



**GAIL (India) Ltd.**

# **Investors' & Analysts' Presentation**

**Q3/9M FY'24**



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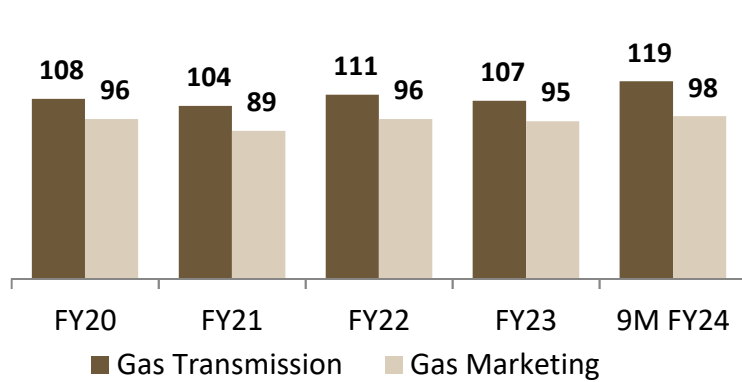
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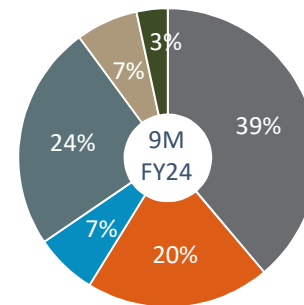
# Physical Performance

## Gas Volume Trend

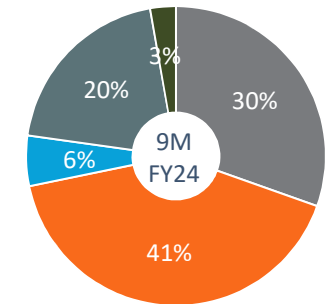
(MMSCMD)



