

Adani Total Gas Limited

Q1FY23 - Earnings Presentation

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Safety First at ATGL

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Ensures Zero Fatality through robust safety measures & programs



- ✓ Safety Awareness & Training
- ✓ Field HSE Assurance
- ✓ Risk Management
- ✓ Management Systems
- ✓ Incident Management
- ✓ Safety Audits

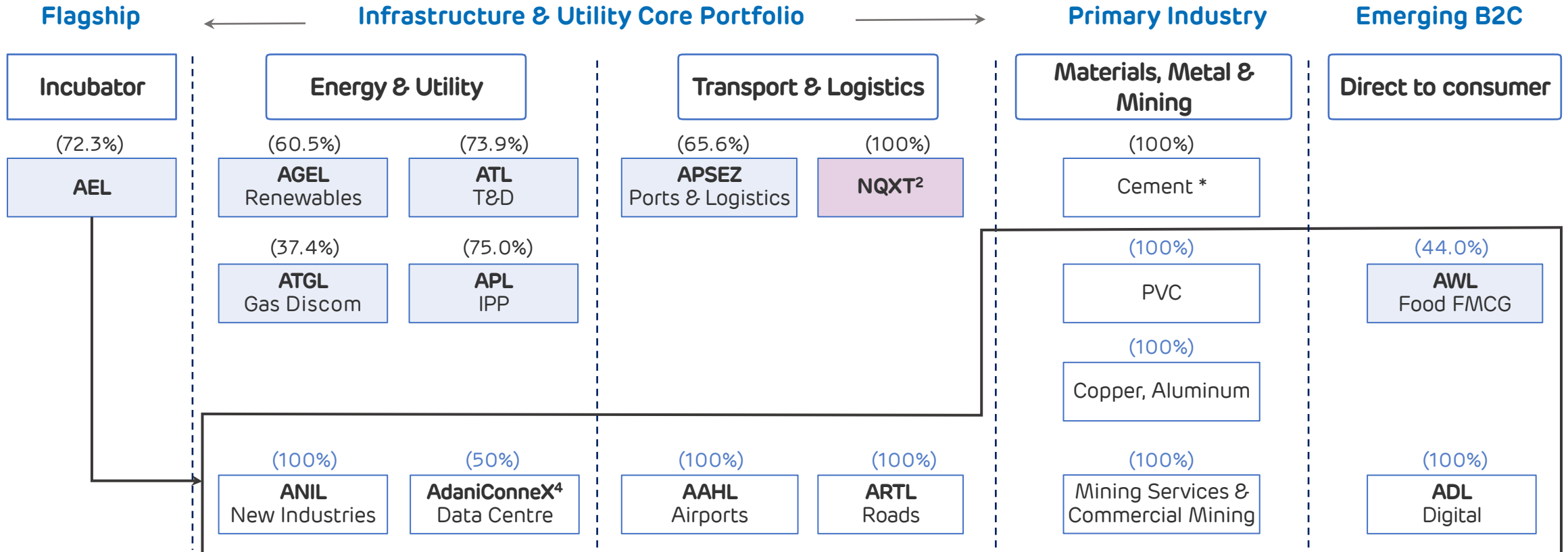
Safety is a Pre-Condition to Work for ATGL

01 a

About Adani Group

Adani : A world class portfolio

adani ~USD 170 bn¹ Combined Market Cap



(%): 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. Combined market cap of all listed entities as on June 30, 2022, USD/INR – 78.90 | 2. **NQXT**: North Queensland Export Terminal | 3. **ATGL**: Adani Total Gas Ltd, JV with Total Energies | 4. Data center, JV with EdgeConnex, **AEL**: Adani Enterprises Limited; **APSEZ**: Adani Ports and Special Economic Zone Limited; **ATL**: Adani Transmission 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

* Acquisition of Ambuja Cements Ltd and ACC Ltd for ~66MTPA of capacity is under regulatory approvals and with this acquisition, Adani is now India's second largest cement manufacturer

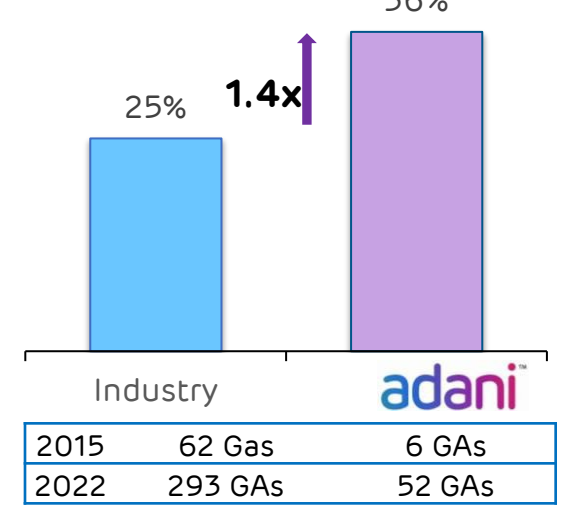
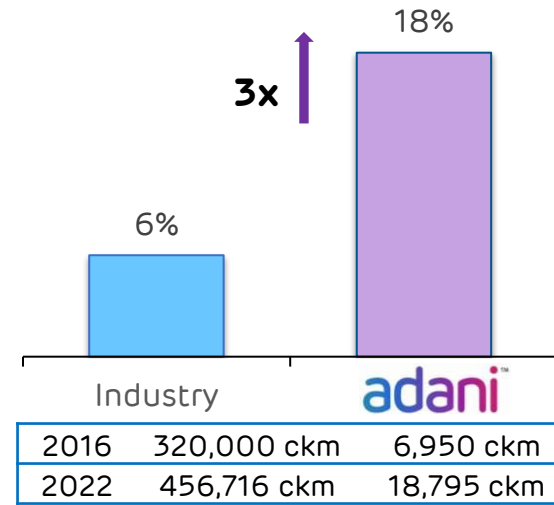
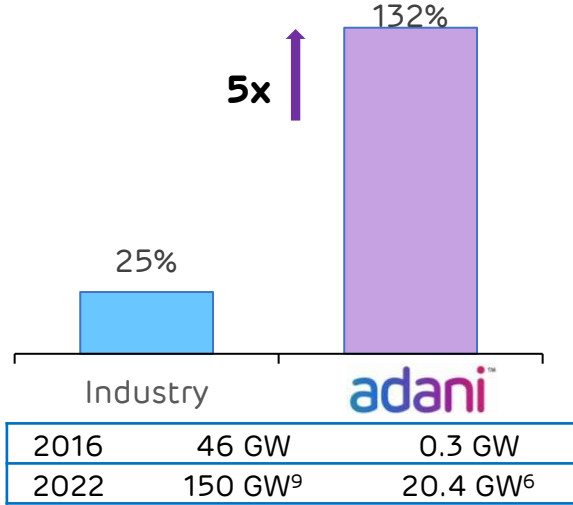
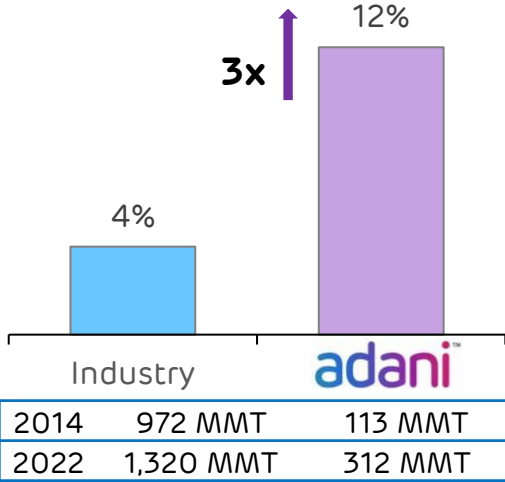
Adani: Decades long track record of industry best growth rates across sectors

