



## गेल (इंडिया) लिमिटेड

(भारत सरकार का उपक्रम – महारत्न कंपनी)

### GAIL (India) Limited

(A Government of India Undertaking - A Maharatna Company)

पंजीकृत कार्यालय:  
गेल भवन  
16 भीकाएजी कामा प्लेस, आर.के. पुरम  
नई दिल्ली-110066, इंडिया

Regd. Office:  
GAIL BHAWAN  
16 BHIKAIJI CAMA PLACE, R.K. PURAM  
NEW DELHI-110066, INDIA

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ND/GAIL/SECTT/2025

19.03.2025

- |                                                                                                                                                                                                                                        |                                                                                                                                                           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>1. Listing Compliance<br/>National Stock Exchange of India Limited<br/>Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,<br/>G Block, Bandra-Kurla Complex,<br/>Bandra (East), Mumbai – 400051<br/><b>Scrip Code: GAIL-EQ</b></p> | <p>2. Listing Compliance<br/>BSE Limited,<br/>Floor 1, Phiroze Jeejeebhoy Towers,<br/>Dalal Street,<br/>Mumbai – 400001<br/><b>Scrip Code: 532155</b></p> |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|

#### **Sub: Presentation to be made at the Non-Deal Road Show**

Dear Sir/Madam,

This is in continuation of our letter of even no. ND/GAIL/SECTT/2025 dated 05.03.2025.

This is to inform that in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Presentation to be made by the Company at the Non-Deal Road Show scheduled from March 24, 2025 till March 27, 2025, is attached.

This is for information and record.

Thanking you,  
Yours faithfully,

**(Mahesh Kumar Agarwal)**  
**Company Secretary**

Copy to:

- |                                                                                                                                                                       |                                  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| <p>1 Deutsche Bank AG, Filiale Mumbai<br/>TSS &amp; Global Equity Services<br/>The Capital, 14th Floor<br/>C-70, G Block, Bandra Kurla Complex<br/>Mumbai -400051</p> | <p>K/A- Ms. Bijal Patel</p>      |
| <p>2. Beacon Trusteeship Limited<br/>4C and D Siddhivinayak Chambers,<br/>Gandhi Nagar, Opposite MIG Cricket Club,<br/>Bandra East, Mumbai -400051</p>                | <p>K/A–Mr. Kaustubh Kulkarni</p> |



**GAIL (India) Ltd.**

# **Investors' & Analysts' Presentation**

9M FY'25



# Safe Harbor Statement

This presentation has been prepared by GAIL (India) Ltd (Company or GAIL) solely for providing information about the Company.

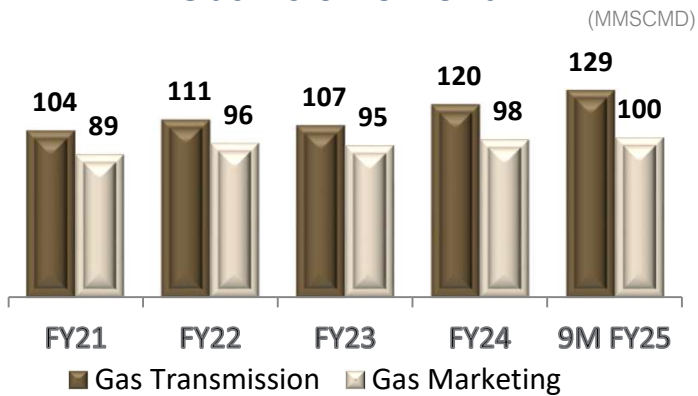
The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Company do not accept any liability whatsoever, direct or indirect, that may arise from the use of the information herein.

