



**GAIL (India) Ltd.**

# **Investors & Analysts' Presentation**

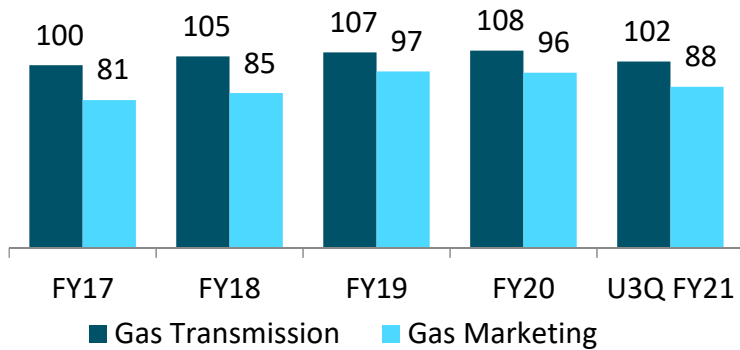
Upto 3Q FY21



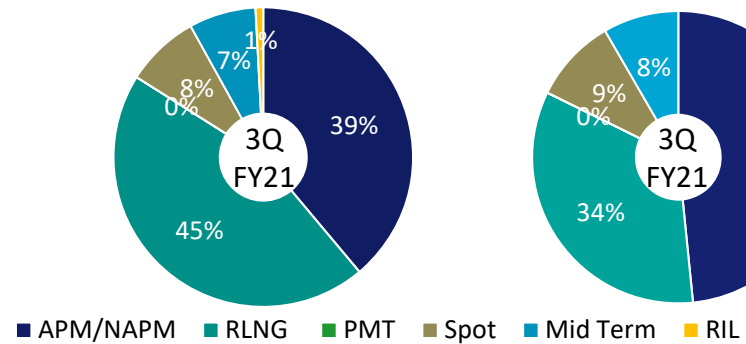
# Physical Performance

### Gas Volume Trend

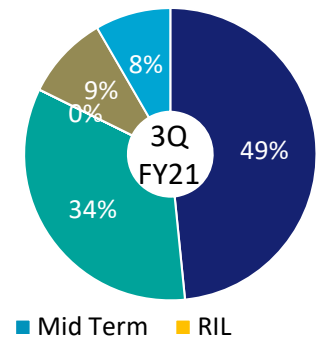
(MMSCMD)



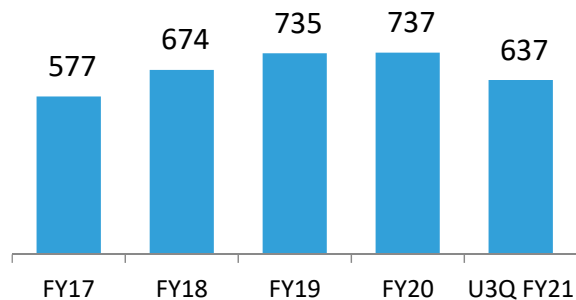
### Gas Transmission Mix



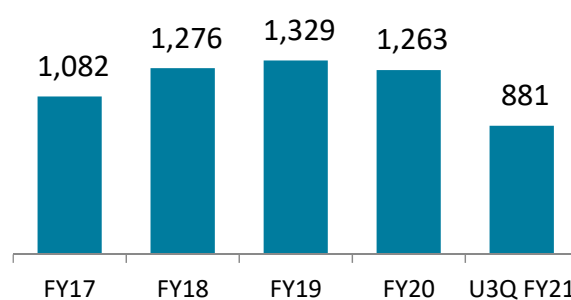
### Gas Marketing Mix



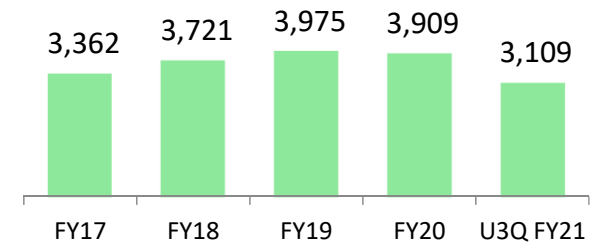
### Petrochemicals Sales



### Liquid Hydrocarbons Sales



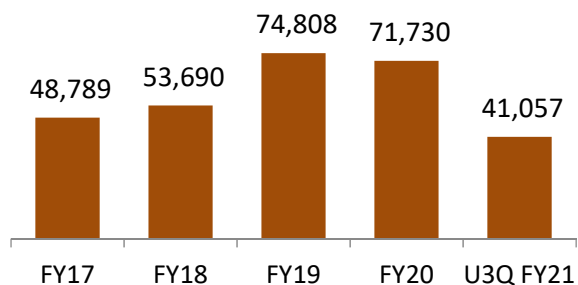
### LPG Transmission (TMT)



