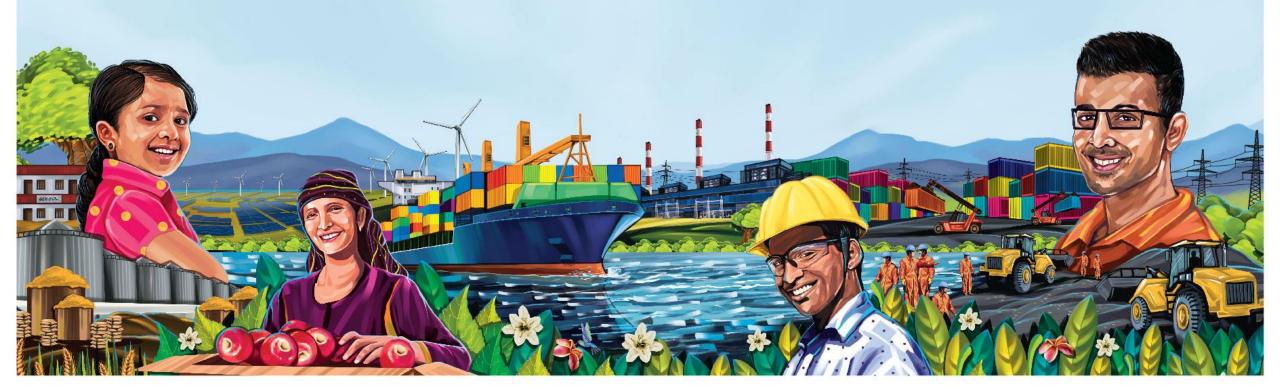


# Adani Power Limited

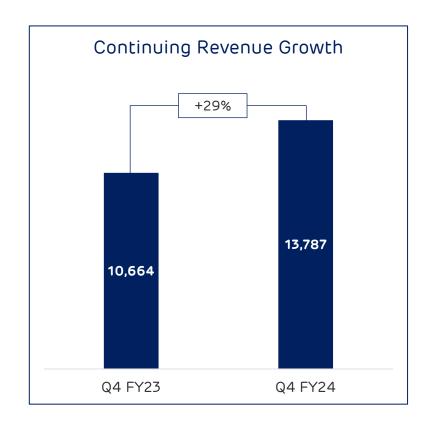
Analyst Presentation – Q4 FY 2023-24 2nd May 2024

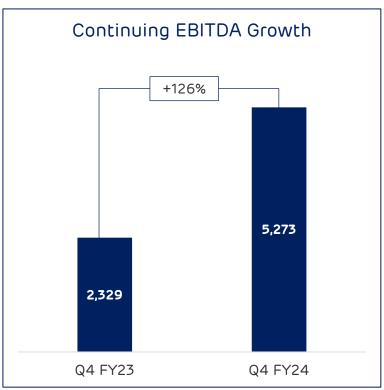


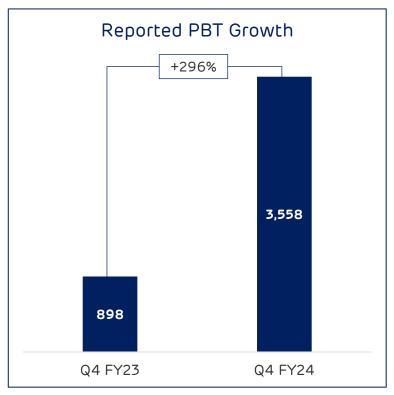




INR Crores







Higher Revenue due to dispatch growth on back of higher demand and capacity addition.

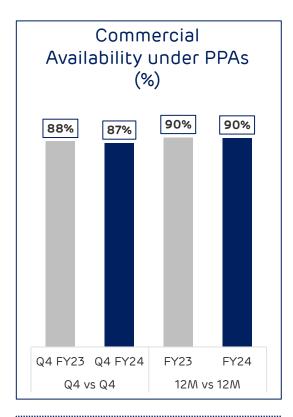
EBITDA growth due to higher dispatches and moderation in import fuel prices, leading to improved margins.

PBT growth due to control on finance costs with low leverage, higher operating margins and one-time income.

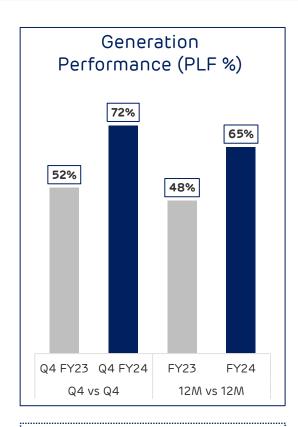
O&M excellence and fuel management prowess employed to benefit from demand growth, resulting in strong profitability



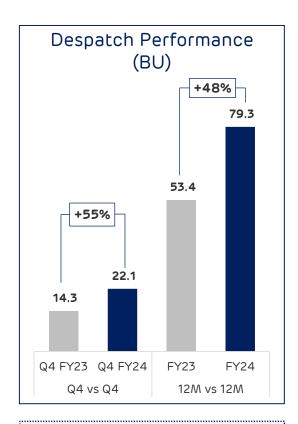
## APL: Consolidated operating highlights for Q4 FY 2023-24



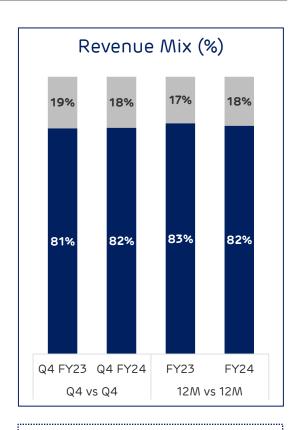
Consistent performance on dispatch availability resulting in full claim of capacity charges under long term PPAs.



Strategic advantages helping in realisation of potential presented by demand growth.



Growth in installed capacity coupled with higher utilization resulting in volume growth.



High degree of visibility and stability afforded by contracted capacity, along with upside opportunity from open capacity.

