

adaniTM



Resources



Logistics



Energy

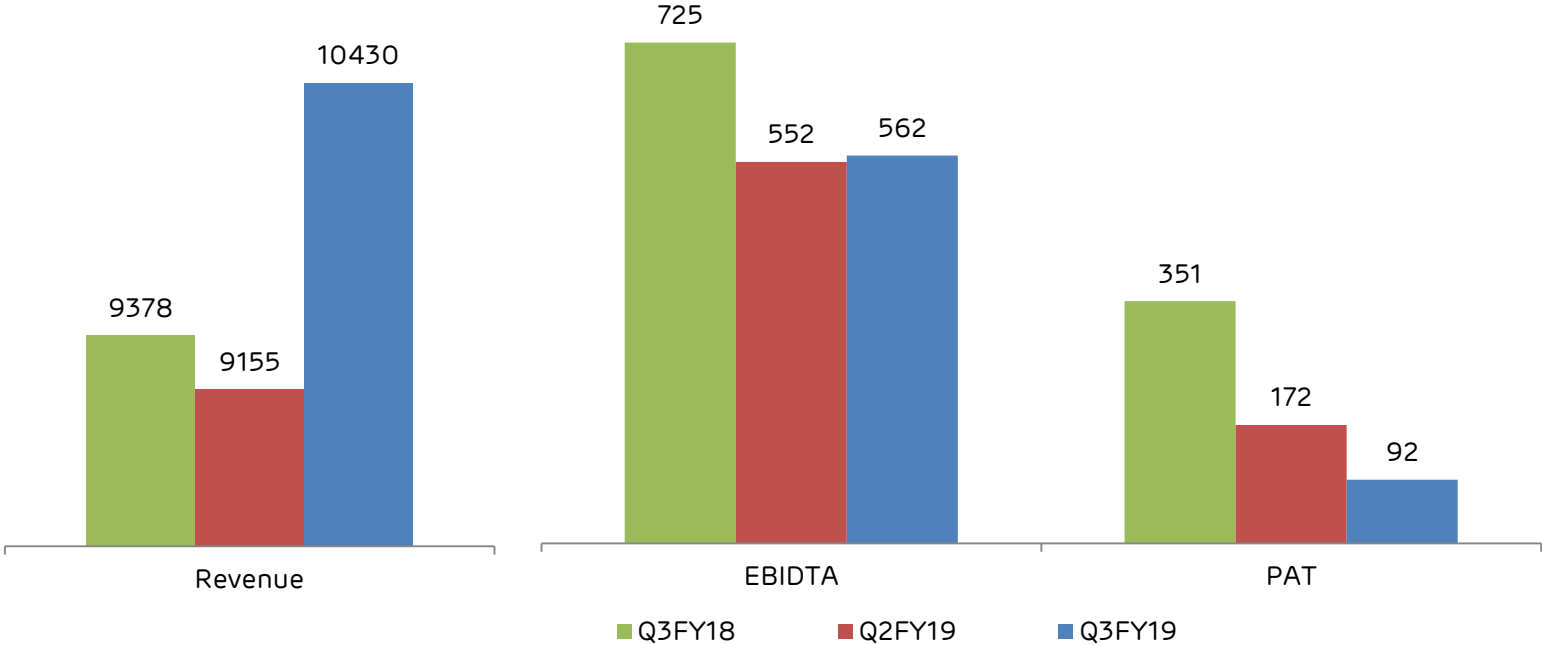
Adani Enterprises Limited

Q3FY19 Result Analyst Presentation

February 2019

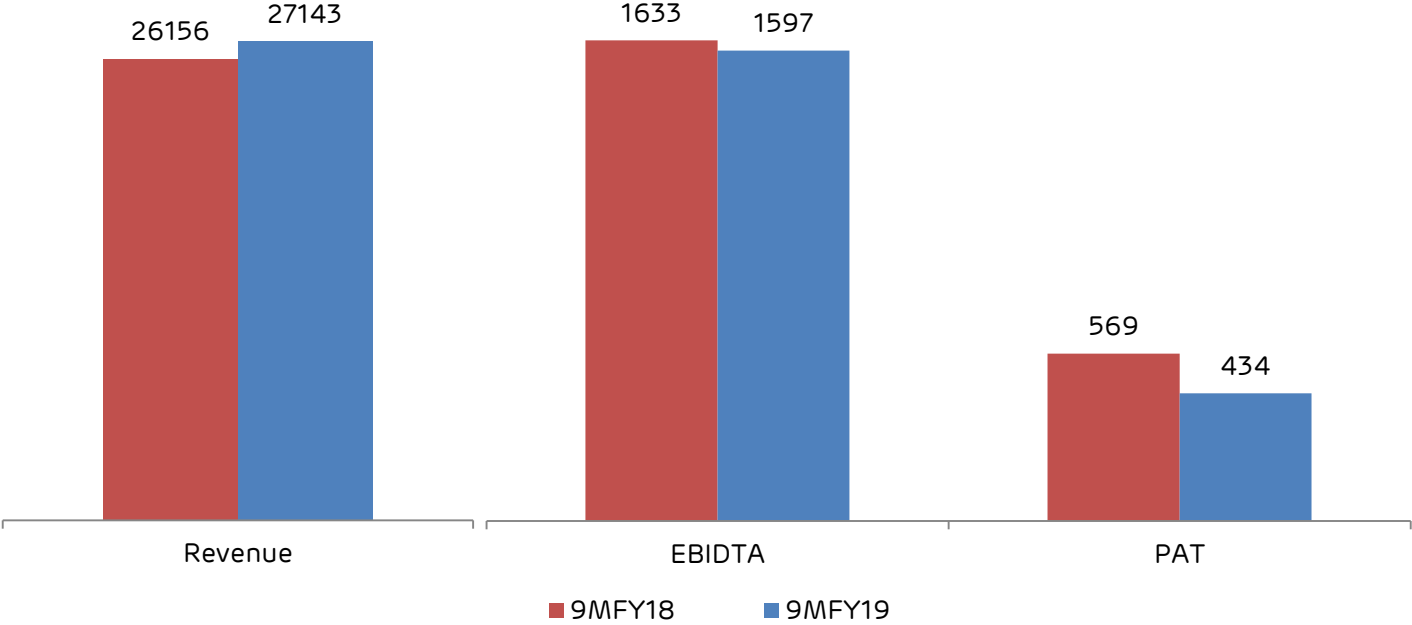
