

20th October 2023

**BSE Limited** 

P J Towers, Dalal Street,

Mumbai – 400001.

**Scrip Code: 539254** 

National Stock Exchange of India Limited

Exchange plaza,

Bandra-Kurla Complex,

Bandra (E), Mumbai – 400051.

Scrip Code: ADANIENSOL

Dear Sir,

Sub: Provisional Operational Updates - Q2 FY 24

We are enclosing herewith the Provisional Operational Updates of the Company for Q2 FY 24.

You are requested to take the same on your records.

Thanking you,

Yours faithfully,

Yours faithfully, For **Adani Energy Solutions Limited** (formerly known as Adani Transmission Limited)

Jaladhi Shukla Company Secretary

Encl: As above

Adani Energy Solutions Ltd (formerly known as Adani Transmission Limited) Adani Corporate House Shantigram, Near Vaishno Devi Circle, S. G. Highway, Khodiyar, Ahmedabad 382 421 Gujarat, India CIN: L40300GJ2013PLC077803 Tel +91 79 2555 7555 Fax +91 79 2555 7177 info@adani.com www.adanienergysolutions.com





### Adani Energy Solutions Limited

(Formerly known as Adani Transmission Limited)

Provisional Operational Update Q2FY24

October 2023

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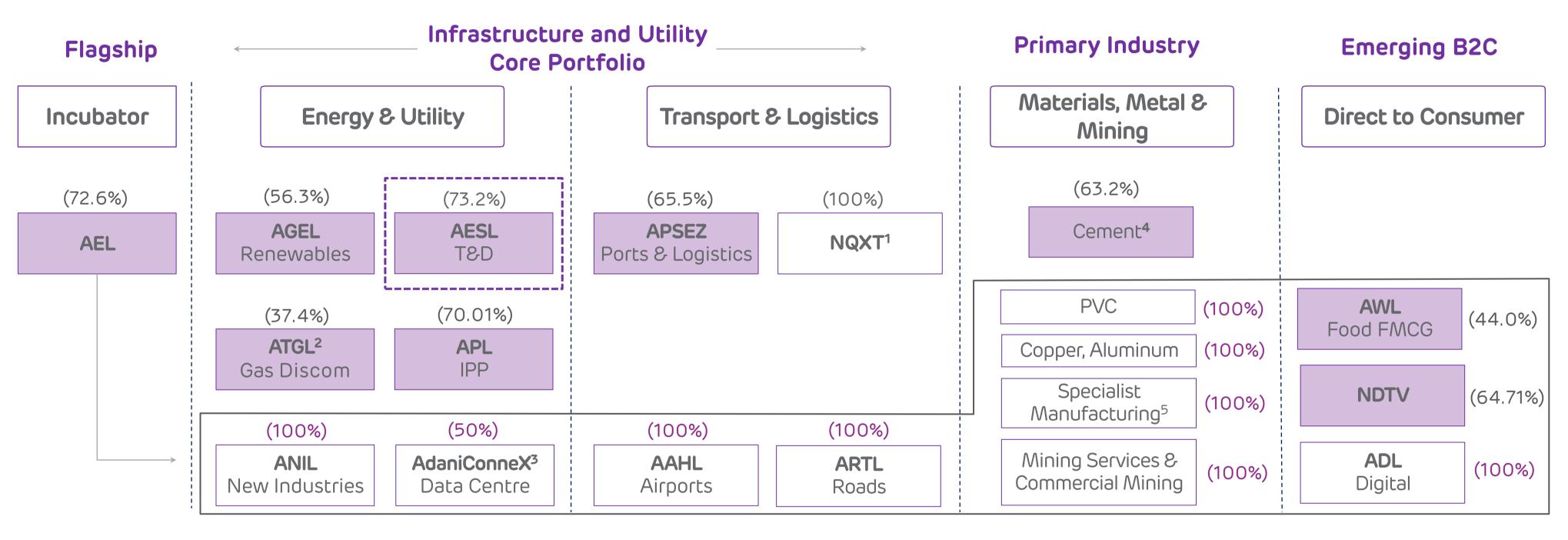


