



**GAIL (India) Ltd.**

India's Youngest Maharatna

# Analysts' & Investors' Presentation

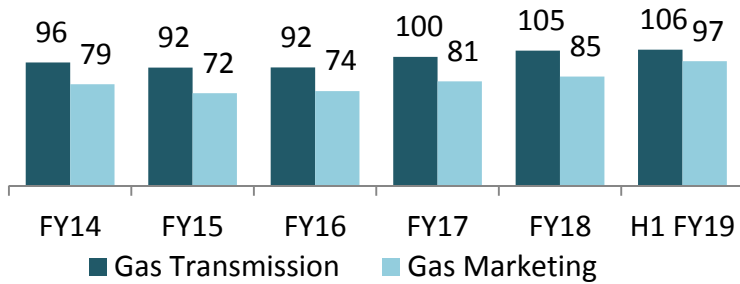
November, 2018



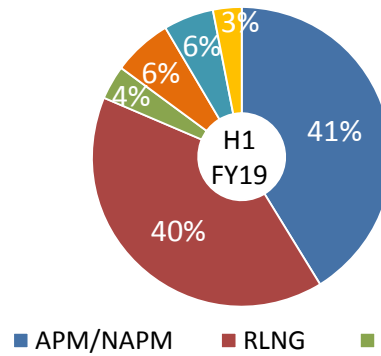
# Physical Performance

### Gas Volume Trend

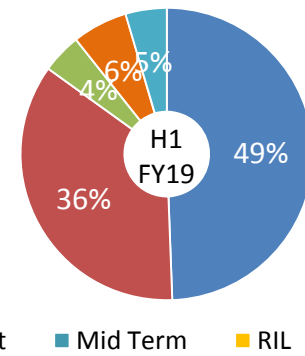
(MMSCMD)



