



GAIL (India) Ltd.

India's Youngest Maharatna

Analysts' & Investors' Presentation

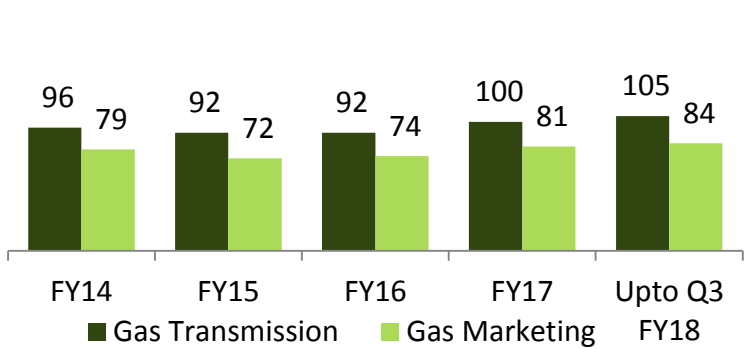
15th, 16th & 21st February 2018, Mumbai



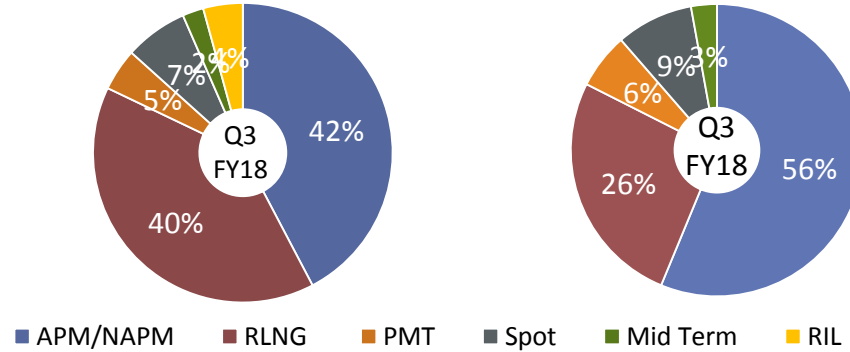
Physical Performance up to Q3 FY 2017-18

Gas Volume Trend

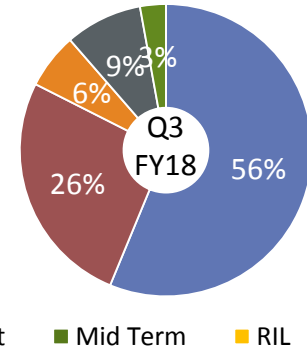
(MMSCMD)