# Adani Portfolio

## Adani: A World Class Infrastructure & Utility Portfolio



# adani



(%): 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

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



#### Secular growth with world leading efficiency



Ports and Logistics

Growth 3x

**EBITDA 70%** 1,2



Renewables

Growth 4x

EBITDA 92% 1,4



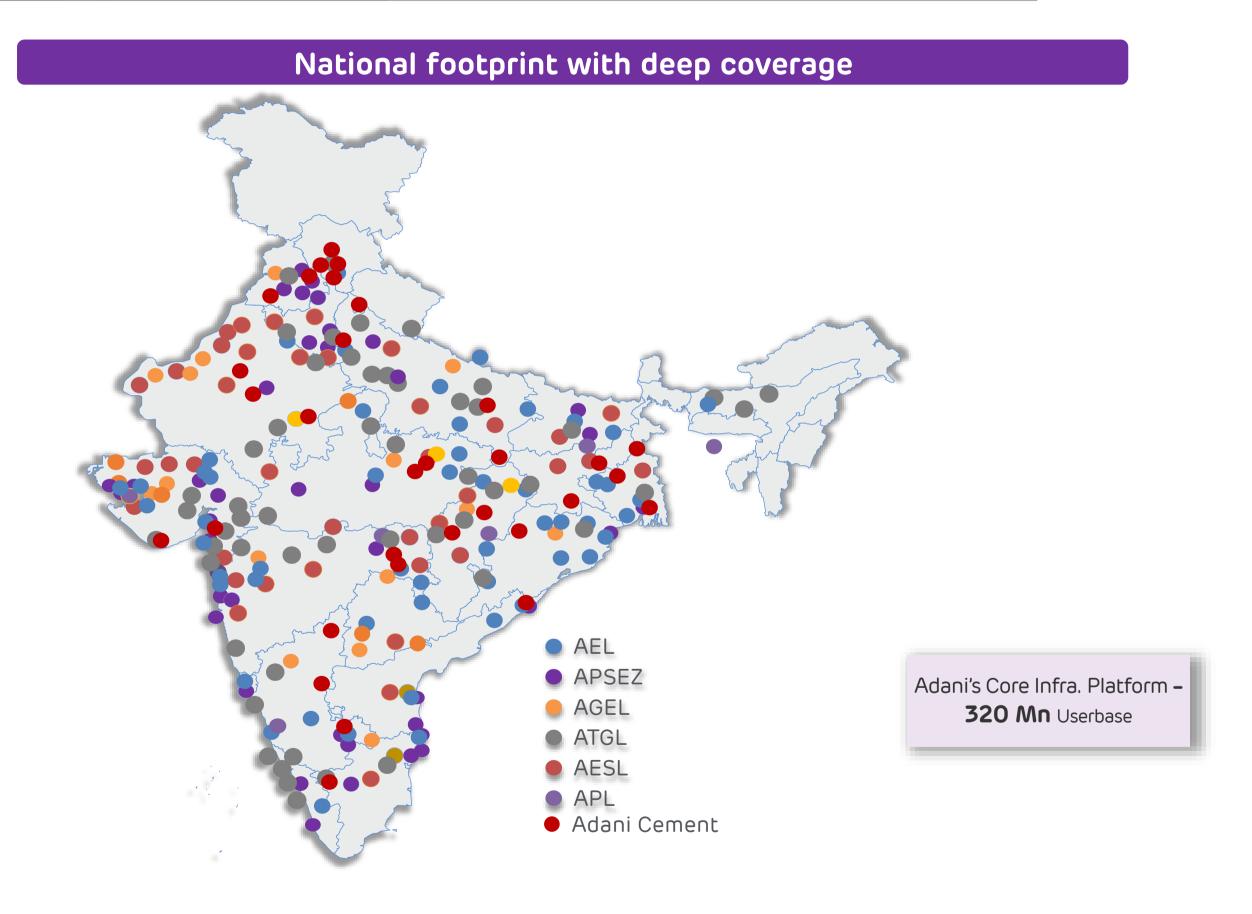
Growth 3x

EBITDA 91% 1,3,5



Growth 1.4x

EBITDA 19% 1,3



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



Phase		Development			Operations		Post Op	erations
Centre of Excellence		Project Management & Assurance Group			AIMSL*		Policy - Strategy - Risk	
	Origination	Site Development	Construction		Operation		Capita	l Mgmt
Activity	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> </ul>	<ul> <li>Site acquisition</li> <li>Concessions and regulatory agreements</li> <li>Investment case development</li> </ul>	<ul> <li>Engineering &amp; design</li> <li>Sourcing &amp; quality levels</li> <li>Equity &amp; debt funding at project</li> </ul>	•	Life cycle O&M planning Asset Management plan	•	<ul> <li>Redesigning the capital structure of the asset</li> <li>Operational phase funding consistent with asset life</li> </ul>	
	India's Largest Commercial Port (at Mundra)	Longest Private HVDC Line (Mundra – Mohindergarh)	2,140 MW Hybrid cluster operationalized in Rajasthan in FY23		Energy Network Operation Center (ENOC)	•		Matching  cy Risk Manageme  Risk management
Performance	Highest Margin among peers	Highest line availability	India's first and World's largest solar- wind hybrid cluster		Centralized continuous monitoring of plants across India on a single cloud-based platform	•		Business Exceller
						31	14% % 55% March 2016	34% 2% March 20
							J ■ Pvt. Banks ■ B	Bonds ■ DII U – Capex LC ■ NFCs

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



**Development** 



#### **Execution Prowess**

Transmission Network of 19,862 ckm<sup>(1)</sup>

Built Longest Private HVDC Line (2)

#### Strategic Presence

**Transmission** - Presence in 14 states Distribution - Integrated utilities catering to Mumbai (AEML) and Mundra (MUL)

**Smart Meters** - Presence in 4 states

#### RAB expansion through Asset Hardening in Discoms

8% CAGR growth in RAB in Mumbai Discom in 5 years (since acquisition)

AEML growth strategy is emulated in MUL

**Operations** 



#### Operating Efficiency

Robust network availability of 99.7%

One of lowest Distribution losses in the country (5.93% in FY23 in AEML)

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

#### Consumer-centricity

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

Smart Metering (78 million potential consumer base)

CSAT surveys for 12 critical processes for high consumer satisfaction (top 3%)

#### Embedded ESG Framework

Decarbonisation of Grid (Achieved 30% RE power and on track to reach 60% by FY27)

Installed 3.36 MWp solar capacity for auxiliary consumption at substations

**Board Diversity and Strengthening** 

Returns and **Equity Value** Creation



#### Equity Partnerships(3)

Secured primary and secondary equity investments from marquee investors -

QIA in AEML in 2019 and GQG Partners in 2023 in AESL

(infusion of US\$ 1,130 million)

#### Construction Framework Agreement

Fully funded plan, AESL has raised US\$ 700 mn (US\$ 1.1 bn fully drawn) revolving facility, additional US\$ 2 bn GMTN program in place for AEML Capex program

#### Significant Growth Potential

Parallel Licensing, Smart Metering and Cooling Solutions

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

Green industrial cluster in Mundra

Note: 1) Transmission network is as of 15th October 2023 and includes operational, under-construction assets; 2) HVDC: High voltage direct current - Longest at the time of commissioning, 3) QIA's Investment in AEML: US\$ 452 mn (Rs 32 bn) total investment (US\$ 170 mn of Equity and US\$ 282 mn of shareholder sub-debt), GQG Investment of Rs. 5,637 Cr (US\$ 677 million) for 6.76% stake based on closing price of Rs 810 dated September 29, 2023





# Q2FY24 - Executive Summary

## AESL: Executive Summary – Performance in Q2FY24



#### Transmission and Smart Metering Business:

- Maintained system availability upwards of 99.74%
- Added 219 ckms to operational network during the quarter with total network at 19,862 ckms
- During the quarter, operationalised Karur and WKTL lines and charged
   Kharhar Vikhroli line
- Received LOI for Sangod Transmission line
- Received LOA for three smart metering projects in Maharashtra and Bihar totaling 14.43 million smart meters with a contract value of Rs. 170 billion during the quarter

#### Distribution Utility (AEML):

- Distribution loss improving consistently and stands at 5.81% in Q2FY24 vs.
   6.0% in Q2FY23.
- Maintained supply reliability (ASAI) of more than 99.9%
- 9.53% YoY growth units sold 2,446 million units vs. 2,233 million units last year on account of uptick in energy demand
- E-payment as a % of total collection at 79.19% in Q2FY24 vs. 74.86% last year driven by digital adoption push
- The share of Renewable power supplied to Mumbai circle increased to 38% at the end of September 30, 2023, as committed under the July 2021 SLB issuance

#### Other Key Updates:

- AEML secured Rank 1 out of 71 discoms evaluated and scored 99.6% out of 100 in the Integrated Discom Ranking released by the MoP, PFC and McKinsey
- Adani Energy Solutions has won the prestigious Golden
   Peacock Award in Environment Management (GPEMA).
   This award underscores company's commitment to sustainable practices.
- AESL is in the Top 50 of India's Most Sustainable
   Companies in the annual ranking of BW Business World.
   AESL was featured in the top 3 most sustainable
   companies.
- AESL won five 'Par-Excellence Award' at 9th National Conclave on 5S, organized by the prestigious Quality Circle Forum of India HQ (QCFI) demonstrating its unparallel commitment to business excellence.
- AESL gets recognition for contributing to SEBI ICAI BRSR back testing exercise.
- AESL's 37 operational sites are now certified as 'Single-use
   Plastic Free' strengthening our commitment to SDG 12
- Achieved **Net Water Positive** status for 37 operational sites this year, contributing to SDG 6
- AESL attained a Zero Waste to Landfill (ZWL) certificate for all O&M sites from Intertek

