



Leading Through Innovation

# ACME Solar Holdings Limited

## Earnings Presentation – Q3 FY2025

*January 2025*

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# Agenda



**Business & Operational Highlights**



**Financial Highlights**



**Company Overview**



**Project Details**



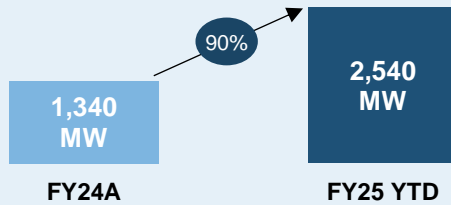
**Annexure**



## **Business & Operational Highlights**

# Business Highlights YTD (1/2)

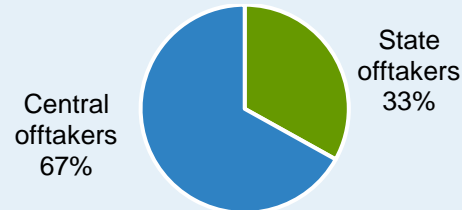
## Operational Capacity



## Capacity Addition

- ✓ **1,200 MW (1.8 GWp)** SECI ISTS projects fully commissioned taking the operational portfolio to **2,540 MW (3.6 GWp)**
- ✓ **450 MW** (300 MW solar + 150 MW wind) of capacity in **advance stages of construction**

## Operational Portfolio Split (2,540 MW)



## Orderbook Built

- ✓ **1,900 MW** capacity won in FY25 till date taking the total contracted portfolio to **6,970 MW**
  - **FDRE:** 1,000 MW
  - **Solar:** 600 MW
  - **Hybrid:** 300 MW

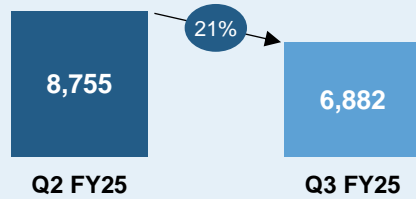
PPAs signed for **~53%** of UC Capacity

## PPAs Signed

- ✓ PPA signed for **2,340 MW** out of Under Construction (UC) capacity of **4,430 MW**
- ✓ Tariff adopted/ Order reserved for **2,500 MW** of UC capacity (4,430 MW)

# Business Highlights YTD (2/2)

## Net Debt Reduction (INR Cr)



## Grid Connectivity for UC Capacity



## Financing Update

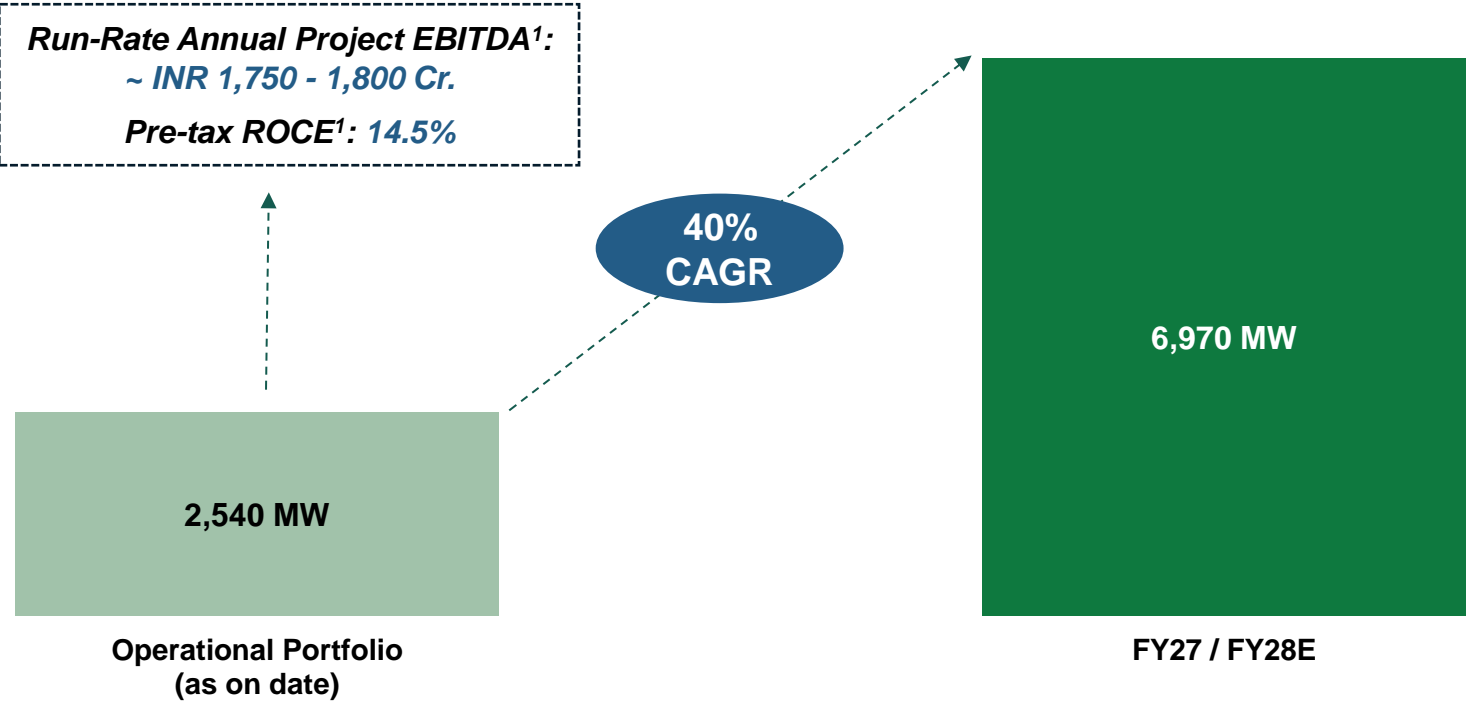
- ✓ Debt reduced by ~INR 2,070 Cr through of IPO proceeds till date
- ✓ Debt sanctioned for 1,700 MW UC projects amounting ~INR 16,500 Cr
- ✓ Debt tied up for refinancing of operational projects of ~INR 5,500 Cr at an average rate of 8.8% p.a. resulting in:
  - Expected cash release of ~INR 650 Cr
  - Reduction in cost of debt by ~70 bps for refinanced projects

