GAIL (India) Limited

Investors' & Analysts' Presentation

FY2024-25

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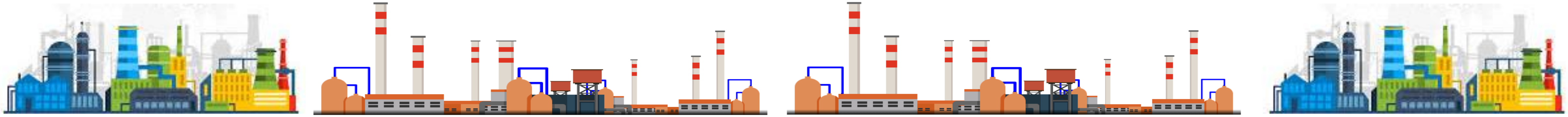


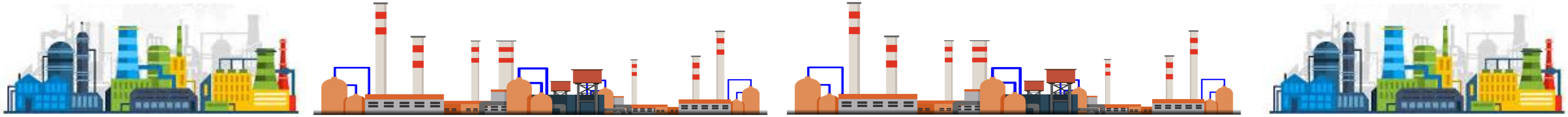
Company Mission & Vision

Mission

Enhancing quality of life through clean energy and beyond

Vision

Be the leader in natural gas value-chain and beyond, with global presence, creating value for stakeholders with environmental responsibility



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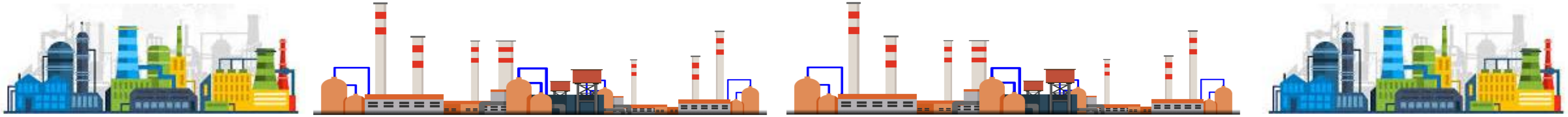
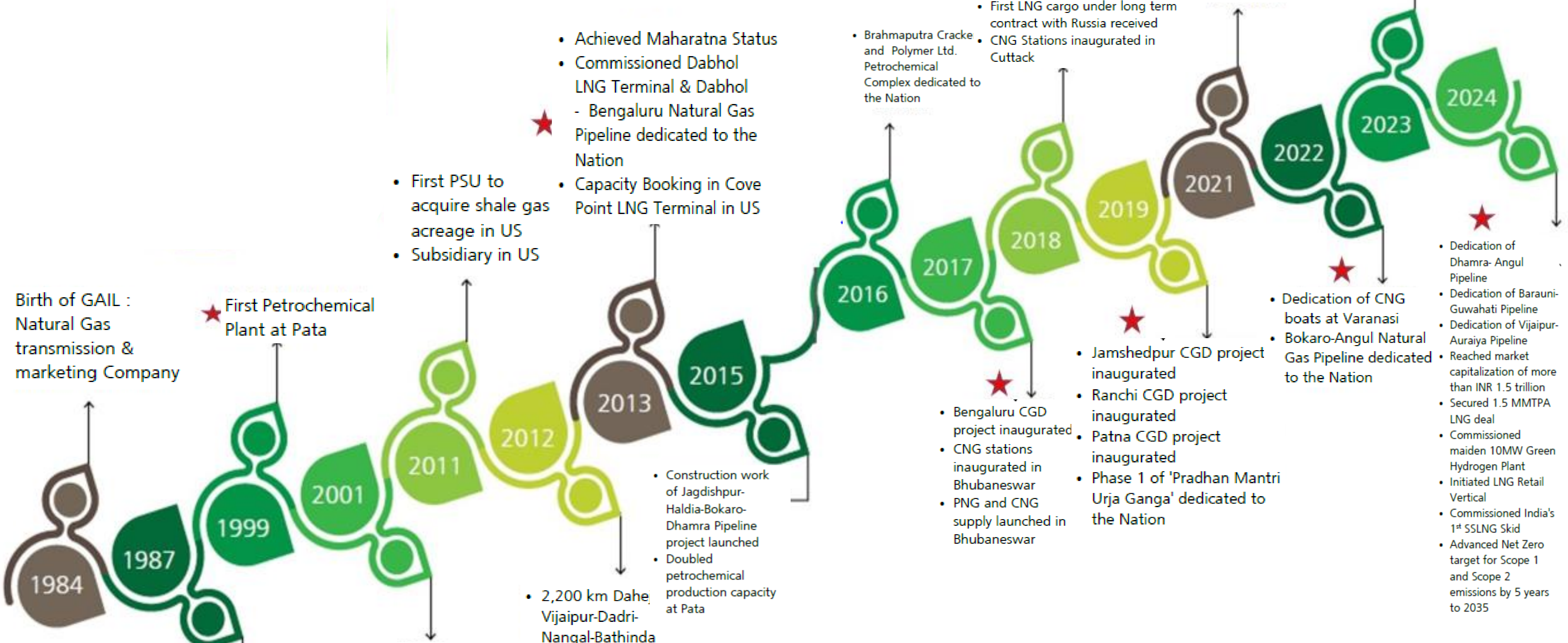
Performance Highlights

Industry Outlook & Strategy



Company Overview

GAIL's 40 Glorious Years



Source: GAIL Annual Report, 2023-2024

Present Business and Diversified Portfolio

NG Transmission & Marketing

- **16,420 KM NG Pipeline Network**
- Long Term LNG Portfolio of **~16.56 MMTPA (60 MMSCMD)**
- **5 MMTPA** KLL Dabhol terminal besides promoter of PLL Dahej & Kochi

Petrochemicals

- ~15% polyethylene domestic market share
- Capacity of **810 KTA** at PATA & 280 KTA at BCPL (1,090 KTPA)
- Promoter of 1.7 MMTPA OPaL

LPG & LHC

- 5 Processing Plants of 1.4 MMTPA of production capacity
- 4.58 MMTPA of LPG Transmission Capacity and ~ 2040 km LPG Pipeline *(JLPL – 3.25 MTPA & VSPL – 1.3 MTPA)*

E&P

- Participation in 13 Blocks
- Presence in US & Myanmar
- One of 3 PSU E&P block operator besides ONGC & OIL

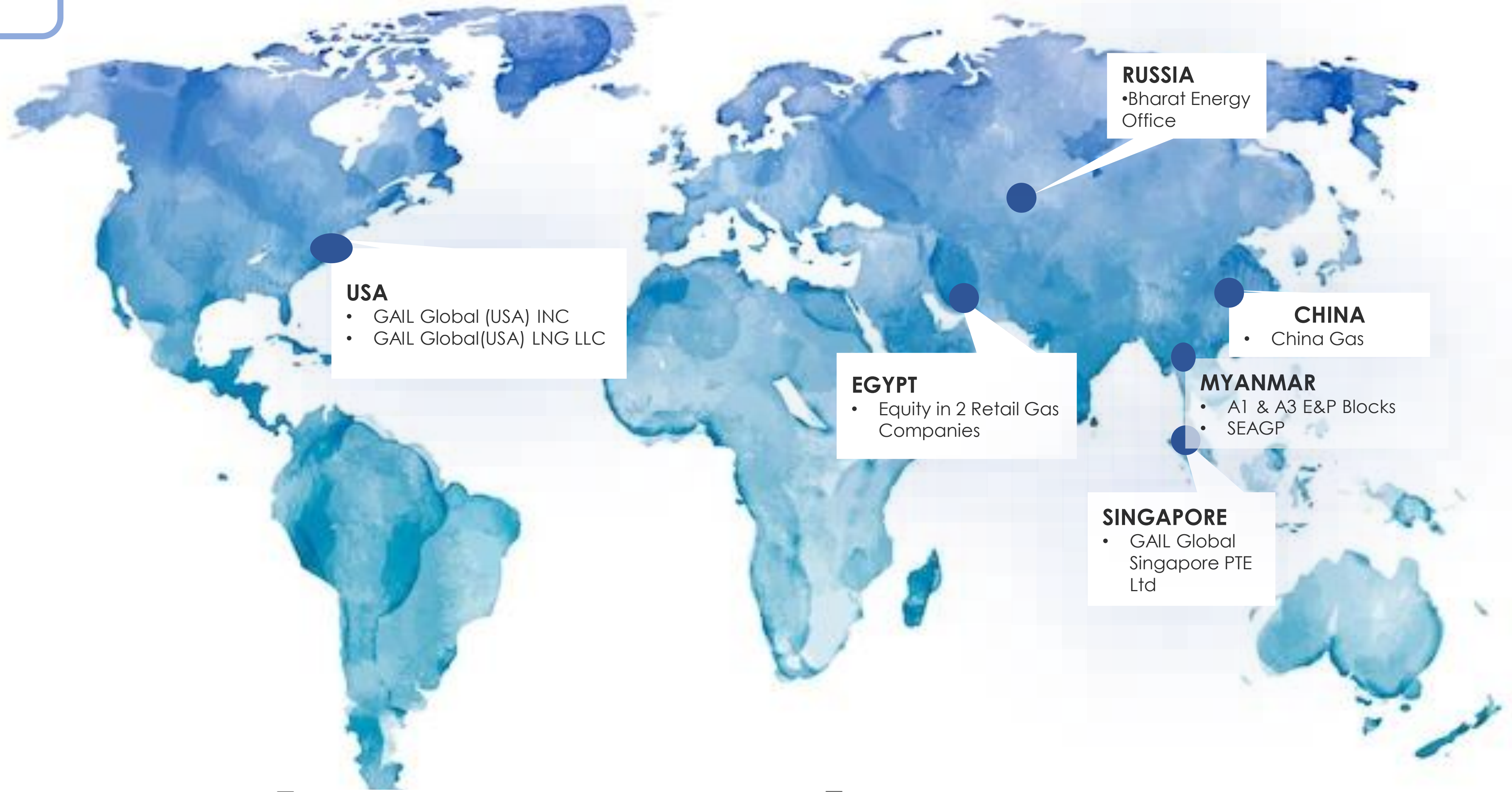
Renewables

- **118 MW** of Wind Power Capacity
- **27 MW** of Solar Power Capacity
- **4.3 TPD** Green Hydrogen Plant
- **5 TPD** CBG Plant

City Gas Distribution

- **72 GAs** out of total 307GAs
- Subsidiary – GAIL Gas Ltd., Bengal Gas & TNGCL + 8 CGD JVs

Global Presence



Group Business Structure

GAIL (India) Limited

- **Subsidiaries**
  - **Domestic**
    - Bengal Gas Company Limited
    - Brahmaputra Cracker and Polymer Limited
    - GAIL Gas Limited
    - GAIL Mangalore Petrochemicals Limited (Formerly known as JBF Petrochemicals Limited)
    - Konkan LNG Limited
    - Tripura Natural Gas Company Limited
    - GAIL Global IFSC Limited #
  - **Overseas**
    - GAIL Global (Singapore) Pte. Limited
    - GAIL Global (USA) Inc.
    - GAIL Global (USA) LNG LLC (wholly owned subsidiary of GAIL Global (USA) Inc.)
- **Other JVs/Associates**
  - **Domestic**
    - Indradhanush Gas Grid Limited
    - ONGC Petro-additions Limited
    - ONGC Tripura Power Company Limited
    - Petronet LNG Limited
    - Ramagundam Fertilizers & Chemicals Limited
    - Talcher Fertilizers Limited
    - Coal Gas India Limited #
  - **Overseas**
    - LLC Bharat Energy Office
    - South-East Asia Gas Pipeline Company Limited
    - TAPI Pipeline Company Limited
    - LNG Japonica Shipping Corporation Limited
- **City Gas JVs/Associates**
  - **Domestic**
    - Aavantika Gas Limited
    - Bhagyanagar Gas Limited
    - Central U.P. Gas Limited
    - Green Gas Limited
    - Indraprastha Gas Limited
    - Mahanagar Gas Limited
    - Maharashtra Natural Gas Limited
    - Vadodara Gas Limited
  - **Overseas**
    - China Gas Holdings Ltd.
    - Fayum Gas

