



**Sector**  
Energy

**Investment Date**  
April 2009

**Exit Date**  
March 2015

**Investment Amount**  
INR 200 mn

**Gross IRR**  
27%

**Cash Multiple**  
4.1x

## Company Description

- A city wide gas distribution (CGD) company in the city of Pune (the 3<sup>rd</sup> largest CGD market)
- Gas supply to the transportation, residential, commercial and industrial sectors

## Investment Rationale

- Sourced off-market by leveraging relationships
  - The Manager had invested in Indraprastha Gas Limited (IGL) in 2000. IGL was the pioneer of the CGD business in India
  - The Manager supported IGL's expansion plans; led to IGL becoming one of India's largest gas distribution companies
  - Once size was attained, the Manager promoted IPO as an efficient and value-maximizing exit strategy. Exited at and after IPO with returns of 65%, 6.9x
  - Even post exit from IGL, IIML retained strong relationships with IGL's sponsors
  - Led to IIML obtaining access to invest in Central UP Gas (a CDG in Kanpur) and then in MNGL. Investment in the Kanpur CGD generated a 2.6x for IIML
- Investment premised on Increasing urbanization and heightened emphasis on cleaner fuels
  - Natural gas usage supported by government initiatives
  - growth potential due to pricing and operational advantages of gas
- Partnership spanning 15 years with large, well established Indian oil and gas companies

## Value-Added Activity

- Strategizing entry into new Geographical areas. Led bid finalization
- Active board participation, implemented best practices & processes
- Optimisation of project rollout: Pipeline network planning