## Grid Connectivity

- ✓ Grid connectivity in place for 4,430 MW of UC capacity
- ✓ Connectivity (applied + secured) of ~2,000 MW available for future bids

# Capacity Roadmap

Target to have a portfolio of 10 GW contracted capacity by 2030

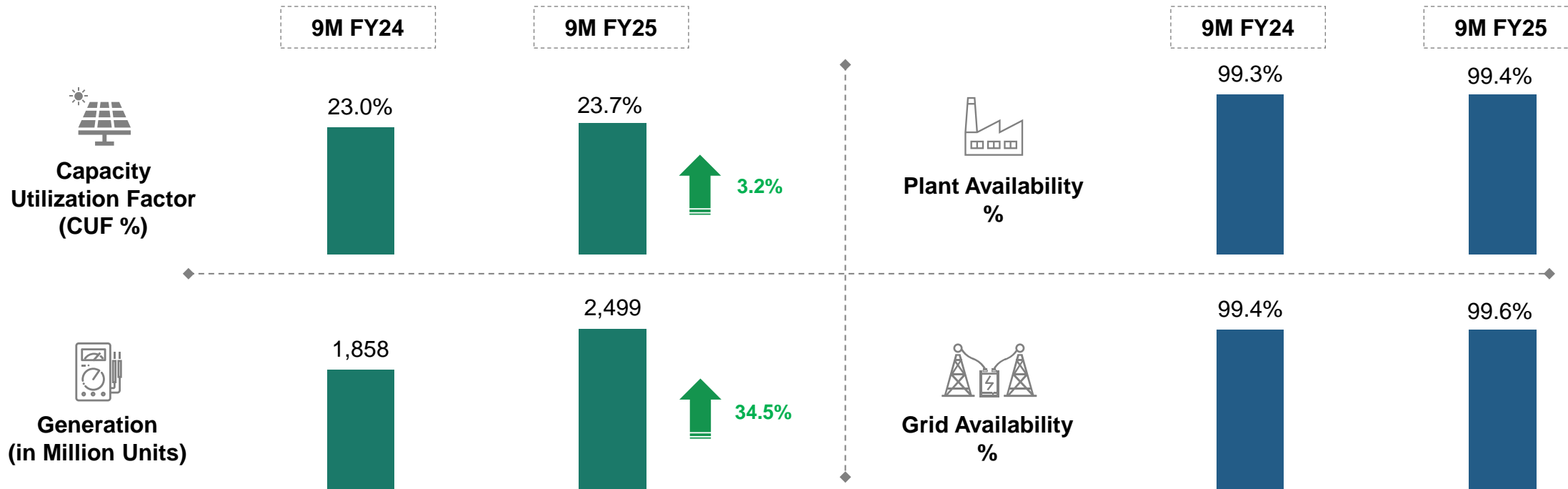


1. Pre-tax ROCE calculated as: Run Rate EBITDA/Gross Block. Expected Annual Run-Rate EBITDA calculated basis full and steady operations of 2,540 MW of capacity and does not include any Holdco. expenses. Gross Block calculated as: Gross block less EPC margin realized within the ACME group

# Operational Highlights



## Operational Highlights (Like to like comparison)<sup>1</sup>



Optimized MTTR and MTBF through effective spares and inventory management, implemented detailed SOPs, and developed in-house SMEs to provide round the clock on-call and on-site support to the site operations team.



Implementation of digitization across all major activities including preventive/predictive maintenance, drone survey, string monitoring to enhance plant performance.

1. The Operational Highlights for 9M FY24 have been adjusted for 369 MW assets monetised in Q4 FY24 to enable a like-to-like comparison with 9M FY25  
 MTBF: Mean Time Before Failure; MTTR: Mean Time To Repair





# Financial Highlights

# Consolidated Financials Highlights – Q3 FY25 Y-o-Y



## Key Consolidated Financials as Reported (INR Cr)

### TOTAL REVENUE



### EBITDA



### PAT



### CASH PAT<sup>2</sup>



## Key Consolidated Financials – Like-to-Like Asset Basis (INR Cr)<sup>1</sup>

### TOTAL REVENUE



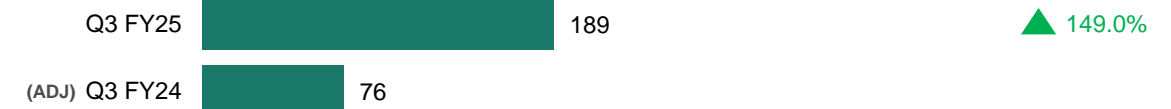
### EBITDA



### PAT



### CASH PAT<sup>2</sup>



### Remarks on Reported Financials:



- Revenue has increased by 10% for the quarter on a y-o-y basis majorly on account of phased commissioning of 1200 MW SECI ISTS project
- Healthy **EBITDA margin** of 90% in Q3 FY25 compared to 85% in Q3 FY24 on account of favorable operating leverage
- PAT margin** stood at 28% in Q3 FY25 compared to 12% in Q3 FY24

**More details related to monetized asset financial adjustment in Slide #27**

1. 369 MW of operational assets were monetized in Q4 FY24 which contributed INR 88 Cr to the Total Revenue in Q3 FY25. For like-to-like periodic comparison with Q3 FY25, the financials of Q3 FY24 have been adjusted to factor the impact of monetized assets

