



14th February, 2022

BSE Limited

P J Towers,
Dalal Street,
Mumbai – 400001

Scrip Code: 542066

National Stock Exchange of India Limited

Exchange plaza,
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051

Scrip Code: ATGL

Dear Sir,

Sub: Intimation of Analysts / Institutional Investors Meeting

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the detail of interaction with Analysts/ Institutional Investors with the Company scheduled to be held as under:-

Day & Date of Meeting	Type of Interaction
16 th February, 2022	Axis Capital India Conference 2022

Note: The above date is subject to changes due to exigencies on the part of investors/company.

The presentation for the conferences is enclosed herewith and also being uploaded on website of the Company www.adanigas.com.

You are requested to take the same on your record.

Thanking you.

Yours faithfully,

For **Adani Total Gas Limited**


Gunjan Taunk
Company Secretary



Adani Total Gas Limited
(Formerly known as Adani Gas Ltd)
Heritage Building, 8th floor,
Ashram Road, Usmanpura,
Ahmedabad-380014, Gujarat, India
CIN: L40100GJ2005PLC046553

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Adani Total Gas.
Helping transition India to a
gas-based economy



Adani Total Gas Limited

Investor Presentation

February 2022

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Adani Group

TOTAL Group

About Adani Total Gas Ltd (ATGL)

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Sustainability - ESG

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Safety is a Pre-condition to Work

Zero Fatality

Safety Awareness & Training

National Safety week, Environment Day, Health and Safety Trainings

Field HSE Assurance

HSE inspections, Suraksha Samwaad , Contractor Capability Assessment

Risk Management

QRA, HAZOP studies, HIRA and JSA

QRA – Quantitative Risk Assessment
HAZOP – Hazard & Operability Study
HIRA- Hazard Identification & Risk Identification
JSA – Job Safety Analysis



Management Systems

QMS, EMS & OHSAS, T4S, IMS & ERDMP (PNGRB)

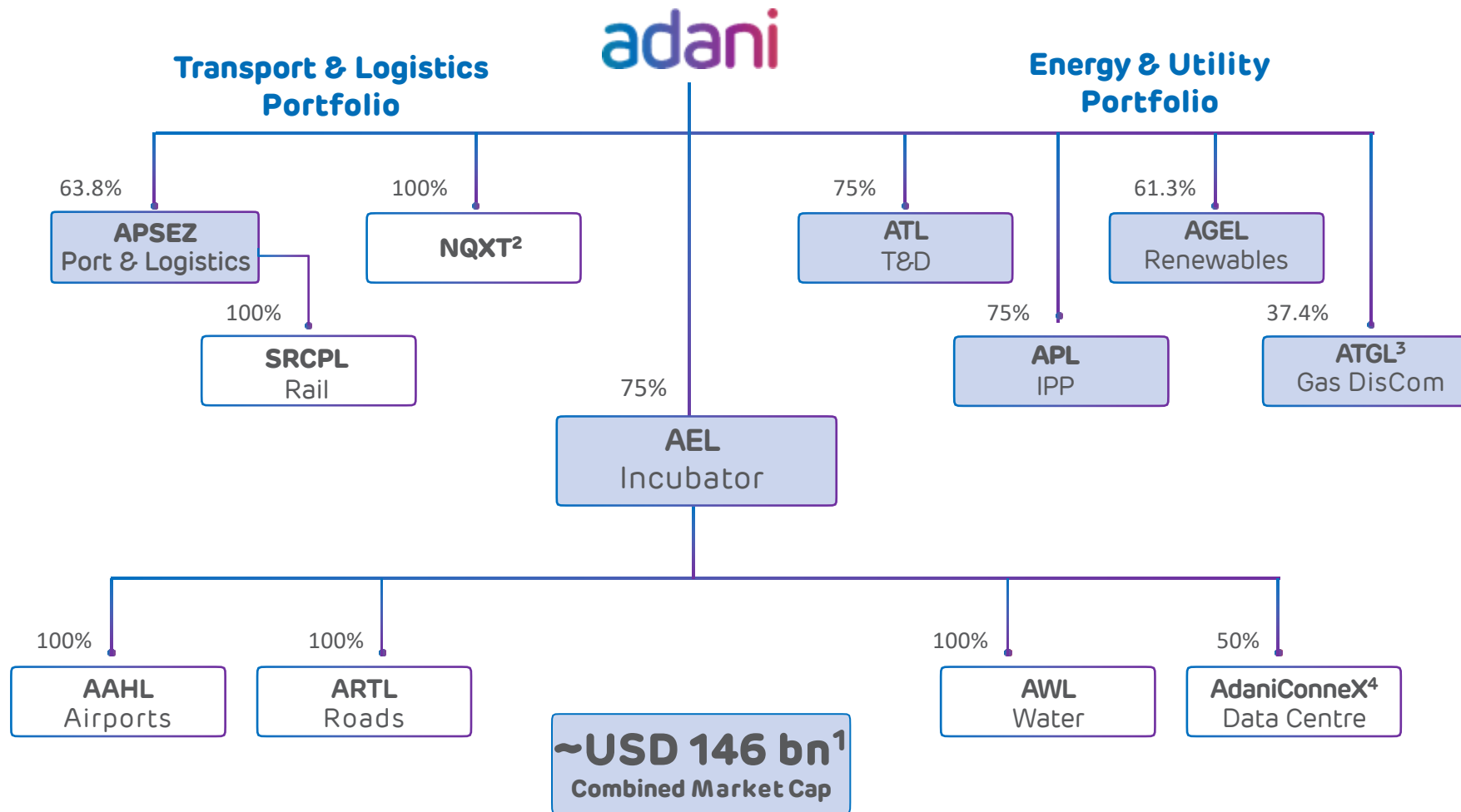
Incident Management

Code of conduct for Incident reporting
Action tracking system

Safety Audits

Internal & External IMS audits, Project Site Audits

QMS: Quality Management System,
EMS – Environment Management System
T4S – Technical Standards & specifications including Safety Standards
IMS – Integrity Management System
ERDMP – Emergency Response & Disaster Management Plan



Adani

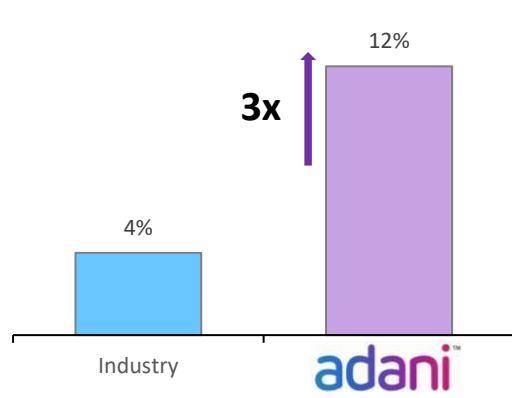
- **Marked shift from B2B to B2C businesses –**
- **ATGL** – Gas distribution network to serve key geographies across India
- **AEML** – Electricity distribution network that powers the financial capital of India
- **Adani Airports** – To operate, manage and develop eight airports in the country
- **Locked in Growth –**
 - 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.

