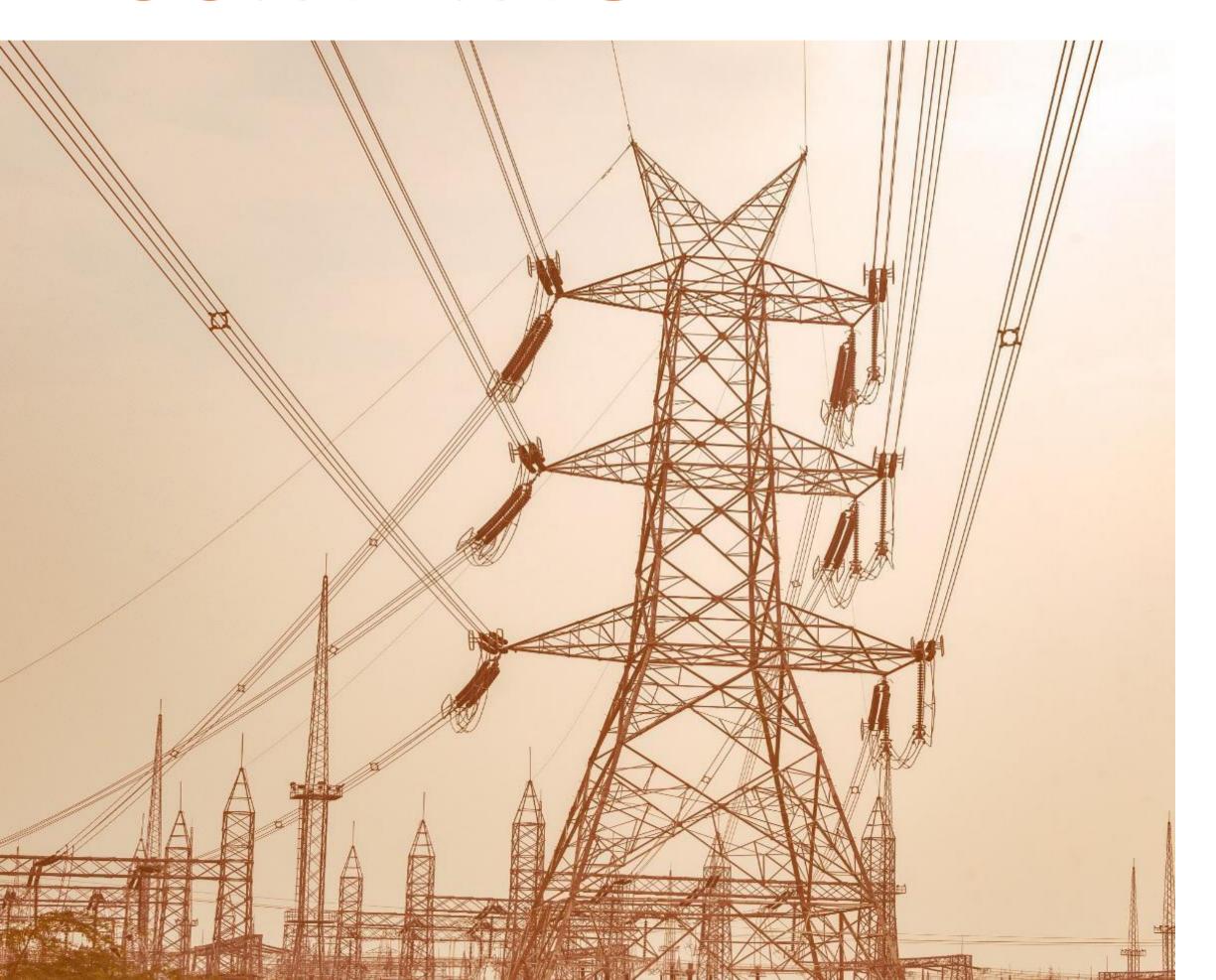


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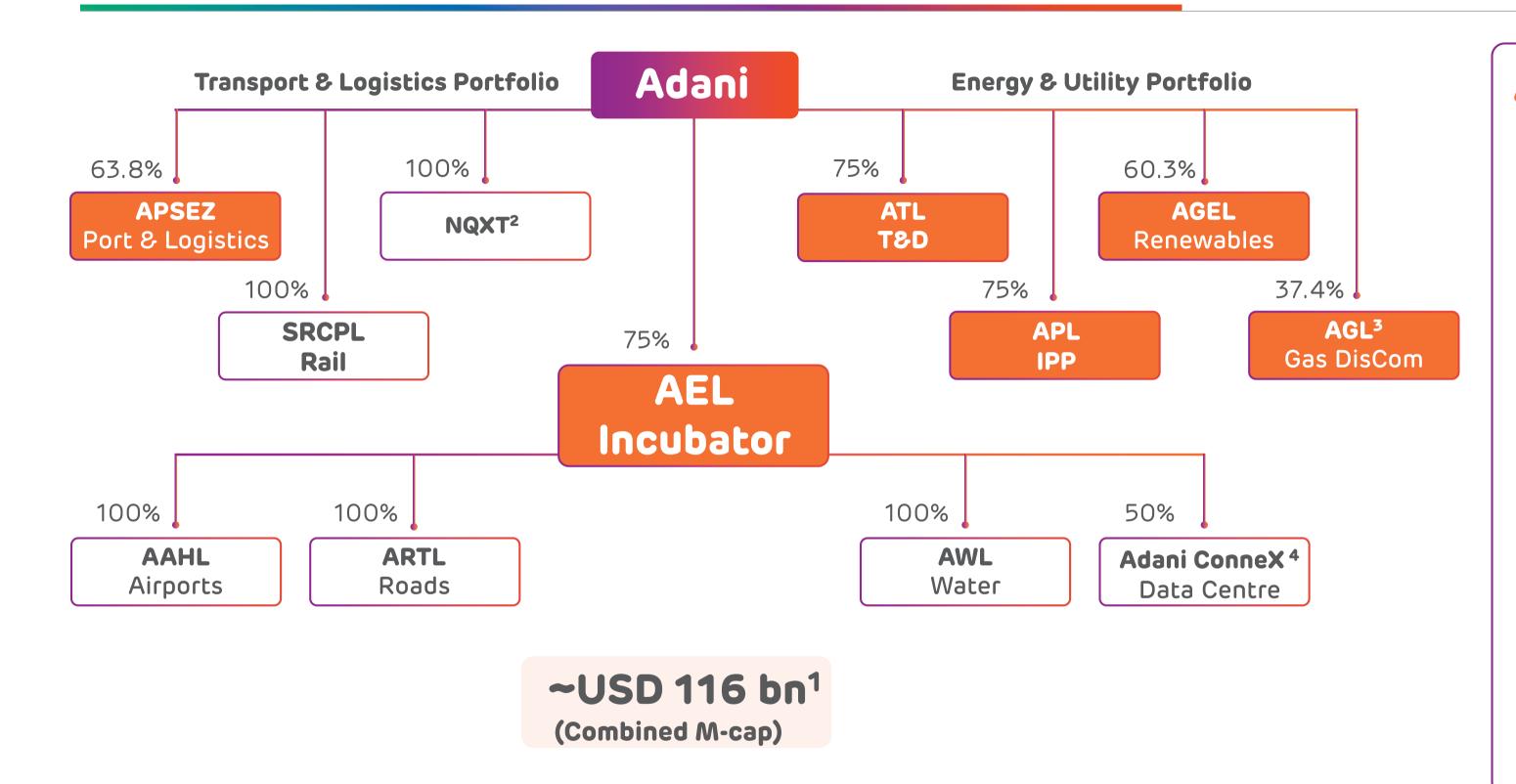


04-07	Adani Group and ATL	04
09-20	Company Profile, Growth, Value Creation and ESG	09
22-23	Annexure - Asset Portfolio	22



### Adani: A world class infrastructure & utility portfolio





### Adani

- Marked shift from B2B to B2C businesses –
  - ATGL Gas distribution network to serve key geographies across India
  - **AEML** Electricity distribution network that powers the financial capital of India
  - Adani Airports To operate, manage and develop eight airports in the country
- Locked in Growth 2020 -
  - Transport & Logistics -Airports and Roads
  - Energy & Utility Water and Data Centre

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

#### lotes.

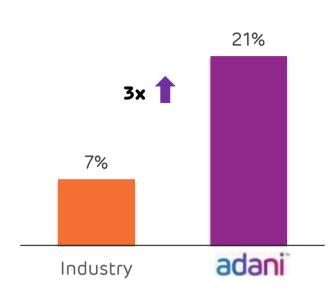
Orange colour represent publicly traded listed vertical | Percentages denote promoter holding

- 1. As of October 29<sup>th</sup>, 2021, USD/INR 75.2
- 2. NQXT North Queensland Export Terminal
- 3. ATGL Adani Total Gas Ltd, JV with Total Energies
- 4. Data center, JV with EdgeConnex