2. Cash PAT has been computed as PAT+ Depreciation +/- Exceptional items

# Financial Highlights – 9M FY25

## Key Financials

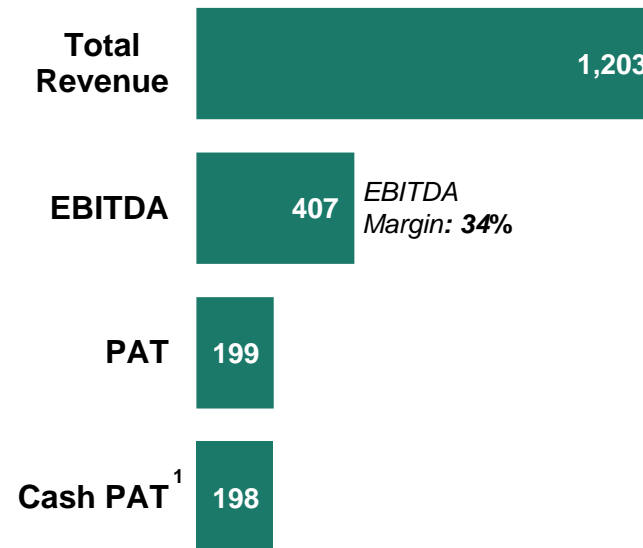
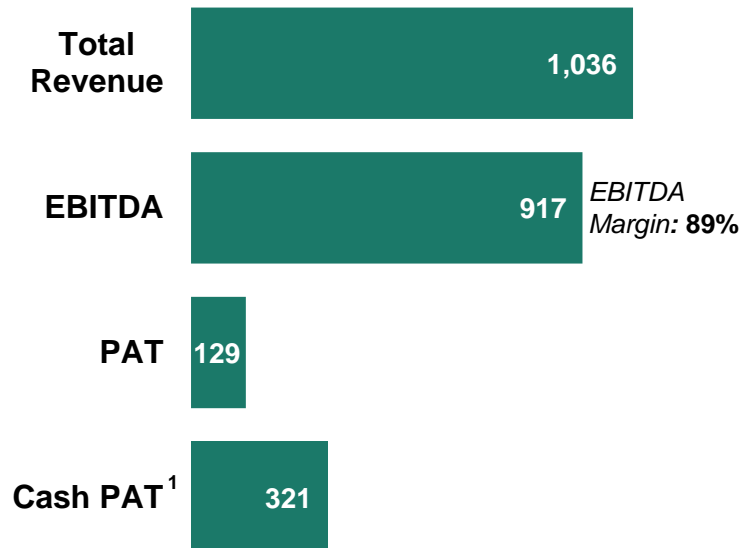
### Consolidated Overview (Sale of Power) INR Cr

### Standalone Overview (In-house EPC Business) INR Cr

### Breakdown of Financials

#### Key Consolidated Financials (9M FY25)

#### Key Standalone Financials (9M FY25)



❖ **At Consolidated level**, Operational Revenue is reflected only from **Sale of Electricity** while EPC Revenue get eliminated due to inter-group nature.

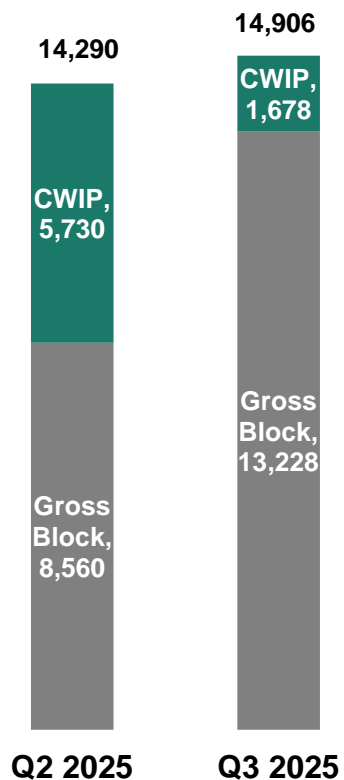
However, tax related to EPC business gets added to the Consolidated financials.

❖ **At Standalone level**, the financials represent the **EPC Revenue** for performing EPC for its wholly owned subsidiaries.

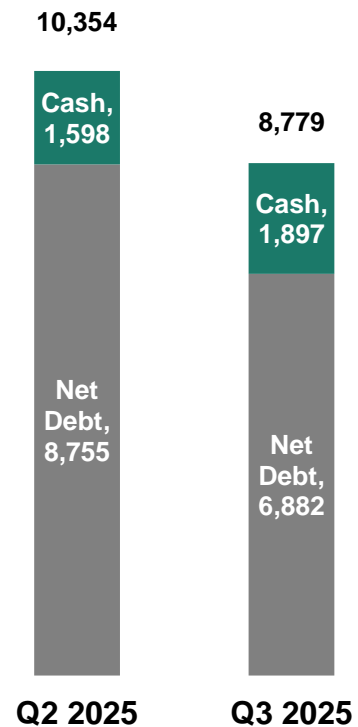
1. Cash PAT has been computed as PAT+ Depreciation +/- Exceptional items.

# Gross Block and Net Debt Movement

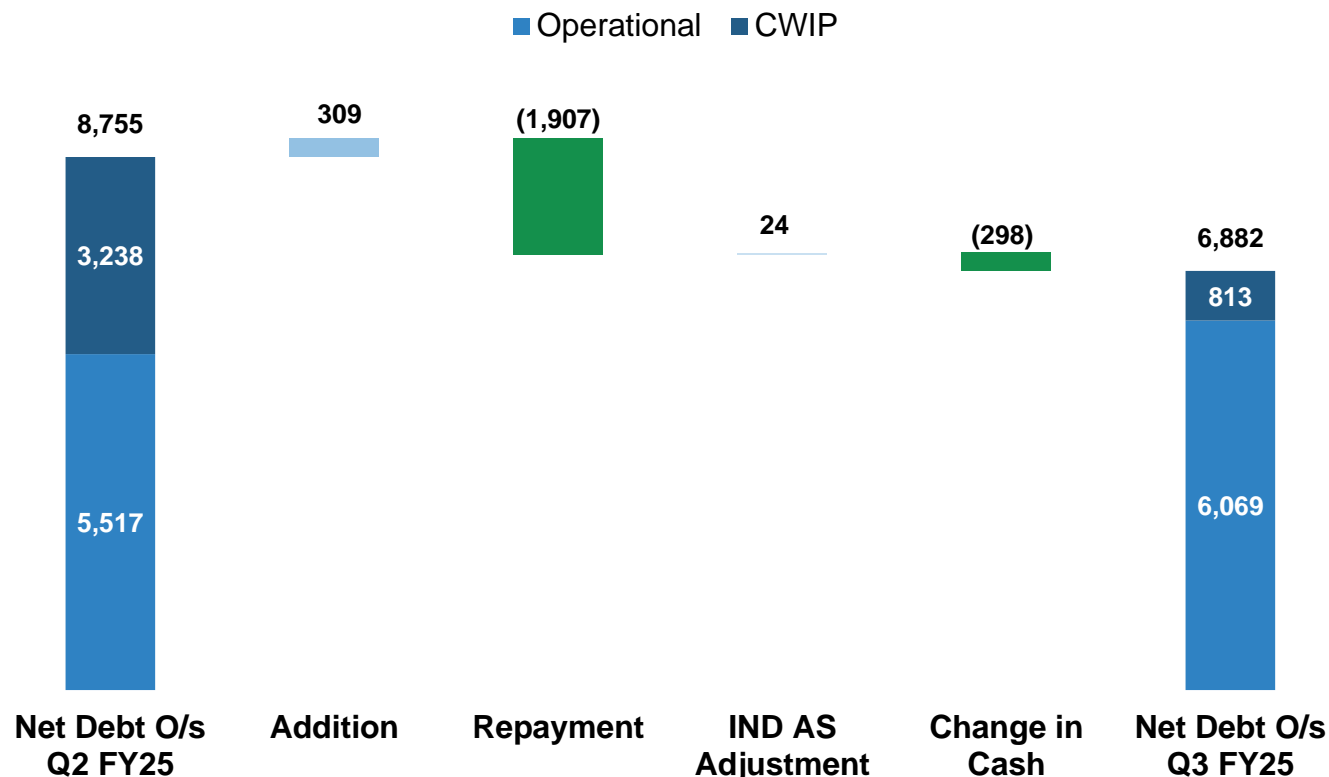
## Asset Base (INR Cr)



