## **GAIL (India) Limited**



## Investors' & Analysts' Meet 2024

May 17, 2024, Mumbai



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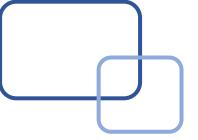
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## **Company Mission & Vision**

### **Mission**

Enhancing quality of life through clean energy and beyond



### **Vision**

Be the leader in natural gas value-chain and beyond, with global presence, creating value for stakeholders with environmental responsibility

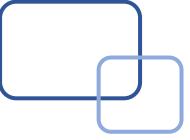












## **Company Overview**









## **Major Business Portfolios**



## Gas Transmission and marketing

- ~ 16,240 KM of NG Pipeline Network
- Long Term Portfolio of ~15.5 MMTPA



### E&P

- Participation in **13** Blocks
- Presence in US & Myanmar



### **Petrochemicals**

- Capacity of 810 KTA at Pata & 280 KTA at BCPL
- ~15% market share by capacity



### Renewables

- 118 MW of Wind Power Capacity
- 16.72 MW of Solar Power Capacity



### **LPG & Liquid Hydrocarbons**

- 5 Processing Plants
- 1.4 MMTPA of capacity
- 4.58 MMTPA of LPG Trans. Capacity



### City Gas

- 72 GAs out of total 307 GAs
- Subsidiary GAIL Gas Ltd., Bengal Gas & TNGCL + 8 CGD JVs



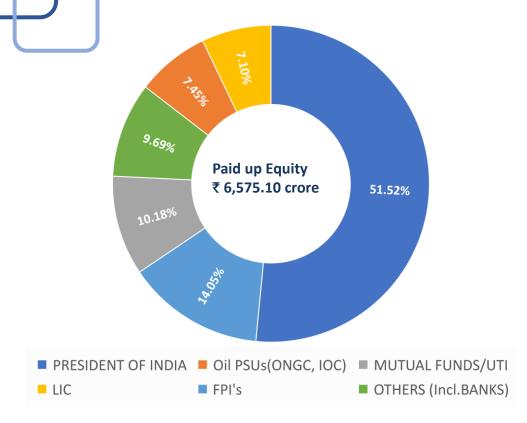






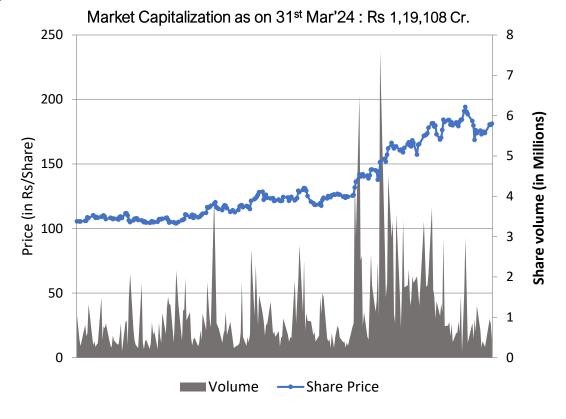
## **Global Presence** RUSSIA •Bharat Energy Office USA GAIL Global (USA) INCGAIL Global (USA) LNG LLC **CHINA** • China Gas MYANMAR **EGYPT** Equity in 2 Retail Gas Companies A1 & A3 E&P BlocksSEAGP • GAIL Global Singapore PTE Ltd

## **Shareholding Pattern**



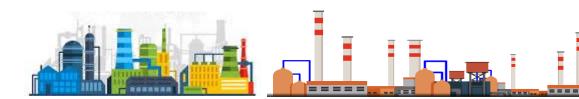
Year	FY19	FY20	FY21	FY22	FY23	FY24
Dividend Pay-out Ratio (%)*	30.01	43.60	45.76	42.84	49.61	40.92

<sup>\*</sup> Dividend Pay-out Ratio calculated on accrual basis.



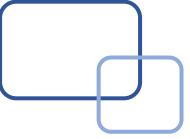
- ☐ GAIL's Market Capitalization crossed Rs. 1 trillion mark for the first time and share price touched all time high of Rs. 196.35 on BSE during FY 2023-24.
- □ During FY 2023-24, GAIL paid Dividend @55% (Rs. 3,616 crore @ Rs. 5.5/Share) of paid-up capital

Source: BSE Website; Note: Shareholding pattern & other data as on 31st Mar 2024









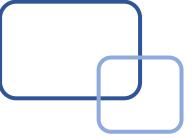
## Performance Analysis











## **Major Highlights for FY 2023-24**



GAIL Secured an "Excellent" MoU rating for FY 2022-23 from DPE



GAIL's Assets and Market Capitalization surpassed Rs. 1 Trillion mark



GAIL paid dividend @ 55% of paid up capital for FY'24 (Rs. 3,616 crore)



Received "NIL" Comments from CAG for the Accounts of FY 2022-23 (14th year in a row)



GAIL achieved highest ever annual Gas Transmission volume of 120.46 MMSCMD



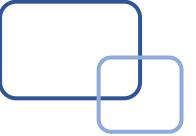
GAIL has entered into Long-Term LNG agreements with M/s Vitol Asia Pte Ltd. and M/s Adnoc LNG for an aggregate volume of  $\sim 1.53$  MMTPA of volume starting 2026











## **Major Highlights for FY 2023-24**



Achieved highest ever total annual LPG Transmission volume of 4.395 MMTPA



GAIL Vijaipur secured 1st Position with National Award for excellence in Cost Management from ICMAI in Manufacturing Sector, Public – Medium Category



GAIL signed an agreement with BPCL for a 15-year supply of Propane for upcoming petrochemical plant at Usar in Maharashtra



Authorized Economic Operator (AEO) Tier - 3 Status has been granted to GAIL.