Port Cargo Throughput (MMT)

Renewable Capacity (GW)

Transmission Network (ckm)

CGD7 (GAs8 covered)



APSEZ

Highest Margin among Peers globally
EBITDA margin: 70%^{1,2}
 Next best peer margin: 55%



AGEL

Worlds largest developer
EBITDA margin: 92%^{1,4}
 Among the best in Industry



ATL

Highest availability among Peers
EBITDA margin: 92%^{1,3,5}
 Next best peer margin: 89%



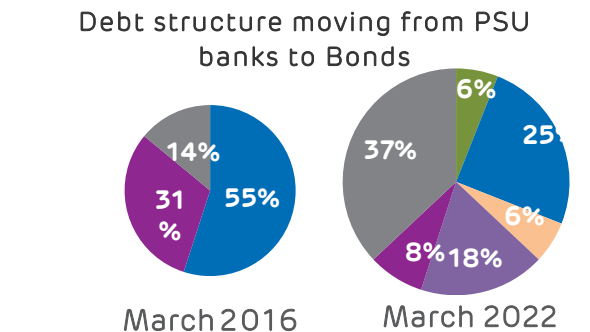
ATGL

India's Largest private CGD business
EBITDA margin: 41%¹⁰
 Among the best in industry

Transformative model driving scale, growth and free cashflow

Note: 1. Data for FY22; 2. Margin for 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. Contracted & awarded capacity 7. CGD: City Gas distribution 8. GAs - Geographical Areas - Including JV | Industry data is from market intelligence 9. This includes 17GW of renewable capacity where PPA has been signed and the capacity is under various stages of implementation and 29GW of capacity where PPA is yet to be signed' 10. Data for FY21

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



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. IG: Investment Grade, LC: Letter of Credit, DII: Domestic Institutional Investors, COP26: 2021 United Nations Climate Change Conference; AGEL: Adani Green Energy Ltd.

● PSU ● Pvt. Banks ● Bonds ● DII ● Global Int. Bank ● PSU - Capex LC

01b

About Total Group

- TotalEnergies is a **broad energy company** committed to providing energy that is ever more **affordable, clean, reliable and accessible** to as many people as possible.
- **More energy, fewer emissions:** that is the dual challenge we must meet with our customers, stakeholders and society as a whole to contribute to our planet's sustainable development and effectively address the issue of climate change.
- TotalEnergies promote renewable, decarbonized energies, produce and market fuels, natural gas and electricity.
- TotalEnergies are investing massively in solar and wind power in order to become one of the **top five producers of renewable energy by 2030**.



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.**

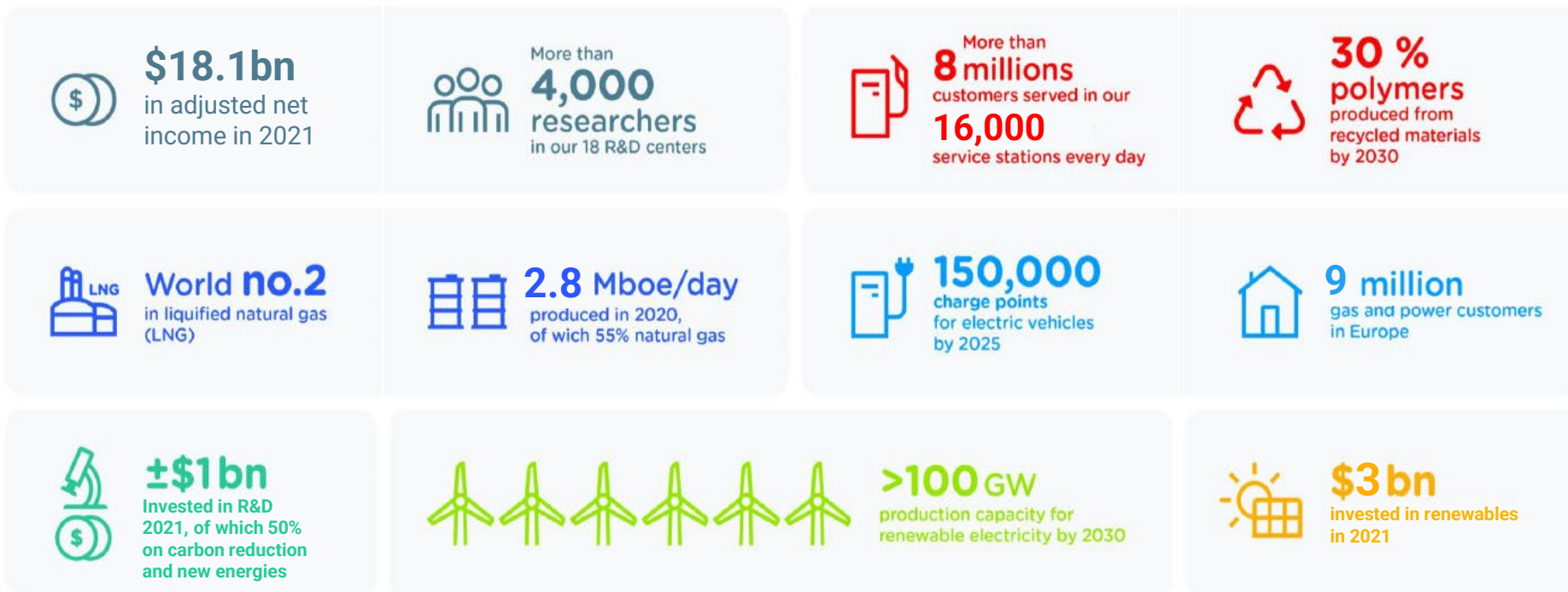
Our employees

105,000 people representing **160 nationalities** and **730 métiers.** A diversity which is decisive for our competitiveness and attractiveness.

