



Tomorrow is Yours
With the eco-friendly fuel - Natural Gas



Energising everyday life



At GAIL (India) Ltd, we believe our contribution is fundamental to help energize everyday life of a fast developing trillion dollar Indian economy. Our journey commenced nearly three decades ago in August, 1984 as a Central Public Sector Undertaking (PSU) under the Ministry of Petroleum & Natural Gas (MoP&NG).

We were initially responsible for one of the largest cross-country Natural Gas Project Pipeline - construction, operation & maintenance of the Hazira - Vijaipur - Jagdishpur (HVJ) pipeline project - in the world. This 1800 Km long pipeline laid the foundation for the development of market for Natural Gas in India.

GAIL, after having started as a Natural Gas transmission company during the late eighties, has grown organically by building large network of Natural Gas Pipelines, LPG Pipelines, Gas Processing Plants and a gas based integrated Petrochemical plant.

GAIL Today

10,700 KM	210 MMSCMD	2,038 KM	3.8 MMTPA	30	0.41 MMTPA	7	1.4 MMTPA
Natural Gas Pipeline Network	Natural Gas Pipeline Capacity	LPG Pipeline Network	Transmission Capacity of LPG	Number of E&P Blocks in which GAIL is a stakeholder	Polymer Production Capacity	Number of Gas Processing Plants for Production of LPG and OLHCs	Production Capacity of LPG and OLHCs



Vision

Be the Leading Company in Natural Gas and Beyond, with Global Focus, Committed to Customer Care, Value Creation for all Stakeholders and Environmental Responsibility.

Mission

To accelerate and optimise the effective and economic use of Natural Gas and its fractions to the benefit of national economy.





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Visible across the



Natural Gas

- Over 10,700 kms of network
- Expanding to 15,000 kms
- Sophisticated Gas management System
- Pursuing for expansion of markets
- Participation in RGPPL (5 MMTPA LNG Regasification Facility)



Exploration & Production

- A part of vertical integration
- Participation in 30 blocks (Operator - 3 blocks)
- Presence in Myanmar & US



City Gas Distribution

- Serving over 10 lakh vehicles & 10 lakh households through Subsidiary & Joint Ventures
- GAIL Gas Limited, 100% subsidiary, has setup CGD Network in Dewas, Sonapat, Kota, Meerut, Agra, Firozabad, Vadodara & Panvel

entire Gas Value Chain



Petrochemical

- Domestic market share – 20%
- Petrochemical Plant in Pata (UP) with capacity of 0.41 MMTPA
- Doubling the capacity by FY 2014
- Participation in BCPL & OPaL



Pressure Pipes, OFC Ducts, Blow Molded Containers, Thin Films, Monofilament, Raffia etc.



Raffia, Wire and Cable, Pipe Coating, Injection Moulding, Film, Rotomoulding, Coating / Lamination



Liquid Hydrocarbons

- 7 Gas Processing units producing LPG, Propane, Pentane & Naphtha etc.
- LPG Transport Capacity 3.8 MMTPA (2038 Kms.)



Manufacture of Textiles, Glass, Picture Tubes, Automobile, Bearings, Forging, Casting, Melting industry, Paint shops of major car manufactures, Ceramics, Brick Kilns, Drying Ovens, Metal Industry, Refrigerant in AC, etc.



Artificial ice formation, Low temperature thermometers, Solvent extraction processes, Blowing agent in plastics, Pesticides, Production of ISO and normal Pentane



Power & Renewables

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

Group Strength

Subsidiaries



GAIL Gas Limited



Brahmaputra Cracker and Polymer Limited



GAIL Global (Singapore) Pte. Limited



GAIL Global (USA) Inc.



GAIL Global (USA) LNG LLC
(subsidiary of GAIL Global (USA) Inc.)