Qatar Energy LNG and Petronet LNG Ltd. have signed an LNG SPA of 7.5 MMTPA in February 2024 wherein GAIL will offtake 60% of the volumes starting from 2028 for period of 20 years



Credit Rating – Domestic 'AAA' with Stable outlook, International 'Baa3' with Stable outlook (Moody's), BBB- with Stable outlook (Fitch) - capped to Sovereign Rating of India

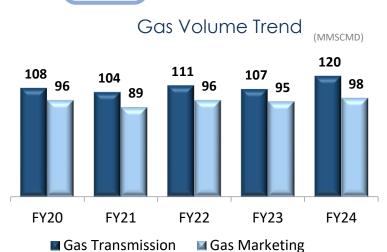






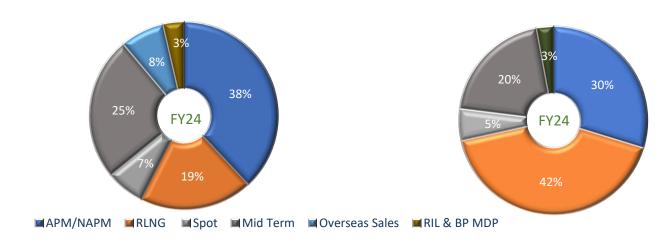


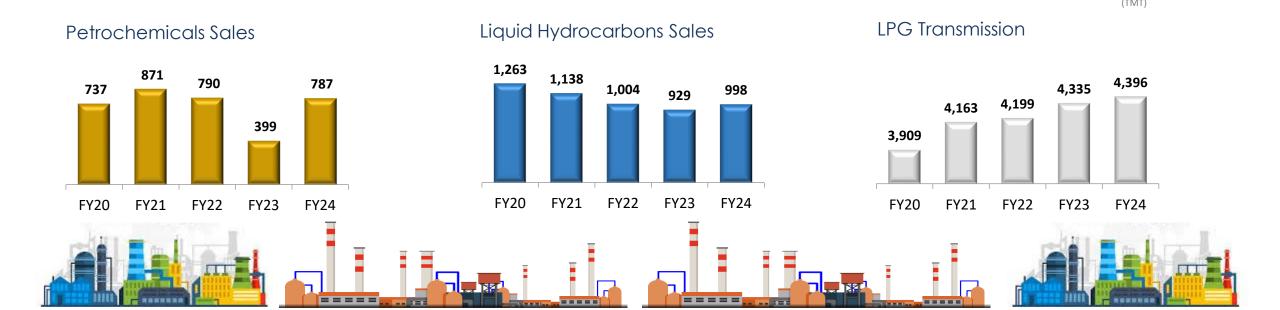
## **Physical Performance**



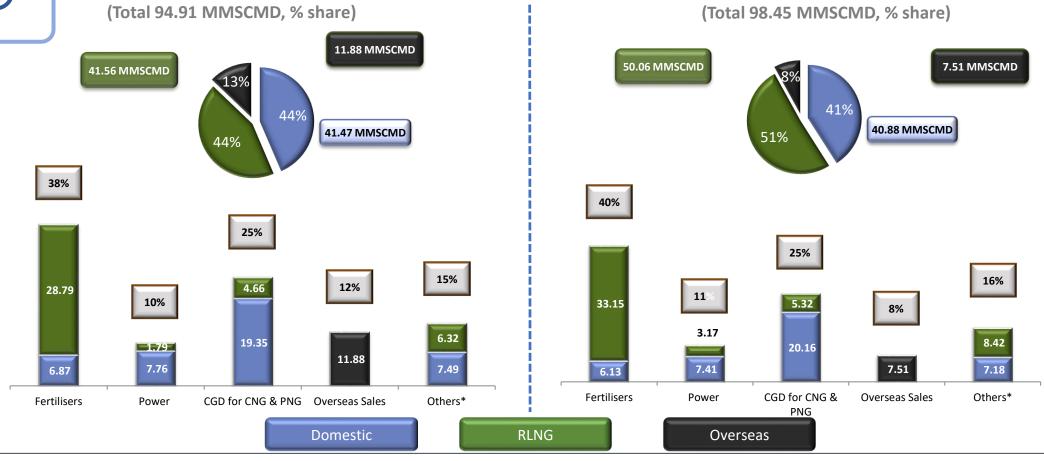


### Gas Transmission Mix









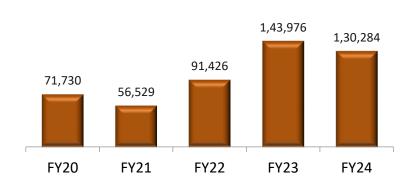
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- ☐ Imported Gas primarily consists of Long Term RLNG and Spot
- ☐ Major sources for domestic gas are ONGC (APM & MDP),Ravva, Ravva satellite, CBM etc.
- ☐ Highest demand of Natural Gas from Fertilizer, Power & CGD companies



## **Financial Performance (Standalone)**



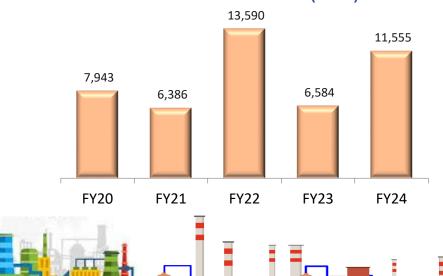


### Gross Margin (EBITDA)

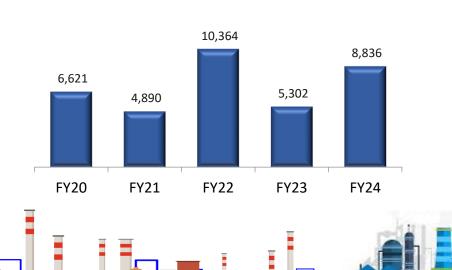
(in Rs. crore)



Profit Before Tax (PBT)



