

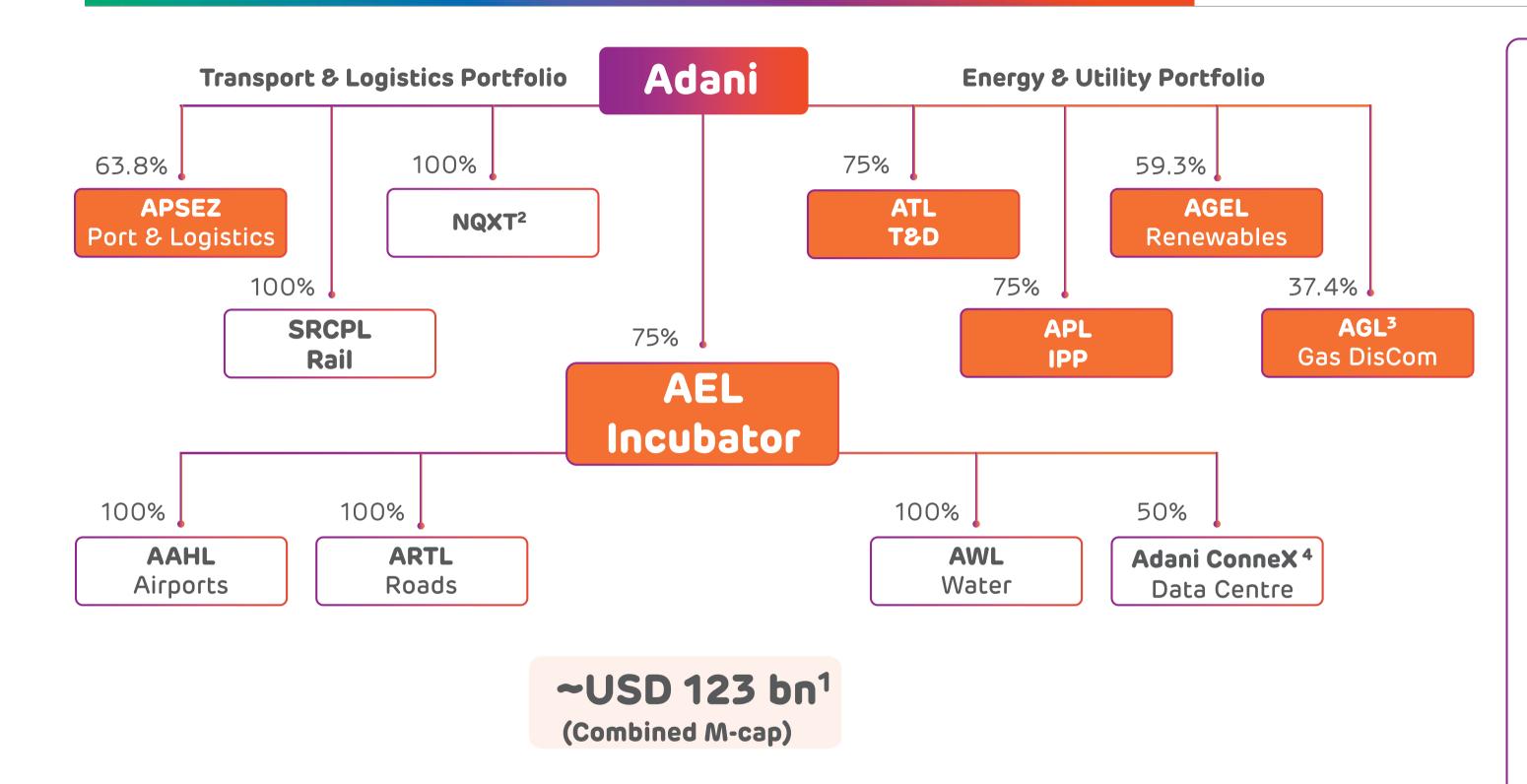
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Adani: A world class infrastructure & utility portfolio





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

Notes:

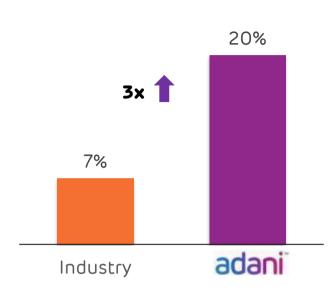
Orange colour represent publicly traded listed vertical | Percentages denote promoter holding

- 1. As of September 14th, 2021, USD/INR 73.6
- 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	18.801 ckm		

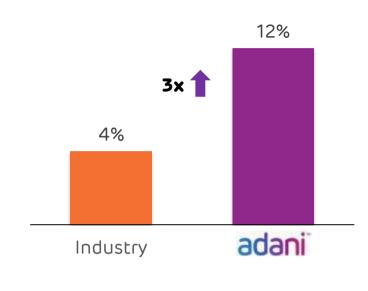


ATL

Highest availability among Peers

Op. EBITDA margin: 92%^{1,3,5} Next best peer margin: 89%

Port Cargo Throughput (MMT)



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

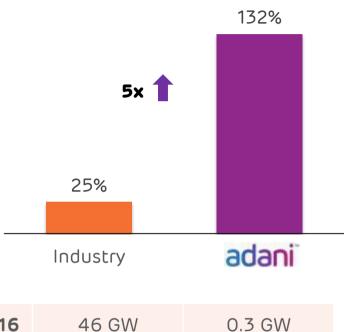


APSEZ

Highest Margin among Peers globally

EBITDA margin: 70%^{1,2} Next best peer margin: 55%

Renewable Capacity (GW)



2016	46 GW	0.3 GW	
2021	140 GW ⁹	19.3 GW ⁶	

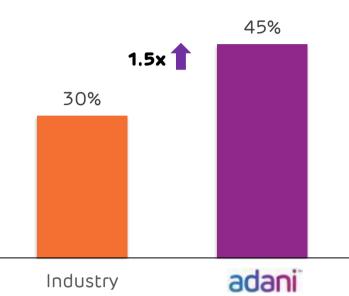


AGEL

Worlds largest developer **EBITDA margin: 91%**^{1,4}

Among the best in Industry

CGD⁷ (GAs⁸ covered)



2015	62 GAs	6 GAs	
2021	228 GAs	38 GAs	



ATGL

India's Largest private CGD business

EBITDA margin: 41%¹

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	 Analysis & market intelligence Activity Site acquisition	• Life cycle O&M planning	 Redesigning the capital structure of the asset 		
	Viability analysisStrategic value	and regulatory agreements Investment case development	 Equity & debt funding at project 	 Asset Management plan 	 Operational phase funding consistent with asset life
	 India's Largest Commercial Port (at Mundra) 	 Longest Private HVDC Line in Asia (Mundra – 	 648 MW Ultra Mega Solar Power Plant (at Kamuthi, Tamil 	 Energy Network Operation Center (ENOC) 	Revolving project finance facility of \$1.35Bn at AGEL – fully funded project pipeline
		Mohindergarh)	Nadu)	Captagliand anatiqueus	First ever GMTN ¹ of USD 2Bn 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	Centralized continuous monitoring of plants across India on a single cloud based platform	Issuance of 20 & 10 year dual trand bond of USD 750 mn - APSEZ the o infrastructure company to do so
					14% 31% 55%

March 2016

March 2021

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



Development



Execution Prowess

Transmission Network of

18,801 ckt km¹;

Built Longest Private HVDC Line
in Asia

Strategic Presence

Transmission - Presence in 12 states with 27 transmission lines **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 99.87% and supply reliability of 99.99%

One of the lowest O&M cost per ckm⁽²⁾

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 optimizing ROE at 55%

Capital Management and IG Rating

Re-designing capital structure though low-cost capital and elongated maturity

BBB- / Baa3(5)

Robust Asset Base

INR 459 Bn / US\$ 6.3 Bn

Regulated Asset base⁽¹⁾ (Fully-built basis)



ATL: Executive Summary – Segment-wise Performance in Q2FY22 YoY



Transmission Business:

- Transmission Lines operating at greater than 99.36% system availability
- Added 486 ckt kms to operational network reaching to 18,801 ckt kms

Other Updates:

- FBTL and BKTL projects became operational during the quarter
- Received LOI for MP Power Transmission Package-II
 Limited transmission line won in TBCB auction in March'21
- Won the Greentech Energy Conservation Award 2021 assessed on initiatives taken towards
 Conservation of Energy, Financial Impact of Energy
 Conservation and Best Practices

