



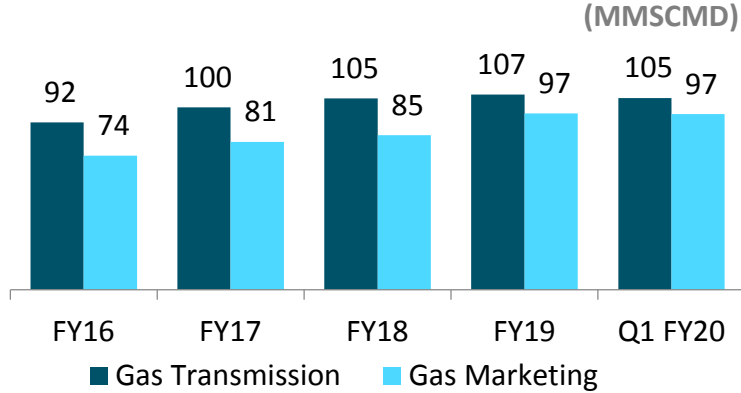
**GAIL (India) Ltd.**

India's Youngest Maharatna

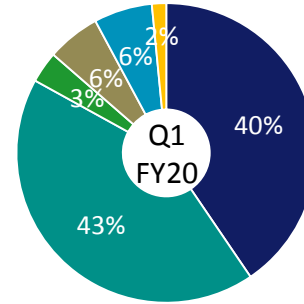
# Investors & Analysts' Presentation

# Physical Performance

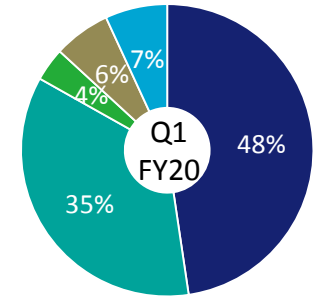
## Gas Volume Trend



## Gas Transmission Mix

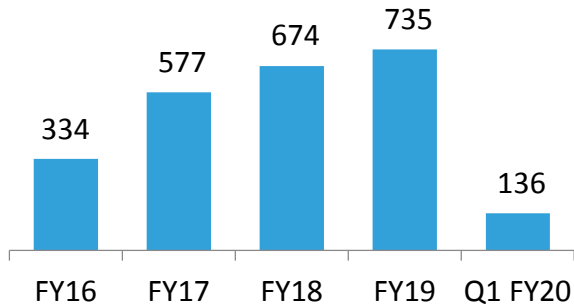


## Gas Marketing Mix

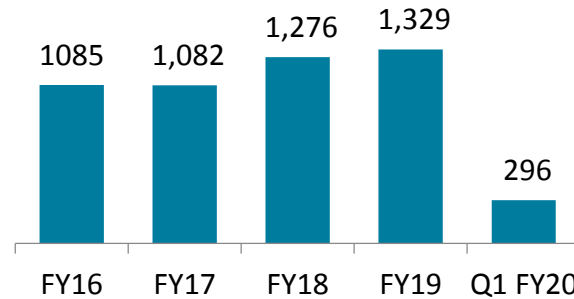


■ APM/NAPM ■ RLNG ■ PMT ■ Spot ■ Mid Term ■ RIL

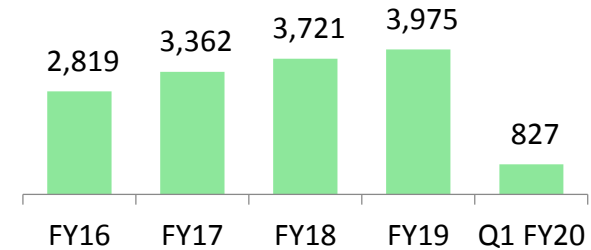
## Petrochemicals Sales



## Liquid Hydrocarbons Sales



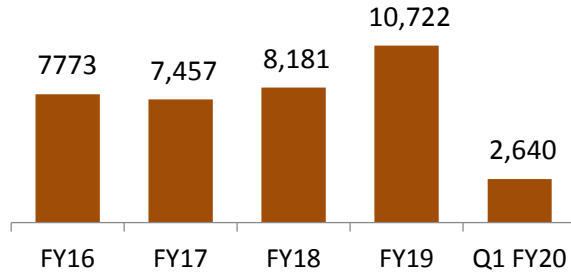
## LPG Transmission (TMT)