### Profit After Tax (PAT)



## **One Off Transactions - FY 23-24**

Particulars	Amount (Rs. in crores)
<b>❖</b> Gas Marketing Segment	
<ul> <li>Custom Duty Receivables (cargos imported from UAE)</li> </ul>	155
■ TDS Refund from Income Tax Dept on Overseas Purchase	79
<b>❖</b> Gas Transmission Segment	
■ Booking of Spot Gas — @ Higher price ~ \$ 40 per MBG	(172)
■ Provision for KKMBPL	(27)
Provision on account of Arbitration Cases	(80)
■ Increase in Depreciation (on account of revision in residual value of NG P/Ls)	(67)
<b>❖</b> Petrochemical	
CST receivables from Commercial Tax Dept. (AP)	169
<ul> <li>Custom Duty Receivables (cargos imported from UAE)</li> </ul>	9
<b>*</b> Others	
<ul> <li>Provision / Impairment of E&amp;P Block (Net)</li> </ul>	(114)
Provision for GST interest on GGL Invoicing	(61)
Net Impact (Negative)	(110)

## Balance Sheet as on 31st March 2024 **Equity &** Liabilities **Assets** 1,09,528 1,09,528 Non Current

**Current Assets** 

18,528

42,666

15,858

17,514

15,362

**Equity** Liabilities 64,179 45,349

> **Retained Earnings** 49,429 General Reserves, CRR etc. 127 Transition Reserve & OCI 8,048

Other Equity

57,604

**Capital Employed** ₹85,446 crore

Assets

91,000

PPE

**CWIP** 

Others

Investments

\* as per companies' Act, \$ - excluding Lease Liability

Net Worth\* ₹ 56,131 crore

**Equity Share** 

Capital

6,575

**Loan Outstanding**§ ₹ 13,513 crore

Non Current

Liabilities

25,145

(Rs in crore)





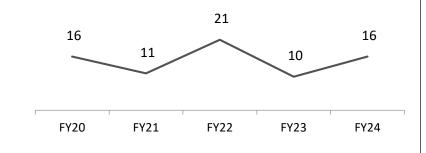
Current

Liabilities

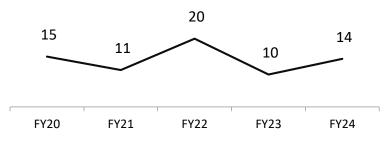
20,204

## Key Financial Ratios

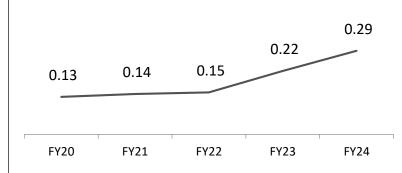




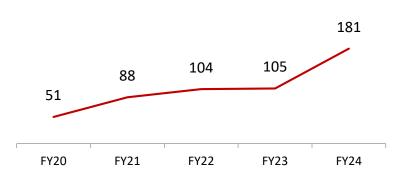
## Return on Capital Employed (in %)



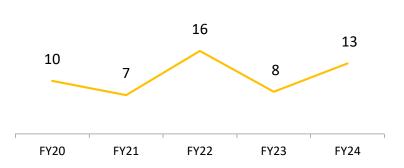
### **Debt to Equity Ratio**



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



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



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

1,19,108 57,861 68,381 69,203 FY20 FY21 FY22 FY23 FY24

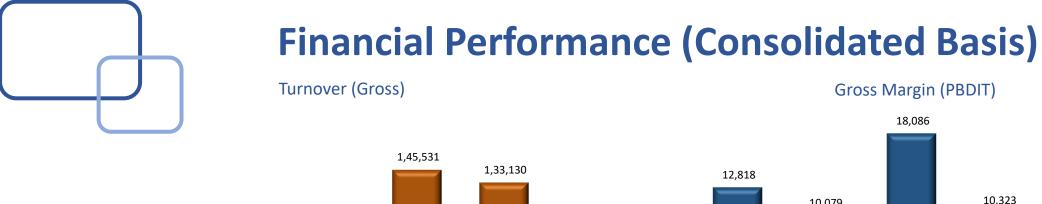
 $\$  Share Price & EPS for past periods are adjusted for Bonus issue

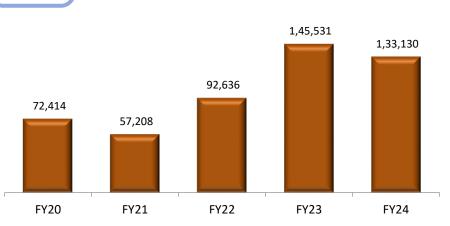


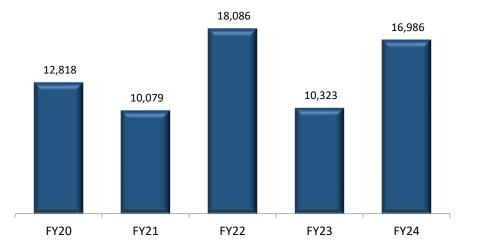




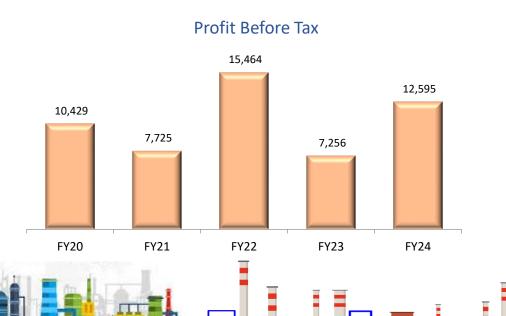


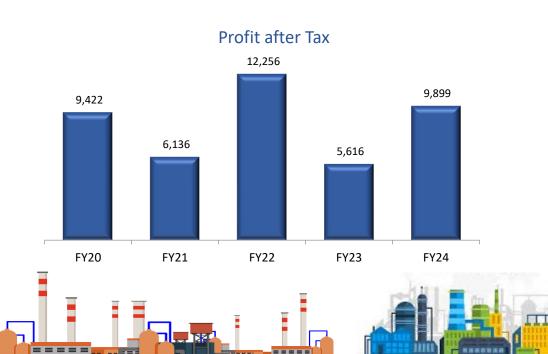






(in Rs. crore)