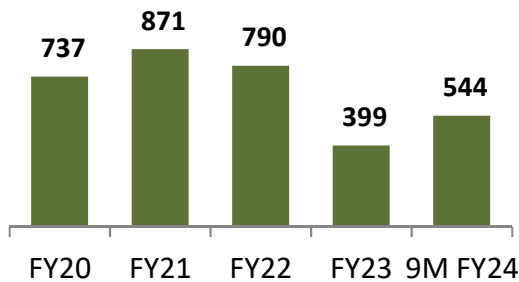
## Gas Marketing Mix



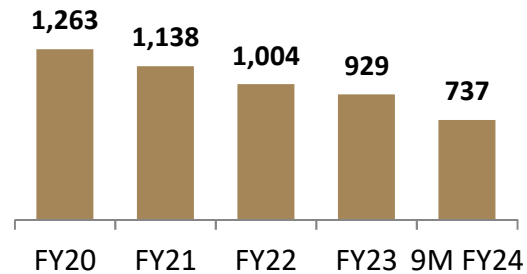
## Gas Transmission Mix



## Petrochemicals Sales

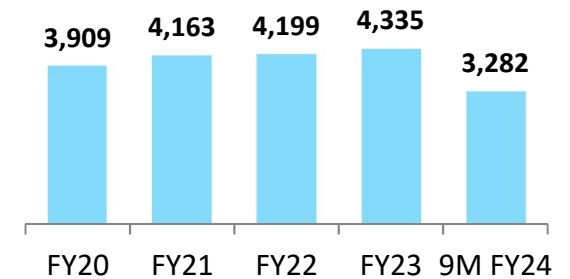


## Liquid Hydrocarbons Sales

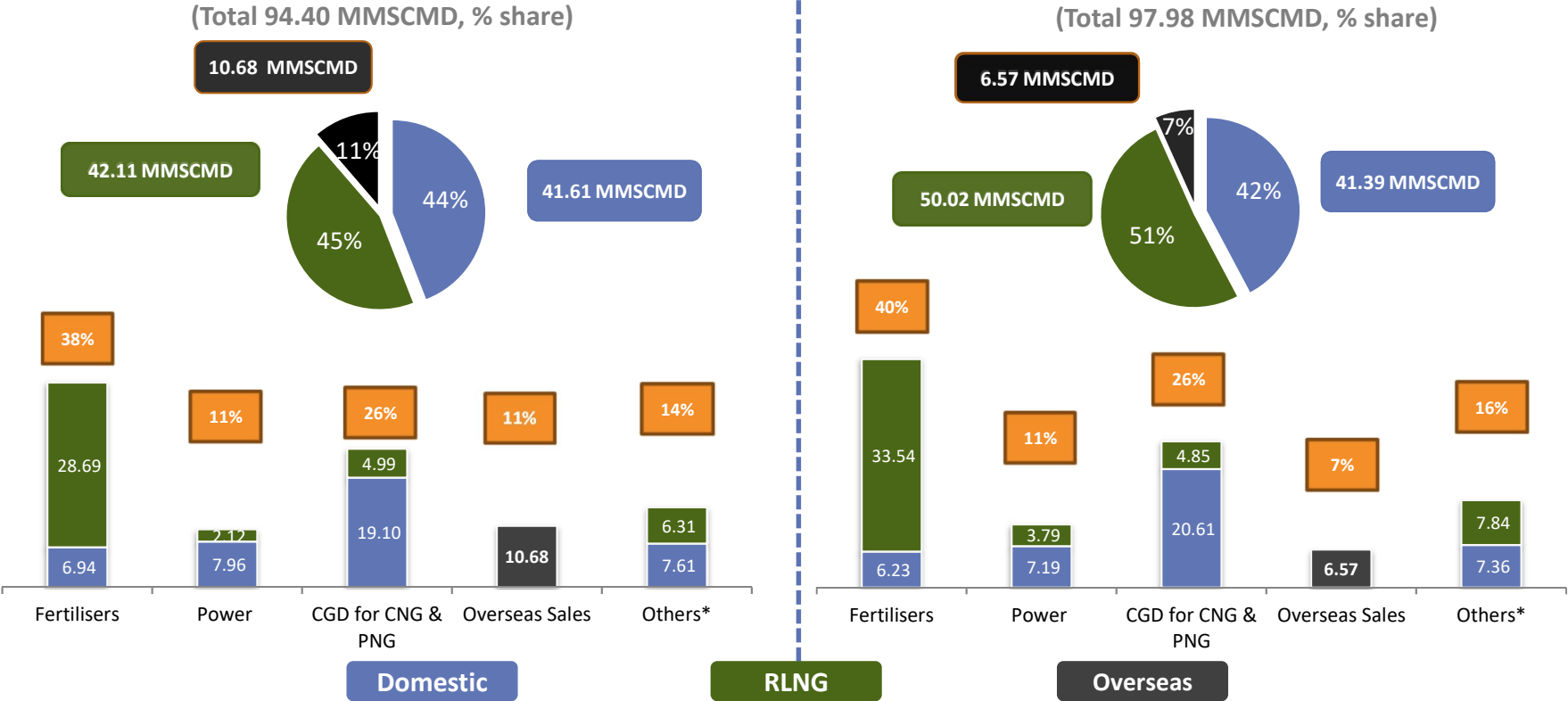


## LPG Transmission

(TMT)



# Natural Gas Sector Wise Supply– 9M FY23 Vs. 9M FY24



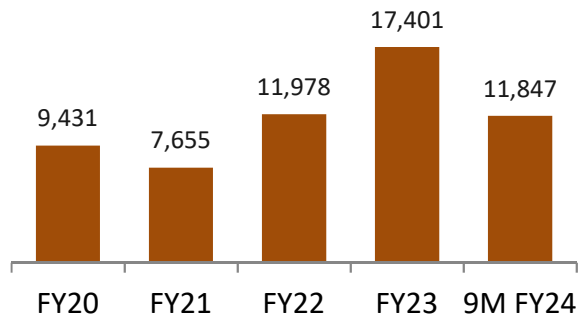
- ❑ Imported Gas primarily consists of Long Term RLNG, RLNG and Spot
- ❑ Major sources for domestic gas are ONGC (APM & MDP), Ravva, Ravva satellite, CBM etc.
- ❑ Highest demand of Natural Gas from Fertilizer, Power & CGD companies

\* Others include Steel, Refineries, Sponge Iron, Petrochemicals, GAIL Internal consumption etc.

