



**GAIL (India) Ltd.**

India's Youngest Maharatna

# Analysts' & Investors' Presentation

15<sup>th</sup>, 16<sup>th</sup> & 17<sup>th</sup> November 2017



# Overview: GAIL (India) Ltd.



- Over 11,000 Km of network (206MMSCMD)
- Pursuing for expansion, Participation in RGPPL (5 MMTPA LNG Regasification Facility)
- Long-term Import Portfolio: 24 MMTPA



- Domestic market share ~ 15%
- Petrochemical Plant in Pata( UP) with capacity of 0.81 MMTPA



- 6 Gas Processing Plants producing LPG, Propane, Pentane, Naptha etc.
- LPG Transport Capacity 3.8 MMTPA (2038 Km.)



- A part of vertical integration
- Participation in 12 blocks (operator-1 blocks)
- Presence in Myanmar & US



- 118 MW Wind Power Plant and 5 MW Solar Power Plant
- Participation in RGPPL (Capacity 1967 MW)



Operates  
**3/4<sup>th</sup>**  
of the total NG  
transmission in India



Contribute s more  
than  
**3/5<sup>th</sup>**  
of the natural gas  
sold in India



Produces  
**1/5<sup>th</sup>**  
of the polyethylene  
produced in India



Responsible for  
**1/6<sup>th</sup>**  
of India's total LPG  
transmission



Produces every  
**20<sup>th</sup>**  
LPG Cylinder  
in India



Supplies gas for  
about  
**3/5<sup>th</sup>**  
of India's fertilizer  
produced

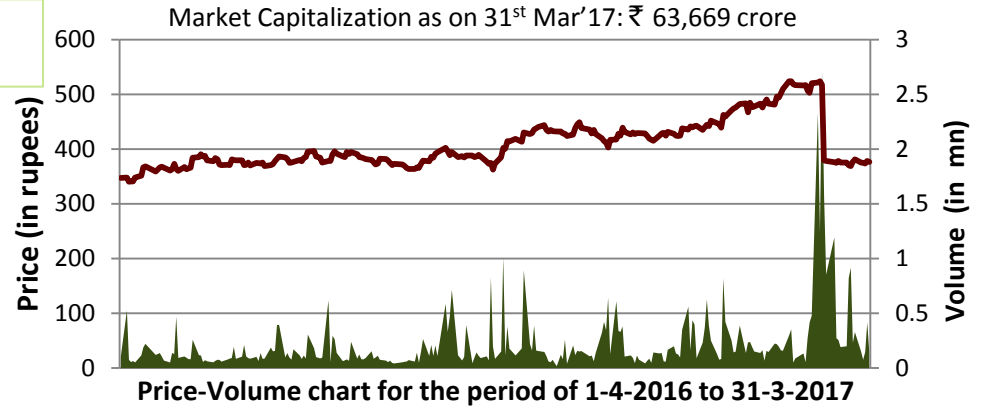
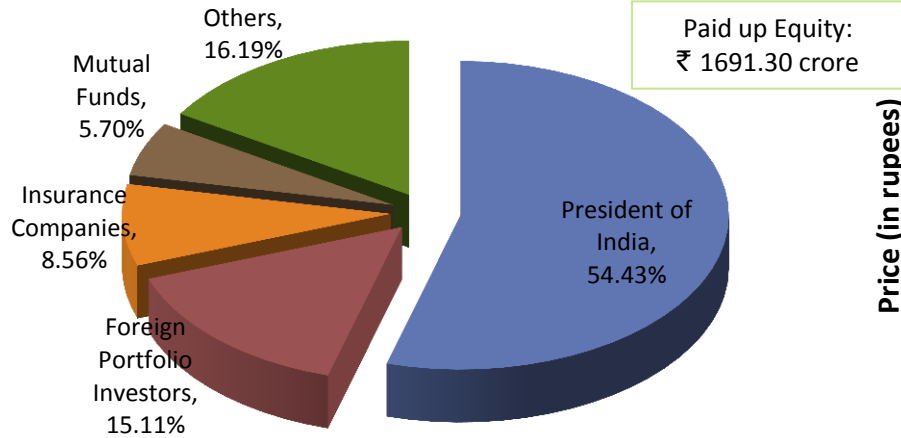


