



INVESTOR PRESENTATION

September - 2021

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The Group – Presence across natural gas value chain

Gujarat State Petroleum Corporation

Gujarat State Petronet Limited

Gujarat Gas Limited

India's leading natural gas trading company

India's second largest natural gas infrastructure & transmission company

India's leading City Gas Distribution (CGD) company



Gujarat Gas – India's leading CGD Company



27

CGD Authorizations



30,700+

Kms of Gas Pipeline Network*



12

Avg. MMSCMD Gas Supply**



564

CNG Stations*



15.7 Lakh+

PNG Domestic Connections*



13,200+

PNG Commercial Connections*



4000+

PNG Industrial Connections*



AA+ (Positive)

External Credit Rating***

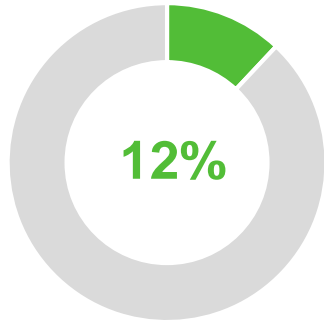
* As on June 30, 2021

**In July 2021

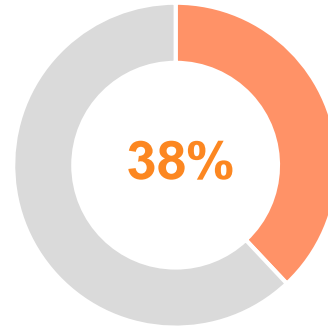
*** By CARE Ratings Limited and
India Ratings & Research Private Limited

Gujarat Gas – A leader on multiple dimensions

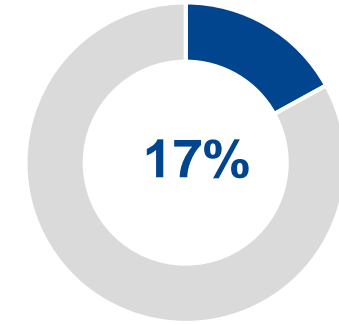
No. of CGD Authorizations



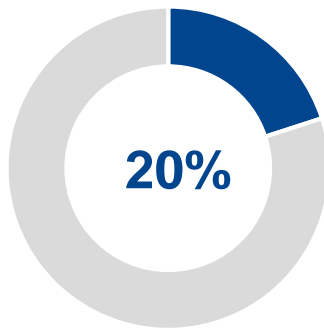
Gas Consumption (mmscmd)



