



5<sup>th</sup> September, 2022

**BSE Limited**

P J Towers,  
Dalal Street,  
Mumbai – 400001.

**National Stock Exchange of India Limited**

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

**Scrip Code: 512599**

**Scrip Code: ADANIENT**

Dear Sir / Madam,

**Sub: Intimation for interaction with Analysts / Investors.**

---

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, this is to inform that the Company will interact with Analysts / Investors as per schedule given hereunder:

<b>Day &amp; Date</b>	<b>Particulars</b>
Tuesday, 6 <sup>th</sup> September 2022	In-person interaction at Elara India Conference, Mumbai
Monday, 19 <sup>th</sup> September 2022	In-person interaction at Motilal Oswal Annual Global Investor Conference, Mumbai

The investors' presentation to be deliberated at the above conferences is enclosed herewith and uploaded on our website.

You are requested to take the same on your records.

Thanking you,

Yours faithfully,

For, **Adani Enterprises Limited**

**Jatin Jalundhwala**

Company Secretary &  
Joint President (Legal)

Encl: As above

Adani Enterprises Ltd  
"Adani Corporate House",  
Shantigram, Near Vaishno Devi Circle,  
S. G. Highway, Khodiyar  
Ahmedabad 382 421  
Gujarat, India  
CIN: L51100GJ1993PLC019067

Tel + 91 79 2656 5555  
Fax + 91 79 2555 5500  
info@adani.com  
www.adani.com



# Adani Enterprises Limited (AEL)

Investor Presentation

August 2022



# CONTENTS

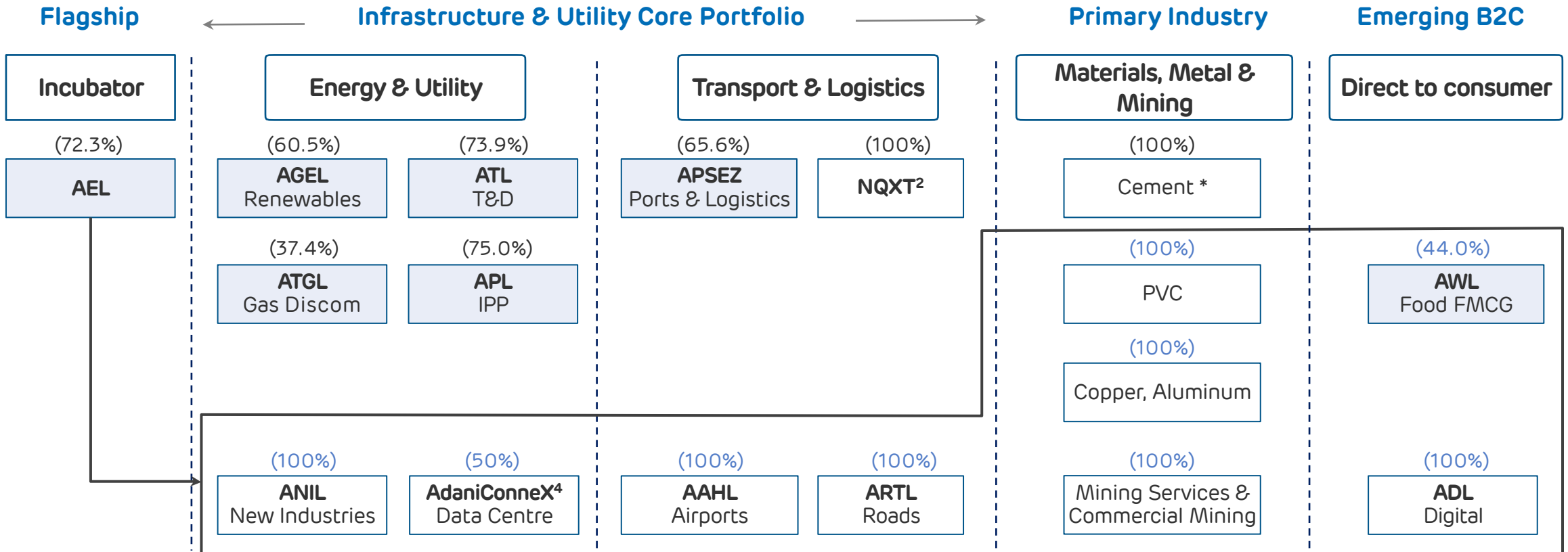
1	Adani Portfolio Overview
2	About AEL
	<b>Energy &amp; Utility</b>
3	Adani New Industries
4	AdaniConneX (Data Centre)
	<b>Transport &amp; Logistics</b>
5	Adani Airport Holdings
6	Adani Roads Transport
	<b>Consumer Business</b>
7	Adani Wilmar
8	Adani Digital Labs
	<b>Primary Industry</b>
9	Mining & Industrials
9a	Mining Services
9b	Commercial Mining
9c	Industrials
10	AEL ESG Focus

01

Adani Portfolio Overview

# Adani: A World Class Portfolio

**adani** ~USD 170 bn<sup>1</sup> Combined Market Cap



(%): Promoter equity stake in Adani Portfolio companies (%) : AEL equity stake in its subsidiaries

- Represents public traded listed verticals

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

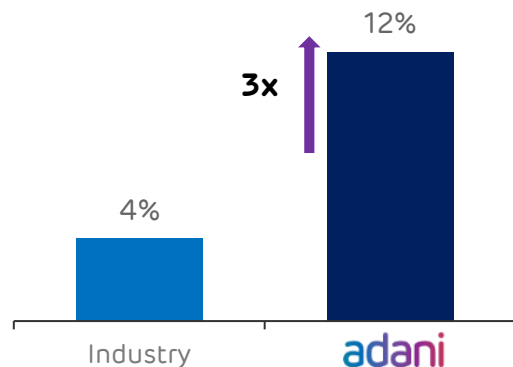
1. Combined market cap of all listed entities as on June 30, 2022, USD/INR – 78.90 | 2. **NQXT**: North Queensland Export Terminal | 3. **ATGL**: Adani Total Gas Ltd, JV with Total Energies | 4. Data center, JV with EdgeConnex, **AEL**: Adani Enterprises Limited; **APSEZ**: Adani Ports and Special Economic Zone Limited; **ATL**: Adani Transmission Limited; **T&D**: Transmission & Distribution; **APL**: Adani Power Limited; **AGEL**: Adani Green Energy Limited; **AAHL**: 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

<sup>4</sup> \* Acquisition of Ambuja Cements Ltd and ACC Ltd for ~66MTPA of capacity is under regulatory approvals and with this acquisition, Adani is now India's second largest cement manufacturer



# Adani: Decades Long Track Record of Industry Best Growth Rates Across Sectors

## Port Cargo Throughput (MMT)



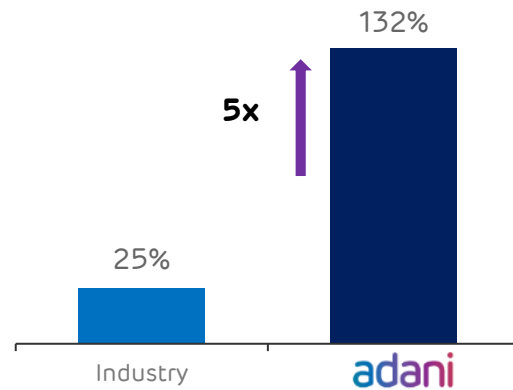
2014	972 MMT	113 MMT
2022	1,320 MMT	312 MMT



### APSEZ

Highest Margin among Peers globally  
**EBITDA margin: 70%**<sup>1,2</sup>  
 Next best peer margin: 55%

## Renewable Capacity (GW)



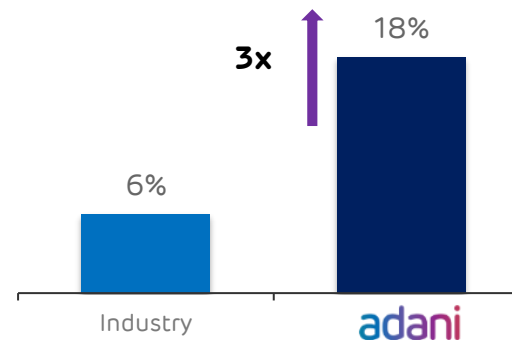
2016	46 GW	0.3 GW
2022	150 GW <sup>9</sup>	20.3 GW <sup>6</sup>



### AGEL

World's largest developer  
**EBITDA margin: 92%**<sup>1,4</sup>  
 Among the best in Industry

## Transmission Network (ckm)



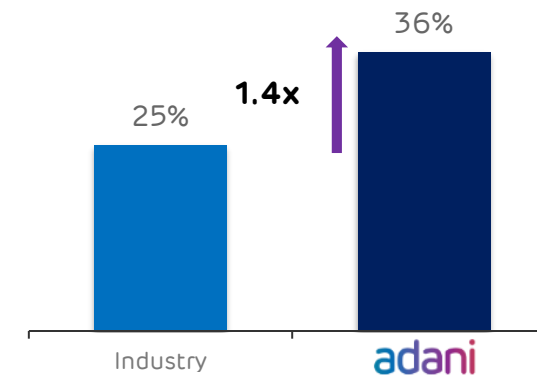
2016	320,000 ckm	6,950 ckm
2022	456,716 ckm	18,795 ckm



### ATL

Highest availability among Peers  
**EBITDA margin: 92%**<sup>1,3,5</sup>  
 Next best peer margin: 89%

## CGD<sup>7</sup> (GAs<sup>8</sup> covered)



2015	62 GAs	6 GAs
2022	293 GAs	52 GAs



### ATGL

India's Largest private CGD business  
**EBITDA margin: 41%**<sup>1</sup>  
 Among the best in industry





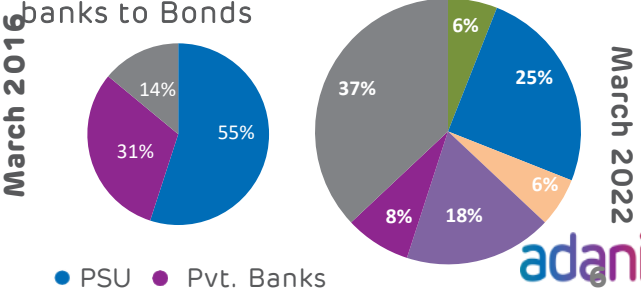
Transformative model driving scale, growth and free cashflow

Note: 1. Data for FY22; 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'

# Adani: Repeatable, Robust & Proven Transformative Model of Investment

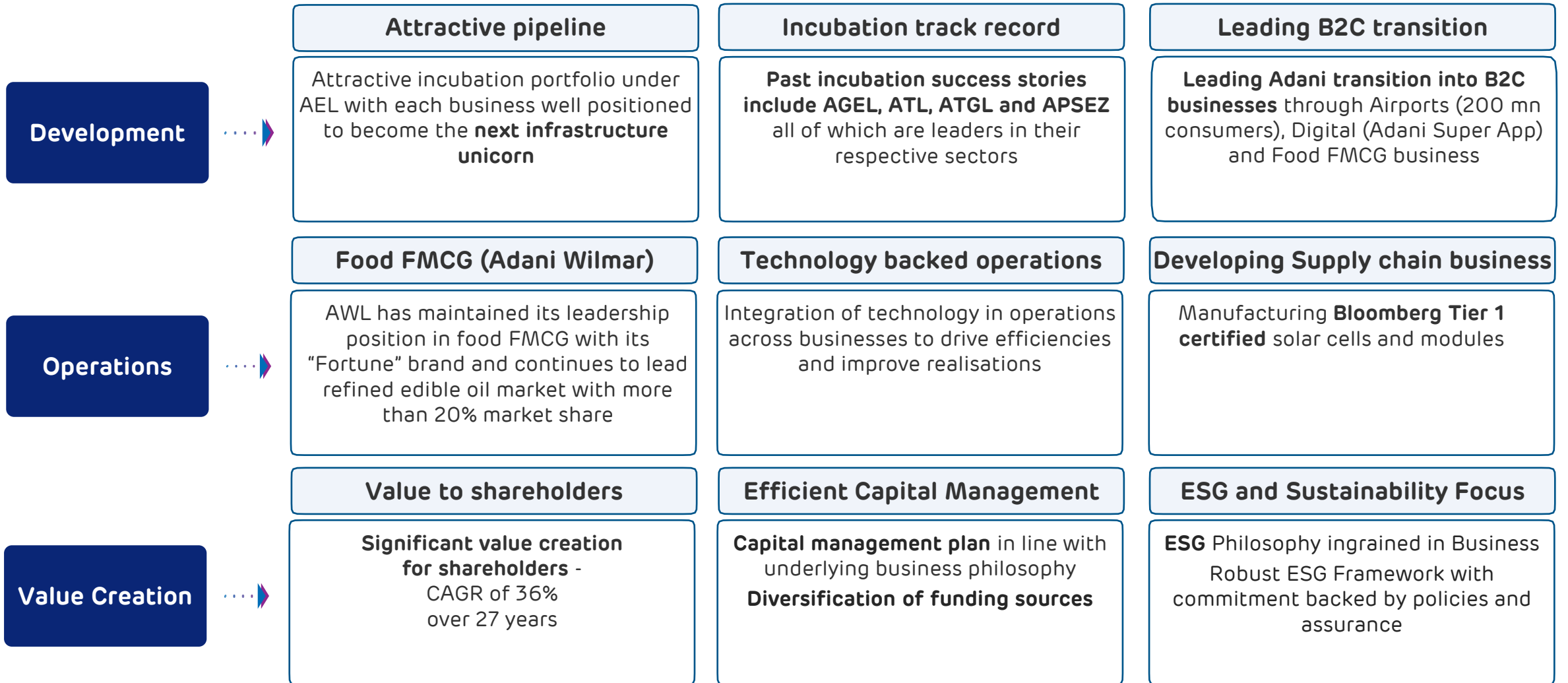


	Origination	Site Development	Construction	Operation	Capital Mgmt
Activity	<ul style="list-style-type: none"> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li><b>Strategic value</b></li> </ul>	<ul style="list-style-type: none"> <li>Site acquisition</li> <li>Concessions &amp; regulatory agreements</li> <li><b>Investment case development</b></li> </ul>	<ul style="list-style-type: none"> <li>Engineering &amp; design</li> <li>Sourcing &amp; quality levels</li> <li><b>Equity &amp; debt funding at project</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Life cycle O&amp;M planning</b></li> <li>Technology enabled O&amp;M</li> </ul>	<ul style="list-style-type: none"> <li>Redesigning the <b>capital structure</b> of the asset</li> <li><b>Operational phase funding consistent with asset life</b></li> </ul>

Performance	India's Largest Commercial Port (at Mundra)	Longest Private HVDC Line in Asia (Mundra - Mohindergarh)	648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu)	Energy Network Operation Center (ENOC)	<ul style="list-style-type: none"> <li>First ever GMTN of USD 2Bn by an energy utility player in India - an SLB in line with COP26 goals - at AEML</li> <li>AGEL's tied up "Diversified Growth Capital" with revolving facility of USD 1.35 Bn - fully fund its entire project pipeline</li> <li>Issuance of 20 &amp; 10 year dual tranche bond of USD 750 mn - APSEZ the only infrastructure company to do so</li> <li>Green bond issuance of USD 750 mn establishes AGEL as India's leading credit in the renewable sector</li> </ul>
	Highest Margin among Peers	Highest availability	Constructed and Commissioned in nine months	Centralized continuous monitoring of plants across India on a single cloud based platform	Debt structure moving from PSU banks to Bonds
					

O&M: Operations & Maintenance, HVDC: High voltage, direct current, PSU: Public Sector Undertaking (Public Banks in India), GMTN: Global Medium Term Notes SLB: Sustainability Linked Bonds, AEML: Adani Electricity Mumbai Ltd. IG: Investment Grade, LC: Letter of Credit, DII: Domestic Institutional Investors, COP26: 2021 United Nations Climate Change Conference; AGEL: Adani Green Energy Ltd.

