



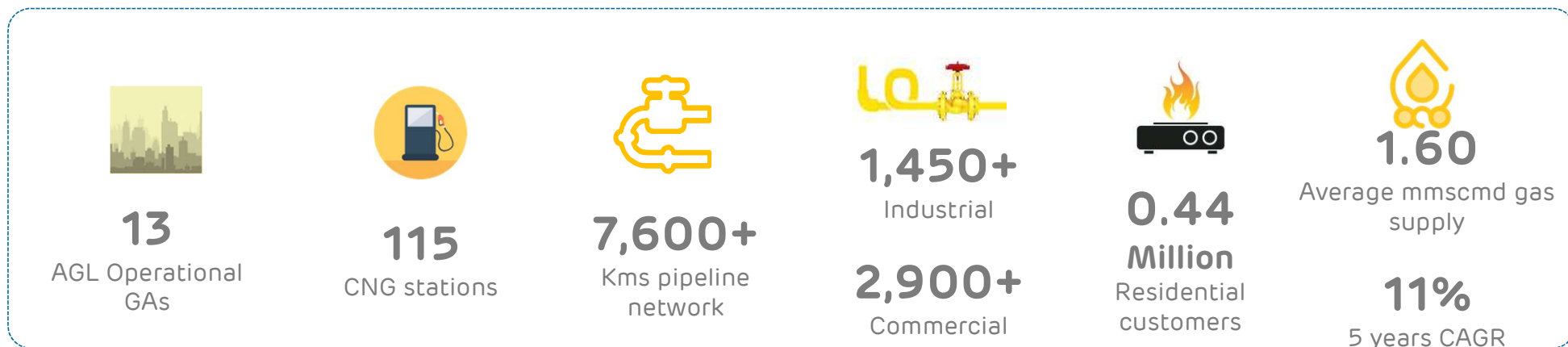
Operational & Financial Highlights FY20 & Q4 FY20

Legal Disclaimer

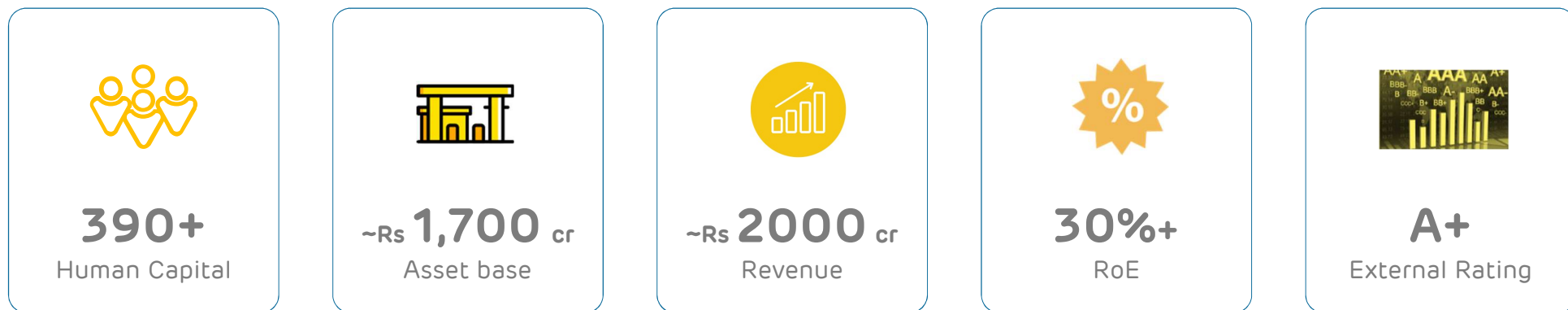
Certain statements made in this presentation may not be based on historical information or facts and may be “forward-looking statements,” including those relating to general business plans and strategy of Adani Gas Limited (“AGL”), its future outlook and growth prospects, and future developments in its businesses and competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, etc., or similar expressions or variations of such expressions. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in its business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in India. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, or a solicitation of any offer, to purchase or sell, any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of AGL’s shares. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under or in relation to the shares shall be deemed to constitute an offer of or an invitation by or on behalf of AGL. AGL, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this presentation, unless otherwise specified is only current as of the date of this presentation.

AGL assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. AGL 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. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of AGL. This presentation is strictly confidential. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of its should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration therefrom. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner. This presentation contains translations of certain Rupees amounts into U.S. dollar amounts at specified rates solely for the convenience of the reader.

