



# MAHANAGAR GAS LIMITED

(GAIL, Govt. of Maharashtra & BGAPH Enterprise)

Ref: MGL/CS/SE/2018/123

Date: January 12, 2018

To,

<b>Head, Listing Compliance Department</b> <b>BSE Limited</b> P. J. Towers, Dalal Street, Mumbai - 400 001 <b>Script Code/Symbol: 539957; MGL</b>	<b>Head, Listing Compliance Department</b> <b>National Stock Exchange of India Ltd</b> Exchange Plaza, Bandra –Kurla Complex, Bandra (East), Mumbai - 400051 <b>Script Symbol: MGL</b>
--	---

**Sub: Intimation of Schedule of Analyst/Institutional Investors Meetings pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015.**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, given below is the schedule of meetings with Analyst/Institutional investor.

Date	Name of the conference	Type of meeting	Venue
January 15, 2018	Government of Singapore Investment Corporation Pte. Ltd	One to One	Singapore
	Schroder Investment Management Singapore	One to One	
	Stewart Investors (Singapore)	One to One	
	Principal Global Investors (Singapore) Ltd	One to One	
	AllianceBernstein (Singapore) Ltd	Group Meeting	
	Ariana Investment Management Pte Ltd		
	Cimb - Principal Asset Management (S) Pte. Ltd		
	Goldman Sachs Asset Management India		
	Kotak Mahindra (UK) Ltd (Singapore Branch)		
	Lion Global Investors Ltd		
	New Silk Road Investment Pte Ltd		
	Nikko Asset Mgmt Asia Ltd		
	Somerset Capital		
	Tokio Marine Asset Management		
	Value Partners Ltd		
	Wells Capital MA		





MAHANAGAR  
GAS

CONTINUATION SHEET

	GMO Singapore Pte Ltd	One to One	Singapore
	Balyasny Asset Management Singapore Limited	One to One	
	Somerset Capital	One to One	
January 16, 2018	Eastspring Investments (Singapore) Limited	One to One	Singapore
	UBS Asset Management (Singapore) Ltd	One to One	
	SembCorp	One to One	
January 17, 2018	Morgan Stanley Investment Management HK	One to One	Hong Kong
	Mirae Asset Global Investments Hong Kong	One to One	
	Principal Global Investors (Hong Kong) Limited	One to One	
	BlackRock (Hong Kong) Ltd	One to One	
	Fidelity Mgmt & Research Co (Hong Kong) Ltd	One to One	
	HSBC Global Asset Management Asia	One to One	
January 18, 2018	Doric Capital Corporation Hong Kong	Group Meeting	Hong Kong
	Highbridge Capital Mgmt (HK)		
	Invesco Advisers		
	Sparx Asia Investment Advisors Ltd		
	Ward Ferry Management Ltd		
	UBS Global Asset Management Hong Kong	One to One	
	T Rowe Price Asset Mgmt Asia	One to One	
	Amundi Asset Mgmt Hong Kong	One to One	
January 22, 2018	JP Morgan Asset Management(Japan) Ltd.	One to One	Tokyo
	Nomura Asset Management UK	One to One	

**Note:** The above meeting schedules are subject to change. Changes may happen due to exigencies, logistical disorders and last minute conflicts on the part of investors and/or the company.



*eHob*



**MAHANAGAR  
GAS**

**CONTINUATION SHEET**

We would like to inform you that presentation being made to the Analyst / Investors at the conference is available under Investor section on the website of the Company and enclosed herewith.

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



**MAHANAGAR  
GAS**

indhan  
hariyali 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 22 year track record in Mumbai <sup>(1)</sup>

## Low-Cost Gas Availability

Cost-effective availability of domestic natural gas with sourcing flexibility

## Strong Customer Base

CNG supplied to over 0.58 mn vehicles and PNG to approximately 1.05 mn domestic households<sup>(2)</sup>

## Infrastructure Exclusivity

Over 4,932 kms of pipeline<sup>(2)</sup> with infrastructure exclusivity<sup>(3)</sup> and 207 CNG filling stations<sup>(2)</sup>

## Commitment to Health and Safety

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

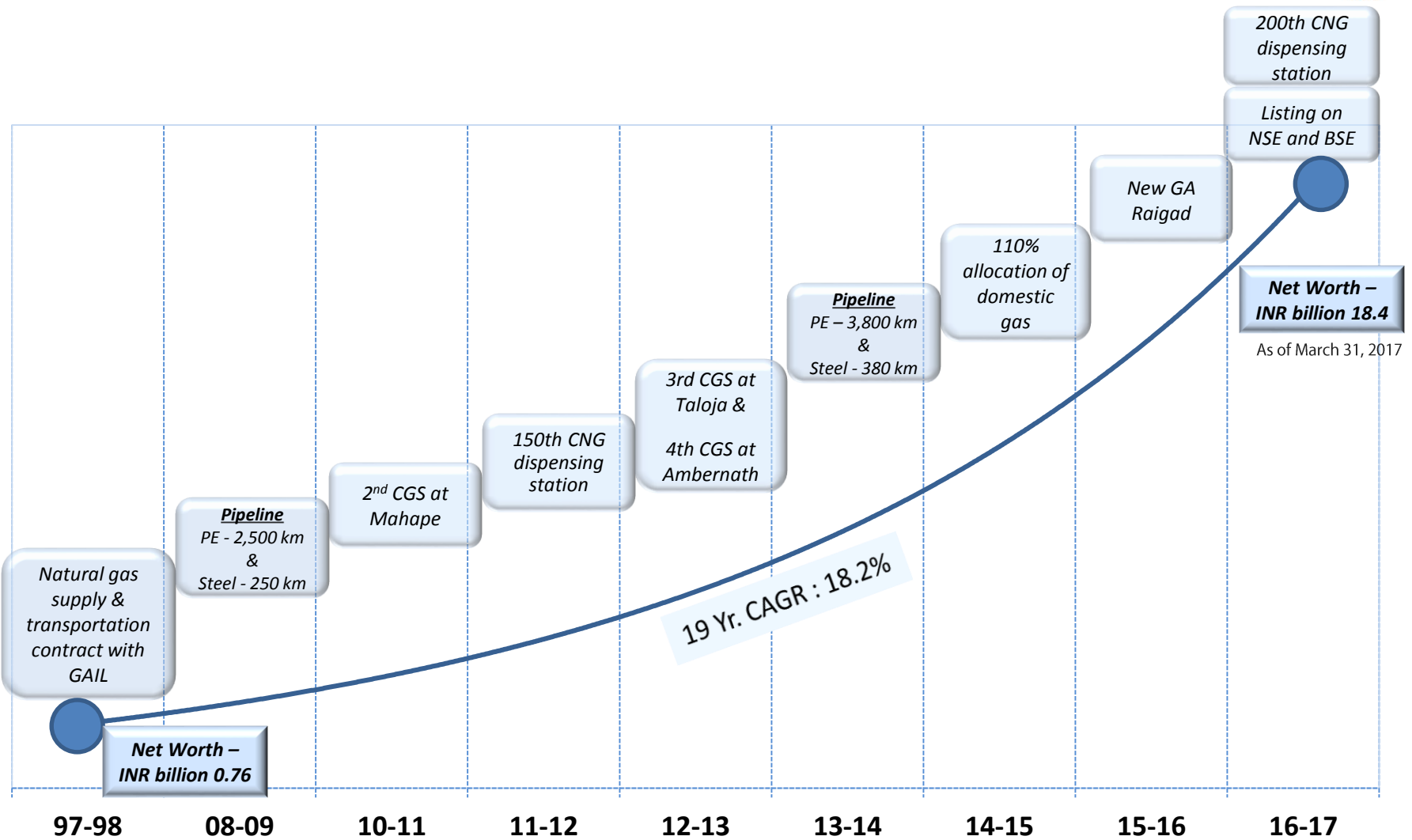
## Robust Financial Performance

Revenue CAGR (FY12-17): 9.2%  
Return on Net Worth (FY17): 22.0%  
Total cash balance of INR 6.1bn<sup>(4,5)</sup>  
Net worth of INR 18.4bn<sup>(5)</sup>

## Blue-Chip Shareholders

BG Asia Pacific Holding Pte. Ltd. ("BGAPH") (32.5%)  
GAIL (India) Ltd. ("GAIL") (32.5%)  
Government of Maharashtra ("GoM") (10.0%)  
Public (25.0%)