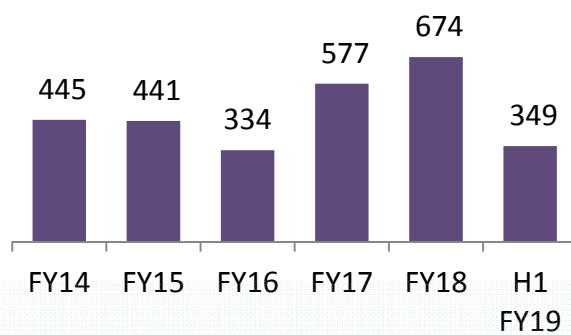
### Gas Transmission Mix



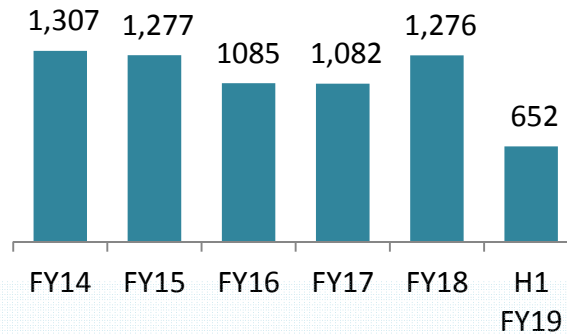
### Gas Marketing Mix



### Petrochemicals Sales

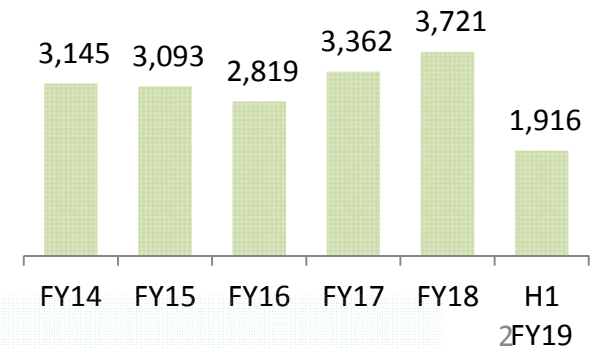


### Liquid Hydrocarbons Sales



### LPG Transmission

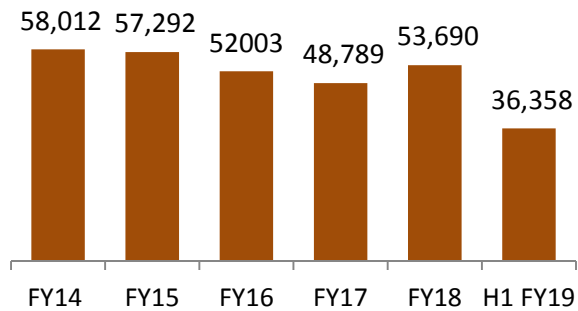
(TMT)



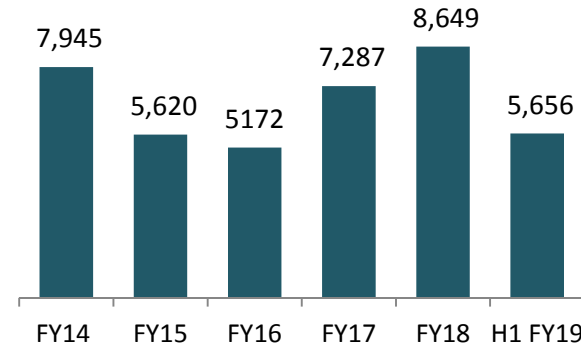
# Financial Performance (Standalone)

(in Rs crore)

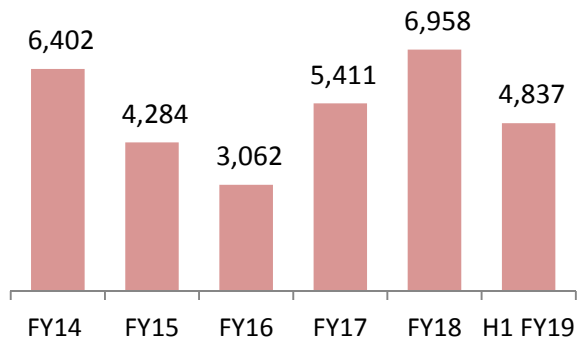
### Turnover (Gross) \*



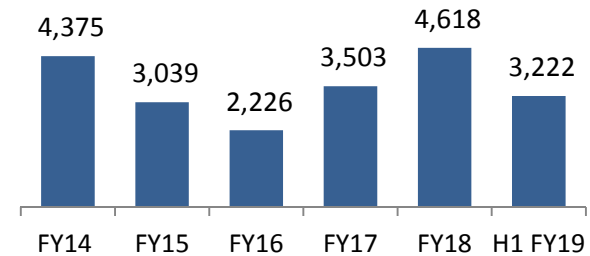
### Gross Margin\* (PBDIT)



### Profit Before Tax (PBT)\*



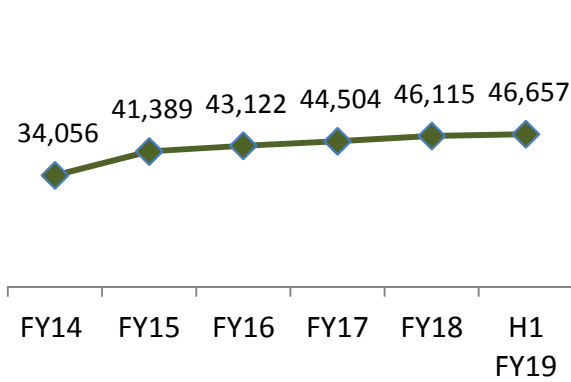
### Profit After Tax (PAT) \*



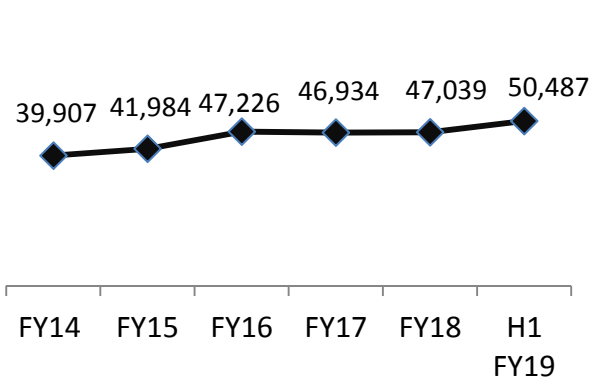
\*Figures from FY 16 onward are as per Ind-AS

