

Adani Total Gas Limited



Gas

CGD | e-Mobility | Biomass

12M & Q4FY24

Earnings Presentation



Contents

Safety First at ATGL

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Annexure

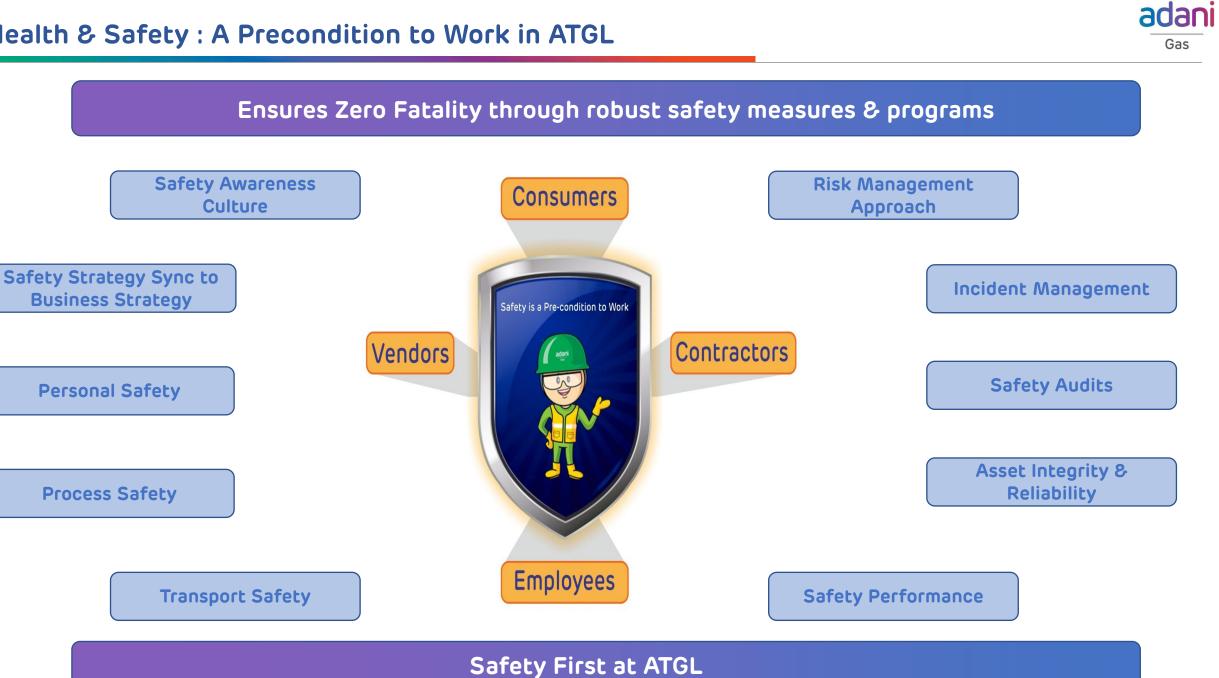


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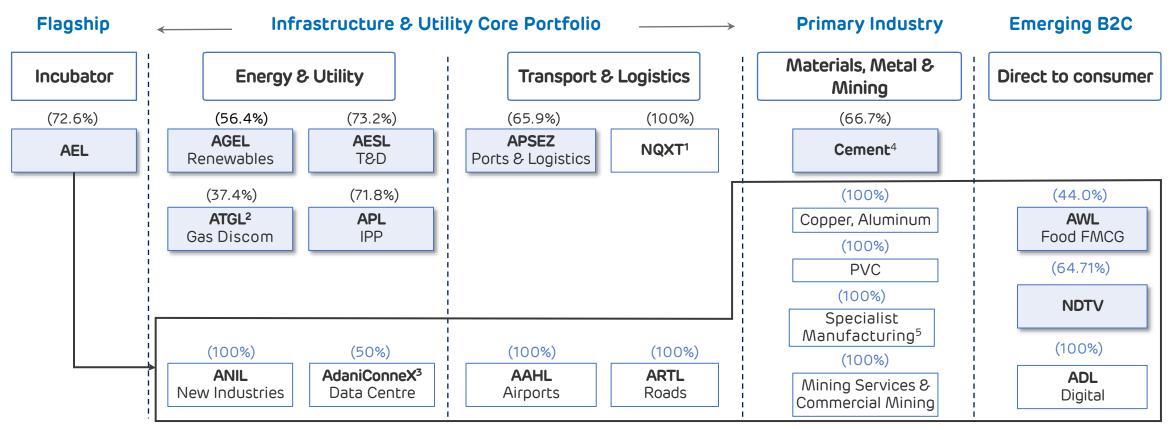


About Adani Group

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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

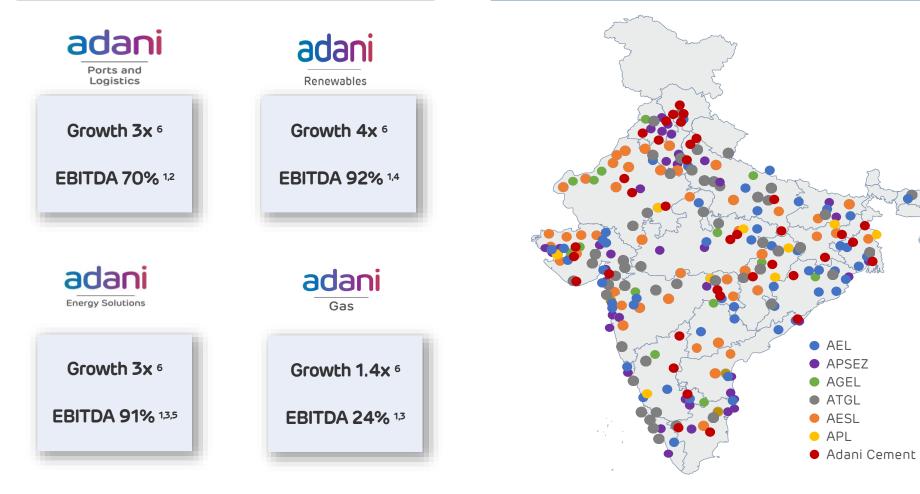
1. NQXT: North Queensland Export Terminal |2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex, | 4. Adani Cement includes 66.74% stake in Ambuja Cements which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited. Ambuja Cements Ltd. holds 60.44% stake in Sanghi Industries Ltd.| 5. Includes the manufacturing of Defense and Aerospace Equipment | 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; APL: Adani Digital Limited; IPP: Independent Power Producer | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride I Promotors holding are as on 31st March, 2024.

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

National footprint with deep coverage







Adani's Core Infra. Platform – **320 Mn** Userbase

Note: 1. Provisional Data for FY24 (FY 23A for APSEZ); 2. Margin for indian ports business only, Excludes forex gains/losses; 3. EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; 4. EBITDA Margin represents EBITDA earned from power supply 5. Operating EBITDA margin of transmission business only, does not include distribution business, 6. Growth pertains to expansion and development aligned with market growth. Growth of respective Adani portfolio company vs. Industry growth is as follows: **APSEZ**'s cargo volume surged from 113 MMT to MMT 339(13%) between 2014 and 2023, outpacing the industry's growth from 972 MMT to 1433 MMT (4%). **AGEL**'s operational capacity expanded from 0.3 GW to 10.9 GW (57%) between 2016 and 2024, surpassing the industry's growth from 46 GW to 143.6 GW (15%). AESL's transmission length increased from 6,950 ckm to 20,90 ckm (14%) between 2016 and 2024, surpassing the industry's growth from 3,41,551 ckm to 4,85,544 ckm (4%). **AGEL** expanded its geographical areas from 6 to 52 (27%) between 2015 and 2024, outperforming the industry's growth from 62 to 307 (19%). PBT- Profit before tax, ATGL-Adani Total Gas Limited, AEL: Adani Enterprises Limited, APSEZ: Adani Power Limited, AGEL: Adani Green Energy Limited I Growth represents the comparison with respective industry segment.

