



#FUELINGTHEGROWTH

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



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The Group – presence across natural gas value chain

Gujarat State Petroleum Corporation

Gujarat State Petronet Limited

Gujarat Gas Limited

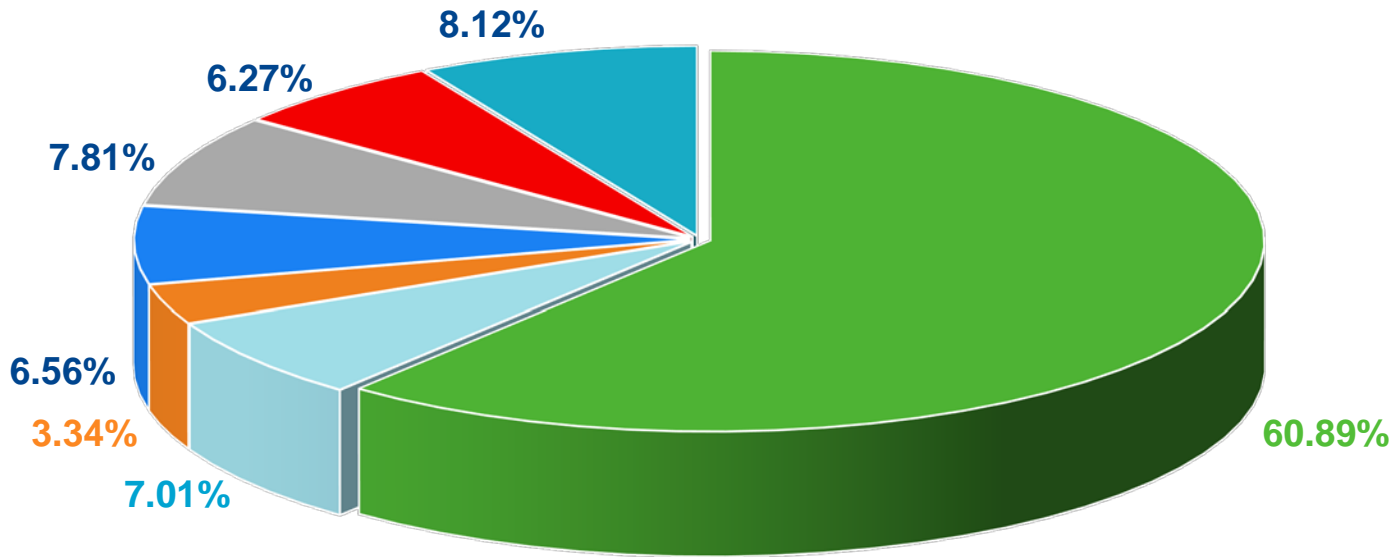
India's leading natural gas trading company

India's second largest natural gas transmission company

India's leading City Gas Distribution (CGD) company



Shareholding pattern



- Promoter Group Shareholding
- Companies where Government is a promoter
- Foreign Portfolio Investors
- Mutual Funds
- Bodies Corporate
- Resident Individuals
- Others

Promoter Group	% of Share Holding
Gujarat State Petronet Ltd.	54.17%
Government of Gujarat	6.53%
Gujarat State Energy Generation Ltd.	0.19%
Promoters' Shareholding	60.89%

