GAIL (India) Limited

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Annual Investor & Analyst Meet 2026
Transcript

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MANAGEMENT: **SHRI DEEPAK GUPTA – CHAIRMAN & MANAGING DIRECTOR, GAIL (INDIA) LIMITED**
SHRI RAKESH KUMAR JAIN – DIRECTOR (FINANCE), GAIL (INDIA) LIMITED
SHRI SUMIT KISHORE – EXECUTIVE DIRECTOR (GAS MARKETING), GAIL (INDIA) LIMITED
SHRI S K SINHA – EXECUTIVE DIRECTOR (FINANCE & ACCOUNTS), GAIL (INDIA)LIMITED

MODERATOR: **SHRI AMIT RUSTAGI – UBS SECURITIES INDIA PVT. LTD.**

Amit Rustagi – UBS Securities India Pvt. Ltd.:

A very good afternoon to my friends from the analyst community, investors, and portfolio managers. I welcome you all to GAIL India Ltd. Investors and Analyst Meet for 2026. I am Amit Rustagi, Executive Director and Head of India Equity Sales for UBS Securities in India, your host for today's evening. It's my pleasure to now welcome the GAIL management team.

In the story of India's evolving gas economy, some leaders are not merely participants; they are architects. Today, I have the pleasure to introduce some of these leaders to you.

I'd like to introduce Mr. Deepak Gupta, Chairman and Managing Director of GAIL, who stands firmly among them. He assumed charge as CMD of GAIL in March 2026. Mr. Gupta joined GAIL India Limited as director projects in February 2022. After an illustrious tenure in Engineers India Limited, he took on key leadership roles across the energy ecosystem, serving as chairman of MNGL, Green Gas while also contributing as a director at Opal and chairman of Talcher Fertilizers. At GAIL, he led one of India's most ambitious pipeline programs, the Urja Ganga project. Under his leadership, critical stretches such as Bokaro Angul, Dhamra Angul, Barauni Guwahati, and the long-awaited connectivity to Kolkata were completed despite significant challenges. Sir, welcome to you.

Now I'd like to introduce Shri Rakesh Kumar Jain, Director Finance of GAIL. He has rich and varied experience of more than 30 years of working in oil and gas sector and regulator. As Director Finance, he oversees the finance, internal audit, business information, and many other functions at the company. During his deputation to the PNGRB, where he served as joint advisor, he was actively involved in drafting and review of tariff regulations and regulatory amendments, conceptualization of unified tariff, authorization of the 9th and 10th CGD bidding rounds, and various finance-related functions. Welcome to you, sir.

Now I'd like to introduce Shri S.K. Sinha Ji (ED Finance and Accounts). Shri Sinha joined GAIL in 1994 and has vast experience in key finance functions, corporate finance, corporate accounts, management accounting, business development, mergers and acquisitions and financial concurrence. He has also been actively involved in investor relations and interactions with the analyst fraternity. Welcome to you, Mr. Sinha.

Now I'd like to introduce Mr. Sumit Kishore. He is Executive Director, Gas Marketing. He oversees one of the critical activities relating to the gas marketing and transmission business of GAIL, which accounts for 85% of the company's revenue through a network of 13 Zonal marketing offices across India. Earlier, he was also taking a very critical job and looking after the business development and E&P-related activities in GAIL. Welcome to you, Sir.

Now I'd like to express my gratitude to the entire GAIL team for managing the current challenges and maintaining uninterrupted supplies of natural gas and LPG to the crucial downstream utilities. Thanks to the dedication of the entire management team and the employees for selfless working at the front line to ensure that there is no supply disruption in our country. I would also like to appreciate GAIL's management for an extensive investors relations program to communicate with investors' community, which has got recognized externally by Extel, which was institutional

investors' earlier to rank them several times in several categories.

Now I'd like to hand over the podium to Chairman Sir for his initial remarks. Thank you.

Shri Deepak Gupta:

Thank you, Amit and at the outset, I extend a very warm welcome to the entire investor community for joining us today. I also take this opportunity to thank each of my colleagues from GAIL for being present here, and especially to the investor community for their continued trust and engagement with GAIL.

The financial year under review commenced amid significant global uncertainty. The year began with the continuation of the Russia-Ukraine conflict and witnessed evolving geopolitical developments in the West Asia towards the later part of the year. These developments disrupted the global energy markets, leading to sharp volatility in the oil and gas prices. Supply chain disruptions coupled with currency volatility and moderate weather conditions across key regions during the financial year 26 impacted supply-demand dynamics.

In this challenging environment, timely policy initiatives by the government played an important role in supporting the sector. At the organizational level, our response was anchored in coordinated efforts guided by financial prudence and a clear focus on long-term sustainability. We are proud to share that our teams worked relentlessly to maintain operational resilience and financial discipline. Clear and transparent communication with customers, government stakeholders, investors, and analysts remain a cornerstone of our approach.

Despite multiple external headwinds, we ensured reliable and uninterrupted management of the critical supply of natural gas, particularly to the priority sectors, thereby contributing meaningfully to national energy security. Despite all such global challenges, GAIL showed resilience driven by our well-diversified upstream LNG portfolio and commitment towards our customers.

Before going to the financials of the financial year, I would like to draw your attention to the key business highlights of the year. PNGRB issued an interim revision of natural gas pipeline tariffs for GAIL's integrated natural gas pipeline network from Rs. 58.61 to Rs. 65.69 per MMBTU effective from January 1, 2026, which represents an increase of 12%. Around 2,000 kilometers of natural gas pipelines have been commissioned, including two major pipeline projects, namely the Mumbai-Nagpur-Jharsuguda pipeline (except about 200 kilometers out of 1,700 kilometers awaiting PESO approval) and the Srikakulam-Angul main line. Further, 60 KTA of PP plant at Pata was commissioned successfully.

During the financial year, our Jamnagar-Loni pipeline achieved its highest-ever annual transmission of 3.27 MMTPA against a capacity of 3.25 MMTPA. We have received PNGRB authorization to double the capacity of this pipeline to 6.5 MMTPA. In line with GAIL's strategy 2030 and net-zero commitment, the board has accorded investment approval for key renewable energy projects, including the 600 MW solar power project with co-located BESS at Tusco Jhansi, 178 MW wind power project in Maharashtra, and 100 MW solar power project in Maharashtra.