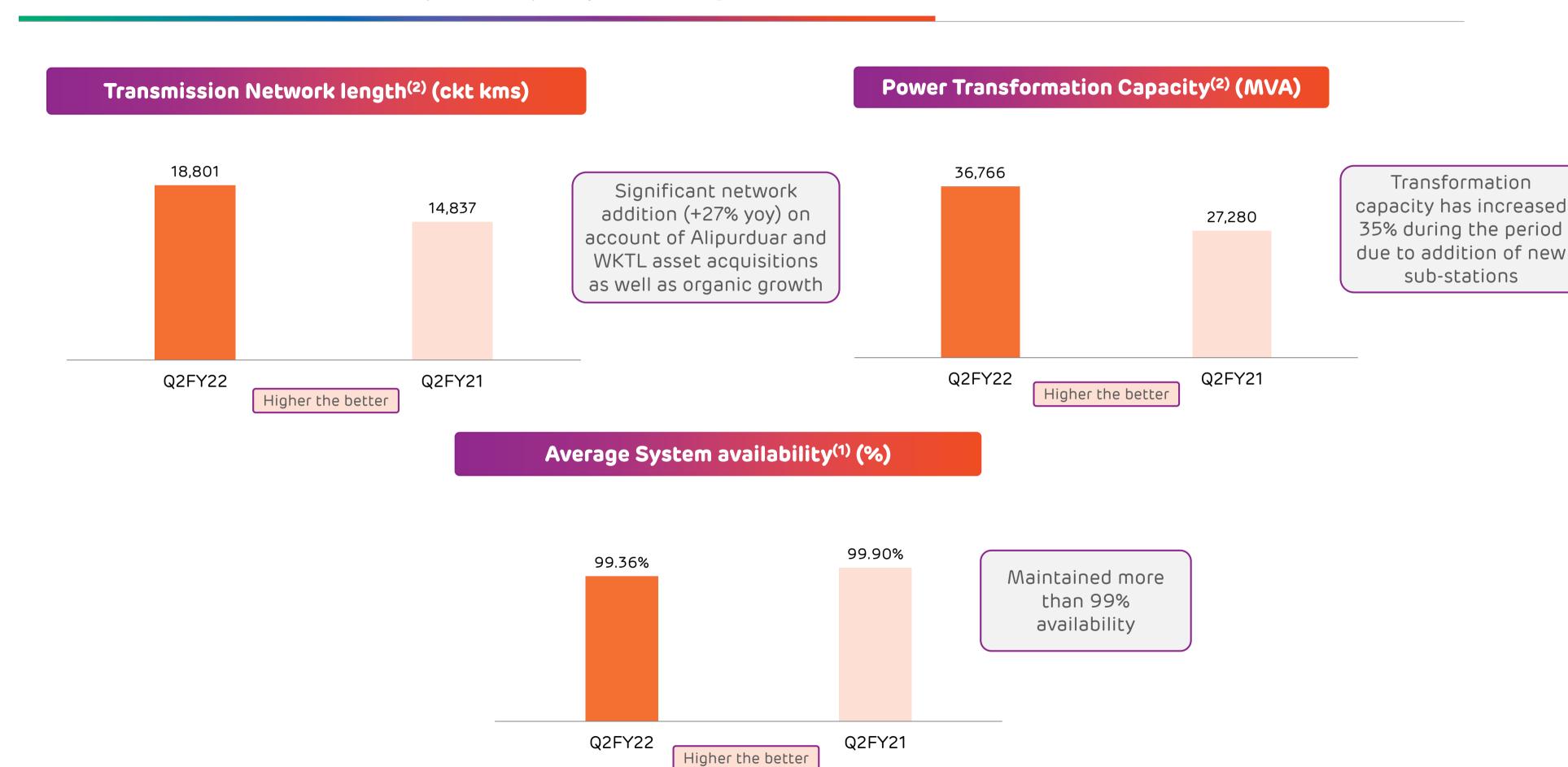
Distribution Business:

- Maintained supply reliability of more than
 99.9%
- Sold 1,980 million units vs. 1,742 million units last year with energy demand improving by 14% YoY
- Distribution loss improving consistently and stands at 7.2%
- Collection efficiency remains above106.6%
- E-payment as a % of total collection at
 68.5% with greater digital adoption



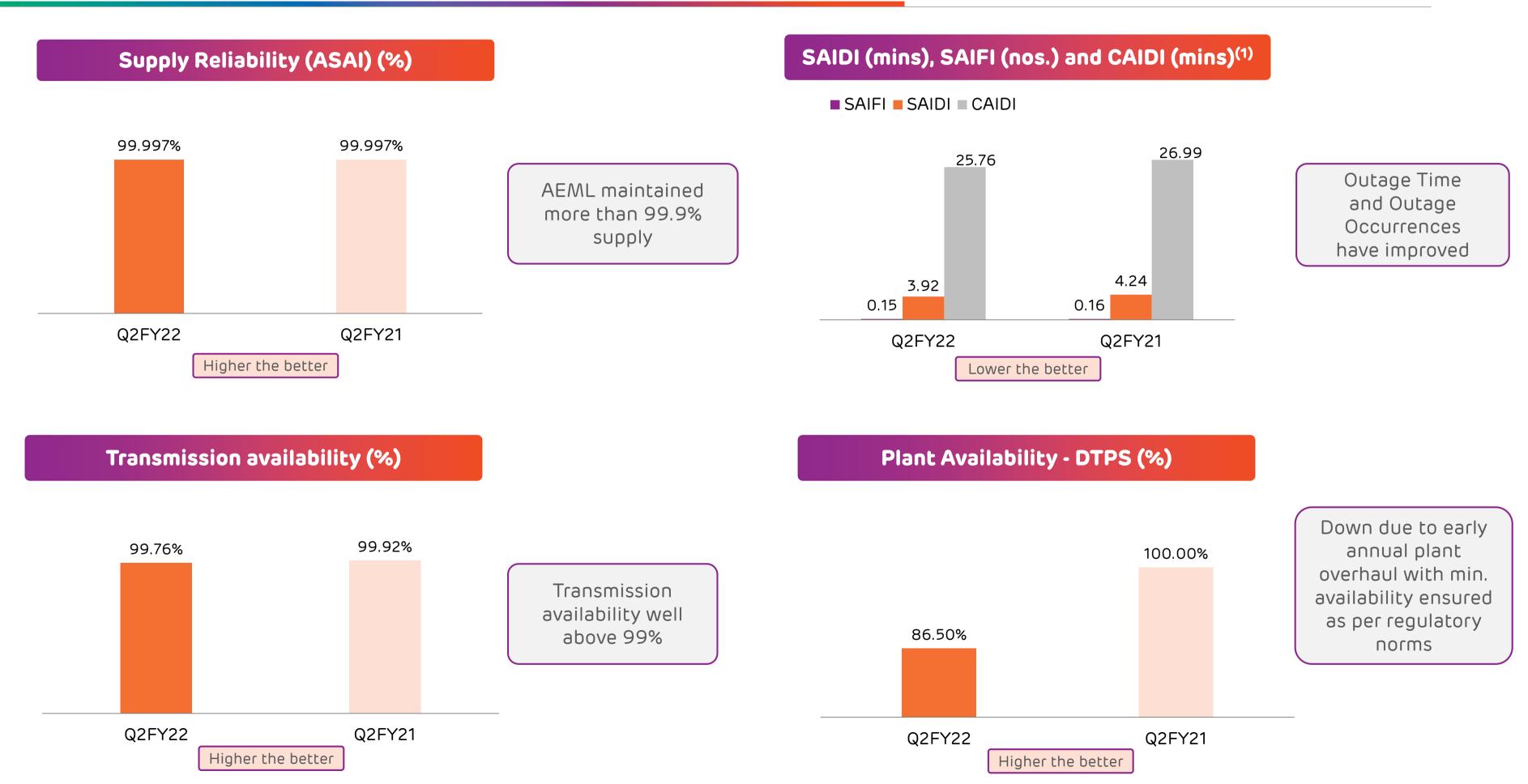
ATL: Transmission Utility - Key Operating Metrics Q2FY22 YoY