Consolidated Results Highlights

Quarterly Highlights (Rs Cr)

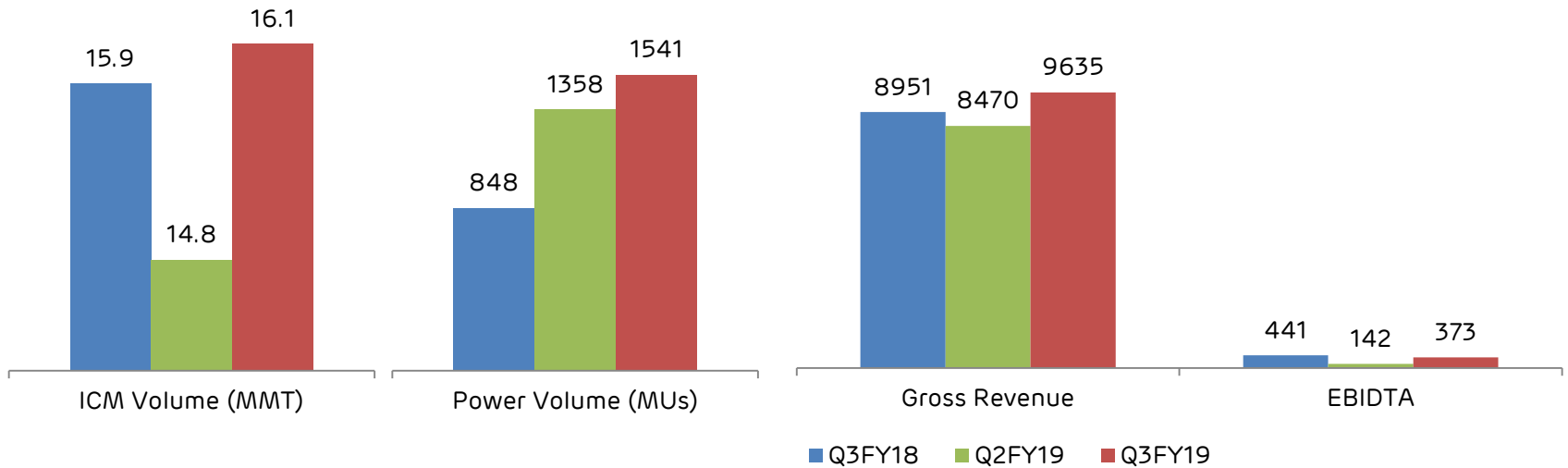


Consolidated Results Highlights

9M FY19 Highlights (Rs Cr)