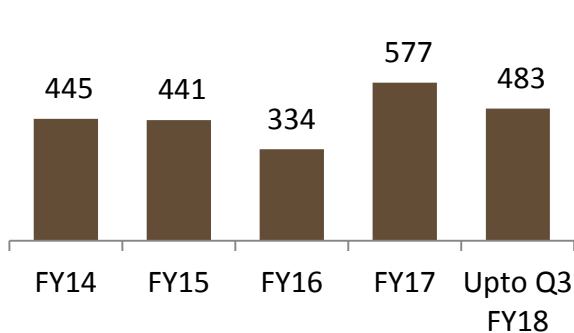
Gas Transmission Mix



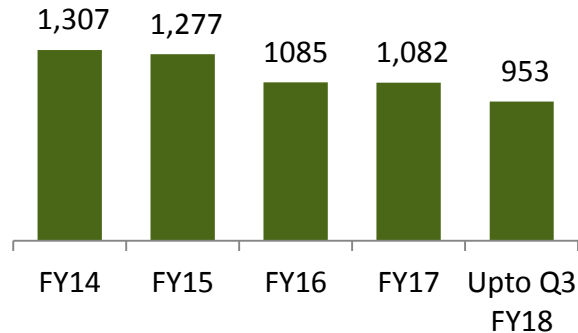
Gas Marketing Mix



Petrochemicals Sales

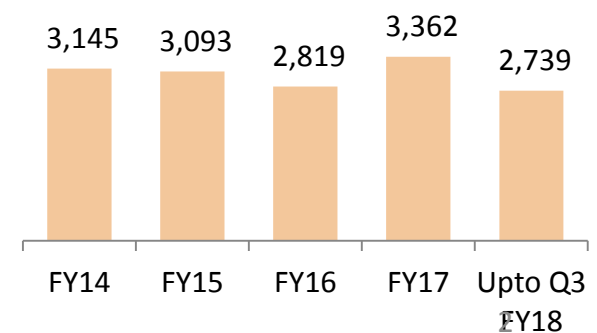


Liquid Hydrocarbons Sales



LPG Transmission

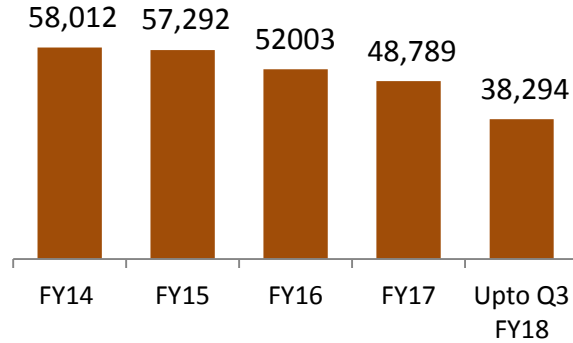
(TMT)



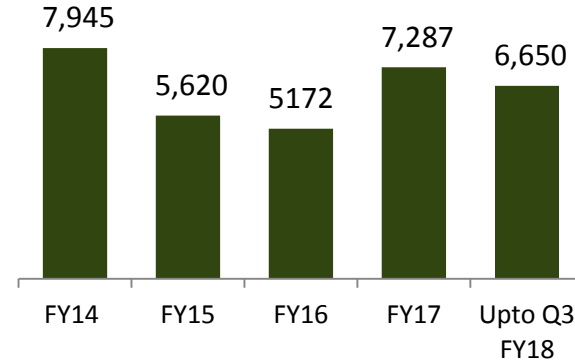
Financial Performance (Standalone)

(in Rs crore)

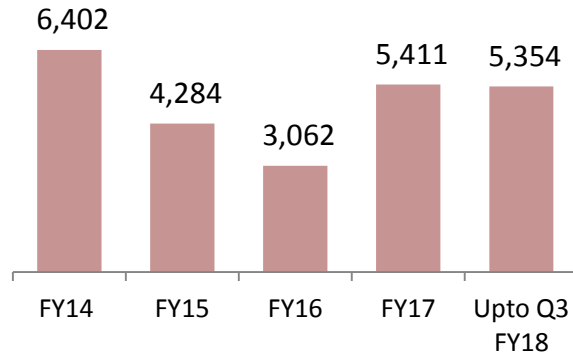
Turnover (Gross) *



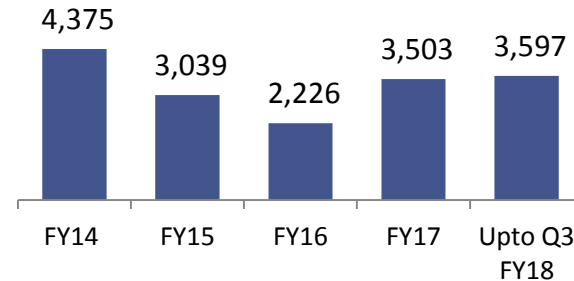
Gross Margin* (PBDIT)



