



**GAIL (India) Ltd.**

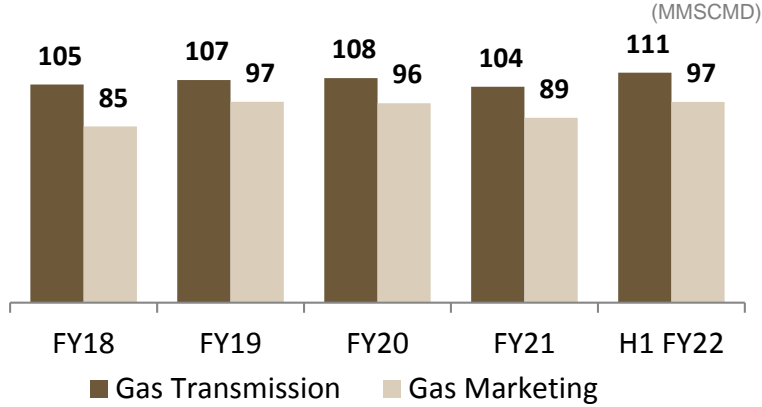
# **Investors & Analysts' Presentation**

**2Q FY22**

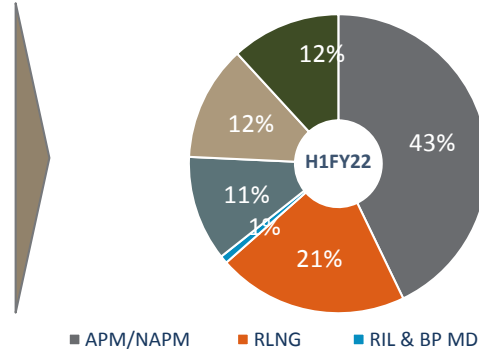


# Physical Performance

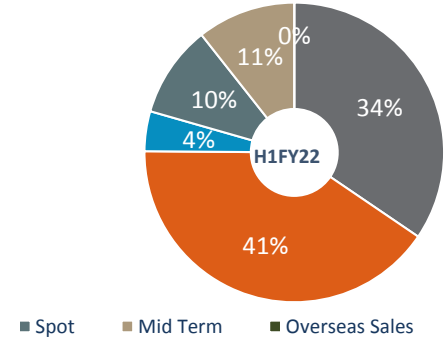
## Gas Volume Trend



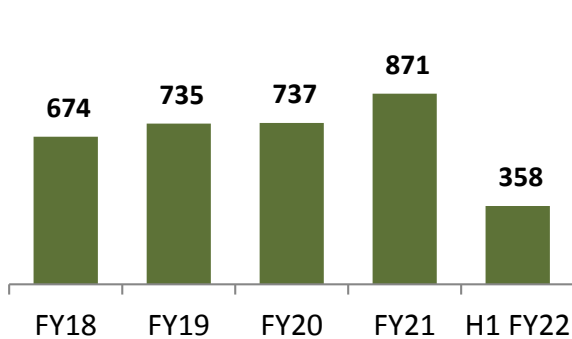
## Gas Marketing Mix



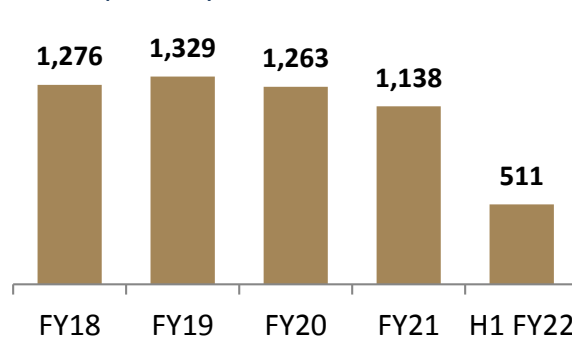
