



**GAIL (India) Ltd.**

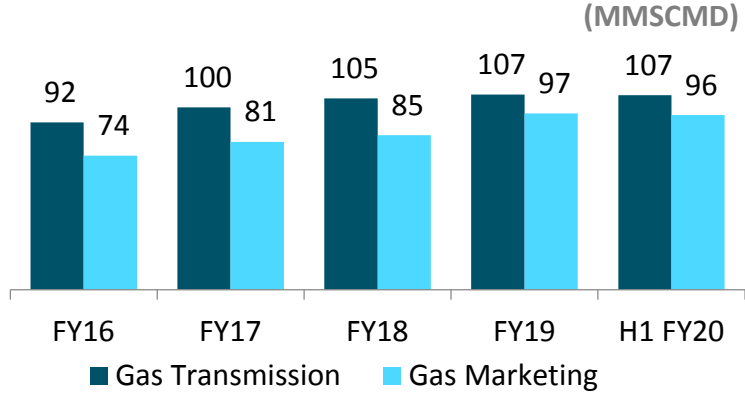
# **Investors & Analysts' Presentation**

**Upto H1 FY20**

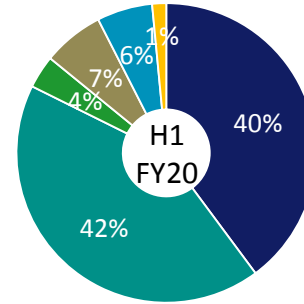


# Physical Performance

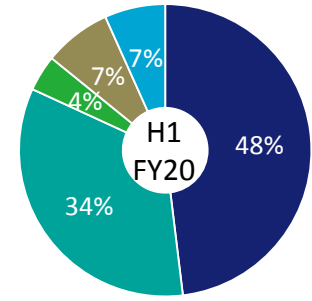
## Gas Volume Trend



## Gas Transmission Mix

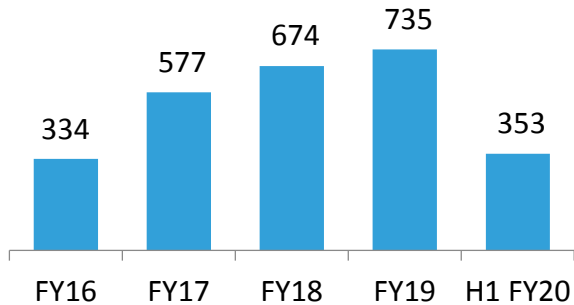


## Gas Marketing Mix

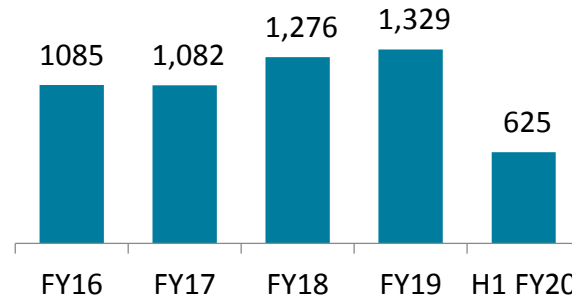


■ APM/NAPM ■ RLNG ■ PMT ■ Spot ■ Mid Term ■ RIL

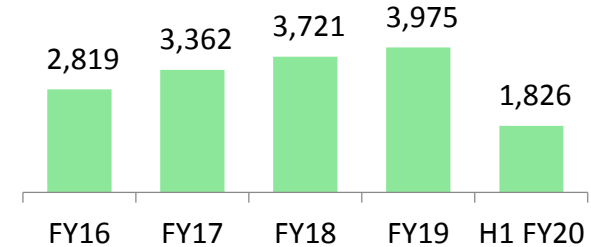
## Petrochemicals Sales



## Liquid Hydrocarbons Sales



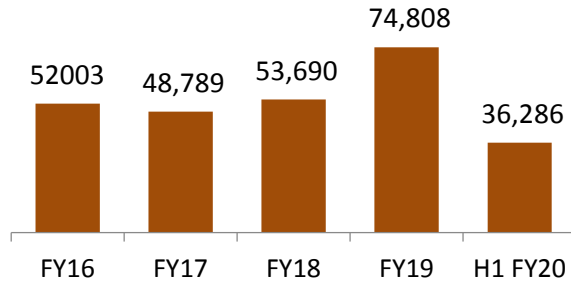
## LPG Transmission (TMT)



