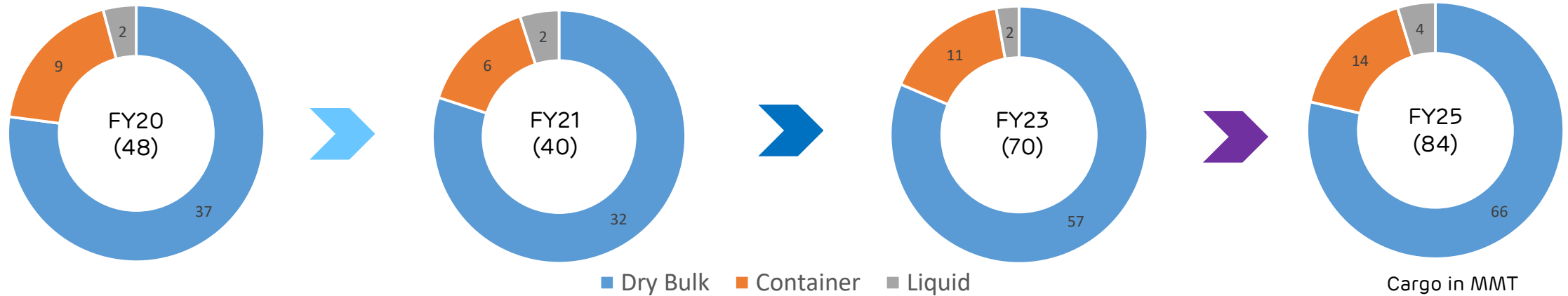


- The capacity will be ramped up by adding new equipments to keep the pace with cargo volume growth;
- About Rs. 750 crores will be spent for aforesaid capacity addition up to ~100 MMTPA during next 5 years



## APSEZ : KPCL - Creating long term value by growing and improving cargo diversity

### Diversification of cargo basket



### Cargo diversification through :

- Harnessing long term relationships with ship liners to increase container volume by offering them multiple entry and exit points at a pan India level.
- Immediate hinterland provides ample opportunity for growth in liquid cargo which will also help improve margins.
- Steel and Fertilizer cargo will be provided with improved storage and handling facilities.
- Port catchment areas includes upcoming cement and clinker facilities.
- Development of available industrial land to bring customer inside the port gate thus improving stickiness of cargo.

## APSEZ : Krishnapatnam Port – Diversifying to handle POL products



- Capacity: 6 MMT; Berth designed for 150,000 DWT tankers.
- Expected COD: April 2022.
- Long Term agreements entered with:
  - BPCL – To handle High Speed Diesel Oil & Motor Spirit - 1 MMT annual MGT.
  - NGC – To handle Liquefied Petroleum Gas with the following MGT from COD.
    - ✓ Year -1 : 0.25 MMT ;                      Year -6 : 0.56 MMT
    - ✓ Year -2 : 0.37 MMT ;                      Year -7 : 0.585 MMT
    - ✓ Year -3 : 0.47 MMT ;                      Year -8 : 0.61 MMT
    - ✓ Year -4 : 0.50 MMT ;                      Year -9 : 0.64 MMT
    - ✓ Year -5 : 0.53 MMT ;                      Year -10 (onwards) : 0.675 MMT
- Rs. 240 Cr Capex under investment.
- Expected Revenue & EBITDA till FY25:

Financial Year	Revenue (Rs. Cr)	EBITDA (Rs. Cr)	EBITDA Margin
FY 2022-23	47	40	86%
FY 2023-24	52	45	87%
FY 2024-25	57	49	87%

## APSEZ : Creating near term value through effective capital management

### Interest Saving

- Current debt refinanced and replaced by proceeds from APSEZ US\$ Bond.
- Interest cost savings in constant rupee terms is ~6% p.a
- Interest cost saving on hedged basis 2% p.a. aggregating to Rs.125 cr. p.a.

- Saving of Rs.350 cr. p.a.

### Tax

- Utilization of existing carryforward losses including unabsorbed depreciation over the next two years.

- No expected cash tax outflow till FY22.

### Working capital optimization

- Optimal deployment of working capital ensuring prompt collection
- Reduction of DSO by 15 days.
- Vendor payments and advances rationalized

- Saving of Rs. 9 cr. p.a.

