

Adani Total Gas.
Helping transition India to a
gas-based economy



adani
Gas

Adani Total Gas Limited

16th Annual General Meeting
12th July 2021

Presented By: Suresh P Manglani, CEO

Safety is a Pre-condition to Work Zero Fatality

Safety Awareness & Training

National Safety week, Environment Day,
30,000 + Man Hours of Safety Training

Field HSE Assurance

HSE inspections, Suraksha Samwaad ,
Contractor Capability Assessment

Risk Management

QRA, HAZOP studies, HIRA and JSA

QRA – Quantitative Risk Assessment
HAZOP – Hazard & Operability Study
HIRA- Hazard Identification & Risk Identification
JSA – Job Safety Analysis



Management Systems

QMS, EMS & OHSAS, T4S, IMS & ERDMP (PNGRB)

Incident Management

Code of conduct for Incident reporting
Action tracking system

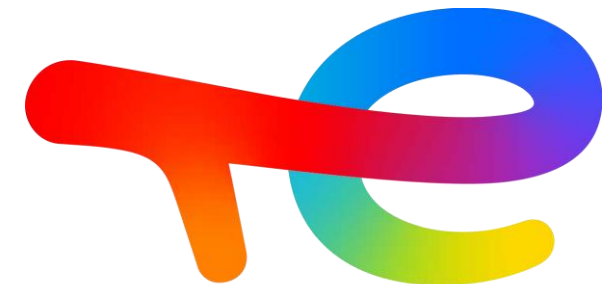
Safety Audits

Internal & External IMS audits, Project Site Audits

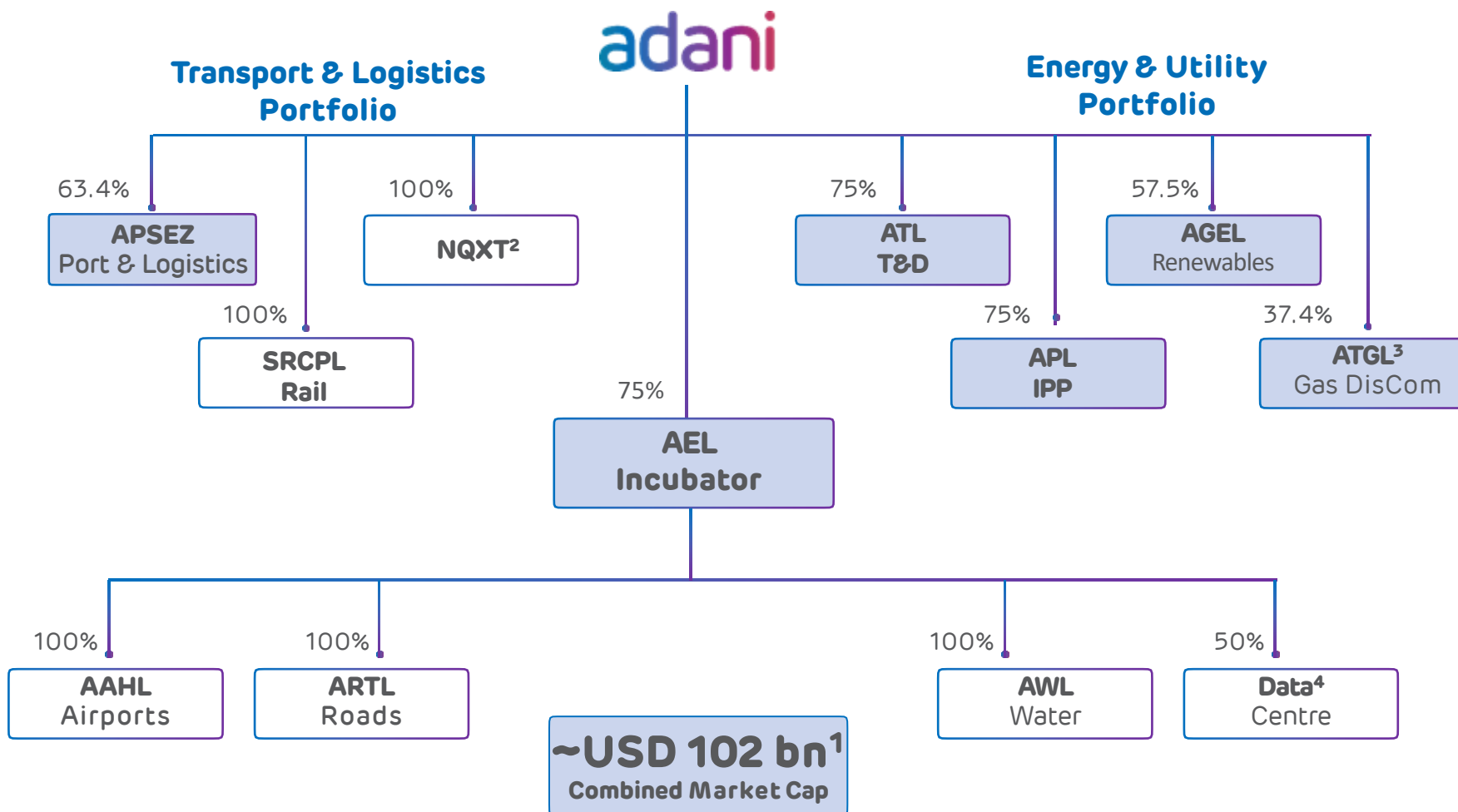
QMS: Quality Management System,
EMS – Environment Management System
T4S – Technical Standards & specifications including Safety Standards
IMS – Integrity Management System
ERDMP – Emergency Response & Disaster Management Plan

Our Strong Parentage

adani



TotalEnergies



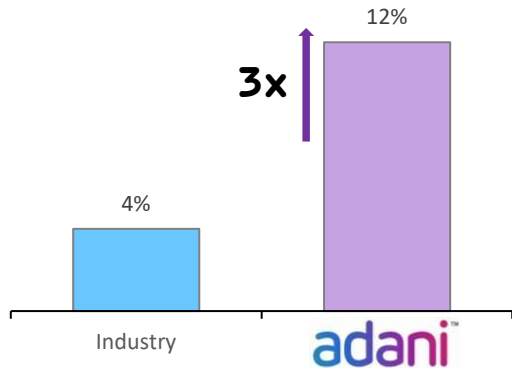
Adani

- **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 –**
 - Transport & Logistics - Airports and Roads
 - Energy & Utility – Water and Data Centre

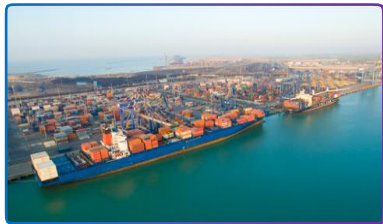
Opportunity identification, development and beneficiation is intrinsic to diversification and growth of the group.