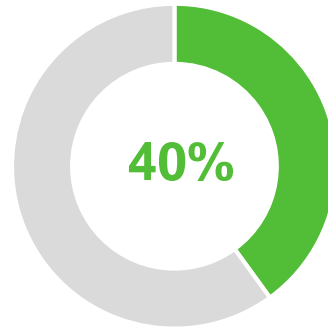
CNG Stations



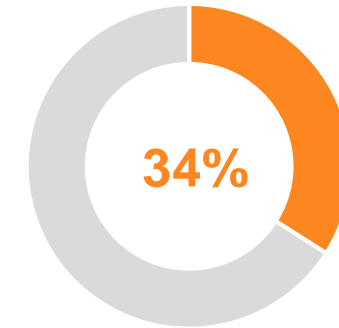
Domestic PNG Connections



Commercial PNG Connections

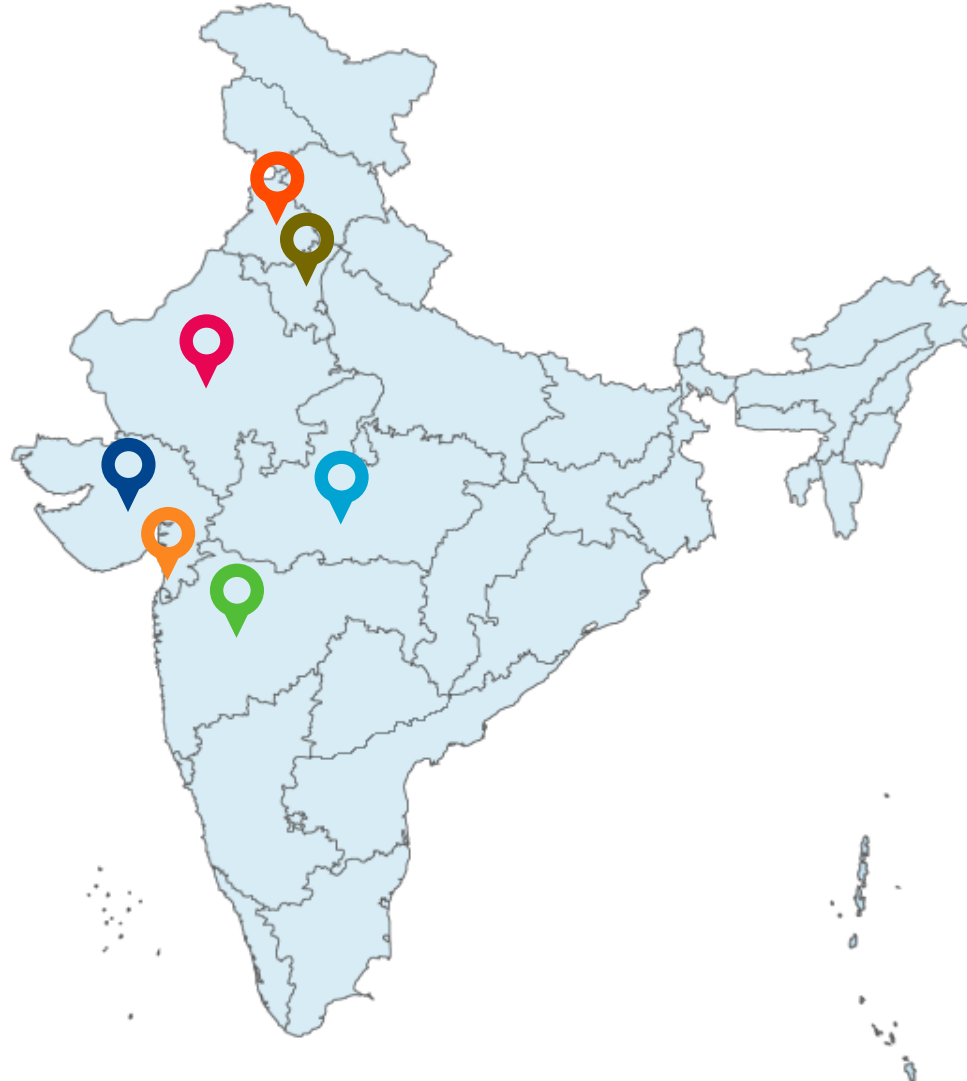


Industrial PNG Connections



Gujarat Gas – Geographical reach of CGD licenses

- ✓ Ahmedabad District*
- ✓ Amreli District
- ✓ Anand District*
- ✓ Bhavnagar
- ✓ Dahej-Vagra Taluka
- ✓ Dahod District
- ✓ Hazira
- ✓ Jamnagar
- ✓ Kutch (West)
- ✓ Nadiad
- ✓ Narmada (Rajpipla) District
- ✓ Navsari
- ✓ Panchmahal District
- ✓ Rajkot (Including Morbi)
- ✓ Surat – Bharuch – Ankleshwar
- ✓ Surendranagar
- ✓ Valsad








- ✓ Union Territory of Dadra & Nagar Haveli
- ✓ Palghar District and Thane Rural
- ✓ Ujjain District*, Dewas District* and Indore District*
- ✓ Jhabua, Banswara, Ratlam and Dungarpur Districts
- ✓ Jalore and Sirohi District
- ✓ Sirsa, Fatehabad and Mansa (Punjab) Districts
- ✓ Amritsar
- ✓ Bhatinda
- ✓ Ferozepur, Faridkot and Sri Muktsar Sahib Districts
- ✓ Hoshiarpur and Gurdaspur Districts





**Except area already authorized*

Key operational indicators

Total No of Connections

Segment	As on 30.06.2021	As on 31.03.2017
 Industrial	4,082	2,987
 Domestic	15,70,572	11,64,461
 CNG	564	252
 Commercial	13,224	9,103
 Network (kms)	30,777	19,984

Gas Sales (mmscmd)

Segment	FY21	FY17	CAGR
 Industrial	7.36	3.68	19%
 Domestic	0.65	0.47	8%
 CNG	1.30	1.17	3%
 Commercial	0.08	0.10	-5%
	9.39	5.41	15%

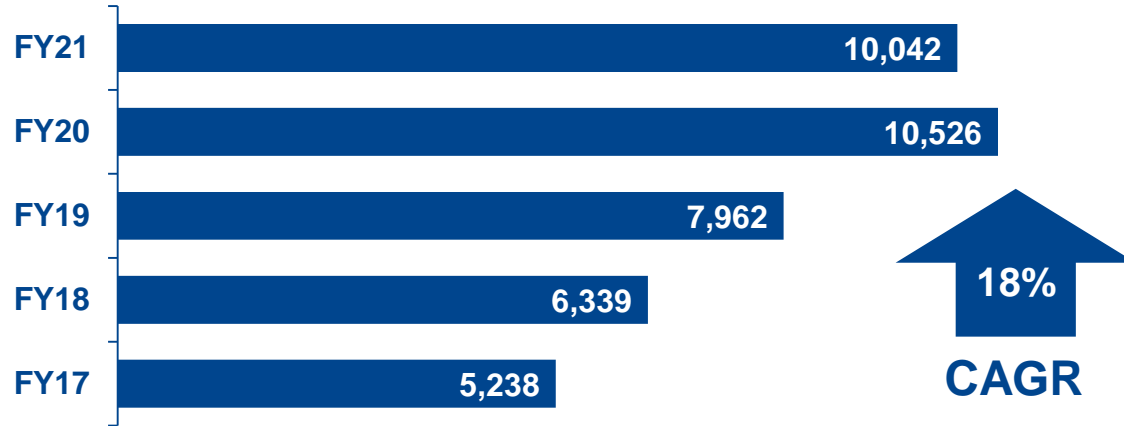


Awarded with India's **STAR PSU Award 2020** by **Business Standard** and
Best CEO Award 2020 in Oil & Gas category by **Business Today**

