

13th January, 2025

**BSE Limited** 

P J Towers, Dalal Street,

Mumbai - 400001.

**Scrip Code: 539254** 

National Stock Exchange of India Limited

Exchange plaza,

Bandra-Kurla Complex

Bandra (E), Mumbai - 400051.

Scrip Code: ADANIENSOL

Dear Sir,

Sub: Provisional Operational Updates - Q3: FY 25

We are enclosing herewith the Provisional Operational Updates of the Company for Q3 – FY 25.

You are requested to take the same on your records.

Yours faithfully,

For Adani Energy Solutions Limited

Jaladhi Shukla Company Secretary

Encl: As above





# Adani Energy Solutions Limited

(Formerly known as Adani Transmission Limited)

Provisional Operational Update Q3FY25

January 2025

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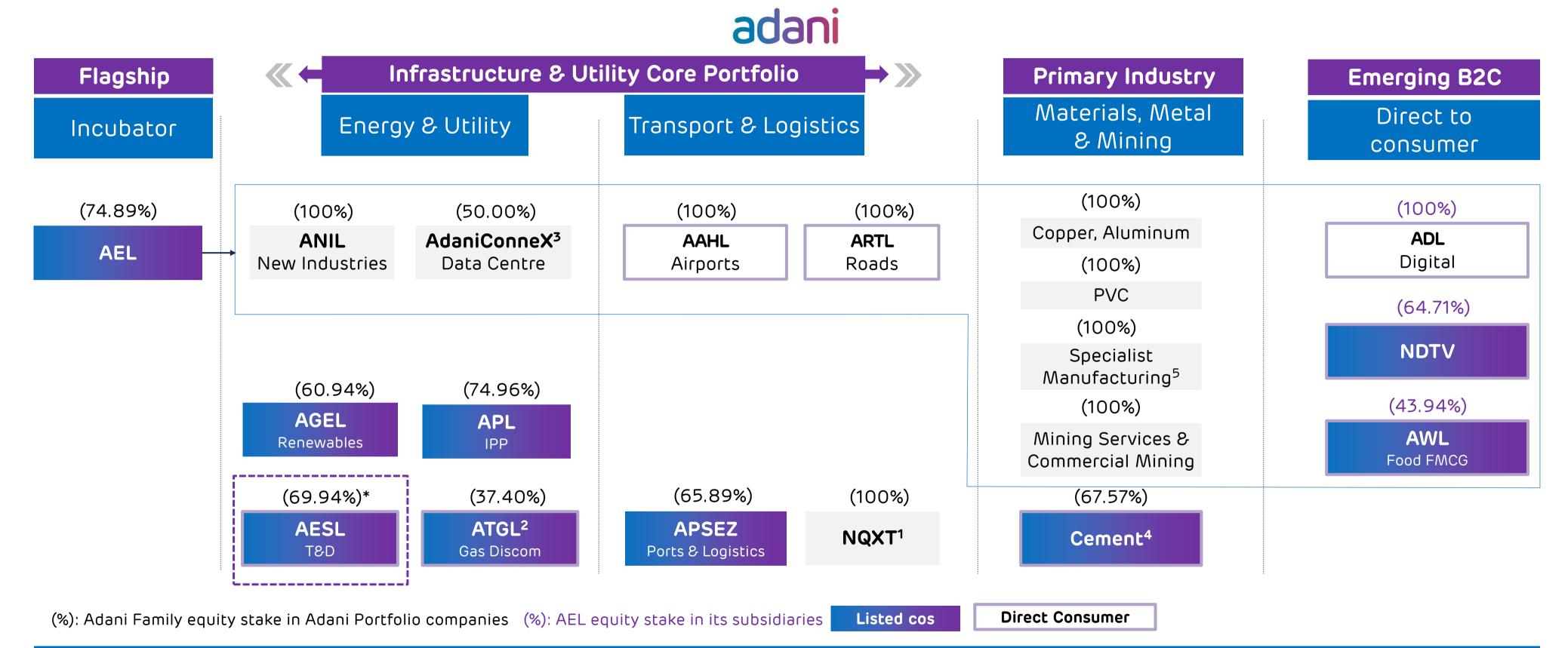




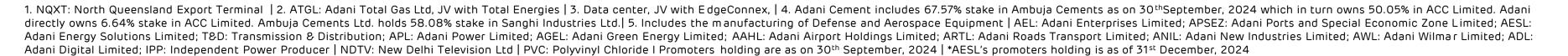
# Adani Portfolio

# Adani: A World Class Infrastructure & Utility Portfolio





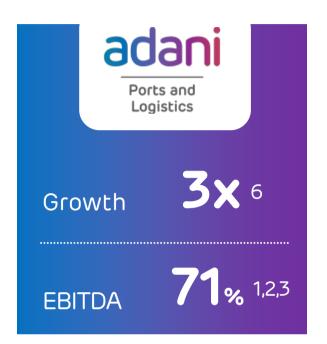
## A multi-decade story of high growth centered around infrastructure & utility core

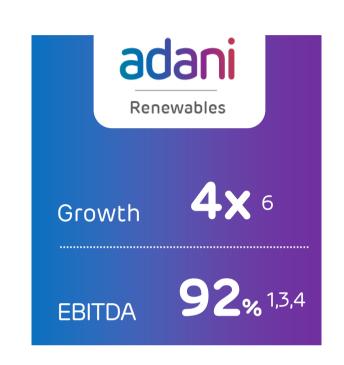


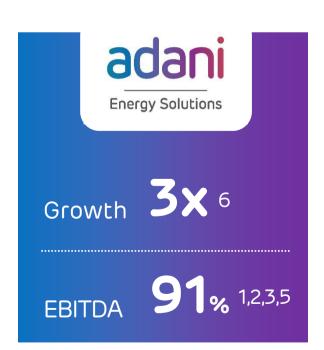
# Adani Portfolio: Decades long track record of industry best growth with national footprint

