



### Adani Energy Solutions Limited

(Formerly known as Adani Transmission Limited)

Provisional Operational Update Q3FY24

January 2024

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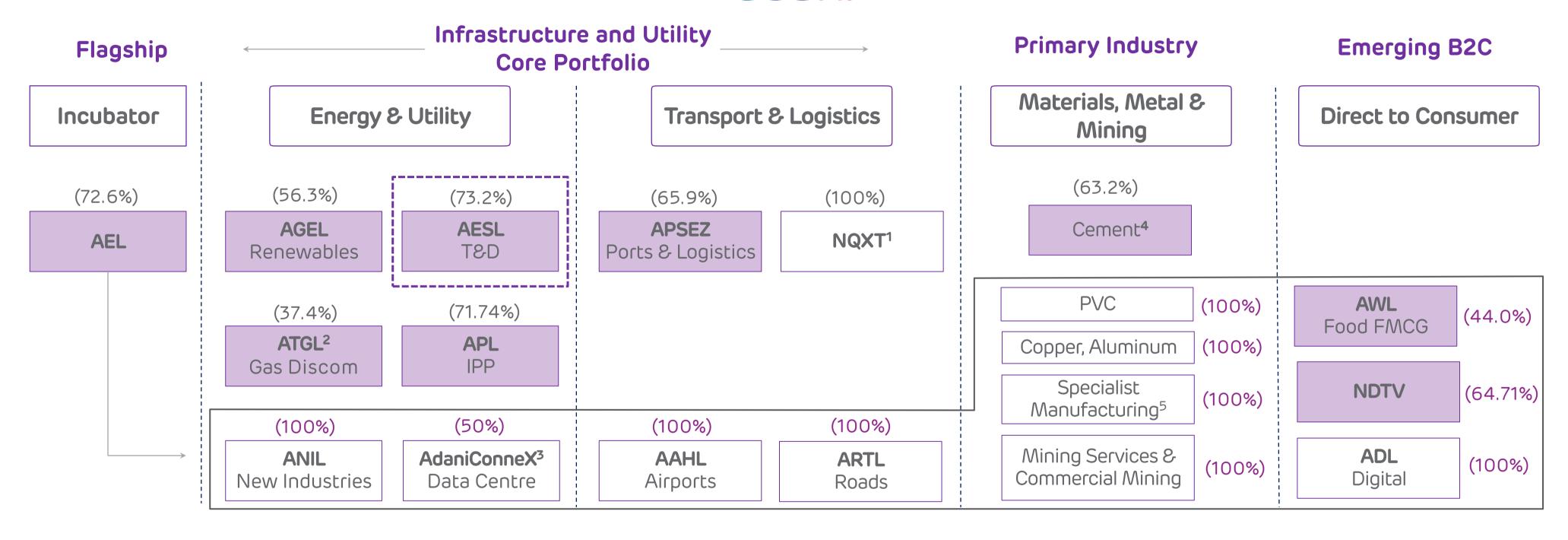


### Adani Portfolio

### Adani: A World Class Infrastructure & Utility Portfolio



### adani



(%): Promoter equity stake in Adani Portfolio companies

(%): AEL equity stake in its subsidiaries

### A multi-decade story of high growth centered around infrastructure & utility core

Data as of December 31, 2023. 1. NQXT: North Queensland Export Terminal | 2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex | 4) Cement business includes 63.2% stake in Ambuja Cement which in turn owns 50.05% in ACC Limited. Adani directly owns 6.65% stake in ACC Limited. Ambuja has completed the acquisition of Sanghi Industries as on 31st Dec'23. | 5. Includes the manufacturing of Defense and Aerospace Equipment; **AEL**: Adani Enterprise Limited; **APSEZ**: Adani Ports and Special Economic Zone Limited; **ARTL**: Adani Power Limited; **AGEL**: Adani Green Energy Limited; **AAHL**: Adani Airport Holdings Limited; **ARTL**: Adani Roads Transport Limited; **ANIL**: Adani New Industries Limited; **ANIL**: Adani Digital Limited | Note - Purple color represent public traded listed verticals;



Represents public traded listed verticals

## Adani Portfolio: Decades long track record of industry best growth with national footprint



### Secular growth with world leading efficiency



Ports and Logistics

Growth 3x6

**EBITDA 70%** 1,2



Renewables

Growth 4x6

EBITDA 92% 1,4



Growth 3x6

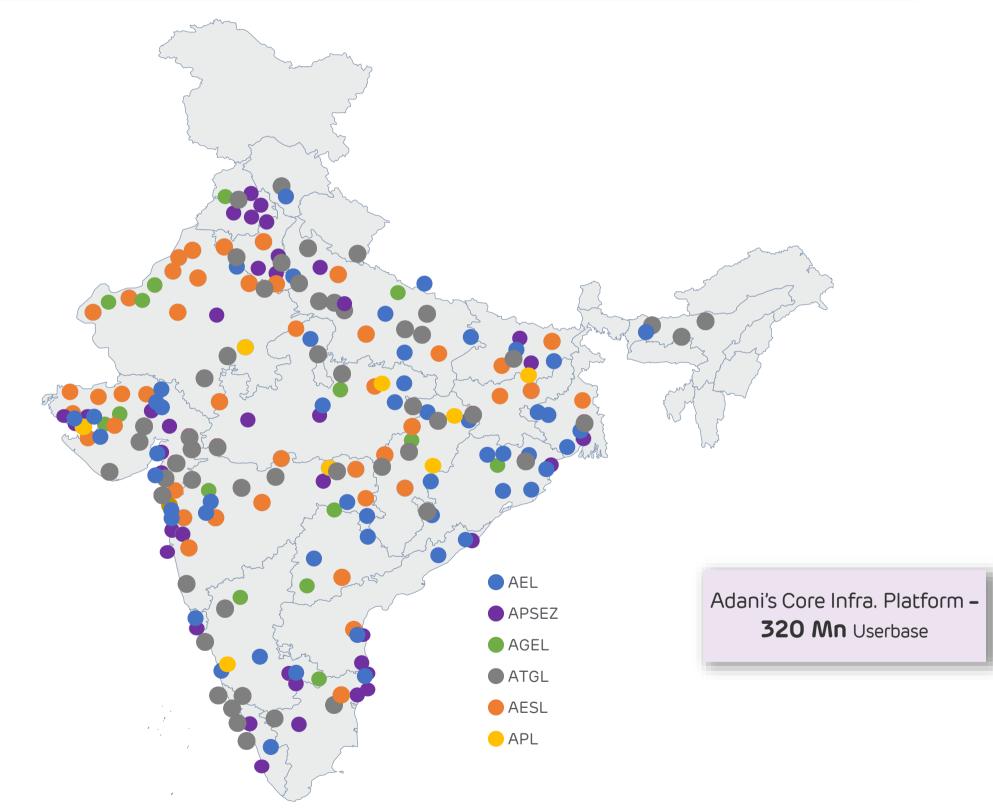
EBITDA 91% 1,3,5



Growth 1.4x6

EBITDA 19% 1,3

### National footprint with deep coverage



Note: 1. Data for FY23; 2. Margin for indian ports business only, Excludes forex gains/losses; 3. EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; 4. EBITDA Margin represents EBITDA earned from power supply 5. Operating EBITDA margin of transmission business only, does not include distribution business, PBT- Profit before tax, ATGL-Adani Total Gas Limited, AEL: Adani Enterprises Limited, APSEZ: Adani Ports and Special Economic Zone Limited, AESL: Adani Energy Solutions Limited, APSEZ: Adani Power Limited, APSEZ: Adani Ports and Special Economic Zone Limited, APSEZ: A

