# **AGEL:** Vision to be Among The Leading Global Renewable Energy Companies



adani



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## **O1** Adani Group

Amongst the Largest Infrastructure & Utility Portfolio of the World





### News and Updates

### ESG

ADANI: leading utility & infrastructure platform (1988 – 2019)

- Adani Group, at a portfolio level to meet COP21 targets 7 years before schedule
- Would achieve 32% of the generation from renewable capacity by 2023
- & 32.5% of the total investments from demand response system by 2023

### Equity

- TOTAL SA forms JV with Adani Gas (buys 37.4% equity stake)
- QIA to buy 25.1% equity stake in AEML

### Debt

- Renewable Second Bond in Oct 2019 (USD 362.5 Mn, 20 year paper)
- ATL Second Bond in Nov 2019 (USD 500 Mn, 16.5 year paper)

### Infrastructure & Utility Platform

Transports & Logistics - India largest commercial port (~200 mtpa)

Energy & Utility - Largest generation IPP (~20 GW - 30% renewables)

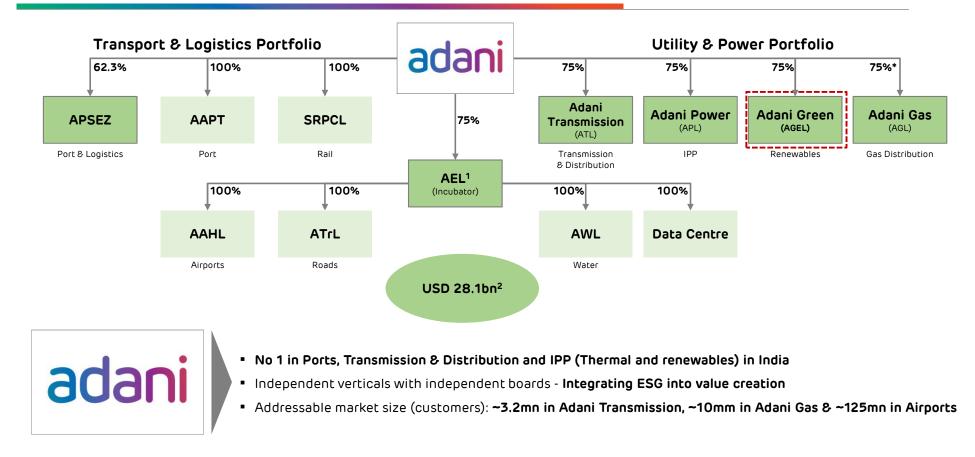
• Largest gas & electricity distribution portfolio

### Locked in Growth 2020 - Airports & Roads

• Water & Data Centre Business



# Adani: Leading Infrastructure and Utility Portfolio



APSEZ: Adani Ports and Special Economic Zone Limited; AAPT: Adani Abbot Point Terminal Pty Ltd; SRPCL: Sarguja Rail Corridor Private Limited; ATL: Adani Transmission Limited; APL: Adani Power Limited; AGEL: Adani Green Energy Limited; AGL: Adani Gas Limited; AAHL: Adani Airports Holdings Limited; ATrL: Adani Transport Limited; AWL: Adani Water Limited Note: (1) Part of Adani Enterprises Limited (AEL) which is a listed entity; (2) Market Cap. as on December 31, 2019 \* Adani Family shareholding as of 31 Dec 2019; *Green colour represent public traded listed vertical* 

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# Adani: Repeatable, Robust and Proven Business Model

Development Operations Post operations Phase Capital Construction Site development O&M & technology Phase management Return based Template based RONC based Reduction of cost Resource disciplined bidding analytics and of debt assessment design Connectivity Strong project Project life-cover strategy intelligence Activity Target off-taker mix based debt funding management skills Real-time permits Target fuel mix Land acquisition Strong vendor diagnostics Investor reporting engagement Cluster based and engagement management Portfolio with high Successfully Complex Best-in-class Operations phase performance funding consistent quality sovereign developing large developments on equivalent offtime & budget e.g. scale remote site with asset life takers locations Kamuthi Solar Diversified fuel mix APSEZ, ATL, AGEL & Performance AEML- only private sector Infrastructure assets in India with IG Rating

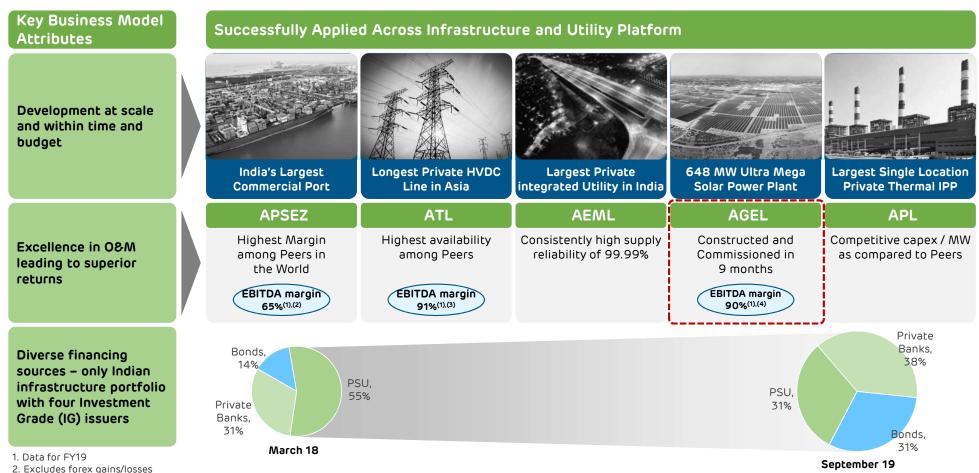
Low capital cost, time bound & quality completion providing long term stable Cash flow & enhanced RoE

