



Committed. Capable. Confident.

**IRM ENERGY LIMITED**







Investor Presentation

Q1 FY2024-25

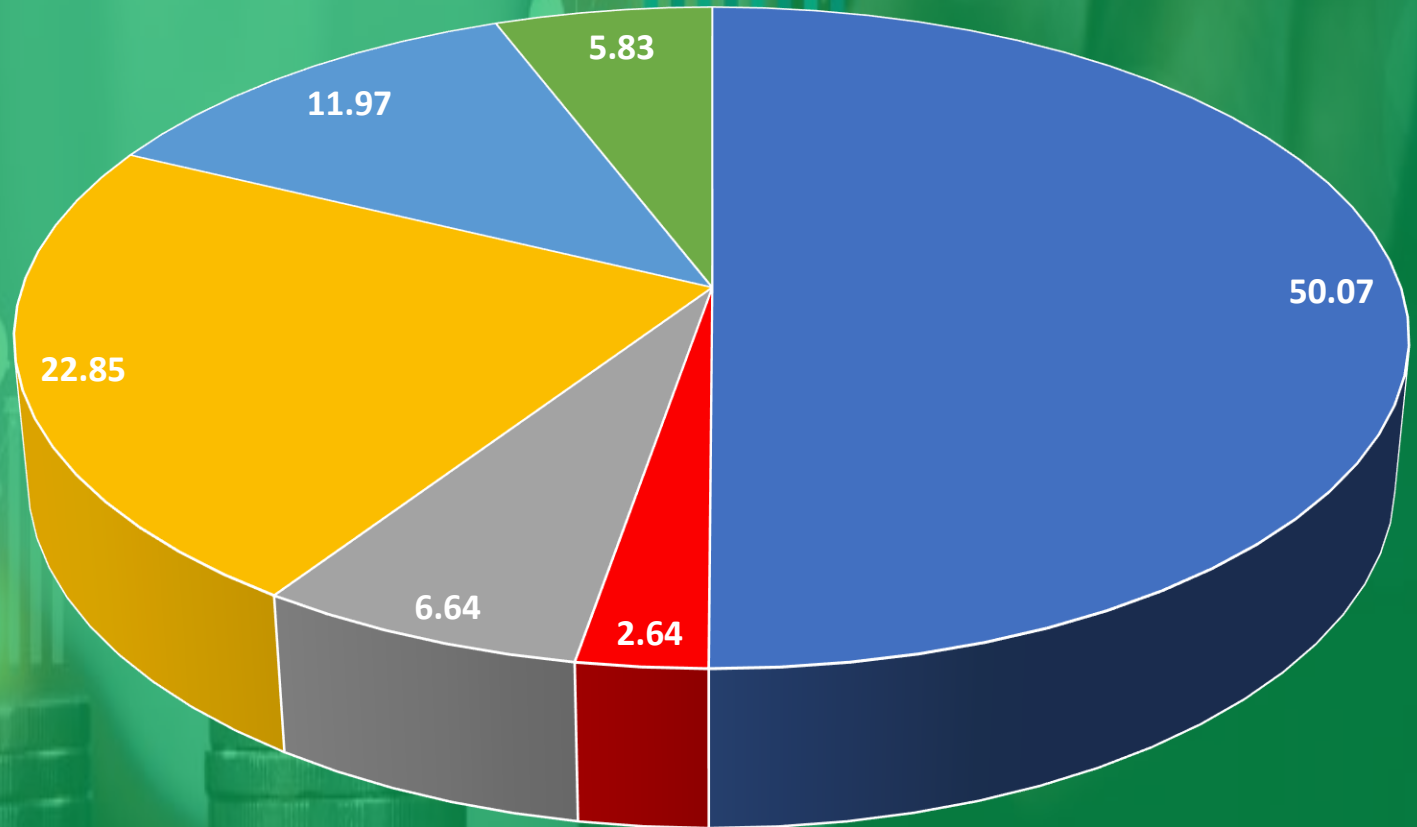
# Safe Harbor Statement

Statements in this presentation may contain forward-looking information concerning IRM Energy Limited (“IRM Energy” or “Company”)’s strategy, operations, financial performance or condition, outlook, growth opportunities or circumstances in the sectors or markets in which the Company operates. Forward-looking statements can sometimes be identified by the use of forward-looking words such as “may”, “believe”, “will”, “expect”, “project”, “estimate”, “should”, “anticipate”, “plan”, “continue”, “seek”, “pro forma”, “potential”, “target”, “forecast”, “intend” or other similar words or expressions of the narrative thereof and by their nature, involve uncertainty because they depend on future circumstances, and relate to events, not all of which are in the Company’s control or can be predicted by the Company. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Actual results could differ materially from those set out in the forward-looking statements. For a detailed analysis of the factors that may affect our business, financial performance or results of operations, we urge you to look at the relevant article on Risk Management included in the Company’s latest Annual Report. Presentation is not, and nothing in it should be construed as, an offer, invitation or recommendation in respect of the Company’s securities or an offer, invitation or recommendation to sell, or a solicitation of an offer to buy the Company’s securities. Neither this presentation nor anything in it shall form the basis of any contract/commitment or in connection with any investment decision. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein.

