



Adani Energy Solutions Limited

(Formerly known as Adani Transmission Limited)

Provisional Operational Update Q4 and FY24

April 2024

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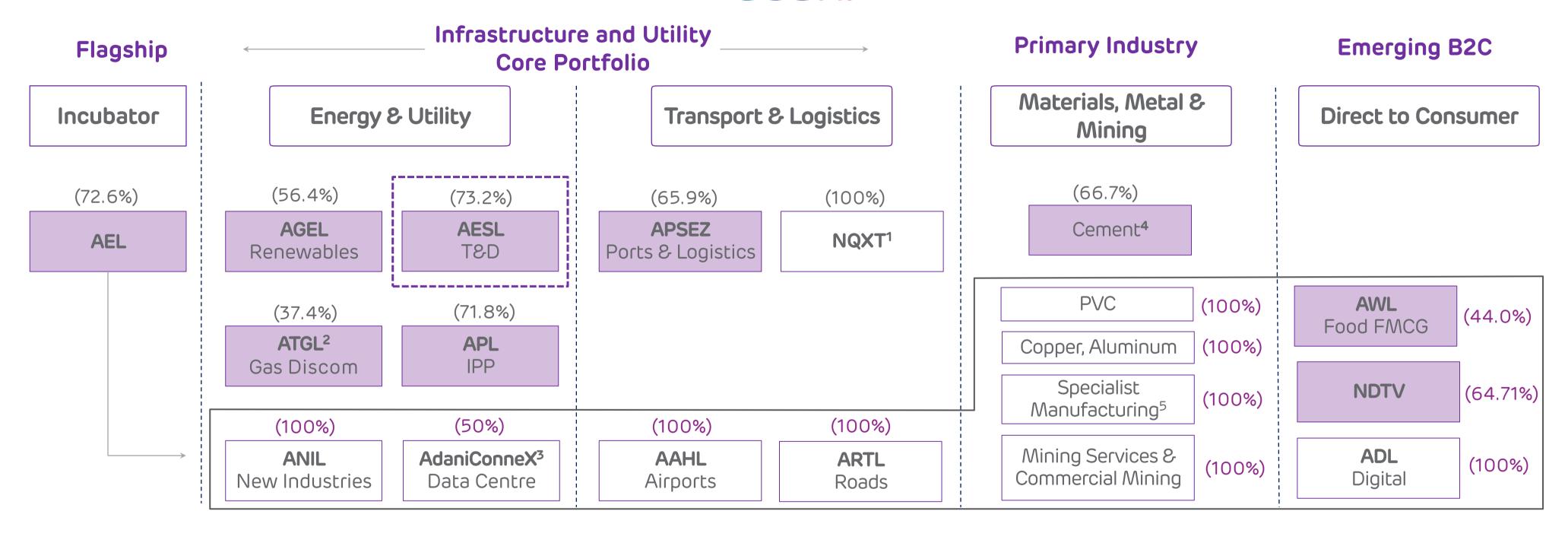


Adani Portfolio

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 March 31, 2024. 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 66.7% 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 Mar'24. | 5. Includes the manufacturing of Defense and Aerospace Equipment; **AEL**: Adani Enterprise Limited; **APSEZ**: Adani Ports and Special Economic Zone Limited; **APSE**: Adani Roads Transmission & Distribution; **APL**: Adani Oreen Energy Limited; **APSE**: Adani Airport Holdings Limited; **APSE**: 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

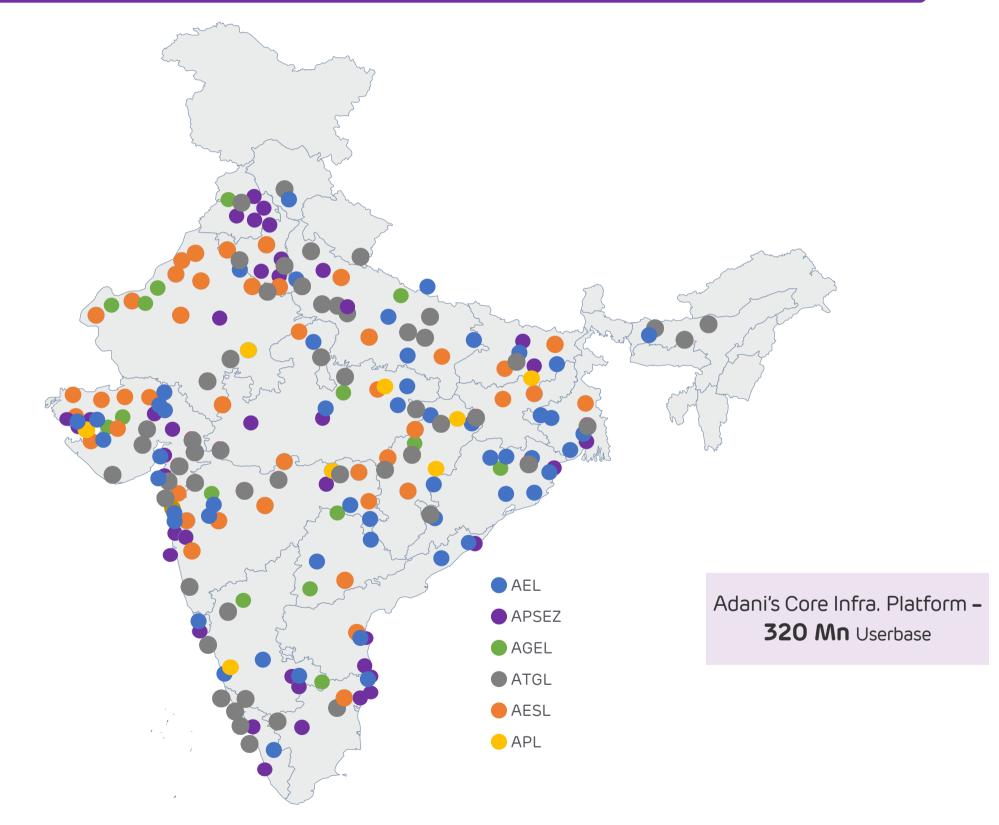
EBITDA 91% 1,3,5



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: Adani Ports and Special Economic Zone Limited, APSEZ: Adani Ports and Special Economic Zone Limited, APSEZ: Adani Power Limited, APSEZ: Adani Ports and Special Economic Zone Limited, APSEZ: Adani Ports and Special Eco



Adani: Repeatable, robust & proven transformative model of investment



	Development			Operations		Post Operations	5	
	Project Management & Assurance Group			AIMSL*		Policy - Strategy - Risk		
Origination	Site Development	Construction		Operation		Capital Mgmt		
 Analysis & market intelligence Viability analysis Strategic value 	 Site acquisition Concessions and regulatory agreements Investment case development 	 Engineering & design Sourcing & quality levels Equity & debt funding at project 	•	Life cycle O&M planning Asset Management plan	•	structure of the asset Operational phase funding consistent wi		
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)	•	Forex Currency Risk A	Nanagemen	
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		(ABEX -Adani Busines		
						14% % 55%		
	 Origination Analysis & market intelligence Viability analysis Strategic value India's Largest Commercial Port (at Mundra) Highest Margin 	Project Management & Associated Associated Port (at Mundra) Project Management & Associated Associated Port (at Development) Project Management & Associated Port (at Mundra) Project Management & Associated Port (at Development) Project Management & Associated Port (at Development	Project Management & Assurance Group Origination Site Development Construction Site Development Site Development Site Development Site acquisition Concessions and regulatory agreements Intelligence Investment case development India's Largest Commercial Port (at Mundra) Longest Private HVDC Line (Mundra – Mohindergarh) Longest Private HVDC Line (Mundra – Mohindergarh) Analysis & market Concessions and regulatory agreements Equity & debt funding at project 2,140 MW Hybrid cluster operationalized in Rajasthan in FY23 India's first and World's largest solar-	Project Management & Assurance Group Origination Site Development Construction Intelligence Concessions and regulatory agreements India's Largest Commercial Port (at Mundra) Longest Private HVDC Line (Mundra – Mohindergarh) Highest Margin among neers Highest Margin awailability Project Management & Assurance Group Engineering & design Sourcing & quality levels Equity & debt funding at project 2,140 MW Hybrid cluster operationalized in Rajasthan in FY23	Project Management & Assurance Group AIMSL* Origination Site Development Construction Peration India/s Largest Commercial Port (at Mundra) Highest Margin among peers Project Management & Assurance Group AIMSL* Construction Engineering & design Sourcing & quality levels Equity & debt funding at project Peration Life cycle O&M planning Asset Management plan Asset Management plan Energy Network Operation Center (ENOC) AIMSL* Construction Project Management Plan India's first and World's largest solar- wind hybrid cluster wind hybrid cluster wind hybrid cluster wind hybrid cluster Ocentralized continuous monitoring of plants across India on a single	Project Management & Assurance Group Origination Site Development Construction Engineering & design Concessions and regulatory agreements Strategic value India's Largest Commercial Port (at Mundra) Highest Margin among peers Project Management & Assurance Group AIMSL* Construction Engineering & design Sourcing & quality levels Equity & debt funding at project 2.140 MW Hybrid cluster operationalized in Rajasthan in FY23 India's first and World's largest solarwind hybrid cluster over a solarwind hybrid cluster operations arous findia on a single cloud-based platform Contralized continuous monitoring of plants across India on a single cloud-based platform	Project Management & Assurance Group Origination Analysis & market intelligence Viability analysis Strategic value India's Largest Commercial Port (at Mundra) Highest Margin among peers Project Management & Assurance Group Construction Engineering & design Sourcing & quality levels Sourcing & Sourcing & Quality levels Sourcing & Governance & Assuration of Plants across India on a single cloud-based platform India's first and World's largest solar-wind hybrid cluster levels Sourcing & Governance & Assuration of Plants across India on a single cloud-based platform India's first and World's largest solar-wind hybrid cluster levels Sourcing & Capital Mgminality	

