



GUJARAT GAS

GGL/SEC/2024/1262

14th February, 2024

BSE Limited, Phiroze Jijibhoy Tower, Dalal Street, Mumbai Company Code: BSE-GUJGAS	National Stock Exchange of India Ltd, Exchange Plaza, 5 th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Company Code: NSE-GUJGASLTD
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Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Respected Sir/ Madam,

We are pleased to enclose herewith the Investor Presentation Q3 FY- 2024. The same will be made available on the website of the Company viz. www.gujaratgas.com

The said presentation will also be used for Investor /Analyst Meets by GGL.

This is for your Information and records.

Thanking you,

For, Gujarat Gas Limited

Sandeep Dave
Company Secretary

Enclosure as above



#FUELINGTHEGROWTH

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

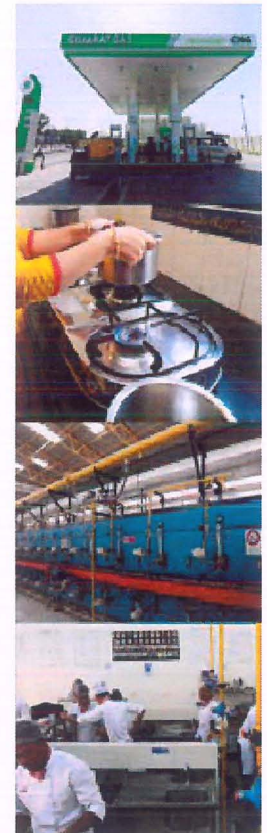


Gujarat Gas Limited
Investor Presentation

Q3 - FY 2024

Safe harbor statement

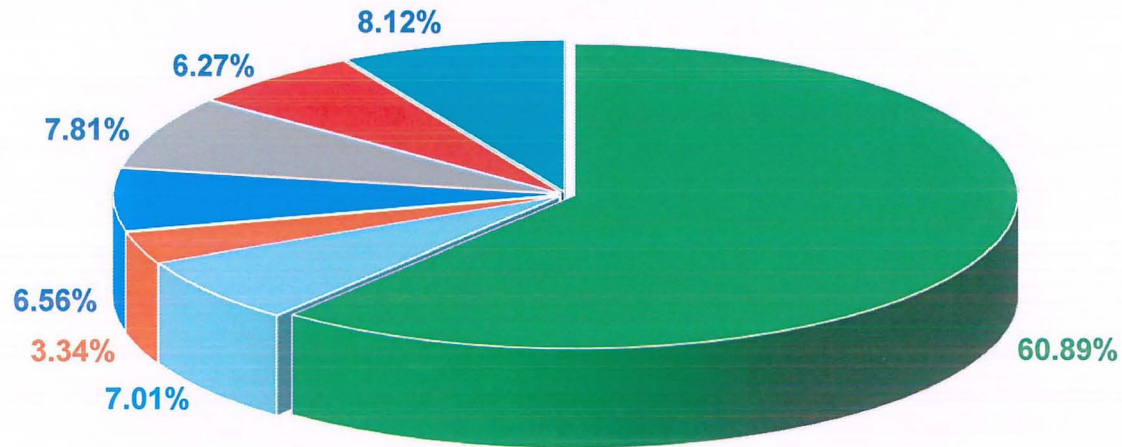
Statements in this presentation may contain forward-looking information concerning Gujarat Gas Limited (“Gujarat Gas” or “Company”)’s strategy, operations, financial performance or condition, outlook, growth opportunities or circumstances in the sectors or markets in which the Company operates. Forward-looking 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 negative 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



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%

*As on December 31, 2023

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*

* As on December 31, 2023

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

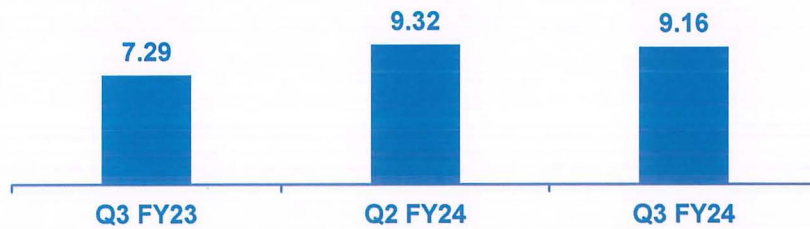


CNG stations*	Numbers
Gujarat	562
Outside Gujarat viz Punjab, Madhya Pradesh, Rajasthan, Maharashtra, Haryana, UT of Dadra & Nagar Haveli,	255
Total	817

