

August 11, 2017

| Rating matrix    |   |           |
|------------------|---|-----------|
| Rating           | : | Buy       |
| Target           | : | ₹ 240     |
| Target Period    | : | 12 months |
| Potential Upside | : | 13%       |

| What's changed? |                               |           |
|-----------------|-------------------------------|-----------|
| Target          |                               | Unchanged |
| EPS FY18E       | Changed from ₹ 13.1 to ₹ 12.4 |           |
| EPS FY19E       | Changed from ₹ 14.9 to ₹ 14   |           |
| Rating          |                               | Unchanged |

| Quarterly performance |         |         |         |         |         |
|-----------------------|---------|---------|---------|---------|---------|
|                       | Q1FY18  | Q1FY17  | YoY (%) | Q4FY17  | QoQ (%) |
| Revenue               | 6,435.1 | 5,337.3 | 20.6    | 6,365.1 | 1.1     |
| EBITDA                | 744.2   | 642.5   | 15.8    | 616.3   | 20.7    |
| EBITDA (%)            | 11.6    | 12.0    | -47 bps | 9.7     | 188 bps |
| PAT                   | 437.6   | 377.9   | 15.8    | 470.8   | (7.1)   |

| Key financials |          |          |          |          |
|----------------|----------|----------|----------|----------|
| ₹ Crore        | FY16     | FY17     | FY18E    | FY19E    |
| Revenues       | 27,133.4 | 24,616.0 | 26,440.9 | 27,292.7 |
| EBITDA         | 1,590.3  | 2,592.3  | 3,106.3  | 3,374.0  |
| Net Profit     | 914.0    | 1,705.7  | 1,854.1  | 2,105.1  |
| EPS (₹)        | 6.1      | 11.4     | 12.4     | 14.0     |

| Valuation summary |      |      |       |       |
|-------------------|------|------|-------|-------|
|                   | FY16 | FY17 | FY18E | FY19E |
| P/E               | 34.8 | 18.6 | 17.2  | 15.1  |
| Target P/E        | 39.4 | 21.1 | 19.4  | 17.1  |
| EV / EBITDA       | 20.2 | 12.4 | 10.3  | 9.3   |
| P/BV              | 5.1  | 4.5  | 4.2   | 3.9   |
| RoNW (%)          | 14.8 | 24.3 | 24.5  | 25.7  |
| RoCE (%)          | 14.8 | 23.7 | 30.0  | 35.6  |

| Stock data                            |          |
|---------------------------------------|----------|
| Particular                            | Amount   |
| Market Capitalization (₹ Crore)       | 31,800.0 |
| Total Debt (FY17) (₹ Crore)           | 2,373.8  |
| Cash and Investments (FY17) (₹ Crore) | 1,934.6  |
| EV (₹ Crore)                          | 32,239.2 |
| 52 week H/L                           | 229/141  |
| Equity capital (₹ Crore)              | 750.0    |
| Face value (₹)                        | 10.0     |

| Price performance |       |       |      |      |
|-------------------|-------|-------|------|------|
| Return %          | 1M    | 3M    | 6M   | 12M  |
| IGL               | 14.2  | 20.8  | 20.8 | 78.1 |
| Petronet LNG      | (2.8) | (0.5) | 12.8 | 35.6 |
| GAIL              | 7.7   | (7.5) | 6.2  | 35.0 |
| Gujarat Gas       | 2.3   | (2.3) | 25.9 | 22.6 |

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## Petronet LNG (PETLNG)

₹ 212

### Strong blended margins support profitability...

- Petronet LNG reported its Q1FY18 results, which were largely in line with our estimates on the profitability front. The topline increased 20.6% YoY to ₹ 6435.1 crore below our estimate of ₹ 6644.9 crore on account of lower than expected volumes. Total sales volumes were at 191.7 tbtu, below our estimates of 200.5 tbtu mainly on account of lower short/spot volume at 5.6 tbtu (our estimates: 11 tbtu)
- EBITDA of ₹ 744.2 crore came in above our estimate of ₹ 724.9 crore due to higher blended margins at ₹ 46.4/mmbtu (our estimate: ₹ 43.5/mmbtu)
- Subsequently, PAT during the quarter increased 15.8% YoY to ₹ 437.6 crore largely in line with our estimates

### Volumes lower than estimates but stable, going ahead

During the quarter, sales volumes, which include (long-term + spot/short-term + tolling) increased from 180 tbtu in Q4FY17 to 191.7 tbtu in Q1FY18. However, the seasonal maintenance shutdown of fertiliser plants led volumes to come in below our estimates. The Dahej capacity of 15 MMT processed 184 tbtu of LNG with capacity utilisation of 98% in Q1FY18. Total regasification volumes in Q1FY18 increased to 80.5 tbtu in Q1FY18 vs. 71.1 tbtu QoQ driven by uptick in regas volumes at both the Dahej and Kochi terminals. The realisation of benefits of incremental offtake of LNG volumes from the new capacity was witnessed during the quarter. Also, Kochi terminal's capacity utilisation witnessed QoQ improvement at 12%. We estimate LNG volumes of 816 tbtu and 851.6 tbtu for FY18E and FY19E, respectively. On the profitability front, blended margins in Q1FY18 came in at ₹ 46.4/mmbtu above our estimate of ₹ 43.5/mmbtu, and are expected to remain stable with higher long term/regasification charges. We estimate blended margins at ₹ 45.3/mmbtu and ₹ 47/mmbtu for FY18E and FY19E, respectively.