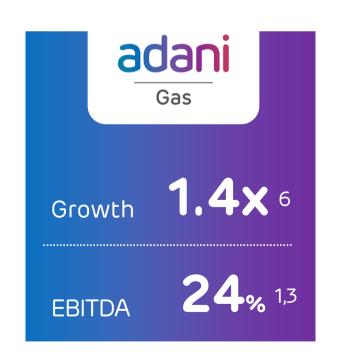


# Secular growth with world leading efficiency









# 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: Earning before Interest Tax Depreciation & Amortization I EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Forex Loss / (Gain) + Exceptional Items 4. EBITDA Margin represents EBITDA earned from power supply 5. Operating EBITDA margin of transmission business only, does not include distribution business I 6. Growth pertains to expansion and development aligned with market growth. Growth of respective Adani portfolio company vs. Industry growth is as follows: APSEZ's cargo volume surged from 13 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: Adani Total Gas Limited I APSEZ: Adani Ports and Special Economic Zone Limited I AESL: Adani Energy Solutions Limited I APSEZ: Adani Power Limited I AGEL: Adani Green Energy Limited I Growth represents the comparison with respective industry segment. Industry source: 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): Installed Capacity Report - Central Electricity Authority (cea.nic.in) I AESL (ckms): National Power Portal (npp.gov.in) | 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)



Line

Investment Case

Development

Longest Private HVDC World's largest (Mundra - Mohindergarh)

Renewable Cluster (at Khavda)

Framework

Growth Capital - Platform

Infrastructure Financing





**Energy Network Operation Center** 



# **MANAGEMENT**

ACTIVITY

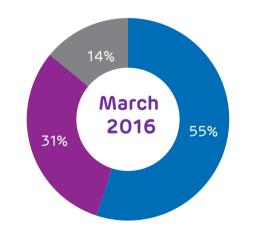
**ERFORMANCE** 

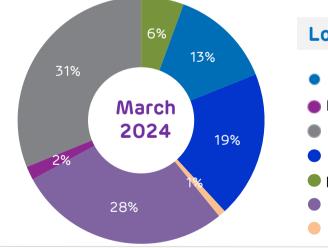
Strategic value Mapping

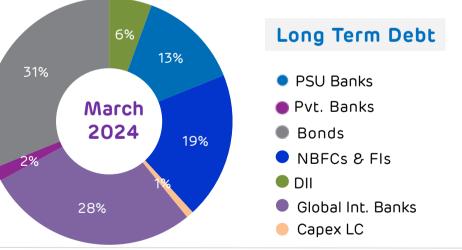
Policy, Strategy & Risk Framework



**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 **26,485 ckm**<sup>(1)</sup>

Built Longest Private HVDC Line (2)

### **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 (4.66% in Q3FY25 in AEML)

Highest EBITDA margin in the sector (92% 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 36%** 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 Rs 8,373 crore via QIP, making it the largest fundraise in the Indian power sector

Secured primary and secondary equity investments from marquee investors

# 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





# Q3FY25 - Executive Summary

# AESL: Executive Summary – Performance in Q3FY25



Transmission Business	<ul> <li>Maintained robust system availability of 99.7% in Q3FY25</li> </ul>
	<ul> <li>Added 225 ckm during Q3FY25, with total transmission network at 26,485 ckm</li> </ul>
	<ul> <li>Won two new projects - Khavda Phase IV Part-D with a project cost of Rs 3,455 crore and Rajasthan Phase III Part-I (Bhadla – Fatehpur HVDC) with a preliminary project cost of ~Rs 25,000 crore</li> </ul>
	<ul> <li>Received LOI for Rajasthan Phase III Part-I (Bhadla – Fatehpur HVDC transmission line). This is the company's largest order win till date</li> </ul>
	<ul> <li>The new project wins in FY25 have bolstered the under-construction project pipeline to ~Rs 54,700 crore from ~Rs 17,000 crore at the start of the year</li> </ul>
	AEML:
Distribution Business (AEML and MUL)	The distribution loss in AEML improved to 4.66%
	Maintained supply reliability (ASAI) of more than 99.9%
	• In Q3FY25, total units sold rose by 3% YoY to 2,574 million units driven by rising demand
	• E-payment as a % of total collection increased to 83.58%, signifying higher digital adoption
	MUL:
	<ul> <li>With robust industrial and commercial demand, the units sold in MUL increased by 30% YoY to 236 million units vs 182 million units last year</li> </ul>
Smart Metering Business	The under-construction pipeline stands at 22.8 million smart meters across nine contracts
	<ul> <li>The smart meter installation is progressing well with higher ramp-up expected in Maharashtra circle</li> </ul>
	The untapped market opportunity is 101 million smart meters

### Other Key Recent Updates:

- Fully commissioned MP package 2 transmission line
- AESL was the lowest bidder in the cancelled smart metering tender of 8.2 million meters in Tamil Nadu. The order quantity of 8.2 million meters was not part of its existing pipeline of 22.8 million meters. The company will take part in the rebidding.
- AESL has joined UNEZA, a global alliance for clean energy and renewable infrastructure development. The company is first in power and utilities segment in India to join the global alliance, focused on developing grid infrastructure for green energy evacuation
- The share of renewable power supplied to the Mumbai circle stands at 36% as of December 31, 2024, and on track to achieve 60% by FY27
- AEML has honored with a silver certificate by Arogya
  World in the "Healthy Workplace" category. This
  reflects company's commitment to prioritize employee
  health and well-being, in line with the WHO standards
- AESL's CSA score from S&P Global has improved to 73/100 as of November 2024, surpassing the global electricity utilities average at 42/100. This was driven by improvements in product stewardship, climate strategy, and human capital engagement categories

