

Social Media Annual Report (SMART) 2022-23

The 2-minute Annual Report



BUILDING A BETTER TOMORROW

EMPOWERING THE FUTURE
WITH A CLEANER ENERGY MIX



Adani Total Gas Limited

CGD | E-Mobility | Biomass

At Adani Total Gas Limited,

we are bringing to our business the experience of yesterday, addressing the challenges of today and reinforcing our commitment to build a better tomorrow.



Chairman Gautam S Adani's message

Every challenge we have faced has made us more resilient. This resilience is vindicated by the outcomes we deliver.

Our Balance Sheet, our assets, and our operating cashflows continue to get stronger and are now healthier than ever before. The pace at which we have made acquisitions and turned them around is unmatched across the national landscape and has fuelled a significant part of our expansion.

Since the announcement of the joint venture partnership between Adani Group and TotalEnergies, Adani Total Gas Limited (ATGL) has grown from strength to strength. The partnership is deriving significant synergies between Adani Group's capabilities in developing world-class assets

and TotalEnergies's global best practices and LNG knowhow.

I am delighted that ATGL, being one of the largest CGD companies in India, is accelerating CGD infrastructure growth across India and consumer-centricity approach, expanding its horizons to e-mobility and biomass businesses.

We have always believed in our 'growth with goodness' philosophy and our track record speaks for itself. Your Group will continue to consolidate what it has built while looking at expanding its horizons. I reaffirm and assure that we are committed to the highest levels of governance and regulatory compliance.



Executive Director & CEO's overview

By Suresh P Manglani

At Adani Total Gas Limited (ATGL), we completed laying 10,888 InchKm of steel pipeline, adding 1,951 Inch-Km line in FY 2022-23. Our CNG station footprint increased to 460 following the addition of 126 during the last year.

We are committed to creating a market from scratch across the geographical areas (GAs), including joint ventures, allocated to us that comprise 14% of India's population.

We expanded our horizons from initially 4 GAs to 19 and now 33 GAs (standalone) comprising 94 districts pan-India.

Added to this number are 19 GAs with our JV- Indian Oil Adani Gas Private Limited (IOAGPL), following which we now have a presence in 124 districts.

I am happy to share that your company is going to build over 1,800 CNG stations in the next 7-10 years and committed to connecting every home across all

our GAs desiring to have cleaner and greener piped natural gas in their kitchens.

We are in the process of institutionalizing our robust operational foundation through our one-of-its-kind initiative – moving from applications to a single platform called SOUL, a Digital Business Platform catering to all aspects of our CGD, EV and biomass businesses.

Connecting all our businesses with SOUL will lead to transformational efficiencies, enhancing business KPIs and optimizing costs, placing the Company ahead of the curve.

We believe that this passion and enthusiasm are not merely attributes, but they represent a platform that is contagious, scalable, and profitable, enhancing value for all those associated with our company.

Our progressive footprint

ATGL
corporate
office



Biogas



Smart Meters
Technologies
Pvt.Ltd.



ATGL

- A01:** Ahmedabad city and Daskroi area
- A02:** Faridabad*
- A03:** Khurja
- A04:** Vadodara*
- A05:** Surendranagar district (EAAA) and Morbi district (EAAA)
- A06:** Barwala and Ranpur talukas
- A07:** Navsari district (EAAA), Surat district (EAAA), Tap district (EAAA) and the Dangs district
- A08:** Kheda district (EAAA) and Mahisagar district
- A09:** Porbandar district
- A10:** Bhiwani,Charkhi Dadri and Mahendragarh districts
- A11:** Nuh and Pawal districts
- A12:** Udupi district
- A13:** Balasore, Bhadrak and Mayurbhanj districts
- A14:** Bhilwara and Bundi districts
- A15:** Chittorgarh (other than Rawatbhata Taluka) and Udaipur districts
- A16:** Cuddalore, Nagapattinam and Thiruvapur districts
- A17:** Tiruppur districts
- A18:** Anuppur, Bilaspur and Korba districts
- A19:** Jhansi (EAAA) district, Bhind, Jalaun, Lalitpur and Datia districts
- A20:** Nagaon, Morigaon, Hojai, Karbi Anglong, West Karbi Anglong, Dima Hasad districts
- A21:** Kokrajhar, Dhubri, South Salmara-Mankachar and Goalpara districts
- A22:** Baksa, Barpeta, Bongaigaon, Chirang, Nalbari and Barpeta, Bongaigaon, Chirang, Nalbari and Balaji districts
- A23:** Kabirdham, Raj Nandgaon and Kanker districts
- A24:** Mungeli, Bemetara, Durg, Balod and Dhamtari districts
- A25:** Jashpur, Raigarh, Janjgir-Champa and Mahasamund districts
- A26:** Gumia, Latehar, Lohardaga, Simdega, Garhwa and Khunti districts
- A27:** Burhanpur, Khandwa, Khargone and Harda districts
- A28:** Tikamgarh, Niwari, Chattarpur and Panna districts
- A29:** Akola, Hingoli and Washim districts
- A30:** Amravati and Yavatmal districts
- A31:** Bhandara, Gondia and Gadchiroli districts
- A32:** Alirajpur, Nandurbar and Barwani districts
- A33:** Koraput, Malkangiri & Nabarangpur districts

