

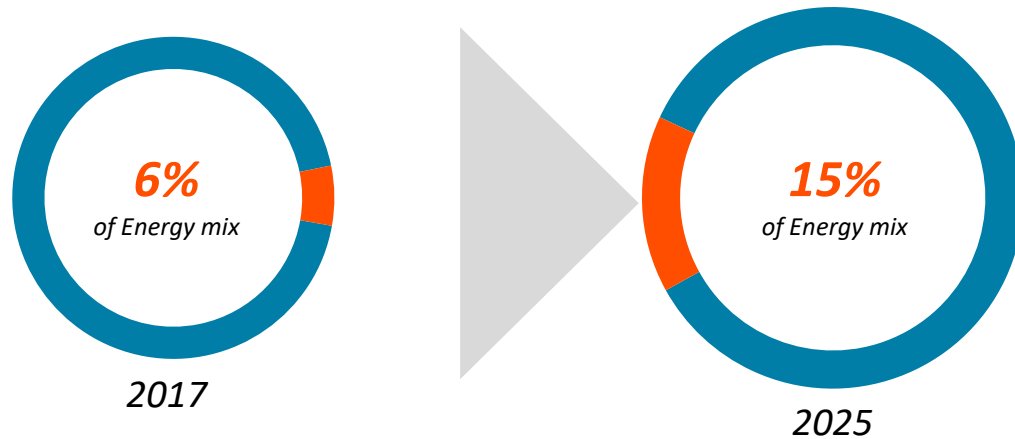


KHUL KE SAANS LO

Smart City Gas Distribution

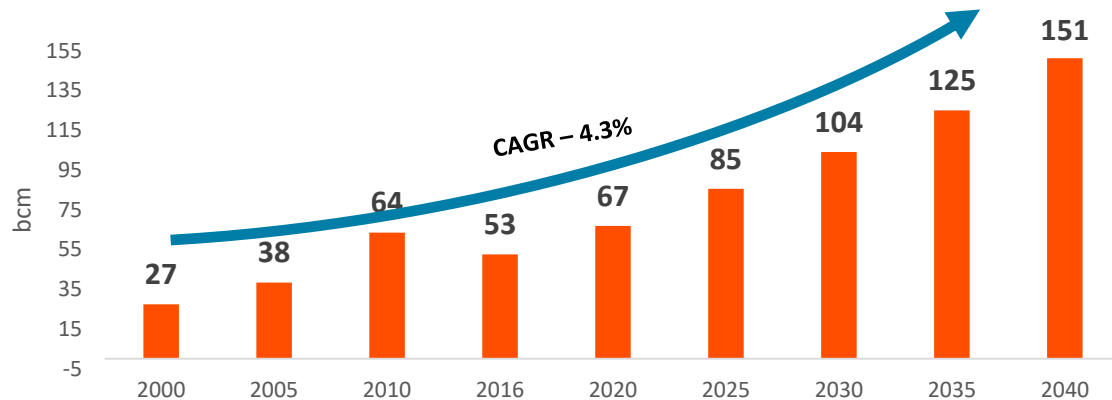
Moving towards a Gas Based Economy

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

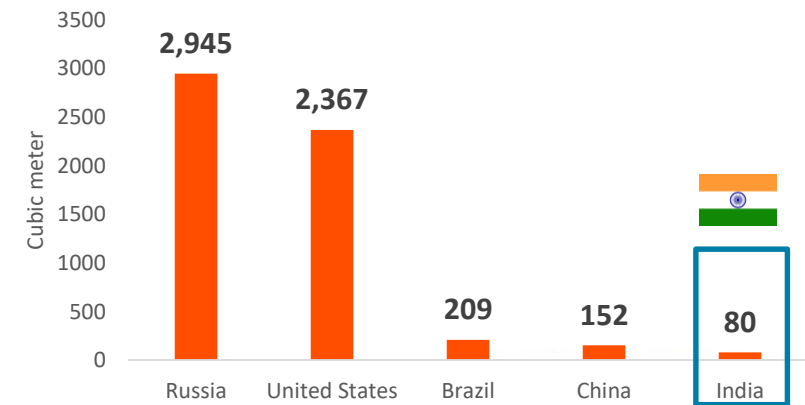


22 of world's 30 most polluted cities are in India

2 Expected growth in Natural Gas consumption in India



