

Date: 29th January, 2025

To The Compliance Manager BSE Limited Corporate Relationship Dept., Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001. To The Manager, Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051

Scrip Code: 544283

Symbol: ACMESOLAR

Subject: Investor Presentation of ACME Solar Holdings Limited (the "Company")

**Ref:** Information under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations") and our earlier intimation through our letters dated January 25, 2025 in regards to Earnings Call with analyst(s)/institutional investor(s)

Dear Sir/Ma'am,

In accordance with Regulation 30 read with Schedule III of the Listing Regulations, please find enclosed a copy of 'Investor Presentation' in connection with the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended on December 31, 2024.

The aforesaid information is being uploaded on the Company's website (www.acmesolar.in).

Thanking you,

For ACME Solar Holdings Limited

Rajesh Sodhi Company Secretary and Compliance Officer Membership No.: F3043

Encl: As above

**ACME Solar Holdings Limited** 



## **ACME Solar Holdings Limited**

**Earnings Presentation – Q3 FY2025** 

January 2025



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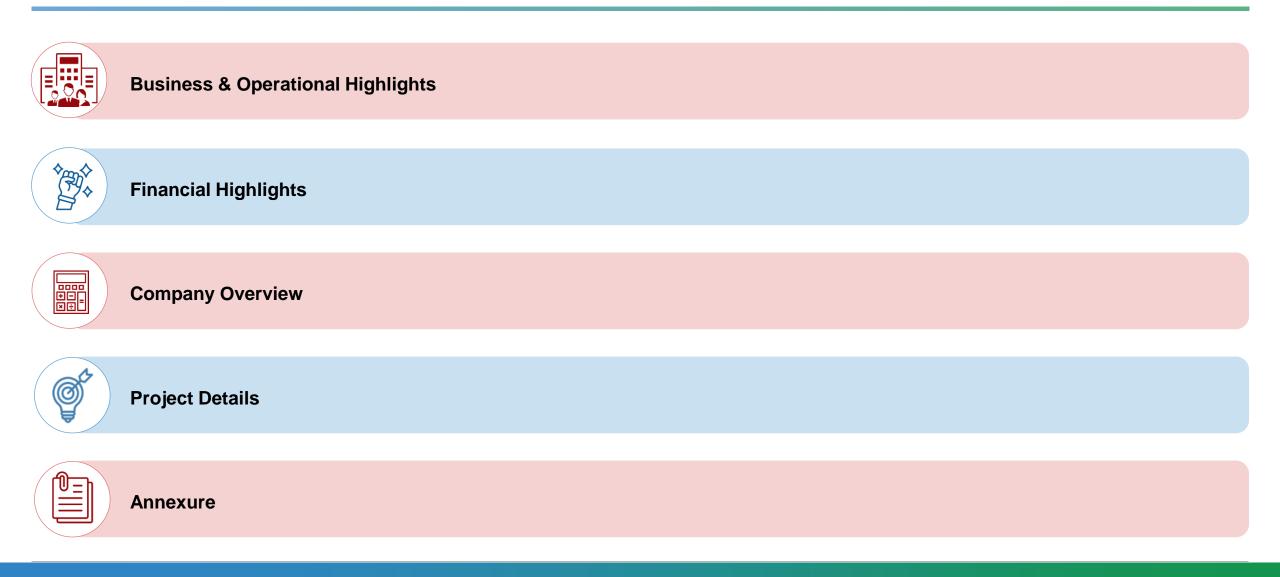
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Agenda