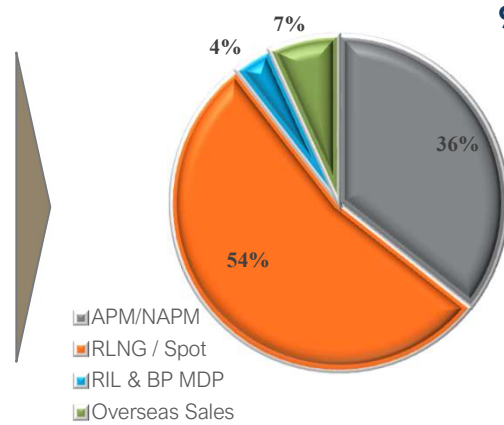
The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.

# Physical Performance

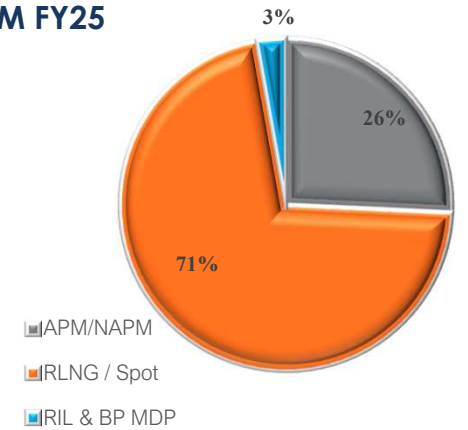
### Gas Volume Trend



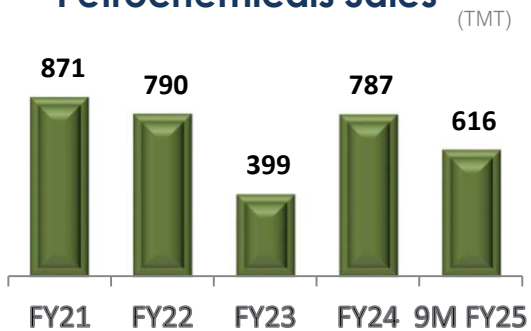
### Gas Marketing Mix



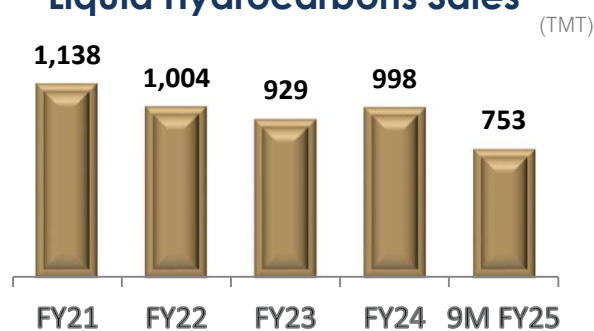
### Gas Transmission Mix



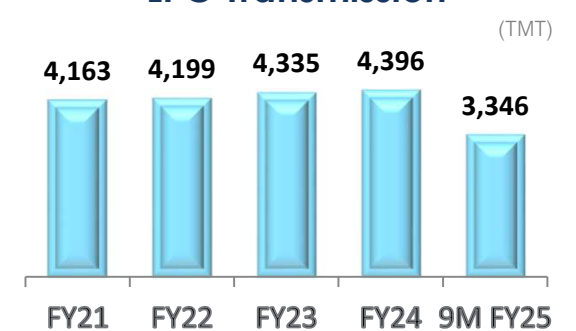
### Petrochemicals Sales



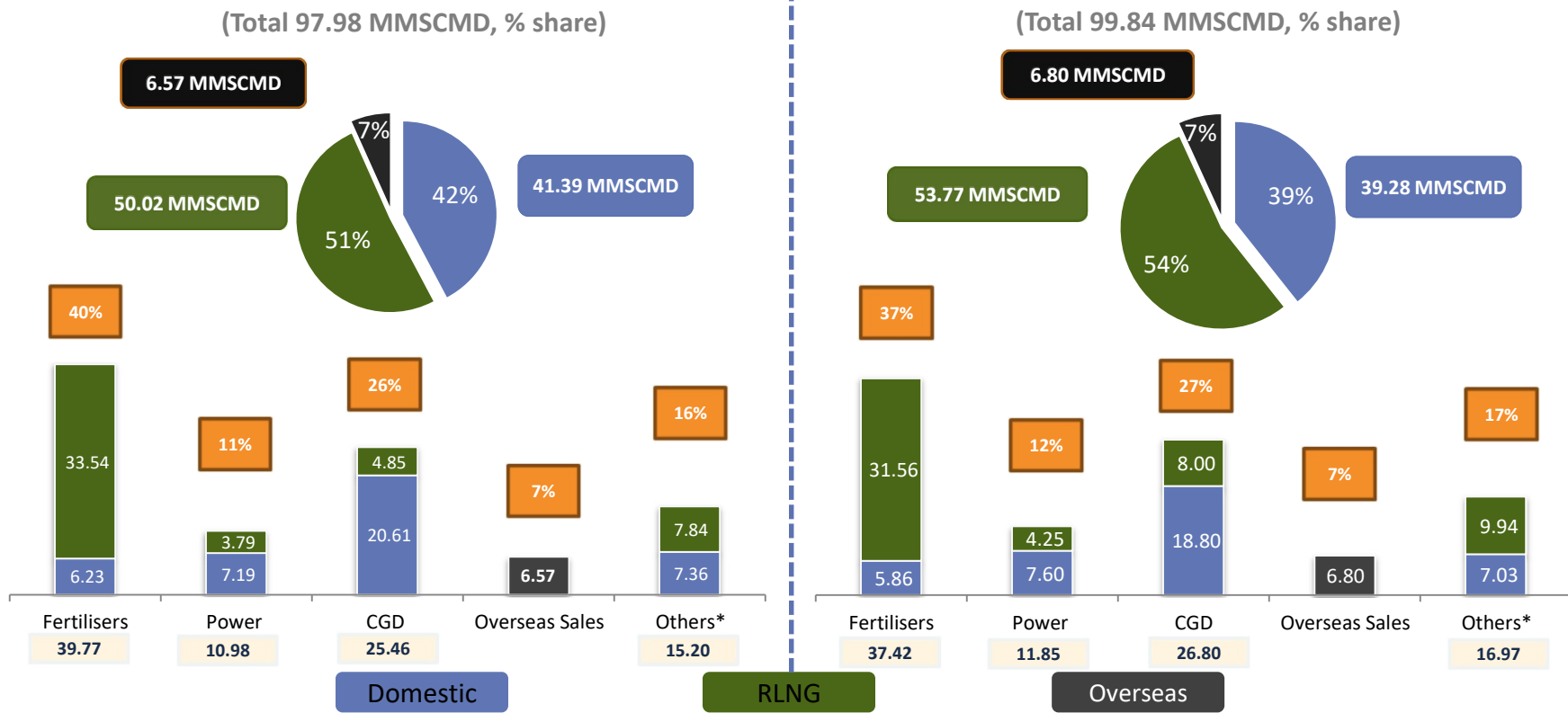
### Liquid Hydrocarbons Sales



### LPG Transmission



# Natural Gas Sector Wise Supply– 9M FY24 Vs. 9M FY25



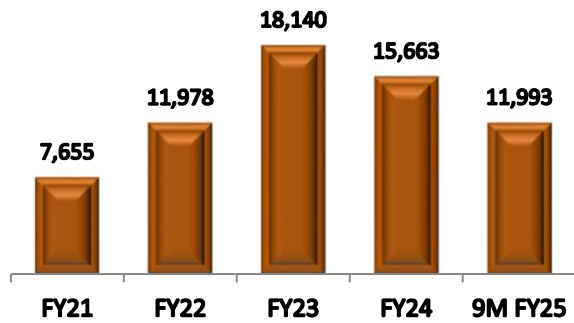
- ❑ Imported Gas primarily consists of Long Term RLNG, RLNG and Spot
- ❑ Major sources for domestic gas are ONGC (APM & MDP), Ravva, Ravva satellite, CBM etc.
- ❑ Highest demand of Natural Gas from Fertilizer, Power & CGD companies