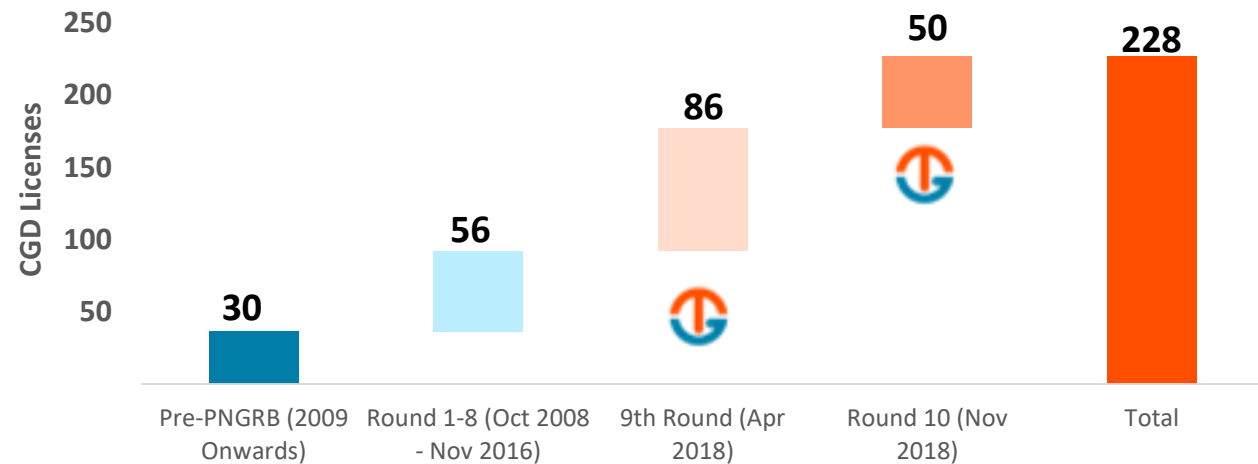
Relatively low per capita consumption



Growth of CGD Networks in India

1

Number of CGD Licences Rolled Out by PNGRB

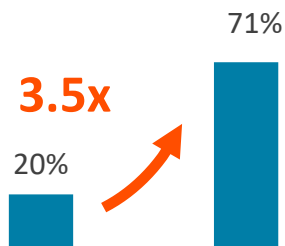


~400 Districts

~53% of Area

~70.5% of Population

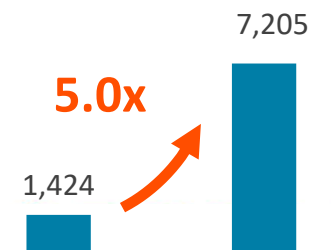
Population Covered, %



