



**GAIL (India) Ltd.**

India's Youngest Maharatna

# Analysts' & Investors' Presentation

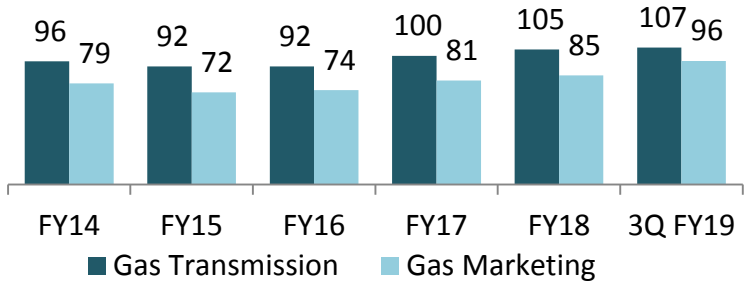
February, 2019



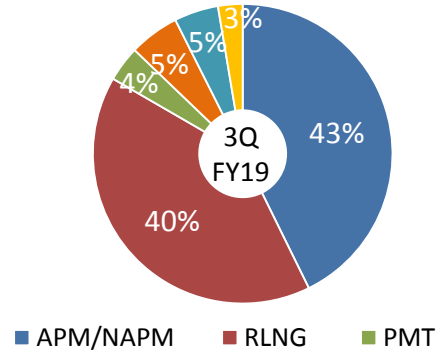
# Physical Performance

## Gas Volume Trend

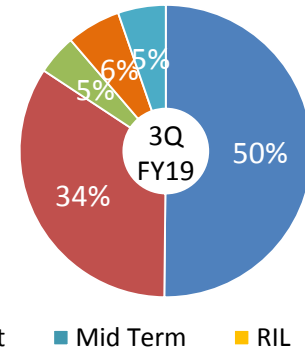
(MMSCMD)