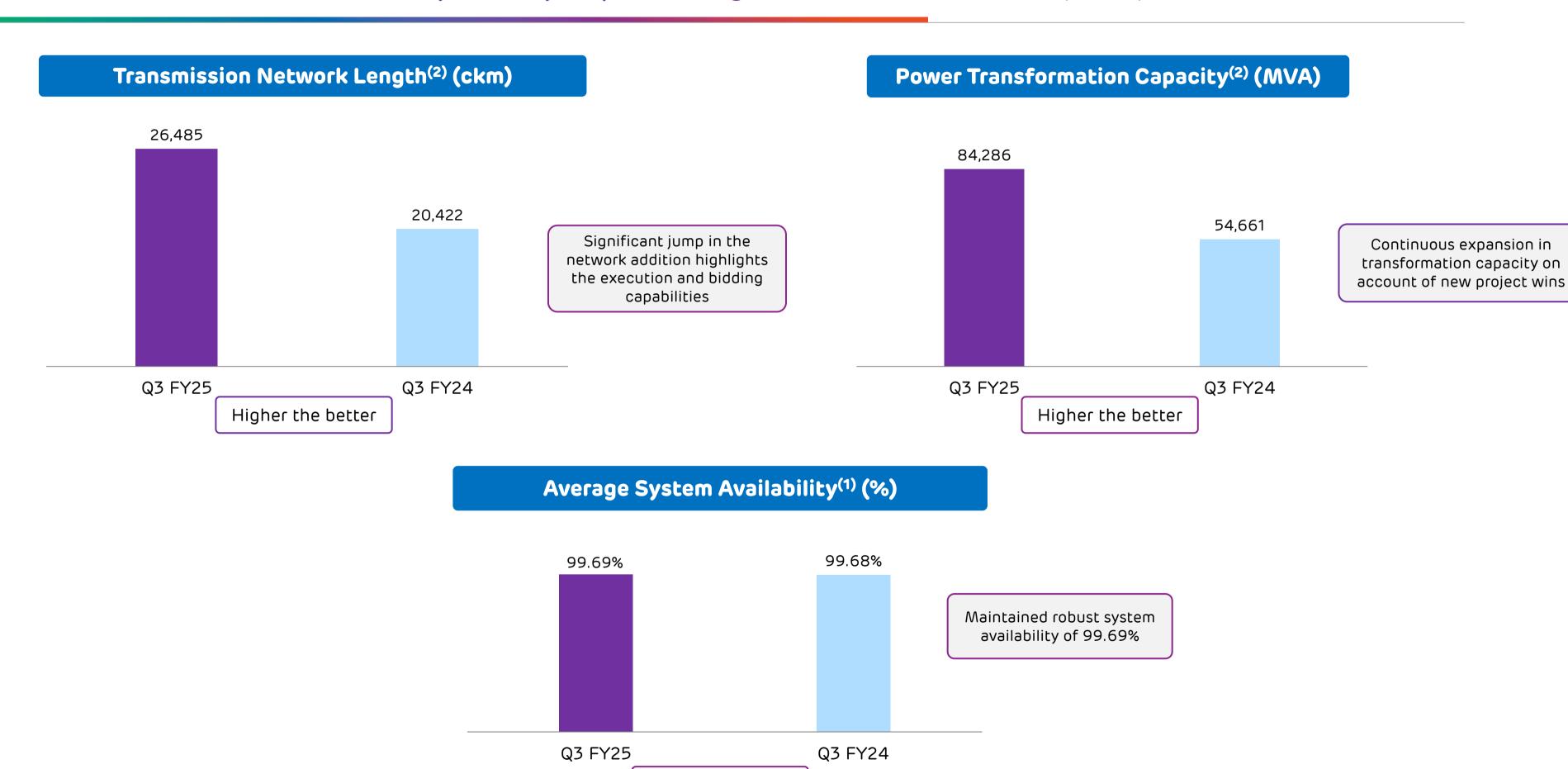




# Q3FY25 Operational Performance (YoY)

# AESL: Transmission Utility - Key Operating Metrics Q3FY25 (YoY)