Supplies gas for  
about  
**3/4<sup>th</sup>**  
of India's gas based  
power



Operating more  
than  
**2/3<sup>rd</sup>**  
of India's total CNG  
stations

# Shareholding Structure & Share price movement



## Top Shareholders other than GoI % Shareholding

Shareholder	% Shareholding
LIC	6.53%
ONGC	4.83 %
IOCL	2.41 %
LIC P&GS Fund	1.81 %
Matthews Pacific Tiger Fund	1.76 %

## Dividend History(₹)

Year	Amount (₹/share)
FY 2016-17*	9.08
FY 2015-16	5.5
FY 2014-15	6
FY 2013-14	10.4
FY 2012-13	9.6
FY 2011-12	8.7

- GAIL Issued one bonus share for every three shares held in FY 2016-17
- Shareholding of President of India came down from 56.11 % to 54.43 % on account of divestment via CPSE ETF

## 52 Wk. High/Low

8 Mar 2017	₹ 534
29 Sep 2016	₹ 359 <sub>3</sub>

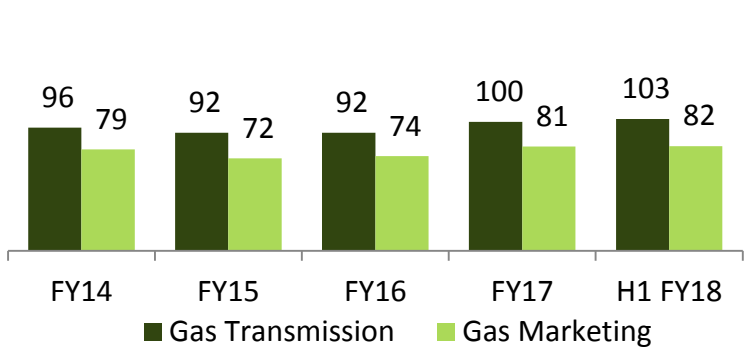
Source: BSE Website; Note: All data as on 31<sup>st</sup> March 2017 as per BSE website

\* On Post Bonus Equity \*\* 52 Weeks high/Low is not adjusted for bonus shares

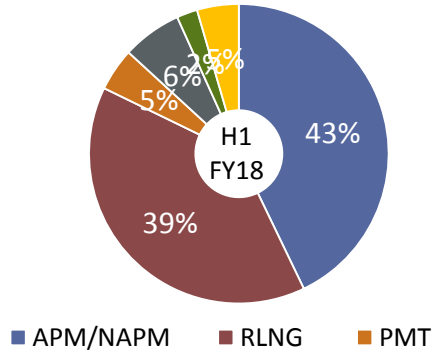
# Physical Performance till H1 FY 2017-18

## Gas Volume Trend

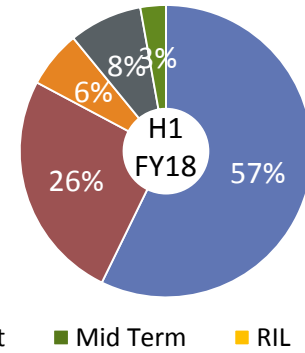
(MMSCMD)



