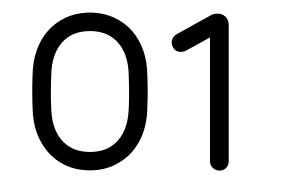


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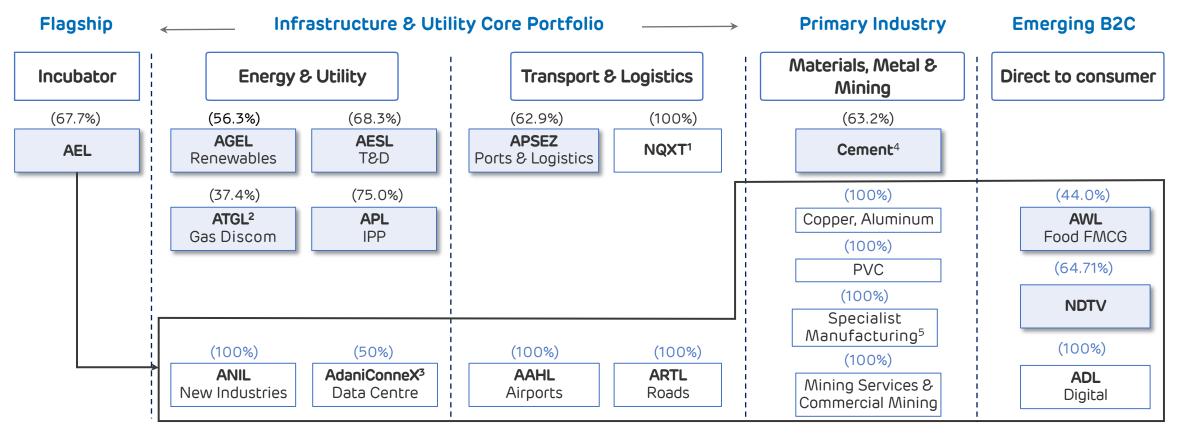


## Adani Portfolio Overview

## Adani Portfolio: A World class infrastructure & utility portfolio



adani



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

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

1. NQXT: North Queensland Export Terminal | 2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex, AEL: Adani Enterprises Limited; APSEZ: Adani Ports and Special Economic Zone Limited; AESL: Adani Energy Solutions 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 | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride | 4. Cement business includes 63.19% stake in Ambuja Cement which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited | 5. Includes the manufacturing of Defense and Aerospace Equipment

## Adani Portfolio: Strong Financial Performance delivered across portfolio

- EBITDA of Adani listed portfolio for Q1 FY2024 grew by 42% Y-o-Y to INR 23,532 cr
  - Core Infrastructure EBITDA registered a growth of **34%** Y-o-Y to **INR 20,233 cr** (~86% of Portfolio)
  - AEL Infrastructure Businesses registered EBITDA growth of 96% Y-o-Y to INR 1,718 cr (~7% of Portfolio)
- Cement business reported strong recovery on Q-o-Q basis with cost optimization and operational synergies leading to improvement in margins.
  - EBITDA per ton increased from INR 1,079 / ton in Mar 2023 guarter to INR 1,253 / ton in June 2024 guarter

Sector	Q1 FY24 EBITDA	Q1 FY23 EBITDA	Growth	% of Total	
Utility	14,453	10,378	39%	61.4%	- Infrastructure Business EBITDA -
Transport	4,062	3,776	8%	17.3%	2.5Bn - 34%
AEL - Infrastructure Businesses	1,718	877	96%	7.3%	– Other than Infrastructure Bus
A. Sub-total (Infrastructure)	20,233	15,031	34%	86.0%	EBITDA - USD 0.4 Bn
Adjacencies (Cement) <sup>1</sup>	1,935	NA	-	8.2%	- 86% of overall EBITDA contributi
B. Sub-total (Adjacencies)	1,935	-	-	8.2%	Infrastructure businesses incl. Ene Utility and Transport & Loc
AEL- Existing Businesses	1,364	1,551	(12%) <sup>3</sup>	5.8%	verticals
FMCG <sup>2</sup>	177	491	(64%) <sup>4</sup>	-	- AEL infrastructure bearing fruit
C. Sub-total (Others) <sup>2</sup>	1,364	1,551	(12%)	5.8%	96% 🛧 from last year
Portfolio EBITDA (A+B+C) <sup>2</sup>	23,533	16,582	42%	100%	

All figures in INR cr

- USD
- usiness
- ting by iergy & gistics
- its
- 1. Adani completed acquisition of Holcim's India cement business consisting of Ambuja Cements Limited and ACC Limited on September 15, 2022. EBITDA for cements business has only been included in Q1FY24 numbers.
- 2. FMCG EBITDA not included in total portfolio EBITDA. AEL's share in AWL's profit included as part of AEL- Existing Businesses
- Due to correction in coal prices and volume stabilization 3.
- 4. EBITDA was impacted on account of high-cost inventory, TRQ disparity & losses in Bangladesh operations

EBITDA: Earning before Interest Tax Depreciation & Amortization I EBITDA= PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items | Utility= Adani Power Limited + Adani Green Energy Limited + Adani Total Gas Limited + Adani Energy Solutions Limited | Transport= Adani Ports And Special Economic Zone Ltd | FMCG/ AWL: Adani Wilmar Limited | AEL: Adani Energy Solutions Limited | USD/INR (as on 30-June-2023) = 82.04

## Below is the key credit portfolio highlights:

Particulars	Mar-23 (INR Cr)	Mar-23 (USD bn)
Gross Asset Block	422,839	51.5
Net Debt	186,897	22.7
EBITDA	57,219	7.0
Run-rate EBITDA	66,566	8.1
Gross Assets / Net Debt	2.26x	
Net Debt / EBITDA	3.27x	
Net Debt / RR EBITDA	2.81x	
Debt Service Cover	2.0	2x
Cash Balances as on Sept. 30, 2022	29,754	3.6
Cash Balances as on Mar 31, 2023	40,351	4.9
Cash Balances as on June 30, 2023	42,115	5.1 🔺

- Adani Portfolio companies operate in utility and infrastructure businesses with more than ~86% of EBITDA being generated from core infrastructure businesses providing assured & consistent cash flow generation.
- The platform has a strong asset base which has been built over three decades that supports the resilient critical infrastructure and guarantees best-in-class asset performance over the entire life cycle.
- No material refinancing risk and near-term liquidity requirement as there is no near-term significant debt maturity.
- Rating affirmation from international and domestic rating agencies signifies the underlying credit quality with adequate financial profile
  many businesses have underlying rating of "bbb" but it remains constrained by sovereign rating.