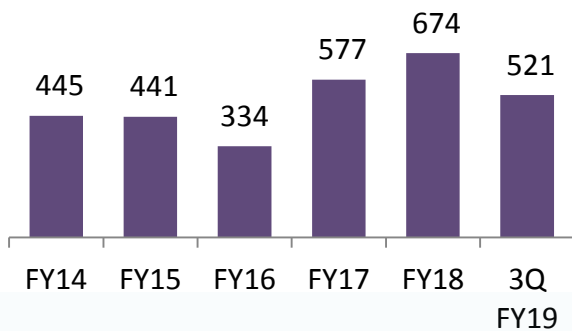
## Gas Transmission Mix



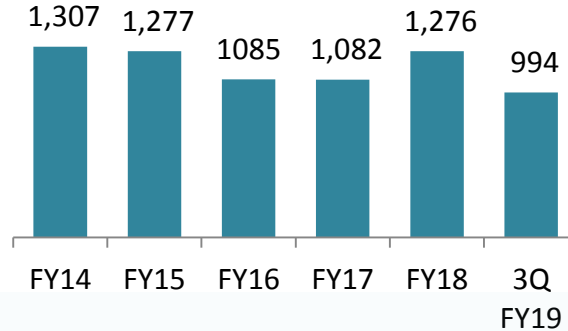
## Gas Marketing Mix



## Petrochemicals Sales

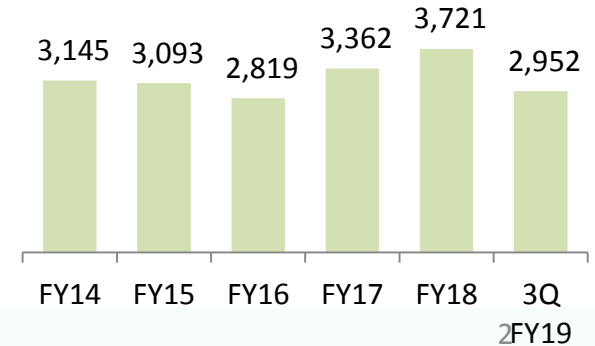


## Liquid Hydrocarbons Sales



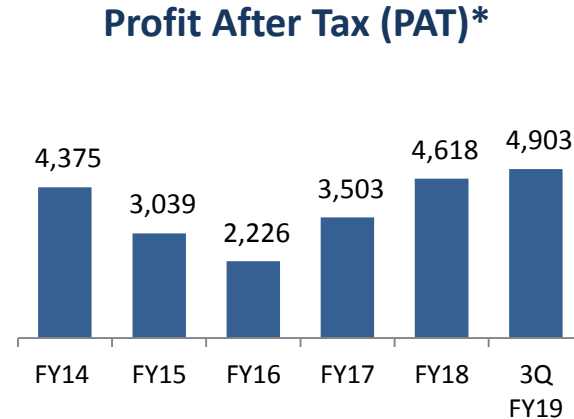
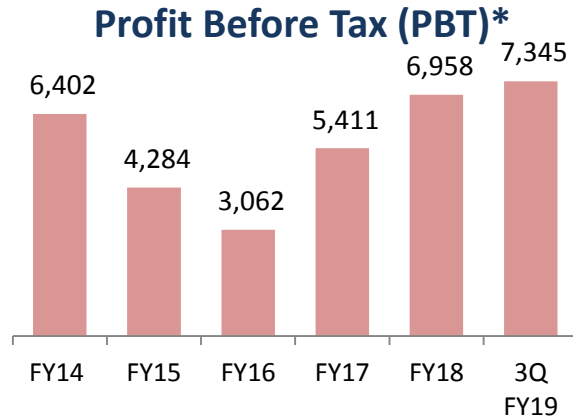
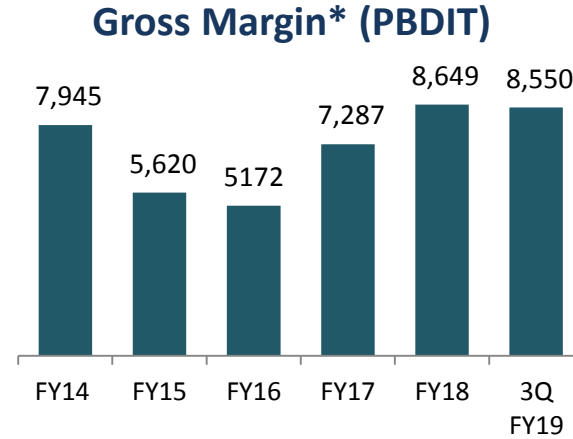
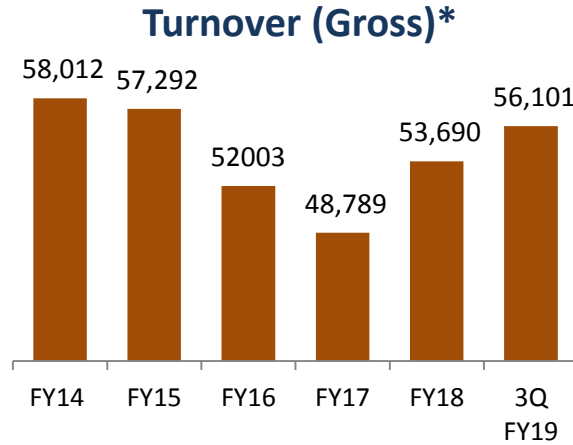
## LPG Transmission

(TMT)



# Financial Performance (Standalone)

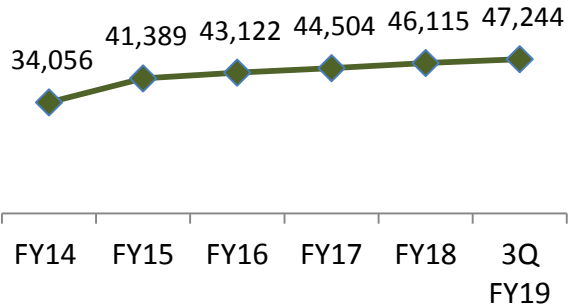
(in Rs crore)



