

11th April, 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: 539254 Scrip Code: ADANITRANS

Dear Sir,

Sub: Provisional Operational Updates for Q4 and FY 22

We are enclosing herewith the Provisional Operational Updates of the Company for Q4 and FY 22.

You are requested to take the same on your records.

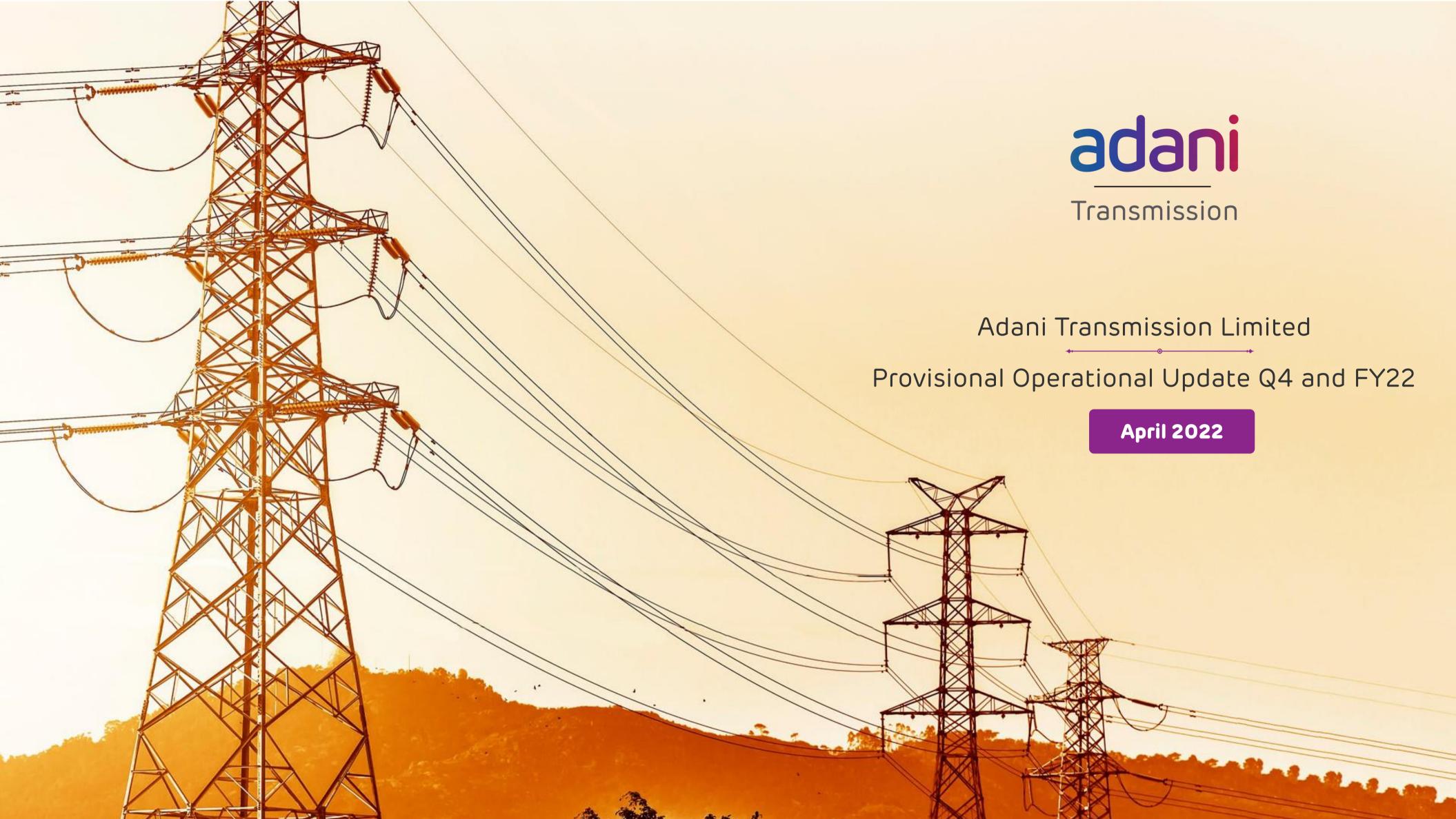
Thanking you,

Yours faithfully,

For Adani Transmission Limited

Jaladhi Shukla Company Secretary

Encl - As Above



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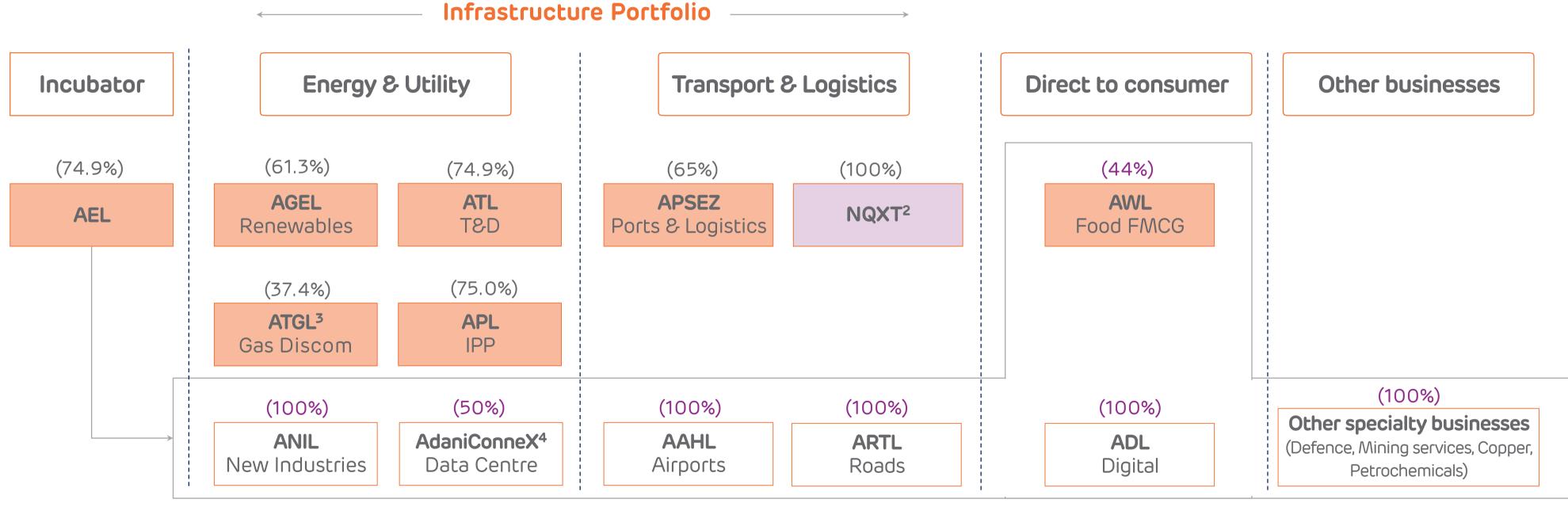
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### Adani: A world class infrastructure & utility portfolio







(%): Promoter equity stake in Adani Portfolio companies

(%): AEL equity stake in its subsidiaries

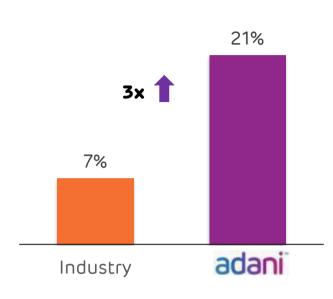
- Represents public traded listed verticals

### A multi-decade story of high growth and derisked cash flow generation

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



#### Transmission Network (ckm)



2016	320,000 ckm	6,950 ckm
2021	441.821 ckm	18.336 ckm

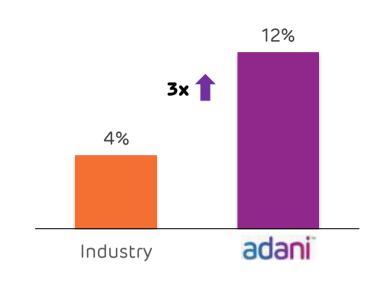


#### ATL

Highest availability among Peers

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

#### Port Cargo Throughput (MMT)



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



#### **APSEZ**

Highest Margin among Peers globally

**EBITDA margin: 70%**<sup>1,2</sup> Next best peer margin: 55%

#### Renewable Capacity (GW)



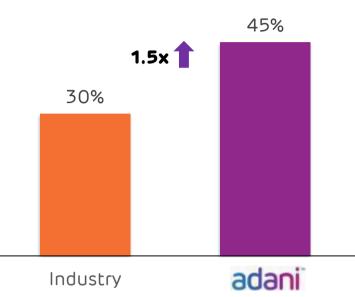


#### **AGEL**

Worlds largest developer **EBITDA margin: 91%**<sup>1,4</sup>

Among the best in Industry

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



2015	62 GAs	6 GAs
2021	228 GAs	38 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