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



#### Transmission Network (ckm)



2016	320,000 ckm	6,950 ckm
2021	441.821 ckm	18.336 ckm

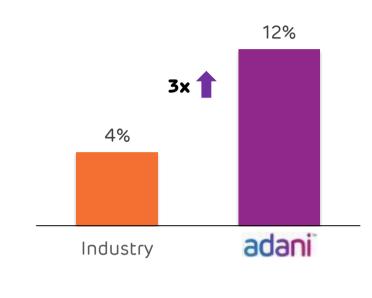


#### ATL

Highest availability among Peers

**EBITDA margin: 92%**<sup>1,3,5</sup>
Next best peer margin: 89%

### Port Cargo Throughput (MMT)



2014	972 MT	113 MT
2021	1,246 MT	247 MT



#### **APSEZ**

Highest Margin among Peers globally **EBITDA margin: 70%**<sup>1,2</sup>

Next best peer margin: 55%

### Renewable Capacity (GW)





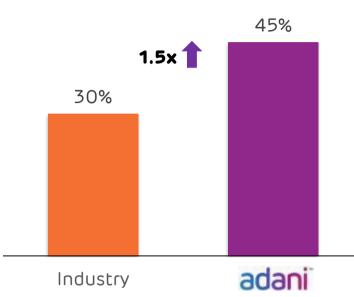
#### **AGEL**

developer **EBITDA margin: 91%**<sup>1,4</sup>

Among the best in Industry

Worlds largest

### CGD<sup>7</sup> (GAs<sup>8</sup> covered)



2015	62 GAs	6 GAs
2021	228 GAs	38 GAs



#### **ATGL**

India's Largest private
CGD business

EBITDA margin: 41%<sup>1</sup>

Among the best in industry



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



Phase		Development		Operations	Post Operations
	Origination	Site Development	Construction	Operation	Capital Mgmt
Activity	<ul><li>Analysis &amp; market intelligence</li><li>Viability analysis</li></ul>	<ul><li>Site acquisition</li><li>Concessions and regulatory</li></ul>	<ul><li>Engineering &amp; design</li><li>Sourcing &amp; quality levels</li></ul>	<ul><li>Life cycle O&amp;M planning</li><li>Asset Management</li></ul>	<ul> <li>Redesigning the capital structure of the asset</li> <li>Operational phase</li> </ul>
	Strategic value	• Investment case development	<ul> <li>Equity &amp; debt funding at project</li> </ul>	plan	funding consistent with asset life
	<ul> <li>India's Largest Commercial Port (at Mundra)</li> </ul>	<ul> <li>Longest Private</li> <li>HVDC Line in Asia</li> <li>(Mundra –</li> </ul>	<ul> <li>648 MW Ultra Mega Solar Power Plant (at Kamuthi, Tamil</li> </ul>	<ul> <li>Energy Network         Operation Center         (ENOC)     </li> </ul>	Revolving project finance facility of \$1.35Bn at AGEL – fully funded project pipeline
		Mohindergarh)	Nadu)	Centralized continuous	First ever GMTN <sup>1</sup> of USD 2 Bn by an energy utility player in India - an SLI in line with COP26 goals - at AEML
Performance	Highest Margin among Peers	Highest line availability	Constructed and Commissioned in nine months	monitoring of plants across India on a single cloud based platform	Issuance of 20 & 10 year dual trans bond of USD 750 mn - APSEZ the o infrastructure company to do so
					14%
	The same of the sa				31% 55% 50% 50% S

**March 2016** 

March 2021

### ATL: A platform well-positioned to leverage growth opportunities in T&D business



Development



#### **Execution Prowess**

Transmission Network of

18,336 ckm<sup>(1)</sup>

Built Longest Private HVDC Line
in Asia

### **Strategic Presence**

**Transmission** - Presence in 12 states with 28 transmission SPVs **Distribution** - Integrated utility catering to gateway city of Mumbai

### Balanced pool mix

Transmission (FY21):
51% of EBITDA - Central pool
49% of EBITDA - State pool

**Operations** 



### Operating Efficiency and Strong Margins (1HFY22)

Robust network availability of **99.35%** and supply/distribution reliability of **99.99%** 

One of the lowest O&M cost per ckm<sup>(2)</sup>

Transmission/Distribution EBITDA Margin – **93% / 24%** 

### Consumer-centricity

Integration of Customer and Technology enabling AEML as a supplier of choice for 3 million+ consumers in Mumbai

#### **ESG**

#### **Embedded ESG Framework**

for enhanced value creation

Returns and Equity Value Creation



### ROE optimization via Efficiency-led Development

Development and O&M
efficiencies resulted into savings
of ~Rs.5 bn optimized ROE to
55% in one pool of assets

### Capital Management and IG Rating

Re-designing capital structure with access to low cost capital and elongated maturity

**BBB-/Baa3**(4)

Robust Asset Base

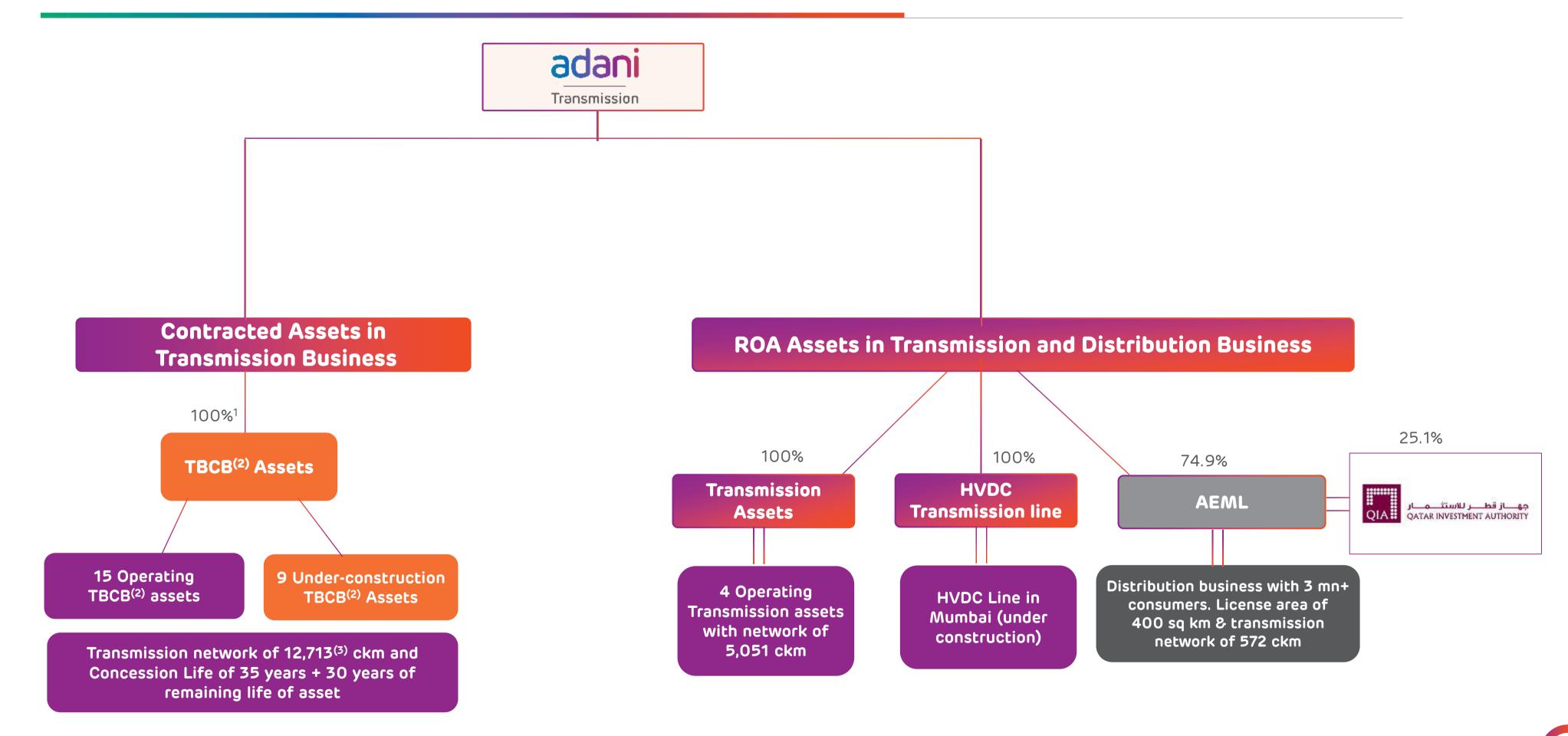
INR 439 Bn / US\$ 5.9 Bn

Regulated Asset base<sup>(3)</sup> (Fully-built basis)