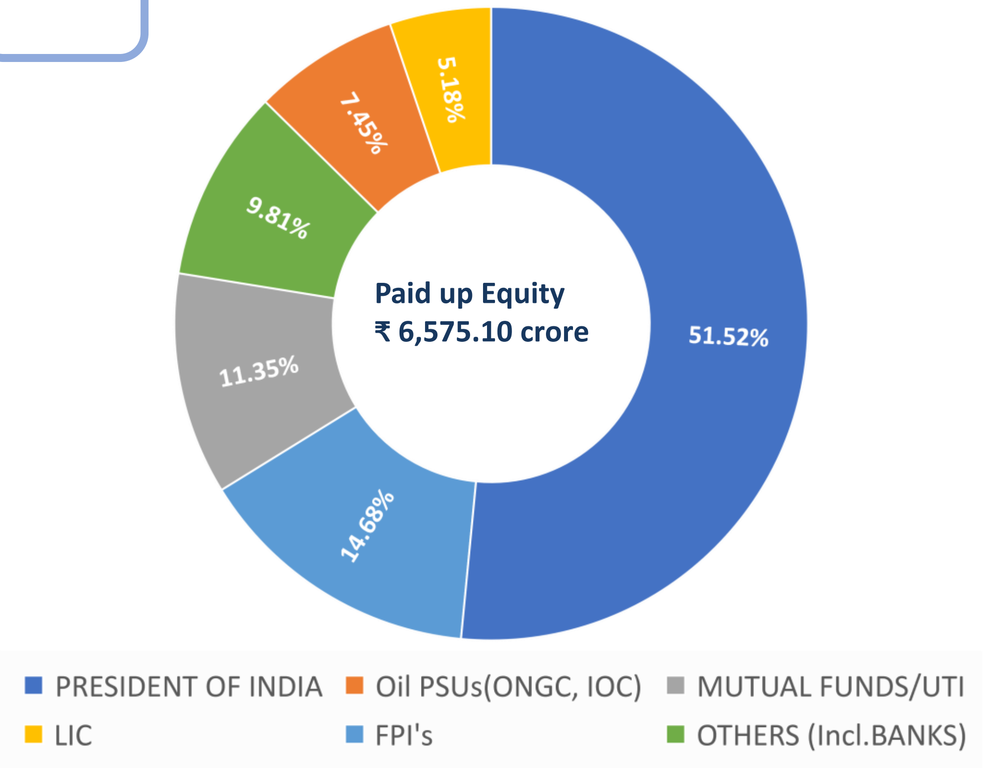
Our Companies are Commitment Towards a Greener Future is Strengthened by the Network of Subsidiary and JV/Associates spread across the country and parts of the world

Source: GAIL Annual Report, 2023-2024

 # New Companies

Shareholding Pattern

Market Capitalization as on 31st Mar'25 : ₹1,20,160 Cr.

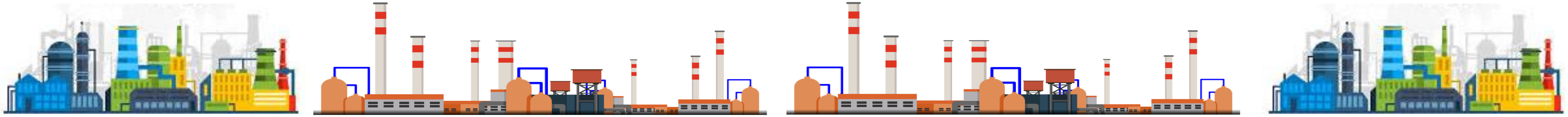


Year	FY20	FY21	FY22	FY23	FY24	FY25
Dividend Pay-out Ratio (%)*	43.60	45.76	42.84	49.61	40.92	43.59

* Dividend Pay-out Ratio calculated on accrual basis.

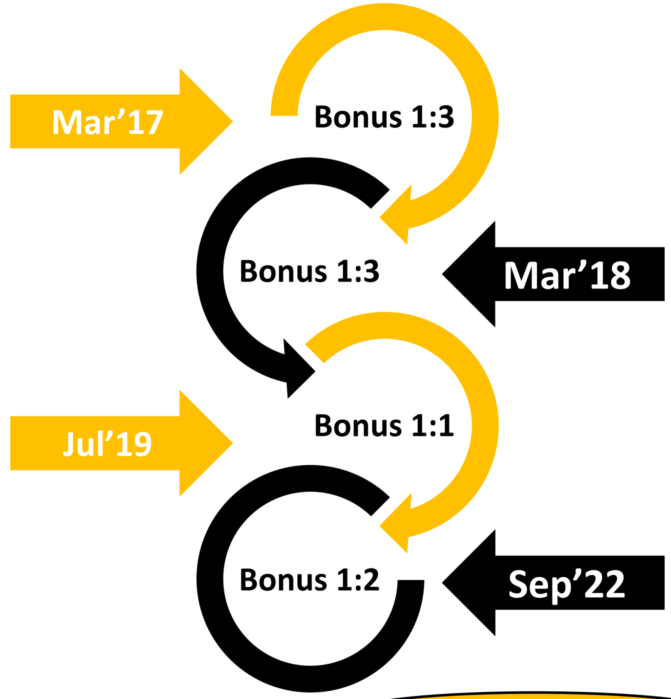
- **GAIL's Market Capitalization crossed Rs. 1.60 trillion mark for the first time and share price touched all time high of Rs. 246.35 on BSE on 31.07.2024 during FY 2024-25.**
- **During FY 2024-25, GAIL paid interim Dividend @65% (₹6.5/Share) of paid-up capital and recommended a final dividend @10% (₹1/share)**

Source: BSE Website; Note: Shareholding pattern & other data as on 31st Mar 2025



Shareholder Returns Over the Past Decade

Return to Shareholders

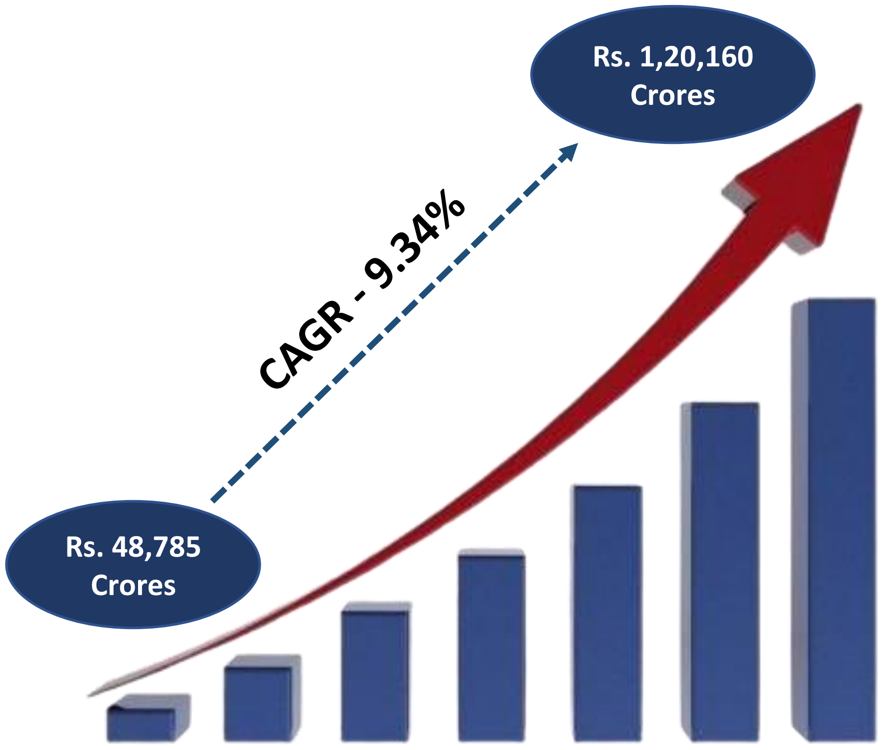


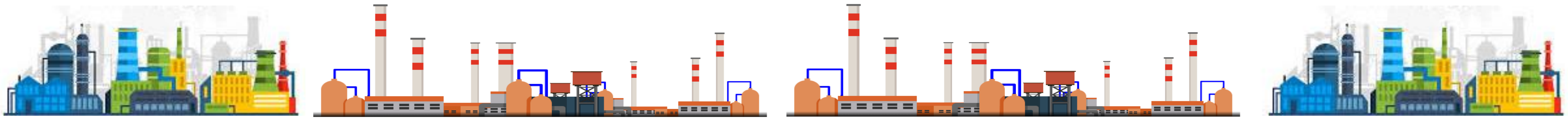
***3 shares** pre-March 2017 turned into **16 shares** post-September 2022, highlighting strong value growth for investors*

Buyback (Rs./Crores)

- GAIL bought back ~ 6.98 Crore shares at a price of Rs. 150 during FY 2020-21
- Further, GAIL bought back ~ 5.70 crore shares at price of Rs. 190/share during FY2022-23

Market Cap (Rs./Crores)

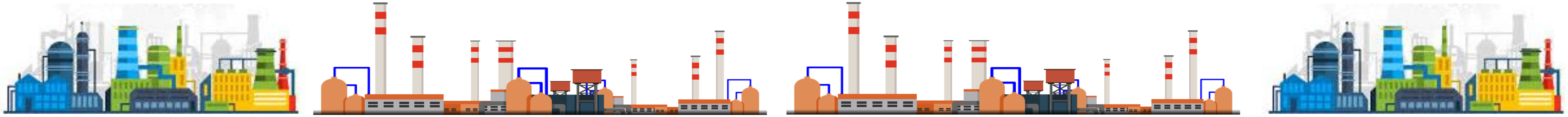




Performance Analysis

Major Highlights for FY 2024-25

- GAIL achieved Highest ever EBIDTA, PBT and PAT
- GAIL's Market Capitalization touched Rs. 1.60 Trillion mark
- GAIL Secured an "Excellent" MoU rating for FY 2023-24 from DPE
- Received "NIL" Comments from CAG for the Accounts of FY 2023-24 (15th year in a row)
- GAIL achieved highest ever annual Gas Transmission volume of ~127 MMSCMD
- Achieved highest ever total annual LPG Transmission volume of 4.478 MMTPA

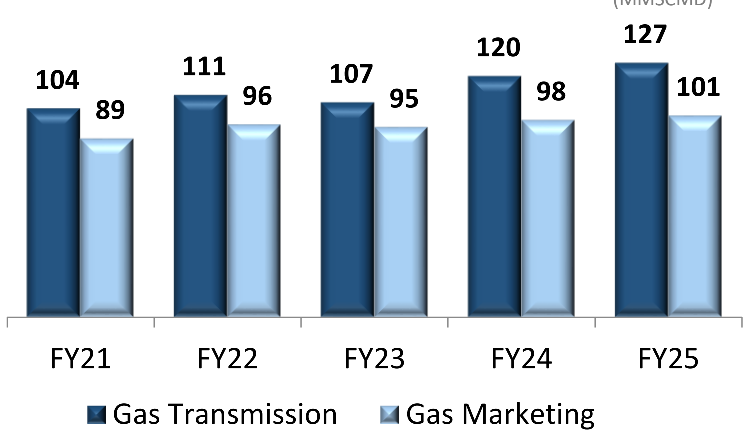


Major Highlights for FY 2024-25

- GAIL has entered into Long-Term LNG agreement with Qatar for a volume of ~ 0.75 MMTPA for which supply has already started from April 2025
- GAIL paid interim dividend @ 65% of paid up capital for FY'25 (Rs. 4,274 crore) and recommended a final dividend of 10% of paid up capital (Rs. 658 crores).
- An exceptional income of $285 million (₹ 2,440 crores) was received from SMTS on account of Arbitration settlement.
- Credit Rating – Domestic 'AAA' with Stable outlook, International 'Baa3' with Stable outlook (Moody's), BBB- with Stable outlook (Fitch) - capped to Sovereign Rating of India
- KLL Dabhol Breakwater project completed
- GAIL expanded its footprint : Incorporation of "GAIL GLOBAL IFSC LIMITED" at GIFT City, Gandhinagar

