



**GAIL (India) Limited**  
New Delhi

Date: 15.11.2016

**Information for Q2 (2016-17)**

**Financial Information:**

(₹ in Cr)

| SL. No.   | PARTICULARS                       | Q2 2015-16    | Q2 2016-17    |
|-----------|-----------------------------------|---------------|---------------|
| <b>I</b>  | <b>SALES TURNOVER (Net of ED)</b> |               |               |
| 1         | Transmission Services             |               |               |
|           | a) Natural Gas                    | 999           | 1,096         |
|           | b) LPG Transmission               | 113           | 126           |
| 2         | Gas Marketing                     | 11,202        | 8,578         |
| 3         | Petrochemicals                    | 777           | 1,191         |
| 4         | LPG & Other Liquid Hydro Carbons  | 743           | 673           |
| 5         | Unallocated                       | 229           | 194           |
|           | <b>TOTAL TURNOVER</b>             | <b>14,063</b> | <b>11,858</b> |
| <b>II</b> | <b>GROSS MARGIN</b>               |               |               |
| 1         | Transmission Services             |               |               |
|           | a) Natural Gas                    | 770           | 839           |
|           | b) LPG Transmission               | 72            | 85            |
| 2         | Gas Marketing                     | 194           | 332           |
| 3         | Petrochemicals                    | (143)         | 263           |
| 4         | LPG & Other Liquid Hydro Carbons  | 86            | 159           |
| 5         | Unallocated                       | 171           | 173           |
|           | <b>TOTAL GROSS MARGIN</b>         | <b>1,150</b>  | <b>1,851</b>  |

**Physical Performance:**

| SL. No.    | PARTICULARS                | U/M    | Q2 2015-16 | Q2 2016-17 |
|------------|----------------------------|--------|------------|------------|
| <b>I</b>   | <b>TRANSMISSION</b>        |        |            |            |
| 1          | Natural Gas                | MMSCMD | 90.26      | 100.86     |
| 2          | LPG                        | 000 MT | 687        | 827        |
| <b>II</b>  | <b>PRODUCTION</b>          |        |            |            |
| 1          | Petrochemicals             | 000 MT | 85         | 146        |
| 2          | LPG                        | 000 MT | 204        | 219        |
| 3          | Other Liquid Hydro Carbons | 000 MT | 52         | 62         |
| <b>III</b> | <b>SALES</b>               |        |            |            |
| 1          | Natural Gas                | MMSCMD | 74.25      | 80.51      |
| 2          | Petrochemicals             | 000 MT | 84         | 136        |
| 3          | LPG                        | 000 MT | 204        | 223        |
| 4          | Other Liquid Hydro Carbons | 000 MT | 51         | 56         |