



**MAHANAGAR
GAS**

MAHANAGAR GAS LIMITED

(GAIL, Govt. of Maharashtra & BGAPH Enterprise)

Ref: MGL/CS/SE/2018/210

Date: November 19, 2018

To,

Head, Listing Compliance Department BSE Limited P. J. Towers, Dalal Street, Mumbai - 400 001 Scrip Code/Symbol: 539957; MGL	Head, Listing Compliance Department National Stock Exchange of India Ltd Exchange Plaza, Bandra –Kurla Complex, Bandra (East), Mumbai - 400051 Script Symbol: MGL
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Sub: Regulation 30 of SEBI (LODR) Regulations, 2015 – Investors Presentation.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith presentation to be shared with Analyst/Institutional Investors.

You are requested to take the above information on your records and disseminate the same on your website.

Thanking you,

Yours sincerely,

For Mahanagar Gas Limited

Alok Mishra

Company Secretary and Compliance Officer



Encl.: As above



PRESENTATION TO INVESTORS

indhan
hariyati ka

MGL : An Introduction

One of the largest CGD Companies in India

Attractive Market

Sole authorized distributor of CNG and PNG in Mumbai, its Adjoining Areas and Raigad with more than 23 year track record in Mumbai ⁽¹⁾

Low-Cost Gas Availability

Cost-effective availability of domestic natural gas with sourcing flexibility

Strong Customer Base

CNG supplied to over 0.65 mn vehicles and PNG to approximately 1.19 mn domestic households⁽²⁾

Infrastructure Exclusivity

Over 5,150 kms of pipeline⁽²⁾ with infrastructure exclusivity⁽³⁾ and 223 CNG filling stations⁽²⁾

Commitment to Health and Safety

Safety management systems to seek to ensure safe, reliable and uninterrupted distribution of gas

Robust Financial Performance

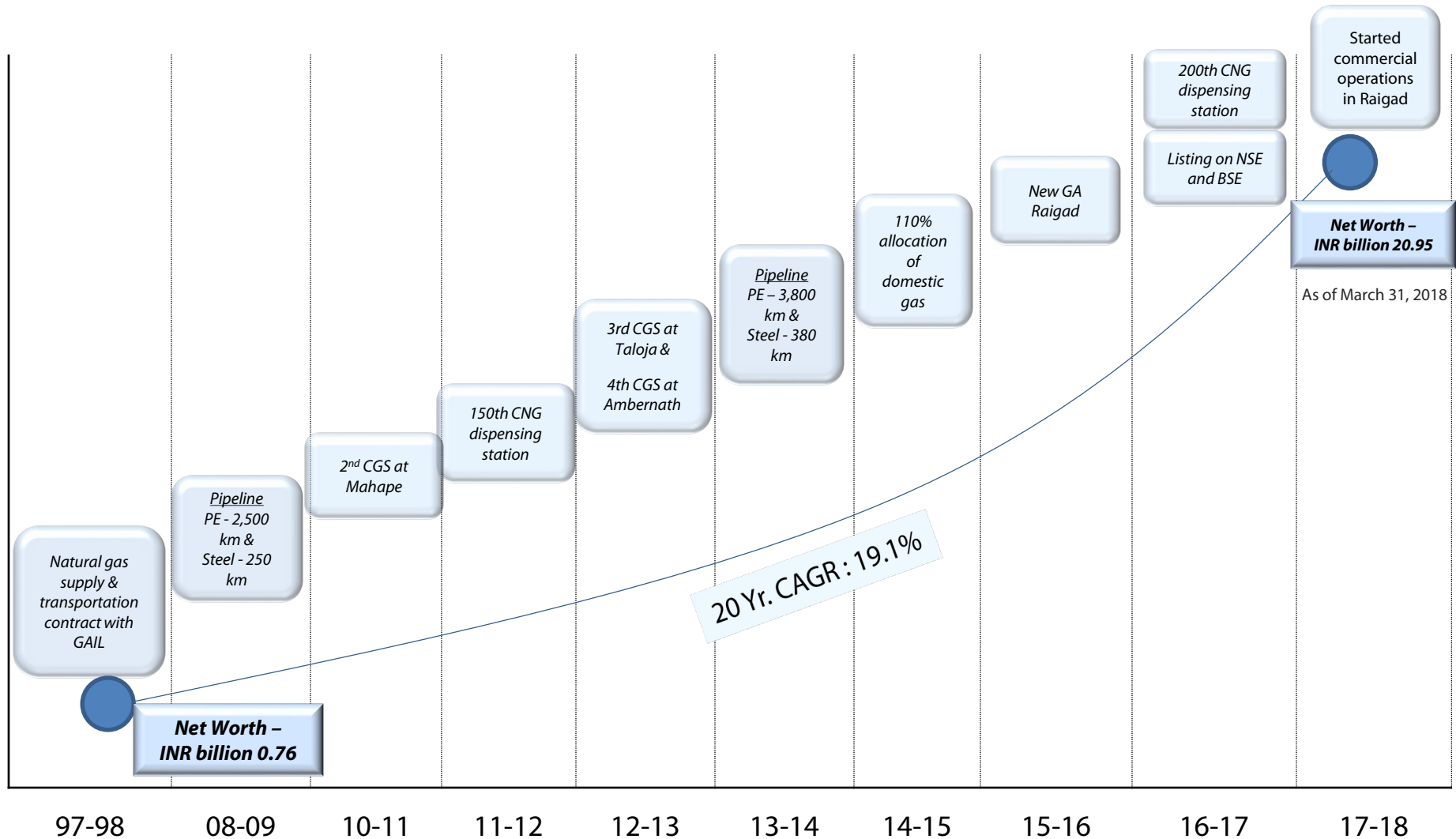
Revenue CAGR (FY13-18): 8.1%
 Return on Net Worth (FY18): 24.30%
 Total cash balance of INR 7.8 bn^(4,5)
 Net worth of INR 20.95 bn⁽⁵⁾

Blue-Chip Shareholders

BG Asia Pacific Holding Pte. Ltd. ("BGAPH") (10%)
 GAIL (India) Ltd. ("GAIL") (32.5%)
 Government of Maharashtra ("GoM") (10.0%)
 Public (47.5%)

Note: (1) Established in 1995; (2) As of October. 31, 2018; (3) Infrastructure exclusivity at least until 2020 in Mumbai, 2030 in its Adjoining Areas and 2040 in Raigad; (4) Includes Current Investments. (5) As of March 31 2018

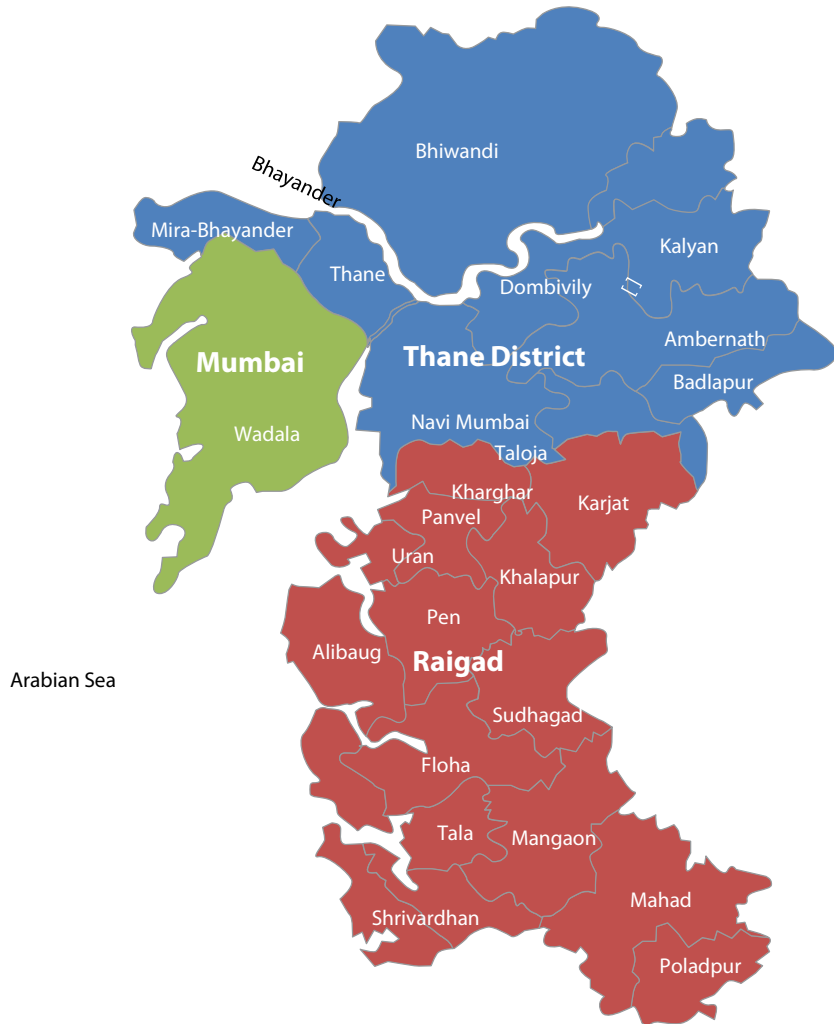
Our Journey : Record of Growth and Excellence