Our global footprint

We are active in more than **130 countries** and nearly **800 production sites** worldwide.

Key Figures



02

About Adani Total Gas Limited



74.8%
Promoter Holding



Presence across
52* GAs

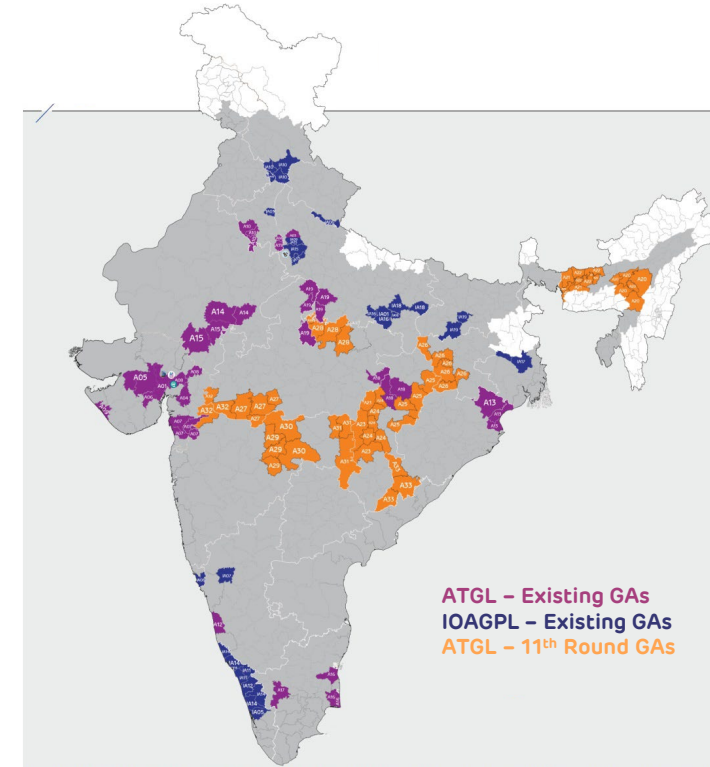
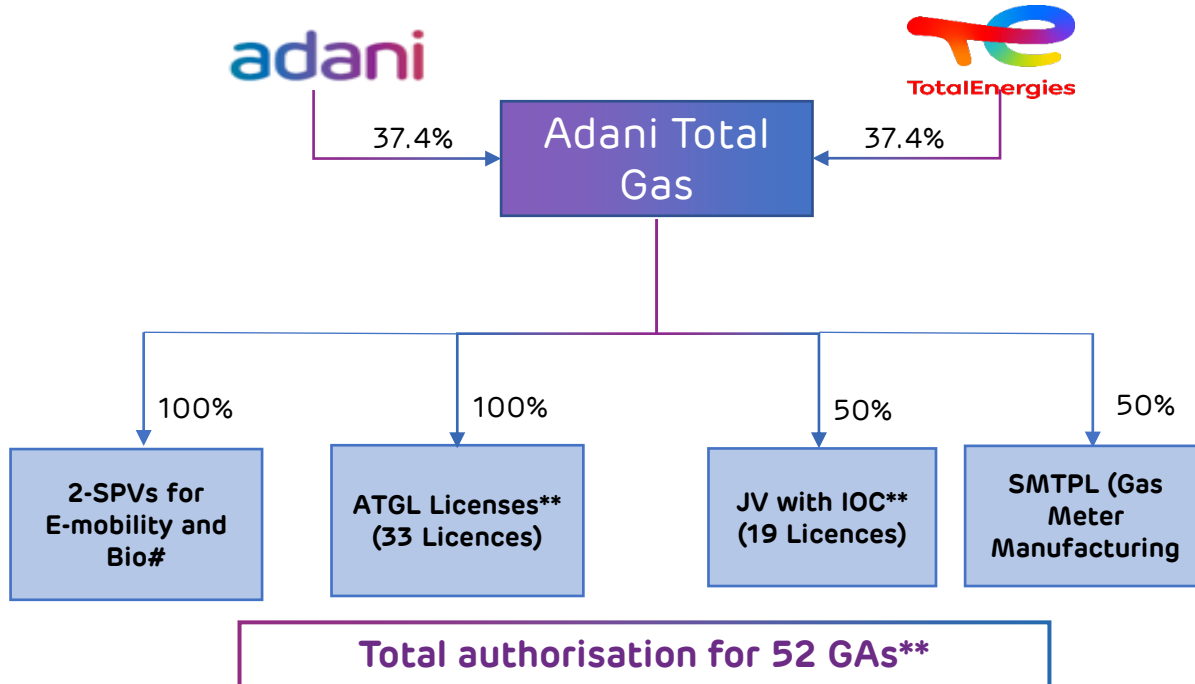


Cutting across
124
Districts



Touching
14 %
Population

Business Structure



ATGL Presence across India

ATGL has a geographically diversified portfolio in CGD sector that covers major Industrial Commercial and Domestic hubs