Operating excellence coupled with strategic advantages enabling efficient capacity utilization



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1	About Adani Portfolio
2	About Adani Power Limited
3	Power Sector Growth Outlook
4	APL Quarterly Performance Highlights
5	Debt Profile
6	ESG Practice at APL
7	APL: Investment Case

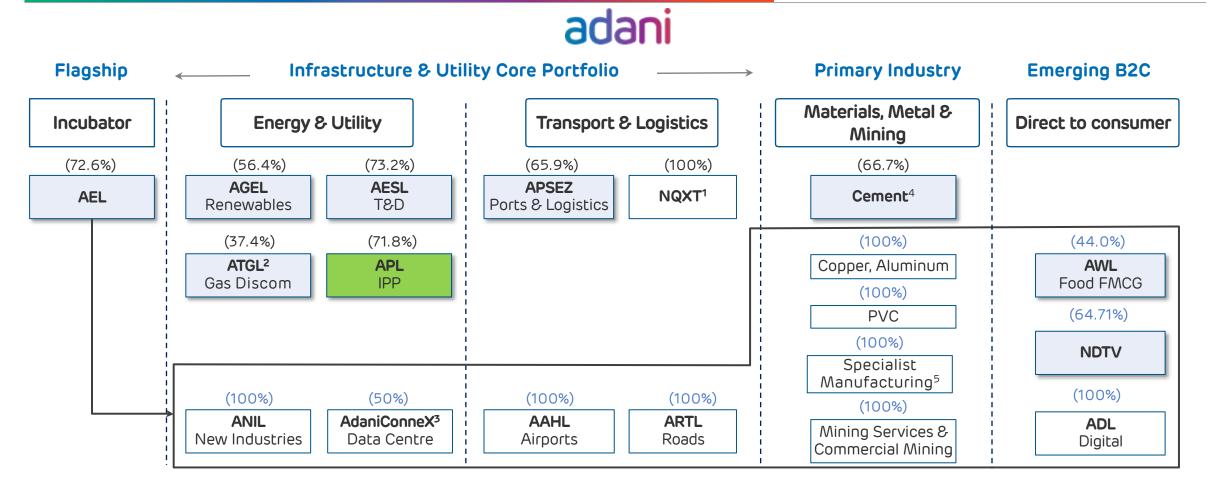


01

About Adani 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

1. NQXT: North Queensland Export Terminal | 2. ATGL: Adani Total Gas Ltd, JV with Total Energies | 3. Data center, JV with EdgeConnex, | 4. Adani Cement includes 66.74% stake in Ambuja Cements which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited. Ambuja Cements Ltd. holds 60.44% stake in Sanghi Industries Ltd. | 5. Includes the manufacturing of Defense and Aerospace Equipment | AEL: Adani Enterprises Limited; APSEZ: Adani Ports and Special Economic Zone Limited; AESL: Adani Energy Solutions 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 | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride | Promotors holding are as on 31st March, 2024.

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



#### Secular growth with world leading efficiency National footprint with deep coverage adani adani Ports and Logistics Renewables Growth 3x 6 Growth 4x 6 **EBITDA 70%** 1,2 EBITDA 92% 1,4 adani adani **Energy Solutions** AEL APSEZ Growth 3x 6 Growth 1.4x 6 AGEL Adani's Core Infra. Platform -ATGL EBITDA 91% 1,3,5 **EBITDA 24%** 13 AESL **320 Mn** Userbase APL

Note: 1. Provisional Data for FY24 (FY 23A for APSEZ); 2. Margin for indian ports business only, Excludes forex gains/losses; 3. EBITDA = PBT + Depreciation + Net Finance Costs - Other Income; 4. EBITDA Margin represents EBITDA earned from power supply 5. Operating EBITDA margin of transmission business only, does not include distribution business, 6. Growth pertains to expansion and development aligned with market growth. Growth of respective Adani portfolio company vs. Industry growth is as follows: APSEZ's cargo volume surged from 113 MMT to MMT 339(13%) between 2014 and 2023, outpacing the industry's growth from 972 MMT to 1433 MMT (4%). AGEL's operational capacity expanded from 0.3 GW to 10.9 GW (57%) between 2016 and 2024, surpassing the industry's growth from 4.6 GW to 143.6 GW (15%). AESL's transmission length increased from 6,950 ckm to 20,509 ckm (14%) between 2016 and 2024, surpassing the industry's growth from 3,41,551 ckm to 4,85,544 ckm (4%). AGEL expanded its geographical areas from 6 to 52 (27%) between 2015 and 2024, outperforming the industry's growth from 62 to 307 (19%). PBT- Profit before tax, ATGL-Adani Total Gas Limited, AESL: Adani Enterprises Limited, APSEZ: Adani Power Limited, AGEL: Adani Green Energy Limited I Growth represents the comparison with respective industry segment.

Adani Cement

## Development



**Operations** 



**Post Operations** 

**Center of Excellence** 

Project Management & Assurance Group (AIIL)

AIMSL1

Policy - Strategy - Risk

Capital Management

Activity

erformance

1

#### • Analysis & market intelligence

Origination

- Viability analysis
- Strategic value

· Site acquisition

Site Development

- Concessions & regulatory agreements
- Investment case development

• Engineering & design

Construction

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

- Sourcing & quality levels
- Equity & debt funding at project
- Life cycle O&M planning

Operation

Asset Management plan

Energy Network Operation

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

India's Largest Commercial Port (at Mundra)



Longest Private HVDC Line in Asia (Mundra - Mohindergarh)



2,140 MW Hybrid cluster operationalized in Rajasthan in FY23

World's largest solar-

wind hybrid cluster



India's first and

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

Center (ENOC)



- **Duration** Risk Matching
- Forex Currency Risk Management
- Interest Rate Risk management
- Governance & Assurance (ABEX -Adani Business Excellence)

Highest Margin among Peers

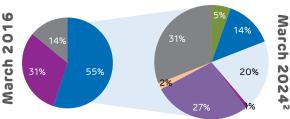


Highest line availability









Pvt. Banks 🐞 Bonds

DII
 Global Int. Banks
 Capex LC



# 02

About Adani Power Limited (APL)