Note 1- Cements business has been considered in Mar-23 numbers. Since ACL has shifted from using CY to FY this time, above figures correspond to 12M (Apr'22-Mar'23)

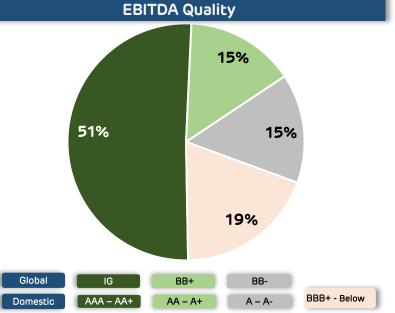
RR EBITDA: Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income. | EBITDA- Earning before Interest Tax Depreciation & Amortization I Net debt = Gross debt less Cash Balances | EBITDA: PAT + Share of profit from JV(Except AEL) + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items | Debt Service Cover- Cashflow from assets/Debt Servicing | Debt Servicing includes actual finance cost paid and actual scheduled Long term debt repayment |Cash Balances includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months.

USD/INR (as on 31-Mar-2023) = 82.17, USD/INR (as on 30-June-2023) = 82.04

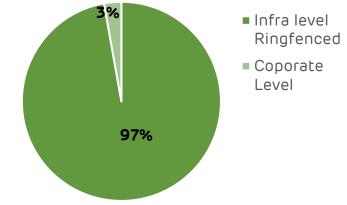
## Adani Portfolio : Ratings affirmations



Company	Global Ratings	Domestic Ratings
Ambuja / ACC	-	AAA/Stable (Crisil)
APSEZ	BBB- (S&P, Fitch) / Baa3 (Moody's)	AA+/Stable (India Ratings), AA+/Negative (ICRA)
- AICTPL	BBB- (S&P, Fitch) / Baa3 (Moody's)	-
AESL		AA+/Negative (India Ratings)
- AESL USPP	BBB- (Fitch) / Baa3 (Moody's)	-
- AEML	BBB- (S&P, Fitch) / Baa3 (Moody's)	AA+/Stable (India Ratings, Crisil)
- ATSOL – Obligor Group	BBB- (Fitch) / Baa3 (Moody's)	-
ATGL	-	AA-/Negative (ICRA)
AWL	-	AA-/Stable (CARE)
AGEL	Ba3 (Moody's)	A+/Negative (India Ratings)
- AGEL RG2	BBB- (Fitch) / Ba1 (Moody's)/ BB+ (S&P)	-
- AGEL RG1	BB+ (Fitch)/ Ba2 (Moody's)/ BB- (S&P)	AA/Stable (Crisil) AA/Negative (India Ratings)
AAHL	-	A+/ Negative (Crisil, India Ratings)
- MIAL	BB+ (Fitch)	AA-/Stable (Crisil) AA-/Positive (CARE)
AEL	•	A+/ Negative (CARE, India Ratings)
APL	•	A/Stable (Crisil), A/Positive(India Ratings)



## Rating Structure for Rated Entities



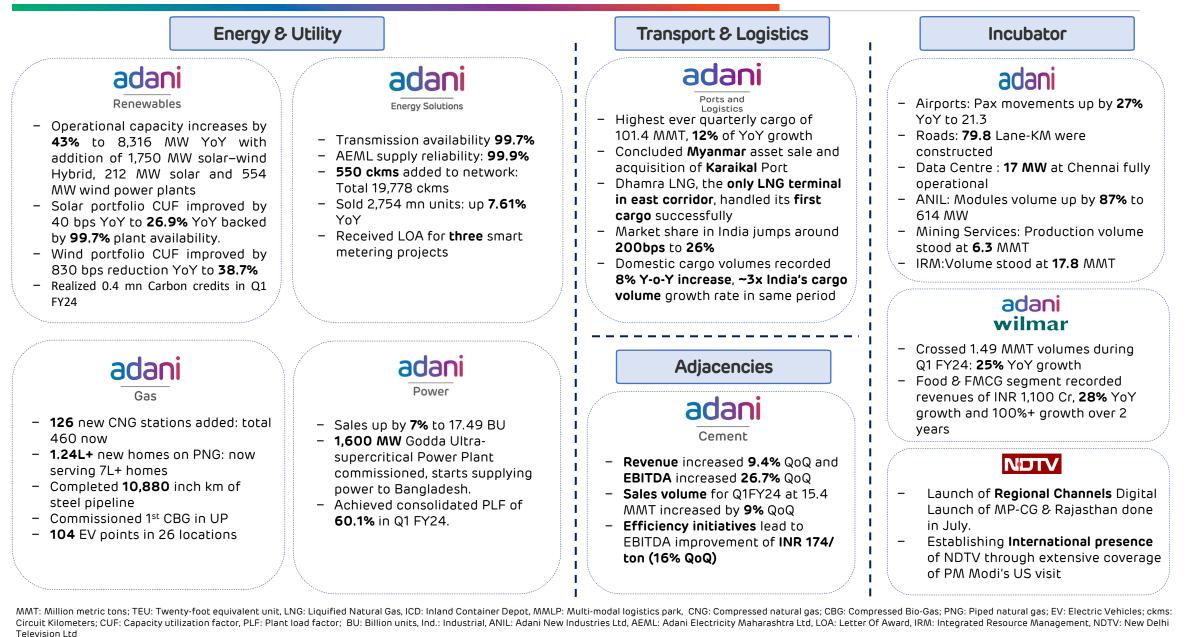
ATGL-Adani Total Gas Limited |AEL: Adani Enterprises Limited| APSEZ: Adani Ports and Special Economic Zone Limited| AESL: Adani Energy Solutions Limited; | APL: Adani Power Limited| AGEL: Adani Green Energy Limited | AAHL :Adani Airport Holdings Limited | MIAL- Mumbai International Airport Limited | AWL – Adani Wilmar Ltd. | AICTPL: Adani International Container Terminal Pvt Ltd | USPP: US Private Placement | AEML: Adani Electricity Maharashtra Limited | ATSOL: Adani Transmission Step-One Limited | RG: Restricted Group | EBITDA- Earning before Interest, Tax, Depreciation and Ammortisation