With the commissioning of these projects, GAIL's RE portfolio is going to be more than 1 GW by the end of next financial year, marking a significant scale-up from the present capacity of 155 MW, reinforcing the company's decarbonization trajectory.

Now I would like to share the performance highlights of the financial year.

Standalone financials on yearly basis, Financial Year 25 versus Financial Year 26:

GAIL reported a turnover of Rs. 1,38,328 crores in Financial Year 26 as compared to Rs. 1,36,942 crores in the Financial Year 25. Driven primarily by higher gas marketing volumes (an increase of 3 MMSCMD). Profit before tax stood at Rs. 8,964 crores as against Rs. 14,825 crores in the previous year. The decrease in profit is primarily attributable to one-time settlement with M/s SMTS amounting to Rs. 2,440 crores in the previous year, increase in input gas cost in the petrochemical segment in the current year (Rs. 1,400 crores), and provision made against outstanding dues of M/s Nagarjuna Fertilizers to approximately Rs. 675 crores. PAT stood at Rs. 6,968 crores compared to Rs. 11,312 crores in Financial Year 25.

On quarterly basis, Q4 Financial Year 26 versus Q3 Financial Year 26:

The gross turnover for the quarter four financial year 26 stood at Rs. 34,591 crores against Rs. 34,030 crores in the quarter three financial year 26, reflecting a growth of 2%. This increase was primarily driven by higher average gas price realizations in the gas marketing segment, positive impact of upward tariff revision in the integrated natural gas pipeline network, and improved liquid hydrocarbon price realizations. Profitability, however, moderated during the quarter. PBT stood at Rs. 1,577 crores versus Rs. 2,030 crores in Q3, Financial Year 26; PAT stood at Rs. 1,262 crores versus Rs. 1,603 crores in Q3, Financial Year 26. The decline in profitability was mainly on account of decrease in gas marketing margins, elevated input gas costs in the petrochemical segment, higher provisions during the quarter, which was partially offset by lower depreciation following revision in the useful life of assets.

Moving to the consolidated financials on yearly basis, Financial Year 25 versus Financial Year 26:

The consolidated turnover remained flat and stood at Rs. 1,41,716 crores versus Rs. 1,41,931 crores in the previous financial year. The PBT in Financial Year 26 stood at Rs. 9,725 crores versus Rs. 16,096 crores in the Financial Year 25, down by 40%. The PAT stood at Rs. 7,582 crores in Financial Year 26 versus Rs. 12,450 crores in the Financial Year 25.

On a quarterly basis, Q4, Financial Year 26 versus Q3, Financial Year 26:

The consolidated turnover in the current quarter remained flat and stood at Rs. 35,499 crores against Rs. 35,253 crores in the previous quarter. The PBT in the current quarter is Rs. 1,966 crores versus Rs. 2,165 crores in Q3, Financial Year 26. The PAT is Rs. 1,485 crores versus 1,756 crores in the Q3, Financial Year 26.

I would now like to share **segment-wise physical performance** and the **outlook for the short to medium term**.

The **Gas Marketing volumes** reached 104.21 MMSCMD in Financial Year 26, registering an increase of approximately 3% compared to 101.49 MMSCMD in the previous financial year. The segment reported a PBT of Rs. 2,775 crores.

The marketing segment encountered headwinds during the year arising from multiple factors, including geopolitical developments, moderate weather conditions, pipeline disruptions, and lastly the closure of the Strait of Hormuz. All these factors caused disruption in the gas market and affected the demand and supply of natural gas in the country. A provision of Rs. 675 crores has been recognized towards outstanding claims pertaining to M/s. NFCL. The inter-ministerial consultation process on revising NFCL's energy norms has been completed, and the matter is now at an advanced stage of consideration by the Cabinet Committee on Economic Affairs. The provision has been created on a conservative basis and will be reversed upon realization.

While the company was progressing in line with the annual guidance of Rs. 3,500 crores, these developments impacted the realization of targeted performance. For Financial Year 26-27, the company expects to achieve a minimum PBT of Rs. 4,000 crores from the Gas Marketing segment if the West Asia crisis persists during the full financial year. However, in case the geopolitical situation is normalized by mid of Quarter-2, then the minimum PBT from this segment would be Rs 4,500 crores. GAIL continues to undertake targeted measures to optimize its gas sourcing and marketing portfolio and enhance operational efficiencies and strengthen resilience against market volatility.

Natural Gas Transmission volume for Financial Year 26 stood at 122.18 MMSCMD as against 127.32 MMSCMD in the previous financial year. The average natural gas transmission up to Quarter-3 was about 123 MMSCMD, and the run rate for January-February 2026 was about 129 MMSCMD. However, due to supply chain disruption on account of West Asia crisis, natural gas transmission for March 2026 dropped to 99.71 MMSCMD, which dragged the transmission volume of Quarter-4, Financial Year 2026, to 118.99 MMSCMD as against 125.45 MMSCMD in Quarter-3, Financial Year 2026.

Barring the crisis, the company was on its way to achieve its natural gas transmission guidance of 124 to 125 MMSCMD. Now looking at the current scenario, it would not be feasible to project anything with certainty for the current financial year. However, we expect that the transmission volumes of Financial Year 27 should be around 119 MMSCMD in case the West Asia crisis starts getting to normalize by mid-July 2026 and should be about 115 MMSCMD if the aforementioned crisis persists during the full financial year.

Polymer: The overall production of 768 TMT was achieved in Financial Year 26, which is about 94% of the nameplate capacity. In petrochemicals, due to continued stress on petrochemical prices till February 2026 and higher feedstock prices, the company incurred a loss of Rs. 1,413 crores. We are actively pursuing to shift the Pata Petrochemical Complex from Natural Gas to Ethane as a feedstock to ensure sustainable margins from this business.

So far as the **Liquid Hydrocarbon segment** is concerned, production was down by 14% as compared to the previous year and stood at 813 TMT as against 947 TMT. The capacity utilization was around 61%. The decrease is attributed to deallocation of the APM gas for LPG production. Further, as per the MoPNG notification dated April 03, 2026, 0.79 MMSCMD of additional gas has been allocated to the LHC segment, and we expect sustainable performance from this segment in Financial Year 27, subject to continued allocation.

In spite of disruption in March, **LPG transmission volume** increased to 4,600 TMT as against 4,478 TMT in the previous financial year, that is highest ever in the history of GAIL. We expect our LPG transmission volumes in the same range for Financial Year 27.