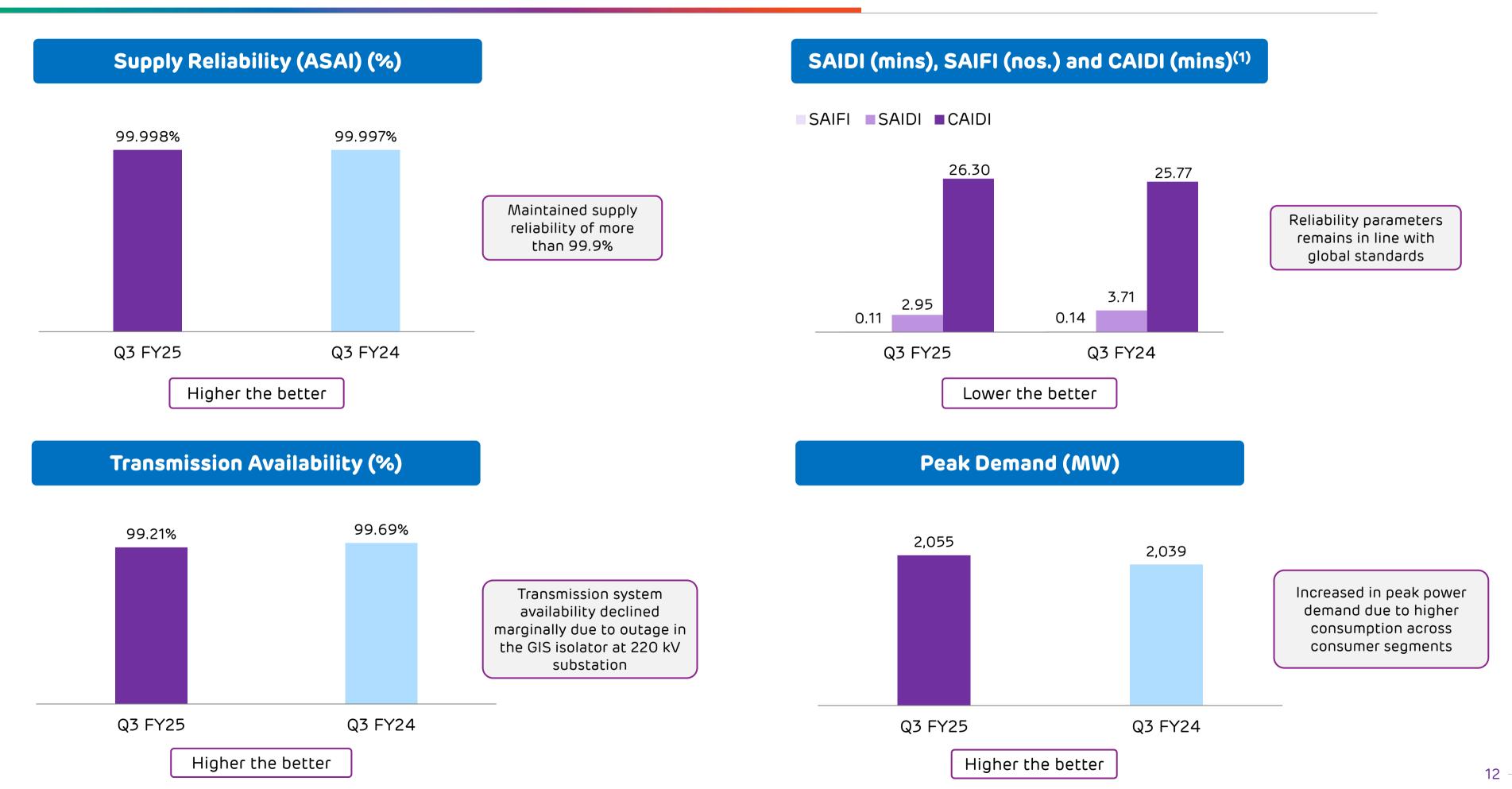




Higher the better

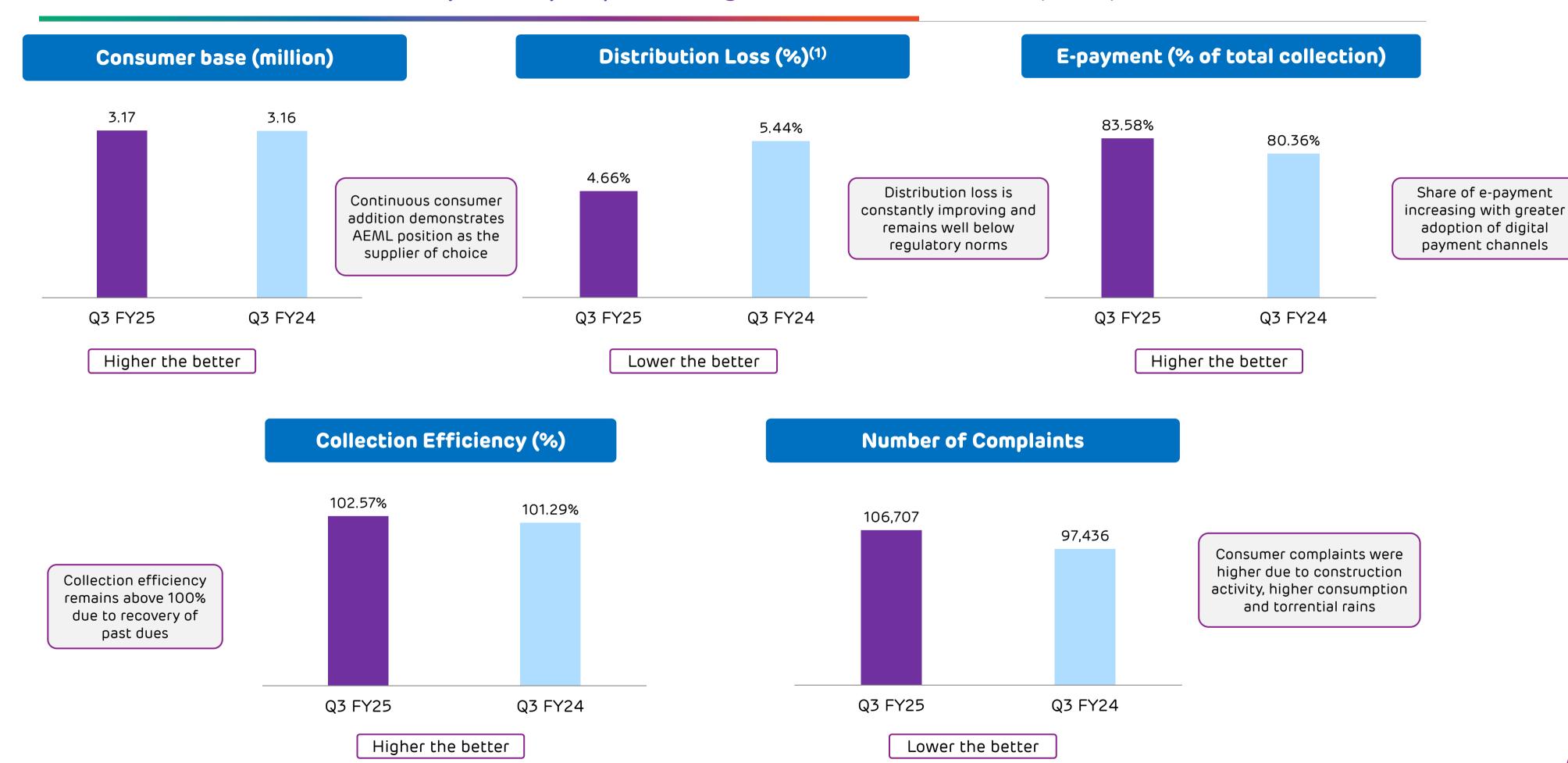
# **AEML:** Distribution Utility – Key Operating Metrics Q3FY25 (YoY)