25 Years network exclusivity coupled with stable regulatory environment results in sustainable business model

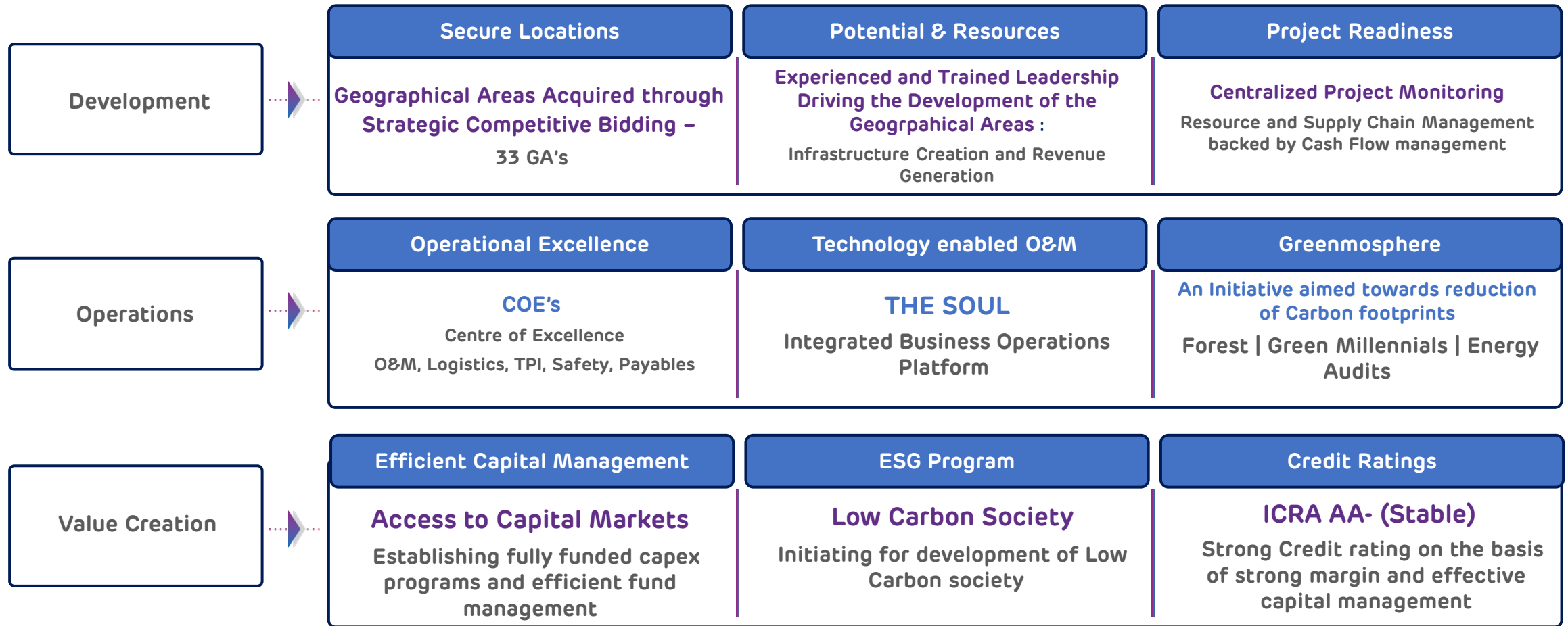
*Incl. IOAGPL

** ATGL - 15 GA won under 9th and 10th round of CGD Bidding and 14 GAs won under 11th Round of CGD Bidding

** IOAGPL - 10 GA won under 9th and 10th round of CGD Bidding

GA : Geographical Area

Board has approved the formation of two SPVs for E-mobility and Bio Businesses



India's largest private sector CGD Player, well positioned for industry leading growth

SOUL



Shall act as the centre for monitoring all the assets across the organisation connected via world class SCADA system State of the art control centre demonstrating IT-OT capabilities

My AdaniGas App

One Stop platform for all stakeholders for enhanced customer experience & productivity



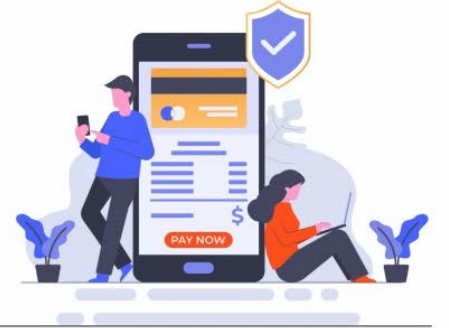
WOW

- Assured CNG pressure at CNG stations
- Dynamic Pricing and Loyalty schemes
- Customer Care to Customer Delight



ePPP

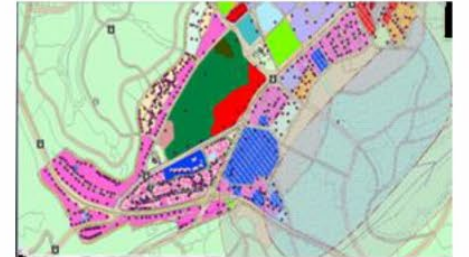
e-Partners Payment Payroll Program facilitates transparent, timely and stress-free transaction. To the vendors to track their payment status and paper bill submissions



ATGL World

State of the Art – ATGL GIS

State of the art GIS implementation -mapping all assets and data availability on smart phones. Enhancing asset integrity and attending to damages



Smart meters – AMR

Smart Meters & AMR – Automated Meter Reading to give better customer experience while helping ATGL achieve zero constant service