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



Origination	Site Development	Construction	Operation	Capital Mgmt
<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>	<ul> <li>Life cycle O&amp;M         planning</li> <li>Asset Management         plan</li> </ul>	<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)	<ul> <li>Longest Private</li> <li>HVDC Line in Asia</li> <li>(Mundra –</li> <li>Mohindergarh)</li> </ul>	<ul> <li>648 MW Ultra Mega Solar Power Plant (at Kamuthi, Tamil Nadu)</li> </ul>	<ul> <li>World class state-of-the art SCADA,DMS,GIS, OMS &amp; SAP integrated</li> </ul>	<ul> <li>First ever GMTN¹ of USD 2Bn by AEML         SLB² in line with India's COP26 goals</li> <li>ATL tied up revolving facility of US\$ 1E         fund its green infrastructure thrust.</li> </ul>
Highest Margin among peers	Highest line availability	Constructed and Commissioned in nine months	First in India to incorporate Auto restoration of 33KV feeders	<ul> <li>Issuance of 20 &amp; 10 year dual tranche to of US\$ 750 mn - APSEZ the only infrastructure company to do so</li> <li>Green bond issuance of US\$750 mn establishes AGEL as India's leading cred</li> </ul>
	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> <li>India's Largest Commercial Port (at Mundra)</li> <li>Highest Margin</li> </ul>	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> <li>Investment case development</li> <li>Longest Private HVDC Line in Asia (Mundra – Mohindergarh)</li> <li>Highest Margin</li> <li>Highest line</li> </ul>	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> <li>Investment case development</li> <li>Longest Private HVDC Line in Asia (Mundra – Mohindergarh)</li> <li>Gengineering &amp; design</li> <li>Sourcing &amp; quality levels</li> <li>Equity &amp; debt funding at project</li> <li>648 MW Ultra Mega Solar Power Plant (at Kamuthi, Tamil Nadu)</li> <li>Highest Margin among peers</li> <li>Highest line availability</li> </ul>	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> <li>Investment case development</li> <li>Longest Private (at Mundra)</li> <li>Highest Margin among peers</li> <li>Analysis &amp; market intelligence</li> <li>Concessions and regulatory agreements</li> <li>Equity &amp; debt funding at project</li> <li>Equity &amp; debt funding at project</li> <li>Asset Management plan</li> <li>World class state-of-the art SCADA,DMS,GIS, OMS &amp; SAP integrated</li> <li>Constructed and Commissioned in nine months</li> <li>First in India to incorporate Auto restoration of 33KV</li> </ul>

55%

March 2016

March 2021

Debt profile moving from PSU's banks to Bonds

### ATL: A platform well-positioned to leverage growth opportunities in T&D business



### Development



#### **Execution Prowess**

Transmission Network of

18,875 ckm<sup>(1)</sup>

Built Longest Private HVDC Line
in Asia

#### Strategic Presence

**Transmission** - Presence in 13 states with 31 transmission projects **Distribution** - Integrated utilities catering to gateway city of Mumbai (AEML) and Mundra SEZ area (MUL)

#### Balanced pool mix

Transmission<sup>(3)</sup>: **51%** of EBITDA - Central pool **49%** of EBITDA - State pool

### Operations



#### **Operating Efficiency**

Robust network availability and supply/distribution reliability

One of the **lowest O&M** cost per ckm<sup>(2)</sup>

#### Consumer-centricity

Integration of Customer and
Technology enabling AEML as a
supplier of choice for 12 million+
consumers in Mumbai and
SEZ area in Mundra

#### Embedded ESG Framework

- Decarbonisation of Grid (30% and 60% RE power by FY23 and FY27)
- Installed 2.4 MWp solar capacity for auxiliary consumption in six SS
- Board Diversity and Strengthening

# Returns and Equity Value Creation



#### **ROE Optimization**

Development and O&M
efficiencies resulted into savings
of ~Rs. 5 bn optimized ROE to
55% in one pool of assets

### Capital Management and International IG Rating

Re-designing capital structure with access to low cost capital and elongated maturity

BBB- / Baa3<sup>(4)</sup>

### Significant Growth Potential

- Green industrial cluster in Mundra
- Increasing participation in renew grid (eg: HVDC Mumbai, Khavda)
- Transmission development in green corridor (ATL is leading player in western green corridor)



### ATL: Executive Summary – Performance in FY22



### **Transmission Business:**

- Operated transmission lines upwards of 99.70%
- Added 1104 ckms in FY22 to operational network, with total network at 18,875 ckt kms & transformation capacity at 40,001 MVA
- During the year GTL,BKTL, FBTL project became fully operational
- Awarded two new projects Karur Transmission and Khavda Transmission (LOI Received)

### **Distribution Business:**

- 11.2% YoY growth units sold 7,976 million units vs. 7,169
   million units last year due to increase in energy demand
- Distribution loss improving consistently and stands at 6.47% in FY22 vs. 7.82% in FY21
- Maintained supply reliability of more than **99.9%**
- E-payment as a % of total collection at 69.7% in FY22 vs.
   67.2% in FY21 due to digital adoption push

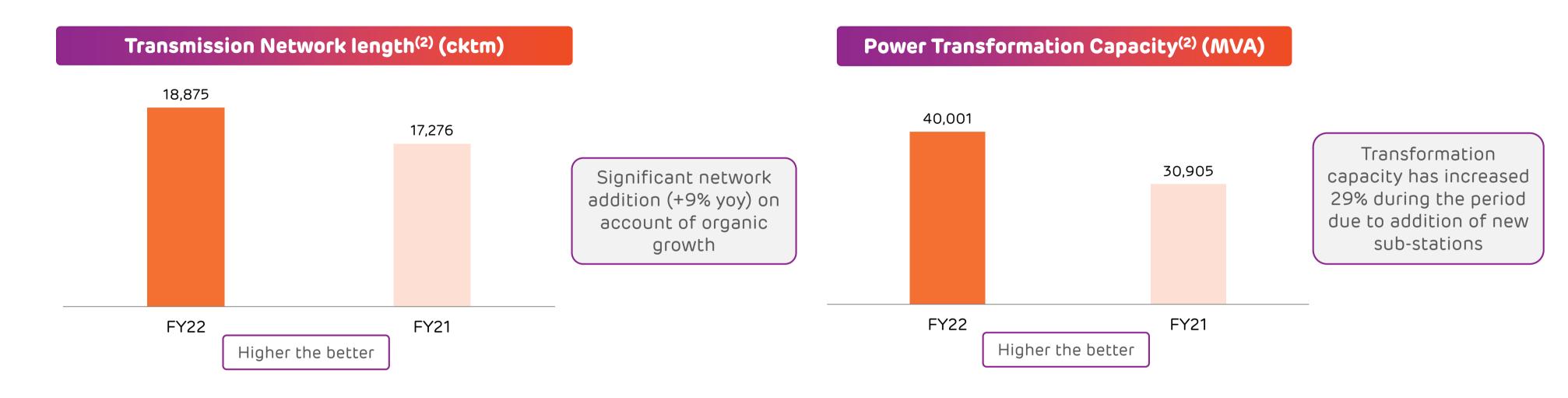
### Other Updates:

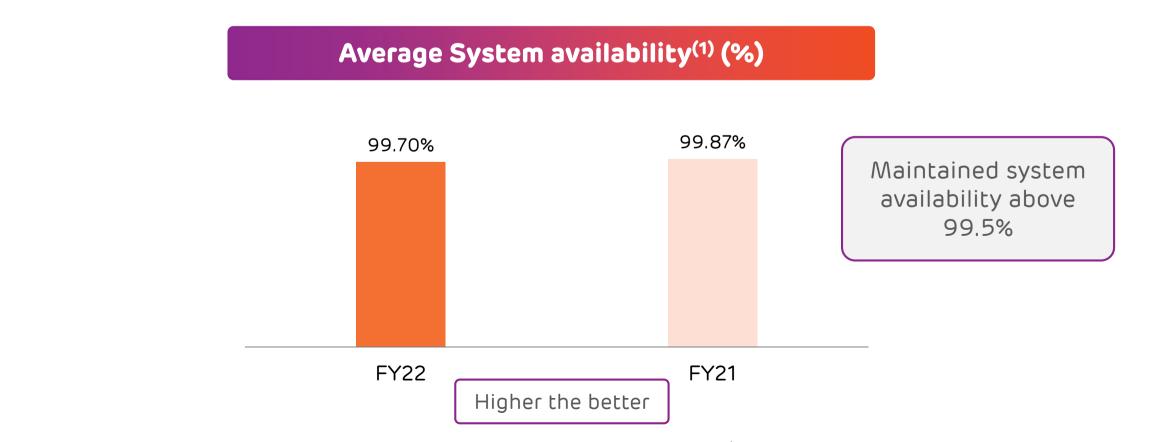
- Robust ESG focus results in ESG rankings improving in S&P GCSA for 2021; score 63/100 vs. 52 last year (up by 21%)
- Greentech Corporate Governance Award 2022 for Excellence in Corporate Governance
- Won three awards (Platinum, Gold and Silver) in Environmental and Economic Sustainability Category in Cll's maiden Operational Sustainability Competition
- Ministry of New and Renewable Energy (MNRE) felicitated ATL for commitment of energy compact goals at United Nations COP26
- Transformative Human Resource Award 2021 from Greentech in "Employee Engagement" Category
- Received Asia Pacific Indian Deal Of The Year Award from Project Finance International for USD 700 Mn revolving facility
- Won the Greentech Energy Conservation Award 2021 assessed on initiatives taken towards Conservation of Energy, Financial Impact
  of Energy Conservation and Best Practices



### ATL: Transmission Utility - Key Operating Metrics FY22 (YoY)

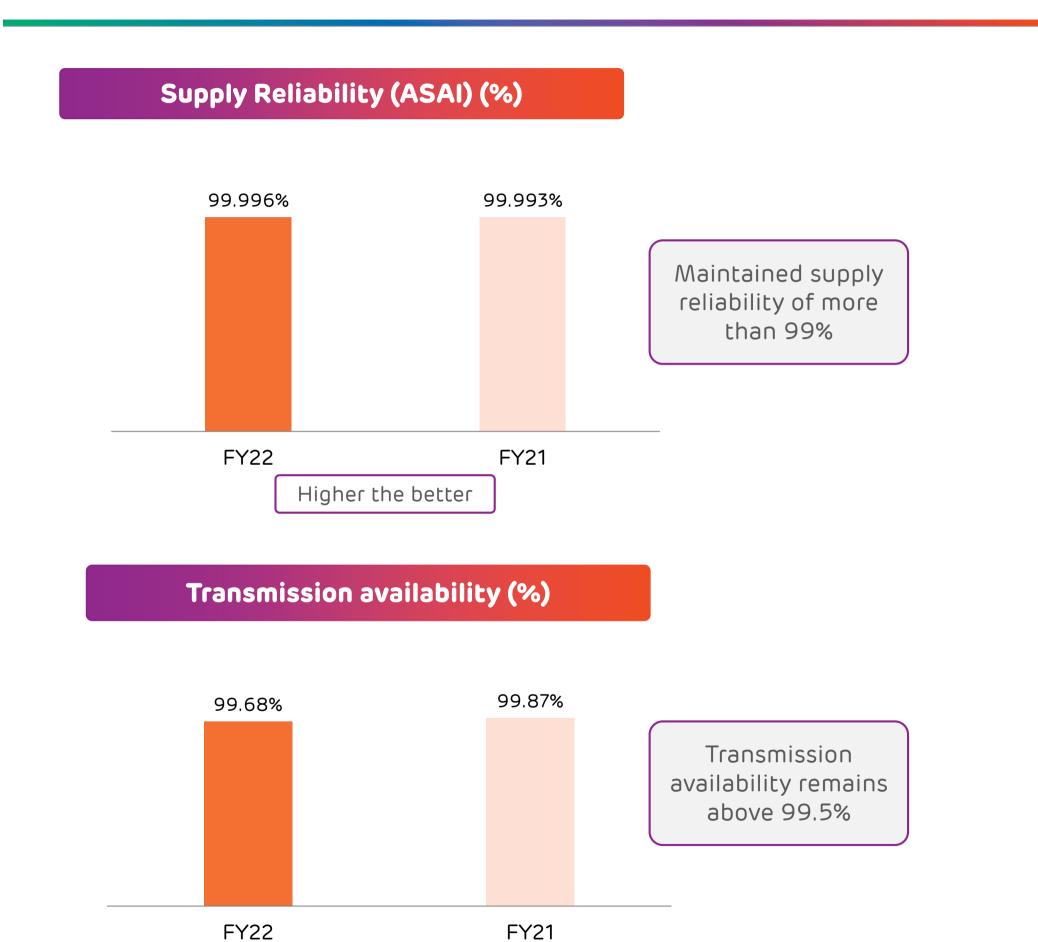






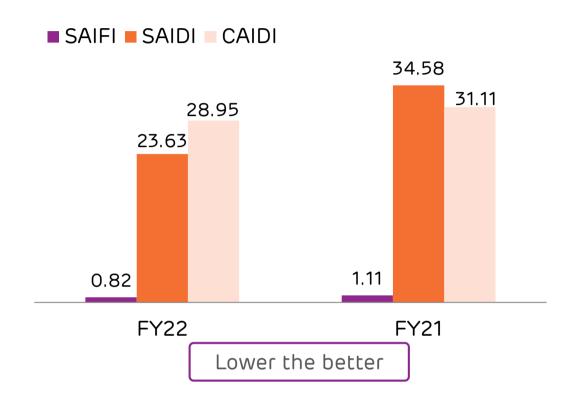
### ATL: Distribution Utility (AEML) - Key Operating Metrics FY22 (YoY)





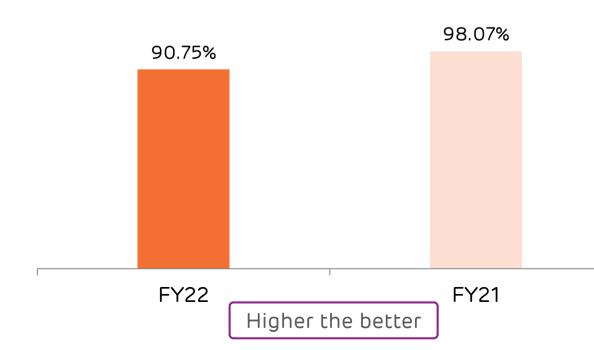
Higher the better





Strong improvement in reliability parameters

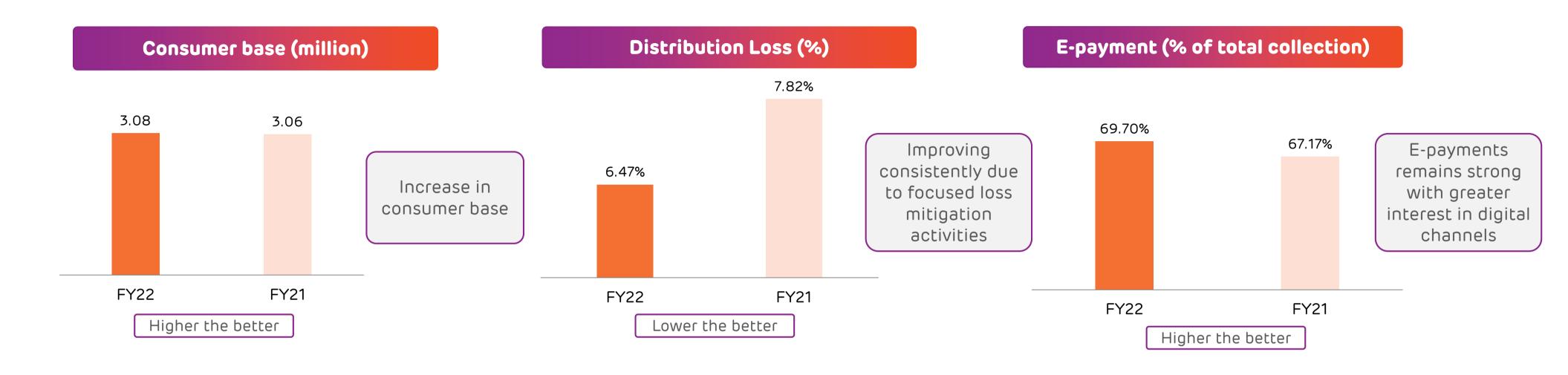
### Plant Availability - ADTPS (%)

