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Adani Power Limited

Result Presentation

Q3 FY 2020-21



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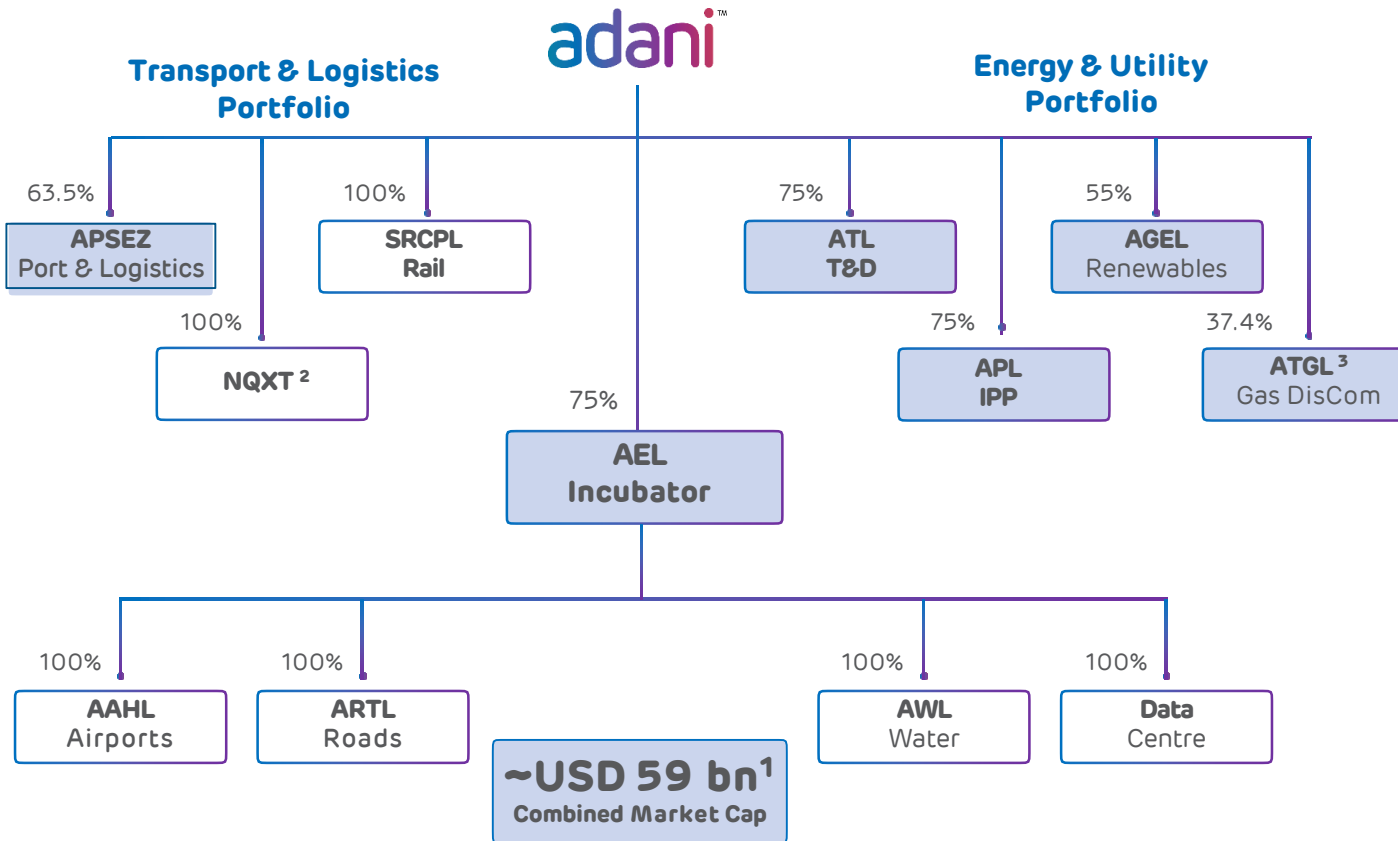
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Adani Group

Adani Group: A world class infrastructure & utility portfolio



Adani

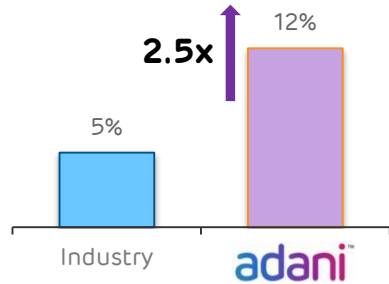
- **Marked shift from B2B to B2C businesses –**
- **ATGL** – Gas distribution network to serve key geographies across India
- **AEML** – Electricity distribution network that powers the financial capital of India
- **Adani Airports** – To operate, manage and develop eight airports in the country
- **Locked in Growth 2020 –**
- Transport & Logistics - Airports and Roads
- Energy & Utility – Water and Data Centre

Opportunity identification, development and beneficiation is intrinsic to diversification and growth of the group.

1. As on Jan 29, 2021, USD/INR – 73 | Note - Percentages denote promoter holding
 2. North Queensland Export Terminal | Light purple color represent public traded listed verticals
 3. Adani Total Gas Ltd.