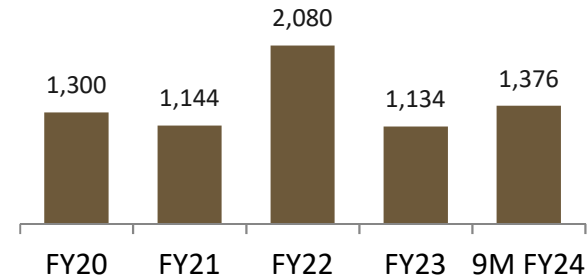
# Financial Performance (Standalone)

(in US\$ Millions)

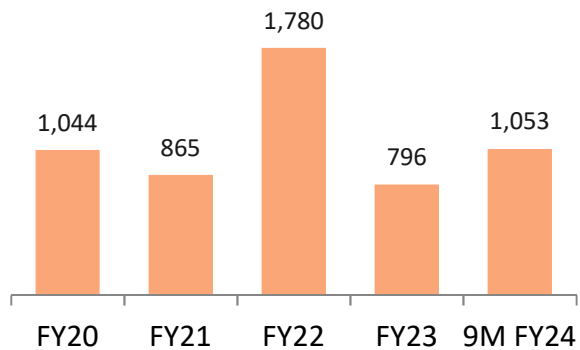
### Turnover (Gross)



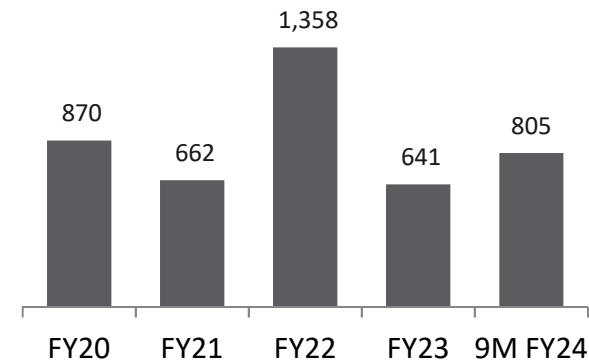
### Gross Margin (PBDIT)



### Profit Before Tax (PBT)

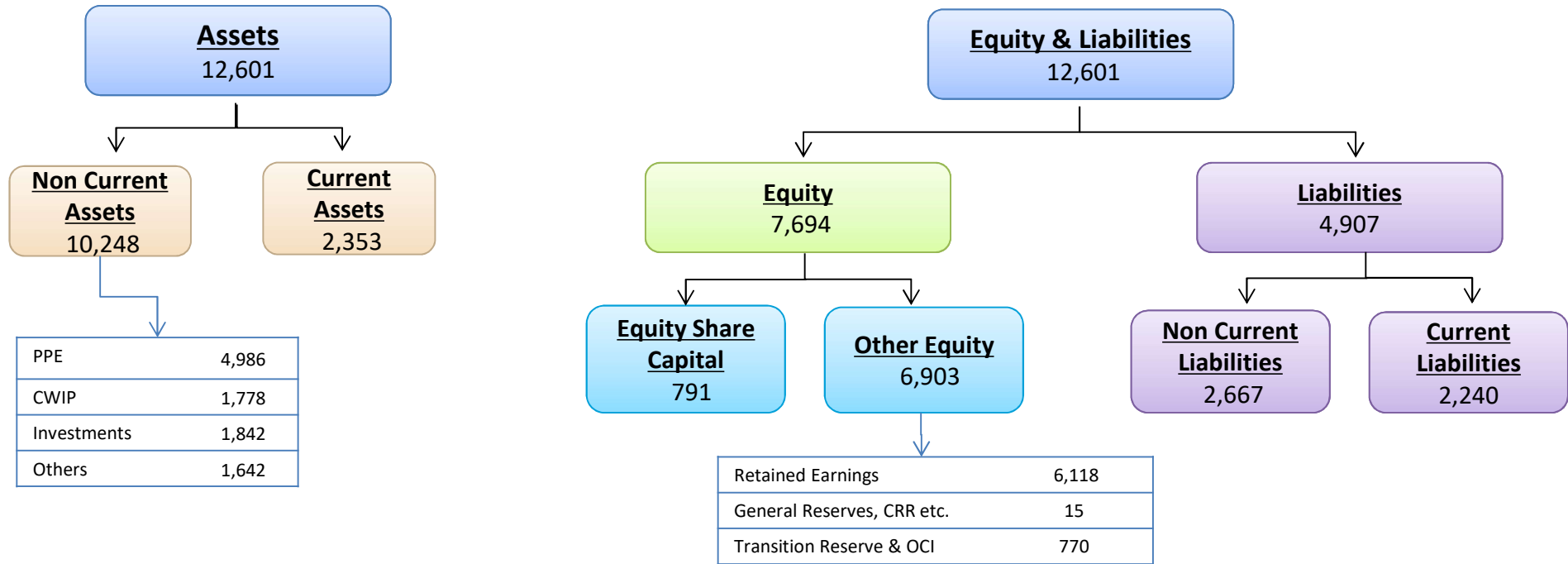


### Profit After Tax (PAT)



# Balance Sheet as on 31st December 2023

(in US\$ Millions)



