

Adani Total Gas Limited



CGD | e-Mobility | Biomass

9M & Q3FY25

Earnings Presentation



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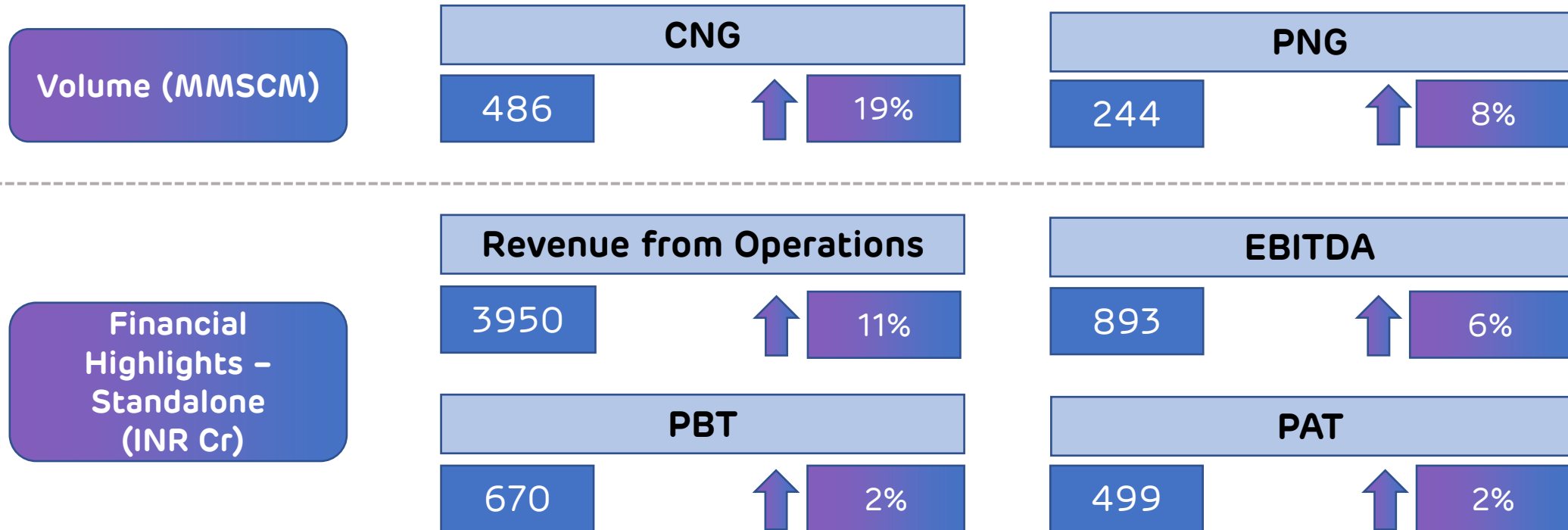
01

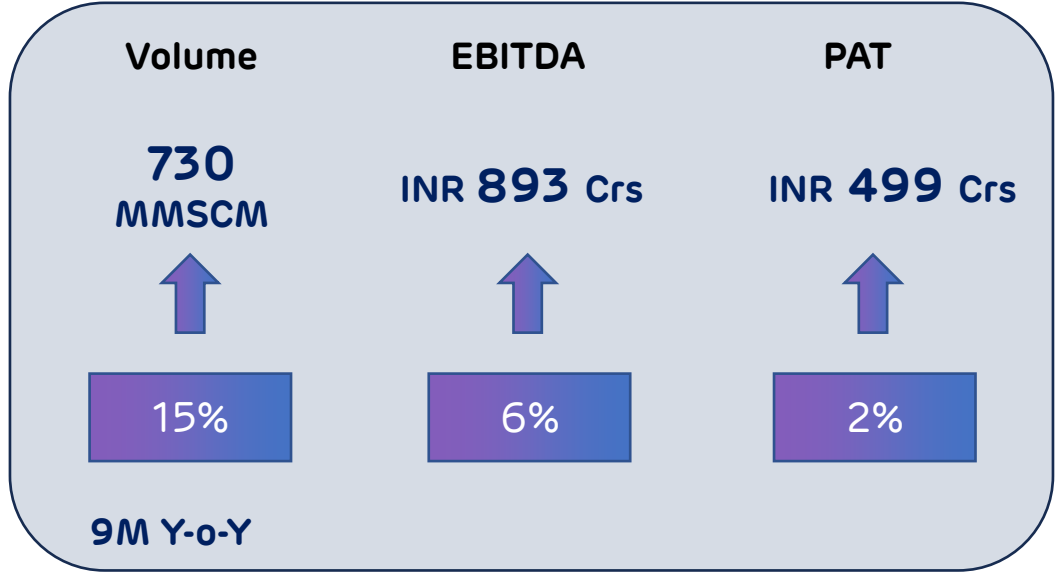
**ATGL – Operational and Financial
performance - Executive Summary**

Operational and Financial Highlights – 9MFY25 – Y-o-Y

CGD - Operational Highlights

- CNG Stations increased to 605, Added 58 CNG stations, with 116 being CODO/DODO stations
- Steel pipeline network increased to ~ 13,082 inch-km
- 9.22 Lakh PNG Home Connection, ~ 101,310 homes connected to PNG
- PNG Commercial & Industrial connection Customers increased to 8,913.



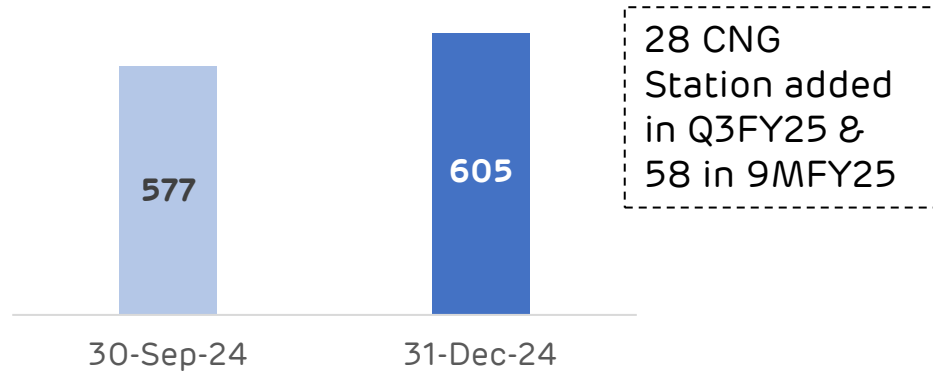


02

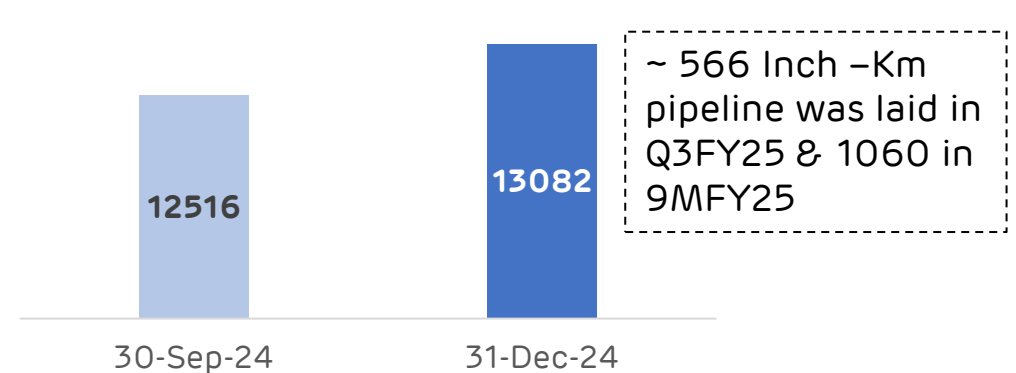
ATGL – Operational and Financial Performance – 9M & Q3FY25

