

Ref No: APSEZL/SECT/2020-21/145

December 10, 2020

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

National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Scrip Code: 532921

Scrip Code: ADANIPOINTS

Sub: Intimation of Analysts / Investor Meeting

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform that the Company will participate in webinar as under:

Date of Meeting	Type of meeting	Mode
10.12.2020	Webinar with Bankers	Video Conference /Audio Call

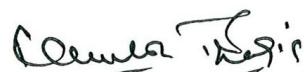
Presentation to be deliberated at the said webinar is enclosed herewith.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Adani Ports and Special Economic Zone Limited



Kamlesh Bhagia
Company Secretary



adani

Ports and
Logistics

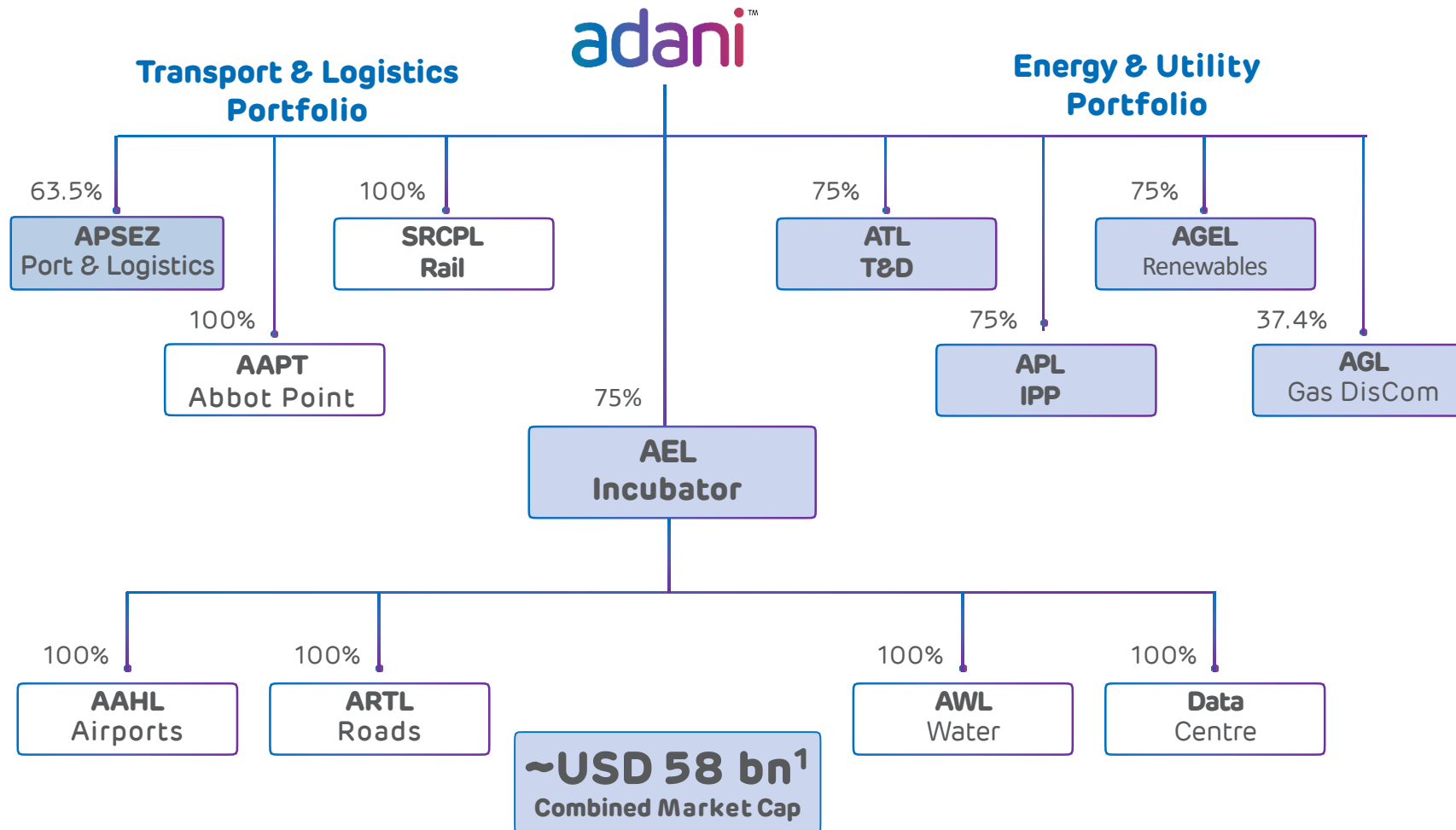
Adani Ports and SEZ Limited

Presentation

December, 2020

Adani Group - Profile

Adani Group: A world class infrastructure & utility portfolio



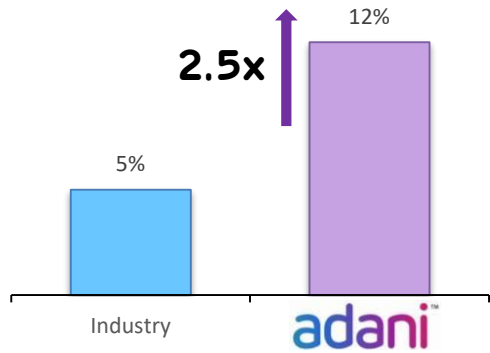
Adani

- **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.