# Shareholding Pattern

-  Promoter Group Shareholding – **50.07%**
-  Foreign Portfolio Investors & Foreign Company – **2.64%**
-  Mutual Funds – **6.64%**
-  Bodies Corporate – **22.85%**
-  Resident Individuals – **11.97%**
-  Others – **5.83%**

***As on June 30, 2024***



# CGD Infrastructure Overview

**IRM ENERGY LIMITED (IRMEL)**

The Company has been authorized by PNGRB for four Geographical Areas (GAs), encompassing six districts, to develop the CGD infrastructure.

Banaskantha

Fatehgarh Sahib

Diu & Gir Somnath

Namakkal & Tiruchirappalli

**CGD Infrastructure as on June 2024**

Domestic



69,370

Commercial



361

Industrial



200

CNG Stations\*



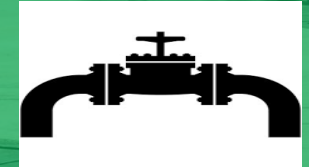
86

Dispensing Points



324

Steel & MDPE Pipeline



5,056

2,392

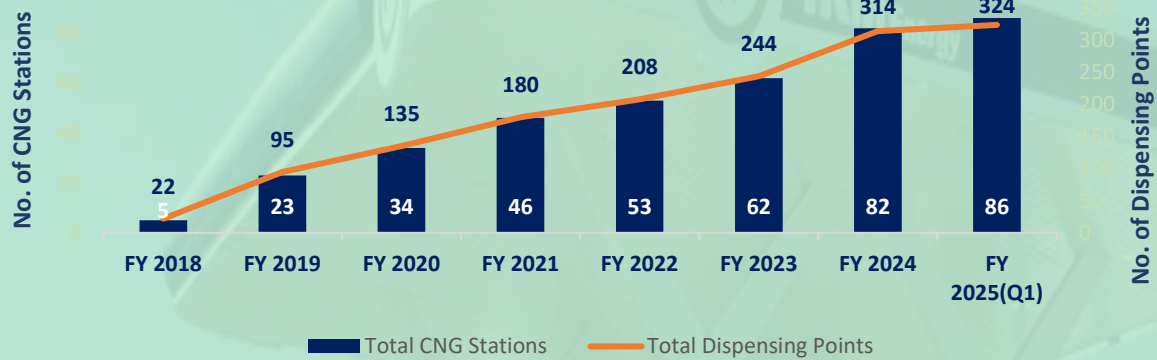
Inch Km

Km

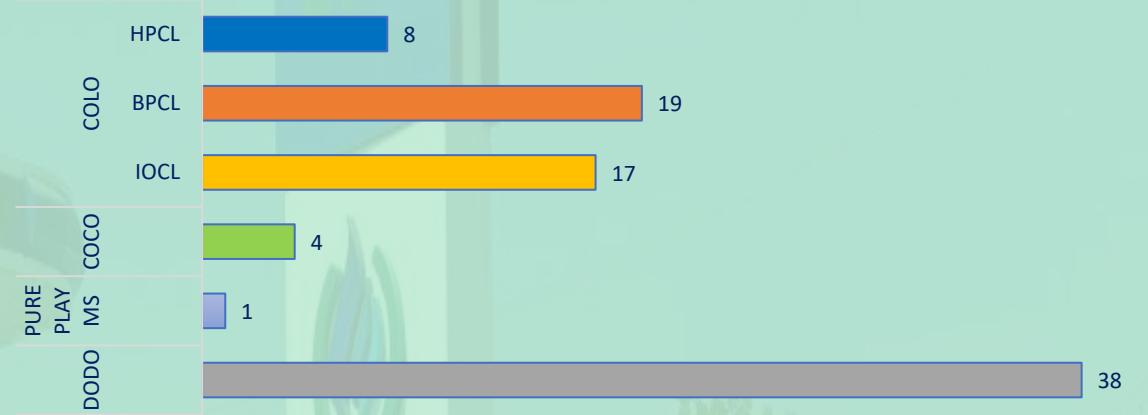
\*Includes 2 numbers of LCNG Station

# CNG Stations Details (Cumulative Company Level)

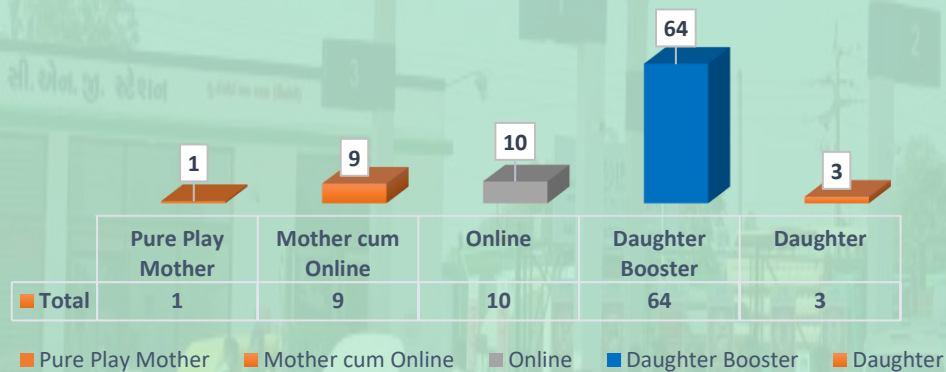
## Cumulative Nos. of CNG Stations & Dispensing Points



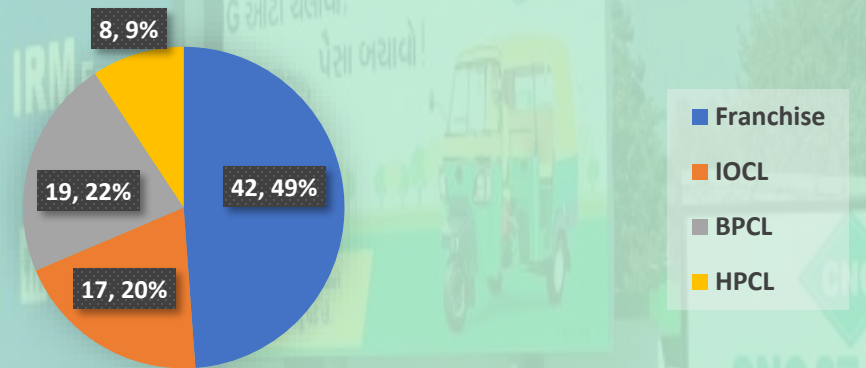
## CNG Stations Modality



## Type of CNG Station



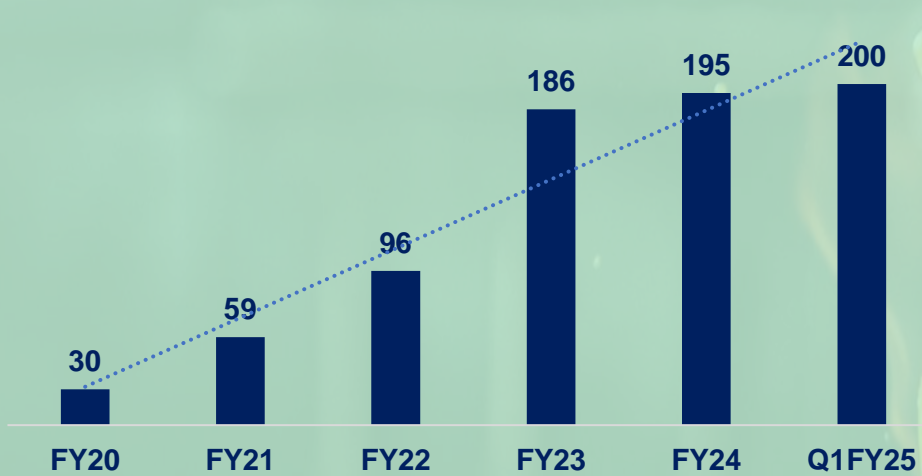
## CNG Stations Operated by



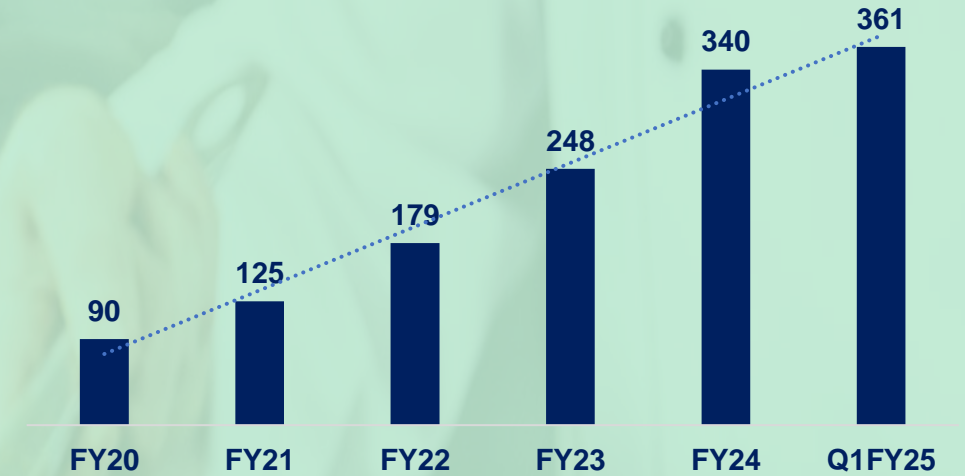
DODO (Dealer Owned Dealer Operated), COCO (Company Owned Company Operated), COLO (Co-located in Company Retail Outlet), Pure Play MS (Mother Station) Status as on June 30, 2024