Gujarat Gas – India’s leading CGD Company



27
CGD Authorizations



38,100+
Kms of Gas Pipeline Network*



817
CNG Stations*



20.64 Lakh+
PNG Domestic Connections*



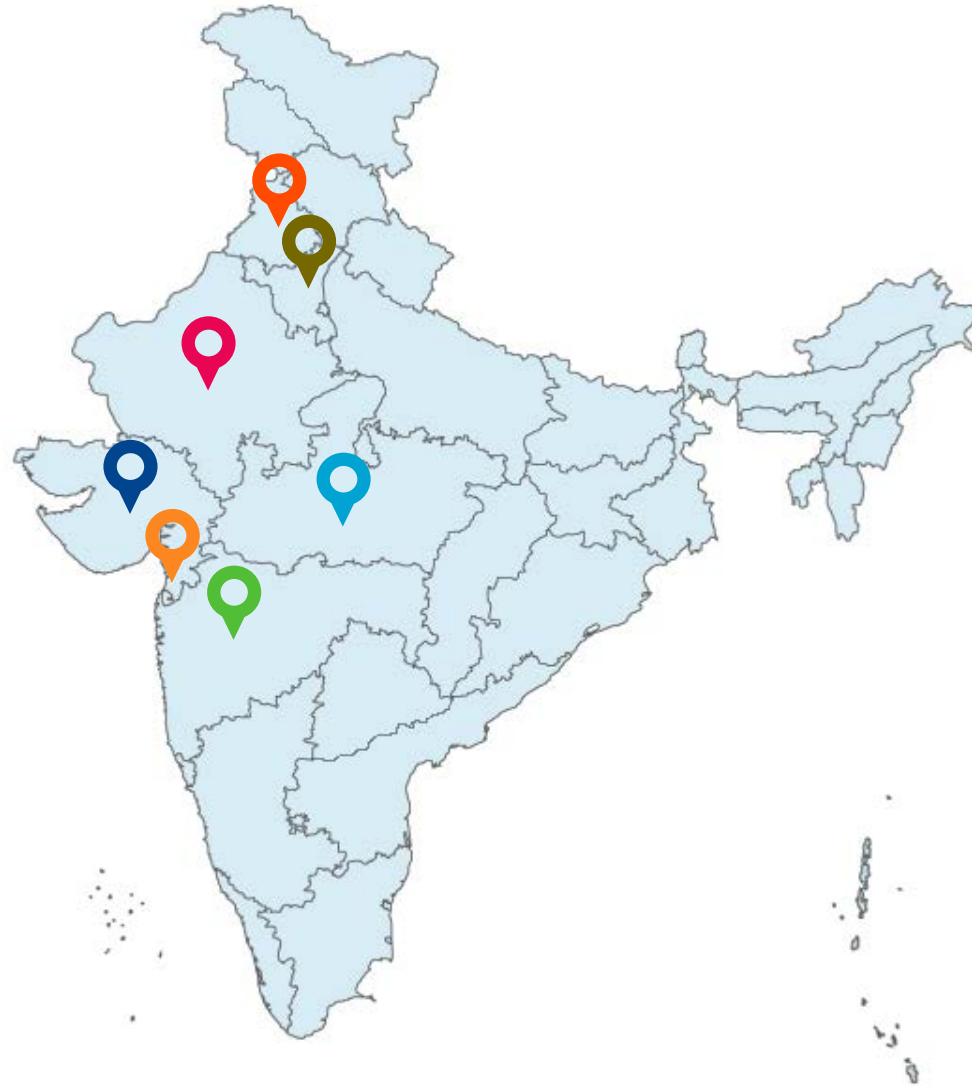
14,900+
PNG Commercial Connections*



4,350+
PNG Industrial Connections*

Gujarat Gas – CGD licenses across 6 states & 1 UT

- ✓ 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

Map not to scale, only for reference purpose

CNG stations in Gujarat and outside Gujarat across States

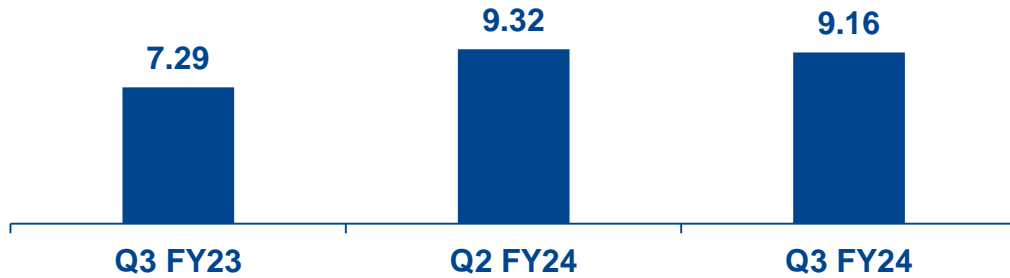


CNG stations*	Numbers
Gujarat	562
Outside Gujarat viz Punjab, Madhya Pradesh, Rajasthan, Maharashtra, Haryana, UT of Dadra & Nagar Haveli,	255
Total	817

