



Transmission

Adani Transmission Limited Q1 FY 2020 Results Presentation 8 August 2019



Conference Call Dial-in is on the last page

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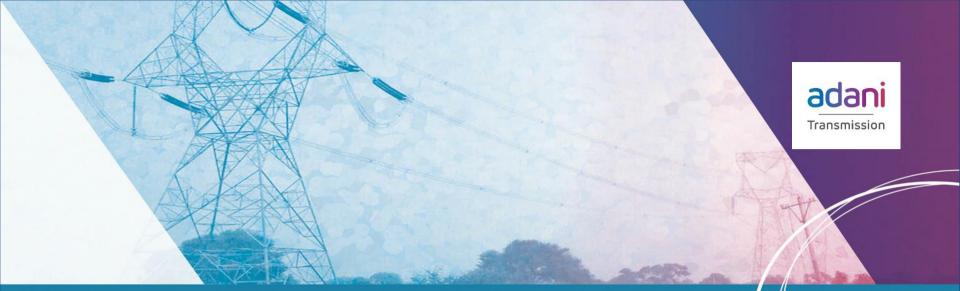
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## Overview

### Q1 FY20 – Key Highlights

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

Notes: 1. SCOD: Scheduled Commercial Operational Date

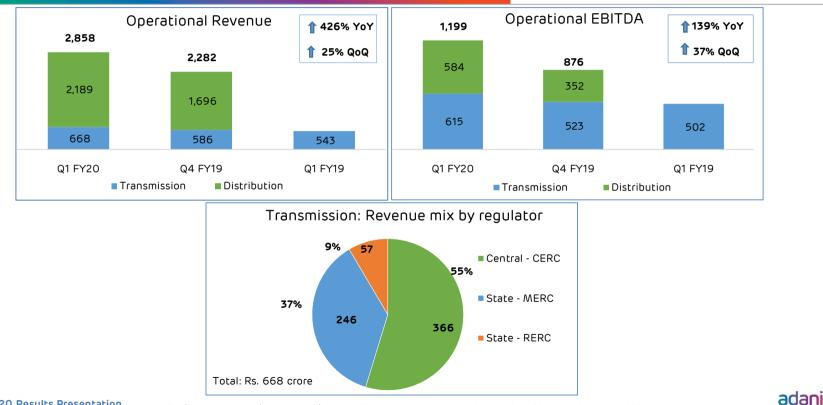
2. The Mumbai Distribution business, AEML (Adani Electricity Mumbai Ltd.), was acquired on 29th Aug 2018

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







### 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

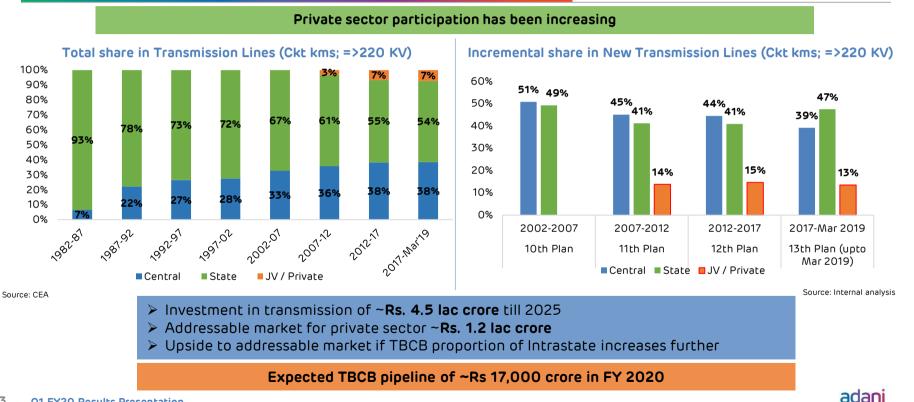






# Large Addressable Market for ATL

### Transmission: Large Addressable Market for ATL





### Transmission Business: Project Updates

#### Commissioned 7 new lines in FY 19

- 7 new lines of 2,084<sup>1</sup> 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 SCOD<sup>2</sup> FY20 and FY21



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

Name	SCOD <sup>2</sup>	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	

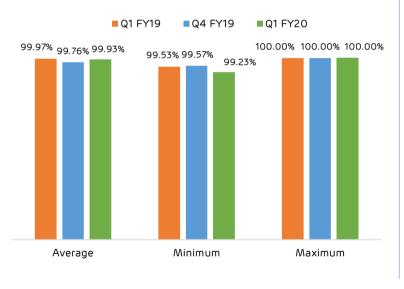




## **Operational Highlights**

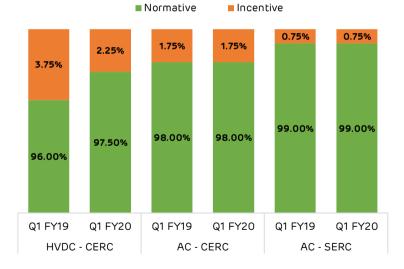
### Transmission Business: Operating Performance Underpinned by Strong Capabilities

Strong operational capabilities and focus on incentive maximization...