# Financial Profile

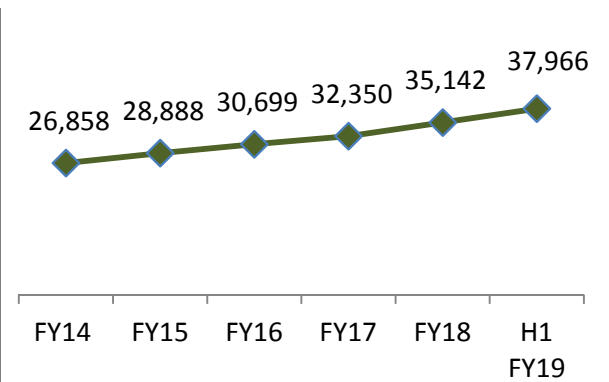
### Gross Block (in Rs. crore)



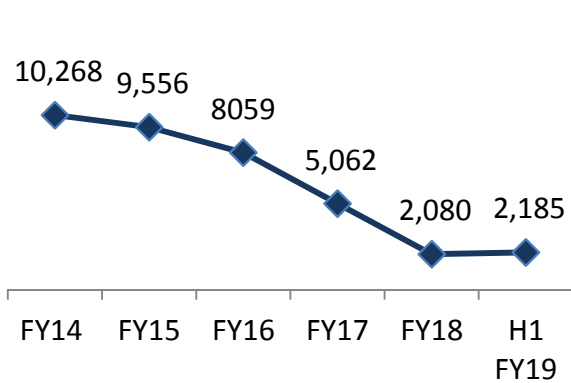
### Capital Employed (in Rs. crore)



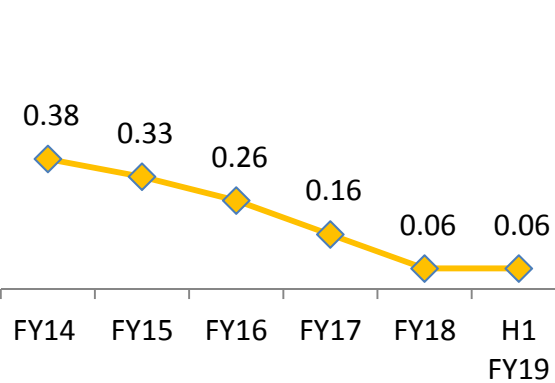
### Net Worth (in Rs. crore)



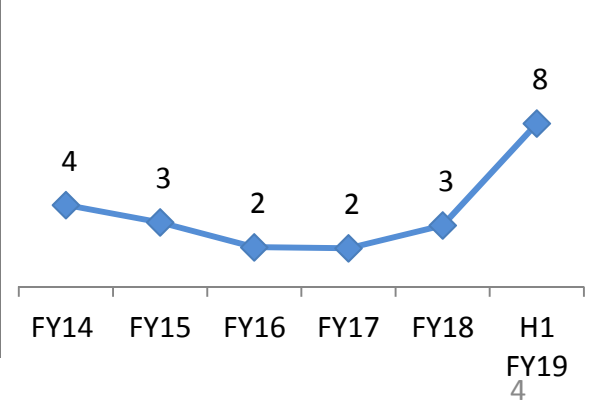
### Loans (in Rs. crore)