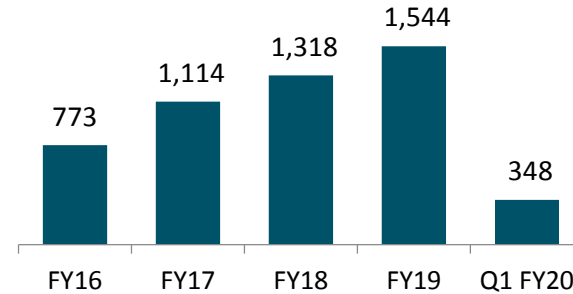
# Financial Performance (Standalone)

(in \$ mn.)

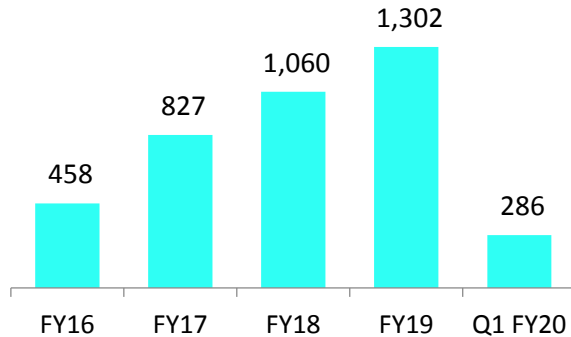
## Turnover (Gross) \*



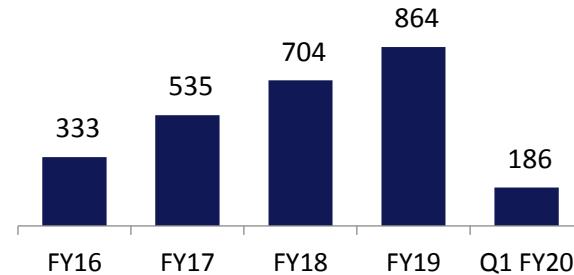
## Gross Margin\* (PBDIT)



