



GAIL (India) Limited

Investors' & Analysts' Presentation FY 2025-26

Energizing Possibilities ...

22nd May 2026



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Presentation Plan

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Strategic Investments & Growth Roadmap

Committed Leadership



Shri Deepak Gupta- Chairman & Managing Director, and Director (Projects)

Shri Deepak Gupta, a Mechanical Engineer from Delhi College of Engineering, brings over 35 years of extensive experience across the oil & gas value chain, combining strong technical depth with strategic and board-level leadership. His profile reflects proven execution capability, large-scale infrastructure leadership, and a clear focus on digital and clean energy transformation—supporting GAIL’s long-term growth, operational resilience, and transition strategy.



Shri Rakesh Kumar Jain - Director (Finance)

Shri Rakesh Kumar Jain, Director (Finance), brings 34+ years of experience across oil & gas and regulatory domains. He drives finance, treasury, investor relations and risk management, strengthening GAIL’s financial resilience and governance. Recognised with the Extel Best CFO (2025) and SAP Leadership Award (2025) he also leads key GAIL Group companies supporting strategic growth and value creation.



Shri Ayush Gupta - Director (Human Resources)

Shri Ayush Gupta, Director (HR), brings 30+ years of experience across HR, talent development and operations. He leads digital HR transformation and talent strategies, strengthening organisational capability and employee experience. A Chevening Fellow (Oxford) and award-winning HR leader, he also holds Board position in GAIL Group companies , supporting GAIL’s long-term capability building and growth.



Committed Leadership



Shri Sanjay Kumar - Director (Marketing)

Shri Sanjay Kumar, Director (Marketing), with 35+ years of experience across the gas and LNG value chain, brings deep cross-functional expertise spanning marketing, LNG trading, transmission, and operations. He has been instrumental in building GAIL's global LNG trading presence and has led key leadership roles including MD of IGL. His profile reflects strong commercial acumen and execution capability, supporting GAIL's market leadership and growth strategy.



Shri Rajeev Kumar Singhal - Director (Business Development)

Shri Rajeev Kumar Singhal, Director (Business Development), brings 30+ years of experience across the gas and LNG value chain, spanning operations, LNG sourcing/trading, marketing, and strategic initiatives. He has led key milestones including LNG contract renegotiations, petrochemical acquisitions, and India's first small-scale LNG project. His profile reflects strong strategic execution and diversification capability, supporting GAIL's growth and energy transition.



GAIL

The Big Picture



GAIL's Business Portfolio

NG Marketing

- LNG Portfolio ~16.56 MTPA
- Domestic Market Share (RLNG) ~48%

NG Transmission

- 18,000+ KM Pipeline Network
- Market Share~65%

Petrochemicals

- PE & PP 870 KTA
- ~15% share in Domestic Market
- 280 KTA at BCPL

LHC

- 4 Processing Units 1.3 MTPA
- 4.58 MTPA LPG Transmission

Renewables

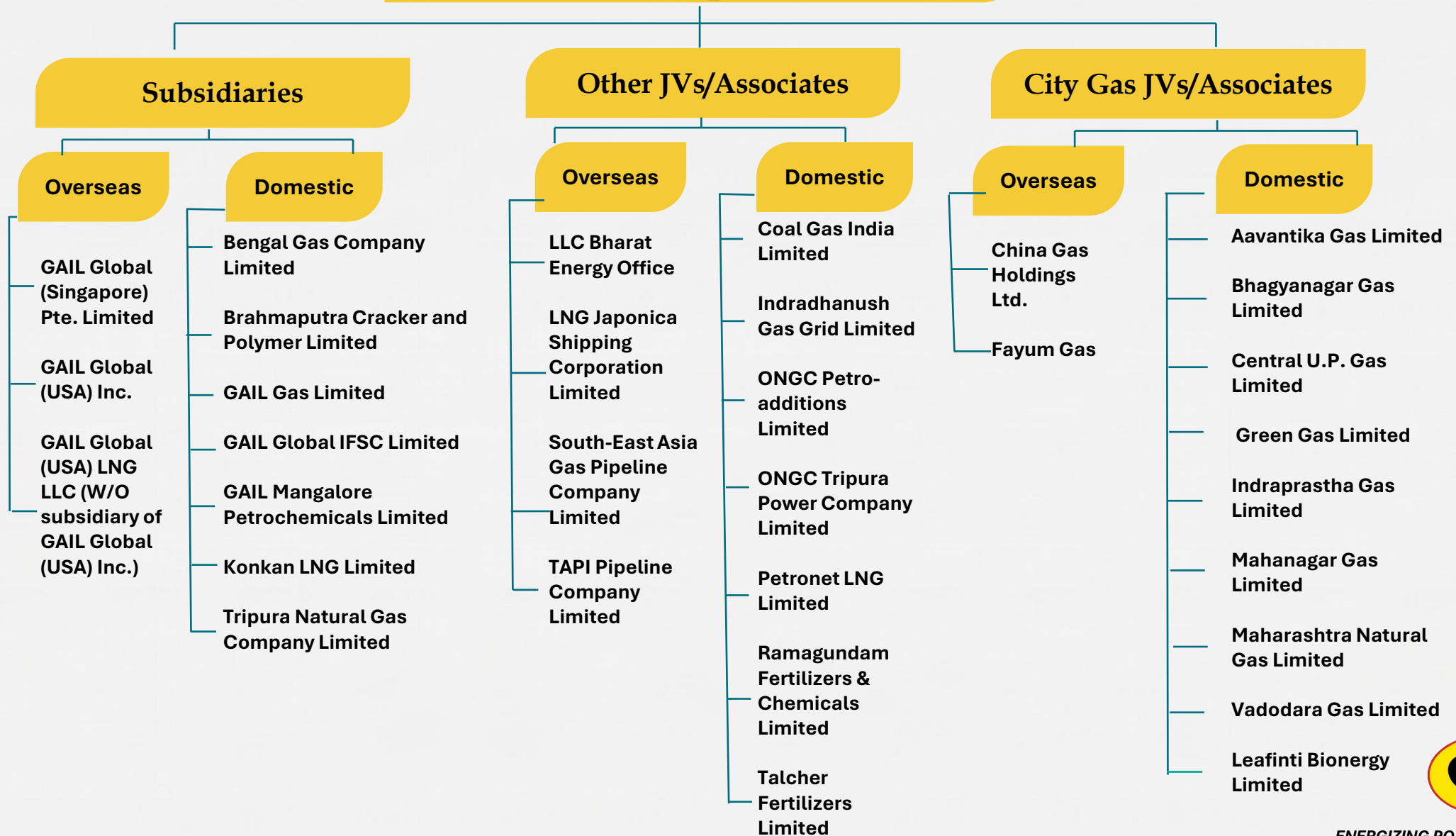
- 118 MW Wind Power
- 37 MW Solar Power
- 4.3 TPD Green Hydrogen
- 5 TPD CBG Plant

E& P and CGD

- Participation Interest in 13 E&P Blocks
- 6 Direct GAs along JHBDPL
- 72 GAs out of total 307GAs