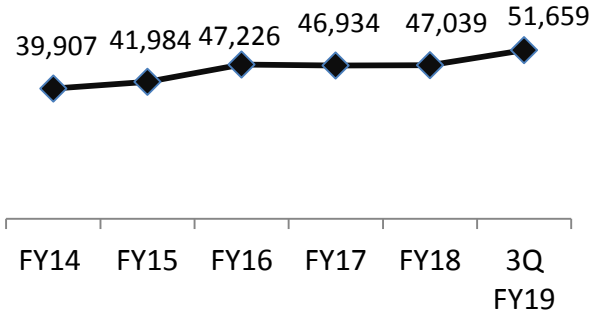
\*Figures from FY 16 onward are as per Ind-AS

# Financial Profile

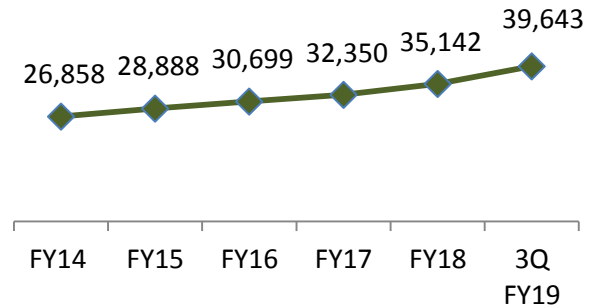
## Gross Block (in Rs. crore)



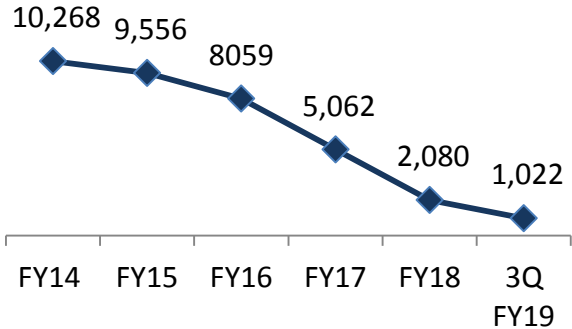
## Capital Employed (in Rs. crore)



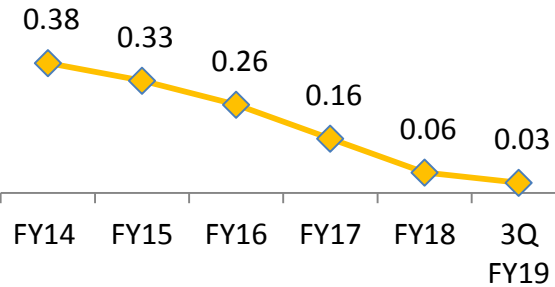
## Net Worth (in Rs. crore)



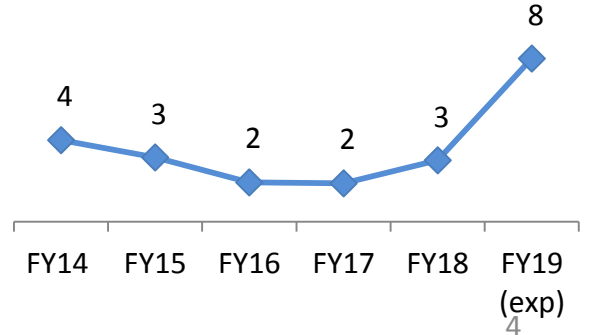
## Loans (in Rs. crore)



## Debt to Equity Ratio



## Debt Service Coverage Ratio (DSCR)



\*Figures from FY 16 onward are as per Ind-AS, Network as per Companies Act 2013

# Segment Wise Financial Performance

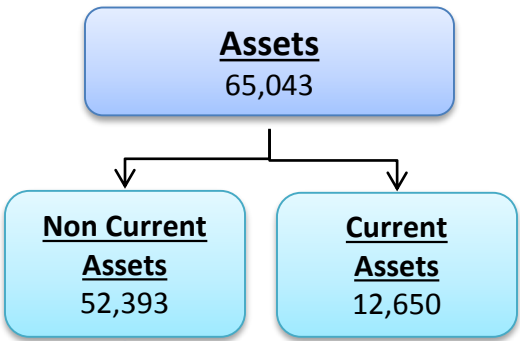
(` in crore)