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

Port Cargo Throughput (MMT)



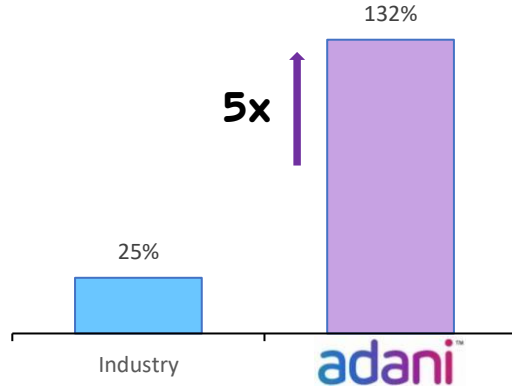
2014	972 MMT	113 MMT
2021	1,246 MMT	247 MMT



APSEZ

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

Renewable Capacity (GW)



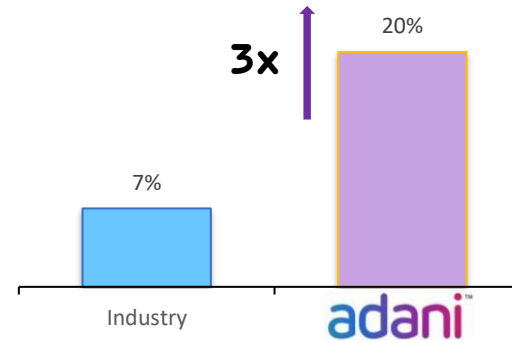
2016	46 GW	0.3 GW
2021	140 GW ⁹	19.3 GW ⁶



AGEL

World's largest developer
EBITDA margin: 91%^{1,4}
 Among the best in Industry

Transmission Network (ckm)



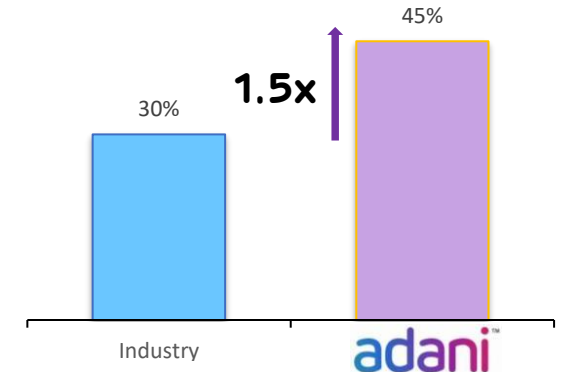
2016	320,000 ckm	6,950 ckm
2021	441,821 ckm	18,801 ckm



ATL

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

CGD⁷ (GAs⁸ covered)



2015	62 GAs	6 GAs
2021	228 GAs	38 GAs



ATGL

India's Largest private CGD business
EBITDA margin: 41%¹
 Among the best in industry

Transformative model driving scale, growth and free cashflow

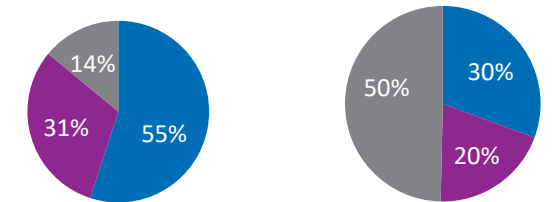
Adani Group: Repeatable, robust & proven transformative model of investment



Activity	Origination	Site Development	Construction	Operation	Capital Mgmt
	<ul style="list-style-type: none"> Analysis & market intelligence Viability analysis Strategic value 	<ul style="list-style-type: none"> Site acquisition Concessions & 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)	648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu)	Energy Network Operation Center (ENOC)	In FY21
	<p>Highest Margin among Peers</p>	<p>Highest line availability</p>	<p>Constructed and Commissioned in nine months</p>	<p>Centralized continuous monitoring of plants across India on a single cloud based platform</p>	<p>Successfully placed three long tenure IG rated international bonds totaling to \$1.55 bn</p> <p>AGEL's tied up revolving project finance facility of \$1.35Bn - will fully fund its entire project pipeline</p>

Debt structure moving from PSU's banks to Bonds



March 2016

March 2021

● PSU ● Pvt. Banks ● Bonds

- 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



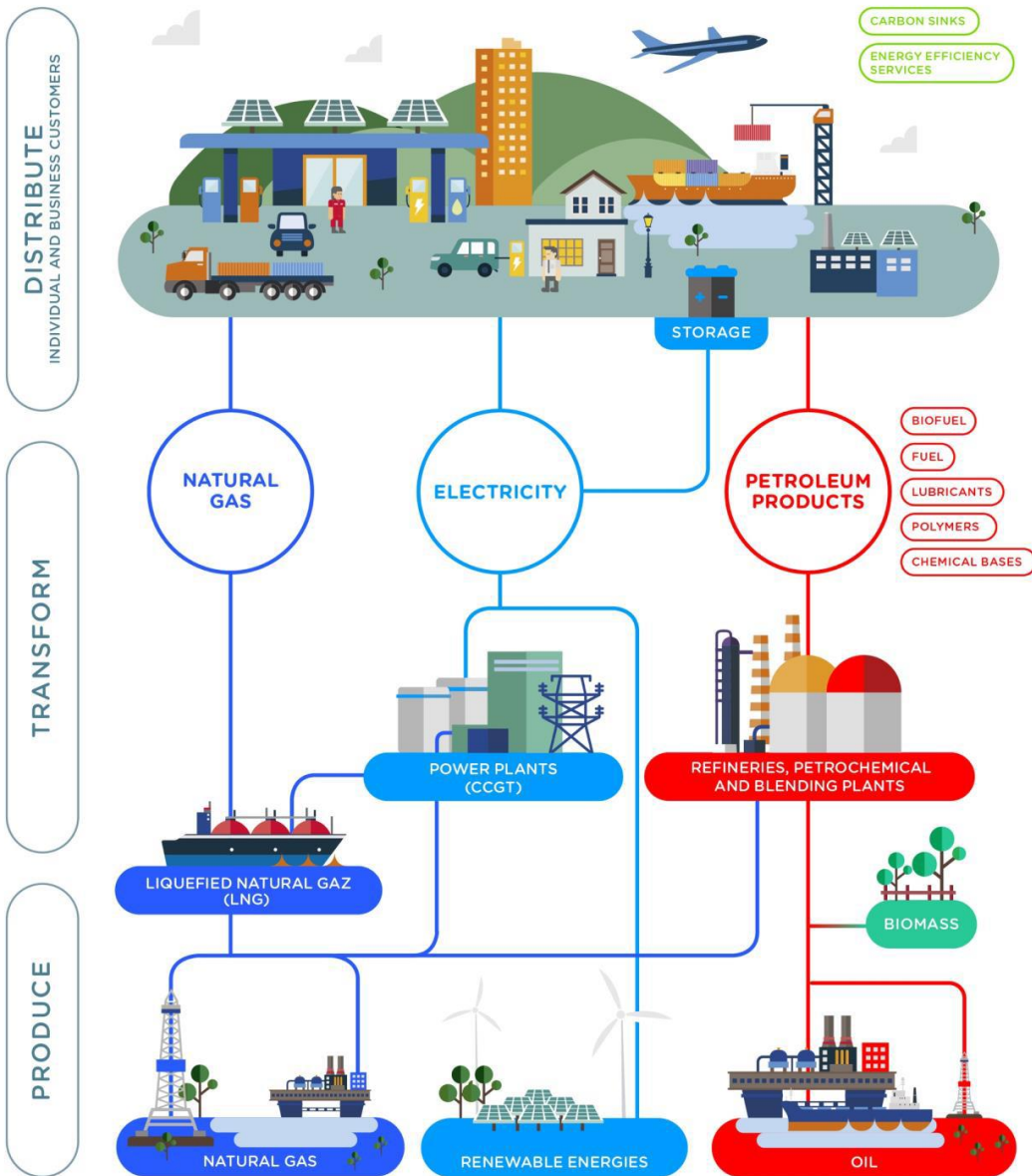
WIND



SOLAR

To preserve the planet in the face of the climate challenge, TotalEnergies are moving together towards new energies.

This energy journey is ours.