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

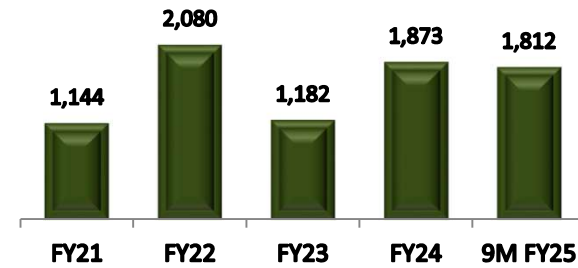
# Financial Performance (Standalone)

(USD million)

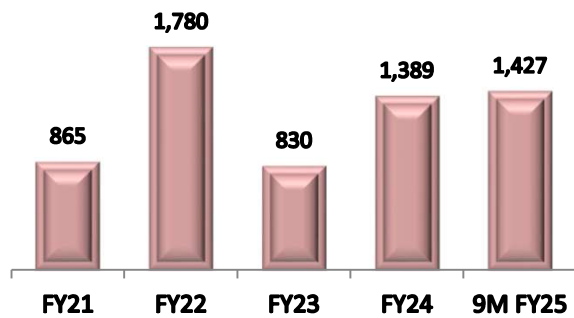
### Turnover (Gross)



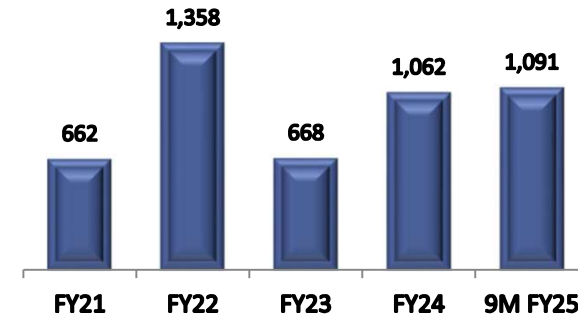
### Gross Margin (EBIDTA)