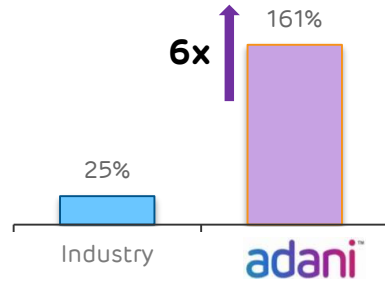
Adani Group: Decades long track record of industry best growth rates across sectors

Port Cargo Throughput (MT)



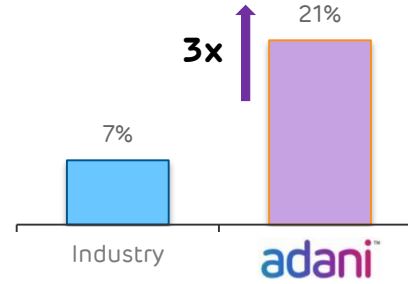
2014	972 MT	113 MT
2020	1,339 MT	223 MT

Renewable Capacity (GW)



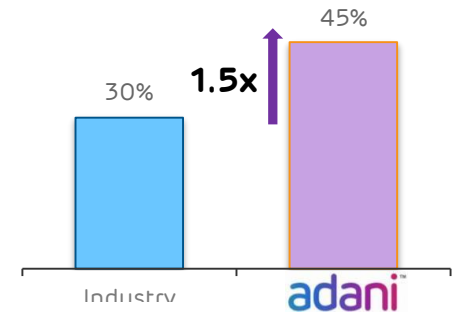
2016	46 GW	0.3 GW
2020	114 GW	14.2 GW ⁶

Transmission Network (ckm)



2016	320,000 ckm	6,950 ckm
2020	423,000 ckm	14,837 ckm

CGD⁷ (GAs⁸ covered)



2015	62 GAs	6 GAs
2020	228 GAs	38 GAs



APSEZ

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



AGEL

World's largest developer
EBITDA margin: 89%^{1,4}
 Next best peer margin: 53%



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: 31%¹
 Among the best in industry

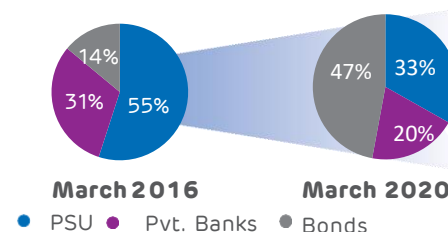
Transformative model driving scale, growth and free cashflow

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



	Origination	Site Development	Construction	Operation	Capital Mgmt
Activity	<ul style="list-style-type: none"> Analysis & market intelligence Viability analysis Strategic value 	<ul style="list-style-type: none"> Site acquisition Concessions and regulatory agreements Investment case development 	<ul style="list-style-type: none"> Engineering & design Sourcing & quality levels Equity & debt funding at project 	<ul style="list-style-type: none"> Life cycle O&M planning Asset Management plan 	<ul style="list-style-type: none"> Redesigning the capital structure of the asset Operational phase funding consistent with asset life

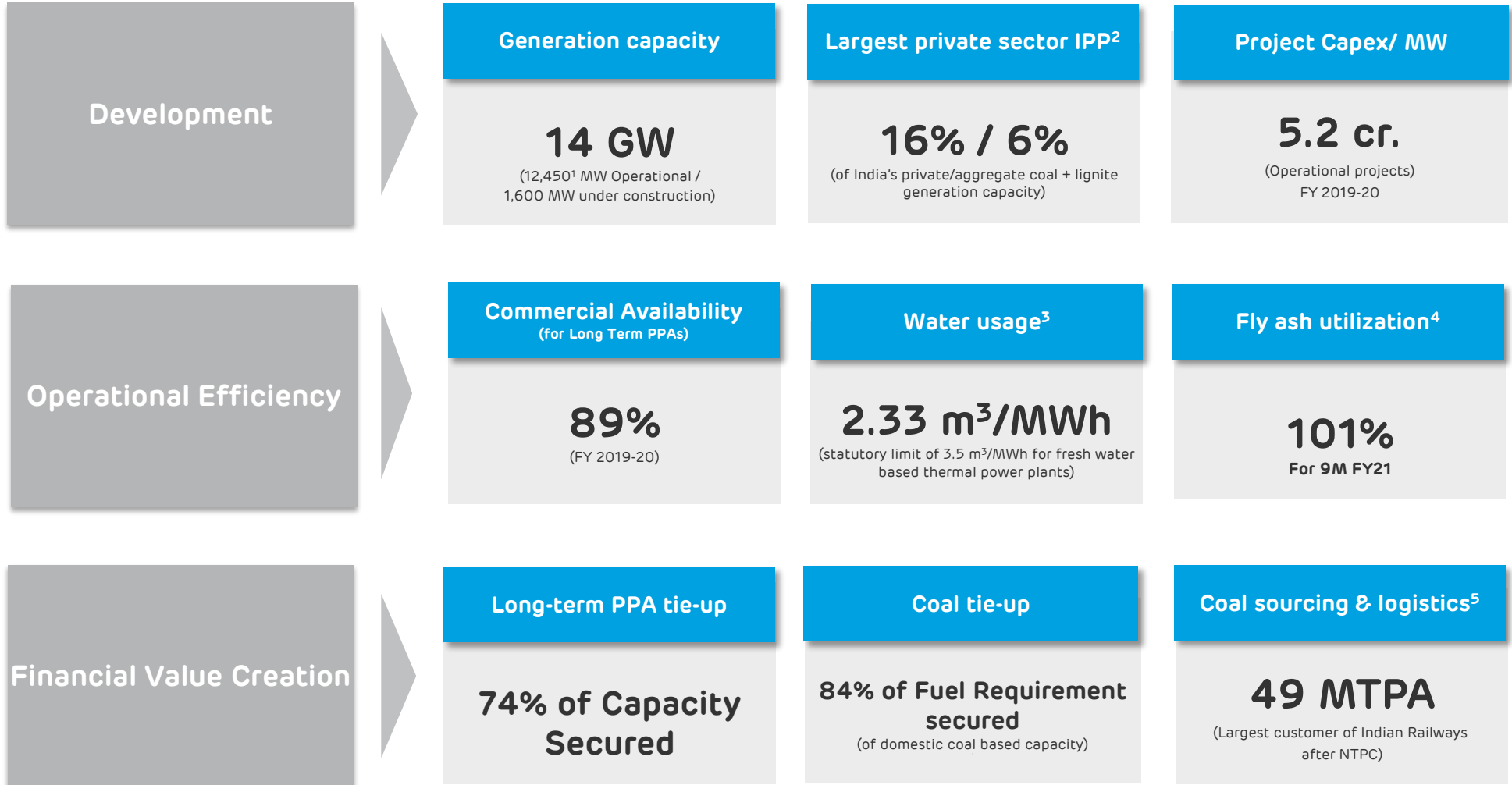
Performance	India's Largest Commercial Port (at Mundra)	Longest Private HVDC Line in Asia (Mundra - Mohindergarh)	Largest Single Location Private Thermal IPP (at Mundra)	648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu)	In FY20 issued seven international bonds across the yield curve totalling~USD4Bn
	Highest Margin among Peers	Highest line availability	High declared capacity of 89% ¹	Constructed and Commissioned in nine months	All listed entities maintain liquidity cover of 1.2x- 2x as a matter of policy.