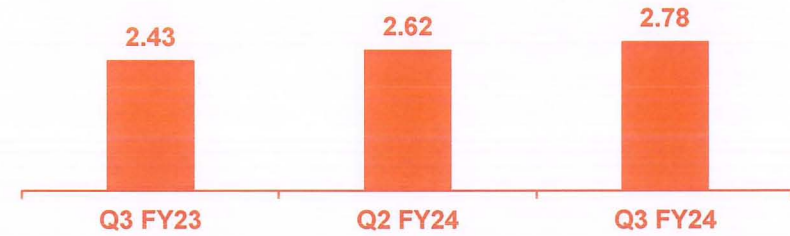
* As on December 31, 2023

Gas sales (mmscmd) – Q3 FY24

Total Volume



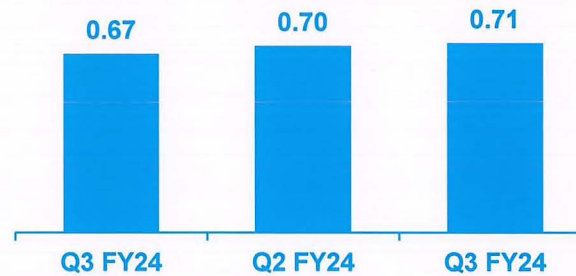
CNG



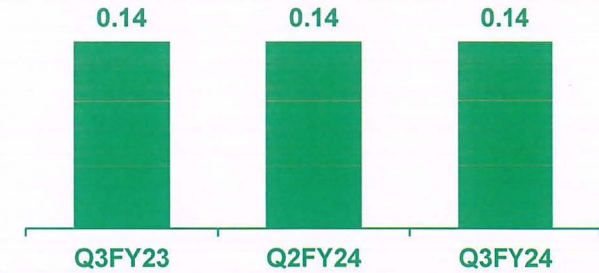
PNG - Industrial



PNG - Domestic

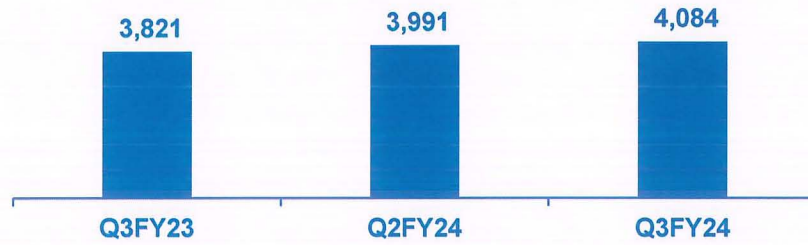


PNG - Commercial



Standalone financial highlights (₹ Crore) – Q3 FY24

Revenue from Operations



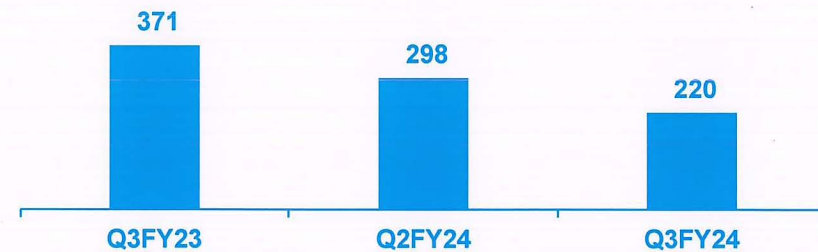
EBITDA



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)

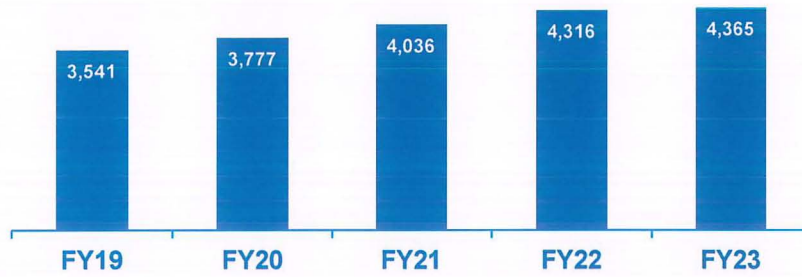
Company has entered into non binding MoU

