



**GAIL (India) Limited**

# **Interactive Meet with Analysts & Investors**

February 28, 2020, Durgapur



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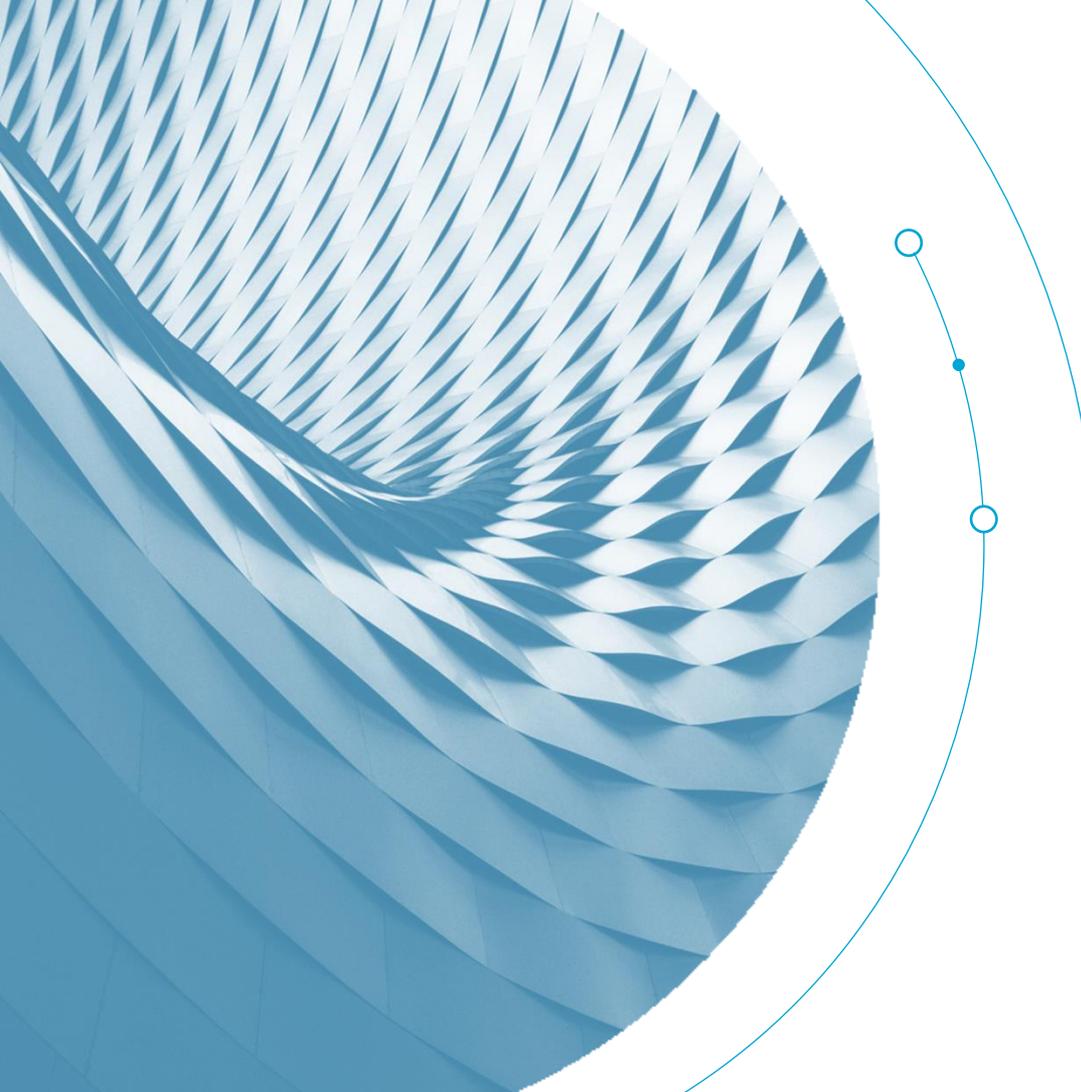
Ongoing Projects & Capex Plans

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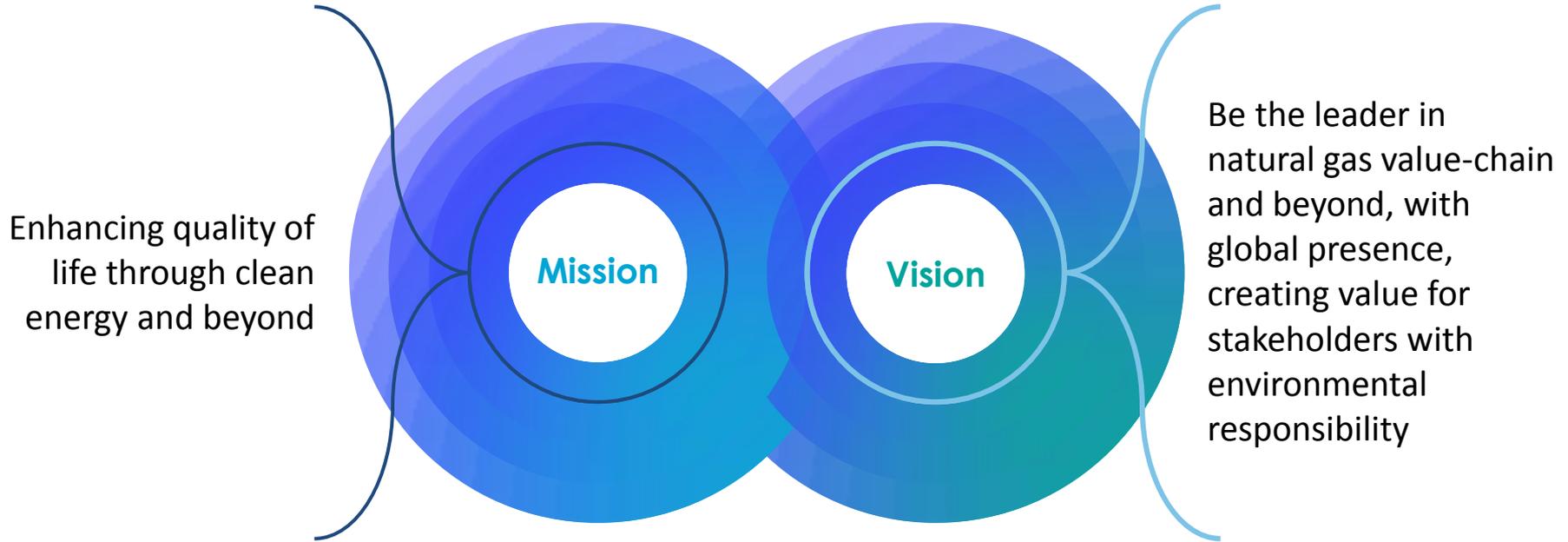
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# Company Mission & Vision



# Major Business Portfolio



## Gas Transmission & Marketing

- Over 12,000 KM of Network
- Long Term Portfolio of ~14 MMTPA



## Petrochemicals

- ~15% domestic market share
- Capacity of 810 KTA at Pata & 280 KTA at BCPL



## Liquid Hydrocarbons

- Six LHC Processing Plants
- 1,308 KTA of Capacity
- 3.8 MMTPA of LPG Tran Capacity