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



Phase	hase Development				Operations		Post Operations	
Centre of Excellence		Project Management & Assurance Group			AIMSL*		Policy - Strategy - Risk	
	Origination	Site Development	Construction		Operation		Capital Mgmt	
Activity	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> </ul>	<ul> <li>Site acquisition</li> <li>Concessions and regulatory agreements</li> <li>Investment case development</li> </ul>	<ul> <li>Engineering &amp; design</li> <li>Sourcing &amp; quality levels</li> <li>Equity &amp; debt funding at project</li> </ul>	•	Life cycle O&M planning  Asset Management plan	•	Redesigning the capital structure of the asset  Operational phase funding consistent with asset life	
	India's Largest Commercial Port (at Mundra)	Longest Private HVDC Line (Mundra – Mohindergarh)	2,140 MW Hybrid cluster operationalized in Rajasthan in FY23		Energy Network Operation Center (ENOC)	•	Duration Risk Matching  Forex Currency Risk Management  Interest Rate Risk management	
Performance	Highest Margin among peers	Highest line availability	India's first and World's largest solar- wind hybrid cluster		Centralized continuous monitoring of plants across India on a single cloud-based platform	•	Governance & Assurance  (ABEX -Adani Business Excelle	
						31	14%	

### **AESL**: A platform well-positioned to leverage growth opportunities in energy domain Energy Solutions



**Development** 



#### **Execution Prowess**

Transmission Network of 20,422 ckm<sup>(1)</sup>

Built Longest Private HVDC Line (2)

### Strategic Presence

**Transmission** - Presence in 14 states Distribution - Integrated utilities catering to Mumbai (AEML) and Mundra (MUL)

**Smart Meters** - Presence in 5 states

### RAB expansion through Asset Hardening in Discoms

8% CAGR growth in RAB in Mumbai Discom in 5 years (since acquisition)

AEML growth strategy is emulated in MUL

**Operations** 



### Operating Efficiency

Robust network availability of 99.7%

One of lowest Distribution losses in the country (5.93% in FY23 in AEML)

Highest EBITDA margin in the sector (91% in Transmission)

### Consumer-centricity

Supplier of choice for 12 million+ consumers with a green power option

Smart Metering (84 million potential consumer base)

CSAT surveys for 12 critical processes for high consumer satisfaction (top 3%)

#### Embedded ESG Framework

Decarbonisation of Grid (Achieved 30% RE power and on track to reach 60% by FY27)

Installed 3.36 MWp solar capacity for auxiliary consumption at substations

**Board Diversity and Strengthening** 

Capital Management & **Value Creation** 



### Equity Partnerships(3)

Secured primary and secondary equity investments from marquee investors -

QIA in AEML in 2019 and GQG Partners in 2023 in AESL

(infusion of US\$ 1,175 million)

### Construction Framework Agreement

Fully funded plan, AESL has raised US\$ 700 mn (US\$ 1.1 bn fully drawn) revolving facility, additional US\$ 2 bn GMTN program in place for AEML Capex program

### Significant Growth Potential

Parallel Licensing, Smart Metering and Cooling Solutions

Increasing participation in renewable grid (e.g.: HVDC Mumbai, Khavda)

Green industrial cluster in Mundra

Note: 1) Transmission network is as of 31st December 2023 and includes operational, under-construction assets; 2) HVDC: High voltage direct current - Longest at the time of commissioning, 3) QIA's Investment in AEML: US\$ 452 mn (Rs 32 bn) total investment (US\$ 170 mn of Equity and US\$ 282 mn of shareholder sub-debt), GQG Investment of Rs. 6,014 Cr (US\$ 723 million) for 6.81% stake based on closing price of Rs 1,045.75 dated December 29, 2023





## Q3FY24 - Executive Summary

### **AESL:** Executive Summary – Performance in Q3FY24



### Transmission and Smart Metering Business:

- Maintained system availability of 99.67% in Q3FY24
- Added 302 ckms to operational network during the quarter with total network at 20,422 ckms
- During the quarter, operationalized Kharghar Vikhroli asset and charged Khavada Bhuj line
- Received LOI for Khavda Phase-III Part-A & KPS 1 (Khavda Pooling Station)
   Augmentation line
- During the quarter, received LOA for Phase-2 smart metering contracts from Andhra Discoms & a new contract from Uttarakhand Discom. Total contracts awarded in Q3 aggerates to 2 mn smart meters with a contract value of Rs. 23 bn
- The total smart metering under-construction pipeline stands at 21.1 mn smart meters, consisting of eight projects with a contract value of Rs. 251 bn

### **Distribution Utility (AEML):**

- Distribution loss improving consistently and stands at 5.46% in Q3FY24 vs.
   5.60% in Q3FY23.
- Maintained supply reliability (ASAI) of more than 99.9%
- 14.78% YoY growth units sold 2,489 million units vs. 2,169 million units last year on account of uptick in energy demand
- E-payment as a % of total collection at 80.36% in Q3FY24 vs. 74.87% last year driven by digital adoption push
- The share of Renewable power supplied to Mumbai circle stands at **35%** at the end of December 31, 2023, and on track to achieve 60% by FY27

### Other Key Updates:

- AESL won Global Sustainability Leadership Award 2023 by the World Sustainability Congress for best sustainable performance
- AEML received Confederation of Indian Industry 2023 DX
   Award in the Best Practices category as the Most Innovative
   Company for the company's unwavering commitment to innovation and excellence
- Received "Excellence in Procurement Innovation" &
   "Outstanding Leader in Procurement" award at 8th ISM-India
   Conference & CPO Awards 2023
- AESL has won the prestigious Golden Peacock Award in Environment Management (GPEMA). This award underscores company's commitment to sustainable practices
- AEML awarded "Excellence in Road Safety" and "Excellence in Innovation in Safety Technology" at the OSH India Awards
- AESL's 37 operational sites are now certified as 'Single-use
   Plastic Free' strengthening our commitment to SDG 12
- Platinum Award for Occupational Health and Safety at the 8th Apex India Occupational Health and Safety Award 2023
- AESL attained a Zero Waste to Landfill (ZWL) certificate for all O&M sites from Intertek
- Attained Water Positive certification from DNV which signifies water credit is higher than the water consumed

