



Operational & Financial Highlights
Q2 FY20

November 2019

Adani Gas – India's Largest City Gas Distribution Company



6

AGL Operational
Cities *



86

CNG stations



6,800+

Kms pipeline
network



1,350+

Industrial

2,750+

Commercial



0.41

Million
Residential
customers



1.55

mmscmd gas supply

12%

3 yrs 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



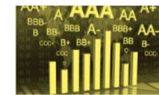
~Rs **1,800** cr

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 (Q2 FY20)

Sales Volume up by 7% YoY

Revenue from Operation Grew by 12% YoY

Op. EBITDA up by 29% YoY

PAT up by 131% YoY

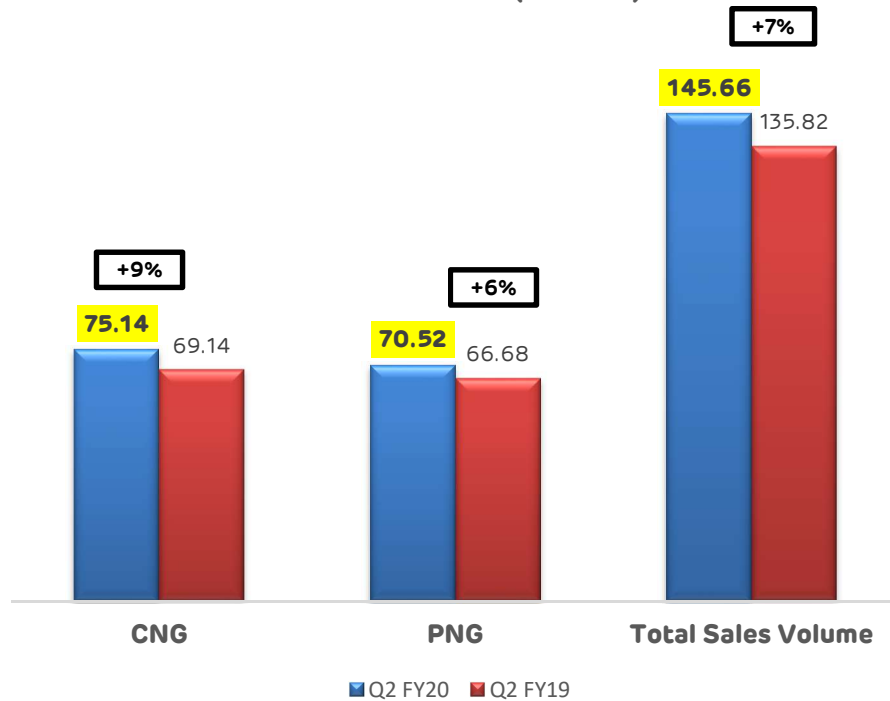
2 New CNG Stations Operationalised in Q2 FY20

12,500+ PNG Connection added in Q2 FY20

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

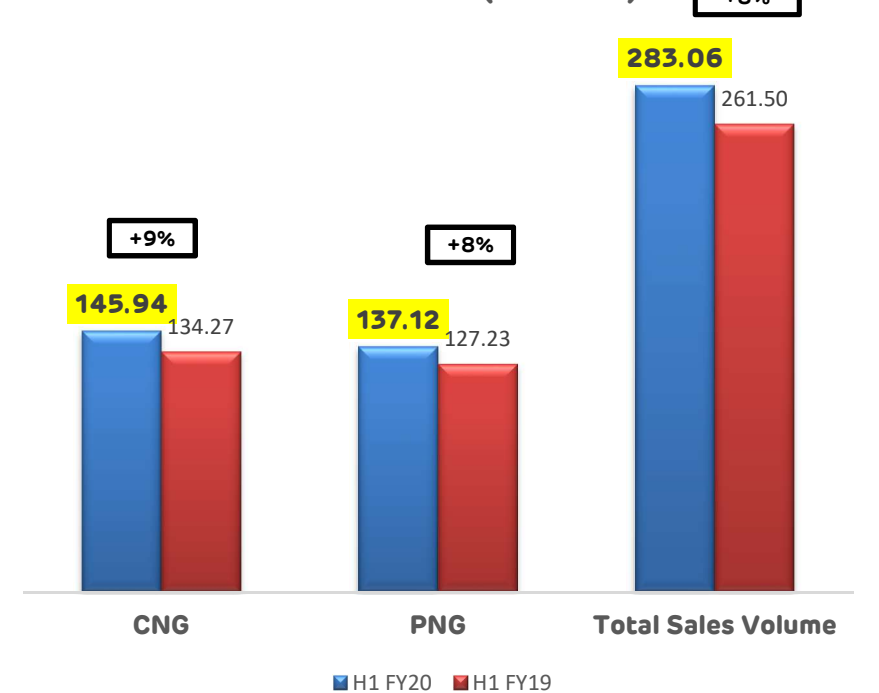
Q2 FY20 & H1 FY20 Volume Trend - YoY

Q2 FY20 Vs Q1 FY19
Volume Growth (MMSCM)



