



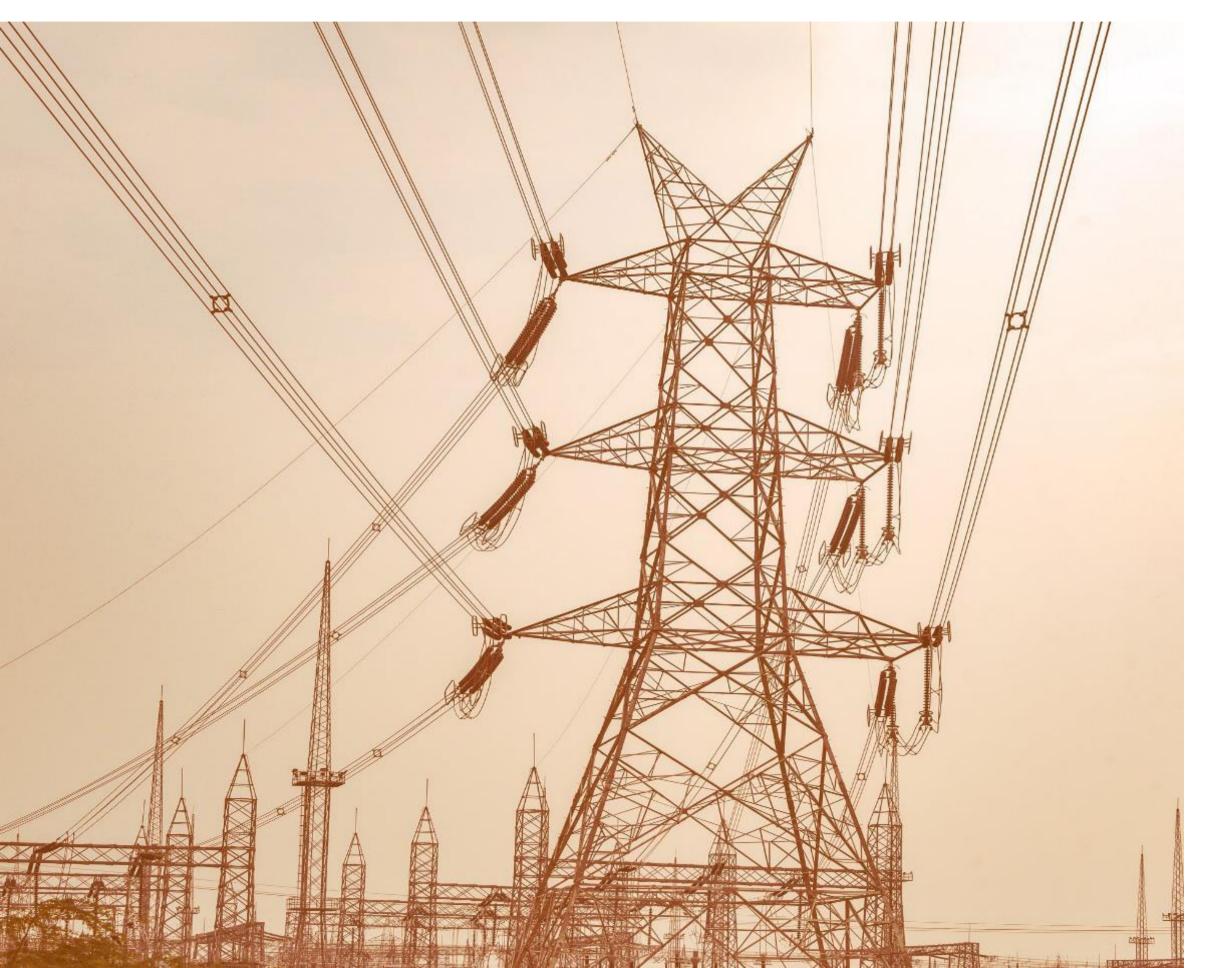
#### Transmission

#### Adani Transmission Limited

#### Credit Presentation

March - 2023

# CONTENTS



04-07	Adani Portfolio Overview	04
09-15	About ATL	09
17-23	ATL Business Philosophy, Capital Mgmt and Investment Case	17
25-28	ESG Framework	25
30-38	Annexure – Profile, Capital Mgmt, Bonds, Ratings, Asset Portfolio	30

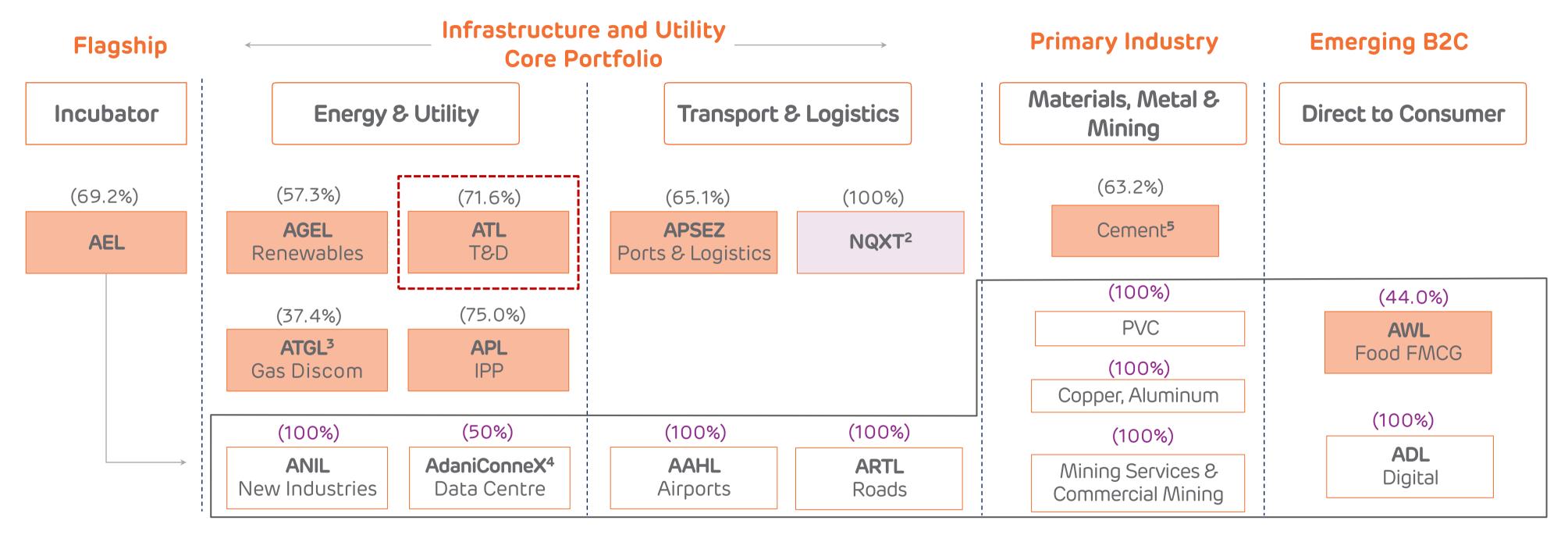
# Adani Portfolio Overview

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# adani Transmission

### 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

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

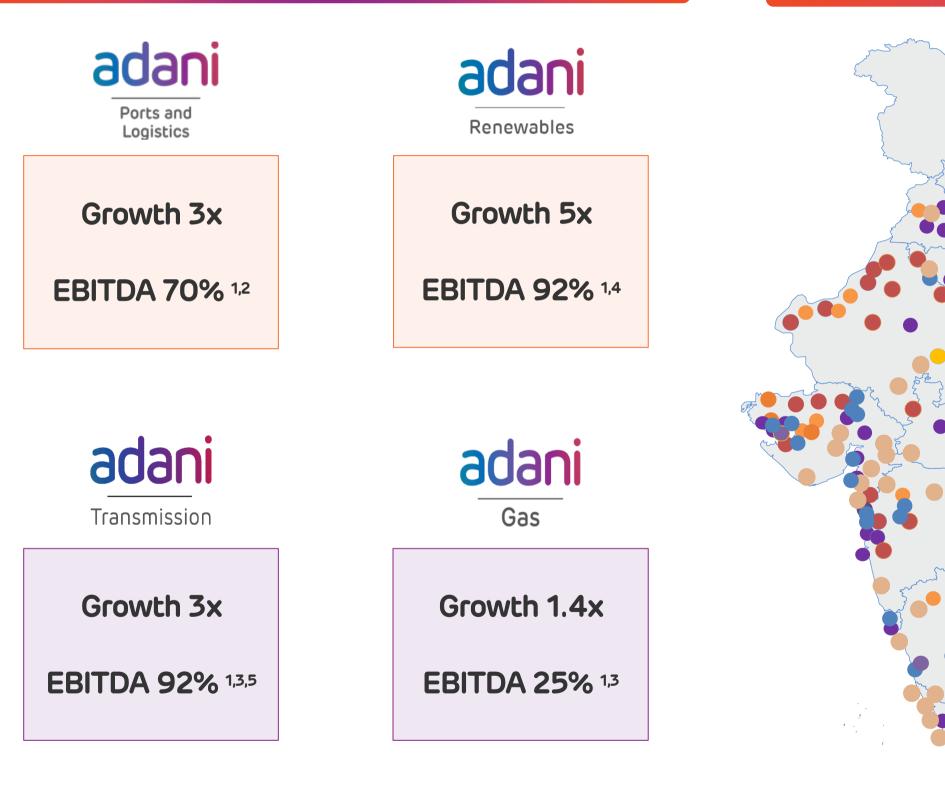
APSEZ: Adani Ports and Special Economic Zone Limited; APL: Adani Transmission & Distribution; APL: Adani Power Limited; AGEL: Adani Green Energy Limited; AGEL: Adani Airport Holdings Limited; ARTL: Adani Roads Transport Limited; ANIL: Adani New Industries Limited; AWL: Adani Wilmar Limited; ADL: Adani Digital Limited | Note - Light orange color represent public traded listed verticals;



Represents public traded listed verticals

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

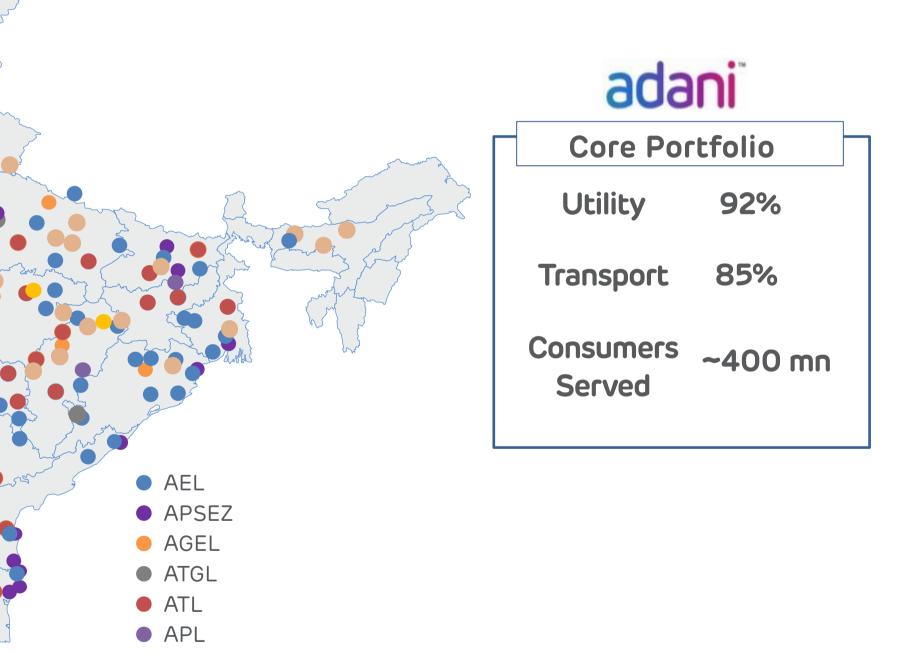
#### Secular growth with world leading efficiency



Note: 1. Data for FY22; 2. Margin for 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. 6. Contracted & awarded capacity 7. CGD: City Gas distribution 8. GAs - Geographical Areas - Including JV | Industry data is from market intelligence 9. This includes 17GW of renewable capacity where PPA has been signed and the capacity is under various stages of implementation and 29GW of capacity where PPA is yet to be signed'



#### National footprint with deep coverage



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

Phase		Development				
	Origination	Site Development	Construction			
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; de</li> <li>Sourcing &amp; quali levels</li> <li>Equity &amp; debt funding at project</li> </ul>			
	<ul> <li>India's Largest Commercial Port (at Mundra)</li> </ul>	<ul> <li>Longest Private HVDC Line in Asia (Mundra – Mohindergarh)</li> </ul>	<ul> <li>648 MW Ultra M Solar Power Plan (at Kamuthi, Tam Nadu)</li> </ul>			
Performance	Highest Margin among peers	Highest line availability	Constructed and Commissioned in nine months			

Notes: O&M: Operations & Maintenance, HVDC: High voltage direct current, PSU: Public Sector Undertaking (Public Banks in India), GMTN: Global Medium-Term Notes, SLB: Sustainability Linked Bonds, AEML: Adani Electricity Mumbai Ltd. IG: Investment Grade, LC: Letter of Credit, DII: Domestic Institutional Investors, COP26: 2021 United Nations Climate Change Conference; AGEL: Adani Green Energy Ltd.



