Systematix

Institutional Equities

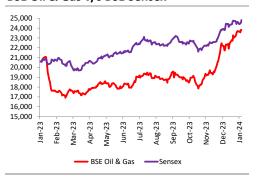
Oil & Gas 12 January 2024

Q3FY24E RESULT PREVIEW

Industry

Oil & Gas

BSE Oil & Gas v/s BSE Sensex



Source: BSE, Systematix Institutional Research

Sector recommendations

Ticker	Mkt Cap (Rs bn)	TP (Rs)	Rating
Gail India	1,068	135	BUY
Gujarat Gas	367	366	SELL
Petronet LNG	345	222	HOLD
Indraprastha Gas	300	446	BUY
Gujarat State Petronet	182	316	BUY
Mahanagar Gas	125	1,273	BUY
Reliance Industries	18,539	2,550	BUY

Source: Systematix Institutional Research

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Higher gas price & volume and lower GRM to impact earnings

Our gas coverage universe's EBITDA is expected to report 85% growth YoY (flattish QoQ) led by strong growth recovery in GAIL, IGL, MGL and GSPL while Gujarat Gas and Petronet LNG is expected to report a decline in earnings. Overall, Brent crude price was largely flattish and averaged at \$84.3/bbl in Q3FY24 (vs 86.5/bbl in Q2FY24). Though, spot LNG price inched up 25% while GRM fell sharply 43% to \$5.5/bbl owing to lower crack across product. Marketing margin on petrol though improved to Rs8.8/ltr from Rs6.3/ltr in Q2FY24 while diesel marketing margin declined further to a negative Rs1.5/ltr from a negative Rs0.6/ltr. Overall, gas consumption volume has gone up by 3% during the quarter while rupee depreciated 0.6%.

Reliance's EBITDA is expected to grow by 13.4% YoY (-2.4% QoQ): During the quarter EBITDA/PAT is expected to decline by 2.4%/7.8% QoQ largely due to lower O2C profits. Lower GRM and petchem margin is expected will lead to a fall of 12% in Q2C profits. However, this is estimated to be offset by 5%/1%/2% QoQ growth in EBITDA in upstream/Retail/Digital Services businesses. We have estimated 1% rise in ARPU to Rs183.5 in jio telecom business while a strong 400 new retail outlets along with 8% EBITDA margin at Retail division in Q3FY24 vs 7.7% in Q3FY23.

CGD: Robust pricing power and higher industry volume targets to boost EBITDA:

IGL and Gujarat Gas are expected to see EBITDA growth of 9.9%/11.5% QoQ respectively, albeit volume growth to remain steady while EBITDA/scm shall jump by 8.3%/8.6% to Rs9.1/6.3 respectively. MGL's profitability might take a slight hit due to margin normalization resulting in EBITDA/scm of Rs14.3 (down 2.1% QoQ). Volume growth across all three CGDs is predicted to be moderate to 5%-7%.

Transmission companies to benefit from higher volume: Expect a significant increase in GAIL's profits driven by two main factors i) healthy volumes (123mmscmd in Q3FY24 vs 120mmscmd QoQ) in the core transmission segment, and ii) The rise in LPG prices will further boost profitability. However, petrochemical is once again expected to report losses due to contraction in margin and higher spot LNG prices. GSPL's volume is expected to improve slightly to 32mmscmd from 30.2mmscmd in Q2FY24 led by CGDs with flattish tariff on a QoQ basis.

Valuation and Outlook

Oil & Gas sector has seen a strong 17% outperformacne in the last 3 months and valuation for most of the companies have seen a significant upside. We expect either time or value correction in our coverage universe. Currently we have a BUY on GAIL, IGL, MGL, GSPL, and RIL while HOLD on Petronet LNG and SELL on Gujarat Gas and we would revisit our numbers and recommendations post the result.