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



Development



Execution Prowess

Transmission Network of 20,509 ckm⁽¹⁾

Built Longest Private HVDC Line (2)

Strategic Presence

Transmission - Presence in 15 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 99.6%

One of lowest Distribution losses in the country (5.29% in FY24 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 (91 million potential consumer base)

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

Embedded ESG Framework

Decarbonisation of Grid (Achieved 35% RE power as of Mar'24 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 in Distribution, **Smart Metering and Cooling** Solutions

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

Note: 1) Transmission network is as of 31st March 2024 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 mm (Rs 32 bn) total investment (US\$ 170 mm of Equity and US\$ 282 mn of shareholder sub-debt), GQG Investment of Rs. 5,987 Cr (US\$ 720 million) for 6.81% stake based on closing price of Rs 1,026.70 dated March 29, 2024





Q4FY24 - Executive Summary

AESL: Executive Summary – Performance in Q4FY24



Transmission and Smart Metering Business:

- Robust system availability of 99.6% in Q4FY24
- Added 174 ckms to operational network during the quarter with total network at 20,509 ckms
- During the quarter, fully operationalized Khavada Bhuj line
- During the quarter, received LOA for additional order quantity of 1.7 mn meters from MSEDCL with a revenue potential Rs 21 billion
- The total smart metering under-construction pipeline stands at 22.8 mn smart meters, consisting of nine projects with a contract value of Rs 272 billion

Distribution Utility (AEML):

- Distribution loss remains low at 5.09% in Q4FY24
- Maintained supply reliability (ASAI) of more than 99.9%
- 5.98% YoY growth units sold 2,226 million units inQ4FY24 vs. 2,100 million units last year on account of uptick in energy demand
- E-payment as a % of total collection at 80.23% in Q4FY24 vs. 75.58% last year driven by digital adoption push
- The share of renewable power supplied to Mumbai circle stands at 35% at the end of March 31, 2024, and on track to achieve 60% by FY27

Other Key Updates:

- AEML ranked#1 utility (second year in a row) for 2023 in the 12th edition of Integrate Rating of Discoms (a joint study by the MoP, McKinsey, PFC)
- International Rating Agencies Affirms Rating With Upgraded
 "Stable" Outlook For AESL and AEML issuances
- Excellent Energy Efficient Unit Award in 24th National Award for Excellence in Energy Management 2023 from Confederation of Indian Industry (CII)
- CDP Climate Change 2023 score improves to 'B' from 'D', surpassing the Asia regional average of C driven by environmental transparency and prompt actions on climate change
- ESG score from Sustainalytics improves to 25.3 from 32.8,
 placing the company amongst the top 30 global utilities
- Achieved a solid 'B' rating in the CDP Supply Chain Engagement score above the global average of 'C'
- Secured a 'B' rating in the CDP Water Security 2023 score, underscoring AESL's commitment to effective environmental management
- AEML, was rated 'A' in National Consumer Service Ratings by the Ministry of Power out of the 62 DISCOMs evaluated across India

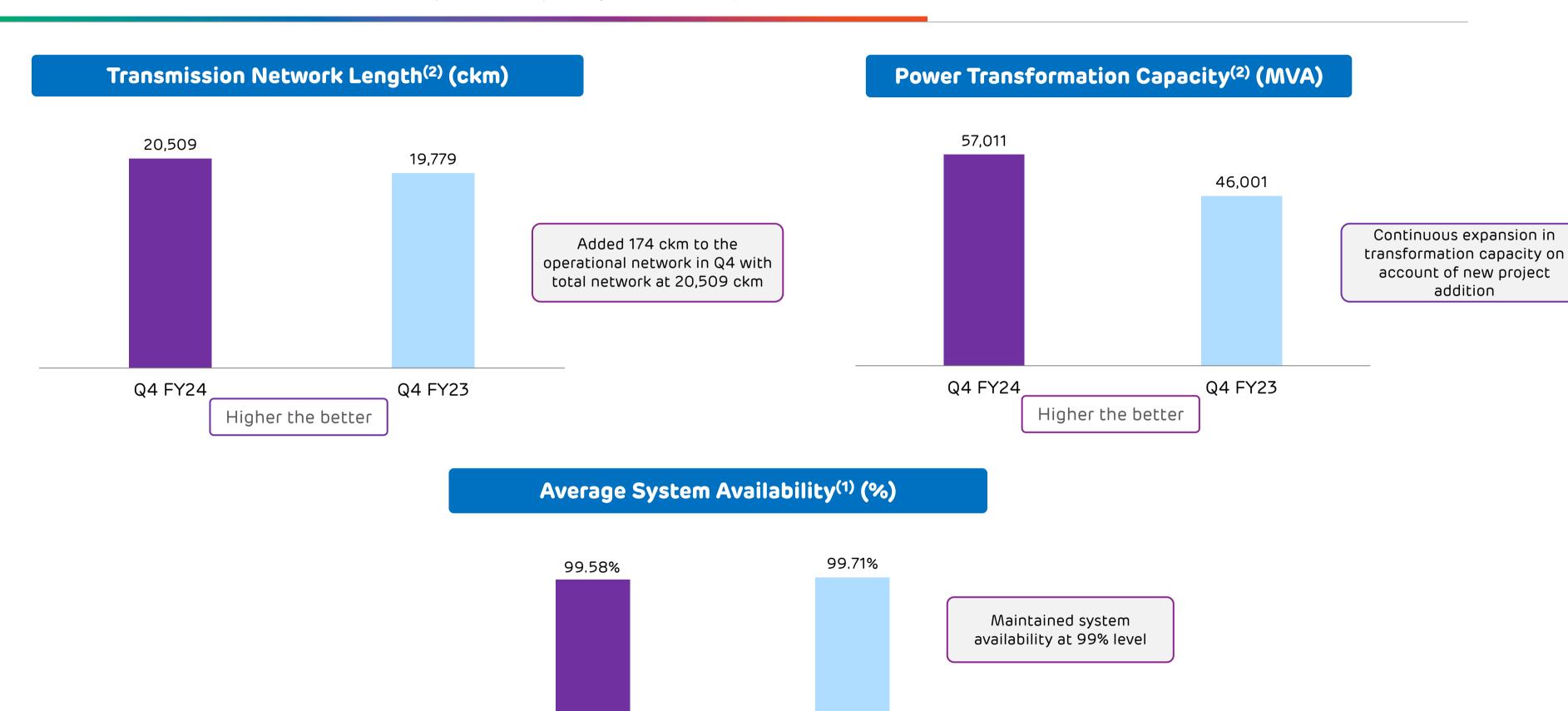




Q4FY24 Operational Performance (YoY)

AESL: Transmission Utility - Key Operating Metrics Q4FY24 (YoY)