Particulars	FY 2017-18	3Q FY 2018-19
<b>SALES TURNOVER (GROSS)</b>		
Natural Gas Transmission	4,446	3,881
LPG Transmission	558	440
Gas Marketing	38,021	42,747
Petrochemicals	5,788	4,931
LPG & Other Liquid Hydro Carbons	4,179	3,640
Unallocated	698	462
<b>Total Turnover</b>	<b>53,690</b>	<b>56,101</b>

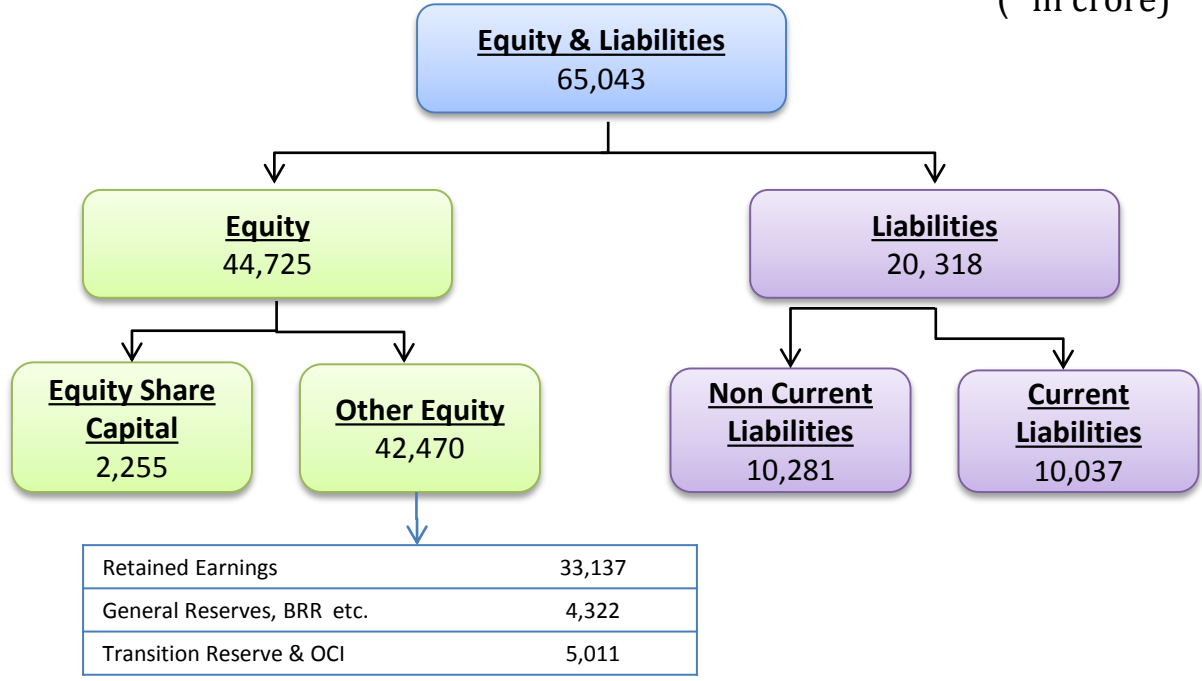
Particulars	FY 2017-18	3Q FY 2018-19
<b>PROFIT BEFORE TAX (PBT)</b>		
Natural Gas Transmission	2,815	2,437
LPG Transmission	273	207
Gas Marketing	1,256	2,272
Petrochemicals	106	339
LPG & Other Liquid Hydro Carbons	2,304	2,130
Unallocated	204	(41)
<b>TOTAL PBT</b>	<b>6,958</b>	<b>7,345</b>