## E&P

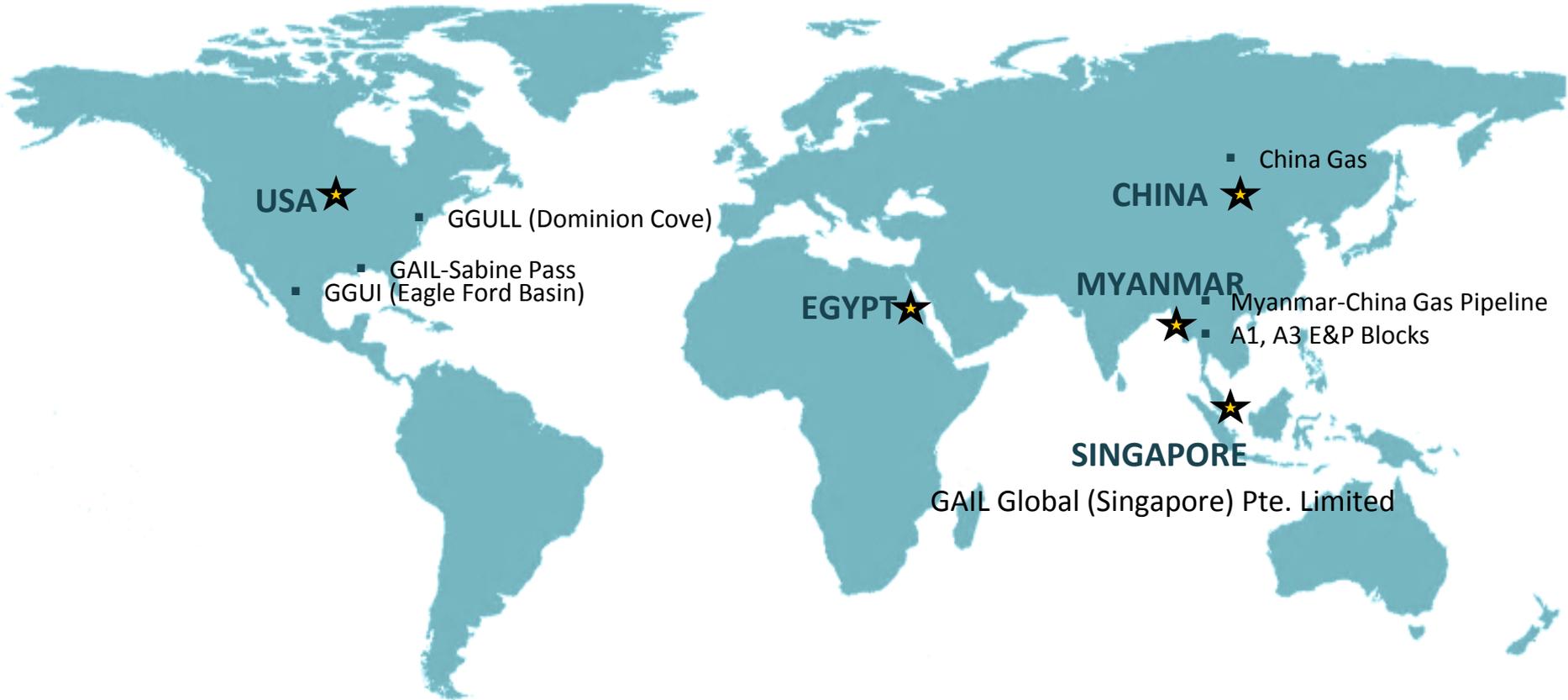
- Participation in 11 Blocks
- Presence in US & Myanmar

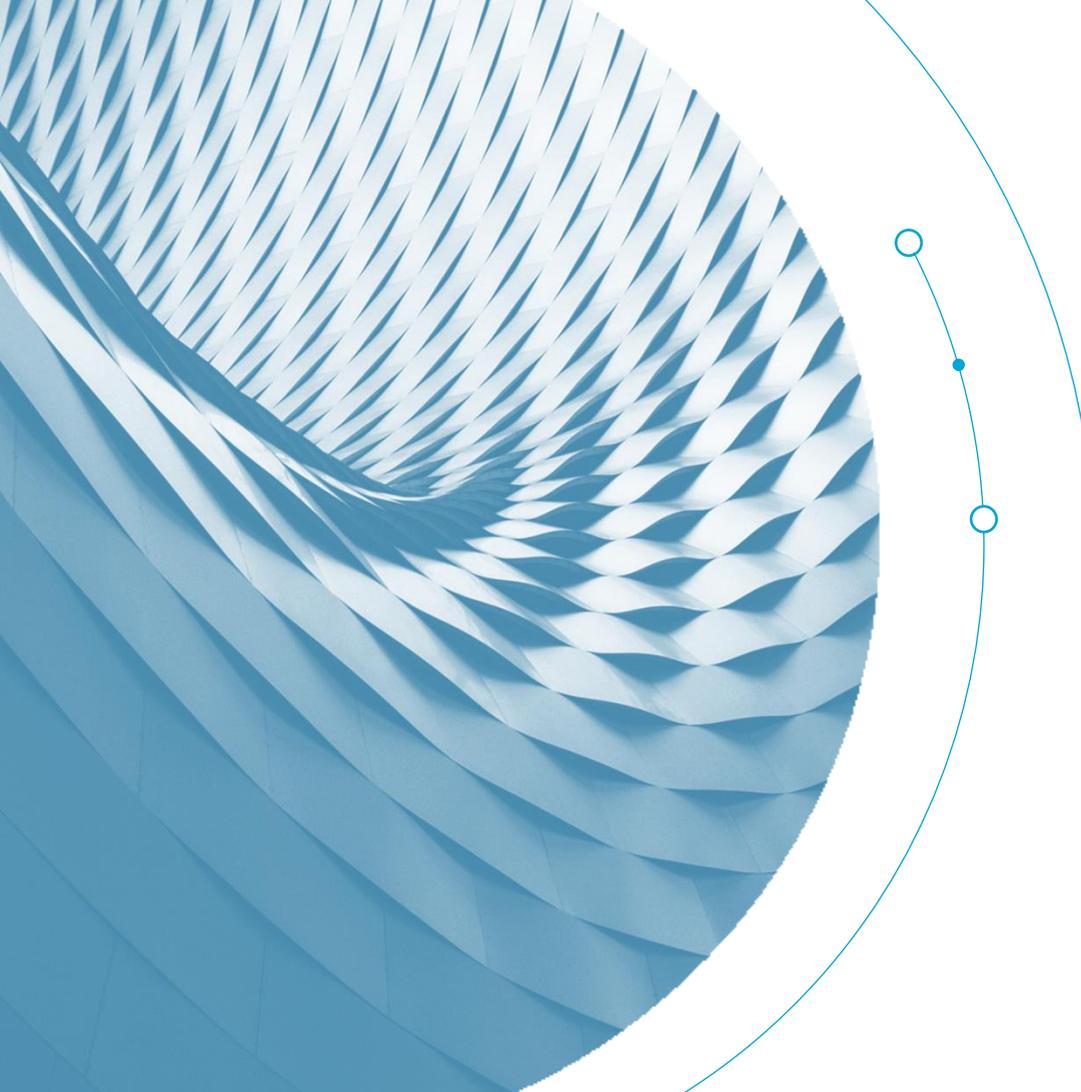


## Renewables

- 118 MW of Wind Power Capacity
- 10.7 MW of Solar Power Capacity
- Participation in RGPPL (1967 MW)

