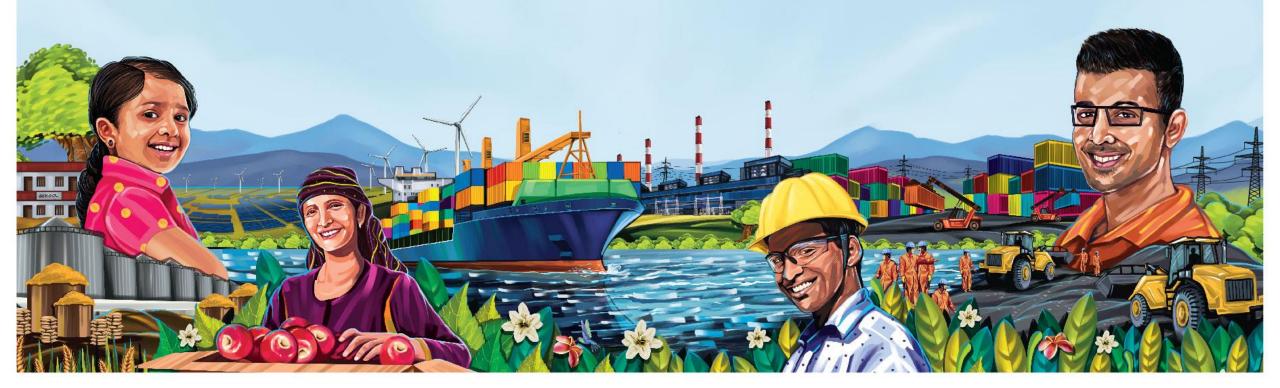
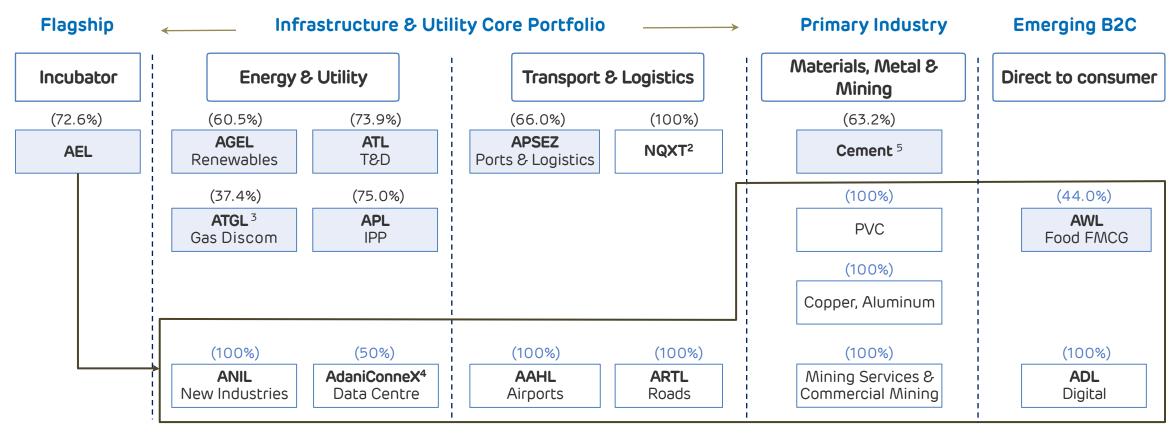
## Adani Listed Portfolio

Results – Compendium H1 FY23



#### Adani Group: A World Class Infrastructure & Utility Portfolio





(%): 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



<sup>1.</sup> Combined market cap of all listed entities as on Sep 30, 2022, USD/INR - 81.55 | 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 5. Cement business includes 63.15% stake in Ambuja Cement which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited. Ambuja and ACC together have a capacity of 66 MTPA, which makes it the second largest cement manufacturer in India.

