“GSPL Transmission Limited

Q2 & H1 FY27 Earnings Conference Call”

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MODERATOR: **MR. VIKASH VERMA – E&Y**

Moderator: Ladies and gentlemen, good day and welcome to the GSPL Transmission Limited Earnings Call Q2 and H1 FY27 hosted by EY. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star then zero on your touchtone phone.

I now hand the conference over to Mr. Vikash Verma from EY. Thank you, and over to you, sir.

Vikash Verma: Thank you, Ashi. Good evening, everyone. On behalf of GSPL Transmission Limited, I welcome you all to the company's Q2 and H1 FY27 Earnings Conference Call. To discuss the performance of the company we have with us from the management team Mr. Prakash Karnik, Chief Executive Officer, Mr. Lokesh Agarwal, General Manager and Chief Financial Officer, Srimati Rajeshwari Sharma, Company Secretary, Mr. Devendra Agarwal, Head Commercial, Mr. Saarthak Gautam, Head Procurement and O&M.

Before we proceed with this call, I would like to draw your attention to the fact that today's discussion may contain some forward-looking statements that are subject to various risks, uncertainties and other factors, which would be beyond management's control. We kindly request to bear in mind that there might be some uncertainty while interpreting such statements. We will now start the session with the opening remarks from the management team. Afterwards, we will open the floor for an interactive Q&A session.

I will now hand over the conference call to Mr. Prakash for his opening remarks. Thank you, and over to you, sir.

Prakash Karnik: Thank you. Good evening everybody and warm welcome to Earnings Conference Call of GSPL Transmission Limited. On behalf of the board and the entire management team, I thank our shareholders, investors, analysts and stakeholders for joining us today. I will begin by explaining who we are, how our business creates value, why our network is strategically important and how we intend to build the next phase of growth.

GTL is a focused pure-play natural gas transmission platform operating on an open-access basis. In simple terms, we provide infrastructure that transports gas from domestic production sources, LNG terminals, gas marketers to gas distributors, refineries, fertilizer plants, power producers and industrial customers.

GTL has a strategic and difficult-to-replicate network. Our Gujarat network extends approximately 2,900 kilometers covering 26 districts, making it India's second largest natural gas network, serving 100 plus customers through 200 plus customer exit points with financial year '26 contractual volumes of 40 MMSCMD.

Our network is connected to major district domestic gas supply sources, LNG terminals and consumption centers across Gujarat. What makes our network particularly strategic is positioning within Gujarat India's largest gas-consuming state. Gujarat accounted for approximately 22% of India's natural gas consumption in financial year '26 and hosts four operational LNG terminals.

GTL is the only grid connected to all operational LNG gateways in Gujarat. This connectivity enables us to link multiple sources of gas with diversified base of CGD, refinery, fertilizer, power and industrial customers. Our bi-directional network design and SCADA-led operations further support system flexibility, reliability and 24/7 monitoring.

GTL is positioned for India's gas-led growth. India aspires to increase natural gas share in its energy mix from approximately 6% currently to 15% by 2030. Natural gas consumption is projected to increase from 188 MMSCMD in financial year '26 to 297 MMSCMD by 2030, supported by urbanization, industrial and manufacturing activity, cleaner fuel adoption, pipeline expansion and development of LNG infrastructure.

Within our customer portfolio, we maintain diversified exposure across these end-use segments. GTL is positioned to participate in this opportunity because our network connects supply with several of countries' key demand segments. Equally important, our customer portfolio is diversified, which limits dependence on any single end-use category and gives us exposure to multiple sources of gas demand.

Coming to our business performance, Q2 financial year '27 saw broad-based growth in transportation volumes across our key grids. Overall GTL volumes increased from 45 MMSCMD compared with 40 MMSCMD in quarter 2 of financial year '26, representing 12% growth. HP grid volumes grew 9% year-on-year. LP grid volumes increased 30%, while HAPi grid volumes increased 16%. Our presence beyond Gujarat is supported by two of our joint venture companies, GIGL and GITL. GIGL operates approximately 1,439 kilometers of cross-country pipeline across Gujarat, Rajasthan, Haryana and Punjab, while GITL operates approximately 365 kilometers pipeline connecting Andhra Pradesh and Telangana.

Another important focus for us is creating capacity for the next phase of the growth. We are progressing on expansion-led capex program of approximately INR 3,500 crores covering more than 10 pipeline and connectivity projects aggregating to 700 kilometers. Combined with our existing approximately 2,900 network, these additions are expected to expand our overall Gujarat network to 3,600 kilometers.

Project execution is gaining momentum with several projects now at advanced stage of implementation. In July 2026, we awarded EPC contracts worth INR 1,800 crores for Anjar–Palanpur Pipeline Project. Other projects under implementation include Jamnagar-Dwarka, Vapi-Tarapur, Dahej-Bhadbhut and multiple spur lines and customer connectivity projects.

Our approach going forward remains centered around expanding network reach, improving utilization, maintaining asset integrity, disciplined capital allocation and diversifying our customer base. We believe our established infrastructure, strategic connectivity and planned expansion provide a strong platform to participate in growth of India's natural gas ecosystem.

Over the next 2 years, our focus remains on disciplined execution and maintaining operational and financial stability. As the ongoing expansion projects are commissioned, we expect additional capacity to progressively contribute to the growth. Looking ahead, our priorities are clear. First, expand network reach and connectivity.

