Result Update

Gujarat Gas



Your success is our success

24.3 %

Refer to important disclosures at the end of this report

Stellar margin despite challenges; upgrade to Buy

CMP Target Price
Rs 507
as of (May 11, 2022)
Rs 630 (▼)
12 months
Rating Upside

■ Gujarat Gas reported Q4FY22 EBITDA/APAT of Rs6.97bn/Rs4.53bn (up 26%/30% yoy and ~3x/4x qoq), beating our estimates significantly on the back of a 3.5x qoq jump in

EBITDA/scm (almost 50% above est.). Volumes were largely in line with estimates.

- Total gas sales fell 18% yoy and 13% qoq to 9.9mmscmd. Industrial PNG was down 30% yoy/20% qoq at 6.7mmscmd. CNG was up 30% yoy/3% qoq at 2.2mmscmd. Domestic PNG grew 12% yoy/22% qoq to 0.8mmscmd, while Commercial PNG was flat qoq.
- Net realization rose 7% qoq, while unit gas cost declined 6%, resulting in an over 2x jump in gross margin to Rs10.7/scm. Unit opex was up 42% yoy/23% qoq at Rs2.8/scm. EBITDA/scm, hence, rose to Rs7.8 (up 55% yoy).
- We reduce our FY23E/FY24E EPS by 2%/6% as we lower our volume assumption, partly offset by higher margins. We reduce our Mar'23 DCF-based TP by 6% to Rs630/sh, but owing to an attractive valuation amid an improving outlook, we upgrade GGL to Buy/OW.

Highlights: Commercial PNG volumes were up 26% yoy. Morbi volumes fell 20% qoq to 4.8mmscmd in Q4. Employee costs rose 12% yoy/4% qoq and Other Expenditure was up 17% yoy/ 5% qoq at Rs2.03bn. Depreciation rose 5% qoq and interest costs increased 3% to Rs145mn. Other Income of Rs176mn was down 2% yoy/50% qoq. GGL's current volumes have recovered to 10.5mmscmd+, with CNG volumes also up at 2.4mmscmd. GGL added 155 CNG stations in FY22 (total 711) and 0.15mn DPNG customers. Net debt fell from Rs6.6bn to Rs4.8bn qoq. For FY22, GGL's EBITDA/PAT was flat/up 2% (Rs18.8 AEPS) on the back of 14% volume growth at 10.7mmscmd, offset by a 12% decline in EBITDA/scm to Rs5.3. Capex was Rs11.6bn vs. Rs8.1bn in FY21, while the dividend was flat at Rs2.0/sh.

Guidance: Morbi volumes are back to 5.5mmscmd, and an upside of up to 6.5mmscmd is possible. GGL expects an FY23 exit volume rate of 12.5mmscmd and retains double-digit growth guidance thereafter. It took a Rs5/scm price hike in Industrial PNG wef 1 May to Rs63/scm. Excess gas charge has now been removed. EBITDA/scm guidance is well above Rs5. GGL does not see any pricing pressure at least till Nov'22 Gujarat elections. It will reduce prices if the overall gas cost comes down. Spot LNG is lower at USD20-22/mmbtu, which should benefit GGL's margins. Propane is costlier now vs. industrial PNG.

Valuation: GGL posted stellar margins despite challenging conditions, and pricing action has been proactive across segments. We, hence, believe management's margin guidance is reasonable with possibility of a beat. We upgrade GGL to Buy from Hold. Key risks: adverse oil-gas-LNG prices, currency, regulations, competition and operational-project issues.