## Profit Before Tax (PBT)\*



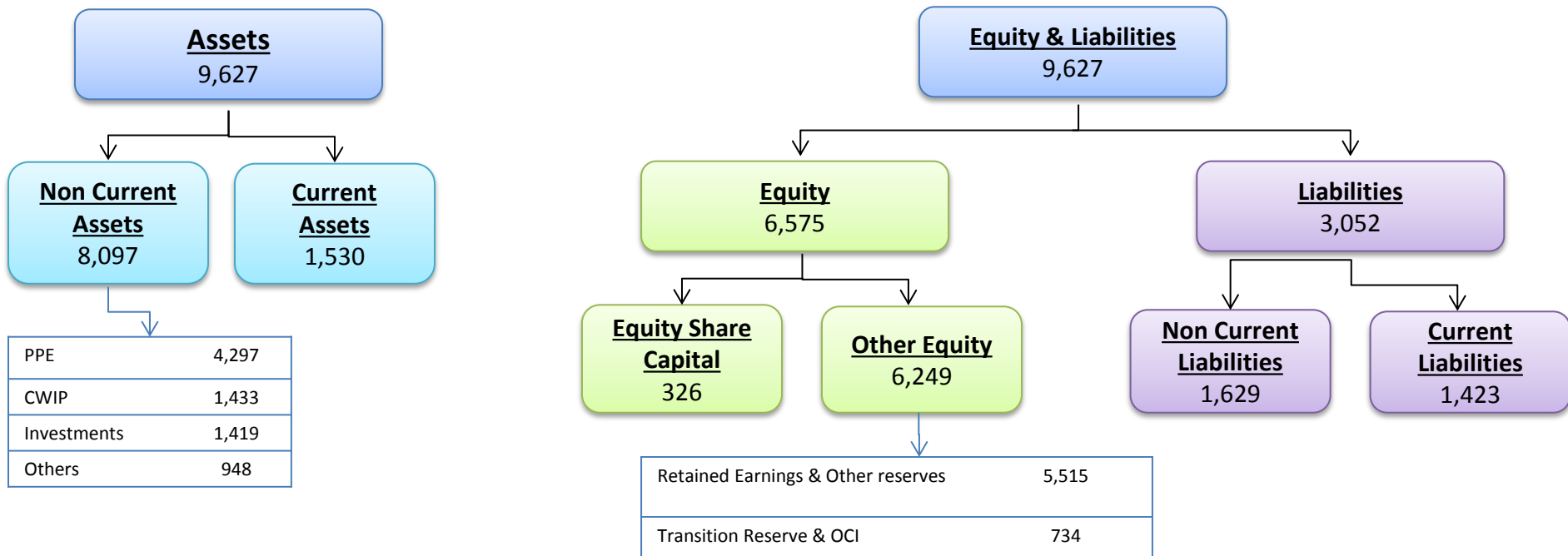
## Profit After Tax (PAT) \*



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

# Balance Sheet as on 30<sup>th</sup> June 2019

(in \$ mn.)



**Capital Employed**  
\$ 7,598 mn

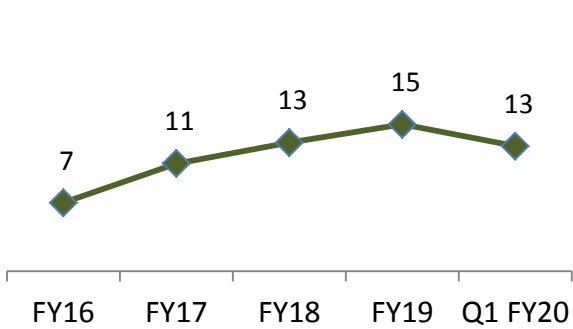
**Net Worth\***  
\$ 5,829 mn

**Loan Outstanding**  
\$ 138 mn

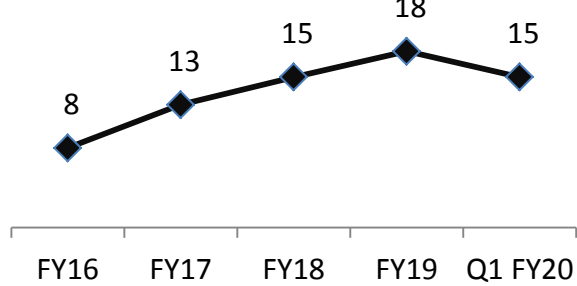
\* as per companies' Act

# Financial Profile

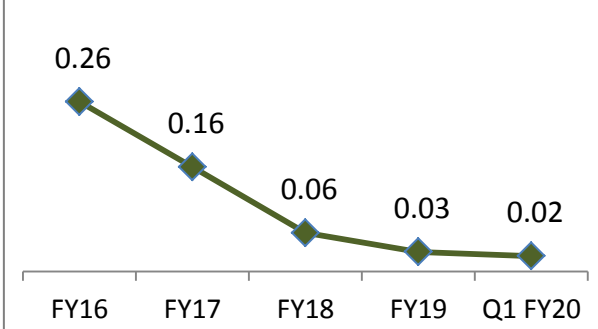
### PAT to Net Worth (in %)



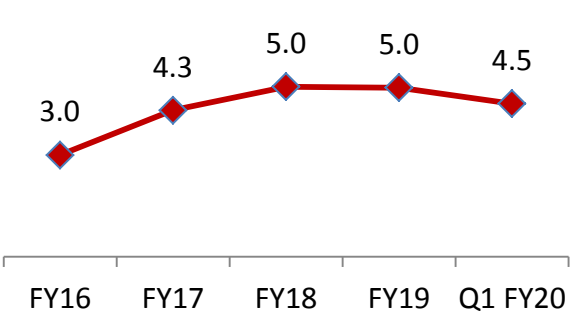
### Return on Capital Employed (in %)