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## **Revenue Reconciliation on Consolidated Basis - FY24**

(in Rs crore)

Entity	Revenue (Gross)	Elimination	Consolidated Revenue
GAIL	1,30,638	(8,339)	1,22,299
GGSPL	6,231	(5,279)	952
GGUI	6,206	(6,100)	106
TNGCL	282	-	282
GAIL GAS	10,944	(1,113)	9,831
BGCL	30	-	30
KLL	407	(407)	-
GMPL	-	-	-
Consolidated Revenue	1,54,738	(21,238)	1,33,500











## **PAT Reconciliation on Consolidated Basis - FY24**

(in Rs crore)

Particulars	% Share holding as on 31st Mar 24	Investment (Net) on 31 <sup>st</sup> Mar 24	FY24
GAIL			8,836
Subsidiaries		4,569	415
GAIL GAS	100%	2,050	318
GGSPL	100%	48	11
GGUI	100%	187	(13)
Bengal Gas Company Limited	90%	670	(11)
Konkan LNG Limited	93%	886	(249)
TNGCL	49%	15	41
GMPL	100%	713	322
Less: Minority Interest	-	-	(4)
Associates		2,844	1,436
MGL	33%	32	415
PLL	13%	99	456
BCPL	70%	992	(112)
IGL	23%	32	447
Opal	49%	995	0
China Gas	3%	97	144
Fayum Gas	19%	8	3
Ramagundam Fertilizer	14%	270	66
ONGC Tripura Power Company Ltd	26%	319	18
Joint Ventures (JVs)	-	1,376	251
MNGL	23%	23	137
CGD JVs & Others (BGL, CUGL, GGL, MNGL, AGL, VGL, TAPI, IGGL)		1,354	114
Adjustments			
Add: Elimination of Dividend	-	-	(681)
Add: Elimination Profit/Loss recognized from investments	-	-	0
Less: Others		<u> </u>	358
Consolidated*	-	-	9,899

<sup>\*</sup> Excluding Minority interest of Rs. (2.01) Crore

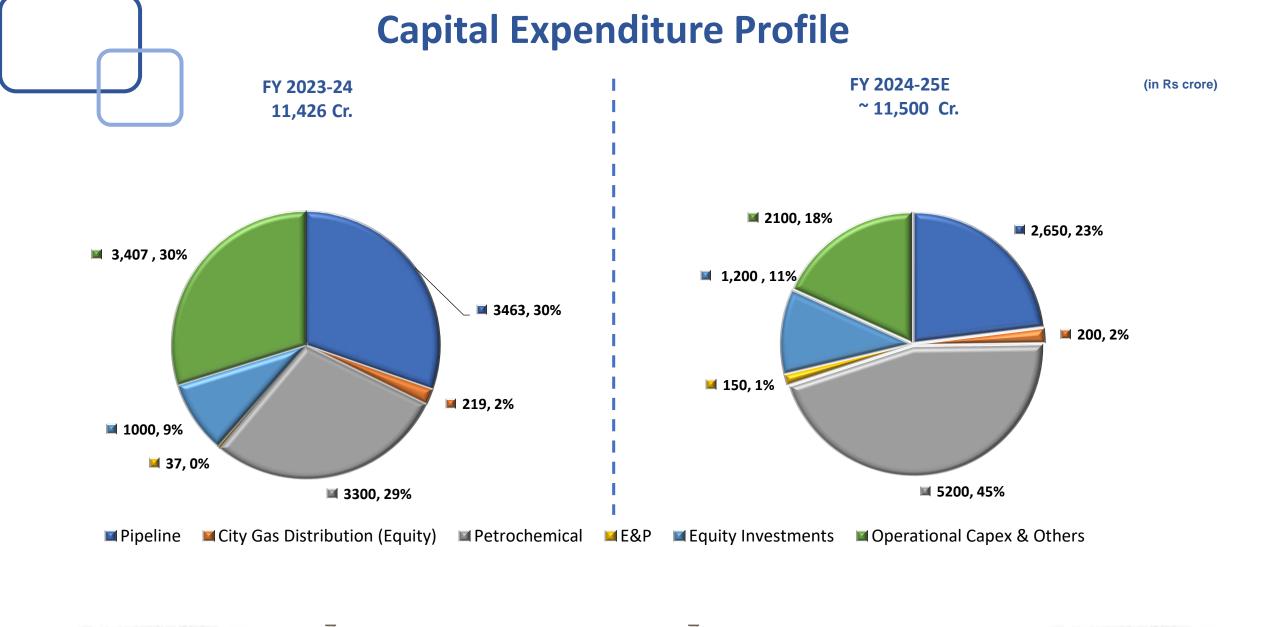


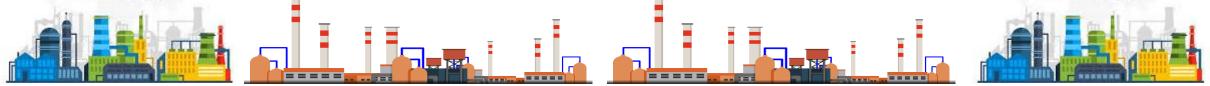






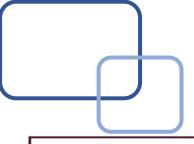
<sup>\$</sup> Investment amount of GGUI net of Provision for Impairment is Rs 7.34 Cro





