



# ***INDRAPRASTHA GAS LIMITED***

## ***An Overview***

16.11.2016

# 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

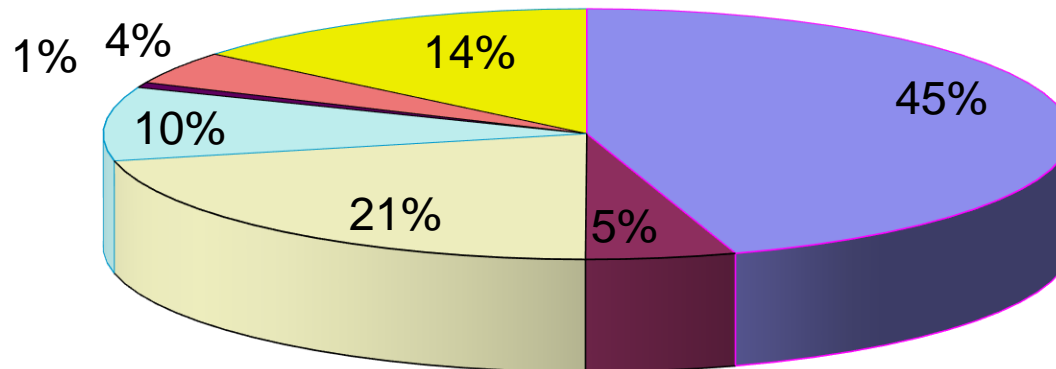
Today IGL has its operations in NCT of Delhi, Noida, Greater Noida and Ghaziabad with 418 CNG stations, 6.75 lacs residential consumers and 2.8 thousand industrial / commercial customers

Fuelling the largest CNG Bus fleet in the World

# Shareholding Pattern

## % HOLDING

- Promoters - 45% (GAIL-22.5% & BPCL- 22.5%)
- Government of NCT of Delhi - 5%
- Foreign Institution Investors - 21%
- Mutual Funds - 10%
- Indian Financial Institutions & Banks - 1%
- Insurance Companies - 4%
- Public / Others - 14%



# Management

- IGL Board is fairly well diversified with ten members including two each from GAIL and BPCL, one from Govt. of Delhi and five independent directors.
- The company is beneficiary of its strong parentage and gets significant support from GAIL and BPCL relating to operations and management.
- By virtue of the presence of Govt. of Delhi as a minority shareholder, the company gets support for speedy administrative approvals.
- The company has highly qualified senior management personnel with several years of experience in Oil & Gas sector.

