Petronet LNG

Accumulate



Lower volumes due to tepid demand, long-term outlook better as LNG infra is gaining momentum. Maintain Accumulate

- PLL Q1FY21 numbers were in line with estimates on revenue front. It reported depressed performance due to Pandemic as demand was tepid.
- Profitability was above estimates due to adoption of IndAs. Operating expenses were significantly lower than our expectation.
- The overall volumes were 190 TBTU in Q1FY21. Volume at Dahej was 181 TBTU, and Kochi volumes and capacity utilization remained low.
- Given gradual capacity addition and increase in re-gasification margins, PLL is likely to benefit from the gas demand evolution in India. PLL is also poised to benefit from the uptick in gas demand and the setting up of small scale LNG stations which will consume 8-9 MMTPA of LNG.
- However, Q1FY21 was a low volume quarter, which have now recovered and Q2 is expected to be close to 100% capacity utilization, with industries starting up and higher offtake of gas from Power and other industries as spot LNG prices are low. We believe the stock should be re-rated, after the completion of pipelines for the Kochi terminal. We maintain our Accumulate rating with a DCF-based target price of Rs 301.

Dahej – high capacity utilization will continue after a drag in volumes in Q1FY21

In Q1FY21, the Dahej terminal processed LNG quantity of 181 tbtu running at a capacity utilization of 81%. However, with enhance capacity of 2.5 MMTPA, opening up of economy and demand increase from industries, currently Dahej terminal is running at a capacity utilization of 104%. PLL has experienced a de-growth in volume as the gas usage had reduced due to nationwide lockdown and hence 11 lesser cargoes were processed. PLL plans to add two storage tanks in Dahej by the end of FY23 with a cost of Rs. 12,000-Rs. 13,000 Mn, which will increase the capacity of the Dahej terminal to 19.5 MMTPA. Dahej terminal utilization has returned to pre Covid levels and is operating at a capacity utilization of 100% and is expected to run at 100% plus capacity utilization for rest of FY21.

Q1FY21 Result (Rs Mn)

Particulars	Q1FY21	Q1FY20	YoY (%)	Q4FY20	QoQ (%)
Revenue	48,836	86,134	(43.3)	85,672	(43.0)
Total Expense	39,736	75,895	(47.6)	78,696	(49.5)
EBITDA	9,099	10,239	(11.1)	6,975	30.5
Depreciation	1,936	1,899	1.9	1,942	(0.3)
EBIT	7,164	8,340	(14.1)	5,033	42.3
Other Income	684	1,044	(34.5)	865	(20.9)
Interest	881	1,005	(12.3)	1,035	(14.9)
EBT	6,966	8,379	(16.9)	4,863	43.3
Tax	1,764	2,777	(36.5)	1,272	38.6
RPAT	5,202	5,603	(7.1)	3,590	44.9
APAT	5,202	5,603	(7.1)	3,590	44.9
			(bps)		(bps)
Gross Margin (%)	21.4	13.9	756	13.2	824
EBITDA Margin (%)	18.6	11.9	675	8.1	1049
NPM (%)	10.7	6.5	415	4.2	646
Tax Rate (%)	25.3	33.1	(782)	26.2	(85)
EBIT Margin (%)	14.7	9.7	499	5.9	879

СМР	Rs 258
Target / Upside	Rs 301 / 17%
BSE Sensex	38,545
NSE Nifty	11,385
Scrip Details	
Equity / FV	Rs 15,000mn / Rs 10
Market Cap	Rs 387bn
	USD 5bn
52-week High/Low	Rs 299/Rs 170
Avg. Volume (no)	3,945,940
NSE Symbol	PETRONET
Bloomberg Code	PLNG IN
Shareholding Pat	tern Jun'20(%)
Promoters	50.0
MF/Banks/FIs	10.3
FIIs	27.4
Public / Others	12.4

Valuation (x)

	FY20A	FY21E	FY22E
P/E	14.4	18.8	14.8
EV/EBITDA	8.6	9.8	8.4
ROE (%)	25.7	18.7	23.1
RoACE (%)	27.1	20.1	23.8

Estimates (Rs mn)

	FY20A	FY21E	FY22E
Revenue	354,520	319,068	360,547
EBITDA	39,895	34,539	39,922
PAT	26,976	20,608	26,132
EPS (Rs.)	18.0	13.7	17.4

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Kochi's low utilization continues to drag

Kochi terminal operated at low capacity utilization in Q1FY20 with volumes processed around 9 tbtu. The low utilization was due to the lack of pipeline connectivity. The Kochi-Mangalore section pipeline is expected to be ready by end of August 2020, after which 30%-35% capacity ramp up is expected. Also Kochi-Bangalore pipeline once finalized by November will further increase utilization levels. The capacity utilization of the Kochi terminal after completion should boost earnings. We forecast that volume will trend up from FY21E.