Infrastructure Update : As on 31 December 2024

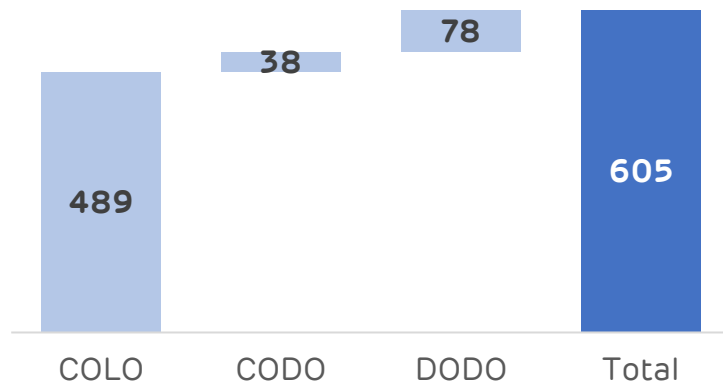
CNG Stations



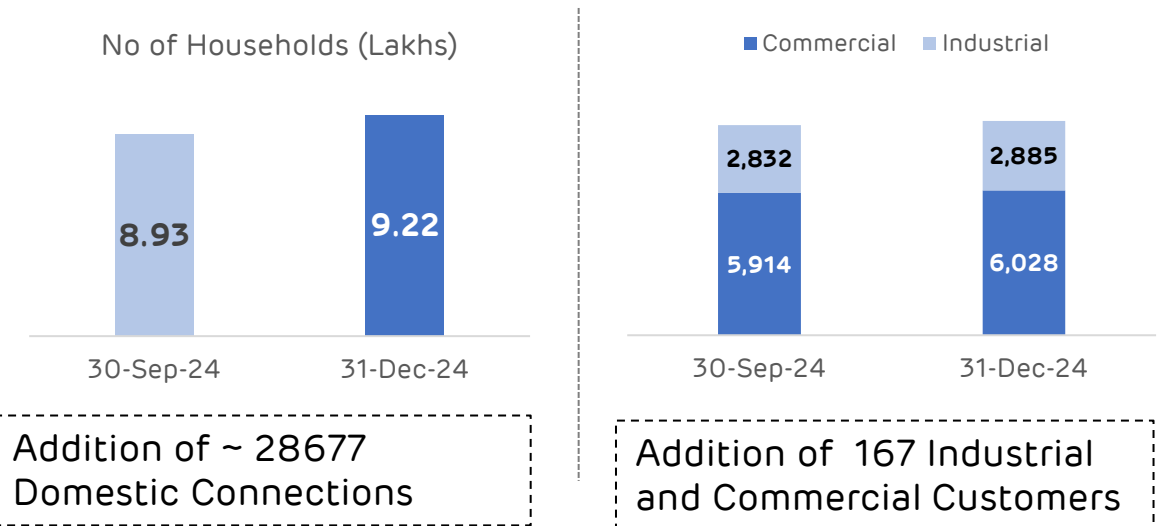
Steel Network in Inch-Km



Break up of CNG Stations

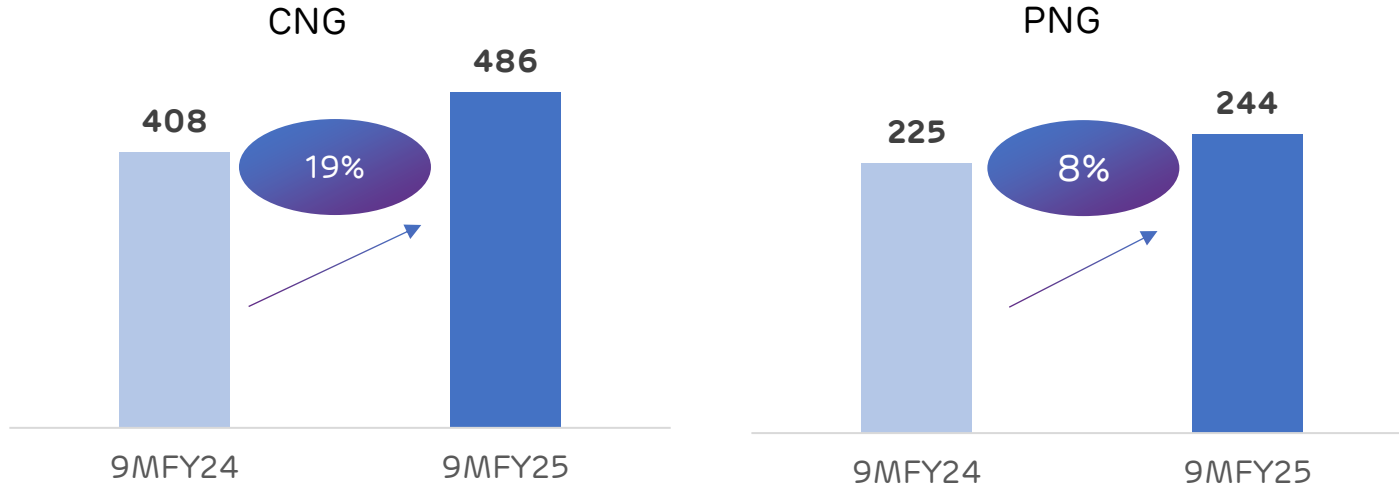


PNG Connections



Volume & Gas Sourcing – 9MFY25 - Y-o-Y

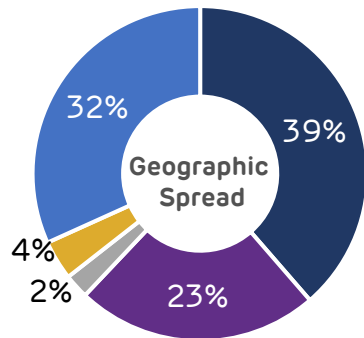
Volume in MMSCM



CNG Volume has increased by 19% Y-o-Y on account of CNG network expansion across multiple GAs

With recovery of Industrial Volume and addition of new Domestic & Commercial connection, PNG Volume increased by 8%

Geographic Spread



■ Ahmedabad ■ Faridabad ■ Vadodara ■ Khurja ■ New GAs

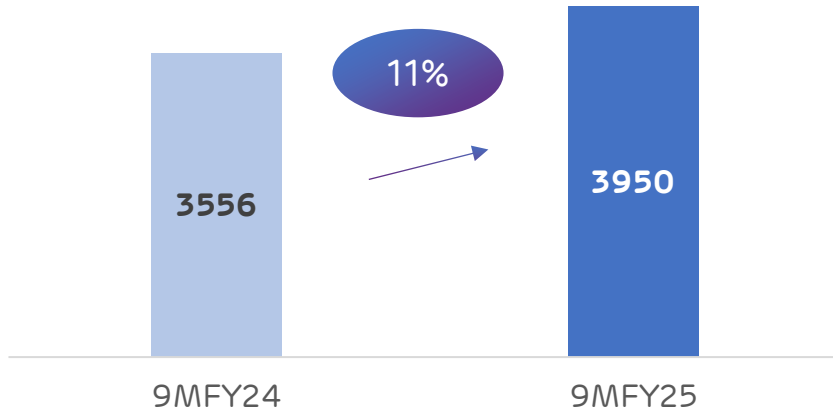
Increase of New GAs volume mix to 32% in 9MFY25 from 27% in FY24

Gas Sourcing Update

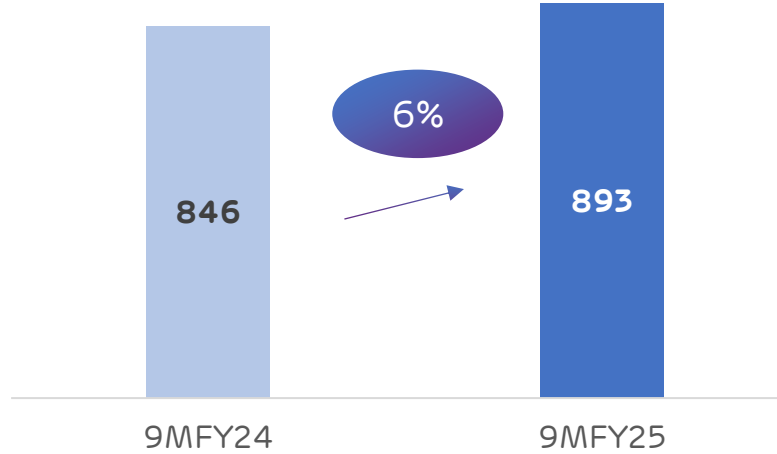
- During the quarter, there was a reduction in APM allocation for the CNG(T) segment for entire CGD sector.
- For ATGL, APM allocation for CNG(T) was reduced from 63% to 51% on 16th October 2024, and further to **37%** on 16th November 2024.
- APM shortfall for CNG(T) during Q3 FY25 was at **~53%**
- ATGL maintained uninterrupted supply during this period through its existing contracts, new well gas, and IGX procurement.
- Recently on 16th January 2025, APM allocation for CNG increased from **37% to 51%**
- ATGL's strategy has been to build a robust gas sourcing portfolio with multiple linkages across multiple tenors with various suppliers to ensure supply and price stability.