Profit Before Tax (PBT)*



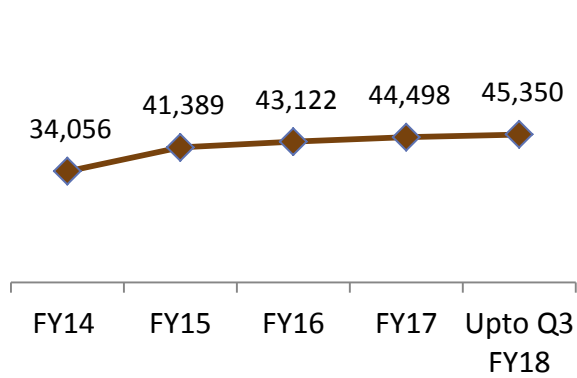
Profit After Tax (PAT) *



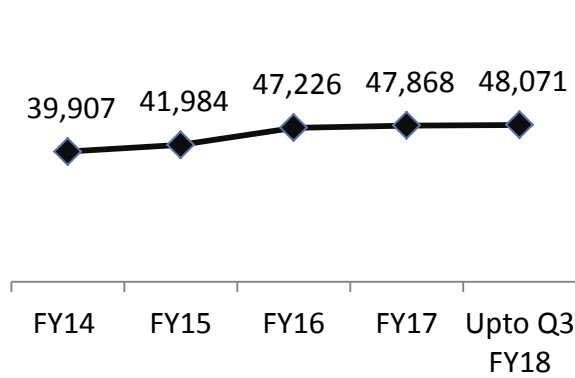
*Figures from FY 16 onward are as per Ind-AS

Financial Profile

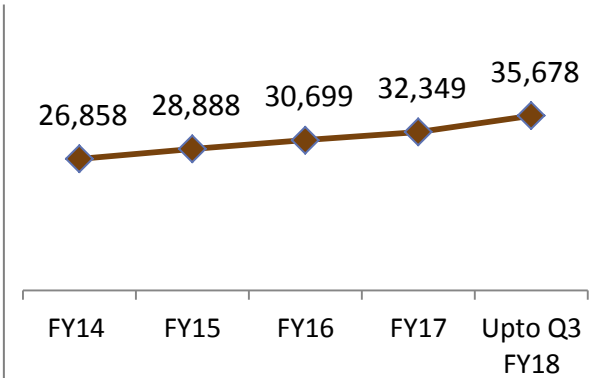
Gross Block (in RS crore)



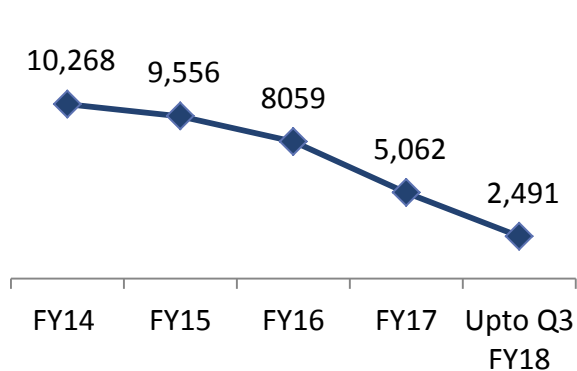
Capital Employed (in RS crore)



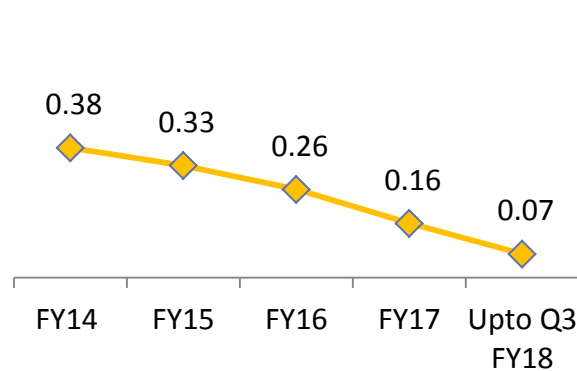
Net Worth (in Rs crore)



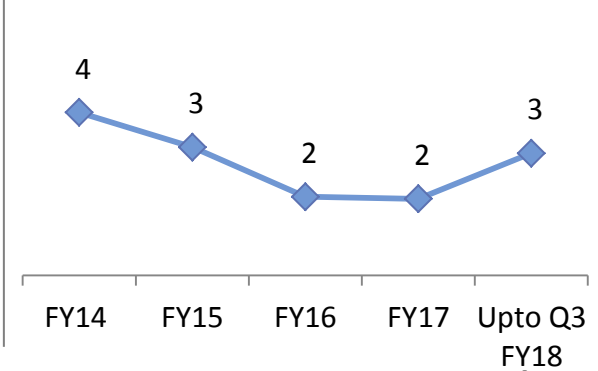
Loans (in RS crore)