Second, improve utilization across our existing and new assets. Third, maintain safe and reliable operations through automation, preventive maintenance and strong asset integrity practices. Fourth, broaden our customer base. And fifth, preserve financial discipline as we execute our investment program.

We believe GTL combines the characteristics investors expect from high-quality infrastructure: a strategic and difficult-to-replicate network, a regulated and asset-backed business model, diversified demand exposure, visible expansion opportunities and a debt-free balance sheet that provides financial flexibility. With this overview, I will now hand over to our CFO, for detailed discussion on operational and financial performance for Q2 and H1 financial year '27.

Lokesh Agarwal: Thank you, sir. Good evening, everyone. We will have a brief overview of the financial performance for the quarter and half year ended 30th September, 2026. In terms of key financial metrics, our standalone revenue from operations for Q2 FY'27 stood at INR 290 crores, representing a growth of 8% year-on-year versus previous year Q2 actuals of INR 267 crores. On a sequential basis, the growth was at 4.5% versus INR 277 crores in Q1 FY'27. On a half-year basis, the H1 FY'27 revenue stood at INR 567 crores compared to INR 542 crores in the same period last year, registering a growth of again 4.5%.

EBITDA excluding non-operating income, which primarily includes interest from deposits stood at around INR 169 crores in Q2 FY'27 as compared to INR 168 crores in the same period in previous year. EBITDA margin for the quarter stood at 58.4%. On a half-year basis for H1 FY'27, EBITDA stood at INR 362.9 crores, with an EBITDA margin of 64% being in line with previous year half-year EBITDA of INR 363.5 crores.

Profit after tax on a standalone basis stood at INR 120 crores during the year versus INR 118 crores in the previous year Q2, being an increase of around 2%. On a standalone, half-year basis, profit after tax stood at INR 258crores versus INR 255 crores in the corresponding period last year. Again, an increase of roughly 1.2% or so.

The current state of balance sheet provides us with enough financial flexibility to execute our investments. We have already announced investments worth more than INR 3,500 crores, and we stand in a pretty good state to execute the same.

As of September 30th, we are debt-free. And have a net worth of approximately INR 7,150 crores. In first half of the year, we have executed capex of approximately INR 300 crores, and this is, in general in line with our expansion program which we have announced earlier.

I now open the floor for questions-and-answers and hand over to the moderator. Thank you, everyone.

Moderator: Thank you, sir. We will now begin the question-and-answer session. The first question is from the line of Mr. Yogesh Patil from Dolat Capital. Please go ahead.

Yogesh Patil: Thanks for taking my question, sir, and wish you happy Diwali to all of you. The first question has related to the expansion plans of INR 3,500 crores. What would be the debt-to-equity ratio

for this expansion plan, and have you received the board approval for raising debt for this expansion plan?

Lokesh Agarwal: Yes. So see, the expansion plan is spread over a period of another two to 2.5 years from now, and whilst we believe that we will be in a good state to complete this expansion through our internal accruals and current cash balances. If at all we are required to resort to limited financing, we would do that. We have significant financing approvals in place. We do not need to go for any subsequent approvals to execute these projects. I think there was one more part of your question.

Yogesh Patil: Yes, sir.

Lokesh Agarwal: From the board.

Lokesh Agarwal: So, so all of these projects are duly approved by the board and are in various stages of implementation. So there is, per se, I won't say there is nothing much which is still on the drawing board. Almost every project is now in the execution stage, though these may be in various stages, stages of execution. But almost everything is on ground now.

Yogesh Patil: Generally, we follow the 70% to 30% kind of a debt-to-equity ratio for the pipeline projects. So we will not follow that kind of rule for the INR 3,500 crores kind of expansion plan. Is that a correct understanding?

Yogesh Patil: It will largely depend upon our internal cash flows, which will continue to support all these expansion plans.

Lokesh Agarwal: Yes, sorry, Yogesh, I think we got disconnected. So I heard you saying the normal funding ratio is in the proportion of 70% to 30%. And I take that well, but here we believe at this stage in time when we have limited projects in hand and we know our requirements well, we believe we should be good to execute, basis the internal accruals and current cash balances.

Certainly, we continue to evaluate various options before us, not that what we do now is etched in stone. We continue to evaluate our current project book, I would say. So in case anything else materializes, we will certainly look at even raising debt.

As of now, we are not short of funds, so that's not something which is like high on the agenda right now. But as we evaluate projects, if something exciting comes up, we will certainly not shy away from going for debt.

Yogesh Patil: Sir, the conclusion of the question was like that a 12% post-tax ROCE kind of returns we generate on the gas transmission pipelines. If we are not taking a debt, then the cost of a debt generally is low and the cost of equity generally is higher. And most of the internal accruals is considering equity which will be deployed for the expansion of all pipeline.

So all in all, our returns will be limited. That was the thing. But yes, I mean, I got that from your side. My next question is on your presentation side. You have provided a transmission volume

detail since Q1 FY26. We are trying to match the same with the earlier volume. Like, for example, in Q2 FY26, earlier you had provided a 28 MMSCMD volume.

And now in the latest yesterday's presentation, you have mentioned the 40 MMSCMD as a total. How one should correlate or interpret these numbers for the same entity? Can you be a little bit elaborate?

