



INDRAPRASTHA GAS LIMITED

An Overview

Background



Incorporated in 1998, IGL is a Joint Venture of GAIL and BPCL. Govt. of NCT of Delhi is also holding 5% equity

IGL started its operations in NCT of Delhi in 1999 with only 9 CNG stations and 1000 PNG consumers

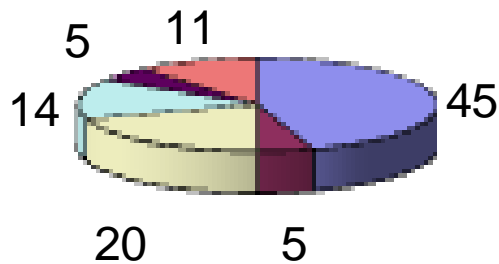
Today IGL has its operations in NCT of Delhi, Noida, Greater Noida and Ghaziabad with 280 CNG stations, 310000 residential consumers and 730 industrial / commercial customers

Fuelling the largest CNG Bus fleet in the World

Connected to 310000 residential consumers, second largest in India



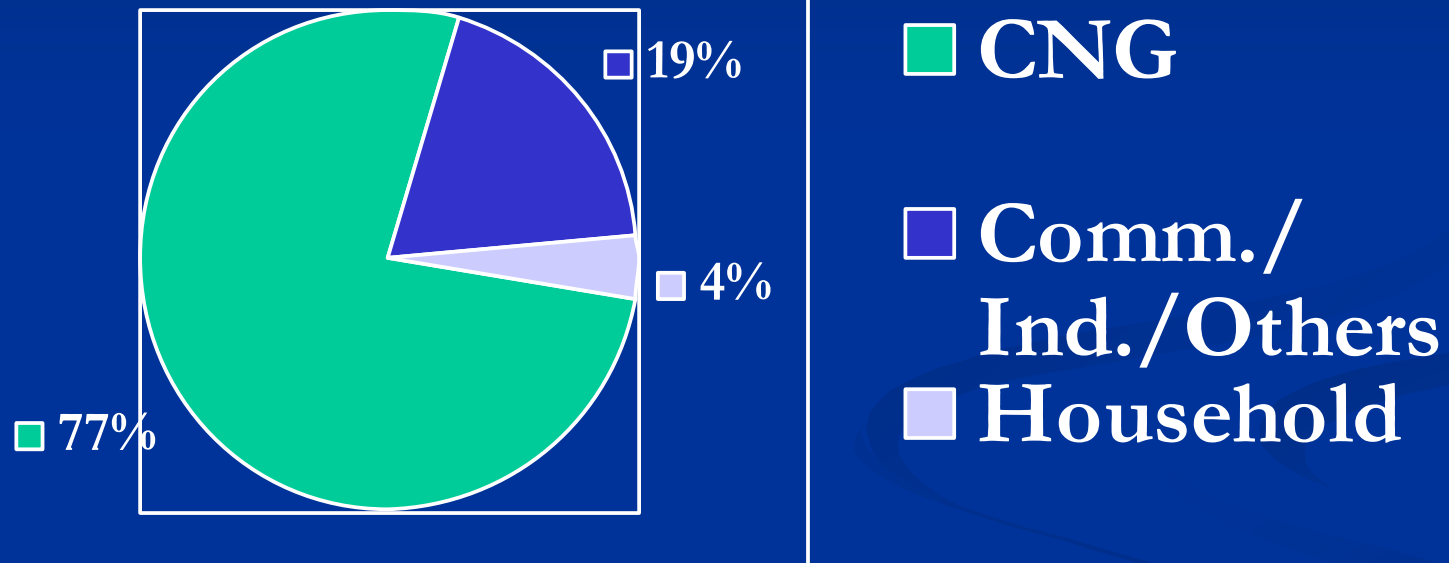
Shareholding Pattern



- Promoters
- Government of NCT of Delhi
- Foreign Institution Investors
- Mutual Funds
- Indian Financial Institutions & Banks
- Public / Others



Sales Mix





Sales Volumes

Figures in MMSCM

	FY07	FY08	FY09	FY10	FY11	Growth in FY11	CAGR last five years	Ap/Dec' 11
CNG	453	506	603	695	823	18%	15%	700
PNG	37	43	54	87	180	106%	47%	204
Total Sale	489	549	657	782	1,003	28%	18%	904
Daily Average Sale	1.34	1.50	1.80	2.14	2.75	28%	18%	3.29



Growth in CNG

PARAMETER	UNIT	March'07	March'08	March'09	March'10	March'11	Dec' 11
No of CNG Stations	Nos	153	163	181	241	278	284
Compression Capacity	(Lakh kg/day)	20.18	20.76	26.72	36.40	51.13	54.96
Average CNG Sale	(Lakh kg/day)	9.42	10.58	12.61	14.46	16.71	18.85