IOAGPL

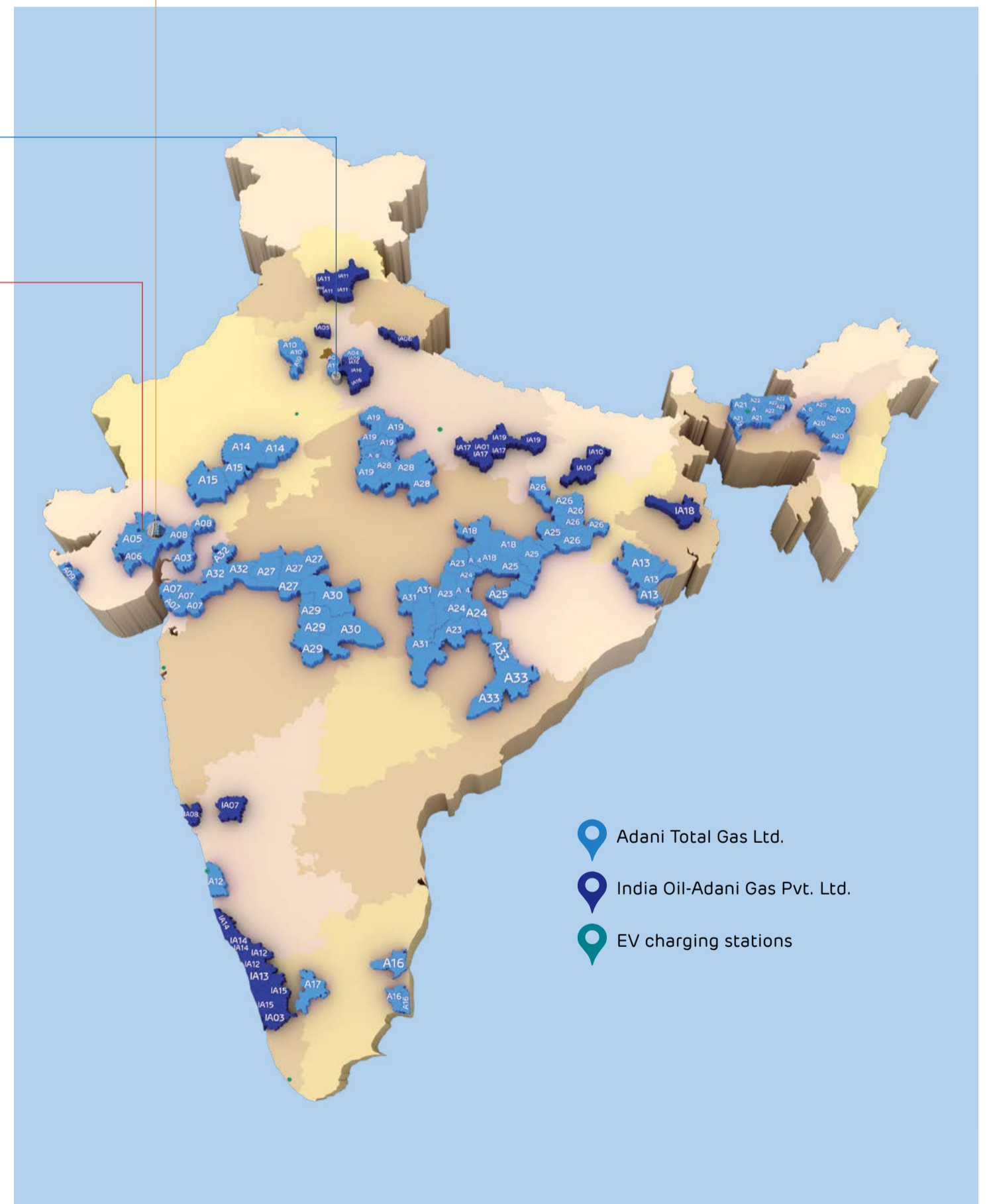
- IA01:** Chandigarh
- IA02:** Allahabad
- IA03:** Panipat district
- IA04:** Union Territory of Daman
- IA05:** Ernakulum district
- IA06:** Udham Singh Nagar district
- IA07:** Dharwad district
- IA08:** South Goa district
- IA09:** Bulandshahr (part) district
- IA10:** Panchkula district (EAAA),Sirmaur, Shimla and Solan (EAAA) districts
- IA11:** Kozhikode and Wayanad districts
- IA12:** Malappuram district
- IA13:** Kannur, Kasaragod and Mahe districts
- IA14:** Palakkad and Thissur districts
- IA15:** Bulandshahr district (EAAA), Aligarh and Hathras districts
- IA16:** Allahabad district (EAAA) , Bhadohi and Kaushambi districts
- IA17:** Burdwan district
- IA18:** Jaunpur and Ghazipur districts
- IA19:** Gaya and Nalanda districts

EV

Ahmedabad | Mumbai | Udupi | Mangalore
| Jaipur | Lucknow | Guwahati | Delhi |
Thiruvananthapuram