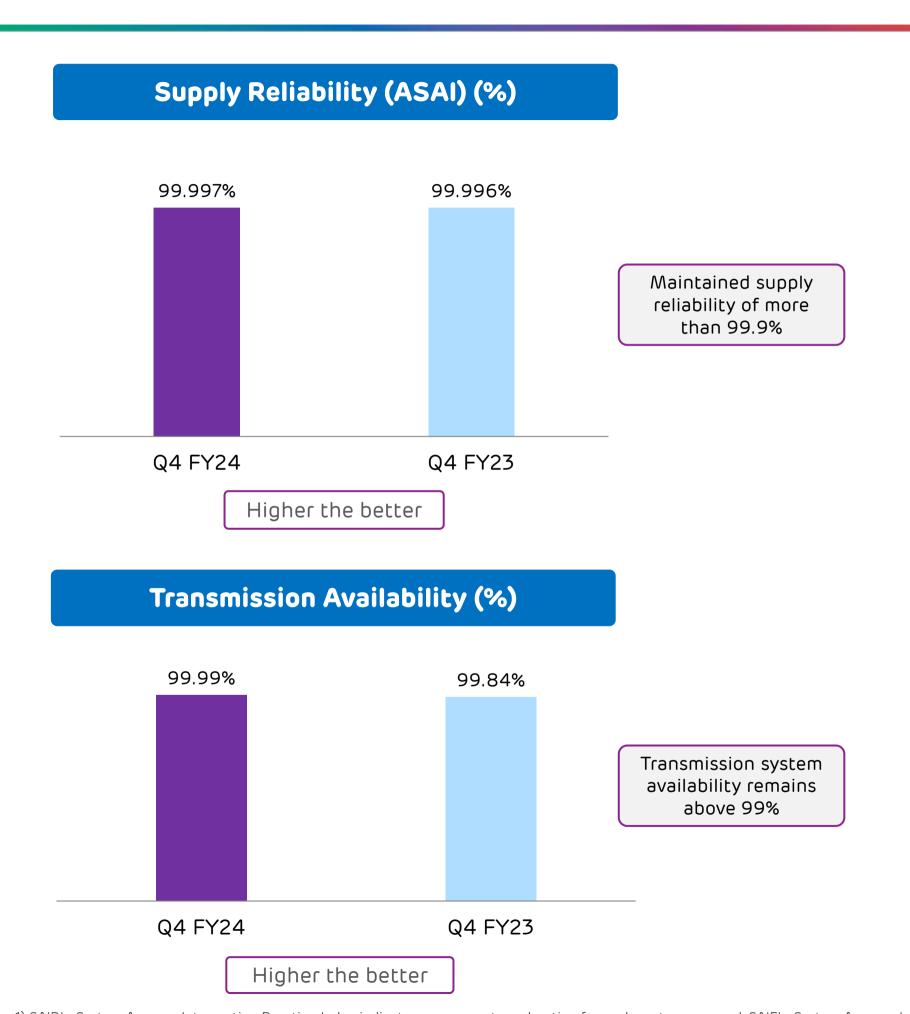
Q4 FY23

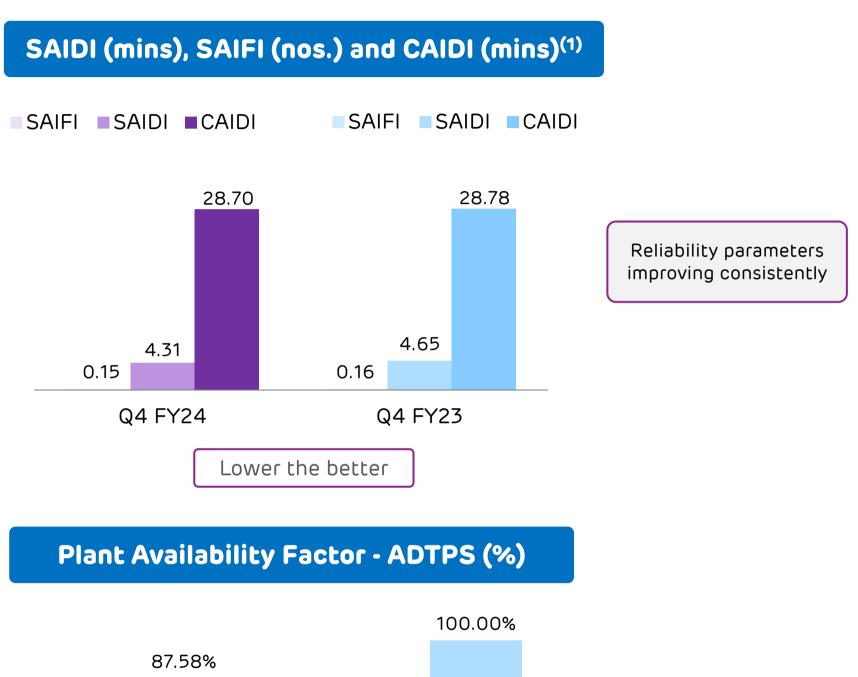
Q4 FY24

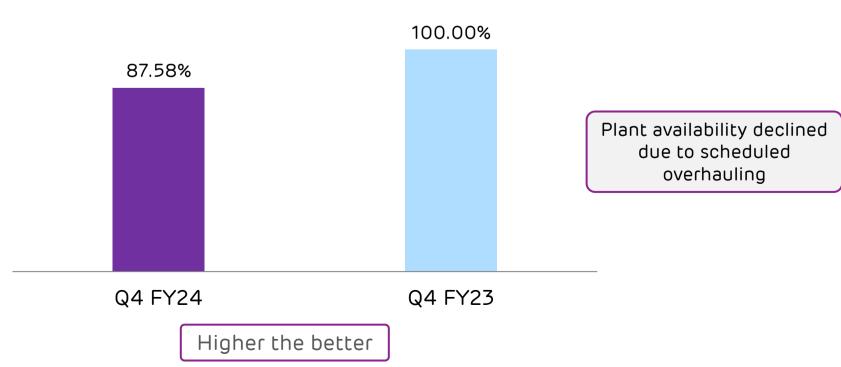
Higher the better

AESL: Distribution Utility (AEML) - Key Operating Metrics Q4FY24 (YoY)



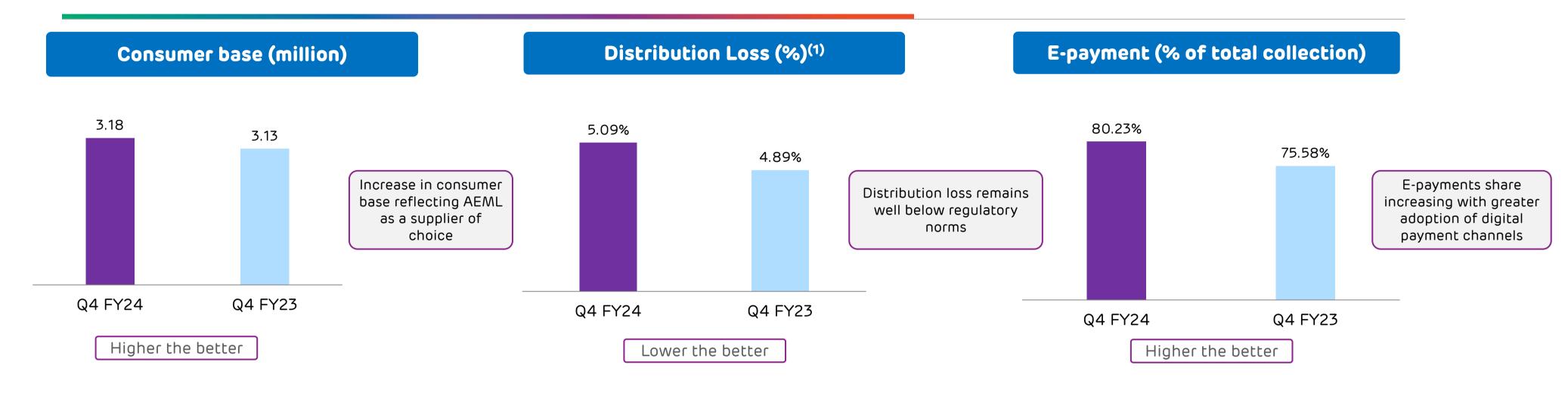


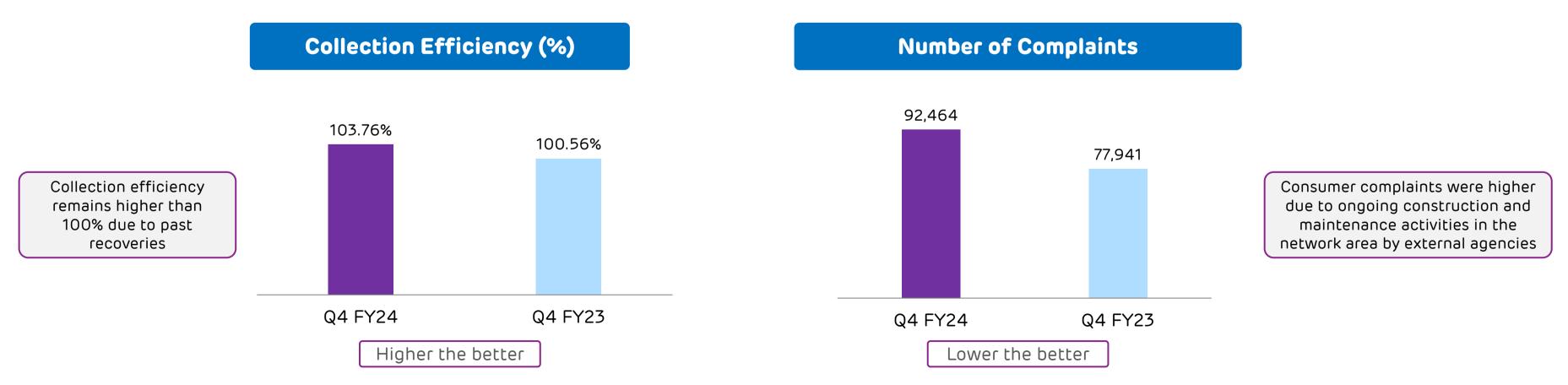




AESL: Distribution Utility (AEML) - Key Operating Metrics Q4FY24 (YoY)



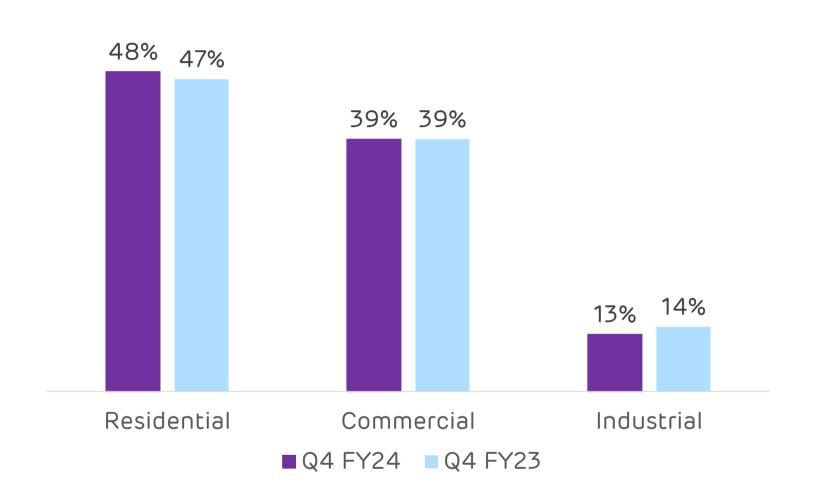




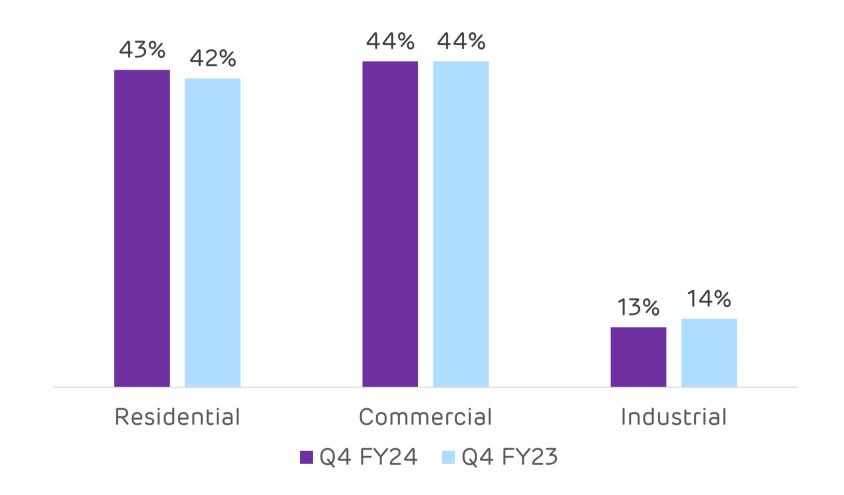
AESL: Distribution Utility (AEML) - Consumer Mix Q4FY24 (YoY)

