

Adani Ports and SEZ Limited

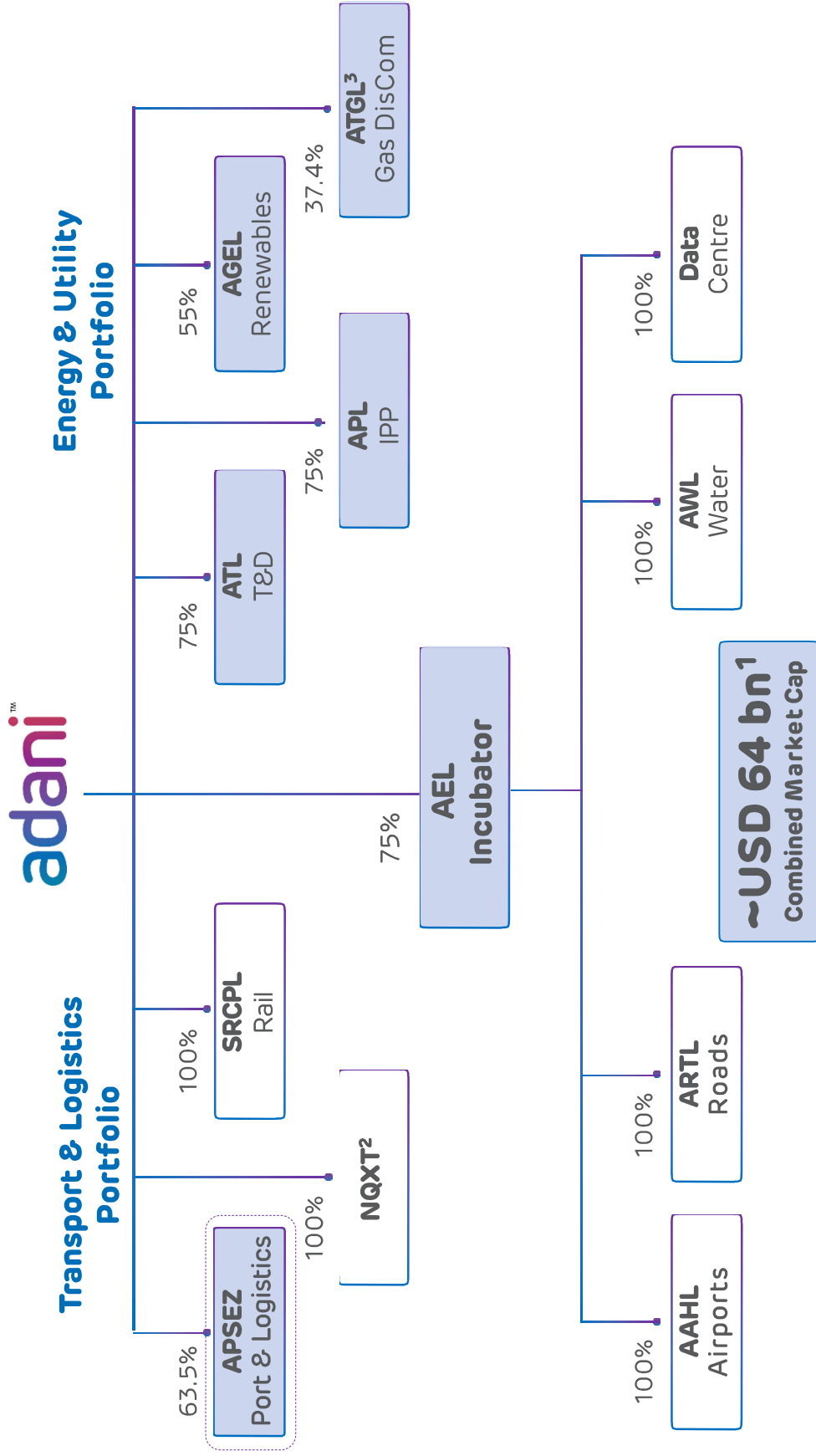
Operational and Financial Highlights

Q3 FY21

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Adani Group: A world class infrastructure & utility portfolio



Adani

- **Marked B2C busi**
- **ATGL** - network geogr
- **AEML** - distri that p finan India
- **Adani** - opera devel the c
- **Locked i**
- Trans Airpo
- Energ Water

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

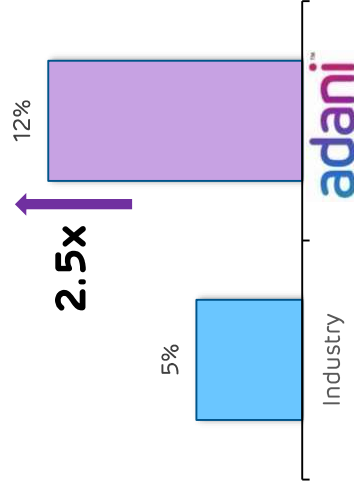
1. As on Feb 05, 2021, USD/INR – 73 | Note - Percentages denote promoter holding

2. NQXT – North Queensland Export Terminal | Light blue color represent public traded listed verticals

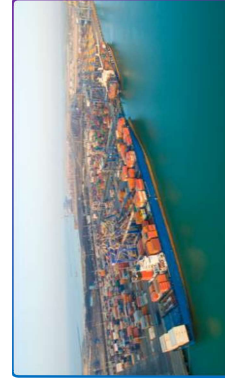
3. ATGL – Adani Total Gas Ltd

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

Port Cargo Throughput (MT)



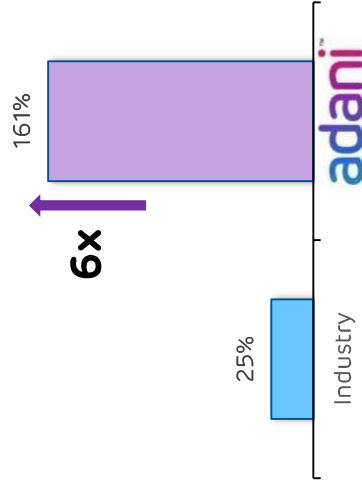
2014	972 MT	113 MT
2020	1,339 MT	223 MT



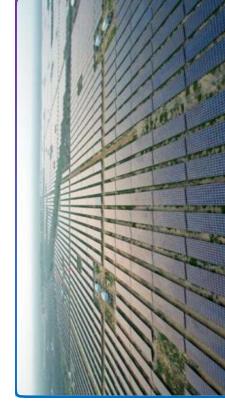
APSEZ

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

Renewable Capacity (GW)



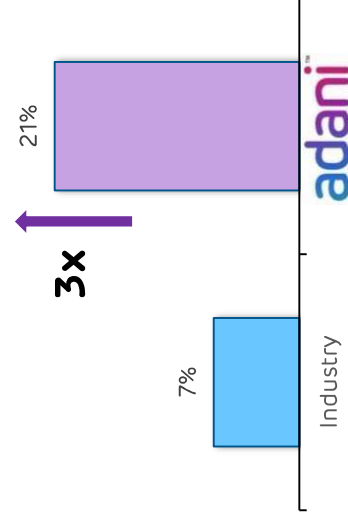
2016	46 GW	0.3 GW
2020	114 GW	14.2 GW ⁶



AGEL

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

Transmission Network (ckm)