# APL: Multifaceted power producer





**Core Business** 

**Power Generation** 

India's largest private thermal power producer

Ultra-modern fleet with strong growth pipeline

**Embedded Expertise** 

Logistics

Solid fuel and fly ash: Sourcing and disposal logistics management

Embedded logistics function among India's largest Value Enhancement

Training and Vendor Development

High quality manpower development and knowledge dissemination

Critical spares and vendor development

**Emerging Opportunities** 

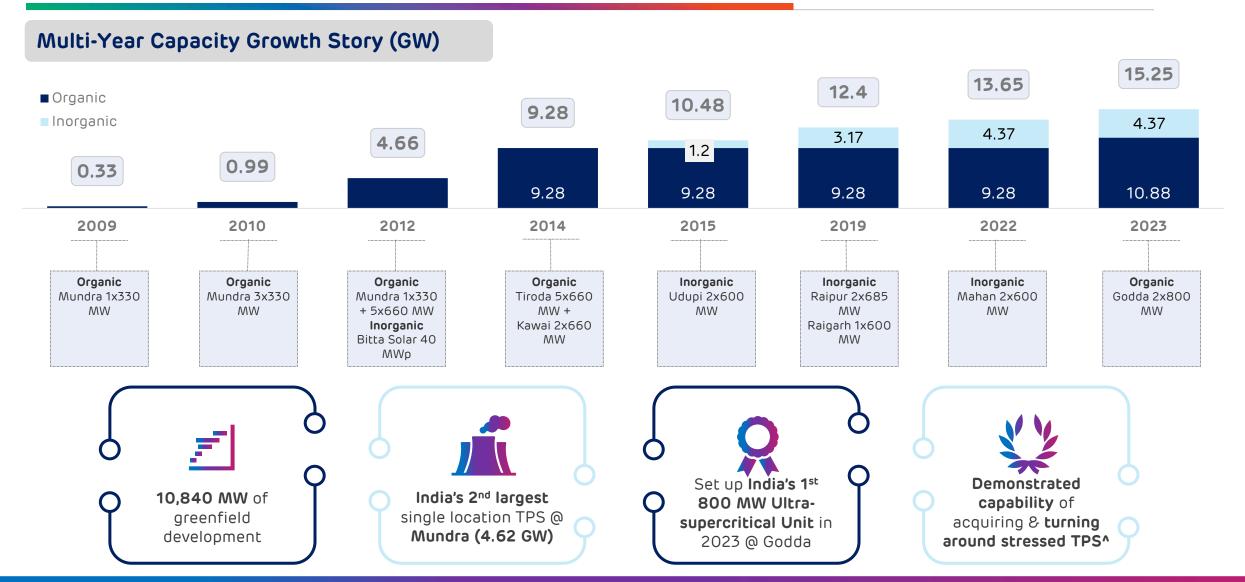
Waste Management

Value creation out of waste products

Strengthening of local industrial base

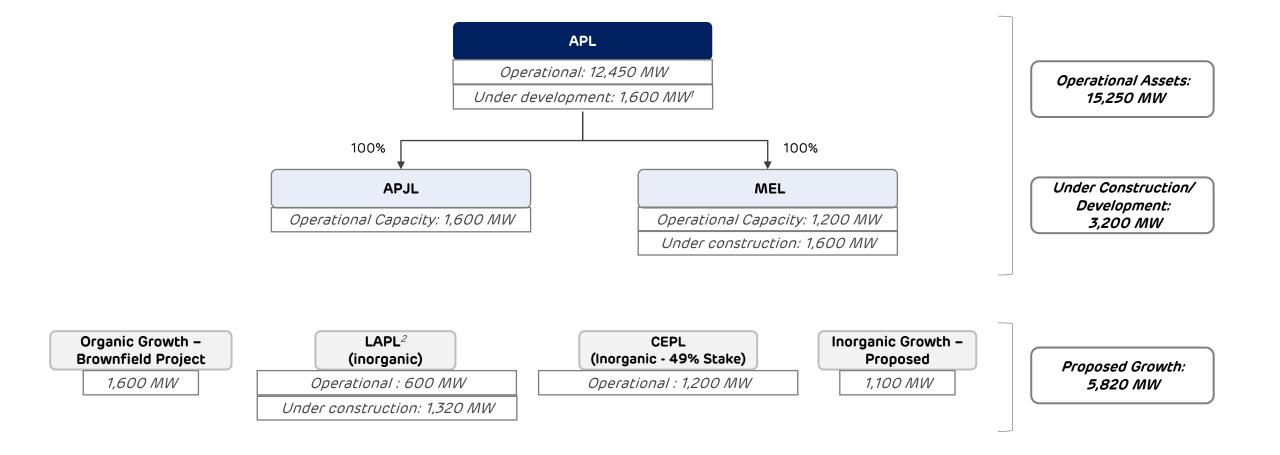
# APL: Our growth over the years





# APL: Growth path for sustained leadership





#### India's largest private thermal power producer with planned capacity of 24 GW+

- 1. APL the listed company holds under development capacity of 1,600 MW at Raigarh site in Chhattisgarh
- 2. LAPL has 600 MW operational and 1,320 MW under-construction capacity

# APL: Operating Portfolio Overview: Strategically located, diversified fleet



#### Near-Pithead

8,070 MW

Tiroda, MH: 3,300 MW

Raipur, CG: 1,370 MW

Raigarh, CG: 600 MW

Mahan-I, MP: 1,200 MW

Mahan-II, MP: 1,600 MW (Under-

construction)

Assets

Power sale

tie-up

Highlights

**Technology** 78% Supercritical / Ultra-supercritical

73% under long-term / medium-term contracts

High Dispatch and Open Capacities

#### Coastal

5,820 MW

Mundra, GJ : 4,620 MWUdupi, KA : 1,200 MW

57% Supercritical / Ultra-supercritical

94% under long-term / medium-term contracts

Fixed RoE, High Dispatch, and Open Capacities

#### Hinterland

2,920 MW

Kawai, RJ: 1,320 MW

Godda, JH: 1,600 MW

100% Supercritical / Ultrasupercritical

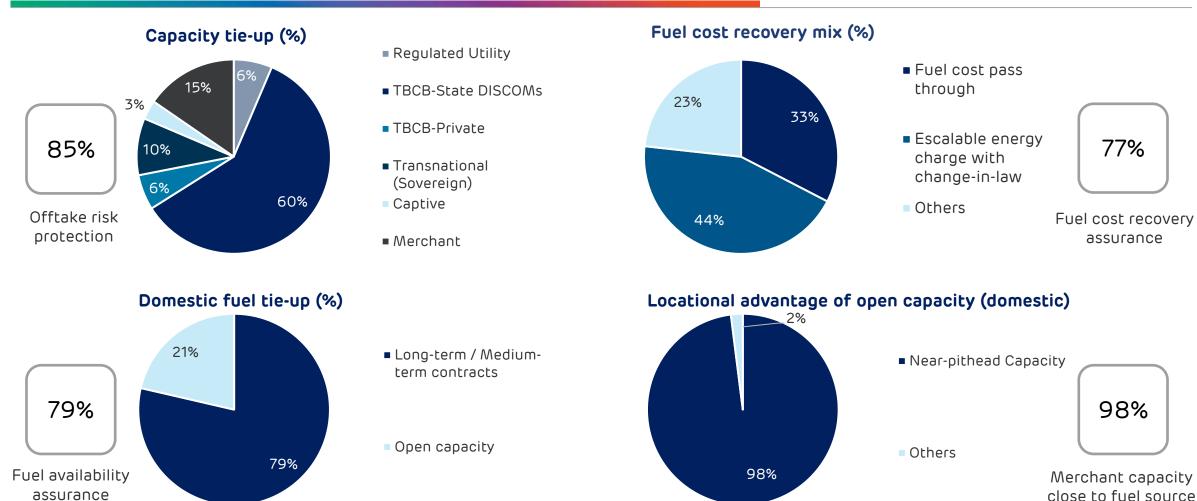
98% under long term contracts

High Dispatch and Transnational Capacities

Growing portfolio of modern and efficient fleet of with operating capacity of 15.25<sup>^</sup> GW being expanded to 16.85 GW