## Gas Transmission Mix



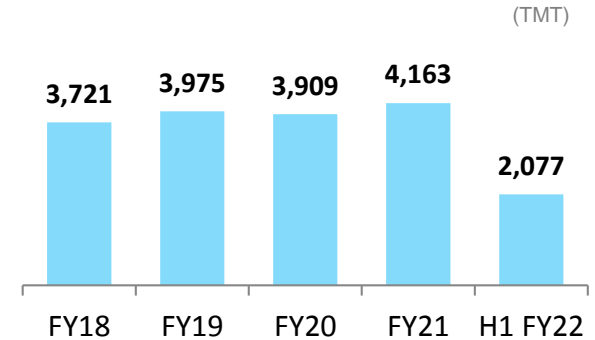
## Petrochemicals Sales



## Liquid Hydrocarbons Sales



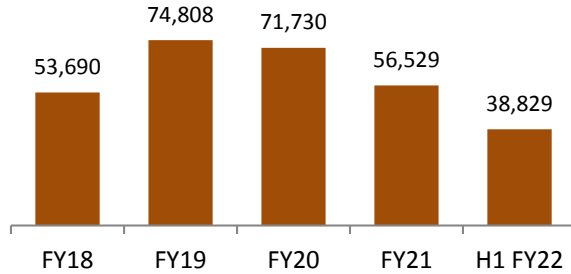
## LPG Transmission



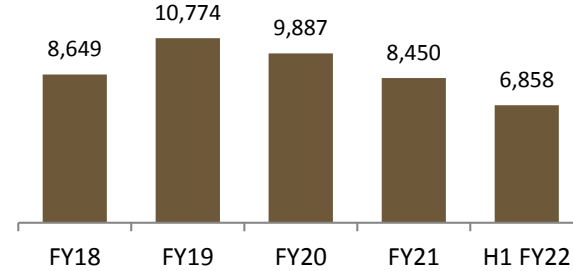
# Financial Performance (Standalone)

(in Rs. crore)

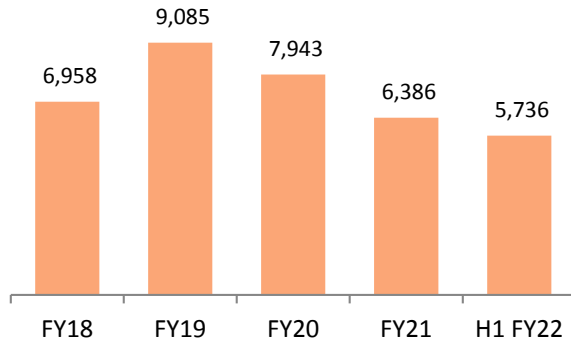
## Turnover (Gross)



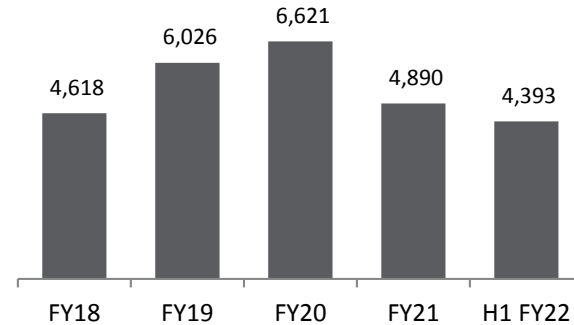
## Gross Margin (PBDIT)