# Balance Sheet as on 31<sup>st</sup> December 2018

(` in crore)



PPE	27,544
CWIP	9,908
Investments	9,278
Others	5,663



**Capital Employed**  
` 51,659 crore

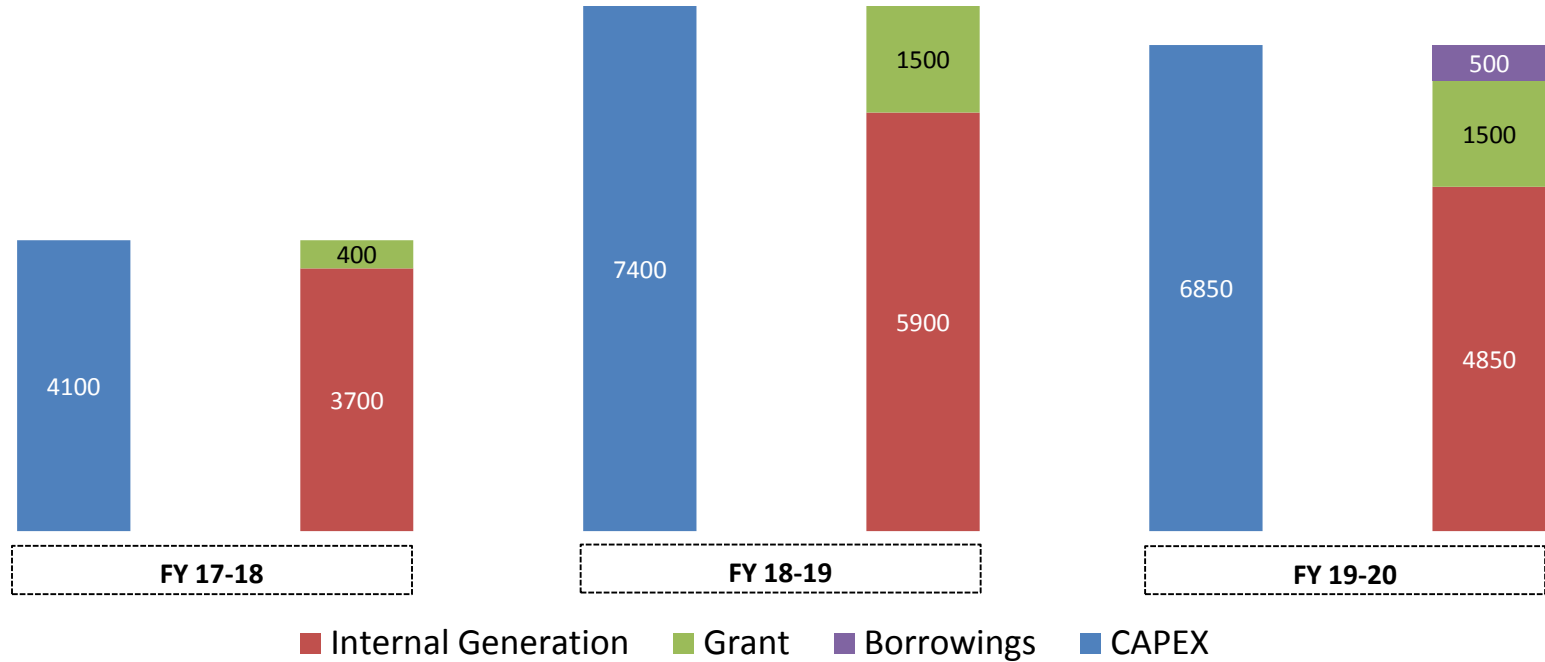
**Net Worth\***  
` 39,643 crore

**Loan Outstanding**  
` 1,022 crore

\* as per companies' Act