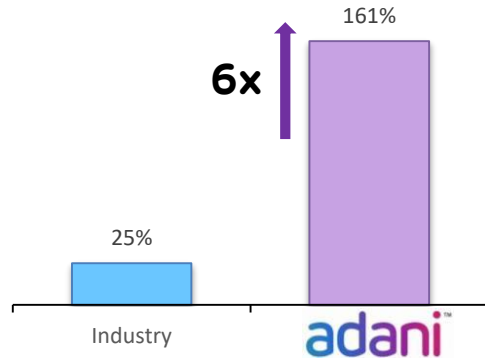
Adani Group: Decades long track record of industry best growth rates across sectors

Port Cargo Throughput (MT)



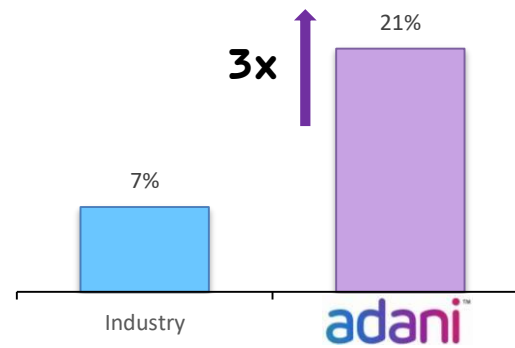
2014	972 MT	113 MT
2020	1,339 MT	223 MT

Renewable Capacity (GW)



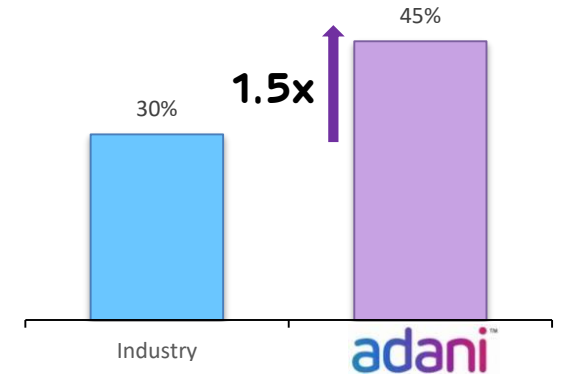
2016	46 GW	0.3 GW
2020	114 GW	14.2 GW ⁶

Transmission Network (ckm)

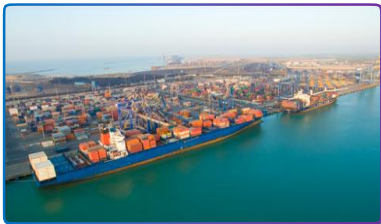


2016	320,000 ckm	6,950 ckm
2020	423,000 ckm	14,837 ckm

CGD⁷ (GAs⁸ covered)



2015	62 GAs	6 GAs
2020	228 GAs	38 GAs



APSEZ

Highest Margin among Peers globally
EBITDA margin: 70%^{1,2}
 Next best peer margin: 55%



AGEL

World's largest developer
EBITDA margin: 89%^{1,4}
 Next best peer margin: 53%



ATL

Highest availability among Peers
EBITDA margin: 92%^{1,3,5}
 Next best peer margin: 89%



AGL

India's Largest private CGD business
EBITDA margin: 31%¹
 Among the best in industry

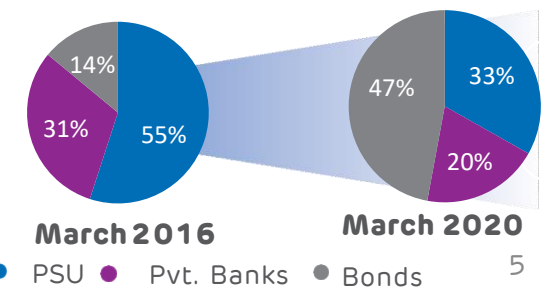
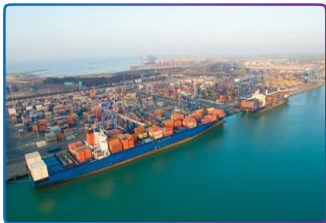
Transformative model driving scale, growth and free cashflow