### Dahej expansion & improvement in Kochi utilisation to benefit

Gail India has recently started the 100% construction work of its Kochi-Koottanad-Mangalore-Bangalore pipeline, which is expected to get completed by the end of 2018. The commencement of the pipeline construction work is positive for Petronet LNG's Kochi terminal, which is currently under-utilised on account of lack of pipeline connectivity. Going forward, the company could receive additional 1-1.5 mmtpa of gas if the pipeline work gets completed on schedule. On the Dahej expansion front, the board has invited EPC bids for setting up additional capacity of 2.5 MMT. The Dahej expansion to 17.5 MMTPA is expected to be completed by 2019. Currently, the Dahej terminal is booked for 7.5 MMTPA under RasGas long term volumes while an additional 8.25 MMTPA has been booked as regasification capacity, taking the count to more than the current nameplate capacity of 15 MMT.

### Primary LNG play in India

Petronet LNG's back-to-back LNG purchase-sales agreement provides comfort on the business model. It remains a structural story of India's increasing gas demand. With India continuing to be significantly short of natural gas supply, Petronet LNG will benefit as the primary play on increasing usage of LNG. In the long term, we expect volumes to show stable growth and will contribute to higher profitability. We value the stock based on DCF methodology (WACC 11%, terminal growth 3%) to arrive at a price target of ₹ 240 with a **BUY** rating.

### Variance analysis

|                     | Q1FY18  | Q1FY18  | Q1FY17  | YoY (%) | Q4FY17  | QoQ (%) | Comments                                                            |
|---------------------|---------|---------|---------|---------|---------|---------|---------------------------------------------------------------------|
| Total Revenues      | 6,435.1 | 6,644.9 | 5,337.3 | 20.6    | 6,365.1 | 1.1     | Lower-than-expected revenues mainly due to lower short/spot volumes |
| Raw materials costs | 5,546.7 | 5,772.8 | 4,576.8 | 21.2    | 5,522.0 | 0.4     |                                                                     |
| Employees Cost      | 26.8    | 21.9    | 18.3    | 46.5    | 18.1    | 48.0    |                                                                     |
| Other Expenses      | 117.5   | 126.3   | 99.8    | 17.7    | 208.6   | -43.7   |                                                                     |
| Total Expenditure   | 5,690.9 | 5,921.0 | 4,694.8 | 21.2    | 5,748.7 | -1.0    |                                                                     |
| EBITDA              | 744.2   | 724.0   | 642.5   | 15.8    | 616.3   | 20.7    | Higher than estimated EBITDA on account of higher blended margins   |
| EBITDA margins (%)  | 11.6    | 10.9    | 12.0    | -47 bps | 9.7     | 188 bps |                                                                     |
| Depreciation        | 102.7   | 105.6   | 80.6    | 27.4    | 101.6   | 1.0     |                                                                     |
| EBIT                | 641.5   | 618.4   | 561.9   | 14.2    | 514.7   | 24.6    |                                                                     |
| Interest            | 46.5    | 43.1    | 55.6    | -16.5   | 46.9    | -1.0    |                                                                     |
| Other Income        | 70.7    | 60.3    | 49.4    | 43.2    | 150.8   | -53.1   |                                                                     |
| Extra Ordinary Item | 0.0     | 0.0     | 0.0     | NA      | 0.0     | NA      |                                                                     |
| PBT                 | 665.8   | 635.6   | 555.6   | 19.8    | 618.6   | 7.6     |                                                                     |
| Total Tax           | 228.2   | 184.3   | 177.7   | 28.4    | 147.8   | 54.4    |                                                                     |
| PAT                 | 437.6   | 451.2   | 377.9   | 15.8    | 470.8   | -7.1    | Lower than estimated PAT on account of higher tax rates             |

### Key Metrics

|                           |       |       |       |      |       |      |                                                                                               |
|---------------------------|-------|-------|-------|------|-------|------|-----------------------------------------------------------------------------------------------|
| Sales volume (tbtu)       | 111.1 | 118.0 | 118.1 | -5.9 | 108.9 | 2.0  |                                                                                               |
| Regasification vol (tbtu) | 80.5  | 82.5  | 50.1  | 60.8 | 71.1  | 13.3 |                                                                                               |
| Total Volumes (tbtu)      | 191.7 | 200.5 | 168.1 | 14.0 | 180.0 | 6.5  | Lower than estimated volumes mainly due to seasonal maintenance shutdown of fertiliser plants |
| Blended margin (₹/mmbtu)  | 46.4  | 43.5  | 45.2  | 2.5  | 46.8  | -1.0 |                                                                                               |