# AEML: Distribution Utility - Key Operating Metrics Q3FY25 (YoY)

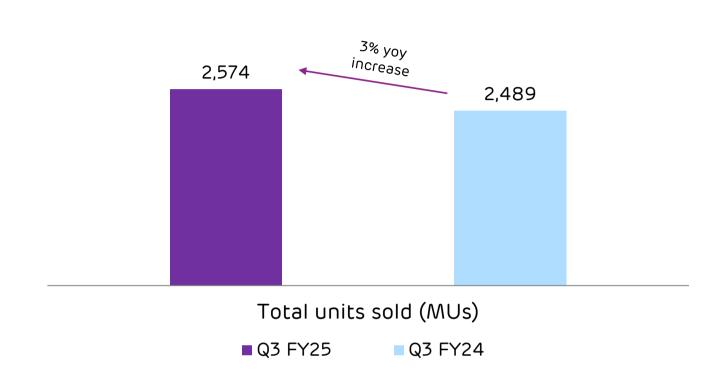




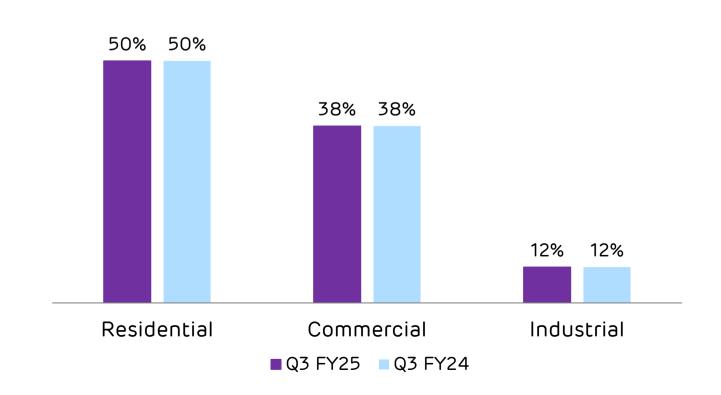
# AEML and MUL: Volume and Consumer Mix Q3FY25 (YoY)



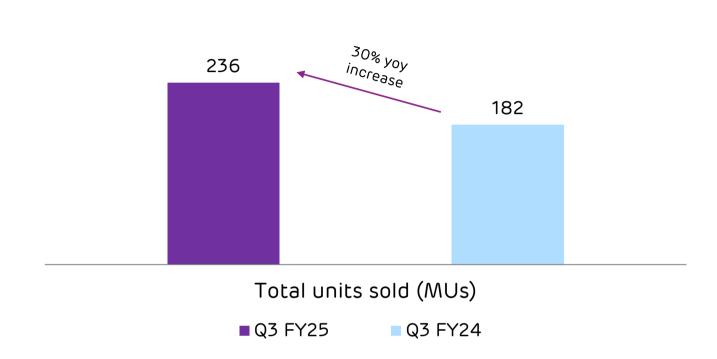




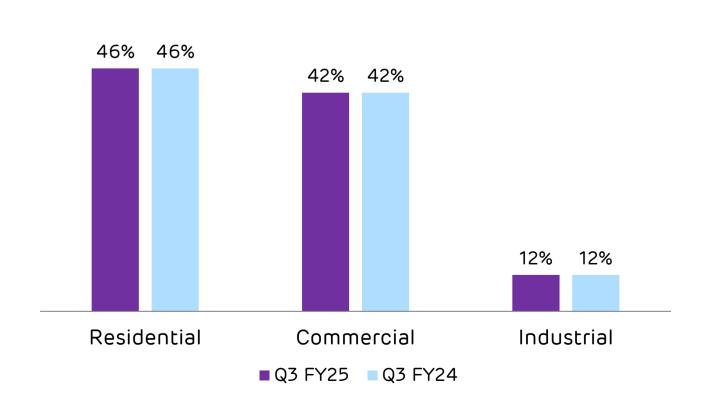
### AEML - Consumer-wise volume mix %



### MUL - Total Units Sold (MUs)



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







# Annexure

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



Won two new projects - Khavda Phase IV Part-D with a project cost of Rs 3,455 crore and Rajasthan Phase III Part-I (Bhadla – Fatehpur HVDC) with a preliminary project cost of ~Rs 25,000 crore Fully commissioned MP Package-2 transmission line which will strengthen transmission system in the eastern region of Madhya Pradesh by adding 1,088 ckm to the transmission network

Received LOI for Rajasthan Phase III Part-I (Bhadla – Fatehpur HVDC transmission line). This is the company's largest order win till date

AESL's CSA score from S&P Global has improved to 73/100 as of November 2024, surpassing the global electricity utilities average at 42/100. This was driven by improvements in product stewardship, climate strategy, and human capital engagement categories

AESL has joined UNEZA, a global alliance for clean energy and renewable infrastructure development. The company is first in power and utilities segment in India to join the global alliance, focused on developing grid infrastructure for green energy evacuation

Adani Electricity and Adani Foundation organized a month-long "Eye Check-up Camp", across 94 locations. 3,000 underprivileged women received eye care through "Swabhimaan Initiative" and over 17,320 children under "Utthan Project" benefited from the camp

AEML received the OHS Indian 2024 Award at the 10<sup>th</sup> Edition of OSH India Awards in the "Excellence in Occupational Health and Safety Management System - Technology and Services" category, recognizing the company's commitment to a safe and sustainable work environment

AEML has honored with a silver certificate by Arogya World in the "Healthy Workplace" category. This reflects company's commitment to prioritize employee health and well-being, in line with the WHO standards

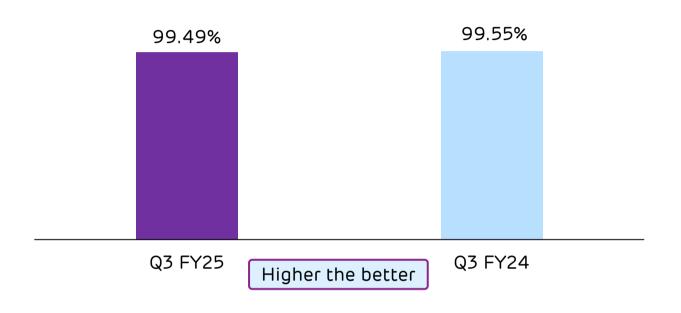
Adani Electricity has honored with a "Gold" trophy and 2 commendations at the Annual Conventions on Quality Concepts (CCQC-2024) for promoting "5S at Home" initiative, recognizing its contributions to holistic business performance, operational efficiency and people development