### 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

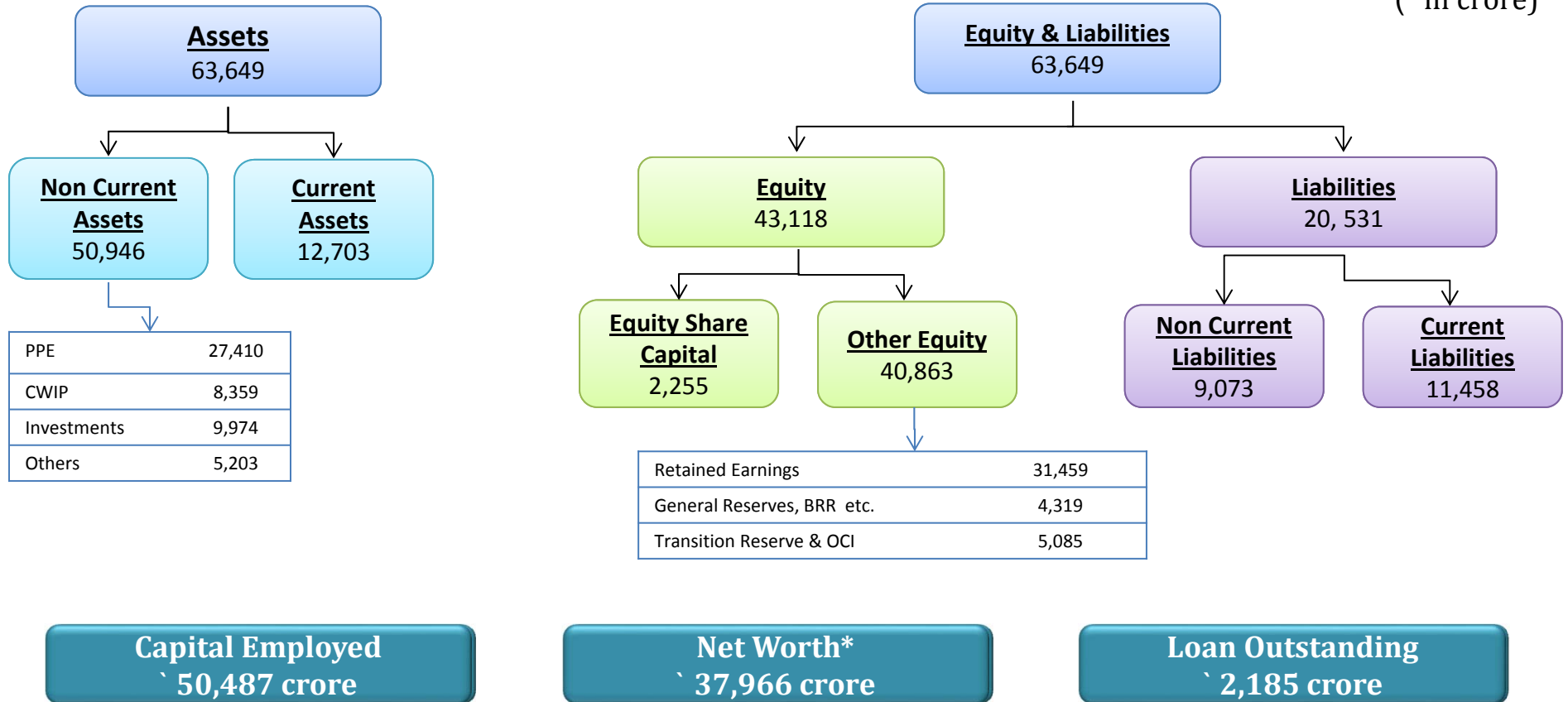
## Segment Wise Financial Performance

(` in crore)

Particulars	FY 2017-18	H1 FY 2018-19
<b>SALES TURNOVER (GROSS)</b>		
Natural Gas Transmission	4,446	2,551
LPG Transmission	558	287
Gas Marketing	38,021	27,650
Petrochemicals	5,788	3,344
LPG & Other Liquid Hydro Carbons	4,179	2,245
Unallocated	698	282
<b>Total Turnover</b>	<b>53,690</b>	<b>36,358</b>
<b>PROFIT BEFORE TAX (PBT)</b>		
Natural Gas Transmission	2,815	1,569
LPG Transmission	273	131
Gas Marketing	1,256	1,596
Petrochemicals	106	316
LPG & Other Liquid Hydro Carbons	2,304	1,297
Unallocated	204	(71)
<b>TOTAL PBT</b>	<b>6,958</b>	<b>4,837</b>