Cash annuity model - looking for new avenues

We have long-term positive view on the stock, as additional capacity of 2.5 MMTPA was added in June 2019 in the Dahej terminal and the completion of the pipeline connectivity in the Kochi terminal will resolve gas evacuation issues. The continuous increase in re-gasification margins every year will enable PLL to maintain its growth trajectory. The regasification margins are likely to sustain, and volumes will see an uptrend in the long term. PLL is generating significant cash and have plans to set up small scale LNG station which will further boost the LNG usage by 8-9 MMTPA on which they can earn marketing margins. They also have expansion plans in place over the next few years by investments in Sri Lanka, setting up a terminal in East coast of India and further expansion of Dahej terminal by adding 2 more storage tanks and a jetty. The risk to our analysis is any dilution in return ratios from this investment. LNG to be used as an automotive fuel is the next big thing for India which will further boost earnings.

Exhibit 1: Actual V/s DART estimates

Particulars (Rs Mn)	Actual	DART Estimate	Deviation (%)	Comments
Revenue	48,836	50,682	(3.6)	
EBITDA	9,099	4,061	124.1	Lower than expected other expenses. IndAs accounting
EBITDA Margin (%)	18.6	8.0	1,062	
PAT	5,202	1,518	242.7	Adoption of IndAs

Source: Company, DART

Exhibit 2: Change in estimates

Rs Mn		FY21E			FY22E	
	New	Previous	Chg (%)	New	Previous	Chg (%)
Revenue	319,068	334,249	(4.5)	360,547	360,909	(0.1)
EBITDA	34,539	33,968	1.7	39,922	42,254	(5.5)
EBITDA Margin (%)	10.8	10.2	66.3	11.1	11.7	(63.5)
PAT	20,608	19,432	6.1	26,132	25,258	3.5
EPS (Rs)	13.7	13.0	6.1	17.4	16.8	3.5

Source: Company, DART





Key highlights

- Revenue decreased by 43.3% on a YoY basis to Rs. 48.8 bn. On a sequential basis, there was a de-growth of 43%.
- De-Growth in raw material cost was at 48.3% on a YoY basis to Rs. 38.4 bn.
 On a sequential basis, it was a de-growth of 48.4%
- There was a growth in employee cost of 22.8% on a YoY basis and of 24.5% on a sequential basis to Rs. 360 mn.
- Other expenditure decreased by 28.8% on a YoY basis to Rs. 1,011 mn.
 Sequentially it was down 75%.
- Operating profit was at Rs. 9,099 mn in Q1FY21 as compared to Rs. 10,239 mn in Q1FY20.
- Depreciation was flat sequentially to Rs. 1,936 mn
- Other income was at Rs. 684 mn which was a de-growth of 34.5% on a YoY basis and of 20.9% on QoQ basis.
- Net profit was at Rs. 5,202 mn in Q1FY21 as compared to Rs. 5,603 mn in Q1FY20, showing a de-growth of 7.1% YoY and growth of 44.9% sequentially.

Conference Call Key Highlights

- In Q1FY21, total LNG processed was 190 tbtu, as against 219 tbtu in Q4FY20 and 226 tbtu in Q1FY20. Volumes were impacted due to tepid demand from all industries due to pandemic.
- Capacity utilisation of both terminals was 66% in Q1FY21.
- Overall Profitability for the quarter improved due to adoption of IndAs.
 Other expenses were lower sequentially as last quarter included CSR spend of Rs. 1,000 mn, Rs. 1,780 mn of forex loss and Rs. 310 mn in inventory loss in COGS.
- There was a volume impact of Rs. 1,300 mn at COGS level.
- In depreciation of Rs. 1,936 mn, IndAs impact was Rs. 870 mn. In Interest cost of Rs. 881 mn, Ind As impact was Rs. 840 mn.
- Employee cost increased substantially which is a one off of Rs. 50 mn as there was LTA and leave encashment in Q1 and salary increases were taken.
- Other Expenses reduced substantially as plant utilisation was low and power and fuel and other cost was less due to lesser volumes processed.
- As planned, 23 cargoes have arrived in July.
- PLL is planning to develop small scale LNG infrastructure. It is the focus areas
 of many PSU and CGD companies and PLL will help them facilitate it.
- Regas income for Q1FY21 was Rs. 5,000 mn as against Rs. 5,230 mn in Q4FY20 and Rs. 5,500 mn in Q1FY20.
- In July, it invoked a force majeure for nine long-term cargoes with its suppliers Qatargas and ExxonMobil.

Dahej Terminal:

- Dahej terminal processed LNG of 181 tbtu in Q1FY21 as against 206 tbtu in Q4FY20 and 217 tbtu in Q1FY20.
- Capacity utilisation was at 81% as against 92% in Q4FY20 and 112% in Q1FY20.





