



**GAIL (India) Ltd.**

# **Investors' & Analysts' Presentation**

UQ3 FY'24



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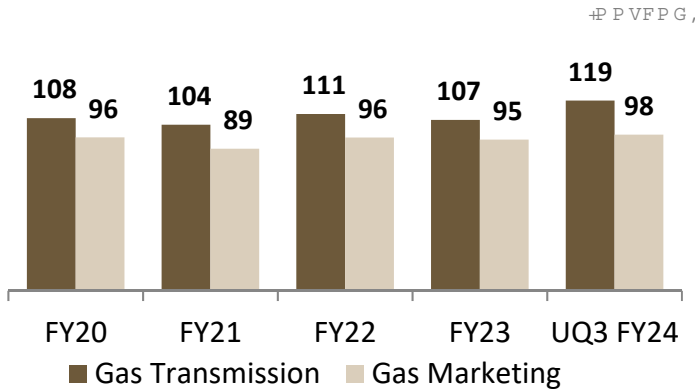
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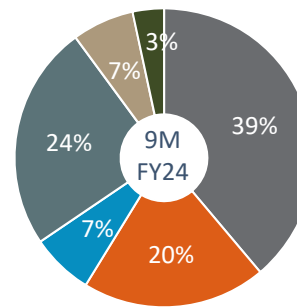
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# Physical Performance

