



IRM Energy Limited

Committed. Capable. Confident.

BSE (scrip code)- 544004
 NSE (symbol)- IRMENERGY
 ISIN- INE07U701015




Investor Presentation

Q3

2024-25

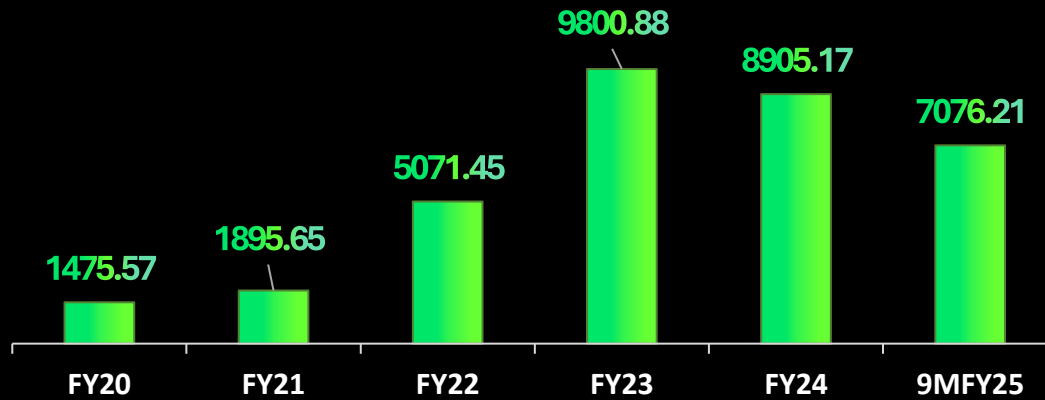
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EXPANDING, DIVERSIFYING, AND PROGRESSING SUSTAINABLY.

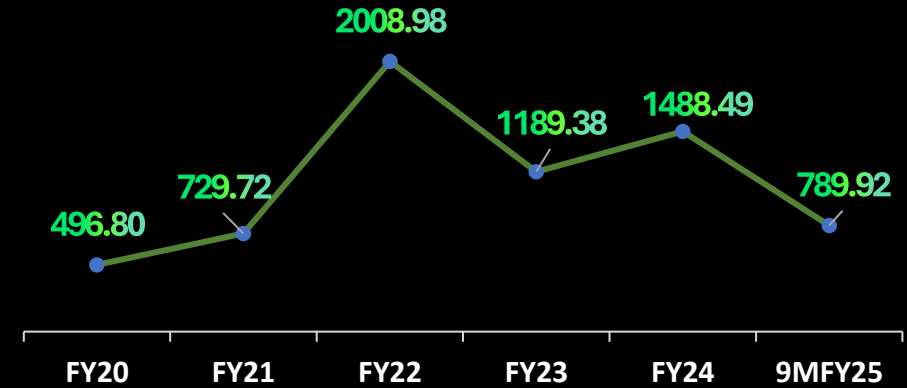
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IRM Energy - Journey So Far

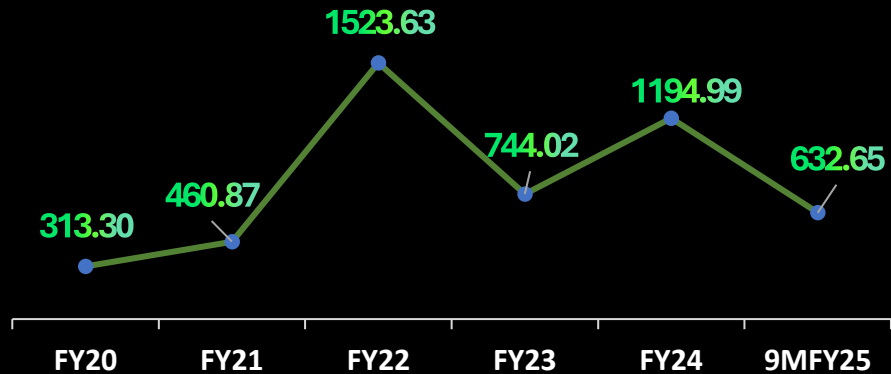
Revenue (Net)