#### Availability Across Operational Assets (%)

#### Focus on Maximizing Incentives (%)

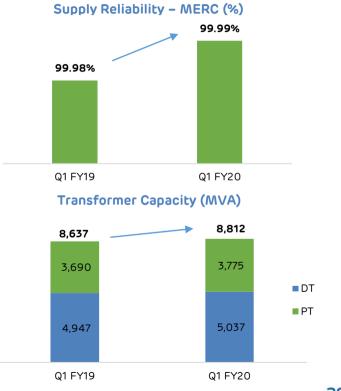


#### ...led to consistent performance across assets with 99.93% availability



# Distribution Business (AEML): Improvement in performance post acquisition



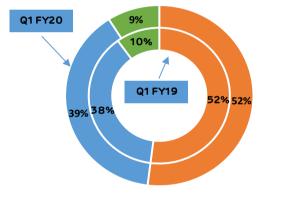


Note: 1. MERC – Maharashtra Electricity Regulatory Commission 2. E-payments % measured in amount of transaction. 3. DT: Distribution transformer, PT: Power transformer,

### Distribution Business (AEML): Customer Mix

#### Customer-wise Sales Mix

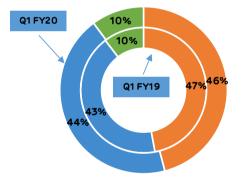
Total MUs sold (Q1 FY20): 2,422 million units



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	

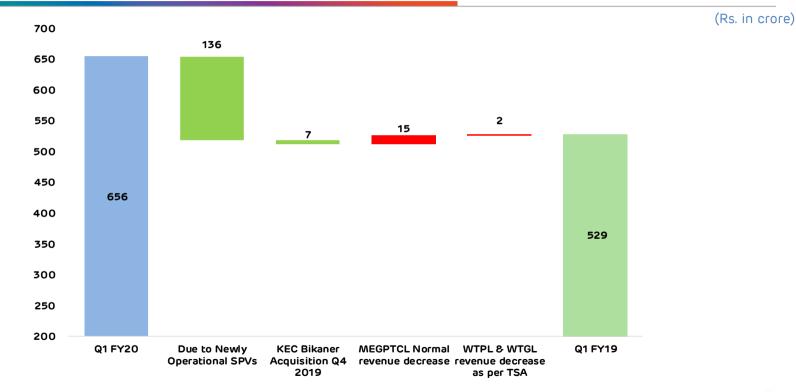


### P&L: Q1 FY20 vs. Q1 FY19 (Transmission) (3/3)

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

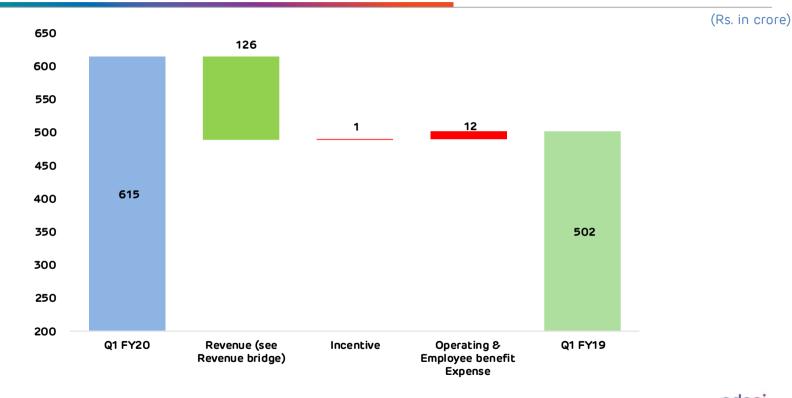


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Notes: AEML (Distribution business) acquired on 29<sup>th</sup> August 2018 but included in consolidated financials from 1<sup>st</sup> September 2018, hence Q1 FY19 is not comparable.



### Transmission Business: Operating EBITDA Bridge YoY



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Notes: AEML (Distribution business) acquired on 29<sup>th</sup> August 2018 but included in consolidated financials from 1<sup>st</sup> 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%

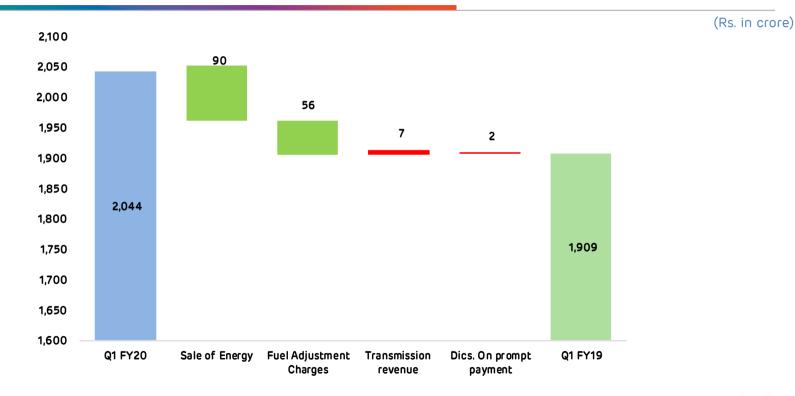


### P&L: Q1 FY20 vs. Q1 FY19 (Distribution - AEML) (2/2)

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 29<sup>th</sup> August 2018 but included in consolidated financials from 1<sup>st</sup> September 2018, hence Q1 FY19 is not comparable.



