



# *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

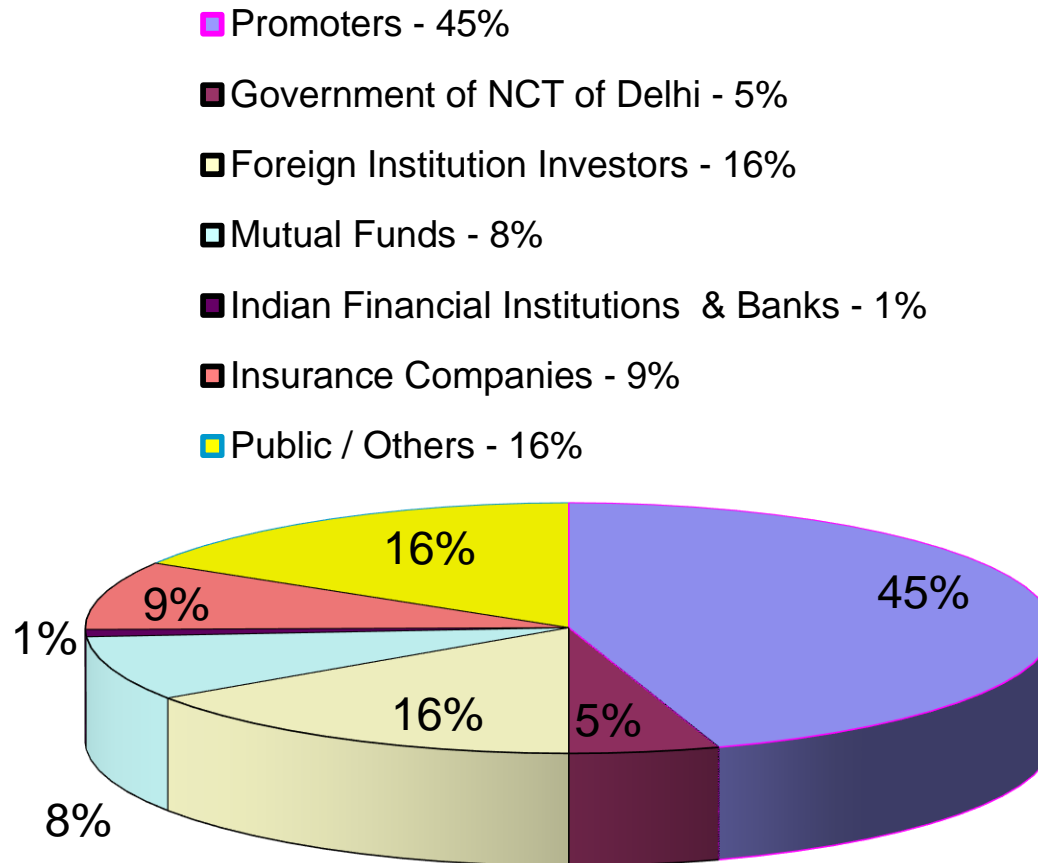
Today IGL has its operations in NCT of Delhi, Noida, Greater Noida and Ghaziabad with 326 CNG stations, 4,59,467 residential consumers and 1876 industrial / commercial customers

