



**GUJARAT GAS**

**GGL/SEC/2021/949**

**29<sup>th</sup> September, 2021**

<b>BSE Limited,</b> Phiroze Jijibhoy Tower, Dalal Street, <b>Mumbai</b>	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), <b>Mumbai – 400 051</b>
<b>Company Code: BSE-GUJGAS</b>	<b>Company Code: NSE-GUJGASLTD.</b>

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

**Dear Sir/Madam,**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform you that the Company is uploading the attached Investor Presentation, along with periodic updation, on its website [www.gujaratgas.com](http://www.gujaratgas.com). The presentation was not presented by the Company Officials in any Investor/Analyst Meeting/Conference.

We request you to take the above on record.

Thanking you,

**For Gujarat Gas Limited**

**Sandeep Dave**  
**Company Secretary**



# INVESTOR PRESENTATION

September - 2021

# 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

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\*



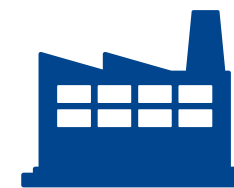
**15.7 Lakh+**

PNG Domestic Connections\*



**13,200+**

PNG Commercial Connections\*



**4000+**

PNG Industrial Connections\*



**AA+ (Positive)**

External Credit Rating\*\*\*

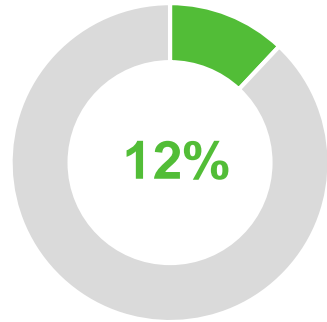
\* As on June 30, 2021

\*\*In July 2021

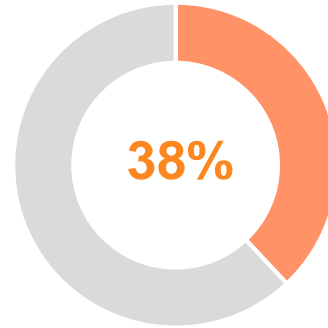
\*\*\* By CARE Ratings Limited and  
India Ratings & Research Private Limited

# Gujarat Gas – A leader on multiple dimensions

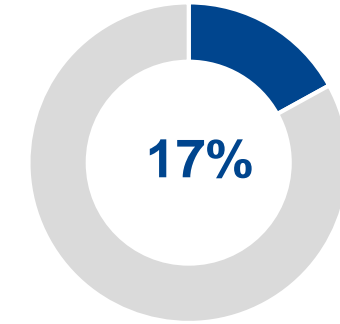
No. of CGD Authorizations



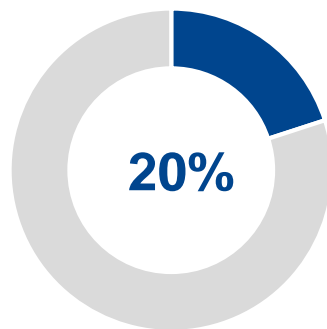
Gas Consumption (mmscmd)



