



## STRAIGHT TALK CEO Speaks



Dear IRM Team,  
Warm greetings to all!

August'25 brings with it an opportunity to look back on the momentum we have built in July, a month marked by dedication, innovation, and meaningful progress. This month has brought significant progress, inspiring collaboration, and strong reaffirmation of IRMEL's mission to lead with purpose, innovation, and sustainability.

We had the pleasure of welcoming 27 dynamic and talented GETs and MTs of UDGAM 2025. Through immersive field visits, training sessions, and direct interactions with leadership, they gained first-hand experience of IRMEL's values and operations. These young professionals are not just joining a workforce; they are becoming part of a larger movement to lead India's clean energy transformation through our company. I am confident their energy and innovative thinking will enrich our organization.

Another notable development was the successful loading of the first LNG tanker from the HPLNG Chhara terminal—an important step toward strengthening our logistics and enhancing procurement flexibility. Additionally, our technical team achieved a significant breakthrough by commissioning pipeline connectivity at Nagoa, Diu, overcoming complex terrain and coordination hurdles with determination and skill.

A major milestone this month was the commissioning of our **60,000th domestic PNG connection in Banaskantha GA**. As a token of gratitude, we marked the occasion with thoughtful gifts for our customers, a small gesture that symbolizes our appreciation and the deep relationship we aim to nurture with every household we serve.

We also celebrated the inauguration of the newly developed 3rd floor workspace at our Head Office, a modern, people-centric environment designed to foster collaboration, innovation, and professional growth. With thoughtful design elements that encourage open communication and flexibility, the new space also prioritizes **employee well-being** through improved ergonomics, natural lighting, and wellness-friendly facilities. These changes reflect our **evolving organizational culture**, where people remain at the heart of progress and the workplace is viewed as an enabler of purpose, performance, and positivity.

IRMEL signed a MoU with **RedTaxi** in Tamil Nadu, enabling retrofitting of their fleet to CNG. This marks IRMEL as the first CGD company in the state to collaborate with an app-based cab operator, demonstrating our leadership in clean mobility solutions.

Our marketing efforts across GAs yielded strong results, including a successful engagement with **GHCL in DGS GA**, where 7 diesel buses were replaced with CNG variants for staff and school transport. Initiatives like these not only enhance volumes but also contribute meaningfully to India's decarbonization agenda.

Our dedication to community development continues to deepen. In July, we undertook two impactful CSR initiatives that exemplify our values. At **Indrashil University**, we supported the enhancement of educational infrastructure, positively impacting the academic

journey of over 400 students each year. Simultaneously, we facilitated the establishment of a CT Scan and MRI Centre at **Kaka-Ba Hospital** in Hansot, significantly improving access to affordable diagnostic healthcare for underserved communities. These initiatives reaffirm our conviction that meaningful progress must be both inclusive and transformative.

As part of our newly launched **Knowledge Sharing Series**, the first session was recently conducted on **"CGD through LNG: Challenges and Opportunities"** by **Mr. J. P. Misra of IOCL**, a highly respected expert in the Indian gas industry with decades of experience in LNG. His insightful perspectives stimulated meaningful dialogue and opened new avenues for the integration of LNG into CGD strategies. I extend my sincere appreciation to Mr. Misra and to all team members who actively participated and contributed to the success of this session.

Lastly, I am pleased to share that our Q1 FY25–26 performance reflects strong operational momentum and continued strategic discipline. The company recorded a 14% year-on-year growth in total gas sales volume, driven by a record-high CNG volume of 32.35 mmscm, a 21% increase over the same quarter last year. Despite the headwinds of lower APM gas allocation, we sustained our revenue trajectory with consolidated revenue from operations rising to ₹2,625 million, supported by an improved product mix favoring CNG. These results not only reflect IRMEL's growing market presence but also validate the robustness of our infrastructure, execution capability, and customer-centric approach.

Let me leave you with this thought:

**"The strength of the team is each individual member. The strength of each member is the team."** At IRM, our collective strength continues to drive remarkable achievements.

Let us carry this momentum forward with clarity, collaboration, and conviction. As always, I remain confident in the collective strength of the IRM team to not only meet our goals but set new benchmarks in everything we do.

Wishing you and your families continued success, good health, and happiness.

In advance, my warmest wishes to all of you for a joyful and proud **Independence Day**. May we continue to contribute meaningfully to the nation's progress through our work.

Warm regards,

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**M. K. Sharma**  
Chief Executive Officer