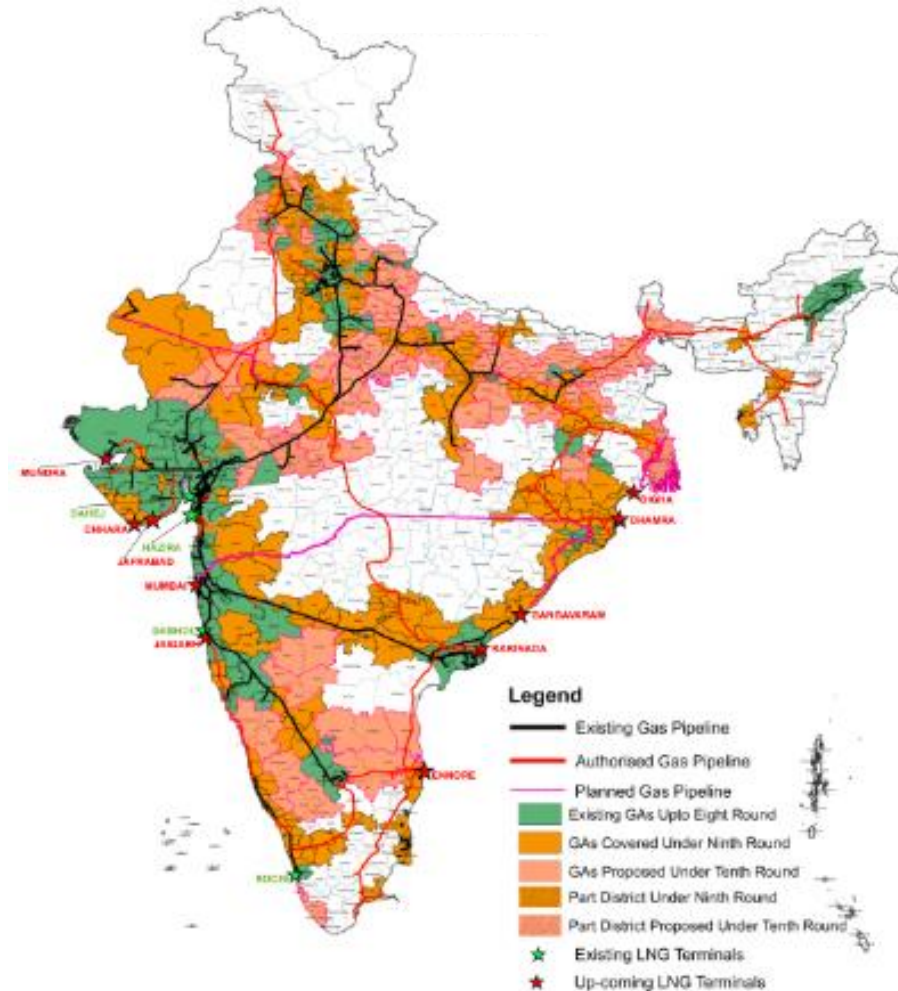
Household, MM



CNG Stations, nos.

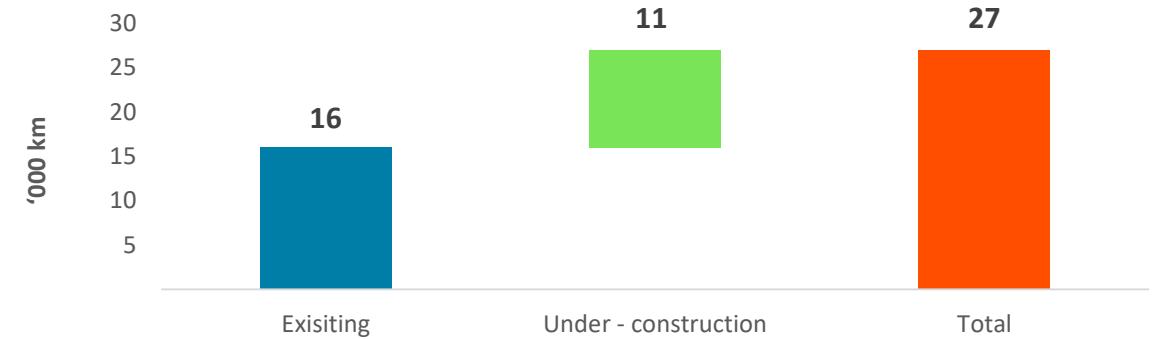


Robust and Growing Infrastructure



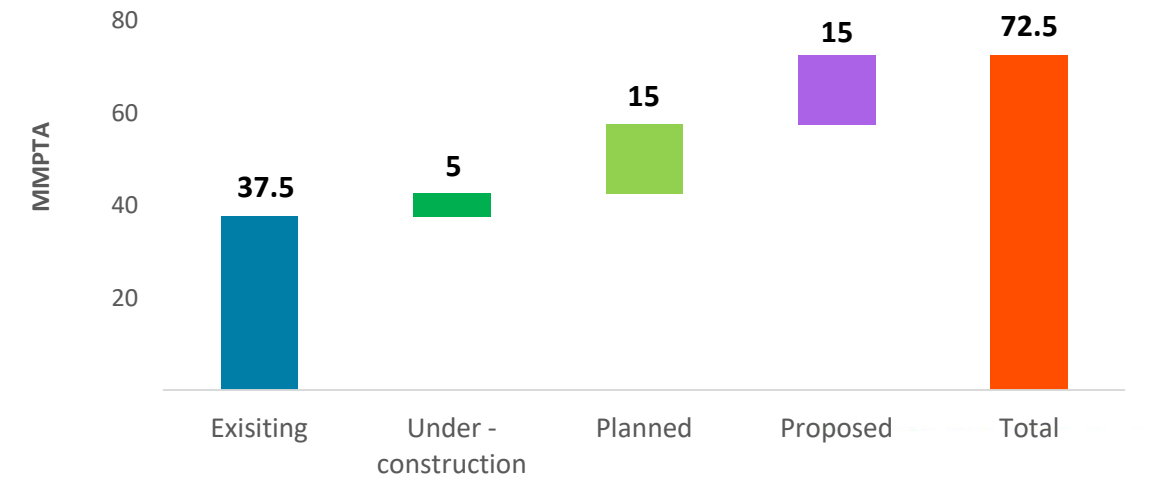
1

~2x increase in National Trunk Pipelines⁽¹⁾



2

~2x increase in LNG Terminals⁽¹⁾



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.



