



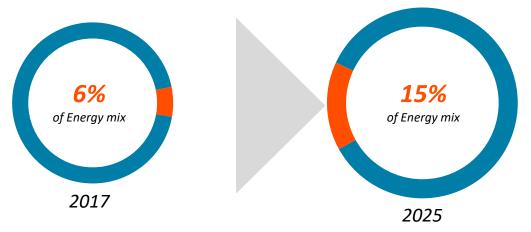
KHUL KE SAANS LO

Smart City Gas Distribution

CONFIDENTIAL- FOR INTERNAL USE ONLY

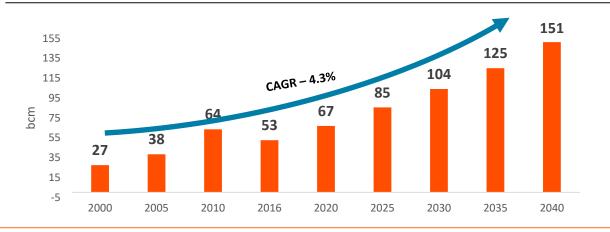
Moving towards a Gas Based Economy

1 Natural Gas expected to contribute 15% of India's energy needs

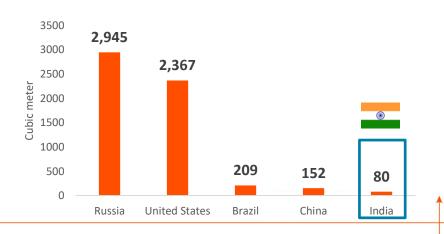


22 of world's 30 most polluted cities are in India

Expected growth in Natural Gas consumption in India



Relatively low per capita consumption

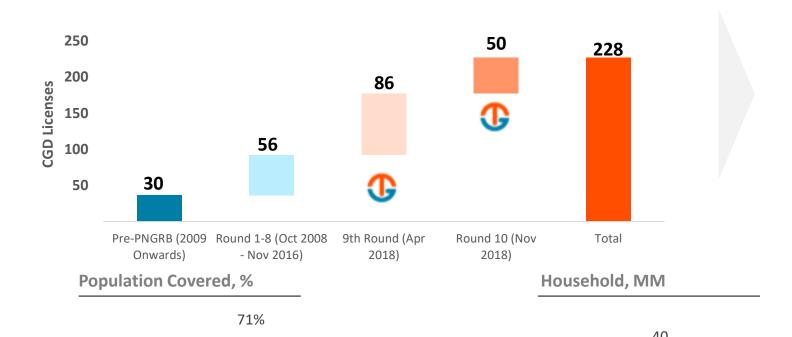




10.0x

Growth of CGD Networks in India

1 Number of CGD Licences Rolled Out by PNGRB

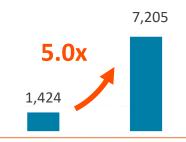


~400 Districts

~53% of Area

~70.5% of Population





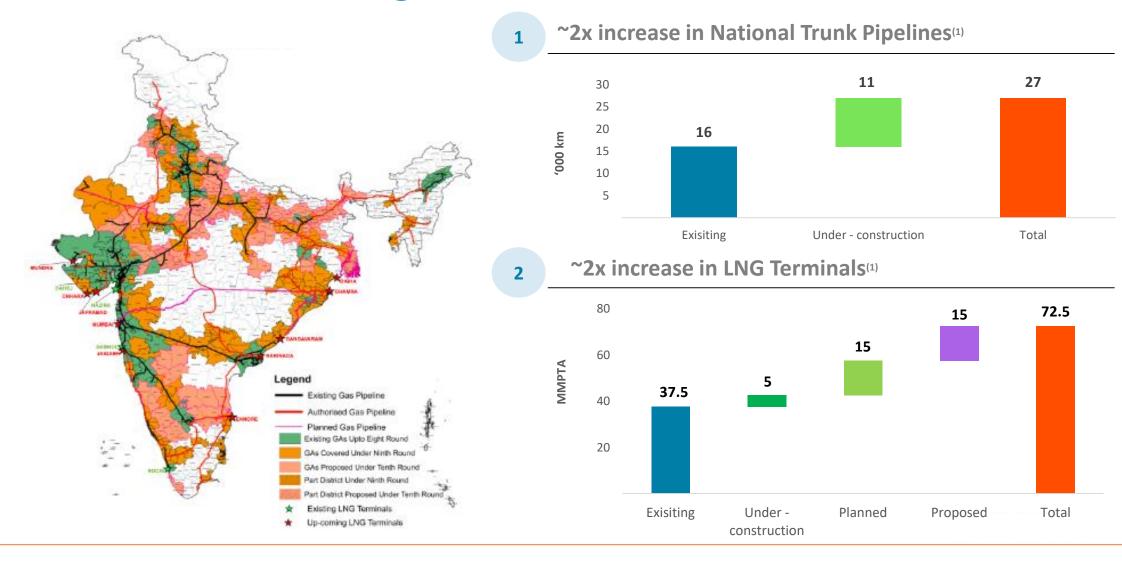


3.5x

20%

Sources: PNGRB, Others

Robust and Growing Infrastructure





About Us

Established in 2018, we are an environmentally-conscious company that aims to benefit the country with the distribution of cleaner fuel to consumers.

We won 5 concessions over two CGD bidding rounds conducted by the PNGRB to build city gas distribution infrastructure and supply natural gas across 10 districts and acquired stake in an existing city gas operator.