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

Phase Post Operations Development **Operations** . .). Project Management & Assurance Group (AIIL) Center of Excellence AIMSL¹ **Policy - Strategy - Risk** Origination Site Development Operation **Capital Mgmt** Construction Activity • Analysis & market • Site acquisition • Enaineerina & desian Life cvcle O&M planning Redesigning capital structure intelligence of assets Asset Management plan • Concessions & regulatory • Sourcing & quality levels Operational phase funding • Viability analysis agreements Equity & debt funding at consistent with asset life Strategic value Investment case development project 2,140 MW Hybrid Energy Network Operation India's Largest Longest Private HVDC **Duration** Risk Matching • cluster operationalized Center (ENOC) Commercial Port Line in Asia erformance Forex Currency Risk Management (Mundra - Mohindergarh) in Rajasthan in FY23 (at Mundra) Interest Rate Risk management . Centralized continuous India's first and Governance & Assurance monitoring of plants • Highest Margin Highest line World's largest solaracross India on a single (ABEX -Adani Business Excellence) among Peers availability wind hybrid cluster cloud based platform Ω 016 March N March 202 55% 20% 4

Note 1 Adani Environmental Resource Management Services Ltd. (additional company is being proposed) | 2 Based on provisional FY 24 data.

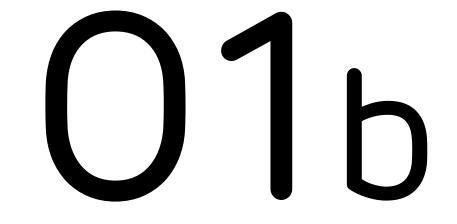
0&M: Operations & Maintenance, HVDC: High voltage, direct current, PSU: Public Sector Undertaking (Public Banks in India), GMTN: Global Medium-Term Notes SLB: Sustainability Linked Bonds, AEML: Adani Electricity Mumbai Ltd., AIMSL : Adani Infra Mgt Services Pvt Ltd, IG: Investment Grade, LC: Letter of Credit, DII: Domestic Institutional Investors, COP26: 2021 United Nations Climate Change Conference; AGEL: Adani Green Energy Ltd., NBFC: Non-Banking Financial Company I AIIL : Adani Infra India Limited

PSU
Pvt. Banks
Bonds
NBFCs & FIs
DII
Global Int. Banks
Capex LC

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Gas



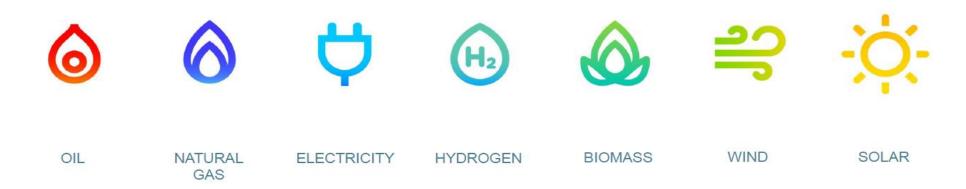


About Total Group





- TotalEnergies is a global multi-energy company that produces and markets energies: oil and biofuels, natural gas and green gases, renewables and electricity.
- TotalEnergies is committed to energy that is more affordable, cleaner, more reliable and accessible to as many people as possible. TotalEnergies promote renewable, decarbonized energies, produce and market fuels, natural gas and electricity.
- TotalEnergies puts sustainable development in all its dimensions at the heart of its projects and operations to contribute to the well-being of people.



To preserve the planet in the face of the climate challenge, TotalEnergies are moving together towards new energies.

ADANI TOTAL GAS LIMITED

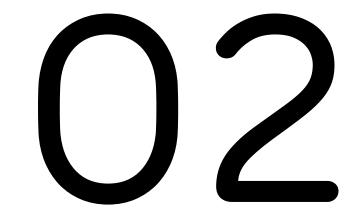
This energy journey is ours.



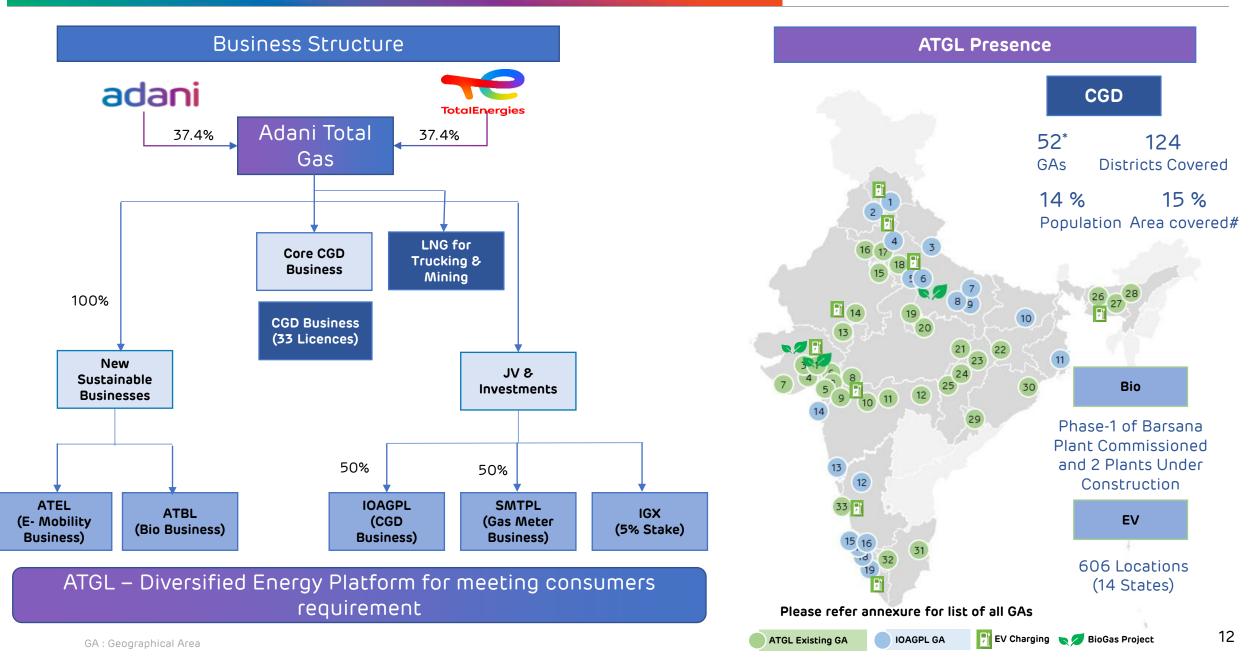








About Adani Total Gas Limited





CGD Business includes creating City Gas Distribution Network and provide natural gas to Compressed Natural Gas (CNG) and Piped Natural Gas (PNG) segments



