



PRESENTATION TO INVESTORS SEPTEMBER - 2022

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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 Raigarh with more than 25-years consistent growth ⁽¹⁾

Secured Availability of Gas

Secured availability of domestically produced natural gas at APM price for catering to CNG and Domestic PNG customers and through term contracts for other customers.

Strong Customer Base

CNG supplied to about 0.88mn vehicles and PNG connectivity to approximately 1.98 mn domestic households⁽²⁾

Infrastructure Exclusivity

Over 6,325 kms of pipeline⁽²⁾ with infrastructure exclusivity⁽³⁾ and 296 CNG filling stations⁽²⁾

Commitment to Health and Safety

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

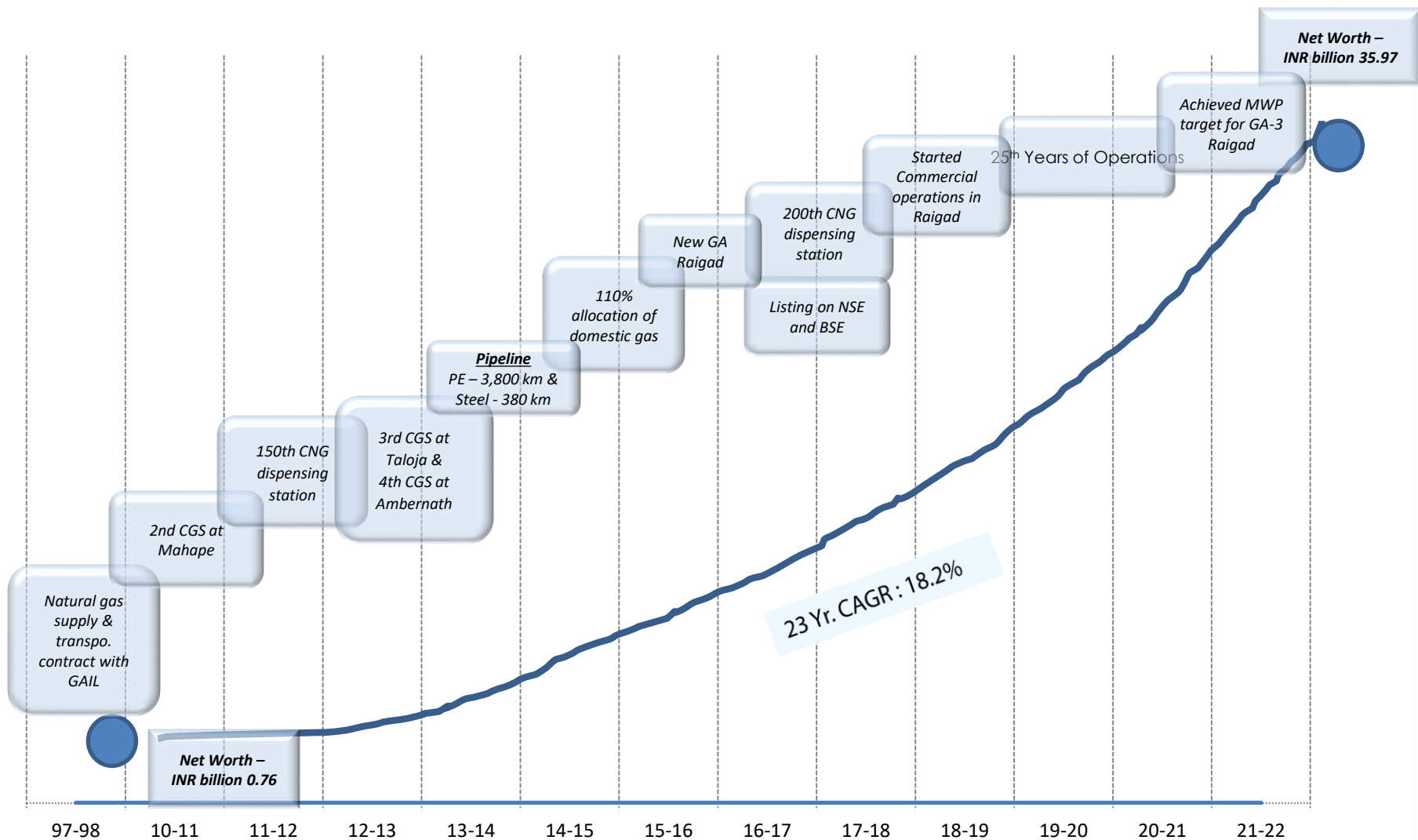
Robust Financial Performance

Revenue CAGR (FY17-22): 11.8%
Return on Net Worth (FY22): 17.5%
Total cash balance of INR 14.25 bn^(4,2)
Net worth of INR 37.96 bn⁽²⁾

Blue-Chip Shareholders

GAIL (India) Ltd. ("GAIL") (32.5%)
Government of Maharashtra ("GoM") (10.0%)
Public and Other (57.5%)

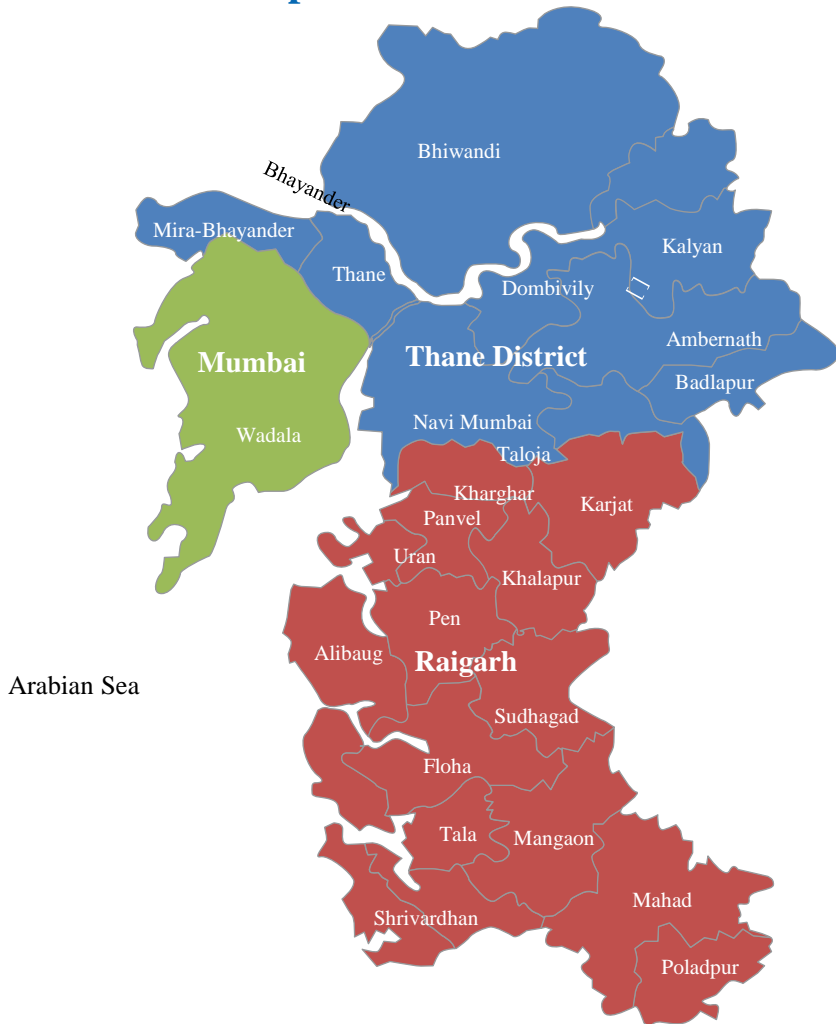
Our Journey : Record of Growth and Excellence