Activities span the entire value chain:

- From the **production** of energies,
- and their **transportation** and **transformation** into intermediate or finished products,
- to their **storage** and **distribution** to meet the needs of individual and business customers.

TotalEnergies also **develop** carbon neutrality projects for own sites and for customers, with solutions to enhance **energy efficiency** and to **capture** or **store carbon** (CCS and natural carbon sinks).

TotalEnergies' ambition is to **get to net zero by 2050, together with society, across its production and energy products used by its customers**

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



\$4.1 bn
in adjusted net income in 2020, demonstrating our resilience



More than
4,000
researchers
in our 18 R&D centers



More than
8 millions
customers served in our
15,500+
service stations every day



30 %
polymers
produced from
recycled materials
by 2030



World no.2
in liquified natural gas (LNG)



2.9 Mboe/day
produced in 2020,
of wich 55% natural gas



150,000
charge points
for electric vehicles
by 2025



8.5 million
gas and power customers
in Europe



±\$1bn
invested in R&D
in 2020, of wich
40% on carbon
reduction



>100 GW
production capacity for
renewable electricity by 2030



\$2 bn
invested in renewables
in 2020

Our Transformational Journey

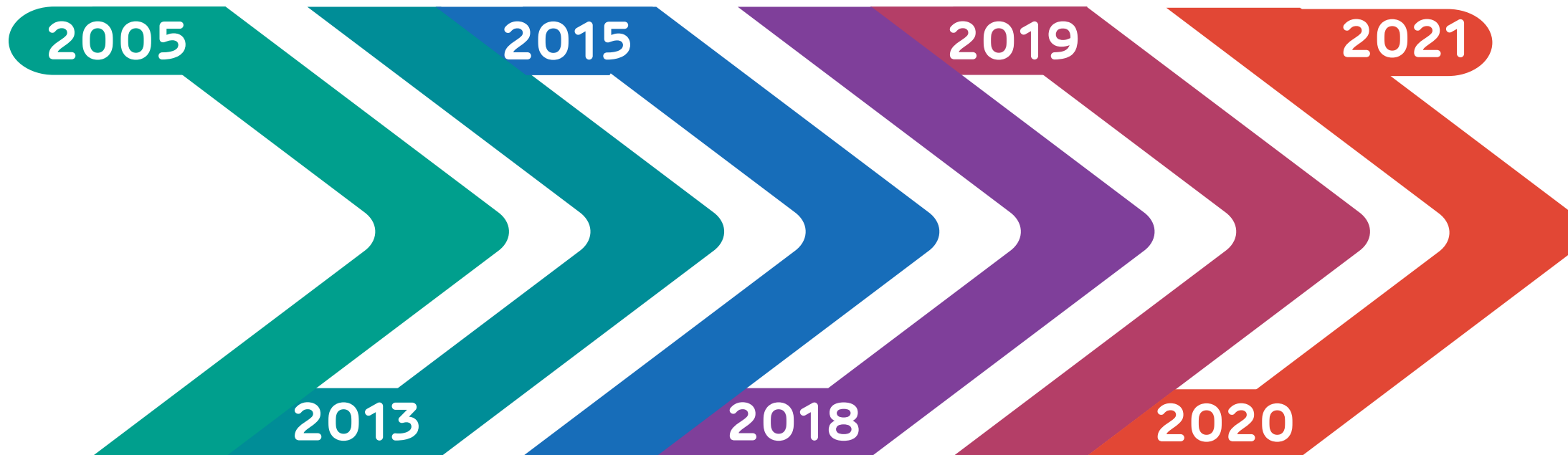
ATGL has undergone transformation in terms of operational scale and will continue to scale up significantly in the coming decade

- First Domestic Connection at Ahmedabad
- Started Faridabad GA development

- Got authorization for 5 GAs in IOAGPL

- Got Authorization for 2 GAs in ATGL & 1 GA in IOAGPL (10th round)

- **Name Change - AGL to ATGL**
- Delivered all time high physical & financial performance



- Formed a strategic 50:50 JV with IOCL (IOAGPL)
- Got authorization for 2 GAs in IOAGPL

Adani Total Gas Limited

- Got authorization for 13 GAs in ATGL and 11 GAs in IOAGPL (9th round)
- Listing of ATGL on BSE/NSE



- Supermajor **TOTAL**, now **TotalEnergies** inducted as a Strategic Investor in ATGL (37.4%)

ATGL has a geographically diversified portfolio in the CGD sector that includes major commercial, industrial and residential hubs



15 States

71 Districts

8% Population

Largest Private CGD Entity

Only Private CGD Entity Listed on Indian Stock Exchange

38 Geographical Areas

- * 19 ATGL + 19 IOAGPL Authorized GAs

**IOAGPL – Indian Oil-Adani Gas Pvt. Ltd. – 50-50 JV of Indian Oil Corporation Limited & Adani Total Gas

One of the Largest private sector CGD player poised to leverage growth opportunity

FY 2020-21 year of Achievement and Pride

2 MILLION TOGETHER



2215
inch km pipeline
laid in new GAs

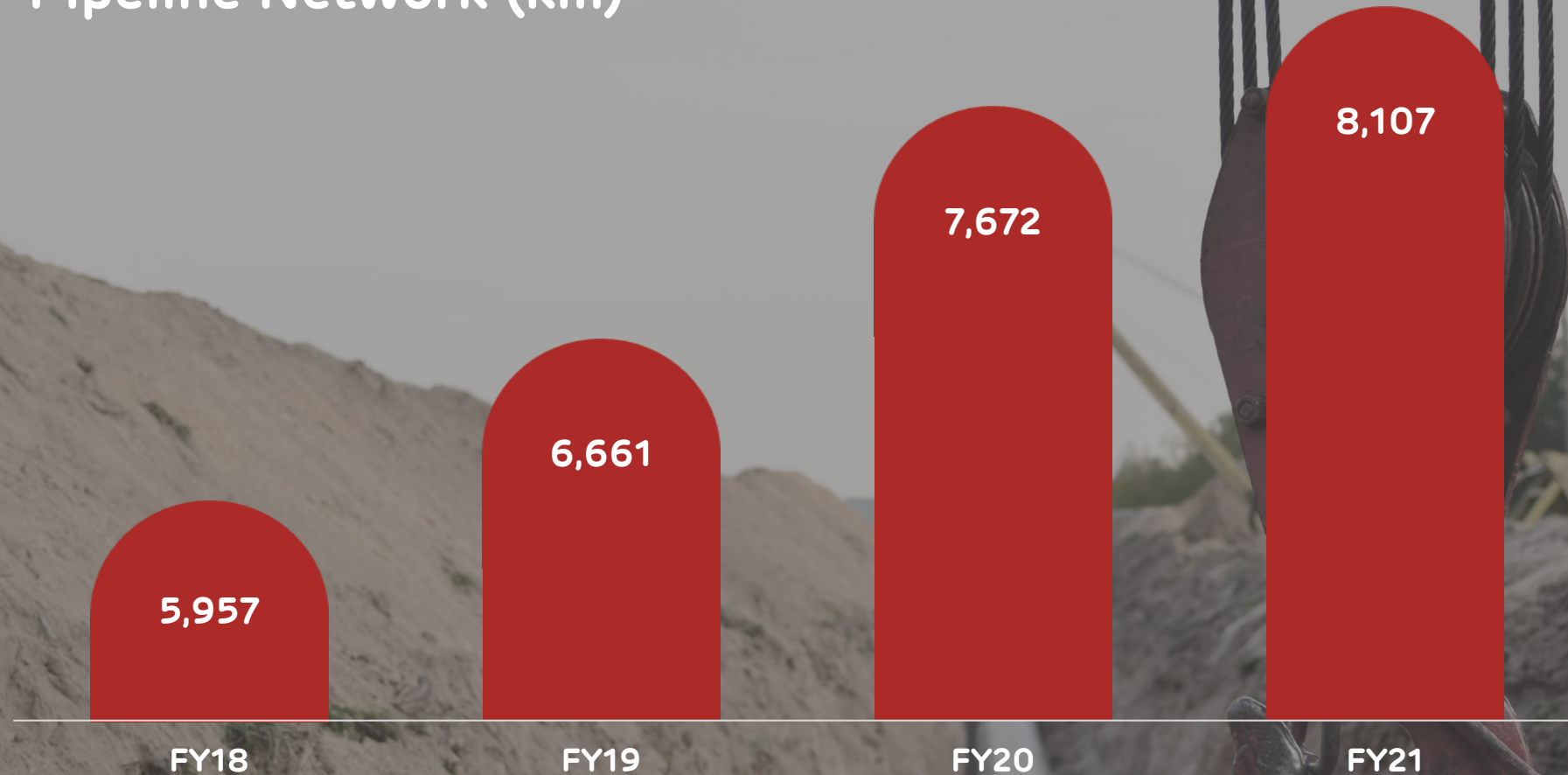
Crossed Gas sales of
2 million SCMD
217 CNG Stations
102* Stations in a year
2215 inch km of Pipeline