PNGRB – Regulator of CGD Business

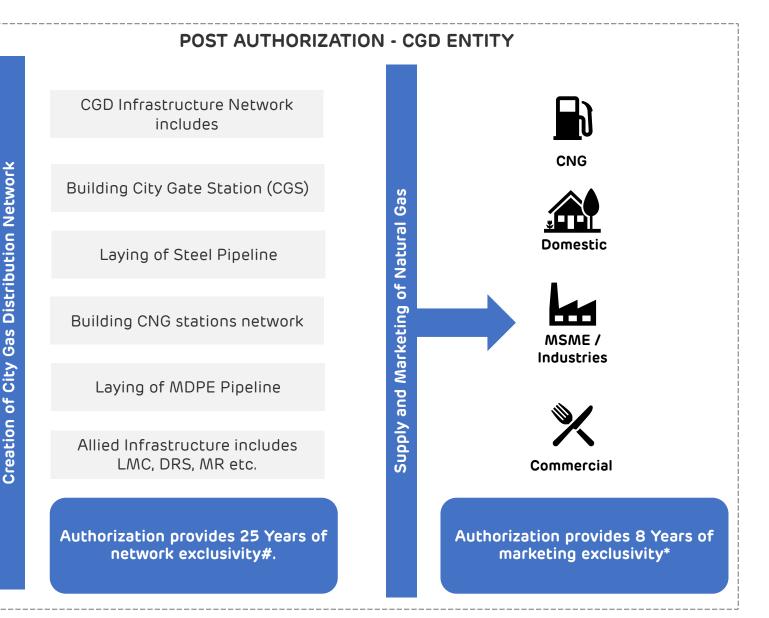
PNGRB regulates:

- Authorizations, Access Code and Exclusivity Regulations
- 2. Capacity Determination & Service Regulations
- 3. Technical Standards & Specifications incl. safety standards
- 4. Emergency Response & Disaster Management Plan

PNGRB does not regulate:

- 1. Gas selling price
- 2. Gas allocation for CNG and D-PNG
- 3. Network Planning

Stable and predictable regulatory framework

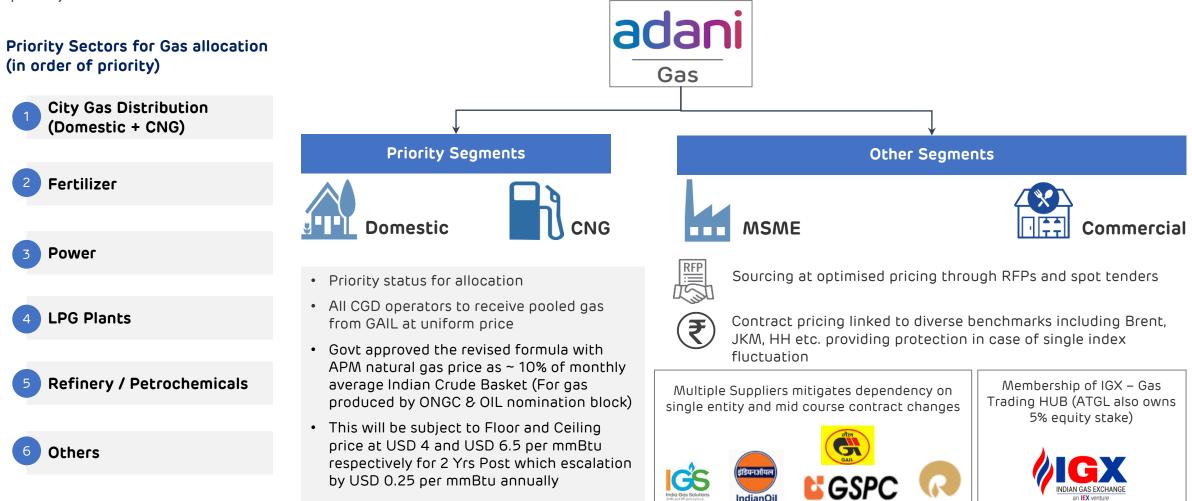


Post this, extension can be granted. * Post 8 years, the regulator announces open access post which 20% of the supply can be made by third parties.

PNGRB: Petroleum Gang Matural Gas Regulatory Board, CGD: City Gas Distribution, D-PNG: Domestic PNG, MDPE: Medium Density Polyethylene, DRS: District Regulating Station, LMC: Last Mile Connectivity, MR: Meter Regulator



To promote adoption of city-gas networks, Gas allocation / supply to the CGD system placed under the no cut category, consequently giving CGD highest priority than other sectors



PPAC - Petroleum Planning & Analysis Cell, CGD - City Gas Distribution; LPG - Liquified Petroleum Gas, CNG - Compressed Natural Gas, PNG - Piped Natural Gas, MMBTU - Metric Million British Thermal Unit, IGX - Indian Gas Exchange Ltd, MSME - Micro, Small & Medium Enterprises, RFP - Request for Proposal, JKM - Japan Korea Marker, HH - Henry Hub, APM - Administered price mechanism, OIL – Oil India Ltd, ONCG – Oil % Natural Gas Corporation

Consumer Segments – Core , Sticky & Sustainable







- ✓ Quick Service
- ✓ Response to Customers

MSME

Domestic

Gradual Penetration like electricity, but once done, remains forever

Key Features

- Natural Gas is safer than LPG
- No storage requirements
- Space saving in kitchen
- No need for regulators' change
- Safe and clean operations



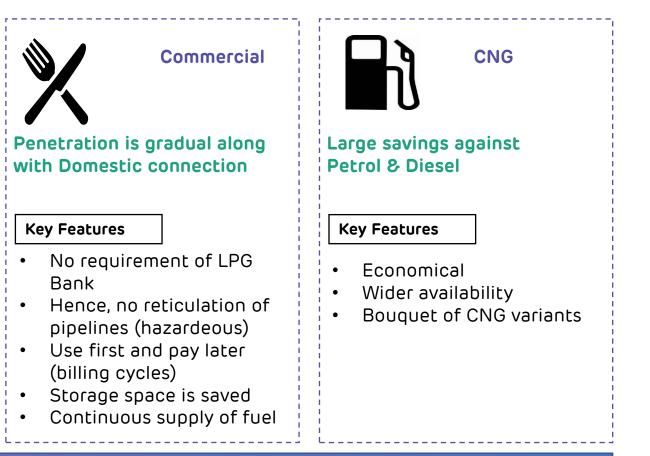


Key Features

- No storage requirements
- Zero carbon supply chain
- Push for gas based economy by government (compelled)
- Good companies with ESG in focus (willing to adapt)

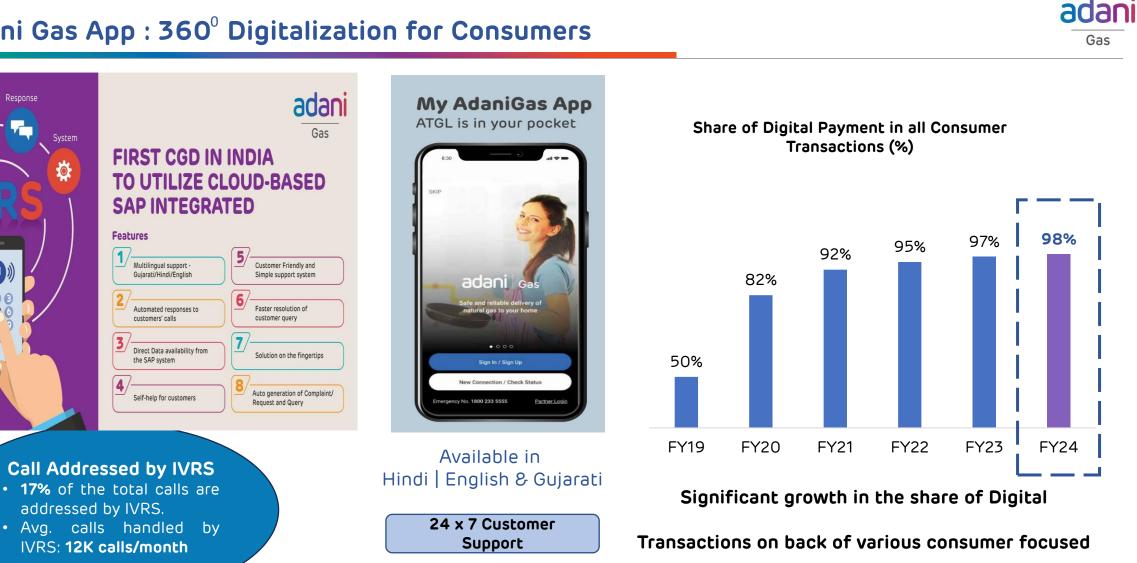


 \checkmark Safe, clean and green supply chain



Once converted to Natural Gas ,the consumer becomes Steady and Sustainable over a long period of time.