Exhibit 1: Quarterly key price trend

Key monitorable	Unit	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	% YoY	% QoQ
Brent Crude	US\$/bbl	88.7	81.2	78.4	86.5	84.3	(5.0)	(2.5)
Dubai Crude	US\$/bbl	84.6	79.6	77.5	86.6	83.8	(0.9)	(3.2)
Henry Hub Natural Gas	US\$/mmbtu	5.5	2.7	2.1	2.6	2.8	(50.4)	6.6
Spot LNG (JKL)	US\$/mmbtu	31.3	18.5	11.1	12.6	15.8	(49.7)	25.2
Canadian Gas price	US\$/mmbtu	3.8	2.4	1.8	1.9	1.7	(55.9)	(13.0)
NBP Gas price	US\$/mmbtu	12.6	13.4	10.5	10.4	12.5	(0.3)	20.6
AL-AH	US\$/bbl	3.8	4.1	1.9	2.1	2.1	(44.7)	0.0
Dubai-AH	US\$/bbl	(2.2)	1.2	(0.7)	(1.1)	(1.6)	(27.3)	45.5
Gross Refining Margin	US\$/bbl	6.2	8.3	4.3	9.7	5.5	(11.3)	(43.3)
Gasoline - Dubai Crude	US\$/bbl	6.0	16.9	12.7	13.4	7.4	12.7	(44.8)
Gasoil - Dubai Crude	US\$/bbl	39.1	26.5	14.6	28.1	25.6	(34.5)	(8.9)
Naphtha - Dubai Crude	US\$/bbl	(13.2)	(4.9)	(13.4)	(17.4)	(12.5)	(5.3)	(28.2)
Jet Kero - Dubai Crude	US\$/bbl	33.5	26.5	14.3	26.0	24.0	(28.4)	(7.7)
FO - Dubai Crude	US\$/bbl	(25.8)	(18.8)	(12.8)	(10.2)	(15.4)	(40.3)	51.0
GMM – Petrol (15-d avg)	Rs/ltr	10.7	7.8	10.3	6.3	8.8	(17.8)	39.7
GMM – Diesel (15-d avg)	Rs/ltr	(7.1)	1.2	9.4	(0.6)	(1.5)	(78.9)	150.0
Avg exchange rate (Rs/USD)	Rs/US\$	82.2	82.2	82.2	82.7	83.2	1.2	0.6

Source: Bloomberg, Systematix Institutional Research

Exhibit 2: Quarterly estimates

Companies	Particulars (Rs mn)	Q3FY24E	Q2FY24	Q3FY23	QoQ (%)	YoY (%)
	Net Sales	24,36,253	23,18,860	21,71,640	5.1	12.2
Reliance Industries	EBITDA	3,99,668	4,09,680	3,52,470	(2.4)	13.4
	Net Profit	1,60,364	1,73,940	1,57,920	(7.8)	1.5
	EBITDA margin (%)	16.4	17.7	16.2	(126.2)	17.4
	Net Sales	3,76,844	3,18,068	3,53,654	18.5	6.6
- " · "	EBITDA	33,423	34,913	2,613	(4.3)	1,179.1
Gail India	Net Profit	23,216	24,049	2,457	(3.5)	844.9
	EBITDA margin (%)	8.9	11.0	0.7	(210.7)	813.0
	Net Sales	1,21,314	1,25,320	1,59,597	(3.2)	(24.0)
	EBITDA	12,381	12,147	18,592	1.9	(33.4)
Petronet LNG	Net Profit	8,630	8,181	6,487	5.5	33.0
	EBITDA margin (%)	10.2	9.7	11.6	51.3	(144.4)
	Net Sales	37,542	38,454	36,845	(2.4)	1.9
	EBITDA	5,536	4,966	5,825	11.5	(5.0)
Gujarat Gas	Net Profit	3,422	2,978	3,715	14.9	(7.9)
	EBITDA (Rs/scm)	6.3	5.8	8.7	8.6	(27.6)
	Net Sales	36,475	34,585	37,108	5.5	(1.7)
	EBITDA	7,218	6,570	4,285	9.9	68.4
Indraprastha Gas	Net Profit	5,056	5,348	2,783	(5.5)	81.7
	EBITDA (Rs/scm)	9.1	8.4	5.5	8.3	65.5
	Net Sales	5,514	5,293	4,024	4.2	37.0
	EBITDA	4,271	4,103	2,699	4.1	58.2
GSPL	Net Profit	3,014	5,320	1,709	(43.3)	76.4
	EBITDA margin (%)	77.5	77.5	67.1	(6.0)	1,038
	Net Sales	16,418	15,651	16,658	4.9	(1.4)
	EBITDA	4,933	4,789	2,561	3.0	92.6
Mahanagar Gas	Net Profit	3,438	3,385	1,721	1.6	99.8
	EBITDA (Rs/scm)	14.3	14.6	8.2	(2.1)	74.4
	Net Sales	5,94,107	5,37,371	6,07,886	10.6	(2.3)
	EBITDA	67,762	67,488	36,575	0.4	85.3
Gas Sector	Net Profit	46,776	49,261	18,872	(5.0)	147.9
	EBITDA margin (%)	11.4	12.6	6.0	(115.3)	539
	Net Sales	90,435	88,690	90,611	2.0	(0.2)
	EBITDA	17,687	16,325	12,671	8.3	39.6
CGDs	Net Profit	11,916	11,711	8,219	1.8	45.0
	EBITDA margin (%)	19.6	18.4	14.0	115.1	557.4