All Fig in INR Crs
Numbers are on Standalone Basis

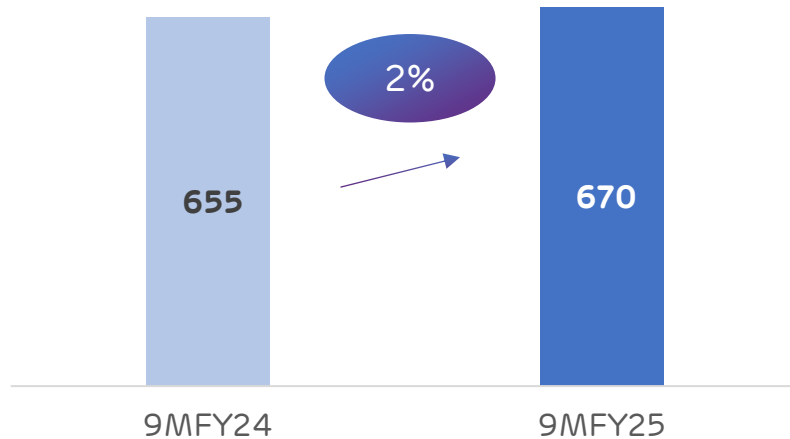
Revenue from Operations



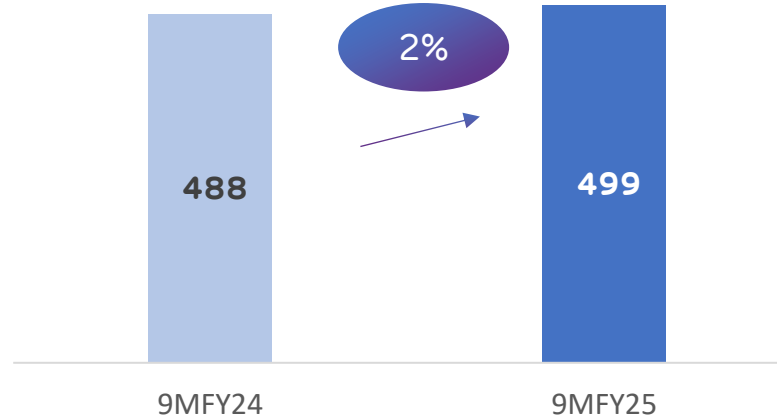
EBITDA



PBT



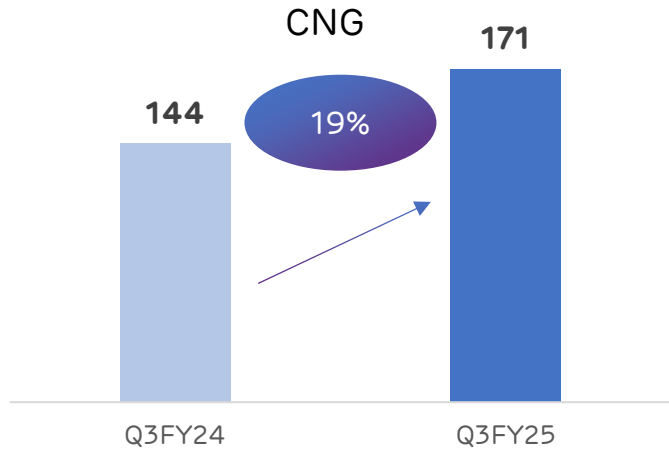
PAT



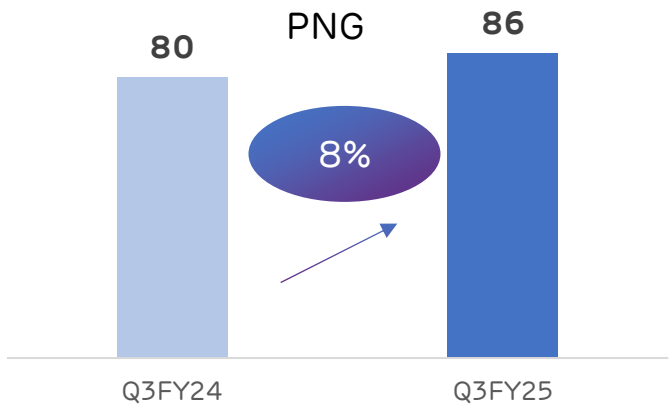
Y-o-Y Comparison

- Revenue from operations rose by 11% on account of higher volume and sales realization
- EBITDA rose by 6% to **INR 893 Cr**, supported by volume growth due to infrastructure expansion and operational efficiency
- PBT and PAT both increased by **2% Y-o-Y**.

Volume in MMSCM



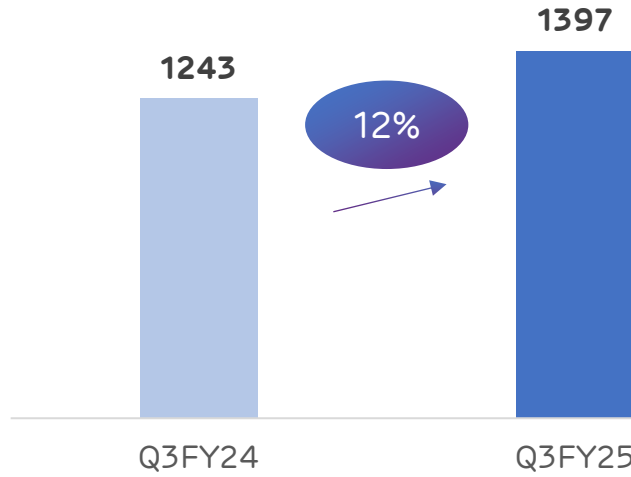
CNG Volume has increased by 19% Y-o-Y with network expansion of CNG stations



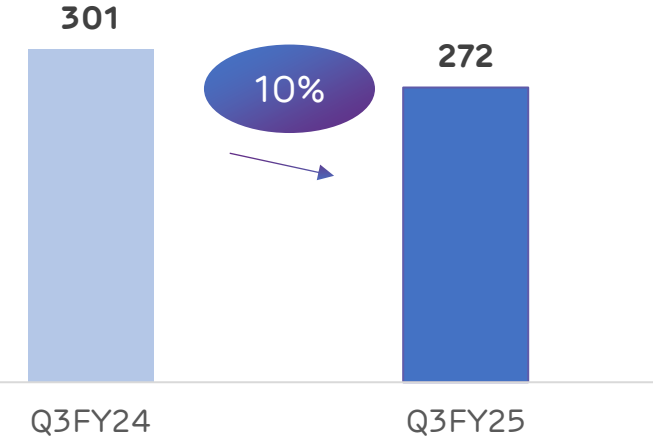
PNG Volume has increased by 8% Y-o-Y due to penetration in the market.

All Fig in INR Crs
Nos are on Standalone Basis

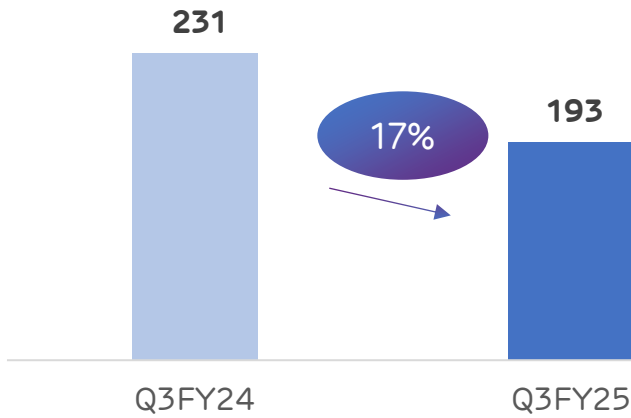
Revenue From Operations



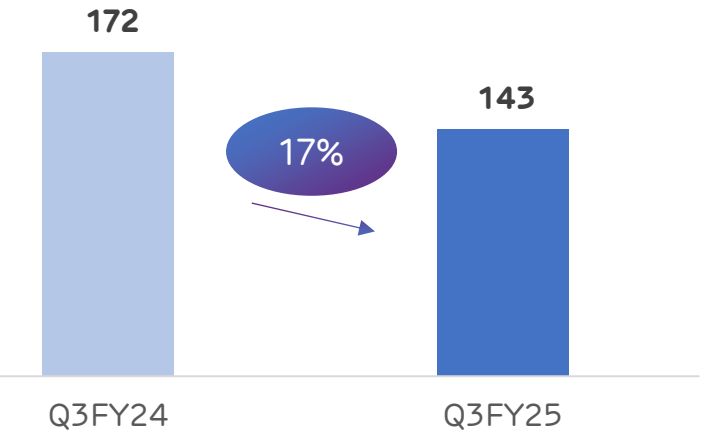
EBITDA



PBT



PAT





03

Sustainable Business Update

Charging Points (CPs)

1914 CPs
Added 428 CPs in Q3

Installed Capacity

~19 MW

Presence

22 States & 4 UT
226 Cities

Charging Points under construction

1067 CPs under construction

Tenders Update – 3 Tenders Won with over 150+ Charging points



Delhi Development Authority
20 Locations with 100+ charge points



Madhura Vrindavan
5 Locations with 20 + charges Points



Goa Energy Development Agency
10 Locations with 30+ charge points

Business to Business – Tie Ups

Over 10 B2B tie-ups including Vehicle OEMs, Fleet Operators , e-commerce platforms etc

B2B tie-ups ensures Assured Revenue and helps in increase of utilization for B2C charging points.

Airport - Presence



No.1 Airport CPO in the country with presence across 20 Airports

Barsana Bio Plant Update

- Consistent Supply of Quality CBG meeting BIS specifications
- Total 384 tons of total CBG has been sold to Gail
- Barsana Plant achieved a peak production of 4.2 tons per day for CBG on 15th November,2024 and it is expected to achieve full production by April'25
- Currently Plant is operating on two feedstocks: cow dung and paddy straw

























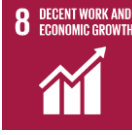




Fertilizer Branding

- ATBL introduced its new organic fertilizer brand, **"Harit Amrit"** with bag Packaging size: 40Kg



04

ESG Framework & Sustainability Update – Q3FY25

Initiatives	Target for FY 2024-25	UN SDGs	Achievement in Q3
 Solarization	0.3 MW Rooftop solar plants by 2025 & reaching up to 1.5 Mw	  	Installation & commissioning done for 30KW
 Methane Leak detection & Repair	To Cover 3500 Km & Y-O-Y reduction by 10%	  	750 Km of area covered for methane leak detection & Repair survey
 Water Management	25 sites facilitated by Rainwater Harvesting System	  	All developing station adopted approach of RWH infrastructure
 Greenmosphere	Planting of 50,000 Trees & reaching up to 2.7 lacs	  	Pusad location decided for mass plantation
 Decarbonization of fleets	Sustain 100% Decarbonization of Fleets	  	Currently 586 Nos. of LCVs running on CNG
 Employee Fatality at workplace	zero Fatality & <0.25 LTIFR	 	Total 18963 training man hours through 705 safety training programs
 Student coverage through Greenmosphere	30000 students to be trained	  	Around 12100 Nos. students trained on climate action under greenmosphere.