# AEL: Emulating Adani's Business Philosophy





02

About Adani Enterprises Limited

# AEL: Adani Portfolio's Incubator arm

AEL has a demonstrated track record of creating high quality sustainable infrastructure businesses since 1994

IPO in Nov 1994	In 10 years from IPO	In 20 years from IPO	After 2015 Demerger	As on date
Adani Enterprises 1 share worth INR 150/-	Adani Enterprises 40 shares (supported by bonus and splits)	Adani Enterprises 80 shares (supported by bonus and splits)	AEL - 80 shares APSEZ – 113 shares APL – 149 shares ATL – 80 shares	AEL - 80 shares APSEZ – 113 shares APL – 149 shares ATL – 80 shares AGEL – 61 shares AGL – 80 shares

INR  
**150**  
In Nov 1994



INR  
**7,97,408**  
In June 2022\*

**Achieves > 36% CAGR  
Versus  
Index^ @ 10%**

## AEL : Incubation Success Stories

Year of listing  
/ demerger

2018	<b>Renewable Power</b>	<b>181% CAGR</b> in market cap since listing
	<b>City gas distribution</b>	<b>161% CAGR</b> in market cap since listing
2015	<b>Transmission and distribution</b>	<b>93% CAGR</b> in market cap since listing

\* -Calculated based on prices as of 30 June 2022 | ^ - Index is BSE index

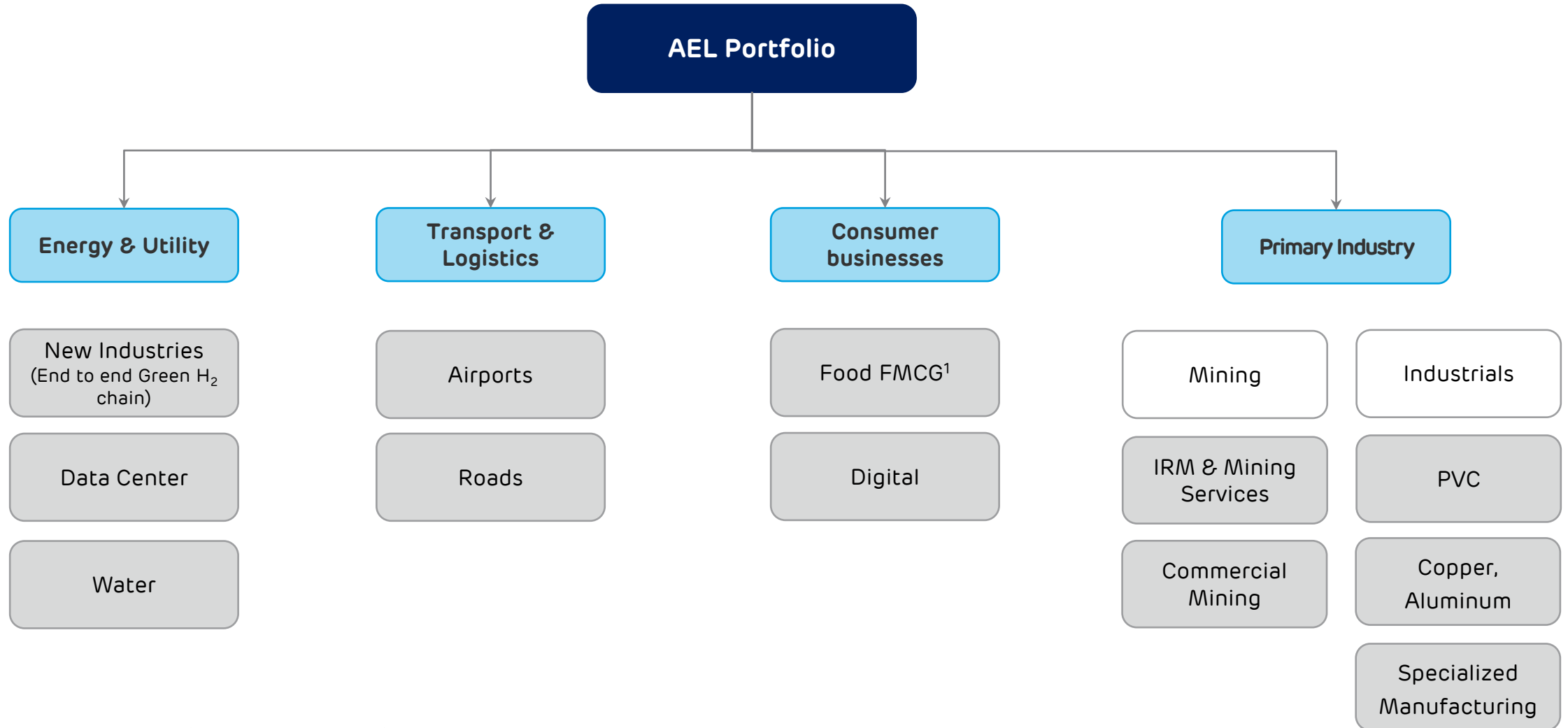
# AEL: Incubation Success Stories – Creating Decacorns

**AEL has a demonstrated track record of creating high quality, high cashflow and high growth sustainable infrastructure businesses since 1994**

Company	Overview	Market Cap (USD bn) <sup>1</sup>
	<ul style="list-style-type: none"> <li>– Ranked as '<b>Largest Solar Power Developer in the World</b>' by Mercom Capital in August 2020</li> <li>– <b>India's largest renewable company</b> with locked-in portfolio of 20,280 MW. Estimated EBITDA of locked-in portfolio is USD 1.9 bn.</li> </ul>	38.7
	<ul style="list-style-type: none"> <li>– <b>India's largest private transmission and distribution company</b></li> <li>– Transmission line length of 18,795 ckm. Mumbai integrated utility catering to <b>12 mn consumers</b></li> <li>– Estimated EBITDA of locked-in transmission and Mumbai integrated utility portfolio is USD 1 bn.</li> </ul>	35.0
	<ul style="list-style-type: none"> <li>– <b>India's largest private CGD business</b> with presence across 52 geographical areas touching 15% of India's population</li> <li>– Strategic partnership with global energy major TotalEnergies</li> <li>– Estimated EBITDA from locked-in geographical areas is USD 0.5 bn</li> </ul>	33.4
	<ul style="list-style-type: none"> <li>– <b>Largest transport utility in India</b> with 29% market share and 90% of hinterland coverage in India.</li> <li>– Handled 247 MMT cargo volume in FY21. Operates India's largest commercial port at Mundra</li> </ul>	18.0
	<ul style="list-style-type: none"> <li>– One of the <b>largest FMCG food companies in India</b> with portfolio of products spanning across edible oil, packaged food &amp; FMCG, and industry essentials.</li> <li>– Catering to 90.5 mn households through Fortune brand. Having 5,500+ distribution networks and 1.6 mn retail outlets</li> </ul>	9.4

**AGEL:** Adani Green Energy Limited; **ATL:** Adani Transmission Limited; **ATGL:** Adani Total Gas Limited; **APSEZ:** Adani Ports and Special Economic Zone Ltd.; **AEL:** Adani Enterprises Limited; **CAGR:** Compounded annual growth rate; **ckm:** circuit kilometers; **CGD:** City gas distribution; **MMT:** Million metric ton; **mn:** million; **bn:** billion. 1. Market Cap as on 30 Jun 2022

# AEL: Current Incubation Portfolio



1. Food FMCG business (Adani Wilmar Limited)

H<sub>2</sub>: Hydrogen; IRM: Integrated Resources Management; FMCG: Fast-moving consumer goods; PVC – Poly Vinyl Chloride

# AEL: Growth Profile of Incubating Businesses

Business	Current Scale	Growth	Overview
<b>Roads</b> <i>(Adani Road Transport Ltd.)</i>	4,975 lane km <sup>1</sup>	12,000 lane km (2026)	<ul style="list-style-type: none"> <li>– Long term yield assets with <b>concession period of 15 - 20 years</b></li> <li>– Balanced target portfolio with 60% traffic and 40% annuity assets</li> <li>– Locked in <b>portfolio asset base of USD 5.1 bn</b></li> </ul>
<b>Airports</b> <i>(Adani Airports Holdings Ltd.)</i>	200 mn consumers <sup>2</sup>	300 mn consumers <sup>2</sup> (2026)	<ul style="list-style-type: none"> <li>– Portfolio of 8 Airports controlling over 50% of top 10 domestic routes</li> <li>– Accounts for <b>23% of Indian Air Traffic, 200+ mn consumer base</b></li> </ul>
<b>Data Center</b> <i>(AdaniConnex)</i>	300 MW to be tied up by 2023 (first project underway in Chennai)	1 GW (2030)	<ul style="list-style-type: none"> <li>– 50:50 JV with <b>EdgeConnex</b> to develop data centers in India</li> <li>– Potential to achieve 500 MW tied up capacity by 2023, target installed capacity of 1 GW by 2030</li> <li>– Investment outlay of USD 6.5 bn over next 10 years</li> </ul>
<b>New Industries</b> <i>(Adani New Industries Ltd.)</i>	USD 2.5 bn invested in Green Hydrogen Ecosystem	Investment of USD 7.4 bn by 2025	<ul style="list-style-type: none"> <li>– Decarbonization of industrial and mobility through <b>green hydrogen</b></li> <li>– 6 GW manufacturing ecosystem of cell module line underway, 3 GW for wind manufacturing (turbine, nacelle &amp; rotor blades) by 2025</li> <li>– Investment outlay of <b>USD 50 bn till 2030</b></li> </ul>
<b>Digital</b> <i>(Adani Digital Labs)</i>	Target consumers across Adani B2C businesses	450-500 mn Adani Super App users (2025)	<ul style="list-style-type: none"> <li>– Unified digital platform catering to the <b>400 mn</b> consumers spanning across multiple B2C businesses in Adani Portfolio currently</li> <li>– <b>Adani Super App</b> : Integrated Digital Platform to access Adani &amp; partner services</li> </ul>

JV: Joint Venture; mn: million; B2C: Business to consumer; bn: billion; AEL: Adani Enterprises Limited

1. Including Ganga Expressway project recently won by the company; 2. Consumers including passengers and non-passengers



## AEL: Early-Stage incubating businesses

### Specialized products adjacent to energy business (Copper, Petrochemicals)



- Expansion into specialized products such as copper and petrochemicals. Provide cheap, reliable, low emission green energy
- **Copper:** 500 KTPA plant capacity planned in Mundra with flexibility to expand to 1,000 KTPA
- **Petrochemicals:** Planned Capacity of 2 MMTPA PVC in Mundra. Plant Complex to include - PVC, Chlor-Alkali, Calcium Carbide and Acetylene units

### Specialized Manufacturing (Defence)



- Comprehensive ecosystem of defence capabilities across Small Arms, Precision guided ammunitions, Unmanned Aerial Systems, Counter Drones, Aerostructures, Electronics, Radars, EW systems, Simulators, etc.
- India's first and only private sector company possessing small arms manufacturing capabilities: PLR Systems which is a JV between Adani and Israel Weapon Industries
- Contracts for over INR 3,500 crore from the Indian Armed Forces

### Water (Adani Water Ltd.)



- Development of water infrastructure - sewage treatment plants, desalination plants.
- Total sewage water treatment capacity of 371 million liters per day and aggregate project cost of INR 785 cr
- Focus on projects in PPP / Hybrid-Annuity / EPC model initiated by central and state government and local municipal corporations with operational concession period of 15 years

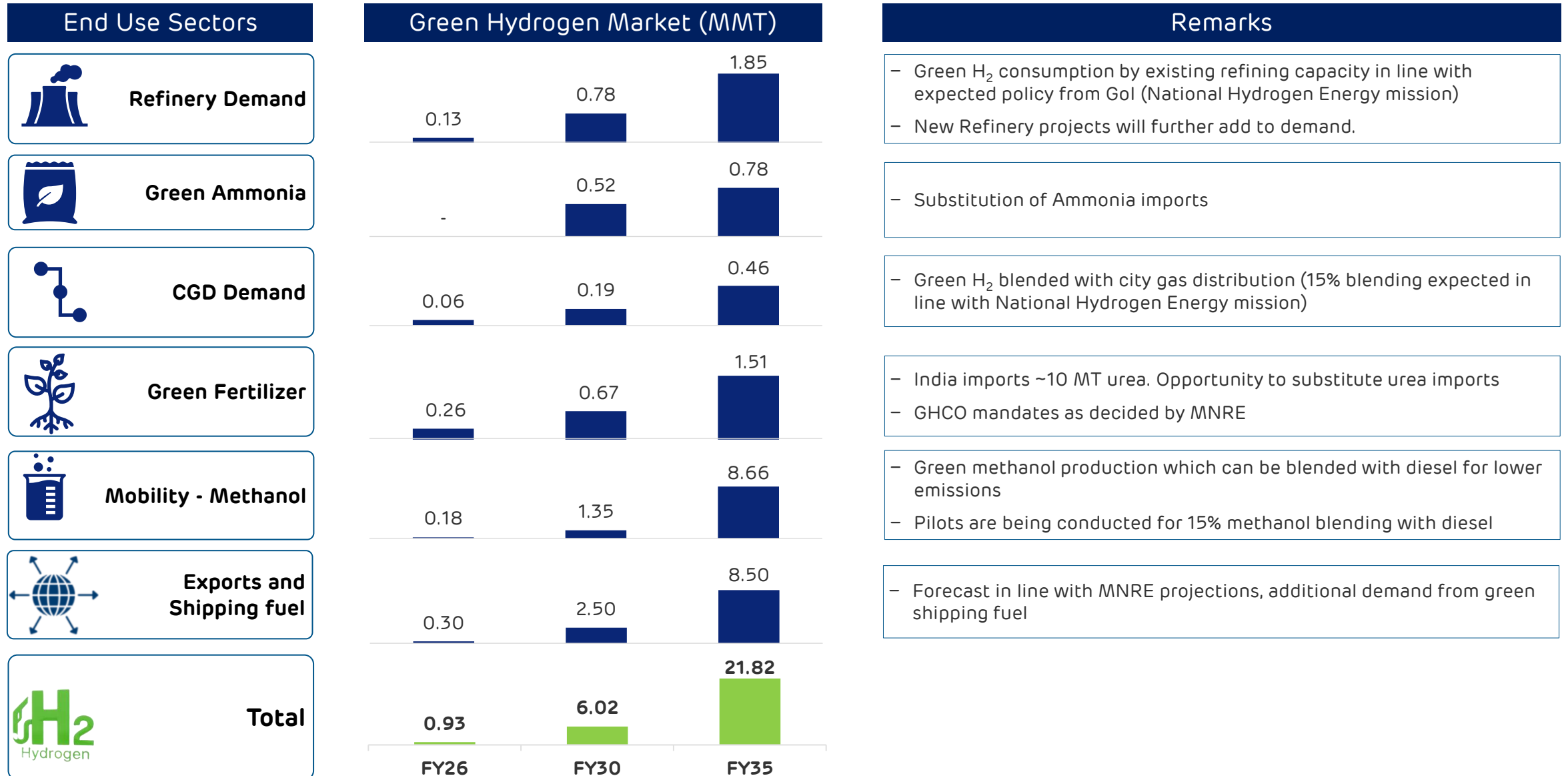
03

Adani New Industries Limited  
(Green Hydrogen business of Adani Enterprises)

# ANIL: Emulating Adani's Business Philosophy

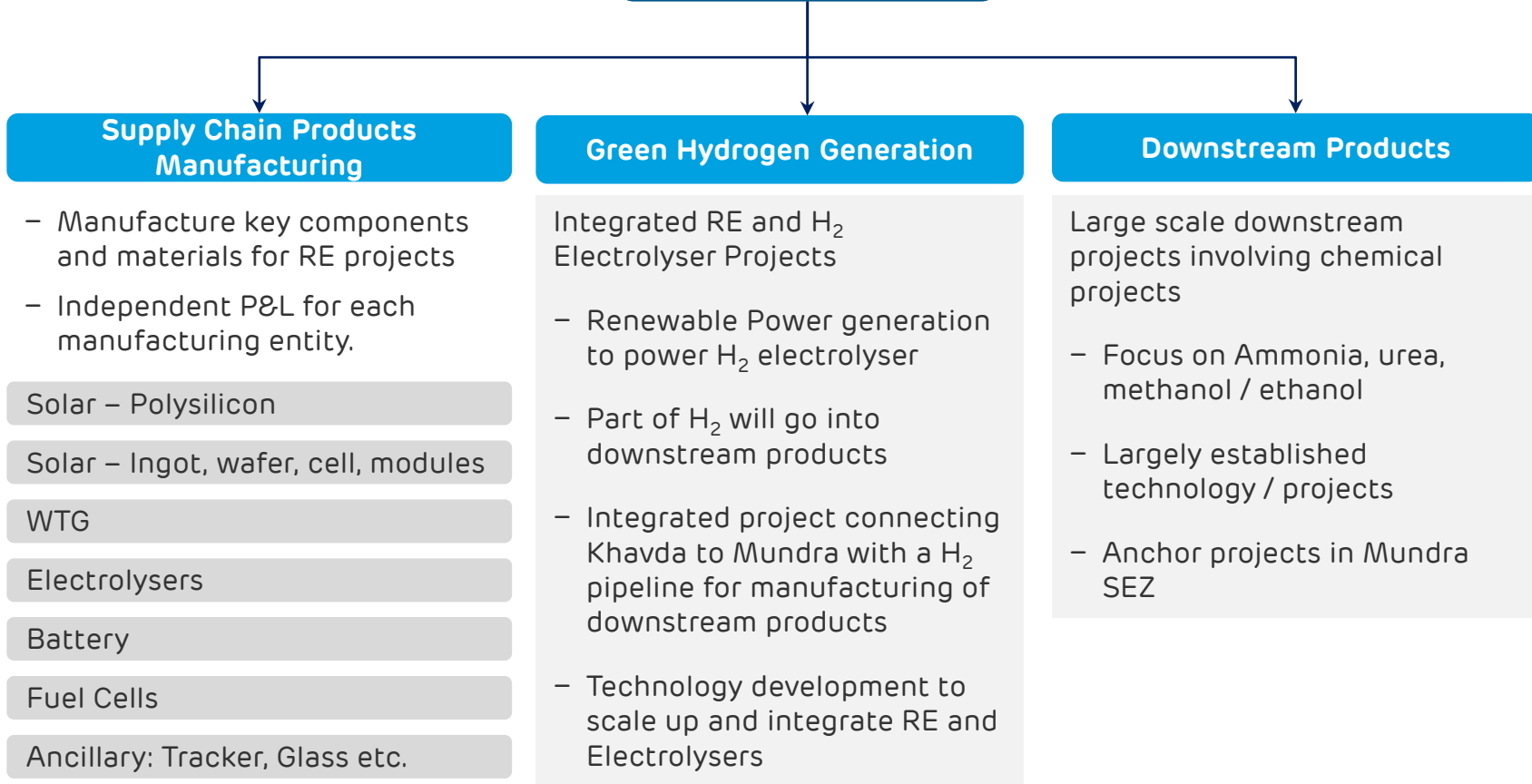


# ANIL: Green Hydrogen – Massive potential to decarbonize industries



# ANIL: Business Segments








## Adani New Industries Limited



- Manufacturing, H<sub>2</sub> generation and downstream products will result in a fully integrated green hydrogen ecosystem
- Develop Mundra SEZ as Hydrogen consumption hub and Khavda as Hydrogen generation hub
- Fold existing solar manufacturing business (MSPVL) into this vertical
- Various incentives being proposed by Government under Gujarat state manufacturing policies and National Green Hydrogen Mission
- **Total investment of ~USD 50 bn by 2030**



