

Ref No: APSEZL/SECT/2023-24/112

February 1, 2024

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: ADANIPORTS

Sub: Submission of Media Release and Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended 31st December, 2023.

Dear Sir/Madam,

In continuation to Outcome of Board Meeting dated 1st February, 2024, We hereby submit:

- Media Release dated 1st February, 2024 on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended 31st December, 2023, as Annexure "A".
- Presentation on performance highlights of the Company for the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31st December, 2023 as Annexure "B".

The same is being uploaded on the Company's website at <u>www.adaniports.com</u>.

Kindly take the same on your record.

Thanking you,

Adani Ports and Special Economic Zone Ltd Adani Corporate House, Shantigram, Nr. Vaishno Devi Circle, S. G. Highway, Khodiyar, Ahmedabad - 382421 Gujarat, India CIN: L63090GJ1998PLC034182 Tel +9179 2555 4444 Fax +9179 2555 7177 Investor.apsezl@adani.com www.adaniports.com

Registered Office: Adani Corporate House, Shantigram, Nr. Vaishno Devi Circle, S. G. Highway, Khodiyar, Ahmedabad - 382421, Gujarat, India



Yours faithfully, For Adani Ports and Special Economic Zone Limited

Kamlesh Bhagia Company Secretary

CC: India International Exchange (IFSC) Limited (India INX) Gujarat International Finance Tec-City, Gandhinagar, Gujarat

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Encl.: As above

Adani Ports and Special Economic Zone Ltd Adani Corporate House, Shantigram, Nr. Vaishno Devi Circle, S. G. Highway, Khodiyar, Ahmedabad - 382421 Gujarat, India CIN: L63090GJ1998PLC034182 Tel +9179 2555 4444 Fax +9179 2555 7177 Investor.apsezl@adani.com www.adaniports.com





Media Release

APSEZ Q3 FY24 PAT jumps 65% Y-o-Y EBITDA grows 59% to Rs 4,293 Cr & Leverage at 2.5x Net Debt to EBITDA

- ✤ Volume grew 44% Y-o-Y to 108.6 MMT
- * Revenue grew by 45% Y-o-Y to Rs 6,920 Cr
- EBITDA jumps 59% Y-o-Y to Rs 4,293 Cr
- PAT increased by 65% Y-o-Y to Rs 2,208 Cr
- * Net Debt to EBITDA for TTM Dec'23 at the guided level of 2.5x vs 3.1x in FY23
- * S&P Global ratings upgraded the outlook of APSEZ to Stable from Negative

Ahmedabad, 1 February 2024: Adani Ports and Special Economic Zone Ltd ("APSEZ") today announced its results for the quarter and nine months ending 31 December, 2023.

Particulars (Rs Cr)	Q3 FY24	Q3 FY23	Y-o-Y Change	9M FY24	9M FY23	Y-o-Y Change
Cargo (MMT)	108.6	75.4	44%	311.2	252.9	23%
Revenue	6,920	4,786	45%	19,814	15,055	32%
EBITDA [#]	4,293	2,697	59%	11,722	7,676	53%
PAT	2,208	1,337	65%	6,089**	4,252	43%

EBITDA includes the impact of forex MTM gain or loss. In Q3 FY24, forex gain is Rs 107 Cr and in Q3 FY23, forex loss is Rs 315 Cr. In 9M FY24, forex loss is Rs 98 Cr and in 9M FY23, forex loss is Rs 1,886 Cr. ** Based on estimated future profits, APSEZ has elected to switch to the new tax regime (u/s 115 BAA of the IT Act) for one of its subsidiaries, AKPL, in Q2 FY24. Consequently, the past years MAT was written-off, which has reduced the PAT by Rs 455 Cr.

"In the year when our first port, Mundra, completed 25 years of operation, APSEZ recorded its strongest ever Q3 and 9M performance with the highest ever revenue, EBITDA, and cargo volumes, and is on course to overachieve its full year guidance provided at the start of the year. This is a testament to our continuous efforts to drive operating efficiencies and remain an industry leading port operator," **said Mr. Ashwani Gupta, CEO, APSEZ.**



Operational Highlights

- APSEZ achieved its highest-ever quarterly cargo volume of 108.6 MMT
- Mundra, our flagship port, recorded highest-ever monthly volume at any Indian port in Oct'23 & AICTPL (CT-3) recorded India's highest monthly container volume in Nov'23
- APSEZ achieved a key milestone of 300 MMT in 266 days vs 329 days in FY23; overall cargo volume was ~311 MMT in 9M (+23% YoY)
- Domestic cargo growth was over 2.5x India's growth rate, with nine of our domestic ports/terminals recording their highest ever cargo volumes in 9M
- Quarterly rail volumes grew 17% Y-o-Y to 157,904 TEUs and GPWIS volumes jumped 53% Y-o-Y to 5.29 MMT
- APSEZ recorded its highest-ever rail (+22%) and GPWIS (+46%) volumes in 9M

Financial Highlights:

- Increase in cargo volume during the quarter (+44% Y-o-Y) led to revenue growth of 45% Y-o-Y to Rs 6,920 Cr in Q3 FY24
- Domestic port EBITDA margin expansion by around 170 bps, along with improved efficiencies and capacity utilization, led to 59% Y-o-Y growth in EBITDA to Rs 4,293 Cr
- Healthy cargo volume growth led to record PAT of Rs 2,208 Cr (+65% Yo-Y) during the quarter
- Bond buy-back of USD 325 million concluded during 9M FY24, leading to improvement in Net Debt to EBITDA (for TTM Dec'23) to 2.5x vs 3.1x for FY23

Business Highlights:

- Strategic partnership with MSC by forming a JV for Ennore Container Terminal
- Completed acquisition of Karaikal Port and sale of Myanmar asset
- ALL added 23 rakes, Loni & Valvada ICD, and warehouses at NRC and Indore
- Colombo terminal received financing commitment of USD 553 million from DFC



ESG Targets and Performance

APSEZ is targeting Net Zero by 2040. During 9M FY24, the company improved its energy intensity by 4% and completed mangrove afforestation of 227 hectares. The company is on track to add 1,000 MW of new renewable capacity in 2024.

Indicator			9M FY24		
	Energy & Emission				
÷ ~	RE share in total electricity	~100%	14%		
	Energy intensity reduction	50%	50%		
	Emission intensity reduction	60%	51%		
	Afforestation				
	Mangrove afforestation (Hectares)	5,000	4,217		
II II	Terrestrial plantation (Hectares)	1,200	1,183		
	Water and Waste				
	Water consumption intensity reduction	60%	59%		
	Zero waste to landfill (number of ports)	12	6		
\square	Social				
	Safety (Fatalities)	0	4		

Awards and Accolades



APSEZ won the '**Non-Major Port of the Year**' award at the "Maritime and Logistics Awards 2023" held in Mumbai.

Mundra Port was chosen as the '**Port of the Year – Containerised Cargo**' at the "EXIM Star Awards".



About Adani Ports & Special Economic Zone Ltd

Adani Ports and Special Economic Zone Ltd (APSEZ), a part of the globally diversified Adani Group, has evolved from a port company to an Integrated Transport Utility providing an endto-end solution from its port gate to customer gate. It is the largest port developer and operator in India with 7 strategically located ports and terminals on the west coast (Mundra, Tuna, Dahej, and Hazira in Gujarat, Mormugao in Goa, Dighi in Maharashtra and Vizhinjam in Kerala) and 7 ports and terminals on the East coast of India (Haldia in West Bengal, Dhamra in Odisha, Gangavaram and Krishnapatnam in Andhra Pradesh, Kattupalli and Ennore in Tamil Nadu and Karaikal in Puducherry, representing 27% of the country's total port volumes, thus providing capabilities to handle vast amounts of cargo from both coastal areas and the hinterland. The company is also developing a transshipment port at Colombo, Sri Lanka and operates the Haifa Port in Israel. Our Ports to Logistics Platform comprising port facilities, integrated logistics capabilities including multimodal logistics parks, Grade A warehouses, and industrial economic zones, puts us in an advantageous position as India stands to benefit from an impending overhaul in global supply chains. Our vision is to be the largest ports and logistics platform in the world in the next decade. With a vision to turn carbon neutral by 2025, APSEZ was the first Indian port and third in the world to sign up for the Science-Based Targets Initiative (SBTi) committing to emission reduction targets to control global warming at 1.5°C above pre-industrial levels. For more information, please visit www.adaniports.com

For media queries, please contact: Roy Paul | roy.paul@adani.com

For Investor Relations, please contact: Charanjit Singh | charanjit.singh@adani.com



Annexure - B

Operational & Financial Highlights – Q3 & 9M FY24

Adani Ports and SEZ Ltd.



- A Adani Portfolio Overview
- **B** APSEZ Company Profile
- C Market Leadership
- D Strategic, and Operational Highlights 9M FY24
- E Financial Highlights Q3 & 9M FY24
- F ESG Highlights
- G Annexures



Ports and Logistics

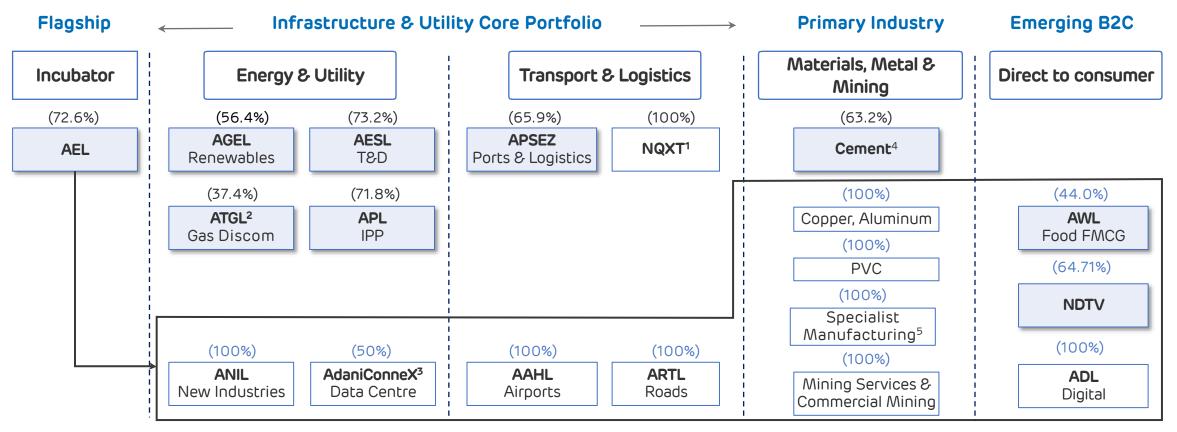


Group Profile

Adani Portfolio: A World class infrastructure & utility portfolio



adani



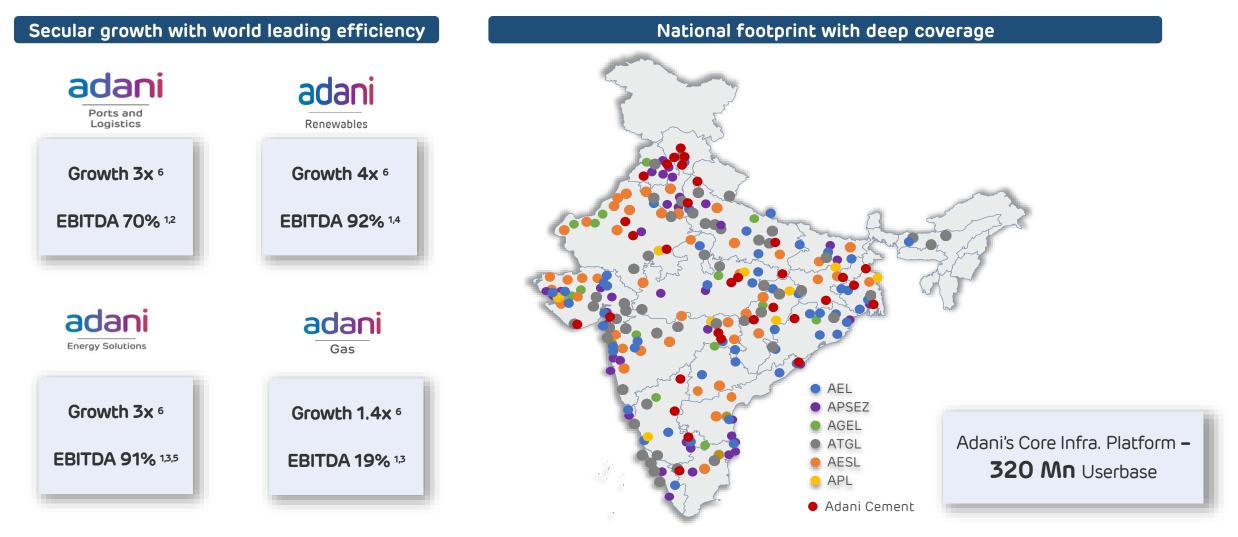
(%): Promoter equity stake in Adani Portfolio companies (%): AEL equity stake in its subsidiaries

A multi-decade story of high growth centered around infrastructure & utility core

1. NQXT: North Queensland Export Terminal |2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex, | 4. Adani Cement includes 63.19% stake in Ambuja Cements which in turn owns 50.05% in ACC Limited and 54.51% in Sanghi Industries Limited. Adani directly owns 6.64% stake in ACC Limited | 5. Includes the manufacturing of Defense and Aerospace Equipment | AEL: Adani Enterprises Limited; APSEZ: Adani Ports and Special Economic Zone Limited; AESL: Adani Energy Solutions Limited; T&D: Transmission & Distribution; APL: Adani Power Limited; AGEL: Adani Green Energy Limited; AAHL: Adani Airport Holdings Limited; ARTL: Adani Roads Transport Limited; ANIL: Adani New Industries Limited; AWL: Adani Wilmar Limited; ADL: Adani Digital Limited; IPP: Independent Power Producer | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride I Promotors holding are as on 31st December,2023

Adani Portfolio: Decades long track record of industry best growth with national footprint





Note: 1. Data for FY23; 2. Margin for indian ports business only, Excludes forex gains/losses; 3. EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; 4. EBITDA Margin represents EBITDA earned from power supply 5. Operating EBITDA margin of transmission business only, does not include distribution business, 6. Growth pertains to expansion and development aligned with market growth. Growth of respective Adani portfolio company vs. Industry growth is as follows: **APSEZ**'s cargo volume surged from 113 MMT to 337 MMT (13%) between 2014 and 2023, outpacing the industry's growth from 972 MMT to 1433 MMT (14%). **AGEL**'s operational capacity expanded from 0.3 GW to 8.1 GW (60%) between 2016 and 2023, surpassing the industry's growth from 46 GW to 125 GW (15%). AESL's transmission length increased from 6,950 ckm to 19,779 ckm (16%) between 2015 and 2023, outperforming the industry's growth from 62 to 293 (21%). PBT- Profit before tax, ATGL-Adani Total Gas Limited, AEL: Adani Enterprises Limited, APSEZ: Adani Pover Limited, AGEL: Adani Green Energy Limited I Growth represents the comparison with respective industry segment.

