

Ref No: APSEZL/SECT/2020-21/164

January 26, 2021

**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: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.**

Dear Sir,

We are pleased to inform you that pursuant to the powers delegated to the Finance Committee ("**Committee**") by the Board of Directors of Adani Ports and Special Economic Zone Limited (the "**Company**", and the board of directors of Company, as the "**Board**"), the Committee has approved the (i) preliminary offering circular in relation to a proposed issuance of fixed rate senior unsecured notes (the "**Notes**") by the Company (such offering of the Notes, the "**Issue**") and (ii) the tender offer memorandum in relation to its proposed tender offer to purchase, for cash, (the "**Tender Offer**") any and all of its outstanding US\$500 million 3.95% senior notes due 2022 (the "**Senior Notes due 2022**").

Further, the Committee has authorized certain officials of the Company to appoint lead managers, legal advisors, trustees, dealer managers, information and tender agent, listing agents, process agent, monitoring agency, printers, advertising agents, paying agents and all such other agencies, agents and intermediaries as may be involved in the Issue and the Tender Offer and to negotiate, finalise and execute such documents as necessary in relation to the Issue and the Tender Offer. The issuance of the Notes and the launch of the Tender Offer is subject to suitable market conditions.

Further, the Committee has authorized the Company, subject to compliance with applicable laws and regulations, to use the proceeds from the issue of the Notes, together with cash on hand of the Company, to fund its Tender Offer to purchase,

Adani Ports and Special Economic Zone Ltd  
Adani Corporate House, Shantigram,  
Nr. Vaishno Devi Circle, S. G. Highway,  
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for cash, any and all of its outstanding Senior Notes due 2022 in accordance with applicable law (including the provisions of the Foreign Exchange Management Act, 1999, as amended, and the rules and regulations issued thereunder, with respect to external commercial borrowings (the "ECB Guidelines")) such that the Notes are capable of refinancing the Senior Notes due 2022 tendered pursuant to the Tender Offer, and if the Tender Offer and the redemption of the Senior Notes due 2022 are not completed for any reason, the proceeds of the Notes will be used by the Company to refinance the existing indebtedness of the Company as borrowed under the ECB Guidelines and/or other existing indebtedness of the Company with prior RBI approval (if required).

Further, the senior management team of the Company, together with the joint lead managers appointed for the proposed Issue shall engage in investor calls, virtual meetings and presentations, amongst others, with institutional investors and analysts, outside of India, in relation to the proposed Issue on January 26, 2021. Further, a copy of Investors' Presentation is attached herewith.

The Company has been rated Baa3 by Moody's, BBB- by S&P and BBB- by Fitch and expects the same ratings for its Notes.

Capitalised or other terms used but not defined herein shall, unless the context otherwise requires, have the meanings as set out in the Tender Offer Memorandum.

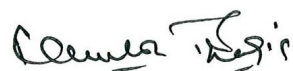
The meeting commenced at 5.45 a.m. and concluded at 6.15 a.m.

You are requested to take the same on your record.

Thanking you,

Yours faithfully,

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



**Kamlesh Bhagia**  
Company Secretary



**Note:**

*The Notes will not be offered or sold, and have not been offered or sold in India, including by means of any document or any other offering document or material relating to the Notes, directly or indirectly, to any person or to the public in India which would constitute an advertisement, invitation, offer, sale or solicitation of an offer to subscribe for or purchase any securities in violation of applicable Indian laws.*

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*A rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, reduction, or withdrawal at any time by the assigning rating organization. Similar ratings on different types of securities do not necessarily mean the same thing. The significance of each rating should be analyzed independently from any other rating.*



**adani**

Ports and  
Logistics

# Roadshow Presentation

January, 2021

**Adani Ports and SEZ Limited**

Strictly Private & Confidential



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# OFFERING SUMMARY

Issuer	<ul style="list-style-type: none"> <li>Adani Ports and Special Economic Zone Limited (“APSEZ” or the “Company”)</li> </ul>
Issue	<ul style="list-style-type: none"> <li>Senior Unsecured Notes</li> </ul>
Distribution Format	<ul style="list-style-type: none"> <li>Rule 144A / Regulation S</li> </ul>
Issuer Rating	<ul style="list-style-type: none"> <li>Moody’s: Baa3 (Negative); S&amp;P: BBB- (Stable); Fitch: BBB- (Negative)</li> </ul>
Issue Rating (Expected)	<ul style="list-style-type: none"> <li>Moody’s: Baa3; S&amp;P: BBB-; Fitch: BBB-</li> </ul>
Issue Size	<ul style="list-style-type: none"> <li>USD 500million</li> </ul>
Maturity	<ul style="list-style-type: none"> <li>Up to 10 years – Bullet at maturity</li> </ul>
Use of Proceeds	<ul style="list-style-type: none"> <li>To fund the proposed Tender Offer and the potential Redemption of the Senior Notes due 2022.</li> <li>If the Tender Offer and the Redemption are not completed for any reason, the Issuer intends to use a substantial portion of the proceeds from this Offering to repay its existing indebtedness, after obtaining approval from the RBI</li> </ul>
Key Covenants	<ul style="list-style-type: none"> <li>Standard IG covenants including limitation on transaction with sponsor affiliates, limitation on asset sales and put option upon a change on control with a ratings downgrade</li> </ul>
Denominations	<ul style="list-style-type: none"> <li>US\$200,000 / US\$1,000</li> </ul>
Governing Law	<ul style="list-style-type: none"> <li>English Law</li> </ul>
Joint Global Coordinators & Joint Bookrunners	
Joint Lead Managers	

# TABLE OF CONTENTS

1

GROUP OVERVIEW

2

COMPANY OVERVIEW

3

ESG INITIATIVES

4

INVESTMENT THESIS

5

ANNEXURES

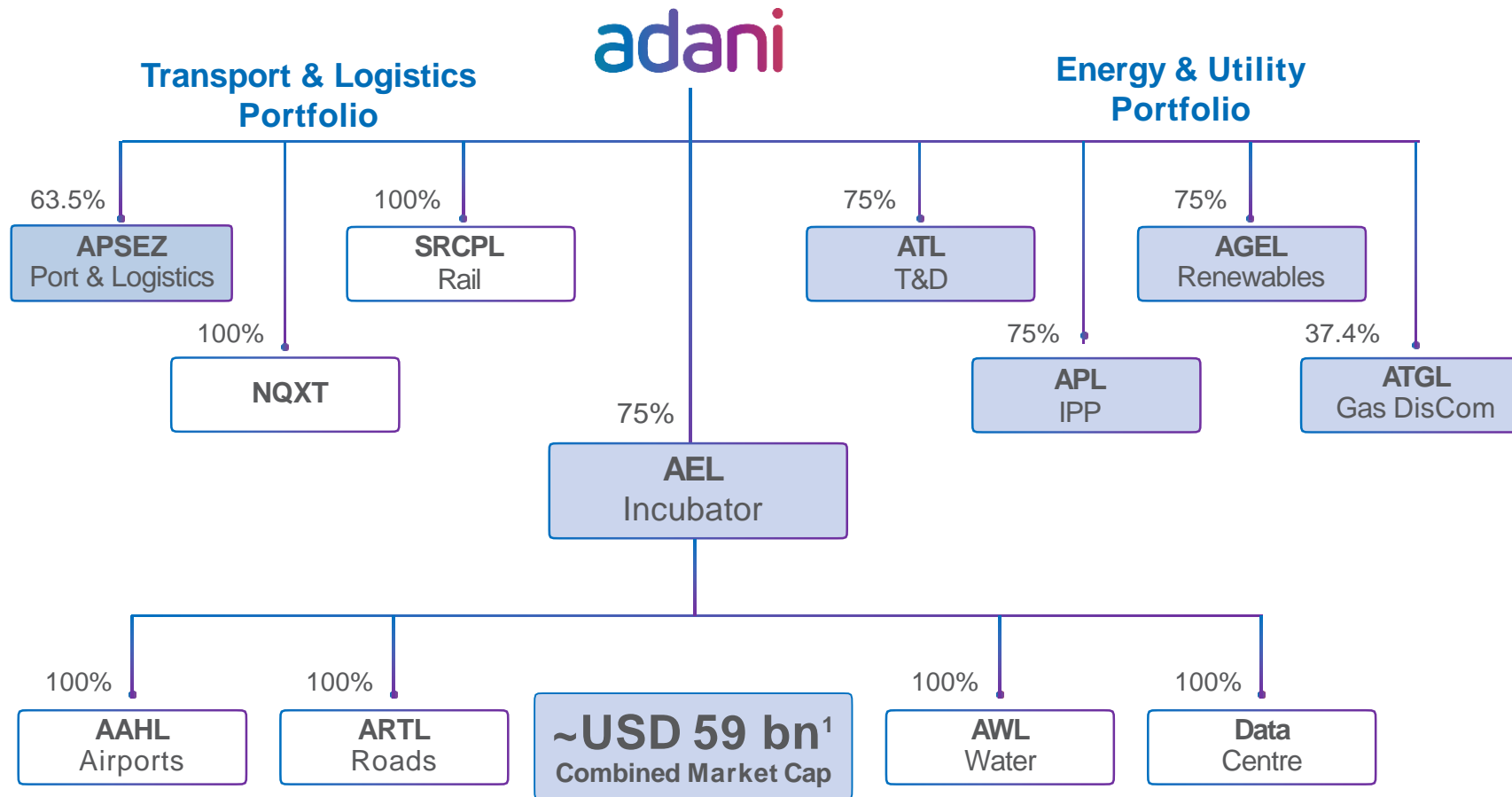


# ABOUT ADANI GROUP





# ADANI GROUP: A WORLD CLASS INFRASTRUCTURE & UTILITY PORTFOLIO



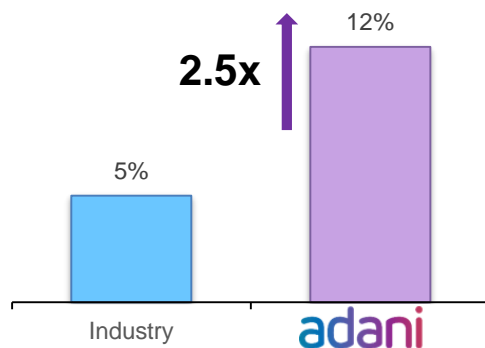
- **Marked shift from B2B to B2C businesses –**
- **ATGL** – Gas distribution network to serve key geographies across India
- **AEML** – Electricity distribution network that powers the financial capital of India
- **Adani Airports** – To operate, manage and develop eight airports in the country
- **Locked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