- 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



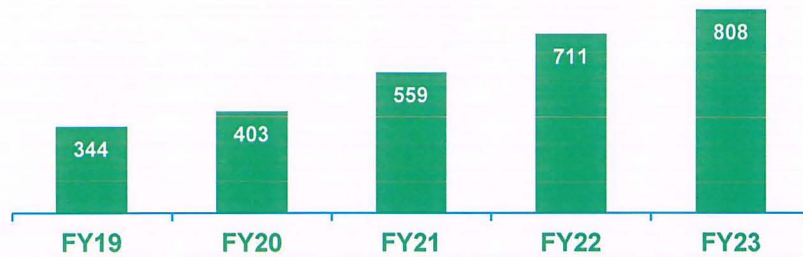
Industrial customers



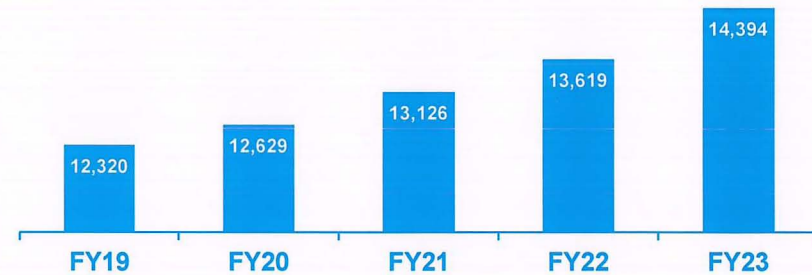
Domestic customers (in lakhs)



CNG

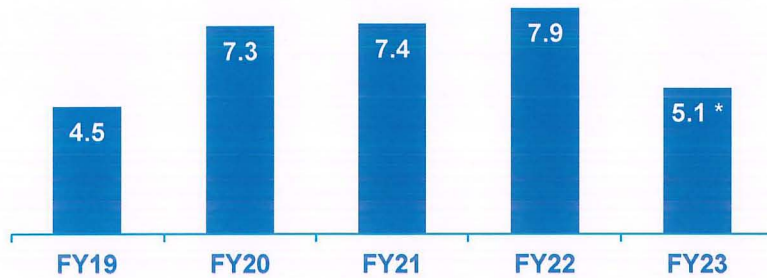


Commercial customers

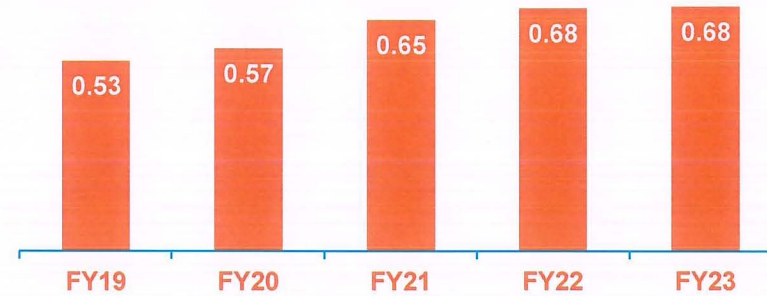


Gas sales (mmscmd)

