



“Adani Total Gas Limited Q4 FY23 Earnings Conference Call”

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LIMITED**

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MODERATOR: MR. KISHAN MUNDHRA – ANTIQUE STOCK BROKING

Moderator: Ladies and gentlemen, Good day and welcome to Adani Total Gas Limited Q4 FY23 Earnings Conference Call hosted by Antique Stock Broking.

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 the conference call, please signal an operator by pressing '*' and then '0' on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Kishan Mundhra from Antique Stock Broking. Thank you and over to you, Mr. Mundhra.

Kishan Mundhra: Thank you Tanvi. Good evening everyone and apologies for the delay and thanks for joining. So, I welcome you all on behalf of Antique Broking to Adani Total Gas 4Q and Full Year Results Conference Call. The Company today is being represented by Mr. Suresh P Manglani who is the Executive Director and the CEO, Mr. Parag Parikh who is the CFO and Mr. Priyansh Shah who is the IR of the Company.

With that now I would like to hand over the call to the management for the initial remarks post which we will move on to the question-and-answer session. Over to you, Sir.

Suresh P Manglani: Thank you Kishan and good evening everyone. Let me extend a hearty welcome to all our Investors, Analyst Fund for taking out their time and participating in today's call for Q4 FY23 result of Adani Total Gas and for a Full Year FY23.

As you all know at ATGL we adhere to the highest safety standards and safety is a precondition to work and we continue to inculcate a strong safety culture at ATGL which helps us to build safe and reliable CGD and EV and bio infrastructure across India.

First, let me give you highlights on the CGD infrastructure front:

As a part of our stated strategy to fast track and accelerate steel pipeline in CNG network so that natural gas ecosystem is developed well in the new geographical area which we have won in 9th, 10th and 11th round. This acceleration program of steel pipeline will certainly help us to create infrastructure for a last mile connectivity in much faster way and similarly it will help us to create CNG infrastructure and the connections to the home and industrial commercial consumers.

ATGL has achieved over 10,880-inch kilometer nearly 11,000-inch kilometer of steel pipeline and also roughly 1,000 additional kilometer of a PE pipeline we laid in this year. For a steel pipeline network, we are ahead of many of our program, commitment in most of our geographical area awarded in 9th and 10th round.

On the CNG front side, we have added highest ever 126 new CNG station last year we added 117 last and this year we have added 126 station in the 12 month period and the total tally has

now gone to 460. If I add 277 stations set up by our JV Company IOAGPL. Our footprint extends to now 737 CNG station in the country. I am also very pleased to inform you all that out of this 460 station there is the inclusion of one CBG station which we have set up in Varanasi, which is not our geographical area. Also, out of this 460 stations which we have set up 87 stations roughly 20% is on the CODO Company owned dealer operated or a DODO dealer owned dealer operated format.

On the PNG front, I am very pleased to inform you all that we have continued the run rate of our 10,000 new homes per month. So, in a whole year we have connected 1.24 lakh new homes on pipe gas. The total tally has now gone to 7.04 lakh consumers. We have also added 867 new industrial and commercial consumers and the total tally of I&C consumers have now crossed 7000 consumers. During FY23, we have seen high gas prices. We have been conscious on balancing the price rise to our consumers and have taken a calibrated approach in passing the additional cost burden.

Government of India took initiative to announce the new pricing formula for domestic gas prices which relates to the APM gas prices for our home and CNG gas supplies. The new formula has prescribed the floor of \$4 and ceiling of \$6.5 with a moratorium of 2 years or no price increase either in the floor or in the cap and after 2 years there will be an increase of 0.25 in the floor as well as on the cap side. This has certainly brought stability in the pricing regime and also brought the pricing moderation from \$ 8.57 as prices come down to \$6.5 which was the ceiling and ATGL being the one of the largest CGD Company in India took the initiative to pass through the benefit to the end consumers to build the demand momentum in the country both for PNG and CNG side. We are confident that with this very supportive initiative from Government of India and simultaneously softening of RLNG prices there will be a momentum and boost in the demand across India for both PNG and CNG segment.