# Our Journey : Record of Growth and Excellence

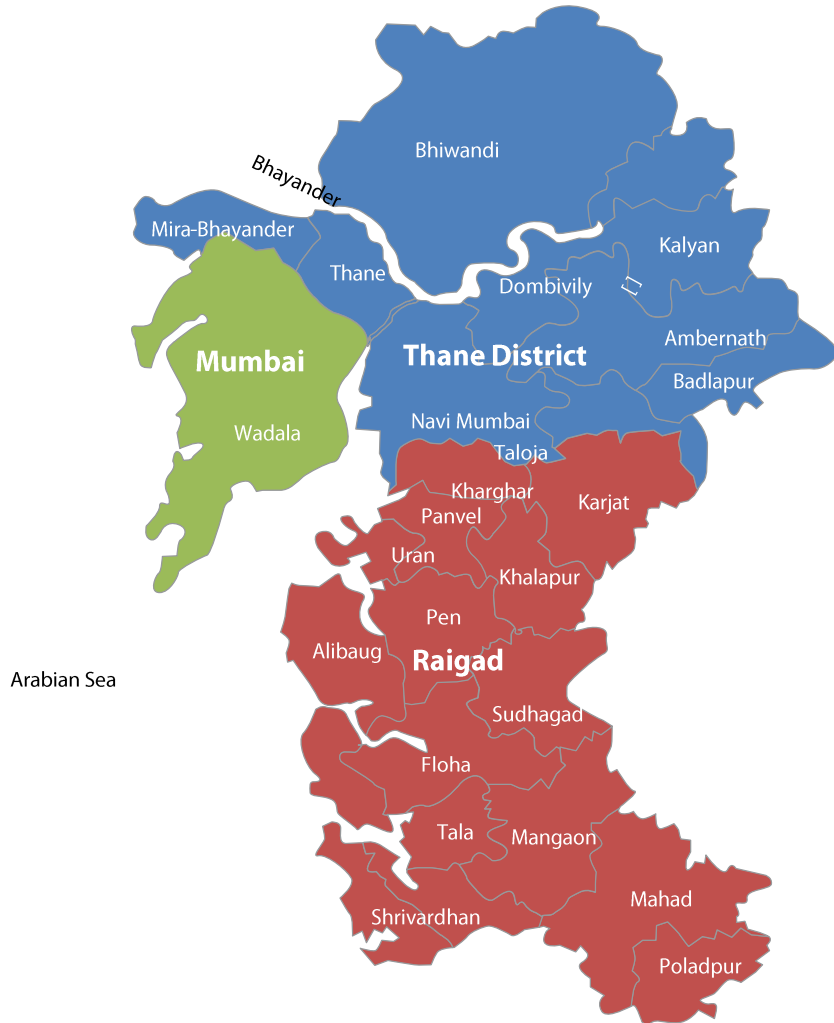


As of March 31, 2017

# Areas of Operation



## Business Operations



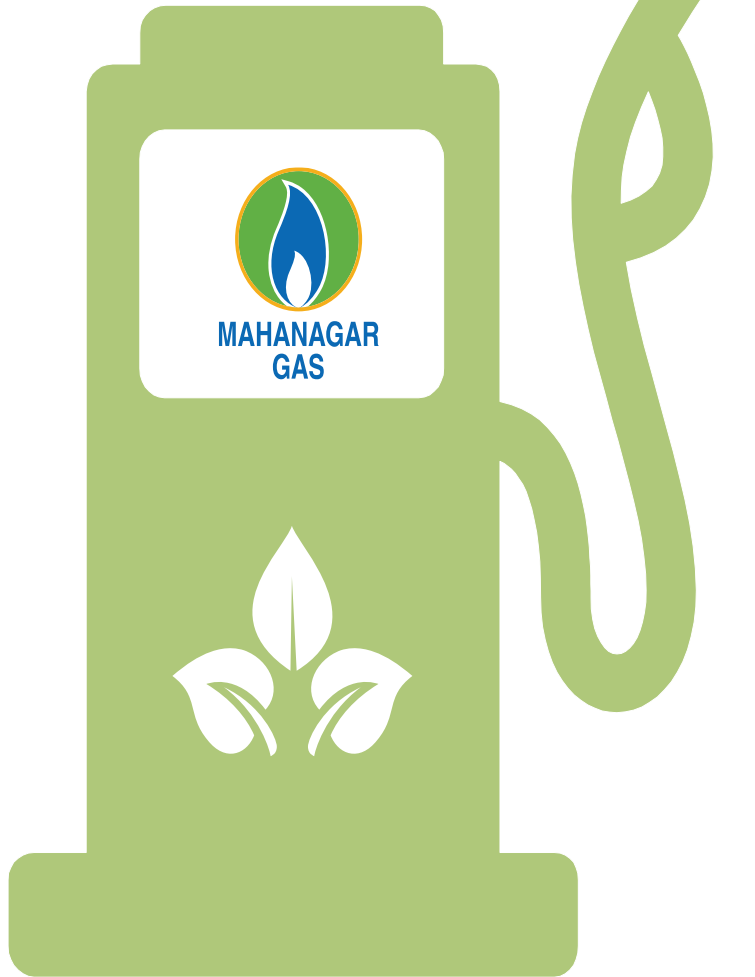
<b>Areas of Operation</b>	Mumbai & Greater Mumbai	Mira-Bhayander, Navi Mumbai, Thane City, Kalyan, Taloja, Ambernath, Dombivli, Ulhasnagar, Badlapur, Bhiwandi, Kharghar and Panvel	Raigad District (adjacent to existing area of operation)
<b>Population (mn)</b>	20.7 mn population and 3 mn households <sup>(1)</sup>		
<b>Infrastructure Exclusivity</b>	2020	2030	2040
<b>MGL Pipeline<sup>(2)</sup></b>	4,932 kms		
<b>MGL PNG Connections<sup>(2)</sup></b>	~ 1.05 mn		
<b>MGL CNG Stations<sup>(2)</sup></b>	207		
<b>MGL CNG Customers<sup>(2)</sup></b>	~ 0.58 mn		



# MGL : Strong Fundamentals



# 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

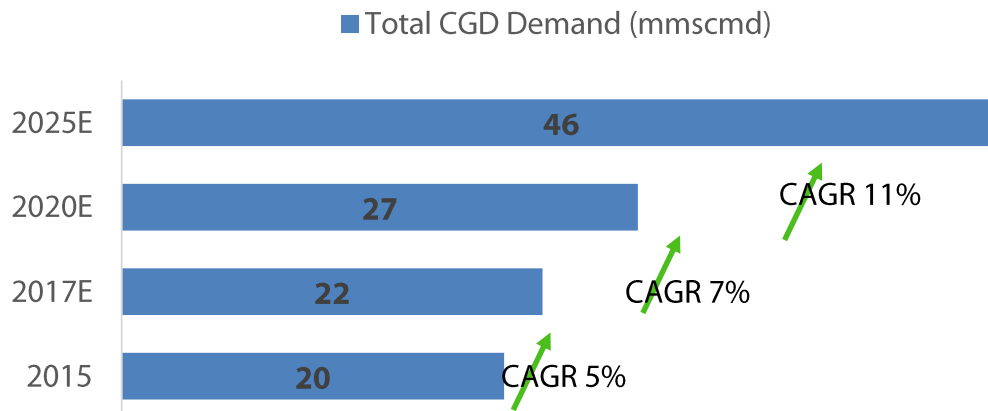
# Market Natural Gas and CGD :Attractive Industry



## Industry Overview

- India was the **third-largest energy consumer** in the world after China and US in 2016
- India's **primary energy consumption has more than doubled** between 2000 and 2016, reaching ~724 MTOe
- India's **per capita energy consumption is one-third of the global average**, indicating potentially higher energy demand in the long-term
- 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 2017 as Natural Gas becomes a Preferred Fuel



## ...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	42.63
Diesel <sup>(1)</sup>	63.10
Petrol <sup>(1)</sup>	77.80

32% differential (CNG vs Diesel)  
62% differential (CNG vs Petrol)

## Commercial PNG Favorably Priced vs. Alternate Fuels

Particulars	UoM	
PNG	INR/SCM	32.49
Light Diesel Oil <sup>(2)</sup>	INR/Ltr	36.86
Commercial LPG <sup>(2)</sup>	INR/Kg	66.81

~10% differential (PNG vs Light Diesel Oil)  
~38% differential (PNG vs Commercial LPG)

- **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

## PNG Provides Savings with respect to Non-subsidized LPG

Energy Cost for Cylinders (INR / Mn Kcal)	Number of Subsidized Cylinders			
	12	9	6	0
LPG	3188	3552	3916	4645
PNG	3022	3022	3022	3022
<b>% Difference</b>	5%	15%	23%	35%

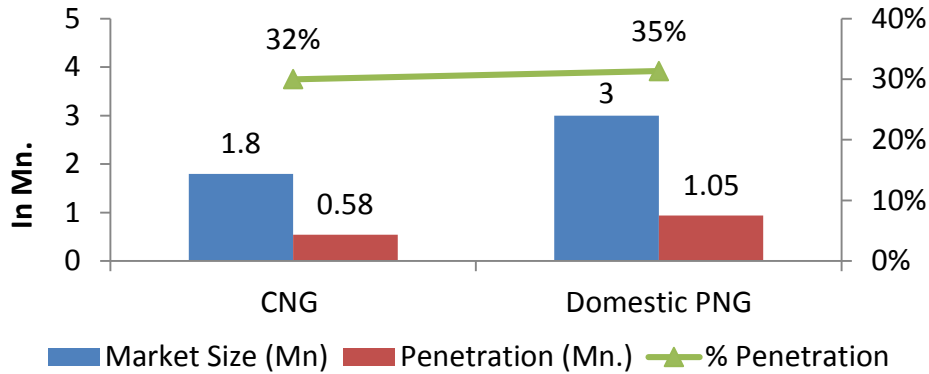
With gradual phasing out of subsidized LPG cylinders by Government, consumers will be incentivized to purchase PNG due to significant savings

# Attractive End Market

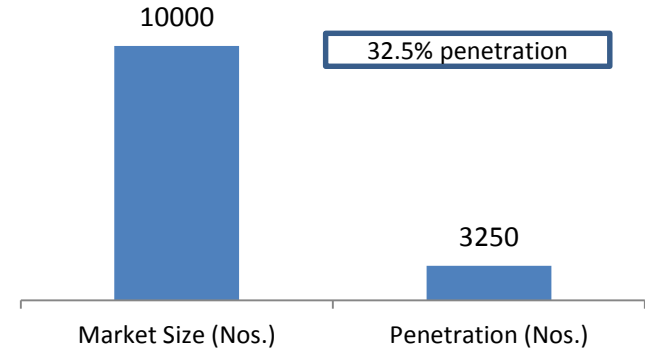


## Mumbai Market Size and penetration

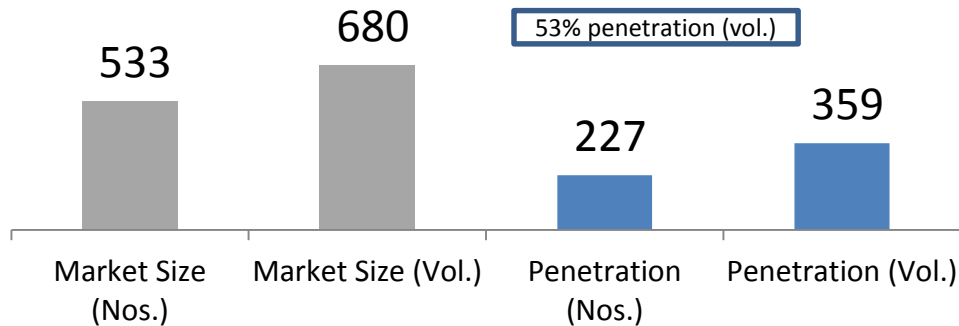
CNG Vehicle and House holds  
Mn Nos.



Restaurants  
Nos.