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Adani Power Limited

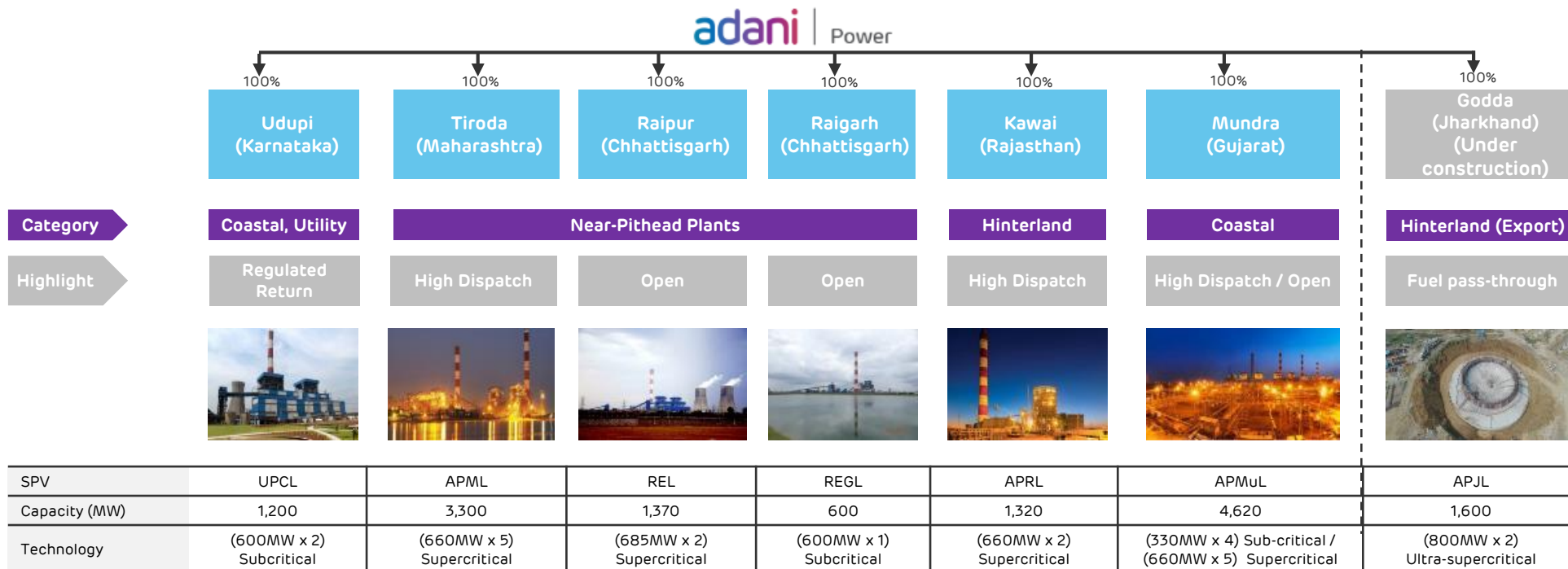
APL at a glance



1. Includes 40 MW solar power plant at Bitta; 2. Source: CEA, Oct 2020; 3. As on Mar 31, 2020; 4. Based on current generation at portfolio level; 5. At 80% PLF

Strategically located, diversified operating fleet

14 GW of modern and efficient thermal power portfolio, with 12 GW operating capacity



Geographically diversified portfolio with focus on logistical and thermal efficiency