Fuelling the largest CNG Bus fleet in the World



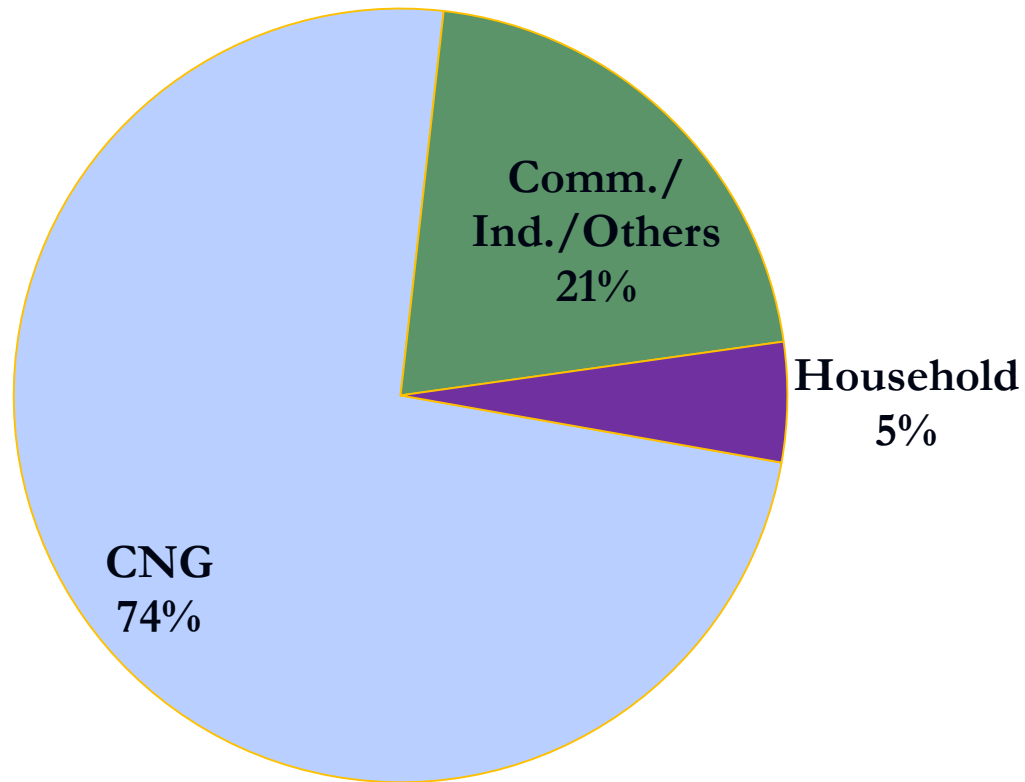
# Shareholding Pattern

## % HOLDING





# *Sales Volume Mix*





# Sales Volumes

Figures in MMSCM

	FY10	FY11	FY12	FY13	FY14	CAGR last five years
CNG	695	818	936	1,005	1,028	11%
PNG	87	180	282	333	356	46%
Total Sale	782	998	1,218	1,338	1,384	16%
Daily Average Sale	2.14	2.73	3.34	3.67	3.79	16%



## *Growth in CNG*

PARAMETER	UNIT	March' 10	March' 11	March' 12	March' 13	March' 14
No of CNG Stations	Nos	241	278	308	324	326
Compression Capacity	(Lakh kg/day)	36.40	51.13	59.56	63.83	66.17
Average CNG Sale	(Lakh kg/day)	14.46	16.71	19.15	20.72	21.20



# *CNG Station Network*

Figures in numbers

STATION	IGL	DTC/ UPSRTC	OMC	TOTAL
Online	118	58	113	289
Daughter	1	0	0	1
Daughter Booster	1	0	35	36
Total	120	58	148	326



# CNG Vehicles

Figures in numbers

	March' 10	March' 11	March' 12	March' 13	March' 14	CAGR last five years
Buses	13900	16655	18839	18826	19566	9%
Auto/LGV	106699	121854	159123	193852	206352	17%
RTV	5793	11070	13007	14062	14039	20%
Cars/Taxi	213259	281802	359176	460926	514801	24%
Total	339651	431381	550145	687666	754758	21%





# *PNG Users*

Figures in numbers

<b>CATEGORY</b>	<b>March' 10</b>	<b>March' 11</b>	<b>March ' 12</b>	<b>March' 13</b>	<b>March' 14</b>
<b>Domestic</b>	<b>182000</b>	<b>245000</b>	<b>332844</b>	<b>386696</b>	<b>459467</b>
<b>Commercial / Industrial</b>	<b>376</b>	<b>520</b>	<b>862</b>	<b>1382</b>	<b>1876</b>
<b>Total</b>	<b>182376</b>	<b>245520</b>	<b>333706</b>	<b>388078</b>	<b>461343</b>



# PNG Network

Figures in kilometers

CATEGORY	March' 10	March '11	March '12	March '13	March '14	CAGR last five years
Steel Pipeline	299	421	574	631	658	23%
MDPE Pipeline	2330	4420	6479	7783	8438	38%
Total	2629	4841	7053	8414	9096	36%