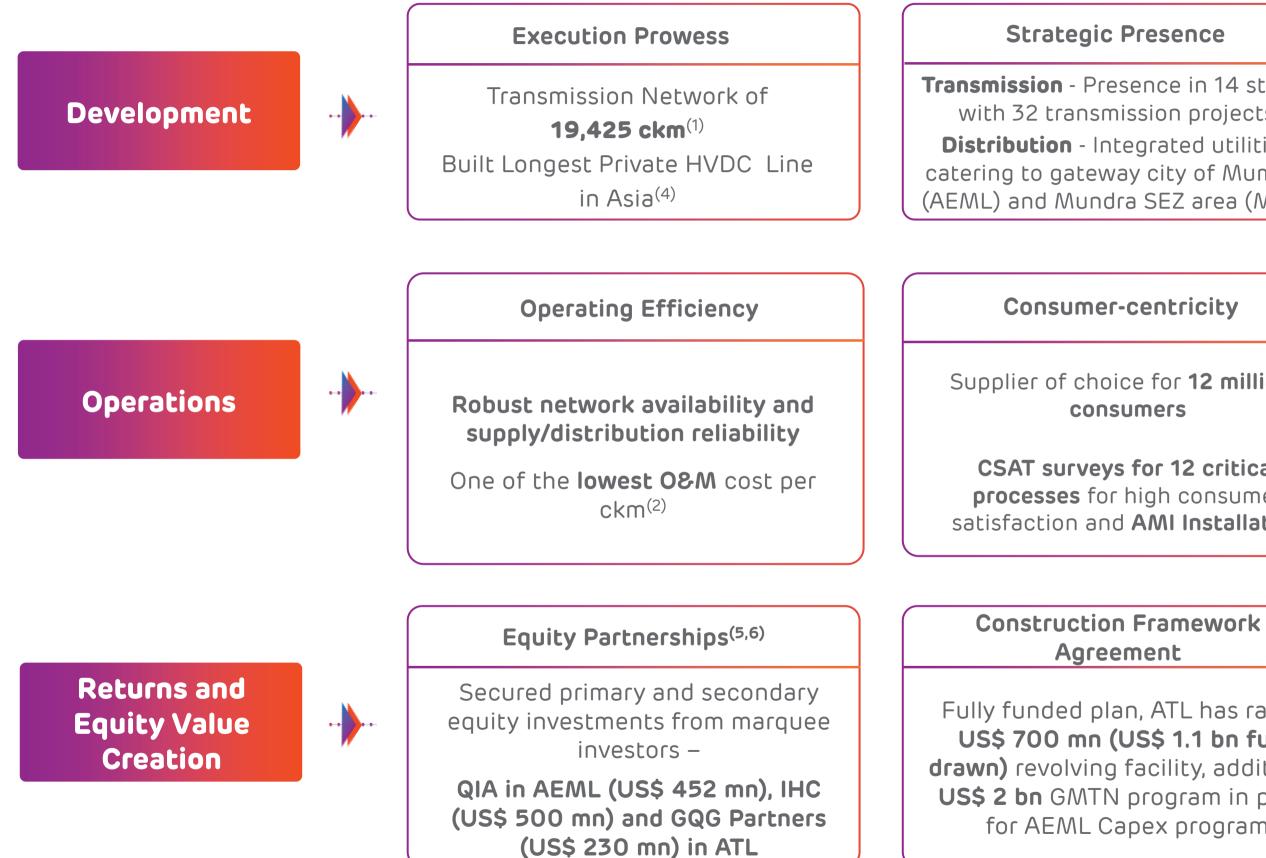
		Operations		Post Operations
		Operation		Capital Mgmt
lesign lity	•	Life cycle O&M planning	٠	Redesigning the <b>capital</b> <b>structure</b> of the asset
ect	•	Asset Management plan	٠	Operational phase funding consistent with asset life
Nega	t Operation Center		•	First ever <b>GMTN of US\$ 2bn by AEML</b> - an SLB in line with India's COP26 goals
nt nil			•	<b>ATL tied up revolving facility of US\$ 1.1b</b> to fund its green infrastructure thrust.
1		Centralized continuous	•	Issuance of <b>20 &amp; 10 year dual tranche</b> <b>bond</b> of <b>US\$ 750 mn</b> - APSEZ the only infrastructure company to do so
ר 		monitoring of plants across India on a single cloud-based platform	•	<b>Green bond issuance of US\$ 750 mn</b> establishes AGEL as India's leading credit in the sector
				14% 31% 55% 8% 18% 6
				March 2016 March 2022

#### Debt profile moving from PSU's banks to Bonds

06

■ PSU ■ Pvt. Banks ■ Bonds ■ DII ■ Global Int. Banks ■ PSU – Capex LC

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



Note: 1) Transmission network is as of Sept 2022 and includes operational, under-construction assets; 2) As per internal benchmarking on global transmission peers; 3) Pool mix as of FY22 4) HVDC : High voltage direct current – Longest at the time of commissioning, 5) 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); 6) QIA: Qatar Investment Authority, IHC: International Holding Company, SEZ; AMI: Advanced Metering Infrastructure; Special Economic Zone, MUL: MPSEZ Utilities Limited EBITDA : Earning before interest tax and depreciation, O&M: Operation and Maintenance, MW: Megawatt Peak, SS: Sub-station, Ckm: Circuit Kilometer, ESG: Environmental, Social and Governance, ROE :Return on Equity, Mn: Million, GMTN: Global Medium Term Note, AEML: Adani Electricity Mumbai Limited



**Transmission** - Presence in 14 states with 32 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

#### **Consumer-centricity**

Supplier of choice for **12 million+** consumers

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

#### 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

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

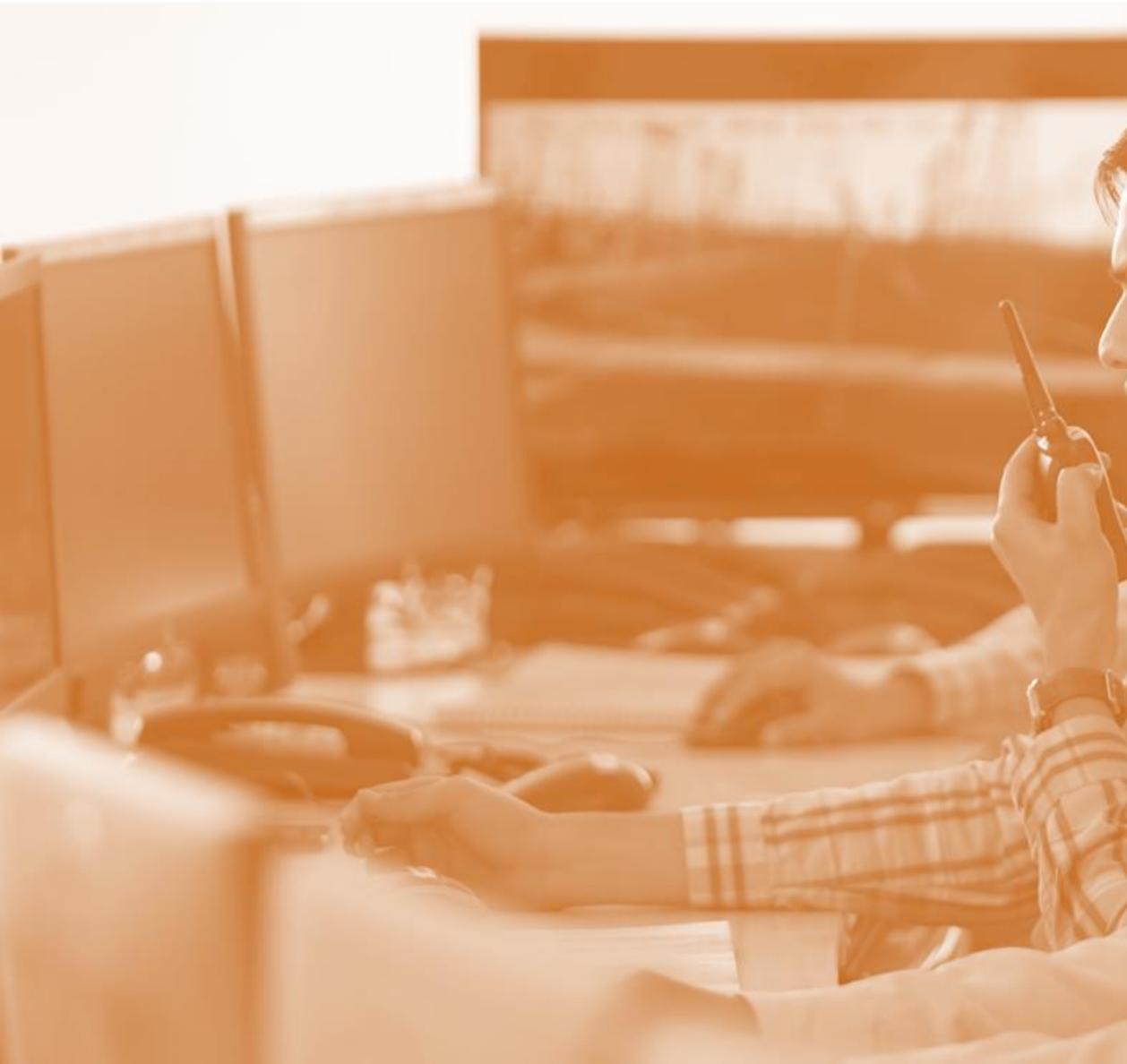
Board Diversity and Strengthening

#### Significant Growth Potential

Green industrial cluster in Mundra

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

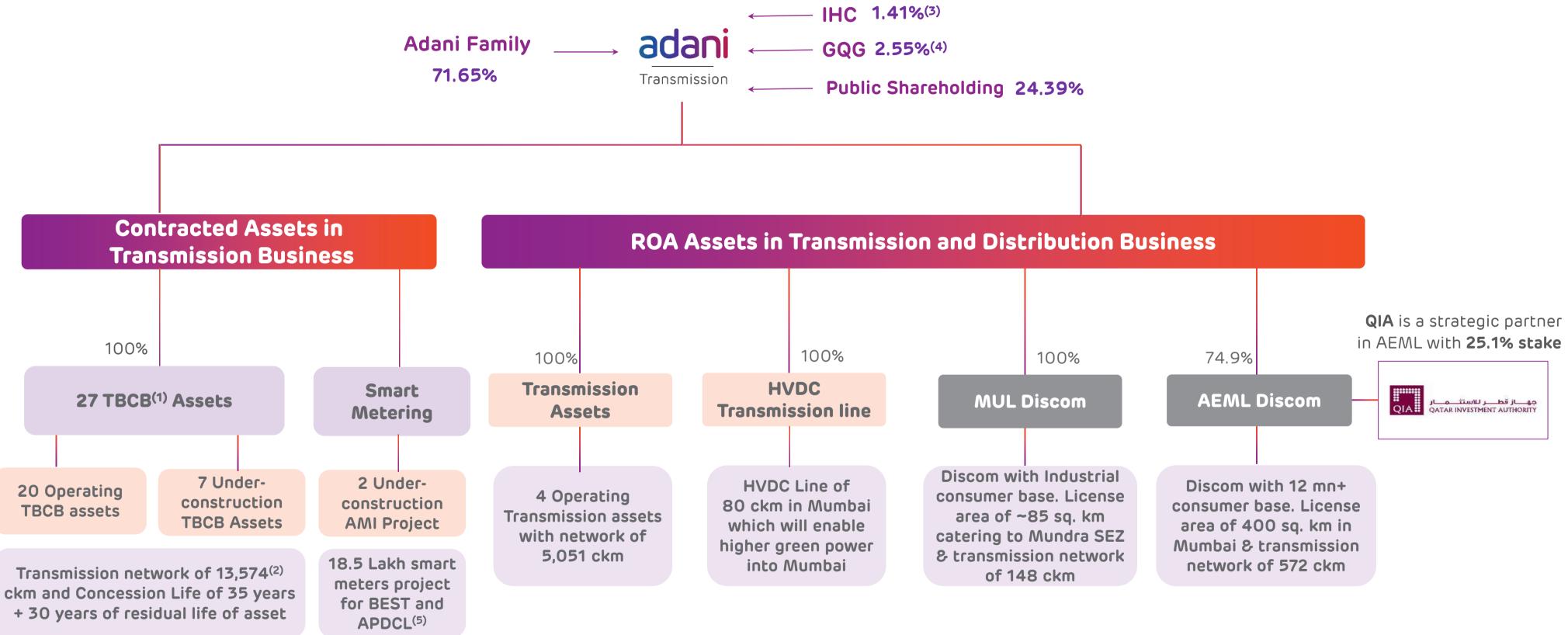
Transmission development in green corridor