1. As on Jan 31st, 2022, USD/INR – 74.6 | Note - Percentages denote promoter holding and Light blue color represent public traded listed verticals
 2. NQXT – North Queensland Export Terminal | 3. ATGL – Adani Total Gas Ltd, JV with Total Energies | 4. Data center, JV with EdgeConnex

Adani Group: Decades long track record of industry best growth rates across sectors

Port Cargo Throughput (MMT)



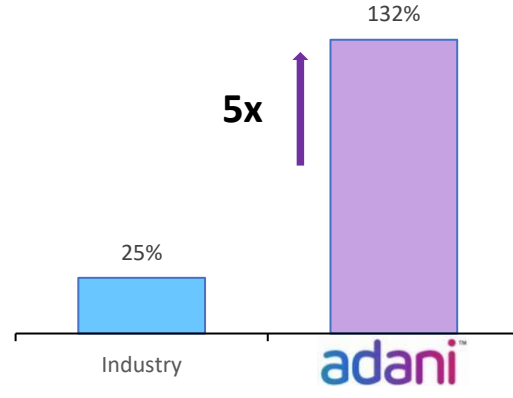
2014	972 MMT	113 MMT
2021	1,246 MMT	247 MMT



APSEZ

Highest Margin among Peers globally
EBITDA margin: 70%^{1,2}
 Next best peer margin: 55%

Renewable Capacity (GW)



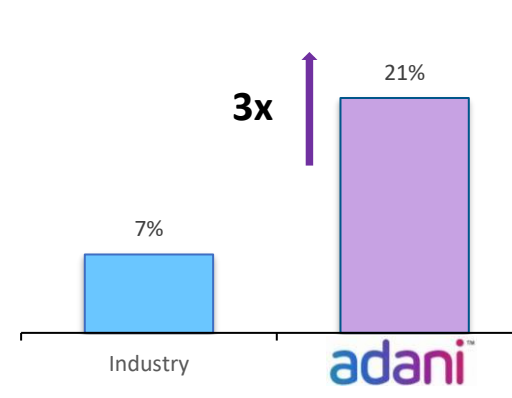
2016	46 GW	0.3 GW
2021	140 GW ⁹	19.3 GW ⁶



AGEL

World's largest developer
EBITDA margin: 91%^{1,4}
 Among the best in Industry

Transmission Network (ckm)



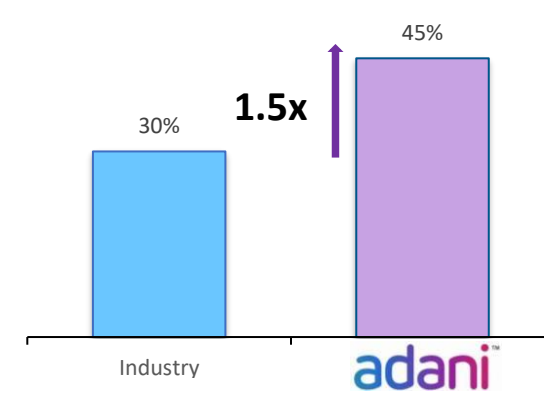
2016	320,000 ckm	6,950 ckm
2021	441,821 ckm	18,336 ckm



ATL

Highest availability among Peers
EBITDA margin: 92%^{1,3,5}
 Next best peer margin: 89%

CGD⁷ (GAs⁸ covered)



2015	62 GAs	6 GAs
2021	228 GAs	38 GAs



ATGL

India's Largest private CGD business
EBITDA margin: 41%¹
 Among the best in industry

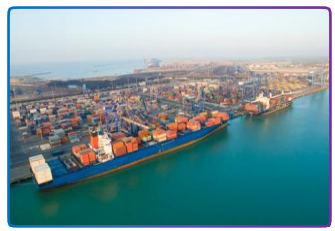
Transformative model driving scale, growth and free cashflow

Note: 1 Data for FY21; 2 Margin for ports business only, 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. Contracted & awarded capacity 7. CGD – City Gas distribution 8. GAs - Geographical Areas - Including JV | Industry data is from market intelligence 9. This includes 17GW of renewable capacity where PPA has been signed and the capacity is under various stages of implementation and 29GW of capacity where PPA is yet to be signed'

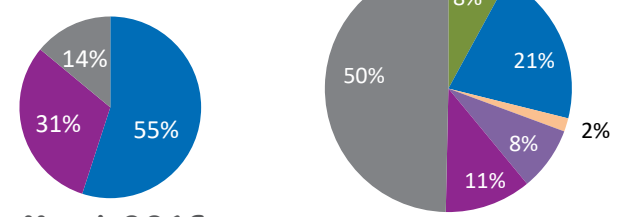


Activity	Origination	Site Development	Construction	Operation	Capital Mgmt
	<ul style="list-style-type: none"> Analysis & market intelligence Viability analysis Strategic value 	<ul style="list-style-type: none"> Site acquisition Concessions & regulatory agreements Investment case development 	<ul style="list-style-type: 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 capital structure of assets Operational phase funding consistent with asset life

Performance	Origination	Site Development	Construction	Operation
	<p>India's Largest Commercial Port (at Mundra)</p> <p>▼</p> <p>Highest Margin among Peers</p>	<p>Longest Private HVDC Line in Asia (Mundra - Mohindergarh)</p> <p>▼</p> <p>Highest line availability</p>	<p>648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu)</p> <p>▼</p> <p>Constructed and Commissioned in nine months</p>	<p>Energy Network Operation Center (ENOC)</p> <p>▼</p> <p>Centralized continuous monitoring of plants across India on a single cloud based platform</p>



Debt structure moving from PSU's banks to Bonds



- TotalEnergies is a **broad energy company** committed to providing energy that is ever more **affordable, clean, reliable and accessible** to as many people as possible.
- **More energy, fewer emissions:** that is the dual challenge we must meet with our customers, stakeholders and society as a whole to contribute to our planet's sustainable development and effectively address the issue of climate change.
- TotalEnergies promote renewable, decarbonized energies, produce and market fuels, natural gas and electricity.
- TotalEnergies are investing massively in solar and wind power in order to become one of the **top five producers of renewable energy by 2030**.



OIL



NATURAL
GAS



ELECTRICITY



HYDROGEN



BIOMASS



WIND



SOLAR

To preserve the planet in the face of the climate challenge, TotalEnergies are moving together towards new energies.