## Gross Debt (INR Cr)



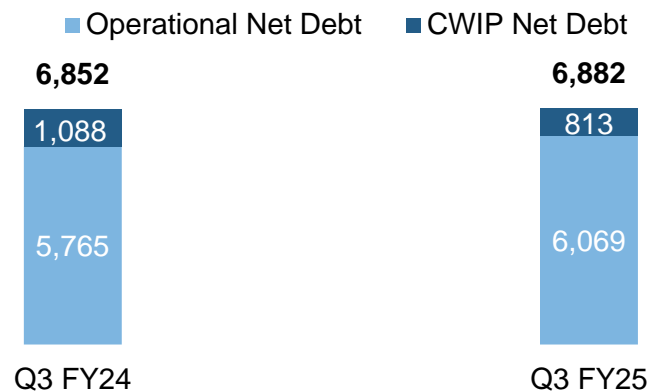
## Net Debt (INR Cr)



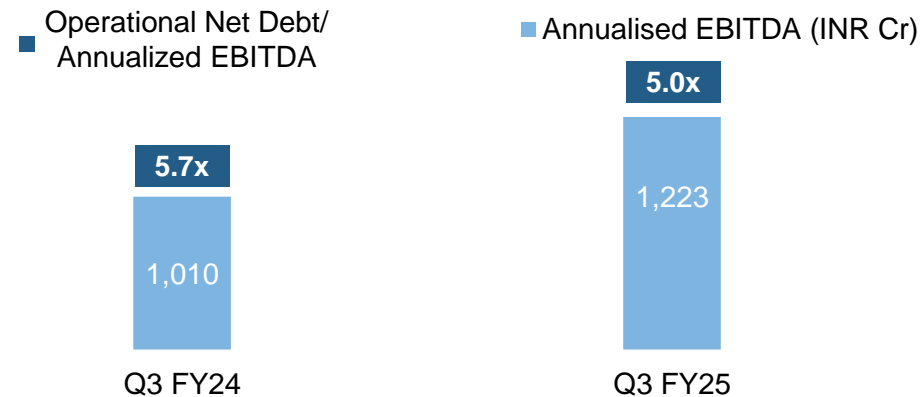
***IPO Proceeds of ~INR 2,070 Cr have been utilised till date<sup>1</sup> towards debt repayment resulting in substantial reduction in O/S Debt***

# Other Financial Highlights

## Net Debt (INR Cr)<sup>1</sup>



## Operational Net Debt to Annualized EBITDA<sup>2</sup>



## Cash RoE<sup>4</sup> (%)



Reduction is observed due to the addition of IPO proceeds to Shareholders' Equity in Q3 FY25

## Net Debt to Net Worth<sup>3</sup>



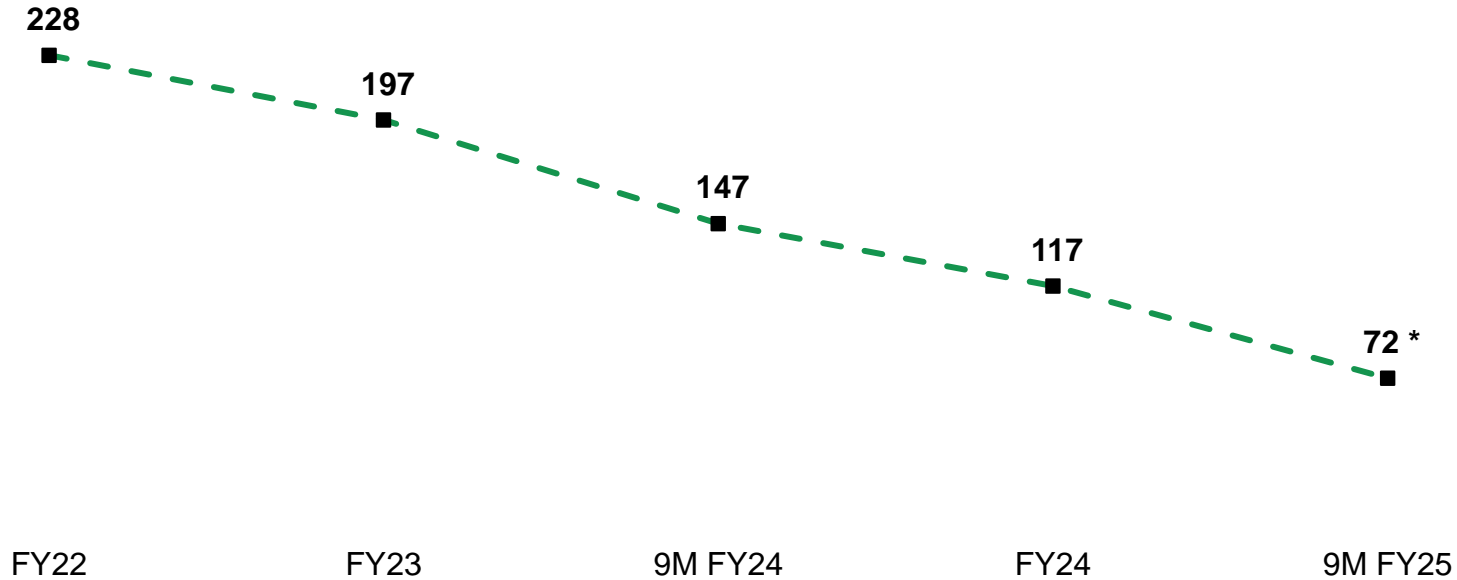
**Net Debt/EBITDA targeted to be under ~5.5x on operational portfolio basis**