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



ATL

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

CGD



2015	6
2020	2

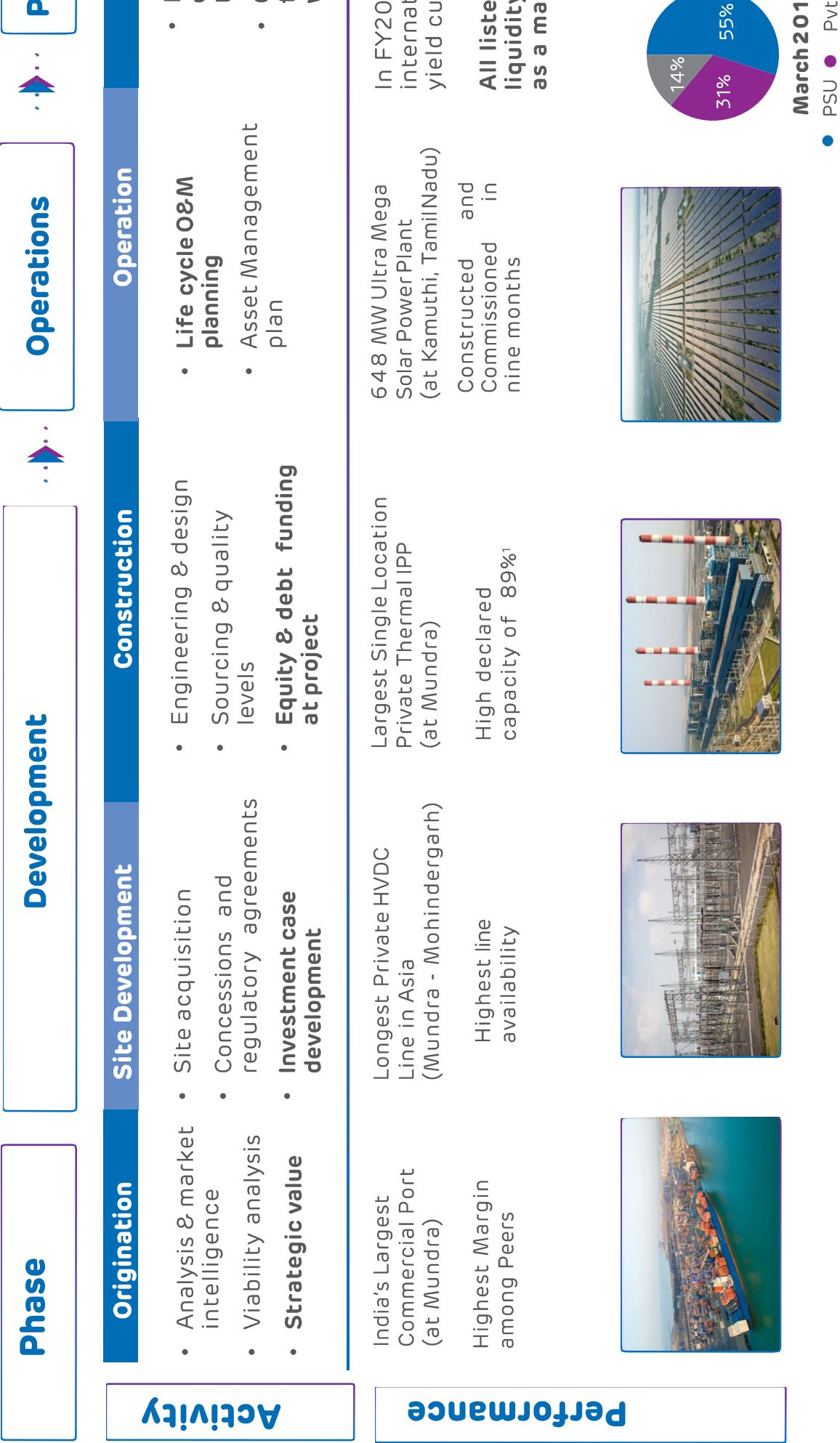


India's Largest business
EBITDA margin: 92%^{1,3,5}
 Next best peer margin: 89%

Transformative model driving scale, growth and free cashflow

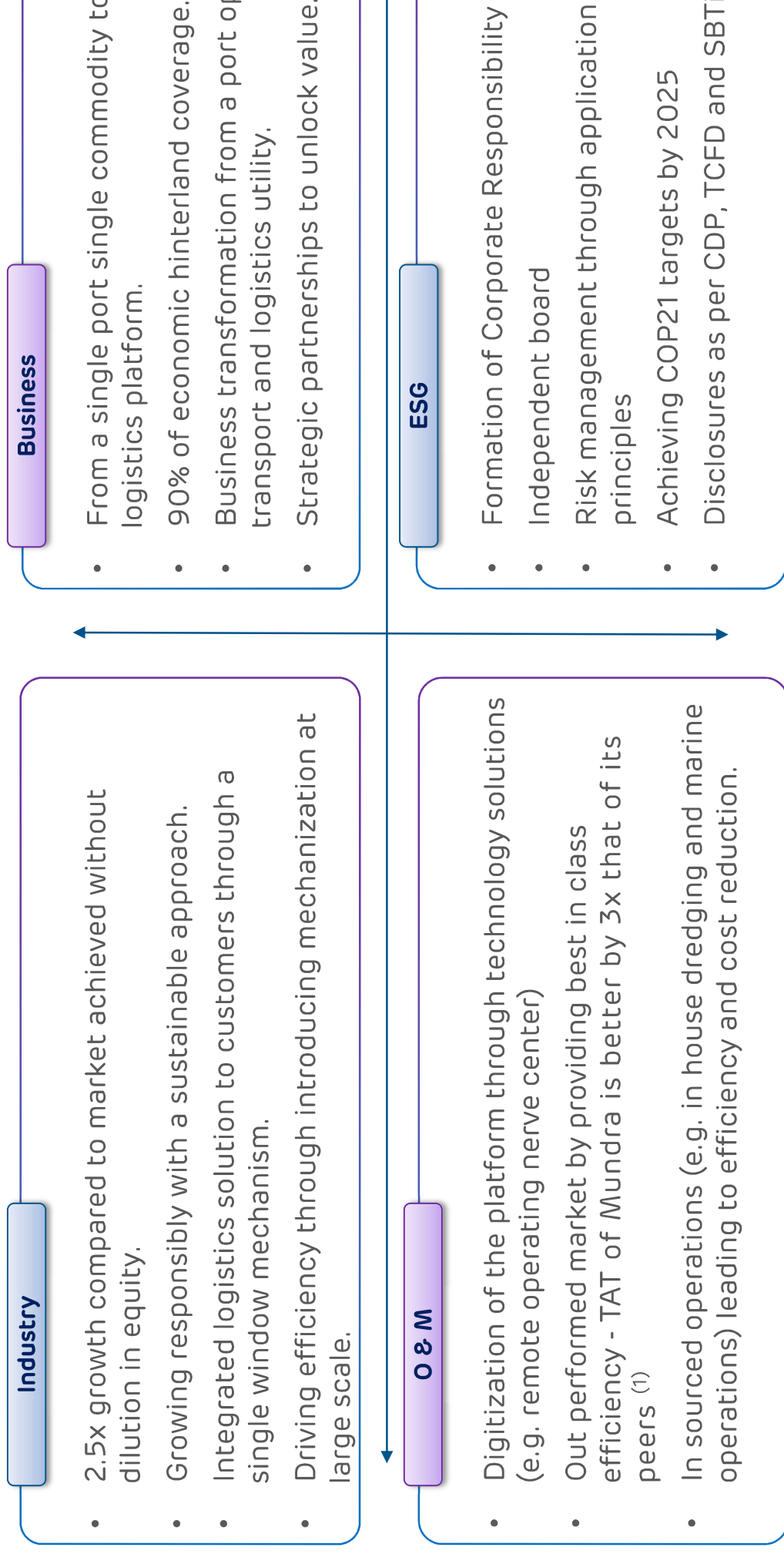
Note: 1 Data for FY20; 2 Margin for ports business only, Excludes forex gains/losses; 3 EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; 4 EBITDA Margin represents EBITDA earned from power sales and exclude other items; 5. Operational EBITDA margin of transmission business only, does not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

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



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

APSEZ : Transformational journey



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

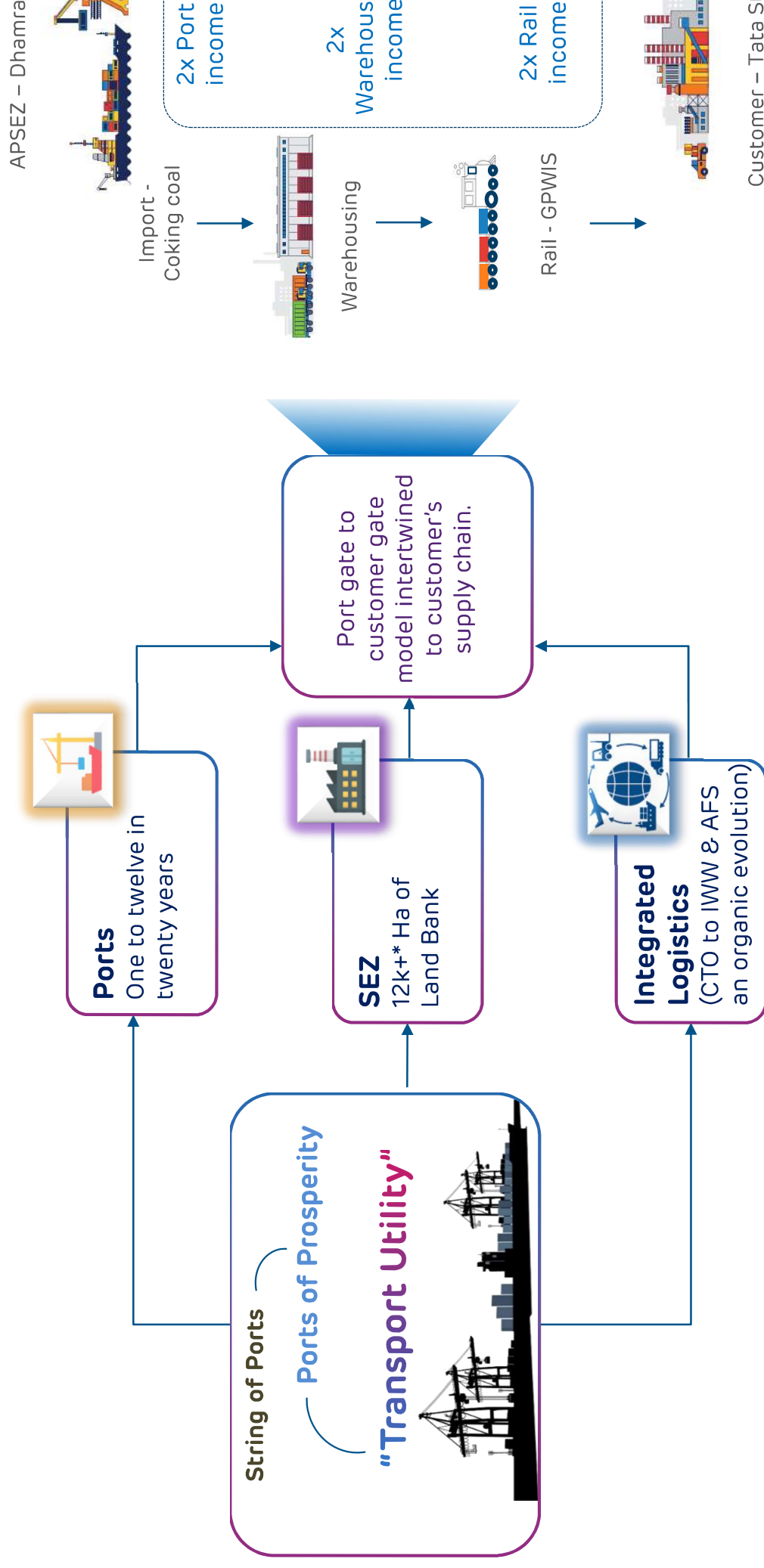
(1) Average Turnaround Time (TAT) for Mundra is 0.56 days in FY20 vs 1.95 days for Major Ports in FY19

(2) COSO – Committee of sponsoring organizations

Company Profile



APSEZ : Largest private transport utility

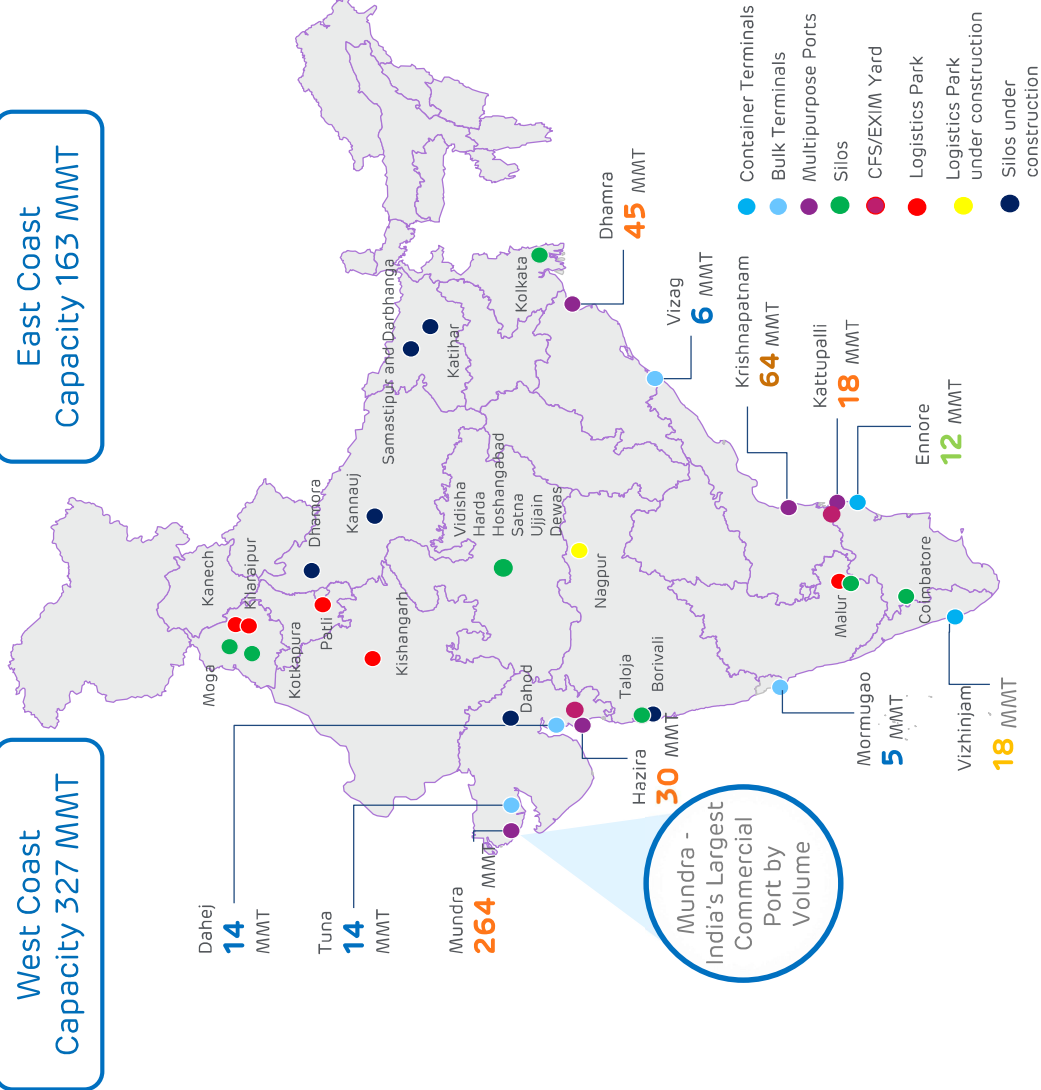


An integrated approach through Ports, SEZ and Logistics creating a multiplier effect

* Includes both SEZ and non SEZ land

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

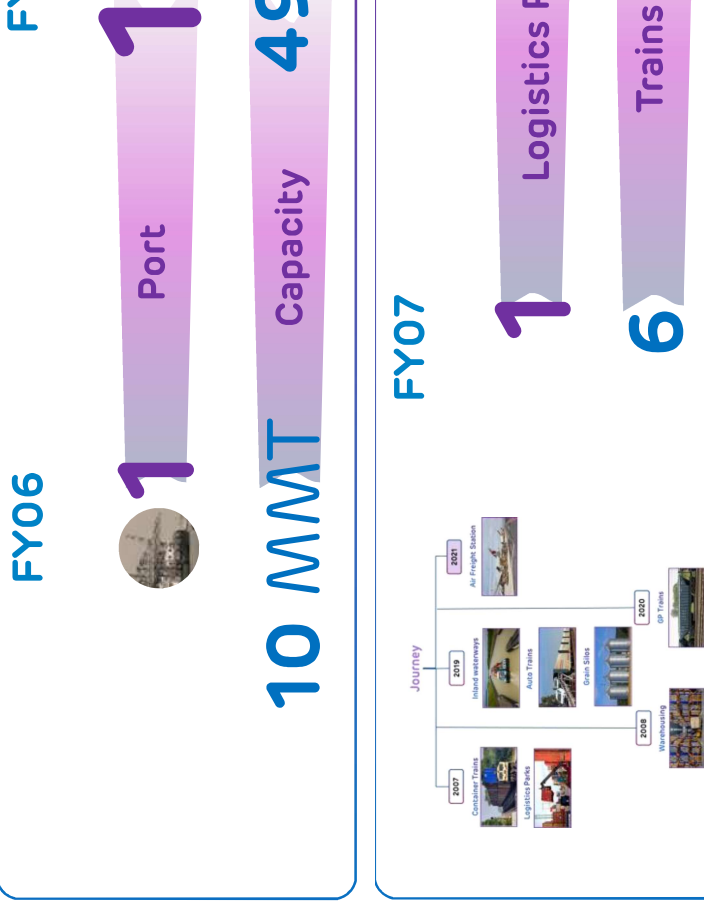
Largest Network of Ports in India



12 ports serving vast economic hinterland of the country

*Two port under construction (Vizhinjam & Myanmar)

Evolution of APSEZ



Value creation in SEZ & port development strategies

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

Operational and Financial Highlights

APSEZ : Operational highlights – Q3 FY21

(YoY)

Highest ever quarterly cargo volume of 76 MMT

37% 

Volume excluding Krishnapatnam Port was 67 MMT

20% 

APSEZ's Market share in cargo volume at 28%.