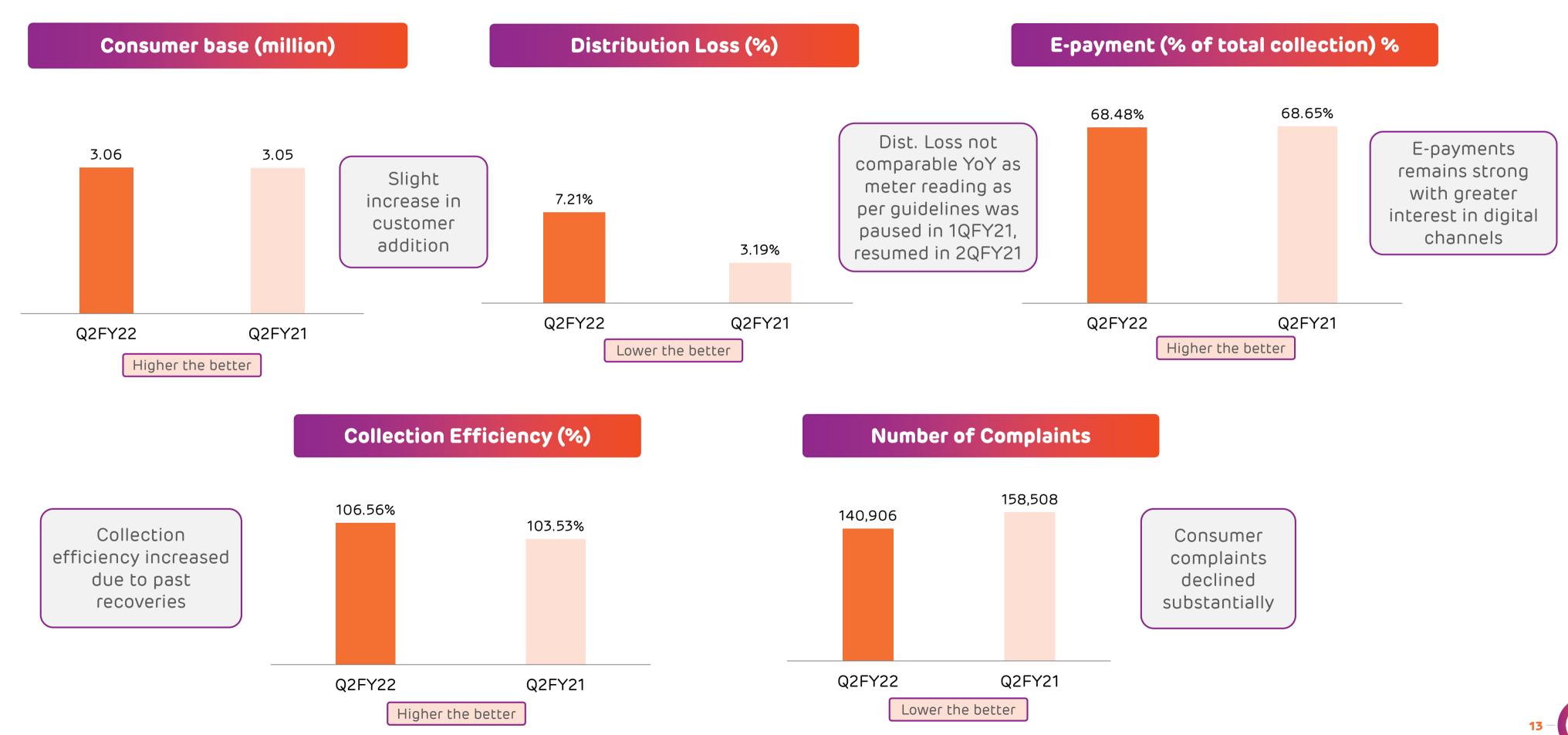
ATL: Distribution Utility (AEML) - Key Operating Metrics Q2FY22 YoY





ATL: Distribution Utility (AEML) - Key Operating Metrics Q2FY22 YoY

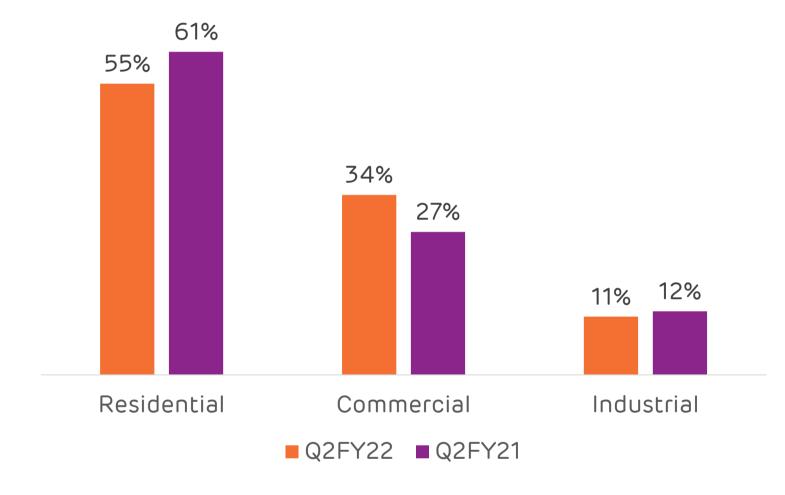




ATL: Distribution Utility (AEML) - Consumer Mix Q2FY22 YoY

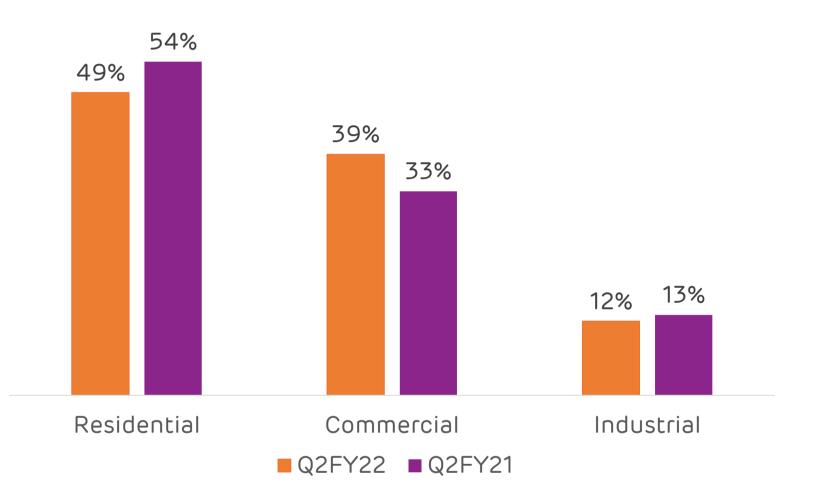


Consumer-wise volume mix



Consumer mix shifting
back from higher
residential demand to rise
in commercial and
industrial segment demand

Consumer-wise revenue mix



Total units sold (Q2 FY22): 1,980 million units



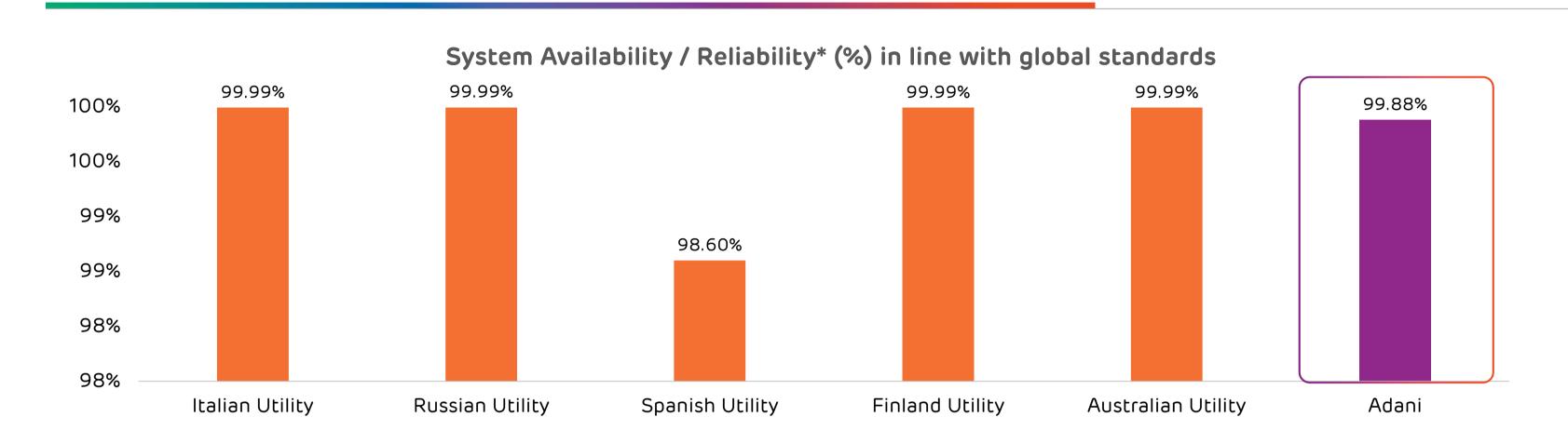
Total units sold (Q2 FY21): 1,742 million units