 217
CNG Stations

102*
CNG
STATIONS
IN A YEAR

2 MILLION
SCMD

Pipeline Network (km)



ATGL expanded its steel network by 170+ Kms and MDPE network by 260+ Kms in FY21. Commissioned 3 City Gate Stations (CGS) in New GAs

Expanding CNG Network FY2021

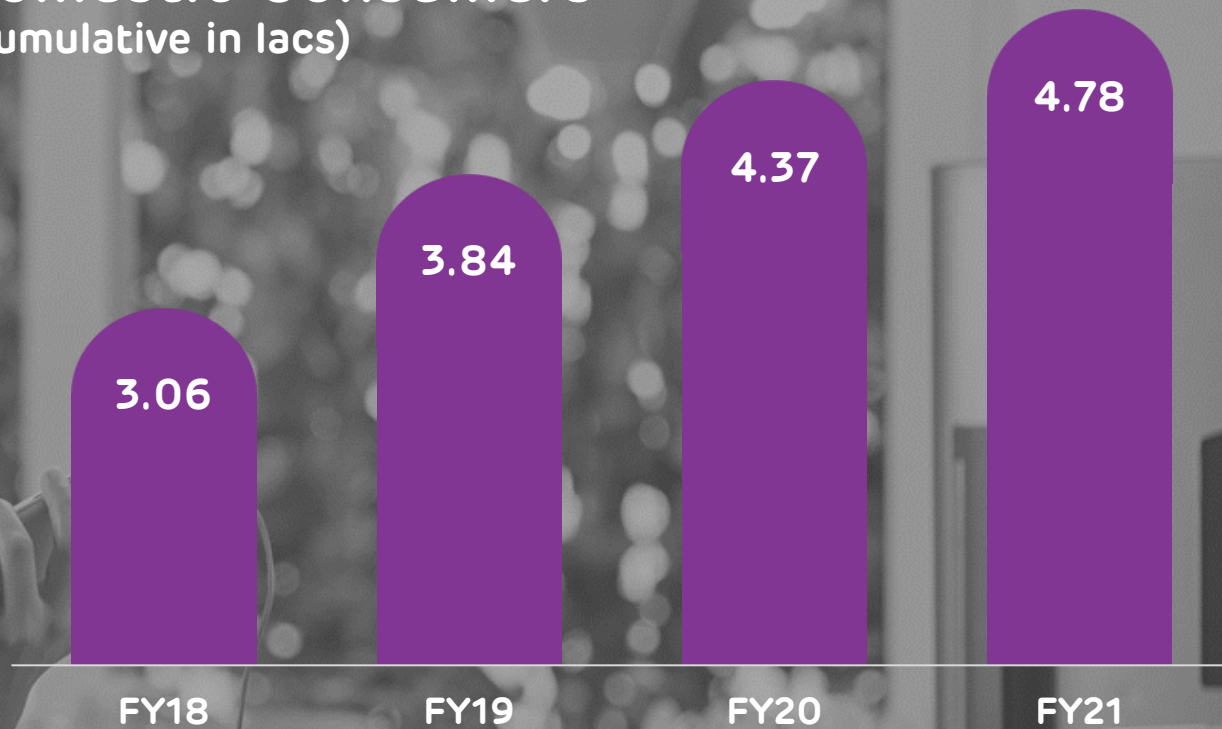
CNG
Stations (#)



217 CNG
Stations

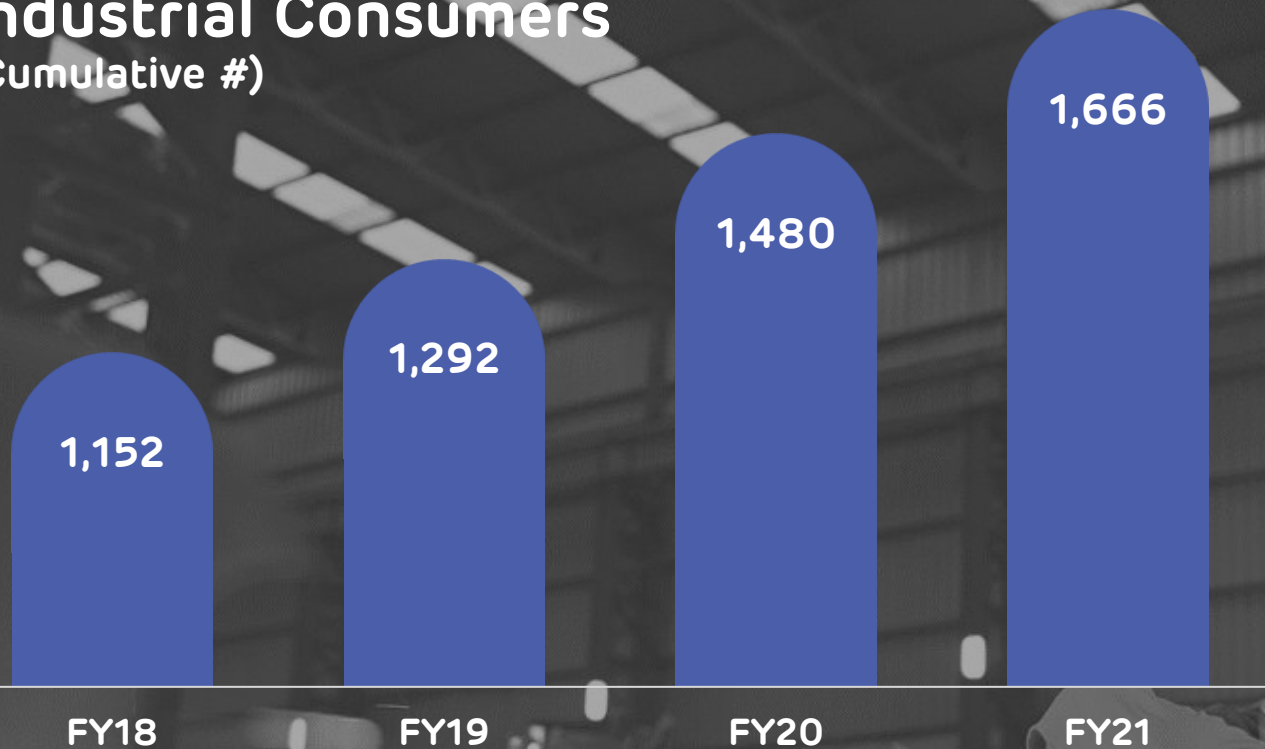
* The picture is just representative

Domestic Consumers (Cumulative in lacs)