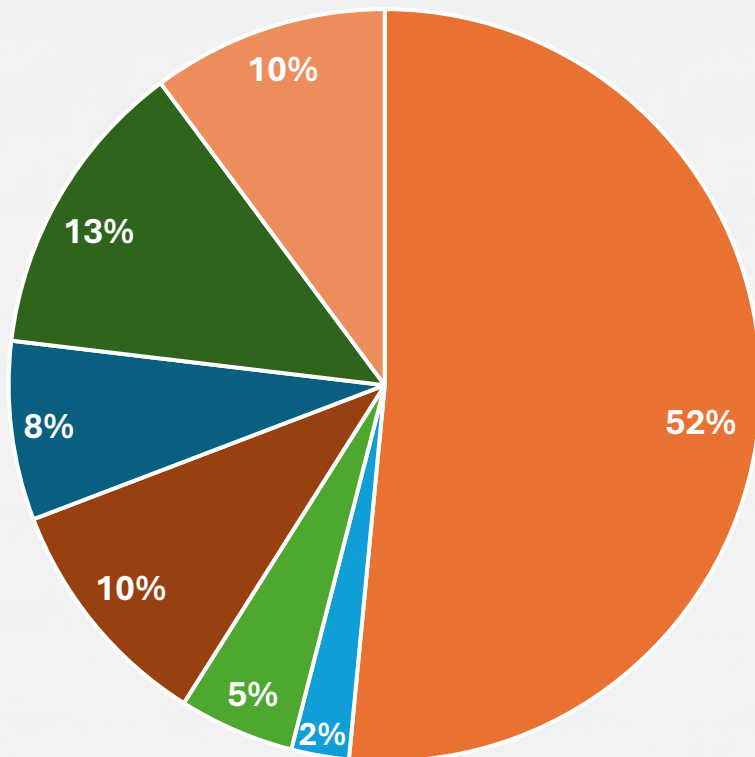


GAIL Group Structure



Shareholding Profile & Market Standing

% Shareholding



■ PRESIDENT OF INDIA
■ ONGC
■ LIC
■ OTHERS

■ IOCL
■ MUTUAL FUNDS/UTI
■ FOREIGN PORTFOLIO INVESTORS

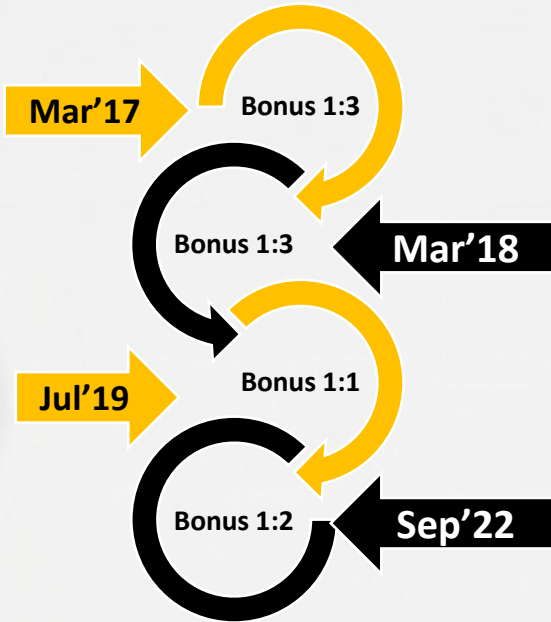
Key Market Metrics

President of India's Share	51.52%
Average Share Price FY'26	USD 1.94
Share Price as on 30.03.2026	USD 1.45
Average Market Capitalization	~USD 12,784 million
Listed at	NSE/BSE/ GDRs on LSE
Dividend Payout FY'26	51.90 % (USD 0.06/share)



Return to Shareholders

Bonus Share Issuance



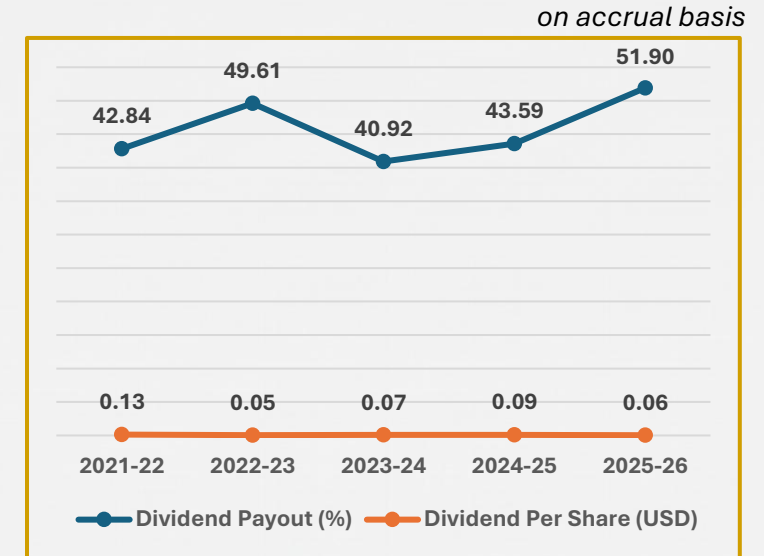
3 shares pre-March 2017 turned into 16 shares post-September 2022, highlighting strong value growth for investors

Buyback (USD/Million)



Bought back ~69.8 million shares @USD 2.03 during FY2020-21
Bought back ~57.0 million shares @USD 2.30 during FY2022-23

Dividend Payout



Dividend paid during the year on cash basis USD 435.79 million



Credit Ratings

International

Domestic

MOODY'S
INVESTORS SERVICE

Baa3 (Stable)*

**India Ratings
& Research**
A Fitch Group Company

'AAA'



ICRA

Stable

Fitch
Ratings

BBB- (Stable)*



* Capped to India's Sovereign Rating



ENERGIZING POSSIBILITIES..

Awards & Accolades

Best Investor Relations Program
India (overall)
Extel 2025 Asia Executive Team Survey



Scope Eminence Awards

- Corporate Governance
- Corporate Social Responsibility & Responsiveness



5th PSU Transformation Awards
Best performing PSU of the year




PNGRB Excellence Award 2025
Gas Transporter of the Year





ESG


Environmental



 Net Zero strategy aims to achieve 100% reduction in Scope-1 and Scope-2 emissions by the year 2035 and a 35% reduction in Scope-3 emissions by the year 2040


 GAIL has set a target to attain 3.6 GW of Renewable Energy capacity by 2035


 Work commenced to increase the RE portfolio from the existing 155 MW to 1,063 MW


 GAIL Planted over ~1,25,000 trees




Social


 More than 25 Lakh people benefitted through GAIL's CSR projects


 Achieved a Customer Satisfaction Index (CSI) score of 92.51%


 Purchase from MSMEs has increased to 59% from 48.87%, while procurement from MSEs owned by women entrepreneurs stands at 6.3%


 Spent USD 0.16 million on Sustainability related training programs for employees

Governance

 HSE Score of 96.78% for FY 2025-26 against an internal target of 96.37%

 Conferred with 2nd Rank among India's Most Sustainable Companies in Oil & Gas sector by BW BusinessWorld

 Received 310 complaints from Stakeholders through CPGRAMS Portal and 100% were promptly resolved.