Please see our sector model portfolio (Emkay Alpha Portfolio): Oil & Gas (Page 7)

Financial Snapshot (Standalone)

(Rs mn)	FY21	FY22	FY23E	FY24E	FY25E
Revenue	98,664	1,64,562	2,40,648	2,73,154	3,08,367
EBITDA	20,842	20,763	26,055	29,671	33,548
EBITDA Margin (%)	21.1	12.6	10.8	10.9	10.9
APAT	12,682	12,946	16,540	19,295	22,143
EPS (Rs)	18.4	18.8	24.0	28.0	32.2
EPS (% chg)	40.4	2.1	27.8	16.7	14.8
ROE (%)	32.8	25.8	26.1	24.4	22.9
P/E (x)	27.5	27.0	21.1	18.1	15.8
EV/EBITDA (x)	17.1	17.1	13.5	11.6	9.9
P/BV (x)	7.8	6.2	4.9	4.0	3.3

Change in Estimates	
EPS Chg FY23E/FY24E (%)	-2/-6
Target Price change (%)	(6.0)
Target Period (Months)	12
Previous Reco	HOLD

Emkay vs Consensus

BUY (▲)

EPS Estimates						
	FY23E	FY24E				
Emkay	24.0	28.0				
Consensus	21.7	26.3				
Mean Consensus TP	Rs 639					

Stock	Details	

Bloomberg Code	GUJGA IN
Face Value (Rs)	2
Shares outstanding (mn)	688
52 Week H/L	787 / 478
M Cap (Rs bn/USD bn)	349 / 4.51
Daily Avg Volume (nos.)	1,945,471
Daily Avg Turnover (US\$ mn)	13.5

Shareholding Pattern Mar '22

Promoters	60.9%
Fils	6.0%
DIIs	9.5%
Public and Others	23.6%

Price Performance								
(%)	1M	3M	6M	12M				
Absolute	(4)	(22)	(23)	(4)				
Rel. to Niftv	5	(15)	(15)	(11)				

Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

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Exhibit 1: Actual vs. Estimates (Q4FY22)

Rs bn	Actual	Estimates	Consensus Estimates	Vari	ation	Comments	
KS DII	Actual	(Emkay)	(Bloomberg)	Emkay	Consensus	Comments	
Total Revenue	46.7	52.9	46.2	-12%	1%	Lower realization	
Adjusted EBITDA	7.0	4.6	4.9	50%	42%	Much lower gas costs	
EBITDA Margin (%)	14.9%	8.8%	10.7%	-440bps	-370bps		
Adjusted Net Profit	4.5	2.8	3.0	64%	52%		