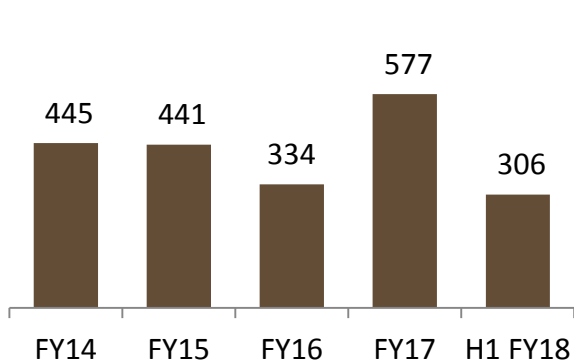
## Gas Transmission Mix



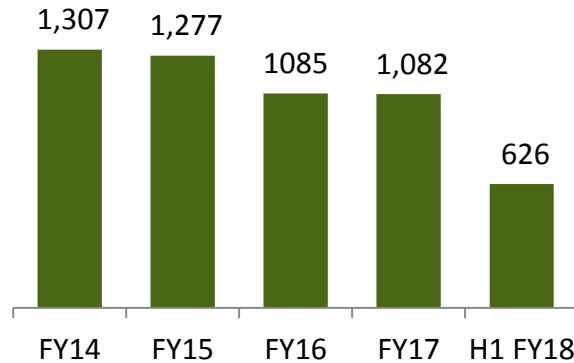
## Gas Marketing Mix



## Petrochemicals Sales

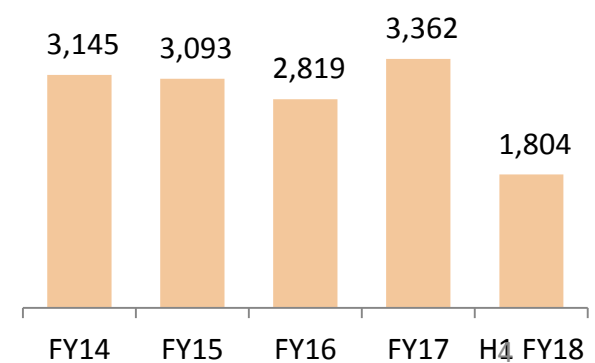


## Liquid Hydrocarbons Sales



## LPG Transmission

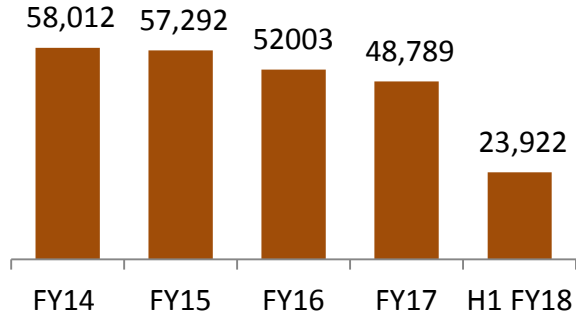
(TMT)



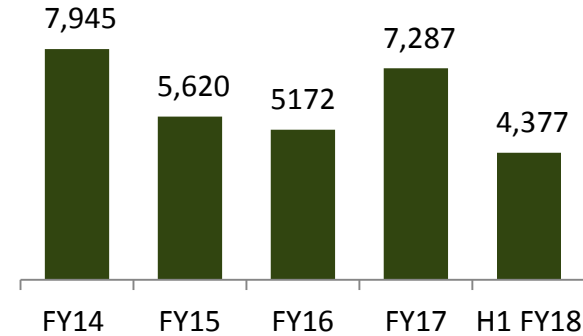
# Financial Performance (Standalone)

(in Rs crore)

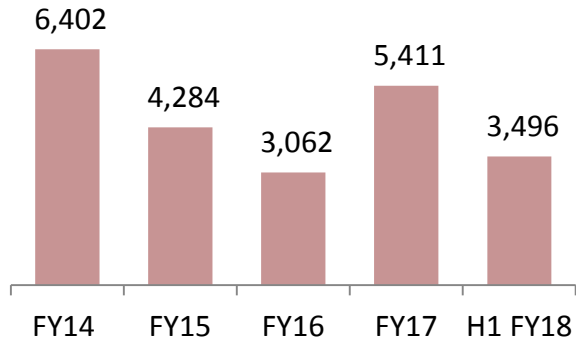
## Turnover (Gross) \*



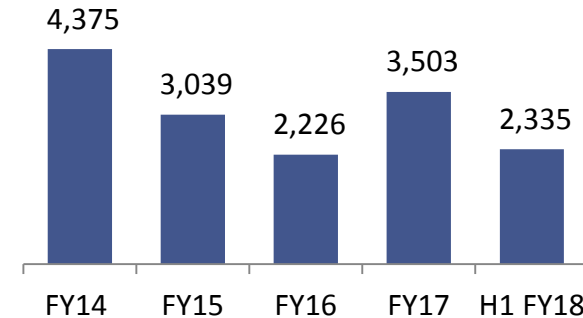
## Gross Margin\* (PBDIT)



