



INDRAPRASTHA GAS LIMITED

An Overview

Background



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

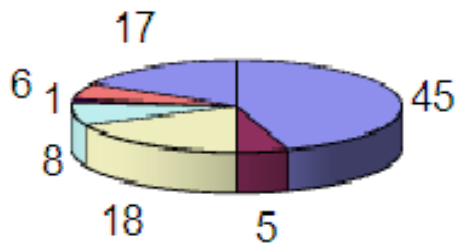
IGL started its operations in NCT of Delhi in 1999 with only 9 CNG stations and 1000 PNG consumers

Today IGL has its operations in NCT of Delhi, Noida, Greater Noida and Ghaziabad with 324 CNG stations, 3,86,696 residential consumers and 1382 industrial / commercial customers

Fuelling the largest CNG Bus fleet in the World



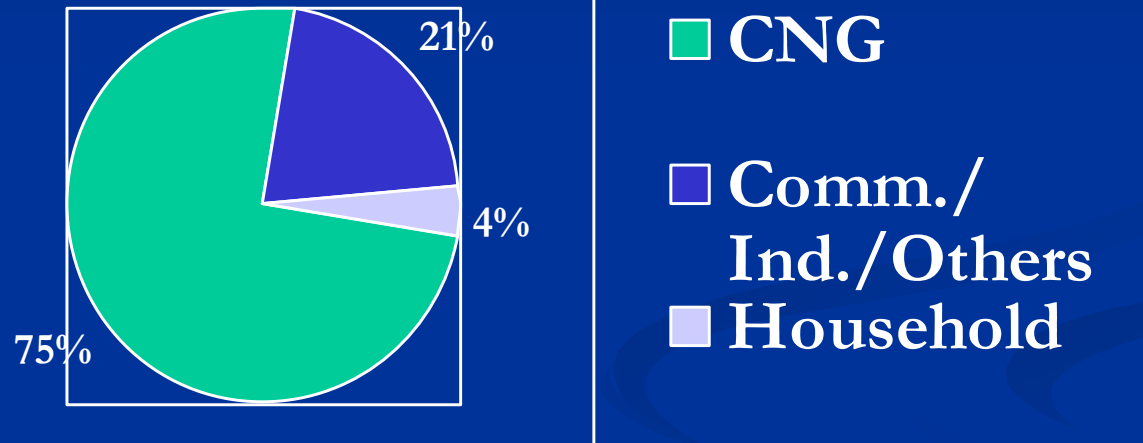
Shareholding Pattern



- Promoters
- Government of NCT of Delhi
- Foreign Institution Investors
- Mutual Funds
- Indian Financial Institutions & Banks
- Insurance Companies
- Public / Others



Sales Volume Mix





Sales Volumes

Figures in MMSCM

	FY09	FY10	FY11	FY12	FY13	Growth in FY13	CAGR last five years
CNG	605	695	818	936	1,006	8%	15%
PNG	54	87	180	282	333	18%	51%
Total Sale	659	782	998	1,218	1,339	10%	20%
Daily Average Sale	1.81	2.14	2.73	3.34	3.67	10%	20%



Growth in CNG

PARAMETER	UNIT	March'09	March'10	March'11	March'12	March'13
No of CNG Stations	Nos	181	241	278	308	324
Compression Capacity	(Lakh kg/day)	26.72	36.40	51.13	59.56	63.83
Average CNG Sale	(Lakh kg/day)	12.61	14.46	16.71	19.15	20.72



CNG Station Network

Figures in numbers

STATION	IGL	DTC/ UPSRTC	OMC	TOTAL
Online	117	55	101	273
Daughter	1	0	1	2
Daughter Booster	2	0	47	49
Total	120	55	149	324



CNG Vehicles

Figures in numbers

	March'09	March'10	March'11	March'12	March'13	CAGR last five years
Buses	12918	13900	16655	18839	18826	10%
Auto/LGV	93440	106699	121854	159123	193852	19%
RTV	5730	5793	11070	13007	14062	20%
Cars/Taxi	175313	213259	281802	359176	460926	29%
Total	287401	339651	431381	550145	687666	25%



PNG Users

Figures in numbers

CATEGORY	March' 08	March' 09	March' 10	March' 11	March ' 12	March' 13
Domestic	121695	138000	182000	245000	332844	386696
Commercial / Industrial	318	332	376	520	862	1382
Total	122013	138332	182376	245520	333706	388078



PNG Network

Figures in kilometers

CATEGORY	March' 09	March' 10	March '11	March '12	March '13	CAGR last five years
Steel Pipeline	231	299	421	574	631	26%
MDPE Pipeline	1700	2330	4420	6479	7783	44%
Total	1931	2629	4841	7053	8414	42%