BIOGAS

Varanasi | Barsana



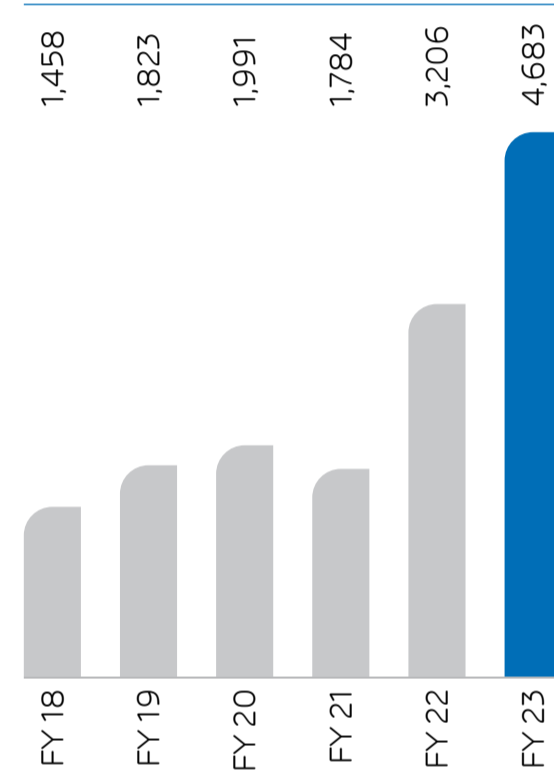
*EAAA: Except Already Authorised Area

How we have grown attractively across the years

Growing across challenging phases by enhancing customer delight

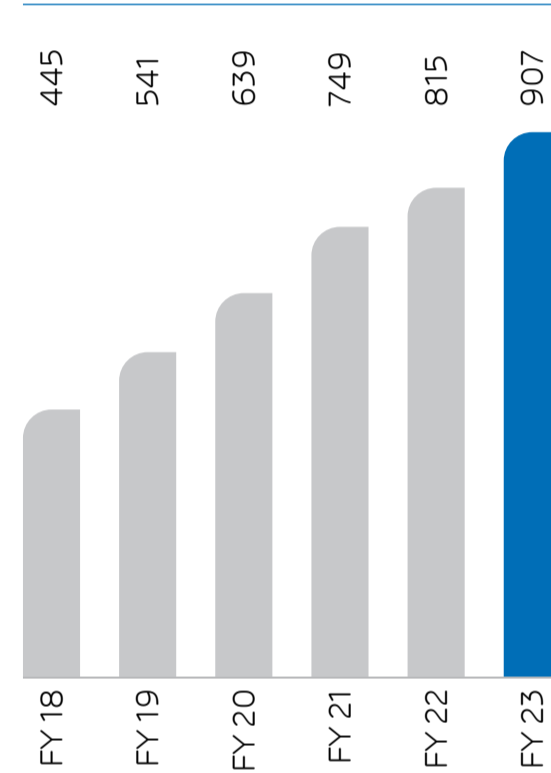
Revenue from operations

(₹ Crore)



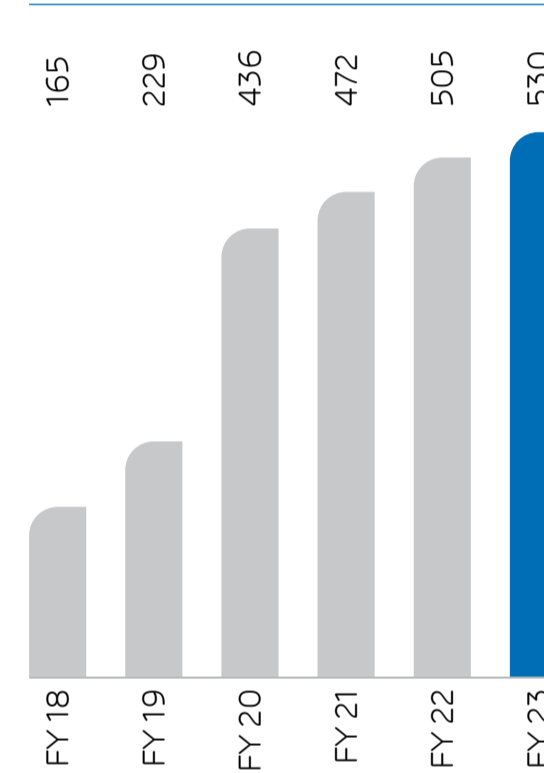
EBITDA

(₹ Crore)



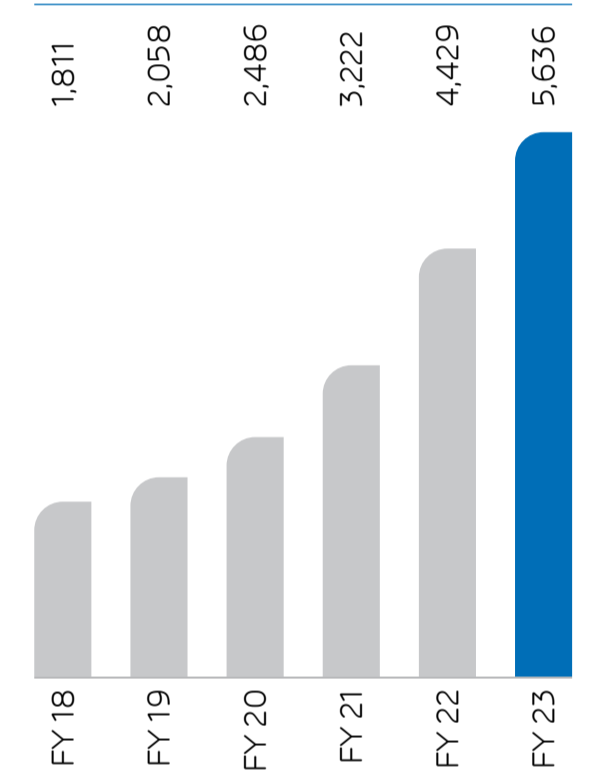
PAT

(₹ Crore)