Areas of Operation

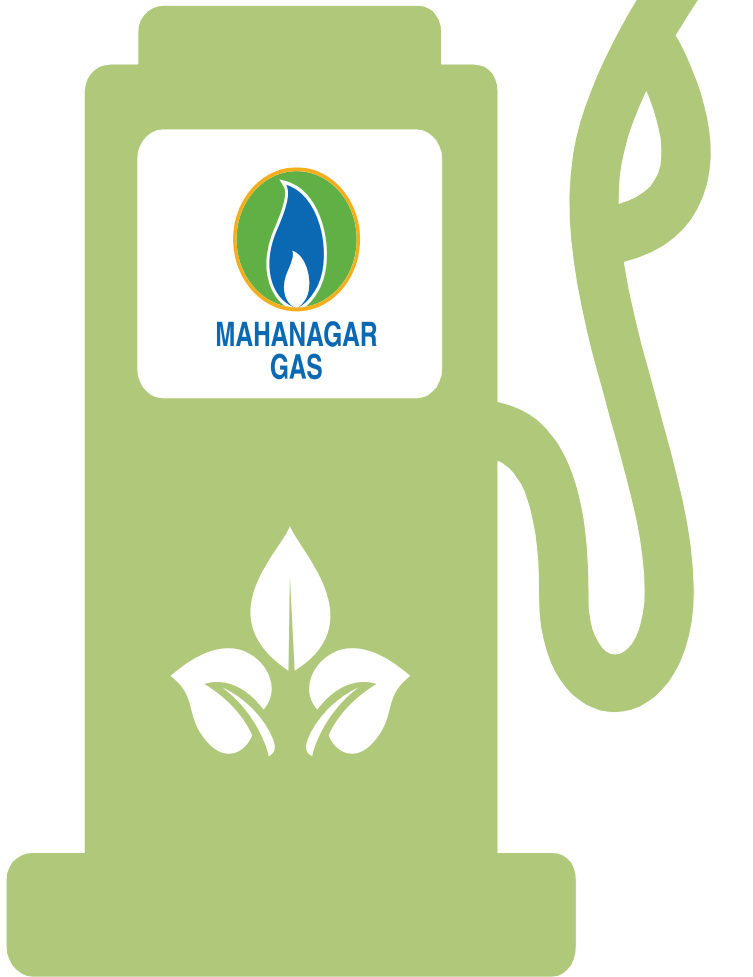


Business Operations



Areas of Operation	Mumbai & Greater Mumbai	Thane Urban and Adjoining Municipalities	Raigarh District
Population (mn)	20.7 mn population and 3.2 mn households ⁽¹⁾		
Infrastructure Exclusivity	2020	2030	2040
MGL Pipeline ⁽²⁾	6325 kms		
MGL PNG Connections ⁽²⁾	~ 1.98mn		
MGL CNG Stations ⁽²⁾	296		
MGL CNG Customers ⁽²⁾	~ 0.88 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

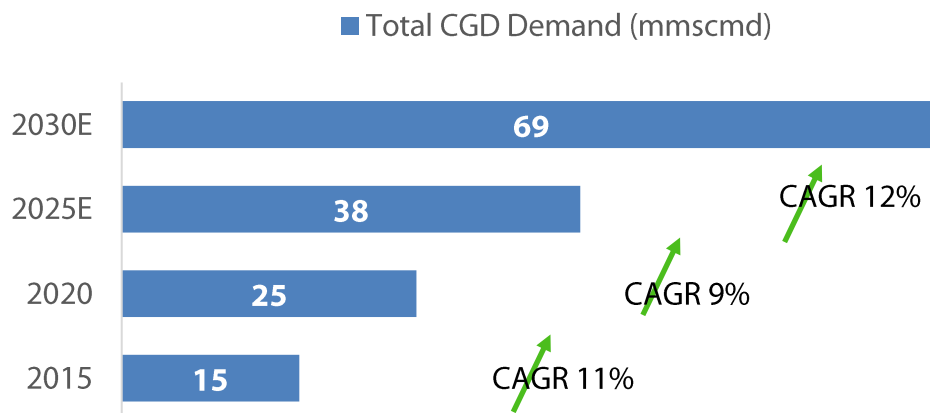
Market Natural Gas and CGD : Attractive Industry



Industry Overview

- India is the **third-largest energy consumer** in the world after China and US. ⁽¹⁾
- India's **primary energy consumption has increased by ~48%** between 2011 and 2021, reaching ~846 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 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	80.00 ⁽¹⁾
Diesel	94.27 ⁽¹⁾
Petrol	106.31 ⁽¹⁾

15% Differential ⁽³⁾
48% Differential ⁽³⁾

Particulars	INR / kg or INR / L
CNG	89.50 ⁽²⁾
Diesel	94.27 ⁽²⁾
Petrol	106.31 ⁽²⁾

05% Differential ⁽²⁾
42% Differential ⁽³⁾

Commercial PNG Favorably Priced vs. Alternate Fuels

Particulars	UoM		Particulars	UoM	
DPNG ⁽⁵⁾	INR/SCM	48.50	DPNG ⁽²⁾	INR/SCM	54.00
Commercial LPG ⁽⁵⁾	INR/Kg	103.89	Commercial LPG ⁽⁶⁾	INR/Kg	95.34
PNG	INR/MMBTU	2059	PNG	INR/MMBTU	1926
Commercial LPG	INR/MMBTU	2332	Commercial LPG	INR/MMBTU	2140

12% differential
10% differential

Domestic PNG Provides Savings with respect to LPG Cylinder

INR / Year		INR / Year	
LPG	12630	LPG	12630
Domestic PNG	10598	Domestic PNG	11800
% Difference	16%	% Difference	07%

Subsidized and Non-subsidized LPG cylinders price is same at present, Consumers are incentivized to purchase PNG due to significant savings

- **Price Advantage**

Natural gas provides economic benefits over most alternative liquid fuels

- **Fuel Efficiency**

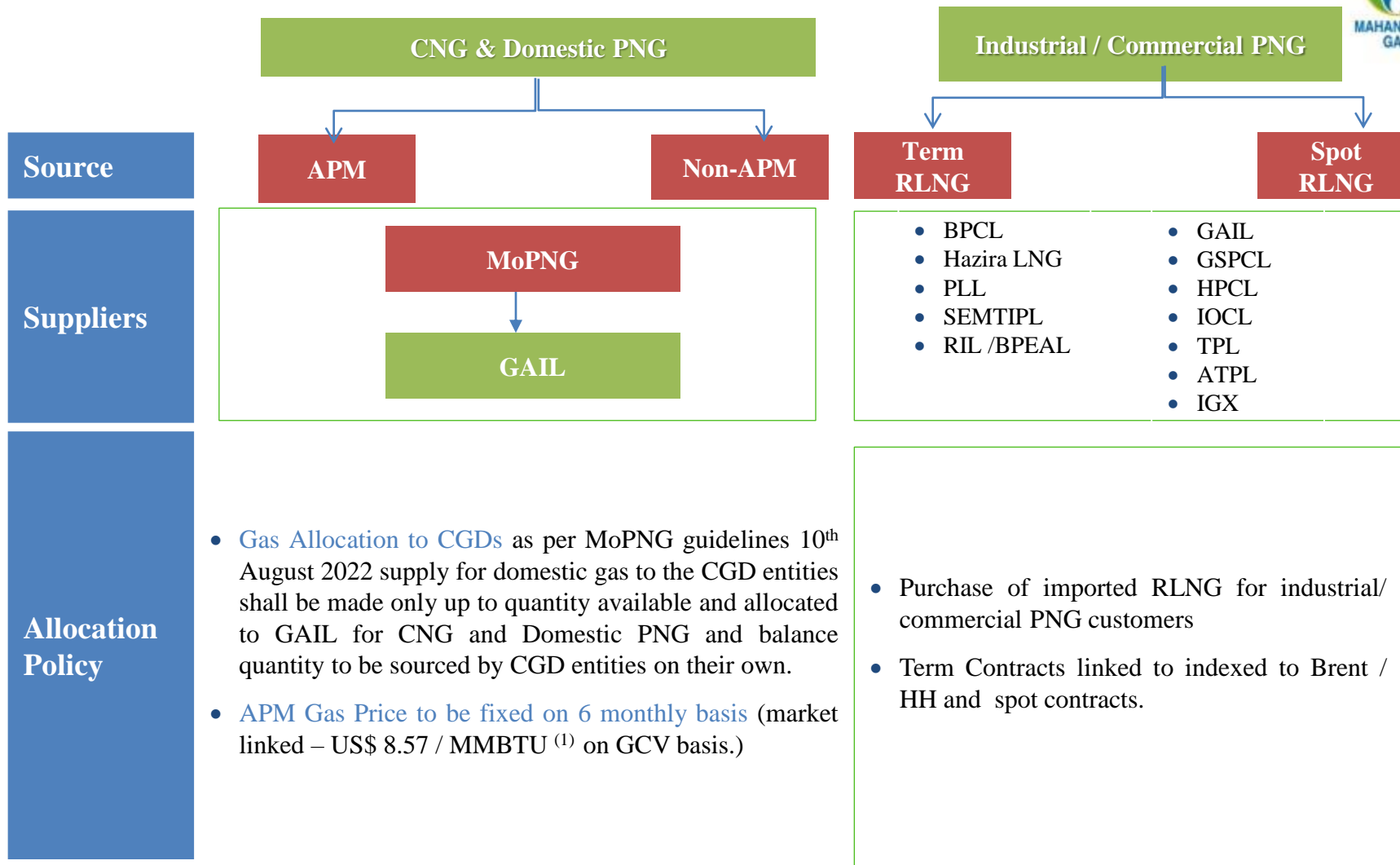
CNG vehicles typically enjoy higher fuel efficiency