# Global Presence





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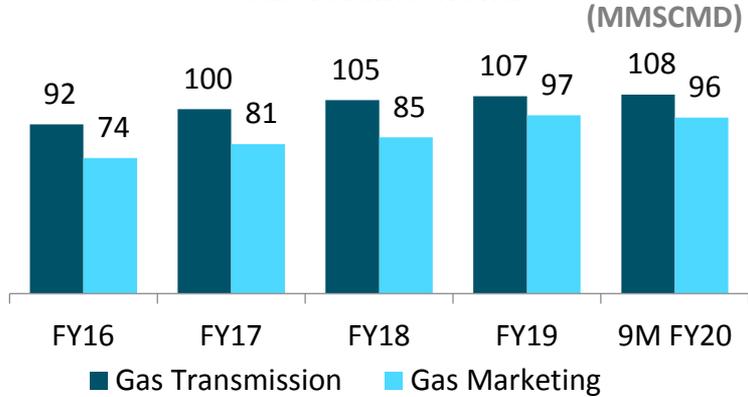
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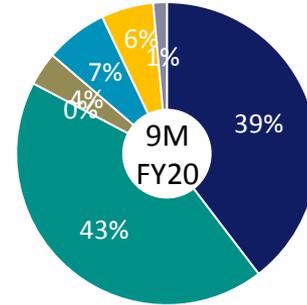
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# Physical Performance

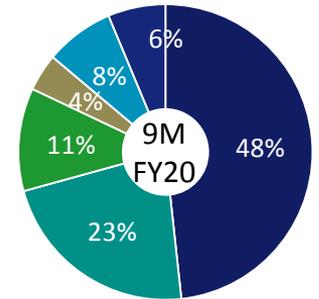
## Gas Volume Trend



## Gas Transmission Mix

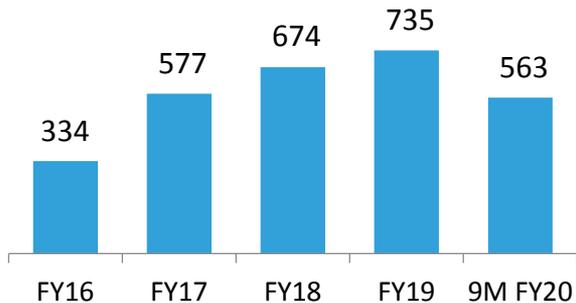


## Gas Marketing Mix

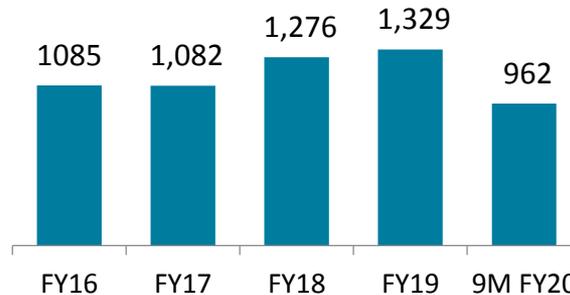


■ APM/NAPM ■ RLNG ■ Overseas Sales - LNG ■ PMT ■ Spot ■ Mid Term ■ RIL

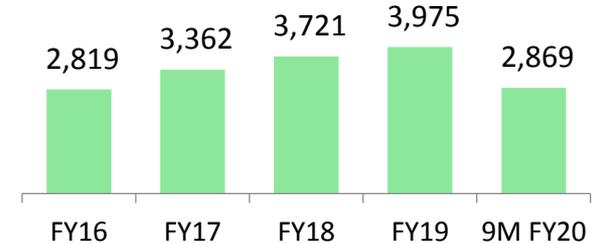
## Petrochemicals Sales



## Liquid Hydrocarbons Sales



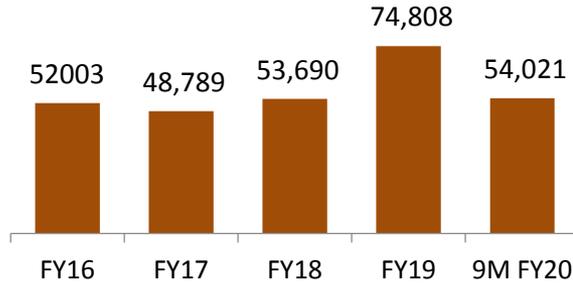
## LPG Transmission (TMT)



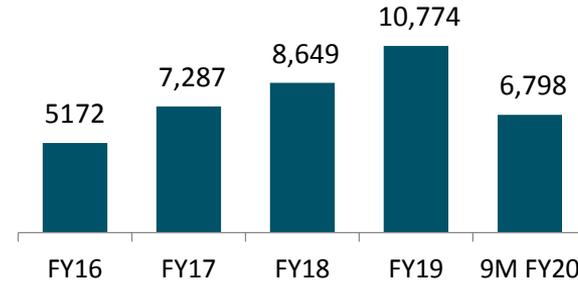
# Financial Performance (Standalone)

(in Rs. crore)

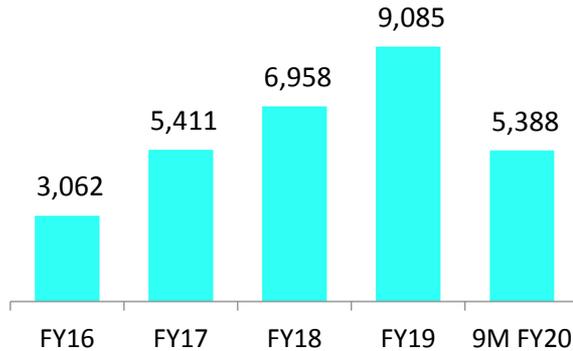
## Turnover (Gross)



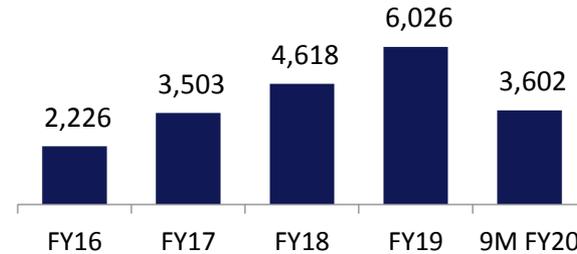
## Gross Margin (PBDIT)



## Profit Before Tax (PBT)

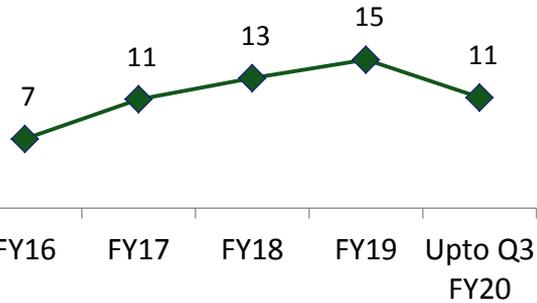


## Profit After Tax (PAT)

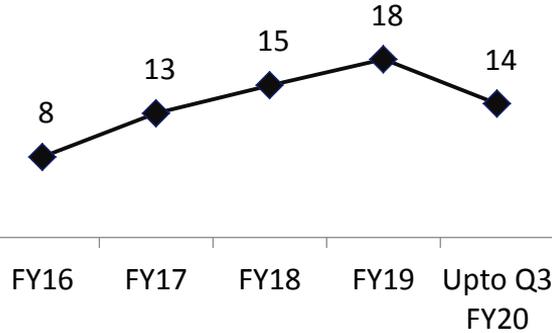


# Key Financial Ratios

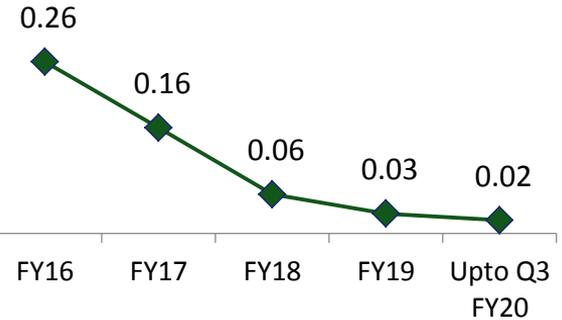
## PAT to Net Worth (in %)