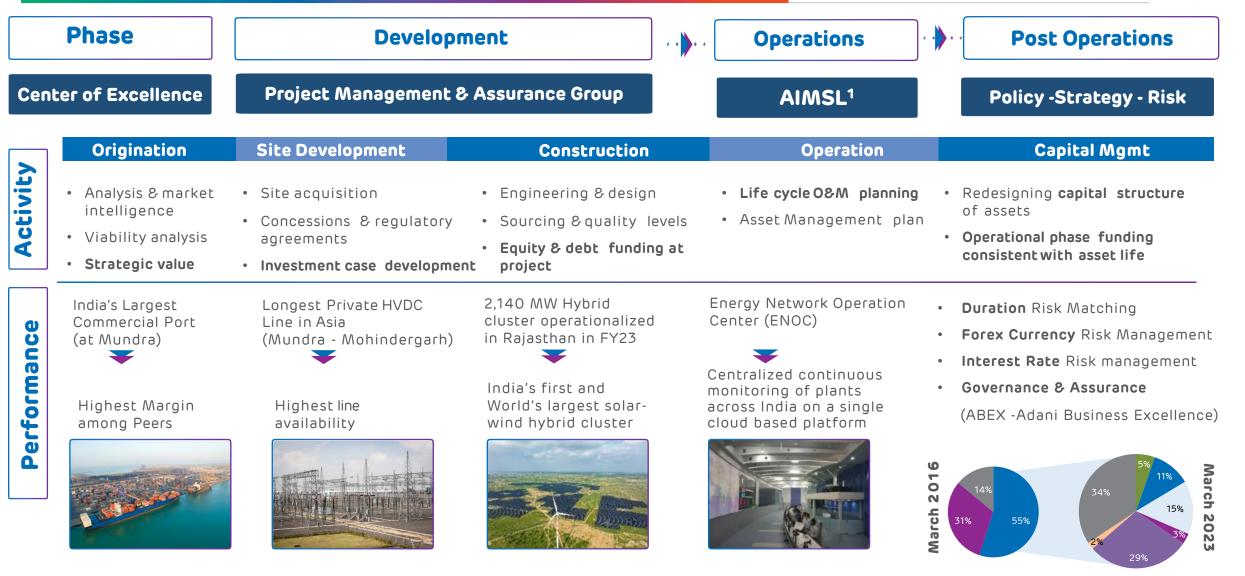
Adani Portfolio: Repeatable, robust & proven transformative model of investment

Ports and Logistics

Pvt. Banks 🕘 Bonds

DII Global Int. Banks PSU – Capex LC

NBFCs & FIs



Note 1 Adani Environmental Resource Management Services Ltd. (additional company is being proposed)

O&M: Operations & Maintenance, HVDC: High voltage, direct current, PSU: Public Sector Undertaking (Public Banks in India), GMTN: Global Medium-Term Notes SLB: Sustainability Linked Bonds, AEML: Adani Electricity Mumbai Ltd., AIMSL : Adani Infra Mgt Services Pvt Ltd, IG: Investment Grade, LC: Letter of Credit, DII: Domestic Institutional Investors, COP26: 2021 United Nations Climate Change Conference; AGEL: Adani Green Energy Ltd . ,NBFC: Non-Banking Financial Company



Ports and Logistics



APSEZ: Company Profile

APSEZ: Transformational Business Model



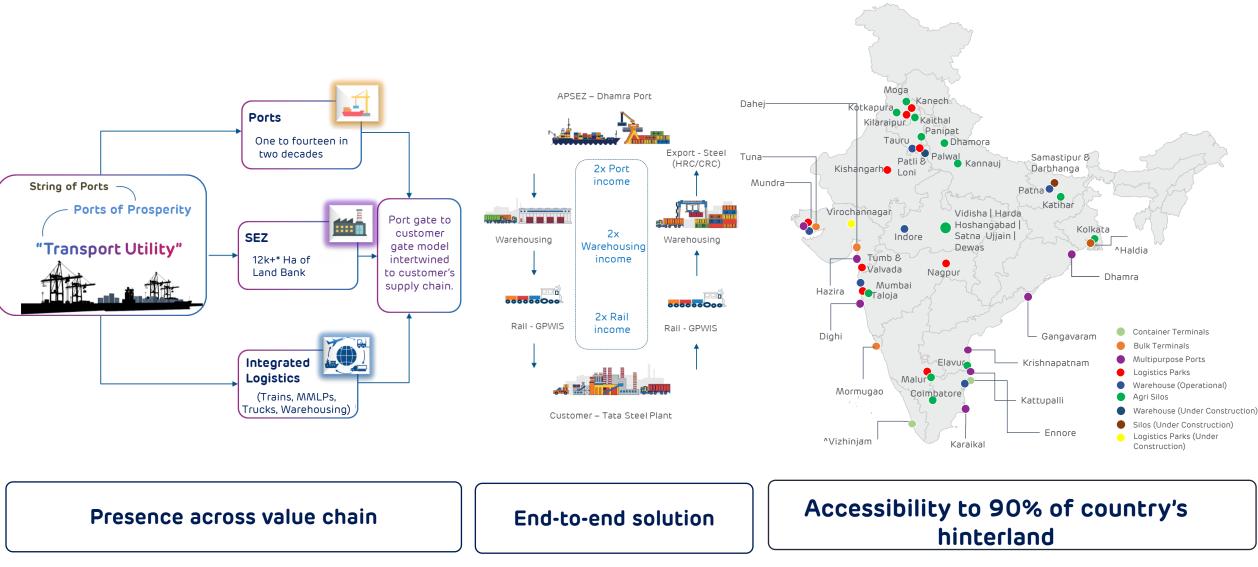
	Ports	SEZ	Logistics
Development	 National footprint with 14 ports across country's coastline, & 4 ports outside India One stop solution to customers through a single window service 	 Large scale 'ready to setup' industrial land (SEZ) Land Bank of 16,500 ha. at Mundra, Dhamra and Krishnapatnam 	 Largest integrated logistics player in India Rail, MMLPs, Warehousing connecting ports to customer gate
	Best in Class Efficiency	Diversification & Integration	Acquisition & Turnaround
Operations	 Entire gamut of services, from dredging to evacuation enables cost efficient solutions with 70%+ Port Margin globally Digitizing through technology solutions (ITUP) 	 Removed multiple agency friction to enable single source to entire supply chain requirement. Diversification of Bulk and liquid with new age cargo like LNG / LPG 	 Acquisition and turnaround strategy has ensured EBITDA margin step up post acquisition to APSEZ levels Acquired 9 assets in last 3 years
	Strategy	Capital Management	ESG
Value Creation	 4x growth compared to market without dilution in equity. Strategic partnerships in container segment with MSC and CMA CGM, TotalEnergies, IOCL accelerates market share gain 	 IG rated since FY16 Net Debt/ EBITDA at ~2.5x as of 31 Dec'23 Average maturity of long-term debt at ~5 years 	 Carbon neutral by 2025, Net zero thereafter Governance program assured by board committees Reporting per CDP, TCFD & SBTi ESG ratings

Growth in non Mundra Ports, traffic parity in coasts and reaching customer gate builds the largest Transport Utility

MMLP : Multimodal logistics Park | SEZ : Special Economic Zone | LNG : Liquified natural Gas | LPG : Liquified petroleum Gas | CDP : Carbon disclosure project | TCFD: Task Force on climate related financial disclosure | SBTi : Science Based Targets initiative | RONC: Remote Operating Nerve Center | IG: Investment Grade | ESG: Environmental, Social, and Governance

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

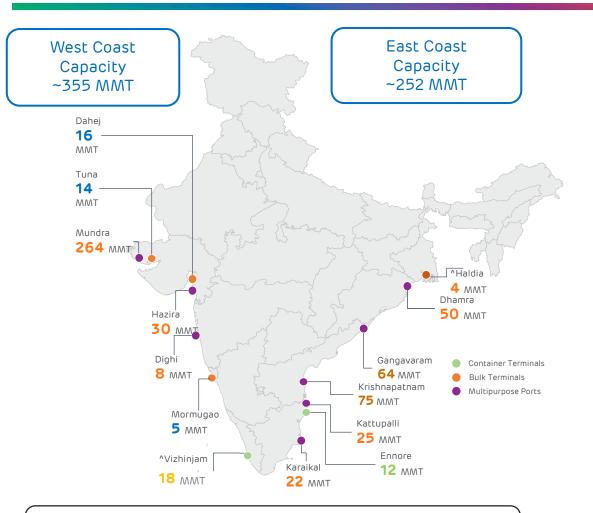




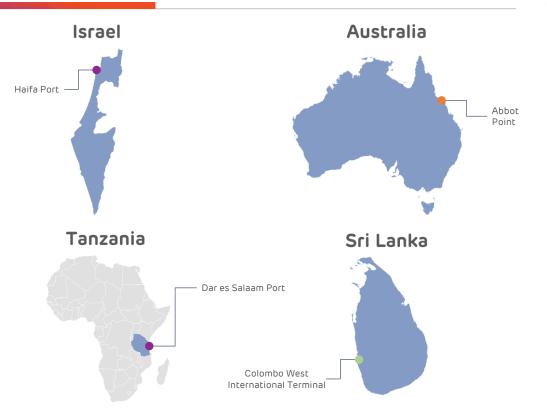
*Includes both SEZ and non SEZ land \parallel SEZ : Special economic zone; ^ Under Construction

GPWIS - General Purpose Wagon Investment Scheme | CTO - Container Train Operator | IWW - Inland Water Ways | AFS - Air Freight Stations | HRC : Hot Rolled Coil | CRC : Cold Rolled Coil | MMT : Million Metric Ton

APSEZ: India's largest private port player, building global presence



14 ports with capacity of ~607 MMT Achieving east-west coast parity



Operating Israel's largest port, Haifa Port, handling 50% of the country's total cargo

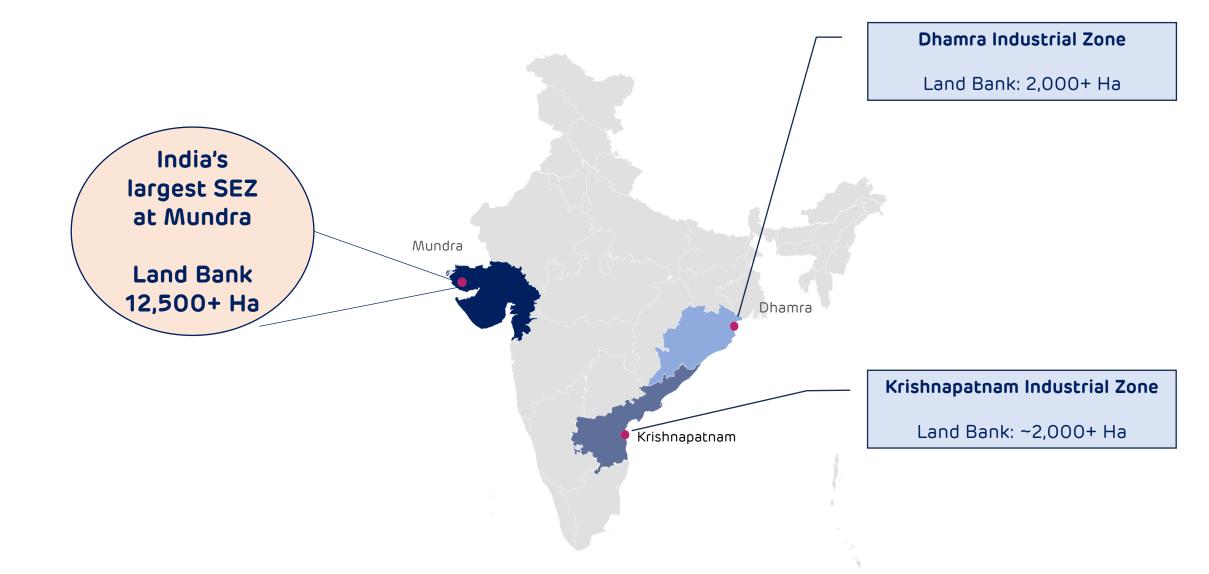
O&M contracts at ports in Australia and Tanzania