Debt to Equity Ratio



Debt Service Coverage Ratio (DSCR)



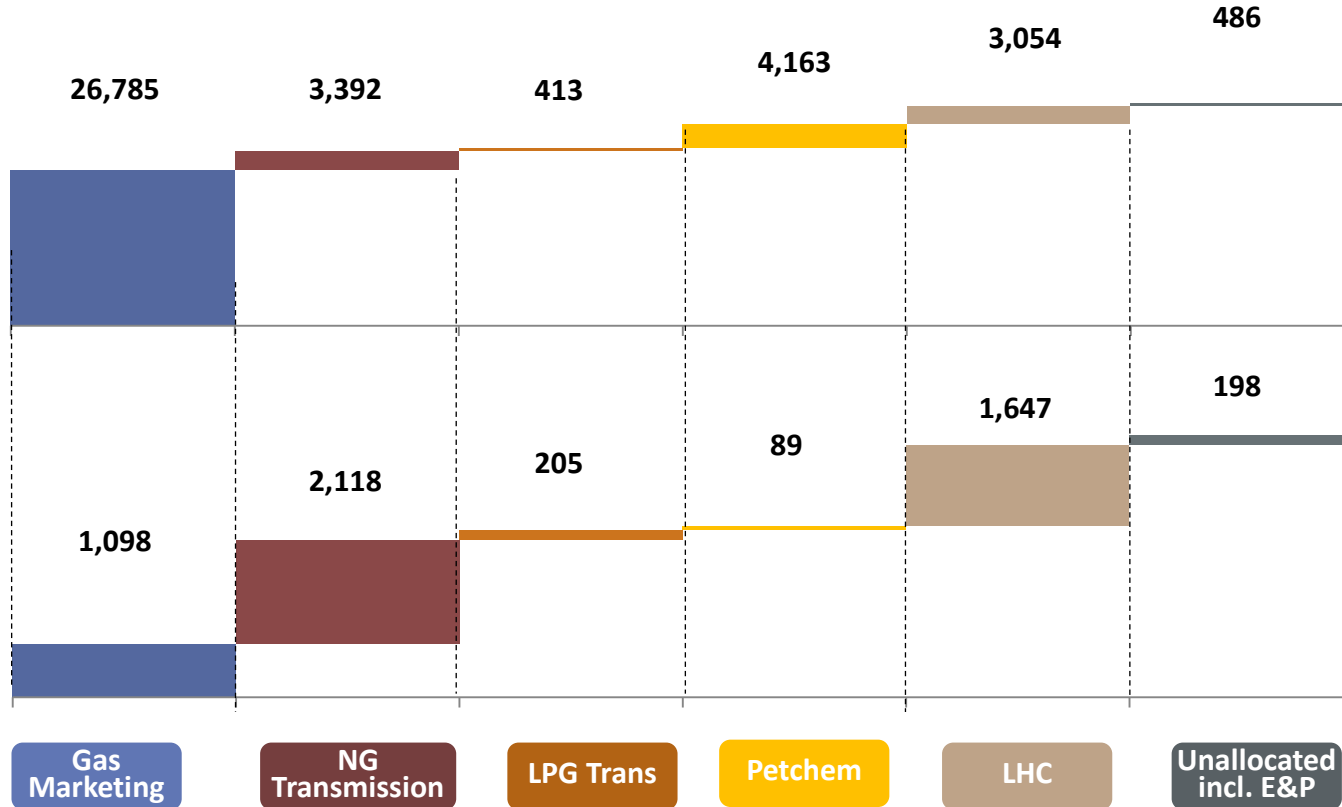
*Figures from FY 16 onward are as per Ind-AS, Network as per Companies Act 2013

Segment wise Share for Up to Q3 FY18 in Turnover & PBT

(in Rs. crore)