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Renewables

# ...Applied Consistently to Drive Value



3. EBITDA = PBT + Depreciation + Net Finance Costs – Other Income

4. EBITDA Margin represents EBITDA earned from power sales and exclude other items

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Renewables



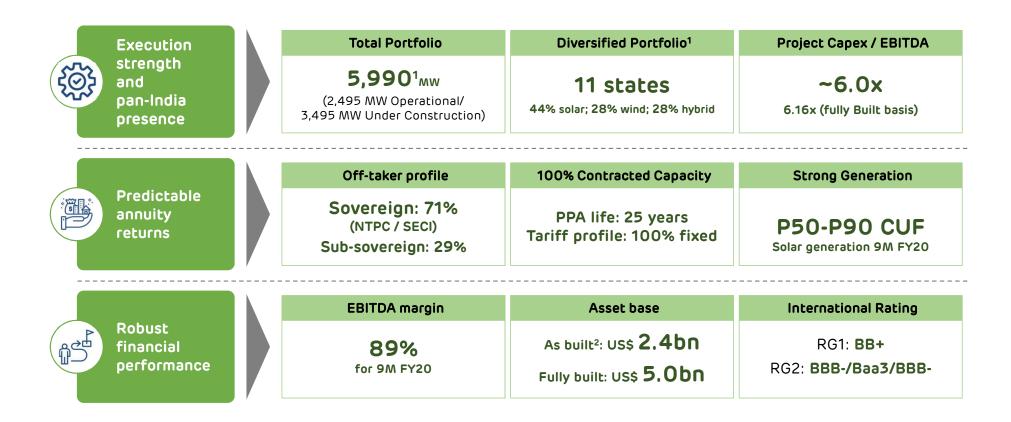
# **O2** Adani Green Energy Limited

- Portfolio
- Growth Strategy





# AGEL: Robust Business Model with Rapid Growth & Predictable Returns.



Note: 1 – Including both operating and under construction projects; 2 – As of H1FY20 ; US\$/INR: 71.39;

EBITDA - Earnings before interest, tax, depreciation and amortization, NTPC - National Thermal Power Corporation, SECI - Solar Energy Corporation of India,

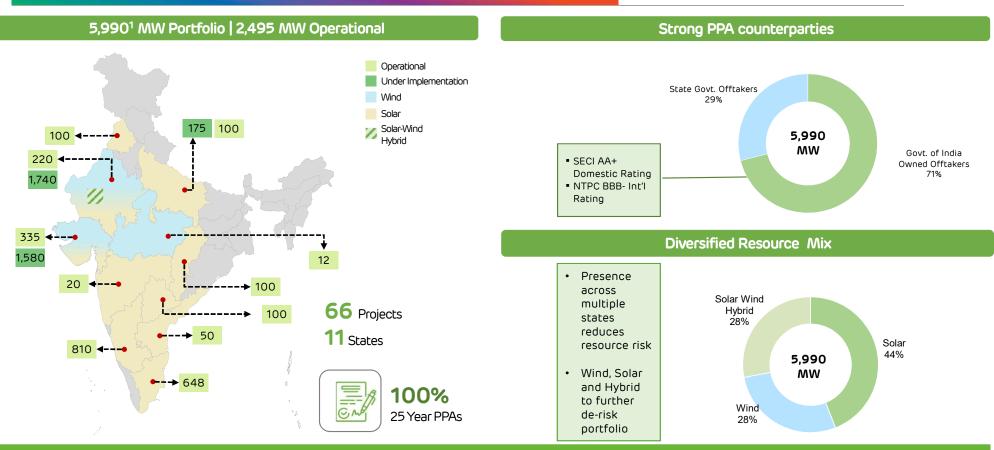
CUF – Capacity Utilization Factor, PPA – Power Purchase Agreement

RG1: Restricted Group-1 comprises three SPVs - 930MW<sub>ac</sub> created for USD 500mn Green Bond, issuance in May 2019

RG2: Restricted Group-2 comprises three SPVs- 570MWac which was created for USD 362.5mn Green Bond, issuance in October 2019

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# ...With Large Diversified Portfolio: 70% with SECI and NTPC



### Only Large Listed Pure-Play Renewable Power Producer in India

1. Additionally, AGEL has announced acquisition of 205 MW operational solar assets from Essel Group entities on 29th August, 2019

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# 2.5 GW Strong Execution Track Record...

### 

Operational Portfolio	Capacity (MW)	<b>Avg Tariff</b> (INR/kWh)	Project Cost (INR/ MWh)	<b>EBITDA<sup>1</sup></b> (INR Cr)	Capex / EBITDA
Solar	2,148	4.82	27,530	2,193	6.04
Wind <sup>283</sup>	347	3.49	19,736	345	5.97
Total	2,495	4.64	26,446	2,538	6.03

Note:

1. Estimated first full year operational EBITDA assuming P50 for Solar and P75 for wind, at plant level and does not include Indirect corporate overheads

2. Includes 75 MW MSEDCL Project at Kutch, Gujarat commissioned in December 19 and 3\*50 MW of OEM Wind commissioned in July 19 / August 19

3. AGEL has entered into definitive agreements to acquire 100% interest in 3\*50 MW commissioned Wind projects of an OEM, on fulfilment of PPA milestones. Additionally it has agreed to buy further 50 MW wind projects from OEM, subject to execution of definitive agreement in near future AGEL Q3 & 9M FY

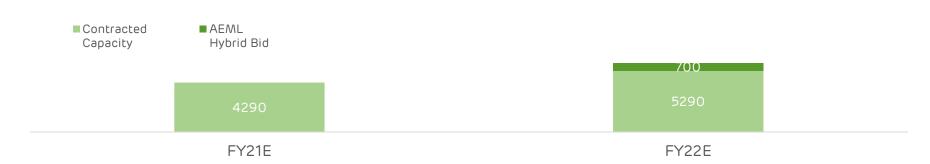
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# ...3.5 GW Locked-in Value Accretive Pipeline