Areas of Operation

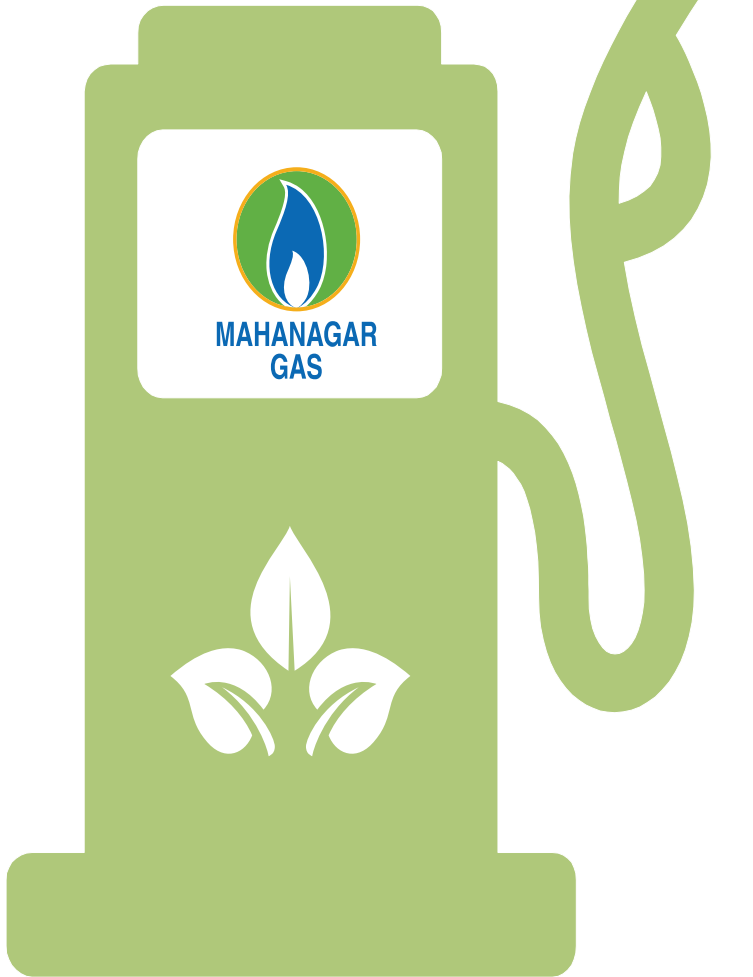


Business Operations



Areas of Operation	Mumbai & Greater Mumbai	Mira-Bhayander, Navi Mumbai, Thane City, Kalyan, Taloja, Ambernath, Dombivli, Ulhasnagar, Badlapur, Bhivandi, Kharghar and Panvel	Raigad District (adjacent to existing area of operation)
Population (mn)	20.7 mn population and 3.1 mn households ⁽¹⁾		
Infrastructure Exclusivity	2020	2030	2040
MGL Pipeline⁽²⁾	5150 kms		
MGL PNG Connections⁽²⁾	~ 1.19 mn		
MGL CNG Stations⁽²⁾	223		
MGL CNG Customers⁽²⁾	~ 0.65 mn		

The MGL Proposition



- ✓ Significant Growth Potential Backed by Favorable Industry Conditions
- ✓ Underpenetrated Market with Significant Potential for Expansion
- ✓ Robust Infrastructure in Place to Support Future Growth
- ✓ Favorable Regulatory environment
- ✓ Cost Effective Sourcing Strategy
- ✓ Strong Operational and Financial Performance
- ✓ Focused Growth Strategy in Place

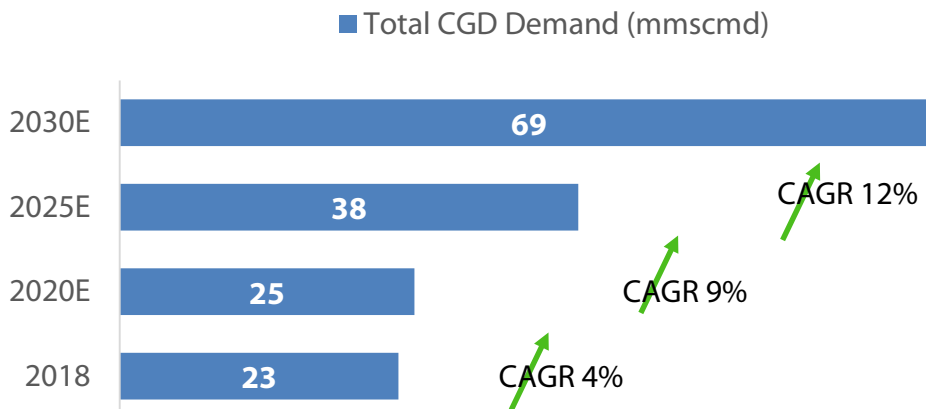
Market Natural Gas and CGD : Attractive Industry



Industry Overview

- India was the **third-largest energy consumer** in the world after China and US in 2017⁽¹⁾
- India's **primary energy consumption has more than doubled** between 2000 and 2017, reaching ~754 MToe⁽¹⁾
- India's **per capita energy consumption is one-third of the global average**, indicating potentially higher energy demand in the long-term⁽¹⁾
- Environmentally clean fuels, such as natural gas, are expected to play a dominant role in India's economic growth in the coming years

CGD Sector to Grow at a Faster Pace Post 2018 as Natural Gas becomes a Preferred Fuel ⁽²⁾



...With Increased Government Focus

- Environmental Initiatives
- PNG and CNG Corridor
- CGD Expansion in New Cities

Attractive Fuel Economics



CNG Retains its Price Competitiveness vs. Other Fuels

Comparison of Alternative Fuel Costs

Particulars	INR / kg or INR / L
CNG	49.61
Diesel	75.53 ⁽¹⁾
Petrol	82.50 ⁽¹⁾

34% Differential ⁽²⁾
59% Differential ⁽³⁾

- **Price Advantage**

Natural gas provides economic benefits over most alternative liquid fuels

- **Fuel Efficiency**

CNG vehicles typically enjoy higher fuel efficiency

- **Payback Period**

Lower running costs result in lower payback period and savings

Commercial PNG Favorably Priced vs. Alternate Fuels

Particulars	UoM	
PNG ⁽⁴⁾	INR/SCM	45.06
Commercial LPG ⁽⁴⁾	INR/Kg	77.00
PNG	INR/MMBTU	1336
Commercial LPG	INR/MMBTU	1568

~15% differential

PNG Provides Savings with respect to Non-subsidized LPG

INR / Year	Number of Subsidized/ Non Subsidized Cylinders			
	12/0	9/3	6/6	0/12
LPG	6061	7286	8511	10962
PNG	6424	6424	6424	6424
% Difference	-6%	12%	25%	41%

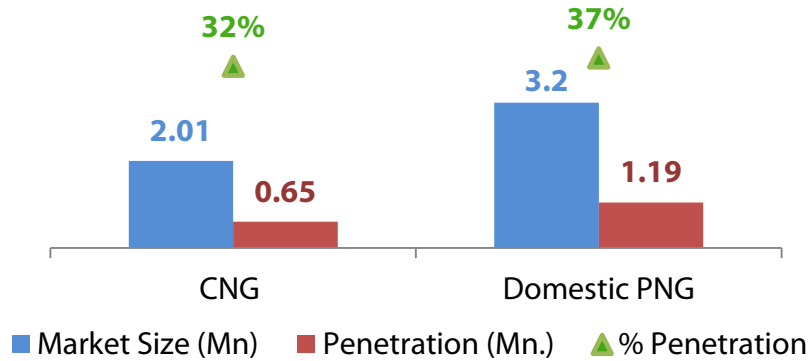
With gradual phasing out of subsidized LPG cylinders by Government, consumers will be incentivized to purchase PNG due to significant savings

Attractive End Market

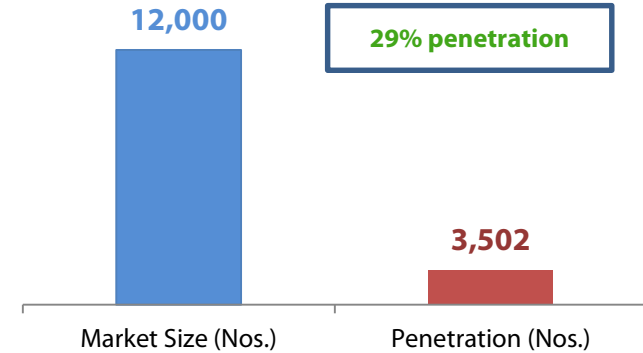
MGL GAs Market Size and Penetration as on Oct. 31, 2018



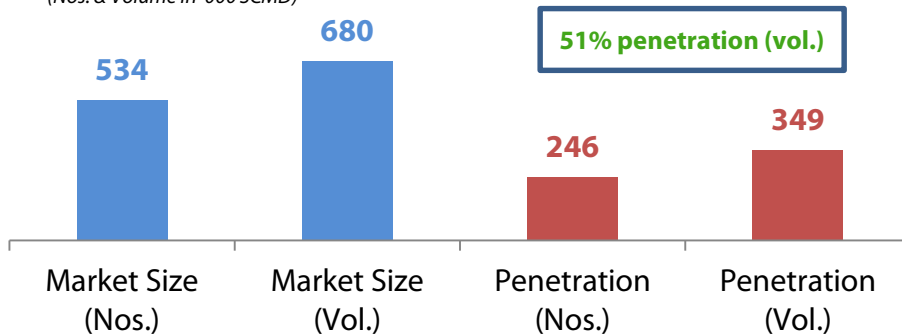
CNG Vehicle ⁽¹⁾ and House holds
(In Mn.)



Restaurants
(Nos.)



Industrial & Bulk Commercial
(Nos. & Volume in '000 SCMD)



Remark : The Market size consists of alternate fuel (excluding solid fuels)

Low penetration in areas of operations with high likelihood of growth

Regulatory environment favorable for managing profitability

Diversified Sourcing Strategy



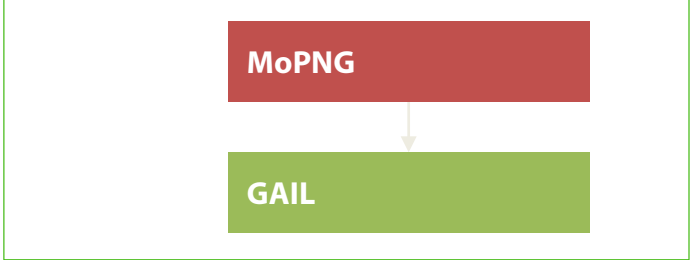
CNG & Domestic PNG

Industrial / Commercial PNG

Source



Suppliers



Allocation Policy

- Domestic supply agreement - MoPNG allocates gas for entire requirement of CNG and domestic PNG under Administered Price Mechanism (APM), PMT and Non-APM Agreements.
- Allocation of 110% of consumption in previous 6 months to be compulsorily supplied by GAIL and to be only used for the domestic PNG & CNG segments
- Price to be fixed on 6 monthly basis (market linked – US\$ 3.36 / MMBTU on GCV basis ⁽¹⁾)

- Purchase of imported RLNG for industrial/commercial PNG customers
- Mix of spot and term contracts
- Brent crude prices have recently increased.

