



INDRAPRASTHA GAS LIMITED

An Overview

August. 2018

Background

Incorporated in 1998, IGL is a Joint Venture of GAIL and BPCL. Govt. of NCT of Delhi is also holding 5% equity

IGL started its operations in NCT of Delhi in 1999 with only 9 CNG stations and 1000 PNG consumers

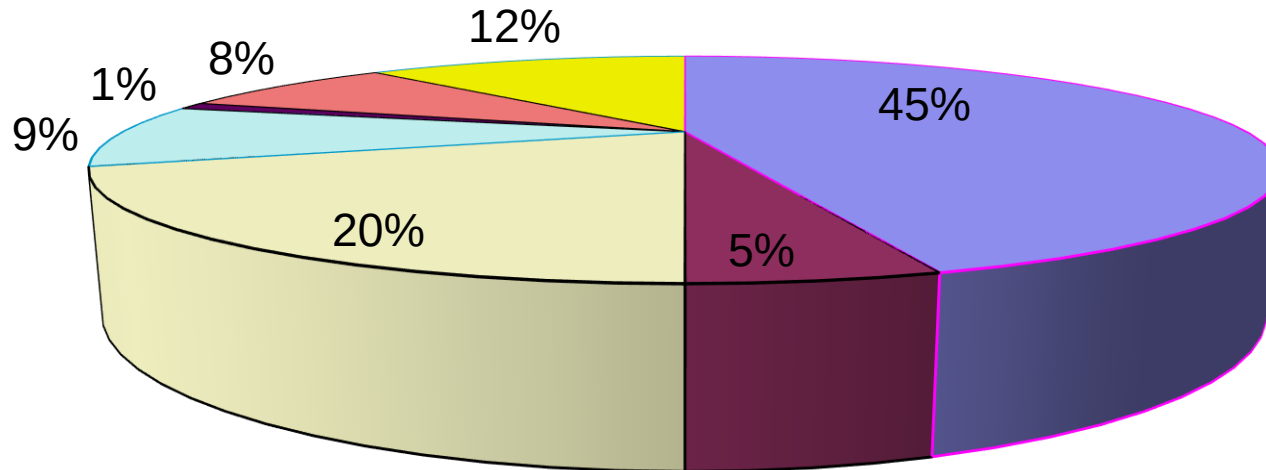
Today IGL has its operations in NCT of Delhi, Noida, Greater Noida and Ghaziabad with 448 CNG stations, 9.23 lacs residential consumers and 3.6 thousand industrial / commercial customers

Fuelling the largest CNG Bus fleet in the World

Shareholding Pattern

% HOLDING

- Promoters - 45% (GAIL-22.5% & BPCL- 22.5%)
- Government of NCT of Delhi - 5%
- Foreign Institution Investors - 20%
- Mutual Funds - 9%
- Indian Financial Institutions & Banks - 1%
- Insurance Companies - 8%
- Public / Others - 12%



Management

- IGL Board is fairly well diversified with ten members including two each from GAIL and BPCL, one from Govt. of Delhi and five independent directors.
- The company is beneficiary of its strong parentage and gets significant support from GAIL and BPCL relating to operations and management.
- By virtue of the presence of Govt. of Delhi as a minority shareholder, the company gets support for speedy administrative approvals.
- The company has highly qualified senior management personnel with several years of experience in Oil & Gas sector.

