



Investor's Presentation- Q4FY24



IRM ENERGY LIMITED (IRMEL)

IRMEL has four licenses awarded by PNGRB to develop CGD infrastructure in six districts

Banaskantha

Fatehgarh Sahib

Diu & Gir Somnath

Namakkal & Tiruchirappalli

CGD Infrastructure as on 31 March -2024

Domestic



66,228

Commercial



340

Industrial



195

CNG Stations



82

Dispensing Points



314

Steel & MDPE Pipeline



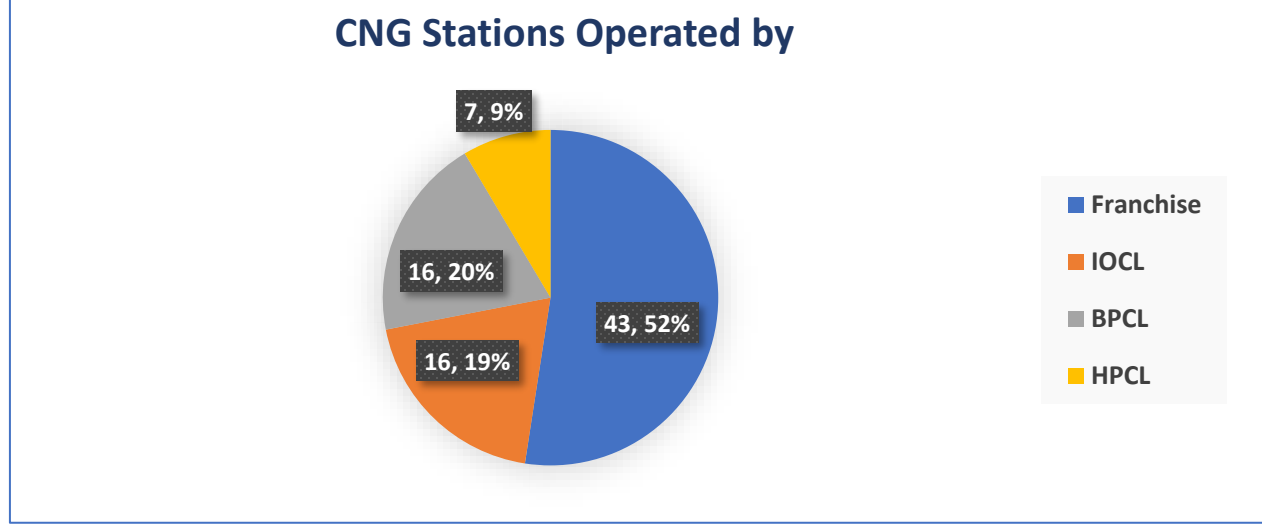
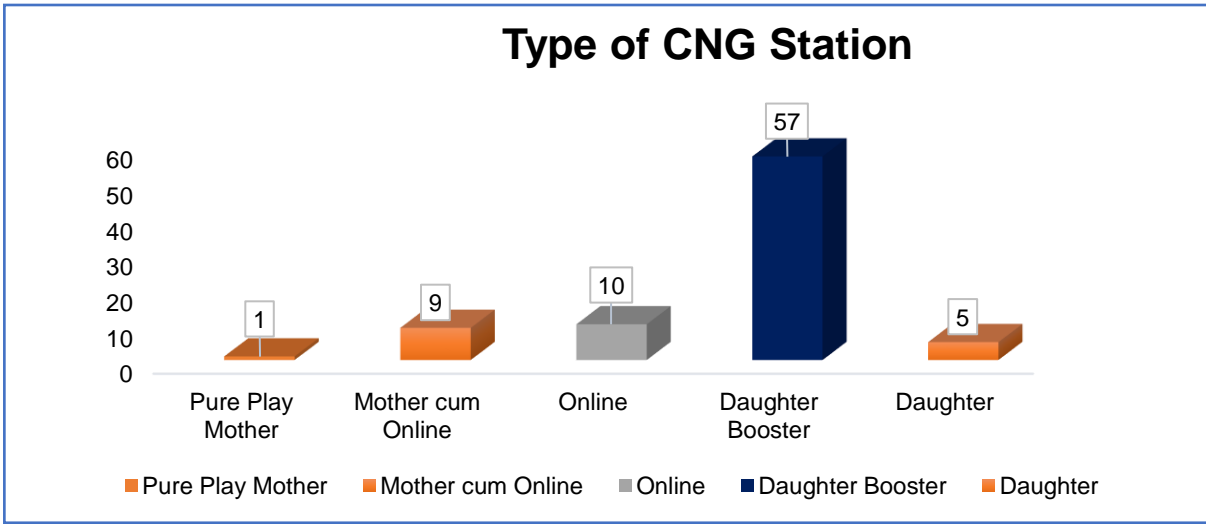
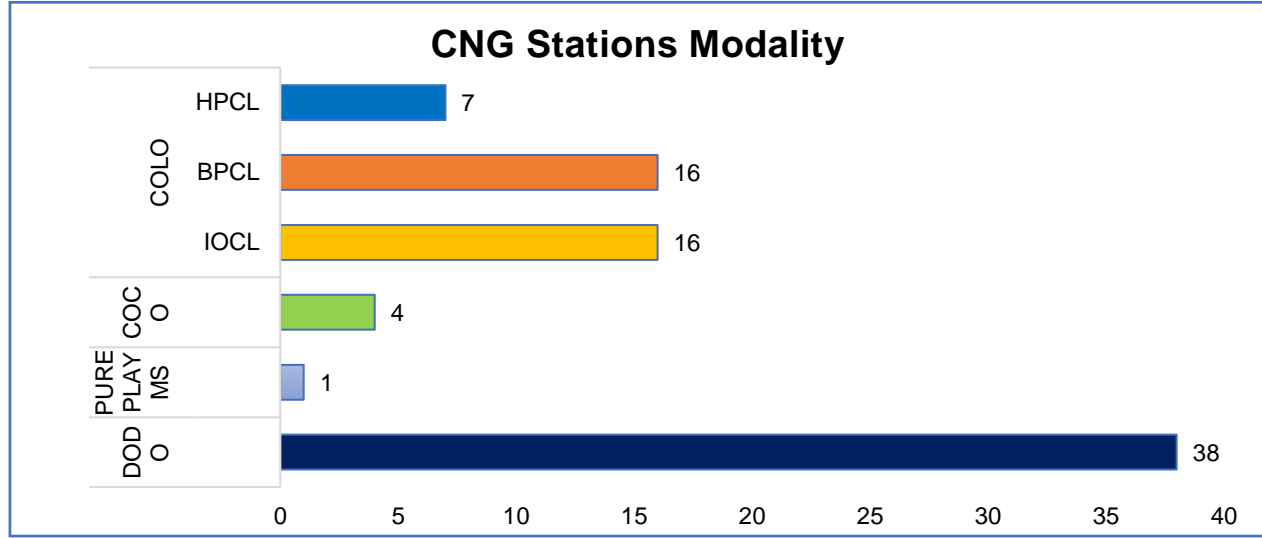
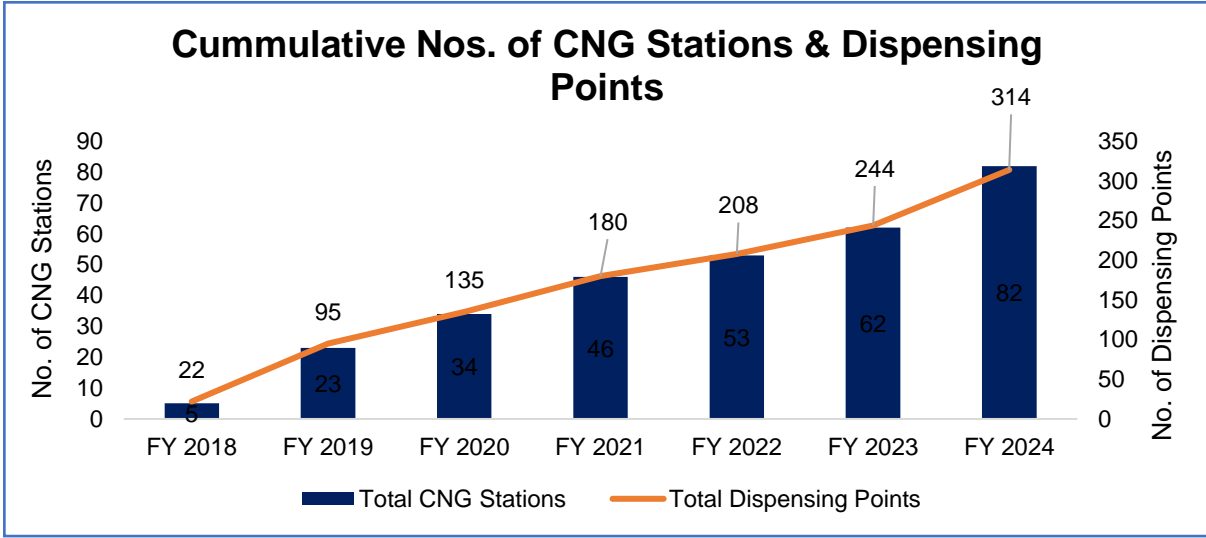
4907