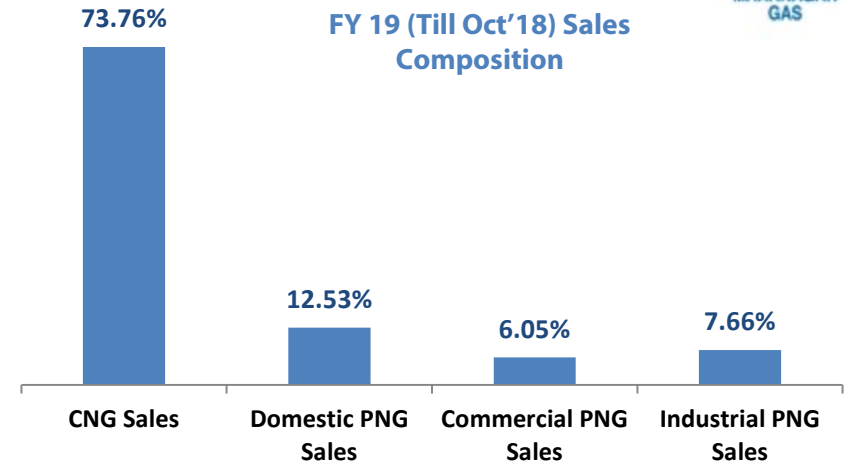
- Assured supply of gas for priority sector requirement
- Priority given to CGDs under new policy

Diversified Sourcing Strategy

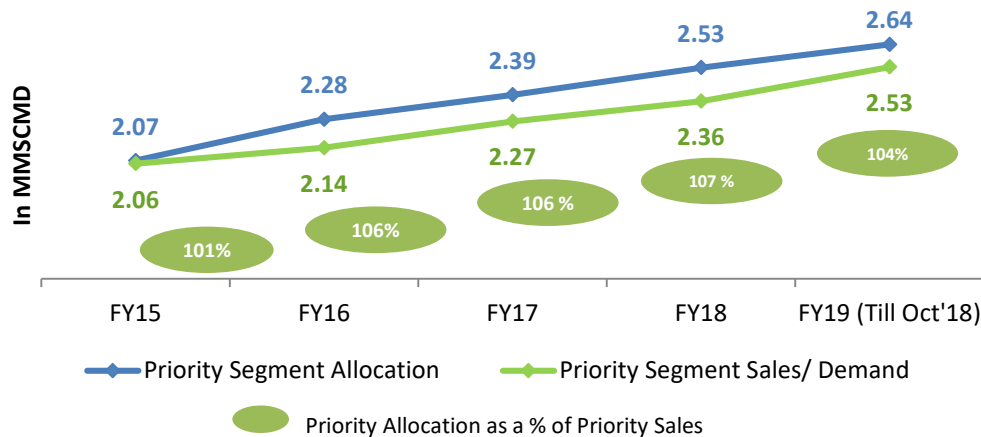


Priority Segment Forms Majority

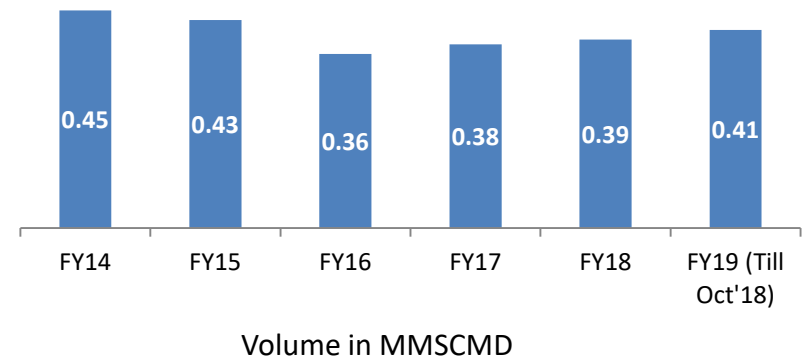
- **Allocation**
10% over and above the 100% requirement
- **Pricing**
APM price significantly lower than market price of imported natural gas
- **Distribution**
Majority of MGL's sales are from Priority Sector



Allocation vs Sales (Domestic PNG + CNG) – Robust gas availability



Reducing Dependence on Non APM/Spot/Term RLNG



With revision of the MoPNG Guidelines in 2014, **priority sector requirements are being met** with reducing dependence on sourcing spot RLNG

Infrastructure in place

Extensive Supply Network Built Over 20 Years



Asset Base
Fixed Asset⁽¹⁾ of INR 19.69 Bn
Capex⁽²⁾ of INR 2.7 Bn

CNG Customer Base⁽³⁾
~0.65 Mn

PNG Customer Base⁽³⁾
~ 1.19 Mn

223 CNG filling stations⁽³⁾
159 - OMCs
64 - MGL & its Franchisees

Pipeline and CGS⁽³⁾
Over 5150 kms of
pipeline and 5 City Gate
Stations

- **Infrastructure Exclusivity**
 - ✓ Mumbai: Up to 2020
 - ✓ Adjoining Areas: Up to 2030
 - ✓ Raigad: Up to 2040



- **Tariff Flexibility**
 - ✓ New operator can use MGL's pipeline network only on payment of transportation tariff

Enablers

MGL has established a widespread network and plans for expansion to enter into new areas and increase penetration in existing areas

Note: (1) As on September 30th, 2018, Includes purchase of fixed assets, including intangible assets, capital work in progress and capital advances; (2) For FY 2017-18; (3) As on Sept. 30, 2018

Regulatory Environment Creating Strong Barriers to Entry and Incumbent Advantage



	Description	Implication for MGL
Authorization	<i>Authorization to lay, build, operate or expand a CGD network</i>	<ul style="list-style-type: none"> • <i>Built in advantage for incumbent</i> • <i>Authorization for Mumbai, its adjoining areas and Raigad</i>
Exclusivity	<i>Infrastructure exclusivity in Mumbai and certain Adjoining Areas, and marketing exclusivity in Raigad</i>	<ul style="list-style-type: none"> • <i>Infrastructure exclusivity till 2020 in Mumbai, 2030 in Adjoining areas and 2040 in Raigad</i> • <i>Marketing exclusivity in Raigad valid up to 2020</i>
Gas Allocation	<i>110% allocation for CNG and domestic PNG requirements</i>	<ul style="list-style-type: none"> • <i>Ensured allocation for priority sectors</i> • <i>Revenue mix for MGL</i> • <i>Limited LNG requirement</i>
Price Determination	<i>Pricing benchmarked to market price of alternative fuels</i>	<i>Ability to manage margins and pass on cost increases to customers</i>
Accelerated Bidding	<ul style="list-style-type: none"> • <i>NITI Aayog agenda to expand CGD in 326 cities by 2022 from existing 92 authorized Geographical Area</i> 	<i>Opportunities to expand for MGL</i>

Regulatory tailwinds are driving sector growth, given the policies laid out by the MoPNG and PNGRB

MGL Growth Strategy

Seek Growth Opportunities

- Innovative modes of gas supply to augment growth →
- New applications and technologies for CNG
- *NITI Aayog agenda to expand CGD in 326 cities by 2022 from existing 92 authorized Geographical Area*

Continue Cost-Effective and Reliable Sourcing Arrangement

- Monitor cost of natural gas and endeavor to source natural gas in the most cost effective manner
- Continue with commercially viable sourcing arrangements
- MoPNG allocation policy and pricing guidelines for domestic gas
- Term and spot contracts for commercial and industrial sourcing

Increase penetration in existing markets

- Increasing population expected to increase demand for commercial and domestic natural gas
- Increase reach to new customers for CNG and PNG – additional growth opportunities in the Raigad district
- Government's plan to phase out LPG subsidies combined with savings made from using PNG are expected to further increase demand for PNG

Further develop infrastructure

- Invest in infrastructure to cater to MGL's larger customer base and improve the quality of services
- Incur substantial capital expenditure to expand operations
- Add over 600 kms of steel and PE pipeline and 90 CNG filling stations during the next five years, in areas of operations

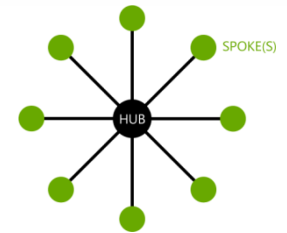
Innovative Modes of Gas Supply



- ✓ Hub & Spoke Method for demand centers located away from pipelines (Virtual pipeline mode)
- ✓ Supply of LNG through small cryogenic cylinders
- ✓ LNG and LCNG fueling stations along Highways
- ✓ CNG-in-a-box / Pole mounted dispensing to optimize CNG station forecourt space
- ✓ Natural Gas fuelled FUEL CELLS