630  **bps**

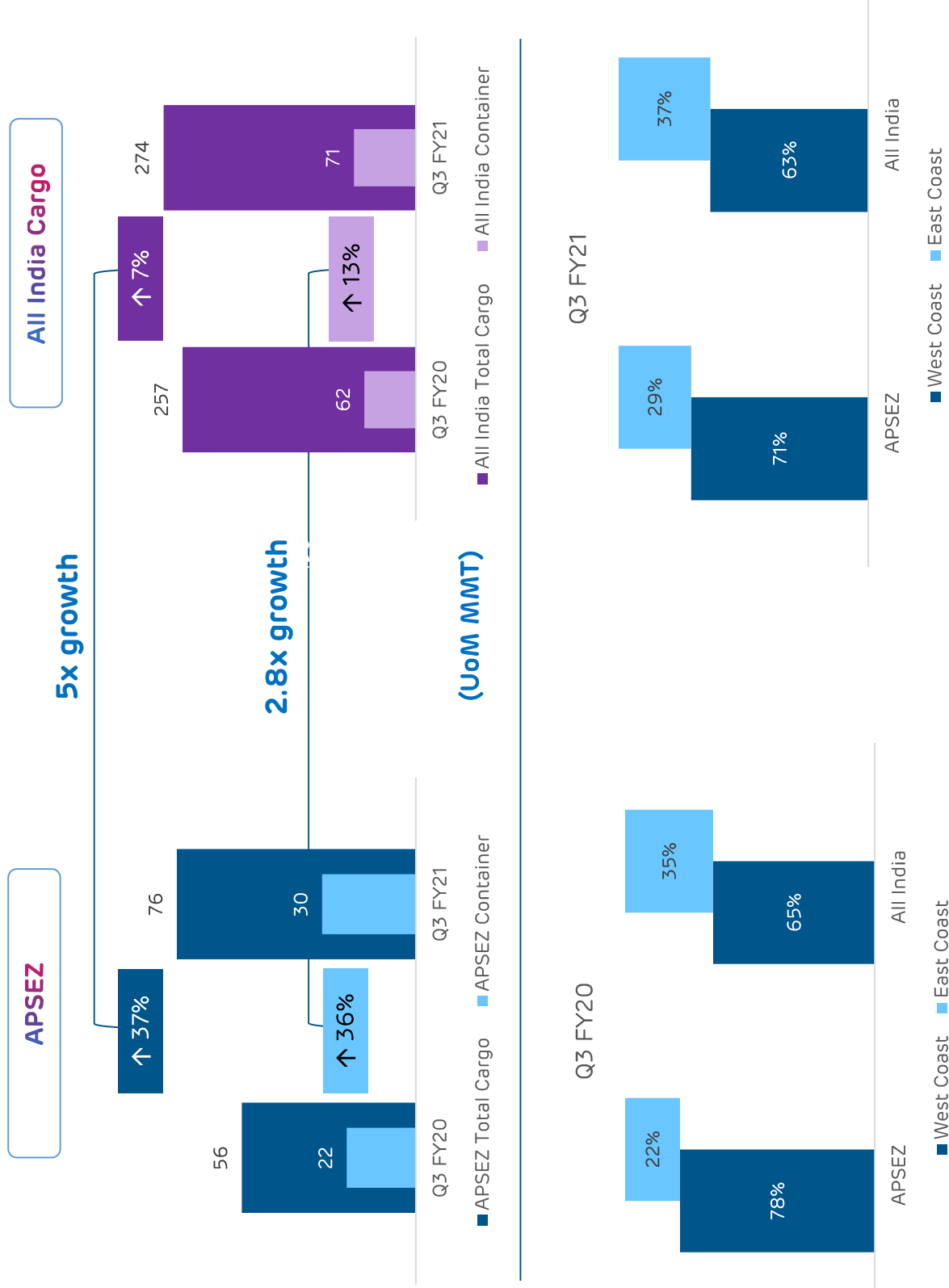
APSEZ's market share in container segment at 43%.

700  **bps**

- Double-digit growth in all types of cargo
- Dry bulk grew by 42%, container by 36% cargo including crude by 24%.
- Double digit growth : Mundra 25%, Dahe 14% and Dhamra 10%.
- Mundra for third consecutive quarter sur volume handled by JNPT (handled 1.59 mn compared to 1.29 mn TEUs handled by JNPT)
- Market share Mundra in all India contain increased to 33%.
- LPG and LNG volume registered growth o 10% respectively over Q2 FY21.
- Five new container services added across Hazira and Kattupalli will add 340,000 TEUs

APSEZ : Cargo volume comparison – Q3 FY21

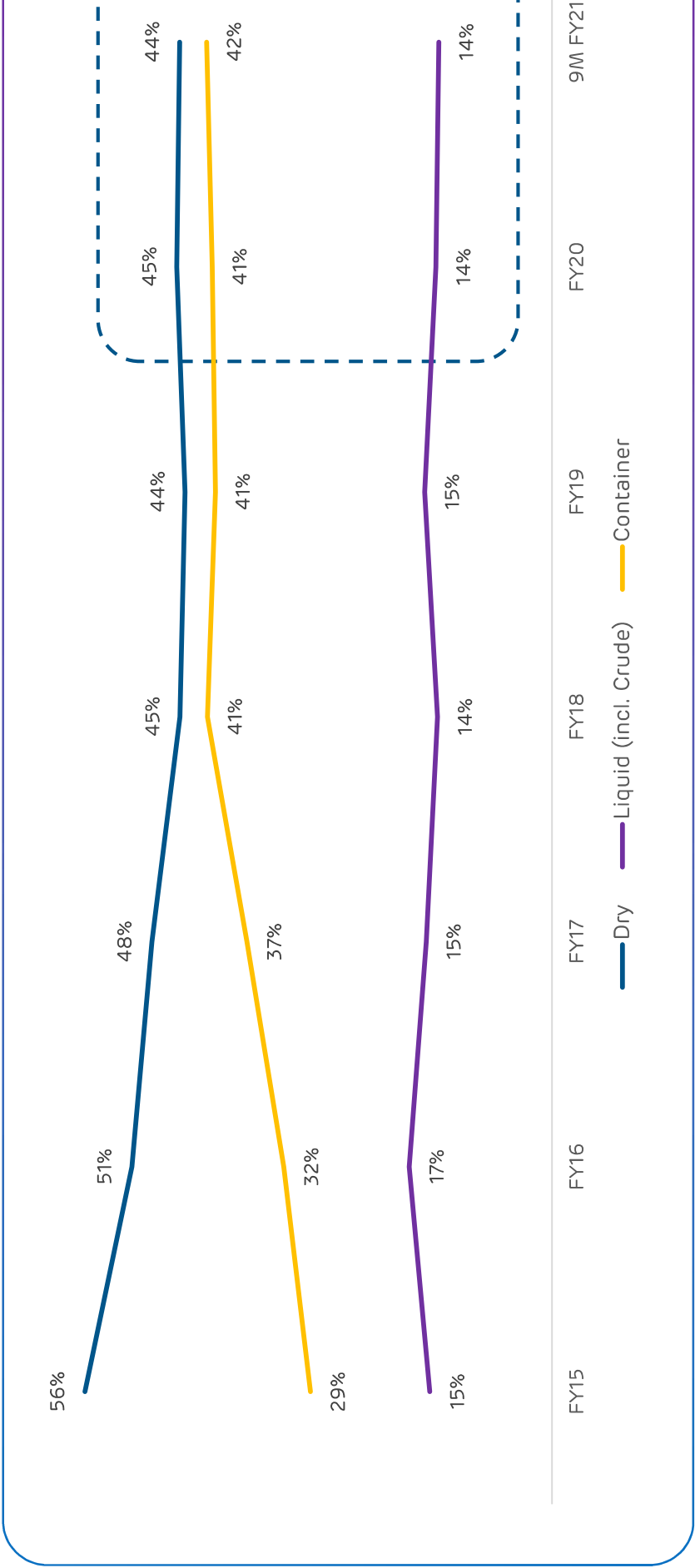
(YoY)



- Higher cargo volume compared to all
- higher growth 36% and 24%
- Also aided ~54%.
- Enhanced acquisition port.
- East coast - west improved (to 29%)

**As per internal estimates. Excluding non Adani and coastal LNG, LPG Volume

APSEZ : Balanced cargo composition



Balance in cargo mix underscores our ability to handle all types of cargo

APSEZ : Financials highlights – Q3 FY21

Operating revenue at Rs.3,746 cr. EBITDA* at Rs.2,488 cr.	12% ↑ 9% ↑	P&L (YoY) - On the back of 37% growth of cargo volume, revenue grew by 35% and port EBITDA by 38%. - Optimal utilization of resources helped improve Port EBITDA margin by 140 bps to 71.7%. - Logistics EBITDA margin improved by 16%. - EPS at Rs.7.69.
Port revenue at Rs.3,279 cr. Port EBITDA* at Rs.2,351 cr.	35% ↑ 38% ↑	
Logistics revenue at Rs.259 cr. Logistics EBITDA at Rs.67 cr.	8% ↑ 16% ↑	ESG & Awards - APSEZ ranked 14th globally out of 102 companies in the transportation and transportation infrastructure sector by Dow Jones Sustainability Emerging Markets Index. - Dhamra port received “Winner Award” in Greentech Environment Awards 2020.
PBT at Rs.2,013 cr. PAT at Rs.1,577 cr.	16% ↑ 16% ↑	
Nine month FCF^ at Rs.4,238 cr.	227% ↑	

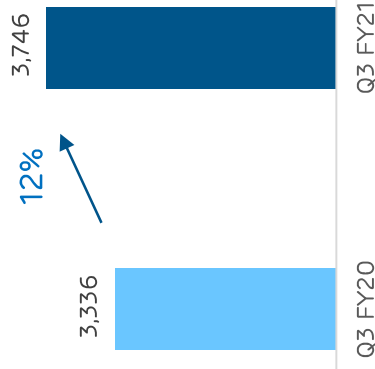
*EBITDA excludes forex gain of Rs.206 cr. in Q3 FY21 vs. forex loss of Rs.145 cr. in Q3 FY20

^Free cash flow = Cash flow from operations after adjusting for working capital changes, Capex and net interest cost)

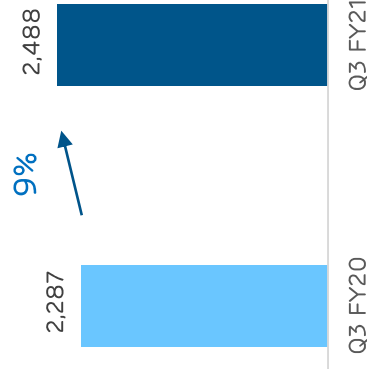
APSEZ : Financials – Q3 FY21

(YoY)

Operating Revenue

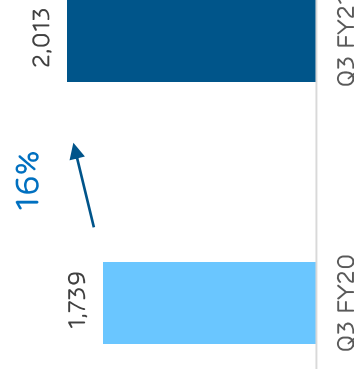


Operating EBITDA*

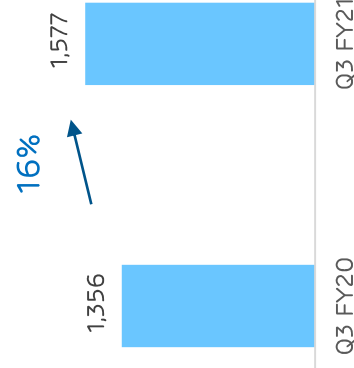


- Operating Revenue growth of 12% on the back of growth in revenue of 35% and higher logistics revenue of 10%
- EBITDA growth lower than revenue growth due to lower operating leverage
- PBT and PAT growth of 16% on the back of higher EBITDA and lower taxes