Lokesh Agarwal: Yes, so see, the difference lies in the way we put across the numbers. So previously the numbers that was being shared were physical numbers. Basically the physical molecules which would travel. Now these are the contractual numbers which appropriately reflect in revenue as well.

I think the way we were sharing data previously used to create a lot of mismatch and a lot of questions around how we were reporting numbers. So we have tried to set this right. In this first presentation, in this first outreach that we have with our investors, and hopefully we would be able to correctly correlate our revenue with volumes going forward.

Yogesh Patil: If this is a contractual volume, then in case of high-pressure pipeline, we try to back-calculate the tariffs based upon the net of expenses revenue you have provided for the high-pressure pipeline, and the volume also you have provided. So it comes little bit, on a lower side. Instead of INR 18.10 per MMBtu, it comes around INR17.50 per MMBtu. So why this difference would be coming? Any, clarity on this side?

Lokesh Agarwal: See there would always be some variation basis, the gross calorific value. So it may be very, very difficult to correlate exactly in terms of the tariff versus the transportation volumes. There would be some mismatch, but I believe what we provide now would sustain on a longer term.

Yogesh Patil: Okay. Sir, my next question related to the…

Moderator: I'm sorry to interrupt, Mr. Yogesh. Can you please rejoin the queue for follow-up questions?

Yogesh Patil: Yes, yes, sure, sure, I'll come back.

Moderator: Thank you so much. The next question is from the line of Mr. Bineet Banka from Nomura. Please go ahead, sir.

Bineet Banka: Hi sir, thanks for the opportunity. So on the existing pipelines of I think 2,900 kilometers, what is the existing useful life of these pipelines? I think, also the next tariff revision, when is the date?

Lokesh Agarwal: So, the useful life of pipelines per se on record, it would vary from, I would say from section to section as to when these were actually installed. And typically, the first useful life that we ascribe is to the extent of 30 years, but not that the pipeline cannot be used beyond 30 years. So, so these would always be subject to recertification reviews and increase in life of pipeline. There was a second part to your question. Can you repeat?

Bineet Banka: When is the next tariff revision upcoming?

Lokesh Agarwal: So, the last revision was in '24. I think in April of '24 against a filing made in '23. So, we would go for next revision somewhere in '28 or so.

Bineet Banka: And so, by 2028, when there is a next revision, will the pipelines be completely used of their useful life of 30 years, or will there still be some life left? Because I'm asking because after 30 years, we'll have to get a special approval for extension, and then tariff will have to come down meaningfully. From current level?

Lokesh Agarwal: Yes, so, prior to filing of, say, any revision, we will certainly review the life, and if there is a need for any revision\, in the life of line pipes, we will certainly obtain necessary certifications. Typically, PNGRB allows an increase in life of up to 10 years in a single tranche. And to your another part to the same question, we don't believe it will lead to reduction in tariffs. It may or may not lead to a positive impact, but it will certainly not lead to a reduction in tariffs. That is what we believe.

Bineet Banka: 12% ROC based on the current net asset value, right? So, because of depreciation, your asset gets depreciated, the value comes down. So, 12% of ROC, that is how -- what you will use to get the tariff number. So, it has to come down if I'm not wrong.

Lokesh Agarwal: So, so there are 2 factors. Whilst I agree that it will be 12% on current net asset value, there is, also an element of the value of asset at the time of retirement. So that benefit gets stretched beyond 10 years. So, you get that benefit as well. And of course, you get benefit of opex too.

Bineet Banka: And so what is the current net cash in the book including the deposit?

Lokesh Agarwal: So that would be to the extent of approximately INR1,800-odd crores now.

Bineet Banka: And is this again some deposit from the customer, or this is the cash belongs to you?

Lokesh Agarwal: No, no, largely all of this belongs to us. The deposit from customer would be not a very significant amount.

Bineet Banka: Okay. And…

Moderator: I'm sorry, Bineet sir, can you rejoin the queue for follow-up questions? Thank you. Ladies and gentlemen, in order to ensure that the management is able to address questions from all the participants in this conference, please limit your questions to 2 per participant. Thank you. The next question is from the line of Sabri Hazarika from Emkay Global. Please go ahead.

Sabri Hazarika: This whole capex program of INR3,500 crores spread across, say, 2 years, so you said the tariff will come for review in 2028 so that's around 1.5 years from now. So, 1.5 to 2 years from now. So just wanted to know out of INR3,500 crores, what would be the gross block addition that you would like expect by that time, given that INR400 crores, INR500 crores of depreciation is also there?

And then, how you would like -- what is your assessment in terms of capacity, what it is currently and how it will go up? And based on all these numbers what kind of rough-cut tariff hike do you expect once it comes for due in 2028?

Lokesh Agarwal: So, to answer the first part, I think we should be able to complete at least, I would say, approximately INR 3,000-odd crores by March of '28, and some part of the balance may spill into maybe April, May, June '28 or so. So, that is the plan, and we believe that's a fairly achievable plan. What was the second part?

Sabri Hazarika: Capacity now and what would be the capacity by then?

Lokesh Agarwal: So, current capacity is around 36.5. And we expect that to go up by around 8 or 9 MMSCMD.

Sabri Hazarika: Okay, and, and based on these parameters, what is your rough-cut assessment for the tariff by that time?