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



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

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



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

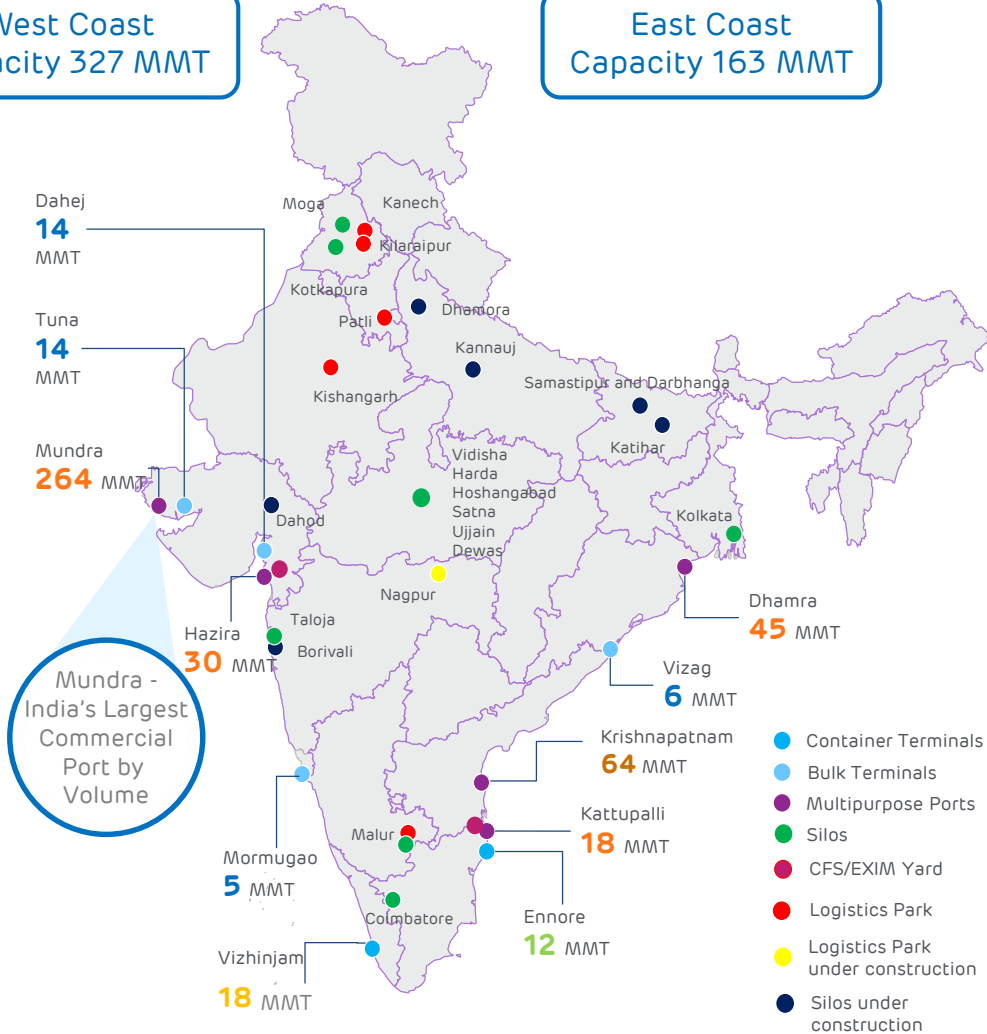
Adani Ports & SEZ - Profile

APSEZ : Largest private transport utility – Presence across Ports, Logistics and SEZ

Largest Network of Ports in India

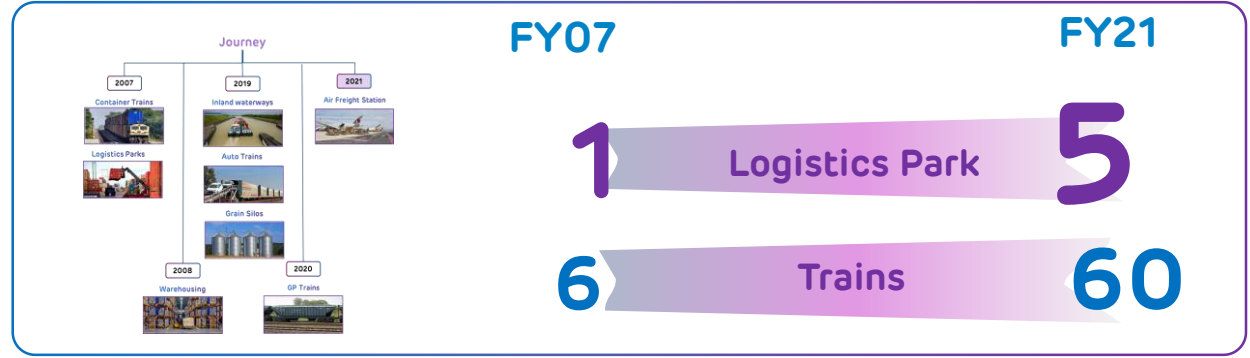
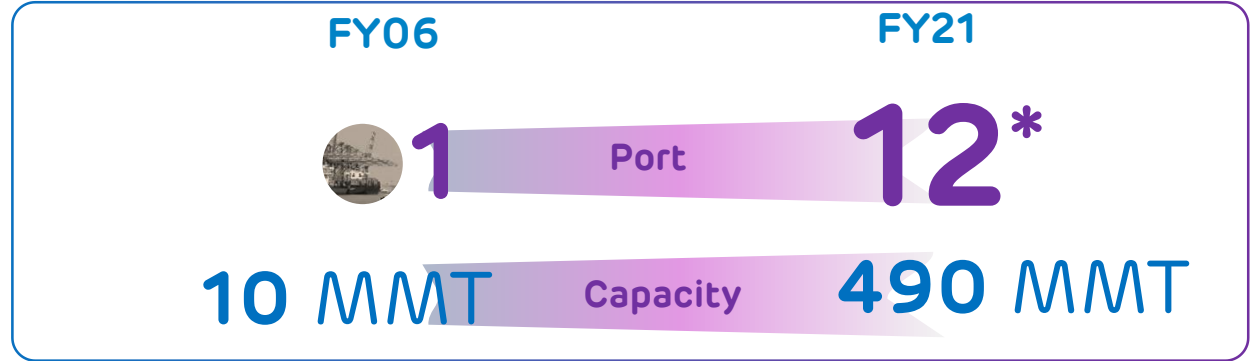
West Coast
Capacity 327 MMT

East Coast
Capacity 163 MMT



Mundra - India's Largest Commercial Port by Volume

Evolution of APSEZ



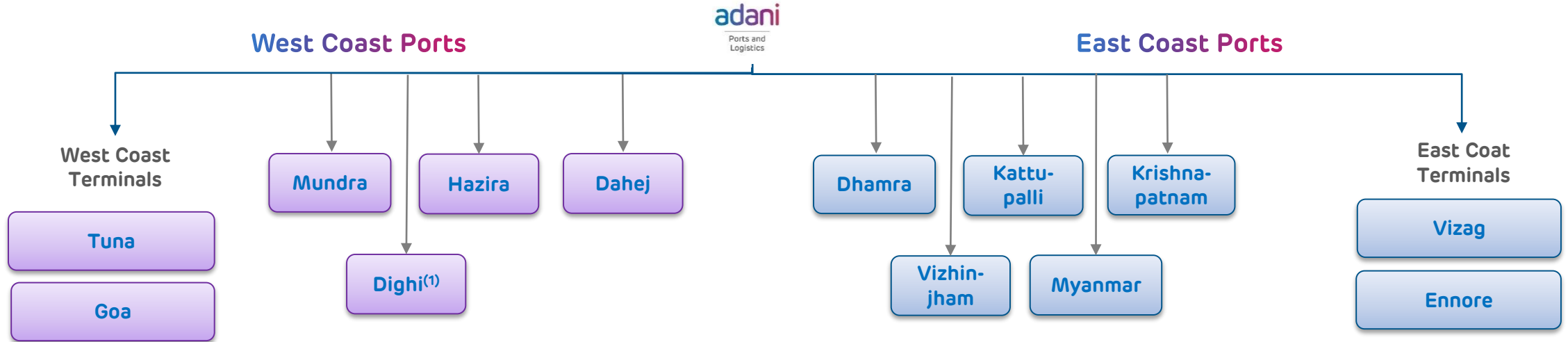
Value creation in SEZ & port development strategy

- Total land bank of ~13k Hectare
- 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.