### With secured value accretive pipeline up to FY22



Under Construction	Capacity (MW)	<b>Avg Tariff</b> (INR/kWh)	Project Cost (INR/ MWh)	<b>EBITDA<sup>1</sup></b> (INR Cr)	Capex / EBITDA
Solar	475	2.77	16,695	298	6.50
Wind <sup>2</sup>	1,330	2.65	16,582	1,162	6.61
Hybrid	1690	2.92	16,648	1,744	5.99
Total	3,495	2.80	16,629	3,203	6.26

Note:

1. Estimated first full year operational EBITDA assuming P50 for Solar and P75 for wind, at plant level and does not include Indirect corporate overheads

2. Includes 50 MW of OEM Wind which AGEL is in the process of acquiring

AGEL has entered into definitive agreements to acquire 100% interest in 3\*50 MW commissioned Wind projects of an OEM, on fulfilment of PPA milestones. Additionally it has agreed to buy further 50 MW wind projects from OEM, subject to execution of definitive agreement in near future

4. AGEL is re-evaluating its overseas expansion strategy in terms of geography-wise long-term commitment. The PPA contracted capacity of overseas business in not included in the numbers above.

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### Adani Green Energy Limited 03

- Industry Developments ESG





# Power Sector Policy Reforms & Updates

	MoP/MNRE continues with reforms in the power sector:
	✓ MNRE issues draft Guidelines for Tariff Based Competitive Bidding Process for Procurement of Power From Grid
	Connected Wind Solar Hybrid Projects
	$\checkmark$ MNRE has issued draft Draft Scheme for Supply of Round-The-Clock (RTC) Power from RE Power Projects,
	complemented with Power from Thermal Power Projects.
	✓ MoP issued following amendment in Solar bidding guideline
	$\checkmark$ Relaxing norms on possession of land, allowing 100% possession any time upto project commissioning as
	opposed to only 12 months from PPA signing, earlier
	$\checkmark$ 100% compensation of tariff in case of back down instead of 50% compensation allowed earlier
Dowes Sector	✓ MNRE issues guidelines for development of Decentralised Solar Power Plants.
Power Sector Policy Reforms	$\checkmark$ MNRE extend the waiver from ISTS charges and losses till Dec'22 from Mar'22 earlier.
<u>//</u> П	MNRE Writes to SECI About Extensions for Wind Projects Affected by Land Policy Changes
لنلائلة	$\checkmark$ CERC has indicated that Real time market is a likely possibility by April'20
Industry updates	$\checkmark$ MNRE recommends imposition of basic custom duty on Solar cell and modules. No customs being paid as of now.
175 GW by 2022	<ul> <li>MNRE forms Dispute Resolution Committee to resolve disputes between solar / wind power developers and SECI / NTPC</li> <li>MNRE reiterates it's advise to states to uphold PPA with green energy firms in light of PPA cancelation by state of Andhra</li> <li>MOP directs state to clear dues of power generating companies</li> </ul>

MNRE: Ministry of New and Renewable Energy MoP: Ministry of Power

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# ESG Initiatives During up to 9M FY 20.

Safety – Always First	Sustainab
<b>Training:</b> 1,064 safety trainings arranged over 30,415 hours up to Q3.	<ul> <li>First Sustain for FY19<sup>1</sup></li> </ul>
Continuous Safe man hours: 11.41 million Zero LTI up to Q3 FY20	<ul> <li>Provided 13C opportunities local Commu</li> <li>Low attrition</li> </ul>
Five-Day Train the Trainer's Safety Leadership Course on Awakening conducted in Business	<ul> <li>Zero grievar</li> <li>60 lakh sper benefitted to</li> </ul>
Field Safety Audit & Trainings conducted at different sites	"Rajeshwar Clu 2019" in "Empl Catego





1. https://www.adanigreenenergy.com/sustainability

### Sustainability & Communities

- nability report published
- 00 employment es directly & indirectly to unities
- n rate of 6.72%
- nces about human rights
- nd in CSR activities and to community members

ster" won "OSH India Award loyee Awareness Campaign ory" form OSH India



### **Environmental Initiatives**

- Land policy published on website
- ~14.36 million ton CO<sub>2</sub> emission reduced upto Dec'19
- Invested in proprietary technologies to save consumption of water
- ~2500 tree plantation done upto Dec'19
- 5 Environment and Social Impact Assessment conducted.
- 14 Environmental and Social due diligence conducted through third party (ERM)

648 MW Kamuthi Solar PV plant has received "3 Star" rating for EHS Excellence Award from CII in respect to EHS Practice



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# **Q3** & 9M FY20 Operational & Financial Performance



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# Snapshot of Operational & Financial Performance for Q3 & 9M FY'20

Renewables



### New commissioning:

- 75 MW Wind at Dayapar, Gujarat in December
- 200 MW Solar at Rawara, Rajasthan in August
- 100 MW<sup>1</sup> Wind in July & 50 MW<sup>1</sup> Wind in August at Gujarat
- 50 MW Solar at Jhansi commissioned in May'19
- 50 MW Wind (AGMPL) in October

### New Bids:

 Won 700 MW of hybrid project from AEML<sup>2</sup> at a fixed tariff of Rs 3.24/unit

### Acquisition:

 Announced acquisition of 205 MW operating solar assets from Essel Group



### Solar:

- Over P90 performance for operational solar in 9M
- Q3 Plant availability at 97.30%
- 9M Plant availability at 98.72%
- 9M Grid availability at 98.0%

### Wind:

- 9M CUF at 28.88%
- Q3 Plant availability at 88.44%
- 9M Plant availability at 90.5%
- 9M Grid availability at 99.85%

### Received Apex India Environment Excellence Award 2019 in Gold Category

648 MW Kamuthi Solar PV plant has received **"3 Star"** rating for EHS Excellence Award from CII in respect to EHS Practice

### FINANCIAL

### Performance:

- EBITDA
   ✓Q3: Rs. 347 Cr
   ✓9M: Rs 1,266 Cr
- EBITDA Margin from power sales
   √Q3: 87 %
   √9M: 89 %
- Cash Profit

