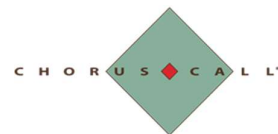




**“Adani Green Energy Limited  
FY '25 Fixed Income Earnings Conference Call”  
April 29, 2025**



**MANAGEMENT:** **MR. ASHISH KHANNA – CEO**  
**MR. SAURABH SHAH – CFO**  
**MR. RAJ KUMAR JAIN – HEAD OF BUSINESS**  
**DEVELOPMENT**  
**MR. ANUPAM MISRA – HEAD OF GROUP CORPORATE**  
**FINANCE**  
**MR. VIRAL RAVAL – HEAD OF INVESTOR RELATIONS**

**MODERATOR:** **MS. PRITHA MAJUMDAR – STANDARD CHARTERED**  
**BANK**

**Moderator:** Ladies and gentlemen, good day, and welcome to Adani Green Energy Limited FY '25 Fixed Income Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Pritha Majumdar, Managing Director from the Leverage and Acquisition Finance team from Standard Chartered Bank. Thank you, and over to you, ma'am.

**Pritha Majumdar:** Thanks, Michelle. Good afternoon, everyone. This is Pritha Majumdar from Standard Chartered Bank. On behalf of Adani Green Energy Limited, we are very pleased to welcome you all to the FY '25 earnings call. From the company, on the call today, we have with us Mr. Ashish Khanna, CEO; Mr. Saurabh Shah, CFO; Mr. Anupam Misra, Head, Group Corporate Finance; Mr. Raj Kumar Jain, Head, Business Development; and Mr. Viral Raval, Head, Investor Relations.

With that very quick round of introductions, I would like to hand this over to Viral to take this forward. Viral, over to you. Thank you.

**Viral Raval:** Thank you, Pritha. A warm welcome to all the participants in this call. Adani Green Energy has continued its strength of delivering robust operational and financial performance. We hope you would have had this opportunity to go through the earnings presentation that we uploaded on our website. Let me take a brief moment to introduce Mr. Ashish Khanna, who has now taken the charge as the CEO of Adani Green from 1st April of this year. Mr. Khanna is an industry veteran and a campaigner for green growth.

Prior to joining us, he was at the forefront of leading the renewable business of Tata Power as CEO of Tata Power Renewable Energy. His 36 years of career span ranges from oil and gas, petrochemicals, thermal power and renewables. Mr. Khanna has completed executive program from IIM Ahmedabad, holds Master's Degree in Management and Systems from IIT Delhi and Bachelors of Engineering from Delhi College of Engineering.

Along with Mr. Ashish Khanna, as Pritha said, we have Saurabh Shah, CFO; Raj Kumar Jain, Head of Business Development; Anupam Misra, Head of Corporate Finance; and I look after Investor Relations.

Let me hand over to Mr. Ashish Khanna for brief opening remarks to be followed by Q&A.

**Ashish Khanna:** Thank you, Viral. Good afternoon to everyone and welcome to this call again. I am thrilled to share the outstanding operational and financial performance of Adani Green Energy for the fiscal year 2025. FY '25 has been a record year for India's renewable energy growth. It has been a testimony to the fact of what all has been done by various developers and above all by Adani Green that we have been able to add 30 gigawatts of renewable energy. This also includes the hydro part of it.

At Adani Green Energy, we have contributed significantly by adding 3.3 gigawatt of new capacity. This is the highest ever by any renewable company in India. Our efforts accounted for 16% of India's utility scale solar and 14% of wind power installation in FY '25. We, as always, have done a great job and have added more than double in comparison to any other developer of this country.

We are making significant progress towards developing the world's largest renewable energy plant at Khavda in Gujarat. In a short span of two years, we have been able to operationalize more than 4 gigawatt of renewable energy from that particular plant itself and are well on track to complete 30 gigawatt by 2029.