#### Adani Group: Decades long track record of industry best growth with national footprint

#### Secular growth with world leading efficiency



Growth 3x

**EBITDA 70%** 1,2



Renewables

Growth 5x

EBITDA 92% 1,4



Growth 3x

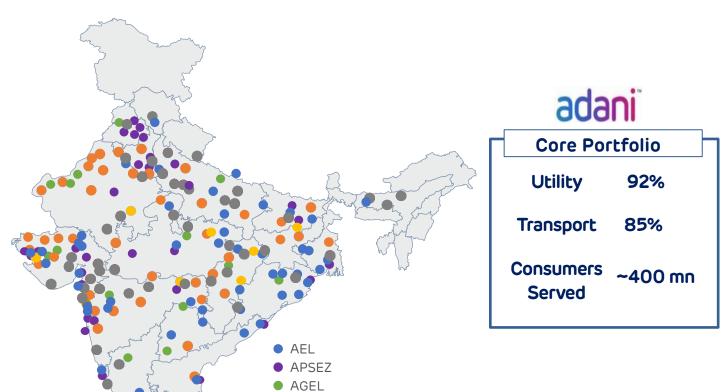
EBITDA 92% 1,3,5



Growth 1.4x

**EBITDA 25% 1,3** 

#### National footprint with deep coverage



ATGL

ATLAPL



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

#### **Phase**

#### **Development**



#### **Operations**



#### **Post Operations**

#### Origination

Analysis & market

Viability analysis

Strategic value

intelligence

- Site acquisition
- Concessions & regulatory agreements

Site Development

 Investment case development

#### Construction

- Engineering & design
- Sourcing & quality levels
- · Equity & debt funding at project

#### Operation

• Life cycle O&M planning

Center (ENOC)

Asset Management Plan

Energy Network Operation

#### Capital Mgmt

- · Redesigning the capital structure of the asset
- Operational phase funding consistent with asset life



Performance

India's Largest

Commercial Port (at Mundra)



Highest Margin among Peers

Longest Private HVDC Line in Asia (Mundra - Mohindergarh)



Highest availability

648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu)



Constructed and Commissioned in nine months



Centralized continuous monitoring of plants across India on a single cloud based platform



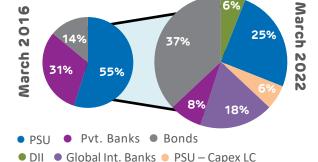
- First ever **GMTN of USD 2Bn** by an energy utility player in India - an SLB in line with COP26 goals - at AEML
- AGEL's tied up "Diversified Growth Capital" with revolving facility of USD 1.64 Bn - fully fund its entire project pipeline
- Issuance of 20 & 10 year dual tranche bond of USD 750 mn - APSEZ the only infrastructure company to do so
- Green bond issuance of USD 750 mn. establishes AGEL as India's leading credit in the renewable sector













**0&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: Adami Green Energy Ltd.

#### Adani Listed Portfolio: H1 FY23 Highlights

#### Capital Management

- Adani portfolio EBITDA<sup>1,2</sup> grew by 61%
- AEL achieved financial closure for India's largest greenfield Ganga expressway project for Rs. 10,238 cr.
- AGEL received a favourable order from APTEL for 288 MW Solar plants at Kamuthi, Tamil Nadu that would result in one-time revenue upside of Rs. 568 cr. and recurring positive annual impact of ~Rs. 90 cr. (not considered in current results)
- Adani Cement Promoter Group committed Rs. 20,001 cr. to fuel growth

#### **Business Operations**

- AEL commissioned first Data Center of 17MW at Chennai; New 2.0 GW plant of solar modules commissioned in July-22
- AGEL commissioned India's first and World's largest 990 MW solar—wind Hybrid plants in Rajasthan; Commissioned Madhya Pradesh's largest 325 MW Wind Power Plant
- ATL total transmission network at 18,795 ckms & transformation capacity at 40,001 MVA
- ATGL PNG domestic consumers crossed 6 lacs; CNG stations increased to 367; Steel Inch KM crossed 10,000 mark
- APSEZ maintains its dominant position; records highest cargo volume of 177.5 MMT;
   Mundra continues to be the largest container handling port with 3.28 MTEUs
- AWL continues to gain market share in all key segments Edible Oil (19.5% market share); Fortune Atta (4.9% market share); Fortune Basmati and Kohinoor now has a combined market share of 10% (Nielsen MAT September 2022)