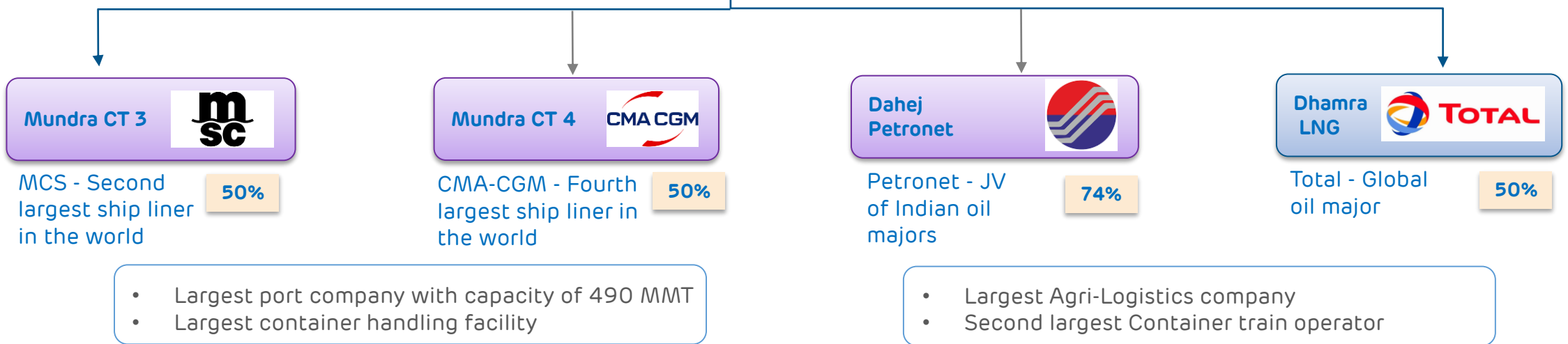
12 ports serving vast economic hinterland of the country

*Two port under construction (Vizhinjam & Myanmar)

APSEZ : Strategic partnerships with global majors driving value



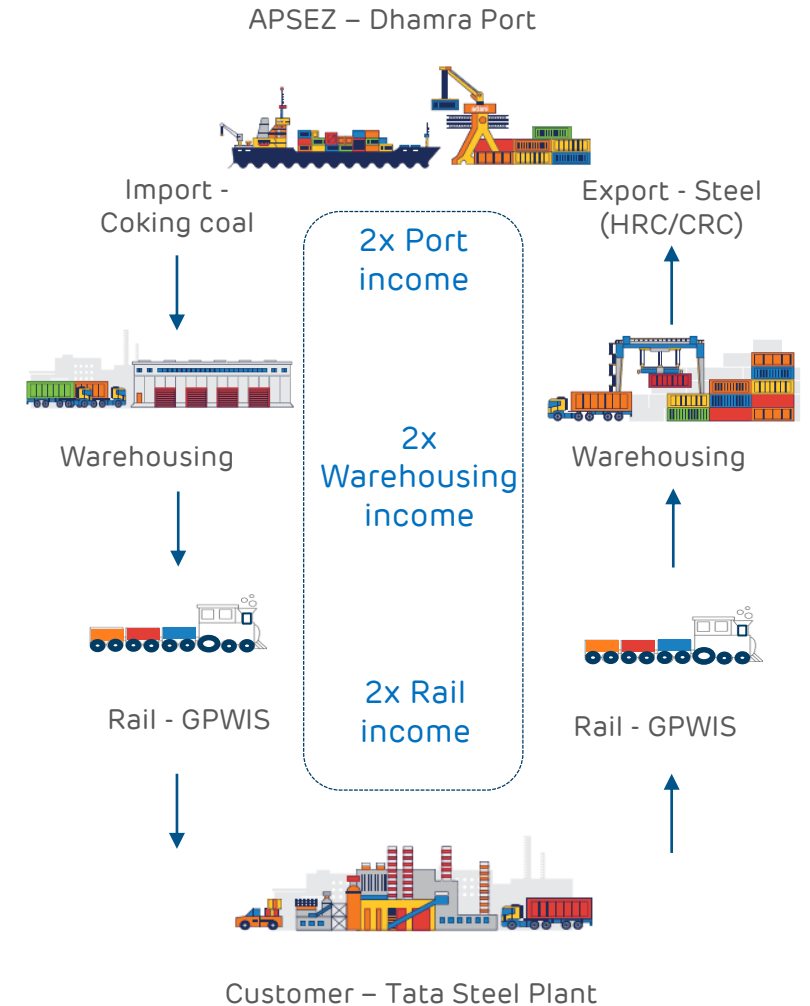
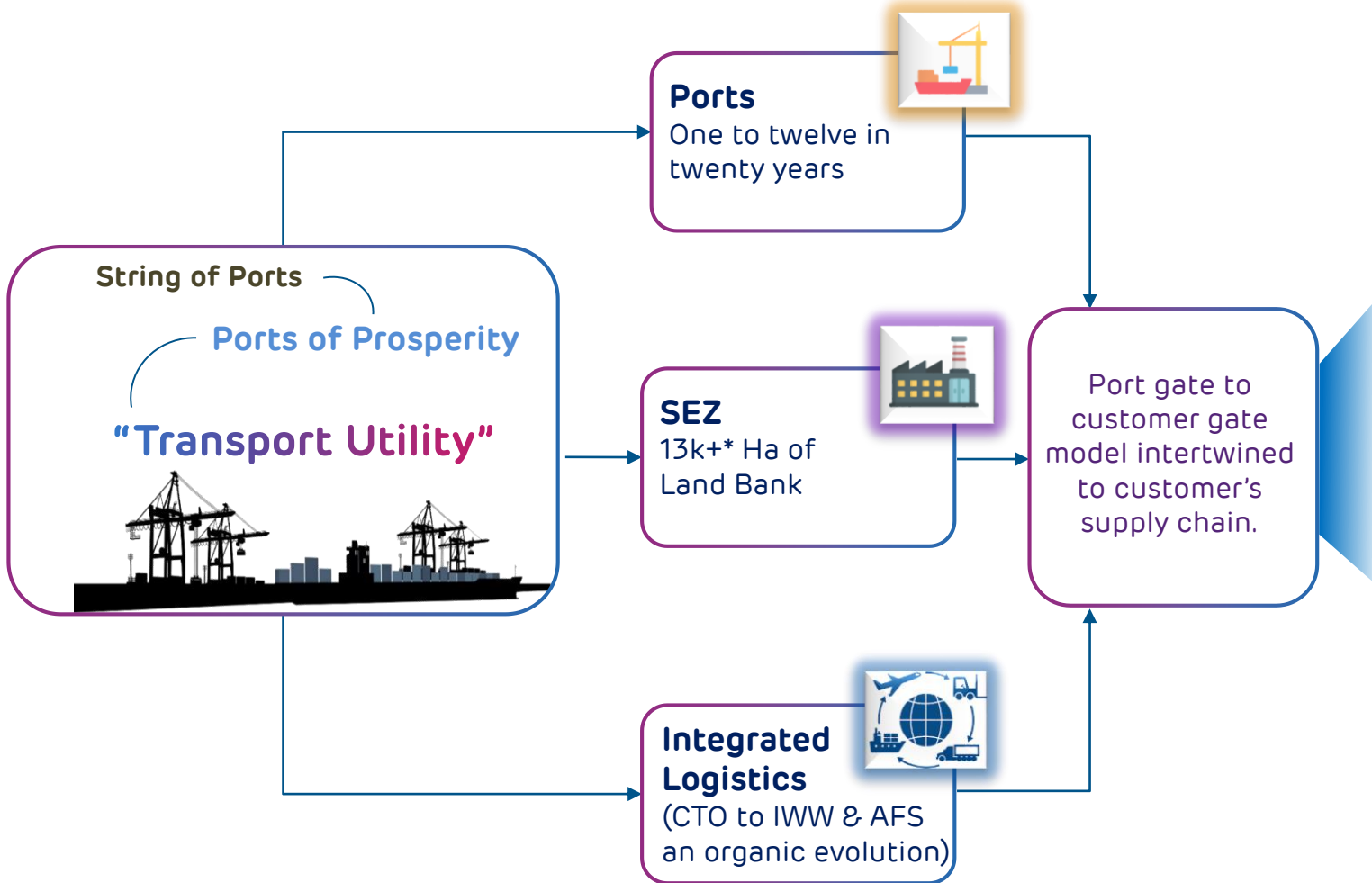
Strategic partnership and value unlocking