- Long term volumes were down by 18% and service volumes were down 5%.
- Gorgon volumes in Dahej were 8 tbtu.

Kochi Terminal:

- Kochi terminal processed LNG of 9 tbtu in Q1FY21 as against 13 tbtu in Q4FY20.
- Regas tariff for Kochi terminal has reduced to Rs. 79.14/mmbtu (price from 1-4-2019) from Rs. 104.54/mmbtu.
- Kochi terminal also has a 5% tariff escalation clause.
- So, the current tariff at Kochi from 1-4-2020 is Rs. 83.10/mmbtu.
- After the pipeline connectivity by GAIL by August end, Kochi terminal capacity utilization is expected to reach 30-35% by end of FY21.

Recovery Phase

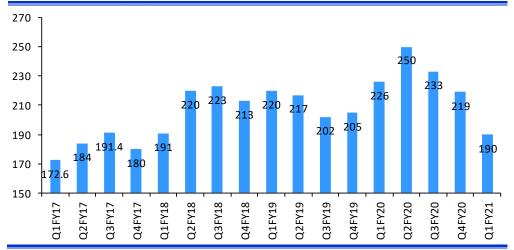
- Currently Dahej terminal is operating at a capacity utilization of 104% and Kochi terminal is operating at a utilization of 17-18%.
- Thruput has been good now.
- Q2 will be close to 100% capacity utilization.
- Major recovery has come from the Power sector, which has shown highest volumes in June.

Capex:

- Capex guidance for FY21 is Rs. 3,480 mn.
- Plan to spend more capex in future for 2 more tanks at Dahej which will require Rs. 12,000 mn and a Jetty at Dahej which will be built at an approximate cost of Rs. 13,000 mn.
- It will take about 39 months for the Jetty and Tanks.

4

Exhibit 3: Volume (tbtu)

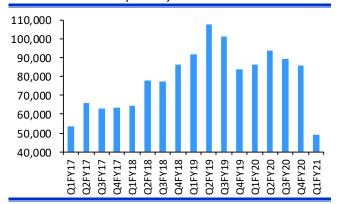


Source: Company, DART



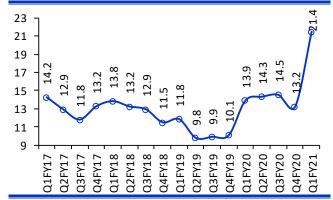


Exhibit 4: Revenue (Rs Mn)



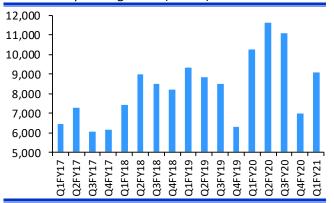
Source: Company, DART

Exhibit 5: Gross Margin (%)



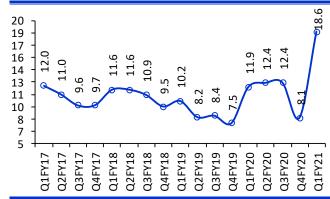
Source: Company, DART

Exhibit 6: Operating Profit (Rs Mn)



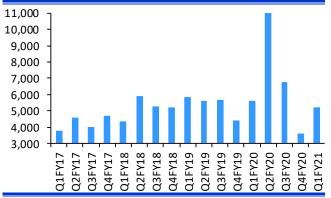
Source: Company, DART

Exhibit 7: OPM (%)



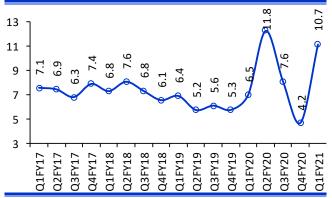
Source: Company, DART

Exhibit 8: Net Profit (Rs Mn)



Source: Company, DART

Exhibit 9: NPM (%)



Source: Company, DART



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(Rs Mn)	FY19A	FY20A	FY21E	FY22E
Revenue	383,954	354,520	319,068	360,547
Total Expense	351,020	314,625	284,529	320,625
COGS	344,170	304,959	274,463	310,144
Employees Cost	1,259	1,258	1,320	1,387
Other expenses	5,592	8,408	8,745	9,094
EBIDTA	32,935	39,895	34,539	39,922
Depreciation	4,112	7,761	7,500	7,500
EBIT	28,822	32,133	27,039	32,422
Interest	989	4,032	3,500	3,500
Other Income	4,503	3,726	4,000	6,000
Exc. / E.O. items	0	721	0	0
EBT	32,336	31,107	27,539	34,922
Tax	10,782	4,131	6,932	8,790
RPAT	21,554	26,976	20,608	26,132
Minority Interest	0	0	0	0
Profit/Loss share of associates	0	0	0	0
АРАТ	21,554	26,976	20,608	26,132