# Balance Sheet as on 30<sup>th</sup> September 2018

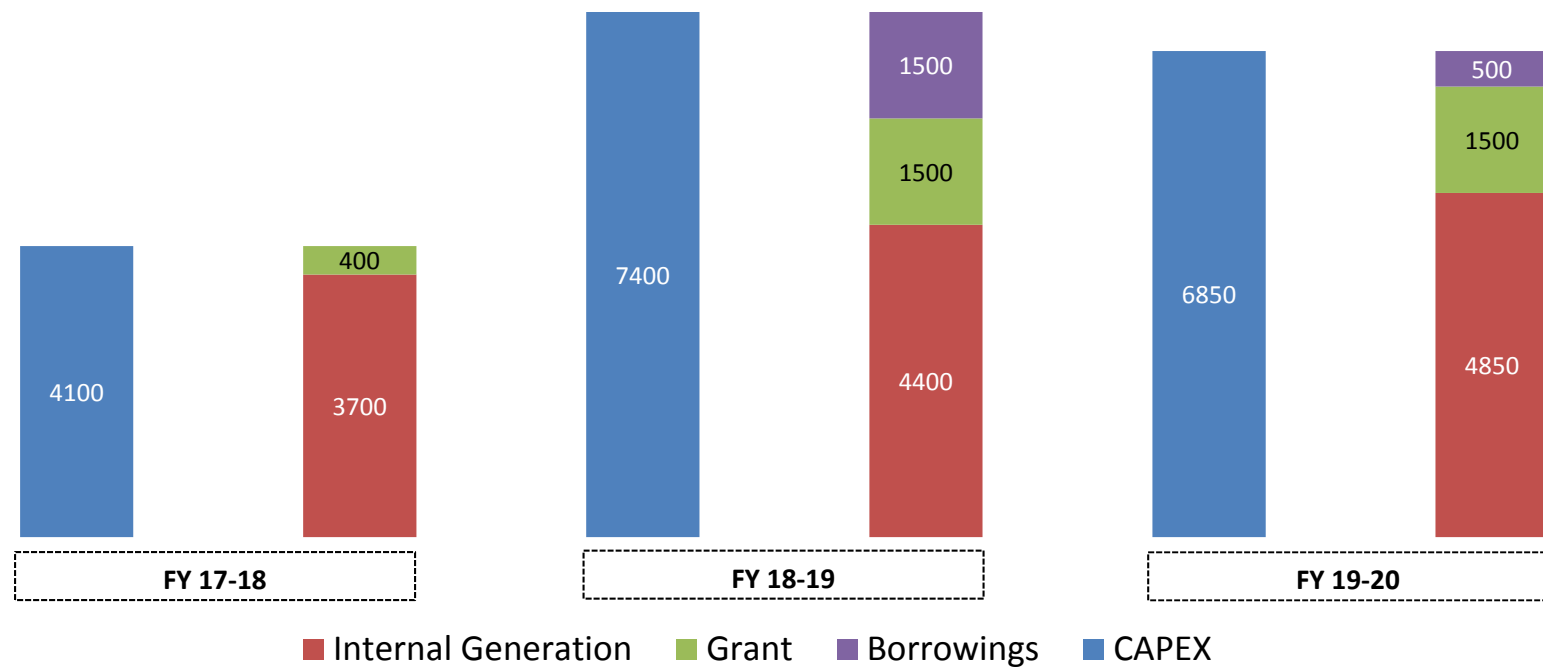
(` in crore)