Total assets

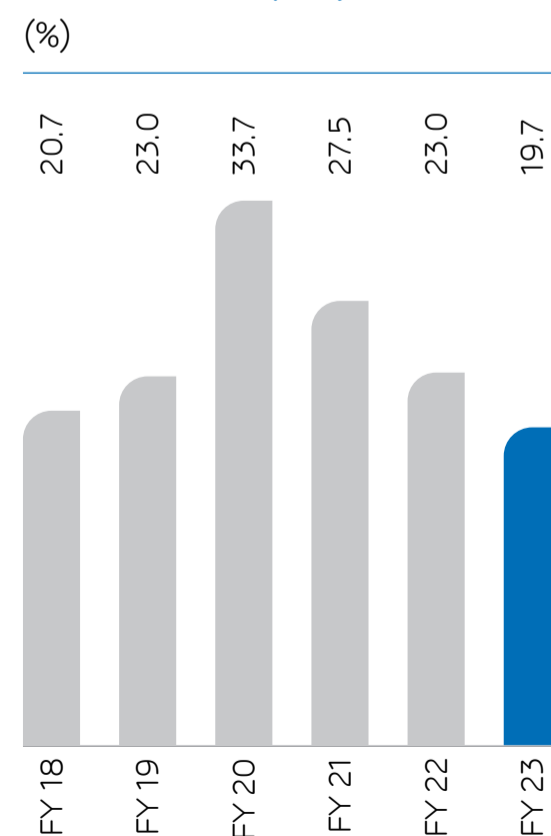
(₹ Crore)



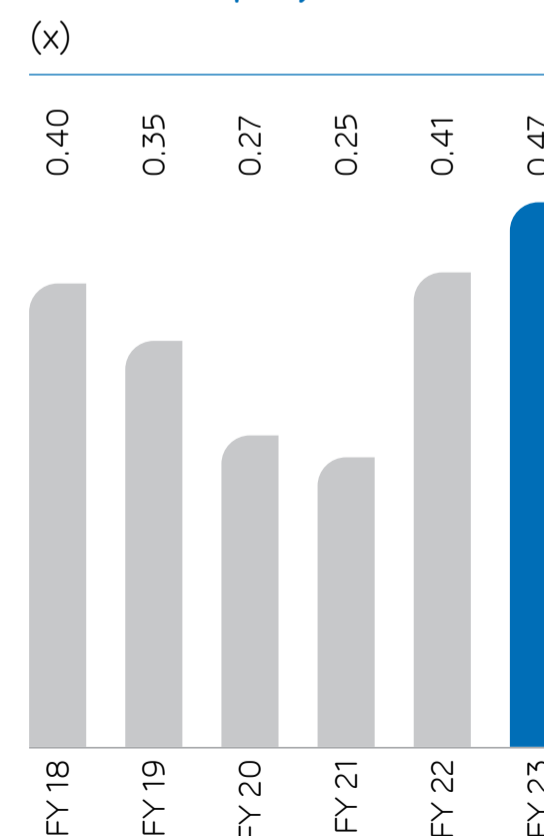
Return on capital employed (%)



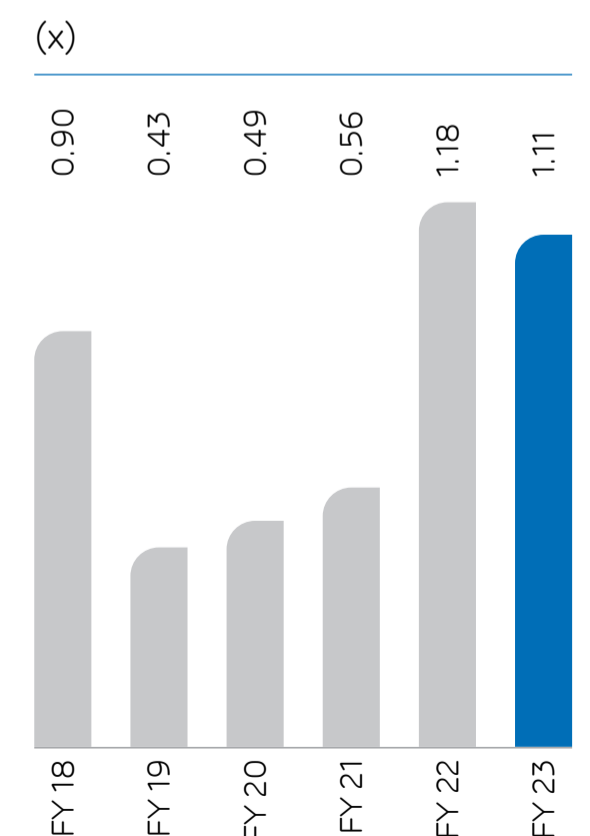
Return on Equity (%)



