



Transmission

Adani Transmission Limited Q1 FY 2020 Results Presentation 8 August 2019



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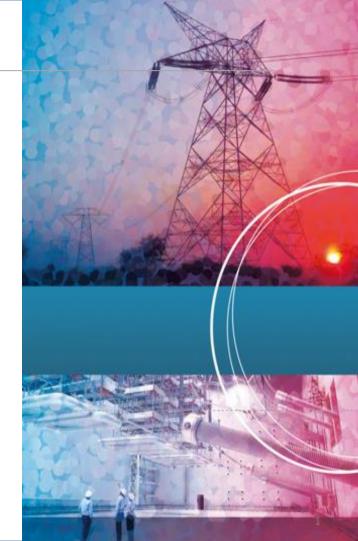


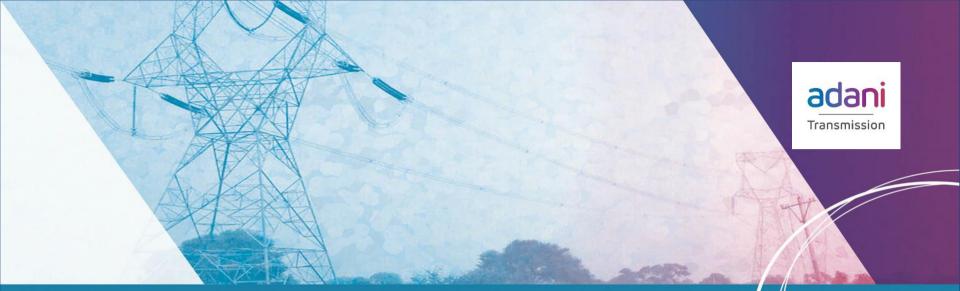
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Overview

Q1 FY20 – Key Highlights

Operational	 Transmission: Average Availability 99.93%, Incentive earned Rs. 13 crore Distribution: AT&C loss reduced by 0.99 p.p. in Q1 FY20 vs. Q1 FY19 	
Financial	 Consolidated: Operational EBITDA of Rs. 1,199 crore, up 139% yoy Comparable PAT of Rs. 213 crore, up 80% yoy Transmission: Operational EBITDA of Rs.615 crore, up 23% yoy Comparable PAT of Rs. 157 crore, up 33% yoy Distribution: Operational EBITDA of Rs. 584 crore, up 21% yoy 	
Strategic	 Revenue of Rs. 147 crore and EBITDA of Rs. 141 crore from seven recently commissioned lines in Q1 FY20 New Projects: Won two new TBCB bids in July 2019 with total tariff of ~Rs. 200 crore per annum (SCOD¹ of December 2020) Mumbai distribution business (AEML)² integrated 	
	Notes: 1 SCOD: Scheduled, Commercial Operational Date	adan

Notes: 1. SCOD: Scheduled Commercial Operational Date

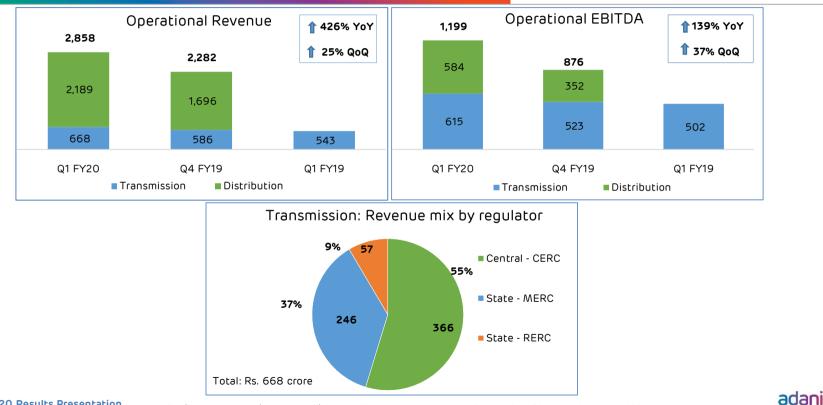
2. The Mumbai Distribution business, AEML (Adani Electricity Mumbai Ltd.), was acquired on 29th Aug 2018