Joint Ventures

- Aavantika Gas Limited
- Bhagyanagar Gas Limited
- Central U.P. Gas Limited
- GAIL China Gas Global Energy Holdings Limited
- Green Gas Limited
- Indraprastha Gas Limited
- Mahanagar Gas Limited
- Maharashtra Natural Gas Limited
- ONGC Petro-additions Limited
- Petronet LNG Limited
- Ratnagiri Gas and Power Private Limited
- Tripura Natural Gas Corporation Limited

We are an equity partner in two retail gas companies in Egypt, namely Fayum Gas Company (FGC) and National Gas Company (Natgas). GAIL has a representative office in Cairo, Egypt to pursue business opportunities in Africa and the Middle East.

GAIL is a part of a consortium in two offshore E&P blocks in Myanmar and also holds participating interest in South East Asia Gas Pipeline Company Limited incorporated for transportation of gas to be produced from two blocks in Myanmar to China.

At GAIL, we aspire to emerge as an integrated hydrocarbon major with significant upstream and downstream interests by 2020.

Leading the Way

India's No. 1 Natural Gas Company

Asia's No. 1 Gas Utility*

World's No. 1 Downstream Company*

* Global Platts Ranking of Energy Companies

Shareholder Information

Equity Share ISIN - INE129A01019

Stock Exchange

Security Code

BSE

532155

NSE

GAIL

Accreditation

- AAA - Highest domestic credit rating from ICRA, CARE and CRISIL
- Baa2 - Corporate issuer rating by Moody's International, Hong Kong
- Assigned a long-term foreign currency issuer default rating of BBB- with a negative outlook by Fitch Ratings
- In line with the latest global standards of GRI, which is the de-facto international benchmark and externally assured with application level A+
- ISO 9001, ISO 14001 and OHSAS 18001 accreditations, committed towards creating, maintaining and ensuring quality products with a safe and clean environment

Major Highlights of FY- 13

TURNOVER

₹ 47,333 Cr - YoY Growth 18%

17%+

10 year **Turnover CAGR**

EBITDA

₹ 7,234 Cr - YoY Growth 16%

8%+

10 year **EBITDA CAGR**

PAT

₹ 4,022 Cr - YoY Growth 10%

9%+

10 year **PAT CAGR**

Growing with Green Energy

2013

- Achieved Maharatna Status
- Commissioned Dabhol Terminal
- Capacity Booking in Cove Point LNG terminal

2012

- Signed GSPA for TAPI Pipeline
- 2200 km Dahej-Vijaipur- Bhathinda pipeline dedicated to the Nation

2011

- First PSU to acquire shale gas acreage in US
- Subsidiary in US
- Signed Henry Hub linked LNG deal

2004

- Dahej Vijaipur Pipeline
- Subsidiary company in Singapore

2001

- Asia's largest JLPL LPG transmission Pipeline

1999

- First Petrochemical Plant at Pata

1997

- Navratna Status

1990

- First LPG plant

1987

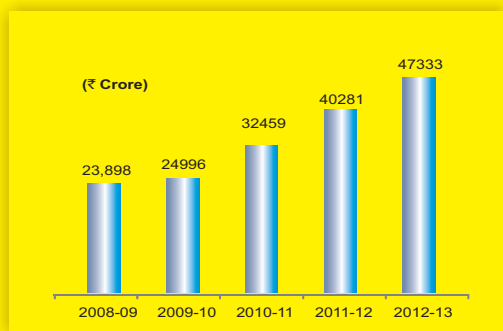
- India's first Gas Pipeline - HVJ - Commissioned

1984

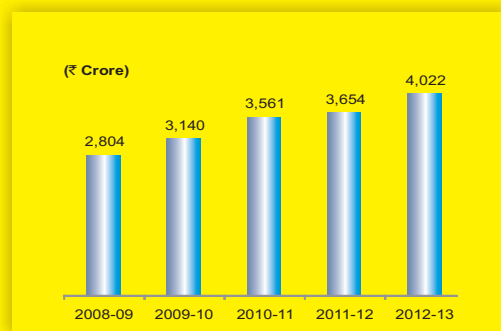
- Birth of GAIL for Natural Gas Transmission and Marketing

