



गेल (इंडिया) लिमिटेड

(भारत सरकार का उपक्रम-
महारत्न कम्पनी)

GAIL (India) Limited

(A Government of India Undertaking-
A Maharatna Company)
May 28, 2013

ND/GAIL/SECTT/2013

Listing Department
Bombay Stock Exchange Limited
Floor 1, P.J. Towers, Dalal Street,
Mumbai – 400 001

Dear Sir,

Please find enclosed a copy of Press Releases regarding “GAIL’s Turnover increases 18% to Rs. 47,333 crore in FY 2012-13 & 19% in Q4 to Rs. 12409 crore Net Profit up 10% at Rs. 4,022 crore in FY 2012-13 & 28% in Q4 to Rs. 618 crore Board recommends total dividend of 96% on paid up capita”.

The above is for your information and record please.

Thanking you,

Yours faithfully,

(N.K. Nagpal)
Company Secretary

Encl.: As above

Copy to:

1. Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No C/1, G Block, Bandra-Kurla Complex,
Bandra (East),
MUMBAI – 400051
2. Deutsche Bank
Kodak House, 1st Floor,
222 Dr. D N Road,
Mumbai - 400001

GAIL (India) Limited

GAIL's Turnover increases 18% to Rs. 47,333 crore in FY 2012-13 & 19% in Q4 to Rs. 12409 crore Net Profit up 10% at Rs. 4,022 crore in FY 2012-13 & 28% in Q4 to Rs. 618 crore Board recommends total dividend of 96% on paid up capital

New Delhi, May 28, 2013: GAIL (India) Limited has recorded sustained performance in financial parameters for the Financial Year 2012-13. According to the audited figures, Turnover (net of excise duty) in the year 2012-13 increased by 18% to Rs. 47,333 crore from Rs. 40,281 crore in FY 2011-12. The Gross Margin during the year 2012-13 increased by 16% to Rs. 7,233 crore from Rs. 6,247 crore. The Profit Before Tax during the year 2012-13 increased by 13% to Rs. 6,058 crore from Rs. 5,340 crore in the previous year. The Profit After Tax during the year 2012-13 increased by 10% to Rs. 4,022 crore from Rs. 3,654 crore in the previous year. The Board of Directors has recommended payment of total dividend at the rate of 96 percent on the paid-up share capital of the Company for FY 2012-13 inclusive of 40 percent interim dividend already paid.

Segment-wise Revenue

During the current financial year, sales from Natural Gas Trading increased by 20% to Rs. 39,609 crore as against Rs. 33,052 crore in last year. The net sales from Petrochemicals business have increased by 10% to Rs. 3,765 crore as against Rs. 3,415 crore in last year. The net sales from LPG and Liquid Hydrocarbons business during the current financial year increased by 44% to Rs. 4,434 crore as against Rs. 3,090 crore in last year. Revenues from Natural Gas Transmission business were Rs. 3,347 crore as against Rs. 3,852 crore in last year. Revenues from LPG transmission during the current financial year were Rs. 294 crore as against Rs. 454 crore in last year.

The increase in net profit during the current financial year was mainly due to the increase in Natural Gas Trading, and better price realisation of Petrochemicals and LPG & Liquid Hydrocarbon sales.

Physical Performance

During FY 2012-13, petrochemical production was 437,000 MT as against 441,000 MT in the last year. During the current financial year, polymer sales were 427,000 MT as against 448,000 MT in the last year. During the current financial year LPG and Other Liquid Hydrocarbon production was 1,376,000 MT as against 1,439,000 MT in the last year. The LPG and Other Liquid Hydrocarbon sales during the current financial year was 1,371,000 MT as against 1,441,000 MT in the last year. The LPG transmission during the current financial year was 3,136,000 MT as against 3,362,000 MT in the last financial year. The Natural Gas transmission was 104.90

MMSCMD as against 117.62 MMSCMD in the last year. The Natural Gas sales during the current financial year were 81.44 MMSCMD as against 84.17 MMSCMD in the last year.

During the year 2012-13, as per consolidated financial statements, the total group sales (net of Excise Duty) were Rs. 50,893 crore. The consolidated Gross Margin was Rs.8,312 crore, the Profit Before Tax was Rs. 6,558 crore and Group Profit After Tax was Rs. 4,374 crore.

The Earning Per Share (EPS) was Rs. 31.71 per share in the year 2012-13 as against Rs. 28.80 per share in the year 2011-12. The EPS as per consolidated statement was Rs. 34.48 per share as against Rs. 35.03 per share in the previous year.

Q4 Results of 2012-13

GAIL (India) Limited registered a turnover (net of Excise Duty) of Rs. 12,409 crore in the fourth quarter of FY 2012-13 as against Rs. 10,455 crore, a 19% increase over the turnover in the corresponding quarter during the last financial year. The Gross Margin for the fourth quarter of the FY 2012-13 increased by 47% to Rs. 1,468 crore from Rs.997 crore in the corresponding period of last year. The profit before tax for the fourth quarter increased by 56% to Rs. 1,141 crore from Rs. 731 crore. GAIL's Net Profit for the fourth quarter increased by 28% to Rs. 618 crore against Rs. 483 crore in the corresponding quarter of previous year.

Segment-wise Revenue

During the fourth quarter of the current financial year net sales from LPG and Liquid Hydrocarbons business during the fourth quarter of the current financial year have increased by 308 percent to Rs. 1,315 crore as against Rs. 322 crore in the corresponding period of last year due to lower contribution to LPG subsidy in comparison to last year. The net sales from Petrochemicals business have increased by 25 percent to Rs. 1,204 crore as against Rs. 963 crore in the corresponding period of last year. Revenue from Natural Gas Trading have increased by 16 percent to Rs.10,552 crore as against Rs. 9,121 crore in the corresponding period of the last year. The revenues from Natural Gas Transmission business were Rs. 458 crore as against Rs. 846 crore in the corresponding period of previous year. The revenues from LPG transmission were Rs. 104 crores as against Rs. 109 crores in the corresponding period last year.

The increase in net profit during the fourth quarter of the current financial year was mainly due to higher price realisation of petrochemical, Liquid Hydrocarbon and lower LPG Subsidy contribution by the Company.

Physical Performance

During the fourth quarter of the current financial year, the Natural Gas sales were 80.13 MMSCMD as against 85.47 MMSCMD during the corresponding quarter of last year. The Natural Gas transmission during the fourth quarter of the current financial year was 99.49 MMSCMD as against 115.62 MMSCMD in the

corresponding period last year. During the fourth quarter of FY 2012-13, the petrochemical production was 119,000 MT, up 16 per cent from 103,000 MT in the corresponding quarter last year. The polymer sales during the fourth quarter of the current financial year have increased by 12 percent to 132,000 MT as against 118,000 MT in the corresponding quarter in the previous year. The LPG transmission during the fourth quarter of the current financial year was 745,000 MT as against 879,000 MT during the corresponding quarter in the previous financial year. The LPG and Other Liquid Hydrocarbon production during the fourth quarter of the current financial year was 349,000 MT as against 351,000 MT in the corresponding quarter of last year. The LPG and Other Liquid Hydrocarbon sales during the fourth quarter of the current financial year were 348,000 MT as against 351,000 MT in the corresponding period last year.