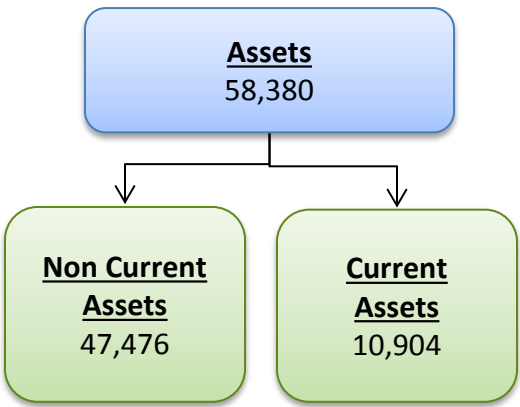
Turnover
(Rs. 38,294 crore)

Profit before Tax
(Rs. 5,354 crore)

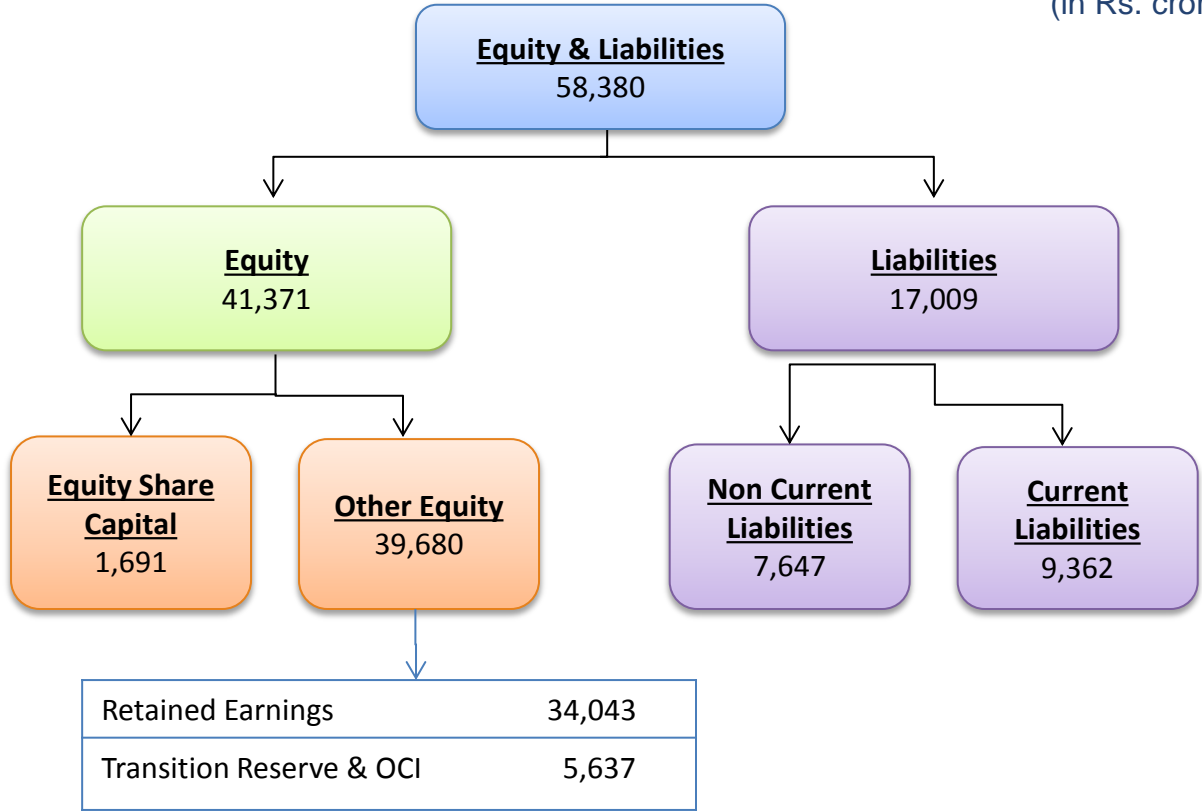


Balance Sheet – 31.12.2017

(in Rs. crore)