2281

Inch Km

Km

CNG SEGMENT (CUMULATIVE COMPANY LEVEL DATA)

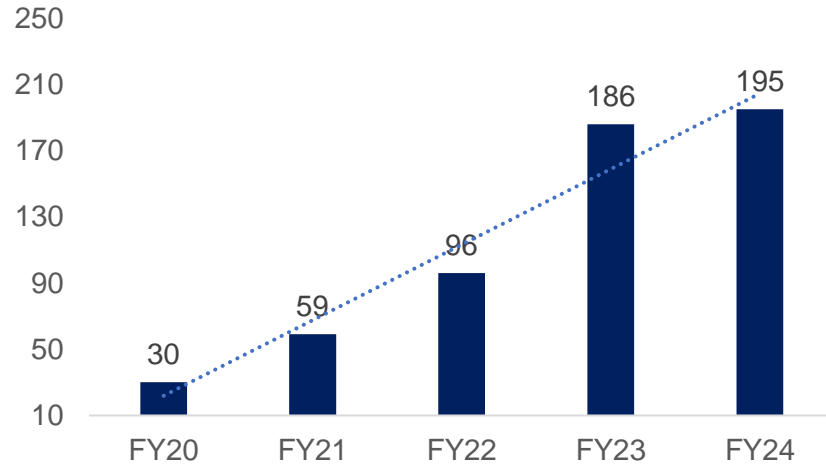


DODO (Dealer Owned Dealer Operated), COCO (Company Owned Company Operated), COLO (Co-located in Company Retail Outlet), Pure Play MS (Mother Station)
 Status as on March 31, 2024