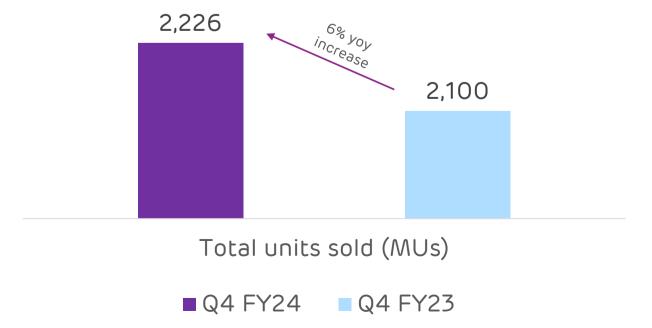


Consumer-wise volume mix %



Consumer-wise revenue mix %





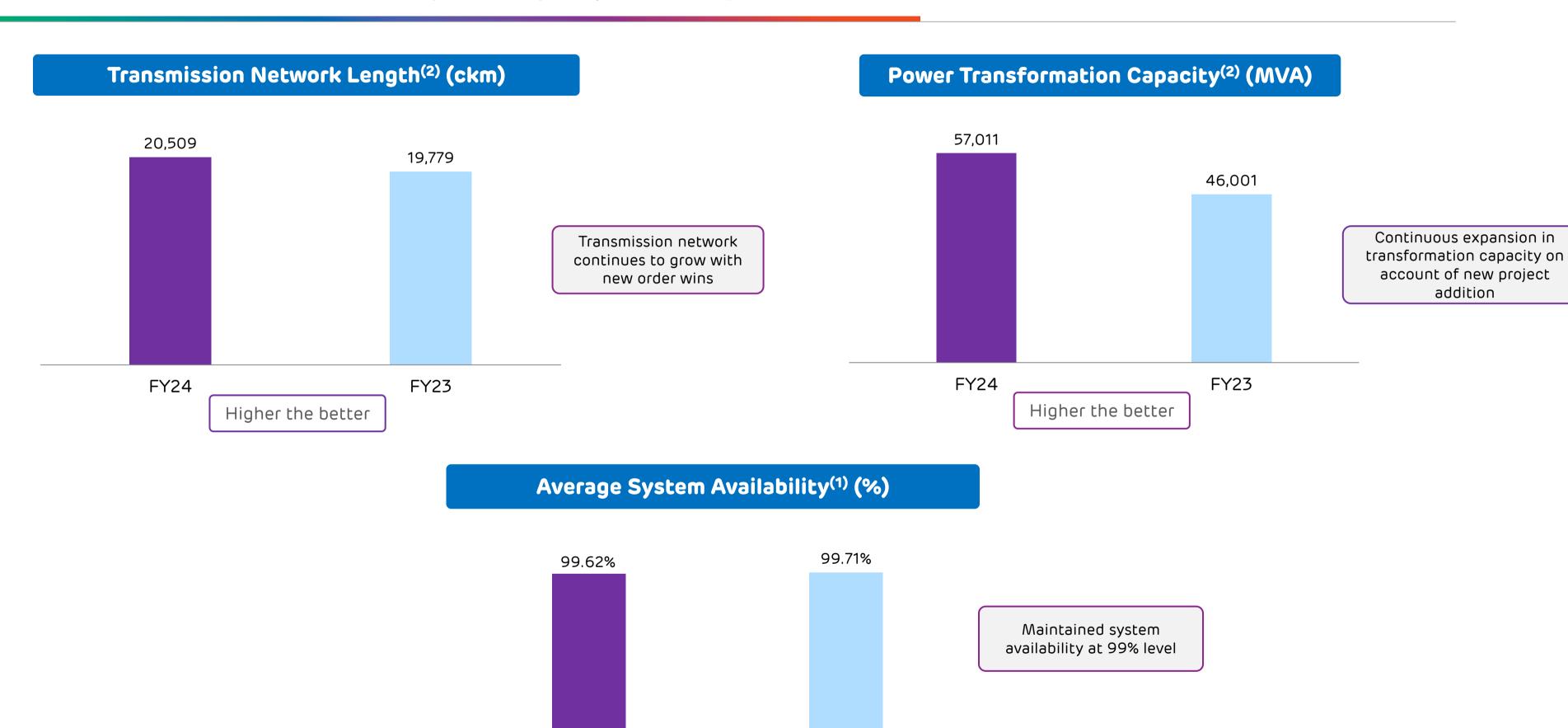




FY24 Operational Performance (YoY)

AESL: Transmission Utility - Key Operating Metrics FY24 (YoY)