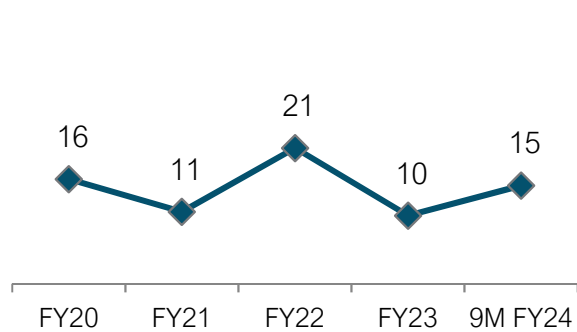
**Capital Employed**  
\$ 9,875 Mn

**Net Worth**  
\$ 6,924 Mn

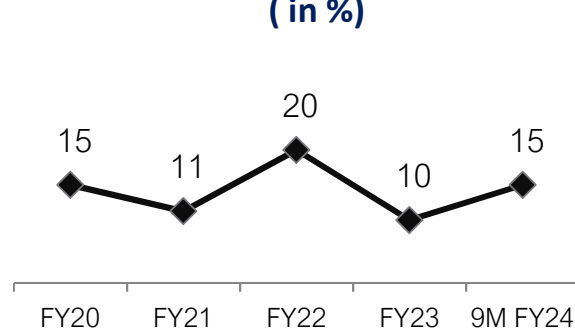
**Loan Outstanding**  
\$ 1,609 Mn

# Key Financial Ratios

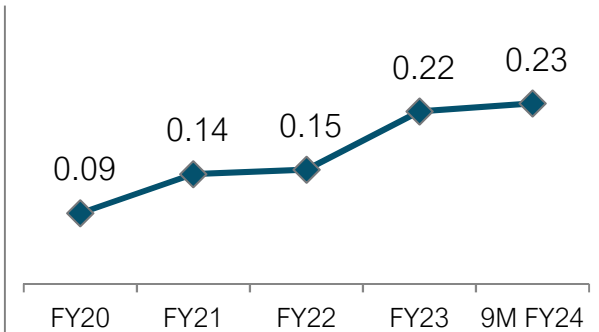
**PAT to Net Worth\* (in %)**



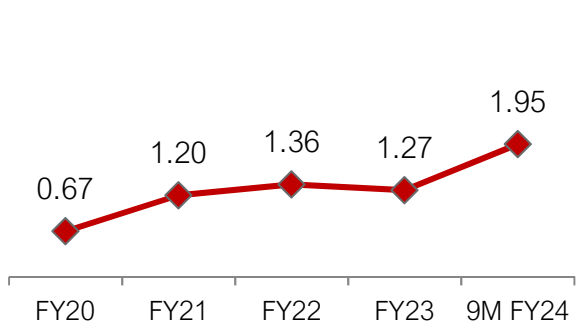
**Return on Capital Employed\* (in %)**



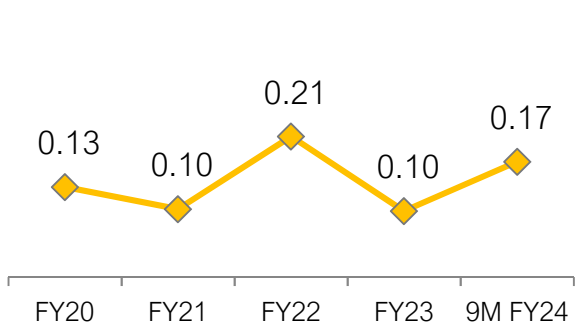
**Debt to Equity Ratio**



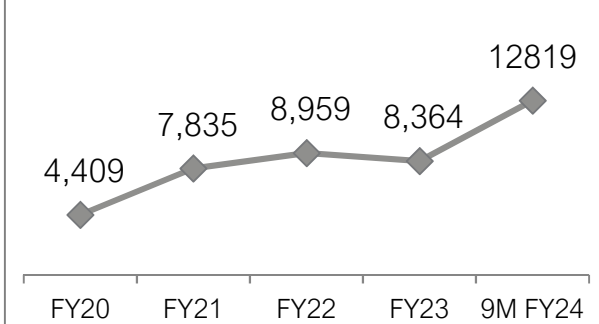
**Share Price<sup>\$</sup> (in \$/Share)**



