Adani Transmission Limited
10th Annual General Meeting
19th July 2023

Presented by:
Mr. Anil Sardana
MD – Adani Transmission
Adani: A World Class Infrastructure & Utility Portfolio

Flagship

Incubator

AEL

(69.2%)

Infrastructure and Utility
Core Portfolio

Energy & Utility

AGEL Renewables

(57.3%)

ATL T&D

(71.6%)

ATGL3 Gas Discom

(37.4%)

APL IPP

(75.0%)

ANIL New Industries

(100%)

AdaniConneX4 Data Centre

(50%)

Transport & Logistics

APPL Ports & Logistics

(61.0%)

NQXT2

(100%)

Primary Industry

Materials, Metal & Mining

Cement5

(100%)

Direct to Consumer

AWL Food FMCG

(100%)

Emerging B2C

ADL Digital

(100%)

Note - Represents public traded listed companies

(%): 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 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

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 Corporation (IHC) 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) as of March 3, 2023; 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)
Transformational Journey and Strategic Objectives
**ATL: Transformational Journey with Robust Growth**

**Delivered 17.3% EBITDA CAGR from FY16-23 with credit discipline**

![Graph showing EBITDA (Rs. Crs) growth since inception]

**Presence across 14 states of India**

**Key Business Levers and Long-Term Growth Outlook**

- **Transmission Business:** Maintain robust profitability (92% EBITDA margin) and maintain market share upwards of 20-25% in TBCB bids. Achieve 30,000 ckm network by 2030.

- **Distribution Business:** Grow existing Discoms (AEML and MUL) in terms of consumer access, asset base and profitability through operating efficiencies and capex-led asset hardening. Expand reach to 8 million customers in medium term.

- **Parallel Distribution License:** To secure a parallel license and emerge as a preferred supplier in newer geographies like Navi Mumbai, Greater Noida, Thane, Aurangabad, Nashik, Kharghar, Panvel and more.

- **Smart Metering:** Enhance and Integrate Distribution platform by offering smart metering solutions and garner a meaningful market share in the overall pie (current market share of 9% with an order book of 8.08 million smart meters worth Rs. 98 billion).

- **District Cooling Solutions and Transmission Opportunity in International Markets** are emerging growth levers.

**Adjacent Opportunities**

- **Battery Storage**
  - Deployment of storage and related ancillary services

- **Telecom**
  - OPGW / business of Co-location for hosting telecom support infra

- **Others**
  - Transmission EPC, O&M, Infra development for RE parks and consulting

**T&D Growth in India:** Electricity Demand, which is a precursor to T&D capacity augmentation in India, is expected to grow at ~7% annually with a focus on RE.

- Electricity demand growth to continue at ~7% over medium to long term.
- >75% of capacity additions till 2030 will be from renewable energy sources (RE).

**Projected supply capacity (GW):**

- **2023:**
  - Thermal: 16
  - Gas: 43
  - Hydro: 25
  - Solar: 67
  - Wind: 212
  - Other RE: 47
  - Total: 416

- **2030 (CEA Optimal Mix):**
  - Thermal: 16
  - Gas: 33
  - Hydro: 59
  - Solar: 100
  - Wind: 252
  - Other RE: 25
  - Total: 777

**Notes:** EA / EPS
ATL: Market Size of Transmission Opportunity for Private Players in India is ~US$ 28 bn worth projects over 10-15 years

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 47 projects out of total 77 transmission TBCB projects awarded since April-15(5).
- Identified TBCB opportunity in near-term is about Rs. 670 Bn / US$ 8.1 Bn(5) 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

Renewable penetration to further boost requirement for transmission infrastructure strengthening

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

- Renewable capacities concentrated in western and southern regions of the country
- Due to intermittent nature and to provide grid stability, there is a requirement of dedicated transmission corridors for renewable evacuation
- The 500 RE Integration-led transmission opportunity pegged by CEA in December 2023 is Rs 2.4 Lakh Crs (US$ 30 billion) by 2030

Overall investment of Rs. 8,180 Bn / US$ 100 bn over 10-15 years

Opportunity for Private Sector Players is Rs. 2,280 Bn / US$ 28 bn

Notes: 1) Opportunity size as per internal study conducted by Deloitte in Jan 2019; 2) CEA; 3) FX rate as on May 2023, of US$/INR = 82; 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; 5) Data as of May 2023
### ATL: Distribution Privatization, Parallel Distribution and Smart Metering Opportunity