1. As on Jan 04, 2021, USD/INR – 73.0200 | Note - Percentages denote promoter holding

APSEZ: Adani Ports and Special Economic Zone Limited ; NQXT: North Queensland Export Terminal ; SRPCL: Sarguja Rail Corridor Private Limited; ATL: Adani Transmission Limited; APL: Adani Power Limited; AGEL: Adani Green Energy Limited; ATGL: Adani Total Gas Limited; AEL: Adani Enterprises Limited; AAHL: Adani Airports Holdings Limited; ARTL: Adani Road Transport Limited; AWL: Adani Water Limited

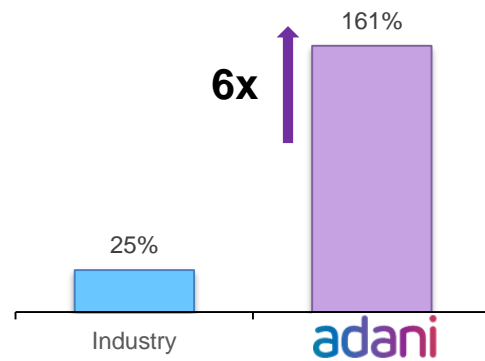
# ADANI GROUP: LONG TRACK RECORD OF HIGH INDUSTRY GROWTH RATES ACROSS SECTORS

## Port Cargo Throughput (MT)



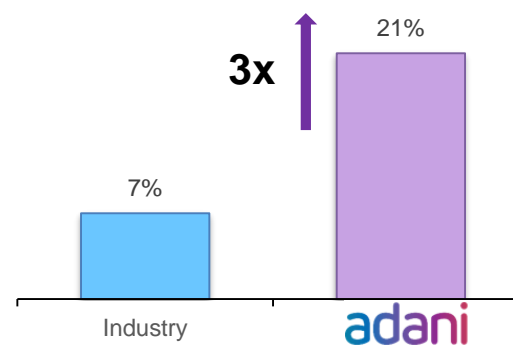
2014	972 MT	113 MT
2020	1,339 MT	223 MT

## Renewable Capacity (GW)



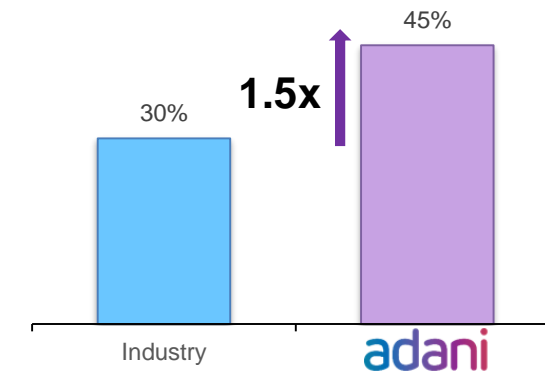
2016	46 GW	0.3 GW
2020	114 GW	14.2 GW <sup>6</sup>

## 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%



### ATGL



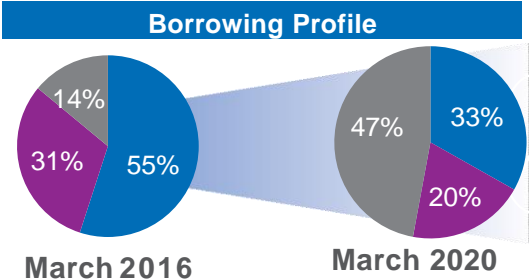
India's Largest private CGD business  
**EBITDA margin: 31%**<sup>1</sup>  
 Among the best in industry

## 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 8. GAs Geographical Areas - Including JV

# ADANI GROUP: REPEATABLE, ROBUST & PROVEN MODEL OF INFRASTRUCTURE DEVELOPMENT



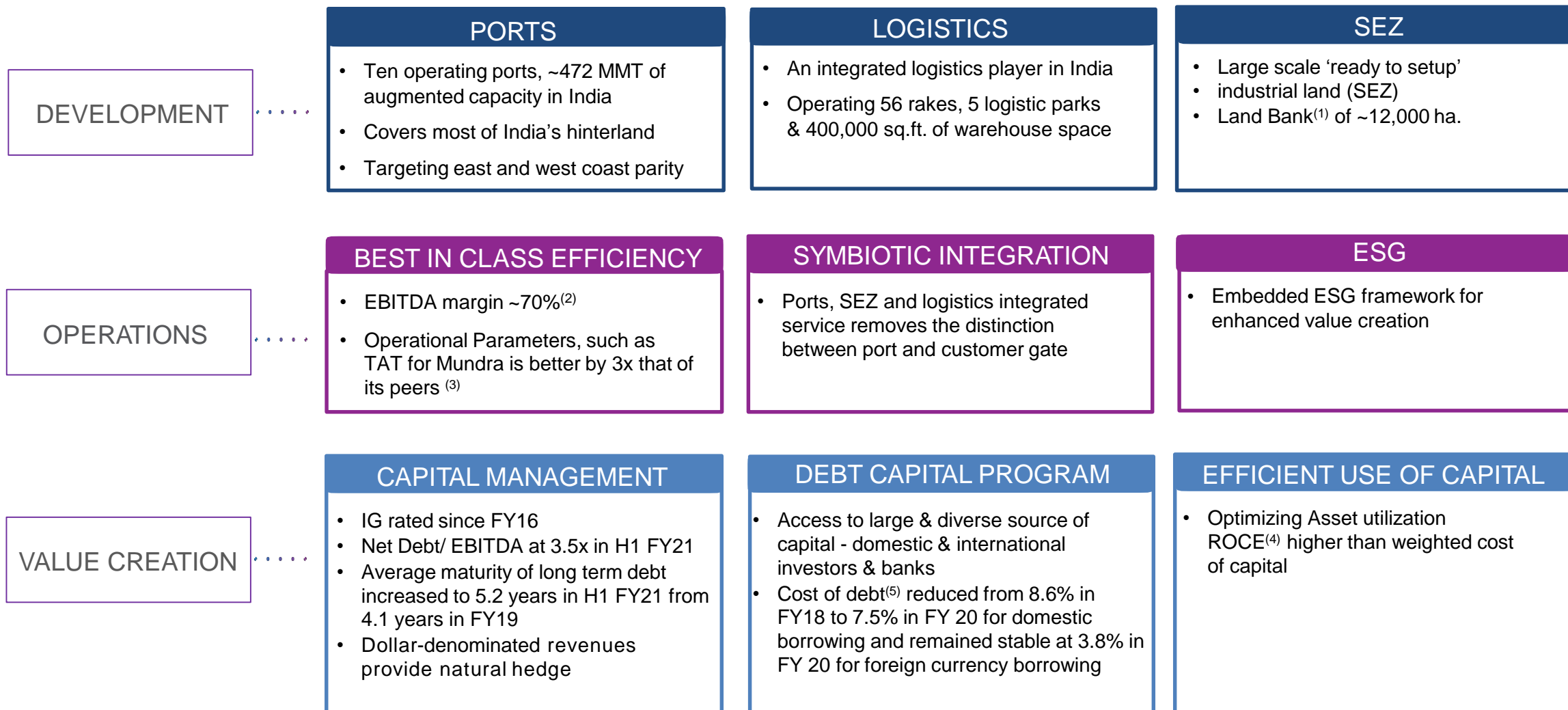
	Origination	Site Development	Construction	Operation	Capital Mgmt
Activity	<ul style="list-style-type: none"> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li><b>Strategic value</b></li> </ul>	<ul style="list-style-type: none"> <li>Site acquisition</li> <li>Concessions and regulatory 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	<ul style="list-style-type: none"> <li>India's Largest Commercial Port (at Mundra)</li> <li>Highest Margin among Peers</li> </ul> 	<ul style="list-style-type: none"> <li>Longest Private HVDC Line in Asia (Mundra - Mohindergarh)</li> <li>Highest line availability</li> </ul> 	<ul style="list-style-type: none"> <li>Largest Single Location Private Thermal IPP (at Mundra)</li> <li>High declared capacity of 89%<sup>1</sup></li> </ul> 	<ul style="list-style-type: none"> <li>648 MW Ultra Mega Solar Power Plant (at Kamuthi, Tamil Nadu)</li> <li>Constructed and Commissioned in nine months</li> </ul> 	<ul style="list-style-type: none"> <li>In FY20 issued seven international bonds across the yield curve totalling~USD4Bn</li> <li><b>All listed entities maintain liquidity cover of 1.2x-2x as a matter of policy.</b></li> </ul> 