## Actual Capex & Capital Commitment in Major Projects (in Rs./crore)

Name of Projects	Lengths of Pipelines (Km)/Capacity	Commissioned length (Km)	Expected Completion Date	Approved Cost	Capital Commitment	Actual Capex up to 31.03.2024
Major Pipeline Projects						
Dhamra-Angul P/L (JHBDPL 2A)	413	413	Commissioned	2,451	2,438	2,254
Bokaro-Angul P/L (JHBDPL 3A)	620	620	Commissioned	2,890	2,841	2,670
Durgapur-Haldia P/L (JHBDPL 3B)	294	-	31 <sup>st</sup> Mar 2025	2,433	2,174	1,866
Barauni Guwahati P/L (BGPL)	717	717	Commissioned	3,992	3,989	3,793
Dhamra-Haldia P/L	253	150	31 <sup>st</sup> Mar 2025	1,031	942	743
KKBMPL – II P/L – Commissioned	579	579	Commissioned	3,544	3,032	2,950
KKBMPL – II P/L - Under Construction	322	-	30 <sup>th</sup> Nov 2024	2,365	1,577	922
Srikakulam-Angul P/L	744	-	30 <sup>th</sup> Sep 2024	2,658	2,316	1,868
Mumbai-Nagpur-Jharsuguda P/L	1,755	-	31st Oct 2024	7,844	6,735	5,360
Gurdaspur - Jammu P/L	152	-	11 <sup>th</sup> July 2026	522	23	2
C2/C3 Pipeline (Vijaipur to Pata)	360	-	June 2027	1,792	-	-
Major PC Projects						
Propane Dehydrogenation & Polypropylene Project (PDH-PP), Usar	500 KTA	NA	April 2025 (Mech Completion)	11,256	9,126	3,654
IPA, USAR	50 KTA	NA	December 2025	528	38	2
Polypropylene Project (PP), PATA	60 KTA	NA	December 2024 (Mech Completion)	1,299	1,130	670



#### FTSE Russell

### CERTIFICATE OF MEMBERSHIP

This is to certify that

**Gail India** 

is a constituent company in the FTSE4Good Index Series



FTSE4Good

June 2022

The FTSE4Good Index Series is designed to identify companies that demonstrate strong environmental, social and governance practices measured against globally recognised standards.

3.0

GAIL is included in FTSE4Good Index Series for the 6th time in a row, affirming the Company's strong commitment towards Environmental, Social and Governance (ESG) practices in the Oil & Gas Sector

## **Sustainable Development**

GAIL has set a target to achieve Net-Zero (scope 1 and scope 2) status by 2040 while reducing scope 1 and Scope 2 emissions by 100% and Scope 3 emissions by 35% (from the baseline year of 2020-2021) by 2040.

GAIL has entered into MoU with the Center of Excellence in Oil, Gas and Energy (CoEOGE) under the aegis of IIT Bombay for conducting study titled 'Decarbonization of Petrochemical, Gas Processing, and Petroleum Refineries: Technology evaluation and Life Cycle Assessment' in line with its Net 7ero 2040 Vision.

GAIL has been awarded by M/s BW Business World as India's most Sustainable Company (among PSU category) in June 2023. These awards are a recognition of Company's continued sustainability efforts.

GAIL has been upgraded from "C" to "B" level in CDP Global ESG Rating under Climate Change 2023.

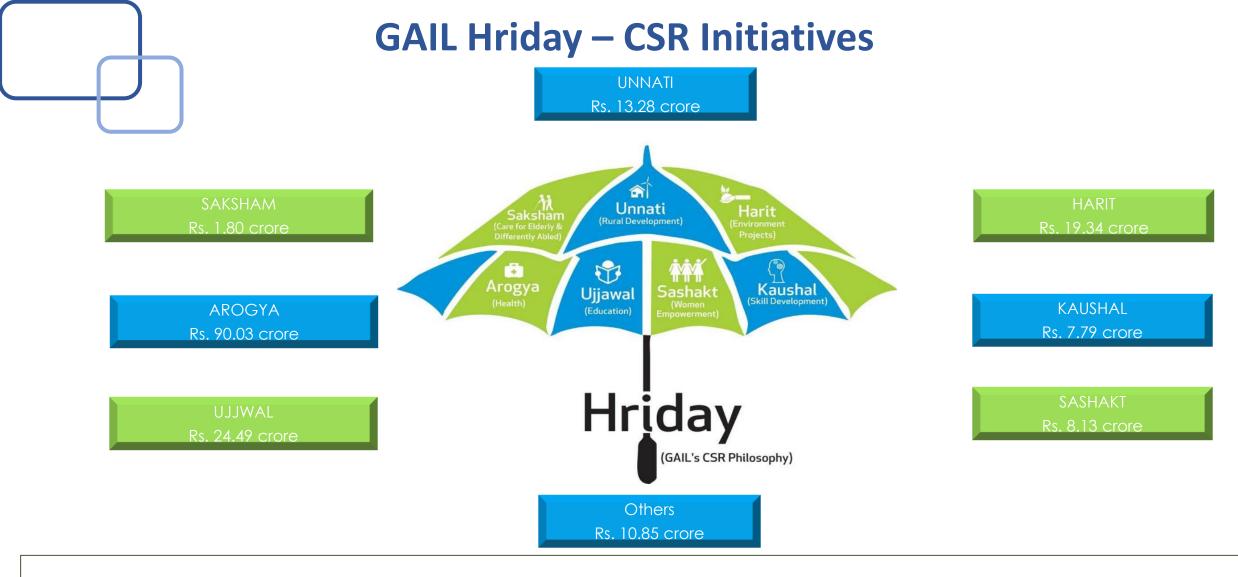
GAIL embarked upon the journey of adoption of Sustainable Factory GreenCo Rating . In last 3 years, 7 GAIL sites have achieved GreenCo Rating at different levels; DBPL achieved Platinum; Pata achieved Gold; Jhabua, Vaghodia, Vijaipur, Gandhar and VSPL Pipeline have attained the silver rating.