Coming to the **CGD segment**, GAIL directly operates six geographical areas namely Varanasi, Patna, Ranchi, Jamshedpur, Bhubaneswar, and Cuttack, which have progressed from the initial development phase to a high growth phase, demonstrating robust growth in volumes driven by network expansion and increasing market penetration. In the Financial Year 25-26, these six GAs have shown impressive growth with volumes increasing by approximately 29%. The PBT from GAIL's CGD showcased an impressive growth of 12% during Financial Year 26 over the previous year.

CGD sector is witnessing accelerated PNG and CNG adoption driven by the West Asia crisis and supportive government policies. The policy-led acceleration in CGD is driving strong growth visibility with the government prioritizing rapid expansion of PNG and the CNG infrastructure. The mandated conversion of industrial and commercial consumers from LPG to PNG further underscores sustained demand and volume growth across the sector. These initiatives are expected to benefit our authorized GAs of GAIL and of GAIL Group CGD companies through higher CNG and PNG penetration and faster network expansion.

Now we'll take you through the **performance of GAIL Gas Limited**, which was incorporated in May 2008 to develop the city gas distribution business as its focus area. GGL currently owns and operates 16 GAs across India and 9 GAs through its JVs. During the current financial year, GAIL Gas along with its JVs and subsidiaries added 1,91,520 new DPNG connections and 88 new CNG stations.

GAIL Gas, with its JVs and subsidiaries, have an infrastructure of about 12.98 lakh DPNG connections and 745 CNG stations. The turnover stood at Rs 12,681 crores as against Rs. 12,229 crores in the Financial Year 25. PBT decreased by 3% and stood at Rs. 596 crores in Financial Year 2026 as against Rs. 615 crores in Financial Year 2025. PAT was down by 2% and stood at Rs. 442 crores in Financial Year 2026 as against Rs. 451 crores in Financial Year 2025.

During the current quarter, turnovers stood at Rs. 3,227 crores as against Rs. 3,292 crores in Quarter-3, Financial Year 26. PBT increased by 11% and stood at Rs. 158 crores as against Rs. 143 crores in Quarter-3, Financial Year 26. PAT was up by 10 percent and stood at Rs. 117 crores as against Rs. 106 crores in Quarter-3, Financial Year 26.

In the next two years, GAIL Gas including its JVs targets to add around 275 new CNG stations and about 4 lakh new DPNG connections.

Now we'll briefly update the **status of ongoing projects**.

In the **Natural Gas pipeline**, GAIL's JHBDPL-the remaining section, the KKMBPL Phase II, The Gurdaspur-Jammu pipeline, the C2-C3 pipeline are scheduled for completion in the current financial year and these are extremely important pipeline projects which will be almost complete the national gas grid.
Vijaipur-Bina pipeline and the DUPL and DPPL capacity augmentation pipelines are scheduled to be completed in Financial Year 27-28.

As regards the **petrochemical projects**, the 1,250 KTA PTA project at GMPL is scheduled to be completed during current financial year and the 500 KTA polypropylene project at USAR is scheduled to be commissioned by the middle of next year.

During the year, a **capex** of Rs. 9,594 crores was incurred out of which Rs. 2,900 crores was incurred on pipelines. This is about the capex. Approximately Rs. 2,059 crores was incurred on petrochemicals. Rs. 1,600 crores approximately was incurred on equity distributions to the JVs and subsidiaries. Approximately Rs. 2,500 crores was incurred on operational capex and others. Rest was on CGD, E&P, the renewables and net-zero. In Financial Year 26-27, the capex is expected to be in the range of Rs. 11,500 crores.

This is all from my side. Thank you for your patient listening. I now hand over to Amit.

Amit Rustagi – UBS Securities India Pvt. Ltd.:

Thank you so much. Thanks, Sir, for highlighting the key achievements of the year. But for details, now I'd like to invite Anjana ma'am to present about the detailed highlights of the company through a PPT and maybe after her, we will have Sumit Kishore, Sir, to talk about the gas marketing environment.

Ms. Anjana Sanjeeva:

A very good afternoon. And on behalf of GAIL, I once again welcome you all to this gathering, our annual analyst meet. It's indeed a pleasure to have you all at this annual event for financial year FY 25-26. GAIL, India's foremost natural gas company, has, over the decades, built a legacy of reliability, growth and nation-building. True to our guiding philosophy of **'Energizing Possibilities'**, we continue to power India’s energy future, connecting regions and geographies, enabling industries and driving sustainable growth across the country. We will share our physical and financial performance highlights for FY 25-26. Before we proceed, I would like to draw your attention to the safe harbor statement, which covers forward-looking statements and applicable disclaimers governing this presentation. So, this is the broad presentation plan for today. It covers our overall positioning, business landscape, recent performance, growth roadmap, and the industry outlook.

This is the committed leadership that we have. Before moving to GAIL’s business, I would like to

take a moment to introduce you to the committed leadership who is driving GAIL's vision ahead. These leaders bring a powerful combination of deep domain expertise, strategic foresight, and proven execution capabilities. Let me walk you through each one of them.

First and foremost, Mr. Deepak Gupta, our CMD and Director-Projects. He is a mechanical engineer having over 35 years of rich experience across the entire oil and gas value chain. He has a proven record in executing large-scale infrastructure projects and is actively driving GAIL's digital transformation and clean energy initiatives. Under his guidance, GAIL is not just managing the present but actively shaping the future of energy.

Next is our Director-Finance, Shri Rakesh Kumar Jain with over 35 years of experience in oil & gas and regulatory domains, he brings immense expertise in finance, treasury, investor relations, and risk management. His excellence has been widely recognised — he was awarded the Extel Best CFO 2025 and the SAP Leadership Award 2025. Shri Jain's sharp financial acumen gives us the confidence to pursue ambitious growth plans while maintaining a rock-solid balance sheet."

People are the core of any organization's success, and that responsibility lies with Shri Ayush Gupta, our director HR. Again, a seasoned professional, he is leading our digital HR transformation and talent strategies. A Chevening fellow from Oxford and an award-winning HR leader, Shri Ayush Gupta ensures that GAIL remains a great place to work while preparing our people for the energy sector of tomorrow.