We are headquartered in Noida, India and have over 185 employees.



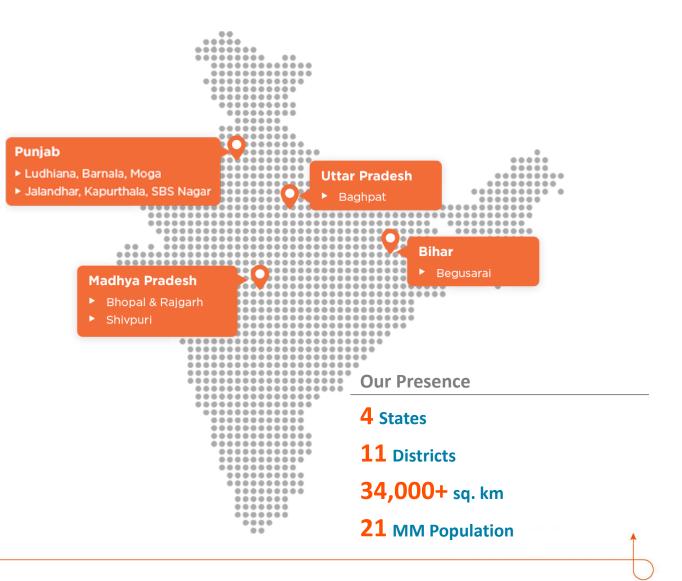
Our Mission

Empower the people of India to switch from petrol, diesel, coal, furnace oil and other polluting fuels to natural gas, a much cleaner and environmentally friendly fuel. We are creating the infrastructure and ecosystem to accelerate the penetration, availability and use of natural gas for all consumers.



Our Vision

We aspire to promote an energy ecosystem in India that fuels sustainable development and ensures growth and prosperity for everyone.





What We Do

Build City Gas Distribution Infrastructure

We build the city gas distribution network required to supply natural gas to the various consumers.

We have infrastructure exclusivity for 25 years in the areas authorized to us by the PNGRB.

Planned Key Assets



City Gate Stations



Steel Pipeline



245

CNG Stations



LCNG Stations

Operational/Executed Assets



CNG Stations



31km Steel Network(1)



Market and Distribute Natural Gas

We market and distribute natural gas to Households, Vehicle Users, Commercial establishments and Industries.

We have marketing exclusivity for 8 years (4) in the areas authorized to us by the PNGRB.



