



# Operational & Financial Highlights Q3 FY20

February 2020

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



**8**

AGL Operational  
Cities \*



**92**

CNG stations



**6,800+**

Kms pipeline  
network



**1,400+**

Industrial

**2,900+**

Commercial



**0.42**

Million  
Residential  
customers



**1.59**

mmscmd gas supply

**12%**

3 years CAGR

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



**360+**

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 (Q3 FY20)

Sales Volume up by 12% YoY

Revenue from Operation Grew by 7% YoY

Op. EBITDA up by 46% YoY

PAT up by 152% YoY

6 New CNG Stations Operationalised in Q3 FY20

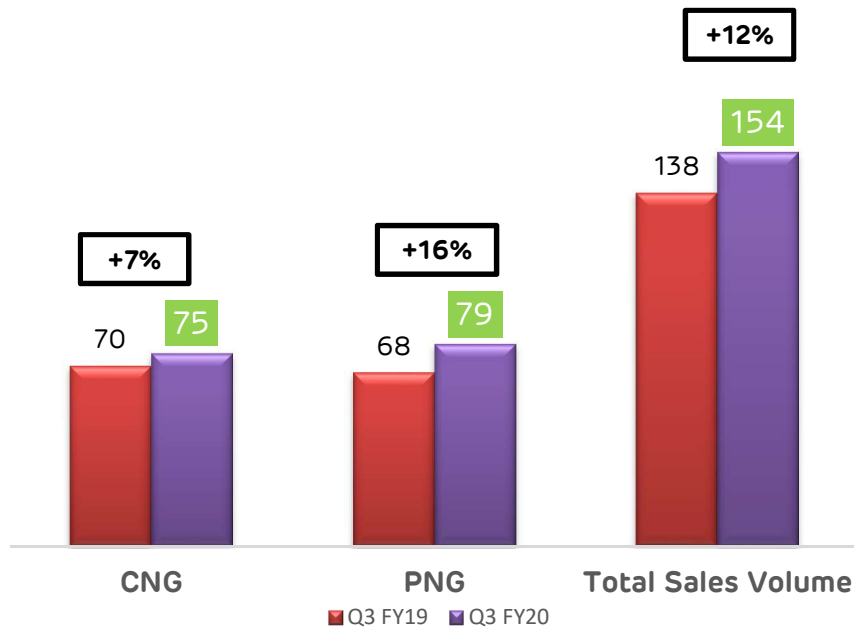
15,000+ PNG Connection added in Q3 FY20

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

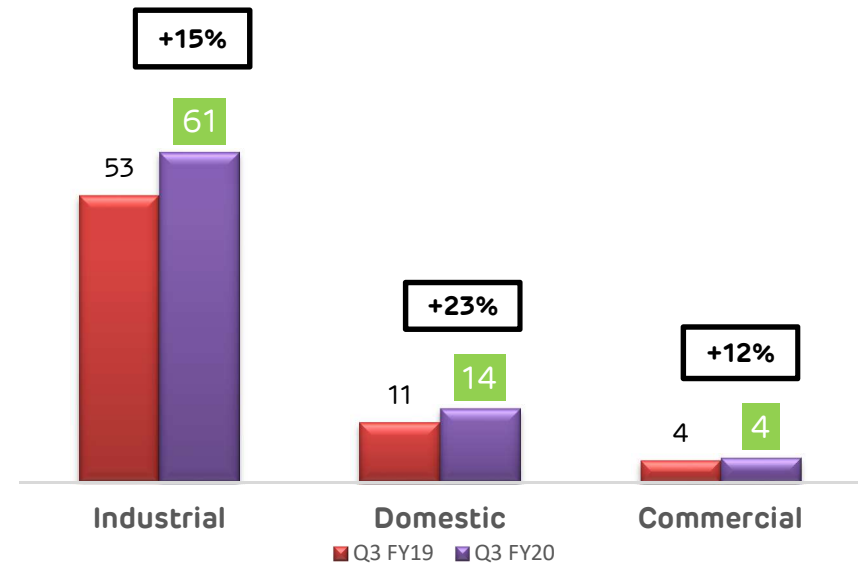
# Operational Performance Q3 FY20 (YoY)