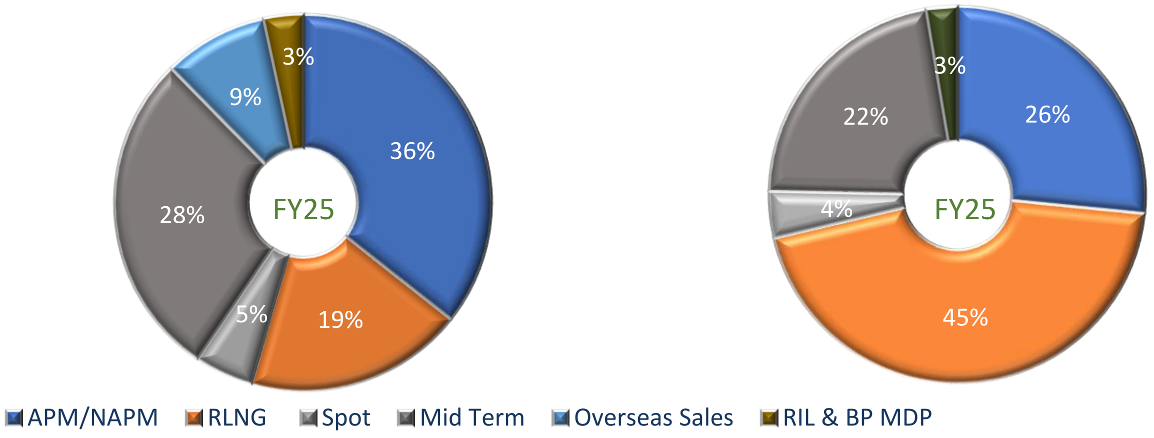
Physical Performance

Gas Volume Trend



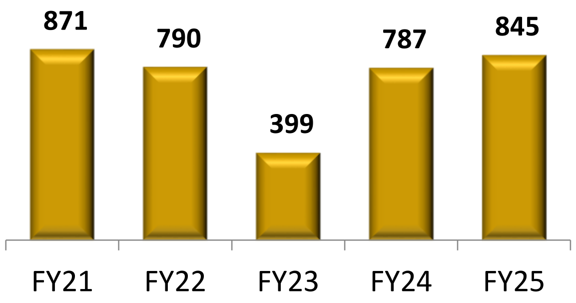
Gas Marketing Mix

Gas Transmission Mix

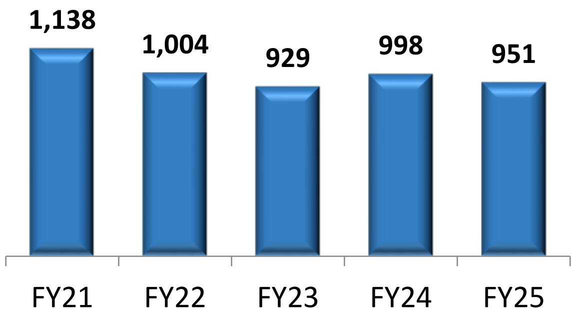


(TMT)

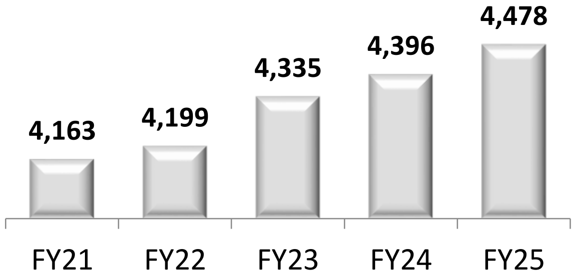
Petrochemicals Sales

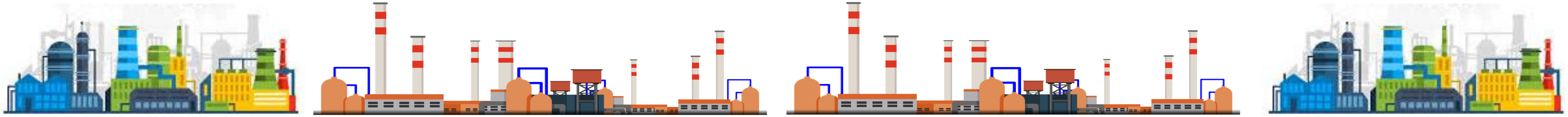


Liquid Hydrocarbons Sales

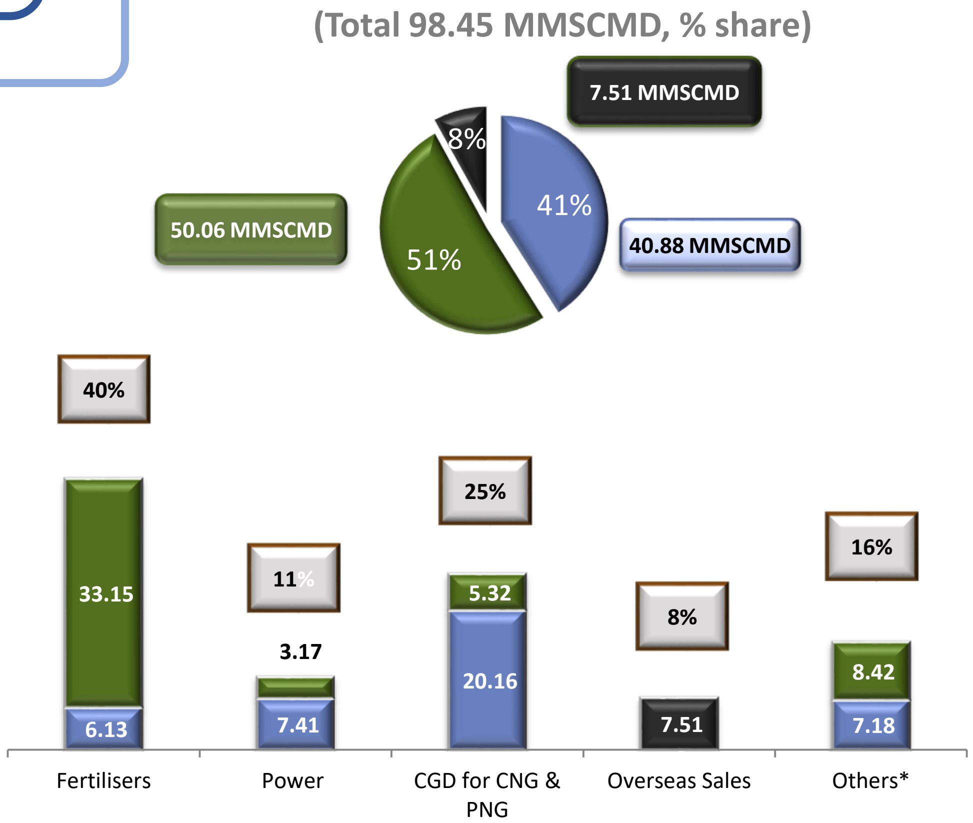


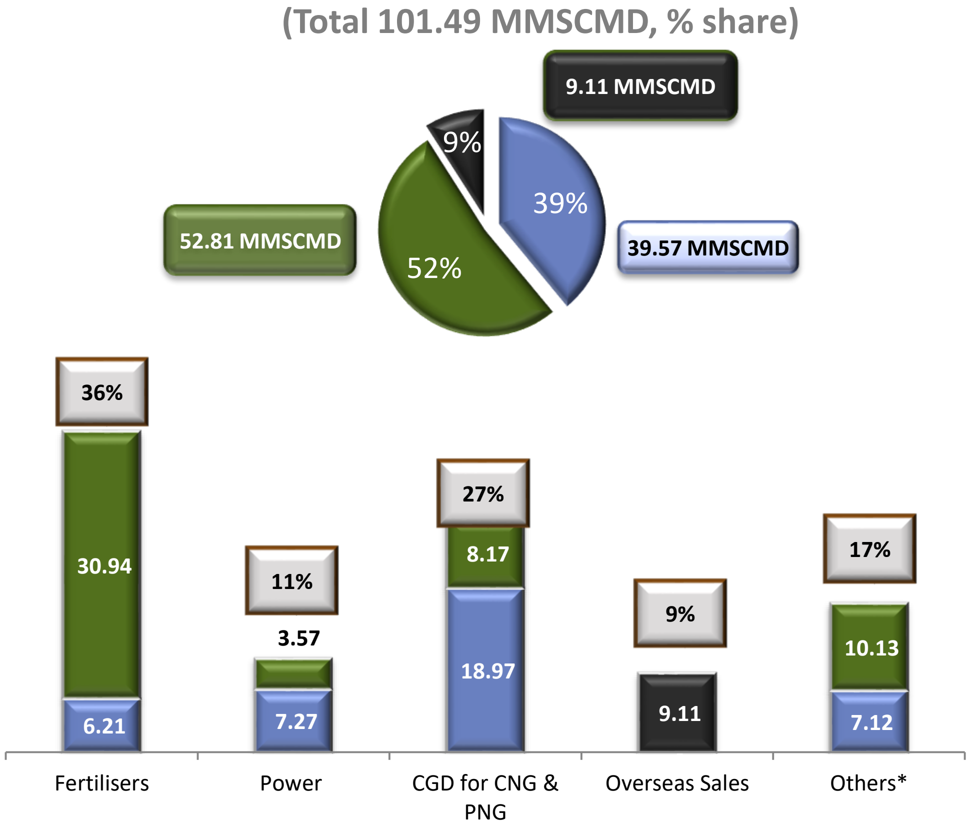
LPG Transmission





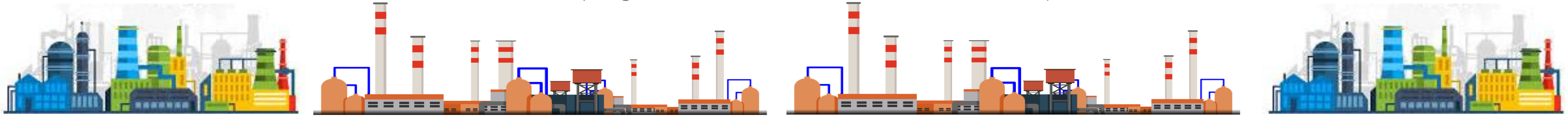
Natural Gas Sector Wise Supply – FY24 Vs. FY25





- Imported Gas primarily consists of Long Term RLNG and Spot
- Major sources for domestic gas are ONGC (APM & MDP),Ravva, Ravva satellite, CBM etc.
- Highest demand of Natural Gas from Fertilizer, Power & CGD companies

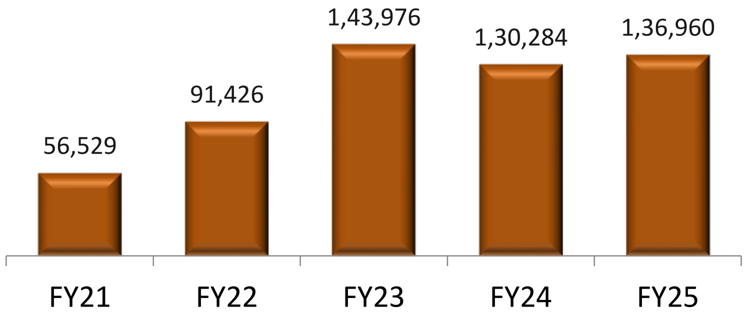
* Others include Steel, Refineries, Sponge Iron, Petrochemicals, GAIL Internal consumption etc.