#### Stakeholder Value Creation

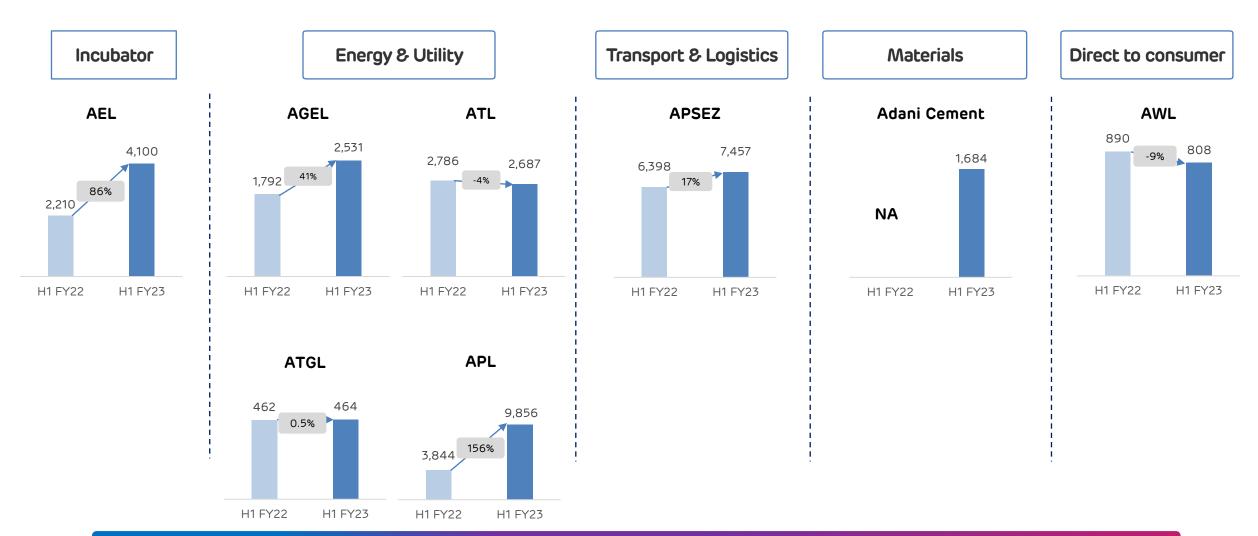
- AEL announced acquisition of Macquarie Road Assets with EV of Rs. 3110 cr;
- APSEZ acquisition of strategic assets
  - Haifa Port Company, the operator of Israel's largest port
  - Ocean Sparkle Ltd, leading third-party marine service provider
  - Gangavaram Port, India's 3<sup>rd</sup> largest private sector port
  - ICD "Tumb" at Vapi in Gujarat, with a capacity of 0.5 MTEUs
- Adani becomes India's 2<sup>nd</sup> largest cement player; completes acquisition of Ambuja Cement and ACC
- AWL relaunch of Kohinoor and other brands in Rice segment
- APL has signed a MoU for acquisition of DB Power Limited

#### **ESG Highlights**

- AEL ranked 7<sup>th</sup> in ESG Rating by DJSI (S&P Global) in its peers in the world for 2022
- AGEL achieved Sustainalytics ESG Risk Rating of 'Low Risk' with a score of 14.6, the best amongst peers and won CII's Climate Action Program 2.0° 'Committed' Award
- ATL has pledged to become Net Zero by 2050
- ATGL received DJSI rating becoming the first CGD company to receive such an ESG assessment from an international agency

Robust performance across all businesses coupled with value accretive acquisitions across portfolio





Adani portfolio EBITDA<sup>1,2</sup> grew by 61% to Rs. 29,588 Cr in which core Utility & Transport EBITDA grew by a healthy 50%



# Adani Portfolio Business wise performance – H1 FY23

#### Adani Enterprises Ltd: H1 FY23 Highlights

#### **Business Operations**

- ANIL Ecosystem solar modules volume stood at 466 MW
- Handled 33 Mn Pax movements at seven operational Airports (90% of pre-covid level)
- Construction of Roads up by 5x to 209 Lane Kms
- IRM volume up by 58% to 51.9 MMT
- Mining services production volume up by 24% to 13.5 MMT

#### Capital Management

- Total Income up by 202% to Rs. 79,508 cr
- EBITDA up by 86% to Rs. 4,100 cr
- Attributable PAT up by 92% to Rs. 930 cr

#### Stakeholder Value Creation

#### **ANIL Ecosystem**

- New 2.0 GW plant of solar modules commissioned in July-22
- Existing plant of 1.5 GW being upgraded to 2.0 GW with TopCon Cell Technology