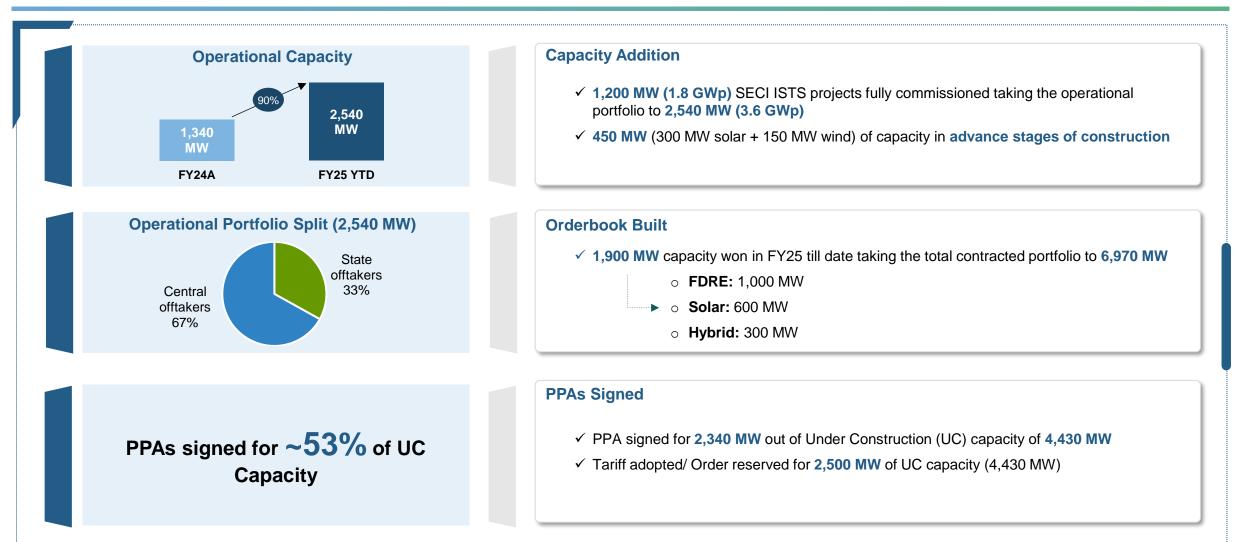


# **Business & Operational Highlights**

Image source: ACME ISTS Project

# **Business Highlights YTD (1/2)**





## **Business Highlights YTD (2/2)**

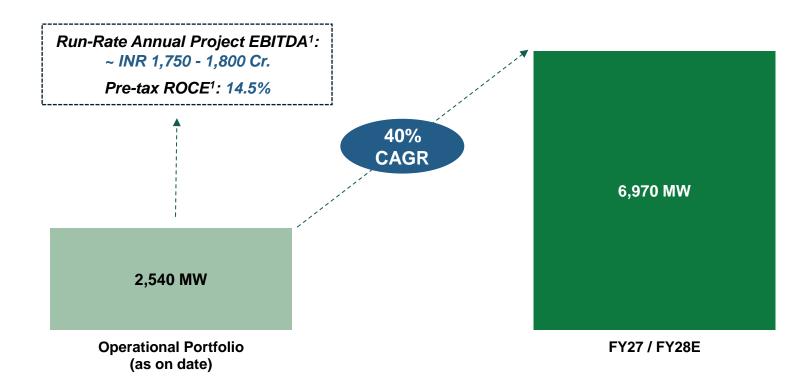


**Financing Update** Net Debt Reduction (INR Cr) ✓ Debt reduced by ~INR 2,070 Cr through of IPO proceeds till date ✓ Debt sanctioned for 1,700 MW UC projects amounting ~INR 16,500 Cr ✓ Debt tied up for refinancing of operational projects of ~INR 5,500 Cr at an average rate of 8,755 6,882 8.8% p.a. resulting in: Expected cash release of ~INR 650 Cr Q2 FY25 Q3 FY25 Reduction in cost of debt by ~70 bps for refinanced projects **Grid Connectivity for UC Capacity Grid Connectivity** ✓ Grid connectivity in place for 4,430 MW of UC capacity 100% ✓ Connectivity (applied + secured) of ~2,000 MW available for future bids Secured

## **Capacity Roadmap**



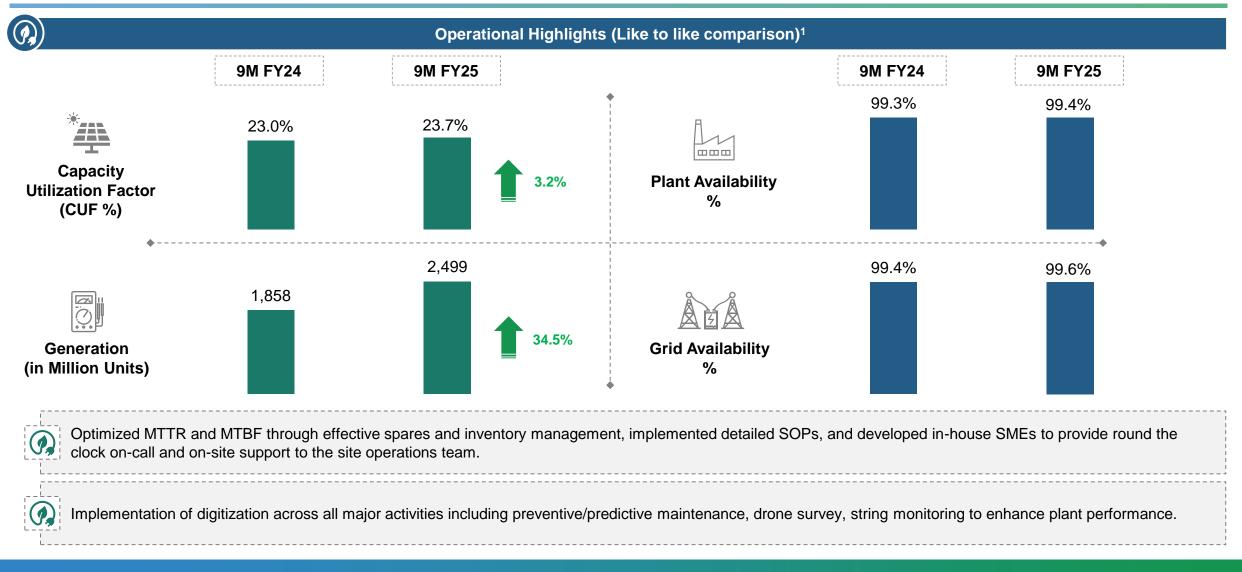
Target to have a portfolio of 10 GW contracted capacity by 2030



1. Pre-tax ROCE calculated as: Run Rate EBITDA/Gross Block. Expected Annual Run-Rate EBITDA calculated basis full and steady operations of 2,540 MW of capacity and does not include any Holdco. expenses. Gross Block calculated as: Gross block less EPC margin realized within the ACME group