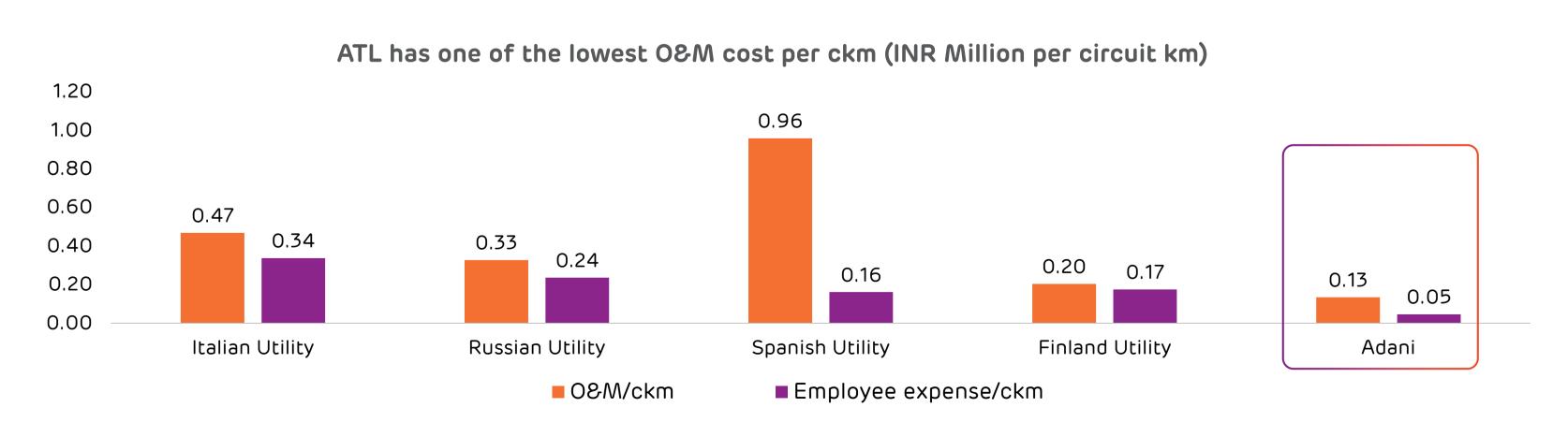
Energy demand improved driven by 39% rise in commercial segment



ATL: Transmission Operational Parameters - Peer Benchmarking (Jan-Dec'20)



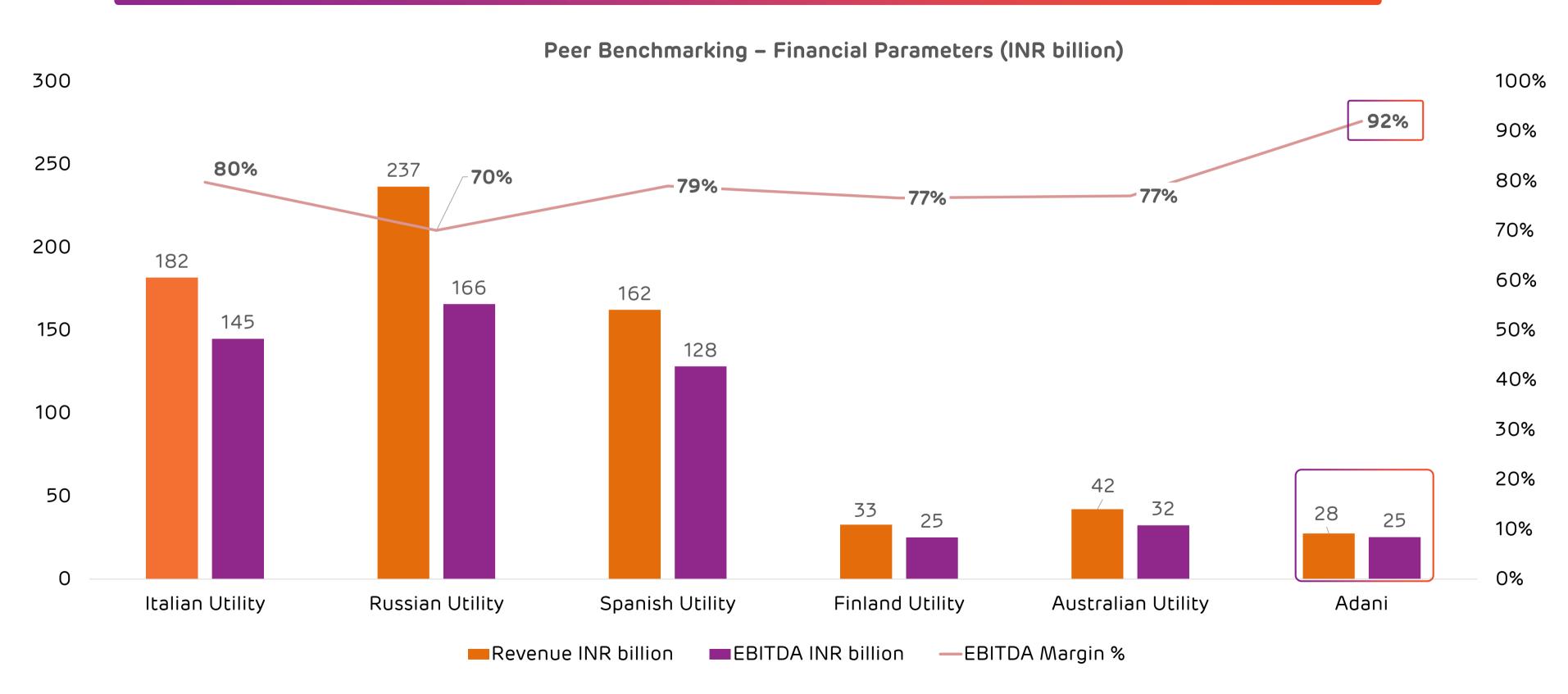




ATL: Transmission Financial Parameters - Peer Benchmarking (Jan-Dec'20)



ATL has highest EBITDA margin in transmission business across global utilities compared





ATL: Executive Summary – Segment-wise Performance in 1HFY22 YoY



Transmission Business:

- Transmission Lines operating at greater than 99.87% system availability
- Added 693 ckt kms to operational network reaching to 18,801 ckt kms

Other Updates:

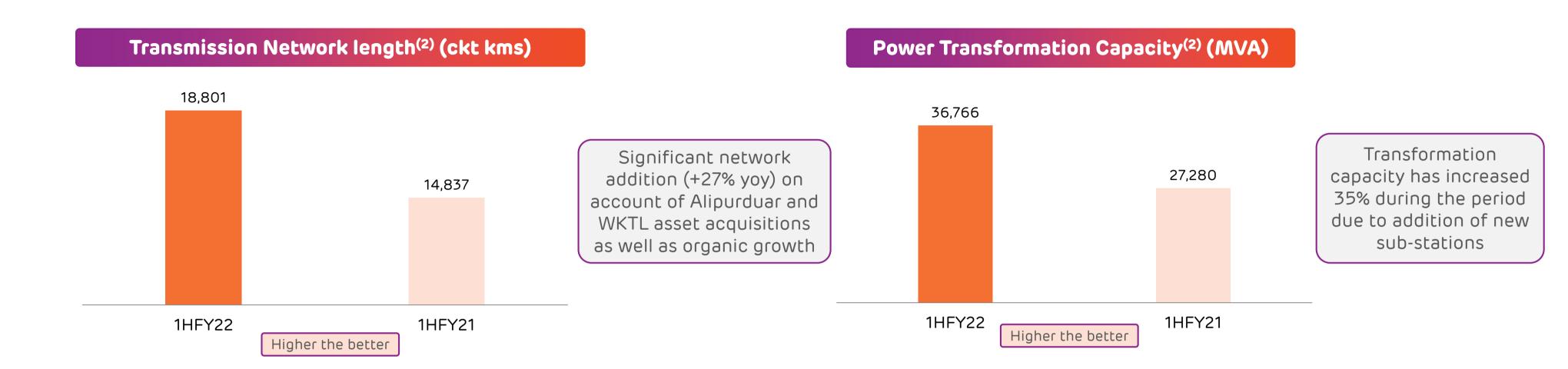
- FBTL and BKTL projects became operational during the period
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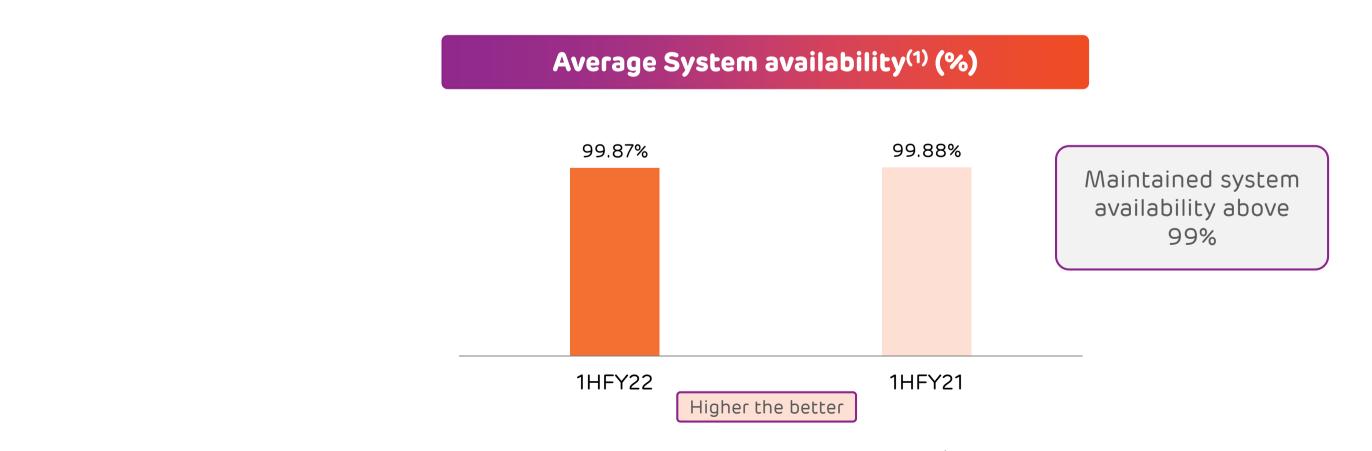
Distribution Business:

- Maintained supply reliability of more than
 99.9%
- Sold 4,016 million units vs. 3,469 million units last year, with energy demand improving by 16% yoy
- Distribution loss improving consistently and stands at 7.04%
- Collection efficiency remains above
 103.4%
- E-payment as a % of total collection at
 69.26% with greater digital adoption vs.
 physical channels

ATL: Transmission Utility - Key Operating Metrics 1HFY22 YoY

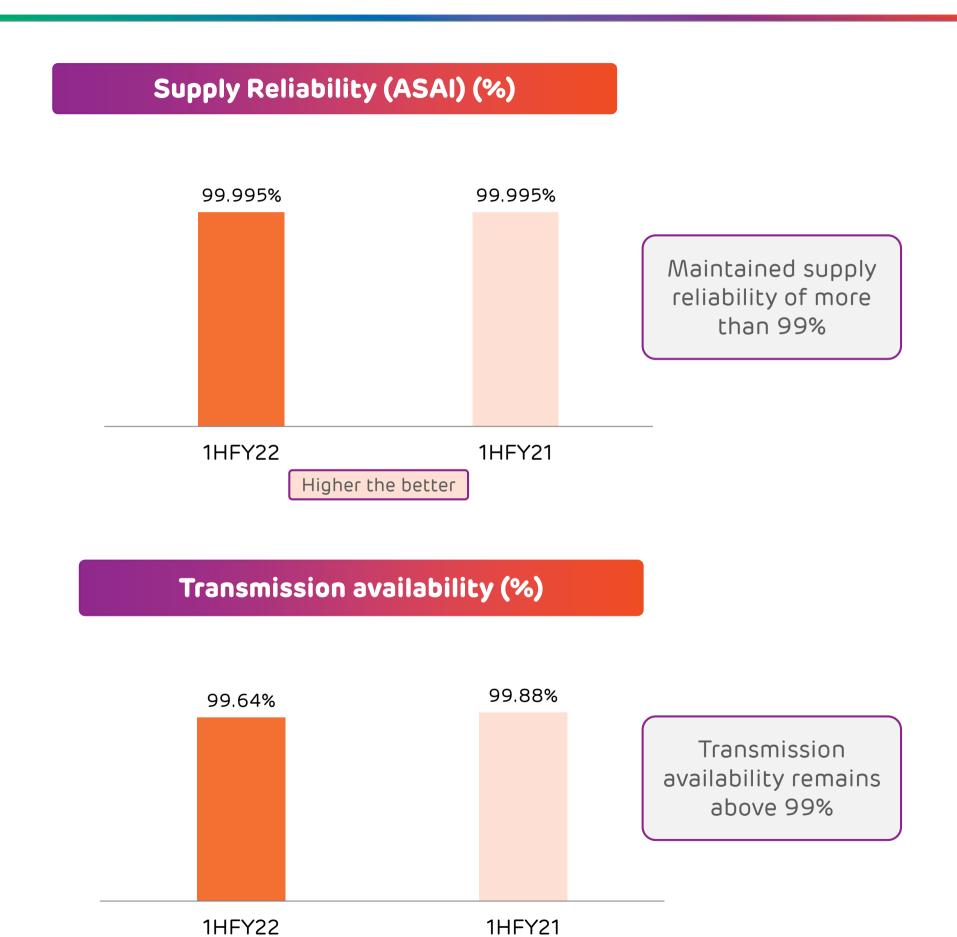




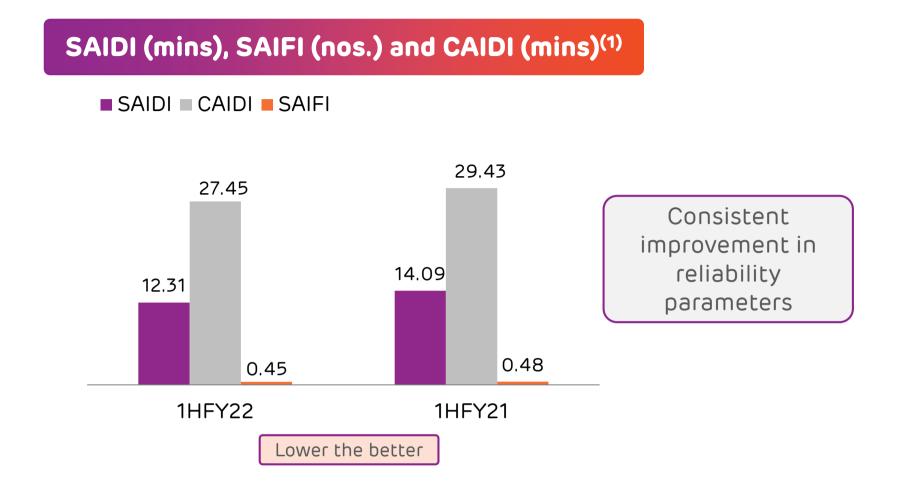


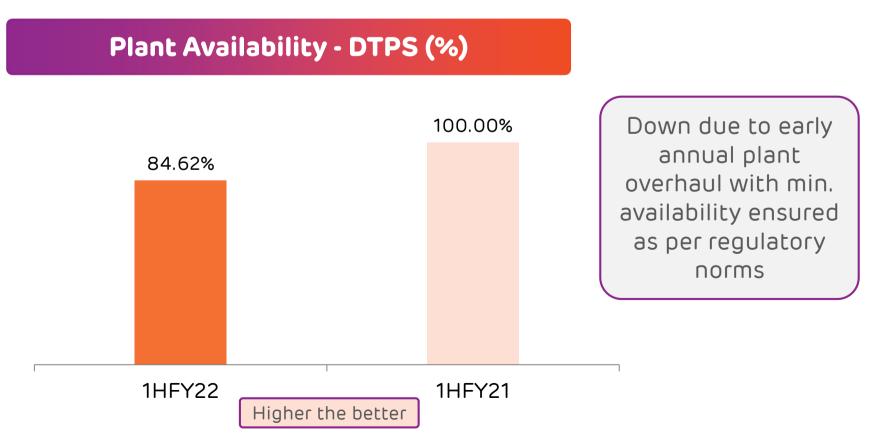
ATL: Distribution Utility (AEML) - Key Operating Metrics 1HFY22 YoY