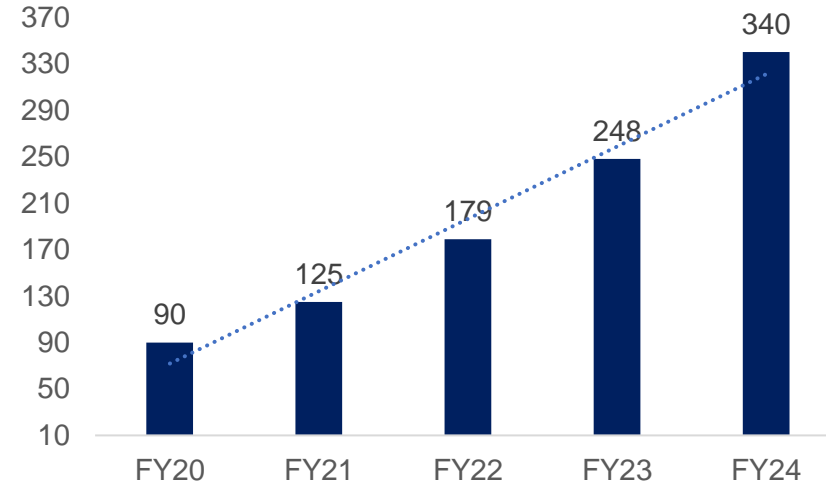
■ PNG SEGMENT (CUMULATIVE COMPANY LEVEL DATA)