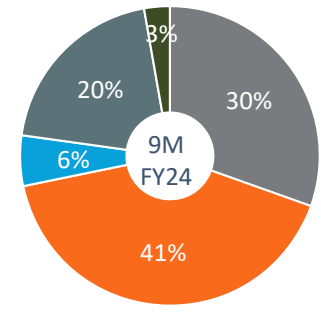
## Gas Volume Trend



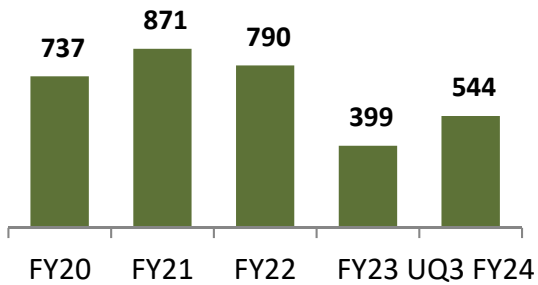
## Gas Marketing Mix



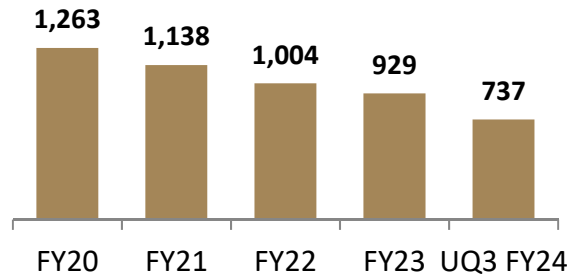
## Gas Transmission Mix



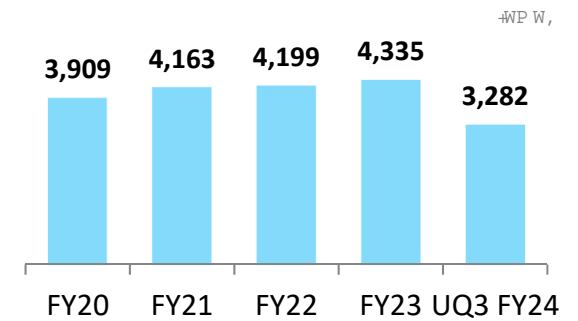
## Petrochemicals Sales



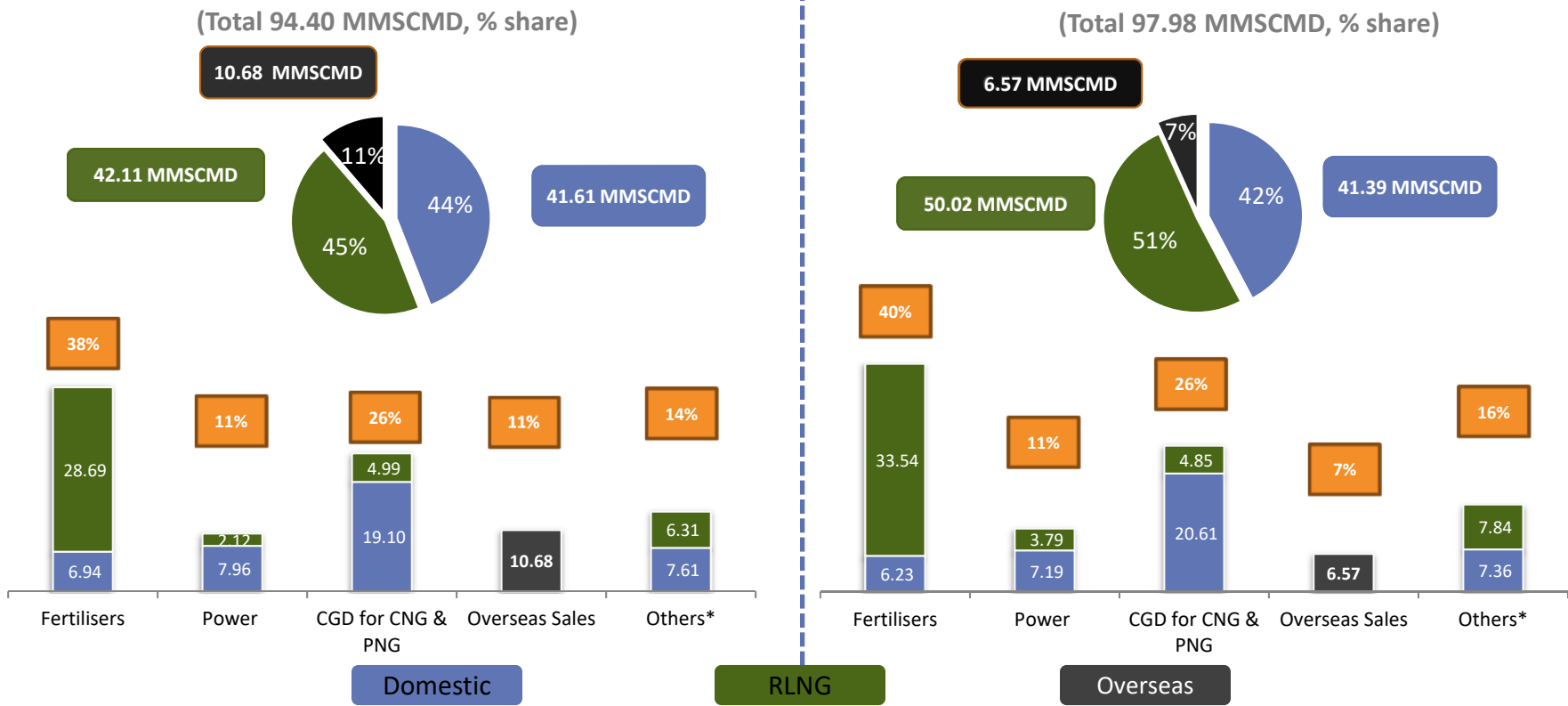
## Liquid Hydrocarbons Sales



## LPG Transmission



# Natural Gas Sector Wise Supply– UQ3 FY23 Vs. UQ3 FY24



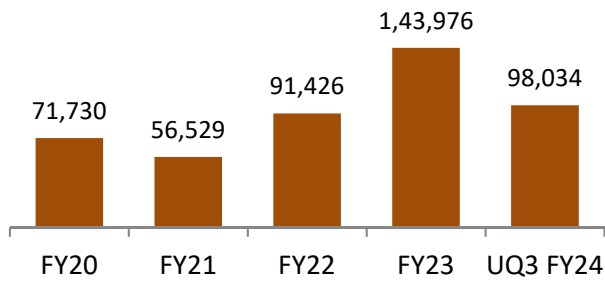
- Imported Gas primarily consists of Long Term RLNG, RLNG and Spot
- Major sources for domestic gas are ONGC (APM & MDP), Ravva, Ravva satellite, CBM etc.
- Highest demand of Natural Gas from Fertilizer, Power & CGD companies