Profit before tax



Profit after tax



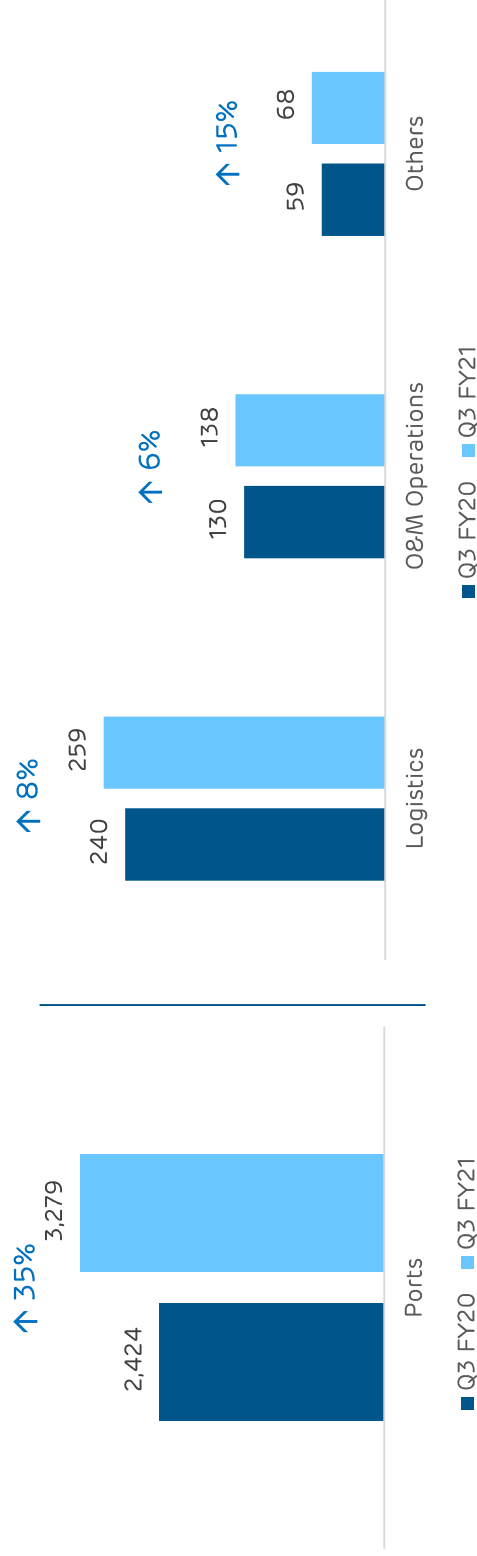
*EBITDA excludes forex gain of Rs.206 cr. in Q3 FY21 vs. forex loss of Rs.145 cr. in Q3 FY20

^ SEZ Revenue at Rs.2 cr. in Q3 FY21 (vs. Rs.484 cr. in Q3 FY20) and EBITDA at Rs.2 cr. (vs Rs.445 cr. in Q3FY20)

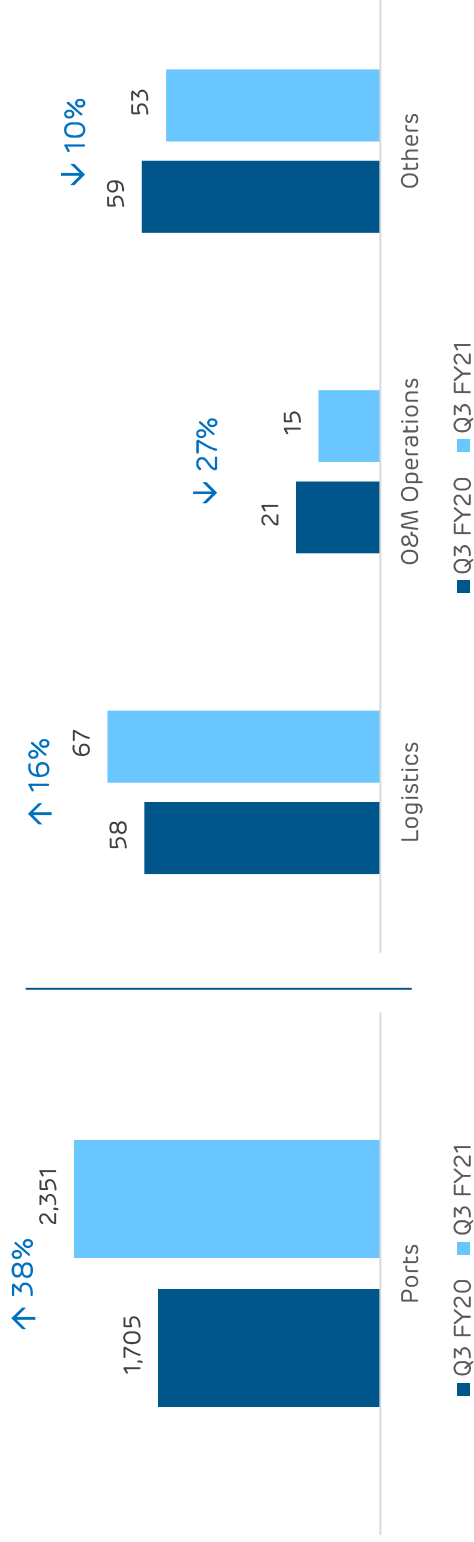
APSEZ : Segment wise Operating Revenue & EBITDA* - Q3 FY21

(YoY)

Segment wise – Operating Revenue



Segment wise – Operating EBITDA



* EBITDA excludes forex

- Port revenue growth of 37% in cargo
- Growth in port revenue due to cargo volume growth handled at JV terminals consolidated.
- Port EBITDA growth due to better cargo composition.
- Port EBITDA margin improved to 71.7% due to operational mix and better cargo mix.
- Logistics margin improved by 26%.
- Increase in logistics revenue due to high realization of routes and discontinued realization, low margin

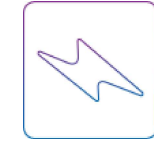
Environment Social & Governance and CSR

Focus Areas

- Committed to reduce carbon emission and become carbon neutral by 2025.
- Efficient use of water and energy from cleaner sources
- Reduction of emission levels
- Zero tolerance for fatalities at ports

APSEZ : ESG update Q3 FY21

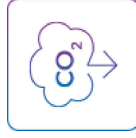
Quarterly Performance



Energy Intensity*

3 % ↑

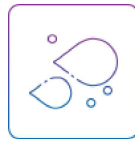
186 GJ/Revenue



Emission Intensity*

2 % ↓

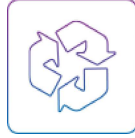
24 tCO2e/Revenue



Water Intensity*

0.5 % ↑

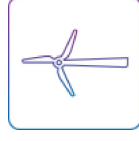
0.32 ML/Revenue



Waste Management*

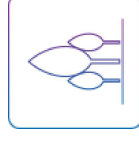
97%

Managed through 5R



Wind Energy #

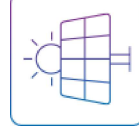
6 MW



Terrestrial Plantation

1.1 Million

Trees Planted



Initiatives till date



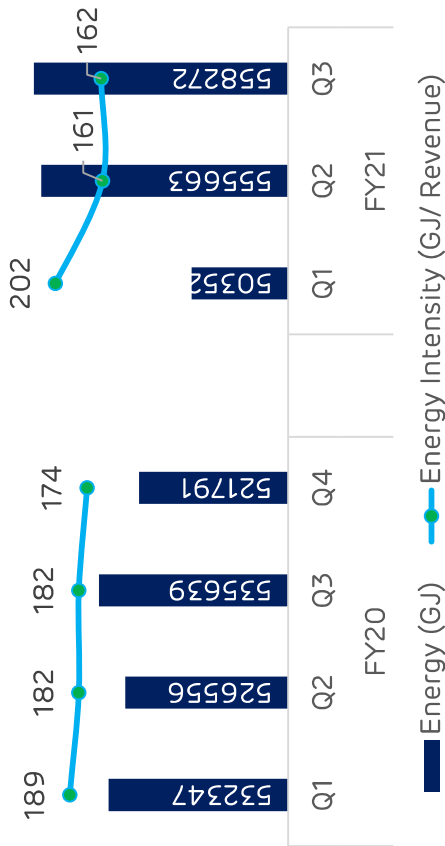
Current ESG Rating

- DJSI – ESG Score improved to 64/100 from 25/100 in 2019
- CDP – Climate Change Score improved to “B-” from “C+” in 2019
- CDP – Obtained an initial Water Security Score “B”, which is same as Asia regional average
- Sustainability - ESG Risk Rating improved to “Low” from “Medium” in 2019
- MSCI – ESG Rating ‘CCC’

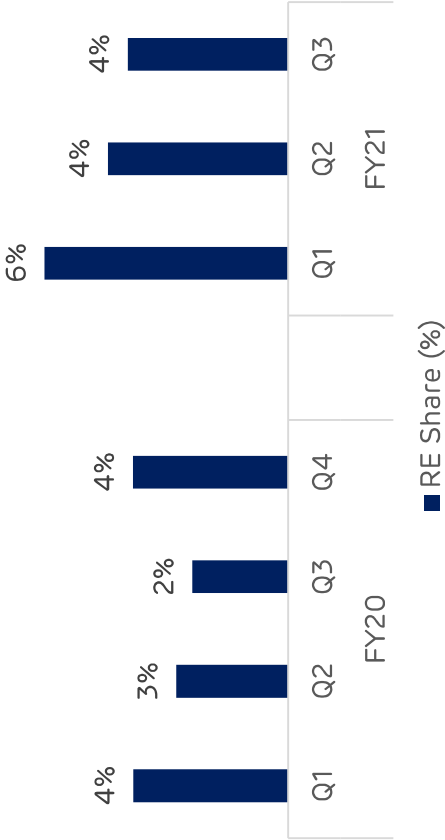
*Compared to Q3 FY20 #Current Capacity

APSEZ : ESG performance trend

Energy



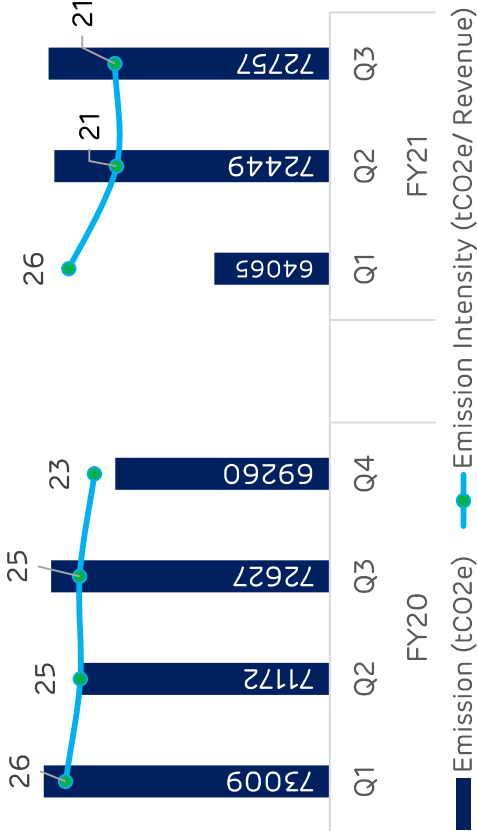
RE Share



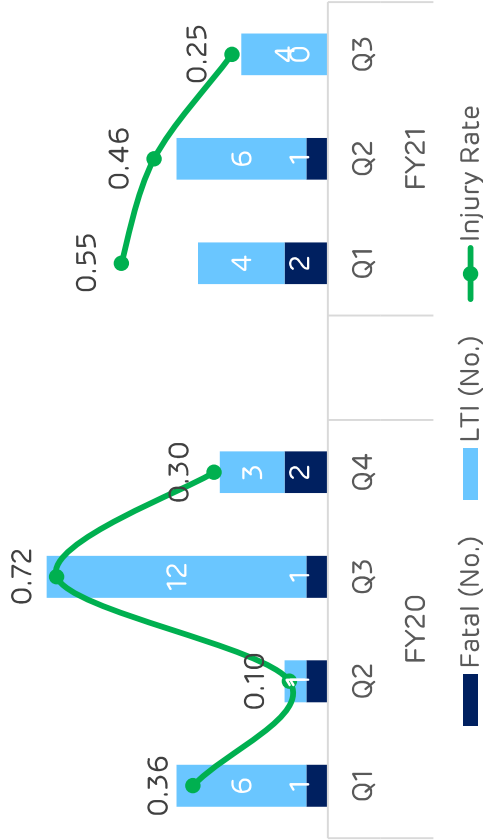
Q3 FY21

- 69% in share in 2% dec
- Intensi
- Energy
- by 3% a
- was lov
- volume
- Safety**
- time in
- contra