Avoided one asset risk and achieved parity between coasts

(1) Dighi port under acquisition through NCLT process
(2) Single point mooring

APSEZ : Largest private transport utility



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

* Includes both SEZ and non SEZ land

APSEZ : Growth journey

History of Growth



Growth Drivers

- Diversification of cargo - cargo like LNG/LPG
- Serving developing industrial hinterland, provides ample growth opportunities
- Rapidly increasing footprint of integrated logistics, expected to have high growth to compliment port business
- New Geopolitical, economic scenario and as a back up plan for China provides immense opportunity for our port development & SEZ business

- Partnerships and user driven Capex to fuel growth in port led development
- Newer ports like Dhamra, Kattupalli & KPCL to mature and increase returns. Consolidated ROCE to reach 20%+
- Acquisitions of Krishnapatnam and Dighi to be transformational, will provide access to new customer and increase hinterland coverage to 90%
- Strategic partnerships like Total in LNG/LPG business and MSC & CMA-CGM in container business to provide investment impetus

Ports excluding Mundra achieved a CAGR of 38% fueling exponential growth

APSEZ – Finance Policy and Key Focus Areas

APSEZ : Finance policy

Consistent investment grade rating

- Since FY16, capped at sovereign
- Earnings growth and free cash flow generation to fortify coverages

Reduce Cost of Capital

- Progressive reduction in cost of debt
- Timely and quality disclosure and active guidance policy to increase predictability

Shift towards long term financing and profile

- 95% of debt is long term (compared to 74% in FY16)
- Elongating maturity profile

Robust capital allocation policy

- Economic value add enshrined into all capital deployment
- Pre tax project IRR of >16%
- Rationalization of assets for improving ROCE

FX risk management- Natural Hedge

- Natural hedge flows from having a portion of balance sheet in USD terms.
- Debt mix - FX 68% and INR 32%

Optimized Capital Structure

- Desired level : to maintain Net Debt/EBITDA 3.0x - 3.5x. Currently at 2.9x
- Shareholder's return policy targeting 20% to 25% of earnings