## **Operational Highlights**





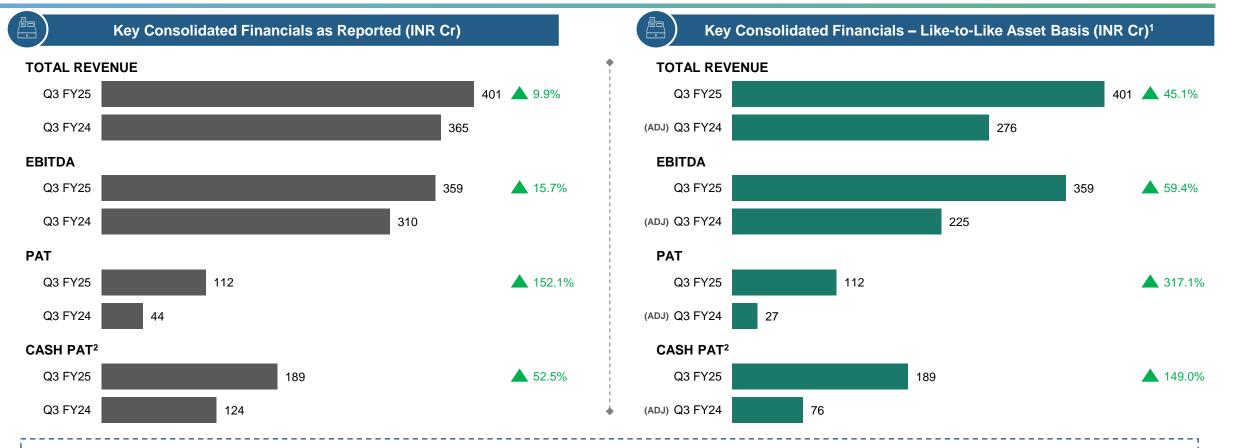
1. The Operational Highlights for 9M FY24 have been adjusted for 369 MW assets monetised in Q4 FY24 to enable a like-to-like comparison with 9M FY25 MTBF: Mean Time Before Failure; MTTR: Mean Time To Repair



Image source: ACME ISTS Project

## Consolidated Financials Highlights – Q3 FY25 Y-o-Y





#### **Remarks on Reported Financials:**

- Revenue has increased by 10% for the quarter on a y-o-y basis majorly on account of phased commissioning of 1200 MW SECI ISTS project
  - Healthy EBITDA margin of 90% in Q3 FY25 compared to 85% in Q3 FY24 on account of favorable operating leverage
- PAT margin stood at 28% in Q3 FY25 compared to 12% in Q3 FY24

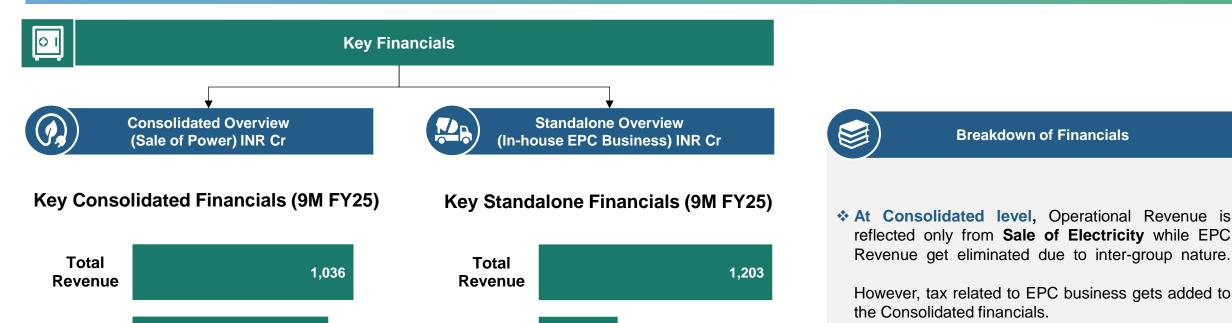
More details related to monetized asset financial adjustment in Slide #27

1. 369 MW of operational assets were monetized in Q4 FY24 which contributed INR 88 Cr to the Total Revenue in Q3 FY24. For like-to-like periodic comparison with Q3 FY25, the financials of Q3 FY24 have been adjusted to factor the impact of monetized assets

2. Cash PAT has been computed as PAT+ Depreciation +/(-) Exceptional items

## **Financial Highlights – 9M FY25**





At Standalone level, the financials represent the EPC Revenue for performing EPC for its wholly owned subsidiaries.