1. FY20 data for commercial availability declared under long term power purchase agreements;

# COMPANY OVERVIEW : APSEZ

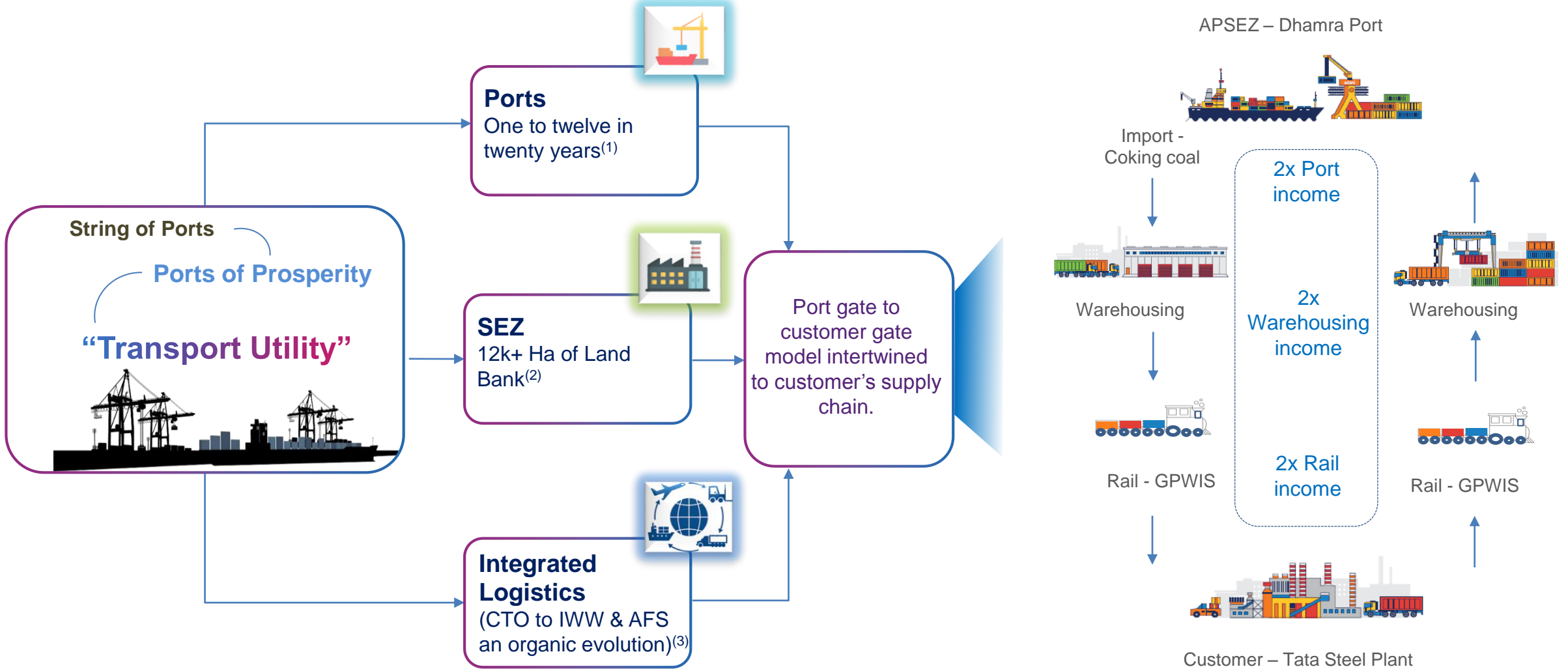


# APSEZ: INDIA'S LARGEST PRIVATE PORT AND LOGISTICS SERVICE PROVIDER



Note: (1) Land bank here refers to SEZ and non-SEZ land in Mundra, Dharma, Kattupalli, Krishnapatnam; (2) As of FY20, Margin for ports business only, excludes Forex gains/losses (3) TAT : Turn Around Time; Average TAT for Mundra is 0.56 days in FY20 vs 1.95 days for Major Ports in FY19 (4) ROCE is defined as Return on Capital Employed and calculated as Earnings Before Interest and Tax (EBIT)/ Average Net Capital Employed of latest financial year and the previous year; Net Capital Employed = Total Debt + Shareholders Equity – Cash and Bank Balances – Current Investments;(5) Cost of Debt= Finance Cost/Average Total Debt

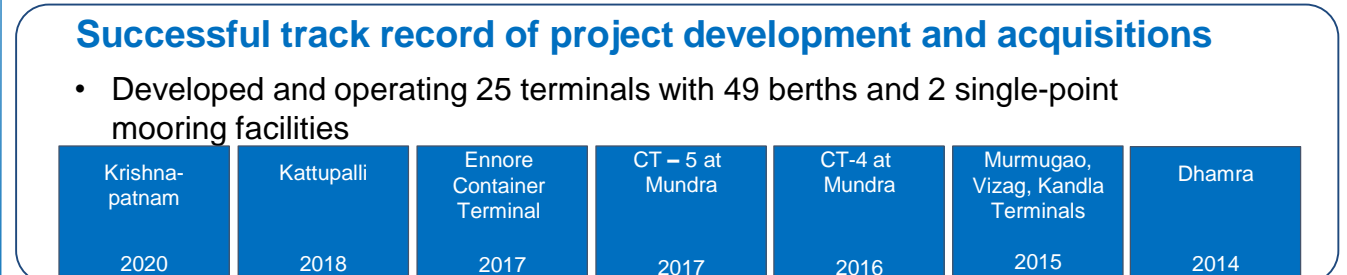
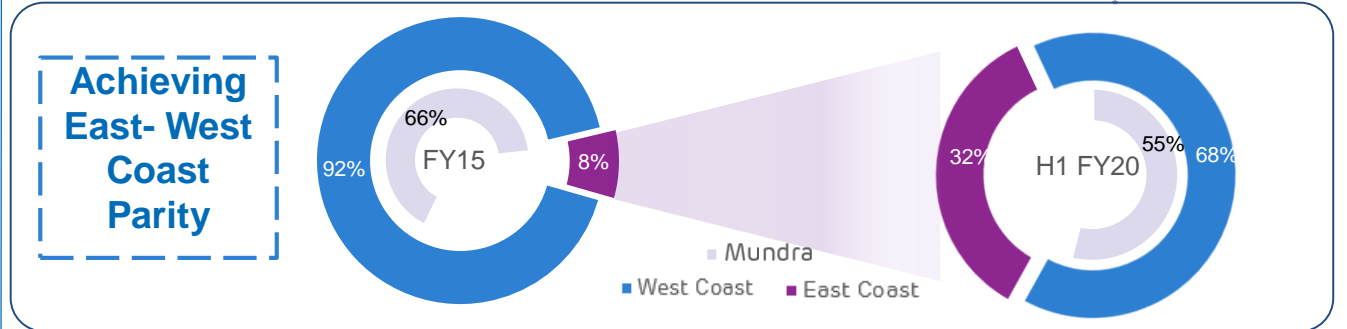
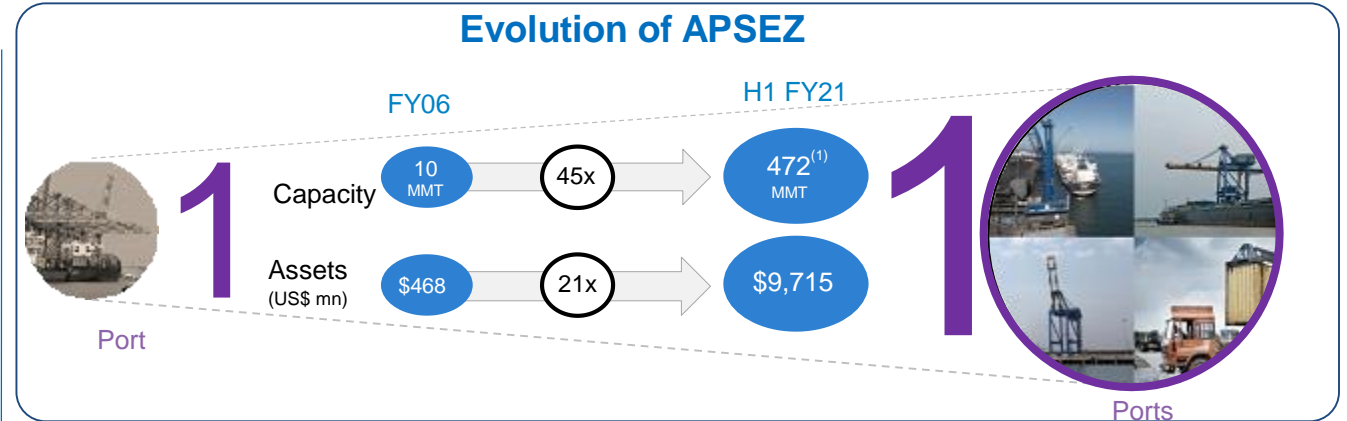
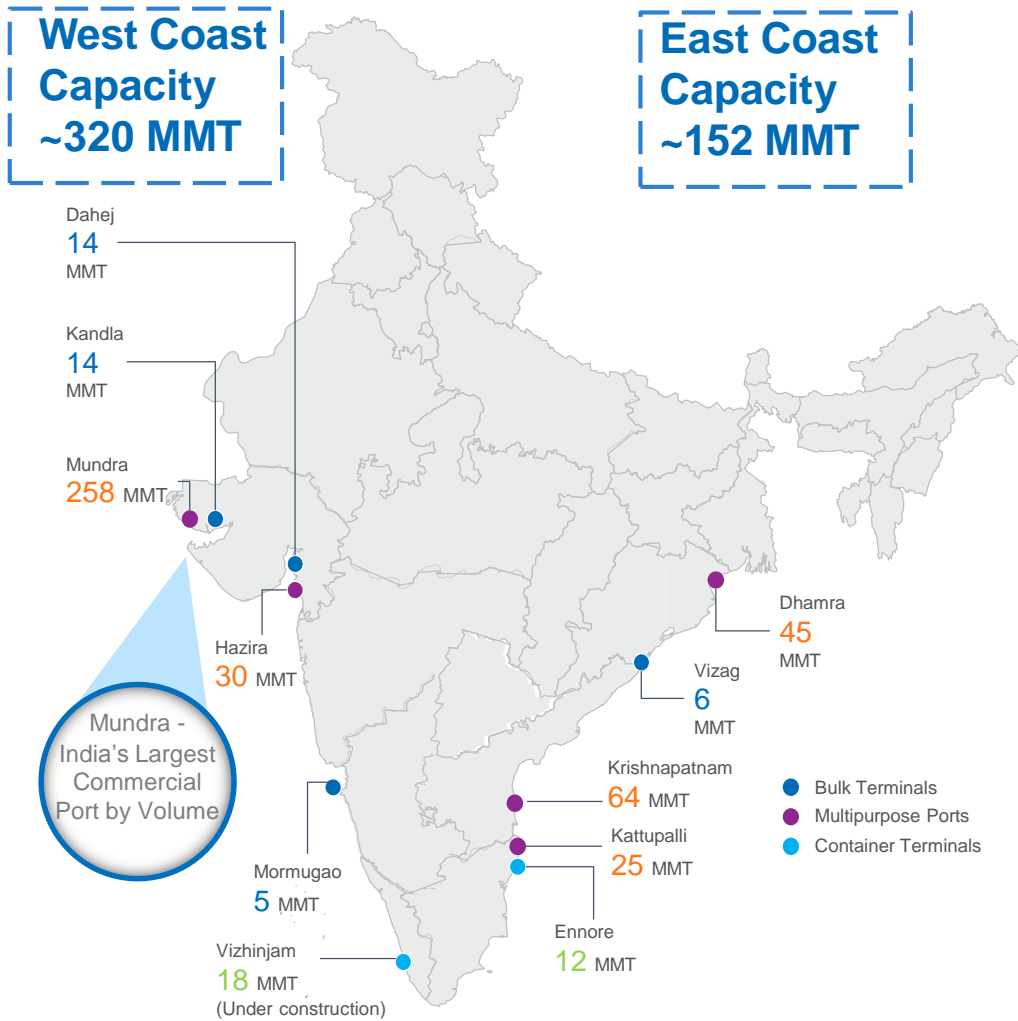
# APSEZ: A TRANSPORT & LOGISTICS UTILITY THAT DOMINATES THE NETWORK



An integrated approach through Ports, SEZ and Logistics enables presence across value chain

Note: (1) Including under construction ports in Vizhinjam and Myanmar; (2) Land Bank here refers to both SEZ and non-SEZ land in Mundra, Dharma, Kattupalli, Krishnapatnam; (3) CTO: Container Terminal Operator, IWW: Inland Waterway ; AFS: Air Freight Station