- **Payback Period**

Lower running costs result in lower payback period and savings

Note: (1) Based on prices prevailing in Mumbai as on September 30, 2022, (2) CNG and DPNG selling prices w.e.f. November 4, 2022, (3) Mileage of CNG LCV – 10 km/ kg, Diesel LCV – 10 km/ ltr (4) Mileage of CNG Car – 26 km/kg, Petrol car – 18 kms/ ltr ; (5) Based on prices prevailing in Mumbai for August 2022 (6) Based on prices prevailing in Mumbai for October 2022

Diversified Sourcing Strategy



- Assured supply of gas for priority sector requirement
- Priority given to CGDs under CGD allocation MoPNG guidelines, 2014 and latest amendment issued dated 10 August 2022

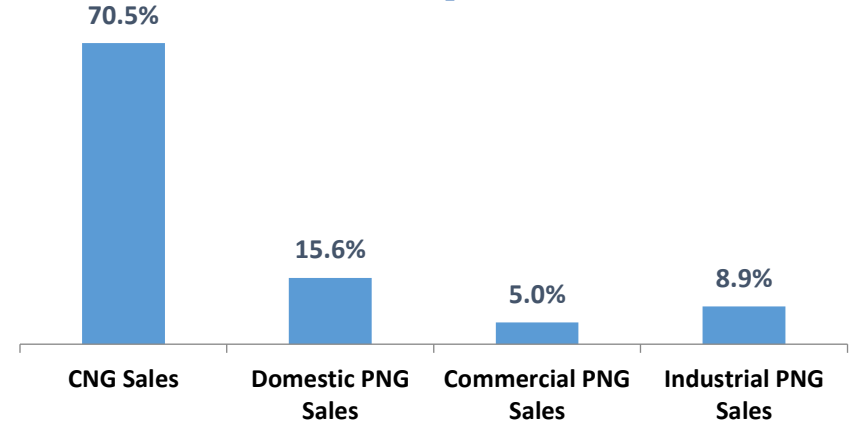
Diversified Sourcing Strategy



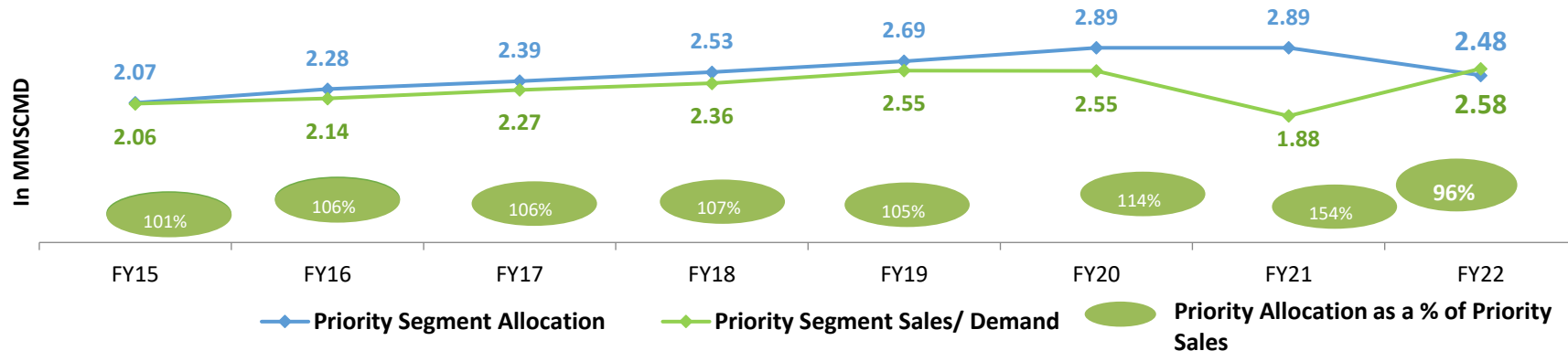
Priority Segment Forms Majority

- Allocation**
 As per MoPNG guidelines 10 August 2022 , GAIL supplies for domestic gas to the CGD entities shall be made only upto the quantity available domestically. Any shortfall in quantity has to be arranged by CGD entities on their own GA.
- Requirement for I&C**
 Mix of Spot and Term Contract. Term contracts portfolio having different tenure and linked to different index.
- Pricing**
 APM price significantly lower than market price of imported natural gas
- Distribution**
 Majority of MGL's sales are from Priority Sector

FY 22 Sales Volume Composition



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



- During COVID impacted period due to lock down sales volumes reduced and full allocation of APM was not utilized.
- As per MoPNG Guidelines 2014, 100% allocation of APM gas for CNG and PNG Domestic should be available, however presently allocation is less than 100%.

Infrastructure in place

Extensive Supply Network Built Over 25 Years



Asset Base
Fixed Asset of INR 34.34 Bn⁽¹⁾
Capex for 2022 INR 2.77 Bn⁽²⁾

CNG Customer Base⁽³⁾
~0.88 Mn

PNG Customer Base⁽³⁾
~ 1.98 Mn

296 CNG filling stations⁽³⁾
210 - OMCs
86- MGL & its Franchisees

Pipeline and CGS⁽³⁾
Over 6325 kms of pipeline
and 5 City Gate Stations

• *Infrastructure exclusivity prevailing in Mumbai, 2030 in its Adjoining Areas and 2040 in Raigad*



• *Tariff Flexibility - New operator can use MGL's pipeline network 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

Regulatory Environment Creating Strong Barriers to Entry & Incumbent Advantage



	Description	Implication for MGL
Authorization	Authorization to lay, build, operate or expand a CGD network	<ul style="list-style-type: none"> • Built-in advantage for incumbent • Authorization for Mumbai, its adjoining areas and Raigarh
Gas Allocation	As per MoPNG guidelines 10 August 2022 , GAIL supplies for domestic gas to the CGD entities shall be made only up to the quantity available domestically.	<ul style="list-style-type: none"> • Availability of around 90% quantity for priority sectors • Limited Market determined price gas requirement
Price Determination	Pricing benchmarked to market price of alternative fuels	Ability to manage margins and pass on cost increases to customers

MGL Growth Strategy



Seek Growth Opportunities

Go to Market excellence to drive conversions across segments

Digitization to improve customer experience, reduce project timelines and increase operational efficiency and run various schemes/loyalty program

Inorganic CGD expansion

Build new pillars to protect & de-risk future

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 – Growth opportunities in the Raigarh district

Increase of Commercial goods on CNG due to availability of OEM CNG vehicles

Developing LNG Station to cater Long Haul Vehicles

Further develop infrastructure

Network strategy to speed the infra development

Invest in infrastructure to cater to MGL's larger customer base and improve the quality of services

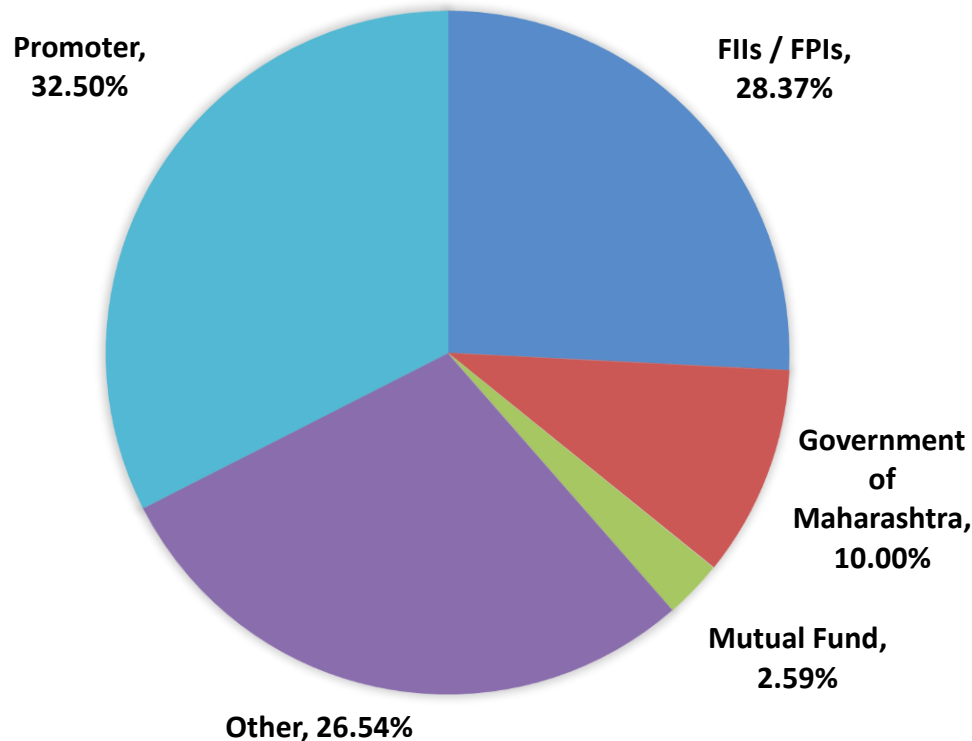
Incur substantial capital expenditure to expand operations

Add over 180 Kms of steel pipeline and 250 CNG filling stations during the next five years, in areas of operations

MGL Shareholders



Shareholding Pattern as on 30th September 2022



GAIL (India) Ltd.