This energy journey is ours.

Our integrated business model

We are present across the entire value chain, **from production to distribution.**

Our employees

105,000 people representing **160 nationalities** and **730 métiers.** A diversity which is decisive for our competitiveness and attractiveness.

Our global footprint

We are active in more than **130 countries** and nearly **800 production sites** worldwide.

Key Figures



\$4.1 bn
in adjusted net income in 2020, demonstrating our resilience



More than
4,000
researchers
in our 18 R&D centers



More than
8 millions
customers served in our
15,500+
service stations every day



30 %
polymers
produced from
recycled materials
by 2030



World no.2
in liquified natural gas (LNG)



2.9 Mboe/day
produced in 2020,
of wich 55% natural gas



150,000
charge points
for electric vehicles
by 2025



8.5 million
gas and power customers
in Europe



±\$1bn
invested in R&D
in 2020, of wich
40% on carbon
reduction



>100 GW
production capacity for
renewable electricity by 2030



\$2 bn
invested in renewables
in 2020



74.8%
Promoter Holding



Presence across
52* GAs

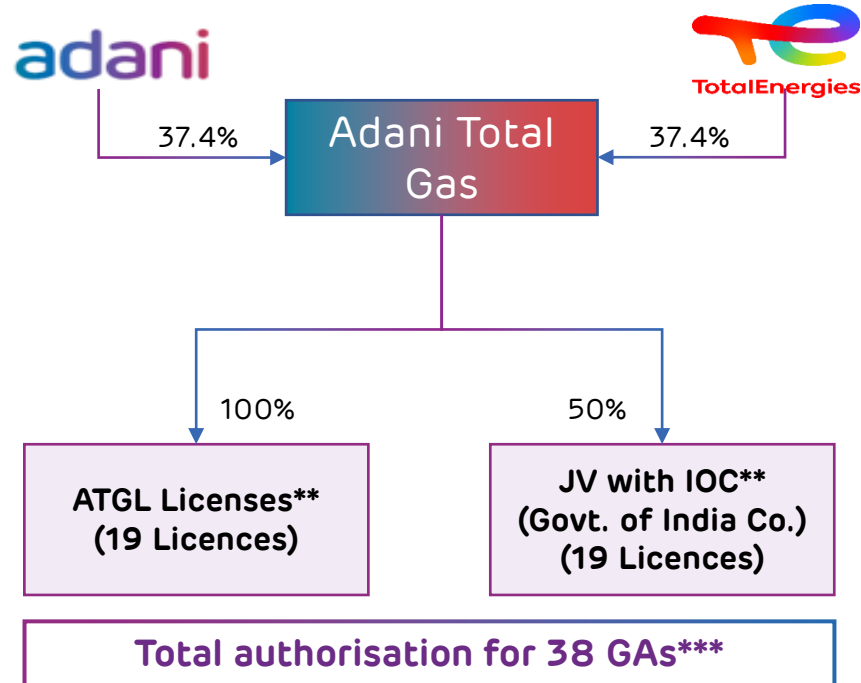


Cutting across
124
Districts



Touching
14 %
Population

Business Structure



Business Model

Regulation: Well defined and predictable regulatory environment – PNGRB (Regulator)

Customer Segment: Piped gas supply (PNG) to residences, commercial, industrial units and CNG to automobiles

Exclusivity: 25yrs infrastructure & 8yrs marketing exclusivity to ensure infra. establishment, return to licensee

Gas Supply: Preferential domestic gas supply (CNG, Res. PNG) and tie up for Imported gas (Industrial & Commercial)

Technology: Centralized Operations, monitoring and Technology support to deliver safe and efficient operations

Diversification: Diversified customer profile & balanced geographic spread

Long term exclusivity coupled with stable regulatory environment results in sustainable business model

*Incl. IOAGPL

GA : Geographical Area

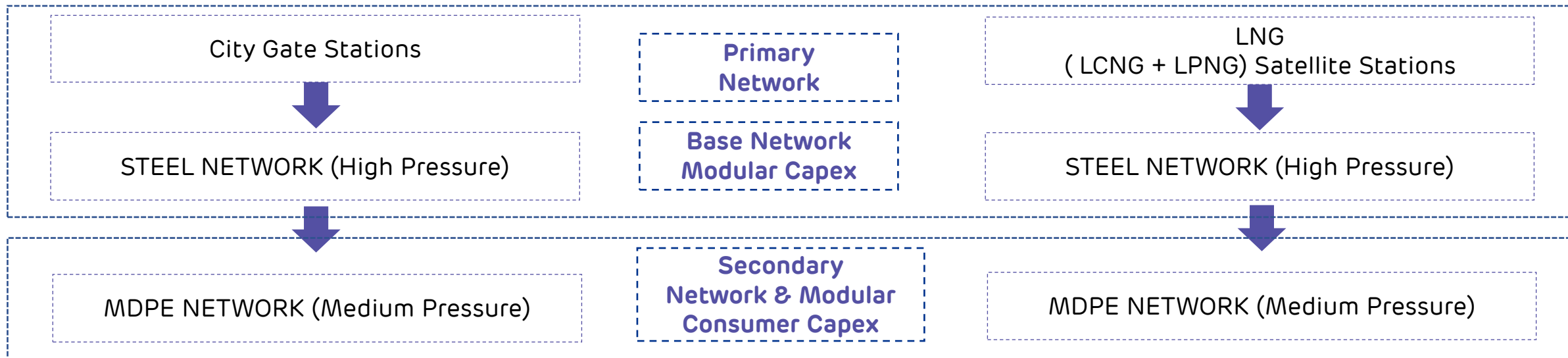
** ATGL - 15 GA won under 9th and 10th round of CGD Bidding and 14 GAs won under 11th Round of CGD Bidding