GAIL spends 2.47% i.e. ~ Rs. 175.71 crore (including set off) under CSR initiatives for FY 2023-24







## **Corporate Social Responsibility (CSR)**

### **Major Highlights**

### 1. GAIL UJJAWAL (Education Centric Initiatives):

• 210 meritorious & marginalized students received residential coaching at GAIL Utkarsh centres- Kanpur, Varanasi & Haldwani for admission into IITs/NITs and other Engineering colleges as well as coaching for Medical Entrance exam at Varanasi centre.

### 2. GAIL KAUSHAL (Skill Initiatives):

- 760 Candidates trained at GAIL Institute of Skills at Nagaram (Rajahmundry) and Guna (MP) in skill trades related to Hydro Carbon, Automotive, telecom, healthcare, etc.
- 229 Candidates trained in Plastic Product Manufacturing at 8 centres of CIPET at Vijaywada, Guwahati, Raipur, Ranchi, Aurangabad, Chandrapur, Imphal & Lucknow.
- Provided support to 536 candidates as part of the collaborative project with MoP&NG and PSEs on contribution to Skill Development Institute (SDI) at Rae Bareli.

#### 3. GAIL AROGYA (Health & Sanitation Initiatives):

40 Mobile Medical Units (MMUs) operated across 22 districts in 11 States of India, in remote rural pockets of the country.

#### 4. OTHER FOCUS AREAS:

 GAIL is supporting the Hospital Extension at Badrinath Dham, conversion of Diesel run boats to CNG in Varanasi, and construction of CNG crematoriums in Bhubaneswar and Cuttack.

### 5. In FY 2023-24, GAIL CSR has supported and impacted more than 10 lakhs lives through it CSR initiatives./











## **Industry Outlook**

**Natural Gas Segment** 









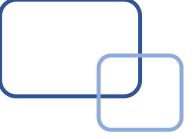


## **Global Energy Scenario – Evolving Narrative**

- Global energy system is evolving New energy policies, transition to zero-carbon tech, energy security concerns, and economic & population growth.
- Some tensions in energy markets have receded numerous risks remain and the current relative calm may not last.
  - Continued fighting in Ukraine & risk of protracted conflict in the Middle East
  - Periods of extreme weather major hazard for energy security
- The pattern of investments in recent years towards a more electrified, renewables-rich energy system.
- Energy transitions do not bring an end to traditional risks to energy security.
  - Global oil & gas trade increasingly focused on flows between Middle East & Asia
- Energy security vital element for fuel-importing countries, as are industrial strategies and clean economy vision.
- Natural gas key "bridge fuel" for renewable energy mix transition continue to play crucial role in Energy Security

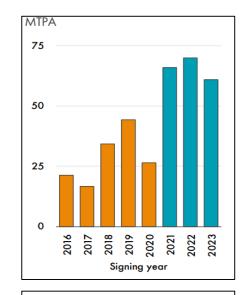


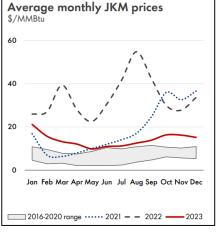




## **Gas Demand – Global Scenario**

- Buyers pursue long-term supply for energy security upswing in contracting shows industry's commitment to LNG
- Milder winter, high gas storage levels, modest economic recovery in China and lower demand in Europe helped balance the global gas market during 2023.
  - Lower spot prices increased buying in more price-sensitive markets throughout Asia
  - Limited new supply kept gas prices above historic averages
- Starting 2025, unprecedented surge in new LNG projects set to tip the balance of markets and concerns about natural gas supply.
  - Projects to add 250 bcm per year of liquefaction capacity by 2030
  - More than half of the new projects in the United States and Qatar
- Declining domestic gas & growing power markets to drive South & SE Asia LNG imports
  - ☐ The global LNG market will continue growing into the 2040s, mostly driven by industrial decarbonization and strengthening demand in Asian countries.



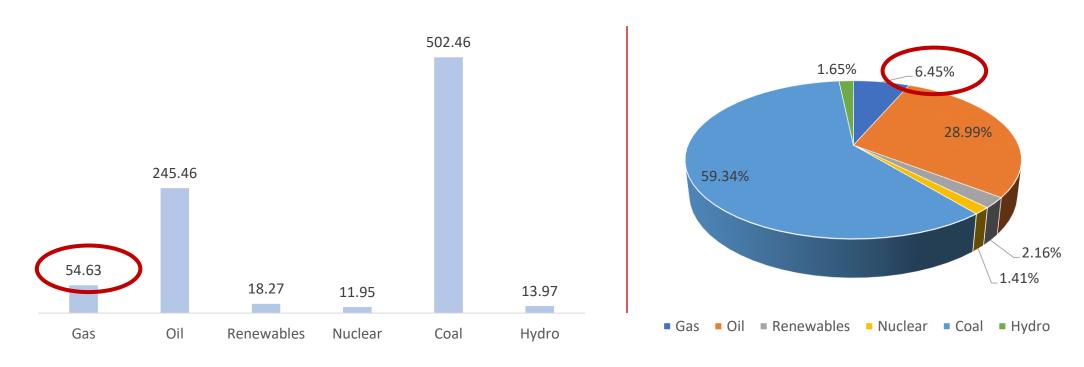








## **Primary Energy Mix - India**



Source wise primary energy supply in mtoe







## **Indian Energy Scenario**

India's Decarbonization Target

- Net Zero by 2070
- 500 GW Renewable/cleaner fuel based power generation capacity
- Energy self reliance by 2047
- Energy demand in India is growing rapidly and primary energy consumption is expected to more than double by 2050 (BP Energy Outlook 2023).
- India's role in global oil markets is expected to expand substantially towards 2030, with significant implications for its oil trade balances, climate ambitions and energy security goals
  - Healthy economic expansion
  - Dynamic population, urbanization and industrialization growth
- India's growth critically dependent on energy security
  - India's expenditure on energy imports ~ 20% of annual budget
  - Ties our growth to how the world transitions its energy ecosystem exposing to energy cost vulnerabilities
- The government has made considerable headway with energy reforms and continues to focus on greater energy security, infrastructure development, and market liberalization.