   ✓Q3: Rs. 77 Cr
   ✓9M: Rs 544 Cr

### Financing:

 Issued investment grade US\$362.5 mn 20yr amortizing Green Bond at 4.625%

### Depreciation methodology

changed from WDV to SLM w.e.f.  $1^{\rm st}$  April 2019

Adopted New Concessional Tax regime

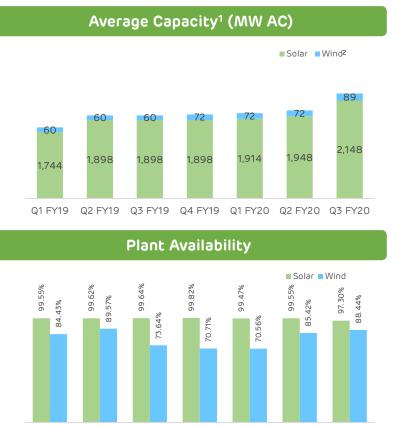


AGEL has agreed to acquire 100% equity interest of 150 MW Wind projects which have been commissioned in Q2 FY20. These projects will be consolidated once transferred, subject to the terms of the

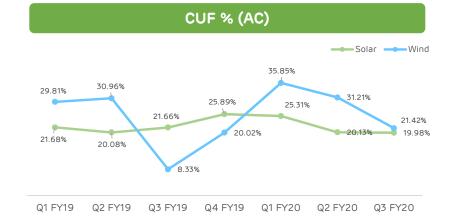
2. AEML: Adani Electricity Mumbai Limited



# Stable Operational Performance at Portfolio Level



Q1 FY19 Q2 FY19 Q3 FY19 Q4 FY19 Q1 FY20 Q2 FY20 Q3 FY20



### Volume (MUs) & Average Realization (Rs/kwh)



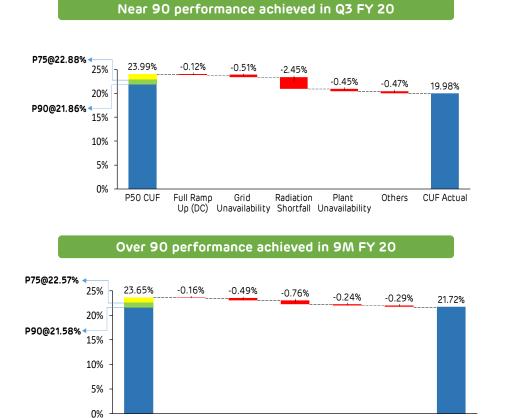
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Renewables

1 Average Capacity: Based on effective MW post capitalization of plants 2. AGEL has agreed to acquire 100% equity interest of 3\*50 MW Wind projects which have been recently commissioned in Q3FY'20; These will be consolidated once transferred, subject to the terms of the PPA

# Stable Performance for 2.1 GW Solar Portfolio

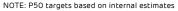


### P50 CUF Actual 25.55% 21.44% 25.31% 20.13% 19.98% Q1 FY20 Q2 FY20 Q3 FY20 Q4 FY20 Annual P50 CUF for portfolio ~24.7%

Actual vs. P50 CUF for 2.1 GW<sub>AC</sub> Portfolio

- Over P90 performance achieved for the portfolio in 9M FY20
- Extended monsoon in India leading to radiation shortfall, resulting in lower generation in Q3
- Lower grid availability<sup>1</sup> also resulted in lower

generation in Q3



P50 CUF

Full Ramp

Grid

Radiation

Up (DC) Unavailability Shortfall Unavailability

Plant

1. Grid availability lower at Wardha Solar (40MW Nalwar & 10 MW Kallur) & PSEPL (40 MW Karnataka) due to old evacuation infrastructure, now being upgraded & PDPL (50MW Ghani) due to unjust backing down which is being contested in CERC

Others

CUF Actual

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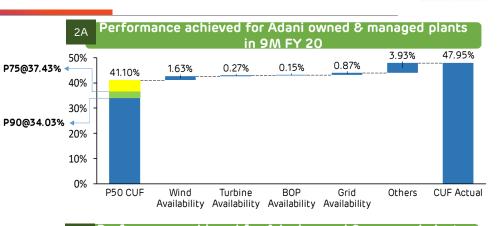




Renewables

# Improving Wind Portfolio Performance

Full Wind Portfolio Key Performance Indicator 03'19 Q3'20 9M'19 9M'20 Operational Capacity<sup>1</sup> (MW) 60 122<sup>1</sup> 60 122<sup>1</sup> Net Export<sup>2</sup> (MWh) 11,038 42,250 87,383 147,274 P50 - 22.37% P50 - 31.57% P50 - 33.74% P50 - 19.30% **CUF** Target P75 - 17.86% P75 - 20.62% P75 - 29.20% P75 - 31.07% P90 - 16.52% P90 - 19.02% P90 - 26.98% P90 - 28.58% CUF - Achieved 8.33% 21.42% 22.23% 28.88% Plant Availability<sup>3</sup> 73.6% 88.4% 80.8% 90.5% Grid Availability 100.0% 100.0% 99.8% 99.9%



2 Performance achieved for Adani owned & managed plants 2B Adani Owned, Constructed & Managed Plants in 30 FY 20 Key Performance Indicator 40% Q3'19 Q3'20 9M'19 9M'20 3.25% 36.70% 4.88% -0.59% -0.23% 0.67% P75@26.33% < **Operational Capacity (MW)** 28.72% 62 62 -30% Net Export (MWh) 23,483 55.954 -20% CUF P90@24.19% 36.70% 47.95% -10% Plant Availability<sup>1</sup> 94.2% 96.3% -Grid Availability 99.7% 99.8% 0% P50 CUF Wind Turbine BOP Grid Others CUF Actual

Availability Availability Availability Availability

### Better than P50 performance for Adani owned & managed wind plants

1. AGEL has agreed to acquire 3x50 MW wind projects from lnox, which have been commissioned and are part of SECI-I tender with 25 year PPA. This acquisition shall complete on fulfilment of certain milestones, and hence their generation is not included in the above numbers.