Debt-to-equity ratio (x)



Net debt to EBITDA (x)



What we achieved in FY 2022-23

Operational performance (Y-o-Y)

CNG stations increased to 460 following the addition of 126 stations

Total PNG homes were 7.04 Lakh following the addition of 1.24 Lakh new homes

Industrial and commercial connections increased to 7,435 following the addition of 867 consumers

Completed 10,888 Inch Km of steel pipelines across the country

Combined CNG and PNG sales volume was 753 MMSCM, an increase of 8%

Financial performance (Y-o-Y)

Revenue from operations increased 46% to ₹4,683 Crore

EBITDA of ₹907 Crore represented an increase of 11%

PBT of ₹716 Crore represented an increase of 5%

PAT of ₹530 Crore represented an increase of 5%

Business updates

Incorporated two wholly owned subsidiaries – Adani TotalEnergies E-mobility Ltd (ATEL) and Adani TotalEnergies Biomass Ltd (ATBL)

Commissioned 104 EV charging points across 26 locations

Commissioned India's first compressed bio-gas (CBG) station in Varanasi

ESG achievements

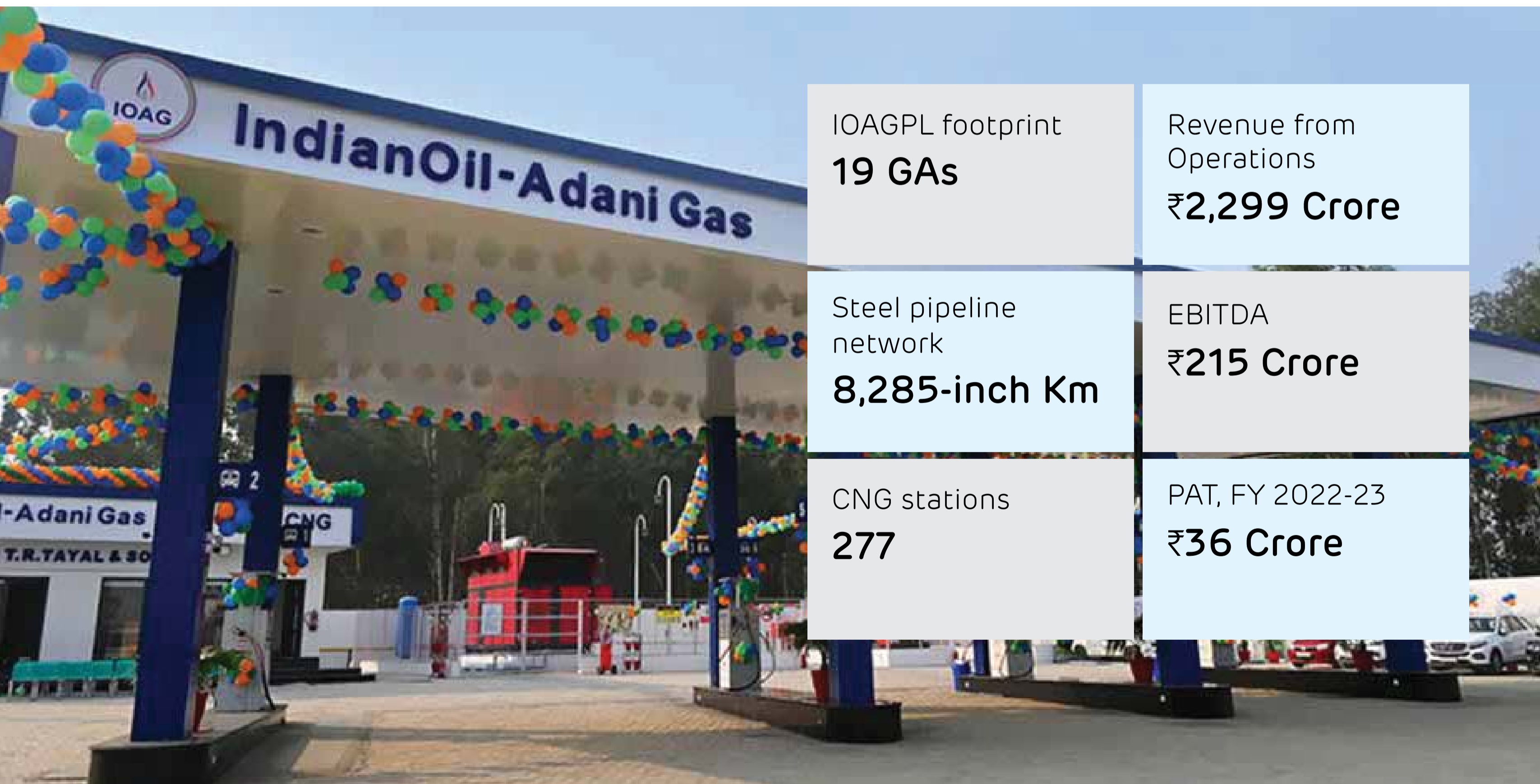
- Under Greenmosphere, 4,250+ students were trained in 30+ schools and 2.15 Lakh+ saplings were planted across various locations
- 870 kw capacity rooftop solar energy capacity was installed across 50 sites
- 100% contracted LCVs were powered by CNG
- 1,000+ Km survey was completed for methane leak detection
- ATGL published its first Sustainability report
- DJSI Rating with a score of 50 (percentile 79%)
- ATGL is a signatory with IBBI (Indian Business and Biodiversity Initiative) to strengthen its commitment to biodiversity and land use

Our joint venture Indian Oil-Adani Gas Private Limited

The 50:50 joint venture between Adani Total Gas Limited and Indian Oil Corporation Limited was established in FY 2013-14.