Green Millenium : Students Training on Climate program

- Main Aim of project is Building an army of Conservation Ambassadors.



Digital (smart) Classroom & WASH Facility (Pilot scale)

- **Digital Classroom Initiative:** Aimed at integrating technology into education for enhanced learning outcomes.
- **WASH Facility:** Designed to improve sanitation facilities & promote hygiene specially for female students.



Adani Foundation Vision Care Program

- In vision care program, **12540 male** students & **13344 female** students covered for eye checkup and over 1800-piece of spectacles distributed among them.
- Program also aims to create awareness among communities on importance of vision screening
- **SDGs Alignment**



Latitude: 22.999168
Longitude: 71.444306
Elevation: 61.371 m
Accuracy: 9.5 m
Time: 11-22-2024 09:36

ATGL: Award & Recognition

ATGL received **Humanity Hero Award** from **Yuva Unstoppable** for significant contribution towards CSR activities.



DJSI ESG Score

ATGL's DJSI net ESG score improved to **62** from 54, positioned in **80th percentile** amongst the 143 companies

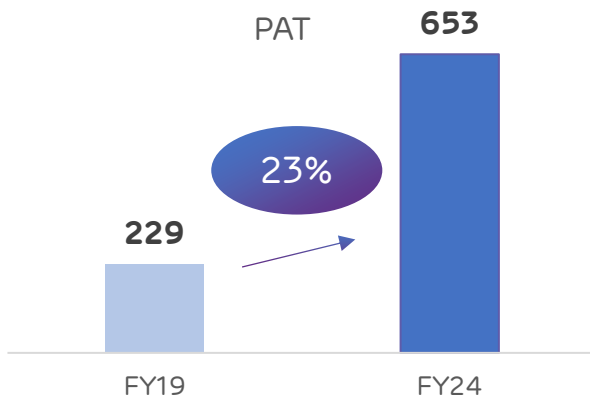
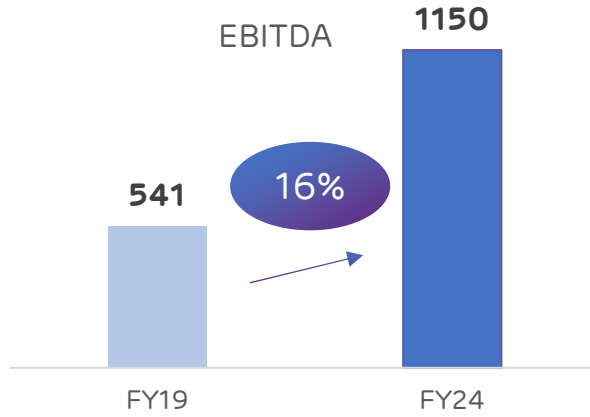


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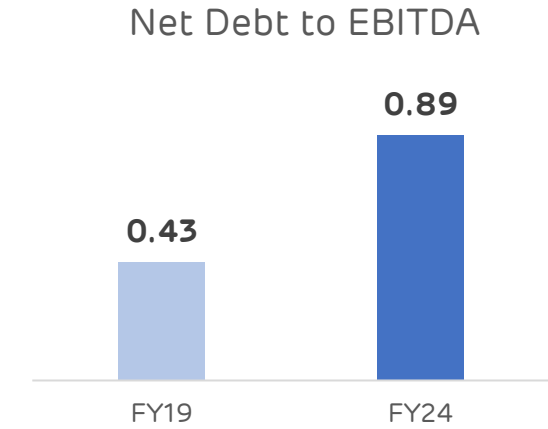
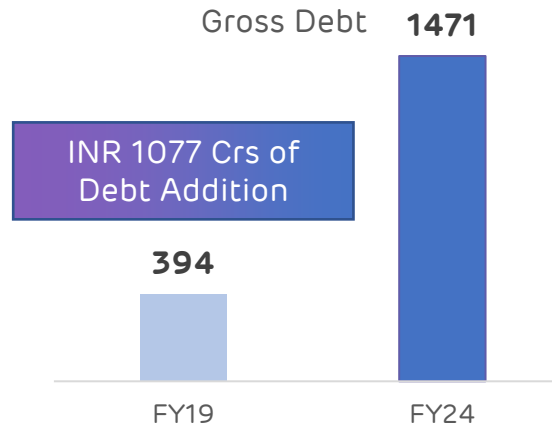
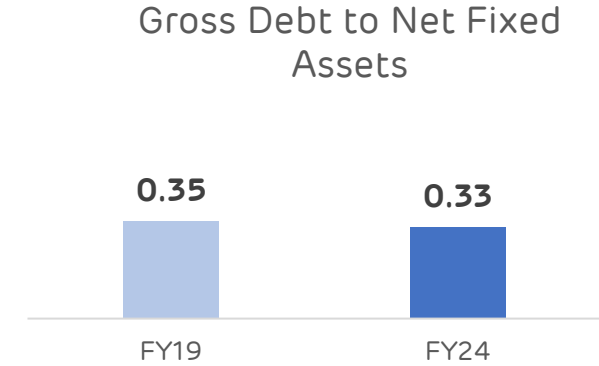
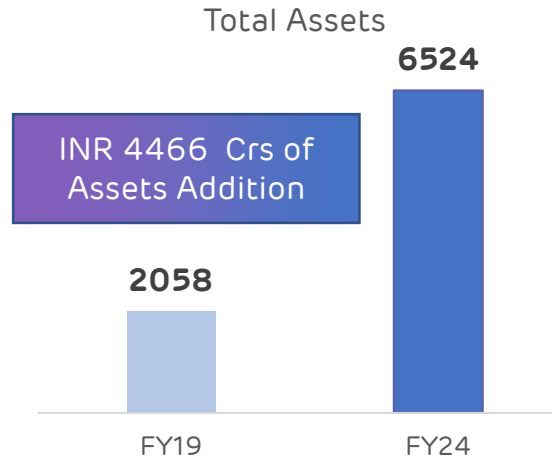
**Rationale for
Investment**