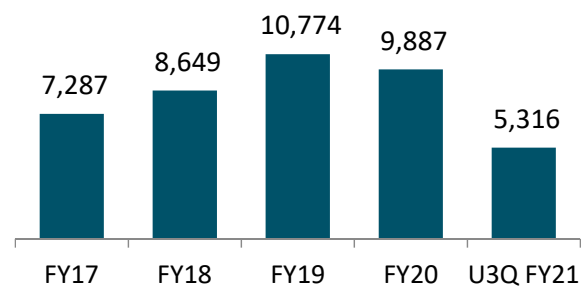
# Financial Performance (Standalone)

(in Rs. crore)

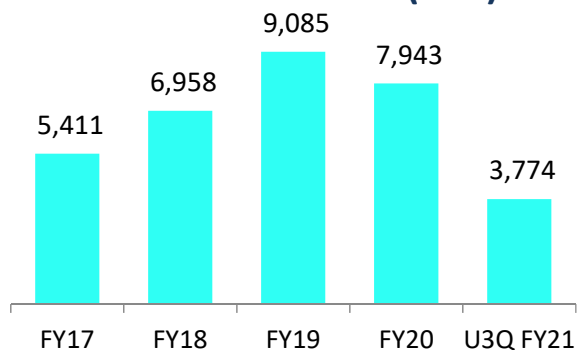
## Turnover (Gross)



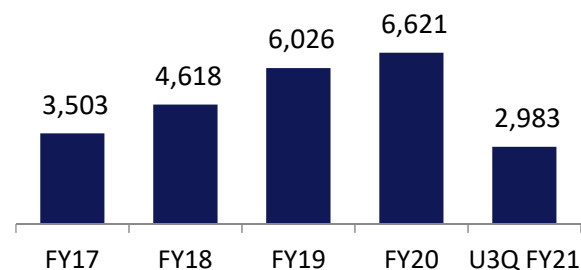
## Gross Margin (PBDIT)