My Adani Gas App : 360° Digitalization for Consumers



initiatives

Committed to Consumer Delightfulness

Response

00

System

0

Features

3

addressed by IVRS.

IVRS: 12K calls/month

Multilingual support -

Guiarati/Hindi/English

Automated responses to

Direct Data availability from

Self-help for customers

customers' calls

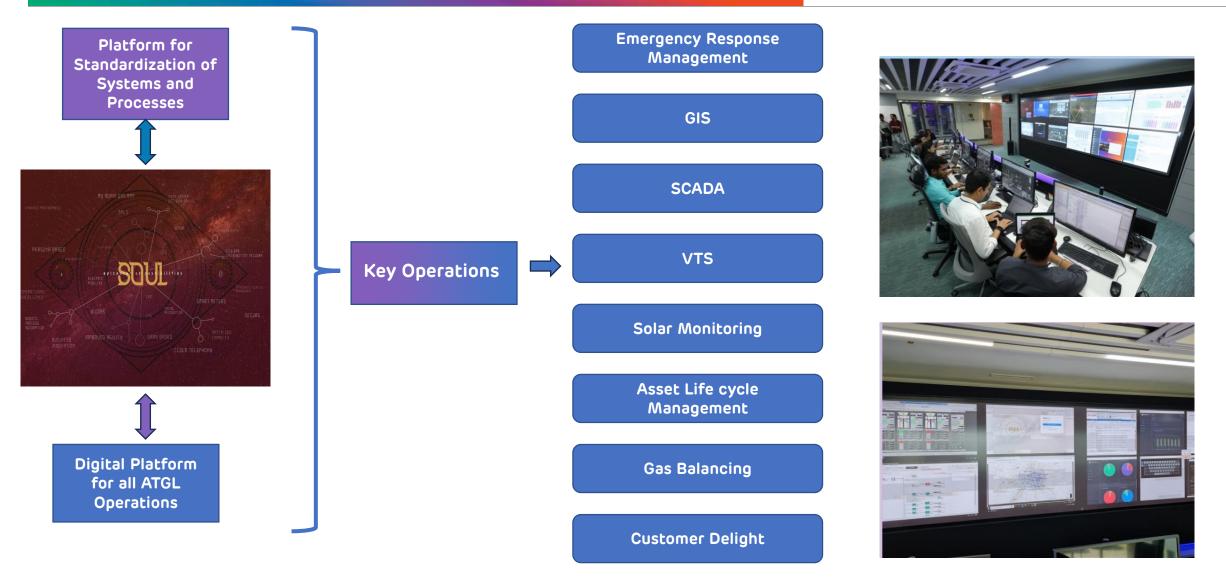
the SAP system

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Interactiv

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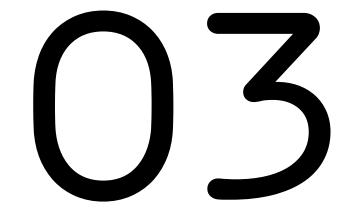
SOUL – Automation, Digitalization and Innovation, way of Life at ATGL



Fuelling Growth Digitally

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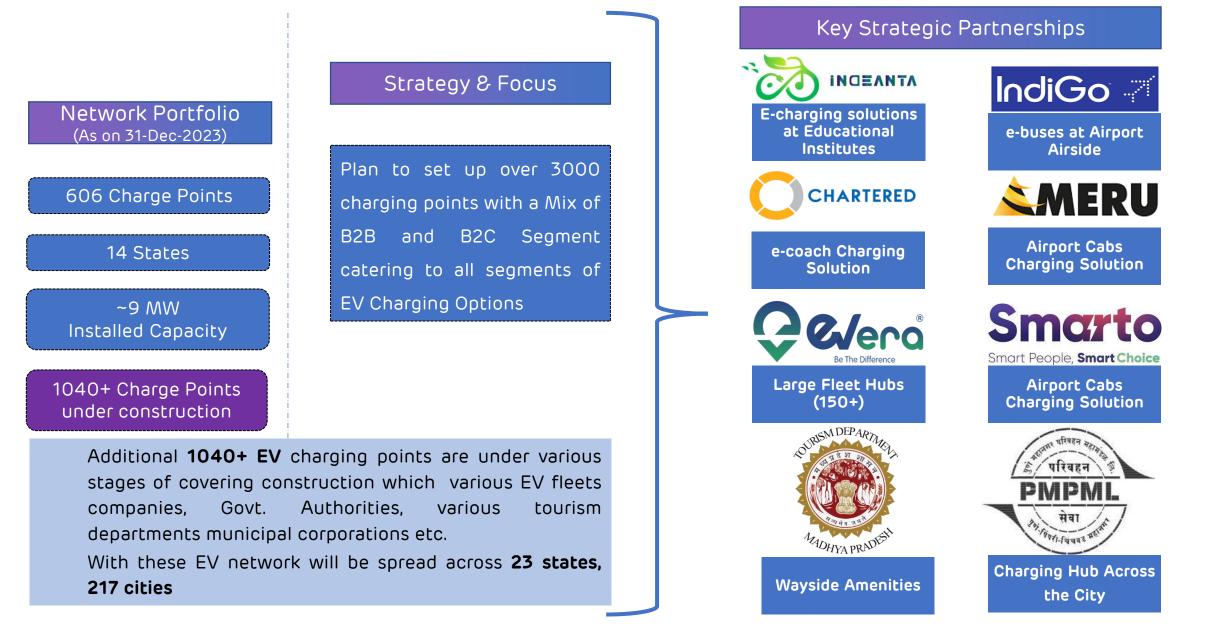


New Businesses

Adani TotalEnergies E-Mobility Limited (ATEL)



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Barsana Bio Plant – Non-MSW

ATBL commissioned Phase-1 (225 TPD), India's one of the largest Biomass project Bio Plant, at Barsana, Uttar Pradesh on 31st March 2024)

- Cow dung 150 Tons per day is being sourced from the largest cow shelter (60m000 Cows) in India managed by Shri Mataji Gaushala
- ATBL has secured **Rice Straw** at multiple warehouses
- ATBL has secured **Press Mud** tender from Palwal Sugar Mill for 10,000 Tons which will be delivered on requirement basis.