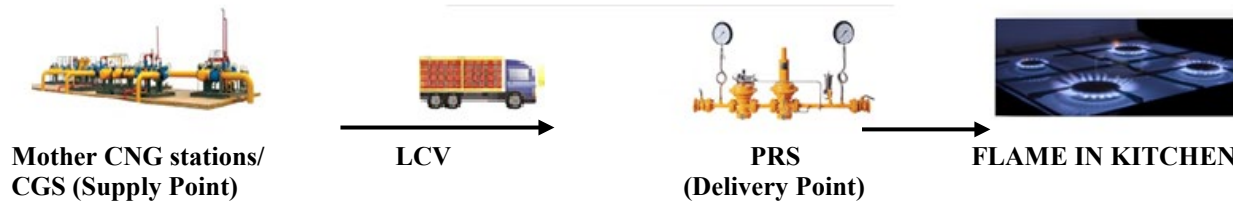


Small LNG cylinders



Hub & Spoke model

Virtual mode of gas supply



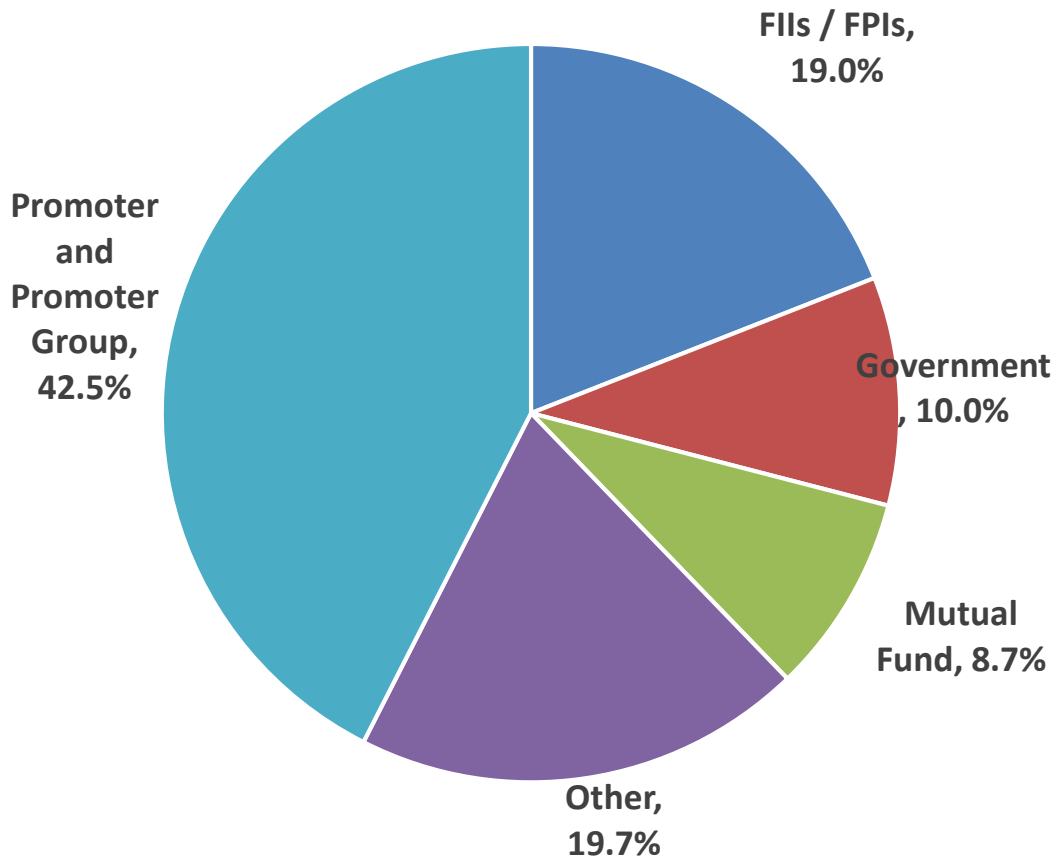
LCNG fueling stations



MGL Shareholders



Shareholding Pattern as of 30th September, 2018



GAIL (India) Ltd.

- India's largest natural gas company with a market share of over 80%
- Possesses transmission network of ~11,000 kms of natural gas pipeline transmission network with total capacity of 206 MMSCMD

BG Asia Pacific Holding Pte. Ltd.

- BG Group has been a leader in exploration, production of oil & natural gas and LNG
- Now a Royal Dutch Shell Company

Government of Maharashtra

- Governor for the State of Maharashtra in Western India
- Current shareholding in MGL: 10%

Our Experienced Management Team – As on 30th September 2018

**Mr. Sanjib Datta**

Managing Director (Nominee of GAIL)

- Over 32 years of experience
- Heading business development function in GAIL Prior to joining
- Experience includes Merger & Acquisition initiative & Steering of Globalization efforts

**Mr. Srinivasan Murali,**

Senior Vice President - Operations and Maintenance

- Over 15 years of experience at MGL
- Prior experience at Bilt Chemicals, Cabot India, Cement Corporation of India and Indian Aluminium Company

**Mr. Goutam Ghosh,**

Technical Director (Nominee of BGAPH)

- Over 36 years of experience
- Prior Experience at Royal Dutch Shell plc group of Companies, ONGC, TATA, ARCO.

**Mr. Shashwat Agarwal,**

Senior Vice President - Projects

- Over 27 years of experience
- Prior experience at Engineers India Limited and GSPC Gas Company Limited

**Mr. Sunil M Ranade,**

Chief Financial Officer

- Over 21 years of experience at MGL
- Prior experience at Wander Ltd., Herdillia Polymers, Goodlass Nerolac and Ashok Organic Industries

**Mr. T L Sharnagat,**

Head - Contracts & Procurement

- Over 27 years of experience in Contracts & Procurement
- Prior experience at L&T, GAIL(India) Limited

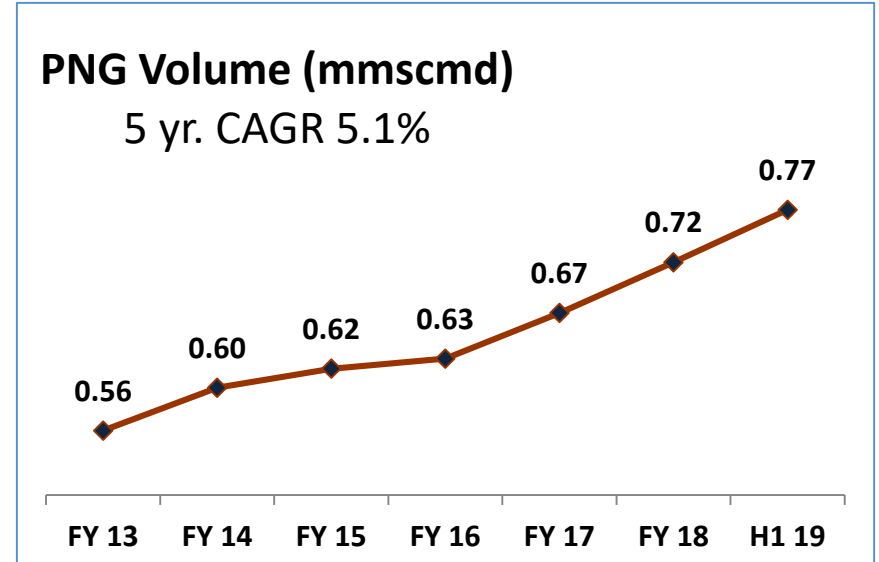
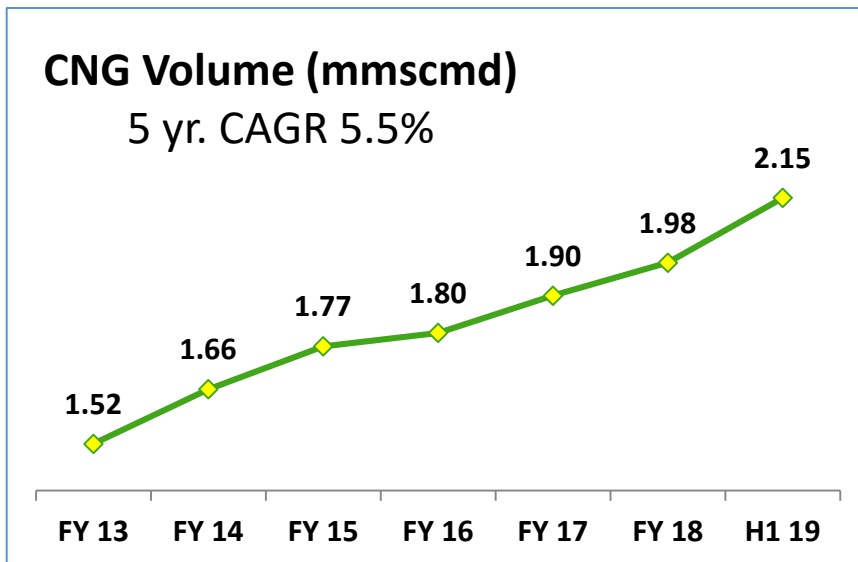
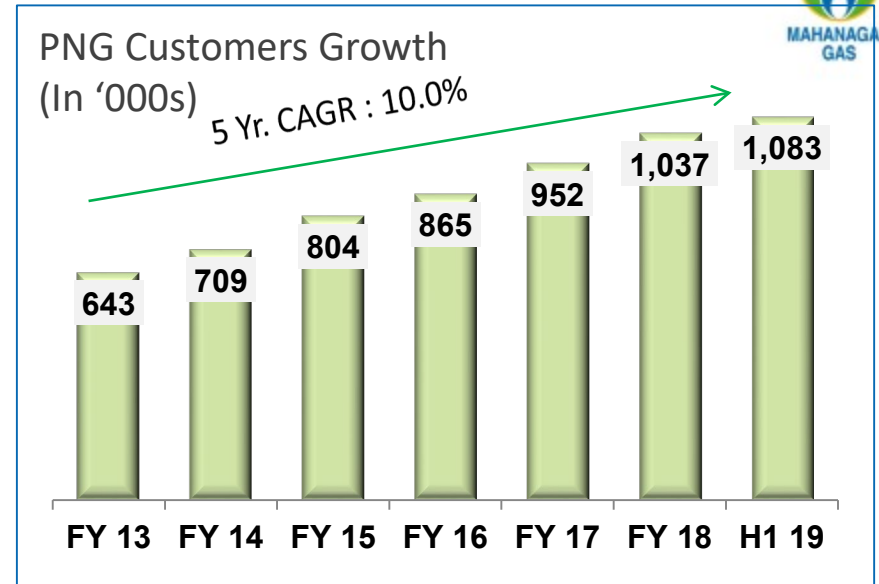
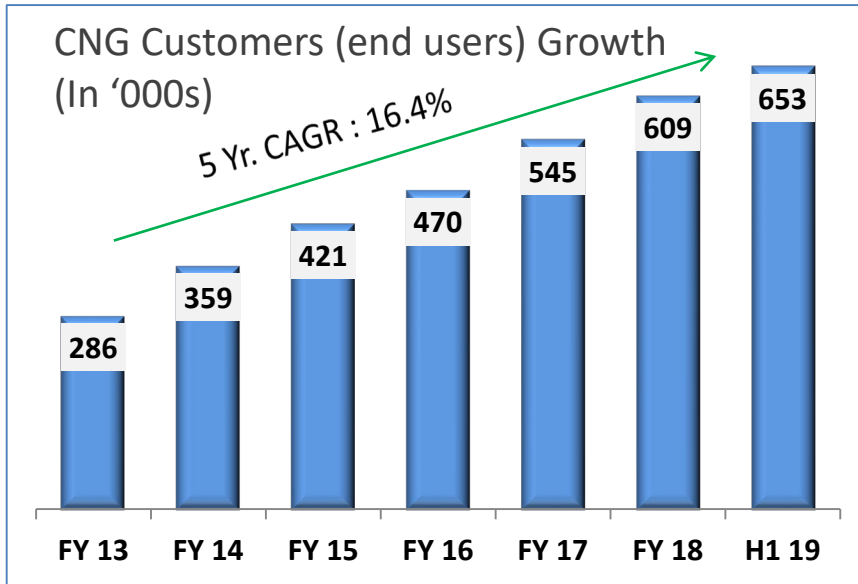
**Mr. Rajesh P Wagle,**