#### Data Center

 First Data Center of 17MW commissioned at Chennai

#### Water

Prayagraj – Phase 2 & 3 COD Received

#### Roads

- Announced acquisition of Macquarie Road Assets with EV of Rs. 3110 cr
- Provisional COD received for 2<sup>nd</sup> HAM project at Suryapet Khammam
- Financial closure secured for Ganga Expressway Project ~ Rs. 10,238 cr

#### Others

- Ranked 7th in ESG by DJSI (S&P Global)
- Field visit & business showcase of Airports for Investors

#### Financials as per SEBI format



#### Adani Green Energy Ltd: H1 FY23 Highlights

#### **Business Operations**

- Total Operational Capacity increases by 24% YoY to 6.724 MW
- Commissioned 990 MW solar-wind Hybrid plants in Rajasthan, India's first and World's largest
- Commissioned 325 MW Wind Power Plant, the largest in Madhya Pradesh
- Sale of energy increases by 67% YoY to 6,618 mn units in H1 FY23 vs. 3.954 mn units in H1 FY22
- Solar portfolio CUF improves by 110 bps YoY to 24.3%
- Wind portfolio CUF stands at a strong 41.0% excluding 150 MW wind assets in Gujarat which had a *force majeure event*
- Hybrid portfolio CUF stands at a strong 36.6%
- Realized 3.7 mn Carbon credits

#### Capital Management

- Revenue from Power Supply up by 45% YoY at Rs. 2.435 cr
- Realized Carbon Credit income of Rs. 149 cr
- EBITDA from Power Supply up by 52% YoY at Rs. 2,396 cr with consistent EBITDA Margin ~92%
- Cash Profit<sup>2</sup> up by 49% YoY at Rs. 1,281 cr
- Received a favourable order from APTEL for 288 MW Solar plants at Kamuthi, Tamil Nadu that would result in one-time revenue upside of Rs. 568 cr and recurring positive annual impact of ~Rs. 90 cr (not considered in current results)

#### Stakeholder Value Creation

- Achieved Sustainalytics ESG Risk Rating of 'Low Risk' with a score of 14.6, the best amongst key large global peers and significantly better than global industry average of 33.5
- Won CII's Climate Action Program (CAP) 2.0° 'Committed' Award that signifies identification of primary risk, GHG management, targets decided and participatory culture at AGEL

Financials as per SEBI format



#### Adani Transmission Ltd: H1 FY23 Highlights

#### **Business Operations**

- Added 352 ckms in Q2FY23 to operational network with total network at 18,795 ckms & transformation capacity at 40,001 MVA
- Lakadia Banaskantha (LBTL) project became fully operational
- Transmission system availability was 99.76% in Q2FY23

#### Capital Management

- Consolidated Revenue<sup>(1)</sup> increased by 22% to Rs. 6,081 cr
- Consolidated Operational EBITDA<sup>(1)</sup> ended 8% higher to Rs. 2,454 cr
- Consolidated Cash Profit (excluding one-time) of Rs. 1,478 cr up 12%

#### Stakeholder Value Creation

- Pledged to become Net Zero by 2050; limiting global warming to 1.5 °C above pre-industrial levels through measurable actions
- S&P Global rated ATL for being aligned with the Task Force on Climate-related Financial Disclosures (TCFD) with 6 elements fully aligned
- ATL received a Platinum Award in Restorative Category and a Silver Award in Innovative Category at the 43<sup>rd</sup> CII National Kai-Zen Competition amongst 70 companies
- Won the Greentech Quality and Innovation Summit 2022's Product Innovation and Quality Improvement Award
- ATL won the prestigious PeopleFirst HR Excellence Awards 2022 for leading practices in employee engagement and talent management
- Received a Sustainable Performance Award from World CSR for best-in-class sustainability performance monitoring and disclosures

Financials as per SEBI format



#### Adani Total Gas Ltd: H1 FY23 Highlights

#### **Business Operations**

- With addition of 33 new CNG stations, tally of CNG stations increased to 367 with 69 DODO/CODOs stations
- Added over 61000 more homes to PNG increasing PNG Home connections to over 6.25 lacs
- Provided PNG to 412 new businesses and Industries, total Industrial & Commercial connections increased to 6,088
- Completed over 10000 Inch Km of Steel Pipeline
- Combined CNG and PNG volume of 374 MMSCM, increase of 19%

