

GAIL (India) Limited

GAIL third quarter PAT up by 13% , Turnover (net of Excise) up by 35%
GAIL nine months PAT up by 14% , Turnover (net of Excise) up by 27%

New Delhi, January 23, 2012. GAIL (India) Limited registered a turnover (net of Excise Duty) of **Rs. 11260 crore** in the third quarter of FY 2011-12 as against **Rs.8365 Crore**, a **35 percent** increase over the turnover in the corresponding period during the last financial year. GAIL's Net Profit for the third quarter of the FY 2011-12 increased by **13 percent** to **Rs. 1091 crore** against **Rs. 968 crore** in the corresponding period previous year. The Gross Margin increased by **19 percent** to **Rs. 1,816 crore** in the third quarter of the current financial year against **Rs. 1,524 crore** in the corresponding period last year. The Profit Before Tax increased by **19 percent** to **Rs. 1,598 crore** in the third quarter of the current financial year against **Rs. 1,347 crore** in the corresponding period last year.

Segment-wise Revenue

During the third quarter of the current financial year, revenues from Natural Gas Transmission business have increased by **9 percent** to **Rs. 1,087 crore** as against **Rs. 1,001 crore** in the corresponding period of previous year. The net sales from Petrochemicals business have increased by **54 percent** to **Rs. 878 crore** as against **Rs. 571 crore** in the corresponding period of last year. The net sales from LPG and Liquid Hydrocarbons business during the third quarter of the current financial year have increased by **33 percent** to **Rs. 966 crore** as against **Rs. 729 crore** in the corresponding period of last year. The sales from Natural Gas Trading during the third quarter of the current financial year increased by **35 percent** to **Rs. 9,149 crore** as against **Rs. 6,773 crore** in the corresponding period of the last year. The revenues from LPG transmission during the third quarter of the current financial year have decreased by **5 percent** to **Rs. 122 crore** as against **Rs. 129 crore** in the corresponding period last year.

The increase in net profit during the third quarter of the current financial year was mainly due to the increase in Natural Gas trading, Natural gas transmission, Petrochemical and Liquid Hydrocarbon.

Physical Performance

During the third quarter of the current financial year, the Natural Gas sales were **84.94 MMSCMD**, up **2 percent** from **83.36 MMSCMD** during the corresponding period last year. During the third quarter of FY 2011-12, the petrochemical production was **118 TMT**, up **16 percent** from **102 TMT** in the corresponding period last year. The polymer sales during the third quarter of the current financial year were **113 TMT**, increased by **40 percent** from **81 TMT** in the corresponding period in the previous year. The LPG transmission during the third quarter of the current financial year was **870 TMT**, down by **3 percent** from **893 TMT** during the corresponding period in the previous financial year. The LPG and Other Liquid Hydrocarbon production during

the third quarter of the current financial year was **359 TMT**, up **8 percent** from **332 TMT** in the corresponding period last year. The LPG and Other Liquid Hydrocarbon sales during the third quarter of the current financial year were **361 TMT**, up **9 percent** from **331 TMT** in the corresponding period last year. The Natural Gas transmission during the third quarter of the current financial year was **119.06 MMSCMD**, decreased by **1 percent** from **120.19 MMSCMD** in the corresponding period last year.

Nine months Results

GAIL (India) Limited registered a turnover (net of Excise Duty) of **Rs. 29,826 crore** in the first nine months of FY 2011-12 as against **Rs.23,565 Crore**, a **27 percent** increase over the turnover in the corresponding period last financial year. GAIL's Net Profit after tax for the first nine months of the FY 2011-12 increased by **14 percent** to **Rs. 3,170 crore** against **Rs. 2,778 crore** in the corresponding period previous year. The Gross Margin increased by **13 percent** to **Rs. 5,250 crore** in the first nine months of the current financial year against **Rs. 4,633 crore** in the corresponding period last year. The Profit Before Tax increased by **12 percent** to **Rs. 4,609 crore** in the nine month of the current financial year against **Rs. 4,101 crore** in the corresponding period last year.

Segment-wise Revenue

During the nine months of the current financial year, revenues from Natural Gas Transmission have increased by **4 percent** to **Rs. 3,006 crore** as against **Rs. 2,877 crore** in the corresponding period in the previous year. The net sales from Petrochemicals business have increased by **27 percent** to **Rs. 2,452 crore** as against **Rs. 1,930 crore** in the corresponding period of last year. The net sales from LPG and Liquid Hydrocarbons business during the nine months of the current financial year have increased by **23 percent** to **Rs. 2,768 crore** as against **Rs. 2,246 crore** in the corresponding period of last year. The revenues from LPG transmission during the nine months of the current financial year have decreased by **3 percent** to **Rs. 346 crore** as against **Rs. 357 crore** in the corresponding period last year. The revenues from Natural Gas Trading during the nine months of the current financial year increased by **29 percent** to **Rs. 23,930 crore** as against **Rs. 18,514 crore** in the corresponding period of the last year.

Physical Performance

The Natural Gas transmission during the nine months of the current financial year was **118.29 MMSCMD**, up **1 percent** from **117.09 MMSCMD** in the corresponding period last year. The Natural Gas sales during the nine months of FY 2011-12 were **83.74 MMSCMD**, up **2 percent** from **82.41 MMSCMD** during the corresponding period last year. During the nine months of the current financial year, petrochemical production was **338 TMT**, up **15 percent** against **294 TMT** in the corresponding period last year. The petrochemical sales during the nine months of the current financial year were **330 TMT**, increased by **20 percent** from **276 TMT** in the corresponding period in the previous year. The LPG transmission during the nine months of the current financial year was **2,483 TMT** as against from **2,480 TMT** during the corresponding period in the previous financial year. The LPG and Other Liquid Hydrocarbon production during the nine month of the current financial year

were **1,088 TMT**, increased by **6** percent from **1,030 TMT** in the corresponding period last year. The LPG and Other Liquid Hydrocarbon sales during the nine months of the current financial year were **1,089 TMT**, up 5 percent from **1,034 TMT** in the corresponding period last year.