



# Operational & Financial Highlights Q1 FY20

August 2019

# Adani Gas – India's Largest City Gas Distribution Company



5

AGL Operational  
Cities \*



84

CNG stations



6,500+

Kms pipeline  
network



1,300+

Industrial

2,550+

Commercial



0.40

Million  
Residential  
customers



1.51<sup>#</sup>

mmscmd gas supply

12%

3 yrs CAGR

Largest private player in India's City Gas space with over a decade of experience



320+

Human Capital



~Rs 1,200 cr

Asset base



~Rs 1,800 cr

Revenue



20%+

RoE



A+

Domestic Rating

Balanced growth across customer segment and geography

# Adani Gas – Replicating Infrastructure Success in New GAs

## Key Strengths

Largest private player in India's City Gas space with over a decade of experience

Strong track record of project execution, cost effective operations and customer service

Expertise in working with regulatory environment

Focus on growth, margin and value creation

Robust Strategy to help in building pan India CGD network

Experienced management team and dedicated workforce

## Business Updates (Q1 FY20)

Sales Volume up by 9% YoY

Revenue from Operation Grew by 21% YoY

Op. EBITDA up by 32% YoY

PAT up by 44% YoY

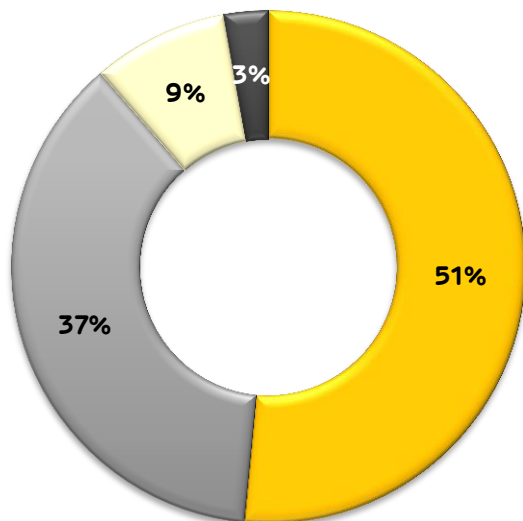
2 New CNG Stations Operationalised in Q1 FY20

11,000+ PNG Connection added in Q1 FY20

Adani Gas with robust business model is well positioned to take advantage of growth in NG sector

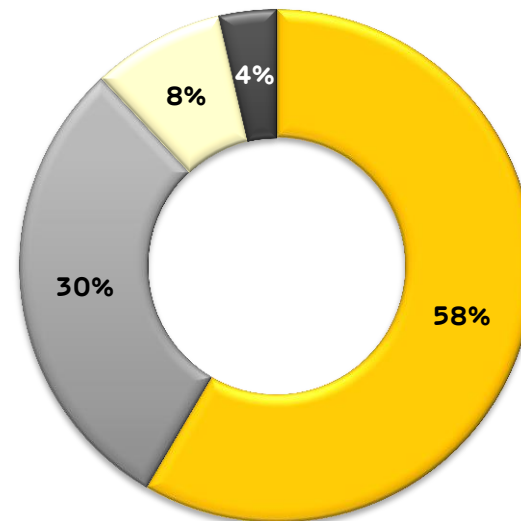
# Existing Operations – Balanced Volume growth across segment & geography

## Customer Segment Mix Q1 FY20



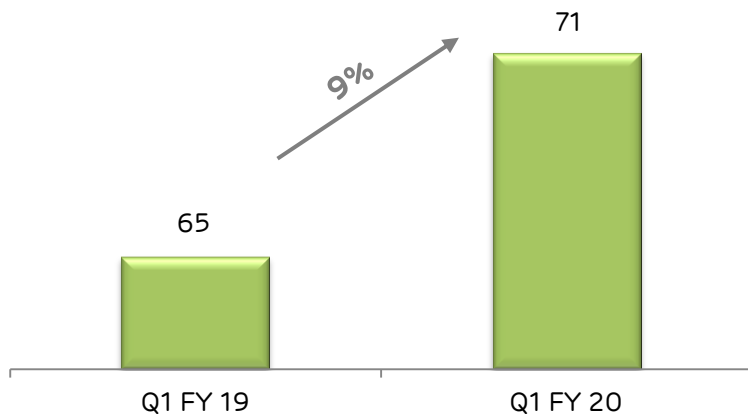
- CNG
- PNG - Industrial
- PNG - Domestic
- PNG - Commercial

