



Adani Transmission
Limited
Equity Presentation

Jefferies Equity Conference
September 2020

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Adani Group

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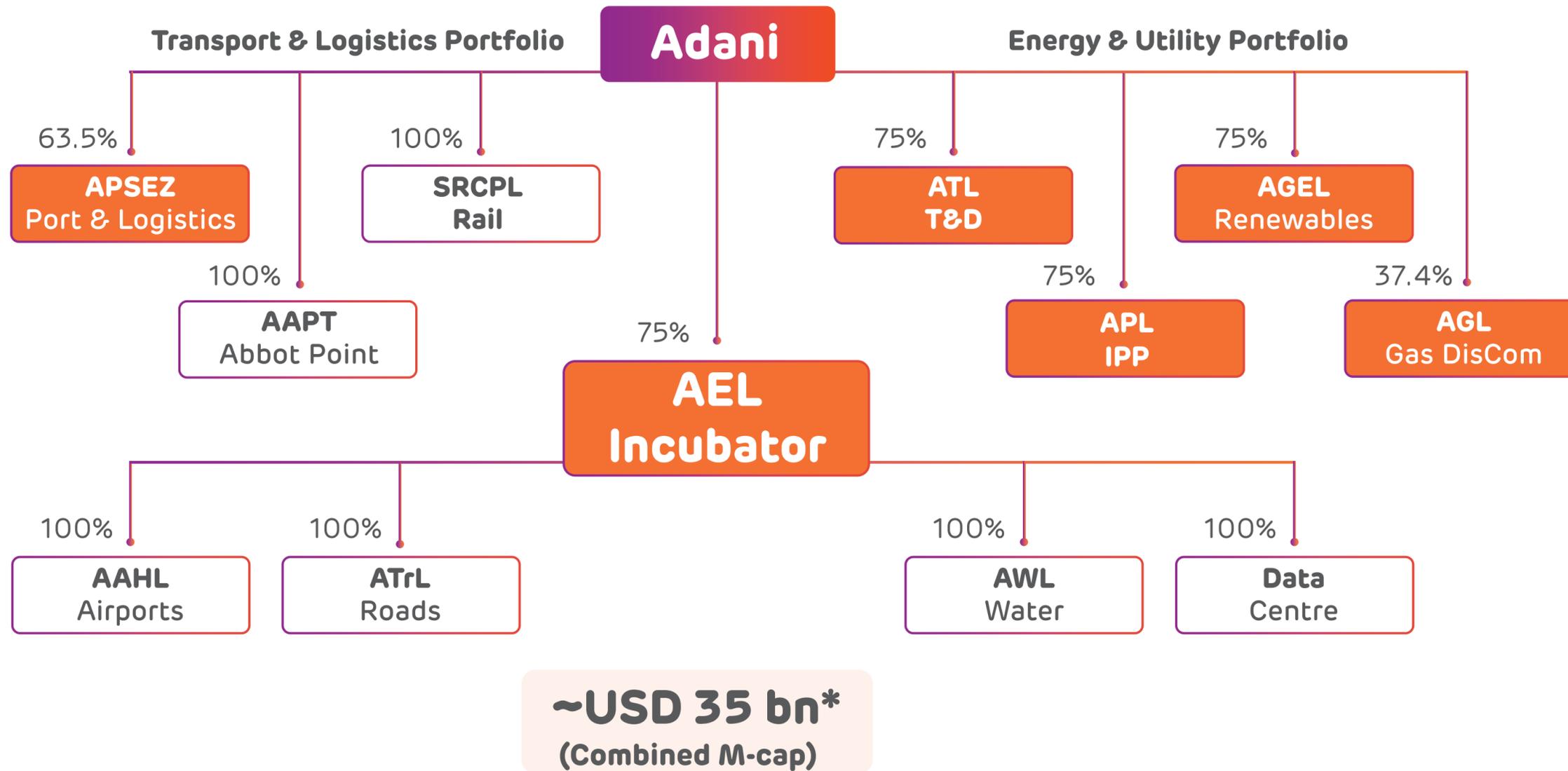
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adani
Transmission

Adani Group



Adani

Philosophical shift from B2B to B2C businesses -

AGL – 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 six 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

• Orange colour represent public traded listed vertical | Percentages denote promoter holding
 • * As on September 09, 2020, USD/INR = 75.32

Adani: Repeatable, robust & proven model to deliver RoE

Phase	Development			Operations	Post Operations
	Origination	Site Development	Construction	Operation	Capital Mgmt
Activity	<ul style="list-style-type: none"> Analysis & market intelligence Viability analysis Strategic value 	<ul style="list-style-type: none"> Site acquisition Concessions and regulatory agreements Investment case development 	<ul style="list-style-type: none"> Engineering & design Sourcing & quality levels Equity & debt funding at project 	<ul style="list-style-type: none"> Life cycle O&M planning Asset Management plan 	<ul style="list-style-type: none"> Redesigning the capital structure of the asset Operational phase funding consistent with asset life
Performance	<ul style="list-style-type: none"> Redefining the space e.g. Mundra Port 	<ul style="list-style-type: none"> Envisaging evolution of sector e.g. Adani Transmission 	<ul style="list-style-type: none"> Complex developments on time & budget e.g. APL 	<ul style="list-style-type: none"> O&M optimisations e.g. Solar plants 	<p>Successfully placed seven issuances totalling ~USD 4Bn in FY20</p> <p>All listed entities maintain liquidity cover of 1.2x - 2x for FY21</p> <p>Focus on liquidity planning ensures remaining stress free</p>

Low capital cost, time bound & quality completion providing long term stable cashflow & enhanced RoE

Adani: Repeatable, robust business model applied consistently to drive value

Successfully applied across Infrastructure & utility platform

Key Business Model Attributes

Development at large scale & within time and budget



India's Largest Commercial Port (at Mundra)



Longest Private HVDC Line in Asia (Mundra – Dehgam)



648 MW Ultra Mega Solar Power Plant (at Kamuthi, Tamil Nadu)



Largest Single Location Private Thermal IPP (at Mundra)

Excellence in O&M – benchmarked to global standards

APSEZ

Highest Margin among Peers in the World
EBITDA margin: 64%^{1,2}

ATL

Highest availability among Peers
EBITDA margin: 91%^{1,3}

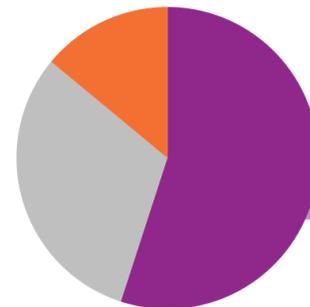
AGEL

Constructed and Commissioned in 9 months
EBITDA margin: 89%^{1,4}

APL

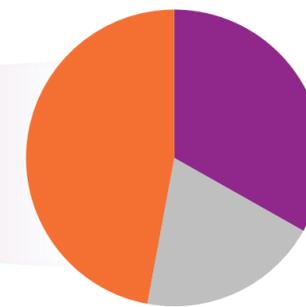
High Declared Capacity of **89%**⁵

Diverse financing sources – only Indian infrastructure portfolio with four (4) Investment Grade (IG) issuers



March 2016

- PSU **55%**
- Private Banks **31%**
- Bonds **14%**



March 2020

- PSU **33%**
- Private Banks **20%**
- Bonds **47%**

The dominant Infrastructure platform that re-defines respective industry landscape

Note: ¹Data for FY20; ²Excludes forex gains/losses; ³EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; ⁴EBITDA Margin represents EBITDA earned from power sales and exclude other items; ⁵FY20 data for commercial availability declared under long term power purchase agreements.

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



Note: 1) Transmission network of 14,814 ckt kms include operational, under-construction; 2) FY20 - Availability, Margin and Supply reliability

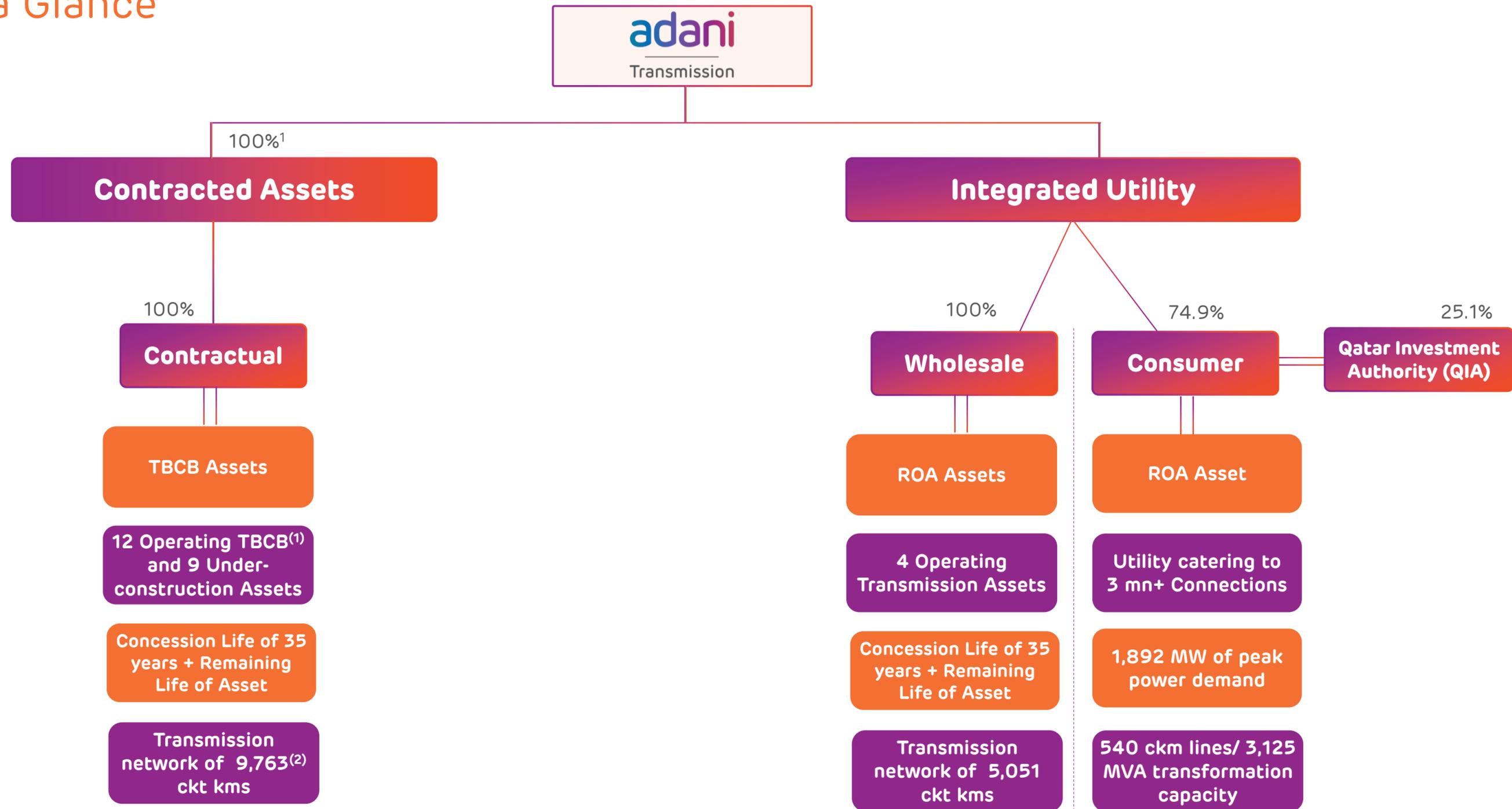
Company Profile

ATL: Manifesting Adani's Infrastructure Excellence in T&D business

<p>Execution Strength and Pan India Presence</p>	 <p>Pan-India network & only private sector co. to operate 500 KV HVDC in S-E Asia</p>	 <p>AEML - One of the best-run 93-year old integrated utility catering to gateway city of Mumbai</p>	 <p>3 million+ Retail Electricity Households</p>
<p>Predictable and Annuity Returns</p>	 <p>INR 300 Bn/ US\$ 4.3Bn Total Regulated Asset base⁽¹⁾ (Fully built)</p>	 <p>31 years/ 17 years Avg. Residual Concession Life (Transmission/ Distribution)^(4,5)</p>	 <p>54%/ 46% ROA / TBCB Asset Base⁽²⁾</p>
<p>Robust Financial performance and strong Balance Sheet</p>	 <p>92% (Transmission) 31% (Distribution) EBITDA Margin (Q1FY21)</p>  <p>~99.90 % Availability (Q1FY21)</p>	 <p>INR 117 bn / US\$ 1.7 bn Approved Tariff Order (Fully Built)⁽¹⁾</p>	 <p>BBB- / Baa3 International Investment Grade Rating⁽⁵⁾</p>