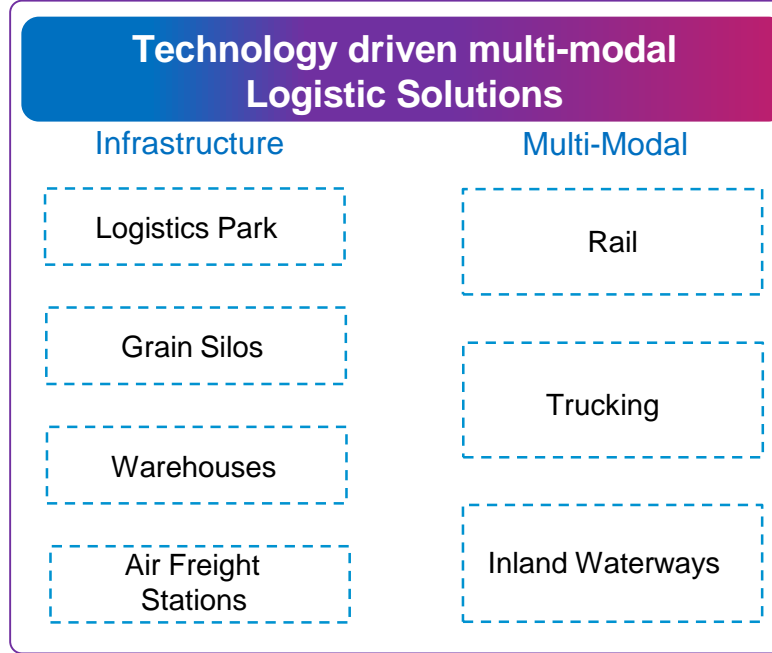
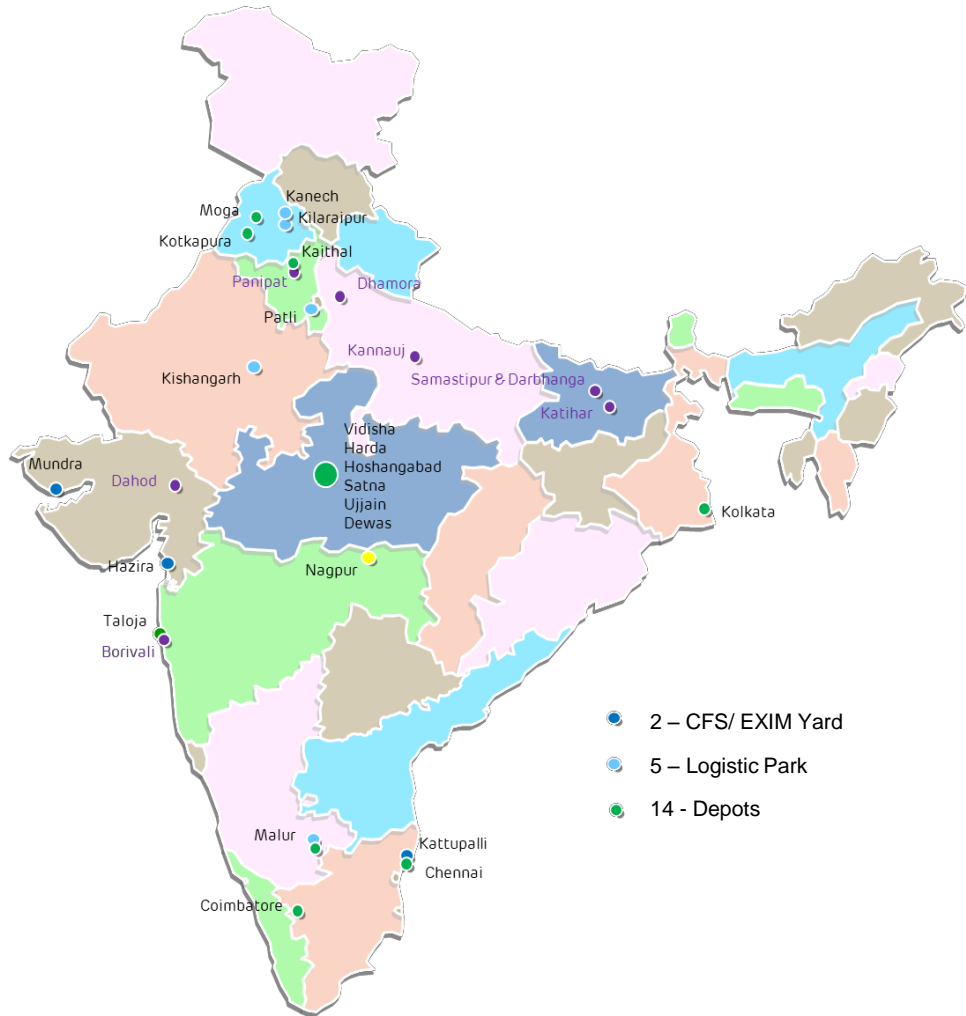
# A APSEZ: LARGEST NETWORK OF PORTS IN INDIA



10 ports serving vast economic hinterland of the country

Note: INR / USD = 73.5600 for assets as on H1 FY21 end, \*Ports in India only, (1) Including the 64MMT of Krishnapatnam port acquired on 1<sup>st</sup> October 2020

# B APSEZ: HARNESSING LOGISTICS SYNERGIES TO CREATE STICKINESS OF CARGO



Particulars	FY19	FY20
Rakes	20	56
Rail Volume (TEUs)	150,942	325,067
Logistics Parks	4	5
Terminal Capacity (TEUs)	400,000	500,000
Terminal Volume (TEUs)	242,868	334,851
Warehousing Capacity (sqft.)	400,000	400,000

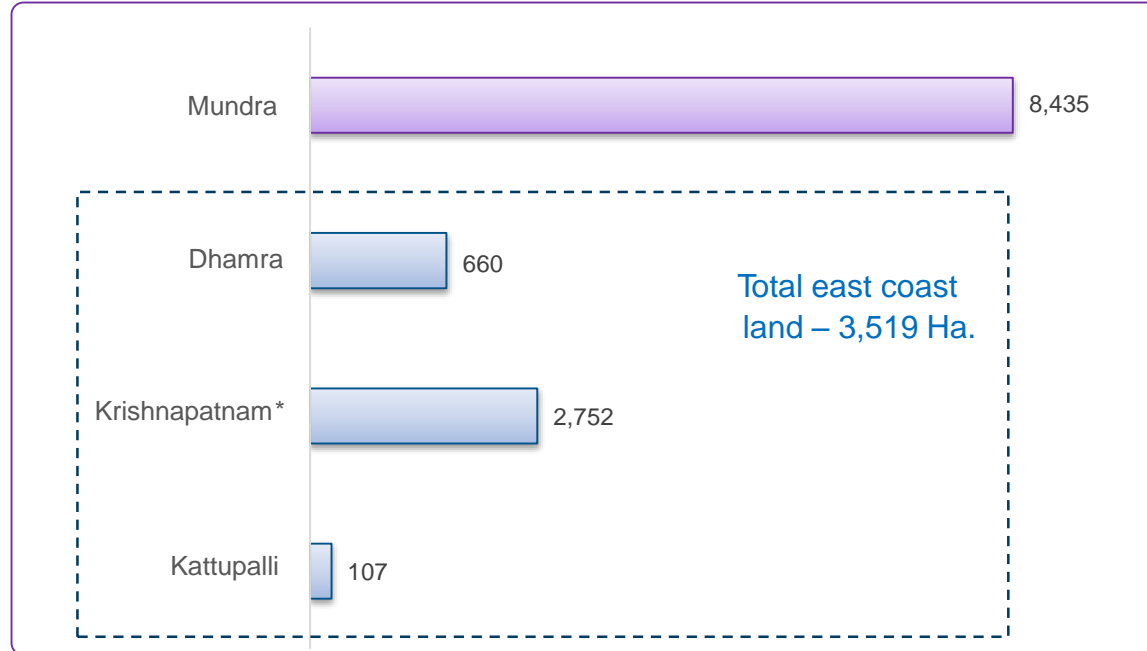
## Case Study : Customer Centric End to End Logistics



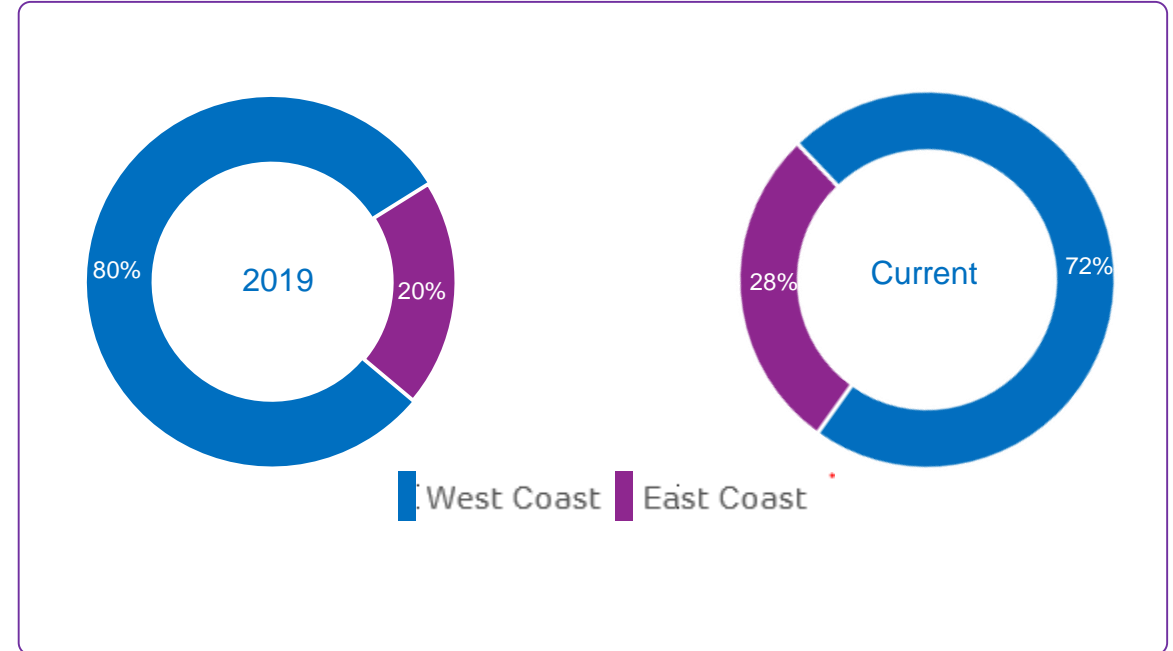


# C APSEZ: SEZ PORT DEVELOPMENT WITH RECURRING INCOME STREAM

## Developing Industrial Clusters



## Achieving East Coast - West Coast Parity



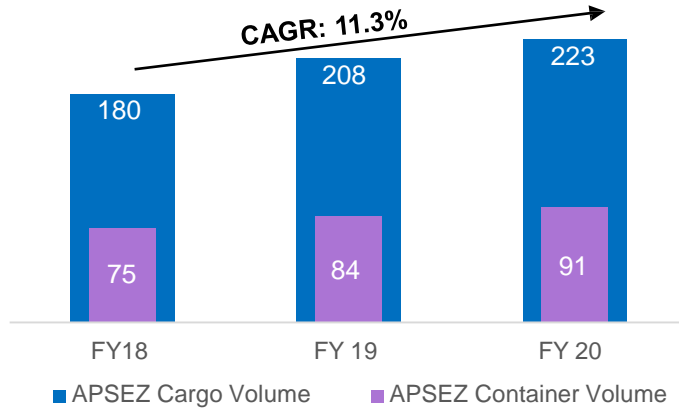
## Value Creation in SEZ & Port Development Strategy

- Total land bank of ~12k Ha.
- Bringing customer inside Port gate.
- Twin advantage of availability of large contiguous land and multi modal connectivity as created by ports.
- Entrenching into customer's supply chain and create a high interface.