Building a container terminal at Colombo, Sri Lanka

Ports and Logistics

APSEZ: SEZ business supporting industry growth in backyard of the ports





APSEZ: Logistics to provide growth impetus & help reaching customer's gate



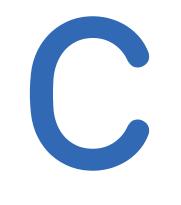
	Trains	MMLPs	Grain Silos	Ware-housing	Rail Tracks	Marine Flotila*
Assets						
FY20	58 Trains	5 MMLP	0.88 MMT	0.4 mn Sq. ft.	540 KMs	26
9M FY24	116 Trains	11 MMLP	1.1 MMT	2.4 mn Sq. ft.	620 KMs	111
•	1.7X	1.4X	2.3X	25X	3X	1.1X
FY26	200+Trains (Largest Private Player)	15 MMLP (Covering all key market)	2.5+ MMT (market leader with 40% of Capacity)	60 mn Sq. ft. (15% of mkt capacity)	2000+ KMs (Largest Private rail network)	120 (Largest marine services)

Integrated logistics allows for a single window service for the customer

MMLP – Multi Modal Logistics Park MMT – Million Metric Tonne, IFT – Inland Freight Terminals; * - Marine Flotila indicate count of tugs



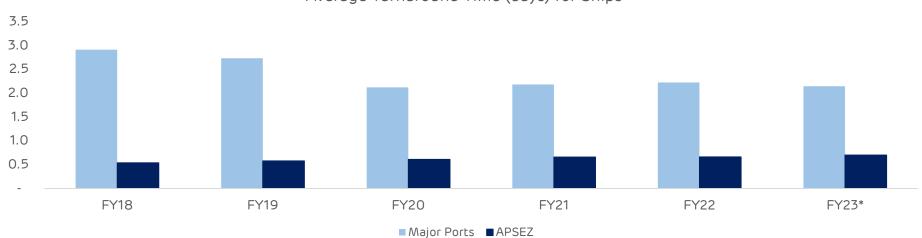
Ports and Logistics



Market leadership

APSEZ: Changing the landscape of India's port sector

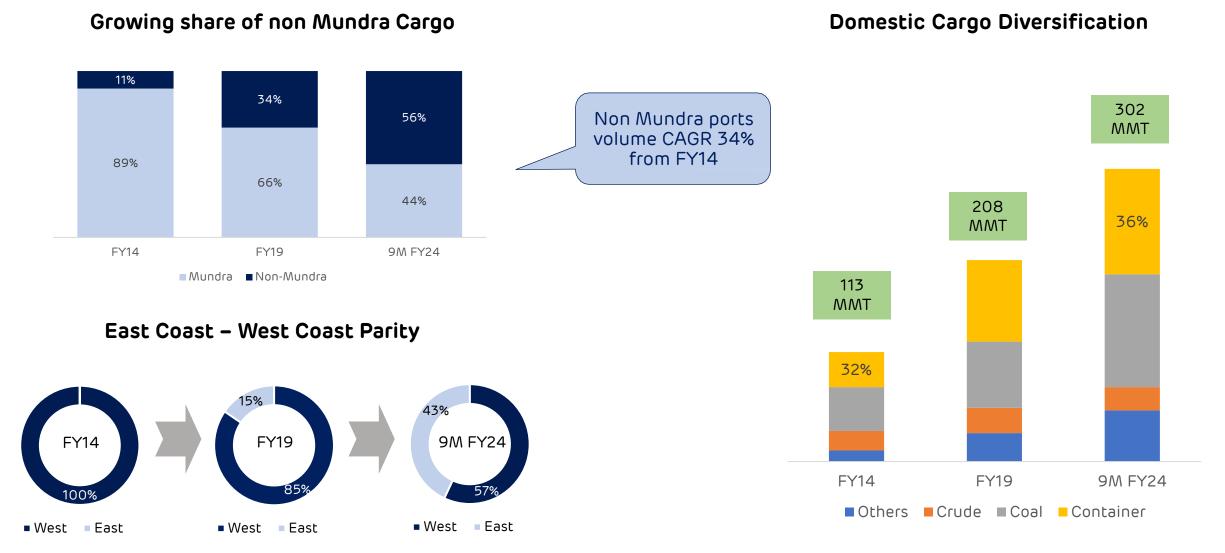




Average Turnaround Time (days) for Ships

- APSEZ has been driving transformation of India's port sector by establishing new operational benchmarks; currently, our average turnaround time (TAT) for ships at ~0.7 days
- APSEZ has been guiding major ports in India to improve their TAT; Indian ports have managed to bring down their TAT to ~2 days from ~5 days in 2011





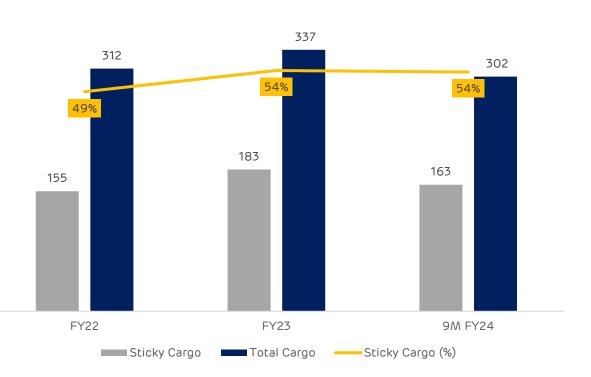
The above data pertains to APSEZ domestic cargo volumes.

APSEZ: Strategic partnerships & proximity to customers



Strategic Partnerships				
Year	Company Name	Partner & Stake		
2011	Adani International Container Terminal Pvt Ltd	MSC (50%)		
2014	Adani CMA Mundra Terminal Pvt Ltd	CMA-CGM (50%)		
2019	Dhamra LNG Terminal Pvt Ltd	Total Energies (50%)		
2022	Colombo West International Terminal (Pvt) Ltd	John Keells & Sri Lanka Port Authority (34% & 15%)		
2022	Haifa Port Company	Gadot Group (30%)		
2022	Indian Oil Adani Ventures Ltd	IOCL (49%)		
2023	Ennore Container Terminal Pvt Ltd	MSC (49%)		

Sticky Cargo Share



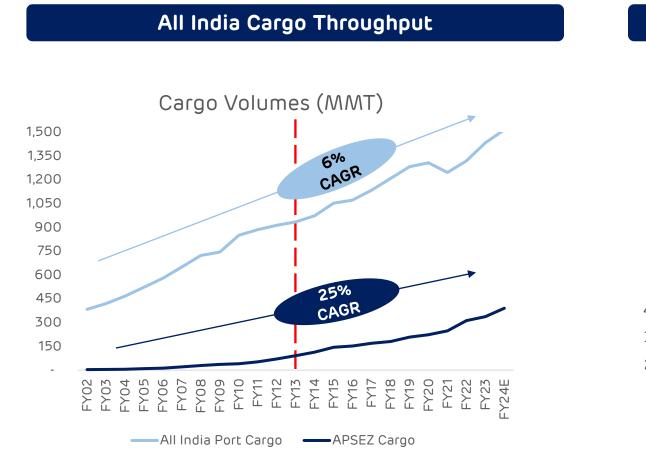
Top 10 ports of India include Mundra ප Krishnapatnam					
FY05	FY13	FY23	9M FY24		
Vizag	Kandla	Mundra	Mundra		
Chennai	Mundra	Kandla	Paradip		
Kandla	Vizag	Paradip	Kandla		
Haldia	JNPT	Sikka	Sikka		
Mumbai	Chennai	JNPA	JNPA		
Mangalore	Paradip	Vizag	Vizag		
JNPT	Mumbai	Kolkata	Kolkata		
Mormugao	Mormugao	Mumbai	Mumbai		
Paradip	Haldia	Chennai	Krishnapatnam		
Cochin	Mangalore	Krishnapatnam	Chennai		

Key characteristics of Mundra & Krishnapatnam

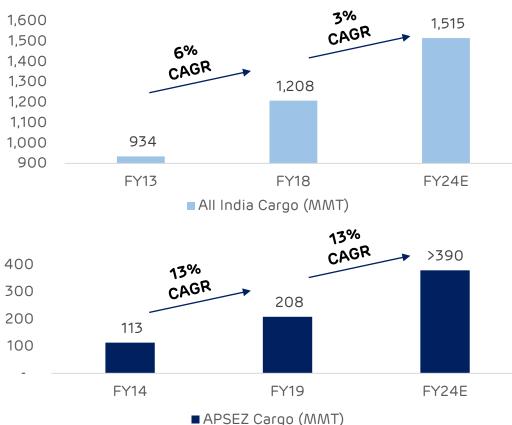
- Mundra & Krishnapatnam are some of the deep draft water ports (17-18m depth) in the APSEZ portfolio
- In 2023, Mundra Port berthed one of the longest vessel ever, MV MSC Hamburg, (399 meters long and 54 meters wide vessel) with a carrying capacity of 15,908 TEU.
- In 2023, Krishnapatnam berthed its largest vessel measuring 335.94 m LOA and 42.94 m beam
- Mundra Port is the largest commercial port and container port of India

APSEZ: Long term growth way ahead of the industry





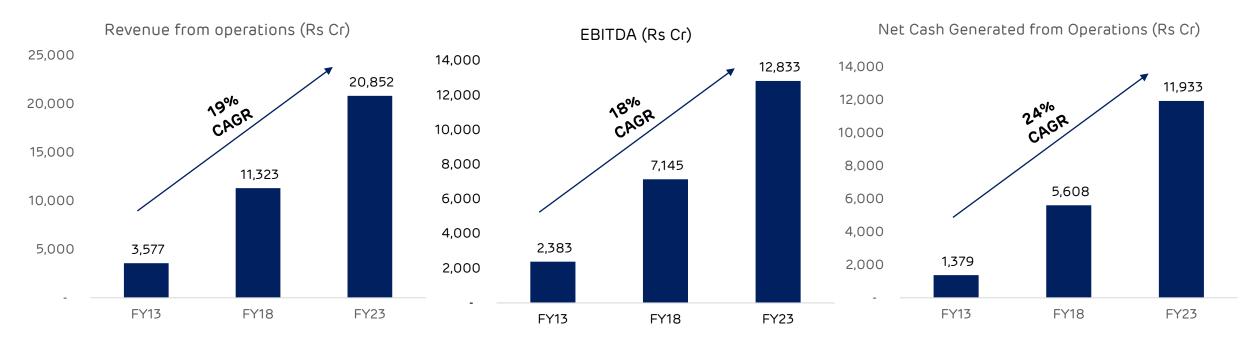
All India and APSEZ Domestic Cargo Volumes



APSEZ cargo volumes CAGR over FY14-FY24E at 13% is 3x the industry volumes growth rate (5%)

APSEZ: Strong cashflow generation

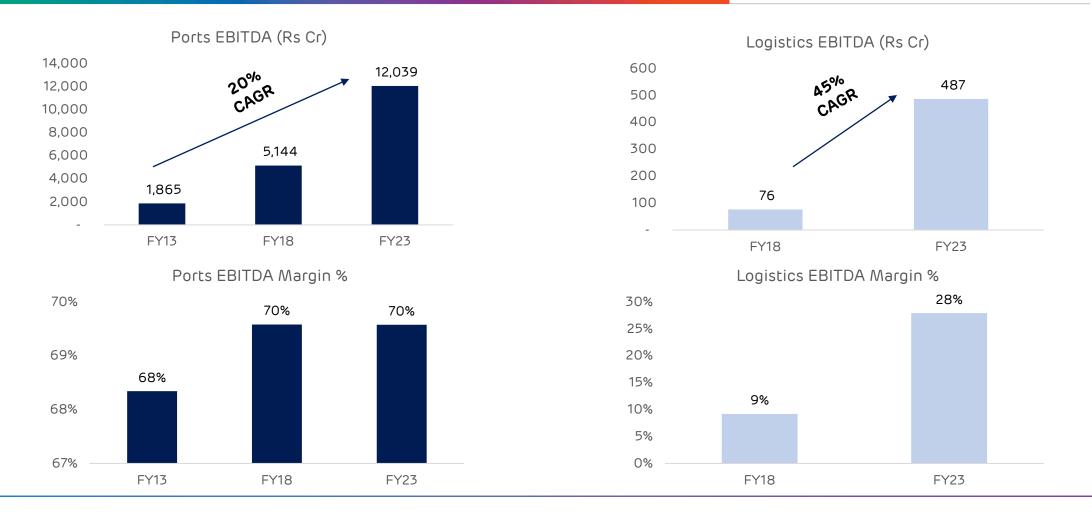




- Revenue and EBITDA growing almost 2-3x every five years
- Average transformation of EBITDA to operating cashflows is healthy at over 70%
- With 70% port EBITDA margins, APSEZ is one of the most profitable port operator globally

APSEZ: EBITDA margin expansion across both ports and logistics business





- Ports EBITDA has grown at 20% CAGR during the decade, with EBITDA margin expansion of 200 bps
- Logistics EBITDA has increased at CAGR of 45% during past 5 years, with EBITDA margin expansion of 20%



