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October 17, 2018

**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: ADANI PORTS**

**Sub: Media Release**

Dear Sir,

Please find attached Media Release regarding "Adani and Total Join Forces to become a major integrated downstream player in the Indian Energy Market"

Please 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

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Joint Media Release

## Adani and Total Join Forces to become a major integrated downstream player in the Indian Energy Market

### EDITOR'S SYNOPSIS

- **Strategic partnership presents diversified portfolio to the Indian energy market.**
- **Key offerings include Liquefied Natural Gas (LNG) and Fuel Retail.**
- **The partnership has set a target of developing various regasification terminals including Dhamra LNG.**
- **Taking India towards the vision of a healthier energy mix.**
- **Set to become the biggest private player in India's LNG sector.**
- **Phase-wise roll out of 1,500 fuel stations offering top of the line products over 10 years.**

Paris / New Delhi, October 17, 2018: Adani and Total have signed an agreement to jointly develop multi-energy offerings to the Indian energy market. The diversified portfolio includes Liquefied Natural Gas (LNG) and Fuel Retail.

This strategic partnership between Total and Adani Group will therefore allow to create:

#### **A major footprint in LNG business**

Total, the world's second largest LNG private player, and Adani, the largest infrastructure conglomerate in India, will serve the fast growing gas demand of the Indian market.

The partnership **has set a target of developing various regasification terminals including Dhamra LNG**, on the East coast of India. Most essentially it would be a big stride towards India's vision of achieving a healthier energy mix through promotion of LNG.



### **A Retail Network of 1,500 service stations**

Total and Adani will create a Joint Venture with an objective to build a retail network of 1,500 service stations over the period of 10 years, on the main roads of the country, such as highways and intercity connections to take advantage of a market growing at 4% per year driven by the development of road infrastructures and the emergence of middle class, which has been open to private investors since 2014. These new service stations, in line with international standards, will offer Indian customers Total's full lineup of fuels, lubricants, as well as a broad range of other products and services.

**Speaking on the occasion, Adani Group Chairman, Mr. Gautam Adani, said, "I am delighted to partner with Total, one of the biggest energy companies in the world. The collaboration enables us to associate with Total's century-old legacy, global presence, scale and unparalleled go-to-market expertise.**

*The global synergy between the two groups presents widespread benefits and long-term value for the economy and the people of India. We are looking forward to this opportunity to touch millions of lives by leveraging our collective footprints and domain expertise in the energy sector.*

*It also enables the Adani Group to be part of the country's vision in adopting cleaner energy."*

**Patrick Pouyanné, Chairman and CEO, Total said "India's energy consumption will grow among the fastest of all major economies in the world over the next decade. The partnership between Total and the private Adani Group illustrates our joint commitment to assisting India to diversify its energy mix and to ensure a supply of reliable, affordable and clean energy to consumers. We are thrilled to build this broad partnership with the Adani Group, benefitting from its in-depth knowledge of the Indian infrastructure and energy market, as well as its access to**



*infrastructures through a significant footprint in several of the country's key ports," of Total.*

### **About Adani**

Headquartered in Ahmedabad, India, Adani Group is one of India's largest integrated infrastructure conglomerates with interests in Resources (coal mining and trading), Logistics (ports, logistics, shipping and rail), Energy (renewable and thermal power generation, transmission and distribution), and Agro (commodities, edible oil, food products, cold storage and grain silos), Real Estate, Public Transport Infrastructure, Consumer Finance and Defence. Adani owes its success and leadership position to its core philosophy of 'Nation Building'. The Group is committed to protecting the environment and improving communities through its CSR programme based on the principles of sustainability, diversity and shared values.

### **About Total**

Total is a global integrated energy producer and provider, a leading international oil and gas company, a major player in low-energies. Our 98,000 employees are committed to better energy that is safer, cleaner, more efficient, more innovative and accessible to as many people as possible. As a responsible corporate citizen, we focus on ensuring that our operations in more than 130 countries worldwide consistently deliver economic, social and environmental benefits.

**For further information on this release, please contact**

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