Adani Gas – India's Largest City Gas Distribution Company



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



Balanced growth across customer segment and geography

Adani Gas – Replicating Infrastructure Success in New As

Key Strengths

Strong parentage – **Adani Group** and **TOTAL S.A.**

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

Experienced management team and dedicated workforce

Business Updates (Q4 FY20)

Sales Volume up by 3% YoY

23 New CNG Stations Operationalised in Q4 FY20

12,000+ PNG Connection added

Op. EBITDA up by 20% YoY

PAT up by 61% YoY

Revenue from Operation down by 1% YoY due to lower price realization on account of softer Gas prices & lockdown from Mid March 20 onwards

115

OPERATIONAL
CNG STATIONS

33

CNG
STATIONS
COMMISSIONED

9

NEW GA'S COMMERCIALY
OPERATIONALIZED

48%

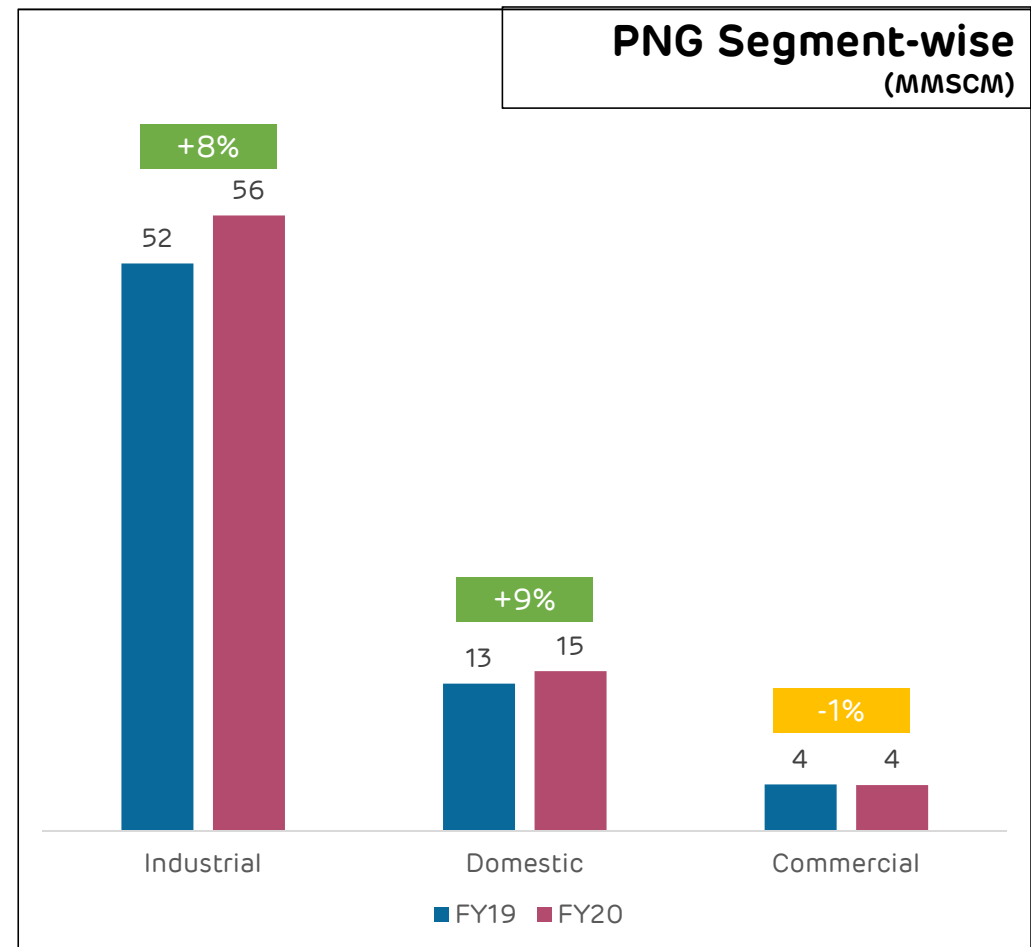
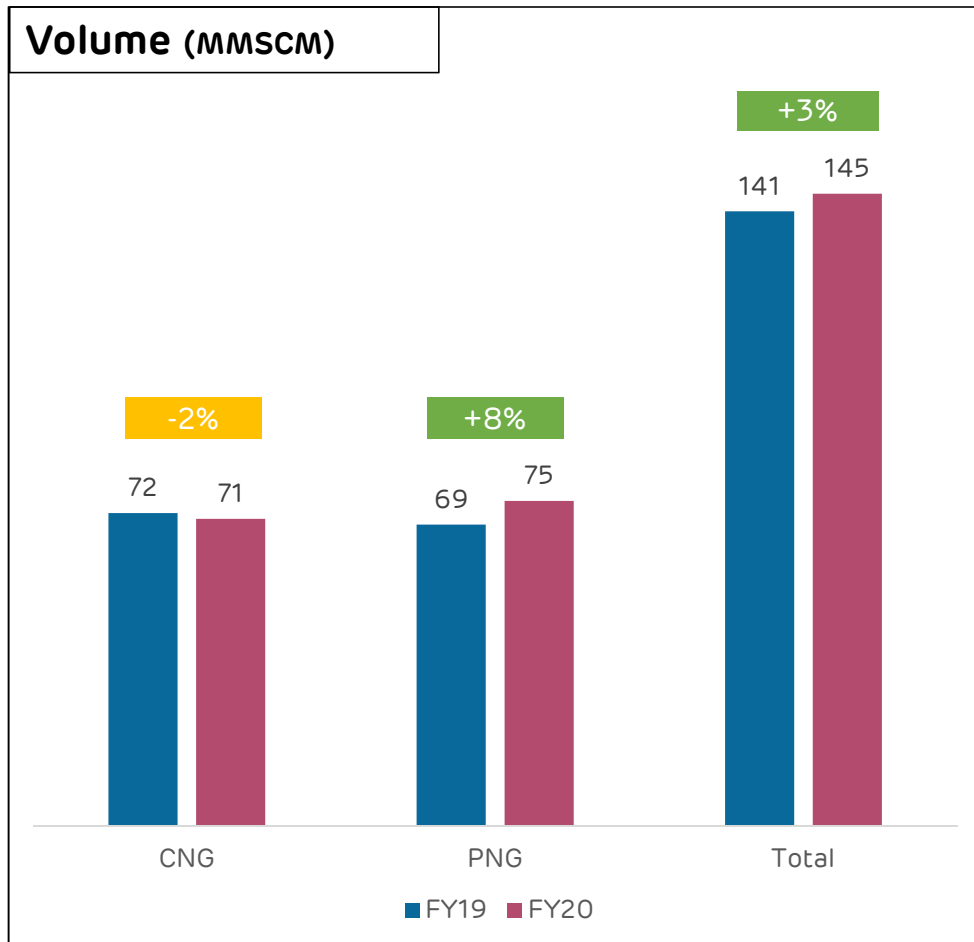
GROWTH IN
COMMERCIAL
CUSTOMERS
(351 --> 520)