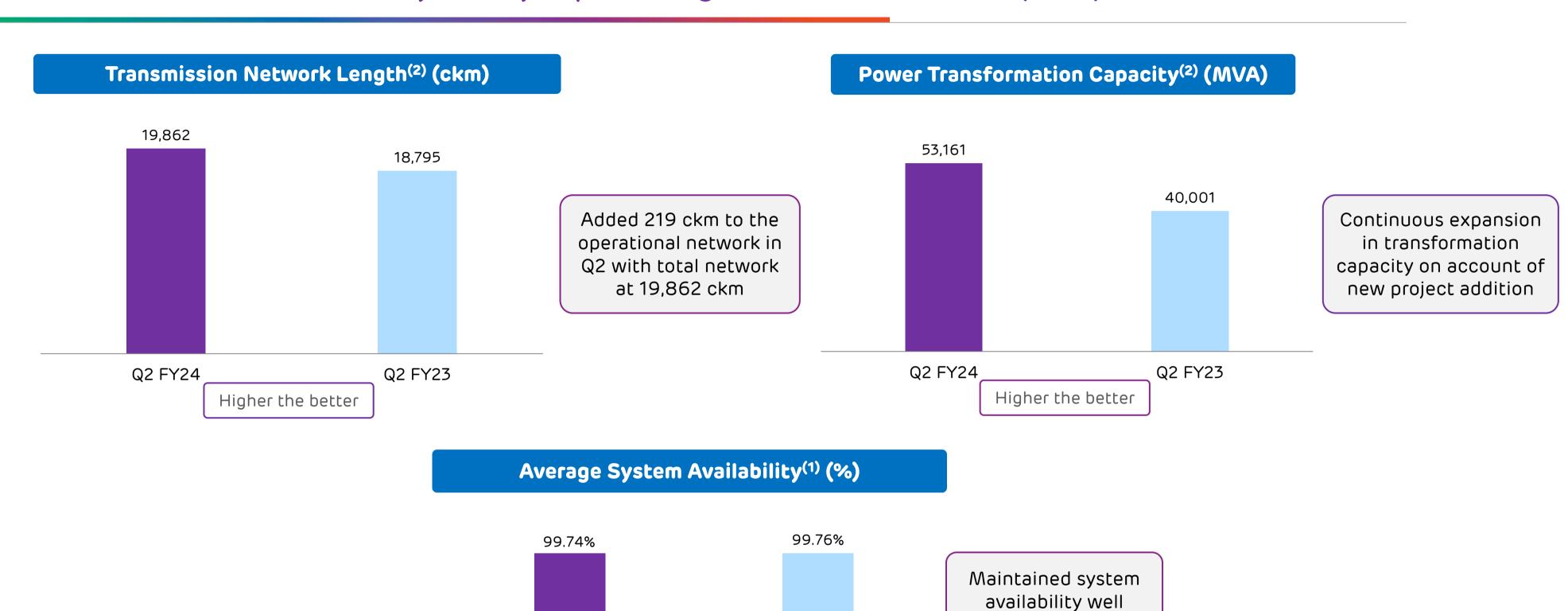




# Q2FY24 Operational Performance (YoY)

# AESL: Transmission Utility - Key Operating Metrics Q2FY24 (YoY)





Q2 FY23

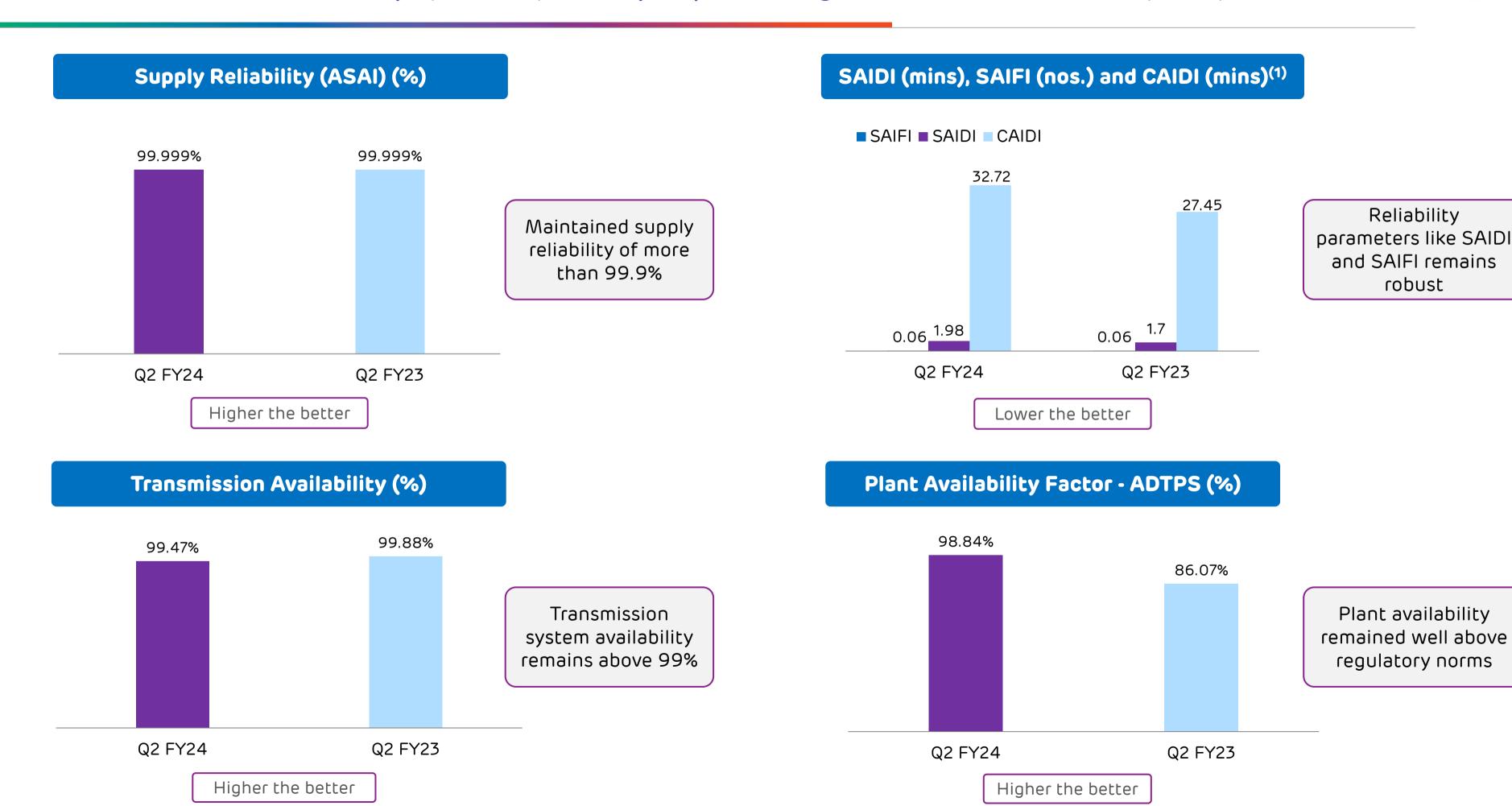
above 99.7% level

Q2 FY24

Higher the better

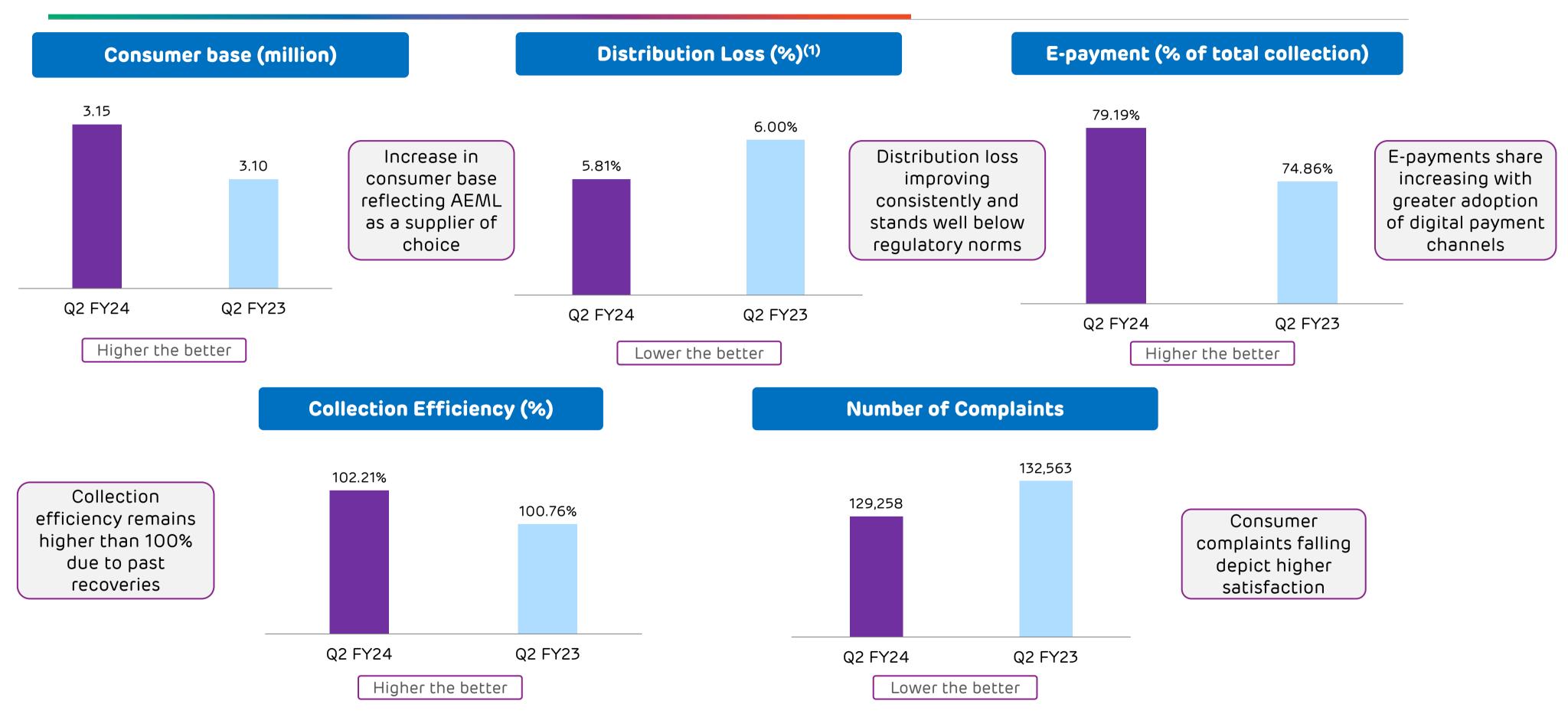
# AESL: Distribution Utility (AEML) - Key Operating Metrics Q2FY24 (YoY)





# AESL: Distribution Utility (AEML) - Key Operating Metrics Q2FY24 (YoY)



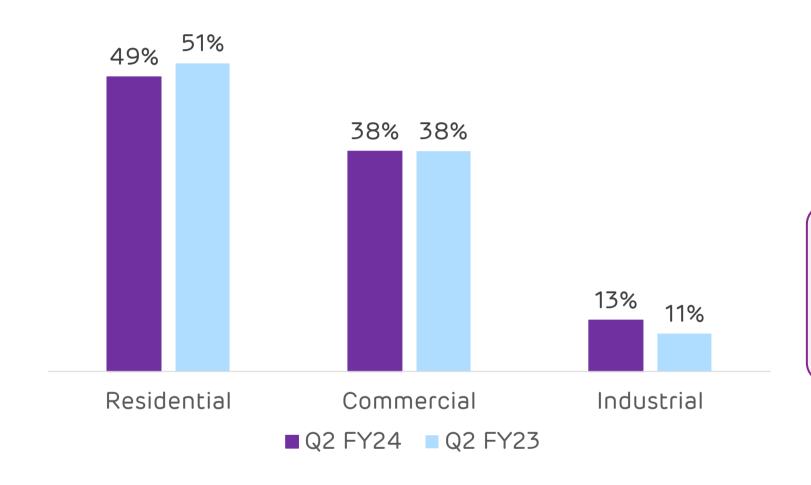


The Customer Satisfaction (CSAT) Score (top 3%)(2) at AEML has improved from 78 in FY22 to 84 in FY23 and Customer Delight Score (top 2%)(2) has moved to 60 in FY23 from 53 in FY22

# AESL: Distribution Utility (AEML) - Consumer Mix Q2FY24 (YoY)

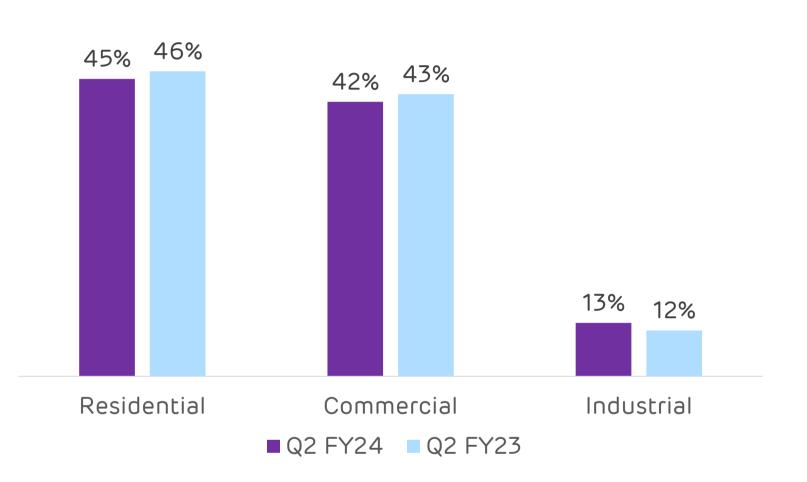


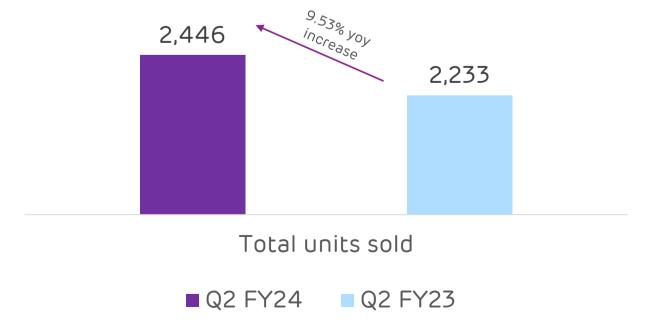
#### Consumer-wise volume mix



Consumer mix shifting back to higher industrial and commercial segment demand with a normalization in residential demand

#### Consumer-wise revenue mix









# Recent Award and Achievements

## **AESL:** Recent Awards & Achievements



Adani Energy Solutions has won the prestigious Golden Peacock Award in Environment Management (GPEMA). This award underscores company's commitment to sustainable practices.

AEML secured Rank 1 out of 71 discoms evaluated and scored 99.6% out of 100 in the Integrated Discom Ranking released by the Ministry of Power. The evaluation is based on financial sustainability, performance excellence, and external environment

AESL is in the Top 50 of India's Most Sustainable Companies in the annual ranking of BW Business World. **AESL** was featured in the top 3 most sustainable companies by prioritising sustainable practices.

AESL's 37 operational sites are now certified as 'Single-use Plastic Free' strengthening our commitment to SDG 12

Enlightened Growth Leadership Award
2022 for best-in-class sustainable business
practices from Frost & Sullivan Institute

AESL won **five 'Par-Excellence Award'** at 9th National Conclave on 5S, organized by the prestigious Quality Circle Forum of India HQ (QCFI) demonstrating its unparallel commitment to business excellence.