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

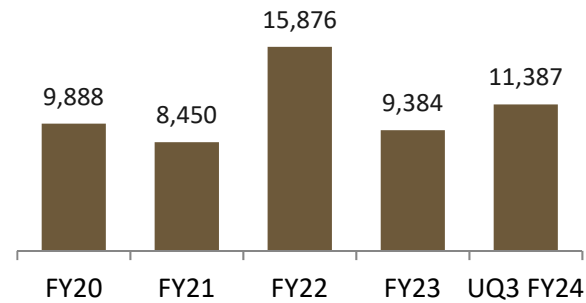
# Financial Performance (Standalone)

(in crore)

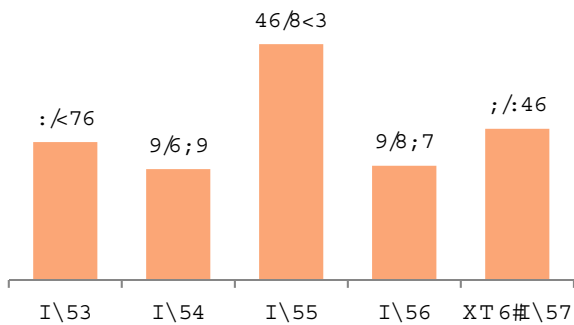
### Turnover (Gross)



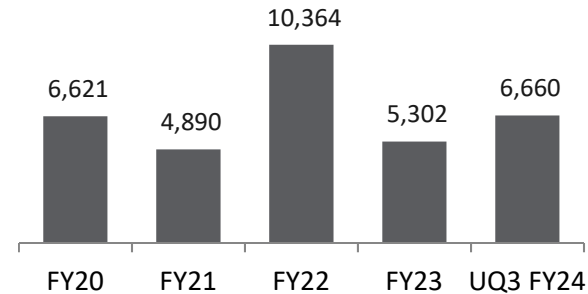
### Gross Margin (EBIDTA)