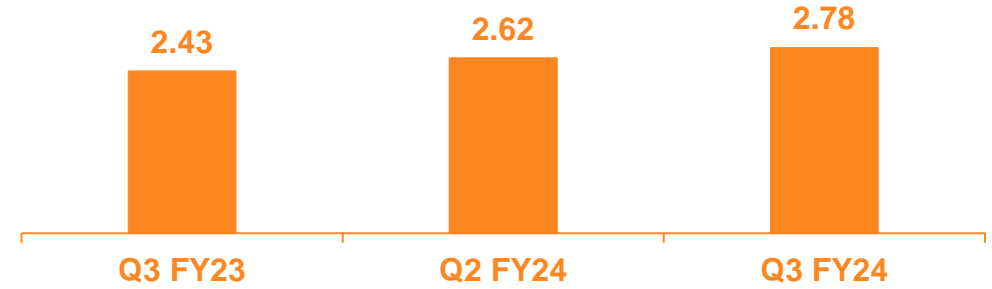
* As on December 31, 2023

Gas sales (mmscmd) – Q3 FY24

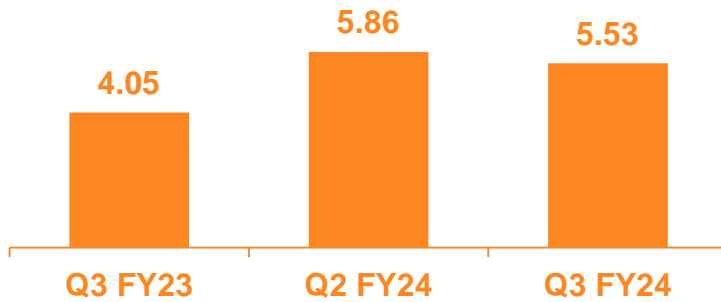
Total Volume



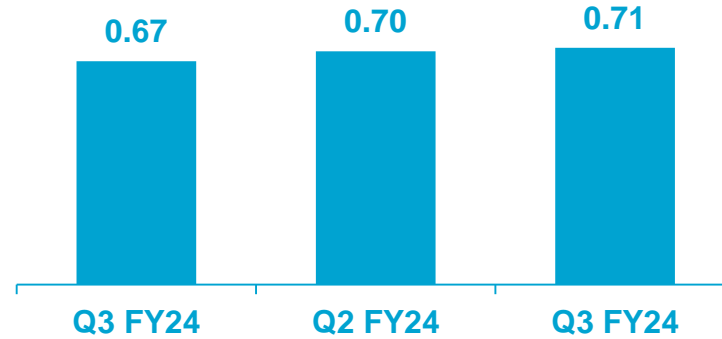
CNG



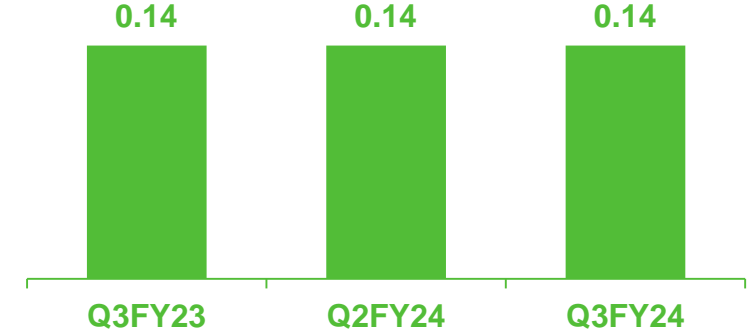
PNG - Industrial



PNG - Domestic

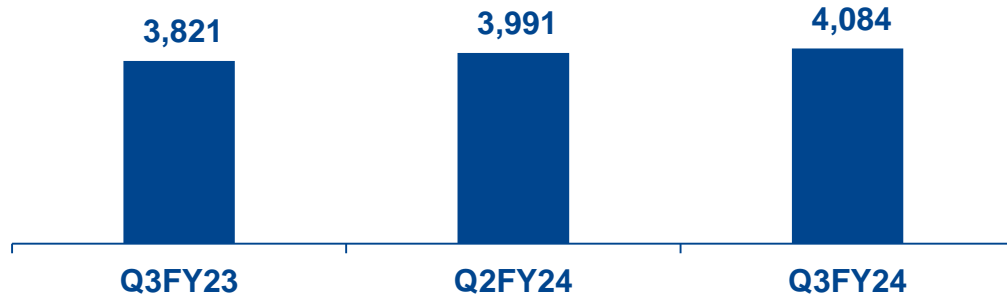


PNG - Commercial

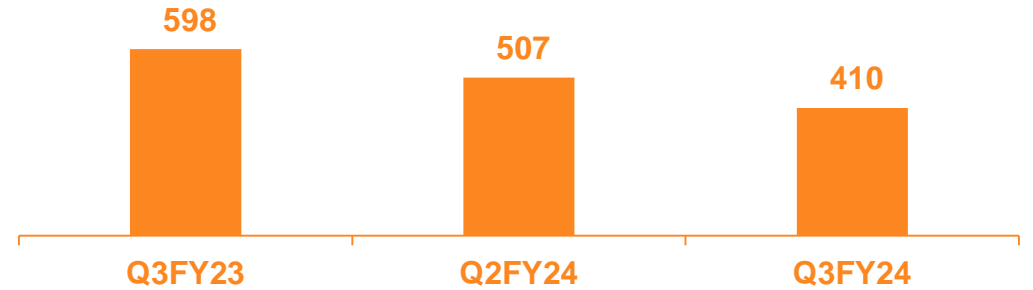


Standalone financial highlights (₹ Crore) – Q3 FY24

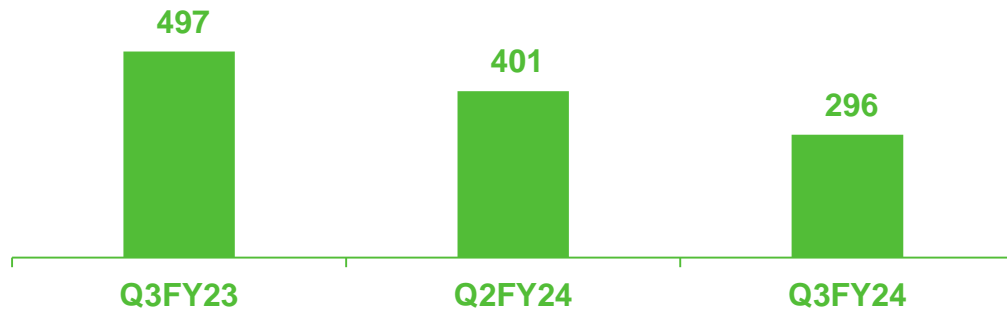
Revenue from Operations



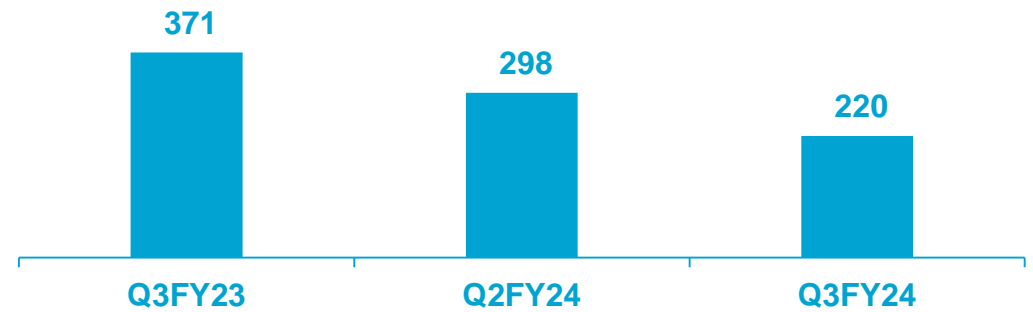
EBITDA



Profit Before Tax



Profit After Tax



Business updates

- Highest ever CNG volumes of 2.78 mmscmd in Q3 FY'24 on the back of investments in station infrastructure (14% higher than 2.43 mmscmd in Q3 FY'23)
- Gujarat Gas has launched Full Dealer Owned Dealer Operated (FDODO) scheme for fast track development of CNG stations infrastructure. Company plans to add more than 200 CNG stations in next 2-3 years under the scheme.
- Contracted ~0.50 mmscmd of domestic gas under auction from one of the upstream suppliers for 4 years during the quarter
- New signings of industrial customers in Q3 FY'24 – 0.43 mmscmd
- Introduction of Smart Meters for Domestic customers at Gift City, Gandhinagar
- Gujarat Gas has been recognized as the 'World's Most Trustworthy Companies 2023' by Newsweek and Statista amongst the listed firms in Energy and Utilities category
- Listed in Dun & Bradstreet's flagship publication 'India's Top 500 Value Creators 2023' at 20th Rank in Gas – Processing, Transmission and Marketing Category.
- Won IEI Industrial Excellence Award 2023 for the commendable performance in the category of Engineering, Manufacturing and Processing.