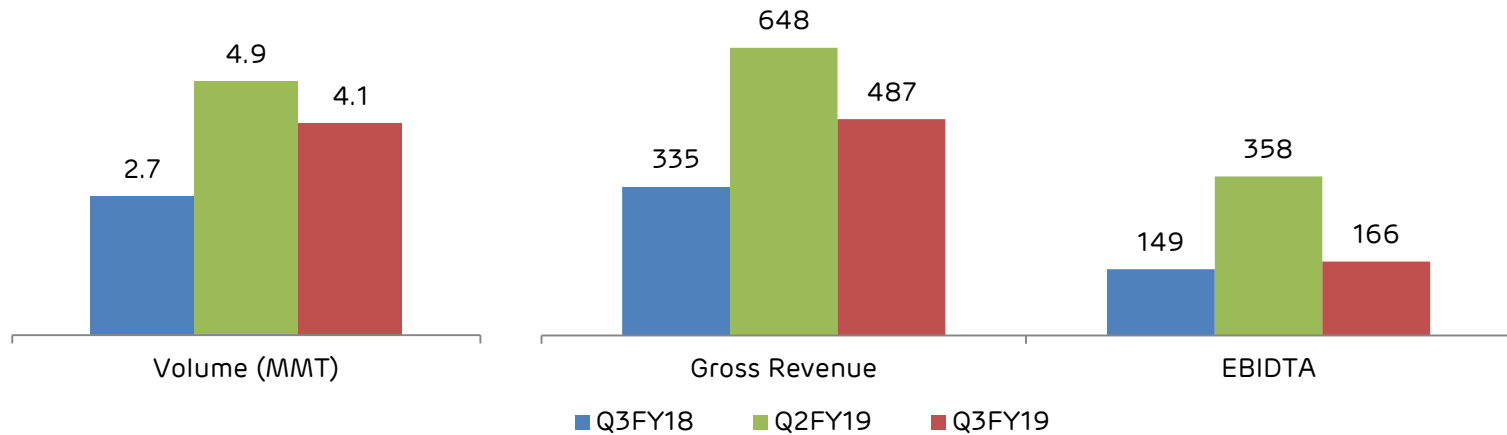


Performance Highlights (Rs Cr)



- Q3 FY19 ICM Volumes increased by 8% Q-o-Q to 16.1 MMT vs. 14.9 MMT in Q2 FY19 and Q3 FY18 (15.9 MMT)
- Q3 FY19 Power Trading Volumes increase by 13% Q-o-Q to 1541 MUs vs. 1358 MUs in Q2 FY19 and increased by 82% Y-o-Y vs. 848 MUs in Q3 FY18
- Q3 FY19 EBIDTA stood at INR 373 Cr on higher margins against INR 142 Cr in Q2 FY19 and INR 441 Cr in Q3 FY18

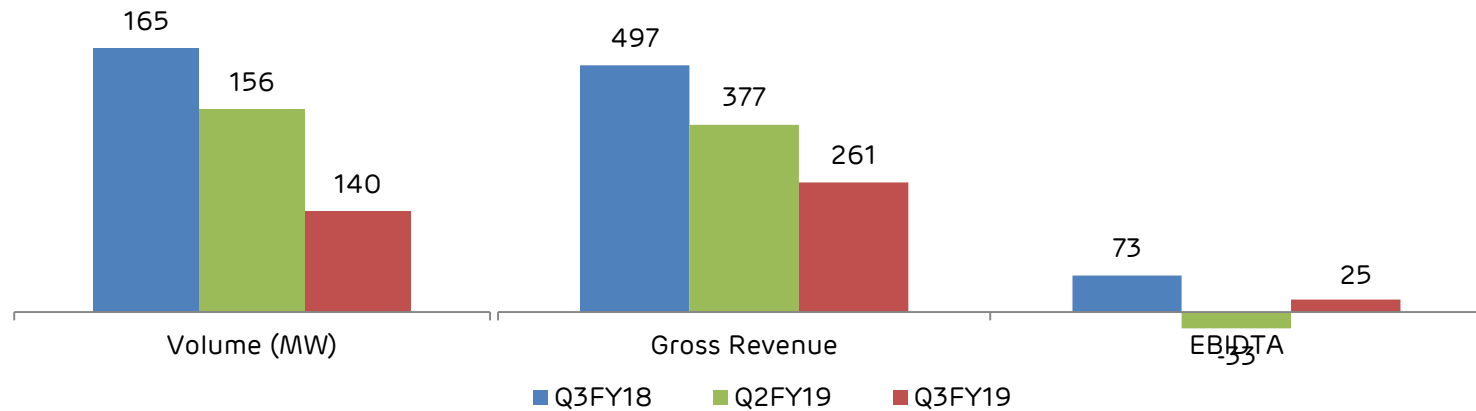
Performance Highlights (Rs Cr)