### Profit Before Tax (PBT)

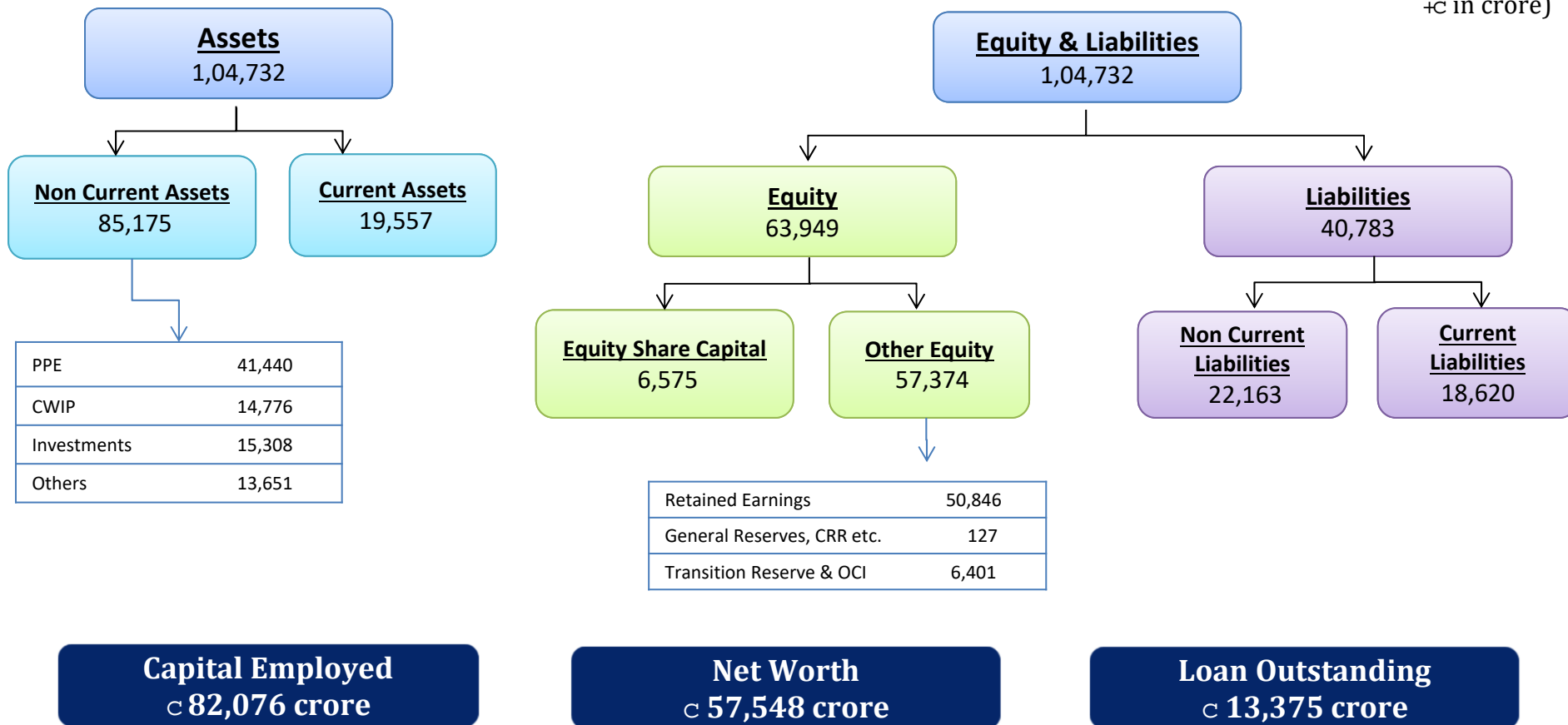


### Profit After Tax (PAT)



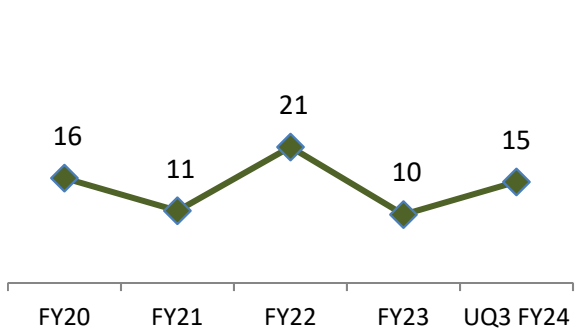
# Balance Sheet as on 31st December 2023 (Standalone)

(₹ in crore)