Source: Company, Emkay Research

Exhibit 2: Quarterly Summary

Rs.mn	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	YoY	QoQ	FY21	FY22	YoY
Total Revenue	34,342	30,109	36,145	51,444	46,694	36%	-9%	98,595	1,64,392	67%
Dec./(Inc.) in Stock In Trade	-13	-6	-18	-50	3			-14	-71	
Raw Material Cost	26,653	20,609	29,802	46,714	37,197	40%	-20%	69,951	1,34,321	92%
Purchases	-	-	-	-	-			-	-	
Total COGS	26,640	20,603	29,784	46,664	37,199	40%	-20%	69,937	1,34,250	92%
Adjusted Gross Profit	7,702	9,506	6,361	4,780	9,495	23%	99%	28,658	30,142	5%
Employee Cost	439	505	445	469	490	12%	4%	1,775	1,909	8%
Other Expenses	1,737	1,772	1,706	1,937	2,031	17%	5%	6,021	7,445	24%
OPEX	2,176	2,277	2,151	2,405	2,520	16%	5%	7,796	9,354	20%
Adjusted EBITDA	5,527	7,229	4,210	2,375	6,974	26%	194%	20,862	20,788	0%
Depreciation	876	905	937	969	1,021	16%	5%	3,416	3,832	12%
EBIT	4,650	6,324	3,273	1,406	5,954	28%	323%	17,446	16,957	-3%
Interest Cost	181	159	123	140	145	-20%	3%	1,164	566	-51%
Other Income	180	213	192	353	176	-2%	-50%	732	934	28%
PBT Before Exceptional Items	4,649	6,377	3,343	1,619	5,986	29%	270%	17,014	17,324	2%
Exceptional Items	-	-	-	-	-119			-	-119	
PBT	4,649	6,377	3,343	1,619	5,867	26%	262%	17,014	17,205	1%
Current Tax	1,109	1,535	781	438	1,432	29%	227%	4,232	4,186	-1%
Deferred Tax	66	81	71	-38	-9	-113%	-77%	53	105	
Total Tax	1,175	1,616	852	400	1,424	21%	256%	4,285	4,291	
Reported PAT	3,474	4,762	2,491	1,219	4,443	28%	264%	12,729	12,914	1%
Reported EPS (Rs.)	5.0	6.9	3.6	1.8	6.5	28%	264%	18.5	18.8	1%
Adjusted PAT	3,474	4,762	2,491	1,219	4,533	30%	272%	12,729	13,004	2%
Adjusted EPS (Rs.)	5.0	6.9	3.6	1.8	6.6	30%	272%	18.5	18.9	2%
Shares O/S (mn)	688	688	688	688	688	0%	0%	688	688	0%
EBITDA Margin	16%	24%	12%	5%	15%			21%	13%	
NPM	10%	16%	7%	2%	10%			13%	8%	
Effective Tax Rate	25%	25%	25%	25%	24%			25%	25%	
Sales Volume (mmscmd)	12.1	10.0	11.4	11.4	9.9	-18%	-13%	9.4	10.7	14%
Industrial PNG	9.6	7.8	8.7	8.4	6.7	-30%	-20%	7.4	7.9	7%
Commercial PNG	0.1	0.1	0.1	0.1	0.1	26%	0%	0.1	0.1	59%
Domestic PNG	0.7	0.6	0.6	0.7	0.8	12%	22%	0.6	0.7	5%
CNG	1.7	1.5	2.0	2.2	2.2	30%	3%	1.3	2.0	52%
Average Realisation (Rs./scm)	31.4	33.1	34.4	49.1	52.5	67%	7%	28.8	42.2	47%
Gross Margin (Rs./scm)	7.1	10.4	6.1	4.6	10.7	51%	134%	8.4	7.7	-8%
Opex (Rs./scm)	2.0	2.5	2.0	2.3	2.8	42%	23%	2.3	2.4	5%
EBITDA/scm (Rs.)	5.1	7.9	4.0	2.3	7.8	55%	246%	6.1	5.3	-12%

Source: Company, Emkay Research

Note: Some numbers may not match with annual tables fully due to different adjustment method in Emkay detailed annual model, averaging discrepancies and past revisions,

Exhibit 3: Change in assumptions

		FY23E			FY24E		FY25E
	Previous	Revised	Variance	Previous	Revised	Variance	Introduced
EBITDA/scm (Rs.)	5.5	6.0	9%	5.6	6.1	9%	6.2
Volumes (mmscmd)	13.0	12.0	-8%	14.9	13.3	-11%	14.7
Growth	20%	12%	-700bps	15%	11%	500bps	11%

Source: Company, Emkay Research

Exhibit 4: Change in estimates

(Do hn)		FY23E		FY24E			FY25E
(Rs bn)	Previous	Revised	Variance	Previous	Revised	Variance	Introduced
Revenue	175.4	240.6	37%	206.3	273.2	32%	308.4
EBITDA	25.9	26.1	0%	30.6	29.7	-3%	33.5
EBITDA Margins	14.8%	10.8%	-400bps	14.8%	10.9%	-400bps	10.9%
PAT	16.9	16.5	-2%	20.5	19.3	-6%	22.1
EPS (Rs)	24.6	24.0	-2%	29.7	28.0	-6%	32.2

Source: Company, Emkay Research

Exhibit 5: DCF Valuation (Mar'23 TP)