## Adani Portfolio: Business wise Performance

## **Business wise Summary**

# adani



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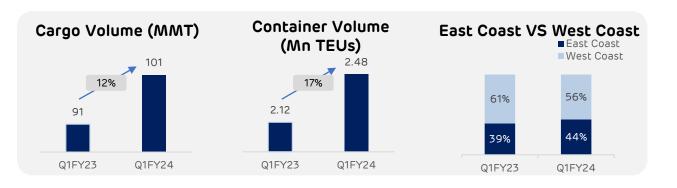
## Adani Ports and Special Economic Zone Limited

#### **Ports Business**

- Growth in cargo volume was led by containers (+15%), dry cargo (+10%) and liquids excluding crude (+7%). The automobile segment, though a small proportion of overall volumes, saw an 54% jump in volumes
- The non-Mundra domestic ports volumes grew at 17% Y-o-Y while Mundra volumes were down 2% due to cyclone 'Biparjoy'
- The share of non-Mundra domestic ports increased to 58% in the cargo basket from 53% during Q1 FY23

#### Logistic Business

- Logistics rail volumes recorded a growth of 18% Y-o-Y to 131,420 TEUs
- GPWIS cargo volumes grew by 40% Y-o-Y to 4.35 MMT
- Total Rakes during the quarter increased to 95 (Container 43, GPWIS -42, Agri - 7, AFTO - 3) vs. 93 as of end March



- India's largest transshipment port at Vizinjham to become operational by the year end
- At Mundra, container capacity expansion of 0.8 MTEUs to be completed by Q3 FY24, and five new railway handling lines being added to augment the container handling capacity by 30%
- MMLP count to increase to 12 in FY24 with additions of Loni ICD, Valvada ICD, and commissioning of Virochannagar MMLP
- Cyclone Biparjoy made landfall on the evening of 15th June and from 17<sup>th</sup> June the Mundra Port was back in operation, reflecting the **resilience and preparedness** of the port to withstand such extreme weather events

## Key Financials (INR Cr)

	Q1FY23	Q1FY24	% change
Revenue <sup>*</sup>	5,526	6,631	20.00%
EBITDA	3,776	4,062	7.57%
EBITDA %	68%	61%	
Ports EBITDA%	70.5%	72%	
Logistics EBITDA%	26.5%	28%	
PAT	1,177	2,119	80.00%
PAT %	21%	32%	

## Results Presentation

TEU: Twenty-foot Equivalent Unit, LNG: Liquified Natural Gas, GPWIS: – General Purpose Wagon Investment Scheme, MMT: Million Metric Ton, AFTO: Automobile Freight Train Operator, ICD: Inland Container Depots, MMLP: Multi Modal Logistics Park, PAT- Profit after tax including profit/loss from JV EBITDA: Earning before Interest, Tax Depreciation & Amortization EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items | \*Revenue includes other income

## Adani Ports and Special Economic Zone Limited: Credit Updates



## International Ratings

Company	Rating
APSEZ	BBB- (S&P, Fitch) / Baa3 (Moody's)
Adani International Container Terminal Private Limited (AICTPL)	BBB- (S&P, Fitch) / Baa3 (Moody's)

## **Domestic Ratings**

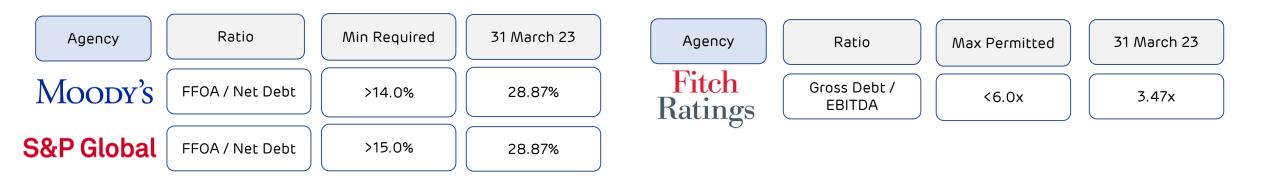
Listed Entities	Domestic Rating Agency	INR Ratings
APSEZ	India Ratings	AA+/Stable
APSEZ	ICRA	AA+/Negative

## Debt Maturity Profile as on 31 Mar 2023 (INR Cr)



## Cash balances as on 30<sup>th</sup> June, 23: 9,777 cr

Cash Balances<sup>1</sup>: 9,830 cr



1. Cash Balances as on 31 Mar 2023: Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit > 12 months

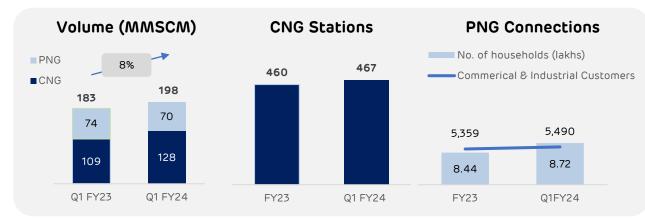
2. Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income.

FFOA - Fund From Operations as per Agency, FFOA = EBITDA-actual Tax paid- Actual Finance cost paid – Working Capital Changes



## Adani Total Gas Limited

- ATGL has added 7 new CNG stations in Q1FY24 taking total CNG stations to 467
- PNG connections increased to 7.28 lakh households. PNG industrial & commercial connections increased to 7,615
- **141** EV charging points installed across multiple strategic locations
- CNG Volume has increased by 18% Y-o-Y on account of reduction in CNG prices along with network expansion of CNG stations. PNG Volume has decreased by 6% Y-o-Y due to lower offtake by consumers due to lower alternative fuel prices.
- Steel pipeline network increased to 11,124 inch-km, with 236 inch-km pipe laid in Q1FY24.
- Increase of geographic spread with contribution of New Geographical Areas (GAs) in volume mix to 26% in Q1FY24 from 22% in FY23