- India's largest natural gas company with a market share of over 80%
- Possesses transmission network of ~14,000 kms of natural gas pipeline transmission network with total capacity of 206 MMSCMD

Government of Maharashtra

- Governor for the State of Maharashtra in Western India
- Current shareholding in MGL: 10.00%

Our Experienced Management Team – As on 30th September 2022



Mr. Sanjib Datta
Managing Director (Nominee of GAIL)

- Over 35 years of experience
- Heading business development function in GAIL Prior to joining
- Experience includes Merger & Acquisition initiative & Steering of Globalization efforts



Mr. Sanjay Shende
Deputy Managing Director (Nominee of GAIL)

- Over 30 years of experience
- Experience in B2B sales, exports, and marketing
- Prior Experience with GAIL (I) Limited.



Mr. Rajesh D. Patel
Chief Financial Officer

- Over 28 years of experience
- Prior experience at Crompton Greaves Ltd., Philips India Ltd., and Adlabs Films Ltd. And Adani Infrastructure, Developers Pvt. Ltd.,



Mr. Rajesh P Wagle
Senior Vice President — Marketing

- Over 34 years of experience
- Prior experience at GAIL, Quantum Information Systems Limited and Enron India Private Limited



Mr. Srinivasan Murali
Senior Vice President - Operations and Maintenance

- Over 36 years of experience
- Prior experience at Bilt Chemicals, Cabot India, Cement Corporation of India and Indian Aluminium Company



Mr. T L Sharnagat
Vice President - Contracts & Procurement and Chief Risk Officer

- Over 31 years of experience in Contracts & Procurement
- Prior experience at L&T, GAIL(India) Limited

.... Our Experienced Management Team – As on 30th September 2022



Mr. Chakrapani Atmakur

Vice President - Human Resources & Corporate Communication

- Over 31 years of experience
- Prior experience at SI Group(I) Pvt Ltd, Owens Corning (I) Ltd and M/s Indian Petrochemicals Corporation



Mr. Gurvinder Singh,

Vice President - Projects

- Over 30 years of experience
- Prior experience at Nayara Energy Limited (formerly Essar Oil Limited) and BPCL.



Mr. Manas Das

Vice President – Business Development & Commercial

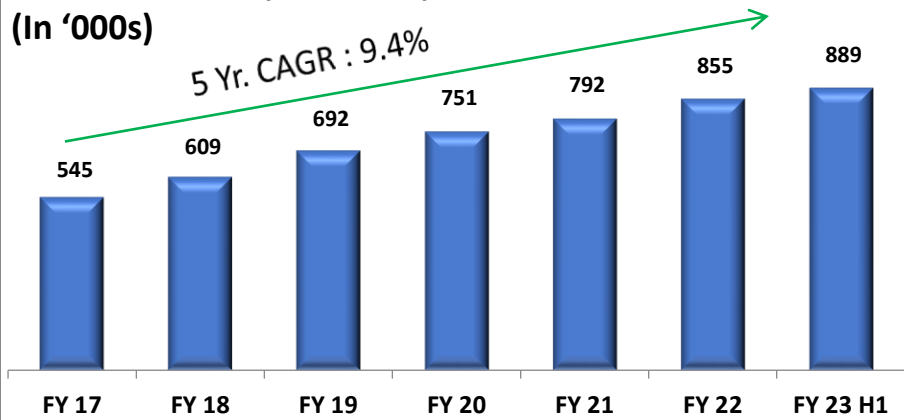
- Over 27 years of Oil and Gas Industry experience.
- Prior experience at Value Endow Consulting Private Limited, Kuwait Petroleum and Gail (India) Ltd.

Financial and Operational Performance

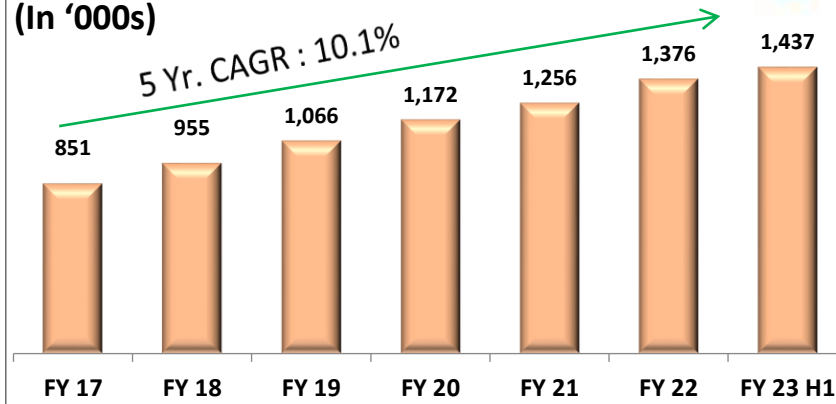
Growth backed by increased customer base and coverage area



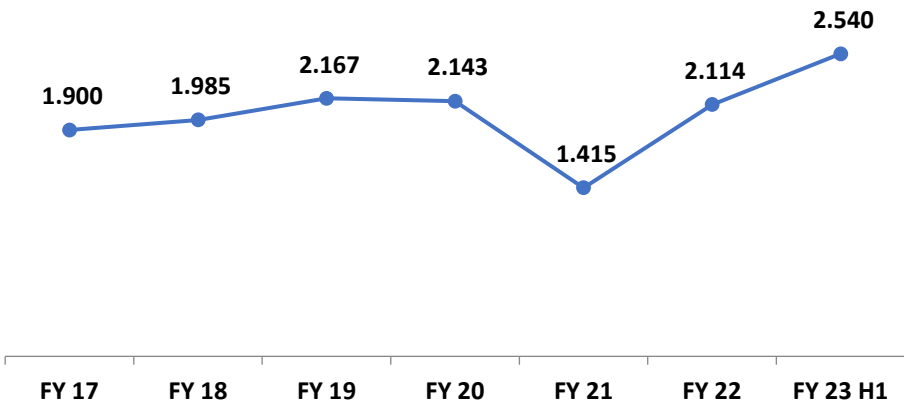
CNG Customers (end users) Growth
(In '000s)



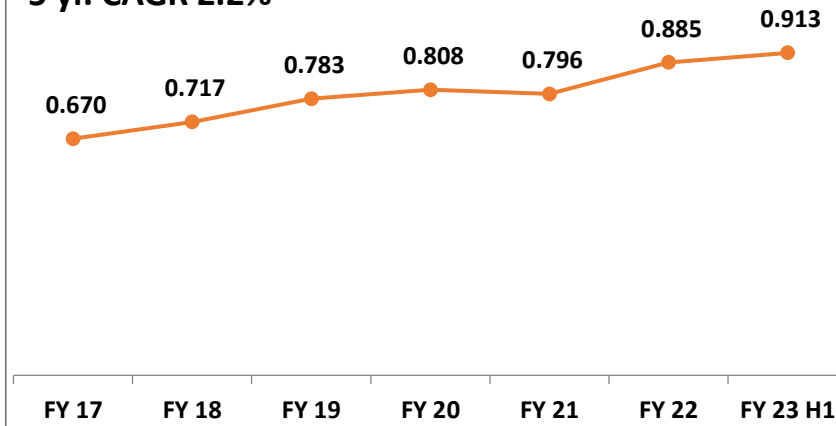
PNG Customers (end users) Growth
(In '000s)



CNG Volume (mmscmd)
5 yr. CAGR 2.2%



PNG Volume (mmscmd)
5 yr. CAGR 2.2%



1. FY 21 performance was severely impacted except in household customer category. Sales volume were down due to lock down caused by COVID 19, 2nd wave of Covid 19 in April and May 2021 and 3rd wave of Covid 19 in January and February 2022.
2. CAGR is impacted adversely due to Covid 19 pandemic since March 2020.