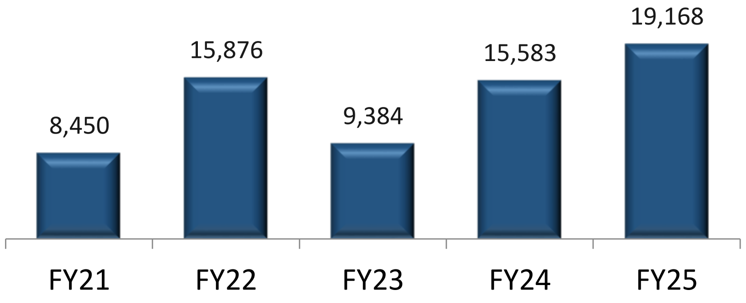
Financial Performance (Standalone)

(in Rs. crore)

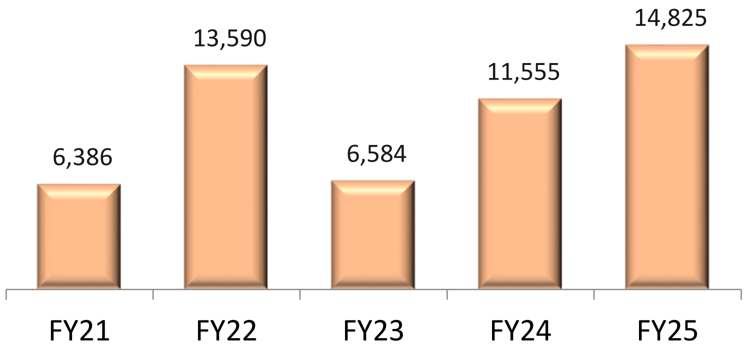
Turnover (Gross)



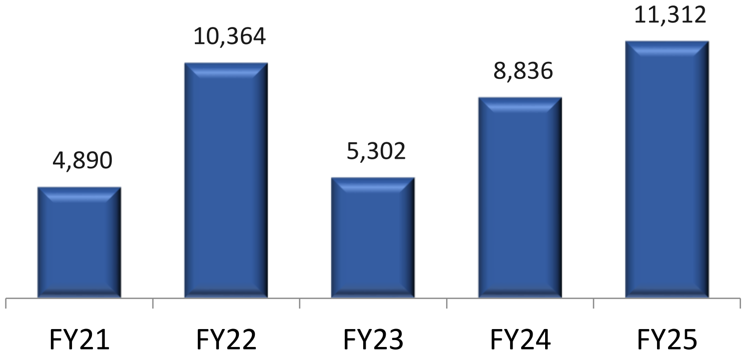
Gross Margin (EBITDA)

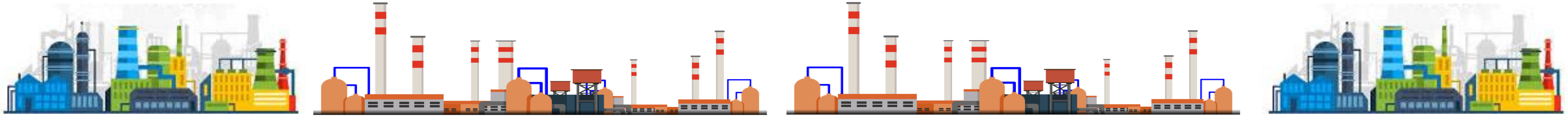


Profit Before Tax (PBT)



Profit After Tax (PAT)





Balance Sheet as on 31st March 2025

(Rs in crores)

Assets: 1,15,902
- **Non Current Assets**: 96,645
- **Current Assets**: 19,256

PPE	43,243
CWIP	18,843
Investments	17,484
Others	17,076

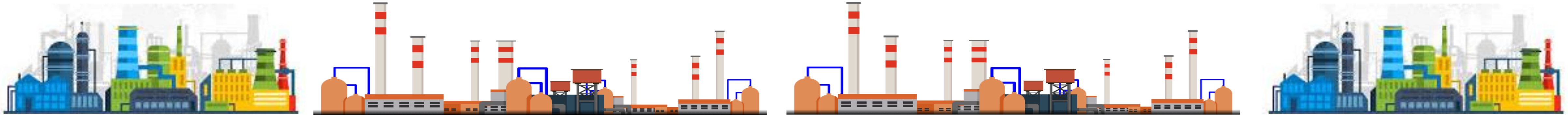
Equity & Liabilities: 1,15,902
- **Equity**: 70,564
  - **Equity Share Capital**: 6,575
  - **Other Equity**: 63,989
- **Liabilities**: 45,338
  - **Non Current Liabilities**: 24,965
  - **Current Liabilities**: 20,373

Retained Earnings	56,539
CRR	127
OCI	7,323

Capital Employed
Rs. **92,089 crore**

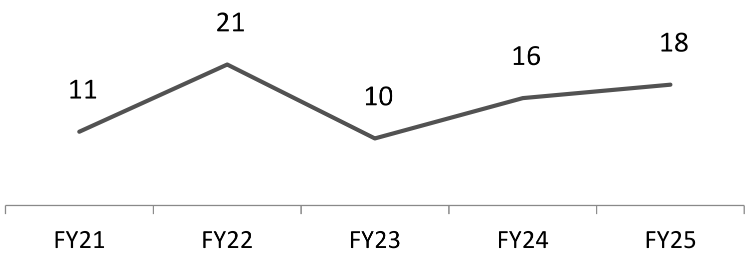
Net Worth
Rs. **63,241 crore**

LT Loan Outstanding
Rs. **11,565 crore**

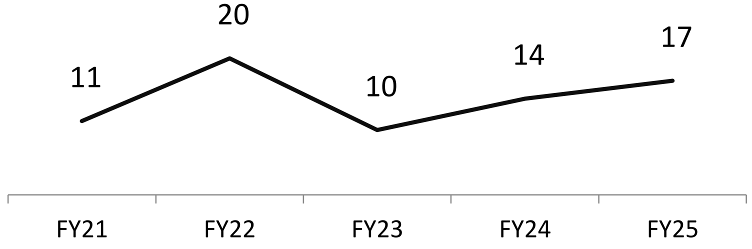


Key Financial Ratios

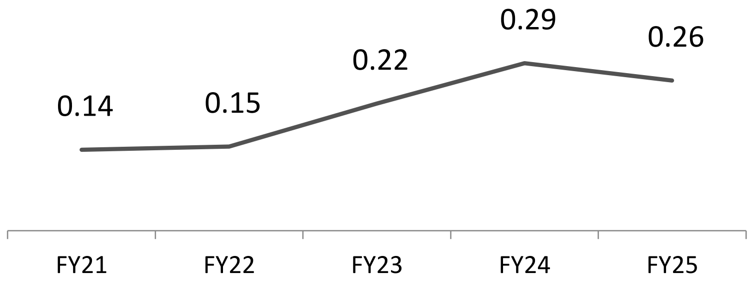
PAT to Net Worth (in %)



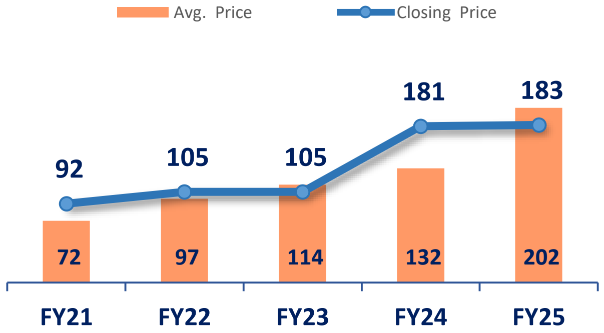
Return on Capital Employed (in %)



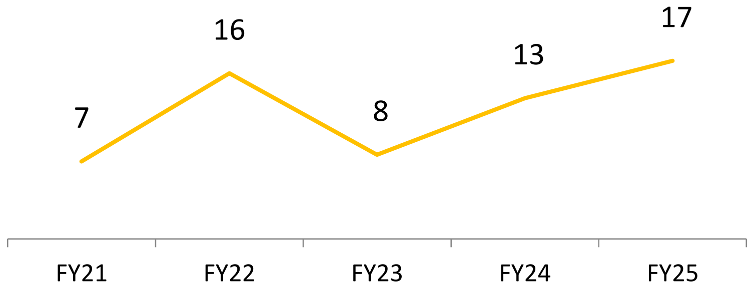
Debt to Equity Ratio



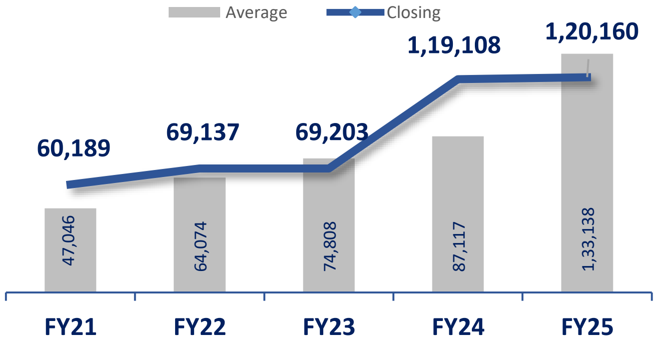
Share Price (in Rs./Share)$



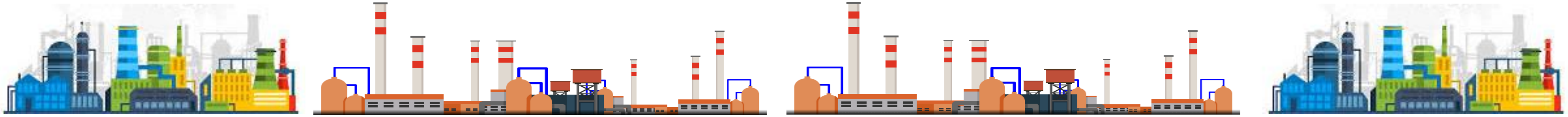
Earning Per Share$ (in Rs./Share)



Market Capitalization (in Rs crores)



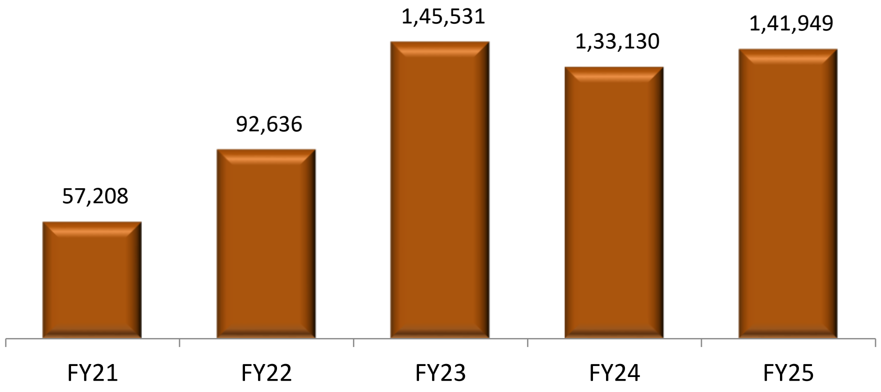
$ Share Price & EPS for past periods are adjusted for Bonus issue



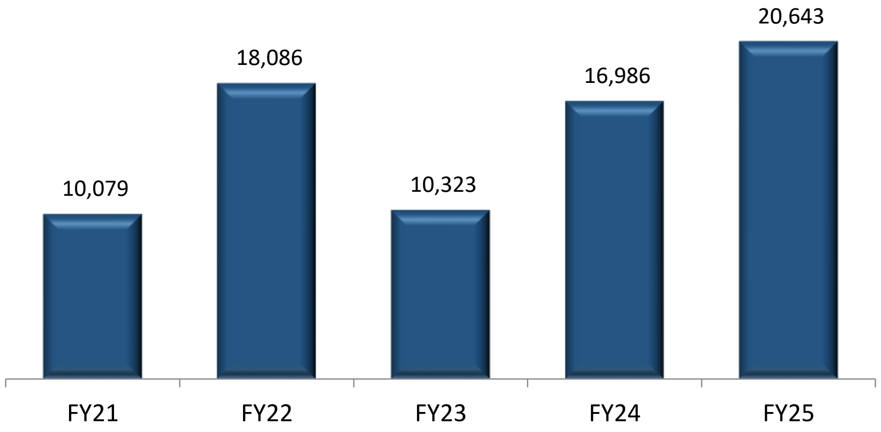
Financial Performance (Consolidated Basis)

(in Rs. crore)