 Continue to retain position for FTSE4 Good Index, an International ESG Benchmark



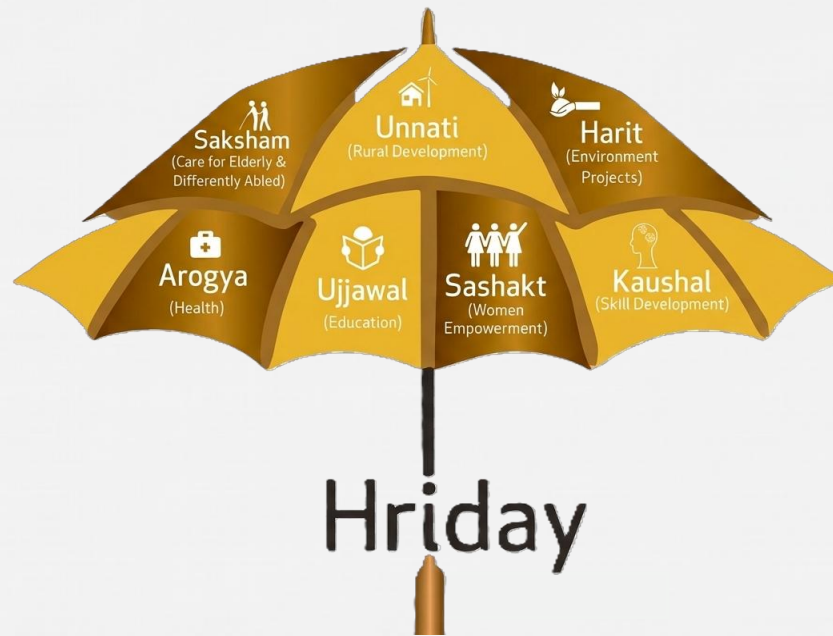
CSR Initiatives – GAIL Hriday

**UNNATI – Rural
Development**

**SAKSHAM – Elderly &
Differently abled Care**

**HARIT – Environment
Projects**

**AROGYA –
Health**



**KAUSHAL – Skill
Development**

**UJJWAL –
Education**

**SASHAKT – Women
Empowerment**

**~2.5 million lives
impacted positively
through GAIL's CSR
initiatives**

GAIL's CSR Philosophy

**GAIL spent ~ USD
20.88 million under
CSR initiatives in FY
2025-26**

Others



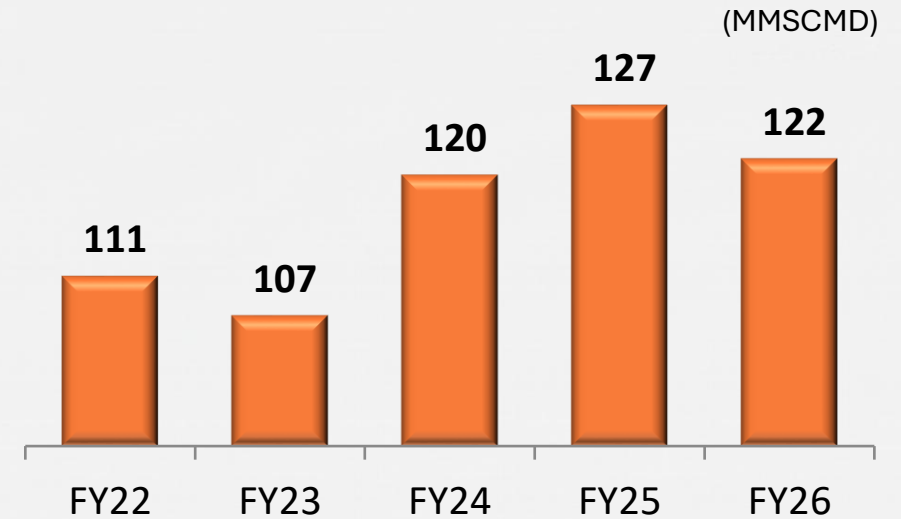
A decorative border made of yellow pipes and valves surrounds the central text. The pipes are connected by flanges and have several red-handled valves. A thick red vertical bar is positioned to the left of the text, and a thick red horizontal bar is positioned below it, intersecting at the GAIL logo.

Business Landscape

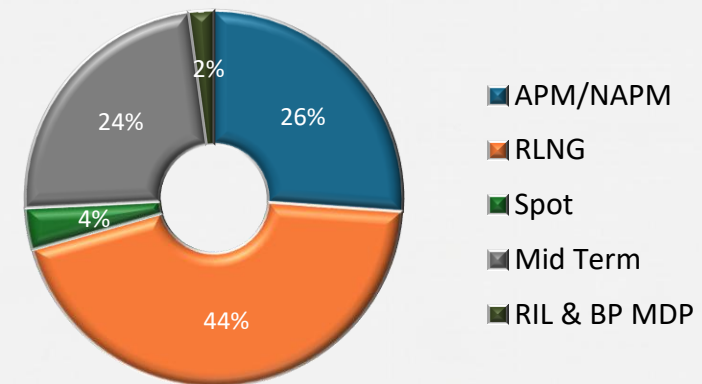


Natural Gas Transmission

- 18,000+ kms of Natural Gas Pipeline Network (~65% Market Share)
- ~14,200 km Integrated Pipeline Network
- ~1,500 Km Pipeline is under construction.
- 122.18 MMSCMD Natural Gas Transmission in FY'26
- Capacity expansion of DUPL Pipeline