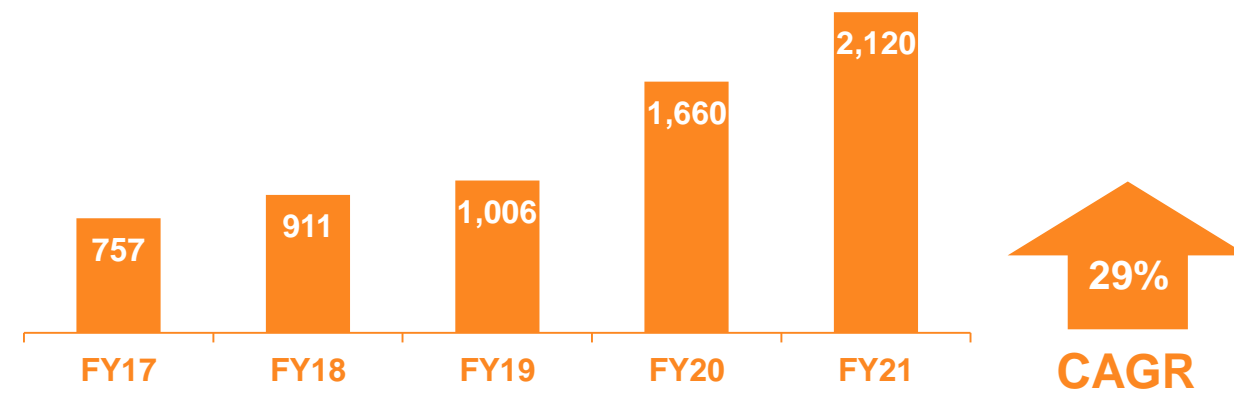


Standalone financial performance

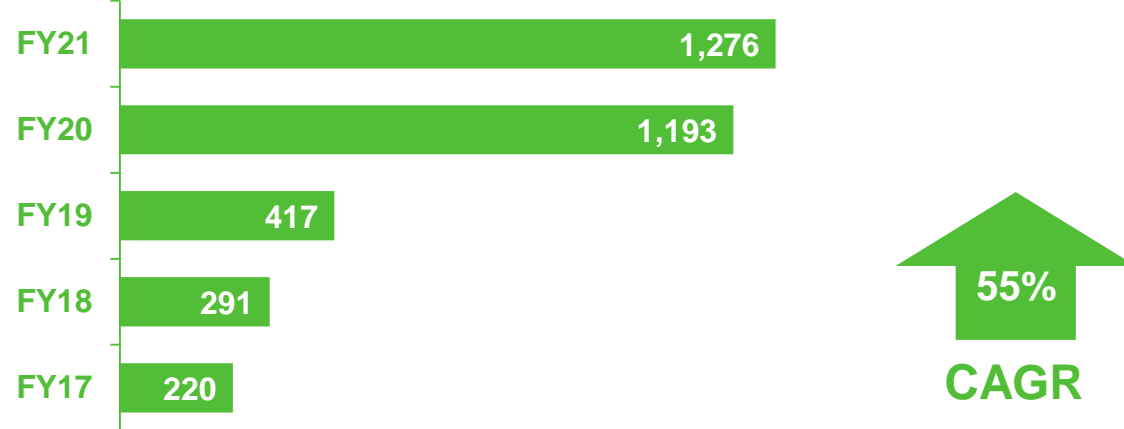
Revenue from Operations (₹ Crore)



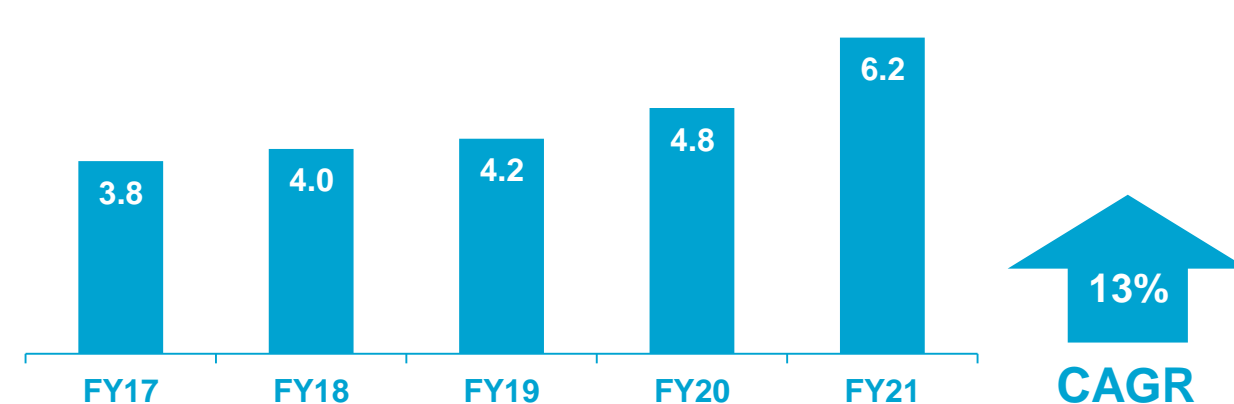
EBITDA (₹ Crore)