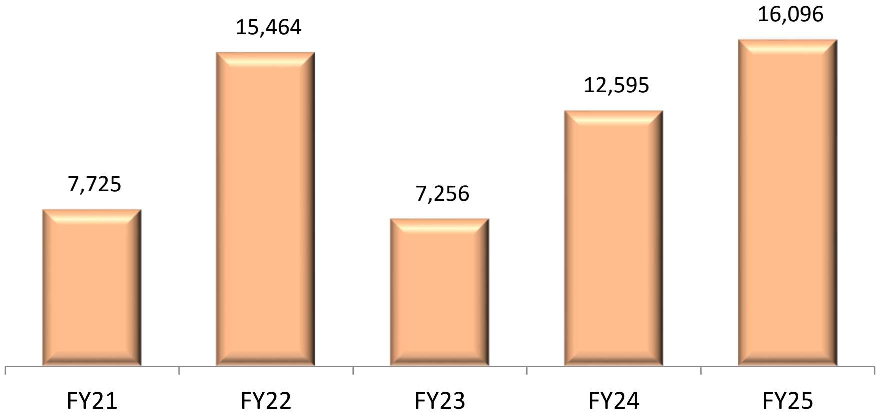
Turnover (Gross)



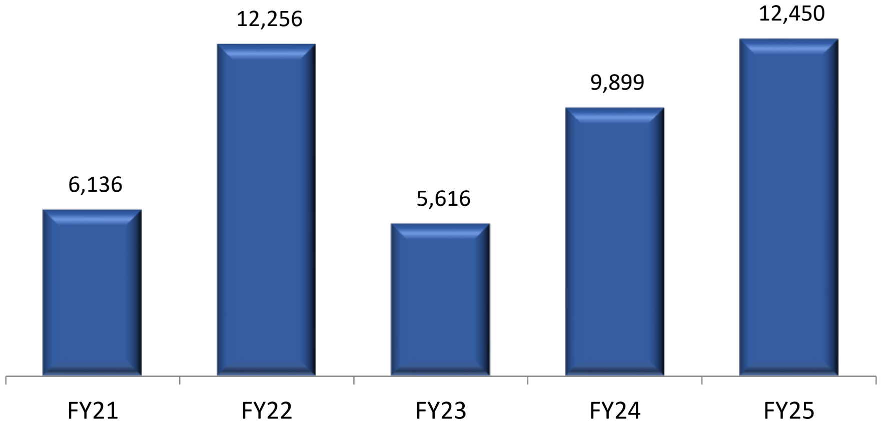
Gross Margin (EBITDA)

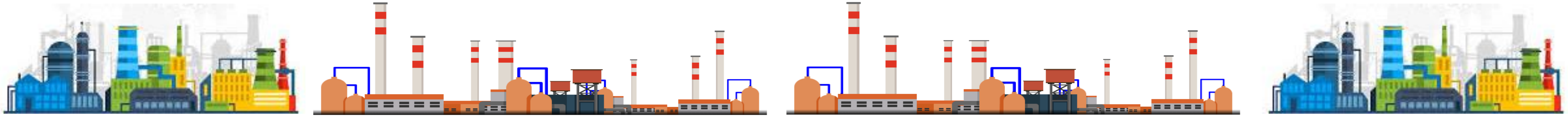


Profit Before Tax



Profit after Tax

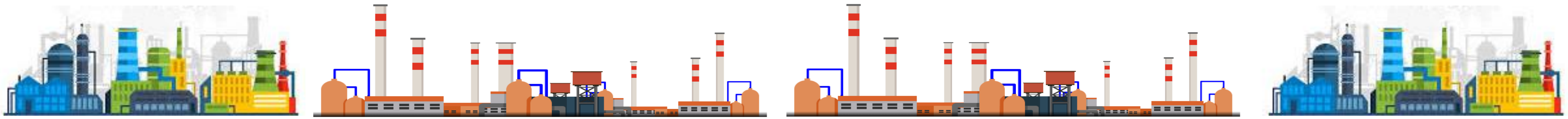




Revenue Reconciliation on Consolidated Basis - FY25

(in Rs crore)

Entity	Revenue (Gross)	Elimination	Consolidated Revenue
GAIL	1,37,288	(8,976)	1,28,312
GGSPL	9,112	(6,460)	2,652
GGUI	6,785	(6,674)	111
TNGCL	290	0	290
GAIL GAS	12,231	(1,359)	10,872
BGCL	54	0	54
KLL	778	(778)	0
GMPL	-	-	-
Consolidated Revenue			**1,42,291**



PAT Reconciliation on Consolidated Basis - FY25

(in Rs crore)

Particulars	% Share holding as on 31st Mar 25	Investment (Net) on 31st Mar 25	FY25
GAIL			**11,312**
Subsidiaries		**5,096**	**352**
GAIL GAS	100%	2,061	455
GGSPL	100%	53	18
GGUI	100%	187	(18)
Bengal Gas Company Limited	88%	804	(9)
Konkan LNG Limited	93%	886	(125)
TNGCL	49%	15	44
GMPL	100%	1,090	1
Less: Minority Interest	-	-	(13)
Associates		**2,844**	**1,249**
MGL	33%	32	338
PLL	13%	99	503
BCPL	70%	992	11
IGL	23%	32	387
Opal	4%	995	(156)
China Gas	3%	97	103
Fayum Gas	19%	8	3
Ramagundam Fertilizer	14%	270	60
ONGC Tripura Power Company Ltd	26%	319	2
Joint Ventures (JVs)		**1,475**	**249**
MNGL	23%	23	147
CGD JVs & Others (BGL, CUGL, GGL, AGL, VGL, TAPI,IGGL, BEOL, LSJCL, TFL)	-	1,453	102
Adjustments			
Add: Elimination of Dividend	-	-	(592)
Less: Others	-	-	(135)
Consolidated*	**-**	**-**	**12,450**

* Excluding Minority interest of Rs. (13.07) Crore

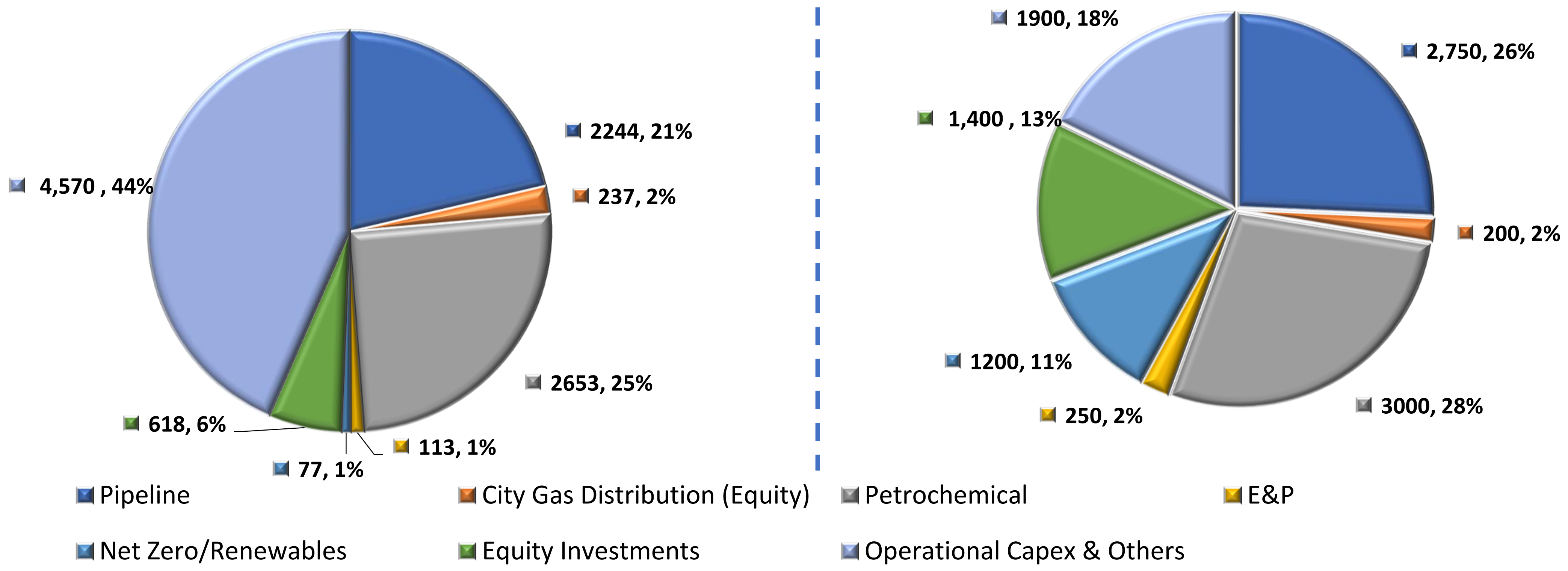
$ Investment amount of GGUI net of Provision for impairment is Rs 7.5 Crore

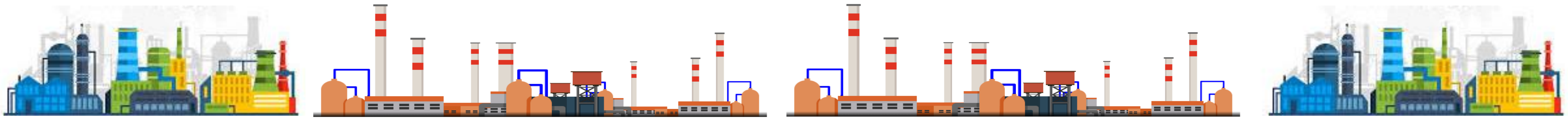
Capital Expenditure Profile

FY 2024-25
₹ 10,512 Crores

FY 2025-26E
~₹ 10,700 Crores

(in Rs crore)





Actual Capex & Capital Commitment in Major Projects

(in Rs./crore)

Name of Projects	Lengths of Pipelines (Km)/Capacity	Commissioned length (Km)	Expected Completion Date	Approved Cost	Capital Commitment	Actual Capex up to 31.03.2025
Major Pipeline Projects						
Durgapur-Haldia P/L (JHBDPL 3B)	294	132*	31st Dec 2025	2,433	2,409	2,179
Dhamra-Haldia P/L	253	150	31st Dec 2025	1,031	1,001	825
KKBMPL – II P/L – Krishnagiri – Coimbatore Section	322	-	31st Dec 2025	2,365	1,833	1,258
Srikakulam-Angul P/L	743	421 (completed)	30th Jun 2025	2,810	2,513	2,167
Mumbai-Nagpur-Jharsuguda P/L	1,702	-	30th Jun 2025	7,844	7,197	6,228
Gurdaspur - Jammu P/L	152	-	11th July 2026	522	320	121
C2/C3 Pipeline (Vijaipur to Pata)	360	-	15th Jan 2027	1,792	997	6
Major PC Projects						
Propane Dehydrogenation & Polypropylene Project (PDH-PP), Usar	500 KTA	NA	Dec'2025 (Mech Completion)	11,256	10,263	6,504
IPA, USAR	50 KTA	NA	August'27	528	32	4
Polypropylene Project (PP), PATA	60 KTA	NA	June'2025	1,299	1,245	1,004
GMPL – PTA Plant	1,250 KTA	NA	February'26	4,182	3,690	2,565

*Durgapur-Kolkata Section Commissioned

Environmental Performance Highlights

Commissioned **10 MW** PEM Electrolyser to produce **4.3 TPD** of Green Hydrogen, at Vijaipur (M.P).

NET ZERO

Net Zero strategy aims to achieve **100%** reduction in **Scope 1** and **Scope 2** emissions by the year **2035** and a **35%** reduction in **Scope 3** emissions by the year **2040**.