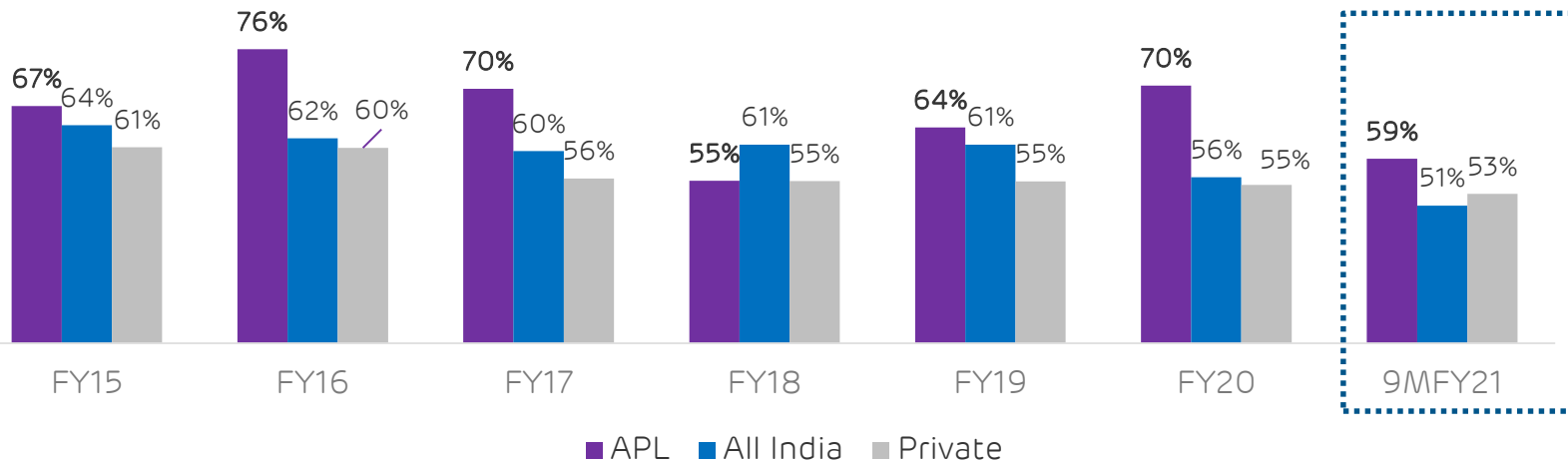
Category	Coastal	Near-pithead	Hinterland
Capacity MW	5,820 (41%)	5,270 (38%)	2920 (21%)
Supercritical/Ultra-supercritical	57%	89%	100%

Superior operating performance

Plant Load Factor (%)

Consistently high PLF in comparison to all India average

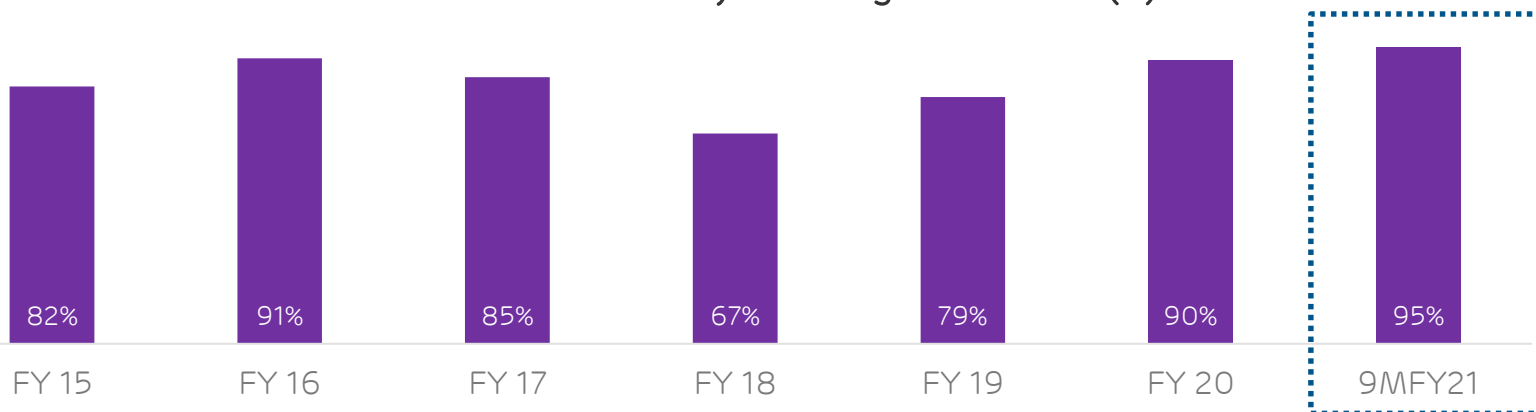
(FY18 lower due to coal shortage)