APSEZ's credit rating helps reduce the overall cost of financing for KPCL

## APSEZ : KPCL the transformative asset enabling east and west coast parity

### For APSEZ

- Diversification of cargo, coast and customer base
- De-risks the portfolio of concentration and volatility
- Hinterland reach increases to 90%
- New routes for Adani Logistics
- **Enables APSEZ to reach 500 MMT by FY25**

### KPCL outlook

- Cargo throughput a CAGR of 12% by FY25
- Revenue growth 18% CAGR by FY25
- FCF of ~Rs.2,500 cr. In FY 25 (>100% conversion of PAT to FCF)
- **ROCE to reach 20% by FY25**

### KPCL By FY25

**~1.8x** Cargo  
48 to 84 MMT

**~2.2x** Revenue  
Rs.20 Bn to Rs.44 Bn

**~3.2x** EBITDA  
Rs.11 Bn to Rs.35 Bn

**~2.5x** ROCE  
8% to 20%

## ESG and CSR

---

## APSEZ : Krishnapatnam port - Imbibing Adani Group ESG philosophy

### Environment

- Adherence to global environment guidelines like – Disclosure in **CDP – Climate Change and Water Security**, **SBTi**; **Supporter of TCFD**, Member of **IUCN** .

### Social

- Focus on Employee/ Contractor Worker's Safety
- Emphasis on Local procurement.
- Ensure Employees Satisfaction for Low Employee Turnover.

### Governance

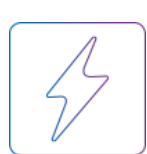
- Rigorous audit process - Regular assurance by third party as per GRI standards.
- Related party transactions policy – Strict Implementation of the policy
- Consistent Disclosures to all stakeholders.

# APSEZ : Krishnapatnam port - ESG focus areas

## Focus Areas

- Efficient use of water and energy from cleaner sources: To reduce Water intensity by 55% & Energy Intensity by 50% and Waste Intensity by 30% by FY 25.
- Reduction of emission levels – 60% Emission Intensity reduction and 25% Renewable Energy Share by FY 25
- Zero tolerance for fatalities at port at all times.