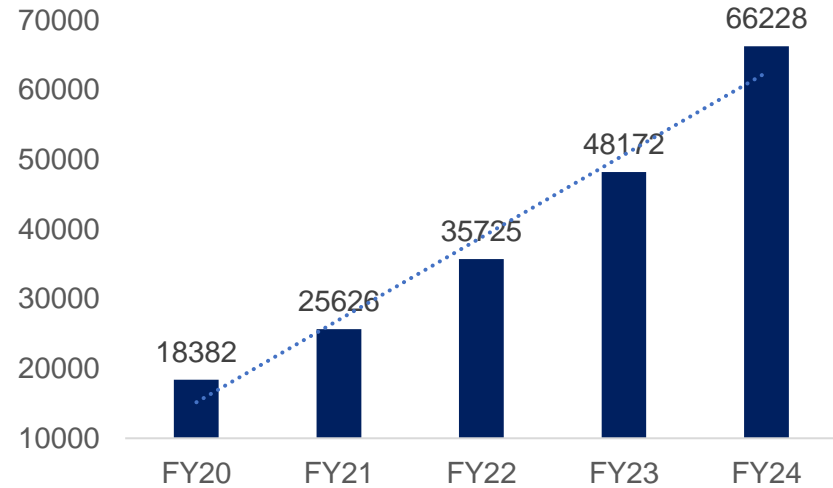
No. of Industrial Customers



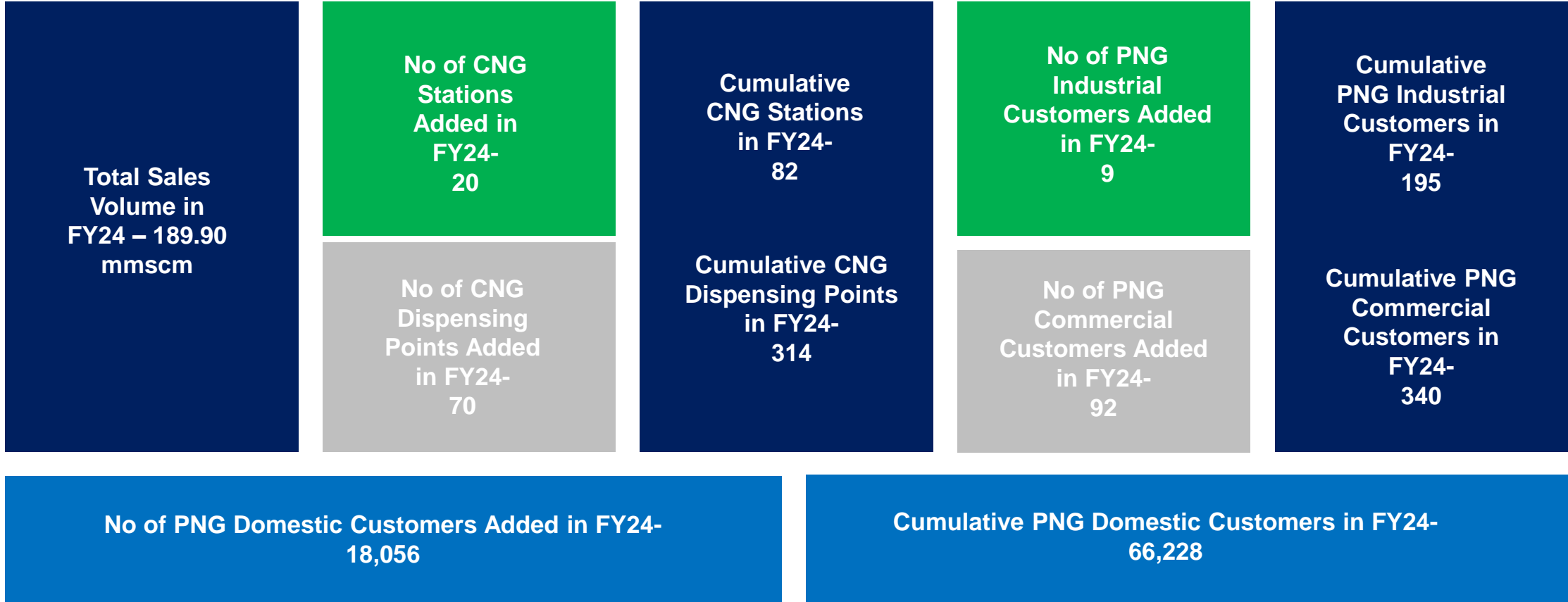
No. of Commercial Customers



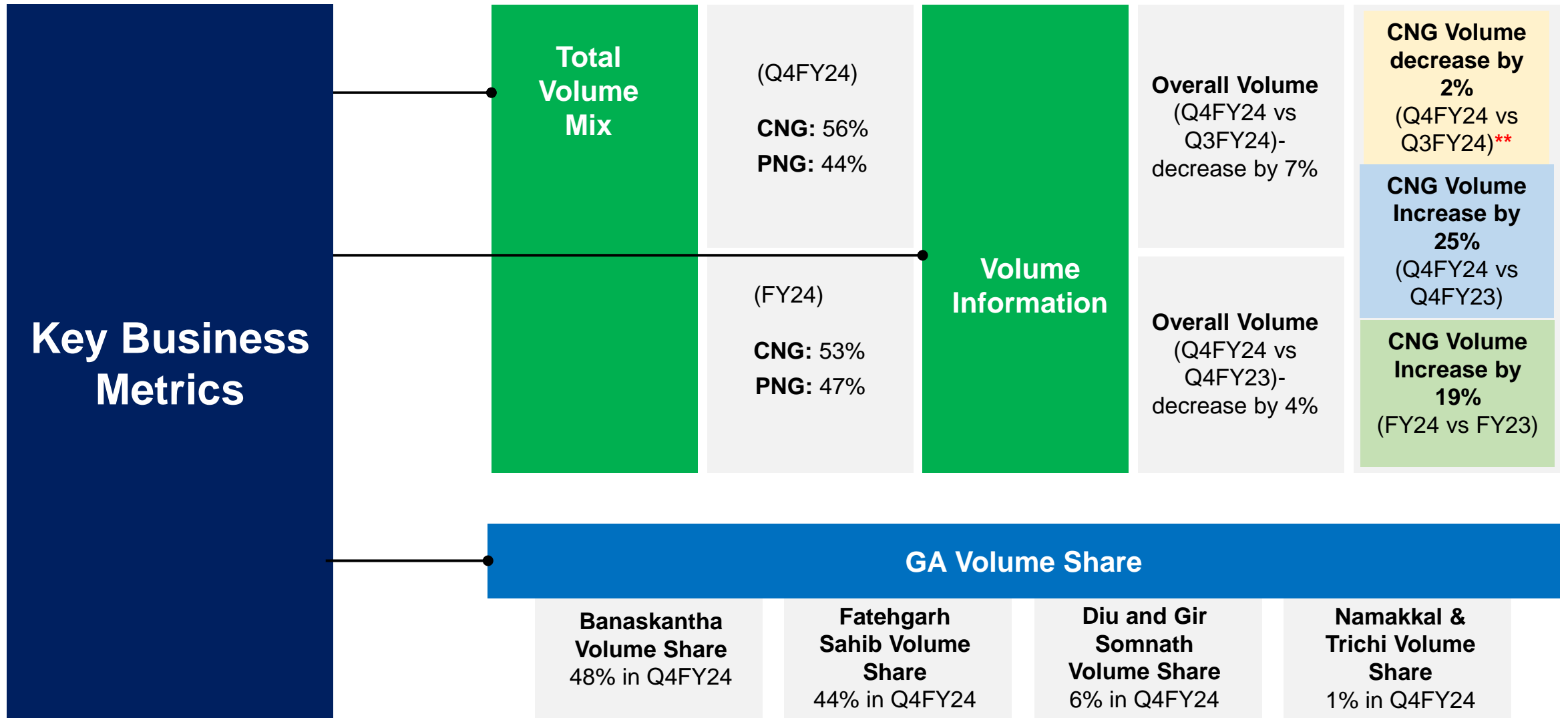
No. of Domestic Customers



OPERATIONAL HIGHLIGHTS FOR FY24

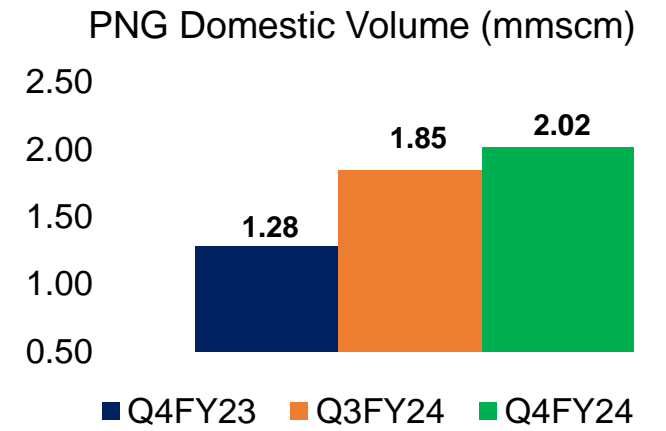
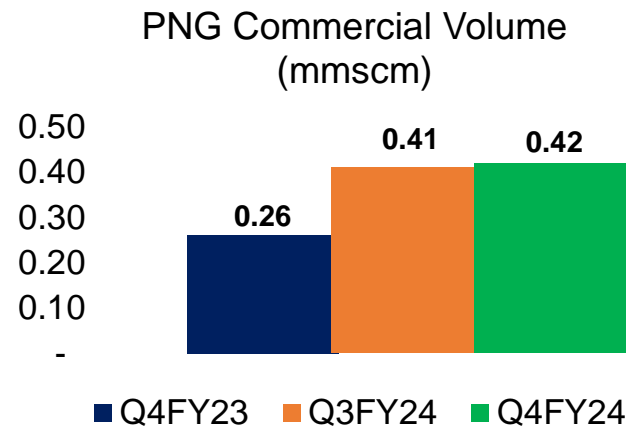
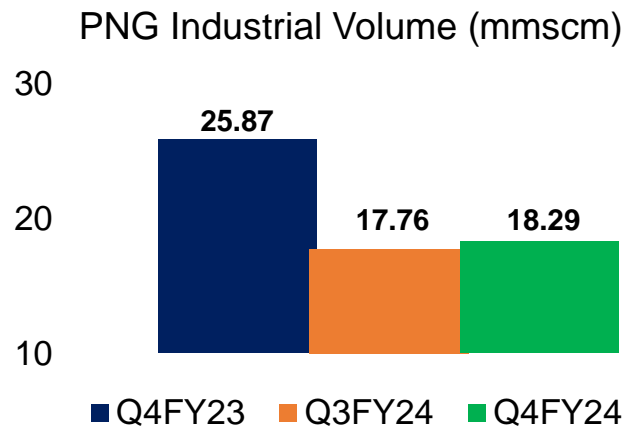