# PNG Segment Details (Cumulative Company Level)

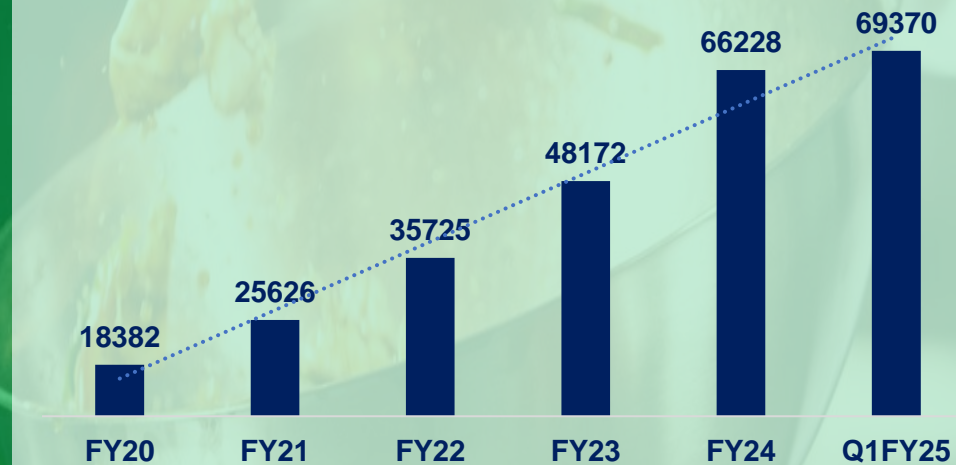
## No. of Industrial Customers



## No. of Commercial Customers



## No. of Domestic Customers



# Operational Highlights for Q1FY25

Total Sales Volume in Q1FY25 – 48.08 mmscm

No of CNG Stations Added in Q1FY25- 4

No of CNG Dispensing Points Added in Q1FY25- 10

Cumulative CNG Stations in Q1FY25- 86

Cumulative CNG Dispensing Points in Q1FY25- 324

No of PNG Industrial Customers Added in Q1FY25- 5

No of PNG Commercial Customers Added in Q1FY25- 21

Cumulative PNG Industrial Customers as of Q1FY25- 200

Cumulative PNG Commercial Customers as of Q1FY25- 361

No of PNG Domestic Customers Added in Q1FY25- 3,142

Cumulative PNG Domestic Customers as of Q1FY25- 69,370

# Operational Highlights for Q1FY25

## Key Business Metrics

### Total Volume Mix

(Q1FY25)  
CNG: 56%  
PNG: 44%

(Q1FY24)  
CNG: 49%  
PNG: 51%

### Volume Information

Overall Volume (Q1FY25 vs Q4FY24)- increase by 3%

Overall Volume (Q1FY25 vs Q1FY24)- Increase by 5%

CNG Volume increase by 3% (Q1FY25 vs Q4FY24)\*\*

CNG Volume Increase by 18% (Q1FY25 vs Q1FY24)

PNG Volume Increase by 3% (Q1FY25 vs Q4FY24)

### GA Volume Share – Q1FY25

**Banaskantha**  
46%

**Fatehgarh Sahib**  
45%

**Diu and Gir Somnath**  
7%

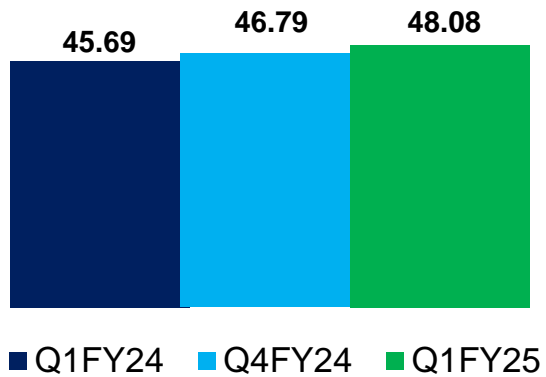
**Namakkal & Trichi**  
2%

\*\* CNG volume on Kg basis, at Company level, has increased from 219864 kgs/day (Q4FY24) to 234623 kgs/day (Q1FY25) i.e. increase by ~7%