- **Gas sourcing**: ATGL continued its effort to have efficient gas sourcing to reduce the impact of volatility in gas price as follows:
  - Sourcing Volumes through IGX and Bilateral trades
  - Multiple index linked contracts with multiple suppliers helping to have effective gas sourcing
  - Priority accorded to CNG(T) and PNG(D) customers under HPHT gas auction to reduce APM shortfall. W.e.f., 8th April'23, GOI notified APM ceiling price of 6.5 \$/MMBTU and floor price of 4 \$/MMBTU for next 2 years. Post 2 yrs. nominal increase of 0.25 \$/MMBTU will be applied on floor and ceiling price.
  - ATGL procured 0.39 MMSCMD of the Domestic gas which was put up for bid in April 2023

## Key Financials (INR Cr)

Q1FY23	Q1FY24	% change
1,119	1,143	2.09%
228	258	12.96%
20%	23%	
138	150	8.56%
12%	13%	
	1,119 228 <i>20%</i> 138	1,119  1,143    228  258    20%  23%

**Results Presentation** 

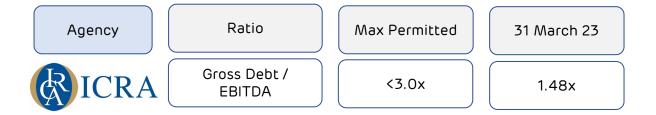
MMSCM: Million Standard Cubic Meters per day| IGX: India Gas Exchange, | CNG: Compressed Natural Gas| PNG: Piped natural Gas| EV: electric vehicle| ATGL: Adani Total Gas Ltd.| PAT- Profit after tax including profit/loss from JV| EBITDA: Earning before Interest, Tax Depreciation & Amortization| EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items| GOI: Government of India| HPHT: High Pressure High Temperature| APM: Administered Pricing Mechanism| CNG(T): CNG (Transport)| PNG(D): PNG (Domestic)| MMBTU: Metric Million British Thermal Unit| \*- Revenue includes other income

## **Domestic Ratings**

#### ICRA : AA- / Negative

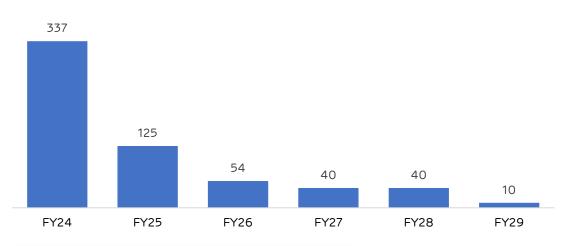
The ratings continue to factor in ATGL's healthy financial risk profile, characterized by adequate return and debt protection metrics because of the robust cash generation from its ongoing business. ICRA considers its promoters' strong profile with equal holding (37.4%) by Total Energies SE (Total; rated A1(Stable)/P-1 by Moody's) through Total Holdings SAS and the Adani family. It expects ATGL to have significant operational synergies with Total over the long-term.

However, Adani Total Gas Limited's (ATGL) outlook is revised to negative on account of the deterioration in the Group's financial flexibility, following a sharp decline in share prices and an increase in the yield of international bonds raised by group entities.



## Debt Maturity Profile as on 31 Mar 2023 (INR Cr)

Cash Balances<sup>1</sup>: 372 cr Run rate EBITDA<sup>2</sup>: 924 cr



Cash balances as on 30<sup>th</sup> June, 23: 469 cr

Source: <u>https://www.icra.in/Rationale/ShowRationaleReport?Id=118400</u>

1. Cash Balances as on 31st March, 23: Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months

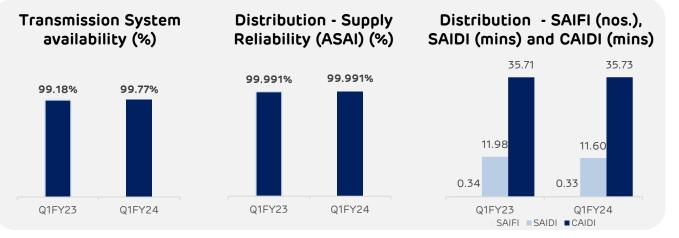
2. Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income.



## Adani Energy Solutions Limited

- Adani Energy Solutions Ltd. (AESL), with effect from July 27, 2023, is the new name for erstwhile Adani Transmission Ltd. This has been done to reflect the company's overarching offering in multiple facets of energy domain
- Maintained system availability upwards of 99.77%
- Added 550 ckms to operational network during the quarter with total network at 19,778 ckms
- Received LOA for three smart metering projects in Andhra Pradesh totaling
  2.7 million smart meters with a contract value of Rs. 37 billion during quarter
- Adani Energy Solutions has won the prestigious Golden Peacock Award in Environment Management (GPEMA).
- AESL won five 'Par-Excellence Award' at 9th National Conclave on 5S.

## **Superior Operating Metrics**



#### Consumer centricity:

- Distribution loss improving consistently and stands at 4.85% in Q1FY24 vs. 6.95% in Q1FY23. The loss was lower than usual due to seasonal factors.
- 7.61% YoY growth sold 2,754 million units vs. 2,560 million units last year on account of uptick in energy demand
- E-payment as a % of total collection at 78.5% in Q1FY24 vs.
  74.7% last year driven by digital adoption push
- 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

## Key Financials (INR Cr)

	Q1FY23	Q1FY24	% change
Revenue <sup>*</sup>	3,250	3,772	16.08% 🔺
EBITDA	1,326	1,378	3.91% 🔺
EBITDA %	41%	37%	
PAT	168	183	8.99%
PAT %	5%	5%	

**Results Presentation** 

Ckms: Circuit kilometer, LOA : Letter Of Award ,AEML: Adani Electricity Mumbai Limited, ASAI: Average Service Availability Index, SAIFI: System Average Interruption Frequency Index, SAIDI: System Average Interruption Duration Index, SAIDI: System Average Interruption Duration Index, SAIDI: Customer Average Interruption Duration Index, , PAT: Profit after tax including profit/loss from JV EBITDA: Earning before Interest, Tax Depreciation & Amortization EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items, \*Revenue includes other income