Revenue and Profitability

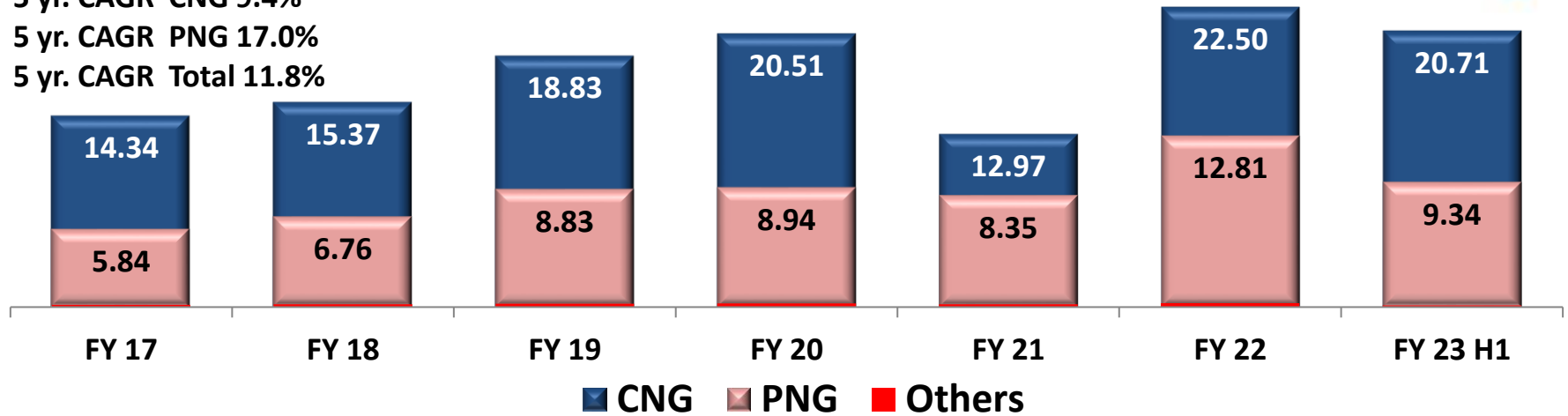


REVENUE (INR Bn)

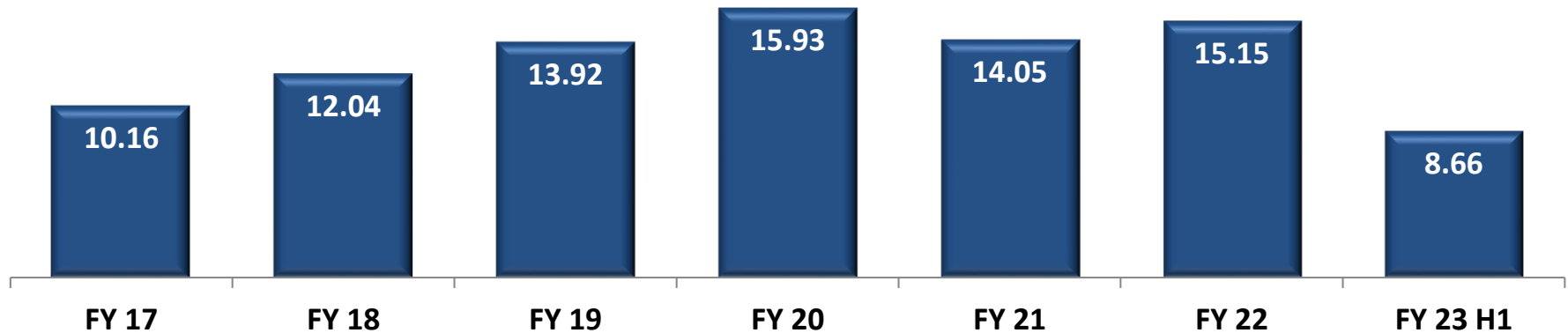
5 yr. CAGR CNG 9.4%

5 yr. CAGR PNG 17.0%

5 yr. CAGR Total 11.8%



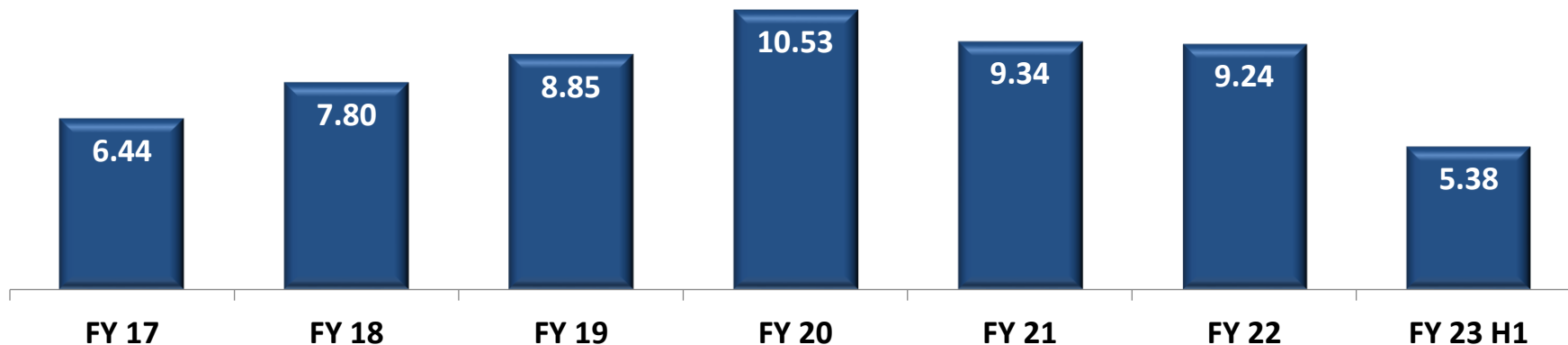
Gross Profit (INR Bn)



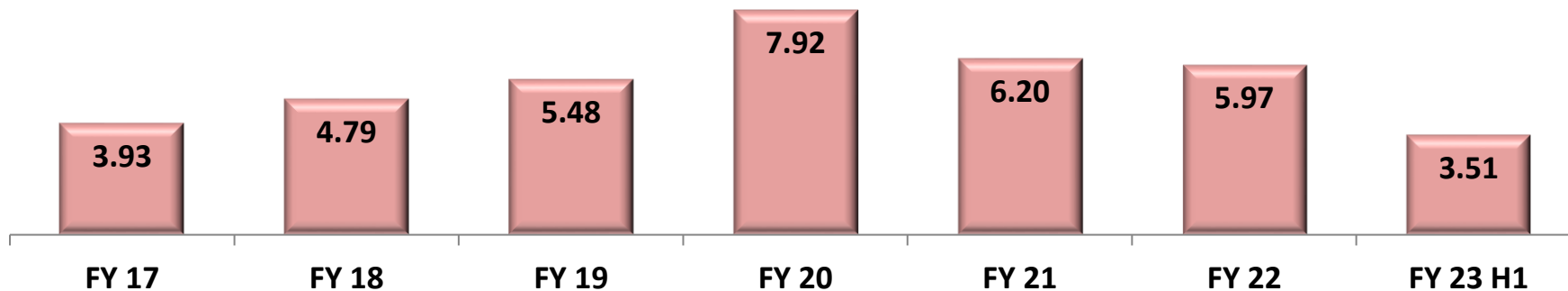
- Note: 1) Revenue from Operations (Net) excluding Other Income
 2) Gross Profit = Sale of Natural Gas and Traded Items - Cost of Natural Gas and Traded Items + Other Operating Income
 3) Sales volume were down due to lock down caused by COVID 19, FY 21 performance was severely impacted, and FY 22 was partially impacted due 2nd wave of Covid 19 in Q1 FY 22 and 3rd wave of Covid 19 in Q4 FY 22 except in household customer category.
 4) Revenue CAGR % for CNG and Total Revenue is impacted adversely due to Covid 19 pandemic since March 2020.