# ANIL: Business Philosophy

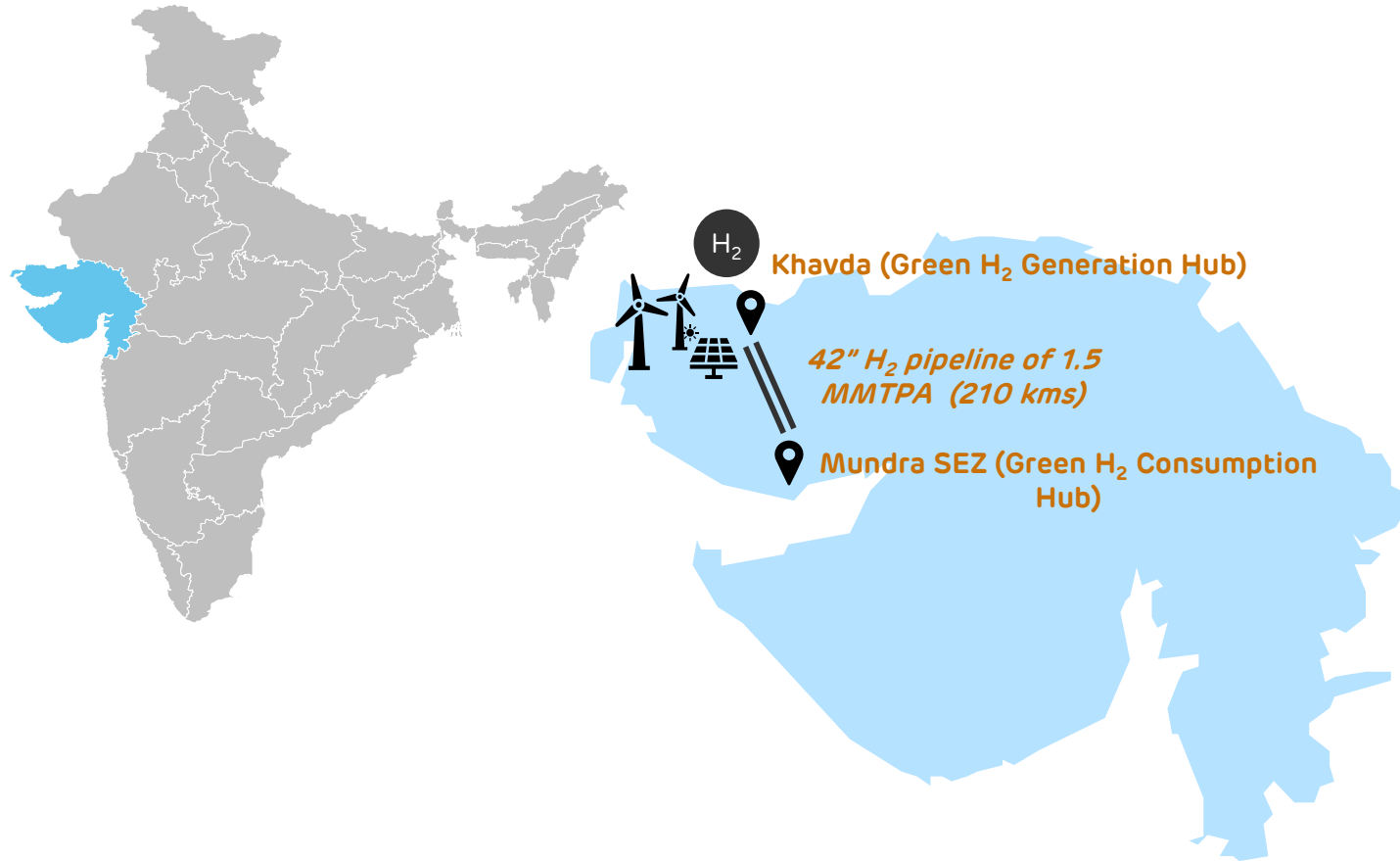
Manufacturing Ecosystem	Solar Modules 	<ul style="list-style-type: none"> <li>– Full backward integration starting from silicon till modules</li> <li>– Focus on high efficiency future technologies – TOPCon and HJT</li> </ul>
	WTG 	<ul style="list-style-type: none"> <li>– Manufacturing Turbine, Nacelle &amp; Rotor Blades</li> <li>– Technology partnership with renowned global players</li> </ul>
	Battery 	<ul style="list-style-type: none"> <li>– Focus on utility scale stationary storage market</li> <li>– Partnership with established technology players being evaluated</li> </ul>
	Electrolyser 	<ul style="list-style-type: none"> <li>– Full backward integration for better control and cost efficiency</li> <li>– Focus on reduction in production cost: USD 250/kW -&gt; USD 100/kW (FY30)</li> </ul>
Green H <sub>2</sub> Generation Ecosystem		<ul style="list-style-type: none"> <li>– Khavda resource site to supply power to H<sub>2</sub> generation plant</li> <li>– Electrolyser supplied by manufacturing division</li> <li>– Electrolyser technology (Alkaline vs PEM) targeting lowest H<sub>2</sub> generation cost while maintaining flexibility for intermittent renewable power</li> </ul>
Green H <sub>2</sub> pipeline		<ul style="list-style-type: none"> <li>– Integrated project connecting Khavda to Mundra with 42" H<sub>2</sub> pipeline of 1.5 MMTPA for manufacturing of downstream products at Mundra SEZ</li> <li>– Landed cost at Mundra will be the lowest through pipeline given economies of scale</li> </ul>
Downstream Products		<ul style="list-style-type: none"> <li>– Mundra SEZ best placed to become green Hydrogen hub with port infrastructure and various industry clusters</li> <li>– Multiple end use cases: Ammonia, methanol, urea production</li> <li>– Industry clusters for Green H<sub>2</sub> consumption: Copper, cement, aluminium</li> </ul>

## Key Considerations

- ANIL and AGEL will be the largest consumer of RE manufacturing ecosystem
- Market certainty for ANIL given **captive consumers and execution certainty** for captive consumers
- **Fully integrated manufacturing and consumption** to result in lower wastage, faster turnaround, lower inventory, savings in overheads **improving cost efficiency**
- **Khavda as the ideal Hydrogen generation hub** due to its immense RE potential and site readiness
- **Mundra SEZ as an ideal green Hydrogen and manufacturing ecosystem** due to fully developed site and utility infrastructure

# ANIL: Khavda – An ideal hub for Renewable + Green Hydrogen Generation

## Green Hydrogen Generation at Khavda



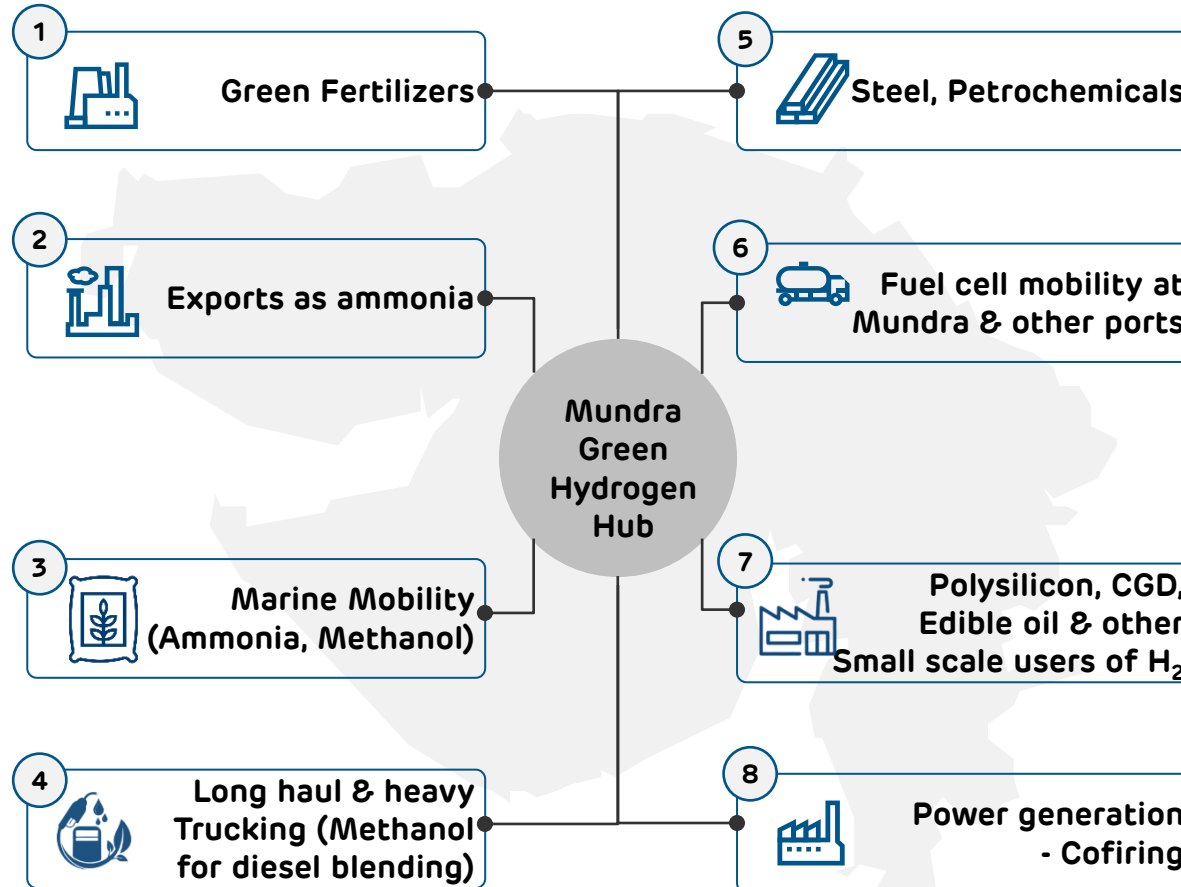
- **80%** of the total cost to produce hydrogen is power cost
- Low cost renewable power key ingredient for green hydrogen generation
- **Khavda site (~71,000 acres) in Gujarat with large scale renewable deployment potential of ~20 GW**
- High wind and solar resource potential at site
- Site is ready for renewable power projects as well as H<sub>2</sub> generation projects deployment
- Electrolyser to be sourced from manufacturing facility at Mundra SEZ
- **Green H<sub>2</sub> generation plant to be located near the renewable cluster. Green H<sub>2</sub> to be transported via pipeline to Mundra**

# ANIL: Mundra SEZ – the largest integrated Green Hydrogen Hub in the world

## Full suite of Hydrogen offerings ...

RE capacity directly connected	48 GW
Green Hydrogen	Upto 2.54 MMTPA
Green Ammonia	Upto 7.54 MMTPA
Green Methanol	Upto ~1.7 MMTPA
Hydrogen Compression & Storage	Supports 1.5 MMTPA ecosystem
Other technologies (LH <sub>2</sub> , LOHC)	Available as required

## ... For multiple end uses including substantial captive use in Adani Portfolio businesses ...



## ... And backed by credible action on ground



**Only Hydrogen Hub developed by a player with**

- Renewable and Port infrastructure expertise
- Downstream demand



**Backed by ongoing investments**

- Polysilicon capacity (30 KMTA by FY25)
- MOU with POSCO for integrated Green Steel plant



**Enabling infrastructure in place**

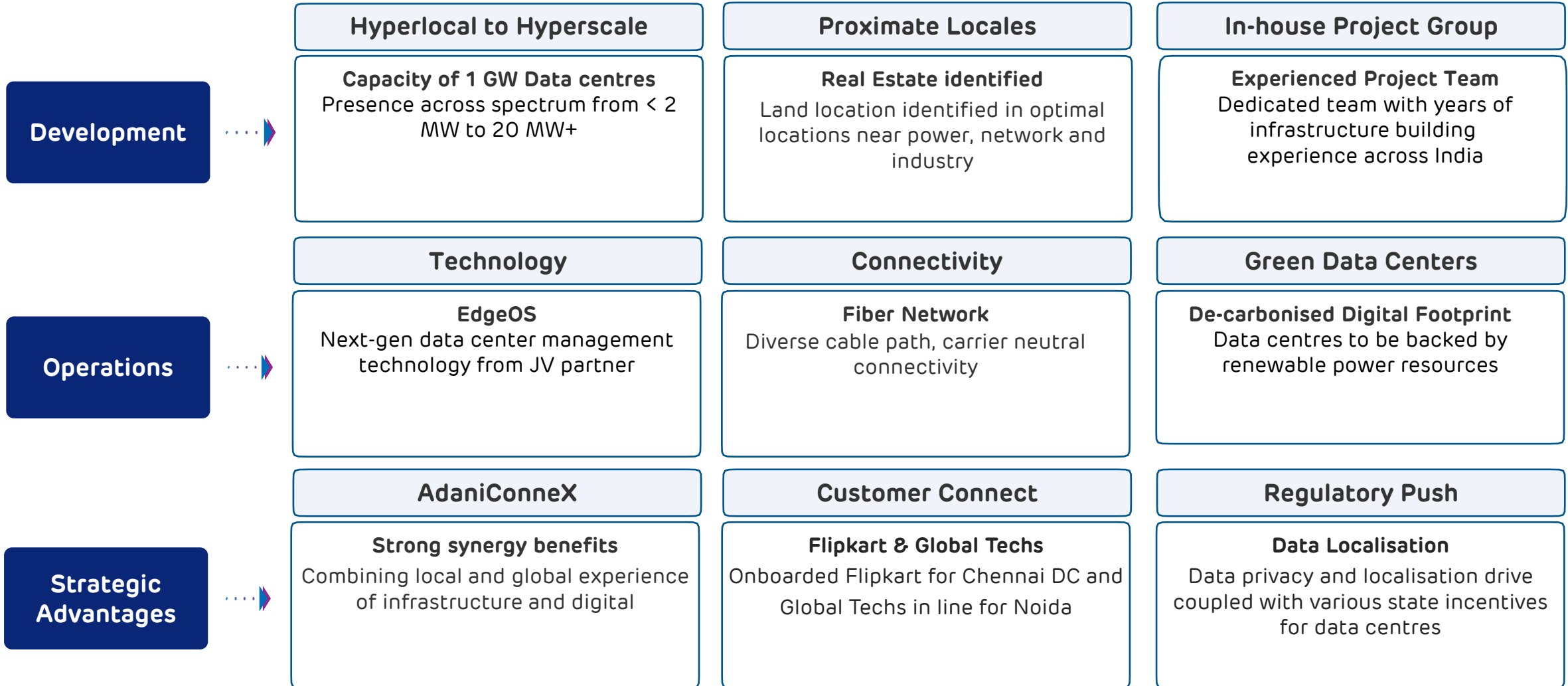
- Logistics network to North India hinterland
- Handling of Methanol / fuels, RE and power
- Demand from edible oil
- Net zero aspiration of port

04

AdaniConneX

(Data Centre – 50:50 JV of Adani & Edge connex)

# AdaniConneX: Strategic Overview





# AdaniConneX: JV Philosophy

Combining the assets and expertise of two of the world's leading infrastructure providers to deliver new digital infrastructure solutions and premium technology services to the Indian market

Largest Private Infrastructure and Energy Provider in India

Renewable Energy / Sustainability

Land Banks / Real Estate Assets

Shared services center

Local knowledge & relationships

A Large, Global, Private Data Center Operator

Global Data Center Footprint

Customer relationships & contracts

Design & Operations expertise

Hyperscale to Hyperlocal Expertise

Integrated Digital Infrastructure in India:  
Data Centers  
Fiber  
Land banking  
Renewable Power  
Sustainability

# AdaniConneX: Experience & Proven Capabilities

## Renewable Power

Powered with Green energy & offering carbon neutral solutions



## Resilient Fiber Connectivity

Diverse cable path, carrier neutral connectivity



## Proximate Locales

Real Estate located in optimal locations near power, network and industry



## Hyperscale Campuses: 20+MWs

Large data center campuses in key Indian markets that can support major Cloud requirements



## Edge Data Centers: 2-20MWs

Rapidly deliver scalable data center capacity in secondary Edge markets across India



## Far Edge Facilities: <2MWs

Small, modular data centers solutions to support hyperlocal metro requirements



- Experience of building large infrastructure projects throughout India
- Repeatable, robust & proven delivery process across the Data Center Spectrum
- EdgeOS: Next Generation Data Center Management in Every Configuration

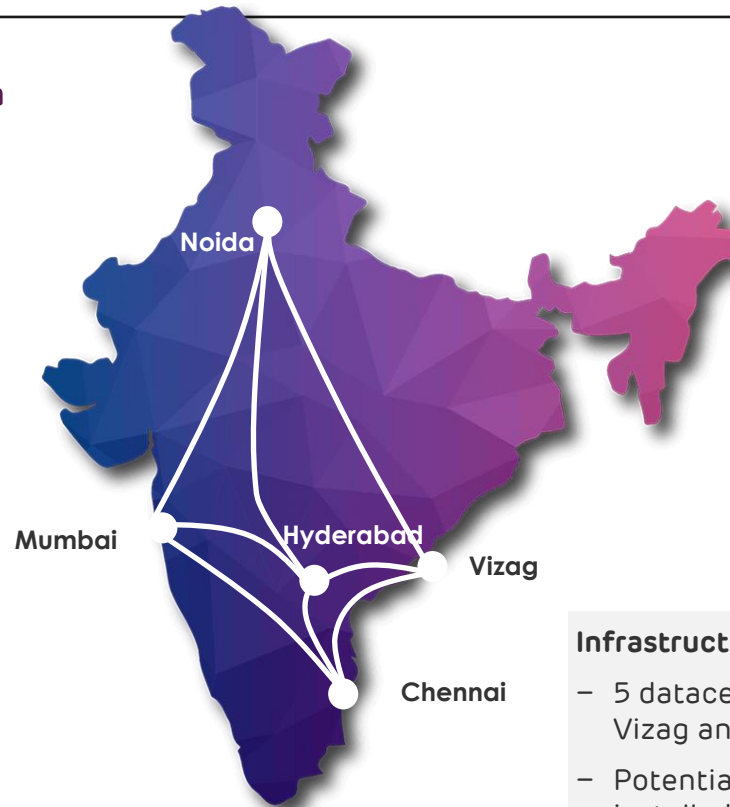
# AdaniConneX: Data Center Markets

Empowering Digital India with a Platform of Hyperscale to Hyperlocal Data Center Solutions

## Hyperscale

Focused on developing and operating new data centers in multiple markets inside India

- Mumbai** Highly scalable facility with OPGW fiber connectivity to major internet exchange points. Carrier hotel with 100+ major ISPs
- Chennai** DC with a robust terrestrial fiber connectivity from major Telcos and surrounded by strong IT and DC ecosystem
- Hyderabad** Advantageous location offering robust IT connectivity and scalability
- Noida** Strategically located facility with proximity to IT and DC ecosystem
- Vizag** Large scale DC Campus with potential for submarine connectivity



## Hyperlocal

Will develop strategically-placed Edge Data Centers and Far Edge facilities, creating a highly distributed national platform of infrastructure to help bring cloud, content, and data closer to Indian businesses and consumers alike

- Ahmedabad
- Lucknow
- Nagpur
- Bhopal
- Indore
- Gurgaon
- Jaipur
- Cochin
- Chandigarh
- Mangalore
- Kolkata
- Guwahati
- Coimbatore
- Pune

### Infrastructure set up

- 5 datacenters being set up at Chennai, Navi Mumbai, Noida, Vizag and Hyderabad in initial phase
- Potential to achieve **500 MW tied up capacity by 2023**, target installed capacity of **1 GW by 2030**