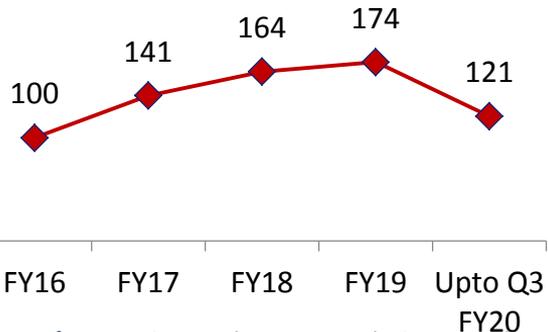
## Return on Capital Employed (in %)



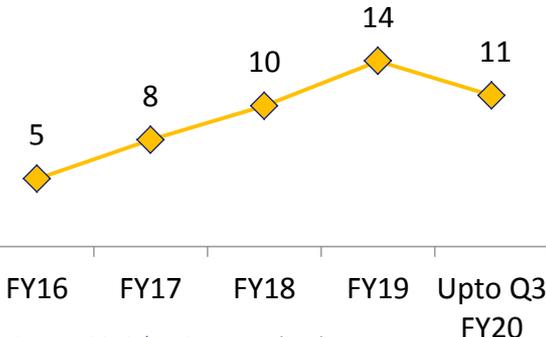
## Debt to Equity Ratio



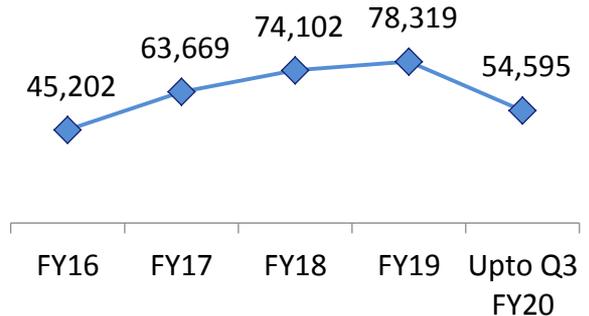
## Share Price (in Rs./Share)