EBITDA

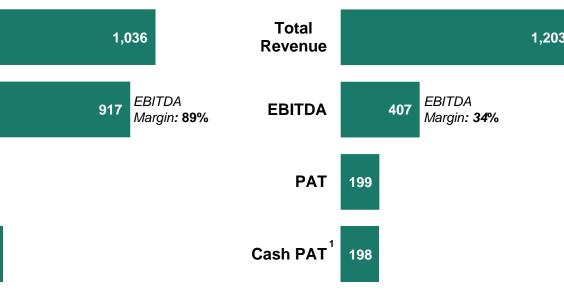
Cash PAT<sup>1</sup>

PAT

129

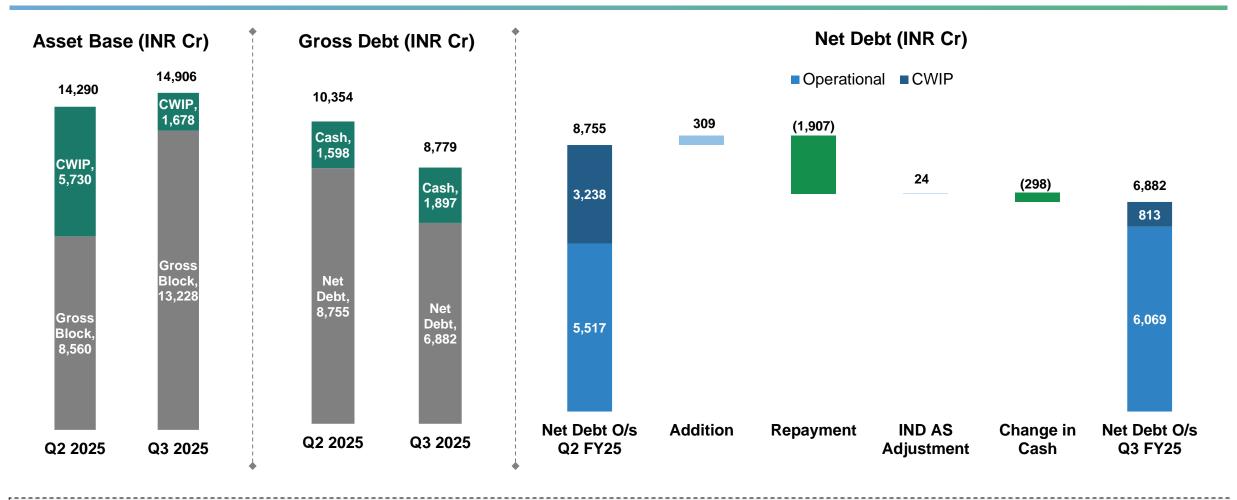
321

#### 11



## **Gross Block and Net Debt Movement**

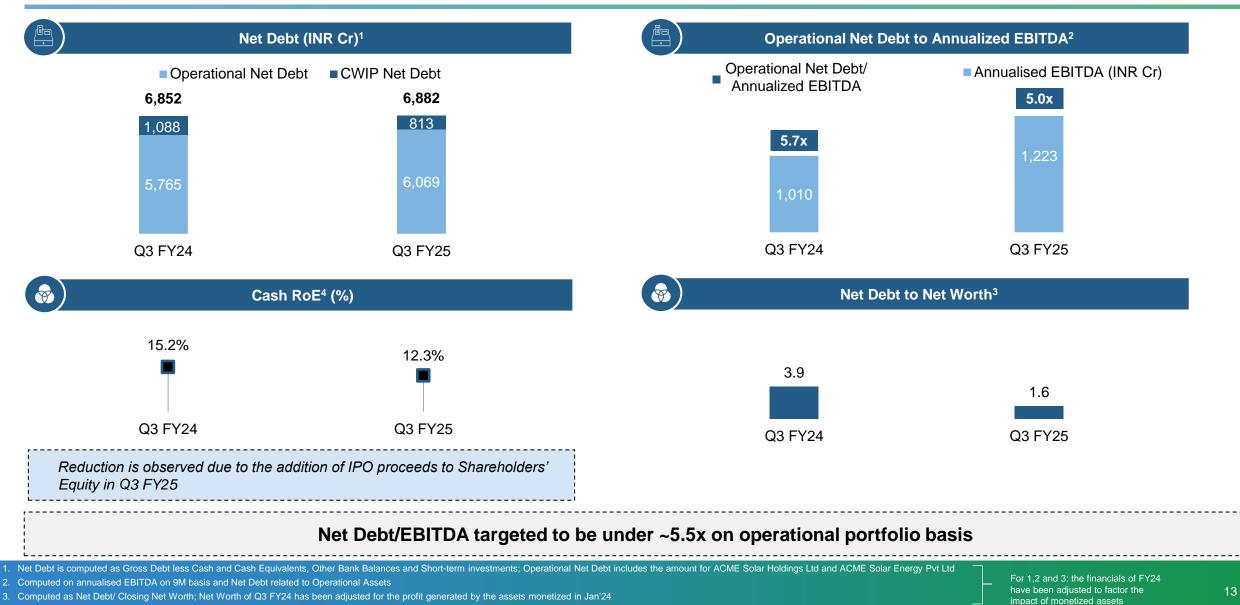




*IPO Proceeds of ~INR 2,070 Cr have been utilised till date<sup>1</sup> towards debt repayment resulting in substantial reduction in O/S Debt* 