Balance Sheet

(Rs Mn)	FY19A	FY20A	FY21E	FY22E
Sources of Funds				
Equity Capital	15,000	15,000	15,000	15,000
Minority Interest	0	0	0	0
Reserves & Surplus	85,661	94,530	95,667	100,380
Net Worth	100,661	109,530	110,667	115,380
Total Debt	1,012	644	700	800
Net Deferred Tax Liability	13,360	8,883	9,949	11,143
Total Capital Employed	115,033	119,057	121,316	127,322

Applications of Funds

Net Block	76,651	76,967	72,467	68,467
CWIP	3,482	34,962	1,000	1,000
Investments	9,893	3,491	8,000	10,000
Current Assets, Loans & Advances	60,823	71,570	76,767	84,783
Inventories	5,694	4,809	6,119	6,915
Receivables	13,825	16,026	15,735	17,780
Cash and Bank Balances	29,603	44,320	48,369	53,217
Loans and Advances	11,190	6,014	6,134	6,441
Other Current Assets	511	402	410	430
Less: Current Liabilities & Provisions	35,815	67,933	36,917	36,927
Payables	15,856	16,332	17,148	18,520
Other Current Liabilities	19,959	51,601	19,769	18,407
sub total				
Net Current Assets	25,007	3,637	39,850	47,856
Total Assets	115,033	119,057	121,316	127,322

E – Estimates





Important Ratios				
Particulars	FY19A	FY20A	FY21E	FY22E
(A) Margins (%)				
Gross Profit Margin	10.4	14.0	14.0	14.0
EBIDTA Margin	8.6	11.3	10.8	11.1
EBIT Margin	7.5	9.1	8.5	9.0
Tax rate	33.3	13.3	25.2	25.2
Net Profit Margin	5.6	7.6	6.5	7.2
(B) As Percentage of Net Sales (%)				
COGS	89.6	86.0	86.0	86.0
Employee	0.3	0.4	0.4	0.4
Other	1.5	2.4	2.7	2.5
(C) Measure of Financial Status			,	
	0.0	0.0	0.0	0.0
Gross Debt / Equity Interest Coverage	29.1	0.0 8.0	0.0 7.7	0.0 9.3
Inventory days	5	5	7.7	9.3 7
Debtors days	13	16	18	18
Average Cost of Debt	12.7	487.0	520.9	466.7
Payable days	15.7	467.0	20	400.7
Working Capital days	24	4	46	48
FA T/O	5.0	4.6	4.4	5.3
	5.0	4.0	4.4	5.5
(D) Measures of Investment				
AEPS (Rs)	14.4	18.0	13.7	17.4
CEPS (Rs)	17.1	23.2	18.7	22.4
DPS (Rs)	10.0	12.5	11.0	12.0
Dividend Payout (%)	69.6	69.5	80.1	68.9
BVPS (Rs)	67.1	73.0	73.8	76.9
RoANW (%)	21.8	25.7	18.7	23.1
RoACE (%)	19.0	27.1	20.1	23.8
RoAIC (%)	29.0	40.1	36.6	44.1
(E) Valuation Ratios				
CMP (Rs)	258	258	258	258
P/E	18.0	14.4	18.8	14.8
Mcap (Rs Mn)	387,150	387,150	387,150	387,150
MCap/ Sales	1.0	1.1	1.2	1.1
EV	358,559	343,474	339,481	334,733
EV/Sales	0.9	1.0	1.1	0.9
EV/EBITDA	10.9	8.6	9.8	8.4
P/BV	3.8	3.5	3.5	3.4
Dividend Yield (%)	3.9	4.8	4.3	4.6
(F) Growth Rate (%)				
Revenue	25.5	(7.7)	(10.0)	13.0
EBITDA	(0.6)	21.1	(13.4)	15.6
EBIT	(0.6)	11.5	(15.9)	19.9
PBT	5.8	(3.8)	(11.5)	26.8
APAT	3.7	25.2	(23.6)	26.8
EPS	3.7	25.2	(23.6)	26.8
Cash Flow				
(Rs Mn)	FY19A	FY20A	FY21E	FY22E
CFO	21,459	28,631	34,444	35,074
CFI	(760)	9,410	2,078	(5,406)
CFF	(25,476)	(30,547)	2,086	(24,820)
FCFF Opening Coch	19,832	28,223	30,491	31,574
Opening Cash	7,043	2,266	9,760	48,369
Closing Cash	2,266	9,760	48,369	53,217
E – Estimates				





DART RATING MATRIX

Total Return Expectation (12 Months)

Buy	> 20%
Accumulate	10 to 20%
Reduce	0 to 10%
Sell	< 0%

Rating and Target Price History



Month	Rating	TP (Rs.)	Price (Rs.)
Feb-20	Accumulate	319	264
Mar-20	Buy	234	177
Mar-20	Buy	234	190
Jun-20	Accumulate	290	258

*Price as on recommendation date

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