CNG Station Network

Figures in numbers

STATION	IGL	DTC/ UPSRTC	OMC	TOTAL
Online	103	41	62	206
Daughter	0	0	1	1
Daughter Booster	3	0	76	79
Total	106	41	139	286



CNG Vehicles

Figures in numbers

	March'07	March'08	March'09	March'10	March'11	CAGR last five years	Dec'11
Buses	11552	11665	12918	13900	16655	9%	16880
Auto	68498	80276	93440	106699	121854	13%	130000
RTV	5417	5667	5730	5793	11070	14%	12640
Cars/Taxi	47669	130149	175313	213259	281802	63%	328000
Total	133136	227757	287401	339651	431381	32%	487520



PNG Users

Figures in numbers

CATEGORY	March' 07	March' 08	March' 09	March' 10	March' 11	Dec' 11
Domestic	78000	121695	138000	182000	245000	310000
Commercial / Industrial	313	318	332	376	520	730
Total	78313	122013	138332	182376	245520	310730



PNG Network

Figures in kilometers

CATEGORY	March' 07	March' 08	March' 09	March' 10	March'1 1	CAGR	Dec.' 11
Steel Pipeline	178	195	231	299	421	33%	554
MDPE Pipeline	931	1272	1700	2330	4420	68%	5870
Total	1109	1467	1931	2629	4841	63%	6424



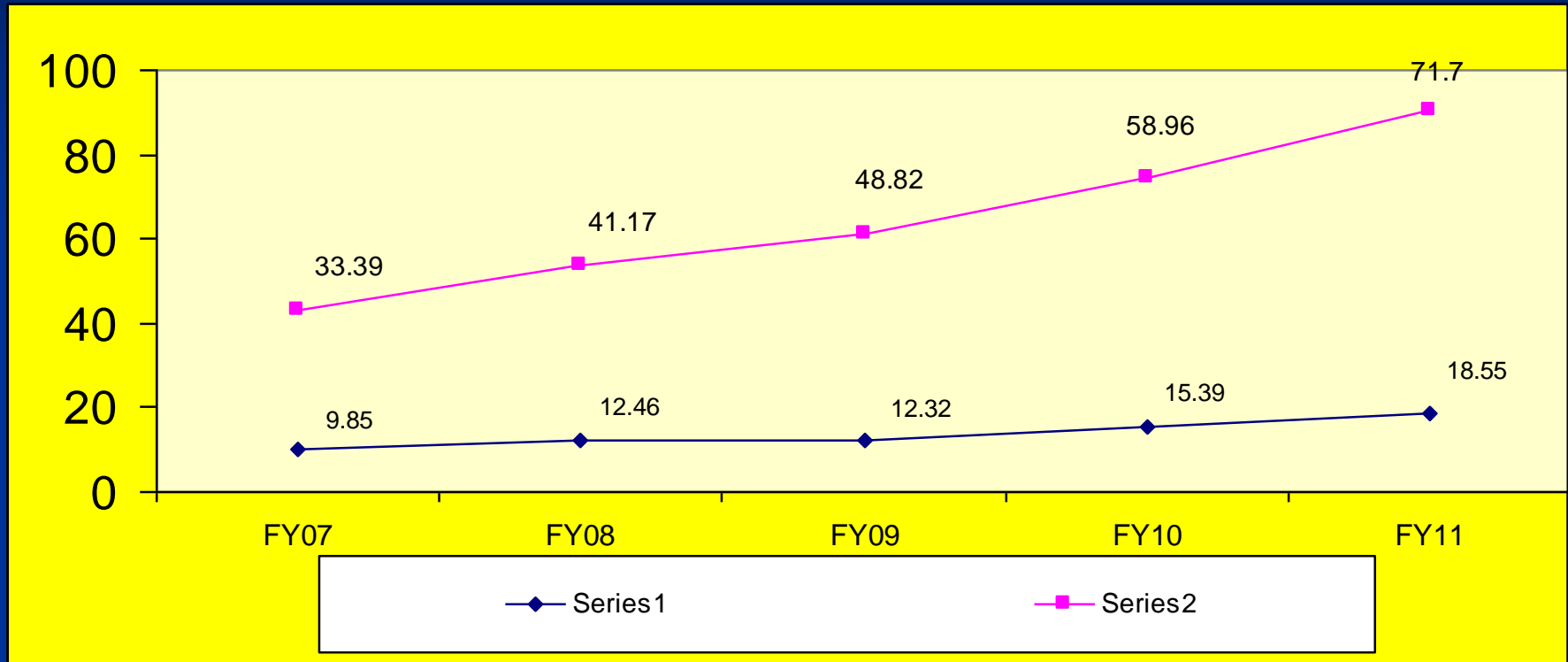
Turnover, Gross Margin & PAT

Rs./Crores

	FY07	FY08	FY09	FY10	FY11	CAGR	Ap/Dec' 11
GROSS TURNOVER	706	810	962	1213	1952	27%	1993
GROSS PROFIT	346	403	442	583	760	21%	713
PAT	138	174	172	215	260	20%	226