Memorandum of Understanding (MoUs)

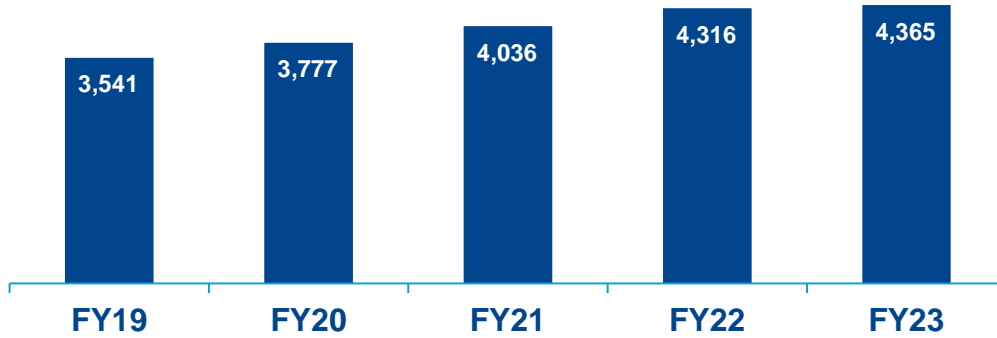
Company has entered into non binding MoU

- With Hindustan Petroleum Corporation Ltd. (HPCL) which includes setting up of CNG facility at HPCL outlets, HPCL to provide Liquid Fuels, automotive lubricants, greases etc at GGL Outlets.
- Under the ambit of 10th edition of Vibrant Gujarat Summit, with
 - FEV India Pvt. Ltd (part of FEV Group, Headquartered in Germany), for Hydrogen and CBG in Mobility and other Industrial application.
 - AIUT Technologies LLP (Indian subsidiary of AIUT Poland), for improving Safety, Efficiency and Overall sustainability of the Gas business, using state of the art AI, IOT solutions, impart skills for manufacturing electronic products and development and management of sophisticated softwares like MDM, LUAG, RFID, Asset Management etc.

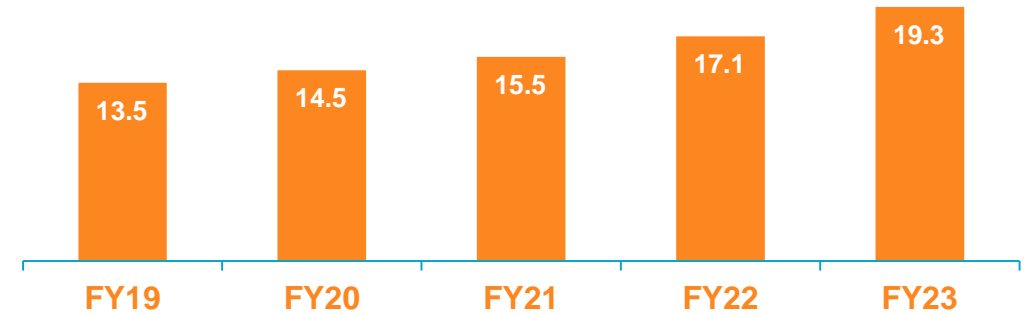
Key operational indicators - cumulative additions



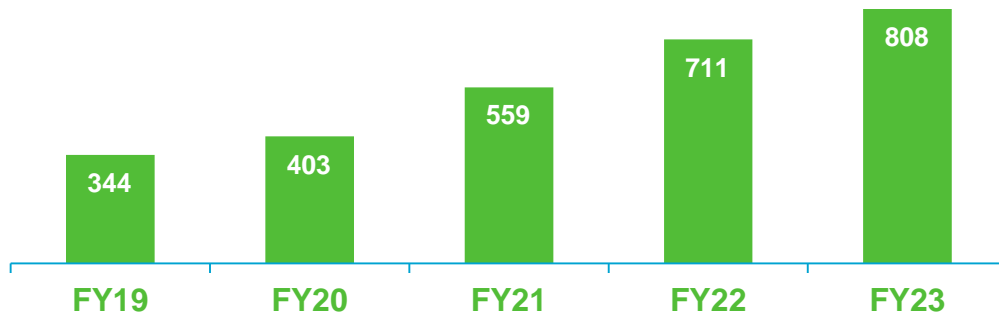
Industrial customers



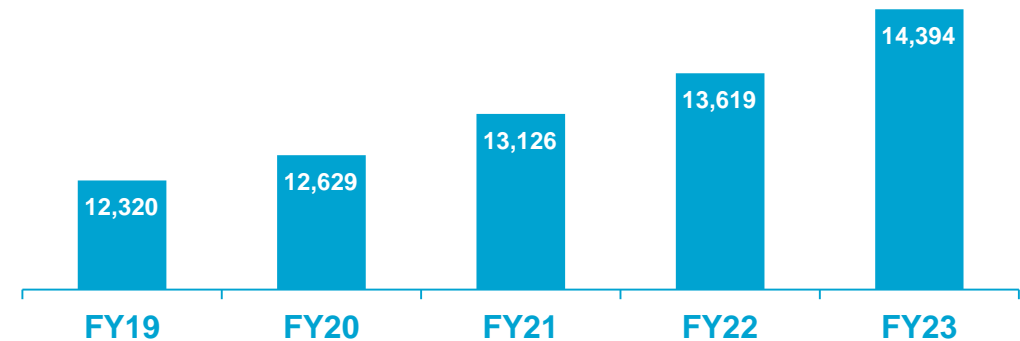
Domestic customers (in lakhs)