Municipal Solid Waste Projects

Ahmedabad Municipal Corporation

 In September 2023, ATGL has been awarded by AMC to Design Build Finance & Operate 500 TBD Bio-CNG Plant in Ahmedabad

Municipal Solid Waste to CBG

CBG Plant, Ahmedabad				
Plant Capacity	500 Ton Per Day of Feed Processing			
Output Capacity	~16,000 Kg per Day (Compressed Biogas)			
Primary Biomass	Municipal Solid Waste			
Expected COD	FY 2026			

Rajkot Municipal Corporation

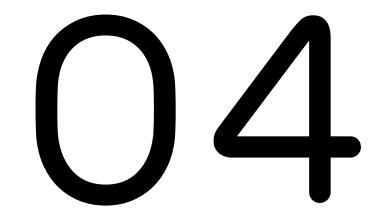
In February 2024, ATBL has been awarded by Rajkot Municipal Corporation to Design Build Finance & Operate 250 TBD Bio-CNG Plant in Rajkot, Gujarat

Municipal Solid Waste to CBG

CBG Plant, Rajkot

Plant Capacity	250 Ton Per Day of Feed Processing
Output Capacity	~8,000 Kg per Day (Compressed Biogas)
Primary Biomass	Municipal Solid Waste
Expected COD	FY 2026

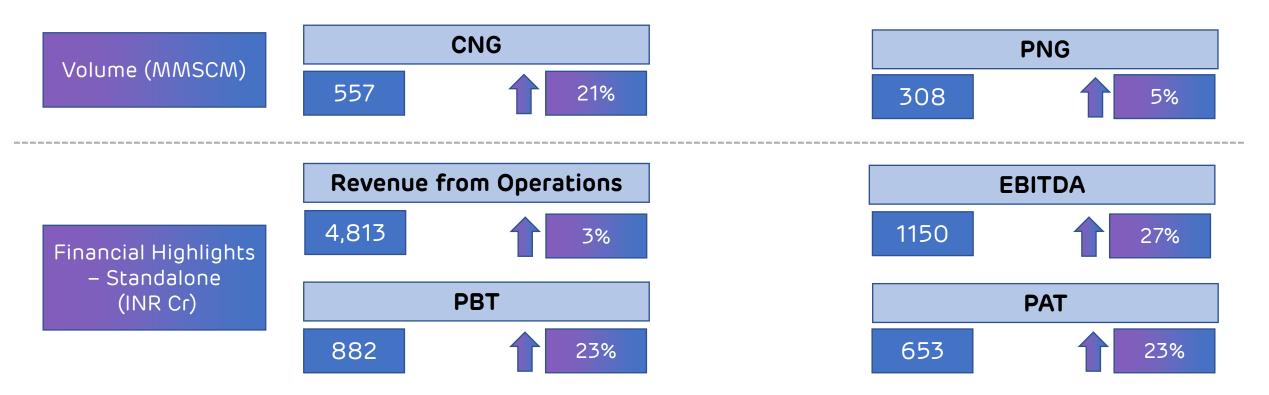




ATGL – Operational and Financial Performance – 12M & Q4FY24

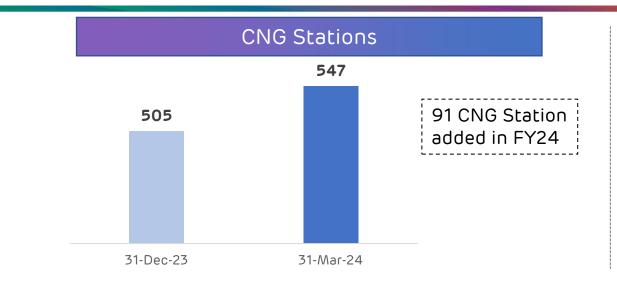
CGD - Operational Highlights

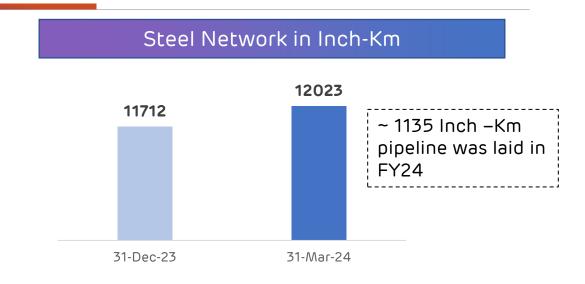
- > CNG Stations increased to 547, Added 91 CNG stations, with 108 being CODO/DODO stations
- > Steel pipeline network increased to ~ 12,023 inch-km
- > 8.20 Lakh PNG Home Connection, ~1.16 lakh homes connected to PNG
- > PNG Commercial & Industrial connection Customers increased to 8,331





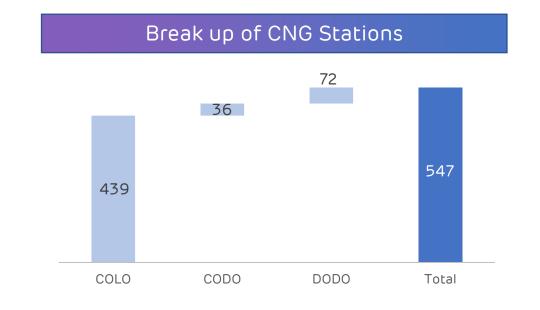
Infrastructure Update : As on 31 March 2024

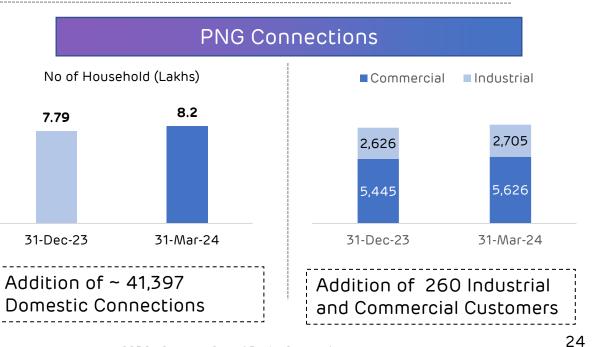




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Gas





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Volume & Gas Sourcing –FY24 - Y-o-Y

557

FY24

CNG Volume has increased by 21% Y-o-Y on i

account of CNG network expansion across

CNG

21%

459

FY23

multiple GAs

Volume in MMSCM

PNG

5%

With recovery of Industrial Volume and

addition of new Domestic & Commercial

connection, PNG Volume increased by 5%

294

FY23

308

FY24

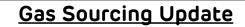
Increase of New GAs

volume mix to 27% in

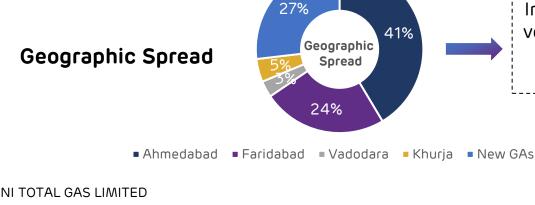
FY24 from 22% in

FY23

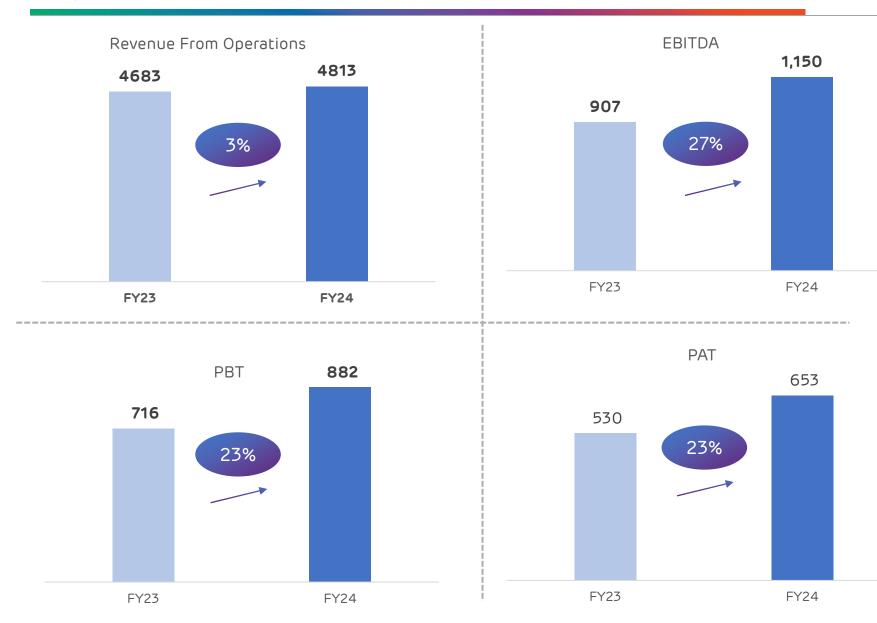




- Portfolio diversification and Recalibration through long term agreements:
 - 5 Year RIL HPHT contract w.e.f. April 2023 *
 - 4 Year RIL HPHT contract w.e.f. Dec 2023 *
 - 3 Year GAIL HH contract w.e.f January 2024 *
 - HPHT price has reduced significantly to \$9.96/MMBTU w.e.f. 1st October 2023
- On account of higher CGD demand, there has been shortfall of ~20% in APM gas in FY24
- The shortfall of APM is being mitigated by competitively priced HPHT gas in ATGL portfolio



Key Financials -FY24 - Y-o-Y



All Fig in INR Crs

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Gas

Y-o-Y Comparison

Although the overall volume has increased by 15% Y-o-Y, Revenue from operations has increased by 3% due to reduction in gas cost by 6% due to reduction in price of APM gas along with efficient gas sourcing which helped ATGL to pass on the benefit to consumers which resulted into lower sales price and better price proposition.