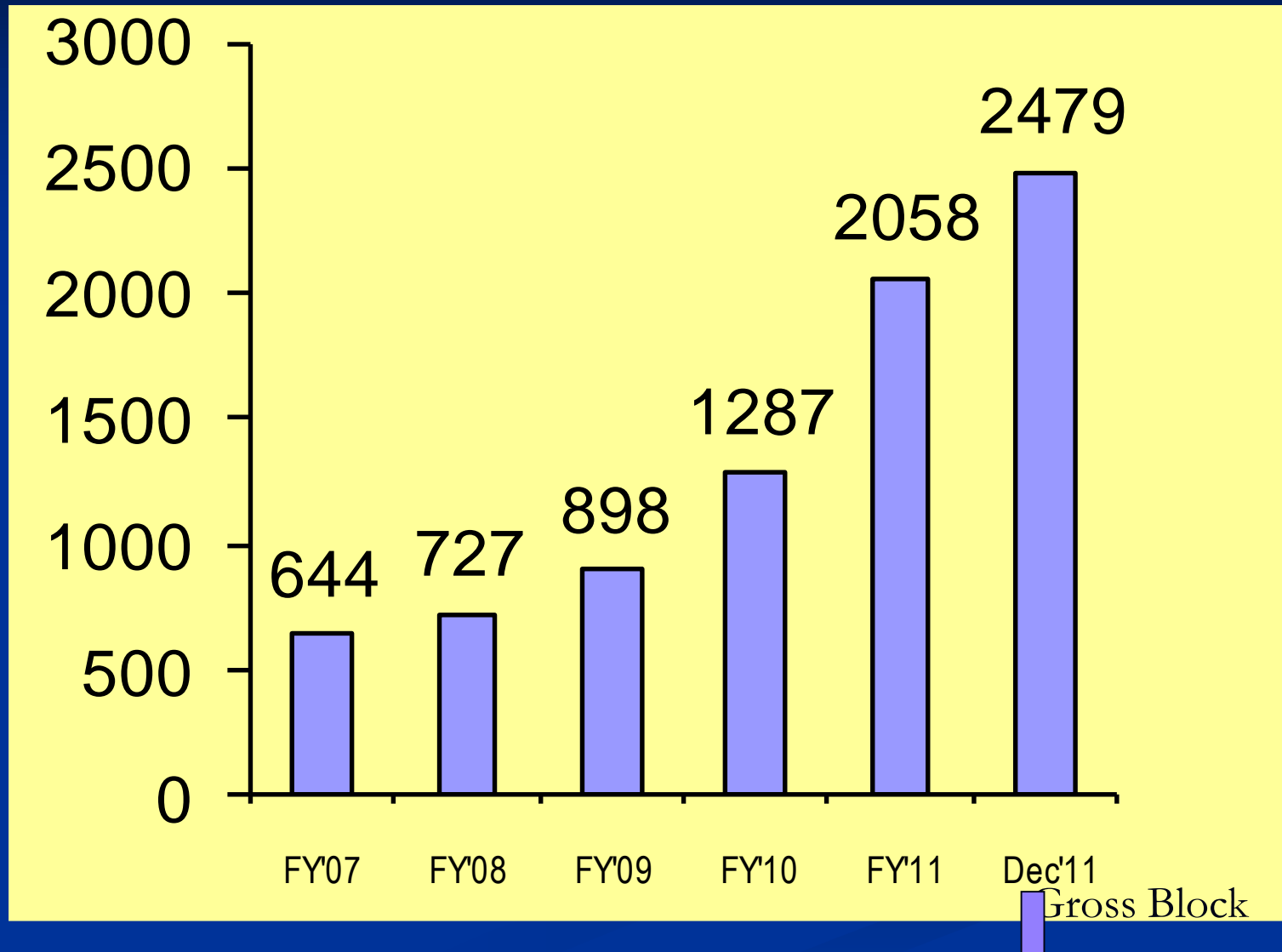
Book Value & EPS





Cumulative Capex

Rs. / crores





Dividend Payout

- Dividend Policy provides liberal payout
- Track record

<u>Year</u>	<u>% of equity</u>
FY03	5
FY04	15
FY05	20
FY06	25
FY07	30
FY08	40
FY09	40
FY10	45
FY11	50



Growth-Strategy

- Improve/Augment CNG infrastructure/Stations in Delhi & NCR to meet the additional demand in view of heavy conversion of private cars

- Improve penetration of PNG business :
 - Penetration of network in all charge areas
 - Target Industrial/Commercial customers in both Delhi & NCR



Risks & Mitigations

- Gas price increase
 - Increases are passed on to customers
 - CNG price still remains competitive vis-à-vis petrol and diesel
 - Any future increase can also be dealt with in the same way

- Availability of gas
 - Firm allocation from Govt. of India
 - Buying gas from GAIL/BPCL
 - Recently tied up more RLNG from GAIL/BPCL



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THANK YOU