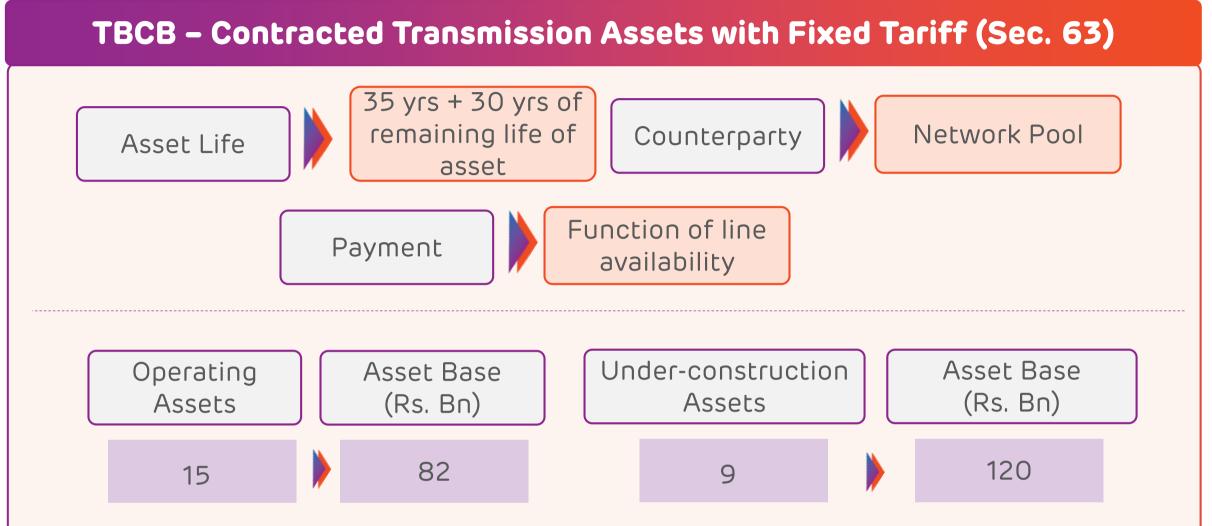
### ATL at a Glance

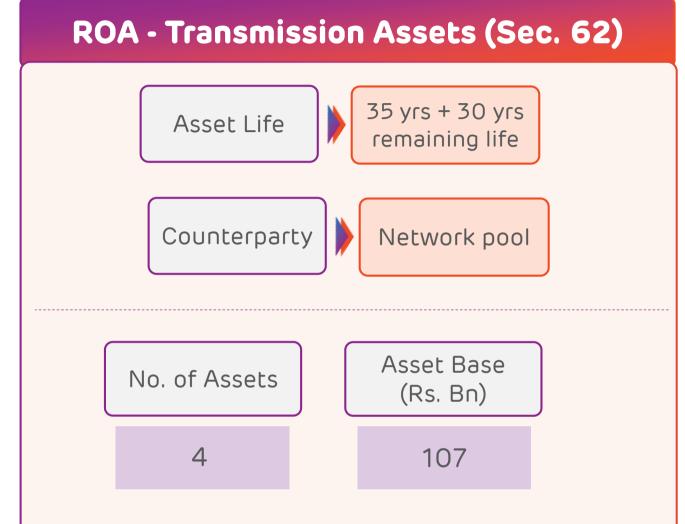




### ATL: Transmission business at a Glance







### TBCB - Business Parameters

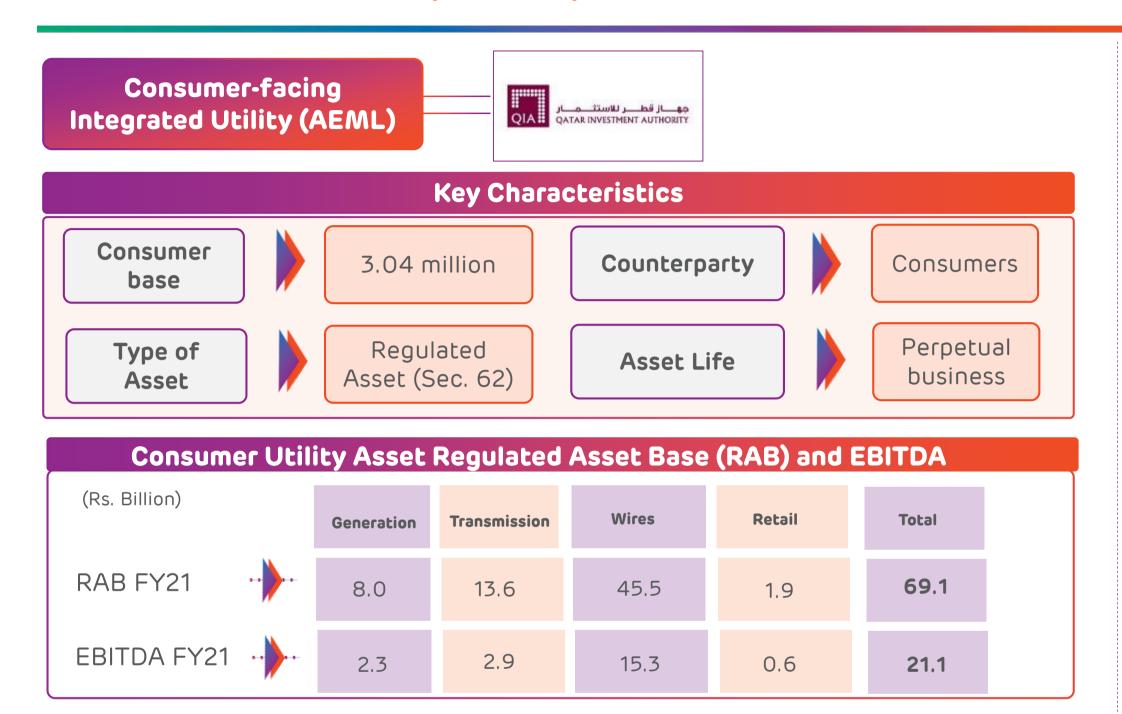
- Steady stream of cash flows
- No throughput risk in Transmission sector
- Payment pooling mechanism thus no counterparty risk
- Mature Regulatory bodies (EA 2003)