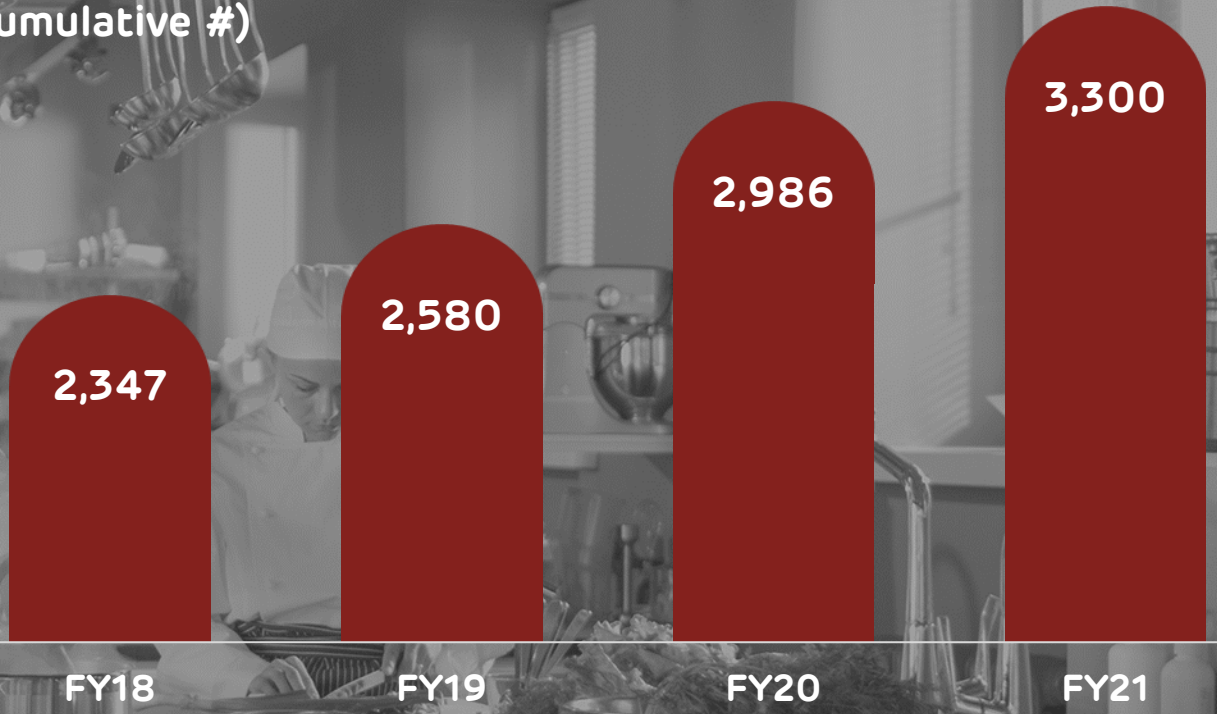
ATGL added 40939 customers in FY21 , **16% CAGR** over 3 Yrs

Industrial Consumers (Cumulative #)



ATGL added 186 customers in FY21 , **13% CAGR** over 3 Yrs

Commercial Consumers (Cumulative #)

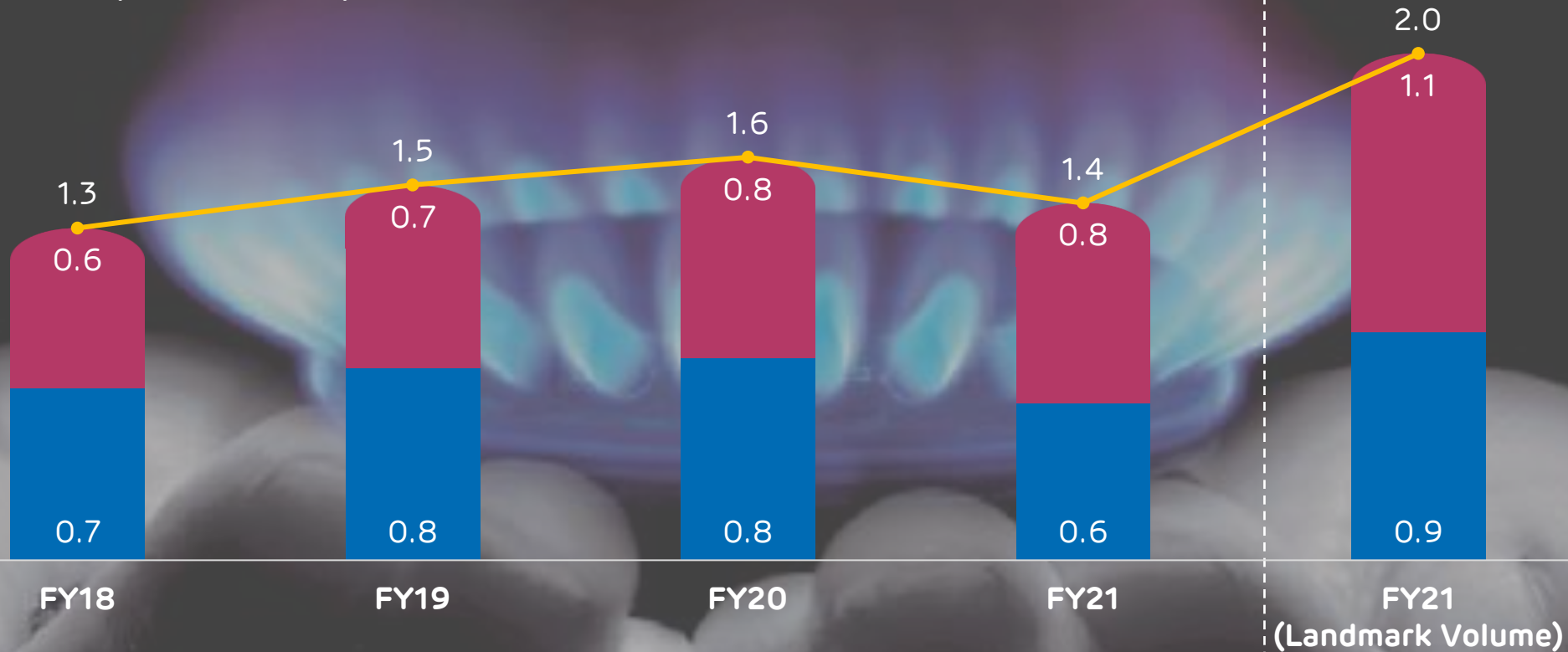


ATGL added 314 customers in FY21 , **12% CAGR** over 3 Yrs

Key Benchmark – Volume on Rise

Volume (MMSCMD)

