

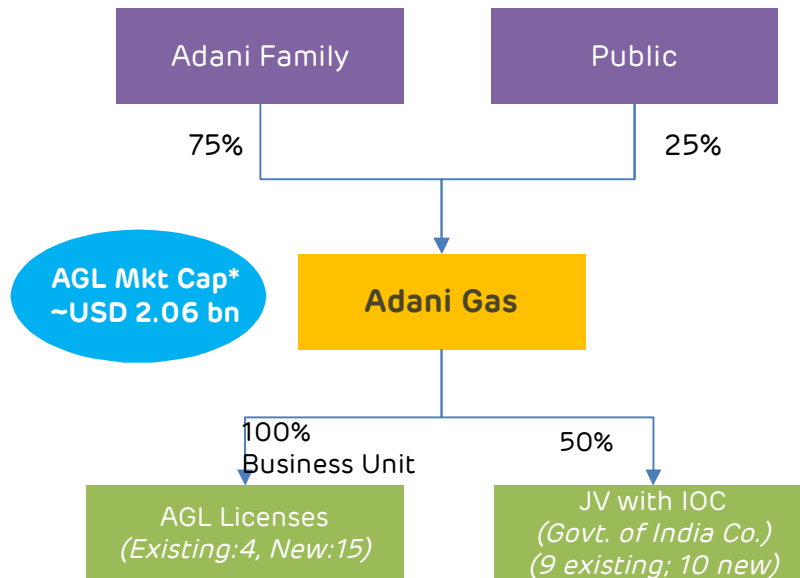


Operational & Financial Highlights
Q4 FY19 & FY19

May 2019

Adani Gas – India's Largest City Gas Distribution Company

Ownership Structure



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

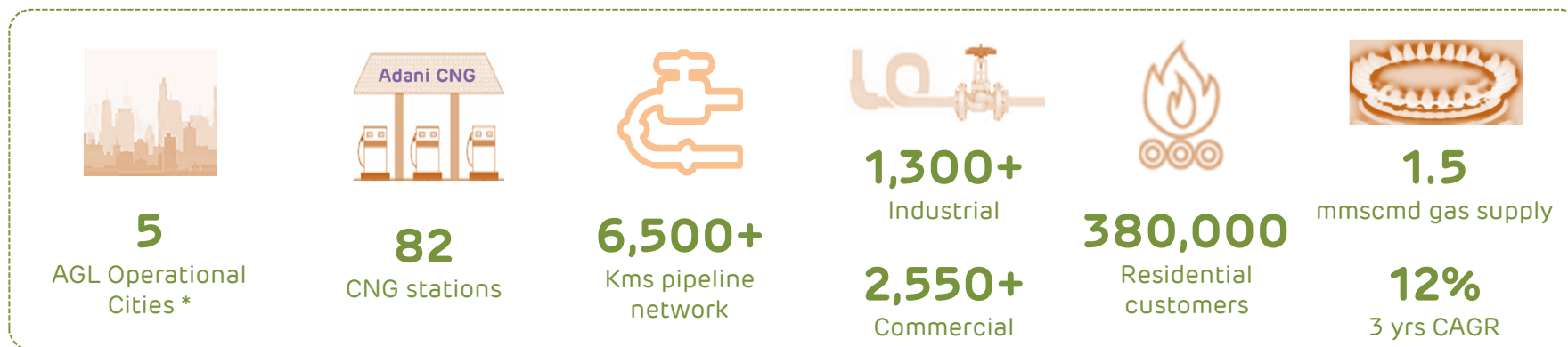
Focus on growth, margin and value creation

Robust Strategy to help in building pan India CGD network

Experienced management team and dedicated workforce

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

Adani Gas – Replicating Adani’s Infrastructure Success in Gas Distribution



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



Balanced growth across customer segment and geography

Business Updates FY19

GA Spread **25 New GA's added**

- AGL : 15 + JV : 10 . Covering **71 Districts** , **68 Large Towns** , Covering **8% of Population** and Spread across **15 States**

Volume **Total Sales Volume 541 MMSCM**

- Highest Sales Volume since inception

Volume MMSCMD **1.48 MMSCMD** of Natural Gas distributed on daily basis

Listing of AGL **Adani Gas Limited Listed - Current Market Cap : INR 144.35 Billion**

