



## Adani Energy Solutions Limited

(Formerly known as Adani Transmission Limited)

Provisional Operational Update Q2FY25

October 2024

## CONTENTS



04-07	Adani Portfolio	04
09	Q2FY25 - Executive Summary	09
11-14	Q2FY25 - Operating Performance	11
16	Annexure – Recent Business Updates and Awards	16
17	Availability - ATSOL and USPP Obligor groups	17
18-21	AESL's operational and under- construction asset portfolio	18

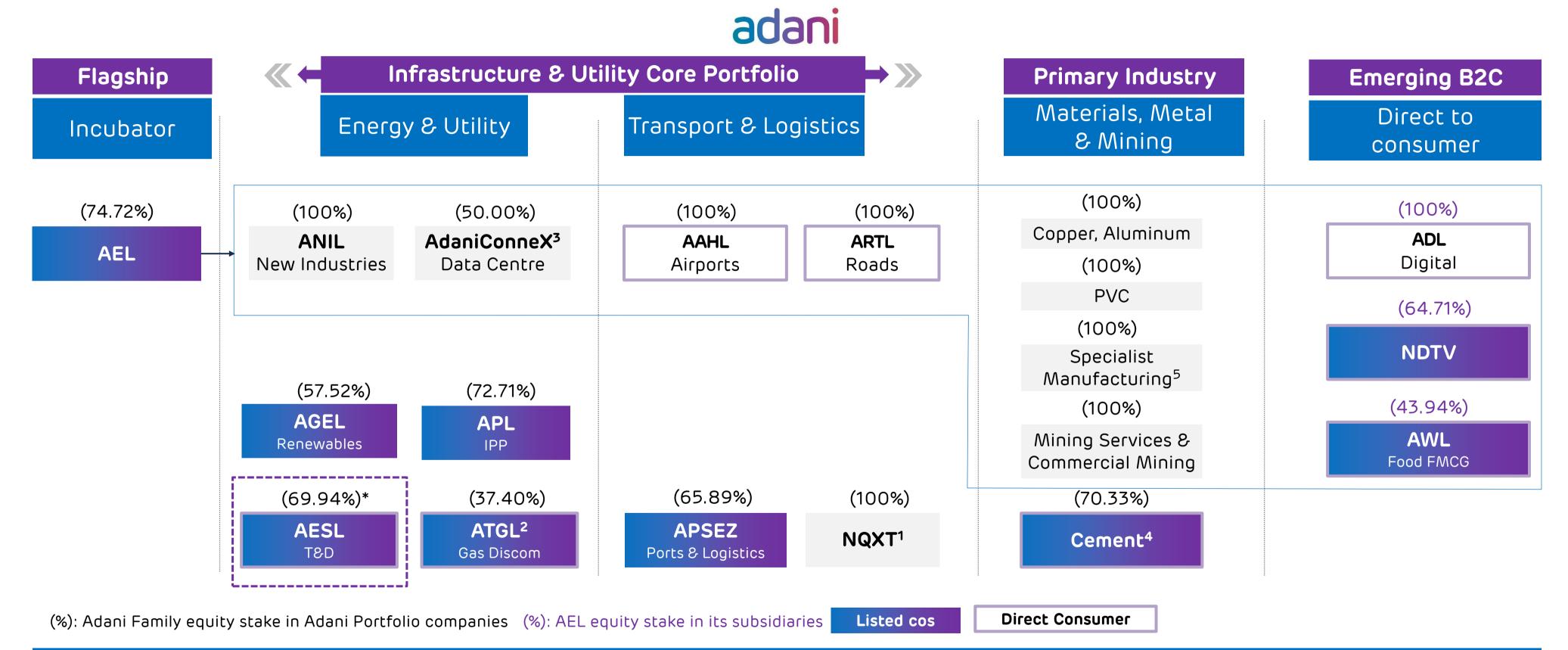




## Adani Portfolio

## Adani: A World Class Infrastructure & Utility Portfolio





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

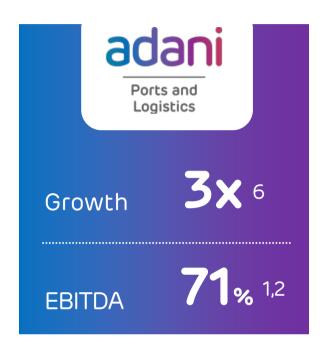
1. NQXT: North Queensland Export Terminal | 2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex, | 4. Adani Cement includes 70.33% stake in Ambuja Cements as on 30<sup>th</sup>June, 2024 which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited. Ambuja Cements Ltd. holds 58.08% stake in Sanghi Industries Ltd. | 5. Includes the manufacturing of Defense and Aerospace Equipment | AEL: Adani Enterprises Limited; APSEZ: Adani Ports and Special Economic Zone Limited; AESL: Adani Energy Solutions Limited; T&D: Transmission & Distribution; APL: Adani Power Limited; AGEL: Adani Airport Holdings Limited; ARTL: Adani Roads Transport Limited; ANIL: Adani New Industries Limited; AWL: Adani Wilmar Limited; ADL: Adani Digital Limited; IPP: Independent Power Producer | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride | Promoters holding is as of September 30, 2024

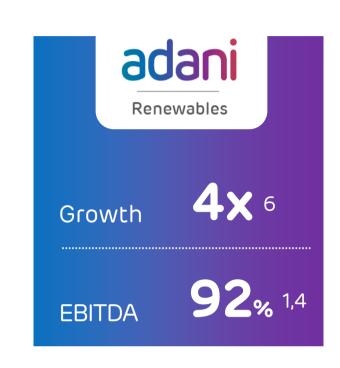


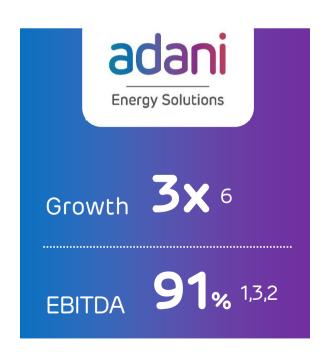
# Adani Portfolio: Decades long track record of industry best growth with national footprint

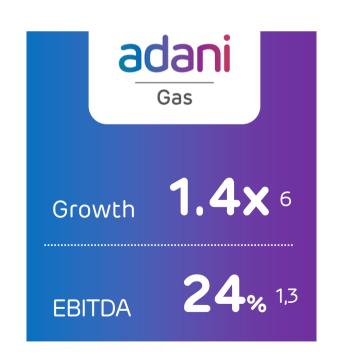


## Secular growth with world leading efficiency









## National footprint with deep coverage AEL APSEZ Adani's Core Infra. AGEL Platform -ATGL AESL 350 Mn APL Adani Cement Userbase

