

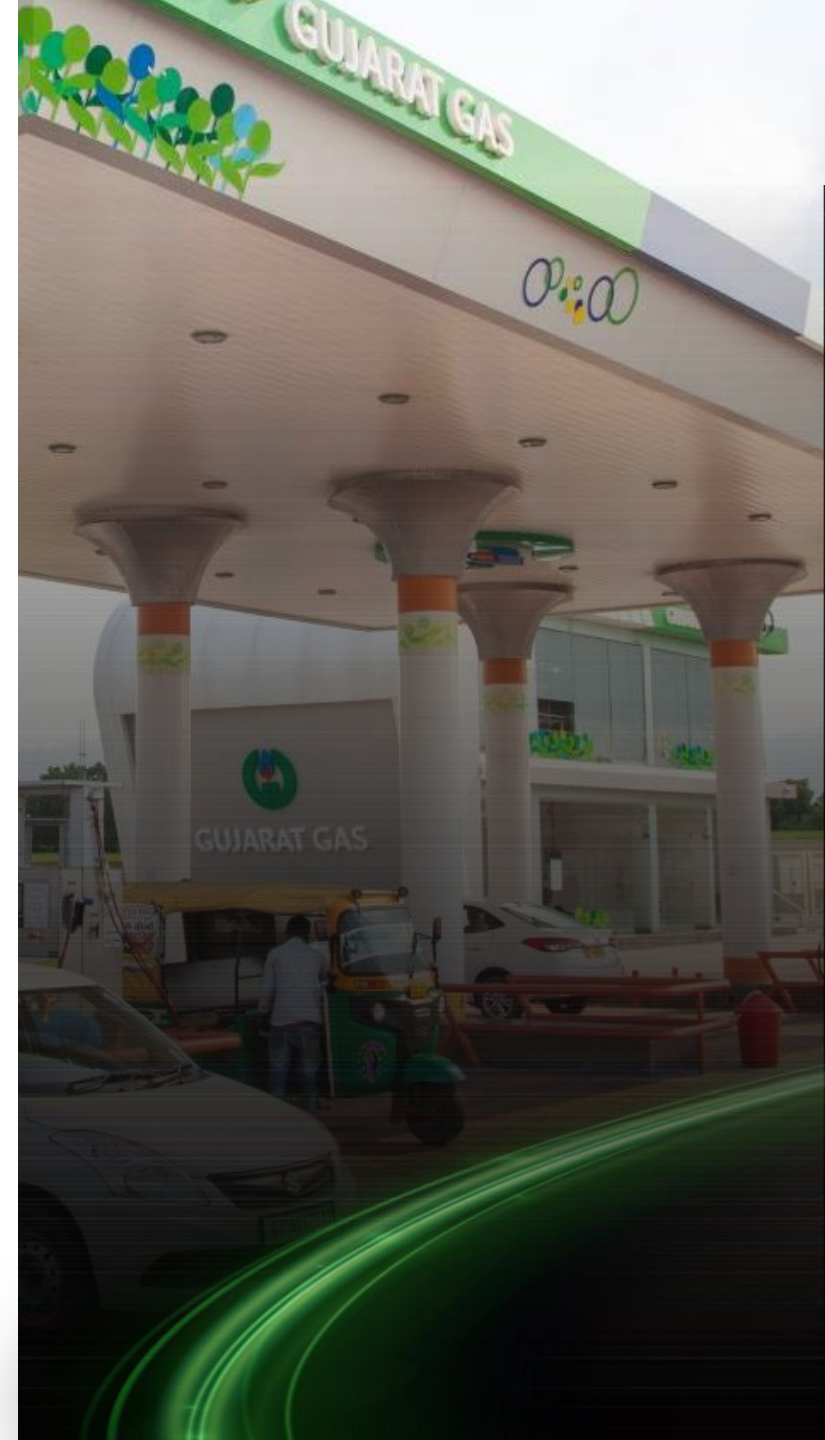


#FUELINGTHEGROWTH

Evolving **GREEN ENERGY** to New Heights **PAN India!**

GUJARAT GAS LIMITED
INVESTOR PRESENTATION

Q4FY24 & FY24



Safe Harbor Statement

Statements in this presentation may contain forward-looking information concerning Gujarat Gas Limited (“Gujarat Gas” or “Company”)’s strategy, operations, financial performance or condition, outlook, growth opportunities or circumstances in the sectors or markets in which the Company operates. Forward-looking statements can sometimes be identified by the use of forward-looking words such as “may”, “believe”, “will”, “expect”, “project”, “estimate”, “should”, “anticipate”, “plan”, “continue”, “seek”, “pro forma”, “potential”, “target”, “forecast”, “intend” or other similar words or expressions of the narrative thereof and by their nature, involve uncertainty because they depend on future circumstances, and relate to events, not all of which are in the Company’s control or can be predicted by the Company. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Actual results could differ materially from those set out in the forward-looking statements. For a detailed analysis of the factors that may affect our business, financial performance or results of operations, we urge you to look at the relevant article on Risk Management included in the Company’s latest Annual Report. Presentation is not, and nothing in it should be construed as, an offer, invitation or recommendation in respect of the Company’s securities or an offer, invitation or recommendation to sell, or a solicitation of an offer to buy the Company’s securities. Neither this presentation nor anything in it shall form the basis of any contract/commitment or in connection with any investment decision. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein.

The Group – presence across natural gas value chain



Gujarat State Petroleum Corporation (GSPC)

India's second largest natural gas trading company



Gujarat State Petronet Limited (GSPL)

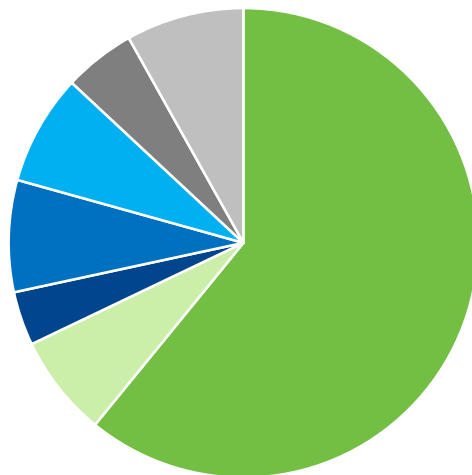
India's second largest natural gas transmission company



Gujarat Gas Limited (GGL)

India's leading City Gas Distribution (CGD) company

Shareholding Pattern



60.89%
Promoter Group
Shareholding

7.01%
Companies where
Government is a promoter

3.72%
Foreign Portfolio Investors

7.70%
Mutual Funds

7.63%
Bodies Corporate

4.93%
Resident Individuals

8.12%
Others

Promoter Group % of Share Holding

54.17%

Gujarat State Petronet Ltd.

6.53%

Government of Gujarat

0.19%

Gujarat State Energy
Generation Ltd.