** IOAGPL - 10 GA won under 9th and 10th round of CGD Bidding

*** For 11th Round - 14 GAs , LOIs has been issued and LOA to be issued after completing regulatory process

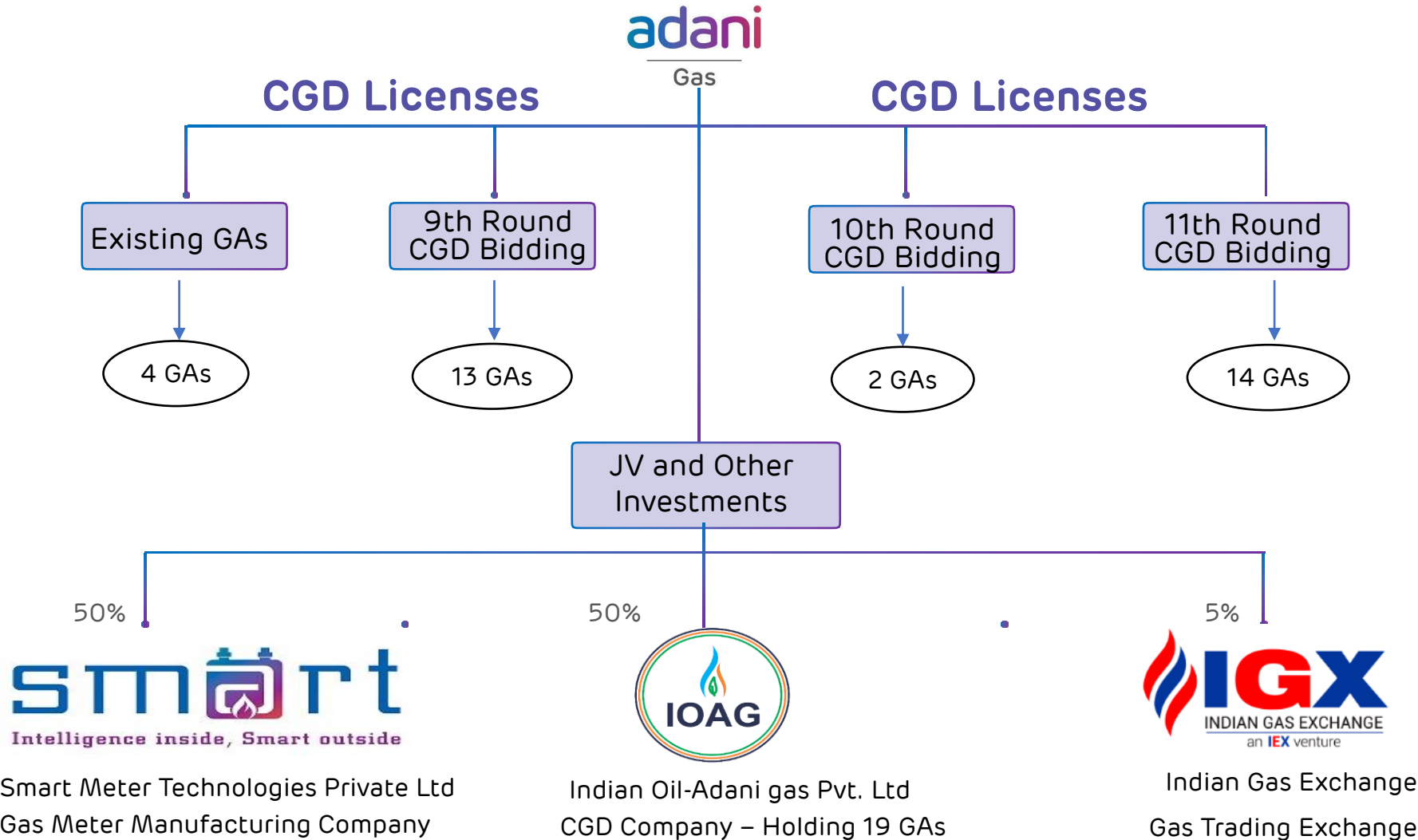
The strong experience in successful execution of existing 4 GAs will help ATGL in implementing the infrastructure for all new GAs

Acceleration on segments with high returns and the Minimum Work Program (MWP) requirements



- Focus is on Accelerating steel pipeline network so that Primary Network is created, and gas supply is commenced
- Focus on expanding CNG stations faster for early monetization and to create ecosystem across GA which will be Market linked Consumer Capex
- The Secondary network - MDPE network which is used for PNG segment will be on demand basis and will be modular in nature

ATGL has robust business philosophy to cater to all stakeholders with consumer-first philosophy



Adani Total Gas

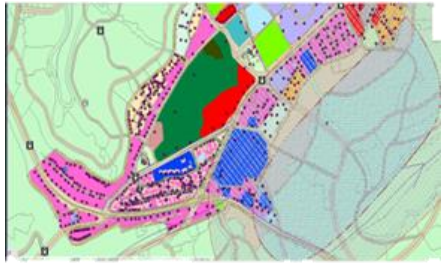
- **Focus on Diversification by exploring opportunities in Adjacent Businesses to bring wider offering to our consumers -**
- **IAOGPL** - 50:50 JV between Indian Oil Corporation and ATGL which is into CGD business and has presence in 19 GAs across India
- **SMTPL** : 50:50 JV between ATGL and GSEC Ltd for Manufacturing of Gas Meters
- **IGX** : member Membership of IGX with 5% stake - Gas Trading HUB to increase the span of diversification in Gas Sourcing

Being a progressive JV , ATGL will explore to diversify in "Adjacent Businesses" to bring value offering to its consumers and create value to our stakeholders

State of the Art GIS



State of the art GIS implementation - mapping all assets and data availability on smart phones. Enhancing asset integrity and attending to damages



AGNC

Adani Total Gas Nerve Centre

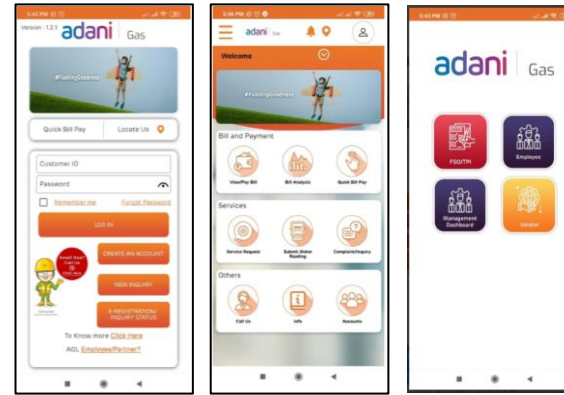


- State of the art control centre demonstrating IT-OT capabilities
- Shall act as the centre for monitoring all the assets across the organisation connected via world class SCADA system

ERMS

Emergency Response Management System

- Timely & Smart Handling of Emergencies across all GAs 24x7



My Adani Gas

One Stop platform for all stakeholders for enhanced customer experience & productivity