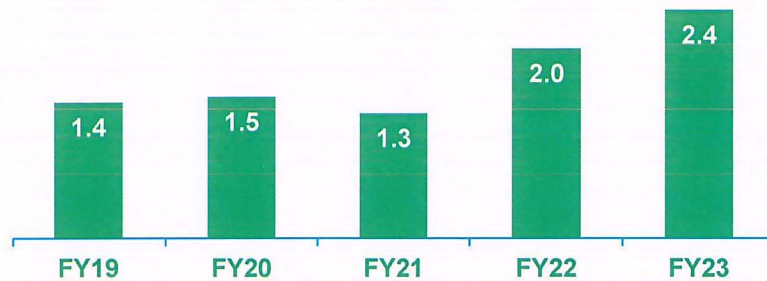
Industrial



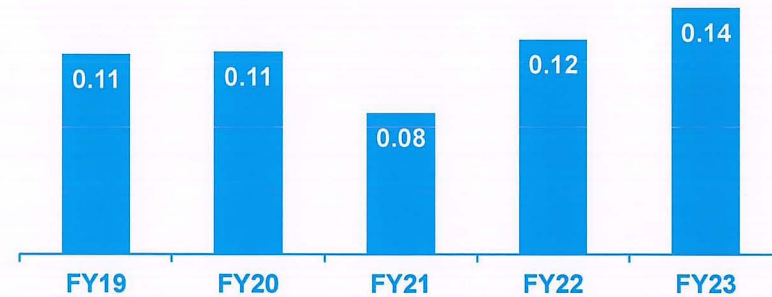
Domestic



CNG



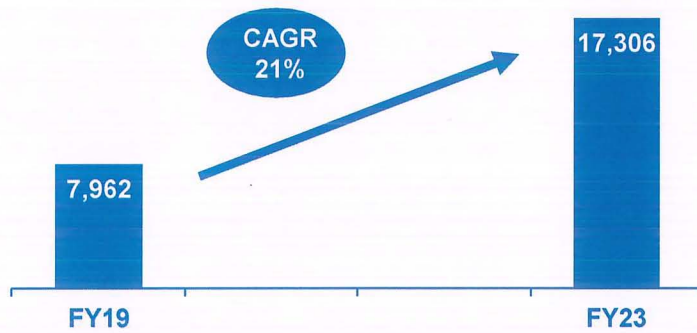
Commercial



* Lower volume in Morbi due to exceptionally high LNG prices

Standalone financial performance

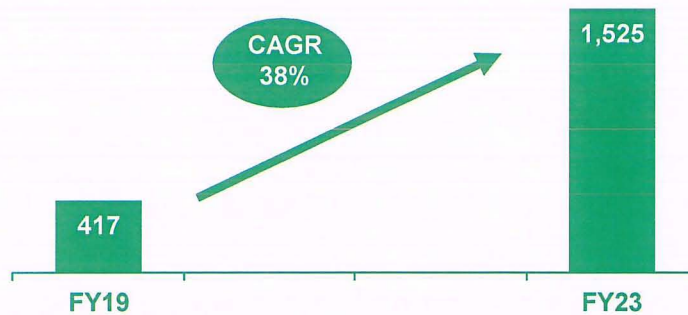
Revenue from Operations (₹ Crore)



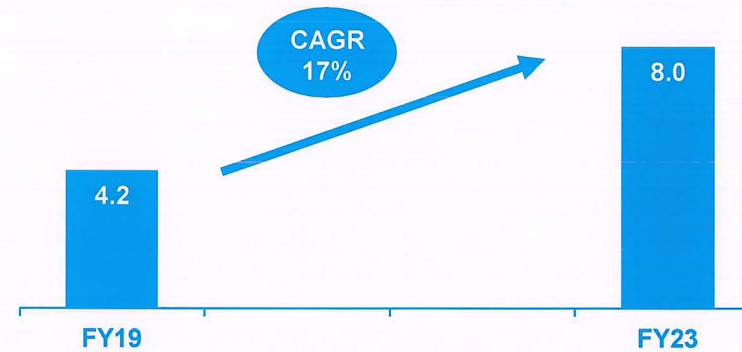
EBITDA (₹ Crore)



Profit After Tax (₹ Crore)



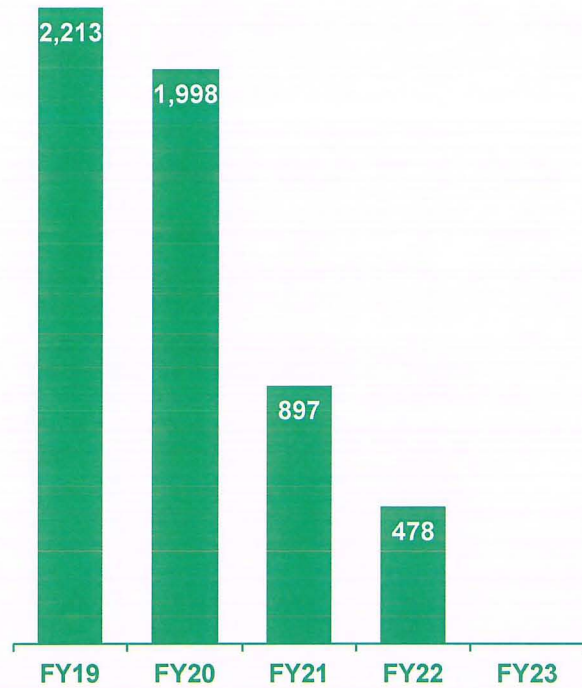
EBITDA (₹/scm)