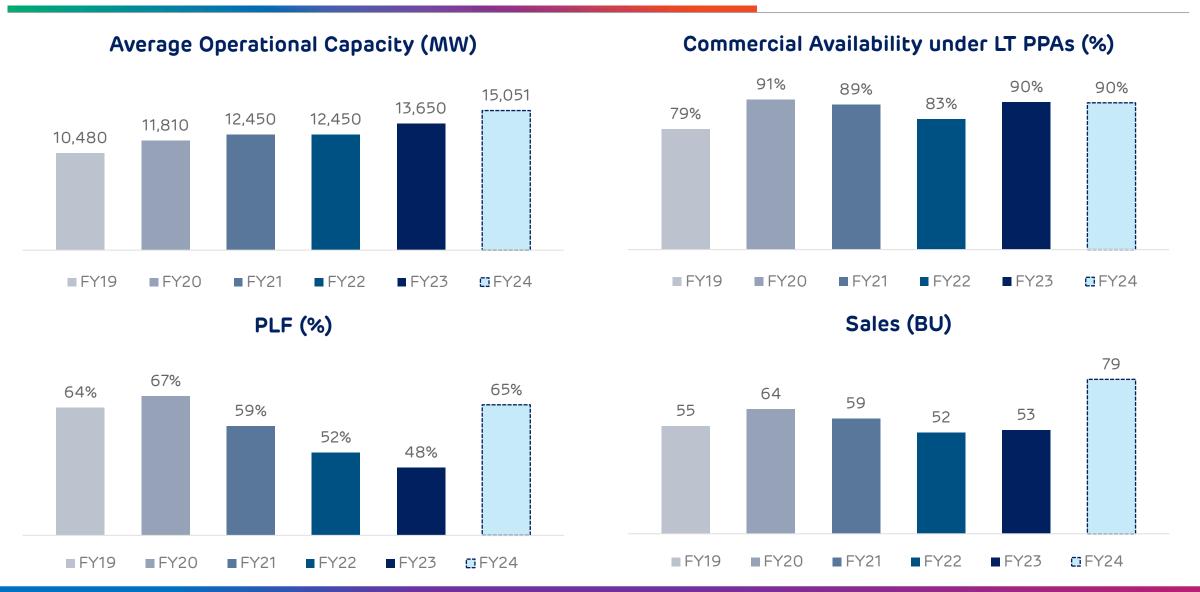


#### Major portion of domestic fuel-based capacities secured through linkages and locational advantage

<sup>1.</sup> Regulated Assets under Section 62 of Electricity Act | 2. TBCB: Tariff based competitive bidding a per Section 63 of Electricity Act GW: Giga Watt; PPA: Power Purchase Agreement; FSA: Fuel Supply Agreement; LT / MT: Long term / Medium Term; SHR: Station Heat Rate; PLF: Plant Load Factor

# APL: Ensuring high availability for despatch

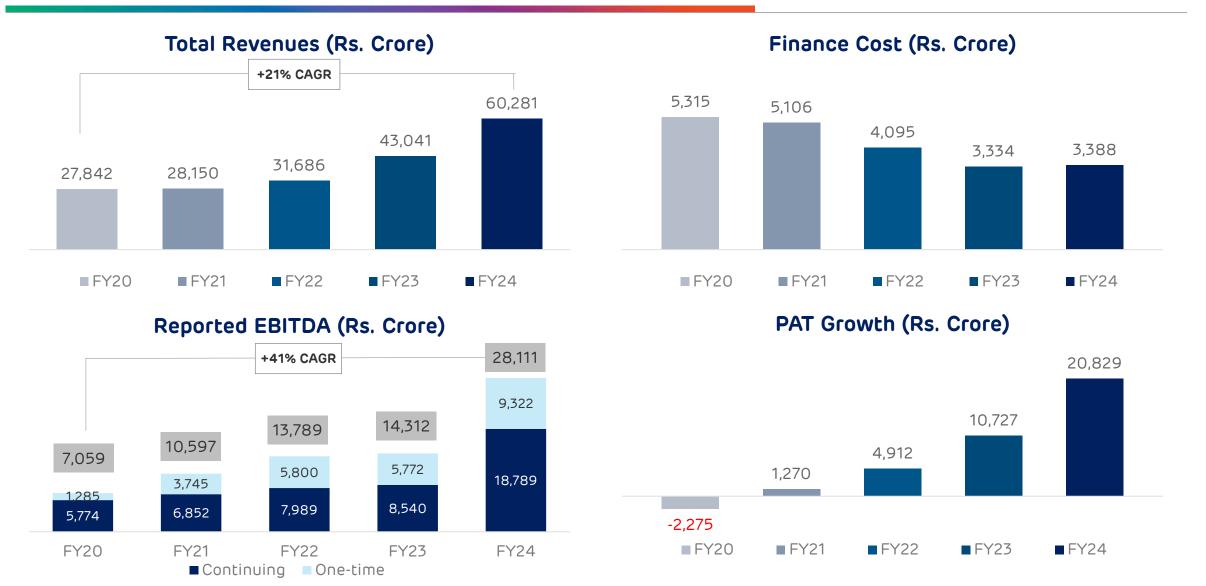




Optimum availability maintained to ensure despatch capability of steadily growing capacity









# 03

**Power Sector Growth Outlook** 

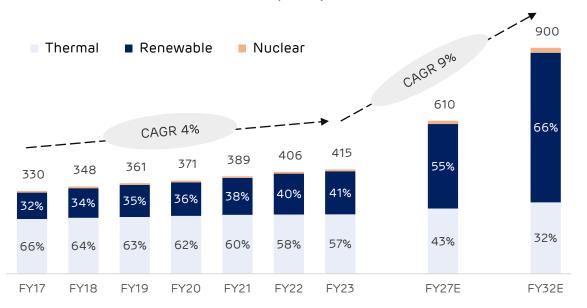


# Thermal power is the base load power solution for India's electricity grid

#### Capacity & Generation

FY2022	UoM	Global	India	India %
Total Installed Capacity	GW	8,511	406	4.8%
Thermal Capacity	GW	4,593	235	5.1%
Thermal %	%	54%	59%	
Generation	TWh	28,239	1,321	4.7%

#### Total Installed Capacity in India (GW)



#### Current Landscape

- Per capita power consumption at 1331 kWh vs global average of 3500 kWh
- Strong growth expected in India's power demand, requiring rapid increase in generating capacity with emphasis on renewable energy
- Peak demand projected to reach 260 GW this summer in face of intermittency and seasonal variability of renewable sources

#### **Sectoral Growth**

- India targets ~50% installed capacity from renewables (min. 500 GW) by 2030 to reduce emission intensity of GDP by 45%<sup>1</sup>
- Capacity addition of supercritical, energy efficient thermal plants will continue to grow, with revised capacity addition projections of 80 GW+