ATGL : Strong Growth with Financial Discipline

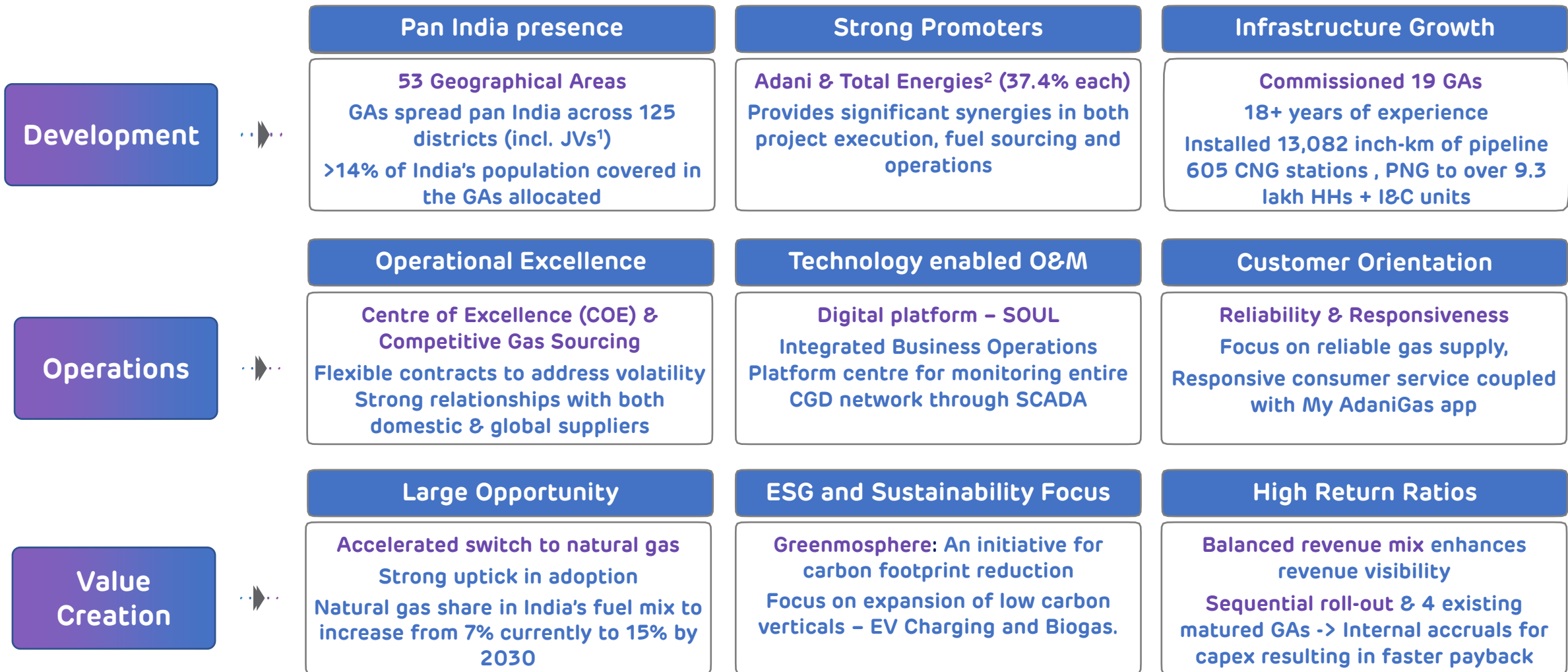
All Fig in INR Crs except ratios



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

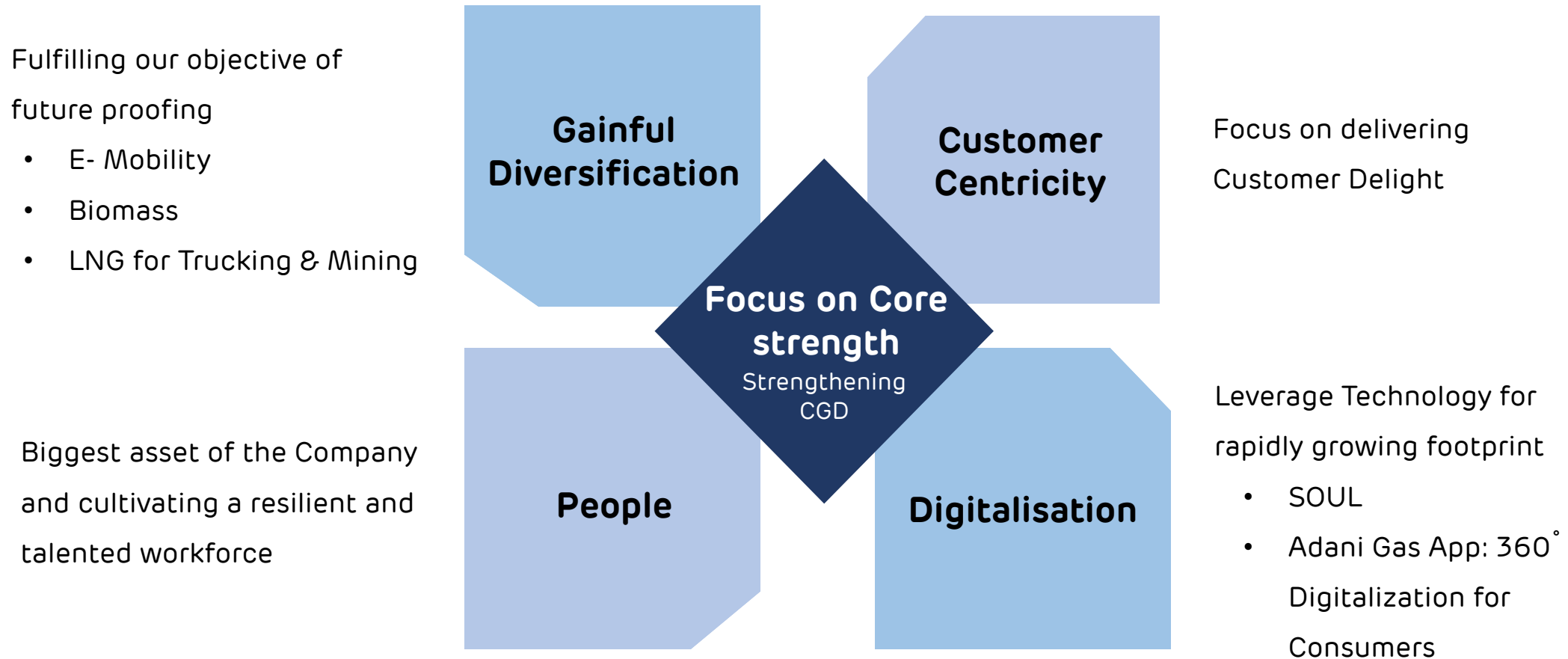


ATGL continues to have strong Balance sheet and follows robust financial prudence and has Net Debt to EBITDA ratio of 0.89x and Gross Debt to Fixed Assets at 33% which implies that assets are backed by lower leverage



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



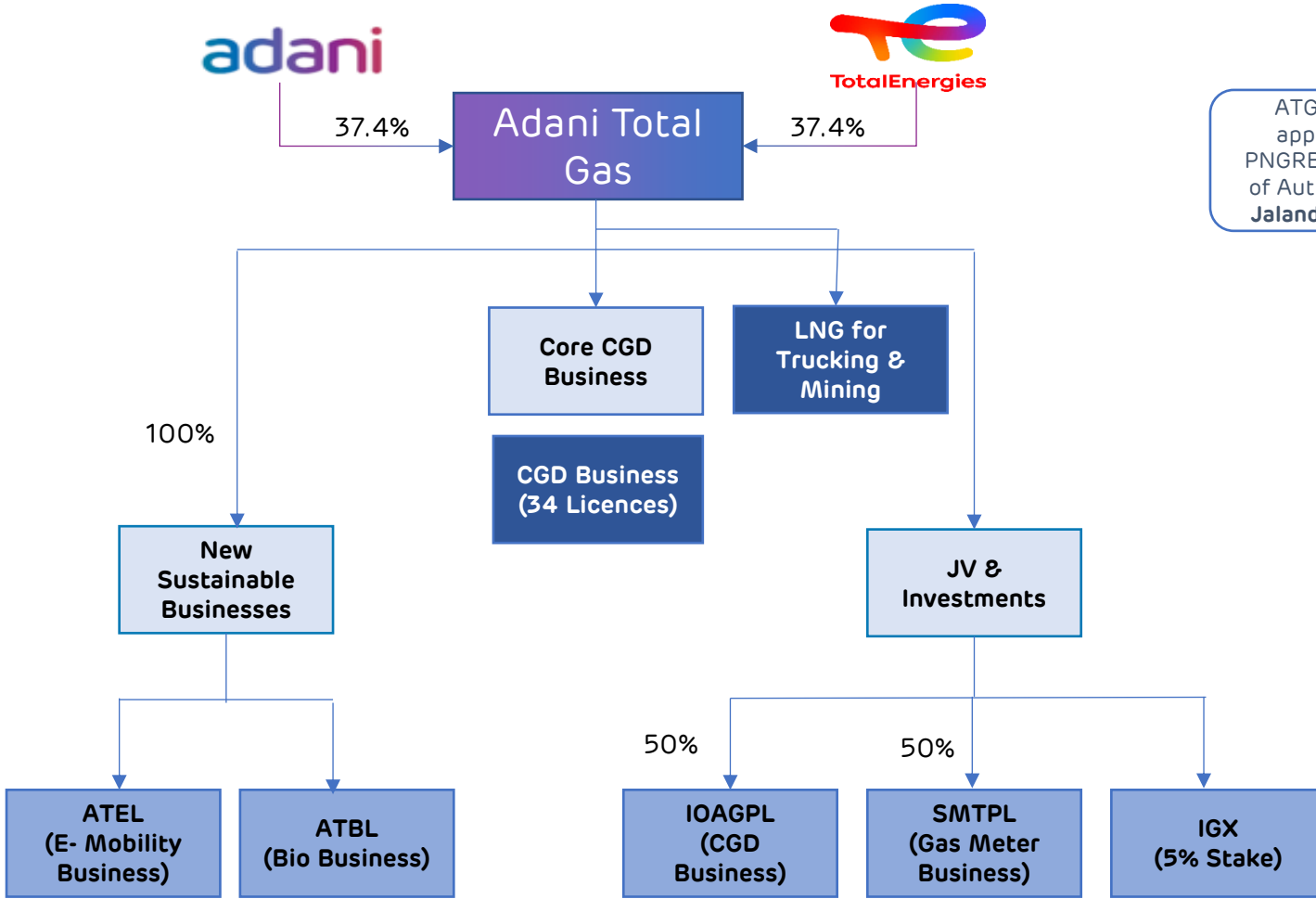
ATGL at an inflection point as we spearhead the transition towards clean energy solutions to customers.



