Adani Total Gas Limited

Welcome to 18th Annual General Meeting

18th July 2023
HSE – A Precondition to Work in ATGL

- Safety Awareness Culture
- Safety Strategy Sync to Business Strategy
- Personal Safety
- Process Safety
- Transport Safety
- Risk Management Approach
- Incident Management
- Safety Audits
- Asset Integrity & Reliability
- Safety Performance
ATGL - Transforming Constantly, Growing Consistently
Our DNA is to Deliver...Deliver...Deliver...

One of the Largest City Gas Distribution Networks in India

Adani Total Gas Ltd.
Adani: A World Class Infrastructure & Utility Portfolio


4. Cement business includes 63.15% stake in Ambuja Cement which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited

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

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

Adani Portfolio’s Listed Entities
Adani Portfolio: Decades long track record of industry best growth with national footprint

Secular growth with world leading efficiency

- **Adani Ports and Logistics**
  - Growth 3x
  - EBITDA 70% \(^1,2\)

- **Adani Renewables**
  - Growth 4x
  - EBITDA 92% \(^1,4\)

- **Adani Transmission**
  - Growth 3x
  - EBITDA 91% \(^1,3,5\)

- **Adani Gas**
  - Growth 1.4x
  - EBITDA 19% \(^1,3\)

National footprint with deep coverage

Adani: Repeatable, robust & proven transformative model of investment

### Phase

<table>
<thead>
<tr>
<th>Activity</th>
<th>Development</th>
<th>Operations</th>
<th>Post Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Origination</td>
<td>Site Development</td>
<td>Construction</td>
<td>Operation</td>
</tr>
<tr>
<td>Analysis &amp; market intelligence</td>
<td>Site acquisition</td>
<td>Engineering &amp; design</td>
<td>Life cycle O&amp;M planning</td>
</tr>
<tr>
<td>Viability analysis</td>
<td>Concessions &amp; regulatory agreements</td>
<td>Sourcing &amp; quality levels</td>
<td>Asset Management Plan</td>
</tr>
<tr>
<td>Strategic value</td>
<td>Investment case development</td>
<td>Equity &amp; debt funding at project</td>
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</table>

### Activity

- **India’s Largest Commercial Port (at Mundra)**: Highest Margin among Peers
- **Longest Private HVDC Line in Asia (Mundra - Mohindergarh)**: Highest availability
- **2,140 MW Hybrid cluster operationalized in Rajasthan in FY23**
- **Energy Network Operation Center (ENOC)**: Centralized continuous monitoring of plants across India on a single cloud based platform

### Performance

- **India’s Largest Commercial Port (at Mundra)**
- **Longest Private HVDC Line in Asia (Mundra - Mohindergarh)**
- **2,140 MW Hybrid cluster operationalized in Rajasthan in FY23**
- **Energy Network Operation Center (ENOC)**

### Key Achievements

- **First ever GMTN of USD 2 bn by an energy utility player in India - an SLB in line with COP26 goals - at AEML**
- **AGEL’s tied up “Diversified Growth Capital” with revolving facility of USD 1.64 Bn – will fully fund its entire project pipeline**
- **Issue of 20 & 10 year dual tranche bond of USD 750 mn – APSEZ the only infrastructure company to do so**
- **Green bond issuance of USD 750 mn establishes AGEL as India’s leading credit in the renewable sector**

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A global multi-energy company

TotalEnergies is a global multi-energy company that produces and markets energies: oil and biofuels, natural gas and green gases, renewables and electricity.

Our more than 100,000 employees are committed to energy that is more affordable, cleaner, more reliable and accessible to as many people as possible.

Active in close to 130 countries, TotalEnergies puts sustainable development in all its dimensions at the heart of its projects and operations to contribute to the well-being of people.

Safety, Respect for Each Other, Pioneer Spirit, Stand Together and Performance-Minded are what drive us. These values guide daily the actions and relations of the Company with its stakeholders.

These five strong values also require all of TotalEnergies’ employees to behave in an exemplary manner. Priority is given to safety, security, health, the environment, integrity in all its forms (including the fight against corruption, fraud and anti-competitive practices) and human rights.

It is through the strict adherence of our employees to these values and to this course of action that our Company intends to build strong and sustainable growth for ourselves and for all of our stakeholders. In this way, we deliver on our commitment to better energy.
## Key figures

### 2022 KEY FIGURES

#### Financial indicators

- **Adjusted net income** (TotalEnergies share): **$36.2 billion**
- **Return on equity (ROE)**: **32.5%**
- **Return on average capital employed (ROACE)**: **28.2%**
- **Operating cash flow before working capital changes w/o financial charges (OACF)**: **$47.0 billion**

- **Net income** (TotalEnergies share): **$20.5 billion**
- **Gearing ratio**: **7.0%**
- **Net investment including 4 G$ in low-carbon energies**: **$16.3 billion**
- **Pre-dividend organic cash breakeven**: **$23.2/boe**

- **Ordinary and special dividend per share for the fiscal year 2022**: **€2.81 +€1**