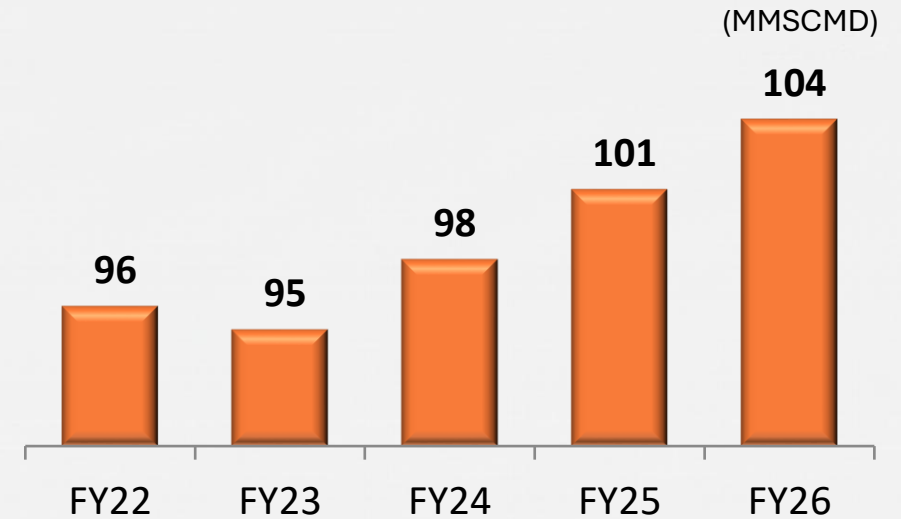


Gas Transmission Mix - FY2026

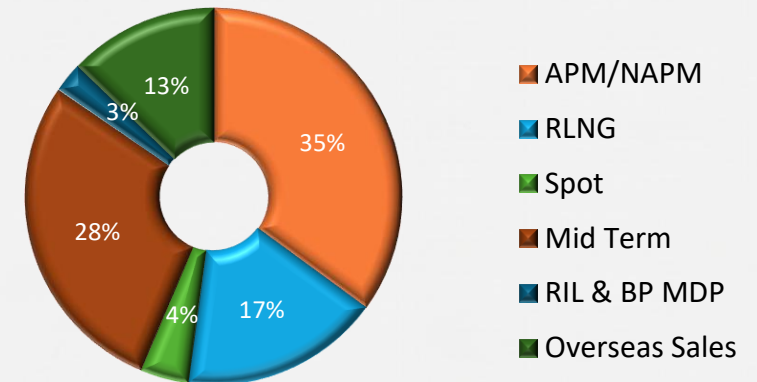


Natural Gas Marketing

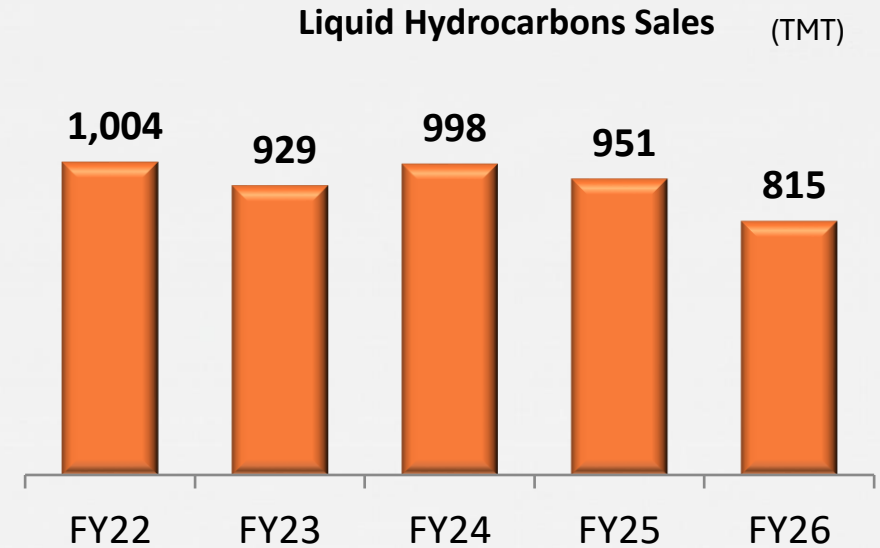
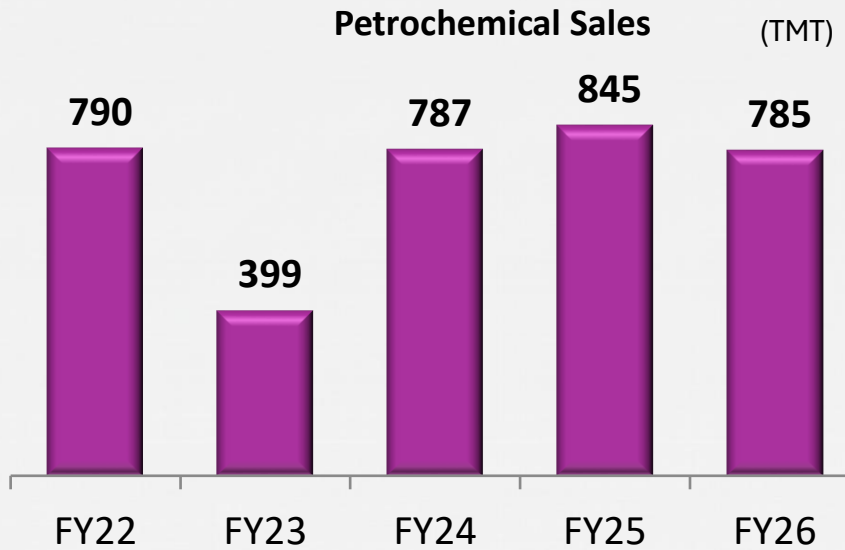
- ~ 104.21 MMSCMD Natural gas sales during FY'26
- 16.56 MTPA of upstream LNG Portfolio
- ~48% Market Share in India's Natural Gas Consumption
- 5 long chartered and 2 short chartered vessels
- To source additional 4-5 MTPA LNG by 2030
- Capacity expansion of Dabhol LNG terminal



Gas Marketing Mix - FY2026



Petrochemicals & Liquid Hydrocarbons



- 94 % Plant capacity utilization
- 810 KTA Polyethylene
- 60 KTA Polypropylene
- BCPL marketed volume-302 TMT
- Upcoming Petrochemical Plants:
 - PDH-PP Usar: 500 KTA
 - GMPL PTA Plant: 1,250 KTA

- 1.34 MMTPA Production Capacity
- 4 LHC Processing Plants
- 813 TMT Production in FY 2026
- Capacity utilization-61%