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# About ATL

#### **ATL:** Business Snapshot



Notes: 1) TBCB: Tariff based competitive bidding; 2) Network includes operational, under construction assets as of March 2023; AEML: Adani Electricity Mumbai Limited; MUL: MPSEZ Utility Limited (Mundra SEZ); AMI: Advanced Metering Infrastructure; HVDC : High voltage direct current , ROA: Return on Assets, Ckm: Circuit Kilometer, SEZ: Special Economic Zone, Sq.Km: Square Kilometer 3) Primary Equity - International Holding 1.41% stake for US\$ 500 mn (Rs. 3,850 Crs); 4) Secondary Equity - GQG Partners holding 2.55% stake for US\$ 230 mn (Rs. 1,898 Crs); 5) Brihanmumbai Electric Supply & Transport Undertaking (BEST) – 10.8 Lakh smart meters (Rs 13 bn) and Assam Power Distribution Company Limited (APDCL) – 7.7 Lakh smart meters (Rs. 8.5 bn)



09

### **AEML:** Century old utility serving the "Gateway" city of India

#### Largest Integrated utility in India's Commercial Capital - Mumbai



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<b>NU</b>	UU	LIV		UOI

- Real GDP CAGR (FY12 18) ~11.0%
- ~6.0% of India's real GDP
- **1**th Most Populous City in World
- 24<sup>th</sup> Richest City in world based on GDP (US\$)

#### **Mumbai Consumers**

- 2.2x Per capita income of India
- \$ 4,630 Per capita income of Mumbai
- Average Electricity Bill of AEML ~ \$ 31 **Consumer for FY21**
- Average electricity bill as % of per ~1% capita income

#### **Consumer Centricity**

 CSAT survey for 12 critical processes (Supply restoration, Call Centre, Billing, etc.) to gauge & ensure high consumer satisfaction

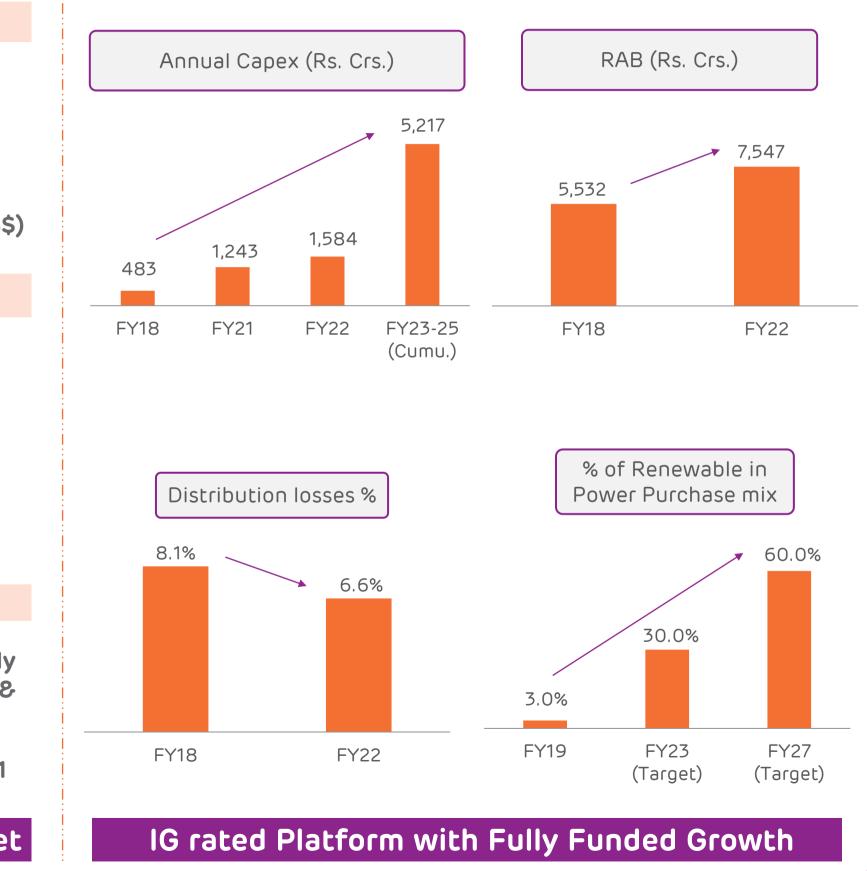
Advanced Metering for 7 lakh consumers in phase 1

#### Servicing 12 million consumers in Mumbai with Consumer-centric Mindset

- Others include BEST, MSEDCL & Tata Power, AMI – Advanced Metering Infrastructure; BKC – Bandra Kurla Complex, MW- Mega Watt, GDP, GDP – Gross Domestic Product, PU- per unit, ABR- Average billing rate, Source – Population Of Mumbai 2020 (Demographic, Facts, etc.) – India Population 2020, CAGR: Compound Annual Growth Rate, RAB: Regulatory Assets Base, IG : investment Grade



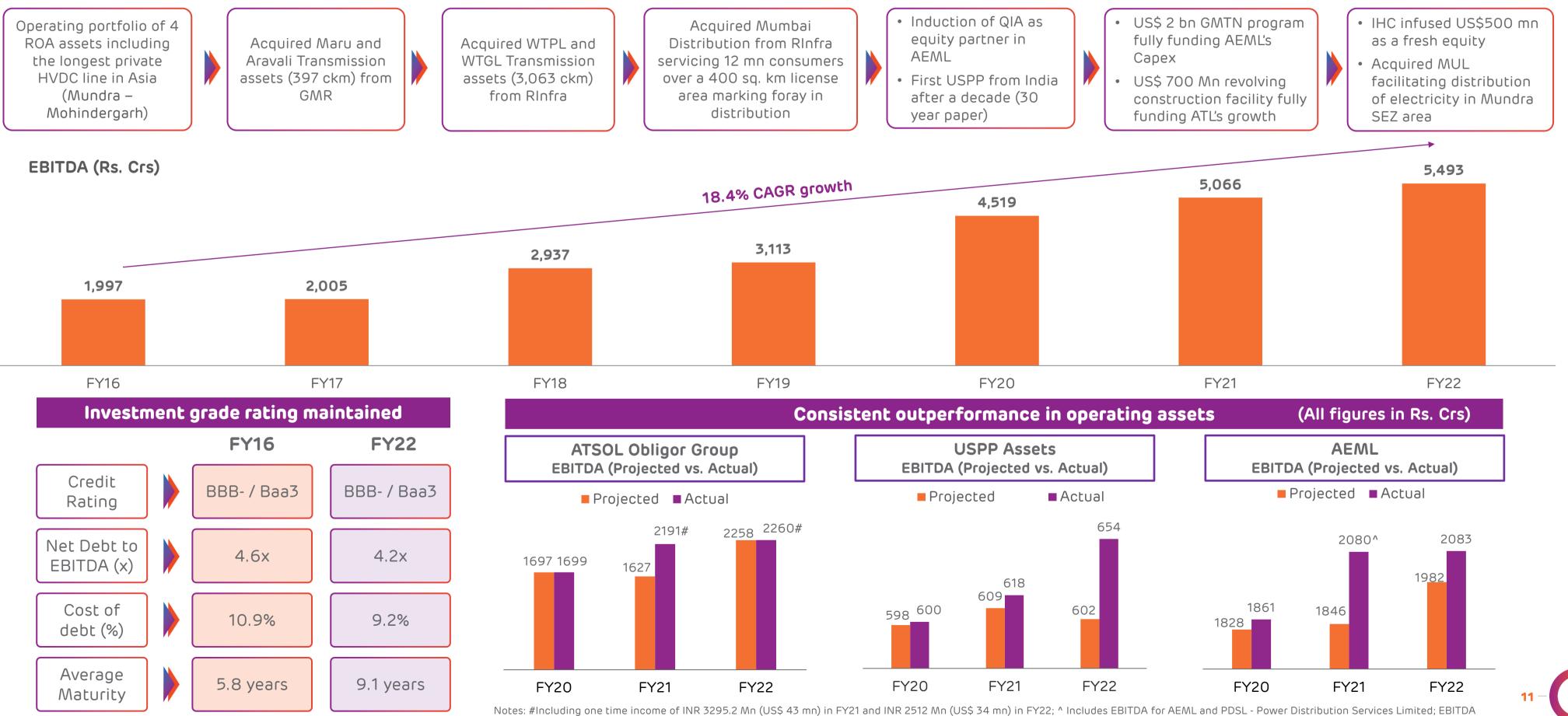
#### AEML – Key Milestones Since Acquisition in 2018



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### ATL: Transformational Journey with Robust Growth and Credit Discipline

#### ATL has delivered an impressive 18.4% CAGR in EBITDA from FY16-22, while still demonstrating credit discipline and maintaining investment grade rating

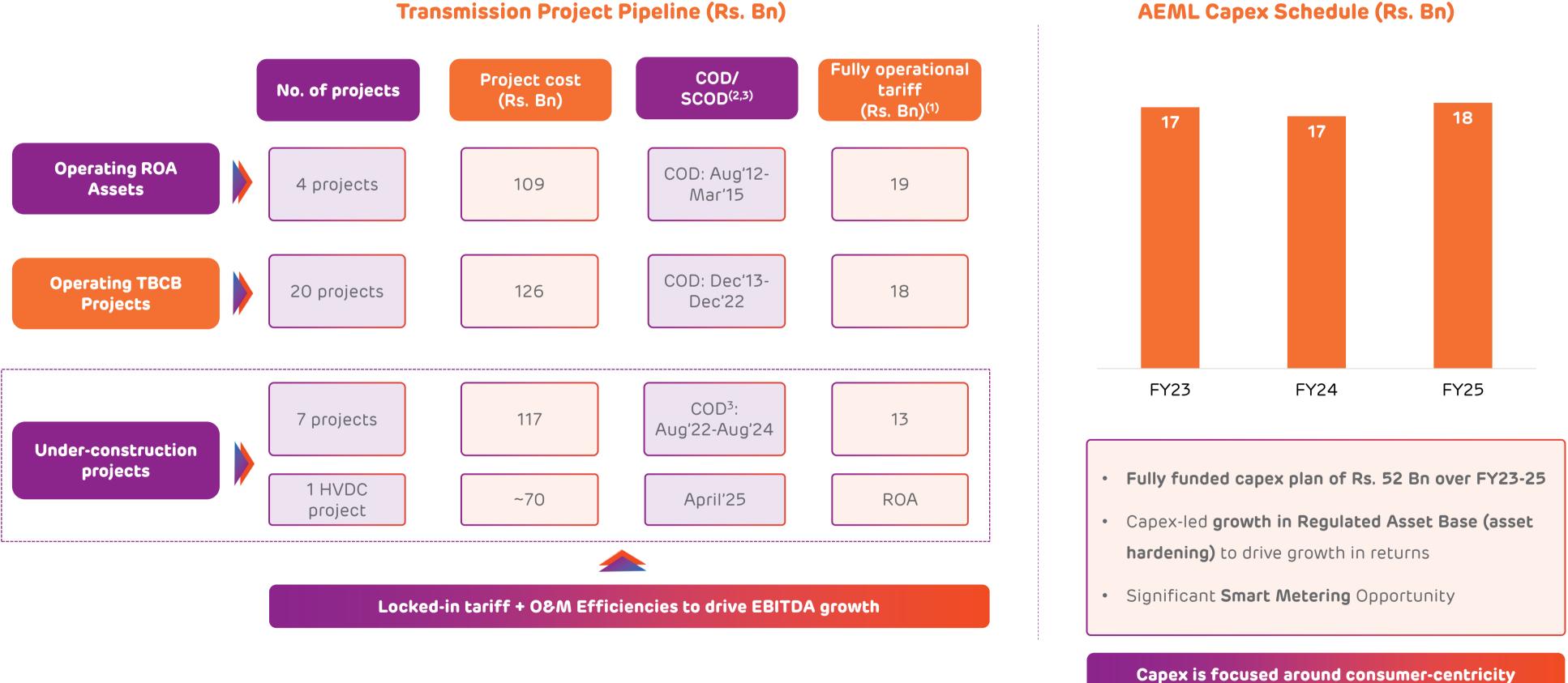


Notes: #Including one time income of INR 3295.2 Mn (US\$ 43 mn) in FY21 and INR 2512 Mn (US\$ 34 mn) in FY22; ^ Includes EBITDA for AEML and PDSL - Power Distribution Services Limited; EBITDA projections and actuals are from compliance certificates; ROA: Return on Assets, Ckm : Circuit Kilometer, HVDC : High voltage direct current, EBITDA : Earning before interest tax and depreciation, GMTN: Global Medium Term Note, ATSOL: Adani Transmission Step One Ltd., USPP: US Private Placement, CAGR: Compound Annual Growth Rate, QIA: Qatar Investment Authority, US\$ INR: 75



#### **ATL**: Solid Locked-In Growth in both Transmission and Distribution

#### Transmission Project Pipeline (Rs. Bn)



Notes: 1) Considered actual revenue for Operating ROA and Operating TBCB assets as of FY22 with full year tariff added for newer projects and for under-construction projects considered fully operational first year tariff; 2) COD – Scheduled Commercial Operation Date; 3) SCOD for some under-construction projects have been extended by five months due to Covid-19 in line with extension offered by government on central projects; COD is tentative and subject to change 4) ROA: Return on Assets, TBCB: Tariff base competitive bidding, HVDC : High voltage direct current, O&M : Operation and Maintenance, EBITDA: Earning before interest Tax & Depreciation