Source: Company, ICICIdirect.com Research

### Change in estimates

| (₹ Crore)         | FY18E    |          |          | FY19E    |          |          |                                                                                    |
|-------------------|----------|----------|----------|----------|----------|----------|------------------------------------------------------------------------------------|
|                   | Old      | New      | % Change | Old      | New      | % Change |                                                                                    |
| Revenue           | 26,958.4 | 26,440.9 | -1.9     | 27,776.1 | 27,292.7 | -1.7     |                                                                                    |
| EBITDA            | 3,119.4  | 3,106.3  | -0.4     | 3,382.3  | 3,374.0  | -0.2     |                                                                                    |
| EBITDA Margin (%) | 11.6     | 11.7     | 15 bps   | 12.2     | 12.4     | 19 bps   |                                                                                    |
| PAT               | 1,962.7  | 1,854.1  | -5.5     | 2,244.7  | 2,105.1  | -6.2     | Lower PAT estimates on account of upward revision in tax rates for FY18E and FY19E |
| EPS (₹)           | 13.1     | 12.4     | -5.6     | 14.8     | 14.0     | -5.3     |                                                                                    |

Source: Company, ICICIdirect.com Research

### Assumptions

|                           | Current |       |       |       | Earlier |       |                                                                 |
|---------------------------|---------|-------|-------|-------|---------|-------|-----------------------------------------------------------------|
|                           | FY16    | FY17  | FY18E | FY19E | FY18E   | FY19E |                                                                 |
| Sales volume (tbtu)       | 367.1   | 471.2 | 470.2 | 486.8 | 490.0   | 502.0 |                                                                 |
| Regasification vol (tbtu) | 217.0   | 257.2 | 346.4 | 364.8 | 352.8   | 364.8 |                                                                 |
| Total Volumes (tbtu)      | 584.1   | 728.3 | 816.6 | 851.6 | 842.8   | 866.8 | Change in estimates due to decline in volumes                   |
| Blended Margin (₹/mmbtu)  | 35.2    | 43.9  | 45.3  | 47.0  | 44.1    | 46.2  | Change in estimates mainly due to higher regasification margins |

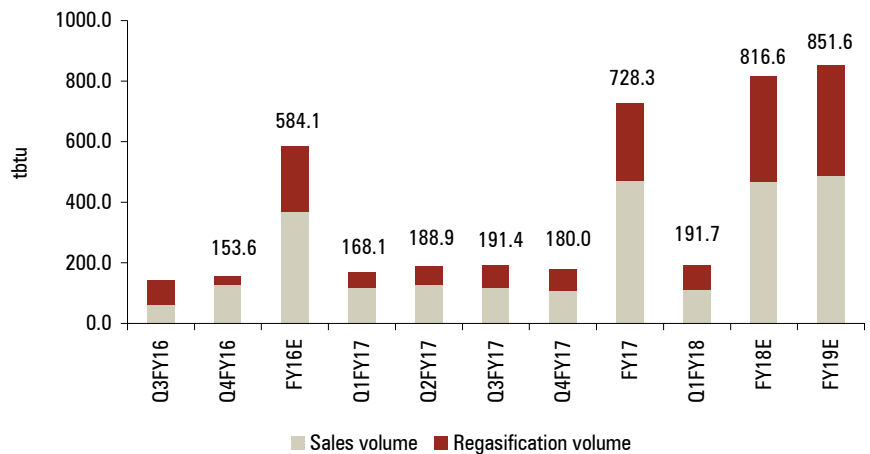
Source: Company, ICICIdirect.com Research

## Company Analysis

### Volumes lower than estimates, but stable going ahead

During the quarter, total sales volumes, which include (long-term + spot/short-term + tolling) increased from 180 tbtu in Q4FY17 to 191.7 tbtu in Q1FY18. However, the seasonal maintenance shutdown of fertiliser plants led volumes to come in below our estimates. The Dahej capacity of 15 MMT processed 184 tbtu of LNG with capacity utilisation of 98% in Q1FY18. Total regasification volumes in Q1FY18 increased to 80.5 tbtu in Q1FY18 driven by QoQ uptick in regas volumes at both Dahej and Kochi terminal (71.1 tbtu in Q4FY17). The realisation of benefits of incremental offtake of LNG volumes from the new capacity was witnessed during the quarter. Also, Kochi terminal's capacity utilisation witnessed QoQ improvement at 12%. We estimate LNG volumes of 816 tbtu and 851.6 tbtu for FY18E and FY19E, respectively.

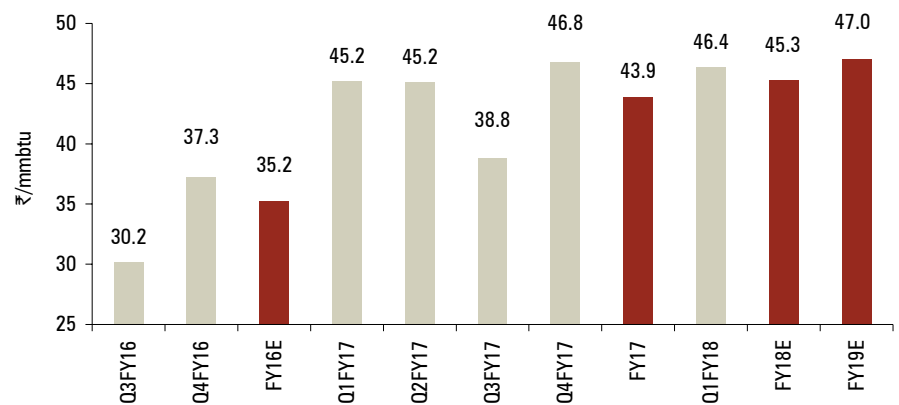
**Exhibit 1: Volume trend**



Source: Company, ICICIdirect.com Research

### Margins to remain stable, going forward

On the profitability front, blended margins in Q1FY18 came in at ₹ 46.4/mmbtu above our estimate of ₹ 43.5/mmbtu, and are expected to remain stable with sustainable LNG prices and higher long term/regasification charges. We estimate blended margins at ₹ 45.3/mmbtu and ₹ 47/mmbtu for FY18E and FY19E, respectively.