GAIL has set a target to attain **1.7 GW** of Renewable Energy by **2030**

Recycled **74,000** Kilo Litre of Wastewater

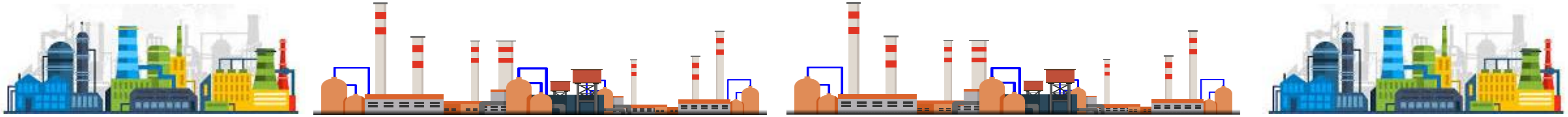
Spent **INR 50 Lakhs** on Environmental awareness and employee development

GAIL planted ~ 50,000 trees in FY2024-25

Awards & Recognitions - FY2024-25

GAIL's strong focus on ESG has consistently enhanced its Performance, as reflected in the various Awards and Recognitions, as mentioned below:

- **Environment:**
  - Green Ribbons Champions' Award in recognition for excellence in decarbonization
  - Prithvi Award-2024
  - India's Most Sustainable Companies 2023-24 Award
- **Social:**
  - Corporate Responsibility Champion Award at Outlook Planet Sustainability Summit & Awards 2024
  - Global CSR Excellence Award 2024
- **Governance:**
  - SAP ACE Award 2024 for Best Financial Transformation



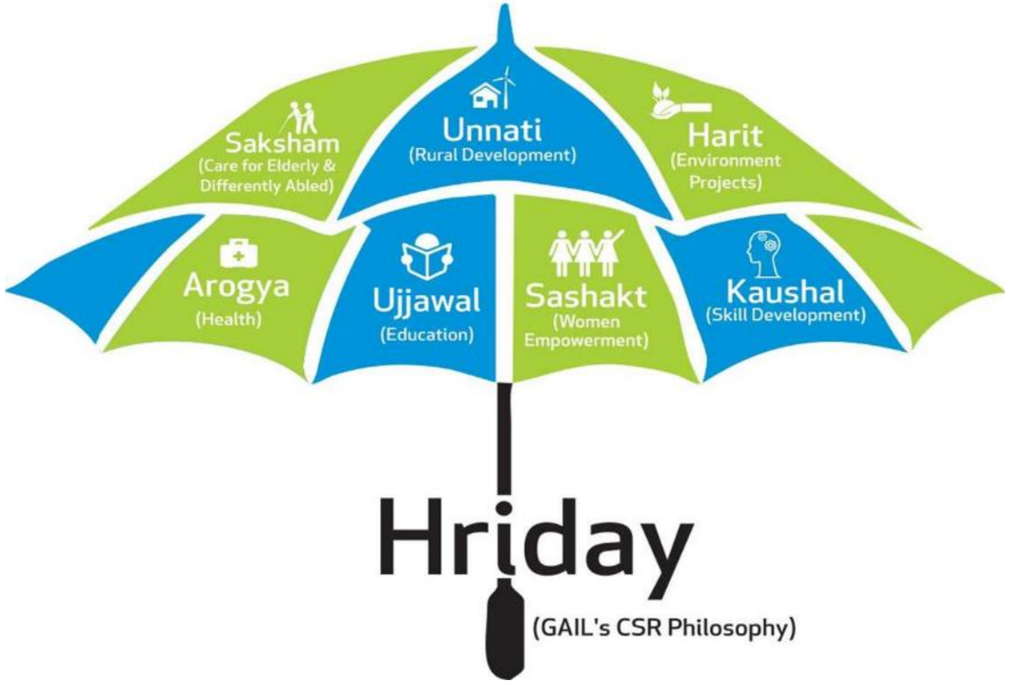
GAIL Hriday – CSR Initiatives

UNNATI

SAKSHAM

AROGYA

UJJWAL



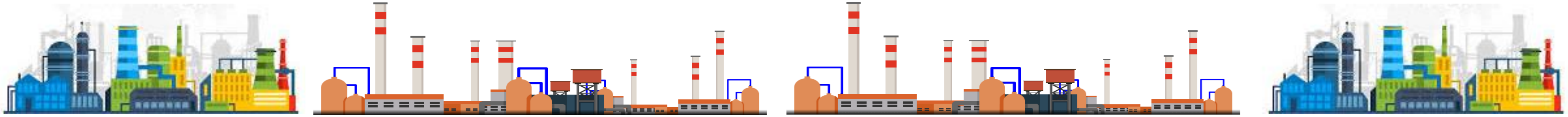
HARIT

KAUSHAL

SASHAKT

Others

GAIL spent ~ Rs. 149 crores under CSR initiatives for FY 2024-25



Corporate Social Responsibility (CSR).

More than 10 Lakh lives impacted Positively

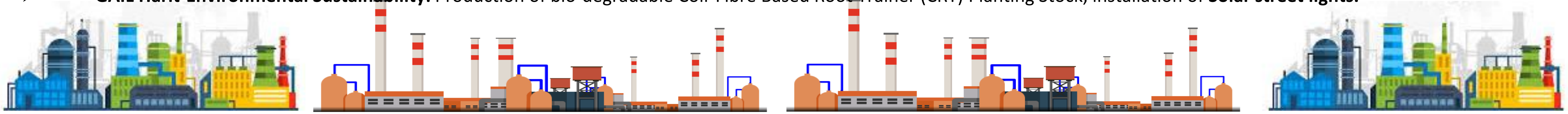
Major Highlights

1. **GAIL UJJAWAL (Education Centric Initiatives):**
   - **GAIL Utkarsh:** Free residential coaching for **230 students** at centers in **Kanpur, Varanasi, Haldwani** in FY 2024-25. More than **2200 students** have been impacted under GAIL Utkarsh project since its inception. **168 out of 180** students undergoing coaching for engineering entrance exams have cleared **JEE Mains 2025**.
   - **Education Support:** Aid for underprivileged students in rural and urban slums.
   - **Infrastructure:** Support for government schools through **drinking water provision, sanitary napkin vending machines, incinerators**, etc.
   - **Innovation:** Smart Classes, STEM Resource Centres, innovative school bags

2. **GAIL KAUSHAL (Skill Initiatives):**
   - **GAIL Institute of Skills:** Around **697 youth** were provided skill training in trades related to hydrocarbon sector at Guna and Nagaram.
   - **Skill Development Institutes:** Support for SDI at Raebareli

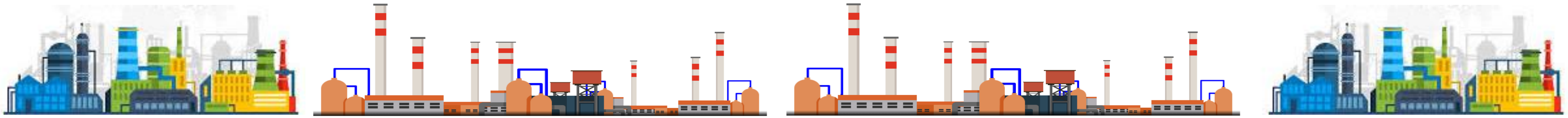
3. **GAIL AROGYA (Health & Sanitation Initiatives):**
   - **Healthcare: 60 Mobile Medical Units** have catered to more than **10 lakh beneficiaries**, **STI clinics**, **health camps**, and **medical equipment** for government hospitals.
   - Distribution of **nutrition kits** for malnourished women & children.
   - Installation of **RO water plants** and **hand pumps** to provide **safe and clean drinking water**.

4. **OTHER FOCUS AREAS:**
   - **GAIL Unnati-Rural Development:** Repair of houses and installation of street lights.
   - **GAIL Saksham-Support for *Divyangjans*:** Provision of aids and assistive devices to approx. **785 beneficiaries**, Non-formal Education, Speech Therapy for EWS Children with Hearing Impairment.
   - **GAIL Sashakt-Women Empowerment:** Support for weaving blankets, vocational skills, and sustainable livelihood opportunities.
   - **GAIL Harit-Environmental Sustainability:** Production of bio-degradable Coir Fibre Based Root Trainer (CRT) Planting Stock, installation of **Solar street lights.**



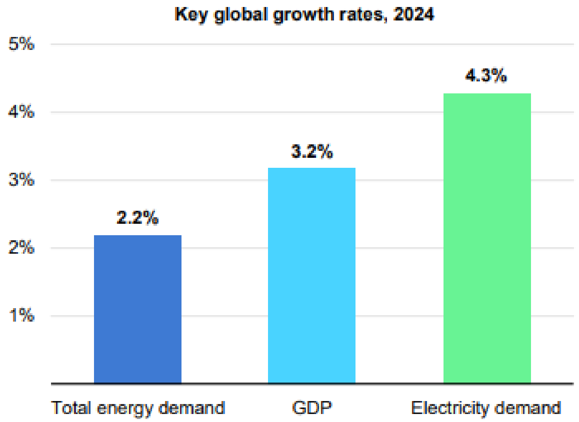
Industry Outlook

Natural Gas Segment



Global Energy Space – Trends and Developments

- Global energy demand grew by 2.2% in 2024
  - Uptick was partly due to the effect of extreme weather
- Growth in energy demand will be led by increasing prosperity in emerging economies
- Green energy is growing rapidly, but not enough to keep pace with the growth in total global energy demand



Oil demand growth loses momentum

1.9% in 2023

0.8% in 2024

- End of the post-pandemic mobility rebound
- Slower industrial growth
- Increasing impact of electric vehicles

Global coal demand growth slows

2% in 2023

1.2% in 2024

- Share in the electricity mix is falling
- Consumption of metallurgical coal fell by around 0.5%

Role of Natural gas in Energy Transition: Brings quick and significant near-term benefits in reduced emissions & essential to achieve deep and fast decarbonization.

(Source: BP Energy Outlook 2025, Global Energy Review 2025, S&P Global)

Global Gas Demand - Outlook

- Following the supply shock of 2022/23, natural gas markets moved towards a gradual rebalancing and returned to structural growth
- Global gas demand reached a new all-time high in 2024 and is expected to expand further in 2025
  - Main drivers - Fast growing markets in Asia Pacific region and industrial uses of gas
- Extreme weather events highlight the crucial role of gas supply flexibility in ensuring heat and electricity security
  - In markets with a growing share of variable renewables, gas-based generation plays an increasingly important backup role in ensuring electricity supply security at times when wind and/or solar output is low.
- Natural gas continues to displace oil/oil products in various sectors - supported by policies, regulations and market dynamics
  - The displacement in the power sector & long haul transport - to continue over the medium term.

The prospects for natural gas are shaped by two significant but opposing trends:

- ❑ **increasing demand in emerging economies as they grow and industrialize,**
- ❑ **shift away from natural gas to greater electrification and lower carbon fuels as the world decarbonizes.**

(Source: IEA Global Energy Review 2025, IEA Gas Market Report 2025)

Global Gas Supply Dynamics & Price Outlook

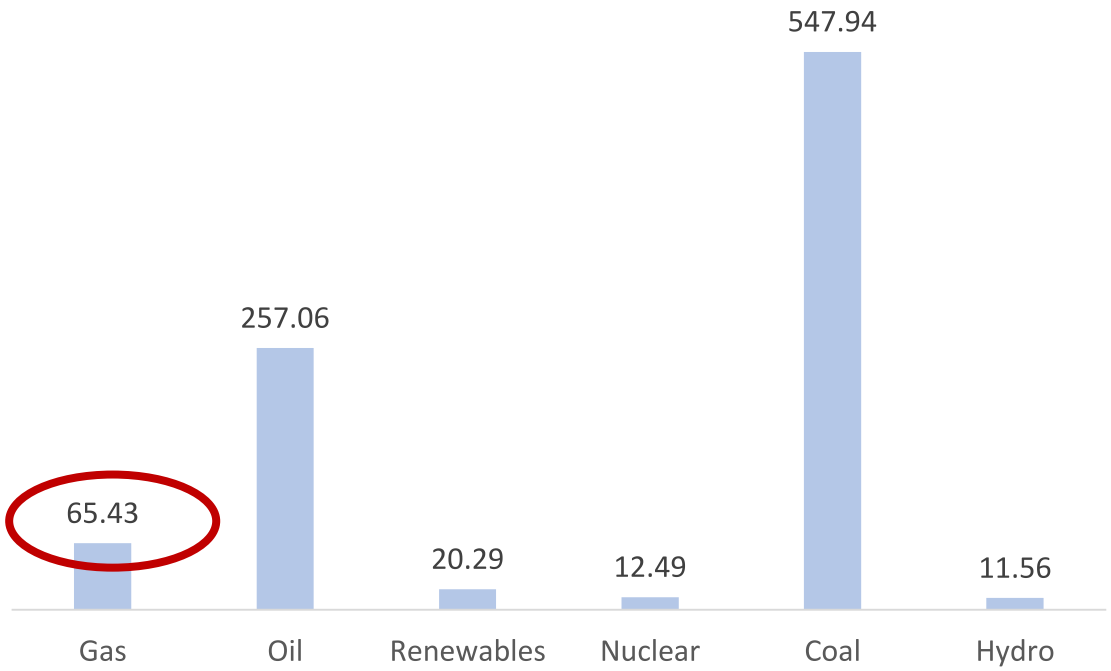
- Strong LNG contracting activity continued in 2024, led by the Middle East
  - On the supply side - the Middle East was a main driver (55%), on the import side - Asian buyers continued to dominate (57%) - share of long-term agreements (with a duration of > 10 years) was more than 80%
- Tight gas supply fundamentals are expected to linger into 2025
  - Project delays & feed gas supply issues at certain legacy producers weighed on LNG production growth
  - Supply set to accelerate in 2025 amid the expected start and ramping up of several large LNG projects, notably in North America.
- Tighter market fundamentals drove up natural gas prices in the second half of 2024
- The correlation between Asian and European prices reached an all-time high, reflecting the increasingly globalized nature of natural gas markets.