Lokesh Agarwal: That is something we would leave to the regulator. We would not like to speculate on that part. We would rather execute and let the regulator decide.

Sabri Hazarika: Fair enough. So, and second question is just a small question on this GIGL, GITL. So, if I see the Y-o-Y growth, my revenue is up around 13%, 18%, despite volumes going up by almost like 20%, 100%. So, I think these are bid-out pipelines. So just wondering if there is some take-or-pay adjustments here also, or it' otherwise, the revenue should move exactly in tandem with the volumes. So just wanted some clarity on that.

Lokesh Agarwal: Yes, so there might be some mismatch primarily on account of ship or pay revenues versus the previous quarter.

Sabri Hazarika: Okay, fair enough. Thank you so much and all the best.

Lokesh Agarwal: Thank you.

Moderator: The next question is from the line of Shreyansh Mehta from SREE Capital. Please go ahead, sir.

Shreyansh Mehta: Yes, good evening, Mr. Karnik and Mr. Agarwal. Thanks for this call. This being our first investor call as a new entity, I'd like to ask a couple of questions on the basic business model as well. But before that, in line with the earlier question about the previous PNGRB order of 2024, I believe that we had challenged this order at appropriate levels. So, if you can give some understanding about what is the status of that challenge and when do we expect any outcome out of it.

And secondly, in that order, nearly at every place where our claim has been denied, it is mentioned that it will be trued up in the next tariff revision. How does this truing up mechanism work? If you can just walk us through that, and will it give us, if there is any Tariff revision decided later on, will it come with the previous effect? And has it also happened in our earlier tariff revision where our claims were denied? So, if you can just walk us through this, that's my first question.

Lokesh Agarwal: So, what we understand is the matter is still at the PNGRB appellate tribunal level. And they are yet to revert on any sort of order on our appeals. That is one. Two is anything which happens will certainly -- we will certainly get a credit for the prospective -- for the previous years, but

the effect would be on a prospective basis only. And I do not think with respect to any of our previous matters we have received any adjudication so far from PNGRB.

Shreyansh Mehta: So it's not as if our earlier claims were denied, but we do not have adjudication about that presently, even till this date?

Lokesh Agarwal: Yes.

Shreyansh Mehta: All right, fine. And when you said true-up, if you can just explain to the investors how exactly does it work?

Lokesh Agarwal: So typically that would mean, say if we were entitled to a tariff of, say a INR 1 and PNGRB had allowed us INR 0.50 paise. So the balance INR 0.50 paise we can recover on a prospective basis. Basis whatever revenues we have earned in the previous years from which this revised tariff was supposed to be applicable. But we cannot go back and apply tariff on the previous supplies, that credit would be available on our subsequent transportation, not the previous ones.

Shreyansh Mehta: That kind of complicates the whole thing that, you had some customers earlier with whom you had maybe 1 year, 3 year, 5 year contracts who have availed your services, and then the tariff gets revised and you will be charging the new set of customers thereafter I mean, how does it work?

Lokesh Agarwal: So, it's a combination of several factors, and with the unique unified tariff policy in place, I do not think it matters much. Eventually somebody has to pay. Somebody is paying for somebody else in the unified tariff regime. So it won't matter much.

Shreyansh Mehta: All right. My second question is about the subsidiaries, both the companies presently making losses. And if you can just -- because it is also fixed tariff regime which we have over there. So as compared to our regulated tariff in the parent company, how different is the business of subsidiary companies? Where exactly are we in terms of progressing and reaching some reasonable volume and revenue growth? What do we expect going forward? If you can give some understanding, please.

Lokesh Agarwal: Yes. So you are right in saying that these are like fixed tariff businesses. And I think the real issue that we have been facing here is around volumes. And if you really look at the past track record, we have been in a scenario where we have been, I would say, kind of reporting or achieving better volumes by the day. I understand the gap is too large to bridge perhaps, but then yes, we are -- I won't say we are there tomorrow.

It may take some time, but yes, we are on course. And we all know these are like large infrastructure projects and it takes time for industries to come up, large customers to come up along the way. So which I think which is a, a bit long-run process. We are on course. We need to maybe give some more time before we start reaping reward of our investment.

Shreyansh Mehta: So If I may ask in both these subsidiaries, out of the capacity which we have for transmission, what percentage of capacity is presently under contract with the customers?

Lokesh Agarwal: So we have few key customers along these lines. But I won't say these contracts would be good enough to kind of reach to a break-even point. So we need to keep developing more customers. In terms of specific contracts, I would need to maybe look into further details, greater details, and then come back.

Shreyansh Mehta: Sure, sir, we will appreciate. And lastly, about dividend policy…

Moderator: I am sorry sir. Would you please rejoin the queue for follow-up questions?

Shreyansh Mehta: Sure, I understand. Thank you.

Moderator: Thank you. The next question is from the line of Mr. Maulik Patel from Equirus Securities. Please go ahead, sir.

Maulik Patel: Hi, thanks for the opportunity. On this contracted volume, and I just want some more clarity. Typically, your transmission service agreement with customers, let's say you have an agreement for 5 MMSCMD of volume for a period of 1 year. And you have a certain SLA, right, which is that 80% is the take-or-pay revenue. Right.