Transmission

Q1 FY20 - Key Financial Highlights

(Rs. in crore)

Transmission



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Notes: 1. AEML (Distribution business) acquired on 29th August 2018, and included in consolidated financials from 1st September 2018. Hence, Q1 FY19 is not comparable to the current quarter 2. CERC: Central Electricity Regulatory Commission, MERC: Maharashtra Electricity Regulatory Commission, RERC: Rajasthan Electricity Regulatory Commission

Executive Summary

Performance	 Continued operational excellence across Transmission assets: 99.93% availability in Q1 Focused on maximising incentives Distribution loss reduced by 0.99 p.p. yoy
Growth	 Large addressable opportunity for the private sector in T&D. Pursuing growth in a disciplined manner, with a focus on shareholder returns Operationalised 7 new Transmission lines in FY 2019, within time and budget Won 2 new Transmission bids in July 2019; strong TBCB pipeline of ~Rs. 17,000 crore expected in FY 2020 Tapping into growth opportunities at AEML as per plan
De-risked Business Delivering Shareholder Value	 Low operational risks, and impeccable track record of executing projects before time and below budget Combination of regulated return, and long-term fixed tariff contracts. No offtake risk, and availability-based payments Optimising ROE through efficient financing. Investment grade international credit rating, and AA+ domestic rating







Safety – Always First

A technician working at transmission site wearing safety gear





Safety Initiatives

- SafeEye: Program enabling identification of even small safety issues
- SafeConnect: Monthly call where all employees share their contribution to Safety for mutual learning
- SafeAlert: Learning from incidents within and outside the company



Sustainability and Communities



Communities

- Community engagement commences in early stages of projects, and runs through the entire project lifecycle
- ATL employees contribute towards CSR activities
- No community grievances or infringement of community rights reported till Jun'19

Mangrove afforestation programme carried out by habitants near our site in Kutch, Gujarat



Sustainability and Governance Reporting

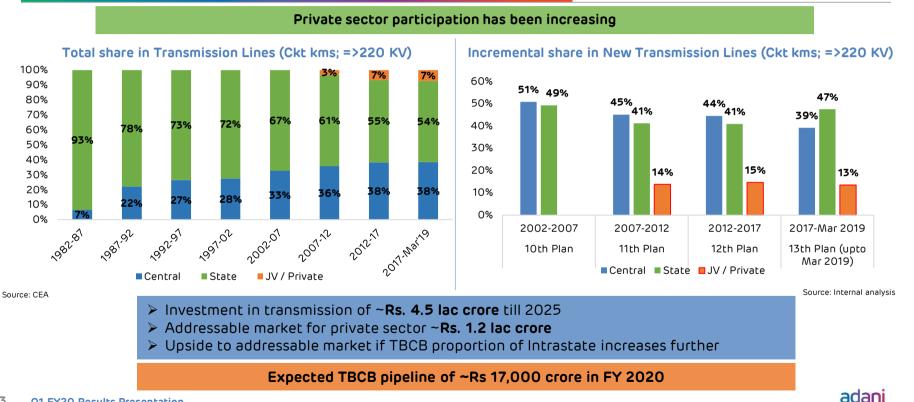






Large Addressable Market for ATL

Transmission: Large Addressable Market for ATL





Transmission Business: Project Updates

Commissioned 7 new lines in FY 19

- 7 new lines of 2,084¹ ckt km commissioned before scheduled commissioning and below budget
- > FY20e Revenue of Rs.621 crore from these projects

Project Pipeline of 2,739 ckt km

- Won two new TBCB projects in Q2 FY20, taking total under construction projects to six
- Expected SCOD² FY20 and FY21



Raipur-Rajnandgaon-Warora line of 611 ckt km commissioned in FY19.