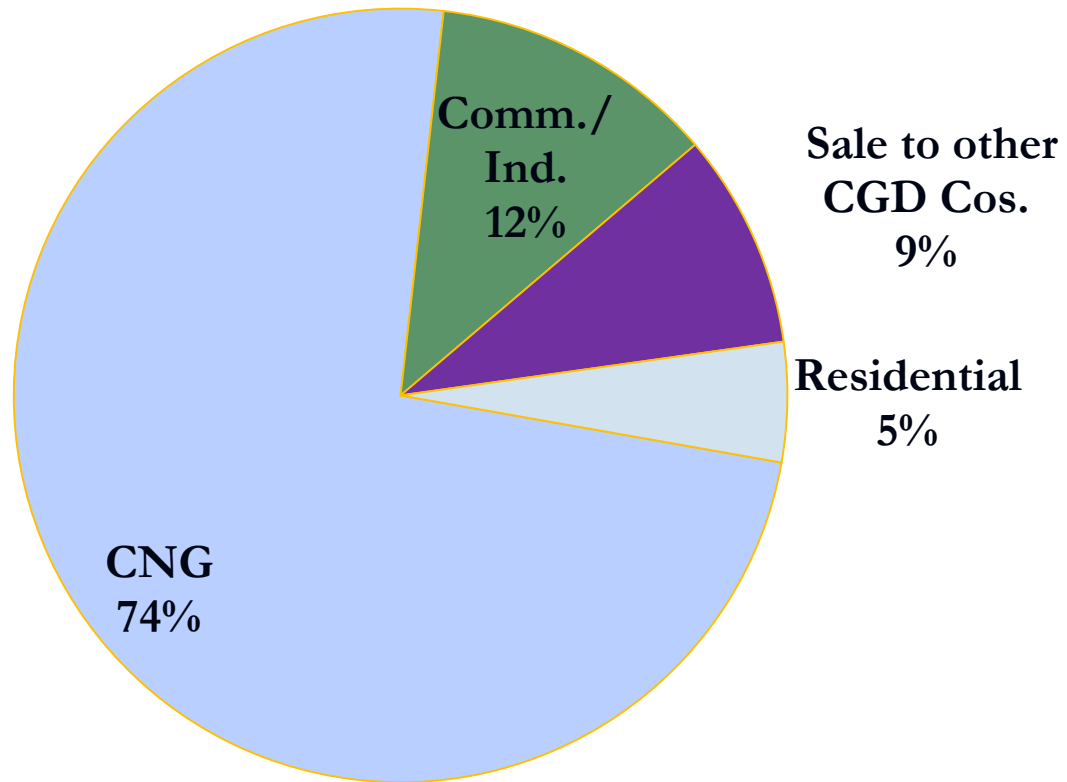
Areas of Operation

- Delhi: National capital of India has huge demand potential:
 - where all public transport vehicles have to be necessarily run on CNG in view of the directions of the Hon. Supreme Court of India.
 - has the highest number of private cars compared to any other city of India
 - thickly populated having large number of residential & commercial complexes and hospitals etc..
- Noida: Most advanced city of state of Uttar Pradesh having huge potential for CNG, PNG-Residential and commercial volumes.
- Greater Noida and Ghaziabad: Residential cum Industrial towns of Uttar Pradesh having huge potential demand for PNG Residential, Commercial and Industrial.

New Geographical Areas

- IGL has started sale of CNG at three OMCs outlets in Rewari and sale of PNG to Domestic households. IGL plans to add 6 more CNG outlets and to connect 3000 Domestic households in FY19.
- IGL has recently got entry into Gurgaon to lay infrastructure; Initially the permission has been given for the area between west side of Sohna Road and NH 8 in Gurugram district. IGL plans to add 7 CNG outlets in FY19.
- IGL was authorised for Karnal geographical area in the 8th round of bidding by PNGRB. IGL plans to add 6 CNG outlets in FY19.
- IGL has been authorised for Meerut, Muzaffarnagar & Shamli geographical area in the recent 9th round of bidding by PNGRB.