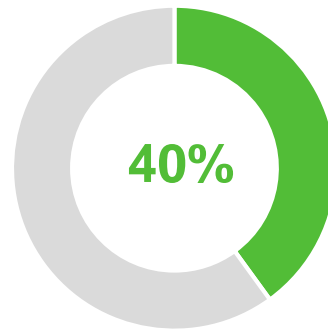
CNG Stations



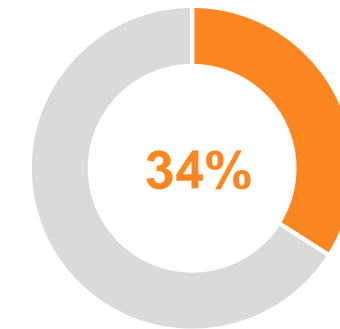
Domestic PNG Connections



Commercial PNG Connections

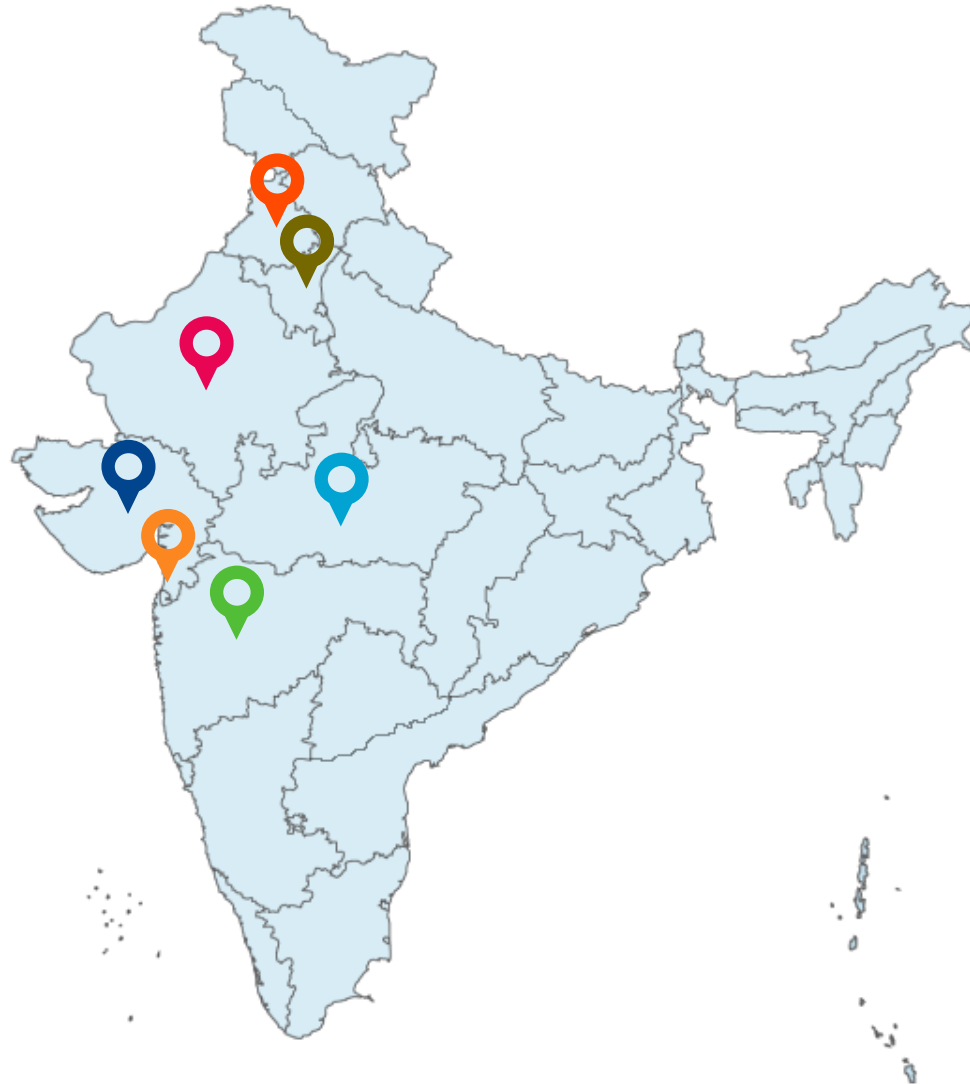


Industrial PNG Connections



# 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
- ✓ Thane District\*
- ✓ Ujjain District\*, Dewas District\* and Indore District\*
- ✓ Jhabua, Banswara, Ratlam and Dungarpur Districts\*
- ✓ Jalore and Sirohi District\*
- ✓ Sirsa, Fatehbad 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%
	<b>9.39</b>	<b>5.41</b>	<b>15%</b>



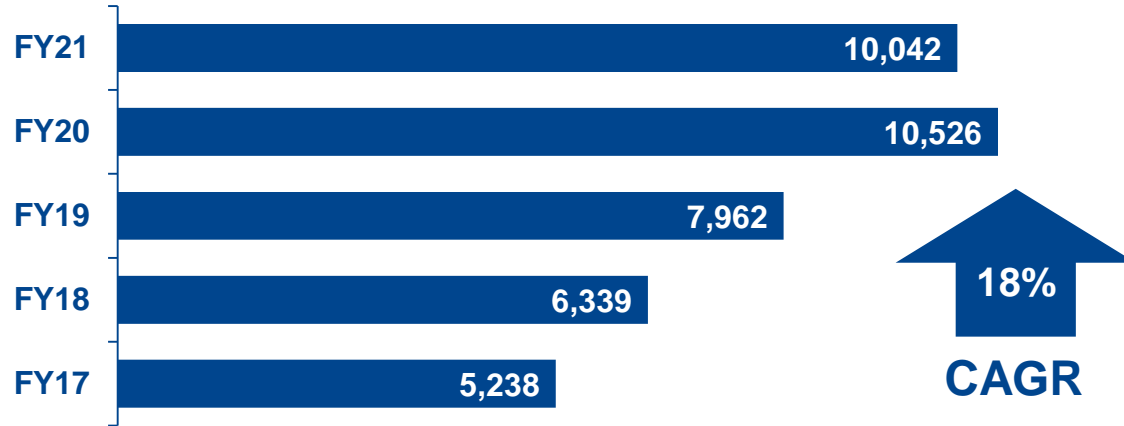
Awarded with India's **STAR PSU Award 2020** by **Business Standard** and **Best CEO Award 2020** in Oil & Gas category by **Business Today**