1. Net Debt is computed as Gross Debt less Cash and Cash Equivalents, Other Bank Balances and Short-term investments; Operational Net Debt includes the amount for ACME Solar Holdings Ltd and ACME Solar Energy Pvt Ltd  
 2. Computed on annualised EBITDA on 9M basis and Net Debt related to Operational Assets  
 3. Computed as Net Debt/ Closing Net Worth; Net Worth of Q3 FY24 has been adjusted for the profit generated by the assets monetized in Jan'24  
 4. Computed as annualised Cash PAT on 9M basis divided by average net worth as of the beginning of the financial year and closing balance of the reporting period basis reported numbers

For 1,2 and 3: the financials of FY24 have been adjusted to factor the impact of monetized assets

# Continued Improvement in Days of Sales O/S

Days of Sales Outstanding as on 9M FY25<sup>1</sup>



- There has been a continuous improvement in DSO days
- ~43% of O/S receivables as on Q3 FY25 are due to AP discoms representing ~6% of operational capacity as of Q3 FY25
- Majority of Under Construction and recently operationalized SECI ISTS projects portfolio is contracted with REIAs<sup>2</sup> which shall further assist in lowering the DSO

*\*Calculation of DSO as of Q3 FY25 excludes INR 86 Cr of O/S dues from AP discom which shall be recovered in 9 EMIs as per APERC ruling in favour of the project company.  
DSO would be 98 days if INR 86 Cr related to the AP dues are included in receivables for 9M FY25*



# Company Overview

# ACME Solar

## One of the Largest Renewable Energy IPPs in India



### About the Company



Portfolio of **6,970 MW** spanning across solar, wind, hybrid & FDRE projects



#### Long Term Stable Cashflows:

Contracted through 25 yrs PPAs with government backed entities at fixed tariffs



#### In-House EPC and O&M Capabilities:

Enabling to control processes, costs & timelines & flexibility in terms of technology and suppliers.



#### Technological Advancements:

Early adopter of technology to optimize power generation and operational efficiency



#### Diversified Source of Funding:

Strong relationship with institutional investors and lenders across the globe



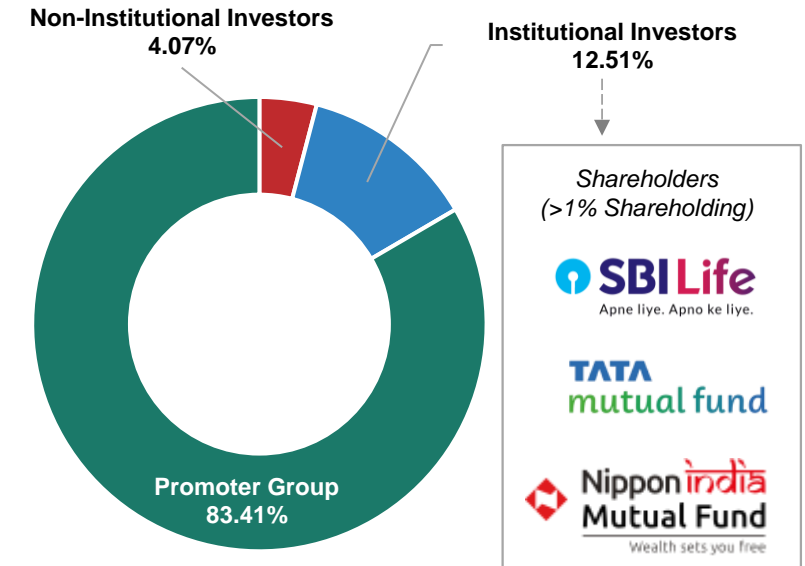
### Credit Rating - ASHL

**CRISIL A1**

**April'24**



### Shareholding Pattern<sup>1</sup>



1. As on 31<sup>st</sup> December 2024

IPP: Independent Power Producer; PPA: Power Purchase Agreement; FDRE: Firm and Dispatchable Renewable Energy

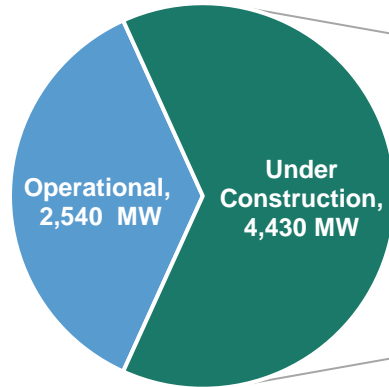


# Portfolio with Strong Offtakers located at Strategic Locations

Diversified portfolio with ~ 85% of the portfolio contracted with central offtakers spanning across new age technologies like FDRE and Hybrid

>75% of operational portfolio located at one of the highest resource potential state of Rajasthan