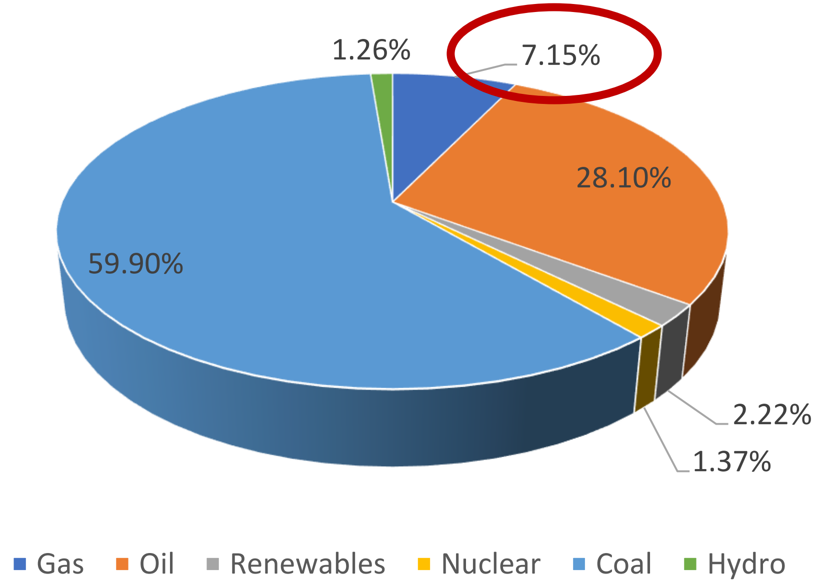
> - Higher storage injection demand through the summer
> - Halt of Russian piped gas transit via Ukraine
> - Continuing competition with Asia for flexible LNG cargoes
>
> Forward curve of indices (TTF, JKM, HH etc.) indicate prices could increase in 2025 compared to 2024 levels

- Substantial increase in LNG production and export capacity (~210 MMTPA) between 2024 & 2030 - more comfortable supply and demand balances

(*Source: IEA Gas Market Report 2025, IEA Global Energy Review 2025*

Primary Energy Mix - India





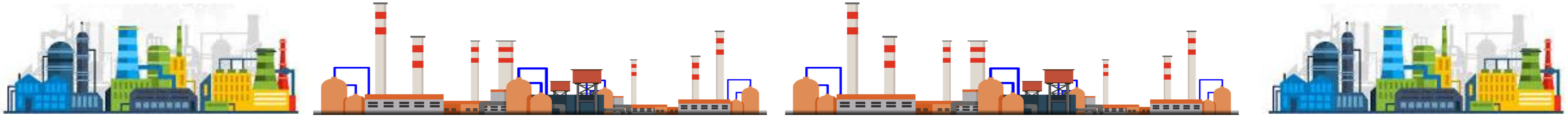
Source wise Primary Energy supply in 2023-24 (mtoe)

Source: https://iced.niti.gov.in/energy

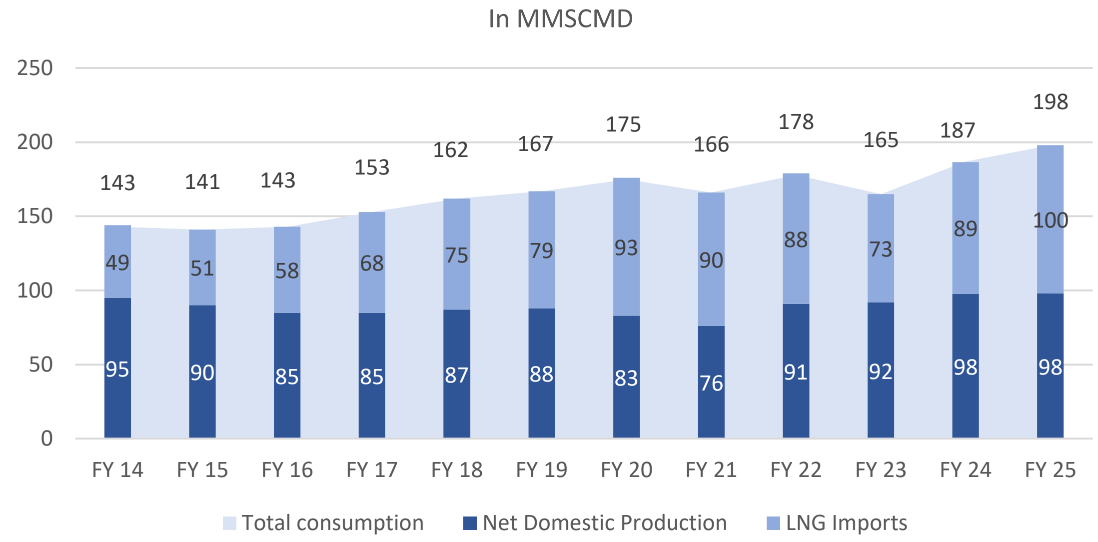
Indian Energy Scenario

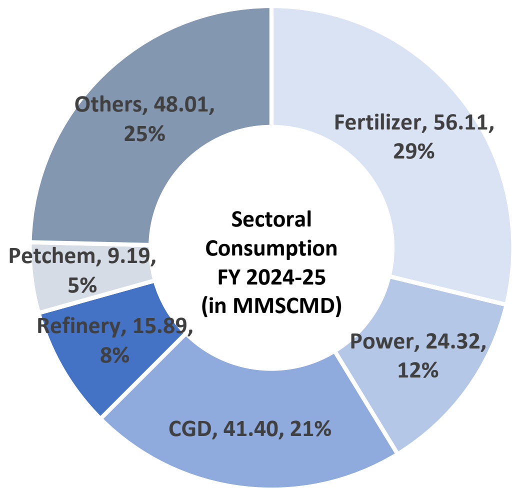
- India’s energy sector is navigating dual imperatives - meeting current demand and advancing towards a sustainable future.
- India successfully met an all-time maximum power demand of 250 GW during FY 2024-25
- With crude oil and natural gas import dependency at approximately 85% and 51% respectively, energy security in India remains one of the top priorities for India to support economic activity.
  - The government is incentivizing domestic exploration, production and alternatives like biofuels and hydrogen to reduce this vulnerability.
- Circularity initiatives, industrial decarbonization efforts and advancements in carbon capture technologies have gained momentum in India.
  - Heavy industries such as steel and refining began aligning with global emissions standards, including the EU’s Carbon Border Adjustment Mechanism (CBAM)
- Natural gas - important role in the early stages of India’s extended decarbonization journey
  - Simultaneously contribute to meeting rapidly rising energy demand, reducing local air pollution and mitigating GHG emissions in India’s coal-dominated energy system
  - Supports the integration of rapidly expanding renewable capacities - reinforcing the role of gas in energy transition

Source: EY - Fueling the future: Key trends and outlook for the Energy sector 2025, IEA India Gas Market Report 2025



All India Natural Gas Consumption – Historical





- Fertilizer sector used the major share of natural gas in the country
- Growing at a CAGR of > 12%, consumption of CGD sector is expected to increase significantly in coming years.
- As per PNGRB study, CGD sector to grow at ~15% till 2030 and thereafter, ~12% till 2040

Source:PPAC | Monthly report - March 2025

Natural Gas Consumption in India

- India was the fourth largest LNG market in 2024 and remains an attractive market for long-term suppliers
- Indian buyers signed a series of term contracts since late 2024 and are actively seeking additional opportunities
  - ~7.1 MMtpa of new contracts are expected to begin supply in 2025 and 2026
  - Increasing demand and peaking domestic gas production - need for more term deals to reduce exposure to the spot market
- India's domestic gas production is projected to grow over the next three years, peaking by 2027-28- resulting in a higher share of LNG in the overall supply mix from 2027 onwards
  - This transition can benefit from lower LNG prices due to a new wave of liquefaction plants expected to come online starting from 2025
- Infrastructure development is playing a crucial role in enabling market growth
  - The city gas distribution sector is expected to lead consumption growth
  - Natural gas use in new refineries connected to the network
- Price Sensitivity impacting downstream consumption
  - Strong inter-fuel competition with natural gas vying against coal, oil and renewables in several gas-consuming sectors
- The government's commitment will be pivotal in driving growth in the natural gas sector and reducing energy-related GHG emissions by replacing coal and liquid fuels with gas in the energy mix

Source: S&P Global Commodity Insights 2025, IEA India Gas Market Report 2025

Gas infrastructure in India - "One Nation-One Grid"

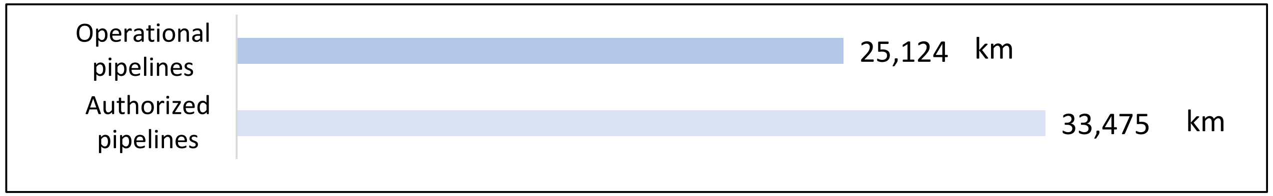
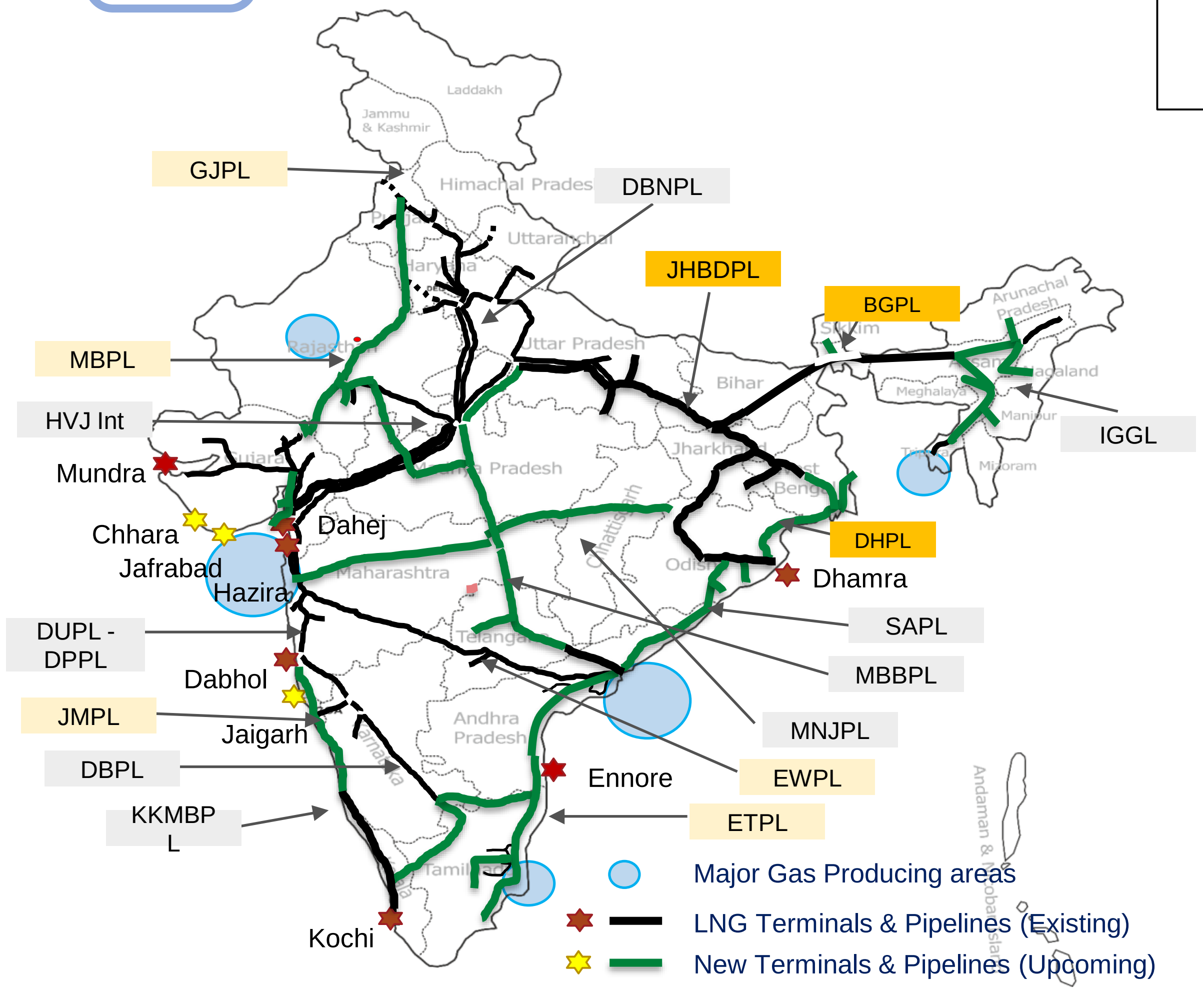