Industrial & Bulk  
Commercial  
Nos. & volume in '000 SCMD



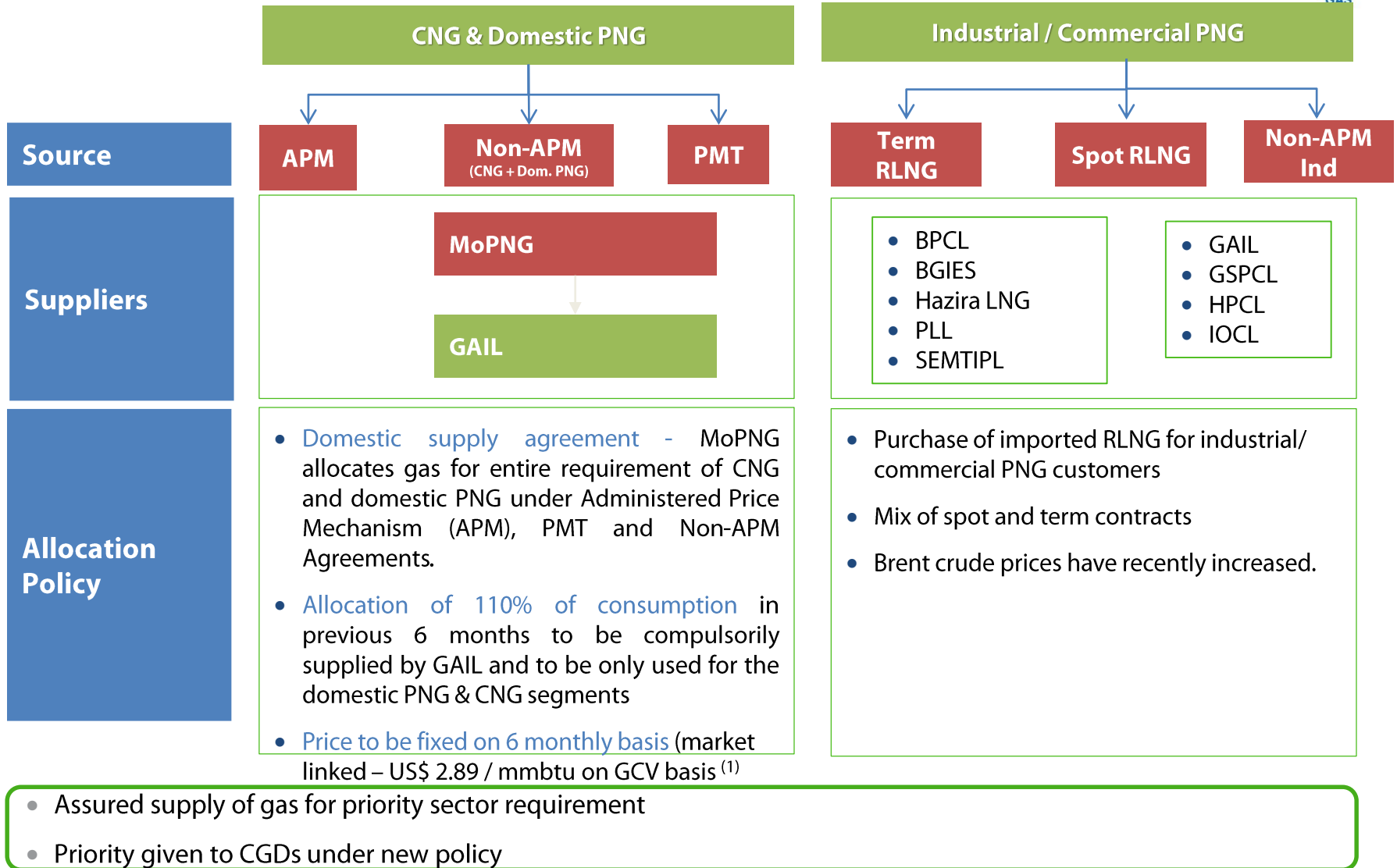
Remark : The Market size consist of alternate liquid and gaseous fuel

Low penetration in areas of operations with high likelihood of growth

Regulatory environment favorable for managing profitability



# Diversified Sourcing Strategy

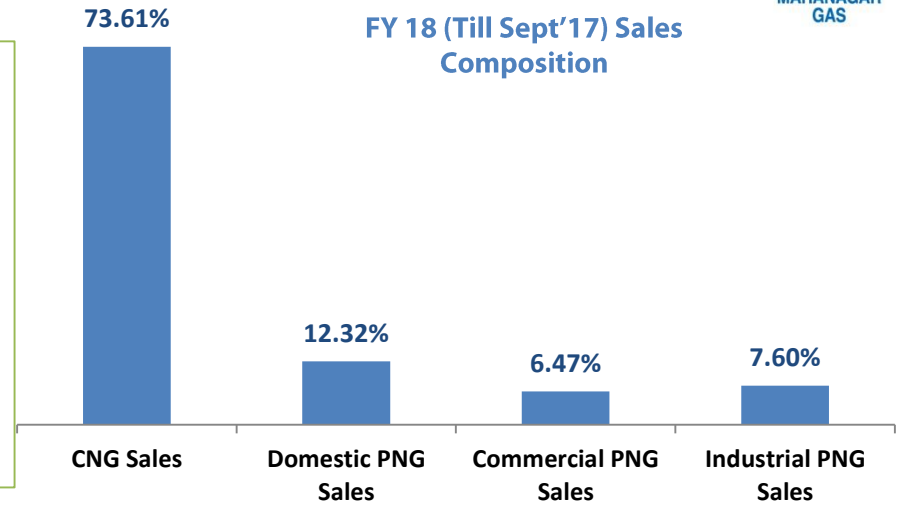


# Diversified Sourcing Strategy

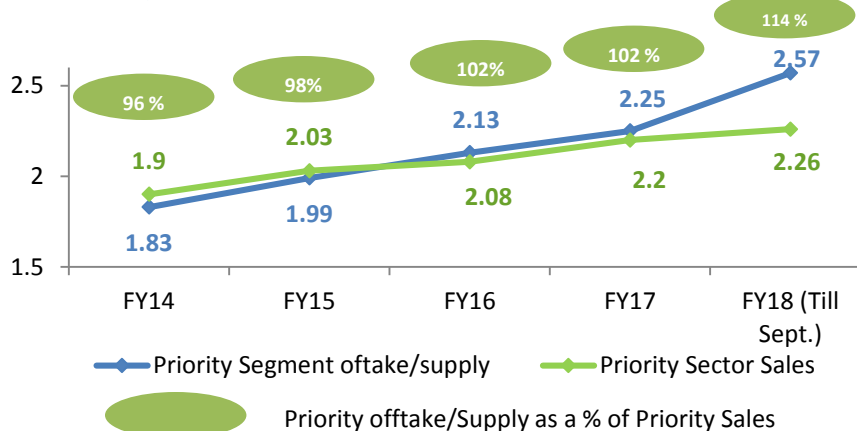


## Priority Segment Forms Majority

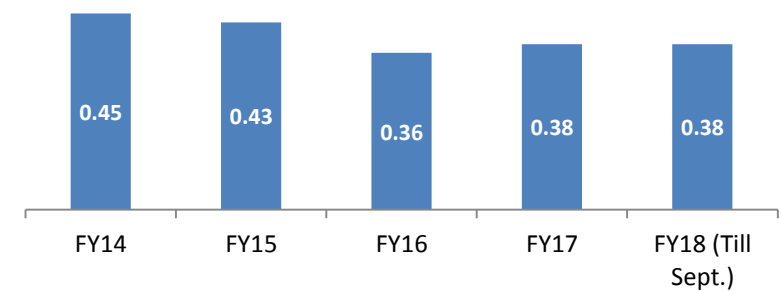
- **Allocation**  
10% over and above the 100% requirement
- **Pricing**  
APM price significantly lower than market price of imported natural gas
- **Distribution**  
Majority of MGL's sales are from Priority Sector



## Priority Segment Sales (Domestic PNG + CNG)



## Reducing Dependence on Non APM/Spot/Term RLNG



Volume in MMSCMD

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 (2)**  
Fixed Asset of INR 17.29 Bn  
Average Capex of INR 2.4 Bn

**CNG Customer Base<sup>(1)</sup>**  
~0.58 Mn

**PNG Customer Base<sup>(1)</sup>**  
~ 1.05 Mn

**207 CNG filling stations<sup>(1)</sup>**  
14 - MGL owned  
Others – OMCs, Private Players

**Pipeline and CGS<sup>(1)</sup>**  
Over 4,932 kms of pipeline and 4 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

# 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"> <li>• <i>Built in advantage for incumbent</i></li> <li>• <i>Authorization for Mumbai, its adjoining areas and Raigad</i></li> </ul>
Exclusivity	<i>Infrastructure exclusivity in Mumbai and certain Adjoining Areas, and marketing exclusivity in Raigad</i>	<ul style="list-style-type: none"> <li>• <i>Infrastructure exclusivity till 2020 in Mumbai, 2030 in Adjoining areas and 2040 in Raigad</i></li> <li>• <i>Marketing exclusivity in Raigad valid up to 2020</i></li> </ul>
Gas Allocation	<i>110% allocation for CNG and domestic PNG requirements</i>	<ul style="list-style-type: none"> <li>• <i>Ensured allocation for priority sectors</i></li> <li>• <i>Revenue mix for MGL</i></li> <li>• <i>Limited LNG requirement</i></li> </ul>
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"> <li>• <i>NITI Aayog agenda to expand CGD in 326 cities by 2022 from existing 75 authorized Geographical Area</i></li> </ul>	<i>Opportunities to expand for MGL</i>

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

## Seek Growth Opportunities

- PNGRB's bidding rounds could be opportunity for MGL's expansion beyond Mumbai
- *NITI Aayog agenda to expand CGD in 326 cities by 2022 from existing 75 authorized Geographical Area*
- New applications and technologies for CNG