Emission

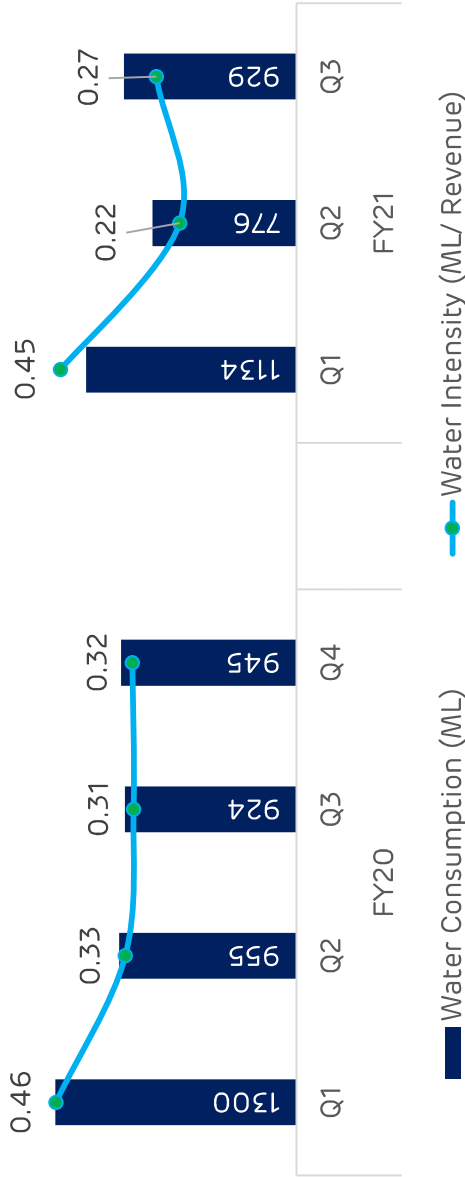


Safety



APSEZ : ESG performance

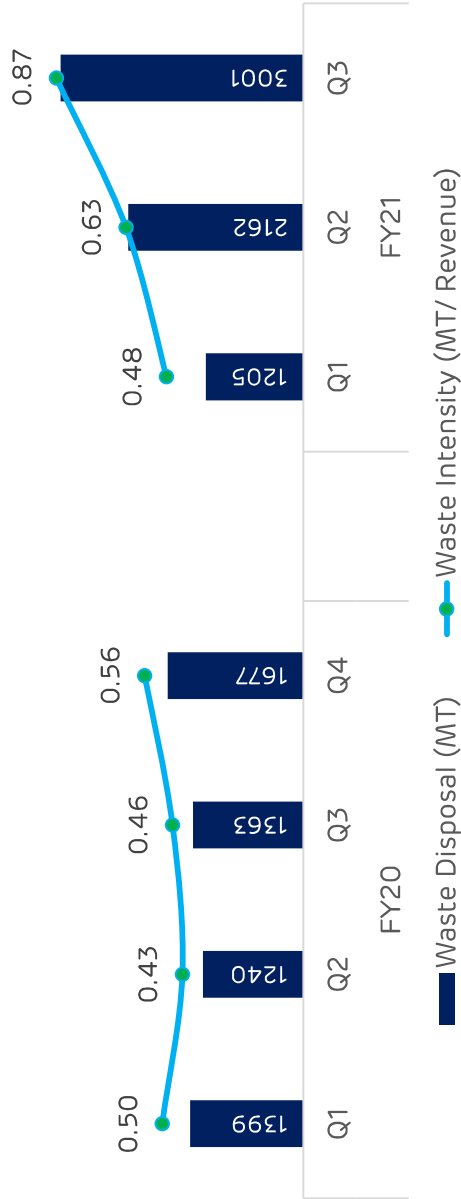
Water Consumption



Q3 FY21 (YoY basis)

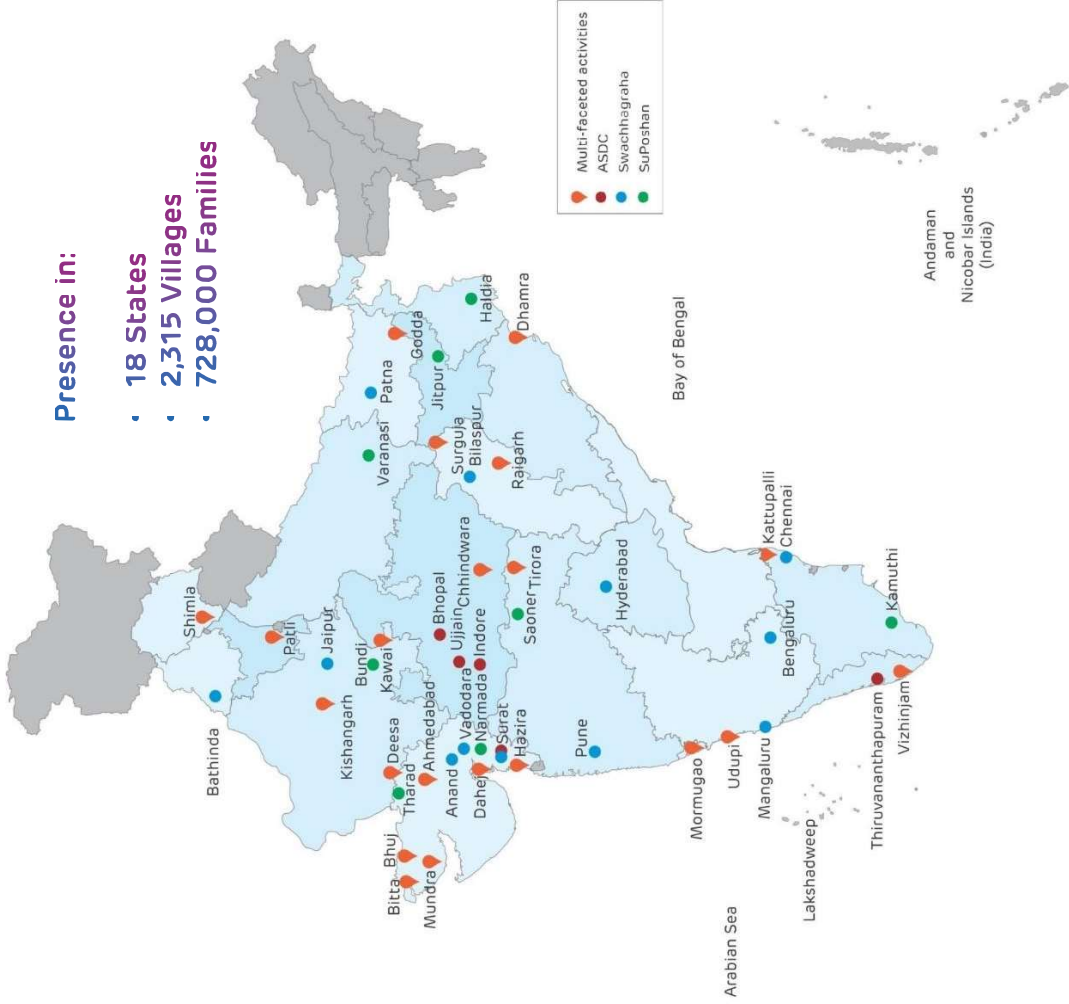
- **162 ML** of treated water reused by horticulture gardening.
- Water intensity has marginally increased by 0.5% due to increased cargo volume.

Waste Disposal



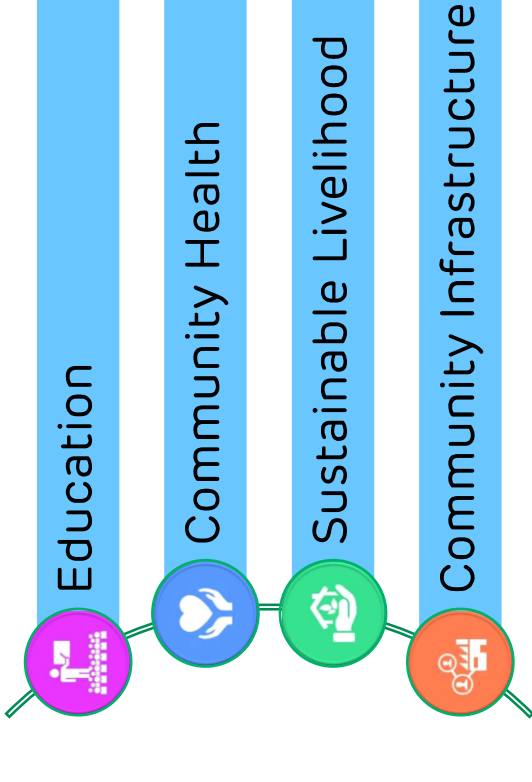
APSEZ : CSR activities enabling social transformation

Adani Foundation's presence across India



ASDC: Adani Skil Development Centre; **Swachhagraha:** a movement to create a culture of cleanliness
SuPoshan: A movement to reduce malnutrition among children

Social Initiatives through Adani Foundation



Inclusive Growth, Safety & Other Initiatives

- Hiring a **diversified pool of talent with due representation**
- **Inclusive growth** of employees/ workers along with
- **Ensuring safety and well-being** of employees/ workers
 - 10204 safety trainings arranged over 2503 FY21
- **Barren/Non-cultivated land used for plants** prevention
- **Land beneficiaries compensated at market determined**

1. Adani Foundation leads various social initiatives at Adani Group

APSEZ : Outlook FY21

Volume

- ❖ In the range of 225 MMT - 230 MMT excluding KPCL.
- ❖ KPCL volume in H2 FY21 to be around 20 MMT.
- ❖ Mundra ~142, Hazira ~22, Dhamra ~32 and Kattupalli ~ 9 to 10 MMT.

Revenue

- ❖ Consolidated revenue expected to be around Rs.12,700 cr.
- ❖ Port revenue to be around Rs.10,800 cr.
- ❖ Logistics revenue to be around Rs.1,000 cr.

EBITDA

- ❖ EBITDA expected to be around Rs.8,200 cr.
- ❖ Port EBITDA margin to continue around 71%.

Capex

- ❖ Capex to be around Rs.2000 cr. (incl. maintenance Capex of around Rs.500 cr.)

Cash Flow

- ❖ Free cash from operations (after adjusting for working capital changes, Capex and net interest cost) to be around ~Rs.5,600 cr.

Net Debt to EBITDA

- ❖ Expected to be in our target range by FY21.

Annexures

- Port wise cargo and financial details
- Operational and Financial highlights 9M FY21
- ESG philosophy
- Results - SEBI Format
- Annexed File – Cargo and Financial Details

ASPEZ : Mundra port cargo volume – Q3 FY21

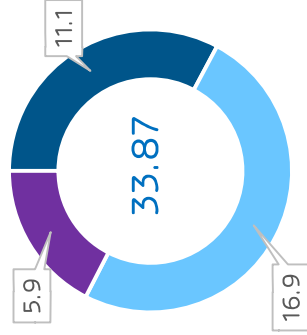
(YoY)

Total Volume (MMT)

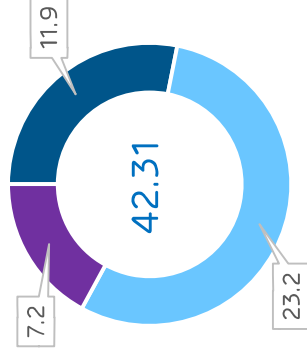
Q3 FY20

Q3 FY21

↑ 25%



■ Dry ■ Container ■ Liquid (incl. Crude)



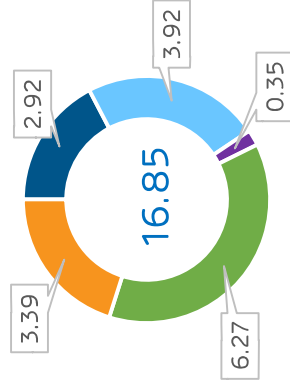
■ Dry ■ Container ■ Liquid (incl. Crude)

Container Volume Break up (MMT)

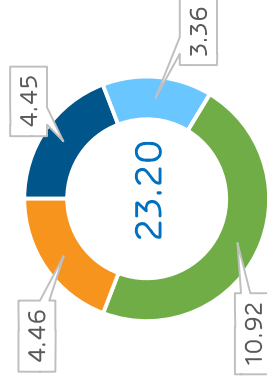
Q3 FY20

Q3 FY21

↑ 38%



■ CT 1 ■ CT 2 ■ CT 3 ■ CT 4 ■ T2



■ CT 1 ■ CT 2 ■ CT 3 ■ CT 4 ■ T2

Revenue & EBITDA*

↑ 10%

1183

1305

813

↑ 9%

Revenue

EBITDA

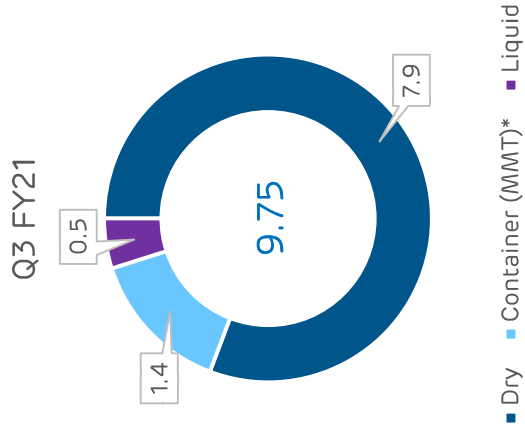
■ Q3 FY20 ■ Q3 FY21

- Continues to be the largest container handler (handled 1.59 mn TEUs vs. 1.29 mn TEUs by JAL)
- New container service added - INGWE and add 181,000 TEUs p.a.)
- Growth in Revenue and EBITDA lower than growth due to higher volume handled by JAL overall cargo and 9% of container.