AESL achieved **Zero Waste to Landfill (ZWL)** certificate for all O&M sites from Intertek

Received ICAI Awards for Excellence in Financial Reporting for the year 2021-22 (Bronze Plaque in Infrastructure and Construction Sector Category (turnover above Rs 500 Cr))

Attained **Water Positive** certification from DNV which signifies water credit is higher than the water consumed





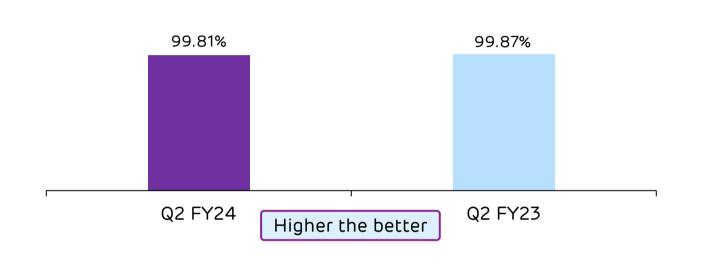
# Transmission Line Availability - Asset Groups

# AESL: Q2FY24 (YoY) - Line availability across asset groups



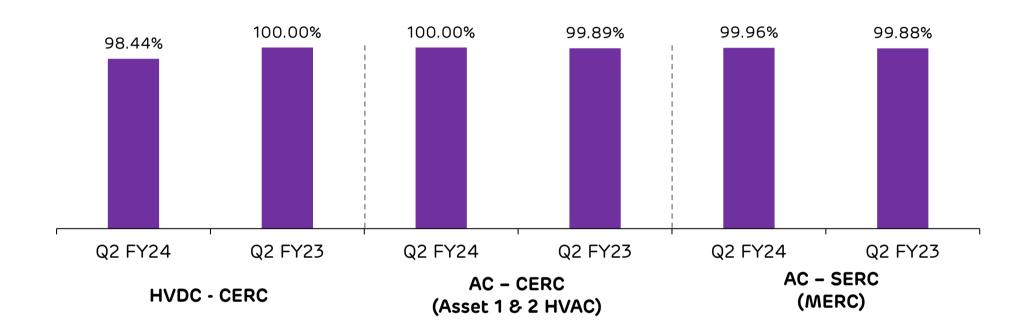
#### Average Availability Across Operational Assets %(1)

#### Line Availability - ATSOL Obligor Assets

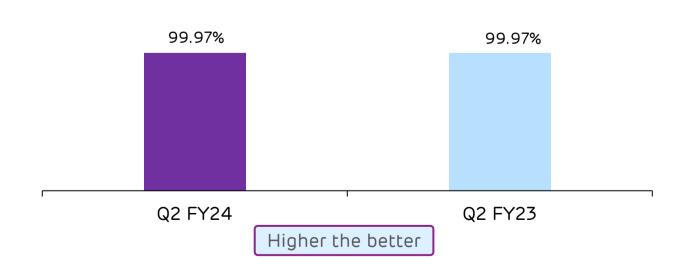


#### Focus on Maximizing Average Availability %

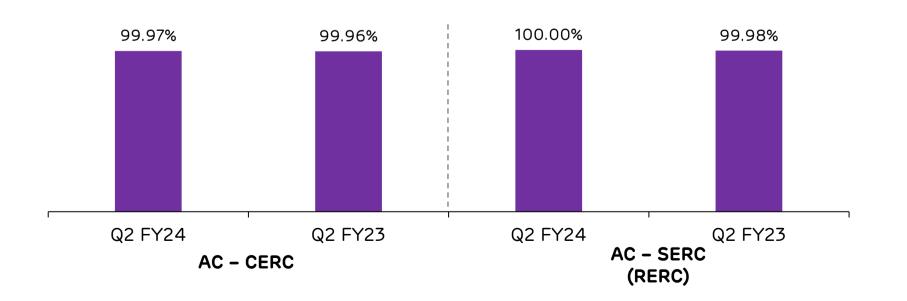
#### Average Availability - ATSOL Obligor Assets