Now let's assume that in this case of 5 MMSCMD of contracted volume, you will have 4 MMSCMD. Take or pay. However, if customer actually transmit only 3 MMSCMD, the in earlier case you would have reported only three as a volume which was a physical transmission volume. Now number which you are reporting is four, which is where you are you will get the revenue because of the take or pay is there, or you are reporting five, which is a contracted volume?

Lokesh Agarwal: So we would report 4 and not 5.

Maulik Patel: Okay. So this 4, 5 is 4, right, which is where you are generating the revenue?

Lokesh Agarwal: Yes.

Maulik Patel: Okay, got it. So that's first. Second is on a capex, are these all ROU, ROW, are with us for a large part of the pipeline and we are on track to complete our entire capex by March '28, or and do you see any delay in that? That's what the objective of the question.

Lokesh Agarwal: Yes. So I get your question. So on capex, I would say the major project which gets stretch to March '28 is Anjar-Palanpur. Rest all we target to complete well before that. And even on Anjar-Palanpur, I would say we have almost all approvals in place. We are in a good place in terms of that particular project.

Maulik Patel: Got it. And you will go for a refile, any revision of tariff only after completion of Anjar-Palampur because that's almost 60%, 70% of your INR 3,500 crores kind of a capex. Is that understanding correct?

Lokesh Agarwal: So you know that one of our appeals is still pending at PNGRB.

Maulik Patel: Yes.

Lokesh Agarwal: And typically we should go back with a revision request only after 5 years unless we have good reasons to go prior to that. Since we already have a request pending at PNGRB, it may not make sense to go before '28.

Maulik Patel: Okay. So you will go after completion of this Anjar-Palampur pipeline because then and then only the regulator will consider that pipeline as a part of your capex as per the new PNGRB guidelines.

Lokesh Agarwal: Yes. We can presume so.

Maulik Patel: Thank you and wish you happy Diwali.

Lokesh Agarwal: Thank you and wish you a happy Diwali as well.

Moderator: The next question is from the line of Mr. Madhur Rathi from Counter Cyclical Investments. Please go ahead.

Madhur Rathi: Sir, thank you for the opportunity. Sir, I just want one clarification. Sir, what is the capacity of our 2 subsidiaries?

Lokesh Agarwal: So, between the 2 of them, the capacity stands at approximately 44 MMSCMD to 45 MMSCMD.

Madhur Rathi: Got it. So that was from my end. Thank you so much and all the best.

Moderator: Thank you. The next question is from the line of Mr. Ajay Raj Singh from Mihir Shah & Company. Please go ahead.

Ajay Raj Singh: Good evening to the management. So I have a few questions. Hello? So, from what I understand, the commissioning of the INR 3,500 crores capex for the 700-kilometer pipeline, so this will be all back-ended. So the revenues from the same would start accruing from financial year '29 onwards.

And with, again, just an additional question to this do we see any issue of availability of gas for this? So it should not happen like what maybe the pipelines are ready and we do not have availability of gas for the same.

Devendra Agarwal: I do not think there is any issue about availability of gas because gas is available, I mean, although we as GTL did -- we do not deal with gas as a commodity. So we only transport gas. So we are not the owners of gas. But what we hear from the market is that there are a lot of liquefaction projects, which are supposed to come online in '29-'30, specifically from US as well as the new Qatari projects.

Although there's some of the Qatari projects may get delayed because of the current situation. There are projects elsewhere as well, which are in like, for example, Canada and Argentina. Which would be ready to start supplying by '28, '29, '30 timeframe. I do not think availability of gas would be an issue.

Ajay Raj Singh: Okay. My second question is on GIGL. So, in one of the questions, one participant had asked, so I got a part answer to it, but I would just like to ask you this, that in light of the HRL refinery starting, and also the final pipeline connectivity to HMEL also done. So, do we see an impact on the volumes?

And at some point, of time, what is your vision for GIGL? Because you think we will at any point of time -- right now I believe it's in a very low double-digit utilization -- if at some point do we see making a 12% ROE or maybe 12% to 15% ROE on GIGL at some point of time.

I would just like to have your vision on this thing because our subsidiaries have taken up a lot of our capital and we also have to support it from time to time. So, that was my concern on GIGL. It would be good if you could address it?

Lokesh Agarwal: Yes, so as you rightly said new projects have come into being. And these are being scaled up gradually, and as they scale up, the demand for gas will also go up. And that's where I think we will also get benefited.

Simultaneously, I would say along the entire network, a lot of CGDs are also coming up, and that is also going to propel volumes. So, so whilst I can understand we don't see a good worth at this point in time, these are certainly assets which are going to provide better returns over a period of time.

Ajay Raj Singh: And just a small question, the dividend policy would be same or what you have been following so far? I mean, based on last year?

Lokesh Agarwal: Yes, we, we expect to be at the same place in terms of dividend payout. Whilst it remains a prerogative of the board, and certainly we, we do evaluate our cash situations, the capital requirements, and all of that stuff. However, we believe we will be in a position to retain those levels.

Ajay Raj Singh: Would the management at some point of time consider a buyback? Because the kind of net worth that you are having, INR 7,150 crore, and the current market cap being half of it, and cash if you are generating INR500- INR 600 crore every year, and already the capex that you have, you have enough cash for the same.

So, would you be looking at a buyback? Because that would eventually augur well for the shareholders. From a wealth creation perspective, as your projects, they start progressive commissioning?