EBITDA has increased by 27% Y-o-Y on account of higher volume and opex optimization

PBT and PAT increased by 23% Y-o-Y

Volume & Financials –Q4FY24 - Y-o-Y

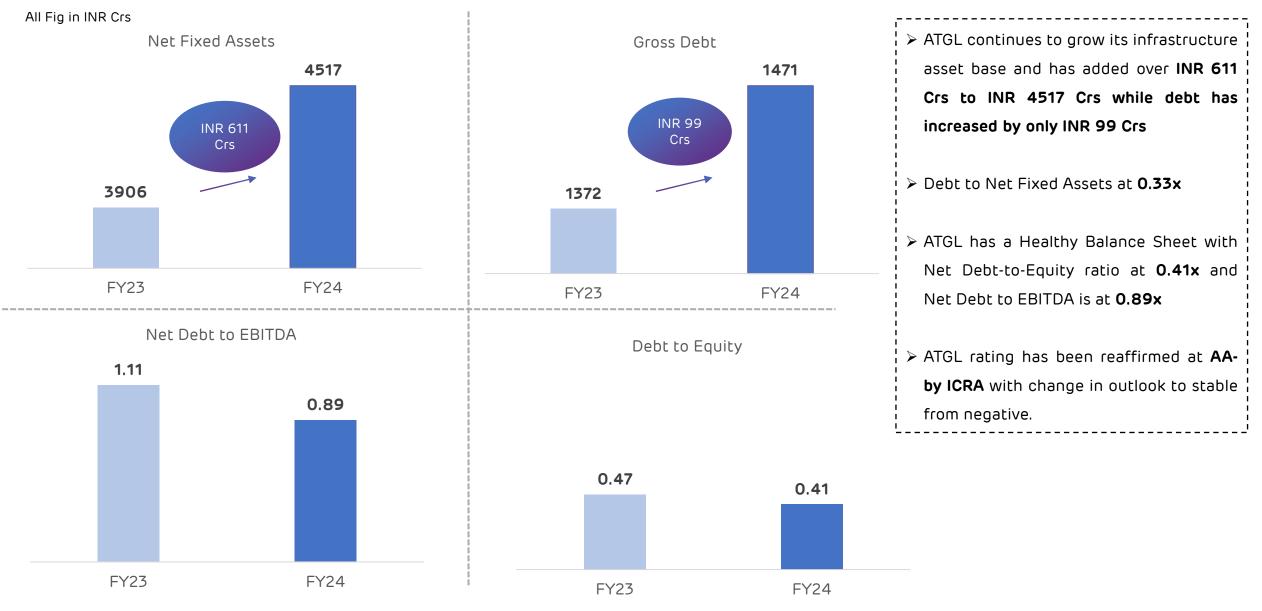
Revenue From Operations All Fig in INR Crs Volume in MMSCM EBITDA 1,257 CNG 1,197 305 149 23% 121 5% 49% 205 Q4FY23 Q4FY24 Q4FY23 Q4FY24 Q4FY23 Q4FY24 CNG Volume has increased by 23% Y-o-Y on account of CNG network expansion across multiple Geographic Areas PBT PBT PNG 227 83 72 165 15% 142 60% 59% 104 Q4FY23 Q4FY24 Q4FY23 Q4FY24 Q4FY23 Q4FY24 PNG Volume has increased by 15% Y-o-Y mainly due to recovery in PNG industrial volume and addition of new Domestic and Industrial

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Key Financials – FY24 - Y-o-Y



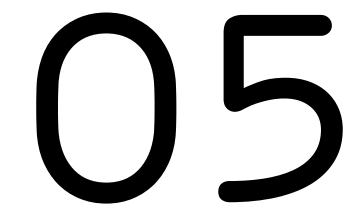


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Net Fixed Assets : Includes Property, Plant and Equipment, Right-of-Use Assets & Capital Work-In-Progress

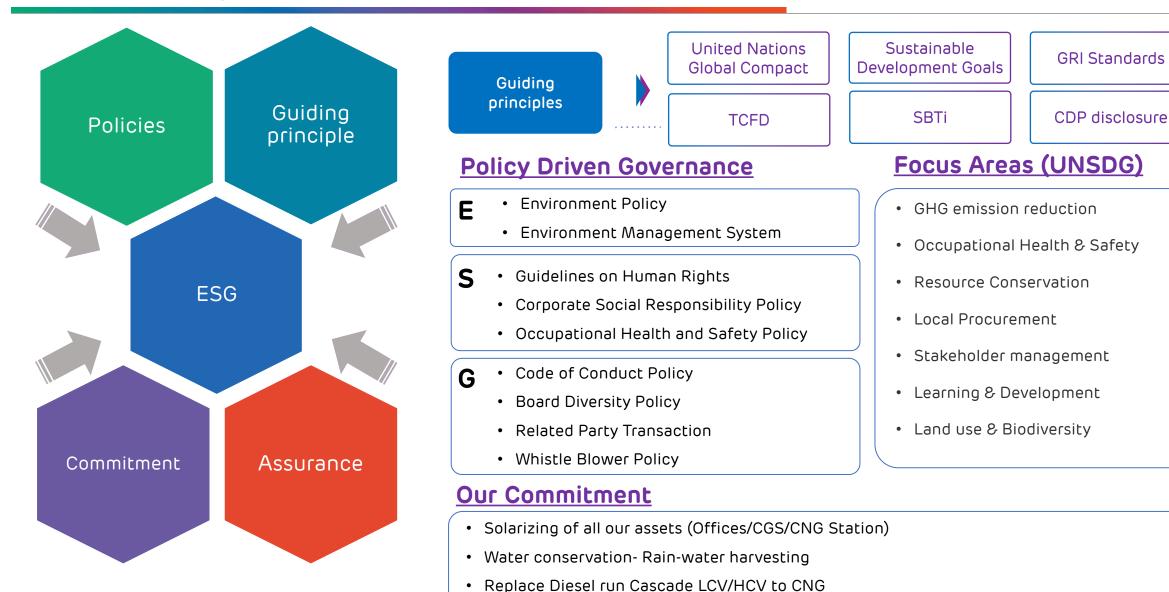
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ESG Framework & Sustainability Update – FY24