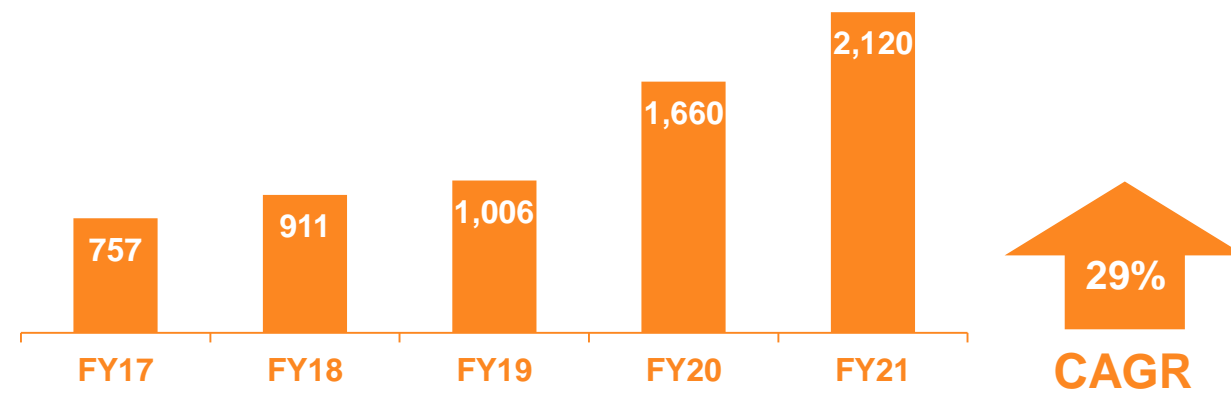


# Standalone financial performance

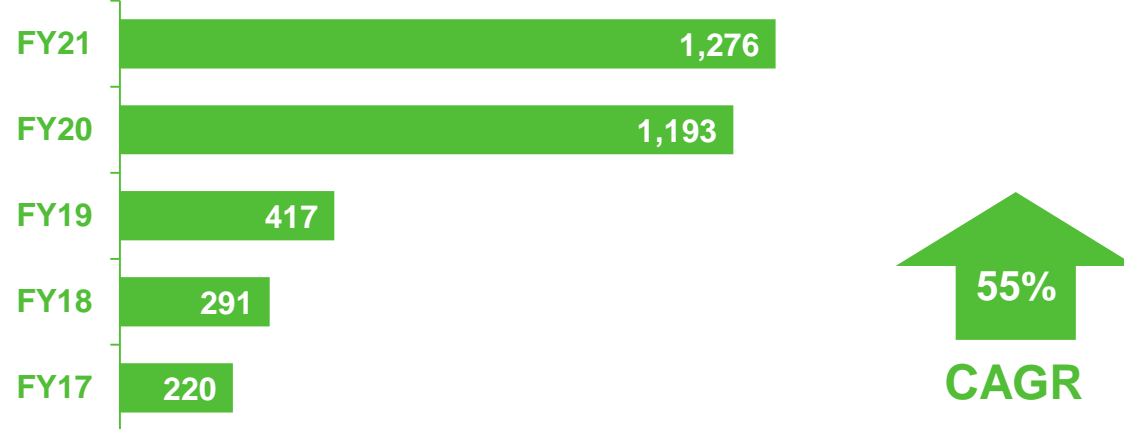
Revenue from Operations (₹ Crore)



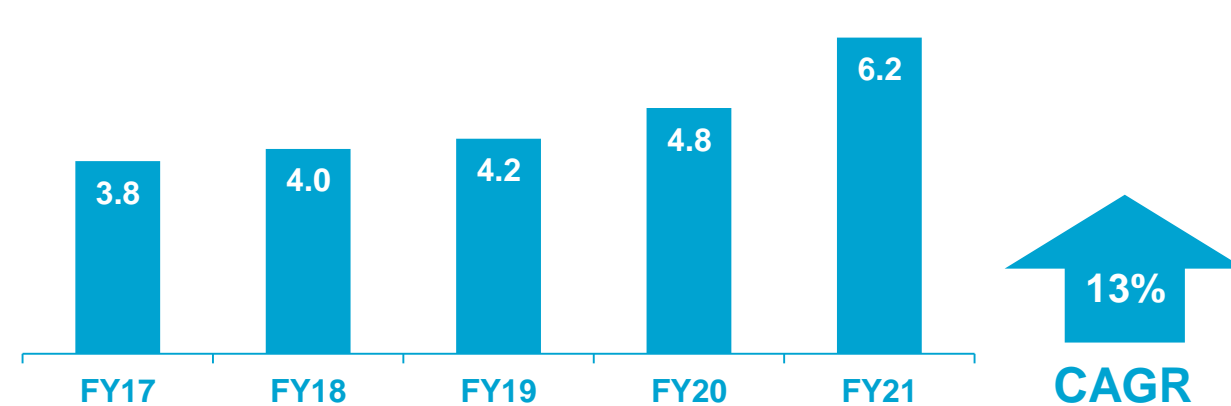
EBITDA (₹ Crore)