#### Line Availability - USPP Assets



#### Average Availability - USPP Assets



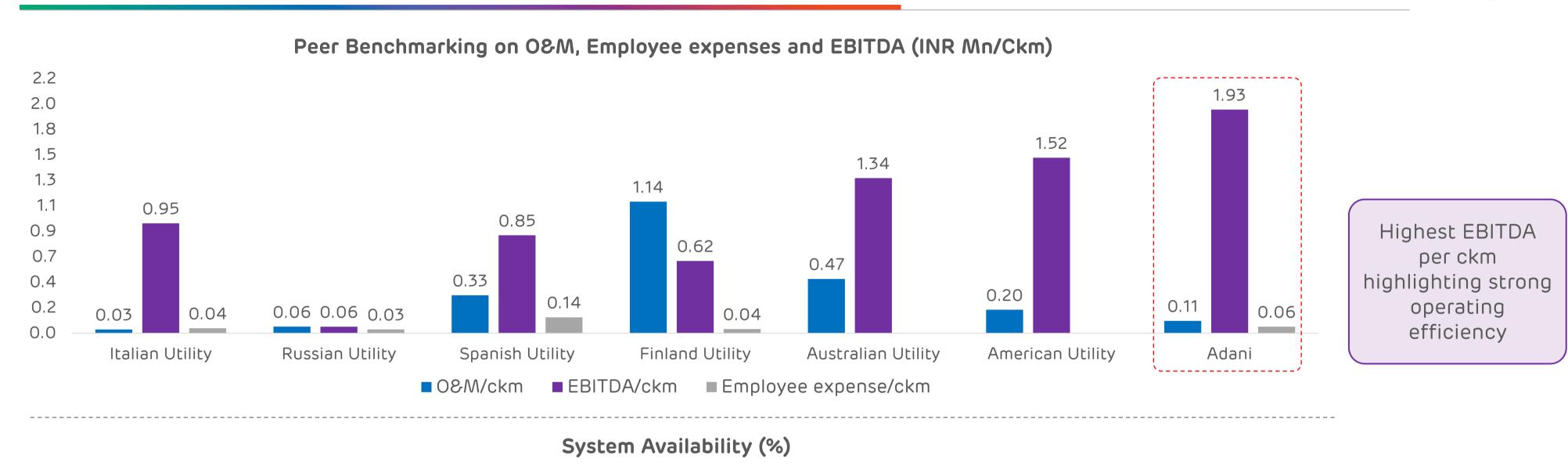


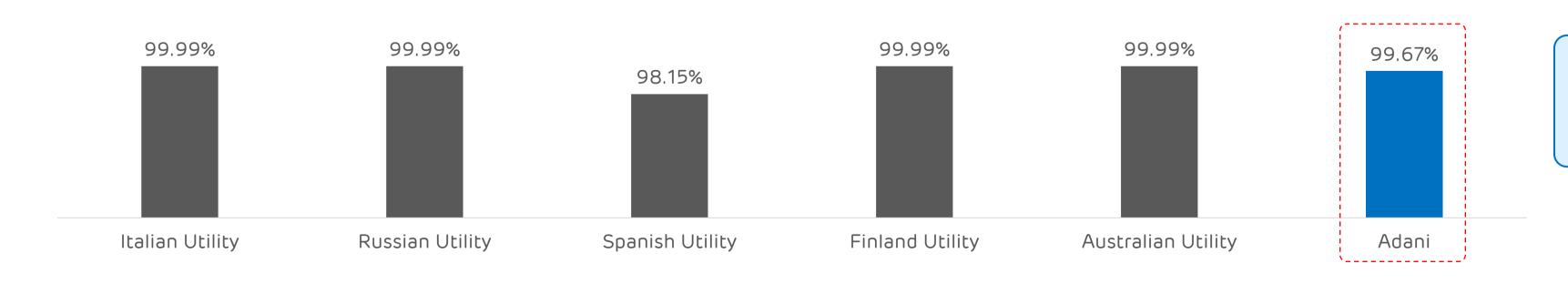


# Global Peer Benchmarking

# AESL: Transmission System Operational Parameters - Peer Benchmarking





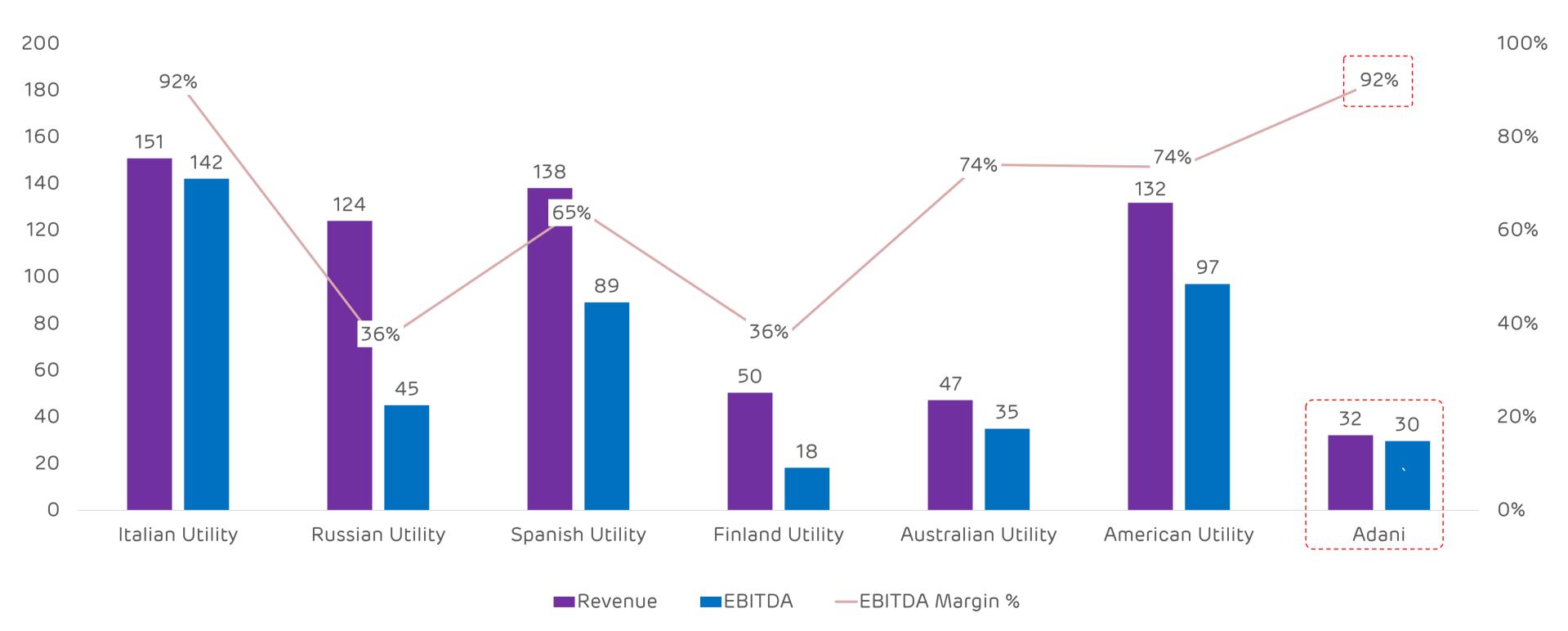


System availability in line with global standards

# AESL: Transmission System Financial Parameters - Peer Benchmarking







### Highest EBITDA margin in transmission business across global utilities compared

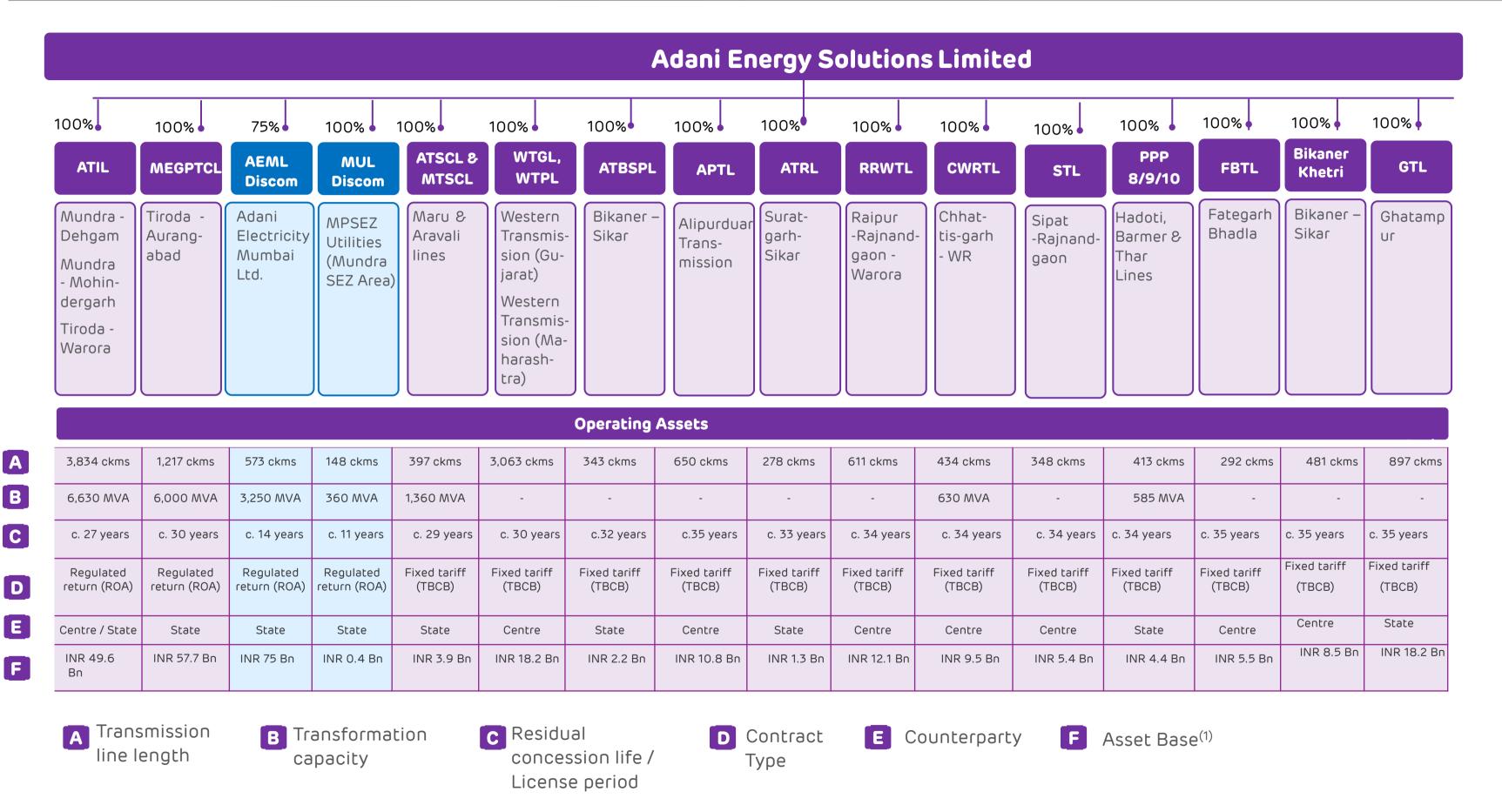




AESL - Operational and Under-construction Asset Portfolio

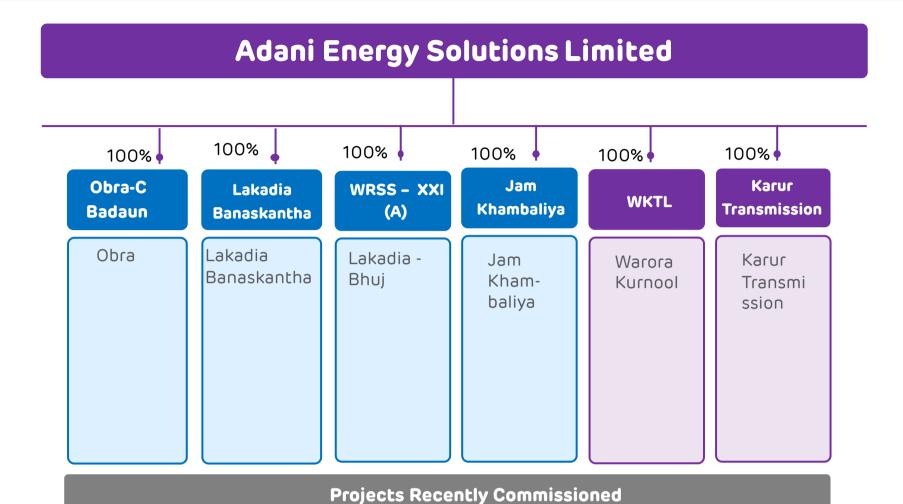