35%

GROWTH IN
INDUSTRIAL
CUSTOMERS
(174 --> 236)

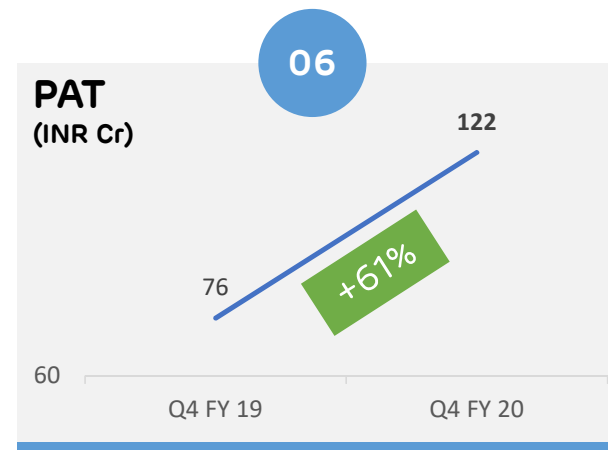
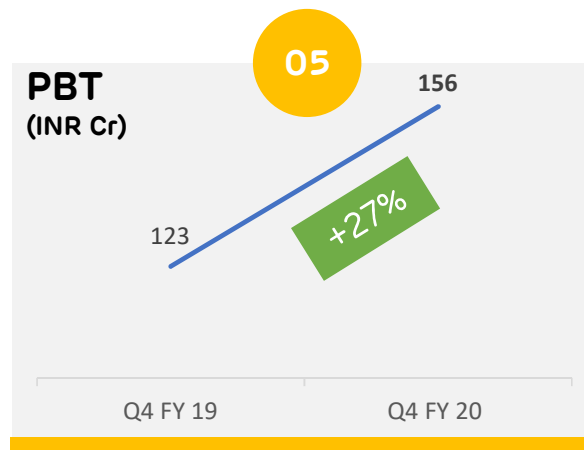
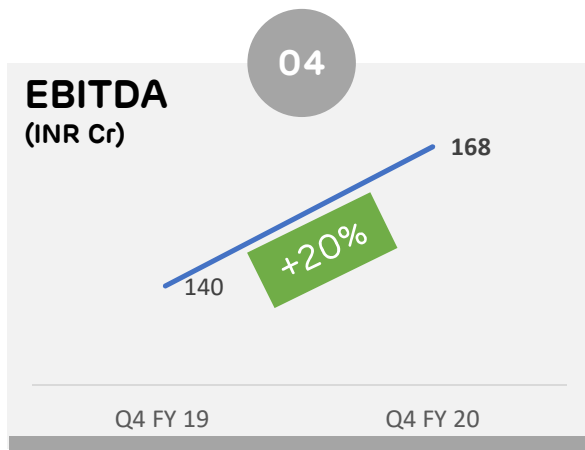
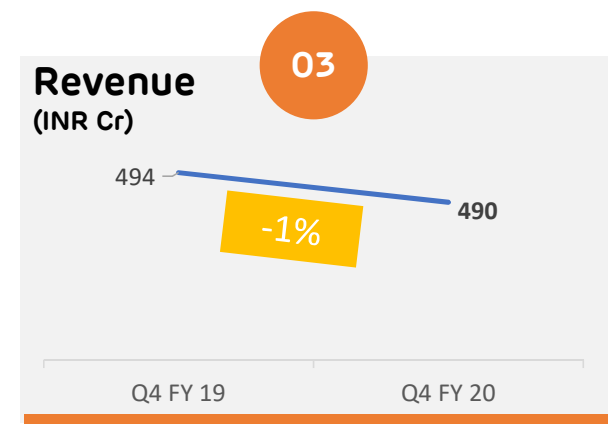
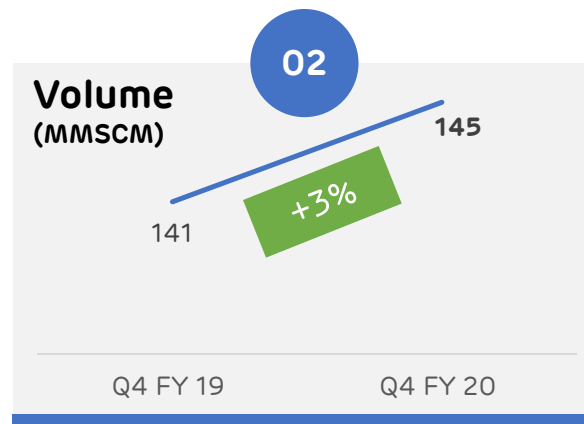
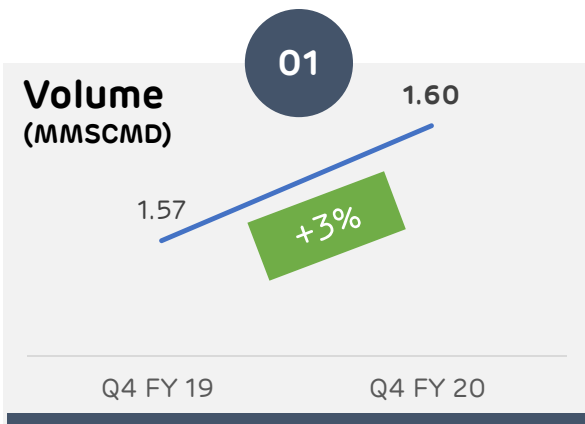
Adani Gas with robust business model is well positioned to take advantage of growth in NG sector

Volume [Q4 Y-o-Y]

