



ADANI GAS LIMITED
15th Annual General Meeting
Friday, June 26, 2020
11:30 a.m. to 12:05 p.m.

CORPORATE PARTICIPANTS:

Mr. Gautam S. Adani
Chairman

Mr. Pranav V. Adani
Non-Executive Director

Mr. Maheshwar Sahu
Independent Director

Mrs. Chandra Iyengar
Independent Director

Mr. Suresh P Manglani
Chief Executive Officer

Mr. Parag Parikh
Chief Financial Officer

Mr. Gunjan Taunk
Company Secretary

Other key executives, Statutory Auditor, Secretarial Auditor, Scrutinizer and Shareholders

➤ **Welcome Speech by Mr. Gunjan Taunk, Company Secretary**

Dear Shareholders,

Good Morning!

I, Gunjan Taunk, Company Secretary of the Company welcome all the members to the Annual General Meeting of the Company which is being held through video conferencing.

I hope all of you are safe and in good health & stay that way. Due to COVID-19 Pandemic, lockdown and social distancing norms, we are for the first time holding this Annual General Meeting through video conference.

Apart from Chairman, CEO and CFO present on the dias, other Board members have joined through Video Conference. Our Statutory Auditors, Internal Auditor, Secretarial Auditor and Scrutinizer have also joined from their respective locations.

I will take you through certain points regarding the participation and voting at this meeting.

- All the members who have joined this meeting are by default placed on mute, to avoid any disturbance from background noise and ensure smooth and seamless conduct of the meeting.
- Members who have not voted through remote e-voting can cast their votes through e-voting facility during the AGM.

In this meeting 72 members are present in person through video conferencing out of which 3 are authorised representatives holding 82,24,64,074 (Eighty Two Crores Twenty Four Lakhs Sixty Four Thousand Seventy Four) equity shares.

As requisite quorum of members is present with the consent of Chairman, I declare the meeting to be in order.

Now I request Mr. Suresh P Manglani, Chief Executive Officer of the Company to extend a warm welcome to the shareholders.

➤ **Mr. Suresh P Manglani, Chief Executive Officer**

Dear Shareholders, Respected Chairman, Sh. Gautam Bhai Adani, members of the Board and all the participants in this very first of its kind 100% virtual AGM of Adani Gas Limited.

A very good Morning to all. As we all are currently witnessing challenging times, I hope that you all and your families are keeping safe. Do take care of yourself and all your loved ones.

I welcome you all to this unique virtual Annual General Meeting of Adani Gas. We would have certainly loved to see you all in person and interact, but extraordinary time calls for exceptional measures, and here we are. This unique setting has given us an opportunity to reach out large number of shareholders than ever before.

“Safety First” is an integral part of Adani Gas day to day business operations. Today with the supply of PNG and CNG, Adani Gas is touching lives of close to 3 million people on daily basis. With the access to strong policies of both our promoters Adani Group and Total, we have put in place robust HSE practices which have helped us to sustain our large PNG and CNG operations and project executions across 19 GAs with zero fatality in the year 2019-20. Adani Gas firmly believes that all types of injuries, illness & incidents are preventable. Nothing is more important to our overall success than our employees going home safe, each day. Safety is not only a priority – it is a pre-condition for our organizational behavior. We take safety and well-being of our employees, their families, our business partners, customers very seriously. While we are keeping all our operations uninterrupted, we are ensuring 100% safety through adherence to the social distancing norms and sanitization at all our operating locations. All our Area Emergency Offices have been operating 24*7 handling emergencies, maintenance activities and providing services even during the lockdown.

Adani Gas is committed to increasing ESG footprint by aligning our business with emphasis on climate protection and enhancing community outreach through our CSR programs. AGL is committed to be the part of nation building initiative and shall providing safe and clean energy to all consumers. We are committed to contributing to the nation's effort to achieve its goal of reducing carbon emissions by 33% by 2030 as promised by Hon'ble Prime Minister at COP21 Paris Convention.

The year 2019-20 saw a landmark development – a world energy major TOTAL Holding SAS joined Adani Gas as a promoter of the company. Now your company has strong parentage of both Adani Group and Total with access to strong technical capabilities, best practices and center of excellences across business value chain. The investment by Total is the largest ever foreign direct investment in India's CGD sector. Your company will also be benefited with the access to TOTAL's Global LNG portfolio giving Adani Gas competitive advantage on the gas sourcing end. The partnership will ensure that Adani Gas strengthens its hold on the Indian market, provide superior returns to the stakeholders and further strengthen value -creation. The investment by Total in Adani Gas reinforces commitment of our Chairman Shri Gautam Bhai Adani to develop Adani Gas as a world class gas distribution company providing best in class customer care and value added offerings. The partnership of Total with Adani

Group will certainly further India's vision to enhance share of natural gas in the energy basket from current 6.3% to 15% by 2030. I on behalf of you all heartily welcome Total as a promoter of Adani Gas.