\* as per companies' Act

# Capex & Source of Funds

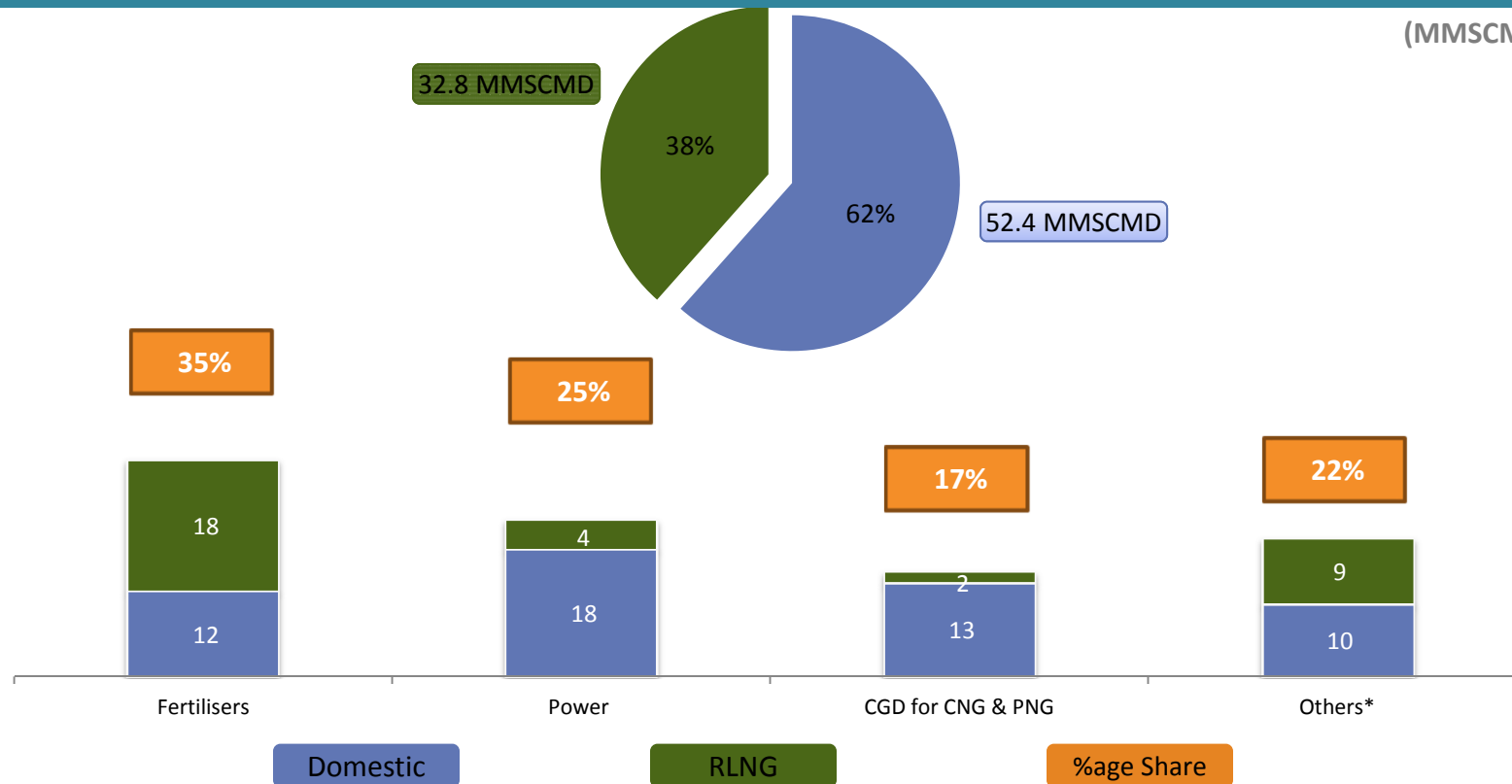
(in Rs. crore)



Capex till H1 FY19 is Rs 2,882 crores

# Gas Sourcing & Sector Wise Supply – Q2 FY19

(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