Ports and Logistics



Strategic, and Operational Highlights 9M FY24

Ports



- Established a joint venture (JV) with MSC for Ennore Container Terminal by divesting 49% stake for an equity consideration of Rs 247 Cr
- Dhamra LNG Terminal (a JV of APSEZ and TOTAL) commenced commercial operations
- Hazira Port completed extension of CB3 berth
- Asset additions to enhance resulting cargo volume capacity and debottlenecking:
 - Gangavaram Port inducted 2 new locomotives while Krishnapatnam Port inducted 1 new locomotive
 - Mundra Port added 2 cranes for handling larger count of rakes daily
 - Dhamra Port commissioned a ~ 9.7 km railway line for doubling the rail capacity
 - Dahej Port completed overhead equipment line extension project, enabling handling of electric locomotives
 - Kattupalli Port added three new e-RTGs and two 5,000 KL tanks
- Vizhinjam Port berthed three vessels in Q3 FY24 and the port is targeting commissioning by FY24-end
- Colombo terminal received financing commitment of USD 553 Mn from DFC and is targeting commissioning by Dec'24

Logistics

Ports and Logistics

- Rakes:
 - Total rakes count increased to 116 (Container: 55, GPWIS: 51, Agri: 7, AFTO: 3)
 - Order placed for another 15 rakes (Container: 12, GPWIS: 3)
- MMLPs:
 - MMLP count increases to 11 with the addition of Loni ICD and Valvada ICD
 - Virochannagar MMLP expected to get commissioned by FY24-end
- Warehouses:
 - Total warehousing capacity reaches 2.4 Mn Sq. Ft. with the addition of warehouses in NRC and Indore
- Agri Silos:
 - Total Agrisilo capacity estimated to reach 1.2 MMT with the addition of Samstipur and Darbangha Agrisilos by the end of FY24

Ports

Adan Ports and Logistics

- Overall, cargo volumes recorded a healthy 23% YoY growth to 311 MMT, with
 - Dry cargo volumes growing by 25%, container cargo by 23% and liquid & gas by 20%.
 - Nine of our domestic ports recording their highest ever cargo volumes
- Achieved a key milestone of crossing 300 MMT of cargo volumes in 266 days vs 329 days in FY23
- Mundra Port crossed the 5.5 Mn TEUs mark in 9M, which is 15% higher than its closest competitor
- AICTPL (CT-3, Mundra) created India level record of handling highest ever container volumes in a month (3 Lakh TEUs in Nov-23)
- Mundra Port recorded another milestone of handling highest ever monthly cargo by any port in India by handling 16 MMT of cargo in Oct-23,
- EBITDA margin of domestic port business improved by 203 bps to ~72% in 9M FY24 vs ~70% in 9M FY23

Logistics

- ALL recorded its highest ever rail cargo volumes 437,081 TEUs (up 22% YoY), and GPWIS volumes at 14.21 MMT (up 46% YoY)
- With an EBITDA margin of 29%, ALL is the leader amongst its listed peers on operational efficiency



- Mundra Port berthed one of the largest ships ever MV MSC Hamburg, 399 m long and 54 m wide, with a carrying capacity of 15,908 TEUs and a current reported draught of 12 m.
- Krishnapatnam Port berthed the largest vessel with dimensions 335.94 LOA and 42.94 Beam. A vessel sailed from the port with highest parcel size of 35,000 MT of Feldspar Chips
- Gangavaram Port berthed its deepest draft vessel of 18.12 m
- Karaikal Port successfully docked the Capesize Vessel, with a draft of 13.6 m, marking its largest parcel size ever.
- Mundra Port surpassed its record of handling the highest ever over-dimensional container/s on a single vessel, with 114 units (219 TEUs). The port also managed steel pipes with 138" OD, the largest ever handled by the port.
- Mundra Liquid Terminal handled the largest vegetable oil (Crude Soya Bean Oil) shipment of 61,841 MT
- Mundra Port handled a fertilizer vessel of 100,282 MT the highest ever parcel size at any Indian Port
- Dahej Port handled a steel coil vessel with the largest parcel size of 27,130 tonnes, and a fertilizer vessel with the largest parcel size of 68,763 tonnes.
- Kattupalli Port safely berthed its largest container vessel of 10,000 TEU and handled container vessel with highest ever displacement (1,28,046 T)
- Ennore Container Terminal handled its largest container shipment of 7,238 TEUs

- Kattupalli Port successfully added Gold Star Line (GSL), a new fortnightly direct service connecting Kattupalli to Vietnam. It also welcomed maiden voyage of FIM service vessel and the first vessel of IEX service.
- Ennore Container Terminal initiated NEMO/AEX services, which is likely to open new routes for the customers sending shipment to Europe, West Africa & Latin America
- Mundra Port handled its first export of Hydrolysis Pi Gas (HPG), thereby expanding the liquids product portfolio (Naphtha, HSD, FO, Methanol and DNA)
- Dahej Port successfully handled its first-ever cargo of copper concentrates
- Dighi Port successfully welcomed its first Rock Phosphate Vessel. It also handled its first project cargo, Rubber Processing Oil (RPO Commodity) and Base Oil Commodity
- Tuna Terminal successfully handled its first Limestone vessel
- Krishnapatnam Port received its first vessel of pyroxenite

- APSEZ recognized amongst the top 50 Indian companies on sustainability by the Business World
- APSEZ won the 'Non-Major Port of the Year' award at the "Maritime and Logistics Awards 2023" held in Mumbai
- Mundra Port secures a prestigious accolade as the non-major port of the year at the 10th International Samudra Manthan Awards 2023
- Mundra Port was chosen as the 'Port of the Year Containerised Cargo' at the Exim Star Awards.
- AICTPL won two awards at the 7th Edition of Maritime Awards held in Mumbai Best Port of the Year (Containerised & Non-Containerised in Private Sector) and Best Container Terminal of the Year (Volume)
- Ennore Container Terminal was awarded the 'Best Business Partner for FY 22-23' for achieving the highest throughput within Kamarajar Port
- Ocean Sparkle Ltd., won the prestigious 'Best Company of the Year 2023' award from Berkshire Media Pvt Ltd, It also received the 'Best O&M Operator' award at a conducted by Paradip Port Authority.

APSEZ: Robust growth coupled with diversification – Q3 FY24



adani

Ports and

(YoY)

APSEZ: Robust growth coupled with diversification – 9M FY24



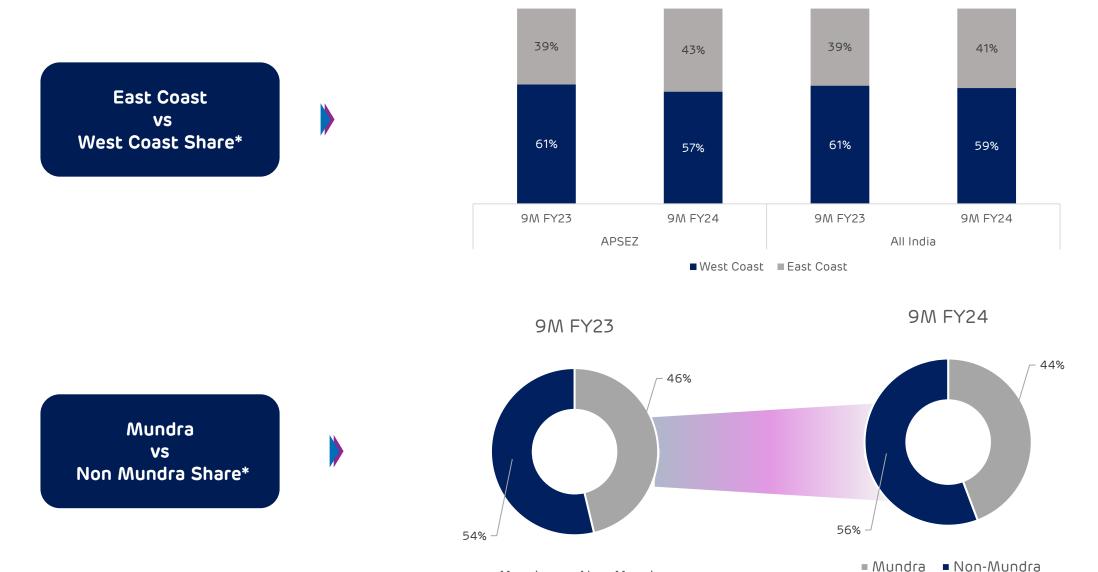
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Ports and

(YoY)

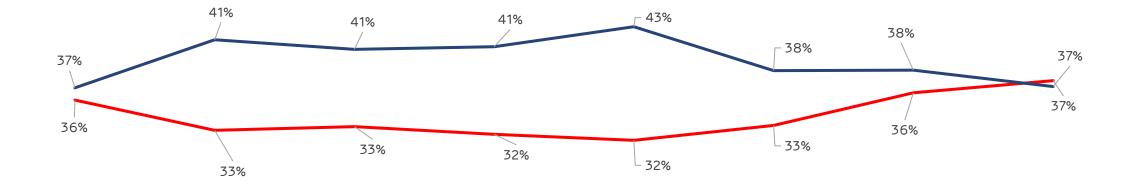
APSEZ: Concentration risk mitigation continues – 9M FY24

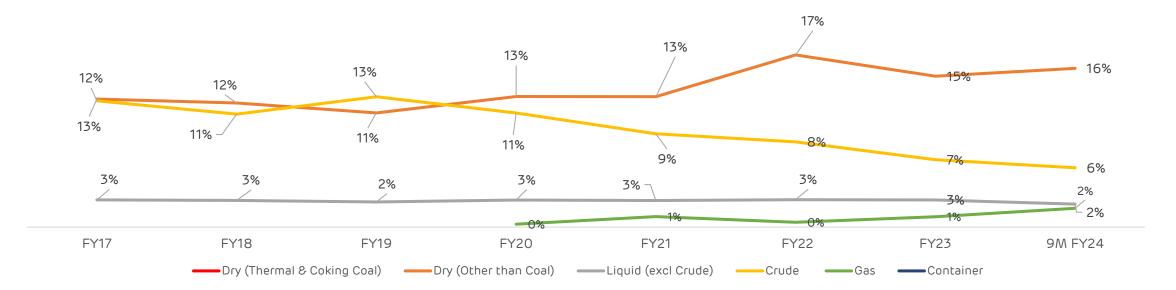




APSEZ: Diversifying cargo portfolio

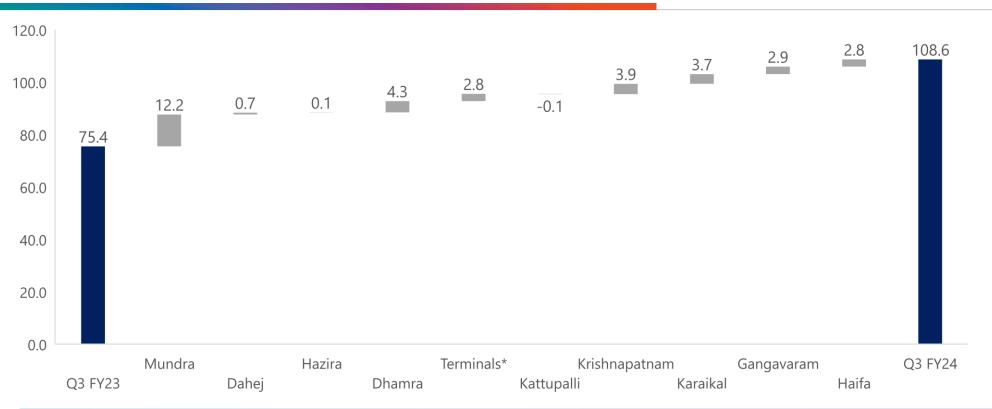






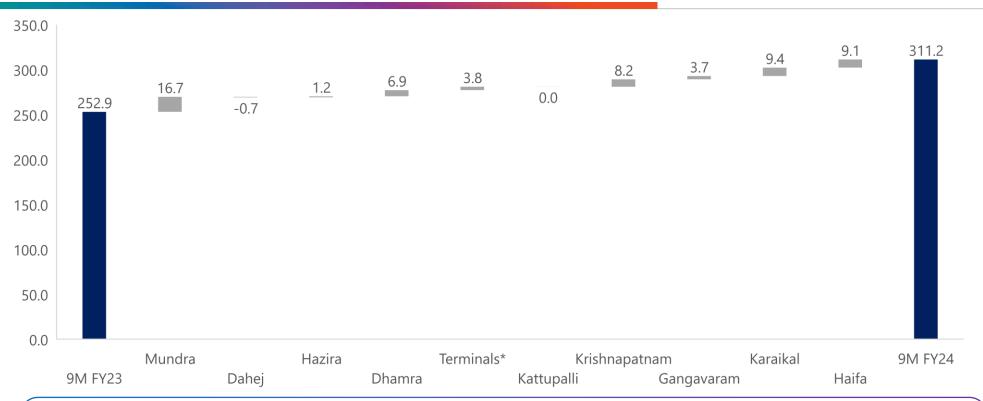
31 -

APSEZ: Growth through existing ports and new additions – Q3 FY24



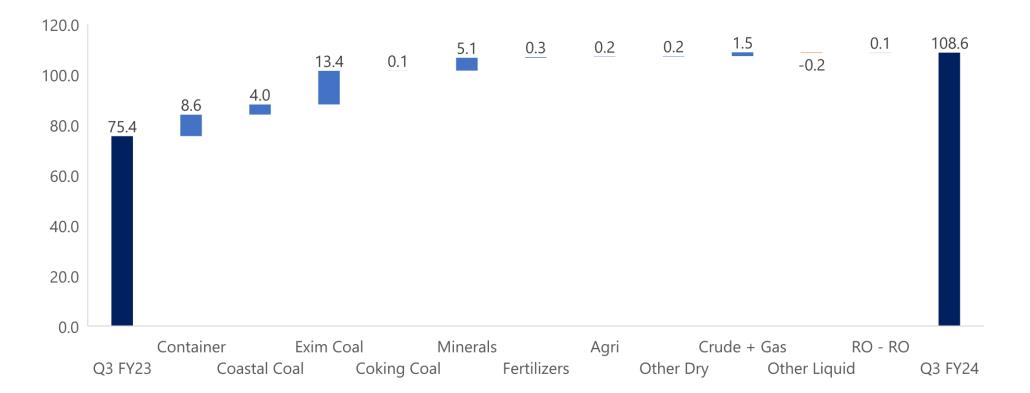
- Growth at Mundra was driven primarily by dry cargo, followed by containers and crude
- Growth at Dhamra was driven by dry cargo (mainly minerals), and crude+gas cargo
- Growth at Krishnapatnam and Gangavaram was driven by dry cargo
- Growth at terminals was driven by container cargo, followed by dry cargo
- Addition of Karaikal Port and Haifa Port aided cargo volumes