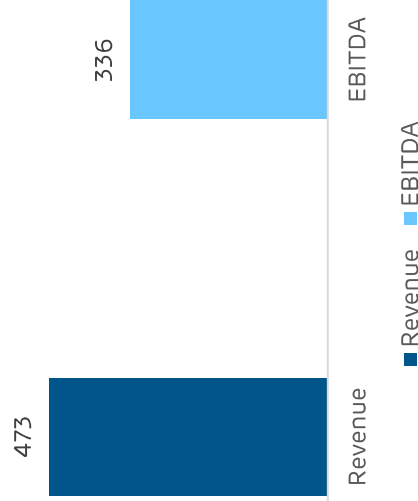
APSEZ : Krishnapatnam port - volume and financials Q3 FY21

(Rs

Volume (MMT)



Revenue & EBITDA*



EBITDA margin (incl. marine services) 71%

EBITDA margin expanded from 54% in Jan '20 to 71% in Oct '20

De-bottlenecking of current capacities and better utilization of existing assets resulted in improvement in realization through -

- Operational process re-engineering
- Higher revenue generation by redefining customer requirements

Drive to re orient the operational contracts and costs incurred in the process resulted in higher efficiencies and cost control through -

- Redefining vendor contracting process

Rationalization of overheads -

- Benchmarking to APSEZ standards
- Identifying and eliminating redundancies

Resulted in consistent EBITDA improvement of ~Rs.300 Crores without incremental Capex

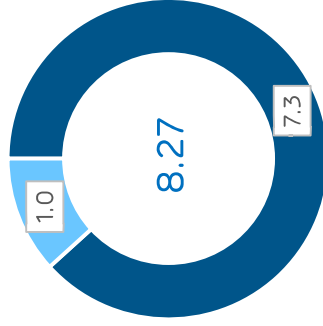
* EBITDA excludes forex | Note - APSEZ acquired Krishnapatnam Port in October of 2020, which is now consolidated, hence the financial numbers of Q3 of FY21 are not comparable to Q3 of FY20.

APSEZ : Dhamra port - volume and financials Q3 FY21

(YoY)

Volume (MMT)

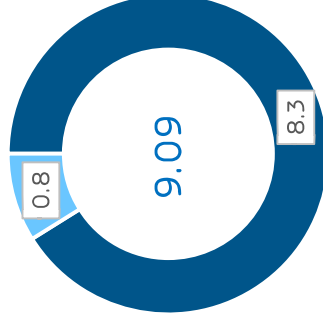
Q3 FY20



■ Dry ■ Liquid

↑ 10%

Q3 FY21



■ Dry ■ Liquid

Revenue & EBITDA

↑ 10%

410



Revenue

■ Q3 FY20 ■ Q3 FY21

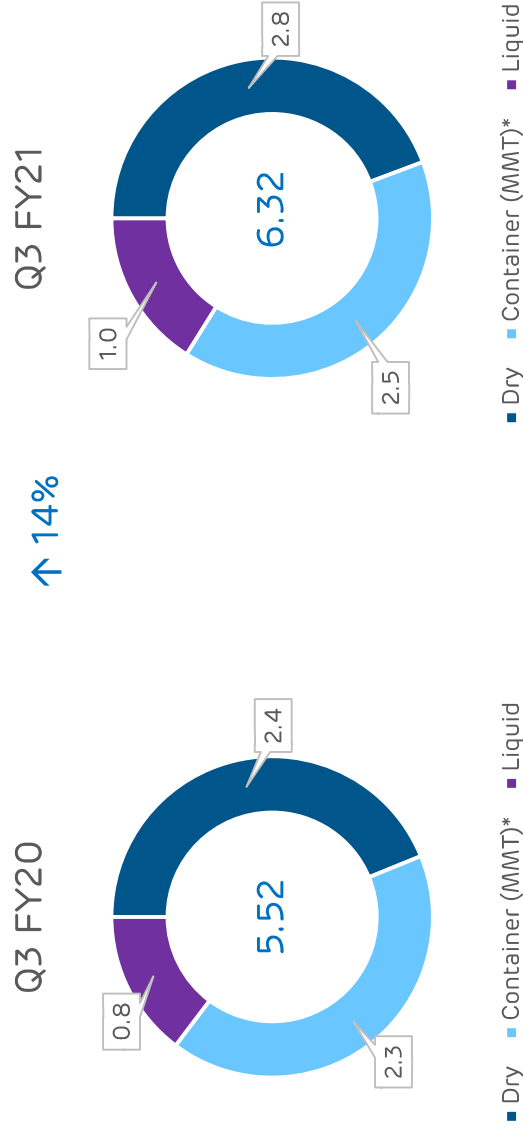
23

- Highest ever cargo volume in a quarter.
- EBITDA growth of 14% in line with cargo growth.
- EBITDA margin increased by 250 bps to 66% due to operational efficiencies.
- Five new contracts signed for handling products like IOF, IOP, Slag and Gypsum – amounting to a total volume of ~9 MMT p.a.

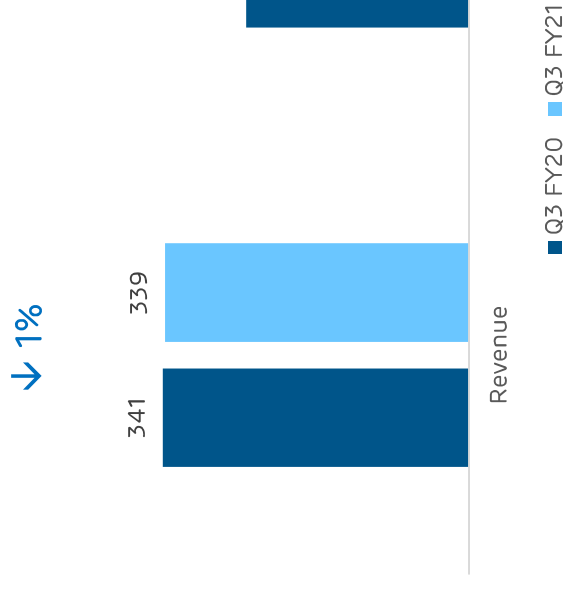
APSEZ : Hazira port - volume and financials Q3 FY21

(YoY)

Volume (MMT)



Revenue & EBITDA



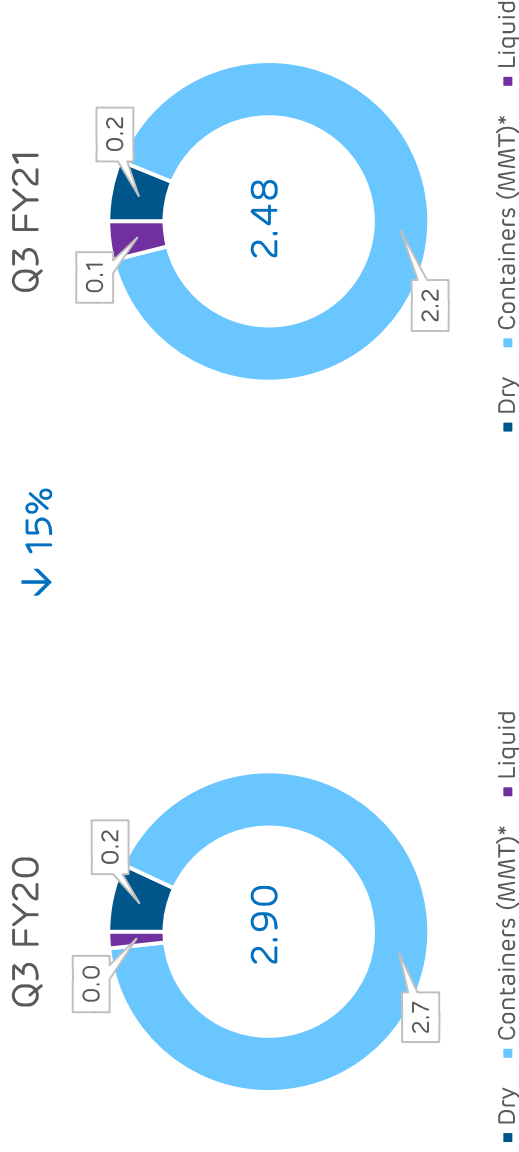
- Growth in Liquid cargo of 24%, Dry cargo of 18%, and Container of 9%.
- New services – Blue Nile and Arabian Star (138,000 TEUs on an annual basis).
- Revenue growth not in line with cargo growth as Q3 FY20 revenue had a one time component of Rs.18 cr. of MGT^ and change in realization due to change in cargo mix in Q3 FY21.
- EBITDA margin improved due to :
 - operational efficiencies, strict control over cost and lower maintenance dredging of Rs.7 cr.
 - higher apportionment of fixed cost and lower donation of Rs.8 cr.

* EBITDA excludes forex | ^Minimum guaranteed tonnage

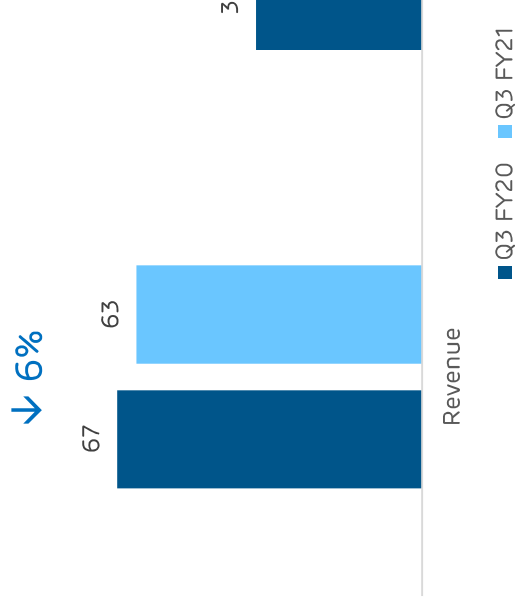
APSEZ : Kattupalli port - volume and financials Q3 FY21

(YoY)

Volume (MMT)



Revenue & EBITDA



- Cargo volume was lower by 15% due to continued impact of COVID19 in the Chennai cluster
- However, cargo volume recovered by 9% on QoQ basis.
- Decline in Revenue was lower than decline in cargo due to handling of higher liquid cargo and better realization in containers.
- EBITDA margin improved by 540 bps to 60% on account of better cargo mix and higher liquid cargo handling.

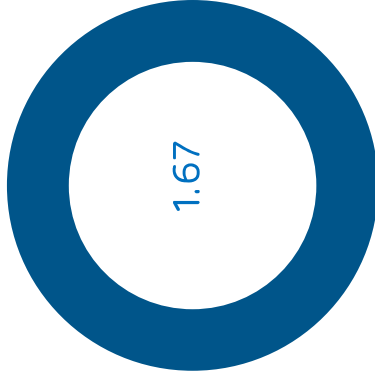
* EBITDA excludes forex

APSEZ : Dahej port - volume and financials Q3 FY21

(YoY)

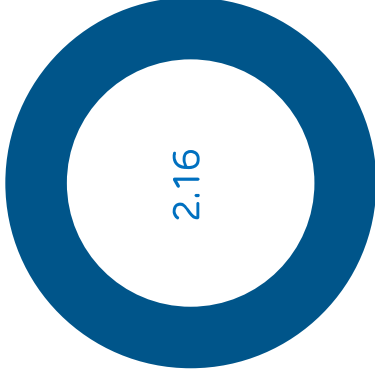
Volume (MMT)

Q3 FY20



↑ 29%

Q3 FY21



Revenue & EBITDA

↑ 20%

98



Revenue

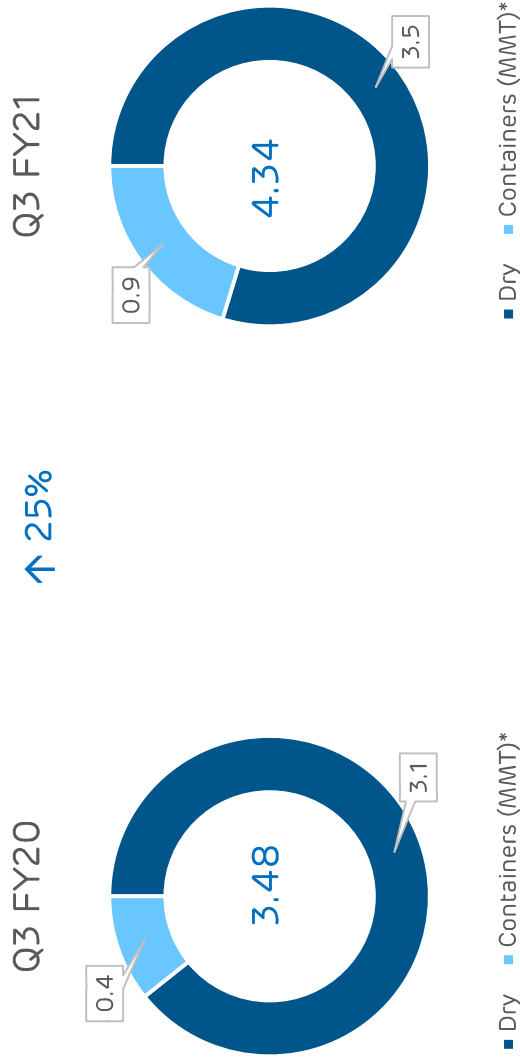
■ Q3 FY20 ■ Q3 FY21

- Growth in revenue is lower due to increase in low realization trading coal volume.
- EBITDA growth higher than revenue growth on account of operating efficiency.
- EBITDA margin up 380 bps to 60% due to savings in operating costs and operating leverage.