## Unique Capabilities that enable rapid deployment



Robust Financials



Resilient & Scalable Supply Chain



Strategic Execution Partners



Modular Construction

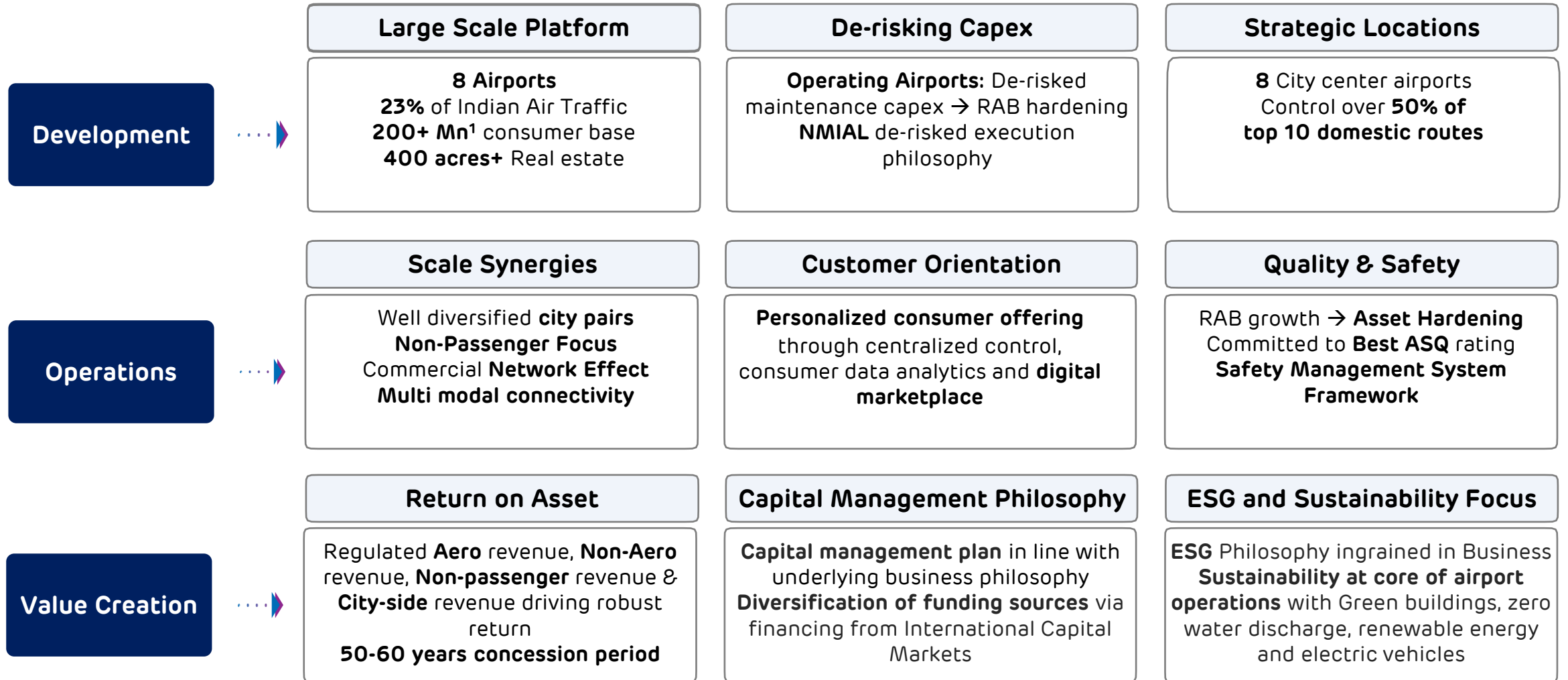


Strong Local Regulatory Experience

05

Adani Airport Holdings Limited  
(Transport & logistics business of Adani Enterprises)

# AAHL: Key Highlights

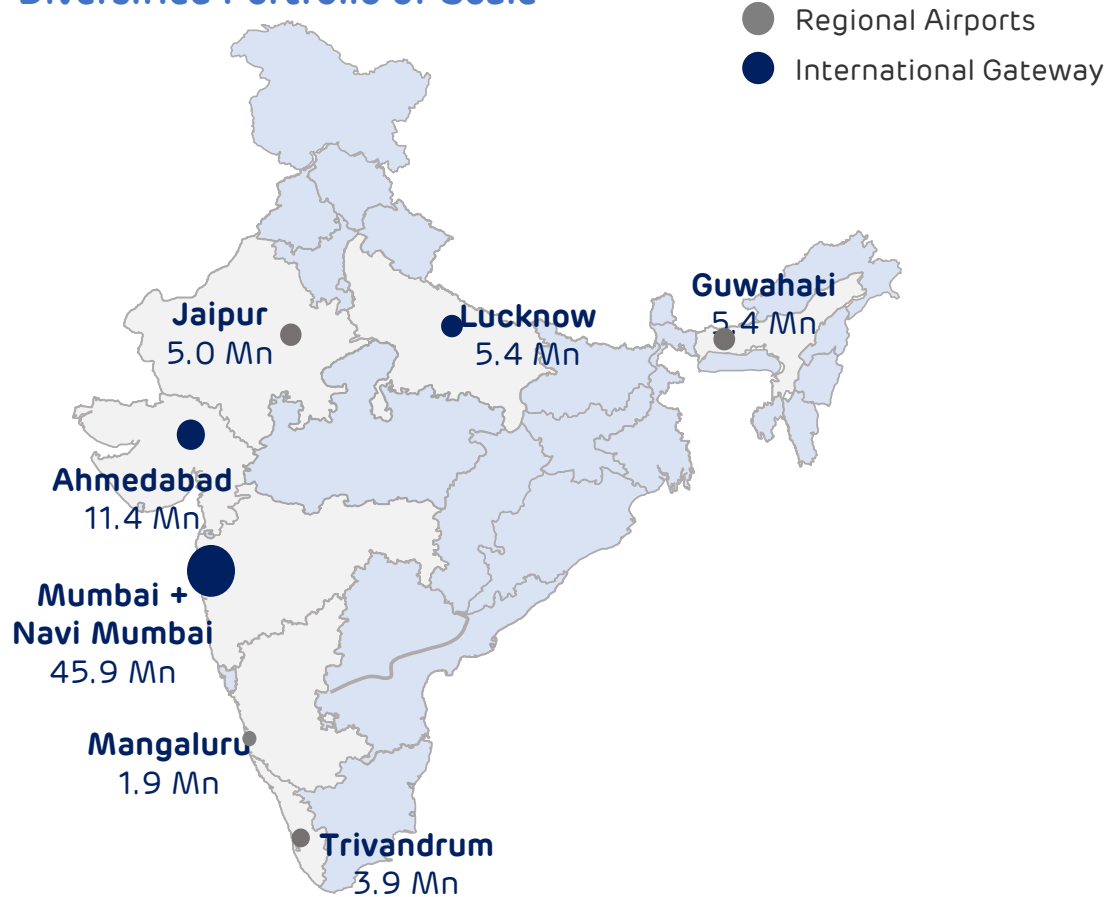


1. 79 Million airport passengers in FY20, 120 Million non-passengers as per design

AAHL: Adani Airport Holdings Limited, ASQ: Airport Service Quality, NMIAL: Navi Mumbai International Airport Limited

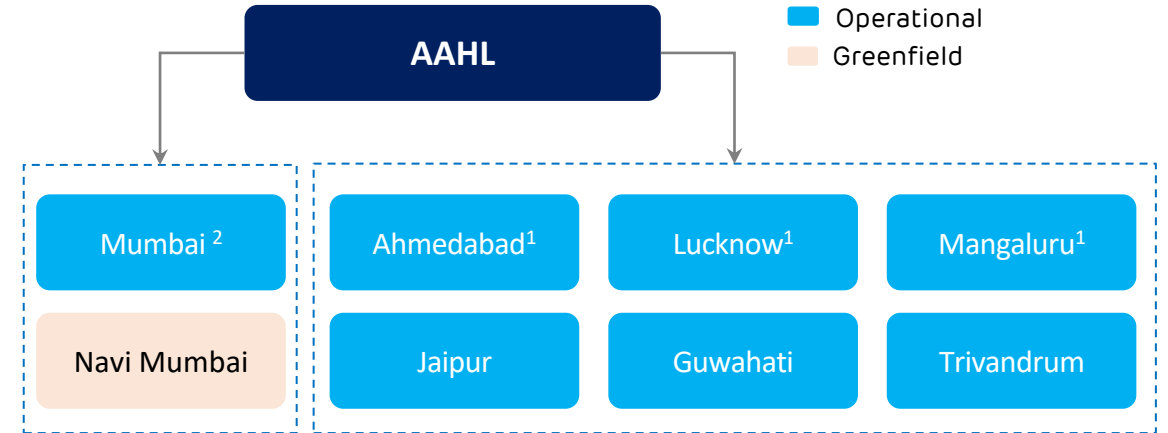
# AAHL: Integrated Airport Network

## Diversified Portfolio of Scale

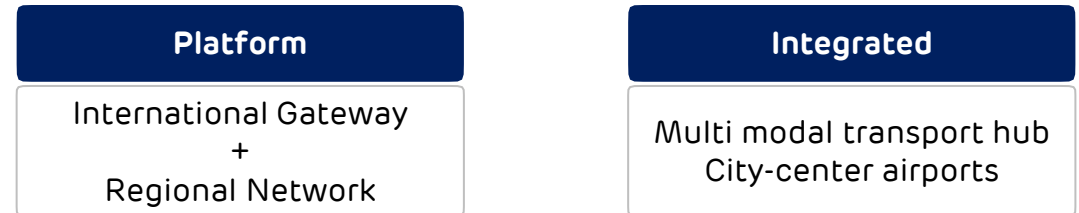


As per Airport Authority of India, Circle size is representative of passenger traffic in million passengers for FY20, Navi Mumbai Airport is not yet operational

## Integrated Airport Network



## Network Effect



**Mumbai Airport – 2<sup>nd</sup> largest airport in India**

**Network Diversity – 121 unique destinations**

**Network Synergies + Scale (owns India's 2<sup>nd</sup> largest airport) + underlying business structure conducive for future additions  
 → One of the largest airport network**

# AAHL: Large Platform in fastest growing aviation market

## Key Highlights

**India** – Fastest growing aviation market over past decade with strong indicators of future growth

**AAHL Integrated Airport Network**, comprising seven brownfield & one greenfield airport

All airports are **Rate of Return Assets** operating in a mature regulatory environment with long term concession

Controlling **22% (FY20)** of domestic traffic and **28% (FY20)** of international traffic of India

**Cargo Hub** – Integrated Multimodal logistics network along with Adani Ports and Logistics Divisions

**Large scale Network with 23% of India's total passenger traffic, strategy aligned to consumers – passengers & non passengers**

### Passengers

**79 mn<sup>1</sup>**

60 mn – Domestic

19 mn – International

**Terminal Extension** concept – **First in India**

**Airport Economic Precinct offering a seamless experience to consumers and passengers**

### Non-Passengers

**120 mn<sup>1</sup>**

80 mn - Meet / Greeters

40 mn - City Side

**Target Non-passenger for diversification**

1. 79 Million airport passengers as on FY 20, 120 Million non-passengers as per design  
 AEL: Adani Enterprises Limited; AAHL: Adani Airport Holdings Limited

# AAHL: Diversified Revenue Streams

## 1 Aero Revenue



### Regulated Revenue

RAB Planning	Route Development
Ground Handling	Fuel Farm

**Organization Structure with capability of dealing with various regulators across Businesses**

- Landing Fees
- Parking Charges
- User Development Fee
- Aerobridge charges
- Unauthorized Overstay



## 2 Non-Aero Revenue



### Passengers



### Non-Passengers

### Unregulated Revenue

Terminal Development
Passenger Flow Optimization
Digital Architecture
Consumer Specific Strategy

- Duty Free / Duty paid
- F&B
- Lounges
- Advertisement.
- Car parking



## 3



### Unregulated Revenue

Integrated Real estate development strategy
Multimodal connectivity

### Hospitality



### Healthcare



### Commercial

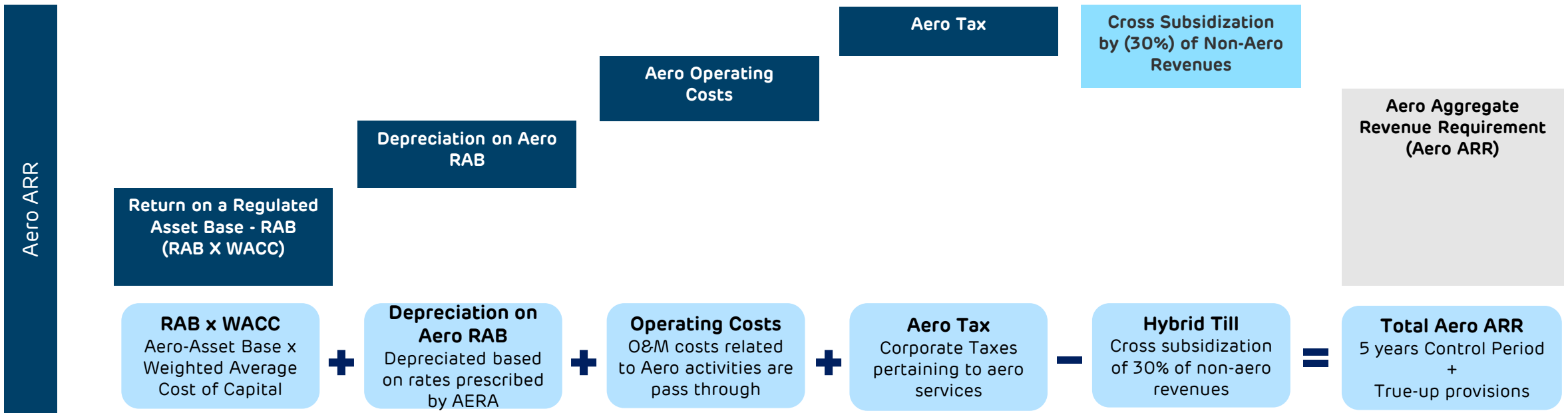
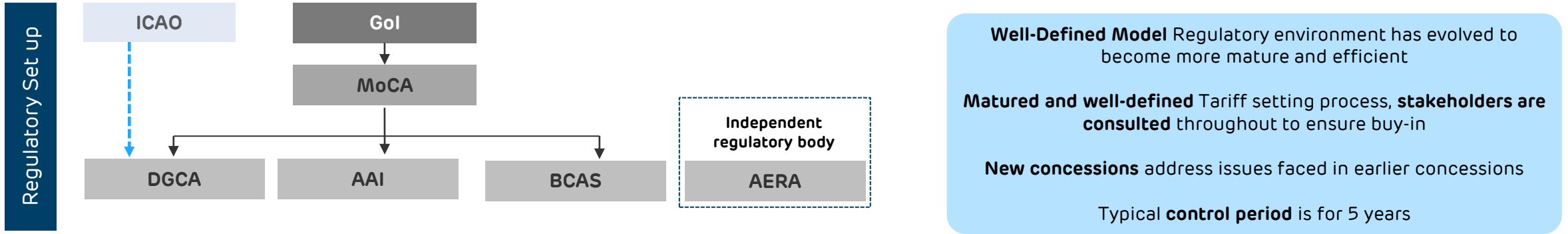


- Land sub-leased for a long term co-terminus with airport concession

**Revenue streams offer twin advantage of rate of return model and consumer/real estate upside**



# AAHL: Diversified Revenue Streams: Regulated Aero Revenue



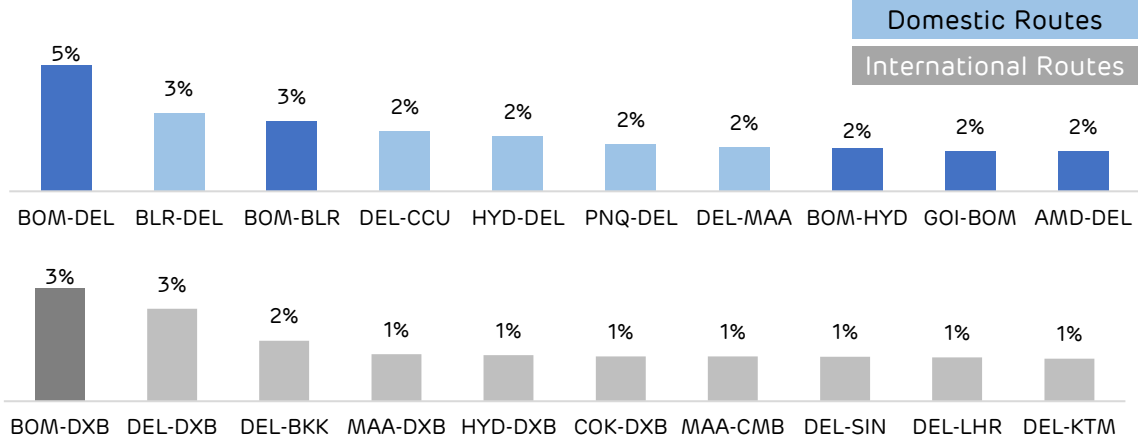
**Adani Airports operate in an evolved regulatory framework, under which AERA has setup tariffs for all major airports**

ICAO: International Civil Aviation Organization, GoI: Government of India, MoCA: Ministry of Civil Aviation, DGCA: Directorate General of Civil Aviation, AAI: Airports Authority of India, BCAS: Bureau of Civil Aviation Security, AERA: Airports Economic Regulatory Authority, RAB: Regulated Asset Base, WACC: Weighted Average Cost of Capital, ARR: Aggregate Revenue Requirement, O&M: Operations & Maintenance