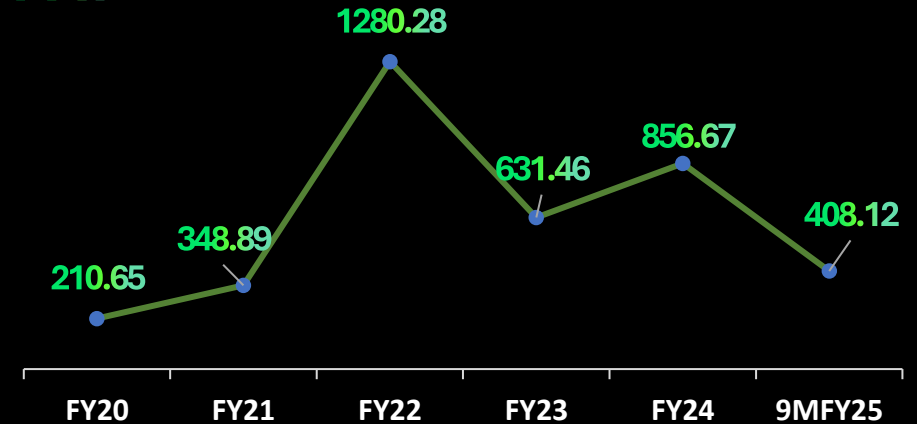
Op.EBITDA



PBT




PAT



All numbers are in Rs. Mn on consolidated basis

Business Updates

- 1. 2 CNG stations, 1943 domestic customers, 14 commercial customers and 2 industrial customers added in Q3FY25**
- 2. Highest ever CNG volume of 28.25 mmscm achieved in Q3FY25, increase by 6% as compared to 26.67 mmscm in Q3FY24 on the back of investment in CNG Station infrastructure**
- 3. The Industrial volume witnessed strong recovery at 22.19 mmscm during Q3, which is 25% higher as compared to volume of 17.76 mmscm in the corresponding quarter of the previous year**
- 4. Company has spent CAPEX of Rs. 905.21 Millions during 9 month period ending on 31.12.2024**
- 5. Achieved milestone of 300 commercial customers in Banaskantha GA and 100 commercial customers in Fatehgarh Sahib GA in Jan '25**
- 6. Redeemed the unlisted preference share capital, at par, out of profit of the Company in Feb '25**
- 7. Company continues to have Long term credit rating of AA-/Stable**



Q-o-Q Consolidated

	Revenue	Op. EBITDA	PAT
Q3FY25	2,508	222 9%	101 4%
Q2FY25	2,315	265 11%	120 5%

- Revenue from operations has increased by ~ 8% due to increase in overall volume
- EBITDA has decreased by ~16% on account of lower allocation of APM gas, higher opex

All numbers are in Rs. Mn

Y-o-Y Consolidated

	Revenue	Op. EBITDA	PAT
Q3FY25	2,508	222 9%	101 4%
Q3FY24	2,261	422 19%	238 11%

- Revenue from operations has increased by ~ 11% due to increase in overall volume by ~ 6%
- EBITDA has decreased by ~ 47% on account of lower allocation of APM gas, higher opex and provision of royalty/license fees

All numbers are in Rs. Mn

9MFY25
— 0 —
9MFY24
Consolidated



	Revenue	Op. EBITDA	PAT
9MFY25	7,076	790 11%	408 6%
9MFY24	6,763	1,263 19%	767 11%

All numbers are in Rs. Mn

CGD Infrastructure Overview

IRM ENERGY LIMITED (IRMEL)

IRM Energy has been granted authorization by PNGRB for four Geographical Areas (GAs), encompassing six districts