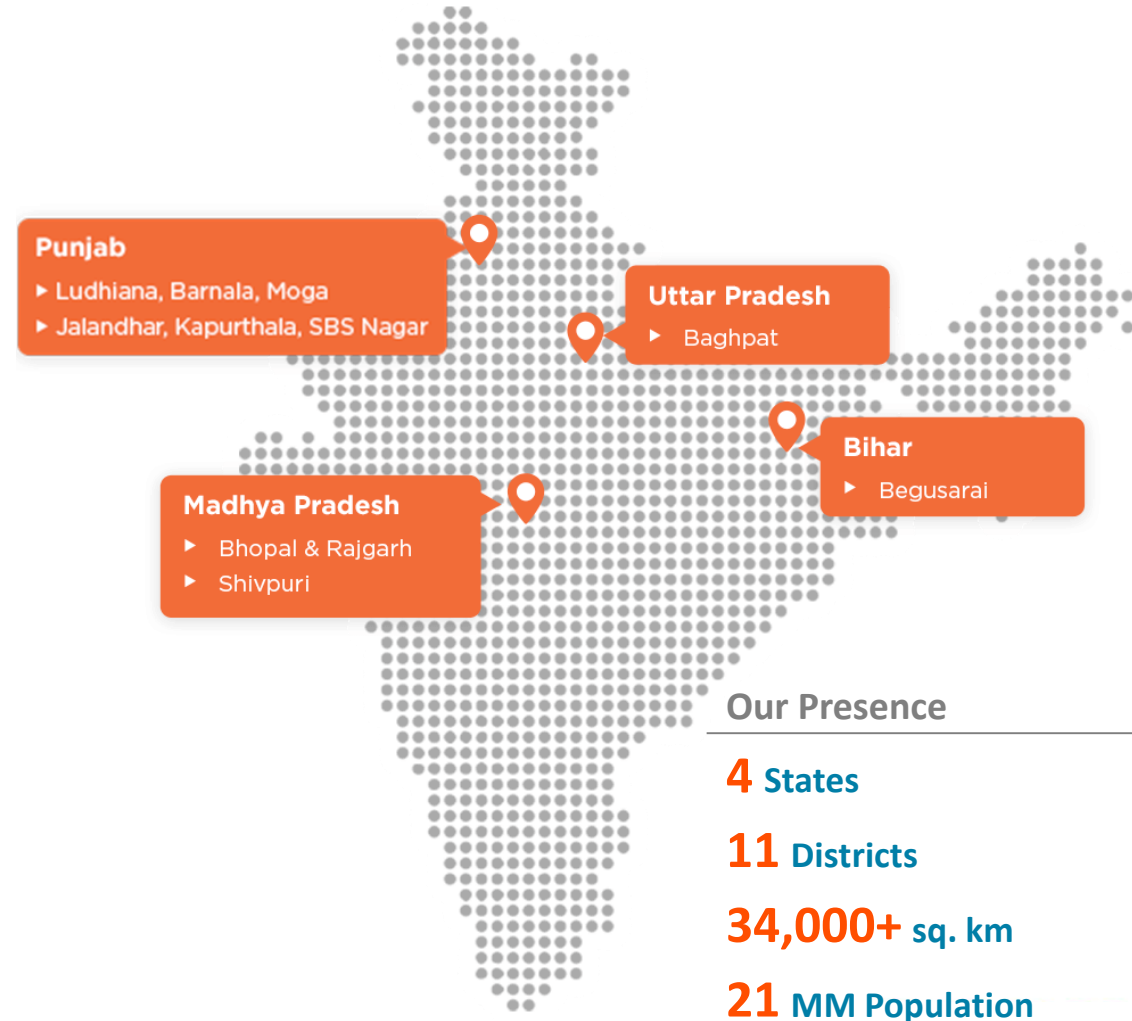
Our Mission

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



11

City Gate Stations



245

CNG Stations



760km +

Steel Pipeline



5

LCNG Stations

Operational/Executed Assets



16

CNG Stations



31km

Steel Network⁽¹⁾



25

Cascade Mounted LCVs

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 Piped Natural Gas (PNG) to commercial establishments