## Profit Before Tax (PBT)

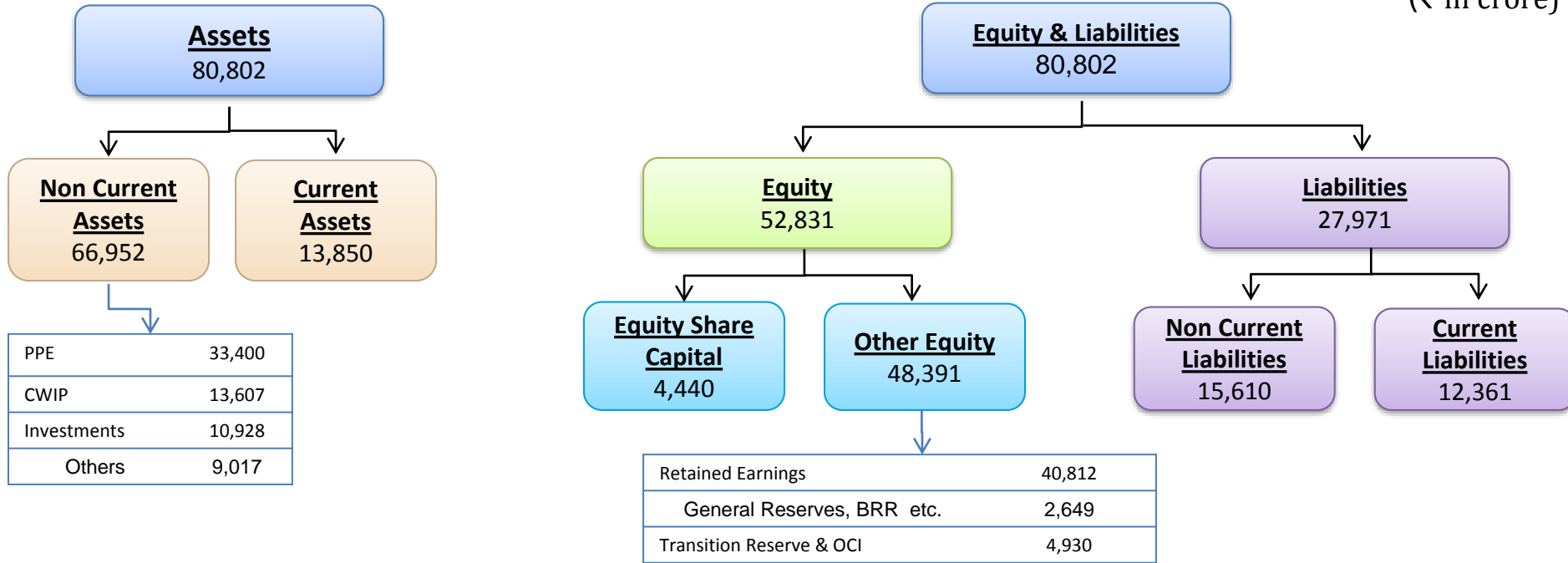


## Profit After Tax (PAT)



# Balance Sheet as on 30th September 2021

(₹ in crore)



**Capital Employed**  
₹ 63,175 crore

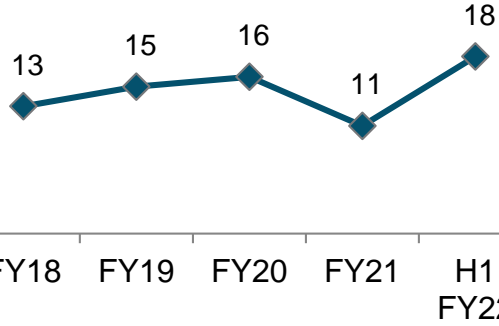
**Net Worth\***  
₹ 47,791 crore

**Loan Outstanding#**  
₹ 5,849 crore

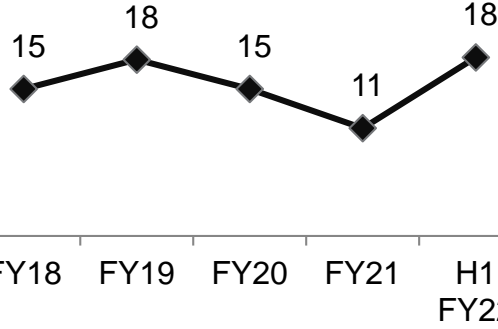
\* as per companies' Act, # including short term loan of Rs 1500 crore and excluding lease liability

# Key Financial Ratios

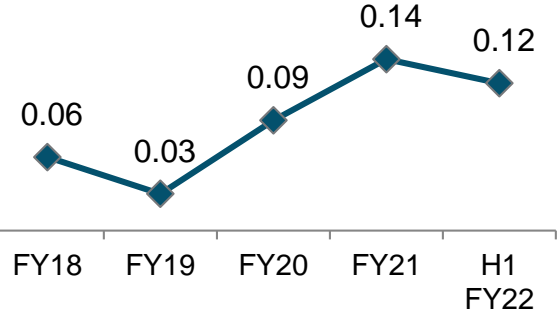
## PAT to Net Worth (in %)\*



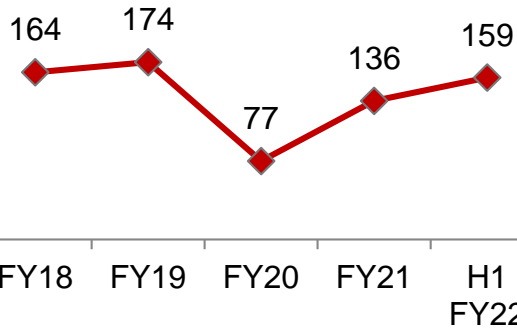
## Return on Capital Employed (in %)\*



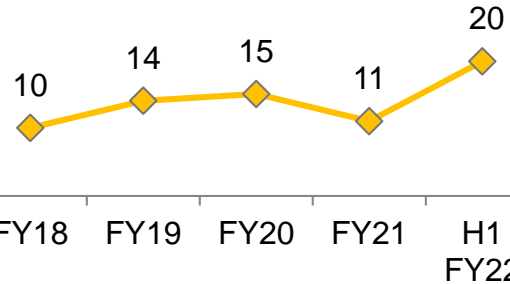
## Debt to Equity Ratio



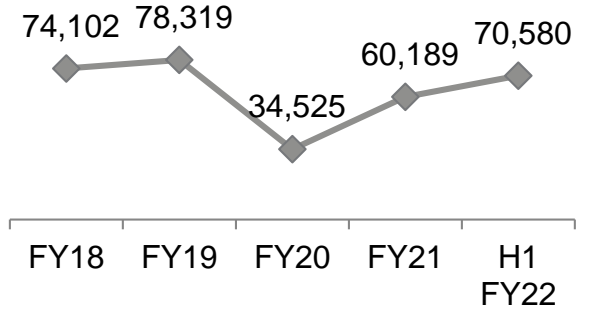
## Share Price (in Rs./Share)