# Capex & Source of Funds

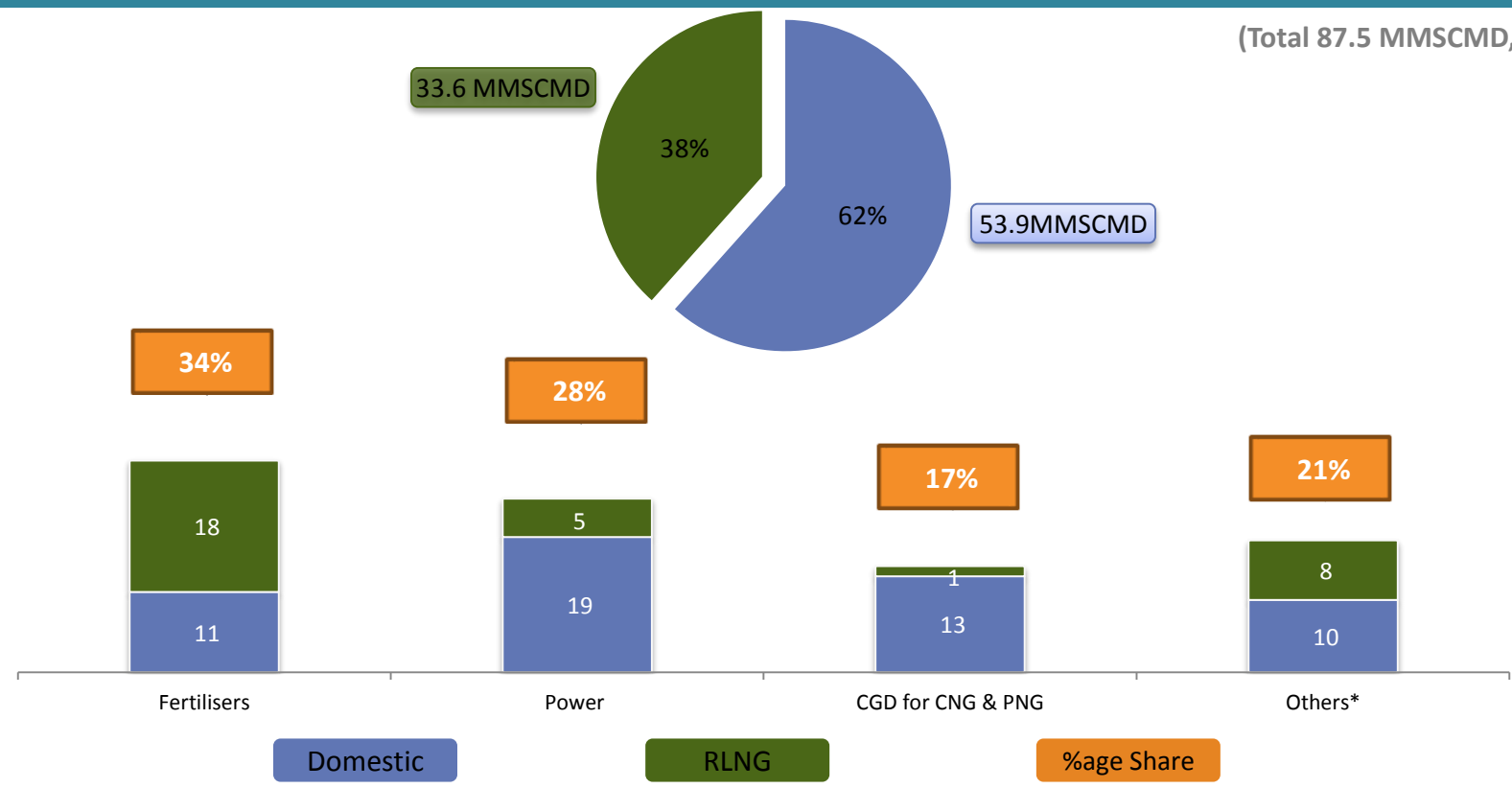
(in Rs. crore)



Capex till 3Q FY19 is Rs 5,474 crores

# Gas Sourcing & Sector Wise Supply – Q3 FY19

(Total 87.5 MMSCMD, % share)



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

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



# Thank you