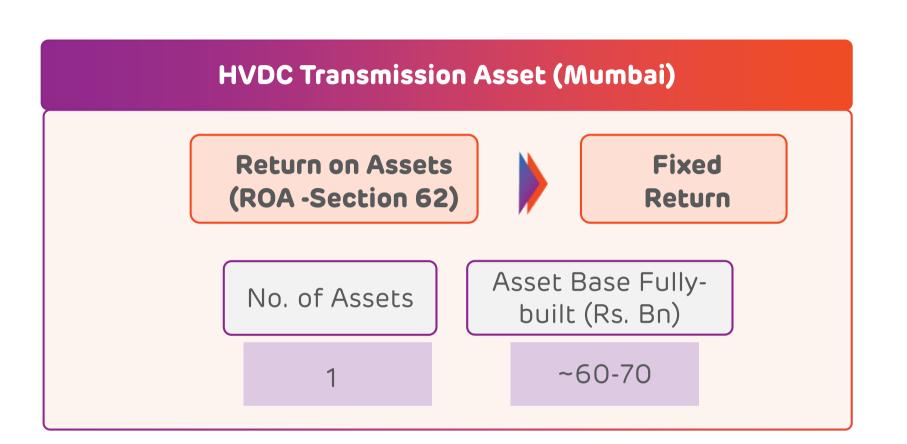
### **ROA - Business Parameters**

- Rate of return business with predictable cash flows after accounting for all operating and O&M costs
- Efficiency-linked incentives to further boost returns

### ATL: Distribution (AEML) business at a Glance







### Stable Business Parameters

- 93-year old business with predictable and mature regulatory framework serving 3 mn+ consumers in Gateway City of India
- Business with high EBITDA predictability supported by revenue true-up and cost pass-through mechanisms
- Guided by three pillars of Reliability (Supply), Affordability (Power) and Sustainability (Aiming for 60% RE power by 2027)
- Rate of Return Asset (the asset being the RAB) with no-to-minimal throughput risk (only Retail)

### **ATL:** Growth Avenues



### Regulated growth opportunities

### **Opportunity Set in Transmission**

- ATL's existing TBCB project pipeline of ~Rs. 120 bn
- TBCB bid opportunities. as renewable power grows
- Inorganic growth opportunities
- Set to achieve 20,000 Ckt kms by FY2022

### **Opportunity Set in Distribution**

### **AEML:**

- Continuous consumer addition through affordable and reliable power supply
- Option to opt for Green Power
- Robust growth outlook Increase in RAB through capex program of ~Rs. 95 bn for FY21-25 and HVDC line project worth Rs. 60-70 bn
- New Dist. license opportunities



ATL geared to fully leverage opportunities for disciplined growth

Self-funded Growth (FCF)

Maintain Superior Margins

Maintain IRR Threshold Retain IG Rating

### Unregulated growth opportunities (AEML)

Efficient Appliances and Demand side Management (DSM)

Smart Home Products

E-security and Entertainment ondemand

Fiber-to-Home

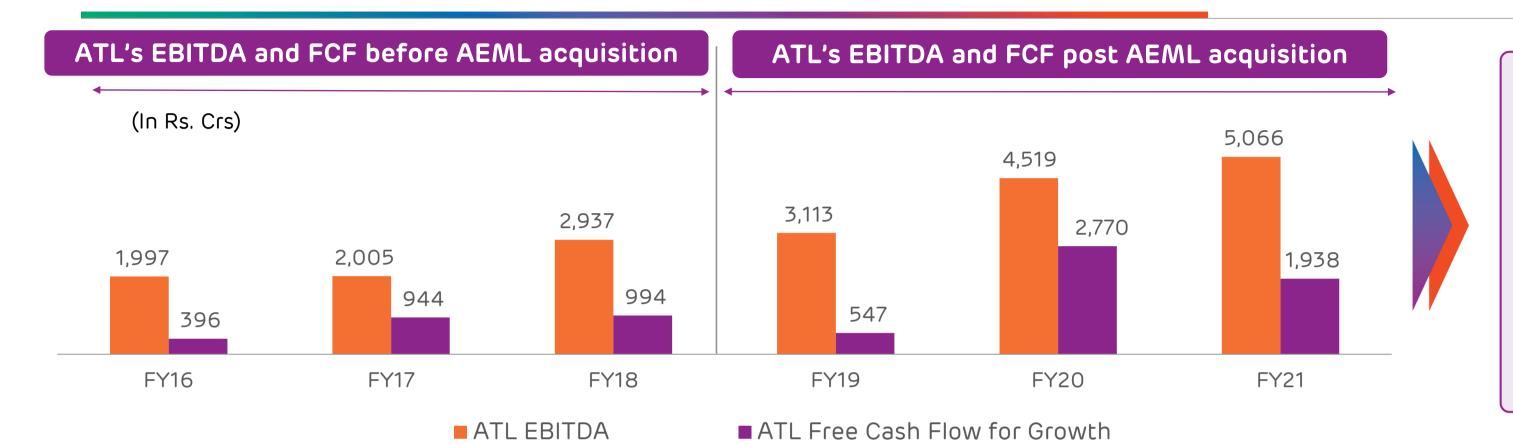
Safety and Energy Audit at places of congregation and consumers