Fuelling Growth Digitally

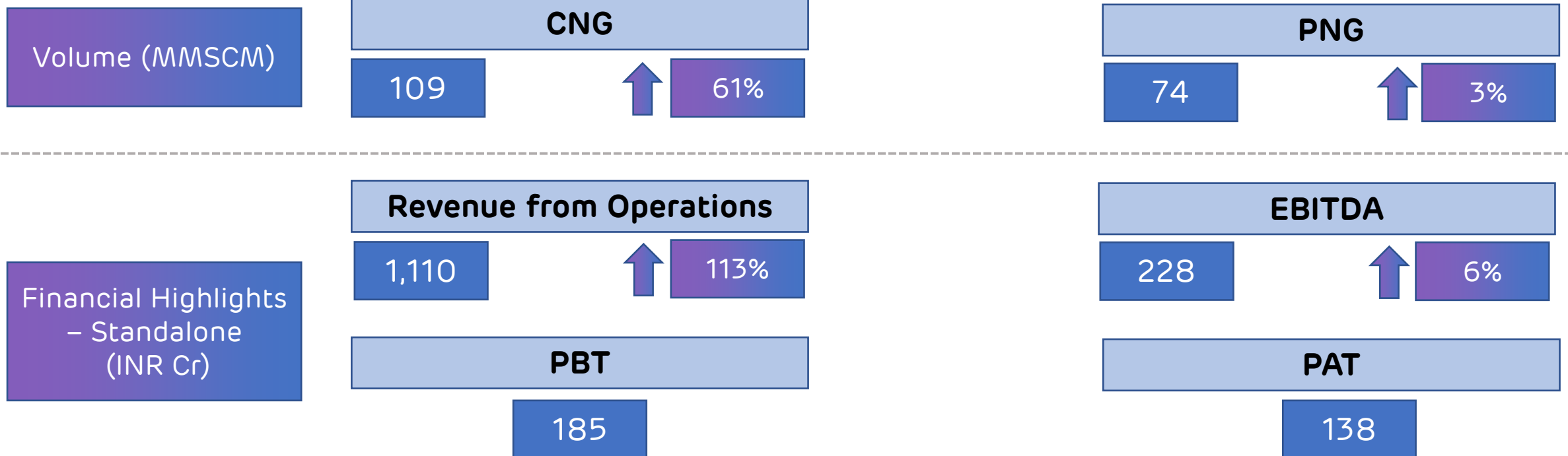
03

ATGL – Operational and Financial Performance – Q1FY23

Operational and Financial Highlights – Q1FY23 – Y-o-Y

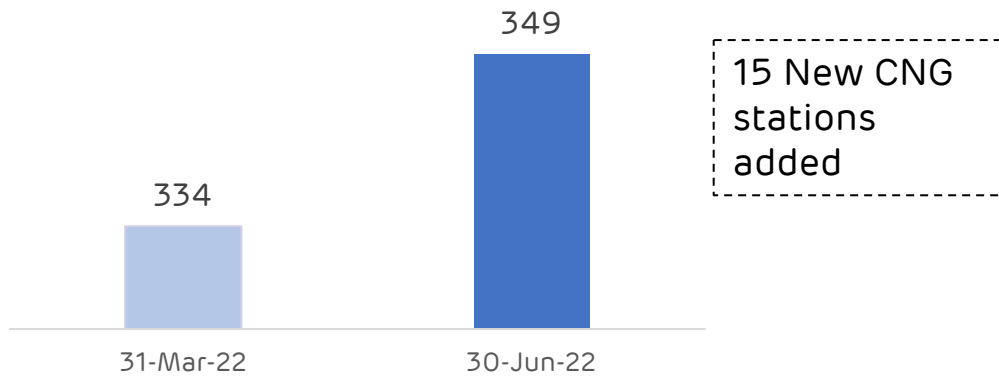
Operational Highlights

- CNG Stations increased to 349, added 15 new CNG stations
- ~ 9,800 Inch Km of Steel Pipeline laid (~added 866 Inch-Km in Q1FY23 Km)
- PNG Home Connection increased to 5.96 Lacs (~ added 32,224 new connections)
- PNG Commercial & Industrial connection Customers increased to 5,885 (added 209 connections)
- 2 EV charging stations have been installed in 2 locations