60.89%

Promoters' Shareholding

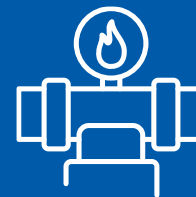
**As on March 31, 2024*

Gujarat Gas – India's Leading CGD Company



27

CGD Authorizations



39,300+

Kms of Gas Pipeline Network*



808

CNG Stations*



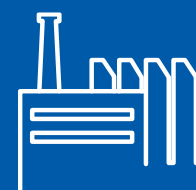
21.15 Lakh+

PNG Domestic Connections*



15,200+

PNG Commercial Connections*

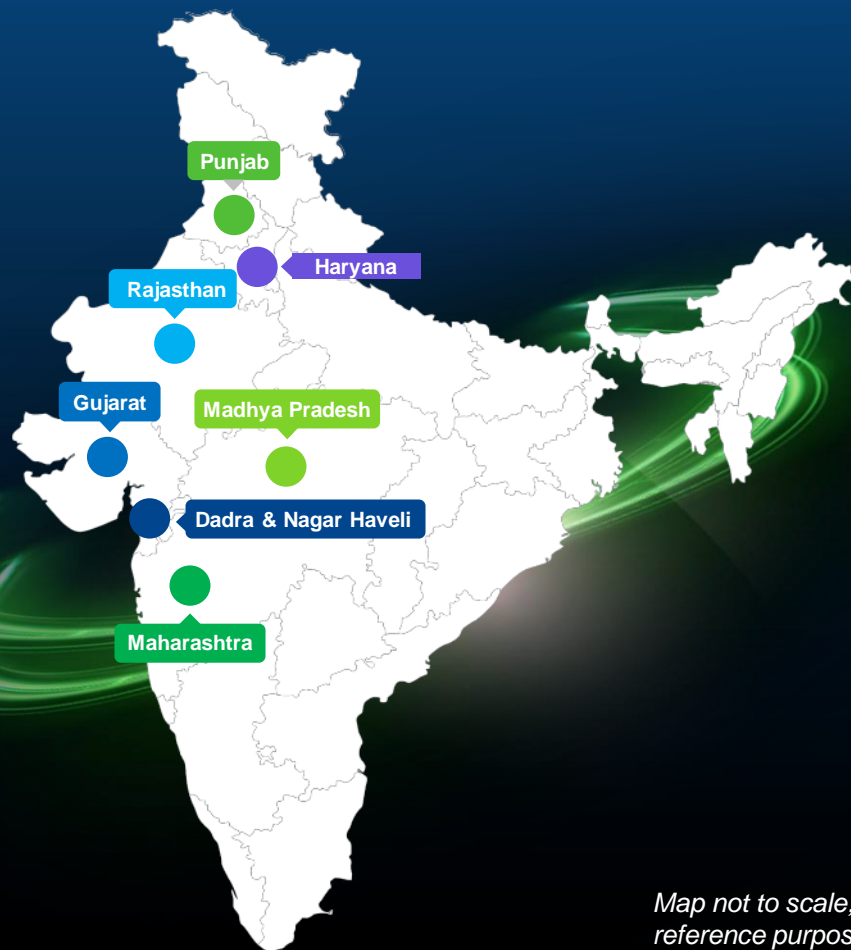


4,390+

PNG Industrial Connections*

* As on March 31, 2024

Gujarat Gas – CGD Licenses across 6 states & 1 UT



Map not to scale, only for reference purpose

- 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
Ratlam

Banswara
Dungarpur Districts

Jalore and Sirohi District

Sirsa, Fatehabad and

Mansa (Punjab) Districts

Amritsar

Bhatinda

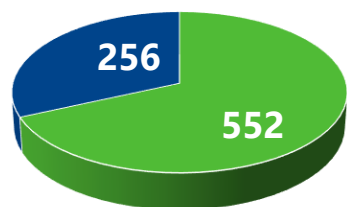
Ferozepur, Faridkot and Sri Muktsar Sahib Districts