Note: 1. Data for FY24; 2. Margin for Indian ports business only I 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. Growth pertains to expansion and development aligned with market growth. Growth of respective Adam portfolio company vs. Industry growth is as follows: APSEZ's cargo volume surged from 113 MMT to 408 MMT (14%) between 2014 and 2024, outpacing the industry's growth from 972 MMT to 1539 MMT (5%). AGEL's operational capacity expanded from 0.3 GW to 10.9 GW (57%) between 2016 and 2024, surpassing the industry's growth from 46 GW to 143.6 GW (15%). AESL's transmission length increased from 6,950 ckm to 20,509 ckm (14%) between 2016 and 2024, surpassing the industry's growth from 3,41,551 ckm to 4,85,544 ckm (4%). ATGL expanded its geographical areas from 6 to 52 (27%) between 2015 and 2024, outperforming the industry's growth from 62 to 307 (19%). PBT: Profit before tax I ATGL:Adam Total Gas Limited I AEL: Adam Enterprises Limited I APSEZ: Adam Power Limited I APSEZ: Adam Power Limited I APSEZ: Adam Power Limited I APSEZ (domestic cargo volume): <a href="https://shipmin.gov.in/division/transport-research">https://shipmin.gov.in/division/transport-research</a> I Renewable (operational capacity): <a href="https://shipmin.gov.in/division/transport-research">Industry source: APSEZ (domestic cargo volume): https://shipmin.gov.in/division/transport-research</a> I Renewable (operational capacity): <a href="https://shipmin.gov.in/division/transport-research">Industry source: APSEZ (ckms): National Power Portal (npp.gov.in)</a> I ATGL (GAs): <a href="https://shipmin.gov.in/division/transport-research">Brochure petroleum.cdr (pngrb.gov.in)</a> | ckms: circuit kilometers | GA: Geographical Areas

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



#### **DEVELOPMENT**

#### Adani Infra (India) Limited (AIIL)

## **OPERATIONS**

## **CONSUMERS** New C.E.O. Consumer | Employees | Other Stakeholders

## Origination

- Analysis & market intelligence
- Viability analysis

#### Site Development

- Site acquisition
- Concessions & regulatory agreements

#### Construction

- Engineering & design
- Sourcing & quality

#### Operation

- Life cycle O&M planning
- Asset Management plan

Operations (AIMSL)

#### Inspired Purpose & Value Creation

- Delivering exceptional products & services for elevated engagement
- Differentiated and many P&Ls



India's Largest **Commercial Port** (at Mundra)



Longest Private HVDC Line

(Mundra - Mohindergarh)

Investment Case

Development

World's largest Renewable Cluster (at Khavda)

Framework

Growth Capital - Platform

Infrastructure Financing





**Energy Network Operation Center** 



# **MANAGEMENT**

ACTIVITY

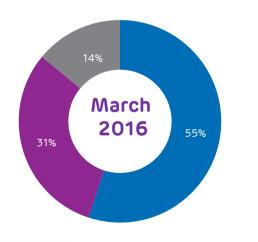
**ERFORMANCE** 

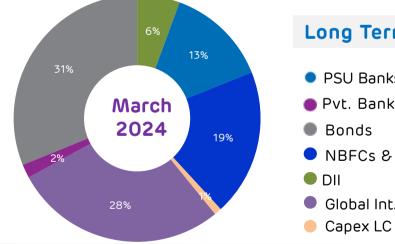
Strategic value Mapping

Policy, Strategy & Risk Framework



**Duration** Risk Matching Risk Management - Rate & Currency Governance & Assurance **Diversified Source of Capital** 







# ENABLER

Continued Focus & Investment



- **Human Capital** Development
- Leadership Development Initiatives
- Investment in Human Capital

Al enabled Digital Transformation

- Power Utility Business ENOC
- City Gas Distribution SOUL
- Transportation Business AOCC

## AESL: A platform well-positioned to leverage growth opportunities in energy domain



Development



#### **Execution Prowess**

Transmission Network of 23,269 ckm<sup>(1)</sup>
Built Longest Private HVDC Line <sup>(2)</sup>

#### Strategic Presence

Transmission - Presence in 14 states

Distribution - Integrated utilities catering to Mumbai (AEML) and Mundra (MUL)

Smart Meters - Presence in 5 states

## RAB expansion through Asset Hardening in Discoms

7% CAGR growth in RAB in Mumbai Discom since acquisition

AEML growth strategy is emulated in MUL

## **Operations**



#### Operating Efficiency

Robust network availability of 99.7%

One of lowest Distribution losses in the country (4.85% in Q2 FY25 in AEML)

Highest EBITDA margin in the sector (91% in Transmission)

#### Consumer-centricity

Supplier of choice for 12 million+ consumers with a green power option

Smart Metering (91 million potential consumer base)

#### Embedded ESG Framework

Decarbonisation of Grid (RE share in AEML's power mix reached 39% and on track to reach 60% by FY27)

Installed 3.36 MWp solar capacity for auxiliary consumption at substations

Board Diversity and Strengthening

# Returns and Equity Value Creation



#### **Equity Program**

Raised INR 8,373 crore via QIP, making it the largest fundraise in the Indian power sector

Secured primary and secondary equity investments from marquee investors (QIA, GQG)

## Capital Management and International IG Rating

Robust capital management program with access to long tenor low-cost capital

BBB- / Baa3<sup>(3)</sup>

#### Significant Growth Potential

Parallel Licensing, Smart Metering and Energy Solutions

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

Green industrial cluster in Mundra





# Q2FY25 - Executive Summary

## AESL: Executive Summary – Performance in Q2FY25



### Maintained robust system availability of 99.7% in Q2FY25 • Added 140 ckm to the network during the quarter, with the total transmission network at 23.269 ckm **Transmission** • Won three new transmission projects during Q2FY25 - NES in Jamnagar Gujarat, NES in Business Navinal (Mundra), Khavda Phase IVA adding 2,059 ckm to under construction network • With three new project wins, the under-construction project pipeline has increased from INR 17,000 crore in Q1FY25 to ~INR 27,300 crore in Q2FY25 **AEML:** • The distribution loss in the Mumbai utility is consistently improving and stands at 4.85% in Q2FY25 • Maintained supply reliability (ASAI) of more than 99.9% Distribution • In Q2FY25, total units sold rose by 7% YoY to 2,609 million units, up from 2,446 million units in Q2FY24, mainly driven by rising energy demand Business (AEML and MUL) • Due to higher digital adoption rate, e-payment as a % of total collection increased to 83.27% in Q2FY25 vs 79.19% last year MUL: • The units sold in MUL increased by 50% YoY to 234 million units as against 156 million units last year with robust industrial demand As of Q2FY25, the total smart metering under-construction pipeline stands at 22.8 million **Smart Metering** smart meters across nine contracts Business • The meter deployment activity is pacing up well across various circles

## **Other Key Recent Updates:**

- AESL concluded divestment of 500 MW of Adani
   Dahanu Thermal Power Station to a group company, in
   line with its ESG philosophy. This landmark step places
   AESL closer to its aspiration to be amongst the top 20
   global companies in ESG ratings amongst the global
   utility industry
- Raised INR 8,373 crore via QIP, making it the largest fundraise in the Indian power sector
- Received Letter of Intent (LOI) for three new transmission projects during Q2FY25 - NES in Jamnagar Gujarat, NES in Navinal (Mundra), Khavda Phase IVA
- The share of renewable power supplied to the Mumbai circle stands at 39% at the end of September 30, 2024, and on track to achieve 60% by FY27
- Awarded one of the India's Most Sustainable Companies by Business World in 2024. The Company has secured 2<sup>nd</sup> position in the Energy and Mining Sector
- Scored 97% in the World Disclosure Initiative (WDI) survey, by Thomson Reuters Foundation well above the energy sector and country averages of 76% and 60% respectively