### Distribution Business (AEML): EBITDA Bridge YoY

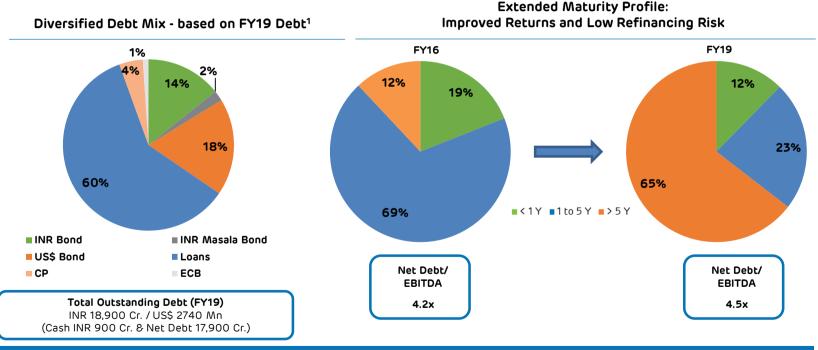


31 Q1 FY20 Results Presentation

Notes: AEML (Distribution business) acquired on 29<sup>th</sup> August 2018 but included in consolidated financials from 1<sup>st</sup> 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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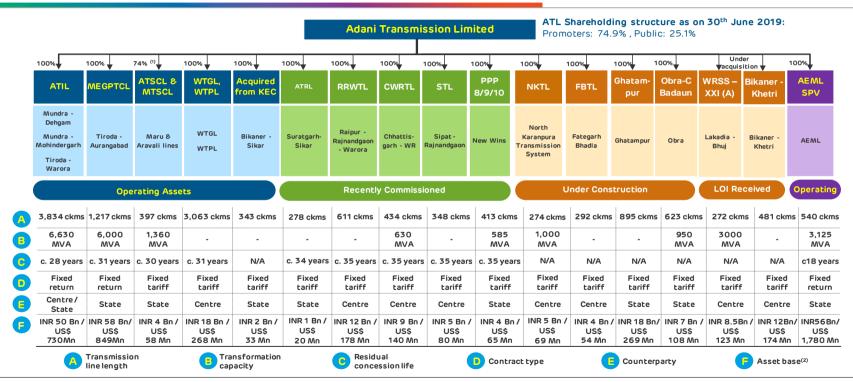
Note: US\$/INR: 69, 1) FY19 debt excludes working capital and receivables-backed funding of Rs.789 Cr. and includes CP of Rs. 845 Cr. 2) Debt excludes perpetual equity.





# ATL portfolio at a glance

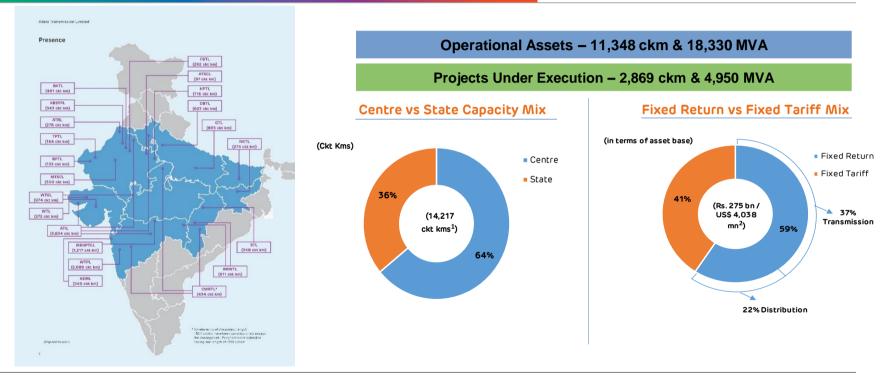
### Adani Transmission Asset Portfolio



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 8<sup>th</sup> August; 2019.

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### Fastest growing footprint in India



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# **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 <sup>1</sup>
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 30<sup>st</sup> June 2019 1. This also includes connections where energy is wheeled on AEML's distribution network to non-AEML customers Conference Call Information: 8<sup>th</sup> August, 2019, 07:00 pm

Universal Dial-In

#### +91 22 6280 1448 +91 22 7115 8332

International Toll Free Hong Kong Singapore UK USA

International Toll Hong Kong Singapore UK USA 800964448 8001012045 08081011573 18667462133

STATISTICS IN CONTRACTOR

100 100 100

852-30186877 65-31575746 44-2034785524 1-323-3868721

Institutional Investor & Analyst Contact: Ashwin Bajaj Head of Investor Relations atl.investor@adani.com



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