## Adani Energy Solutions Limited: Credit Updates

# adani

## International Ratings

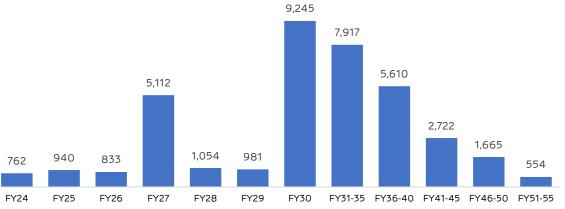
Company	Rating
AESL USPP	BBB- (Fitch) / Baa3 (Moody's)
Adani Electricity Mumbai Ltd	BBB- (S&P, Fitch) / Baa3 (Moody's)
ATSOL – Obligor Group	BBB- (Fitch) / Baa3 (Moody's)

## **Domestic Ratings**

Listed Entities	Domestic Rating Agency	INR Ratings
AESL Consolidated	India Ratings	AA+/Negative
Alipurduar Transmission Limited	India Ratings	AAA/ Stable
Western Transmission (Gujarat) Ltd	India Ratings	AAA/ Stable

## Debt Maturity Profile as on 31 March 2023 (INR Cr)

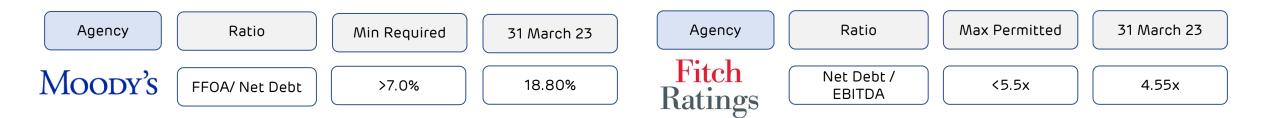




Key Assumptions for Debt Maturity Profile for AESL

1. Go-to-market facility of INR 9,628 cr due in FY26 , assumed to be refinanced with amortizing debt till FY53

Cash balances as on 30<sup>th</sup> June, 23: 3,827 cr



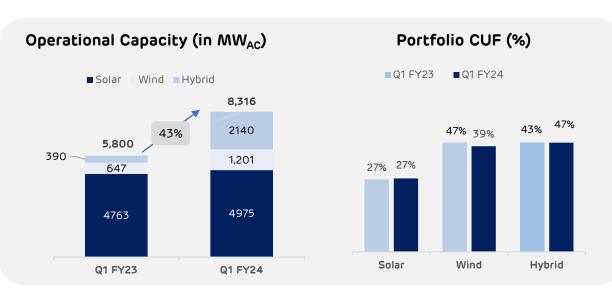
1.Cash Balances as on 31<sup>st</sup> March,23: Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months. 2.Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income.

FFOA: Fund From Operations as per Agency, FFOA= EBITDA-actual Tax paid- Actual Finance cost paid - Working Capital Changes USPP: US Private Placement, ATSOL: Adani Transmission Step-One Ltd



## Adani Green Energy Limited

- Operational Capacity increases by **43%** to **8,316 MW** YoY with addition of:
  - 1,750 MW solar-wind Hybrid,
  - 212 MW solar power plant
  - 554 MW wind power plants
- TNERC has given a favorable order on 20th July 2023 for 47 MW of Kamuthi plants tariff with onetime upside of Rs. 103 cr. and recurring Annual Impact of ~ Rs 14 Cr. on revenue which will be recognized on receipt basis.
- Realized **0.4 mn** Carbon credits in Q1 FY24
- Sale of Energy increases by 70% YoY at 6,023 mn units in Q1 FY24 vs.
  3,550 mn units in Q1 FY23



1.Revenue includes other income, Revenue from Operations + Other Income (includes Foreign Exchange Fluctuation Gain (net))

- Ranked First in Asia and among Top 10 companies globally in the Renewable Energy sector by ISS ESG
- Won 'Best Solar PV Plant' and 'Best Wind Generator' awards at The Retreat Conclave organized by Independent Power Producers Association of India.
- Solar portfolio CUF at 26.9% with 40 bps improvement YoY backed by 99.7% plant availability
- Wind portfolio CUF at **38.7%** with **830 bps** reduction YoY
- Hybrid portfolio CUF at a robust 47.2%

## Key Financials (INR Cr)

	Q1FY23	Q1FY24	%change
Total Revenue <sup>1</sup>	1,701	2,564	50.73%
Revenue from Power Supply	1328	2059	55.05%
EBITDA	1,318	2,200	66.92%
EBITDA %	77%	86%	
Run rate EBITDA	7,505	7,645	1.86%
PAT	214	323	50,93%
PAT %	13%	13%	

Consistent EBITDA margin (power supply of ~ 90%) over the last 5 years

Results Presentation

MW: megawatt| TNERC: Tamil Nadu Electricity Regulatory Commission| CUF: Capacity Utilization Factor| PPA: Power Purchase Agreement | SECI: Solar Energy Corporation of India | PAT- Profit after tax including profit/loss from JV| EBITDA: Earning before Interest, Tax Depreciation & Amortization| EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items| RR EBITDA- Run rate EBITDA

## Adani Green Energy Limited: Credit Updates



## International Ratings

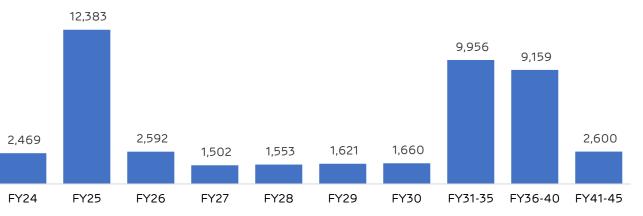
Company	Rating
AGEL List Co	Ba3 / Negative (Moody's)
AGEL RG2	BBB- (Fitch) / Ba1 (Moody's)/ BB+ (S&P)
AGEL RG1	BB+ (Fitch)/ Ba2 (Moody's)/ BB- (S&P)

## **Domestic Ratings**

Listed Entities	Domestic Rating Agency	INR Ratings
AGEL (Consolidated)	India Ratings	A+/Negative
AGEL RG1	CRISIL	AA/ Stable
AGEL RG1	India Ratings	AA/Negative
RG: Restricted Group		

#### Debt Maturity Profile as on 31 Mar 2023 (INR Cr)

## Cash Balances<sup>1</sup>: 5,571 Cr Run rate EBITDA<sup>2</sup>: 7,505 Cr



Key Assumptions for Debt Maturity Profile for AGEL:

Go-to-market facility of INR 10,607 cr due in FY25 and INR 2,267 cr due in FY26, assumed to be refinanced with amortizing loan over residual PPA life with 5-year tail period

## Cash balances as on 30<sup>th</sup> June, 23: 5,110 cr



1 Cash Balances as on 31st March,23: Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months. 2 Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income.. CED: Cash flow: Cash

CFO: Cashflow From Operations, CFO= EBITDA-actual Tax paid – actual finance cost paid, AGEL: Adani Green Energy Limited

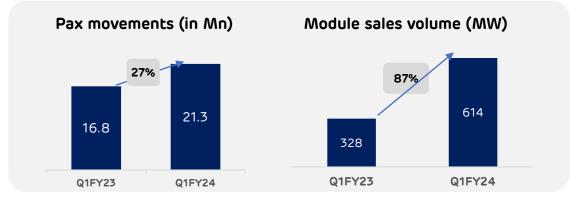
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Adani Enterprises Limited

# adani

## **Business Updates**

- Airports:
  - Mumbai airport handled 12.5 Mn passenger movement in Q1 24 vs 9.8
    Mn passenger movement in Q1 23
  - Adani Airports achieves 44% energy consumption from Renewable Energy sources
- Roads:
  - Adani Road Transport team won "Energy Conservation Award Gold Category" in Road Construction organized by QCFI
- ANIL Wind
  - Prototype 1 > RLMM Listing & Commercial operations expected by Q2-24
  - Prototype 2 > Commissioning expected by Q2-24
  - Blade manufacturing facility > Ready for commercial production
  - Nacelle facility Operational



- ANIL:
  - Solar Manufacturing Total capacity at 4.0 GW
  - Ingot & Wafer Manufacturing Financial closure of Rs 900 Cr (IREDA)
  - MSPVL TopCon Cell line COD expected by Q3-24
- Mining services and IRM:
  - Maintained leadership with 50% market share in Mining Services
- Data Center:
  - AdaniConneX Seals the Largest Data Center Financing Deal in India with a USD 213 Mn Construction Financing Facility
  - Adani Data center business won the "South Asian Company of the Year Award 2023" for delivering data center infrastructure and operational excellence
  - Vizag Data Center construction work commenced in May-23

## Key Financials (INR Cr)

	Q1FY23	Q1FY24	% change
Revenue*	41,066	25,810	<i>(37.15%)</i> ¹▼
EBITDA	2,428	3,082	26,93%
EBITDA %	6%	12%	
PAT	469	677	44.41%
PAT %	1%	3%	

Results Presentation

#### 1. Due to correction in coal prices and volume stabilisation

QCFI: Quality Circle Forum of India | MMT: Million Metric Ton | IRM: Integrated Resources Management | ANIL: Adani New Industries Ltd| COD: Commercial Operations Date | \*- Revenue includes other income | PAT- Profit after tax including profit/loss from JV | EBITDA: Earning before Interest, Tax Depreciation & Amortization | EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items | MSPVL: Mundra Solar PV Limited | RLMM : Revised list of Models & Manufacturers | IREDA: Indian Renewable Energy Development Agency

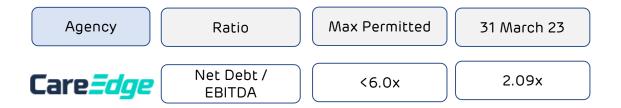


#### International Ratings

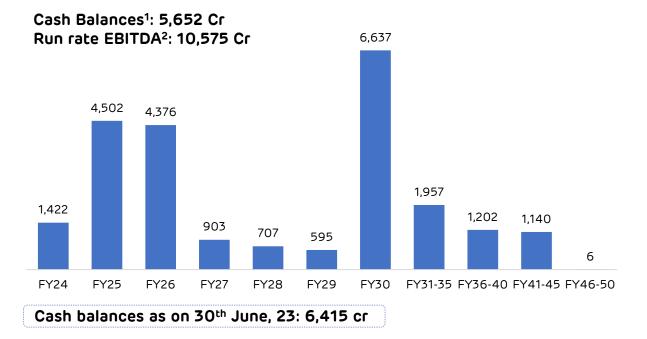
Company	Rating
MIAL	BB+ (Fitch)

## **Domestic Ratings**

Listed Entities	Domestic Rating Agency	INR Ratings
AEL (consolidated)	India Ratings	A+/Negative
AEL (consolidated)	CAREEDGE	A+/Negative
AEL (consolidated)	Brickworks	A+/Negative
AAHL	India Ratings	A+/Stable
AAHL	CRISIL	A+/Negative
MIAL	CRISIL	AA-/ Stable
MIAL	CAREEDGE	AA-/ Positive



## Debt Maturity Profile as on 31 Mar 2023 (INR Cr)

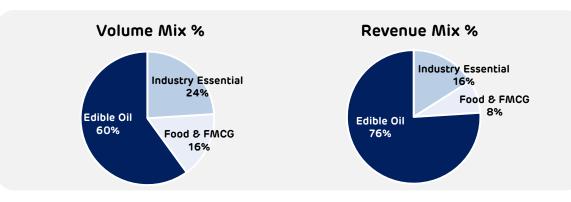


1 Cash Balances as on 31st March,2023 Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months. 2 Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income. MIAL: Mumbai International Airport Ltd,, AAHL: Adani Airport Holdings Ltd.



Adani Wilmar Limited

- In Edible Oils ,the branded segment with grew by ~39% YoY in Q1 FY24.
- Launched premium variants of Wheat in West Bengal in Non-Basmati Rice category under 'Fortune' (the only national brand to offer such regional variants)
- The Company launched 4 premium grades of Whole Wheat under the 'Fortune' brand in select markets. Also launched a multi-purpose cleaner as a forward integration of our oleochemicals business under "Ozel" brand.
- During the year, Company increased its direct reach of rural towns (from 13,000+ towns in FY23 to 21,700+ towns in Q1 FY24) through substockist model.
- Alternate Channel (E-comm, Quick commerce, Modern Trade, eB2B) registered strong Y-o-Y volume growth of 50% in Q1 FY24.