Now let me share with you the numbers achieved during this year and quarter:

Our overall volume of CNG and PNG grew by 8% as compared to 12 months period of last year. CNG volume for the full year was at 459 MMSCM which grew by 28% and PNG volume was at 294 MMSCM which degrew which means there was a degrowth by 13% as compared to the last year owing to the price rise in the PNG prices. **

On the financial front revenue for full year stood at INR 4,683 crores up by 46% as compared to FY22. Our EBITDA this time cross INR 900 crores so it is 11% higher at INR 907 crore as compared to 815 crore in FY22. Profit before tax and profit after tax both were at 716 crore PBT and 530 crores PAT both grew by 5% each. On a quarterly numbers revenue for the Q4 FY23 stood at INR 1,197 crore nearly 1,200 crore up by 12% as compared to Q4 FY22. EBITDA for the quarter Jan to March 23 grew by 45% at INR 205 crore as compared to INR 141 crore in Q4 FY22. Profit before tax and profit after tax grew by 37% and 38% at 142 crore was the profit before tax for Q4 and 104 crore was a profit after tax for a Q4. ATGL has a healthy balance sheet with the debt-to-equity ratio at 0.47 and net debt-to-EBITDA at 1.11.

Now, in line with our strategy of diversifying into adjacent businesses which we have been giving you all details about what we are doing on the adjacent businesses. ATGL has formed two SPV one on EV side and other on biomass side. Both SPV have commensurate businesses. This would enable us to offer multi fuel choices to our consumers. we formed SPV sometime in August end or so E mobility part and we have formulated, developed the systems processes, resources and we have also done now 104 EV charging points at 26 strategic locations in various parts of the country which includes airports, our own CNG station places like GIFT City in Gandhinagar, we are also focusing B2B partnership, B2C model we are calibrating both the sides and we hope that this 104 EV charging points will grow to 3000 plus charging point in next 12 to 18 months' time.

On the biomass side last time we stated now the work on our largest biomass project in Uttar Pradesh which we have started is in full swing the digesters have started construction and we hope that phase 1. It is the 3 phases project; the phase 1 project of this biomass plant will be commissioned in this financial year 23-24.

At ATGL, we continue to focus to our consumers and to have delightful experience. In this year, we had launched several digital initiative including Smart IVR full-fledged. My Adani Gas App has become a full-service app. It is in vernacular languages people can use, choose their Gujarati or Hindi option in addition to English, an entire bouquet of service you can register in new service connection, you can do the name transfer, you can seek a refund, lodge your complain, give your meter reading as well as from the registration to the live gas connection there is a complete journey being mapped digitally and customer is being provided the milestone messages like in the same model as a passport model which we get stage by stage messages that also now we have mapped. So, this is now a full blown My AdaniGas App which is offering a very delightful experience to our consumer.

We have been focusing on ESG and that focus is continuing through our several initiatives including our flagship Greenmosphere initiative. We have won ESG initiative of the year award in this FY23-24 from ET Energyworld Annual Gas Conclave for our activities under Greenmosphere initiative working to create a low carbon society. At ATGL we have got a 5 independent Directors in the board, 3 Women Director on the boards, 12 committees of the boards which are looking after or overseeing several aspects of the businesses. We have very strong governance framework with board backed assurances and policies which enables us to have sustainable growth with collaborated development at the community.

Lastly, I would like to acknowledge and be thankful the role played by our stakeholders you saw the Government of India coming out with the supportive policy, consumers, our dealers, suppliers, our partners, the investment partners, the investors fund houses, business partner and stakeholders which all have been associated with Adani Total Gas and lastly our employees. I thank them all for a fantastic performance. Thank you all. This is open for question and answer.