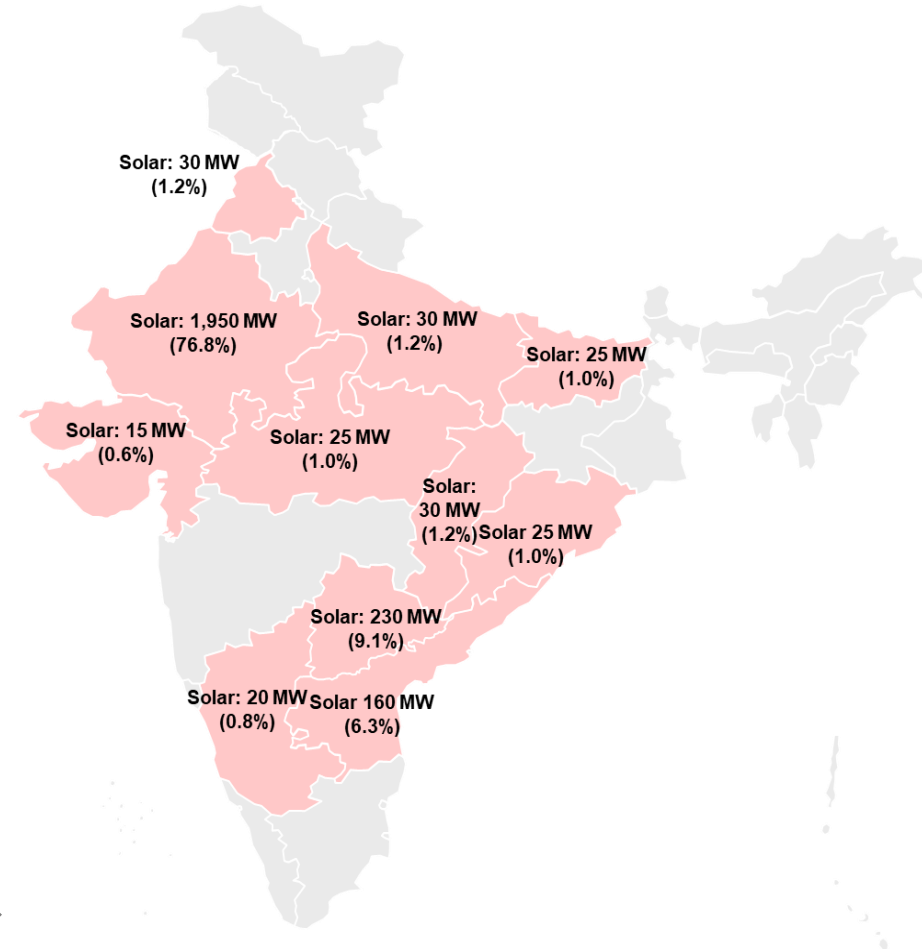
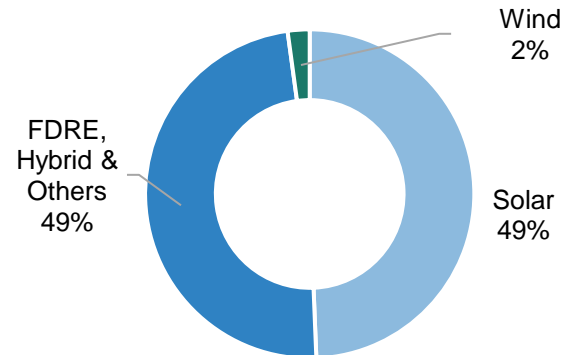
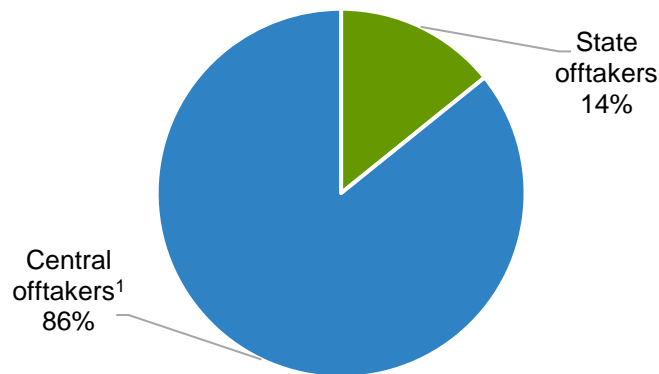
Weighted Average Tariff	
<b>Operational</b>	INR 3.5/KWh
<b>Under Construction</b>	INR 3.8/KWh



PPA Signed, 2,340 MW

LOA Awarded 1,840 MW

LOA Awaited, 250 MW



1. Central comprising of off-takers as SECI, NTPC, SJVN, NHPC and merchant plant. Merchant plant (ACME Sikar) is planned to be operated under the newly won SECI bid (subject to PPA signing).

# Awards and Recognitions



## ACME Shines with the inauguration of 1,200 MW Solar Plant



Inauguration of the **1,200 MW SECI ISTS solar power project** in Jaisalmer, Rajasthan, by **Hon'ble Union Minister Mr. Pralhad Joshi** marks a significant milestone in clean energy.

This landmark project will generate 3,000 million units annually, **reducing carbon emissions by 2.6 million tonnes per year.**



**Bharat Solar Excellence Award - Solar Ground Mount Project of the year – IPP 2025** to ACME Heergarh Powertech 300 MW project



**Largest Single Location Solar Power Plant in Rajasthan – SECI 1200 MW ISTS** at the **Power Awards 2025** by the Independent Power Producers Association of India (IPPAI)

# Peer Comparison – Q3 FY25

Particulars	ACME Solar	NTPC Green*	Adani Green**
Solar Capacity (MW)	2,540	3,375	7,756
Wind Capacity (MW)	-	100	1,714
Hybrid Capacity (MW)	-	-	2,140
<b>Total Operational Capacity (MW)</b>	<b>2,540</b>	<b>3,475</b>	<b>11,610</b>
CUF - Solar	23.70%	NA	23.50%
			<b>(INR Cr)</b>
Total Revenue	401	581	2,630
EBITDA <sup>1</sup>	359	500	2,173
EBITDA Margin (%) <sup>2</sup>	90%	86%	83%
PAT	112	66	474
PAT Margin (%) <sup>2</sup>	28%	11%	18%
Cash PAT <sup>3</sup>	189	260	1,105

\* - Data sourced from company financials and NTPC earnings call \*\* - Data sourced from company financials and earnings presentation

1. EBITDA calculated as Revenue from Operations + Other Income – Cost of goods sold – Employee benefits expense – other expenses

2. EBITDA margin and PAT margin has been calculated as EBITDA/Total Revenue and PAT/Total Revenue respectively. Total Revenue includes Revenue from Operations and Other Income.