## Area of Operation

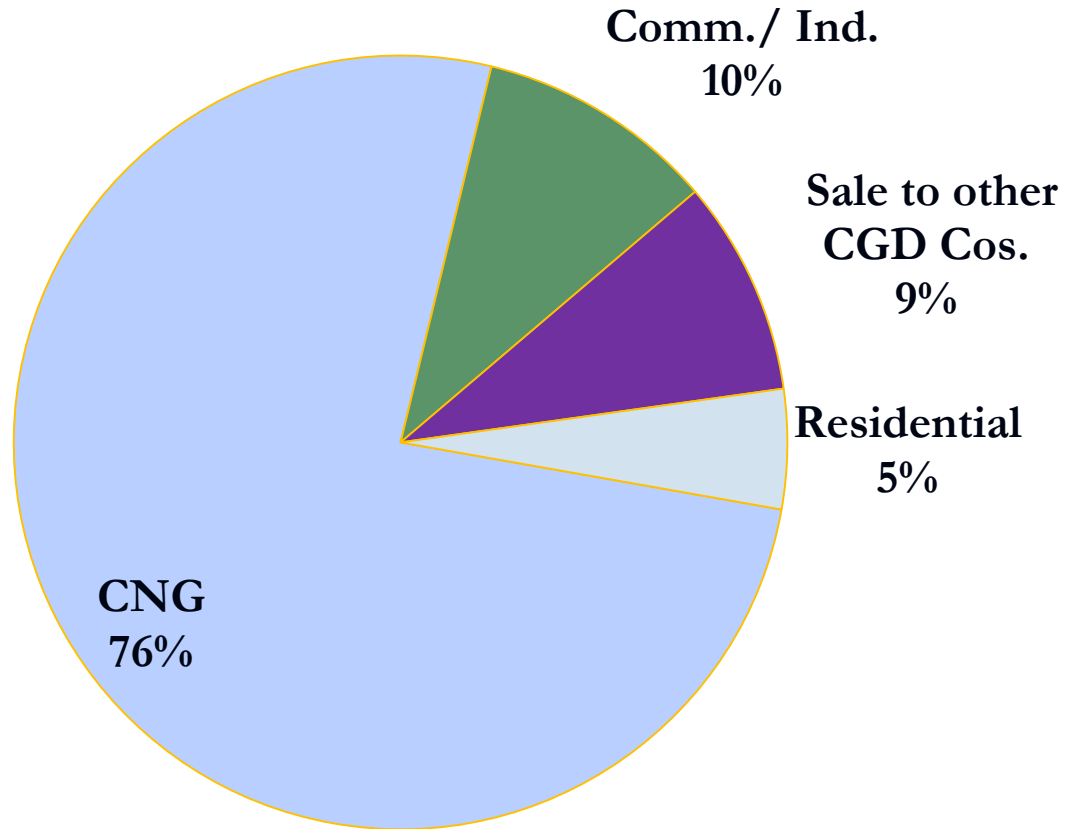
- Delhi: National capital of India has huge demand potential:
  - where all public transport vehicles have to be necessarily run on CNG in view of the directions of the Hon. Supreme Court of India.
  - has the highest number of private cars compared to any other city of India
  - thickly populated having large number of residential & commercial complexes and hospitals etc..
- Noida: Most advanced city of state of Uttar Pradesh having huge potential for CNG, PNG-Residential and commercial volumes.
- Greater Noida and Ghaziabad: Residential cum Industrial towns of Uttar Pradesh having huge potential demand for PNG Residential, Commercial and Industrial.

## *New Geographical Area*

- IGL has been authorised for Rewari geographical area in the recent 6<sup>th</sup> round of bidding by PNGRB .
- We propose to start 1<sup>st</sup> CNG station in Rewari by the end of this financial year i.e. 2016-17.