- 52 Week High : INR 153.80 / Share

DODO Model CNG Stations **Rolled Out Dealer Owned Dealer Operated CNG Station Model**

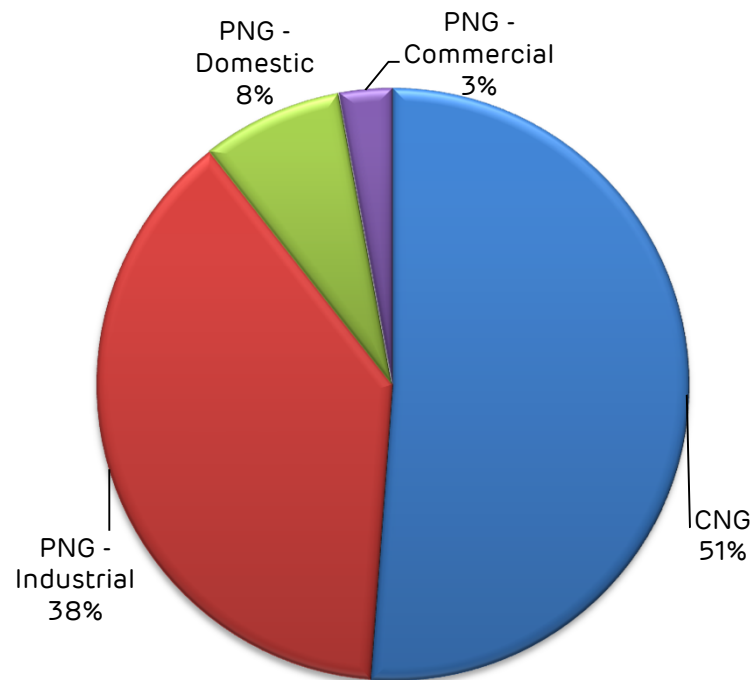
- Massive response received – **125 applications for Faridabad and Palwal**

Organization **Restructuring of Organization : AGILE structure to make Quantum Leap**

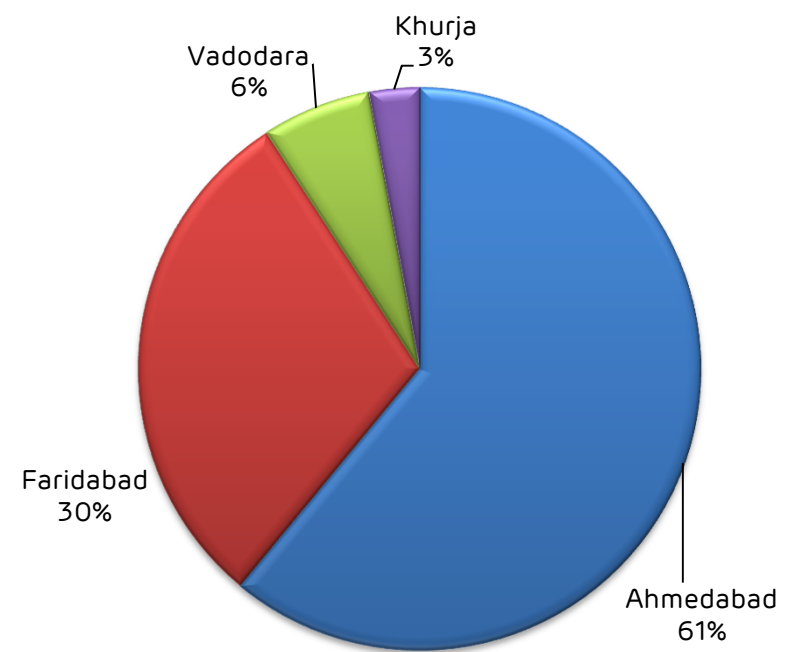
- Key Roles : 3 Regional Heads , Technical Head & GA Heads for 14 GA's in place