# AESL: Q3FY25 (YoY) - Line availability across asset groups



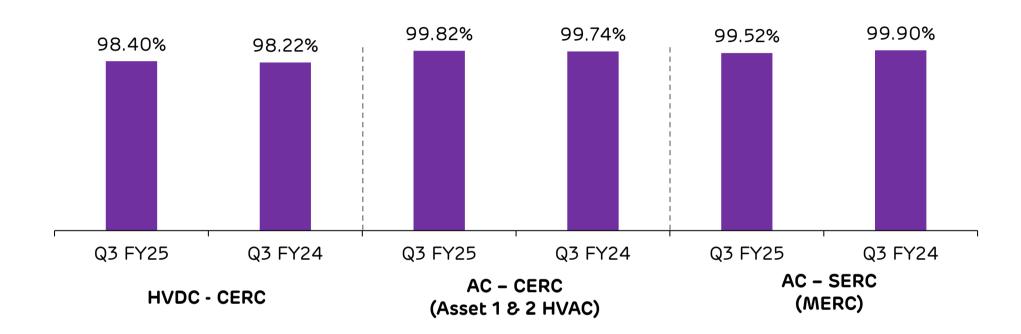
## Average Availability Across Operational Assets %(1)

### Line Availability - ATSOL Obligor Assets

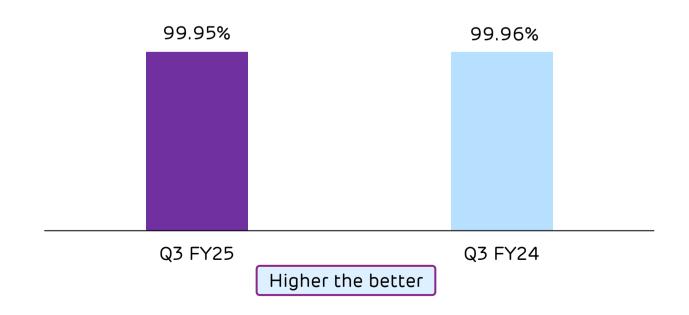


## Focus on Maximizing Average Availability %

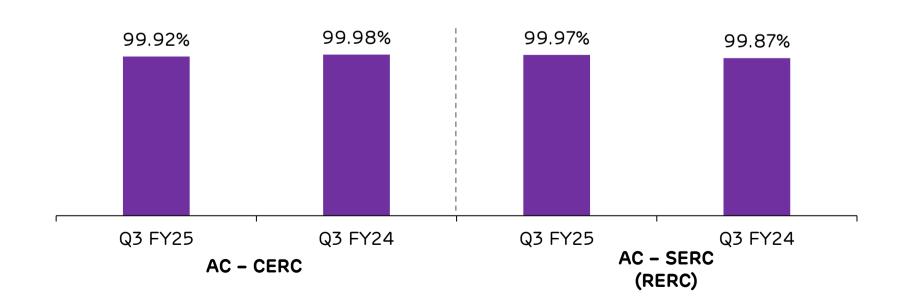
### Average Availability – ATSOL Obligor Assets