APSEZ: Financial discipline and prudent policy creates value

Capital Management

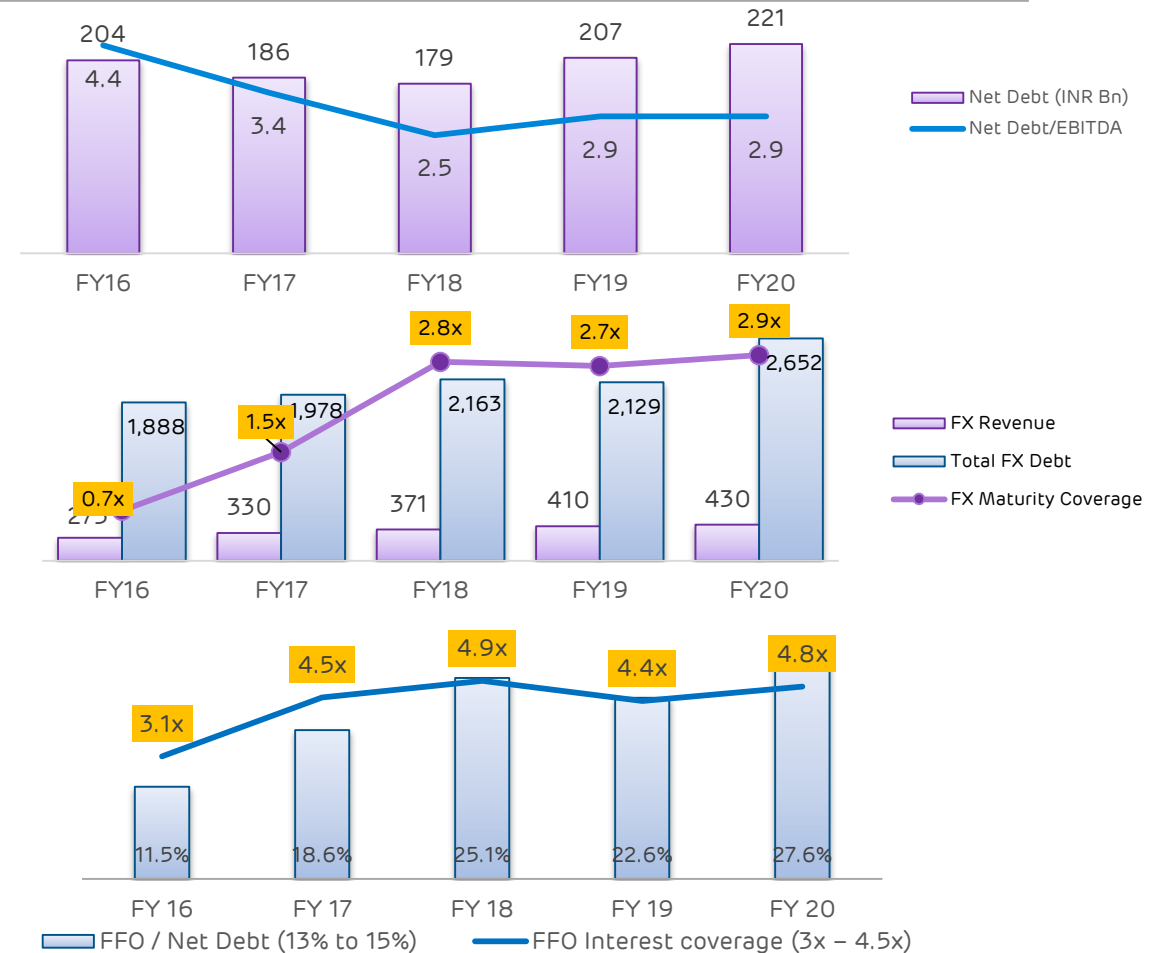
- Investment Grade rated since FY16
- Improved leverage ratio (from 4.4x to 2.9x)
- Incremental earnings deployed for growth (EBIDTA CAGR of 13% with constant Net Debt)

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



- Absolute net debt and FX debt obligation consistent with net debt to EBITDA coming down consistently
- Strong operational performance and maintenance of margins deliver increased FCF.
- Growth has been funded out of free cash flow.
- Coverage ratios continue to be within the prescribed range.

APSEZ : Immense value creation

	FY16		FY20		FY25 P
Capital Employed*	Rs.341 bn.	1.4x	Rs.480 bn.	1.05x	Rs.505 bn.
EBITDA	Rs.46 bn.	1.7x	Rs.76 bn.	1.9x	Rs.145 bn.
Net Debt / EBITDA	4.4x	1.5x	2.9x	=	3x
ROCE	11%	160 bps	12.6%	>740 bps	20%+

- Strict covenant management to maintain/improve IG rating
- EBITDA to double in 5 years with minimal further investment
- Net debt to EBITDA is to be at similar level in spite of organic and inorganic growth
- Maturing of greenfield/ acquisition to deliver 700 bps improvement in ROCE

*Capital Employed = Net Worth + Total Debt-Cash - Cash Equivalents

ESG



APSEZ : ESG philosophy

Environment

- Adherence to global environment guidelines like – Disclosure in **CDP – Climate Change and Water Security, SBTi; Supporter of TCFD, Member of IUCN**
- All port certified with Integrated Management System (ISO 9001, 14001 & 45001) and 4 ports with Energy Management System (ISO 50001).