## **Other Financial Highlights**

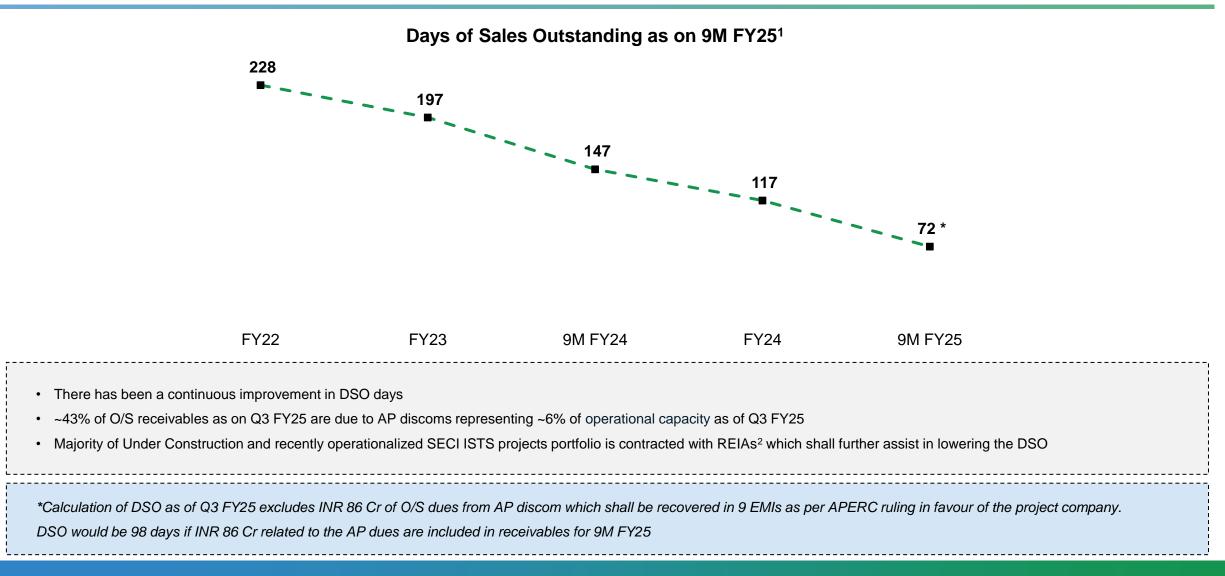




4. Computed as annualised Cash PAT on 9M basis divided by average net worth as of the beginning of the financial year and closing balance of the reporting period basis reported numbers

## **Continued Improvement in Days of Sales O/S**





1. Days of Sales O/s calculated as total trade receivables divided by Revenue from Operations times number of days in the relevant period