#### **Need for Thermal Power Plants**

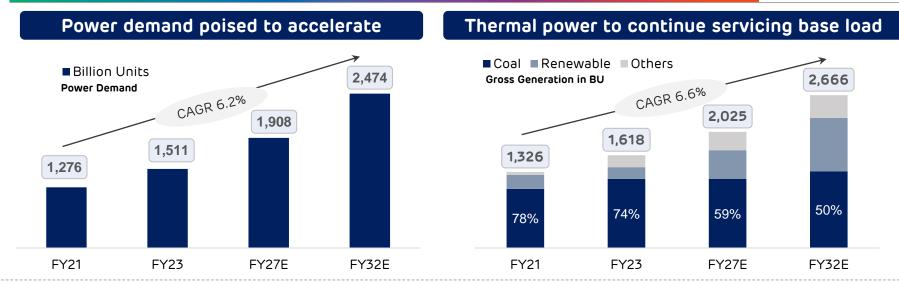
Expansion in thermal power capacity will be required

- For consistent power supply to provide grid stability
- Thermal power plants have better plant capacity utilization due to fuel availability, affordability, and ability to generate on demand

Source: Central Electricity Authority (India), Statista, BP Statistical Review of World Energy, Energy Information Administration (USA), International Renewable Energy Agency (IRENA) | 1. From 2005 level 19 GW: Gigawatt, TwH: Terawatt Hours, kWh: kilowatt hours

# Base load generation requirement to increase along with increasing renewable capacity

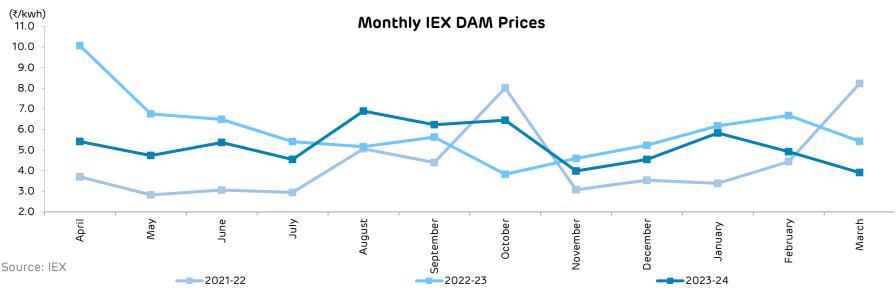




#### **Expected Growth**

#### The National Electricity Plan 2022-32 (NEP) Projections:

- 6.2% annualized growth in energy requirement
- Peak demand to grow from 203 GW in FY22 to 277 GW in FY27 and 366 GW in FY32
- Thermal capacity will continue to grow in the projection period to meet demand growth



#### Merchant prices suggest high demand for base load power

- Strong growth in power demand witnessed in last two years has driven up prices and volumes in the merchant/ short term market
- Average Day Ahead Market price on IEX of past 36 months is strong at Rs. 5.20 / kWh



04

APL Quarterly Performance Highlights



#### **Business Highlights**

- ✓ APL's credit ratings upgraded by CRISIL and India Ratings from A to AA-.
- ✓ Resolution Professional of Lanco Amarkantak Power Limited (600 MW operational, 1,320 MW under-construction) has issued Letter of Intent post approval of APL's Resolution Plan by CoC under Corporate Debt Resolution process.
- ✓ APL has initiated development of a **2x800 MW (1600 MW)** Ultra-supercritical thermal power project as Phase-II expansion of its existing 600 MW capacity at **Raigarh, Chhattisgarh**.
- ✓ APL has consolidated standalone term loan facilities of erstwhile SPVs into a **single rupee term loan facility of Rs. 19,700 crore** with an **average maturity of approx. 8 years** (Door-to-door maturity of 14 years).
- ✓ MEL, a subsidiary of APL entered into a 20-year **long-term PPA of 500 MW with Reliance Industries Limited (RIL)**, under the Captive User policy as defined under the Electricity Rules, 2005.

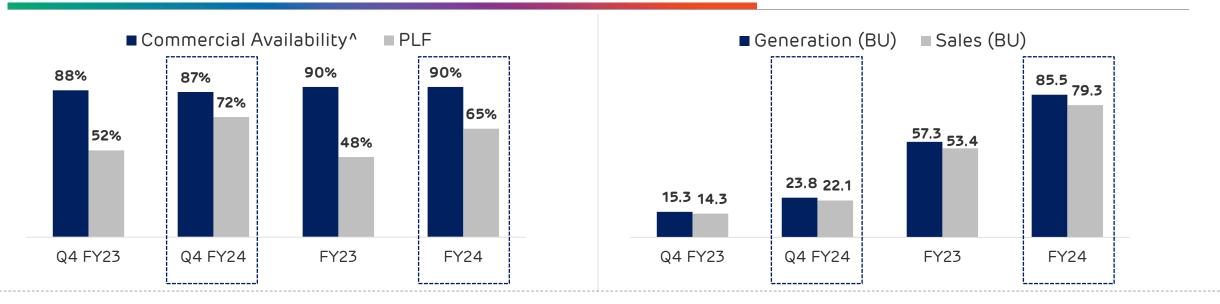
#### **ESG Highlights**

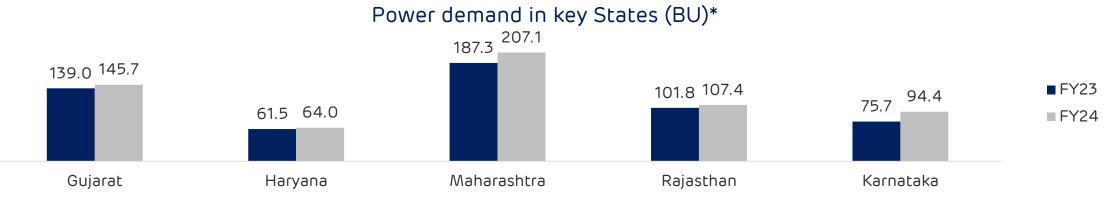
- ✓ APL scored 48/100 in Corporate Sustainability Assessment (CSA) by S&P Global, which is better than World Electric Utilities' average score of 34/100.
- ✓ APL scored 88% in CSR HUB ESG Rating in January 2024, which is better than the global industry average.
- ✓ APL's water intensity performance for FY 2023-24 is 2.35 m3/MWh, which is significantly lower than the statutory limit for hinterland plants.