## Profit Before Tax (PBT)\*

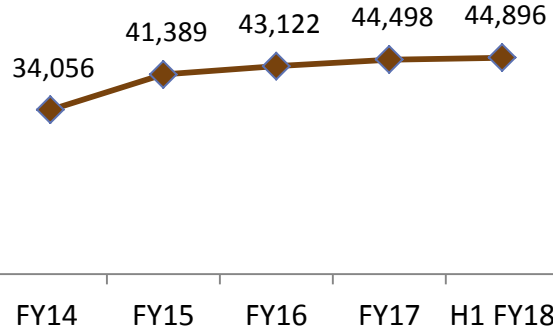


## Profit After Tax (PAT) \*

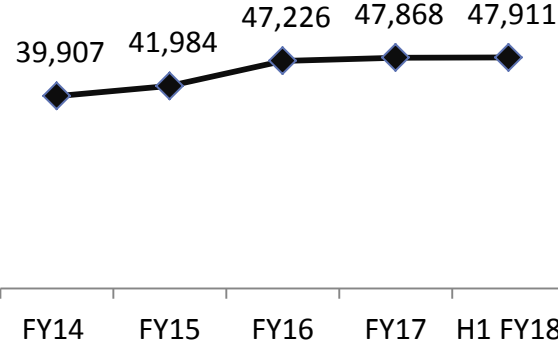


# Financial Profile

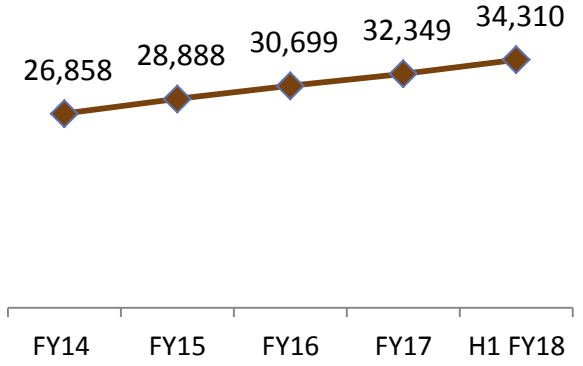
## Gross Block (in RS crore)



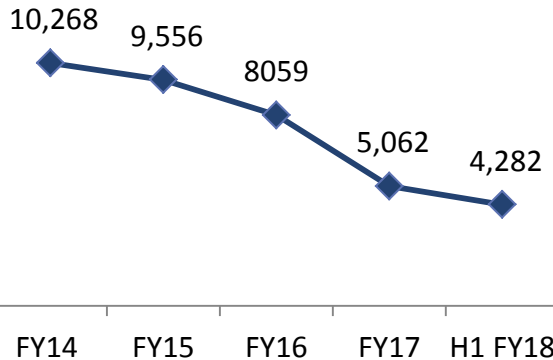
## Capital Employed ( in RS crore)



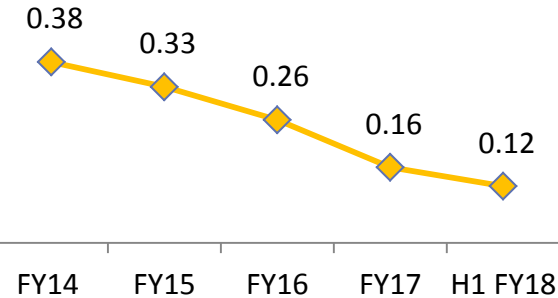
## Net Worth (in Rs crore)