### Line Availability - USPP Assets

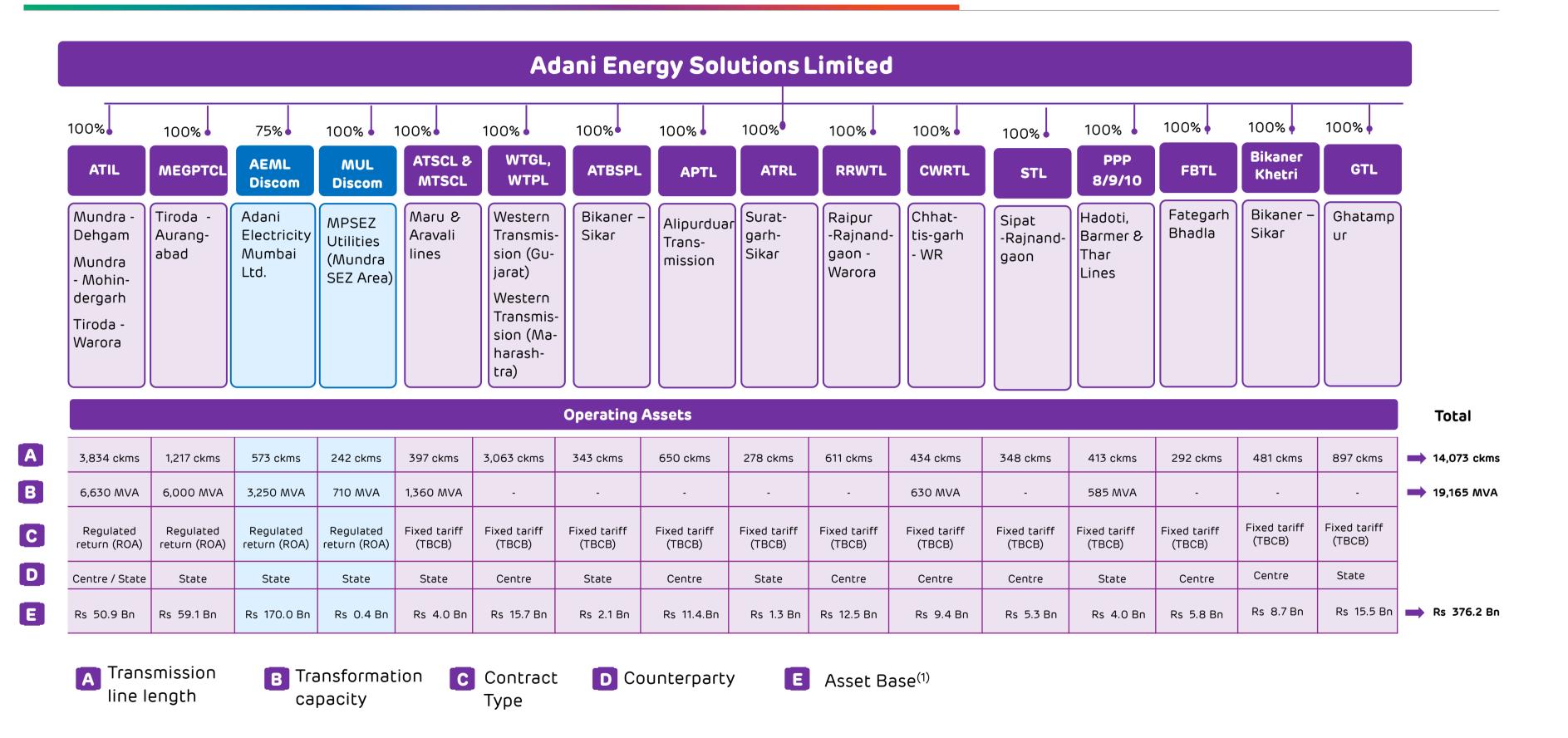


### Average Availability – USPP Assets



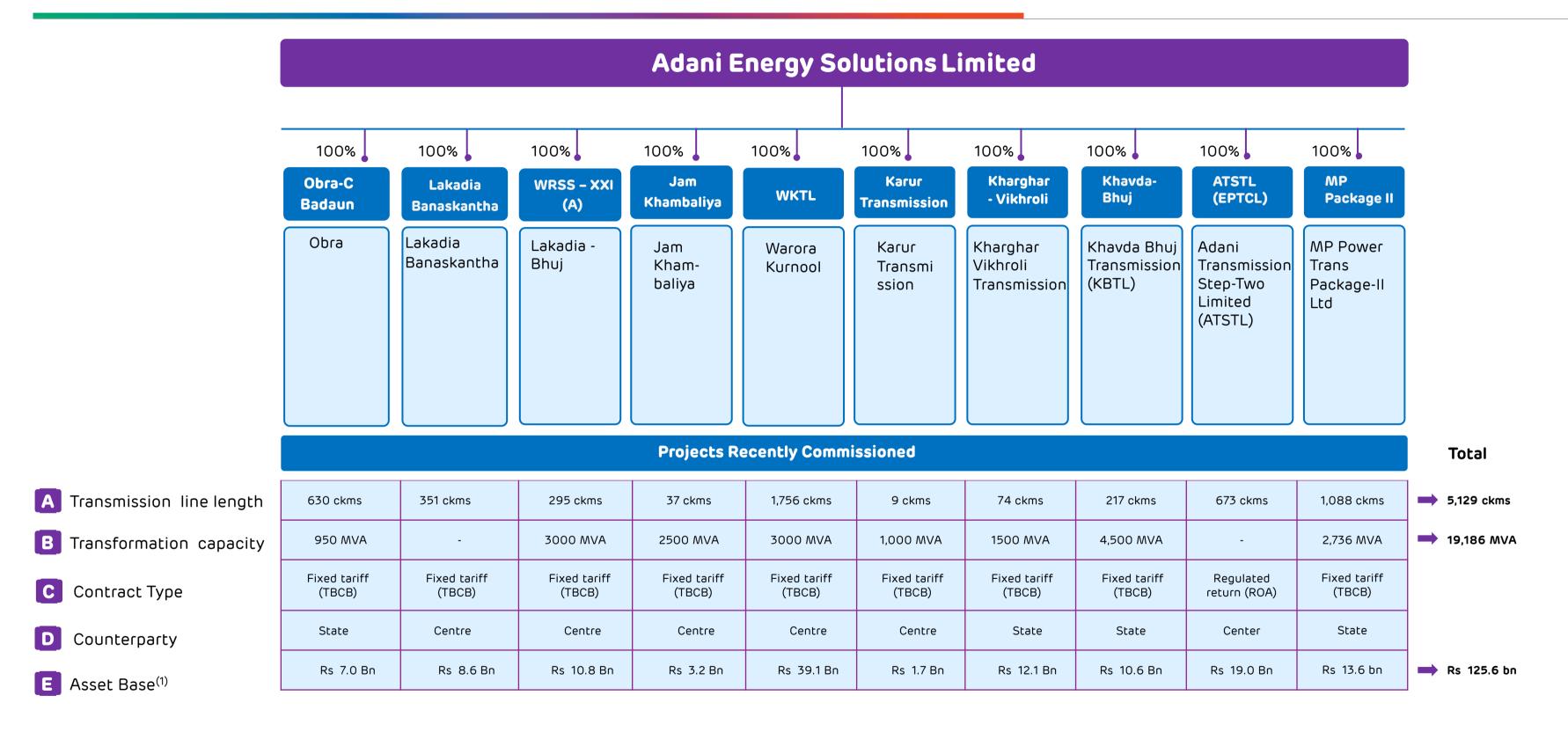
# AESL's Operational Asset Portfolio as of December 2024 (1/2)