Hoshiarpur and Gurdaspur Districts

*Except area already authorized

CNG stations in Gujarat and Outside Gujarat across States

CNG Stations



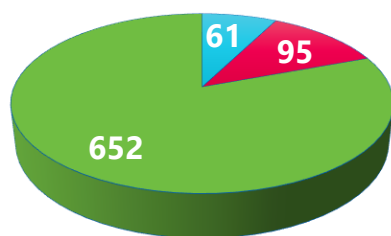
808

Total

As on March 31, 2024

■ Gujarat ■ Outside Gujarat

Type of CNG Stations



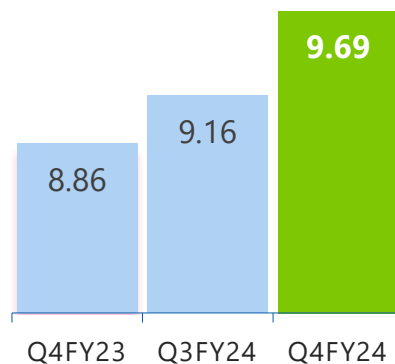
■ COCO ■ Franchisee ■ OMCs



Gas Sales: Q4 FY24

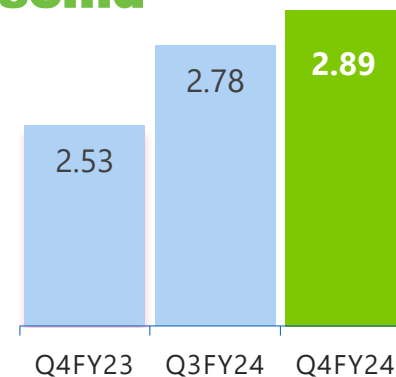
Total Volume

9.69 mmscmd



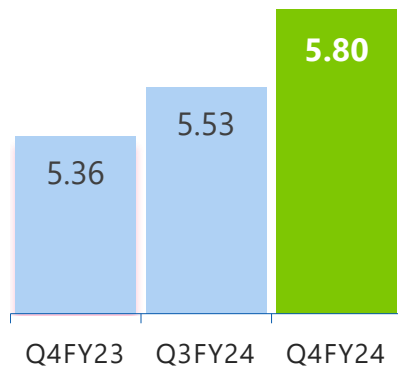
CNG

2.89 mmscmd



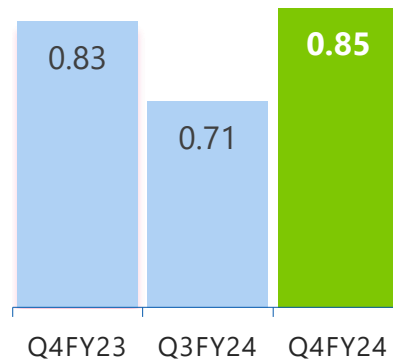
PNG - Industrial

5.80 mmscmd



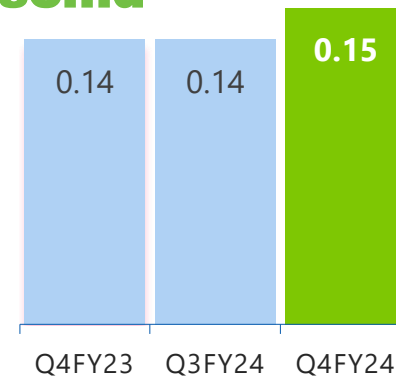
PNG - Domestic

0.85 mmscmd



PNG - Commercial

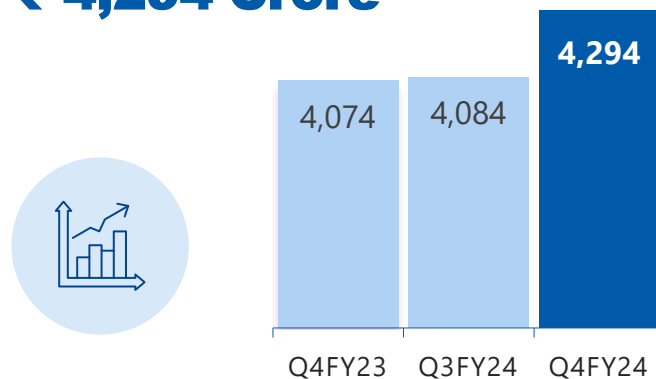
0.15 mmscmd



Standalone Financial Highlights: Q4 FY24

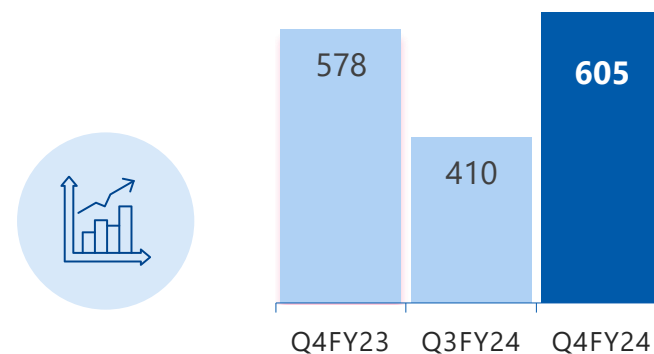
Revenue from Operations

₹ 4,294 Crore



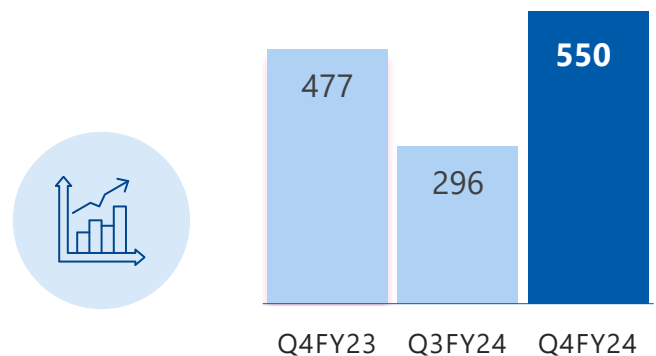
EBITDA

₹ 605 Crore



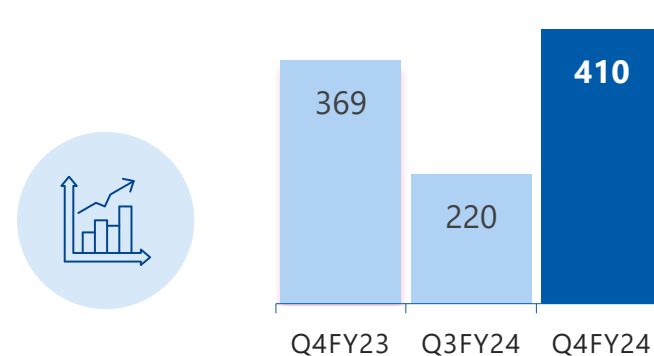
Profit before Tax

₹ 550 Crore



Profit after Tax

₹ 410 Crore



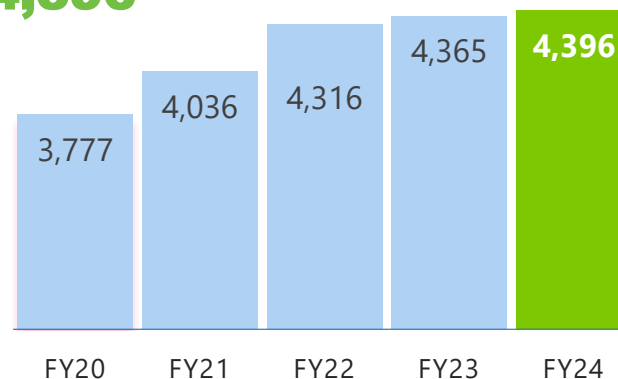
Business Updates

- Highest ever CNG volumes of 2.89 mmscmd in Q4 FY24 on the back of investments in station infrastructure (14% higher than Q4 FY23)
- During the financial year 2023-24, company has connected further 1.87 lakhs homes through piped natural gas
- GGL participated in Nationwide PNG campaign run by PNGRB to promote PNG awareness from 26th Jan to 31st March'24 and Registered 41,000+ customers, Connected 47,000+ customers during the campaign
- New signings of industrial customers in FY24 – 1.11 mmscmd
- Expression of Interest published for ceramic markets for 12 month contract
- Average Industrial volumes for March 2024 at 6.84 mmscmd
- Company has entered into non binding MoU with Bharat Petroleum Corporation Ltd. (BPCL) and Indian Oil Corporation Limited (IOCL) which includes setting up of CNG facility at their filling stations. Further, these Oil Marketing Companies (OMCs) to provide Liquid Fuels, automotive lubricants, greases etc. at GGL facilities
- Gujarat Gas continues to have a Credit Rating of AAA Stable / A1+ from CRISIL, CARE and India Ratings