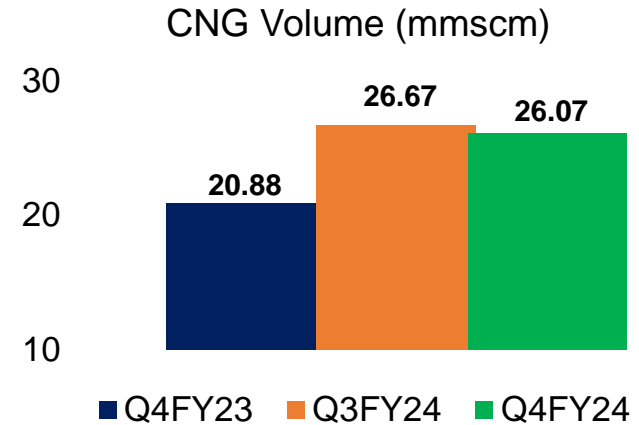
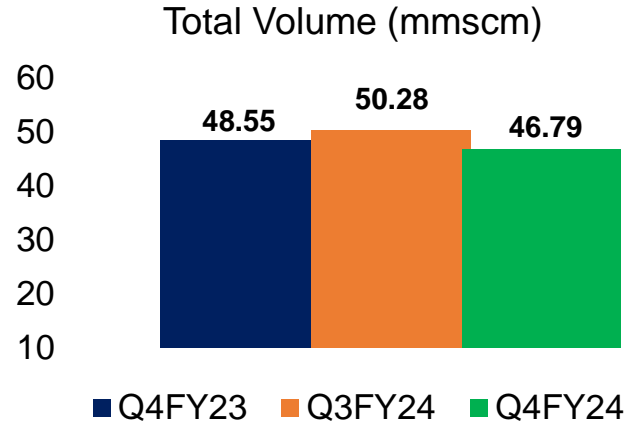


OPERATIONAL HIGHLIGHTS FOR Q4 FY24



** During Q4FY24, the gas source in BK GA changed and company got rich gas with high calorific value which resulted into lower quantum in scm. On Kg basis at Company level, the volume has increased from 2.11 lakhs kgs/day (Q3FY24) to 2.20 lakhs kgs/day (Q4FY24) i.e. increase by 4%