Name	SCOD ²	Transmission Length (ckt km)	Counterparty
NKTL	March 20	268	Centre
FBTL	March 20	208	Centre
WRSS - 21 (A) (Won in Q2 FY20)	December 20	272	Centre
Bikaner - Khetri (Won in Q2 FY20)	December 20	481	Centre
Obra-C Badaun	February 21	622	State
Ghatampur	March 21	888	State
		2,739	





Operational Highlights

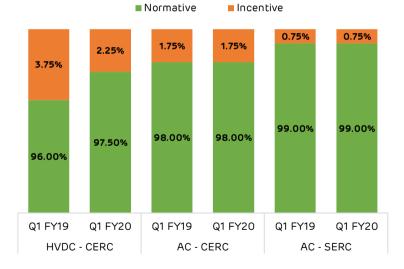
Transmission Business: Operating Performance Underpinned by Strong Capabilities

Strong operational capabilities and focus on incentive maximization...



Availability Across Operational Assets (%)

Focus on Maximizing Incentives (%)

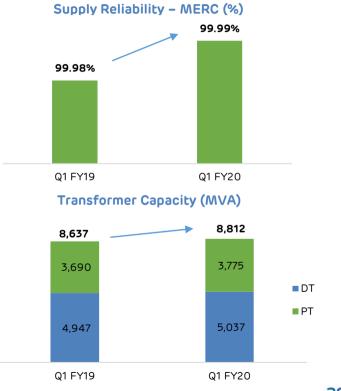


...led to consistent performance across assets with 99.93% availability



Distribution Business (AEML): Improvement in performance post acquisition



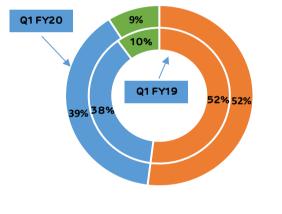


Note: 1. MERC – Maharashtra Electricity Regulatory Commission 2. E-payments % measured in amount of transaction. 3. DT: Distribution transformer, PT: Power transformer,

Distribution Business (AEML): Customer Mix

Customer-wise Sales Mix

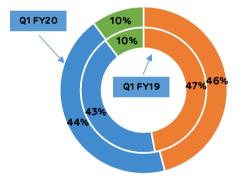
Total MUs sold (Q1 FY20): 2,422 million units



Residential Commercial Industrial

Customer-wise Revenue Mix

Total Revenue (Q1 FY 20): Rs. 2,054 crore



Residential Commercial Industrial





Financial Highlights

P&L: Q1 FY20 vs. Q1 FY19 (Consolidated) (1/3)

Sr No.	Particulars	Q1 FY20 (Consolidated)	Q1 FY19 (Consolidated)	% change
1	Revenue			
1.1	Net Transmission Charges	2,845	529	
1.1.a	Transmission Charges	2,846	531	436%
1.1.b	Less: Rebate	-1	-2	
1.2	Incentive on availability	13	14	
2	Expenses:			
2.1	Operating Exp			
2.1.a	Operational & Maintanance Exp.	282	27	
2.1.b	Power & Fuel Exp.	1,107	-	
2.1.c	Employee Exp	263	15	
2.1.d	New SPV's Operating Exp (STL, RRWTL, CWRTL, PPP8, 9, 10, ATRL)	6	0	
3=(1-2)	EBITDA (From Operation)	1,199	502	139%
	Operational EBITDA Margin	42%	92%	



P&L: Q1 FY20 vs. Q1 FY19 (Consolidated) (2/3)

Sr No.	Particulars	Q1 FY20 (Consolidated)	Q1 FY19 (Consolidated)	% change
3=(1-2)	EBITDA (From Operation)	1,199	502	139%
	Operational EBITDA Margin	42%	92%	
4	Add:			
4.1	Sale of Traded Goods/EPC	0	68	
4.2	Construction income	-	5	
4.3	Carrying Cost	-	4	
4.4	Other Income	31	74	
5	Less:			
5.1	Purchase of Traded material	0	68	
5.2	CSR Exp	4	4	
5.3	Construction cost	-	2	
6=(3+4-5)	EBITDA	1,226	579	112%



P&L: Q1 FY20 vs. Q1 FY19 (Consolidated) (3/3)

