



GAIL (India) Ltd.

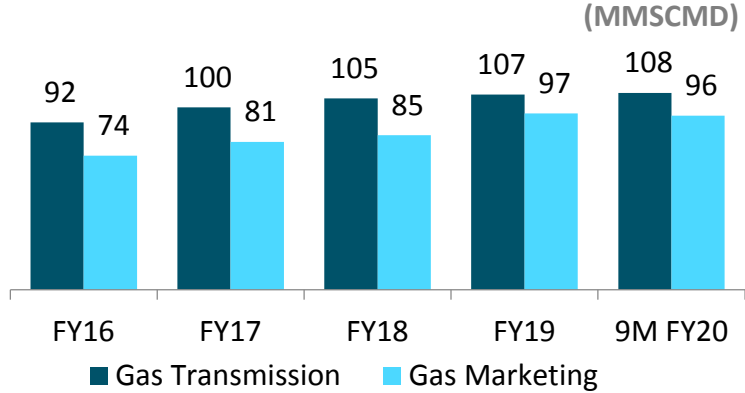
Investors & Analysts' Presentation

Upto Q3 FY20

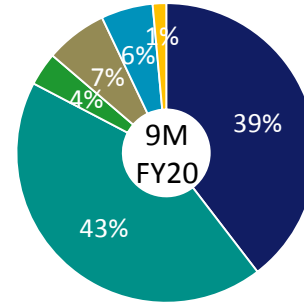


Physical Performance

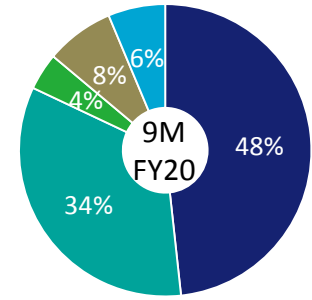
Gas Volume Trend



Gas Transmission Mix

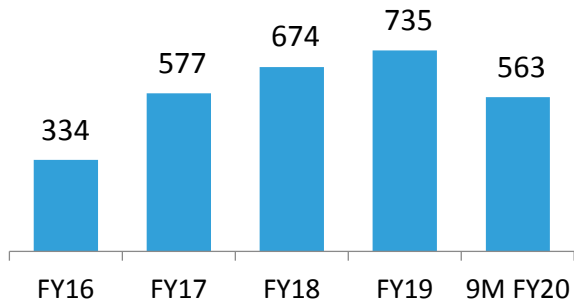


Gas Marketing Mix

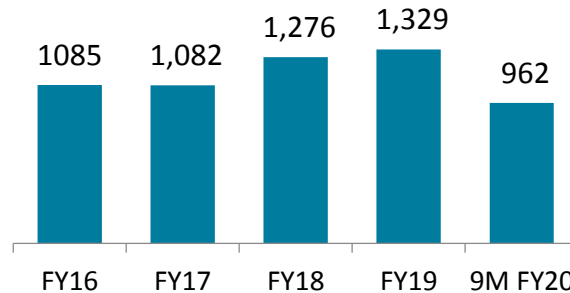


■ APM/NAPM ■ RLNG ■ PMT ■ Spot ■ Mid Term ■ RIL

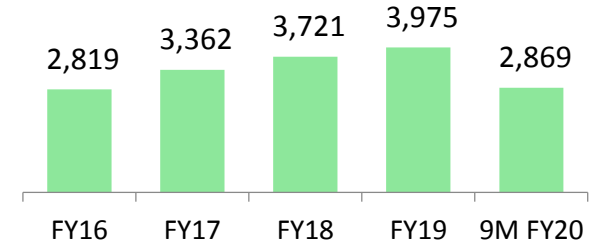
Petrochemicals Sales



Liquid Hydrocarbons Sales



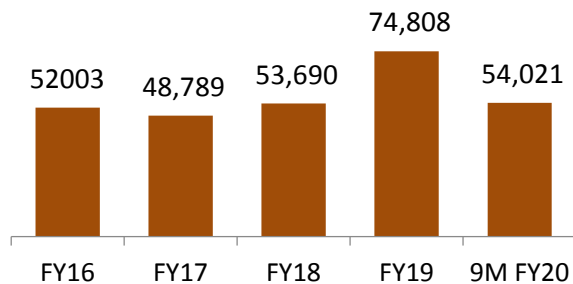
LPG Transmission (TMT)