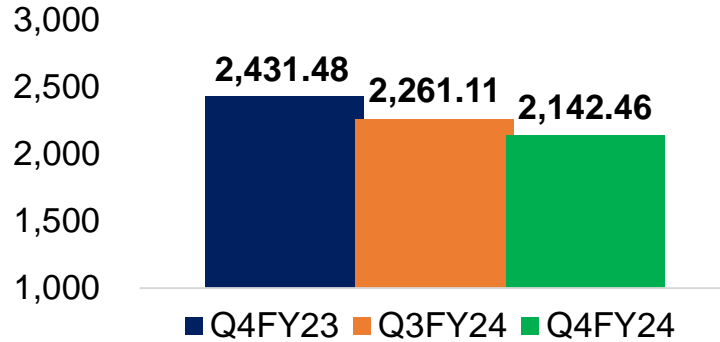
OPERATIONAL HIGHLIGHTS Q4 FY24- Y.o.Y



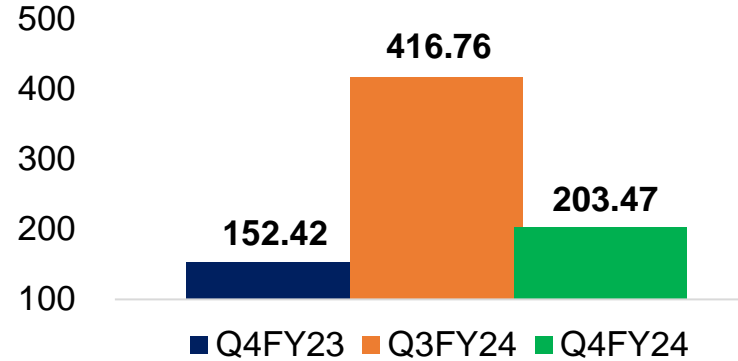
FINANCIAL HIGHLIGHTS Q4 FY24- Y.o.Y



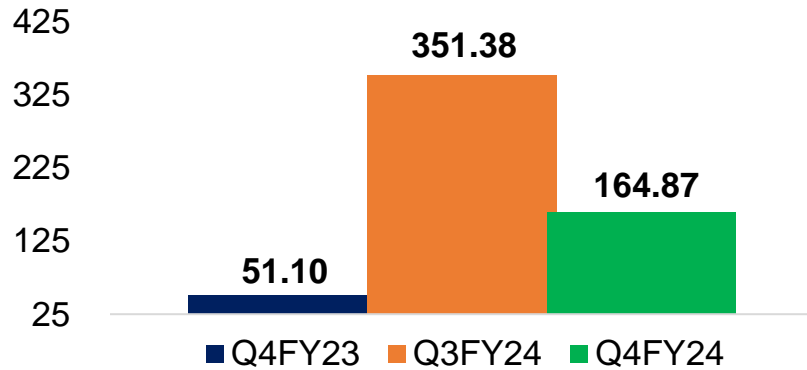
Revenues (Rs. Mn)



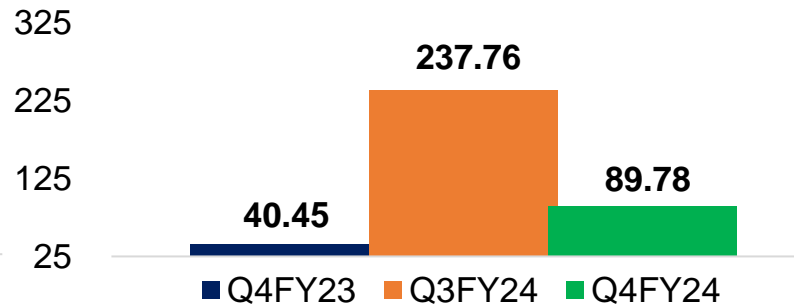
Consolidated Op EBITDA (Rs. Mn)



Consolidated PBT (Rs. Mn)