Energised Performance

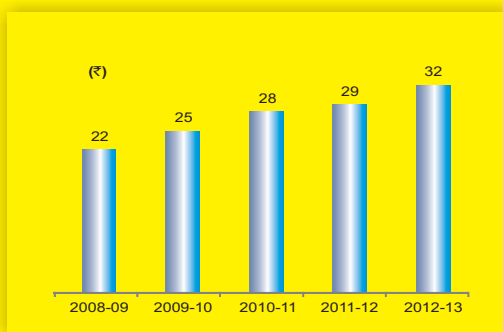
Turnover (Net of ED)



PAT



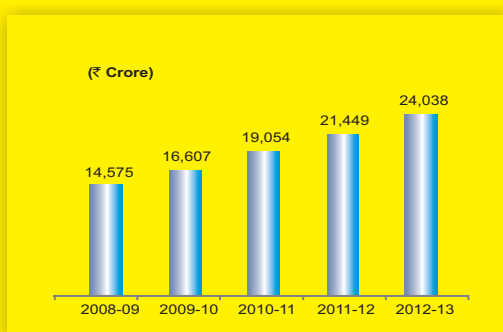
Earnings Per Share



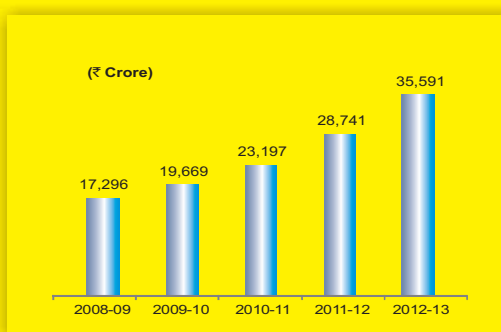
Dividend Per Share



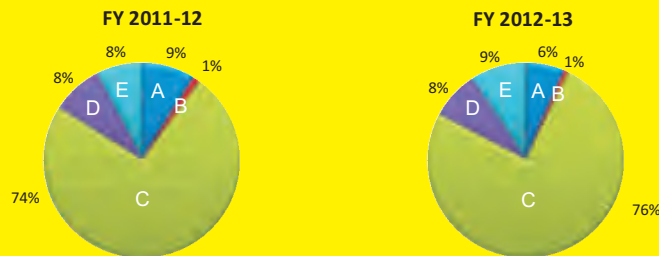
Net Worth



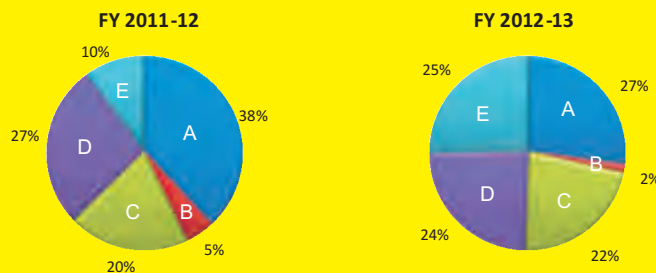
Capital Employed



Segment-wise Breakup of Turnover (%)



Segment-wise Breakup of Profit Before Tax (%)



A NG Transmission B LPG Transmission C NG Trading D Petrochemicals E LHC

% share in Turnover & Profit Before Tax is excluding Unallocated Segment

1

Human Resources

Your Company lays strong emphasis on attracting and acquiring best talent and also on efficient deployment of manpower on right jobs as per business requirements of the Company.

Your Company maintained congenial industrial relations during the year. No person days or person hours were lost on account of industrial conflict or any other disturbance.

Amongst 'India's 100 Best Companies to Work For', for the 2nd Consecutive Year*

*Source: As per 'India's Best Companies to Work For Study 2013' conducted by Great Places to Work For Institute, India.

Momentum of a Maharatna

As India's youngest **Maharatna**,
we have created a strong foundation for long-term growth.

Operates

3/4th

of the total natural gas pipeline
transmission in India

Contributes to more than

1/2

of the natural gas
sold in India

Produces

1/5th

of polyethylene
produced in India

Responsible for

1/4th

of India's total
LPG pipeline transmission

Produces LPG for every

10th

LPG cylinder in India

Supplies gas for about

1/2

of India's fertilizer produced

Supplies gas for about

1/2

of India's gas-based
power generation

Responding to the Energy Challenge

At GAIL, we believe India's growing population and sustained economic growth will continue to drive the demand for energy. These trends will be shaped by other important considerations like energy security, affordability and environmental concerns.