One Adani-One Service

Integrated solutions focusing around ease and empowerment of consumers leads to quality of life improvement for 3mn+ AEML consumers

# **AEML:** Value accretive to ATL and positioned towards future growth in Distribution sector





- Cashflow profile of ATL has changed dramatically post acquisition of AEML
- Self-funded growth and huge capex opportunity
- Onboarding of marquee investor QIA



- Operating philosophy of Reliability, Affordability and Sustainability
- Managing largest slum with lowest distribution loss
- Effective outage management for quality supply
- Experience of working in a competitive environment (new regulation on competition is already part-andparcel of AEML business)
- 90% of competitor's consumers are on our network
- Historical trend of reduction in power purchase cost
- Value add solutions for richest counterparty Mumbai Consumer

Future outlook looks
very optimistic for
Distribution segment
given the readiness and
massive opportunities
arising in sector

### ATL: Robust ESG Framework





### **ESG Ranking**

- FTSE (2021): **3.3/5**
- MSCI (2020): BBB
- S&P (2020): 2/12 in India and 41/283 globally in electric utility sector

Guiding Principles and

**Disclosure Standards** 

United Nations Global Compact

TCFD

GHG Protocol

SBTi

IR framework reporting

CDP disclosure

UN Sustainable Development Goals

GRI Standards

### **Policy Structure**

- Environment Policy
- Energy Management System
- Corporate Social Responsibility Policy
- Occupational Health & Safety Policy
- Customer Grievance Redressal Mechanism
- Corporate Social Responsibility Committee
- Corporate Responsibility Committee
- Risk Management Committees
- Stakeholders Relationship Committee

### Focus Areas

#### **UNSDG** aligned:

- Affordable & Clean Energy
- Sustainable Cities and Communities
- Climate Action
- Good Health & well being
- Quality Education
- Industry, Innovation & Infrastructure

#### Others:

• Consumer empowerment

#### **Our Commitment:**

- Increase renewable power procurement to 30% by FY23 and 60% by FY27 (SDG 7)
- Reduce GHG Emission Intensity<sup>(1)</sup> to 40% by FY25, 50% by FY27 and 60% by FY29 (SDG 13)
- Achieve Zero Waste to Landfill<sup>(2)</sup> by FY25
- Replace Single Use Plastic Waste<sup>(2)</sup> by FY23

### ATL: Progressing on Environmental and Climate Commitments



Indicators	Progress and Status: YTD FY22	Medium to Long-term Targets			
Energy Mix & Emission Intensity					
RE share in power procurement	AEML has tied up a hybrid (Solar +Wind) 700 MW PPA	30% by FY23 60% by FY27			
GHG Emission Intensity Reduction	The target for GHG emissions reduction is in line with Nationally Determined Contribution (NDC) for climate change. Disclosed in terms of a reduction in GHG per unit of revenue.	40% by FY25	70% by FY30		
Waste Reduction and Biodiversity Management	Waste Reduction and Biodiversity Management				
Zero waste to landfill (ZWL)	Dahanu Power Plant attained ZWL status	Achieve ZWL for all sites by FY25			
Single use plastic (SuP) free sites	<ul> <li>Following site attained SUP free status:</li> <li>Dahanu Power Plant</li> <li>Major Substations(Mundra, Mahendragarh, Koradi) and Dahanu plant</li> </ul>	Achieve SuP free for all sites by FY23			
India Business Biodiversity Initiative (IBBI) and ensure no net loss to biodiversity	Signatory to IBBI and submitted first progress report in 2020	No net loss to biodiversity and 100% alignment with IBBI and public disclosures by FY24			
Energy Efficiency and Management					
Reduction in auxiliary consumption through solar power	2.362 MWp solar capacity at Mahendragarh, Akola, Koradi, Sami, Morena, Rajnandgaon	Coverage across all transmission sites			

### **ATL**: Social Philosophy



### **United Nations Sustainable Development Goals 2030**

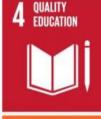


6 CLEAN WATER AND SANITATION

1 SUSTAINABLE CITI AND COMMUNITIE























5 GENDER EQUALITY

### Our social Initiatives are mapped to UNSDG 2030

#### Access to Education







Tiroda, Dahanu and Sami village

- Physical infrastructure and e-learning platform in rural areas
- Educational Kits (2830 students benefited) & School Uniforms to Anganwadi children (5780 students benefited)
- Education & awareness in areas of Cleanliness and Safety (1900 Schools Covered)

### Community Health

3. Good Health & Well Being



Multiple locations

- Distribution of Dura Oxygen Cylinders to various hospitals in Dahanu Taluka for medical treatment of COVID patients
- Infrastructure development of two vaccination centers enhance Covid vaccination drive: >17 K vaccination done at the two centers

### Women's Empowerment

- 2. Zero Hunger
- 5. Gender Equality
- 8. Decent Work & Economic Growth





### Dahanu and Mumbai

- Saksham: Skill development of women through social program through National Skill Training Institute (Women)
- Inducted first ever All Women Team of meter readers
- Sanginis: Identifying and nurture women as a change agent in rural hamlets; developed 123 Sanginis till date

