

## CONTENTS

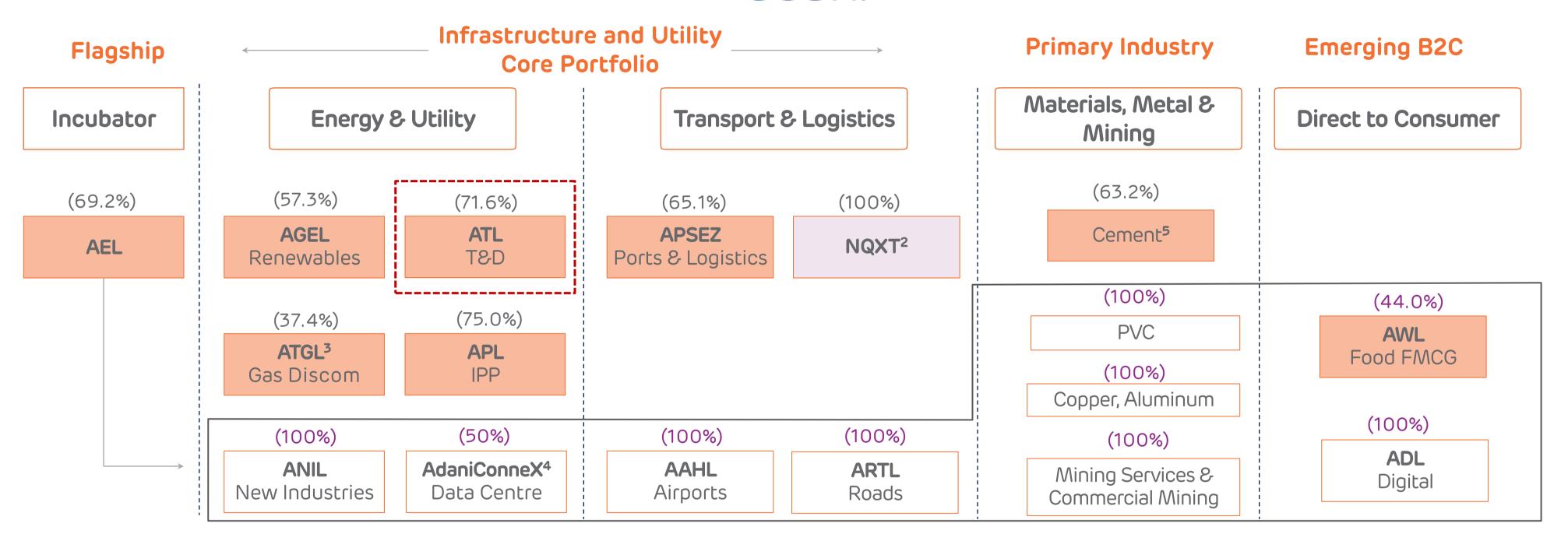
04-07	Adani Portfolio	04
09	Executive Summary – FY23	09
11-14	FY23 (YoY) Performance	11
16-19	Q4FY23 (YoY) Performance	16
21	Recent Awards and Recognition	21
23-24	Availability Across Assets Groups – Obligor and USPP	23
26-27	Global Peer Benchmarking	26
29-30	ATL's Asset Portfolio	29



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



### adani



(%): Promoter equity stake in Adani Portfolio companies

(%): AEL equity stake in its subsidiaries

- Represents public traded listed verticals

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

Data as of March 13, 2023. 1. US\$/INR - 81.55 | 2. NQXT: North Queensland Export Terminal | 3. ATGL: Adani Total Gas Ltd, JV with Total Energies | 4. Data center, JV with EdgeConnex | 5) Cement business includes 63.15% stake in Ambuja Cement which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited |

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



### Secular growth with world leading efficiency

### il growth with world leading efficient

Ports and Logistics

adani

Growth 3x

**EBITDA 70%** 1,2



Renewables

Growth 5x

EBITDA 92% 1,4



Growth 3x

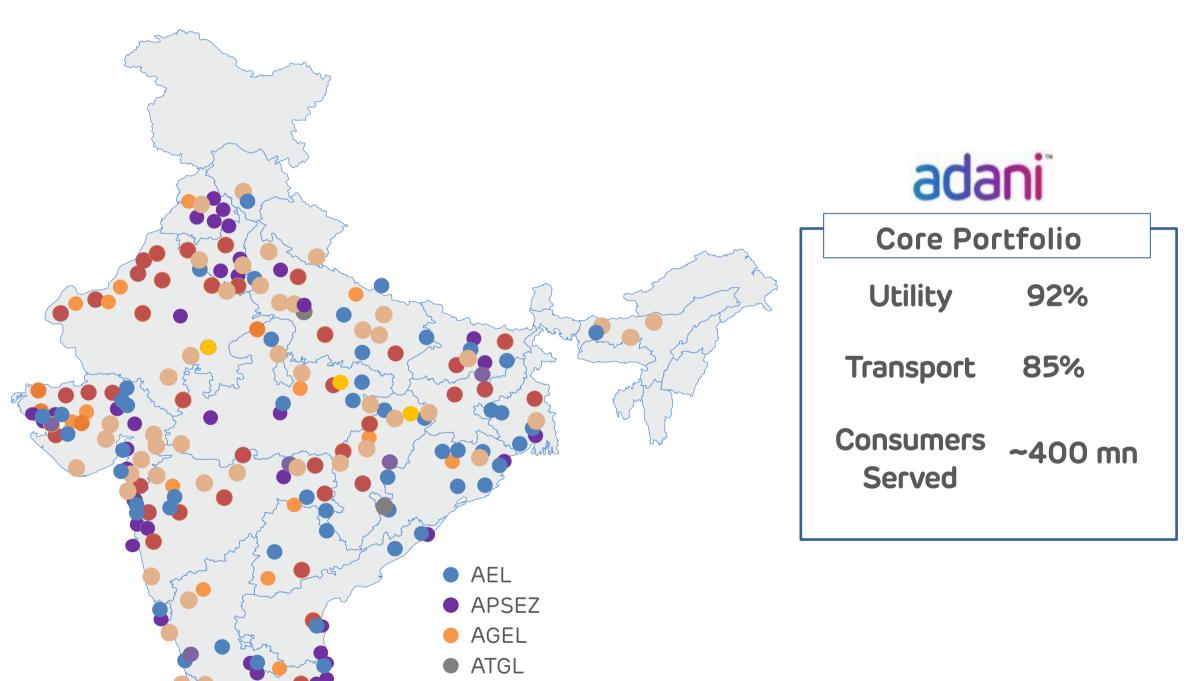
EBITDA 92% 1,3,5



Growth 1.4x

EBITDA 25% 1,3

### National footprint with deep coverage



ATL

APL

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



#### Development **Post Operations Operations Phase** Origination Operation Site Development Construction Capital Mgmt Engineering & design Redesigning the capital Analysis & market Site acquisition • Life cycle O&M intelligence planning **structure** of the asset Sourcing & quality Concessions and Activity Viability analysis levels Asset Management Operational phase regulatory agreements funding consistent with plan Strategic value Equity & debt Investment case asset life funding at project development • First ever GMTN of US\$ 2bn by AEML - an Energy Network • 648 MW Ultra Mega SLB in line with India's COP26 goals Longest Private India's Largest Commercial Port Solar Power Plant Operation Center HVDC Line in Asia ATL tied up revolving facility of US\$ 1.1bn (ENOC) (at Kamuthi, Tamil (at Mundra) (Mundra – to fund its green infrastructure thrust. Mohindergarh) Nadu) • Issuance of 20 & 10 year dual tranche bond of US\$ 750 mn - APSEZ the only Centralized continuous infrastructure company to do so Constructed and Highest line Highest Margin monitoring of plants Commissioned in Performance Green bond issuance of US\$ 750 mn availability among peers nine months

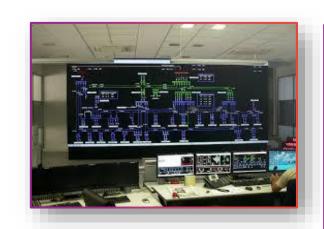




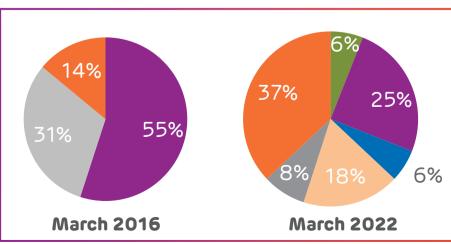




across India on a single cloud-based platform



establishes AGEL as India's leading credit in the sector



Debt profile moving from PSU's banks to Bonds

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



#### Development



#### **Execution Prowess**

Transmission Network of

19,779 ckm<sup>(1)</sup>

Built Longest Private HVDC Line
in Asia<sup>(4)</sup>

#### **Strategic Presence**

**Transmission** - Presence in 14 states with 33 transmission projects **Distribution** - Integrated utilities catering to gateway city of Mumbai (AEML) and Mundra SEZ area (MUL)

#### Balanced pool mix

Transmission<sup>(3)</sup>: **52%** of EBITDA - Central pool **48%** of EBITDA - State pool

### Operations



#### **Operating Efficiency**

Robust network availability and supply/distribution reliability

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

#### Consumer-centricity

Supplier of choice for 12 million+ consumers

CSAT surveys for 12 critical processes for high consumer satisfaction and AMI Installation