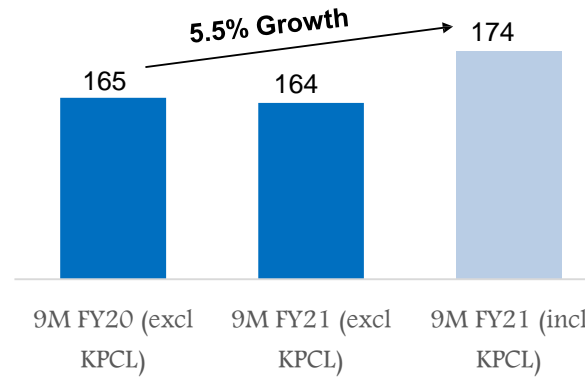
\*Total available land as per the approved master plan of the port

# APSEZ: CARGO GROWTH ASSIMILATES DIVERSITY AND ENSURES RESILIENCE

## Cargo Volumes (in MMT)

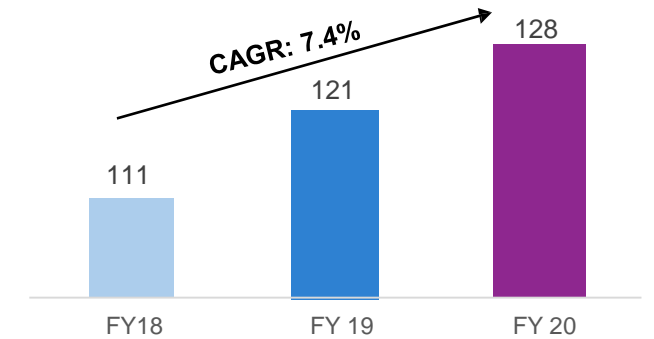


## Strong Recovery in Cargo Volumes<sup>(1)</sup> (in MMT)

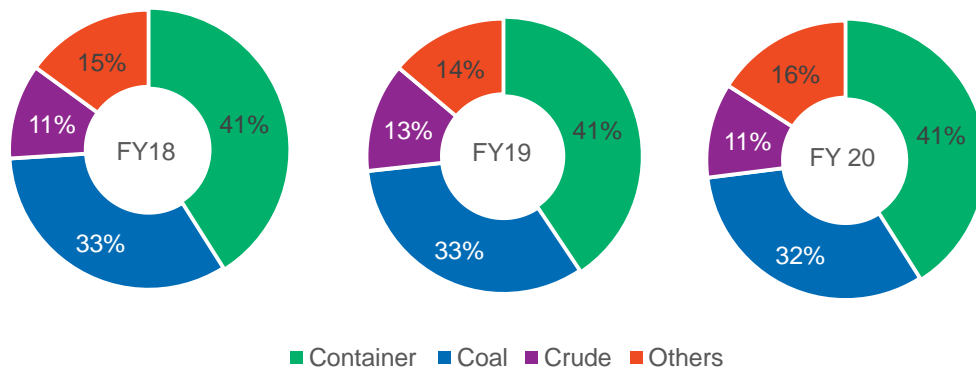


## Long Term Contracts (MMT)

~60% of Cargo



## Diversified Cargo Mix

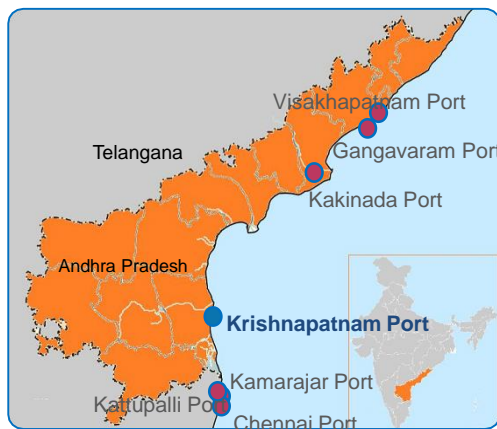


- Sustainable And Resilient Cargo due to
  - East – West Parity
  - Diversification Of Cargo
  - Sticky Cargo
- Cargo CAGR (Ex. Mundra) FY14-20: 39%
- Business resilience is enhanced by our ESG practices

(1) Krishnapatnam port volumes are included from 1<sup>st</sup> October 2020 to 31<sup>st</sup> December 2020 (Acquired on 1<sup>st</sup> October 2020)

# APSEZ: KRISHNAPATNAM PORT OVERVIEW

## Location of the asset



- Located on east coast of India in Nellore district of Andhra Pradesh (~180km north of Chennai Port)
- The largest private port in Andhra Pradesh and the 2<sup>nd</sup> largest private port in the country<sup>(1)</sup>
- Strong hinterland reach with proximity to major cities like Chennai, Hyderabad, Bangalore and Visakhapatnam
- All weather deep water port, capable of handling cap size vessels

## Port at a Glance

- APSEZ currently owns 75% of Krishnapatnam port, while the earlier promoters hold 25%
- Master plan has an approved capacity of 300 MMT pa.
- Current capacity of 64 MMT pa.
- The port has a long waterfront with deep draught of 18.5 meters
- Port land of 3,865 acre leased out of 6,800 acre of available land, adequate for future development to capture growth
- Well established inter and intra road and rail connectivity

## Synergies for APSEZ

- Enabling east coast and west coast parity – De-risks the portfolio of concentration and volatility
- Diversification of cargo, coast and customer base
- Hinterland reach increases to 90%
- New routes for Adani Logistics
- One of the enabler for APSEZ to reach its target of 500 MMT by FY25

## Salient features of concession

- Concession Period: 50 years from COD
- Concession Start / End: March 2009 / March 2059
- Residual Concession Life: 38 years

## Margin Improvement in KPCL

Particulars (US\$ mn)	FY 20	H1 FY21
Revenue	287	115
EBITDA	166	79
EBITDA Margin (%)	58%	69%

Average Exchange Rate INR / USD of 70.8791, 75.0827 for FY20 and H1 FY21 respectively; (1) India Infrastructure Report of 2020;

# APSEZ: ESG Initiatives



# APSEZ: CLIMATE STRATEGY FOCUSES ON CARBON EMISSION, RESOURCE AND WASTE MANAGEMENT

## Environment related factors that matter to our business model

Climate Awareness

Climate Readiness

Climate Alignment

### Carbon Neutrality by 2025

- Avoided 15320 tCO2 in FY20 by 19MW of RE projects
- Planted 1.1 Million trees in 745 ha area till FY20
- GHG Monitoring Plan for Supply Chain to reduce Scope 3 emission

### Resource Management

- Used 3,952 ML water in FY20; water consumption against revenue generated reduced by 54% (1)
- 1.5 MLD of untreated sewage from Mundra & 2 village are channelized to our facilities for treatment and reuse
- Developing rainwater harvesting structures

### Waste Management

- 5,718 MT of waste was disposed and 94% of which were managed by following 5R principles
- Zero Hazardous waste were sent to landfill sites.
- Developing integrated waste management facility at each site

We have aligned our business plan and investment in the following activities for sustainable growth, with focus on preserving environment and measuring GHG emissions

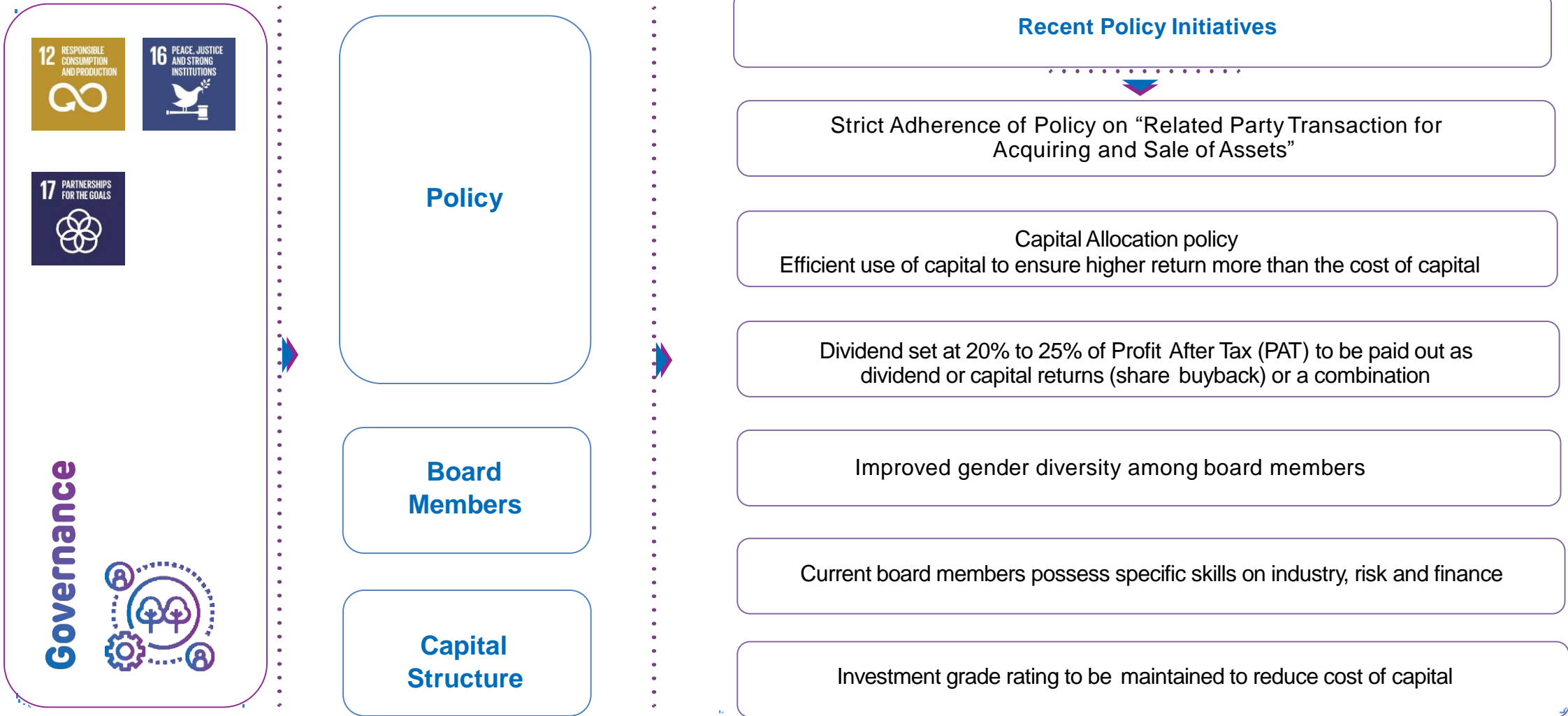
- Disclosure in CDP, becoming TCFD supporter, signatory to SBTi
- Endorsing United Nation's CEO Water Mandate, Water neutrality and alliance for Water stewardship certification
- Research & development and innovation for low carbon technology
- Biodiversity management & conservation