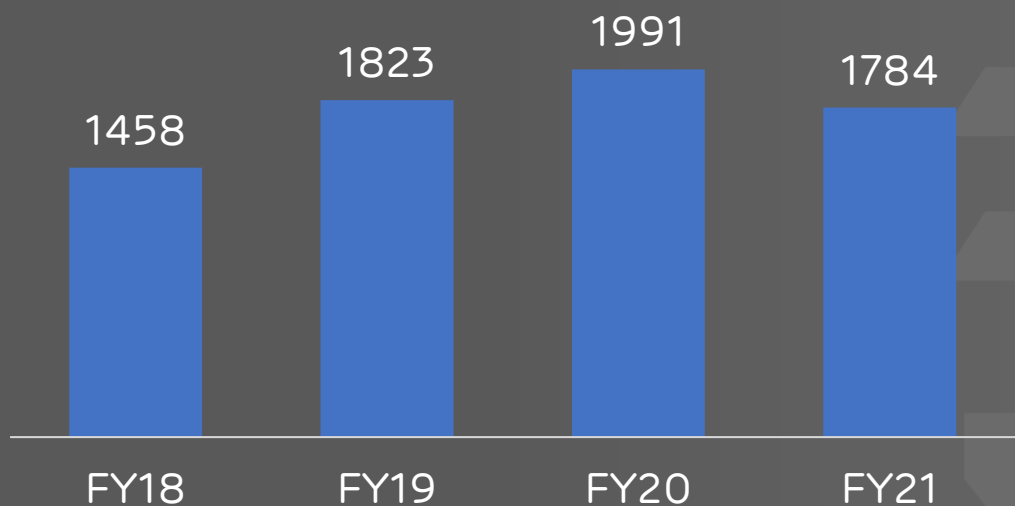
CNG PNG Total



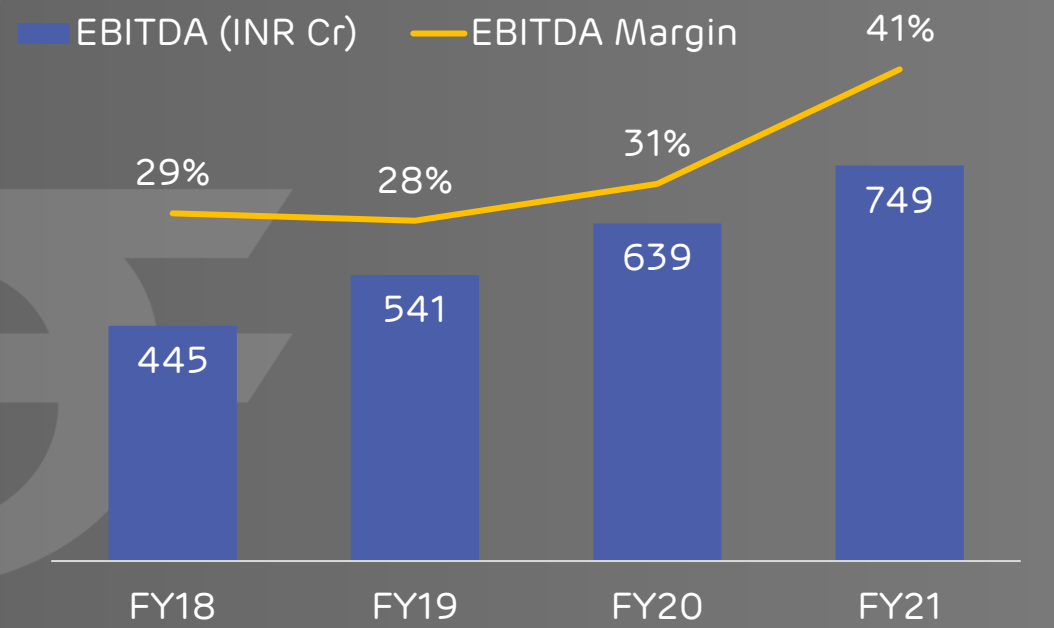
Due to Covid-19, the average volume for FY21 was at 1.4 MMSCMD. Despite challenging times, ATGL witnessed significant recovery and achieved Landmark volume of 2.0 MMSCMD in FY21

Highest Ever Financial Performance

Revenue from Operations (INR Cr)



EBITDA (INR Cr) and EBITDA Margin



CAGR
(3yrs)

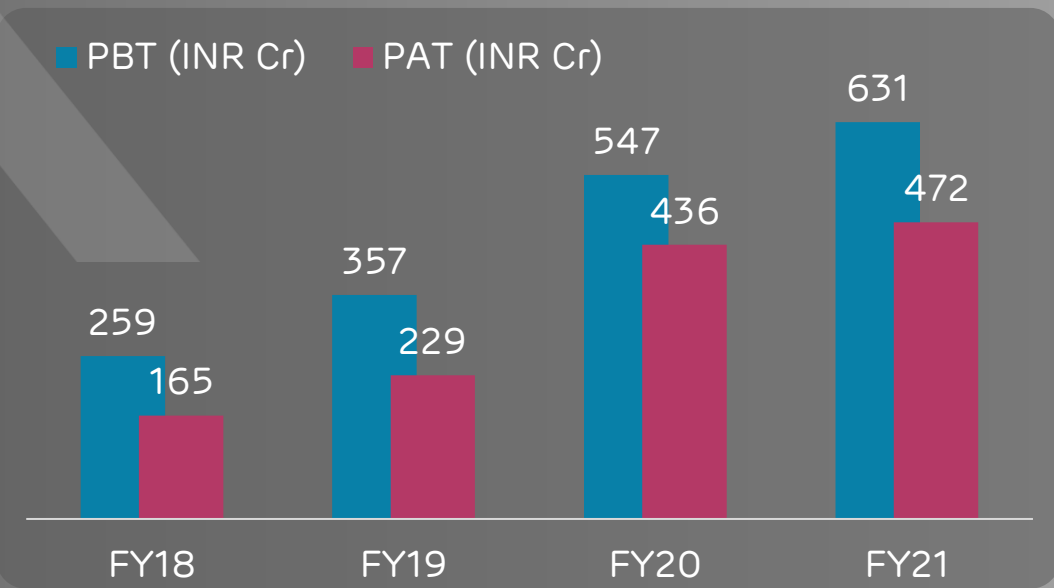
Revenue
7%

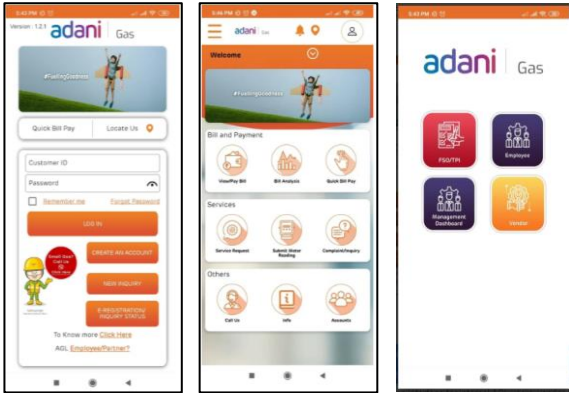
EBITDA
19%

PBT
35%

PAT
42%

- ATGL reported 17% growth in EBITDA for FY21. This was on account of Efficient Gas Sourcing and Cost Optimization which has led in expansion of EBITDA margin.