**Exhibit 2: Margin trend**


Source: Company, ICICIdirect.com Research

**Focus on contracted & tolling volumes to reduce volatility**

Of the fully commissioned Dahej 15 mmtpa capacity, 7.5 mmtpa has been booked under RasGas long term volumes while an additional 8.25 mmtpa was booked as regasification capacity, taking the count more than the nameplate capacity of the Dahej plant.

**Exhibit 3: Booked capacity**

| Booked capacity (mmtpa) |              |
|-------------------------|--------------|
| GAIL                    | 7.00         |
| IOCL                    | 3.75         |
| BPCL                    | 1.75         |
| GSPC                    | 2.25         |
| Torrent Power           | 1.00         |
| <b>Total</b>            | <b>15.75</b> |

Source: Company, ICICIdirect.com Research

The board has invited EPC bids for setting up additional capacity of 2.5 MMT at the Dahej terminal. The Dahej expansion to 17.5 MMTPA is expected to be completed by 2019. Petronet expects the pipeline connectivity to Kochi terminal to get completed by the end of 2018 aiding its under utilised capacity. Going forward, the company could receive additional 1–1.5 mmtpa of gas if the pipeline work gets completed.

#### Conference call highlights

- During the quarter, total sales volumes were at 191 tbtu, which includes long-term + spot/short-term + tolling
- The Kochi terminal utilisation witnessed improvement in its utilisation at 12% with continued offtake from BPCL's Kochi refinery and is further expected to improve with offtake from FACT
- The Kochi-Mangalore pipeline is expected to get completed by the end of 2018, which will aid the utilisation of Kochi terminal
- The company is expecting incremental volumes of 1-1.5 MMT post the completion of the pipeline work
- The company received four cargoes from Gorgon containing volumes of 12 tbtu. The Gorgon contract values are estimated to be around US\$ 7.5-8/mmbtu
- The tax guidance given by the company, going forward, is in the range of 30-35%
- The company has received preliminary regulatory approvals for the promotion of LNG as a fuel. The company is in talks with automobile OEMs to develop technology for the same
- PLL does not consider a rise in domestic gas production a threat to its volumes as it expects overall gas demand to grow in tandem
- PLL is one of the strong contenders for 7.5 MMT LNG terminal in Bangladesh
- On the GST front, PLL does not expect any negative impact on demand for natural gas on account of its exclusion from GST. However, if included, this may give rise to demand

## Outlook & valuation

Petronet LNG's back-to-back LNG purchase-sales agreement provides comfort on the business model. It remains a structural story of India's increasing gas demand. With India continuing to be significantly short of natural gas supply, Petronet LNG will benefit as the primary play on increasing usage of LNG. In the long term, we expect volumes to show stable growth and contribute to higher profitability. We value the stock based on DCF methodology (WACC 11%, terminal growth 3%) to arrive at a target price of ₹ 240 with a **BUY** recommendation.

### Exhibit 4: Valuation

| Particulars                             | Amount  |
|-----------------------------------------|---------|
| WACC                                    | 11.0%   |
| Present Value of Cash Flows till FY22E  | 10794.3 |
| Terminal Growth Rate                    | 3%      |
| Terminal Value                          | 42643.8 |
| Present Value of Terminal Cash Flows    | 24655.3 |
| Total Present Value of the Firm         | 35449.6 |
| Less: Net Debt (FY19E)                  | -506.2  |
| Total Present Value of Equity           | 35955.8 |
| Number of Outstanding shares (In Crore) | 150     |
| DCF (₹ per share)                       | 240     |