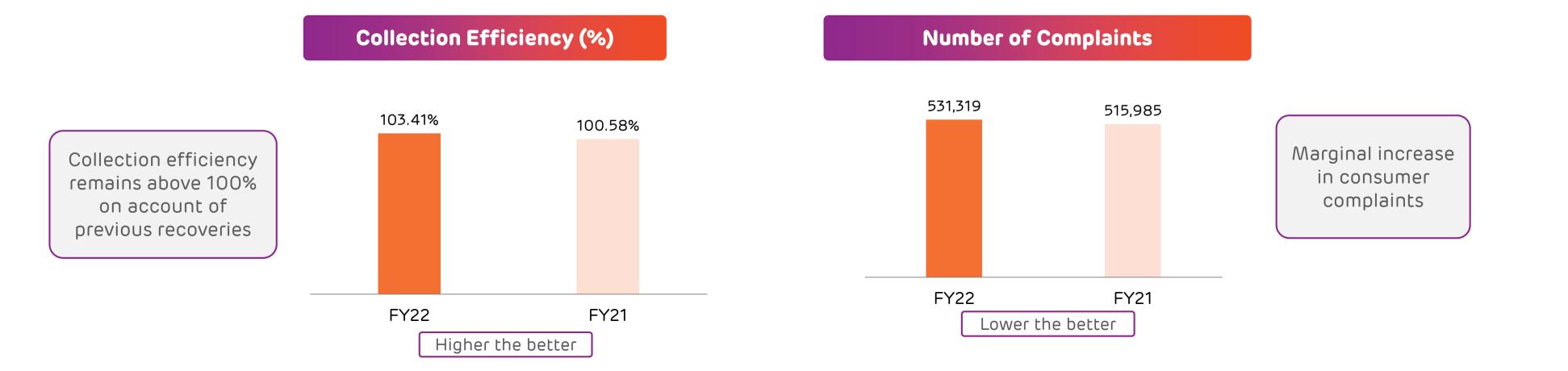


Plant availability down due to annual plant overhaul in FY22 with min. availability ensured as per regulatory norms

### ATL: Distribution Utility (AEML) - Key Operating Metrics FY22 (YoY)



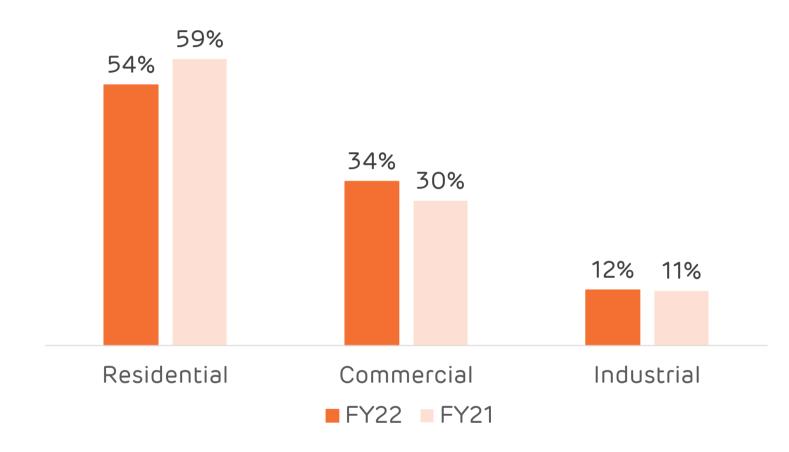




### ATL: Distribution Utility (AEML) - Consumer Mix FY22 (YoY)

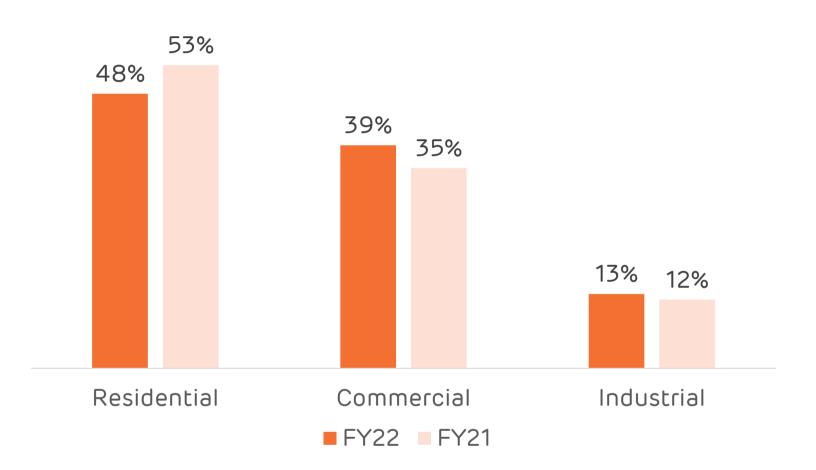


#### Consumer-wise volume mix



Consumer mix shifting
back from residential
demand to higher
commercial and industrial
segment demand resulting
in higher revenue

### Consumer-wise revenue mix



Total units sold (FY22): 7,976 million units



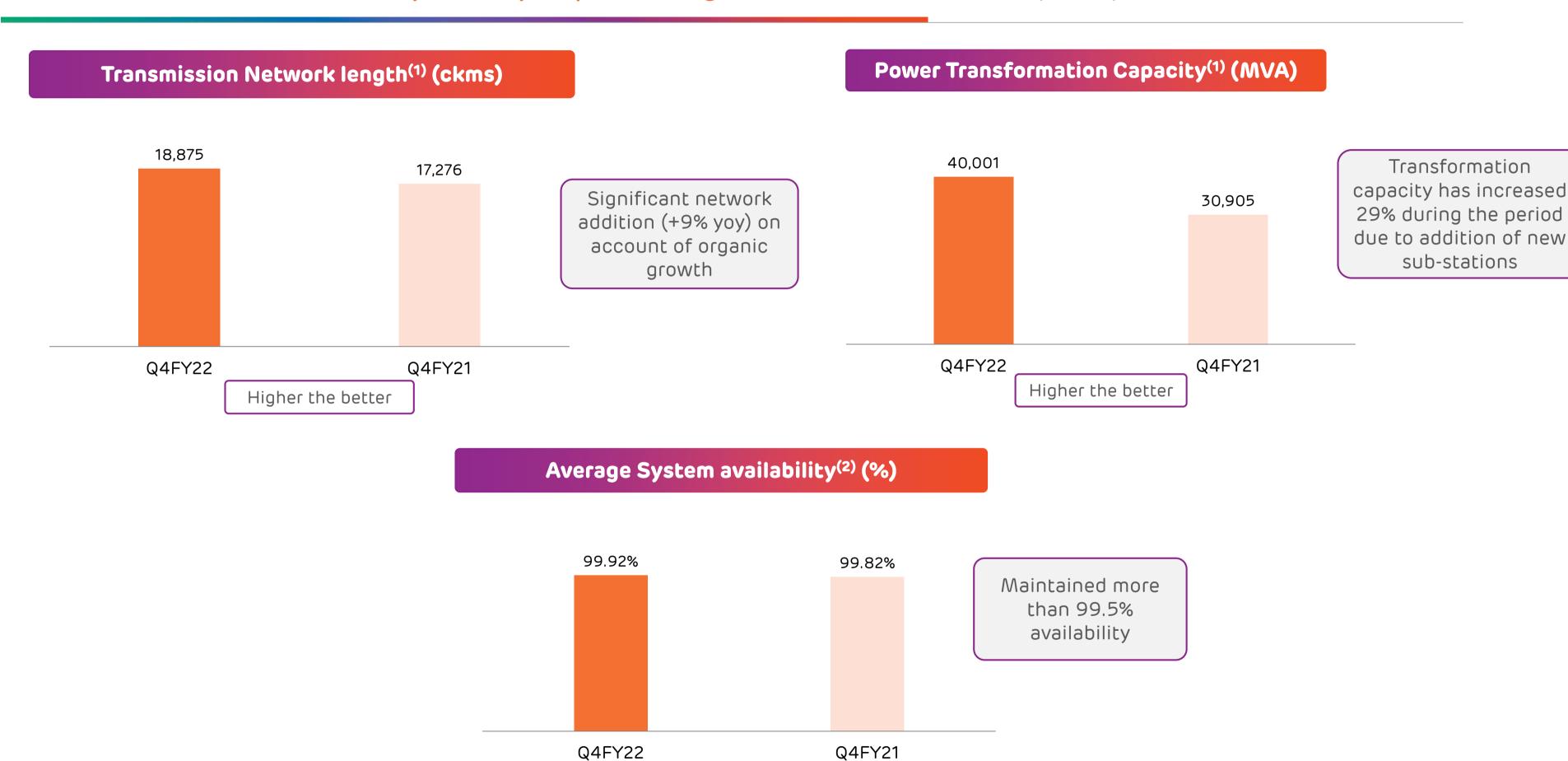
Total units sold (FY21): 7,169 million units