CNG

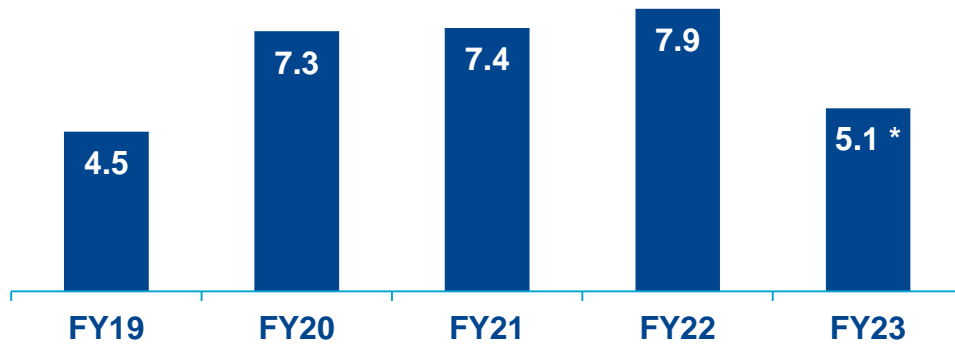


Commercial customers

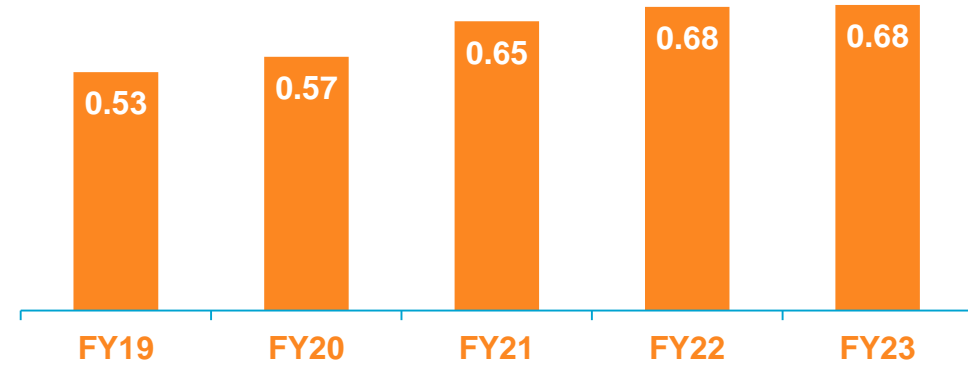


Gas sales (mmscmd)