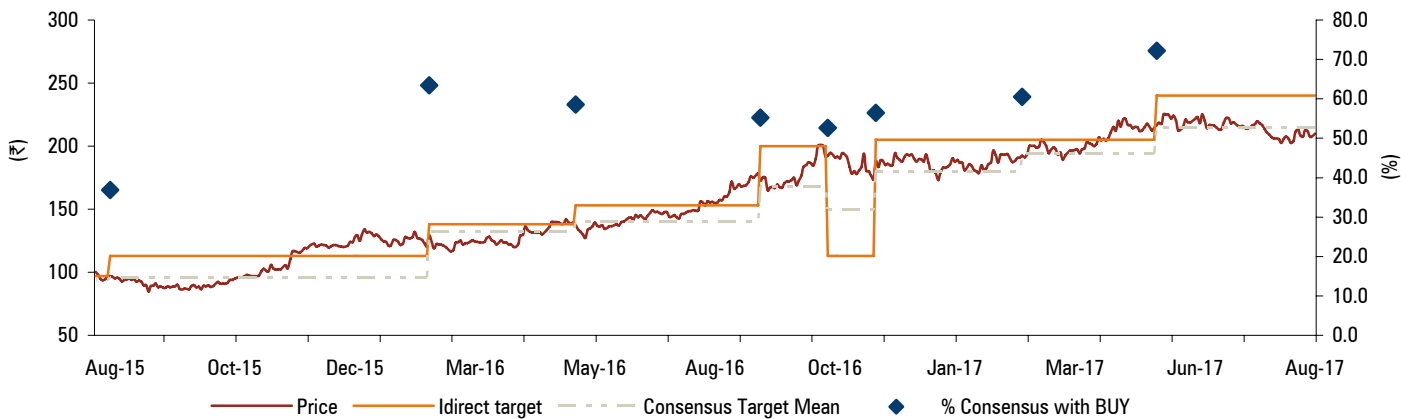
Source: ICICIdirect.com Research

### Exhibit 5: Valuations

| Year  | Sales<br>(₹ Crore) | EPS<br>(%) | EPS Gr.<br>(₹) | PE<br>(%) | EV/EBITDA (x) | EV/EBITDA (x) | RoNW (%) | RoCE (%) |
|-------|--------------------|------------|----------------|-----------|---------------|---------------|----------|----------|
| FY16  | 27,133.4           | -31.3      | 6.1            | 3.6       | 34.8          | 20.2          | 14.8     | 14.8     |
| FY17  | 24,616.0           | -9.3       | 11.4           | 86.6      | 18.6          | 12.4          | 24.3     | 23.7     |
| FY18E | 26,440.9           | 7.4        | 12.4           | 8.7       | 17.2          | 10.3          | 24.5     | 30.0     |
| FY19E | 27,292.7           | 3.2        | 14.0           | 13.5      | 15.1          | 9.3           | 25.7     | 35.6     |

Source: Company, ICICIdirect.com Research

### Recommendation history vs. consensus estimate



Source: Bloomberg, Company, ICICIdirect.com Research

### Key events

| Date   | Event                                                                                                                                                                                |
|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| May-09 | LNG demand stable in spite of the start of production from Reliance KG basin                                                                                                         |
| Aug-10 | Production from Reliance KG D6 basin declines, pushing up demand for spot LNG                                                                                                        |
| Jul-11 | Reliance production from KG basin declines significantly, which increased demand for short-term and spot LNG. Improved results also due to higher margins on short term and spot LNG |
| Apr-12 | Results of Petronet LNG were below market expectations on account of lower margins on short-term and spot volumes. The company felt the impact of high LNG prices on its bottomline  |
| May-13 | Kochi terminal gets ready but delay in construction of Phase-II of Kochi-Mangalore-Bangalore pipeline would lead to lower capacity utilisation for the terminal                      |
| Dec-13 | Fears of a further delay in construction of Phase-II of Kochi-Mangalore-Bangalore pipeline                                                                                           |
| Apr-14 | Company reports better-than-expected blended margins due to higher-than-expected short-term/spot volumes                                                                             |
| Apr-15 | Crude oil prices decline, leading to lower offtake of long term contractual LNG, impacting Q4FY15 profitability                                                                      |
| Jan-16 | Announces modified RasGas-Petronet LNG long term deal                                                                                                                                |

Source: Company, ICICIdirect.com Research

### Top 10 Shareholders

| Rank | Investor Name                                         | Latest Filing Date | % O/S | Position | Change (m) |
|------|-------------------------------------------------------|--------------------|-------|----------|------------|
| 1    | GAIL (India) Ltd                                      | 31/Mar/17          | 12.5  | 187.5    | 0.0        |
| 2    | Indian Oil Corpn Ltd                                  | 31/Mar/17          | 12.5  | 187.5    | 0.0        |
| 3    | Oil and Natural Gas Corporation Ltd                   | 31/Mar/17          | 12.5  | 187.5    | 0.0        |
| 4    | Bharat Petroleum Corporation Ltd                      | 31/Mar/17          | 12.5  | 187.5    | 0.0        |
| 5    | T. Rowe Price International (UK) Ltd.                 | 31/Mar/17          | 2.6   | 39.2     | -11.8      |
| 6    | ICICI Prudential Asset Management Co. Ltd.            | 31/May/17          | 1.5   | 22.5     | 0.0        |
| 7    | Capital World Investors                               | 31/Mar/17          | 1.4   | 20.9     | 0.0        |
| 8    | Capital Research Global Investors                     | 31/Mar/17          | 1.4   | 20.9     | 0.0        |
| 9    | Norges Bank Investment Management (NBIM)              | 31/Dec/16          | 1.4   | 20.5     | -7.2       |
| 10   | Stichting Depositary APG Emerging Markets Equity Pool | 31/Mar/17          | 1.1   | 15.9     | 8.0        |