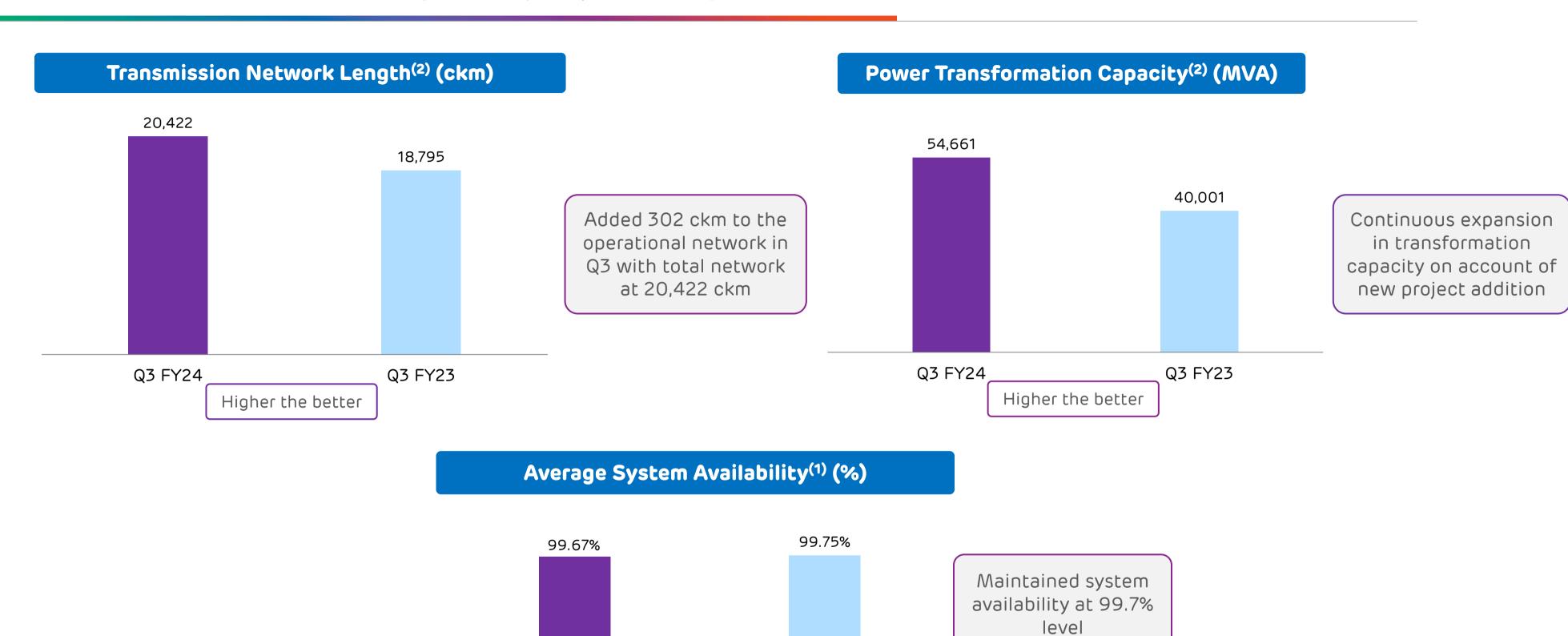




## Q3FY24 Operational Performance (YoY)

### AESL: Transmission Utility – Key Operating Metrics Q3FY24 (YoY)





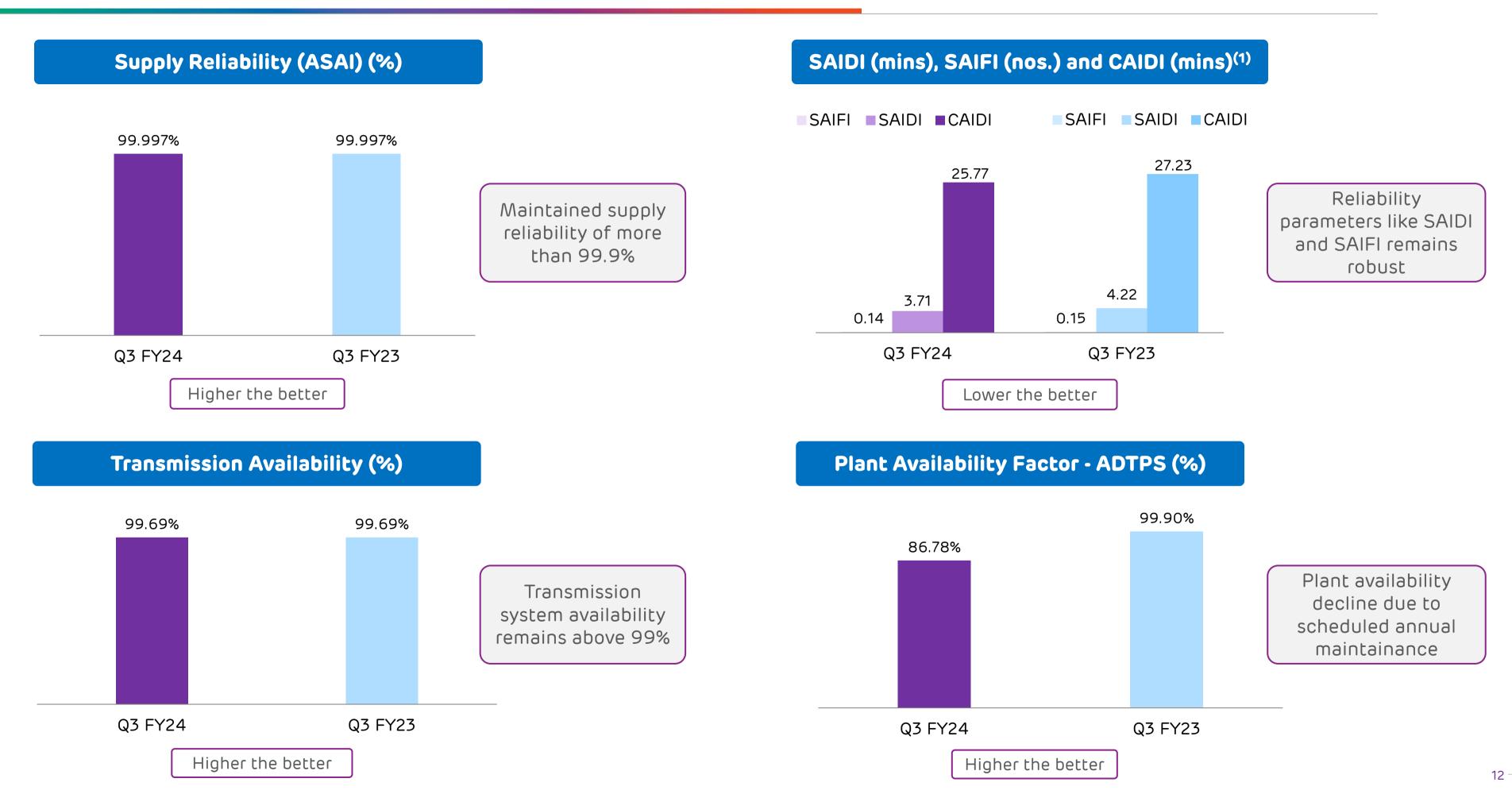
Q3 FY23

Q3 FY24

Higher the better

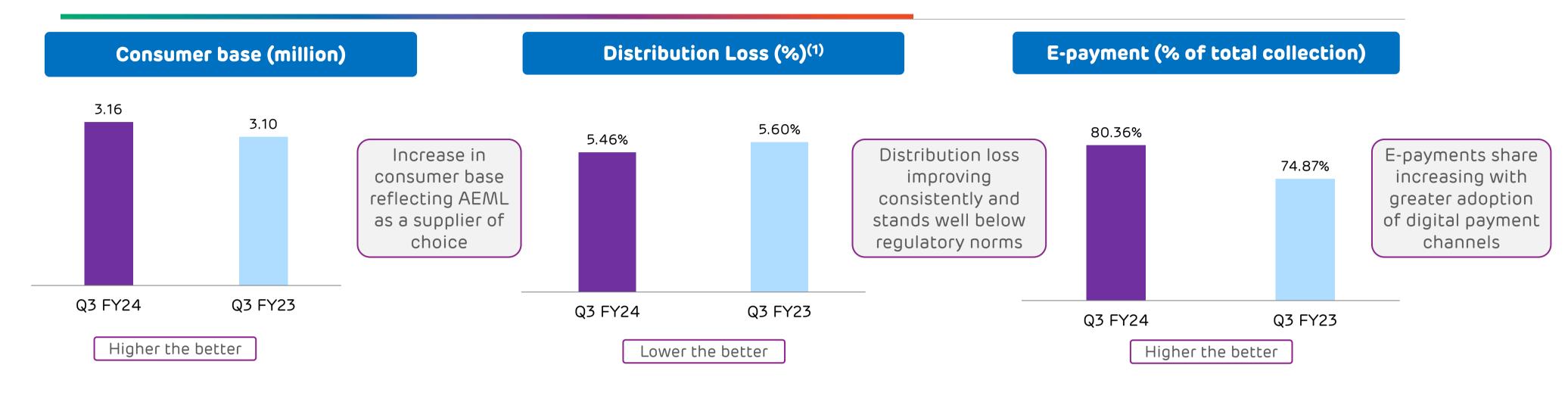
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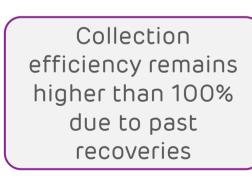