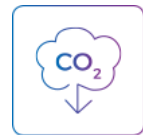
## Half Yearly Performance



Energy Intensity\*

**36 % ↓**

328 GJ/Revenue



Emission Intensity\*

**52 % ↓**

26 tCO2e/Revenue



Water Intensity\*

**3 % ↑**

0.39 ML/Revenue



Waste Intensity\*

**9% ↓**

1.02 MT/Revenue

## Initiatives till date



Wind Energy #

**15 MW**



Green Cover#

**191 Ha**



Terrestrial Plantation

**4.3 Million**

Trees Planted



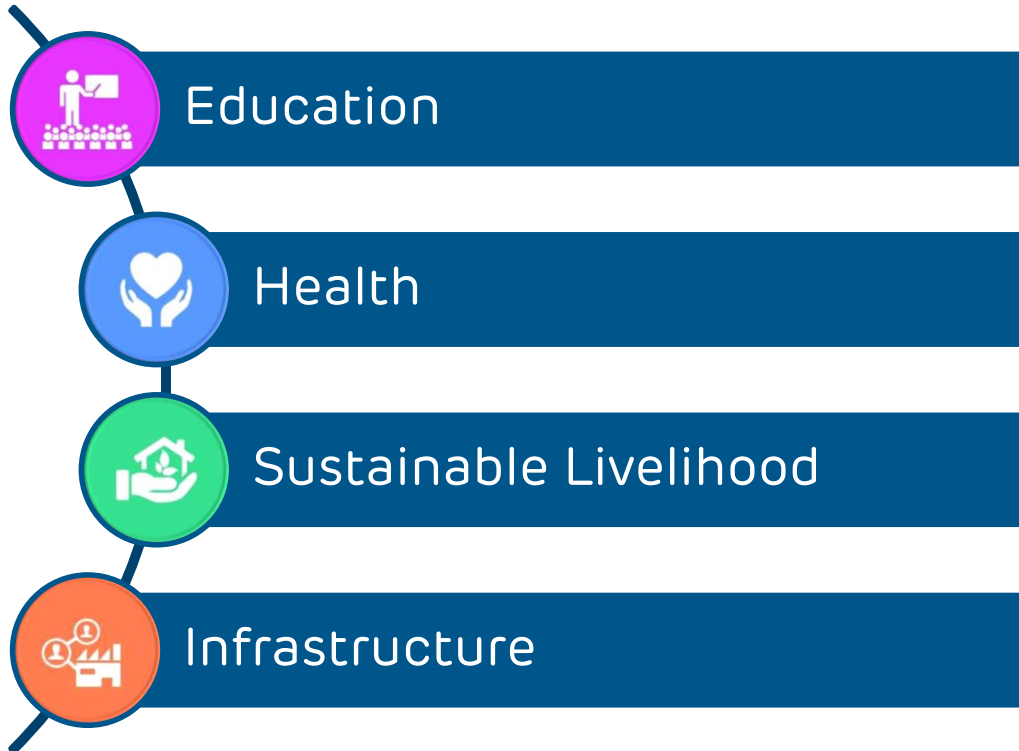
Mangrove

**50 Ha - Afforestation**

## APSEZ : Krishnapatnam port - Imbibing Adani group CSR philosophy

### Adani Foundation: Core Areas of Service

Social



#### Adani Foundation Outreach:

- 18 States
- 2,315 Villages
- 728,000 Families

#### KPCL CSR Program:

- 1 State (Andhra Pradesh)
- 78 Villages
- 17,950 Families



## APSEZ : Krishnapatnam port - CSR Education Programs

### Schools

1. English Medium School
2. Navayuga World School

- Education, Books, Stationary, Uniform, Mid day Meals provided at free of cost.
- International School facility provided at Krishnapatnam.
- 779 Students belonging to Fishing and Other Backward Communities



### Scholarships

1. ASRA (After School Remedial Assistance)
2. Vidhyarathna Scholarships

- Free Education for 1175 students in 32 Fisherman villages.
- Supporting 240 poor fisherman children per year to pursue higher education.



## APSEZ : Krishnapatnam port - CSR Health Programs

### Hospitals

1. **Madhava Chikitsalayam**
2. **Medical Centre**
3. **KP Dental Care**
4. **Navaneeta Homeopathy Clinic**

### Free Medical Treatment with medicines:

1. 705 patients treated monthly.
2. 4500 patients treated monthly.
3. 600 patients treated monthly including follow up cases.
4. 700 patients treated monthly including follow up cases.



### Ancillaries

1. **Mobile Health Camps**
2. **Ambulance Services**

- Providing free health camps in 8 villages fortnightly.
- Operating Three Ambulances to meet exigencies in Port and Port surrounding villages. On an average 150 calls registered per month.



# APSEZ : Krishnapatnam Port - CSR Sustainable Livelihood & Community Infrastructure

## Livelihood

1. Navyatha - Tailoring & production unit
2. RO Water Plants
3. Village Sanitation Program

- Imparting Training to women in tailoring. Resulted in livelihood to 84 women belonging to Fishermen community.
- Six installed for providing Drinking Water to 4000 families every day.
- Garbage / Drains Clearance, Sweeping of Streets, Sanitation and Fog Machine Operation are carried out in the nearby villages covering 6000 families by 80 community people.



## Infrastructure

### Community Infrastructure Development

- Developed R & R Colony villages with Roads, Sanitation, Plantation, school buildings, temples, mosques, churches, community halls etc.,
- Benefitted 17,950 families at an average per year