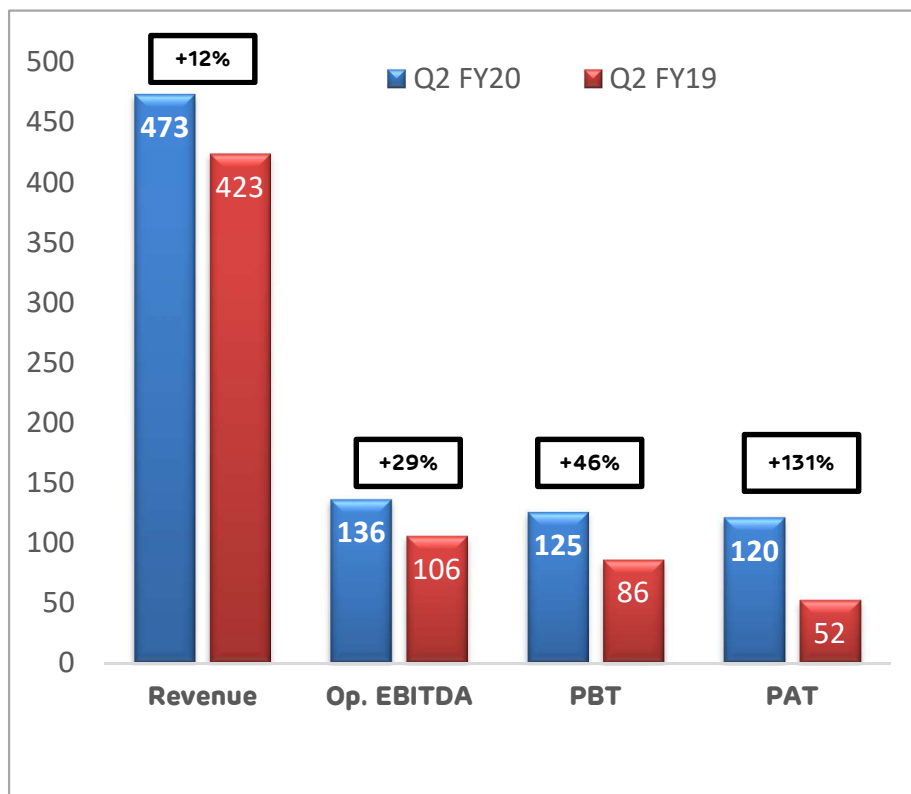
YoY Volume Growth by 7%

H1 FY20 Vs H1 FY19
Volume Growth (MMSCM)