APSEZ : Terminals at major ports - volume and financials Q3 FY21

(YoY)

Volume (MMT)



Revenue & EBITDA



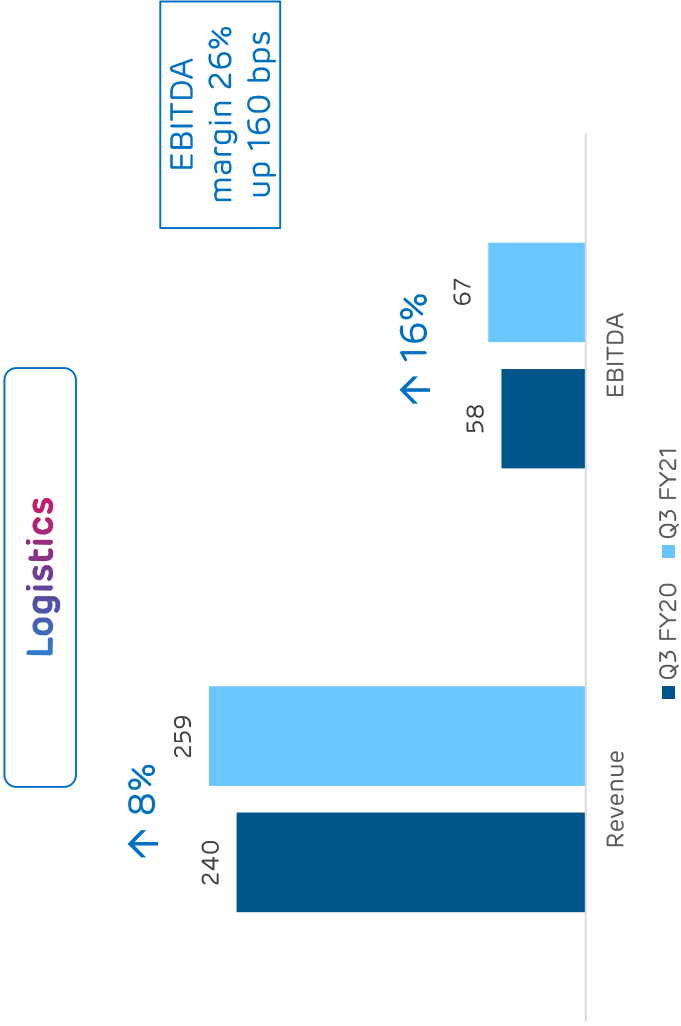
- Higher container volume at Ennore and higher dry cargo at Tuna.
- Revenue growth aided by higher container volume.
- EBITDA grew by 204% due to higher volume, higher realization and lower cost.
- EBITDA margin increased from 14% to 30% due to change in cargo mix.

Higher volume led to significant EBITDA increase

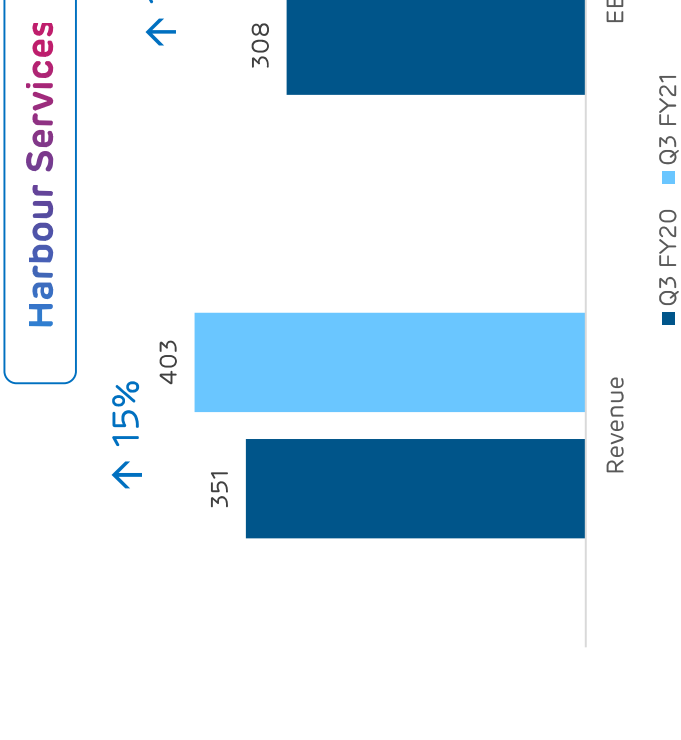
* EBITDA excludes forex

APSEZ : Adani Logistics and Harbour services - financials Q3 FY21

(YoY)



- Increase in logistics revenue and EBITDA due to high realization, high margin new routes and discontinuation of low realization, low margin routes.
- Margin improved by 160 bps to 26% due to higher logistics income with better realization.



- Revenue and EBITDA does not include marine operations at Krishnapatnam

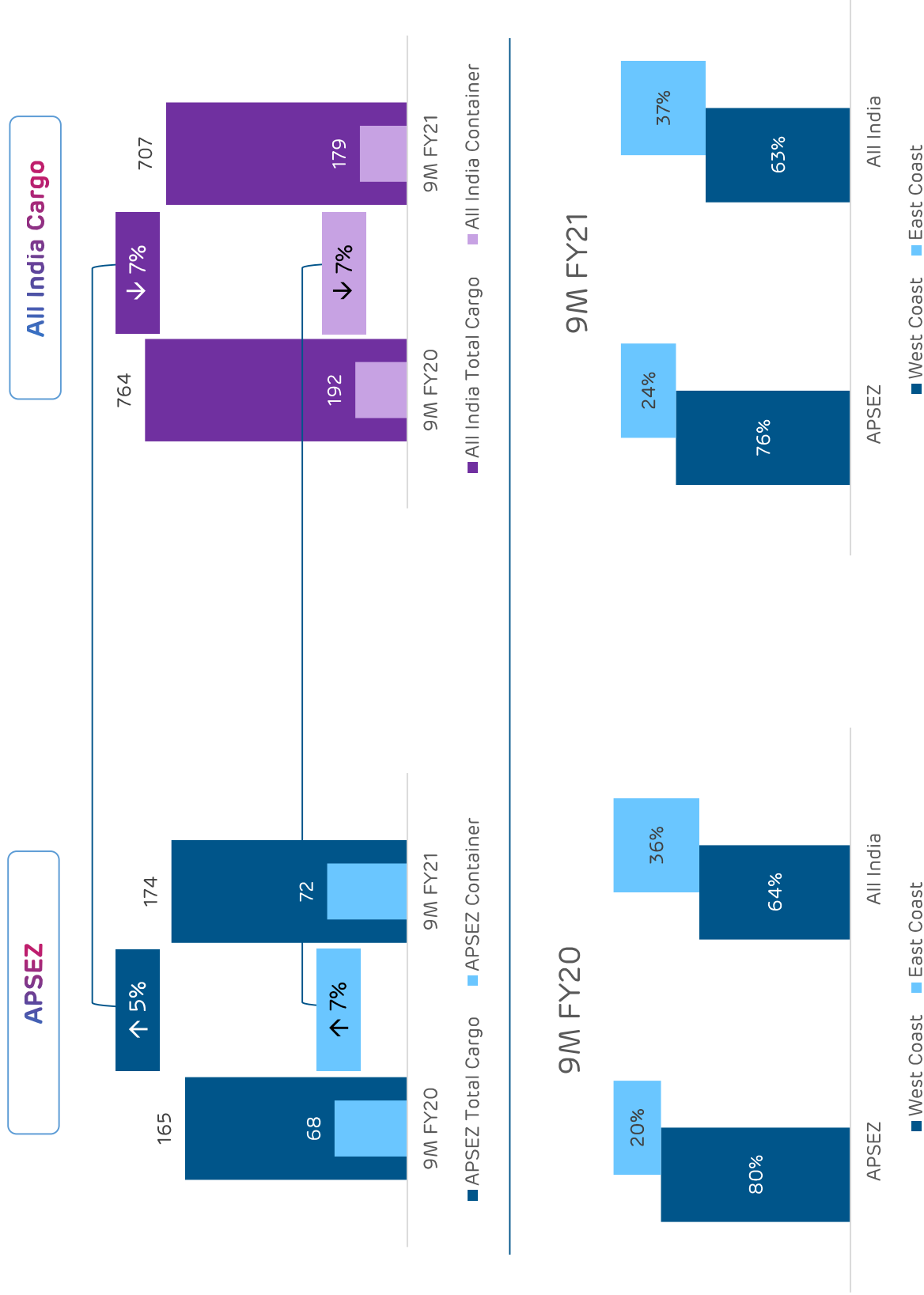
* EBITDA excludes forex | Note - Harbour services include the marine activities (like pilotage and tug hire) at the port locations (Mundra, Hazira, Dahej, Kattupalli and Dhamra)

9M FY21 Financials



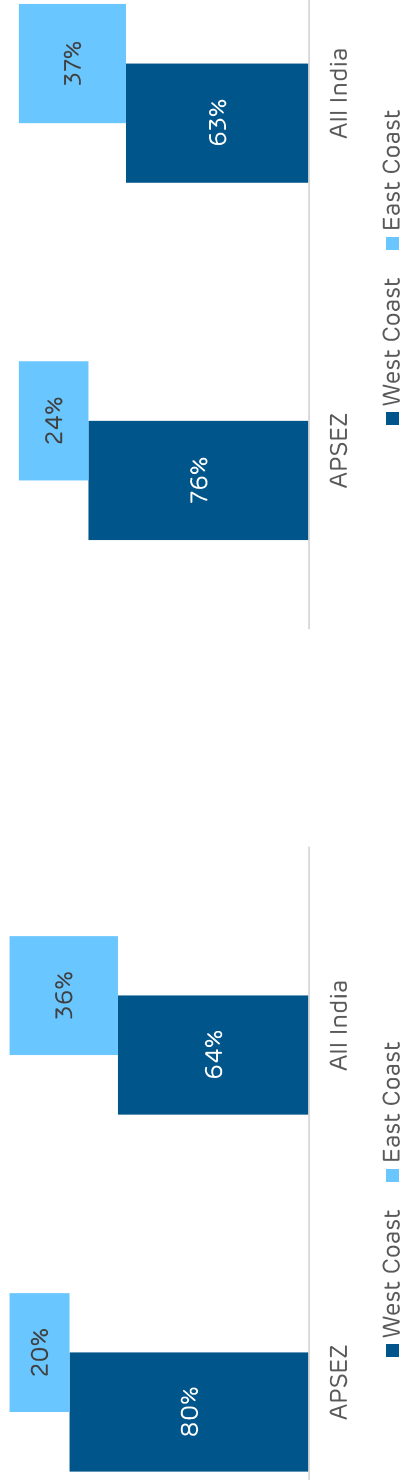
APSEZ : Cargo volume comparison – 9M FY21

(MM



9M FY20

9M FY21

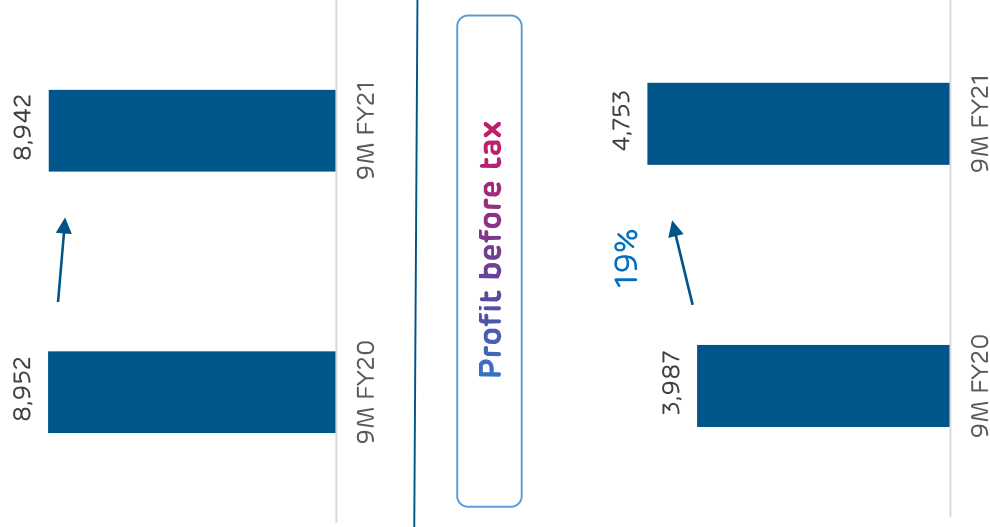


**As per internal estimates. Excluding non Adani and coastal LNG, LPG Volume | APSEZ cargo volume includes KPCL volume for 3 months only, as it was acquired on Oct 1st, 2020