#### Sustainable Livelihood

- 2. Zero Hunger
- 8. Decent Work & Economic Growth







Dahanu

 Provide support for livelihood for landless laborers In association with NABARD covering 11 villages of Dahanu and 1,000 land-owning families

### **Ecology**

- 7. Affordable and Clean Energy
- 13. Climate Action
- 14. Life Below Water
- 15. Life on Land







- Dahanu
- Plantation of mangroves (>20 Mn)
- >50% open area converted in green land

#### Water Secure Nation



- Multiple locations
- Drinking water filtration plant at Agwan village of capacity 5m3/hr, where around 5,500 people benefited
- Rain water harvesting and Borewell for increasing ground water table

6. Clean Water and Sanitation





### ATL: Governance Philosophy



### **Policies**

### Committees

### Assurance

Environment Policy covered in BR Policy



- Corporate Responsibility Committee
- Risk Management Committee

- Corporate Social Responsibility Policy
- Occupational Health and Safety Policy
- Human Rights covered in BR policy



- Corporate Social Responsibility Committee
- Stakeholder Relationship Committee

- Related Party Transaction Policy
- Dividend Distribution and Shareholder Return
- Nomination and Remuneration
- Code for Fair Disclosure of UPSI



- Audit Committee (100% independent directors)
- Nomination and Remuneration Committee (100% independent directors)
- Risk Management committee
- Info tech and data security committee

Corporate
Responsibility
Committee

Established to provide assurance for all ESG commitments comprising of 100% Independent directors

Enabling board backed assurance leading to lower risk to stakeholders

### ATL: Revised Board of Charter Implemented



### In order to further strengthen governance practices, implemented revised board of charter

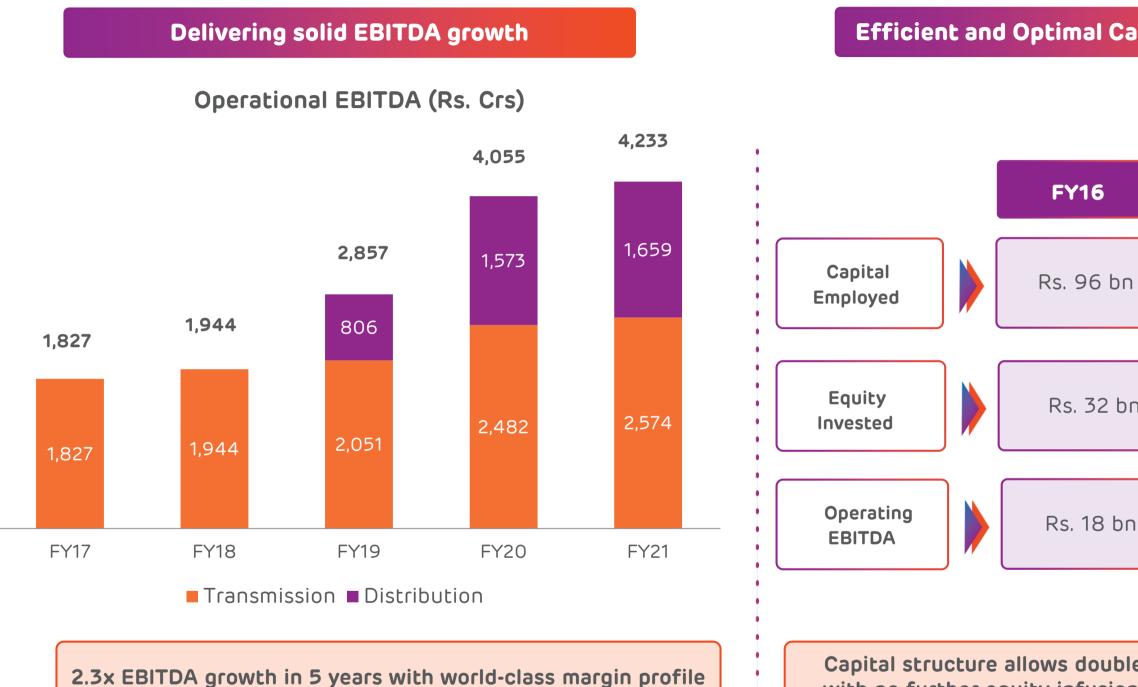
- ATL's Audit Committee and Nomination and Remuneration Committee comprises of 100% Independent Directors
- The CSR Committee and Stakeholders Relationship & Risk Management Committee to have at least 75% and 50% Independent Directors respectively

### **New Board Committees established:**

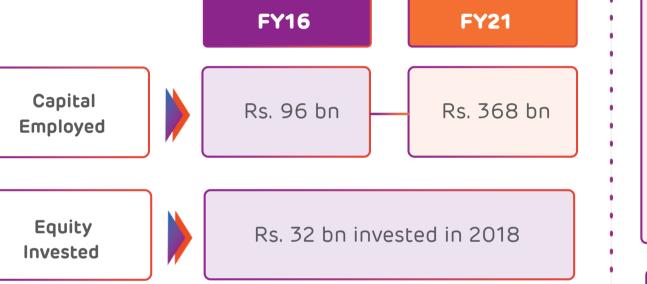
Committee	Composition	
Corporate Responsibility Committee	100% Independent Directors	
Public Consumers Committee	100% Independent Directors	
Infotech & Data Security Committee	Atleast 50% Independent Directors	
Sub-Committees to RMC: M&A Legal, Regulatory & Tax; Commodity Price Risk and Reputation Risk Committees	Atleast 50% Independent Directors	

### ATL: Long-term value creation





Efficient and Optimal Capital Allocation



Rs. 42 bn

Capital structure allows double-digit EBITDA CAGR with no further equity infusion required for growth