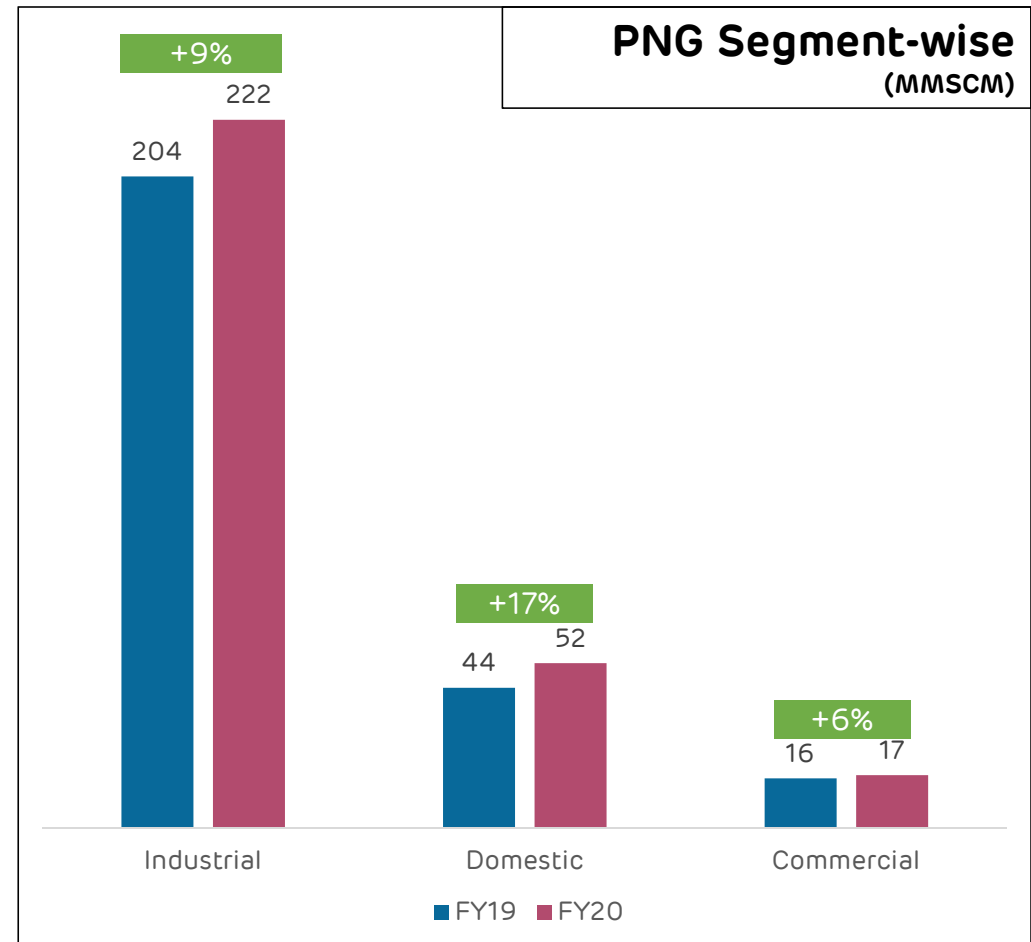
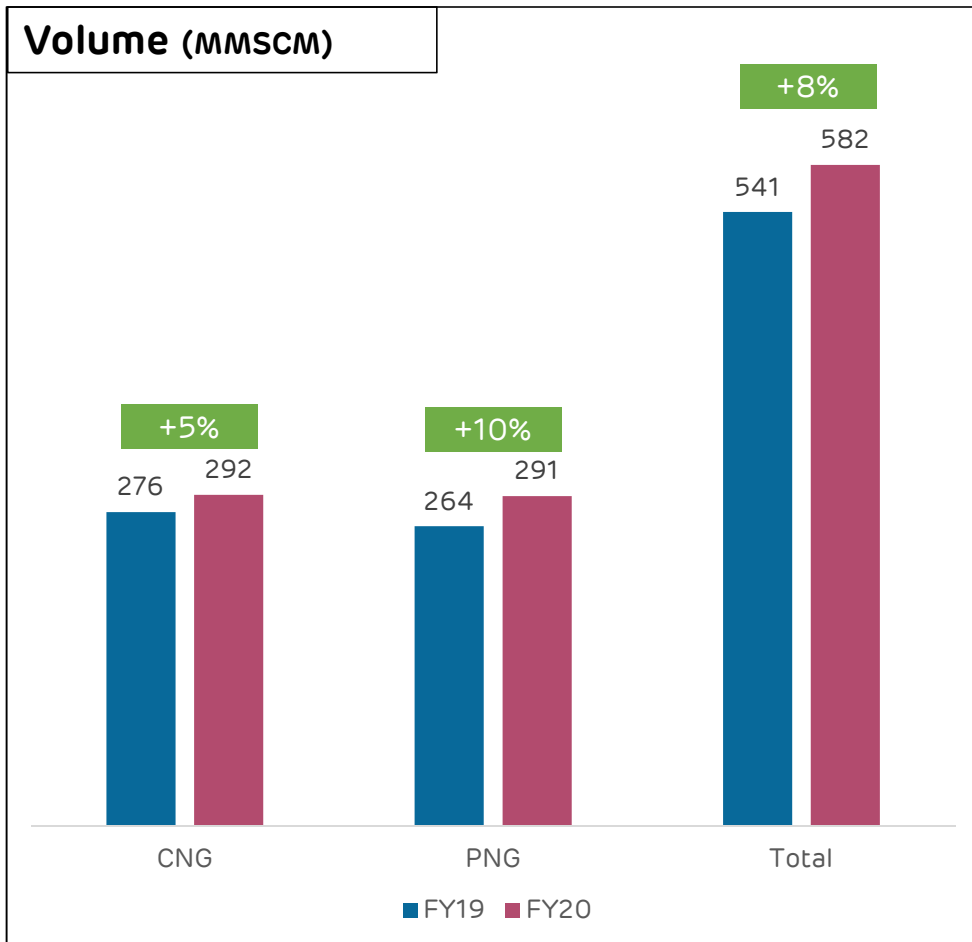