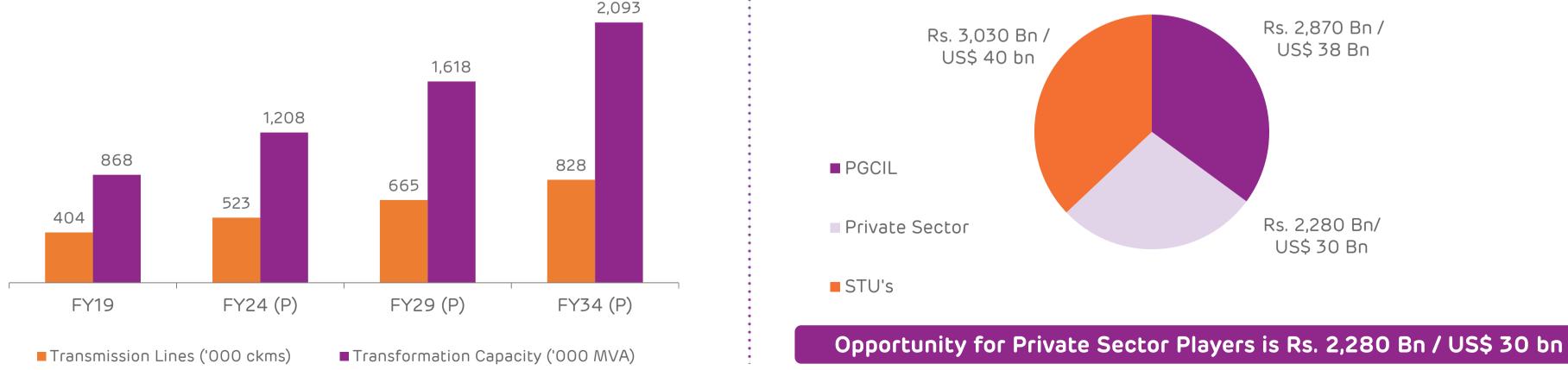


### **ATL: Size of Transmission Opportunity** for Private Players is ~US\$ 30 bn worth projects over FY21-30

#### Attractive Industry Opportunity backed by strong policy support

- Mandatory competitive bidding introduced since 2006 (TBCB) has created a level playing field for private players
- Private sector has won 35 projects out of total 54 transmission TBCB projects awarded since April-15<sup>(1)</sup>.
- Identified TBCB opportunity in near-term is about Rs. 520 Bn / \_ US\$ 6.9 Bn out of which Rs. 134 Bn / US\$ 1.8 bn is under RFP/RFQ stage
- Schemes like UDAY, 24x7 Power for All, Village Electrification etc. strengthening the value chain

#### Growth in transmission lines and transformation capacity



Notes:: 1) Opportunity size as per internal study conducted by Deloitte in Jan 2019, 2) CEA; 3) Conversion rate: US\$/INR - 76

4) TBCB: Tariff base competitive bidding, RFP/RFQ : Request for Proposal/ Request for Quotation, Ckms: Circuit Kilometers, MVA: Mega Volt Ampere, RE: Renewable Energy, GW: Giga Watt , PGCIL: Power Grid Corporation of India Ltd

#### India has committed to sourcing 50% of its energy requirements from RE by 2030 targeting renewable capacity of 500 GW

- the country



#### Renewable penetration to further boost requirement for transmission infrastructure strengthening

Renewable capacities concentrated in western and southern regions of

Due to intermittent nature and to provide grid stability, there is a requirement of dedicated transmission corridors for renewable evacuation

15 projects of Rs. 153 Bn / US\$ 2 bn are Inter State Green Energy Corridor projects under bidding currently

#### Overall investment of Rs. 8,180 Bn / US\$ 109 bn over next 15 years

## **ATL:** Distribution Privatization Opportunity and Other Drivers

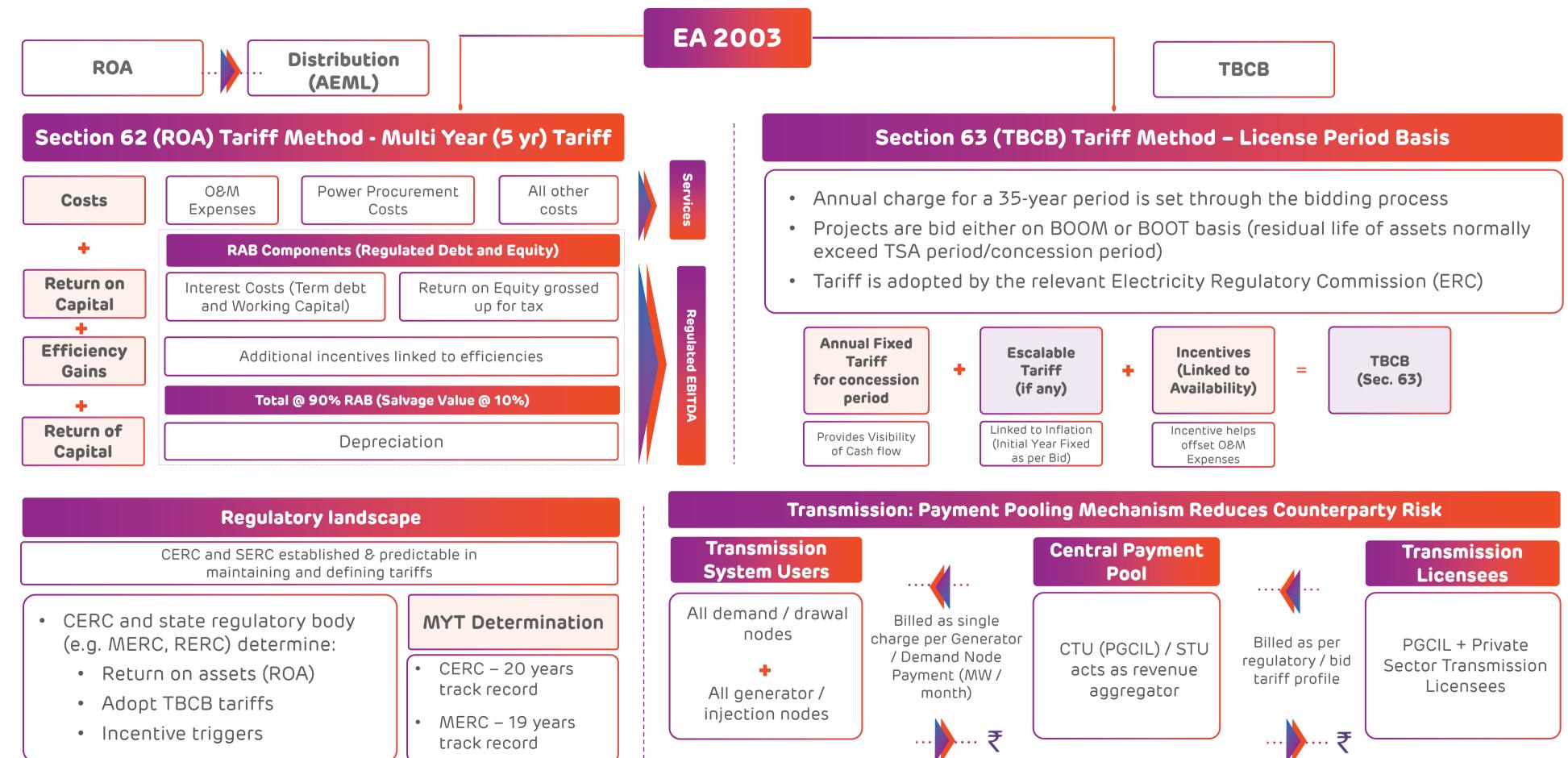
- Power distribution is one of the largest consumer facing sectors in the country. 96.7% of ~270 mn households in India are connected to the grid.
- Discoms in India have been primarily owned and operated by state governments \_
- Government of India power ministry recently issued the standard bidding documents for privatisation of power discoms \_
- **Privatization being undertaken** under Atmanirbhar Bharat scheme, starting with Union territories. Government has completed tendering process for Chandigarh \_ Discom, Dadra & Nagar Haveli Discom
- Smart Metering Opportunity Estimated Market Size of 25 Crs (3.3 million) Meters requiring investment of Rs. 2.2 Lakh Crs / US\$ 29 billion by FY26<sup>(5)</sup>. ATL won smart \_ metering project worth Rs. 13 billion to install 10.8 Lakh smart meters for BEST in October 2022.

	Current Inefficiencies Faced by Discoms	
State owned distribution utilities (Discoms) plagued by structural issues and financial inefficiencies	High leverage levels, inefficient capital structure	Privatizati
	Tariff inadequacy, resulting in requirement for high subsidies	
	Payout of subsidies typically delayed, due to budget deficits	through operation efficienci
	High levels of operational inefficiencies (AT&C loss <sup>(1)</sup> ), low network reliability	higher investme and bett consume
	High Cost overheads against regulatory targets	services



ĺ	How Privatisation Will Help Reform The Sector					
ion:	<b>Operational efficiencies</b> : Reduce AT&C losses, improve collection efficiencies, reliability metrics (SAIDI <sup>(4)</sup> , SAIFI <sup>(4)</sup> )					
urn d Is h nal	<b>Power purchase</b> : Optimisation in power mix to reduce power purchase cost and in turn reduce consumer tariff					
ies, ent ter er 5 <sup>(2)</sup>	<b>Investment to strengthen network</b> : Above efficiencies will allow investment towards improving network reliability					
	<b>Better consumer services</b> : Faster responsiveness, consumer- centric service delivery model, quick redressal of consumer grievance					

### **ATL:** Attractive Industry Opportunity supported by an Evolved and Stable **Regulatory Regime**



1) MYT – Multi Year Tariff; CTU – Central Transmission Utility; STU – State Transmission Utility; CERC – Central Electricity Regulatory Commission, RERC - Rajasthan Electricity Regulatory Commission; BOOM – Build, Own, Operate and Maintain, PPA – Power Purchase Arrangement, BOO – Build, Own and Operate, BOT – Build Operate and Transfer



# adani Transmission

# **ATL Business Philosophy**

### **ATL:** Business Philosophy focusing on De-risking at every stage of project lifecycle

#### **DE-RISKING AT EVERY STAGE**

DEVELOPMENT

#### **Route Identification & Survey**

- **Route alignment** on topographic maps to optimize route & identify key parameters
- Utilization of Drones for route survey
- Robust site diligence and route planning to minimize project cost and ROW issues

#### **Project Planning & Scheduling**

- Robust Pre bid estimation of ROW, Project Cost and Timelines resulting in **assurity of returns**
- **Solid vendor management** and strong relationships adds to business sustainability and avoid cost escalations

#### **Capital Management**

- Takeout of construction debt post commissioning (eg: USPP issuance)
- Maintained international **investment grade rating** while achieving impressive growth

#### OUR **BUSINESS** PHILOSOPHY

#### **DE-RISKING AT EVERY STAGE**



CONSTRUCTION

#### **Project Execution**

- **Complex projects experience**: Completed HVDC project (~1000 kms) in a record time of 24 months
- Contracting methodology focused on derisking competitively awarded on **fixed price & fixed time basis**
- Availability of large talent pool and in-house capabilities

#### **Construction Finance**

- Derisked financing through **fully-funded plan**
- Revolving Construction facility of US\$ 700mn for transmission and GMTN facility of US\$2 bn for AEML
- LC facility to reduce financing cost & optimize funding schedule

#### **Tech Enabled Operations**

- Life cycle O&M planning
- Reliability centered Maintenance \_
- **Remote operation of sub-stations** and integration with Energy Network Operating Centre

### ATL: Technology enabled O&M Excellence

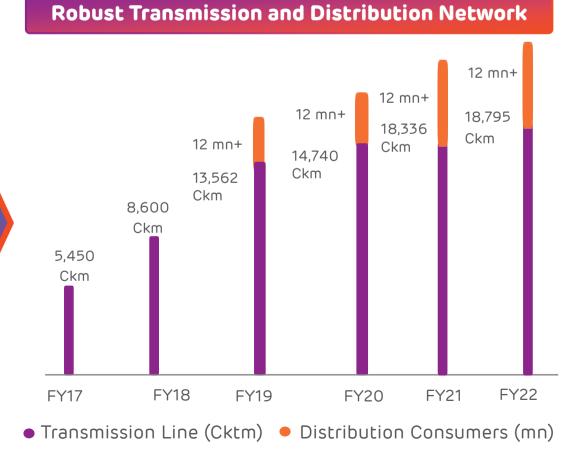
#### **Design and Technology Excellence**

- In-house design team capable of designing towers using software tools like **PLS Tower and** STAAD-PRO
- Drone inspection for Asset maintenance and Prebid survey (LIDAR method)<sup>(1)</sup>
- **ERS tool for emergency restoration** of lines up to • 765Kv within 48 hours for higher reliability and incentive income

#### **Project Excellence**

- Completed HVDC project (~1,000 kms) within record time of 24 months
- Majority of the projects completed within time and budget allowing ATL to maintain high market share of 35% in FY21 and 22% in FY22
- Cost savings at development and O&M allowing RoE optimization