Segment & Current Sales Volume Mix



Sales Volumes

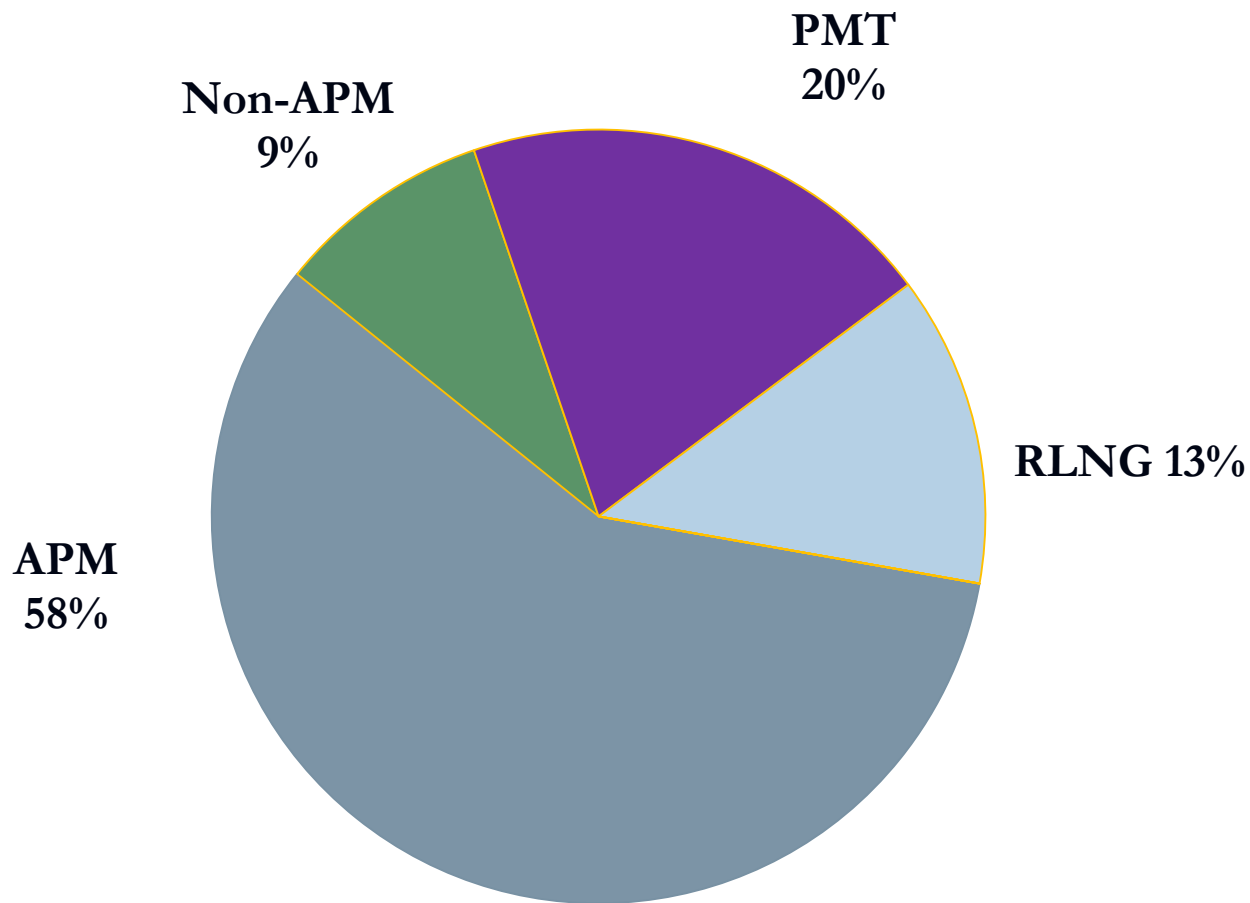
Figures in MMSCM

	FY14	FY15	FY16	FY17	FY18	June' 18
CNG	1,028	1,073	1,123	1,269	1,412	376
PNG	356	330	342	406	479	129
Total Sale	1,384	1,403	1,465	1,675	1,891	505
Daily Average Sale	3.79	3.84	4.00	4.59	5.18	5.55

Gas Sourcing

- Firm allocation from Govt. of India of domestic gas for the entire consumption of CNG and PNG Domestic segment. Lower prices of domestic gas makes the economics of switching to gas more attractive driving growth in CNG & PNG- Domestic segments which constitute around 80% of the total sales volumes.
- Have tied up long term contract for RLNG to meet PNG Industrial & Commercial demand.
- Buying short term gas from the open market (Shell, IOCL, Petronet, GSPC, BPCL etc.).