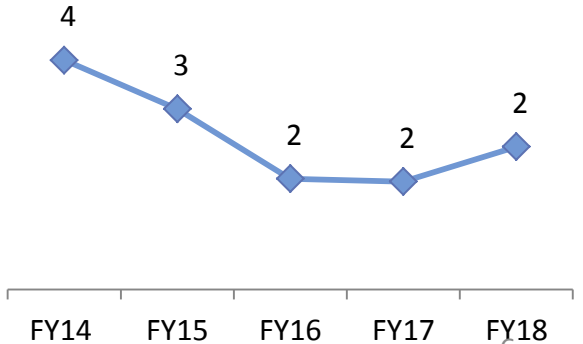
## Loans ( in RS crore)



## 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, DSCR FY18 is estimated nos.

# Overall Financial Highlights

Turnover

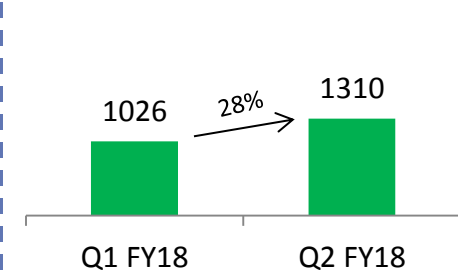
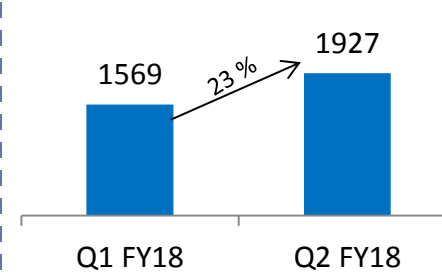
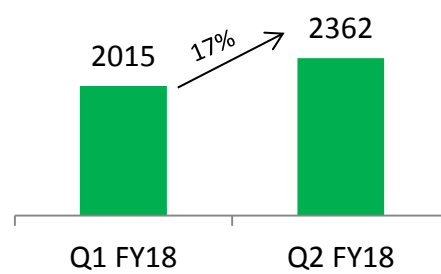
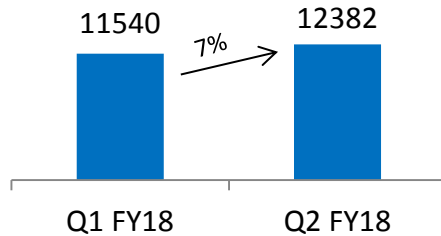
PBDIT

PBT

PAT

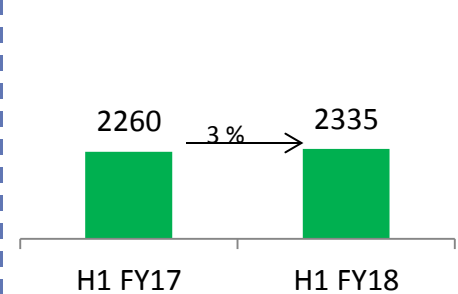
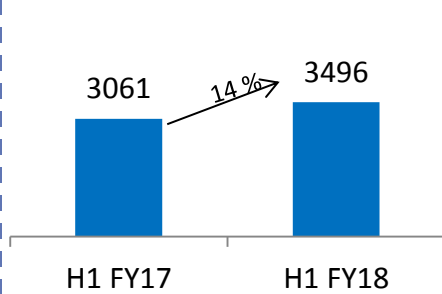
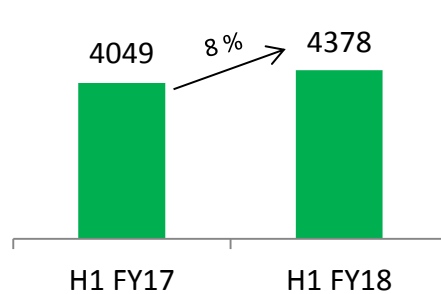
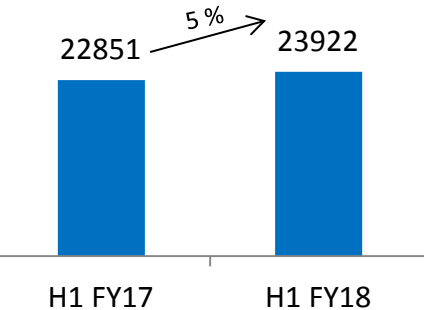
Q1 FY18 vs. Q2 FY18