#### Transmission business - Average System Availability %

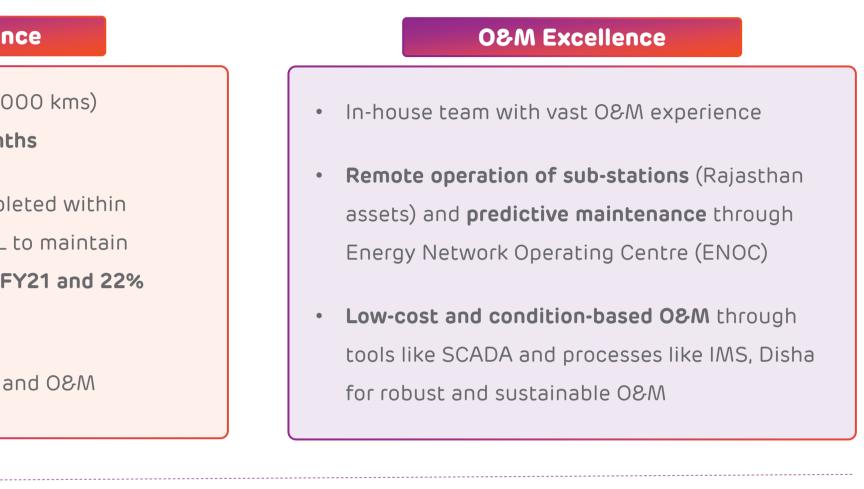


Notes: 1) LIDAR: Light Detection and Ranging - currently at trial stage; IPMS: Integrated Project Management Solution; ENOC: Energy Network Operating Center; SCADA: Supervisory Control and Data Acquisition; ABEM (Adani Business Excellence Model); AHM: Asset Health Management; IoT: Internet of Things; IMS: Integrated Management Systems; ERS: Emergency Restoration System; Ckm: Circuit Kilometer, RoE : Return on Equity, O&M: Operation and Maintenance , HVDC : High Voltage Direct Current

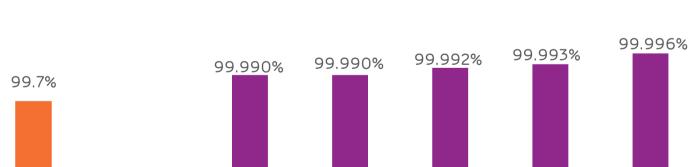
FY22

**Execution Excellence** 









FY19

FY18

#### Distribution business - Supply Reliability (ASAI) %

FY20

FY21

FY22

# **ATL:** Capital Management Philosophy to achieve growth at scale with capital discipline

#### ATL is the only private sector transmission and distribution company in India with International IG Rating

- Long life contracted assets with sovereign counterparties in a stable regulatory regime (Transmission: 35 year concession, Distribution: Perpetual life)
- Capital structure designed through debt financing at longer tenure matching concession life and terms akin to stable assets

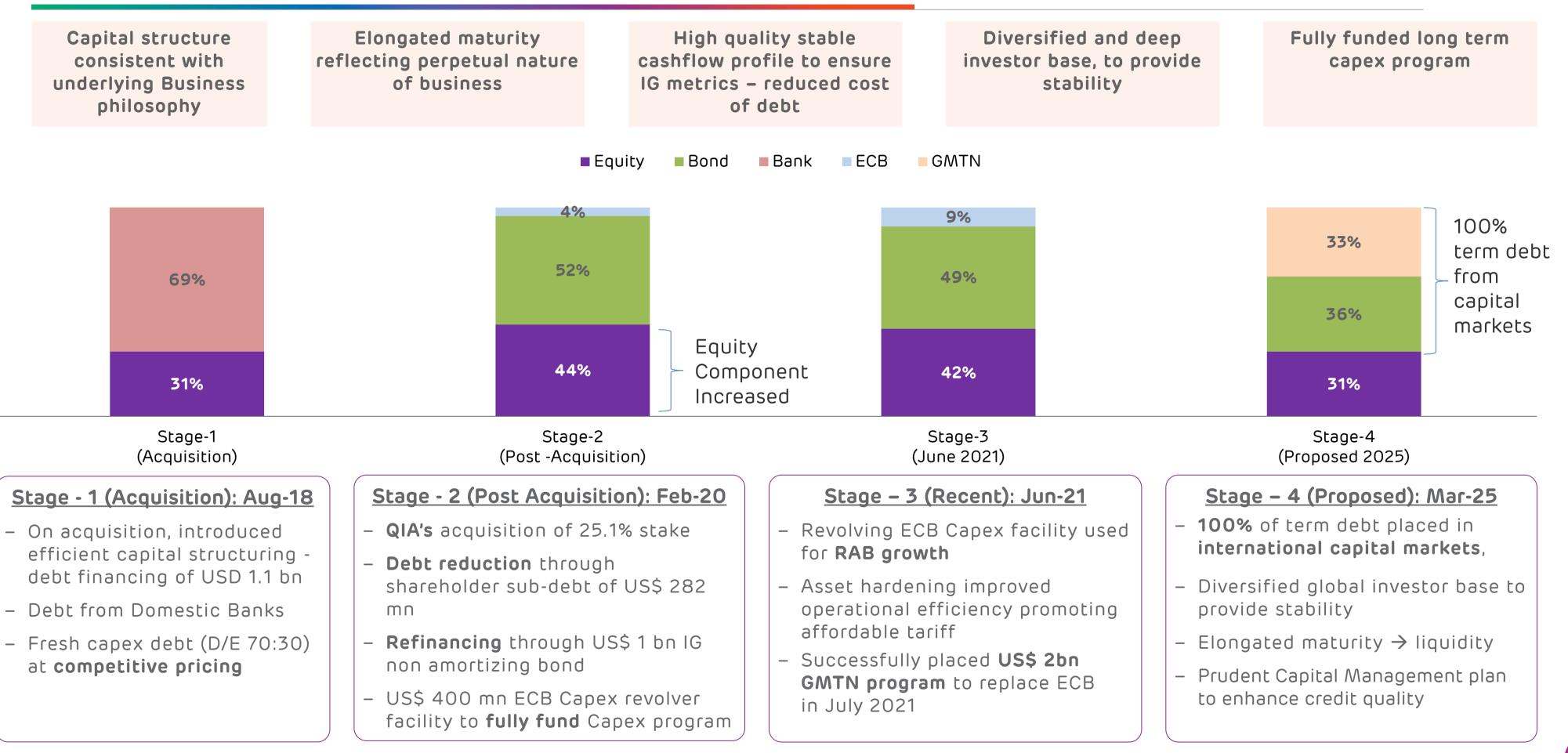




nsmission: 35 year concession, Distribution: Perpetual life) e and terms akin to stable assets

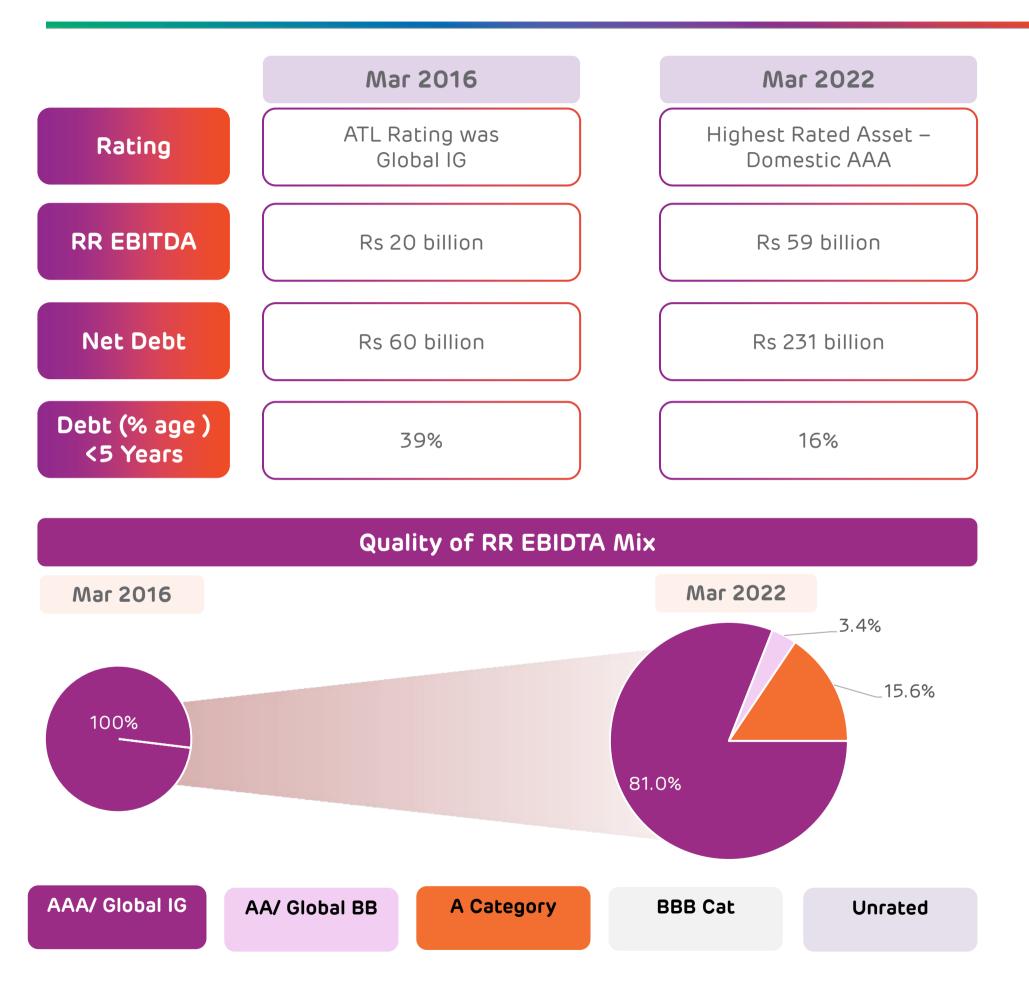
h	Post-Commissioning Phase			
ed capex	Debt Capital market refinancing at lower interest rate, longer tenure and terms akin to stable assets			
	Post-commissioning Phase			
onal projects capital for	1 <sup>st</sup> issuance - ATL Obligor Group: <b>US\$ 500 mn</b> 2 <sup>nd</sup> issuance - ATL Obligor Group: <b>US\$ 500 mn</b> 30 year USPP issuance: <b>US\$ 400 mn</b> AEML bond issuance: <b>US\$ 1 Bn</b> AEML GMTN program: <b>US\$ 2 Bn (US\$ 300 mn drawn)</b>			
	Future USD bonds/USPP raise via. Global Debt Capital Market (already demonstrated for operational projects)			

# **ATL:** Transformational Capital Management Plan in AEML resulting in value unlocking



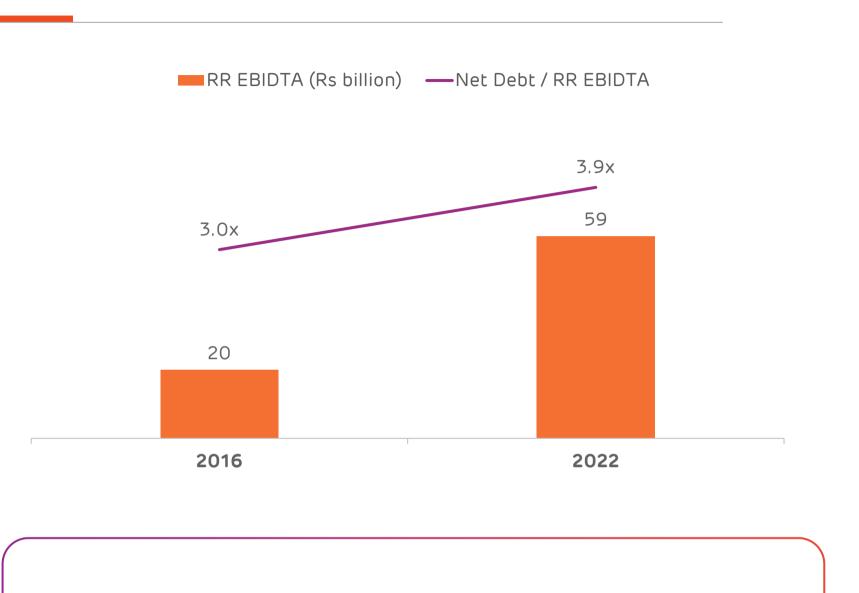


### **ATL:** Transformation in Credit Quality



Notes: EBIDTA – Earning Before Interest Depreciation & Tax | Bn – Billion | CAGR- Compound Annual Growth Return | IG – Investment Grade rating by Moody's/ Fitch/ S&P (S&P rating is for AEML \$ 1 billion bond only) | RR EBIDTA – Run Rate Earning Before Interest Depreciation & Tax