## 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

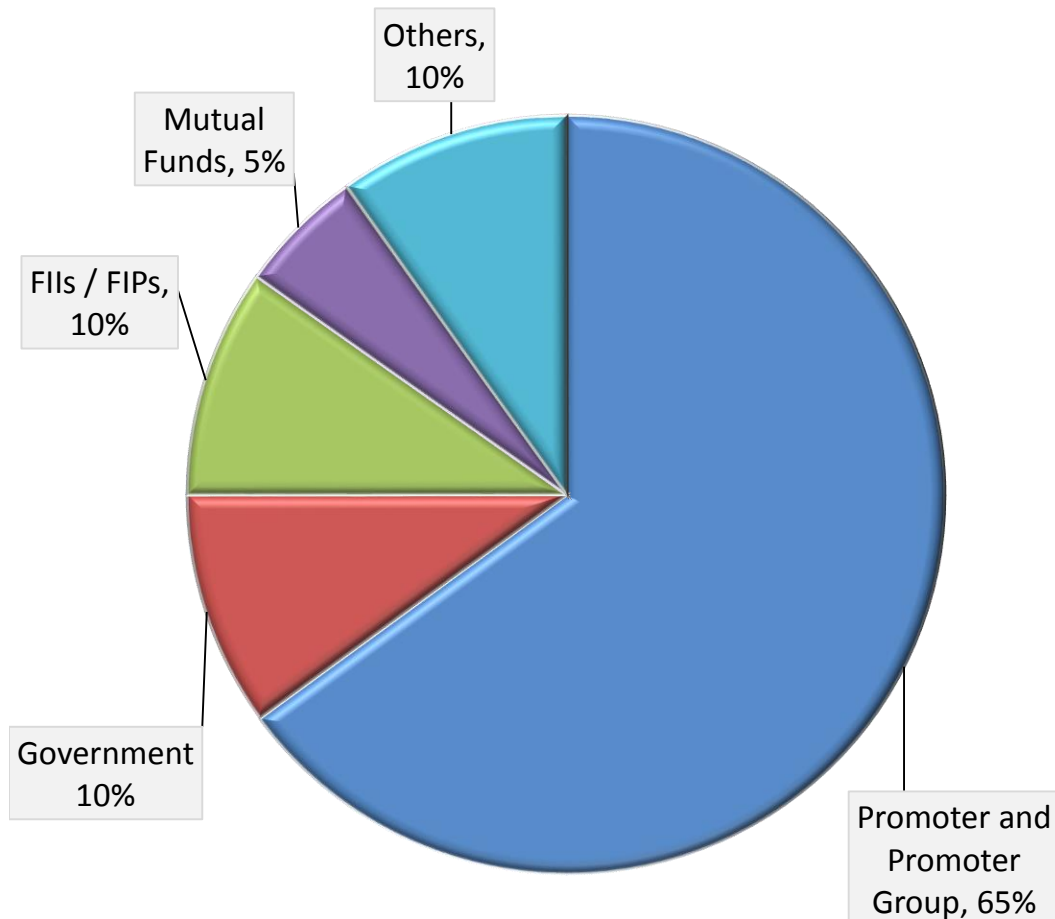
## Further develop infrastructure

- 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 656 kms of steel and PE pipeline and 96 CNG filling stations during the next five years, in areas of operations



# MGL Stakeholders

## Shareholding Pattern as of 30<sup>th</sup> September, 2017



## 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 210 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 30<sup>th</sup> November 2017



**Mr. Rajeev Mathur,**  
Managing Director

- Over 29 years of experience
- Served 4 years as an Executive Director (Marketing) at GAIL



**Mr. Srinivasan Murali,**  
Senior Vice President - Operations and Maintenance

- Over 14 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 35 years of experience
- Prior Experience at Royal Dutch Shell plc group of Companies, ONGC, TATA, ARCO.



**Mr. Shashwat Agarwal,**  
Senior Vice President - Projects

- Over 26 years of experience
- Prior experience at Engineers India Limited and GSPC Gas Company Limited



**Mr. Sunil M Ranade,**  
Chief Financial Officer

- Over 20 years of experience at MGL
- Prior experience at Wander Ltd., Herdillia Polymers, Goodlass Nerolac and Ashok Organic Industries



**Mr. Manoj Yande,**  
Vice President – Human Resources & Corporate Communications

- Over 22 years of experience in HR Domain
- Prior experience at Adani Power, Apollo Tyres, Jindal Steel, Samtel Color, TATA Chemicals, Emcure Pharma



**Mr. Rajesh P Wagle,**  
Senior Vice President — Commercial

- Over 14 years of experience at MGL
- Prior experience at GAIL, Quantum Information Systems Limited and Enron India Private Limited



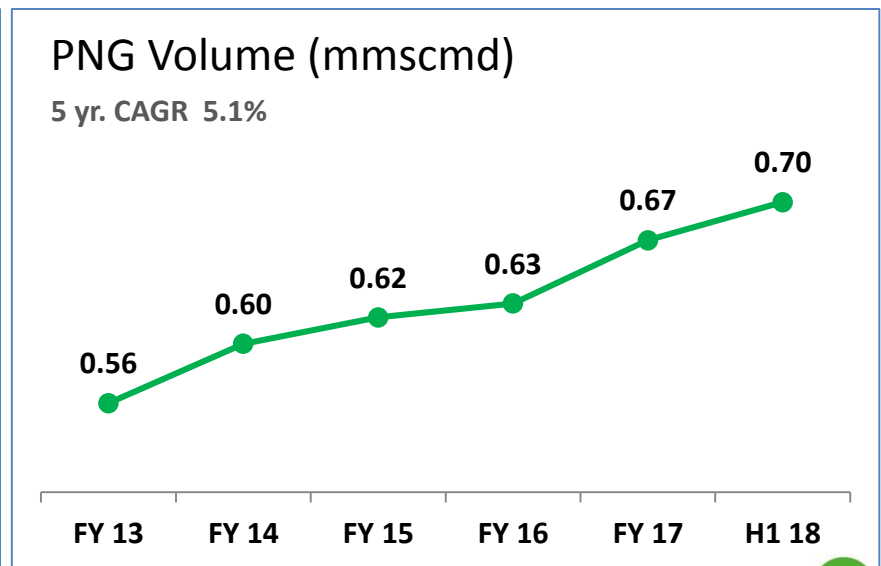
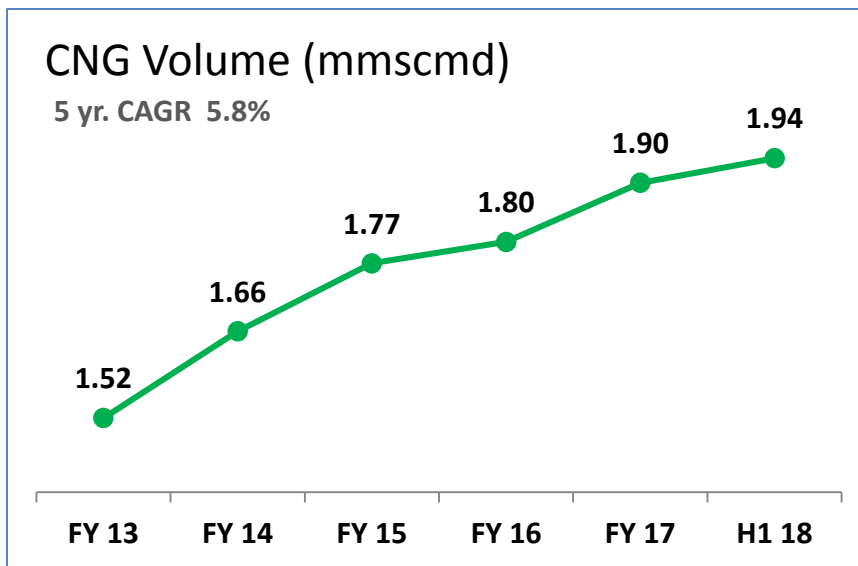
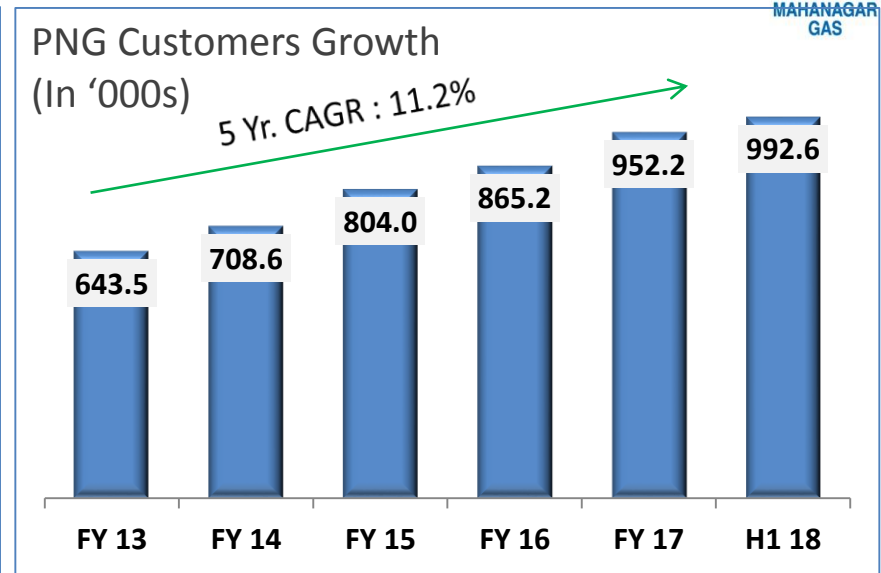
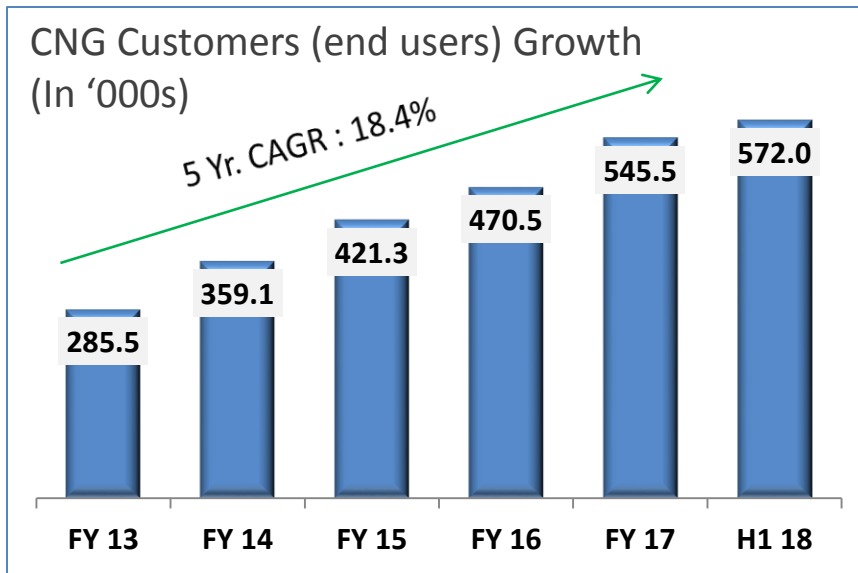
**Mr. T L Sharnagat,**  
Head - Contracts & Procurement

- Over 26 years of experience in Contracts & Procurement
- Prior experience at L&T, GAIL(India) Limited

