

June 1, 2021

# **Q4FY21 Result Update**

☑ Change in Estimates | ☑ Target | ☑ Reco

### **Change in Estimates**

	Cu	rrent	Pre	vious
	FY22E	FY23E	FY22E	FY23E
Rating	E	BUY	UNDER	REVIEW
Target Price		666		-
Sales (Rs. m)	1,05,629	1,38,491	1,02,680	1,24,653
% Chng.	2.9	11.1		
EBITDA (Rs. n	n) 24,217	28,939	24,998	28,188
% Chng.	(3.1)	2.7		
EPS (Rs.)	22.6	28.7	23.6	27.9
% Chng.	(3.9)	2.7		

### **Key Financials - Standalone**

Y/e Mar	FY20	FY21	FY22E	FY23E
Sales (Rs. m)	1,03,004	98,543	1,05,629	1,38,491
EBITDA (Rs. m)	16,346	20,878	24,217	28,939
Margin (%)	15.9	21.2	22.9	20.9
PAT (Rs. m)	11,933	12,755	15,573	19,725
EPS (Rs.)	17.3	18.5	22.6	28.7
Gr. (%)	187.6	6.9	22.1	26.7
DPS (Rs.)	1.3	2.0	2.7	4.3
Yield (%)	0.2	0.4	0.5	0.8
RoE (%)	43.6	32.8	29.0	27.1
RoCE (%)	28.0	33.7	34.6	32.7
EV/Sales (x)	3.7	3.8	3.4	2.5
EV/EBITDA (x)	23.5	18.0	14.9	11.8
PE (x)	31.2	29.2	23.9	18.9
P/BV (x)	11.3	8.3	6.0	4.5

Key Data	GGAS.BO   GUJGA IN
52-W High / Low	Rs.581 / Rs.244
Sensex / Nifty	51,935 / 15,575
Market Cap	Rs.372bn/ \$ 5,103m
Shares Outstanding	688m
3M Avg. Daily Value	Rs.1343.05m

# **Shareholding Pattern (%)**

Promoter's	60.89
Foreign	8.64
Domestic Institution	7.38
Public & Others	23.09
Promoter Pledge (Rs bn)	-

#### Stock Performance (%)

	1M	6M	12M
Absolute	1.8	58.6	120.3
Relative	(4.4)	36.3	41.3

### Avishek Datta

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# **Gujarat Gas (GUJGA IN)**

Rating: BUY | CMP: Rs540 | TP: Rs666

# Remains well placed to grow

# **Quick Pointers:**

- Q1 YTD volumes down ~18%QoQ, however receding pandemic overhang to help industrial volumes recover fastest given strong downstream demand.
- Near term weakness offers good entry point, as GGAS will benefit from rising judicial activism to control industrial pollution in the long term.

We change our FY22/23E earnings by -4%/+3% to factor in near term volume impact due to pandemic concerns and even increase our FY23E estimates. We remain constructive on GGAS volume prospects as imposition of 200-350% import duty on Chinese imports to US has helped domestic exporters in Morbi, which is India's ceramic hub and accounts for over 60% of GGAS volumes. After sharp run up in stock price (up 53% in las six months) we had put the rating under review but we like the business and rate 'BUY' with a DCF based TP of Rs666 on rollover as we increase medium term volume and margin assumptions.

- Operationally strong results: GGAS reported results higher than our estimates with EBITDA of Rs5.5bn (-10%QoQ; PLe Rs5.2bn) and PAT of Rs3.5bn (-11%QoQ; PLe Rs3.2bn). High spot LNG prices to USD25/mmbtu in January 21 impacted profits.
- For FY21, EBIDTA/PBT was at Rs20.8bn (+28%YoY) and Rs17bn (+41%YoY). PAT came in at Rs12.8bn (+7%YoY) as the base year had tax write back benefits. Spreads were at Rs6.1/scm vs Rs4.7 in FY20.
- Volumes scale new highs: For Q4, GGAS gas sales were at 12.13mmscmd (+4%QoQ; PLe 11.5) with industrial volumes at record 862mscm (+2%QoQ) while CNG volumes were at 154mscm (+8%QoQ) and domestic volumes at 66mscm (+12%QoQ).
- For FY21, GGAS gas sales were at 9.4mmscmd (-1%YoY) due to pandemic lockdown in Q1. Industrial volumes were at record 7.4mmscmd (+1%YoY) while CNG volumes were at 1.3mmscmd (-13%YoY) and domestic volumes at 0.6mmscmd (+13%YoY).
- Volumes to remain robust barring minor hiccups: GGAS industrial volumes are likely to remain robust given strong demand in US as they imposed import duty of 200-350% on Chinese ceramics imports. We model FY22/23E sales volumes at 12.2/14.4 mmsmcd vs 12.4/13.9 earlier.
- High spot LNG prices dent Q4 margins: High spot LNG prices due to logistics concerns impacted GGAS Q4 margins. Opex/unit for Q4 was at Rs2.0 vs Rs1.9 in Q3FY21. EBIDTA/scm was at Rs5.1/scm vs Rs5.8 in Q3. With competing propane prices at similar levels of USD10/mmbtu in Q1FY22, we expect GGAS margins to improve as volumes recover from pandemic restrictions. We model spreads of Rs5.4/5.5 for FY22/23E vs Rs6.1 in FY21 when low spot LNG prices due to pandemic supported margins.