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

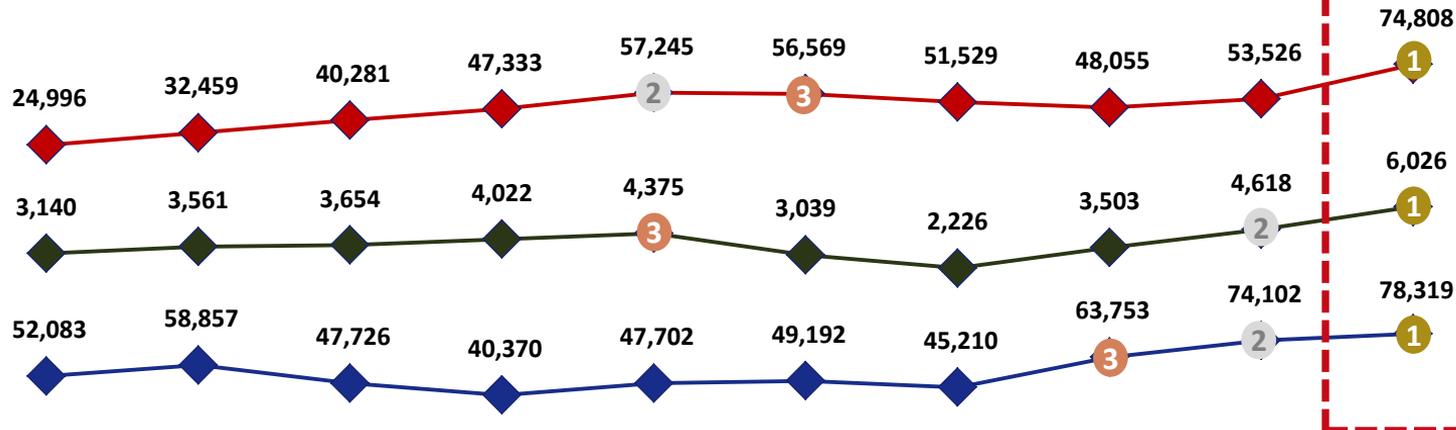


## Market Capitalization (in Rs./crore)

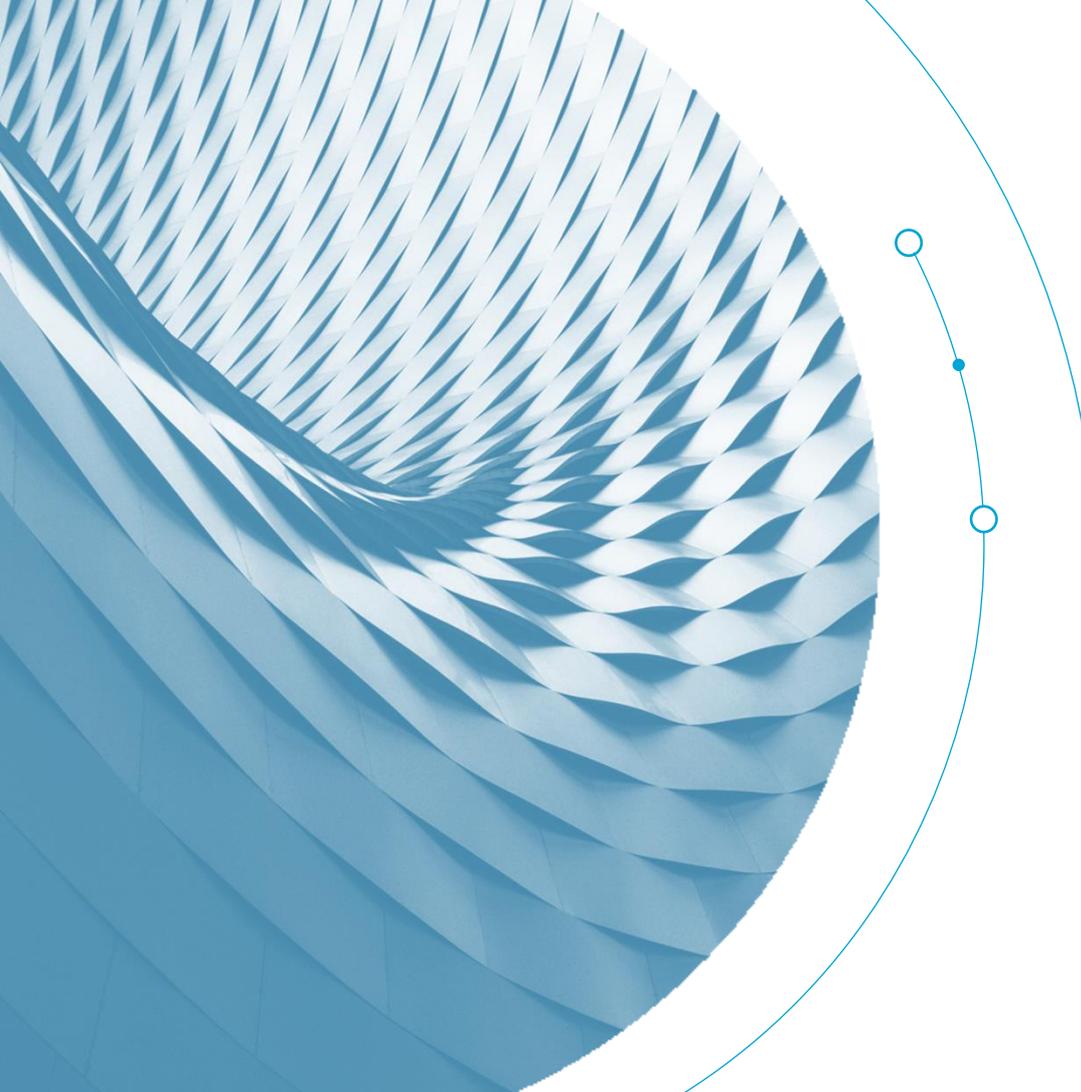


# 10 Year Performance Highlights

-  Turnover
-  PAT
-  Market Cap



	FY 2009-10	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19
Sales - (CAGR 13%)	24,996	32,459	40,281	47,333	57,245	56,569	51,529	48,055	53,526	74,808
PBT - (CAGR 8%)	4,579	5,240	5,340	6,058	6,402	4,284	3,062	5,411	6,958	9,085
PAT- (CAGR 8%)	3,140	3,561	3,654	4,022	4,375	3,039	2,226	3,503	4,618	6,026
Mkt Cap - (CAGR 5%)	52,083	58,857	47,726	40,370	47,702	49,192	45,210	63,753	74,102	78,319



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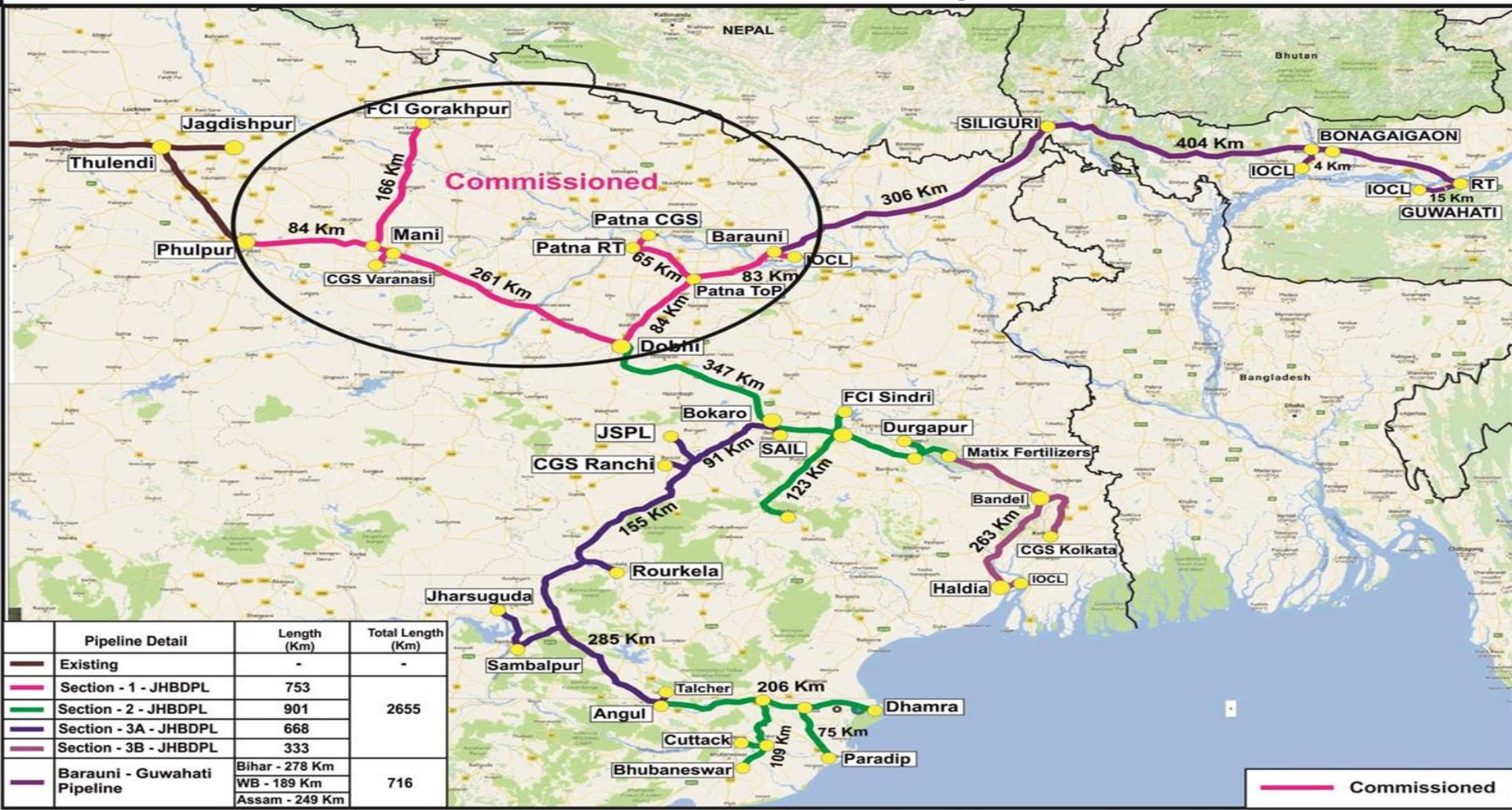
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# JHBDPL & Barauni - Guwahati Pipeline Network



Pipeline Detail	Length (Km)	Total Length (Km)
Existing	-	-
Section - 1 - JHBDPL	753	2655
Section - 2 - JHBDPL	901	
Section - 3A - JHBDPL	668	
Section - 3B - JHBDPL	333	716
Barauni - Guwahati Pipeline	Bihar - 278 Km	
	WB - 189 Km	
	Assam - 249 Km	

— Commissioned

# Salient Features – Pradhan Mantri Urja Ganga

<b>Length</b>	<b>Section-1 (753 Km):</b> Phulpur – Dobhi <b>Section-2 (901 Km):</b> Dhamra – Angul & Dobhi – Durgapur <b>Section-3 (1001 Km):</b> Bokaro–Angul & Durgapur–Kolkata Barauni – Guwahati Pipeline <b>(716 Km.)</b>
<b>Completion Schedule</b>	<b>Section-1 : Commissioned</b> <b>Section 2 &amp; 3 : Progressively by Dec 2020</b> <b>Barauni – Guwahati Pipeline : by Dec 2021</b>
<b>Project Cost</b>	<b>JHBDPL - Rs. 12,940 Crore; BGPL – Rs. 3308 crore;</b>
<b>Capacity</b>	<b>16 MMSCMD</b>
<b>State Covered</b>	<b>Uttar Pradesh, Bihar, Jharkhand, West Bengal, Odisha and Assam</b>

# Actual Capex & Capital Commitment in Major Projects

(in Rs./crore)