# Financial and Operational Performance



# Growth backed by increased customer base and coverage area

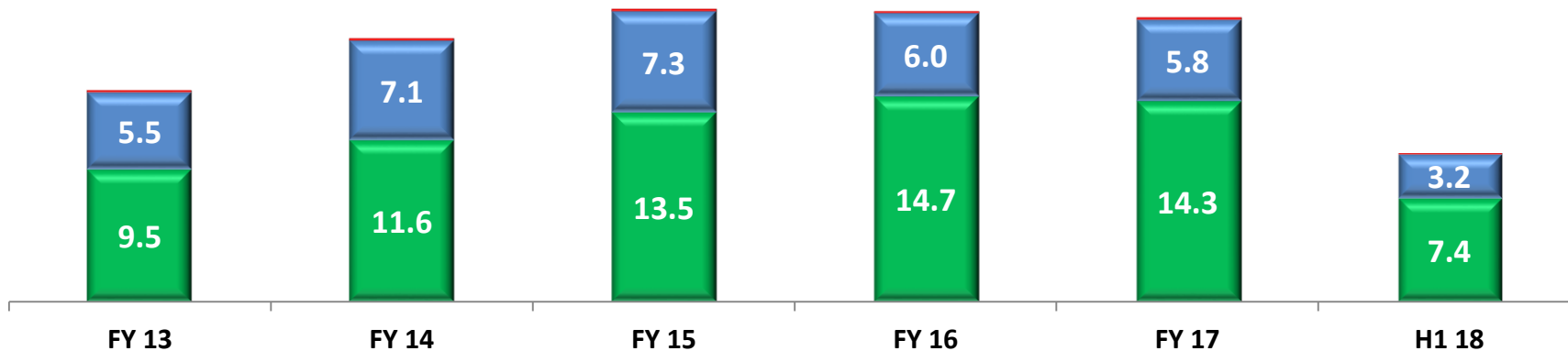


# Revenue and Profitability

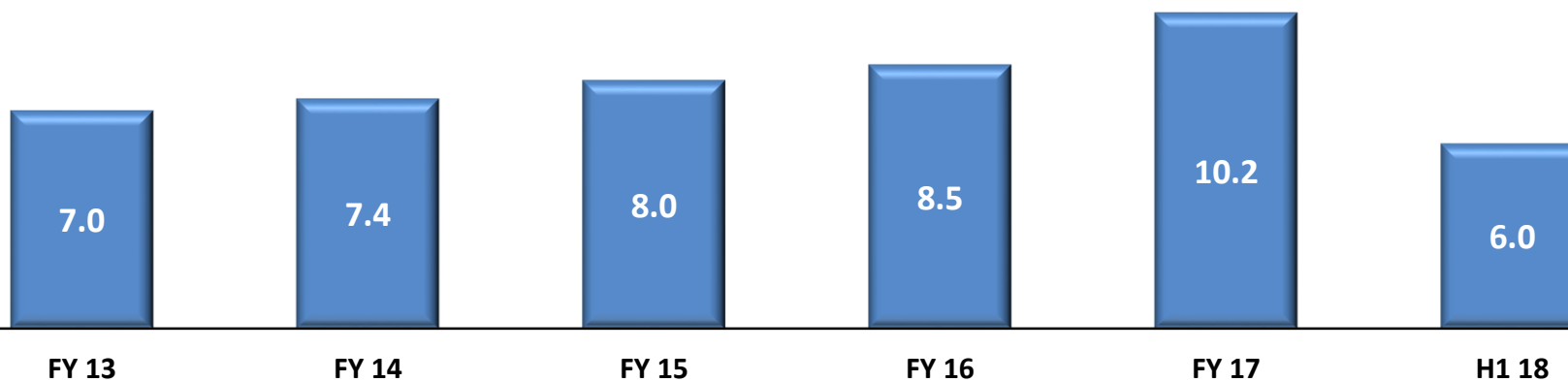
## Revenue (1)

5 yr. CAGR CNG 10.9%  
5 yr. CAGR PNG 5.7%  
5 yr. CAGR Total 9.2%

 CNG  PNG  Others



## Gross Profit (2)



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



# Profitability

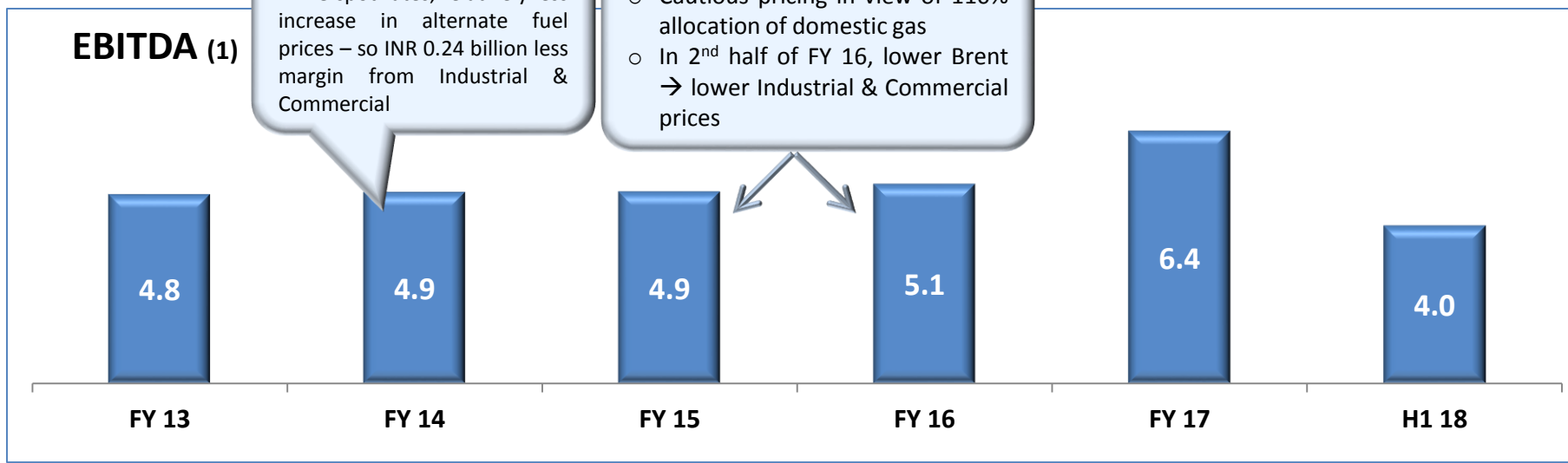


INR Bn

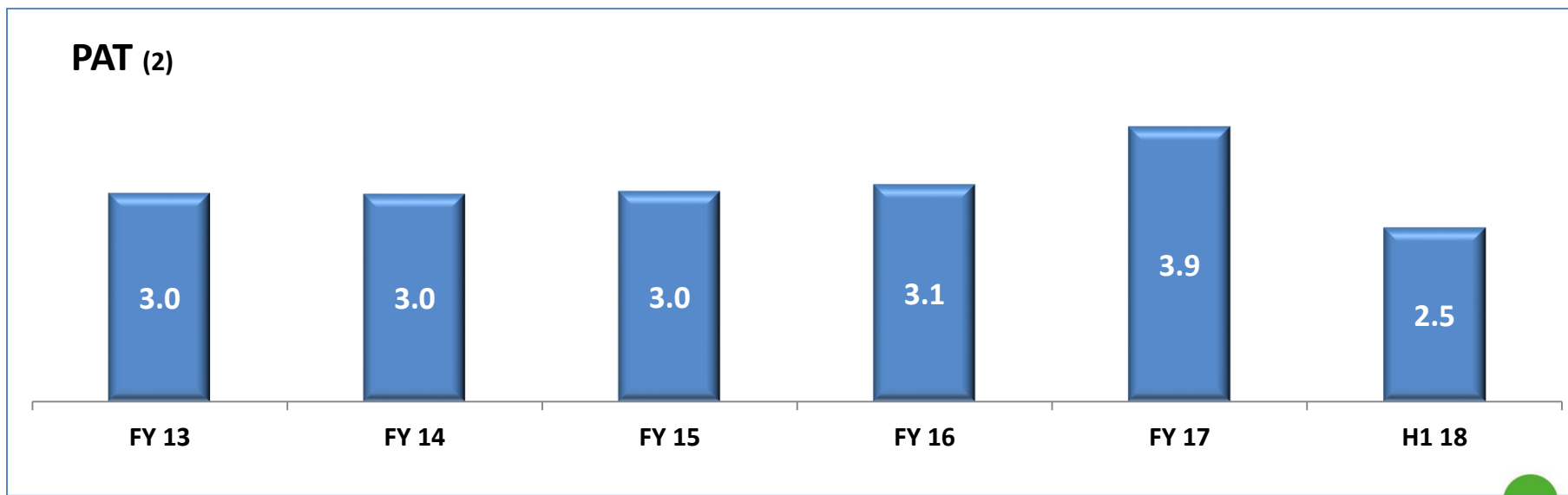
## EBITDA (1)

Adverse forex rate, Higher RLNG spot rates, relatively less increase in alternate fuel prices – so INR 0.24 billion less margin from Industrial & Commercial

- Cautious pricing in view of 110% allocation of domestic gas
- In 2<sup>nd</sup> half of FY 16, lower Brent → lower Industrial & Commercial prices