Note : Travel restriction and lockdown from mid March 2020 on account of COVID-19

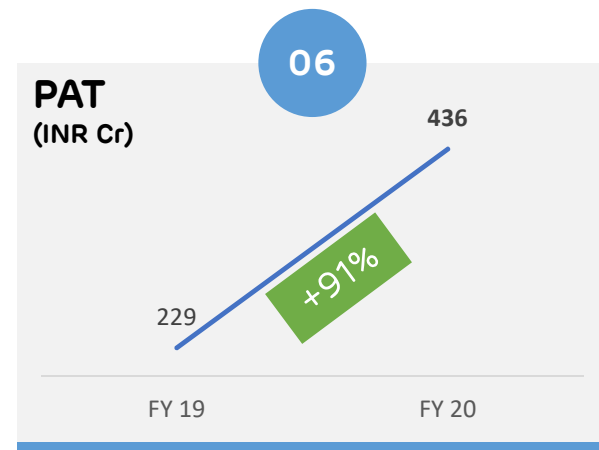
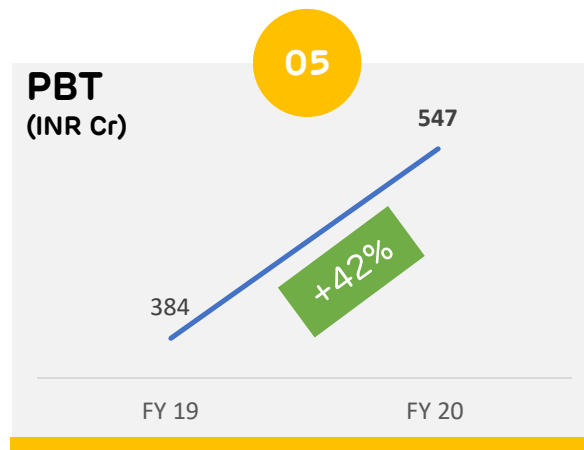
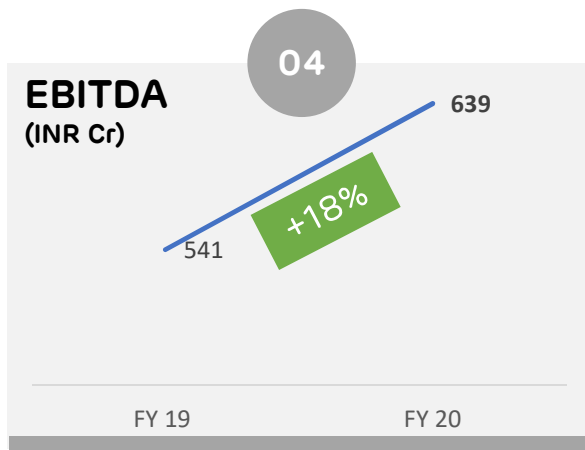
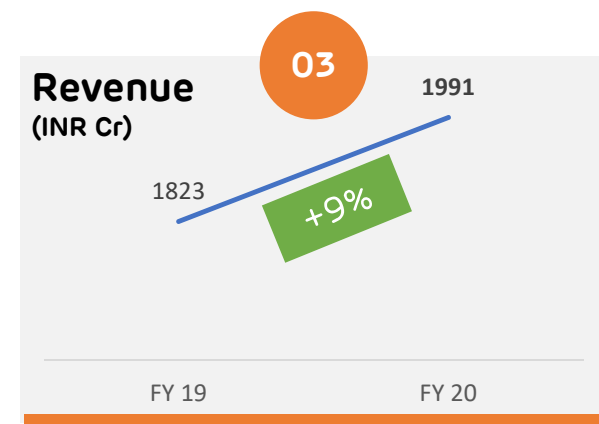
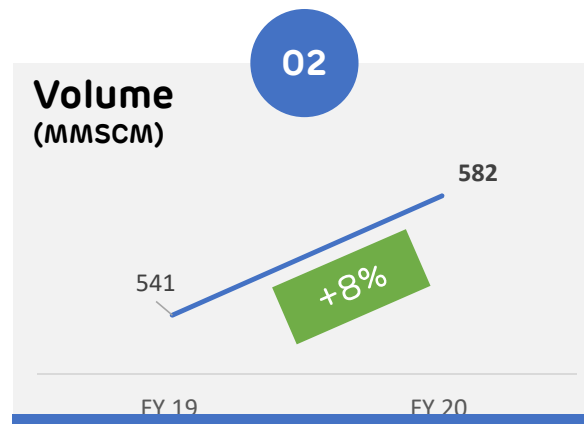
Business Performance – Q4 [Y-o-Y]