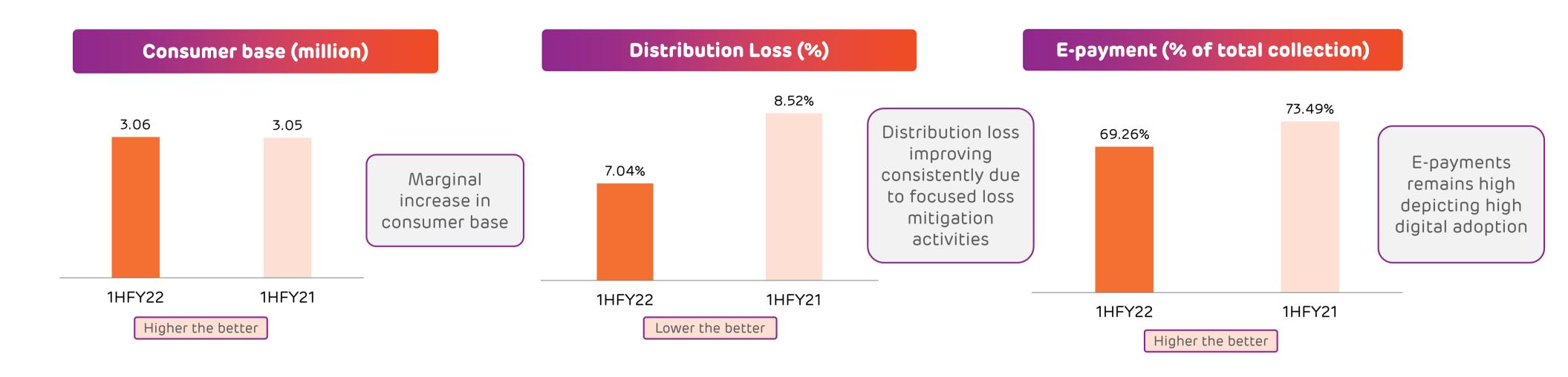
Higher the better

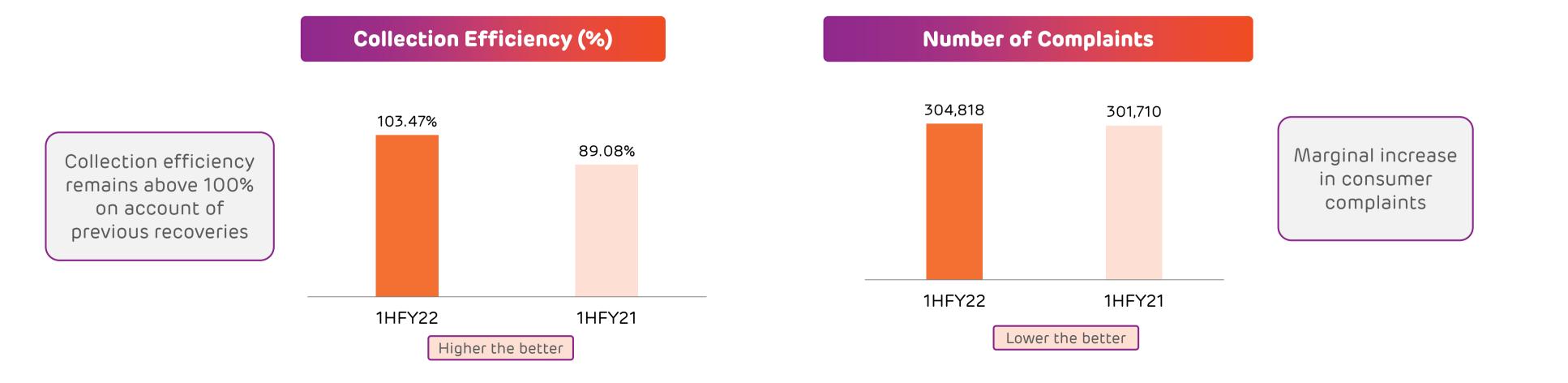




ATL: Distribution Utility (AEML) - Key Operating Metrics 1HFY22 YoY



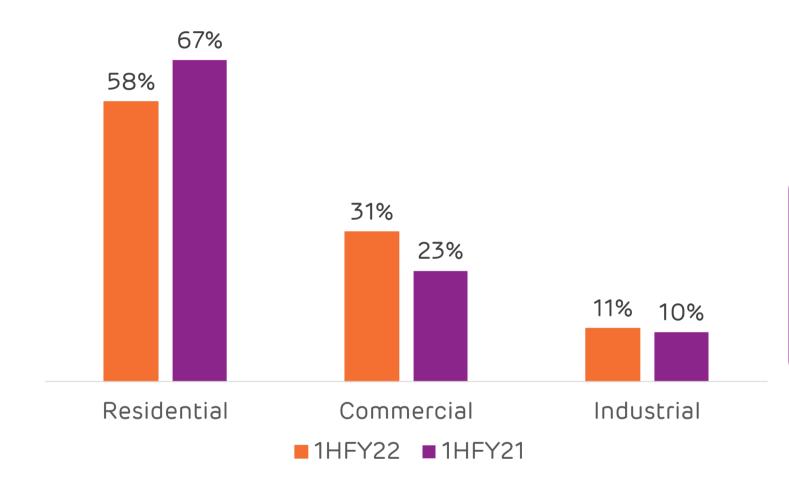




ATL: Distribution Utility (AEML) - Consumer Mix 1HFY22 YoY

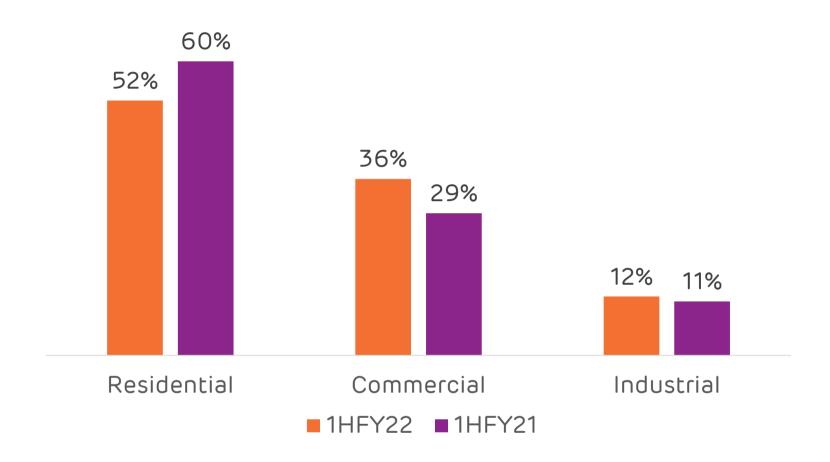


Consumer-wise volume mix



Consumer mix shifting
back from higher
residential demand to rise
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industrial segment demand