### Profit Before Tax



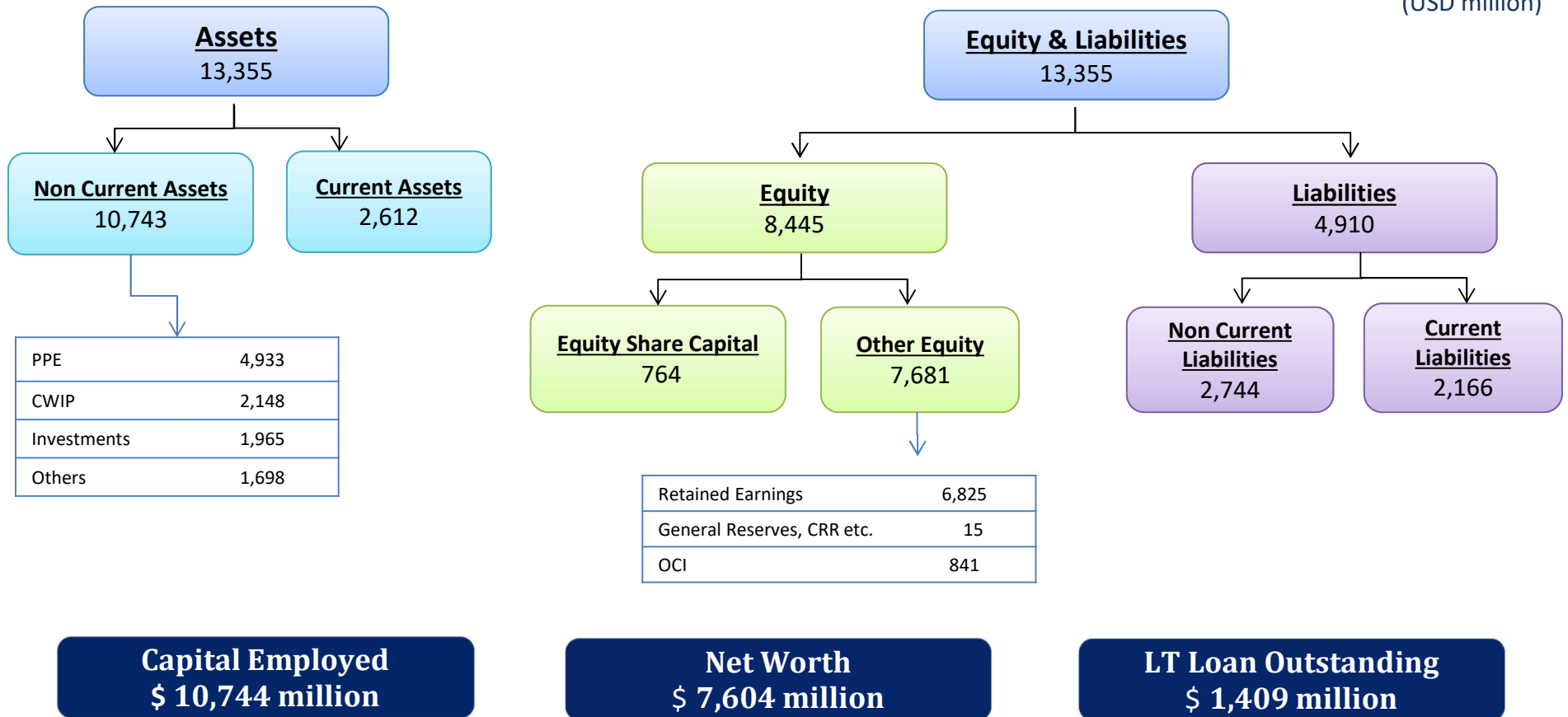
### Profit After Tax



NOTE: An exceptional income of ₹ 2,440 Crores (\$285 Million ) on account of arbitration settlement with M/s SMTS has been accounted for in 9M FY25 EBIDTA & PBT and reflected in PAT accordingly.

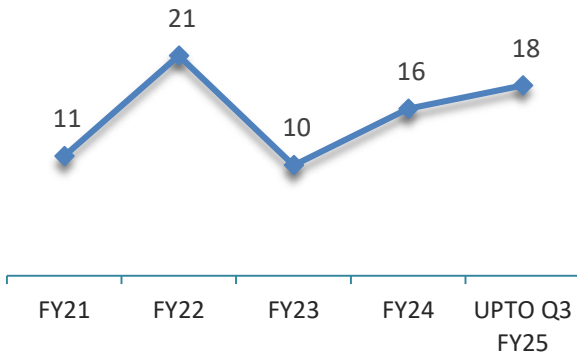
# Balance Sheet as on 31st December 2024 (Standalone)

(USD million)