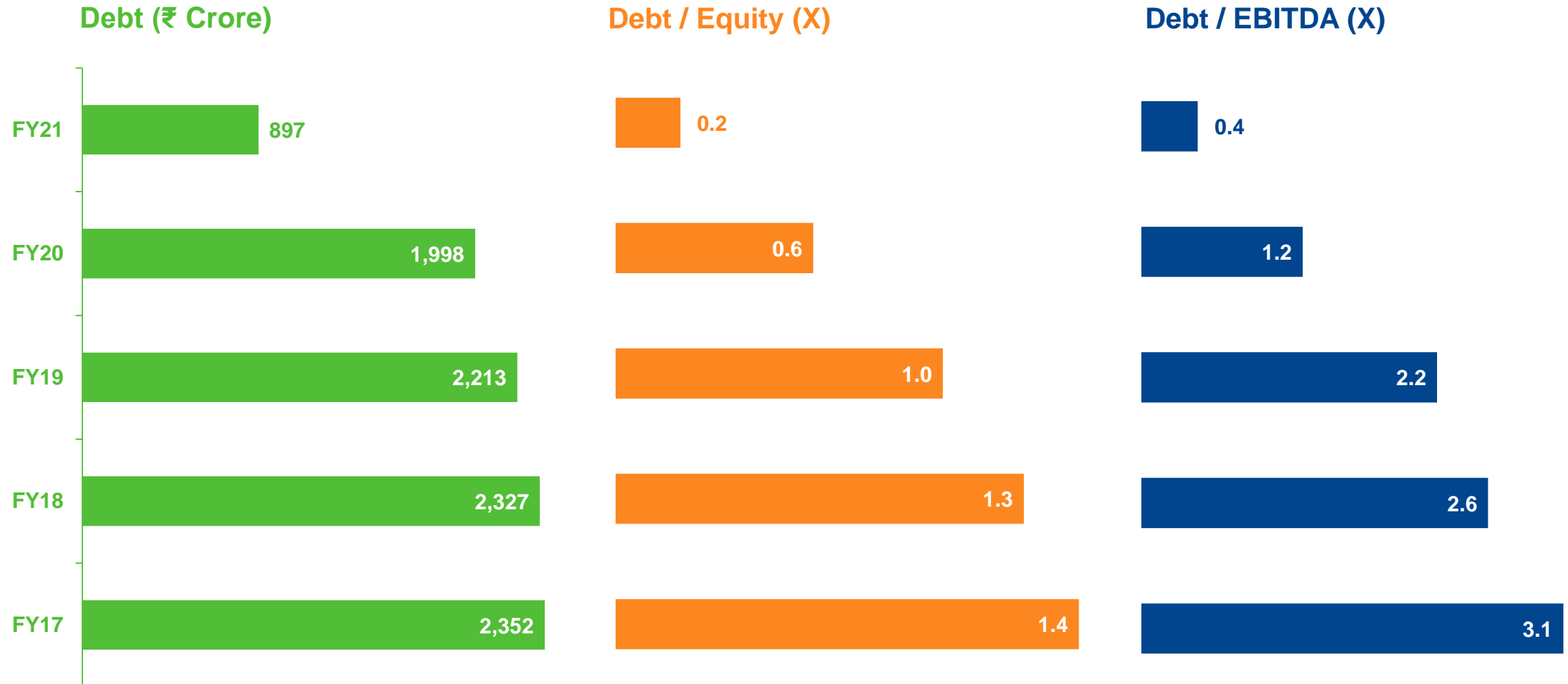
Profit After Tax (₹ Crore)



EBITDA (₹/scm)



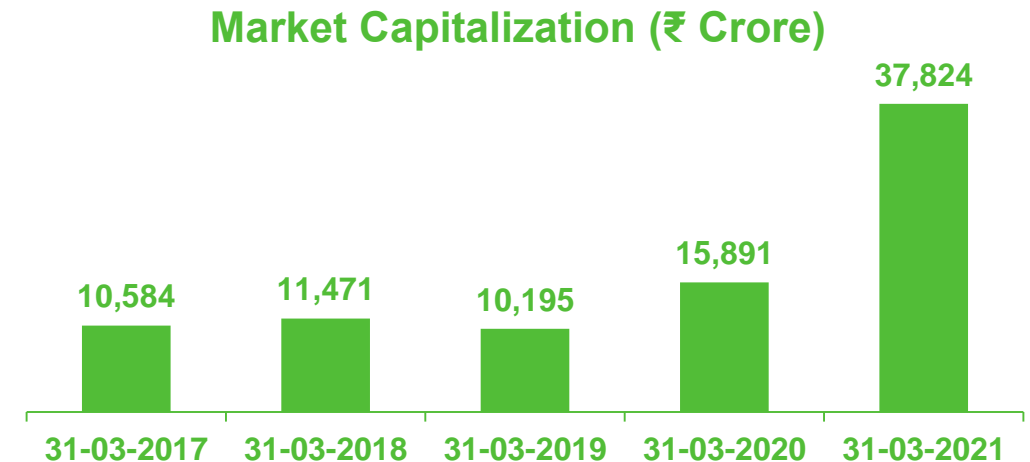