Sr No.	Particulars	Q1 FY20 (Consolidated)	Q1 FY19 (Consolidated)	% change
6=(3+4-5)	EBITDA	1,226	579	112%
7	Finance Cost	532	211	
8	Depreciation	285	146	
9=(6-7-8)	PBT(before one time income)	409	222	
10	Arrears/Exceptional Items:	-88	•	
10.1	Regulatory Income/(Expense)	-88	-	
11=(9-10)	PBT	321	222	45%
12.1	Tax	72	48	
12.2	Deferred Tax	36	5	
13=(11-12)	PAT	213	169	26%
14	Interest on R-infra advances (Net off Tax)	-	51	
15=(13-14)	Comparable PAT	213	118	80%



P&L: Q1 FY20 vs. Q1 FY19 (Transmission) (1/2)

Sr No.	Particulars	Q1 FY20 (Transmission)	Q1 FY19 (Transmission)	% change
1	Revenue			
1.1	Net Transmission Charges	656	529	
1.1.a	Transmission Charges	657	531	24%
1.1.b	Less: Rebate	-2	-2	
1.2	Incentive on availability	13	14	
2	Expenses:			
2.1	Operating Exp			
2.1.a	Operational & Maintanance Exp	23	27	
2.1.b	Employee Exp	23	15	
2.1.c	New SPV's Operating Exp (STL, RRWTL, CWRTL, PPP8, 9, 10, ATRL)	6	0	
3=(1-2)	EBITDA (From Operation)	615	502	23%
	Operational EBITDA Margin	92%	92%	



P&L: Q1 FY20 vs. Q1 FY19 (Transmission) (2/2)

Sr No.	Particulars	Q1 FY20 (Transmission)	Q1 FY19 (Transmission)	% change
3=(1-2)	EBITDA (From Operation)	615	502	23%
	Operational EBITDA Margin	92%	92%	
4	Add:			
4.1	Sale of Traded Goods/EPC	-	68	
4.2	Construction income	-	5	
4.3	Carrying Cost	-	4	
4.4	Other Income - Treasury	11	9	
4.5	Interest inc. on advance given for GTD acq.	-	65	
5	Less:			
5.1	Purchase of Traded material	-	68	
5.2	CSR Exp	4	4	
5.3	Construction cost	-	2	
6=(3+4-5)	EBITDA	622	579	

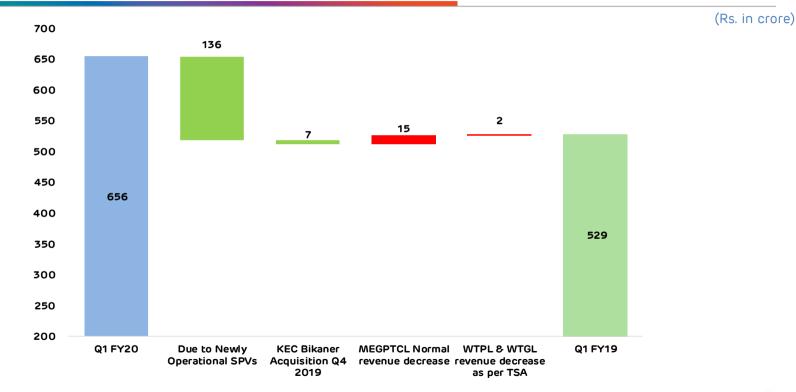


P&L: Q1 FY20 vs. Q1 FY19 (Transmission) (3/3)

Sr No.	Particulars	Q1 FY20 (Transmission)	Q1 FY19 (Transmission)	% change
6=(3+4-5)	EBITDA	622	579	
7	Finance Cost	255	211	
8	Depreciation	164	146	
9=(6-7-8)	РВТ	203	222	
10.1	Tax	45	48	
10.2	Deferred Tax	1	5	
11=(9-10)	PAT	157	169	
12	Interest on R-infra advances (Net off Tax)	-	51	
13=(11-12)	Comparable PAT	157	118	33%