PPE	27,437
CWIP	4,881
Investments	9,634
Others	5,524



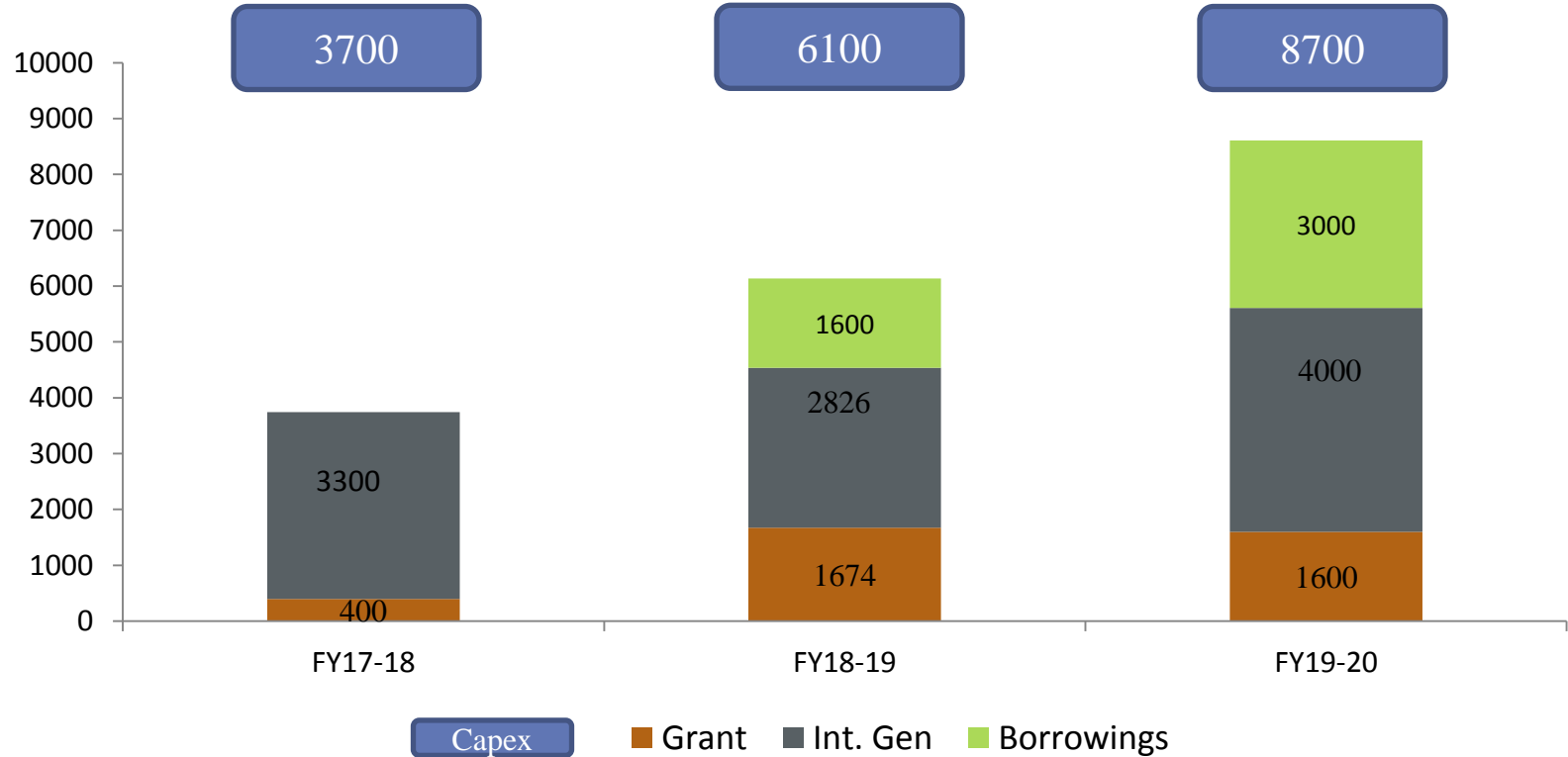
Capital Employed
₹ 48,071 crore

Net Worth
₹ 35,678 crore

Loan Outstanding
₹ 2,491 crore

Estimated Capex & Source of Funds