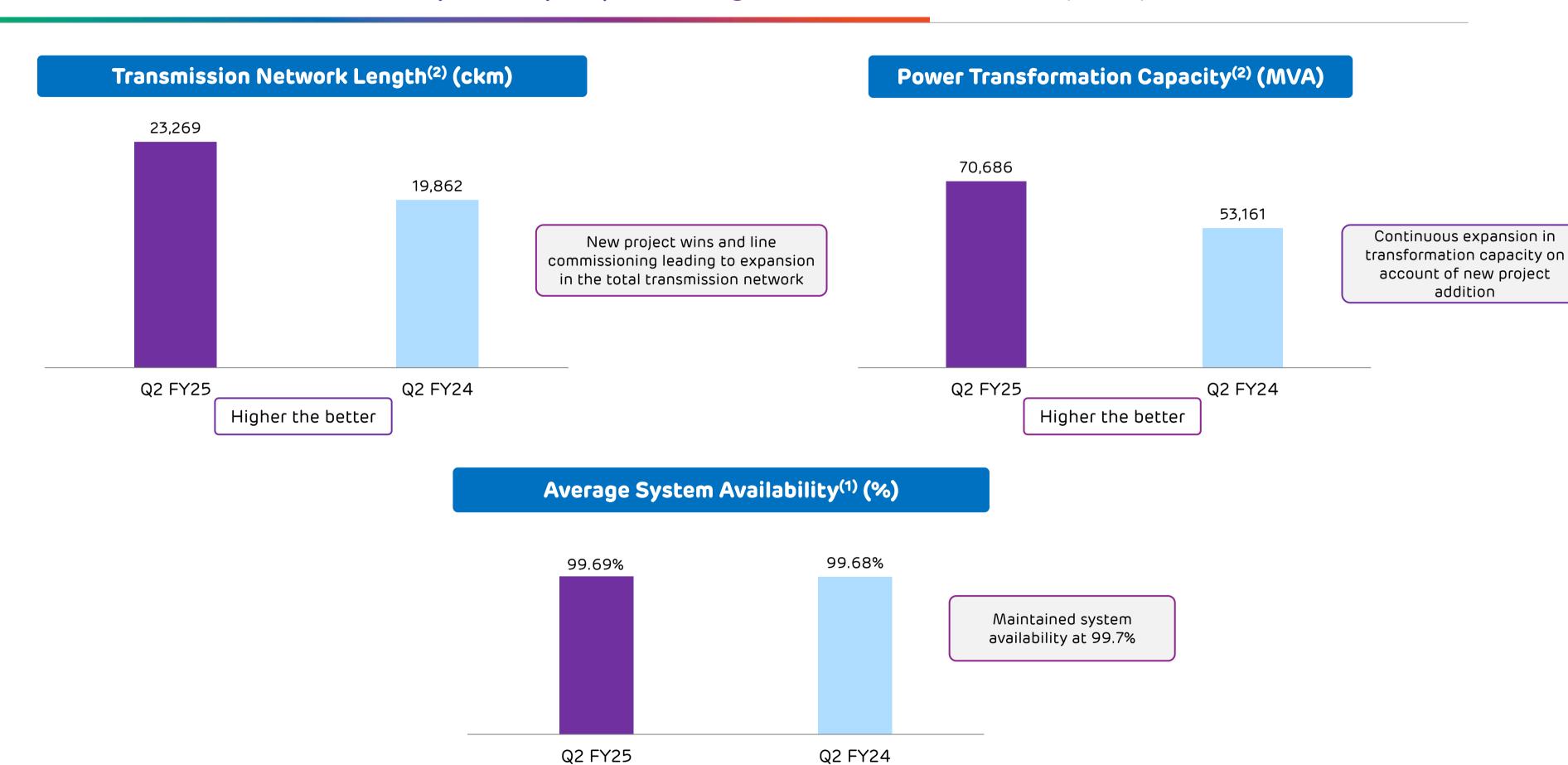




# Q2FY25 Operational Performance (YoY)

## AESL: Transmission Utility – Key Operating Metrics Q2FY25 (YoY)

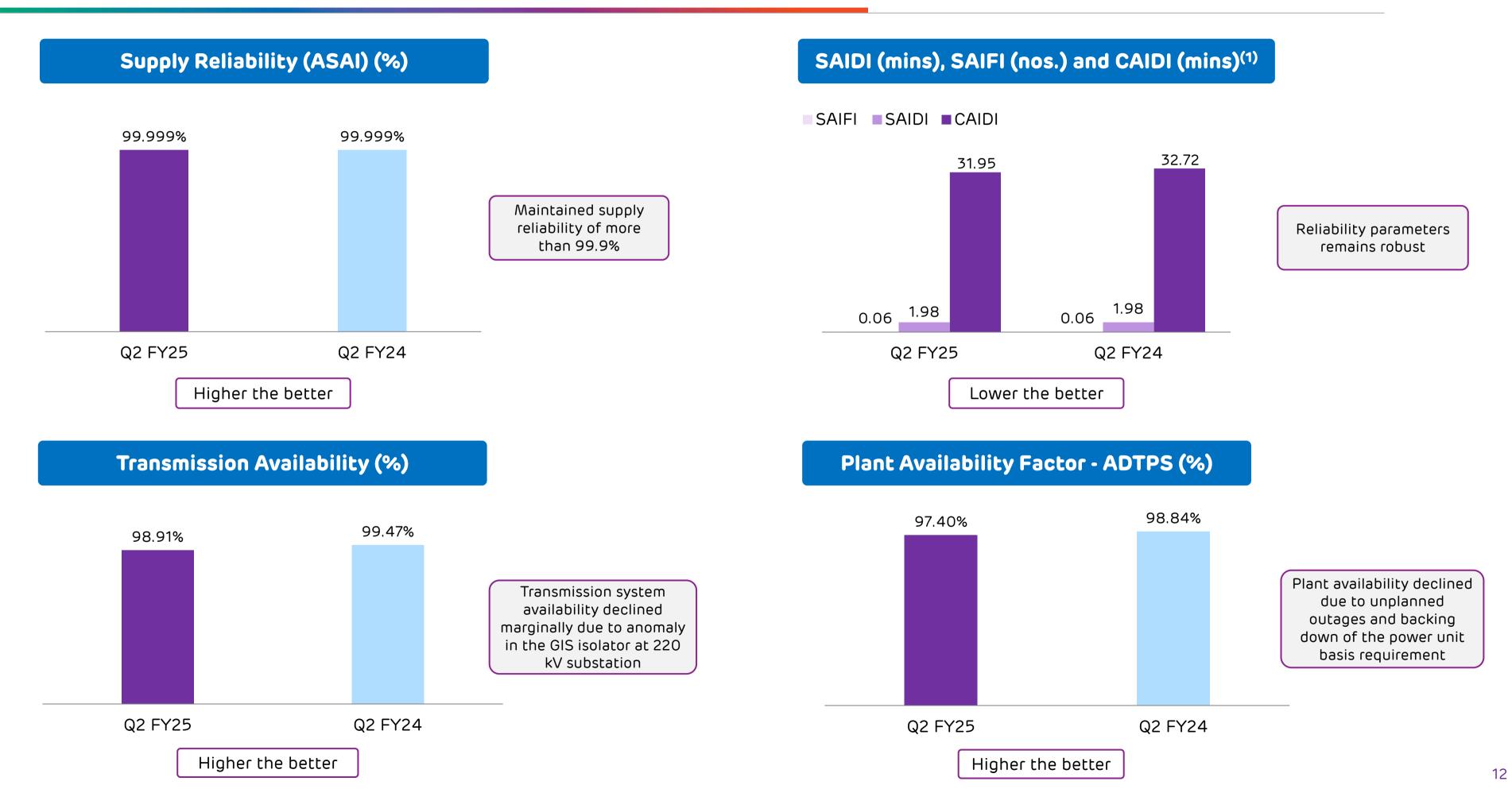




Higher the better

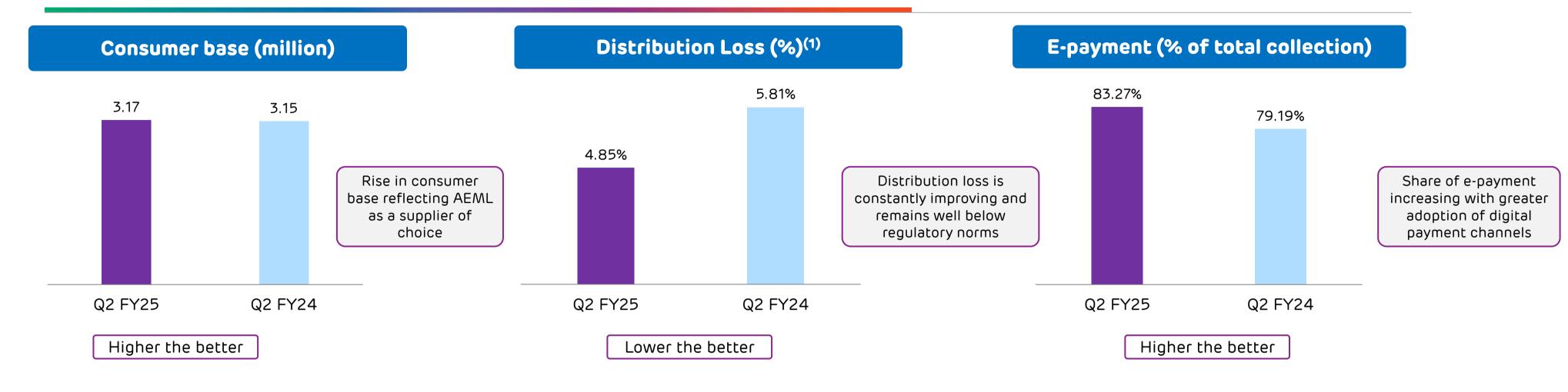
## **AEML:** Distribution Utility – Key Operating Metrics Q2FY25 (YoY)