Customer at Centre Stage at ATGL



Whatsapp Billing

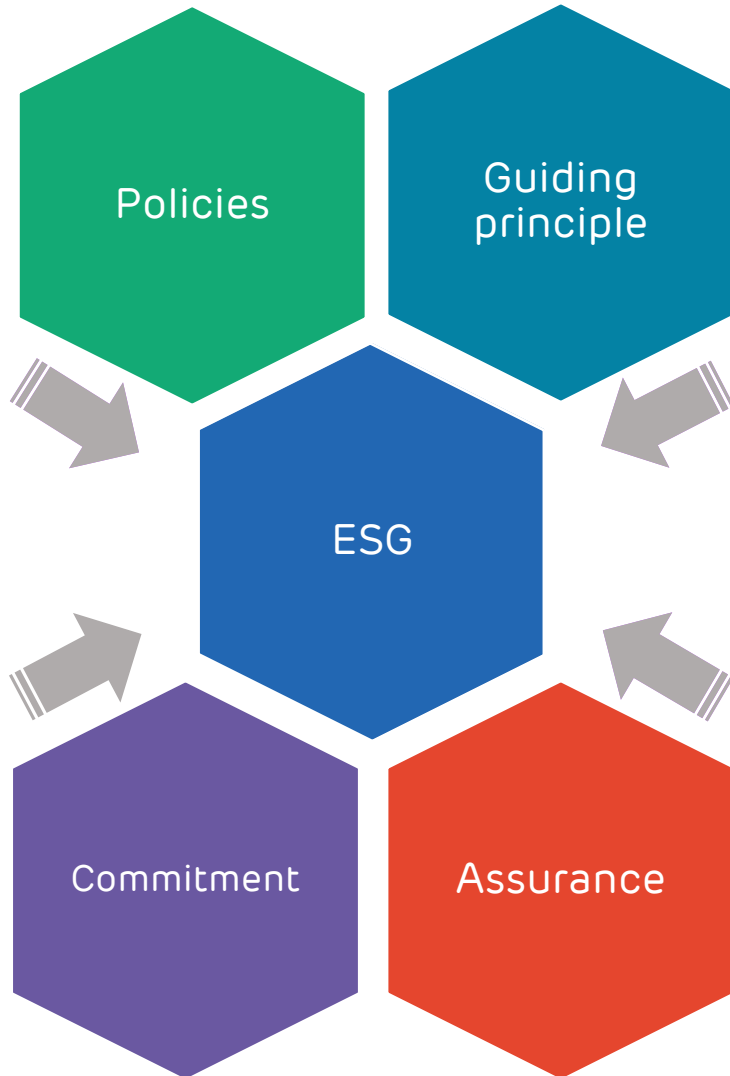
Digitally Signed Whatsapp invoices initiated for Industrial, Commercial & Domestic Customers

Smart meters & MIU

- Smart Meters & MIU to give better customer experience while helping ATGL achieve zero contact service

MIU – Meter Interface Unit





Guiding principles

United Nations Global Compact
TCFD

Sustainable Development Goals
SBTi

GRI Standards
CDP disclosure

Policy Driven Governance

- E**
 - Environment Policy
 - Environment Management System
- S**
 - Guidelines on Human Rights
 - Corporate Social Responsibility Policy
 - Occupational Health and Safety Policy
- G**
 - Code of Conduct Policy
 - Board Diversity Policy
 - Related Party Transaction
 - Whistle Blower Policy

Focus Areas (UNSDG)

- GHG emission reduction
- Occupational Health & Safety
- Resource Conservation
- Local Procurement
- Stakeholder management
- Learning & Development
- Land use & Biodiversity

Our Commitment

- Solarizing of all our assets (Offices/CGS/CNG Station)
- Water conservation- Rain-water harvesting
- Replace Diesel run Cascade LCV/HCV to CNG
- Develop a Low Carbon Society – Forestation and educate the community
- Paper less billing - Help the environment by saving trees - Implemented

Awareness

- ### Offsetting Carbon Emission
- Supporting low carbon Economy
 - Carbon sequestration by afforestation
 - Improving Carbon Efficiency
 - Carbon Neutrality
 - Low carbon society foundation

- ### Conservation of Resource
- Reducing water footprint
 - Energy Management
 - Optimizing Input Consumption
 - Reduce paper, save trees, save water

- ### Waste Management
- Zero waste to landfill
 - Circular Economy
 - Scientific Disposal of Hazardous Waste

Readiness

- Increase Renewable Energy
- Promote low carbon technology
- Use of Solar energy
- Afforestation and Conservation

- Reduce freshwater withdrawal
- Reuse, recycle and replenish
- Water neutrality
- Promote e-billing to reduce paper usage of 1.2 mn A-4 sheets

- Material Recovery Facility
- Biogas Plant (Waste to Energy)
- Reduce waste outcome

Alignment

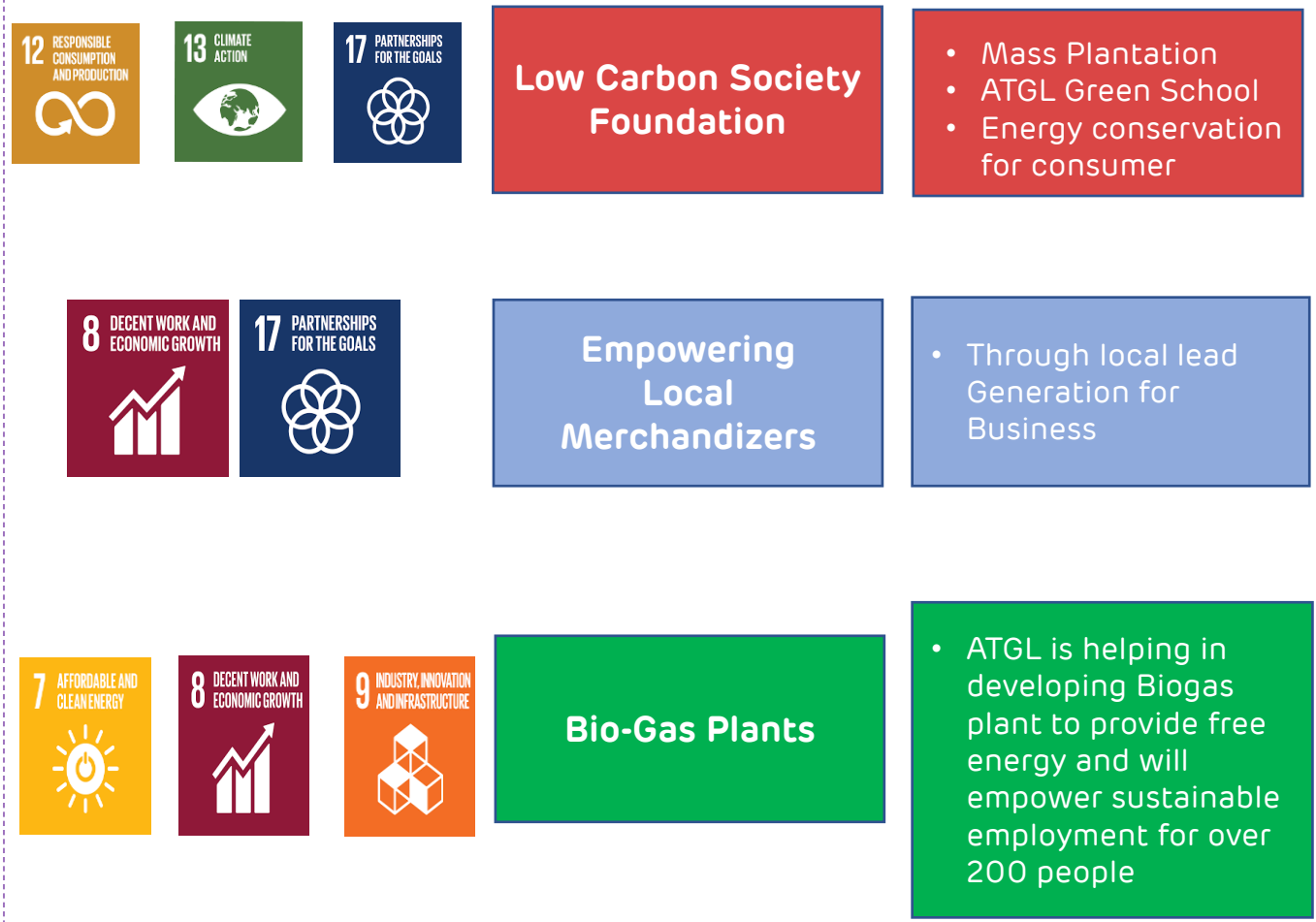
- ### Aligning business and future investments with globally accepted ESG principles for sustainable growth
- Carbon disclosure in Public domain.
 - Water Neutrality and alliance for water stewardship certification
 - Innovation for low carbon technology.
 - Biodiversity Management & Conservation.