Indian Oil Corporation Limited brought its extensive operational track record, existing infrastructure, LNG import terminal, and retail outlets to the partnership.

These assets were effectively complemented by Adani Total Gas Limited's growing CGD experience. The joint venture capitalised on synergies between resources and knowledge to address a growing natural gas market.



IOAGPL footprint
19 GAs

Revenue from Operations
₹2,299 Crore

Steel pipeline network
8,285-inch Km

EBITDA
₹215 Crore

CNG stations
277

PAT, FY 2022-23
₹36 Crore

Our joint venture Smart Meter Technologies Private Limited



Adani Total Gas Ltd acquired a 50% stake in a company that manufactures Smart & Mechanical Gas Meters with Automatic Meter Reading (AMR).

The Company's state-of-the-art manufacturing facility is at Gangad, ~50 Kms from Ahmedabad.

The Company will comprise an R&D Centre that will cater to the development of new technologies and value-added service-oriented products.

Mechanical gas meter production commenced and smart gas meter manufacture is likely to be commissioned in FY 24.

Smart meters will be a part of a greater utility system installed at the user-end to transmit consumption data to the utility provider, replacing the need for on-site manual readings.

Residential piped natural gas



Key highlights, FY 2022-23

Added 1.24
Lakh household
connections

100% billing was
WhatsApp-based

Enhanced
customer delight
by widening
language options in
billing

97% payments were
made digitally

Provided
incentives
and empowered
consumers to submit
meter readings and
self-billing

BUSINESS SEGMENT

Industrial PNG



Key highlights, FY 2022-23

Added 249 industrial consumers

Formulated marketing activities that enhanced customer benefits, catalysing consumption

Introduced carbon footprint incentives (CFI) for a conversion to natural gas, along with incremental purchases above the contracted quantum

Introduced short-term supply proposals for high offtake consumers and contracted material volumes spread across longer durations

BUSINESS SEGMENT

Commercial PNG



Key highlights, FY 2022-23

Added 618 commercial connections

Launched marketing activities that address small and medium consumers

Enhanced the competitiveness of users compared to alternative fuels

Enhanced convenience through the My Adani Gas app

Compressed natural gas



Key highlights, FY 2022-23

Added 126 CNG stations, the highest in any year and the third year in a row

Widened network to 460 stations

CNG volumes increased by 28% to 459 MMSCM

Conducted promotions in new GAs to enhance awareness of gas benefits over alternative fuels

Provided complimentary CNG for a limited period to enhance customer engagement with CNG that could turn them into long-term consumers

Adani TotalEnergies Biomass Limited

Wholly owned
subsidiary of Adani
TotalEnergies Biomass
Limited (ATBL)

Building India's
largest compressed
biogas plant in
Barsana (near
Mathura)