(MMSCM)

## Segment Wise Volume Trend



## PNG Segment Wise Volume Trend

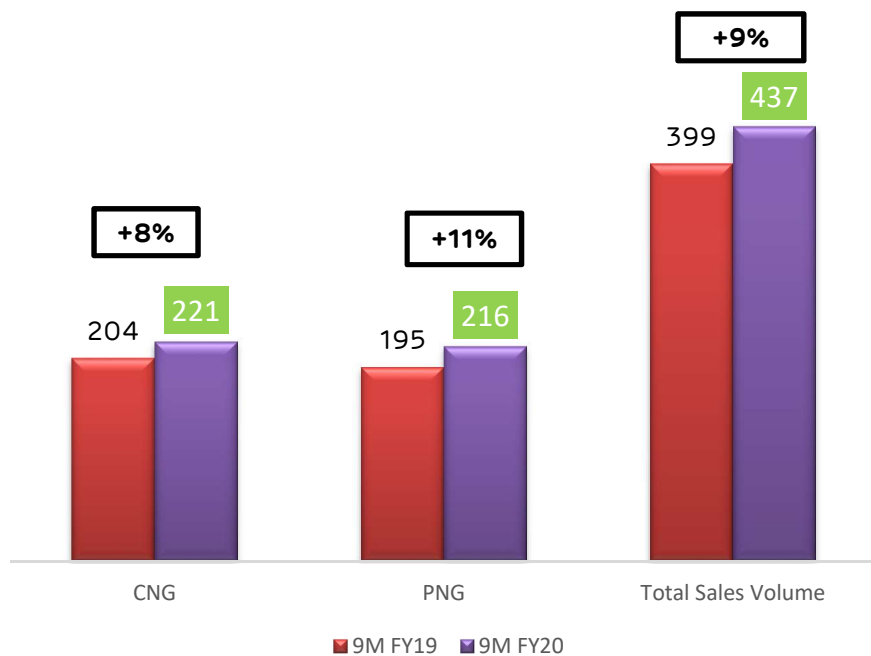


YoY Volume Growth by 12%

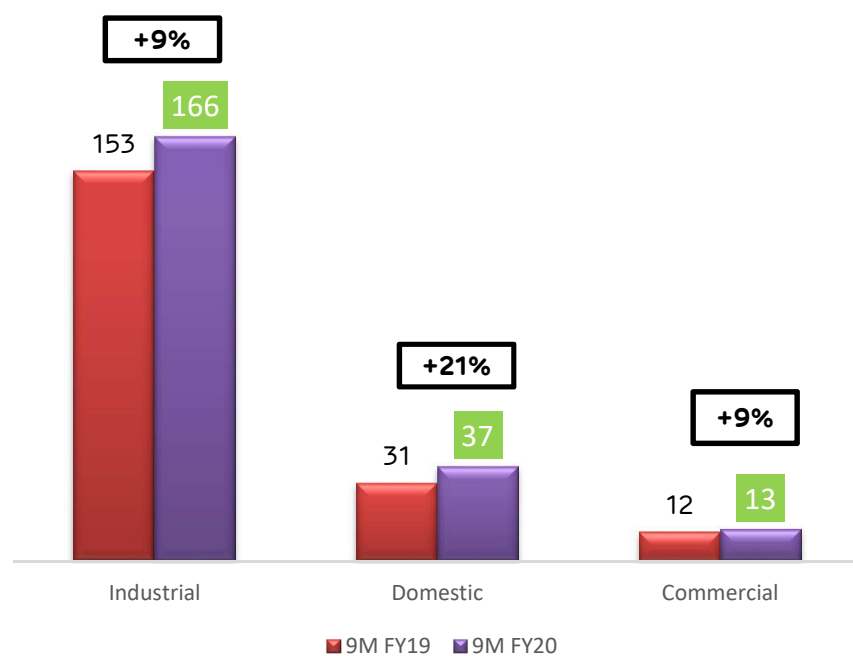
# Operational Performance 9M FY20 (YoY)