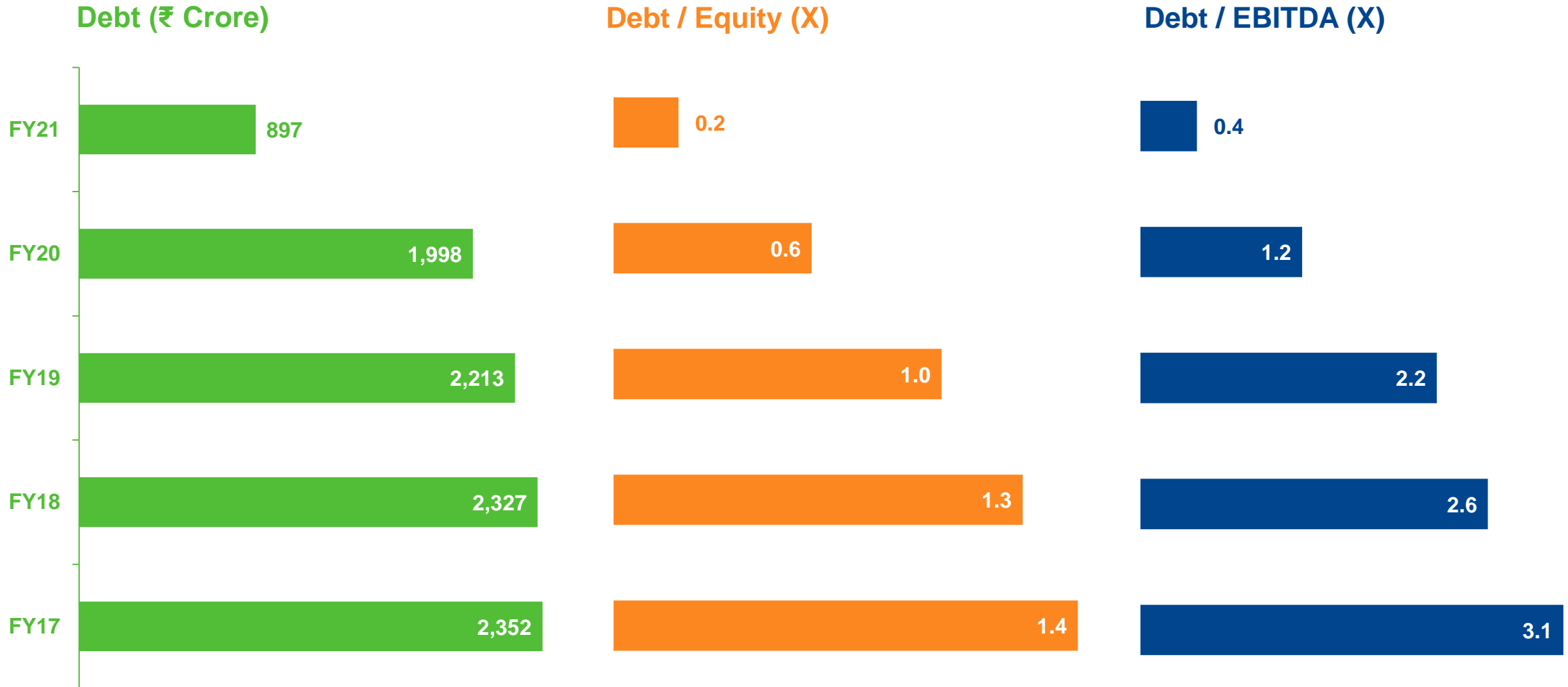
Profit After Tax (₹ Crore)



EBITDA (₹/scm)