- Q3 FY19 Coal Mining Volumes stood at 4.1 MMT Q-o-Q (4.9 MMT in Q2 FY19) and increase by 53% vs 2.7 MMT in Q3 FY18
- 9M FY19 volume increased by 66% to 12.5 MMT vs. 7.5 MMT for 9M FY18
- Q3 FY19 EBIDTA stood at INR 166 Cr vs. INR 358 Cr in Q2 FY19 & INR 358 Cr in Q3 FY18
- 9M FY19 EBIDTA has increased to INR 745 Cr vs. INR 411 Cr in 9M FY18 on account of volume growth

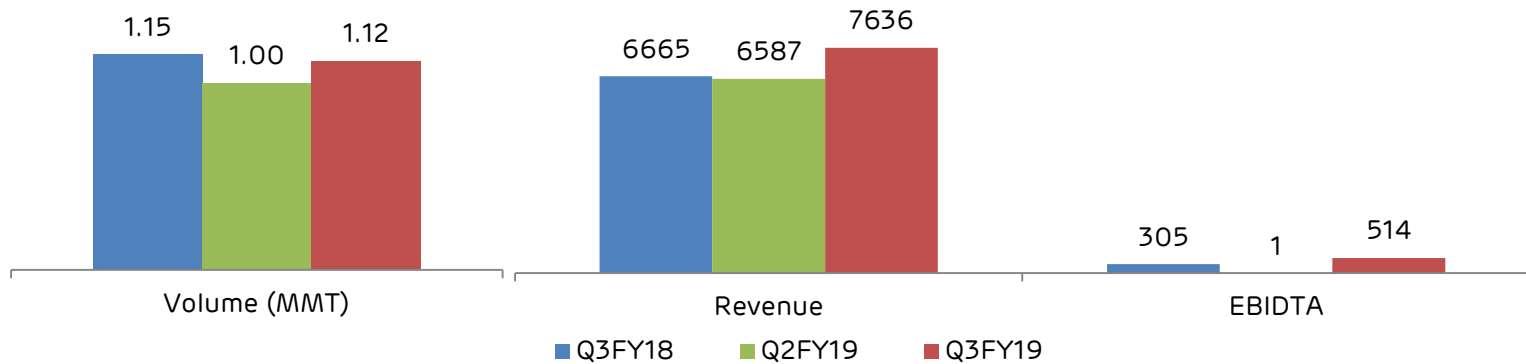
Mundra Solar PV Limited (Solar Manufacturing)

Performance Highlights (Rs Cr)



- Q3 FY19 volumes decreased by 10% Q-o-Q at 140 MW modules vs. 156 MW modules in Q2 FY19 & decreased by 15% vs. Q3 FY18 at 165 MW
- 9M FY19 volume at 377 MW vs. 373 MW in 9M FY18
- Q3 FY19 EBIDTA increased Q-o-Q at INR 25 Cr vs. (33) Cr in Q2 FY19 due to FX MTM gain
- 9M FY19 EBIDTA at INR (37) Cr vs. INR 223 Cr due to lower margins, plant shutdown and competition

Performance Highlights (Rs Cr)



- Q3 FY19 volumes stood at 1.1 MMT against 1.0 MMT for Q2 FY19
- Margins improved in Q3 FY19 on account of higher FX MTM gain set off adverse impact of higher material cost due to increased customs duty
- Fortune brand is India's largest selling brand and dominated the market with No.1 position in terms of Refined Oil in Consumer Packs Market (ROCP) with market share of more than 20%
- AWL, a 50-50 JV is consolidated on equity basis

AEL Consolidated Debt Breakup

	Dec-18			Mar-18		
Segment	LT Debt	WC	Total	LT Debt	WC	Total
Trading	1,622	7,977	9,599	404	10,793	11,197
Mining	639	442	1,081	488	841	1,329
Solar Mfg	1,444	362	1,806	1,385	405	1,790
Others	1,244	854	2,099	2,691	813	3,504
Renewables	-	-	-	8,261	915	9,176
CGD	-	-	-	348	-	348
Total	4,950	9,635	14,585	13,577	13,767	27,344

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