Energy demand improved driven by 28% rise in commercial segment and 18% rise in industrial segment



### ATL: Transmission Utility - Key Operating Metrics Q4FY22 (YoY)

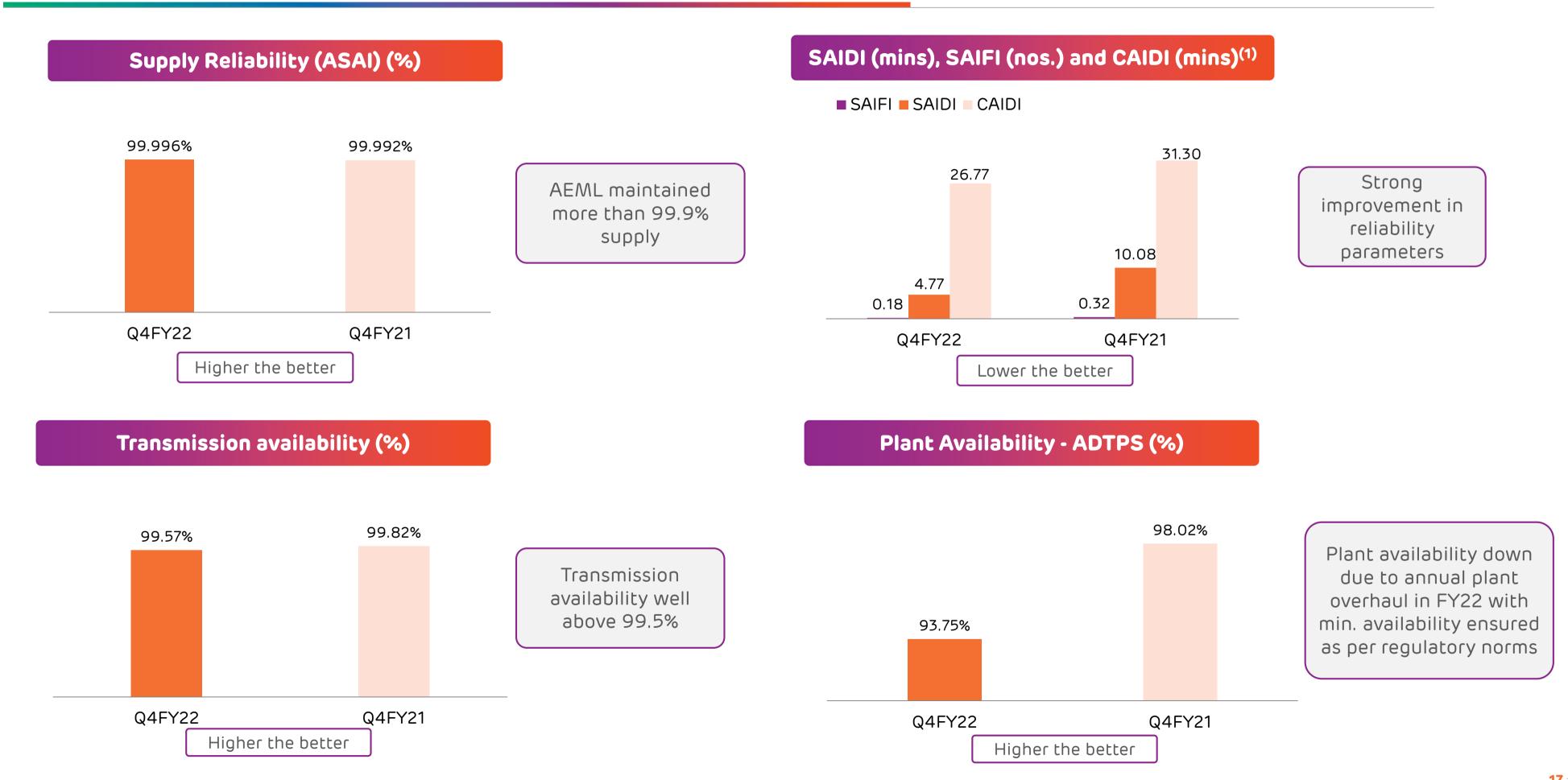




Higher the better

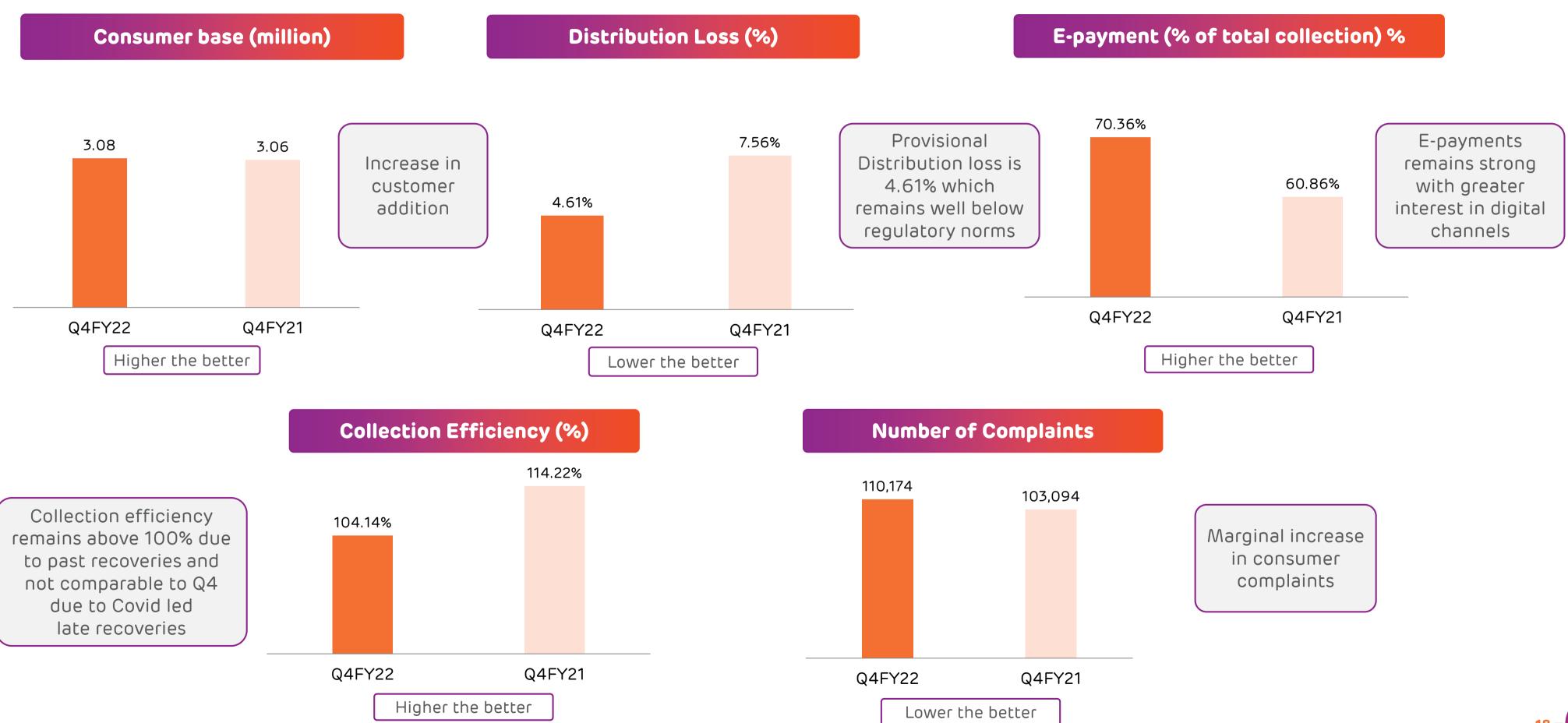
### ATL: Distribution Utility (AEML) - Key Operating Metrics Q4FY22 (YoY)