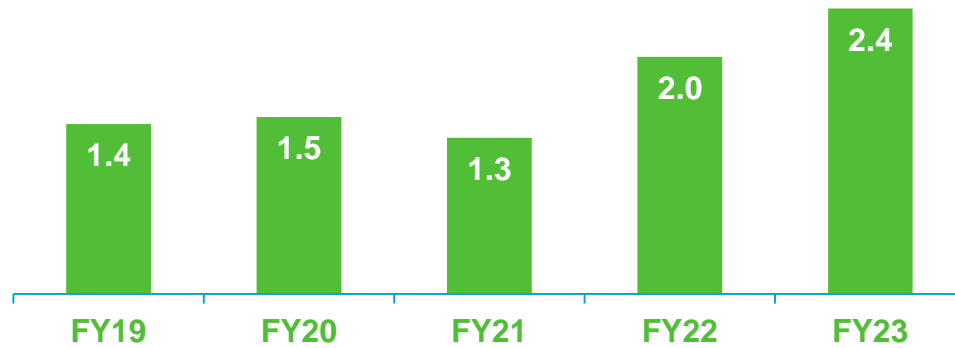
Industrial



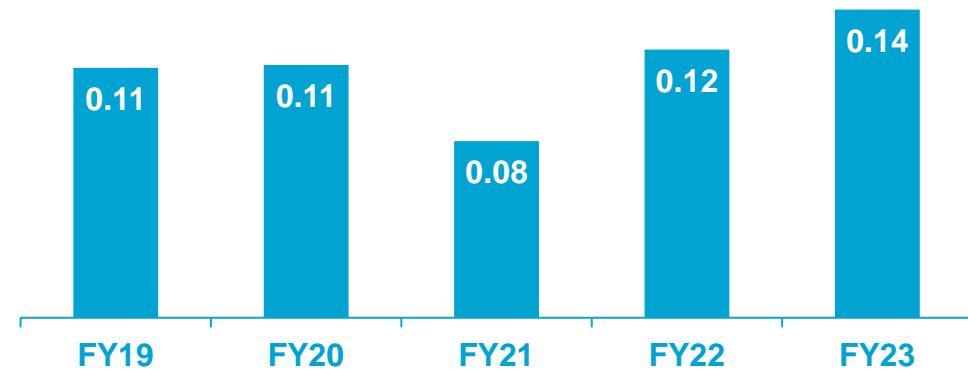
Domestic



CNG



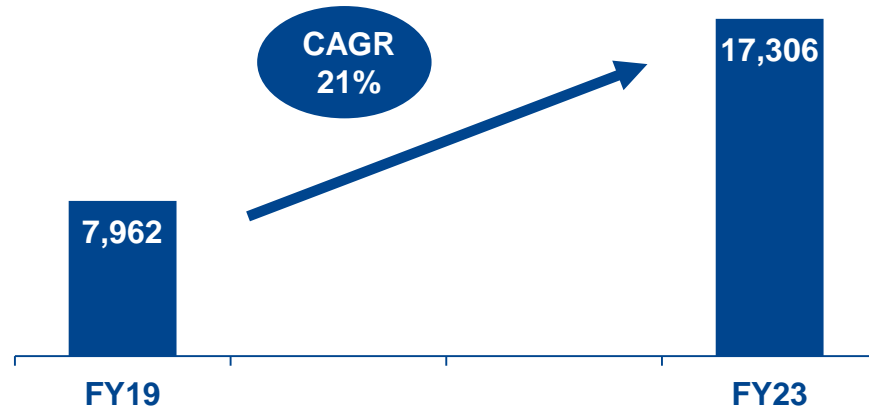
Commercial



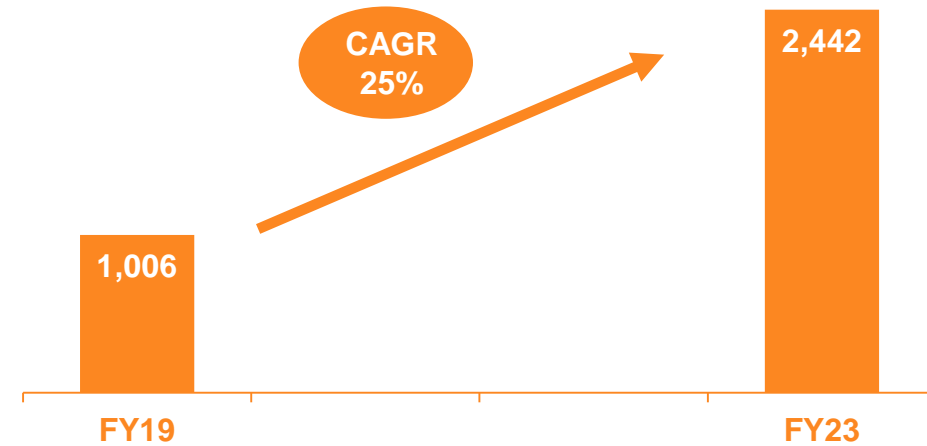
* Lower volume in Morbi due to exceptionally high LNG prices

Standalone financial performance

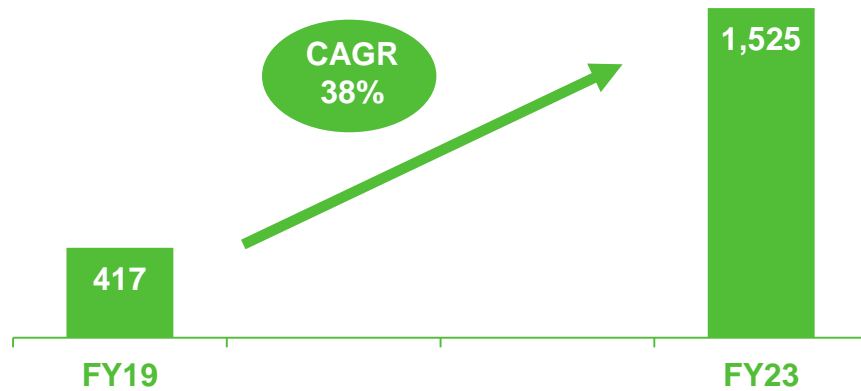
Revenue from Operations (₹ Crore)



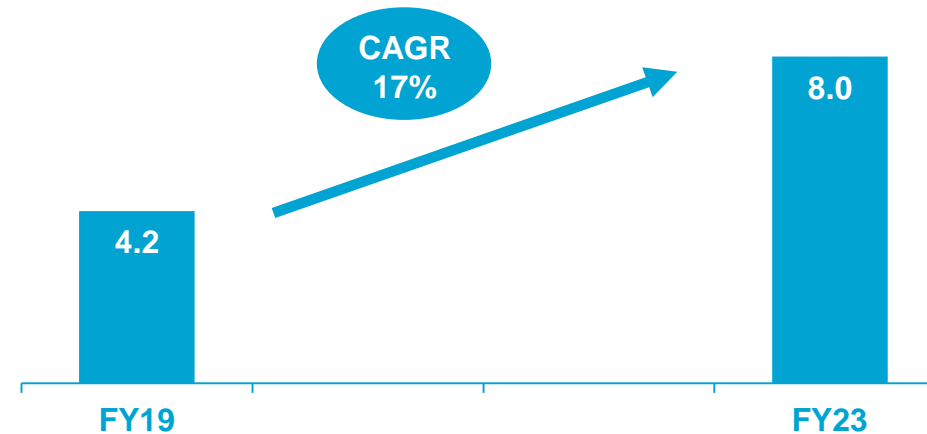
EBITDA (₹ Crore)



Profit After Tax (₹ Crore)

