गेल (इंडिया) लिमिटेड
(भारत सरकार का उपक्रम-
एक नवरत्न कम्पनी)
GAIL (India) Limited
(A Government of India Undertaking-
A Navratna Company)

ND/GAIL/SECTT/2012 May 31, 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's Turnover Increases 24% to Rs. 40,281crore in FY 2011-12 - Net Profit up 3% at Rs. 3654crore - Board recommends total dividend of 87% on paid up capital**".

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

Press Release

GAIL (India) Limited

GAIL's Turnover increases 24% to Rs. 40,281crore in FY 2011-12

Net Profit up 3% at Rs. 3654crore

Board recommends total dividend of 87% on paid up capital

New Delhi, May 30, 2012: GAIL (India) Limited has recorded sustained performance in key physical as well as financial parameters in the Financial Year 2011-12. According to the audited figures, Turnover (net of excise duty) in the year 2011-12 increased by 24 per cent to Rs. 40,281crore from Rs. 32,459 Crore in FY 2010-11. The Profit Before Tax during the year 2011-12 increased by 2percent to Rs. 5,340 crore from Rs. 5,240crore in the previous year. The Profit After Tax during the year 2011-12 increased by 3% to Rs. 3,654crore from Rs. 3,561crore in the previous year. The Gross Margin during the year 2011-12 increased by 5 percent to Rs. 6,247crore from Rs. 5,973crore. The Board of Directors has recommended payment of total dividend at the rate of 87percent on the paid-up share capital of the Company for FY 2011-12 inclusive of 20 percent interim dividend already paid.

Segment-wise Revenue

During the current financial year, sales from Natural Gas Trading increased by 29 percent to Rs. 33,052 crore as against Rs. 25,667crore in last year. The net sales from Petrochemicals business have increased by 15 percent to Rs. 3,415 crore as against Rs.2,960 crore in last year. The net sales from LPG and Liquid Hydrocarbons business during the current financial year increased by 11 percent to Rs. 3,090 crore as against Rs. 2,786 crore in last year. Revenues from Natural Gas Transmission business have increased by 2 percent to Rs. 3,852 crore as against Rs. 3,790 crore in last year. Revenues from LPG transmission during the current financial year have decreased to Rs. 454 crore as against Rs. 475 crore in last year.

The increase in net profit during the current financial year was mainly due to the increase in Natural gas Trading and Transmission and increase in petrochemicals sales.

Physical Performance

During the current financial year, polymer sales increased by 7 percent to 448 TMT as against 420 TMT in the last year.During the current financial year LPG and Other Liquid Hydrocarbon production increased by 5 percent to 1,439 TMT, as against 1,369 TMT in the last year. The LPG and Other Liquid Hydrocarbon sales during the current financial year increased by 5 percent to 1441 TMT, as against 1373 TMT in the last year. During FY 2011-12, petrochemical production increased by 6 percent to 441 TMT as against 416 TMT in the last year. The LPG transmission during the current financial year was 3,362 TMT, up by 1percent from 3,337 TMT in the last financial year. The Natural Gas sales during the current financial year were 84.17 MMSCMD, up 1percent from 83.23 MMSCMD in the last year. The Natural Gas transmission decreased to 117.62 MMSCMDas against 117.91 MMSCMD in the last year.

During the year 2011-12, as per consolidated financial statements, the total group sales (net of Excise Duty) were Rs. 44,058 crore. The consolidated Gross Margin was Rs. 7,762crore, the Profit Before Tax was Rs. 6,355crore and Group Profit After Tax was Rs. 4,444crore.

The Earning Per Share (EPS) was Rs. 28.80 per share in the year 2011-12 as against Rs. 28.07 per share in the year 2010-11. The EPS as per consolidated statement was Rs. 35.03 per share as against Rs. 31.70 per share in the previous year.

Q4 Results of 2011-12

GAIL (India) Limited registered a turnover (net of Excise Duty) of Rs. 10,454crore in the fourth quarter of FY 2011-12 as against Rs.8,894Crore, a 18percent increase over the turnover in the corresponding quarter during the last financial year. GAIL's Net Profit for the fourth quarter of the FY 2011-12 decreased by 38 percent to Rs. 483 crore against Rs. 783crore in the corresponding quarter of previous year due to higher LPG Subsidy. The Gross Margin decreased by 26percent to Rs. 997crore in the fourth quarter of the current financial year as against Rs.1,340crore in the corresponding period last year. The Profit Before Tax decreased by 36percent to Rs. 731crore in the fourth quarter of the current financial year against Rs.1,139 crore in the corresponding period of last year.

Segment-wise Revenue

During the fourth quarter of the current financial year revenue from Natural Gas Trading have increased by 28 percent to Rs. 9,121crore as against Rs.7,153crore in the corresponding period of the last year. The net sales from Petrochemicals business have decreased by 7percent to Rs. 963crore as against Rs. 1,031crore in the corresponding period of last year. The revenues from Natural Gas Transmission business have decreased by 7 percent to Rs. 846 crore as against Rs. 912 crore in the corresponding period of previous year. The revenues from LPG transmission have decreased to Rs. 109 crores as against Rs. 118 crores in the corresponding period last year. The net sales from LPG and Liquid Hydrocarbons business during the fourth quarter of the current financial year have decreased to Rs. 322 crores as against Rs. 539 crores in the corresponding period of last year.

The decrease in net profit during the fourth quarter of the current financial year was mainly due higher LPG Subsidy contribution by the Company.

Physical Performance

During the fourth quarter of the current financial year, the LPG and Other Liquid Hydrocarbon sales during the fourth quarter of the current financial year were 351 TMT as against 339 TMT, up by 4 percent in the corresponding period last year. The LPG transmission during the fourth quarter of the current financial year was 879 TMT as against 857 TMT, up by 3 percent during the corresponding quarter in the previous financial year.The LPG and Other Liquid Hydrocarbon production during the fourth quarter of the current financial year was 351 TMT as against 339 TMT, up by 4 percent in the corresponding quarter of last year. The Natural Gas sales were 85.47 MMSCMD, as against 85.73 MMSCMD during the corresponding quarter of last year. During the fourth quarter of FY 2011-12, petrochemical production was 103 TMT, down16 per cent from 122 TMT in the corresponding quarter last year. The polymer sales during the fourth quarter of the current financial year have decreased by 18

per cent to 118 TMT as against 144 TMT in the corresponding quarter in the previous year. The Natural Gas transmission during the fourth quarter of the current financial year was 115.62 MMSCMD, decreased by 5 per cent from 120.43 MMSCMD in the corresponding period last year.