#### Embedded ESG Framework

**Decarbonisation of Grid** (30% and 60% RE power by FY23 and FY27)

Installed **3.36 MWp** solar capacity for auxiliary consumption at substations

**Board Diversity and Strengthening** 

## Returns and Equity Value Creation



#### Equity Partnerships<sup>(5,6)</sup>

Secured primary and secondary equity investments from marquee investors –

QIA in AEML (US\$ 452 mn), IHC (US\$ 500 mn) and GQG Partners (US\$ 230 mn) in ATL

### Construction Framework Agreement

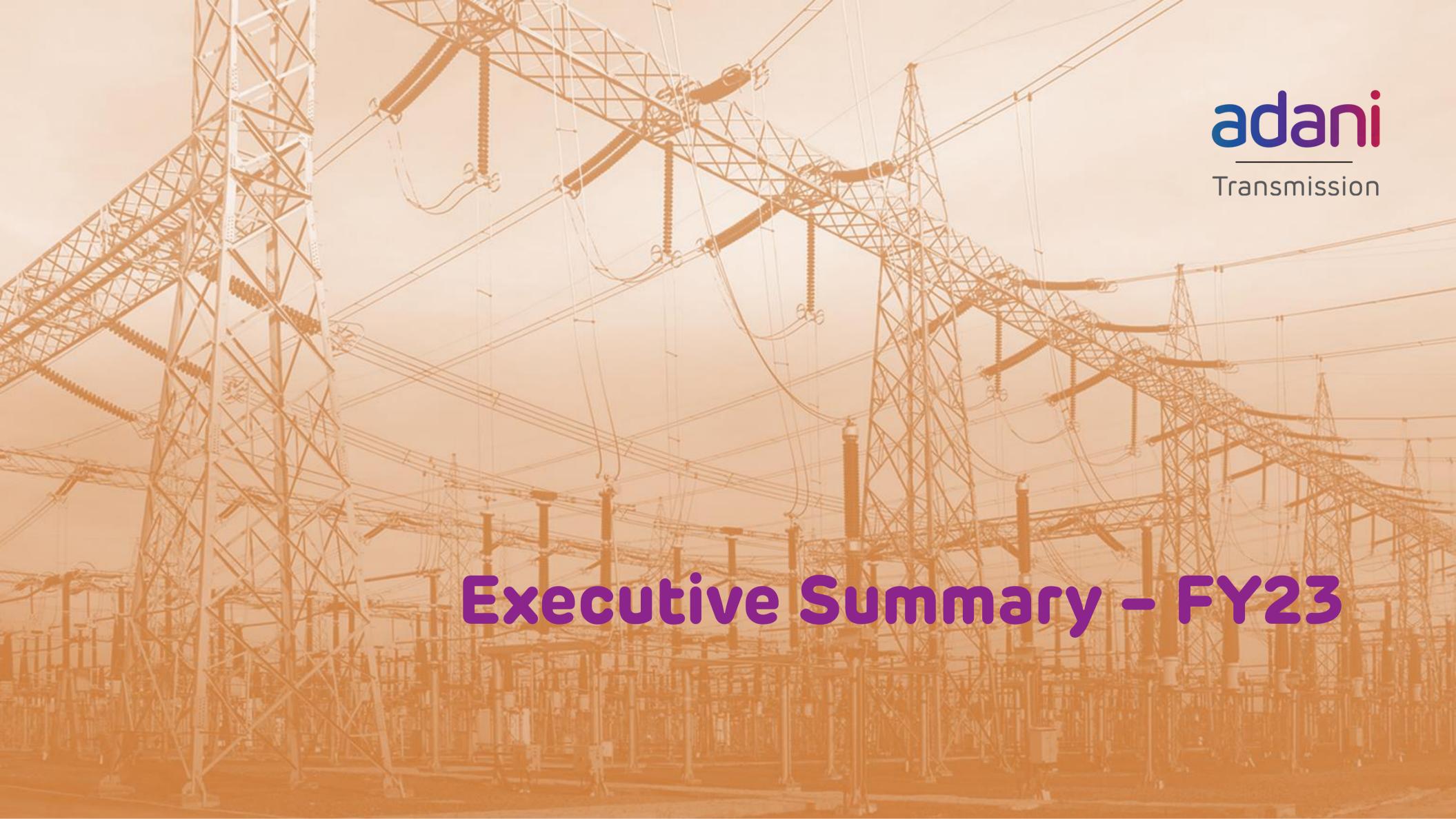
Fully funded plan, ATL has raised
US\$ 700 mn (US\$ 1.1 bn fully
drawn) revolving facility, additional
US\$ 2 bn GMTN program in place
for AEML Capex program

#### Significant Growth Potential

### Parallel Licensing and Smart Metering

Increasing participation in **renewable grid** (eg: HVDC Mumbai, Khavda)

Green industrial cluster in Mundra



### ATL: Executive Summary – Performance in FY23



#### Transmission and Smart Metering Business:

- Maintained system availability upwards of 99.70%
- Added 1,704 ckms to operational network with total network at 19,779 ckms
- During the year **Obra-C (OBTL)**, **Lakadia Banaskantha (LBTL)**, **Jam Khambhaliya (JKTL)** & **WRSS XXI (A)** lines were fully commissioned
- Won two transmission TBCB projects (Khavda II-A and WRSR) and two smart metering projects (BEST and APDCL) during the year
- Received regulatory order from MERC on MEGPTCL and ATIL transmission lines (Maharashtra portion of assets)

### Distribution Utility (AEML):

- Received order from MERC with revised ARR and tariff allowing liquidation of Rs. 18 bn regulatory deferral balance over two years. Despite the rise in the tariff, AEML remains most competitive amongst the Discoms operating in the region
- The **share of RE procurement increased to 30%** at the end of March 31, 2023, as committed under the July 2021 SLB issuance
- 13.52% YoY growth units sold 9,050 million units vs. 7,972 million units last year on account of uptick in energy demand
- Maintained supply reliability (ASAI) of more than 99.9%
- Distribution loss improving consistently and stands at 5.91% in FY23 vs. 6.55% in FY22
- E-payment as a % of total collection at 75.0% in FY23 vs. 69.73% last year
   driven by digital adoption push