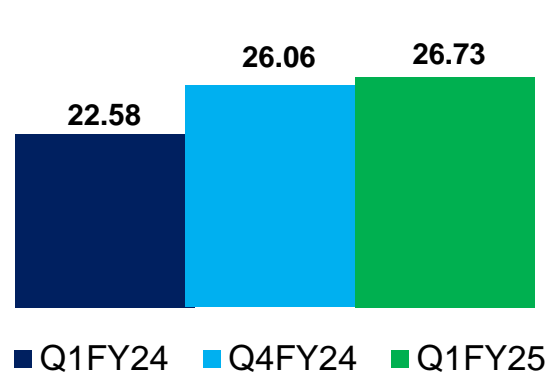


# Operational Highlights for Q1FY25

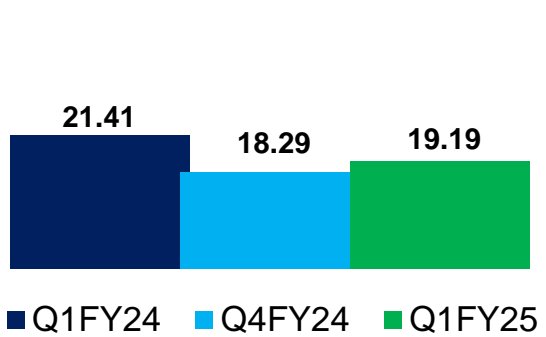
**Total Volume - 48.08 mmscm**



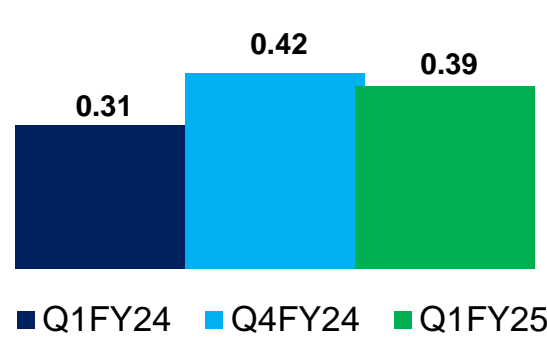
**CNG Volume – 26.73 mmscm**



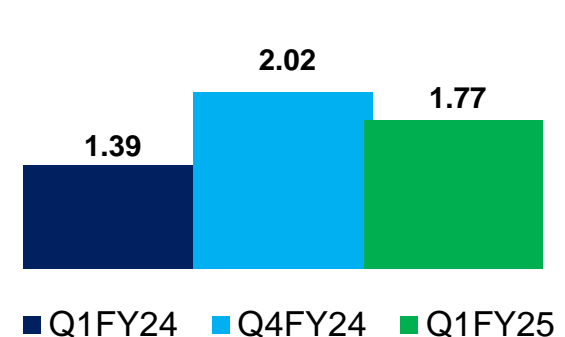
**PNG Industrial Volume – 19.19 mmscm**



**PNG Commercial Volume – 0.39 mmscm**

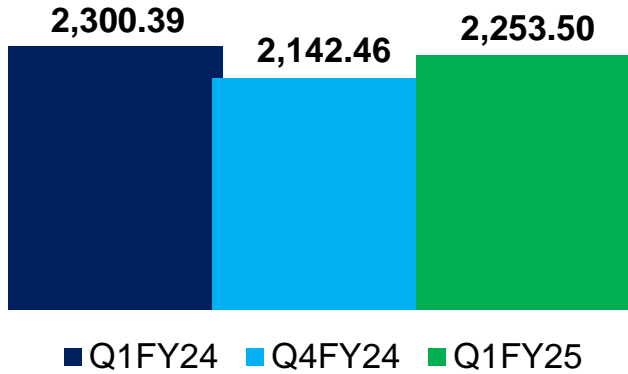


**PNG Domestic Volume – 1.77 mmscm**

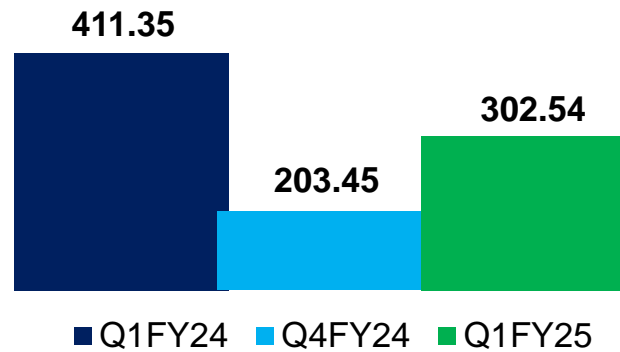


# Financial Highlights for Q1FY25

Revenues (Rs. Mn)



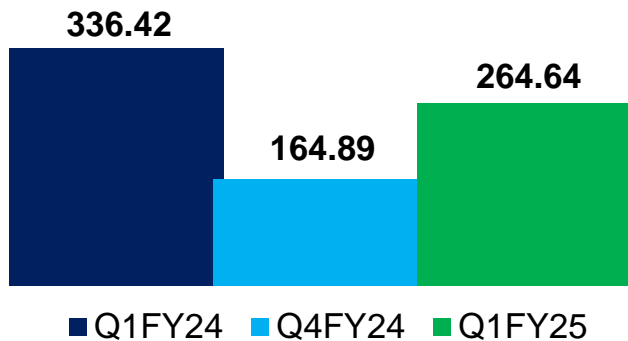
Consolidated Op EBITDA (Rs. Mn)