ATGL is promoting the use of Natural Gas which reduces 1200 Tonnes per day of CO2 emissions

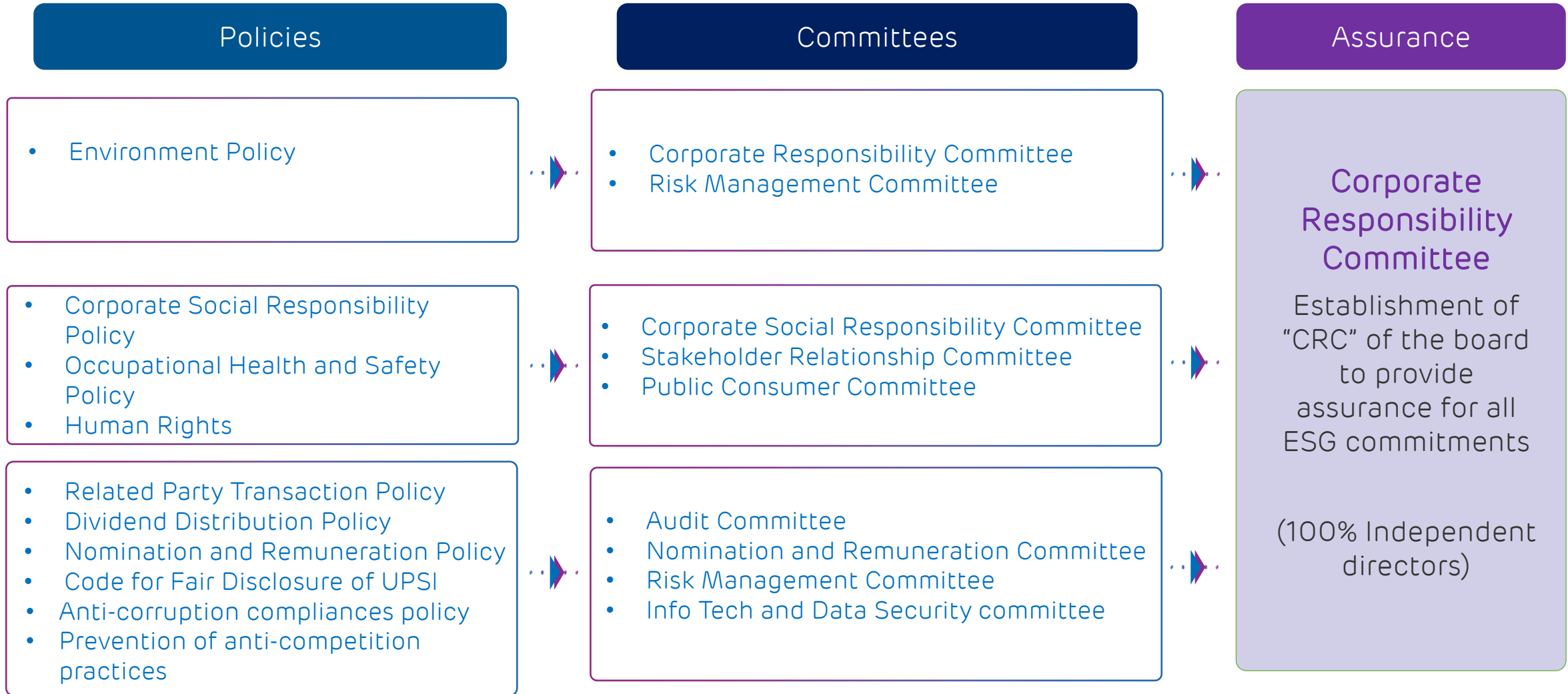
United Nations Sustainable Development Goals 2030



Our Key Social Initiatives mapped to UNSDG



Social philosophy drives initiatives that are aligned with UN Sustainable Development Goals



Governance philosophy encompassing strong policy and structure backed by robust assurance mechanism

	FY16	Growth / Increase	FY21
Infrastructure Creation			
CNG Stations	65	Increase by 152	217
Domestic Connections	0.22 Mn	Increase by 0.26 Mn	0.48 Mn
Steel Network	355 Km	Increase by 350 Km	705 Km
Peak Volume (MMSCMD)	1.11	13% CAGR Growth	2.04
EBITDA (INR Cr)	288	21% CAGR Growth	749
Return on Capital Employed (%)	24%	> 400 bps	28%
Return on Net Worth (%)	14%	> 1300 bps	27%

Key Focus on maintaining Return on Capital Employed and profitability ratios to create further value for Shareholders

Strong Balance Sheet with Long Term Debt Equity Ratio less than 0.2

AT A CUSP OF GROWTH

- Well placed to gain from increasing share of Natural gas from 6.2% to 15% of the Indian Energy mix in medium term

STRONG PARENTAGE

- Adani Group and TotalEnergies as parent
- Access to best Global practices from TotalEnergies

STAKEHOLDER DELIGHT

- Robust Track record of Financial and Return profile

adani
Gas

CGD- OUR CORE STRENGTH

- Largest private sector Player
- Faster Expansion and Early Monetization are part of Key Strategies

DIGITIZATION AND SUSTAINBILTY

- Use of best-in-class technology and CoE (Centre of Excellence) based practices
- Embarking towards robust ESG Framework

EXECUTION & OPERATIONAL EXCELLENCE

- Execution and operational Excellence are key attributes of ATGL success.