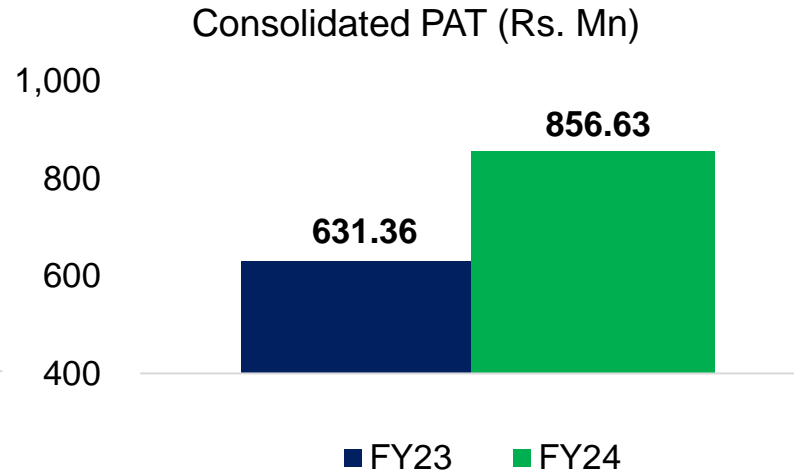
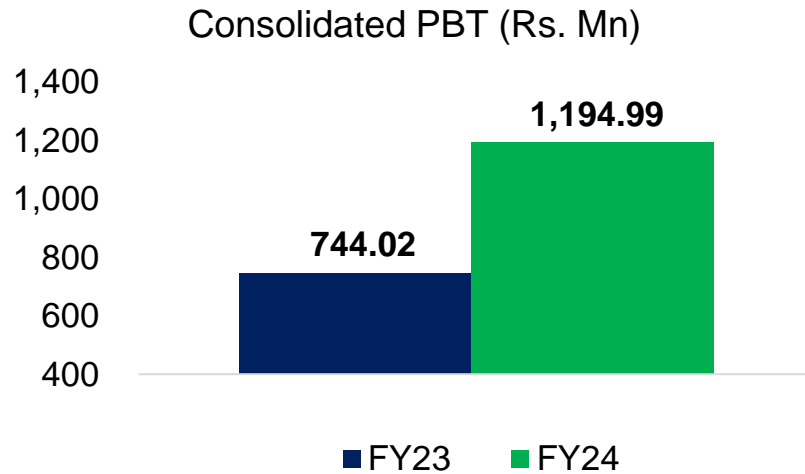
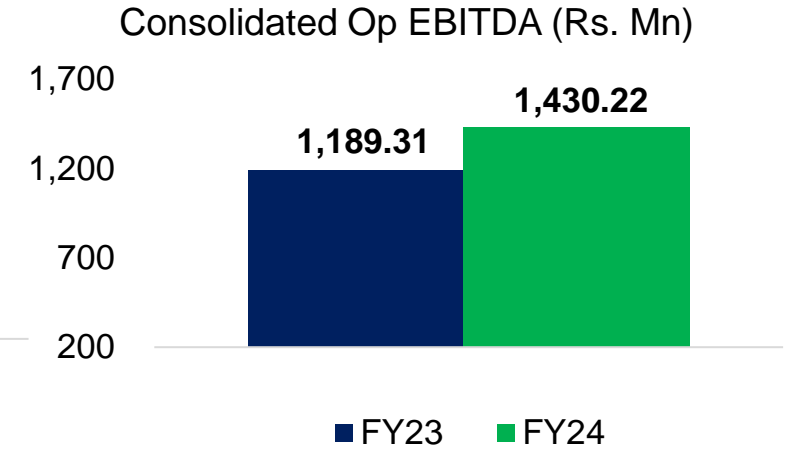
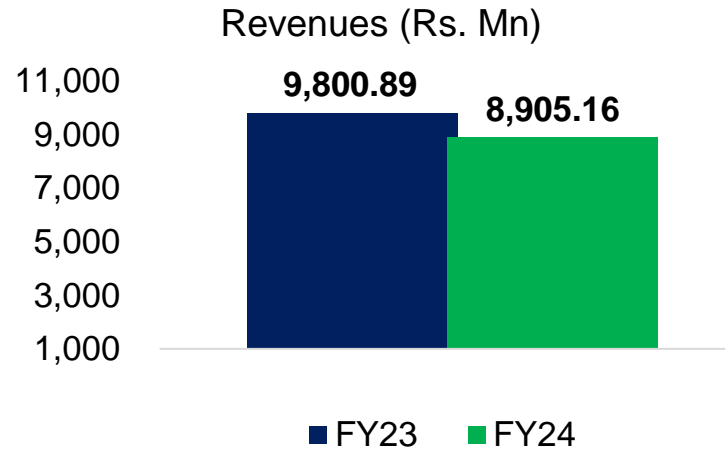
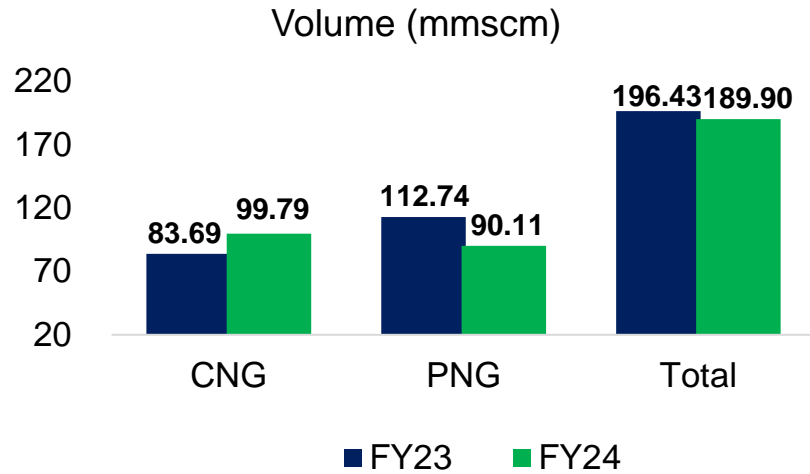
Consolidated PAT (Rs. Mn)



Highlights (Q4FY24 v Q4FY23):

- Revenue from operations has decreased due to reduction in sales price and lower offtake of volume in PNG-I segment.
- EBITDA has increased by 33% on account of higher share of CNG in volume mix, lower input gas cost and better operational efficiency.
- PBT and PAT have grown by 223% and 122% respectively.