The potential of Khavda can also be reflected from the fact that in the last quarter, the solar CUF was more than 32%. This all has been made possible because of the advancement in technology which we are deploying there, whether it's bifacial N-type modules, it's single-axis trackers, our robotic cleaning systems, all are playing their very important role in getting the maximum generation out from Khavda. Our relentless focus on execution, operational excellence, and technology is further cementing our leadership role in the renewable energy sector in this country.

On the financials in FY '25, we surpassed more than \$1 billion in EBITDA. Our energy sales increased by 28% on a Y-o-Y basis, reaching 28 billion units. Revenue from power supply grew by 23% to be INR9,495 crores and EBITDA increased by 22% to be INR8,818 crores. We continue to prioritize digitalization, robust capital management, and above all the best-in-class governance system.

Our advanced analytics techniques, automation, AI-driven decision-making processes are optimizing our resources and making sure that our operations are best in class in the world and taking care of the safety as well as the governance is what's helping us and will continue to make us the biggest company in the renewable sector in this country.

As an important milestone in our capital management journey, Adani Green refinanced its new construction facility of \$1.06 billion. This long-term refinancing, rated AA+, represents door-to-door tenure of 19 years, and it's well aligned with the cash flow lifecycle of the underlying asset portfolio.

We have a very comprehensive capital management framework to fully fund our growth up to 50 gigawatt by 2030, while maintaining a strict credit discipline. We remain committed to our environmental, social, and governance goals. You'll be happy to note that all of our operations are now water positive, and this goal has been achieved a year before our own target.

We continue to maintain our top rankings in assessment by esteemed global ESG rating agencies, and are ranked number one in Asia among top five globally in RE sector by ISS ESG, while Sustainalytics ranks us amongst the top 10. This all is happening because of the dedication of our team, trust, and support of our shareholders and partners.

I would like to reiterate that together we are committed to create a lasting value for our shareholders, by delivering 50 gigawatt of clean and affordable power by 2030. We are targeting

to add 5 gigawatts in this financial year too. Thank you for listening, and apologies for the drops in calls.

I will now leave it on for your question-and-answers.

**Moderator:** Thank you very much, sir. The first question is from the line of Love Sharma from JPMorgan. Please go ahead.

**Love Sharma:** Just a few questions from me. I think one, firstly, on the cash balance side, if you could just highlight on the 2 RG bonds, RG1 and RG2, what would be the year-end cash balance in those 2 assets? And secondly, in terms of the -- given the movement in the bond prices for both the RG1 and RG2 because of global markets as well as the U.S. treasury rates, the dollar prices on those seem to be very attractive. Any thoughts on if you could consider any kind of bond buyback in those 2 bonds? That's it.

**Ashish Khanna:** I request Saurabh, our CFO, to answer this, Love.

**Saurabh Shah:** So from the perspective of your first question, which was on the cash balance, which is there on RG1 and RG2, we would just like to inform you that - in our presentation, it is on Slide number 34, where in the cash balance in RG1 is about INR600 crores, which is there; and in RG2 also, that number is in the range of about INR700-odd crores.

**Love Sharma:** Okay. Got it. And in terms of how much could be distributed by -- based on the covenants, which we have another 2 bonds from this INR600 crores, INR700 crores, could you give a rough sense?

**Saurabh Shah:** So see, from the aspect of distribution, it is also to do with there are certain assets in this, which we have with our JV partner. So that distribution takes place based on that also. But the portion out of this, which is distributable, is to the tune of about INR400 crores-odd.

**Love Sharma:** Okay. This is total in across the two?

**Saurabh Shah:** Yes, in each -- INR400 crores each in both.

**Viral Raval:** So the distribution, as you know, when we issue compliance certificate, in the compliance certificate, there is a proper cash flow waterfall mechanism, which is followed. So we keep the necessary debt service reserves.

We keep necessary amount of cash for the regular maintenance and then only it is upstreamed. So that full working of how much will be upstreamed will come in the compliance certificate and only then it will be upstreamed. Before the compliance certification, there is no upstreaming that happens.