My Adani Gas

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

Customer at Centre Stage at ATGL



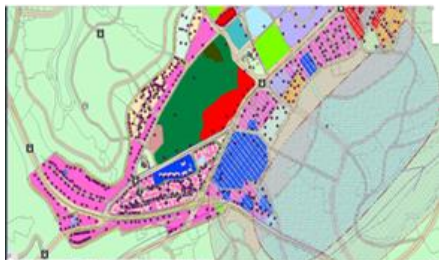
Whatsapp Billing

Digitally Signed Whatsapp invoices initiated for Industrial, Commercial & Domestic Customers

State of the Art GIS



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



ERMS

Emergency Response Management System

- Timely & Smart Handling of Emergencies across all GAs 24x7



AGNC

Adani Total Gas Nerve Centre



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

Smart meters & MIU

- Smart Meters & MIU to give better customer experience while helping ATGL achieve zero contact service

MIU – Meter Interface Unit



ACCELERATING INFRASTRUCTURE

- Focus on Accelerating steel pipeline network so that the gas supply can be commenced
- Focus on expanding CNG stations faster for early monetization and to create ecosystem across GA

DIVERSIFICATION

- Being a progressive JV of Adani Group - India's Largest Infra Conglomerate and TotalEnergies - Global integrated Energy player – ATGL would be exploring to diversify in "Adjacent Businesses" to bring value offering to its consumers

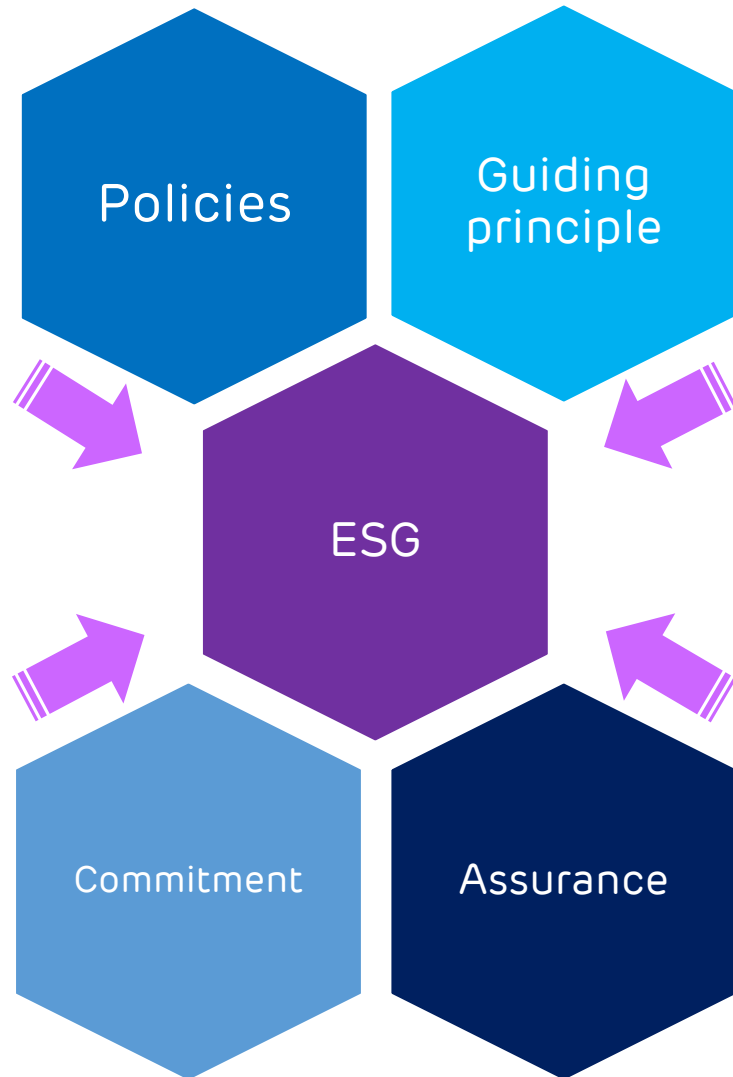


VIRTUAL NETWORK

- Company to develop L-CNG / L-PNG where there is distant pipeline or where there is no pipeline connectivity
- It will help in catering to demand centres and building Ecosystem for Natural Gas
- Introduction of Mobile Refuelling Units (MRU) for providing CNG at the doorstep of the customers and reaching the interiors of our GAs

EXPANDING FOOTPRINT

- Announcement of 11th Round of bidding is in offing.
- ATGL shall expand its footprint in Nation building and explore all options for the same including participation in 11th Round Bidding.



Our Commitment

- Solarizing of all our assets (Offices/CGS/CNG Station)
- Water conservation- Rain-water harvesting
- Replace Diesel run Cascade LCV/HCV to CNG
- Develop a Low Carbon Society – Forestation and educate the community

Policy Driven Governance

- Code of Conduct for all areas
- Board Diversity Policy
- Related Party Transaction
- Dividend Distribution and Shareholders Return
- Cyber Security Policy
- Whistle Blower Policy

Focus Areas

- GHG emission reduction
- Occupational Health & Safety
- Resource Conservation
- Local Procurement
- Stakeholder management
- Learning & Development
- Land use & Biodiversity