Source: Reuters, ICICIdirect.com Research

### Shareholding Pattern

| (in %)   | Jun-16 | Sep-16 | Dec-16 | Mar-17 | Jun-17 |
|----------|--------|--------|--------|--------|--------|
| Promoter | 50.0   | 50.0   | 50.0   | 50.0   | 50.0   |
| FII      | 21.3   | 21.7   | 21.7   | 19.4   | 22.3   |
| DII      | 16.5   | 16.0   | 16.3   | 17.7   | 12.1   |
| Others   | 12.3   | 12.3   | 12.0   | 12.9   | 15.6   |

### Recent Activity

| Investor name                                         | Value (m) | Shares (m) | Investor name                            | Value (m) | Shares (m) |
|-------------------------------------------------------|-----------|------------|------------------------------------------|-----------|------------|
| Stichting Depositary APG Emerging Markets Equity Pool | 24.72     | 7.95       | T. Rowe Price International (UK) Ltd.    | -36.72    | -11.81     |
| Motilal Oswal Asset Management Company Ltd.           | 22.98     | 6.74       | Norges Bank Investment Management (NBIM) | -19.52    | -7.22      |
| Birla Sun Life Asset Management Company Ltd.          | 16.37     | 4.90       | Caisse de Depot et Placement du Quebec   | -14.18    | -5.24      |
| Franklin Templeton Asset Management (India) Pvt. Ltd. | 7.93      | 2.37       | Union Investment Luxembourg S.A.         | -14.94    | -4.80      |
| Grantham Mayo Van Otterloo & Co LLC                   | 6.53      | 2.14       | Comgest S.A.                             | -5.94     | -2.20      |

Source: Reuters, ICICIdirect.com Research



## Financial summary

| Profit and loss statement   |          |          |          |          |
|-----------------------------|----------|----------|----------|----------|
| ₹ Crore                     |          |          |          |          |
| (Year-end March)            | FY16     | FY17     | FY18E    | FY19E    |
| Revenue                     | 27,133.4 | 24,616.0 | 26,440.9 | 27,292.7 |
| Growth (%)                  | -31.3    | -9.3     | 7.4      | 3.2      |
| (Inc.) / Dec stock in trade | 0.0      | 0.0      | 0.0      | 0.0      |
| Raw material Costs          | 25075.7  | 21416.9  | 22740.8  | 23289.4  |
| Purchase of trading goods   | 0.0      | 0.0      | 0.0      | 0.0      |
| Employee Costs              | 71.7     | 73.9     | 96.2     | 110.8    |
| Other Expenditure           | 395.8    | 533.0    | 497.6    | 518.6    |
| Op. Expenditure             | 25543.1  | 22023.7  | 23334.6  | 23918.7  |
| EBITDA                      | 1,590.3  | 2,592.3  | 3,106.3  | 3,374.0  |
| Growth (%)                  | 10.5     | 63.0     | 19.8     | 8.6      |
| Depreciation                | 321.6    | 369.1    | 425.4    | 434.2    |
| EBIT                        | 1268.7   | 2223.2   | 2680.9   | 2939.8   |
| Interest                    | 238.7    | 209.7    | 175.7    | 66.6     |
| Other Income                | 170.4    | 346.6    | 274.9    | 268.7    |
| PBT                         | 1200.4   | 2360.2   | 2780.0   | 3141.9   |
| Growth (%)                  | 21.9     | 96.6     | 17.8     | 13.0     |
| Tax                         | 286.4    | 654.5    | 925.9    | 1036.8   |
| Reported PAT                | 914.0    | 1,705.7  | 1,854.1  | 2,105.1  |
| Growth (%)                  | 3.6      | 86.6     | 8.7      | 13.5     |
| EPS                         | 6.1      | 11.4     | 12.4     | 14.0     |

Source: Company, ICICIdirect.com Research

| Cash flow statement          |         |          |          |          |
|------------------------------|---------|----------|----------|----------|
| ₹ Crore                      |         |          |          |          |
| (Year-end March)             | FY16    | FY17     | FY18E    | FY19E    |
| Profit after Tax             | 914.0   | 1,705.7  | 1,854.1  | 2,105.1  |
| Less: Dividend Paid          | 413.7   | 871.5    | 1,307.3  | 1,481.6  |
| Add: Depreciation            | 321.6   | 369.1    | 425.4    | 434.2    |
| Add: Others                  | 144.0   | 100.0    | 100.0    | 100.0    |
| Cash Profit                  | 965.9   | 1,303.2  | 1,072.3  | 1,157.7  |
| Increase/(Decrease) in CL    | 777.9   | 0.0      | 43.6     | 124.5    |
| (Increase)/Decrease in CA    | 1,161.0 | -272.1   | -157.5   | -100.2   |
| CF from Operating Activities | 2904.8  | 1031.1   | 958.5    | 1182.0   |
| Purchase of Fixed Assets     | 993.2   | 1,016.9  | 595.1    | 600.0    |
| (Inc)/Dec in Investments     | 0.0     | -75.0    | 0.0      | 0.0      |
| Others                       | 0.0     | 0.0      | 0.0      | 0.0      |
| CF from Investing Activities | -993.2  | -1,091.9 | -595.1   | -600.0   |
| Inc/(Dec) in Loan Funds      | -280.3  | 0.0      | -1,000.0 | -1,300.0 |
| Inc/(Dec) in Sh. Cap. & Res. | 0.0     | 0.0      | 0.0      | 0.0      |
| Others                       | 0.0     | 0.0      | 0.0      | 0.0      |
| CF from financing activities | -280.3  | 0.0      | -1,000.0 | -1,300.0 |
| Change in cash Eq.           | 1,631.3 | -60.8    | -636.6   | -718.0   |
| Op. Cash and cash Eq.        | 364.1   | 1,995.4  | 1,934.6  | 1,298.0  |
| Cl. Cash and cash Eq.        | 1,995.4 | 1,934.6  | 1,298.0  | 580.0    |