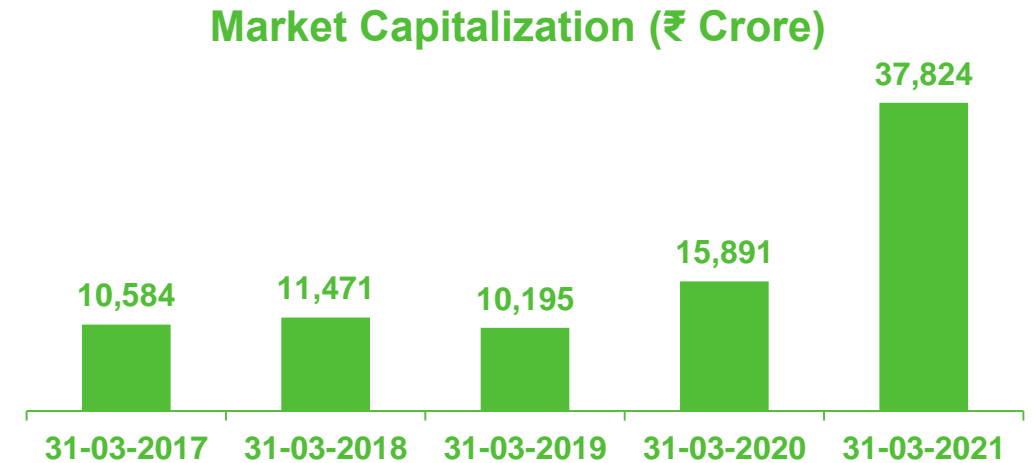
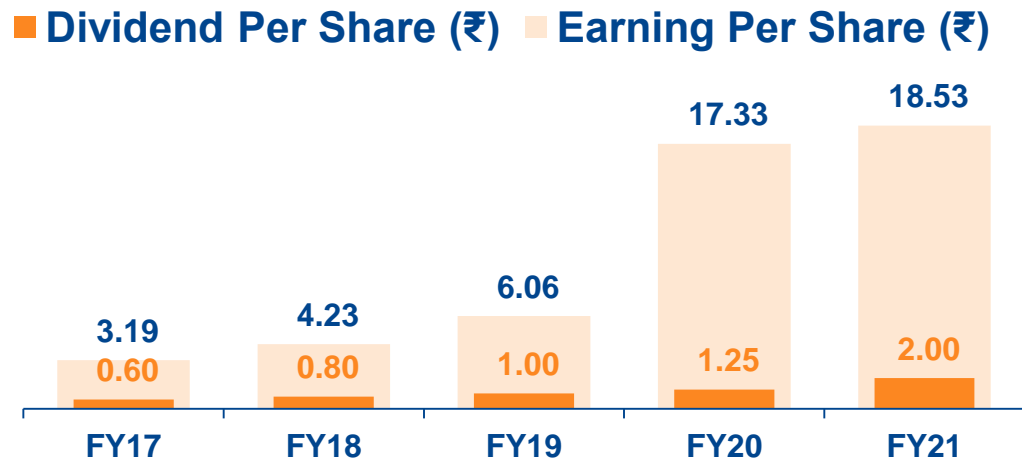
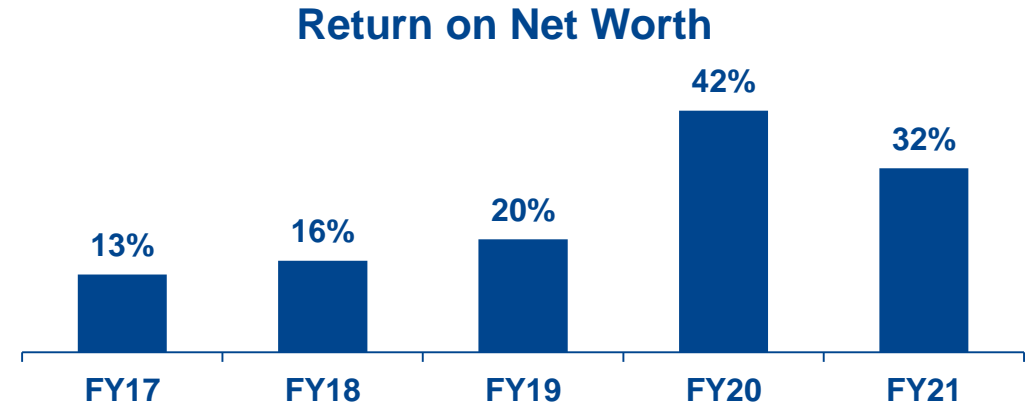
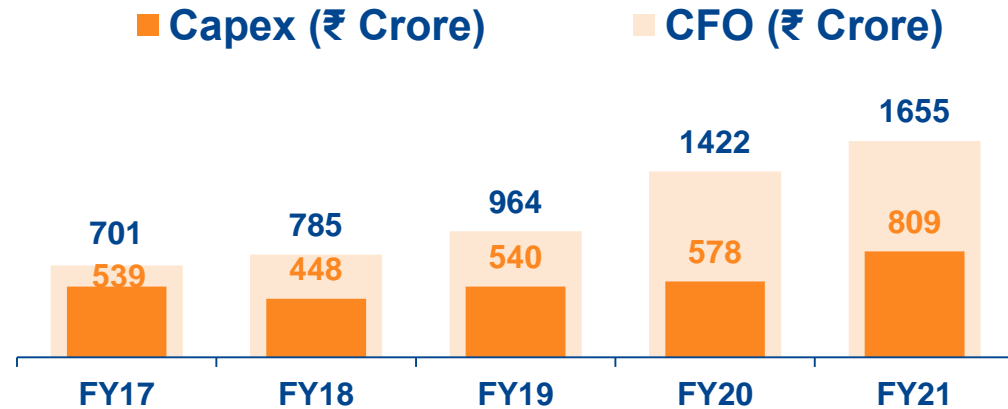
# Improved debt profile