Volume [Y-o-Y]



Business Performance – FY 20 [Y-o-Y]



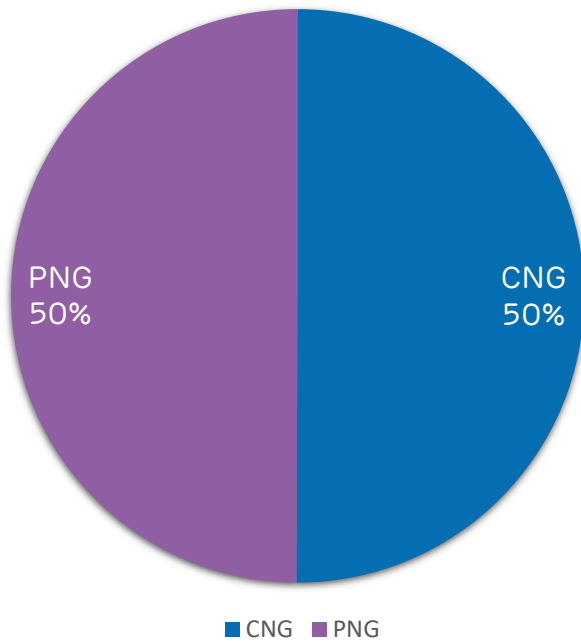
Financial Performance at a Glance

Consolidated Financial Results

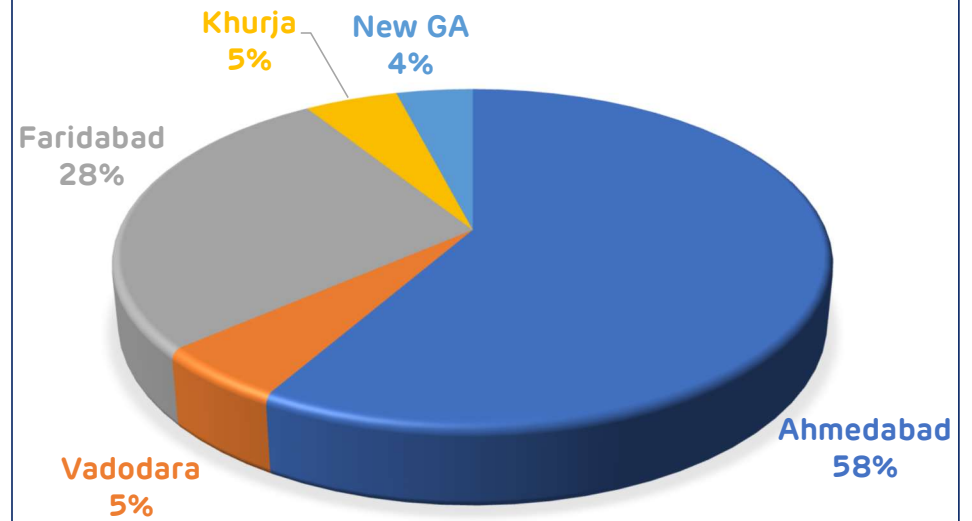
- ✓ FY20 **Revenue from Operations increased 9% Y-o-Y** to INR 1991 Cr vs. INR 1823 Cr
- ✓ FY20 **Op. EBIDTA has increased by 31% Y-o-Y** to INR 595 Cr vs. INR 455 Cr
- ✓ Q4 FY20 **Revenue from Operations decreased 1% Y-o-Y** to INR 490 Cr vs. INR 494 Cr
- ✓ Q4 FY20 **Op. EBIDTA has increased by 20% Y-o-Y** to INR 168 Cr vs. INR 140 Cr
- ✓ Q4 FY20 **Revenue from Operations decreased 5% Q-o-Q** to INR 490 Cr vs. INR 519 Cr
- ✓ Q4 FY20 **Op. EBIDTA has increased by 8% Q-o-Q** to INR 168 Cr vs. INR 156 Cr