(MMSCM)

### Segment Wise Volume Trend



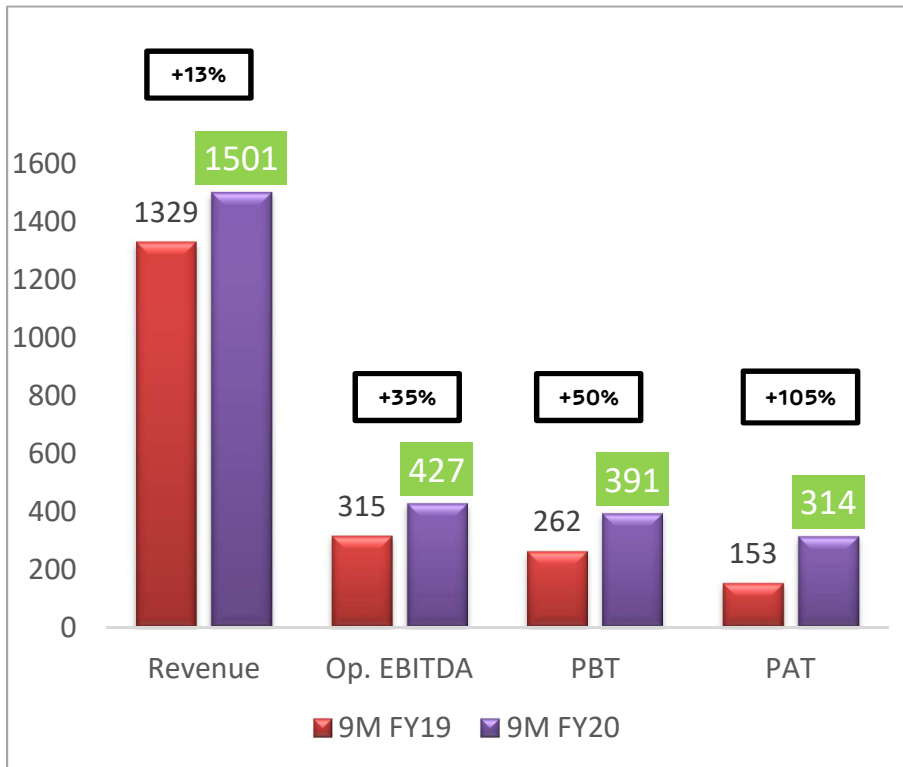
### PNG Segment Wise Volume Trend



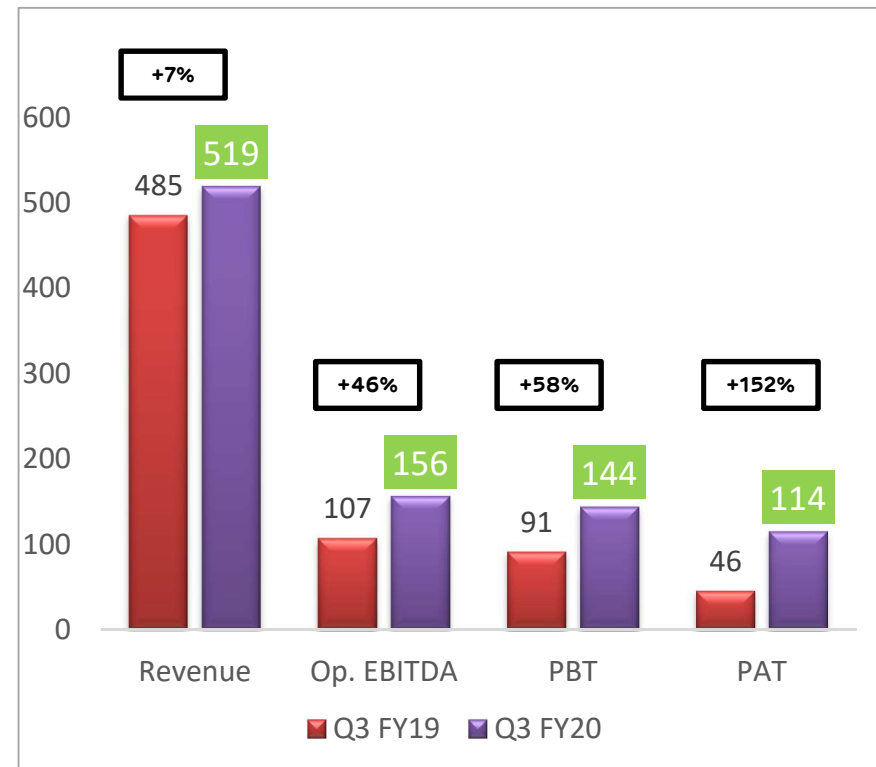
YoY Volume Growth by 9%

# Financial Performance (YoY)

INR Cr



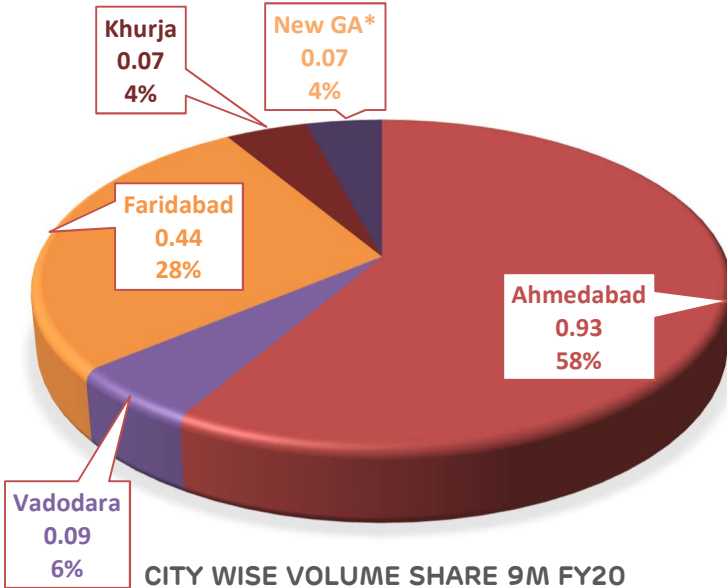
9M FY20 Vs 9M FY19



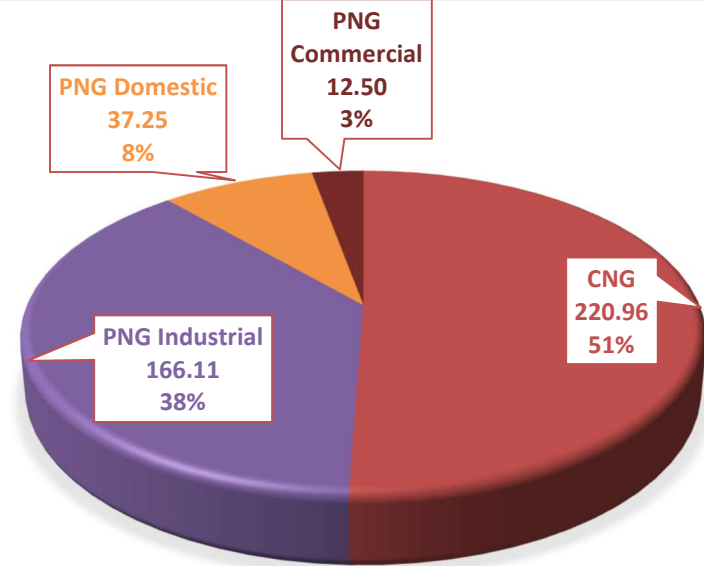
Q3 FY20 Vs Q3 FY19

# City Wise & Segment Wise Volume Performance : 9M FY20

MMSCMD



\* New GA Includes Palwal/Kheda/Porbandar/Surendranagar



SEGMENT WISE VOLUME SHARE 9M FY20

Total Sales Volume : 436.82 MMSCM ( 1.59 MMSCMD)

Balanced Geography and Segment Mix



## Robust Implementation Work in Progress at new Gas....!!!



adani

Growth  
with  
Goodness

Thank You

