

Essar Ports Limited

(Formerly known as Essar Shipping Ports & Logistics Limited)

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May 30, 2012

BSE Limited

Department of Corporate Services

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National Stock Exchange of India Limited

Exchange Plaza

Bandra-Kurla Complex

Bandra (E), Mumbai 400 051

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Dear Sir,

Re: Audited Financial Results of the Company for the year ended March 31, 2012

Further to our letter of date forwarding the Audited Financial Results of the Company for the year ended March 31, 2012, we forward herewith the press release issued in this regard.

This is for your information please.

Thanking you,

Yours faithfully,

For ESSAR PORTS LIMITED



**MANOJ CONTRACTOR
COMPANY SECRETARY**



Mumbai: May 30, 2012

Essar Ports announces a 5% dividend and posted a profit of Rs 63.9 crore for FY12 after taking impact of an exceptional item of Rs 235.5 crore

Highlights:

1. Strategic Alliance Agreement signed with Port of Antwerp International (PAI) and an investment of approx. Rs 175 crore by PAI in Essar Ports. Mr. Jan Adams CFO – Port of Antwerp has been appointed as a Director in the Board of Essar Ports
2. Board has recommended a **dividend of 5%** of face value of share (Re 0.5 per share) for FY 12, amounting to Rs 20.53 crore
3. Revenue for FY12 increased by **52%** to Rs 1131.0 crore from Rs 746.5 crore revenue from the port business in FY11, erstwhile ESPLL had the revenue of Rs 2086.1 crore
4. EBITDA for FY12 increased by **66%** to Rs 913.1 crore from Rs 550.9 crore EBITDA from the port business in FY11, erstwhile ESPLL had the EBITDA of Rs 912.0 crore
5. Exceptional item of Rs 235.5 crore is recognized in the books of the account which was earlier appearing as contingent liability in the books
6. Net profit for FY12 increased by **124%** to Rs. 63.9 crore from Rs 28.5 crore net profit from the port business in FY11, erstwhile ESPLL had the net profit of Rs 70.2 crore

Essar Ports Limited (EPL), part of the Essar Group, today announced its audited results for the quarter and year ended 31st March 2012

Results:

For the quarter ended March 31, 2012, Essar Ports' revenue increased by 45% to Rs 296.63 crore from Rs 203.9 crore in Q4FY11. For the financial year 2011-12, Essar Ports revenue increased by 52% to Rs. 1131.0 crore as against Rs. 746.2 crore revenue from the port business in FY 2010-11, erstwhile ESPLL had the revenue of Rs 2086.1 crore during FY11

For the quarter ended March 31, 2012, Essar Ports EBITDA increased by 60% to Rs 243.2 crore from Rs 152.2 crore in Q4 FY12. For the financial year 2011-12, Essar Ports EBITDA increased by 66% to Rs. 913.2 crore from Rs. 550.9 crore EBITDA from the port business in FY 2010-12, erstwhile ESPLL had the EBITDA of Rs 912.0 crore during FY11

The company has recognized Rs 235.5 crore of contingent liability as long term debt which will be paid between 2019 to 2023, this has impacted the P&L account as an exceptional

item. This has resulted into net loss of Rs 61.5 crore for the quarter ended March 31, 2012, as against net profit of Rs 11.5 crore in Q4 FY11. For the financial year 2011-12 Essar Ports net profit increased by 124% to Rs 63.9 crore from Rs 28.5 crore profit from the port business in FY 2010-11, erstwhile ESPLL had the net profit of Rs 70.2 crore during FY11.

Speaking on these results, **Mr. Rajiv Agarwal, CEO & Managing Director, Essar Ports Limited** said, "We are happy with our performance during the year, and expect to continue with our high growth trajectory in the coming year. Management focus is on completion of all the projects on time, robust cash flow for the company and operational excellence resulting in value creation for the shareholders' and in line with that we have announced dividend of Re 0.5 per equity share this year"

Operational Highlights

A. Essar Ports achieved cargo handling of 12.36 MMT during Q3 FY12 as against 10.22 MMT in Q4 FY11, registering an increase of 21%. During the financial year Essar Ports handled cargo to the tune of 43.23 MMT as against 39.55 MMT during FY11, an increase of 9%.

B. Third party coal and projects cargo handled at Hazira contributed to 4% of revenues of Hazira during FY12.

C. Hazira handled 3.30 MMT of cargo in Q3 FY12 as against 2.85 MMT for Q4 FY11, registering an increase of 16%. Cargo handled at Hazira was 12.02 MMT for FY12 as against 9.50 MMT for FY11, an increase of 26%.

D. Vadinar handled 9.06 MMT cargo in Q4 FY12 as against 7.37 MMT for Q4 FY11, registering an increase of 23%. Cargo handled was 31.21 MMT for FY12 as against 30.05 MMT for FY11. The cargo throughput is expected to go up in coming quarters since the 18 MMTPA expansion of Essar Oil refinery is now complete.

Project Updates

Paradip I (Iron Ore)

- 92% project completed. Estimated COD: Q1 FY13
- Ship loader trial operations completed
- Conveyor trials started
- Stacker reclaimer erection in progress

Salaya

- 53% project completed. Estimated COD: Q4 FY14
- Ship unloaders are delivered
- 1 Stacker reclaimer erected, erection of other 2 are under progress



- Jetty construction and conveyor erection are under progress
- Environment and CRZ clearance are received. Forest clearance awaited for part of the project

The above results were taken on record at the meeting of the Board of Directors of the company held on February 02, 2012.

About Essar Ports

Essar Ports Ltd is one of the largest port companies of India, with a current capacity of 88 MMTPA. The capacity is being expanded to 158 MMTPA over the next few years.

Essar Ports has two operational ports at Hazira and Vadinar. The Hazira port is an all-weather, deep-draft port with 30 MMTPA of dry bulk and break bulk cargo handling capacity. Vadinar is also an all-weather, deep-draft port with 58 MMTPA of liquid cargo handling capacity.

Essar Ports is currently developing two terminals at Paradip with a capacity of 30 MMTPA comprising iron ore berth of 16 MMTPA and a coal berth of 14 MMTPA. The company is also setting up a dry bulk terminal at Salaya with a capacity of 20 MMTPA. Additionally, the company plans to expand its Hazira port capacity by 20 MMTPA taking its capacity to 50 MMTPA

For Media Queries

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