# AAHL: Aero Strategy

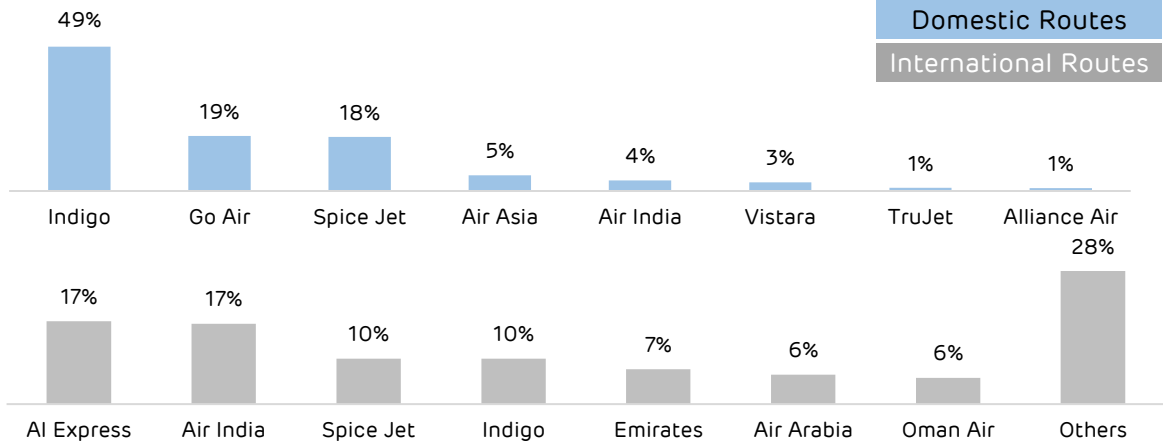
**Focussed on route development and stakeholder management to sweat airport assets to the fullest**

## Passenger Profile<sup>1</sup>



The dark bars above represent AAHL routes portfolio

## Airline Profile<sup>2</sup>



**Network Strength**

- Leveraging network synergies to **increase market competitiveness**
- Route development strategy to **leverage on international gateway and regional footprint**

---

**Asset Utilization**

- Slot planning to work cohesively with route development strategy
- Optimizing slot planning to provide **efficient service to airlines**

**Stakeholder Management**

- Establishing **long term partnerships** with anchor airlines to enable sharing of data
- Creating a **market-pull mechanism** to feed into airport infrastructure planning

---

**Aero Operational Efficiency**

- Minimizing **turn around time** for airlines
- Ensuring **highest level of safety**
- Providing full suite services to airlines

## Yield Planning

**Capex planning to work cohesively with tariff rate strategy to ensure viable long-term tariffs**

<sup>1</sup> Source: DGCA, Industry Research

<sup>2</sup> Industry Research

**BOM:** Mumbai, **DEL:** Delhi, **BLR:** Bengaluru, **CCU:** Kolkata, **HYD:** Hyderabad, **PNQ:** Pune, **MAA:** Chennai, **GOI:** Goa, **AMD:** Ahmedabad, **DXB:** Dubai, **BKK:** Bangkok, **COK:** Kochi, **CMB:** Colombo, **SIN:** Singapore, **LHR:** London, **KTM:** Kathmandu ,

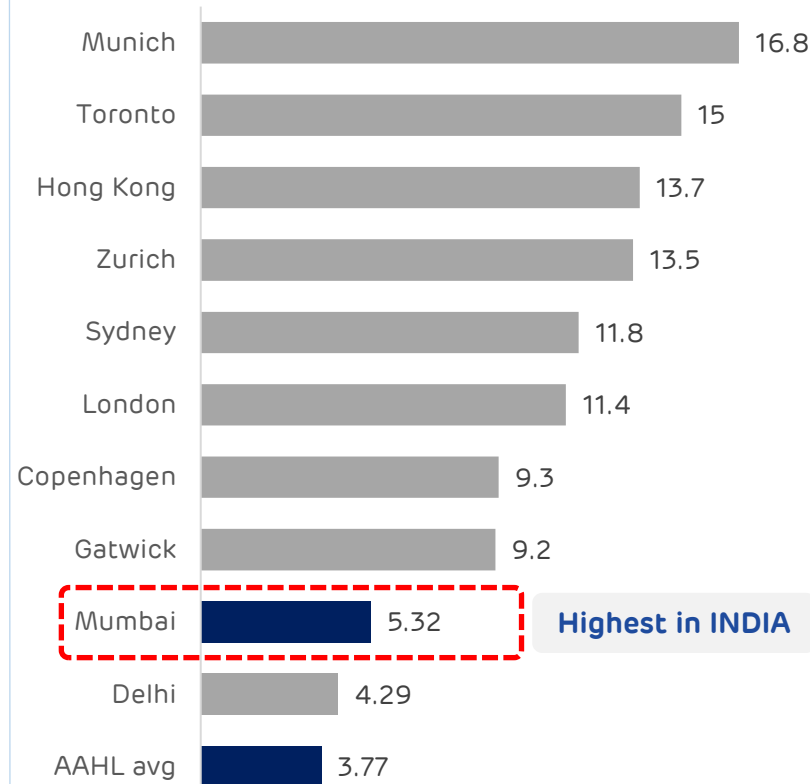
# AAHL: Non-Aero Revenue Streams with massive potential to grow

## Non-Aero Revenue Streams

In INR mn	FY20 Revenue	% CAGR (FY16-21)
<b>MIAL</b>		
Duty Free	3,517	9%
Cargo	3,021	2%
<b>Rentals</b>	<b>2,056</b>	<b>11%</b>
<b>Advertisements</b>	<b>1,550</b>	<b>14%</b>
<b>Retails</b>	<b>1,525</b>	<b>13%</b>
<b>F&amp;B</b>	<b>1,385</b>	<b>20%</b>
Oil Throughput	1,149	2%
Ground Handling	1,081	4%
<b>Lounges</b>	<b>731</b>	<b>15%</b>
Forex	553	8%
<b>IT Concession</b>	<b>518</b>	<b>17%</b>
Car Rentals	247	5%
<b>Real Estate</b>	<b>80</b>	<b>31%</b>
Others <sup>(2)</sup>	1,433	3%
<b>Total – MIAL</b>	<b>18,846</b>	
<b>Total – 6 Airports</b>	<b>3,490</b>	
<b>Overall non-aero</b>	<b>22,336</b>	

## Non-Aero spend per pax lower amongst other airports globally

Non-Aero Revenue per passenger (USD) <sup>(1)</sup>



Significant potential for growth in non-aero spend per pax

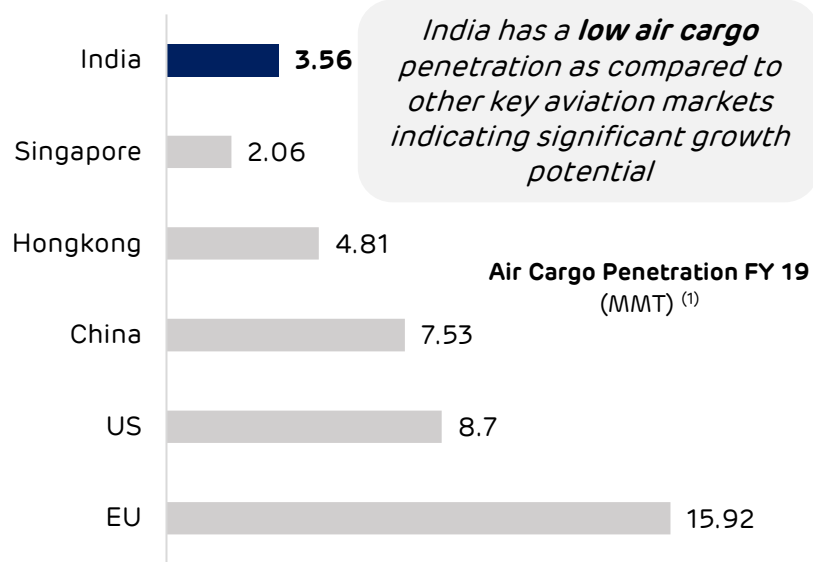
## Key Highlights

- **F&B, Advertisement, Retail, Rentals, Duty Free, have been growing at a faster rate**, and are expected to be future drivers of Non Aero revenues
- **Non-Aero spend per pax** in India is lower by 2x - 3x as compared to international peers, **MIAL highest in India, higher than second highest airport by 24%**
- Non-aero revenue per pax in 6 airports was USD 1.4 (vs USD 5.3 for Mumbai) indicating significant growth potential
- MIAL has registered **10Y CAGR<sup>(3)</sup> of 9.3%** in non-aero revenues vs. **4.7%** in aero passengers
- **MIAL houses 0.5 mn sq. ft. (both T1 & T2) of prime retail and F&B destination** in the city centre of Mumbai
- Massive growth potential in the sub-categories

(1) Source : KPMG (2) Others include revenue from Pranaam Services, Car Parking, Flight Kitchen, Passenger Services, CUTE counter charges, Banking ATM etc. (3) Only till FY2020  
**CAGR:** Compound Annual Growth Rate, **Y:** Year, **mn:** million, **sq. ft.:** Square feet, **F&B:** Food and Beverage; **CUTE:** Common User Terminal Equipment

# AAHL: Diversified Revenue Streams: Cargo Revenue

## Air Cargo Sector in India



In this market, AAHL has 32% market share

FY19 (MMT)	Domestic	International	Total
Total Mkt Size	1.36	2.20	3.56
AAHL volume	0.39	0.76	1.14
<b>AAHL Mkt Share</b>	<b>28%</b>	<b>34%</b>	<b>32%</b>

## AAHL Cargo handling Infrastructure

<b>Mumbai</b>	<ul style="list-style-type: none"> <li>– <b>5 cargo terminals</b> with total <b>capacity of 1.45 MMT p.a.</b> covering pharma, agro, courier, e-commerce, IT, textile</li> <li>– <b>Largest cold chain</b> terminal in India</li> </ul>
<b>Ahmedabad</b>	<ul style="list-style-type: none"> <li>– Domestic terminal (1,300 sq.m.) with total capacity of 6,500 MT p.a.</li> <li>– <b>Planned ICT capacity of 200,000 MT p.a.</b> and 4 dedicated freighter bays</li> </ul>
<b>Lucknow</b>	<ul style="list-style-type: none"> <li>– Integrated terminal (1,000 sq.m.) with total capacity of 5,000 MT per annum</li> <li>– <b>Planned ICT capacity of 50,000 MT p.a.</b></li> </ul>
<b>Mangaluru</b>	<ul style="list-style-type: none"> <li>– <b>Planned ICT capacity of 20,000 MT p.a.</b></li> </ul>
<b>Jaipur</b>	<ul style="list-style-type: none"> <li>– Redeveloping existing domestic terminal (500 sq.m.) of <b>capacity 2,500 MT p.a.</b></li> <li>– International terminal of capacity 4,260 MT p.a. being taken over from RAJSICO</li> </ul>
<b>Guwahati</b>	<ul style="list-style-type: none"> <li>– In discussions with Assam Industrial Development Corporation for takeover of existing terminal – capacity of <b>20,250 MT p.a.</b></li> </ul>
<b>Trivandrum</b>	<ul style="list-style-type: none"> <li>– Redeveloping existing domestic terminal (587 sq.m.) of capacity 2,935 MT p.a.</li> <li>– International terminal of capacity 12,390 MT p.a. being taken over from KSIE</li> </ul>
<b>Navi Mumbai</b>	<ul style="list-style-type: none"> <li>– Master planning and Level 1 design of ICT Phases 1, 2 and 3 complete with <b>capacity of 1.5 MMT p.a.</b></li> <li>– Phase 1 to include 30,000 Sqm for a capacity of 0.5 MMT p.a.</li> </ul>

**Cargo and ground handling form part of non-aero business for MIAL and aero business for all other airports in AAHL portfolio**

(1) Source: International Air Transport Association (IATA); **Mkt**: Market; **MMT**: Million Metric Ton, **ICT**: Integrated Cargo Terminal, **p.a.**: per annum, **MT**: Metric Ton, **RAJSICO**: Rajasthan Small Industries Corporation Limited, **sq.m.**: square meter, **KSIE**: Kerala State Industrial Enterprises Limited

# AAHL: Diversified Revenue Streams: Airport City Side Development

## Key components of AAHL City Side Development

- Hotel developments
- Conference/convention centers
- Entertainment destinations
- Destination Shopping Centers, Shopping malls & Outlet malls
- Duty Free Retail
- Office space, coworking space
- Cultural Centers, Museums
- Mixed-use developments (shop, work, play, stay)
- Post-secondary education facilities, specifically aerospace-related
- Urban Distribution centers
- Intermodal platform for passengers & cargo

**Aerotropolis** to be modelled along similar lines as well-developed Aerotropolis at Amsterdam Airport Schiphol, Incheon International Airport and Zurich Airport

## Concept of Aerotropolis and its spatial integration with city/region



## AAHL Philosophy for City Side Development



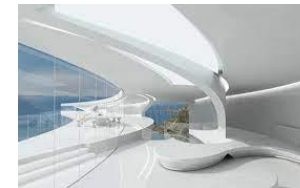
**Aspirational, Futuristic, Unique, and Interactive Spaces Development**



**Dynamic & Flexible Facilities Development**



**Sustainable Business committed to high ESG standards**



**Differentiated Product (creation of unique visual identities)**

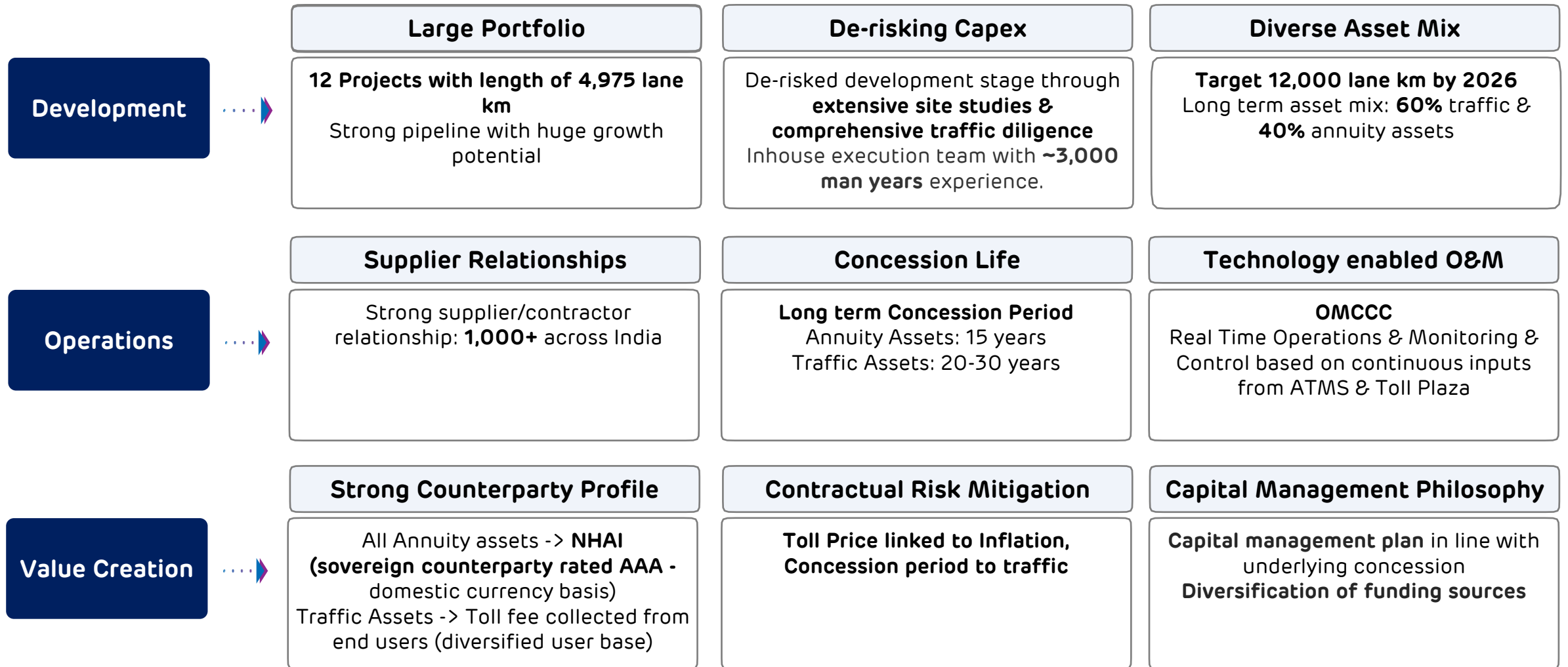


**Development of Destination Magnets**

06

Adani Roads Transport Limited  
(Transport & logistics business of Adani Enterprises)

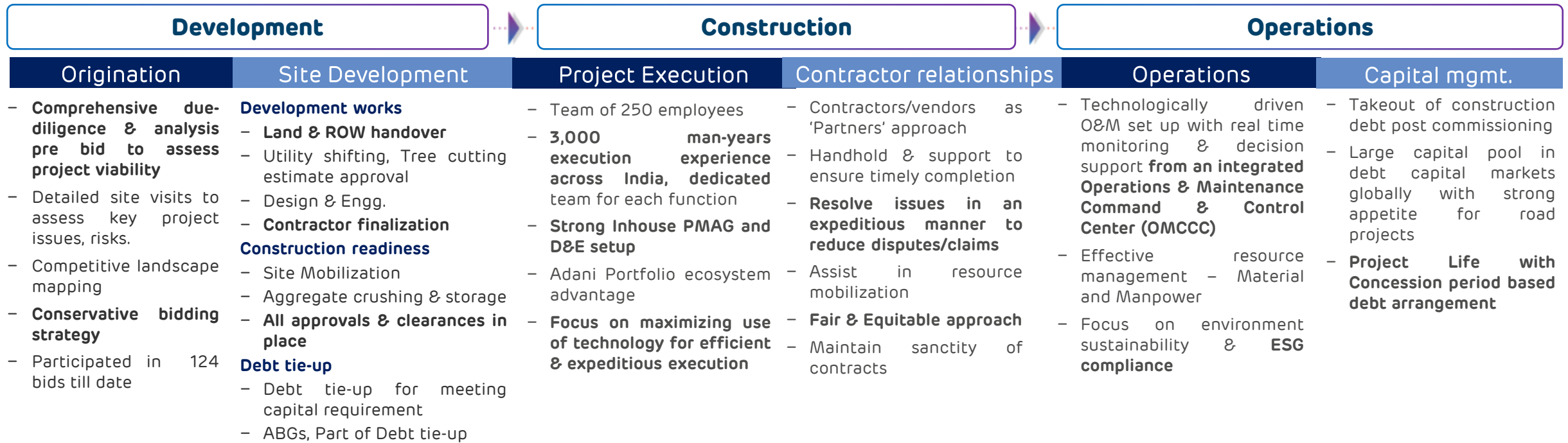
# ARTL: Key Highlights



**NHAI:** National Highways Authority of India, **O&M:** Operations & Maintenance, **km:** kilo meter; **OMCCC:** Operations & Maintenance Command & Control Center; **ATMS:** Advance Traffic Management System