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





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

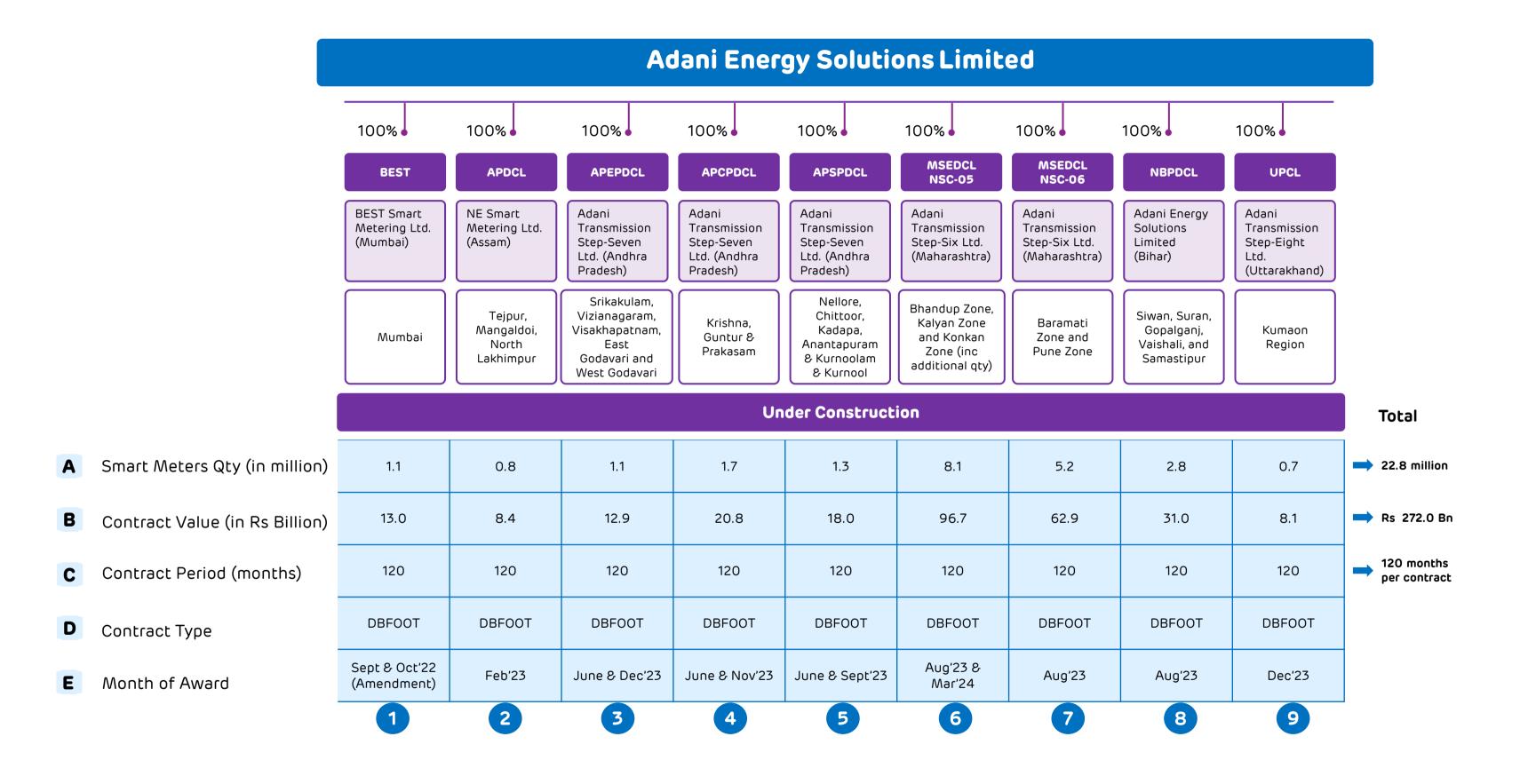




line length capacity type base<sup>(1)</sup>

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





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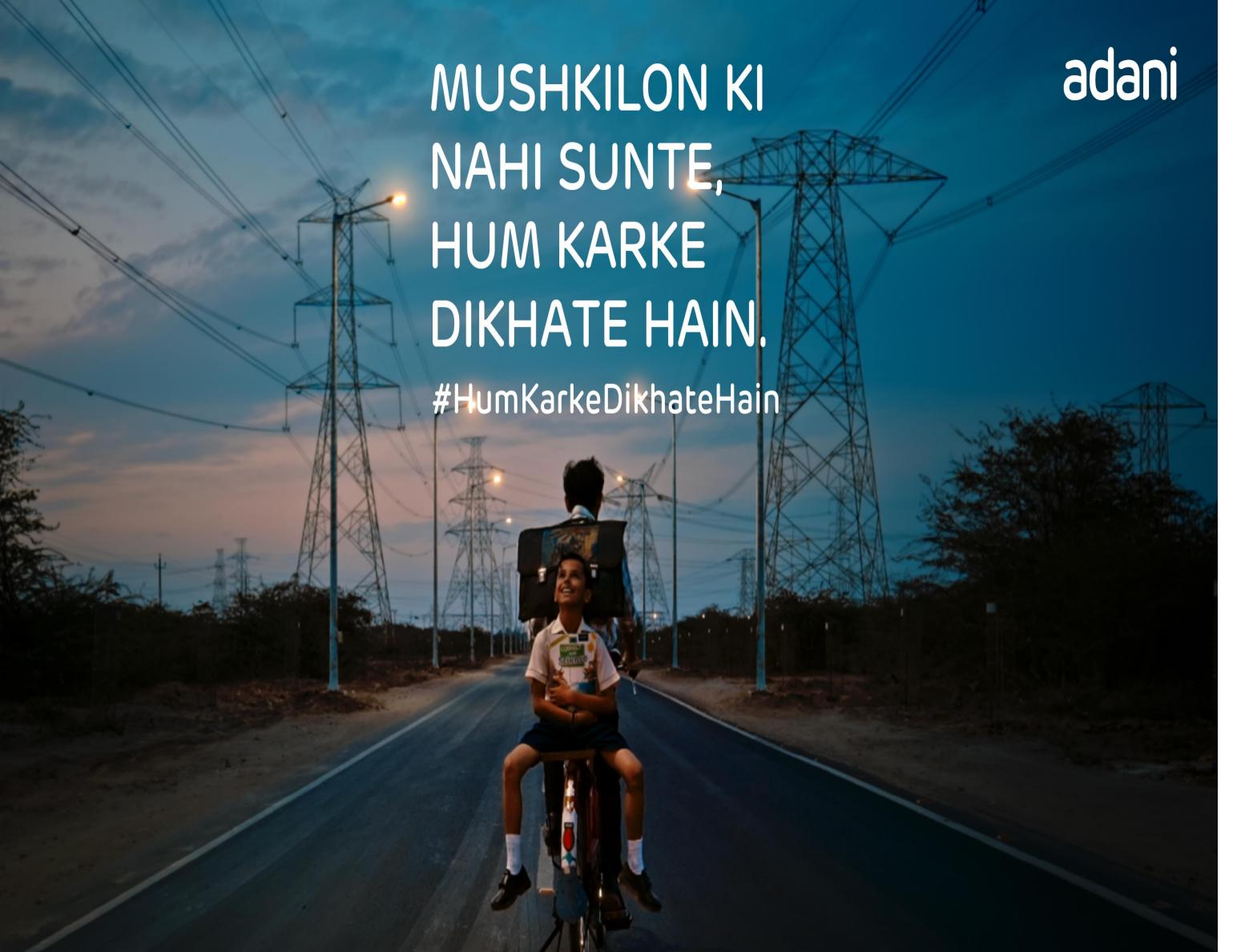
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