Key Operational Indicators: Cumulative Numbers

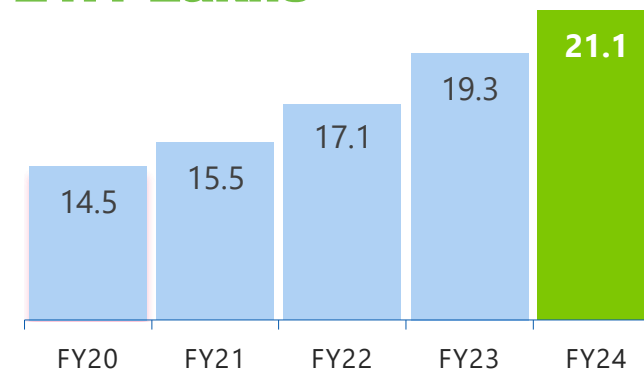
Industrial customers

4,396



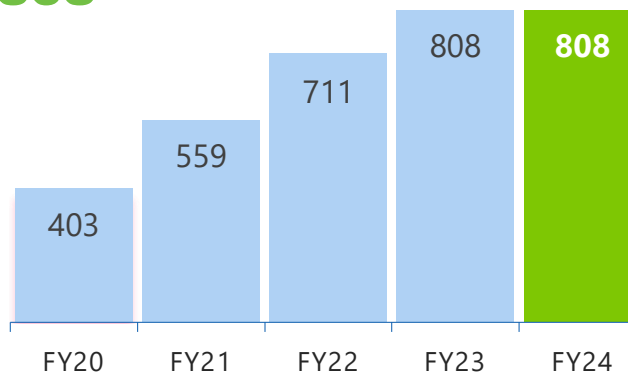
Domestic customers

21.1 Lakhs



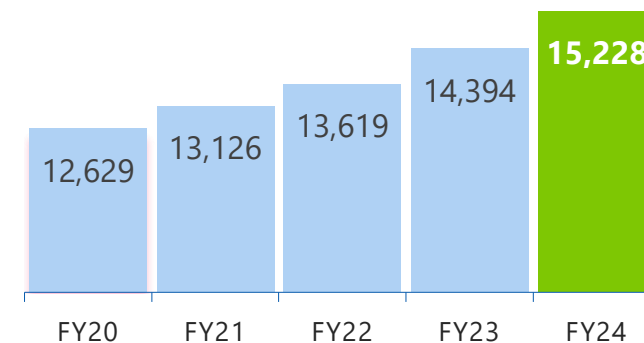
CNG

808



Commercial customers

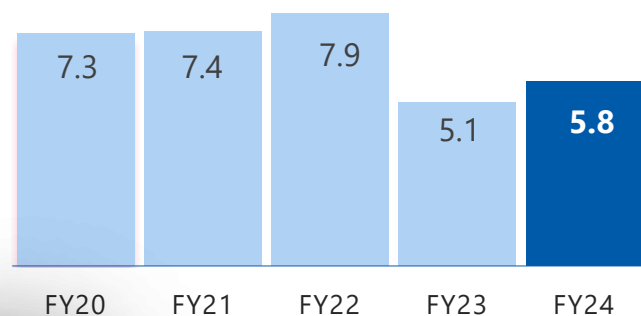
15,228



Gas Sales Volumes

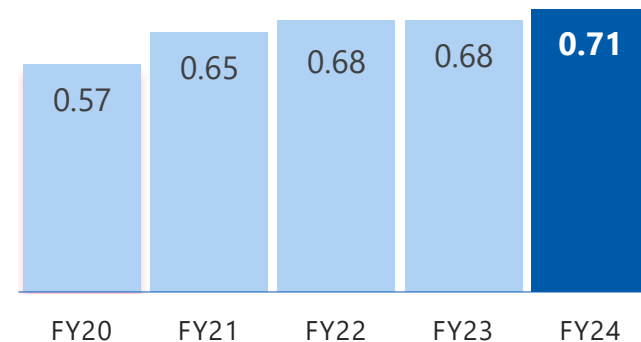
Industrial

5.8 mmscmd



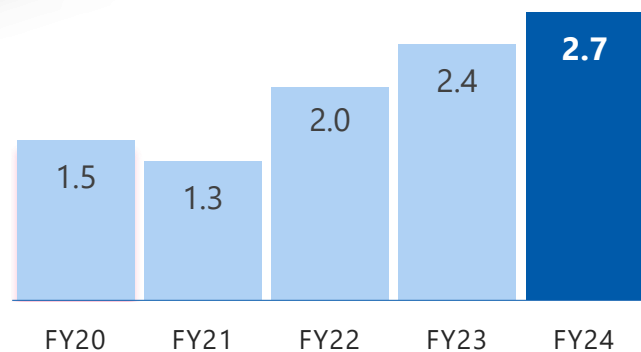
Domestic

0.71 mmscmd



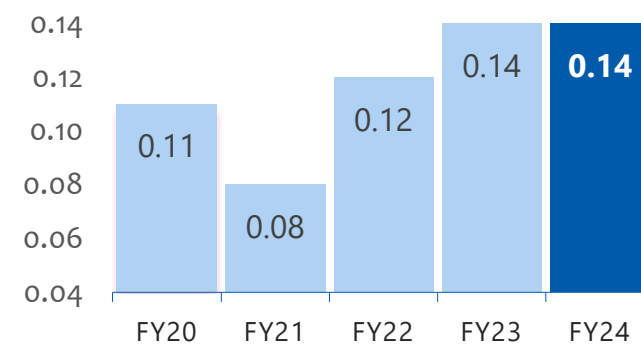
CNG

2.7 mmscmd



Commercial

0.14 mmscmd



Standalone Financial Performance