### Locked-in growth for next 3-5 years

### Transmission growth

- Nine under-construction TBCB projects worth Rs. 120 bn to increase annual tariffrevenue by ~Rs. 14 bn post-operation
- HVDC project worth ~Rs. 60-70 bn under ROA framework to increase returns

### Distribution growth

- Fully funded capex plan of ~Rs. 95 bn over FY21-25
- Capex-led growth in Regulated Asset Base (RAB) to drive growth in returns

Track-record of robust growth coupled with efficient capital churn to create long-term value creation for stakeholders

### ATL: Compelling Investment Case



### Infrastructure lineage



- Pedigree of Adani Group: leader in infrastructure -transport, logistics, energy and utility space
- Proven track record of excellence in development & construction

### World-class **O&M** practice



- Robust operational metrics line availability, supply reliability, distribution loss
- One of the lowest O&M cost through predictive maintenance and tech excellence

### Stable & predictable cashflows



- Predictable cash flow from contracted and regulated business with long-term concession life
- ~51% sovereign-rated counterparties (EBITDA)<sup>(1)</sup>

### **Robust Growth Opportunity**



Positioned to capture significant growth opportunities both in Transmission and Distribution through greenfield, acquisitions, franchise opportunities etc.

### **Capital Allocation** and Availability



- Disciplined approach towards new project bidding; stringent IRR (returns) threshold
- Commitment to maintain strong credit profile and investment grade rating
- Access to large pool of competitive capital with US\$ 2.7 bn in issuances including recently issued US\$300 mn sustainability-linked bond (SLB)

### Robust ESG Framework



Aligned to core guiding principles, policies and global disclosure standards to achieve time-bound targets backed by assurance program

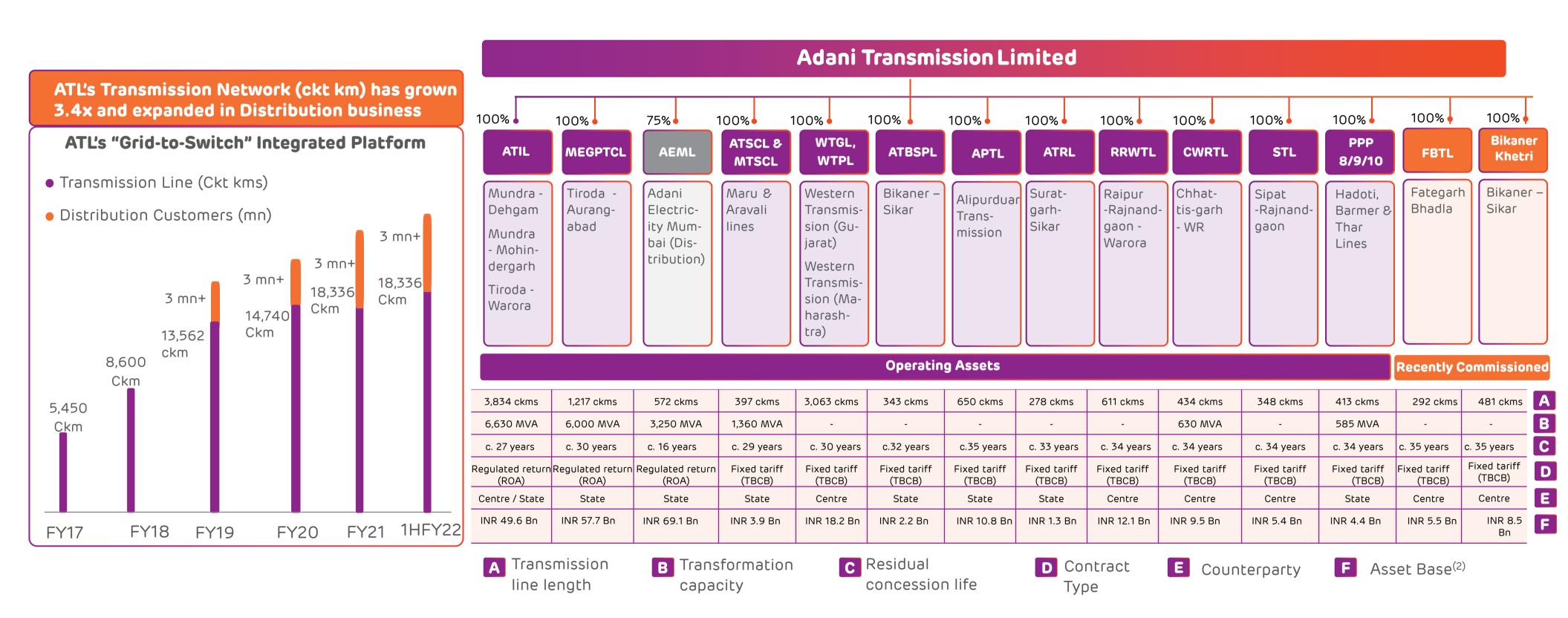
Note: 1) As of FY21





### ATL's Evolution and Operational Asset Portfolio as of 1HFY22





**Notes:** ATIL - Adani Transmission (India) Limited; MEGPTCL - Maharashtra Eastern Grid Power Transmission Co. Limited; ATBSPL: Adani Transmission Co. Limited; STL - Sipat Transmission Limited; RRWLT - Raipur Rajnandgaon Warora Transmission Limited; CWTL - Chhattisgarh WR Transmission Limited; ATRL - Adani Transmission Service Company Limited; MTSCL - Aravali Transmission Service Company Limited; MTSCL - Maru Tr

### ATL's Under-construction Asset Portfolio as of 1HFY22









Completion of tower foundation work at North Karanpura-Chandwa (NKTL)

A Transmission line length

B Transformation capacity

Residual concession life

Contract type

**E** Counterparty

Asset base<sup>(1)</sup>

G SCOD<sup>(2)</sup>

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# Thank You