Transmission Business: Revenue Bridge YoY

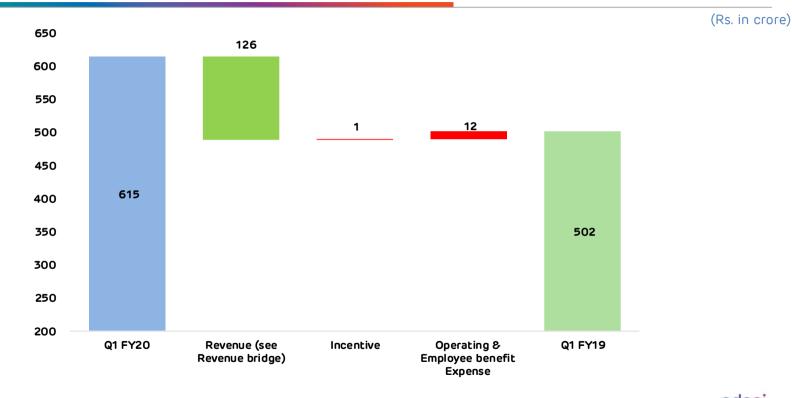


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Notes: AEML (Distribution business) acquired on 29th August 2018 but included in consolidated financials from 1st September 2018, hence Q1 FY19 is not comparable.



Transmission Business: Operating EBITDA Bridge YoY



27 Q1 FY20 Results Presentation

Notes: AEML (Distribution business) acquired on 29th August 2018 but included in consolidated financials from 1st September 2018, hence Q1 FY19 is not comparable.

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P&L: Q1 FY20 vs. Q1 FY19 (Distribution - AEML) (1/2)

Particulars	Q1 FY 20 (Distribution)	Q1 FY 19 (Distribution)	% change
MU's Sold	2,422	2,364	2%
Avg Realisation Rate excl FAC/ RA	8.3	7.7	8%
Revenue :			
Income from Sale of Energy	2,054	1,916	
Less - Discount for Prompt payment of Bills	10	7	
Sub Total	2,044	1,909	7%
Wheeling charges from Changeover consumers	76	79	
CSS from changeover consumers	37	45	
Other Operating Income	53	64	
Total Power Generation and Transmission Income	2,210	2,098	5%

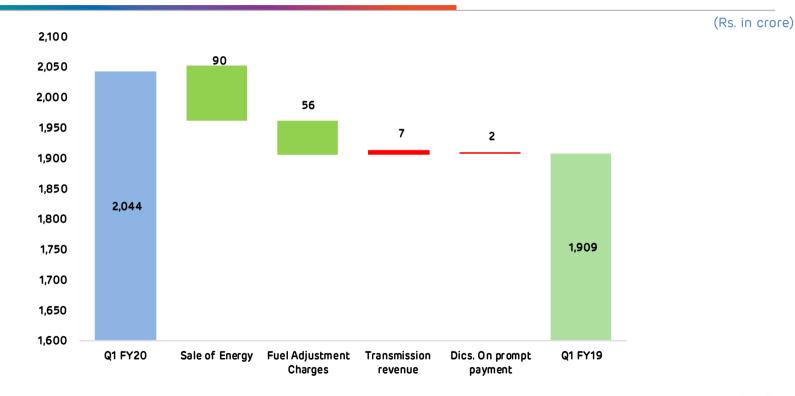


P&L: Q1 FY20 vs. Q1 FY19 (Distribution - AEML) (2/2)

Particulars	Q1 FY 20 (Distribution)	Q1 FY 19 (Distribution)	% change
Expenses :			
External power purchase	817	843	
Cost of Fuel	290	338	
Transmission Charges	100	109	
Operation and Maintanance Expenses	159	133	
Employee Benefits Expense	239	172	
EBITDA	604	502	20%
EBITDA Margin %	27%	24%	
Finance Costs- GTD	277	100	
Depreciation Expense	122	145	
РВТ	206	258	-20%
Regulatory Income/(Expense)	-88	2	
Tax/Deffered Tax	62	-	
PAT	56	260	-78%



Distribution Business (AEML): Revenue Bridge YoY



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Notes: AEML (Distribution business) acquired on 29th August 2018 but included in consolidated financials from 1st September 2018, hence Q1 FY19 is not comparable.