Consumer-wise revenue mix



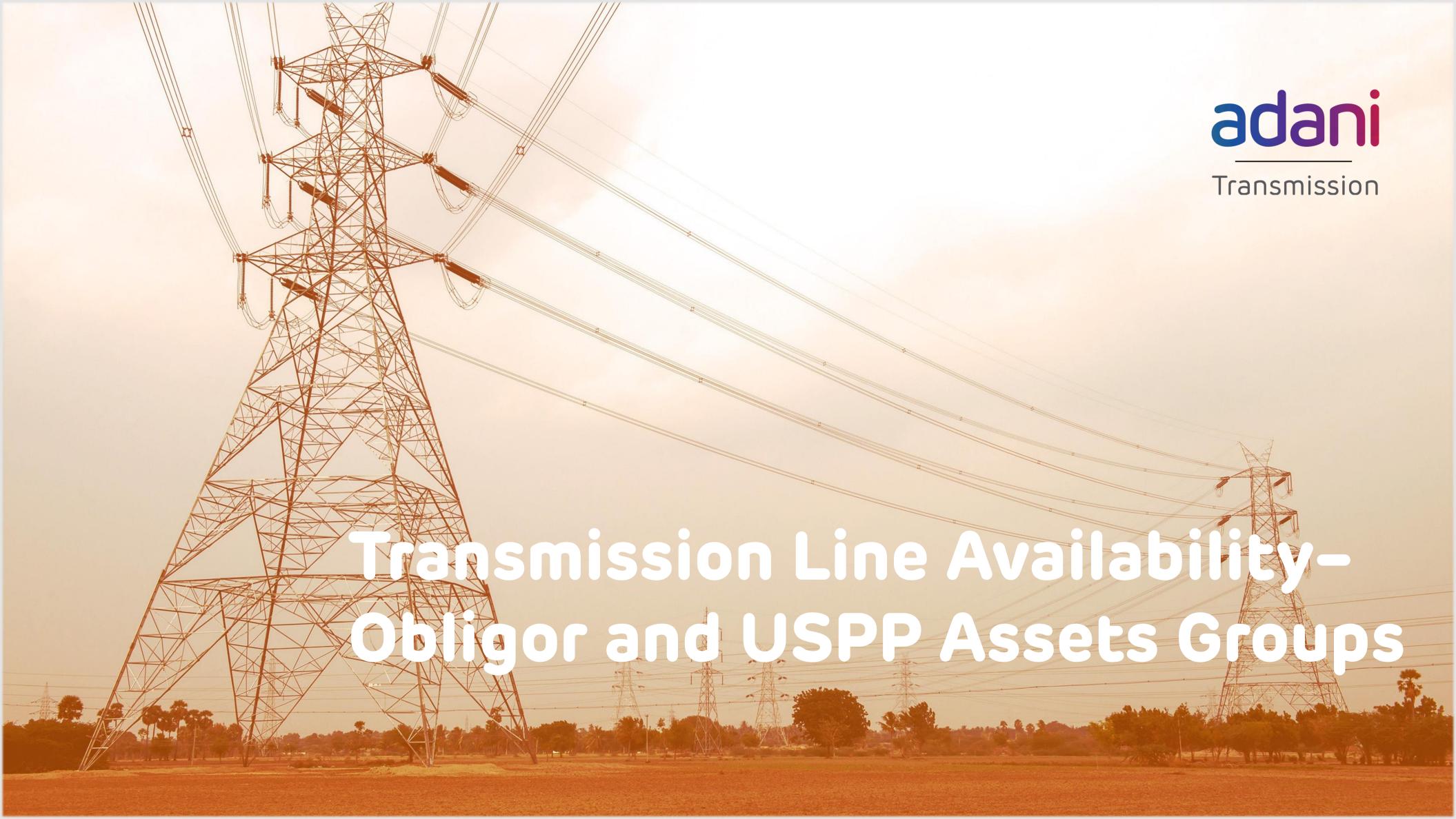
Total units sold (1HFY22): 4,016 million units



Total units sold (1HFY21): 3,469 million units

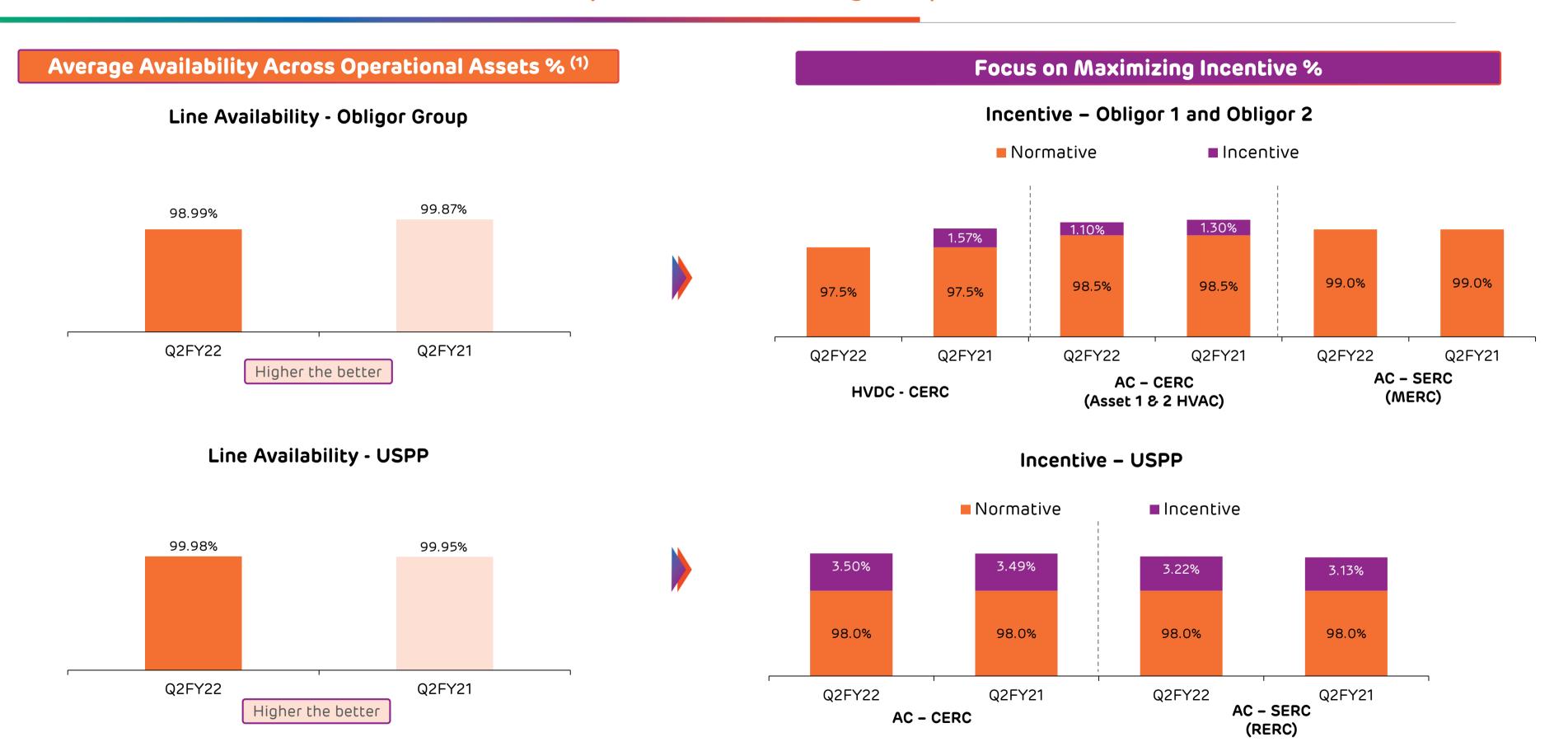


Energy demand improved driven by 54% rise in commercial segment and 26% rise in Industrial segment