Volume Mix - FY 20

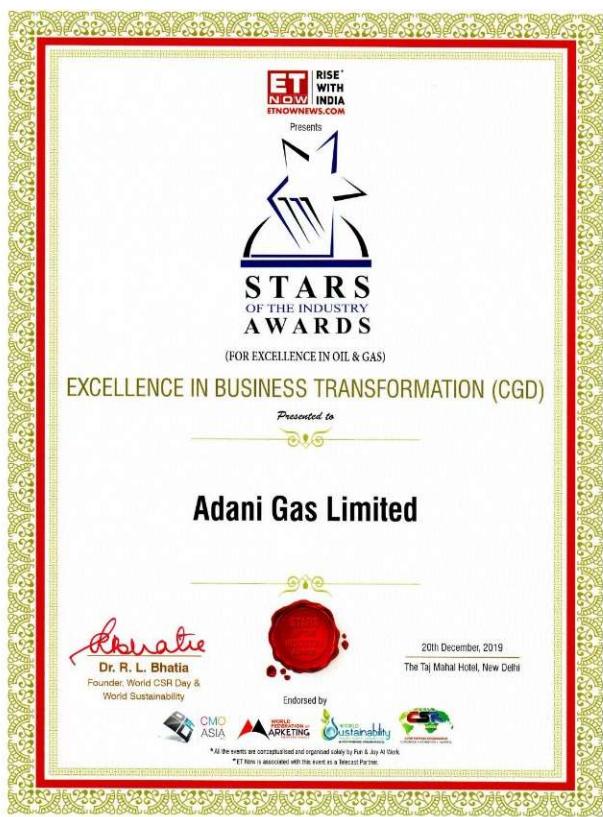
VOLUME MIX - Actual FY 20



GA WISE VOLUME CONTRIBUTION - FY20



Recognitions Received by AGL



EXCELLENCE IN BUSINESS TRANSFORMATION (CGD)
STAR OF THE INDUSTRY AWARDS



HR EXCELLENCE AWARD
GOLDEN PEACOCK AWARDS



GOLD AWARD FOR SMART TECHNOLOGY
ISGF INNOVATION AWARDS

Business Impact due to Covid -19

- For CGDs entities, the recent unfortunate COVID 19 event and consequential nationwide lockdown in India has impacted the current ongoing demand of CNG and PNG by industrial and commercial segments.
- During this challenging times, Adani Gas Limited has ensured uninterrupted supply of PNG and CNG across all its GAs
- Like many other CGDs, AGL has also invoked Force Majeure and Change of Law provisions under PNGRB regulations towards compliance of MWP obligations.
- AGL has also invoked Force Majeure provisions under its gas supply and transmission contracts towards minimum off take or shipping of gas quantities
- Currently, with over 95% of volume coming from the operational GAs, makes the business quite resilient, we expect to continue to generate healthy cash flows from operations going forward.
- Capital contribution for the infrastructure development in new GAs has been made from the accruals of the company.
- AGL's strategy is to fast track development of steel pipeline laying and setting up of CNG stations to initiate early development of eco system in the New GA's

adani

Gas

Thank You