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

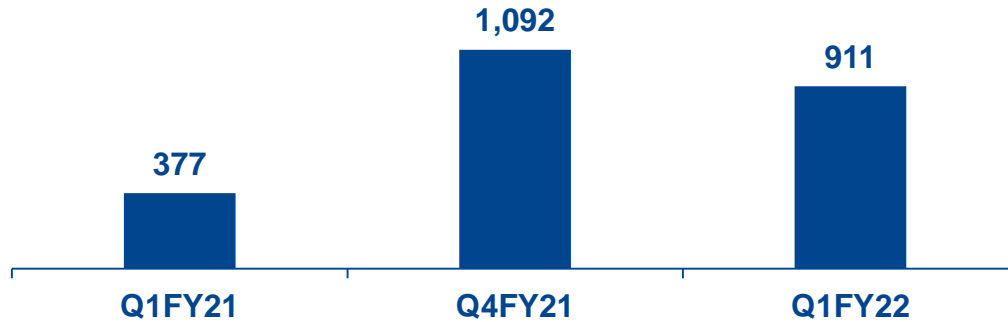
Debt numbers are at gross level

# Shareholders value creation

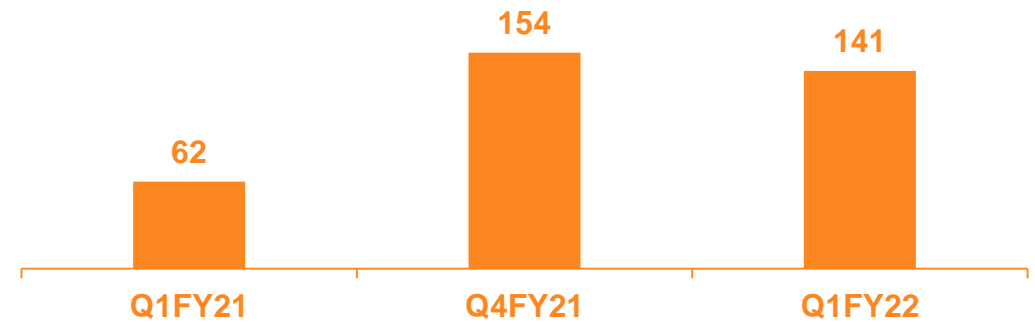


# Sales volume (MMSCM) – Q1FY22

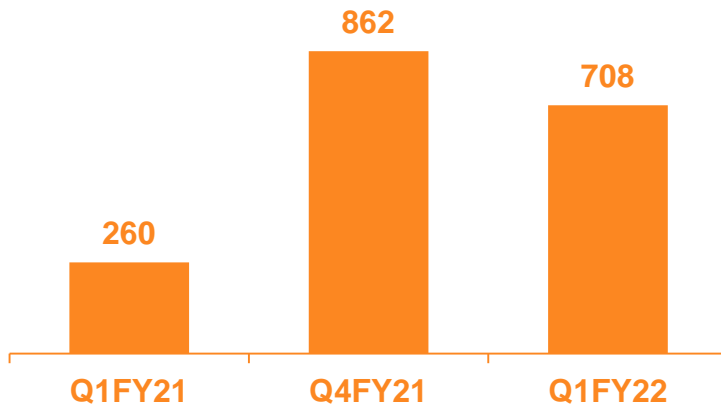
**Total Volume**



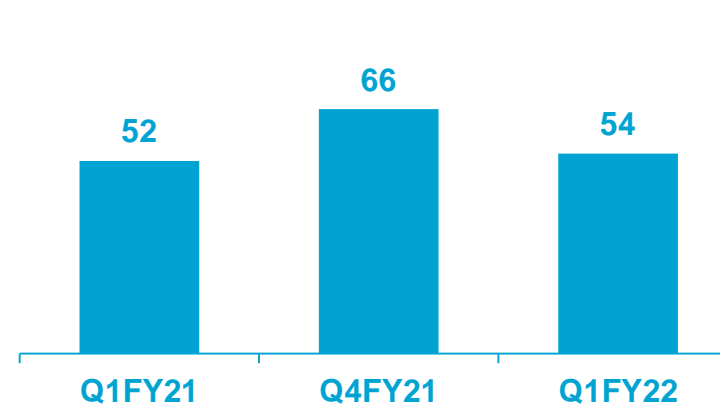
**CNG**



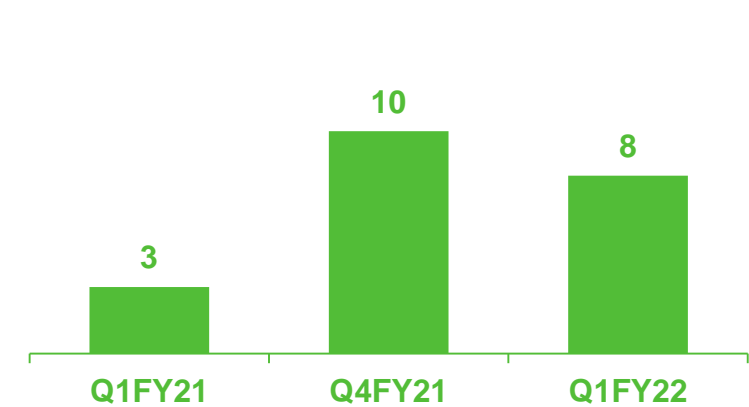
**PNG - Industrial**



**PNG - Domestic**



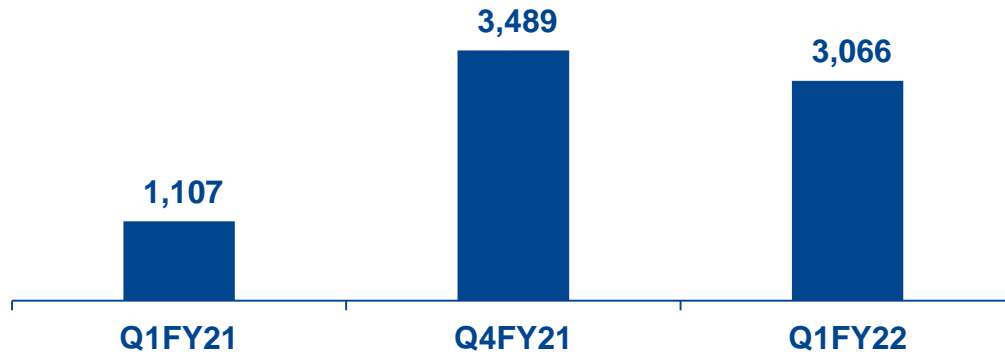
**PNG - Commercial**



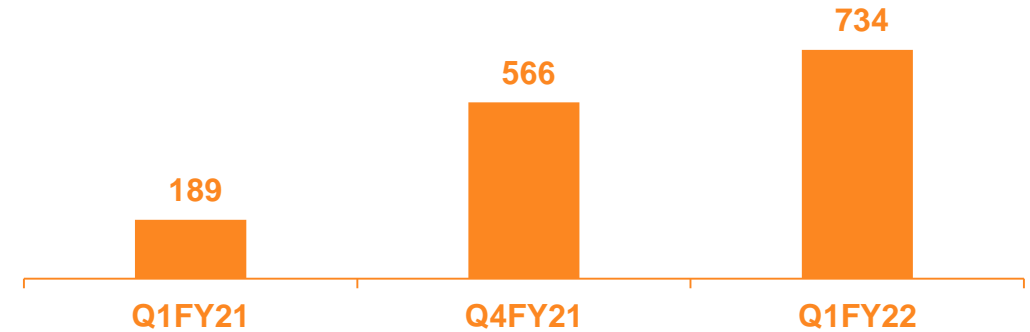
The natural gas demand, mainly from CNG and Industrial category, in Q1FY21 and Q1FY22 got impacted on account of the COVID – 19.