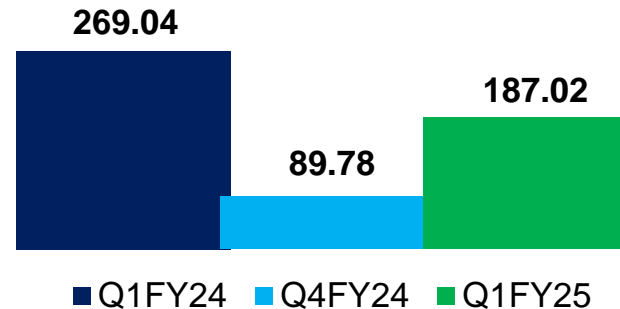
## Highlights (Q1FY25 v Q1FY24):

- Revenue from operations has decreased due to lower offtake of volume in PNG-I segment and pass through of the reduction in input cost.
- EBITDA has decreased by 26% on account of lower allocation of APM gas, higher opex and provision of royalty/license fees
- PBT and PAT are down by 21% and 30% respectively.

Consolidated PBT (Rs. Mn)



Consolidated PAT (Rs. Mn)



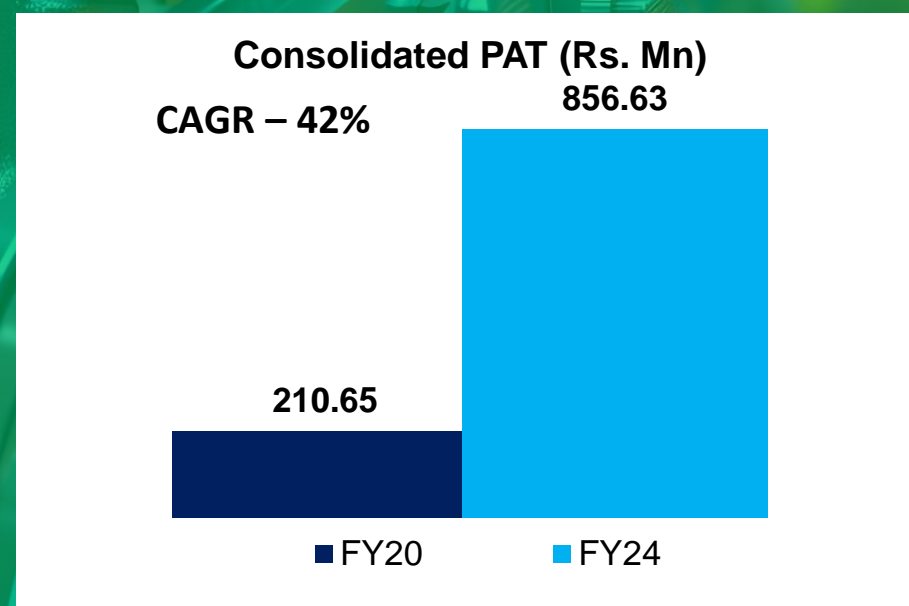
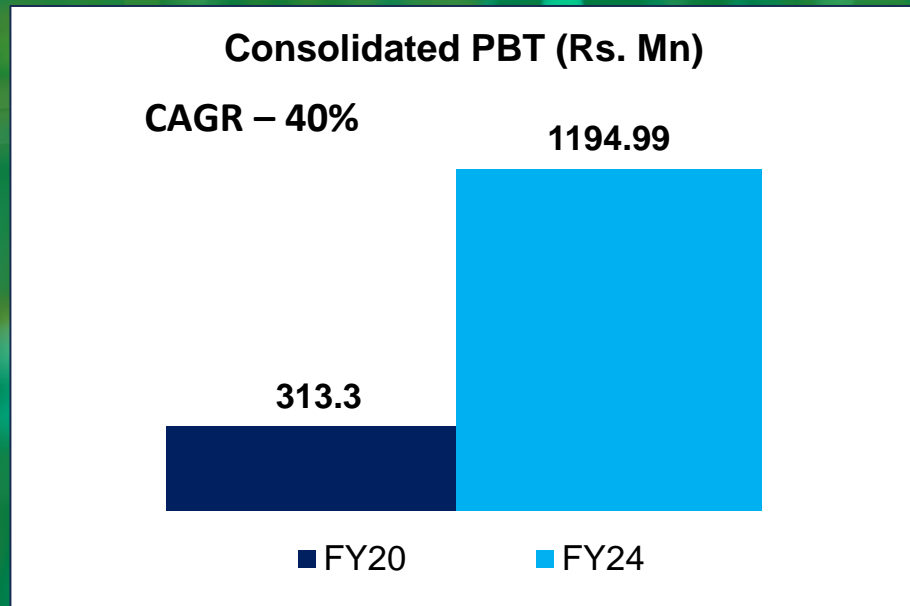
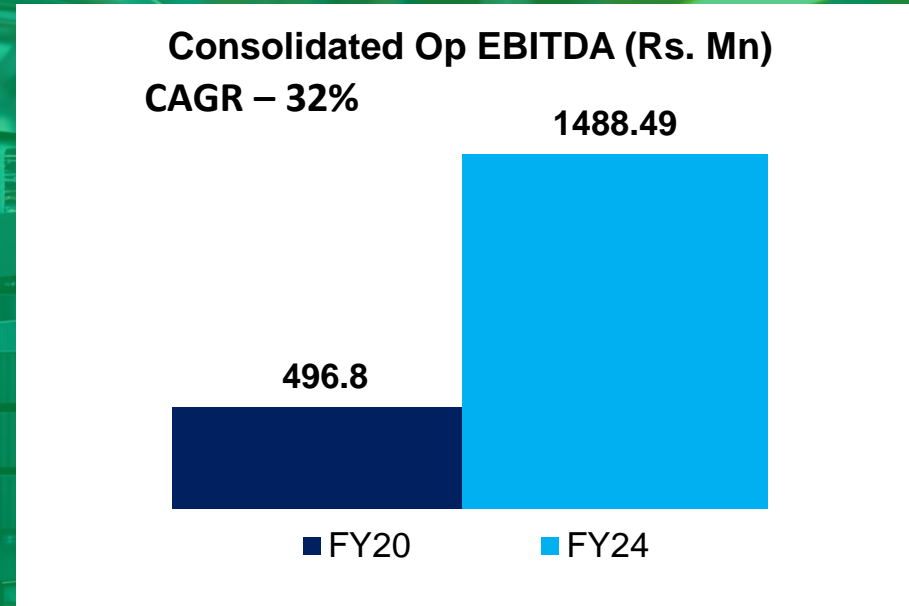
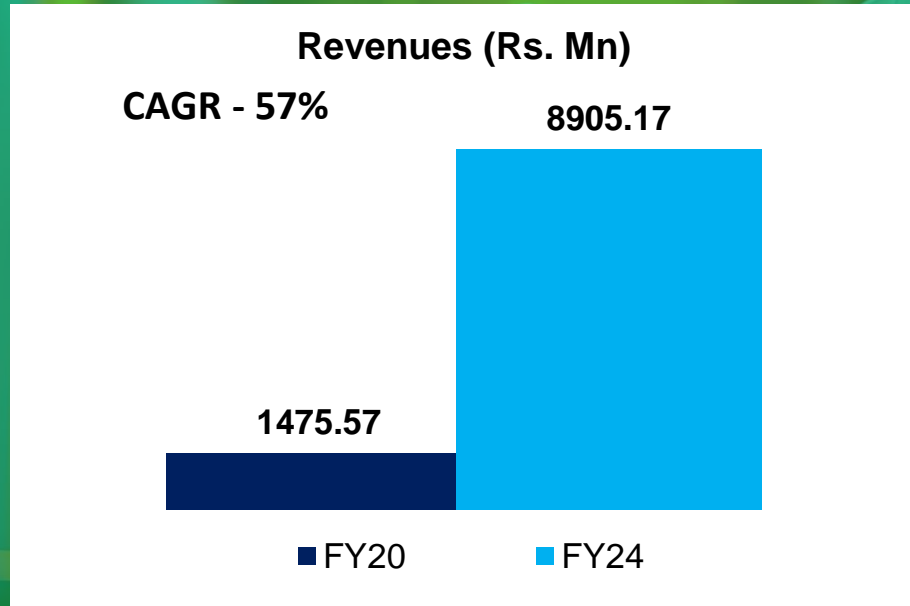
## Highlights (Q1FY25 v Q4FY24):