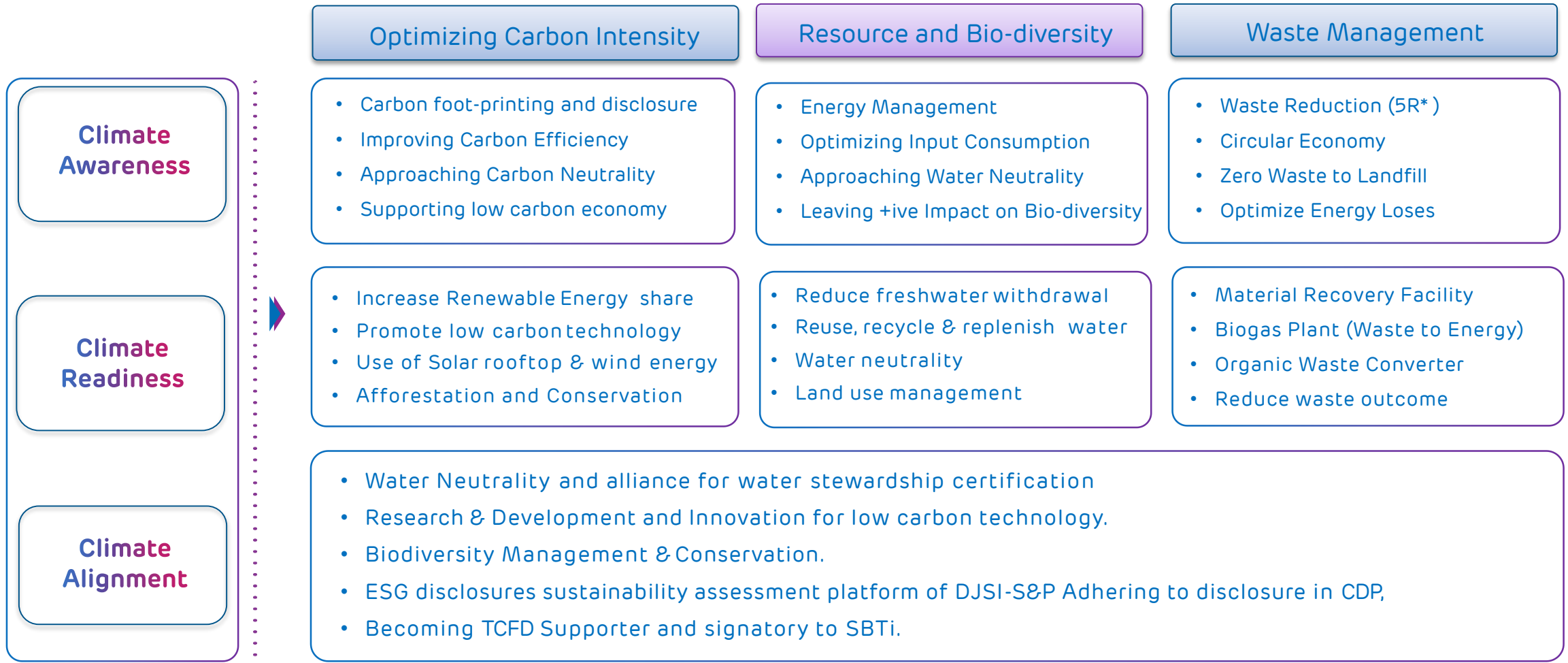
Social

- Focus on Employee/ Contractor Worker's Safety
 - Periodic safety training to operations teams.
- Emphasis on improving local procurement for operations
- Safety as a KPI for Key Management Personnel
- Creating an ecosystem to ensure lowest employee turnover.

Governance

- Board independence at listed company level
- Established rigorous audit process - Regular assurance by third party as per GRI standards across all subsidiaries
- Related party transactions policy – Rationalized as per Investors feedback.

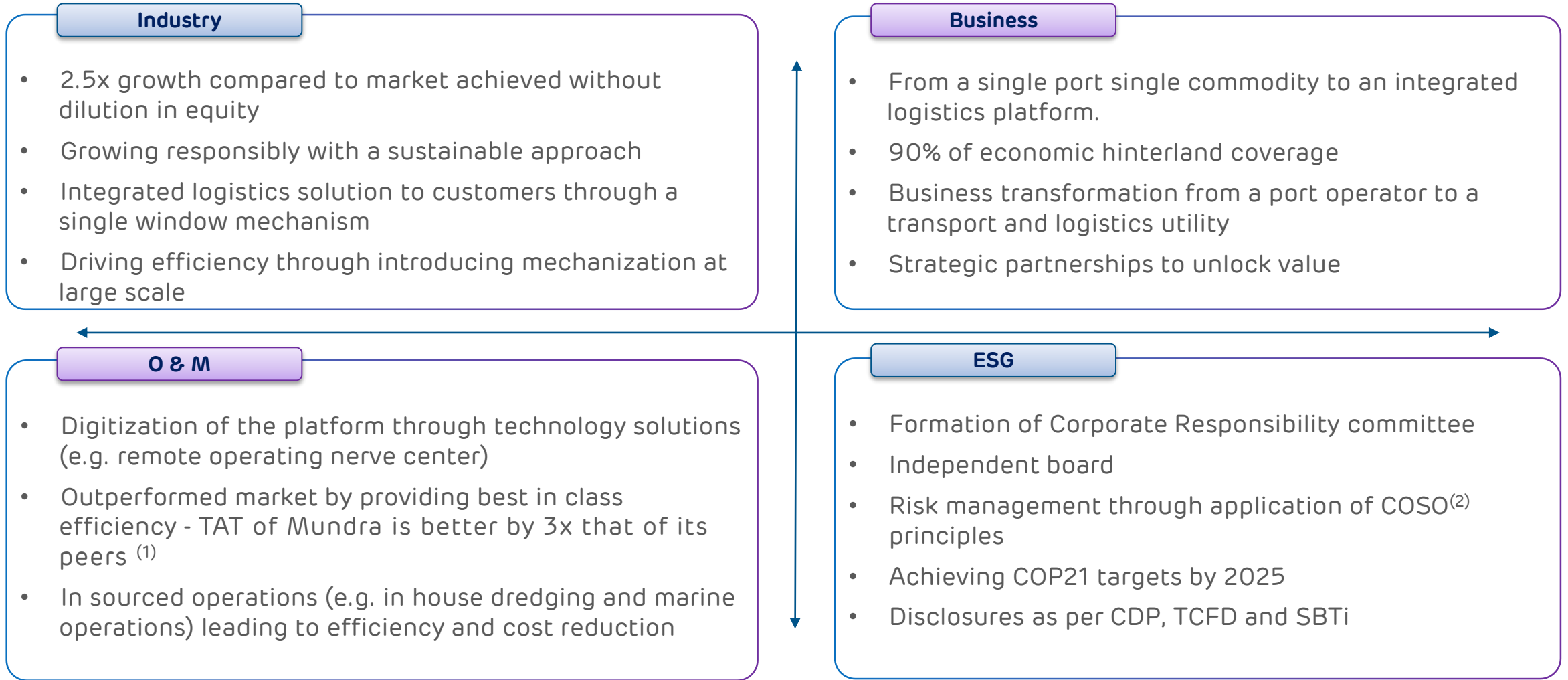
APSEZ : Climate strategy



Business and future investment aligned to sustainable growth with focus on preserving environment