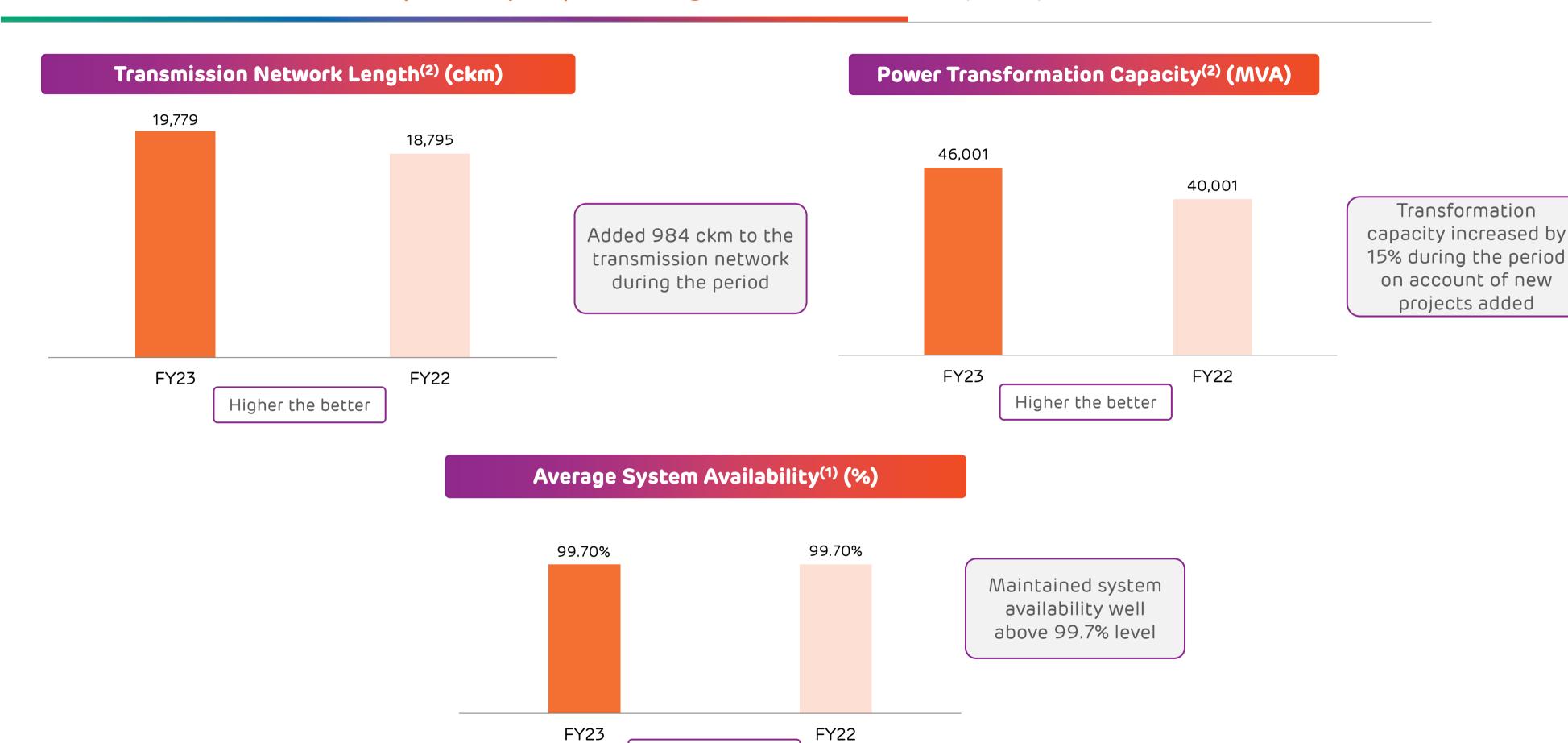
#### **FY23 Other Key Updates:**

- AEML secured Rank 1 out of 71 discoms evaluated and scored 99.6% out of 100 in the Integrated Discom Ranking released by the Ministry of Power. The evaluation is based on financial sustainability, performance excellence, and external environment
- ATL's 37 operational sites are now certified as 'Single-use Plastic Free' strengthening our commitment to SDG 12
- Secured Net Water Positive status for 37 operational sites this year, contributing to SDG 6
- ATL secured a Zero Waste to Landfill (ZWL) certificate for all O&M sites from Intertek
- Enlightened Growth Leadership Award 2022 bestowed by Frost & Sullivan Institute for best-in-class sustainable business practices and ESG disclosures and glide path
- Certified as Great Place to Work
- Received ICAI Awards for Excellence in Financial Reporting for the year 2021-22 (Bronze Plaque in Infrastructure and Construction Sector Category (turnover above Rs 500 Cr))
- Adani Transmission completed Rs 3,850 Cr Primary
   Equity Transaction with International Holding Company
   (IHC) for 1.4% stake



### ATL: Transmission Utility - Key Operating Metrics FY23 (YoY)

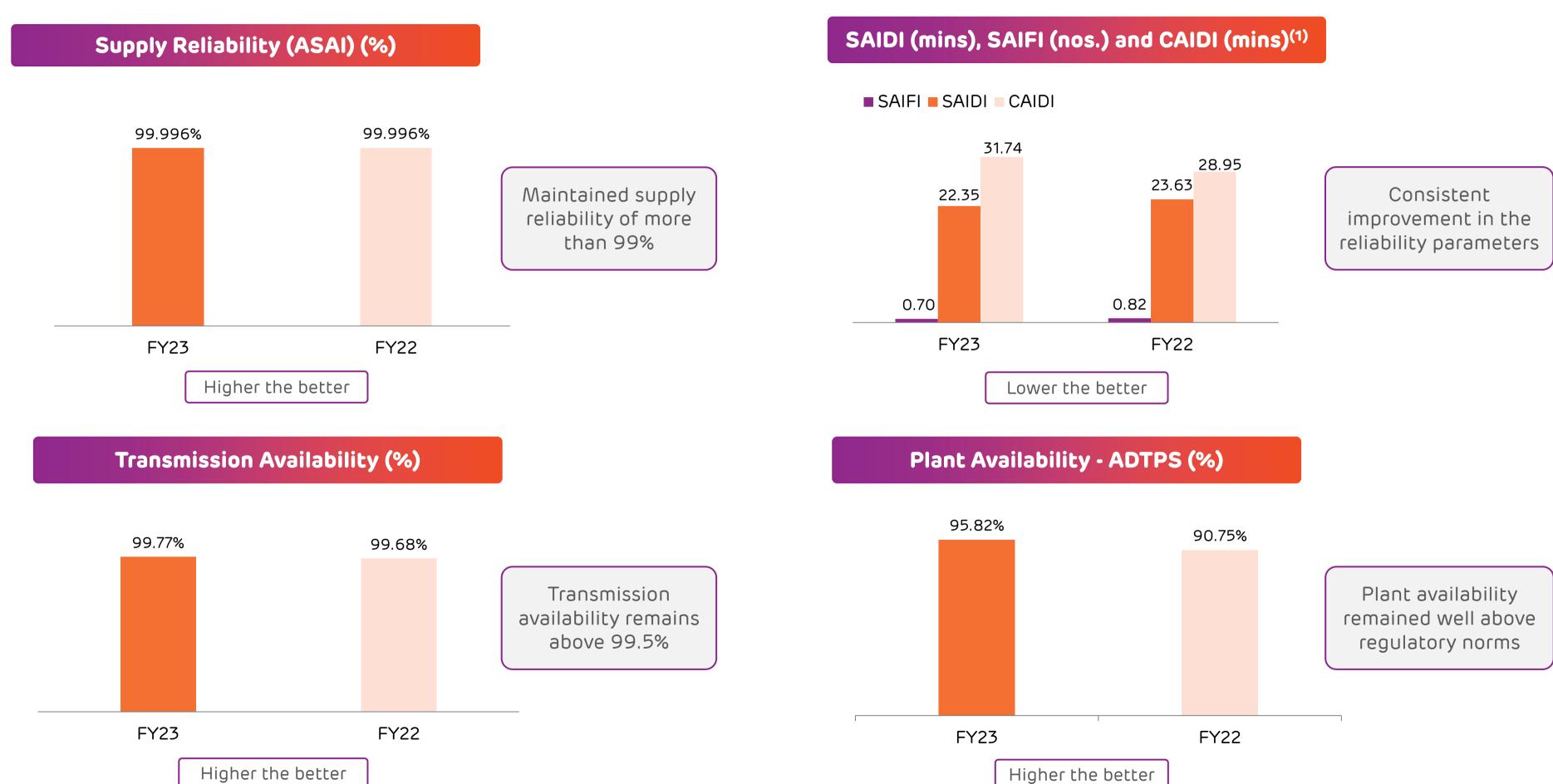




Higher the better

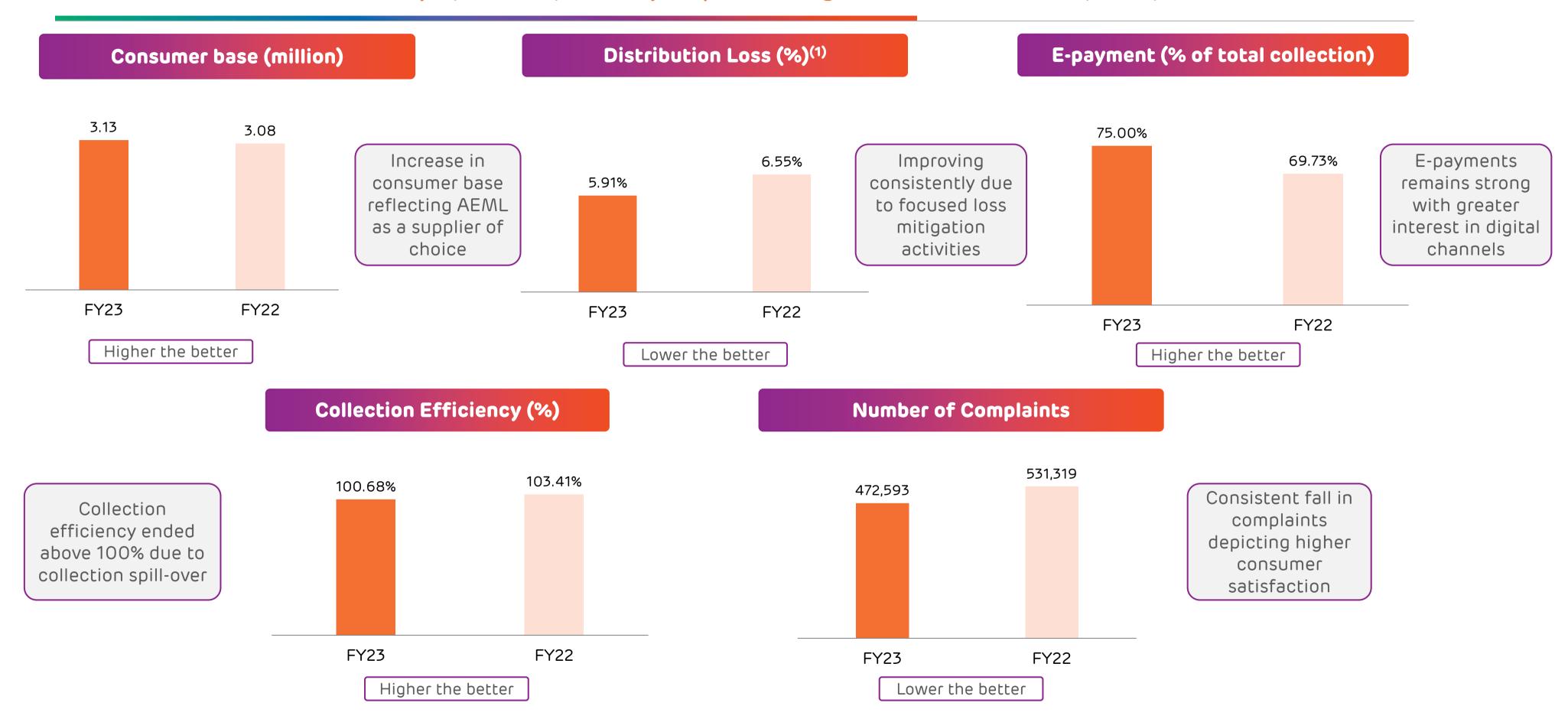
### ATL: Distribution Utility (AEML) - Key Operating Metrics FY23 (YoY)