Senior Vice President — Commercial

- Over 15 years of experience at MGL
- Prior experience at GAIL, Quantum Information Systems Limited and Enron India Private Limited

Financial and Operational Performance

Growth backed by increased customer base and coverage area



Total volume CAGR of 5.4%

Revenue and Profitability

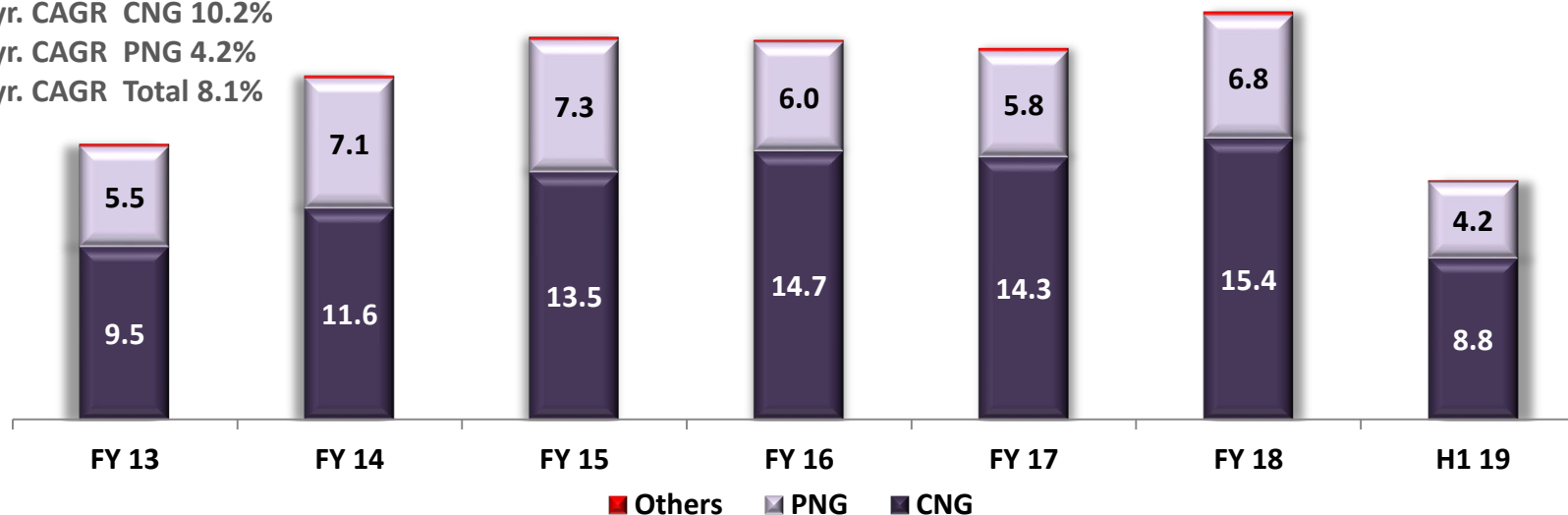


Revenue (INR Bn)

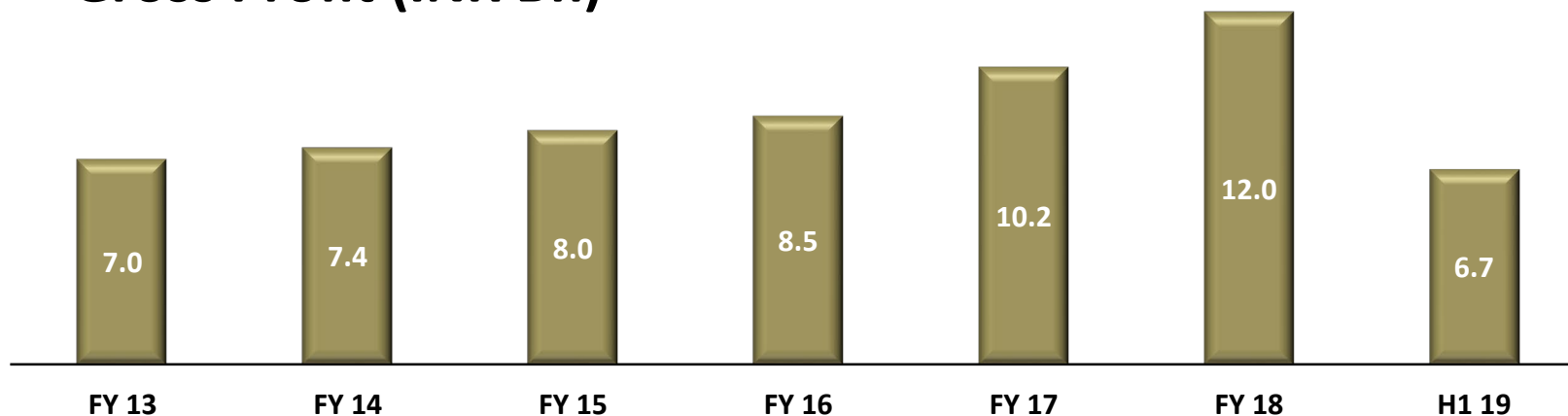
5 yr. CAGR CNG 10.2%

5 yr. CAGR PNG 4.2%

5 yr. CAGR Total 8.1%

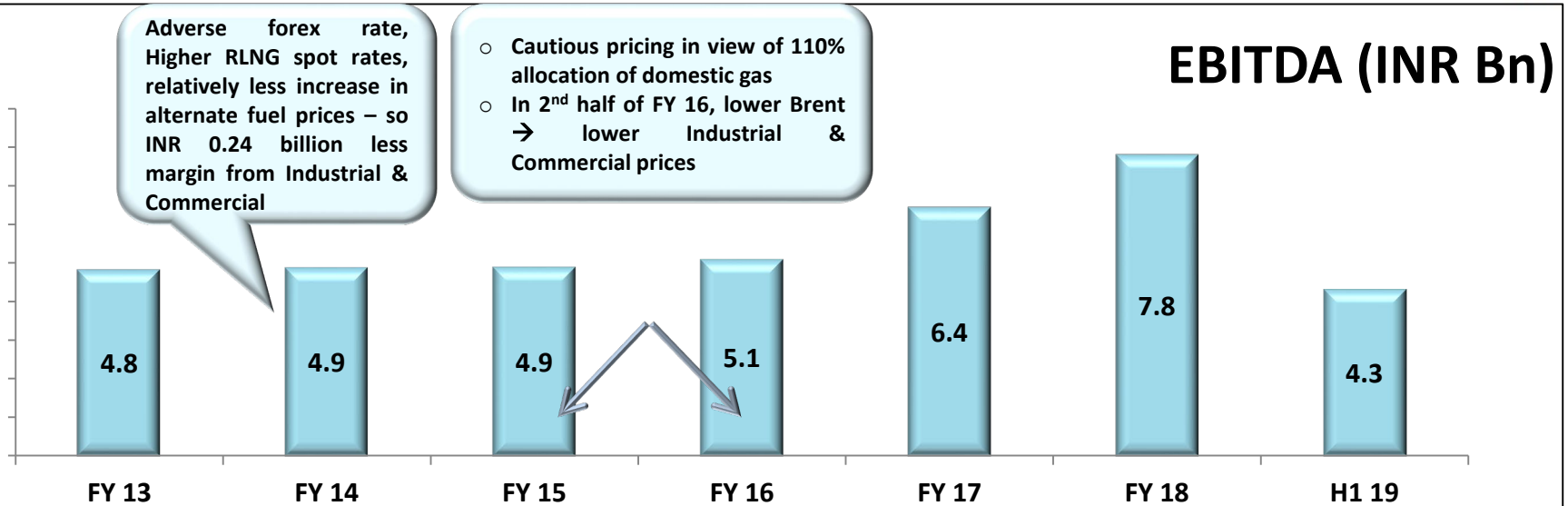


Gross Profit (INR Bn)

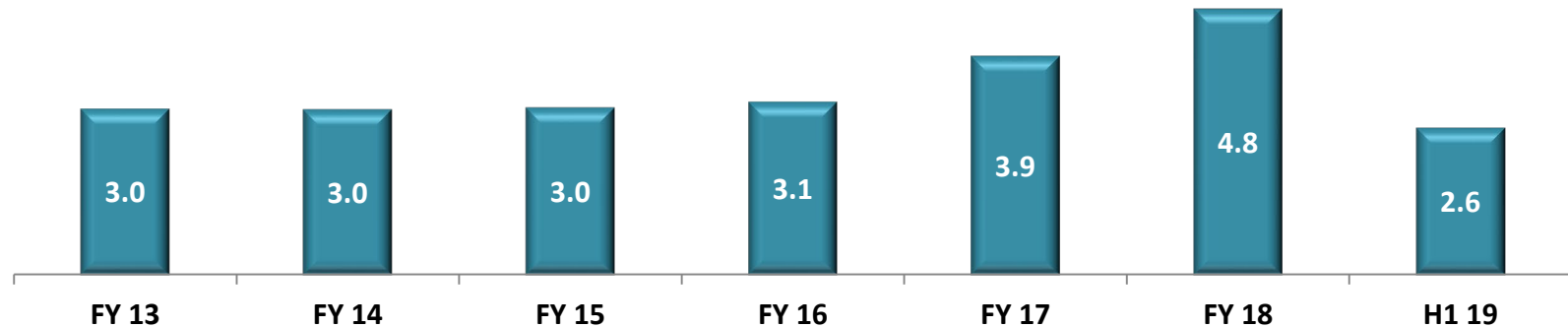


Note: (1) Revenue from Operations (Net) excluding Other Income (2) Gross Profit = Sale of Natural Gas and Traded Items - Cost of Natural Gas and Traded Items + Other Operating Income