2. 50MW Adani SECI I plant has been capitalized on Dec 1st 2019, therefore only pro-rated target and generation of Dec'19 has been considered.

- 3. The CUF bridge assumes generation-weighted plant availability whereas the table above assumes a time based plant availability
- 4. Sufficient data not available for plants located in OEM wind park to give detailed performance bridge
- 5. Achieved CUF lower owing to certain issues with the O&M operator. The technical team is working to rectify the same.

AGEL Q3 & 9M FY 20 Results Presentation 20 February 2020

# Robust Financial Performance Driven By Fully Contracted Cash Flows

Revenue (Rs Cr.)<sup>1</sup> EBITDA<sup>2</sup> (Rs Cr) and margin<sup>3</sup> (%) Cash Profit<sup>4</sup> (Rs. Cr) 454 452 138 399 -0.4% 347 -13% -44% 77 87% 87% Q3 FY19 Q3 FY20 Q3 FY19 Q3 FY20 Q3 FY19 Q3 FY20 Operating Assets (Gross Block) (Rs Cr) Net debt<sup>5</sup> and Shareholders' equity<sup>6</sup> (Rs Cr) Net Debt for operating projects<sup>7</sup> / EBITDA TTM 13,882 11.782 Net Debt Shareholders' equity 5.97 +18% 5.46<sup>9</sup> 11.386 5.20 9,771 1,564 1,564 Q3 FY20<sup>8</sup> FY19<sup>8</sup> Q3 FY20 Q3 FY19 Q3 FY20 FY19 Q3 FY20

Revenue reflects Sale of Energy only 1

EBITDA = Revenue from Operation - Cost of Material consumed - Other expenses including Employee benefit expense 2

EBITDA Margin represents EBITDA earned from power sales and exclude other items 3

Cash profit = EBITDA + Other income - Interest and other borrowing cost- income tax expenses 4

5 Net debt = long-term borrowings + short-term borrowings + current maturities of long-term borrowing + Capex Creditors (DA Bills) - Trade Receivables - cash and cash equivalents - bank and other bank balances - current investments- -sub debt (intercorporate deposit taken from related party)

6 Shareholders' equity implies voting equity and does not include reserves and surplus, non-controlling interest & instruments entirely equity in nature

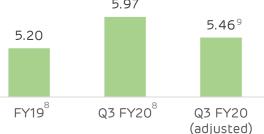
Net debt for operating project = Net Debt - Debt taken for under construction projects of Rs 1,019 Cr 7

8 Calculated based on accounting EBITDA of TTM of Rs 1,736Cr

9 Adjusted no. calculates run-rate EBITDA (1,899 Cr) for plants commissioned during the year in addition to EBITDA TTM in footnote #8 AGEL Q3 & 9M FY 20 Results Presentation 21 February 2020



Renewables



# Revenue, EBITDA, Net External Debt & PBT Bridge



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# Consolidated Statement of P&L

Particulars (INR Cr)	Q3'20	Q2'20	Q3'19	9M'20	9M'19	FY19
Revenue from operations	i i					
Revenue from Power Supply	452	461	454	1,464	1,371	1,913
Other operating income	2	13	2	19	6	7
Revenue from EPC and Traded Goods	50	214	0	370	0	137
Other income	19	24	15	58	35	73
Total Revenue	523	712	471	1,910	1,412	2,131
Cost of material consumed and others	65	211	-	379	-	130
General and Admin Expense <sup>1</sup>	92	55	57	209	137	218
Finance Costs	290	240	277	780	711	985
Derivative and Exchange difference	70	69	8	184	299	320
Depreciation and amortization expenses	102	-63	270	286	769	1,062
Total Expenses	618	512	613	1,838	1,917	2,716
Profit / (Loss) Before Tax & share of JV	-95	200	-142	73	-505	-585
Less: Exceptional Items	74	-	-	173	-	-
Profit (Loss) Before Tax	-169	200	-142	-100	-505	-585
Deferred tax	-39	100	-20	25	-123	-119
Income tax	-1	-1	-2	0	1	6
Profit (Loss) After Tax	-129	102	-120	-125	-384	-471
EBITDA <sup>2</sup>	347	422	399	1,266	1,240	1,710
	I'			<u> </u>		

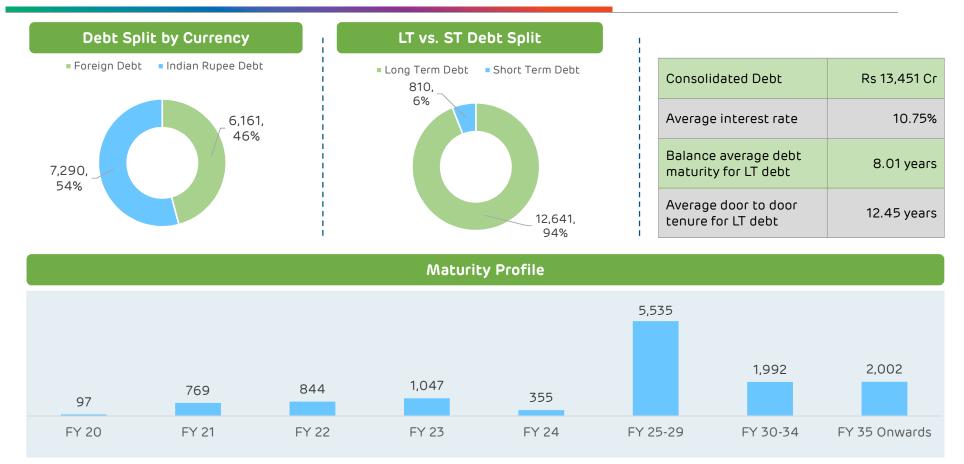
1 Includes Rs. 81 Cr expense for 9M FY 20, which is directly attributable to operations

2 EBITDA = Revenue from Operation – Cost of Material consumed - Other expenses including Employee benefit expense

AGEL Q3 & 9M FY 20 Results Presentation 23 February 2020



# Debt Summary as on 31<sup>st</sup> December



Average interest rate - based on fully hedged basis and does not includes upfront fees and processing fees amortization. FX Rate Rs. 71.39 / USD

Consolidate debt does not includes inter corporate deposits taken from related party and IND AS adjustments.