DCF Assumptions		Mar'24E (Rs.mn)	
Risk Free Rate	7.0%	NPV Of FCF	1,87,725
Risk Premium	5.3%	Terminal Value	8,27,357
Beta	0.8	PV Of TV	2,46,750
Cost Of Equity	11.1%	Total Value	4,34,475
Cost Of Debt	8.0%	Less: Net Debt (Y/E)	727
Post Tax Cost Of Debt	6.0%	Equity Value	4,33,748
Average Debt:Equity Ratio	10.0%	No. Of Shares O/S (mn)	688
WACC	10.6%	Target Price (Rs.)	630
Terminal Growth Rate	3.5%		

Source: Company, Emkay Research

Exhibit 6: PE-based valuation (on FY24E EPS)

Rs.	FY20	FY21	FY22*	FY23E	FY24E	FY25E
Adjusted EPS	13.1	18.4	18.8	24.0	28.0	32.2
Target Multiple (x)					22.5	
DCF Target Price					630	

Source: Company, Emkay Research

Key Financials (Standalone)

Income Statement

Y/E Mar (Rs mn)	FY21	FY22	FY23E	FY24E	FY25E
Revenue	98,664	1,64,562	2,40,648	2,73,154	3,08,367
Expenditure	77,823	1,43,799	2,14,593	2,43,482	2,74,820
EBITDA	20,842	20,763	26,055	29,671	33,548
Depreciation	3,436	3,849	4,286	4,835	5,361
EBIT	17,406	16,914	21,769	24,836	28,186
Other Income	714	907	979	1,086	1,441
Interest expenses	1,168	568	635	127	24
PBT	16,953	17,253	22,113	25,795	29,603
Tax	4,272	4,278	5,572	6,500	7,460
Extraordinary Items	0	(30)	0	0	0
Minority Int./Income from Assoc.	0	0	0	0	0
Reported Net Income	12,682	12,856	16,540	19,295	22,143
Adjusted PAT	12,682	12,946	16,540	19,295	22,143

Balance Sheet

Y/E Mar (Rs mn)	FY21	FY22	FY23E	FY24E	FY25E
Equity share capital	1,377	1,377	1,377	1,377	1,377
Reserves & surplus	43,110	54,616	69,172	85,958	1,05,001
Net worth	44,486	55,993	70,549	87,335	1,06,378
Minority Interest	0	0	0	0	0
Loan Funds	9,826	6,289	3,289	2,289	1,989
Net deferred tax liability	7,925	8,077	8,196	8,316	8,436
Total Liabilities	62,237	70,359	82,033	97,939	1,16,803
Net block	63,410	70,668	79,008	86,794	92,982
Investment	211	237	237	237	237
Current Assets	14,151	14,725	20,385	29,534	43,313
Cash & bank balance	3,189	211	1,184	8,246	19,772
Other Current Assets	55	168	173	178	184
Current liabilities & Provision	22,849	25,194	27,818	29,153	30,573
Net current assets	(8,698)	(10,470)	(7,433)	381	12,740
Misc. exp	0	0	0	0	0
Total Assets	62,237	70,359	82,033	97,939	1,16,803

Cash Flow

Y/E Mar (Rs mn)	FY21	FY22	FY23E	FY24E	FY25E
PBT (Ex-Other income) (NI+Dep)	16,239	16,346	21,134	24,709	28,162
Other Non-Cash items	413	313	0	0	0
Chg in working cap	2,372	(1,054)	(1,945)	(633)	(713)
Operating Cashflow	16,552	16,618	18,406	22,403	25,236
Capital expenditure	(10,378)	(13,716)	(12,924)	(12,928)	(11,866)
Free Cash Flow	6,174	2,902	5,483	9,476	13,371
Investments	(11)	(26)	0	0	0
Other Investing Cash Flow	3,591	(101)	131	135	139
Investing Cashflow	(6,083)	(12,935)	(11,814)	(11,707)	(10,286)
Equity Capital Raised	0	0	0	0	0
Loans Taken / (Repaid)	(10,728)	(3,537)	(3,000)	(1,000)	(300)
Dividend paid (incl tax)	(863)	(1,375)	(1,985)	(2,508)	(3,100)
Other Financing Cash Flow	(1,439)	(1,180)	0	0	0
Financing Cashflow	(14,197)	(6,660)	(5,619)	(3,635)	(3,424)
Net chg in cash	(3,728)	(2,978)	973	7,061	11,526
Opening cash position	6,917	3,189	211	1,184	8,246
Closing cash position	3,189	211	1,184	8,246	19,772