Profitability



PAT (INR Bn)



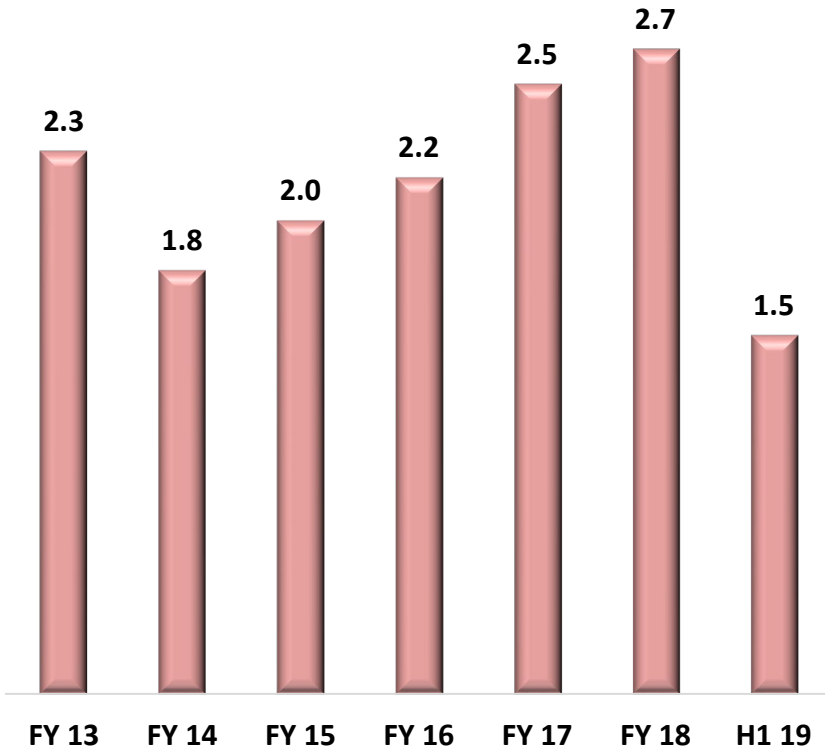
Note: (1) EBITDA = Revenue from Operations - Total expenses excluding Finance Costs and Depreciation and Amortization Expense. (2) Profit After Tax = Total Revenue – Total Expenses – Tax Expense.

Capex and Operating Cash Flows

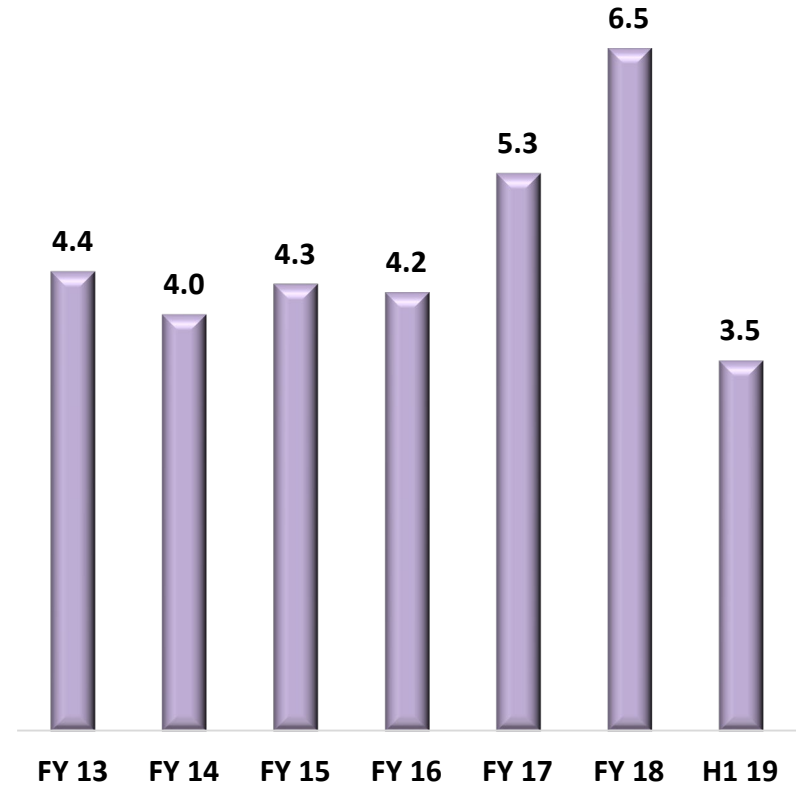


The Company's financial position provides it with flexibility to expand its network in existing markets and expand to new markets in India

Capex (INR bn) (1)



Operating Cash Flow (INR bn) (2)



Note: (1) Includes purchase of fixed assets, including intangible assets, capital work in progress and capital advances. (2) Net cash flow from operating activities as per the cash flow statement.

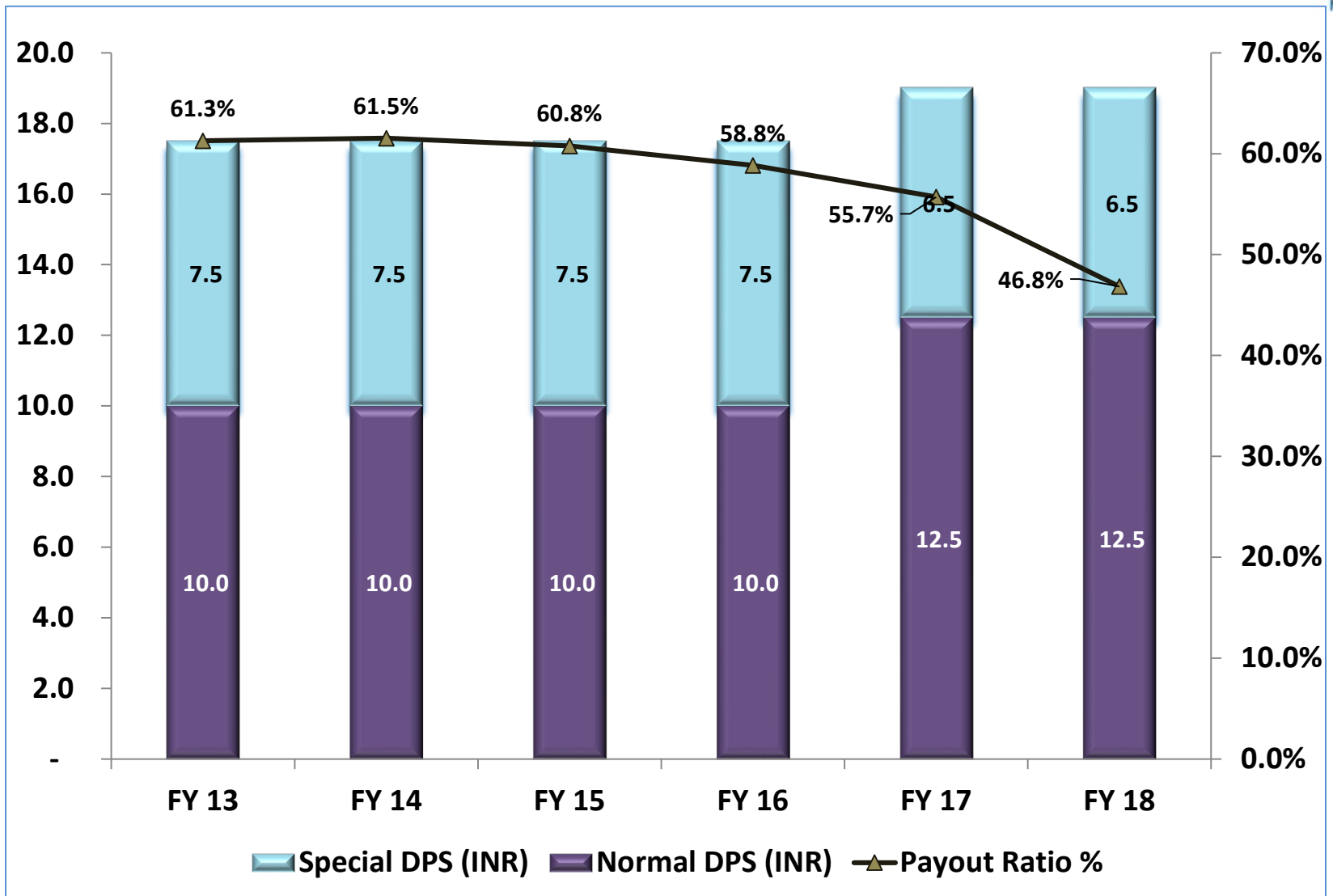
Other Financial Metrics



Particulars	FY 13	FY 14	FY 15	FY 16	FY17	FY 18	H1 19
Avg Realization / SCM (INR)	19.7	22.7	23.8	23.2	21.5	22.4	24.4
Gross Margin / SCM (INR)	9	8.8	9	9.4	10.7	12.1	12.3
Opex / SCM (INR)	2.9	3.1	3.6	3.8	4	4.3	4.4
EBITDA / SCM (INR)	6.4	5.9	5.6	5.7	6.9	7.9	8.1
EBITDA Margin %	31.9%	25.9%	23.4%	24.7%	31.7%	34.9%	32.9%
Days Receivable * (Days)	17.4	16.4	14.6	13.6	13.6	12.2	
RONW % (1)	26.5%	24.0%	20.8%	18.8%	22.0%	24.3%	
EPS (INR)	33.4	33.3	33.7	31.5	39.8	48.4	26.8

(1) Note: Return on Net Worth = Profit After Tax / Net Worth (Share Capital + Reserves and Surplus) for the year.

Creating value for shareholders



Note: Payout Ratio calculated including Dividend Distribution Tax. Interim dividend of Rs.8 per share was paid for FY 18 and Final dividend is proposed & pending for shareholders' approval at AGM.

Appendix

Board of Directors – As on 30th September 2018



Mr. Akhil Mehrotra, Non-Executive Chairman (Nominee of BGAPH)

- On the Board since March 11, 2016
- Over 27 years of experience in the industry. Presently, Director – Downstream business, BG India
- Previously associated with the Reliance Group of Companies



Mr. Virendra Nath Datt, Non-Executive Director (Nominee of GAIL)

- Rich experience of over 33 years in the Natural Gas Industry in India.
- He started his career with ONGC in 1985 and then moved to GAIL in 1995.
- Holds a Bachelor's degree in Science from Kurushetra University, Haryana and a Masters in Business Administration from Maharishi Dayanand University, Rohtak, Haryana.