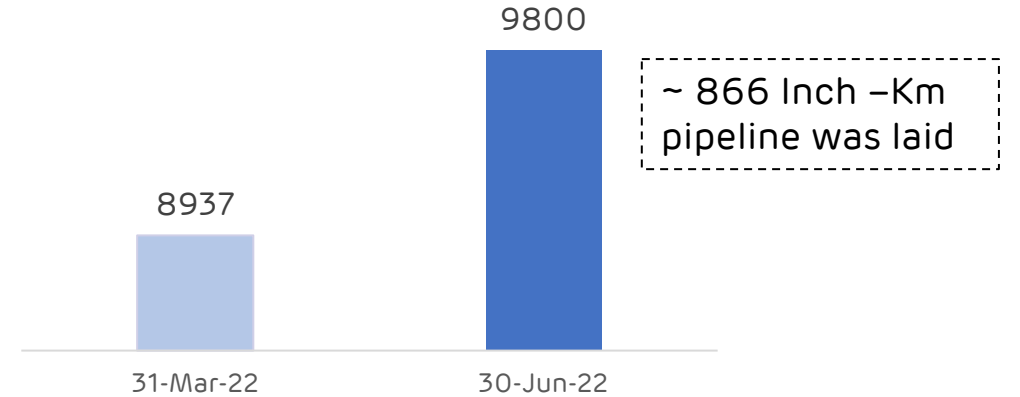


Infrastructure Update : As on 30 June 2022

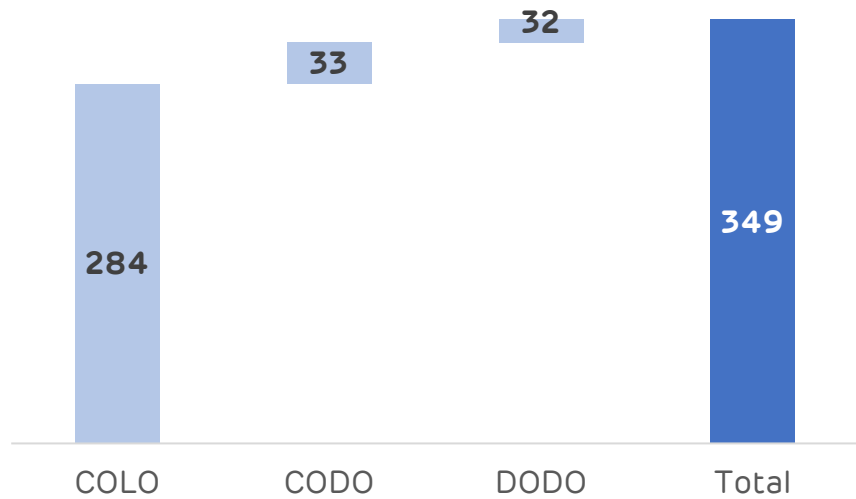
CNG Stations



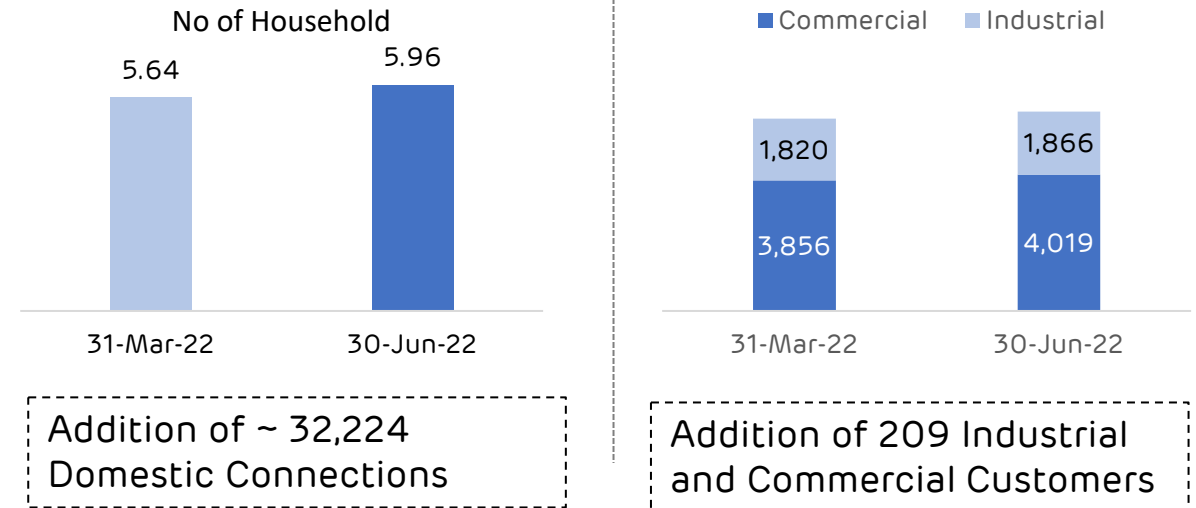
Steel Network in Inch-Km



Break up of CNG Stations



PNG Connections

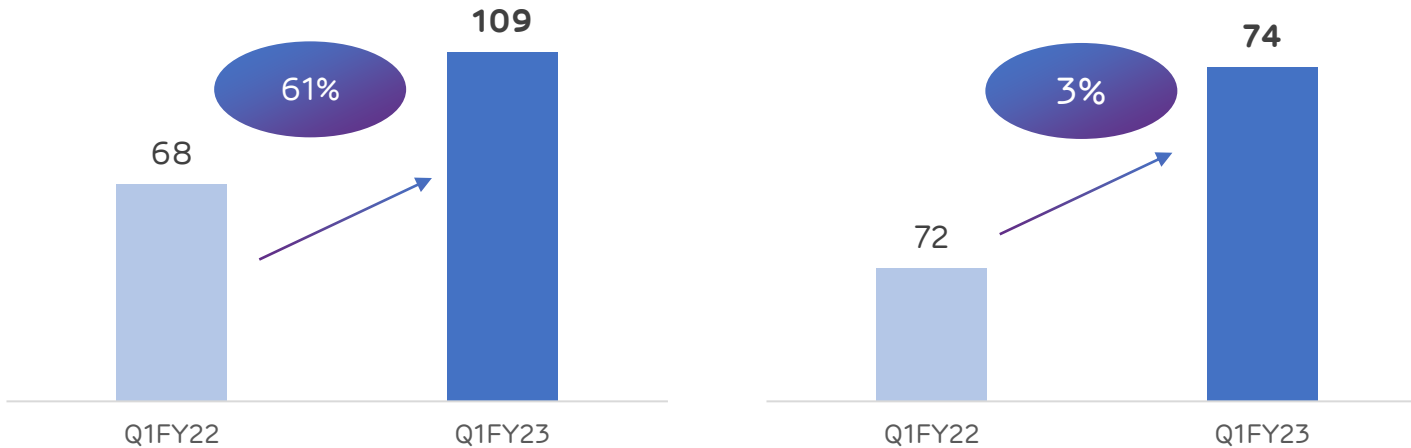


Volume & Gas Sourcing – Q1FY23 - Y-o-Y

Volume in MMSCM

CNG

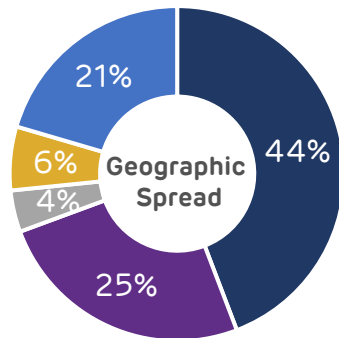
PNG



CNG Volume has increased by 61% Y-o-Y on account of addition of New CNG stations

PNG Volume has increased by 3% Y-o-Y due to addition of New Customers

Geographic Spread



Increase of New GAs volume mix to 21% in Q1FY23 from 16% in FY22

■ Ahmedabad ■ Faridabad ■ Vadodara ■ Khurja ■ New GAs

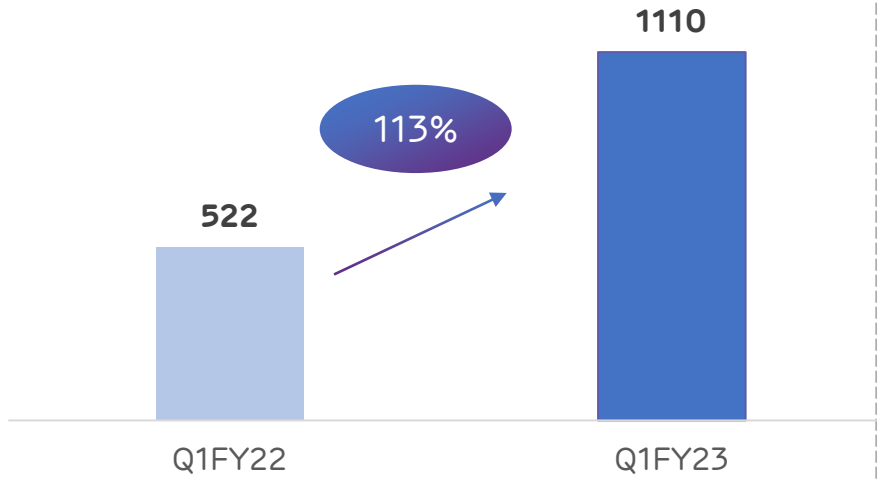
Gas Sourcing Update

- During the quarter there has been significant rise in R-LNG prices and received ~ 13% less allocation of APM gas which has led to increase in gas cost.
- MoPNG has restored gas Allocation to CNG/ PNG-D to 102.5% and reduced the reallocation reference from 6 Months to 3 months.
- Gail to supply APM gas at Unified Base Price which will be notified on every 1st of calendar month
- ATGL has calibrated its retail price revisions to protect the consumers from high impact price increases