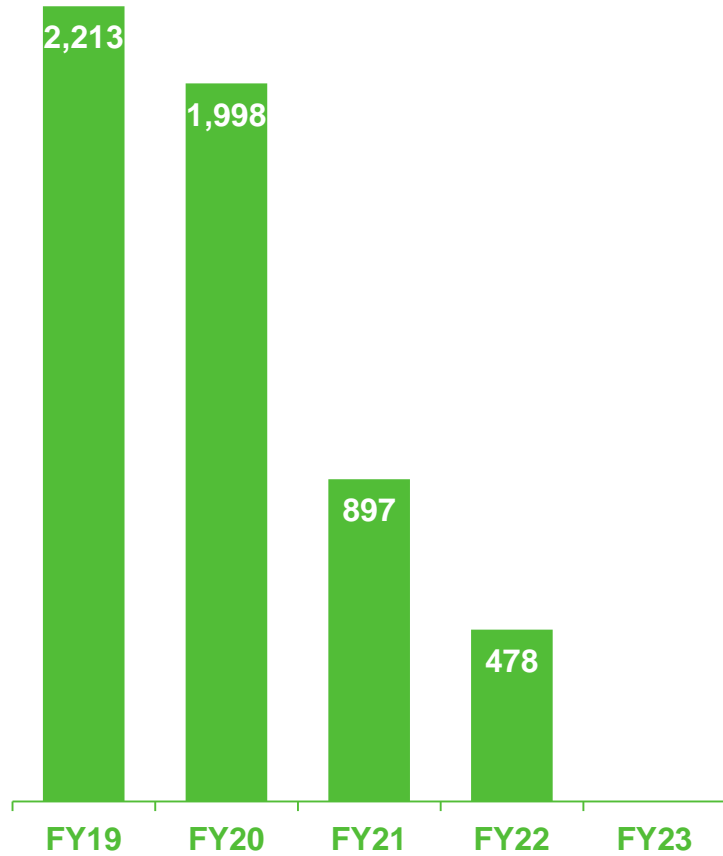


EBITDA (₹/scm)



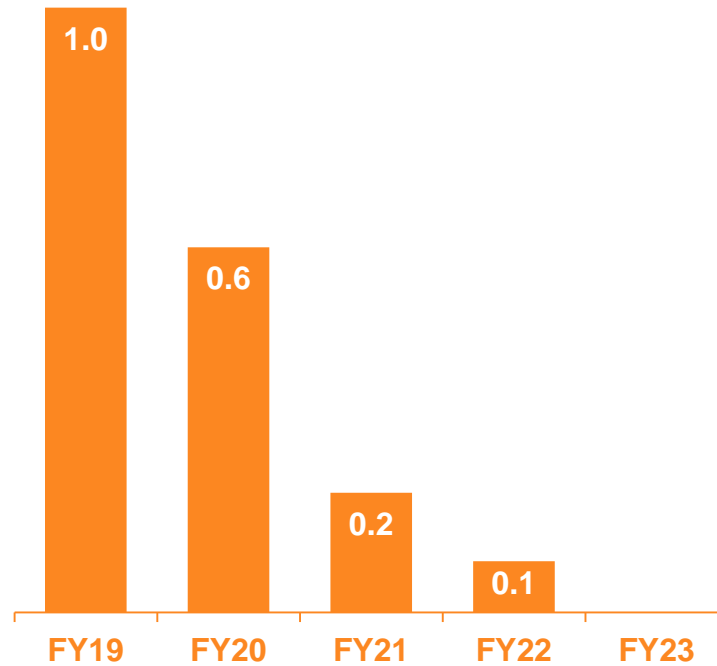
Improved debt profile – prepayment in FY 23; now debt free

Debt (₹ Crore)

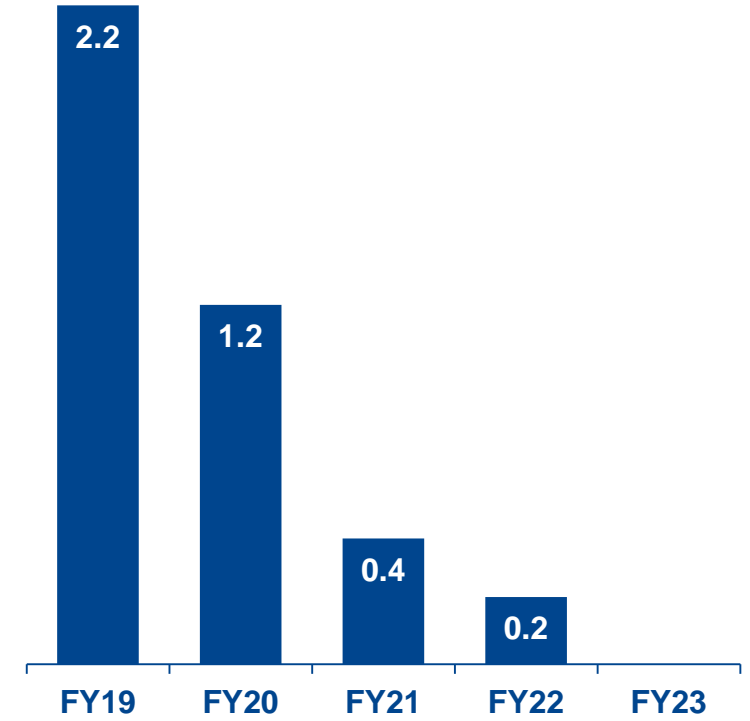


Prepayment of ₹ 95 Crore in FY20, ₹ 988 Crore in FY21, ₹ 327 Crore in FY22 and ₹ 447 Crore in FY23

Debt / Equity (X)