**Earning Per Share\*<sup>\$</sup> (in \$/Share)**



**Market Capitalization (in \$ Mn)**



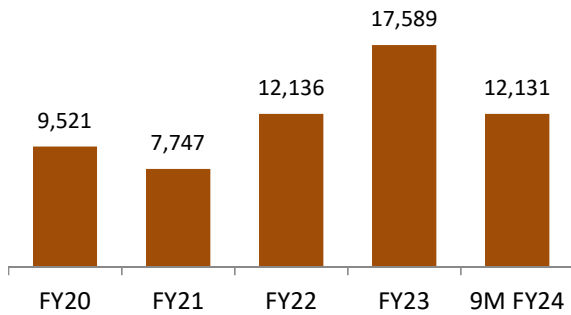
<sup>\$</sup> Share Price & EPS for past periods are adjusted for Bonus issue

\* Number are Annualized

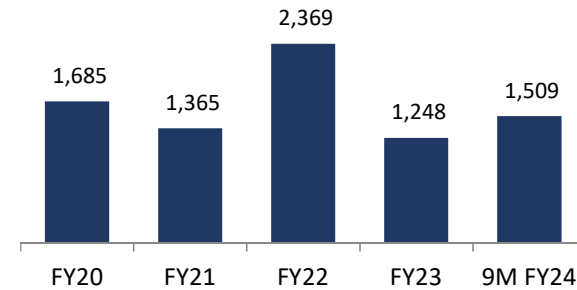
# Financial Performance (Consolidated Basis)

(In US\$ Millions)

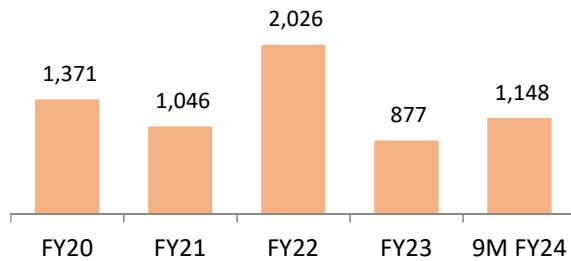
### Turnover (Gross)



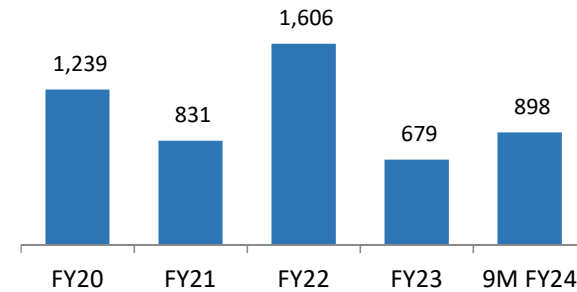
### Gross Margin (PBDIT)



### Profit Before Tax



### Profit after Tax





# Revenue Reconciliation on Consolidated Basis –9M FY24

(In US\$ Millions)

Entity	Revenue (Gross)	Elimination	Consolidated Revenue
GAIL	11879	(749)	11130
GG SPL	598	(483)	115
GGUI	551	(541)	10
TNGCL	25		25
GAIL_GAS	978	(96)	882
BGCL	3		3
KLL	31	(31)	
<b>Consolidated Revenue from Operation</b>	<b>14065</b>	<b>(1900)</b>	<b>12165</b>

# PAT Reconciliation on Consolidated Basis – 9M FY24

(In US\$ Millions)