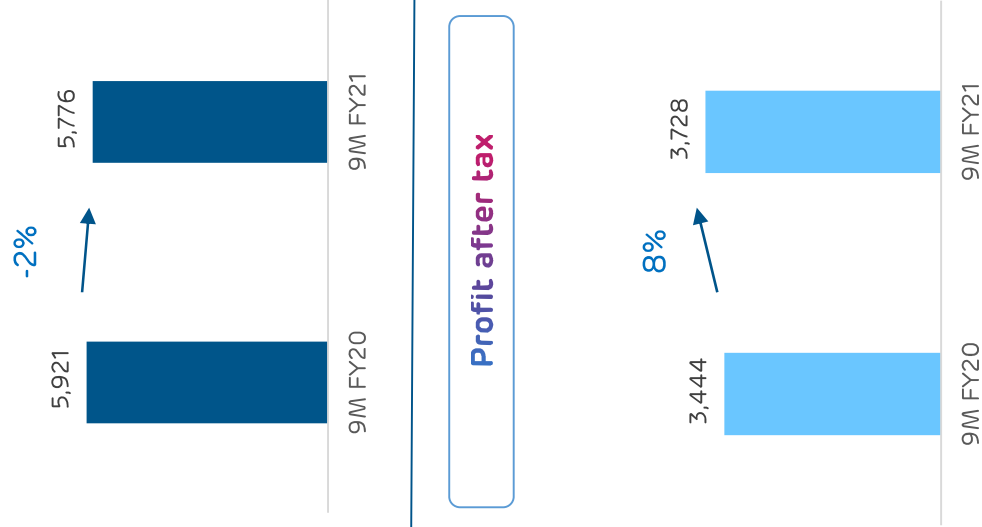
APSEZ : Financials – 9M FY21

(YoY)

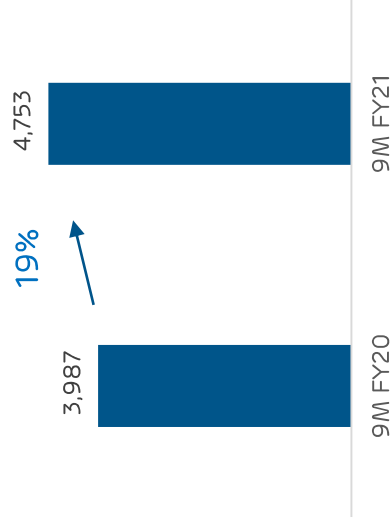
Operating Revenue



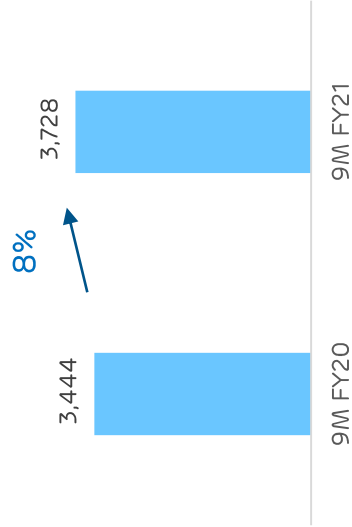
Operating EBITDA*



Profit before tax



Profit after tax



- Revenue and EBITDA of FY20 in spite of income^.
- PBT and PAT growth to forex gain (gain FY21 vs loss of Rs.6 FY20).

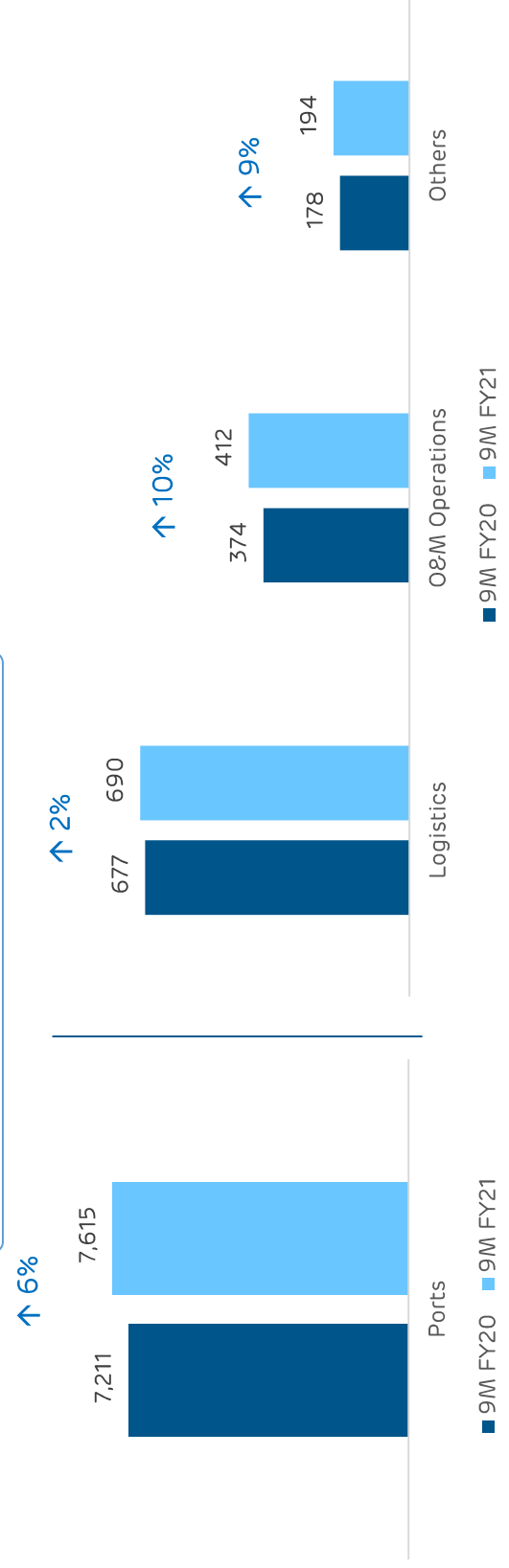
*EBITDA excludes forex gain of Rs.692 cr. in 9M FY21 vs. forex loss of Rs.622 cr. in 9M FY20 | H1 FY20 had a tax reversal of Rs.304 cr.

^ SEZ Revenue at Rs.30 cr. in 9M FY21 (vs. Rs.512 cr. in 9M FY20) and EBITDA at Rs.16 cr. (vs Rs.473 cr. in 9M FY20)

APSEZ : Segment wise Revenue & EBITDA* - 9M FY21

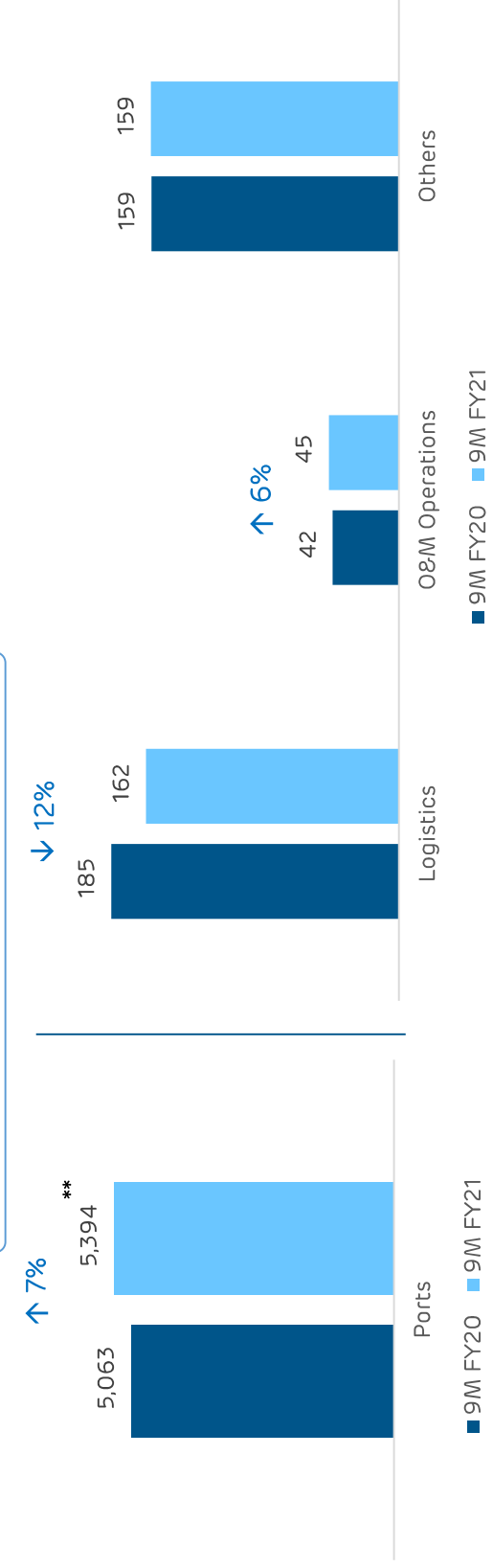
(YoY)

Segment wise - Operating Revenue



- Growth in ports EBITDA is in line with volume growth
- Increase in logistics to high realization and discontinued realization of

Segment wise - Operating EBITDA*



* EBITDA excludes forex | ^ Excludes Donation of Rs.80 Cr (to PM and CM Care Fund) for COVID-19 in 9M FY21. | KPCL Revenue and EBITDA at Rs.473 cr. and Rs.338 cr. respectively

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 Energy Management System (ISO 50001).

Social

- Focus on Employee/ Contractor Worker's Safety
 - Safety trainings **406920 hours In FY20**
- Local procurement is 95% from India in FY20
- Low Employee Turnover – 4%

Governance

- **APSEZ** has board independence at listed company level
- Rigorous audit process followed - Regular assurance by third part conducted as per GRI standards across all subsidiaries
- Related party transactions policy – Strict Implementation of the policy

APSEZ : Consolidated financial performance – SEBI format

Sr. No.	Particulars	Quarter Ended			Nine Month Ended			(₹ in crore)
		December 31,		September 30,	December 31,		December 31,	
		2020	2020	2020	2020	2019	2019	
			Unaudited		Unaudited			Year Ended March 31, 2020 Audited
1	Income a. Revenue from Operations b. Gain arising from infrastructure development at	3,746.49	2,902.52	2,901.95	8,941.70	8,517.58	11,438.77	
	Total	3,746.49	2,902.52	3,336.25	8,941.70	8,951.88	11,873.07	
	c. Other Income	528.30	520.64	494.18	1,505.71	1,422.37	1,861.35	
	Total Income	4,274.79	3,423.16	3,830.43	10,447.41	10,374.25	13,734.42	
2	Expenses a. Operating Expenses b. Employee Benefits Expense c. Finance Costs - Interest and Bank Charges - Derivative Loss/(Gain) (net) d. Depreciation and Amortisation Expense e. Foreign Exchange (Gain)/Loss (net) f. Other Expenses	916.28 160.70	750.85 147.00	767.91 128.11	2,273.62 448.07	2,175.09 395.86	3,097.26 546.52	
	Total Expenses	2,258.61	1,622.78	2,091.40	5,686.63	6,328.30	9,427.48	
3	Profit before share of profit/(loss) from joint ventures and associates, exceptional items and tax (1-2) Share of profit/(loss) from joint ventures and associates (net)	2,016.18 (3.67)	1,800.38 (2.86)	1,739.03 (0.16)	4,760.78 (7.81)	4,045.95 (0.13)	4,306.94 (4.39)	
5	Profit before exceptional items and tax (3+4)	2,012.51	1,797.52	1,738.87	4,752.97	4,045.82	4,302.55	
6	Exceptional items (refer note 15)	-	-	-	-	(58.63)	(58.63)	
7	Profit before tax (5+6)	2,012.51	1,797.52	1,738.87	4,752.97	3,987.19	4,243.92	
8	Tax Expense/(Credit) (net) (refer note 7) - Current Tax - Deferred Tax	435.97 394.87 50.14	403.83 441.52 (0.02)	382.44 270.36 134.26	1,024.91 1,030.67 69.20	542.87 776.99 (156.00)	459.39 707.49 (144.60)	
9	Profit for the period/year (7-8) Attributable to: Equity holders of the parent Non-controlling interests	1,576.54 (9.04)	1,393.69 (37.67)	1,356.43 (22.18)	3,728.06 (74.96)	3,444.32 (78.12)	3,784.53 (103.50)	
	Total Comprehensive Income for the period/year	1,561.48	1,387.00	1,352.17	3,706.50	3,428.74	3,763.13	
	Attributable to: Equity holders of the parent Non-controlling interests	1,560.72 15.06	1,408.73 6.69	1,388.27 4.26	3,723.33 21.56	3,454.33 15.58	3,821.15 21.40	
11	Total Comprehensive Income for the period/year Attributable to: Equity holders of the parent Non-controlling interests	1,545.66 15.06	1,402.04 6.69	1,384.01 4.26	3,701.77 21.56	3,438.75 15.58	3,800.19 20.96	

APSEZ – Details Annexed in Linked File

1. Port-wise Cargo Volume Q3 and 9M FY21
2. Ports and Logistics Vertical Key Financial Performance Q3 FY21 and 9M FY21

Please double click on the icon to open -



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