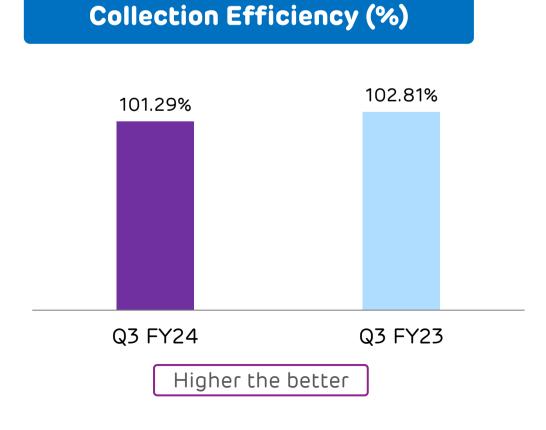


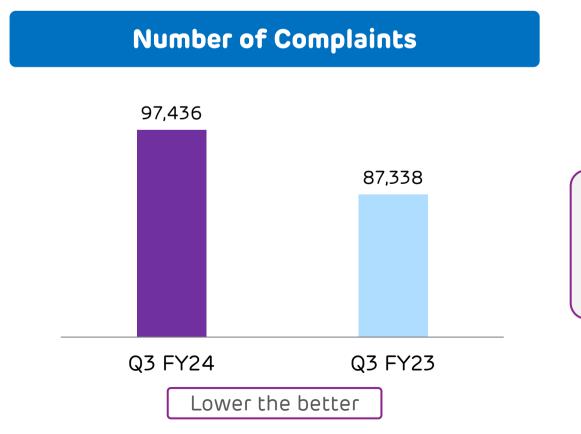
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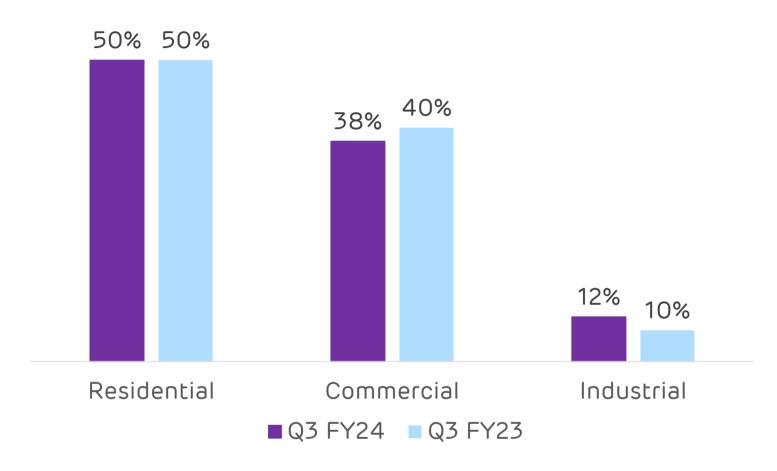


Consumer complaints increased slightly but remains low vs historical trend

### AESL: Distribution Utility (AEML) - Consumer Mix Q3FY24 (YoY)

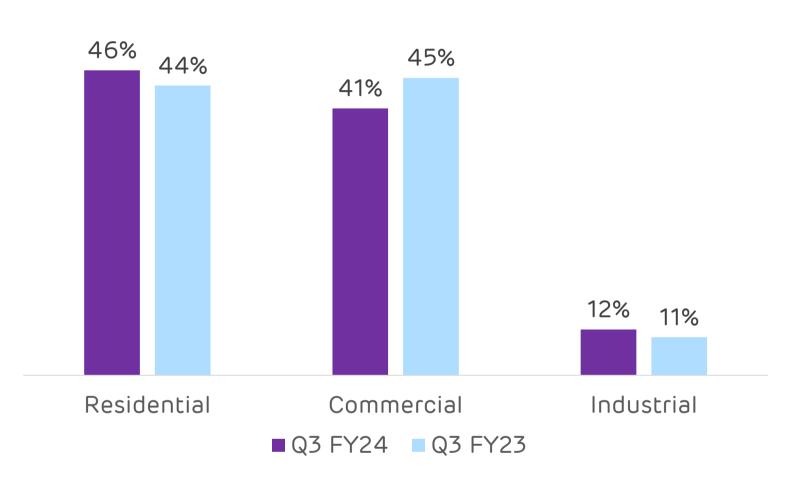


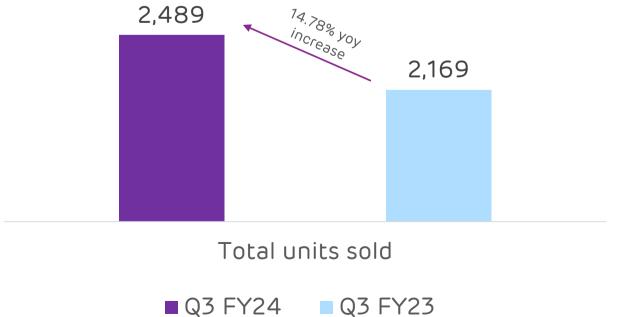
### Consumer-wise volume mix



Consumer mix shifting back to higher industrial demand with a normalization in residential demand

### Consumer-wise revenue mix









## Recent Award and Achievements

### **AESL:** Recent Awards & Achievements



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commitment to sustainable practices.

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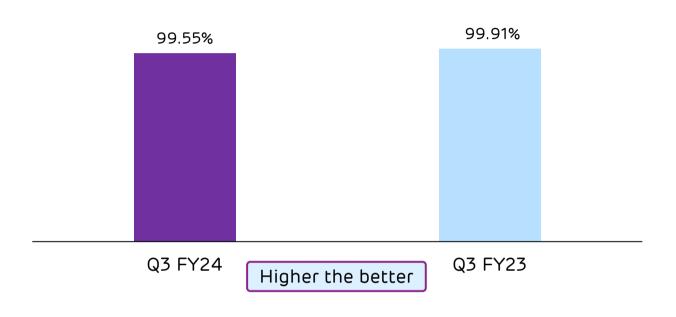
## Transmission Line Availability - Asset Groups

### AESL: Q3FY24 (YoY) - Line availability across asset groups



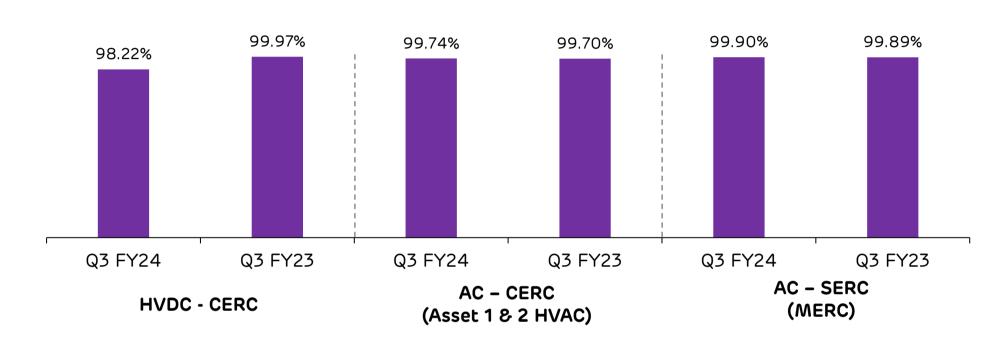
### Average Availability Across Operational Assets %(1)