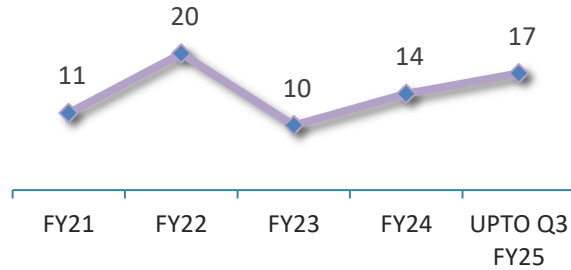


# Key Financial Ratios

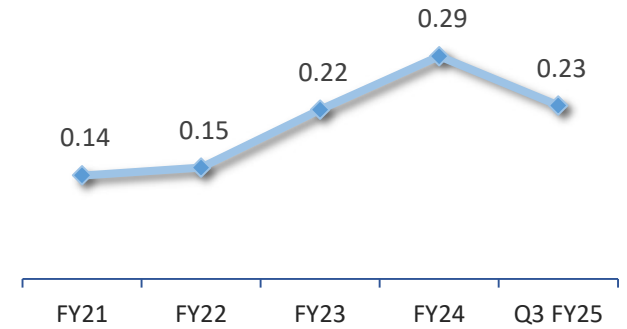
**PAT to Net Worth\* (in %)**



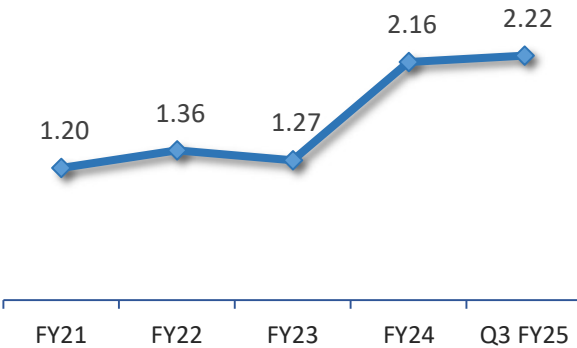
**Return on Capital Employed\* (in %)**



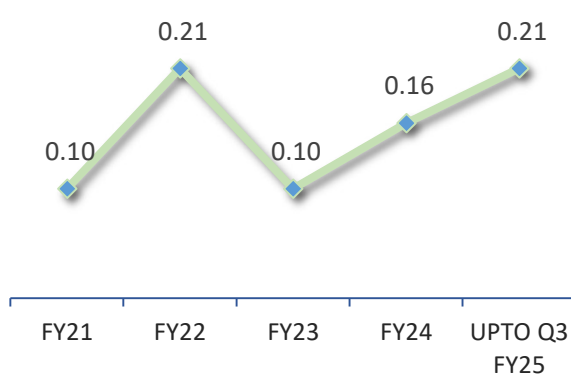
**Debt Equity Ratio**



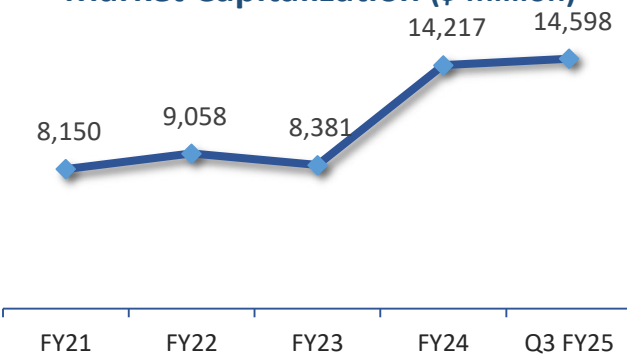
**Share Price (\$/Share)**



**Earning Per Share\*<sup>₹</sup> (\$/Share)**



**Market Capitalization (\$ million)**



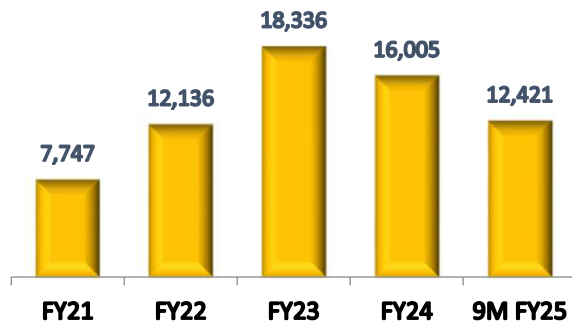
\*Figures are on annualised & includes Exceptional items  
 \$ Share Price & EPS for past periods are adjusted for Bonus issue & Buy Back



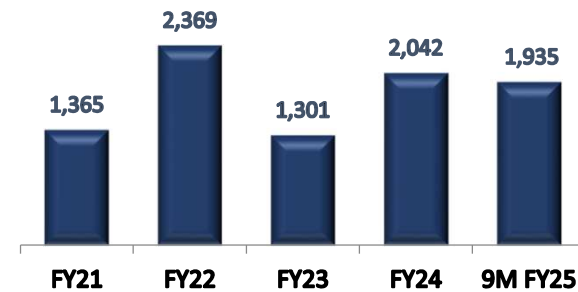
# Financial Performance (Consolidated Basis)

(USD million)