2. REIA: Renewable Energy Implementing Agency (SECI, SJVN, NTPC, NHPC)

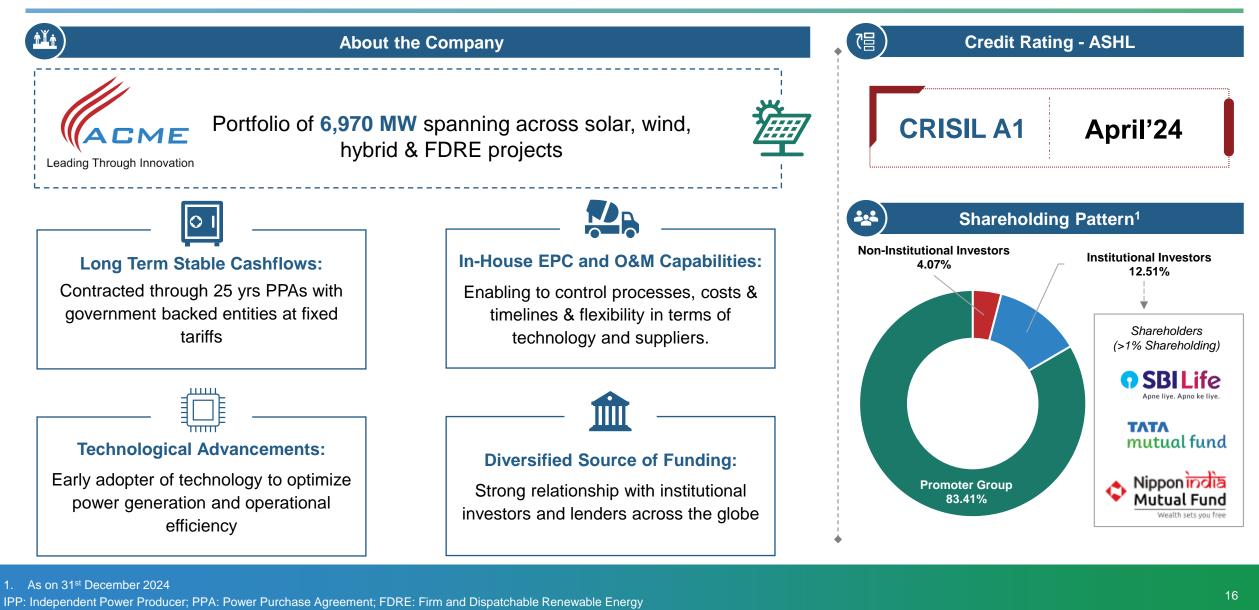


# **Company Overview**

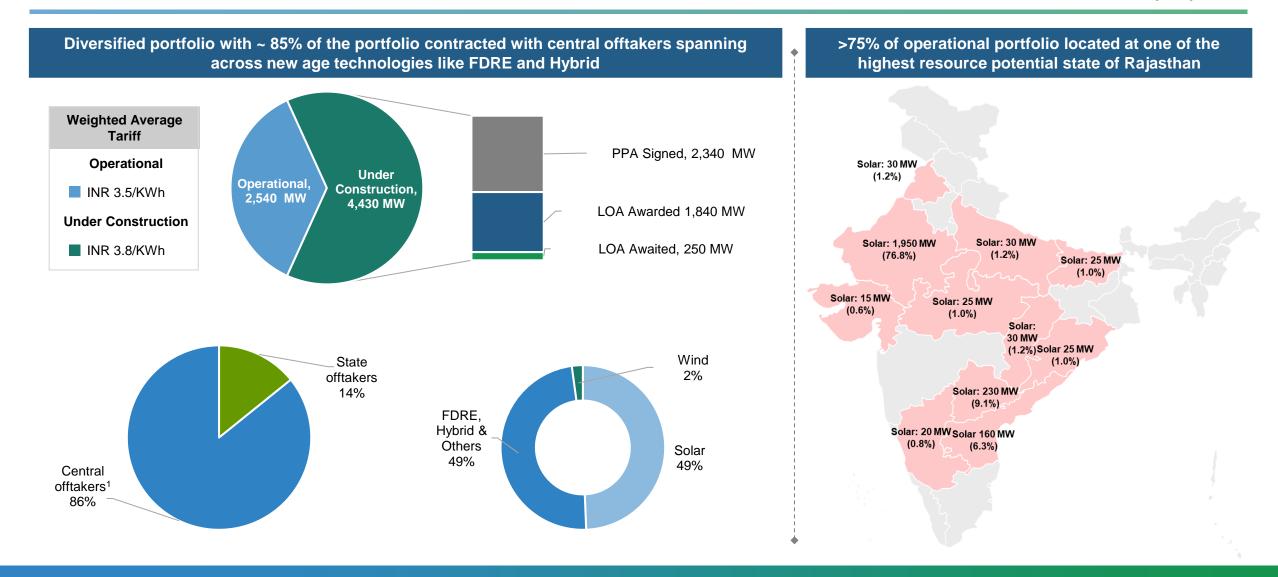
Image source: ACME ISTS Project

### ACME Solar One of the Largest Renewable Energy IPPs in India





## Portfolio with Strong Offtakers located at Strategic Locations



## **Awards and Recognitions**





#### ACME Shines with the inauguration of 1,200 MW Solar Plant



Inauguration of the 1,200 MW SECI ISTS solar power project in Jaisalmer, Rajasthan, by Hon'ble Union Minister Mr. Pralhad Joshi marks a significant milestone in clean energy.

This landmark project will generate 3,000 million units annually, reducing carbon emissions by 2.6 million tonnes per year.



BharatSolarExcellenceAward - Solar Ground MountProject of the year - IPP2025 toACMEPowertech 300 MW project



Largest Single Location Solar Power Plant in Rajasthan – SECI 1200 MW ISTS at the Power Awards 2025 by the Independent Power Producers Association of India (IPPAI)

## Peer Comparison – Q3 FY25



Particulars	ACME Solar	NTPC Green*	Adani Green**
Solar Capacity (MW)	2,540	3,375	7,756
Wind Capacity (MW)	-	100	1,714
Hybrid Capacity (MW)	-	-	2,140
Total Operational Capacity (MW)	2,540	3,475	11,610
CUF - Solar	23.70%	NA	23.50%
			(INR Cr)
Total Revenue	401	581	2,630
EBITDA <sup>1</sup>	359	500	2,173
EBITDA Margin (%) <sup>2</sup>	90%	86%	83%
PAT	112	66	474
PAT Margin (%) <sup>2</sup>	28%	11%	18%
Cash PAT <sup>3</sup>	189	260	1,105

\* - Data sourced from company financials and NTPC earnings call \*\* - Data sourced from company financials and earnings presentation

1. EBITDA calculated as Revenue from Operations + Other Income - Cost of goods sold - Employee benefits expense - other expenses

2. EBITDA margin and PAT margin has been calculated as EBITDA/Total Revenue and PAT/Total Revenue respectively. Total Revenue includes Revenue from Operations and Other Income.

3. Cash PAT has been computed as PAT+ Depreciation +/(-) Exceptional items



## **Operational Portfolio Overview (1/2)**



Name of Project SPV(s)	State	Туре	Capacity (in MW)	Off-taker	Tariff (INR/kWh)	COD	PPA Tenor (years)
ACME Solar Technologies (Gujarat) Private Limited	Gujarat	Solar	15	GUVNL	First 12 years - 15.00 Next 13 years - 5.00	Mar-12	25
ACME Solar Energy MP Private Limited	Madhya Pradesh	Solar	25	MPPMCL	8.05	Phase I (10MW) - December 2013 Phase II (15MW) - January 2014	25
ACME Odisha Solar Power Private Limited	Odisha	Solar	25	Off-taker	7.28	Jun-15	25
Acme Raipur Solar Power Private Limited	Chhattisgarh	Solar	30	CSPDCL	6.46	Phase I (23 MW) - January 2016 Phase II (7MW) - March 2016	25
Acme Solar Rooftop Systems Private Limited	Punjab	Solar	30	PSPCL	7.57	May-16	25
Aarohi Solar Power Private Limited		Solar	50	APSPDCL	5.63 <sup>[1]</sup>	Mar-16	25
Acme Jaisalmer Solar Power Private Limited	_	Solar	20	APSPDCL	5.63 <sup>[1]</sup>	May-16	25
Dayanidhi Solar Power Private Limited	Andhra Pradesh	Solar	40	APSPDCL	5.97 <sup>[1]</sup>	Apr-16	25
Niranjana Solar Power Private Limited		Solar	20	APSPDCL	5.71 <sup>[1]</sup>	Mar-16	25
Viswatma Solar Energy Private Limited		Solar	30	APSPDCL	5.71 <sup>[1]</sup>	Apr-16	25
ACME Magadh Solar Power Private Limited	Bihar —	Solar	10	SBPDCL and NBPDCL	8.73	Jun-16	25
ACME Nalanda Solar Power Private Limited	Dilla	Solar	15	SBPDCL and NBPDCL	8.73	Jun-16	25
Dayakara Solar Power Private Limited		Solar	30	TSSPDCL	6.848	Phase I (14 MW) June 2016 Phase II (16 MW) July 2016	25
Grahati Solar Power Private Limited		Solar	50	TSSPDCL	6.737	Phase I (20 MW) July 2016 Phase II (30 MW) August 2016	25
ACME PV Powertech Private Limited	Telangana	Solar	50	TSNPDCL	5.595	Phase I (40 MW) July 2017 Phase II (10 MW) August 2017	25
ACME Solar Power Technology Private Limited		Solar	50	TSNPDCL	5.59	Feb-18	25
Acme Yamunanagar Solar Power Private Limited		Solar	20	NTPC	4.67	Sep-17	25
Acme Mahbubnagar Solar Energy Private Limited		Solar	30	NTPC	4.67	Sep-17	25
Nirosha Power Private Limited	Uttar Pradesh	Solar	30	UPPCL	8.93	Sep-16	12 (renewable for another 13 years)
ACME Sidlaghatta Solar Energy Private Limited	Karnataka	Solar	20	BESCOM	2.97	Oct-19	25