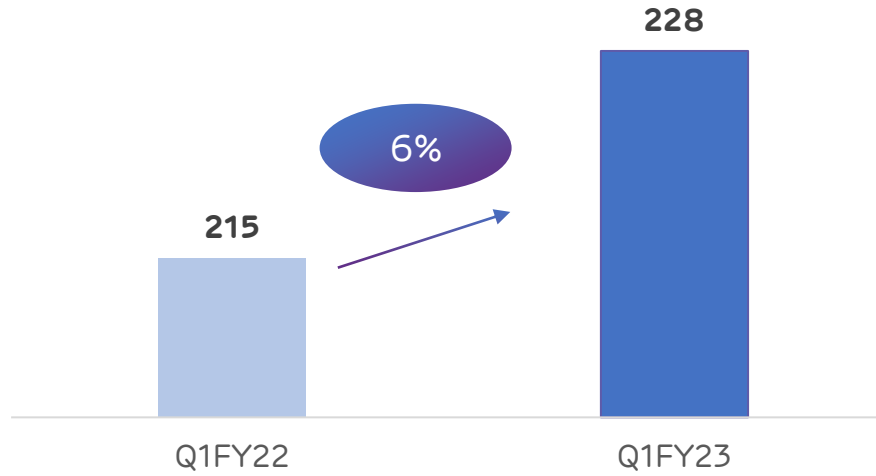
Key Financials – Q1FY23 - Y-o-Y

All Fig in INR Crs

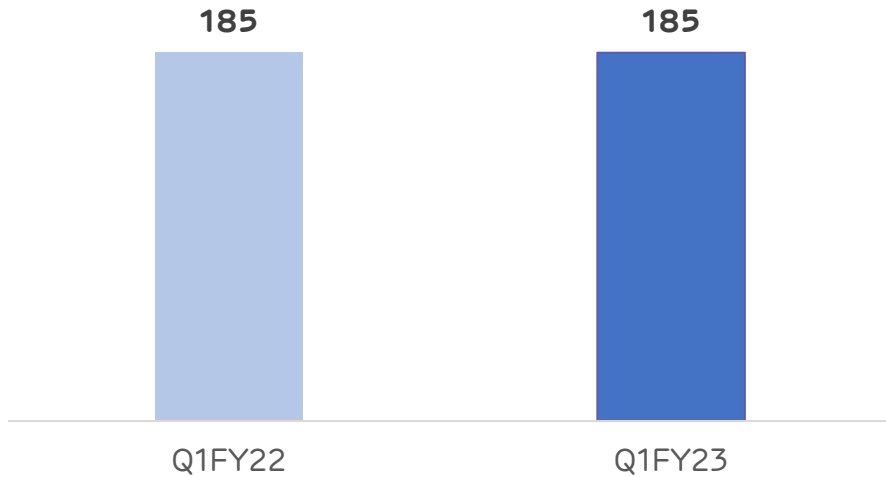
Revenue From Operations



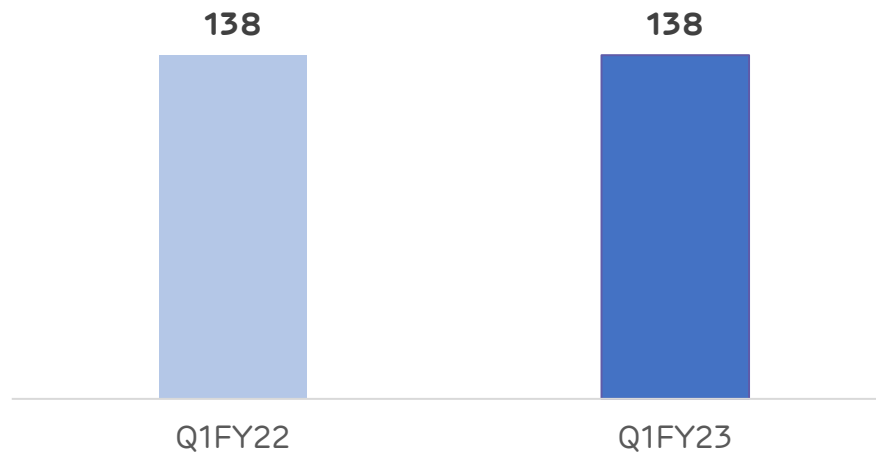
EBITDA



PBT



PAT



Y-o-Y Comparison

Increase of Revenue by 113% on account of increase in volume coupled with increase in sales price.

EBITDA increased by 6%, on account of higher volume

PBT and PAT remained flat compared to Q1FY22

04

Sustainability Update – Q1FY23

60 numbers of **LCVs** were converted to CNG based (61% overall)



Installation & Commissioning of **160 Kw** of **Solar panels** in **10 sites** (Total 650kW in 36 sites)



Application submitted for **IGBC Green Building Certification**



4000+ saplings planted, **580 students** were trained under **Greenmosphere**, Biodiversity park civil work completed



05 Offices were certified **Single use Plastic free** by CII



Reverse Vending Machine installed at Ahmedabad



72 Km of **LDAR Survey** with **03** number of leaks identified and being repaired



OUR AIM



Mass Tree Plantation Drive



Reducing Greenhouse Gases



Spreading Awareness



Greenmosphere

Low Carbon Society
An Initiative by Adani Total Gas Ltd.