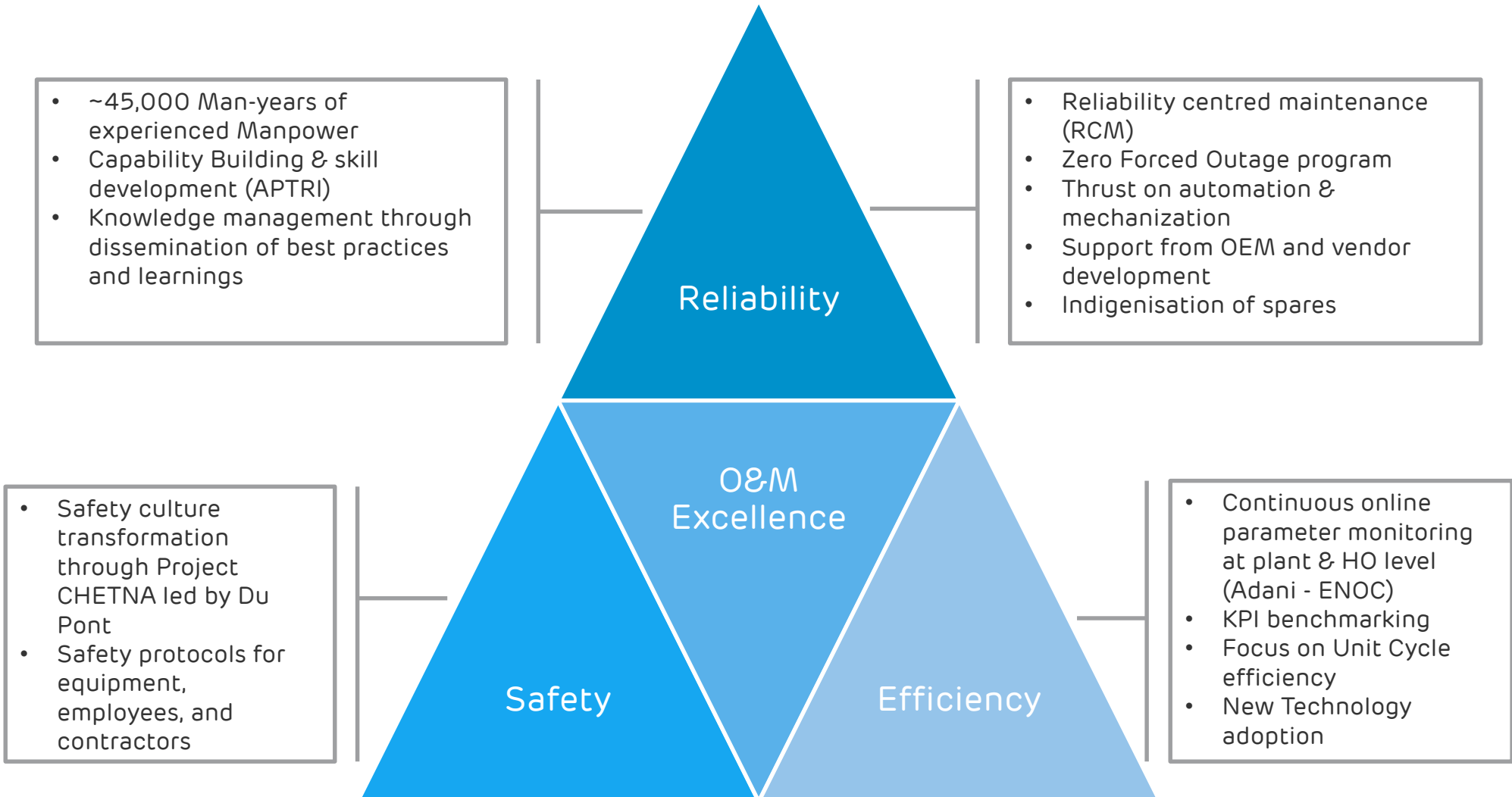


Commercial Availability for Long Term PPAs (%)

Attainment of normative availability ensures full recovery of capacity charge

(FY18 lower due to coal shortage)





Sector-leading logistics capability as key competitive advantage

Fuel management is key to revenue stability

Plant and Mine Locations

Only IPP in India with in-house, mine-to-plant logistics capability

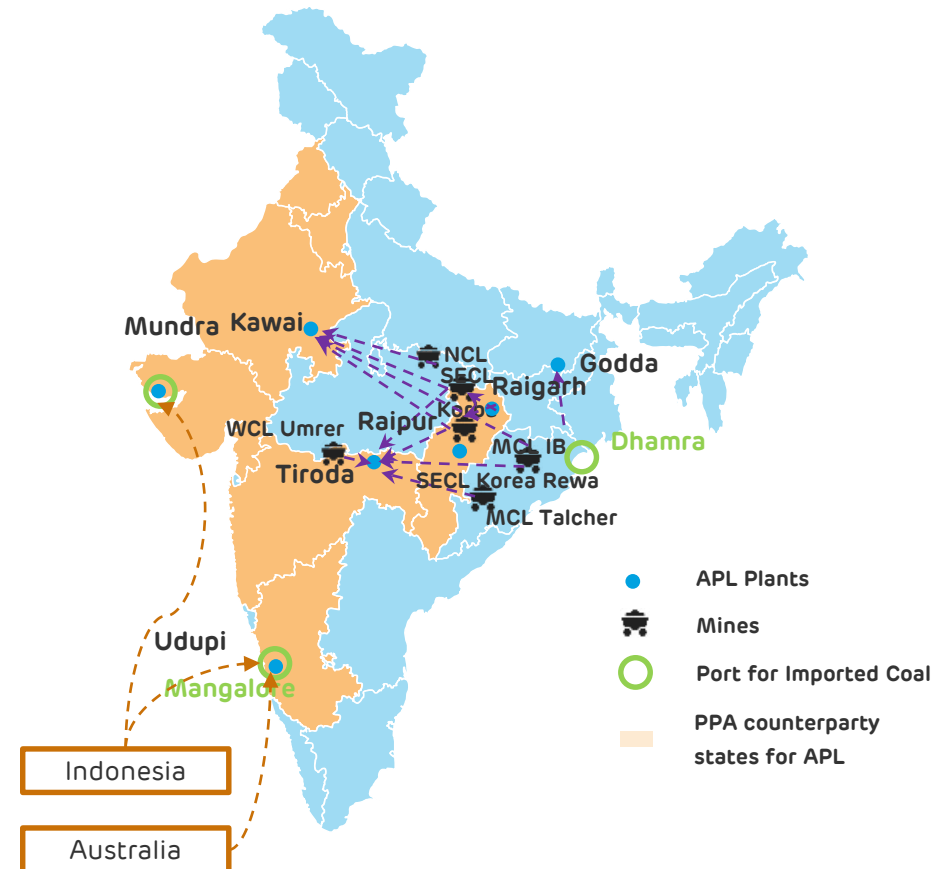
Handling 49 MMTPA coal, 6 MMTPA Fly Ash

Multiple agencies and touch points need constant attention

More than 12,000 Rake Equivalents of fuel handled annually

Daily management of loading of 25 rakes, with 36-40 rakes in circulation

Investment in material handling infrastructure for quick turnaround



Map not to scale. For illustration purposes only; WCL – Western Coalfields Limited, SECL – South Eastern Coalfields Limited; MCL – Mahanadi Coalfields Limited, NCL – Northern Coalfields Limited

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APL Quarterly Performance Highlights