### Line Availability - ATSOL Obligor Assets

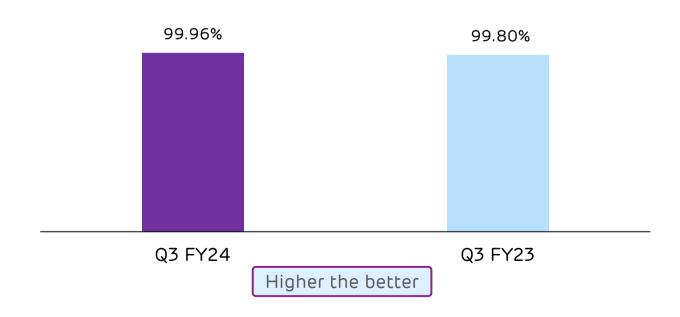


### Focus on Maximizing Average Availability %

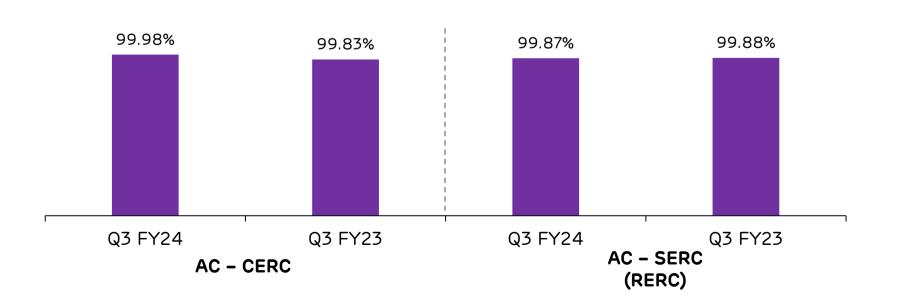
### Average Availability - ATSOL Obligor Assets