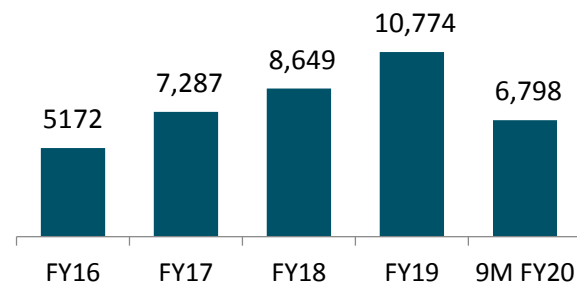
Financial Performance (Standalone)

(in Rs. crore)

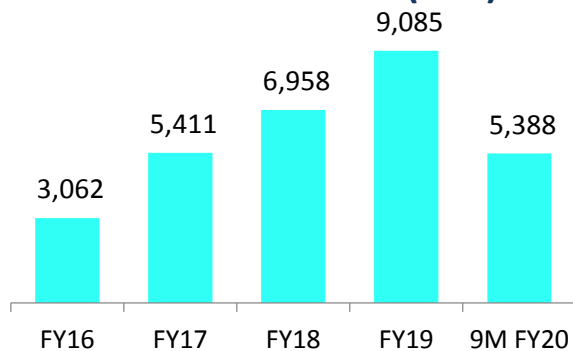
Turnover (Gross)



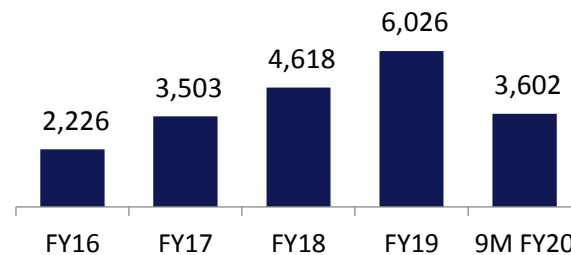
Gross Margin (PBDIT)



Profit Before Tax (PBT)

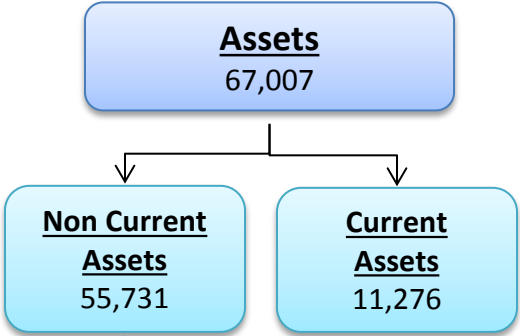


Profit After Tax (PAT)