Distribution Business (AEML): EBITDA Bridge YoY

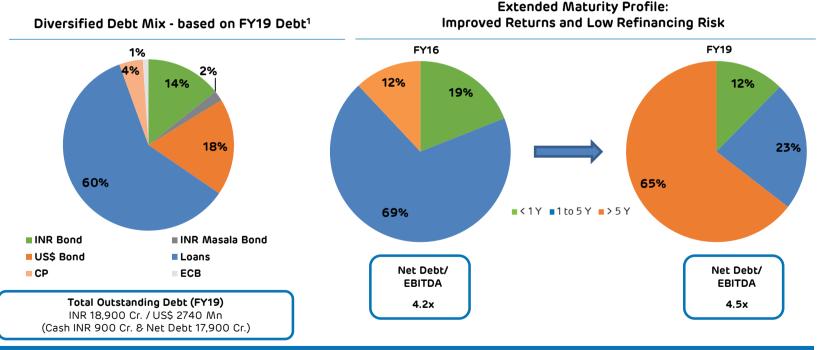


31 Q1 FY20 Results Presentation

Notes: AEML (Distribution business) acquired on 29th August 2018 but included in consolidated financials from 1st September 2018, hence Q1 FY19 is not comparable.



Financing Prowess: Diversified funding sources and focus on debt maturity & cost rationalization



Investment Grade Ratings: S&P: BBB- / Fitch: BBB- / Moody's: Baa3 / India Ratings: AA+/ CARE AA+

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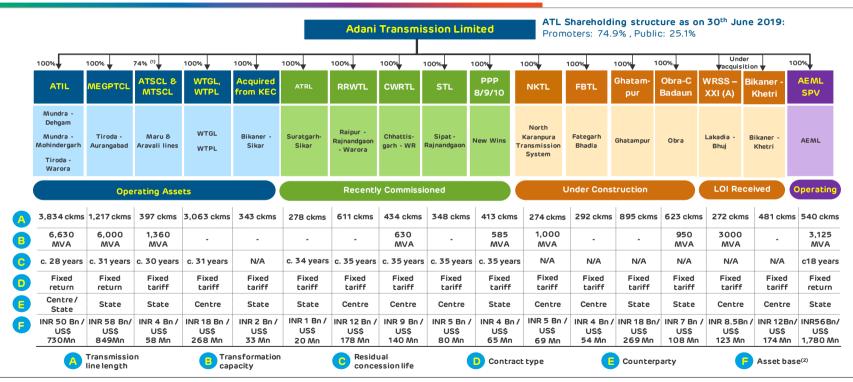
Note: US\$/INR: 69, 1) FY19 debt excludes working capital and receivables-backed funding of Rs.789 Cr. and includes CP of Rs. 845 Cr. 2) Debt excludes perpetual equity.





ATL portfolio at a glance

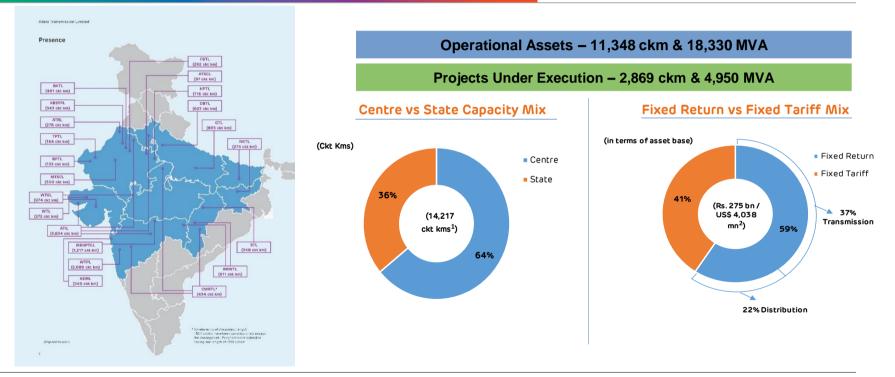
Adani Transmission Asset Portfolio



Note: USD/INR: 68; ATIL - Adani Transmission (India) Limited; MEOPTCL - Maharashtra Eastern Grid Power Transmission Ca. Limited; STL - Sipat Transmission Limited; RRWLT - Raipur Rajnandgaon Warora Transmission Limited; CWTL - Chattisgarh WR Transmission Limited; ATRL - Adani Transmission (Rajasthan) Limited; INTL - North Karapura Transco Limited; ATSCL - Aravali Transmission Service Company Limited; MTSCL - Maru Transmission Service Company Limited; WRSS M - Western Region System Strengthening Scheme Maharashtra, WRSS G - Western Region System Strengthening Scheme Gujarat, FBTL - Fategarh Bhadla Transmission Limited; (1) Option to acquire balance 26% in a manner consistent with Transmission Service Agreement and applicable consents; (2) Asset base for operational assets as of Mar-2018; Under-construction assets - as per the final project cost; Mumbal GTD / BSES - as per proposed funding plan. Above data is as of 8th August; 2019.