Lokesh Agarwal: So, a good idea. The only thing is we are we are more focused right now on executing what we have on hand so that we can give superior returns in the course of next 2 or 3 years. I can understand there may not be much to see on an immediate basis, but certainly over a medium-term period, we believe we would be in a position to offer superior returns. So not that we discount the idea totally, but again, not something which is there at the top of our agenda.

Ajay Raj Singh: And I would just request the management to maybe consider a buyback at some point of time.

Moderator: The next question is from the line of Mr. Kunal Tokas from Fair Value Capital. Please go ahead.

Kunal Tokas: Okay thank you and good evening. My first question is on GIGL, your subsidiary. How much capex is yet to be done for that entity to connect to gas sources or customers? And if you can please talk specifics there in terms of how many customers you have which are connected and how many customers are going to be connected and what that capex will be on spur lines. And when do you get to -- when do you source your gas from? Is it the KM field or do you source it from GTL network in Gujarat?

Lokesh Agarwal: Yes, so on the first part, I think in terms of pending capex, I would say GIGL is almost done with all that was to be done. They have a small, I would say, outstanding capex of around INR 100 – INR 110 odd crores which is under execution. We do not see any major capex requirements beyond this in a near-term basis, on a near-term basis. In terms of specific customers, I will need to certainly get into details and share the same at a later stage.

Kunal Tokas: Okay, but can you at least tell me if INR 110 crores capex is satisfactory? Are you connected to all major customers that you have on that route?

Lokesh Agarwal: Yes, yes. So this capex which is currently on would be revenue accretive day one.

Kunal Tokas: Okay, okay. So just to confirm, after INR110 crores capex, there will be no insufficiency from an infrastructure point of view. The only thing that will remain is when the customers start ramping up volumes using gas from your network, is that correct.

Lokesh Agarwal: Absolutely.

Kunal Tokas: Okay. And the second question is on GITL and your other subsidiary. It originally had a much larger pipeline plan, but because of problems with sourcing gas from the KG Basin, you had to shorten it materially. So, is that subsidiary incurring penalties from the PNGRB in terms of performance bonds because of not meeting its capex requirement? And what is the status of that subsidiary right now?

Lokesh Agarwal: So, so GITL is profitable on a standalone basis. You are correct in saying that we have not made any major investments given the fact that there are sourcing issues given the KG Basin disaster. And in a way, we have tried to protect capital there. We continue to evaluate the situation, not that we are not willing to invest, but yes, we do not wish to get into a scenario where we invest and we do not find customers on way. So we continue to remain engaged with PNGRB as well on the matter, and they are also, I would say, better updated than any one of us in terms of the current state of sourcing as well as customer base.

Kunal Tokas: Okay yes, but are you incurring any penalties from PNGRB for not making your investment? None,

Lokesh Agarwal: None thus far.

Kunal Tokas: Okay, okay. Thank you very much. Have a good day.

Moderator: Thank you. The next question is from the line of Mr. Krunal Shah from Enam Holdings. Please go ahead.

Krunal Shah: Hi, thank you for the opportunity. So, my first question is on this capex that we are undertaking of INR 3,500 crores. So Anjar, Palanpur, Jamnagar, Dwarka -- what are the demand pockets we are seeing to fill the capacities that we are adding in these regions?

Devendra Agarwal: So Dwarka, Jamnagar, basically we are connecting Jamnagar, where there will be a source. I mean, um, there are there is a gas field offshore Dwarka, operated by Sun Petro, and there are other entities also which are together negotiating common infrastructure. They expect to produce gas from this field which will be transported through the proposed Jamnagar-Dwarka pipeline.

So that is one. The other one is Anjar-Palanpur. We intend to use Mundra terminal to transport additional gas in GIGL and GTL. So Anjar-Palanpur would basically be benefiting from additional volumes coming from Mundra LNG terminal.

Krunal Shah: Okay, got it, got it. Can you just highlight the volumes for this Sun Petro field, what is the volume expected there?

Devendra Agarwal: Minimum 2.5 million and it could depending on further success, it can go up.

Krunal Shah: Okay, got it, great. And my second question is on the **Moderator:** To interrupt, sir. Can you please rejoin the queue?

Krunal Shah: Yes, okay.

Moderator: The next question is from the line of Mr. Priyam from MK Capital. Please go ahead.

Priyam: Yes, hi. So I wanted to understand, are there any penalties levied for missing volume projections in GIGL?

Lokesh Agarwal: No, as of now we haven't faced any penalties.

Priyam: If there's if you're not able to fulfill certain volume, there's no penalties for that because the volume gap is still large right now?

Lokesh Agarwal: So, we have been fulfilling all the customer requirements whichever is on way. So, so there is no customer is not being served.

Priyam: Okay, got it. And when do you expect to reach profitability in GIGL?

Lokesh Agarwal: So, we have been making incremental progress. I think as situation improves, as new industries come along the way, it maybe I would say maybe a period of another couple of years or so before we actually reach a breakeven point for GIGL.

Moderator: The next question is from the line of Mr. Devraj from Forensic Investing. Please go ahead, sir.

Devraj: Namaste, sir. I want to know about the regulated equity, right? Whatever capex we have done, so is it covered by the regulated equity? And sir, the second question, new competition, which PNGRB can permit new pipeline?