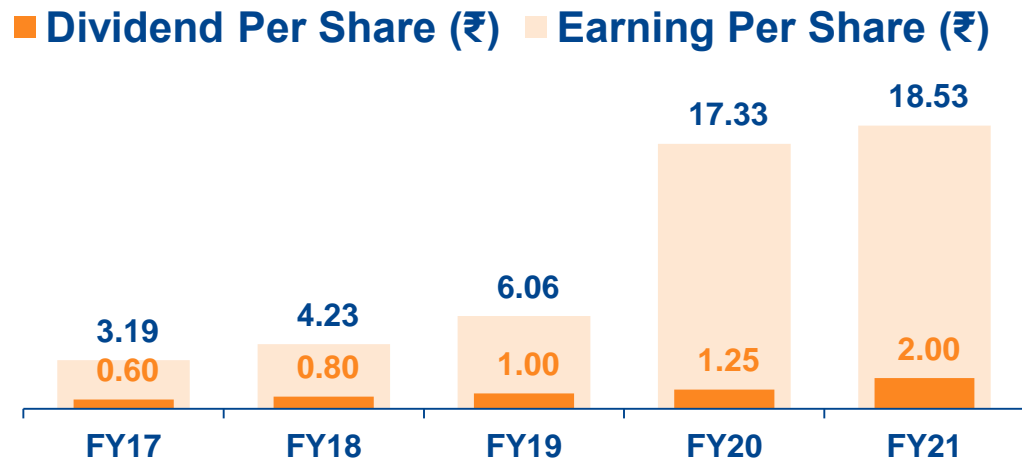
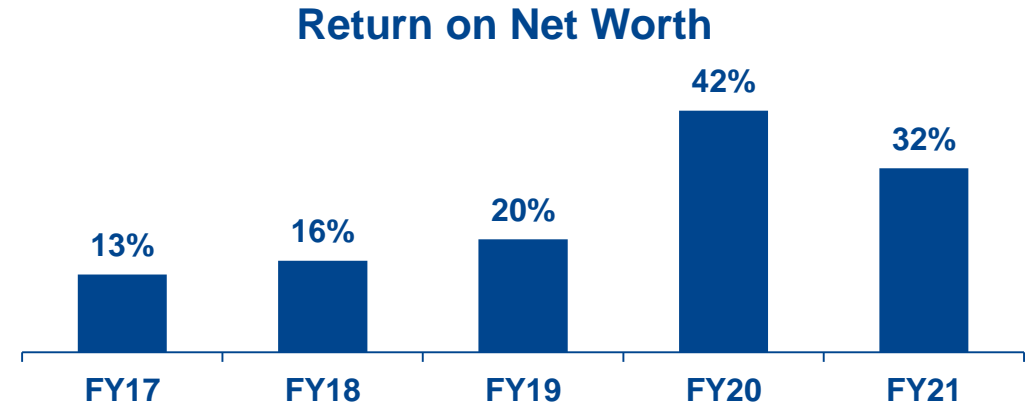
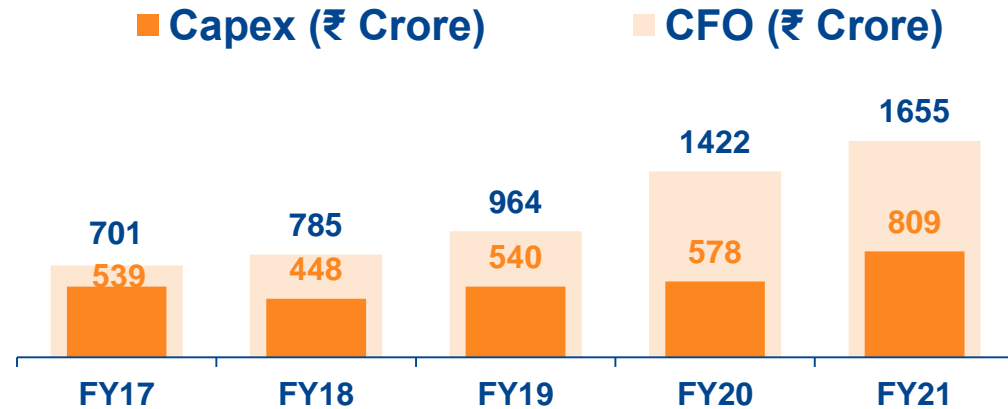
Improved debt profile