#### Capital Management

- Revenue from Operations increased by 90% to Rs. 2.301 cr
- EBITDA of Rs. 464 cr
- Reported PBT of Rs. 373 cr
- Reported PAT of Rs. 277 cr

#### Stakeholder Value Creation

- Completed Incorporation of 2 New SPVs namely Adani TotalEnergies E-mobility Ltd (ATEEL) and Adani TotalEnergies Biomass Ltd (ATEBL), as 100% wholly owned subsidiaries of ATGL
- EV charging stations at various Airports and strategic locations, targeting 1500 Charging stations
- ATGL has been awarded the Good Corporate Citizen Award for the year 2022 by PHD Chamber of Commerce and Industry (PHDCCI).
- ATGL received DJSI rating becoming the first CGD company to receive such an ESG assessment from an international agency. ATGL has published its maiden Sustainability Report.

Financials as per SEBI format



#### Adani Ports and SEZ Ltd: H1 FY23 Highlights

#### **Business Operations**

#### **Ports**

- APSEZ cargo volume grew 11% Y-o-Y to 177.5 MMT record highest volume
- Growth of cargo volume was led by dry cargo (+18%) and containers (+5%)
- Mundra continues to be the largest container handling port with 3.28 Mn TEUs versus 2.96 Mn TEUs managed by JNPT during the first half of the year
- Non-Mundra ports contributed 54% to the cargo basket

#### Logistics

- Adani Logistics (ALL) registered a 24% Y-o-Y growth in rail volume to 222,994 TEUs and a 43% Y-o-Y growth in terminal volume to 192,039 TEUs
- The GPWIS cargo volumes almost doubled to 6.27 MMT on Y-o-Y basis
- Warehousing capacity of 0.6 Mn sqft commissioned in H1 FY23

#### Capital Management

- Consolidated revenue (including Gangavaram) grew by 15% Y-o-Y to Rs. 10,269 cr
- Cargo volume growth, improved realization, and addition of OSL enabled port revenue increase of 25% to Rs. 8.967 cr
- Ports EBITDA grew 24% to Rs. 6,236 or on the back of growth in port revenues
- Revenue from the logistics business stood at Rs. 721 cr, a growth of 32% on account of improving container and terminal traffic, and also the bulk segment with overall increase in the rolling stock
- Logistics business EBITDA grew by 57% to Rs. 212 cr, and the margin expanded by 470 bps to 29.4%
- Consolidated EBITDA (including Gangavaram) grew by 21% Y-o-Y to Rs. 6,551 or on the back of revenue growth for the Ports and Logistics business

#### Stakeholder Value Creation

- Acquisition of three strategic assets that are key milestones in our journey towards becoming the largest transport utility
  - Haifa Port Company, the operator of Israel's largest port, at an implied EV/ EBITDA multiple of 7.5x
  - Completed acquisition of Ocean Sparkle Ltd, India's leading third-party marine service provider, at an EV/EBITDA of 5.7x
  - Completed acquisition of Gangavaram Port, India's 3rd largest private sector port, at an EV/EBITDA of ~.8x
- MoU signed with IOCL for a take or pay contract at Gangavaram Port for building LPG handling facilities
- Received LOI for the Tajpur Port, a greenfield development that we expect to commission in the next 5 years
- Completed acquisition ICD "Tumb" at Vapi in Gujarat, which amongst the largest ICDs in India with a capacity of 0.5 MTEUs; the facility is integrated into ALL from October 2022 onwards
- The Honorable Supreme Court of India issued an order on 5<sup>th</sup> September restoring APSEZ's right to participate in the bidding at Major ports



#### Adani Cement: Highlights for the Quarter ended September 30,2022

#### **Business Operations**

#### Ambuja Cement

- Cement sales volume growth of 12%
- Cement sales volume 6.7 MT vs 6.0 MT

#### ACC

- Cement sales volume growth of ~4%
- Ready Mix Concrete (RMX) sales volume growth of ~10%

#### Capital Management

#### **Ambuja Cement**

- Net Sales up by 14% (YoY) to Rs. 3,631 cr
- EBITDA stood at Rs. 304 cr
- Profit After Tax stood at Rs. 138 cr