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Exhibit 1: Q4FY21 Result Overview (Rs mn)

Y/e March	Q4FY21	Q4FY20	YoY gr. (%)	Q1FY21	FY21	FY20	YoY gr. (%)
Net Sales	34,893	27,222	28.2	28,857	1,00,423	1,05,265	(4.6)
Operating Costs	29,351	22,955	27.9	22,709	79,546	88,923	(10.5)
as % of Net Sales	84.1	84.3		78.7	79.2	84.5	
Raw material	26,601	20,264	31.3	20,124	69,898	78,819	(11.3)
as % of Net Sales	76.2	74.4		69.7	69.6	74.9	
Personnel Costs	439	406	8.1	442	1,775	1,754	1.2
as % of Net Sales	1.3	1.5		1.5	1.8	1.7	
Excise duty	604	555	8.8	563	1,880	2,262	(16.9)
as % of Net Sales	1.7	2.0		2.0	1.9	2.1	
Other Overheads	1,708	1,730	(1.3)	1,580	5,992	6,089	(1.6)
as % of Net Sales	5.8	7.5		7.0	7.5	6.8	
EBITDA	5,542	4,267	29.9	6,148	20,877	16,342	27.8
Other Income	188	189	(0.4)	196	741	837	(11.6)
PBDIT	5,730	4,455	28.6	6,344	21,618	17,179	25.8
Depreciation	868	805	7.9	862	3,408	3,180	7.2
Interest	180	420	(57.1)	243	1,163	1,922	(39.5)
Pre-tax Profit	4,682	3,230	44.9	5,239	17,046	12,078	41.1
Tax	1,183	772	53.2	1,318	4,292	144	2,876.6
Profit After Tax	3,499	2,458	42.3	3,921	12,754	11,933	6.9
Gas sales volumes(mmscm)	1,053.0	857.0	22.9	906.0	2336	2549	(8.4)
Gas sales (Rs/000scm)	27.4	29.9	(8.4)	28.3	42.99	41.30	4.1
Gas purchase (Rs/000scm)	19.0	22.6	(15.9)	17.4	29.71	30.70	(3.2)
Gross margins (Rs/000scm)	8.4	7.3	14.7	10.9	13.28	10.59	25.4
EBIDTA/scm	5.8	4.3	35.0	8.1	8.94	6.41	39.4
Volume (mscmd)	11.4	9.4	21.5	9.8	8.49	9.27	(8.4)
Volume (mscmd)							
Industrial	843.0	654.0	28.9	723.0	1,826	1,961	(6.9)
CNG	142.0	139.0	2.2	118.0	322	410	(21.5)
Domestic	59.0	53.0	11.3	59.0	170	148	14.9
Commercial	9.0	11.0	(18.2)	6.0	18	30	(40.0)
Total	1053.0	857.0	22.9	906.0	2336.0	2549.0	(8.4)

Source: Company, PL

Exhibit 2: Quarterly volume and margin details

Y/e March	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Transmission income							
Gas sales volumes(mmscm)	859	857	905	377	906	1053	1092
Gas sales (Rs/000scm)	29.91	29.92	30.08	29.37	28.26	27.40	31.95
Gas purchase (Rs/000scm)	22.60	22.57	22.23	19.22	17.40	18.98	24.19
Gross margins (Rs/000scm)	7.31	7.35	7.84	10.15	10.85	8.43	7.76
EBIDTA/scm	4.31	4.32	4.71	4.93	8.09	5.84	5.08
Volume (mscmd)	9.44	9.42	9.95	4.14	9.85	11.45	12.13
Volume (mscmd)							
Industrial	663.0	654.0	700.0	260.0	723.0	843.0	862.0
CNG	136.0	139.0	134.0	62.0	118.0	142.0	154.0
Domestic	50.0	53.0	60.0	52.0	59.0	59.0	66.0
Commercial	859	857	905	377	906	1053	1092
Total	29.91	29.92	30.08	29.37	28.26	27.40	31.95