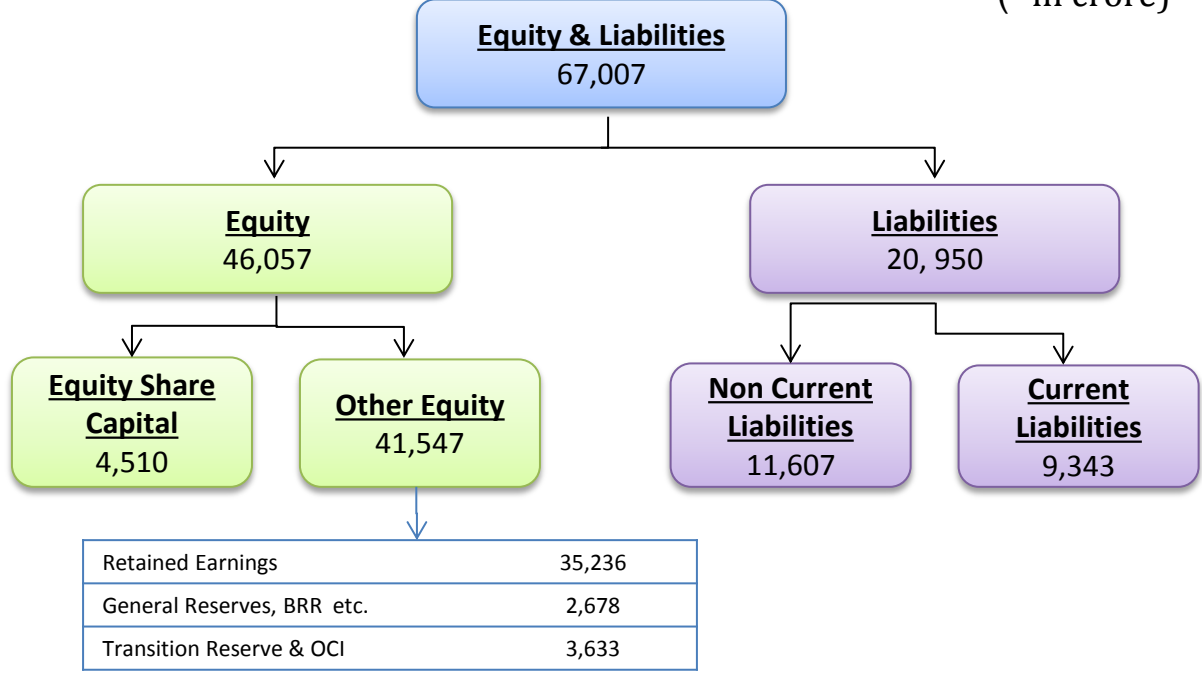


Balance Sheet as on 31st December 2019

(` in crore)



PPE	30,009
CWIP	11,108
Investments	8,741
Others	5,873



Capital Employed
` 53,157 crore

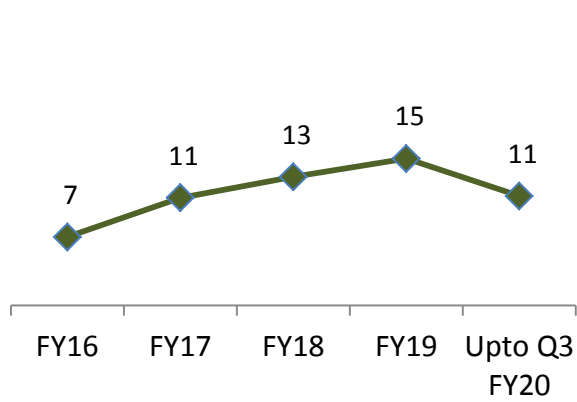
Net Worth*
` 42,345 crore

Loan Outstanding
` 900 crore

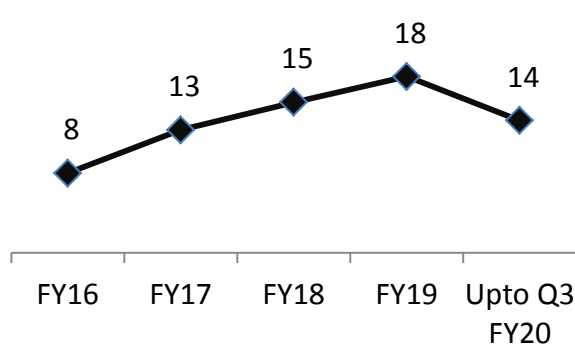
* as per companies' Act

Key Financial Ratios

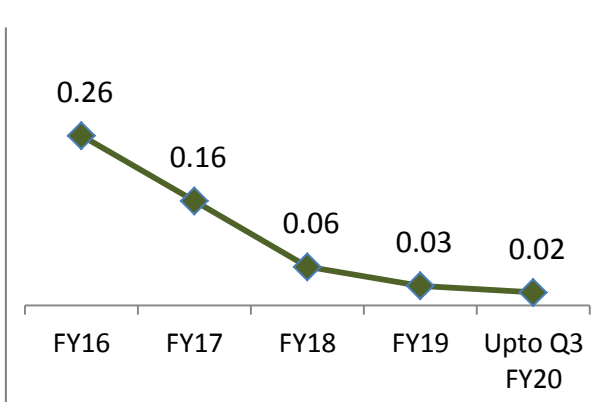
PAT to Net Worth (in %)