## Earning Per Share (in Rs./Share)\*



## Market Capitalization (in Rs./crore)

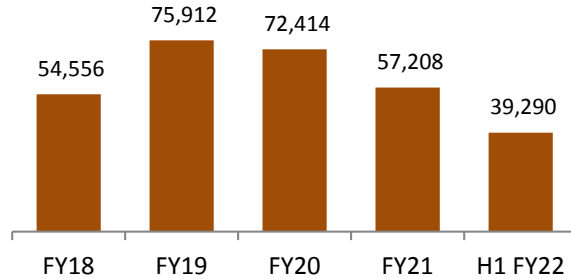


\* Numbers are Annualized

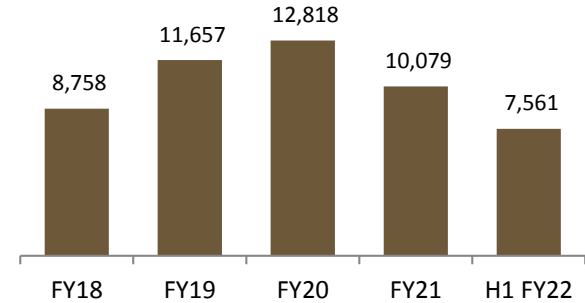
# Financial Performance (Consolidated Basis)

(in ₹ crore)

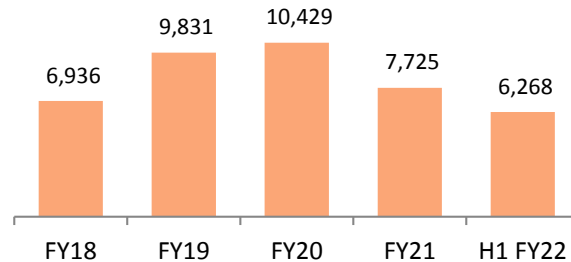
## Turnover (Gross)



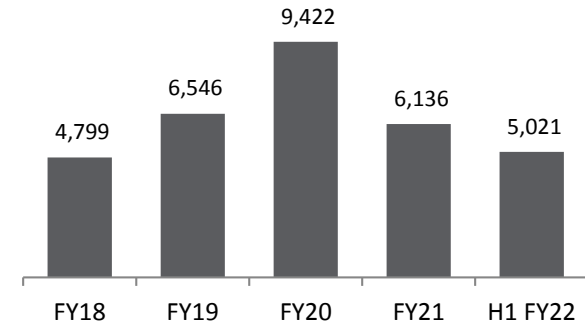
## Gross Margin (PBDIT)



## Profit Before Tax

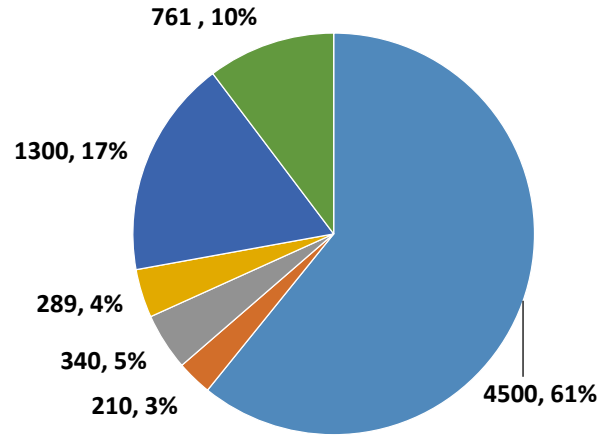


## Profit after Tax



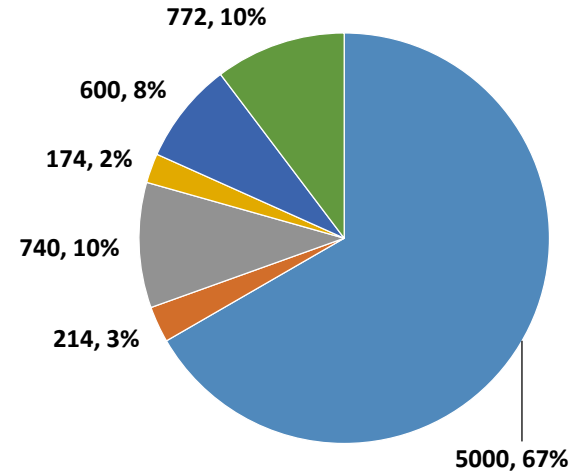
# Capital Expenditure Profile

FY 2021-22E  
~ 7,400 Cr.