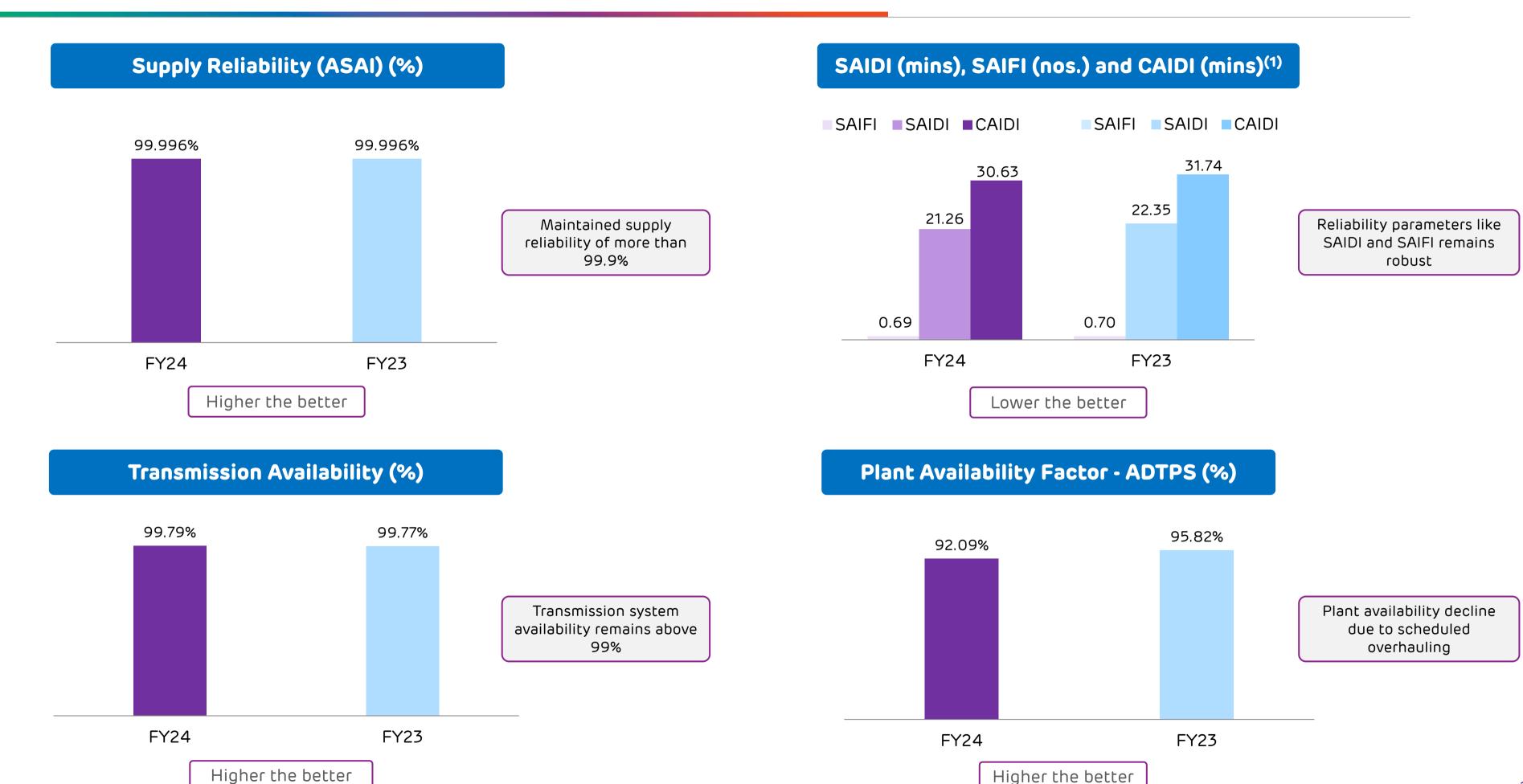
FY23

FY24

Higher the better

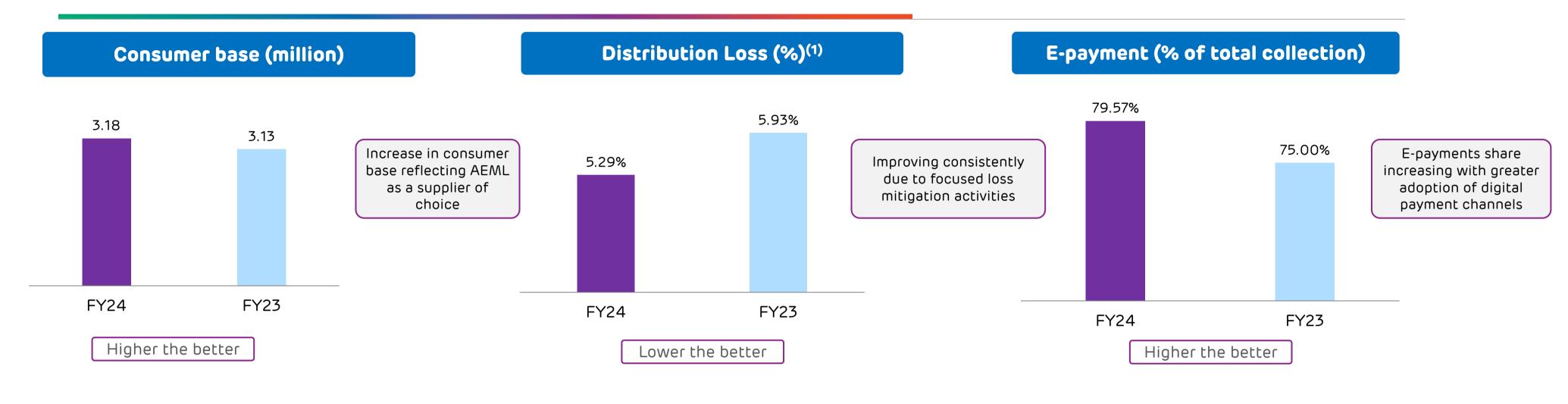
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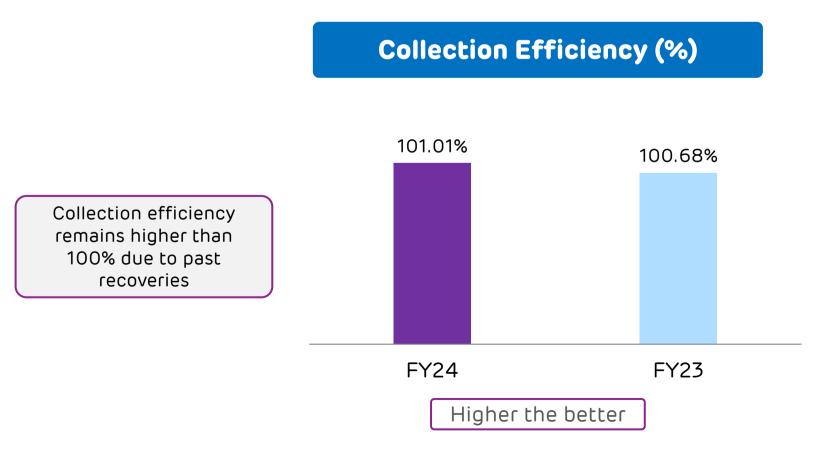


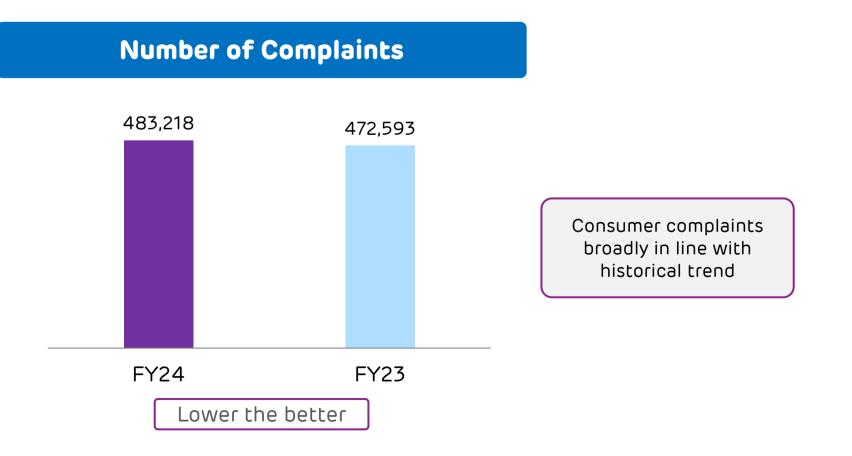


AESL: Distribution Utility (AEML) - Key Operating Metrics FY24 (YoY)





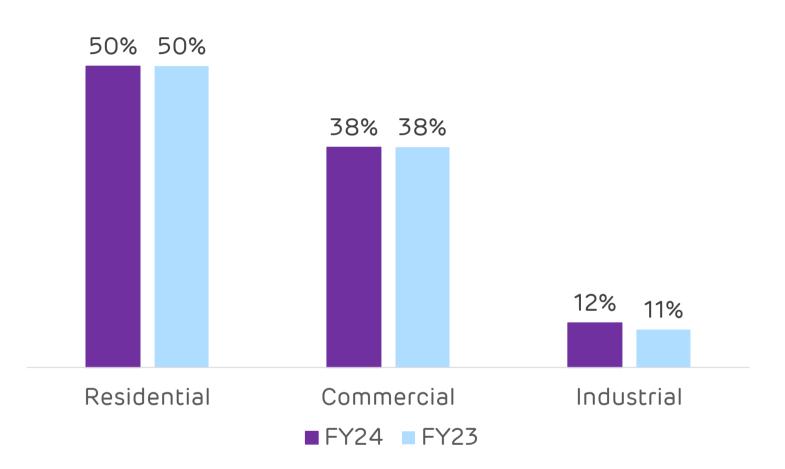




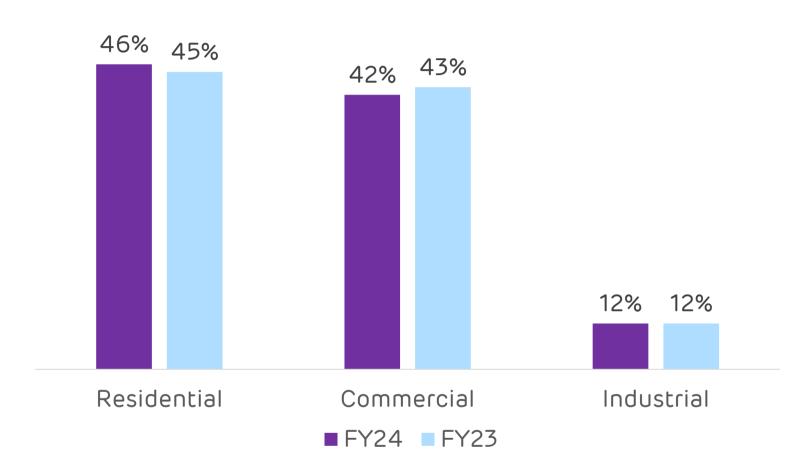
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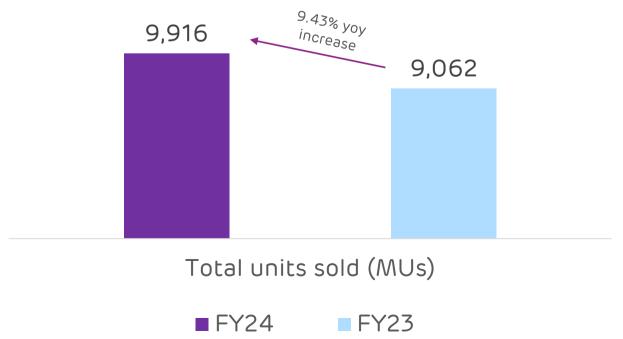






Consumer-wise revenue mix %









Recent Business Updates

AESL: Recent Business Updates



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Achieved a solid 'B' rating in the CDP Supply Chain Engagement score above the global average of 'C'

Excellent Energy Efficient Unit Award in 24th National Award for Excellence in Energy Management 2023 from Confederation of Indian Industry (CII)

Secured a 'B' rating in the CDP Water Security 2023 score, underscoring AESL's commitment to effective environmental management International Rating Agencies Affirms Rating With Upgraded "Stable" Outlook For AESL and AEML issuances





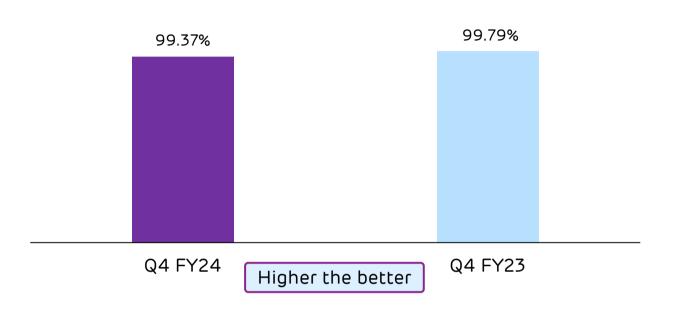
Transmission Line Availability - Asset Groups

AESL: Q4FY24 (YoY) - Line availability across asset groups



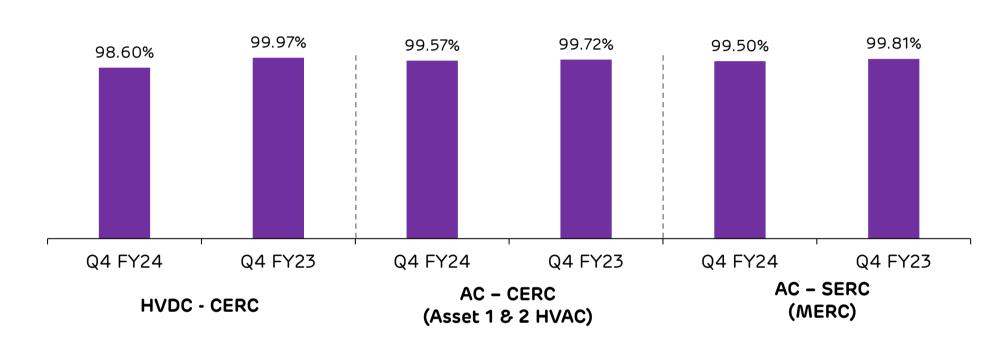
Average Availability Across Operational Assets %(1)