The factors may accelerate the journey towards more diverse sources of energy supply, with emphasis on lower carbon footprint, enhanced efficiency and demand management. We are strengthening our core capability to meet the country's energy challenge.

By expanding our portfolio of upstream assets in the coming years, we are well equipped to help meet the country's growing energy needs. We also entered into a Memorandum of understanding (MoU) with EDF Trading North America, LLC for cooperation in the areas of North American upstream equity gas investments, gas supply to export facilities and LNG supply optimization.

Deals Undertaken

- 1) Signed 3.5 MMTPA long-term LNG supply contract with Sabine Pass Liquefaction LLC for a term of twenty years
- 2) Long-term LNG supply contract for 2.5 MMTPA from Russia with Gazprom Marketing and Trading Singapore Ltd for a term of 20 years
- 3) Signed 20 years liquefaction tolling capacity agreement with Dominion Resources Inc. for liquefying 2.3 MMTPA of Natural Gas at the Cove Point LNG liquefaction terminal, U.S.
- 4) Entered into three-year contract for 0.72 MMTPA LNG supply with Gas Natural Fenosa, Spain
- 5) Signed two-year contract for 0.36 MMTPA LNG supply with Gaz de France, France
- 6) Signed 30 years gas sales purchase agreement with Turkmen Gaz for the import of 38 MMSCMD of Natural Gas through TAPI pipeline

Creating a Strong Pipeline Network

During the current financial year, we have completed

commissioning of various pipeline networks and auxiliary systems, having a length of about 1,300 km, which include the following:

- 1,000 km Dabhol-Bengaluru Pipeline Project
- 164 km Ludhiana to Jalandhar and Saharanpur to Haridwar sections of Bawana-Nangal Pipeline Spur Line Project
- Last mile consumer connectivity (74 km) extended to 34 numbers of consumers for supplying around 7.96 MMSCMD gas

Your Company is implementing the following major Natural Gas pipelines:

- Kochi-Koottanand-Bengaluru/Mangalore Pipeline (Phase-II)
- Jagdishpur-Haldia Pipeline
- Surat-Paradip Pipeline

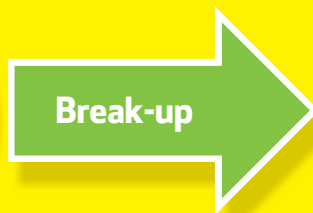
Dabhol LNG Regasification Capacity

During the year, we commissioned a 5 MMTPA LNG regasification facility at Dabhol in Maharashtra as owner's engineer and we will be its commercial operator for 25 years, underwriting the terminal capacity.

Our Green Energy is Empowering Lives

At GAIL, a major facet of sustainable development is assessing and managing our environmental footprint and community interventions with diligence and foresight.

Total investments in Corporate Social Responsibility (CSR) during 2012-13



Thrust-wise Allocation

Area	Amount (in ₹ Crores)
Educational/Literacy enhancement	11.33
Infrastructure development	8.86
Skill Development/Empowering	24.67
Community development	22.87
Healthcare/Medical Facilities	9.71
Drinking water/ Sanitation	4.62
Environment protection/Horticulture	0.60
Natural Calamity and other CSR Heads	9.34

Empowering Communities

An enabling approach towards the community lies at the heart of our operations at GAIL. We have in place a comprehensive system to undertake such initiatives. It helps us identify and implement programmes for the community with a project-based approach. Standardized agreements are signed with external partners with distinct timelines to complete the project within the schedule.