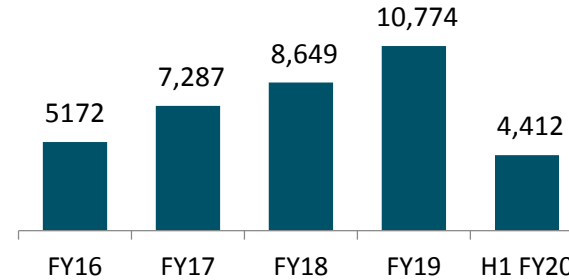
# Financial Performance (Standalone)

(in Rs. crore)

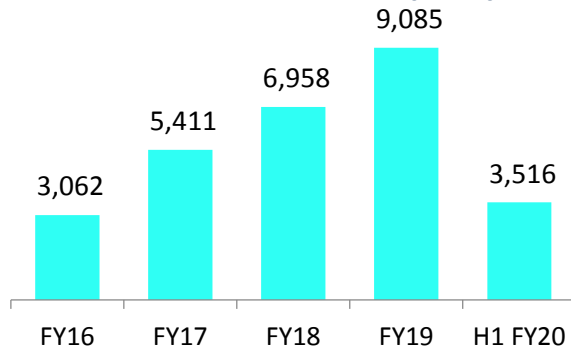
## Turnover (Gross)



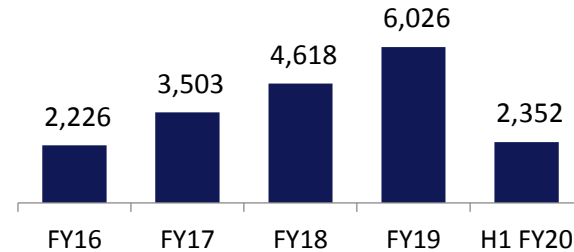
## Gross Margin (PBDIT)