Line Availability - ATSOL Obligor Assets

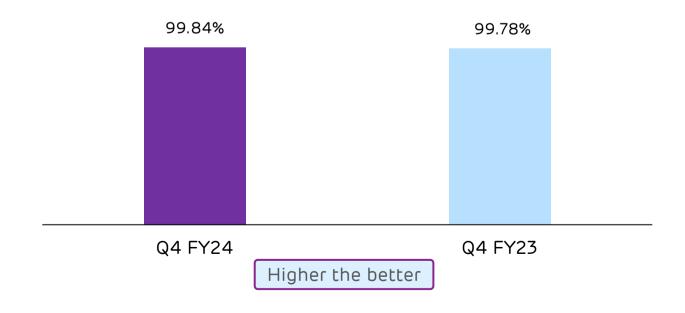


Focus on Maximizing Average Availability %

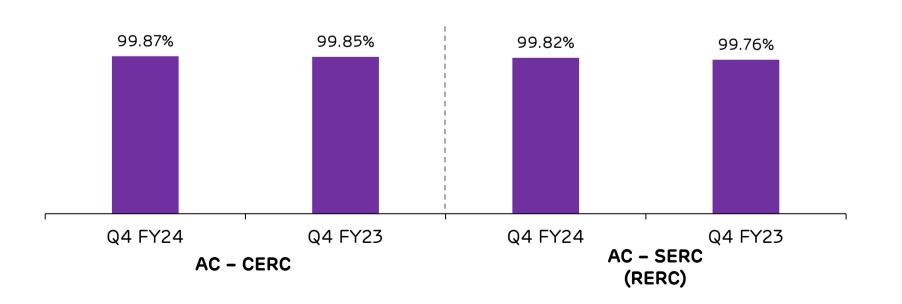
Average Availability - ATSOL Obligor Assets



Line Availability - USPP Assets



Average Availability - USPP Assets

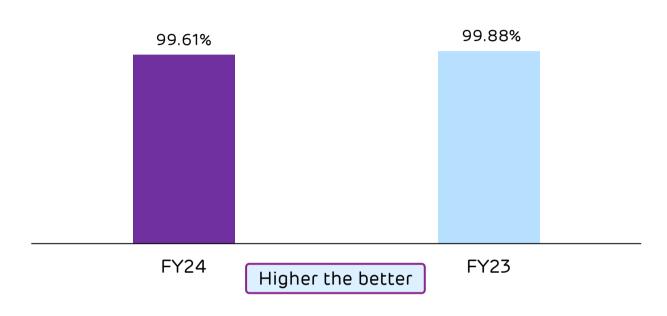


AESL: FY24 (YoY) - Line availability across asset groups



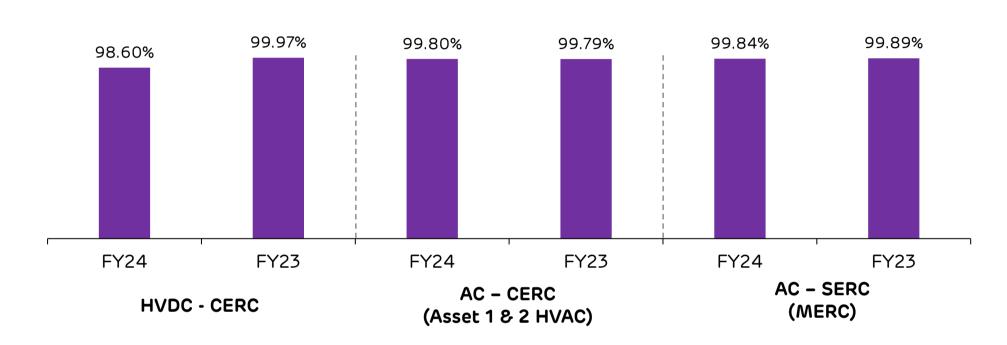
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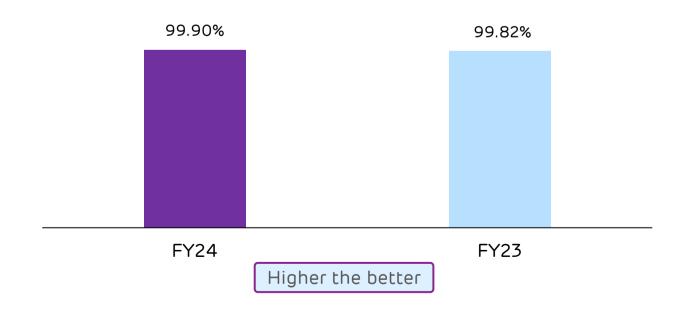


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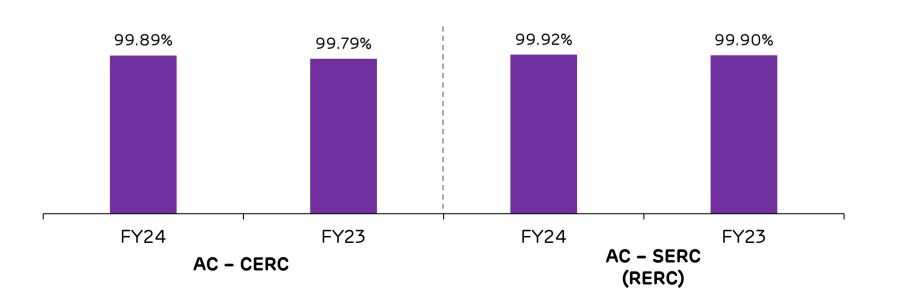
Average Availability – ATSOL Obligor Assets



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Average Availability - USPP Assets





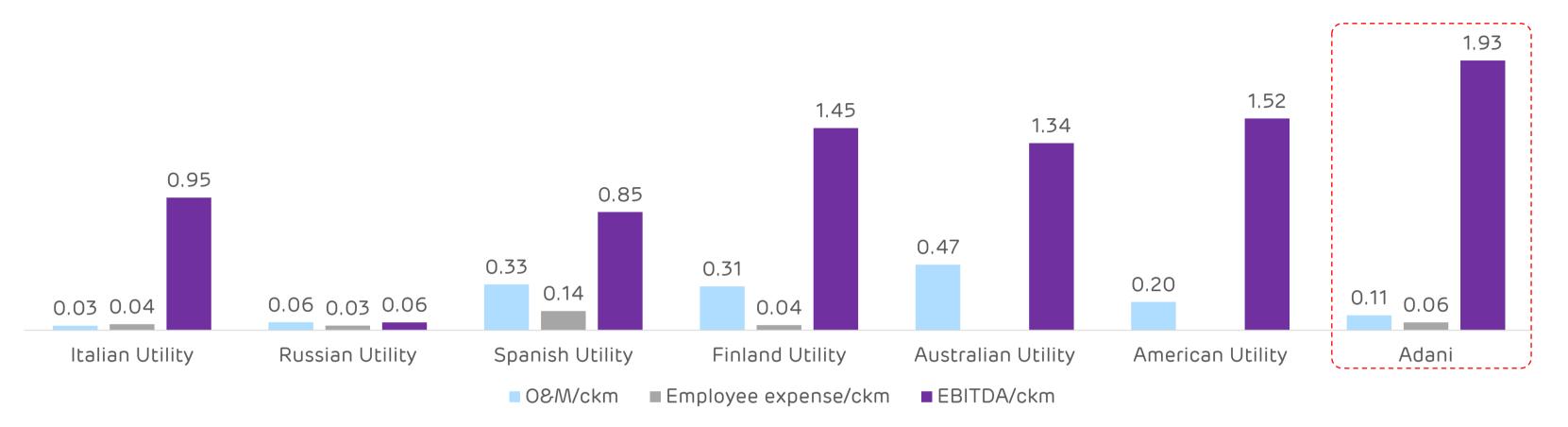


Transmission Business Global Peer Benchmarking

AESL: Transmission - Global Peer Benchmarking (Operational Parameters)

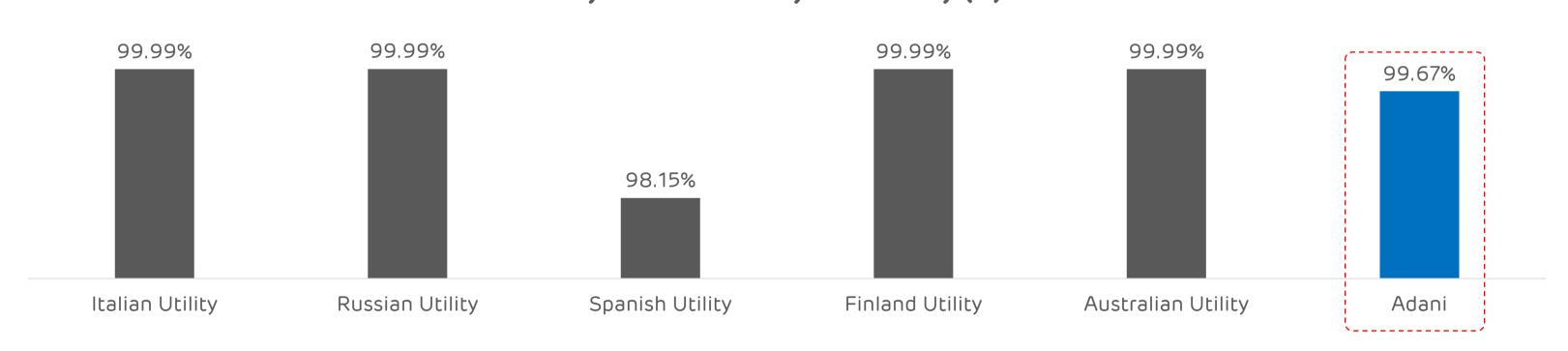






Highest EBITDA per ckm & low O&M per ckm highlighting strong operating efficiency