First 4 years repayment includes Rs. 1706 Cr of Holdco mezzanine debt which may get refinanced .

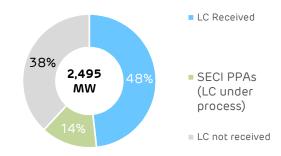


# Power Generation Receivables Ageing

Off Takers		Overdue								
	Not Due <sup>1</sup>	0-60 days	61-90 days	91-120 days	121-180 days	>180 days	Total Overdue <sup>2</sup> (as of 31 <sup>th</sup> December)			
TANGEDC0 <sup>3</sup>	131	119	56	63	62	293	592			
NTPC <sup>4</sup>	58	0	0	0	0	0	0			
SECI⁵	48	0	0	0	0	0	0			
Others	74	14	6	2	2	8	33			
Total	311	133	62	65	64	301	625			

- Ministry of Power (MoP) mandated DISCOMs to open and maintain LC's as payment security under PPAs vide its circular dated 28<sup>th</sup> June, 2019
- Strong focus by Gol to implement payment security mechanism under the PPA to reduce outstanding dues of power generators, thereby improving the health of their balance sheets

LC Status as of 31<sup>st</sup> January'20 (in % MW)



# Healthy debtor profile (Ex-TANGEDCO) with significant prompt payment discount of Rs. 17 Cr for 9M FY2O and Rs. 24 Cr for FY19 With Increase in NTPC / SECI operating capacity, receivables ageing expected to further improve

- 1. Includes unbilled revenue of Rs. 152 Cr; 'Not due' includes receivables in which as per PPA, LPS is not yet payable
- 2. Late payment surcharge and disputed revenue not recognized as revenue, unless realized
- 3. Tamil Nadu Generation and Distribution Corporation
- 4. National Thermal Power Corporation
- 5. Solar Energy Corporation of India Limited

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# Strategic Priorities





# AGEL's Strategic Priorities

Growth & Returns Focus	<ul> <li>Vision to be one of the leading global renewable players</li> <li>Disciplined investment decisions framework to create shareholder value</li> </ul>
Optimal Capital Management	<ul> <li>Leverage internal accruals to drive RoE with accretive growth</li> <li>Established pedigree to outperform WACC; commitment to maintain strong credit profile</li> </ul>
Project Execution	<ul> <li>Build on infrastructure expertise with consistent track record of creating industry leading infrastructure</li> <li>Leverage on vendor partnerships and relationships to support volumes, quality and cost</li> </ul>
Operational කියික් Excellence	<ul> <li>Drive high and predictable generation (Solar – P50, Wind – P75)</li> <li>Lower cost through preventive maintenance focus</li> <li>Institutionalized O&amp;M organization and practices</li> </ul>
Stable Cash Flows	<ul> <li>Predictable cash flow with 100% contracted business with long term PPA's (~25 years)</li> <li>Over 70% (on fully completed basis) with Govt. of India-owned counterparties</li> </ul>
لي المحمد ال ESG	<ul> <li>Strong focus on environment, safety, communities and creating value for all stakeholders</li> <li>Robust governance and disclosures</li> </ul>

AGEL Q3 & 9M FY 20 Results Presentation 27 February 2020



# Appendix



# Asset Level Details - Operational

Solar Wind Projects Hybrid

Renewables

SPV	Project Name / Location	Туре	Contracted Capacity (AC)	Capacity (DC)	Tariff	COD	Counterparty Name	Counterparty Credit Rating	PPA Term
	AGETNL	Solar	216	260	7.01	Mar-16	TANGEDCO	ICRA (B)	25
	RSPL	Solar	72	86	7.01	Feb-16	TANGEDCO	ICRA (B)	25
AGETNL	KREL	Solar	72	86	5.76 <sup>182</sup>	Mar-16	TANGEDCO	ICRA (B)	25
	KSPL	Solar	216	260	5.10 <sup>1</sup>	Sept-16	TANGEDCO	ICRA (B)	25
	RREL	Solar	72	86	5.10 <sup>1</sup>	Sept-16	TANGEDCO	ICRA (B)	25
AGEUPL	Karnataka	Solar	240	302	4.57 <sup>4</sup>	Sept-17-Mar-18	Karnataka ESCOMS	ICRA (B+ to A)	25
AGEUPL	Jhansi	Solar	50	60	5.075	May-19	UPPCL	ICRA (C)	25
KSPPL	Karnataka	Solar	20	23	4.36 <sup>4</sup>	Jan-18	BESCOM	ICRA (A)	25
	Punjab 100	Solar	100	105	5.88	Jan-17	PSPCL	ICRA (B+)	25
PDPL	UP – II	Solar	50	70	4.78	Jul-17	NTPC	Baa2/BBB-	25
PDPL	AP – Ghani	Solar	50	70	5.13	Oct-17	NTPC	Baa2/BBB-	25
	Rajasthan – 20	Solar	20	26	4.36	Nov-17	NTPC	Baa2/BBB-	25
	Tgana (open)	Solar	50	66	4.67	Dec-17	NTPC	Baa2/BBB-	25
	Tgana DCR	Solar	50	66	5.19	Dec-17	NTPC	Baa2/BBB-	25
	Karnataka – 100	Solar	100	140	4.79	Jan-18	NTPC	Baa2/BBB-	25
PSEPL	Chattisgarh	Solar	100	147	4.425 <sup>3</sup>	Mar-18	SECI	ICRA (AA+)	25
PSEPL	Karnataka Pavagada – DCR	Solar	50	66	4.86	Feb-18	NTPC	Baa2/BBB-	25
	Karnataka – DCR	Solar	40	56	4.43	May-18	SECI	ICRA (AA+)	25
	Karnataka – 10	Solar	10	13	5.35	Oct-17	GESCOM	ICRA (B)	25
	Maharashtra	Solar	20	29	4.16 <sup>6</sup>	Mar-18	SECI	ICRA (AA+)	25
Wardha Solar	Karnataka	Solar	350	515	4.43	Feb-May18	SECI	ICRA (AA+)	25
ARERJL#	Rajasthan	Solar	200	281	2.71	Aug-19	MSEDCL	ICRA (B+)	25
AGEL – Lahori	MP	Wind	12	12	5.92	Mar-16	MPPMCL	ICRA (C+ & B+)	25
AWEGPL	Gujarat	Wind	48	48	3.92	Mar-17	GUVNL	ICRA (A+)	25
Mundra Wind	Gujarat	Wind	12	12	3.46	Feb-19	MUPL	ICRA AA+	25
AGEMPL - SECI 1	Gujarat	Wind	50	50	3.46	Nov-19	SECI	ICRA (AA+)	25
AREGJL	Gujarat	Wind	75	75	2.85	Jan-20	MSEDCL	ICRA (B+)	25
INOX 1 @	Gujarat	Wind	50	50	3.46	Apr-19	SECI	ICRA (AA+)	25
INOX 2 @	Gujarat	Wind	50	50	3.46	May-19	SECI	ICRA (AA+)	25
INOX @	Gujarat	Wind	50	50	3.46	July-19	SECI	ICRA (AA+)	25
Total			2,495	3,160					