06

About Adani Total Gas Limited

Business Structure

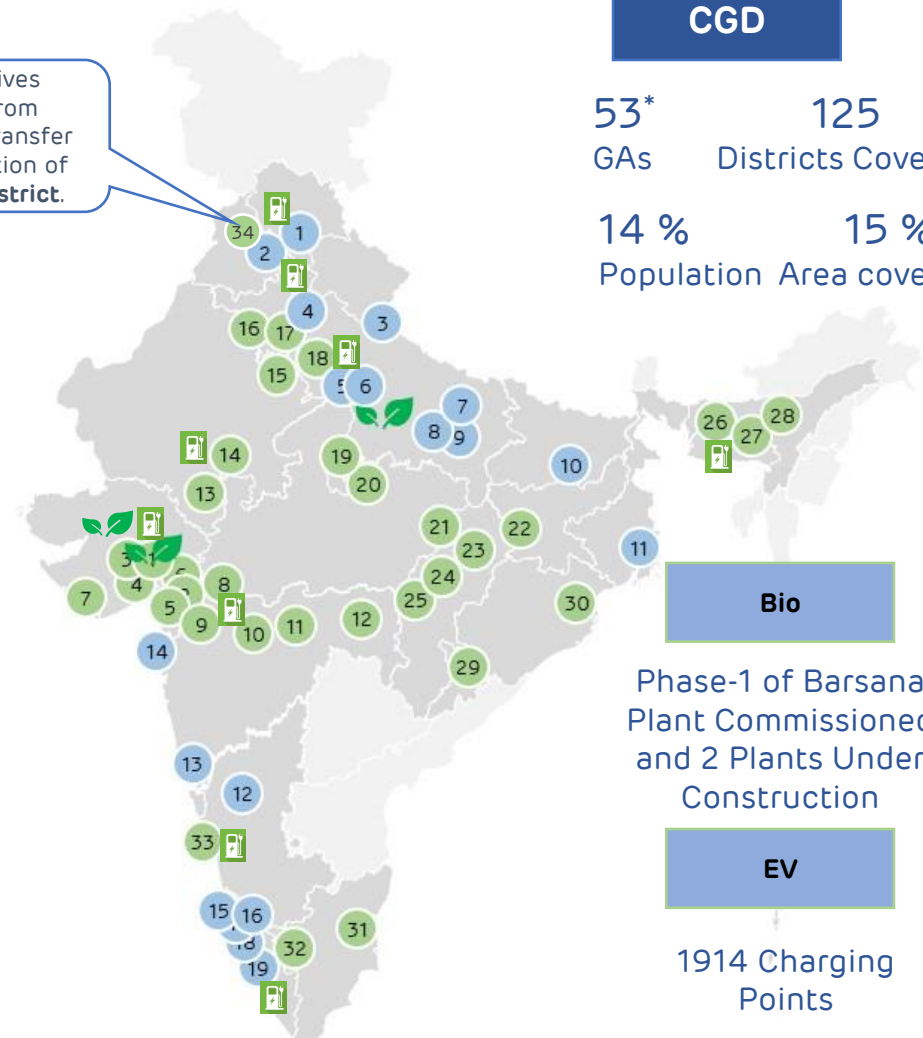


ATGL – Diversified Energy Platform for meeting consumers requirement

GA : Geographical Area

ATGL Presence

ATGL receives approval from PNGRB for transfer of Authorization of Jalandhar District.



CGD

53* GAs 125 Districts Covered
 14 % Population 15 % Area covered#

Bio

Phase-1 of Barsana Plant Commissioned and 2 Plants Under Construction

EV

1914 Charging Points

Please refer annexure for list of all GAs

■ ATGL Existing GA
 ● IOAGPL GA
 EV Charging
 BioGas Project



07

**ATGL: Digitization and
Customer Delight**

Projects

SOUL Control Center

- **Centralized SCADA**
- **GIS**
 - CNG stations/assets
 - LCNG Stations
 - Biogas plants

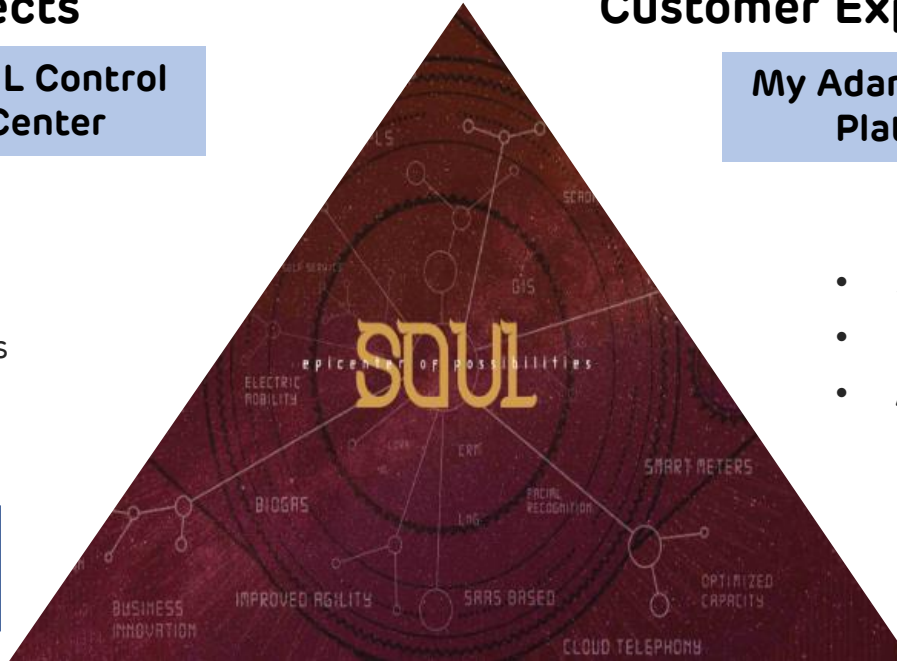
Centralized Monitoring of Assets

Customer Experience

My Adani Gas App Platform

- Self billing and payments
- End-to-end customer journey
- After sales services

~98% of collections are made digitally



Operational Excellence

Digital Platforms

- Industry cloud for Analytics based decision making
Monitor and improve unit profitability

NANO

“No Automation No Operations” for all business functions to ensure 100% digitalization of manual tasks

My Adani Gas App : 360° Digitalization for Consumers

adani Gas

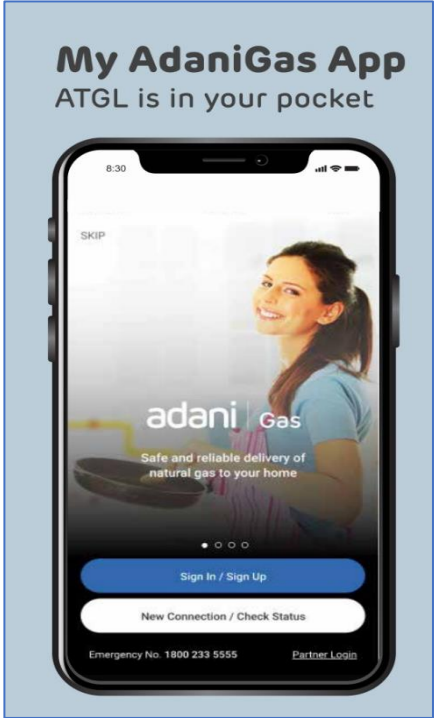
FIRST CGD IN INDIA TO UTILIZE CLOUD-BASED SAP INTEGRATED

Features

- 1 Multilingual support - Gujarati/Hindi/English
- 2 Automated responses to customers' calls
- 3 Direct Data availability from the SAP system
- 4 Self-help for customers
- 5 Customer Friendly and Simple support system
- 6 Faster resolution of customer query
- 7 Solution on the fingertips
- 8 Auto generation of Complaint/ Request and Query

Call Addressed by IVRS

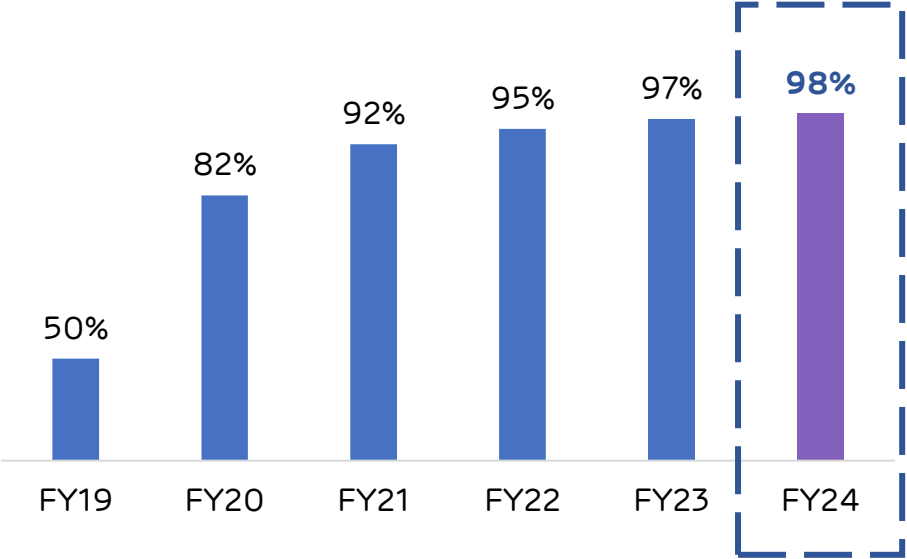
- 17% of the total calls are addressed by IVRS.
- Avg. calls handled by IVRS: **12K calls/month**



Available in Hindi | English & Gujarati

24 x 7 Customer Support

Share of Digital Payment in all Consumer Transactions (%)



Significant growth in the share of Digital Transactions on back of various consumer focused initiatives