adani

Fastest growing footprint in India



adani



Appendix: Financial

P&L: Q1 FY20 vs. Q4 FY19 (Consolidated) (1/3)

Sr No.	Particulars	Q1 FY20 (Consolidated)	Q4 FY19 (Consolidated)	% change
1	Revenue			
1.1	Net Transmission & Distribution Charges	2,845	2,271	
1.1.a	Transmission & Distribution Charges	2,846	2,272	25%
1.1.b	Less: Rebate	-1	-1	
1.2	Incentive on availability	13	11	
2	Operating Expenses:			
2.a	Operational & Maintanance Exp.	282	342	
2.b	Power & Fuel Exp.	1,107	815	
2.c	Employee Exp	263	242	
2.d	New SPV's Operating Exp (STL, RRWTL, CWRTL, PPP 8, 9, 10, ATRL)	6	6	
3=(1-2)	EBITDA (From Operation)	1,199	876	37%
	Operational EBITDA Margin	42%	38%	



P&L: Q1 FY20 vs. Q4 FY19 (Consolidated) (2/3)

Sr No.	Particulars	Q1 FY20 (Consolidated)	Q4 FY19 (Consolidated)	% change
3=(1-2)	EBITDA (From Operation)	1,199	876	37%
	Operational EBITDA Margin	42%	38%	
4	Add:			
4.1	Sale of Traded Goods/EPC	0	264	
4.2	Other Income	32	24	
5	Less:			
5.1	Purchase of Traded material	0	264	
5.2	CSR Exp	4	4	
6=(3+4-5)	EBITDA	1,226	895	

P&L: Q1 FY20 vs. Q4 FY19 (Consolidated) (3/3)

Sr No.	Particulars	Q1 FY20 (Consolidated)	Q4 FY19 (Consolidated)	% change
6=(3+4-5)	EBITDA	1,226	895	
7	Finance Cost	532	436	22%
8	Depreciation	285	276	
9=(6-7-8)	PBT(before one time income)	409	183	
10	Arrears/Exceptional Items:	-88	32	
10.1	Regulatory Income/(Expense)	-88	32	
11=(9-10)	РВТ	321	215	
12.1	Тах	72	49	
12.2	Deferred Tax	36	19	
13=(11-12)	РАТ	213	147	



P&L: Q1 FY20 vs. Q4 FY19 (Transmission) (1/2)

Sr No.	Particulars	Q1 FY20 (Transmission)	Q4 FY19 (Transmission)	% change
1	Revenue			
1.1	Net Transmission Charges	656	575	14%
1.1.a	Transmission Charges	657	576	
1.1.b	Less: Rebate	-1	-1	
1.2	Incentive on availability	13	11	
2	Operating Expenses:			
2.a	Operational & Maintanance Exp.	24	37	
2.b	Employee Exp	23	20	
2.c	New SPV's Operating Exp. (STL, RRWTL, CWRTL, PPP 8, 9, 10, ATRL)	6	6	
3=(1-2)	EBITDA (From Operation)	615	523	17%
	Operational EBITDA Margin	92%	89%	



P&L: Q1 FY20 vs. Q4 FY19 (Transmission) (2/2)

Sr No.	Particulars	Q1 FY20 (Transmission)	Q4 FY19 (Transmission)	% change
3=(1-2)	EBITDA (From Operation)	615	523	17%
	Operational EBITDA Margin	92%	89%	
4	Add:			
4.1	Sale of Traded Goods/EPC	-	260	
4.2	Other Income - Treasury	12	2	
5	Less:			
5.1	Purchase of Traded material	-	260	
5.2	CSR Exp	4	4	
6=(3+4-5)	EBITDA	622	522	
7	Finance Cost	255	219	17%
8	Depreciation	164	150	
9=(6-7-8)	РВТ	203	153	
10.1	Тах	45	34	
10.1	Deferred Tax	1	-5	
11=(9-10)	PAT	157	123	