## Profit Before Tax (PBT)

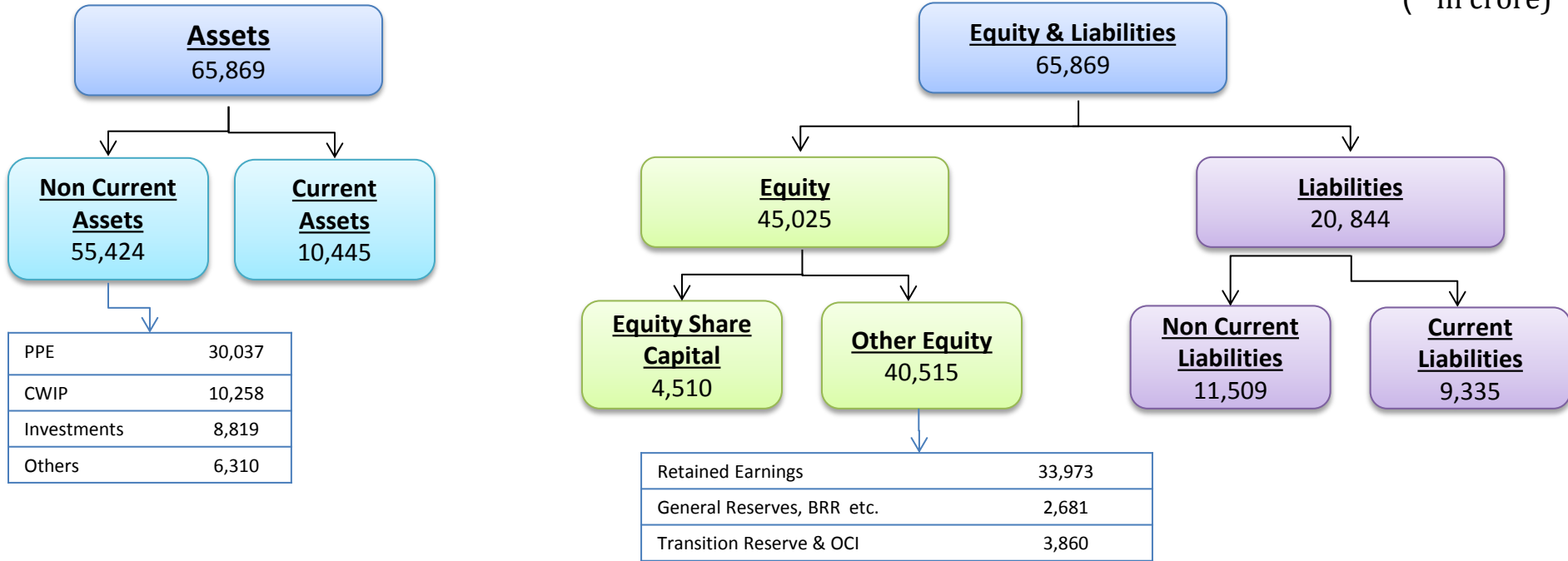


## Profit After Tax (PAT)



# Balance Sheet as on 30th September 2019

(` in crore)



**Capital Employed**  
` 52,142 crore

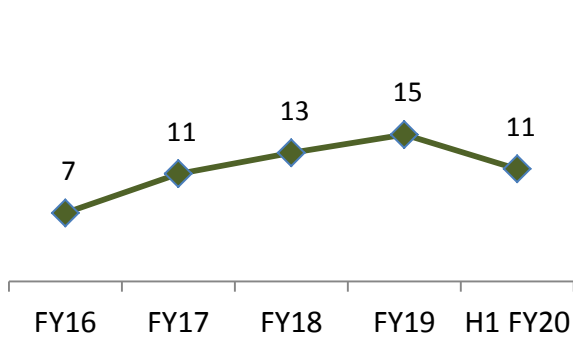
**Net Worth\***  
` 40,926 crore

**Loan Outstanding**  
` 947 crore

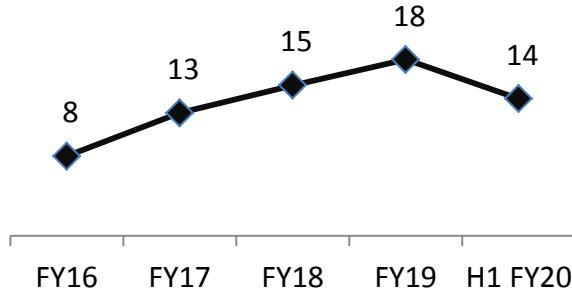
\* as per companies' Act

# Key Financial Ratios

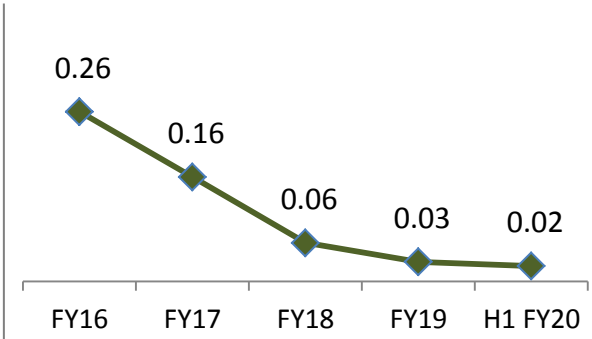
## PAT to Net Worth (in %)



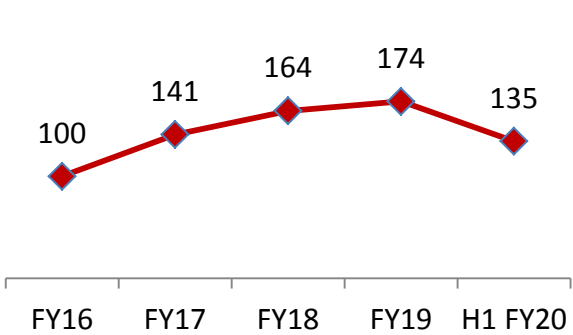
## Return on Capital Employed (in %)