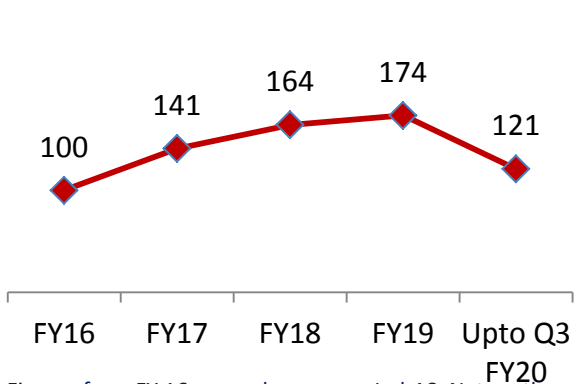
Return on Capital Employed (in %)



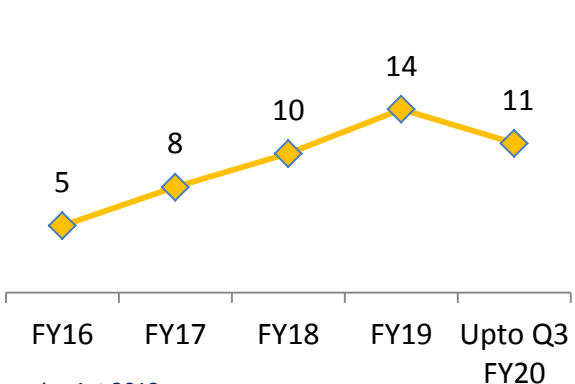
Debt to Equity Ratio



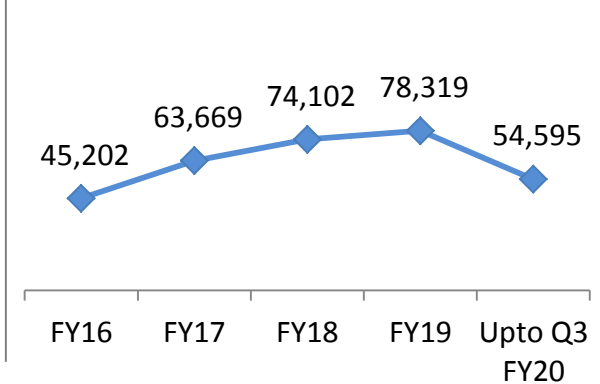
Share Price (in Rs./Share)



Earning Per Share (in Rs./Share)



Market Capitalization (in Rs./crore)



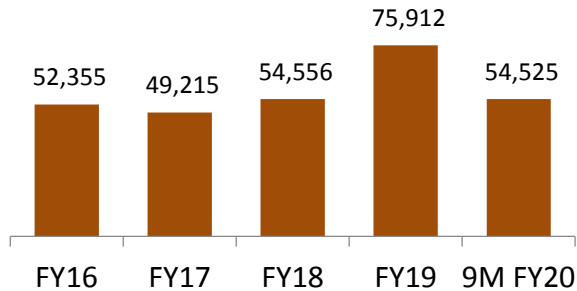
\$ Figures from FY 16 onward are as per Ind-AS, Networth as per Companies Act 2013,

*Ratios annualized.

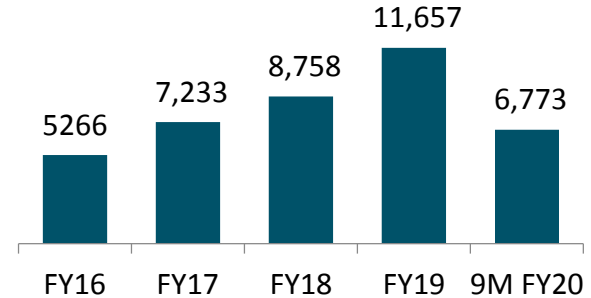
Financial Performance on Consolidated Basis

(in ` crore)

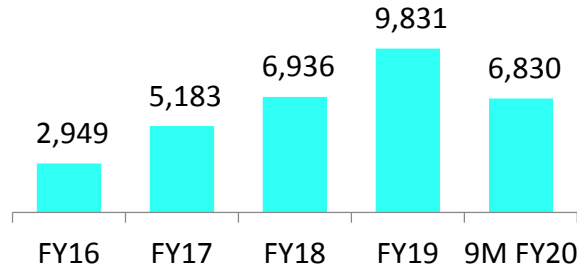
Turnover (Gross)