- Revenue from operations has increased on account of increase in volume which is also marginally offset by reduction in PNG-I price in FS.
- EBITDA has increased by 49% on account of higher volume.
- PBT and PAT are up by 60% and 108% respectively.

# Business Updates

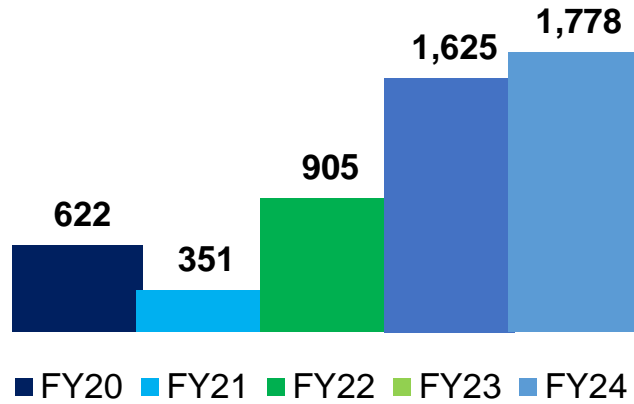
- Company has achieved peak CNG sales of 0.33 MMSCMD in Q1FY25.
- 1<sup>st</sup> PNG Commercial connection commissioned in Tiruchirappalli.
- 19 no. of operational CNG stations in Namakkal and Tiruchirappalli GA as on June 30, 2024.
- Aggressive marketing activities being done in Namakkal and Tiruchirappalli GA to cede the CNG demand. This has resulted into higher sale of CNG fitted 3-wheelers against the LPG variants.
- Work at 1<sup>st</sup> DODO and 1<sup>st</sup> COCO CNG station in progress at Namakkal and Tiruchirappalli GA.
- Long term credit rating of company upgraded from A+/Stable to AA-/Stable by CRISIL Ratings and IndiaRatings
- While the discussion on rationalizing the license fees is continuing with the Promoter Trust, pending finalization of the same, the Company has accounted for full amount of the license fee as per the prevailing contractual arrangement. The management is hopeful for early resolution.
- Company is witnessing gradual increase in PNG-I volume in FS GA due to addition of new customers and switch-over of a few old customers (from coal to PNG). NGT and state pollution control board (PPCB) are also encouraging industries to use cleaner fuel instead of coal which will also lead to further increase in volume in coming months.