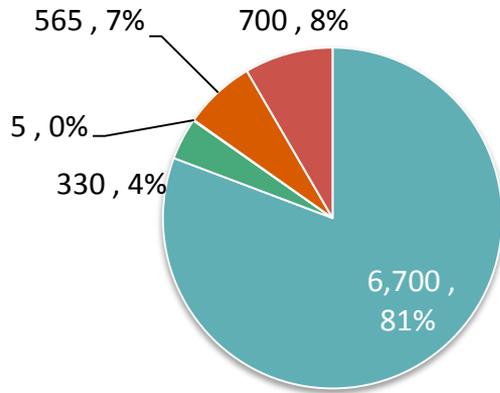
Name of Projects	Lengths of Pipelines (Km)	Approved Cost	Actual/Expected Completion Date	Capital commitment as on 31.12.2019	Actual capex up to 31.12.2019	Physical Progress (%)
<b>JHBDPL</b>	2,655	12,940	Progressively upto Dec'2020	13054	8799	
<b>Section I</b>	753	3,397	Completed in May'2019	3166	2898	Commissioned
<b>Section II (2A &amp; 2B)</b>	900	4,363	December'2020	3876	2604	75%
<b>Section III (3A &amp; 3B)</b>	1,002	5,180	December'2020	3275	1922	64%
<b>Barauni Guwahati P/L*</b>	721	3,308	Dec'2021	2737	1375	48%
<b>VAPPL</b>	672	4,309	APPL section completed & VAPL section by Dec'2020	2490	1994	
<b>KKMBPL-II</b>	879	4,915	<ul style="list-style-type: none"> <li>Kochi-Mangalore Section (444 Km) : March'2020</li> <li>Kochi-Bangalore Section (443 Km) : 30 months from availability of hindrance free RoU</li> </ul>	3223	2764	96% 22%

# Capital Expenditure Profile

(in ` crore)

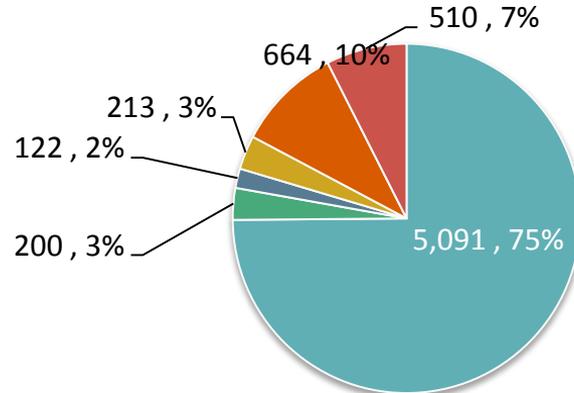
**FY18-19**

~ ` 8,300 crore



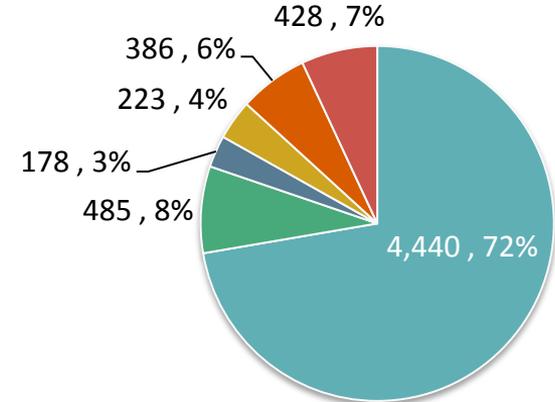
**FY19-20E**

~ ` 6,800 crore



**FY20-21E**

~ ` 6,100 crore



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

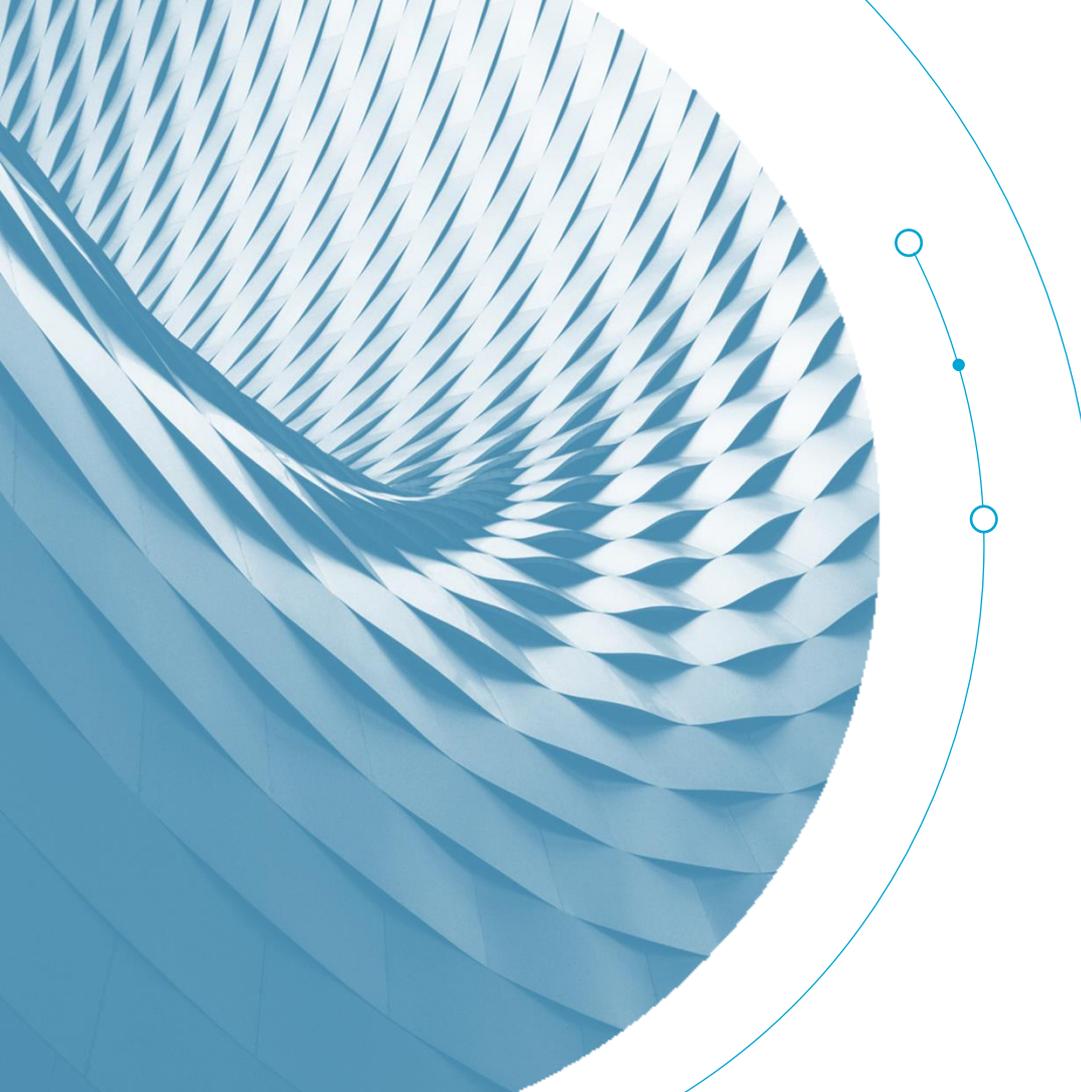
\* capital expenditure include plan, non-plan and operational capex

# Status of Ongoing P/L Projects

- Upto the Q3 ended December 2019, GAIL has achieved a Capex of ~Rs.3,800 crore mainly in pipelines ~Rs. 3,100 crore, Equity ~Rs. 260 crore etc
- Capex in JHBDPL project (incl. BGPL) upto Q3 FY20 is over Rs. 8,800 crore and commitment of ~Rs. 13,000 crore against which Grant of Rs. 3,563 crore has been received till date
- Dobhi-Durgapur section of JHBDPL (521 kilometers) is going on and the connectivity to Matix Fertilizer is likely to be completed soon
- Dhamra- Angul P/L, Bokaro-Angul P/L and Vijaypur – Auraiya P/L are expected to be commissioned by December 2020.