### OUR OPERATIONAL PERFORMANCE

- **17 GW** Renewable power generation gross capacities
- **33 TWh** Net power production
- **17 Mt** LNG production
- **2,765 kboe/d** Hydrocarbon production
- **6.1 M** Gas clients sites
- **48 Mt** Power clients sites
- **48 Mt** LNG Sales
- **1,472 kb/d** Refinery throughput

### OUR 2030 OBJECTIVES

- **40 Mt CO2eq** Greenhouse gas emissions Scope 1+2 of operated facilities
- **0.67** Total recordable injury rate
- **27.5** % of women among senior executives
- **37.4** % of non-French nationals among senior executives

- **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**
Expanding Landscape... Seizing Opportunities

Adani Total Gas Limited

2 SPVs - 100% Subsidiaries
- e-Mobility
- Biomass

City Gas Distribution
33 GAs | 94 Districts

LNG for Trucks*

Joint Venture(s)
- 50:50 JV with Indian Oil Corporation Limited
  19 GAs | 30 Districts
- 50:50 JV with GSEC Limited

IGX
5% Stake in IGX

*Roll out in progress
Ever Expanding Footprints
Journey Full of Milestones

2005
- First Domestic Connection at Ahmedabad
- Started Faridabad GA development

2013
- Formed a strategic 50:50 JV with IOCL (IOAGPL)
- Got authorization for 2 GAs in IOAGPL

2015
- Got authorization for 5 GAs in IOAGPL

2018
- Got authorization for 13 GAs in ATGL and 11 GAs in IOAGPL (9th round)
- Listing of ATGL on BSE/NSE

2019
- Got Authorization for 2 GAs in ATGL
- 8.1 GA in IOAGPL (10th round)

2020
- Supermajor Total, now TotalEnergies inducted as a Strategic Investor in ATGL (37.4%)

2021
- Name Change - AGL to ATGL
- Delivered all time high physical & financial performance

2022
- 14 New GAs (11th round)
- First EV station
- First Biogas plant at Varanasi
- Launch of Greenmosphere initiative

2023
- Formed 2 wholly owned subsidiaries - ATBL, ATEL
A few chosen moments of Pride

100+ EV Charging points

My AdaniGas App Multilingual

Highest Sales 2.4 MMSCMD

Highest 1.24 Lakhs new home PNG Connection in FY 2022-23

India’s one of the largest CBG plant at Barsana

ESG-Diesel to CNG
100% of ATGL’s vehicles are running on CNG*

* In the CNG available areas
Awards & Recognition

The Good Corporate Citizen Award for the year 2022

Highlights from Sustainability Report 2021-22

ATGL's Maiden Sustainability Report

Maiden Participation in Dow Jones Sustainability Indices ESG ratings (Scored 50 with sectorial average of 33)

ET Global's Annual Gas Awards “Best ESG Initiative of the year”

100 Million Trees by 2030

Adani Group's Pledge to TT.org

ATGL's IBBI Declaration
Our Backbone: Nation’s Pride, Pipeline Network

Pipeline Network

Figures are in kms

<table>
<thead>
<tr>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
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<tr>
<td>6661</td>
<td>7672</td>
<td>8107</td>
<td>9100</td>
<td>10326</td>
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Added 1226 Km of Pipeline Network in FY23
Driving ahead responsibly: CNG stations

CNG Station

<table>
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<tr>
<th>Year</th>
<th>Stations</th>
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<tr>
<td>FY 2019</td>
<td>82</td>
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<tr>
<td>FY 2020</td>
<td>115</td>
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<tr>
<td>FY 2021</td>
<td>217</td>
</tr>
<tr>
<td>FY 2022</td>
<td>334</td>
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<tr>
<td>FY 2023</td>
<td>460</td>
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Added 126 stations in FY23

Figures in numbers
PNG with Smile at Every Home: Domestic Customers

Domestic Customers

Figures in Millions

<table>
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<tr>
<th>Year</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
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<tr>
<td></td>
<td>0.38</td>
<td>0.4</td>
<td>0.5</td>
<td>0.6</td>
<td>0.7+</td>
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Added 1.24 Lakhs Domestic Customers in FY23
Fueling Uninterrupted PNG supply: Commercial Customers

Commercial Customers

- FY 2019: 2580
- FY 2020: 2986
- FY 2021: 3300
- FY 2022: 3856
- FY 2023: 5031

Figures are in numbers.
Fueling Uninterrupted PNG supply: Industrial Customers

Industrial Customers

- FY 2019: 1292
- FY 2020: 1480
- FY 2021: 1666
- FY 2022: 1820
- FY 2023: 2404

Figures are in numbers
Facing challenges...still Sustaining & Growing Volumes

Yearly Average Daily Volume

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<tr>
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<tr>
<td>FY 2019</td>
<td>0.7</td>
<td>0.8</td>
<td>1.5</td>
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<tr>
<td>FY 2020</td>
<td>0.8</td>
<td>0.8</td>
<td>1.6</td>
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<tr>
<td>FY 2021</td>
<td>0.8</td>
<td>0.6</td>
<td>1.4</td>
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<tr>
<td>FY 2022</td>
<td>0.9</td>
<td>1.0</td>
<td>1.9</td>
</tr>
<tr>
<td>FY 2023</td>
<td>0.8</td>
<td>1.3</td>
<td>2.1</td>
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Figures in MMSCMD