Existing Operations – Balanced Volume growth across segment & geography

Customer Segment wise Volume Spread : FY19

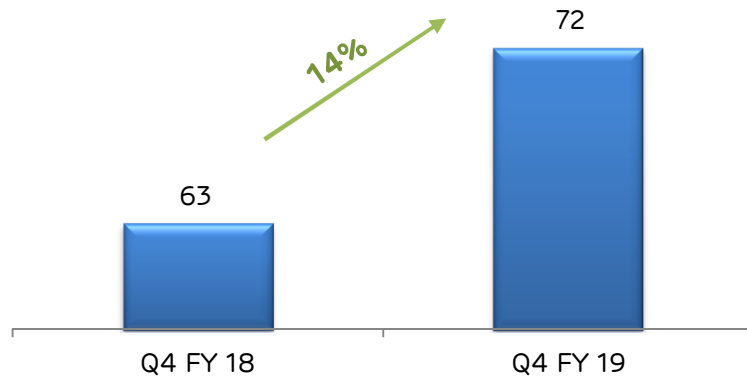


Geography wise Volume Spread : FY19

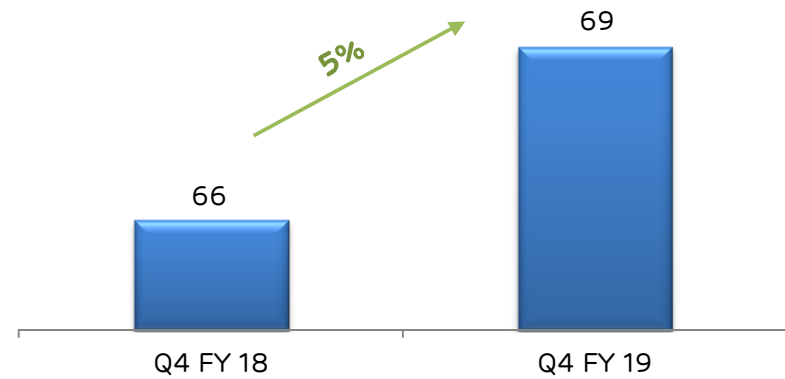


Operational Highlights – Q4FY19

CNG Sales Volume [MMSCM]



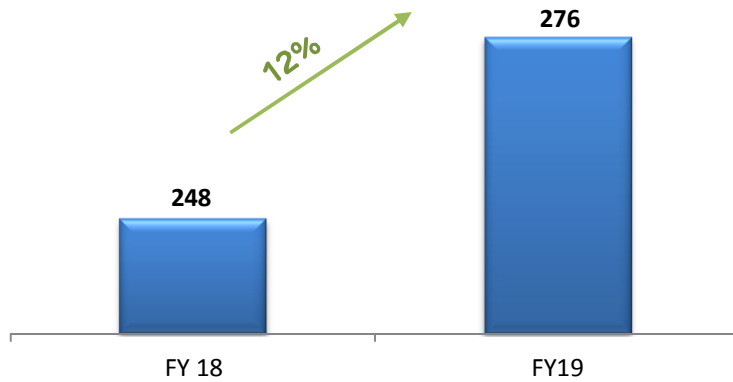
PNG Sales Volume [MMSCM]



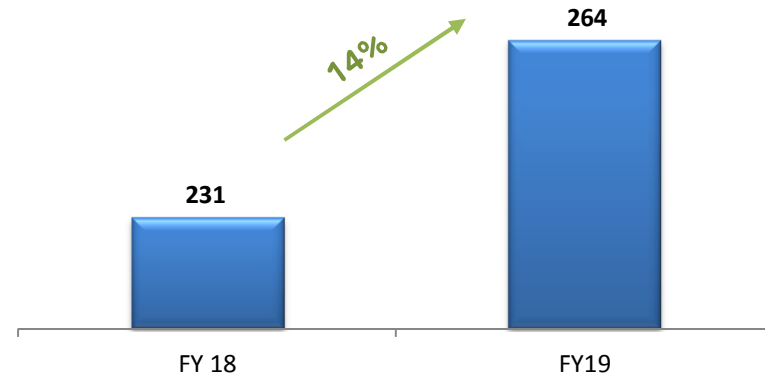
Overall Volume up by 9% Q4 FY19 YoY

Operational Highlights – FY19

CNG Sales Volume [MMSCM]



