



# *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

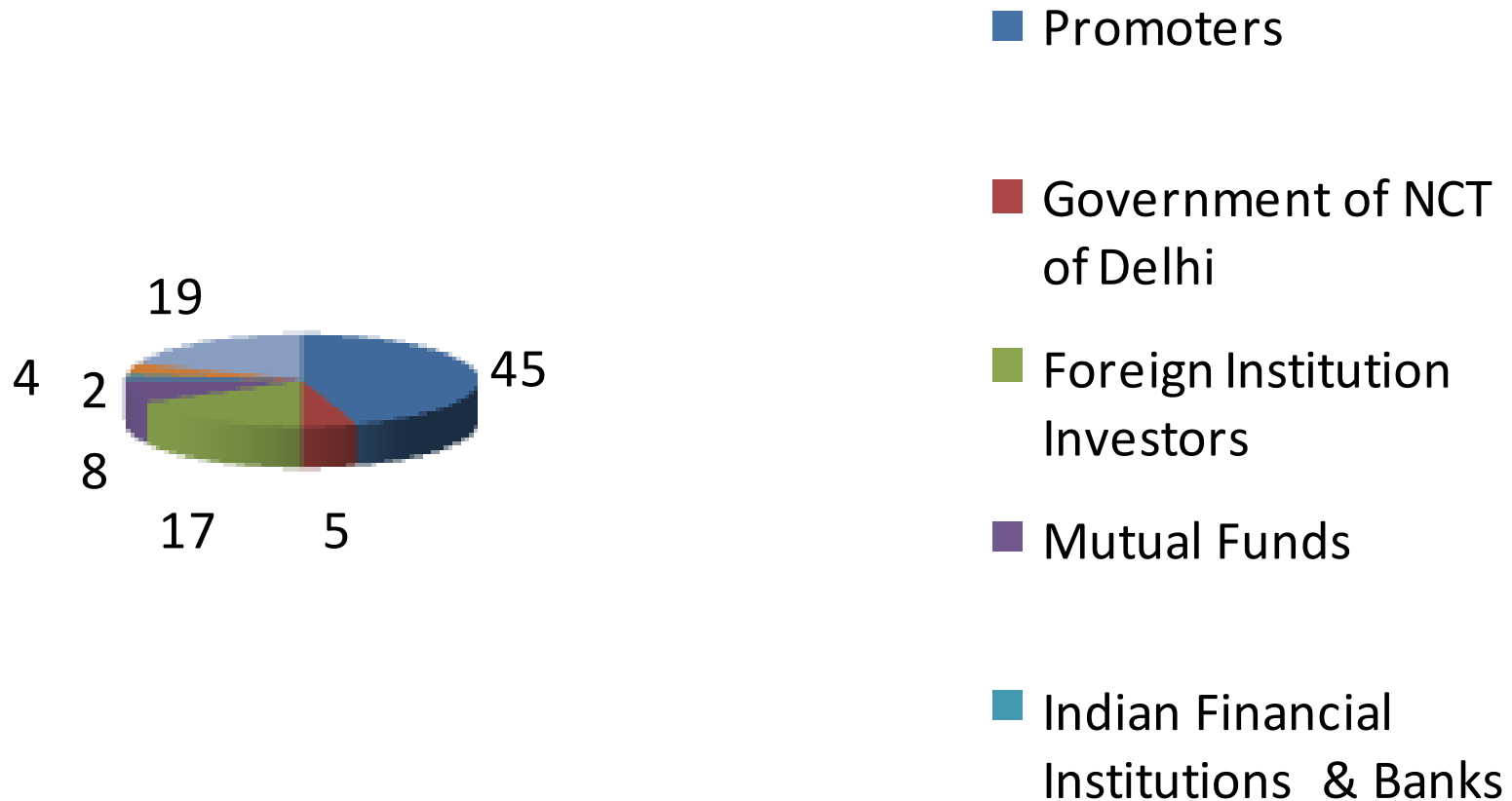
IGL started its operations in NCT of Delhi in 1999 with only 9 CNG stations and 1000 PNG consumers

Today IGL has its operations in NCT of Delhi, Noida, Greater Noida and Ghaziabad with 304 CNG stations, 3,65,000 residential consumers and 1213 industrial / commercial customers