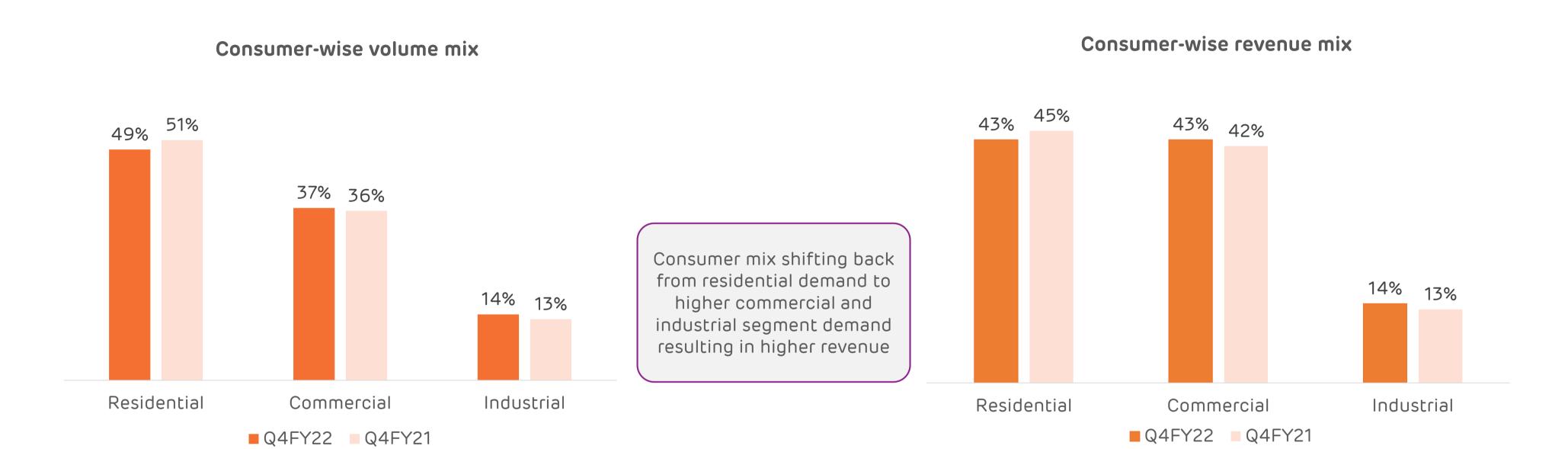
### ATL: Distribution Utility (AEML) - Key Operating Metrics Q4FY22 (YoY)





### ATL: Distribution Utility (AEML) - Consumer Mix Q4FY22 (YoY)





Total units sold (Q4 FY22): 1,888 million units



3.4% yoy increase



Total units sold (Q4 FY21): 1,826 million units

Energy demand improved driven by 6% rise in commercial segment and 9% rise in industrial segment



### ATL: Key Awards & Achievements in FY22



Greentech Corporate
Governance Award 2022 for
Excellence in Corporate
Governance

Clls Operational Sustainability Competition
- Platinum, Gold and Silver award in
Environmental and Economic Sustainability
Category

Became Signatory to the UN

Energy Compact to further the

SDG 7 (Affordable and Clean

Energy)

Project Finance International's
(PFI) Asia Pacific Indian Deal Of
The Year Award for USD 700
Mn revolving facility

DJSI - S&P Global Corporate Sustainability Assessment (CSA) ESG rankings - Score 63/100 vs. 52 last year (up by 21%) Felicitation from Ministry of New and Renewable Energy (MNRE) for submission of energy compact goals at **United Nations** at **COP26** 

Greentech Transformative Human
Resource Award 2021 –
"Employee Engagement"
Category

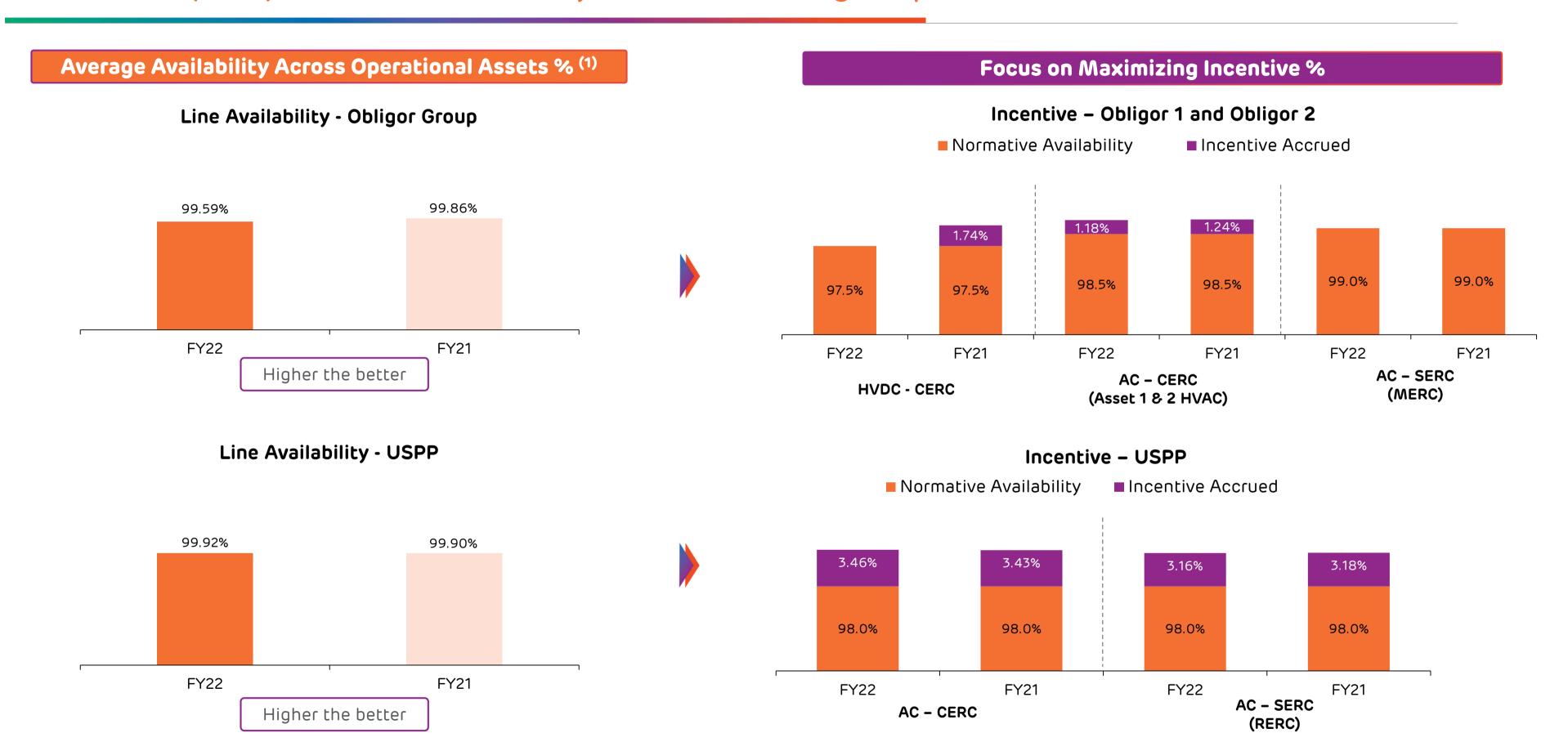
Alignment with SBTi and joined CDP's "Science Based Targets Initiative Incubator Project" (SBTiIP).