Annexure

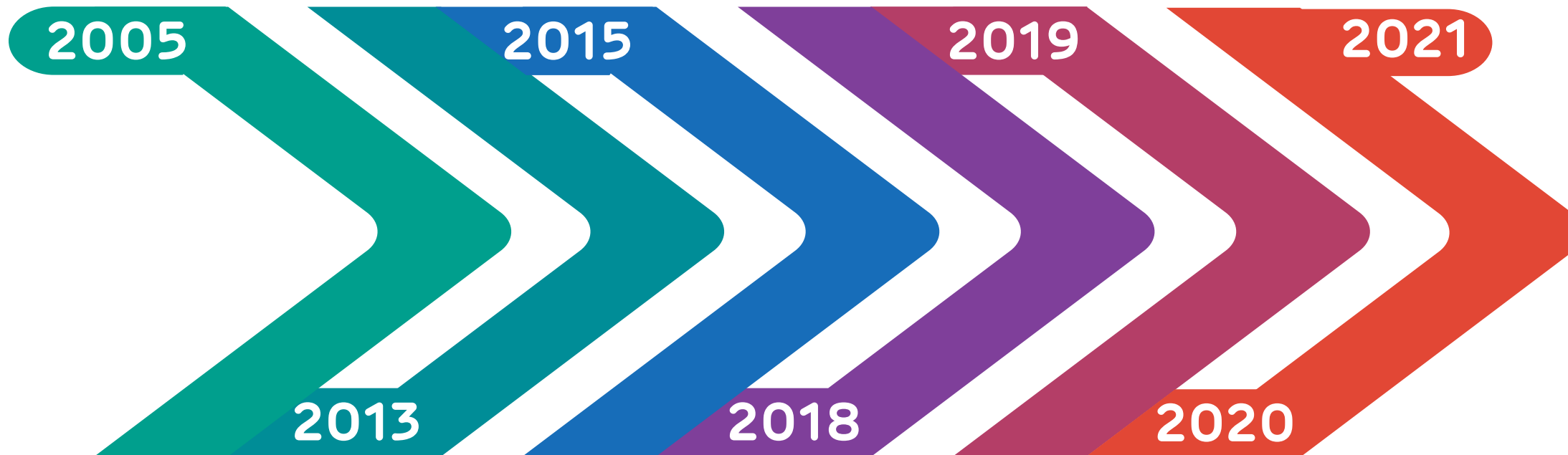
ATGL has undergone transformation in terms of operational scale and will continue to scale up significantly in the coming decade

- First Domestic Connection at Ahmedabad
- Started Faridabad GA development

- Got authorization for 5 GAs in IOAGPL

- Got Authorization for 2 GAs in ATGL & 1 GA in IOAGPL (10th round)

- **Name Change - AGL to ATGL**
- Delivered all time high physical & financial performance



- Formed a strategic 50:50 JV with IOCL (IOAGPL)
- Got authorization for 2 GAs in IOAGPL

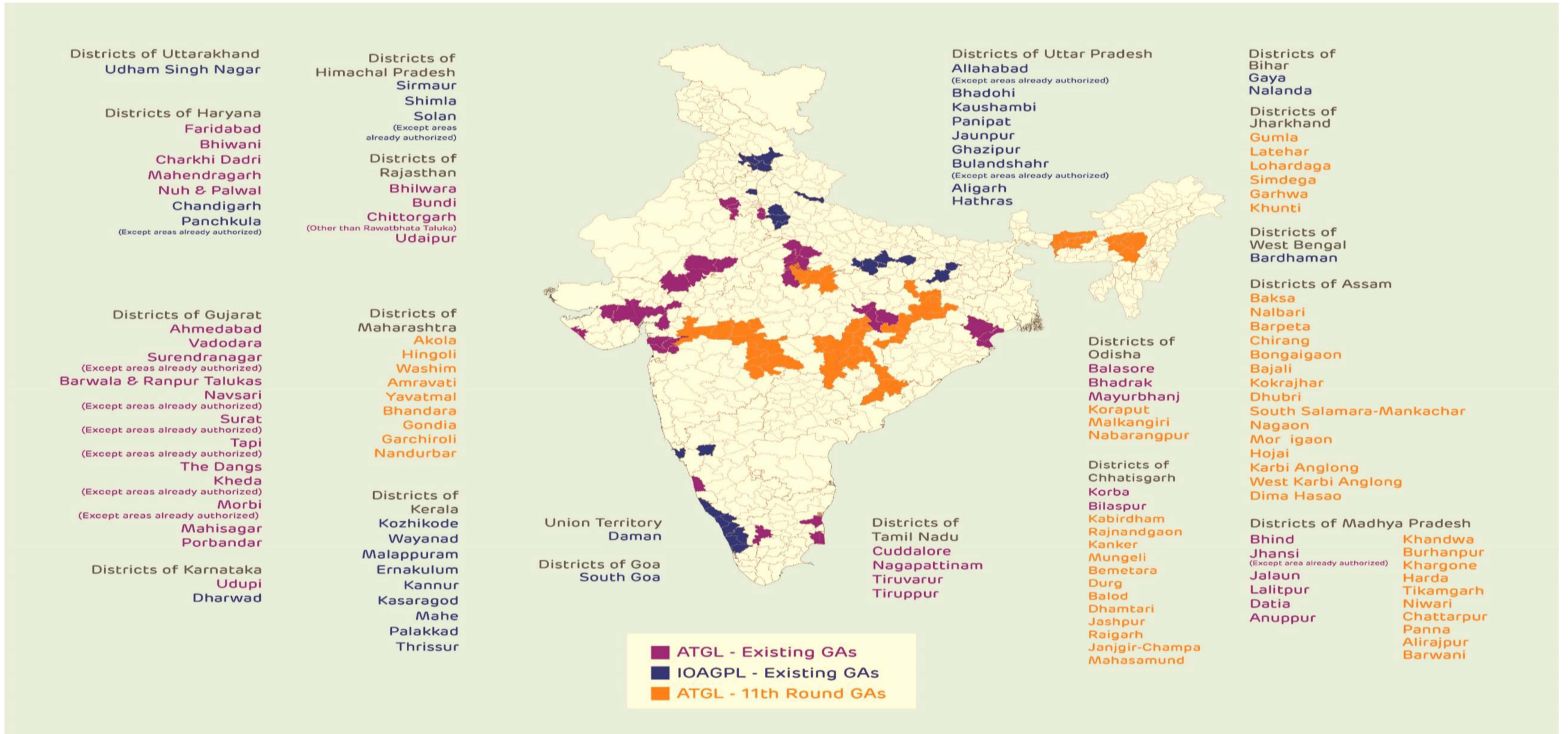
Adani Total Gas Limited

- Got authorization for 13 GAs in ATGL and 11 GAs in IOAGPL (9th round)
- Listing of ATGL on BSE/NSE