Fuelling the largest CNG Bus fleet in the World

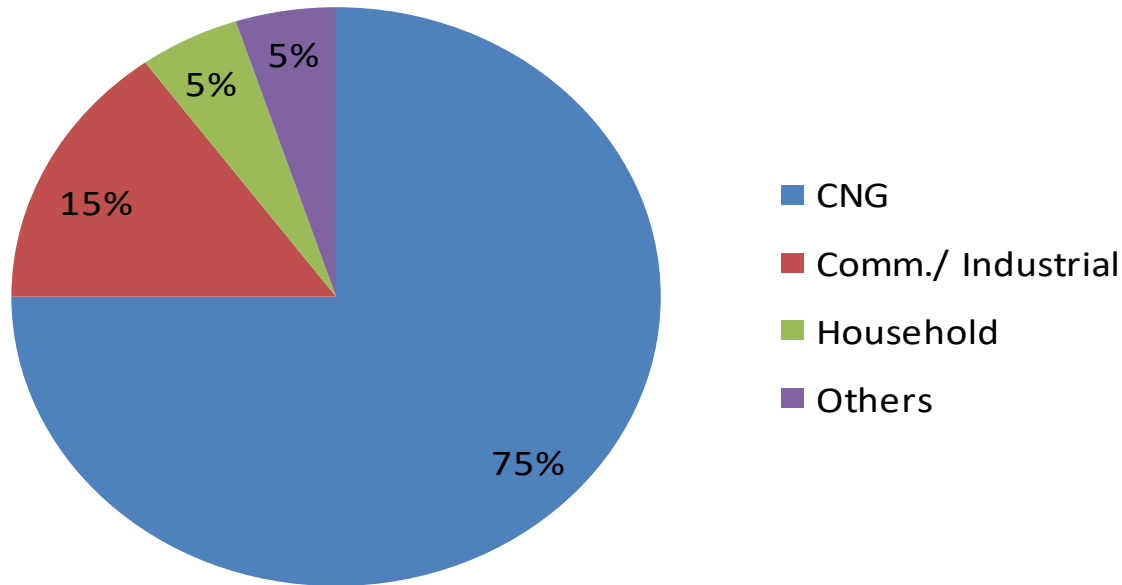


# Shareholding Pattern





# *Sales Volume Mix*





# Sales Volumes

Figures in MMSCM

	FY08	FY09	FY10	FY11	FY12	CAGR last five years	Ap/ Dec' 12
CNG	505	605	695	818	938	16%	755
PNG	43	54	87	180	282	50%	245
Total Sale	548	659	782	998	1,220	20%	1,000
Daily Average Sale	1.50	1.81	2.14	2.73	3.34	20%	3.64



## *Growth in CNG*

PARAMETER	UNIT	March' 08	March' 09	March' 10	March' 11	March' 12	Dec' 12
No of CNG Stations	Nos	163	181	241	278	308	304
Compression Capacity	(Lakh kg/day)	20.76	26.72	36.40	51.13	59.56	60.8
Average CNG Sale	(Lakh kg/day)	10.58	12.61	14.46	16.71	19.15	20.72



# *CNG Station Network*

Figures in numbers

STATION	IGL	DTC/ UPSRTC	OMC	TOTAL
Online	110	51	93	254
Daughter	0	0	1	1
Daughter Booster	2	0	47	49
Total	112	51	141	304



# CNG Vehicles

Figures in numbers

	March'08	March'09	March'10	March'11	March'12	CAGR last five years	Dec'12
Buses	11665	12918	13900	16655	18839	10%	18518
Auto/LGV	80276	93440	106699	121854	159123	18%	183106
RTV	5667	5730	5793	11070	13007	19%	14314
Cars/Taxi	130149	175313	213259	281802	359176	50%	435092
Total	227757	287401	339651	431381	550145	33%	651030





# PNG Users

Figures in numbers

CATEGORY	March' 07	March' 08	March' 09	March' 10	March' 11	March ' 12	Dec' 12
Domestic	78000	121695	138000	182000	245000	332844	365000
Commercial/	313	318	332	376	520	862	1213
Total	78313	122013	138332	182376	245520	333706	366213



# PNG Network

Figures in kilometers

CATEGORY	March' 08	March' 09	March' 10	March '11	March '12	CAGR	Dec'12
Steel Pipeline	195	231	299	421	574	26%	615
MDPE Pipeline	1272	1700	2330	4420	6479	47%	7419
Total	1467	1931	2629	4841	7053	45%	8034