Source: Company, PL



# **Financials**

Income	Statement (	(Rs m)

Y/e Mar	FY20	FY21	FY22E	FY23E
Net Revenues	1,03,004	98,543	1,05,629	1,38,491
YoY gr. (%)	32.8	(4.3)	7.2	31.1
Cost of Goods Sold	78,815	69,898	72,145	98,712
Gross Profit	24,189	28,645	33,485	39,779
Margin (%)	23.5	29.1	31.7	28.7
Employee Cost	1,754	1,775	2,219	2,552
Other Expenses	-	-	-	-
EBITDA	16,346	20,878	24,217	28,939
YoY gr. (%)	66.4	27.7	16.0	19.5
Margin (%)	15.9	21.2	22.9	20.9
Depreciation and Amortization	3,180	3,408	3,861	4,230
EBIT	13,166	17,470	20,356	24,709
Margin (%)	12.8	17.7	19.3	17.8
Net Interest	1,922	1,163	468	243
Other Income	837	740	931	1,905
Profit Before Tax	12,081	17,047	20,819	26,371
Margin (%)	11.7	17.3	19.7	19.0
Total Tax	149	4,292	5,246	6,645
Effective tax rate (%)	1.2	25.2	25.2	25.2
Profit after tax	11,933	12,755	15,573	19,725
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	11,933	12,755	15,573	19,725
YoY gr. (%)	187.6	6.9	22.1	26.7
Margin (%)	11.6	12.9	14.7	14.2
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	11,933	12,755	15,573	19,725
YoY gr. (%)	187.6	6.9	22.1	26.7
Margin (%)	11.6	12.9	14.7	14.2
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	11,933	12,755	15,573	19,725
Equity Shares O/s (m)	688	688	688	688
EPS (Rs)	17.3	18.5	22.6	28.7

Source: Company Data, PL Research

**Balance Sheet Abstract (Rs m)** 

<b>Balance Sheet Abstract (Rs</b>	m)			
Y/e Mar	FY20	FY21	FY22E	FY23E
Non-Current Assets				
Gross Block	68,307	75,142	82,142	90,142
Tangibles	68,307	75,142	82,142	90,142
Intangibles	-	-	-	=
Acc: Dep / Amortization	17,269	20,677	24,538	28,768
Tangibles	17,269	20,677	24,538	28,768
Intangibles	-	-	-	-
Net fixed assets	54,390	57,981	60,955	64,725
Tangibles	51,039	54,465	57,603	61,373
Intangibles	3,352	3,516	3,352	3,352
Capital Work In Progress	5,695	6,878	7,009	7,009
Goodwill	1,461	1,676	1,844	2,028
Non-Current Investments	796	919	1,010	1,111
Net Deferred tax assets	(8,005)	(8,063)	(8,729)	(9,573)
Other Non-Current Assets	2,248	2,944	3,238	3,562
Current Assets				
Investments	-	-	-	-
Inventories	463	522	560	734
Trade receivables	5,101	7,831	8,394	11,006
Cash & Bank Balance	6,919	3,187	14,163	32,216
Other Current Assets	1,074	1,849	2,034	2,237
Total Assets	78,973	84,495	99,987	1,25,485
Equity				
Equity Share Capital	1,377	1,377	1,377	1,377
Other Equity	31,529	43,450	61,015	82,012
Total Networth	32,906	44,827	62,392	83,388
Non-Current Liabilities				
Long Term borrowings	18,344	7,700	2,700	2,700
Provisions	453	518	569	626
Other non current liabilities	636	629	692	762
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	3,790	4,603	4,934	6,469
Other current liabilities	14,389	17,505	19,255	21,181
Total Equity & Liabilities	78,973	84,494	99,987	1,25,485

Source: Company Data, PL Research

FY23E

FY22E



Cash Flow (Rs m)				
Y/e Mar	FY20	FY21	FY22E	FY23E
PBT	12,081	17,047	20,819	26,371
Add. Depreciation	3,180	3,408	3,861	4,230
Add. Interest	1,922	1,163	468	243
Less Financial Other Income	837	740	931	1,905
Add. Other	-	-	-	-
Op. profit before WC changes	17,183	21,618	25,148	30,844
Net Changes-WC	(922)	5	1,705	1,032
Direct tax	(149)	(4,292)	(5,246)	(6,645)
Net cash from Op. activities	16,113	17,332	21,606	25,230
Capital expenditures	(5,476)	(8,398)	(7,134)	(8,184)
Interest / Dividend Income	-	-	-	-
Others	(12)	(25)	(20)	(22)
Net Cash from Invt. activities	(5,488)	(8,423)	(7,154)	(8,206)
Issue of share cap. / premium	(6)	542	3,861	4,230
Debt changes	(2,548)	(10,644)	(5,000)	-
Dividend paid	(861)	(1,377)	(1,869)	(2,959)
Interest paid	(1,922)	(1,163)	(468)	(243)
Others	-	-	-	-
Net cash from Fin. activities	(5,336)	(12,642)	(3,475)	1,028
Net change in cash	5,289	(3,733)	10,978	18,053
Free Cash Flow	10,636	8,934	14,473	17,046