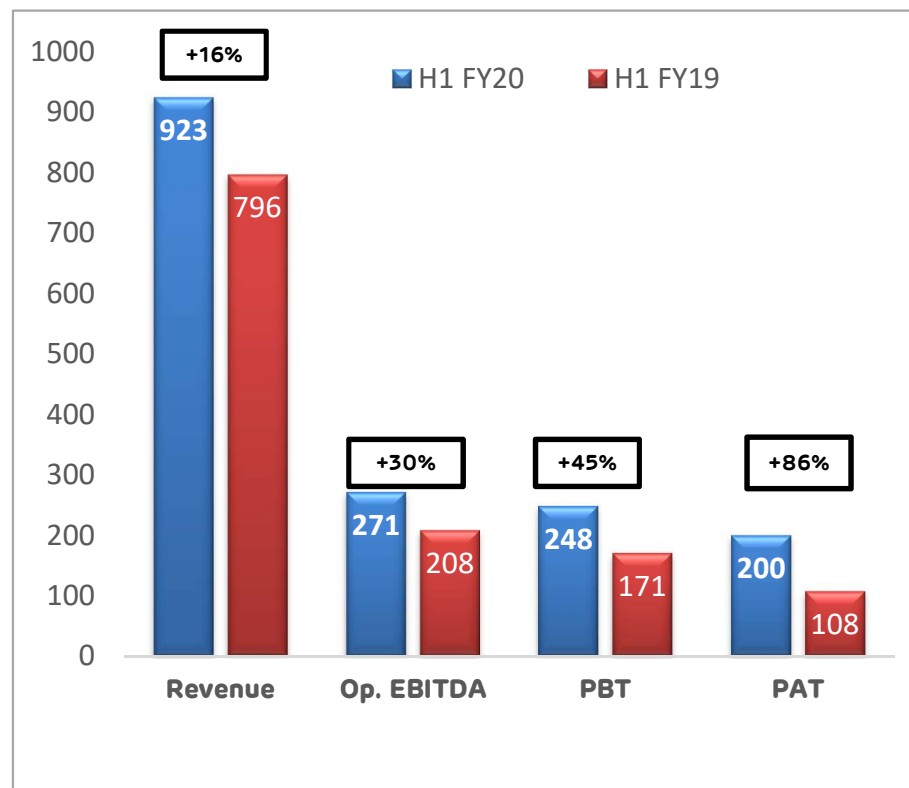


YoY Volume Growth by 8%

Financials Highlights – Q2 FY20 & H1 FY20

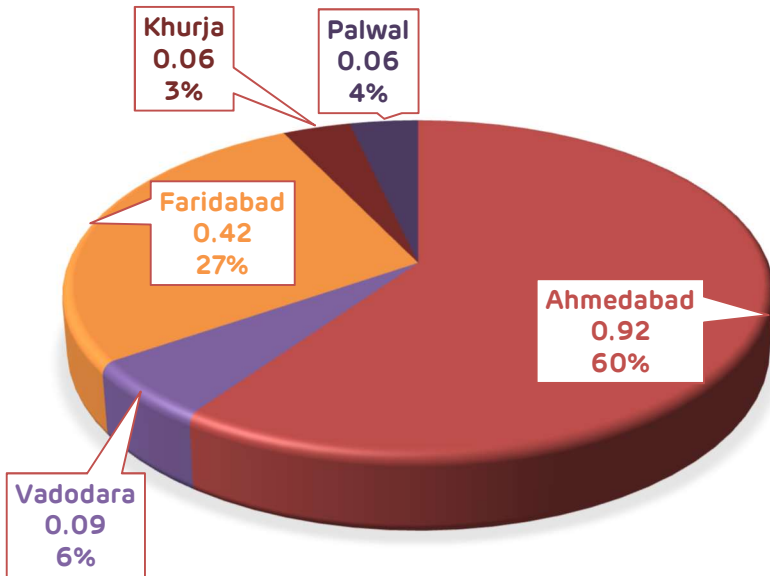


Q2 FY20 Vs Q1 FY19

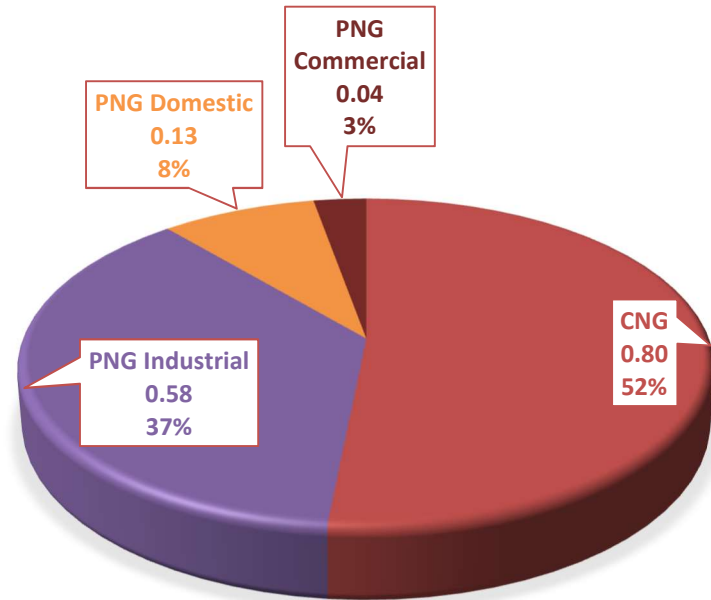


H1 FY20 Vs H1 FY19

Existing Operations – Balanced Volume growth across segment & geography



CITY WISE VOLUME SHARE (MMSCMD)



SEGMENT WISE VOLUME SHARE (MMSCMD)

Total Sales Volume : 283.1 MMSCM (1.55 MMSCMD)

Robust Implementation Work in Progress at new GAs



adani

Growth
with
Goodness

Thank You