### Line Availability - USPP Assets



### Average Availability - USPP Assets





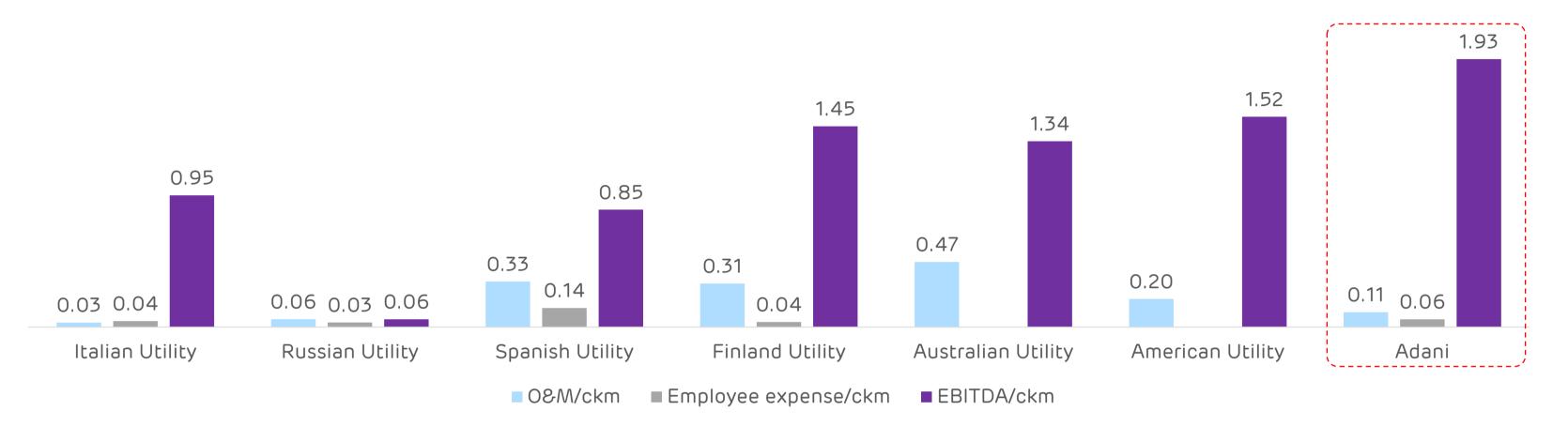


# Transmission Business Global & Domestic Peer Benchmarking

### AESL: Transmission - Global Peer Benchmarking (Operational Parameters)



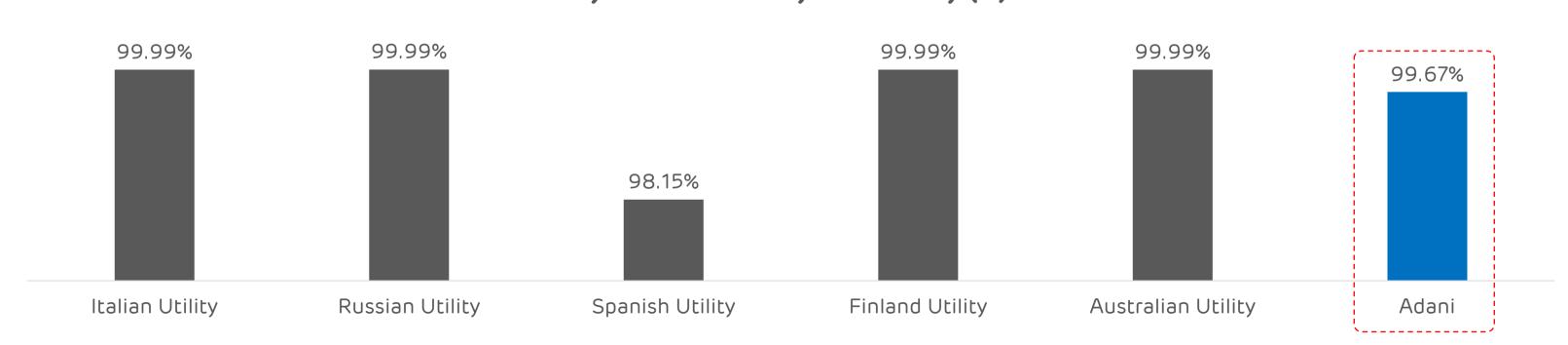




Highest EBITDA

per ckm
highlighting strong
operating
efficiency

### System Availability / Reliability (%)

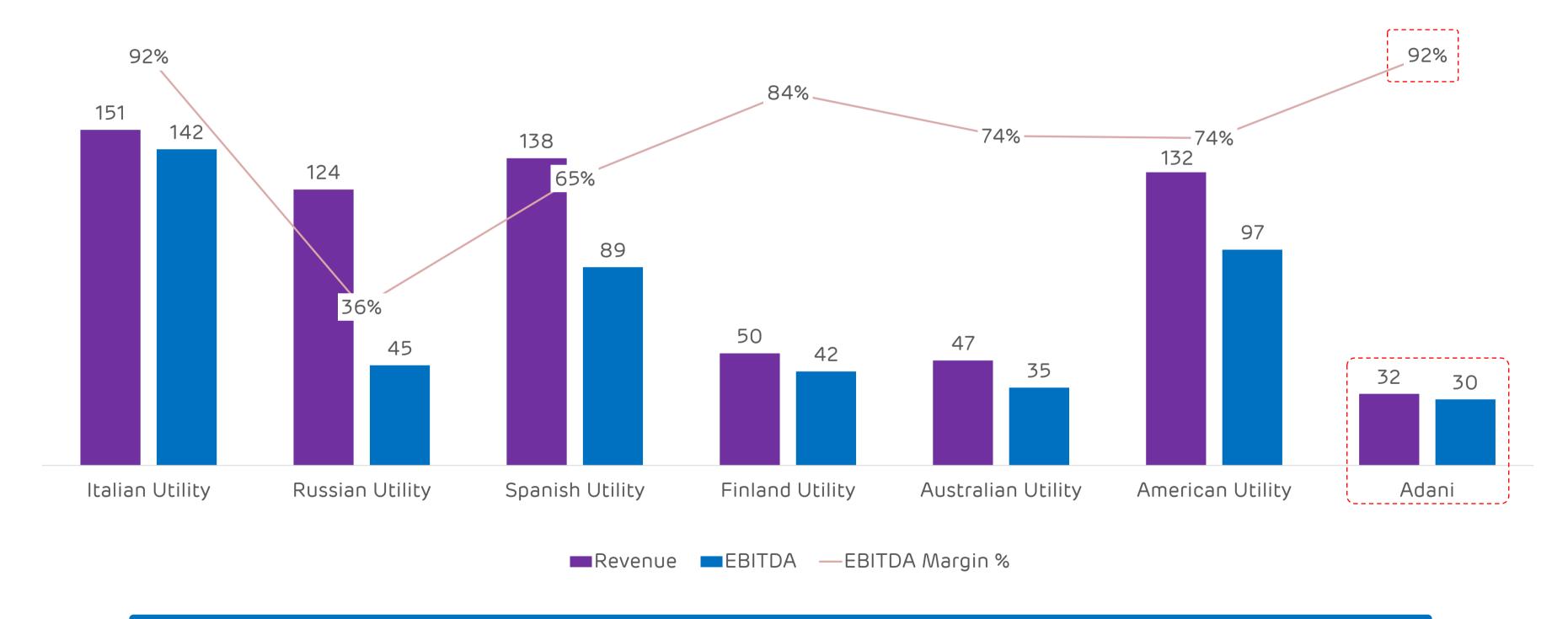


AESL's average system availability in line with global standards

### **AESL:** Transmission – Global Peer Benchmarking (Financial Parameters)



### Peer Benchmarking - Revenue and EBITDA (INR Bn)

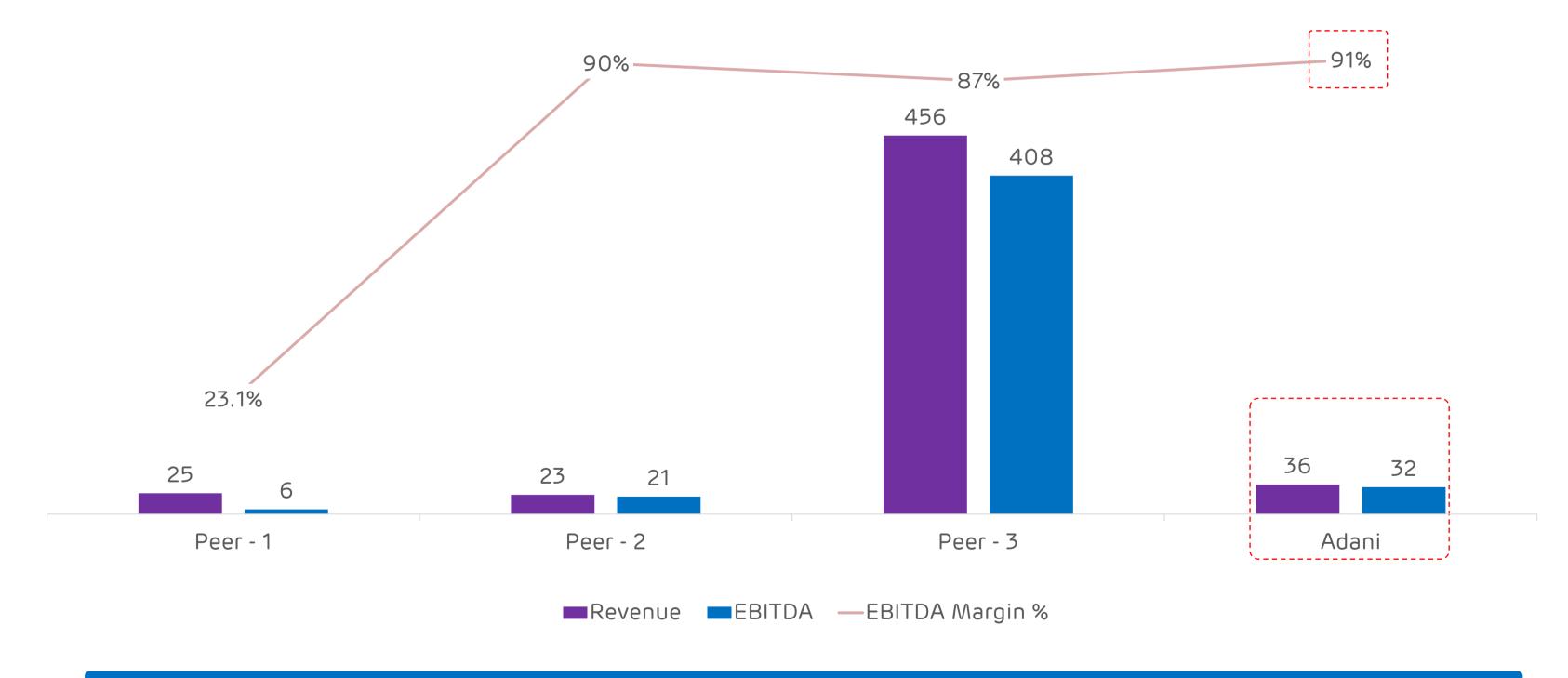