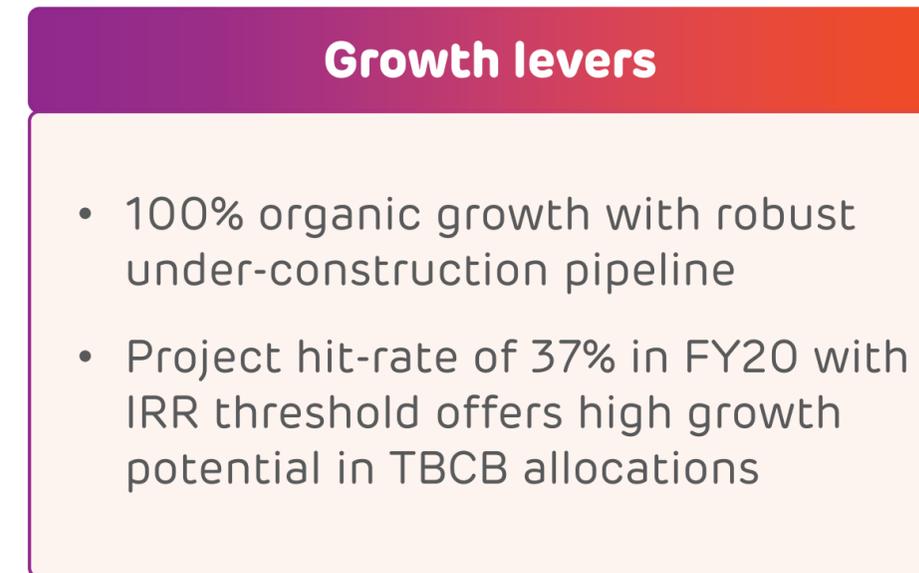
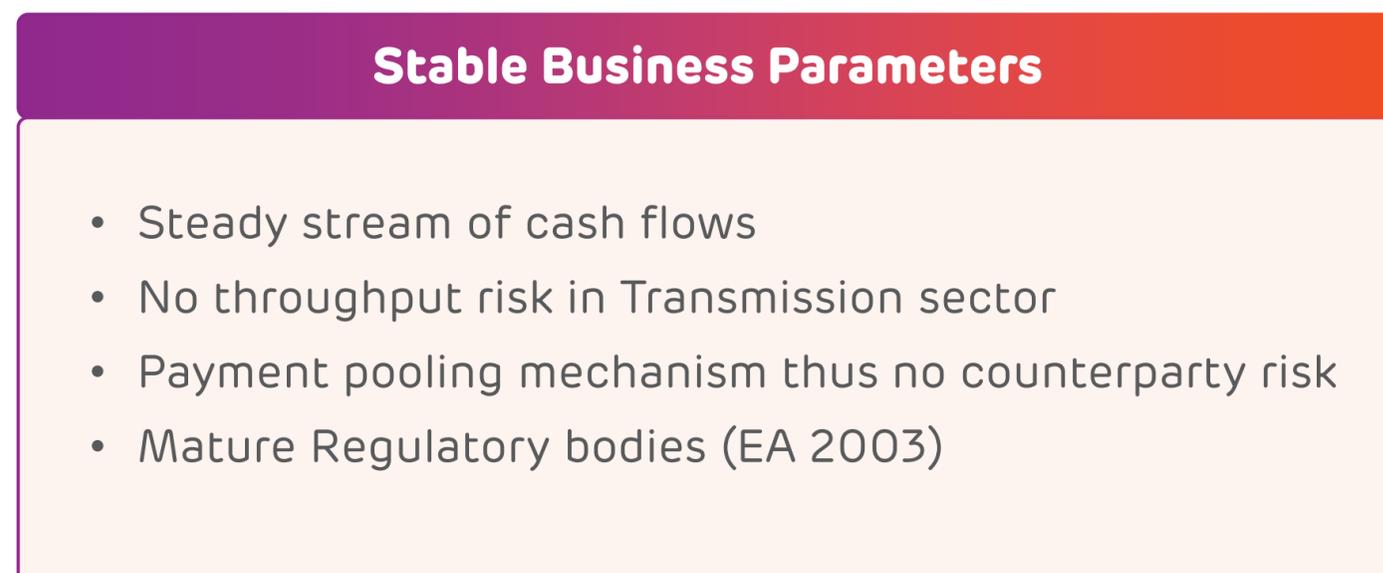
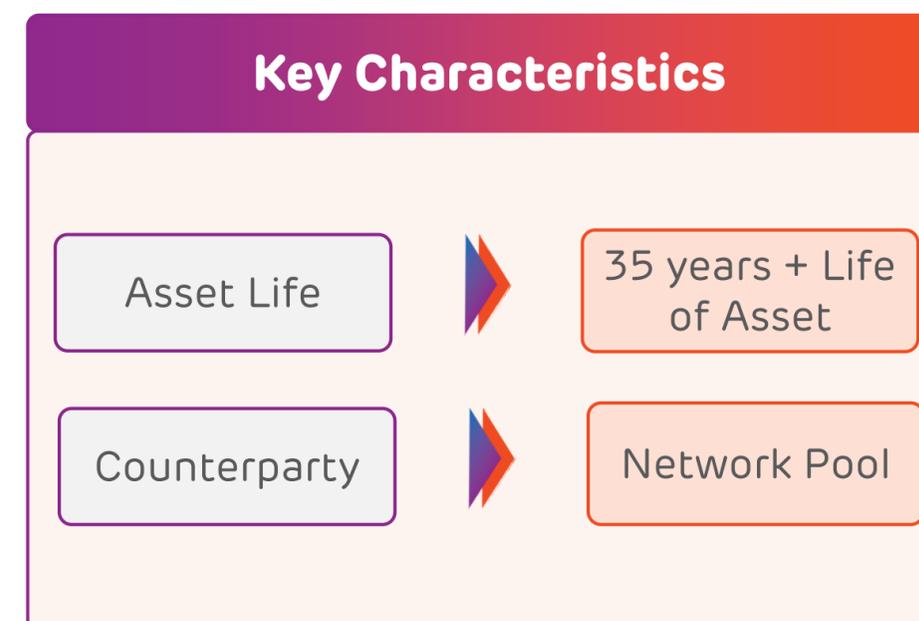
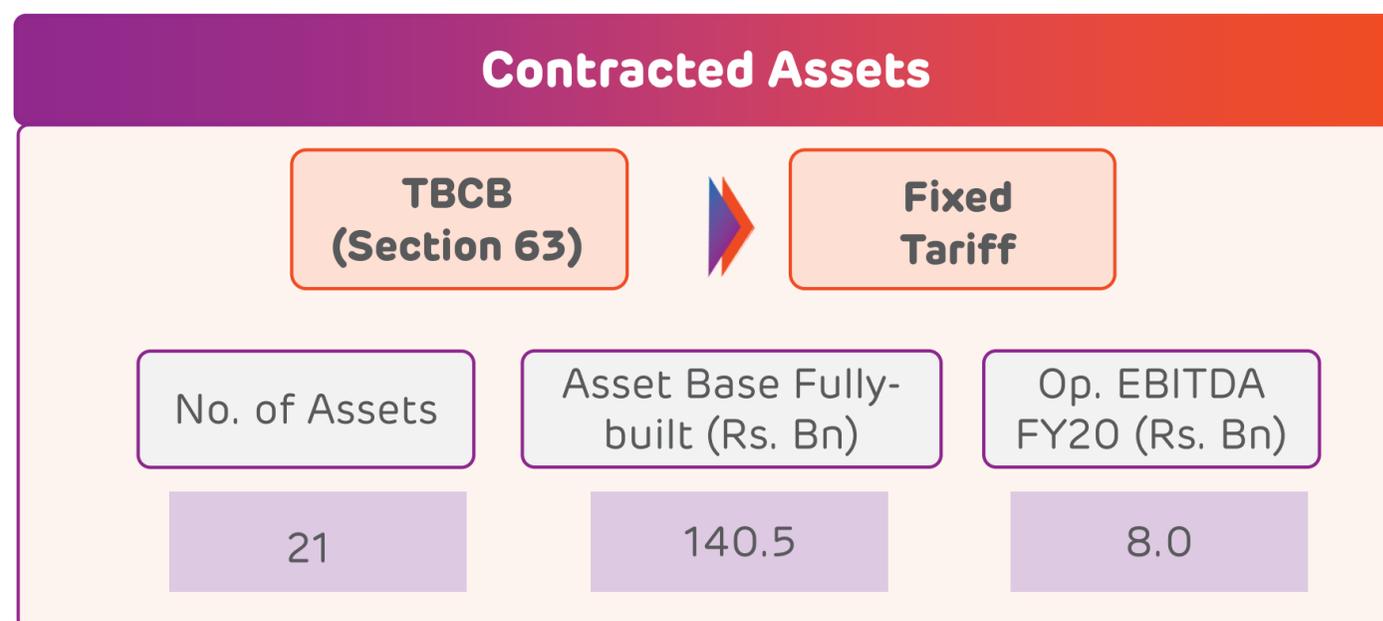
Note: US\$/INR: 70; (1) Fully built estimate based on regulatory approved tariff and bid based tariff profile of operational, under-construction and under-acquisition projects of Transmission and Distribution business. This excludes HVDC project. No upsides have been assumed on account of operational efficiencies; (2) Including under-construction and under-acquisition assets on project cost basis and existing assets on book value basis; RTM – Regulated Tariff Mechanism; (3) S&P: BBB- / Fitch: BBB- / Moody's: Baa3; (4) Average residual concession life for Transmission assets is as of FY20; (5) Operational History of 93 years; TBCB: Tariff Based Competitive Bidding

ATL at a Glance



Notes: 1) % denotes shareholding; 74% in Aravalli Transmission Service Company Limited; 2) Network includes operational, under construction as of 30th June, 2020; 3) TBCB: Tariff based competitive bidding

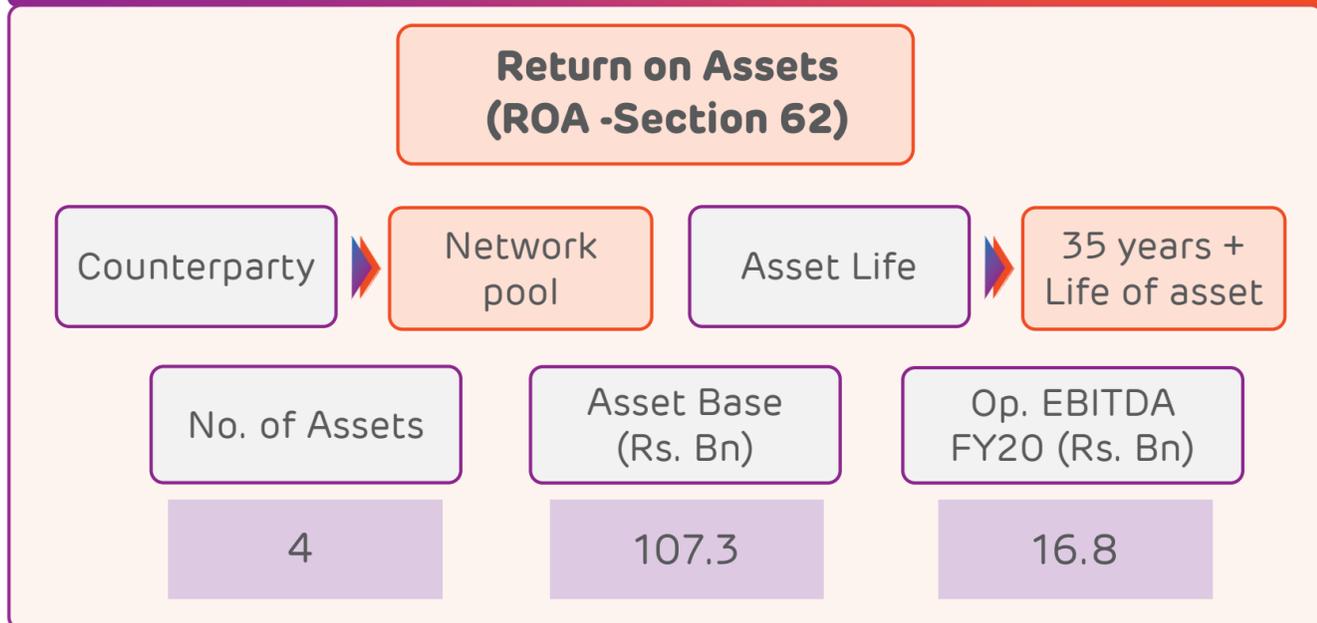
Contracted Assets at a Glance



Integrated Utility at a Glance

Wholesale Utility

Wholesale Utility - Key Characteristics



Consumer Utility Asset (RAB and EBITDA)

(Rs. Billion)	Generation	Transmission	Wires	Retail	Total
RAB FY20	8.1	12.3	40.1	1.9	62.4
EBITDA FY20	2.8	2.5	12.7	0.6	18.6

Consumer Utility Qatar Investment Authority (QIA)

Key Characteristics



Stable Business Parameters

- Rate of Return Asset (the asset being the RAB) with no-to-minimal throughput risk (only Retail)
- **93-year old business** with predictable and mature regulatory framework serving **3 mn+** consumers in Gateway City of India
- Business with **inverse regulated capital structure** supported by revenue true-up and cost pass-through mechanisms
- Guided by three pillars of **Reliability** (Supply), **Affordability** (Power) and **Sustainability** (Aiming for 50% RE power by 2025)

Growth levers → **Capex-led growth in Regulated Asset Base and growing customer-base to drive future growth**

Note: RAB: Regulated Asset Base; ROA: Return on Assets; TBCB: Tariff based Competitive Bidding



**Investment Strategy,
Value Creation and Outlook**

ATL: Key Highlights and Objectives of Capital Management Program

Development De-risking

- Significantly reduced green-field risk (mature asset operator)
- No throughput risk in transmission business
- Lower gestation period and development efficiencies ensures efficient capital churn thus higher returns

Capital Conservation

- Refinancing risk significantly minimized with debt maturity (>5 year) shifting from 12% in FY16 to 88% in FY20
- Weighted avg. cost of debt has come down from 10.9% in FY16 to 9.3% in FY20
- Stitched fully-funded capex program

Strategic Goals

- On-boarded QIA as a strategic partner emboldening the governance and value creation path
- Deleveraging and Capital De-risking through equity dilution
- Stepping towards sustainable growth through RE power (from 3% to 30% by FY23)

Credit Quality

- Consistently maintained investment grade rating since 2016
- Steady performance on various credit metrics like Net Debt/EBITDA, debt service coverage, etc.
- Earnings growth and free cash flow generation to secure coverages

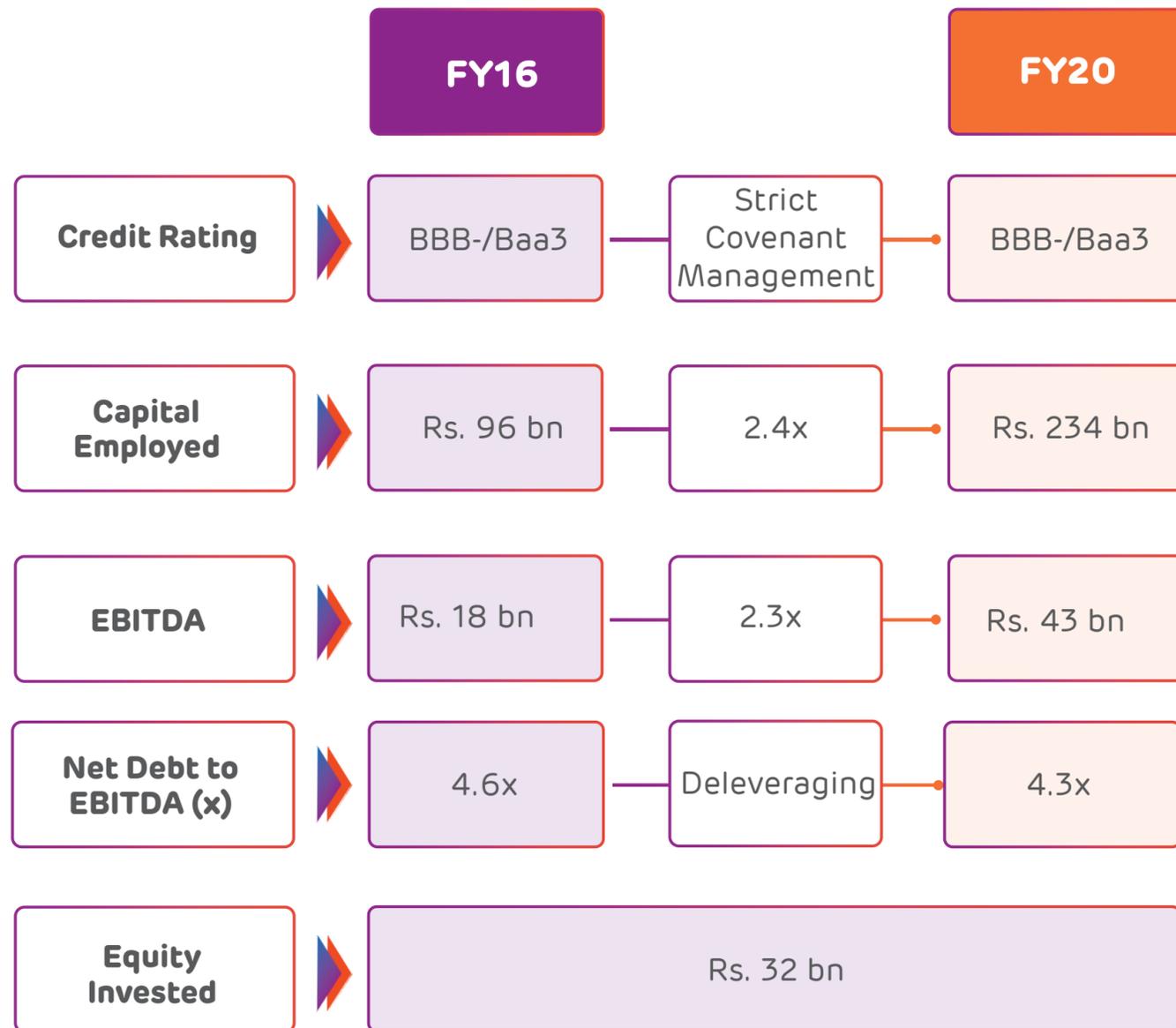
De-risking to drive lower risk premia and cost of capital

Significantly lowered its risk profile:

- High visibility of cash flows
- Robust growth pipeline through organic and in-organic route
- Commitment to maintain investment-grade rating
- 2% of total debt profile with short-term maturity (<1 year)
- Fully tied-up capex program for long-term growth

ATL: Reduced Development and Capex risk with High Credit Discipline and no Equity Dilution