# Standalone financial highlights (₹ Crore) – Q1FY22

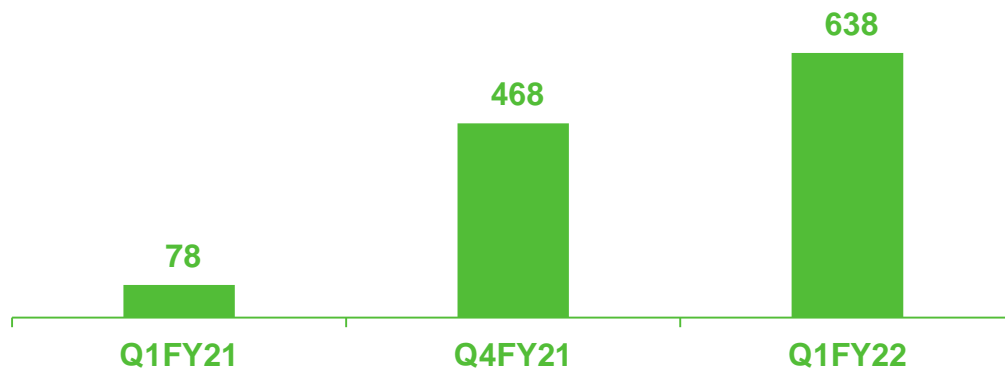
Revenue from operations



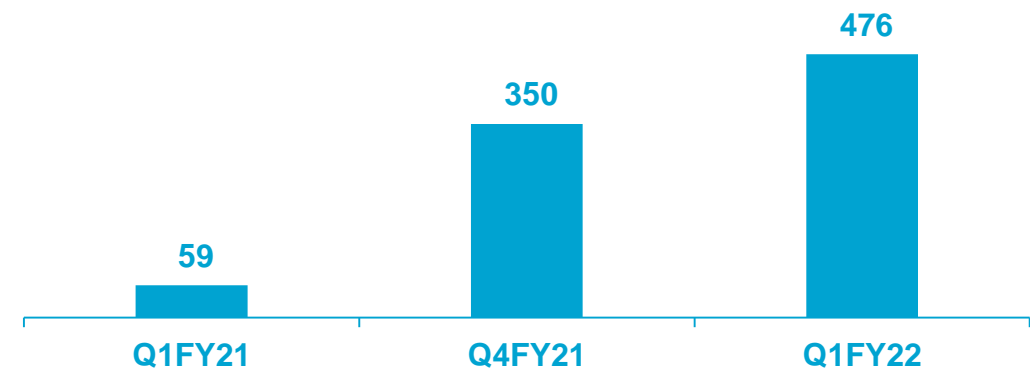
EBITDA



Profit Before Tax

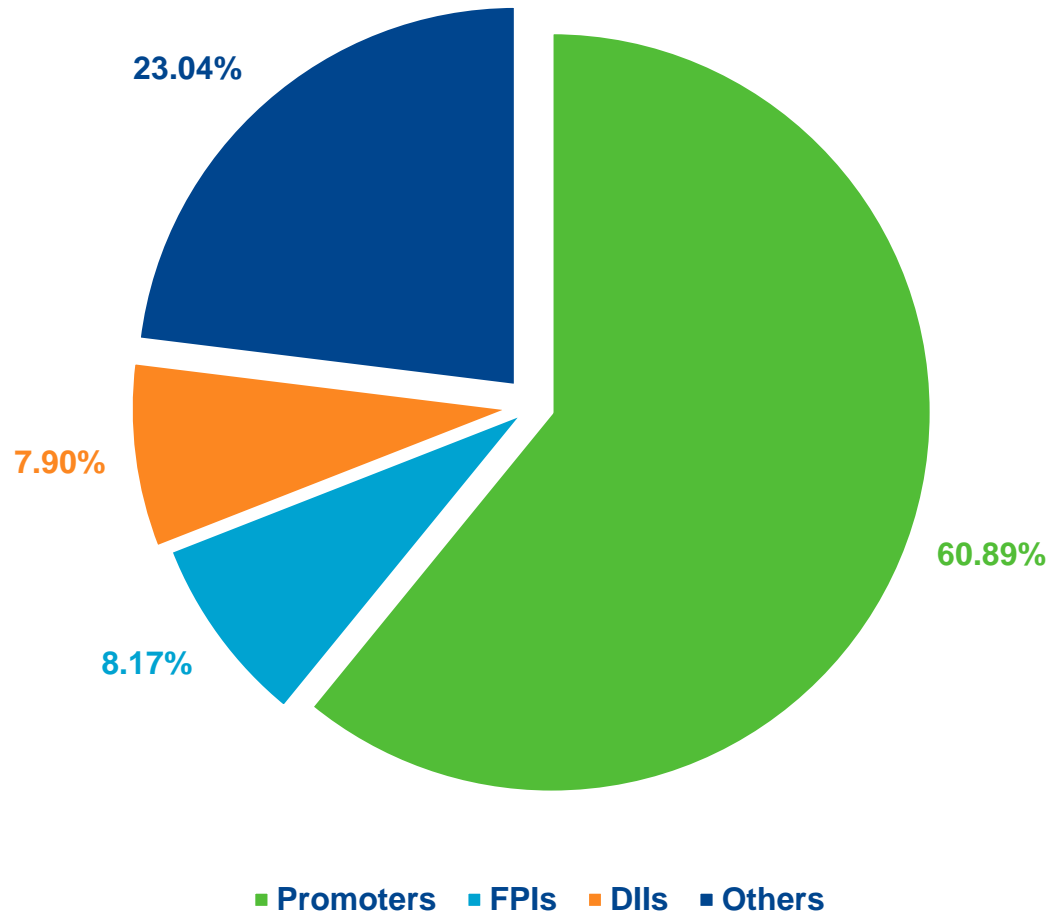


Profit After Tax



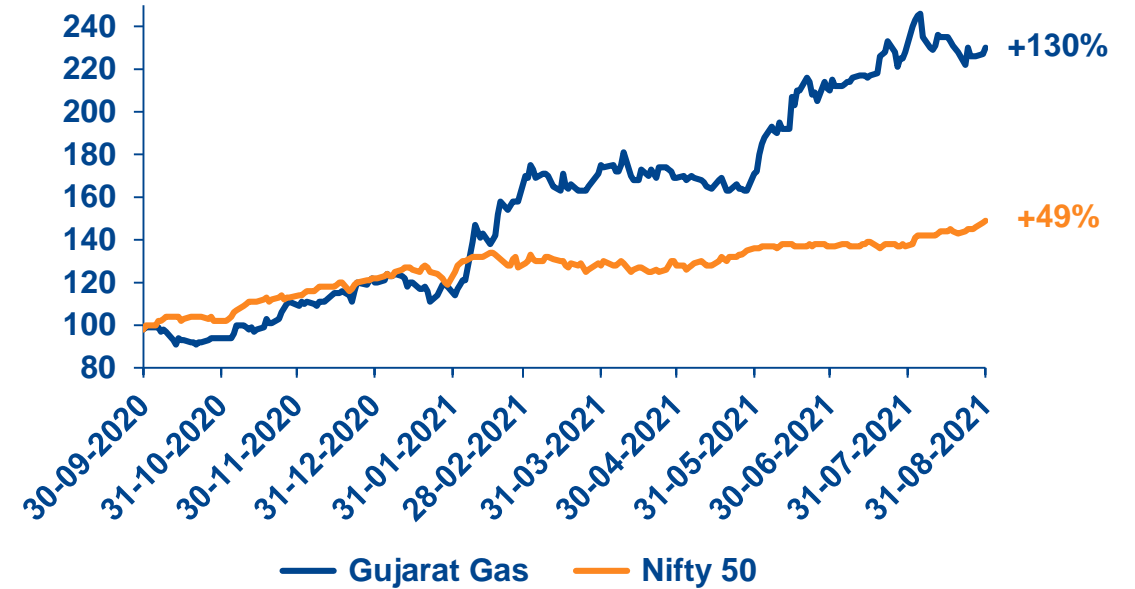
# Shareholding pattern and stock price performance

Shareholding pattern\*



\*As on June 30, 2021

Gujarat Gas relative to Nifty 50\*\*



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

\*\*Over last one year, Source: NSE

# De-bottlenecking build-out coupled with optimization strategy

## Innovative technologies deployed to de-bottleneck build-out



### **CNG:**

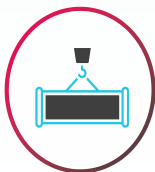
60+\* CNG stations already operational in GAs awarded in 10<sup>th</sup> CGD bidding round



### **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 10<sup>th</sup> CGD bidding round

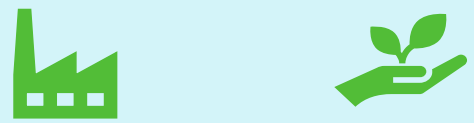
**CGS set-up**  
 in all new GAs



### 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)

\*As on June 30, 2021



# 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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