### Highest EBITDA margin in transmission business across global utilities compared

### AESL: Transmission - Domestic Peer Benchmarking (Financial Parameters)



### Peer Benchmarking - Revenue, EBITDA & EBITDA margin (INR bn)



### Highest EBITDA margin in transmission business across domestic utilities compared

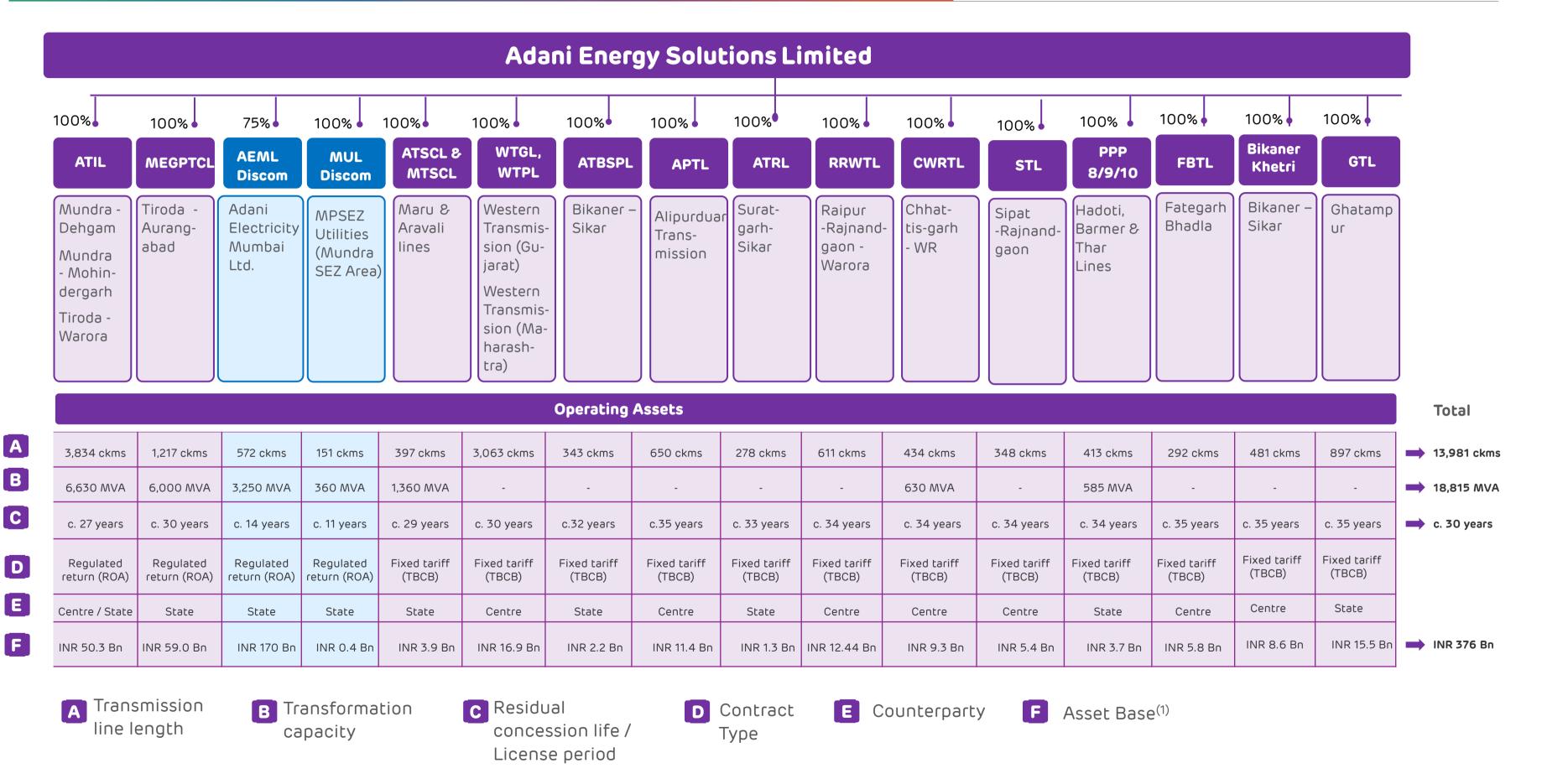




AESL - Operational and Under-construction Asset Portfolio

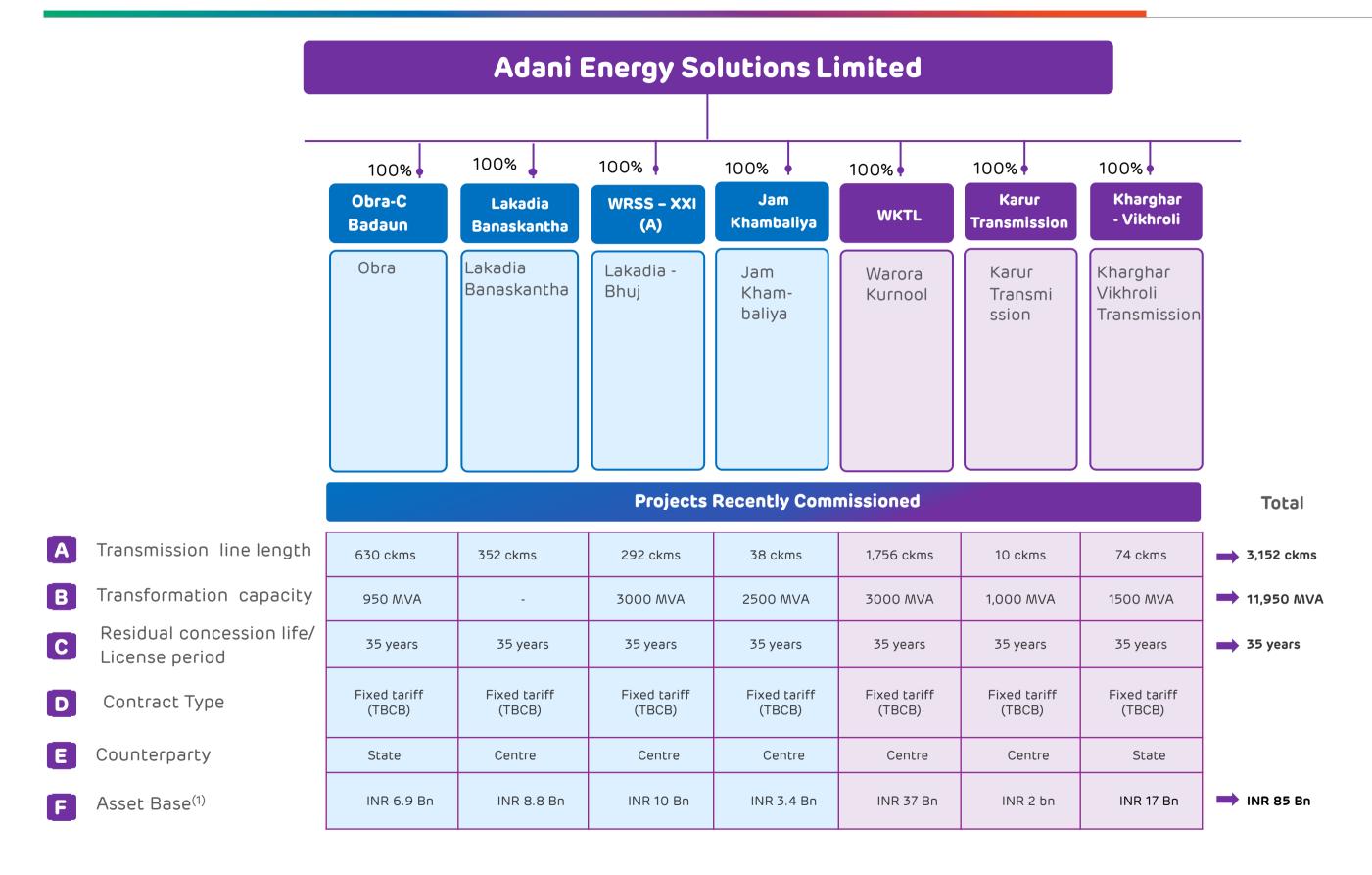
### AESL's Operational Asset Portfolio as of Dec 2023 (1/2)





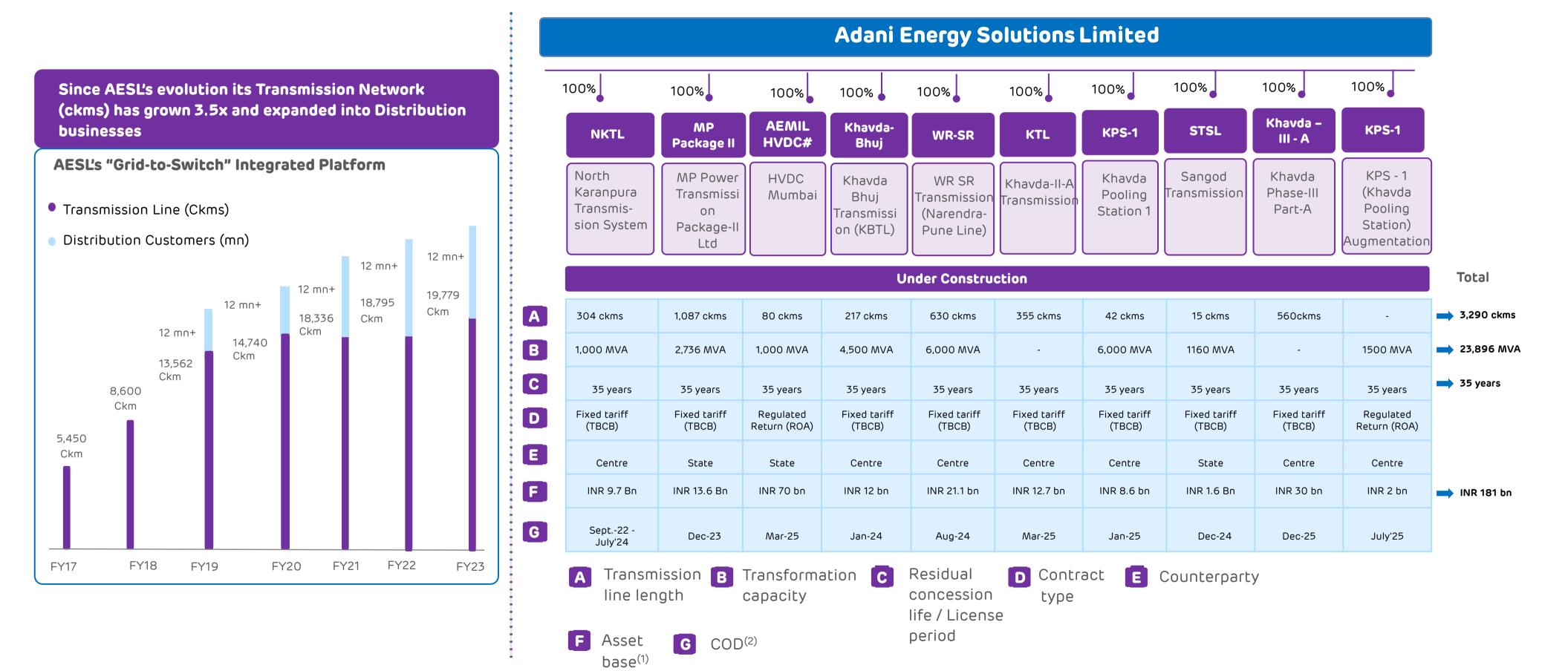
### AESL's Operational Asset Portfolio as of Dec 2023 (2/2)