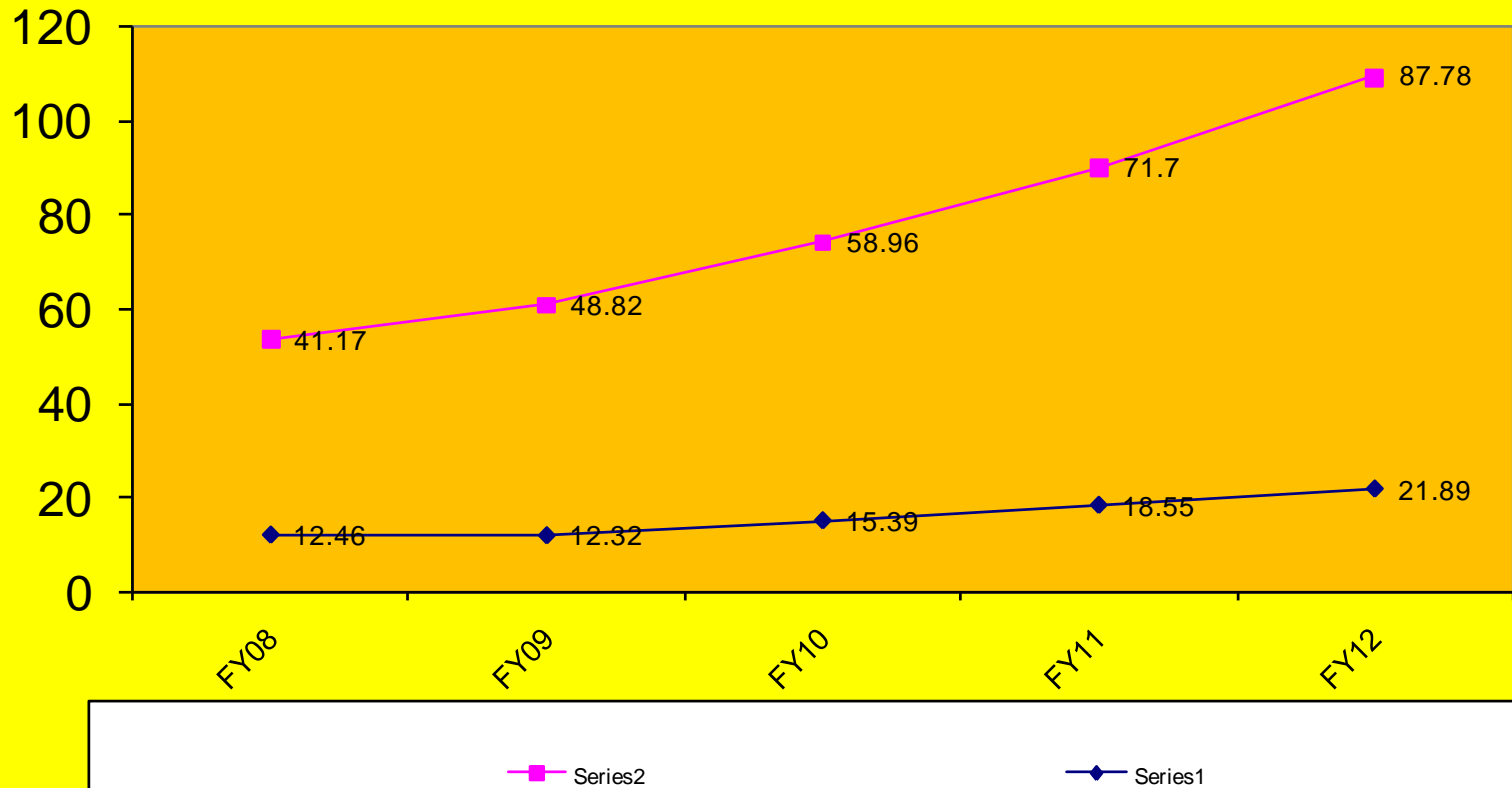
# Turnover, Gross Margin & PAT

Rs./Crores

	FY08	FY09	FY10	FY11	FY12	CAGR	Ap/Dec' 12
GROSS TURNOVER	810	962	1213	1952	2790	32%	2750
GROSS PROFIT	403	442	583	760	980	23%	871
PAT	174	172	215	260	306	17%	271