Solarization of our Vadaj, Ahmedabad CNG Station



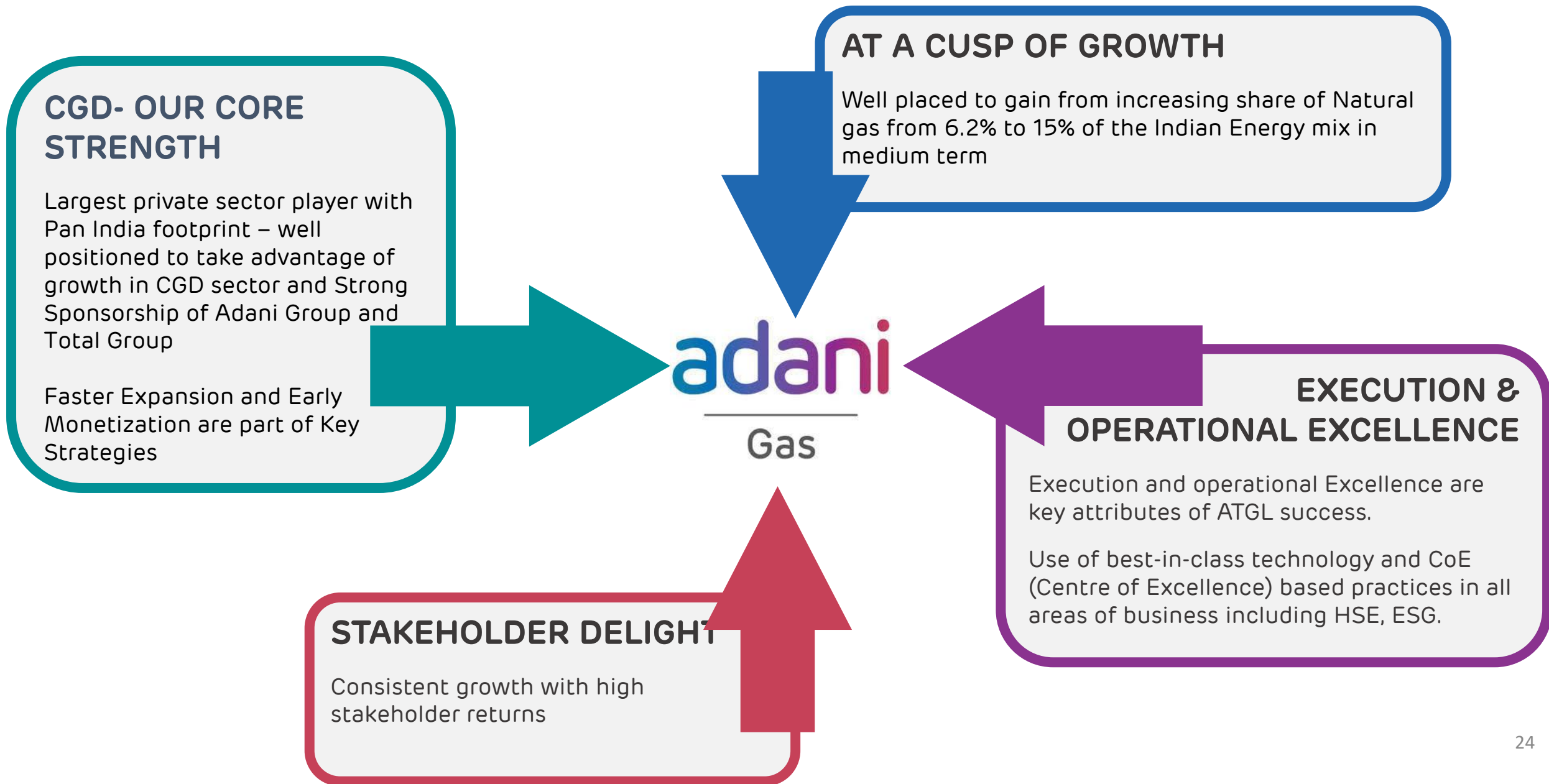
CNG run Cascade LCV already in use

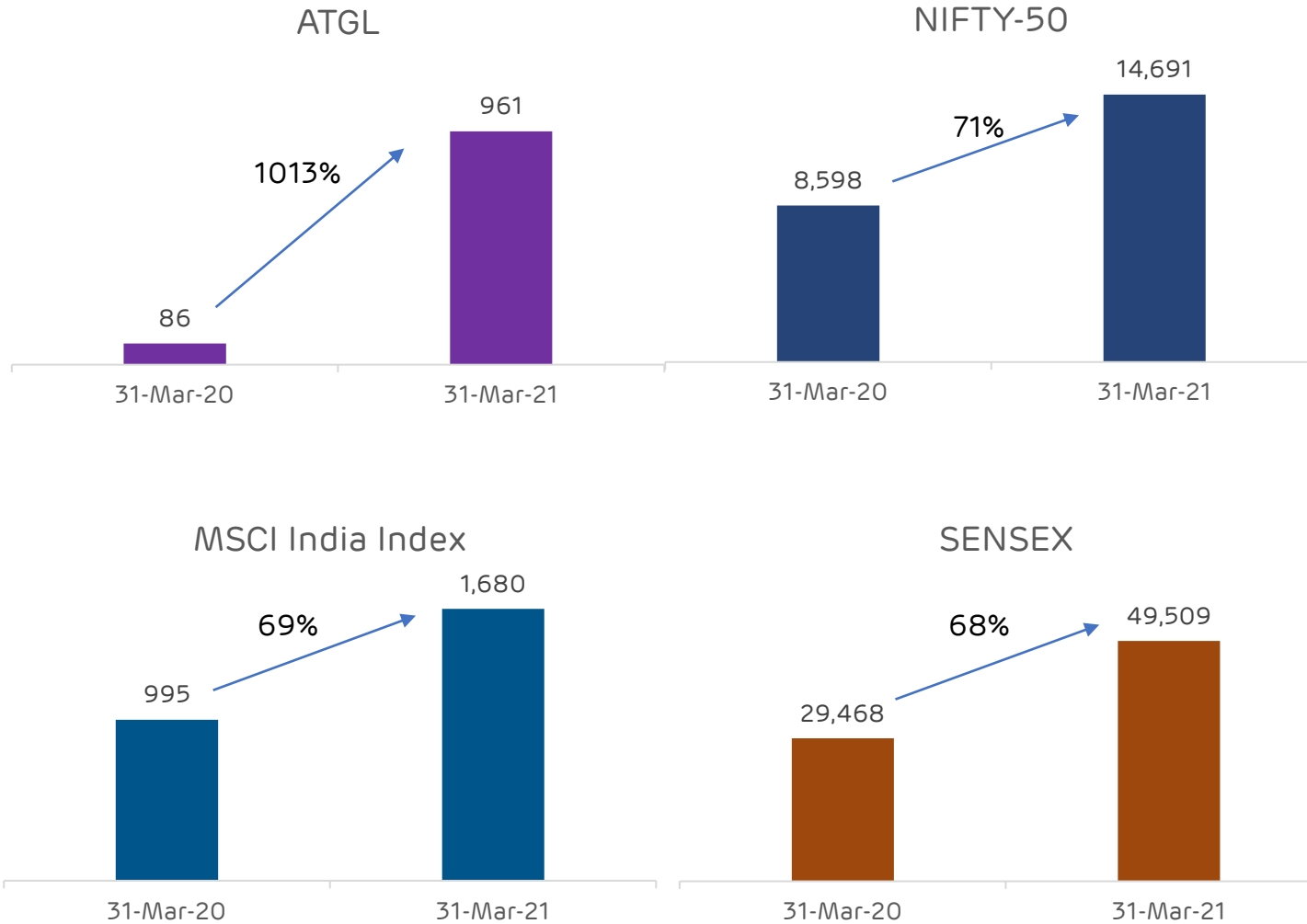


Water Saving Aerator being installed at various locations



Rainwater Harvesting





- Strong business performance and immense value creation led to marquee investors coming in FY21 –
 - BlackRock
 - California Public Employees' Retirement System
 - Legal and General
 - Grantham, Mayo, Van Otterloo & Co.
 - State Street
 - PGGM

Outperformed all relevant indices and gave a 14x return compared to Nifty-50

Enhanced Employees' Benefits Package in the unfortunate event of the death of any staff member

- Substantial enhancement the bereaved family to receive a minimum grant of **INR 50 lakhs** and a maximum of **INR 4 Crore**,
- **Gratuity calculated up to 58 years, waiver of all loans and advances and reimbursement of domestic repatriation costs** up to INR 2.5 lakhs



All employees have been vaccinated along with the families

Special benefits for deaths due to COVID (in addition to the above):

- The minimum compensation will **be of INR 1 Cr.**
- **Mediclaim insurance** benefit to spouse, and children for **5 years.**



Sourcing and Transporting Cryogenic Tanks



Working with Department of Military Affairs



GAIMS - 800 Bed COVID Hospital, Adani Mundra Hospital



COVID care centers –AVMA, Noida, Kerala, Krishnapatnam

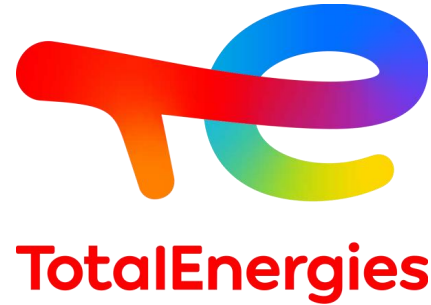
****These are just few glimpses of the many initiatives taken by Adani Group across the country****



Distribution of ration kits to families



Distribution of COVID – 19 ready auto rickshaw kits



Distribution of PPE kits at hospitals



Oxygen Plants, ventilators, specialized medical equipment distribution

****These are just few glimpses of the many initiatives taken by TotalEnergies across the globe****

"ATGL appeals to all " to follow Covid Appropriate Behavior (CAB)



**Wash your
hands regularly**



**Avoid
contact**



**Keep a safe
distance of at
least 2 metres**



**Avoid touching
your face**



**Get
Vaccinated**

All ATGL Employees and Partners are being sensitized to follow Covid Appropriate Behavior and get Vaccinated

Thank you

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