CDP - Carbon Disclosure Project; TCFD - Task Force on Climate related Financial Disclosure; SBTi - Science based Target Initiative; GHG: Green House Gas; (1) from FY 16 to FY 20

# APSEZ: BALANCING GROWTH WITH SUSTAINABILITY



# APSEZ: BALANCING GROWTH WITH SUSTAINABILITY



# APSEZ: RECOGNISED GLOBALLY FOR ITS SUSTAINED ESG EFFORTS

## Ranked 14<sup>th</sup> in Transportation and Transportation Infrastructure Sector of Dow Jones Sustainability Emerging Markets Index 2020

- APSEZ was ranked in the **top 20 of every single dimension** of the three criteria – Environment, Social and Governance
- APSEZ is the **only company from India** that has been selected as an index component of the Dow Jones Sustainability Indices (DJSI) in the transportation and transportation infrastructure sector
- The company is on its path to be the **first global port business to be carbon neutral by 2025**

## First Indian Port Company to sign up for Science Based Targets Initiative (SBTi) and TCFD

- APSEZ is the **only Port in the country** and 7th Port in the world to sign the commitment letter to SBTi
- To strengthen India's **commitment to the 'Paris Climate Agreement'**, the company has also signed commitment as a supporter to the Task Force on Climate Related Financial Disclosures (TCFD)
- The SBTi is a collaboration between CDP, the United Nations Global Compact (UNGC), World Resources Institute (WRI) and the World Wide Fund for Nature (WWF)

## Received Management Band in CDP 2020

- APSEZ received **B- score** which is in the Management band as per the CDP score on climate change. It is **higher than the Asia regional average of D and global average of C.**
- It is **higher than the Intermodal transport & logistics** sector average of D. This is a substantial **improvement over previous year's CDP score of C.**
- APSEZ has also received **B score in CDP – Water Security** which is at the same level as Sector average, Asia regional average and Global average.

## Increased Recognition and Enhanced Rating

- **19th Position** - Responsible Business Rankings; India's Top Companies for Sustainability and CSR 2020 by Futurescape
- **"A" Band** - India's Most Sustainable Companies 2020 by BW Businessworld and Sustain Labs Paris
- Improved Sustainalytics' ESG Risk Rating from **Medium to Low band**



# APSEZ: CASE STUDY FOR CARBON FOOT PRINT REDUCTION AND TECHNOLOGY ADOPTION

ENVIRONMENTAL MITIGATION INITIATIVES

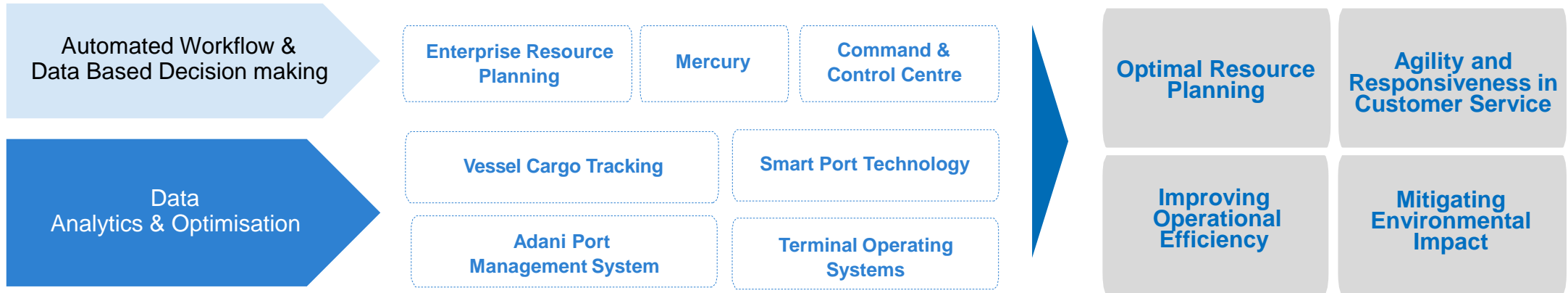
### Environmental Initiatives Taken

E-RTG	Conversion of Diesel RTG to Electric RTG
Conveyor Belt	Replaced mechanical operation of coal shifting with conveyor belt
LED	Replaced conventional lighting system with energy efficient LEDs
5XL Trailer	Fuel consumption for steel coil handling activity reduced by 50%
Shore Power	Providing shore power to tug and dredger operations
Fuel Shift	Pilot project of LNG driven ITVs <sup>(1)</sup> has been successfully tested
R&D	Pilot project on battery driven tug is in progress

### Achievements

- Zero waste to landfill certification
- Biogas generation – 13m<sup>3</sup>/day
- 620 kg per day manure production
- Waste co-processing by cement industry

TECHNOLOGY FOR SUSTAINABLE GROWTH



# APSEZ: INVESTMENT THESIS



# APSEZ: WELL PLACED TO CAPTURE THE GROWING INDIAN MARKET

Strong Sponsorship of Adani Group	<ul style="list-style-type: none"><li>• A world class infrastructure &amp; utility portfolio</li><li>• Combined market capitalization of ~ USD 59 billion</li></ul>
Integrated Transport & Logistic Platform	<ul style="list-style-type: none"><li>• Transport &amp; logistics utility that dominates the network</li><li>• Diversification of cargo provides sustainability and resilience to our cargo</li><li>• Achieving East – West coast parity</li></ul>
Focus on ESG & Technology	<ul style="list-style-type: none"><li>• Commitment to reduce carbon footprint and build resilience towards climate change</li><li>• Focus on diversity and safety of workforce</li><li>• Strong governance practices and ethical behavior under the policy framework</li></ul>
Capital Management	<ul style="list-style-type: none"><li>• Capital structure is commensurate to the life of the infrastructure assets</li><li>• Access to diverse source of financing from international &amp; domestic markets</li><li>• Ensuring high growth &amp; EBITDA margins, while maintaining investment grade ratings</li></ul>
Customer Centricity	<ul style="list-style-type: none"><li>• 60% sticky cargo ensures resilience</li><li>• Unique operating model, embedded in the supply chain of customers resulting in sustained and diversified growth</li></ul>

# ANNEXURES



# APSEZ: RESURGANCE POST COVID-19

## Revival of Indian Economy

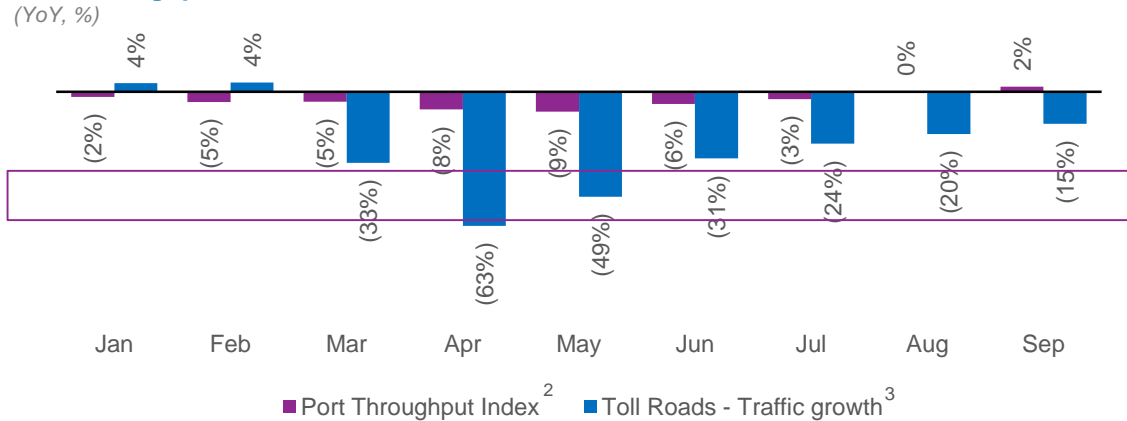
- India's GDP contraction reduced from 23.9% in Q1 FY21 to 7.5% in Q2 FY21; IMF estimates India's GDP to grow at of 8.8% in 2021 (to return to historical growth rates)
- Index of Eight Core Sector Industries' improved from 101.7 (-23.8% YoY) in Q1 FY21 to 120.9 (-5.0% YoY) in Q2 FY21
- India's exports improved from US\$ 51.4bn (-36.5% YoY) in Q1 FY21 to US\$ 74.1bn (-5.4% YoY) in Q2 FY21; Similarly, imports have also been recovering from US\$ 61.3bn (-62.7% YoY) in Q1 FY21 to US\$ 90.6bn (-37.0% YoY) in Q2 FY21

## Recovery in Cargo Volumes

- Globally Port throughput has been less affected as compared to other key infra segments, with increasing signs of recovery (see below chart – resilience of Industry)
- 'Major Ports in India' volumes have been improving (growth is as follows): Q1 FY21: -19.7% YoY, Q2 FY21: -8.6% YoY and Q3 FY21: +2.0% YoY (Overall 9m FY21: -8.8%)
- APSEZ Cargo Volumes: Recovered steeper than Major Ports in India indicating market share gain: -27.1% YoY (Q1 FY21); +6.7% YoY (Q2 FY21); +37.2% YoY (Q3 FY21 incl. KPCL) (Overall 9m FY21: 5.4%)