Self-funded contracted growth model with low capital risk



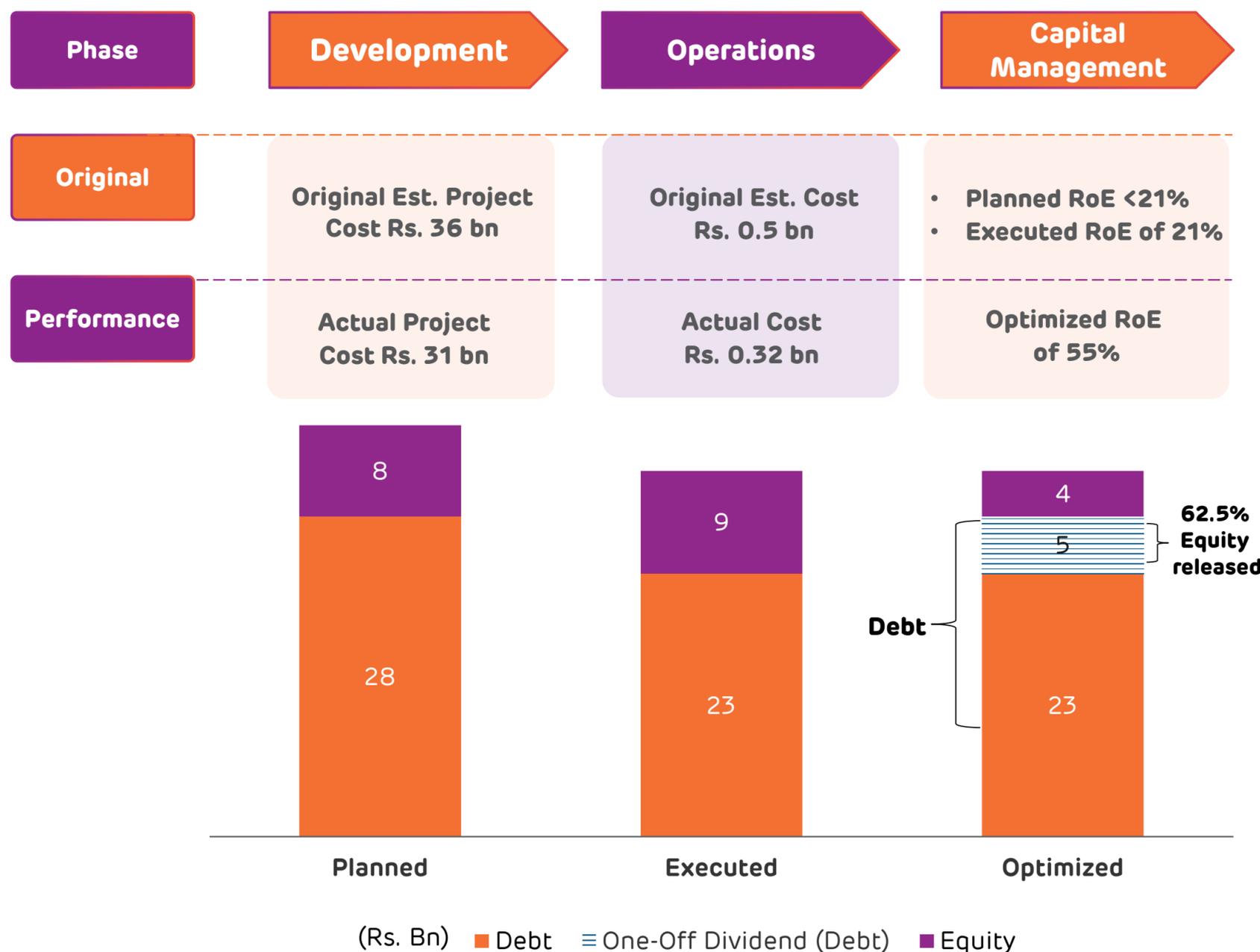
Significant Reduction in Greenfield Risk

	FY16	FY19
Operating EBITDA	Rs. 20.1 bn	Rs. 28.6 bn
Greenfield EBITDA	Rs. 5.5 bn	Rs. 5.8 bn
% Greenfield EBITDA	22%	17%

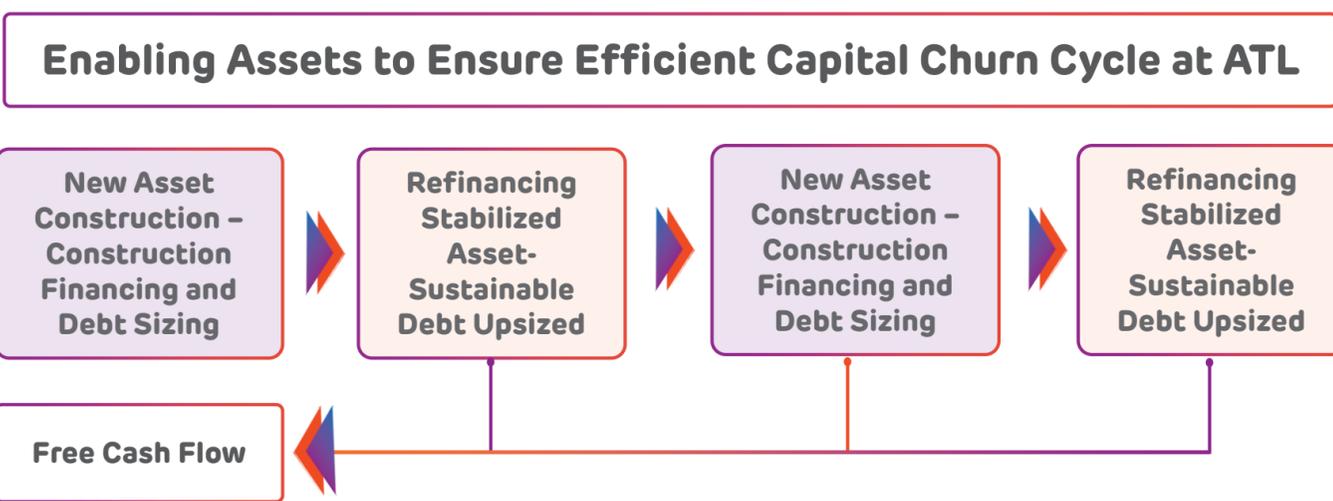
An arrow points from the 22% value in FY16 to the 17% value in FY19, indicating a significant reduction in greenfield risk.

Case Study: Development, O&M Efficiencies and Capital Management to create immense shareholder value

Fully funded Value Creation by Capital Management releasing Equity for Growth



Case study USPP: Future of ATL Capital Management Program

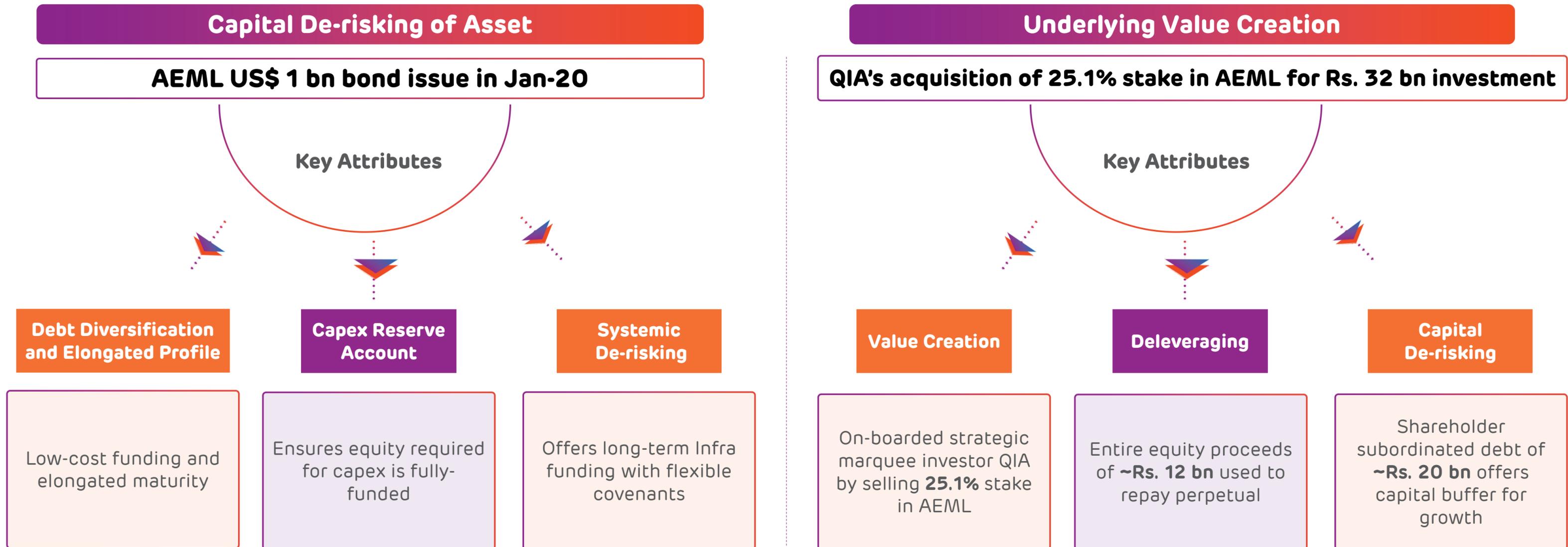


Value Creation through Replicability and Reinvestment Demonstrated in USPP Pool



Every Rs. 1 bn of Equity Invested allows creation of Rs. 2.25 bn of Equity Employed

AEML (Integrated Utility): Significant De-risking through Capital Management



ATL: Strategic Objectives

Regulated growth opportunities

Opportunity Set in Transmission

- Achieve 20,000 Ckt kms by FY2022
- Strong pipeline of TBCB transmission projects in India, esp. as renewable power grows
- Evaluate any attractive acquisition opportunities

Opportunity Set in Distribution

- **AEML:**
 - Leveraging on 3mn+ customer base
 - Continuous customer addition
 - Capex of over Rs. 95bn over 5 years (regulated returns)
- New license opportunities through Discoms privatisation in the form of PPP, Franchise, and Sub-licensing models



ATL geared to fully leverage opportunities for disciplined growth

Maintain IRR Threshold

Retain IG Rating

Maintain Superior Margins

Self-funded Growth (FCF)

Unregulated growth opportunities (AEML)

Efficient Appliances and Demand side Management (DSM)

Smart Home Products

E-security and Entertainment on-demand

Fiber-to-Home

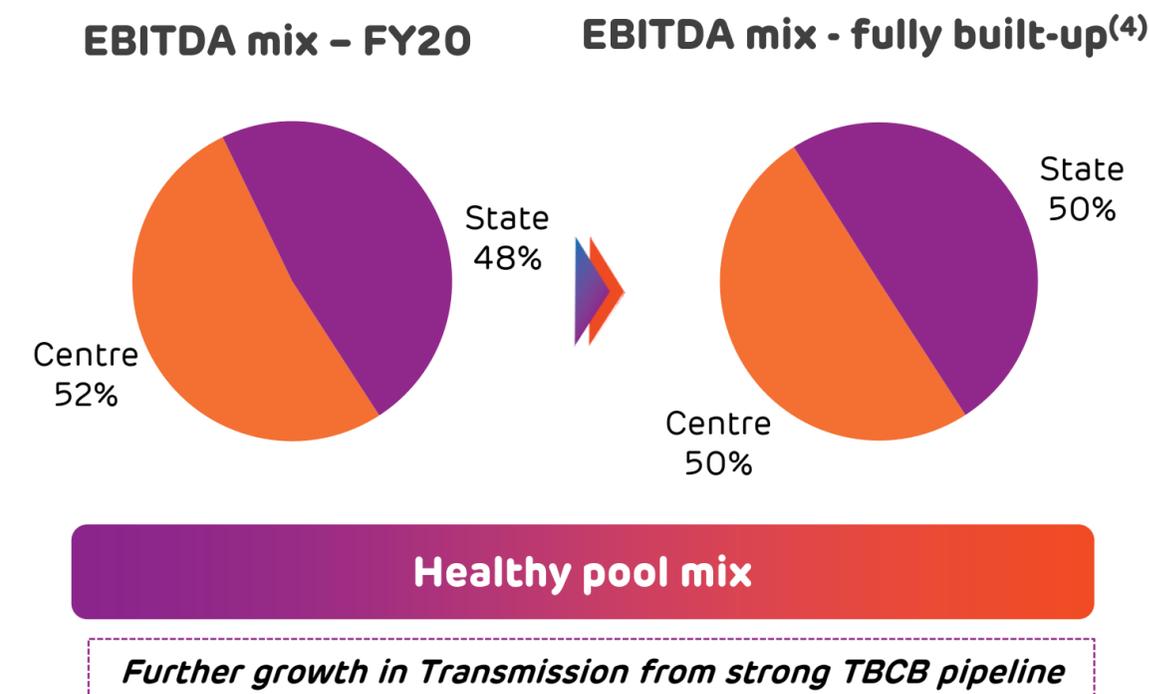
Safety and Energy Audit at places of congregation and consumers

One Adani-One Service

Transmission business: Growth through TBCB pipeline

	No. of projects	Project cost (Rs. bn)	COD/SCOD ^(2,3)	Fully operational tariff (Rs. bn) ⁽¹⁾
Operating ROA Assets	4 projects	108	COD: Aug'12-Mar'15	19.0
Operating TBCB Projects	12 projects	55	COD: Dec'13-Aug'19	8.6
Under-construction projects	9 projects	8.0	SCOD ³ : Aug'20-Aug'22	10.8
	HVDC project	6.0	Mar'23-Mar'24	-

Locked-in Cashflow + O&M Efficiencies to drive EBITDA growth

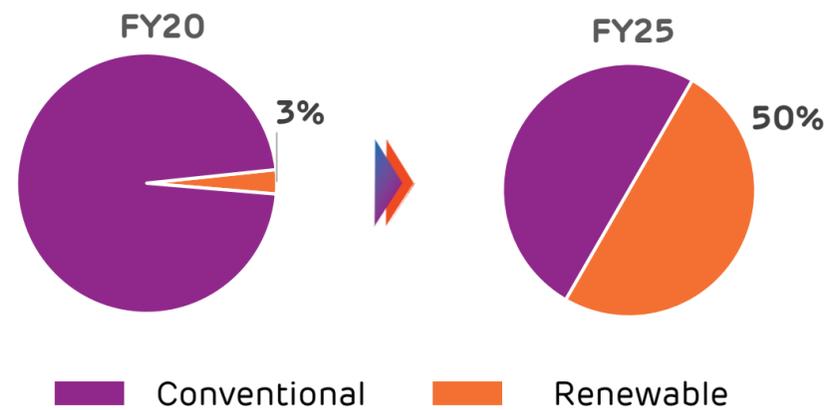


Notes: 1) Fully Operational Tariff for Operating ROA as of FY19 and Operating TBCB and Under-construction projects is fully operational first year tariff; 2) SCOD – Scheduled Commercial Operation Date, COD - Commercial Operation Date; 3) SCOD for under-construction projects have been extended by five months due to Covid-19 in line with extension offered by government on central projects; SCOD is tentative and subject to change 4) EBITDA mix fully-built basis includes all projects in-hand are under operation.

AEML (Integrated Utility): Regulated Growth Opportunities

Sustainable Growth through RE power

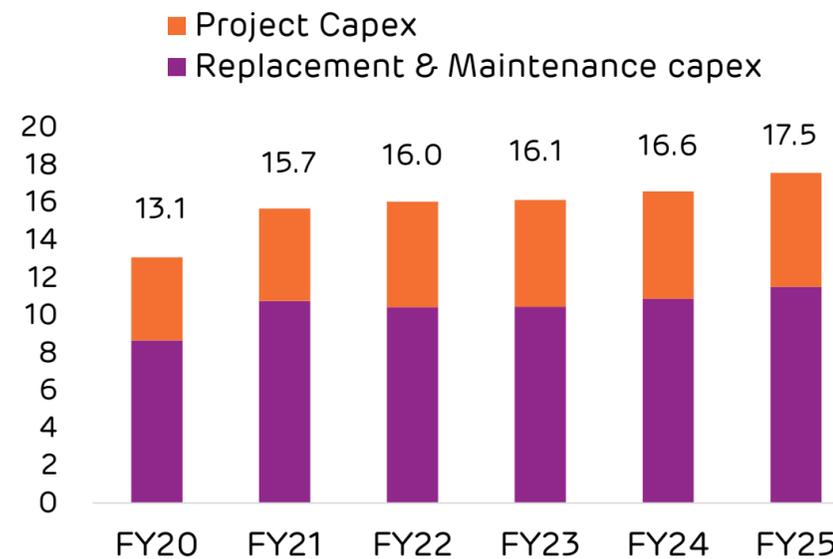
Share of Power Procurement



Committed to increasing % of renewable power procurement from current 3% to 50% by FY25

Reliability from capex led network strengthening

Capex Schedule (Rs. bn)

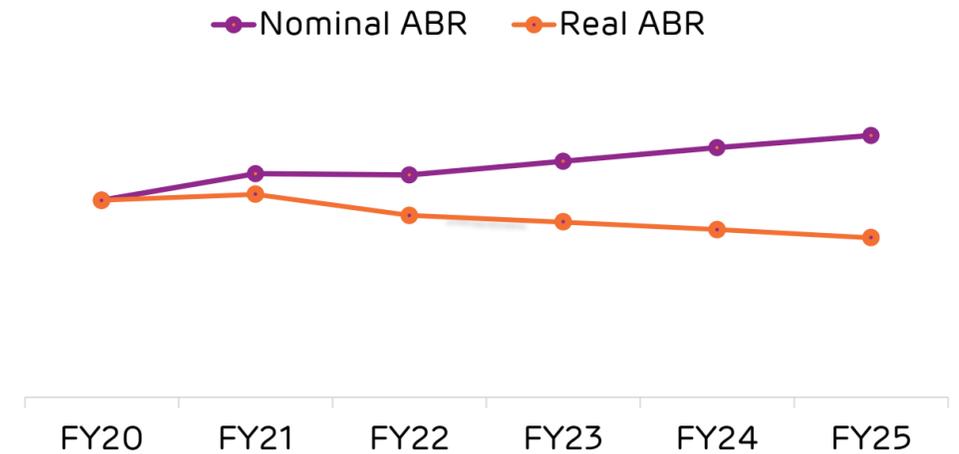


Capex plan of ~Rs.95 bn for FY20-25

Capex-led growth in RAB to drive EBITDA growth

Affordability due to reduced power cost

Average Billing Rate (ABR) – Rs. /unit¹



Despite capex outlay, overall tariff to fall in real terms

Sustainable growth in AEML by maintaining affordable tariffs through optimum power purchase, consumer growth and best O&M practices ensuring alignment with Regulator's Charter

Notes: 1) Average billing rate (ABR) in chart excludes impact of past revenue gap and regulatory assets that may be approved for recovery by MERC during the year. Real ABR computed @ 5% Inflation rate

ATL: Business Update and Key initiatives

Operational

- **Transmission business:** Lines operating at **greater than 99.5% availabilities** and **no adverse impact** on billing.
- **Distribution business:** Due to lockdown, power demand was down by around 25% driven by lower consumption from Commercial and Industrial consumers partly offset by Retail consumers. Being a regulated asset **no significant impact on EBIDTA margin.**

Regulatory

- **Under-construction projects:** As per recent circular by the **Ministry of Power** dated 27th July'20, central projects which were under construction phase as on 25th March'20 shall get an **extension of five months in SCOD.**
- ATL is taking **requisite steps** to complete the projects as scheduled. However, **to mitigate the loss from time and cost overrun,** company has issued Force Majeure and Change in Law notices under the provisions of Transmission Service Agreement.