### ATL: Distribution Utility (AEML) - Key Operating Metrics FY23 (YoY)



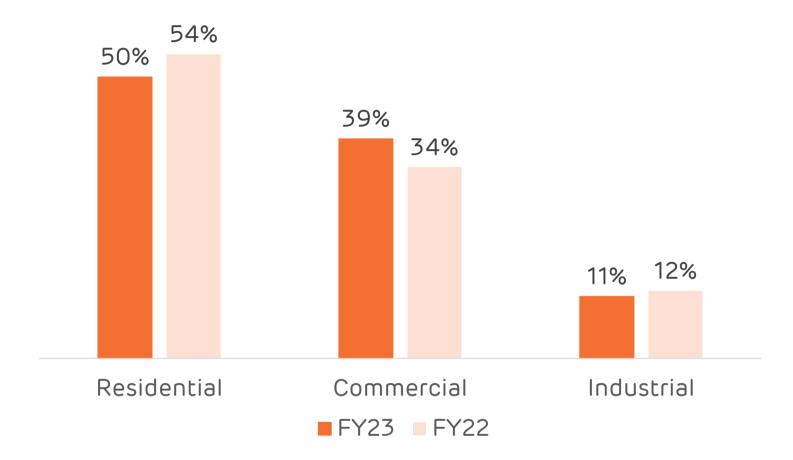


The Customer Satisfaction (CSAT) Score (top 3%)(2) at AEML has improved from 78 in FY22 to 84 in FY23 and Customer Delight Score (top 2%)(2) has moved to 60 in FY23 from 53 in FY22