# Segment & Current Sales Volume Mix



# *Sales Volumes*

Figures in MMSCM

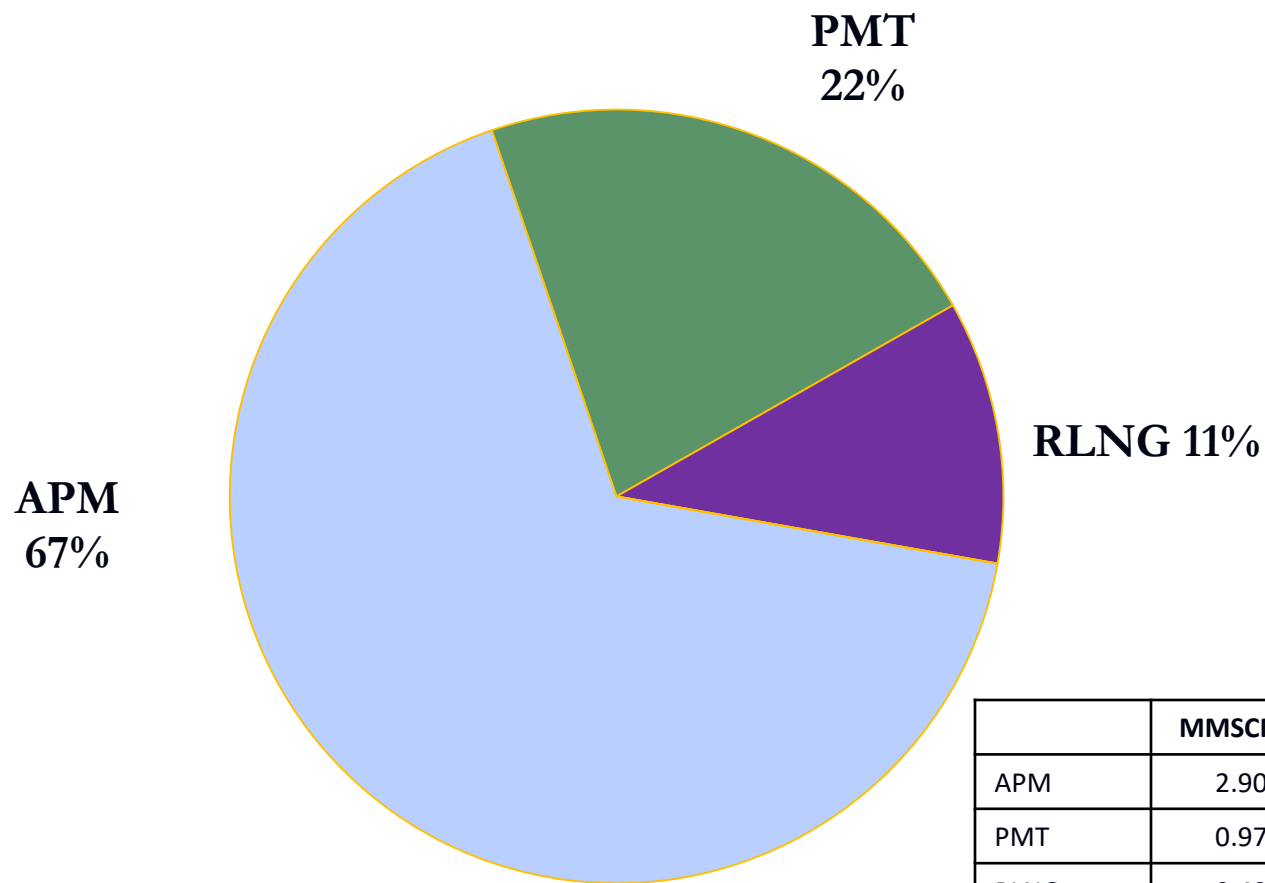
	FY13	FY14	FY15	FY16	CAGR last five years	Apr/ Sep'16
CNG	1,005	1,028	1,073	1,123	7%	621
PNG	333	356	330	342	14%	194
Total Sale	1,338	1,384	1,403	1,465	8%	815
Daily Average Sale	3.67	3.79	3.84	4.00	8%	4.46



# Gas Sourcing

- Firm allocation from Govt. of India of domestic gas for the entire consumption of CNG and PNG Domestic segment. Lower prices of domestic gas makes the economics of switching to gas more attractive driving growth in CNG & PNG- Domestic segments which constitute around 82% of the total sales volumes.
- Have tied up long term contract for RLNG to meet PNG Industrial & Commercial demand.
- Buying short term gas from the open market (Shell, IOCL, Petronet, GSPC, BPCL etc.).

# Current Gas Mix



	MMSCMD	% Mix
APM	2.90	67%
PMT	0.97	22%
RLNG	0.49	11%
Total	4.35	100%

## *Growth in CNG*

PARAMETER	UNIT	March' 13	March' 14	March' 15	March' 16	Sep' 16
No of CNG Stations	Nos	324	325	326	340	418
Compression Capacity	(Lakh kg/day)	63.83	66.17	68.49	68.59	72.17
Average CNG Sale	(Lakh kg/day)	20.72	21.20	22.07	22.79	25.54

# *CNG Station Network*

Figures in numbers

STATION	IGL	DTC/ UPSRTC	OMC	TOTAL
Online	131	54	187	372
Daughter Booster	0	0	42	42
Daughter	0	0	4	4
Total	131	54	233	418