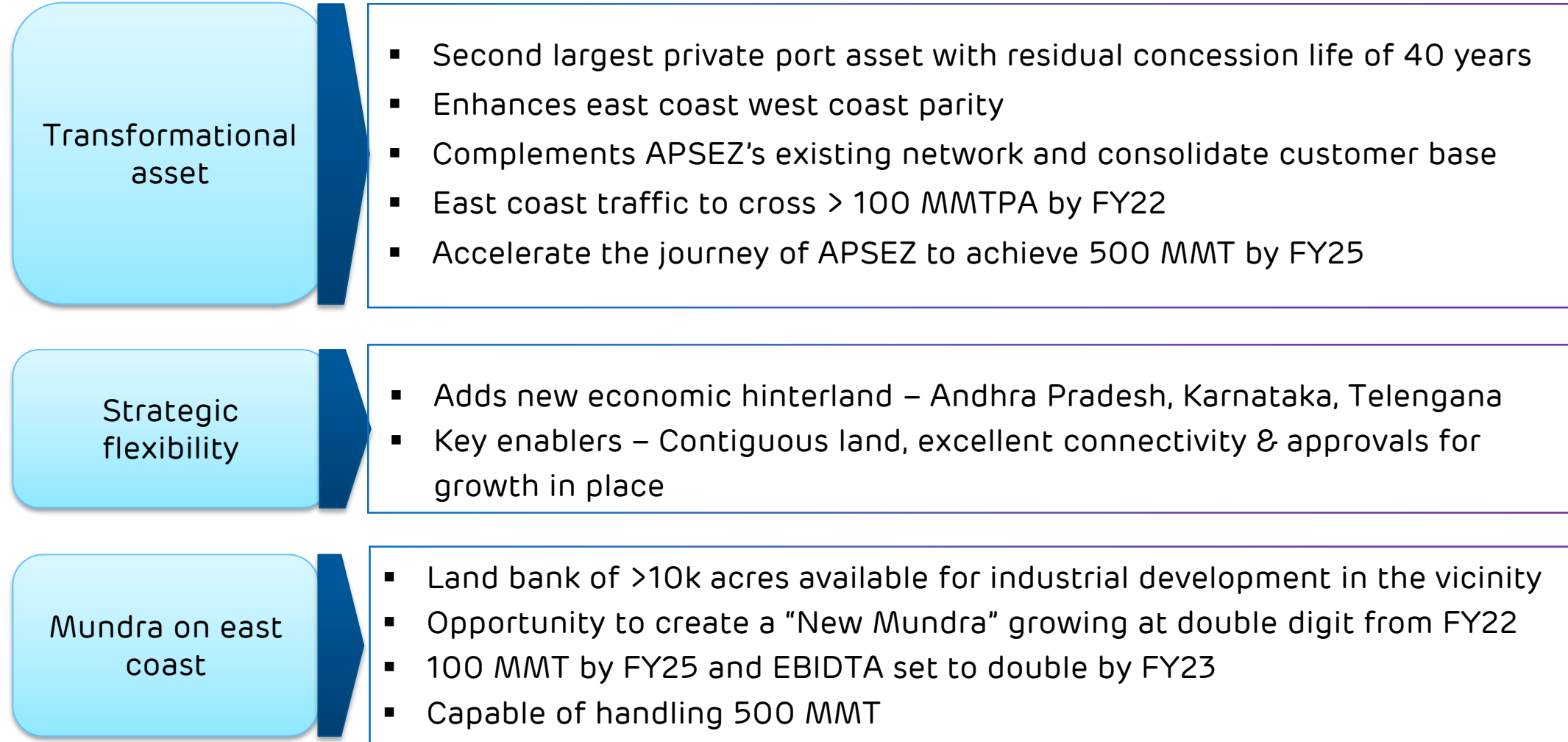


## Annexures

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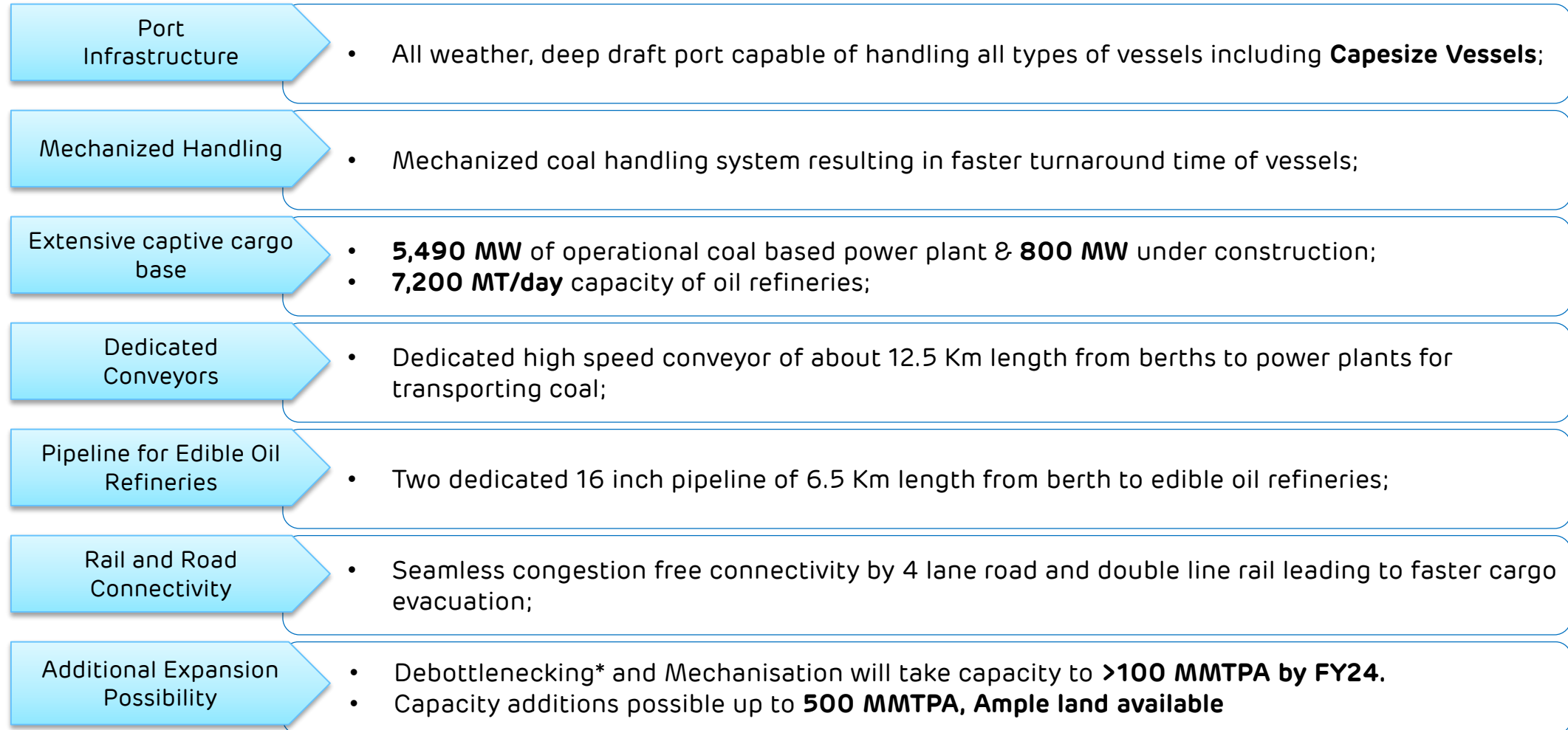
- Messaging on KPCL during interaction with stakeholders in Jan and Oct 2020

## APSEZ: Acquisition of KPCL a synergistic accretion to portfolio



APSEZ adds 12th port in its portfolio

## APSEZ : KPCL USPs



\*Debottlenecking by optimizing the operations philosophy, further mechanization & sweating Idle capacities

## APSEZ : Creating near term value through operational excellence at KPCL

Revenue upliftment

- Benchmarking with other ports on tariff structure

Bagging & dispatch

- New contractor appointed at economical rates

Tug hiring,  
O&M and  
Fuel procurement

- Rates renegotiated and benchmarked with other APSEZ ports on east coast.