Current Gas Mix



Growth in CNG

PARAMETER	UNIT	March' 14	March' 15	March' 16	March' 17	March' 18	June' 18
No. of CNG Stations	Nos	325	326	340	421	446	448
Compression Capacity	(Lakh kg/day)	66.17	68.49	68.59	74.00	76.05	75.77
Average CNG Sale	(Lakh kg/day)	21.20	22.07	22.79	25.24	27.89	29.97

CNG Station Network

Figures in numbers

STATION	IGL	DTC/ UPSRTC	OMC	TOTAL
Online	145	56	204	405
Daughter Booster	0	0	42	42
Daughter	0	0	1	1
Total	145	56	247	448

CNG Vehicles

Figures in numbers

	M arch' 14	M arch' 15	M arch' 16	M arch'1 7	M arch'1 8	June'18
Buses	19566	19421	19272	21500	22900	23100
Auto/LG V/RTV	220391	241540	259500	277972	294900	300300
Cars/Taxi	514801	556156	589801	672215	709900	718900
Total	754758	817117	868573	971687	1027700	1042300

** Estimated figures based on various sources.*

PNG Users

Figures in numbers

CATEGORY	March' 13	March' 14	March' 15	March' 16	March'17	March'18
Domestic	386696	459467	560752	636318	742205	923385
Commercial/ Industrial	1382	1876	2292	2580	2870	3593
Total	388078	461343	563044	638898	745075	926978

PNG Network

Figures in kilometers

CATEGORY	March '14	March' 15	March' 16	March '17	March'18	June'18
Steel Pipeline	658	681	707	778	919	954
MDPE Pipeline	8438	8966	9444	9940	10755	10988
Total	9096	9647	10151	10718	11674	11942