Source: Company, Emkay Research

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Key Ratios

Profitability (%)	FY21	FY22	FY23E	FY24E	FY25E
EBITDA Margin	21.1	12.6	10.8	10.9	10.9
EBIT Margin	17.6	10.3	9.0	9.1	9.1
Effective Tax Rate	25.2	24.8	25.2	25.2	25.2
Net Margin	12.9	7.9	6.9	7.1	7.2
ROCE	29.3	26.9	29.9	28.8	27.6
ROE	32.8	25.8	26.1	24.4	22.9
RoIC	34.8	30.3	33.4	33.3	34.2

Per Share Data (Rs)	FY21	FY22	FY23E	FY24E	FY25E
EPS	18.4	18.8	24.0	28.0	32.2
CEPS	23.4	24.4	30.3	35.1	40.0
BVPS	64.6	81.3	102.5	126.9	154.5
DPS	2.0	2.0	2.9	3.6	4.5

Valuations (x)	FY21	FY22	FY23E	FY24E	FY25E
PER	27.5	27.0	21.1	18.1	15.8
P/CEPS	21.7	20.8	16.8	14.5	12.7
P/BV	7.8	6.2	4.9	4.0	3.3
EV / Sales	3.6	2.2	1.5	1.3	1.1
EV / EBITDA	17.1	17.1	13.5	11.6	9.9
Dividend Yield (%)	0.4	0.4	0.6	0.7	0.9

Gearing Ratio (x)	FY21	FY22	FY23E	FY24E	FY25E
Net Debt/ Equity	0.1	0.1	0.0	(0.1)	(0.2)
Net Debt/EBIDTA	0.3	0.3	0.1	(0.2)	(0.5)
Working Cap Cycle (days)	9.6	10.5	10.5	10.5	10.5

Growth (%)	FY21	FY22	FY23E	FY24E	FY25E
Revenue	(4.2)	66.8	46.2	13.5	12.9
EBITDA	27.5	(0.4)	25.5	13.9	13.1
EBIT	32.2	(2.8)	28.7	14.1	13.5
PAT	6.3	1.4	28.7	16.7	14.8

Quarterly (Rs mn)	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Revenue	34,342	30,109	36,145	51,444	46,694
EBITDA	5,527	7,229	4,210	2,375	6,974
EBITDA Margin (%)	16.1	24.0	11.6	4.6	14.9
PAT	3,474	4,762	2,491	1,219	4,443
EPS (Rs)	5.0	6.9	3.6	1.8	6.5

Source: Company, Emkay Research

Shareholding Pattern (%)	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22
Promoters	60.9	60.9	60.9	60.9	60.9
FIIs	8.6	8.2	7.9	7.7	6.0
DIIs	7.4	7.9	8.1	8.0	9.5
Public and Others	23.1	23.0	23.2	23.4	23.6