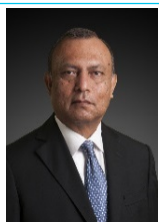
Mr. Satish Gavai, Non-executive Director (Nominee of Government of Maharashtra)

- Over 33 years of rich experience, and belongs to the 1984 batch of IAS (Maharashtra Cadre)
- Has been CEO of MIDC, VP and CEO of MHADA, Addl Comm (Projects) of BMC and Principal Secretary of Water Resource Dept.
- BSc in Physics from Mumbai University and has completed post- graduation from Cornell University, New York



Mr. Sanjib Datta, Managing Director (Nominee of GAIL)

- Over 32 years of experience
- Heading business development function in GAIL Prior to joining
- Holds a Bachelor's degree in Electrical Engineering from Jadavpur University, Kolkata.



Mr. Goutam Ghosh, Technical Director (Nominee of BGAPH)

- On the Board since November 2017.
- Before taking over his current role in MGL, Mr. Ghosh was Head, HSSE & Assurance, BGEPIIL (a part of the Royal Dutch Shell plc group of Companies) and a member of Asset Leadership Team of BGEPIIL since 2011..
- Mr. Goutam Ghosh is a post graduate from Indian Institute of Technology (Indian School of Mines), Dhanbad and earned a diploma in Management from Chartered Management Institute, UK.

Board of Directors – As on 30th September 2018



Mr. Premesh Kumar Jain, Non-Executive Director

- On the Board effective from April 09, 2018.
- Over 35 years of experience in Oil & Gas sector in areas of FX Risk Mgmt, Budgeting & Corporate Accounts
- Former Director (Finance) of GAIL for more than 6 years
- Chartered Accountant and MBA (University of Hull, UK)



Mr. Arun Balakrishnan, Independent Director

- On the Board since July 2011.
- Over 37 years of experience and previously served as Chairman and Managing Director of HPCL
- PGDM from IIM, Bangalore and Bachelor's degree in Chemical Engineering from the University of Calicut



Ms Radhika Haribhakti, Independent Director

- Over 31 years of experience in Commercial and Investment banking with Bank of America, JM Morgan Stanley and DSP Merrill Lynch.
- Serves as an Independent Director on the Boards of Adani Ports & SEZ, EIH Associated Hotels, Ltd., ICRA Ltd., Navin Flourine International Ltd., Rain Industries Ltd and Vistaar Financial Services Pvt. Ltd.
- An MBA in Finance from IIM, Ahmedabad and Commerce graduate from Gujarat University.



Mr. Santosh Kumar, Independent Director

- On the board since July 2011 and served 3 years as Director (Projects) at GAIL
- Previously held positions such as Chairman, Green Gas Ltd., Director on the Boards of Maharashtra Natural Gas and Central UP Gas Ltd., and Advisor with GSPL
- Bachelor's degree in Electronic Engineering from the University of Allahabad



Mr. Raj Kishore Tewari, Independent Director

- On the board since March 2015
- Previously served as the Chairman of the Central Board of Direct Taxes in the Ministry of Finance, Govt. of India
- M.Sc. (Fiscal Studies) from the University of Bath, UK, M.Sc. (Physics) from the University of Lucknow and Bachelor's degree in Law from the University of Mumbai

Statement of Financial Results for the six months ended September 30, 2018

INR Mn



Sr. No.	Particulars	For six months ended	
		30.09.2018	30.09.2017
		(Unaudited)	(Unaudited)
I	Revenue from Operations (refer note 6)	14,392.11	11,708.90
II	Other Income	334.99	262.83
III	Total Income (I + II)	14,727.10	11,971.73
IV	Expenses :		
	Cost of Natural Gas and Traded Items	6,492.29	4,680.40
	Changes in Inventories	(0.82)	(0.08)
	Excise Duty	1,233.60	1,062.72
	Employee Benefits Expense	348.87	341.38
	Finance Costs	1.83	0.14
	Depreciation and Amortisation Expenses	602.99	504.80
	Other Expenses	1,994.02	1,595.02
	Total Expenses	10,672.78	8,184.38
V	Profit Before Tax for the period(III- IV)	4,054.32	3,787.35
VI	Income Tax Expense :		
	(i) Current Tax	1,292.87	1,179.70
	(ii) Deferred Tax	115.22	116.46
	Total Income Tax Expense (i+ii)	1,408.09	1,296.16
VII	Profit After Tax for the period(V - VI)	2,646.23	2,491.19
VIII	Other Comprehensive Income		
	Items that will not be reclassified to profit or loss :		
	Gains/(Losses) on Remeasurements of the Defined Benefit Plans	18.88	(8.34)
	Income tax relating to items that will not be reclassified to profit or loss	(6.60)	2.89
	Total Other Comprehensive Income	12.28	(5.45)
IX	Total Comprehensive Income for the period (VII + VIII)	2,658.51	2,485.74

Statement of Assets and Liabilities as at March 31, 2018

INR Mn



Particulars	As at 31st March, 2018	As at 31st March, 2017
ASSETS		
I. Non-current Assets		
(a) Property, Plant and Equipment	15,280.59	13,003.09
(b) Capital Work-in-Progress	3,566.23	4,115.28
(c) Intangible Assets	38.91	44.43
(d) Financial Assets		
(i) Trade receivables	2.05	3.66
(ii) Security Deposits	177.50	217.20
(iii) Other Financial Assets	251.65	4.29
(e) Income Tax Assets (net)	239.93	79.93
(f) Other Non-current Assets	790.51	828.69
Total Non-current Assets (I)	20,347.37	18,296.57
II. Current assets		
Inventories	239.99	237.63
(b) Financial Assets		
(i) Investments	6,876.84	4,666.66
(ii) Trade Receivables	913.46	945.44
(iii) Cash and Cash Equivalents	150.15	73.89
(iv) Bank balances other than (iii) above	768.63	1,287.19
(v) Security Deposits	155.22	121.91
(vi) Other Financial Assets	479.22	406.87
(c) Other current assets	171.48	206.34
Total Current assets (II)	9,754.99	7,945.93
Total Assets (I+II)	30,102.36	26,242.50

Statement of Assets and Liabilities as at March 31, 2018 (Contd....)

INR Mn



Particulars	As at 31st March, 2018	As at 31st March, 2017
EQUITY AND LIABILITIES		
I. Equity		
(a) Equity Share Capital	987.78	987.78
(b) Other Equity	19,965.69	17,412.60
Total Equity (I)	20,953.47	18,400.38
II. Liabilities		
A. Non-current Liabilities		
(a) Financial Liabilities		
Borrowings	11.95	27.00
(ii) Other Financial Liabilities	8.59	1.96
(b) Provisions	147.52	140.06
(c) Deferred Tax Liabilities (net)	1,748.29	1,376.27
Total Non-current Liabilities (A)	1,916.35	1,545.29
B. Current Liabilities		
(a) Current Financial Liabilities		
(i) Trade Payables	1,100.27	1,200.90
(ii) Security Deposits	4,431.54	3,878.16
(iii) Other Financial Liabilities	1,256.86	750.54
(b) Provisions	51.43	66.52
(c) Income Tax Liabilities (net)	8.08	11.63
(d) Other Current Liabilities	384.36	389.08
Total Current Liabilities (B)	7,232.54	6,296.83
Total Liabilities (II = A+B)	9,148.89	7,842.12
Total - Equity and Liabilities (I+II)	30,102.36	26,242.50

Statement of Profit and Loss for the year ended March 31, 2018

INR Mn



PARTICULARS	For the year ended 31st March 2018	For the year ended 31st March 2017
Revenue from Operations	24,529.17	22,390.71
Other Income	576.81	526.57
Total Income	25,105.98	22,917.28
Expenses :		
Cost of Natural Gas and Traded Items	10,291.62	10,183.62
Changes in Inventories	(0.47)	0.40
Excise Duty on Sale of Compressed Natural Gas	2,199.10	2,051.00
Employee Benefits Expense	670.17	600.19
Finance Costs	0.90	10.21
Depreciation and Amortisation Expenses	1,111.95	951.32
Other Expenses	3,567.67	3,113.95
Total Expenses	17,840.94	16,910.69
Profit Before Tax for the year	7,265.04	6,006.59
Income Tax Expense :		
(i) Current Tax	2,117.58	1,894.72
(ii) Deferred Tax	368.83	177.61
Total Income Tax Expense (i+ii)	2,486.41	2,072.33
Profit After Tax for the year	4,778.63	3,934.26
Other Comprehensive Income		
Items that will not be reclassified to profit or loss :		
Gains/(Losses) on Remeasurements of the Defined Benefit Plans	15.90	(10.15)
Income tax relating to items that will not be reclassified to profit or loss	(5.63)	3.51
Total Other Comprehensive Income	10.27	(6.64)
Total Comprehensive Income for the year	4,788.90	3,927.62

Statement of Cash Flows for the year ended March 31, 2018



PARTICULARS	For the year ended 31st March 2018 ₹ Million	For the year ended 31st March 2017 ₹ Million
I. CASH FLOW FROM OPERATING ACTIVITIES		
Profit before tax as per Statement of Profit and Loss	7,265.13	6,006.60
Adjustments for:		
Depreciation and Amortisation Expense	1,111.85	951.32
Write-off and Loss on Disposal of Property, Plant and Equipment	24.92	10.10
Net unrealised foreign exchange (gain)/ loss	5.99	(9.75)
Gain on sale of Investments	(44.19)	(69.50)
Unrealised Gain on Investments	(62.92)	(59.15)
Allowance for Doubtful Trade Receivables (Net)	1.81	9.16
Allowance for Doubtful Security Deposits (Net)	9.27	(13.21)
Bad Trade Receivables written off	1.01	10.01
Sundry Deposits written Off	3.19	14.95
Finance Costs	0.90	10.21
Dividend Income on Investments	(188.98)	(135.18)
Interest Income	(144.93)	(142.37)
Operating Profit Before Working Capital Changes	7,983.05	6,583.19
Movements in working capital :		
(Increase)/Decrease in Inventories	(2.35)	(57.37)
(Increase)/Decrease in Trade Receivables	30.78	(34.18)
(Increase)/Decrease in Security Deposits	(6.07)	(72.18)
(Increase)/Decrease in Other Financial Assets	(72.30)	(84.23)
(Increase)/Decrease in Other Non Current Assets	35.46	(370.03)
(Increase)/Decrease in Other Current Assets	34.87	(37.79)
Increase/(Decrease) in Other Financial Liabilities	344.61	477.25
Increase/(Decrease) in Provisions	8.27	33.60
Increase/(Decrease) in Trade Payables	(106.62)	29.25
Increase/(Decrease) in Security Deposits (Liability)	559.93	684.78
Increase/(Decrease) in Other Current Liabilities	(4.72)	32.25
	821.86	601.35
Cash Generated from Operations	8,804.91	7,184.54
Income Taxes Paid	(2,283.58)	(18,61.87)
Net Cash from Operating Activities	65,21.33	5,322.67

Statement of Cash Flows for the year ended March 31, 2018 (Contd....)