(₹ in crore)



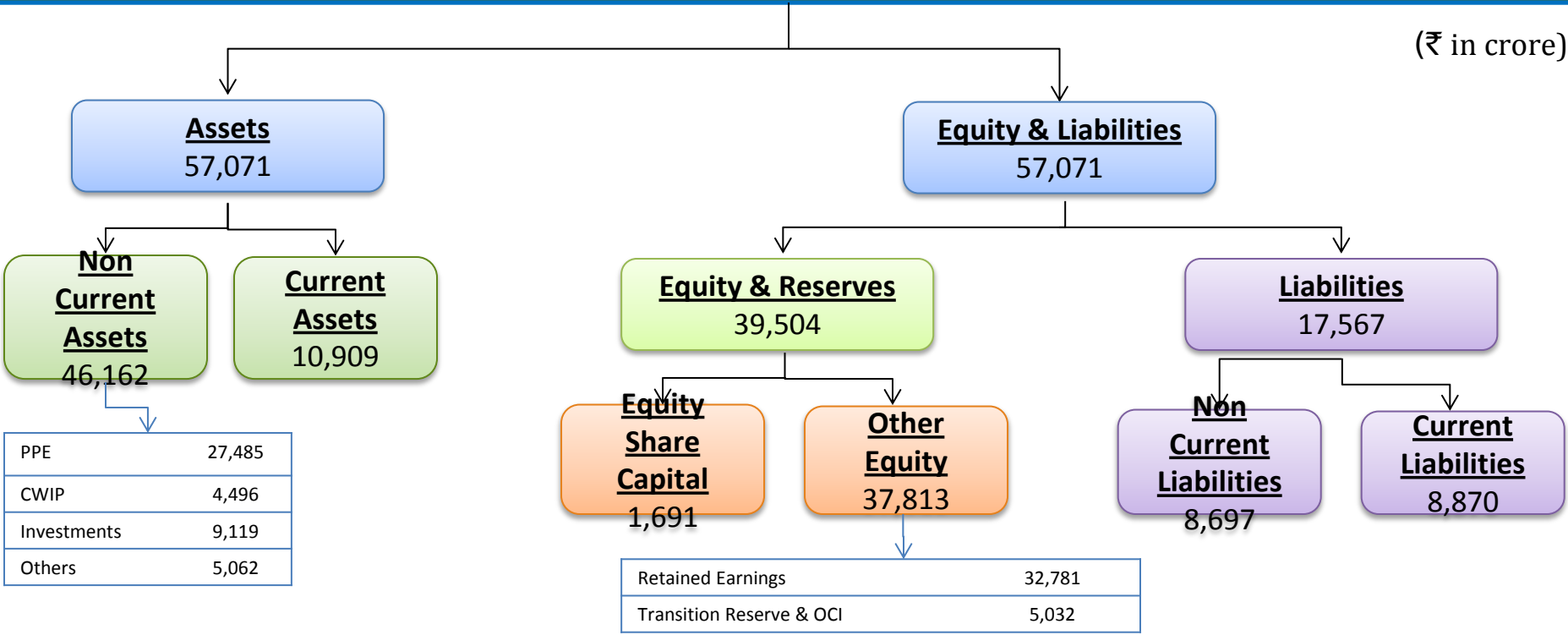
H1 FY17 vs. H1 FY18

(₹ in crore)



# Balance Sheet – 30th September 2017

(₹ in crore)