CGD Infrastructure as on 31st December 2024

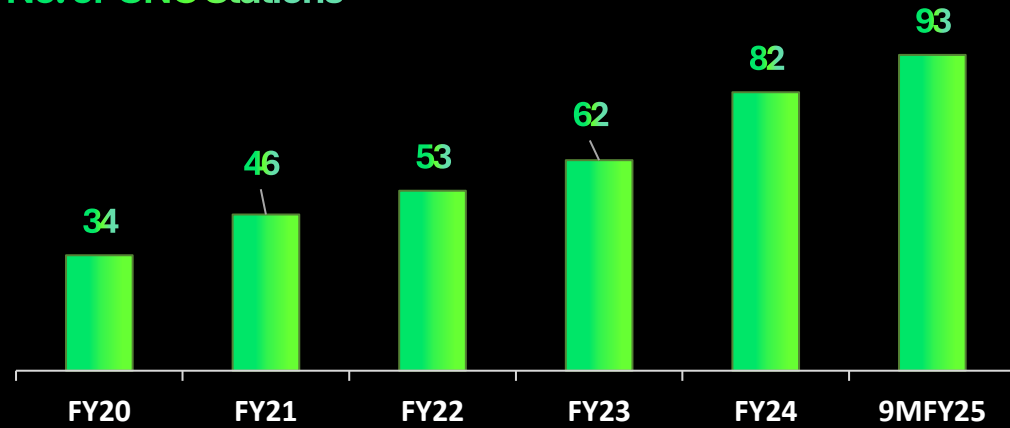
	Domestic	Commercial	Industrial	CNG Stations*	Dispensing Points	Steel & MDPE Pipeline	
Cumulative	73,495	395	209	93	346	5,464	2,626
						Inch Km	Km

- IRM Energy operates a robust CGD infrastructure including CNG stations, dispensing points, and steel & MDPE pipelines
- The company caters to domestic, commercial, industrial customers and transport segment across its operational areas

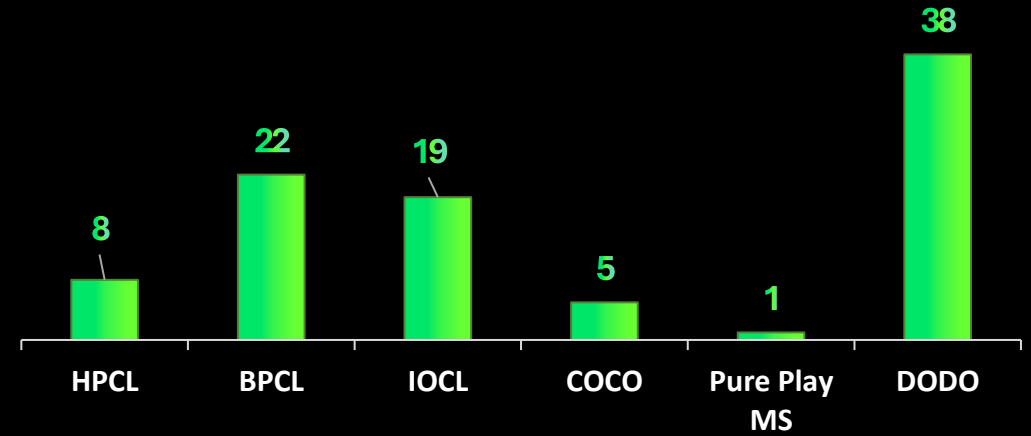
*Includes 2 numbers of LCNG Station

CNG Stations Details (Cumulative Company Level)