# ARTL: Business Philosophy centered on De-risking across project lifecycle



Bid Analysis		
Type	No of Bids	No. of Bids Won
HAM	118	8
TOT	3	1
BOT	3	2



*Contractor Camp Mobilization*



*Deep relationships with large construction contractors*



*Operations & Maintenance Command & Control Center (OMCCC)*

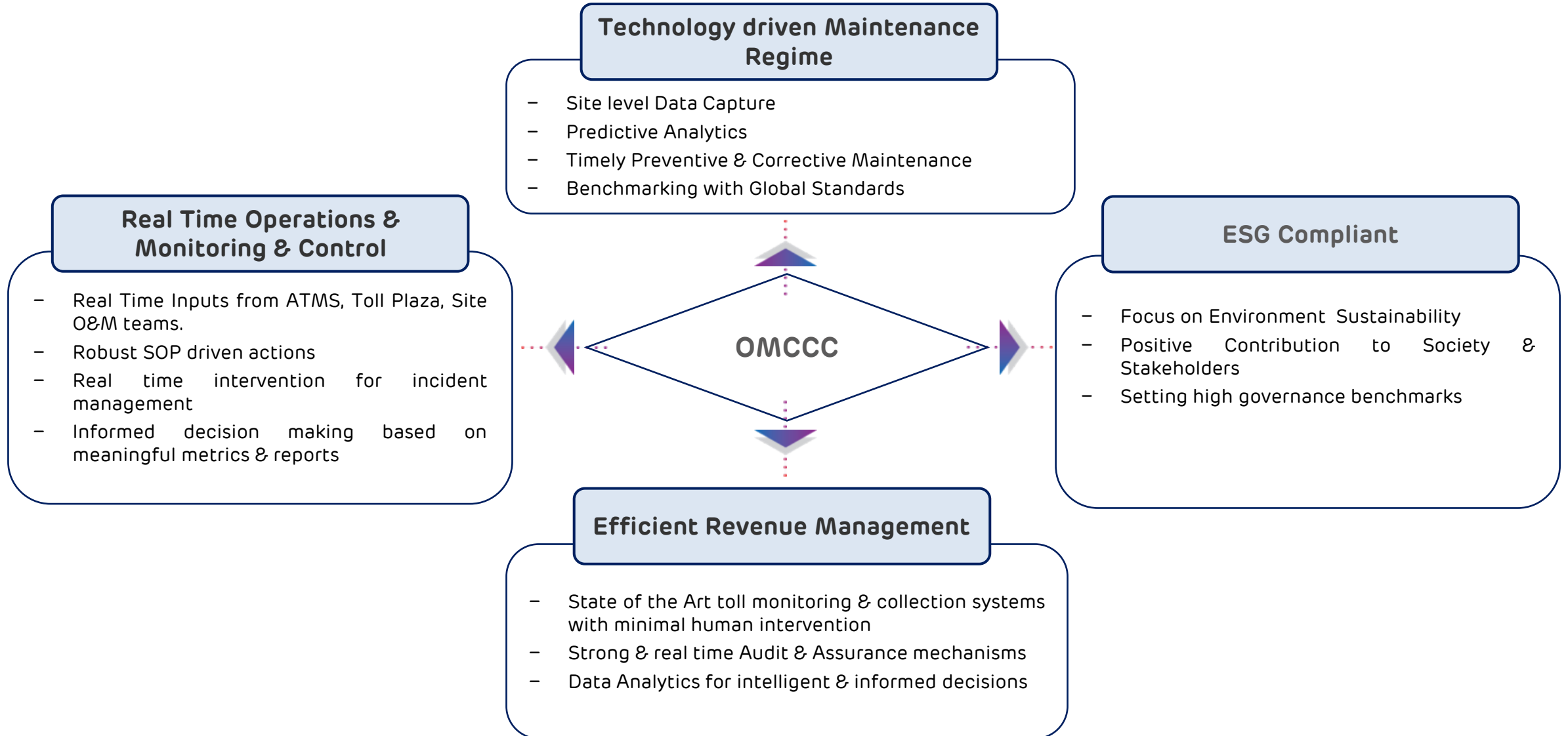


*Banks providing construction debt*

RoW: Right of Way; ARTL: Adani Road Transport Limited; ABG: Advance Bank Guarantee; ESG: Environment Safety and Governance; D&E: Design & Engineering; PMAG: Project Management and Assurance Group

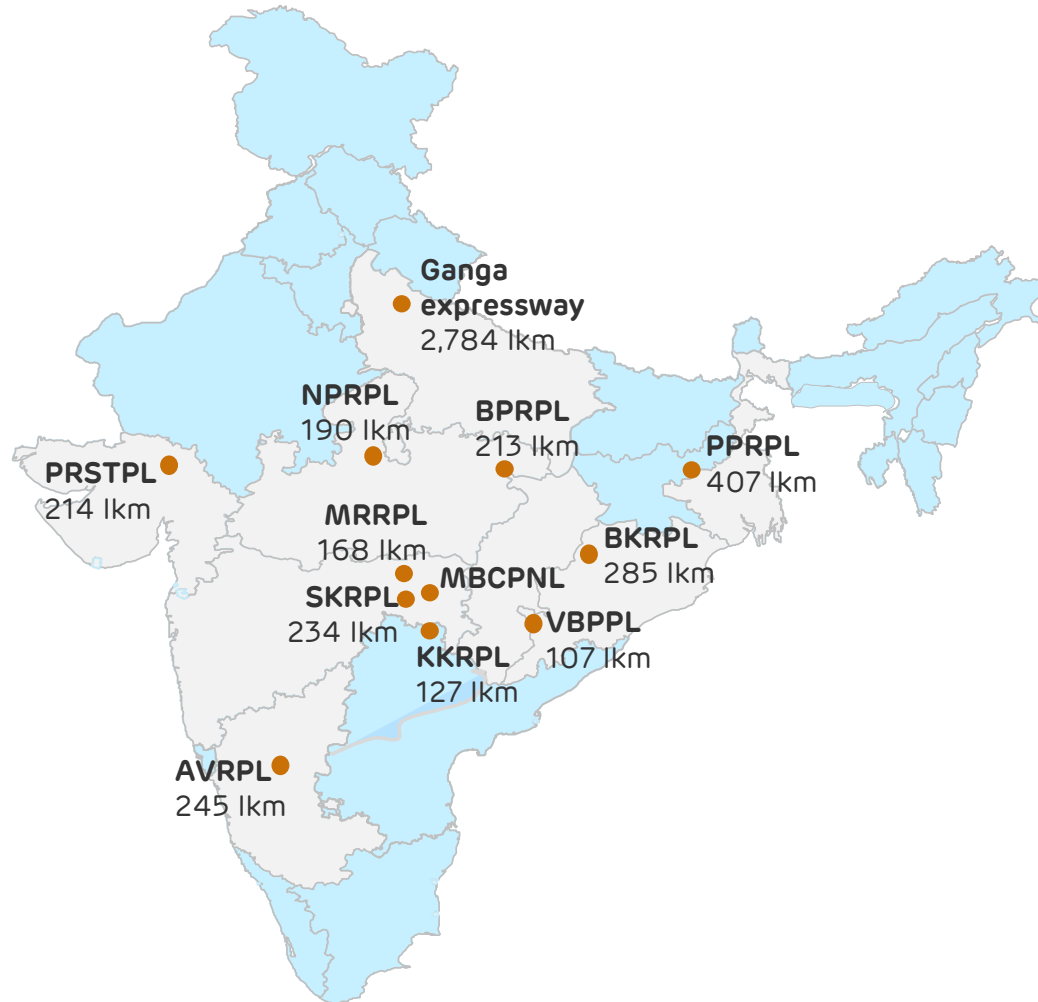


# ARTL: Technology driven, lean & Efficient O&M Setup



# ARTL: Existing Portfolio

Portfolio of 12 projects with road length of 4,975 lane km



MBCPNL and PRSTPL are operating assets and balance assets are under construction

Project Name	Type	Lane km	Counterparty
<b>HAM (Annuity assets)</b>			
BPRPL	HAM	213	NHAI
SKRPL	HAM	234	NHAI
MRRPL	HAM	168	NHAI
VBPPL	HAM	107	NHAI
NPRPL	HAM	190	NHAI
AVRPL	HAM	245	NHAI
BKRPL	HAM	285	NHAI
KKRPL	HAM	127	NHAI
<b>Total</b>		<b>1,569</b>	
<b>BOT (Traffic assets)</b>			
PPRPL	BOT	407	NHAI
Ganga Expressway	BOT	2,785	UPEIDA
<b>Total</b>		<b>3,192</b>	
MBCPNL	Border Check posts	NA	MH Govt
PRSTPL	TOT	214	NHAI
<b>Overall Total</b>		<b>4,975</b>	

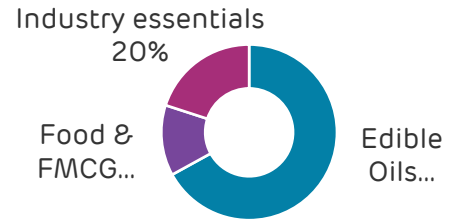
**HAM:** Hybrid Annuity Mode; **TOT:** Toll, Operate and Transfer; **BOT:** Build, Operate and Transfer; **BPRPL:** Bilaspur Pathrapali Road Pvt Ltd; **MRRPL:** Mancherial Repallewada Road Pvt Ltd; **SKRPL:** Suryapet Khammam Road Pvt Ltd; **VBPPL:** Vijayawada Bypass Project Pvt Ltd; **NPRPL:** Nanasa Pidgaon Road Pvt Ltd; **AVRPL:** Azhiyur Vengalam Road Pvt Ltd; **MBCPNL:** Maharashtra Border Check Post Network Ltd; **MH Govt:** Maharashtra Government; **COD:** Commercial Operation Date; **NHAI:** National Highways Authority of India; **UPEIDA:** Uttar Pradesh Expressways Industrial Development Authority; **KKRPL:** Kodad Khammam Road Pvt Ltd; **BKRPL:** Badakumari Karki Road Pvt Ltd; **PRSTPL:** PRS Tolls Pvt Ltd; **PPRPL:** Panagarh Palsit Road Pvt Ltd.

07

Adani Wilmar Limited

(FMCG business - 50:50 JV of Adani & Wilmar)

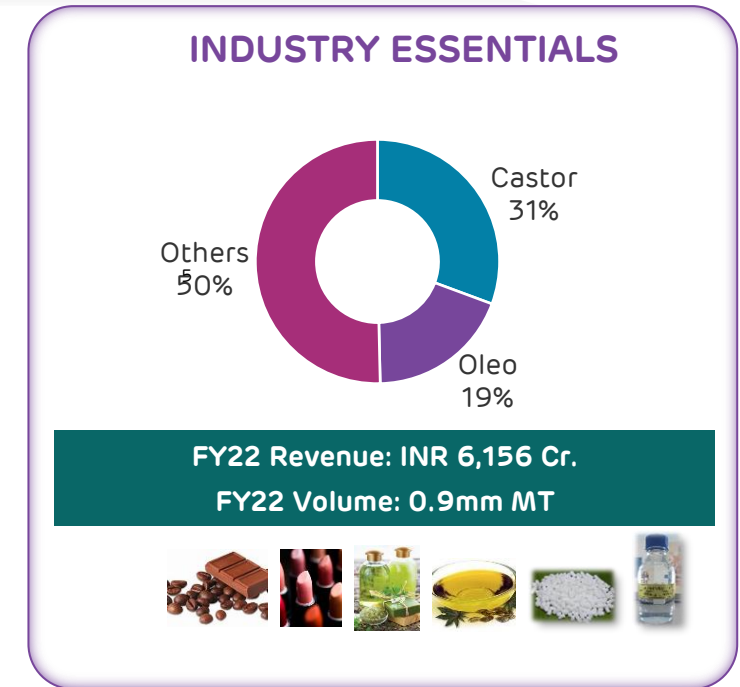
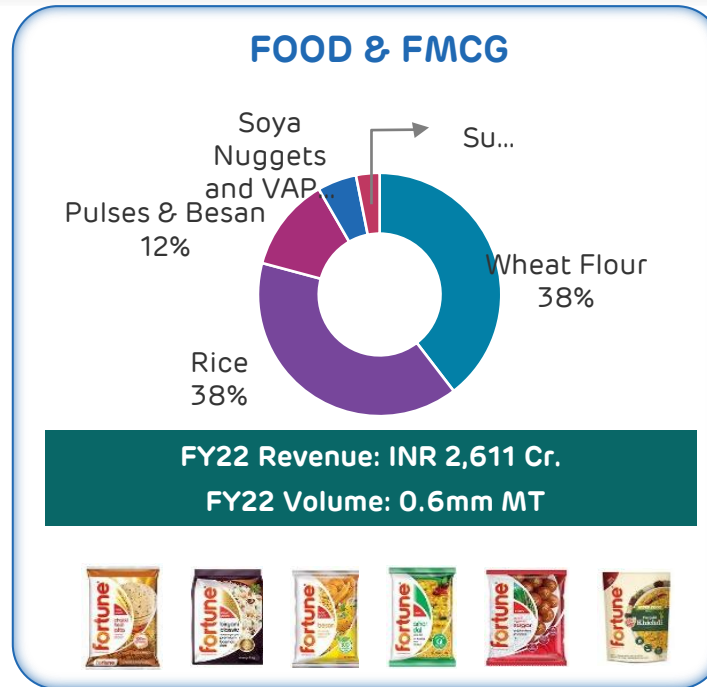
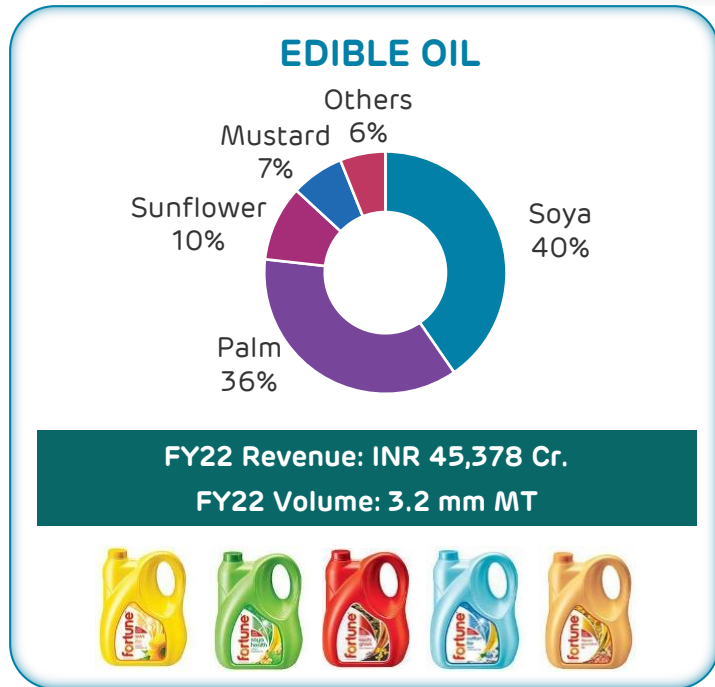
# AWL: Key Business Categories



FY22 Sales volume: 4.8mm MT



FY22 Sales volume: 3.9mm MT  
(ex-Industry essentials)



Branded products account for 72% of our edible oil and food and FMCG sales volume (excluding industry essentials) as of FY22

## Number of Manufacturing Units:

23

Own Units

30

Toll Units

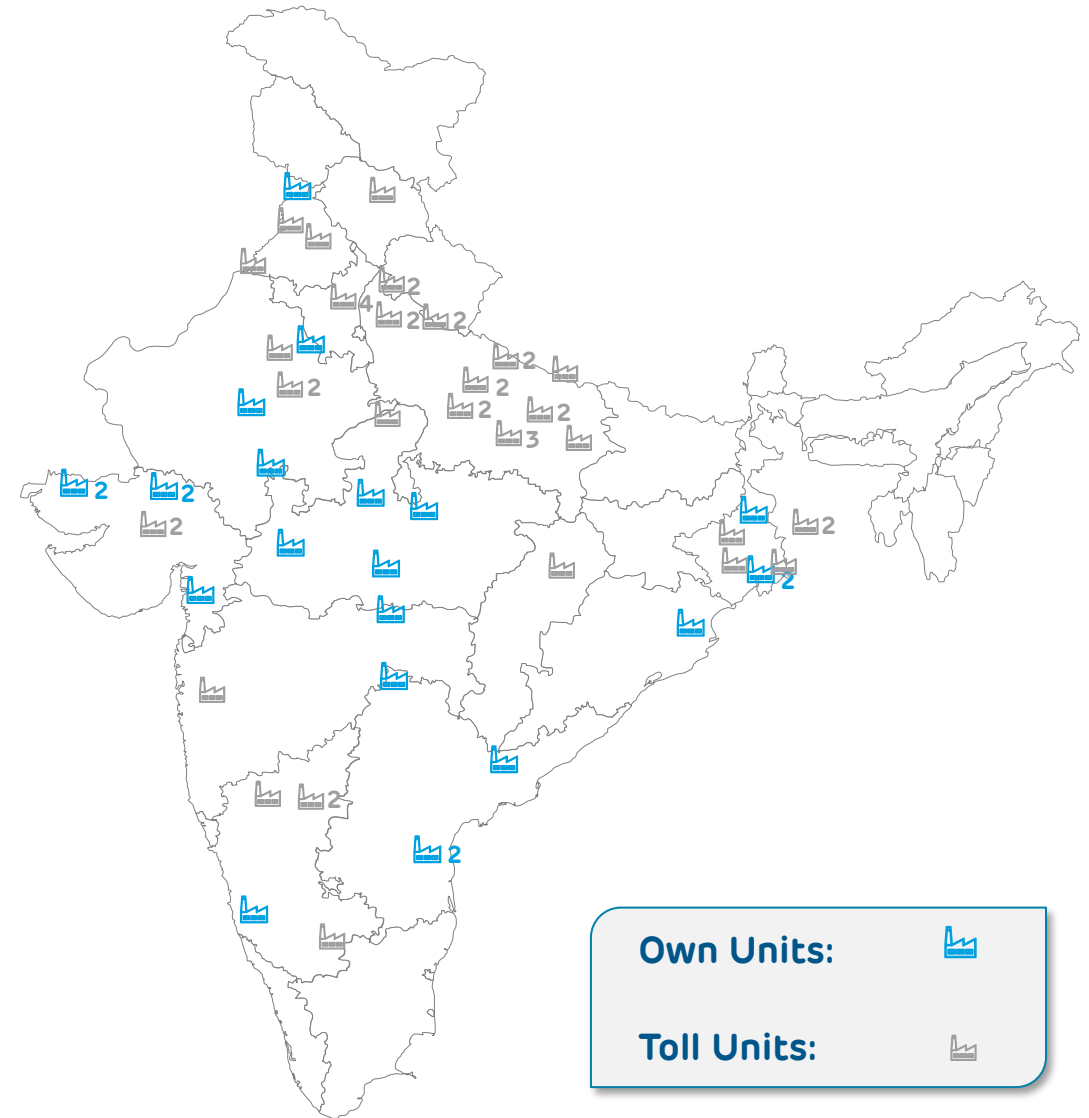
## Capacities (Tonnes per day / TPD)