Liquidity

- **Liquidity position:** The Company has **sufficient cash and liquid investments** and **working capital lines** to meet with any exigency. The Company is also **entitled to late payment surcharge** for delayed payment by customers. **All debt and other finance obligations were being met in full and on time.**

ATL: Outlook

Economic Outlook

- Situation is progressively improving with relaxation in lockdown
- Indian annual GDP growth rate for FY21 to remain very weak with negative print in Q1FY21
- Power being an essential commodity continue to see recovery in demand
- GOI announcing several measures to reduce the stress in power sector
- RBI will continue to focus on ensuring ample liquidity and flow of credit to industries

Operations Outlook

- No major deviation in relation to guidance given by ATL and AEML with regards to financial and operational performance
- Consistent performance across assets with ~ 99.8% availability in FY20. Focus on incentive maximization.
- Maintaining Reliability of Power Supply in Mumbai Distribution business to ensure "No Supply complaints"
- Continue to maintain Operational EBITDA margin of more than 91% in Transmission business and 22% in Distribution Business
- No Capex deferment and curtailment in expansion plan
- No major overdue on the receivable from the counterparty and expecting significant improvement in receivables ahead

ATL: Key Focus Areas FY21 and Beyond

Liquidity Management

- Focus on maintaining adequate liquidity cover to swiftly mitigate current uncertainties and any unpredictable scenario
- Fully covered in-terms of debt servicing for next 12 months by ensuring liquidity cover of >1.25x
- Sufficient cash balance and working capital lines tied-up
- CTU/STU Pooling mechanism is in place so don't see major delay in receivables on Transmission side.
- GOI has clarified in its recent order that Discoms continue to remain obligated to pay for power within 45 days of billing

Capital Management

- ATL continues to focus on freeing up its equity, reducing cost of debt and bringing in marquee partners to set global corporate practices.
- Continue to add diversity and elongated maturity to firm's debt profile
- Strong thrust on maintenance of IG rating by constantly improving liquidity ratios ensuring credit quality

Growth

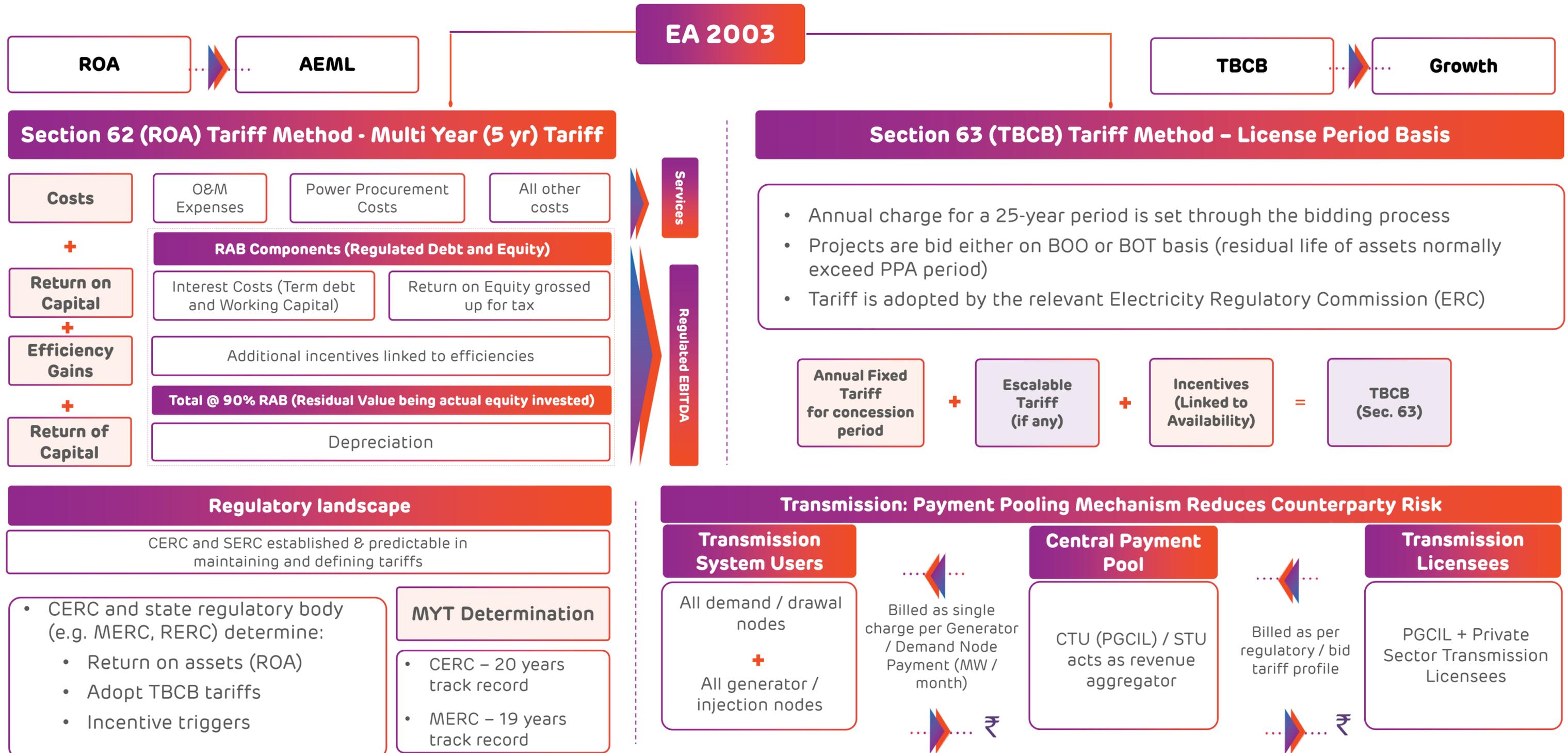
- ATL well placed to capture future growth through multiple avenues:
 - Robust under-construction pipeline worth Rs. 150 bn (including Mumbai-HVDC project)
 - Strong growth potential through TBCB transmission projects
 - Acquisition, New License, Franchise and PPP Opportunities in T&D space
 - Capex plan of Rs. 95 bn to grow RAB at AEML by FY25

ESG Focus

- Continue to maintain ESG focus and follow defined glide path
- Ensure Climate Awareness, Climate Readiness & Climate Alignment
- AEML has signed a hybrid (solar + wind) 700 MW PPA which has been approved by MERC
- Committed to increasing share of renewable power procurement from current 3% to 30% by 2023 and 50% by 2025 at AEML

Regulatory Landscape

ATL: Regulatory Framework

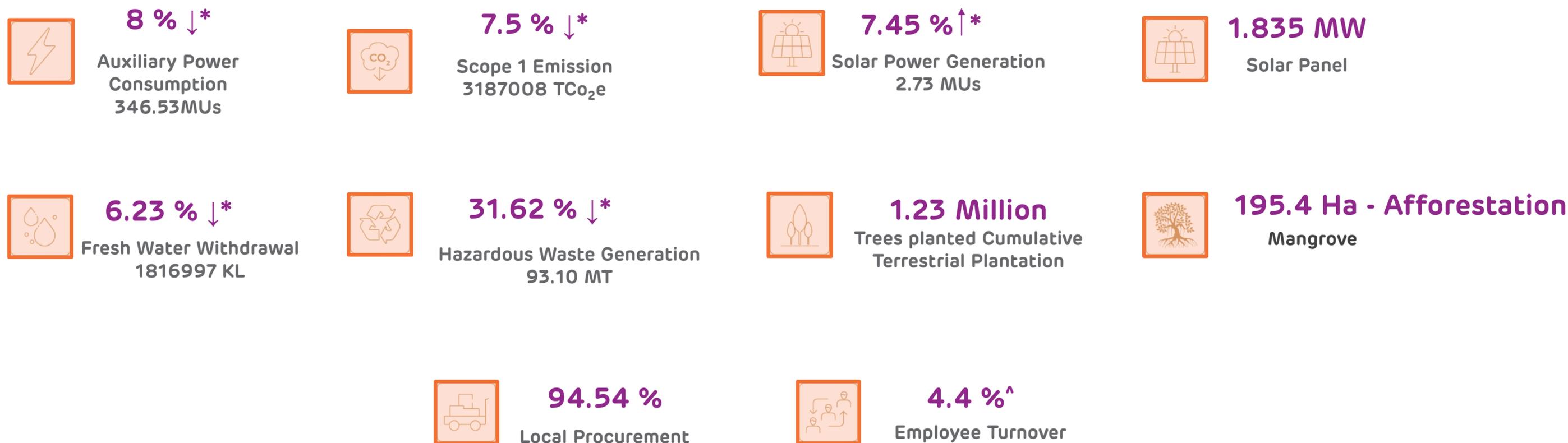


1) MYT – Multi Year Tariff; CTU – Central Transmission Utility; STU – State Transmission Utility; CERC – Central Electricity Regulatory Commission, MERC – Maharashtra Electricity Regulatory Commission, RERC – Rajasthan Electricity Regulatory Commission; BOOM – Build, Own, Operate and Maintain, PPA –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

ESG



ATL: ESG Performance



ESG Standing

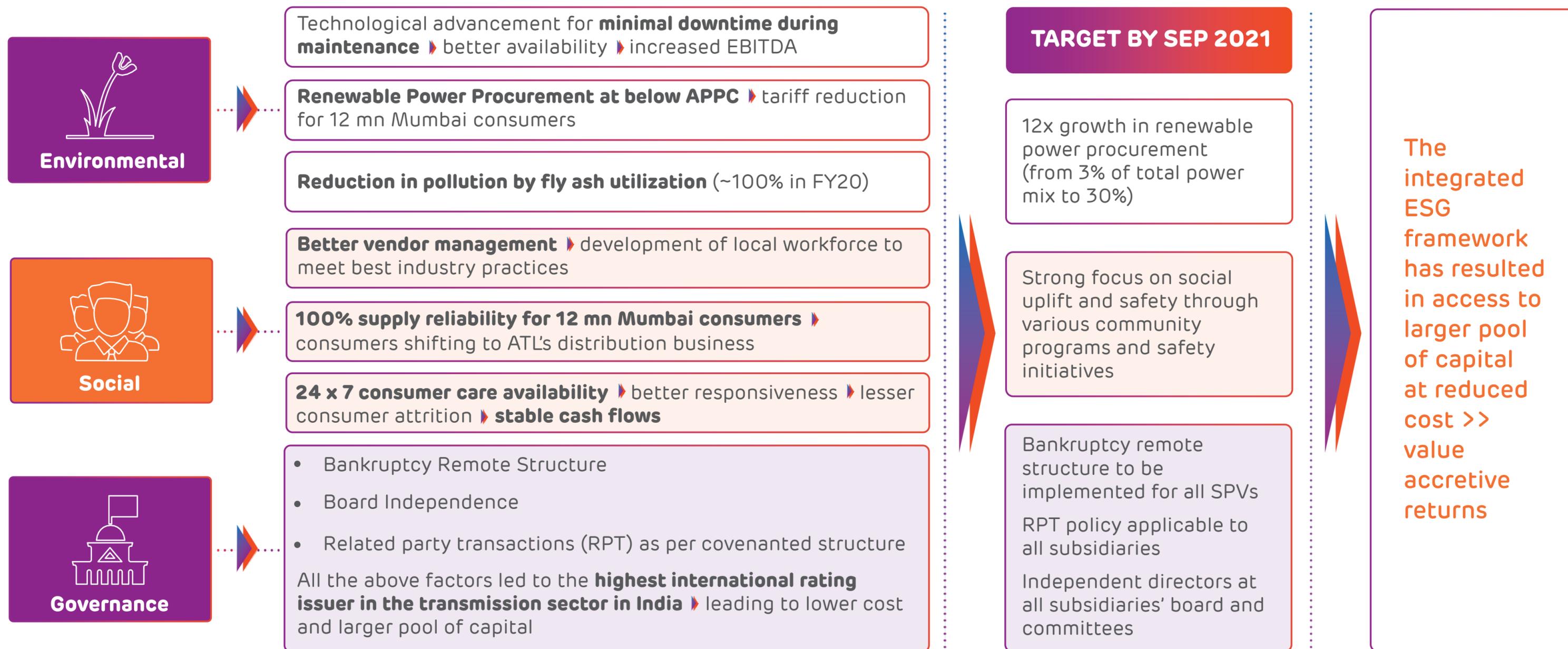
Engaging with S&P on extensive ESG Evaluation at ATL for Global ESG rating

ESG Focus Area

- Efficient use of water and energy from cleaner sources
- Reduction of emission levels
- Zero tolerance for fatalities