OPERATIONAL AND FINANCIAL HIGHLIGHTS FY24- Y.o.Y



Highlights:

- Revenue from operations has decreased due to reduction in sales price and lower offtake of volume in PNG-I segment.
- EBITDA has increased by 20% on account of higher share of CNG volume mix, lower input gas cost and better operational efficiency.
- PBT and PAT have grown by 61% and 36% respectively.

1. Critical infrastructure like City Gate Station, Mother Station and LCNG Station in Namakkal and Tiruchirappalli GA has been commissioned.
2. 1st PNG Domestic connection commissioned in Tiruchirappalli.
3. 15 no. of operational CNG stations in Namakkal and Tiruchirappalli GA as on March 31, 2024.
4. Aggressive marketing activities being done in Namakkal and Tiruchirappalli GA to cede the CNG demand.

KEY FINANCIAL SUMMARY- STANDLONE



Amount in Rs. Mn except EPS and EBITDA per scm

Particulars	Quarter Ended			Year Ended	
	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
Revenue from Operations (net of taxes)	2,142.45	2,261.11	2,431.48	8,905.16	9,800.89
Operating Expenses	1,579.03	1,635.06	2,041.75	6,465.23	7,797.76
Administrative and Other Expense	337.51	203.64	243.76	951.30	880.34
Total Expenditure	1,916.53	1,838.70	2,285.51	7,416.52	8,678.11
Op. EBITDA	225.92	422.40	145.97	1,488.64	1,122.78
Other Income	97.93	71.31	14.94	238.19	59.64
EBITDA	323.85	493.71	160.91	1,726.83	1,182.42
Interest Expense	85.11	69.69	53.40	266.96	229.03
Depreciation and Amortisation Expense	74.03	72.58	56.39	264.74	208.96
Profit Before Expense	164.70	351.44	51.11	1,195.11	744.42
Total Tax Expense	52.48	108.02	17.12	280.10	179.60
Profit After Expense	112.23	243.42	33.99	915.02	564.82
Earnings Per Share (not annualised for stub period)	2.73	6.33	1.12	26.14	18.94
Op EBITDA per scm	4.49	9.03	3.01	7.84	5.72
Total EBITDA per scm	6.92	9.82	3.31	9.09	6.02

KEY FINANCIAL SUMMARY- CONSOLIDATED



Amount in Rs. Mn except EPS

Particulars	Quarter Ended			Year Ended	
	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
Revenue from Operations	2,142.45	2,261.11	2,431.48	8,905.16	9,800.89
Operating Expenses	1,579.03	1,635.06	2,041.75	6,465.23	7,797.76
Administrative and Other Expense	337.37	203.68	243.75	951.45	880.73
Total Expenditure	1,916.39	1,838.74	2,285.50	7,416.67	8,678.49
Op. EBITDA	226.06	422.37	145.99	1,488.49	1,122.40
Other Income	97.93	71.31	14.93	238.19	59.64
EBITDA	323.99	493.67	160.92	1,726.68	1,182.04
Interest Expense	85.09	69.70	53.40	266.97	229.03
Depreciation and Amortisation Expense	74.02	72.58	56.42	264.73	208.98
Profit Before Expense	164.87	351.39	51.10	1,194.98	744.02
Total Tax Expense	52.51	108.02	17.08	280.08	179.57
Profit After Expense	112.37	243.37	34.02	914.90	564.45
Share of Profit of JCEs and transfer to NCI	-22.61	-5.61	6.46	-58.32	66.81
Consolidated Profit After Expense	89.76	237.76	40.48	856.58	631.26
Earnings Per Share (not annualised for stub period)	2.19	6.18	1.33	24.47	21.18

KEY PERFORMANCE INDICATORS (KPIs)



Particulars	Quarter Ended			Year Ended	
	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
Operational Performance					
Volume (mmscm)	46.79	50.28	48.55	189.90	196.43
CNG	26.07	26.67	20.88	99.79	83.69
PNG	20.73	23.62	27.67	90.11	112.74
% Growth (y.o.y)	-4%	-1%	14%	-3%	63%
Financial Performance					
Net Revenue from Operations (net of Excise Duty) (Rs. Mn)	2,142.45	2,261.11	2,431.48	8,905.16	9,800.89
Gas Cost (Rs. Mn)	1,579.03	1,635.06	2,041.75	6,465.23	7,797.76
Gross Margin (Rs. Mn)	563.43	626.04	389.73	2,439.94	2,003.12
EBITDA (Consolidated) (Rs. Mn)	203.47	416.76	152.42	1,430.22	1,189.31
EBITDA (as % to net revenue from operations) (Rs. Mn)	9%	18%	6%	16%	12%
PAT (Consolidated) (Rs. Mn)	89.78	237.76	40.45	856.63	631.36
EPS (Consolidated)*	2.19	6.18	1.34	24.47	21.18
ROE (Consolidated)*	N.A	N.A	N.A	9%	18%
ROCE (Consolidated)*	N.A	N.A	N.A	10%	14%

*not annualised for stub period

Lower ROE and ROCE for FY 24 is on account of higher base due to IPO



THANK YOU