- Industry Essentials segment, which includes oleochemicals, a forward integration of palm oil refining, and castor oil, registered a 21% volume growth in Q1 FY24.
- The Company continued its leadership position in Castor oil exports, with 28.4% market share in Q1 FY24.
- Started incentivizing logistic supplier to use CNG vehicle; 4.97% of total volume of packed goods were dispatched in CNG vehicles in Q1 FY24.
- Wholly owned **Bangladesh subsidiary** made loss of INR 21 cr. in Q1 FY24 due to continued local currency depreciation and price caps by Government on edible oils. This resulted in lower consolidated PAT, compared to the standalone PAT

## Key Financials (INR Cr)

	Q1FY23	Q1FY24	% change
Revenue*	14,776	12,994	(12.06%) <sup>1</sup> ▼
EBITDA	491	177	(63.90%)²▼
EBITDA %	3%	1%	
PAT	194	(79)	(140.77%)²▼
PAT %	1%	(1%)	-

1:Due to correction in edible oil prices | 2. It is impacted on account of high-cost inventory, hedges dis-alignment, Tariff Rate Quota(TRQ) disparity & losses in Bangladesh operations

EBITDA : Earning before Interest Tax Depreciation & Amortization | EBITDA=PAT+Profit/(loss) from JV + Current Tax + Deferred Tax + Depreciation+ Finance cost+ Unrealized FX loss/(gain)+Exceptional item | PAT- Profit after tax including profit/loss from JV | CNG: Compressed Natural Gas | \*-Revenue includes other income



- Clinker & Cement Sales volume grew by 9% (from 14.1 MMT in Q4 FY23 to 15.4 MMT in Q1FY24), driven by strong focus on volume expansion, efficiency improvement and penetrating new markets.
- Initiative on volume growth, cost optimization & efficiency across various
  KPIs led to improvement in EBITDA by 27% QoQ
- Efficiency initiatives lead to EBITDA improvement of INR 174/ ton (16% QoQ)

- Savings of INR 66/ ton in other expenses due to various cost saving initiatives
- Synergies with Adani group- Utilization of fly ash generated by APL, Leverage APSEZ's MMLPs to serve major demand centers and use the company's expertise in logistics to reduce cost, leverage APL's expertise to improve CPP's operational excellence (Lakshya), improved governance and digital infra

Q1FY24

8.976

. . . .

## **Key Financials**

Revenue

16%	EBITDA	1,254	1,935	54.32%
079	EBITDA %	15.6%	22.2%	
	PAT	865	1,135	31.20% 🔺
FY23 Q1 FY24	PAT %	11%	13%	
		Results Pre	esentation	

Q1FY23

8.170

. . . .

MMT: Metric Million Tonne, EBITDA: Earning before Interest, Tax Depreciation & Amortization, EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Unrealized Forex Loss / (Gain) + Exceptional Items, PAT- Profit after tax 28 including profit/loss from JV, APL: Adani Power Limited, APSEZ: Adani Ports and Special Economic zones, MMLP: Multi Modal Logistics Park, CPP: Coal based captive power plants , \*- Revenue includes other income,

Sales Volume- Clinker & Cement (MMT) EBITDA (INR/ton) EBITDA (INR/ton) 14.1 9% 15.4 16% 1,079 1,079 04 FY23 Q4 FY23 Q1 FY24 Q4 FY23 Q1 FY24

# adani

% change

9.87%

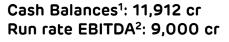
#### **Domestic Ratings**

#### **CRISIL: AAA / Stable**

The ratings factor in the strong business risk profile by virtue of Ambuja and ACC Ltd (ACC; 'CRISIL AAA/Stable/CRISIL A1+') being the second-largest cement group in India. The strong presence of the Adani group in coal, power and logistics verticals will result in structural reduction in cost of production of cement owing to synergy benefits strengthening the business risk profile over the medium term.

The financial risk profile of the company will remain strong over the medium term supported by a debt-free balance sheet and robust liquidity. While extent improvement the of in cost of production from higher synergies monitorable. remains а CRISIL Ratings believes that the capex plans could anyways be funded via internal accruals, existing cash balance and share warrant money over the medium term and hence, does not expect leveraging of the balance sheet.

#### Debt Maturity Profile as on 31 Mar 2023 (INR Cr)





Key Assumptions for Debt Maturity Profile for ACL:

Out of Ambuja and ACC Acquisition Debt Rs. 32,868 Cr. o/s as on 31<sup>st</sup> Mar 23, Rs. 1,643 Cr. has been repaid in Apr 23 and balance debt is being refinanced with 3 Year tenor and becoming due for refinancing in FY2027

Cash balances as on 30<sup>th</sup> June, 23: 11,914 cr

Source: https://www.crisilratings.com/mnt/winshare/Ratings/RatingList/RatingDocs/AmbujaCementsLimited\_April%2028,%202023\_RR\_317730.html

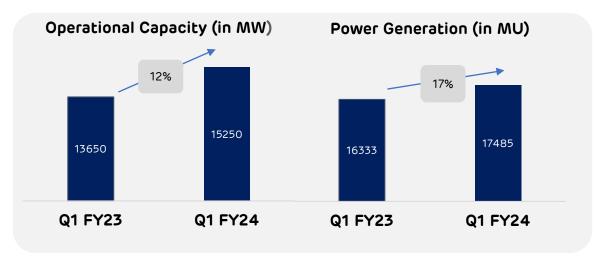
1. Cash Balances as on 31 Mar 2023: Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months.

2. Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income.



Adani Power Limited

- 1,600 MW Godda Ultra-supercritical power plant of Adani Power (Jharkhand) commissioned.
- Full load power supply to Bangladesh commences from Godda after satisfactory completion of all tests.
- Revenue growth due to higher one-time recognition of prior period revenues, primarily in the form of Late Payment Surcharge on account of regulatory orders.
- Consolidated PLF 60.1% and power sales 17.5 BU in Q1 FY24 vs 58.6% and 16.3 BU in Q1 FY23 respectively.



## **Regulatory Updates**

- Release of partial coal shortfall claims, LPS, carrying cost and CIL T&D claims by Maharashtra DISCOM.
- Release of partial coal shortfall and LPS claims by Haryana DISCOM pending final settlement.
- Release of LPS claims by Karnataka DISCOMs pending final settlement.