PPE	27,485
CWIP	4,496
Investments	9,119
Others	5,062

Retained Earnings	32,781
Transition Reserve & OCI	5,032

**Capital Employed**  
₹ 47,911 crore

**Net Worth\***  
₹ 34,310 crore

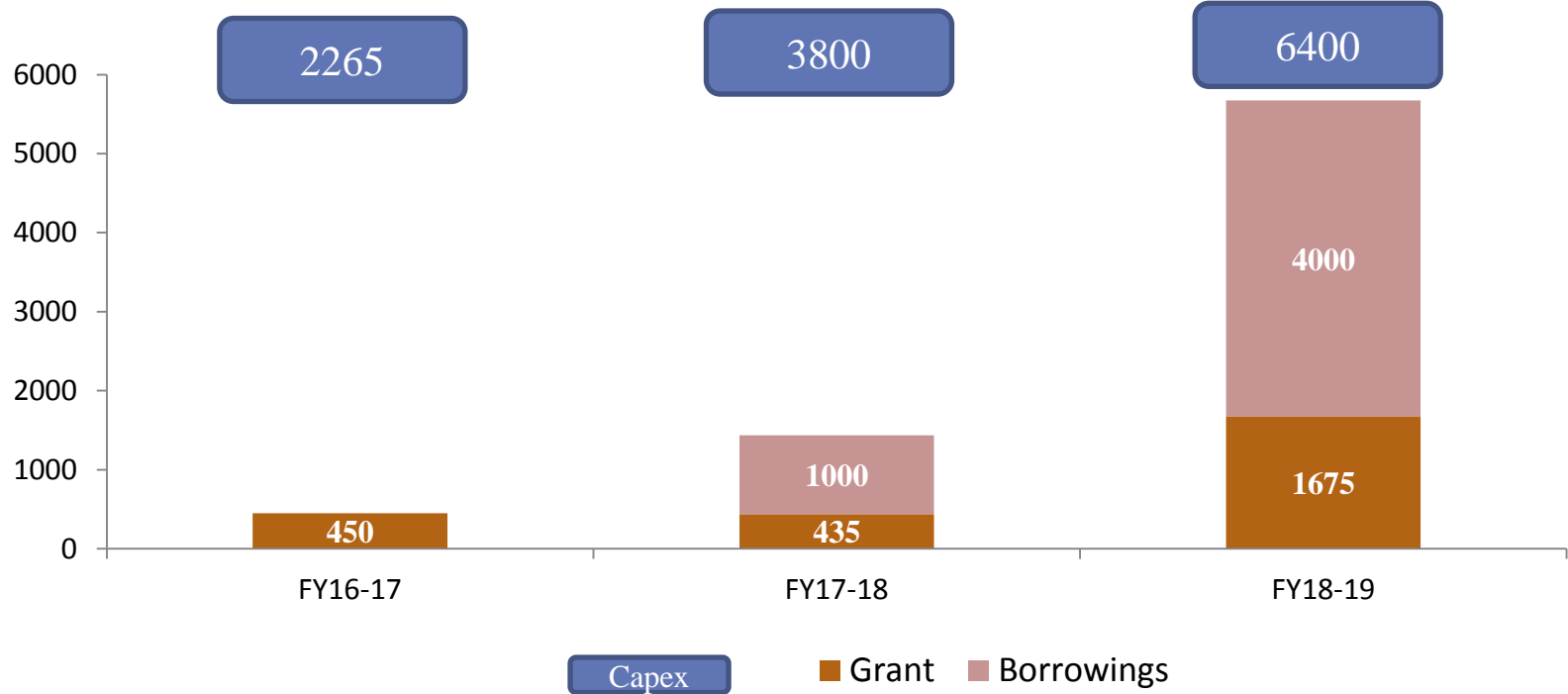
**Loan Outstanding**  
₹ 4,282 crore

As per companies' act