LPG Transmission



Highest ever LPG Transmission in FY 2026



4.58 MMTPA of LPG Transmission Capacity



LPG Pipelines capacity utilization-100%



Jamnagar Loni Pipeline - 3.25 MMTPA

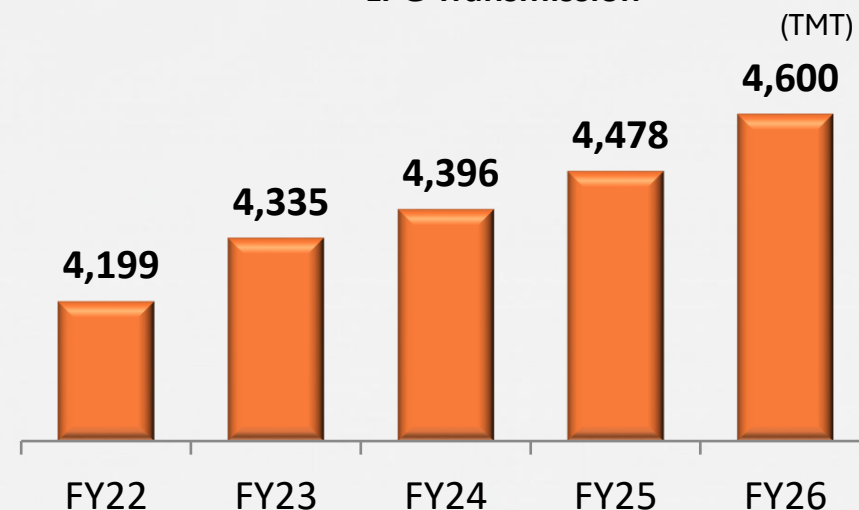


Vizag-Secunderabad Pipeline - 1.33 MMTPA



PNGRB's authorization received for doubling the capacity of JLPL

LPG Transmission





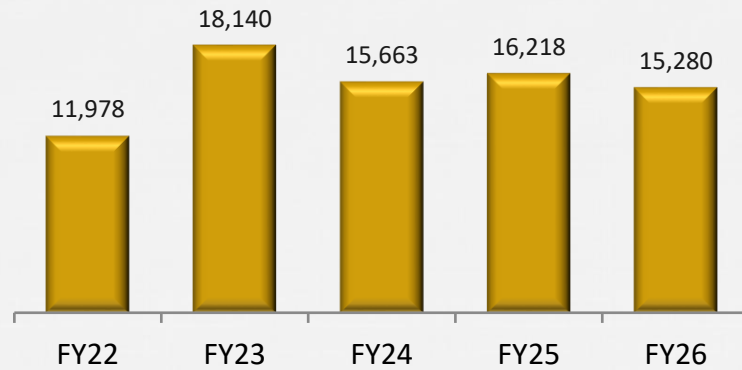
*Financial Performance
Highlights*



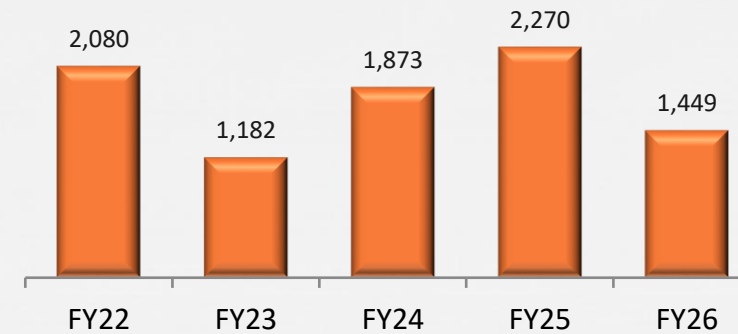
Financial Performance (Standalone)

(in USD million)

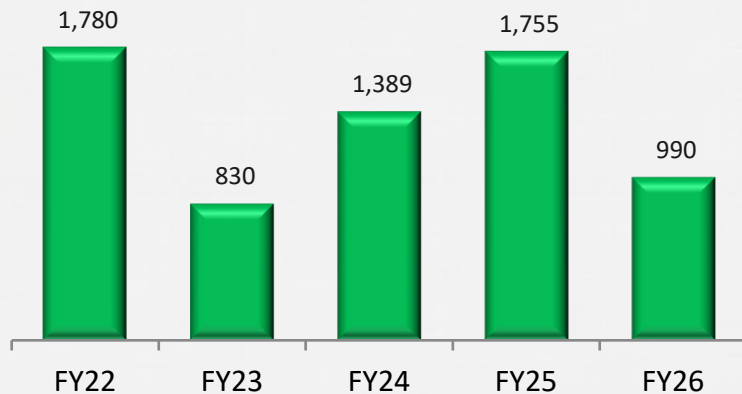
Turnover (Gross)



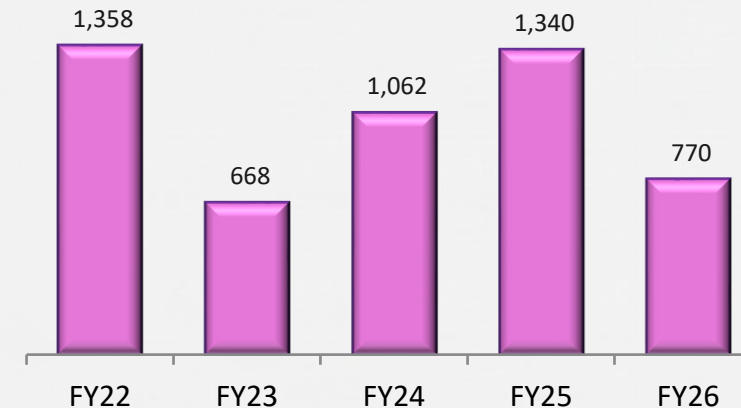
Gross Margin (EBITDA)



Profit Before Tax (PBT)

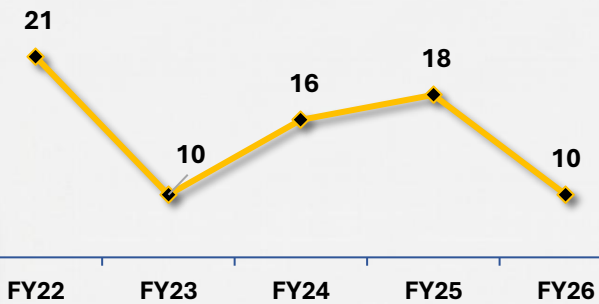


Profit After Tax (PAT)

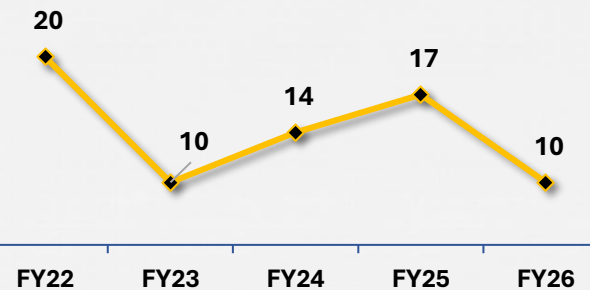


Key Financial Ratios

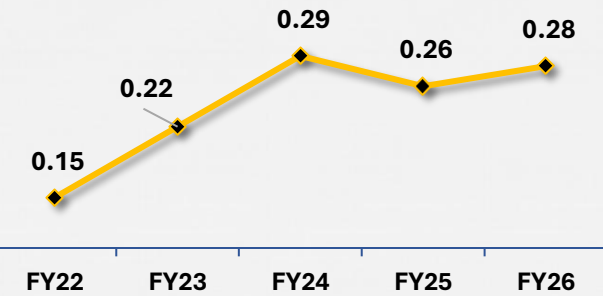
PAT to Net Worth* (in %)



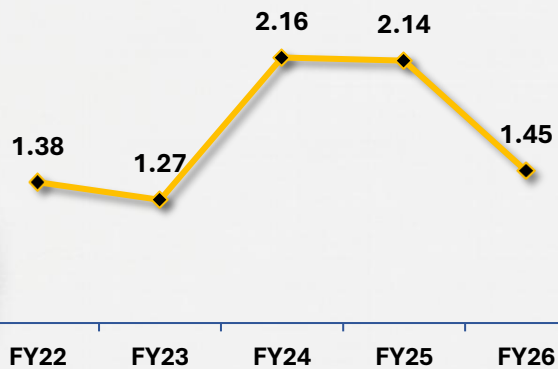
Return on Capital Employed* (in %)