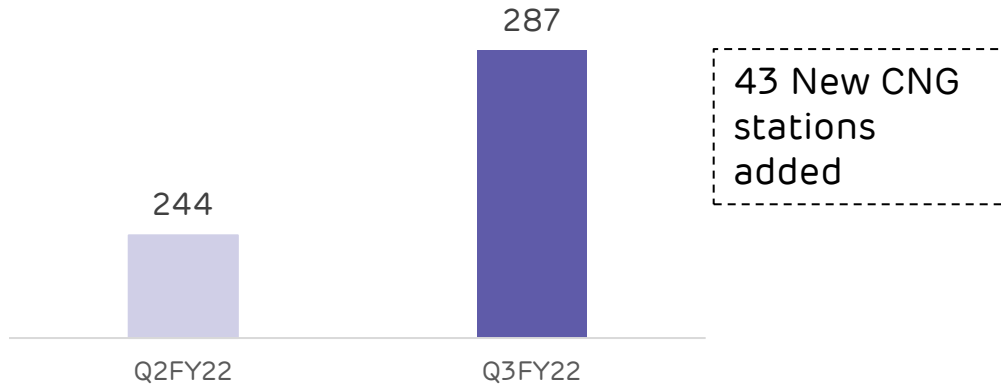
- Supermajor **TOTAL**, now **TotalEnergies** inducted as a Strategic Investor in ATGL (37.4%)

Adani Total Gas Landscape (including JV - IOAGPL) - Covering 124 Districts

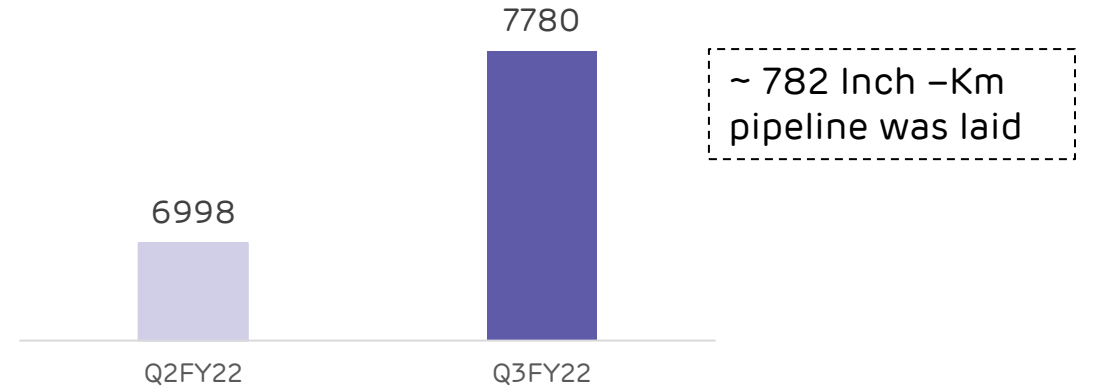


Largest CGD player poised to leverage growth opportunity

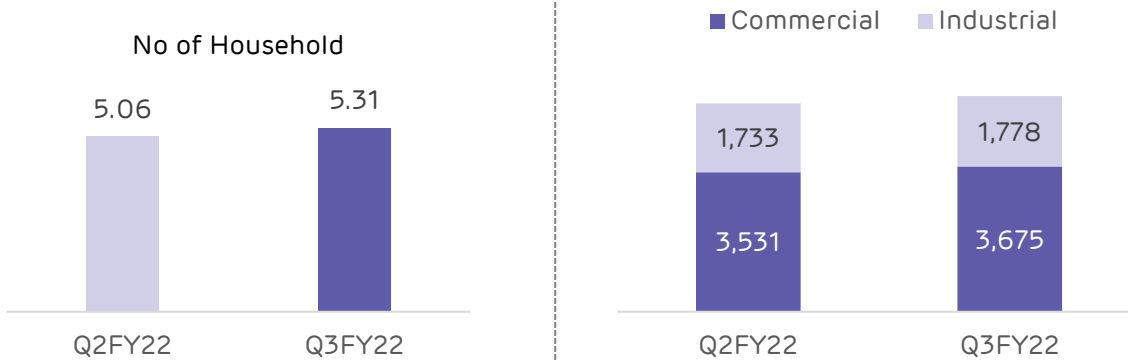
CNG Stations



Steel Network in Inch-Km



PNG Connections



Addition of ~ 24729 Domestic Connections

Addition of 189 Industrial and Commercial Customers

Other Update

- There has been a steady progress in developing Infrastructure across ATGL
- Additional 214 Kms of MDPE pipeline has been laid in Q3FY22

Solarization

- Solarization of ATGL Assets to Reduce Grid Electricity Consumption (Scope 2) ;Reduction of GHG (CO2) emission and electricity costs.
- Till date 550 KW has been installed and 260 KW has been commissioned



Decarbonization of Fleets & Genset

- Currently 40% LCVs / HCVs are converted to CNG based vehicles and all office vehicles running on CNG
- Converted one DG in Faridabad office to Gas based.



Water Resource Management

- 20 location water meter installed to get water balance
- Rainwater harvesting facility in all our new CGS & R LNCG sites and quantify the amount of water recharged



“Greenmosphere” – ATGL Low Carbon Society Initiative

➤ Launch of Greenmosphere on 24th Dec,2022

“Greenmosphere” aims to create a low carbon society through community collaboration



<https://www.adanigas.com/greenmosphere>

Occupation Health & Safety

- Zero fatality maintained during the quarter
- LTI rate maintained at less than 0.5 (best in industry average)
- 30,000+ hours of training provided to ATGL's employees & contractor
- Contractor Green cap program for capability building and enhancement of contractors
- Conducted PNG and CNG customer education and awareness program
- Use of technology and AI in safety for training and making the safer workplace

ATGL: Revised Board of Charter implemented

- Existing Board Committee composition changed:

Committee	Existing Composition	Revised Composition
Nomination & Remuneration Committees	60% Independent Directors	100% Independent Directors
CSR Committee	50% Independent Directors	60% Independent Directors
Risk Management Committees	33% Independent Directors	50% Independent Directors

- New Board Committees formed:

Committee	Composition
Corporate Responsibility Committee	100% Independent Directors
Public Consumers Committee	100% Independent Directors
Infotech & Data Security Committee	100% Independent Directors
Sub-Committees to RMC – M&A; Legal, Regulatory & Tax; Commodity Price Risk and Reputation Risk Committees	Atleast 50% Independent Directors

Enabling Board backed Assurance leading to lower risk to Stakeholders

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Thank you