APSEZ: Growth through existing ports and new additions – 9M FY24



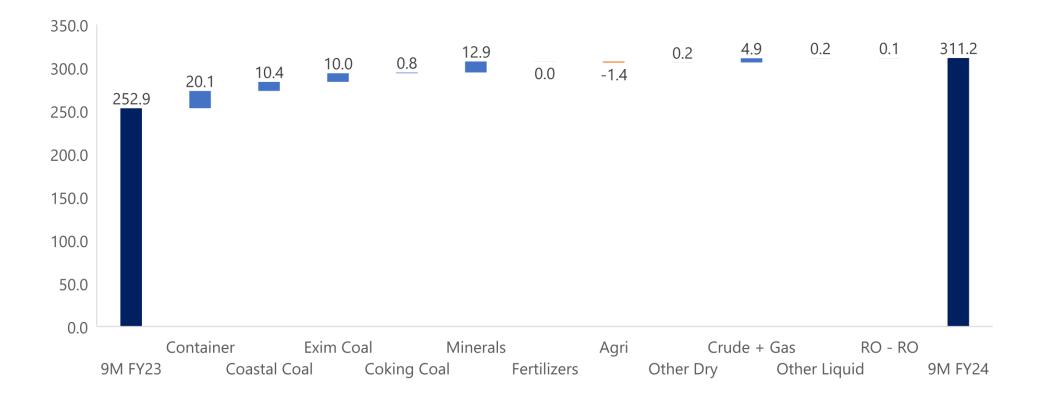
- Growth at Mundra was driven by container cargo, followed by dry cargo and crude
- Growth at Krishnapatnam was driven by dry cargo, followed by liquid and container
- Growth at Dhamra was driven by minerals and crude+gas cargo
- Growth at Terminals was driven by container and dry cargo
- Growth at Gangavaram was driven by dry cargo
- Growth at Hazira was driven by container cargo
- Addition of Karaikal Port and Haifa Port aided cargo volumes

APSEZ: Dry bulk and container cargo drives growth – Q3 FY24



- Growth primarily driven by containers, minerals, crude+gas, and coal
- Stable volumes for fertilizers, agri, other dry and RoRo cargo categories
- Decline seen in other liquid category

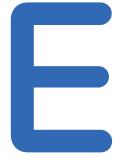
APSEZ: Dry bulk and container cargo drives growth – 9M FY24



- Growth primarily driven by containers, minerals, crude+gas, and coal cargo
- Stable volumes in fertilizers, other dry, other liquid and RoRo cargo categories
- Decline seen in agri cargo



Ports and Logistics



Financial Highlights Q3 & 9M FY24

	Q3 FY23			Q3 FY24			
Particulars	Revenue	EBITDA^	PAT	Revenue	EBITDA^	PAT	
APSEZ Consolidated	4,786	3,011	1,337	6,920	4,186	2,208	
JVs							
AICTPL (CT-3), JV with MSC	359	206	60	491	261	184	
ACMTPL (CT-4), JV with CMA-CGM	189	111	29	243	145	72	
IAVL, JV with IndianOil		-	-	274	196	59#	
Dhamra LNG, JV with TOTAL	•	-1	-1	140	8	-151#	
Total	5,334	3,327	1,425	8,068	4,796	2,372	

APSEZ's EBITDA with forex impact reflects 59% Y-o-Y jump (Rs 4,293 Cr in Q3 FY24 vs Rs 2,697 Cr in Q3 FY23)

^EBITDA excludes forex gain of INR 107 cr. in Q3 FY24 vs. forex loss of INR 315 cr. in Q3 FY23; # APSEZ PAT includes share of profit/loss from IAVL JV and Dhamra LNG JV

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Ports and Logistics

(in INR Cr)

	9M FY23			9M FY24			
Particulars	Revenue	EBITDA^	PAT	Revenue	EBITDA^	PAT	
APSEZ Consolidated	15,055	9,562	4,252	19,814	11,820	6,089**	
JVs							
AICTPL (CT-3), JV with MSC	1,115	582	85	1,418	755	501	
ACMTPL (CT-4), JV with CMA-CGM	556	321	41	679	398	177	
IAVL, JV with IndianOil		-	-	869	590	140#	
Dhamra LNG, JV with TOTAL	•	-2	-1	317	29	-310#	
Total	16,726	10,463	4,377	23,097	13,592	6,597	

APSEZ's EBITDA with forex impact reflects 53% Y-o-Y jump (Rs 11,722 Cr in 9M FY24 vs Rs 7,676 Cr in 9M FY23)

^EBITDA excludes forex loss of INR 98 cr. in 9M FY24 vs. forex loss of INR 1,886 cr. in 9M FY23; ** - Based on estimated future profits, APSEZ had elected to switch to the new tax regime (u/s 115 BAA of the IT Act) for one of its subsidiaries, AKPL in Q2 FY24. Consequently, the past years MAT is written-off, which has reduced the PAT by Rs 455 Cr. # APSEZ PAT includes share of profit/loss from IAVL JV and Dhamra LNG JV

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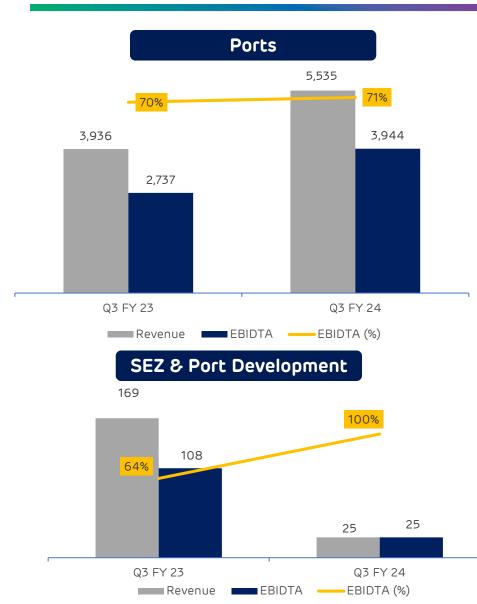
Ports and Logistics

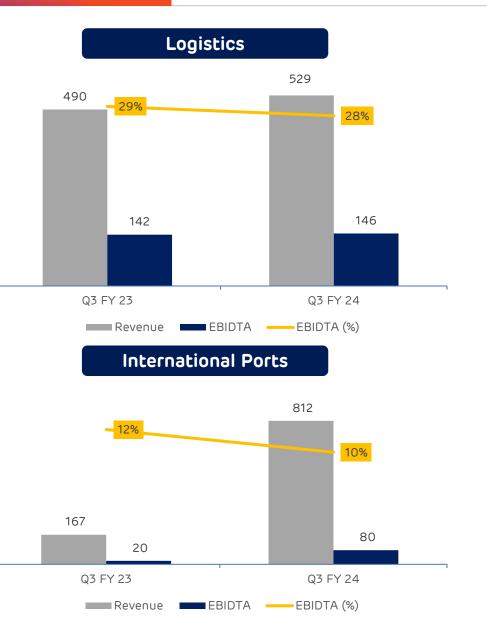
adani

(in INR Cr)

APSEZ: Key segment wise Operating revenue & EBITDA – Q3 FY24

(YoY, in INR Cr)

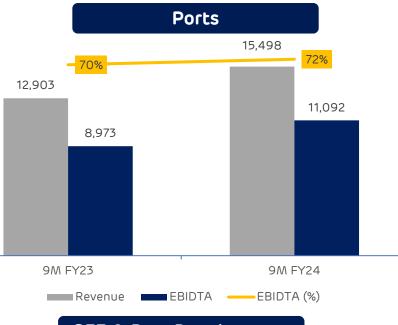




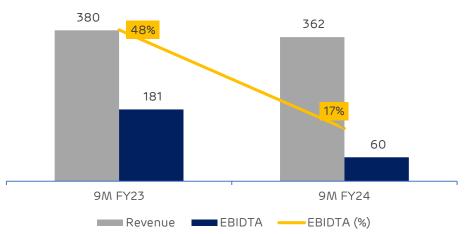
EBITDA excludes forex gain of INR 107 cr. in Q3 FY24 vs. forex loss of INR 315 cr. in Q3 FY23;

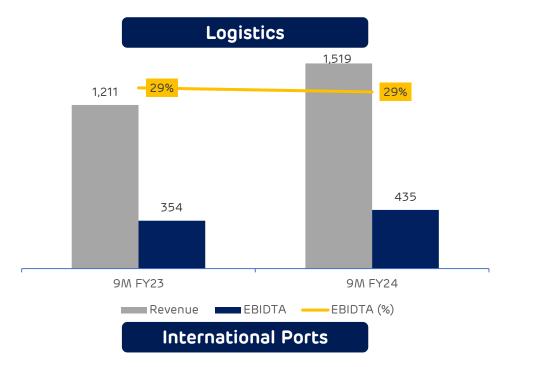
APSEZ: Key segment wise Operating revenue & EBITDA – 9M FY24

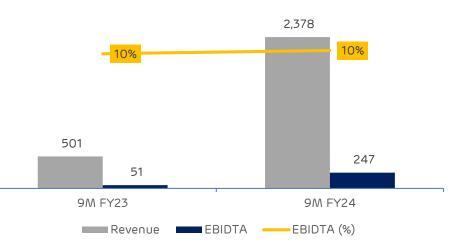
(YoY, in INR Cr)



SEZ & Port Development







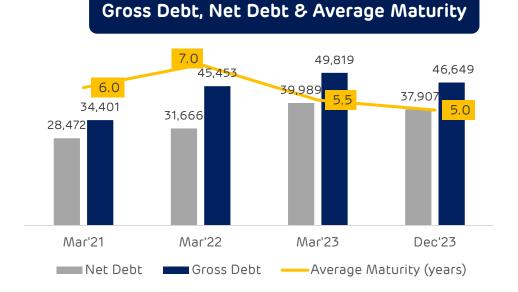
EBITDA excludes forex loss of INR 98 cr. in 9M FY24 vs. forex loss of INR 1,886 cr. in 9M FY23;

APSEZ: Debt Ratios

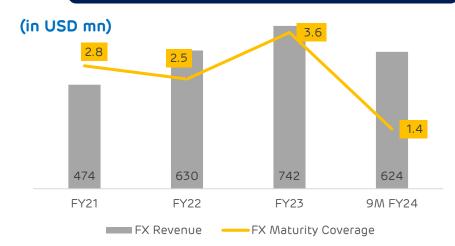
(YoY, in INR Cr)

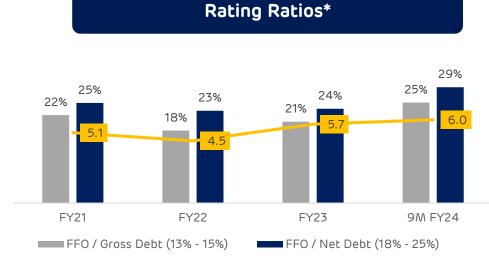
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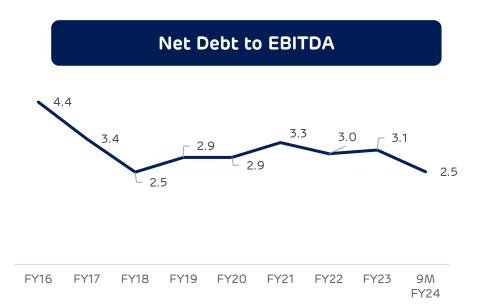
Ports and Logistics



FX Revenue and FX Debt Coverage



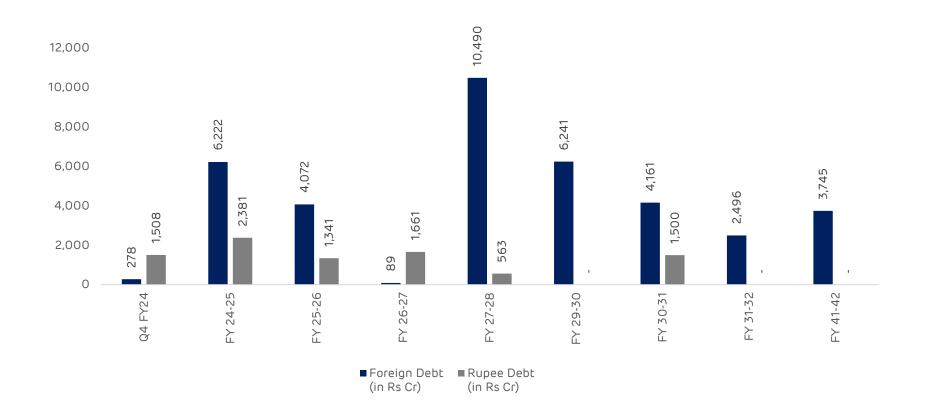




*FFO (Funds from operation) : EBIDTA – Interest and Tax paid in cash + Interest received in cash | Rating ratios and Net Debt to EBITDA for 9M are calculated on trailing twelve months basis