Your Company has maintained its focus on the CNG and PNG segments equally as the potential growth areas in the forthcoming years. **We have successfully laid additional 1100 Kms of pipelines over the course of the last financial year.** As on 31 March 2020, the PNG consumer base increased to 440000 which includes PNG connections to over **56000** additional homes. **In addition**, during the year Your Company connected PNG to more than **750** Industrial and commercial customers, totaling to a customer base of around **4500** industrial and commercial consumers as on March 2020.

On the CNG front, your company added **33** new CNG stations during the year 2019-20. Your Company is now operating **115** CNG stations.

Your Company continues to witness steady growth in sales volume, backed by growing CNG and PNG distribution network.

The year FY20 has been a milestone year for your company in terms of our operational and financial performance. On the operational front, the **overall Volume grew by 8% to 582.2 MMSCM, CNG volumes increased by 5% to 291.6MMSCM and PNG by 10% to 290.6 MMSCM.**

Over the years, your Company has been delivering excellent results on all fronts, and I am pleased that this year too, we have sustained that trend. AGL has registered a rise in **Profit after Tax by 30% to Rs.436** crores during 2019-20. Further, I am delighted to bring to your notice that during 2019-20, **the turnover** of AGL is at **Rs.1991 crore** as against Rs 1823 Crores last year, registering a growth of **9%**.

I want to express my gratitude to all our shareholders for their support. Also, you would be proud to know that this week your company has been included in NIFTY Midcap 100 in less than 2 years of its listing on the stock exchange. It is a proud moment for all of us and it shows the confidence of our shareholders in business plan of your company.

Our financial results reflect growth in operating performance across various segments and geographies. Your company has strategically commenced CGD operations in the Authorized GAs of the State of Gujarat, Rajasthan, Haryana and Utter Pradesh, with an aim to grow a sustainable business in the years to come. This marks a significant milestone in AGL's journey to creating valuable assets across the country to accelerate value creation for the future. AGL plans to invest heavily in long term and sustainable infrastructure for PNG and CNG.

While COVID-19 has taught the importance of Technology to organizations across the world, at Adani Gas, we have always been focusing on gainful use of Technology and innovation as enablers to do business and provide customer delight. We were the first CGD Company to implement SCADA and likewise we have been taking several digital initiatives across the value chain and across

stakeholders to deliver significant value. The introduction and launch of My Adani Gas application, Smart Customer care, digital bill payment and spot billing are helping enrich the overall customer experience while initiatives like SCADA & GIS systems are helping us to enhance our operations. Our new initiative on Analog to Digital, A2D as we call it will help improve the efficiency of our employees as it will help us get rid of the manual & repetitive work and introduce automation. To enhance our focus on digitization, we are building a team with the right resources and exceptional leadership. Your Company is taking all the necessary steps to be ready for the future as a smart and digital integrated utility company.

We at AGL understand our responsibility towards our society and the environment and always look for avenues to give back to society. In our effort to achieve the same, we have participated in various CSR programs in association with **Adani Foundation**-the CSR, Sustainability and Community outreach arm of Adani group. Adani Foundation has been working relentlessly across 2315 villages across 18 states to uplift the lives of over 3.4 million people every year with multi-faceted intervention approach in four key areas – Education, Health, Sustainable Livelihood Development and Community Infrastructure development with an emphasis on bringing behavioral change. Your Company has **contributed Rs 5.21 Cr** during the year 2019-20 and proposes to contribute **~ Rs 7.5 Cr** in coming FY 2020-21. You will be pleased to know your company timely responded to the call of duty and donated Rs. 5 cr to the PM care FUND towards the fight against COVID-19. On our contribution to environment, I would like to share with you all that in the current year your company have saved CO2 13 times more than what we are emitting through our operations

While country was under locked down due to COVID 19, our teams at Adani Gas were on duty working round the clock providing uninterrupted supply of PNG and CNG. With their hard work and commitment, all our emergencies and customer care offices were up running to meet the enhanced challenges. Let me therefore take this opportunity to thank all the Adani Gas employees who have shown resilience and continued their hard work even during these testing times. We all at Adani gas have now transformed our homes into offices, communicating through digital medium and continuing with enhanced productivity.

Also, together with our shareholders, Adani Gas Parivaar salutes the front-line warriors, the doctors, nurses, police officers and large number of volunteers for their exemplary courage and selfless determination to ensure the safety of the citizens of this great nation. We thank you all.