Throughout the project lifecycle, we meticulously monitor every step to ensure the sustainability of our interventions. Once completed, these projects will play a major role in helping elevate the lives of people in the community

Education

- Undertook Padho aur Badho initiative to provide non formal education (NFE) and mainstreaming support to 7,500 children through NFE centres across various slums of East, West and South Delhi, Noida and Ghaziabad
- Provided specialized coaching to 100 underprivileged students for admission into premier engineering institutions of the country including IITs and NITs etc. under the GAIL Utkarsh programme at Kanpur, Uttar Pradesh. 23 students have secured admission in various IITs across the country.
- Operated E-shiksha mobile unit, providing computer

education to 1500 students in Guna district, Madhya Pradesh

- Invested ₹ 1.5 Crores towards the construction of hi-tech central library at Chikaballapur, Karnataka
- Infrastructure & equipment provision in the form of IT facilities, smart classes, drinking water facilities, construction of college buildings, libraries, scientific labs in various regions of Uttar Pradesh, Madhya Pradesh, Gujarat, Goa and Rajasthan.

Infrastructure Development

- Improved the connectivity between villages, towns and cities by constructing village roads, community centres, approach roads and culverts.
- Constructed community toilets and other facilities in identified villages around GAIL's work centres for sustainable community development and promoting hygiene/sanitation.
- Forming bonds within the community through construction of community centre.
- Constructing social infrastructure like Police control room to facilitate interaction between villagers and police authorities
- Undertaking Development work like construction of roads and installation of Handpump/borewells at Bhandara district, Maharashtra.

Skill Development/Empowerment

- Trained over 2,800 youths through employment-linked skill development programme in the tribal regions of Dediapada, Gujarat, and backward regions of Guna, Madhya Pradesh and Tandur, Andhra Pradesh
- Imparted skills training in embroidery, stitching and tailoring, apparel/dress making, handicrafts, beauty culture and others to over 2000 women living in the Delhi/NCR slums under Project GARIMA
- Creation and promotion of livelihood opportunities for 25 tribal villages of Jhabua, M. P. through Market Linked Skill Development in Briquette Making from Bio waste & Fodder Waste residue, Goatery, Poultry and Organic Farming under Project ANHAD GRAM
- Provided vocational training courses in apparel-making, Beautician course, embroidery, handicraft making, web designing, blanket weaving in various regions of UP, MP, Delhi /NCR, Gujarat and Rajasthan.

Healthcare Initiatives

- Provided medical outreach programme covering over 2 Lacs people at four major work centres in Pata, (Uttar Pradesh) Vijaipur, Jhabua and Khera (Madhya Pradesh)

through project AROGYA

- Organized medical camps in rural areas to cater to patients suffering from diseases, such as tuberculosis, cancer, thalassemia and others; arranged camps in villages for eye screening and cataract operations
- Upgraded telemedicine centre in a government hospital in Uttar Pradesh
- Contributed towards provision of ambulances, sound-proof rooms, audio centres, diagnostic equipment, computerised ECG equipment, bio-chemistry analyser to various hospitals
- Established vitreo-retinal unit in an eye hospital in Madhya Pradesh
- Established STI Clinic in Madhya Pradesh & Uttar Pradesh and also organised HIV/AIDS Awareness Camps in U.P. and M.P to address the issue.
- Organized Eye care camp to support prevention of blindness and disseminating awareness
- Distributed free medicines to Epilepsy patients.

Initiatives for Differently-abled people

- Provision of specialized vehicles, wheelchairs, reading equipment for differently-abled people.
- Trained the disabled student affected with Cerebral Palsy to use computers & wheelchairs.

Water Management and Community Development

- Started an Integrated Watershed Development and Management project covering nearly 40 water-scarce villages to make them water sufficient and environmentally sustainable
- Collaborated with Sulabh Sanitation Mission Foundation for sanitation in the selected villages of Guna, Madhya Pradesh and Auraiya, Uttar Pradesh
- Undertook rain water harvesting at most of the work centres for captive consumption
- Initiated water projects Beheti dhara and Jaldhara at Vijaipur, Madhya Pradesh, leading to better water management
- Provided better technology access and market linkages to sell products in 25 tribal villages of Jhabua, Madhya Pradesh under project Anhad Gram

Environment Protection

- Developed a green belt spanning over 17.2 Million square metres, which is approximately 41% of our total land holdings - much beyond regulatory requirements