### ATL: Distribution Utility (AEML) – Consumer Mix FY23 (YoY)

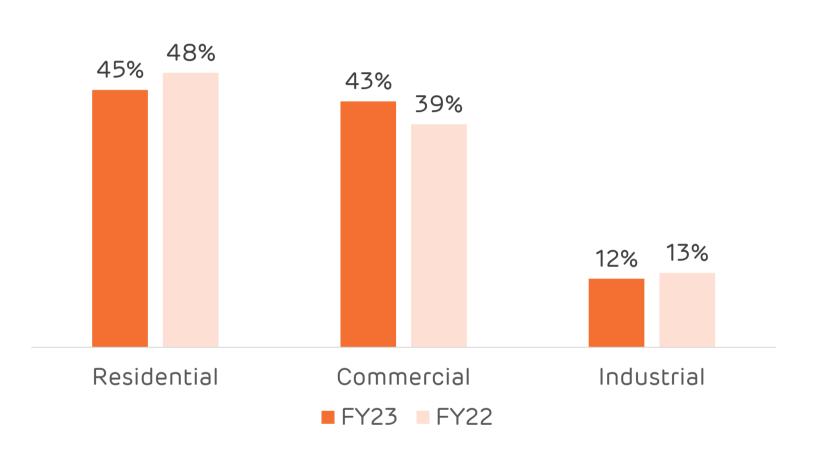


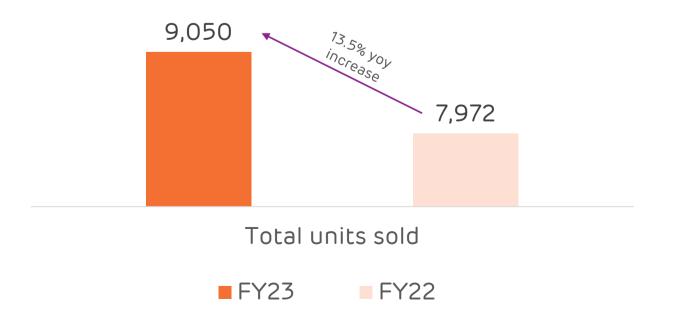
#### Consumer-wise volume mix



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

#### Consumer-wise revenue mix

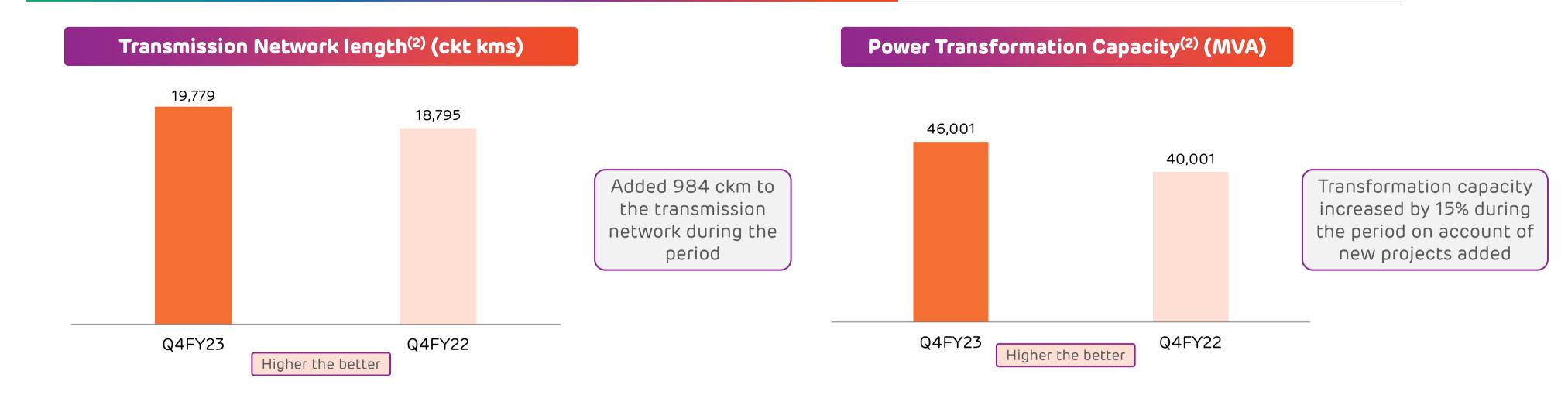


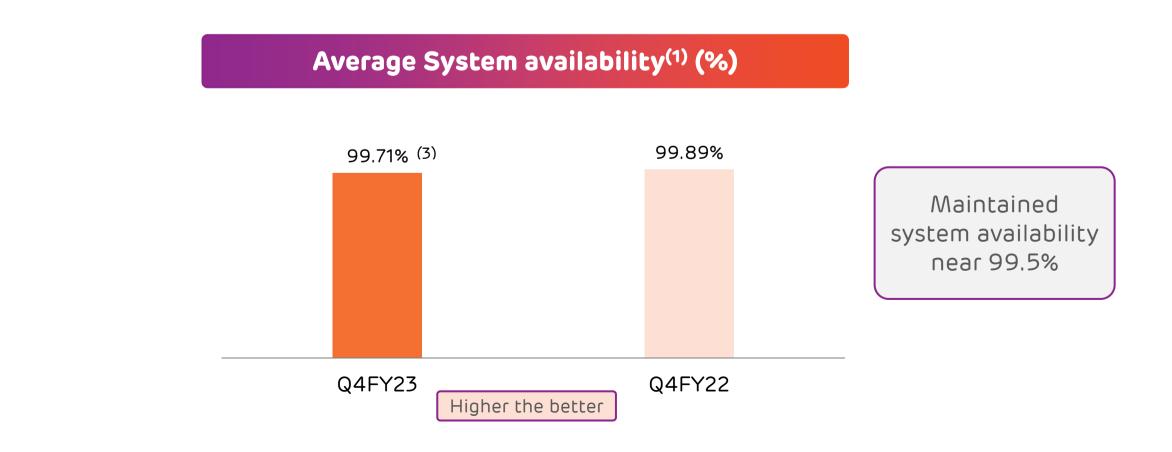




### ATL: Transmission Utility - Key Operating Metrics Q4FY23 (YoY)

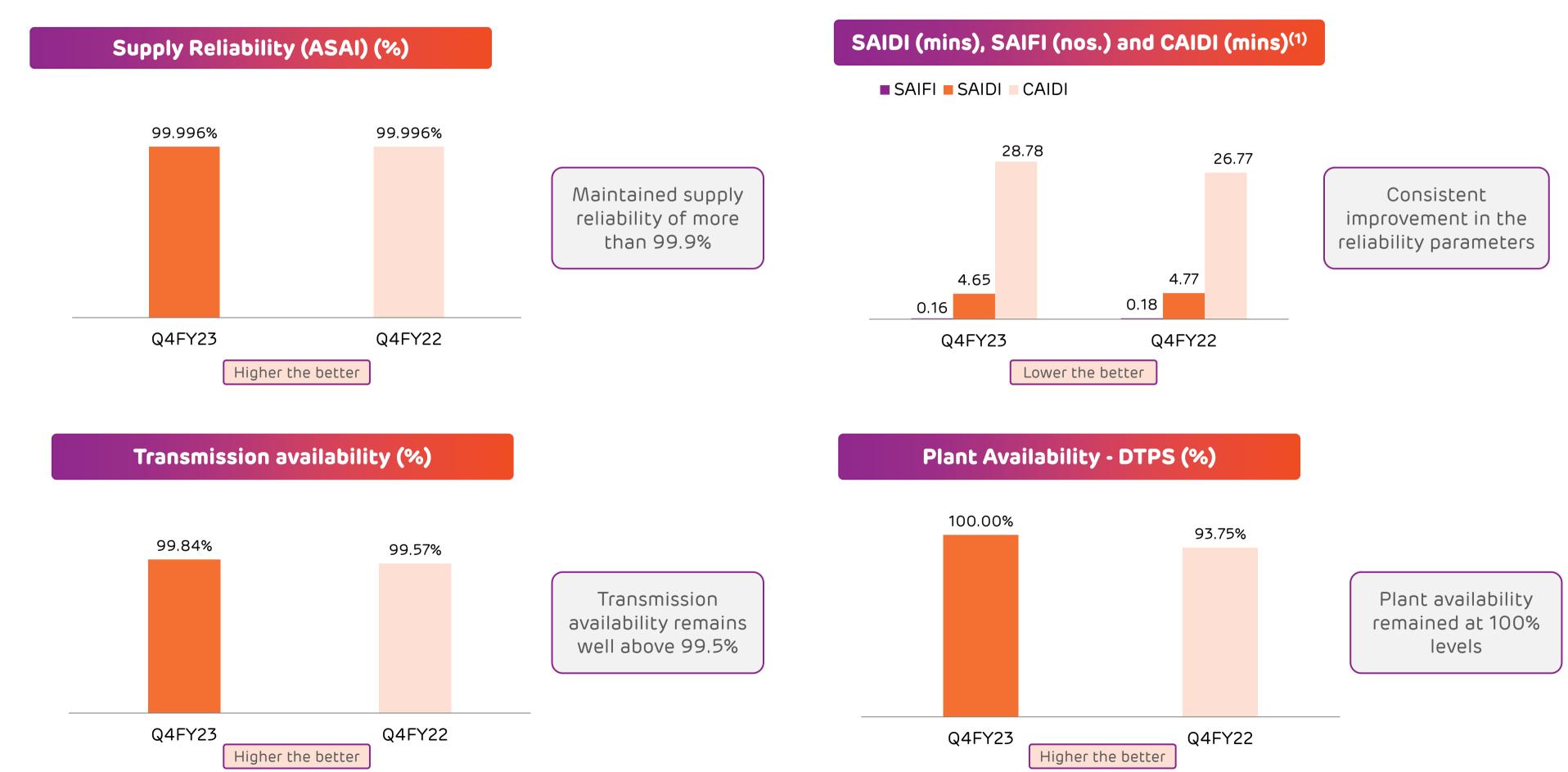






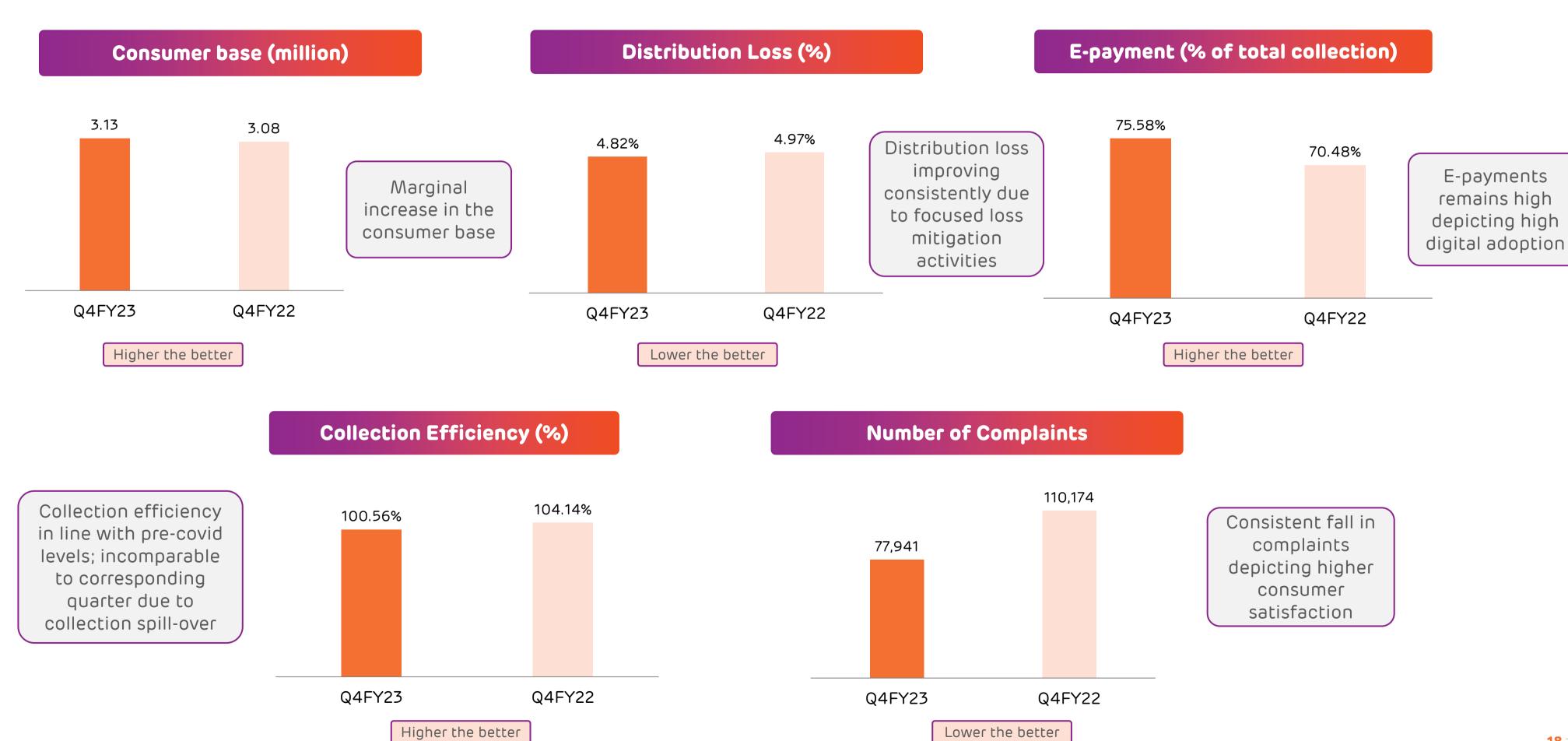
### ATL: Distribution Utility (AEML) - Key Operating Metrics Q4FY23 (YoY)





### ATL: Distribution Utility (AEML) - Key Operating Metrics Q4FY23 (YoY)

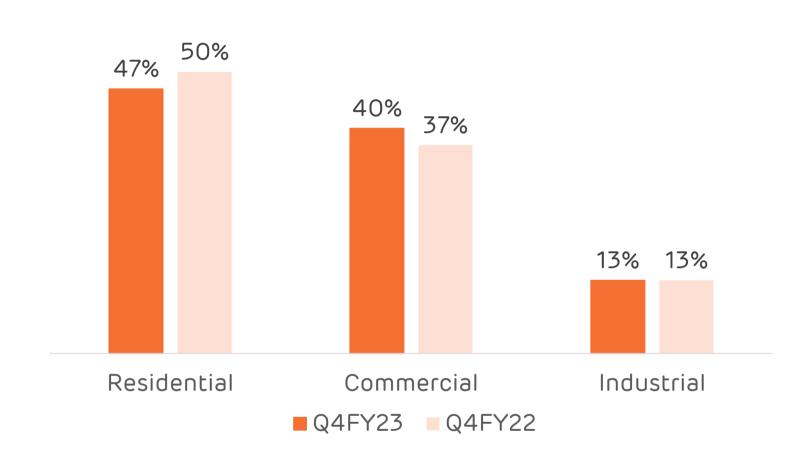




### ATL: Distribution Utility (AEML) - Consumer Mix Q4FY23 (YoY)

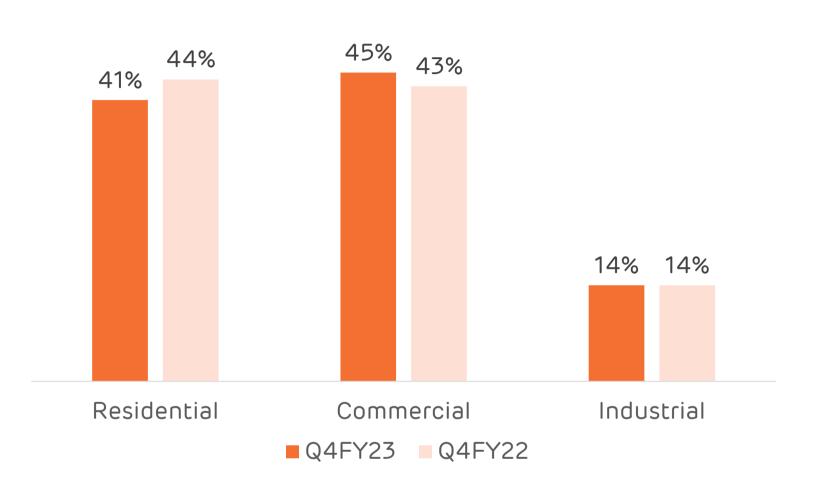


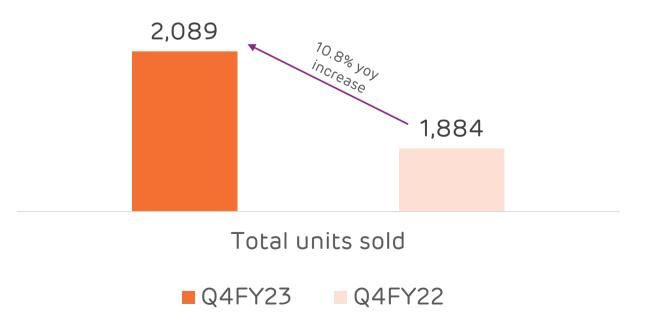




Consumer mix shifting back to higher commercial segment demand with a normalization in residential demand