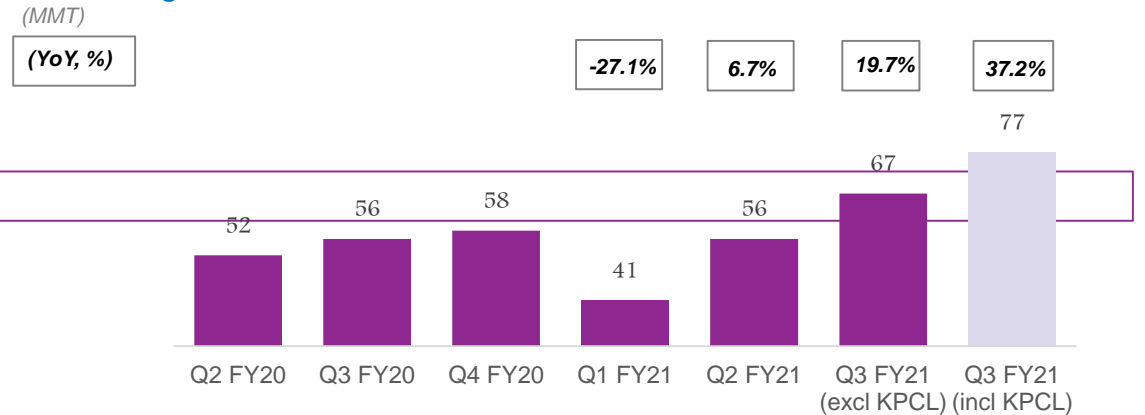
## Resilience of Ports Industry

### Port Throughput, Toll Road Traffic<sup>1</sup>



## Recovery of APSEZ Cargo Volumes

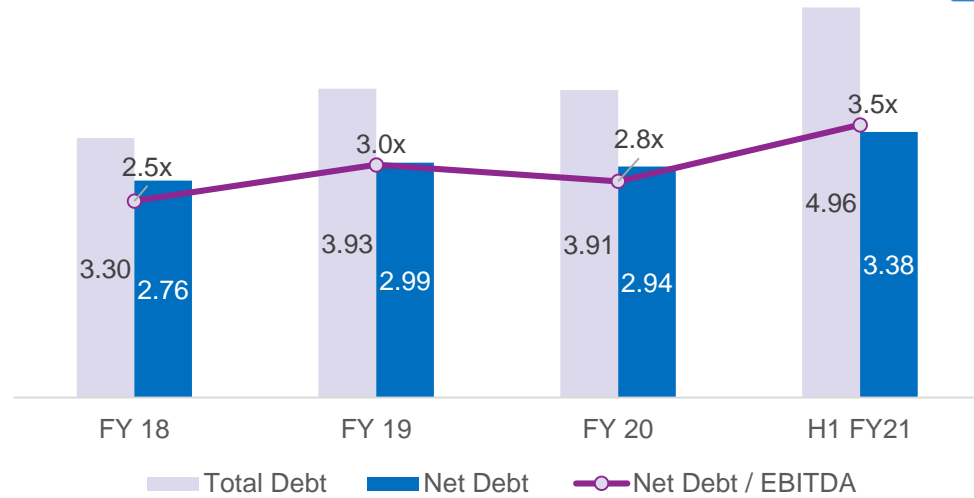
### APSEZ Cargo Volumes



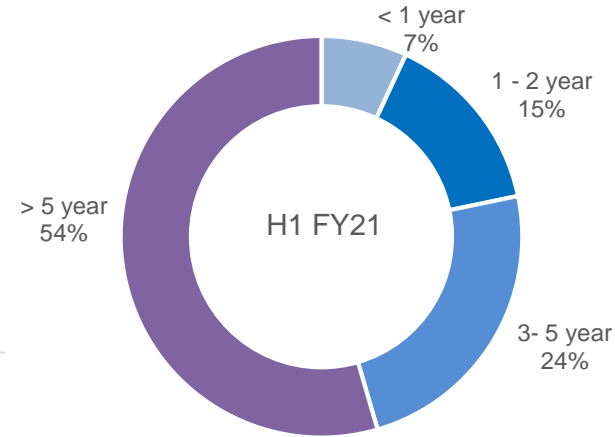
Source: 1. Drewry Maritime Research, Company filings; Note: 2. Port Throughput Index: A series of volume growth / decline indices based on monthly throughput data for a sample of over 235 ports worldwide, representing over 75% of global volumes. The base point for the indices is January 2012 = 100. 3. -Toll Road traffic growth is based on vehicle kilometers travelled. The data refers to a selected set of toll roads across Ferrovial, Atlantia and Abertis, with 16 toll roads in US, Canada, Italy, Spain, France, Brazil, Chile and Mexico.

# CREDIT MATRIX: CREDIT PROTECTION ENCAPSULATED IN CAPITAL STRUCTURE

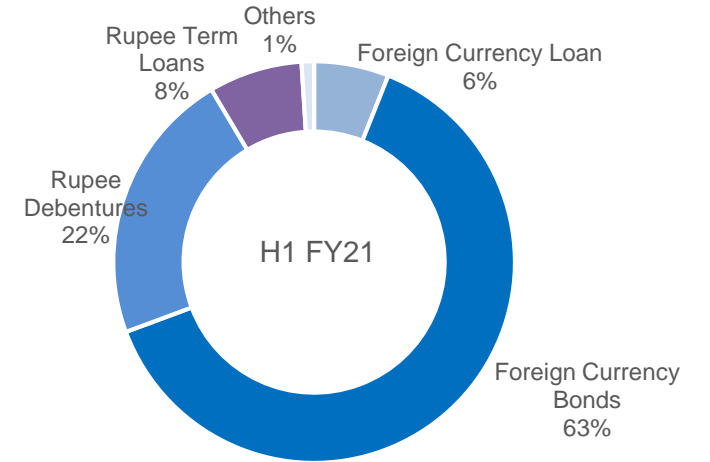
Debt <sup>(1)</sup> (in USD billion)



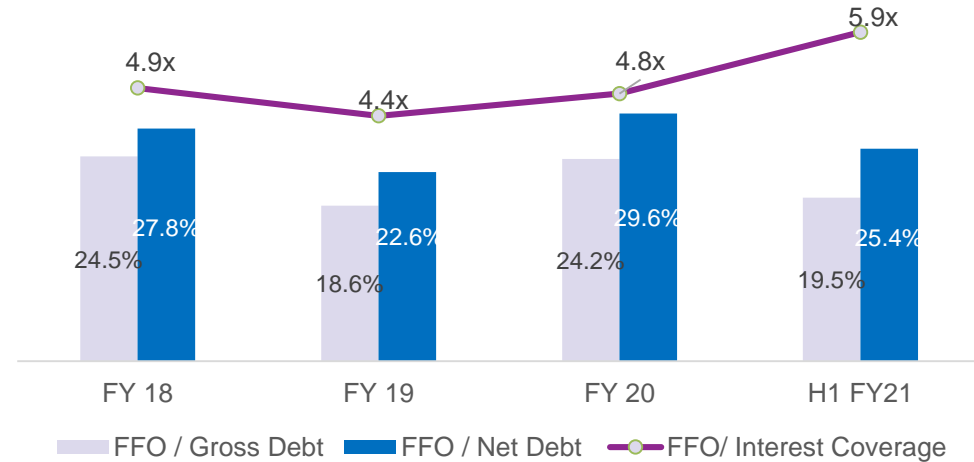
## Repayment Profile



## Access to wide range of financing



Credit Ratios <sup>(2)</sup>



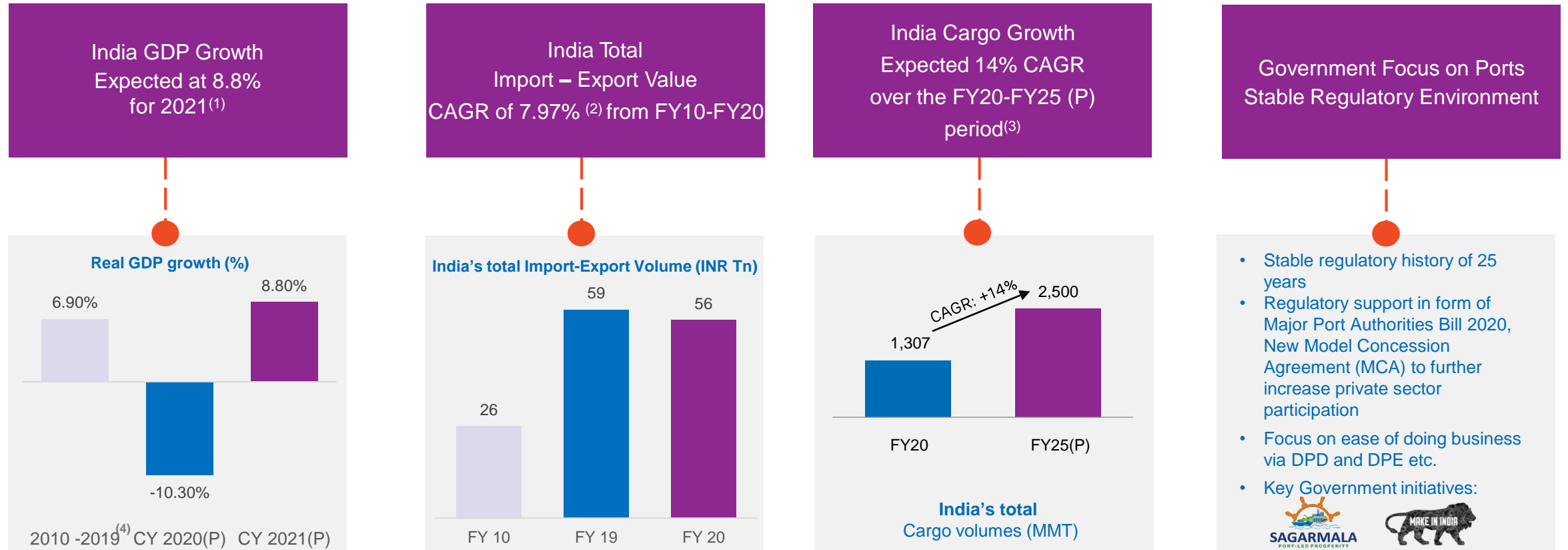
- Access to diversified product portfolio, optimized between maturity and cost
- Borrowing in foreign currencies commensurate with foreign currency revenue
- Net Debt to EBITDA at 3.5x, maintained in-line with our desired level of 3.5x.
- Key credit ratios continue to remain stable
- Debt Mix: FX - 69% and INR – 31% in H1 FY21

Note : (1) EBITDA: Earning Before Interest, Tax, Depreciation & Amortization; Net Debt: Total Debt - Cash and Cash Equivalents

(2) FFO : Operating EBITDA+ Interest received-finance cost paid-actual tax payment; FFO /Interest Coverage= FFO divided by Finance Cost; Gross Debt: Total Debt + Corporate Guarantees, Net Debt= Gross Debt – 75% of Cash & Cash Equivalents

# STRONG MACRO FUNDAMENTALS: INDIA'S GROWING GDP AND EXIM VALUE

## APSEZ Is Well Positioned To Leverage India's Macro Tailwinds



The Company well-placed to capture significant portion of the large and growing addressable market