Lokesh Agarwal: So, I think so whilst I am not absolutely clear on the question, I would say PNGRB is right now clearing network on an open or shared basis only. So, we do not see any major issue there. So, so I, I really couldn't understand your concerns around that.

Devraj: Sir, whatever we have capex, right, which we will go to the PNGRB, right? So, it is covered under regulated equity, right? Because there are some issues, right? Farmers don't give the land and rent increases or per acre that increases. So everything -- is this risk covered in the regulated equity?

Lokesh Agarwal: So, couple of things. One is all the projects that we are executing are pre-approved through PNGRB, so we do not need to go for any subsequent approvals one, two, as I said, for almost all of the projects we are right now on ground. We have most of the approvals in place. Very difficult when you implement projects at such a huge scale.

You just cannot simply stand up and say, oh, everything is hunky-dory. So, we will continue to face, and we will see to it that we take due steps to mitigate these challenges. And, and whatever costs we incur, gets capitalized and is a pass-through cost.

Moderator: Okay, the line for the current participant has dropped, so we'll take the next question from Mr. Dhruvesh Pujara from Orman Group. Please go ahead.

Dhruvesh Pujara: Hi, sir. Thanks for the opportunity. So, I have 2 questions. First, on the dividend policy, you said it is similar to what it has been, so I just wanted to double-check that. So as per Gujarat government PSU guidelines, it is 30% of PAT or 5% of net worth, whichever is higher. So that number translates to INR 350 crore. So, are we saying we'll be paying INR 350 crore dividend this year? That's the first question.

Lokesh Agarwal: So, I think I clarified when I responded to that query that it's a prerogative of the Board, and Board always considers several, also always takes into account several considerations like the planned capex and any other future requirements. So, we would say the current announcements or disbursement were basis Board approvals, and all that I said was we expect to maintain, disbursement at these levels irrespective of our current capex projections.

Dhruvesh Pujara: Okay, got it. And second question…

Moderator: Sir, I request you to rejoin the queue. Thank you so much. Participants, please limit your questions to one. The next question is from the line of Mr. Manish Beria from Sasvat Vridhi LLP. Please go ahead.

Manish Beria: Yes, hi. So yes, so the asset is newly listed, so some of my questions might be quite basic, so please excuse my ignorance. So, if I look at the net effect, I mean the regulated effect on which we get the 12% return, so this is something like INR 3,200 crores, I mean. And so, I wanted to check that with the tariff that we have, with the volumes that we are doing, and with the life that

is there, So, if you discount it by the cost of equity, 11%, the INR 3,200 crores still stand. I mean, so I just want to confirm that.

Lokesh Agarwal: Yes, that's true.

Manish Beria: The question I'm asking this is because you are doing the volume, something that you've shown in the presentation, something like more than 40 mmscmd. And in the regulatory tariff that has come out in 2024 by the regulator, so they say something like 31.57 or something like volume. So, you are doing quite high volume and you see you are going to generate this year the net profit excluding other income of INR 400 crores. So that's equal to 12%.

So, you're doing more volume but still getting 12% return. But the regulator was telling us much lower volumes, the tariff was designed on much lower volume. So, is there a risk? So that's why I wanted to check, I mean, why this is that there is a discrepancy here.

Lokesh Agarwal: Yes, so see, there are three different networks that we are operating on. One is a high-pressure network. Another is a low-pressure network and a HAPi network. So, the high-pressure network is currently at around 36. That is what we reported for Q2, and that is pitched against the 31.4 or 31.5-odd figure which, PNGRB took during the last revision. So, not that we are substantially out, one.

Two is anything beyond, over and above the threshold that we actually execute, we get a benefit for the 50% additional volume that we bring in, and that benefit gets compensated. We actually get credit for that benefit if we utilize it towards capital purposes. So, I would say it's kind of a win-win situation. If we are actually executing beyond 75%.

Manish Beria: Okay, understood. Thanks quite a lot. Thanks a lot. Just to add, maybe like you said about this dividend, I mean, I still not understood. So, the other participant also asked, I mean, INR 7,000 crores net worth, so 5%, I mean, so it can be quite high, right? INR 350 crores. So, you mean to say you will pay INR 5 dividend that you last year, or it can also go up? I mean, if the things improve to 5% of the net worth.

Lokesh Agarwal: See, it is difficult to declare a dividend for next year right now by me. We will have to leave it to the Board. But, then yes, certainly, what we believe is that we would try to make sure that the shareholders are rewarded at least at the same rate. That is the intent. If we cannot improve upon, we would try and make sure that we maintain it at the current rates. But no hard feelings, we cannot guarantee the numbers.

Manish Beria: Understood. Thanks a lot.

Moderator: Thank you. The next question is from the line of Mr. Samir Shah from Vadodara Partners. Please go ahead.

Samir Shah: Yes, hello, am I audible?

Moderator: Yes, sir.

Samir Shah: Yes. So, do I understand that as your other income gets translated into capital work in progress, as your investments get translated into capital work in progress, we should be seeing over the next two-three years a drop in PAT, you know?

Lokesh Agarwal: Yes. So, as we use our funds, the cash balances that we have towards capital expenditure nature. So, definitely the interest income from deposits which are placed with the banks would come down and maybe reach a zero level. So, to that extent, the PAT might get impacted.