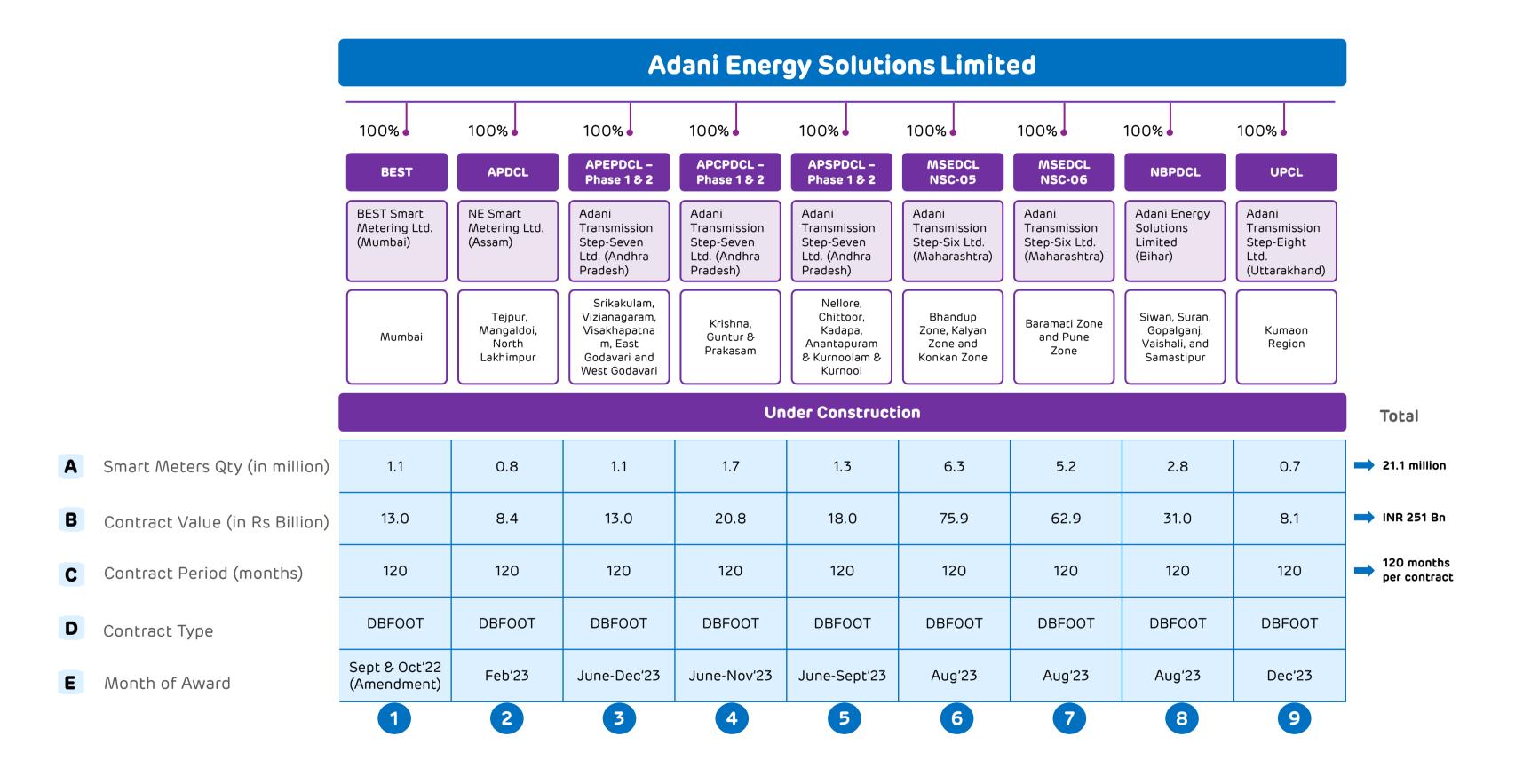
### AESL's Transmission Under-construction Asset Portfolio as of Dec 2023





### AESL's Smart Metering Under-construction Portfolio as of Dec 2023





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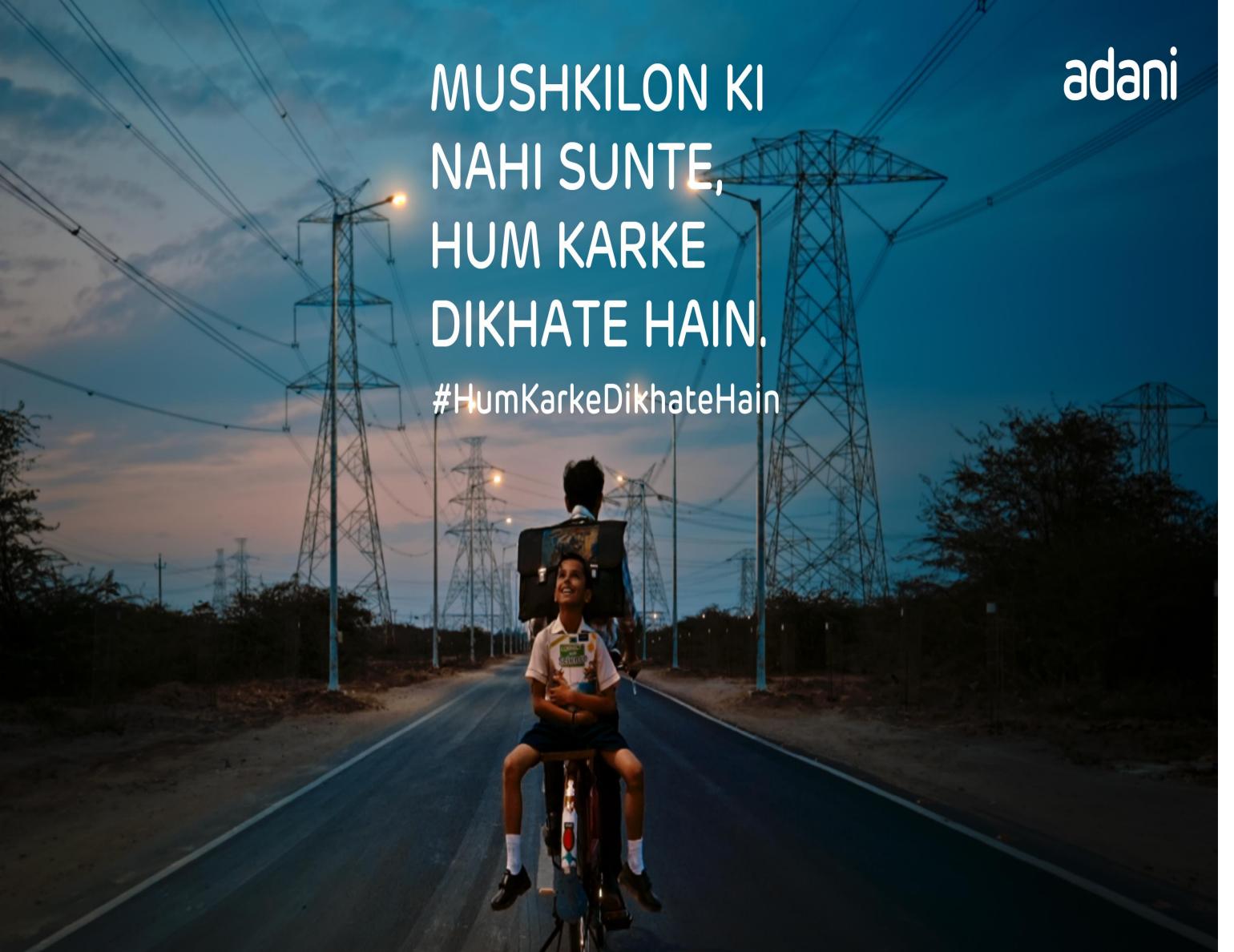
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