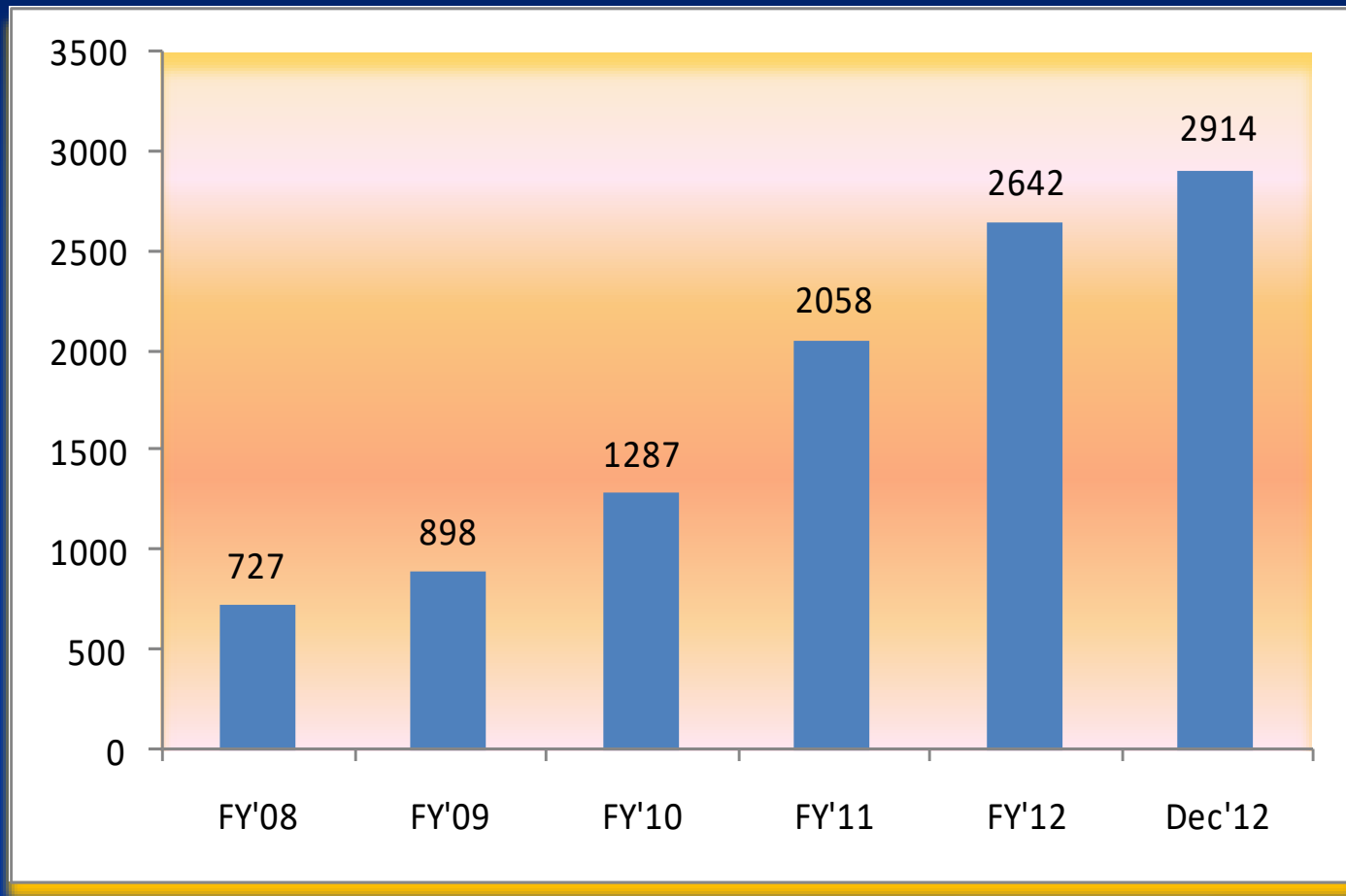
# Book Value & EPS





# Cumulative Capex

Rs. / crores



Gross Block



# Dividend Payout

- Dividend Policy provides liberal payout
- Track record

<u>Year</u>	<u>% of equity</u>
FY04	15
FY05	20
FY06	25
FY07	30
FY08	40
FY09	40
FY10	45
FY11	50
FY12	50



# *Growth-Strategy*

- Improve/Augment CNG infrastructure/Stations in Delhi & NCR to meet the additional demand in view of 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 have been passed on to customers
  - CNG price still remains competitive vis-à-vis petrol
  
- Availability of gas
  - Firm allocation from Govt. of India
  - Buying gas from GAIL/BPCL
  - Recently tied up more RLNG from GAIL/BPCL





# *Safe Harbor Statement*

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# THANK YOU