Note: *Compared to FY19; #Current Capacity; ^Excludes AIMSL

ATL: Integrated ESG Framework for enhanced value creation

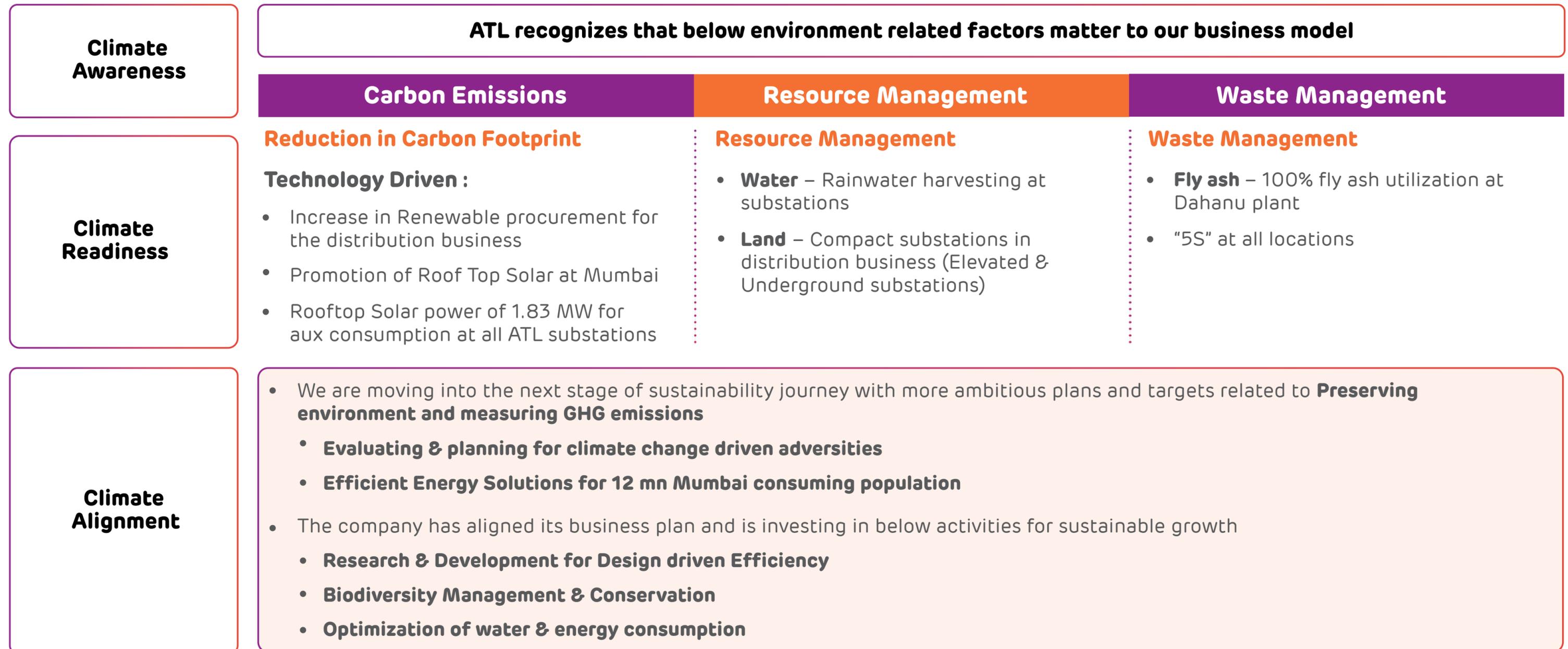


ATL: Key ESG Metrics and Initiatives

<h2>Environment</h2>	<h3>CO2 emissions</h3> <ul style="list-style-type: none"> • Scope 1 (TCO2e): 31,87,008 • Scope 2 (TCO2e): 24,509 	<h3>Water</h3> <ul style="list-style-type: none"> • Fresh Water (KL): 18,16,997 • Water recycled (KL): 2,04,494 	<h3>Waste</h3> <ul style="list-style-type: none"> • ~40 KL Waste generated of used oil • 100% fly ash utilization at Dahanu 	<h3>Land use (AEML - Dahanu)</h3> <ul style="list-style-type: none"> • ~148 hectares of green belt • Planted 2 Cr mangroves • Afforestation of ~283 hectares
<h2>Social</h2>	<h3>Workforce and diversity</h3> <ul style="list-style-type: none"> • Employee diversity • 98,001 man-hours of training 	<h3>Safety management</h3> <ul style="list-style-type: none"> • Over 57,236 man-hours safety training • Zero Accident Vision • SafeEye, SafeConnect, SafeAlert 	<h3>Customer engagement (AEML)</h3> <ul style="list-style-type: none"> • Concessional tariff during religious festivals / community prayers • 25 Payment options available • Multilingual (4) service offerings • 99.99% supply reliability • Adoption of advanced technologies like SCADA, DMS, OMS and GIS 	<h3>Communities</h3> <ul style="list-style-type: none"> • Skilling for needy women through National Skill Training Institute (Women) • Providing subsidized education • Nurture women leaders from the community, who then become change makers
<h2>Governance</h2>	<h3>Structure and oversight</h3> <ul style="list-style-type: none"> • Independent board • Business Responsibility Policy 	<h3>Code and values</h3> <ul style="list-style-type: none"> • Code of conduct • Whistle blower policy • Anti-bribery and anti-slavery policy • Remuneration policy 	<h3>Transparency and reporting</h3> <ul style="list-style-type: none"> • Material events policy • Related Party Transactions • Integrated Reporting framework 	<h3>Cyber risks and systems</h3> <ul style="list-style-type: none"> • Customer data protection • Data privacy audit

Notes: TCO2e: Ton CO2 Equivalent

ATL: Environment awareness and Initiatives

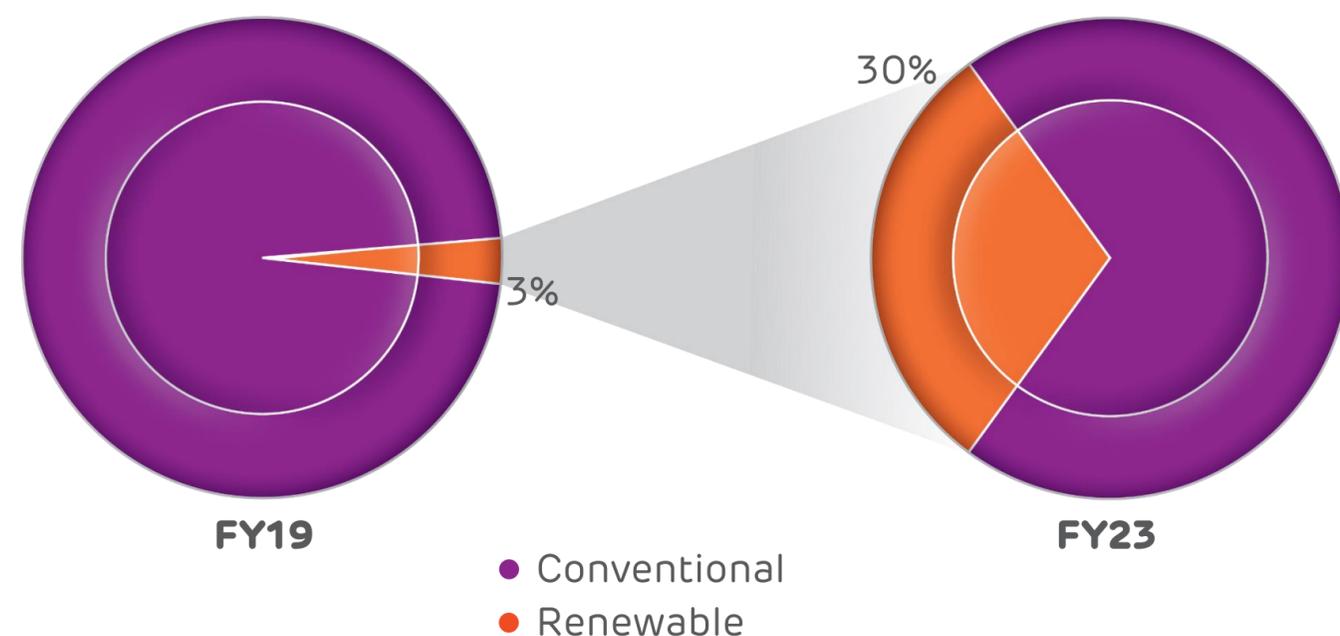


AEML: Initiatives towards reduction of carbon footprint

Renewable Power

- Targeted 30% of consumption from Renewable sources
- Committed to increasing share of renewable power procurement from current 3% to 30% by 2023 and 50% by 2025
- AEML has signed a hybrid (solar + wind) 700 MW PPA (approved by MERC)

% Power Procurement from different sources



Climate Awareness

Environmentally compliant generation at ADTPS

- 100%** Fly ash utilization
- 95%** Decarbonisation Capex at AEML in FY20
- FGD** 1st FGD installed in India
- Washed Coal** 100% mix of higher quality and cleaner washed coal
- Oil Type RMU's** AEML-D's Oil Type RMU Replacement approved by MERC

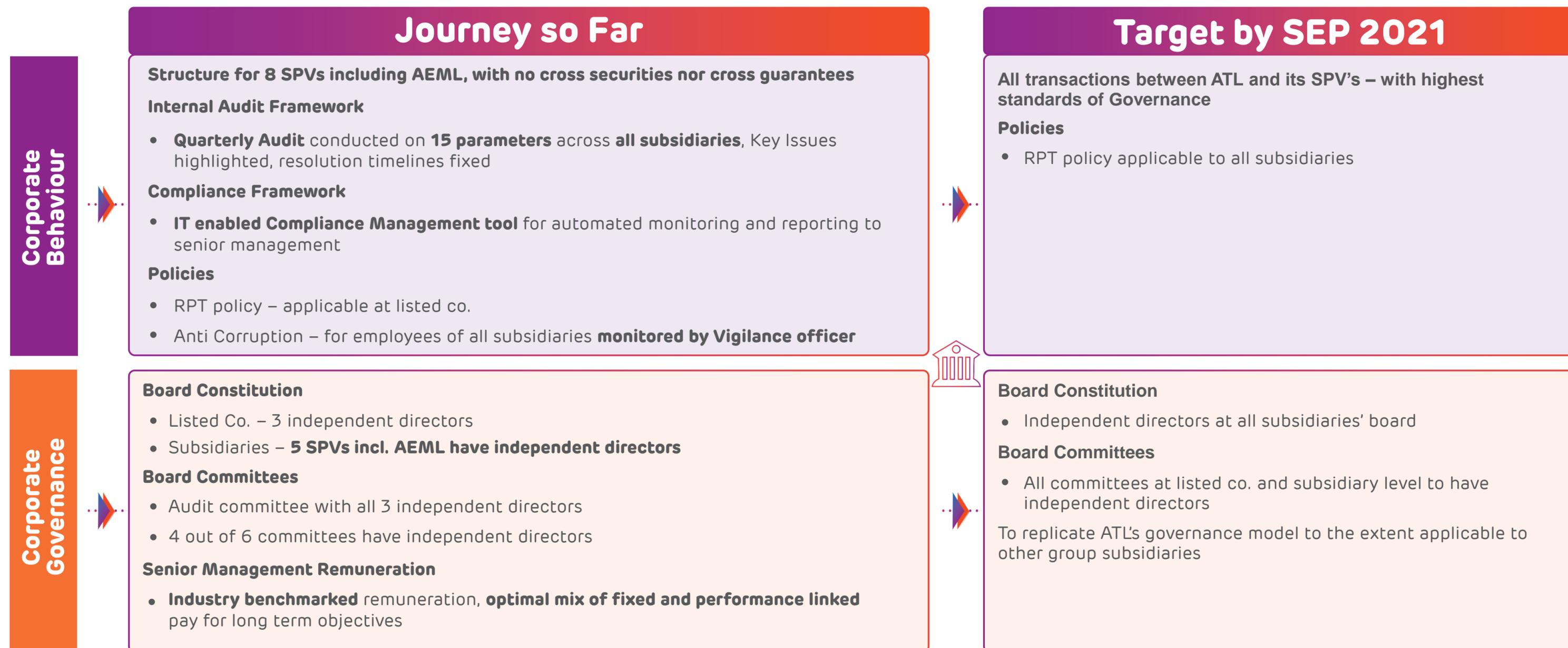
Transmission and Distribution

- Ester** Environment friendly Ester filled transformers
- Switch gears** Oil Type Switch gears replaced by dry type maintenance free switch gears
- LED** LED lamps for street lights reducing carbon footprint

Note: FGD – Flue Gas Desulphurization, MU – Million Units. DTPS – Dahanu Thermal Power Station; Source – Hybrid PPA

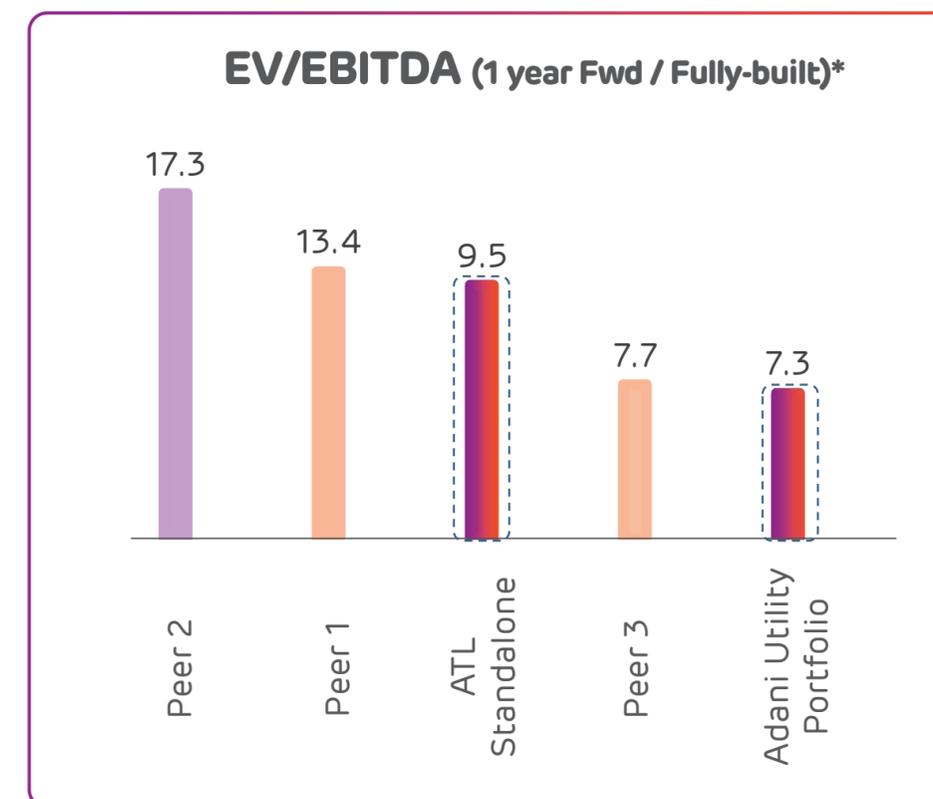
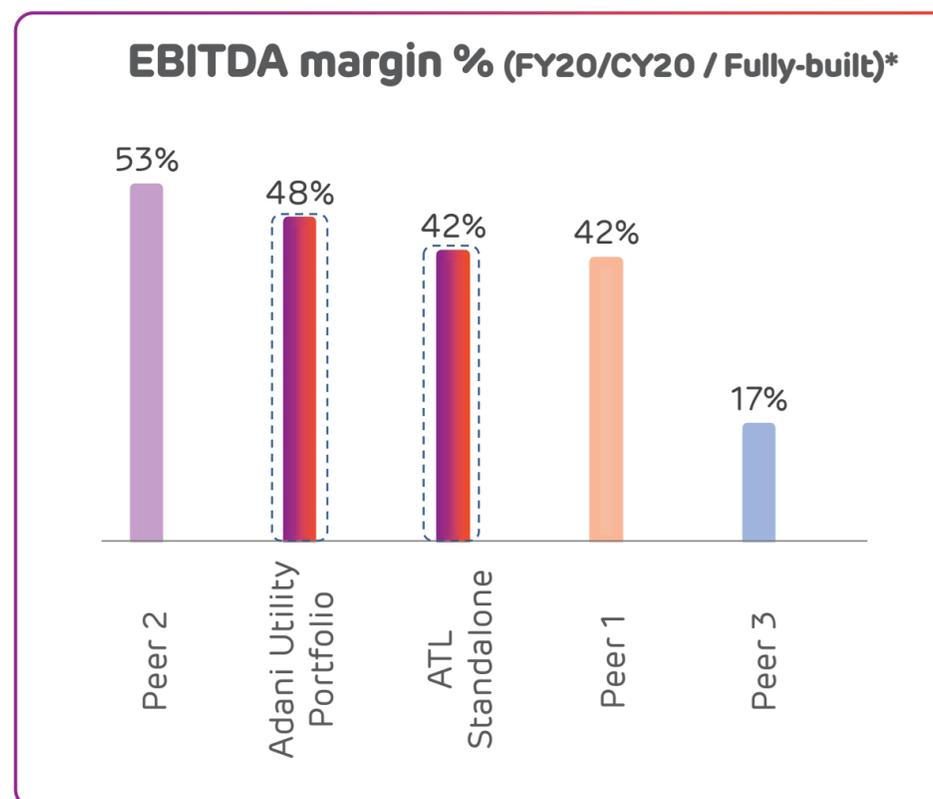
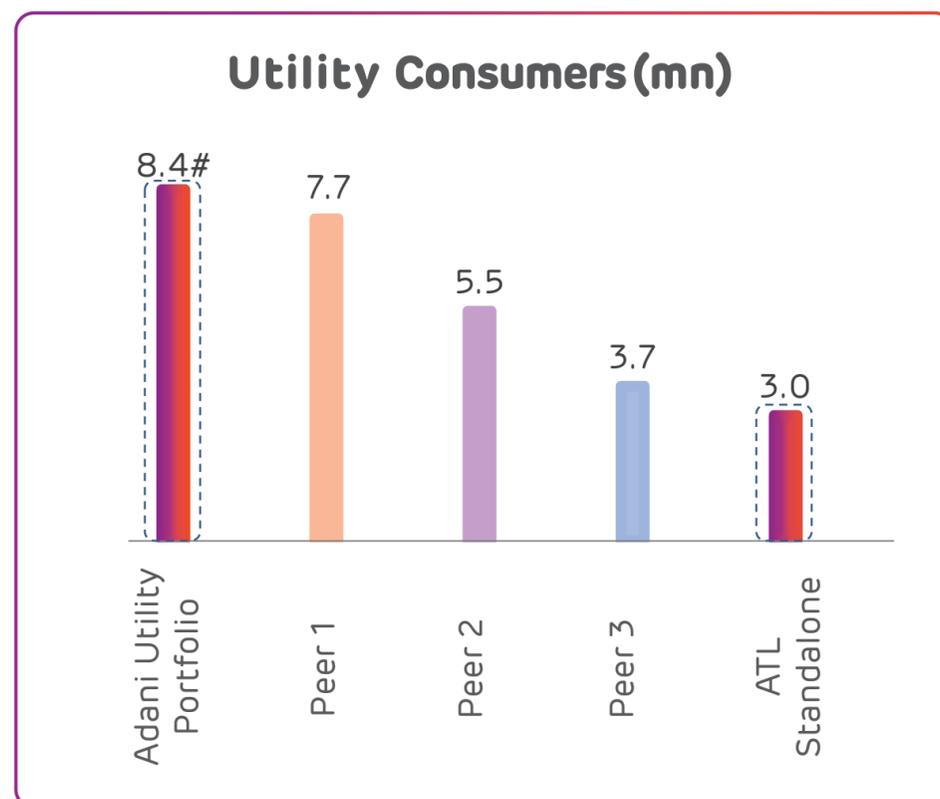
ATL: Governance – Journey so far and future glide path