System Availability / Reliability (%)



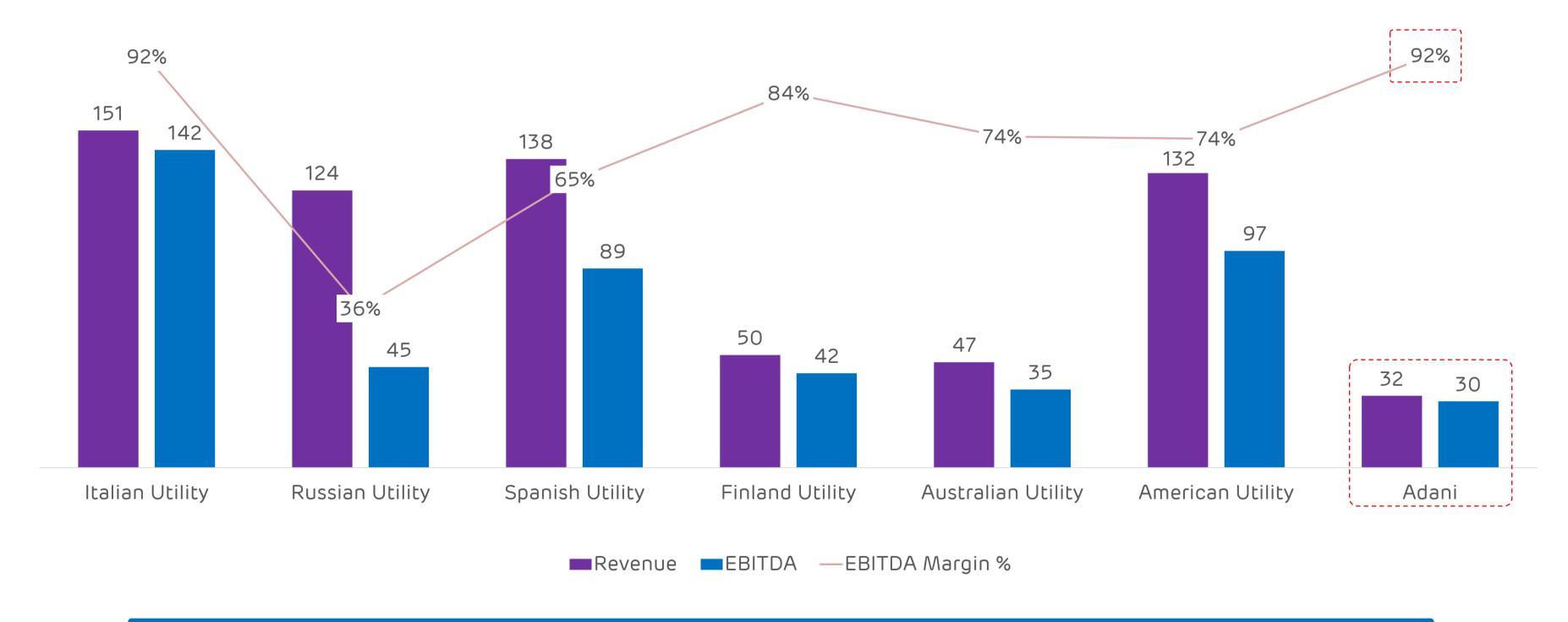
AESL's average system availability in line with global standards

Notes: 1) Benchmarking is based on internal analysis using latest annual operational and financial numbers; 2) Considered top utilities from Italy, Russia, Finland, Spain and Australia, America as global peers for the above benchmarking; Revenue and EBIDTA

AESL: Transmission - Global Peer Benchmarking (Financial Parameters)



Peer Benchmarking - Revenue and EBITDA (INR Bn)



Highest EBITDA margin in transmission business across global utilities compared

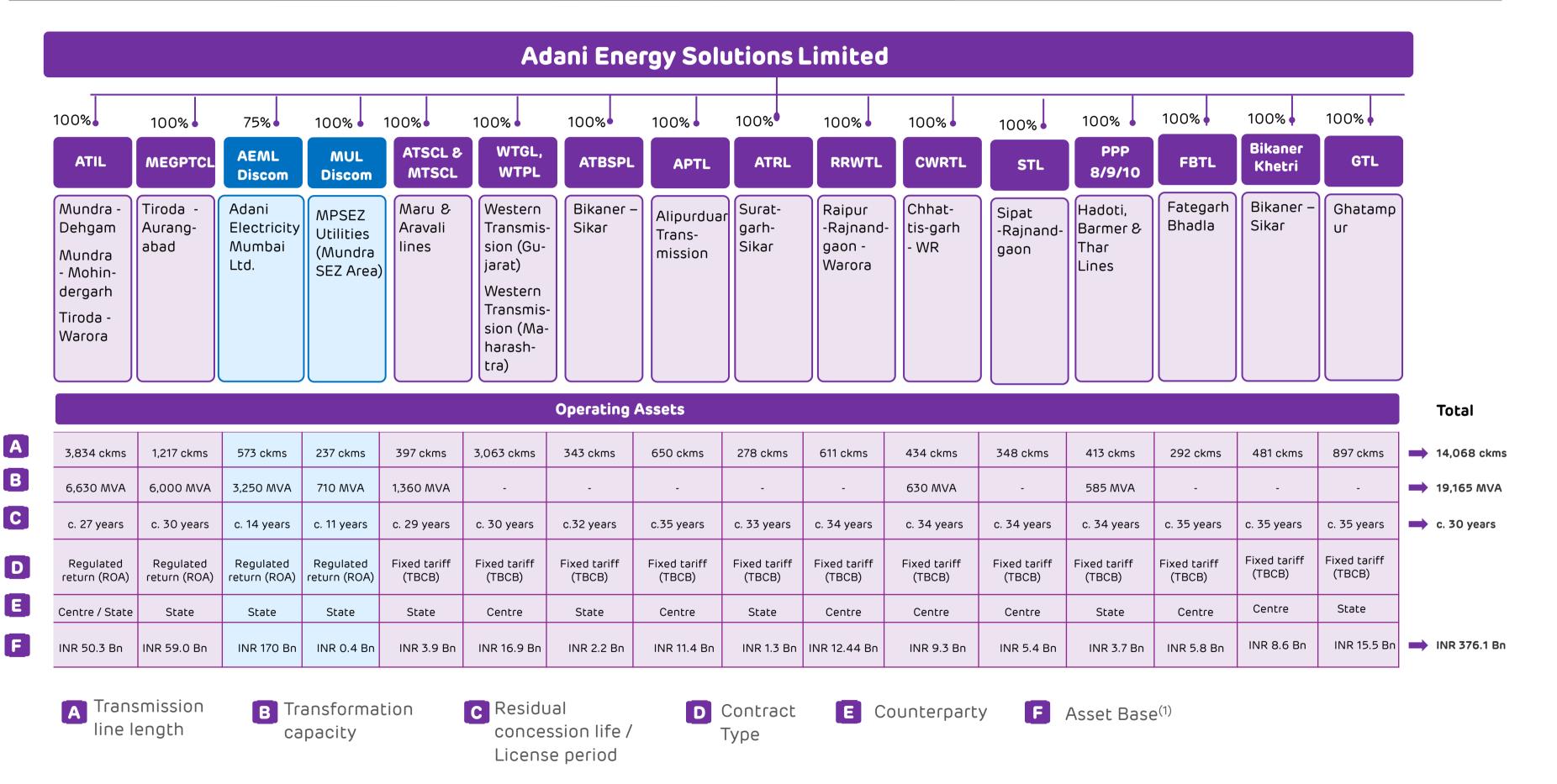




AESL - Operational & Under-construction Asset Portfolio

AESL's Operational Asset Portfolio as of March 2024 (1/2)





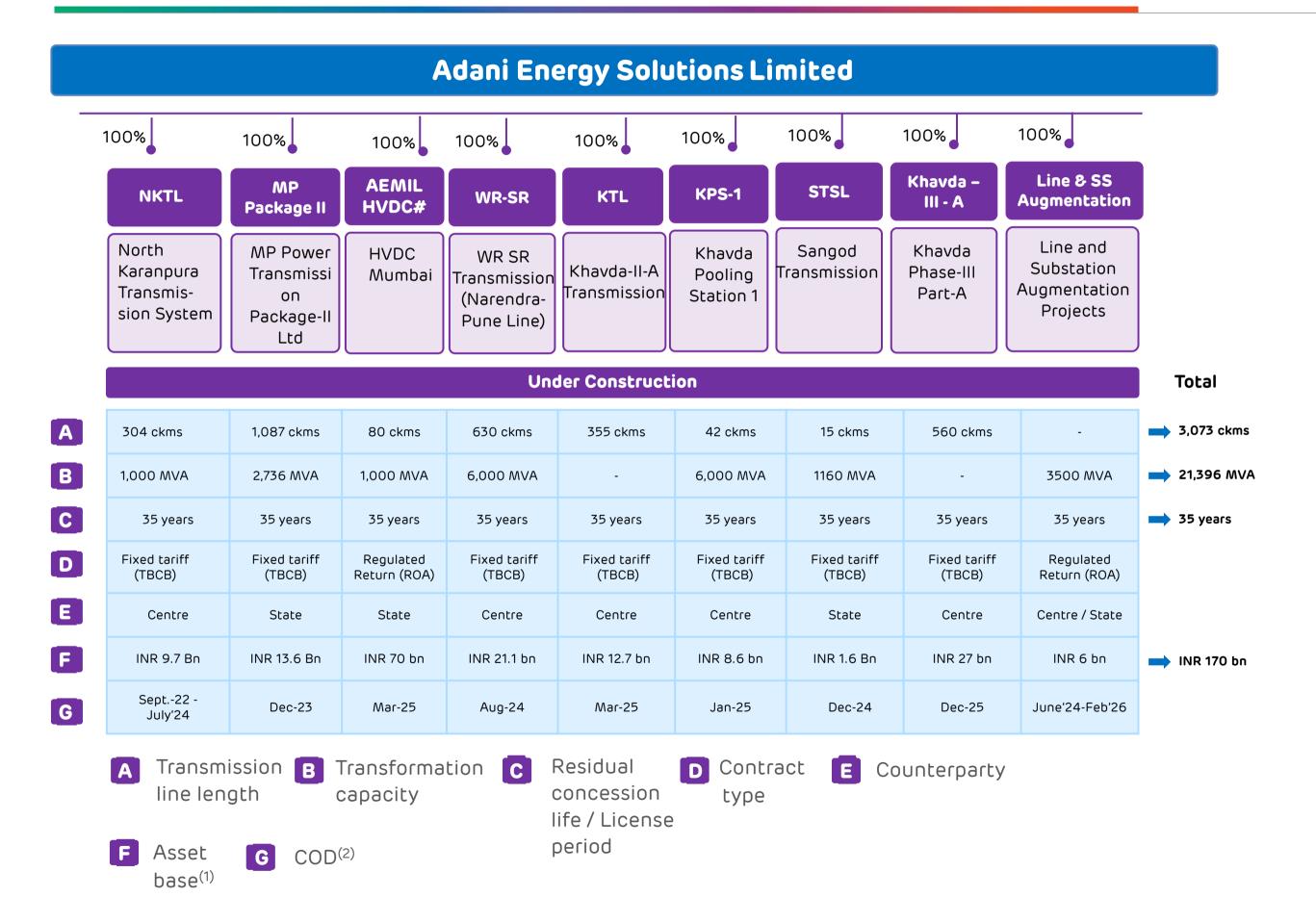
AESL's Operational Asset Portfolio as of March 2024 (2/2)