Supply Compressed Natural Gas (CNG) to vehicle users

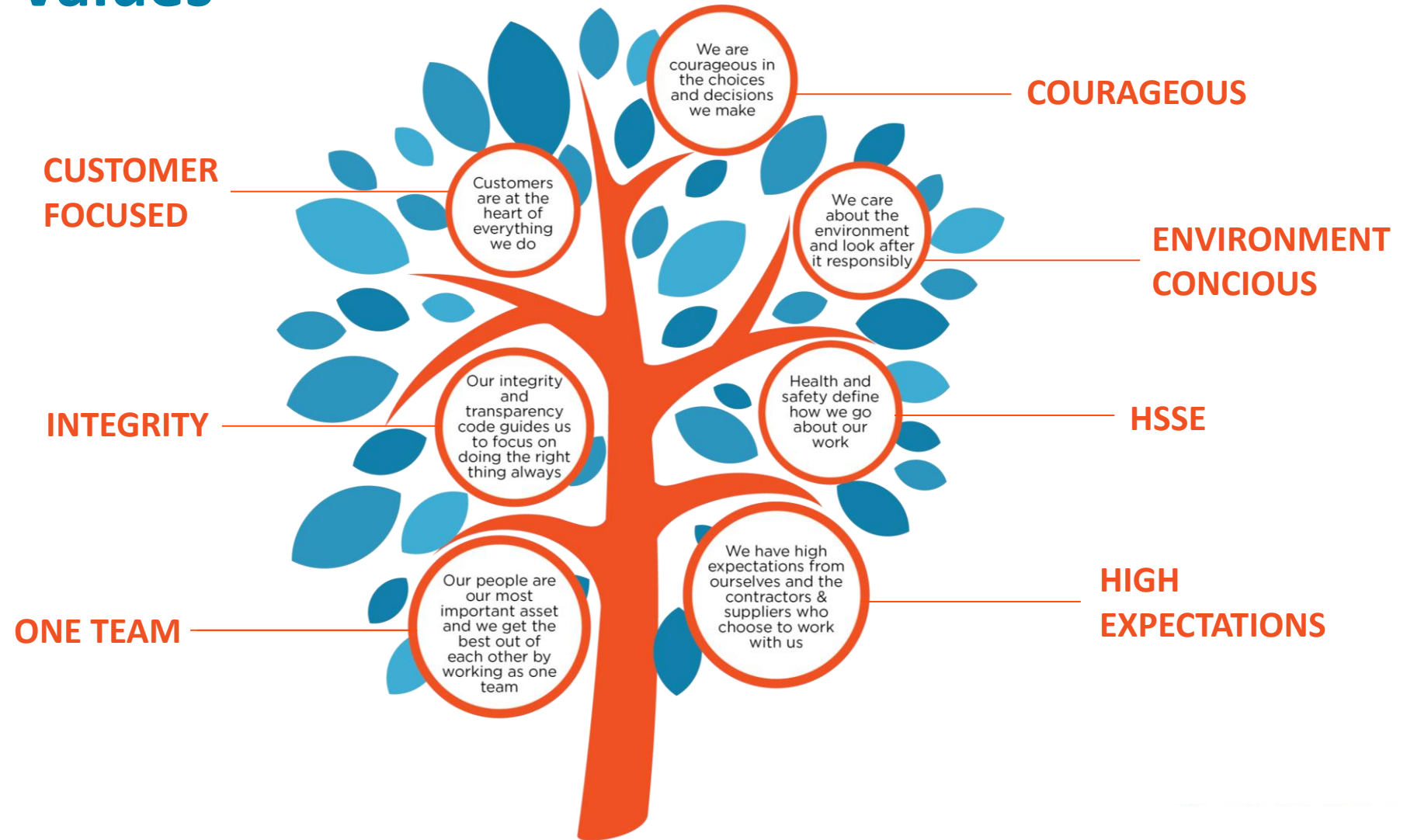
2,000+
Vehicle Users



Supply Piped Natural Gas (PNG) to Industries

11+
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



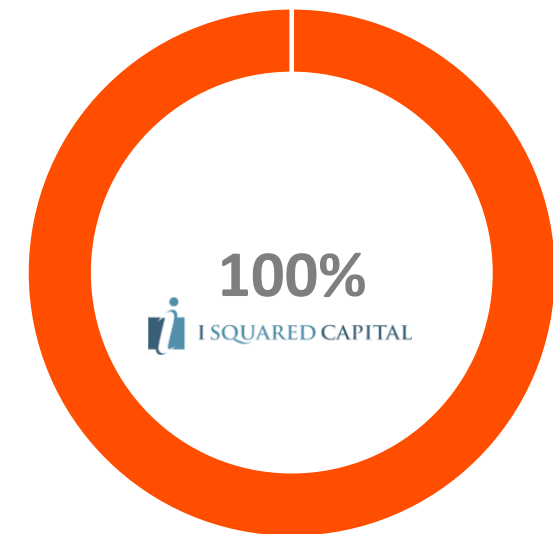
Distributed Generation & CHP



Large Gas Power Generation



Shareholding in THINK Gas



Breakthrough Moments



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



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



THINK GAS