All these achievements would not have been possible without the support of our stakeholders, including the Central and State Governments and various Government agencies, our partners, suppliers and contractors, consumers and above all shareholders. I want to take this opportunity to thank all for their continued supported and guidance during the year.

I also sincerely thank to the members of the Board for their continued support and to our Chairman Sh. Gautam Bhai Adani for always thinking about our growth of Adani Gas and for his strong support and guidance.

Last but not least, I would like to thank our shareholders for their continued confidence in us and to the Team Adani Gas for their high level of motivation, commitment and hard work.

Thank you.

I now request Mr. Gunjan Taunk, Company Secretary to take up rest of the proceedings.

➤ **Mr. Gunjan Taunk, Company Secretary**

Dear Shareholders,

Since the Notice and Directors' Report are already circulated in advance, it is proposed to take them as read. Pursuant to the provisions of the Companies Act, 2013, it is also not required to read Auditors' Report. With the permission of the shareholders, I take it as read.

Questions

Some of the shareholders have registered themselves as speakers for the AGM. I shall now invite them one-by-one to speak:

Now I request the Moderator to unmute Ms. Vibhuti Soni.

• **Ms. Vibhuti Soni**

Question: Due to Covid19, as a customer was worried about how to pay the gas payments, however the Adani Gas Application was launched and it was extremely useful, I could view my bill, place complaints and easily make payments. The trust that AGL has shown and given the convenience is really appreciable

Reply by Mr. Suresh P Manglani, CEO:

Thank you for your compliments, we will make sure we don't become complacent and continue to provide good customer care service.

Now I request the Moderator to unmute **Mr. Kishore**

- **Mr. Kishore**

Question: Let me congratulate AGL to become NIFTY midcap under 500 in less than 2 years, I would like to know why the stocks are on a continuous high for almost 15-16 months

Reply by Mr. Suresh P Manglani, CEO and Mr. Parag Parikh, CFO:

Compliments should be given to all shareholders for the Nifty midcap 500. Let me give you some perspective regarding the stock price, reason is the strong vision of Chairman, Gautam Bhai Adani and CEO of Total Mr. Patrick Pouyanné. Nation building is the first goal and making AGL a part of it, we get best practices of both the worlds and that is the best aspect of AGL.

Second point is of the vision of Govt of India to increase the share price of natural gas from 6.3% to 15% and CGD will be important aspect to contribute significantly on that part. Encouraged to put money in the infrastructure to develop it. Third, the team has been able to deliver a double digit growth on a consistent basis.

5 factors that are important

1. Doing business in India, how easy it is to do business
2. Followed by the fact how people look at the sector
3. Promoters
4. Management team
5. Performance that the management team is putting up

All these 5 factors eventually reflect on the market cap

Now I request the Moderator to unmute Mr. Ranjit Singh

- **Mr. Ranjit Singh**

Question: In the lockdown with a large customer base and operations across all GAs, how was the business managed?

Reply by Mr. Suresh P Manglani, CEO:

Adani Gas has a strong infrastructure, a robust integrity and automation, digitization and our Adani Gas Team. We made sure our PNG, CNG supply, emergency services and customer care remained unaffected. We made sure apart from homes, PNG was supplied uninterrupted to temples, gurudwaras

who were feeding many. CNG vehicles who were serving the nation, the pharma companies who were manufacturing medicines. So we made sure that our teams are working round the clock. Emergency vehicles were available and this is possible through the strong foundation laid by Adani Group. Adani Gas is always geared up to run its operations uninterrupted providing PNG and CNG.

Now I request the Moderator to unmute Mr. Vishal

- **Mr. Vishal**

Question: How are we looking to expand in other GAs?

We started with 4 GAs in 2012, we received additional 15 licenses in AGL. Our total license has become 19. We have a joint venture with company, and that company too has 19 GAs. This 38 GAs add to the 17 districts in the country. Total govt of India has given 406 license. Our construction work in all GAs is going on in full swing and developing our footprints. Largest private sector in India, we plan to become largest natural gas distributor.

➤ **Mr. Gunjan Taunk, CS**

CS Ravi Kapoor, Practicing Company Secretary is appointed as Scrutinizer for conducting e-voting process. Results for remote e-voting and e-voting during AGM will be placed on the website of the Company. It will also be submitted to the Stock Exchanges as per the relevant provisions of the Companies Act and the listing regulations.

The meeting is concluded with a vote of thanks to the Chairman Sir.

I express my gratitude to all the members for their co-operation.

Thank you, stay safe.