#### Consumer-wise revenue mix







### ATL: Recent Awards & Achievements



ATL's 37 operational sites are now certified as 'Single-use Plastic Free' strengthening our commitment to SDG 12

AEML secured Rank 1 out of 71 discoms evaluated and scored 99.6% out of 100 in the Integrated Discom Ranking released by the Ministry of Power. The evaluation is based on financial sustainability, performance excellence, and external environment

**Enlightened Growth Leadership Award 2022** for best-in-class sustainable
business practices from Frost & Sullivan
Institute

Water Positive certification from DNV which signifies water credit is higher than the water consumed

Received ICAI Awards for Excellence in Financial Reporting for the year 2021-22 (Bronze Plaque in Infrastructure and Construction Sector Category (turnover above Rs 500 Cr))

The Global Sustainability Leadership Award in 'Best Sustainable Strategies -Power Industry' from World Sustainability

ATL achieved **Zero Waste to Landfill (ZWL)** certificate for all O&M sites from Intertek

Announced commitment to become Net Zero by 2050; to keep global warming at 1.5 °C above pre-industrial levels through measurable actions

Certified as **Great Place to Work** reflecting the collaborative and creative culture, positive work environment and vibrant workplace practices

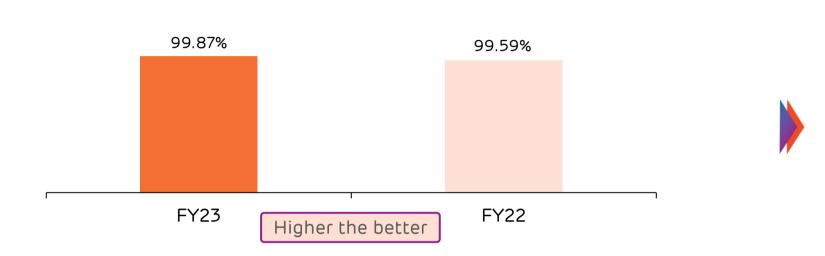


### ATL: FY23 (YoY) - Line availability across asset groups

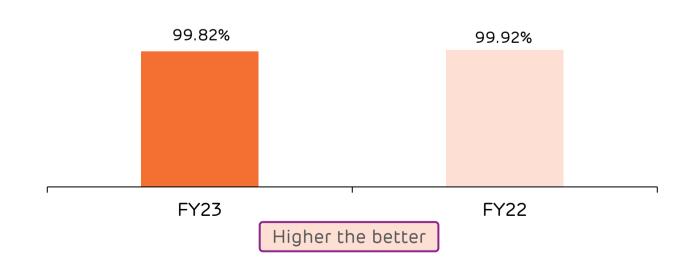




#### Line Availability - ATSOL Obligor Assets

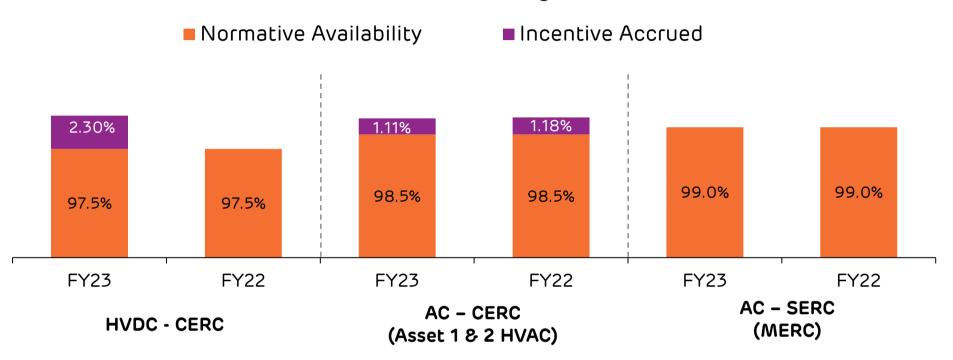


#### Line Availability - USPP Assets

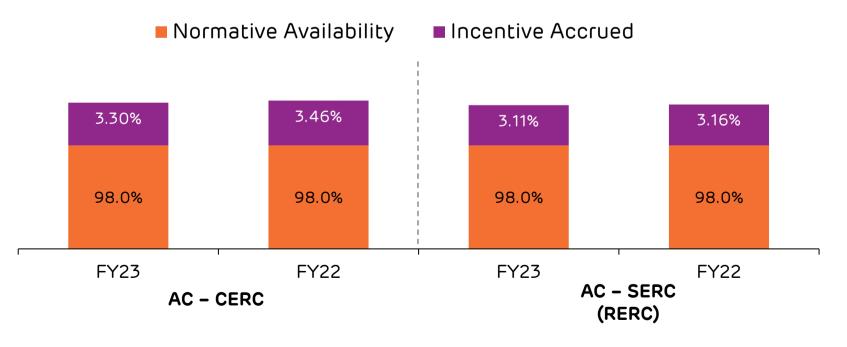


### Focus on Maximizing Incentive %

#### Incentive - ATSOL Obligor Assets



#### Incentive - USPP Assets



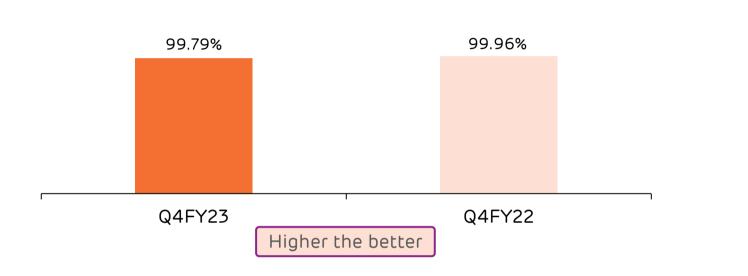
### Consistent availability above normative levels ensures periodic incentive maximization