## Key Financials (INR Cr)

	Q1FY23	Q1FY24	% change
Revenue <sup>*</sup>	15,509	18,109	16.76%
EBITDA	7,506	10,618	41.46% 🔺
EBITDA %	48%	59%	
PAT	4,780	8,759	83.26%
PAT %	31%	48%	

Results Presentation

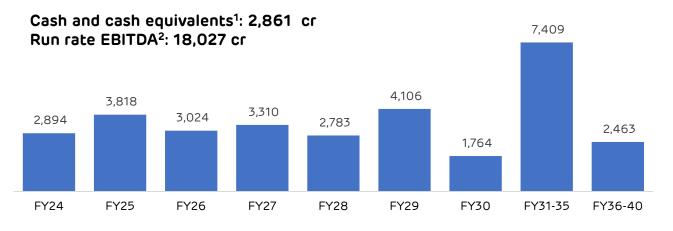
MW- Mega watt | MU- Million Units | PLF- Plant load factor | EBITDA – Earning before Interest Tax Depreciation & Amortization | EBITDA=PAT+Profit/(loss) from JV + Current Tax + Deferred Tax + Depreciation+ Finance cost+ Unrealized FX loss/(gain)+Exceptional item | \*- Revenue includes other income | LPS – Late Payment Surcharge | CIL – Coal India Limited | T&D- Transmission & Distribution | DISCOMs- Distribution Companies| PAT- Profit after tax including profit/loss from JV



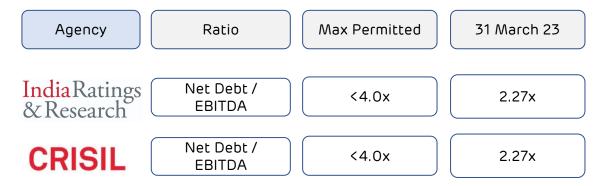
## **Domestic Ratings**

Listed Entities	Domestic Rating Agency	INR Ratings
APL	CRISIL	A/Stable
APL	India Rating	A/ Positive
APJL	BWR	BBB-/Stable
APJL	India Rating	BBB-/Positive

#### Debt Maturity Profile as on 31 March 2023 (INR Cr)



Cash balances as on 30<sup>th</sup> June, 23: 4,603 cr



Cash Balances as on 31<sup>st</sup> March,23: Includes cash & cash equivalents, bank balances, current investments, market value of marketable securities (non-current investments), balance held as margin money & deposit for more than 12 months.
 Run-rate EBITDA considers annualized EBITDA for assets commissioned after the start of the year. Run rate EBITDA includes other income. It includes Prior period revenue..
 EBITDA: Earning Before Interest Tax Depreciation Amortization | APJL : Adani Power Jharkhand Limited

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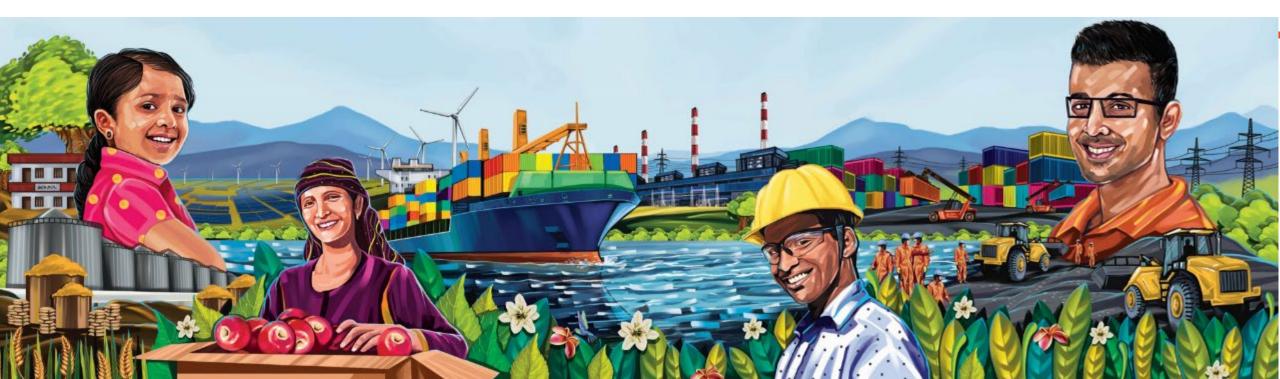
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# Thank You



**Regional Channel Launch:** 

- Applications for 4 licenses submitted in May'23, expected in this month. Remaining 5 applications to be made in July'23.
- 4 Regional launches
  - Phase 1: NDTV MP CG: Digital beta launch on 19th Jul, TV on 16th Aug. NDTV Rajasthan: Digital beta launch on 24th Jul, TV on 23rd Aug
  - Phase 2: NDTV Gujarati & NDTV Marathi in Dec'23/ Jan'24
- NDTV MP CG and NDTV Rajasthan, will be launched from the current facility at Archana. Talent identification in advance stage. Logo finalized.

## **Business Channel Launch:**

- NFA approval for equipment purchase received, POs issued.
- Inspire facility to be ready by August end , broadcast operations to commence in October
- Channel design packaging underway
- LIVE programming has commenced from temp studio at existing facility in BKC
  - Trade set up, Trade Talk, Talking Point, Stock in focus, Market Closing
- Primary research for channel name undertaken

## New Facility, Tech and Other Updates:

- Max Square, Noida: LOI terms in advanced stage of finalisation, planned date of shifting, 15th Jan'24
- Inspire, BKC: Facility to be ready by end of August'23
- NDTV's Tech negotiations concluded for equipment upgrade & new equipment purchase for regional launches.

## Financial Updates (Consolidated Results):

- Expenses are flat vs Q1 LY & lower by ₹ 13.9 crores (14%) vs Budget
- Loss after tax is ₹ 8.1 crores vs profit of ₹ 23.2 crores in Q1 LY
- YTD Revenue Variance vs Budget has reduced from 32% in May to 25% in Jun due to improved sentiments and consumption in Government business in June

## Key Financials (INR Cr)

Particulars		Q1FY24
Revenue	INR Cr.	75
EBITDA	INR Cr.	(4)
EBITDA %	%	(6%)
PAT	INR Cr.	(8)
PAT %	%	(11%)