Revenue from Operations

₹ 16,293 Crore

CAGR – 15%



7,962

FY19

16,293

FY24

EBITDA

₹ 1,919 Crore

CAGR – 14%



1,006

FY19

1,919

FY24

Profit after Tax

₹ 1,143 Crore

CAGR – 22%



417

FY19

1,143

FY24

EBITDA

5.60 ₹/scm

CAGR – 6%



4.2

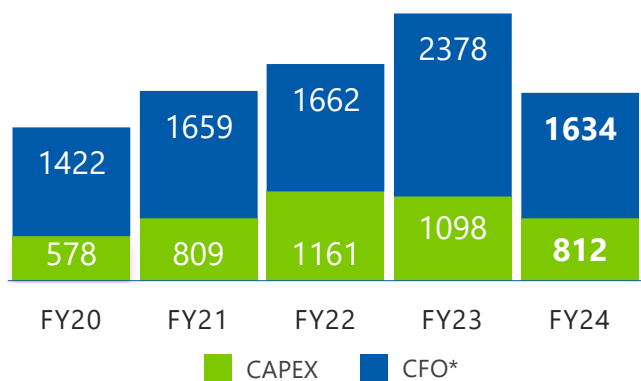
FY19

5.6

FY24

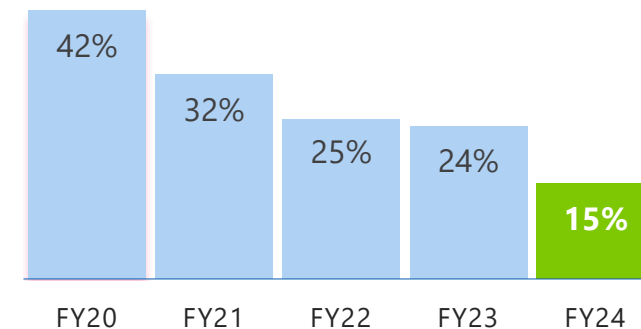
Shareholders' Value Creation

Capex & CFO

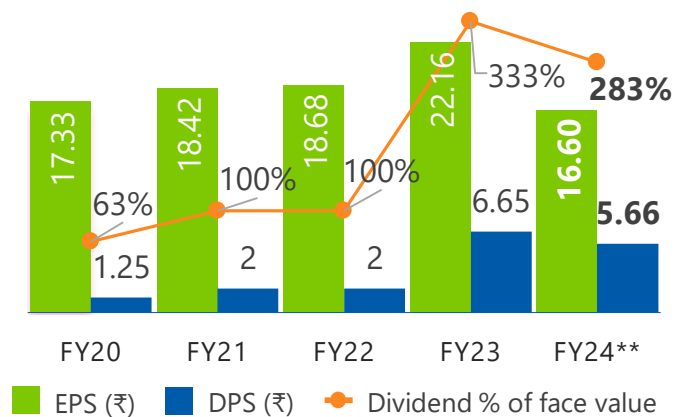


Return on Equity

15%

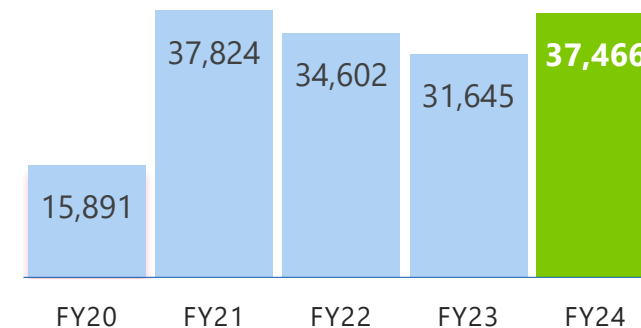


EPS & Dividend per Share



Market Capitalization

₹ 37,466 Crore



*CFO = Cash flow from operating activities