- Moderator:** Thank you very much. We will now begin the question and answer session. The first question is from the line of Puneet Gulati from HSBC. Please go ahead.
- Puneet Gulati:** My first question is with respect to PNG demand, will it be possible to break up the PNG demand between domestic and industrial customers to give a sense of what happened on the domestic front and how much was the fall in the industrial front?
- Suresh P Manglani:** So, you want the data point for 2023?
- Puneet Gulati:** Correct.
- Parag Parikh:** So, I will answer the question as far as the composition is concerned. Firstly, if you look at the FY23 annual composition the composition constitutes of about 60% plus on CNG while the balance 39% to 40% is on the PNG. Now within that composition of 39% to 40% if you look at it on an overall basis 28% is on the industrial, 8% is on the domestic and about 3% is on the commercial. So, this is the composition as far as an overall volume composition is concerned. If you look at within that within the overall volume of 753 industrial volume comprises of about 213. So, that is the industrial MMSCM in the 753 component that you see whilst the balance domestic and commercial put together is close to another 80. So, totally 294 as far as the industrial or PNG volume is concerned while 459 is the CNG.
- Puneet Gulati:** And how much has it fallen if you can give the same number for FY22 also?
- Parag Parikh:** As mentioned in the opening comments we have seen a growth as far as the CNG volume is concerned. The CNG volume grew at about 28% and vis-a-vis this as far as the PNG number is concerned PNG saw a drop of close to about 13% which on our overall basis off setted because on an annualized basis our average volume of 1.91 grew to 2.06 which is 8% on a overall portfolio basis while specifically on PNG as I mentioned it went down by close to 13%.
- Puneet Gulati:** So, that is why I am trying to understand the breakup of this 13% how much was the hit on industrial side and how much was on the domestic and commercial side?
- Suresh P Manglani:** So, if you look at it purely from an industrial perspective and which is where really the impact was, e commercial and domestic volumes have only grown in the industrial one on an annualized basis the volumes actually came down by about 19% to 20%.
- Puneet Gulati:** And how is it trending now in an environmental reduced APM price?
- Suresh P Manglani:** There are two things now one is as I stated in my opening remarks one is the domestic gas prices for APM has moderated which we have passed through. We are certainly seeing even when we speak to OEMs, they are getting a good order book there is a lot of waiting on CNG side. The number of CNG vehicles factory fitted as well as retrofitted both are increasing. So, we hope to see momentum building on CNG side. Domestic of course now we have also CGD entity including our self we have passed through. We hope that also will bring besides price there are

many other benefits of PNG which every housewife and every house is recognizing. So, demand side we have seen we have connected 1.24 lakh as compared to last year we connected 86,000. So, there is a good build-up of our demand which is happening on the domestic side. So, we see this price moderation which Government of India supported will further boost the demand on these two segments. On the industrial and commercial side, we are also seeing actually fortunately there is a softening of RLNG prices plus there was a domestic gas bidding which from RILBP side. We were the largest bidder if you see from a CGD segment point of view we got 0.4 million roughly in the 6 million bidding which was put. So, I think all this is going to help us to pass through the price benefit to the end consumers in industrial commercial and we hope to see demand growing from even in I & C segment.

Puneet Gulati: And if you can also give some color on your EV charging business what percentage is two-wheeler, four-wheeler, how much is slow, fast and where all are you installing this?

Suresh P Manglani: We have just begun if you see we are still at only 26 locations, 104 charging point as I stated. Most of our charging stations other than airports will have four-wheeler charging points and other places we are setting up in B2C model we are also putting slow and fast charging combinations. Some places in fact we are putting bus charging systems also. So, I think as we grow further this as I stated this will be a calibrated approach, we also are focusing on partnerships on B2B on various cab operators, various bus operators. So, I think we will see more on EV to come in 23-24.

Puneet Gulati: So, there is nothing on the two-wheeler side everything is four wheeler?

Suresh P Manglani: No, two-wheeler as I said two-wheeler also is a new segment which will get added in our consumer basket, two-wheeler will be the focus wherever we are setting up the EV charging station we are definitely providing in the B2C model as well as some places in B2B where we are actually have a space and demand on the two-wheeler side as well.

Suresh P Manglani: And these incubated steps like we will continue to build over this and aim is to setup another 2,500 to 3,000 charging points in both the B2B, B2C models over the next 18 to 24 months.

Puneet Gulati: And would you also likely be using your distribution outlets or these are for the different outlets?

Suresh P Manglani: Primarily it is a merit-based business development it is a separate Company as we said as EV there is a separate business team which is working. They will see the business demands whichever places it comes and if that be our stations they will get a full preference to set up EV charging station, but primary focus for them is to locate the strategic locations and across the country, highways, heritage sites and various B2B partnerships. Of course, our strength will be definitely useful for this SPV to strengthen EV charging set up much faster than other newcomers actually.

Puneet Gulati: And on your finances post price segment you have pass on the gas price, how are the margins likely to be going into this year versus the Q4 numbers?