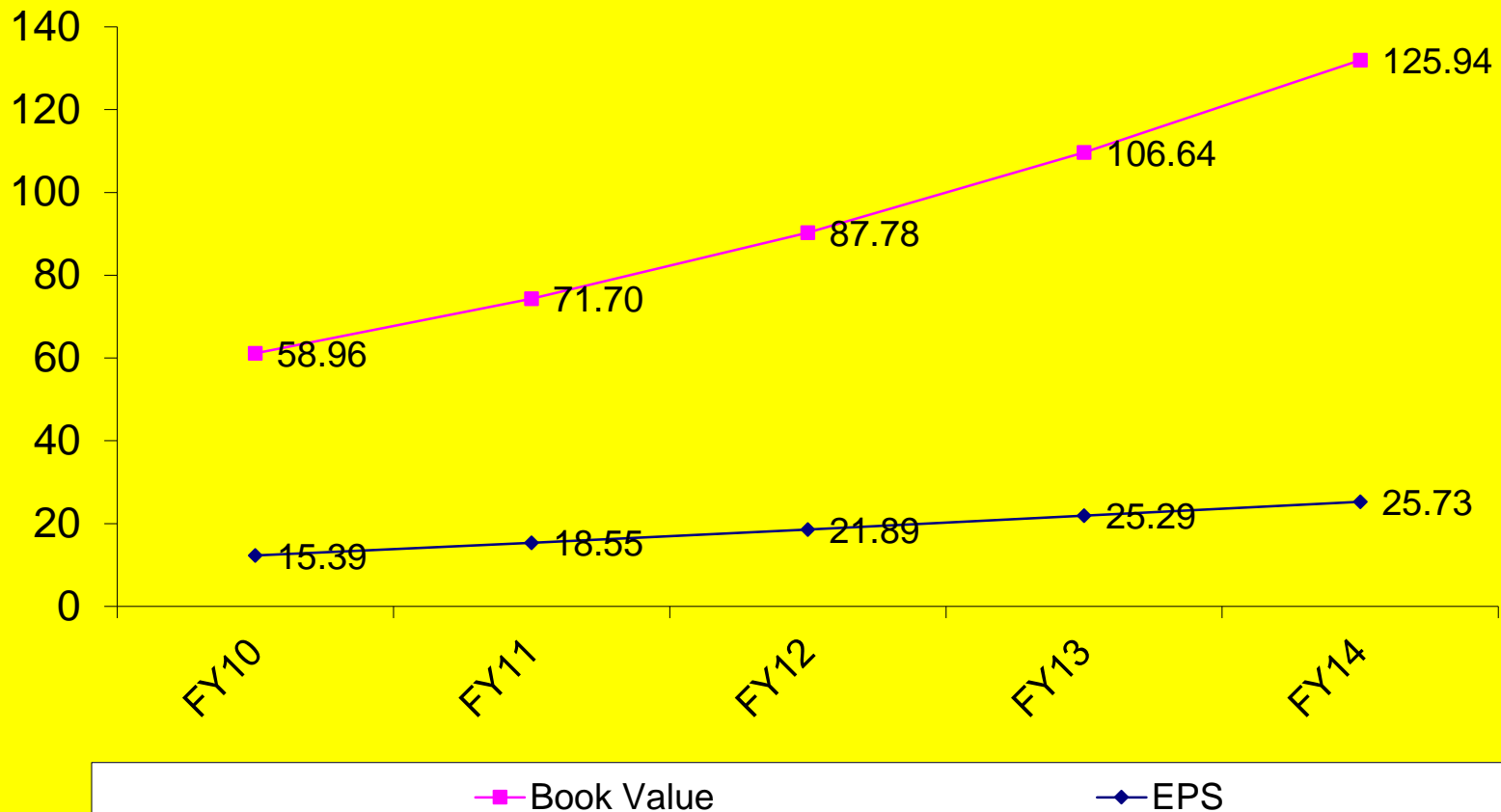
# *Turnover, Gross Margin & PAT*

Rs./Crores

	FY10	FY11	FY12	FY13	FY14	CAGR
<b>GROSS TURNOVER</b>	1213	1952	2790	3724	4328	35%
<b>GROSS PROFIT</b>	583	760	980	1170	1241	23%
<b>PAT</b>	215	260	306	354	360	16%