# AESL's Operational Asset Portfolio as of Q2FY24 (1/2)





# AESL's Operational Asset Portfolio as of Q2FY24 (2/2)



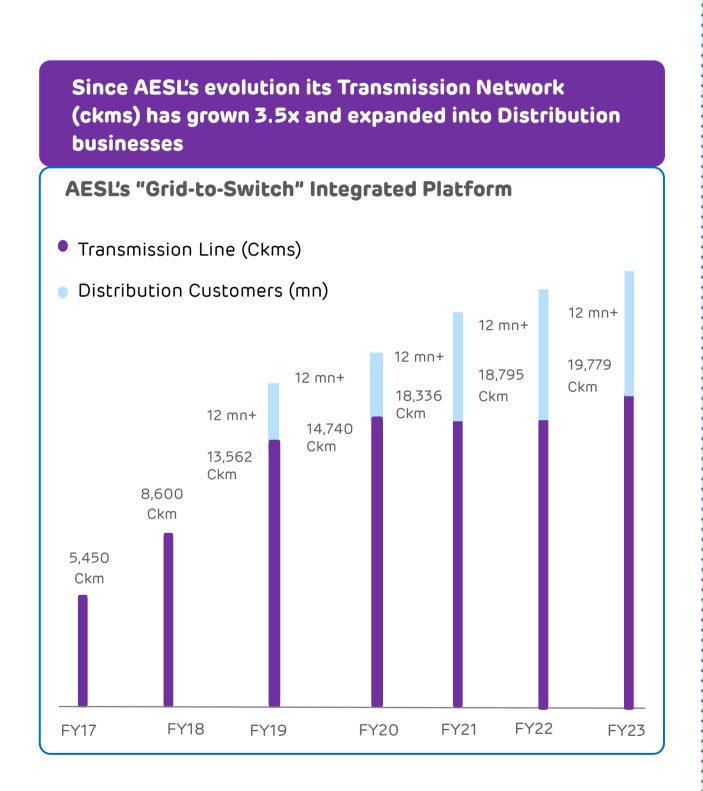


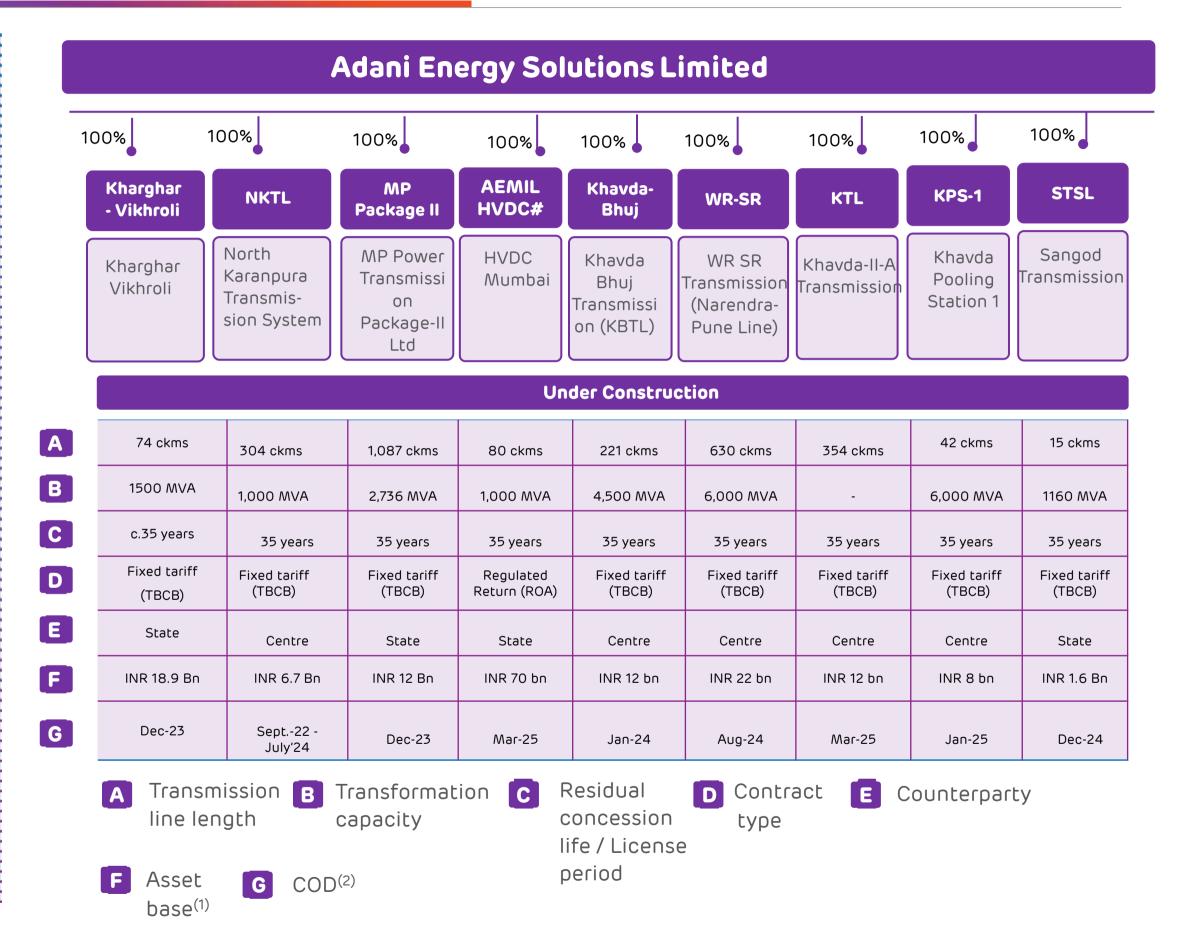
- A Transmission line length
- B Transformation capacity
- Residual concession life/ License period
- D Contract Type
- **E** Counterparty
- Asset Base<sup>(1)</sup>

	630 ckms	352 ckms	292 ckms	38 ckms	1,756 ckms	10 ckms
,	950 MVA	-	3000 MVA	2500 MVA	3500 MVA	1,000 MVA
/	N/A	c. 35 years	C. 35 years	c. 35 years	c.35 years	35 years
	Fixed tariff (TBCB)					
	State	Centre	Centre	Centre	Centre	Centre
	INR 7.4 Bn	INR 7.0 Bn	INR 8.1 Bn	INR 3.2 Bn	INR 35 Bn	INR 2 bn