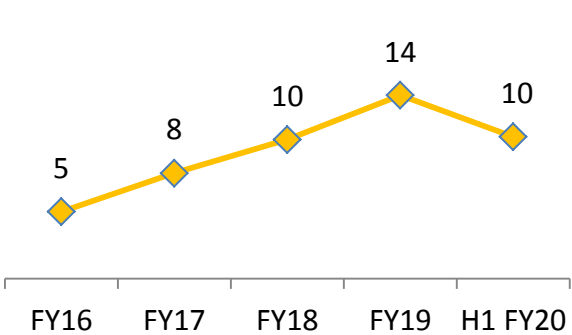
## Debt to Equity Ratio



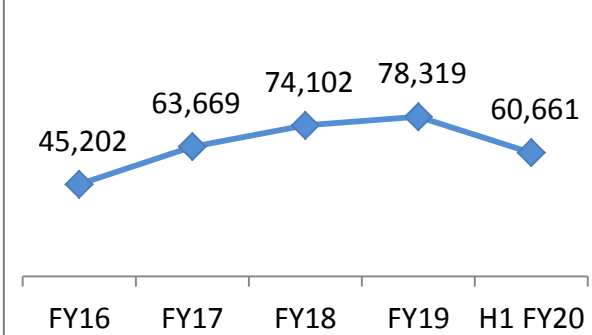
## Share Price (in Rs./Share)



## Earning Per Share (in Rs./Share)



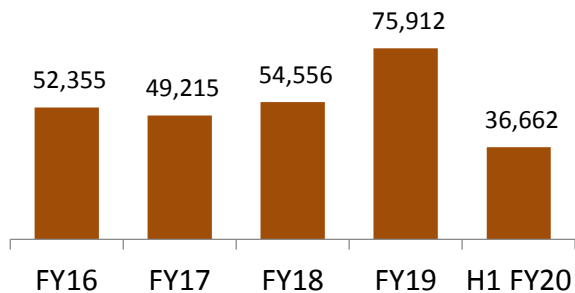
## Market Capitalization (in Rs./crore)



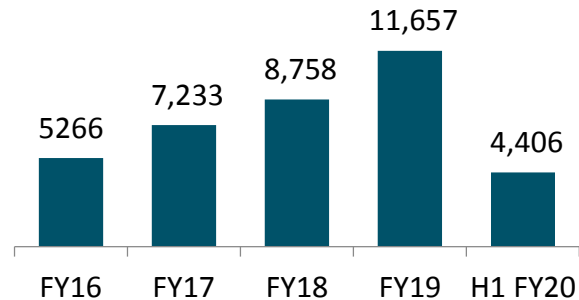
# Financial Performance on Consolidated Basis

(in ` crore)

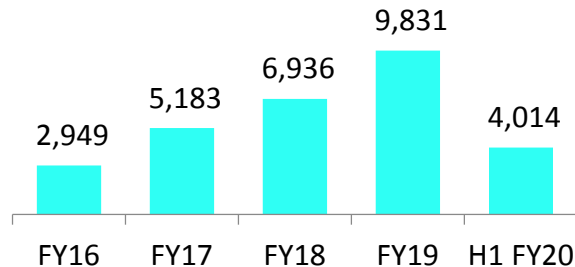
## Turnover (Gross)



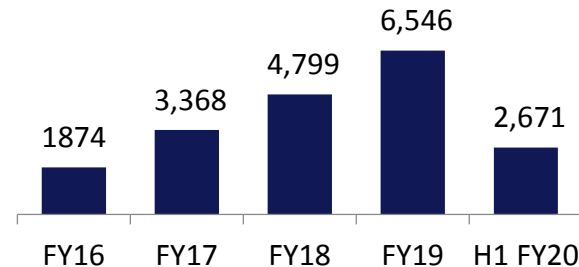
## Gross Margin (PBDIT)