We have charted a glide path to internalise global best practices of governance by September 2021



Global Benchmarking: Adani Utility Portfolio vs. Global Utility peers

ATL and Adani Utility portfolio fares in line or better on various metrics with global peers



Company	Credit Rating	ESG Rating (MSCI)
Peer 2	Baa2/BBB/BBB	AAA
Peer 1	Baa1/BBB+/BBB+	BBB
Peer 3	Baa2	BBB
ATL	Baa3/BBB-/BBB-	A

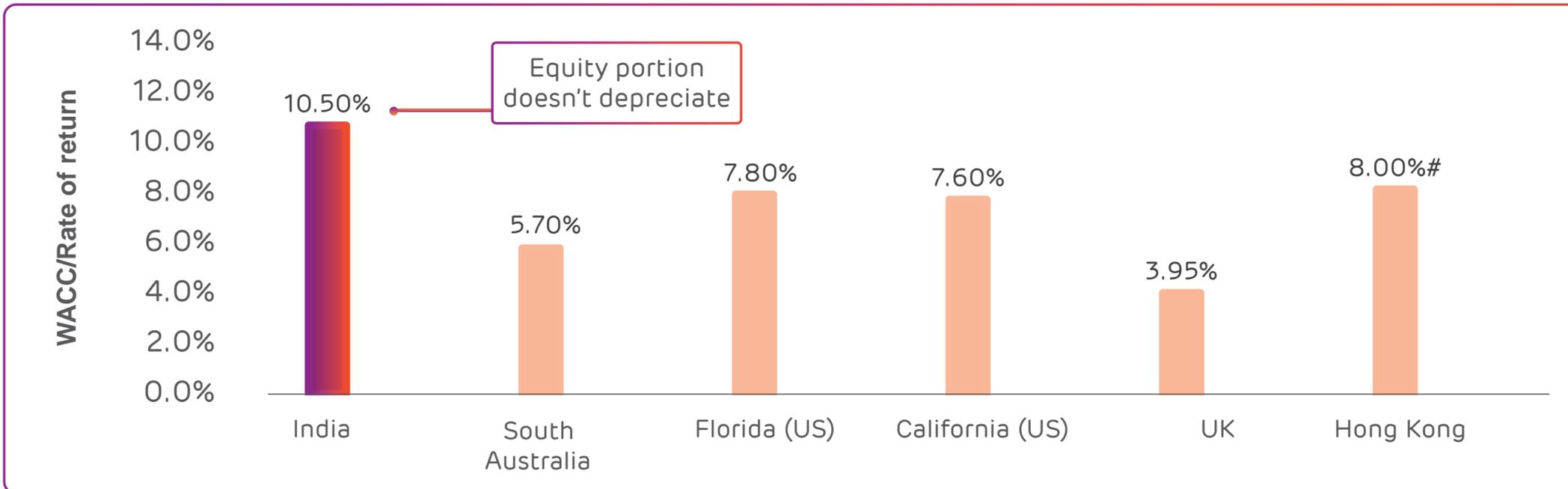
Notes: 1) We have taken NextEra, Duke Energy, AGL Energy as peers for benchmarking analysis. ; 2) Benchmarking as per internal analysis ; 3) Above comparison includes Adani Transmission, Adani Green, Adani Gas and Adani Power as a Integrated Utility; 4) Credit Ratings: NextEra: NEE 5.65 05/01/2019; Duke: DUK 3.4 06/14/2019; AGL Energy: AGLAU 5.28 09/08/2019; ATL: USPP Issue

#Assuming 50% of addressable market (10mn consumers) of Adani Gas will be tapped;

*EV/EBITDA and EBITDA margin % for Adani Integrated Utility is on fully-built discounted basis; EBITDA margin for ATL is FY20 and Peer group is CY19.

Global Benchmarking: Regulatory Framework

Regulatory return (ROA) framework for transmission players across geographies



Key Highlights

- ATL's rate of return will normalize over the period as our assets mature
- Our financing plan/capital management structure neutralizes a fall in equity returns through covenant structure like backstop, PLCR etc.
- Incentive/penalty over and above regulated return to encourage network efficiency
 - AEML: 1.5%
 - ATL: ~1.2%

Depreciation O&M Tax	Pass through					
D/E Ratio (Gearing)	70/30	60/40	60/40	50/50	60/40*	NA
Regulated tariff period	5 years	5 years	Annual	3 years	8 years	15 years

Note: ATL return has been taken to represent India; Notional gearing for UK; #Based on ROA – Return on Average Net Fixed Assets irrespective of how they are financed; PLCR: Project Life Cover Ratio
Source: Australian Energy Regulator, Florida Public Service Commission, California Public Utilities Commission, OFGEM (UK), Scheme of Control Agreement Hong Kong

ATL: Compelling Investment Case

Why Invest in Adani Transmission?

Stable & predictable cash-flows



- Predictable cash flow with contracted and regulated business
- Long term concession life (~35 years); ~52% sovereign-rated counterparties as of FY20

World-class O&M practice



- High and predictable line availability and supply reliability
- Lower cost through predictive maintenance and usage of technology

Robust Growth Opportunity



- ATL well positioned to capture significant portion of this growth opportunity
- Access to large opportunity pool in T&D space through greenfield, acquisitions, franchise opportunities etc.

Disciplined Capital Allocation



- Disciplined approach towards new project bidding
- Strong focus on returns
- Commitment to maintain strong credit profile

ESG Focus



- Strong focus on environment, safety, communities and creating value for all stakeholders
- Robust governance and disclosures

Infrastructure lineage



- Pedigree of Adani Group: leader in infrastructure –transport, logistics, energy and utility space
- Proven track record of excellence in development & construction

Annexure

(Finance Strategy, Operational Portfolio,
Sector Outlook, Community, Technology)

ATL: Emulating Group's Core Infra Philosophy at every phase

Phase	Development		Operations		Post Operations
	Origination	Construction	O&M and Technology	Consumer Engagement	Capital Mgmt
Activity	<ul style="list-style-type: none"> Return based disciplined bidding strategy Healthy off-taker mix Moving towards benign fuel mix 	<ul style="list-style-type: none"> In-house tailor-made design capabilities Strong vendor engagement 	<ul style="list-style-type: none"> Remote operation of pan-India assets in progress for enhanced efficiency and higher availability High focus on supply reliability demonstrated by SAIDI, SAIFI and distribution losses 	<ul style="list-style-type: none"> Time-bound Consumer Redressal Mechanism Consumer Data Analytics to improve process efficiency by integrating Consumer Service through Web, Chat-bot, Mobile App and Social Media 	<ul style="list-style-type: none"> No Liquidity Risk: Tenor in line with concession period No Interest Rate Risk: Fixed Interest Rate for the full tenor Forex Risk: Foreign currency debt servicing to be fully hedged
Performance	<ul style="list-style-type: none"> ~52% of total Transmission portfolio EBITDA with high quality sovereign equivalent off-takers 	<ul style="list-style-type: none"> Longest Private HVDC Line (\pm 500 DC) in Asia ~ 1,980 ckms from Mundra-Mohindergarh 	<ul style="list-style-type: none"> Availability higher than national avg. and AT&C losses well below national avg. Consistent improvement in AT&C losses, SAIDI and SAIFI metrics resulting into lower outage 	<ul style="list-style-type: none"> AEML emerging as a 'supplier of choice' for consumers AEML a significant power off-taker under parallel licensing in Mumbai 	<ul style="list-style-type: none"> Ops phase funding consistent with asset life <p>ATL only private sector transmission and distribution company in India with International IG Rating</p>

Efficient project execution, high quality asset management, consumer-centricity translating to enhanced RoE & lower cost of capital

Notes: SAIDI - System Average Interruption Duration Index, SAIFI - System Average Interruption Frequency Index, M&D - Monitoring and Diagnostics center; IG: Investment Grade

ATL: Capital Management Program Demonstrating Global Excellence

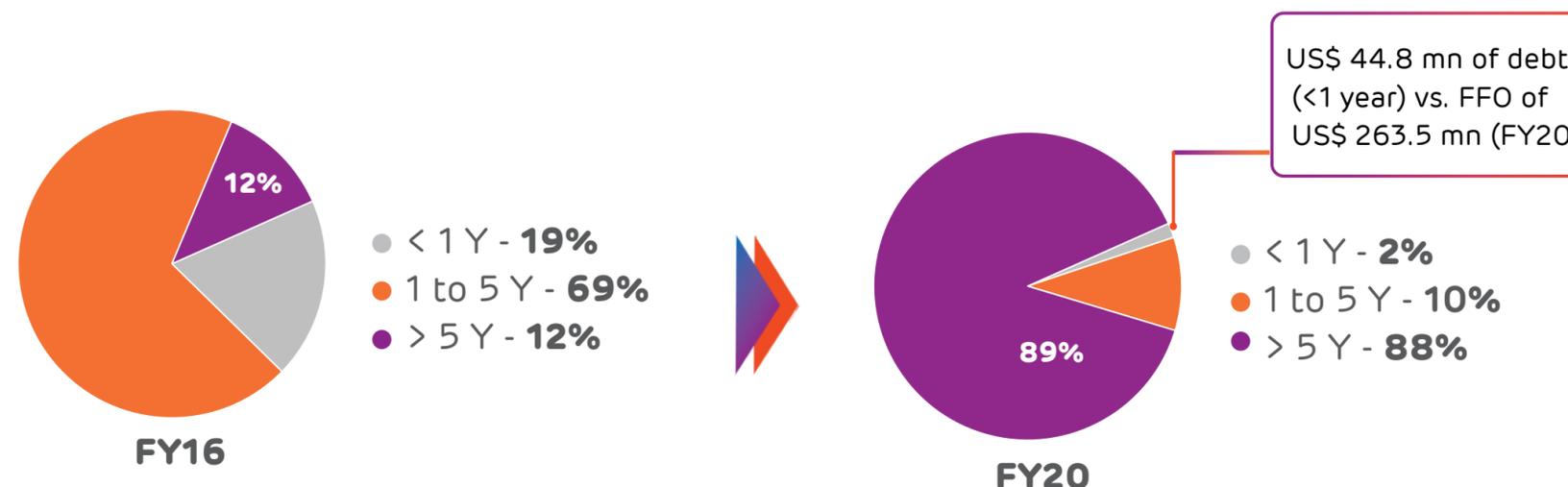
Highlights	Obligor 1	Obligor 2	USPP	AEML
Asset	ATIL MEGPTCL		STL, ATRL, CWRTL, RRWTL, PPP-8,9,10	AEML
FY20 Operational EBITDA (Rs. Crs)	1,683		596	1,805
Tenor	10 year	16.5 year	30 year	10 year
Issue size (USD mn)	US\$ 500 mn	US\$ 500 mn	US\$ 400 mn	US\$ 1000 mn
Refinance Risk / Bond Structure	Bullet debt Structure	Amortizing debt structure	Amortizing debt structure	Bullet debt structure
Counterparty Risk / Quality of earnings Risk	EBITDA: 45% from Central projects 55% from State projects		EBITDA: 78% from Central projects; 22% from State projects	End users
International Credit Rating	BBB- (S&P, Fitch)/ Baa3 (Moody's)	BBB- (S&P, Fitch)/ Baa3 (Moody's)	BBB- (Fitch)/ Baa3 (Moody's)	BBB- (S&P, Fitch)/Baa3 (Moody's)
Robust Structural Protections	Standard project finance features Clean first ranking security Unique covenants linked to EBITDA performance providing credit quality protection over project life Detailed reporting covenants			

ATL's Capital Management Program brings diversity and elongated maturity to firm's debt profile

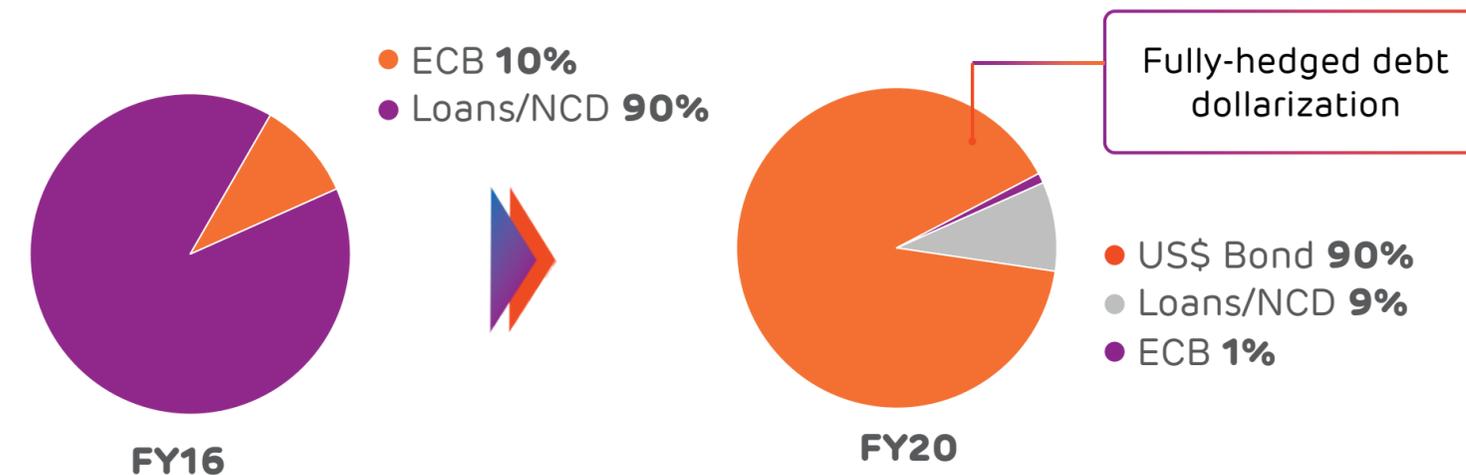
	As of 31st Mar 16	As of 31st Mar 20
Consolidated Net Debt	Rs. 85 bn	Rs. 152 bn
Cost of Debt (weighted) %	10.9%	9.3%
Average debt maturity for LT debt	5.8 years	10.2 years
Average door to door tenure for LT debt	9.5 years	20.2 years

On a consolidated net debt of Rs. 152 bn the refinancing program yielded a saving of ~Rs. 2.5 bn per annum

Refinancing risk minimised¹



Debt profile¹



Notes: 1) Performa debt profile after USPP and AEML bond; 2) Debt excludes perpetual equity;