Recent Key Highlights

Operational Highlights

- Mundra achieved highest ever monthly station PLF of 93.01% during Oct'20
- Kawai achieved highest ever monthly fly ash sale of 1.32 MT during Oct'20
- Kawai achieved lowest ever Auxiliary Power Consumption of 4.93% during Dec'20
- Raipur plant achieved highest ever monthly PLF of 75.8% during Dec'20
- British Safety Council has awarded the "Sword of Honour-2020" to UPCL

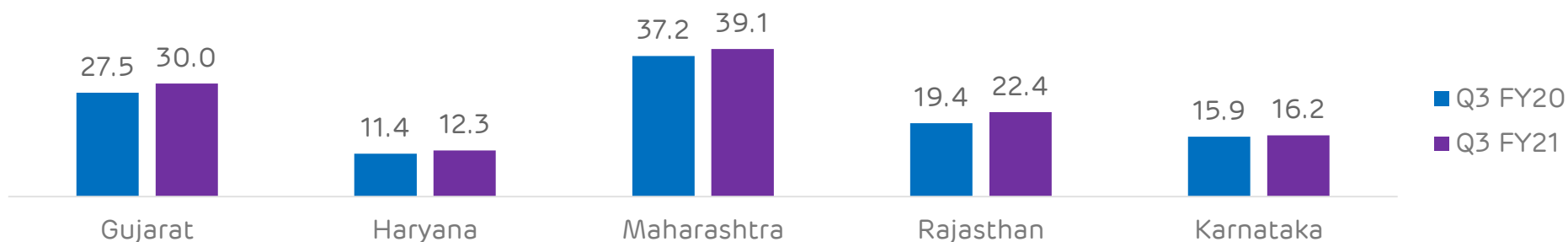
ESG

- APL published 6th Sustainability Report 'ESG Report' in alignment with GRI Standards, IIRC, UNSDGs, UNGC, TCFD and CDP
- APL submitted its first biennial disclosure report under the 'India Business and Biodiversity Initiative' (IBBI), conceptualized by MoEFCC and hosted by CII-ITC Centre of Excellence for Sustainable Development (CESD)

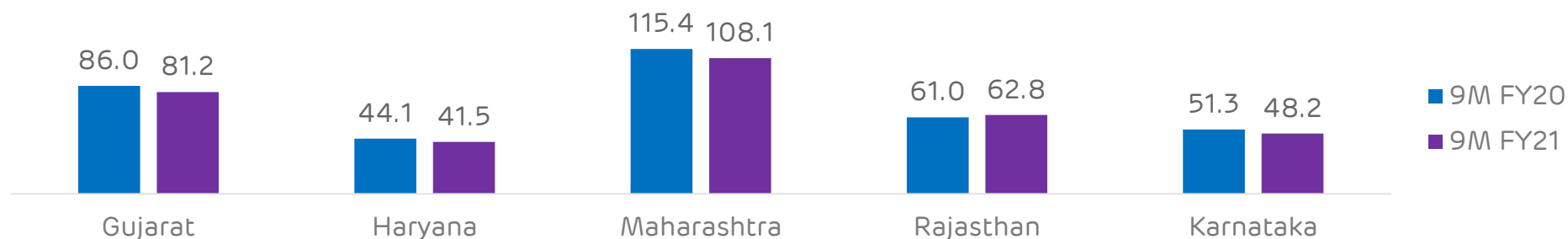
Power demand scenario in key States

BU : Billion Units

Power demand during Q3 FY21 (BU) *



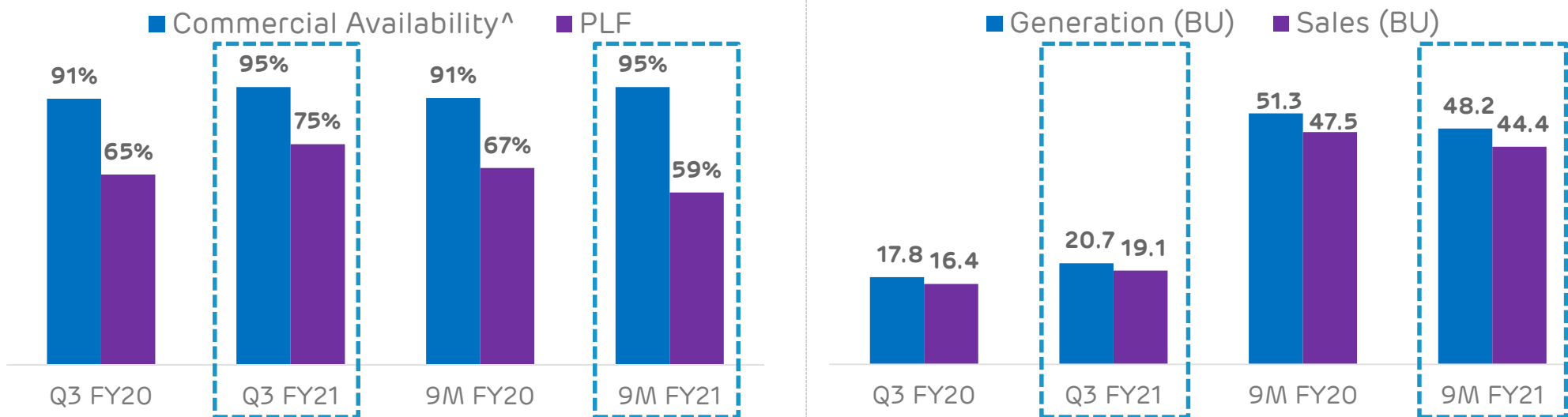
Power demand during 9M FY21 (BU) *



- Economic recovery from COVID-19 lockdown lows witnessed through improved power demand in Q3 FY21 over last year
- Demand robust in industrialised as well as agriculture dominant States
- Peak demand stable at 184 GW in first nine months of FY 21, reached new peak of 187 GW in January 2021