Then we have Shri Sanjay Kumar. He is our Director of Marketing. With over 35 years of extensive experience across gas and LNG value chain, he brings deep cross-functional expertise in marketing, LNG trading, transmission, and operations. Shri Sanjay Kumar's deep understanding of the market and global LNG dynamics is helping GAIL to expand its footprint both domestically and internationally.

Mr. Rajeev Kumar Singhal our Director BD, again 3 decades plus of rich experience across the gas and LNG value chain. His ability to spot and execute high-impact opportunities is helping GAIL build a more diversified and future-ready portfolio.

GAIL -The Big Picture:

Established in 1984, GAIL is not just a company — it is India's Natural Gas backbone. With over 18,000 kilometres of pipeline network, transmitting ~65% of the country's natural gas and a long-term LNG portfolio of ~16.50 MMTPA.

GAIL's integrated business model spans across the entire gas value chain. Additionally, GAIL is actively engaged in the execution of multiple pipeline projects aimed at further expanding its nationwide coverage.

With deep infrastructure strength, a future-ready LNG portfolio, and clear strategic focus, GAIL is not only energizing India today but is fully geared to lead the country's gas infrastructure.

This our existing Business Portfolio,
From its humble beginning as a single pipeline company, GAIL has transformed into an integrated energy major with well diversified business portfolio.

Starting with NG Marketing, GAIL has around 48% market share in India with 16.50 MMTPA long term LNG Portfolio.
Moving to NG transmission "the core strength of our business", with an extensive pipeline network of over 18,000 Km and around 65 % market share, it makes us the backbone of the nation's gas infrastructure.

In petrochemicals, GAIL has built a strong downstream presence. We have a capacity of 870 KTA 810 of Polyethylene, 60 KTA of Polypropylene), and we hold around 15% market share. Additionally, we further have marketing rights of 280 KTA of BCPL's production of Polyethylene and Polypropylene.

In LHC segment, we have four processing units with a combined capacity of 1.3 MMTPA. Additionally, we have 4.5 MMTPA capacity of LPG transmission, having a pipeline network of over 2,050 kilometers. We have also got approval for doubling the capacity of our LPG pipeline, Jamnagar to Loni LPG pipeline from current 3.25 MMTPA to 6.5 MMTPA.

GAIL is also accelerating its journey towards a cleaner and greener future. Our existing portfolio has 118 MW of wind power, 34.75 MW of solar power, 4.3 tons per day of Green Hydrogen plant, and 5 tons per day of CBG plants. In E&P, we have participation interest in 13 E&P blocks having global presence in US and Myanmar too.

GAIL holds a dominant position in CGD with across 72 out of total 307 GAs, including 6 direct GAs which are under GAIL's purview.

This is GAIl's Group structure. What you see here is not just an organizational chart, it is a reflection of GAIL's strategic reach.
GAIL has a presence in over 30 entities. This includes 10 subsidiaries, 11 other JVs and associates, and 11 CGD JVs and associates with interest across LNG regasification, petrochemicals, power, shipping, and more, both domestically and internationally.

Having a look at the shareholding profile, President of India holds 51.52% shares of GAIL. Average share price during the year was Rs. 176, and average market cap was Rs. 1,15,735 crores. As regards return to shareholders, GAIL has a consistent record of rewarding shareholders through dividends with payout ratios consistently in the range of 40% to 50%. For FY 25-26, our dividend payout ratio is 52%, which is the highest ever dividend payout ratio.

Credit ratings, moving on to our credit ratings. GAIL's financial strength is independently validated by the leading domestic as well foreign rating agencies. Internationally, Moody's rates us Baa3 Stable and Fitch at BBB- Stable — both capped to India's sovereign rating. Domestically, India Ratings, ICRA, and CARE all affirm GAIL at the highest ratings of AAA with a stable outlook. This is a reflection of our robust financials and institutional credibility.

These are some of the awards and accolades which GAIL has received: Best in investor relations, best in performance, best in governance, best gas transporter, a well-rounded recognition of GAIL's commitment to governance, responsibility and operational excellence.

For GAIL, ESG is not a reporting exercise — it is a way of doing business. On the Environmental front, we are committed to Net Zero — targeting 100% reduction in Scope 1 and 2 emissions by 2035 and 35% reduction in Scope 3 by 2040, backed by a 3.6 GW renewable energy target and an RE portfolio expansion from existing 155 MW to 1 GW which is already underway.

GAIL believes that a truly successful company must have a heart — and that heart is "GAIL Hriday". Spanning health, education, women empowerment, skill development, rural development and environment, our CSR programs have touched nearly 25 lakh lives this year, backed by an investment of approximately Rs. 189 crores — reflecting our deep commitment to inclusive and sustainable growth.

The big picture is clear. Now let us get into the details — The Business Landscape.

Natural Gas Transmission -GAIL's core business and we lead this space decisively with over 18,000 kilometers of pipeline network commanding a 65% market share and an integrated pipeline network of around 14,200 kilometers. GAIL is the undisputed leader in India's gas transmission infrastructure.

In **Natural Gas Marketing**, GAIL continues to strengthen its dominant position. With 104 MMSCMD in sales, 48% of Indias gas consumption and a well-diversified LNG portfolio of 16.50 MMTPA and further plans to add 4 to 5 MMTPA more by 2030 i.e. our target, the growth trajectory is clear and compelling.

In the **Petrochemicals** business, GAIL continues to deliver strong operational performance, with a plant capacity utilization of 94% for FY 2025-26. With two significant upcoming plants our petrochemicals footprint is set for a significant leap.

On the **Liquid Hydrocarbons** front, 813 TMT of production across 4 plants reflects steady operational delivery. In view of additional allocation of gas ~ 0.79 MMSCMD we expect plants to operate at higher capacity over previous year.

FY 2026 marked the highest-ever **LPG transmission**, reflecting strong demand and efficient pipeline operations. Our LPG transmission capacity currently stands at **4.5 MMTPA**, with both major pipeline networks operating at ~100 percent utilization. Further, authorization has also been received for doubling the capacity of the Jamnagar–Loni LPG Pipeline, further strengthening the company's LPG infrastructure and supporting India's decarbonization Journey.

Moving on to financial performance highlights, despite significant global headwinds arising from geopolitical conflicts, energy market volatility, and supply chain disruptions, our company delivered a resilient standalone financial performance. During the year, the turnover stood at Rs. 1,38,328 crores, which is an increase of 1% from the previous financial year. EBITDA is Rs.