ATGL -Embarking towards Robust ESG Framework



• Develop a Low Carbon Society – Forestation and educate the community

· Paper less billing - Help the environment by saving trees - Implemented

ESG – Environment, Social & Governance

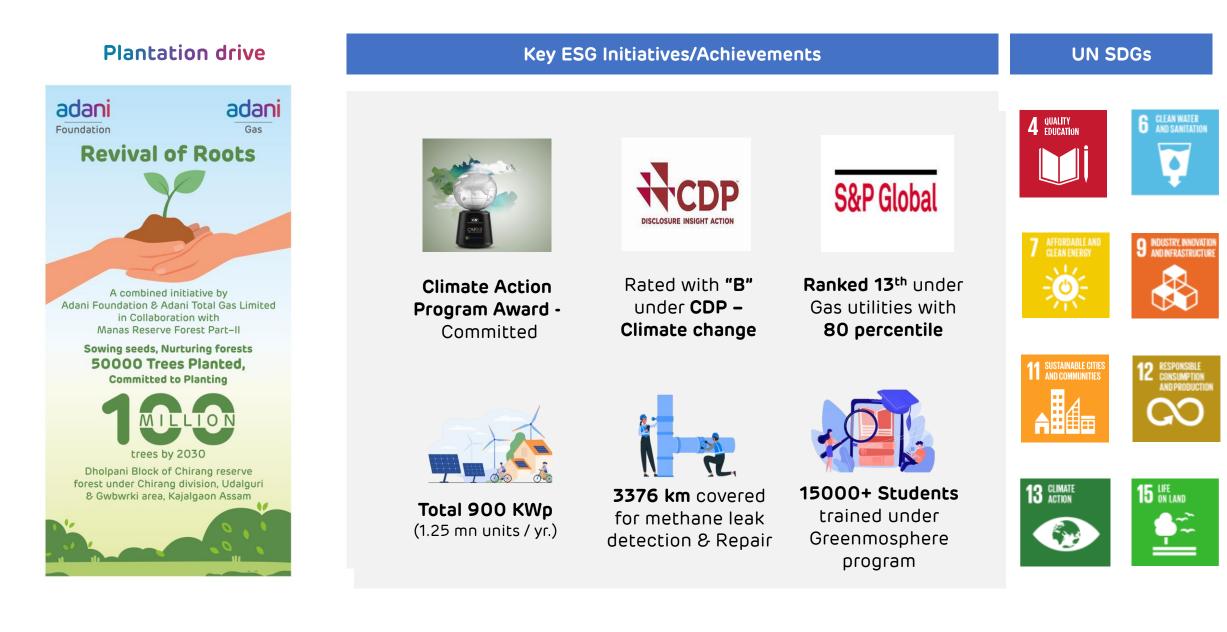
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ESG Highlights





ATGL : Strong Governance Structure



Committee

Denotes 100% Independent Director

Chaired by Independent Director

Chaired by Non-Executive Director

*Sub-Committee of Risk Management Committee





Outstanding Commitment in Road Safety by Corporates FICCI Corporate office awarded with IGBC "Gold" Certification

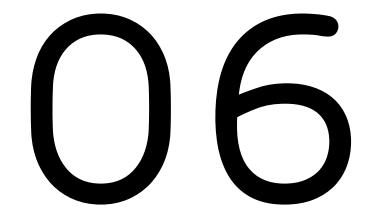




Golden Peacock award for HR Excellence Climate Action Program – Committed By Cll



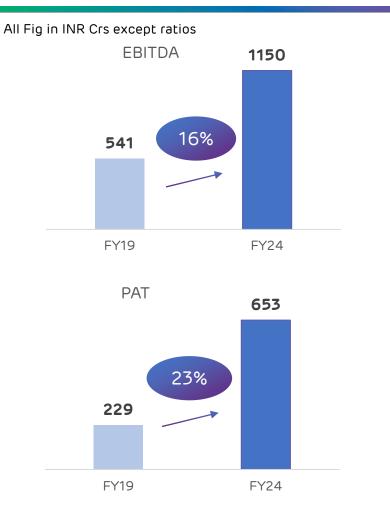




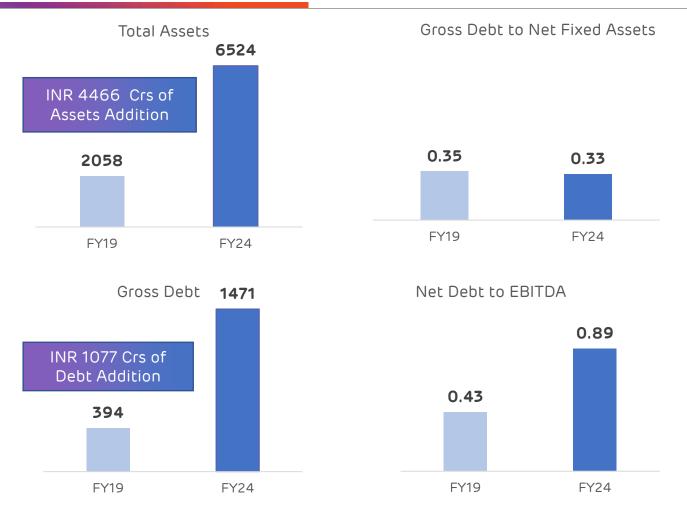
Rationale for Investment

ATGL : Strong Growth with Financial Discipline

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Strong Operational Performance has led EBITDA growth of 16% CAGR and PAT of 23% CAGR



ATGL continues to have strong Balance sheet and follows robust financial prudence and has Net Debt to EBITDA ratio of 0.89x and Gross Debt to Fixed Assets at 33% which implies that assets are backed by lower leverage

	Pan India presence	Strong Promoters	Infrastructure Growth
Development	 52 Geographical Areas GAs spread pan India across 124 districts (incl. JVs ¹) >14% of India's population covered in the GAs allocated	Adani & Total Energies ² (37.4% each) Provides significant synergies in both project execution, fuel sourcing and operations	Commissioned 19 GAs 18+ years of experience Installed 12,023 inch-km of pipeline 547 CNG stations , PNG to over 8.3 Iakh HHs + I&C units
	Operational Excellence	Technology enabled O&M	Customer Orientation
Operations	 Centre of Excellence (COE) & Competitive Gas Sourcing Flexible contracts to address volatility Strong relationships with both domestic & global suppliers	Digital platform – SOUL Integrated Business Operations Platform centre for monitoring entire CGD network through SCADA	Reliability & Responsiveness Focus on reliable gas supply, Responsive consumer service coupled with My AdaniGas app
	Large Opportunity	ESG and Sustainability Focus	High Return Ratios
Value Creation	 Accelerated switch to natural gas Strong uptick in adoption Natural gas share in India's fuel mix to increase from 7% currently to 15% by 2030	Greenmosphere: An initiative for carbon footprint reduction Focus on expansion of low carbon verticals – EV Charging and Biogas.	Balanced revenue mix enhances revenue visibility Sequential roll-out & 4 existing matured GAs -> Internal accruals for capex resulting in faster payback

1. 50:50 JV between ATGL & Indian Oil Corporation Ltd. (IOAGPL) operates 19 GAs; 2. TotalEnergies Holdings SAS, worlds second largest LNG private player acquired 37.4% stake in ATGL in Feb-2020.