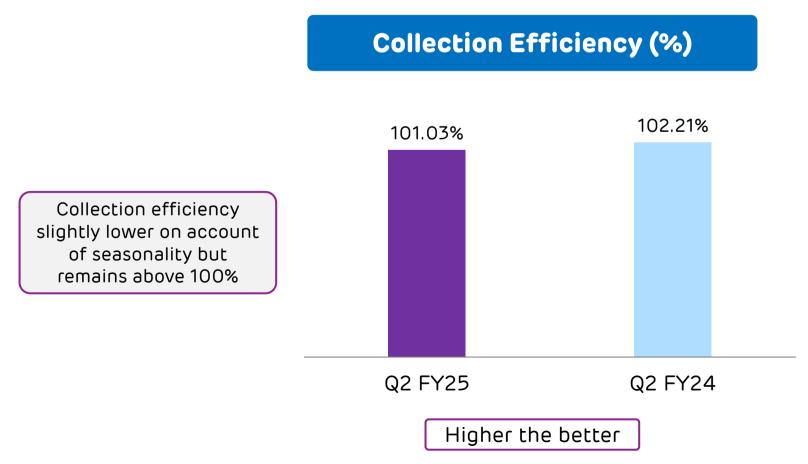


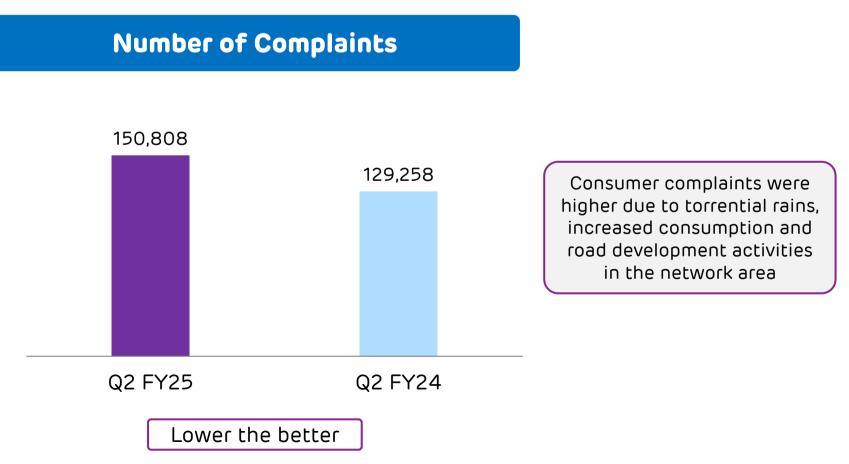


## **AEML:** Distribution Utility – Key Operating Metrics Q2FY25 (YoY)





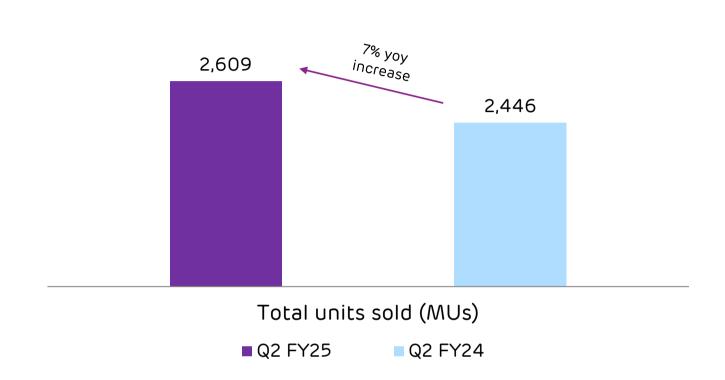




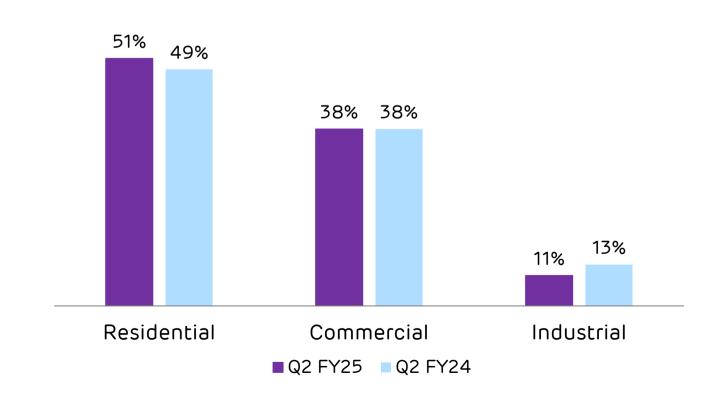
## AEML and MUL: Volume and Consumer Mix Q2FY25 (YoY)



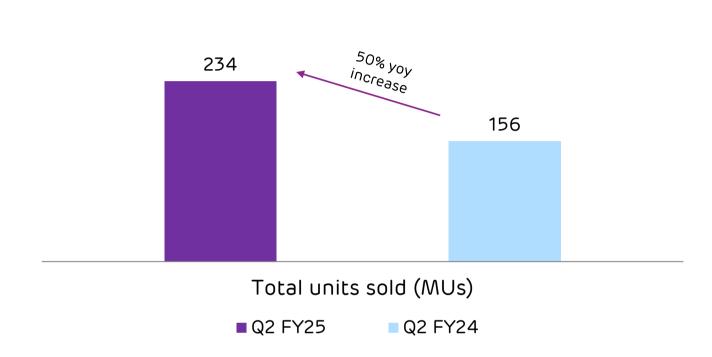




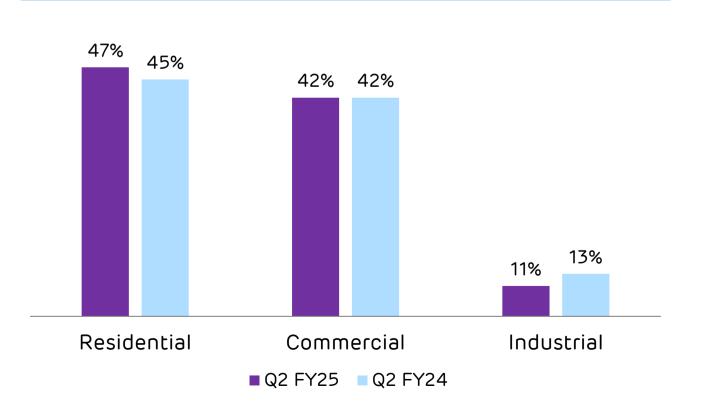
#### AEML - Consumer-wise volume mix %



## MUL - Total Units Sold (MUs)



## **AEML - Consumer-wise revenue mix %**







## Annexure

## **AESL:** Recent Business Updates and Awards



Won three new transmission projects during Q2FY25
- NES in Jamnagar Gujarat, NES in Navinal (Mundra),
Khavda Phase IVA adding 2,059 ckm to under
construction network

AESL concluded divestment of 500 MW of Adani Dahanu Thermal Power Station to a group company, in line with its ESG philosophy. This landmark step places AESL closer to its aspiration to be amongst the top 20 global companies in ESG ratings amongst the global utility industry

Raised INR 8,373 crore via QIP, making it the largest fundraise in the Indian power sector

With three new project wins, the under-construction pipeline has increased from INR 17,000 crore in Q1FY25 to ~INR 27,300 crore in Q2FY25

Adani Electricity and Adani Foundation, through their CSR initiative 'Swabhimaan Project,' has empowered over 4,000 underprivileged women, providing them with skill development training and opportunities to earn a sustainable livelihood

Awarded one of the India's Most Sustainable Companies by Business World in 2024. The Company has secured 2nd position in the Energy and Mining Sector and ranked 23rd in the overall list, up from 45th position in 2023

Scored 97% in the World Disclosure Initiative (WDI) survey, by Thomson Reuters Foundation well above the energy sector and country averages of 76% and 60% respectively

AEML has been awarded the gold award for Best Learning Culture in an Organization - Large Scale Enterprises by ET HRWORLD from The Economic Times AEML received eight awards in various categories at 10<sup>th</sup> National Conclave on 5S organized by the Quality Circle Forum of India (QCFI), demonstrating its unparallel commitment to operational excellence

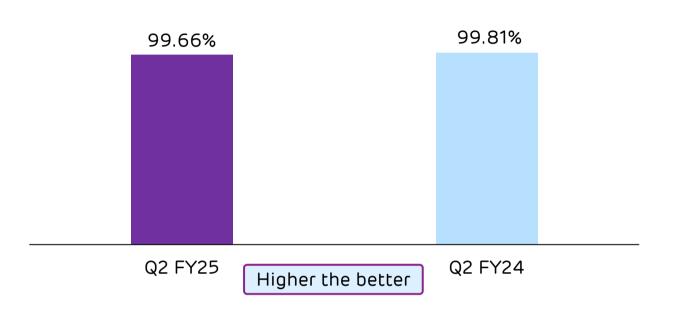
Notes: NES – Network Expansion Scheme

## AESL: Q2FY25 (YoY) - Line availability across asset groups



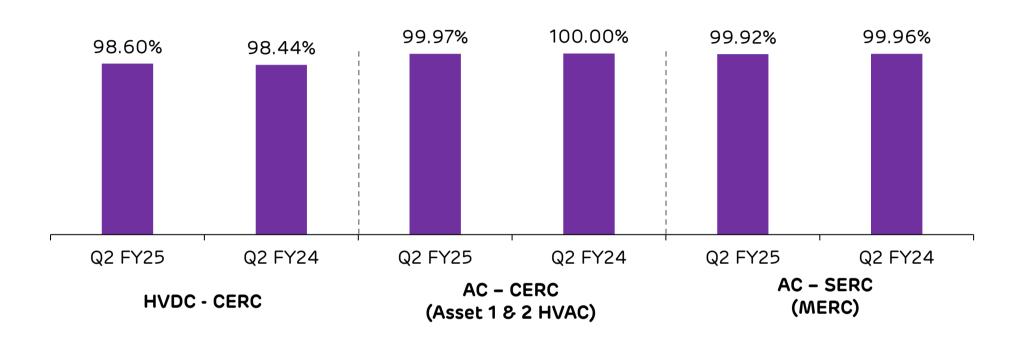
## Average Availability Across Operational Assets %(1)