**Love Sharma:** You won't be able to. Understood. Understood. Okay. That's very clear. And just one last -- I think a follow-up on the previous question related to that would be any thoughts on the buyback of the 2 bonds?

**Anupam Misra:** Love, I'll take that question. So Love I think these are 2 bonds, which are amortizing bonds where the cash flow generated is sort of used for repayment over a period of 20 years, 18 years,

right? So in these 2 bonds, ideally, we are not in the process. In a corporate bond structure like Adani Ports, Adani Electricity, we would strategically keep doing buybacks and market actions. So we would not look at buybacks in these kind of structures, right?

But tactically, if there is market dispute like what happened during the earlier situation, it gives us an opportunity to sort of make a small profit and also indicate to the short sellers that we have a very strong technical curve and therefore, they should not -- we would not incentivize short sellers to come into our paper. I think from that standpoint, we can still look at it. But as of now, nothing decided. So I would be going ahead of myself over here.

But the philosophy from a group standpoint is here that it makes sense. So for example, a 2030 Adani Electricity, we would not address this in 2029, but we would start addressing it way in advance. So from that, similarly would be the case here.

**Moderator:** The next question is from the line of Michael Stansfield from UBS Asset Management.

**Michael Stansfield:** Just quickly for FY '26, I just want to confirm I heard correctly. So for this year, FY '26, we have 5 gigawatts of operational projects coming online. And if you could just reiterate what the guidance is for the total capex on that? And then also, you made a statement that for the 50 gigawatt guidance for FY '30, can you walk through what is funded at this point for that? I mean I think that we've talked in the past about like FY '26 and '27, that's all fully funded, but like longer term, are there equity and debt financing that have to be put in place?

**Saurabh Shah:** Yes. So see, from a capex perspective, based on 5 gigawatt of addition that we are looking at for the current year, we are looking at a capex of about INR31,000 crores in FY '26 to be done, which is more or less fully funded from debt as well as equity perspective. For our overall target of 50 gigawatt, the equity -- once the entire warrant is completely converted to equity, then our entire equity funding for up to FY '30 for 50 gigawatt is fully funded.

From a debt perspective, we constantly keep on reviewing the longevity of our -- the tenure of our debt. And based on that, we continue to look at how to target and get that debt tie-up completed. And from a perspective of debt, we also have a \$3.4 billion of construction facility, which is available, plus we also have a non-fund based limit of about \$1.2 billion, which we constantly utilize for that.

So all in all, our debt tie-up, which we keep on looking at over 1-year period that we keep on doing it. So for next 1 - 1.5 years, we target to complete that, which we are doing for this year. And from that way, we will continue to do that for the remaining next 3 to 4 years. I hope this answers your question.

**Michael Stansfield:** Sorry, just I might have misheard. So the total capex for this year is INR31,000 crores?

**Saurabh Shah:** Yes.

**Michael Stansfield:** So at that, we're going to be -- so we're talking around 3.6 billion, of which 75-25 debt to equity.