1 Appeal has also been filed by KREL before APTEL for extension of control period and restoration of tariff.

2 KREL's 72 MW plant is split for Tariff purpose by TANGEDCO into 25 MW and 47 MW at Tariff of 7.01 Rs./kWh and 5.10 Rs./kWh respectively. The said order has been challenged before the Tamil Nadu High Court. On 07.08.2019, High Court of Tamil Nadu has directed to approach TNERC, Order copy is awaiting.

3 The Company has filed Force Majeure claim on account of stay order issued by the Hon'ble High Court of Chhattisgarh. SECI has not accepted our claim. Petition is being filed before CERC challenging the said reduction in tariff from Rs. 4.43/kwh to Rs. 4.425/kwh and LD deduction.

4 The Company has filled petition with KERC for extension of original PPA tariff instead of regulated tariff (Rs. 4.36/kwh) due to force majeure reasons.

5 As per UPERC order, tariff has been revised from Rs .8.44 to Rs. 5.07. Order has been appealed before APTEL, pleadings are on-going.

6 Petition filled before CERC for extension on account of Force Majeure, pleading are on-going

@ AGEL has agreed to acquire 100% equity interest of 150 MW Wind projects, subject to the terms of the PPA; Projects have been recently commissioned in Q3FY'20

# 100MW of 200MW ARERJL (Rawara) Solar has been recently commissioned on 2nd August'19

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Renewables

Wind Projects

Hybrid

Solar

# Asset Level Details – Under Construction

SPV	Project Name / Location	Туре	Capacity (AC)	Capacity (DC)	Tariff	COD	Counterparty Name	Counterparty Credit Rating	PPA Term
AGEONEL	Gujarat	Solar	150	210	2.67	Nov-20	GUVNL	ICRA (A+)	25
GSBPL	Gujarat	Solar	100	140	2.44	Aug-20	GUVNL	ICRA (A+)	25
Kilaj SMPL – SECI	Rajasthan	Solar	50	70	2.54	July-20	SECI	ICRA (AA+)	25
Kilaj SMPL – UPNEDA	UP	Solar	100	140	3.21	Sept-20	UPPCL	ICRA (C)	25
UPPCL	UP	Solar	75	105	3.08	Nov-20	UPPCL	ICRA (C)	25
AGEMPL - SECI 2	Gujarat	Wind	50	50	2.65	July-19 *	SECI	ICRA (AA+)	25
AGEMPL - SECI 3	Gujarat	Wind	250	250	2.45	Nov-19 *	SECI	ICRA (AA+)	25
ARETNL – SECI 4	Gujarat	Wind	300	300	2.51	Feb-20 *	SECI	ICRA (AA+)	25
AWEGJL – SECI 5	Gujarat	Wind	300	300	2.76	Jul-20 *	SECI	ICRA (AA+)	25
INOX 3 @	Gujarat	Wind	50	50	2.65	July-19 *	SECI	ICRA (AA+)	25
AGE THREE LTD	Gujarat	Wind	250	250	2.82	Dec-20	SECI	ICRA (AA+)	25
AGE FIVE LTD	Gujarat	Wind	130	130	2.83	Mar-21	SECI	ICRA (AA+)	25
Total			1,805	1,995					

SPV	Project Name / Location	Туре	PPA Capacity (AC)	Planned Capacity (AC)	Planned Capacity (DC)	Tariff	COD	Counterparty Name	Counterparty Credit Rating	PPA Term
AGE EIGHTEEN LTD	Rajasthan	Hybrid	390	Solar: 360 Wind: 100	Solar: 540 Wind: 100	2.69	Sept-20	SECI	ICRA (AA+)	25
AGE SEVEN LTD	Rajasthan	Hybrid	600	Solar: 600 Wind: 150	Solar: 840 Wind: 150	2.69	Feb-21	SECI	ICRA (AA+)	25
RSEPL	Rajasthan	Hybrid	700	Solar: 385 Wind: 585	Solar: 558 Wind: 585	3.24		AEML		25
Total Hybrid			1,690	2,180	2,773					

Payment Security for all projects - 1 month invoice revolving LC. Additionally, for SECI projects, corpus fund covering 3 months is provided

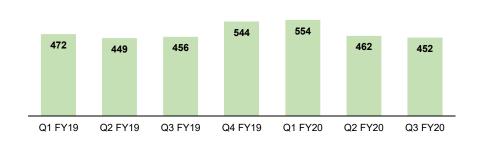
<sup>®</sup> AGEL is in the process of acquiring beneficial interest in the project, subject to the terms of the PPA

\* COD is under extension from SECI due to delay in transmission LTA

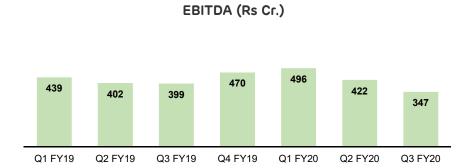
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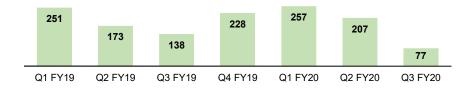
# **Other Financial Metrics**



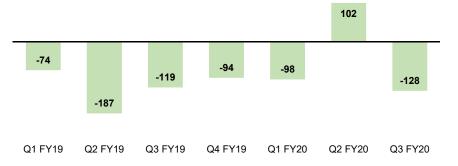
Revenue<sup>1</sup> (Rs Cr.)