Profitability

EBITDA (INR Bn)



PAT (INR Bn)



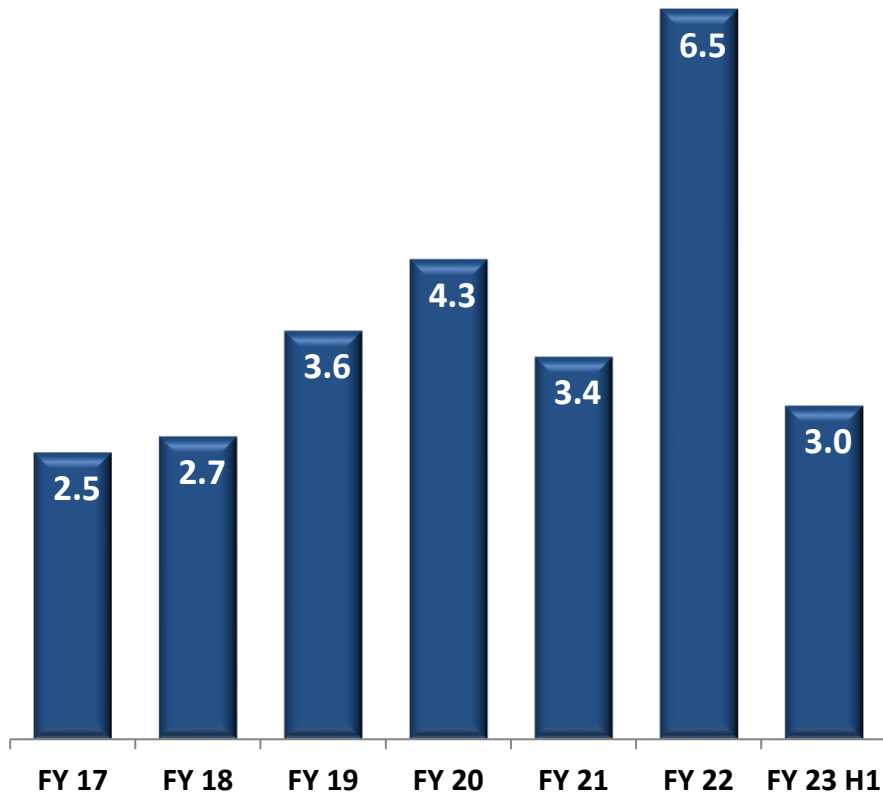
Note: 1) EBITDA = Revenue from Operations - Total expenses excluding Finance Costs and Depreciation and Amortization Expense. (2) Profit After Tax = Total Revenue – Total Expenses – Tax Expense. (3) Due to Taxation Law (Amendment) Ordinance, 2019 tax rate has reduced to 25.17%. In FY 20, reduction in opening liability of Deferred Tax of INR 56.69 Crores and Current Tax reduction of INR 97 Crores has been considered. (4) FY 21 performance was severely impacted except in household customer category. Sales volume were down due to lock down caused by COVID 19, 2nd wave of Covid 19 in April & May'21 and 3rd wave of Covid 19 in January and February 2022.

Capex and Operating Cash Flows

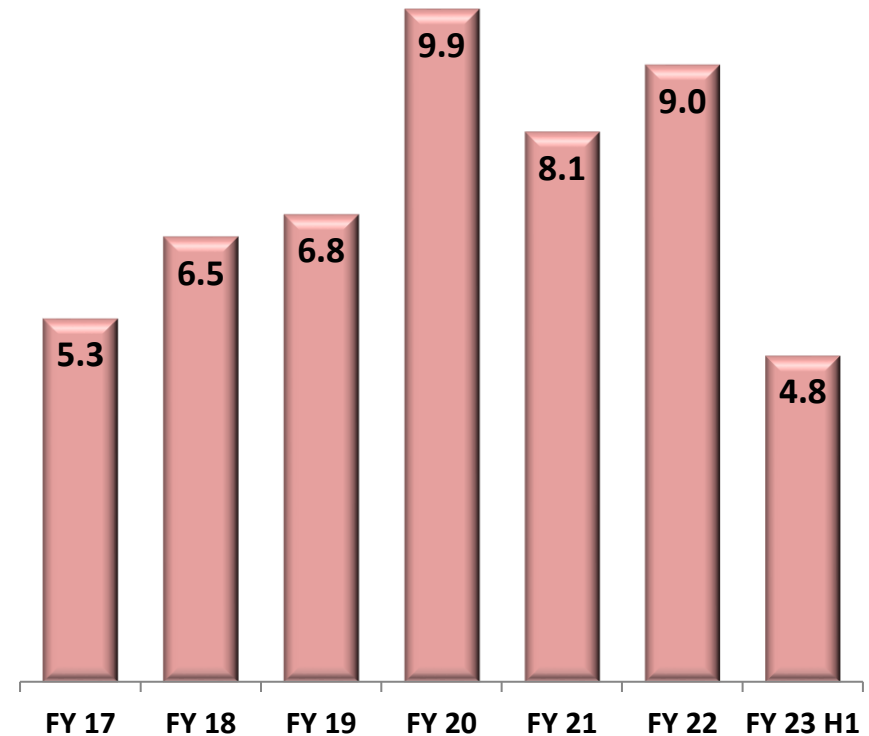


The Company's financial position provides it with flexibility to expand its network in existing markets and expand to new markets in India

Capex (INR Bn)



Operating Cash Flow (INR Bn)



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	FY17	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23 H1
Average Realization / SCM (INR)	21.5	22.4	25.7	27.3	26.4	32.3	47.6
Gross Margin / SCM (INR)	10.7	12.1	12.7	14.5	17.2	13.6	13.6
Opex / SCM (INR)	4.0	4.3	4.7	5.0	5.8	5.4	5.2
EBITDA / SCM (INR)	6.9	7.9	8.2	9.7	11.6	8.4	8.5
EBITDA Margin %	31.7%	34.9%	31.7%	35.4%	43.3%	26.0%	17.8%
Days Receivable (Days)	13.6	12.2	10.0	8.3	13.6	13.5	12.5
RONW % (1)	22.0%	24.3%	24.3%	29.6%	20.1%	17.5%	9.5%
EPS (INR)	39.8	48.4	55.3	80.33	62.7	60.4	35.3

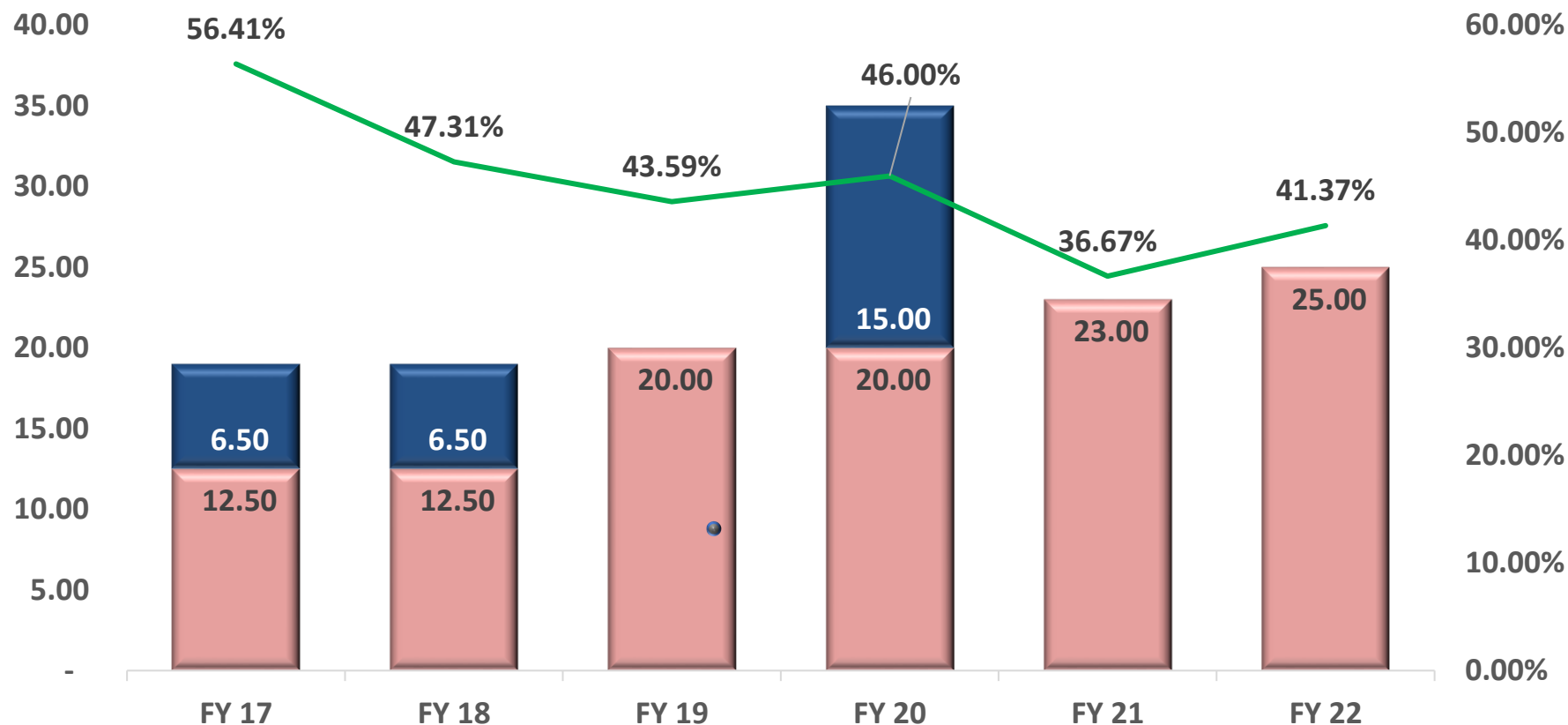
(1) Note: Return on Net Worth = Profit After Tax / Average Net Worth (Share Capital + Reserves and Surplus) for the current year and previous year.