ATL is rated Investment Grade from FY16 and beyond

International- Obligor Group

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

International - USPP

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

International- AEML

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

Domestic

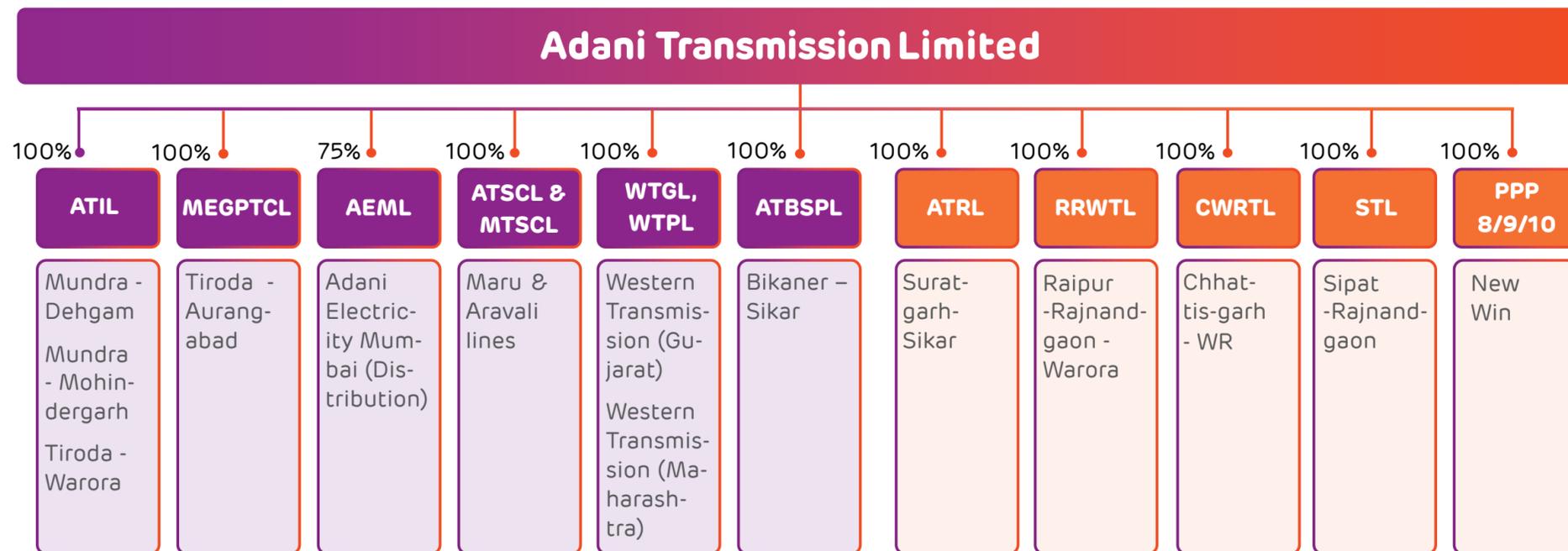
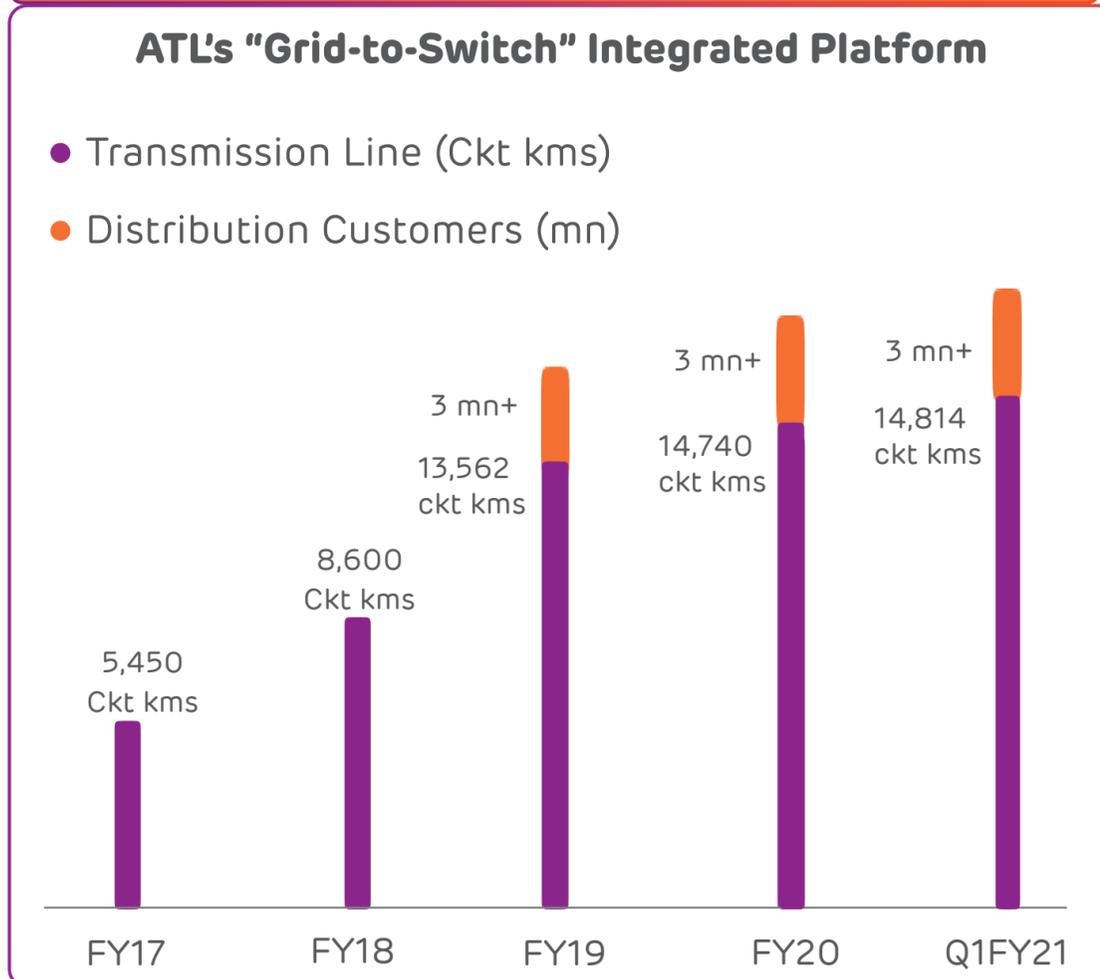
Rating Agency	Facility	Rating/Outlook
India Ratings	NCD	IND AA+/stable

SPV Ratings - Domestic

Company	Rating Agency	Rating	Outlook
ATL	CARE, India Rating	AA+	Stable
WTGL	India Ratings	AA+	Stable
WTPL	India Ratings	AA+	Stable
MTSCL	CARE	A	Stable
ATSCL	CARE	A	Stable
ATBSPL*	India Ratings	AA-	Stable
FBTL	CARE	A-	Stable
NKTL*	Brickwork	A-	Stable

ATL's Evolution and Operational Portfolio

ATL's Transmission Network (ckt km) has grown 2.7x in 3 years; and Distribution business acquired in FY19



Operating Assets						Recently Commissioned Operating Assets				
3,834 ckms	1,217 ckms	540 ckms	397 ckms	3,063 ckms	343 ckms	278 ckms	611 ckms	434 ckms	348 ckms	413 ckms
6,630 MVA	6,000 MVA	3,125 MVA	1,360 MVA	-	-	-	-	630 MVA	-	585 MVA
c. 28 years	c. 31 years	c. 18 years	c. 30 years	c. 31 years	c. 41 years	c. 34 years	c. 35 years	c. 35 years	c. 35 years	c. 35 years
Regulated return	Regulated return	Regulated return	Fixed tariff	Fixed tariff	Fixed tariff	Fixed tariff	Fixed tariff	Fixed tariff	Fixed tariff	Fixed tariff
Centre / State	State	State	State	Centre	State	State	Centre	Centre	Centre	State
INR 49.6 Bn	INR 57.7 Bn	INR 55.7 Bn	INR 3.9 Bn	INR 18.2 Bn	INR 2.2 Bn	INR 1.3 Bn	INR 12.1 Bn	INR 9.5 Bn	INR 5.4 Bn	INR 4.4 Bn

A Transmission line length **B** Transformation capacity **C** Residual concession life **D** Contract **E** Pool **F** Asset base⁽²⁾

Notes: Route length (ckt-kms) as of 31st June 2020; 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; RRWTL - Raipur Rajnandgaon Warora Transmission Limited; CWTL - Chhattisgarh WR Transmission Limited; ATRL - Adani Transmission (Rajasthan) Limited; ATSC - Aravali Transmission Service Company Limited; MTSC - Maru Transmission Service Company Limited, WRSS M - Western Region System Strengthening Scheme Maharashtra, WRSS G - Western Region System Strengthening Scheme Gujarat, (1) 74% in ATSC 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 March-2020; Mumbai GTD / BSES - as per proposed funding plan.

ATL: Locked-in Growth from Under-construction TBCB Projects



400 kV pooling station work at Fatehgarh 2 (FBTL Line)



765kV Ghatampur TPS-Agra SC line

Under Construction										
A	299 ckms	291 ckms	897 ckms	624 ckms	290 ckms	472 ckms	351 ckms	38 ckms	160 ckms	74 ckms
B	1,000 MVA	-	-	950 MVA	3000 MVA	-	-	2500 MVA	1,000 MW	1500 MVA
C	N/A	N/A								
D	Fixed tariff	Regulated Return	Fixed tariff							
E	Centre	Centre	State	State	Centre	Centre	Centre	Centre	State	State
F	INR 6.7 Bn	INR 5.5 Bn	INR 18.2 Bn	INR 7.4 Bn	INR 8.1 Bn	INR 8.5 Bn	INR 7.0 Bn	INR 3.2 Bn	INR 60 bn	INR 18.9 Bn



Completion of tower foundation work at North Karanpura-Chandwa (NKTL)



160 MVA ICT-2 foundation work at Badaun Sub-station (Obra line)

A Transmission line length **B** Transformation capacity **C** Residual concession life **D** Contract type **E** Pool **F** Asset base⁽¹⁾

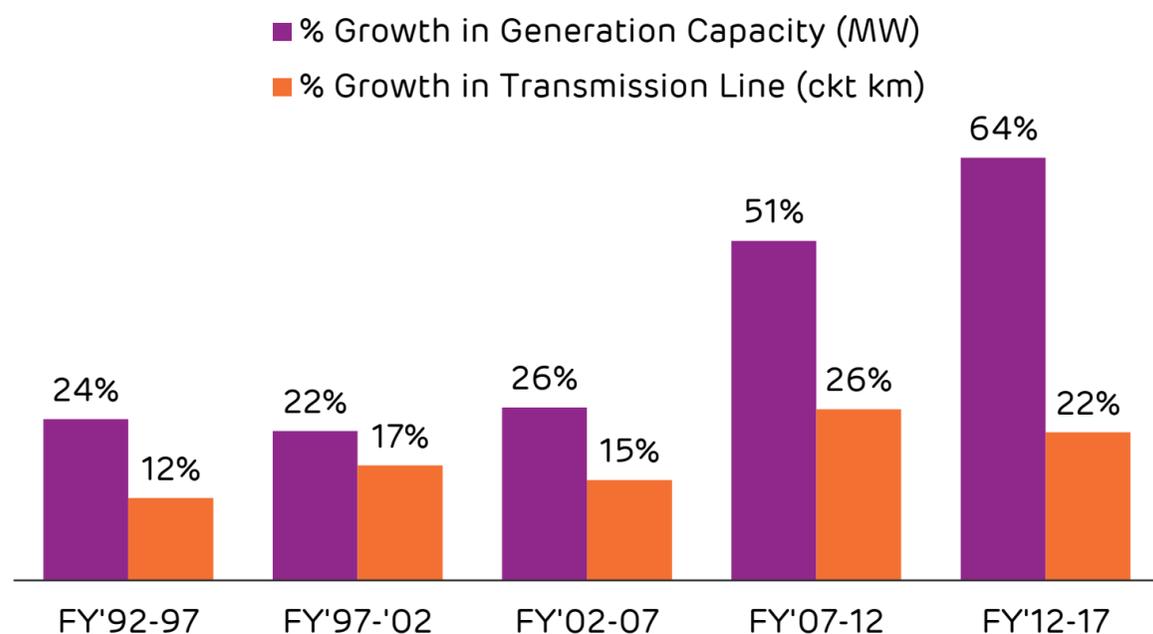
Notes: #HVDC project SPV will be 100% subsidiary of AEML (Adani Electricity)

NKTL – North Karanpura Transco Limited; FBTL – Fatehgarh Bhadla Transmission Limited; 1) Asset base for under-construction assets – as per the estimated project cost as of March 2020; 2) SPV acquisition awaited for Kharghar-Vikhroli project.

Sector Outlook: Indian Transmission Sector Poised for Significant Growth

Robust growth outlook driven by strong policy support

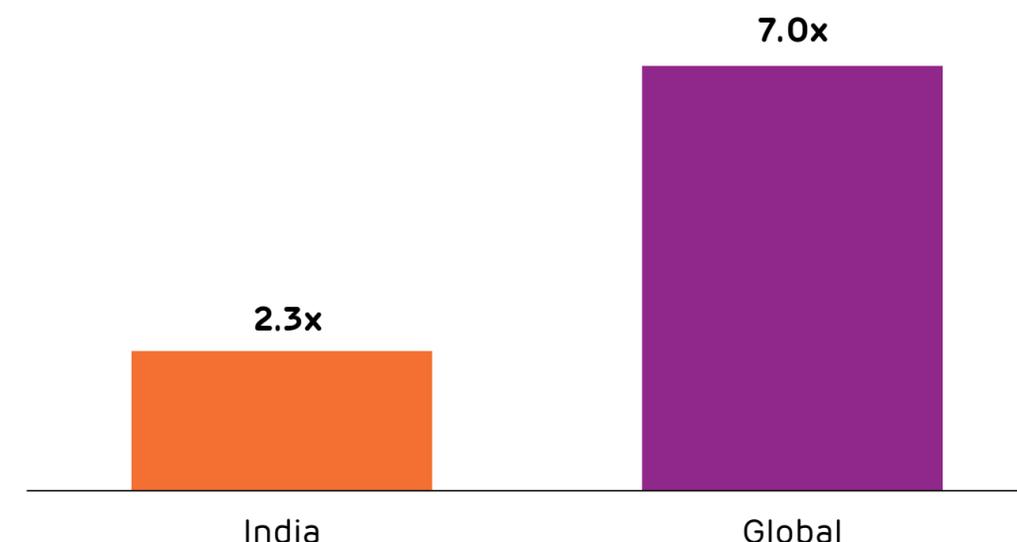
Significant under-investment in Transmission sector historically...⁽¹⁾



~Rs. 8.2 trillion market opportunity till FY 2029

Mandatory competitive bidding has created a level playing field for private players

...resulted into very low MVA/MW ratio in India⁽²⁾



Schemes like UDAY, 24x7 Power for All, Village Electrification etc. strengthening the value chain

Private sector has won 42 projects out of total 62 awarded since Feb-15⁽³⁾

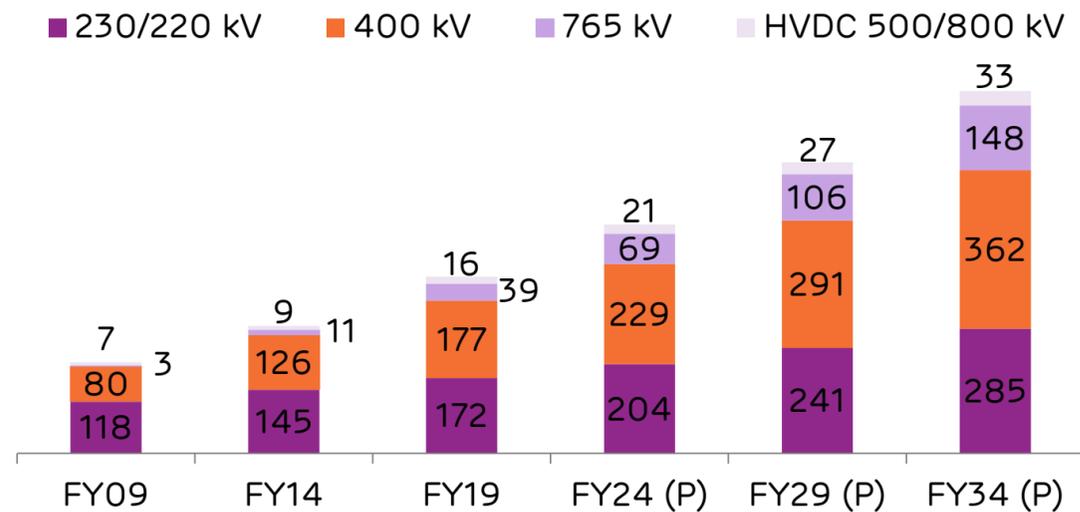
ATL had 37% market share in transmission bids in FY20

Notes: (1) Source: CEA; (2) Working group report on 12th Five Year Plan; (3) Data upto September 2019; Source - CEA and Internal Analysis

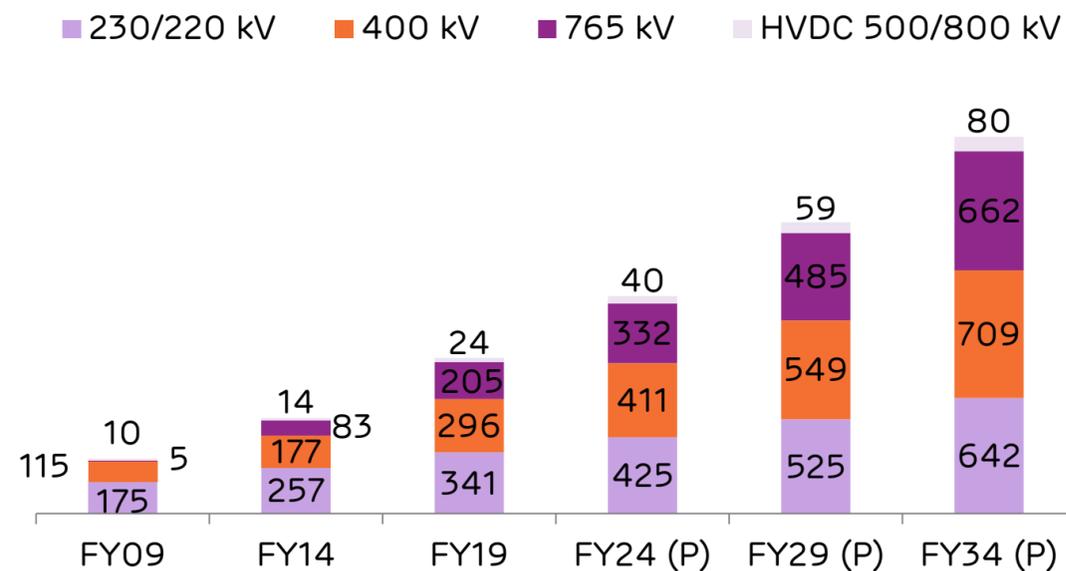
Size of Opportunity: Investment of Rs. 8.2 tn/ USD 117 bn expected in Indian Transmission over the Next Decade

Transmission Lines and Transformation Capacity to Grow....