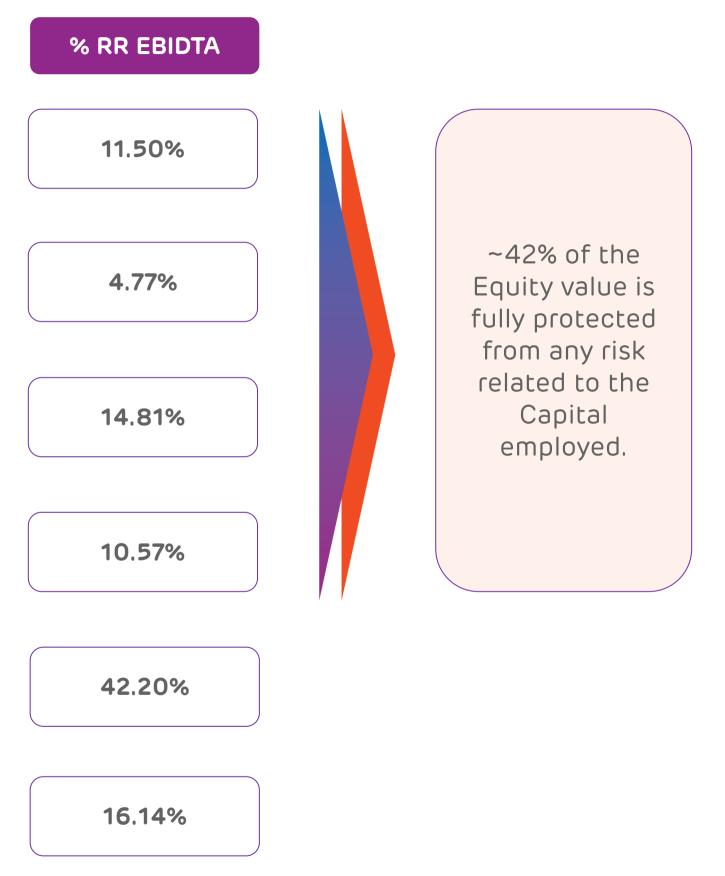


- 18% CAGR growth in RR EBIDTA for past 6 Years
- Improved maturity profile in line with **Capital Management** Plan
- 42% of the Equity value is fully protected from any risk related to the Capital employed

### ATL: Capital Management based Credit Philosophy

	% Debt
Completely de-risked EBIDTA covering Debt maturity > 20 Years	16.66%
Decipat Life matching Debt 9 EPIDTA with cate sick > 20 Years	<b>5 07%</b>
Project Life matching Debt & EBIDTA with rate risk > 20 Years	5.03%
No Tenor & Rate Risk EBIDTA covering Debt maturity > 10 Years	14.44%
Data siek EDIDTA aguasian Data matusity > 10 Yaasa	12 4 004
Rate risk EBIDTA covering Debt maturity > 10 Years	12.49%
Partial Tenor/ Rate Risk EBIDTA covering Debt maturity 5 - 10 Years	40.58%
Partial Tenor & Rate Risk EBIDTA covering Debt maturity < 5 Years	15.83%





#### **ATL**: Compelling Investment Case

- Significant growth opportunities in Transmission and Distribution with **favourable government policy** and strong T&D **Favorable Industry** infrastructure demand with increasing shift to renewable energy Landscape - Evolved and stable regulatory regime conducive for infrastructure investment Proven track record of excellence in development & construction **Development and** - ATL remains **competitive at bidding stage** due to scale benefits. Synergies from wide geographical presence and execution Construction Expertise expertise helps mitigate cost and time overrun risk Solid vendor management and strong relationships adds to business sustainability and avoid cost escalations **Robust operational metrics** - line availability, supply reliability, distribution loss — **Operational and** Execution excellence - One of the lowest O&M cost through predictive maintenance and technology excellence - Capital structure designed through debt financing at longer tenure matching concession life and terms akin to stable assets Capital Management Philosophy - ATL is the only private sector transmission and distribution company in India with International IG Rating

Capital Allocation and turnaround capability

- Disciplined approach towards new project bidding and acquisitions; stringent IRR (returns) threshold
- Commitment to maintain strong credit profile and investment grade rating
- Strong track record of acquisition and turn around of transmission and distribution assets

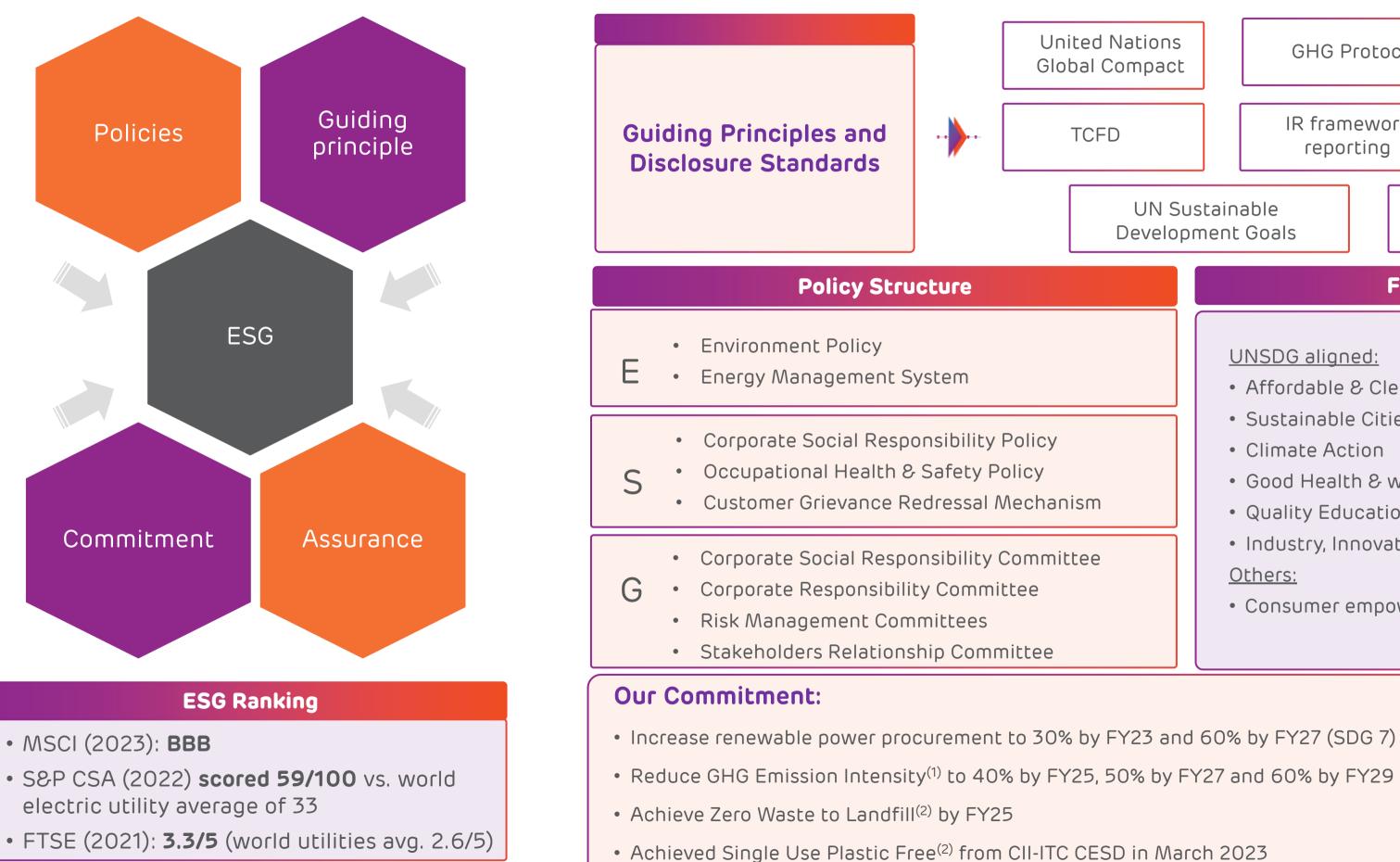




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# ESG Framework

#### **ATL**: ESG Framework



Notes: 1) GHG Emission Intensity = tCO2 / Rs Cr EBITDA; 2) Confederation of Indian Industry-ITC Centre of Excellence for Sustainable Development (CII-ITC CESD) certified SUP Free status to 37 operational sites of ATL, i.e., 30 substations and 7 transmission line clusters including stores; 3) AEML, being subsidiary of ATL with ~40% of reported EBITDA share, reports disclosures through ATL; 4) AEML is in process to adopt the guiding principles for independent reporting I UNSDG – United Nation Sustainability Development Goals I TCFD - Task Force on Climate-Related Financial Disclosures I SBTi - Science Based Targets initiative I CDP - Carbon Disclosure Rating GHG – Green House Gas

**S** 



United Nations Global Compact			GHG Protocol			SBTi	
TCFD			IR framework reporting		CDP disclosure		
UN Sus Developm				G	RI St	andards	
				Focus	s Are	eas	
Policy licy echan ommit		UNSDG aligned: • Affordable & Clean Energy • Sustainable Cities and Communities • Climate Action • Good Health & well being • Quality Education • Industry, Innovation & Infrastructure					
ittee	LEE	<u>Others:</u> • Consumer empowerment					

• Reduce GHG Emission Intensity<sup>(1)</sup> to 40% by FY25, 50% by FY27 and 60% by FY29 (SDG 13)

### ATL: Key Environmental Indicators and Milestones

Key Performance Indicators	Current Status	Baseline	Medium to Long-term Targets
Energy Mix & Emission Intensity			
- RE share in power procurement	AEML has achieved 28% renewable in power mix as of Nov'22	3%	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
Naste Reduction and Biodiversity Management			
- Zero waste to landfill (ZWL)	Dahanu Power Plant <b>attained ZWL status</b>	No certification in FY19-20	Achieved <b>ZWL for all O&amp;M</b> sites in FY22
- Single use plastic (SuP) free sites	<ul> <li>Attained SUP free status from CII-ITC CESD</li> <li>Covered 37 operational sites of ATL</li> <li>Strengthening alignment with UNSDG 12</li> </ul>	No certification in FY19-20	Achieved <b>SUP free status for 37 sites</b> in March 2023
- India Business Biodiversity Initiative (IBBI) and ensure no net loss to biodiversity	<ul> <li>Signatory to IBBI and submitted first progress report in 2020</li> <li>Afforestation of 441 hectares area in FY21-22</li> </ul>	FY20-21 289 hectares	No net loss to biodiversity and 100% alignment with IBBI and IBBI principles based public disclosures by FY23-24
- Water Neutrality (Water conservation)	<ul> <li>Achieved "Net Water Positive" status for 30 substations and 07 TL clusters under UNSDG 6</li> <li>Carried-out rainwater harvesting feasibility study and implemented water metering across all sites</li> </ul>	No water neutrality in FY 19-20	Secured <b>Net Water Positive</b> <b>Certification</b> for all O&M sites in November 2022
Energy Efficiency and Management			
- Reduction in auxiliary consumption through solar power	<b>3.362 MWp solar capacity</b> at Mahendragarh, Akola, Koradi, Sami, Morena, Rajnandgaon	Solar capacity of 1.7 MWp in FY19-20	Coverage across all transmission Sites



### ATL: Key Social Indicators and Milestones

Material Categories	Material Themes	Key Performance Indicators	Baseline	Target (FY22-23)
		Rate of fatalities per million hours worked	Zero (FY 20-21)	Zero
Health & Safety	Work related injury	Rate of recordable work-related injuries per million man-hours worked	0.33 (FY 20-21)	Zero
	Safety awareness and training	Average hours of training provided per person on health and safety	15.6 (FY 20-21)	Further improve from baseline
Diversity and Inclusion	Measurement of Diversity and Inclusion Metrics and Enforcement of policies	Women as a percentage of new hires and total workforce (%)	New Hire: 5 % Total Workforce: 5%	New Hire: 10% Total Workforce: 6%
Human Rights	Training on human rights	Employees trained in human rights policies or procedures (%)	-	100%
Skills for the future	Skill development trainings	Training and development expenditure for employees (INR)	Rs 3.81 Cr (FY 20-21)	Rs 4.69 Cr
Responsible Procurement	Proportion of spending on local suppliers (%)	Spend on local suppliers against the total procurement budget (%)	99.4 % (FY 20-21)	Maintain FY21 Performance
	Supplier screening on ESG metrics	Suppliers screened on ESG criteria (%)	100% (Critical Suppliers)	100% (Critical Suppliers)



### **ATL**: Key Governance Indicators and Milestones

Material Categories	Material Themes	Key Performance Indicators	Baseline	Actions Taken and Goals
Board Gender Diversity	Board Gender Diversity	Balance the board composition in terms of men and women directors	16.6% - women directors in board as of FY21	<ul> <li>% of women directors in board improved to 28.5%</li> </ul>
Board Independence	Great Board Independence and Improved Disclosures	<ul> <li>Improve board strength and independence</li> <li>Incorporate non-statutory committees</li> <li>Enhance disclosures in board &amp; committee meetings</li> </ul>	<ul> <li>6 directors as of FY21</li> <li>Only statutory committees as of FY21</li> </ul>	<ul> <li>Board now comprises of total 7 directors with 4 independent directors</li> <li>Enhanced disclosures through formation of new committees with min. 50% IDs (CRC, RMC, PCC, IT &amp; Data Security)</li> <li>Committees chaired by Independent Directors (Audit, NRC, STC)</li> </ul>
Code of Conduct	Corruption and Bribery Cases	<ul> <li>Number of Corruption cases and Bribery and Associated Risks</li> <li>Adoption of Anti Corruption and Bribery Policy</li> <li>% of Governance body members and employees trained on anti-corruption</li> </ul>	• Zero corruption cases	<ul> <li>Zero Case on Corruption and Bribery</li> <li>Board Adopted Anti Corruption and Bribery Policy</li> <li>Identification and Assessment of risks</li> </ul>
Anti-competitive Practices	Fines and Settlements	<ul> <li>Fines or settlements paid related to anti- competitive business practices (INR)</li> </ul>	Zero as of FY21	<ul> <li>Zero in FY23 and beyond</li> </ul>
Customer orientation and satisfaction	Consumer Satisfaction	<ul> <li>Affordable tariffs</li> <li>Service reliability</li> <li>Sustainable power</li> </ul>	Distribution loss reduction, CSAT surveys, Reliability metrics	<ul> <li>Competitive tariff through RE power</li> <li>Option to switch to Green power tariff</li> <li>Advanced metering implementation for 12 million consumers</li> </ul>
Corporate Governance Standing	ESG Ratings	Improvement in ratings through improved disclosures and adoption of best practices	CSA: 59/100; FTSE: 3.3/5	Target 2023-24: CSA – 67/100 and FTSE: 3.6/5