Source: USEIA India Analysis 2022, BP Energy Outlook 2023, ET Energy World Dec 2023



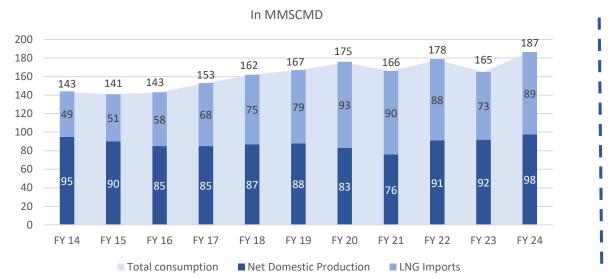


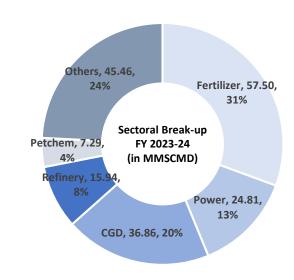






## All India Natural Gas Consumption – Historical

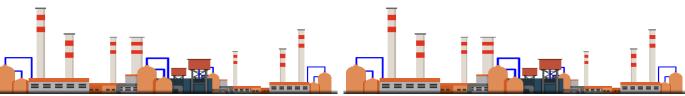




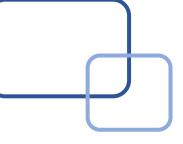
- Fertilizer sector used the major share of natural gas in the country
- Growing at a CGAR of > 12%, consumption of CGD sector is expected to increase significantly in coming years.

Source: PPAC | Snapshot of India's Oil & Gas data - Mar 2023, PPAC | Monthly report - March 2023









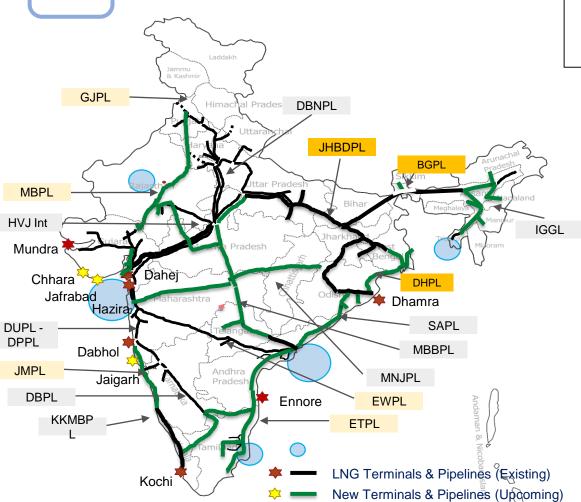
## **Natural Gas Consumption in India**

- India is the fourth largest LNG market and will be one of the biggest drivers for future LNG demand growth.
- Indian buyers announced 11.65 MMTPA of SPAs since 2023
  - Recent signings have narrowed the gap between contractual supply and demand
  - Increasing demand and peaking domestic gas production need for more term deals to reduce exposure to the spot market.
- India's current policies focus on fuel switching through promotion of Natural Gas
- Govt. is making all efforts to improve affordability of natural gas
  - Implementation of Unified Tariff pipeline transportation costs reduced significantly especially for consumers far from source points
  - Linking of Domestic Natural Gas pricing with crude oil prices Significant decrease in prices of PNG for households and CNG for transport
  - Mandates wrt HPHT gas to support the price-sensitive downstream sectors
    - Prioritize the CGD sector's bids for its transport and residential customers, followed by fertilizer plants, LPG producers and power plants
    - Capping of trader's margin to restrict hefty margin being charged to downstream customers
- Domestic gas production is witnessing a rising trend Further growth is anticipated with more fields expected to come online Increased availability of domestic gas including HPHT has aided in import reduction





## Gas infrastructure in India - "One Nation-One Grid"



Operational	24,723	km		
pipelines	- 1,1 - 3			
Authorized				
			33,347	km
pipelines			•	

Fig: PNGRB | Natural Gas Pipelines Network in India - as on 31st December, 2023

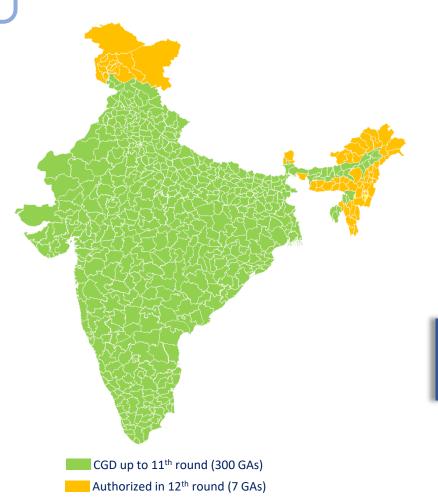
S. No.	Existing Re-gas Terminals	Re-gas Capacity (MMTPA)	Capacity Utilization (Apr 2023 - Feb 2024
1.	Dahej (Gujarat)	17.5	95.1%
2.	Hazira (Gujarat)	5.2	31.5%
3.	Dabhol (MH)	5	41.5%
4.	Kochi (Kerala)	5	20.6%
5.	Ennore (A.P.)	5	17.8%
6.	Mundra (Gujarat)	5	12.6%
7	Dhamra (Odisha)	5	23.1%
	Total	~ 47.7	

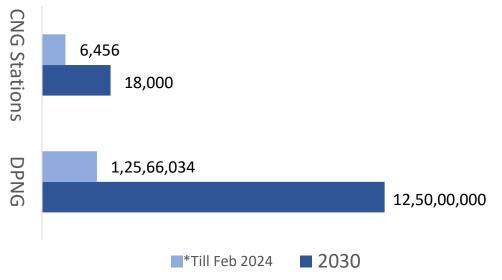
S. No.	Upcoming Re-gas Terminals	Re-gas Capacity (MMTPA)
1.	Jafrabad	5
2.	Jaigarh	4
3.	HPCL Chhara	5