Prepayment of ~ ₹ 988 Crore in FY21 and ₹ 170 Crore in Q1 FY22

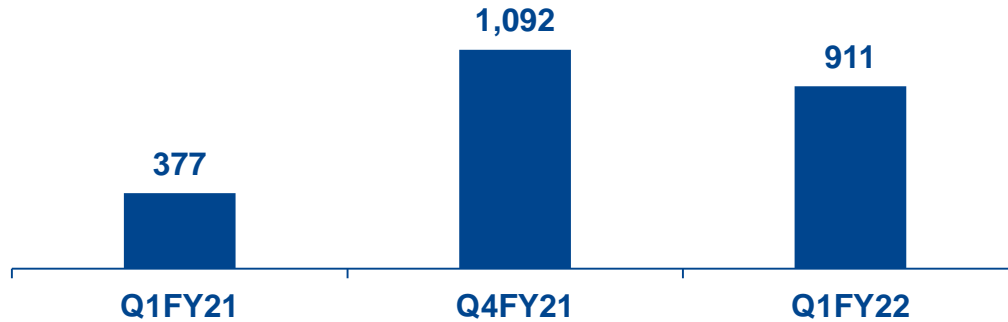
Debt numbers are at gross level

Shareholders value creation

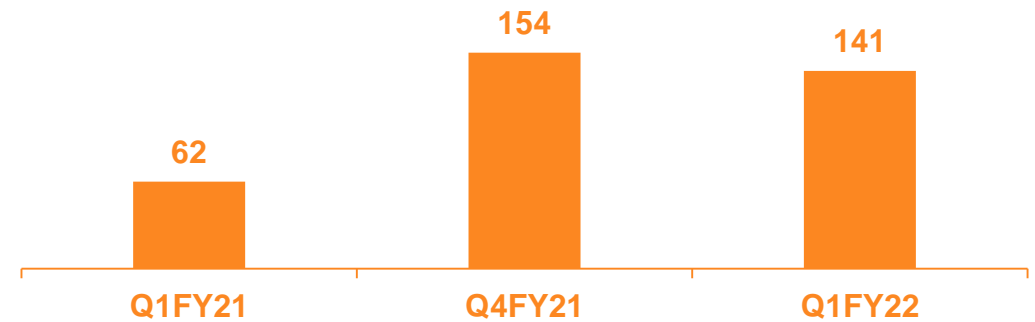


Sales volume (MMSCM) – Q1FY22

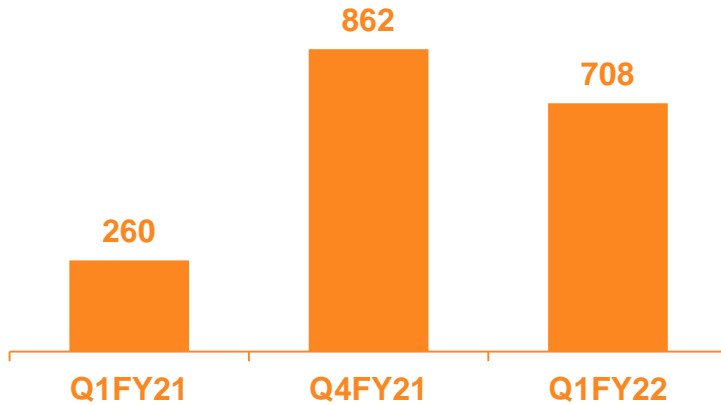
Total Volume



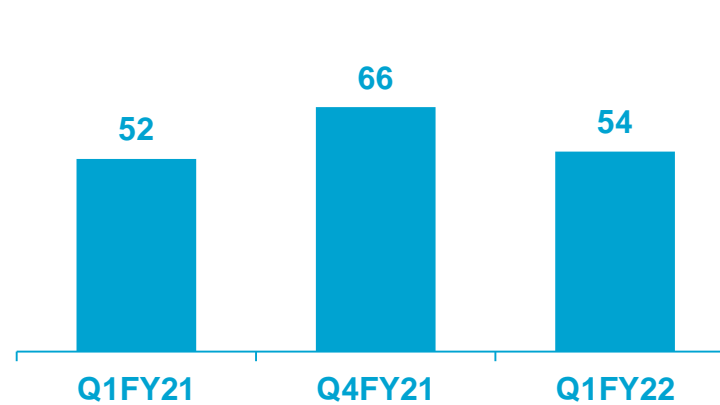
CNG



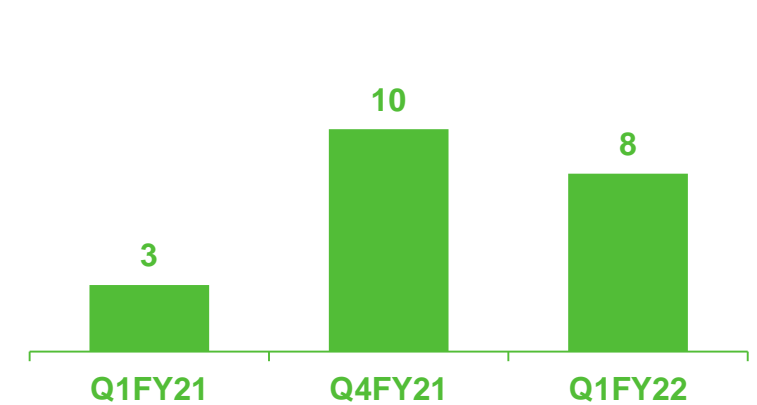
PNG - Industrial



PNG - Domestic



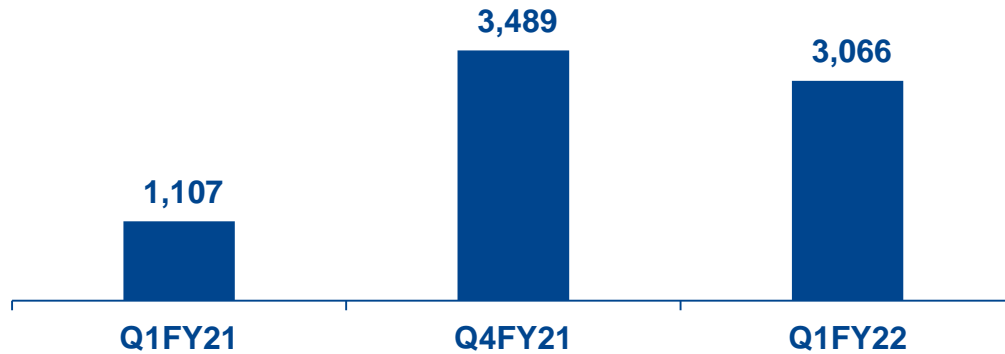
PNG - Commercial



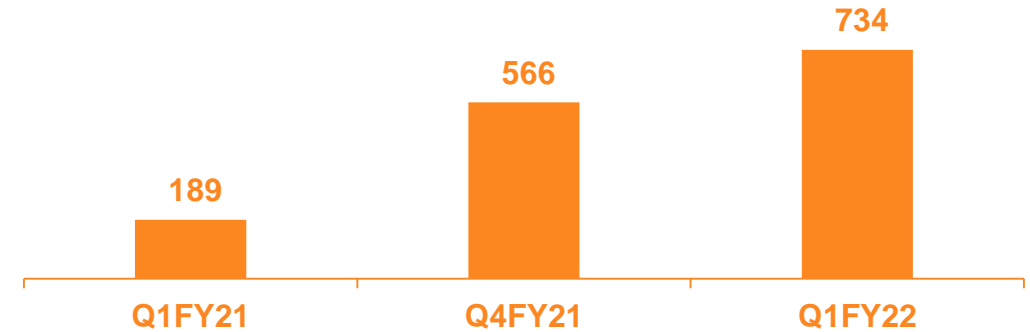
The natural gas demand, mainly from CNG and Industrial category, in Q1FY21 and Q1FY22 got impacted on account of the COVID – 19.