YOUR SMALL CONTRIBUTION IS MAKING A



Energy Audit

THREE BOARD WORK STREAM



Forest



Green Millennials

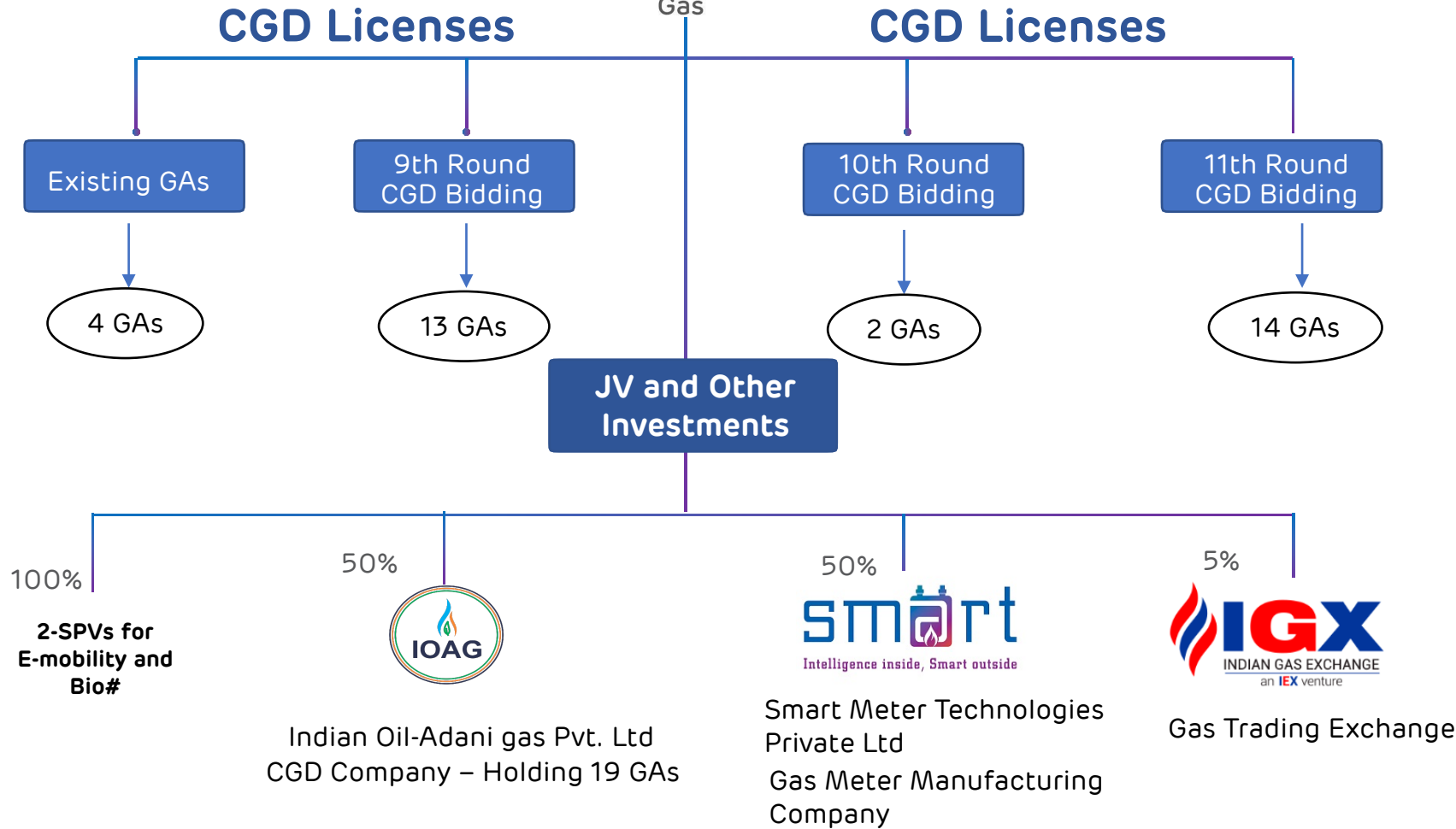
Initiative to reduce carbon through Community Collaboration

05

Rationale for Investment

adani

Gas



Adani Total Gas

- **Focus on Diversification by exploring opportunities in Adjacent Businesses to bring wider offering to our consumers -**
- **IAOGPL** – 50:50 JV between Indian Oil Corporation and ATGL which is into CGD business and has presence in 19 GAs across India
- **SMTPL** : 50:50 JV between ATGL and GSEC Ltd for Manufacturing of Gas Meters
- **IGX** : member Membership of IGX with 5% stake - Gas Trading HUB to increase the span of diversification in Gas Sourcing

ATGL will explore to diversify in “Adjacent Businesses” to bring value offering to its consumers and create value to our stakeholders

Adani Total Gas : Immense Value Creation

	FY16	Growth / Increase	FY22
Infrastructure Creation			
CNG Stations	65	Rapid expansion by adding 269 stations	334
Domestic Connections	0.22 Mn	Increase by 0.34 Mn	0.56 Mn
Steel Network	355 Km	~ 3x expansion in network	1072 Km
Peak Volume (MMSCMD)	1.11	14% CAGR Growth	2.40
EBITDA (INR Cr)	288	19% CAGR Growth	815
Networth (INR Cr)	614	Increased by ~ 4 times	2430
Return on Equity (%)	14%	Increased by ~ 900 bps	23%

Key Focus on maintaining Return on Capital Employed and profitability ratios to create further value for Shareholders

Strong Balance Sheet with Debt Equity Ratio less than 0.45



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

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

Annexure

Key Financials : Income Statement Summary – Standalone

Particulars	Quarter Ended (INR Cr)			Year Ended (INR Cr)
	30-Jun-22	31-Mar-22	30-Jun-21	31-Mar-22
Revenue from Operations	1110	1065	522	3206
Operating Expenses	785	834	245	2098
Administrative & other Expenses	107	100	70	335
Total Expenditure	892	934	315	2433
Op.EBITDA	219	131	207	773
Other Income	9	10	8	42
EBITDA	228	141	215	815
Interest Expenses	19	15	11	53
Depreciation & Amortization Expenses	24	22	19	83
Profit before Tax	185	104	185	679
Total tax expense	47	28	47	174
Profit After Tax	138	76	138	505
Other Comprehensive Income	0.10	0.27	0.04	0.41
Total Comprehensive Income	138	76	138	505
Earning Per Share (INR)	1.25	0.69	1.26	4.59

Key Financials : Income Statement Summary – Consolidated

Particulars	Quarter Ended (INR Cr)			Year Ended (INR Cr)
	30-Jun-22	31-Mar-22	30-Jun-21	31-Mar-22
Revenue from Operations	1110	1065	522	3206
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Depreciation & Amortization Expenses	24	22	19	83
Profit before Tax	185	104	185	679
Total tax expense	47	28	47	174
Profit After Tax	138	76	138	505
Share in Profit/ (Loss) from JV	0.53	5.30	4.18	4.74
Other Comprehensive Income	0.10	0.38	0.04	0.52
Total Comprehensive Income	138	81	143	510
Earning Per Share (INR)	1.26	0.74	1.30	4.63

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Investor Relations

[Mr. Priyansh Shah](#)

Investor Relations

Priyansh.shah@Adani.com

+91 79 2555 7139

 THANK YOU