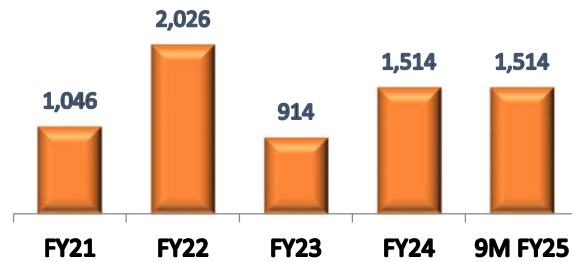
### Turnover (Gross)



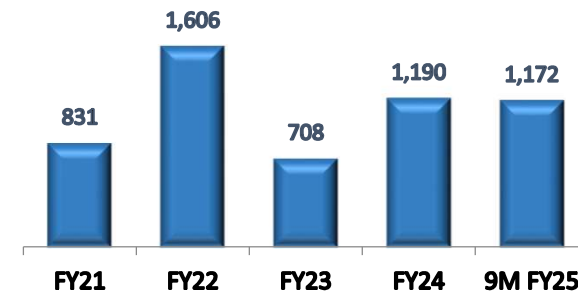
### Gross Margin (EBIDTA)



### Profit Before Tax



### Profit after Tax



NOTE: An exceptional income of ₹ 2,440 Crores (\$285 Million ) on account of arbitration settlement with M/s SMTS has been accounted for in 9M FY25 EBIDTA & PBT and reflected in PAT accordingly.

## Revenue Reconciliation on Consolidated Basis – 9M FY25

(USD million)

Entity	Revenue from Operations	Elimination	Consolidated Revenue from operations
GAIL	11,960	(803)	11,157
GG SPL	1,003	(717)	287
GG UI	546	(536)	9
TNG CL	26	-	26
GAIL GAS	1,081	(114)	967
BG CL	4	-	4
KLL	72	(72)	-
GM PL	-	-	-
<b>Consolidated Revenue From Operations</b>			<b>12,450</b>
Less: Other Operating Income			29
<b>Consolidated Turnover</b>			<b>12,421</b>