Source: Company Data, PL Research

# Quarterly Financials (Rs m)

Y/e Mar	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Net Revenue	10,829	25,130	28,294	34,289
YoY gr. (%)	(58.6)	-	12.9	28.6
Raw Material Expenses	7,297	15,876	20,124	26,601
Gross Profit	3,532	9,254	8,170	7,689
Margin (%)	32.6	36.8	28.9	22.4
EBITDA	1,857	7,330	6,148	5,542
YoY gr. (%)	(60.2)	97.8	65.9	29.9
Margin (%)	17.2	29.2	21.7	16.2
Depreciation / Depletion	823	856	862	868
EBIT	1,035	6,474	5,286	4,674
Margin (%)	9.6	25.8	18.7	13.6
Net Interest	401	339	243	180
Other Income	149	208	196	188
Profit before Tax	783	6,343	5,239	4,682
Margin (%)	7.2	25.2	18.5	13.7
Total Tax	196	1,595	1,318	1,183
Effective tax rate (%)	25.1	25.2	25.2	25.3
Profit after Tax	587	4,747	3,921	3,499
Minority interest	-	-	-	
Share Profit from Associates	-	-	-	
Adjusted PAT	587	4,747	3,921	3,499
YoY gr. (%)	(74.9)	(8.2)	99.5	42.3
Margin (%)	5.4	18.9	13.9	10.2
Extra Ord. Income / (Exp)	-	-	-	
Reported PAT	587	4,747	3,921	3,499
YoY gr. (%)	(74.9)	(8.2)	99.5	42.3
Margin (%)	5.4	18.9	13.9	10.2
Other Comprehensive Income	-	-	-	
Total Comprehensive Income	587	4,747	3,921	3,499
Avg. Shares O/s (m)	-	-	-	
EPS (Rs)	-	-	-	

Source: Company Data, PL Research

Per Share(Rs)				
EPS	17.3	18.5	22.6	28.7
CEPS	22.0	23.5	28.2	34.8
BVPS	47.8	65.1	90.6	121.1
FCF	15.5	13.0	21.0	24.8
DPS	1.3	2.0	2.7	4.3
Return Ratio(%)				
RoCE	28.0	33.7	34.6	32.7
ROIC	18.3	21.5	23.7	26.5
RoE	43.6	32.8	29.0	27.1
Balance Sheet				

FY20

FY21

Net Debt : Equity (x) 0.3 0.1 (0.2)(0.4)Net Working Capital (Days) 6 14 14 14 Valuation(x) PER 31.2 29.2 23.9 18.9 P/B 11.3 8.3 6.0 4.5 P/CEPS 24.6 23.0 19.1 15.5 EV/EBITDA 23.5 18.0 14.9 11.8 EV/Sales 3.7 3.8 3.4 2.5 Dividend Yield (%) 0.2 0.4 0.5 8.0

Source: Company Data, PL Research

# **Key Operating Metrics**

**Key Financial Metrics** 

Y/e Mar

Y/e Mar	FY20	FY21	FY22E	FY23E
CNG (mmscmd)	1.5	1.3	2.1	2.4
Industrial PNG (mmscmd)	7.3	7.4	9.2	11.0
Domestic PNG (mmscmd)	0.6	0.6	0.8	0.9
Commercial PNG (mmscmd)	0.1	0.1	0.1	0.1
USD/INR	70.6	74.3	76.5	78.8
Spreads (Rs/scm)	4.7	6.1	5.4	5.5

Source: Company Data, PL Research





# **Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aarti Industries	Hold	1,628	1,666
2	Bharat Petroleum Corporation	BUY	581	472
3	GAIL (India)	UR	-	135
4	Gujarat Gas	UR	-	549
5	Hindustan Petroleum Corporation	BUY	404	276
6	Indian Oil Corporation	BUY	135	105
7	Indraprastha Gas	BUY	662	505
8	Mahanagar Gas	BUY	1,296	1,139
9	NOCIL	BUY	251	209
10	Oil & Natural Gas Corporation	BUY	114	103
11	Oil India	UR	-	122
12	Petronet LNG	BUY	406	227
13	Reliance Industries	BUY	2,256	1,995

# PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly



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