# *CNG Vehicles*

Figures in numbers

	<b>M arch' 13</b>	<b>M arch' 14</b>	<b>M arch' 15</b>	<b>M arch' 16</b>	<b>CAGR last five years</b>	<b>Sep'16</b>
<b>Buses</b>	<b>18826</b>	<b>19566</b>	<b>19421</b>	<b>19272</b>	<b>3%</b>	<b>19160</b>
<b>Auto/LGV/ RTV</b>	<b>207914</b>	<b>220391</b>	<b>241540</b>	<b>259500</b>	<b>16%</b>	<b>262071</b>
<b>Cars/Taxi</b>	<b>460926</b>	<b>514801</b>	<b>556156</b>	<b>589801</b>	<b>16%</b>	<b>641179</b>
<b>Total</b>	<b>687666</b>	<b>754758</b>	<b>817117</b>	<b>868573</b>	<b>15%</b>	<b>922410</b>

Estimated figures based on various sources.

# *PNG Users*

Figures in numbers

CATEGORY	March' 13	March' 14	March' 15	March' 16	Sep' 16
Domestic	386696	459467	560752	636318	675480
Commercial/ Industrial	1382	1876	2292	2580	2753
Total	388078	461343	563044	638898	678233

# *PNG Network*

Figures in kilometers

CATEGORY	March '13	March '14	March' 15	March' 16	CAGR last five years	Sep'16
Steel Pipeline	631	658	681	707	11%	746
MDPE Pipeline	7783	8438	8966	9444	16%	9573
Total	8414	9096	9647	10151	16%	10319