# Capex & Source of Funds

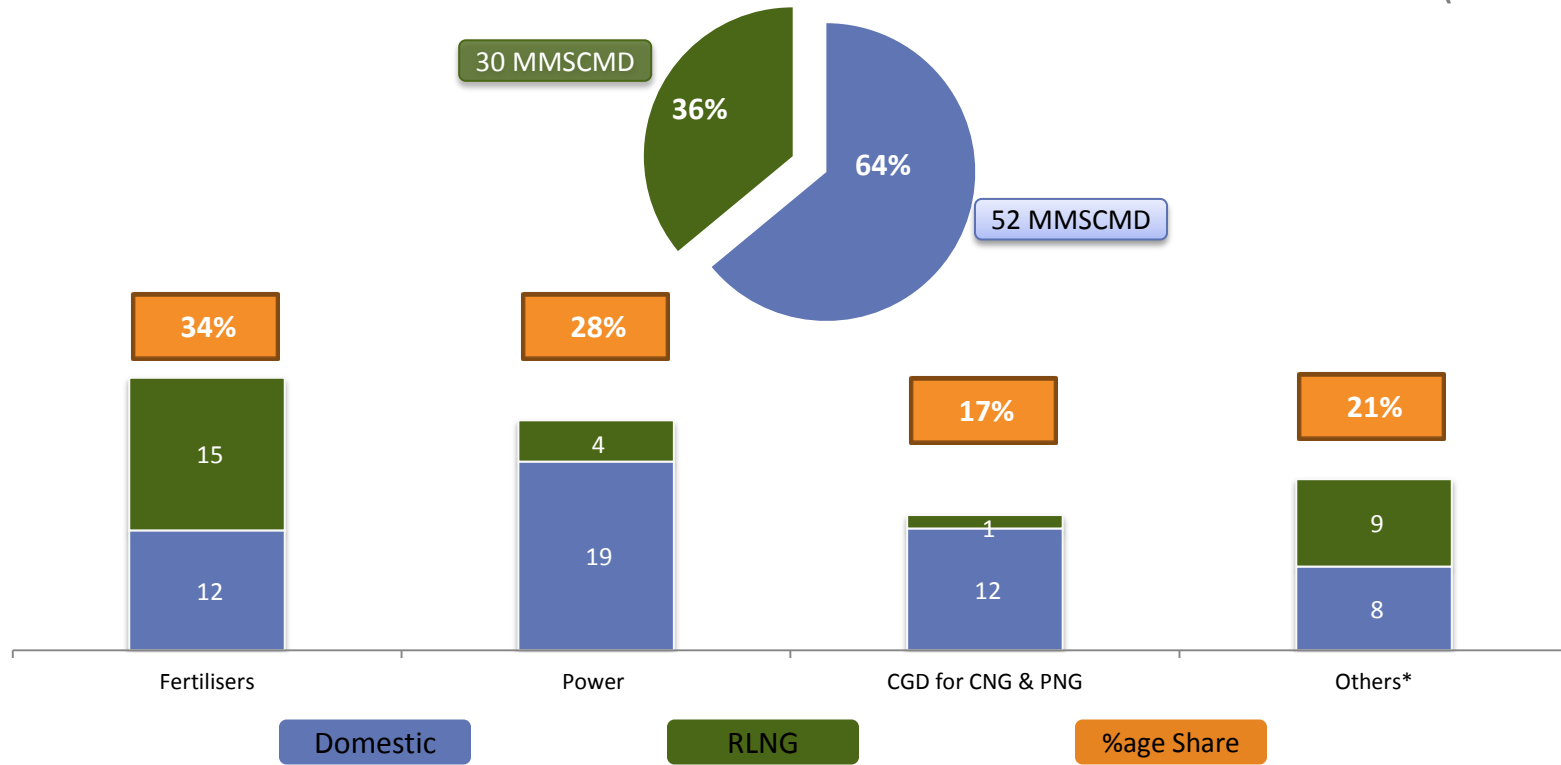
(in Rs crore)



1. Capex includes Operational Capex & Equity Investments

# Gas Sourcing & Sector Wise Supply – H1 FY18

(MMSCMD, % share)



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

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

# Thank you