Source: Capitaline

RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
10-Feb-22	648	670	12m	Hold	Sabri Hazarika
23-Nov-21	648	630	12m	Hold	Sabri Hazarika
29-Oct-21	622	630	12m	Hold	Sabri Hazarika
26-Jul-21	715	520	12m	Hold	Sabri Hazarika
23-Jun-21	653	520	12m	Hold	Sabri Hazarika
02-Jun-21	567	520	12m	Hold	Sabri Hazarika
29-May-21	511	520	12m	Hold	Sabri Hazarika
23-Apr-21	546	520	12m	Hold	Sabri Hazarika
22-Mar-21	510	520	12m	Hold	Sabri Hazarika
04-Mar-21	544	520	12m	Hold	Sabri Hazarika
18-Feb-21	478	475	12m	Buy	Sabri Hazarika
05-Feb-21	380	475	12m	Buy	Sabri Hazarika
27-Nov-20	349	375	12m	Buy	Sabri Hazarika
06-Nov-20	313	375	12m	Buy	Sabri Hazarika
28-Sep-20	302	365	12m	Buy	Sabri Hazarika
05-Aug-20	308	365	12m	Buy	Sabri Hazarika
06-Jun-20	286	260	12m	Hold	Sabri Hazarika
06-May-20	235	280	12m	Hold	Sabri Hazarika
06-Feb-20	302	280	12m	Hold	Sabri Hazarika
24-Jan-20	294	235	12m	Buy	Sabri Hazarika
04-Dec-19	217	235	12m	Buy	Sabri Hazarika
06-Nov-19	196	235	12m	Buy	Sabri Hazarika
25-Oct-19	178	225	12m	Buy	Sabri Hazarika
23-Sep-19	182	225	12m	Buy	Sabri Hazarika
30-Jul-19	164	200	12m	Buy	Sabri Hazarika
01-Jul-19	172	190	12m	Buy	Sabri Hazarika
10-Jun-19	186	190	12m	Buy	Sabri Hazarika

Source: Company, Emkay Research

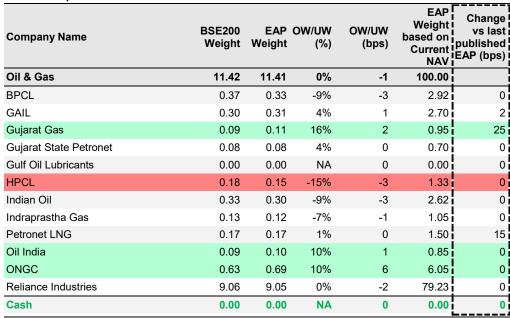
RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research

Emkay Alpha Portfolio - Oil & Gas

EAP sector portfolio



Source: Emkay Research

■ High Conviction/Strong Over Weight
■ High Conviction/Strong Under Weight

Analyst: Sabri Hazarika

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Sector

Oil & Gas

Analyst bio

Sabri Hazarika holds an MBA and comes with 12 years of research experience. His team currently covers 12 stocks in the Indian Oil & Gas space.

Sector portfolio NAV

	Base					Latest
	1-Apr-19	10-May-21	9-Nov-21	9-Feb-22	8-Apr-22	9-May-22
EAP - Oil & Gas	100.0	124.7	159.0	150.1	162.1	155.9
BSE200 Neutral Weighted Portfolio (ETF)	100.0	123.8	158.1	149.0	161.1	154.8

*Performance measurement base date 1st April 2019

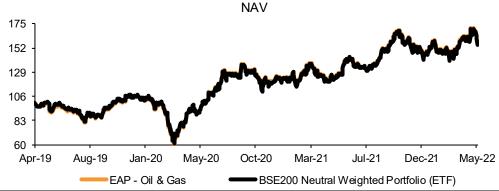
Source: Emkay Research

Price Performance (%)

	1m	3m	6m	12m
EAP - Oil & Gas	-3.8%	3.9%	-2.0%	25.0%
BSE200 Neutral Weighted Portfolio (ETF)	-3.9%	3.9%	-2.1%	25.1%

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): Nifty

Please see our model portfolio (Emkay Alpha Portfolio): SMID

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

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Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.	
BUY	Over 15%	
HOLD	Between -5% to 15%	
SELL	Below -5%	

Completed Date: 11 May 2022 10:03:20 (SGT) Dissemination Date: 11 May 2022 10:04:20 (SGT)

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