#### Line Availability - ATSOL Obligor Assets

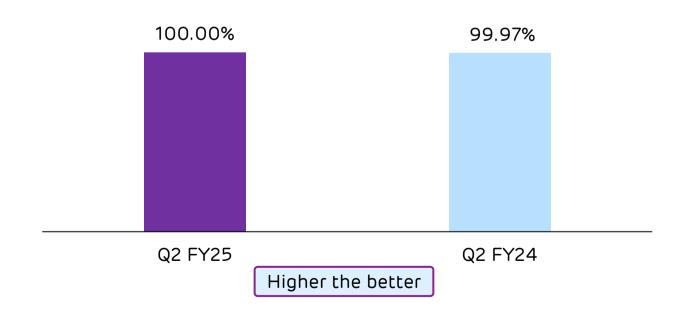


## Focus on Maximizing Average Availability %

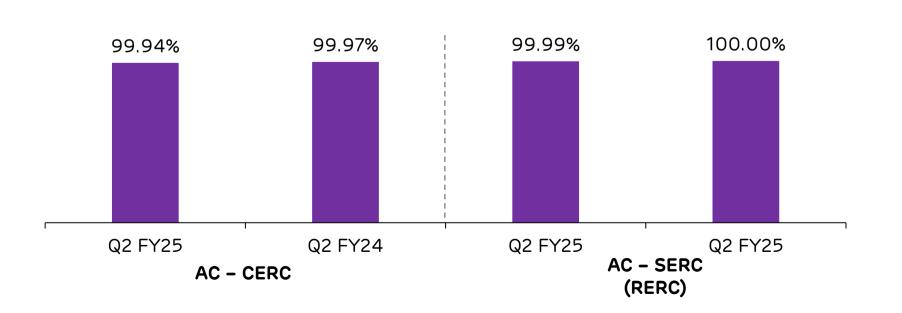
#### Average Availability – ATSOL Obligor Assets