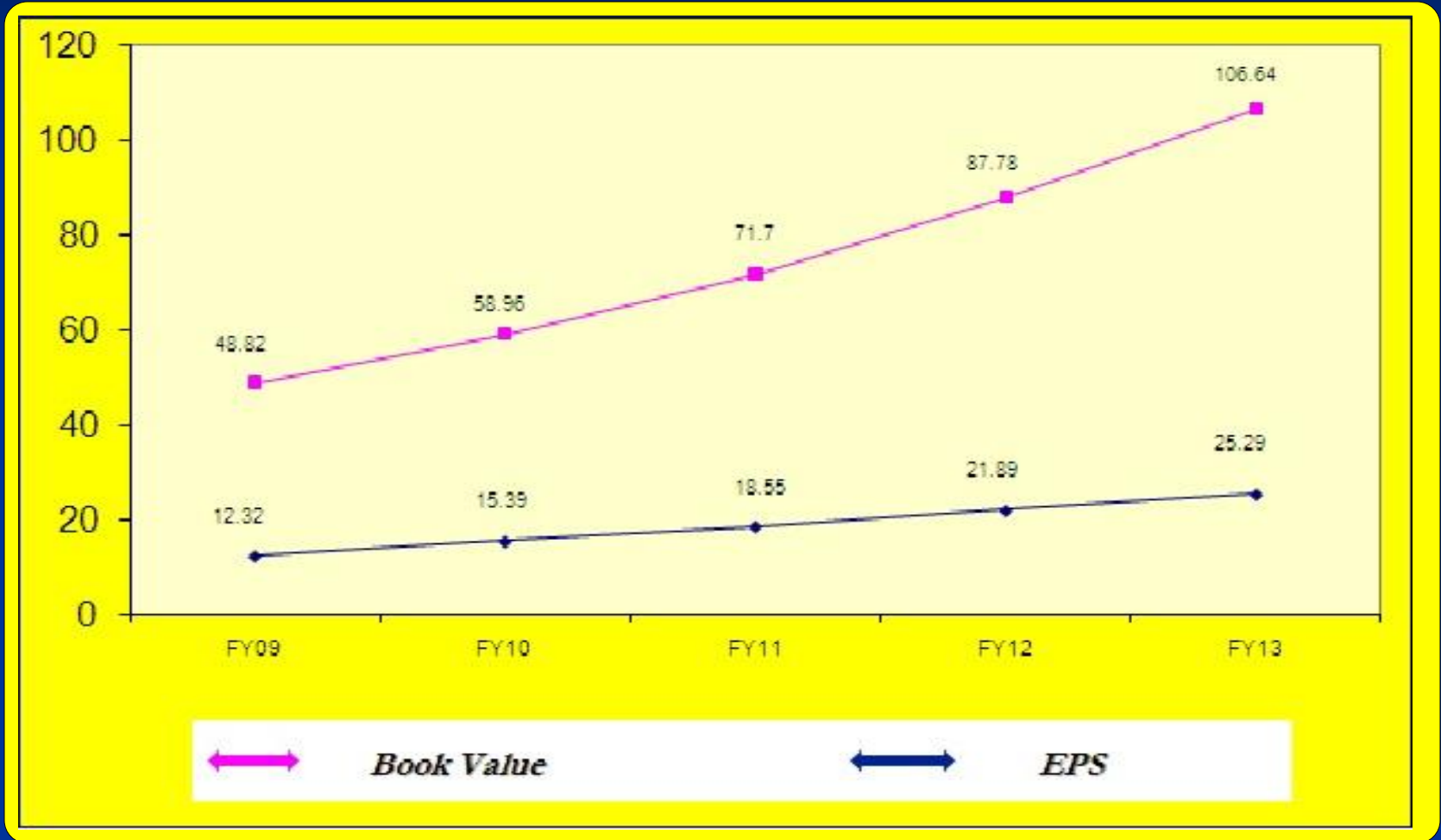
Turnover, Gross Margin & PAT

Rs./Crores

	FY09	FY10	FY11	FY12	FY13	CAGR
GROSS TURNOVER	962	1213	1952	2790	3724	36%
GROSS PROFIT	442	583	760	980	1170	24%
PAT	172	215	260	306	354	15%