- Suresh P Manglani:** Sorry can you repeat the question please.
- Puneet Gulati:** Going into Q1 one month of over May there has been a price cut to APM gas which you passed on to consumers, how are the margins likely to trend into this quarter in this year versus the fourth quarter?
- Suresh P Manglani:** If you heard you know while there is a Government of India initiative and that is certainly you know helped in bringing down the input cost on the APM price as a distribution entity what we have done is we have passed on this benefits to the end consumer. So, if you see it from purely that perspective all these benefits are passed on to the consumer, what we do expect out of this in the coming months this will result in terms of increase in terms of volume both from the existing consumers as well as potential conversions of newer customers adding at this reduced price.
- Moderator:** Thank you. The next question is from the line of Yogesh Patil from Dolat Capital. Please go ahead.
- Yogesh Patil:** For Quarter 4 FY23 what was the proportion of APM gas for your priority segment?
- Suresh P Manglani:** Purely from a demand to supply perspective we have continued to get APM. Today APM comprises on a yearly basis APM comprises almost 88% to 90% of the supply and this lag is largely to do with the fact that you know as CNG volumes have grown the APM supply for that you know comes as a consequent effect. So, to that extent there is a lag, but as far as our supply is concerned we have got 88% over the year.
- Suresh P Manglani:** So, around 12% we are managing through the shortfall which you are managing through our own portfolio.
- Yogesh Patil:** So, sir in last 6 months as per your observation regarding this shortfall of APM is it in the range of 10% to 12% or it is varying from 10% to 15% or 10% to 20% and it is coming down or it is increasing just last 6 months your observation regarding that?
- Suresh P Manglani:** One Yogesh it will be largely now since the allocation is in GA basis so that certainly vary if the GA particular GA is growing much faster it is supposing a new geographical area. It is growing much faster rate there could be a shortfall of 15% to 20%, but on an average basis as Parag gave you on a portfolio basis is around 12% is what we had the shortfall largely because even 8% to 10% you saw the CNG has grown by 28%. So, home also have grown. So, if you take out INC we have grown at a very good rate. So, that will cause some shortfall because there is a time lag in allocation, but yes some GAs could have 15% some GAs could have 20% it is all the function of the growth which that geographical area achieves the three months period which actually takes the time lag.
- Yogesh Patil:** So, the next question over the period of long term like three to four years what is your in house estimates about the proportion of APM gas for the priority segment, so how much do you expect

will be the allocation, will it remain in the 88% range or will it come down to the 85%, 80% so what is your in house estimates for that?

Suresh P Manglani: Today we have a stated policy of a under no cut and first priority to CCD industry for home and CNG. So, whatever APM gas is coming we are hardly consuming roughly around 40% or 42% of that part remaining is going to other segment. We hope since the government has a very strong vision of a growth for CGD business. As we grow, on a APM side they will continue to maintain similar kind of a level of supplies of APM to CGD businesses because there is a scope to continue to increase the APM supplies to CGD Industries while there is now domestic gas is coming which could also become bundled for other segments, but we need to see how the future growth of CGD business is coming up and how government is going to be allocating the gas. So, far we are seeing a very good support coming up and we hope that this levels will be maintained.

Yogesh Patil: I have two last questions from my side I will quickly wrap it up. So, latest PNGRB decision regarding the Faridabad GA, so can you please share the current sales volume at Faridabad and the latest decision of PNGRB how it will impact on your expansion plans at Faridabad?

Suresh P Manglani: First is the decision has just come. There we have received now the order where our three areas of Faridabad geographical area largely domestic dominated areas have been now in that order states that it has been given to the IGL also to develop while maintaining the status quo for our existing infrastructure. We and our legal teams are studying the various implication of this order and what options are available to the Company. In fact, we have notified these stock markets also accordingly. So, I think let us wait for the next investor call to get complete clarity on this order implication as well as the option which we exercise.

Yogesh Patil: So, what is the current sales volume at Faridabad any ballpark number if you have?

Suresh P Manglani: 0.52 MMSCMD

Yogesh Patil: And what is the potential of this GA in the long-term period over a period of next five years?

Suresh P Manglani: See, this is the NCR geographical area. As the regulations are coming up on use of natural gas demand is only going to grow and grow further. So, volume growth will be better.

Yogesh Patil: And the last question from my side the PNG industrial looking into the future propane prices it implies that the landed prices of propane would be more competitive with the PNG industrial, so what would be your strategy to tackle this kind of a competition or a risk for the PNG industrial volume?

Suresh P Manglani: See any industrial consumer you speak or we speak they want continuous reliable supply particularly coming through pipeline like ours. If you said propane is going to be competitive which we are also aware anybody who is going to be comparing these two they will always prefer even slightly premium the pipe natural gas which gives a continuous sustained supply uninterrupted whereas in case of propane you need to get a tanker, you need to do lot of order

deliveries so many things are happening. So, our view is the storage part that customers are preferring and wherever in fact we are in slight premium they are still working with us and we are trying to be as competitive as possible. So, I think we believe we are trying to ring fence around propane and other fuels. Customers not only are getting the benefit of sustained supply also we see some quality improvements on the customer side. We are hoping and we are confident that consumers shall continue to use and avail pipe natural gas.