Particulars	% Share holding as on 31 <sup>st</sup> Dec 23	Investment (Net) on 31 <sup>st</sup> Dec 23	Up to on 31 <sup>st</sup> Dec 23
<b>GAIL</b>		-	<b>805</b>
<b>Subsidiaries</b>		<b>532</b>	<b>(0)</b>
GAIL GAS	100%	247	28
GGSPPL	100%	6	2
GGUI <sup>\$</sup>	100%	23	(1)
Bengal Gas Company Limited	88%	68	(1)
Konkan LNG Limited	93%	107	(31)
TNGCL	49%	2	4
GMPL	100%	79	(1)
Less: Minority Interest	-	-	(0)
<b>Associates</b>		<b>345</b>	<b>130</b>
MGL	33%	4	40
PLL	13%	12	44
BCPL	70%	120	(18)
IGL	23%	4	42
Opal	49%	120	-
China Gas	3%	12	16
Fayum Gas	19%	1	0
Ramagundam Fertilizer	14%	33	4
ONGC Tripura Power Company Ltd	26%	39	2
<b>Joint Ventures (JVs)</b>		<b>167</b>	<b>23</b>
MNGL	23%	3	12
CGD JVs & Others (BGL, CUGL, GGL, AGL, VGL, TAPI, IGGL, BEOL, LJSCL, TFL)	-	164	11
<b>Adjustments</b>			<b>(60)</b>
Elimination of Dividend	-	-	(58)
Elimination Profit/Loss recognized from investments	-	-	-
Others	-	-	(2)
<b>Consolidated*</b>		<b>-</b>	<b>899</b>

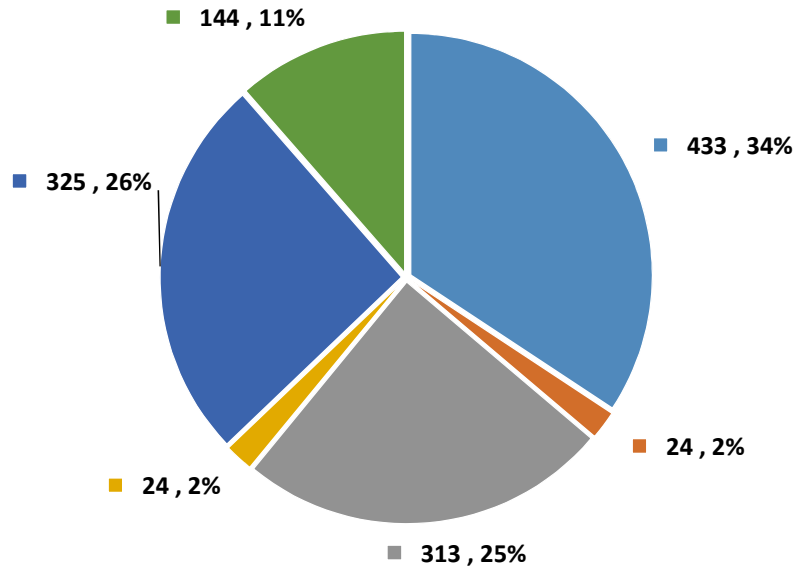
\* Excluding Minority interest of \$ (0.24) Mn

\$ Investment amount of GGUI net of Provision for impairment is \$ 0.88 Mn

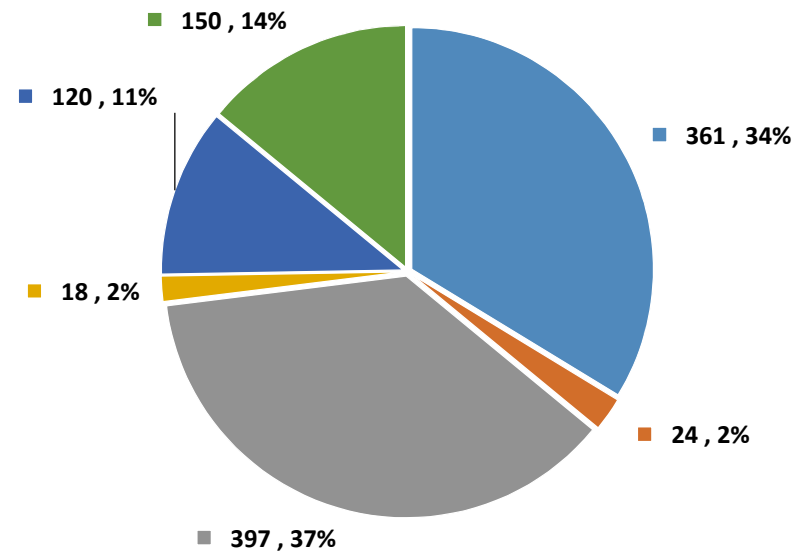
# Capital Expenditure Profile\*

(In USD Millions)

**FY 2023-24E**  
~ 1263



**FY 2024-25E**  
~ 1070



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

\* Capital Expenditure include plan, non-plan and operational capex

**Thank you**