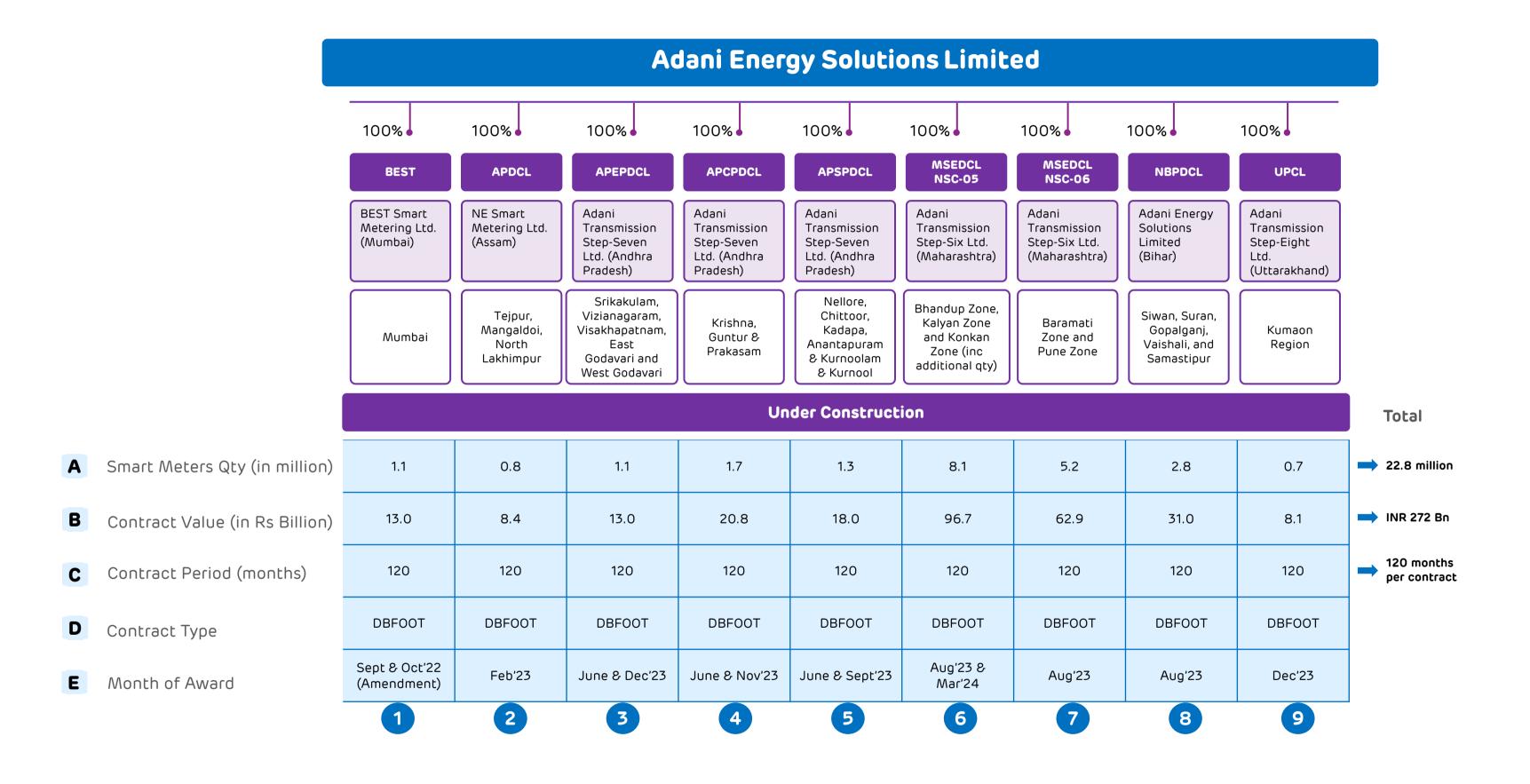
AESL's Transmission Under-construction Asset Portfolio as of March 2024





AESL's Smart Metering Under-construction Portfolio as of March 2024





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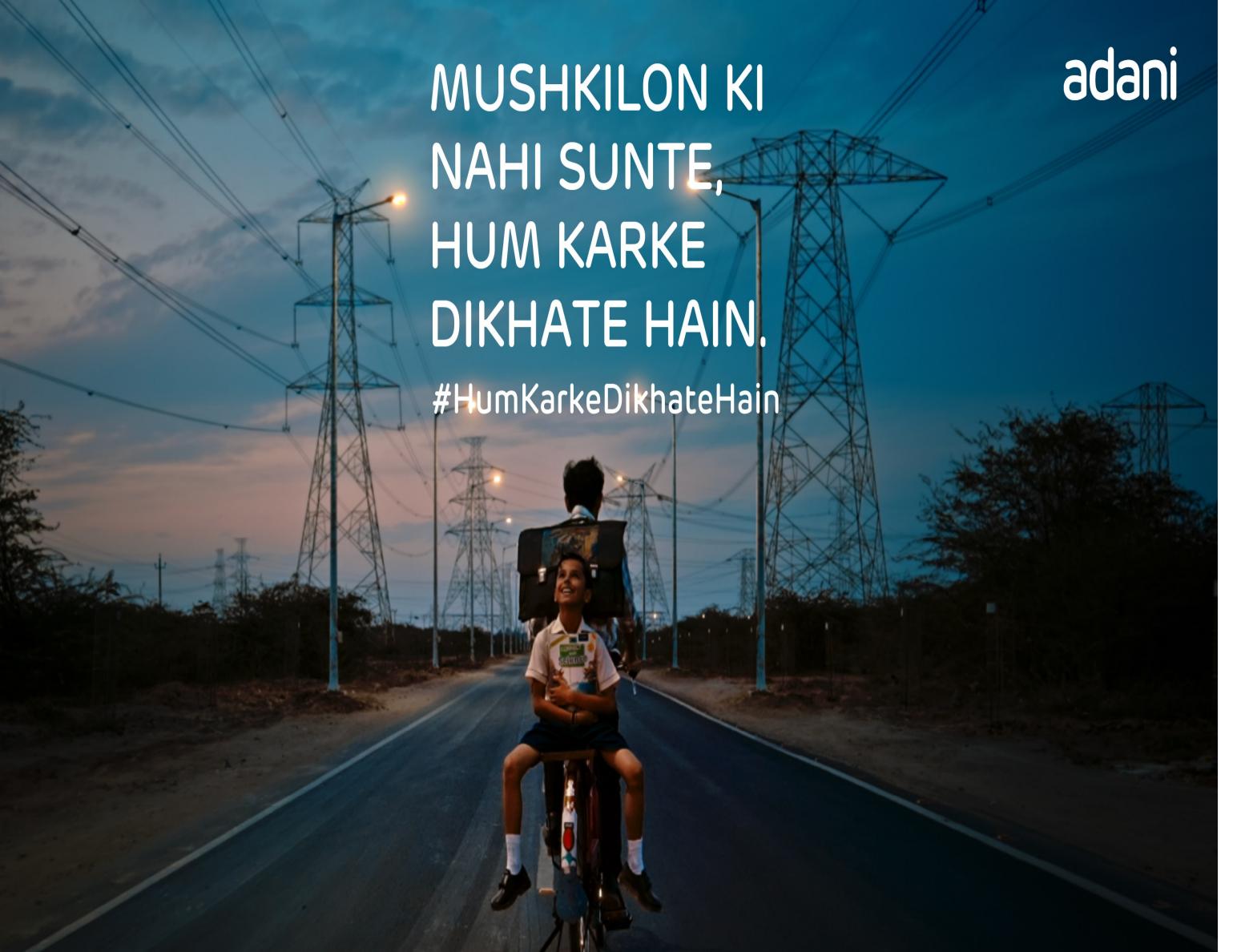
Investor Relations:

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Thank You