# Status of Ongoing P/L Projects

- Barauni - Guwahati P/L is expected to be commissioned by December 2021.
- The gas supply of all 6 CGDs awarded to GAIL, that is Varanasi, Patna, Cuttack, Bhubaneswar, Ranchi and Jamshedpur, has started and the volumes are slowly ramping up.
- Section -1 of KKB MPL is already commissioned and the Kochi-Koottanada – Mangalore section of the KKB MPL (444 km) is under advanced stage of completion.
- Pre-commissioning activity at Ramagundam Fertilizer and Chemical Plant has already started.  
Potential supply 2 MMSCMD



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# Commitment to Sustainable Development

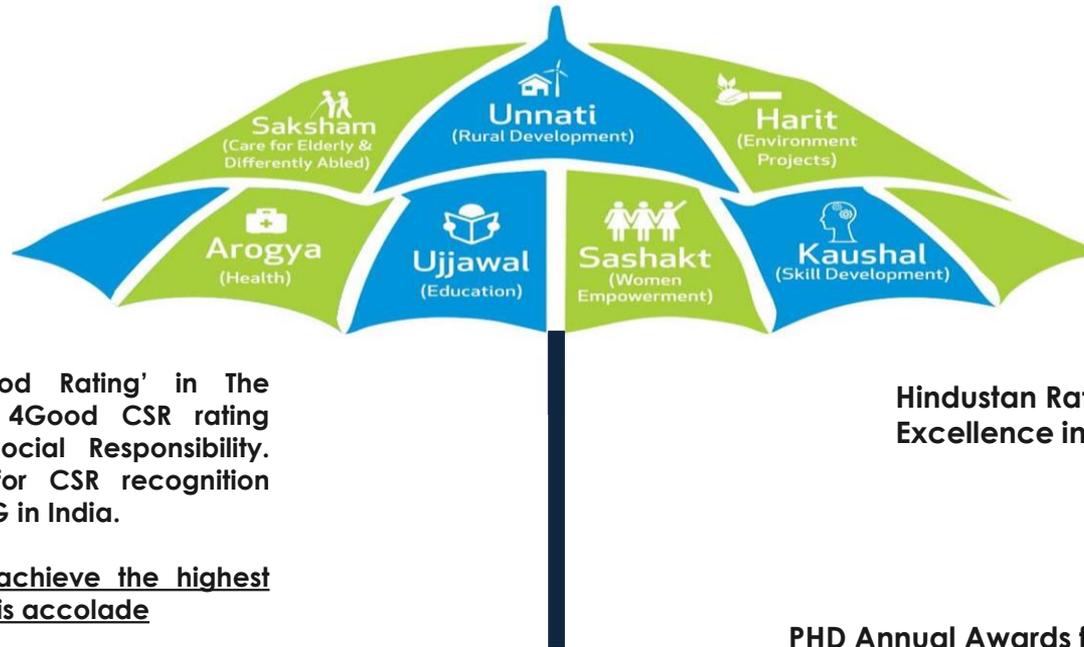
- ❖ In FY 19-20 GAIL has undertaken 110 Sustainability Projects registered across sites totalling INR 15 Crores.
- ❖ GAIL has published externally assured 9 Annual Sustainability Reports based on the GRI Sustainability Reporting Standards
- ❖ Total renewable Energy portfolio of GAIL is around 128 MW
- ❖ GAIL has developed the Sustainability Charter to serve as the guiding force for GAIL's future objectives, actions and aspirations
- ❖ More than 40 % of GAIL Land Holdings are covered by Green Belt and Water Bodies across all Locations
- ❖ Usage of State of Art Digital Technology across all activities of GAIL has reduced our Carbon Footprints significantly
- ❖ GAIL has been included in the "FTSE4 Good Emerging Index" for 3<sup>rd</sup> year in a row



# Safety :- A way of life @ GAIL

-  We have been achieving all the physical targets of LHC and Polymer production with Zero Major Reportable Incidents during last four years i.e 2016-17, 2017-18, 2018-19 & 2019-20\*
-  More than 1500 Major Reportable Accident Free Man-Days i.e. Over 100 Million Major Accident Free Man-Hours) achieved.
-  Monthly HSE Score for the year 2019-20 (as on date) is computed 96 against the excellent target of 94.5.

# Corporate Social Responsibility



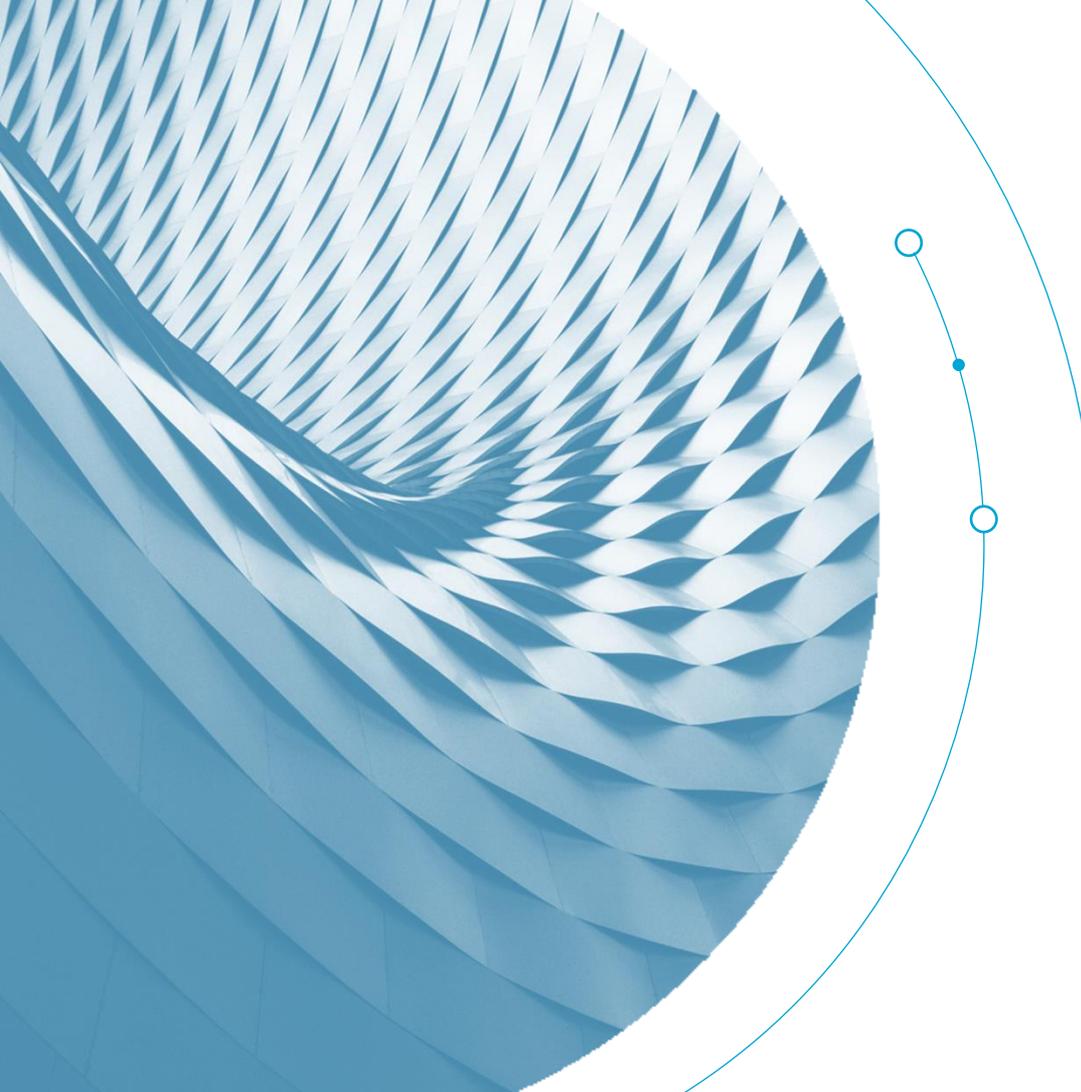
'GAIL accorded "4 Good Rating" in The Economic Times 2Good 4Good CSR rating scheme for Corporate Social Responsibility. Most credible platform for CSR recognition developed by ET and KPMG in India.