## PAT Reconciliation on Consolidated Basis (in USD million)

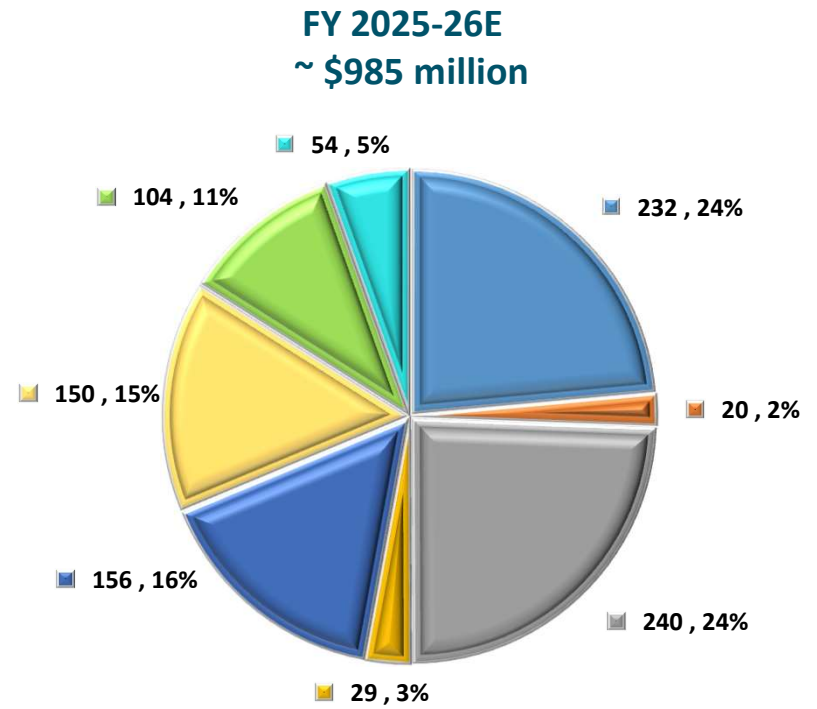
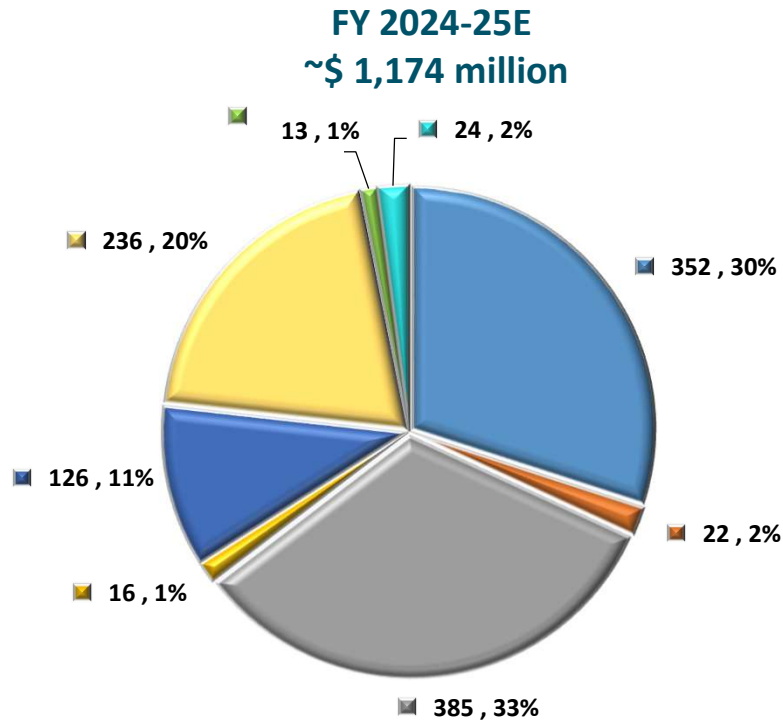
Particulars	% Share holding as on 31 <sup>st</sup> Dec 24	Investment (Net) on 31 <sup>st</sup> Dec 24	YTD Q3 FY25 Dec 2024
<b>GAIL</b>		<b>1,091</b>	<b>1,091</b>
<b>Subsidiaries*</b>		<b>559</b>	<b>11</b>
GAIL GAS	100%	243	41
GG SPL	100%	6	3
GGUI\$	100%	22	-1.65
Bengal Gas Company Limited	88%	79	-0.71
Konkan LNG Limited	93%	104	-32
TNGCL	49%	2	4
GMPL	100%	102	-2.71
Less.: Minority Interest	-		0.12
<b>Associates</b>		<b>335</b>	<b>122</b>
MGL	33%	4	30
PLL	13%	12	42
BCPL	70%	117	0.24
IGL	23%	4	33
Opal	4%	117	0
China Gas	3%	11	12
Fayum Gas	19%	1	0.24
Ramagundam Fertilizer	14%	32	5
ONGC Tripura Power Company Ltd	26%	38	-0.47
<b>Joint Ventures (JVs)</b>		<b>174</b>	<b>21</b>
MNGL	23%	3	12
CGD JVs & Others (BGL, CUGL, GGL, AGL ,VGL, TAPI,IGGL, BEOL, LJSCL,TFL)	-	171	9
<b>Adjustments</b>			
Elimination of Dividend	-		-62
Elimination Profit/Loss recognized from investments			-
Others			-11
<b>Consolidated*</b>			<b>1,172</b>

\* Excluding Minority interest of \$0.09 million

\$ Investment amount of GGUI net of Provision for impairment is \$0.88 million

# Capital Expenditure Profile\*

(USD million)



■ Pipeline 
 ■ City Gas Distribution (Equity) 
 ■ Petrochemical 
 ■ E&P 
 ■ Equity Investments 
 ■ Operational Capex & Others 
 ■ Net Zero/Renewables 
 ■ Other Projects

Capital Expenditure of \$658 million has been incurred till 9M FY24-25  
 \* Capital Expenditure include plan, non-plan and operational capex

**Thank You**