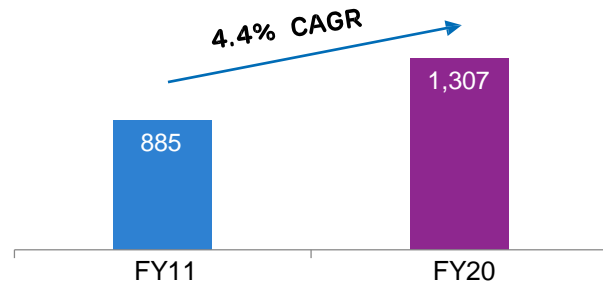
Note: (1) Source: International Monetary Fund; (2) Source: Ministry of Commerce and Industry, GOI; (3) Source: Sagarmala, Ministry of Shipping (November 2019); (4) Average Annual Growth Rate

# STRONG MACRO DEMAND FOR CARGO, COAL AND CONTAINER VOLUMES

## Cargo

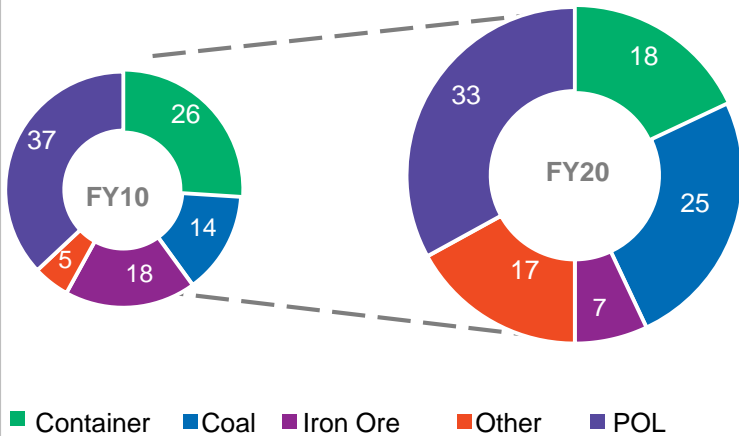
### India's Port handling in last decade

(Cargo Volume in MMT)



### India Cargo commodity basket

(%)

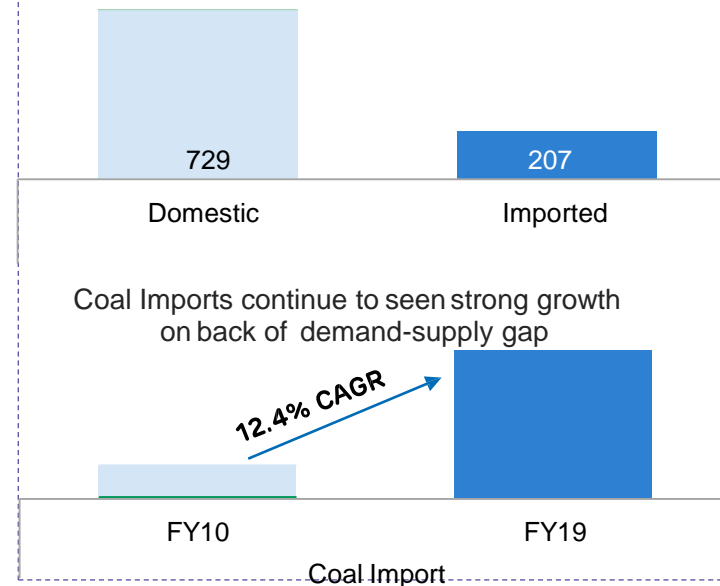


## Coal

### Coal Consumption to increase

936 MMT in FY20

Coal account for 55% of India's energy requirements

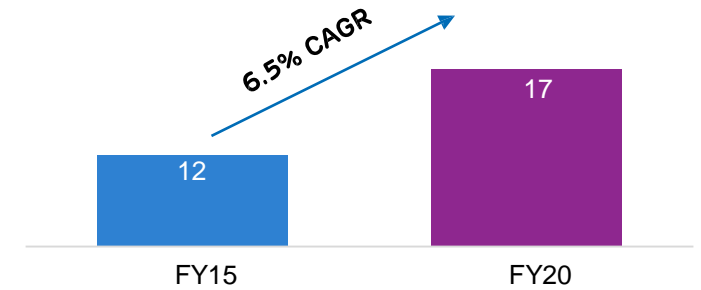


### Key Drivers

1. Govt aim to reach US\$ 5tn economy by 2025 to drive energy demand
2. India's energy demand to be potentially doubled by 2040
3. India's electricity demand to be potentially tripled by 2040

## Container

### Containers handling (MTEUs)



### Key Drivers

1. Drivers: Economy doubling in size over 2025, consumption led demand will hold as rising disposal income and premiumisation of consumption will mean demand of imported goods
2. Government policy initiatives such as Sagarmala, Make in India, Dedicated Freight Corridor will further help drive the growth in container traffic



Source: Government of India, Ministry of Shipping, IEA



## PROFIT & LOSS SUMMARY

(US\$ mn)	H1 FY21	H1 FY20	FY20	FY19	FY18
<b>Revenue from operations</b>	<b>692</b>	<b>803</b>	<b>1,675</b>	<b>1,563</b>	<b>1,757</b>
<i>Revenue Growth, in US\$ terms (%)</i>	<i>0</i>	<i>0</i>	<i>7.16%</i>	<i>-11.03%</i>	<i>39.67%</i>
Operating expenditure	265	283	608	552	648
<b>EBITDA<sup>(1)</sup></b>	<b>427</b>	<b>519</b>	<b>1,067</b>	<b>1,011</b>	<b>1,109</b>
<i>EBITDA Margin (%) <sup>(1)</sup></i>	<i>61.7%</i>	<i>64.7%</i>	<i>63.7%</i>	<i>64.7%</i>	<i>63.1%</i>
Depreciation & Amortisation	122	114	237	197	184
<b>EBIT<sup>(2)</sup></b>	<b>305</b>	<b>405</b>	<b>830</b>	<b>815</b>	<b>925</b>
Finance Costs	134	140	256	198	232
<b>Other Income<sup>(3)</sup></b>	<b>130</b>	<b>133</b>	<b>263</b>	<b>195</b>	<b>157</b>
Foreign Exchange (gain) loss/ Exceptional items	(65)	77	238	78	37
<b>Profit Before Tax</b>	<b>365</b>	<b>321</b>	<b>599</b>	<b>734</b>	<b>813</b>
Tax Expense	78	23	65	155	240
<b>Profit for the Year</b>	<b>287</b>	<b>298</b>	<b>534</b>	<b>579</b>	<b>573</b>
<i>PAT Margin (%)<sup>(4)</sup></i>	<i>41.4%</i>	<i>37.2%</i>	<i>31.9%</i>	<i>37.0%</i>	<i>32.6%</i>

Note: Average Exchange Rate INR / USD of 64.4474, 69.8889, 70.8791, 69.9644, 75.0827 for FY18, FY19, FY20, H1 FY20 and H1 FY21 respectively for P/L items and cash flow items and period end exchange rate INR / USD 65.0441, 69.1713, 75.3859, 70.8750 and 73.5600 for FY18, FY19, FY20, H1 FY20 and H1 FY21 respectively for Balance sheet items

(1) "EBITDA" means "Earnings before Interest, Tax, Depreciation and Amortisation" based on Ind AS for the relevant period, considering net sales/income from operations, other operating income and other income and deducting operating expenses, employee costs and other/administrative expenses, excluding foreign exchange (gain)/loss (net); EBITDA Margin = EBITDA / Revenue from Operations

(2) (EBIT = Revenue from Operations – Total Expenses + Finance Costs ; Other Income includes interest income. (4) PAT margin = Profit for the year / Revenue from Operations.

# BALANCE SHEET SUMMARY

(US\$ mn)	H1 FY21	FY20	FY19	FY18
Gross Fixed Assets	3,927	3,842	3,942	3,535
Goodwill on consolidation	447	436	472	410
Cash and Cash Equivalents <sup>(1)</sup>	1,589	972	937	536
Other Assets <sup>(2)</sup>	3,753	3,001	2,821	2,803
<b>Total Assets</b>	<b>9,715</b>	<b>8,251</b>	<b>8,172</b>	<b>7,284</b>
Shareholders Equity <sup>(3)</sup>	3,807	3,428	3,578	3,262
<b>Total Debt</b>	<b>4,964</b>	<b>3,908</b>	<b>3,931</b>	<b>3,295</b>
Other Liabilities <sup>(4)</sup>	943	915	663	727
<b>Total Equity and Liabilities</b>	<b>9,715</b>	<b>8,251</b>	<b>8,172</b>	<b>7,284</b>
Key Ratios				
EBITDA / Finance Costs	3.2x	4.2x	5.1x	4.8x
Total Debt / Equity	1.3x	1.1x	1.1x	1.0x
Net Debt / EBITDA <sup>(5)</sup>	3.5x	2.8x	3.0x	2.5x

Note: Average Exchange Rate INR / USD of 64.4474, 69.8889, 70.8791, 69.9644, 75.0827 for FY18, FY19, FY20, H1 FY20 and H1 FY21 respectively for P/L items and cash flow items and period end exchange rate INR / USD 65.0441, 69.1713, 75.3859, 70.8750 and 73.5600 for FY18, FY19, FY20, H1 FY20 and H1 FY21 respectively for Balance sheet items

(1) Includes bank balances and bank deposits having maturity more than 12 months; (2) Includes Net Deferred Tax Assets; (3) Shareholders' Equity includes Minority Interest.; (4) Other Liabilities includes Net Deferred Tax Liabilities; (5) H1 FY21 Net Debt / EBITDA calculated on LTM basis

# CASH FLOW SUMMARY

(US\$ mn)	H1 FY21	H1 FY20	FY20	FY19	FY18
Net cash inflow from operating activities	450	505	1,044	863	870
Net cash (outflow)/inflow from investing activities	(1,007)	(270)	(106)	(633)	(597)
Net cash (outflow)/inflow from financing activities	930	116	(600)	331	(293)
<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>373</b>	<b>350</b>	<b>338</b>	<b>561</b>	<b>(20)</b>
Cash and cash equivalents at beginning of the year	958	686	677	118	148
Cash and cash equivalents on change of control of subsidiary	0	2	0	8	0
<b>Cash and cash equivalents at end of year</b>	<b>1,331</b>	<b>1,038</b>	<b>1,015</b>	<b>687</b>	<b>128</b>

Note: Average Exchange Rate INR / USD of 64.4474, 69.8889, 70.8791, 69.9644, 75.0827 for FY18, FY19, FY20, H1 FY20 and H1 FY21 respectively for P/L items and cash flow items and period end exchange rate INR / USD 65.0441, 69.1713, 75.3859, 70.8750 and 73.5600 for FY18, FY19, FY20, H1 FY20 and H1 FY21 respectively for Balance sheet items

adani

Growth  
with  
Goodness