Greentech Safety Excellence
Award 2021 for outstanding
Safety excellence



### ATL: FY22 (YoY) - Line availability across asset groups





### Consistent availability above normative levels ensures periodic incentive maximization

### ATL: Q4FY22 (YoY) - Line availability across asset groups





#### Line Availability - Obligor Group

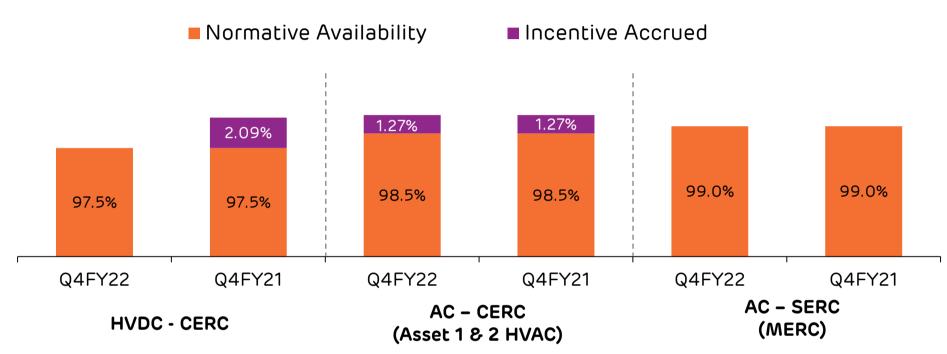


Line Availability - USPP

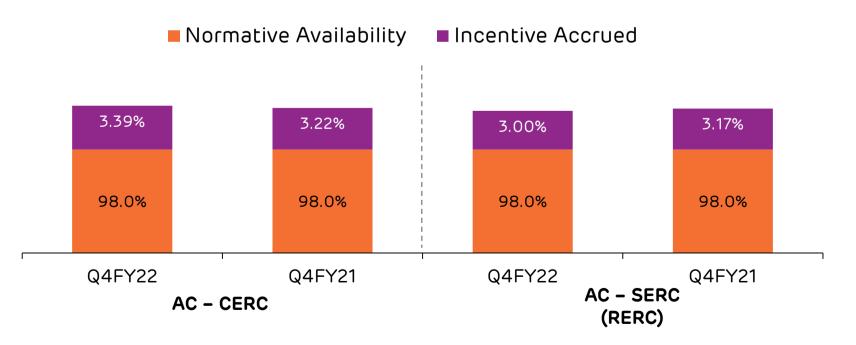


### Focus on Maximizing Incentive %





#### Incentive - USPP

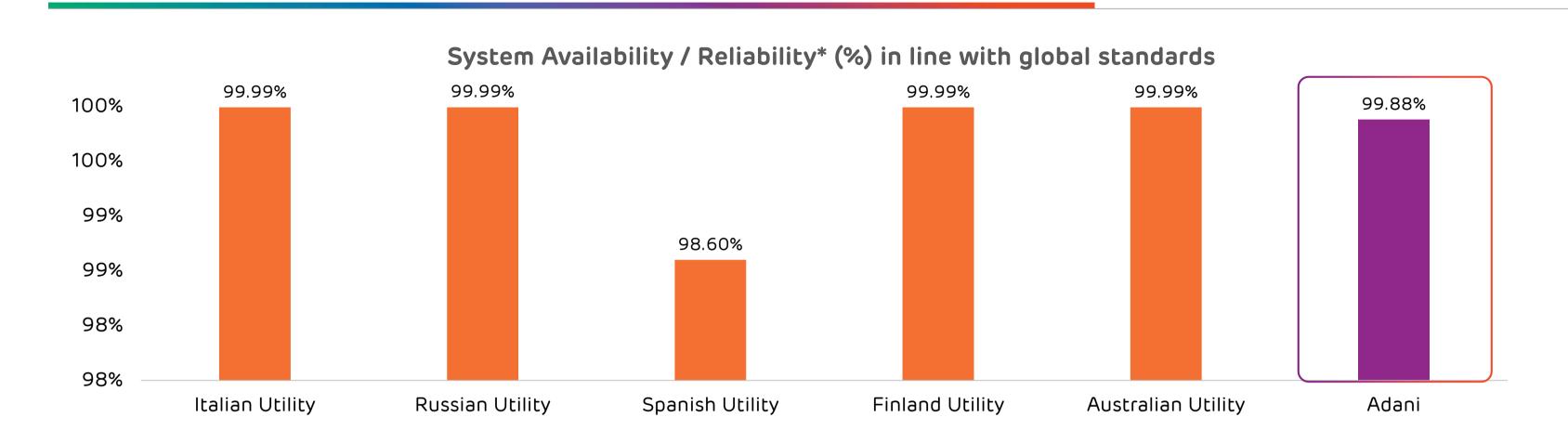


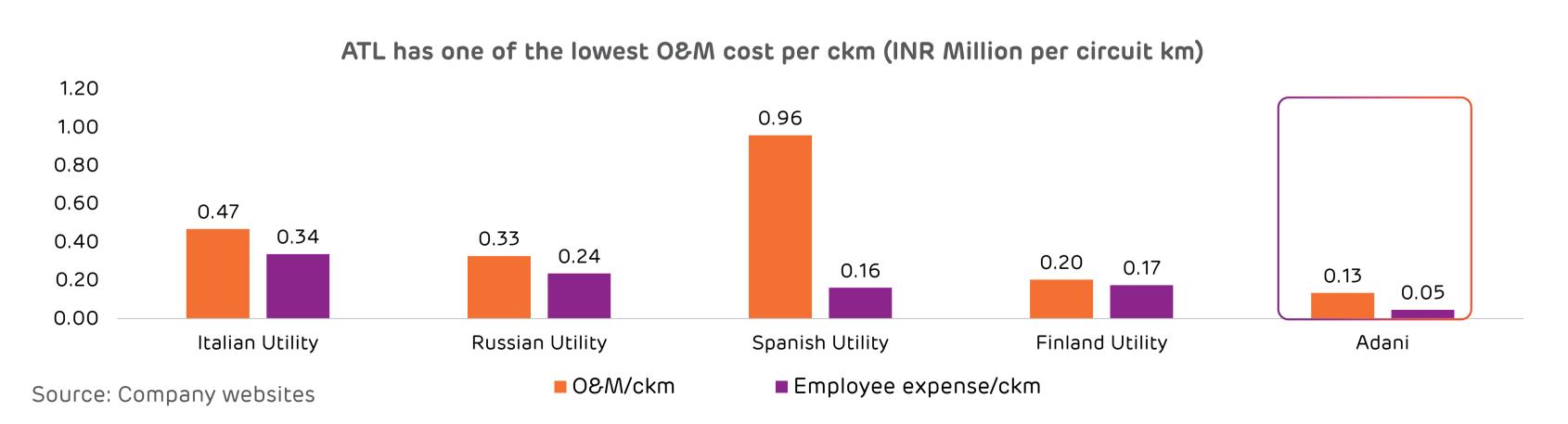
### Consistent availability above normative levels ensures periodic incentive maximization