## PAT (2)



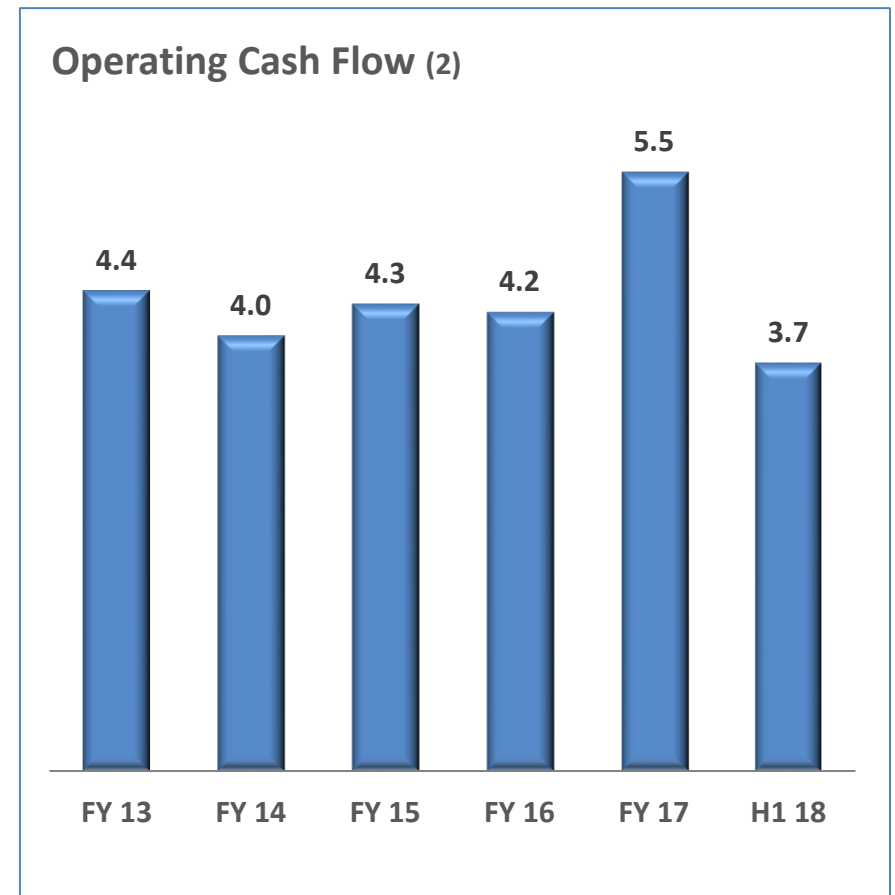
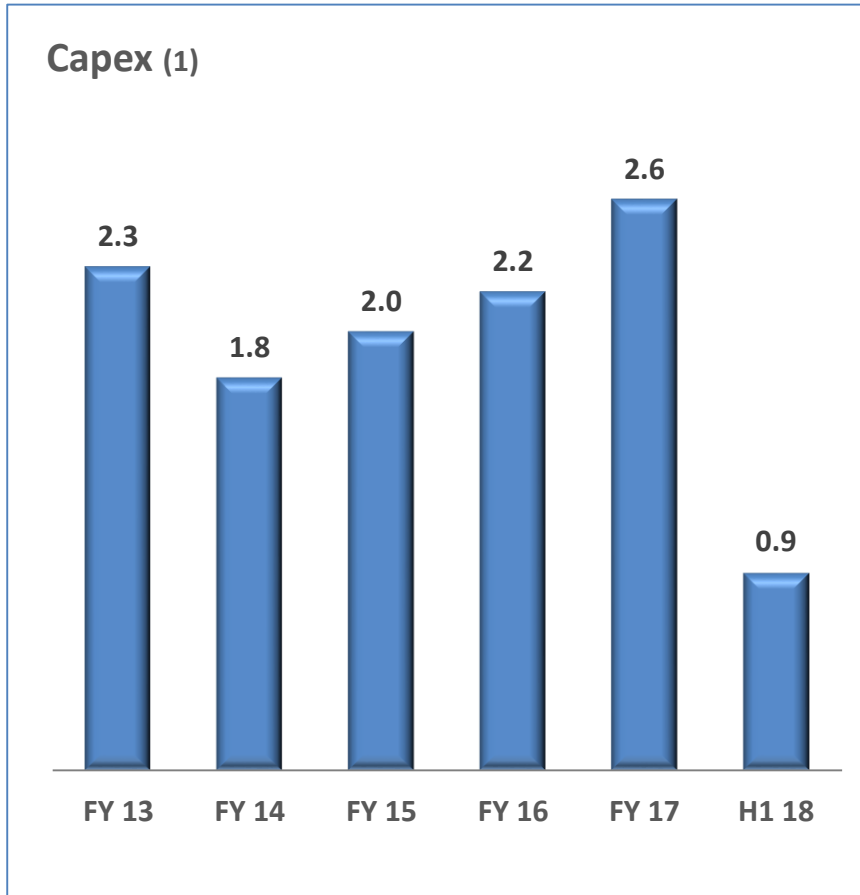
Note: (1) EBITDA = Revenue from Operations - Total expenses excluding Finance Costs and Depreciation and Amortization Expense. (2) Profit After Tax = Total Revenue - Total Expenses - Tax Expense.

# 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

INR Bn

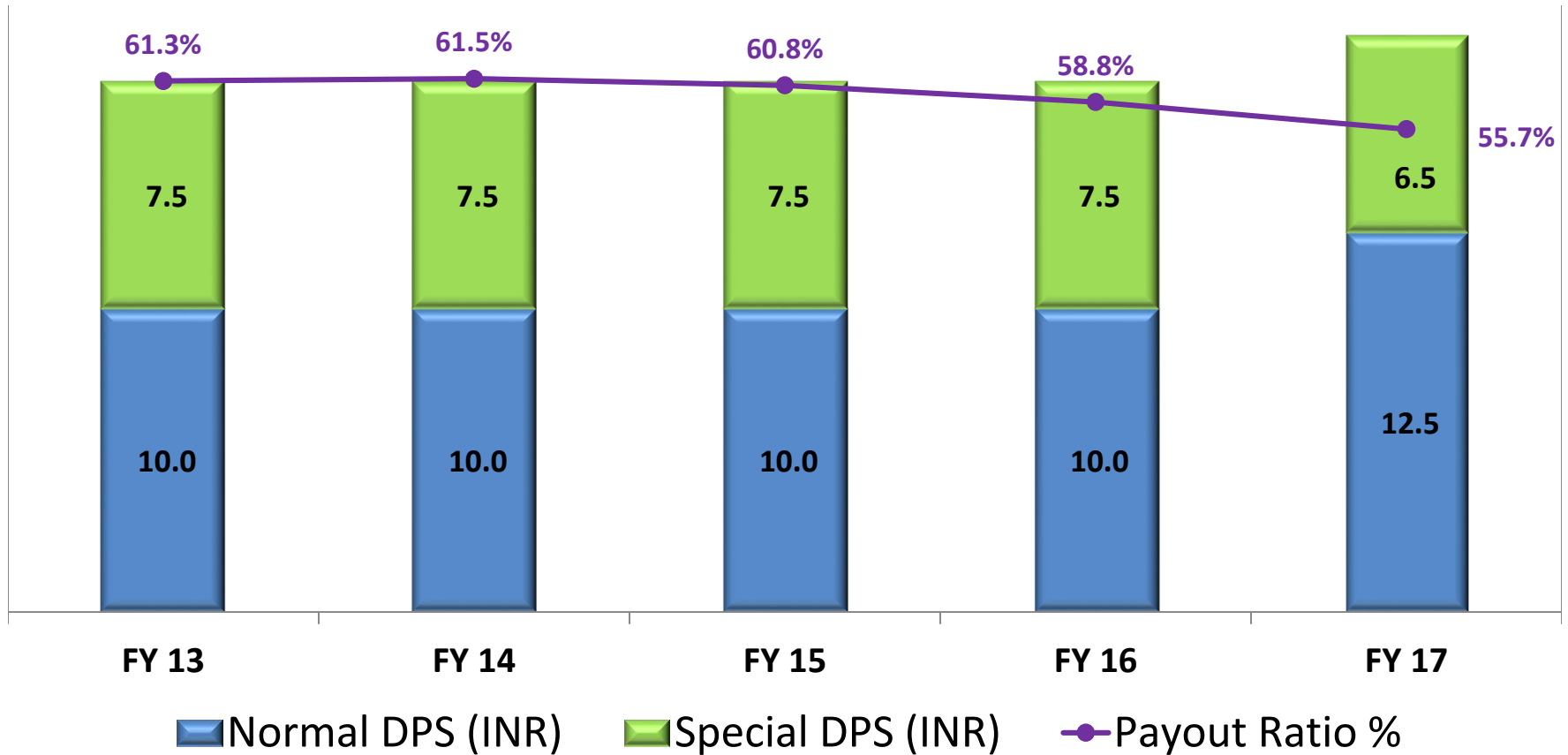


# Other Financial Metrics



Particulars	FY 13	FY 14	FY 15	FY 16	FY17	H1 18
Avg Realization / SCM (INR)	19.7	22.7	23.8	23.2	21.5	21.9
Gross Margin / SCM (INR)	9.0	8.8	9.0	9.4	10.7	12.2
Opex / SCM (INR)	2.9	3.1	3.6	3.8	4.0	4.0
EBITDA / SCM (INR)	6.4	5.9	5.6	5.7	6.9	8.4
EBITDA Margin %	31.9%	25.9%	23.4%	24.7%	31.7%	37.9%
Days Receivable * (Days)	17.4	16.4	14.6	13.6	13.6	13.3
RONW % (1)	26.5%	24.0%	20.8%	18.8%	22.0%	13.1%
EPS (INR)	33.4	33.3	33.7	31.5	39.8	25.2

# Creating value for shareholders



# Appendix



# Board of Directors – As on 30<sup>th</sup> November 2017



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

- On the Board since March 11, 2016
- Over 24 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 32 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. Sunil Porwal**, Non-executive Director (Nominee of Government of Maharashtra)

- Over 31 years of rich experience, and belongs to the 1983 batch of IAS (Maharashtra Cadre)
- Also served on the Boards of Maharashtra State Seeds Corpn Ltd, Maharashtra Urban Infrastructure Development Co Ltd and Maharashtra Urban Infrastructure Fundtrustee Company Limited
- Bachelor's degree in Science and has completed post- graduation in Development Management and Zoology



**Mr. Rajeev Kumar Mathur**, Managing Director (Nominee of GAIL)

- Over 28 years of experience
- Served 4 years as an Executive Director (Marketing) at GAIL
- MBA from Jodhpur University and Bachelor's degree in Mechanical Engineering from REC, Durgapur



**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 30<sup>th</sup> November 2017



**Mr. Jainendar Kumar Jain, Independent Director**

- On the Board since January 2008
- Served as Director (Finance) at GAIL from 1996 to 2005
- Chartered Accountant and fellow member of ICAI and holds a Bachelor's degree in Commerce from Vikram University, Ujjain



**Mr. Arun Balakrishnan, Independent Director**

- On the Board since July 2011.
- Over 35 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 30 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 quarter ended September 30, 2017