- 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.
- **Adani Distribution platform intends to position as the electricity supplier of choice and focus to provide world class infrastructure & customer service**
- **Parallel Distribution Licensee:** Target ≥ 20% of the total market size – 38.8 BUs or approx. 4.5 million customers; through network expansion and open access.
- **Smart Metering Opportunity** – Estimated Market Size of 25 Crs Meters requiring investment of Rs. 2.2 Lakh Crs / US$ 27 billion by FY26. ATL won smart metering project worth Rs. 22 billion (US$ 268 mn) to install **18.5 Lakh smart meters project for BEST and APDCL as of FY23**

### Current Inefficiencies Faced by Discoms

<table>
<thead>
<tr>
<th>State owned distribution utilities (Discoms) plagued by structural issues and financial inefficiencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>High leverage levels, inefficient capital structure</td>
</tr>
<tr>
<td>Tariff inadequacy, resulting in requirement for high subsidies</td>
</tr>
<tr>
<td>Payout of subsidies typically delayed, due to budget deficits</td>
</tr>
<tr>
<td>High levels of operational inefficiencies (AT&amp;C loss(^{(1)})), low network reliability</td>
</tr>
<tr>
<td>High-cost overheads against regulatory targets</td>
</tr>
</tbody>
</table>

### Adani’s Core Competency and Distribution Expertise

| **Cost Competitiveness** – Cheap bulk power sourcing, Opex control, centralized sourcing for Capex etc. |
| **Digitization** – AEML, a showcase DISCOM using digital technologies for customer and resource deployment |
| **Tacit knowledge** of Regulatory mechanism, Network design & operations, managing collective bargaining etc. |
| **Value Added Services** like Green Power, Energy Audits, EV Charging |

### Notes:
1. Aggregate Technical & Commercial losses; 2. After privatization in 2002, AT&C (Aggregate Technical & Commercial) losses in Delhi were reduced from a high of 53% to around 8%; 3. Standard Bidding Document issued by the Ministry of Power; 4. **SAIDI:** System Average Interruption Duration Index, **SAIFI:** System Average Interruption Frequency Index, **UT:** Union Territory; 5. Internal estimates; 6. BUs – Billion Units, 7. DISCOM – Distribution Company, 8. PFC – Power Finance Corporation; 4. **MUs** – Million Units.
Operational and Financial Performance
ATL: Revenue and EBITDA trend

Operating Revenue performance

Continue to deliver strong Revenue and EBITDA performance

Notes: 1) Distribution business includes AEML (Adani Electricity Mumbai) and MUL (MPSEZ Utility Ltd.) both from FY22 onwards; 2) AEML was acquired w.e.f. Aug-2018 so FY19 numbers are not fully comparable on yoy basis.
ATL: Operational and Financial Highlights FY23 vs. FY22

**Average System Availability**(1) (%)

- FY22: 99.7%
- FY23: 99.7%

**Distribution Loss (%)**

- FY22: 6.55%
- FY23: 5.93%

**PAT**

- FY22 Consolidated: 1236
  - Transmission: 1105
  - Distribution: 131
- FY23 Consolidated: 1281
  - Transmission: 1155
  - Distribution: 126

**Cash Profit**

- FY22 Consolidated: 3039
  - Transmission: 1998
  - Distribution: 1041
- FY23 Consolidated: 3411
  - Transmission: 2105
  - Distribution: 1306

Notes: 1) Availability figures are provisional in nature and are subject to change. Average System availability is calculated basis revenue-weighted line availability.

Average system availability remains above 99.7% and distribution loss further improved.

Cash profit grew 12% on a consolidated basis with distribution segment growing 25%.
ATL – ESG Framework and Initiatives
ATL: ESG Framework

Guiding Principles and Disclosure Standards

- United Nations Global Compact
- GHG Protocol
- SBTi
- TCFD
- IR framework reporting
- CDP disclosure
- UN Sustainable Development Goals
- GRI Standards

Policy Structure

- E: Environment Policy
- Energy Management System

- S: Corporate Social Responsibility Policy
- Occupational Health & Safety Policy
- Customer Grievance Redressal Mechanism

- G: Corporate Social Responsibility Committee
- Corporate Responsibility Committee
- Risk Management Committees
- Stakeholders Relationship Committee

Focus Areas

UNSDG aligned:
- Affordable & Clean Energy
- Sustainable Cities and Communities
- Climate Action
- Good Health & well being
- Quality Education
- Industry, Innovation & Infrastructure
- Others:
  - Consumer empowerment

ESG Ranking

- MSCI (2023): BBB
- S&P CSA (2022) scored 59/100 vs. world electric utility average of 31
- FTSE (2022): 3.3/5 (industry avg. score 2.7/5)