GAIL is the only PSE to achieve the highest benchmark and receive this accolade

Hindustan Ratna Awards 2018 for Excellence in CSR

PHD Annual Awards for Excellence 2018' for 'Outstanding Contribution to Social Welfare'

GAIL has incurred Rs. 119 crore i.e. 2.72% of the average Profit of the preceding 3 years on CSR in FY 2018-19



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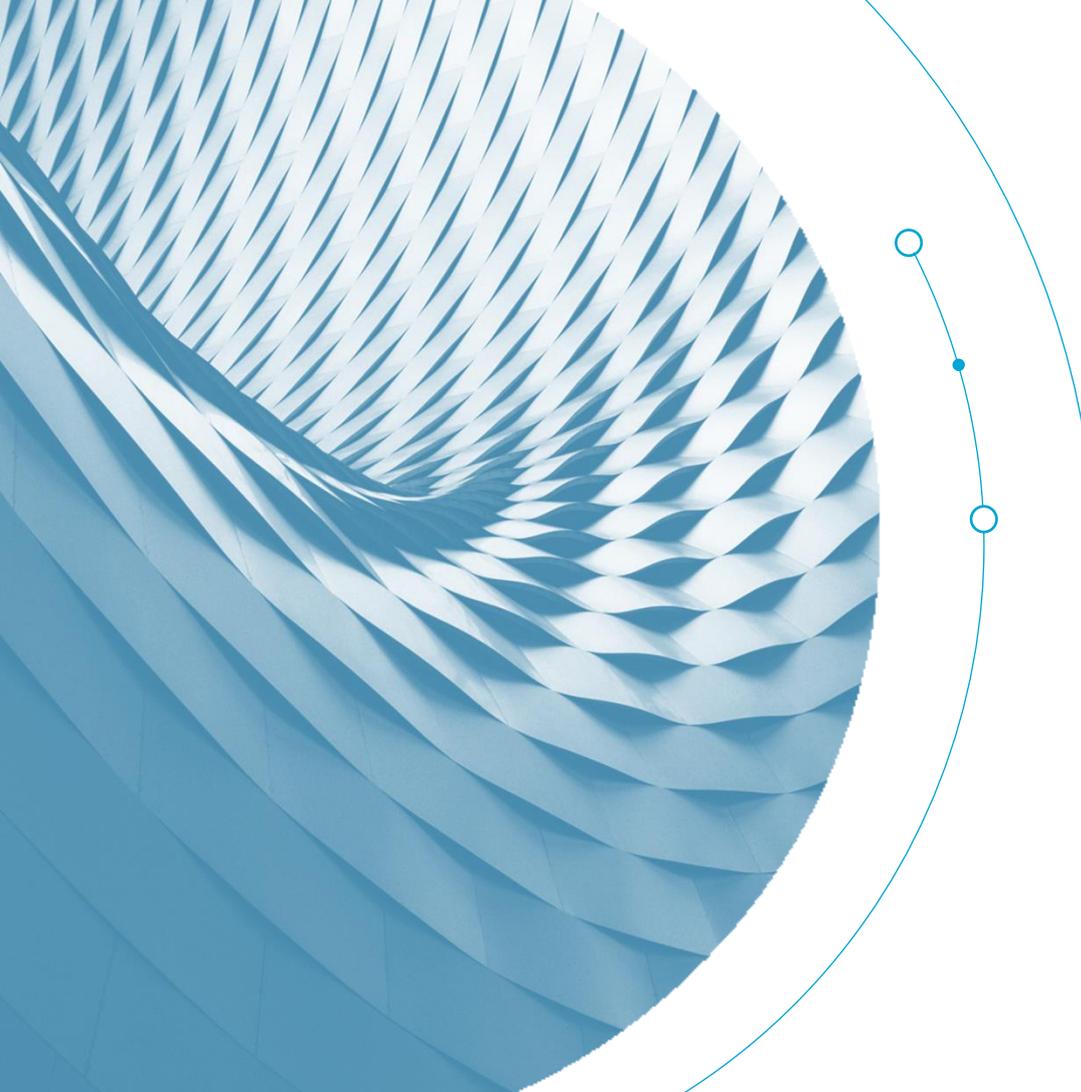
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# Highest standard of Corporate Governance

- Corporate Governance in GAIL is driven by responsibility, accountability, consistency, fairness and transparency towards stakeholders which is evident by :-
  - No adverse comment in GAIL's Corporate Governance Audit Report done by Statutory Auditors/Secretarial Auditor/Comptroller and Auditor General (CAG)
  - Company is compliant with respect to conditions enumerated in SEBI (LODR) Regulations, 2015 and DPE guidelines on Corporate Governance
  - Timely disposal of Investors Complaints. No investor Complaint is pending with SEBI/NSE/BSE/Regulatory body
  - Nil Comments on supplementary Audit conducted by CAG
- GAIL Organized five workshops across sites in partnership with M/s KPMG to sensitize employees on the subject of Insider Trading and handling Unpublished Price sensitive Information (UPSI)
- Formulated Insider Trading & UPSI policy capturing best in industry practices
- Received Golden Peacock Award for Excellence in Corporate Governance for the year 2018 from Institute of Director, New Delhi



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# Moving further towards Digital Yatra

-  Implementation of Robotic Process Automation; Introduced First Digital Worker Gail Manu -1 to review accounts . 31 process were identified to use Robotic processes
-  Implemented Business Planning & Consolidation (BPC) for consolidation of Accounts
-  Rolled out E-Measurement Portal “Anjani” which will help in significant reduction in transit time of bills from Vendors, reduction in processing time & payment of bills
-  E-Tax Audit Portal has been developed to ensure smooth collection of Income Tax Audit data from all sites reducing significant manual efforts involved in consolidation, ensuring accountability and facilitating online data storage
-  Digitized medical claim settlement process by employees

# Questions & Answers