## Profit Before Tax (PBT)

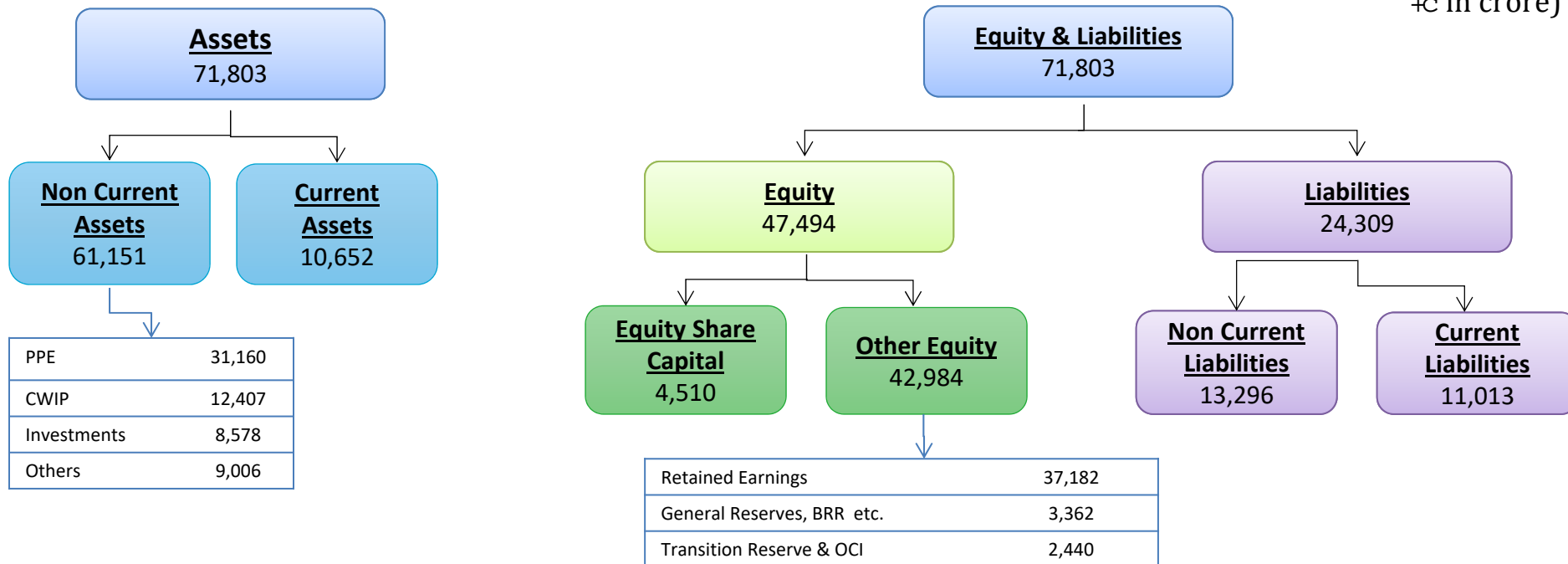


## Profit After Tax (PAT)



# Balance Sheet as on 31st December 2020

+c in crore)



**Capital Employed**  
c 55,768 crore

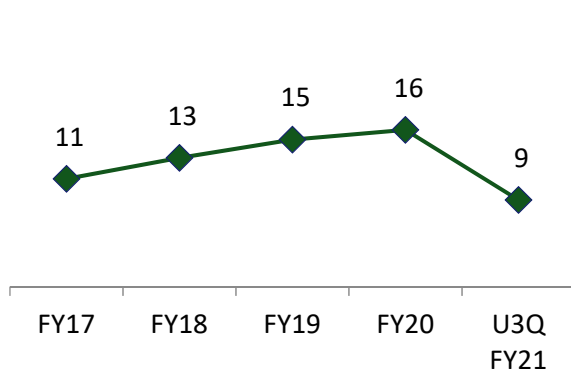
**Net Worth\***  
c 44,953 crore

**Loan Outstanding**  
c 4,895 crore

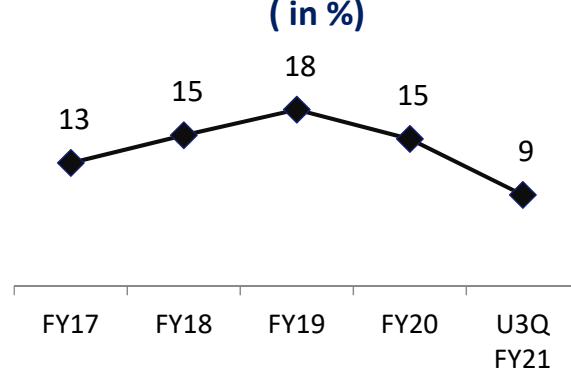
\* as per companies' Act,

# Key Financial Ratios

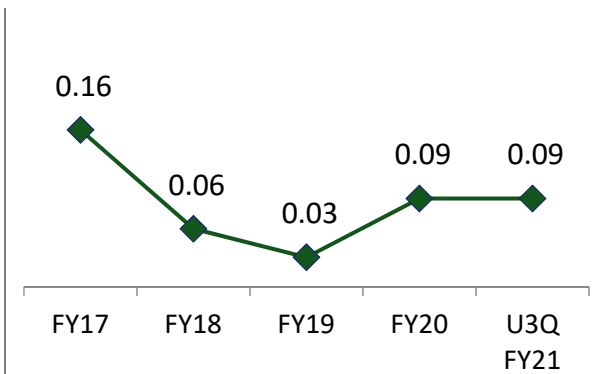
**PAT to Net Worth (in %)\***



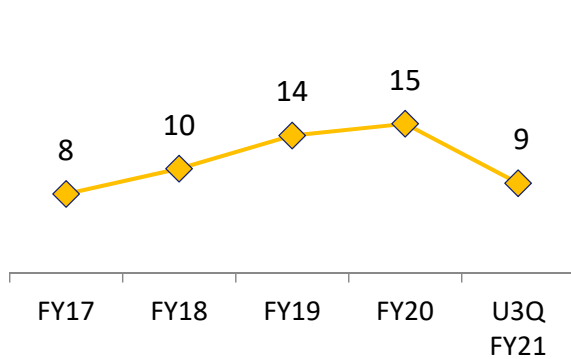
**Return on Capital Employed \* (in %)**