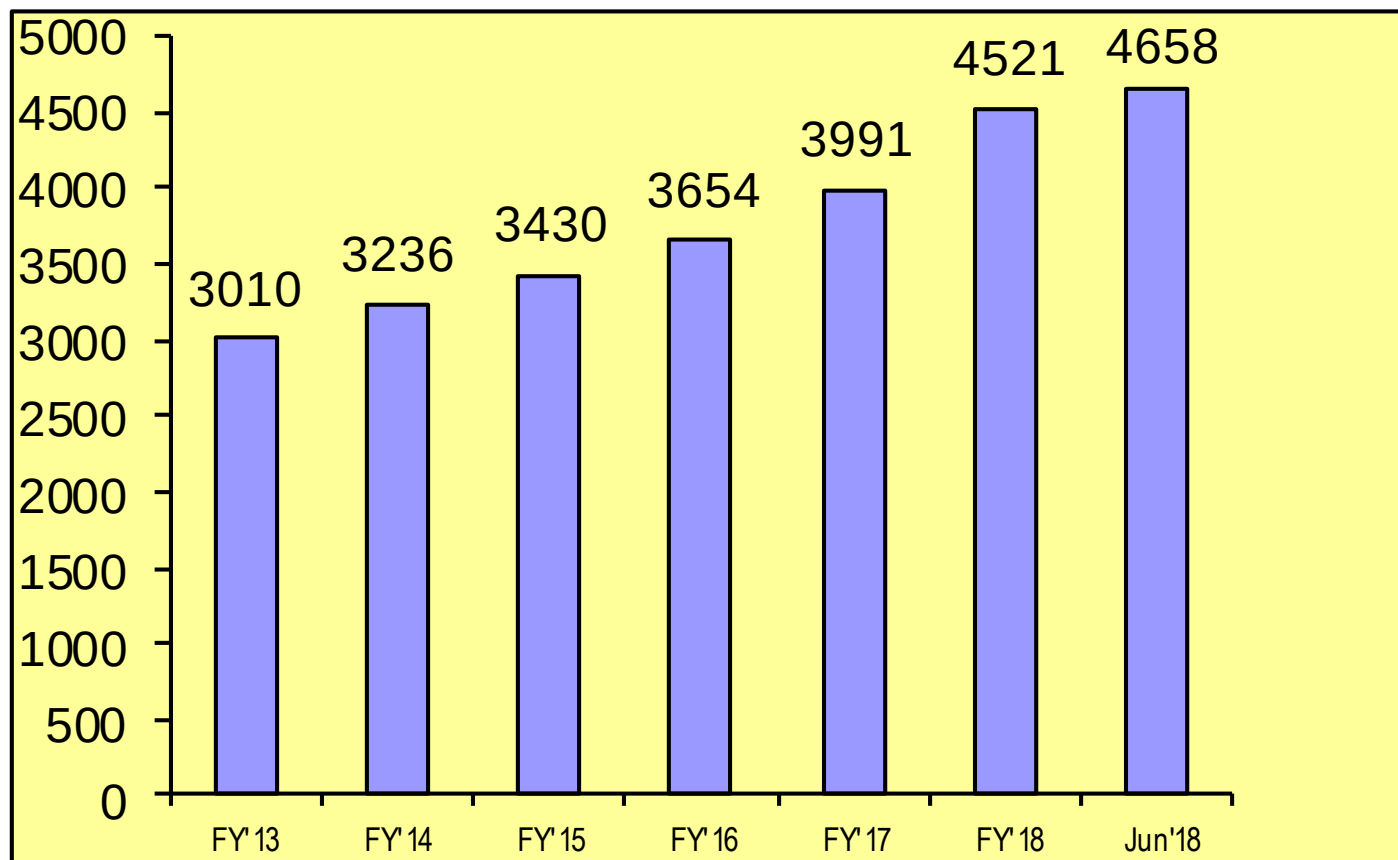
Standalone Financial Data

Rs./Crores

	FY14	FY15	FY16	FY17	FY18 #	June' 18 #
GROSS TURNOVER	4319	4049	4025	4164	4994	1418
Total Comprehensive Income	360	438	419	570	671	176
EPS (Rs./share)	26	31	30	41	10	3
Book Value (Rs./Share)	126	157	180	209	50	53

Equity shares of Rs.10 each has been split into Five shares of Rs. 2 each since Nov'17

Cumulative Capex (Rs. in crores)



Dividend

- Dividend Policy provides liberal payout
- Track record of last five years

<u>Year</u>	<u>% of equity</u>
FY 14	55
FY 15	60
FY 16	60
FY 17	85*
FY 18	100

*Including interim dividend

Acquisition of Equity in Other CGDs

- IGL has acquired 50% equity share capital of Central UP Gas Limited (CUGL) for Rs. 68 crores. CUGL is engaged in the CGD in the cities of Kanpur and Bareilly, Unnao & Jhansi in Uttar Pradesh.
- IGL has acquired 50% equity share capital of Maharashtra Natural Gas Limited (MNGL) at a price of Rs.38 per equity share aggregating to Rs. 190 crores. MNGL is engaged in the CGD in the city of Pune and nearby areas.

The above has resulted in diversification of geographical areas and consolidated earnings of IGL to improve by approx. 10 %.

Consolidated Results

- The standalone and consolidated financial results for the FY 2017-18 with the Associates i.e. CUGL & MNGL on equity method considering 50% share in profit are as under.

Parameter	Unit	Standalone	Consolidated
PAT	Rs. In Crores	670.58	721.44
EPS *	Rs./Share	9.58	10.31

** Based on Equity shares of Rs.10 each which has subsequently been split into Five shares of Rs. 2 each since Nov'17*

Growth-Strategy

- Improve/Augment CNG infrastructure/Stations in Delhi & NCR to meet the additional demand in view of conversion of private cars and improvement in public transport system
- Improve penetration of PNG business :
 - Penetration of network in all charge areas
 - Target Industrial/Commercial customers in both Delhi & NCR
- Bidding for new cities
- Synergy
- Keeping pace with the changing environment - Automation, Better Infrastructure

Credit Strength

- Healthy profitability with strong cash generations from operations.
- Regained the status of zero debt company.
- Comfortable working capital position.
- ICRA Limited (An associate of Moody's Investors Service) has reaffirmed highest credit ratings of AAA (Stable) for term loan and A1+ for short term loan.

Risks & Mitigations

■ Gas price

- CNG & PNG-Residential prices remains competitive vis-à-vis petrol and subsidised LPG in view of allocation of domestic gas
- Spot/short term gas is purchased to reduce the weighted average cost of gas for I/C segment.

■ Sourcing of gas

- Firm allocation from Govt. of India for domestic gas - buying from GAIL.
- Buying Long term TRLNG gas from GAIL/BPCL
- Buying short term gas from the open market i.e. IOCL, GSPCL & Shell etc.

Safe Harbor Statement

- This presentation has been prepared by Indraprastha Gas Limited solely for providing information about the company.
- The information contained in this presentation is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Company do not accept any liability whatsoever, direct or indirect, that may arise from the use of the information herein.
- The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.

THANK YOU