## AESL's Under-construction Asset Portfolio as of Q2FY24

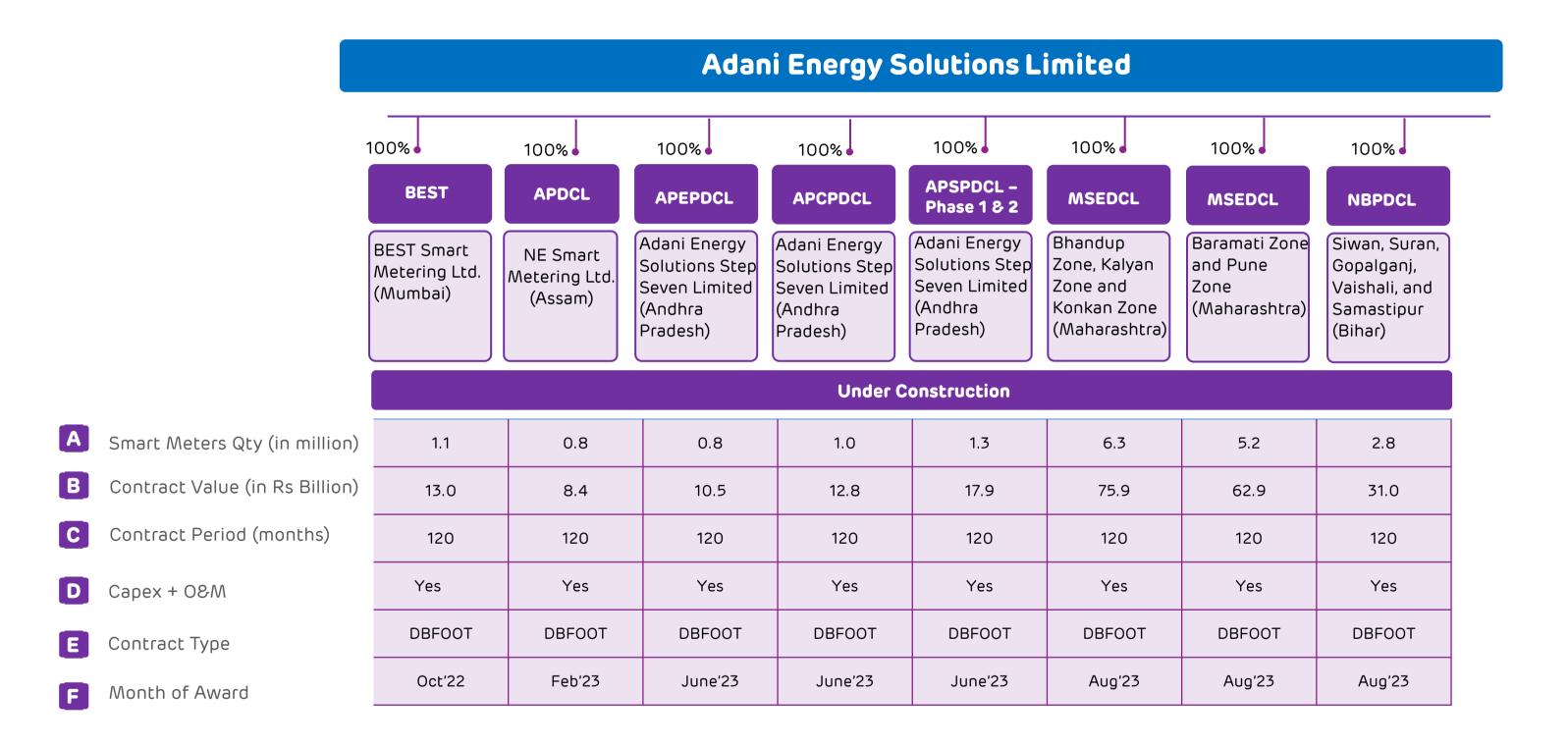






# AESL's Smart Metering Under-construction Portfolio as of Q2FY24





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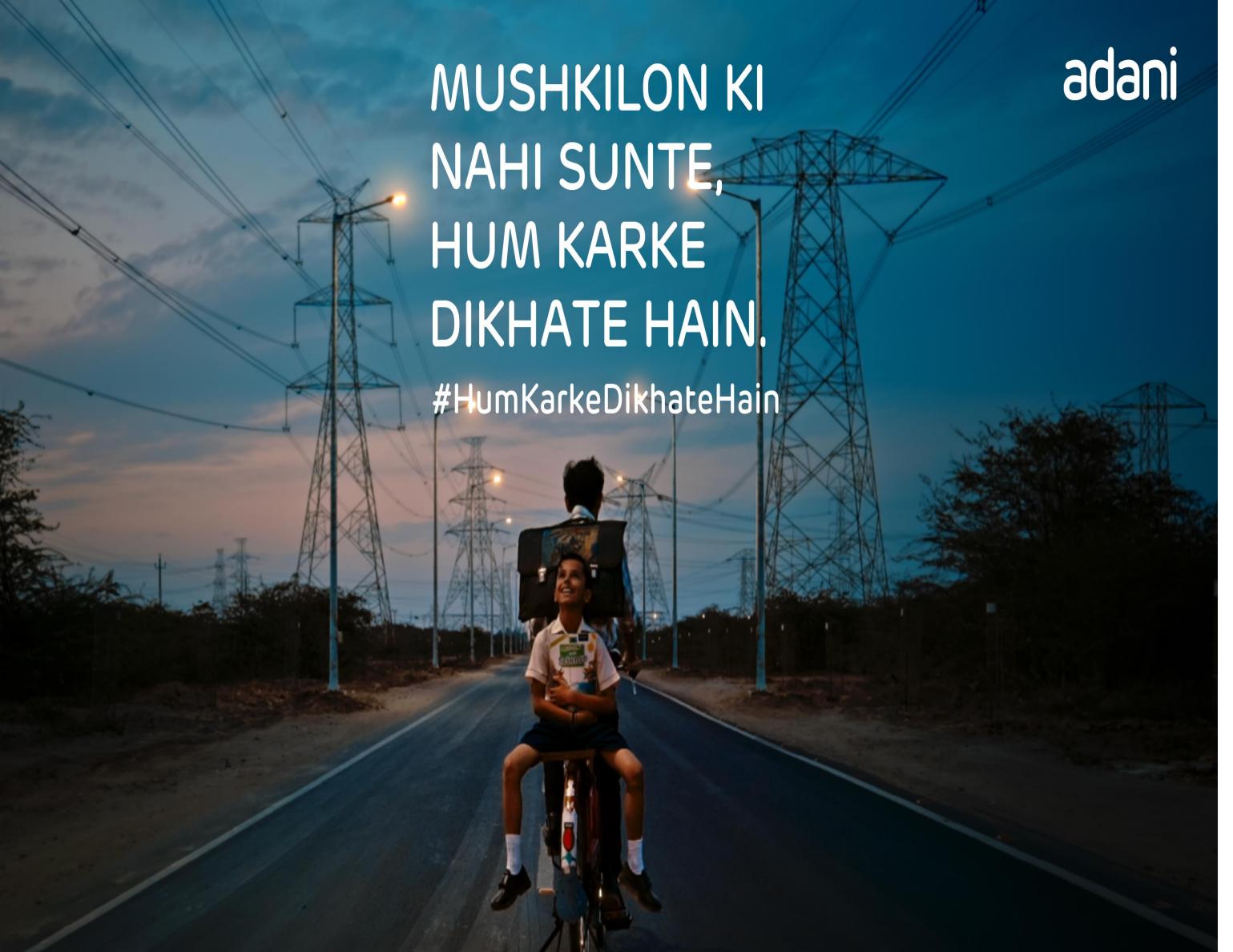
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