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## **Operational Portfolio Overview (2/2)**

Name of Project SPV(s)	State	Туре	Capacity (in MW)	Off-taker	Tariff (INR/kWh)	COD	PPA Tenor (years)
ACME Jodhpur Solar Power Private . Limited		Solar	100	SECI	2.44	Sep-18	25
ACME Rewa Solar Power Private Limited		Solar	100	SECI	2.44	Oct-18	25
Acme Heergarh Powertech Private Limited	Rajasthan	Solar	300	MSEDCL	2.74	Phase I (100 MW) April 2022 Phase II (200 MW) May 2022	25
ACME Aklera Power Technology Private Limited		Solar	250	SECI	2.48	Phase I (200 MW) July 2023 Phase II (50 MW) January 2024	25
ACME Raisar Solar Energy Private Limited	Rajasthan	Solar	300	SECI	2.44	Phase I (272 MW): December 2024 Phase II (28 MW): January 2025	25
ACME Dhaulpur Powertech Private Limited	Rajasthan	Solar	300	SECI	2.44	Phase I (238 MW): December 2024 Phase II (62 MW): January 2025	25
ACME Deoghar Solar Power Private Limited	Rajasthan	Solar	300	SECI	2.44	Phase I (253 MW): December 2024 Phase II (47 MW): January 2025	25
ACME Phalodi Solar Energy Private Limited	Rajasthan	Solar	300	SECI	2.44	Phase I (260.05 MW): December 2024 Phase II (39.95 MW): January 2025	25
Total (A)			2,540		3.46		

## **Under Construction Portfolio Overview (1/2)**



Project Name	Туре	Contracted Capacity (MW)	Off-taker	Tariff (INR/kWh)	PPA Tenor (years)
ACME Pokhran Solar Private Limited	Wind	50	GUVNL	2.90	25
ACME Eco Clean Energy Private Limited	Wind	100	GUVNL	3.01	25
ACME Surya Power Private Limited	FDRE	250	SJVN	4.38	25
ACME Sun Power Private Limited	FDRE	320	SJVN	4.38	25
ACME Urja One Private Limited	FDRE	380	SECI	4.73	25
ACME Renewtech Private Limited	Hybrid	300	NTPC	3.36	25
ACME Platinum Urja Private Limited	FDRE	350	SECI	3.42	25
ACME Venus Urja Private Limited	FDRE	400	NHPC	4.64	25
ACME Hybrid Urja Private Limited	FDRE	280	NHPC	4.64	25
ACME Alpha Renewables Private Limited	Hybrid	150	NTPC	3.32	25
ACME Sigma Urja Private Limited	Solar	300	NTPC	2.53	25
ACME Omega Urja Private Limited	Solar	300	SJVN	2.52	25
ACME Renewtech Second Private Limited	Hybrid	300	SECI	3.25	25
ACME Marigold Urja Private Limited	FDRE	400	NTPC	4.70	25
ACME Sikar Solar Private Limited <sup>1</sup>	Solar	300	-	-	-
SPV 3 <sup>2</sup>	FDRE	250	NHPC	4.56	25
Total (B)	-	4,430	-	3.84 <sup>3</sup>	-

1. Merchant plant (ACME Sikar) is planned to be operated under the newly won SECI bid subject to PPA signing. The petition for tariff adoption of INR 3.05/KWh has been filed as of 27<sup>th</sup> January 2024.

2. The LOA /capacity has been secured in the name of the Company. However, the project will be developed by the relevant SPV, once finalized.