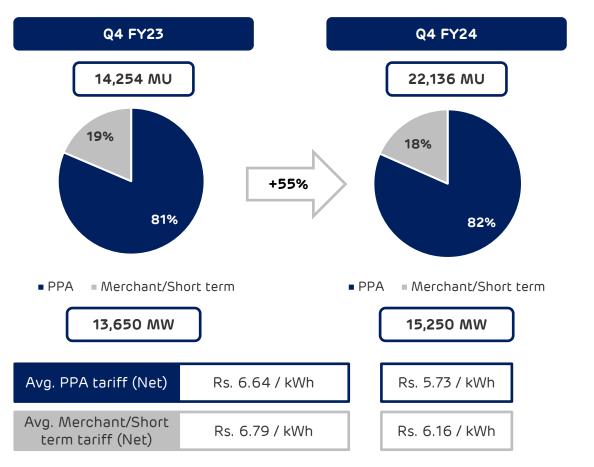


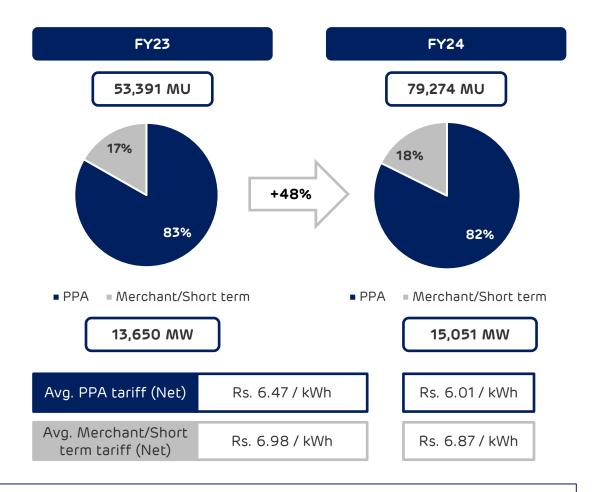
- Maintaining high availability through leveraging of cutting-edge technologies, digitalization, and analytics to drive Reliability
   Centered Maintenance, ensuring full capacity charge recovery, and capturing opportunities from power demand growth.
- Power demand growth in key PPA states and across India reflected in strong volume growth during Q4 FY24 and FY24.





#### Sales Mix and Volume





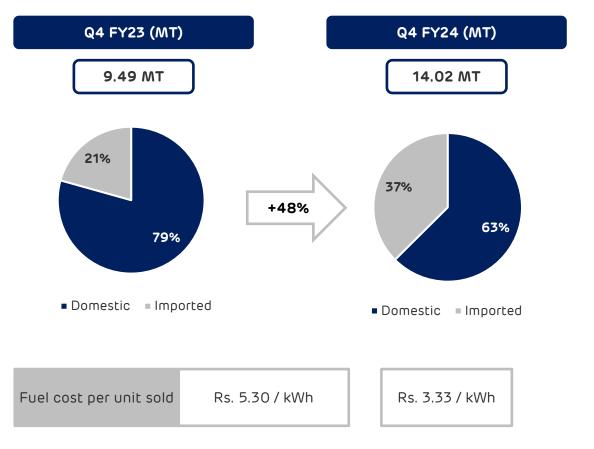
- 80%+ volumes from secure PPA-linked capacities, while open capacities benefit from locational advantage and provides incremental revenue upside in a high demand growth environment.
- PPA tariff trajectory reflects regulatory approvals for recovery of alternate fuel cost and tracking of import fuel prices.

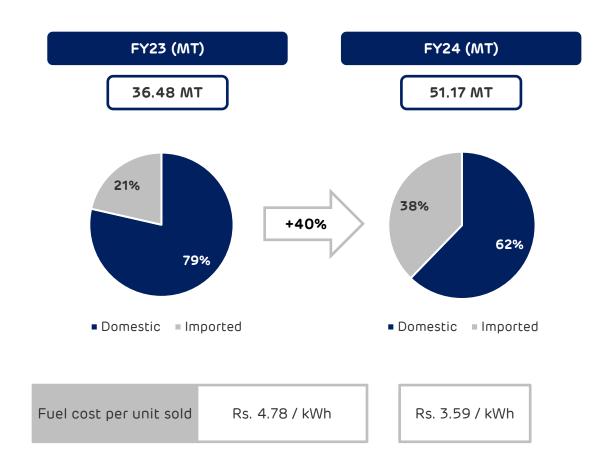
<sup>^</sup>Commercial availability declared under Long Term Power Purchase Agreements (PPAs); PLF: Plant Load Factor; BU: Billion Units; MU: Million Units. Tariffs are based on recurring revenues and exclude any prior period revenue recognition.



## Fuel sourcing and logistics prowess ensures continuous availability

#### Fuel Mix and Volume





- Reduction in blended cost of fuel due to lower prices of imported coal, enabling improvement in competitive position and helping improve power offtake volumes.
- Locational advantage of open capacities helps enhance competitiveness in merchant market by reducing logistics costs.



## All-round improvement reflected in sustained strong profitability

#### Snapshot of Profit & Loss Account

INR Crores

Summary Income Statement	Q4 FY24	Q4 FY23	+/-	FY24	FY23	+/-
Effective Capacity (MW)	15,250	13,650		15,051	13,650	
Continuing Operating Revenue	13,288	10,436	27%	49,668	36,396	36%
Continuing Other Income	499	229	118%	1,292	872	48%
Total Continuing Revenue	13,787	10,664	29%	50,960	37,268	37%
Fuel cost^	7,480	7,607	-2%	28,675	25,695	12%
Other Operating expenses	1,034	728	42%	3,496	3,034	15%
Continuing EBITDA (Adjusted for non-recurring revenue)	5,273	2,329	126%	18,789	8,540	120%
Depreciation	990	817	21%	3,931	3,304	19%
Finance cost	820	746	10%	3,388	3,334	2%
Continuing Profit Before Tax	3,464	766	352%	11,470	1,903	503%
One-time income (Net)	94	131	-28%	9,322	5,772	61%
Profit Before Tax	3,558	898	296%	20,792	7,675	171%
Profit After Tax	2,737	5,242*	-48%	20,829	10,727	94%
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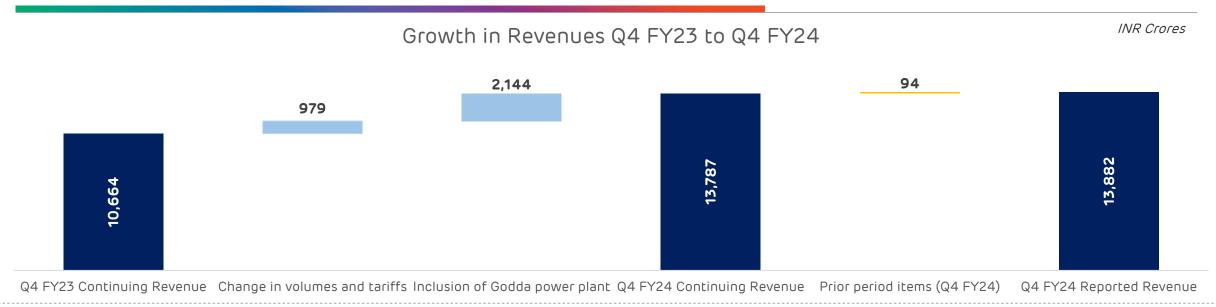
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- Continuing revenue growth due to higher operating capacity after commissioning of Godda plant.
- Improved power offtake following growth in demand and lower imported fuel prices.
- Continuing EBITDA growth due to higher contribution on account of lower fuel cost and strong merchant prices.
- Control on Finance Cost through debt reduction and improved credit rating, partially offset by set-off of Godda term loan interest
  post commissioning.