Highest Sale of 2.4 MMSCMD in a day

ADANI TOTAL GAS LIMITED (ATGL) | CGD | e-Mobility | Biomass
Growing Financial Outcomes (1/2)

Revenue from Operations

<table>
<thead>
<tr>
<th>Year</th>
<th>Figures (INR Crore)</th>
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<tbody>
<tr>
<td>FY 2019</td>
<td>1823</td>
</tr>
<tr>
<td>FY 2020</td>
<td>1991</td>
</tr>
<tr>
<td>FY 2021</td>
<td>1,784</td>
</tr>
<tr>
<td>FY 2022</td>
<td>3,206</td>
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<tr>
<td>FY 2023</td>
<td>4,683 (46% growth)</td>
</tr>
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27% CAGR over 4 years

Figures in INR’Crore
Growing Financial Outcomes (2/2)

**EBITDA**

- FY 2019: 541
- FY 2020: 639
- FY 2021: 749
- FY 2022: 815
- FY 2023: 907

CAGR (4 yrs) - 14%

**PAT**

- FY 2019: 229
- FY 2020: 436
- FY 2021: 472
- FY 2022: 505
- FY 2023: 530

CAGR (4 yrs) - 23%

**Highest ever PAT**

Figures in INR’Crore
Seizing Newer Opportunities: e-Mobility

Powering Nation’s Green Drive
104 Charging points at 26 sites
e-Mobility: On Fast Track Growth Path

Intensifying our future presence across:

- State & National Highways
- Focus on B2B Growth
- Grow B2C
- Airports, Ports, Urban Locations
- Tourist/Heritage Sites

Powering to all
2W | 3W | Car | Bus
Seizing Newer Opportunities: Biomass

Upcoming Barsana Biomass Plant

1st CBG Station at Varanasi

Many more Biomass plants are under consideration

- 600 TPD Plant Capacity
- 42.6 TPD CBG
- 217 TPD Solid Fertilizer
- 74 TPD CO₂ Production
- 3 Phases
- 1st CBG Station Varanasi

ADANI TOTAL GAS LIMITED (ATGL) CGD e-Mobility Biomass
360° Digitalization for Consumers: Committed to Delightfulness

My AdaniGas App
ATGL is in your pocket

- New PNG Connection
- Quick Bill Pay
- Name Transfer
- e-KYC
- After-sales Service
- Faster Response Time
- Complaint Registration
- Meter Reading Submission
- Status of Application
- Payment
- Auto Save Data
- Chatbot
- Multi-lingual (English, Hindi & Gujarati)
- Generate your own bill
- 24/7 Customer Support
Robotization, Automation, Innovation

SOUL, a way of life at ATGL

Automation  Digitalization  Innovation

SOUL is a single Digital Business Platform
A path of Growth with Goodness-360° approach

Ten-Fold Approach

Operational and execution excellence
Safety
Sustainability
Capital Management
Human Capital
Governance
Compliances
Customer Centricity
Ceasing newer opportunities
Volume expansion and future proofing

Our Centres of Excellence

Channel Management
Logistics
Payable
Unit Profitability
Value Added Services

The Ten-Fold Approach will strengthen the Company’s preparedness to address opportunities with de-risked speed.
ESG commitment - Greenmosphere

Green Millennials (School Program)  Biodiversity Park, Gota

Greenmosphere is an initiative to develop a Low Carbon Society in India

Schools 30+  Students Trained 4250+  2.2 Lakh+ Saplings Planted
Giving Back, Touching Hearts & Souls: CSR Commitment

Education

Adani Vidya Mandir, Ahmedabad
Free education: 954 students (46% Female); Standard 4-12th
Collaboration:
• NIE, Singapore for STEM
• UNICEF- Campus Knowledge Initiative
• Science City

18 Students Received PM YASASVI Scholarship
Amit Khokhar, AVMA Alumnus (2020) secured the first position in Year 2022’s NAEST (National Anveshika Experimental Skill Test)
Flying Cadet Sergeant (SGT) Khevna Parmar represented Gujarat State in Ceremonious Republic Day parade
Two students selected for AFS Global STEM Academies Intercultural Exchange Program

Biomass Plant - Varanasi

Converting waste & developing community
Building a Diversified and Inclusive Culture
The growth journey continues…

Piped Natural Gas (PNG)

CGD

EV
CBG
LNG

CNG-Vehicle
EV-Vehicle
CBG-Vehicle
LNG-Vehicle

ADANI TOTAL GAS LIMITED (ATGL)
CGD | e-Mobility | Biomass
THANK YOU