Moderator: Thank you. The next question is from the line of Mayank Maheshwari from Morgan Stanley. Please go ahead.

Mayank Maheshwari: Just one question from my end and a bit more strategic very frankly in terms of your long term you are not yet you are launching other businesses within on energy transmission and energy distribution, so if you kind of think about it over the next five years or so like is there focus at the Total Adani level and the management level to say these many extra dues have to kind of get now being distributed which is either low carbon fuels or the x percentage should be gas. So, is there a mix that you are trying to target when you are kind of putting up these expansion policies on the non-gas side of the business in distribution?

Suresh P Manglani: As we have been stating earlier also and you can see and you are actually coming from Morgan Stanley you also know how India is growing India is a very vast country, there is a huge deficit of still the renewable energy as well as the natural gas which is still being imported. The CGD infrastructure is yet to grow in a large number of districts in the country. So, we believe that our CGD vision shall continue to remain agile as we have conceived as well as with the way we are implementing in all 33 geographical area including our 19 GA for JV companies. So, 52 geographical area will see good business growth infrastructure growth on the CGD side because we see the demand traction on those sides. Every home requires piped gas this is large number of CNG vehicle traction we are seeing now with the moderation of prices and both industrial and commercial side of course EV is not coming. So, from that perspective I think we are seeing good business case for the CGD side. On the EV side we see a lot of promotional schemes coming from government as well as in the new renewable energy coming in the market so part of the strategy to seize the adjustment businesses we have started working on EV side. We see a separate set of a segment of our consumers who have a choice of EV. One choice to us was that we lose that market otherwise we seize that market. So, we chose the later part. So, is the case of a CBG, government has a huge vision you saw this time budget also the PRANAM Scheme everything which has come very favorable we are seeing state after state quite favorable on the biomass side and it is good for the country to have ways to waste to wealth program. So, I think these three segments while they are adjacent they are complementary all three put together would create energy security for India. So, I think we still believe each business segment has its own market and we would be able to seize those opportunities in each of the segment whether CGD, EV and biomass.

- Mayank Maheshwari:** I think just a related question on this was more about the CAPEX allocation and obviously city gas will be the biggest part of it, but if I was to kind of break it up on the non-city gas side how much capital allocation is going towards electric versus CBG?
- Parag Parikh:** So, Mayank again we have taken baby steps as far as the EV business and the bio CBG is concerned. We had both these entities incorporated as wholly owned subsidiaries just about in the second quarter of this year. Like I was mentioning a little while earlier, the immediate plan over the next 18 to 24 months is to set up about 2 and a half to 3,000 charging points as far as the EV side is concerned. Having said that EV as a per charging station is extremely a low CAPEX. So, the overall number will remain very low as far as EV investments are concerned compared to the overall CGD business. This would be less than less than double digits to begin with. Similarly, as far as bio CBG is concerned we ventured into the first and the largest bio gas plants to be set up in the state of UP. Having said that, we are intending to do this in a phased manner so we are looking at incrementally increasing the size over the next 2 to 3 years whilst the first one that we have is the smaller size. So, the investments again out here will be in single digits to begin with and as I said 12 to 24 months will also allow us to really see the surge and the experiences around the two businesses which could possibly move towards to some extent a larger investment than the single digit as mentioned on the EV bio. The core focus for now certainly would be to continue to build a steel pipeline network on the newer geographies that we have been awarded continuing to lay down and accelerating the CNG stations whilst on the earlier rounds of the 9th and the 10 the thrust is in terms of connecting the home connections.
- Moderator:** Thank you. Next question is from the line of Kirtan Mehta from BOB Capital Markets. Please go ahead.
- Kirtan Mehta:** One question on the RIL gas where we have got the largest allocation of 0.39 MMSCMD, what will be the breakup between the priority segment and for the industrial and commercials?
- Suresh P Manglani:** So, the priority breakup would be roughly I think we got 0.32 we got for priority for home and CNG APM one and remaining we got I&C part industrial consumer part.
- Kirtan Mehta:** So, with this 0.32 for home in CNG, is it covering our existing gap or does it cover for our even some of the future gap as well?
- Suresh P Manglani:** Largely would be existing what we saw as Parag stated around 12% was a shortfall and the growth which we are seeing coming up and in at least is a quarter lag and we also kept in mind that there are future domestic bidding rounds are coming. So, keeping all in that mind we have been seeing in every investor call that we have a very good portfolio of policy in place, the gas buildup portfolio policy whichever sourcing and business development team is doing. So, this was part of that calibrated approach to bid certain volume so that we have in our portfolio this RIL BP gas in this 6 million round.