~16,500 TPD

Edible Oil

~3,200 TPD

Food & FMCG



# AWL: Distribution Reach

## Retail Access



RETAIL  
OUTLET

**1.8 Million+**  
Outlet reach

## Household Reach



**90 Million+**  
Reach across addressable HH

## Sales Network



**~5,000+ Salesmen**  
**~4800+ delivery vehicles**  
(Distributors & C&F agents)

## Distribution



**5,750+**  
**(6 zones)**  
12% CARG over 3 years

## Depots



**90**  
Strategically located every  
~250 KM across India

## Depot Storage

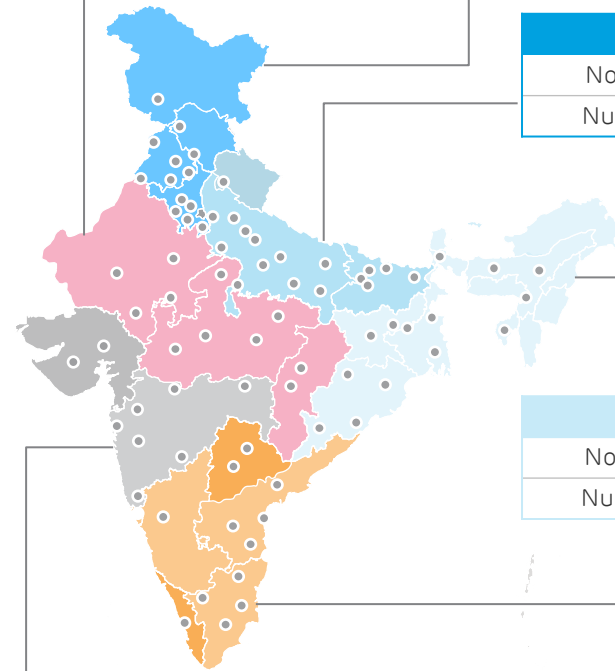


**~1.6 Mn sq. ft.**  
Storage space

Central	
No of Distributors	890
Number of Depots	12

North 1	
No of Distributors	635
Number of Depots	15

North 2	
No of Distributors	1,270
Number of Depots	18



East	
No of Distributors	984
Number of Depots	15

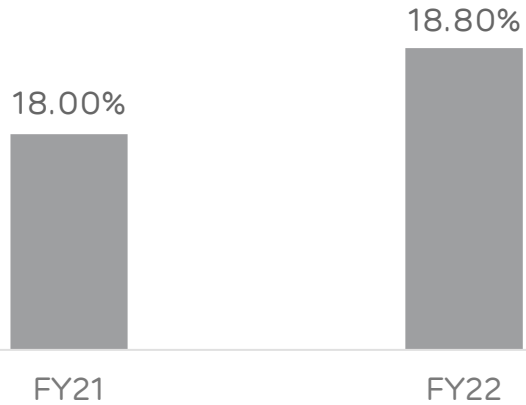
West	
No of Distributors	1,086
Number of Depots	13

South	
No of Distributors	910
Number of Depots	17

**Extensive pan-India distribution network**

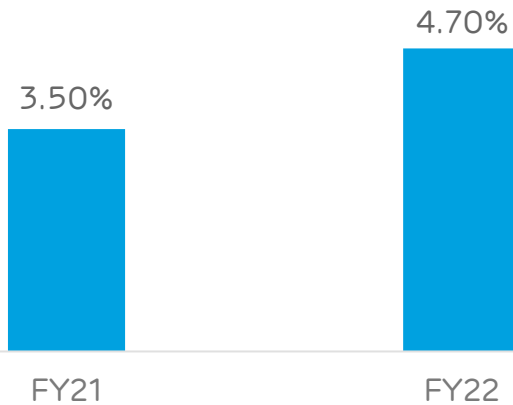
# AWL: Market Share FY22 Leadership across categories

## Edible Oil



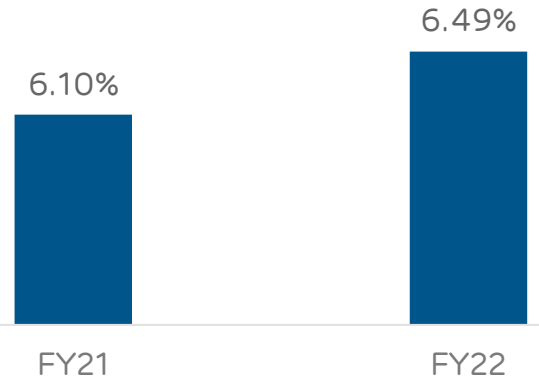
- No.1 Edible Oil player in India
- Presence across the complete consumption basket of edible oils in India

## Wheat Flour



- No.2 player in India
- Leveraging edible oil distribution for further market penetration

## Basmati Rice



- No.3 player in India
- Potential market share gain on the back of recent acquisition of Kohinoor brand

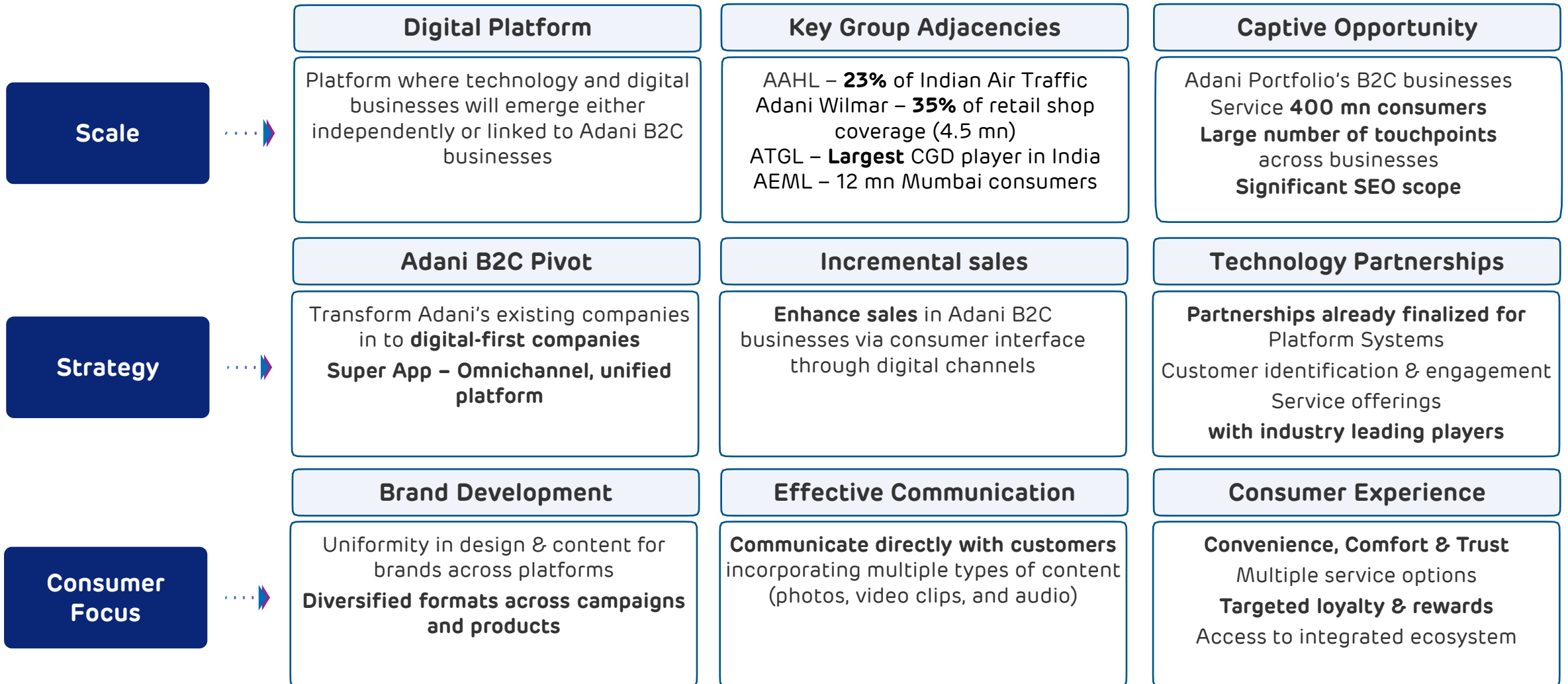
Leadership across Food segments on the back of distribution

08

Adani Digital Labs



# Adani Digital Labs: Digital Incubator within Adani Enterprises



# Adani Digital Labs: Overview

## Adani Super App – Integrated Digital Platform to access Adani & partner services



### Key business focus areas

<b>Adani Super App</b>	Integrated Digital Platform to access Adani & partner services
<b>SEO, Social Media &amp; Digital Marketing</b>	<ul style="list-style-type: none"> <li>Enhanced customer identification and engagement</li> <li>Website optimisation to streamline communication across brands</li> </ul>
<b>Special Projects &amp; Existing BAUs</b>	<ul style="list-style-type: none"> <li>Group booking: Online bidding model based on airlines / agents receptiveness</li> <li>Targeted sampling at airport to distribute sample of brands based on airport personas</li> </ul>

### Key Highlights

<b>Customer acquisition</b>	<ul style="list-style-type: none"> <li>Adani's B2C business expected to cover <b>450-500 mn consumers by 2025</b></li> <li>Focus on data analytics &amp; catering to consumer preferences                             <ul style="list-style-type: none"> <li><b>350-400 mn user additions</b> on Adani Super App over next 5 years with focus on profitable unit economics</li> </ul> </li> </ul>
<b>Strategic partnerships</b>	<ul style="list-style-type: none"> <li>Strategic business <b>partnerships for key platform components</b> (mobile apps, chat bots, APIs, etc.)</li> </ul>
<b>Adani B2B businesses</b>	<ul style="list-style-type: none"> <li><b>Re-utilization of Digital Platform</b> for Adani B2B businesses</li> <li>Focus on Corporate Business &amp; SME enablement and distributors / agents / partners experience</li> </ul>

### Key Partners for customer identification and services

**Flights / Hotels / Packages**

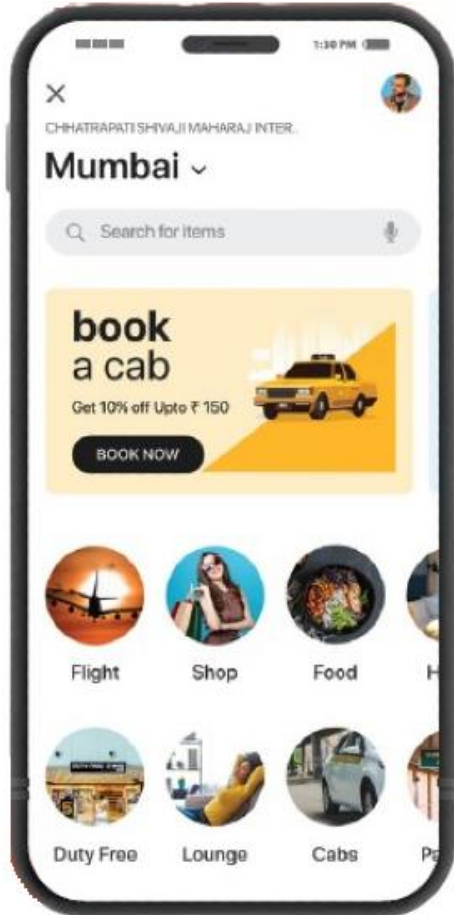
Book, Modify, Cancel flight reservations  
Ancillary and Add-ons, Hotels Enablements  
Check-in, Packaging

**Customer Identification**

Enablement of identification methods  
Service enablement  
Dynamic promotions

# Adani Digital Labs: Adani Super App as one stop interface with consumers

## Digital strategy aimed at achieving a truly seamless consumer experience



### Platform system partners



### Airline Ticketing

Target leisure travelers who book tickets online for flights from Adani Airports

### Data Monetization

Email, SMS, Push notifications and Affiliate partnerships

### F&B / Retail / Duty Free

Offer a complete online purchase experience adding new features like pre-book, collect at gate

### Airport Services

Pre-book Airport services like Cabs, Parking, WiFi, Wheelchair, etc.

### Others

Online Pranaam services booking  
Paid WiFi services  
Premium services for lounges

### Targeted Sampling

Partner with brands to connect with consumers

### Gas & Electricity

Bill Payment  
Advertising of linked services and products  
Cross selling of related products

### Food FMCG (Adani Wilmar)

Sales through Digital channels

### Loyalty

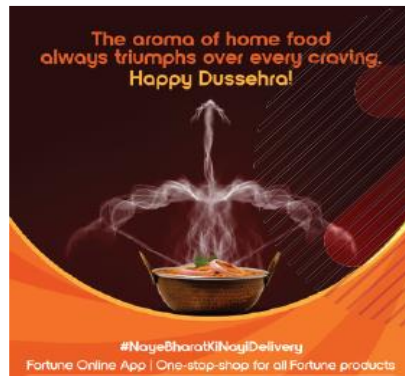
Promote repeat purchases  
Data Monetization through loyalty specific revenue streams like affiliates, gift vouchers, online surveys

# Adani Digital Labs: SEO, Social Media & Digital Marketing

## Adani Airports

### #OneNationBillionCelebrations (ONBC)

- **Digital imprint: Reach: 10 Mn+, Video views: 5.3 Mn+, Website visits: 5,000+**
- 1<sup>st</sup> digital-led integrated marketing campaign for airports
- ONBC installations & activities across airports to drive high passenger interactions
- **New handles** like Lucknow & Thiruvananthapuram Facebooks pages, **ER<sup>1</sup> was 6.5% & 7.8% respectively**
- Engagement at Adani Airport LinkedIn increased from 10.9% to 30.9%.
- Customer testimonials to drive positive sentiment



## Adani Portfolio Online

- **Adani Portfolio focused communication:** COP26, Sustainability Summit, media releases & Ahmedabad Marathon
- Maximum traction received on ESG posts with increase in ER<sup>1</sup>



## Adani Fortune Online

### #NayeBharatKiNayiDelivery

- **Digital imprint: Campaign reach: 1.36 lac+ audience**
- Animated videos posted on Facebook. Diwali wish video attained engagement rate of 11%
- Promoted Diwali video garnered 1 lakh+ views on YouTube

## Other Businesses

### AGEL

- Campaign focus on #COP26 and AGEL's strategy for climate change

### AEL

- LinkedIn handle: Communication focused on #LifeAtAdani & business updates

### Adani Foundation

- Focused on #StoriesOfChange, 36% ER<sup>1</sup> on Instagram consistently
- Initiated vernacular content

## Key deliveries for Adani businesses

- Successfully took over digital channels of 14 businesses across the Adani Portfolio
- **Optimization for Adani websites**
- **64 active handles across various channels**
- **Improvement in Customer Engagement** based on customer understanding built across businesses
- **Redefined & streamlined communication alongwith created uniformity in design & content for brands across platforms**
- Planning, Strategy, Targeting Bifurcation, Audience Segregation, Optimisation done for paid campaigns
- **Cost per view optimised to perform better than industry standards**
- Explore new formats for engagement



1. ER: Engagement Rate - Engagement (like, comment, retweet, etc.) on content divided by reach

SEO: Search Engine Optimization; AEL: Adani Enterprises Ltd.; AGEL: Adani Green Energy Limited; ESG: Environment, Social & Governance; COP26: 26<sup>th</sup> session of the Conference of the Parties to United Nations Framework Convention on Climate Change

09

Primary Industry

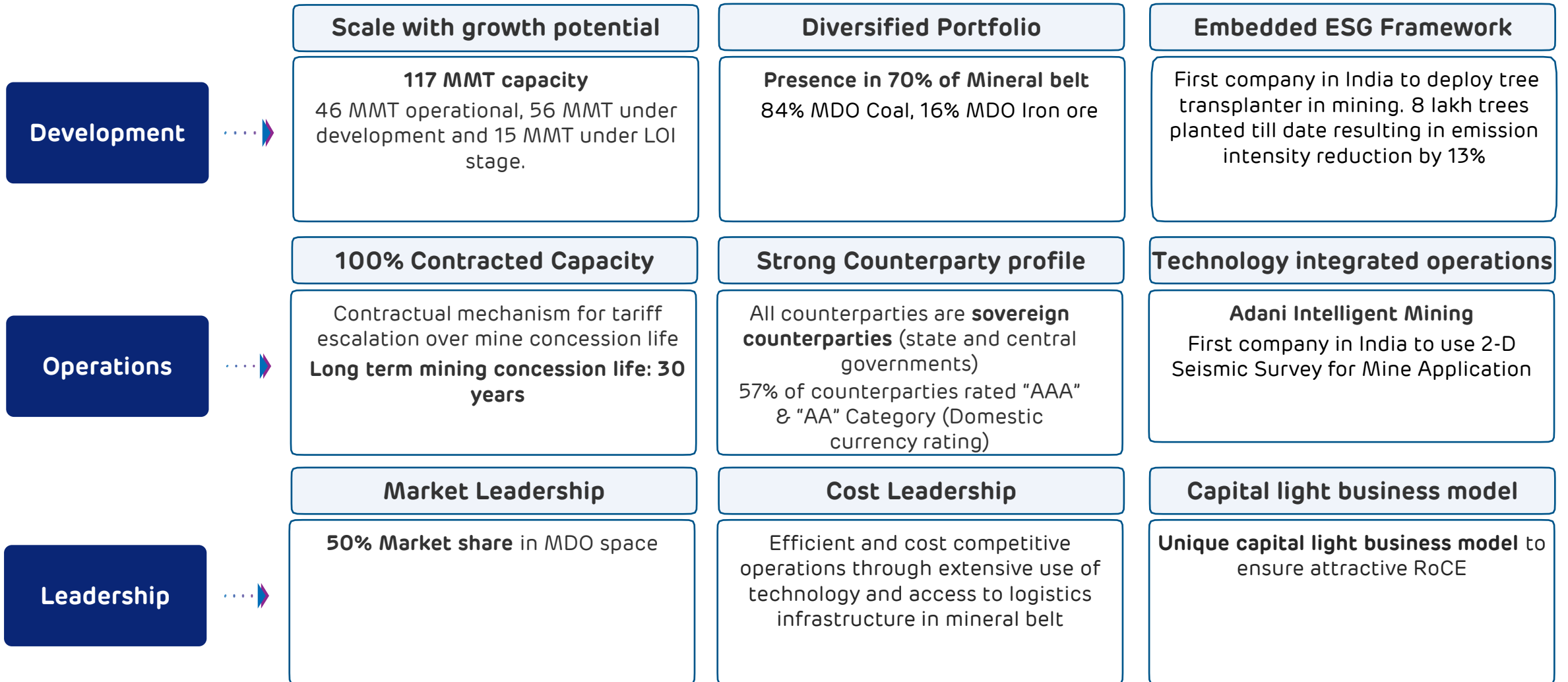
(Mining & Industrials business of Adani Enterprises)