#### ACC

- Net Sales up by 7% (YoY) to Rs. 3,910 cr
- EBITDA stood at Rs. 16 cr

#### Stakeholder Value Creation

#### Ambuja Cement

- Waste Heat Recovery System (WHRS) projects partially commissioned at Bhatapara, Rauri, and Marwar plants
- WHRS projects at Ambujanagar and Maratha plants are progressing well
- Accelerating green products and solutions through increasing usage of Alternate Fuel & Raw Material (AFR)

#### ACC

- WHRS projects at Jamul and Kymore have been partially commissioned
- ACC continues its focus to build low carbon portfolio through higher proportion of blended cement and accelerating green products & solutions through increasing usage of AFR
- High focus on water governance, sustainable livelihood and social inclusion for the community continues 4 lacs new beneficiaries were added during the quarter

Financials as per SEBI format



#### Adani Wilmar Ltd: H1 FY23 Highlights

#### **Business Operations**

- Overall volumes up 12% y-o-y to 2.51 MMT
- Edible Oil: Volumes grew 2% y-o-y at 1.52 MMT
- Food & FMCG: Volumes grew 47% y-o-y to reach 0.41 MMT
- Industry Essentials: Volumes grew 22% y-o-y to reach 0.58 MMT
- Food & FMCG now contributes 16% (vs 13% in H1FY22)

#### Capital Management

- Operating Revenue up 16% y-o-y to Rs. 28,986
   cr
- Revenue contribution from Food & FMCG grew 61% y-o-y to Rs. 1,875 cr
- EBITDA stood at Rs. 808 cr
- PBT and PAT stood at Rs. 320 cr. and Rs. 242 cr, respectively

#### Stakeholder Value Creation

### Relaunch of Kohinoor and other brands in Rice segment

 Post the acquisition of Kohinoor brand in May 2022, the Company relaunched the entire product range to the markets in August 2022

#### Market Share: (Nielsen MAT September 2022)

- Market share in Edible Oil grew by 30 basis points to 18.5% on a standalone basis and 19.5% on a consolidated basis.
- Fortune Atta continued to gain market share reaching 4.9% share as against 3.9% in the same quarter last year;
- Fortune Basmati and Kohinoor now has a combined market share of 10%, with Fortune share growing from 5.1% to 8.5%. With the recent relaunch of Kohinoor brand in the market, Company expects further gains in market share.

Financials as per SEBI format



# Annexure - Snapshot of Adani Listed Portfolio

#### Adani Enterprises Ltd: A Successful Incubator

Development ....

Value Creation

#### **Attractive Incubation Record**

Attractive incubation portfolio with each business positioned as **next infrastructure** & utility unicorn.

Incubation model has in past created leaders in their respective sectors like AGEL, ATL, ATGL and APSEZ

#### **New Segment Identification**

Identification & entry into new segments in line with the group's philosophy of furthering infrastructure needs of India.

Road Business segment has crossed

5000+ Lane KMs order book in a span of 3 years

#### Green Hydrogen Ecosystem

Development of manufacturing ecosystems (including ingots, cells modules, wind turbines & electrolysers) to integrate supply chain with the objective of generating lowest cost green hydrogen

#### Technology backed operations

Integration of technology in operations across businesses to drive efficiencies and improve realizations in time effective manner

#### **Direct to Consumers**

Leading Adani transition into B2C businesses through Airports (200 mn consumers), Digital (Adani Super App) and Food FMCG business

#### Model based operations

Operations are driven based on the revenue modelling concept. **AEL has bagged the road projects under HAM and BOT models** for effective operations and timely completions.

#### Value to shareholders

Significant value creation for shareholders - CAGR of 38% over 28 years Investment growth by ~2,000x

#### **Efficient Capital Management**

Capital management plan
in line with underlying business philosophy
Diversification of funding sources

