



Operational & Financial Highlights Q1 FY20

August 2019

Adani Gas – India's Largest City Gas Distribution Company



5

AGL Operational
Cities *



84

CNG stations



6,500+

Kms pipeline
network



1,300+

Industrial

2,550+

Commercial



0.40

Million
Residential
customers



1.51[#]

mmscmd gas supply

12%

3 yrs CAGR

Largest private player in India's City Gas space with over a decade of experience



320+

Human Capital



~Rs **1,200** cr

Asset base



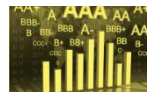
~Rs **1,800** cr

Revenue



20%+

RoE



A+

Domestic Rating

Balanced growth across customer segment and geography

* 5 GA's Operational at AGL, 14 GA's under execution, 8 GA's operational at IOC Joint Venture and 11 GA's under execution
Q1 FY20 Average

Adani Gas – Replicating Infrastructure Success in New GAs

Key Strengths

Largest private player in India's City Gas space with over a decade of experience

Strong track record of project execution, cost effective operations and customer service

Expertise in working with regulatory environment

Focus on growth, margin and value creation

Robust Strategy to help in building pan India CGD network

Experienced management team and dedicated workforce

Business Updates (Q1 FY20)

Sales Volume up by 9% YoY

Revenue from Operation Grew by 21% YoY

Op. EBITDA up by 32% YoY

PAT up by 44% YoY

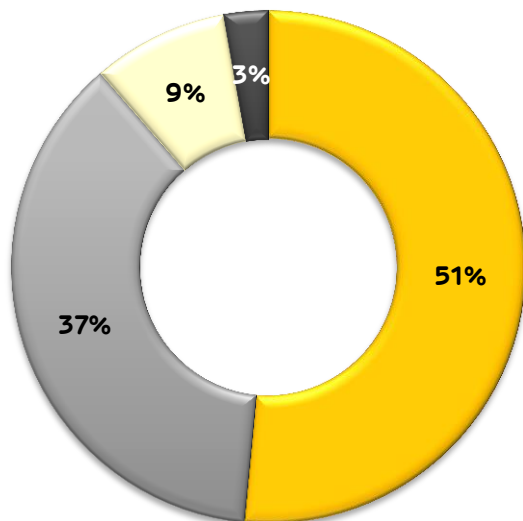
2 New CNG Stations Operationalised in Q1 FY20

11,000+ PNG Connection added in Q1 FY20

Adani Gas with robust business model is well positioned to take advantage of growth in NG sector

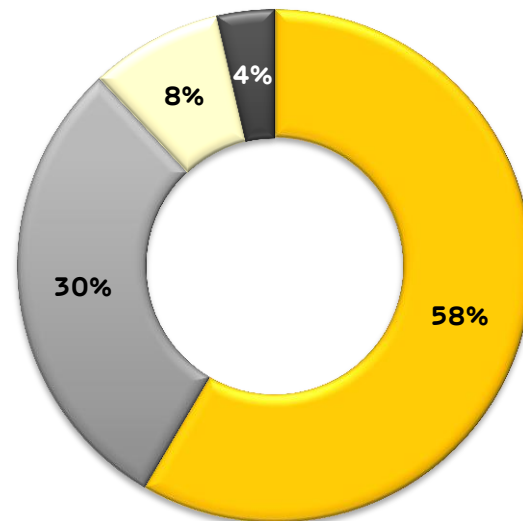
Existing Operations – Balanced Volume growth across segment & geography

Customer Segment Mix
Q1 FY20



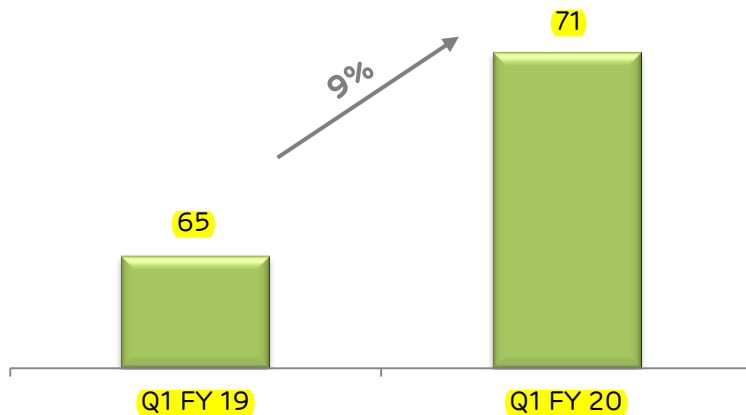
■ CNG
■ PNG - Domestic
■ PNG - Industrial
■ PNG - Commercial

Geographical Spread
Q1 FY20

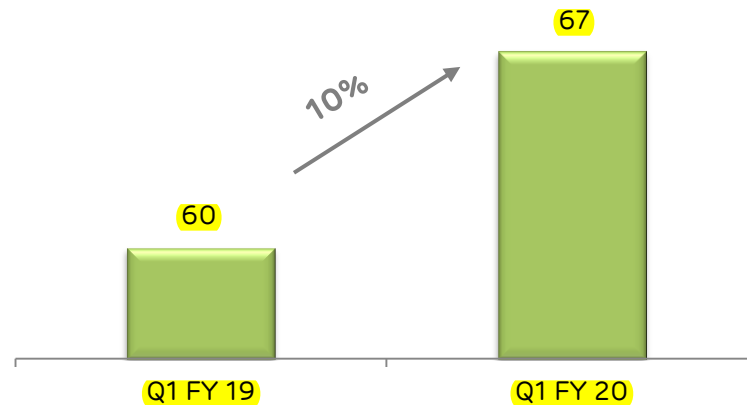


■ Ahmedabad
■ Faridabad
■ Vadodara
■ Khurja

CNG Sales Volume [MMSCM]