(2) EPS & RONW are not annualized for the interim periods

Creating value for shareholders



Dividend Distribution



Appendix

Board of Directors – As on 30th September 2022



Mr. Mahesh V. Iyer, Chairman (Non-Executive Director - Nominee of GAIL)

- On the Board effective from September 01, 2022
- Director (Business Development), GAIL (India) Limited
- Electrical Engineer with more than 36 years of rich and diverse experience in execution of projects in the areas of gas pipelines, LNG terminals, renewables etc.



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

- Over 35 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. Sanjay Shende, Deputy Managing Director (Executive Director - Nominee of GAIL)

- Over 30 years of experience
- Experience in B2B sales, exports, and marketing
- B.E. (Civil Engineering), Nagpur University, Post Graduate Diploma in Management from the Indian Institute of Management, Lucknow

Board of Directors – As on 30th September 2022



Mr. Syed S. Hussain, Independent Non-Executive Director

- On the Board effective from September 9, 2019
- Prior to taking over the charge of Additional Chief Secretary, GOM, additionally held the post of Principal Secretary of Revenue, Forest, Rural Development. He was also the CEO of Zilla Parishad, Nagpur and District Collector & Magistrate, Latur, Maharashtra.
- B.A. (Hons.) in English and M.A. in English from University of Patna. He has also completed his M.Sc. in Admin Sciences & Development Problems from York University, UK. He completed course on Health Sector and Sustenance at World Bank, Washington D.C., U.S. and also did Short Term training program on infrastructure in market economy (Public-Private Partnership Project) in changing world, J.F. Kennedy Business School, Harvard University, Boston, U.S.



Ms. Malvika Sinha, Independent Non-Executive Director

- On the Board effective from August 24, 2021
- Served Reserve Bank of India ("RBI") for 38 years in various capacities, she retired as Executive Director in February 2020.
- Masters' Degree in Public Administration from the Woodrow Wilson School of Public and International Affairs, Princeton University, USA, and a Masters' Degree in Arts from Elphinstone College, Mumbai University. Additionally, she is a Certified Associate of the Indian Institute of Banking.

Board of Directors – As on 30th September 2022



Mr. Venkatraman Srinivasan, Independent Non-Executive Director

- On the Board effective from August 24, 2021
- He is engaged in audit and assurance practice and direct tax and corporate advisory services since 1984. He specializes in statutory audits of banks, mutual funds and financial institutions and public sector organisations.
- Fellow Member of the Institute of Chartered Accountants of India (ICAI). He completed his graduation in Commerce from Sydenham College of Commerce and Economics, Mumbai.



Mr. Rajeev Bhaskar Sahi, Independent Non-Executive Director

- On the Board effective from August 24, 2021
- He has over 35 years of varied experience in the petroleum, media, hospitality, education and retail sectors. He had steered multiple functions including Corporate Planning, Operations, Logistics, Finance, Sales and Marketing, Organizational Restructuring and grassroot Project Implementation.
- Post Graduate Program (MBA) in Finance and Marketing from Indian Institute of Management, Ahmedabad and Marketing Management Program - Brand Management and International Marketing, from Columbia Business School, USA.

Financial Statements

Statement of Financial Results for the six months ended September 30, 2022

INR Mn



Sr. No.	Particulars	For the six months ended 30th September 2022	For the six months ended 30th September 2021
I	Revenue from Contracts with Customers	33,107.10	15,744.20
II	Other Income	459.90	412.10
III	Total Income (I + II)	33,567.00	16,156.30
IV	Expenses :		
	Cost of Natural Gas and Traded Items	21,521.70	5,732.20
	Changes in Inventories	(7.30)	(2.90)
	Excise Duty on Sale of Compressed Natural Gas	2,933.00	1,287.90
	Employee Benefits Expense	536.80	425.70
	Finance Costs	47.60	37.20
	Depreciation and Amortisation Expenses	1,087.80	925.50
	Other Expenses	2,739.00	2,243.80
	Total Expenses	28,858.60	10,649.40
V	Profit Before Tax for the year (III- IV)	4,708.40	5,506.90
VI	Income Tax Expense :		
	(i) Current Tax	1,169.80	1,301.40
	(ii) Deferred Tax	46.90	121.80
	Total Income Tax Expense (i+ii)	1,216.70	1,423.20
VII	Profit After Tax for the year (V - VI)	3,491.70	4,083.70
VIII	Other Comprehensive Income		
	Items that will not be reclassified to profit or loss :		
	Gains/(Losses) on Remeasurements of the Defined Benefit Plans	30.30	(17.00)
	Income tax relating to items that will not be reclassified to profit or loss	(7.60)	4.30
	Total Other Comprehensive Income	22.70	(12.70)
IX	Total Comprehensive Income for the year (VII + VIII)	3,514.40	4,071.00

Statement of Assets and Liabilities as at March 31, 2022

Particulars	As at 31st March 2022	As at 31st March 2021
ASSETS		
I. Non-current Assets		
(a) Property, Plant and Equipment	24,580.77	20,409.11
(b) Capital Work-in-Progress (CWIP)	6,159.45	5,603.20
(c) Intangible Assets	52.31	56.54
(d) Right of Use Assets	1,504.19	1,227.53
(e) Financial Assets		
(i) Trade Receivables	0.06	0.10
(ii) Other Financial Assets	450.79	332.47
(f) Income Tax Assets (net)	763.42	497.28
(g) Other Non-current Assets	375.94	342.15
Total Non-current Assets (I)	33,886.93	28,468.38
II. Current assets		
(a) Inventories	274.87	221.65
(b) Financial Assets		
(i) Investments	10,882.81	10,249.76
(ii) Trade Receivables	1,840.41	1,275.20
(iii) Cash and Cash Equivalentents	824.83	281.87
(iv) Bank balances other than (iii) above	3,826.99	4,836.69
(v) Other Financial Assets	675.68	550.87
(c) Other current assets	125.58	127.02
Total Current Assets (II)	18,451.16	17,543.05
Total Assets (I+II)	52,338.09	46,011.43

Statement of Assets and Liabilities as at March 31, 2022 (Contd....)

Particulars	As at 31st March 2022	As at 31st March 2021
EQUITY AND LIABILITIES		
I. Equity		
(a) Equity Share Capital	987.78	987.78
(b) Other Equity	34,985.45	31,335.93
Total Equity (I)	35,973.23	32,323.71
II. Liabilities		
A. Non-current Liabilities		
(a) Financial Liabilities		
(i) Lease Liabilities	824.05	573.13
(ii) Security Deposits	7.98	8.11
(b) Provisions	258.59	224.54
(c) Deferred Tax Liabilities (net)	2,007.98	1,772.51
Total Non-current Liabilities (A)	3,098.60	2,578.28
B. Current Liabilities		
(a) Financial Liabilities		
(i) Trade Payables		
- outstanding dues of micro and small enterprises	180.97	179.72
- outstanding dues of creditors other than micro and small enterprises	2,537.50	1,378.87
(ii) Security Deposits	7,150.12	6,355.14
(iii) Lease Liabilities	205.84	167.92
(iv) Other Financial Liabilities	2,450.34	2,316.64
(d) Other Current Liabilities	614.45	605.26
(b) Provisions	97.36	76.21
(c) Income Tax Liabilities (net)	29.69	29.69
Total Current Liabilities (B)	13,266.26	11,109.43
Total Liabilities (II = A+B)	16,364.86	13,687.72
Total Equity and Liabilities (I+II)	52,338.09	46,011.43