### Cash profit <sup>1</sup> (Rs Cr.)







Notes:

<sup>1</sup> Revenue reflects Sale of Energy only

<sup>2</sup> Cash profit = EBITDA + Other income – Interest and other borrowing cost– income tax expenses

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### A Appendix

*Restricted Group-1:* Financials & Key Operational Numbers

Rated BB+ by S&P and FITCH

Restricted Group-1 comprises three SPVs, i.e. Parampujya Solar Energy Private Limited, Prayatna Developers Private Limited & Adani Green Energy UP Limited, having total operational capacity of **930MWac** which was created for **USD 500mn Green Bond**, issuance in May 2019

# RG-1 –930 MW Solar Operational Update



- Grid availability at 98.6% for 9M FY20; Grid availability lower at PSEPL<sup>2</sup> (40 MW Karnataka DCR), & PDPL<sup>3</sup> (50MW Ghani)
- Continue to have plant availability in excess of 99%, with 99.4% availability for 9M FY20

	RG1 Portfolio				
Key Performance Indicator	9M'19	9M'20			
Operational MWac	880	930			
Operational MWdc	1,129	1,207			
Net Export (MWh)	12,15,323	13,58,687			
Plant Availability	99.4%	99.4%			
Grid Availability	98.5%	98.6%			

Notes:

- 2. Grid constraint in Karnataka (old evacuation infrastructure, now being upgraded)
- 3. Unjust backing down in Andhra Pradesh which is being contested in CERC

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<sup>1.</sup> RG-1 generation numbers are as per third party assessments as disclosed in the RG-1 Offering Circular

# RG-1 – Key Financial Number and Receivable Ageing



Key Financial number					
Particulars (INR Cr)	Q3'20	Q2'20	9M'20	FY19	Committed Annual Number
Revenue from operation	205	198	654	836	973
EBITDA	175	159	557	761	857

### Outstanding Gross Debt as on December 2019 of Rs 4,631 Cr

### Power Generation receivables Ageing

Off Takers	Not Due*	Overdue						
OTTTakers		0-60 days	61-90 days	91-120 days	121-180 days	>180 days	Total Overdue	
NTPC	58	0	0	0	0	0	0	
SECI	21	0	0	0	0	0	0	
UPPCL	3	0	0	0	0	0	0	
KREDEL**	31	13	5	1	0	5	24	
PSPCL	9	0	0	0	0	0	0	
GESCOM	1	0	0	0	0	3	3	
Total	123	13	5	1	0	8	27	

### AGEL RG-1 receivable days < 12

\*includes unbilled revenue of Rs. 63 Cr; 'Not Due' includes receivables in which as per PPA, LPS is not yet payable

\*\*HESCOM, BESCOM, CESE, MESCOM are part of KREDEL.

NTPC: National Thermal Power Corporation: SECI: Solar Energy Corporation of India Limited: UPPCL: Uttar Pradesh Power Corporation Limited PSPCL: Punjab State Power Corporation Limited: KREDEL: Karnataka Renewable Energy Development Ltd: GESCOM: Gulbarga Electricity Supply Company Limited: HESCOM: Hubli Electricity Supply Company Ltd; BESCOM: Bangalore Electricity supply company Ltd; MESCOM: Mangalore Electricity Supply Company Limited

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### A Appendix

*Restricted Group-2:* Financials & Key Operational Numbers

Rated BBB- by S&P and FITCH and Baa3 by Moody's

Restricted Group-2 comprises three SPVs, i.e. Adani Renewable Energy (RJ) Limited, Wardha Solar (Maharashtra) Private Limited & Kodangal Solar Parks Private Limited, having total operational capacity of **570MW**<sub>ac</sub> which was created for **USD 362.5 mn Green Bond**, issuance in October 2019



# RG-2 –570 MW Solar Operational Update

### Key Highlights: Solar RG-2:

- Grid availability at 97.6% for 9M FY20. Grid availability lower at Wardha Solar<sup>1</sup> (40MW Nalwar & 10 MW Kallur)
- Continue to have plant availability in excess of 99%, with 99.6% availability achieved 9M FY20.

	RG2 Portfolio			
Key Performance Indicator	9M'19	9M'20		
Operational MWac	370	570		
Operational MWdc	532	816		
Net Export (MWh)	5,46,328	7,04,255		
Plant Availability	99.2%	99.6%		
Grid Availability	94.9%	97.6%		

Notes:

1. Grid constraint in Karnataka (old evacuation infrastructure, now being upgraded)

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# RG-2 – Key Financial Number and Receivable Ageing

Particulars (INR Cr)	9M'20
Revenue from operation for the period ended Dec'19 (Rs.Cr.)	283
EBITDA for the period ended Dec'19 (Rs. Cr.)	257
EBITDA committed for the year (without VGF) (Rs. Cr.)	424
O/s Gross Debt, post bond issuance (USD 362.5 Mn) (Rs.Cr.)	2,588
Fully hedged bond INR cost	~9.5%
Receivable o/s as on Dec'19 - Not due (Rs. Cr,)	47
- Overdue (Rs.Cr.)	0



\* Bullet payment of 87 Mn in FY 2040 (last installment)

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