Committed to Consumer Delightfulness



08

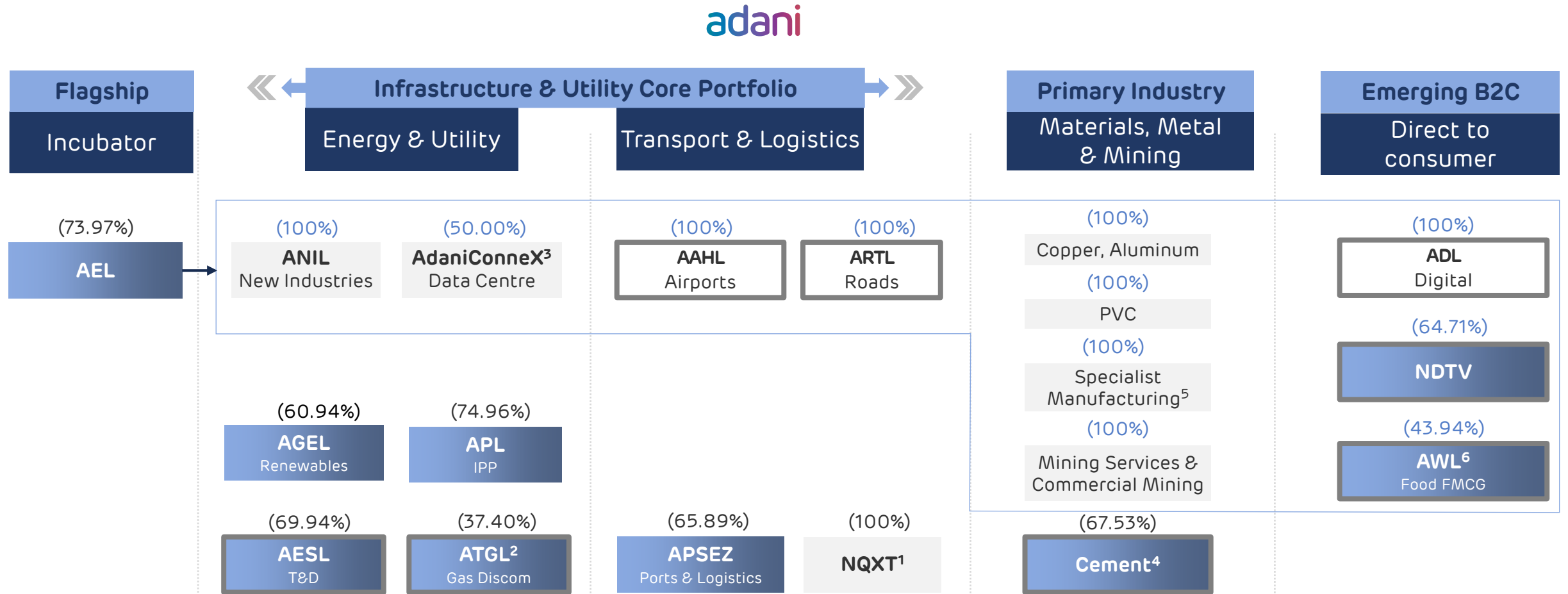
**ATGL: Promoter's
Overview**

08a

About Adani Group



Adani Portfolio: A World class Infrastructure & Utility portfolio

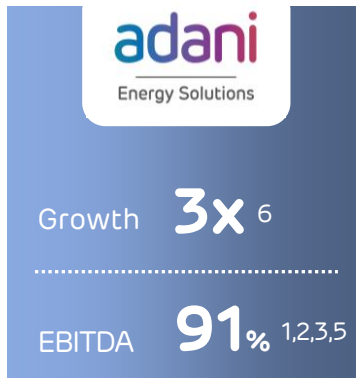
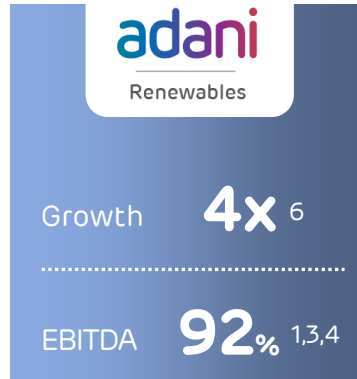
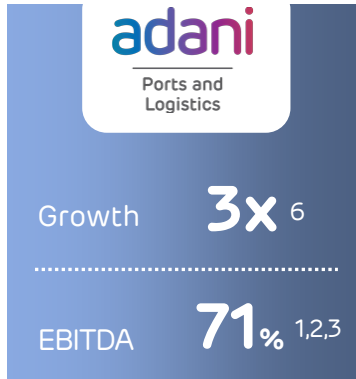


A multi-decade story of high growth centered around infrastructure & utility core

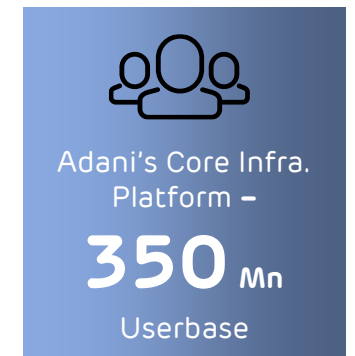
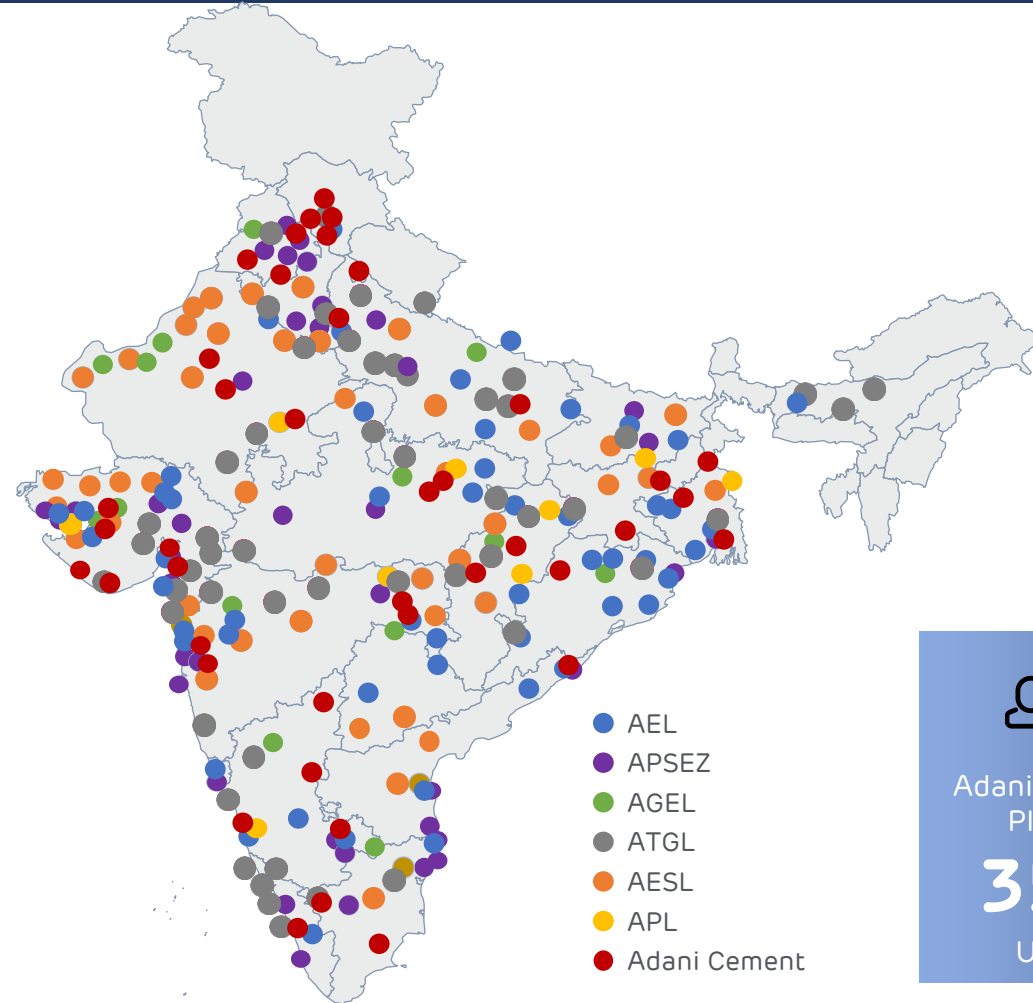
1. NQXT: North Queensland Export Terminal | 2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex, | 4. Cement includes 67.53% (67.57% on Voting Rights basis) stake in Ambuja Cements as on 31st December, 2024 which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited. Ambuja Cements Ltd. holds 58.08% stake in Sanghi Industries Ltd. | 5. Includes the manufacturing of Defense and Aerospace Equipment | 6. AEL to exit Adani Wilmar JV, diluted 13.50% through Offer For Sale (13th Jan'24), residual stake dilution is pursuant to agreement between Adani & Wilmar Group. | 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 Labs Pvt. Limited; IPP: Independent Power Producer | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride | Promoter's holdings are as on 31st December, 2024.