# Financial Performance

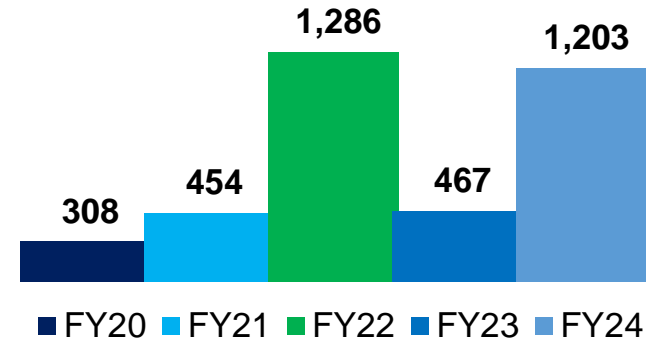


# Value Creation for Shareholders

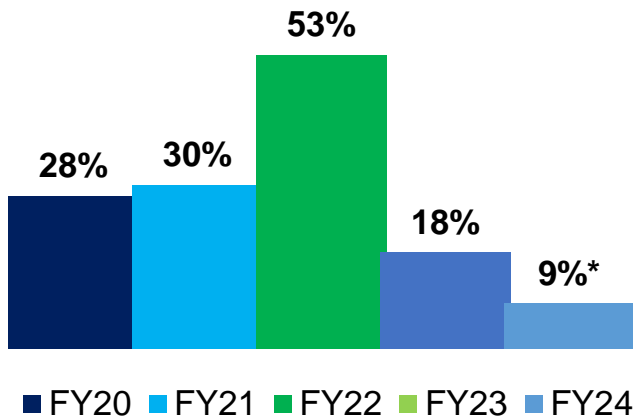
CAPEX (Rs. Mn)



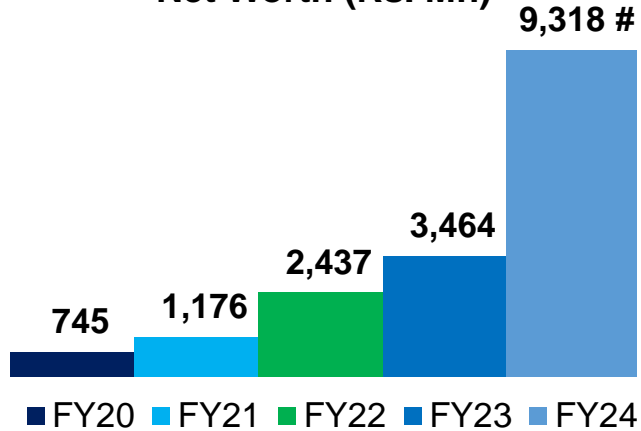
Cash Flow from Operations (Rs. Mn)



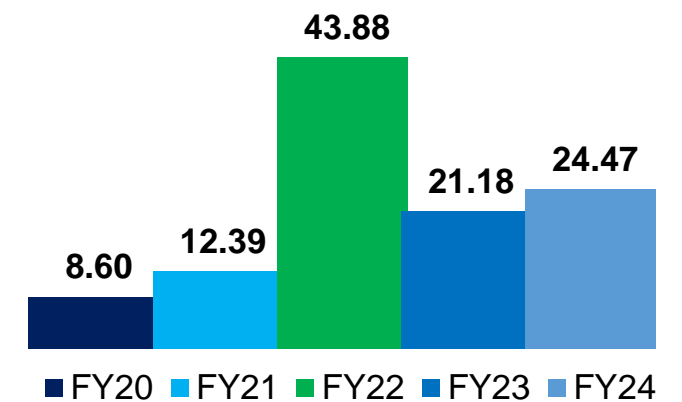
Return on Equity (%)



Net Worth (Rs. Mn)



Earning Per Share (Rs.)



\*Lower ROE for FY 24 is on account of higher base due to IPO

#Significant increase in net worth for FY 24 is on account of IPO

# Thank You