13,119 crores. PBT stood at Rs. 8,964 crores, and the PAT was Rs. 6,968 crores.

Moving on to key financial ratios: PAT to net worth ratio and return on capital employed is 10%. Company is consistently maintaining healthy debt and equity ratio over the years. For the current financial year, it is 0.28. Share price as of March 31, 2026 was Rs. 138, and our market cap stood at Rs. 90,539 crores.

This is how the balance sheet looks like as on March 31, 2026: Our assets and liabilities stood at Rs. 1,22,567 crores, wherein capital employed is Rs. 98,667 crores, net worth is Rs. 66,365 crores, and long-term outstanding loans are Rs. 14,259 crores.

This is the consolidated financial performance: Turnover stood at Rs. 1,41,716 crores. Gross margin was Rs. 14,524 crores. PBT was at the level of Rs. 9,725 crores and PAT Rs. 7,582 crores.

These are some of the major one-off transactions which were recorded during the year: There is a provision of Rs. 675 crores in the gas marketing segment towards dues from NFCL, which we have been assured that we'll be receiving it. So, we will be reversing this position as and when this amount is received. There was an entry tax provision reversal of Rs. 291 crores, again in the gas marketing segment. In the transmission segment, there was depreciation impact of Rs. 475 crores towards reassessment of useful life of Assets from 30 to 40 years. This depreciation impact is likely to continue for next 10 years more because we have reassessed the pipeline life. The depreciation impact will continue. In petrochemical, this depreciation impact was to the tune of Rs. 189 crores. The overall impact of these transactions was Rs. 373 crores. Negatives & Positives taken together.

Moving on to Strategic Investments & Growth Roadmap of the Company:
During the year, we did capex of around Rs. 9,600 crores which reflects the company's confidence in sustained demand growth, infrastructure-led expansion, and long-term value creation.
Going forward, the company plans to incur a capex of approximately Rs. 11,600 crores in the next financial year, continuing its focus on infrastructure expansion, diversification, and future-ready growth.

These are some of the major projects which are in the pipeline. Pipeline Projects, Petchem projects, Net zero and others.

I would like to invite Mr. Sumit Kishore for the industry outlook & strategic direction on the Gas Marketing.

Shri Sumit Kishore:
Good afternoon, everybody. I'll quickly take you through the gas industry outlook in general, Specifics about GAIL have already been communicated.

So overall, in calendar year 2025, if you look at the overall LNG landscape, there were 3 major supplying countries: they were Australia, Qatar, and United States. And this picture looks very important now, looking at the events which have panned out in the calendar year 2026 and we can see from here around 84 MMTPA was supplied from Qatar and another important country UAE, from where around 5 MMTPA was coming. These are the two countries which have got impacted.

And if you look at the second circle, the Qatar's 84 MMTPA, what was the breakup of that - So around 12 MMTPA was coming to India through different direct contracts as well as indirect portfolio contracts.

Now, global gas demand outlook for 2025 that marked a transitional year for global gas. The first half of 2025 was a very, very tight year. And later on, it gave way to the easing second half of the year wherein some new LNG sources started supplying gas but overall, if you see, LNG prices softened in 2025 towards the end of the year and Asian JKM prices started falling by the end of the year. But, However, market volatility remained high due to geopolitical minor events we saw major events later in the year 2026.

Overall, there were several long-term contracts signed for gas in the LNG industry, which was unprecedented signing for long-term contracts in the year 2025. If you look at the outlook for coming five years, we can see the global LNG supply is expected to rise significantly by 2030. While we are having some disruptions in the Qatar supply, around 220 MMTPA of new liquefaction capacity, mainly from the USA and Qatar, The USA is expected to increase its share of global LNG supply from currently around 103 MMTPA in 2024 to 234 MMTPA by 2030. So many new projects are there which are ready for under construction stage. They are under different stages of conceptualization and feasibility stage also.

Europe's plan to phase out Russian gas by 2027 will keep the LNG imports elevated, supporting strong demand for Atlantic basin and USA LNG supplies. Medium-term gas markets will be shaped by two major contrasting trends: one is rising gas demand from the developing economies in the Asian countries and the counter effect, the increasing shift towards renewables and electrification in developed OECD markets, which is mainly the European market.

The above outlook could be significantly impacted if the West Asian crisis prolongs. Delayed reopening of the state of Hormuz may impact the LNG supply growth in the medium term. If you look at the global gas demand outlook following the supply shock of 2022-2023, where we saw in Russia-Ukraine war, it saw natural gas markets move towards a gradual rebalancing and return to structural growth rebalancing happened over a period of 2 to 3 years after the supply shock of 2022. Due to the West Asian war, supplies from UAE and Qatar are now impacted, which will have an impact on the global LNG demand. However, the decline in Asian demand is expected to be offset by some medium-term growth in the European market.

On the LNG supply side, the supply cuts on Qatari volume during 2026 are being balanced gradually by other regions like USA, Mexico. Some of the projects which are coming up immediately are listed below. And you can see even when Qatar resumes, there may be some disruption because some of the projects will take some time to resume. The supplies from these sources will become important.

This is just a picture of the Hormuz, which proved to be a major bottleneck. And all of you might have seen these pictures in various media reports. The state of Hormuz turned out to be a critical choke point for global LNG supplies. Any disruption it was proven in these times can create far-reaching impacts on the global energy security. The strait enables the export of 82 MMTPA from Qatar and around 5 MMTPA from the UAE. It represents around 20% of the global LNG supplies.

This concentration underscores the systemic vulnerability of global LNG supply chains to any disruption in the state of Hormuz.

Now coming to the India story, India's LNG imports during the calendar year 2025 were mainly from Qatar, it was around 12 MMTPA, from UAE, it was 3.2MMTPA, which constitutes around 60% of India's overall LNG imports. As of December 2025, India's long-term LNG portfolio stood at around 23 MMTPA, which was more than 83% of the total LNG supplies coming to the country. Out of these disrupted sources, 8.5 MMTPA are source-specific to Qatar and UAE, and remaining volumes are delivered under various portfolio contracts, the constitution of those portfolio contracts may vary on a month-to-month basis and we see a slightly improving situation as time passes.