600 TPD feedstock
processing capacity

Big numbers

5,000

Bio-CNG plants to be
commissioned by India
in 5 years

15

MMT of CBG to be
produced by India in
five years

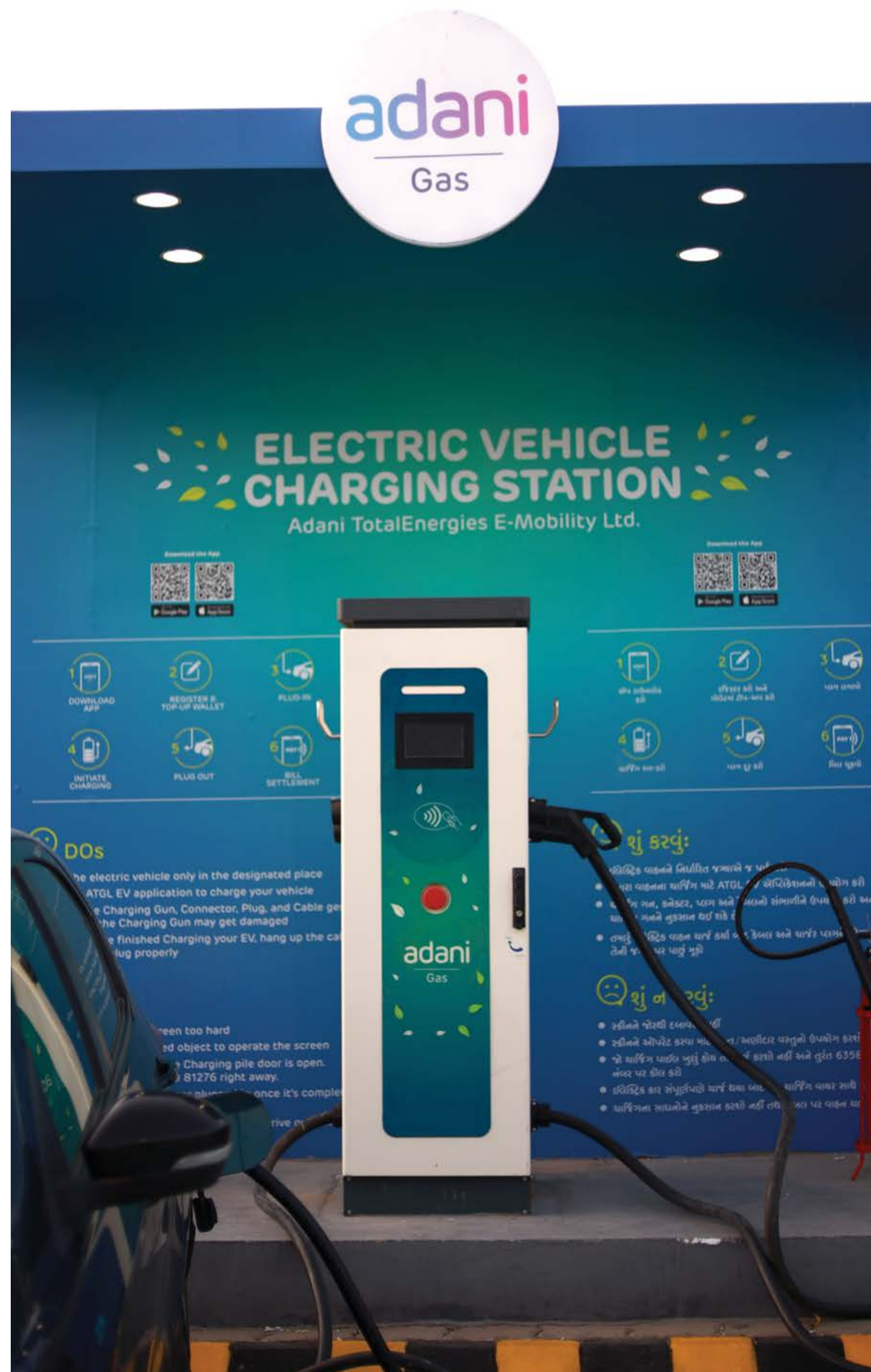
15

MTOE by 2040, CBG
output in India

52

USD Billion, targeted
infrastructure
deployment generate
bio-CNG as an
automobile fuel

Adani TotalEnergies E-mobility Limited



Wholly owned subsidiary called Adani TotalEnergies E-mobility Limited (ATEL)

To diversify into EV charging infrastructure for automotive vehicles

Business represents a natural fit with ATGL's existing business of CNG retail outlets, helping provide a range of alternative fuels to consumers.

Company in the process of entering strategic tie-ups with OEMs, technology providers, aggregators, and fleet operators, including providers of last-mile delivery solutions

In less than a year since inception, ATEL commissioned more than 100 charging points at 26 pan-India locations.

104

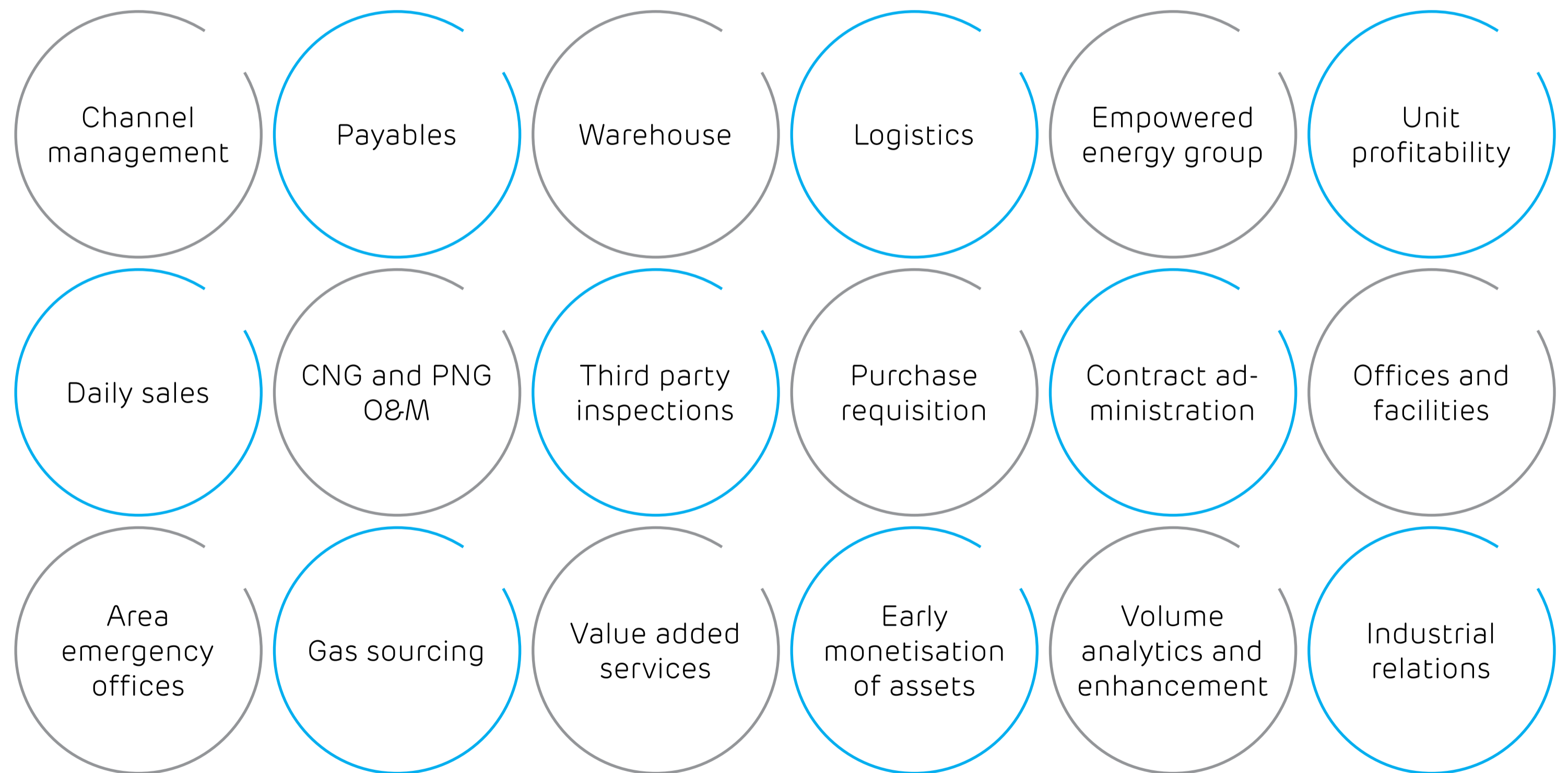
Number of charge points, 31st March, 2023