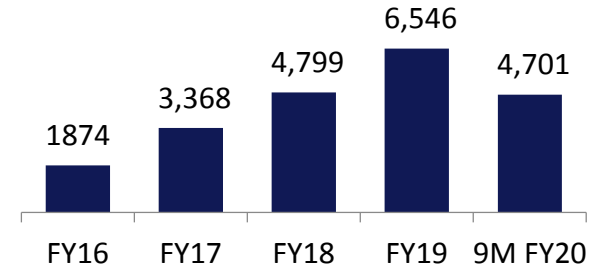
Gross Margin (PBDIT)



Profit Before Tax



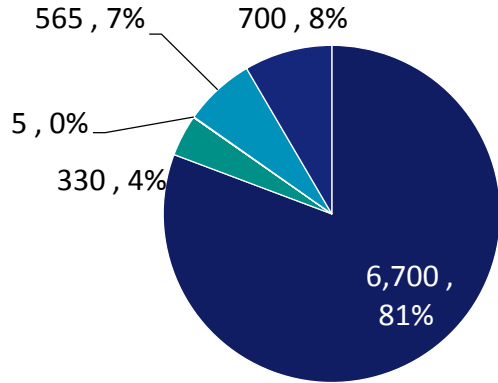
Profit after Tax



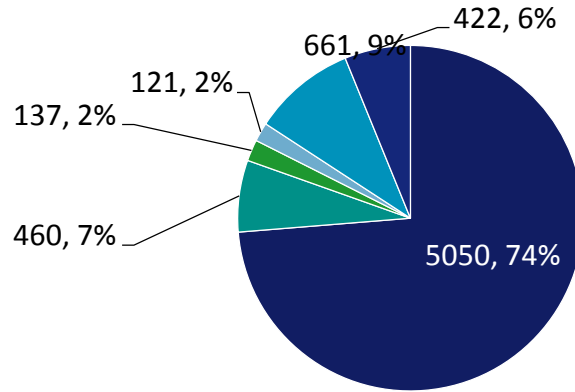
Capital Expenditure Profile

(in ` crore)

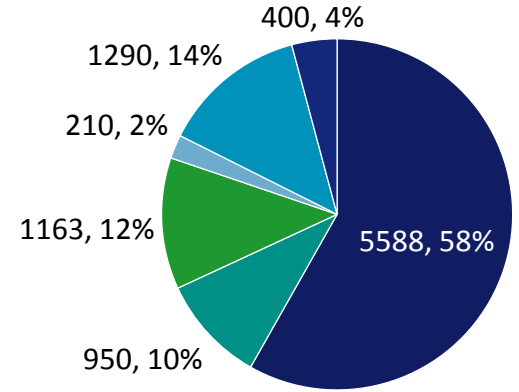
FY18-19
~ ` 8,300 crore



FY19-20E
` 6,850 crore



FY20-21E
` 9,600 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

(in ` crore)

Particulars	December' 19		
	Turnover (Gross)	Eliminations	Consolidated Turnover (Gross)
Standalone	54,121	10,812	64,933
GAIL Gas	3,710	-	3,710
GGSPPL	3,601	-	3,601
GGUI	3,922	-	3,922
TNGCL	87	-	87
Total	65,441	10,812	54,629

PAT Reconciliation on Consolidated Basis

(in ` crore)

Particulars	% Share holding in Quarter December'19	Investment (Net)	December' 19
GAIL	NA	NA	3,602
Subsidiaries		1,176	112
GAIL GAS	100%	1,127	110
GG SPL	100%	42	6
GGUI	100%	6	(11)
TNGCL	48.98%	2	14
Associates		2,424	1,497
MGL	32.50%	32	197
PLL	12.50%	99	239
BCPL	70.00%	992	624
Opal	49.21%	995	0
IGL	22.50%	32	205
China Gas	2.87%	97	230
Fayum Gas	19.00%	8	2
Ramagundam Fertilizer	14.77%	169	-
Joint Ventures (JVs)		598	92
CGD JVs & Others (BGL, CUGL, GGL, MNGL, AGL, VGL, IGGL, TFL, TAPI)	-	393	92
Adjustments			(609)
Deferred Tax	-	-	(281)
Others	-	-	(328)
Consolidated	-	-	4,701

Thank you