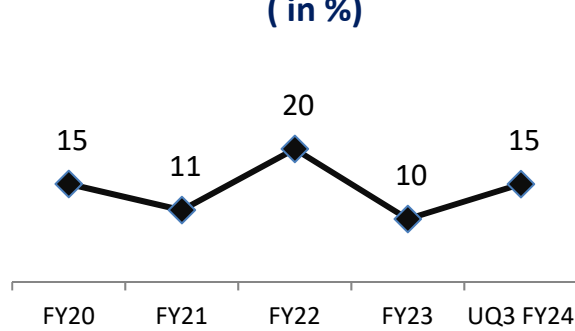


# Key Financial Ratios

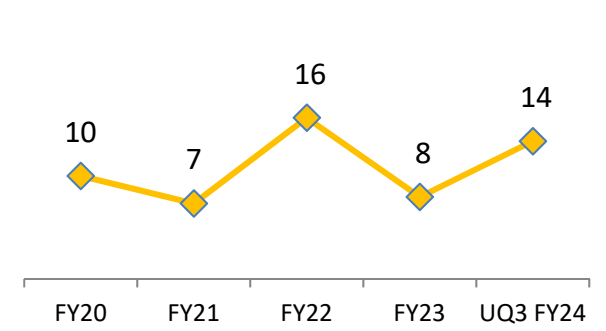
**PAT to Net Worth\* (in %)**



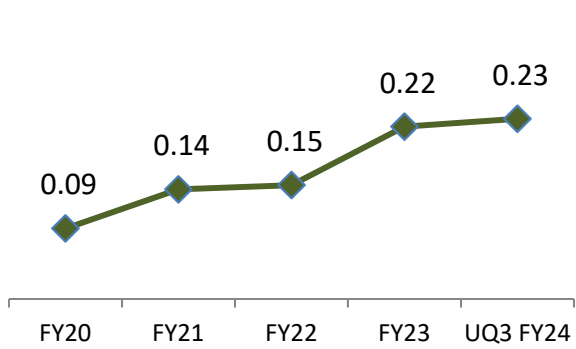
**Return on Capital Employed\* (in %)**



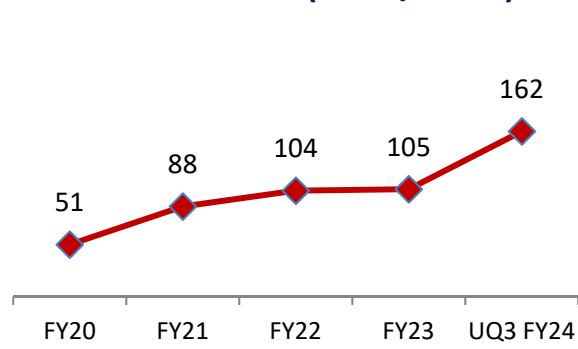
**Earning Per Share\*<sup>§</sup> (in Rs./Share)**



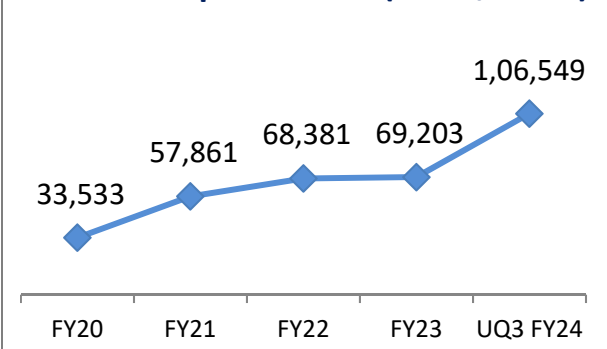
**Debt to Equity Ratio**



**Share Price<sup>§</sup> (in Rs./Share)**



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



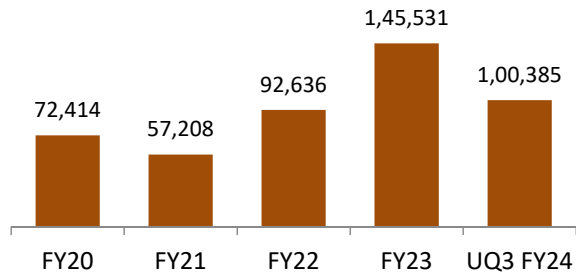
<sup>§</sup> Share Price & EPS for past periods are adjusted for Bonus issue