Our Commitment:

- Increase renewable power procurement to 60% by FY27 (achieved 30% RE in FY23) (SDG 7)
- Reduce GHG Emission Intensity(1) to 40% by FY25, 50% by FY27 and 60% by FY29 (SDG 13)
- Zero Waste to Landfill(2) for all operational sites (achieved in FY23)
- Single Use Plastic Free(2) (achieved in FY23)

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, DNV certified ‘Water Positive’ status and Intertek certified ZWL 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

UNSDG – United Nation Sustainability Development Goals
TCFD - Task Force on Climate-Related Financial Disclosures
SBTi - Science Based Targets Initiative
CDP - Carbon Disclosure Rating
GHG – Green House Gas

E
S
G

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, DNV certified ‘Water Positive’ status and Intertek certified ZWL 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

UNSDG – United Nation Sustainability Development Goals
TCFD - Task Force on Climate-Related Financial Disclosures
SBTi - Science Based Targets Initiative
CDP - Carbon Disclosure Rating
GHG – Green House Gas
ATL commissioned LBTL and WRSS-XXI(A), two Green Energy Corridor-II projects dedicated to transmitting 100% renewable energy.

ATL received the ‘Emerging Company of the Year Award - 2022’ at the ET Awards on Corporate Excellence in recognition of its growth, scale, & sustainable business practices.

AEML secured Rank 1 out of 71 discoms and scored 99.6% out of 100 in the Integrated Discom Ranking released by the Ministry of Power, PFC and McKinsey.

ATL: FY23 in Pictures

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

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

5 Golden Trophies for demonstrating our capability in learning and implementing the Structured Problem Solving (SPS) Technique.
Received ICAI Awards for Excellence in Financial Reporting for the year 2021-22 (Bronze Plaque in Infrastructure and Construction Sector Category)

Certified as Single-use Plastic Free’ company (37 operational sites certified by CII)

AEML bagged an award in the Gold category in the 7th Annual HSE Excellence and Sustainability Awards in the OH&S category

AEML initiative to urge consumers to make the switch to green energy with its unique Green Tariff plan, for just an additional 0.66/unit.

AEML launched a consumer awareness drive alerting consumers on the ongoing scams claiming power disconnection

Highlights from Utthan-Mumbai program, a flagship initiative of AF focused on enhancing Foundation Numeracy & Literacy in 60 BMC schools
ATL: Why A Name Change?

Adani Transmission Ltd. (existing)  →  Adani Energy Solutions Ltd. (proposed)

Rationale:

• Business has grown beyond Transmission with forays into Distribution and Smart Metering
• Expansion of our business activities into multiple geographies and numerous energy solutions
• Enhanced consumer centricity and value creation
**ATL: Board and Management Team**

**Strong Sponsorship**
- Mr. Gautam S. Adani (Chairman)
- Mr. Rajesh S. Adani
- Mr. Anil Sardana (MD, ATL)
- Mr. K. Jairaj
- Dr. Ravindra H. Dholakia
- Mrs. Meera Shankar
- Ms. Lisa MacCallum

**Managing Director**
- Mr. Anil Sardana (MD, ATL)
- Mr. K. Jairaj
- Dr. Ravindra H. Dholakia
- Mrs. Meera Shankar
- Ms. Lisa MacCallum

**Skilled and Experienced Management Team**
- Mr. Anil Sardana (MD, ATL)
- Mr. Bimal Dayal (CEO, Transmission)
- Mr. Kandarp Patel (CEO, Distribution)
- Mr. Rohit Soni (CFO)

**Independent Directors**
- Mr. Rajesh S. Adani (CFO)
- Mr. Kandarp Patel (CEO, Distribution)
- Mr. Rohit Soni (CFO)

**Strong governance framework with focus on transparency and independence**
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 include forward-looking statements, which may include “forward-looking statements,” including those relating to general business plans and strategy of Adani Transmission Limited (ATL), 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 the 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, as it 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 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 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 to change without notice and past performance is not indicative of future results. ATL may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may be “forward-looking statements” for purposes of laws and regulations of India and other than India. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition, general business plans and strategy, the industry in which the Company operates and the competitive and regulatory environment of the Company. The statements may be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” “targets,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions, including future changes or developments in the Company’s business, its competitive environment, information technology and political, economic, legal, regulatory and social conditions in India, which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company. Please note that the past performance of the Company is not, and should not be considered as, indicative of future results. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of ATL. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it shall form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration therefrom. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner. This presentation contains translations of certain Rupees amounts into U.S. dollar amounts at specified rates solely for the convenience of the reader.
Thank You