Ensuring optimum availability

BU : Billion Units



- Continuous focus on maintaining high levels of plant availability, reducing downtime, and integrating newly acquired power plants
- Higher commercial capacity declaration under long term PPAs has been supported by improved domestic coal availability
- Economic recovery post COVID-19 lockdown has improved power demand across States, resulting in higher drawdown under most long term PPAs
- Greater demand in merchant / short term markets, coupled with improving tariffs, has contributed to PLF growth in Q3 FY21
- Udupi continues to see low PLFs due to higher renewable energy penetration

[^]Commercial availability declared under Long Term PPAs, excludes merchant capacity

Snapshot of financial performance

Summary Income Statement	Q3 FY21	Q3 FY20	% var (Q3 vs Q3)	INR Crores		
				9M FY21	9M FY20	% var (9M vs 9M)
Operating Revenue	6,894.84	6,574.82	5%	19,847.88	20,295.29	-2%
Other Income	204.36	109.69	86%	1,399.79	1,218.94	15%
Total Revenue	7,099.20	6,684.51	6%	21,247.67	21,514.23	-1%
Fuel cost*	4,595.44	4,458.72	3%	11,049.60	13,092.67	-16%
Other Opex^	676.46	668.40	1%	1,744.10	1,721.88	1%
EBITDA	1,827.30	1,557.39	17%	8,453.97	6,699.68	26%
Recurring EBITDA (adjusted for non-recurring revenue & operating exp.)	1,794.12	1,506.95	19%	4,945.61	4,782.95	3%
Finance cost	1,223.40	1,422.77	-14%	3,979.31	4,070.93	-2%
PBT before Exceptional	(205.75)	(648.56)		2,054.56	390.66	
Exceptional items	-	-		-	(1,002.99)	
PBT	(205.75)	(648.56)		2,054.56	(612.33)	
PAT	(288.74)	(702.40)		1,256.85	(961.91)	

- Total Revenue includes one-time revenue of Rs. 3,567 crore in 9M FY21 (Rs. 73 crore in Q3 FY21), mainly related to compensatory tariff and carrying cost, as against Rs. 1,940 crore in 9M FY20 (Rs. 64 crore in Q3 FY20)
- Softening of domestic and imported fuel prices resulted in slower increase of fuel cost for Q3 FY 21
- Recurring EBITDA for Q3 FY21 improved due to higher volumes as well as lower landed cost of coal
- Reduction in finance cost in Q3 FY21 due to lower interest rates and favourable forex movement
- Exceptional item in 9M FY20 relates to write-off of certain amounts upon acquisition of REGL

Regulatory receivables update

Claims under announced regulatory orders								
Asset Name	Nature of Claim	Status	Claims raised till 31 st Dec 2020			Receipts till 31 st Dec 2020		
			Principal	Carrying cost	Total	Principal	Carrying cost	Total
APMuL	Domestic Coal Shortfall (Up to 31 st March 2017)	Approved by APTEL	741	352	1,093	292	--	292
	Domestic Coal Shortfall (1 st April 2017 onwards)	Approved by CERC	659	22	681	--	--	--
APML	Domestic Coal Shortfall (Up to 31 st March 2017)	Approved by APTEL	2,821	1,316	4,137	1,400	385	1,785
	Domestic Coal Shortfall (1 st April 2017 onwards)	Approved by APTEL	2,997	242	3,239	1,680	--	1,680
	Coal Shortfall due to de-allocation of Captive Coal Block (Lohara)	Approved by APTEL	3,483	2,407	5,890	2,664	--	2,664
APRL	Domestic Coal Shortfall (Up to 31 st Jan 2018)	Approved by SC	4,796	3,507	8,303	2,427	--	2,427
	Domestic Coal Shortfall (1 st Feb 2018 onwards)	Approved by SC	457	47	505	--	--	--
Total			15,956	7,892	23,848	8,462	385	8,847

APMuL: Compensation for power supplied under GUVNL Bid-2 PPA since inception – Petition filed with CERC

Revenue on account of compensation has not been recognized pending CERC Order for estimation of claim amount

Accounting for claims in books of account is done on a conservative basis, as a matter of prudence

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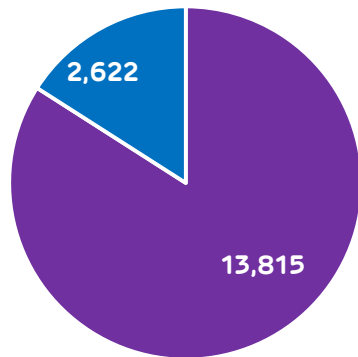
Revenue and EBITDA Mix

Q3 FY 2020-21: Sales Mix

MU : Million Units

Q3 FY20 (MU)

16,437 MU

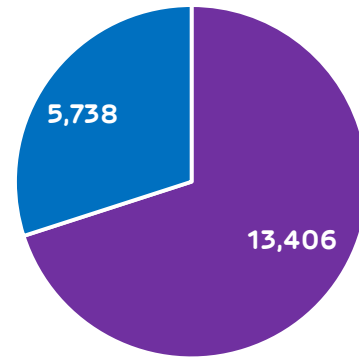


■ PPA ■ Merchant/Short term

12,450 MW

Q3 FY21 (MU)