3. Cash PAT has been computed as PAT+ Depreciation +/- Exceptional items



## Project Details

# Operational Portfolio Overview (1/2)

Name of Project SPV(s)	State	Type	Capacity (in MW)	Off-taker	Tariff (INR/kWh)	COD	PPA Tenor (years)	
ACME Solar Technologies (Gujarat) Private Limited	Gujarat	Solar	15	GUVNL	First 12 years - 15.00 Next 13 years - 5.00	Mar-12	25	
ACME Solar Energy MP Private Limited	Madhya Pradesh	Solar	25	MPPMCL	8.05	Phase I (10MW) - December 2013 Phase II (15MW) - January 2014	25	
ACME Odisha Solar Power Private Limited	Odisha	Solar	25	Off-taker	7.28	Jun-15	25	
Acme Raipur Solar Power Private Limited	Chhattisgarh	Solar	30	CSPDCL	6.46	Phase I (23 MW) - January 2016 Phase II (7MW) - March 2016	25	
Acme Solar Rooftop Systems Private Limited	Punjab	Solar	30	PSPCL	7.57	May-16	25	
Aarohi Solar Power Private Limited	Andhra Pradesh	Solar	50	APSPDCL	5.63 <sup>[1]</sup>	Mar-16	25	
Acme Jaisalmer Solar Power Private Limited		Solar	20	APSPDCL	5.63 <sup>[1]</sup>	May-16	25	
Dayanidhi Solar Power Private Limited		Solar	40	APSPDCL	5.97 <sup>[1]</sup>	Apr-16	25	
Niranjana Solar Power Private Limited		Solar	20	APSPDCL	5.71 <sup>[1]</sup>	Mar-16	25	
Viswatma Solar Energy Private Limited		Solar	30	APSPDCL	5.71 <sup>[1]</sup>	Apr-16	25	
ACME Magadh Solar Power Private Limited		Bihar	Solar	10	SBPDCL and NBPDCCL	8.73	Jun-16	25
ACME Nalanda Solar Power Private Limited	Solar		15	SBPDCL and NBPDCCL	8.73	Jun-16	25	
Dayakara Solar Power Private Limited	Telangana	Solar	30	TSSPDCL	6.848	Phase I (14 MW) June 2016 Phase II (16 MW) July 2016	25	
Grahati Solar Power Private Limited		Solar	50	TSSPDCL	6.737	Phase I (20 MW) July 2016 Phase II (30 MW) August 2016	25	
ACME PV Powertech Private Limited		Solar	50	TSNPDCCL	5.595	Phase I (40 MW) July 2017 Phase II (10 MW) August 2017	25	
ACME Solar Power Technology Private Limited		Solar	50	TSNPDCCL	5.59	Feb-18	25	
Acme Yamunanagar Solar Power Private Limited		Solar	20	NTPC	4.67	Sep-17	25	
Acme Mahbubnagar Solar Energy Private Limited		Solar	30	NTPC	4.67	Sep-17	25	
Nirosha Power Private Limited		Uttar Pradesh	Solar	30	UPPCL	8.93	Sep-16	12 (renewable for another 13 years)
ACME Sidlaghatta Solar Energy Private Limited		Karnataka	Solar	20	BESCOM	2.97	Oct-19	25

1. For Andhra Pradesh plants, there is an annual escalation of 3% in tariff till the 10th year from the date of the PPA and it will remain constant after that for the remainder term of the PPA.

# Operational Portfolio Overview (2/2)

Name of Project SPV(s)	State	Type	Capacity (in MW)	Off-taker	Tariff (INR/kWh)	COD	PPA Tenor (years)
ACME Jodhpur Solar Power Private . Limited	Rajasthan	Solar	100	SECI	2.44	Sep-18	25
ACME Rewa Solar Power Private Limited		Solar	100	SECI	2.44	Oct-18	25
Acme Heergarh Powertech Private Limited		Solar	300	MSEDCL	2.74	Phase I (100 MW) April 2022 Phase II (200 MW) May 2022	25
ACME Aklera Power Technology Private Limited		Solar	250	SECI	2.48	Phase I (200 MW) July 2023 Phase II (50 MW) January 2024	25
ACME Raisar Solar Energy Private Limited		Solar	300	SECI	2.44	Phase I (272 MW): December 2024 Phase II (28 MW): January 2025	25
ACME Dhaulpur Powertech Private Limited		Solar	300	SECI	2.44	Phase I (238 MW): December 2024 Phase II (62 MW): January 2025	25
ACME Deoghar Solar Power Private Limited		Solar	300	SECI	2.44	Phase I (253 MW): December 2024 Phase II (47 MW): January 2025	25
ACME Phalodi Solar Energy Private Limited		Solar	300	SECI	2.44	Phase I (260.05 MW): December 2024 Phase II (39.95 MW): January 2025	25
<b>Total (A)</b>				<b>2,540</b>		<b>3.46</b>	

# Under Construction Portfolio Overview (1/2)

Project Name	Type	Contracted Capacity (MW)	Off-taker	Tariff (INR/kWh)	PPA Tenor (years)
ACME Pokhran Solar Private Limited	Wind	50	GUVNL	2.90	25
ACME Eco Clean Energy Private Limited	Wind	100	GUVNL	3.01	25
ACME Surya Power Private Limited	FDRE	250	SJVN	4.38	25
ACME Sun Power Private Limited	FDRE	320	SJVN	4.38	25
ACME Urja One Private Limited	FDRE	380	SECI	4.73	25
ACME Renewtech Private Limited	Hybrid	300	NTPC	3.36	25
ACME Platinum Urja Private Limited	FDRE	350	SECI	3.42	25
ACME Venus Urja Private Limited	FDRE	400	NHPC	4.64	25
ACME Hybrid Urja Private Limited	FDRE	280	NHPC	4.64	25
ACME Alpha Renewables Private Limited	Hybrid	150	NTPC	3.32	25
ACME Sigma Urja Private Limited	Solar	300	NTPC	2.53	25
ACME Omega Urja Private Limited	Solar	300	SJVN	2.52	25
ACME Renewtech Second Private Limited	Hybrid	300	SECI	3.25	25
ACME Marigold Urja Private Limited	FDRE	400	NTPC	4.70	25
ACME Sikar Solar Private Limited <sup>1</sup>	Solar	300	-	-	-
SPV 3 <sup>2</sup>	FDRE	250	NHPC	4.56	25
<b>Total (B)</b>	-	<b>4,430</b>	-	<b>3.84<sup>3</sup></b>	-

1. Merchant plant (ACME Sikar) is planned to be operated under the newly won SECI bid subject to PPA signing. The petition for tariff adoption of INR 3.05/KWh has been filed as of 27<sup>th</sup> January 2024.
2. The LOA /capacity has been secured in the name of the Company. However, the project will be developed by the relevant SPV, once finalized.
3. Weighted average tariff calculated using contracted capacity (MW).