CDP - Carbon Disclosure Project
 TCFD - Task Force on Climate related Financial Disclosure
 SBTi- Science Based Target initiative
 *5R - Recycle, Reduce, Reuse, Recover, Reprocess

APSEZ : Transformational journey



Double digit CAGR in cargo volume in last ten years and 38% CAGR of non Mundra ports in last six years

(1) Average Turnaround Time (TAT) for Mundra is 0.56 days in FY20 vs 1.95 days for Major Ports in FY19

(2) COSO – Committee of sponsoring organizations

APSEZ : Maintaining Investment grade since half a decade

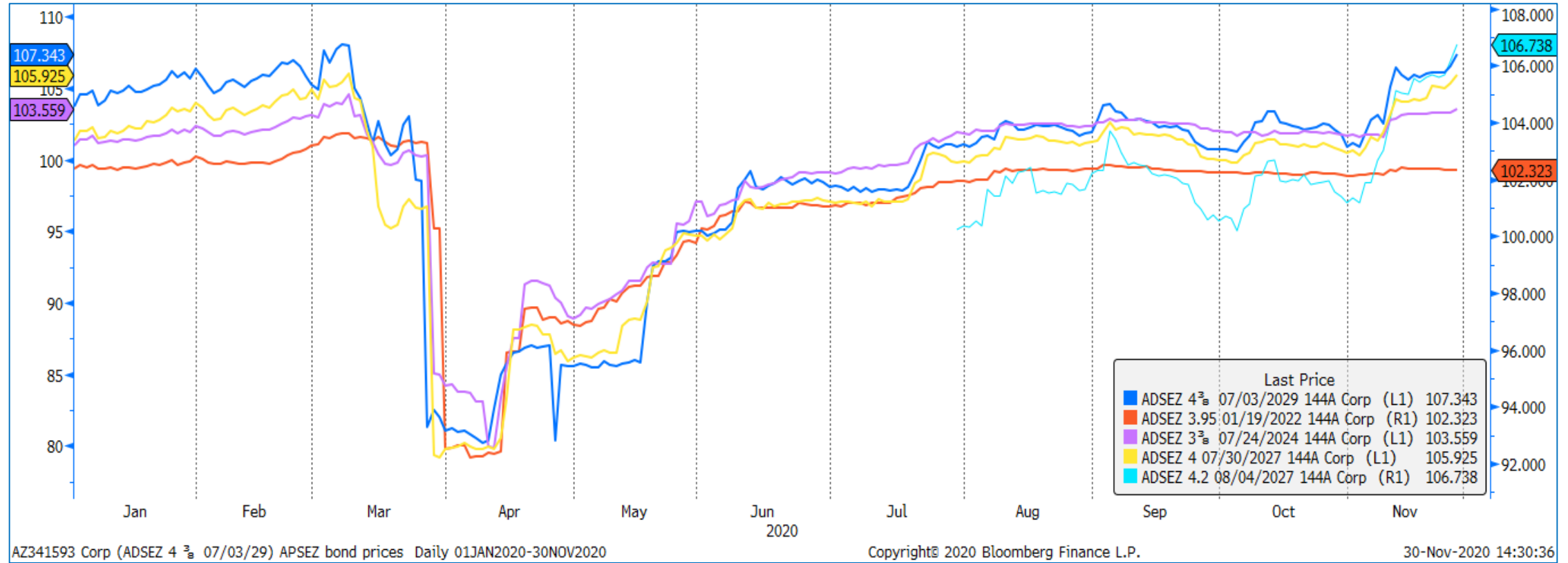
Rating Agency	Rating/ Outlook		Remarks
APSEZ International Rating			
Fitch	BBB- / Negative		S&P has reaffirmed its rating as BBB-/Stable Due to revision of sovereign rating from stable to negative, Fitch & Moody's have revised their rating outlook from stable to negative for APSEZ due to revision of sovereign rating.
Moody's	Baa3 / Negative		
S&P	BBB- / Stable		
APSEZ Domestic Rating			
CARE	AA+ / Stable		Long Term Facility
ICRA	AA+/ Stable ; A1+		Long Term Facility; Short Term Facility
India Rating	AA+ / Stable ; A1+		Long Term Facility; Short Term Facility
Subsidiary Rating			
CARE	AA+ (CE) ; Stable	Adani Agri Logistics Ltd	Rupee Term Loan Facility
ICRA	AA+ (CE)@ ; Stable	Adani Hazira	Rupee Term Loan Facility
India Rating	AA / Stable	Dhamra Port Company	Rupee Term Loan Facility
Joint Venture Rating			
CARE	AA / Stable	AICTPL (JV with MSC)	Long Term Facilities
India Rating	A+ / Stable	Adani CMA (JV with CMA)	Long Term Facilities

Annexure

APSEZ : Robust business, prudent capital management, facilitates access to global credit markets

Company	Issue Size (USD Mn.)	Issue Date	Maturity Date	Coupon	Debt Structure	Rating
APSEZ	500	Jan,17	19-Jan-2022	3.95%	Bullet	BBB- (S&P, Fitch) / Baa3 (Moody's)
	650	Jul,19	24-Jul-2024	3.38%	Bullet	BBB- (S&P, Fitch) / Baa3 (Moody's)
	500	Jun,17	30-Jul-2027	4.00%	Bullet	BBB- (S&P, Fitch) / Baa3 (Moody's)
	750	Aug,20	04-Aug-2027	4.20%	Bullet	BBB- (S&P, Fitch) / Baa3 (Moody's)
	750	Jun,19	3-Jul-2029	4.38%	Bullet	BBB- (S&P, Fitch) / Baa3 (Moody's)

APSEZ – USD Bonds



All APSEZ bonds are trading above par

Thank You