#### **ESG and Sustainability Focus**

**ESG** Philosophy ingrained in Business Robust ESG Framework with commitment backed by policies and assurance



#### Adani Green Energy Ltd: Replicating Group's Simple yet Transformational Business Model

Secure Sites & Connectivity Resource Assessment **Construction Readiness** ~2,00,000 acres ~40 GW potential Geotechnical studies Development Resource rich sites in strategic 85+ Wind data locations and detailed design planning, locations Solar resource assessment completed simulations completed "RESOURCE AS VALUE APPROACH" 100% Contracted Capacity<sup>1</sup> Technology enabled O&M Utility based ESG income Green Certificates Fixed tariff **ENOC Operations** Enhancement in the utility linked PPA life: 25 years Enabling high margin EBITDA (92%3) revenue stream Average Portfolio tariff: INR 2.99/unit <sup>2</sup> **Efficient Capital Management** Construction Framework Agreement Investment Grade (IG) Ratings Access to International First IG rated Issuance - RG2 US\$ 20 bn Value Creation markets Largest HoldCo Issuance Fully funded plan, AGEL has completed Diversified sources of funding

raising US\$ 1.64 bn

Broaden capital pools-144A, REG S, REG D

Elongated maturities up to 20 years

<sup>1.</sup> Excluding a small merchant solar capacity of 50 MW adanı

<sup>2.</sup> Average tariff for locked-in growth of 20.4 GW

<sup>3.</sup> EBITDA margin from power supply in FY22

#### Adani Transmission Ltd: A platform well-positioned to leverage growth opportunities in T&D business

#### **Execution Prowess** Strategic Presence Balanced pool mix Transmission<sup>(3)</sup>: Transmission Network of **Transmission** - Presence in 13 states 18,795 ckm<sup>(1)</sup> with 31 transmission projects 52% of EBITDA - Central pool Development Built Longest Private HVDC Line **Distribution** - Integrated utilities 48% of EBITDA - State pool catering to gateway city of Mumbai in Asia<sup>(4)</sup> (AEML) and Mundra SEZ area (MUL) Operating Efficiency Consumer-centricity Embedded ESG Framework Robust network availability and Supplier of choice for 12 million+ **Decarbonisation of Grid** (30% and 60% RE power by FY23 and FY27) supply/distribution reliability consumers **Operations** Installed 2.4 MWp solar capacity for CSAT surveys for 12 critical processes One of the lowest O&M cost per ckm<sup>(2)</sup> auxiliary consumption in six SS for high consumer satisfaction and AMI **Board Diversity and Strengthening** Installation Equity Partnerships(5,6) Construction Framework Agreement Significant Growth Potential Secured primary equity Investments Fully funded plan, ATL has raised US\$ Green industrial cluster in Mundra 700 mn revolving facility, additional from marquee investors -Returns and Increasing participation in renewable US\$ 2 bn GMTN program in place for **Equity Value**

QIA in AEML (US\$ 452 mn) and

IHC in ATL (US\$ 500 mn)



Creation

grid (eg: HVDC Mumbai, Khavda)

Transmission development in green

corridor

AEML Capex program

#### Adani Total Gas Ltd: Simple yet Transformational Business Model

management

**Project Readiness** Potential & Resources Secure Locations Geographical Areas Acquired through **Experienced and Competent Centralized Project Monitoring** Strategic Competitive Bidding -Leadership Driving the Development Resource and Supply Chain of the Geographical Areas: Development Management backed by Cash Flow 33 GA's Infrastructure Creation and Revenue management Generation Operational Excellence Technology enabled O&M **Customer Centricity** COE's Customer Care to Consumer Delight THE SOUL Centre of Excellence Unveiling of My Adani Gas App with **Integrated Business Operations** Operations Platform O&M, Logistics, TPI, Safety, Payables added new Features **Efficient Capital Management ESG Program Credit Ratings** Access to Capital Markets ICRA AA- (Stable) Low Carbon Society -Establishing fully funded capex Greenmosphere Strong Credit rating on the basis of Value Creation programs and efficient fund strong margin and effective capital Aimed towards reduction of Carbon

footprints



management

#### Adani Ports and SEZ Ltd: Transformational Business Model

# Development ... Operations ...

Value Creation

#### Ports

- National footprint with 13 ports across the coastline, de-risks the portfolio of concentration risk.
- One stop solution to customers through a single window service

#### Logistics

- Largest integrated logistics player in India
- Rail, MMLPs, Warehousing connecting ports to customer gate

#### SEZ

- Large scale 'ready to setup' industrial land (SEZ)
- Land Bank of 12,000 ha. at Mundra, Dhamra and Kattupalli