Notes:

A) List of non-statutory committees - CRC: Corporate Social Responsibility & Sustainability Committee; PRC: Public Consumer Committee; Information Technology & Data Security Committee; RMC: Risk Management Committee; B) List of statutory committees: SRC: Stakeholders' Relationship Committee NRC: Nomination and Remuneration Committee; STC: Securities and Transfer Committee; Audit Committee; C) Sub-committees under Risk Management Committee: Mergers & Acquisitions Committee; Legal, Regulatory & Tax Committee; Reputation Risk Committee





# adani Transmission

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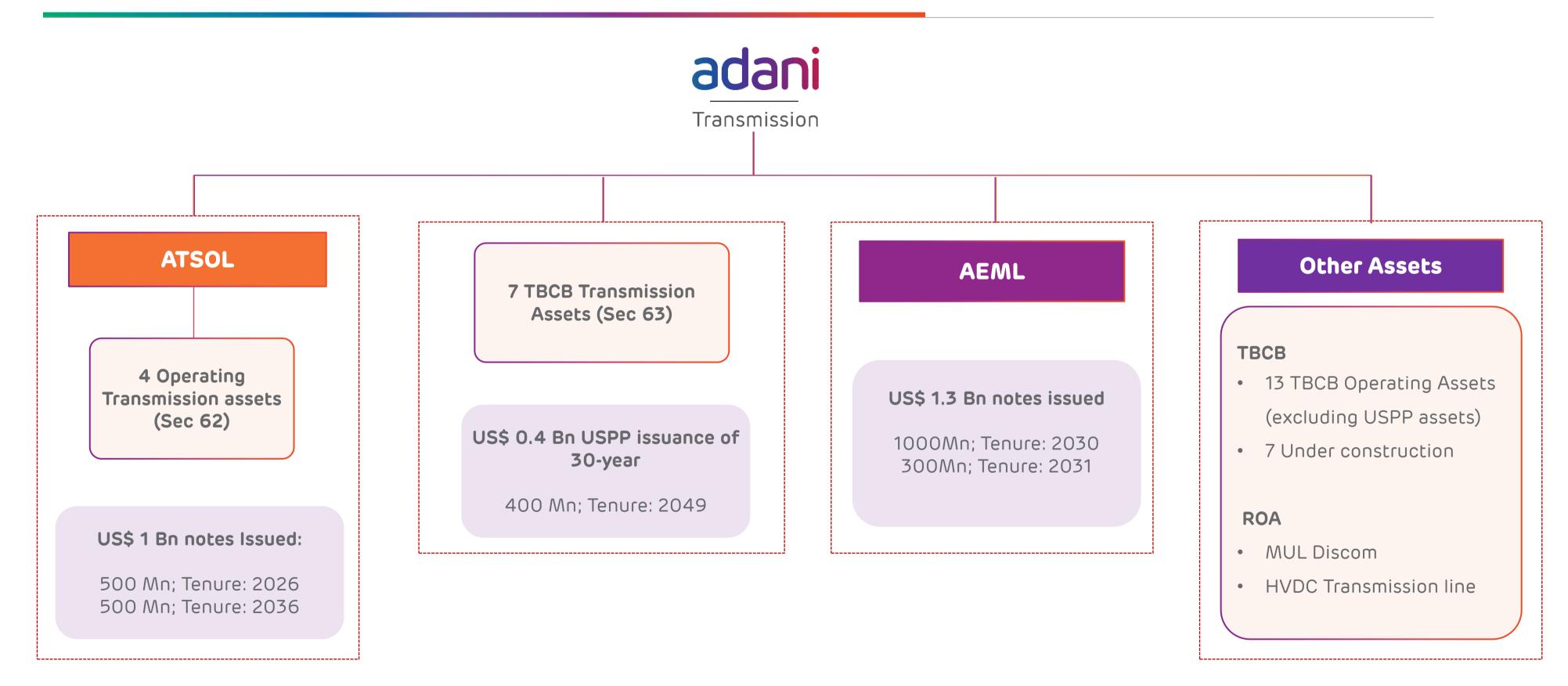


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#### ATL at a glance





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#### ATL: Transmission Business at a glance

	Operating Assets	Under construction
<b>TBCB</b> Assets	<b>20</b> Assets	<b>7</b> Assets
(Sec 63)	<b>Assets base</b> → US\$ 1.65 Bn	<b>Assets base</b> → US\$ 1.53 Bn
<b>ROA Assets</b>	<b>4</b> Assets	<b>1</b> Asset
(Sec 62)	<b>Assets base</b> → US\$ 1.4 Bn	<b>Asset base</b> → US\$ 0.93 Bn

#### **TBCB - Business Parameters**

- Steady stream of cash flows
- No throughput (supply) risk
- Mitigated counterparty risk through payment pooling mechanism
- Market share<sup>(1)</sup> of 35% in TBCB bids in FY21 and 22% in FY22



#### Return on Asset (ROA) - Business Parameters

- ROA model with **assured cash flows** after considering all operating and O&M costs
- Efficiency-linked incentives to boost returns
- Section 62 assets governed by regulators with strong track record (CERC, MERC)

### ATL and AEML Bond Portfolio

Highlights	Obligor 1 – US\$ 500 mn	Obligor 2 – US\$ 500 m	n USPP – US\$ 400 mn	AEML – US\$1 bn	AEML – US\$ 300 mn					
Assets	ATIL MEG	PTCL	STL, ATRL, CWRTL, RRWTL, PPP-8,9,10	AEML, PDSL	AEML, PDSL					
FY22 EBITDA (US\$ mn)	297		86	274	274					
Tenor	10 year	16.5 year	30 year	10 year	10 year					
Issue size (US\$ mn)	US\$ 500 mn	US\$ 500 mn	US\$ 400 mn	US\$ 1000 mn	US\$ 300 mn (GMTN)					
Ratios (As of FY22)	FFO to Net Debt: 20.4%; [ FFO cash coverage:		FFO to Net Debt: 15.6%; DSCR: 1.8x	FFO to Net De DSCR: 5.5						
Refinance Risk / Bond Structure	Bullet debt Amortizing debt structure structure		Amortizing debt structure	Bullet debt structure	Bullet debt structure					
Counterparty Risk / Quality of earnings Risk	EBITDA: 45% fr pro 55% from Stat	jects	EBITDA: 78% from Central projects; 22% from State projects	End users	End users					
International Credit Rating	BBB- (Fitch)/ Baa3 (Moody's) Baa3 (Moody's)		BBB- (Fitch)/ Baa3 (Moody's)	BBB- (S&P, Fitch)/ Baa3 (Moody's)	BBB-(Fitch)/ Baa3 (Moody's)					
Robust Structural Protections	<ul> <li>Clean first ranking security</li> <li>Unique covenants linked to EBITDA performance providing credit quality protection over project life</li> <li>Standard project finance features</li> <li>Detailed reporting covenants</li> </ul>									



### ATL and AEML Credit Ratings

#### International – ATSOL Obligor Group (Transmission business) (Reg S/ 144A)

Rating Agency	Facility	Rating/Outlook			
Fitch	Dollar Bond	BBB-/Stable			
Moody's	Dollar Bond	Baa3/Negative			

#### International – ATL USPP (Transmission business) (Reg D)

Rating Agency	Facility	Rating/Outlook	Underlying Rating
Fitch	Dollar Bond	BBB-/Stable	BBB
Moody's	Dollar Bond	Baa3/Stable	-

## International – AEML US\$ 1 bn (Reg S/144A) and US\$ 300 mn GMTN (Distribution)

Rating Agency	Facility	Rating/Outlook
Fitch	Dollar Bond (for both)	BBB-
S&P	Dollar Bond (US\$ 1 bn)	BBB-/Negative
Moody's	Dollar Bond (for both)	Baa3/Negative

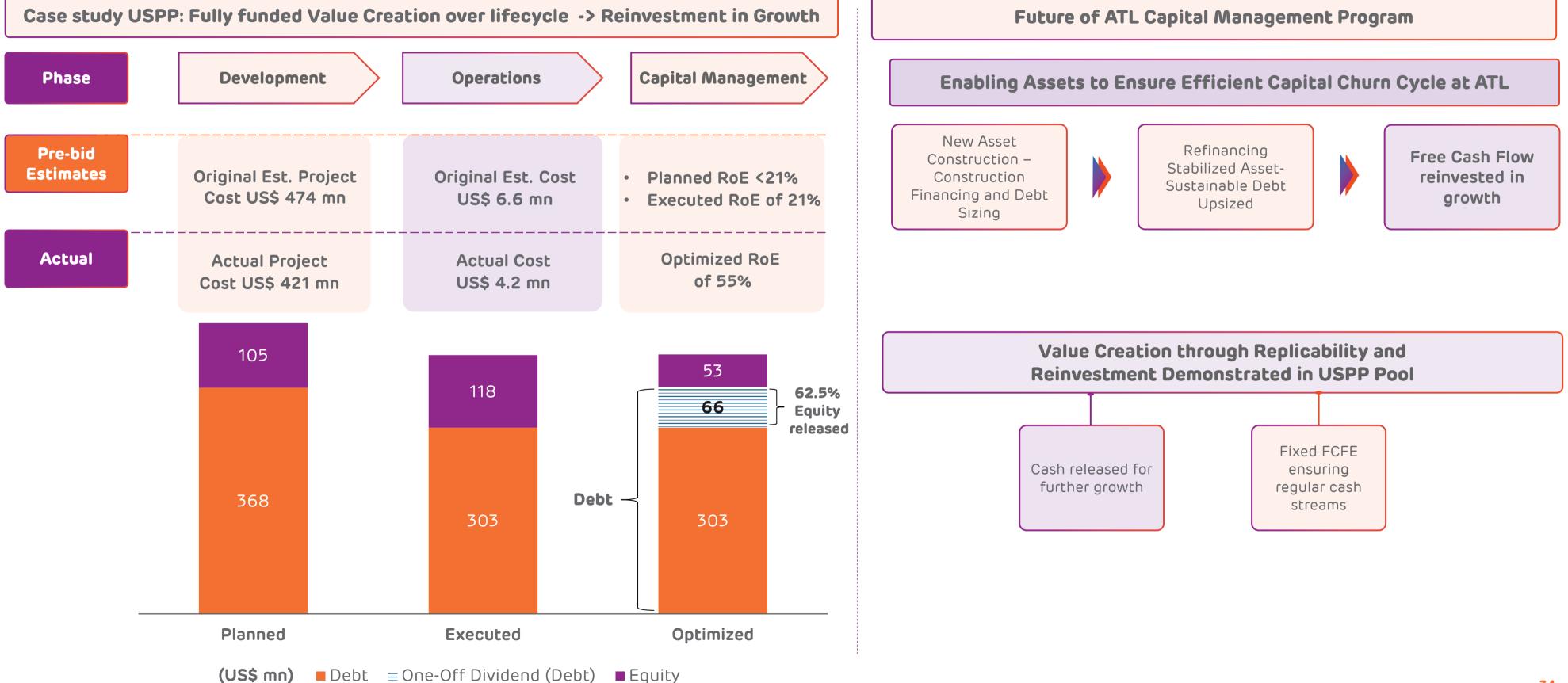
#### SPV Ratings - Domestic

Company	Rating Agency	Rating	Outlook
ATL	India Ratings / Brickworks	AA+	Stable
ATL	ICRA	A1+	Stable
MEGPTCL	India Ratings	AA+	Stable
ATIL	India Ratings	AA+	Stable
WTGL	India Ratings	AAA	Stable
WTPL	India Ratings	AA+	Stable
MTSCL	India Ratings	AA-	Stable
ATSCL	CARE	А	Stable
ATBSPL	India Ratings	AA-	Positive
FBTL	CARE	A+	Positive
OBTL	CARE/Brickworks	A-	Positive
NKTL	Brickwork	A-	Stable
AEML	India Ratings	AA+	Stable
JKTL	India Ratings	A-	Stable
BKTL (LC)	CARE	A1+	Stable
GTL (LC)	India Ratings	A1+	Stable
WKTL	India Ratings	A-	Stable
Alipurduar	India Ratings / CRISIL	AAA	Stable



### **Case Study:** TBCB portfolio takeout through USPP

USPP: 30 years USD notes (USD 400 mn) issued by restricted group of 7 subsidiaries of ATL (2,084 ckm network) with fixed coupon and amortizing structure matching the concession period & revenue profile of the issuer companies



Notes: TBCB: Tariff-based competitive bidding; USPP: US Private Placement, Ckm: Circuit Kilometer, RoE: Return on Equity, FCFE: Free Cash flow for Equity; Conversion rate: US\$/INR - 76.0