FY 2022-23E  
~ 7,500 Cr.

(in ₹ crore)



■ Pipeline ■ City Gas Distribution (Equity) ■ Petrochemical ■ E&P ■ Equity Investments ■ Operational Capex

# Revenue Reconciliation on Consolidated Basis H1 FY22

(in ₹ crore)

| Entity                      | Revenue (Gross)   | Elimination       | Consolidated Revenue |
|-----------------------------|-------------------|-------------------|----------------------|
| GAIL                        | 38,901.93         | (4,318.90)        | 34,583.03            |
| GG SPL                      | 2,454.95          | (474.68)          | 1,980.27             |
| GGUI                        | 3,134.38          | (3,087.57)        | 46.81                |
| TNGCL                       | 70.45             |                   | 70.45                |
| GAIL GAS                    | 2,689.76          |                   | 2,689.76             |
| BGCL                        | 0.21              |                   | 0.21                 |
| KLL                         | 174.09            | (174.09)          | -                    |
| <b>Elimination</b>          | <b>(8,055.25)</b> |                   | <b>(8,055.25)</b>    |
| <b>Consolidated Revenue</b> | <b>39,370.52</b>  | <b>(8,055.24)</b> | <b>39,370.52</b>     |



# PAT Reconciliation (Consolidated Basis)

(in ₹ crore)

| Particulars                                                   | % Share holding as<br>on 30 <sup>th</sup> Sep 21 | Investment (Net)<br>as on 30 <sup>th</sup> Sep 21 | Upto H1 FY22    |
|---------------------------------------------------------------|--------------------------------------------------|---------------------------------------------------|-----------------|
| <b>GAIL</b>                                                   |                                                  |                                                   | <b>4,392.87</b> |
| <b>Subsidiaries</b>                                           |                                                  | <b>2,349</b>                                      | <b>166.39</b>   |
| GAIL GAS                                                      | 100%                                             | 1,625                                             | 133.21          |
| GGSPIL                                                        | 100%                                             | 42                                                | 7.51            |
| GGUI                                                          | 100%                                             | 179                                               | (10.07)         |
| Bengal Gas Company Limited                                    | 67%                                              | 50                                                | (3.98)          |
| Konkan LNG Limited                                            | 89%                                              | 438                                               | 36.40           |
| TNGCL                                                         | 49%                                              | 15                                                | 12.04           |
| Less: Minority Interest                                       | -                                                | -                                                 | (8.72)          |
| <b>Associates</b>                                             |                                                  | <b>2,525</b>                                      | <b>824.26</b>   |
| MGL                                                           | 33%                                              | 32                                                | 132.72          |
| PLL                                                           | 13%                                              | 99                                                | 173.51          |
| BCPL                                                          | 70%                                              | 992                                               | 309.91          |
| IGL                                                           | 23%                                              | 32                                                | 149.09          |
| Opal                                                          | 49%                                              | 995                                               | -               |
| China Gas                                                     | 3%                                               | 97                                                | 128.30          |
| Fayum Gas                                                     | 19%                                              | 8                                                 | 1.89            |
| Ramagundam Fertilizer                                         | 15%                                              | 270                                               | (71.16)         |
| <b>Joint Ventures (JVs)</b>                                   |                                                  | <b>1,083</b>                                      | <b>85.71</b>    |
| CGD JVs & Others (BGL, CUGL, GGL, MNGL, AGL, VGL, TAPI, IGGL) | -                                                | 1,083                                             | 85.71           |
| <b>Adjustments</b>                                            |                                                  |                                                   |                 |
| Add: Elimination of Dividend                                  | -                                                | -                                                 | (407.95)        |
| Add: Elimination Profit/Loss recognized from investments      | -                                                | -                                                 | 0               |
| Less: Others                                                  | -                                                | -                                                 | 40.23           |
| <b>Consolidated</b>                                           |                                                  |                                                   | <b>5,021.05</b> |

\* Excluding Minority interest of Rs. 8.72 Crore

**Thank you**