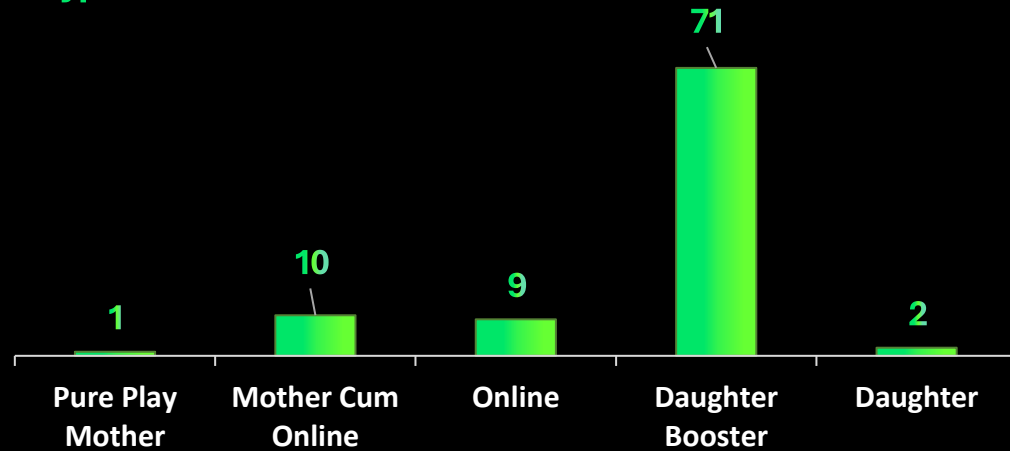
No. of CNG Stations



CNG Stations Modality



Type of CNG Stations



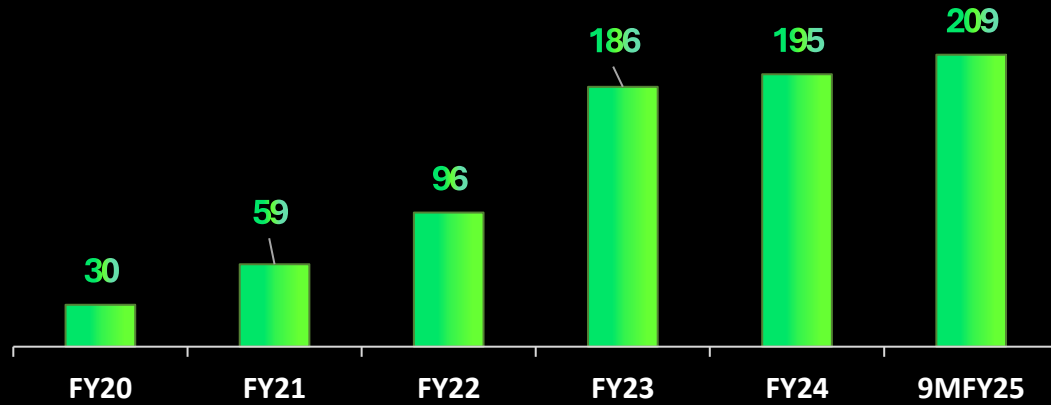
CNG Stations Operated by



- 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 December 31, 2024

PNG Segment Details (Cumulative Company Level)