GAs: Geographical Areas; JV: Joint Venture; CGD: City Gas Distribution; SCADA: Supervisory control and data acquisition; CNG: Compressed Natural Gas; O&M: Operations & Maintenance; mmscmd: Million Metric Standard Cubic Meters per Day; PNG: Piped Natural Gas; ESG: Environmental, Social & Governance; HH: Households; I&C: Industrial and commercial units

Our path of Growth with Goodness - 360°





Adani Total Gas : One of the Largest CGD player poised to leverage growth opportunity

The Ten-Fold Approach will Strengthen the Company's preparedness to address opportunities with de-risked speed

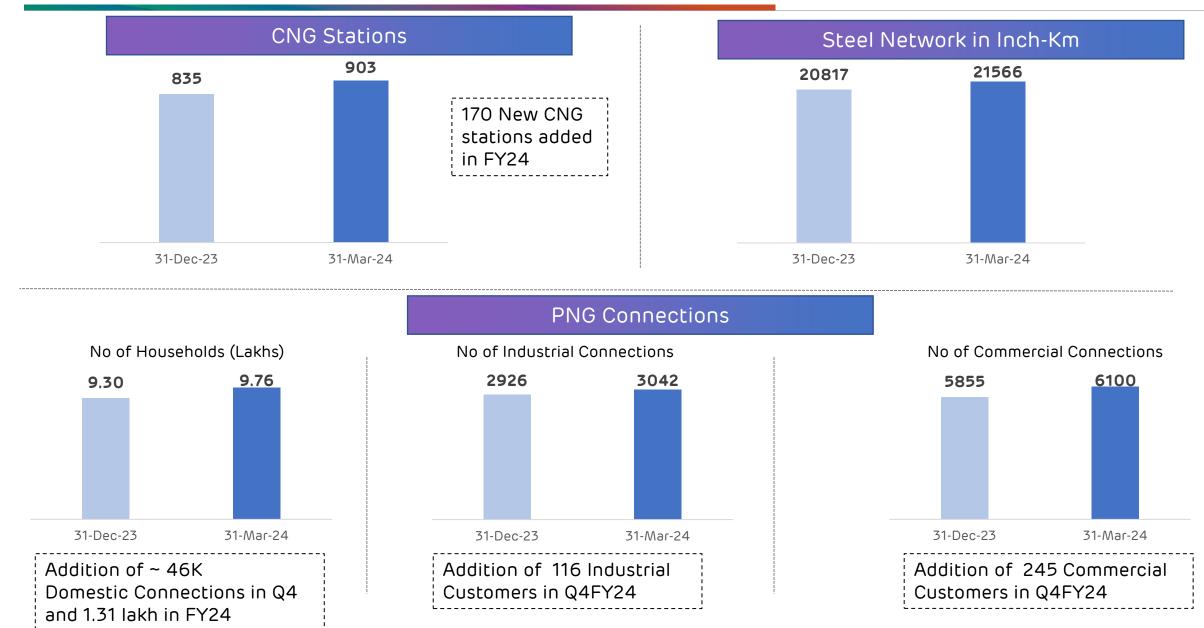
Building a Better Tomorrow through Expanding our Horizons to provide wider and Cleaner Energy to our consumers



Annexure



Infrastructure Update - incl. JV – IOAGPL : As on 31 Mar 2024



ATGL Key Financials : Income Statement Summary – Standalone (INR Cr)

	Quarter Ended			Year Ended	
Particulars	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
Revenue from Operations	1257	1243	1197	4813	4683
Cost of good sold	797	824	891	3188	3392
Operating & other expenses	172	131	111	522	421
Total Expenditure	969	955	1002	3710	3813
Op. EBIDTA	289	288	195	1104	870
Other Income	16	13	10	47	37
EBIDTA	305	301	205	1150	907
Interest Expenses	29	31	32	111	79
Depreciation & Amortization Expenses	49	38	31	157	113
Profit Before Tax	227	231	142	882	716
Total tax expense	61	59	38	229	186
Profit After Tax	165	172	104	653	530
Earning Per Share (In Rs.)	1.50	1.57	0.95	5.94	4.82



ATGL Key Financials : Income Statement Summary – Consolidated (INR Cr)

	Quarter Ended			Year Ended	
Particulars	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
Revenue from Operations	1258	1244	1197	4816	4683
Cost of goods sold	797	824	891	3190	3392
Operating & other expenses	173	132	112	523	422
Total Expenditure	970	956	1002	3713	3814
Op.EBIDTA	288	288	195	1104	870
Other Income	15	12	9	44	37
EBIDTA	303	300	205	1148	907
Interest Expenses	29	31	32	111	78
Depreciation & Amortisation Expenses	49	39	31	158	113
PBT before share of profit from joint ventures	225	230	142	878	715
Share in Profit/ (Loss) from Joint Venture	4.2	5.4	(6.0)	17.9	17.4
Profit Before Tax	229	236	136	896	733
Total tax expense	61	59	38	229	186
Profit After Tax (Consolidated)	168	177	98	668	546
Earning Per Share (In Rs.)	1.53	1.61	0.89	6.07	4.97



ATGL : List of Location

S.No.	Geographical Area	State
1	Ahmedabad City and Daskroi Area	Gujarat
2	Vadodara (part)	Gujarat
3	Surendranagar (EAAA)	Gujarat
4	Barwala & Ranpur Talukas	Gujarat
5	Navsari (EAAA) , Surat (EAAA), Tapi (EAAA) & the Dangs	Gujarat
6	Kheda (EAAA) & Mahisagar	Gujarat
7	Porbandar	Gujarat
8	Burhanpur, Khandwa, Khargone and Harda districts	Madhya Pradesh
9	Alirajpur, Nandurbar and Barwani districts	Maharashtra and Madhya Pradesh
10	Akola, Hingoli and Washim districts	Maharashtra
11	Balasore, Bhadrak & Mayurbhanj	Odisha
11	Amravati and Yavatmal districts	Maharashtra
12	Bhandara, Gondiya and Garchiroli districts	Maharashtra
13	Chittorgarh (Other than Rawatbhata) & Udaipur Districts	Rajasthan
14	Bilwara & Bundi Districts	Rajasthan
15	Nuh & Palwal	Haryana
16	Bhiwani, Charkhi Dadri & Mahendragarh Districts	Haryana
17	Faridabad	Haryana
18	Khurja	Uttar Pradesh
19	Jhansi (EAAA), Bhind, Jalaun, Lalitpur and Datia	Uttar Pradesh, Madhya Pradesh
20	Tikamgarh, Niwari, Chattarpur and Panna districts	Madhya Pradesh
21	Anuppur, Bilaspur and Korba	Madhya Pradesh, Chhattisgarh
22	Gumla, Latehar, Lohardaga, Simdega, Garhwa and Khunti districts	Jharkhand
23	Jashpur, Raigarh, Janjgir-Champa and Mahasamund districts	Chhattisgarh
24	Mungeli, Bemetara, Durg, Balod and Dhamtari districts	Chhattisgarh
25	Kabirdham, Raj Nandgaon and Kanker districts	Chhattisgarh
26	Kokrajhar, Dhubri, South SalmaraMankachar and Goalpara districts	Assam
27	Baksa, Barpeta, Bongaigaon, Chirang, Nalbari and Bajali districts	Assam
28	Nagaon, Morigaon, Hojai, Karbi Anglong and West Karbi Anglong districts	Assam
29	Koraput, Malkangiri, and Nabarangpur districts	Odisha
31	Cuddalore, Nagapatinam & Tiruvarur Districts	Tamil Nadu
32	Tiruppur District	Tamil Nadu
33	Udupi District	Karnataka

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S.No.	Geographical Area	State
1	Panchkula (EAAA), Sirmaur Districts, Shimla & Solan (EAAA) District	Haryana
2	Chandigarh	Chandigarh
3	Udham Singh Nagar	Uttarakhand
4	Panipat	Haryana
5	Allahabad (EAAA), Bhadohi & Kausambi Districts	Uttar Pradesh
6	Prayagraj	Uttar Pradesh
7	Bulandshahr (EAAA), Aligarh & Hathras Districts	Uttar Pradesh
8	Bulandshahar (Part)	Uttar Pradesh
9	Jaunpur and Ghazipur Districts	Uttar Pradesh
10	Gaya & Nalanda Districts	Bihar
11	Burdwan District	West Bengal
12	Dharwad	Karnataka
13	South Goa	Goa
14	Daman	Daman & Diu
15	Ernakulum	Kerala
16	Kozhikode & wayanad Districts	Kerala
17	Malappuram Districts	Kerala
18	Kannur, Kasargod & Mahe Districts	Kerala
19	Palakkad & Thrissur Districts	Kerala

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