INR Mn



Sr. No.	Particulars	For three months ended			For six months ended	
		30.09.2017	30.06.2017	30.09.2016	30.09.2017	30.09.2016
		(Unaudited)			(Unaudited)	
I	Revenue from Operations	5,880.44	5,828.46	5,741.77	11,708.90	11,083.21
II	Other Income	138.56	120.07	149.80	258.74	273.14
III	<b>Total Income (I + II)</b>	<b>6,019.00</b>	<b>5,948.63</b>	<b>5,891.56</b>	<b>11,967.63</b>	<b>11,356.25</b>
IV	Expenses :					
	Cost of Natural Gas and Traded Items	2,368.55	2,311.85	2,691.72	4,680.40	5,146.08
	Changes in Inventories	(0.15)	0.07	(0.22)	(0.08)	0.25
	Excise Duty	542.80	519.92	532.86	1,062.72	1,039.85
	Employee Benefits Expense	166.84	174.64	150.32	341.38	296.39
	Finance Costs	-	0.08	1.11	0.14	6.38
	Depreciation and Amortisation Expenses	258.51	246.29	231.14	504.80	447.17
	Other Expenses	799.56	791.27	751.79	1,590.92	1,461.83
	<b>Total Expenses</b>	<b>4,136.00</b>	<b>4,044.22</b>	<b>4,358.72</b>	<b>8,180.17</b>	<b>8,397.95</b>
V	<b>Profit Before Tax for the period(III- IV)</b>	<b>1,882.99</b>	<b>1,904.41</b>	<b>1,532.94</b>	<b>3,787.36</b>	<b>2,958.30</b>
VI	Income Tax Expense :					
	(i) Current Tax	579.00	600.70	487.61	1,179.70	927.60
	(ii) Deferred Tax	56.12	60.44	22.88	116.46	80.99
	<b>Total Income Tax Expense (i+ii)</b>	<b>635.12</b>	<b>661.14</b>	<b>510.49</b>	<b>1,296.16</b>	<b>1,008.59</b>
VII	<b>Profit After Tax for the period(V - VI)</b>	<b>1,247.87</b>	<b>1,243.28</b>	<b>1,022.45</b>	<b>2,491.20</b>	<b>1,949.71</b>
VIII	Other Comprehensive Income					
	Items that will not be reclassified to profit or loss	(5.42)	(2.92)	(14.18)	(8.34)	(28.26)
	Income tax relating to items that will not be reclassified to profit or loss	1.88	1.01	1.96	2.89	3.92
	<b>Total Other Comprehensive Income</b>	<b>(3.54)</b>	<b>(1.91)</b>	<b>(12.22)</b>	<b>(5.35)</b>	<b>(24.44)</b>
IX	<b>Total Comprehensive Income for the period (VII + VIII)</b>	<b>1,244.43</b>	<b>1,241.37</b>	<b>1,010.22</b>	<b>2,485.85</b>	<b>1,925.26</b>



# Statement of Assets and Liabilities as at September 30, 2017

INR Mn



Particulars	As at 30th September, 2017	As at 31st March, 2017
	(Unaudited)	(Audited)
<b>ASSETS</b>		
<b>I. Non-current Assets</b>		
(a) Property, Plant and Equipment	13,543.49	13,003.09
(b) Capital Work-in-Progress	4,061.21	4,115.28
(c) Intangible Assets	46.42	44.43
(d) Financial Assets		
(i) Trade receivables	2.14	3.66
(ii) Security Deposits	222.78	217.20
(iii) Other Financial Assets	3.49	4.29
(e) Income Tax Assets (net)	80.08	79.93
(f) Other Non-current Assets	812.48	815.34
<b>Total Non-current Assets (I)</b>	<b>18,772.09</b>	<b>18,283.22</b>
<b>II. Current assets</b>		
(a) Inventories	246.00	237.63
(b) Financial Assets		
(i) Investments	6,709.06	4,666.66
(ii) Trade Receivables	988.39	945.44
(iii) Cash and Cash Equivalents	153.30	73.89
(iv) Bank balances other than (iii) above	790.74	1,287.19
(v) Security Deposits	110.57	121.91
(vi) Other Financial Assets	414.90	406.87
(c) Other current assets	180.56	219.69
<b>Total Current assets (II)</b>	<b>9,593.62</b>	<b>7,959.28</b>
<b>Total Assets (I+II)</b>	<b>28,365.71</b>	<b>26,242.50</b>

# Statement of Assets and Liabilities as at September 30, 2017 (Contd...)

INR Mn



Particulars	As at 30th September, 2017	As at 31st March, 2017
	(Unaudited)	(Audited)
<b>EQUITY AND LIABILITIES</b>		
<b>I. Equity</b>		
(a) Equity Share Capital	987.78	987.78
(b) Other Equity	18,613.54	17,412.60
<b>Total Equity (I)</b>	<b>19,601.31</b>	<b>18,400.37</b>
<b>II. Liabilities</b>		
<b>A. Non-current Liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	11.85	27.00
(ii) Other Financial Liabilities	5.16	1.96
(b) Provisions	157.30	139.96
(c) Deferred Tax Liabilities (net)	1,492.67	1,376.27
<b>Total Non-current Liabilities (A)</b>	<b>1,667.08</b>	<b>1,545.30</b>
<b>B. Current Liabilities</b>		
(a) Current Financial Liabilities		
(i) Trade Payables	1,162.33	1,143.87
(ii) Security Deposits	4,132.76	3,878.06
(iii) Other Financial Liabilities	913.45	726.41
(b) Provisions	120.38	147.67
(c) Income Tax Liabilities (net)	197.21	11.64
(d) Other Current Liabilities	571.19	389.08
<b>Total Current Liabilities (B)</b>	<b>7,097.31</b>	<b>6,296.82</b>
<b>Total Liabilities (II = A+B)</b>	<b>8,764.41</b>	<b>7,842.12</b>
<b>Total - Equity and Liabilities (I+II)</b>	<b>28,365.73</b>	<b>26,242.50</b>

# Balance Sheet as at March 31, 2017

INR Mn



Particulars	As at 31st March 2017	As at 31st March 2016
<b>ASSETS</b>		
<b>I. Non-current Assets</b>		
(a) Property, Plant and Equipment	13,003.09	11,240.60
(b) Capital Work-in-Progress	4,115.28	4,288.65
(c) Intangible Assets	44.43	46.87
(d) Financial Assets		
(i) Trade Receivables	3.66	10.83
(ii) Security Deposits	217.20	171.02
(iii) Other Financial Assets	4.29	0.72
(e) Income Tax Assets (net)	79.93	107.96
(f) Other Non-current Assets	815.34	447.75
<b>Total Non-current Assets (I)</b>	<b>18,283.22</b>	<b>16,314.40</b>
<b>II. Current assets</b>		
(a) Inventories	237.63	180.27
(b) Financial Assets		
(i) Investments	4,666.66	3,934.01
(ii) Trade Receivables	945.44	923.26
(iii) Cash and Cash Equivalents	73.89	221.91
(iv) Bank balances other than (iii) above	1,407.19	1,528.43
(v) Security Deposits	121.91	97.65
(vi) Other Financial Assets	286.87	322.99
(c) Other current assets	219.69	181.91
<b>Total Current Assets (II)</b>	<b>7,959.28</b>	<b>7,390.43</b>
<b>TOTAL (I+II)</b>	<b>26,242.50</b>	<b>23,704.83</b>

# Balance Sheet as at March 31, 2017

INR Mn



Particulars	As at 31st March 2017	As at 31st March 2016
<b>EQUITY AND LIABILITIES</b>		
<b>I. Equity</b>		
(a) Equity Share Capital	987.78	893.42
(b) Other Equity	17,412.60	16,390.86
<b>Total Equity (I)</b>	<b>18,400.38</b>	<b>17,284.28</b>
<b>II. Liabilities</b>		
<b>A. Non-current Liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	27.00	43.76
(ii) Other Financial Liabilities	1.96	4.63
(b) Provisions	140.06	111.77
(c) Deferred Tax Liabilities (net)	1,376.27	1,199.46
<b>Total Non-current Liabilities (A)</b>	<b>1,545.29</b>	<b>1,359.62</b>
<b>B. Current Liabilities</b>		
(a) Current Financial Liabilities		
(i) Trade Payables	1,489.60	1,116.17
(ii) Security Deposits	3,878.16	3,186.39
(iii) Capital Creditors	246.49	269.63
(iv) Other Financial Liabilities	134.19	6.07
(b) Provisions	147.67	116.30
(c) Income Tax Liabilities (net)	11.64	9.54
(d) Other Current Liabilities	389.08	356.83
<b>Total Current Liabilities (B)</b>	<b>6,296.83</b>	<b>5,060.93</b>
<b>Total Liabilities (II = A+B)</b>	<b>7,842.12</b>	<b>6,420.55</b>
<b>TOTAL (I+II)</b>	<b>26,242.50</b>	<b>23,704.83</b>

# Statement of Profit and Loss

INR Mn



Particulars		For the year ended 31st March 2017	For the year ended 31st March 2016
I	Revenue from Operations	22,390.71	22,851.31
II	Other Income	526.57	471.78
III	<b>Total Income (I + II)</b>	<b>22,917.29</b>	<b>23,323.09</b>
IV	Expenses :		
	Cost of Natural Gas and Traded Items	10,183.62	12,296.26
	Changes in Inventories	0.40	0.72
	Excise Duty	2,051.00	2,068.34
	Employee Benefits Expense	600.19	563.04
	Finance Costs	10.21	22.22
	Depreciation and Amortisation Expenses	951.32	826.08
	Other Expenses	3,113.95	2,830.12
	<b>Total Expenses</b>	<b>16,910.68</b>	<b>18,606.78</b>
V	<b>Profit Before Tax for the period (III- IV)</b>	6,006.60	4,716.31
VI	Income Tax Expense :		
	(i) Current Tax	1,894.72	1,447.44
	(ii) Deferred Tax	177.61	160.00
	<b>Total Income Tax Expense (i+ii)</b>	<b>2,072.33</b>	<b>1,607.44</b>
VII	<b>Profit After Tax for the period (V - VI)</b>	<b>3,934.28</b>	<b>3,108.87</b>
VIII	<b>Other Comprehensive Income</b>		
	Gain/(loss) that will not be reclassified to profit or loss (Net of Income Tax)	(6.64)	16.95
	<b>Total Other Comprehensive Income</b>	<b>(6.64)</b>	<b>16.95</b>
IX	<b>Total Comprehensive Income for the period (VII + VIII)</b>	<b>3,927.64</b>	<b>3,125.82</b>

# Statement of Cash Flows

INR Mn



PARTICULARS	For the year ended 31st March 2017	For the year ended 31st March 2016
<b>I. CASH FLOW FROM OPERATING ACTIVITIES</b>		
<b>Profit before tax as per Statement of Profit and Loss</b>	<b>6,006.60</b>	<b>4,716.31</b>
Adjustments for:		
Depreciation and Amortisation Expense	951.32	826.08
Writeoff and Disposal of Property, Plant and Equipment	10.10	4.37
Net unrealised foreign exchange (gain)/ loss	(9.75)	1.96
Gain on sale of Investments	(69.50)	(40.34)
Unrealised Gain on Investments	(59.15)	(48.36)
Allowance for Doubtful Trade Receivables (Net)	9.16	3.36
Allowance for Doubtful Security Deposits (Net)	(13.21)	(5.46)
Bad Trade Receivables written off	10.01	1.60
Sundry Deposits written Off	14.95	8.09
Provision for Leave Encashment	21.00	15.83
Finance Costs	10.21	22.22
Dividend Income on Investments	(135.18)	(150.20)
Interest Income	(142.37)	(108.45)
<b>Operating Profit Before Working Capital Changes</b>	<b>6,604.19</b>	<b>5,247.03</b>
Movements in working capital :		
(Increase)/Decrease in Inventories	(57.37)	(6.72)
(Increase)/Decrease in Trade Receivables	(34.18)	34.89
(Increase)/Decrease in Security Deposits	(72.18)	(23.89)
(Increase)/Decrease in Other Financial Assets	35.77	(51.34)
(Increase)/Decrease in Other Non Current Assets	(370.04)	(16.50)
(Increase)/Decrease in Other Current Assets	(37.79)	(22.05)
Increase/(Decrease) in Other Non Current Liabilities	131.52	(5.53)
Increase/(Decrease) in Provisions	28.52	24.69
Increase/(Decrease) in Trade Payables	383.18	50.79
Increase/(Decrease) in Security Deposits (Liab)	684.78	429.61
Increase/(Decrease) in Other Current Liabilities	32.25	30.07
	<b>724.48</b>	<b>444.03</b>
<b>Cash Generated from Operations</b>	<b>7,328.67</b>	<b>5,691.06</b>
Income Taxes Paid	(1,861.87)	(1,500.70)
<b>Net Cash from Operating Activities</b>	<b>5,466.80</b>	<b>4,190.35</b>

