



गेल (इंडिया) लिमिटेड

(भारत सरकार का उपक्रम-
एक नवरातन कम्पनी)

GAIL (India) Limited

(A Government of India Undertaking-
A Navratna Company)

ND/GAIL/SECTT/2012

March 27, 2012

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

Dear Sir,

Please find enclosed a copy of Press Releases regarding “GAIL targets for over 85
MMSCMD Gas Marketing and 121 MMSCMD Gas Transmission in FY 2012-13
- Signs Annual MoU with MoP&NG”.

The above is for your information and record please.

Thanking you,

Yours faithfully,

(N.K. Nagpal)
Company Secretary

Encl.: As above

Copy to:

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

GAIL (India) Limited

Press Release

GAIL targets for over 85 MMSCMD Gas Marketing and 121 MMSCMD Gas Transmission in FY 2012-13

Signs Annual MoU with MoP&NG

New Delhi, March 27, 2012. GAIL (India) Limited has set a target of transmitting 121.55 MMSCMD and marketing 85.75 MMSCMD of natural gas from domestic sources and through LNG route during Financial Year 2012-13 under the Annual Memorandum of Understanding signed with Ministry of Petroleum & Natural Gas for performance targets for the year 2012-13.

The MoU was signed between Shri G .C.Chaturvedi, Secretary, Ministry of Petroleum & Natural Gas and Shri B. C. Tripathi, Chairman and Managing Director, GAIL in presence of Shri Sudhir Bhargava, Additional Secretary, MOPNG, Shri V L V S S Subba Rao, Advisor, MOPNG, Shri R D Goyal, Director(Projects), Shri S L Raina, Director(HR), Shri Prabhat Singh, Director(Marketing), Shri S Venkatraman, Director(BD), Shri P K Jain, Director(Finance) and Senior officials from the Ministry of Petroleum and Natural Gas and GAIL were also present on the occasion.

The MoU provides for an 'Excellent' production target of 430 TMT of Polymers (HDPE & LLDPE) and 1,370 TMT of Liquid Hydrocarbons. The excellent financial targets are pegged at Rs 43, 430 crore as Gross Sales and a Gross Margin of Rs 6,287 crore.

In addition to key physical and financial parameters, the Company's performance will be assessed on the basis of various parameters related to Corporate Governance, Research & Development, Human Resource Management, Corporate Social Responsibility (CSR) and Sustainable Development in line with the latest guidelines issued by the Department of Public Enterprises (DPE).

Several dynamic parameters related to implementation of Pipeline, Petrochemical & City Gas Projects, Capital Expenditure, Marketing, E&P, Mergers & Acquisitions, Safety etc. have also been included in the MoU.