ATL: Q2FY22 YoY - Line availability across asset groups

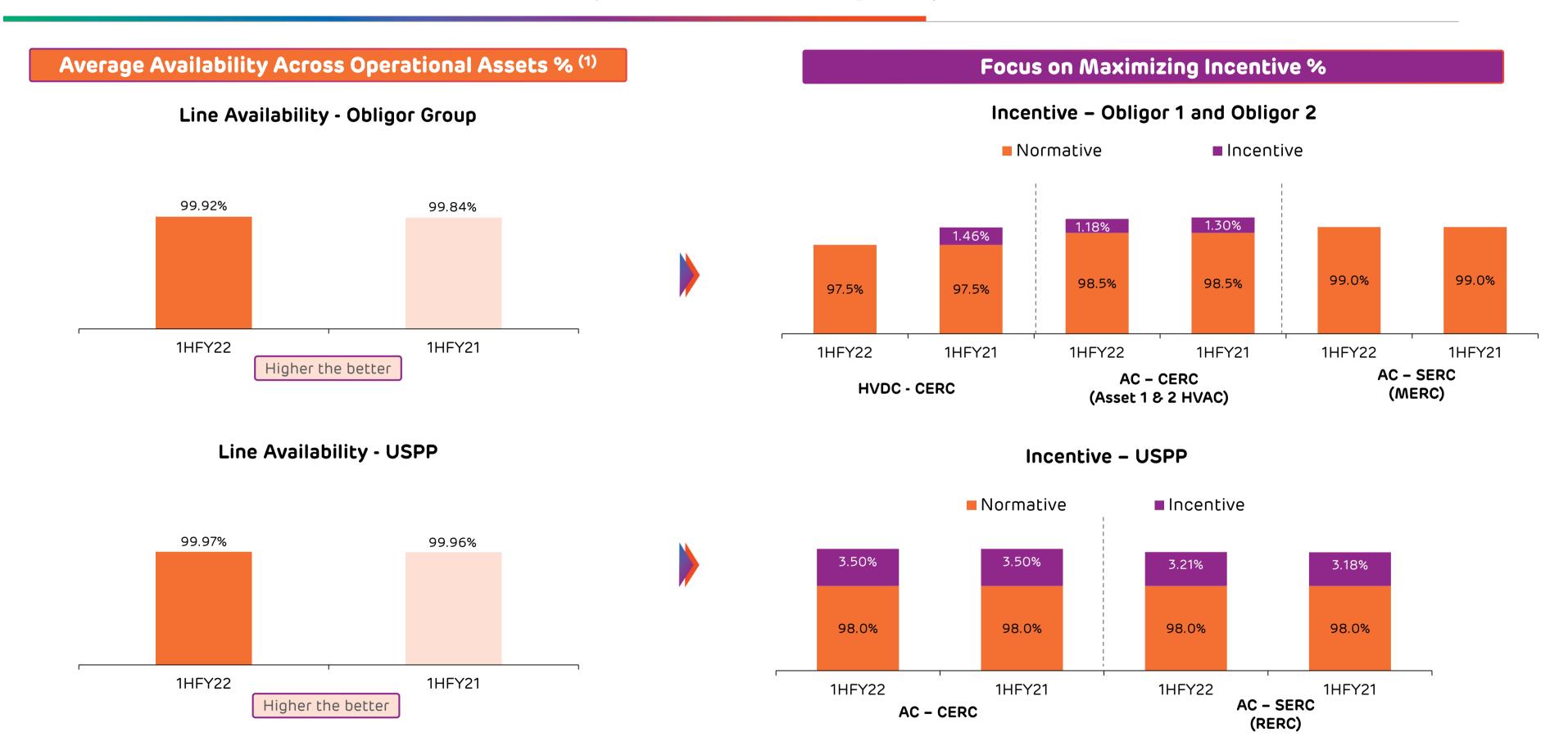




Consistent availability above normative levels ensures periodic incentive maximization

ATL: 1HFY22 YoY - Line availability across asset groups



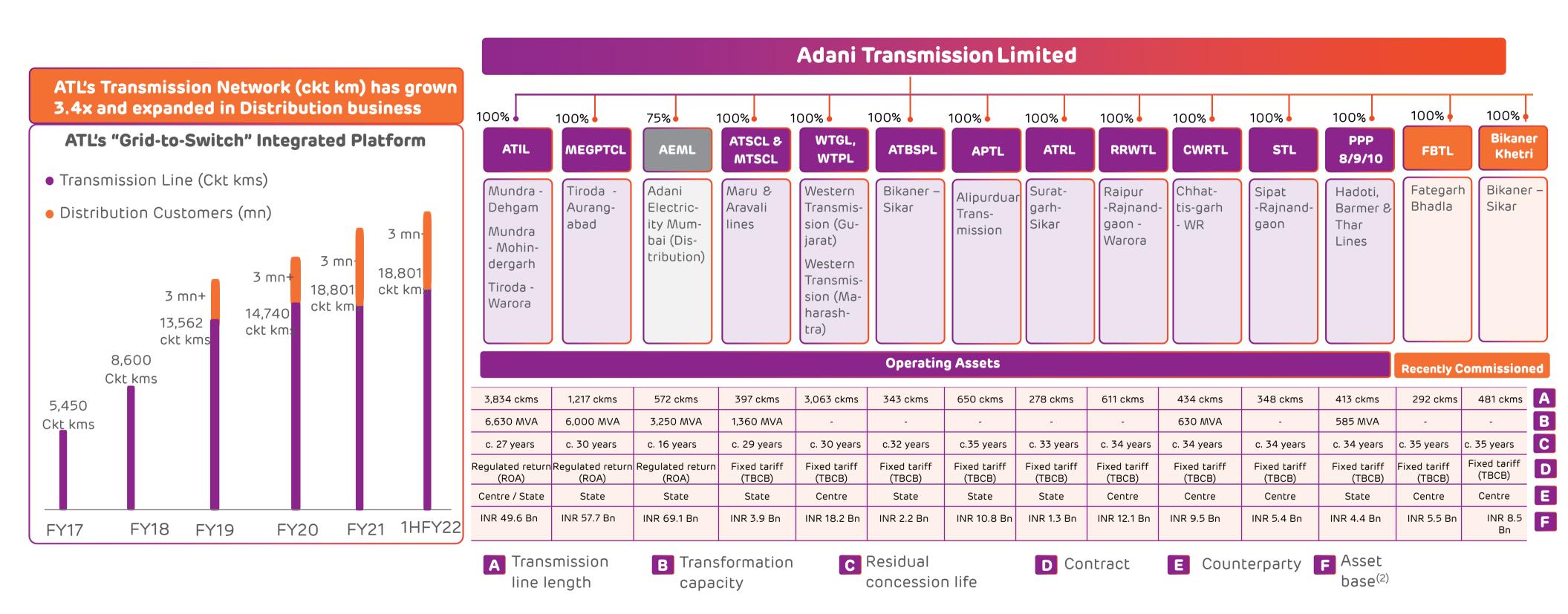


Consistent availability above normative levels ensures periodic incentive maximization



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; WRSS M - Western Region System Strengthening Scheme Gujarat, (1) 74% in ATSCL with an option to acquire balance 26% in a manner consistent with Transmission Service Agreement and applicable consents; (2) Asset base for operational assets as of Dec-2020; Mumbai GTD / BSES - as per proposed funding plan.

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



Adani Transmission Limited 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% Lakadia WRSS -MP Obra-C Kharghar MP Jam Kham-**NKTL HVDC#** WKTL Banas-GTL Package II Package I baliya XXI(A) Badaun - Vikhroli kantha 400kv Lakadia-Jam Kham-North Ghatampur Obra Lakadia -HVDC -Warora -MP Power MP Power Banas-kan-Kharghar -Karanpura Bhuj baliya Kurnool Mumbai Transmissio Transmissi Vikhrolli tha Transmission System Package-I Package-II Ltd Ltd Under LOI Awaited **Under Construction** Construction A 304 ckms 897 ckms⁽²⁾ 630 ckms 292 ckms 352 ckms 38 ckms 160 ckms 74 ckms 1,756 Ckms 465 Ckms 1,060 Ckms 1,000 MVA 950 MVA 3000 MVA 2500 MVA 1,000 MW 1500 MVA 3500 MVA 3625 MVA 2,736 MVA C N/A D Fixed tariff Fixed tariff Fixed tariff Fixed tariff Fixed tariff Fixed tariff Regulated Return Fixed tariff Fixed tariff Fixed tariff Fixed tariff (TBCB) (TBCB) (TBCB) (TBCB) (TBCB) (TBCB) (ROA) (TBCB) (TBCB) (TBCB) (TBCB) E Centre State State Centre Centre Centre State State Centre State State INR 6.7 Bn INR 18.2 Bn INR 7.4 Bn INR 8.1 Bn INR 7.0 Bn INR 3.2 Bn INR 18.9 Bn INR 70 bn INR 35 Bn INR 12 Bn INR 12 Bn G Dec-21 June-21 May-21 May-21 Nov-21 Aug-21 Dec-22 Apr-23 July-23 July-23 **c** Residual Project total **B** Transformation G SCOD⁽²⁾ Contract **E** Counterparty F Asset line length concession life capacity base⁽¹⁾ type





Notes: #HVDC project SPV will be 100% subsidiary of AEML (Adani Electricity)

¹⁾ Asset base for under-construction assets – as per the estimated project cost as of June 2021; (2) Provisional Scheduled Commercial Operation Date (SCOD)







Thank You



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