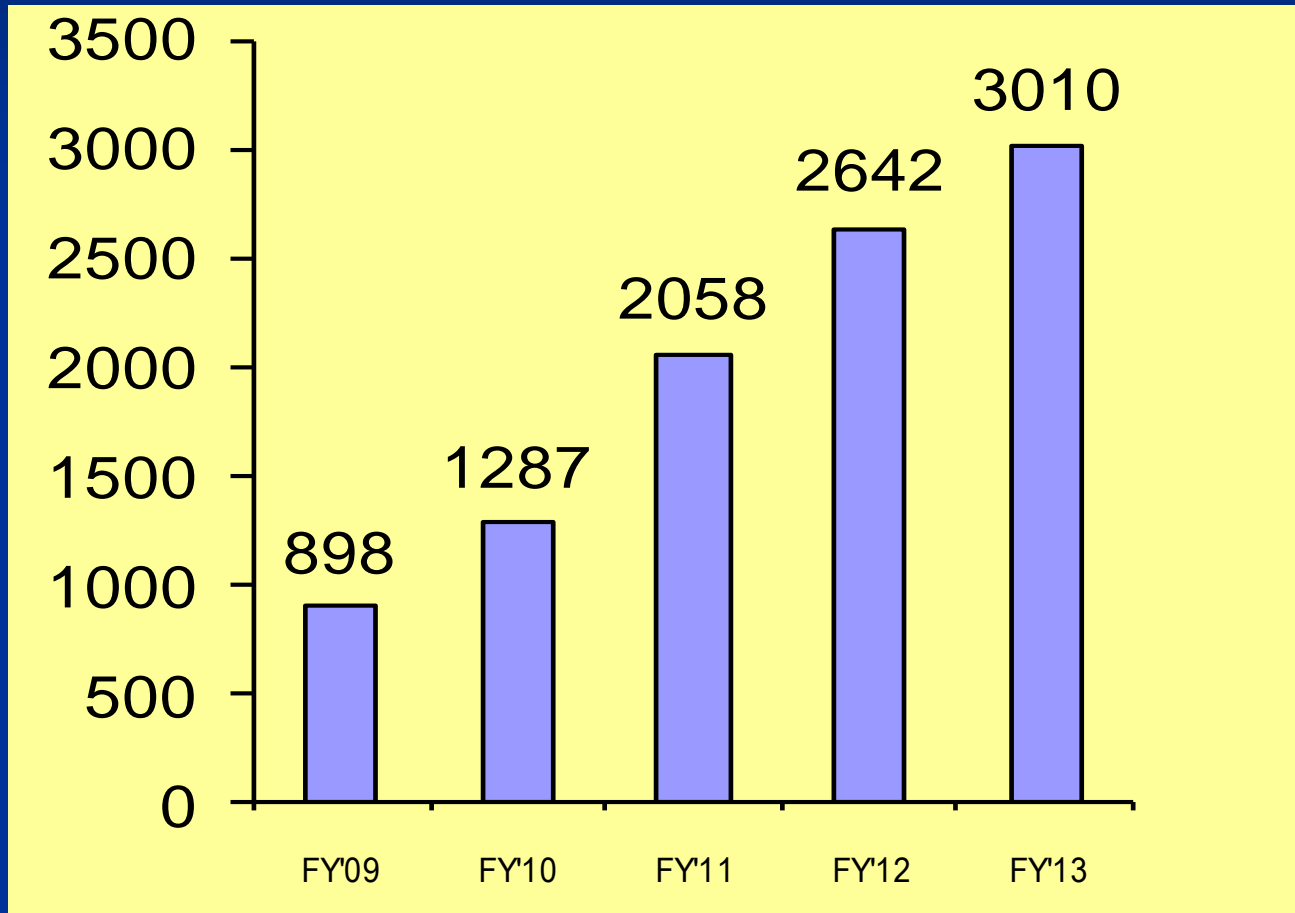


Book Value & EPS





Cumulative Capex (RS. In Crores)





Dividend Payout

- Dividend Policy provides liberal payout
- Track record

<u>Year</u>	<u>% of equity</u>
FY04	15
FY05	20
FY06	25
FY07	30
FY08	40
FY09	40
FY10	45
FY11	50
FY12	50
FY 13	55*

*Subject to approval in AGM



Growth-Strategy

- Improve/Augment CNG infrastructure/Stations in Delhi & NCR to meet the additional demand in view of conversion of private cars

- Improve penetration of PNG business :
 - Penetration of network in all charge areas
 - Target Industrial/Commercial customers in both Delhi & NCR



Risks & Mitigations

- Gas price increase
 - Increases have been passed on to customers
 - CNG price still remains competitive vis-à-vis petrol

- Availability of gas
 - Firm allocation from Govt. of India
 - Buying gas from GAIL/BPCL
 - Recently tied up more RLNG from GAIL/BPCL



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