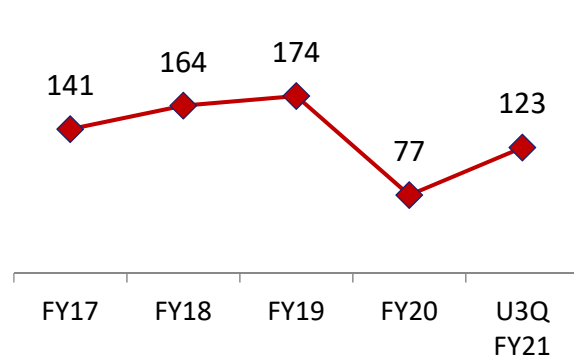
**Debt to Equity Ratio**



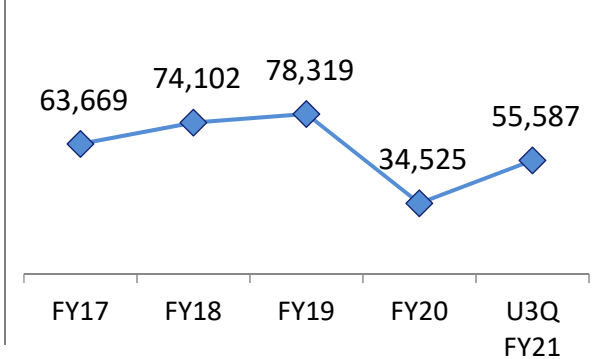
**Earning Per Share (in Rs./Share)\***



**Share Price (in Rs./Share)**



**Market Capitalization (in Rs./crore)**

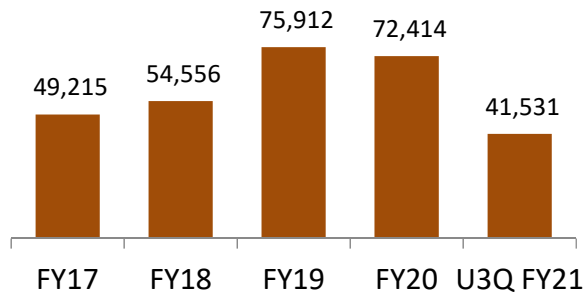


\* Figures for the period upto Q3 FY21 are annualized

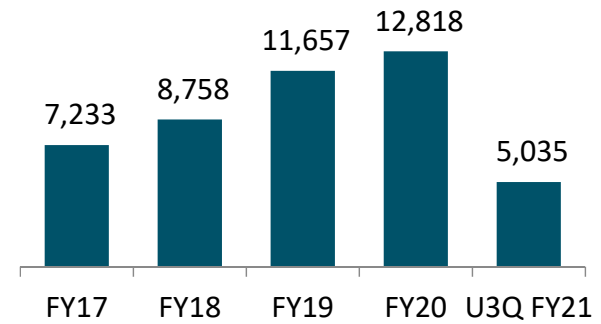
# Financial Performance on Consolidated Basis

(in ₹ crore)

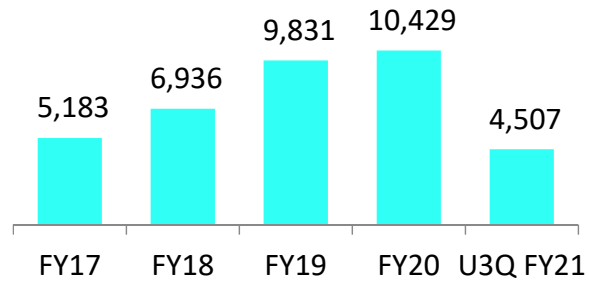
### Turnover (Gross)



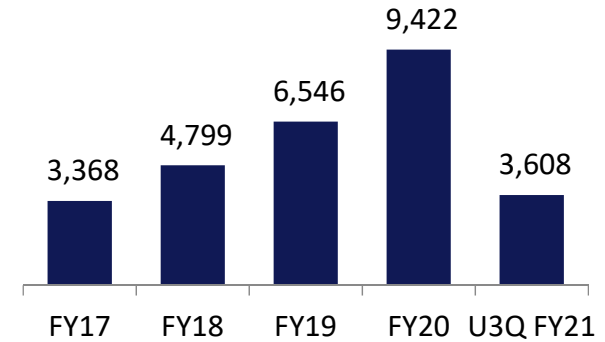
### Gross Margin (PBDIT)