PARTICULARS	For the year ended 31st March 2018	For the year ended 31st March 2017
	₹ Million	₹ Million
II. CASH FLOW FROM INVESTING ACTIVITIES		
Payments for Property, Plant and Equipment	(2,690.29)	(2,545.22)
Proceeds from sale of Property, Plant and Equipment	1.66	0.55
Payments for purchase of Investments	(32,420.49)	(25,616.03)
Proceeds from sale of Investments	30,334.01	24,942.53
Movements in Bank Deposits not considered as Cash and Cash Equivalents	248.44	248.37
Interest Received	106.85	132.04
Dividend Received on Investments	188.98	135.18
Gain / (Loss) on sale of Investments	44.19	69.50
Net Cash (used in) Investing Activities	(4,186.65)	(2,633.08)
III. CASH FLOW FROM FINANCING ACTIVITIES		
Repayment of Borrowings	(15.05)	(18.32)
Dividend Paid (Includes Dividend Distribution Tax)	(2,235.90)	(2,816.16)
Interest Paid	(7.45)	(3.12)
Net Cash (used in) Financing Activities	(2,258.40)	(2,837.60)
Net Increase/(Decrease) in Cash and Cash Equivalents (I+II+III)	76.26	(148.02)
Cash and Cash Equivalents at the beginning of the year (refer note 10)	73.89	221.91
Cash and Cash Equivalents at the end of the year (refer note 10)	150.15	73.89

Summary of Assets and Liabilities

Particulars	As at 31. 03. 2016	As at 31. 03. 2015	As at 31. 03. 2014
EQUITY AND LIABILITIES			
Shareholders' Funds			
Share Capital	893.42	893.42	893.42
Reserves and Surplus	14,386.33	13,181.23	12,076.16
Non-current Liabilities			
Long-term Borrowings	43.76	155.88	79.83
Deferred tax Liabilities (Net)	1,181.20	1,027.09	887.09
Other long-term Liabilities	5.25	10.63	7.78
Long term Provisions	52.75	68.32	40.42
Current Liabilities			
Total outstanding dues of Micro, Small and Medium Enterprises	17.85	26.61	13.02
Total outstanding dues of creditors other than Micro, Small and Medium Enterprises	1,101.47	1,092.94	1,050.69
Other current Liabilities	3,897.63	3,227.00	2,751.28
Short-term Provisions	1,983.30	1,972.73	1,943.32
TOTAL	23,562.96	21,655.85	19,743.01
ASSETS			
Non-Current Assets			
Tangible Assets	11,549.24	10,594.36	9,871.18
Intangible Assets	46.87	45.71	43.69
Capital work-in-progress	4,288.64	3,796.20	3,454.41
Long term Loans and Advances	429.90	296.34	236.07
Other Non-Current Assets	10.87	17.82	16.74
Current Assets			
Current Investments	3,881.98	3,714.66	3,420.66
Inventories	180.27	173.55	158.66
Trade Receivables	892.55	962.31	1,092.63
Cash and Cash Equivalents	1,720.87	1,449.17	888.06
Short-term Loans and Advances	276.04	306.26	284.21
Other Current Assets	285.73	299.47	276.70
TOTAL	23,562.96	21,655.85	19,743.01

Summary Statement of Profit and Loss

INR Mn



Particulars	For the year ended		
	31.03.2016	31.03.2015	31.03.2014
Revenue from Operations			
Sale of Natural Gas (Net)	20,653.28	20,778.09	18,686.40
Sale of pipes, fittings and other materials	14.88	4.68	12.43
Other operating income	121.11	166.51	152.70
Other Income	427.01	407.09	344.94
Total Revenue	21,216.28	21,356.37	19,196.47
Expenses			
Cost of Natural Gas and Traded Items	12,296.26	12,958.08	11,444.37
Changes in Inventories	0.72	(0.85)	(1.09)
Employee benefits expense	537.12	511.11	416.89
Finance Costs	29.45	12.05	2.07
Depreciation and amortization expense	840.57	799.09	807.16
Other expenses	2,825.67	2,583.95	2,109.24
Total expenses	16,529.79	16,863.43	14,778.64
Profit before tax	4,686.49	4,492.94	4,417.83
Total Tax	1,599.62	1,482.93	1,445.34
Profit after tax for the year	3,086.87	3,010.01	2,972.49

Summary Statement of Cash Flows

INR Mn

Particulars	For the year ended		
	31. 03. 2016	31. 03. 2015	31. 03. 2014
CASH FLOW FROM OPERATING ACTIVITIES			
Profit before taxation (as restated)	4,686.49	4,492.94	4,417.83
Adjustments for			
Depreciation and amortisation expense	840.57	799.09	807.16
Loss on Sale / Disposal of Assets (Net)	4.23	0.05	0.93
Loss on Sale of Current Investments - Non Trade (Net)	-	-	0.46
Profit on sale of current investments - Non trade (Net)	(40.34)	(15.88)	-
Fixed Assets Written Off	0.15	0.13	4.32
Provision for / (Reversal of) Doubtful Trade Receivables	3.36	(2.05)	3.62
Provision for / (Reversal of) Doubtful Security Deposits	(5.46)	7.73	(8.09)
Bad Trade Receivables written off	1.60	3.64	3.74
Exchange Fluctuation (Net)	1.95	(3.37)	9.83
Provision for Leave Encashment	15.83	19.22	2.26
Finance Costs	29.45	12.05	2.07
Dividend Income on Current Investments - Non trade	(150.20)	(241.15)	(223.84)
Interest on Bank Fixed Deposits	(103.66)	(75.64)	(59.58)
Operating profit before working capital changes (as restated)	5,283.97	4,996.76	4,960.71
Movements in Working Capital			
(Increase)/Decrease in Inventories	(6.72)	(14.89)	(20.93)
(Increase)/Decrease in Trade Receivables	64.80	128.73	(198.12)
(Increase)/Decrease in Long Term Loans and Advances	(74.99)	(40.99)	(1.15)
(Increase)/Decrease in Other Non Current Assets	6.95	(1.09)	0.47
(Increase)/Decrease in Short Term Loans and Advances	35.68	(29.78)	(58.30)
(Increase)/Decrease in Other Current Assets	(1.27)	(13.54)	(48.65)
Increase/(Decrease) in Other Long Term Liabilities	(5.38)	2.85	6.93
Increase/(Decrease) in Long Term Provisions	(15.57)	27.90	40.42
Increase/(Decrease) in Trade Payables	(2.19)	59.21	189.95
Increase/(Decrease) in Other Current Liabilities	467.10	540.37	387.85
Increase/(Decrease) in Short Term Provisions	2.63	1.32	2.90
	471.04	660.09	301.37
Cash Generated from Operations	5,755.01	5,656.85	5,262.08
Income taxes paid (net of refunds)	(1,500.71)	(1,389.71)	(1,285.60)
Net Cash from Operating Activities	4,254.30	4,267.14	3,976.48

Summary Statement of Cash Flows (Contd....)

Particulars	For the year ended		
	31.03.2016	31.03.2015	31.03.2014
CASH FLOW FROM INVESTING ACTIVITIES			
Purchase of fixed assets, including intangible assets, capital work in progress and capital advances	(2,211.25)	(1,975.94)	(1,768.44)
Proceeds from sale of fixed assets	1.09	1.29	0.44
Purchase of current investments	(23,494.66)	(24,398.62)	(20,837.50)
Sale of Current Investments	23,367.69	24,120.49	20,437.58
Bank balances not considered as Cash and Cash Equivalents	(217.99)	(662.01)	(101.59)
Interest Received	118.67	66.41	47.05
Dividend Received on Current Investments - Non trade	150.20	241.15	223.84
Net Cash (used in) Investing Activities	(2,286.25)	(2,607.23)	(1,998.62)
CASH FLOW FROM FINANCING ACTIVITIES			
Issue of 9% Unsecured Compulsorily Convertible Debentures	-	94.36	-
Repayment of Borrowings	(17.76)	(18.31)	(18.50)
Dividend paid	(1,563.48)	(1,563.48)	(1,563.48)
Corporate Dividend Tax	(318.29)	(265.71)	(265.71)
Interest Paid	(14.81)	(7.67)	(3.93)
Net Cash (used in) Financing Activities	(1,914.34)	(1,760.81)	(1,851.62)
Net (Decrease)/Increase in Cash and Cash Equivalents	53.71	(100.90)	126.24
Cash and Cash Equivalents at the beginning of the year	157.39	258.29	132.05
Cash and Cash Equivalents at the end of the year	211.10	157.39	258.29
Cash and cash equivalents at the end of the year comprises			
Cash on Hand	0.02	0.01	0.01
Cheques on Hand	-	0.10	-
Balances with Banks			
In Current Accounts	211.08	157.28	258.28
	211.10	157.39	258.29

Safe Harbor



- *This presentation may contain statements which reflect the management's current views and estimates and could be construed as forward looking statements.*
- *The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed.*
- *Potential risks and uncertainties include such factors as general economic conditions, competitive product and pricing pressures and regulatory developments.*

Thank You.....

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