Source: Company, ICICIdirect.com Research

| Balance sheet            |         |          |          |          |
|--------------------------|---------|----------|----------|----------|
| ₹ Crore                  |         |          |          |          |
| (Year-end March)         | FY16    | FY17     | FY18E    | FY19E    |
| Source of Funds          |         |          |          |          |
| Equity Capital           | 750.0   | 750.0    | 1,500.0  | 1,500.0  |
| Preference capital       | 0.0     | 0.0      | 0.0      | 0.0      |
| Reserves & Surplus       | 5,438.9 | 6,273.1  | 6,070.0  | 6,693.5  |
| Shareholder's Fund       | 6,188.9 | 7,023.1  | 7,570.0  | 8,193.5  |
| Loan Funds               | 2,373.8 | 2,373.8  | 1,373.8  | 73.8     |
| Deferred Tax Liability   | 871.0   | 971.0    | 1,071.0  | 1,171.0  |
| Minority Interest        | 0.0     | 0.0      | 0.0      | 0.0      |
| Source of Funds          | 9,433.8 | 10,367.9 | 10,014.8 | 9,438.4  |
| Application of Funds     |         |          |          |          |
| Gross Block              | 8,975.4 | 11,402.9 | 11,502.9 | 11,602.9 |
| Less: Acc. Depreciation  | 2,164.8 | 2,547.2  | 2,977.6  | 3,411.7  |
| Net Block                | 6,810.5 | 8,855.7  | 8,525.3  | 8,191.1  |
| Capital WIP              | 1,550.5 | 153.2    | 653.2    | 1,153.2  |
| Total Fixed Assets       | 8,361.0 | 9,008.9  | 9,178.5  | 9,344.4  |
| Investments              | 90.0    | 165.0    | 165.0    | 165.0    |
| Inventories              | 246.1   | 539.5    | 579.5    | 598.2    |
| Debtor                   | 988.5   | 910.5    | 978.0    | 1,009.5  |
| Cash                     | 1,995.4 | 1,934.6  | 1,298.0  | 580.0    |
| Loan & Advance, Other CA | 579.5   | 636.2    | 686.2    | 736.2    |
| Total Current assets     | 3,809.5 | 4,020.8  | 3,541.7  | 2,923.9  |
| Current Liabilities      | 2,568.3 | 2,568.3  | 2,535.4  | 2,617.1  |
| Provisions               | 258.5   | 258.5    | 335.0    | 377.8    |
| Total CL and Provisions  | 2,826.8 | 2,826.8  | 2,870.4  | 2,994.9  |
| Net Working Capital      | 982.7   | 1,194.0  | 671.3    | -71.0    |
| Miscellaneous expense    | 0.0     | 0.0      | 0.0      | 0.0      |
| Application of Funds     | 9,433.8 | 10,367.9 | 10,014.8 | 9,438.4  |

Source: Company, ICICIdirect.com Research

| Key ratios                       |      |      |       |       |
|----------------------------------|------|------|-------|-------|
| (Year-end March)                 | FY16 | FY17 | FY18E | FY19E |
| Per share data (₹)               |      |      |       |       |
| Book Value                       | 41.3 | 46.8 | 50.5  | 54.6  |
| Cash per share                   | 13.3 | 12.9 | 8.7   | 3.9   |
| EPS                              | 6.1  | 11.4 | 12.4  | 14.0  |
| Cash EPS                         | 8.2  | 13.8 | 15.2  | 16.9  |
| DPS                              | 2.5  | 5.0  | 7.5   | 8.5   |
| Profitability & Operating Ratios |      |      |       |       |
| EBITDA Margin (%)                | 5.9  | 10.5 | 11.7  | 12.4  |
| PAT Margin (%)                   | 3.4  | 6.9  | 7.0   | 7.7   |
| Fixed Asset Turnover (x)         | 3.2  | 2.7  | 2.9   | 2.9   |
| Inventory Turnover (Days)        | 3.3  | 8.0  | 8.0   | 8.0   |
| Debtor (Days)                    | 13.3 | 13.5 | 13.5  | 13.5  |
| Current Liabilities (Days)       | 34.5 | 38.1 | 35.0  | 35.0  |
| Return Ratios (%)                |      |      |       |       |
| RoE                              | 14.8 | 24.3 | 24.5  | 25.7  |
| RoCE                             | 14.8 | 23.7 | 30.0  | 35.6  |
| RoIC                             | 19.3 | 29.8 | 35.1  | 38.2  |
| Valuation Ratios (x)             |      |      |       |       |
| PE                               | 34.8 | 18.6 | 17.2  | 15.1  |
| Price to Book Value              | 5.1  | 4.5  | 4.2   | 3.9   |
| EV/EBITDA                        | 20.2 | 12.4 | 10.3  | 9.3   |
| EV/Sales                         | 1.2  | 1.3  | 1.2   | 1.1   |
| Leverage & Solvency Ratios       |      |      |       |       |
| Debt to equity (x)               | 0.4  | 0.3  | 0.2   | 0.0   |
| Interest Coverage (x)            | 5.3  | 10.6 | 15.3  | 44.1  |
| Debt to EBITDA (x)               | 1.5  | 0.9  | 0.4   | 0.0   |
| Current Ratio                    | 1.3  | 1.4  | 1.2   | 1.0   |
| Quick ratio                      | 1.3  | 1.2  | 1.0   | 0.8   |