Spares

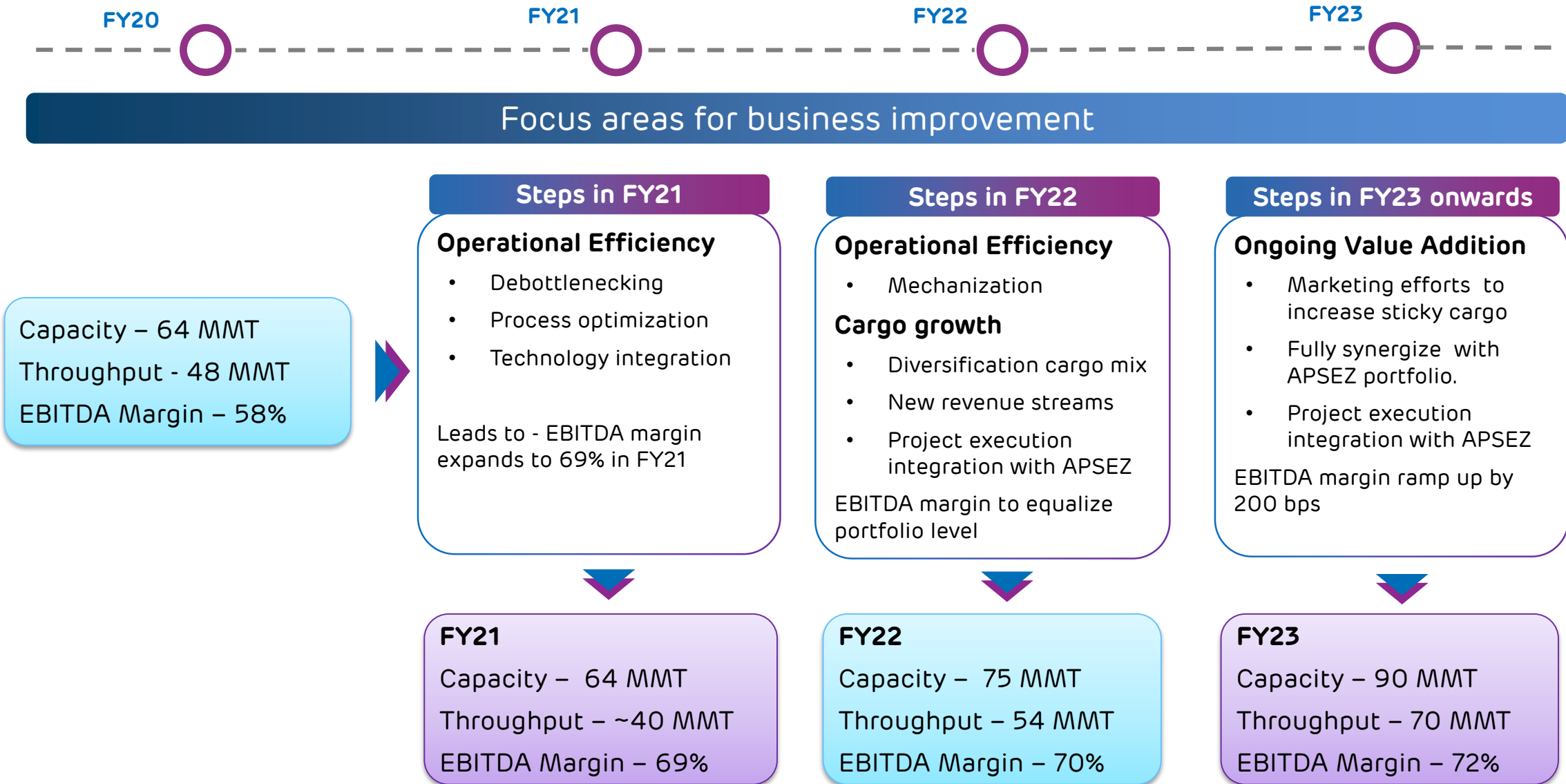
- Alternative vendors for spares selected on competitive rates

Performance  
Improvement

Particulars	FY 20	H1 FY21
Volume	48	19
Revenue	2,031	867
Revenue (PMT)	422	455
EBIDTA	1,179	590
EBIDTA (PMT)	245	310
EBIDTA %	58%	68%

Operational efficiencies identified by APSEZ already resulting in tangible benefits for KPCL