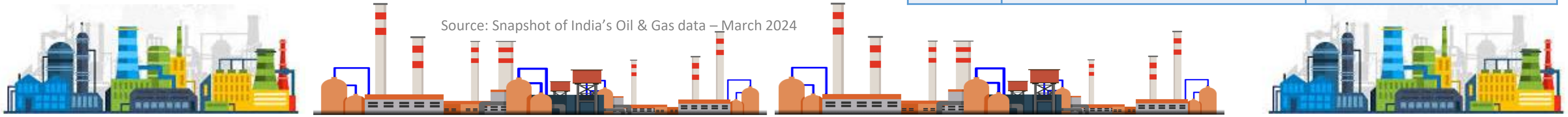
Fig: PNGRB | Natural Gas Pipelines Network in India - as on 31st December, 2024

S. No.	Existing Re-gas Terminals	Re-gas Capacity (MMTPA)	Capacity Utilization (Apr 2024 - Feb 2025)
1.	Dahej (Gujarat)	17.5	98.1%
2.	Hazira (Gujarat)	5.2	32.5%
3.	Dabhol (MH)	5	45.1%
4.	Kochi (Kerala)	5	22.3%
5.	Ennore (A.P.)	5	25.1%
6.	Mundra (Gujarat)	5	22.2%
7	Dhamra (Odisha)	5	41%
8	Chhara (Gujarat)	5	Commissioned in Jan '25
	Total	~ 52.7	

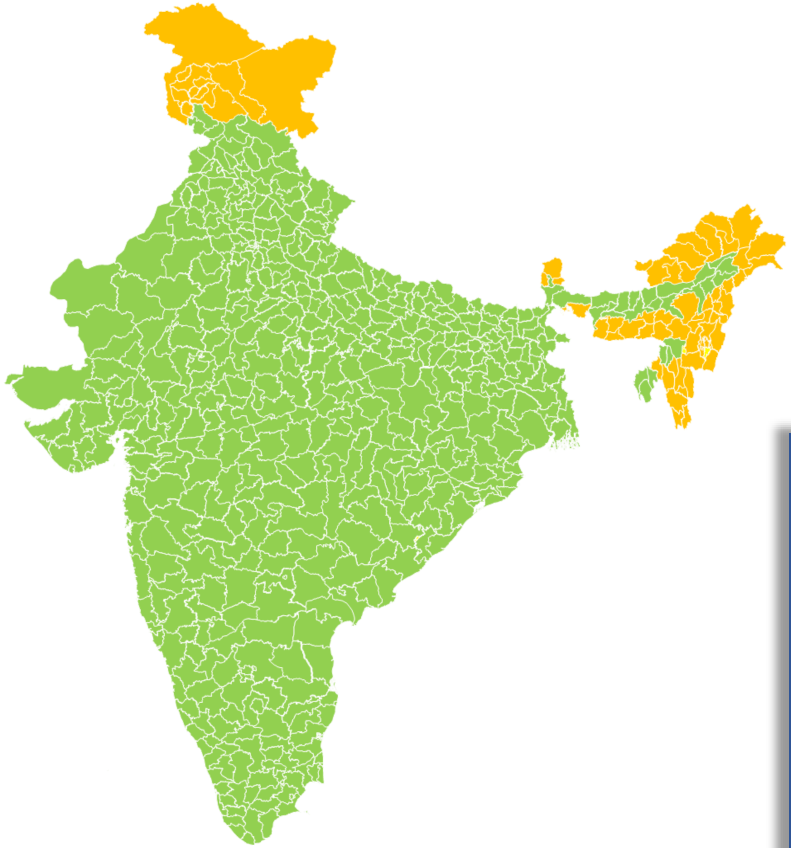


S. No.	Upcoming Re-gas Terminals	Re-gas Capacity (MMTPA)
1.	Jafrabad	5
2.	Jaigarh	4

Source: Snapshot of India's Oil & Gas data – March 2024

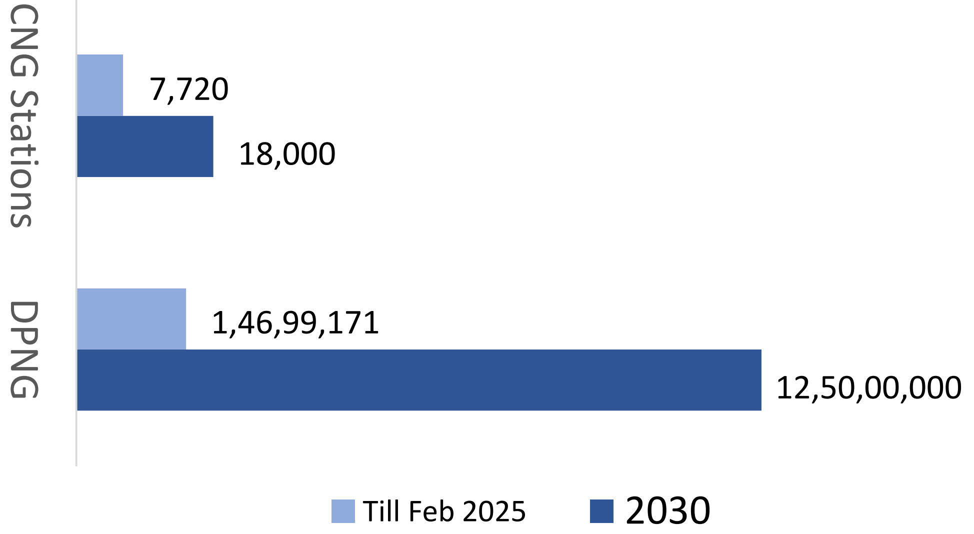


City Gas Distribution – Making gas accessible to public



CGD up to 11th round (300 GAs)

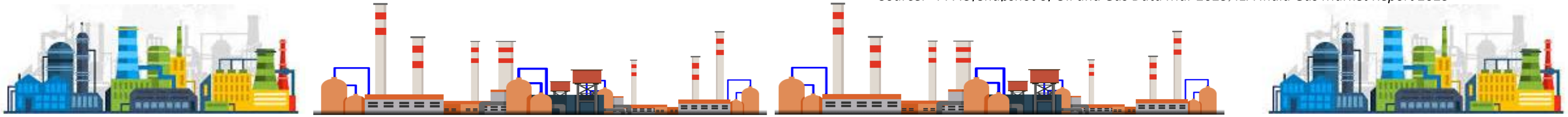
Authorized in 12th round (7 GAs)



CGD Growth:

- CGD sector, expected to grow at a CAGR of ~15% till 2030, will lead the growth of gas consumption in India
- Most of the growth will come from the CNG sector and small industries
- The government has implemented several measures to promote the use of CNG and D-PNG across the country
  - Reallocating the cheapest (APM priced) domestic gas from power and other non-priority sectors to CNG and residential city gas users
  - **Priority for** CNG and D-PNG use in the distribution of HP/HT gas
  - New Well Gas allocation with priority for usage in CNG and D-PNG

*Source: *PPAC|Snapshot of Oil and Gas Data Mar 2025, IEA India Gas Market Report 2025*



Petrochemical Business Outlook

- India's per capita consumption of Polymers is just 15 kg vs. China per capita consumption of 83 kg.
- World average per capita consumption of Plastics is ~42 Kg with US consuming as high as 93 Kg per capita

India's per capita consumption is one of the lowest in Asia

Future Polymer demand growth in India is estimated at ~8% p.a: Indian PE & PP Market's CAGR for last 5 years stood at 8.8% & 7.6% respectively.

Major Highlights of GAIL's Petrochemical Business in FY 2024-25

- Sold 1141 KTA of polymers (845 KTA - GAIL & 296 KTA - BCPL)
- Polymer capacity enhancement under progress; 500 KTA PDH-PP plant at Usar & 60 KTA PP plant at Pata
- Diversification in PTA (raw material for PET & Polyester) through acquisition of 1250 KTA Plant of JBF Petrochemicals, now known as GMPL (GAIL Mangalore Petrochemicals Limited).

Future demand drivers

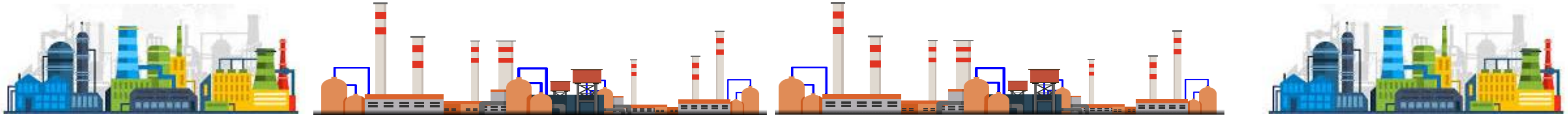
- ✓ Packaging Industry
- ✓ Ecommerce driving packaging
- ✓ Automobile /Construction Industry
- ✓ Agriculture Industry

G-Lex

Growth drivers coupled with capacity addition will result in growth in Top line for GAIL.

G-Lene

Source: CPMA & internal data



New Initiatives

Compressed Bio Gas (CBG)

- **408 LOIs for 2293 TPD of CBG** issued
- GAIL achieved ~31900 MT of CBG sales through CBG-CGD Synchronization scheme in 2024-25
- Commissioned 5 TPD CBG Plant in Ranchi
    - Target to set up 25-30 CBG plants across India

Energy Transition

- Commissioned India's first megawatt scale PEM Electrolyzer - 10 MW capacity to produce 4.3 TPD Green Hydrogen at Vijaipur
- Advanced Net Zero target for Scope 1 & 2 emissions from 2040 to 2035
- MoUs signed with NTPC (Energy Cooperation), Petron Scientific (Bio-Ethylene plant)
- MoU with RRVUNL to optimize the operations of RRVUNL's gas-based power plants in Rajasthan and setting up of around 1,000 MW of solar & wind projects

Energy Security

- 0.80 MMTPA LNG SPA with Qatar Energy Trading for five years w.e.f. April 2025
- Parking Agreement signed with ONGC & NTPC for availing parking services in GAIL's pipelines
- JV formed by GAIL & CIL - production of Synthetic Natural Gas (SNG) at Eastern Coalfield Ltd. in WB.

Our Touch Points

For Institutional Investors & Analysts

Shri Sashi Menon,
Executive Director (Finance & Accounts)
E-mail ID: sashimenon@gail.co.in

For Retail Investors

Shri Mahesh Kumar Agarwal,
Company Secretary
E-mail ID: mahesh.agarwal@gail.co.in

GAIL (India) Ltd.
16, Bhikaiji Cama Place, R.K. Puram, New Delhi-110066
www.gailonline.com