Debt Equity Ratio

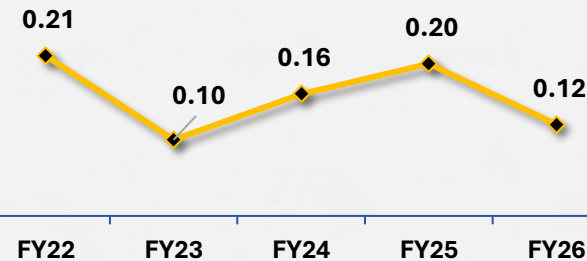


Share Price (in USD/Share)\$

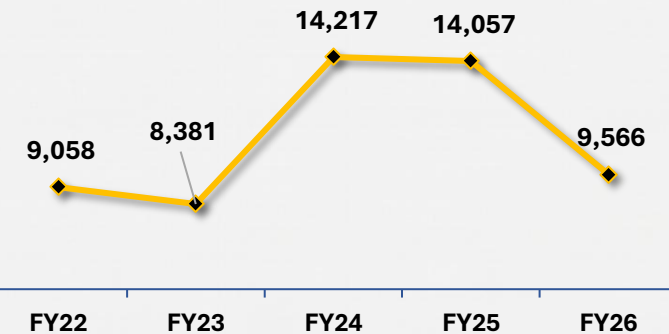


Earning Per Share*\$ (USD/Share)

0.50



Market Capitalization (USD million)#



*Figures include Exceptional items

\$ Share Price & EPS for past periods are adjusted for Bonus issue & Buy Back

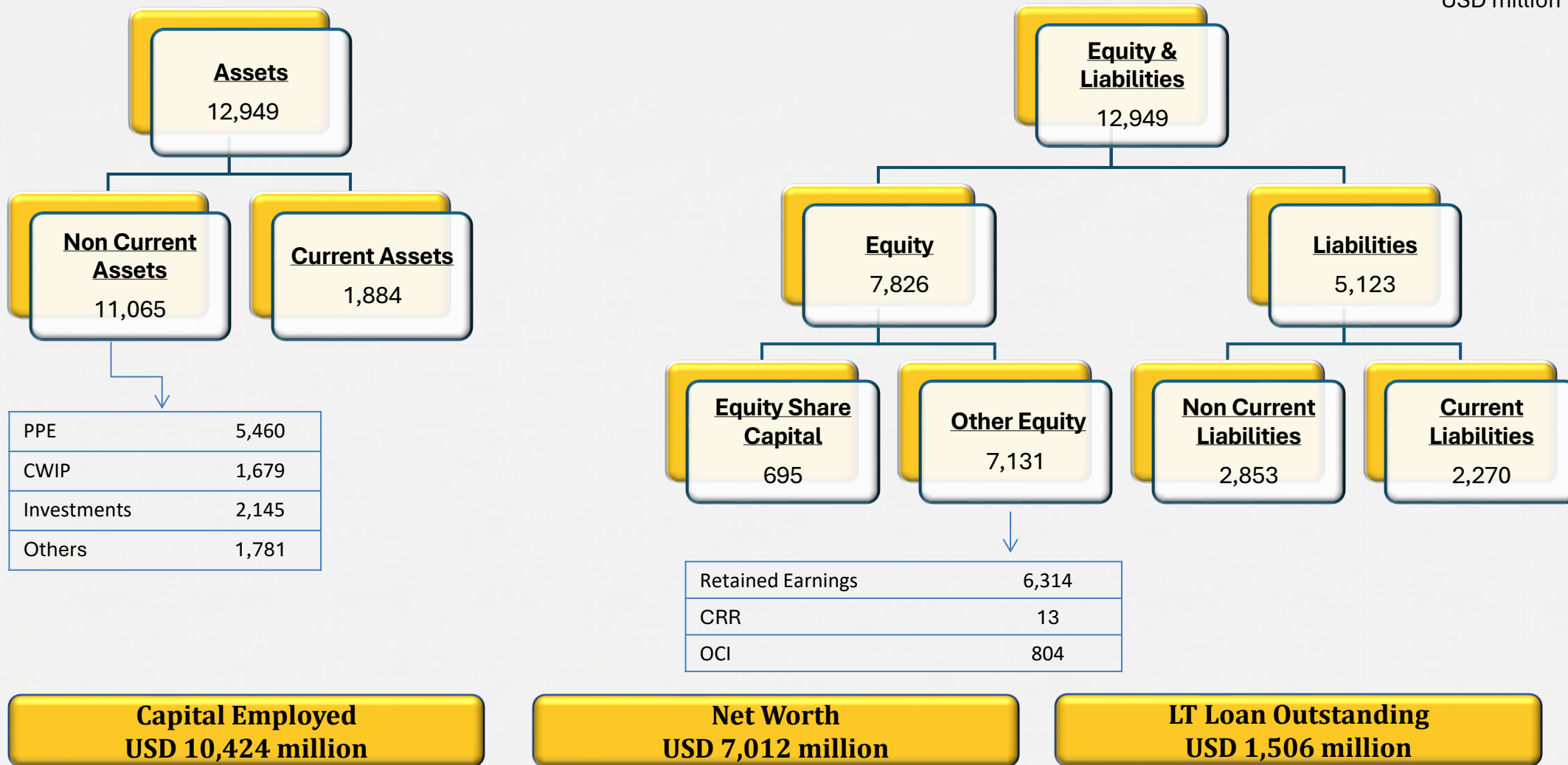
#As on closing date of the period



ENERGIZING POSSIBILITIES...

Balance Sheet as on 31st March 2026

USD million



Capital Employed
USD 10,424 million

Net Worth
USD 7,012 million

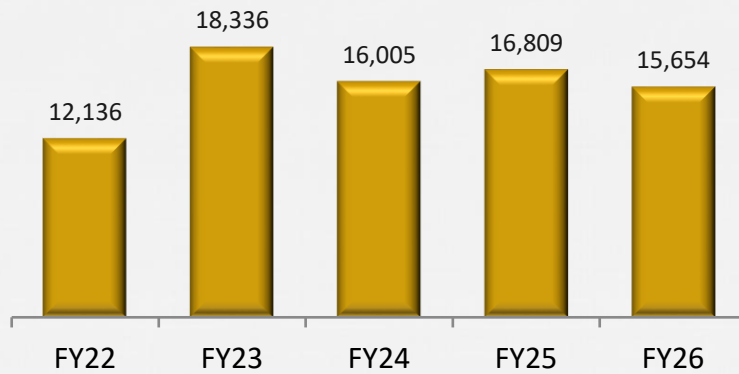
LT Loan Outstanding
USD 1,506 million



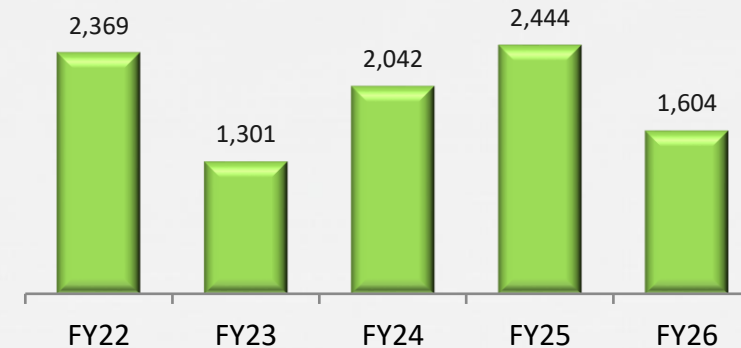
Financial Performance (Consolidated)