#### **ATL:** As a matured O&M player, shifting from Time-based Maintenance to Reliability Centered Maintenance

Time-based Maintenance (TBM)

- Emergency restoration system
- Offline condition assessment
- Solar module cleaning •
- Preventive & Corrective actions
- Dry cloth cleaning

**Preventive Maintenance** (PM)

- SAP Integration for triggering and closure of PM activities
- Regular monitoring of SF6 gas pressure in Breaker
- Checking of all parts of equipment & cleaning
- Field force mobility •
- Insulator washing •
- Hotline maintenance •

- Performing key tests based on equipment health condition
- Online Partial Discharge (PD) for GIS
- PID of insulator
- Asset segregation based on grading







#### Harnessing Cutting-edge Technology for advanced O&M



#### Condition-based Maintenance (CBM)

• Tan Delta measurement of equipment

• Corona scanning

Image Analytics and Drone surveillance of assets

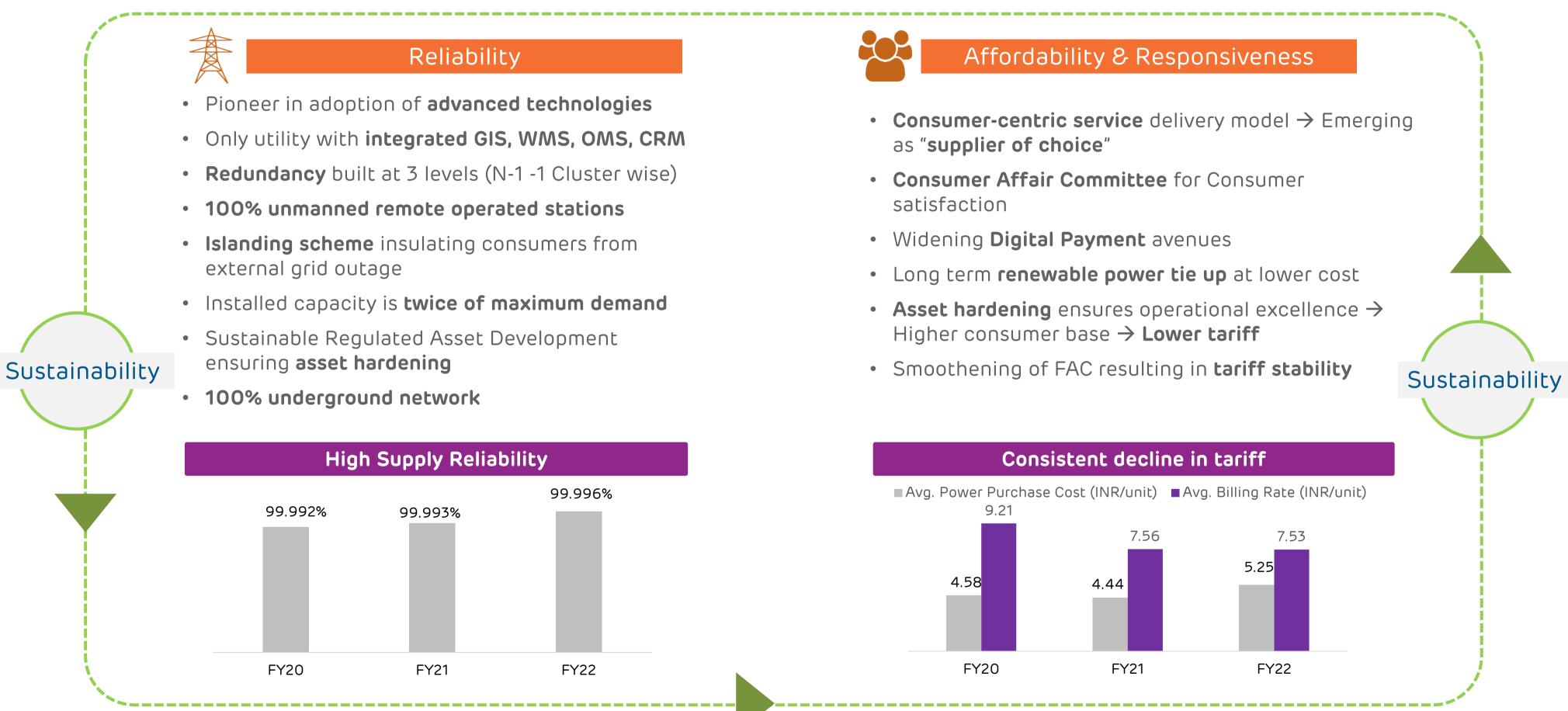
**Reliability Centered** 

Maintenance (RCM)

- Asset Performance Management (APM)
- Sensorization of assets
- Health index monitoring of critical equipments
- SF6 gas analyzer



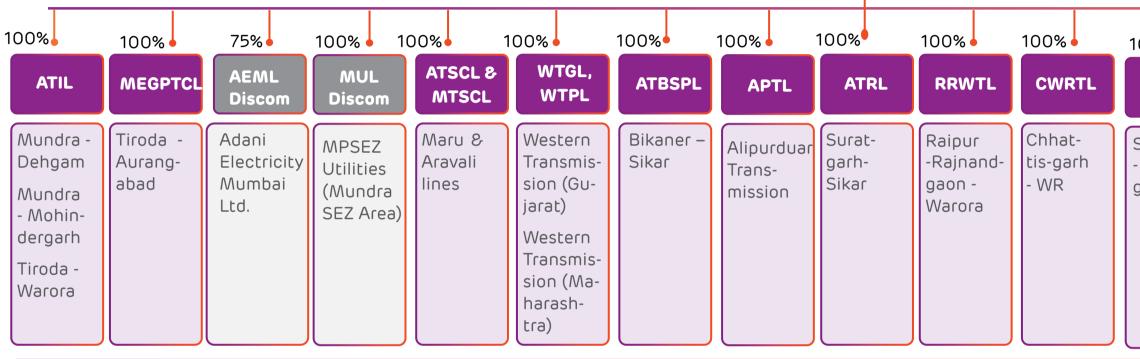
### **AEML Business philosophy:** Sustainability, Reliability and Consumer Focus (Affordability & Responsiveness)







#### Adani Transmission Limited



	Operating Assets												Recent	ly Commission	ed Projects					
Α	3,834 ckms	1,217 ckms	573 ckms	148 ckms	397 ckms	3,063 ckms	343 ckms	650 ckms	278 ckms	611 ckms	434 ckms	348 ckms	413 ckms	292 ckms	481 ckms	897 ckms	630 ckms	352 ckms	292 ckms	38 ckms
B C	6,630 MVA	6,000 MVA	3,250 MVA	360 MVA	1,360 MVA	-	-	-	-	-	630 MVA	-	585 MVA	-	-	-	950 MVA	-	3000 MVA	2500 MVA
D	c. 27 years	c. 30 years	c. 14 years	c. 11 years	c. 29 years	c. 30 years	c.32 years	c.35 years	c. 33 years	c. 34 years	c. 34 years	c. 34 years	c. 34 years	c. 35 years	c. 35 years	c. 35 years	N/A	c. 35 years	C. 35 years	c. 35 years
E	Regulated return (ROA)	Regulated return (ROA)	Regulated return (ROA)	Regulated return (ROA)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)	Fixed tariff (TBCB)
F	Centre / State	State	State	State	State	Centre	State	Centre	State	Centre	Centre	Centre	State	Centre	Centre	State	State	Centre	Centre	Centre
	INR 49.6 Bn	INR 57.7 Bn	INR 75 Bn	INR 0.4 Bn	INR 3.9 Bn	INR 18.2 Bn	INR 2.2 Bn	INR 10.8 Bn	INR 1.3 Bn	INR 12.1 Bn	INR 9.5 Bn	INR 5.4 Bn	INR 4.4 Bn	INR 5.5 Bn	INR 8.5 Bn	INR 18.2 Bn	INR 7.4 Bn	INR 7.0 Bn	INR 8.1 Bn	INR 3.2 Bn
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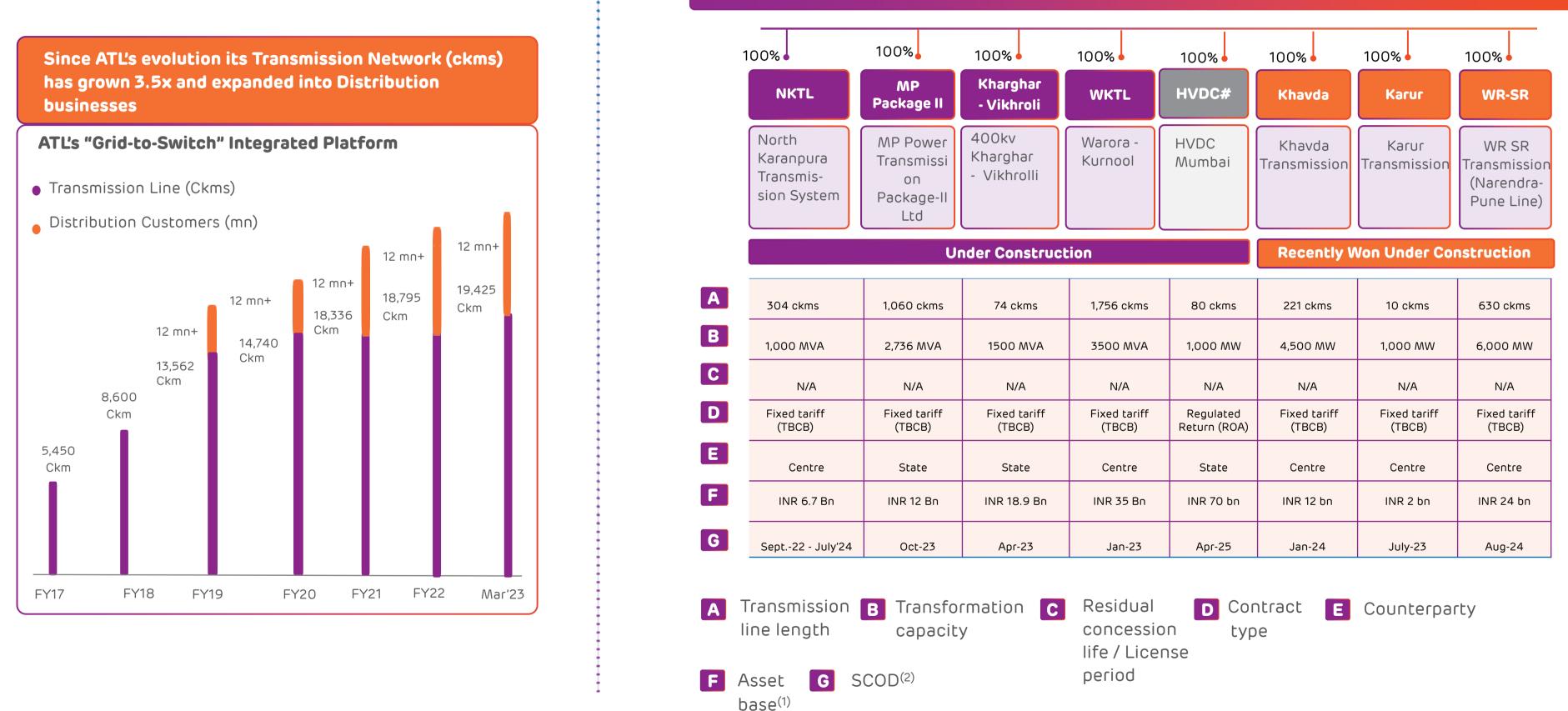
Notes: ATIL - Adani Transmission (India) Limited; MEGPTCL - Maharashtra Eastern Grid Power Transmission Co. Limited; AEML: Adani Electricity Mumbai Limited (Distribution business); ATBSPL: Adani Transmission Bikaner Sikar Private Limited; STL - Sipat Transmission Limited; RRWLT - Raipur Rajnandgaon Warora Transmission Limited; CWTL – Chhattisgarh WR Transmission Limited; ATRL – Adani Transmission (Rajasthan) Limited; ATSCL – Aravali Transmission Service Company Limited; MTSCL – Maru Transmission Service Company Limited, WRSS M – Western Region System Strengthening Scheme Maharashtra, WRSS G – Western Region System Strengthening Scheme Gujarat, (1) Asset base for operational assets as per project cost and Mumbai GTD (AEML) as per Regulated Asset Base





100%	100%	100%	100%	100%	100%	100%	100%	100%
STL	PPP 8/9/10	FBTL	Bikaner Khetri	GTL	Obra-C Badaun	Lakadia Banaskantha	WRSS – XXI (A)	Jam Khambaliya
Sipat -Rajnand- gaon	Hadoti, Barmer & Thar Lines	Fategarh Bhadla	Bikaner – Sikar	Ghatamp ur	Obra	Lakadia Banaskan tha	Lakadia - Bhuj	Jam Kham- baliya

#### **ATL's** Under-construction Asset Portfolio as of March 2023



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 March 2023; (2) Provisional Scheduled Commercial Operation Date (SCOD); NKTL – North Karanpura Transco Limited; GTL: Ghatampur Transmission Limited; OBTL: Obra Transmission Limited; LBTL: Lakadia Bhuj Transmission Limited; KVTL: Kharghar Vikhroli Transmission Limited; WKTL: Warora Kurnool Transmission Limited;



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38

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40 -