## Geographical Spread Q1 FY20

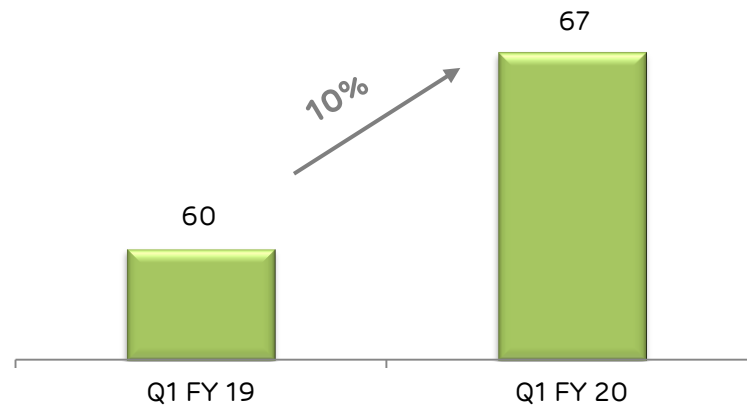


- Ahmedabad
- Faridabad
- Vadodara
- Khurja

## CNG Sales Volume [MMSCM]

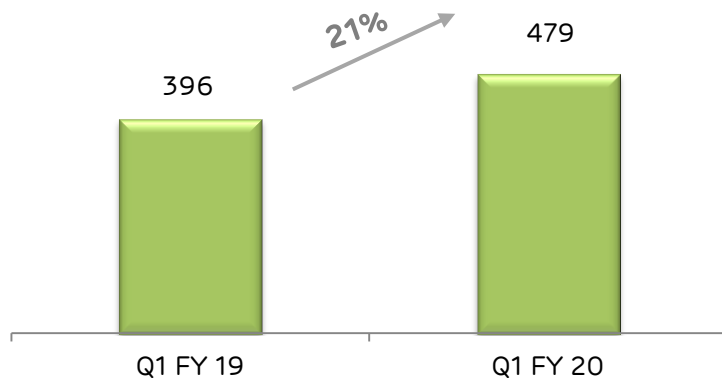


## PNG Sales Volume [MMSCM]

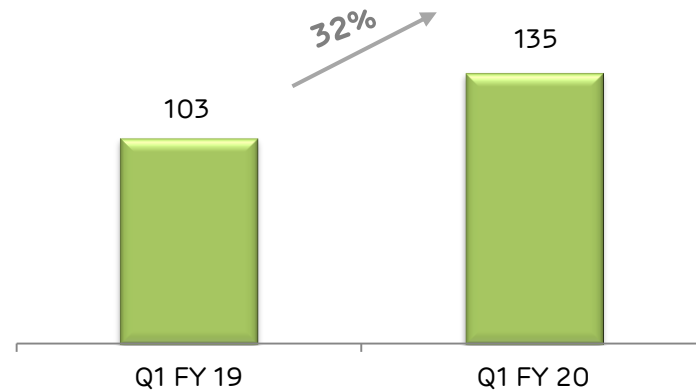


Overall Volume up by 9% Q1 FY20 YoY

## Revenue from Operations [Rs Cr]



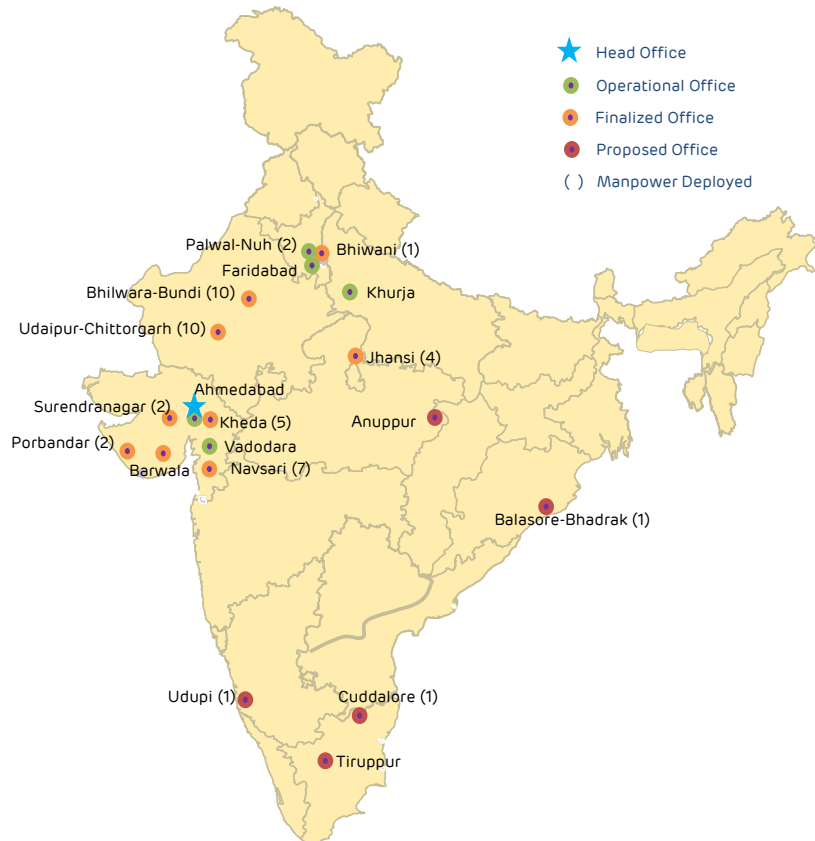
## Op. EBITDA [Rs Cr]



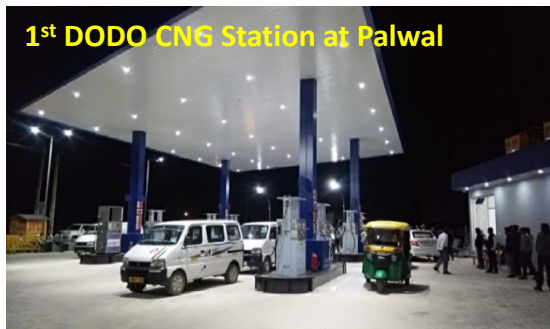
Q1 FY20 PAT up by 43% YoY

# Robust Implementation Work in Progress at new GAs

## Dynamic Assets and Resources Deployment



## Robust Work in Progress at new GAs



- Early monetization of CNG at new GAs – 2 CNG station operationalized in Nuh-Palwal, Haryana
- Hook up agreement signed for majority of GAs
- Pipeline vendors finalized and order placed
- Pipeline laying contractor appointed for 3 GAs and under final negotiation for 4 GAs
- Capital equipments sourcing work at varied stage of ordering

adani

Growth  
with  
Goodness

Thank You