(in USD million)

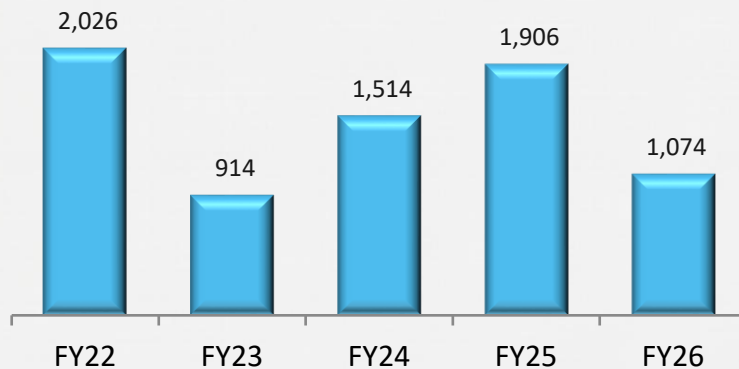
Turnover (Gross)



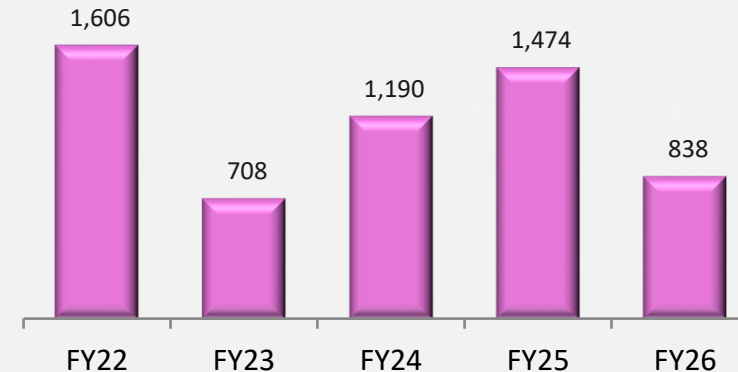
Gross Margin (EBITDA)



Profit Before Tax (PBT)



Profit After Tax (PAT)



Revenue Reconciliation on Consolidated Basis

(in USD million)

Entity	FY26		
	Revenue (Gross)	Elimination	Consolidated Revenue
GAIL	15,321	-1,051	14,269
GG SPL	524	-387	137
GG UI	923	-916	7
TNGCL	33	0	33
GAIL GAS	1,401	-164	1,237
BGCL	12	0	12
KLL	78	-78	0.33
GMPL	0		
GGIL	0		
Consolidated Revenue			15,696
Less: Other Operating Income			42
Consolidated Turnover			15,654

Note: Figures have been rounded for presentation purposes; consequently, the aggregated total may not align exactly with the sum of individual figures.



ENERGIZING POSSIBILITIES...

PAT Reconciliation on Consolidated Basis

(USD million)

Particulars	% Share holding as on 31-Mar-2026	Investment (Net) on 31-Mar-2026	FY26 Mar-26
GAIL			770
Subsidiaries*		549	28
GAIL GAS	100%	218	50
GGSPIL	100%	6	2
GGUI\$	100%	1	-18
Bengal Gas Company Limited	88%	97	-1
Konkan LNG Limited	93%	94	-26
TNGCL	49%	2	4
GMPL	100%	132	18
GGIL	100%	1	-0.11
Adjustment for Minority Interest			-0.11
Associates		300	142
MGL	33%	3	30
PLL	13%	10	54
BCPL	70%	105	9
IGL	23%	3	38
Opal	4%	105	-8
China Gas	3%	10	10
Fayum Gas	19%	1	0.44
Ramagundam Fertilizer	14%	29	3
ONGC Tripura Power Company Ltd	26%	34	4
Joint Ventures (JVs)		295	24
MNGL	23%	2	13
CGD JVs & Others (BGL, CUGL, GGL, AGL, VGL, TAPI, IGGL, BEOL, LJSCL, TFL, CGIL, LBPL)		293	10
Adjustments			-125
Elimination of Dividend			-82
Elimination Profit/Loss recognized from investments			0
Others			-43
Consolidated*			838

\$ Investment amount of GGUI net of Provision * Excluding Minority interest

Note: Figures have been rounded for presentation purposes; consequently, the aggregated total may not align exactly with the sum of individual figures.



ENERGIZING POSSIBILITIES...

One Off Transactions –FY 25-26

(USD million)

Particulars	Q1 FY'26	Q2 FY'26	Q3 FY'26	Q4 FY'26	FY'26
❖ Gas Marketing Segment					
• Provision for Doubtful Dues				(75)	(75)
• Entry Tax Provision reversal				32	32
❖ Gas Transmission Segment					
• Differential Tariff Settlement	15				15
• Excess Provision Written back	2			10	12
• Depreciation*				52	52
• Provision for Probable Obligation				(12)	(12)
❖ Petrochemical					
• Depreciation*				21	21
❖ Others					
LPG Transmission: Provision for dues & probable obligation				(6)	(6)
Reduction in Depreciation of LPG Transmission*				2	2
Net Impact Positive/ (Negative)	17	-	-	24	41

*Based on technical assessments, the useful life of Natural Gas and Liquefied Petroleum Gas Pipelines and Polyethylene Plants has been revised from 30 years to 40 years and from 25 years to 35 years, respectively.