3. Weighted average tariff calculated using contracted capacity (MW).

## **Under Construction Portfolio Overview (2/2)**



#### I. PPA signed - Under Construction Portfolio

Project Name	Туре	Contracted Capacity (MW)	Off-taker	PPA Status	Tariff Adoption	Grid Connectivity
ACME Pokhran Solar Private Limited	Wind	50	GUVNL	PPA signed	Tariff Adopted	Secured Connectivity - 50 MW
ACME Eco Clean Energy Private Limited	Wind	100	GUVNL	PPA signed	Tariff Adopted	Secured Connectivity - 100 MW
ACME Sikar Solar Private Limited <sup>1</sup>	Solar	300	Merchant	-	-	Secured Connectivity - 300 MW
ACME Surya Power Private Limited	FDRE	250	SJVN	PPA signed	Tariff Adopted	Secured Connectivity - 600 MW
ACME Sun Power Private Limited	FDRE	320	SJVN	PPA signed	Tariff Adopted	Secured Connectivity - 565 MW
ACME Urja One Private Limited	FDRE	380	SECI	PPA signed for 190 MW	Order Reserved	Secured Connectivity - 984 MW
ACME Renewtech Private Limited	Hybrid	300	NTPC	PPA signed	Tariff Adopted	Secured Connectivity - 400 MW
ACME Platinum Urja Private Limited	FDRE	350	SECI	PPA signed for 150 MW	Order Reserved	Connectivity Applied - 350 MW
ACME Venus Urja Private Limited	FDRE	400	NHPC	PPA signed	Petition Filed	Secured Connectivity - 564 MW Connectivity Applied - 188 MW
ACME Hybrid Urja Private Limited	FDRE	280	NHPC	PPA signed	Petition Filed	Secured Connectivity - 95 MW Connectivity Applied - 412 MW
Total (I)	-		-	PPA signed - 2,340 MW		

#### II. LOA Awarded/ Awaited/ PPA yet to be signed - Under Construction Portfolio

Project Name	Туре	Contracted Capacity (MW)	Off-taker	PPA/ LOA Status	Tariff Adoption	Grid Connectivity
ACME Urja One Private Limited	FDRE	380	SECI	PPA to be signed for 190 MW	Order Reserved	Secured Connectivity - 984 MW
ACME Platinum Urja Private Limited	FDRE	350	SECI	PPA to be signed for 200 MW	Order Reserved	Connectivity Applied - 350 MW
ACME Alpha Renewables Private Limited	Hybrid	150	NTPC	LOA awarded	Order Reserved	Secured Connectivity - 202 MW
ACME Sigma Urja Private Limited	Solar	300	NTPC	LOA awarded	Tariff Adopted	Secured Connectivity - 300 MW
ACME Omega Urja Private Limited	Solar	300	SJVN	LOA awarded	Order Reserved	Connectivity Applied - 300 MW
ACME Renewtech Second Private Limited	Hybrid	300	SECI	LOA awarded	Petition filed	Secured Connectivity - 300 MW Connectivity Applied - 100 MW
ACME Marigold Urja Private Limited	FDRE	400	NTPC	LOA awarded	Petition yet to be filed	Secured Connectivity - 764 MW
SPV 3 <sup>2</sup>	FDRE	250	NHPC	LOA awaited	Petition yet to be filed	Secured Connectivity - 350 MW Connectivity Applied - 100 MW
Total (II)	-		-	2,090 MW		

1. Merchant plant (ACME Sikar) is planned to be operated under the newly won SECI bid subject to PPA signing. The petition for tariff adoption of INR 3.05/KWh has been filed as of 27<sup>th</sup> January 2025.

2. The LOA /capacity has been secured in the name of the Company. However, the project will be developed by the relevant SPV, once finalized.





### ACME Consolidated Overview (from Sale of Power)

Particulars (INR Cr)	Q3 FY25	Q2 FY25	Q3 FY24
Revenue from operations	349	260	332
Other income	52	36	33
Total Income	401	295	365
Employee benefits expense	17	16	17
Other expenses	25	23	38
Total expenses	42	39	54
EBITDA	359	256	310
Finance costs	179	178	202
Depreciation and amortisation expense	70	60	85
Profit before exceptional items	110	18	23
Exceptional items	(7)	-	6
Profit before Tax	103	18	29
Tax Expense	(9)	3	(16)
Profit after Tax (PAT)	112	15	44

### ACME Standalone Overview (from In-house EPC Business)

Particulars (INR Cr)	Q3 FY25	Q2 FY25	Q3 FY24
EPC Revenue	279	435	82
Other income	49	37	30
Total Income	327	472	113
Cost of materials consumed	228	336	80
Employee benefits expense	36	24	19
Other expenses	11	5	3
Total expenses	274	365	102
EBITDA	53	107	11
Finance costs	47	48	45
Depreciation and amortisation expense	0	0	0
Profit/ (loss) before exceptional items	6	59	(34)
Exceptional items	2	-	44
Profit before tax	8	59	10
Tax expense	6	13	10
Profit after Tax (PAT)	2	46	0



	A = B + C	В	С
Particulars (INR Cr)	Reported Q3 FY24	Adjusted Q3 FY24 for like-to-like comparison with Q3 FY25	Monetized Assets Q3 FY24
Power Sale Revenue (I)	332	254	78
Other Income (II)	33	22	11
Total Revenue (I + II)	365	276	88
EBITDA	310	225	85
PAT	44	27	18
Cash PAT	124	76	48



## **Thank You**

**Reach out to us: Investor Relations** 

Email: investor.relations@acme.in

Website: www.acmesolar.in