As far as India's expected natural gas demand in 2030 & 2040, PNGRB had conducted a study wherein they had projected two scenarios: one is the good-to-go scenario where moderate growth and expected developments were factored; the other scenario was good-to-best scenario where accelerated growth and favorable policy implementation was taken into consideration. Even if you look at the good to go scenario, the total gas supply is expected to be around 297 MMSCMD by 2030 and it is expected to be 495 MMSCMD by 2040. These are the pie charts showing the description of the various gas-consuming industries as you see from the above, CGD sector is expected to be the highest consuming sector with over 40 percent share (over 200 MMSCMD) by the year 2040 and there are other sectors especially LNG in trucking which are going to be the major drivers in the coming years as we see the picture in China where LNG by trucking consumes more than 10 to 12 MMTPA of LNG.

The gas infrastructure in India, this is shown in a map which is showing all the pipelines, the terminals, and the gas sources. If you look at the terminal capacity, the total terminal capacity currently is around 57.7 MMTPA. If we consider the growth as projected by PNGRB, we would be requiring more terminals to bring in the desired quantity of natural gas in the country. Dabhol expansion is already in place, which is expected to make the capacity increase by 1.3 MMTPA and Dabhol expansion-2 will be increasing the capacity by 6.3 MMTPA.

City gas distribution, as we have already narrated, is going to be one of the major growth engines of the gas consumption industry. And if you see, CGD growth is expected to be in the range of 12% to 15% till 2030 and will lead the growth of gas consumption in India. Most of the growth will come from the CNG sector, smaller industries and commercial installations.

The government has been very favorable in helping the CGD industry, and they have taken several key initiatives like reallocating the cheapest APM gas for domestic consumption by diverting gas from power and other non-priority sectors. Further, they have also given priority to CNG and DPNG in HPHT gas and then New Wells gas has also been provided for the CGD sector.

If you look at the current gas scenario, just to give a glimpse: 60% of India's LPG requirement is imported. I'm comparing just the two fuels, LPG versus natural gas. 90% of the LPG imports traditionally used to come through the Middle East, which has now got disrupted. India has strategically diversified its LNG sourcing portfolio over the past decade and GAIL had prudently entered into US LNG contracts more than a decade ago. GAIL's diversified LNG portfolio has

come as a big savior in averting an energy crisis during the current war situation. Going forward, natural gas is likely to replace propane and LPG for usage in the industrial sector, and also natural gas is likely to replace LPG for cooking in the kitchens in the cities.

In conclusion, the Middle East conflict and Hormuz closure has significantly disrupted the LNG industry. Recovery will happen gradually in phases. Even after the war subsides, LNG production normalization is expected to be gradual with Qatar taking a multi-year recovery timeline.

India should strengthen a diversified LNG portfolio to improve energy security, and government push for LPG to PNG conversion will further accelerate the demand growth for the natural gas sector. CBG sector, currently we are producing around 0.6 MMSCMD of CBG. This is expected to grow significantly with the help of supportive policies like mandatory CBG blending and more policies are expected to come in future from the Ministry of Petroleum and Natural Gas.

Key priorities going forward for the country will be LNG sourcing from diversified geographies, infrastructure development, strategic gas storage, compressed biogas, and favorable government policies.
If you look at the Petchem segment industry outlook as we are all aware that per capita consumption of polymers is just 15 in India whereas in China it is 83 kg per capita and if you consider it for USA, it is 93 kg per capita so there's significant polymer growth potential in the country and India remains committed to having its growth in the polymer segment also.

Compressed biogas, as I told, is one of the key segments where we are looking at very positively. GAIL achieved 88,174 metric ton of CBG sales through CBG-CGD synchronization scheme in 2025-26 which was more than double of the MOU target. CBG-CGD synchronization scheme is one of the pillars of the CBG sale and GAIL is the nodal agency, which is as per MOPNG conducting the synchronization scheme. 443 TPAs were signed with 344 CBG biogas producers and 42 CGD industries. GAIL itself is setting up six CBG plants under construction with a collective production capacity of 95 tons per day. Thank you.

Amit Rustagi – UBS Securities India Pvt. Ltd.:
Okay, thank you, sir. With your permission, we'd like to open the floor for Q&A. And I'd like to request the participants to introduce themselves with their name and the name of the firm before asking the question. Yeah. Okay, please go ahead.

Probal Sen – ICICI Securities:
Yeah, hi. This is Probal here, sir, from ICICI Securities. So the question was about the petrochemical business, where you mentioned about trying to move to ethane from the current gas-based input capacity. Just if you can give us a little bit of color on how this switch will work, what kind of requirements will be there, what are the kinds of arrangements we're looking at from a supply perspective, and what is the kind of pricing that we are working with? And without ethane coming in, for FY 27 in particular, if this dispute continues to restrict gas flows, what kind of capacity is realistic in terms of production that we should be working with?

Shri Deepak Gupta:
So I'll just give an overview of petrochemical on ethane route. So as you know, GAIL is currently

operating its Pata petrochemical complex on Natural Gas. So that is a major feedstock and that is where the volatility comes in. Our profitability of Pata complex is critically dependent on the price of gas. Now, looking at the volatility because of the geopolitical situation over the last couple of years since the Russia-Ukraine war started and now this Iran-U.S. conflict. Our profitability of Pata has always been going up and down, and there have been times when we had to shut down the Pata plant because it was not viable. But recently, while we had to close down the Pata plant because of the government order, we restarted it because we were able to source some extra volumes of gas, and also because the price of petrochemical was quite attractive. The plant is running but at a partial load. So this is the situation.

Going forward, we want to have Pata plant run on both gas as well as ethane. And we are currently studying the ethane pipeline to connect this plant with ethane. We will look at the details of this ethane supply from all the possible global sources, mainly the U.S. And then once this pipeline is commissioned, we will try to see, we'll evaluate after having done the DFR, etc., what kind of economics works out. But we are very confident that on the ethane route this plant will become viable and we will at least have both the kind of flexibility, we can run the plant on gas as well as ethane. So the studies will commence very soon but then going forward, this is a plan.

Shri Rakesh Kumar Jain:
One question was there, what will be the financials if we run? That was probably your question. So, as the chairman has explained that we are running at a partial load, the partial load is 50% of total capacity and based on the current market price and the input gas cost, which is largely spot, we expect to be breakeven. That's the financials we have worked out. But going forward, if we are able to run the plant at full capacity and the availability of gas is there, we will be having a positive impact. But the assumption is that the prices which are there currently should continue.