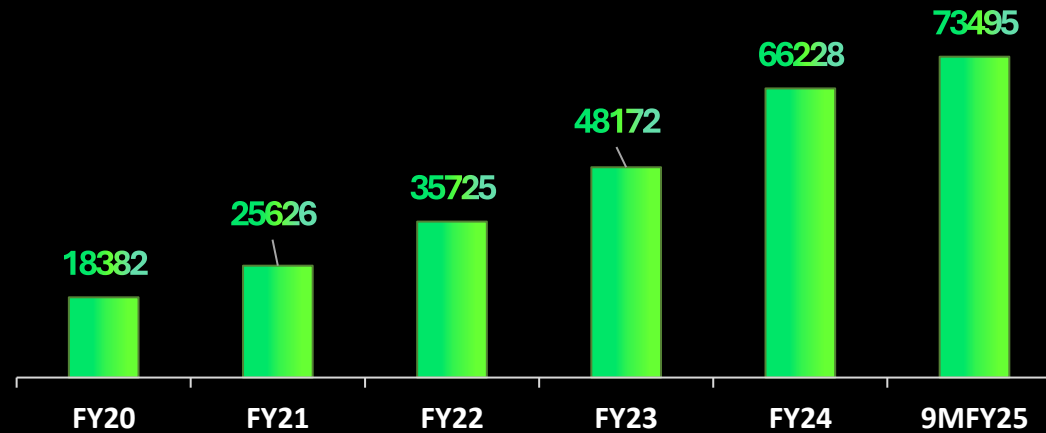
No. of Industrial Customers



No. of Commercial Customers



No. of Domestic Customers



Key Business Metrics

44%_{44%}

Banaskantha

46%_{46%}

Fatehgarh Sahib

7%_{7%}

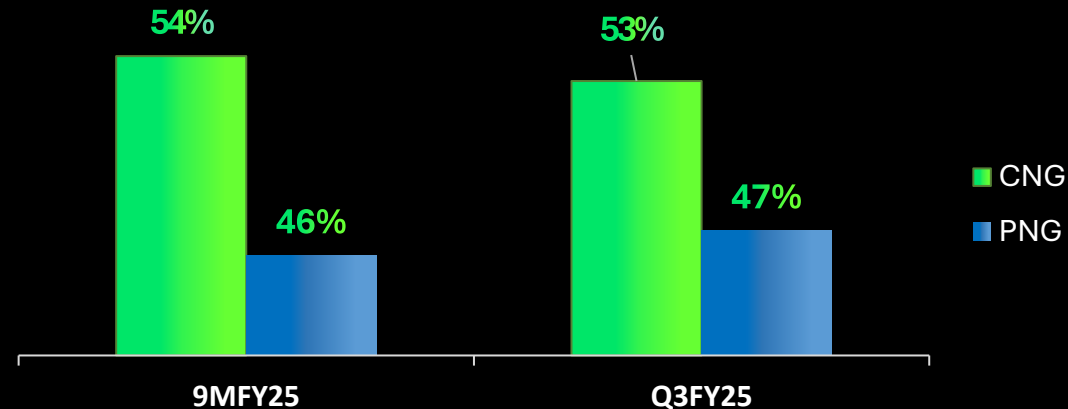
Diu & Gir Somnath

3%_{3%}

Namakkal & Trichy

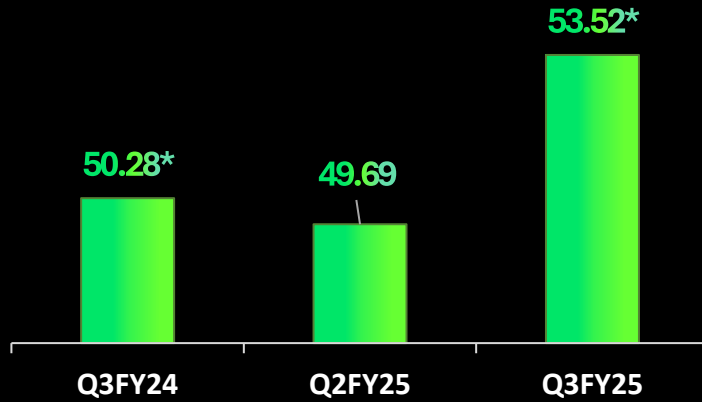
Geographical Area wise volume share – 9MFY25_{Q3FY25}