Supply Piped Natural Gas (PNG) to households



Supply Compressed Natural Gas (CNG) to vehicle users



Supply Piped Natural Gas (PNG) to commercial establishments

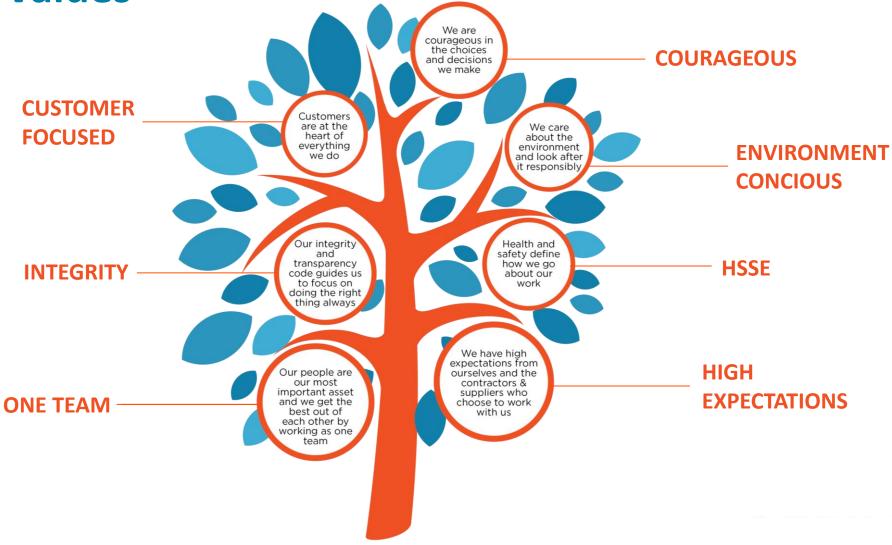


Supply Piped Natural Gas (PNG) to Industries



MoU

Our Core Values





Our Shareholder - I Squared Capital

I Squared Capital (ISQ) is an independent global infrastructure investment manager focusing on energy, utilities, telecom and transport in the Americas, Europe and Asia.

ISQ manages over US\$ 13Bn in assets.

ISQ Portfolio

Midstream & Downstream

CLEAN ENERGY

EAGLECLAW MIDSTREAM

energia group

① THINK GAS











Large Gas Power Generation









Shareholding in THINK Gas







Breakthrough Moments

Mar 2018

Aug 2018

Mar 2019

Jun 2019

Jul 2019

Dec 2019

Jan 2020



12-member due diligence team



Winning four bids in the 9th bid round



Winning one bid in the 10th bid round



Acquiring stake in Bagpat CGD



Station in Punjab & commencement of pipeline laying works across assets



Launching the THINK Gas brand



Commissioning of 1st CNG station in Bhopal and Bagpat















Distributed LNG Strategy

THINK Gas plans to supply Natural Gas through "Virtual Pipeline" in regions not connected through gas pipeline or are not yet authorized by PNGRB



- Procure LNG from existing LNG terminals at different ports in India
- LNG may also be procured directly from suppliers and imported through ISO containers to container ports in India
- Transport LNG to LCNG stations through cryogenic tanks/ISO containers installed on dedicated trucks

- Each LCNG station will be strategically located and will function as an independent City Gate Station (CGS) cum CNG mother station
- It would have adequate storage capacity and would have facilities to dispense both CNG and LNG (as transportation fuel)
- It would also have facilities to fill cascades to service demand from daughter booster stations

- LCNG station would feed steel and MDPE pipelines to supply Natural Gas to Households and Commercial and Industrial segments
- Several DBS would be fed through cascades



Key Focus

- Creating an ecosystem to empower customers to use green fuel
- Building new customer experience
 - Customer engagement
 - Communication is key to build trust
 - Introducing systems & procedures with help of new technologies
- Building partnerships with customers which helps them experience economic advantage
- We are courageous in the choices and decisions we make
- Safety, Innovation and Transparency are the integral part



Challenges

Household segment

- Enrolment process shall have new approach to have larger customer participation
- Gap in Enrolment and Commissioning to be eliminated
- Billing process to be simplified
- Payment system shall neutralize bad debts
- New material & methods to emerge to meet architectural challenges

CNG segment

- Ecosystem to provide product availability
- Build resources to minimize waiting time
- Adopt Technology & Innovation for efficient dispensing
- Safety is prime focus area
- Feel responsible for Environment