The Company has opted for concessional tax rate with effect from April 01, 2019 as permitted under section 115 BAA of the Income Tax Act, 1961

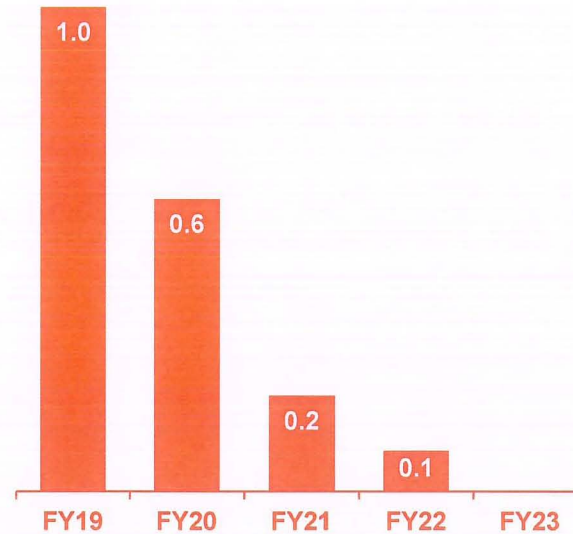
Improved debt profile – prepayment in FY 23; now debt free

Debt (₹ Crore)

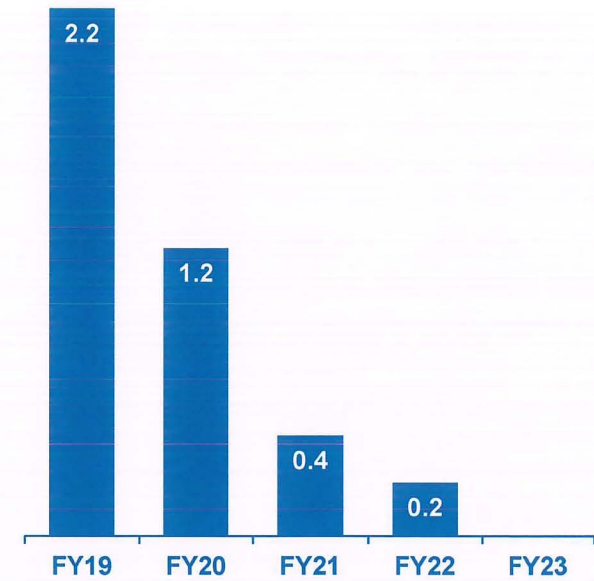


Prepayment of ₹ 95 Crore in FY20, ₹ 988 Crore in FY21, ₹ 327 Crore in FY22 and ₹ 447 Crore in FY23

Debt / Equity (X)