- Kirtan Mehta:** And in terms of the shortfall that we had so now largely it will get met by the HPHT prices and we do not have to access the LNG which is at this point of time costlier than the HP, is that right understanding?
- Suresh P Manglani:** Yes largely you are absolutely right, but sometimes we see in fact IGX throwing up some good desperate offers as well. So, who knows sometimes we may get even better prices and business is growing so we will be seizing those opportunities as well.
- Kirtan Mehta:** Sir in terms of understand this with RLNG prices sort of adjusting down at the moment, would we be seeking opportunity to enter into some of the medium-term or the longer-term contract to support our industries and commercial volume growth from here?
- Suresh P Manglani:** So, I think I am connecting you to Rahul who is our gas sourcing and BD head so let him give you..
- Rahul:** Kirtan as you very rightly mentioned we actually want to take address any market opportunities that come up in order to optimize our gas sourcing portfolio. So, therefore we actually keep an open position of about 5% to 15% which is based on the contracted quantities and the take or pay of our various diversified portfolio and in case we get any good opportunities whether in the short, medium or long term we then get into those contracts. So, even now we continue to scan the market because we are getting into the summer and there are sometimes good medium-term or long-term opportunities available. At this point of time there were certain medium-term opportunities and we captured that for a year we are continuing to scan the market, but we want to be absolutely certain that we get very attractive contracts if we commit for 3 to 5 years.
- Kirtan Mehta:** One more question if you allow me just to understand the industrial side segment, would you be able to share the segment break up in terms of the end user industry?
- Suresh P Manglani:** It is largely diversified in Ahmadabad, for example, we would have about 40% of the portfolio would be about dyes and chemicals then we would have about 20% from the rolling mills and the foundry industry, inter and some textile industry, some ceramics, in Faridabad we have a lot of auto industry and the tyre industry etcetera. So, it is a diversified portfolio of several industry segments.
- Moderator:** Thank you. The next question is from the line of Harsh Maru from Emkay Global. Please go ahead.
- Harsh Maru:** Two book keeping questions from my side, one is on the finance cost so could you give us some more color on the like the higher finance cost for this quarter and the other is if you could throw some light on the loss in terms of the IOAGPL JV share, so these would be my two questions?
- Parag Parikh:** As far as the finance costs are concerned the finance cost if you see in the third quarter are actually gone down and the finance cost and third quarter had gone down because we had taken an accounting view in terms of some of the capitalization that is being done for the newer

geographies. So, it is really an implication of that why you see a little bit of a higher finance cost as far as the year and the fourth quarter is concerned. Having said that and just to give you a perspective in the right spirit if you look at the overall gross debt, our overall gross debts today stands at 1,372. This is the debt which is sitting against an overall asset block of close to 3,900 which effectively means that about 35% of the gross debt is actually funding our current fixed assets are with the existing cash that is sitting on the balance sheet of ATGL our net debt to EBITDA is 1.11. So, that as far as our debt position is concerned and our interest cost. Your second question was in terms IOAGPL numbers. IOAGPL continues to ramp up as far as its own performance is concerned. If you look at in terms of their own quarter and annual numbers they have started improving over a period of time and this is simply because we are seeing their infrastructure growth as far as in terms of their volume growth. The overall EBITDA for IOAGPL stands at close to 215 odd crores and as far as the year and PAT is concerned the year and PAT is close to about 36 odd crore. As far as the current particular quarter is concerned quarter has had some implications as far as APM gas is concerned as far as partial gas procurement and sale is concerned which is why there is an implication as far as the quarter is concerned, but on an overall number as I said they are at an annualized EBITDA of close to 215.

Moderator: Thank you. As there are no further questions, I would now like to hand the conference over to management for closing comments.

Suresh P Manglani: Thank you very much. Thanks all for participating in the call, taking out their valuable time. Look forward for their participation in the next investor call. Thank you everybody, thanks for participation.

Moderator: Thank you very much. On behalf of Antique Stock Broking that concludes this conference. Thank you for joining us and you may now disconnect your lines.