Samir Shah: Okay, thank you.

Moderator: Thank you. The next question is from the line of Sriram, an Individual Investor, please go ahead.

Sriram: Yes, hi, can you hear me?

Moderator: Yes, sir.

Sriram: Yes, thank you for the opportunity. I have just one question on your capital allocation philosophy because this is something that you will be encountering multiple times over. Today you have INR 2,500 crores of cash, and ideally, like, management is there to increase shareholder value.

Now this INR 2,500 crores of cash, you can put it in investments or you can do a buyback because it is at 50% of this thing, and surely and definitely the buyback is more value accretive to shareholders. But instead, you will go and make an investment into these pipelines which have an IRR cap of 12%.

Now, in case there is a failed pipeline or something like the KG Basin happens, we don't get any cover on that. And as long as this cash is sitting in the company waiting to be invested, we lose on some IRR. So, the total IRR of the company or the capital invested by the company will always by design be below 12%.

In such a scenario, how is investing in new pipelines creating shareholder value? If the intent of the company is that I would place the value, I would place the interest of the government ahead of shareholder value, so be it. But please state it is what I'm asking. Is shareholder value more important to the company, or is the government interest and national interest more important to you? I just wanted clarity on that. That is my first question.

Lokesh Agarwal: So, see I think if you really go through, what we have done so far, we have really balanced our act. Whilst we have taken care of the national infrastructure requirements, we have also tried to reward our shareholders well. I understand your concern in terms of the fact that if we go for a buyback, that may actually, bring in better returns for shareholders.

But if you really look at it, the current cash balances are around INR 1,800 crores, and it is just a matter of time. Perhaps maybe, in the third call from now, these balances may not be there, and we would be actually, looking for funds. We, have a robust expansion plan, of course, and these plans are not, I would say, figments of imagination. These are rooted in well-discussed, well-discovered plans where we see a source available and supply points available.

So, these are all being done keeping in mind the fact that we need to generate return for shareholders. I am sure, a few of our shareholders appreciated the fact that we did not go on, we did not go into investing in GITL mindlessly the moment we got to know that the source was not there. So, we continue with that philosophy. We will make sure that every penny that we invest it, it gives its worth to shareholders and to the nation as well.

Sriram: Correct, sir.

Lokesh Agarwal: But, it's not that INR3,500 crores is all that we are going to invest. So, we have a long way to go. We have high aspirations. And so, we need to keep investing.

Sriram: Sir, my question is that whatever you invest, it cannot beat the 12%.

Moderator: I'm sorry to interrupt, Mr. Sriram. You'll have to rejoin the queue for follow-up questions.

Sriram: That's only my first question.

Moderator: Okay, please go on.

Sriram: No, I'm just saying, I'll just follow on with it. Whatever is invested by the company, there is a regulatory cap of 12%. Now you put idle cash, now you put failed projects, the IRR is much below 10%. If that is the case, why is buyback not at the management this thing. If the concern is though our national interest is more important than shareholder interest, so be it. Please state that is what I'm saying.

Lokesh Agarwal: No, no. So, see, for all of us, I am sure the national interest would be paramount, but I think the entire question is more around—I won't say the returns that GTL is generating. It's perhaps more around investments which we made in GIGL, and that's where I think the, the higher base counts. But, fine, we all take business decisions, and it may go right and it may go wrong. But all that we are saying is that we are taking very nuanced decisions, very well thought-through decisions, and we are trying to create a long-term shareholder value.

Sriram: Thank you, sir.

Moderator: Thank you. The next question is from the line of Mr. Rishabh Jain, an Individual Investor. Please go ahead.

Rishabh Jain: Hi sir, good evening. On the financial side, I would like to know what would be the maintenance capex that you will incur each year, and for the Q2, why the other expense increased?

Lokesh Agarwal: So, your question had two parts, right? One was maintenance capex and another.

Rishabh Jain: On the other expense, in the Q2 it has increased. So, what's the reason behind that?

Lokesh Agarwal: Okay, so, so see, the maintenance capex we expect to maintain between, I would say INR 60 crores to INR 100 odd crores on a year-to-year basis over a period of next couple of years. It can be at either end of the spectrum. Second question. Okay, so in terms of other expenses, so the key factor was that we sent a lot of gas up north, which required us to operate compressor for

longer hours compared to previous quarter. And that's where we had an increase in other expense costs. So, and these are like pass-through costs, so we will have this all back when we go for next revisions.

Rishabh Jain: Okay, sir. Thank you, sir.

Moderator: Thank you. The next question is from the line of Nishat Shah from Pathak Exports. Please go ahead, Mr. Nishat. The line for the participant has dropped.

Due to time constraints, that was the last question. I now hand the conference over to the management for closing comments. Please go ahead.

Lokesh Agarwal: Yes, so I thank everyone for joining us today and for the active participation and interest that all of you have shown. We are pleased to begin this structured engagement with the entire community. And remain committed to maintaining a transparent and consistent communication channel. We also hope today's discussion provided some useful insights into our business and our priorities.

In case there are any further questions, please feel free to reach, reach out to our investor relations partner, Ernst & Young. We thank you once again for your interest in the company. And look forward to a continued and meaningful engagement with all the stakeholders. Wish everyone happy festivities. Thank you.

Moderator: Thank you, sir. On behalf of EY, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.