Source: Company, ICICIdirect.com Research



## ICICIdirect.com coverage universe (Oil & Gas)

| Sector / Company              | CMP   |       |        | M Cap<br>(₹ Cr) | EPS (₹) |       |       | P/E (x) |       |       | EV/EBITDA (x) |       |       | RoCE (%) |       |       | RoE (%) |       |       |
|-------------------------------|-------|-------|--------|-----------------|---------|-------|-------|---------|-------|-------|---------------|-------|-------|----------|-------|-------|---------|-------|-------|
|                               | (₹)   | TP(₹) | Rating |                 | FY17    | FY18E | FY19E | FY17    | FY18E | FY19E | FY17          | FY18E | FY19E | FY17     | FY18E | FY19E | FY17    | FY18E | FY19E |
| Bharat Petroleum (BHAPET)     | 466   | 473   | Hold   | 50,543          | 37.1    | 34.2  | 39.2  | 12.6    | 13.6  | 11.9  | 10.4          | 9.4   | 8.2   | 20.3     | 20.9  | 21.3  | 28.1    | 24.9  | 26.9  |
| Castrol India (CASIND)        | 394   | 475   | Buy    | 23,492          | 13.6    | 14.1  | 14.4  | 28.9    | 28.0  | 27.4  | 18.6          | 18.4  | 18.0  | 161.1    | 183.5 | 182.1 | 113.3   | 130.9 | 129.7 |
| GAIL (India) (GAIL)           | 377   | 440   | Buy    | 63,761          | 20.7    | 26.3  | 28.3  | 18.2    | 14.4  | 13.3  | 10.3          | 8.7   | 8.7   | 13.8     | 15.5  | 14.5  | 10.6    | 12.3  | 12.3  |
| Gujarat Gas (GUJGAS)          | 770   | 890   | Buy    | 10,601          | 16.2    | 34.8  | 44.5  | 47.5    | 22.1  | 17.3  | 17.2          | 11.4  | 9.5   | 10.5     | 17.0  | 19.3  | 9.8     | 18.1  | 19.6  |
| Gujarat State Petronet (GSPL) | 180   | 175   | Hold   | 10,140          | 8.8     | 11.2  | 12.6  | 20.4    | 16.0  | 14.3  | 12.3          | 9.8   | 8.8   | 13.7     | 16.7  | 17.5  | 11.4    | 13.1  | 13.2  |
| Gulf Oil Lubricants (GULO)    | 816   | 827   | Hold   | 4,045           | 24.4    | 26.3  | 29.5  | 33.4    | 31.0  | 27.7  | 21.9          | 20.3  | 17.5  | 32.5     | 32.5  | 33.9  | 34.2    | 30.4  | 28.4  |
| Hindustan Petroleum (HINPET)  | 432   | 425   | Hold   | 65,904          | 13.6    | 11.3  | 12.4  | 10.6    | 12.8  | 11.7  | 7.8           | 9.2   | 8.4   | 20.9     | 14.7  | 15.7  | 32.6    | 24.0  | 23.5  |
| Indraprastha Gas (INDGAS)     | 1,190 | 1,140 | Buy    | 16,660          | 40.8    | 44.8  | 44.8  | 29.2    | 26.6  | 26.5  | 16.4          | 14.2  | 13.7  | 27.7     | 26.1  | 22.4  | 19.9    | 18.6  | 16.3  |
| Mahanagar Gas Ltd (MAHGAS)    | 986   | 1,210 | Buy    | 9,740           | 39.8    | 51.3  | 53.8  | 24.8    | 19.2  | 18.3  | 14.8          | 11.4  | 10.8  | 32.3     | 36.9  | 33.7  | 23.1    | 25.9  | 24.0  |
| Mangalore Refinery (MRPL)     | 130   | 150   | Buy    | 22,785          | 20.8    | 11.0  | 14.3  | 6.3     | 11.8  | 9.1   | 4.1           | 3.5   | 3.1   | 26.0     | 18.8  | 23.7  | 41.2    | 19.4  | 21.7  |
| Petronet LNG (PETLNG)         | 206   | 240   | Buy    | 31,800          | 6.1     | 11.4  | 14.0  | 18.6    | 17.2  | 15.1  | NA            | NA    | NA    | 23.7     | 30.0  | 35.6  | 24.3    | 24.5  | 25.7  |

Source: Company, ICICIdirect.com Research

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