#### Line Availability - USPP Assets

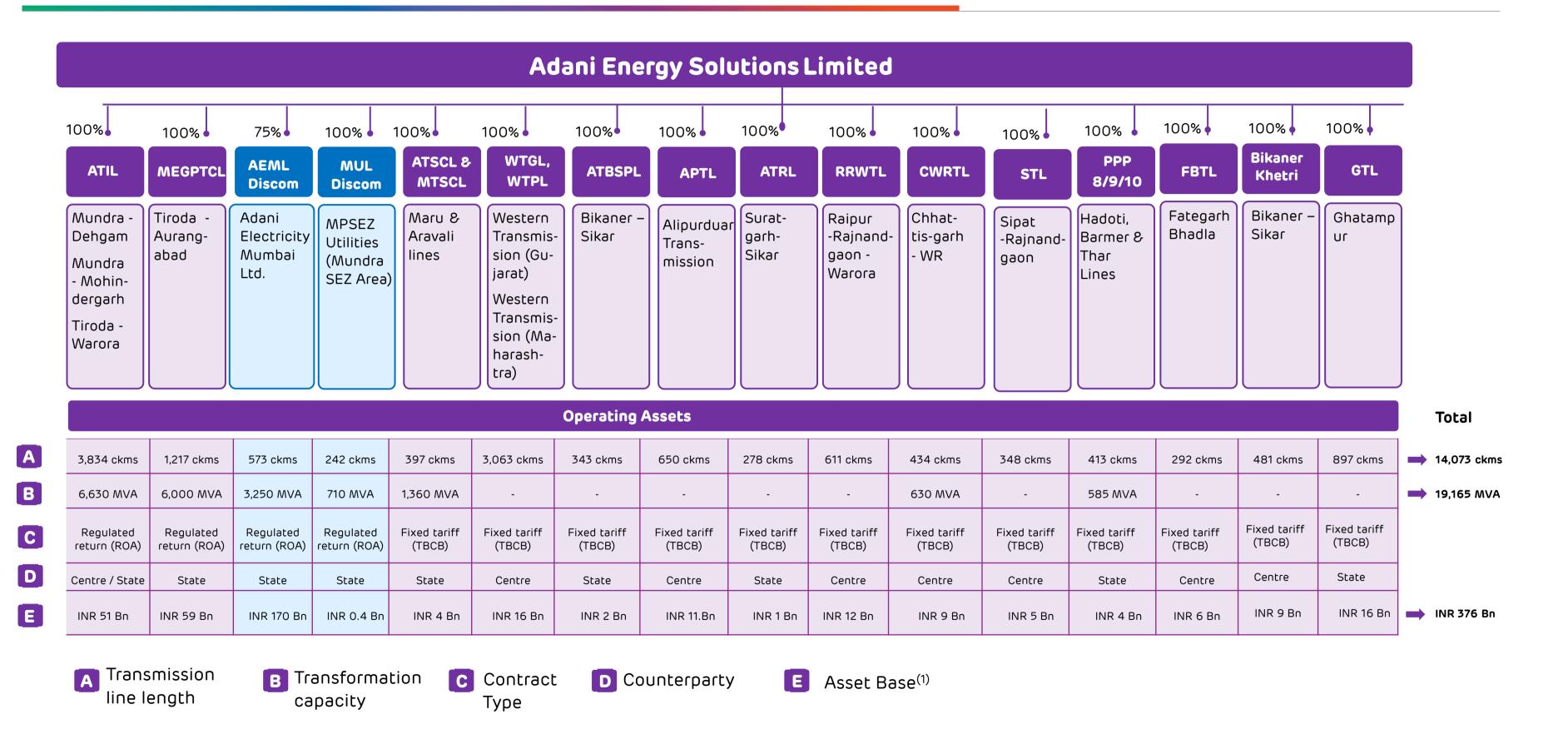


#### Average Availability - USPP Assets



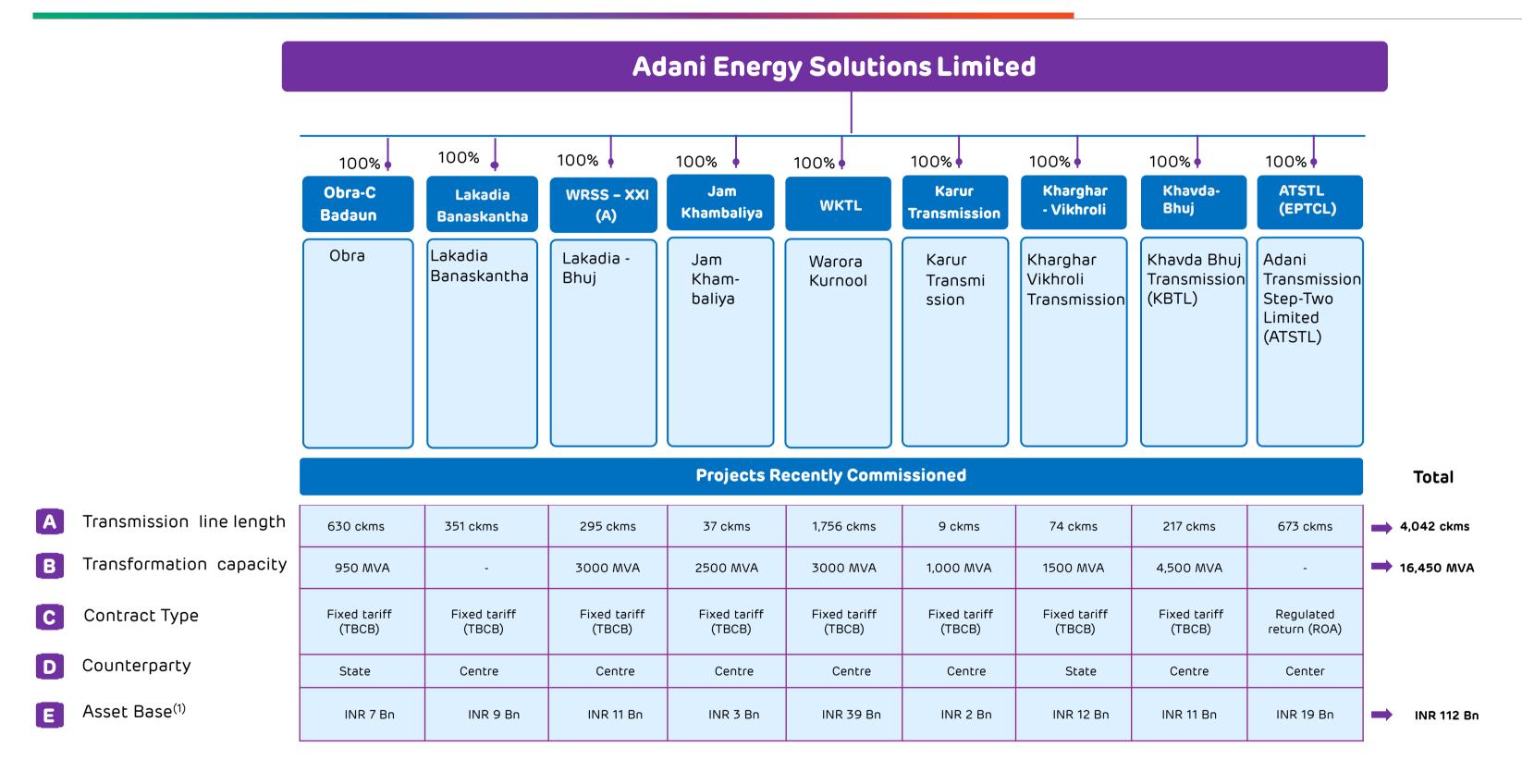