Source: Company, Systematix Institutional Research

Exhibit 3: Estimates of companies within our universe

Campania	СМР	ТР		Mkt Cap		Revenue (Rs bn)		EBITDA (Rs bn)		EPS (Rs)	
Companies	(Rs)	(Rs)	Reco	(Rs bn)	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	
Gail India	162.4	135	BUY	1,068	1,283	1,336	119	131	12.9	14.1	
Gujarat Gas	533.0	366	SELL	367	160	151	18	23	15.8	20.3	
Petronet LNG	229.6	222	HOLD	345	542	564	49	56	20.9	23.3	
Indraprastha Gas	428.3	446	BUY	300	146	158	25	28	26.1	28.6	
Gujarat State Petronet	322.0	316	BUY	182	21	23	16	17	23.4	25.2	
Mahanagar Gas	1,268.0	1,273	BUY	125	60	61	17	17	116.7	115.6	
Reliance Industries	2,741.1	2,550	BUY	18,539	9,713	10,267	1,560	1,776	94.8	111.7	

Source: Systematix Institutional Research

Exhibit 4: Valuation snapshot

Companies	Mkt Cap P/E		EV/EBITDA		P/BV (Rs)		ROE (%)		
Companies	(Rs bn)	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Gail India	1,068	12.6	11.5	10.1	9.1	1.8	1.6	14.1	14.3
Gujarat Gas	367	32.5	25.3	19.1	15.1	4.5	3.9	13.8	15.3
Petronet LNG	345	11.0	9.8	5.5	5.3	2.1	2.0	19.4	19.9
Indraprastha Gas	300	16.4	15.0	10.6	9.3	3.6	3.1	21.8	20.5
Gujarat State Petronet	182	13.7	12.8	13.9	10.5	1.8	1.6	13.1	12.9
Mahanagar Gas	125	10.9	11.0	6.4	6.1	2.6	2.3	24.0	20.9
Reliance Industries	18,539	28.9	24.5	13.0	11.7	2.1	1.9	7.2	7.8

Source: Systematix Institutional Research

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Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Vice President & Head Corporate Access	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8074 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in
Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Mrunal Pawar Darsha Hiwrale	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Vice President & Head Corporate Access	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8074 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in mrunalpawar@systematixgroup.in darshahiwrale@systematixgroup.in
Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Mrunal Pawar Darsha Hiwrale Production	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Vice President & Head Corporate Access Associate Corporate Access	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in mrunalpawar@systematixgroup.in
Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Mrunal Pawar Darsha Hiwrale Production Madhu Narayanan Mrunali Pagdhare	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Dealer Editor	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8088 +91-22-6704 8088 +91-22-6704 8088	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in mrunalpawar@systematixgroup.in darshahiwrale@systematixgroup.in madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in
Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Mrunal Pawar Darsha Hiwrale Production Madhu Narayanan Mrunali Pagdhare Vijayendra Achrekar	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Vice President & Head Corporate Access Associate Corporate Access Editor Production	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8088 +91-22-6704 8088 +91-22-6704 8083	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in mrunalpawar@systematixgroup.in darshahiwrale@systematixgroup.in madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in
Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Mrunal Pawar Darsha Hiwrale Production Madhu Narayanan Mrunali Pagdhare Vijayendra Achrekar Operations	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Vice President & Head Corporate Access Associate Corporate Access Editor Production	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8088 +91-22-6704 8088 +91-22-6704 8083	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in mrunalpawar@systematixgroup.in darshahiwrale@systematixgroup.in madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in
Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Mrunal Pawar Darsha Hiwrale Production Madhu Narayanan	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Vice President & Head Corporate Access Associate Corporate Access Editor Production Production	+91-22-6704 8090 +91-22-6704 8003 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8074 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054 +91-22-6704 8088 +91-22-6704 8083 +91-22-6704 8083	sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in winodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in mrunalpawar@systematixgroup.in darshahiwrale@systematixgroup.in mrunalip@systematixgroup.in mrunalip@systematixgroup.in wijayendraachrekar@systematixgroup.in

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