### ATL: Q4FY23 (YoY) - Line availability across asset groups

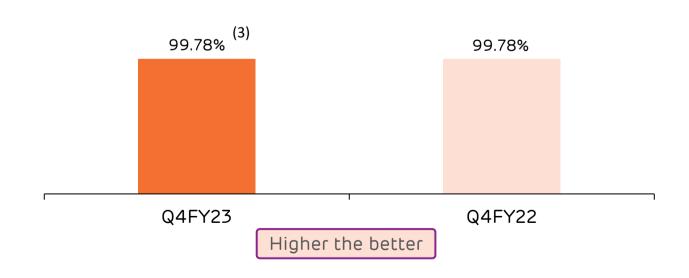




#### Line Availability - ATSOL Obligor Assets

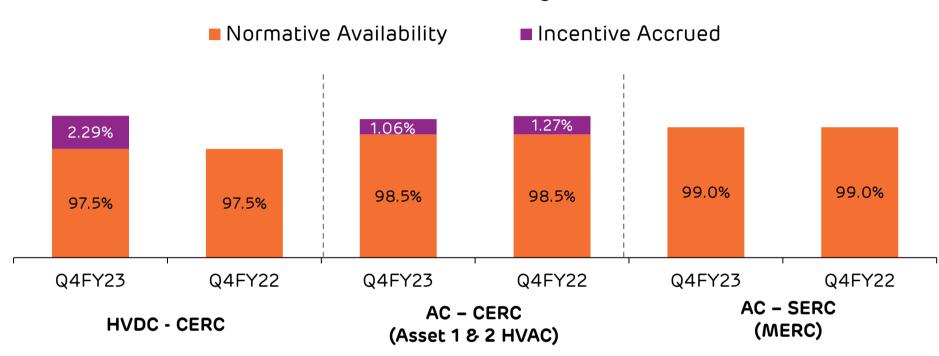


### Line Availability – USPP Assets

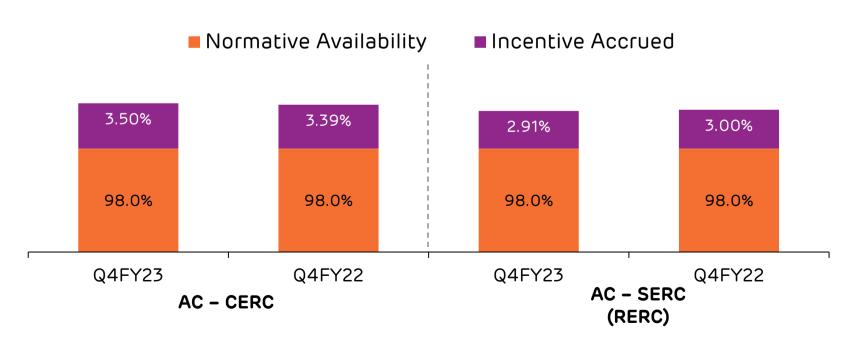


### Focus on Maximizing Incentive %

#### Incentive - ATSOL Obligor Assets



#### Incentive - USPP Assets

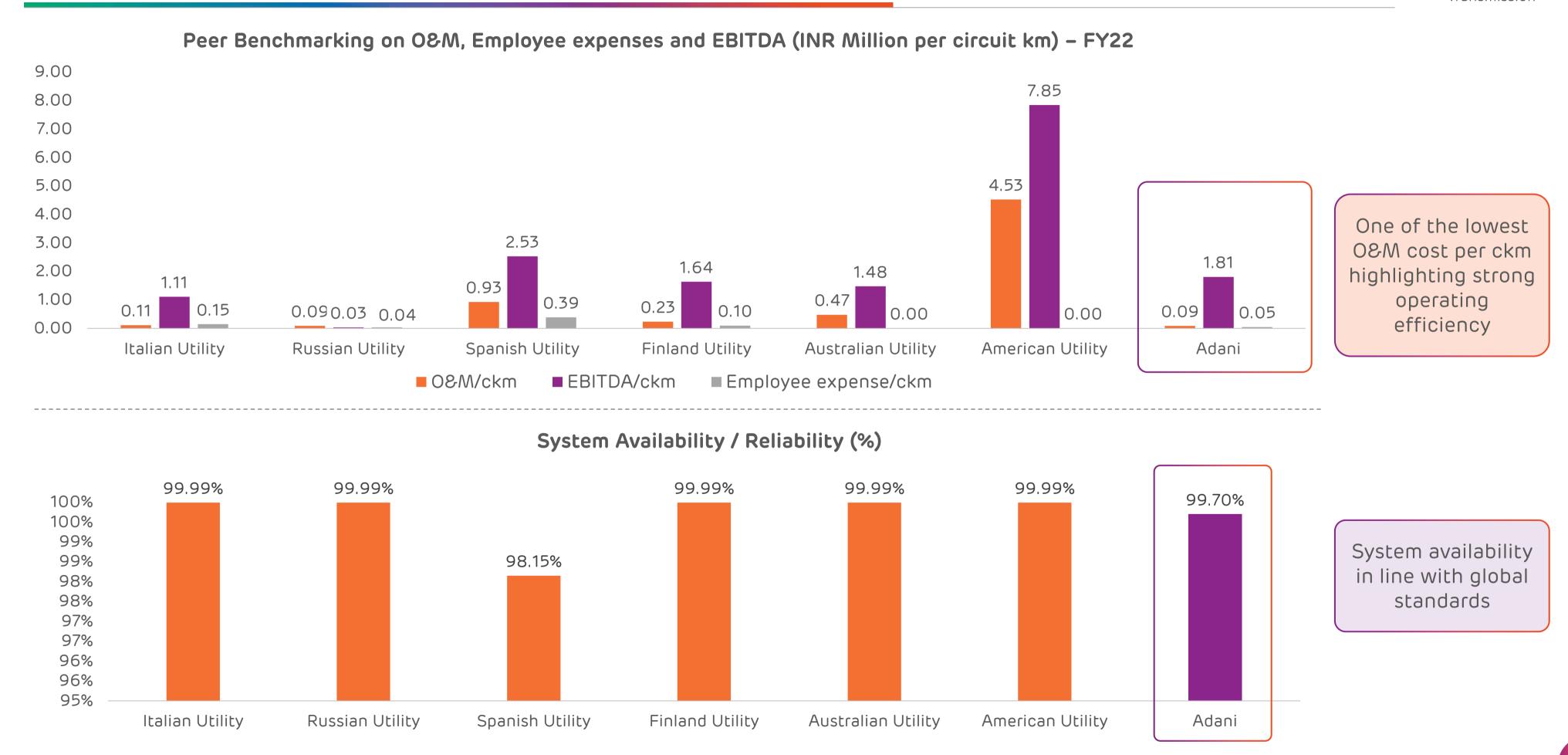


### Consistent availability above normative levels ensures periodic incentive maximization



### ATL: Transmission System Operational Parameters - Peer Benchmarking

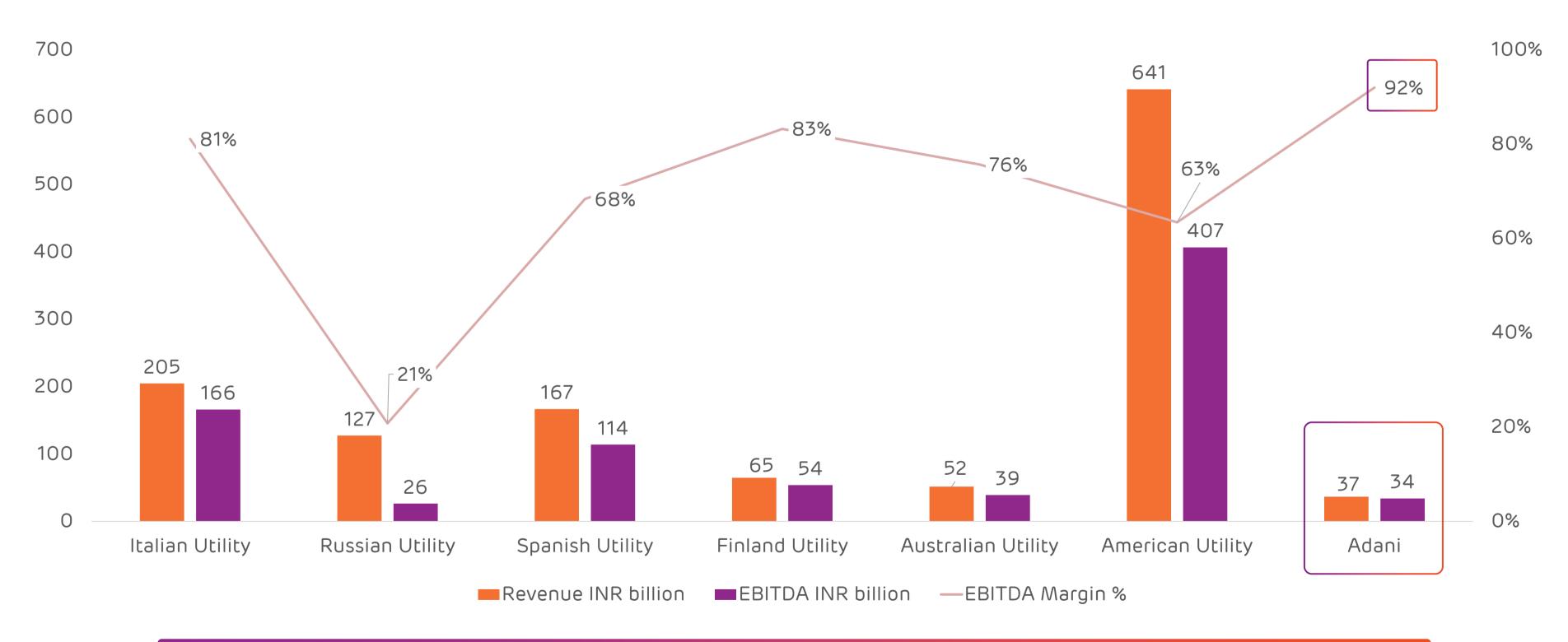




### ATL: Transmission System Financial Parameters - Peer Benchmarking





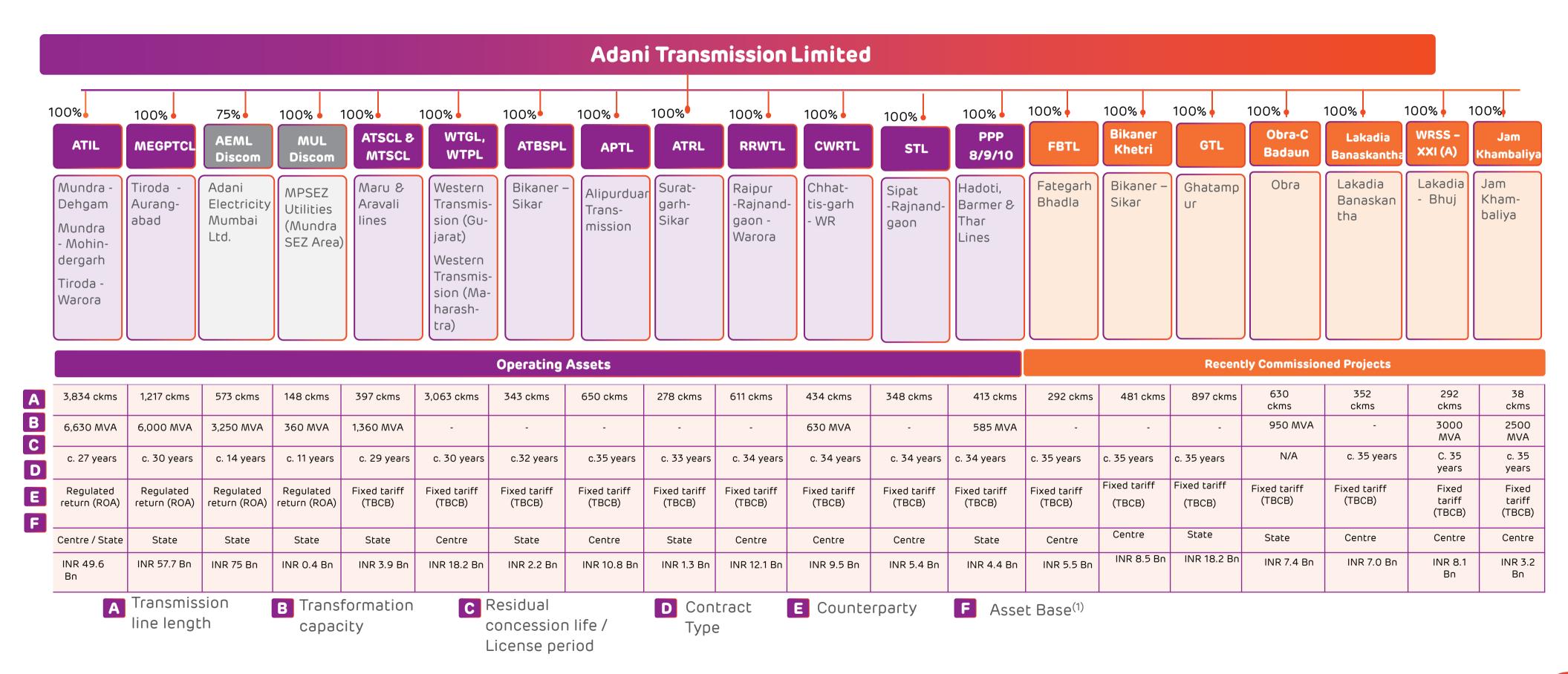


### Highest EBITDA margin in transmission business across global utilities compared



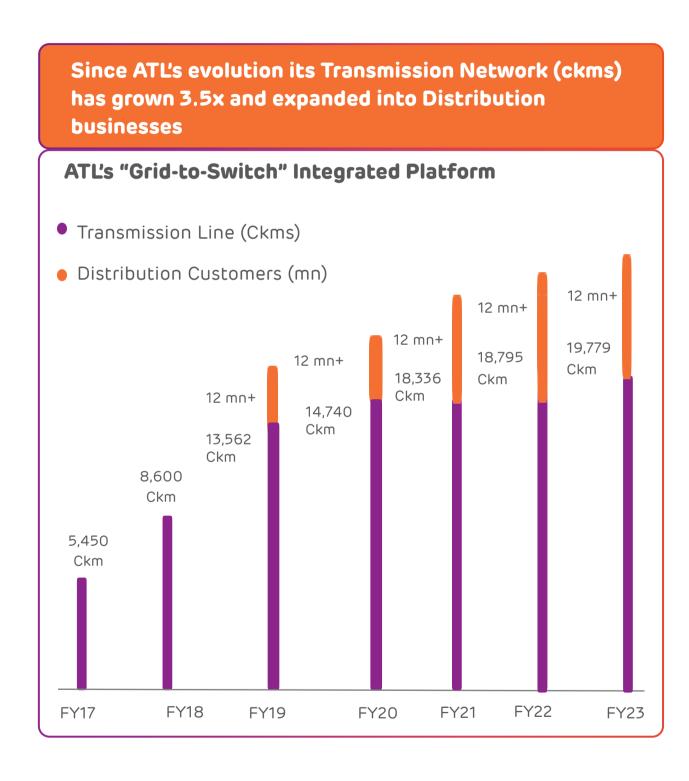
### ATL's Operational Asset Portfolio as of FY23

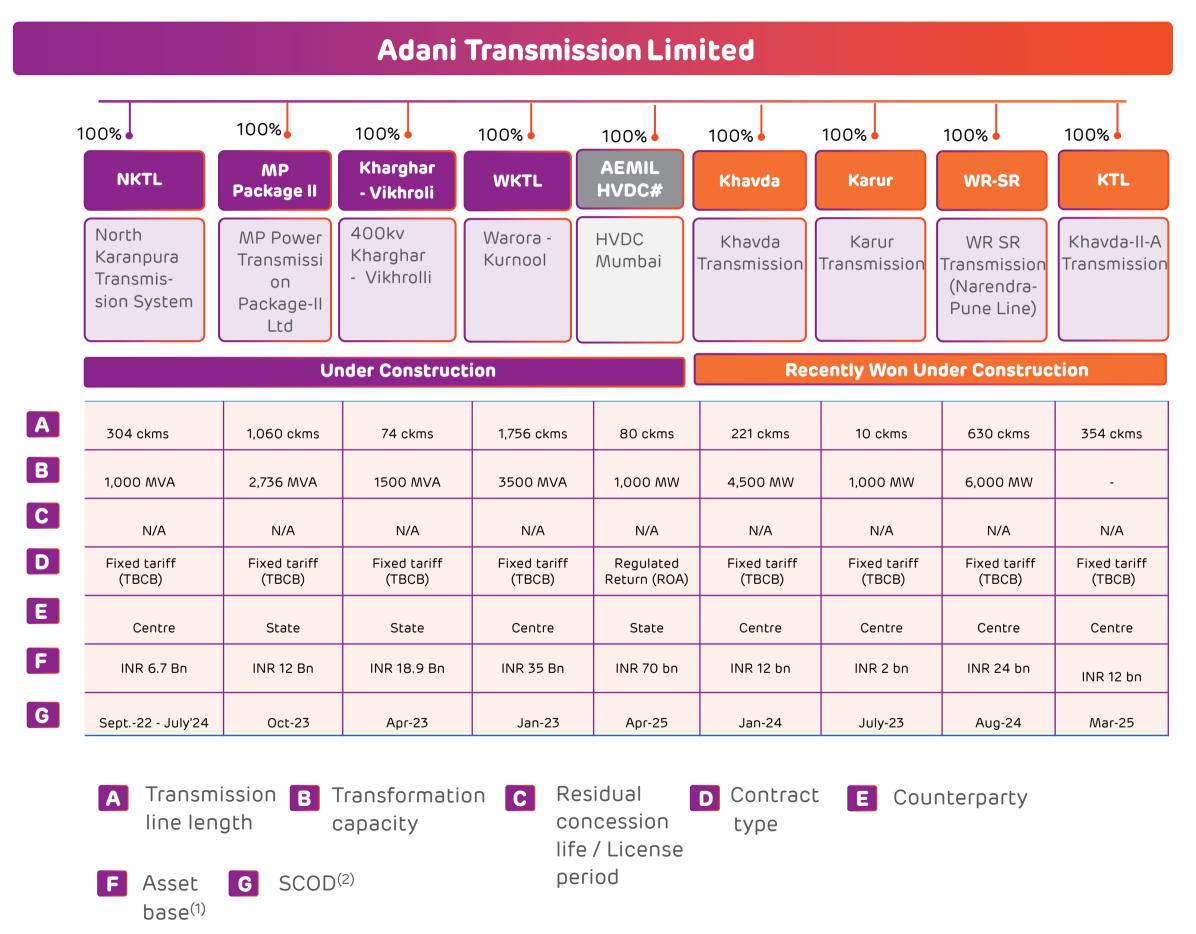




### ATL's Under-construction Asset Portfolio as of FY23







### **Legal Disclaimer**



The information contained in this presentation is provided by Adani Transmission Limited (together with its subsidiaries, the "Company" or "ATL") to you solely for your reference and for information purposes only. This presentation is highly confidential and is being given solely for your information and your use, and may not be retained by you or copied, reproduced or redistributed to any other person in any manner nor any part thereof may be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) re-circulated, redistributed, passed on, published in any media, website or otherwise disseminated, to any other person, in any form or manner, in part or as a whole, without the prior written consent of the Company. Any unauthorized use, disclosure or public dissemination of information contained herein is prohibited. This presentation does not purport to be a complete description of the markets' conditions or developments referred to in the material. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements," including those relating to general business plans and strategy of Adani Transmission Limited ("ATL"), their future outlook and growth prospects, and future developments in their businesses and their competitive and regulatory environment, and statements which contain words or phrases such as 'will', 'expected to', etc., or similar expressions or variations of such expressions. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in their business, their competitive environment, their ability to implement their strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in India. This presentation is for private circulation only and does not constitute a prospectus, offering circular or offering memorandum or an offer, or a solicitation of any offer, to purchase or sell, any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of ATL's shares. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under, or in relation, to the shares shall be deemed to constitute an offer of or an invitation by or on behalf of ATL. ATL, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this presentation, unless otherwise specified is only current as of the date of this presentation. This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation should not be used as a basis for any investment decision or be relied upon in connection with, any contract, commitment or investment decision whatsoever. This presentation does not constitute financial, legal, tax or other product advice. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. The statements contained in this presentation speak only as at the date as of which they are made, and the Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which herein to reflect any change in events, conditions or circumstances on which any such statements are based. Neither the Company nor any of its respective affiliates, its board of directors, its management, advisers or representatives, including any lead managers and their affiliates, or any other persons that may participate in any offering of securities of the Company, shall have any responsibility or liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. ATL assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. The information contained herein is subject

circumstances on which herein to reflect any change in events, conditions or circumstances on which herein to reflect any change in events, conditions or circumstances on which herein to reflect any change in events, conditions or circumstances on which any such statements are based. Neither the Company or any of its respective affiliates, its board of directors, its management, advisers or representatives, including any lead managers and their affiliates, or any other persons that may participate in any offering of securities of the Company, shall have any responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information contained herein is based on management information and estimates. The information on the congained without notice and past performance is not indicative of future results in any manner the content of this presentation on the result in any manner the content of the future person of such results and strategy, the industry in which the Company ope

#### **Investor Relations:**

#### **VIJIL JAIN**

Lead Investor Relations

✓ Vijil. Jain@adani.com

+91 79 2555 7947

✓ Investor.atl@adani.com







# Thank You