## AESL's Operational Asset Portfolio as of September 2024 (1/2)





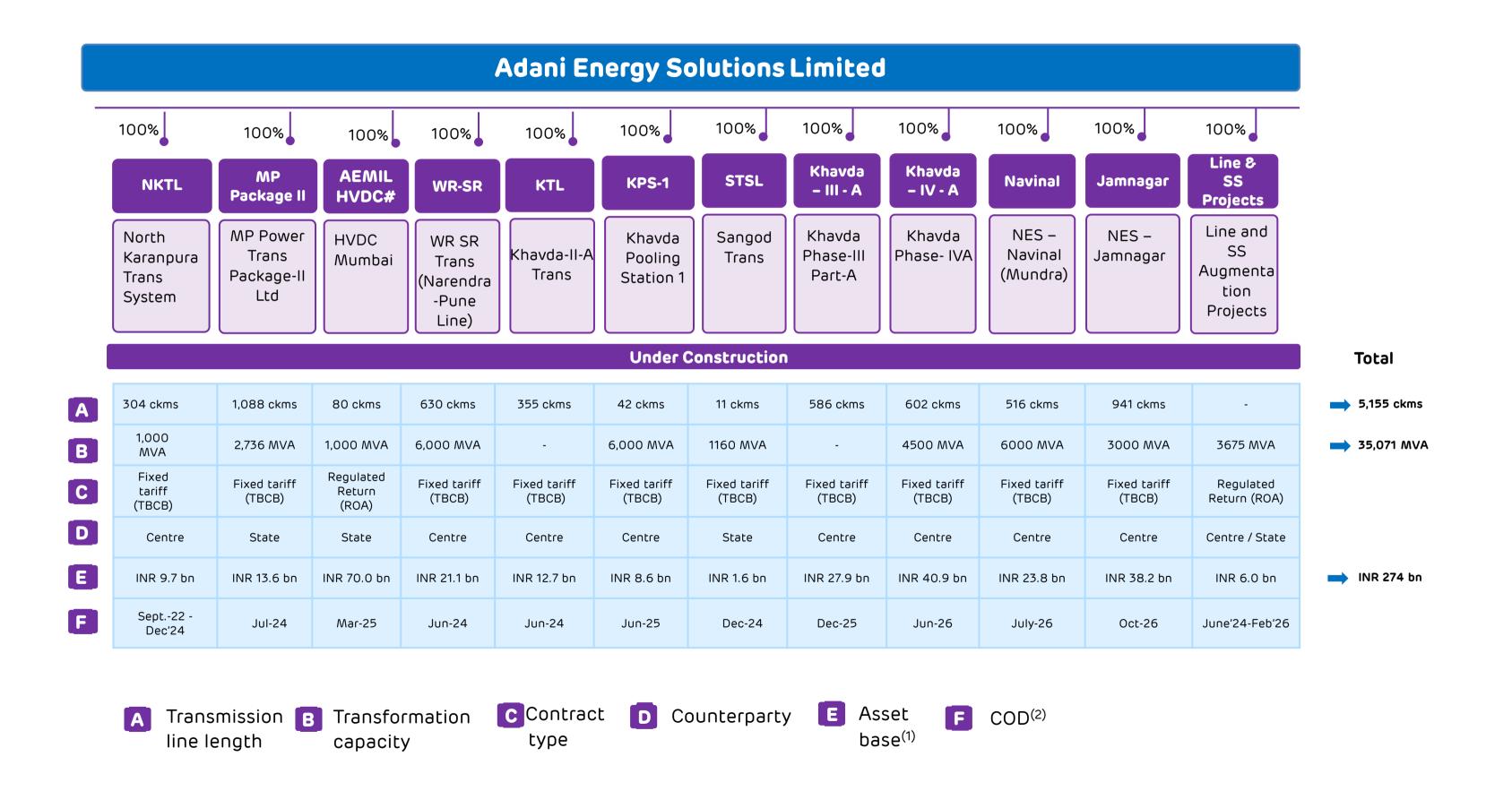
## AESL's Operational Asset Portfolio as of September 2024 (2/2)