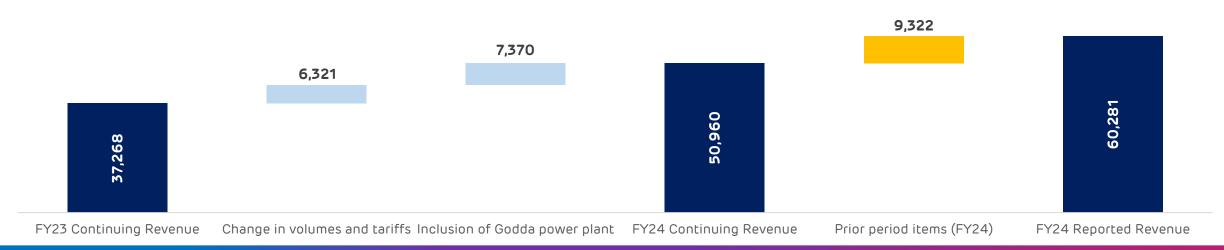
<sup>\*</sup> Q4 FY23 PAT was higher due to non-cash reversals consequent to the Scheme of Amalgamation becoming effective





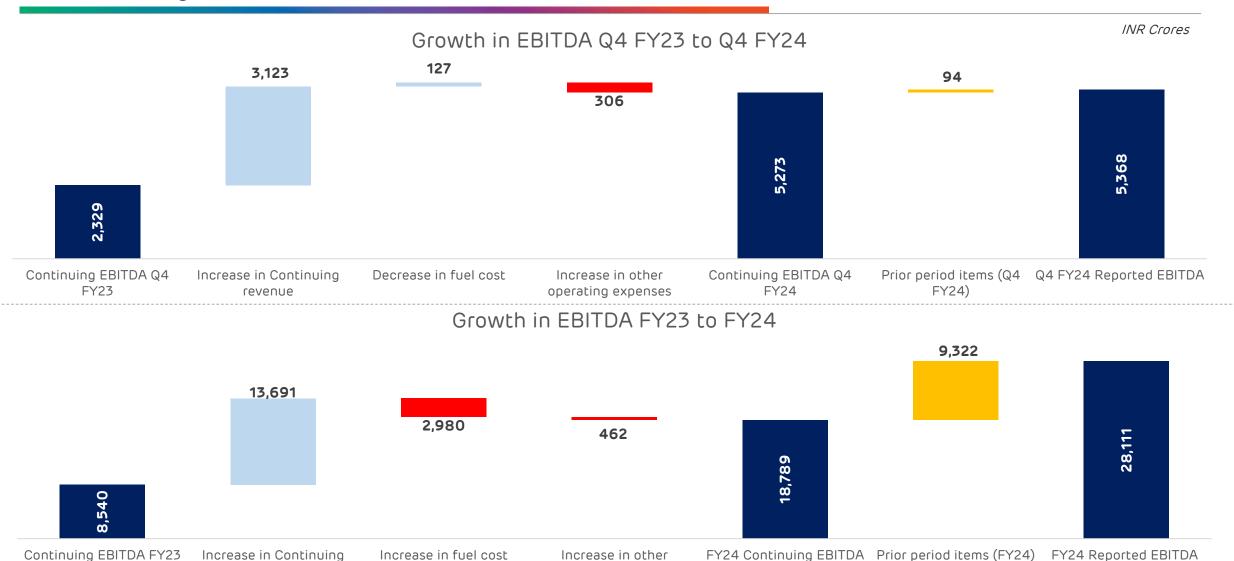






# **EBITDA Bridge**





Continuing EBITDA growth reflects capacity growth, improved tariffs following regulatory orders, and strong merchant demand

operating expenses

revenue



## Deleveraged Balance Sheet

		•
Summary Balance Sheet	Mar-24	Mar-23
Equity & Reserves (incl. UPS)	43,145	29,876
Long Term Borrowings incl. Current Maturities	28,060	36,580
Other Non-current Liabilities	6,796	4,498
Short Term Borrowings	6,397	5,672
Trade Payables	3,636	3,079
Other Current Liabilities	4,291	6,116
Sources of Funds	92,325	85,821
Fixed Assets (incl. CWIP and Intangibles)	63,941	64,331
Bank Balance held as margin money (Non-current)	327	333
Other Non-current Assets	2,470	1,604
Inventories	4,142	3,075
Trade Receivables	11,677	11,529
Cash & Bank	7,212	1,874
Current Investments	374	612
Other Current Assets	2,182	2,463
Application of Funds	92,325	85,821

......

INR Crores

- Higher Net Worth because of strong profitability
- Judicious utilization of operational surplus to reduce debt and fund capex
- Growth headroom expanded greatly by higher Net Worth and reduction in Debt
- Strong liquidity position provides ample cushioning for meeting growth equity requirements and debt service obligations
- Liquidation of majority of regulatory receivables following Supreme Court's judgements
- Steady improvement in liquidation of Godda receivables after stabilization period





INR Crores

		•
Summary Cash Flow Statement	FY24	FY23
Profit after tax	20,829	10,727
Non-cash items (incl. deferred tax)	3,600	36
Non-operating items	(5,809)	(981)
(Increase) / Decrease in working capital	(4,450)	(1,351)
Net cash from operations	14,170	8,431
Net investment in fixed assets	(2,602)	(3,243)
Proceeds from / (Payment towards) Current investments (Net)	281	(415)
Bank / Margin Money Deposits (placed) / withdrawn (Net)	(4,545)	151
Interest received	9,316	4,827
Other items	1,035	224
Net cash from investing activities	3,485	1,544
Net Borrowings (repaid) / raised	(6,030)	(6,949)
Net Proceeds / (Repayment / Distribution) for UPS	(7,403)	(95)
Interest paid	(3,431)	(3,365)
Net cash from financing activities	(16,864)	(10,408)
Net Increase / (Decrease) in Cash	791	(434)

- Strong improvement in net cash from operations on back of improved recurring profitability as well as recovery of regulatory claims
- Investment in fixed assets reflects residual capex of Godda and initial capex of Mahan Phase-II projects
- Increase in margin money deposits in compliance with requirement under consolidated term loan facilities
- Interest received includes Late Payment Surcharge and Carrying Cost under regulatory orders
- Distribution on and repayment of UPS by utilizing funds from residual surplus