#### Best in Class Efficiency

- Entire gamut of services, from dredging to evacuation enables cost efficient solutions with 70%+ Port Margin globally
- Digitizing through technology solutions (RONC)

#### **Diversification & Integration**

- Removed multiple agency friction to enable single source to entire supply chain requirement
- Diversification of Bulk and liquid with new age cargo like LNG / LPG

#### Acquisition & Turnaround

 Acquisition and turnaround strategy has ensured EBITDA margin step up post acquisition to APSEZ levels

#### Strategy

- 3x growth compared to market without dilution in equity
- Strategic partnerships in container segment with MSC and CMA CGM, TotalEnergies, IOCL accelerates market share gain

#### Capital Management

- IG rated since FY16
- Net Debt/ EBITDA at 3.4x in FY22
- Average maturity of long term debt increased to 7 years

#### **ESG**

- Carbon neutral by 2025, Net zero thereafter
- Governance program assured by board committees
- Reporting per CDP, TCFD and SBTi



#### Adani Cement: Builders of Progress in India

# Development **Operations**

Value Creation

#### Well poised for Growth

Capacity to increase from the current 67.5 MTPA to 140 MTPA over the next five years

#### Cost Leadership

Achieve lowest cost to serve by leveraging Group's vast experience and unmatched adjacencies in all critical areas such as group infrastructure and digital platform, energy cost, and supply chain

#### Market Leadership

- Pan India presence with iconic brands
- RMX new growth engine for future
- Leveraging Group's adjacencies to drive premium quality green cement volume growth

#### **Asset Footprint**

- Very well diversified asset footprint to cater pan India cement demand
- WHRS, AFR and various other measures to drive significant cost reduction

#### **Supply Chain Excellence**

- · Network optimisation
- **Group synergies** of multi model logistics to help in optimizing warehouse infrastructure
- Leveraging rail, road, sea and BCT infrastructure for lower logistics cost

#### Sales & Marketing Excellence

- Emphasis on digitalization to drive supply chain excellence and direct engagement with end customers
- Focus on special application premium cement

#### Stakeholders

- Promoter Group committed Rs. 20,001 cr. to fuel growth
- Accentuate consumer focus with 'Public Consumer Committee' represented by independent directors

#### Societal

Focus on sustainable livelihood & social inclusion for the community

#### 1.2 Million

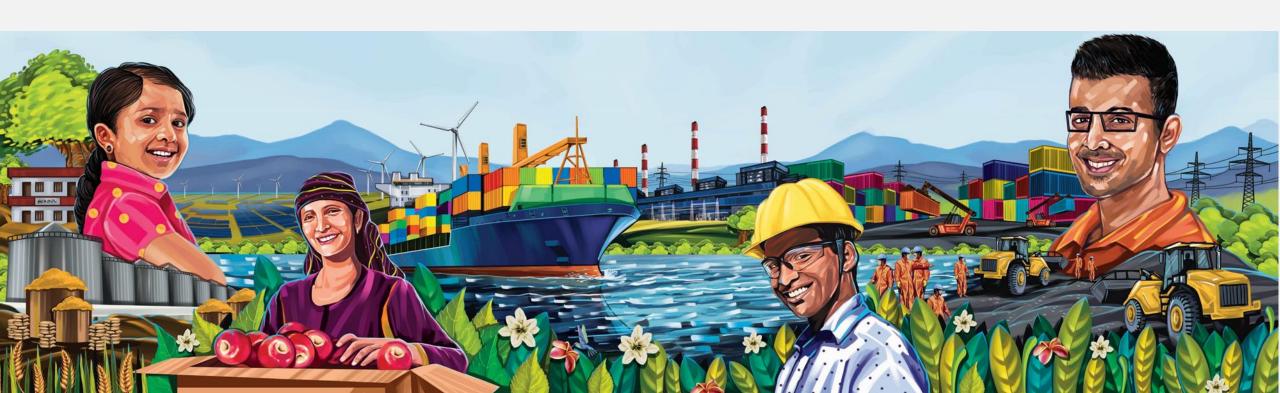
people benefited through community development projects year to date

#### **Environmental**

- Strong commitment to Sustainable Development (SD) 2030 Plan
- Accelerating green products & solutions by increasing usage of AFR and renewable power
- Focus on water positivity and circular economy



# Thank you



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