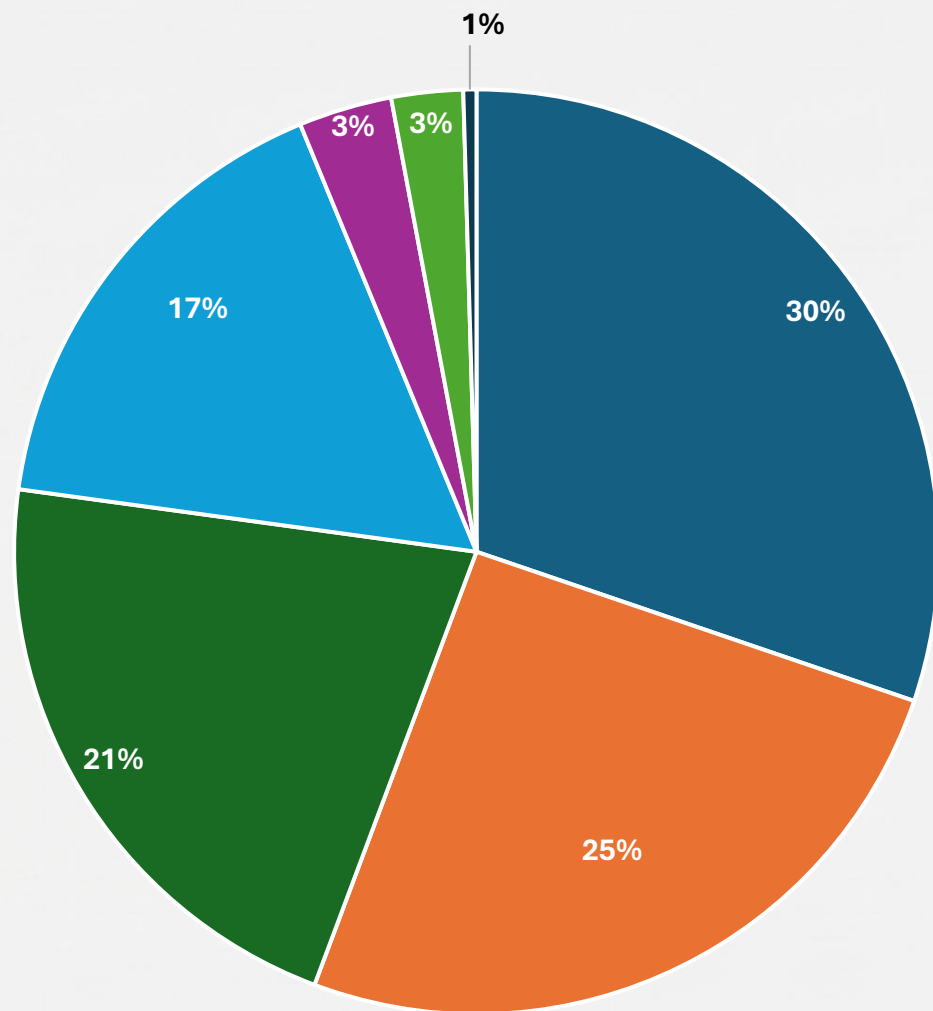
ENERGIZING POSSIBILITIES..



*Strategic Investments
&
Growth Roadmap*



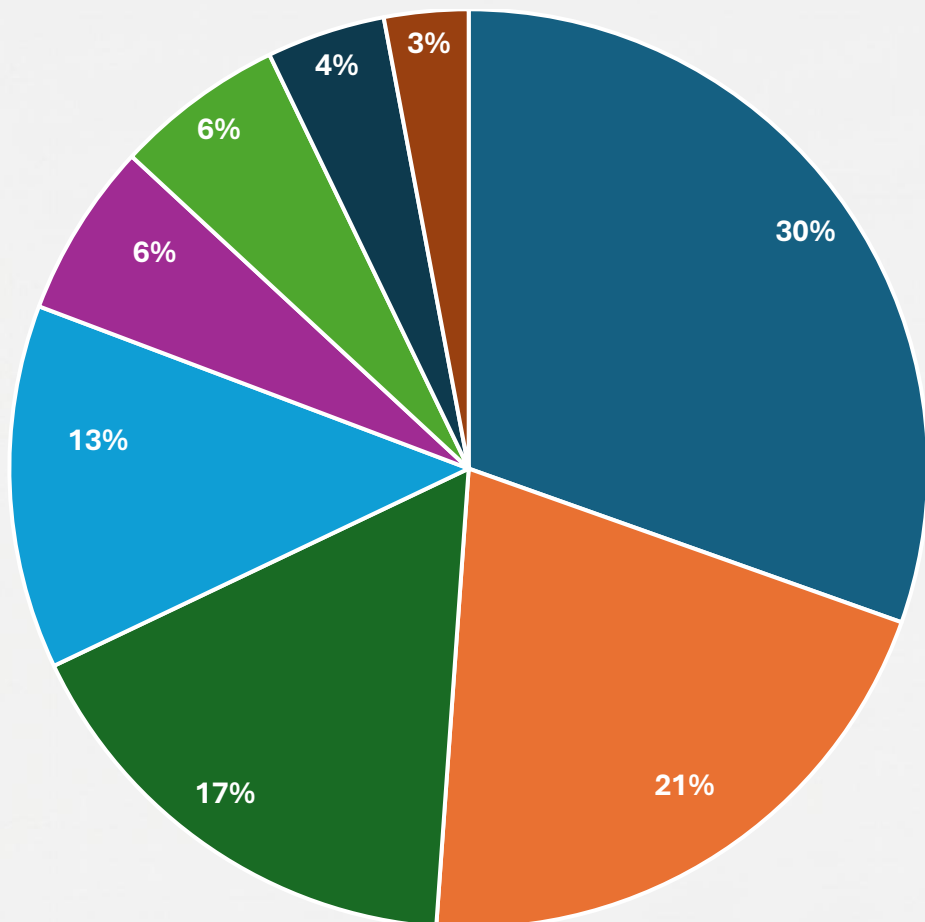
Capital Expenditure: FY2025-26



Capex Breakup	USD million	%
Pipelines	320	30
Operational Capex	270	25
Petrochemicals	227	21
Equity Contributions to JVs/ Subsidiaries	176	17
CGD Projects	35	03
Exploration & Production	27	03
Net Zero/Renewables	5	01
TOTAL	1,060	100



Capital Allocation: FY2026-27



Capex Breakup	USD million	%
Operational Capex	373	30
Pipelines	254	21
Net Zero/Renewables	206	17
Petrochemicals	157	13
Equity Contributions to JVs/ Subsidiaries	75	06
Other Projects	73	06
Exploration & Production	51	04
CGD Projects	36	03
TOTAL	1,226	100



Major Projects in Pipeline

Pipelines

- JHBDPL Pipeline
- KKMBPL Phase-II Pipeline
- Gurdaspur Jammu Pipeline
- JLPL LPG Pipeline capacity augmentation
- Vijaipur – Bina Pipeline
- DUPL-DPPL Capacity Pipeline Augmentation
- LPG Pipelines
- Dabhol-Vijaipur Ethane Pipeline

Net Zero

- 600 MW Solar Project with 550 MWh BESS, Uttar Pradesh
- 100 MW Solar Project with 22 MWh BESS, Maharashtra
- 178.2 MW Wind Power Project, Maharashtra

Petrochemicals

- GMPL – PTA Plant (1,250 KTA)
- PDH-PP Plant Usar (500 KTA)
- C2-C3 Pipeline (Vijaipur – Pata)

Others

- **Compressed Bio-Gas plants** - 1 commissioned, 6 under construction, 31 under evaluation
- **29 LNG Stations** – 4 under construction, 6 under planning/evaluation
- Equity investments in Subsidiaries/JVs
- **2 Fertilizer Plants** (Capacity of 1.2 MMTPA each) (Under Evaluation)



A yellow gas pipeline runs horizontally across the top of the image. On the left, it turns 90 degrees downwards. The pipeline features several valves with red handwheels. A thick red vertical bar is positioned on the left side, extending from the top to the bottom of the frame. At the bottom, a yellow horizontal bar crosses the red vertical bar. In the center of this intersection is the GAIL logo, which consists of a stylized 'G' with the word 'GAIL' below it and the Hindi word 'गैल' above it.

Thank You