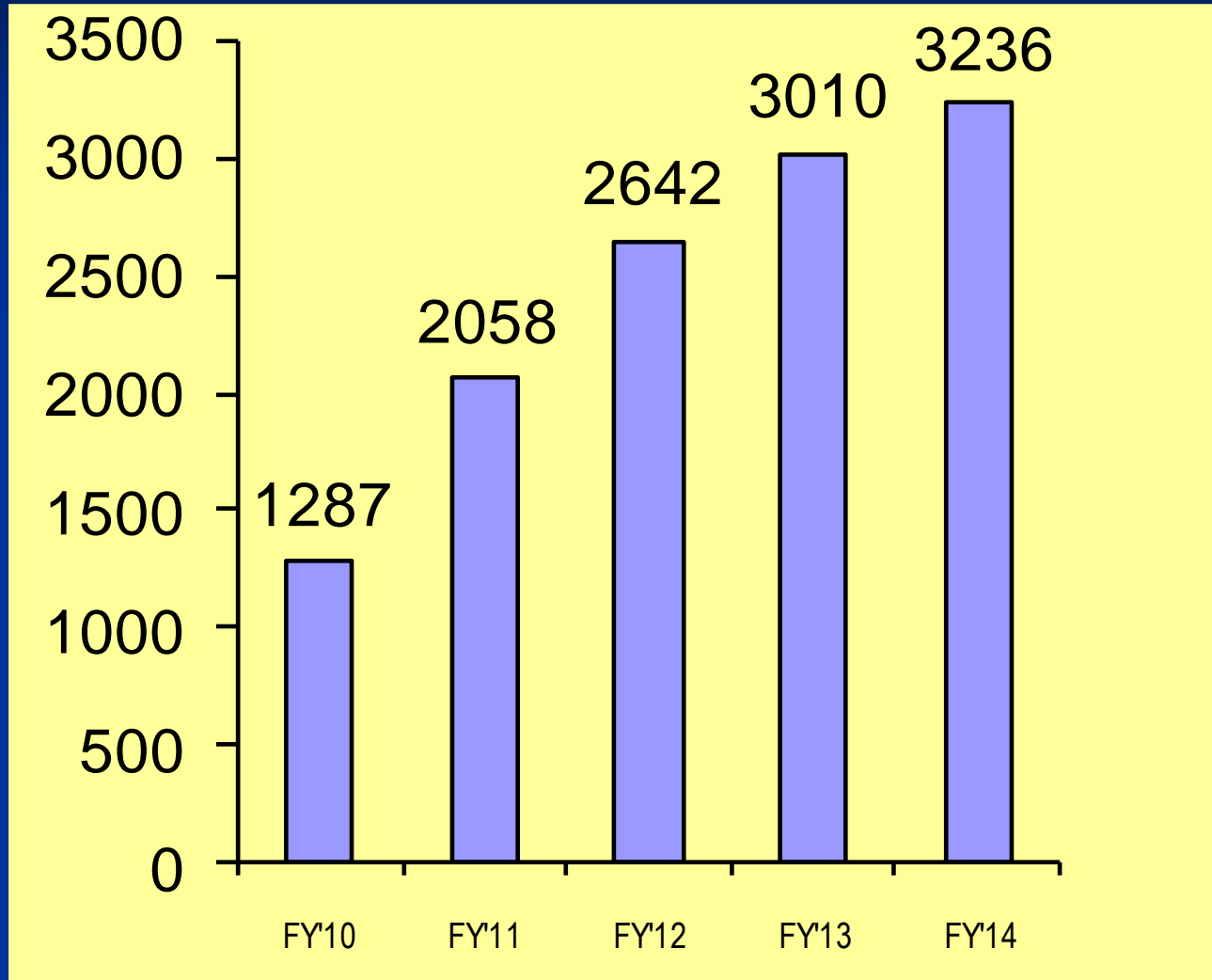


# Book Value & EPS





## *Cumulative Capex (RS. In Crores)*





# 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
FY 13	55
FY 14	55 (Proposed)



# *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



# *Growth-Strategy*

- IGL has recently acquired 50% equity share capital of Central UP Gas Limited (CUGL) at a price of Rs.23 per equity share aggregating to Rs. 69 crores, from certain financial investor shareholders of CUGL. CUGL is engaged in the CGD in the cities of Kanpur and Bareilly in Uttar Pradesh.



# Credit Strength



- Healthy profitability and cash generations from operations.
- Maintaining low debt at present with debt equity ratio of 0.17.
- ICRA Limited (An associate of Moody's Investors Service) has reaffirmed highest credit ratings of AAA (Stable) for term loan and A1+ for short term loan.



# *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 Promoter Companies GAIL/BPCL
  - Have entered into framework gas supply agreements with other major gas suppliers in India viz Shell (Hazira LNG Pvt. Ltd.), GSPC Ltd., BG India Energy Solutions Pvt. Ltd., IOCL.



# *Safe Harbor Statement*

- This presentation has been prepared by Indraprastha Gas Limited solely for providing information about the company.
- The information contained in this presentation is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Company do not accept any liability whatsoever, direct or indirect, that may arise from the use of the information herein.
- The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.



THANK YOU