09a

Mining Services & Integrated Resources Management (IRM)



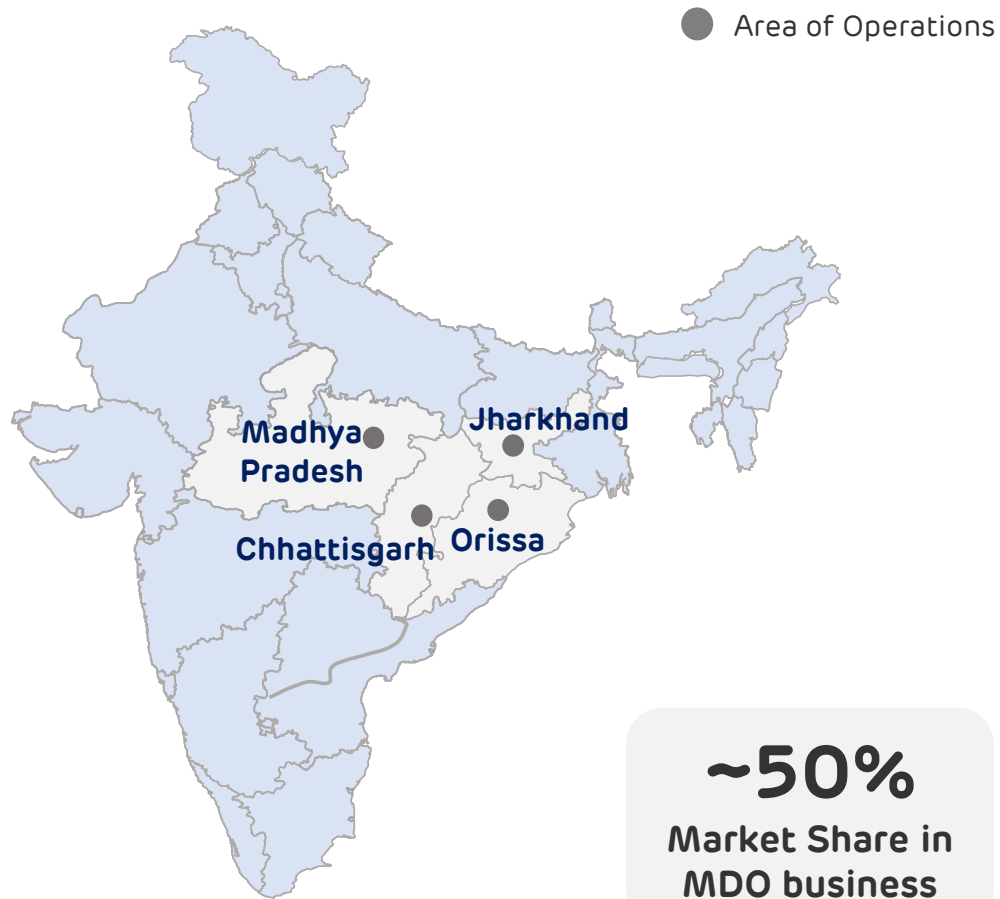
# Mining Services: Providing full resource logistics and management services



MDO: Mine Developer and Operator; MMT: million metric ton; ESG: Environmental, Social, and Governance; RoCE: Return on capital employed

# Mining Services: – Existing Portfolio

Point of Presence covers 70% of mineral belt

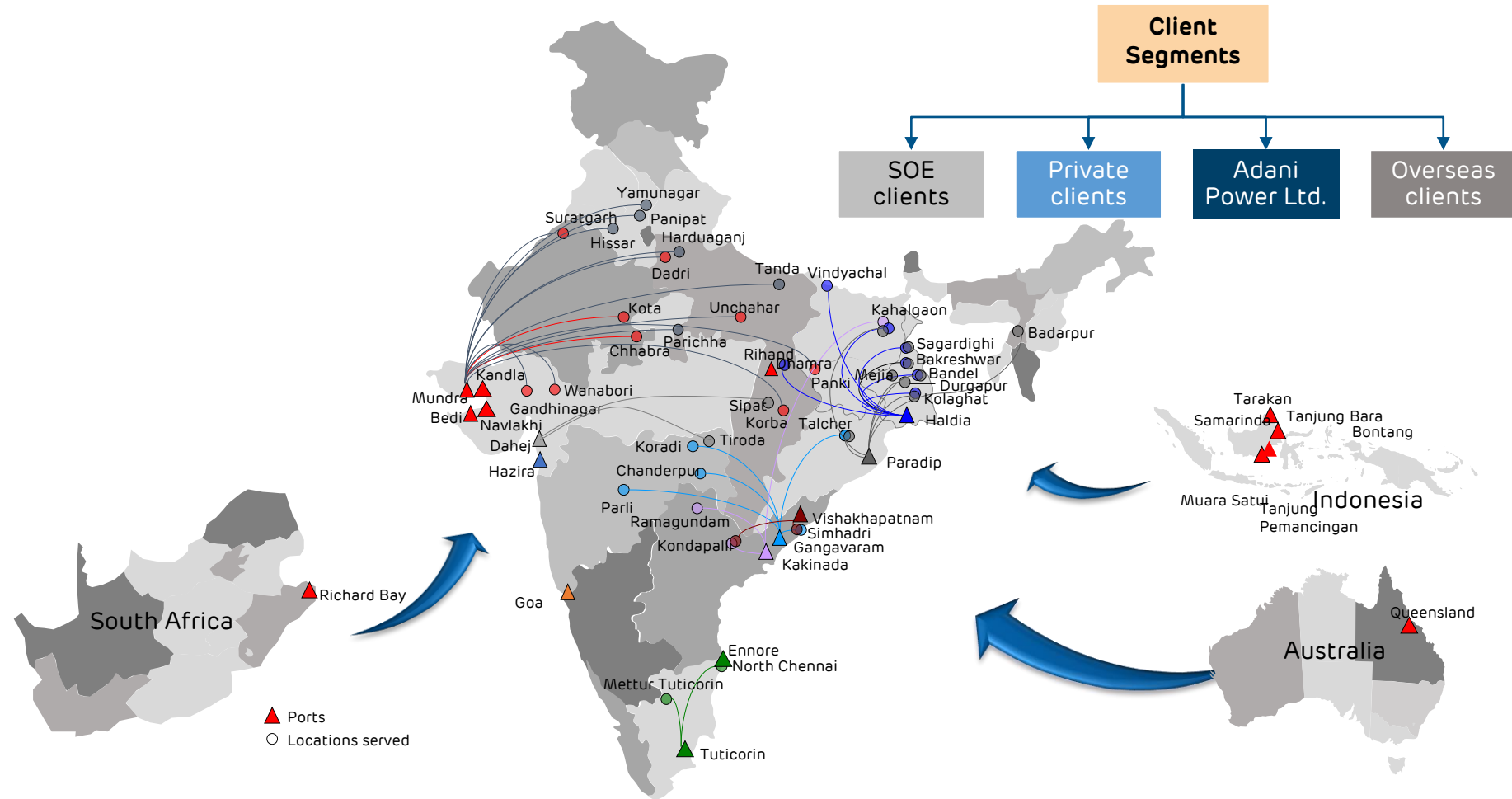


## Mine Developer and Operator (MDO)

Status	Block Name	Concession Tenure till
Operational Mines (Coal 45 MMTPA & Iron Ore 6 MMTPA)	Parsa East and Kanta Basan Coal Block	May 2042
	Talabira II & III Coal Block	Feb 2053
	Gare Palma – III Coal Block	Nov 2047
	Suliyari Coal Block	Oct 2044
	Kumitar Iron Ore	Apr 2046
Under Development (Coal 41 MMTPA & Iron Ore 10 MMTPA)	Parsa Coal Block	Sep 2048
	Kente Extension Coal Block	Jun 2050
	Gidhmuri Paturia Coal Block	Apr 2049
	Gare Palma Sector – II Coal Block	Mar 2055
	Bailadila Iron Ore	Mar 2047
LOI Received (15 MMTPA)	Gare Palma Sector – I Coal Block	Agreement under process



# Integrated Resources Management (IRM) – Global Footprint



- ### Highlights
- Integrated presence in complete supply chain provides sustainable competitive advantage
  - Majority sales done on cost plus basis
  - Risk mitigation: 100% of transactions are hedged
  - Matured regulatory environment
  - Largest IRM player in India

**Team of 200+ with global operations run through 20+ India offices, 3 overseas offices**

09b

Primary Industry - Commercial Mining

# Commercial Mining Portfolio Overview

**Carmichael coal mine project:** Operational mine project with low cost of production and availability of high quality coal

## Operational mine

- Mine is operational, No development risk
- Steady state production level of 10 MMTPA

## Scaleable, Low cost production

- Project's Resource has thick seams which support conventional, high productivity terraced mining.
- Adani has designed its mining processes and facilities to be scaleable, within the existing Government approvals & infrastructure capacity allowing to opportunistically increase production

## High Quality, in-demand coal

- Project's Resource allows for a consistent high rank product throughout the mine life
- Medium to high energy coal, with high IDT<sup>(1)</sup>, low sulphur and very low-low trace elements
- Low fuel ratio<sup>(2)</sup> means that the coal will allow for efficient combustion and achieve very high levels of 'burn out'



**India Commercial mining:** Signed Coal Block Development and Production Agreement for following mines

**Dhirauli  
(Madhya Pradesh)**

**Gondulpara  
(Jharkhand)**

**Jhigador  
(Chhattisgarh)**

**Khargaon  
(Chhattisgarh)**

**Bijahan  
(Odisha)**

**Gondbahera Ujhani  
East  
(Madhya Pradesh)**

Note 1: Initial Deformation Temperature

Note 2: Fuel ratio calculated as Fixed Carbon divided by Volatile Matter. The low fuel ratio means that the coal will allow for efficient combustion and achieve very high levels of 'burn out'.

IDT: Initial Deformation Temperature; **MMTPA**: Million metric ton per annum

9c

Industrial Businesses

## Industrial Businesses: In early stage of incubation

### Copper

- 500 KTPA plant capacity planned in Mundra SEZ with flexibility to expand to 1,000 KTPA
- Gold (25 TPA), Silver (250 TPA), Sulphuric Acid (1,500 KTPA), Phosphoric Acid (250 KTPA)
- Major approvals in place, Technical partnership agreements already executed to ensure timely execution
- Financial Closure achieved with consortium of banks led by SBI for Rs. 6000 Cr
- Sustainable solution based project design with zero liquid discharge

### Petrochemicals

- Capacity of 1 MMTPA PVC planned at Mundra SEZ with flexibility to expand upto 2 MMTPA
- Plant Complex to include - PVC, Chlor-Alkali, Calcium Carbide and Acetylene units
- Presence across value chain of products and by-products – PVC, Caustic Soda, Tar, Hydrated Lime etc.
- Use of State-of-the-art technology from reputed licensors providing sustainable solutions
- Reduces import dependency of polymers as mitigates demand supply gap (3-4 MMTPA Demand in India)

### Defence

- Comprehensive ecosystem of defence capabilities across Small Arms, Precision guided ammunitions, Unmanned Aerial Systems, Counter Drones, Aerostructures, Electronics, Radars, EW systems, Simulators, etc.
- Contracts for over INR 3,500 crore from the Indian Armed Forces

10

AEL ESG Focus

# Robust ESG Assurance Framework



**Guiding principles**

<b>United Nations Global Compact</b>	<b>Sustainable Development Goals</b>	<b>GRI Standards</b>
--------------------------------------	--------------------------------------	----------------------

**Policy Structure**

<b>E</b>	– Environment Policy covered in Business Responsibility (BR) Policy
<b>S</b>	– Human Rights covered in BR Policies – Corporate Social Responsibility Policy – Occupational Health and Safety Policy
<b>G</b>	– Board Diversity – Dividend Distribution and Shareholder Return Policy – Related Party Transaction Policy

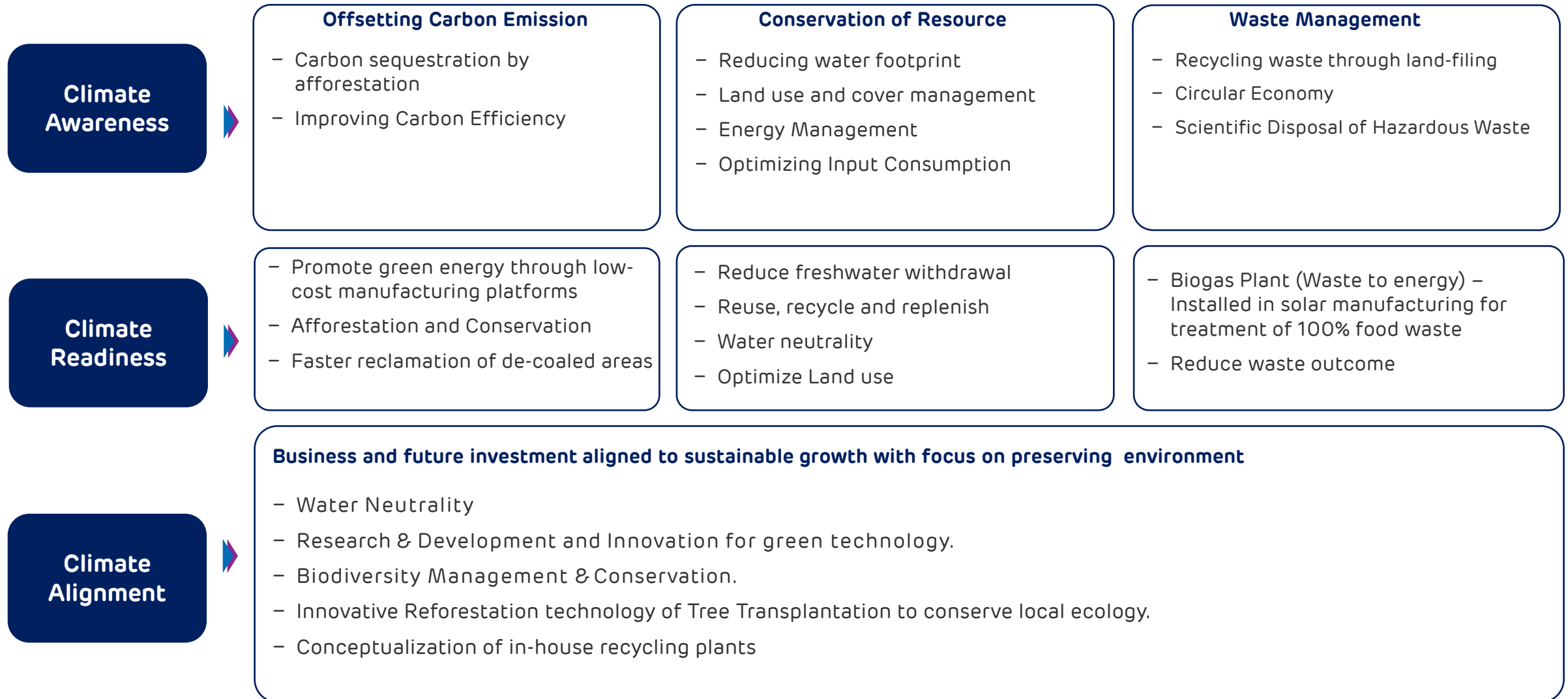
**Focus Area - UNSDG**

- Climate Action
- No poverty
- Zero hunger
- Good health and well being
- Quality education
- Clean water and sanitization
- Affordable and clean energy
- Decent work and economic growth
- Industry, innovation & infrastructure

**Policy framework backed by robust assurance program**



# Environmental Philosophy



# Social philosophy

## United Nations Sustainable Development Goals 2030



## AEL's Key Social Initiatives mapped to UNSDG

### Women's Education

1. No Poverty
2. Zero Hunger
4. Quality Education

### Multiple Locations

- Own schools, digitalization and up gradation of Govt. school to provide cost free education to the needy.
- Project Suposhan undertaken by Adani Wilmar is successfully continuing its operation

### Women's Health

3. Good Health & Well Being

### Sarguja

- Partnered with self help group to educate and provide sanitary pads for safe menstrual hygiene to ensure better health.

### Women's Empowerment

2. Zero Hunger
5. Gender Equality
8. Decent Work & Economic Growth

### Sarguja & Tamnar

- Various projects undertaken by Gauri Self help groups for collection and marketing of Non-Timber Forest Produce

### Ecology

7. Affordable and Clean Energy
13. Climate Action
14. Life Below Water
15. Life on Land

### Mundra

- Conservation of mangroves in coordination with GUIDE

### Local & Rural infra Development

9. Industry, Innovation & Infra Structure
11. Sustainable Cities & Communities

### Sarguja

- Organic Farming and Integrated Multi purpose business model

### Water Secure Nation

6. Clean Water and Sanitation

### Multiple Locations

- Deepening of ponds and tanks, Rooftop Rainwater Harvesting, Recharging Bore wells

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

# Governance Philosophy



**Enabling Board backed Assurance leading to lower risk to Stakeholders**

**Thank You**

---