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

Secular growth with world leading efficiency



National footprint with deep coverage



Note: 1. Data for FY24 ; 2. Margin for Indian ports business only | Excludes forex gains/losses; 3. EBITDA: Earning before Interest Tax Depreciation & Amortization | EBITDA: PAT + Share of profit from JV + Tax + Deferred Tax + Depreciation + Finance Cost + Forex Loss / (Gain) + Exceptional Items 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 408 MMT (14%) between 2014 and 2024, outpacing the industry's growth from 972 MMT to 1539 MMT (5%). **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 20,509 ckm (14%) between 2016 and 2024, surpassing the industry's growth from 3,41,551 ckm to 4,85,544 ckm (4%). **ATGL** 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 Ports and Special Economic Zone Limited | AESL: Adani Energy Solutions Limited | APL: Adani Power Limited | AGEL: Adani Green Energy Limited | Growth represents the comparison with respective industry segment. Industry source: APSEZ (domestic cargo volume): <https://shipmin.gov.in/division/transport-research> | Renewable (operational capacity): [Installed Capacity Report - Central Electricity Authority \(cea.nic.in\)](https://www.cea.nic.in/) | AESL (ckms): [National Power Portal \(npp.gov.in\)](https://www.npp.gov.in/) | ATGL (GAS): [Brochure petroleum.cdr \(pnqrb.gov.in\)](https://www.pnqrb.gov.in/) | ckms: circuit kilometers | GA: Geographical Areas

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



Note 1 Adani Environmental Resource Management Services Ltd. (additional company is being proposed)
 O&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 |



08b

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.



OIL



NATURAL
GAS



ELECTRICITY



HYDROGEN



BIOMASS



WIND



SOLAR

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

This energy journey is ours.



Our integrated business model

We are present across the entire value chain, from production to distribution

Our employees

100,000+ people representing 160 nationalities and 740+ professions
A diversity which is decisive for our competitiveness and attractiveness

Our global footprint

We are active in more than 130 countries

FINANCIAL PERFORMANCE

\$21.4 bn

Net Income in 2023

\$36.2bn

Cash-Flow in 2023

OPERATIONAL PERFORMANCE

80.1 GW



Renewable power generation gross capacities

2.8 Million



Clients Gas

33.4 TWh



Net power production

5.9 Million



Clients Power

449 kboe/d



Integrated LNG production

44 Mt



LNG Sales

2,034 kboe/d



Hydrocarbon production

1,436 kb/d



Refinery throughput

2030 OBJECTIVES



World no. 3 in LNG



30% Polymers produced from recycled materials



1.5 Mt/y Sustainable Aviation Fuel production



20 TWh/y Biomethane production



100 GW renewable production capacity



150,000 charging points for electrical vehicles



1 Mt production of green hydrogen

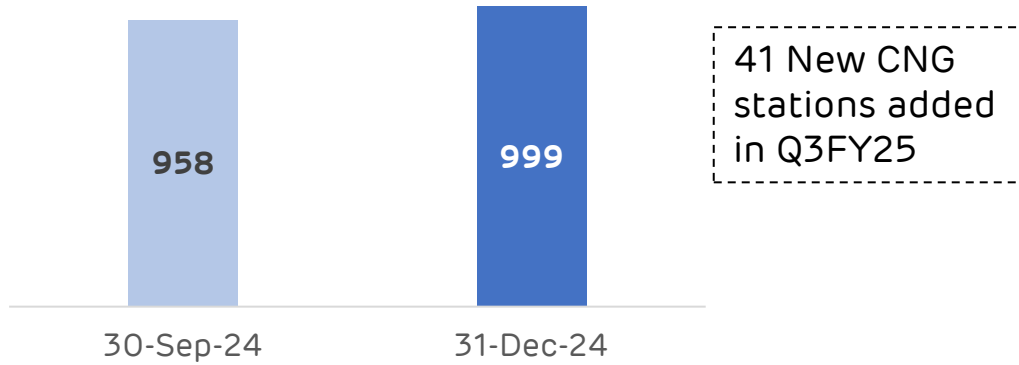


100 operated hydrogen stations

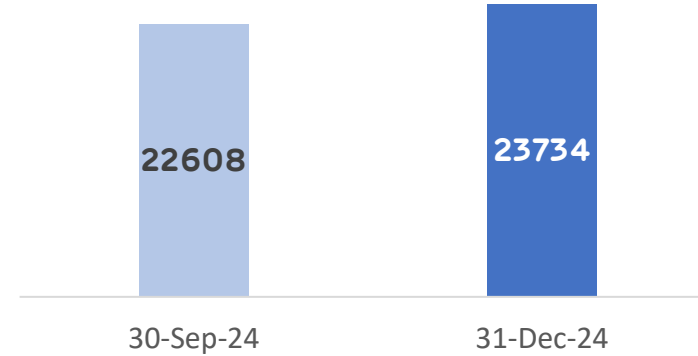
Annexure

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

CNG Stations

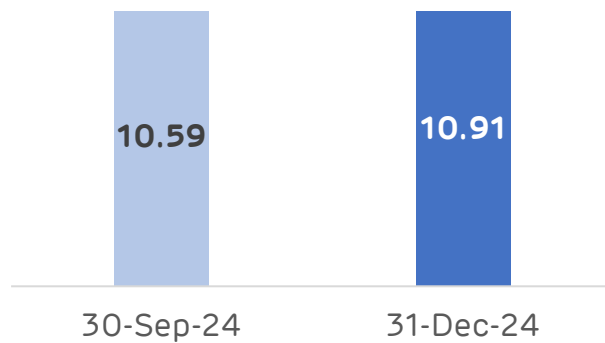


Steel Network in Inch-Km

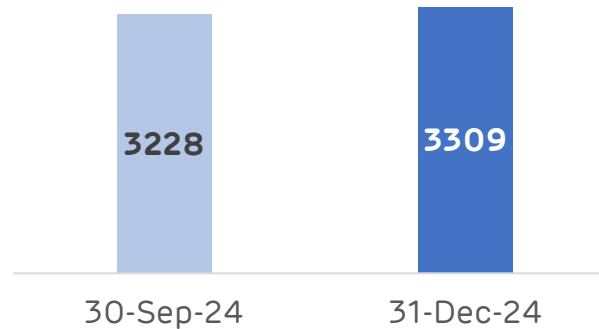


PNG Connections

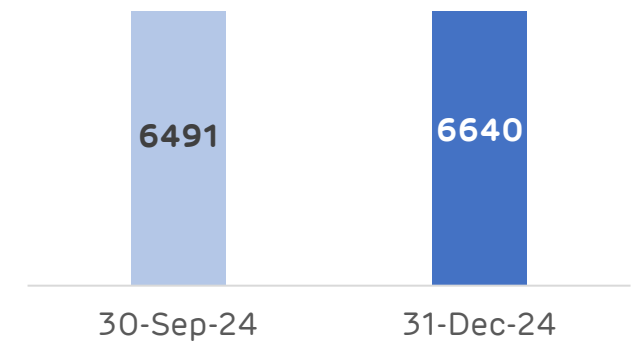
No of Households (Lakhs)



No of Industrial Connections



No of Commercial Connections



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

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31-Dec-24	30-Sep-24	31-Dec-23	31-Dec-24	31-Dec-23	31-Mar-24
Revenue from Operations	1397	1315	1243	3950	3556	4813
Operating Expenses	991	871	824	2666	2391	3188
Administrative & other Expenses	142	137	131	416	350	522
Total Expenditure	1133	1008	955	3082	2741	3710
Op. EBIDTA	264	307	288	868	815	1104
Other Income	8	6	13	25	31	47
EBIDTA	272	313	301	893	846	1150
Interest Expenses	27	23	31	77	82	111
Depreciation & Amortization Expenses	52	50	38	146	108	157
Profit Before Tax	193	240	231	670	655	882
Total tax expense	50	62	59	171	168	229
Profit After Tax	143	178	172	499	488	653
Earning Per Share (In INR)	1.30	1.62	1.57	4.53	4.43	5.94

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

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31-Dec-24	30-Sep-24	31-Dec-23	31-Dec-24	31-Dec-23	31-Mar-24
Revenue from Operations	1401	1318	1244	3958	3558	4816
Operating Expenses	994	872	824	2671	2392	3190
Administrative & other Expenses	142	140	132	420	350	523
Total Expenditure	1136	1013	956	3091	2742	3713
Op.EBIDTA	265	306	288	867	816	1104
Other Income	7	7	12	23	29	44
EBIDTA	272	312	300	890	845	1148
Interest Expenses	27	23	31	77	82	111
Depreciation & Amortisation Expenses	53	51	39	150	109	158
PBT before share of profit from joint ventures	191	238	230	662	653	878
Share in Profit/ (Loss) from Joint Venture	1.1	9.4	5.4	8.8	13.7	17.9
Profit Before Tax	192	247	236	671	667	896
Total tax expense	50	62	59	171	168	229
Profit After Tax (Consolidated)	142	186	177	500	500	668
Earning Per Share (In Rs.)	1.29	1.69	1.61	4.54	4.54	6.07

ATGL GAS

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
34	Jalandhar District	Punjab

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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	Bulandshahr (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	Ernakulam	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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