Volume Mix

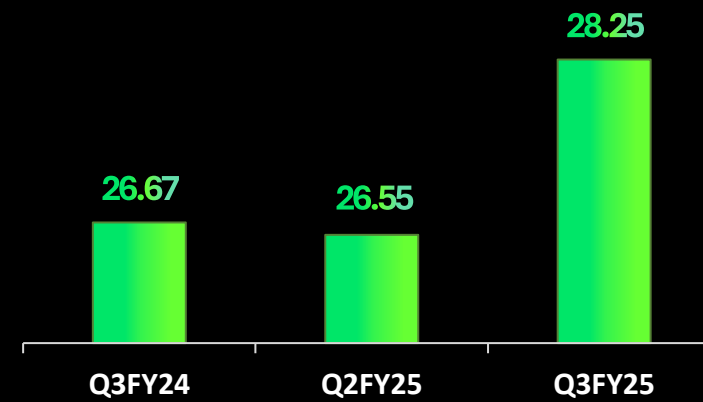


Operational Highlights for Q3FY25 - Volume

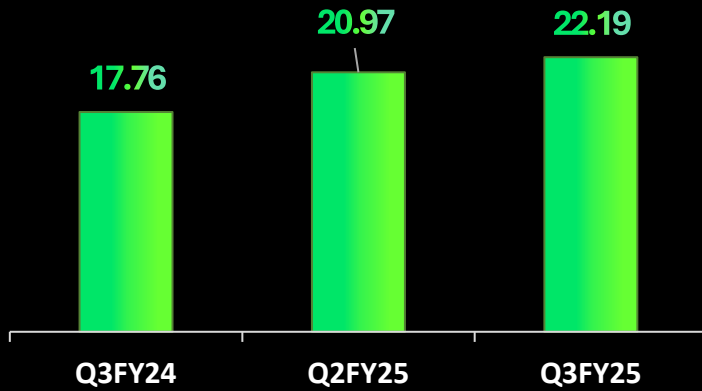
Total Volume (mmscm)



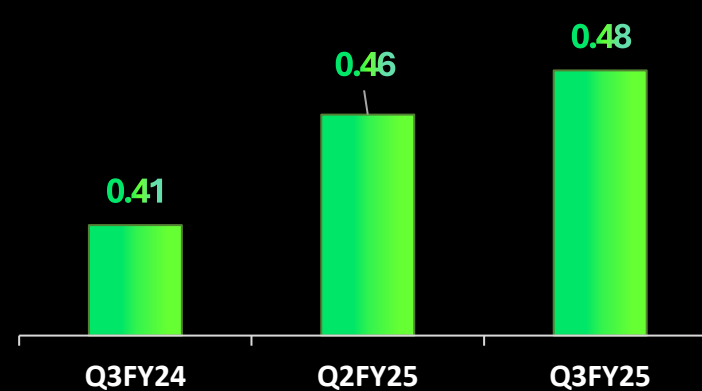
CNG Volume (mmscm)



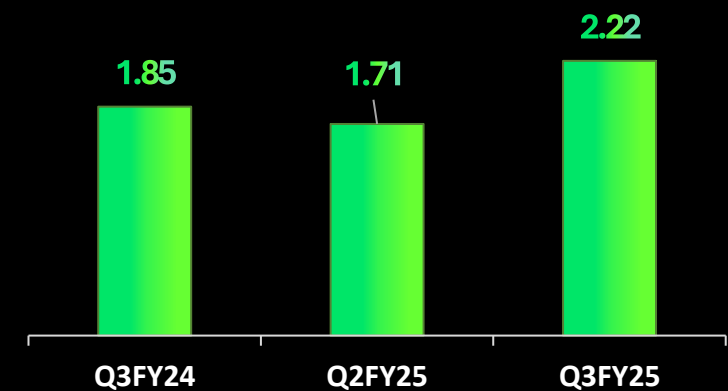
PNG Industrial (mmscm)



PNG Commercial (mmscm)



PNG Domestic (mmscm)



- Industrial Volume increased by ~ 25% Y-o-Y
- Commercial Volume increased by ~17% Y-o-Y
- *Differential Quantity in Q3FY24 and Q3FY25 denotes trading volume

Status of Minimum Work Programme

		Target as on Dec 2024		Actual as on Dec 2024	
1	Pipeline Infrastructure (Inch Km)	BK – 1,800	FS – 650	BK – 2,828	FS – 1,323
		DGS – 118	NT – 54	DGS – 97	NT – 139
2	CNG Stations (Nos)	BK – 00	FS – 00	BK – 43	FS – 11
		DGS – 17	NT – 00	DGS – 15	NT – 24
3	PNG Domestic Connections (Nos)	BK – 28,021	FS – 5,905	BK – 57,852	FS – 6,508
		DGS – 29,575	NT – 00	DGS – 8,887	NT – 248

CAPEX Spent YTD_ FY25 (Rs.- In Million)