Sabri Hazarika – Emkay Global:
Yeah, hi, this is Sabri Hazarika from Emkay Global. So, first question is on your Petchem project plans. So, both PDH-PP, as well as GMPL, as you have mentioned, they will be commissioned by the middle of next year. So, is it because of feedstock issues or is it like project delays?

Shri Deepak Gupta:
Just a small correction here. The GMPL will get commissioned within this financial year, 100%. And the PDH-PP plant, we are expecting it to slightly slip over and get completed by the middle of next year. But the completions, the delay in completion is because of multiple factors. There is no singular factor which can be assigned to the delay in completion. So as you know, GMPL is a project that we have taken on NCLT, so we had to rope in the licensor to sort of revive the project. So the project is now in advanced stages of completion. There is no feedstock challenge as we are discussing. As far as the PDHPP is concerned, there is a 45-kilometer pipeline connectivity to supply propane to this plant. And that pipeline also has been a slow project. But now we're expecting there is some movement. There were some local issues. Now we're expecting the pipeline to get completed by another three or four months. And then the PDHPP plant also has started to move. We are expecting it to get completed by the middle of next year. So it is not because of feedstock; it is because of multiple factors, mainly because of the contractors and the agencies who are interested with the work. So, there have been some issues there, but I think now we're on the course to complete these projects as I mentioned just now.

Sabri Hazarika – Emkay Global:
Thank you. And second question is on your ethane pipeline. So previously there were another two pipelines that you have mentioned—one would be connecting Vijaypur with Pata and the other one is from Dabhal to Vijaipur, which is under planning right now. So, this Vijaipur-Pata pipeline, is it under progress right now? And when is it getting commissioned? And would it supply at least some amount of ethane to the Pata plant once it is ready? Thank you, that's all.

Shri Deepak Gupta:
So the C2/C3 pipeline, which you just mentioned, is advancing very well. This project is already going on. We are expecting to complete this by early 2027. And this gives us additional C2/C3 as a feedstock to Pata. And I think we are expected to increase the Pata capacity by about 80 to 90 KTA by virtue of this extra supply of C2/C3 and the ethane pipeline which we are proposing to build will actually connect to this pipeline. And then this pipeline will become part of the ethane pipeline going forward. So that is the plan. Thank you.

Namit Arora – Ingrowth Capital:
Thank you, sir. So this is Namit Arora from Ingrowth Capital. So my question is around LNG. You have mentioned in the presentation that GAIL was very proactive about a decade ago to start developing the US as sources of LNG. But given the disruption in the Middle East, and it might take time to normalize, could you walk us through what the current situation is in terms of both availability of LNG and pricing? And how are you trying to sort of address this issue, given that this disruption in the Middle East might continue for some time? Thank you.

Shri Deepak Gupta:
Okay, so to answer your question, you know, the current crisis, you know, the impact of the Strait of Hormuz on supplies, mainly from Qatar. And as my colleague was presenting, he explained in detail where the impact is coming from. But then, in the last couple of months, we have been very successful in diversifying our sources for getting LNG into the country. Most of these supplies are coming through spot purchases. The prices you can see from the indices—they're very volatile. So the dynamics is still very much prevailing, and we will, as far as the supplies are concerned, the availability is there. You can see in the last two and a half months or so, we have been able to maintain uninterrupted supplies to almost all sectors. So Gas has not been a problem, and all the priority sectors have been getting enough gas, and the only issue is the price. So any industry, any sector that wants gas from us, we are being able to supply gas to them, but at a price which is market-driven. Our long-term portfolios have got impacted. So we still have, as he mentioned, US long-term portfolio, long-term contracts have come as a big savior in this moment of crisis. But then the LNG sources have got immensely diversified and we are procuring gas without much problem.

Namit Arora – Ingrowth Capital:
Got it. Thanks a lot for your detailed thoughts, sir. So my final question is on capital allocation. Going forward, you may have done some analysis of the capital deployed over the past decade in terms of either returns on capital employed or returns on equity on various businesses, including petrochemicals, etc. So going forward, how are you thinking about deploying the capital given that you have multiple business segments? Thank you.

Shri Rakesh Kumar Jain:
Thank you. So, as you know, we are the flagship gas transmission company of the country, and we continue to look for pipeline business. And even if you see, currently we have a lot of pipeline projects which are ongoing, which was shared by my colleague, like KKMBPL project, Jagdishpur Haldia, DUPL-DPPL expansion, Vijaipur Bina pipeline, then doubling of JLPL pipeline capacity. And going forward, we are expecting to get authorization for at least three LPG pipelines where we are the single bidder. We are also continuously in touch with various authorities, government and PNGRB to get more authorization of pipeline based on nomination because we have seen that other pipeline entities have not built. So our continuous focus certainly will be on pipeline, but we are also planning to incur at least around 35,000 crore rupees of capex in the coming 10 years on net zero based on commercial analysis. And during the presentation, we have shown that almost 778 MW projects we have already done. Then in terms of KLL expansion, we are working to expand the capacity of KLL already from 5 MMTPA to 6.3 MMTPA; board has taken a decision and then we plan to expand it to 15 MMTPA.
Just now, chairman sir has replied that we are also working on an ethane pipeline project which is around from Dabhol to Vijaipur will have around estimated capex of Rs. 12,000 crore. So these are the areas we will continue to work and certainly as a commercial organization, we will continue to look for any other opportunity which is in consonance with our business and we will evaluate and invest our money.

Namit Arora – Ingrowth Capital:
Thank you very much for your detailed thoughts. All the best to everyone. Thank you.

Amit Rustagi – UBS Securities India Pvt. Ltd.:
Maybe, in the interest of time, I'll request the participants to restrict the questions to just one each. We go to Nitin.

Nitin Tiwari – Phillip Capital:
Yeah, this is Nitin Tiwari from Philip Capital. Thank you for the opportunity.
So my question is also related to capital expenditure programs. So there was recently an announcement of a coal gasification project where GAIL could be a participant. So if you could walk us through basically the details of this project in terms of what's our participating interest and what we are looking in terms of outcomes, what could be possible investment that would be involved over here. And also, like if you could throw some light on the fertilizer projects that you were evaluating a couple of months back. So is there any change in those plans given the crisis in West Asia and the increase in gas prices? That's all. Thank you.