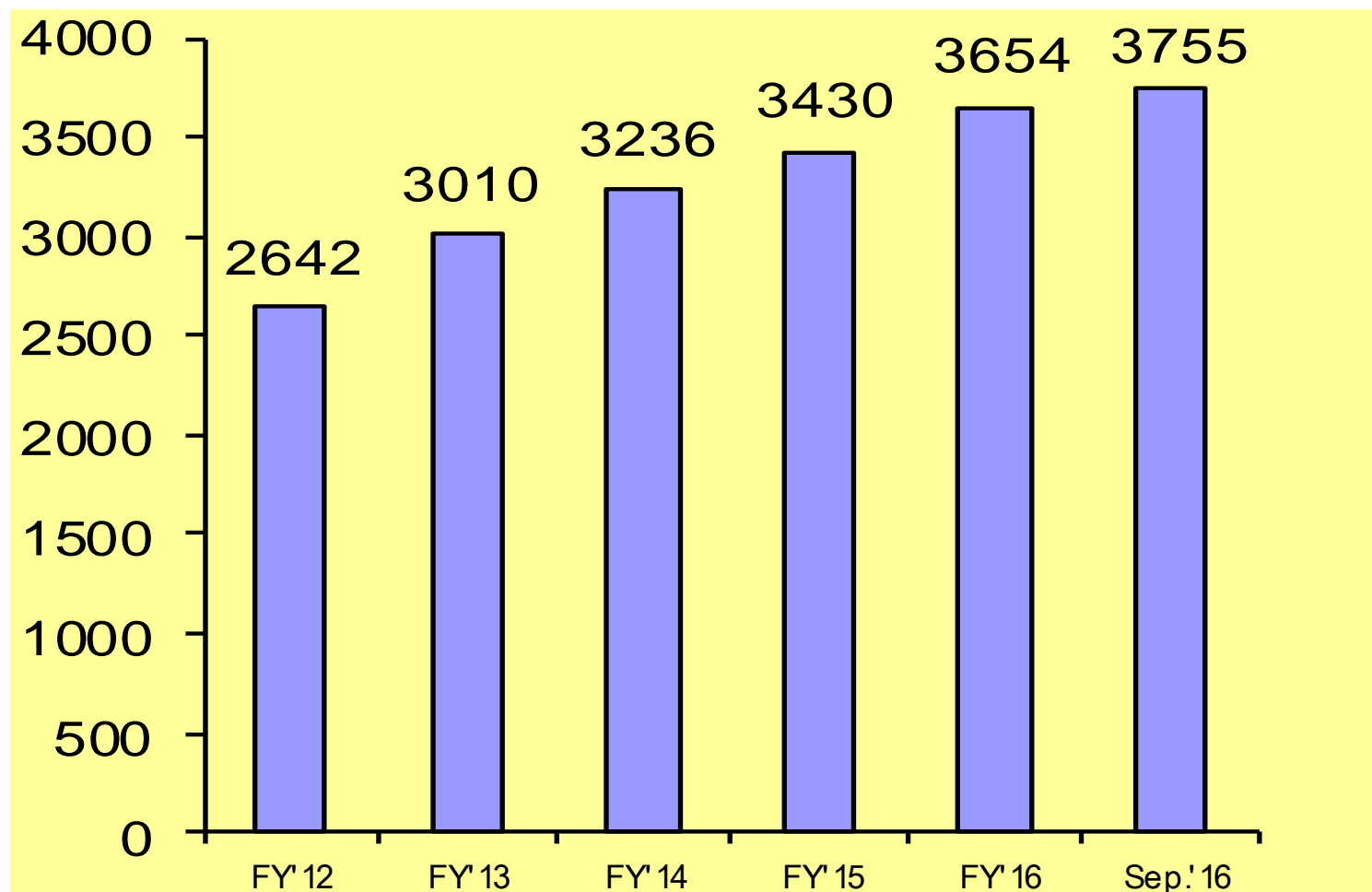


# Standalone Financial Data

Rs./Crores

	FY13	FY14	FY15	FY16	CAGR	Apr/ Sep' 16
<b>GROSS TURNOVER</b>	3724	4319	4049	4052	16%	2062
<b>PAT</b>	354	360	438	416	10%	292
<b>EPS (Rs./share)</b>	25	26	31	30	10%	21
<b>Book Value (Rs./Share)</b>	107	126	150	172	19%	193

## Cumulative Capex (Rs. in crores)



# Dividend

- Dividend Policy provides liberal payout
- Track record of last five years

<u>Year</u>	<u>% of equity</u>
FY12	50
FY 13	55
FY 14	55
FY 15	60
FY 16	60

## *Acquisition of Equity in Other CGDs*

- IGL has acquired 50% equity share capital of Central UP Gas Limited (CUGL) for Rs. 69 crores. CUGL is engaged in the CGD in the cities of Kanpur and Bareilly, Unnao & Jhansi in Uttar Pradesh.
- IGL has acquired 50% equity share capital of Maharashtra Natural Gas Limited (MNGL) at a price of Rs.38 per equity share aggregating to Rs. 190 crores. MNGL is engaged in the CGD in the city of Pune and nearby areas.

The above has resulted in diversification of geographical areas and consolidated earnings of IGL to improve by approx. 10 %.

## **Consolidated Results**

- First time consolidation of financial results has been done during FY 2015-16 with the Associates i.e. CUGL & MNGL on equity method considering 50% share in profit. The standalone and consolidated results are as under.

Parameter	Unit	Standalone	Consolidated
PAT	Rs. In Crores	416.20	464.13
EPS	Rs./Share	29.73	33.15

# Growth-Strategy

- Improve/Augment CNG infrastructure/Stations in Delhi & NCR to meet the additional demand in view of conversion of private cars and improvement in public transport system
- Improve penetration of PNG business :
  - Penetration of network in all charge areas
  - Target Industrial/Commercial customers in both Delhi & NCR
- Bidding for new cities
- Synergy

# *Credit Strength*

- Healthy profitability with strong cash generations from operations.
- Regained the status of zero debt company.
- Comfortable working capital position.
- 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

- CNG & PNG-Residential prices remains competitive vis-à-vis petrol and subsidised LPG in view of allocation of domestic gas
- Spot/short term gas is purchased to reduce the weighted average cost of gas for I/C segment.

## ■ Sourcing of gas

- Firm allocation from Govt. of India for domestic gas - buying from GAIL.
- Buying Long term TRLNG gas from GAIL/BPCL
- Buying short term gas from the open market i.e. IOCL, GSPCL & Shell etc.

## **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**