## City Gas Distribution – Making gas accessible to public



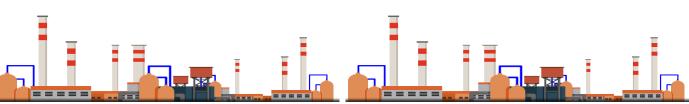


#### **CGD Growth:**

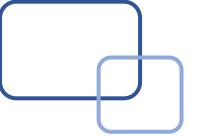
With increased focus of Govt on CGD sector, it is expected to grow at a CAGR of more than 12% in coming years

Source: \*PPAC|Snapshot of Oil and Gas Data, Mar 2024









### **Petrochemical Business Outlook**

- ☐ India's per capita consumption of plastics is just 14 kg vs. China per capita consumption of 83 kg.
- ☐ World average per capita consumption of Plastics is ~39 Kg with US consuming as high as 93 Kg per capita

India's per capita consumption is one of the lowest in Asia

Future Polymer demand growth in India is estimated at ~8-9% p.a: Indian PE & PP Market grew at 18% and 8.5% respectively in FY 2023-24.

### Major Highlights of GAIL's Petrochemical Business in FY 2023-24

- Sold 1036 KTA of polymers (787 KTA GAIL & 249 KTA BCPL)
- Polymer capacity enhancement under progress; 500 KTA PDH-PP plant at Usar & 60 KTA PP plant at Pata
- Diversification in PTA (raw material for PET & Polyester) through acquisition of 1250 KTA Plant of JBF Petrochemicals, now known as GMPL (GAIL Mangalore Petrochemicals Limited).

#### **Future demand drivers**

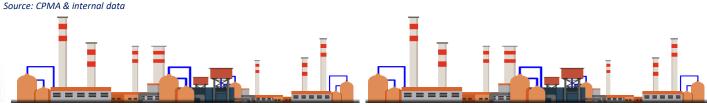
- Packaging Industry
- Ecommerce driving packaging
- Automobile
  - /Construction
  - Industry
- Agriculture Industry

G-Lex

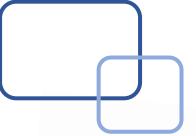
Growth drivers coupled with capacity addition will result in growth in Top line as well as Bottom line for GAIL



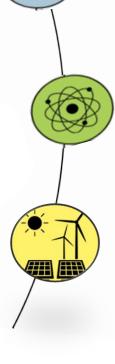








# New Initiatives



### **Compressed Bio Gas (CBG)**

- •403 LOIs for 2261 TPD of CBG issued
- •GAIL is market leader in CBG sales through CBG-CGD Synchronization scheme
- •Target to set up 26 CBG plants across India in the next 3-4 years
- •TruAlt's JV Leafinti Bioenergy Ltd set up 10 plants aiming at ~33 Million kgs production

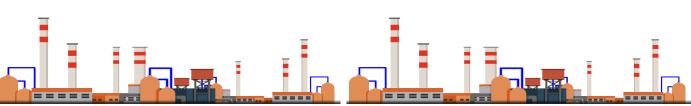
### Hydrogen

- Blending of Green Hydrogen for PNG/CNG/ Industrial customers in Indore (MP)
- •Setting up 10 MW electrolyser for production of Hydrogen in Vijaipur

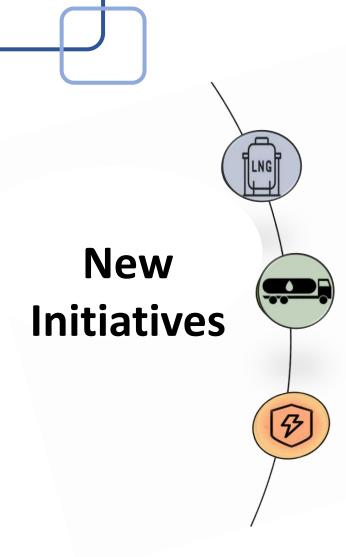
### **Renewable Energy**

- •GAIL's total installed RE Capacity: 118 MW in Wind & 14 MW in Solar power
- •Target of 01 GW by 2025 and 03 GW Renewable Energy Installed Capacity by 2030
- •Ongoing 2.64 MW rooftop solar at Pata and 1.8 MW ground mounted solar plant at Vijaipur
- •3 MW capacity Solar Roof-Top plants are being installed at various stations









#### **Small Scale LNG**

- •2 SSLNG plants (capacity~18 MT/Day) installed at Vijaipur
- •MoU signed with the Galileo for manufacturing of skids in India
- •Truck Loading Facility: Dhabhol 2 Truck Loading Bay ~12 no of tankers/day

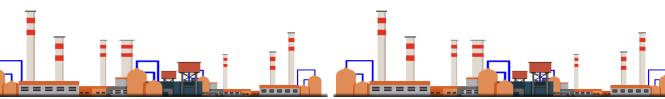
### **LNG/CNG** in transportation

- •Promoting gas in heavy transport, mining etc.
- •Pilot project executed on duel fuel LNG in mining
- •LNG/LCNG Dispensing Stations: Nasik, Savroli, Ajmer, Mandideep, Bhubhaneshwar, Cuttack
- •CNG infra in Varanasi (Namo & Ravidas Ghat) for conversion of boat to CNG 738 boats running

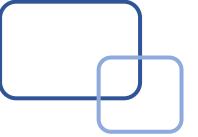
### **Energy Security**

- VITOL: 1 MMTPA from 2026 onwards till 2036
- •ADNOC Gas UAE: 0.5 MMTPA from 2026 onwards till 2036
- •Offtake 4.5 MMTPA from renewed LNG SPA Qatar Energy LNG & PLL 2028 onwards
- •Chartered long-term LNG vessel GAIL Urja scheduled for delivery CY24, with this 4 long term LNG vessels on Charter









## **Our Touch Points**

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