19,144 MU



■ PPA ■ Merchant/Short term

12,450 MW

+ 16%

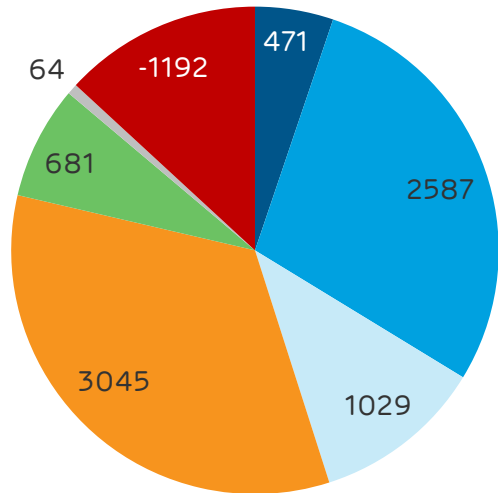
Avg. PPA tariff	Rs. 3.99 / kWh
Avg. Merchant/Short term tariff	Rs. 3.01 / kWh

Avg. PPA tariff	Rs. 3.83 / kWh
Avg. Merchant/Short term tariff	Rs. 2.64 / kWh

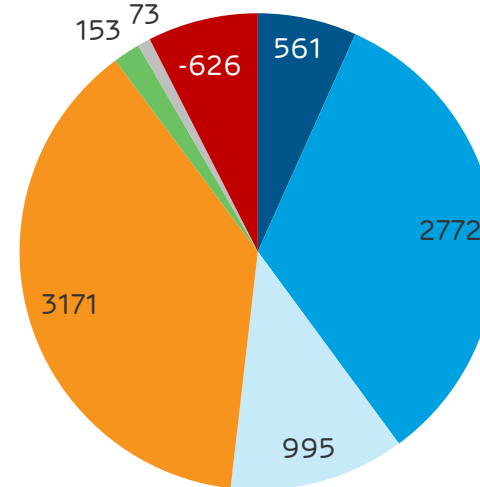
- Higher grid demand in Q3 FY21 was fulfilled mainly by merchant / short term market, as DISCOMs preferred to fulfill increased demand by accessing merchant markets due to lower tariffs
- Softening of Imported coal prices in Q3 FY21 as compared to Q3 FY20 resulted in lower PPA tariff realizations

Q3 FY 2020-21: Revenue Mix

Q3 FY20



Q3 FY21



- Regulated Utility
- Near-Pithead
- Hinterland
- Coastal
- Holdco
- Non-recurring revenue

Consol. Revenue

Rs. 6,685 Cr

+ 6%

Rs. 7,099 Cr

Adj. Revenue*

Rs. 6,621 Cr

+ 6%

Rs. 7,026 Cr

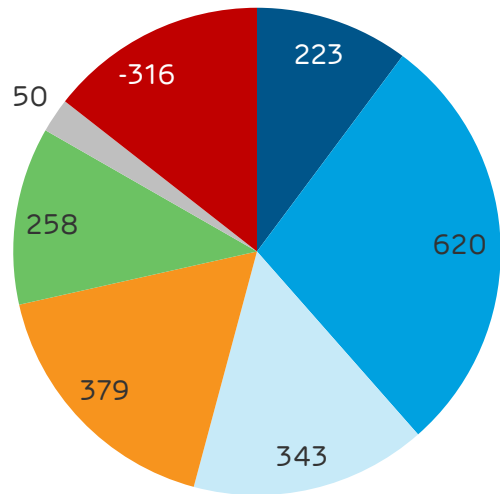
- Revenue from Regulated Utility increased due to higher offtake under Karnataka PPA of UPCL
- Near-pithead and coastal capacities have shown good increase in power offtake under short term and merchant market, amid lower coal prices
- Higher Holdco (Standalone) revenue in Q3 FY20 was mainly due to higher sale of trading goods (coal) to subsidiaries which is also reflected in form of higher eliminations

*After deducting one-time and prior period items

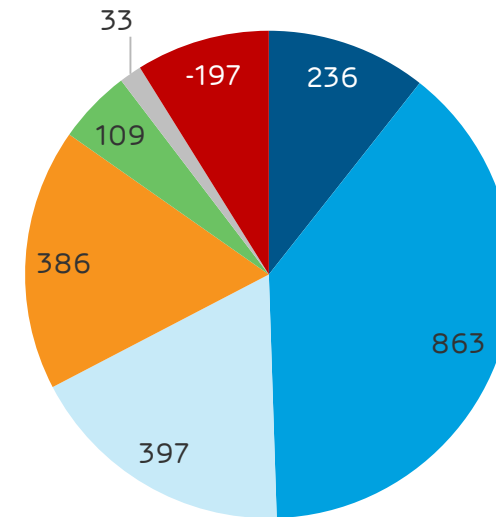
Q3 FY 2020-21: EBITDA Mix

INR Crores

Q3 FY20



Q3 FY21



Consol. EBITDA

Rs. 1,557 Cr

+ 17%

Rs. 1,827 Cr

Adj. EBITDA*

Rs. 1,507 Cr

+ 19%

Rs. 1,794 Cr

- Improved contribution under various PPAs, and higher merchant sales in near-pithead and coastal plants
- Compensatory tariff recognition from Q2FY21 onwards in APML after APTEL order for Lohara matter
- Hinterland EBITDA improvement due to higher volumes following increase in demand in Rajasthan
- Utility contribution stable despite higher volumes, due to availability-based, assured ROE PPA structure

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Debt Profile

Consolidated Debt Profile

Particulars	As on 31 st Dec, 2020	As on 31 st Mar, 2020
Senior Secured Loans (Rupee Term Loans + ECB)		
<i>Existing entities</i>	31,899	32,598
<i>Under-construction project</i>	3,250	2,109
Total Senior Secured Loans	35,149	34,707
Working Capital Loans	9,215	7,705
ICD and other unsecured loans	10,313	13,019
Total Gross Debt before IndAS adjustment	54,677	55,431
Total Debt as reported (after IndAS adjustment)	54,460	55,198

Thank You