Shri Deepak Gupta:
Okay, so.. On the coal gasification front, as you may be aware, GAIL is currently, along with JV Partners, implementing the Talcher project. That project is almost 65 to 70% complete as of now. We are expecting completion by December'27, but then we also expect some more delays in the project because we have Wuhan as the EPC contractor and we have some issues there. So that is one major investment that we have done already. And that's a JV of Coal India, RCF and GAIL. So that is one ongoing project. We also have another project which is ongoing. That is Coal Gas India Limited. That's a JV of Coal India and GAIL. Now that project is under the initial stages

where the DFR is under preparation. I think the expected cost would be around 13,000 crores. So, yes, we are into coal gasification. We'll also look at other projects in the coming days. We'll evaluate other possible opportunities that come along the way.
In terms of fertilizers, as you may be aware, we are interested in two fertilizer projects currently, one in Chhattisgarh, one in Maharashtra. The projects are yes, the plan is still on, and we are going forward with these two projects. The expected capex could be around Rs. 20,000 crores for both the projects. So, the plan is there, and we are in discussions with the state governments to finalize the details. And I think very soon the initial front-end work on these projects will start.
Thank you.

Gagan Dixit – Elara Securities:
Yes, this is Gagan Dixit from Elara Securities. Can you help me quantify this gap between last year and this year, this decline in gas marketing EBITDA? Just want to understand that whether these factors are sustainable or not, because you're still giving the Rs. 40 billion for next year's guidance. That's my first question, sir. Second is about the swap cargos that earlier you were getting from Middle-East. So, are you still able to reroute them directly to India, or are you facing shipping issues in this regard? That's my question, sir.

Shri Rakesh Kumar Jain:
So, with respect to the first question, we have in chairman's initial remarks stated that we are likely to earn at least or minimum 4,000 crore rupees, which you have captured. And your question was, what is why the, or what are the reasons for drop in this year? So there are two to three major reasons. One is we had provided 675 crore rupees of provisions on account of dues to be received from Nagarjuna Fertilizer, which is in advanced stage of approval and may come any time this quarter or next quarter. So we'll reverse it. But last year we have provided. So our guidance was Rs. 3,500 crore and Rs. 2,775 crore we got. So with this single factor, we could have reached. But another factor is during this financial year, we accounted for ERV, exchange rate variations as a liability for ships we have had. That is also around 600 crore rupees. We have to reinstate our ship leasing liability, the long-term liability, and we have to provide and any balance sheet date we have to revise it that is also around 600 crore rupees. So these two factors alone have brought down our marketing margins to this extent.

Gagan Dixit – Elara Securities:
I recall in the previous earning cost, you mentioned that typically you are swapping with US cargoes from the Middle East around two ships per month. Now the Middle East got close so.

Shri Sumit Kishore:
So I'll tell you: see, Ras Lafan got immediately impacted. Then the other our portfolio volumes where you are mentioning about swapping. So swapping normally the scheduling of India-like cargo happens for 90 days in advance. So we are almost through now; three months is almost over for the war. So yes, one or two cargoes in each of the previous months got impacted. Those were the swap cargoes, which were scheduled to be from Ras Lafan or UAE. Going forward, we are expecting that none of the cargoes will be scheduled through the already troubled Hormuz Strait, so that impact will not be there going forward.

Amit Rustagi – UBS Securities India Pvt. Ltd.:
One last question—maybe we can take this as the last question—and after this, we invite you for high tea. But management will be available for an informal interaction during the high tea as well.

Dhamesh Bojwani – Mehta Vakil & Company:
Sir, thanks for the opportunity. This is Damesh Bojwani from Mehta Vakil & Company. I was observing your presentation. Two thoughts came to my mind. You have 13 E&P blocks ongoing, and still, India is a net importer of 60% of LNG or gas. Sir, what are the prospects of discovering our own gas and producing it and eliminating this import?

Shri Deepak Gupta:
Next second thought?

Dhamesh Bojwani – Mehta Vakil & Company:
Second thought, you have answered that the why the profitability was low. Your colleague gave the answer.

Shri Deepak Gupta:
Okay, so I'd like to answer your first thought:
See in E&P segment; there is a lot of trust from the government of India to explore more and to produce more. Now, this is something which is going on. And we are not an E&P player. We only have some participating interests in some of the E&P blocks.
Now, so far as producing so much gas that we become completely independent of imports, and we don't depend, this will take some time. There is a lot of thrust now. I think you must have seen Government has opened up all the no-go areas for exploration. A lot of work is going on in the Andamans and other areas. So we're also hopeful to get a breakthrough. And I think when it happens, we'll all rejoice.
But we are still waiting. But as far as we are concerned today, our dependence on imports, so far as gas is concerned, is still about 50%. But we are fortunate that we have 50% production in-house. And that becomes very, very important to ensure that we are able to supply gas to all the sectors without any interruption.

Dhamesh Bhojwani:
Thank you. Thank you, and all the best. Thank you so much.

Amit Rustagi – UBS Securities India Pvt. Ltd.:
Okay, thank you, sir. I'd like to request Ribhu, analyst at UBS, to give a vote of thanks to the entire forum.

Rwibhu Aon - UBS Securities India Pvt. Ltd.:
Hello, everyone. I am Rwibhu Aon, Director and the energy analyst at UBS India. It has been a privilege for us to host this insightful investors and alliance meet on behalf of GAIL India and UBS Securities, I would like to extend my heartfelt gratitude to Shri Deepak Gupta, Shri Rakesh Kumar Jain, Shri Sumit Kishore, and Shri Shatish Kumar Sinha, and the heads of the various departments who handle the event throughout. I also want to take a minute to thank Director Finance, Rakesh sir, along with GAIL's senior management and investor relations team, for their

proactively engaging with the investors' community over the years through best practices, including today's meet. Feedback from the community has helped the company improve communications and disclosures, which in turn has enabled fair valuation of the company.

We want to congratulate the management on their strong and sustained performance in Extel survey of both sell-side and buy-side stakeholders. We hope and expect GAIL's team would continue such interactive sessions in the future as well. We really appreciate Rakesh Sir's time and effort over the years, sharing his detailed insights and guidance on the company and the natural gas sector as a whole. Thank you so much, sir. Wish you all the best in your future endeavors.
I would also like to thank all analysts, investors, and experts for being present here and helping us make this event a grand success. Thank you and wish you a pleasant evening.

Amit Rustagi – UBS Securities India Pvt. Ltd.:
Thank you, sir. Thank you. Thanks, everyone, for joining this evening. Please join us for our high tea.