Standalone financial highlights (₹ Crore) – Q1FY22

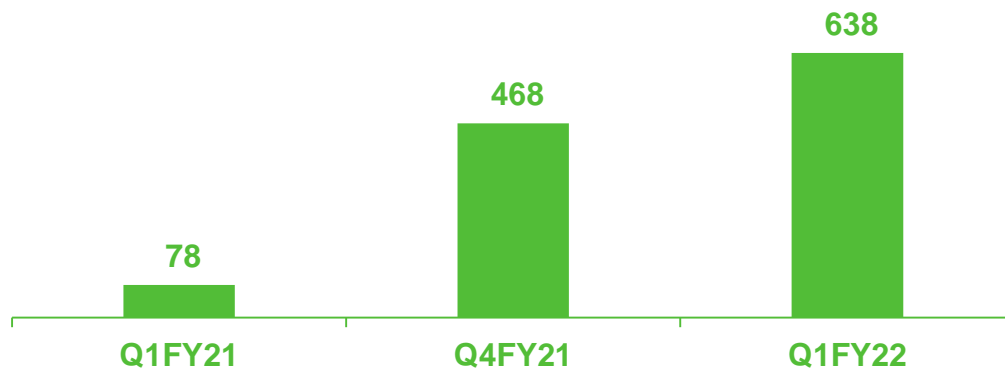
Revenue from operations



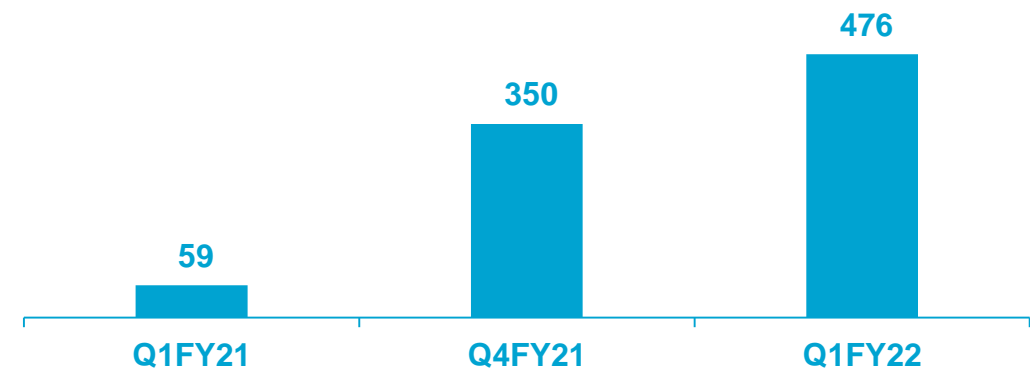
EBITDA



Profit Before Tax

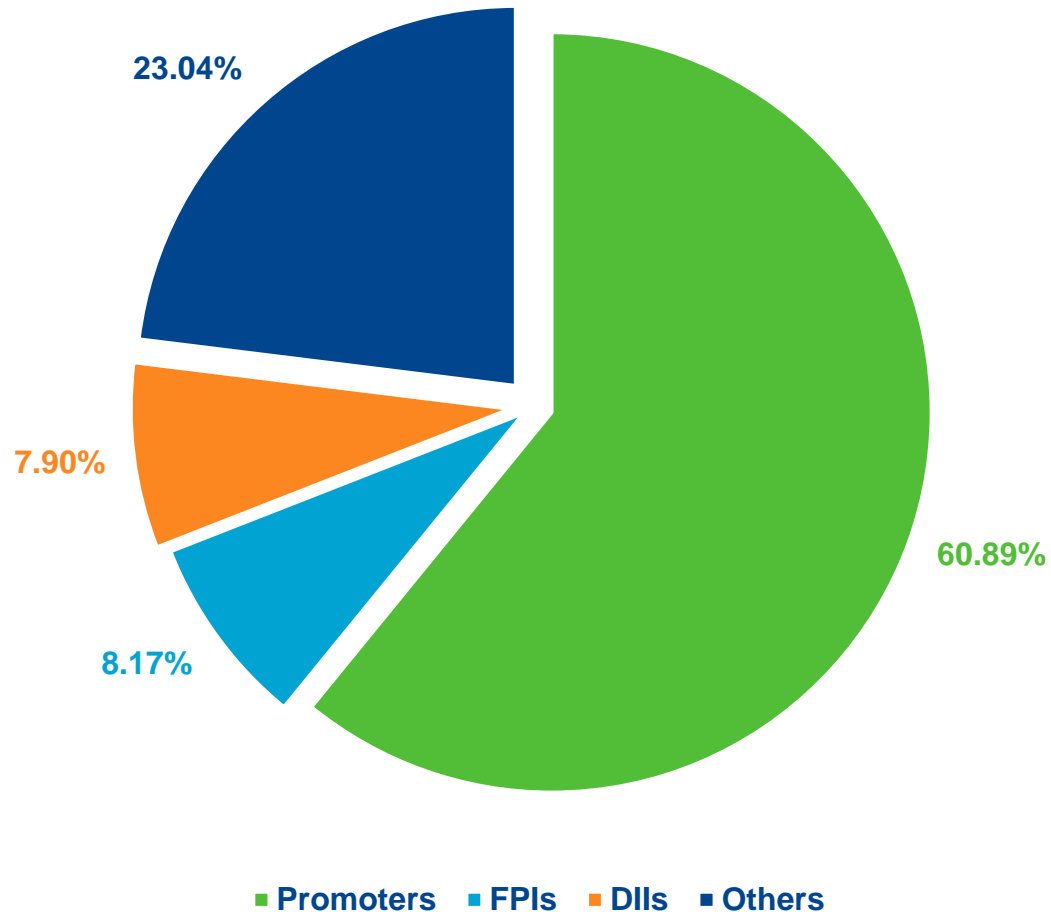


Profit After Tax

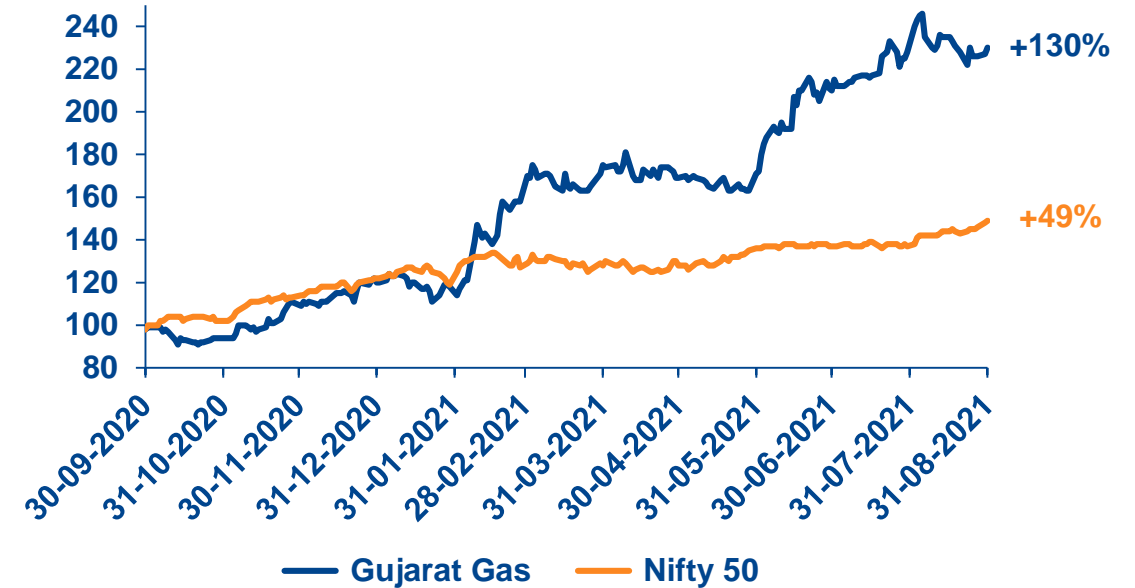


Shareholding pattern and stock price performance

Shareholding pattern*



Gujarat Gas relative to Nifty 50**



Market Capitalization of Gujarat Gas at
~ ₹ 49,800 Crore as on August 31, 2021

*As on June 30, 2021

**Over last one year, Source: NSE

De-bottlenecking build-out coupled with optimization strategy

Innovative technologies deployed to de-bottleneck build-out



CNG:

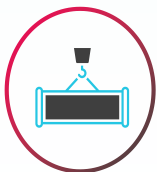
60+* CNG stations already operational in GAs awarded in 10th CGD bidding round



PNG:

New supply chain models to slash timelines/ optimize cost

- ❖ LNG by truck
- ❖ Virtual Pipeline
- ❖ Decompressor Skid (DCS)



Steel Network:

EPC model for Steel pipeline – first time in the Company's history

Volume-value optimization strategy

Strategic locations of operating areas:



- ❖ Access to key investment regions
- ❖ Operations in highly industrialized and energy intensive zones
- ❖ Proximity to LNG import terminals and gas grids
- ❖ Diverse customer mix with different applications and alternate fuels



Optimum gas sourcing portfolio:

- ❖ Right mix of RLNG term contracts, RLNG spot contracts and domestic gas contracts



Agile to market dynamics

Robust credit risk management

Pillars to drive sustainable value



Adding new revenue streams

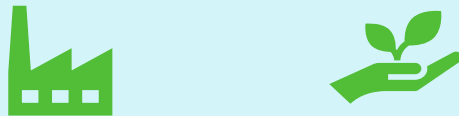
Operationalize new license areas
 60+* CNG stations operational in GAs awarded in 10th CGD bidding round

CGS set-up
 in all new GAs

Activate new CNG/LNG use cases



Drive industrial penetration



Digitization to drive operational excellence



Geo-analytics based Domestic PNG planning to optimize capex



Supervisory Control and Data Acquisition (SCADA) system to ensure operational ease and process optimization



Digital project execution tracking



Digitization to enhance customer satisfaction

Domestic PNG



- ❖ Online registration & services
- ❖ Digital payment options
- ❖ Online reading submission & bill delivery options
- ❖ Gujarat Gas Mobile App – A digital enabler



Industrial PNG

- ❖ Automated contract management system (under development)



CNG

- ❖ Station automation (under development)

Strong ESG commitment



Environment