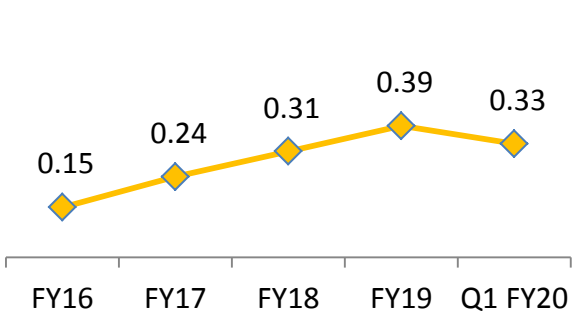
### Debt to Equity Ratio



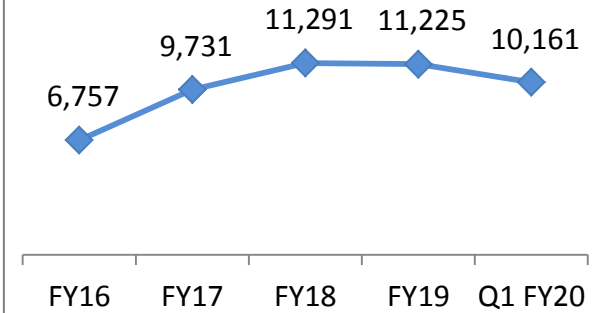
### Share Price (in \$./Share)



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



### Market Capitalization (in \$ mn.)

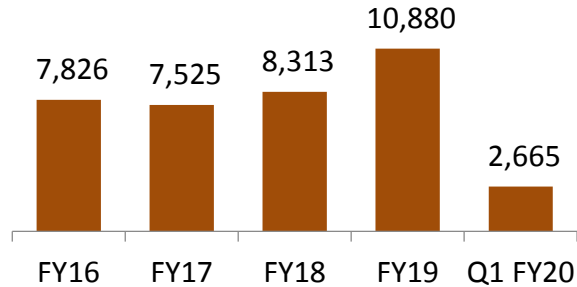


\$ Figures from FY 16 onward are as per Ind-AS, Networth as per Companies Act 2013, \* Adjusted for bonus issues

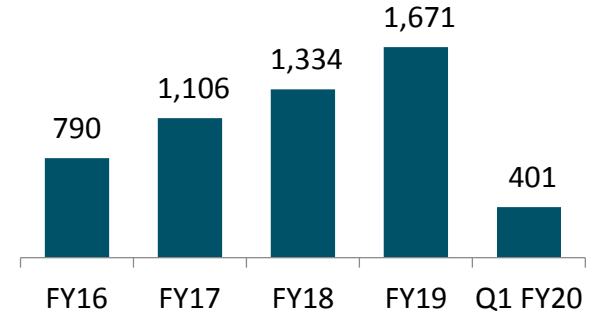
# Financial Performance on Consolidated Basis

(in \$ mn)

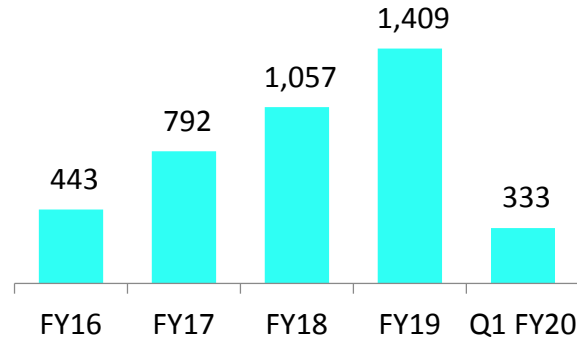
## Turnover (Gross)



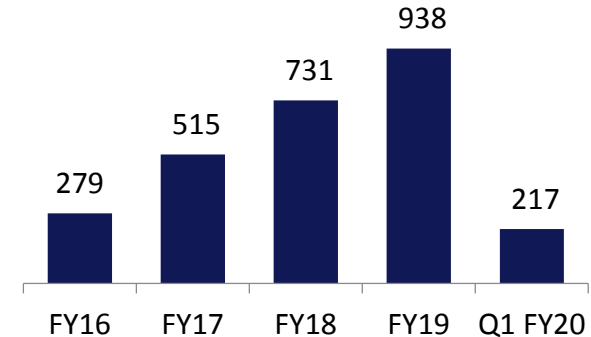
## Gross Margin (PBDIT)