** Dividend to be approved by Shareholders

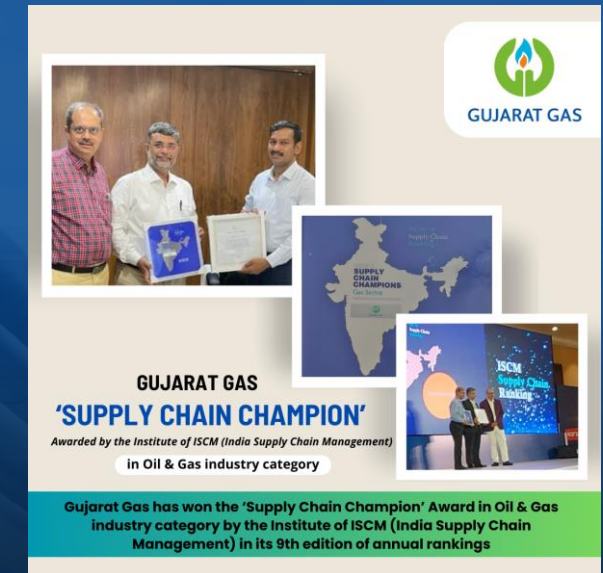
Recognition for Operational Excellence



Won 'IEI Industrial Excellence Award 2023' for the commendable performance in the category of Engineering, Manufacturing and Processing



Listed in Dun & Bradstreet's flagship publication 'India's Top 500 Value Creators 2023' at 20th Rank in Gas – Processing, Transmission and Marketing Category

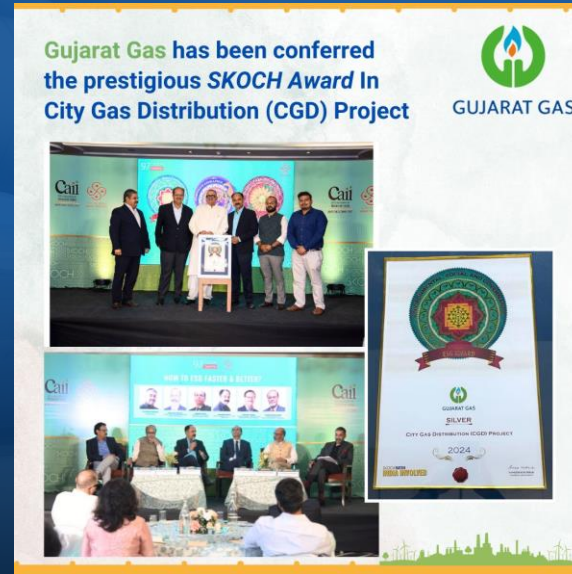


'Supply Chain Champion' Awarded by The Institute of India Supply Chain Management in Oil & Gas Industry Category