26

Number of sites where the Company was present, 31st March, 2023

Our operations management through our Centre of Excellence

Our Centres of Excellence

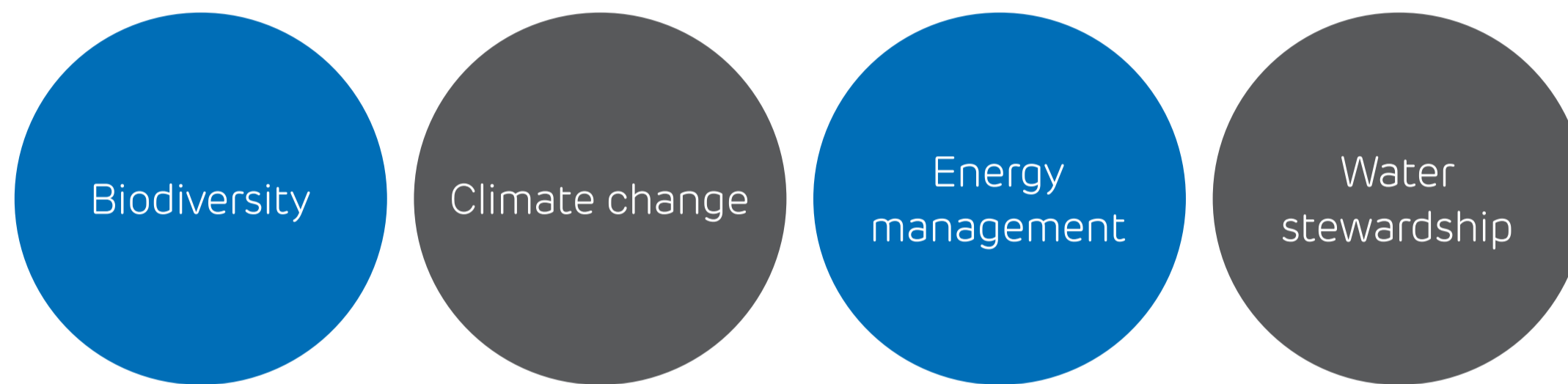


Focus COE areas

Safety First	Standardisation of Operational Process	Process Governance and Implementation	Technical Improvements and Upgradation	Business process improvement (BPI) - efficiency, effectiveness, and agility
Customer Centric : internal as well as External	Continuous Monitoring and Debottlenecking	Process Costing and Cost Optimisation	Vendor and Business Partner Journey Cycle	Uninterrupted Business Operations
Business Continuity Process	Asset Sweating and Viability	MIS and DATA Analytics	Statutory and Regulatory Compliances	Automation, Digitalisation and BOT operations

ATGL: Championing environmental responsibility for a sustainable future

Our environmental focus areas



Big numbers

870

Kw, capacity of solar rooftop plant installed at 50 sites

2.15

Lakh, Saplings planted

100%

Vehicles LCVs/HCVs are now CNG powered

72

Sites covered for energy audit

05

Certified SUP-free locations

1,000+

Km, distance covered for Lock Pressure Test (LPT) and LDAR Survey

Nurturing the community

Areas of engagement



Empowering the marginalized: Making a Lasting Impact

5,753
Villages

19
States

7.3
million, people touched through our CSR initiatives





To read the full ATGL Annual Report 2022-23, click here:

<https://www.adanigas.com/-/media/Project/AdaniGas/Investors/Financials/Annual-Report/FY23.pdf>

This is an extra investor initiative that extends beyond the exhaustive disclosures of the Company's Annual Report 2022-23