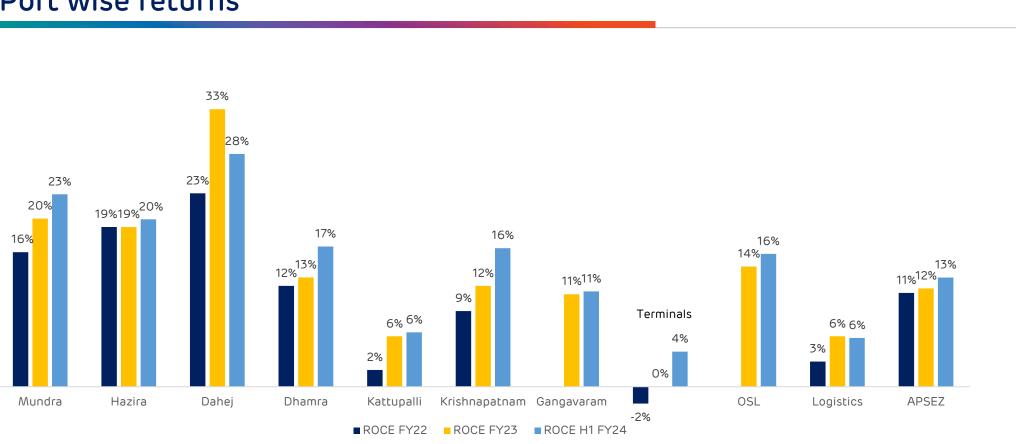
APSEZ: Debt Maturity Profile as on 31st Dec'23





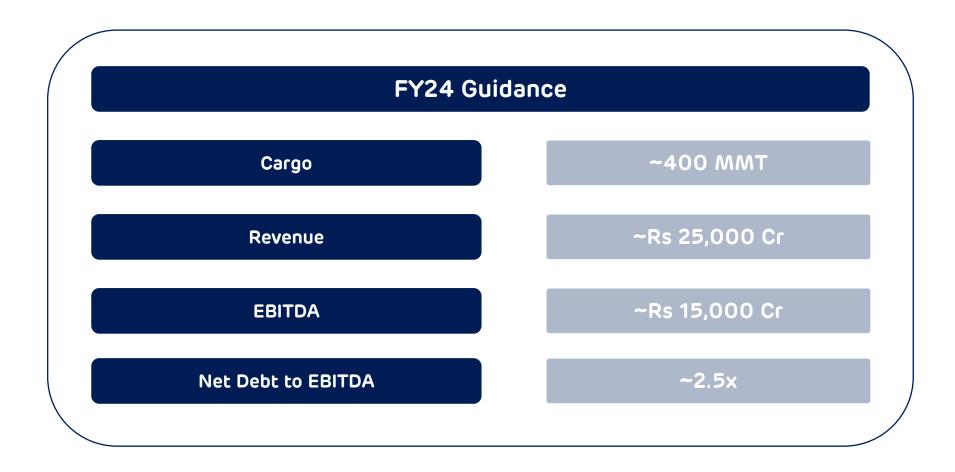
Total Debt O/s as on Dec'23 without Ind AS adjustment is Rs 46,748 Crs and after Ind AS adjustment is Rs 46,649 Crs

APSEZ: Port wise returns



- ROCE improving at matured ports with better capacity utilization and given the focus on efficiency
- ROCE of logistics business doubled vs. FY22
- Operational ramp up at ports acquired in the last few years will drive their ROCE to ~20%









APSEZ: Key ESG performance highlights



Indicator	FY25 Target	9M FY24						
Energy & Emission								
RE share in total electricity#	100%	14%						
Energy intensity reduction*	50%	50%						
Emission intensity reduction*	60%	51%						
Water and Waste	·							
Water consumption intensity reduction*	60%	59%						
Zero waste to landfill	12 Ports	6 Ports						
Afforestation	·							
Mangrove afforestation**	5000 Ha	4217 Ha						
Terrestrial plantation	1200 Ha	1183 Ha						
Social	·							
Safety	Zero Incident	4 (Contract workers)						

- Installation of 1000MW renewable capacity is progressing well
- APSEZ is targeting Net Zero by 2040

APSEZ: ESG Ratings





- Ranked in the 96 percentile in the Transportation and Transportation Infrastructure out of 323 companies assessed
- Achieved the highest score of 90/100 on the Environmental pillar amongst the 323 companies assessed
- Full score obtained in the Transparency & Reporting, Environmental Policy & Management systems, Emissions, Resource efficiency and circularity



- Overall placed in top 95 percentile among companies across all the sectors globally
- Received low ESG risk rating(12.7) given strong management of ESG risks
- APSEZ ranked 1st globally in Transport & Logistics Emerging Markets
- Moody's
- APSEZ ranked 1st among the Indian companies across all sectors
- APSEZ has been ranked 1st among 59 Indian companies and 9th among 844 companies in the Emerging Markets globally across all sectors



- Achieved the Management level in Climate Change assessment of 2022
- Achieved the Management level in Water Security assessment of 2022





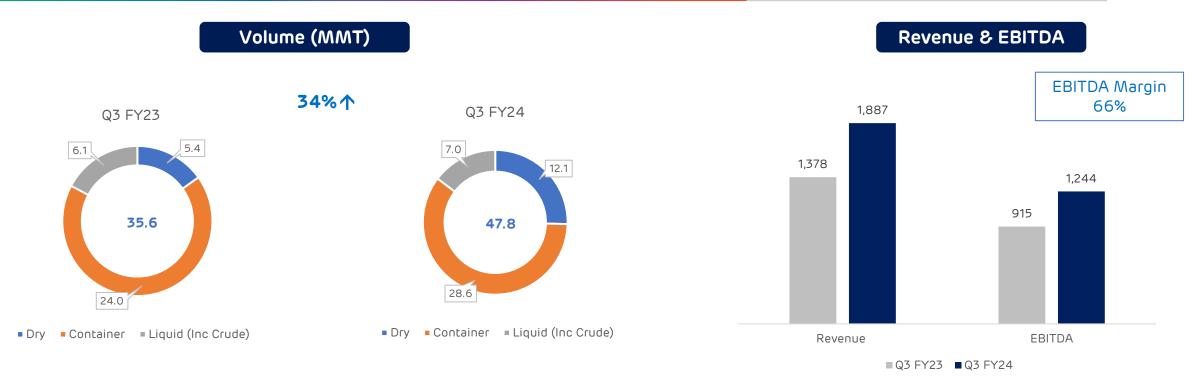




Ports and Logistics

Port wise cargo and financial details

(YoY, in INR Cr)

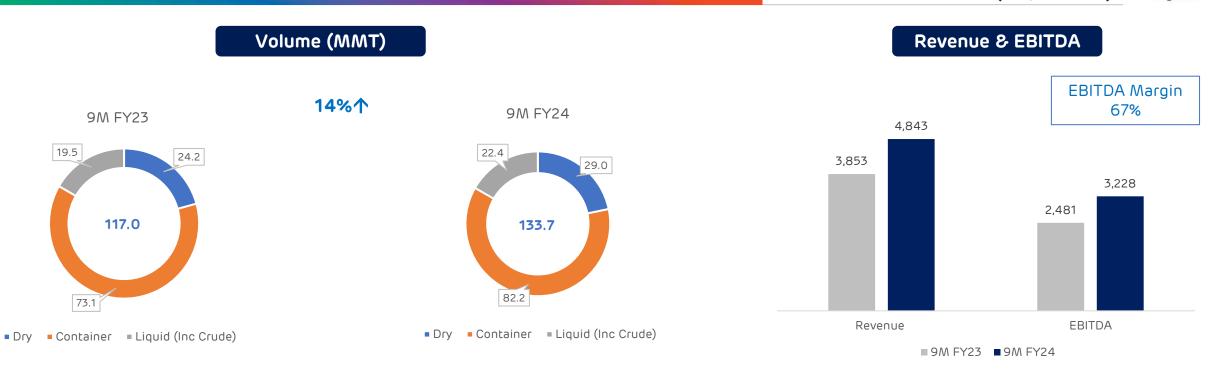


- Volumes grew by 34% YoY with increase in container, dry and liquid (incl. crude) cargo categories
- Improved realizations by 2% YoY and increase in cargo volumes led to increase in revenue and EBITDA during the quarter
- EBITDA margin was maintained at 66% during the quarter

(YoY, in INR Cr)

Ports and

Logistics

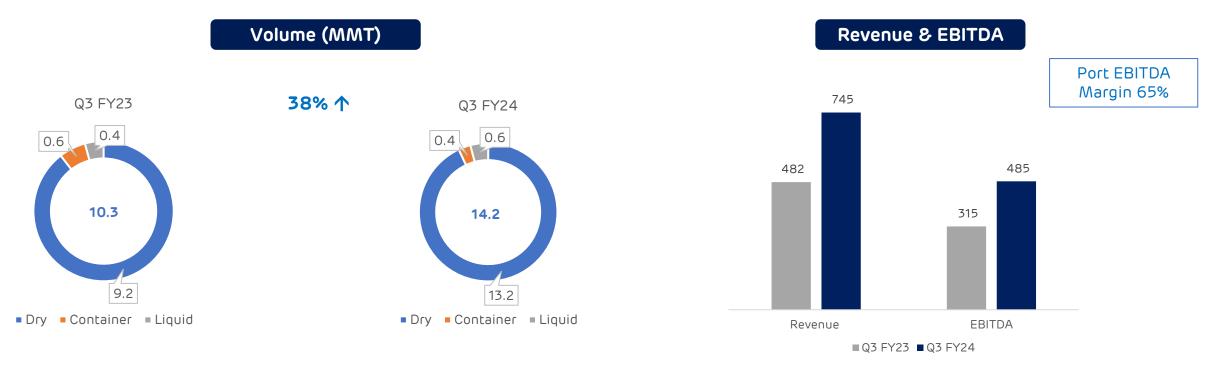


- Volumes grew by 14% YoY due to increase in container, dry and crude cargo
- Improved realizations by 10% YoY and increase in volumes led to increase in revenue and EBITDA during 9M FY24
- EBITDA margin improved to 67% vs 64% in 9M FY23

APSEZ: Krishnapatnam port - volume and financials Q3 FY24

(YoY, in INR Cr)

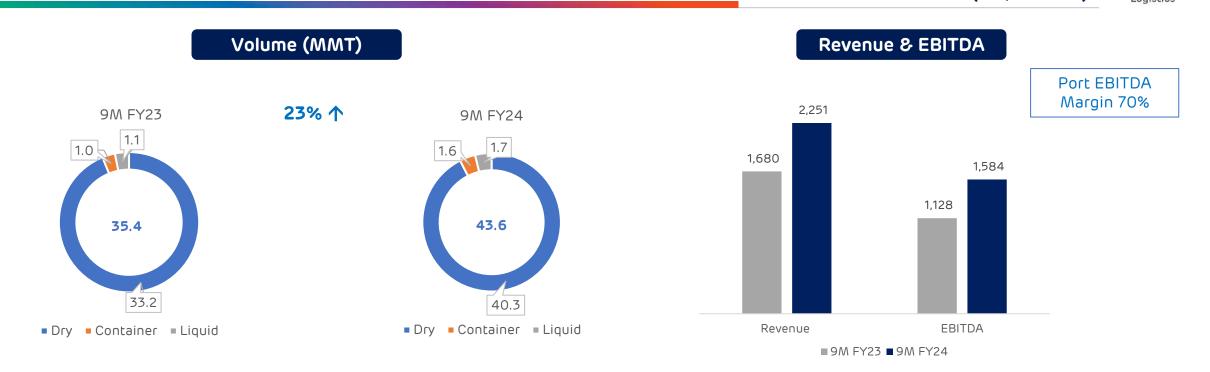




- Increase in dry and liquid volumes led to a growth in cargo handling
- Increase in volumes and realizations led to increase in overall revenue and EBITDA while EBITDA margin was maintained at 65%

APSEZ: Krishnapatnam port - volume and financials 9M FY24



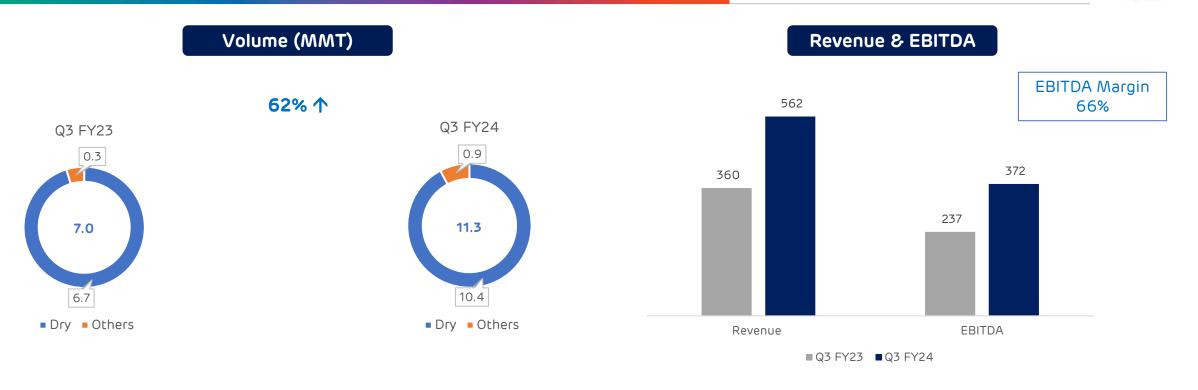


- Increase in cargo volumes across all three categories dry, container and liquid led to a growth in cargo handling
- Improved realizations and increase in volumes led to expansion of EBITDA margin to 70% vs 67% in 9M FY23