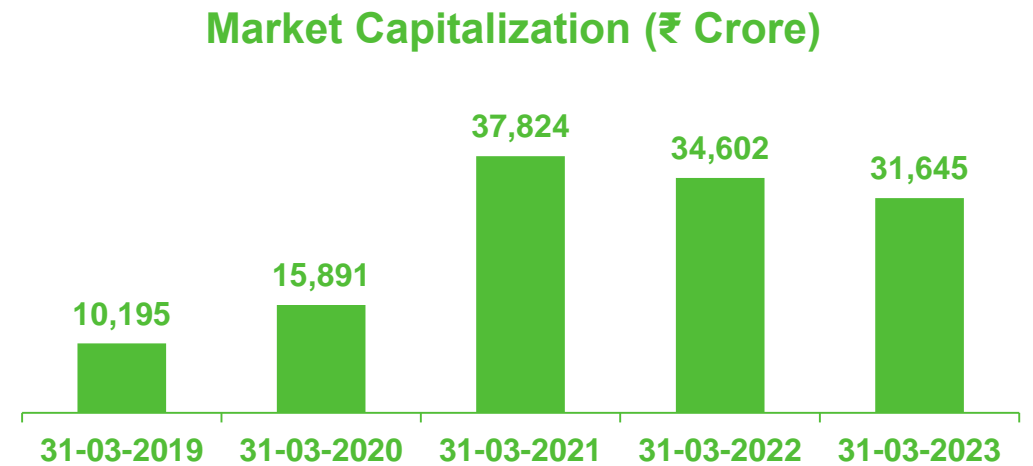
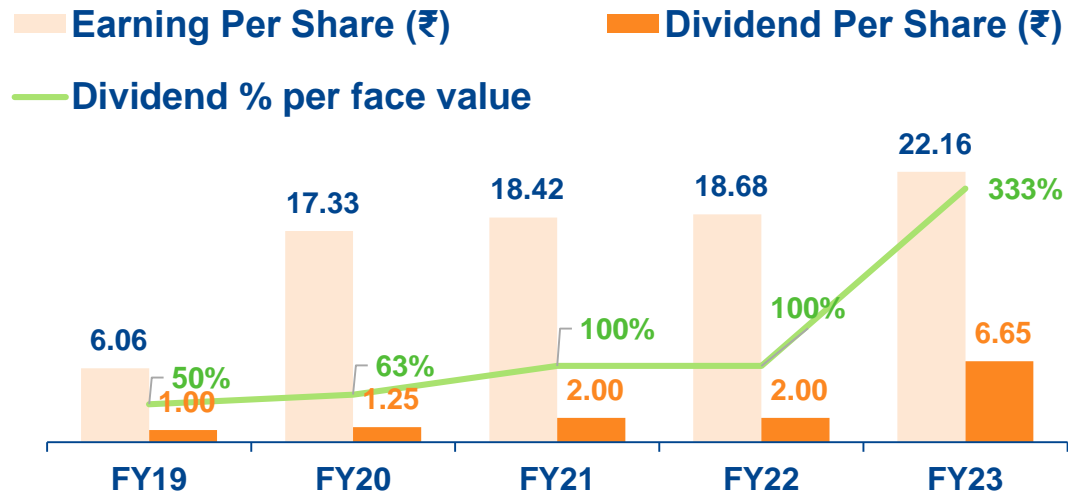
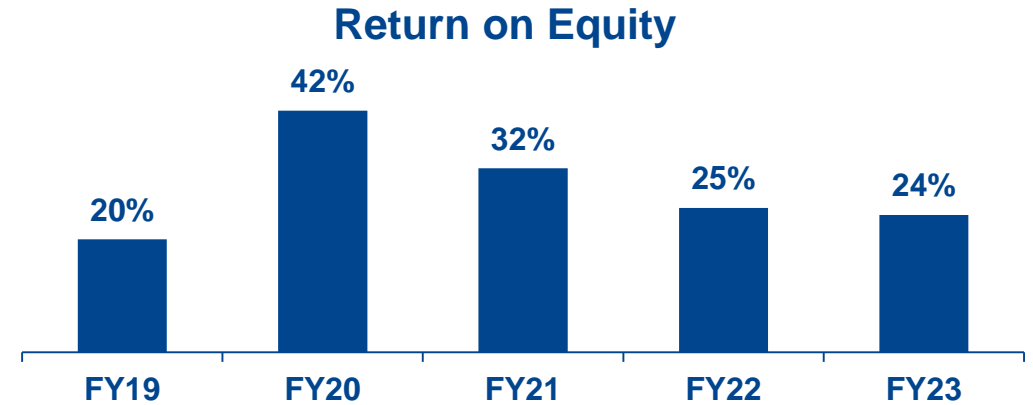
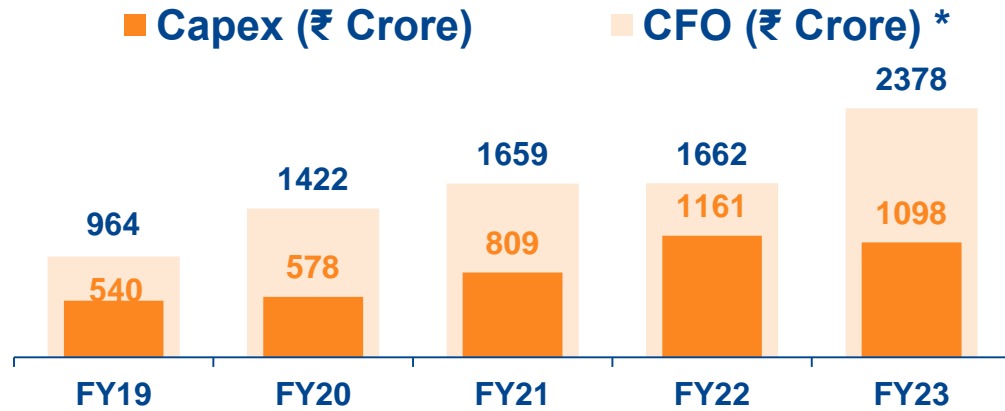


Debt / EBITDA (X)



Debt numbers are at gross level

Shareholders' value creation



Face value per share (₹) 2

* CFO = Cash flow from operating activities

Recognition For Operational Excellence



*In 2022, Asia (ex-Japan), in the power category (electric, gas, water)

Green Hydrogen Blending with PNG at NTPC, Kawas



PNG in Industry



Natural Gas Skid



CNG Station



PNG - Domestic



Thank You