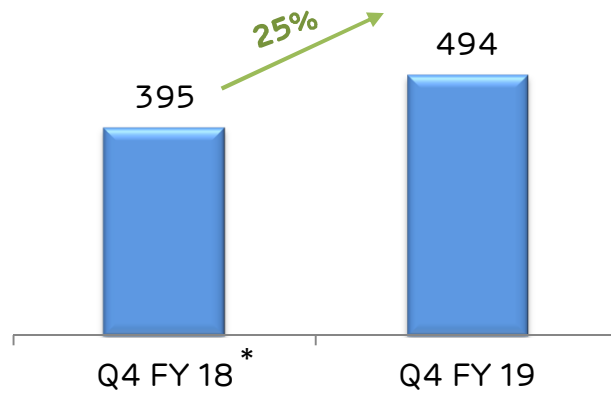
PNG Sales Volume [MMSCM]



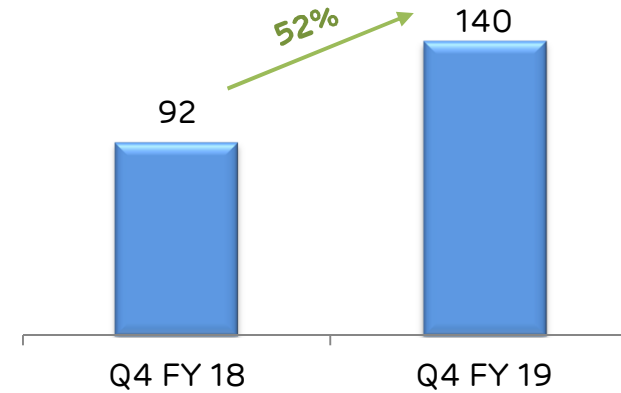
Overall Volume up by 13% FY19 YoY

Financials Highlights – Q4FY19

Revenue from Operations [Rs Cr]



Op. EBITDA [Rs Cr]

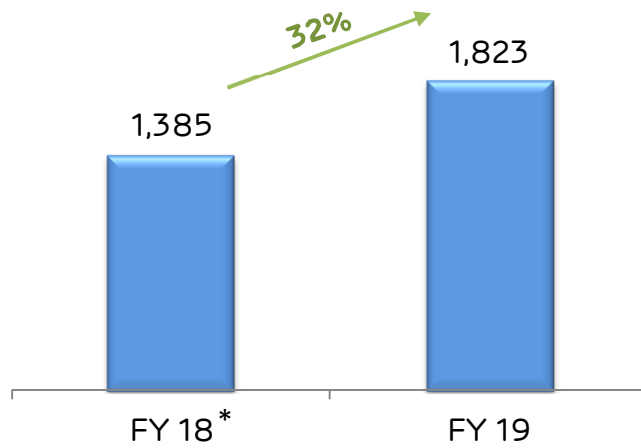


Q4 FY19 PAT up by 77% YoY

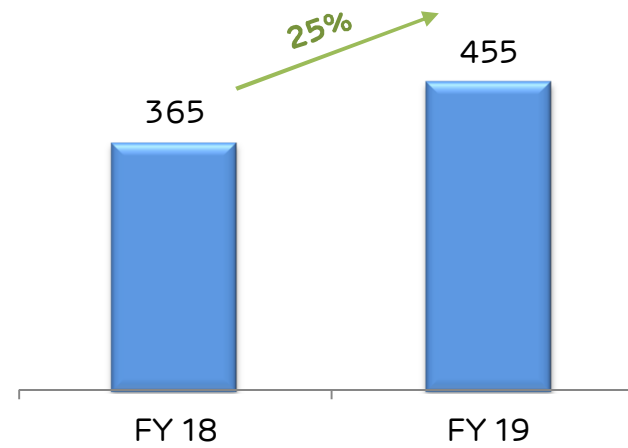
*excluding effect of restatement in last year as per Ind AS 103

Financials Highlights – FY19

Revenue from Operations [Rs Cr]



Op. EBITDA [Rs Cr]



FY19 PAT up by 39% YoY

*excluding effect of restatement in last year as per Ind AS 103