\* Number are Annualized

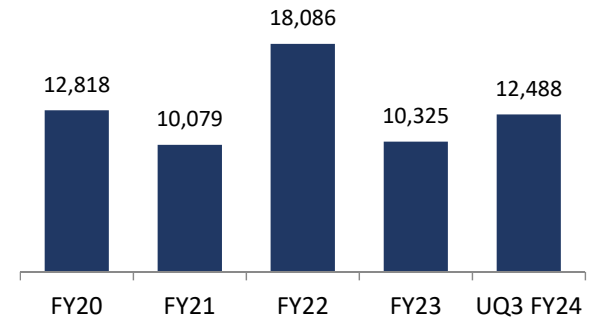
# Financial Performance (Consolidated Basis)

+c in crore)

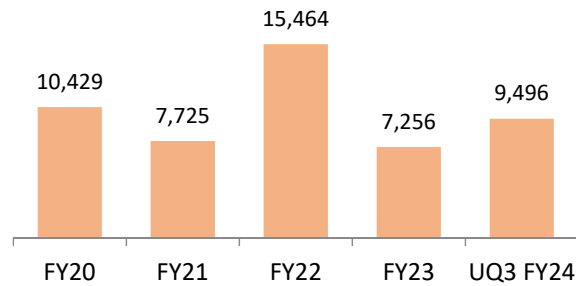
### Turnover (Gross)



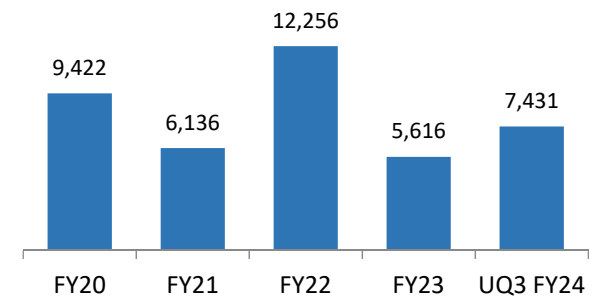
### Gross Margin (EBIDTA)



### Profit Before Tax



### Profit after Tax





## Revenue Reconciliation on Consolidated Basis – UQ3 FY24

₹ in crore)

Entity	Revenue (Gross)	Elimination	Consolidated Revenue
GAIL	98,304	(6,200)	92,104
GGSP	4,945	(3,994)	951
GGUI	4,563	(4,478)	85
TNGCL	210	-	210
GAIL_GAS	8,091	(796)	7,295
BGCL	21	-	21
KLL	254	(254)	-
GMPL	-	-	-
<b>Consolidated Revenue from Operation</b>	<b>1,16,388</b>	<b>(15,722)</b>	<b>1,00,666</b>