APSEZ: Dhamra port - volume and financials Q3 FY24



Ports and Logistics



- Cargo volumes increased Y-o-Y across minerals, and crude+gas
- Revenue & EBITDA increased on account of increase in cargo volumes, EBITDA margin was maintained at 66%

APSEZ: Dhamra port - volume and financials 9M FY24

(YoY, in INR Cr)

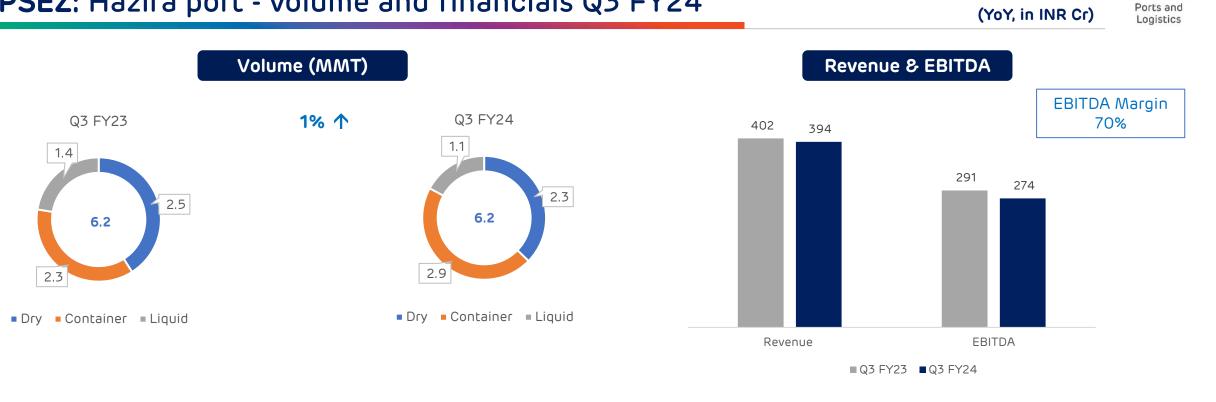
Ports and



- Cargo volumes increased Y-o-Y across minerals, fertilizers and crude+gas •
- Revenue & EBITDA increased on account of increase in cargo volumes, while EBITDA margin was maintained at 64% ٠

APSEZ: Hazira port - volume and financials Q3 FY24

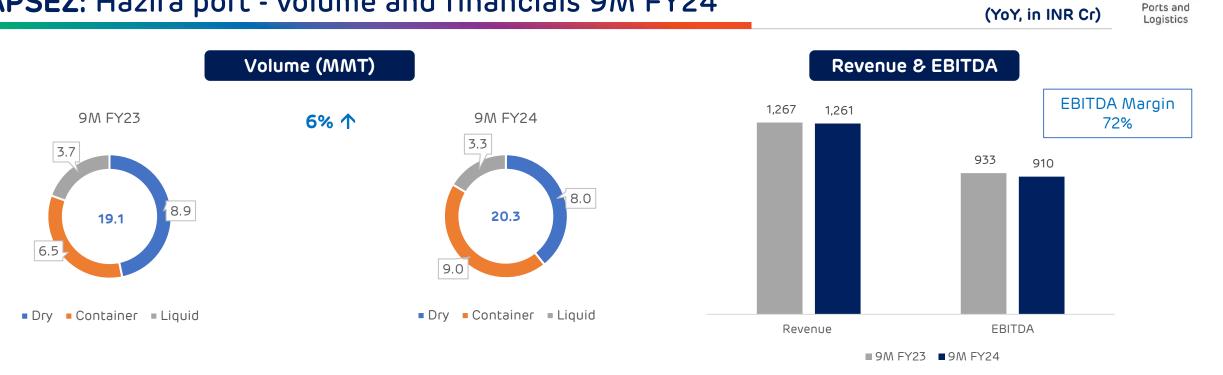
(YoY, in INR Cr)



- Container volumes increased during the quarter, however, were offset by reduction in dry and liquid cargo volumes •
- Revenue declined on account of decline in the share of liquids cargo •

APSEZ: Hazira port - volume and financials 9M FY24



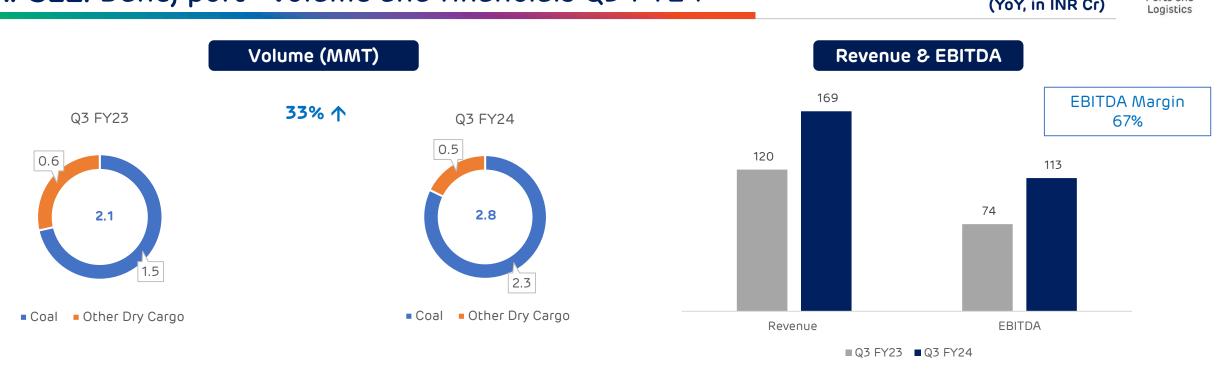


- Container volumes increased during 9M FY24, however, were offset by reduction in volumes of dry cargo (agri and slag) • and liquids
- EBITDA margin was upwards of 70% in 9M FY24

APSEZ: Dahej port - volume and financials Q3 FY24

(YoY, in INR Cr)

Ports and

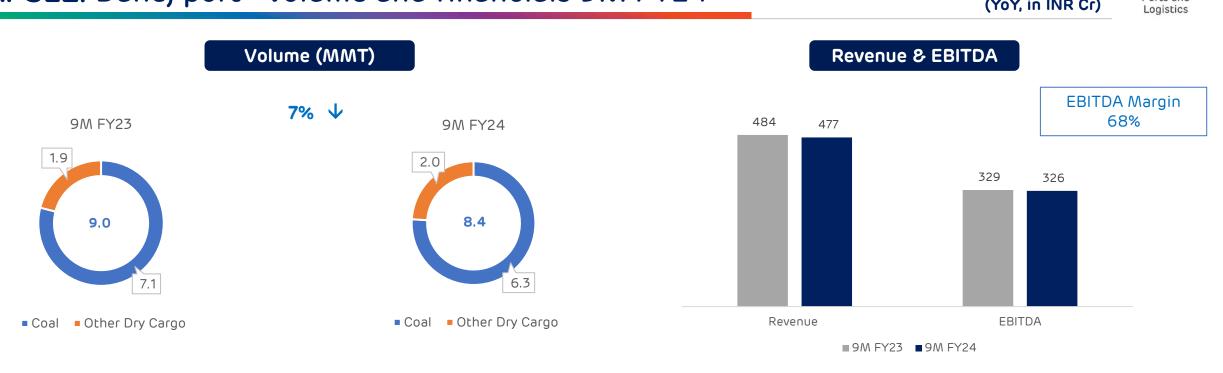


- Cargo volumes for coal and fertilizer cargo increased during the quarter which led to improvement in port volumes ٠
- Improved cargo volumes led to higher revenue and EBITDA •
- EBITDA margin improved to 67% vs 62% in Q3 FY23 ٠

APSEZ: Dahej port - volume and financials 9M FY24

(YoY, in INR Cr)

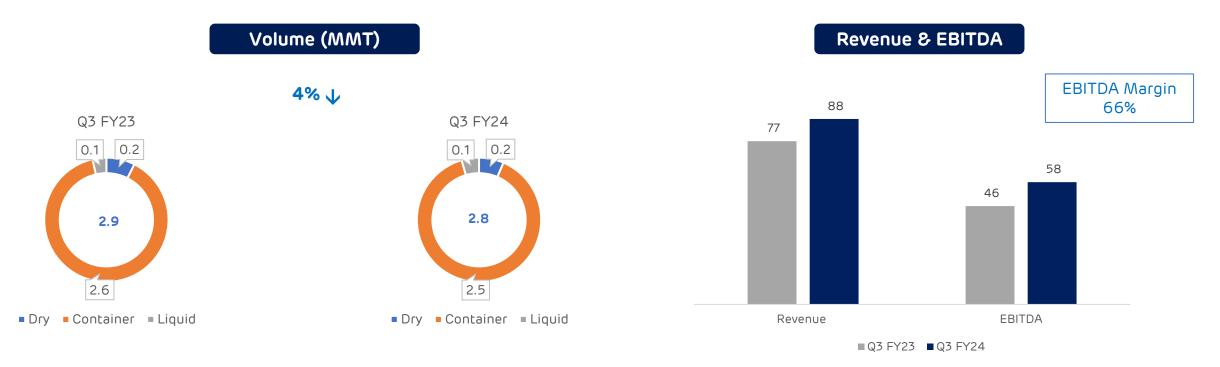
Ports and



- Cargo volumes for coal and minerals cargo reduced during 9M FY24 which led to contraction in port volumes ٠
- Reduction in cargo volumes led to marginally lower revenue and EBITDA, while realizations improved Y-o-Y during 9M FY24 ٠
- EBITDA margin was maintained at 68% ٠

APSEZ: Kattupalli port - volume and financials Q3 FY24



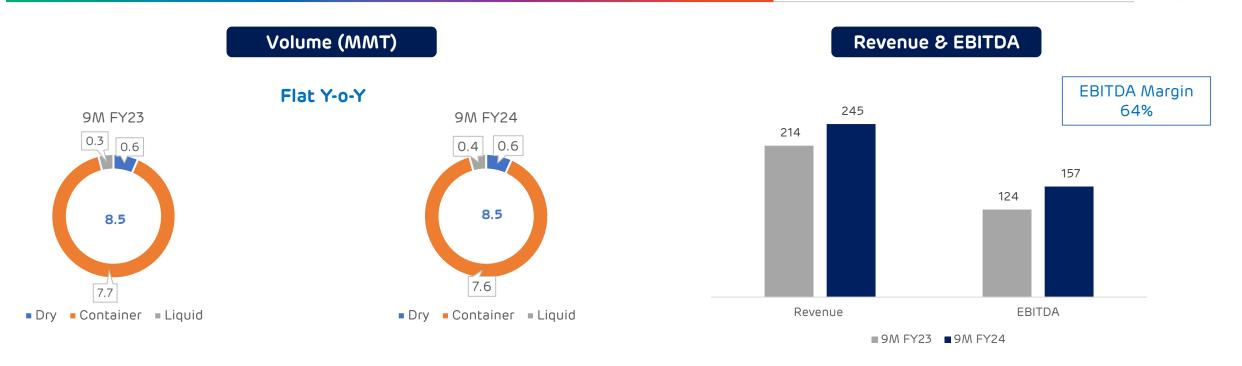


- Container and minerals cargo volumes decrease during the quarter
- Despite decrease in volumes, improved realizations led to higher revenue Y-o-Y in Q3 FY24. EBITDA margin improved to 66% vs 60% in Q3 FY23

APSEZ: Kattupalli port - volume and financials 9M FY24

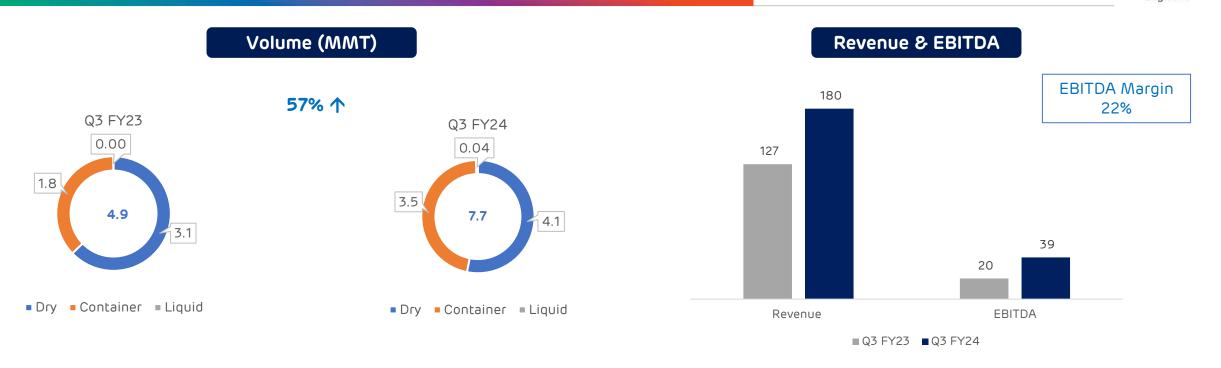


NR Cr) Ports and Logistics



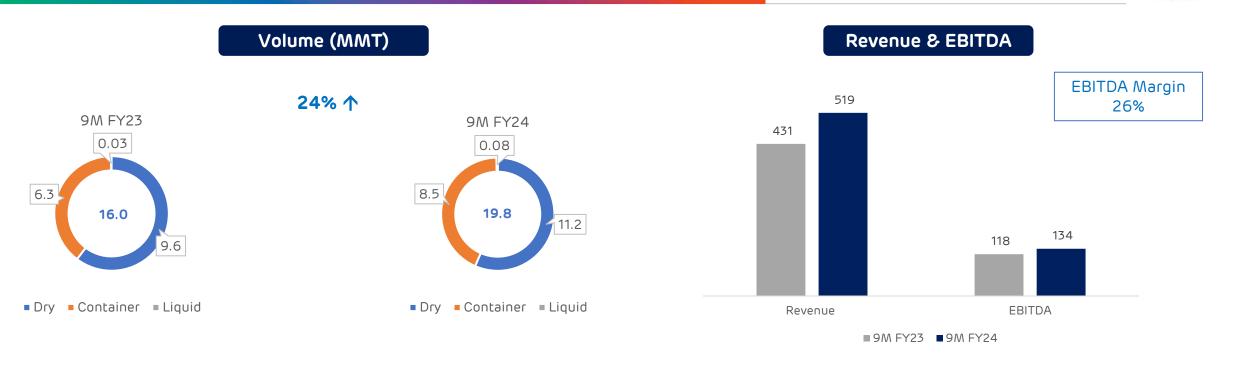
- Volumes were flat during 9M FY24 as increase in liquid cargo was offset by reduction in container cargo volumes
- Improved realizations led to increase in revenue and EBITDA. EBITDA margins too improved to 64% vs 58% in 9M FY23