### Profit Before Tax



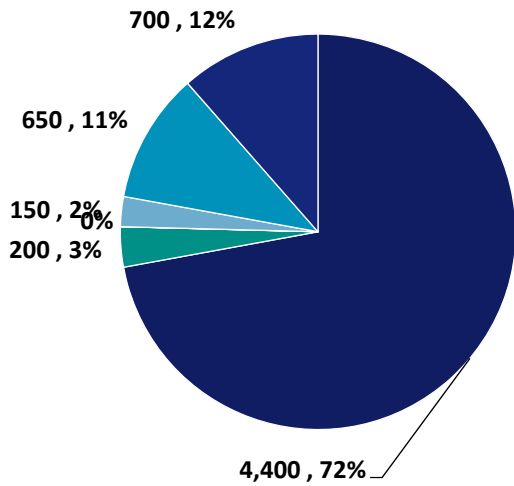
### Profit after Tax



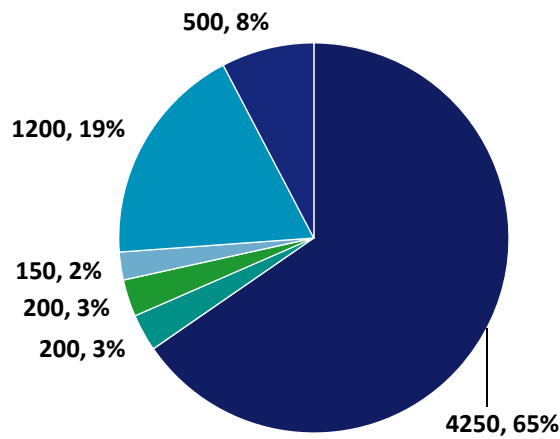
# Capital Expenditure Profile

(in c crore)

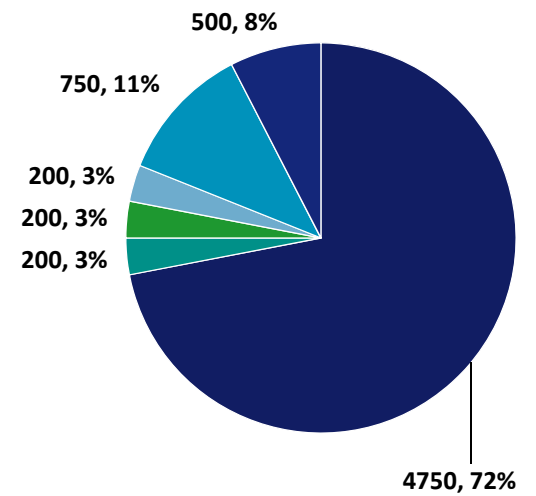
**FY 2019-20**  
~ 6,100 crore



**FY 2020-21E**  
~ 6,500 crore



**FY 2021-22E**  
~ 6,600 crore



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

\* capital expenditure include plan, non-plan and operational capex

## Turnover (Gross) Reconciliation on Consolidated Basis Upto Q3 FY21

(in crore)

Entity	Turnover (Gross)	Elimination	Consolidated Turnover
GAIL	41,188.71	(5,313.99)	35,874.72
GG SPL	2,948.69	-	2,948.69
GGUI	3,684.28	(3,640.92)	43.36
TNGCL	84.14	-	84.14
GAIL_GAS	2,720.19	-	2,720.19
BGCL	-	-	-
KLL	361.99	(361.99)	-
<b>Elimination</b>	(9,316.90)	-	(9,316.90)
<b>Consolidated Revenue</b>	<b>41,671.10</b>	<b>(9,316.90)</b>	<b>41,671.10</b>



# PAT Reconciliation (Consolidated Basis)

(in crore)

Particulars	% Share holding as on 31 <sup>st</sup> Dec 20	Investment (Net) as on 31 <sup>st</sup> Dec 20	Upto Q3 FY21
<b>GAIL</b>	<b>NA</b>	<b>NA</b>	<b>2,982.51</b>
<b>Subsidiaries</b>	-	<b>2,300</b>	<b>-22.31</b>
GAIL GAS	100%	1,517	107.79
GGSPIL	100%	42	7.23
GGUI	100%	11	-35.07
Bengal Gas Company Limited	50%	25	-1
Konkan LNG Limited	69.05%	690	-158.45
TNGCL	48.98%	15	15.63
Less: Minority Interest	-	-	41.56
<b>Associates</b>		<b>2,501</b>	<b>1154.83</b>
MGL	32.50%	32	132.21
PLL	12.50%	99	251.78
BCPL	70.00%	992	366.79
IGL	22.50%	32	176.06
Opal	49.21%	995	-
China Gas	2.87%	97	229.03
Fayum Gas	19.00%	8	2.29
Ramagundam Fertilizer	14.46%	246	-3.33
<b>Joint Ventures (JVs)</b>	-	<b>736</b>	<b>67.05</b>
CGD JVs & Others (BGL, CUGL, GGL, MNGL, AGL, VGL, TAPI, IGGL)	-	736	67.05
<b>Adjustments</b>			
Elimination of Dividend	-	-	-502.17
Elimination Profit/Loss recognized from investments	-	-	-
Others	-	-	30.18
<b>Consolidated</b>	-	-	<b>3,649.73*</b>

\* Excluding Minority interest of Rs. (41.56) Crore

**Thank you**