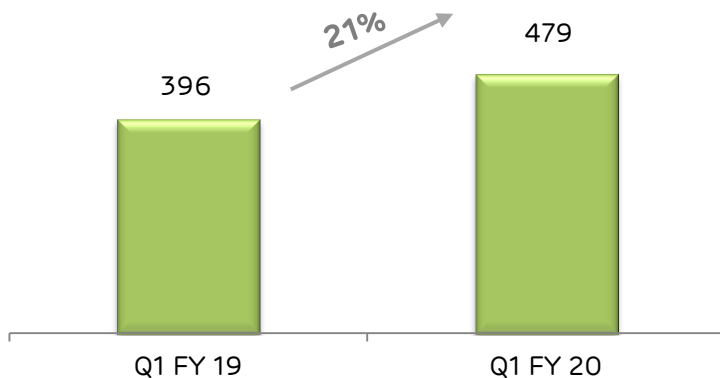


PNG Sales Volume [MMSCM]

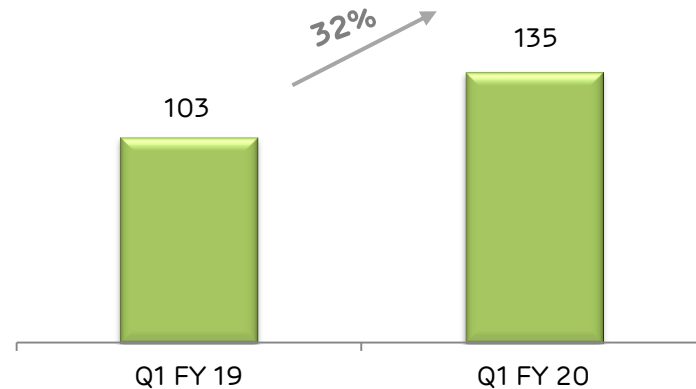


Overall Volume up by 9% Q1 FY20 YoY

Revenue from Operations [Rs Cr]



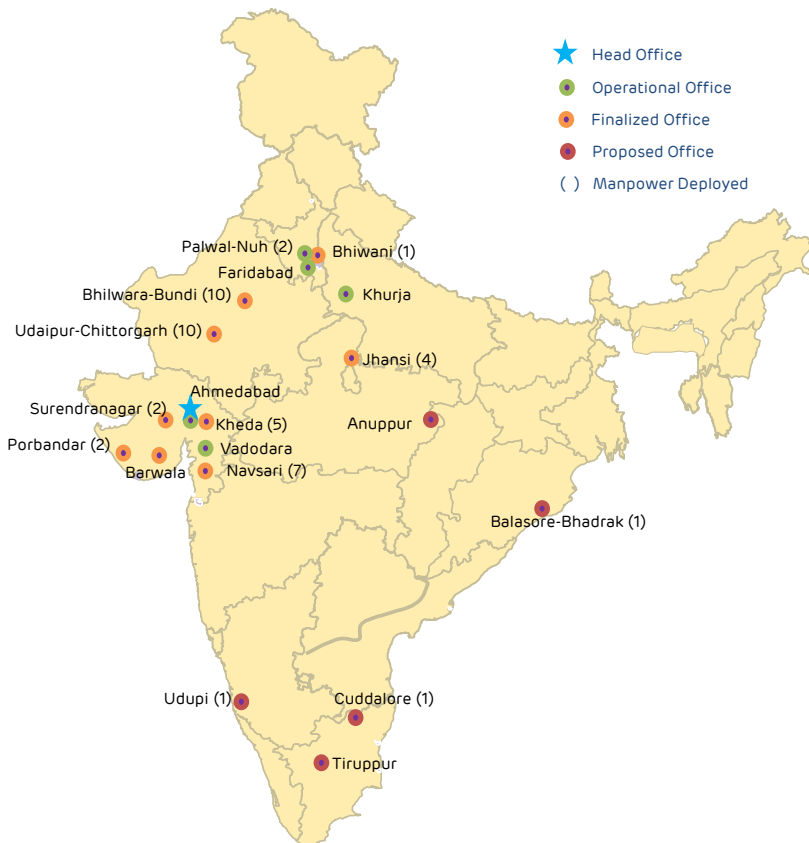
Op. EBITDA [Rs Cr]



Q1 FY20 PAT up by 43% YoY

Robust Implementation Work in Progress at new GAs

Dynamic Assets and Resources Deployment



Robust Work in Progress at new GAs

1st DODO CNG Station at Palwal



Porbandar



Porbandar



Kheda



- Early monetization of CNG at new GAs – 2 CNG station operationalized in Nuh-Palwal, Haryana
- Hook up agreement signed for majority of GAs
- Pipeline vendors finalized and order placed
- Pipeline laying contractor appointed for 3 GAs and under final negotiation for 4 GAs
- Capital equipments sourcing work at varied stage of ordering



Growth
with
Goodness

Thank You