# Statement of Cash Flows

INR Mn



PARTICULARS	For the year ended 31st March 2017	For the year ended 31st March 2016
<b>II. CASH FLOW FROM INVESTING ACTIVITIES</b>		
Payments for Property, Plant and Equipment	(2,569.34)	(2,154.33)
Proceeds from sale of Property, Plant and Equipment	0.55	1.09
Payments for purchase of Investments	(25,616.03)	(23,494.67)
Proceeds from sale of Investments	24,942.53	23,327.35
Movements in Bank Deposits not considered as Cash and Cash Equivalents	128.36	(215.50)
Interest Received	132.04	123.46
Dividend Received on Investments	135.18	150.20
Gain / (Loss) on sale of Investments	69.50	40.34
<b>Net Cash (used in) Investing Activities</b>	<b>(2,777.22)</b>	<b>(2,222.06)</b>
<b>III. CASH FLOW FROM FINANCING ACTIVITIES</b>		
Repayment of Borrowings	(18.32)	(28.25)
Dividend Paid	(2,816.16)	(1,881.77)
Interest Paid	(3.12)	(4.31)
<b>Net Cash (used in) Financing Activities</b>	<b>(2,837.60)</b>	<b>(1,914.32)</b>
<b>Net Increase/(Decrease) in Cash and Cash Equivalents (I+II+III)</b>	<b>(148.02)</b>	<b>53.98</b>
Cash and Cash Equivalents at the beginning of the year (refer note 11)	221.91	167.93
<b>Cash and Cash Equivalents at the end of the year (refer note 11)</b>	<b>73.89</b>	<b>221.91</b>

# Summary of Assets and Liabilities



INR Mn

Particulars	As at 31.03.2015	As at 31.03.2014	As at 31.03.2013
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' Funds</b>			
Share Capital	893.42	893.42	893.42
Reserves and Surplus	13,181.23	12,076.16	10,932.86
Non-current Liabilities			
Long-term Borrowings	155.88	79.83	98.33
Deferred tax Liabilities (Net)	1,027.09	887.09	796.76
Other long-term Liabilities	10.63	7.78	0.85
Long term Provisions	68.32	40.42	-
Current Liabilities			
Total outstanding dues of Micro, Small and Medium Enterprises	26.61	13.02	10.11
Total outstanding dues of creditors other than Micro, Small and Medium Enterprises	1,092.94	1,050.69	853.82
Other current Liabilities	3,227.00	2,751.28	2,359.43
Short-term Provisions	1,972.73	1,943.32	1,884.12
<b>TOTAL</b>	<b>21,655.85</b>	<b>19,743.01</b>	<b>17,829.70</b>
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Tangible Assets	10,594.36	9,871.18	9,210.81
Intangible Assets	45.71	43.69	46.11
Capital work-in-progress	3,796.20	3,454.41	3,147.67
Long term Loans and Advances	296.34	236.07	253.54
Other Non-Current Assets	17.82	16.74	17.21
<b>Current Assets</b>			
Current Investments	3,714.66	3,420.66	3,021.19
Inventories	173.55	158.66	137.73
Trade Receivables	962.31	1,092.63	901.87
Cash and Cash Equivalents	1,449.17	888.06	660.23
Short-term Loans and Advances	306.26	284.21	217.82
Other Current Assets	299.47	276.70	215.52
<b>TOTAL</b>	<b>21,655.85</b>	<b>19,743.01</b>	<b>17,829.70</b>



# Summary Statement of Profit and Loss



INR Mn

Particulars	For the year ended		
	31.03.2015	31.03.2014	31.03.2013
<b>Revenue from Operations</b>			
Sale of Natural Gas (Net)	20,778.09	18,686.40	14,977.03
Sale of pipes, fittings and other materials	4.68	12.43	8.30
Other operating income	166.51	152.70	158.45
Other Income	407.09	344.94	315.19
<b>Total Revenue</b>	<b>21,356.37</b>	<b>19,196.47</b>	<b>15,458.97</b>
<b>Expenses</b>			
Cost of Natural Gas and Traded Items	12,958.08	11,444.37	8,121.94
Changes in Inventories	(0.85)	(1.09)	(0.31)
Employee benefits expense	511.11	416.89	359.03
Finance Costs	12.05	2.07	10.69
Depreciation and amortization expense	799.09	807.16	711.08
Other expenses	2,583.95	2,109.24	1,829.45
<b>Total expenses</b>	<b>16,863.43</b>	<b>14,778.64</b>	<b>11,035.43</b>
Profit before tax	4,492.94	4,417.83	4,423.54
Total	1,482.93	1,445.34	1,438.48
<b>Profit after tax for the year</b>	<b>3,010.01</b>	<b>2,972.49</b>	<b>2,985.06</b>

# Summary Statement of Cash Flows



INR Mn

Particulars	For the year ended		
	31.03.2015	31.03.2014	31.03.2013
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Profit before taxation (as restated)	4,492.94	4,417.83	4,423.54
Adjustments for			
Depreciation and amortisation expense	799.09	807.16	711.08
Loss on Sale / Disposal of Assets (Net)	0.05	0.93	0.84
Loss on Sale of Current Investments - Non Trade (Net)	-	0.46	-
Profit on sale of current investments - Non trade (Net)	(15.88)	-	-
Fixed Assets Written Off	0.13	4.32	4.37
Provision for / (Reversal of) Doubtful Trade Receivables	(2.05)	3.62	(3.37)
Provision for / (Reversal of) Doubtful Security Deposits	7.73	(8.09)	(4.66)
Bad Trade Receivables written off	3.64	3.74	9.66
Exchange Fluctuation (Net)	(3.37)	9.83	3.54
Provision for Leave Encashment	19.22	2.26	15.13
Finance Costs	12.05	2.07	10.69
Dividend Income on Current Investments - Non trade	(241.15)	(223.84)	(200.07)
Interest on Bank Fixed Deposits	(75.64)	(59.58)	(47.60)
Operating profit before working capital changes (as restated)	4,996.76	4,960.71	4,923.15
Movements in Working Capital			
(Increase)/Decrease in Inventories	(14.89)	(20.93)	5.00
(Increase)/Decrease in Trade Receivables	128.73	(198.12)	(83.62)
(Increase)/Decrease in Long Term Loans and Advances	(40.99)	(1.15)	25.13
(Increase)/Decrease in Other Non Current Assets	(1.09)	0.47	(1.51)
(Increase)/Decrease in Short Term Loans and Advances	(29.78)	(58.30)	104.07
(Increase)/Decrease in Other Current Assets	(13.54)	(48.65)	(39.29)
Increase/(Decrease) in Other Long Term Liabilities	2.85	6.93	(4.67)
Increase/(Decrease) in Long Term Provisions	27.90	40.42	-
Increase/(Decrease) in Trade Payables	59.21	189.95	495.00
Increase/(Decrease) in Other Current Liabilities	540.37	387.85	428.26
Increase/(Decrease) in Short Term Provisions	1.32	2.90	2.01
	660.09	301.37	930.38
<b>Cash Generated from Operations</b>	<b>5,656.85</b>	<b>5,262.08</b>	<b>5,853.53</b>
Income taxes paid (net of refunds)	(1,389.71)	(1,285.60)	(1,464.68)
<b>Net Cash from Operating Activities</b>	<b>4,267.14</b>	<b>3,976.48</b>	<b>4,388.85</b>

# Summary Statement of Cash Flows

INR Mn



Particulars	For the year ended		
	31.03.2015	31.03.2014	31.03.2013
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Purchase of fixed assets, including intangible assets, capital work in progress and capital advances	(1,975.94)	(1,768.44)	(2,265.81)
Proceeds from sale of fixed assets	1.29	0.44	16.63
Purchase of current investments	(24,398.62)	(20,837.50)	(17,033.62)
Sale of Current Investments	24,120.49	20,437.58	16,367.49
Bank balances not considered as Cash and Cash Equivalents	(662.01)	(101.59)	(184.58)
Interest Received	66.41	47.05	46.16
Dividend Received on Current Investments - Non trade	241.15	223.84	200.07
<b>Net Cash (used in) Investing Activities</b>	<b>(2,607.23)</b>	<b>(1,998.62)</b>	<b>(2,853.66)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Issue of 9% Unsecured Compulsorily Convertible Debentures	94.36	-	-
Repayment of Borrowings	(18.31)	(18.50)	(6.38)
Dividend paid	(1,563.48)	(1,563.48)	(1,340.13)
Corporate Dividend Tax	(265.71)	(265.71)	(217.40)
Interest Paid	(7.67)	(3.93)	(5.93)
<b>Net Cash (used in) Financing Activities</b>	<b>(1,760.81)</b>	<b>(1,851.62)</b>	<b>(1,569.84)</b>
Net (Decrease)/Increase in Cash and Cash Equivalents	(100.90)	126.24	(34.65)
Cash and Cash Equivalents at the beginning of the year	258.29	132.05	166.70
Cash and Cash Equivalents at the end of the year	157.39	258.29	132.05
Cash and cash equivalents at the end of the year comprises			
Cash on Hand	0.01	0.01	0.04
Cheques on Hand	0.10	-	10.79
Balances with Banks			
In Current Accounts	157.28	258.28	121.22
In Deposit Accounts with Original Maturity of 3 months or less			
	157.39	258.29	132.05

# 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

<https://www.mahanagargas.com>

CIN : L40200MH1995PLC088133



**MAHANAGAR  
GAS**