BK

Banaskantha

- 9MFY25 - Rs.335.94
- Till date - Rs.3,459.93

Fatehgarh Sahib

- 9MFY25 - Rs.52.97
- Till date - Rs.1,748.95

FS

Total Capex
as on 31.12.2024
Rs. 8,003.49

Diu & Gir Somnath

- 9MFY25 - Rs.151.75
- Till date - Rs.1,230.99

DGS

Namakkal & Trichy

- 9MFY25 - Rs.364.55
- Till date - Rs.1,563.62

NT

Standalone Financial Results

Particulars	Q3FY25 Unaudited	Q2FY25 Unaudited	Q3FY24 Unaudited	9M FY25 Unaudited	9M FY24 Unaudited	FY24 Audited
Revenue from Operations	2,733	2,502	2,429	7,674	7,249	9,565
Other Income	69	91	71	254	140	238
Total Income	2,802	2,593	2,500	7,928	7,389	9,803
Cost of Goods Sold #	1,923	1,710	1,635	5,251	4,886	6,465
Excise Duty	226	187	168	597	487	660
Employee Benefits Expense	48	39	33	125	89	124
Other Expenses	315	302	170	910	524	827
EBITDA	290	355	494	1,045	1,403	1,727
Depreciation and Amortisation Expense	81	86	73	249	191	265
EBIT	209	269	421	796	1,212	1,462
Finance Costs	50	61	70	163	182	267
Profit before Tax	159	208	351	633	1,030	1,195
Tax Expense (current + Deferred)	51	79	108	208	227	280
Profit for the period/year	108	129	243	425	803	915

Cost of goods sold = Purchases of stock-in-trade of natural gas + Changes in Inventories
All numbers are in Rs. Mn

Consolidated Financial Results

Particulars	Q3FY25 Unaudited	Q2FY25 Unaudited	Q3FY24 Unaudited	9M FY25 Unaudited	9M FY24 Unaudited	FY24 Audited
Revenue from Operations	2,733	2,502	2,430	7,674	7,250	9,565
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Total Income	2,802	2,593	2,501	7,928	7,390	9,803
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Excise Duty	226	187	168	598	487	660
Employee Benefits Expense	48	39	34	125	90	124
Other Expenses	315	302	170	910	524	828
EBITDA	290	355	494	1,044	1,403	1,726
Depreciation and Amortisation Expense	81	86	73	249	191	264
EBIT	209	269	421	795	1,212	1,462
Finance Costs	50	61	70	162	182	267
Profit before Tax	159	208	351	633	1,030	1,195
Tax Expense (current + Deferred)	51	79	108	208	227	280
Share of Profit/(Loss) of JCE (Net of Tax)	(7)	(9)	(5)	(17)	(36)	(58)
Profit for the period/year	101	120	238	408	767	857