Debt profile



# Consolidated Debt Profile

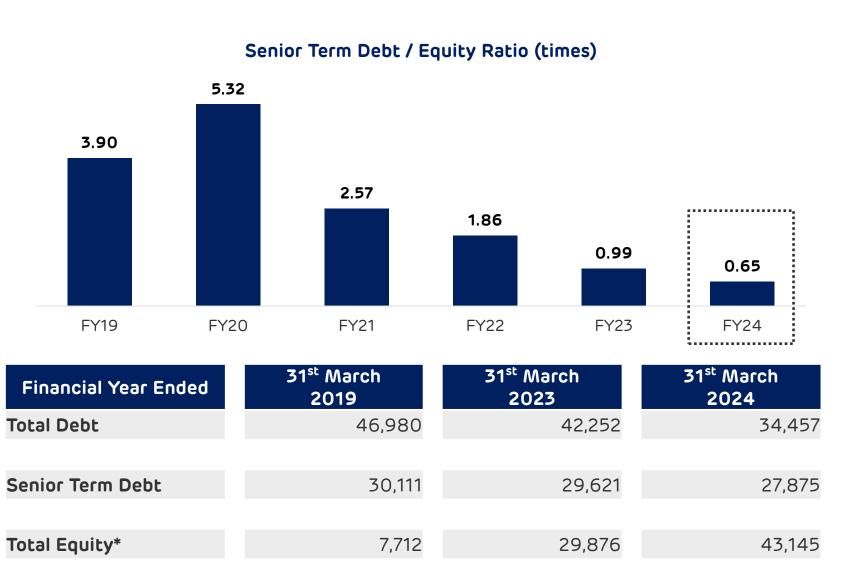
INR Crores

		INR Crores
Particulars	As on 31st Mar 2024	As on 31st Mar 2023
Senior Secured Loans		
Existing entities	<i>27,875</i>	21,425
Under-construction project	-	<i>8,196</i>
Total Senior Secured Loans (after Ind-AS adjustment)	27,875	29,621
Working Capital Loans	6,397	5,672
Inter-Corporate Deposits and other unsecured loans (incl. CRPS)	184	6,959
Total Gross Debt	34,457	42,252
Net Total Debt	26,545	39,434
Net Fixed Assets	63,941	64,331
Fixed Asset Coverage Ratio (Net Fixed Assets / Net Total Debt)	2.41 x	1.63 x
Continuing EBITDA*	18,789	8,540
Total Gross Debt / Continuing EBITDA* (times)	1.83 x	4.95 x
Total Net Debt / Continuing EBITDA* (times)	1.41 x	4.62 x

<sup>\*</sup> Continuing EBITDA include EBITDA of 1,600 MW Godda power plant for partial period of FY24, while entire project debt pertaining to the plant is included in Senior and Total Debt as of 31st March 2023 and 31st March 2024. The Godda project was commissioned during Q1 FY24. CRPS: Compulsory Redeemable Preference Shares







Significant reduction in senior debt through prepayment as well as regular repayments despite acquisitions and addition of project debt for the Godda plant.

- Improvement in operating profits as well as post-tax profits has resulted in revitalisation of financial position, including a stronger Net Worth.
- Improved debt coverage and reduced leverage had resulted in improvement in credit rating of APL to AA- during FY24.

<sup>\*</sup> Includes Unsecured Perpetual Securities of Rs. 7,315 crore as of 31st Mar 2024



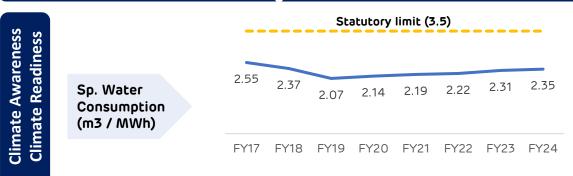
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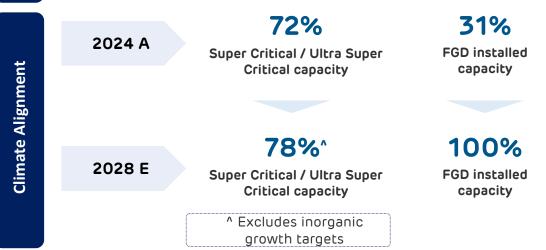
**ESG Practice at APL** 

# **APL: ESG Highlights**



# In its endeavor for climate readiness, APL is aligning its business model with latest technologies in climate efficient manner





- Specific GHG emissions maintained at 0.85 tCO2e/MWh.
- Water intensity performance of APL is 2.35 m3/MWh for FY24, which is 33% lower than statutory limit for hinterland plants (3.50 m3/MWh).
- 7 out of 9 APL operating locations certified as SUPF

#### **ESG Rating Highlights**

- B Score For fulfilling climate change and water security commitments from CDP (Carbon Disclosure Project) for 2024.
- Score of 48/100 in Corporate Sustainability Assessment (CSA) for 2024 by
   S&P Global better than world electric utility average score of 33/100.
- Scored 3.5/5.0 in FTSE ESG rating better than world utilities average score of 2.7/5.0.
- APL is a constituent company in the FTSE4Good Index Series.
- Scored 88% in CSR HUB ESG Rating better than global industry average.

#### Social Initiatives mapped to UN SDGs



- Mobile Heath Care unit: 204,282+ treatments provided through 8 MHUs
- Health insurance benefits for ~ 9,502 people by issuing health cards
- 13,453+ patients have been benefitted through health camps
- 15,000+ beneficiaries have been provided with safe drinking water facilities



- GYANODAYA Smart class implementation benefiting 80,000
- Scholarship program with **INR 29.5 Lacs** scholarships awarded



- **SAKSHAM** Training for > 1,460 people including 1,181 women and girls
- Adani Power Training and Research Institute Delivering high quality training to aspiring engineers/professionals
- 3,600 safety program focusing on hazard identification, prevention, review



07

**APL: Investment Case** 



# APL's unique positioning to catapult on the tail-wind of India's growth story

# Revenue Visibility

- 85% of capacity contracted under LT / MT PPAs, most of which offer fuel cost pass through or tariff escalation, yielding excellent revenue visibility and cash flow stability.
- Near-pithead capacity enjoys logistics cost advantage, enabling higher offtake and better margins.

#### **Fuel Security**

- 56% of installed capacity based on domestic coal of which 79% secured under LT / MT contracts.
- Shift towards de-risking fuel supply by utilizing coal from captive mines under liberalized mining policy

## Regulatory Maturity

- Full resolution of all regulatory matters pertaining to domestic coal shortfall with Hon'ble Supreme Court's orders dated 20<sup>th</sup> April 2023.
- Recovery of alternate fuel costs under change-in-law clauses of PPAs.

# Poised for Success

- Operational excellence in fuel management and logistics, and plant Operation & Maintenance with focus on technology adoption, digitalization, and analytics to drive efficiency and plant availability.
- Large available capacity with growing capacity utilization to cater to growing demand.
- Proven track record in project execution and rapid turnaround of acquisitions.

# Strong Financial Profile

- Domestic credit rating of APL is healthy at "AA-".
- Deleveraging of balance sheet demonstrated by significant prepayment of senior debt.
- Backed by strong sponsor, India's largest infrastructure and real asset platform.

# adani

# THANK YOU