- ❖ Distribution of “NATURAL GAS” – A cleaner and an environmental friendly fuel, in responsible manner
- ❖ No significant waste generation in “NATURAL GAS” distribution
- ❖ CGD assets safe and fit for purpose over their life cycle in order to protect personnel, people, property and environment
- ❖ Confirmatory to the Environment Management System standard (ISO 14001:2015), the Quality Management System standard (ISO 9001:2015) and the Occupational Health & Safety Management System standard (ISO 45001:2018)
- ❖ Health, Safety and Environment (HSE) and Asset Integrity (AI) in the DNA of operations
- ❖ Robust Environment Management, Energy Conservation and Waste Management System



Social

- ❖ Board approved Human Resource (HR) Policies, ensuring holistic welfare and development of human capital and thereby winning the workplace
- ❖ Implementation of 10 Golden Rules making office the safest place to work
- ❖ Effective and efficient interventions for keeping the guard up against Covid - 19
- ❖ Respecting the interest of and be responsive to the needs of all stakeholders through their identification, mapping and grouping
- ❖ Special initiatives for engagement with the disadvantaged, vulnerable and marginalized stakeholders
- ❖ Consideration of PAN INDIA as “LOCAL” and hiring of contractors on merit basis



Governance

- ❖ Board composition in line with Regulation 17 of the SEBI (LODR) Regulations, 2015
- ❖ Separation of the roles of Chairman and Managing Director of the Company
- ❖ Audit Committee, Nomination & Remuneration Committee, and Stakeholders Relationship Committee headed by Independent Directors
- ❖ Board approved policies viz. Corporate Social Responsibility Policy, HSE Policy, Dividend Distribution Policy, Policy on Materiality of Events, Policy on Related Party Transaction, Ethical Behaviour & Vigil Mechanism Policy, Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information etc.
- ❖ Robust Internal Control System supplemented by extensive audits viz. Internal Audit, Proprietary Audit and Statutory Audit

Privilege of giving back to the society

Community Development

Supply of free gas to Crematoriums



Healthcare

Contribution for Mobile Health Screening Van



Disaster Management

Contribution for Dhanvantri COVID Care Hospital



Environment

Contribution for saplings plantation and protective wall



Education

Smart class rooms in Municipal School for girls



Contribution for PSA Oxygen Plants



Thank You

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