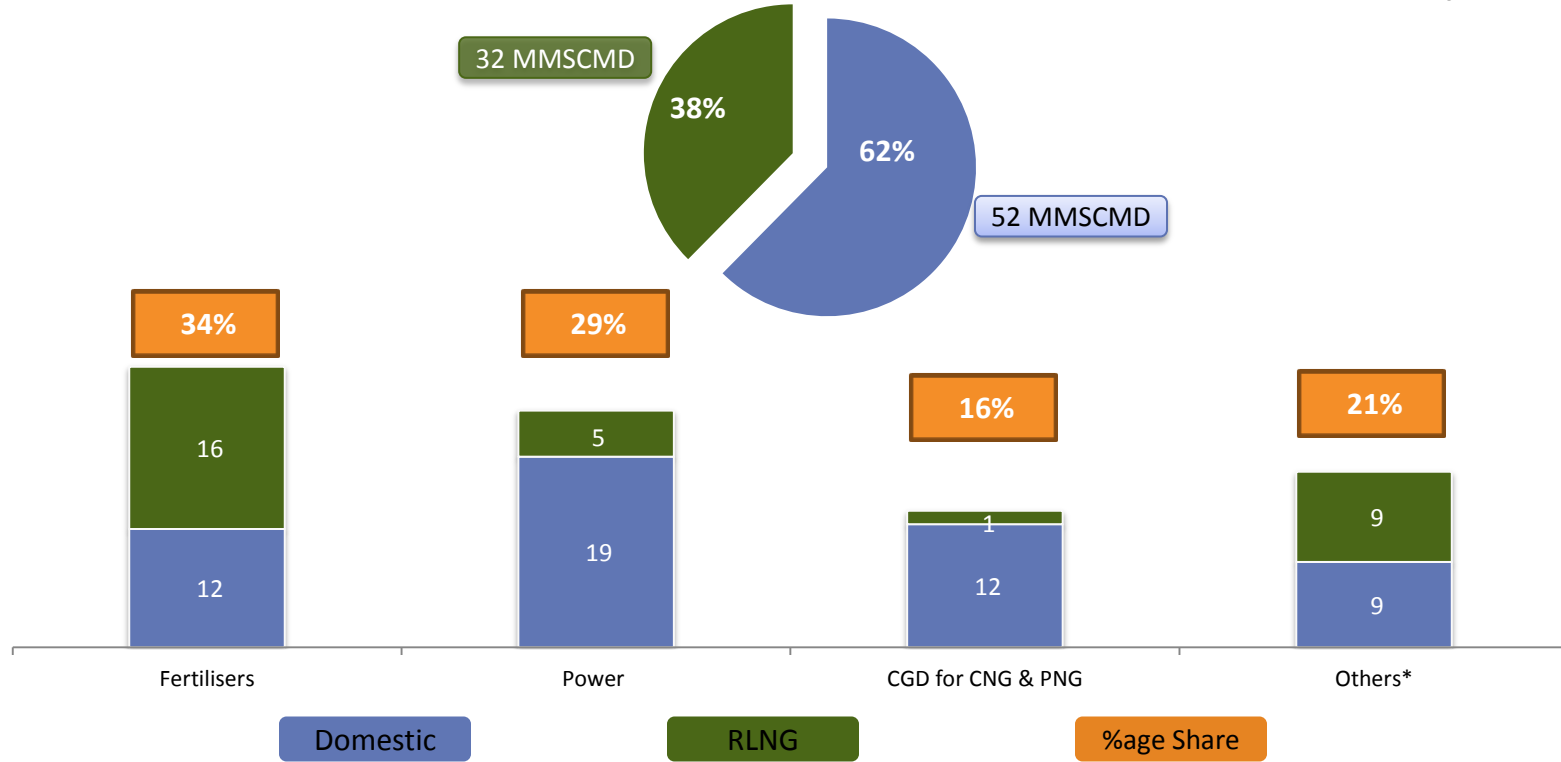
(in Rs crore)



* Capex includes Operational Capex & Equity Investments

Gas Sourcing & Sector Wise Supply – up to Q3 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