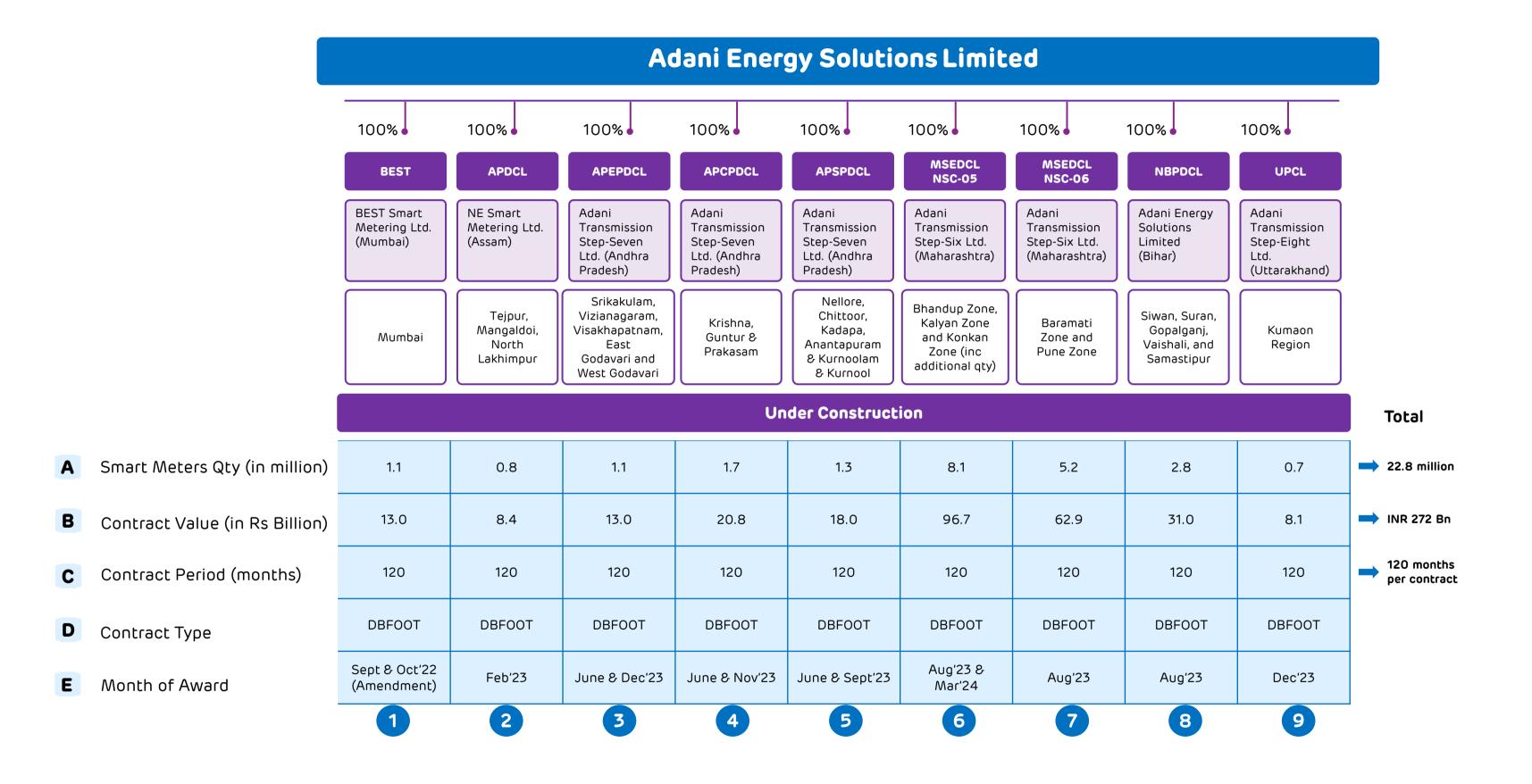
## AESL's Transmission Under-construction Asset Portfolio as of September 2024





## AESL's Smart Metering Under-construction Portfolio as of September 2024





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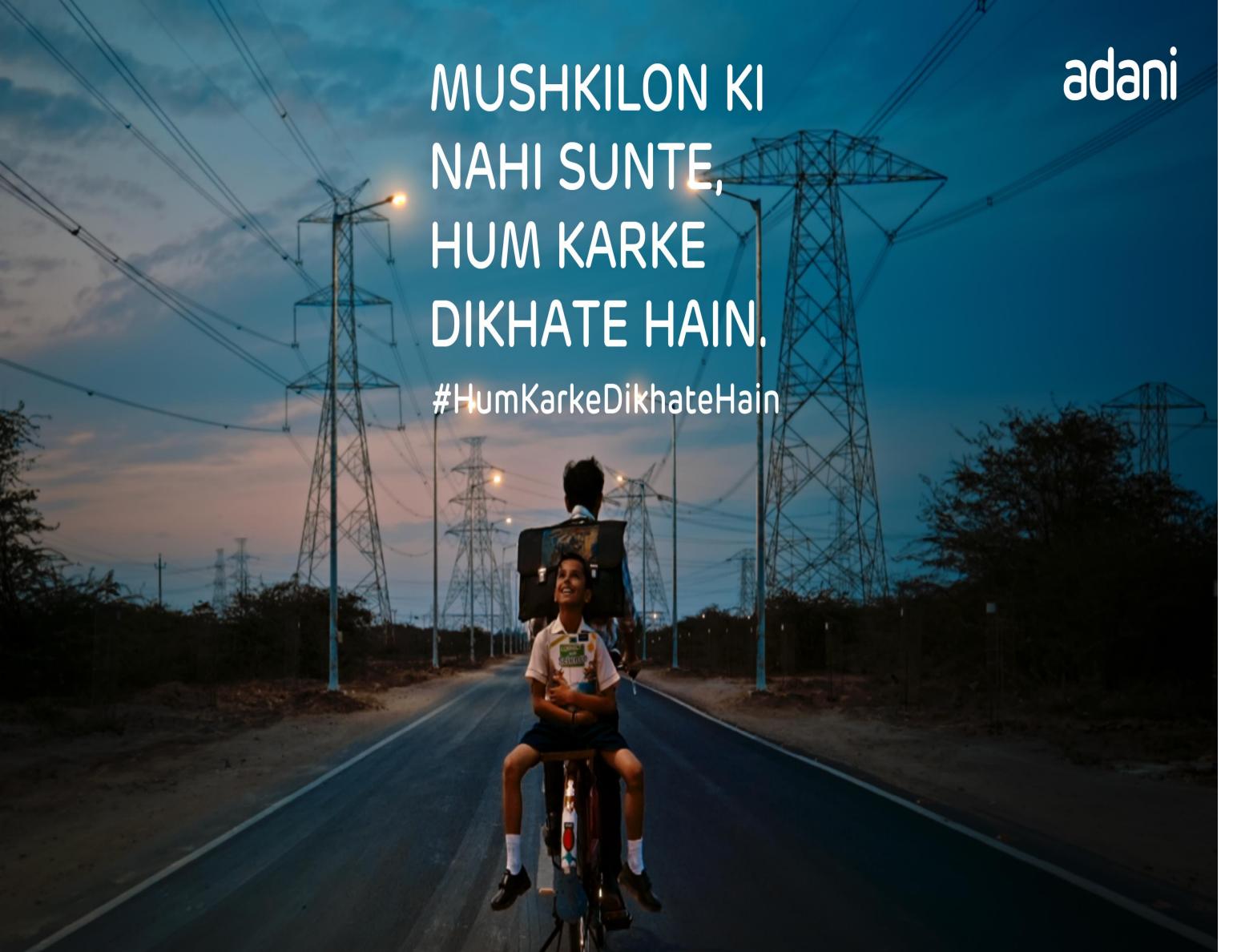
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