Recognition for Operational Excellence



'World's Most Trustworthy Companies 2023' by Newsweek and Statista amongst the listed firms in Energy and Utilities category



'SKOCH ESG Award 2024' in City Gas Distribution (CGD) Project



Ranked amongst the 'TOP 150 Wealth Creators 2024' by Dalal Street Investment Journal

Major Events During the Year



Vibrant Gujarat Global Summit 2024

GSPC Group participated in 10th edition of Vibrant Gujarat Global Summit held at Gandhinagar



India Energy Week 2024

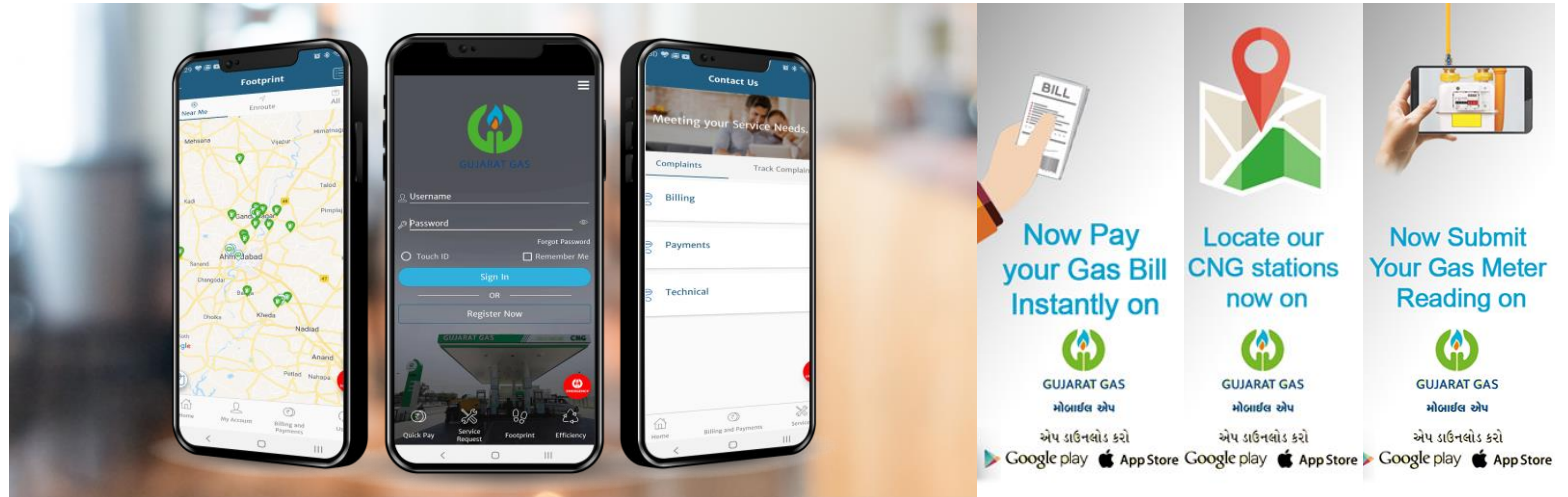
GSPC Group participated in 2nd edition of India Energy Week 2024 held at Goa

Smart Meters at GIFT City and Other Digital Initiative



Smart Meter

Smart prepaid meter installed at GIFT City, Gandhinagar



Gujarat Gas Limited – Mobile App

Customer-friendly mobile app for the service of customers at their fingertips

Privilege of Giving Back to the Society

Touching the lives of various sections of society through CSR initiatives



Providing Artificial Limbs

Contribution for providing artificial limbs to persons with disabilities



Industry Responsive Skill Development

Contribution for imparting industry responsive skill development to needy and unemployed youth



Purchase of School Bus

Contribution for purchase of school bus for specially abled students



Construction of a School Building

Kanya Ashram Shala in Tanki Village, Taluka Dharampur, District Valsad



Environment Sustainability

Contribution for Environment Sustainability and Ecological balance by upgrading 4 cremators

Thank You



CNG Station



**Green Hydrogen
Blending with PNG at
NTPC, Kawas**



PNG in Industry



Natural Gas Skid



PNG - Domestic