Transmission Lines ('000 ckm)¹

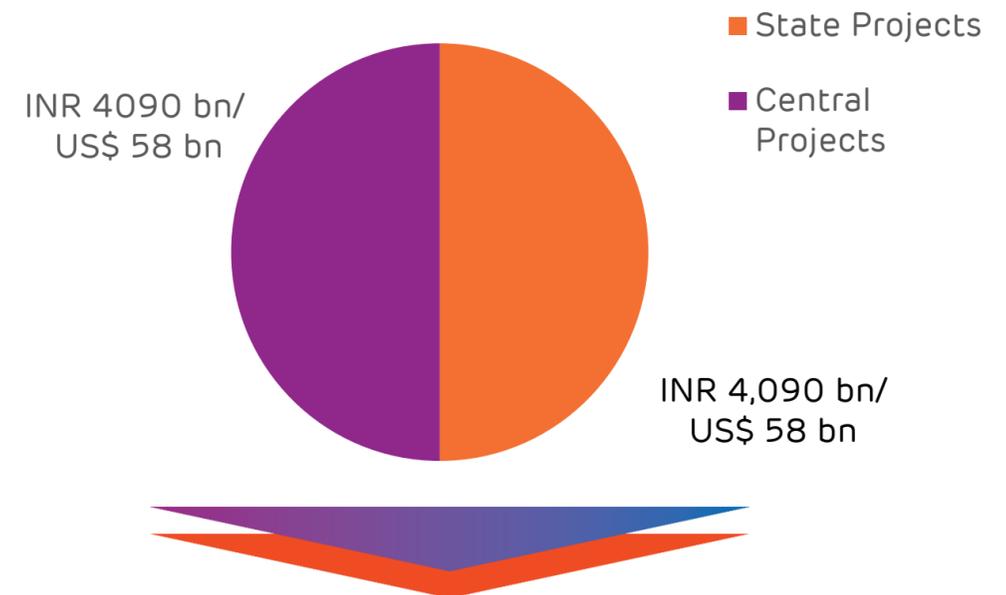


Transformation Capacity ('000 MVA)¹

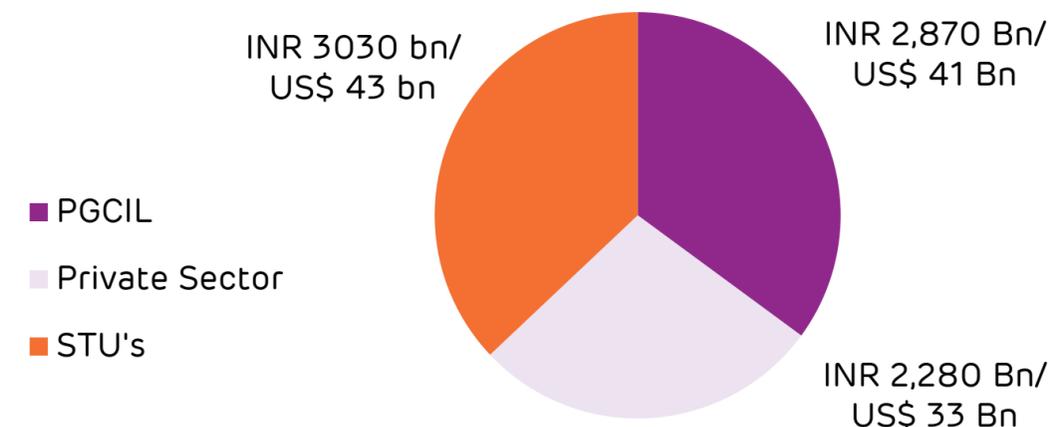


...requiring Rs. 8.2 tn/ USD 117 bn of investment⁽¹⁾

Expected Investment Over Next 10 Years



Large Contribution Expected from Private Sector Over Next 10 Years



Opportunity for Private Sector Players is Rs. 2.3 tn/ USD 33bn

Notes: : 1) Internal study, 2) CEA

ATL: Inculcating Safety Culture

Safety Initiatives in Q1FY21

- **16,669⁽¹⁾** man-hours of safety training and awareness
- Adani one-drive based 'Safe Library' launched. The library has training modules, learning from incidents, monthly HSE data and IMS documents etc. for ready reference.
- Environment, Health & Safety (EHS) Annual Performance Report released for the year FY20 to raise safety awareness.
- Learning Month - Safety webinar was organized in May'20 with **757** participants.
- Started Safety related functional areas (SRFA) at all project sites

Safety Performance in Q1FY21

Safety Parameters	Q1FY21	Q1FY20
Reportable Incident	0	1 ⁽²⁾
Fatalities	0	0
LTIFR (LTI Frequency Rate)	0	3.54
LTIR (LTI Severity Rate)	4.62	39.02



ATL: Harnessing Innovation and Technology to Drive Excellence



Drone Inspection @ M-S-D line



Mahendragarh discovers APFC



Site Surveillance via EFFY App



SCADA usage @ Akola site



Solar installation @ Koradi

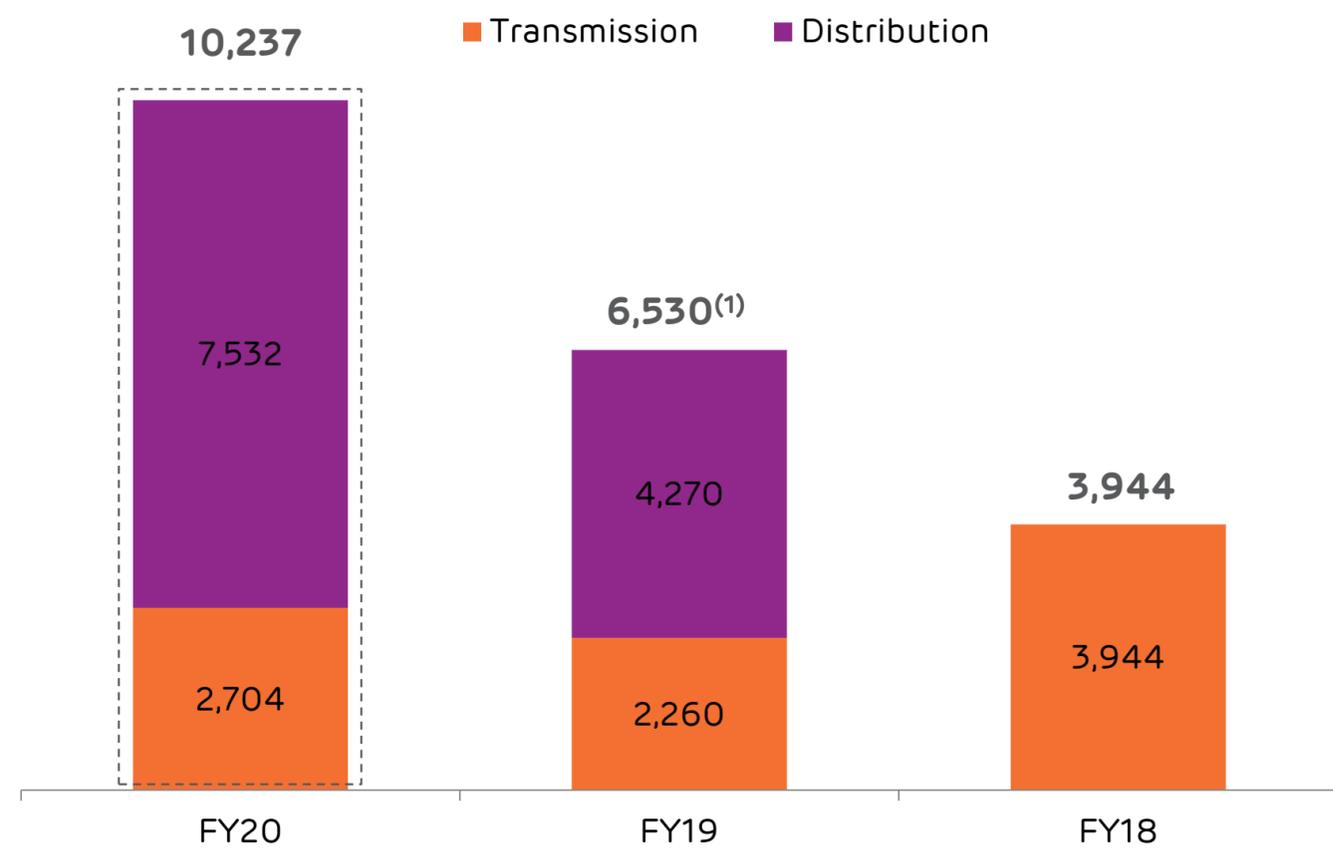


Remote Operations at AEML

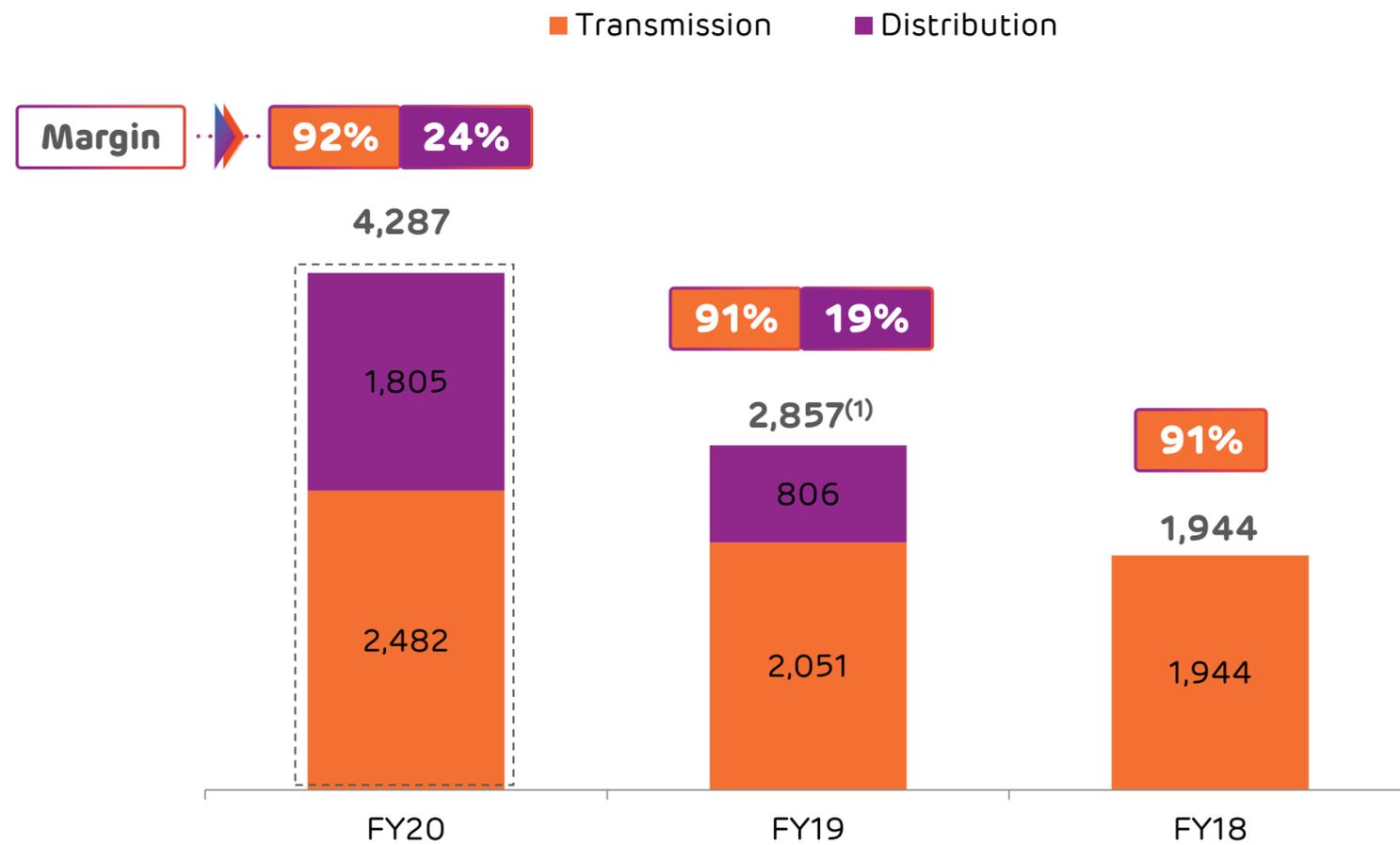
	Cost	Safety	Reliability	Efficiency/Response time
Initiative	Impact			
<ul style="list-style-type: none"> Drone Inspection for Asset Maintenance Usage of drones through Light Detection and Ranging (LiDAR) method for Pre-Bid Survey 	Cost icon	Safety icon	Reliability icon	Efficiency icon
<ul style="list-style-type: none"> Automatic Power Factor Correction (APFC) at Mahendragarh HVDC 	Cost icon		Reliability icon	Efficiency icon
<ul style="list-style-type: none"> Solar Projects Installation for lower carbon footprint & reducing auxiliary power consumption cost 	Cost icon			Efficiency icon
<ul style="list-style-type: none"> Remote operation (RO) center 	Cost icon	Safety icon	Reliability icon	Efficiency icon
<ul style="list-style-type: none"> Emergency Restoration System (ERS) technique for early operationalisation and higher reliability of systems 	Cost icon		Reliability icon	Efficiency icon
<ul style="list-style-type: none"> SCADA for real-time data gathering, monitoring and analysis 	Cost icon	Safety icon	Reliability icon	Efficiency icon
<ul style="list-style-type: none"> GPS and Surveillance camera system 		Safety icon	Reliability icon	Efficiency icon

ATL: Revenue and EBITDA trend

Operating Revenue performance



Operating EBITDA performance



Continue to deliver strong EBITDA performance

Notes: 1) AEML was acquired w.e.f. Aug-2018 so numbers are not fully comparable on yoy basis.

adani
Transmission

Thank You



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Investor Relations:

MR. D. BALASUBRAMANYAM

Group Head - Investor Relations

✉ d.balasubramanyam@adani.com

☎ +91 79 2555 9332

MR. VIJIL JAIN

Investor Relations - ATL

✉ Vijil.Jain@adani.com

☎ +91 79 2555 7947

✉ Investor.atl@adani.com