## Profit Before Tax



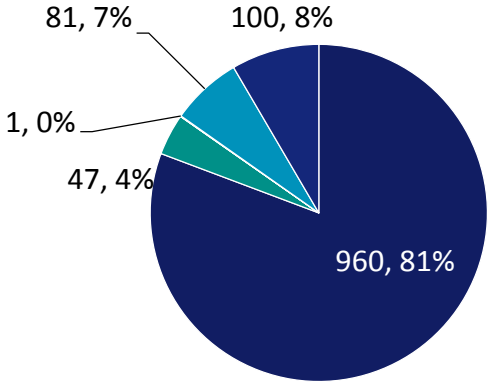
## Profit after Tax



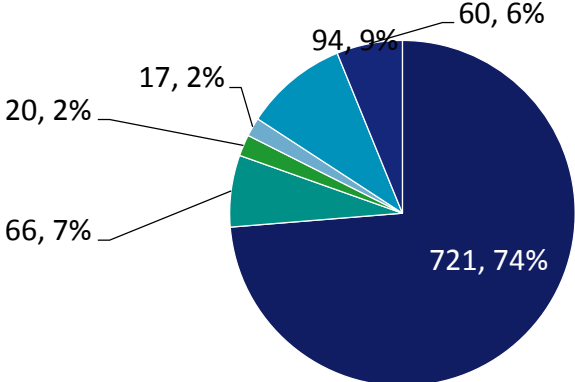
# Capital Expenditure Profile

(in \$ mn)

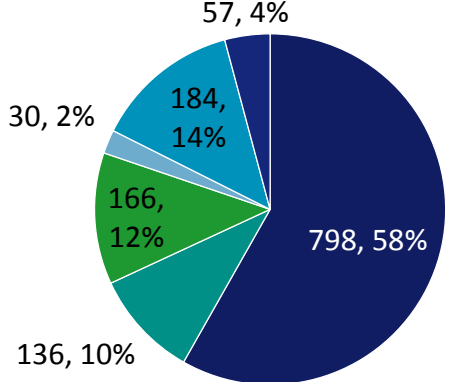
**FY18-19**  
~ \$ 1,190 mn



**FY19-20E**  
\$ 979 mn



**FY20-21E**  
\$ 1,370 mn



■ 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

(in \$ mn)

Particulars	June 19		
	Turnover (Gross)	Eliminations	Consolidated Turnover (Gross)
Standalone	2,640	392	2,248
GAIL Gas	162		162
GG SPL	245		245
GGUI	226	220	6
TNGCL	4		4
<b>Total</b>	<b>3,277</b>	<b>612</b>	<b>2,665</b>



# PAT Reconciliation on Consolidated Basis

(in \$ mn)

Particulars	% Share holding in Quarter June19	Investment (Net)	June 19
<b>GAIL</b>	<b>NA</b>	<b>NA</b>	<b>186</b>
<b>Subsidiaries</b>		<b>170</b>	<b>7</b>
GAIL GAS	100%	163	5
GG SPL	100%	6	1
GGUI	100%	1	1
TNGCL (less Non- controlling interest)	48.98%	0	0
<b>Associates</b>		<b>350</b>	<b>33</b>
MGL	32.50%	5	8
PLL	12.50%	14	10
BCPL	70.00%	143	(4)
IGL	22.50%	5	8
China Gas	2.87%	14	11
Fayoum Gas	19.00%	1	0
Ramagundam Fertilizer	14.77%	24	(0)
<b>Joint Ventures (JVs)</b>		<b>86</b>	<b>4</b>
CGD JVs & Others (BGL, CUGL, GGL, MNGL, AGL, VGL, IGGL, TFL, TAPI)	-	57	4
<b>Adjustments</b>		-	(13)
Deferred Tax	-	-	(13)
Others	-	-	-
<b>Consolidated</b>	-	-	217

# Thank you