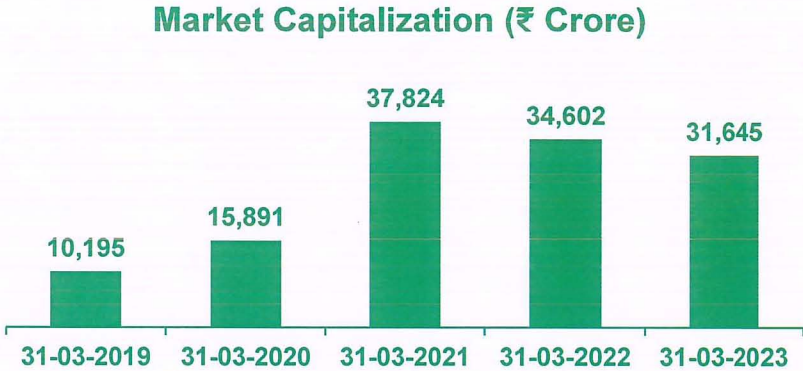
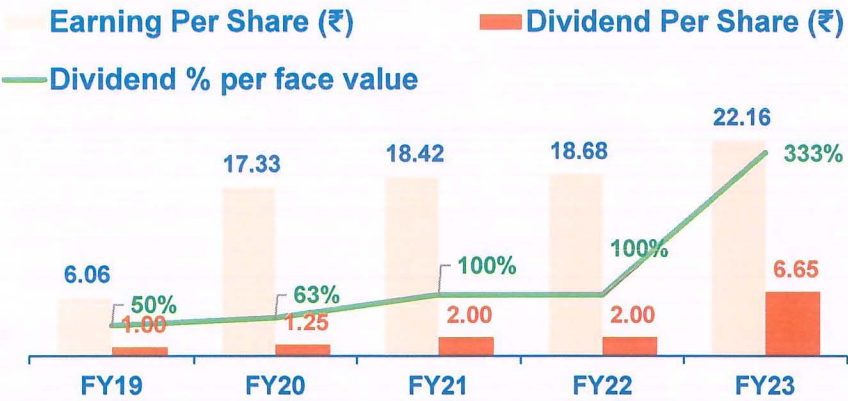
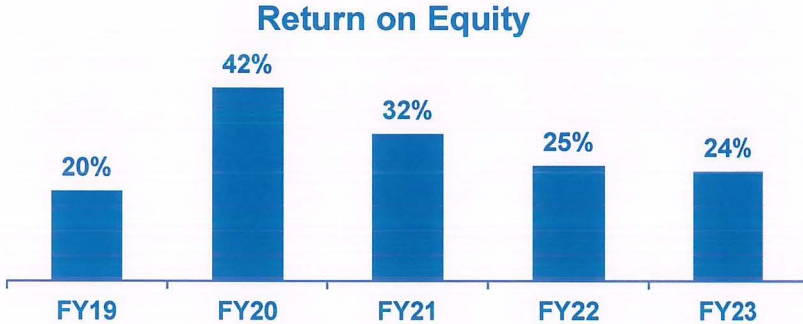
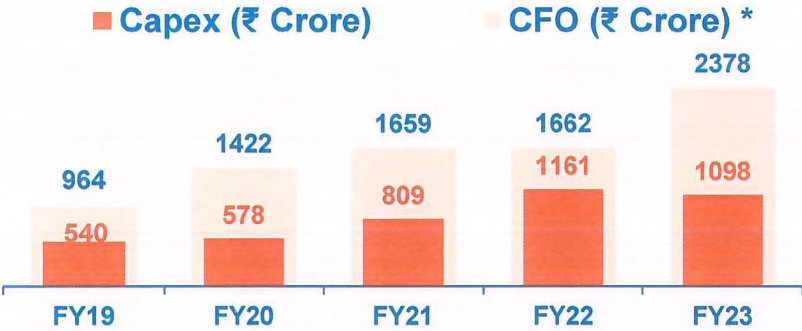


Debt / EBITDA (X)



Debt numbers are at gross level

Shareholders' value creation



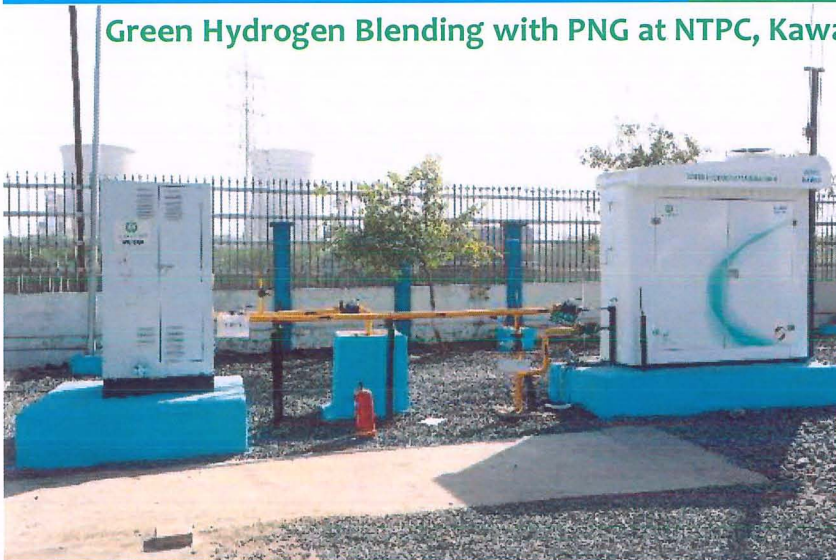
Face value per share (₹) 2
 * CFO = Cash flow from operating activities

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