P&L: Q1 FY20 vs. Q4 FY19 (Distribution - AEML) (1/2)

Particulars	Q1 FY 20 (Distribution)	Q4 FY 19 (Distribution)	% change
MU's Sold	2,417	1,798	34%
Avg Realisation Rate excl FAC/ RA	8.3	8.3	0.2%
Revenue :			
Income from Sale of Energy	2,054	1,602	
Less - Discount for Prompt payment of Bills	10	8	
Sub Total	2,044	1,594	28%
Wheeling charges from Changeover consumers	76	52	
CSS from changeover consumers	37	21	
Other Operating Income	53	52	
Total Power Generation and Transmission Income	2,210	1,718	29%



P&L: Q1 FY20 vs. Q4 FY19 (Distribution - AEML) (2/2)

Particulars	Q1 FY 20 (Distribution)	Q4 FY 19 (Distribution)	% change
Expenses :			
External power purchase	817	564	
Cost of Fuel	290	251	
Transmission Charges	100	90	
Operation and Maintanance Expenses	159	220	
Employee Benefits Expense	239	222	
EBITDA	604	371	63%
EBITDA Margin %	27%	22%	
Finance Costs- GTD	277	217	
Depreciation Expense	122	126	
РВТ	206	28	636%
Regulatory Income/(Expense)	-88	32	
Tax/Deffered Tax	62	39	
PAT	56	21	168%



Credit Rating

Rating AgencyFacilityRating/OutlookFitchDollar Bond, Masala BondBBB-/StableS&PDollar Bond, Masala BondBBB-/StableMoody'sDollar Bond, Masala BondBaa3/Stable

	Rating Agency	Facility	Rating/Outlook
	India Ratings	NCD	IND AA+/stable
Domestic	India Ratings	СР	IND A1+
	CARE Ratings	Non-Convertible Debenture (NCD) issue	CARE AA+/ Stable

Credit Rating – ATL Subsidiaries

Company	Rating Agency	Rating	Outlook
ATL	CARE, India Rating	AA+	Stable
AEML	CARE	AA	Stable
RRWTL	Brickwork	A-	Stable
STL	CARE	A-	Positive
CWRTL	CARE	A+	Positive
ATRL	Brickwork	A-	Stable
HPTSL	CARE	BBB +	Positive
BPTSL	CARE	A-	Stable
TPTSL	CARE	A-	Stable
WTGL	India Ratings	AA+ (SO)	Stable
WTPL	India Ratings	AA+ (SO)	Stable
MTSCL	CARE	A-	Stable
ATSCL	CARE	A	Stable
KEC-BIKANER	India Ratings	A	RWE
FBTL	CARE	A-	Stable



Consolidated Debt Profile – Q1 FY20 vs. Q4 FY19

Particulars	Q1 FY20	Q4 FY19
Obligor	6,791	7,224
GMR/WRSSS	1,002	1,028
Recently Operational Projects	2,310	2,152
Under Construction Projects	53	50
AEML	8,362	8,246
Sub total (a)	18,518	18,700
Less: Cash (b)	985	914
Total (a-b)	17,533	17,786





Appendix: AEML Business Overview

Q1 FY20 Results Presentation

Snapshot of AEML Business

Distribution



Billing Customer (Lakh)	24.74
Total connections (Lakh)	30.39 ¹
Reliability : ASAI (%)	99.99%
Distribution Loss (%)	7.78%
Collection Efficiency (%)	94.71%
Transformation capacity (MVA)	3,125
Transmission lines (Ckt kms)	541
System Availability (%)	99.62
System Losses (%)	1.70%

Transmission





Above data is for the quarter ended 30st June 2019 1. This also includes connections where energy is wheeled on AEML's distribution network to non-AEML customers Conference Call Information: 8th August, 2019, 07:00 pm

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