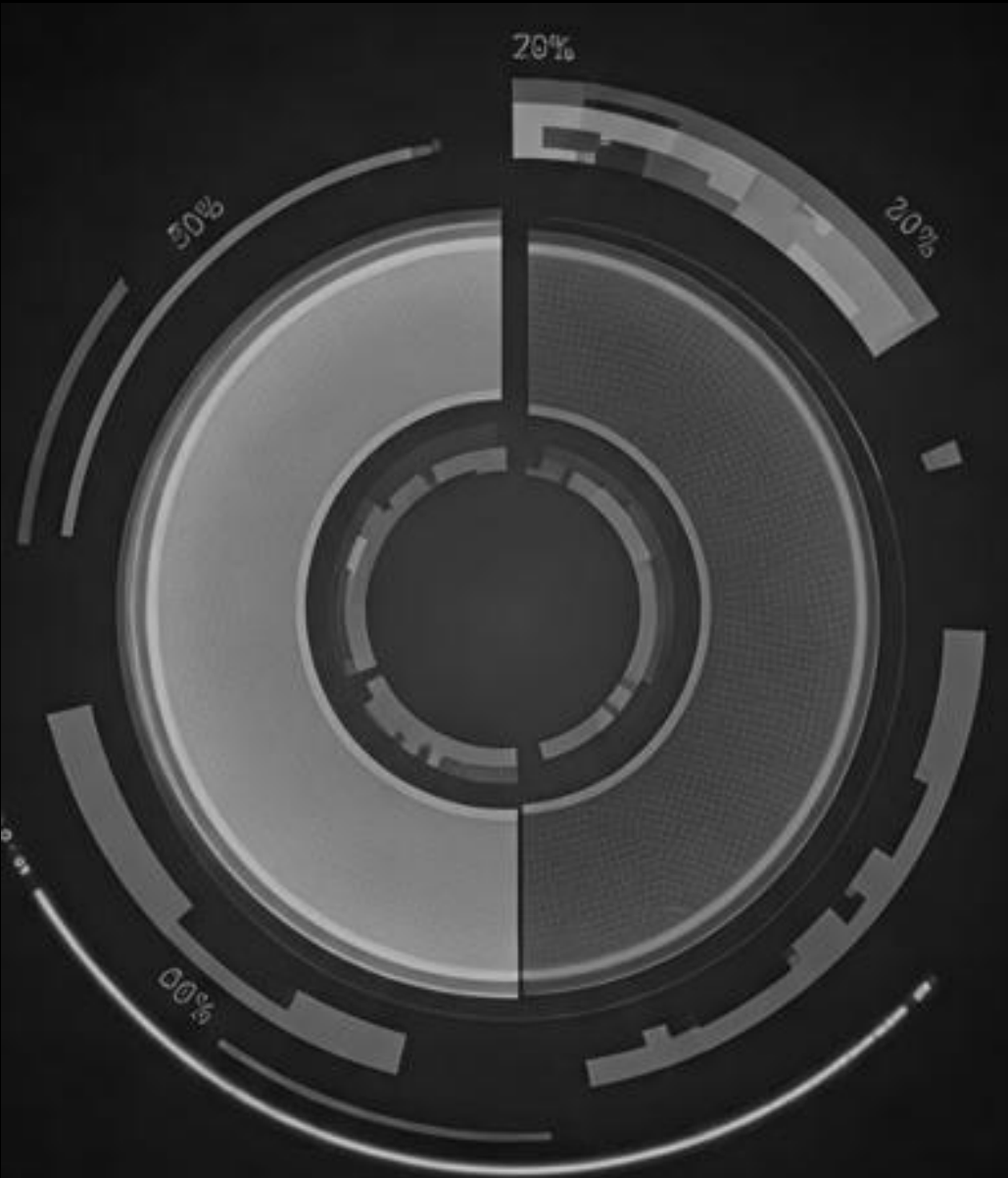
Cost of goods sold = Purchases of stock-in-trade of natural gas + Changes in Inventories
All numbers are in Rs. Mn

IPO Fund Utilization as on December 31, 2024

Objects of Issue	Amount as per Offer Document (A)	Amount Utilised (B)	% Amount Utilised (C)	Pending to be Utilized (D = A - B)
Funding capital expenditure requirements for development of the City Gas Distribution network in the Geographical Areas of Namakkal and Tiruchirappalli (Fiscal 2024-2027)	3,072.62	380.77	12.39%	2,691.85
Prepayment or repayment of all or a portion of certain outstanding borrowings availed by the Company	1,350.00	1,350.00	100.00%	0.00
General Corporate Purposes	534.97	452.21	84.53%	82.76
Total	4,957.59	2,182.98	44.03%	2,774.61

All numbers are in Rs. Mn

Shareholding Pattern as on December 31, 2024



Category	%holding
Promoter Group	50.07
Bodies Corporate	22.40
Resident Individuals	15.42
Foreign Portfolio Investors & Foreign Company	3.82
Mutual Funds & Insurance Companies	6.96
Others	1.33

The shareholding pattern reflects a balanced distribution, with significant holdings from promoter groups and institutional investors

Awards and Accolades



IRM Energy Limited

Recognized as “One of the Best Brands – 2024” by ET Edge at the 7th Edition of the ET Now Best Brands Conclave 2024



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.

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