Statement of Assets and Liabilities

Particulars	As at 31 st March, 2022	As at 31 st March, 2021	As at 31 st March, 2020	As at 31 st March, 2019
ASSETS				
I. Non-current Assets				
(a) Property, Plant and Equipment	24,580.77	20,409.11	19,262.19	17,587.53
(b) Capital Work-in-Progress	6,159.45	5,603.20	4,865.33	3,696.87
(c) Intangible Assets	52.31	56.54	46.35	46.61
(d) Right to Use Assets	1,504.19	1,227.53	1,183.37	-
(d) Financial Assets				
(i) Trade receivables	0.06	0.10	0.23	0.63
(ii) Other Financial Assets	450.79	332.48	280.27	195.72
(e) Income Tax Assets (net)	763.42	497.28	409.28	336.14
(f) Other Non-current Assets	375.94	342.15	181.24	805.77
Total Non-current Assets (I)	33,886.93	28,468.38	26,228.27	22,669.26
II. Current assets				
(a) Inventories	274.87	221.65	185.68	191.18
(b) Financial Assets				
(i) Investments	10,882.81	10,249.76	11,214.68	6,540.17
(ii) Trade Receivables	1,840.41	1,275.20	684.30	995.31
(iii) Cash and Cash Equivalentents	824.83	281.87	153.76	265.31
(iv) Bank balances other than (iii) above	3,826.99	4,836.69	2,140.97	2,723.09
(v) Other Financial Assets	675.68	550.87	545.16	860.89
(c) Other current assets	125.58	127.02	127.43	165.03
Total Current assets (II)	18,451.16	17,543.05	15,051.98	11,740.99
Total Assets (I+II)	52,338.09	46,011.43	41,280.26	34,410.25

Statement of Assets and Liabilities (Contd....)

Particulars	As at 31 st March, 2022	As at 31 st March, 2021	As at 31 st March, 2020	As at 31 st March, 2019
EQUITY AND LIABILITIES				
I. Equity				
(a) Equity Share Capital	987.78	987.78	987.78	987.78
(b) Other Equity	34,985.45	31,335.93	28538.90	23,000.92
Total Equity (I)	35,973.23	32,323.71	29,526.68	23,988.70
II. Liabilities				
A. Non-current Liabilities				
(a) Financial Liabilities				
(i) Lease Liabilities	824.05	573.13	490.01	-
(ii) Security Deposits	7.98	8.11	5.57	18.09
(b) Provisions	258.59	224.54	184.10	143.11
(c) Deferred Tax Liabilities (net)	2,007.98	1,772.51	1,606.66	2048.39
Total Non-current Liabilities (A)	3,098.60	2,578.28	2,286.34	2,209.59
B. Current Liabilities				
(a) Current Financial Liabilities				
(i) Trade Payables				
- outstanding dues of micro and small enterprises	180.97	179.72	176.72	64.75
- outstanding dues of creditors other than micro and small enterprises	2,537.50	1,378.87	1141.03	1459.74
(ii) Security Deposits	7,150.12	6,355.14	5,817.48	5,179.17
(iii) Lease Liabilities	205.84	167.92	176.07	-
(iv) Other Financial Liabilities	2,450.34	2,316.64	1,590.94	994.46
(b) Provisions	614.45	605.26	79.29	68.84
(c) Income Tax Liabilities (net)	97.36	76.21	29.69	8.08
(d) Other Current Liabilities	29.69	29.69	456.02	436.93
Total Current Liabilities (B)	13,266.26	11,109.43	9,467.24	8,211.96
Total Liabilities (II = A+B)	16,364.86	13,687.72	11,753.58	10,421.55
Total - Equity and Liabilities (I+II)	52,338.09	46,011.43	41,280.26	34,410.25

Statement of Profit and Loss

Sr. No.	Particulars	For the year ended			
		31 st March 2022	31 st March 2021	31 st March 2020	31 st March 2019
I	Revenue from Contracts with Customers	38,848.96	23,377.93	32,644.86	30,567.93
II	Other Income	857.38	805.11	989.53	777.13
III	Total Income (I + II)	39,706.34	24,183.04	33,634.39	31,345.06
IV	Expenses :				
	Cost of Natural Gas and Traded Items	20,457.76	7,472.07	13,794.90	13,992.64
	Changes in Inventories	(3.78)	1.02	0.50	(1.04)
	Excise Duty on Sale of Compressed Natural Gas	3,247.12	1,852.56	2,923.58	2,657.20
	Employee Benefits Expense	833.07	875.25	806.34	708.79
	Finance Costs	75.34	71.94	65.25	3.23
	Depreciation and Amortisation Expenses	1,962.68	1,736.73	1,617.26	1,259.31
	Other Expenses	5,071.58	3,837.43	4,591.19	4,355.81
	Total Expenses	31,643.76	15,847.00	23,799.02	22,975.94
V	Profit Before Tax for the year (III- IV)	8,062.58	8,336.04	9,835.37	8,369.12
VI	Income Tax Expense :				
	(i) Current Tax	1,857.84	1,977.47	2,331.01	2,613.97
	(ii) Deferred Tax	235.27	162.79	(430.74)	291.26
	Total Income Tax Expense (i+ii)	2,093.11	2,140.26	1,900.27	2,905.23
VII	Profit After Tax for the year (V - VI)	5,969.47	6,195.78	7,935.10	5,463.89
VIII	Other Comprehensive Income				
	Items that will not be reclassified to profit or loss :				
	Gains/(Losses) on Remeasurements of the Defined Benefit Plans	1.53	12.15	(28.97)	19.25
	Income tax relating to items that will not be reclassified to profit or loss	(0.20)	(3.06)	13.49	(6.73)
	Total Other Comprehensive Income	1.33	9.09	(15.48)	12.52
IX	Total Comprehensive Income for the year (VII + VIII)	5,970.80	6,204.87	7,919.61	5,476.41

Statement of Cash Flows

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PARTICULARS	For the year ended			
	31.03.2022	31.03.2021	31.03.2020	31.03.2019
I. CASH FLOW FROM OPERATING ACTIVITIES				
Profit before tax as per Statement of Profit and Loss	8,062.58	8,336.04	9,835.37	8,369.12
Adjustments for:				
Depreciation and Amortisation Expense	1,962.68	1,736.73	1,617.26	1,259.31
Finance Costs	75.34	71.94	65.25	3.23
Other Non-Operating Items (Net)	(594.45)	(626.76)	(654.61)	(443.13)
Operating Profit Before Working Capital Changes	9,506.15	9,517.95	10,863.27	9,188.53
Movements in working capital	1,652.32	602.26	1,369.17	365.96
Cash Generated from Operations	11,158.47	10,120.22	12,232.44	9,554.49
Income Taxes Paid (Net off refund)	(2,121.63)	(2,064.96)	(2,380.05)	(2,708.07)
Net Cash from Operating Activities	9,036.85	8,055.26	9,852.39	6,846.42
II. CASH FLOW FROM INVESTING ACTIVITIES				
Payments for PPE/ Intangibles/ ROU Assets (Net)	(6,473.15)	(3,395.35)	(4,258.35)	(3,624.67)
Payments for purchase of Investments (Net)	(357.02)	1,287.22	(4,316.03)	473.49
Movements in Bank Deposits not considered as Cash & Cash Equivalents	1,016.36	(2,687.32)	551.33	(1,611.95)
Interest Received	423.34	346.50	317.80	182.23
Dividend Received on Investments	-	9.82	156.84	195.26
Net Cash (used in) Investing Activities	(5,390.47)	(4,439.13)	(7,548.40)	(4,385.63)
III. CASH FLOW FROM FINANCING ACTIVITIES				
Repayment of Borrowings	-	-	-	(11.95)
Payment of Lease Liability	(289.65)	(262.36)	(215.84)	-
Dividend Paid (Includes Dividend Distribution Tax)	(2,809.53)	(3,221.00)	(2,183.25)	(2,330.24)
Interest Paid	(4.23)	(4.67)	(16.45)	(3.44)
Net Cash used in Financing Activities	(3,103.41)	(3,488.02)	(2,415.54)	(2,345.63)
Net Increase/(Decrease) in Cash and Cash Equivalents (I+II+III)	542.96	128.11	(111.55)	115.16
Cash and Cash Equivalents at the beginning of the year (refer note 10)	281.87	153.76	265.31	150.15
Cash and Cash Equivalents at the end of the year (refer note 10)	824.83	281.87	153.76	265.31

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.....

MGL House, G-33, Bandra Kurla Complex, Bandra (E)

Mumbai – 400 051

T +91 22 6678 5000 F +91 22 6540093/1046

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