## Profit Before Tax



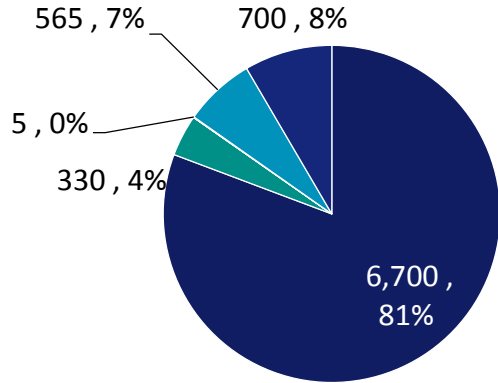
## Profit after Tax



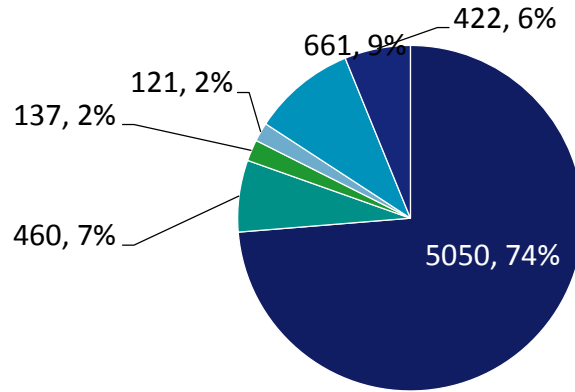
# Capital Expenditure Profile

(in ` crore)

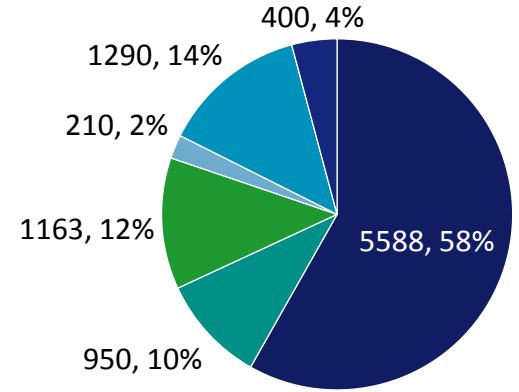
**FY18-19**  
~ ` 8,300 crore



**FY19-20E**  
` 6,850 crore



**FY20-21E**  
` 9,600 crore



■ Pipeline   ■ City Gas Distribution   ■ Petrochemical   ■ E&P   ■ Equity Investments   ■ Operational Capex

\* capital expenditure include plan, non-plan and operational capex

# Revenue from Operations (Gross) Reconciliation on Consolidated Basis

(in ` crore)

Particulars	Upto September' 19		
	Revenue from Operations (Gross)	Eliminations	Revenue from Operations (Gross)
Standalone	36,353	7,159	29,193
GAIL Gas	2,453	-	2,453
GGSPPL	2,310	-	2,310
GGUI	2,719	-	2,719
TNGCL	57	-	57
<b>Total</b>	<b>43,891</b>	<b>7,159</b>	<b>36,731</b>



# PAT Reconciliation on Consolidated Basis

(in ` crore)

Particulars	% Share holding in Quarter September'19	Investment (Net)	September' 19
<b>GAIL</b>	<b>NA</b>	<b>NA</b>	<b>2,352</b>
<b>Subsidiaries</b>		<b>1,176</b>	<b>92</b>
GAIL GAS	100%	1,127	75
GGSPPL	100%	42	5
GGUI	100%	6	6
TNGCL (less Non- controlling interest)	48.98%	2	6
<b>Associates</b>		<b>2424</b>	<b>519</b>
MGL	32.50%	32	130
PLL	12.50%	99	189
BCPL	70.00%	992	(57)
IGL	22.50%	32	138
China Gas	2.87%	97	117
Fayum Gas	19.00%	8	2
Ramagundam Fertilizer	14.77%	169	-
<b>Joint Ventures (JVs)</b>		<b>598</b>	<b>56</b>
CGD JVs & Others (BGL, CUGL, GGL, MNGL, AGL, VGL, IGGL, TFL, TAPI)	-	393	52
<b>Adjustments</b>			<b>(346)</b>
Deferred Tax	-	-	(134)
Others	-	-	(212)
<b>Consolidated</b>	<b>-</b>	<b>-</b>	<b>2,671</b>

**Thank you**

