

## Media Release

August 10, 2011  
Ahmedabad

**Consolidated Q1FY12 Net Sales up 63% to Rs. 9,596 crore**

**EBIDTA up by 25% to Rs. 1,222 crore**

### Editor's Synopsis

- Net sales for Q1FY12 jumped by 63% to Rs. 9,596 crore
- EPS for Q1FY12 at Rs. 5.18 per share
- First domestic MDO (mine development and operator) set for launch as Parsa East and Kante Basan coal blocks get preliminary environment nod
- Coal trading business grew by 23% to 10.18 MMT vs 8.27 MMT a year ago
- Scale up across all the businesses is on track and a sustainable cash generating model is in place

Adani Enterprises Ltd, the flagship company of the Adani Group – India's leading integrated energy & infrastructure conglomerate, today reported its financial results for the first quarter ended June 30, 2011.

Consolidated net sales for the quarter ended June 30, 2011 were at Rs. 9,596 crore, registering a growth of 63%, compared to Rs. 5,899 crore in the same period last year. Net Profit for Q1FY12 rose by 1% to Rs 570 crore, as compared to Rs 565 crore in the corresponding period last year.

The EBIDTA margin for Q1FY12 was at 13% vs. 17% in Q1FY11, mainly due to lower plant load factor in the power business because of a planned shutdown. The net profit margin for Q1FY12 stood at 6% vs. 10% in Q1FY11, due to higher interest and depreciation charges. Earnings per share for Q1FY12 is Rs 5.18 as compared to Rs 5.69 in the corresponding period a year ago.

Commenting on the quarterly results, Mr Gautam Adani, Chairman, Adani Enterprises Ltd, said, "Adani Enterprises' growth trajectory to emerge as India's largest private sector energy and logistics conglomerate is well on track. It has attained the critical mass to position itself as an integrated infrastructure player encompassing the entire value chain from captive coal mines to coal trading, managing ports and logistics, power generation and power transmission".

**Consolidated Financial Highlights:**

(Rs in crore)

	Q1		
	June 2011	June 2010	%
Sales	9,596	5,899	63%
EBITDA	1,222	976	25%
EBIDTA Margin	13%	17%	
PAT	570	565	1%
PAT Margin	6%	10%	

**Segment wise EBIDTA breakup:**

(Rs. in crore)

Particulars	Q1FY12	Q1FY11
Power	458	220
Port	389	311
Coal Trading	356	345
Other Businesses	19	100

**Business Highlights:****1. Power Generation:**

Adani Power synchronised its 2nd Supercritical Power Unit of 660 MW at Mundra; thus emerging as India's largest private thermal power producer. The current power generation capacity is now at 2,640 MW (including the second synchronised supercritical unit of 660 MW at Mundra).

**2. Port Operations**

The Mundra Port handled highest ever cargo in a quarter of 15.08 million tonnes in Q1FY12, making it the fifth largest commercial port in India. It aims to handle total cargo capacity of about 300 million tonnes by 2012-13 including Abbot Point.

Mundra Port and Special Economic Zone Ltd completed acquisition of Abbot Point Coal Terminal in a record 28 days after it won an Australian \$1.8 billion (USD \$2 billion) bid in May 2011.



The Abbot Point Terminal is a fully mechanized port which has capacity of handling 50 MMTPA with further scope of raising it to upto 80 MMTPA

The company's total port handling capacity now stands at more than 150 million tonnes, making Mundra Port one of India's largest ports in term of handling capacities.

### **3. Mine Developer and Operator (MDO)**

Parsa Kante Collieries is set to become the first domestic mine developer and operator in India. The company, a joint venture between Adani Enterprises and state-run Rajasthan Rajya Vidyut Utpadan Nigam Ltd, has received preliminary nod for development of the Parsa East and Kante Basan coal blocks which have a combined peak production of 15 MMTPA.

These two blocks are estimated to have coal reserves of approximately 452 million tonnes. The mining agreement is valid for a period of 30 years from the date of signing.

### **4. Real Estate**

Launched Phase II of Shantigram, one of the largest and most modern futuristic township of its kind, spread over 616 acres in Ahmedabad (saleable area 42 Million sq ft). Construction of the first phase consisting of 2 Million sq ft, which will have 1000 residential units has already begun.

### **About The Adani Group**

The US \$ 6 billion Adani Group is ranked amongst the top 10 and fastest growing business houses in India. An integrated energy & infrastructure conglomerate, the Group has leveraged its strong project execution capabilities in key traditional industry verticals like Infrastructure, Mining, Power, Ports and SEZ to achieve significant growth and stakeholder value.

Founded in 1988, the Adani group today employs over 8,500 people across 3 continents. It has truly metamorphosed from being a trusted trading house into a diversified multinational conglomerate with integrated operations across India, Indonesia and Australia.

Adani Enterprises Ltd, the Adani Group's flagship company, has featured in the Forbes Asia's Fab 50 for last two consecutive years. Forbes also ranked Adani Group chairman Gautam Adani as the 7th Richest Indian in 2011, while Fortune ranked him as the Business Leader of the Next Decade in its February 2011 issue. Recently, Adani Enterprises has been conferred with the 'Business Superbrand 2010' status by the Superbrands Council of India.



## Our businesses

**Power:** Spearheading the Adani Group's foray into power infrastructure is Adani Power, which is implementing 16,500 MW of power generation projects at six locations across India, with the objective of generating 20,000 MW by 2020. It is also actively investing in cross country power transmission lines. Adani Power is credited with commissioning of India's first environment friendly and energy efficient supercritical technology based 660 MW power unit. Adani Power is today the country's largest thermal power producer in private sector.

**Port Infrastructure:** The Adani Group is also engaged in the development of port and special economic zone, logistics management (shipping to container train movement), storage and movement (food grain and orchard products) as well as realty development. The Adani Group established India's largest private sector port and Special Economic Zone at Mundra (Gujarat) and is engaged in developing ports/terminals at Dahej, Hazira, Mormugao and Visakhapatnam in India and Adani Abbot Point in Australia. The Group is focused on emerging as the largest port in the country by aiming to handle 200 million tonnes of cargo by 2020.

**Coal:** The Adani Group is the country's largest importer and supplier of coal and is also its leading private mine developer and operator. It also owns mining and development rights for 130 Million tonnes coal mining in India. Adani owns coal mines in Indonesia and Australia.

**Agro-products:** The Adani Group is also engaged in the business of agro-products (wheat, pulses and edible oil); its 'Fortune' brand is the largest edible oil brand in India today.

**Oil & Gas:** The Adani Group's energy business basket includes the supply of Compressed Natural Gas to automobiles and piped natural gas to household users. It also has ventured into oil and gas exploration and production with assets in India, Thailand and Egypt.

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