APSEZ: Terminals at major ports & Dighi - volume & financials Q3 FY24 (YoY, in INR Cr)



- Volume increase is on account of increase in cargo across all terminals and Dighi port
- Volume increased on account of increase in container cargo at Ennore container terminal followed by increase in dry and liquid cargo

APSEZ: Terminals at major ports & Dighi - volume & financials 9M FY24 (YoY, in INR Cr)



- Volume increase is due to increase in minerals and coal cargo at Tuna Terminal
- Container cargo volumes improved Y-o-Y at Ennore terminal during 9M FY24
- Steel cargo and liquid cargo led to increase in volumes at Dighi port during 9M FY24
- Dry cargo volumes at Goa terminal were almost flat Y-o-Y during 9M FY24

APSEZ: Gangavaram port - volume & financials Q3 FY24

(YoY, in INR Cr)





- Increase in mineral and coal volumes led to overall increase in cargo volumes during the quarter
- EBITDA margin improved to 67% vs 61% during Q3 FY23

APSEZ: Gangavaram port - volume & financials 9M FY24

(YoY, in INR Cr)



- Increase in mineral and coal volumes led to overall increase in cargo volumes during 9M FY24 •
- EBITDA margin improved to 69% vs 65% in 9M FY23 •

APSEZ: Karaikal port - volume & financials Q3 FY24

Volume (MMT)

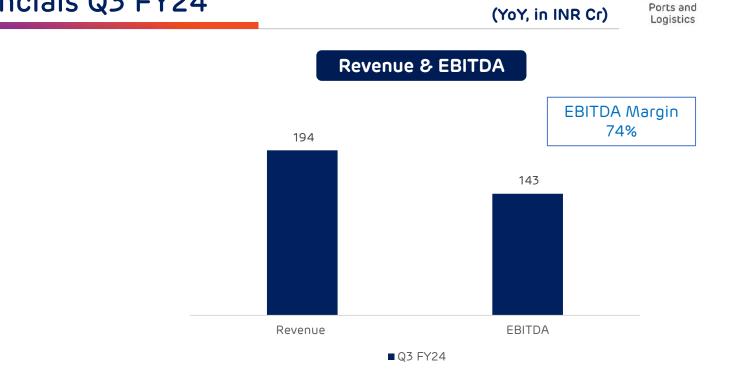
Q3 FY24

3.7

Coal Other

3.0

0.7





• The port achieved EBITDA margin of 74% during Q3 FY24

66

APSEZ: Karaikal port - volume & financials 9M FY24

Volume (MMT)

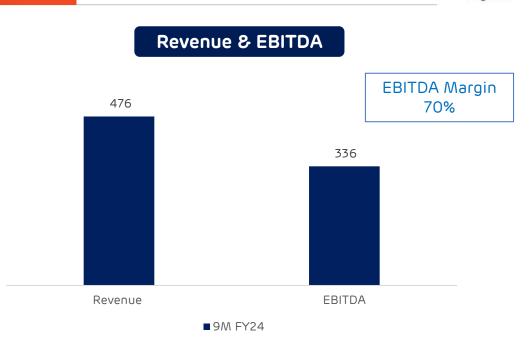
9M FY24

9.4

Coal Other

8.0

1.4



- Total Dry cargo volumes held during 9M FY24 was 9.4 MMT
- The port achieved EBITDA margin of 70% during 9M FY24



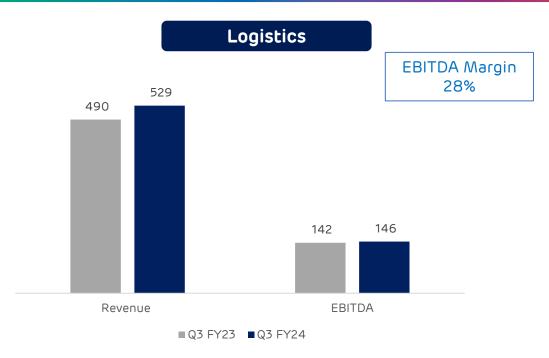
(YoY, in INR Cr)

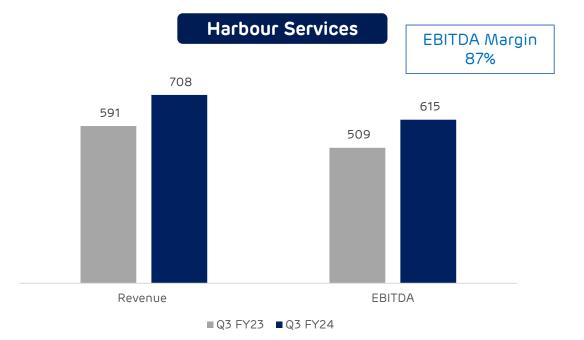


APSEZ: Adani Logistics and Harbour services- financials Q3 FY24

(YoY, in INR Cr)







- Logistics revenue increased on account of higher rail volume (up 17% Y-o-Y) and GPWIS cargo (up 53% Y-o-Y)
- Count of trains increased by 12 during the quarter

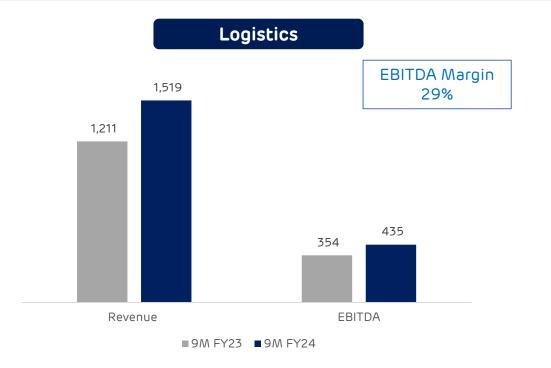
• Revenue improvement driven by cargo growth

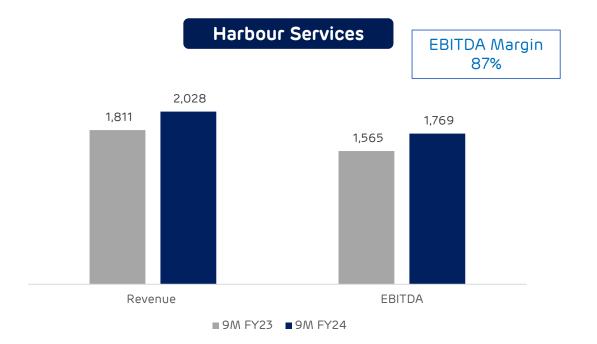
APSEZ: Adani Logistics and Harbour services- financials 9M FY24

(YoY, in INR Cr)

Ports and

Logistics





- Logistics revenue increased on account of higher rail volume (up 22% Y-o-Y) and GPWIS cargo (up 46% Y-o-Y)
- Count of trains increased by 23 during 9M FY24

- Revenue improvement driven by cargo growth
- EBITDA margins improved to 87% vs 86% in 9M FY23

APSEZ: Consolidated financial performance – SEBI format

Adani Ports and Logistics

CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

	Particulars		Quarter Ended		Nine Mon	(` in crore) Year Ended	
Sr. No.		December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
		2023	2023	2022	2023	2022	2023
			Unaudited	LOLL	-	dited	Audited
1	Income						
	a. Revenue from Operations	6,920.10	6,646.41	4,786.17	19,814.06	15,055.06	20,851.
	b. Other Income	506.85	305.45	265.00	1,195.98	1,171.21	1,553.4
	Total Income	7,426.95	6,951.86	5,051.17	21,010.04	16,226.27	22,405.3
2	Expenses						
-	a. Operating Expenses	1,825.99	1,867.31	1,289.61	5,319.88	3,976.67	5,654.
	b. Employee Benefits Expense	478.45	477.92	227.37	1,457.90	725.99	1,178
	c. Finance Costs						
	- Interest and Bank Charges	686.40	715.30	544.84	2,107.84	1,830.55	2,593.
	- Derivative Gain (net)	289.48	(195.20)	(10.96)	20.83	(90.47)	(230.9
	d. Depreciation and Amortisation Expense	985.32	974.47	883.63	2,909.37	2,578.35	3,423.
	e. Foreign Exchange Loss/(Gain) (net)	-107.25	216.49	314.87	98.31	1,885.66	1,886.
	f. Other Expenses	429.71	420.71	257.82	1,216.21	790.29	1,185
	Total Expenses	4,588.10	4,477.00	3,507.18	13,130.34	11,697.04	15,690.0
3	Profit before share of profit/(loss) from joint ventures,	2,838.85	2,474.86	1,543.99	7,879.70	4,529.23	6,714.
	exceptional items and tax (1-2)			-	-		
4	Share of profit/(loss) from joint ventures (net)	-97.52	45.82	19.91	(126.95)	40.43	47.
5	Profit before exceptional items and tax (3+4)	2,741.33	2,520.68	1,563.90	7,752.75	4,569.66	6,762
6	Exceptional items (refer note 10)	-					(1,273.
7	Profit before tax (5+6)	2,741.33	2,520.68	1,563.90	7,752.75	4,569.66	5,489
8	Tax Expense (net)	533.12	759.05	227.39	1,663.53	317.88	96.
0	- Current Tax	337.67	231.23	601.85	838.20	844.18	977.
	- Deferred Tax	195.45			370.17		
		195.45	72.66	(374.46)	5/0.1/	(526.30)	(881
	Exceptional Item		155.46		155.46		
	-Write off of past MAT credit on election of new tax	-	455.16	-	455.16	-	-
	regime (net) (Refer note 12)						
9	Profit for the period/year (7-8)	2,208.21	1,761.63	1,336.51	6,089.22	4,251.78	5,392.
	Attributable to:						
	Equity holders of the parent	2,208.46	1,747.85	1,315.54	6,071.03	4,151.30	5,310
	Non-controlling interests	-0.25	13.78	20.97	18.19	100.48	82
10	Other Comprehensive Income						
	Items that will not be reclassified to profit or loss						
	 Re-measurement Gain on defined benefit plans (net 	-1.40	4.03	0.63	14.12	2.54	13.
	of tax)						
	- Net Gain on FVTOCI Investments (net of tax)	-	0.36	4.87	0.36	4.87	106
	Items that will be reclassified to profit or loss						
	- Exchange differences on translation of foreign	86.98	(38.71)	2.76	20.70	(70.83)	(123.
	- Effective portion of Gain/(Loss) on designated portion	(26.08)	(173.57)	(237.81)	(178.84)	(642.45)	(548.
	of	()	(()	((0.121.12)	(- · · · ·
	- Share in Other Comprehensive Income/(Loss) of joint	-13.35	(4.10)	(0.36)	(30.50)	20.09	20
	ventures (net of tax)	-15.55	(4.10)	(0.50)	(50.50)	20.09	20
			(044.00)	(000.04)	(17.1.10)	(605 - 70)	/== 4
	Total Other Comprehensive Income/(Loss) (net of tax)	46.15	(211.99)	(229.91)	(174.16)	(685.78)	(531.)
	Attributable to:			4	4	(4
	Equity holders of the parent	25.01	(208.16)	(233.95)	(183.92)	(698.75)	(536
	Non-controlling interests	21.14	(3.83)	4.04	9.76	12.97	5
11	Total Comprehensive Income for the period/year (9+10)	2,254.36	1,549.64	1,106.60	5,915.06	3,566.00	4,861
	Attributable to:						
	Equity holders of the parent	2,233.47	1,539.69	1,081.59	5,887.11	3,452.55	4,773
	Non-controlling interests	20.89	9.95	25.01	27.95	113.45	88
12	Paid-up Equity Share Capital (Face value of `2 each)	432.03	432.03	432.03	432.03	432.03	432.
12	Other Equity excluding Revaluation Reserves as at March	452.05	452.05	432.05	432.05	452.05	452. 45,151
		10.00		6.00	20.10	10.00	
14	Earnings per Share (Face value of ` 2 each) Basic and Diluted (in `) (Not Annualised for the quarter	10.22	8.09	6.09	28.10	19.22	24.
	Basic and Difference in Difference Annualised for the quarter	1	1				



Thank You

Details Annexed in Linked File

- 1. Port-wise Cargo Volume Break up 9M FY24
- 2. Ports and Logistics Vertical Key Financial Performance 9M FY24

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