### ATL: Transmission Operational Parameters - Peer Benchmarking



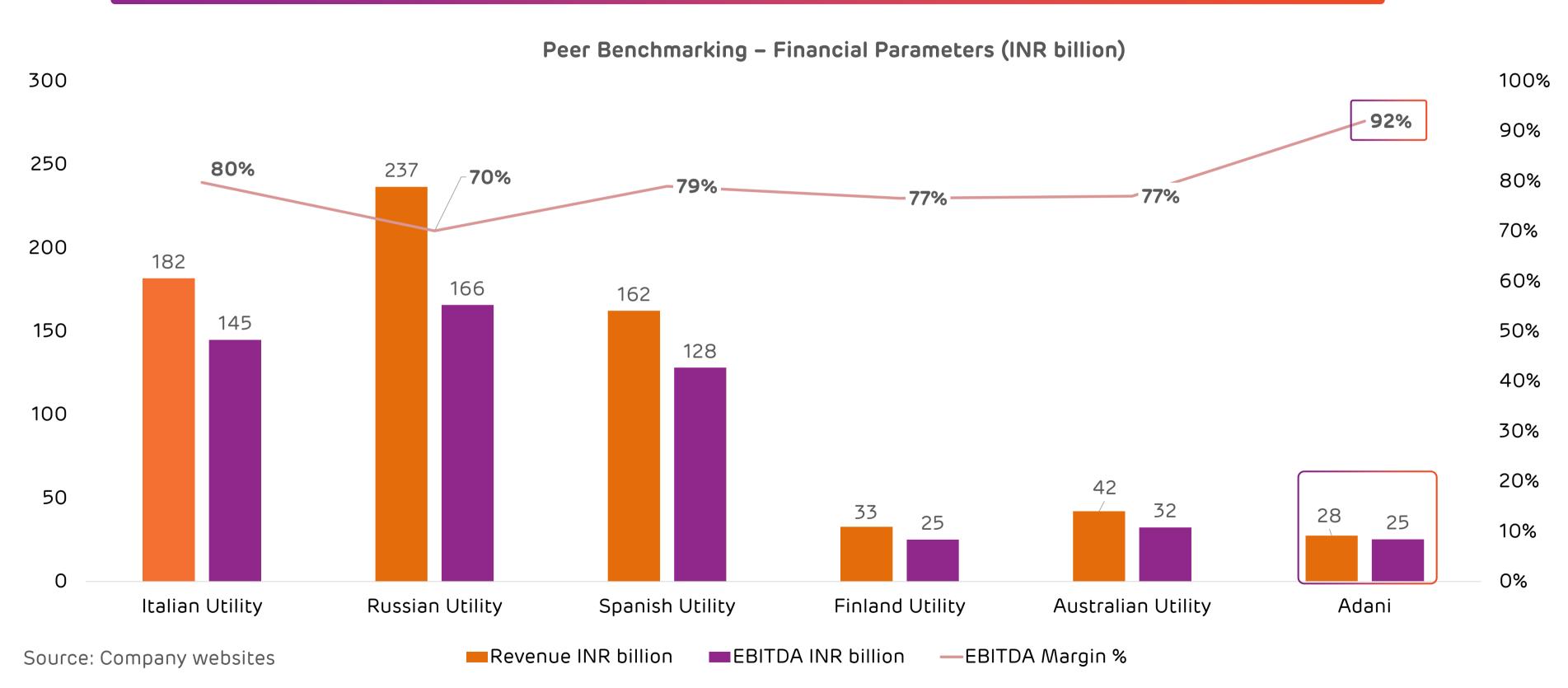




### ATL: Transmission Financial Parameters - Peer Benchmarking



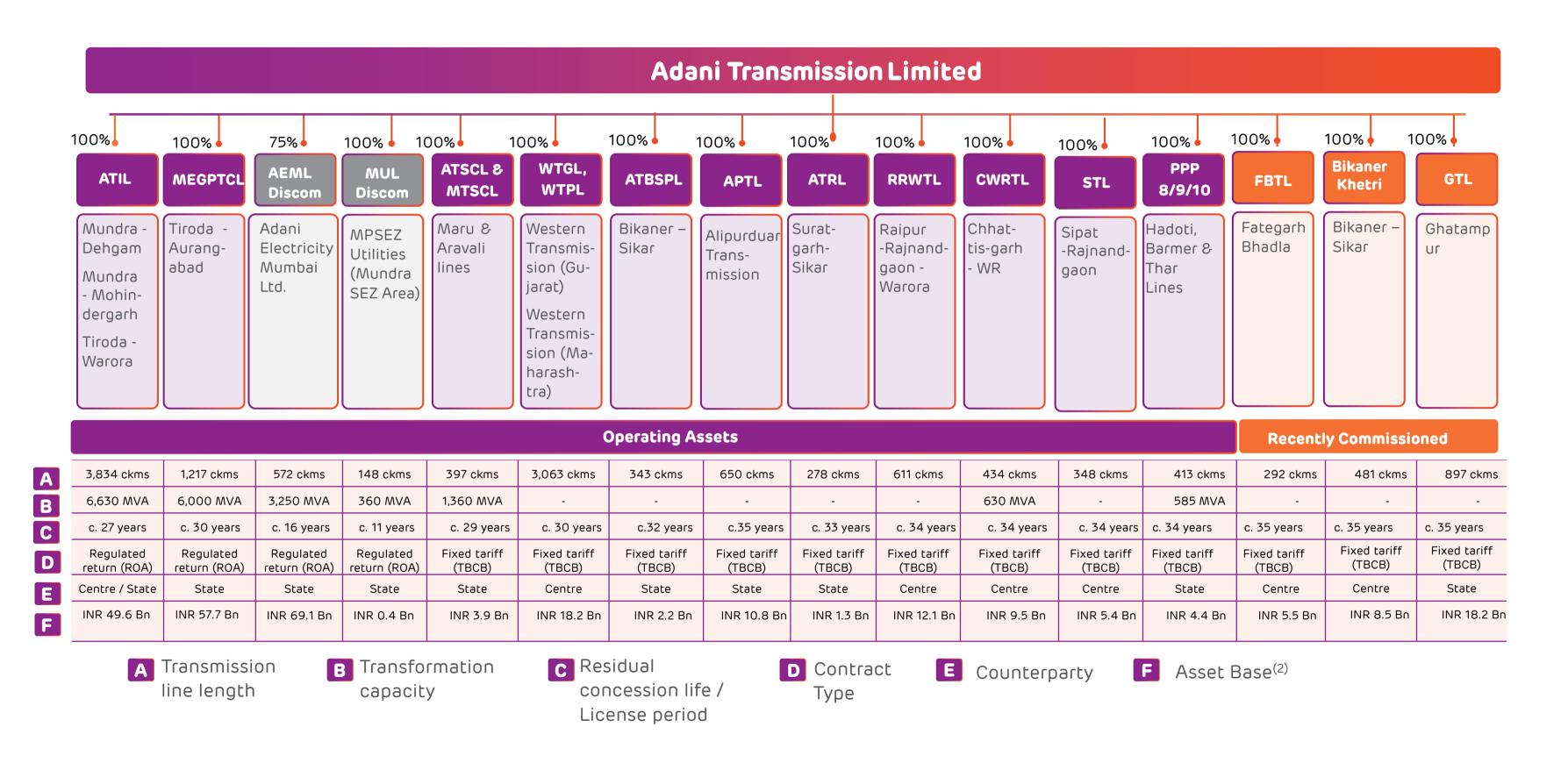






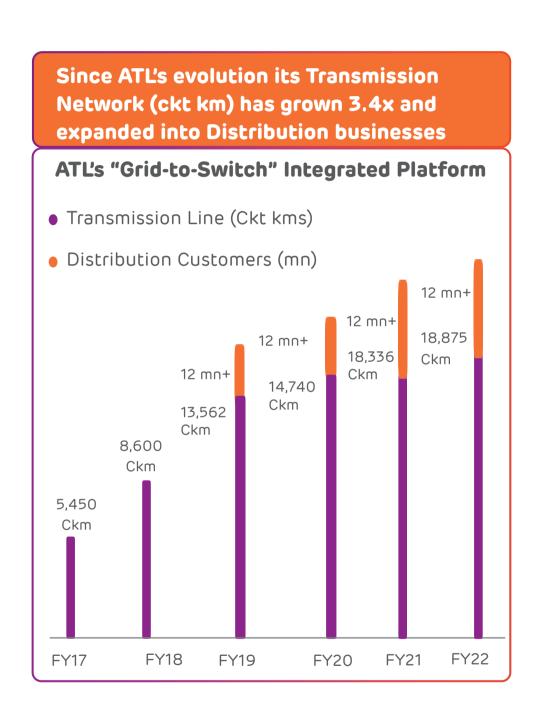
### ATL's Operational Asset Portfolio as of FY22





### ATL's Under-construction Asset Portfolio as of FY22







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# Thank You