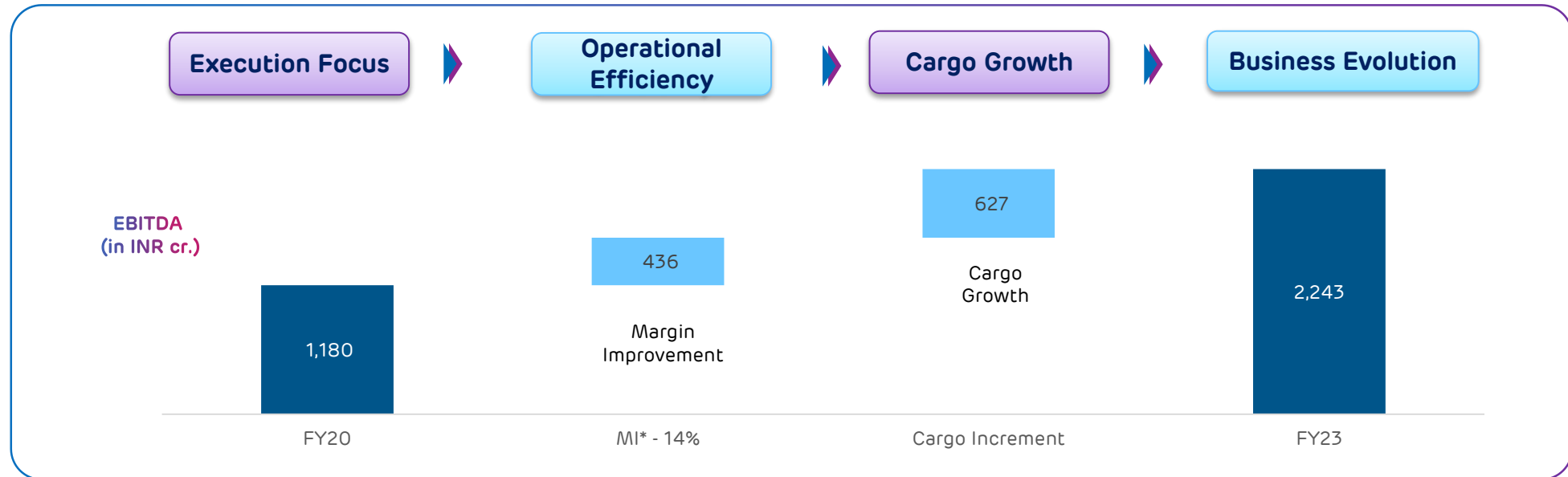
# APSEZ : Creating long term value by embedding APSEZ's operational excellence





# APSEZ : KPCL's EBITDA to nearly double by FY23

	FY20	FY21	FY23
<b>EBITDA</b>	~Rs.1,180# cr.	~Rs.1,200 cr.	~Rs.2,200 cr.
<b>EBITDA Margin</b>	58%	69%	72%



**Margin improvement locked in basis H1 FY21 performance**

## APSEZ : Krishnapatnam Port – Key Customers

Name	Vol. in MMT
<b>Coal</b>	
TPCIL/Sembcorp Energy	10.2
JSW Group	4.1
Karam Chand Thapar and Bros	2.6
Swiss Singapore India Pvt.Ltd	1.4
Global Coal And Mining Pvt Ltd	1.4
India Coke and Power Pvt.Ltd	0.8

Shipping Line	Vol in TEUs
Maersk (including Saffmarime)	188,978
Hyundai Merchant Marine (HMM)	110,388
Shreyas Shipping & Logistics (SSL)	90,322
Mediterranean Shipping Company (MSC)	46,745

Limestone	
JSW Steel Limited	1.9

Name	Vol. in MMT
<b>Edible Oil</b>	
Emami Agrotech Ltd	0.4
South India Krishna Oil and Fats Pvt. Ltd	0.3
Gemini Edibles Oil and Fats (I) Ltd	0.3
Adani Wilmar Limited	0.2

Fertilizer	
Coromandel International Limited	0.6
Indian Potash Limited	0.3

Granite	
Triple Line India Pvt.Ltd	0.8
Integrated Project Logistics Pvt.Ltd	0.6

Cement	
Penna Cement Industries Limited	0.7

- In FY20, 19 MMT which is 38% of total cargo was long term/sticky cargo.
- Key customers are APPDCL, Sembcorp, Penna & Oil refineries, whose units are located in the vicinity of the Port.

## APSEZ : KPCL land bank and expansion possibility

### Land Bank with Port

	Area in Acres
Total Land in Possession	4,621
Additional land allotted by Govt. & to be acquired	2,169
Total Land for the Port	6,790

### Capacity Expansion Possibilities

	MMPTA
Existing Capacity	64
Debottlenecking plans and overhauling of operations with addition of equipments and back up facilities by FY24	100
Port expansion potential	500

With large land bank, it has high potential to expand by capacity additions

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