# PAT Reconciliation on Consolidated Basis – UQ3 FY24

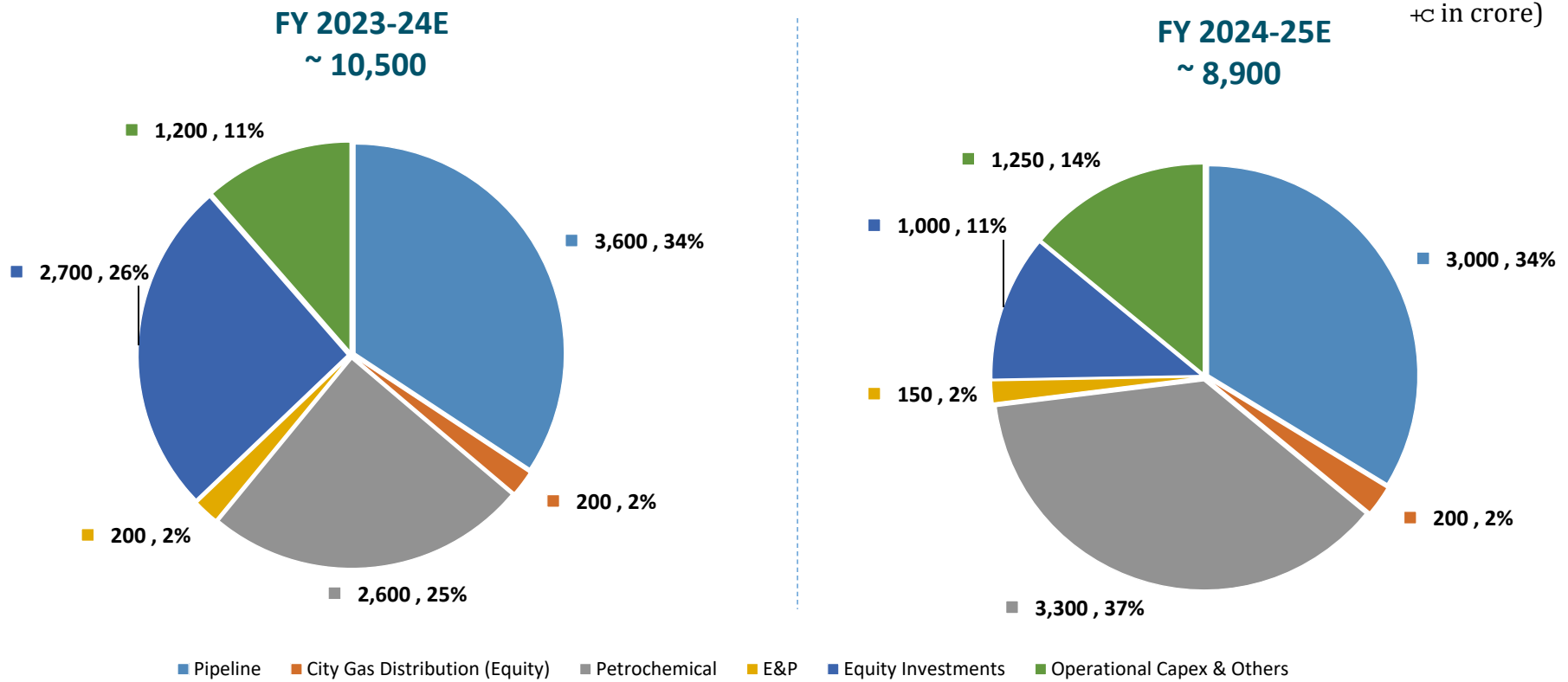
(in crore)

Particulars	% Share holding as on 31 <sup>st</sup> Dec 23	Investment (Net) on 31 <sup>st</sup> Dec 23	Up to 31 <sup>st</sup> Dec 23
<b>GAIL</b>			<b>6,660</b>
<b>Subsidiaries</b>		<b>4,396</b>	<b>-3</b>
GAIL GAS	100%	2,047	229
GG SPL	100%	48	14
GGUI <sup>§</sup>	100%	187	-7
Bengal Gas Company Limited	88%	560	-8
Konkan LNG Limited	93%	886	-255
TNGCL	49%	15	30
GMPL	100%	653	-9
Less: Minority Interest	-	-	2
<b>Associates</b>		<b>2,844</b>	<b>1,073</b>
MGL	33%	32	333
PLL	13%	99	360
BCPL	70%	992	-152
IGL	23%	32	346
Opal	49%	995	-
China Gas	3%	97	132
Fayum Gas	19%	8	2
Ramagundam Fertilizer	14%	270	33
ONGC Tripura Power Company Ltd	26%	319	18
<b>Joint Ventures (JVs)</b>		<b>1,376</b>	<b>197</b>
MNGL	23%	23	103
CGD JVs & Others (BGL, CUGL, GGL, AGL, VGL, TAPI, IGGL, BEOL, LJSCL, TFL)	-	1,353	93
<b>Adjustments</b>			
Add: Elimination of Dividend	-	-	-479
Add: Elimination Profit/Loss recognized from investments			17
Less: Others			
<b>Consolidated*</b>			<b>7,431</b>

\* Excluding Minority interest of Rs. (2.01) Crore

§ Investment amount of GGUI net of Provision for impairment is Rs 7.34 Crore

# Capital Expenditure Profile\*



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

**Thank you**