**Saurabh Shah:** Yes. 75-25, and most of that debt is already tied up.

- Moderator:** We take the next question from the line of Eric from Nomura.
- Eric:** Okay. Great. So sorry, I think it's a more generic question. I think I understand management is expanding the Khavda solar park across the solar mainly with wind. But how do you see any other new types of, let's say, pumped storage hydro? I mean is the company also looking forward to develop this kind of complicated structure? And how do you see the economics of these kind of new technologies?
- Ashish Khanna:** Can I summarize what I understood from your question? There were some challenges on the line. So what you're asking on a generic level is that besides the project like Khavda, how is the management looking at other types of RE, including hydro and PSP? Is that the question? Or I have misconstrued it.
- Eric:** Yes, yes. So I think more about the capacity expansion, how do you see the economics in the pump storage hydro, I mean, or those kind of battery storage? I mean, is the company also looking forward to expanding into this field apart from the plain vanilla or wind solar hybrid?
- Ashish Khanna:** Yes. I think we are looking into both of those storage assets as well as the pumped storage and the battery storage is concerned. We're looking at it very closely. As you know, on the pumped storage, our first plant of Chitravathi, which is 500 megawatt, is all set to be commissioned by 2027. We are committed for it.
- In totality, we are all set for gigawatt capacities in PSP. As long as the generic tariffs are concerned, I would say that on a pumped storage, one would get, because of the advantage of adding storage, with the renewable power of less than INR5, which makes the overall cost very attractive in that sense. You will be hearing from us about the battery storage part too, we are looking at it very closely. And I think we have a great opportunity there.
- So in the last 1 year or 2, we have seen that there has been a demand of the peak power or round-the-clock renewable power. And I think our company is very well poised to take full advantage of these opportunities which are available.
- Like I said, we are looking very closely on the battery storage and in the times to come, you will hear about it from us. As always, our plans have been big and what serves the country best and so is in the case of the pump storage, too.
- Eric:** Got it. And can I understand right now, how is the -- I mean, in terms of IRR across these kind of projects, how do I see it right now?
- Raj Kumar Jain:** Yes, sure. Eric, I think as Ashish mentioned, from an India perspective, the opportunity is huge when it comes to pumped storages and the batteries. The economics have actually moving towards a place where these are -- the cost is less than the grid prices. So there are lot of opportunities which are there in front of us.
- The IRRs are better than what you get in a normal plain vanilla solar or wind project by close to couple of percentage points. So it finally depends, so it's difficult to answer as a singular number, but it finally depends on what is the site you have.

So like you would understand in case of pumped storage, how many reservoirs someone is making, natural reservoir is there, closed loop, open loop, all those things are there. We try to ensure that whatever pumped storages we are developing are efficient when it comes to capital cost. And that, in turn, leads to a significantly better IRR than a lot of competition you would hear in the market.

**Moderator:** The next question is from the line of Love Sharma from JPMorgan.

**Love Sharma:** So maybe just to follow up on some of the topic, which I think the company has also mentioned in the earnings release about the DOJ case and the SEC case. Where do we stand currently on that? If you could just highlight, is there any progress there? Anything in terms of hearings, anything which you could share with us?

**Ashish Khanna:** So I think we have been publicizing on what is available is all across. First of all, let us reiterate that this is against the individuals and not the company. The matter has been there in public. You know exactly what is happening.

We have an independent review, too, which was also shared across, shared with our auditors, Independent Directors. And so from a group standpoint, as a better governance and transparency as well as regulatory compliances, it has been done. And I think it has been mentioned, too.

So from a DOJ standpoint, like I said, it's all while going forward, the alleged -- the allegations are there. And I think we should be seeing some positive results on it from the individual standpoint.

**Love Sharma:** Okay. And could you share if this case has progressed to any kind of hearing stage at all or are we still in sort of the situation where we were a couple of months back or basically in the indictment stage?

**Saurabh Shah:** See, we are not a party to it. So as a company, whatever disclosures and whatever information that we have is all shared in public, we don't have anything further on that to add. And we are not aware if there is any further development within that case.

**Moderator:** As there are no further questions from the participants, I would now like to hand the conference over to the management for closing comments. Thank you, and over to you, sir.

**Ashish Khanna:** Thank you. I think it was a short and a brief. I once again appreciate all the participants who have come out here. And we would like to reiterate from a management standpoint, our commitment for an excellent execution as well as the operations of AGEL in this coming year. There are lots of learnings, which are going to help us in achieving the targets, which we are clearly on track to achieve as well as the fiscal and the physical targets, which we have in front of us. Once again, thanks for your participation. I hand it over to Viral.

**Viral Raval:** Thank you very much, Pritha, StanC team and Chorus for organizing this call. Thanks a lot to all the participants for taking the time out to join this call. Please feel free to reach out to us if you have any further questions. Thank you.

**Moderator:** Thank you, sir. Thank you, members of the management. Ladies and gentlemen, on behalf of Adani Green Energy Limited, that concludes this conference. We thank you for joining us, and you may now disconnect your lines. Thank you.

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