# Under Construction Portfolio Overview (2/2)

## I. PPA signed - Under Construction Portfolio

Project Name	Type	Contracted Capacity (MW)	Off-taker	PPA Status	Tariff Adoption	Grid Connectivity
ACME Pokhran Solar Private Limited	Wind	50	GUVNL	PPA signed	Tariff Adopted	Secured Connectivity - 50 MW
ACME Eco Clean Energy Private Limited	Wind	100	GUVNL	PPA signed	Tariff Adopted	Secured Connectivity - 100 MW
ACME Sikar Solar Private Limited <sup>1</sup>	Solar	300	Merchant	-	-	Secured Connectivity - 300 MW
ACME Surya Power Private Limited	FDRE	250	SJVN	PPA signed	Tariff Adopted	Secured Connectivity - 600 MW
ACME Sun Power Private Limited	FDRE	320	SJVN	PPA signed	Tariff Adopted	Secured Connectivity - 565 MW
ACME Urja One Private Limited	FDRE	380	SECI	PPA signed for 190 MW	Order Reserved	Secured Connectivity - 984 MW
ACME Renewtech Private Limited	Hybrid	300	NTPC	PPA signed	Tariff Adopted	Secured Connectivity - 400 MW
ACME Platinum Urja Private Limited	FDRE	350	SECI	PPA signed for 150 MW	Order Reserved	Connectivity Applied - 350 MW
ACME Venus Urja Private Limited	FDRE	400	NHPC	PPA signed	Petition Filed	Secured Connectivity - 564 MW Connectivity Applied - 188 MW
ACME Hybrid Urja Private Limited	FDRE	280	NHPC	PPA signed	Petition Filed	Secured Connectivity - 95 MW Connectivity Applied - 412 MW
<b>Total (I)</b>	-	-	-	<b>PPA signed - 2,340 MW</b>		

## II. LOA Awarded/ Awaited/ PPA yet to be signed - Under Construction Portfolio

Project Name	Type	Contracted Capacity (MW)	Off-taker	PPA/ LOA Status	Tariff Adoption	Grid Connectivity
ACME Urja One Private Limited	FDRE	380	SECI	PPA to be signed for 190 MW	Order Reserved	Secured Connectivity - 984 MW
ACME Platinum Urja Private Limited	FDRE	350	SECI	PPA to be signed for 200 MW	Order Reserved	Connectivity Applied - 350 MW
ACME Alpha Renewables Private Limited	Hybrid	150	NTPC	LOA awarded	Order Reserved	Secured Connectivity - 202 MW
ACME Sigma Urja Private Limited	Solar	300	NTPC	LOA awarded	Tariff Adopted	Secured Connectivity - 300 MW
ACME Omega Urja Private Limited	Solar	300	SJVN	LOA awarded	Order Reserved	Connectivity Applied - 300 MW
ACME Renewtech Second Private Limited	Hybrid	300	SECI	LOA awarded	Petition filed	Secured Connectivity - 300 MW Connectivity Applied - 100 MW
ACME Marigold Urja Private Limited	FDRE	400	NTPC	LOA awarded	Petition yet to be filed	Secured Connectivity - 764 MW
SPV 3 <sup>2</sup>	FDRE	250	NHPC	LOA awaited	Petition yet to be filed	Secured Connectivity - 350 MW Connectivity Applied - 100 MW
<b>Total (II)</b>	-	-	-	<b>2,090 MW</b>		

1. Merchant plant (ACME Sikar) is planned to be operated under the newly won SECI bid subject to PPA signing. The petition for tariff adoption of INR 3.05/KWh has been filed as of 27<sup>th</sup> January 2025.
2. The LOA /capacity has been secured in the name of the Company. However, the project will be developed by the relevant SPV, once finalized.





# Annexure

# Key Standalone and Consolidated Financials (Reported)

## ACME Consolidated Overview (from Sale of Power)

Particulars (INR Cr)	Q3 FY25	Q2 FY25	Q3 FY24
Revenue from operations	349	260	332
Other income	52	36	33
<b>Total Income</b>	<b>401</b>	<b>295</b>	<b>365</b>
Employee benefits expense	17	16	17
Other expenses	25	23	38
<b>Total expenses</b>	<b>42</b>	<b>39</b>	<b>54</b>
<b>EBITDA</b>	<b>359</b>	<b>256</b>	<b>310</b>
Finance costs	179	178	202
Depreciation and amortisation expense	70	60	85
<b>Profit before exceptional items</b>	<b>110</b>	<b>18</b>	<b>23</b>
Exceptional items	(7)	-	6
<b>Profit before Tax</b>	<b>103</b>	<b>18</b>	<b>29</b>
Tax Expense	(9)	3	(16)
<b>Profit after Tax (PAT)</b>	<b>112</b>	<b>15</b>	<b>44</b>

## ACME Standalone Overview (from In-house EPC Business)

Particulars (INR Cr)	Q3 FY25	Q2 FY25	Q3 FY24
EPC Revenue	279	435	82
Other income	49	37	30
<b>Total Income</b>	<b>327</b>	<b>472</b>	<b>113</b>
Cost of materials consumed	228	336	80
Employee benefits expense	36	24	19
Other expenses	11	5	3
<b>Total expenses</b>	<b>274</b>	<b>365</b>	<b>102</b>
<b>EBITDA</b>	<b>53</b>	<b>107</b>	<b>11</b>
Finance costs	47	48	45
Depreciation and amortisation expense	0	0	0
<b>Profit/ (loss) before exceptional items</b>	<b>6</b>	<b>59</b>	<b>(34)</b>
Exceptional items	2	-	44
<b>Profit before tax</b>	<b>8</b>	<b>59</b>	<b>10</b>
Tax expense	6	13	10
<b>Profit after Tax (PAT)</b>	<b>2</b>	<b>46</b>	<b>0</b>

# Adjustments related to Monetized Assets in Consolidated Financials

	<b>A = B + C</b>	<b>B</b>	<b>C</b>
<b>Particulars (INR Cr)</b>	<b>Reported Q3 FY24</b>	<b>Adjusted Q3 FY24 for like-to-like comparison with Q3 FY25</b>	<b>Monetized Assets Q3 FY24</b>
<b>Power Sale Revenue (I)</b>	<b>332</b>	<b>254</b>	<b>78</b>
<b>Other Income (II)</b>	<b>33</b>	<b>22</b>	<b>11</b>
<b>Total Revenue (I + II)</b>	<b>365</b>	<b>276</b>	<b>88</b>
<b>EBITDA</b>	<b>310</b>	<b>225</b>	<b>85</b>
<b>PAT</b>	<b>44</b>	<b>27</b>	<b>18</b>
<b>Cash PAT</b>	<b>124</b>	<b>76</b>	<b>48</b>



**Thank You**

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