

BPCL

Refer to important disclosures at the end of this report

Lower opex drives earnings beat, Bina supports GRMs

- BPCL reported Q2FY23 SA adj. (ex-subsidy) EBITDA loss/net loss of Rs35.6bn/Rs44.6bn, better than our estimate of Rs54.2/59.6bn loss on 20% lower-than-expected opex. LPG subsidy was Rs55.8bn, while marketing inventory loss was Rs3.8bn.
- Reported GRM was USD16.8/bbl (ex-export duty), while our adj GRM is ~USD12/bbl (vs our est. of USD10.5). Implied blended marketing margin was a negative Rs3.1/kg (vs our est. of -Rs2.7). Gross debt rose 49% QoQ to Rs482.4bn, on accumulated losses.
- BPCL's FY23 earnings visibility is low, with persisting diesel losses and a volatile GRM outlook. The Bina merger amid high GRMs has been a blessing, though. We have built this in our SA estimates, though we assume a conservative marketing margin going ahead.
- FY23E EPS is up ~90% due to the Bina merger, though FY24/25E is cut by 15%/25% on moderate GRMs. We reduce TP by 7% to Rs350 (at 5.5x Sep-24 EV/EBITDA). OMCs should fare better in H2, but BPCL is expensive at 1.5x P/B (vs IOCL's 0.7x); retain HOLD.

Highlights: Adjusted gross profit was in-line, as better refining offset the weaker marketing. Marketing inventory loss was higher than our estimate. Domestic sales volume grew by 15% YoY with a 2% beat on overall volumes. Petrol/diesel volumes were up 14/21% YoY. Refinery utilization was ~100% (in-line), while reported GRM at Mumbai/Kochi/Bina was USD10.9/18.4/24.5 per barrel, respectively. Forex loss of Rs5.9bn was lower than expected, while depreciation fell 3% QoQ to Rs15.6bn. Interest cost jumped 32% QoQ to Rs8.1bn, as debt elevated. Other Income was down 11% YoY/up 27% QoQ at Rs5.6bn (in-line). Other expenditure fell 23% QoQ to Rs55.5bn, while employee cost was also lower, by 10% at Rs5.6bn (24/18% below our estimate). Reported positive EBITDA/net loss (with LPG subsidy) was Rs20.2/3.0bn; capex stood at Rs24bn in Q2.

Guidance: BPCL's H1FY23 capex was Rs67bn (as per PPAC), while its FY23 capex may be slightly higher than the targeted Rs100bn. Mgmt expects debt levels to ease with subsidy payout. New projects like refinery expansion and petchem are awaiting Board approval.

Valuation: We value BPCL on an SOTP basis, with investments at a 30% holdco discount. We increase our EV/EBITDA, from 5.0x to 5.5x Sep-24 earnings, matching it with that of IOCL/HPCL. We build-in BORL/Bina refinery into our SA FY23 estimates; this has resulted in a 93% upgrade to FY23E SA EPS, which stands adjusted in our SOTP valuation, though. In the current favorable scenario, Bina is highly earnings-accretive, although we have moderated our FY24/25 GRM assumption and, together with lower marketing margins, have cut our EPS estimates by 15%/25%. We maintain HOLD with revised TP of Rs350/share on expensive valuation (2x that of IOCL). The favorable macro and potential policy support, along with auto-fuel price movement, are the main monitorables. Key risks: Adverse commodity price margins, currency, policies and 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 | 23,25,533 | 34,66,439 | 46,65,009 | 40,85,075 | 37,08,337 |
| EBITDA | 1,79,176 | 1,93,107 | 1,81,043 | 1,76,624 | 1,70,712 |
| EBITDA Margin (%) | 7.7 | 5.6 | 3.9 | 4.3 | 4.6 |
| APAT | 1,26,767 | 1,01,720 | 70,424 | 75,306 | 67,191 |
| EPS (Rs) | 60.6 | 47.8 | 33.1 | 35.4 | 31.6 |
| EPS (% chg) | 216.1 | (21.1) | (30.8) | 6.9 | (10.8) |
| ROE (%) | 15.5 | 16.6 | 5.7 | 11.8 | 9.9 |
| P/E (x) | 5.1 | 6.5 | 9.4 | 8.8 | 9.8 |
| EV/EBITDA (x) | 4.8 | 5.3 | 5.7 | 5.8 | 5.9 |
| P/BV (x) | 1.2 | 1.3 | 1.1 | 1.0 | 0.9 |

Source: Company, Emkay Research; *FY23E onwards include Bina merger and earnings revision is on S/A estimates part

| | |
|--------------------------|---------------------|
| CMP | Target Price |
| Rs 310 | Rs 350 (▼) |
| as of (November 8, 2022) | 12 months |
| Rating | Upside |
| HOLD (■) | 13.1 % |

Change in Estimates

| | |
|--------------------------|---------|
| EPS Chg FY23E/FY24E (%)* | 93/(15) |
| Target Price change (%) | (6.6) |
| Target Period (Months) | 12 |
| Previous Reco | HOLD |

Emkay vs Consensus

| EPS Estimates | | |
|-------------------------|--------|-------|
| | FY23E | FY24E |
| Emkay | 33.1 | 35.4 |
| Consensus | 0.2 | 40.6 |
| Mean Consensus TP (12M) | Rs 382 | |

Stock Details

| | |
|-----------------------------|------------|
| Bloomberg Code | BPCL IN |
| Face Value (Rs) | 10 |
| Shares outstanding (mn) | 2,169 |
| 52 Week H/L | 434 / 288 |
| M Cap (Rs bn/USD bn) | 672 / 8.20 |
| Daily Avg Volume (nos.) | 36,79,320 |
| Daily Avg Turnover (USD mn) | 14.4 |

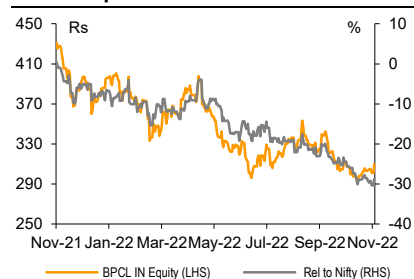
Shareholding Pattern Sep '22

| | |
|-------------------|-------|
| Promoters | 53.0% |
| FIIIs | 13.0% |
| DIIIs | 20.9% |
| Public and Others | 13.2% |

Price Performance

| (%) | 1M | 3M | 6M | 12M |
|----------------------|-----|------|------|------|
| Absolute | 1 | (8) | (13) | (26) |
| Rel. to Nifty | (4) | (12) | (22) | (27) |

Relative price trend



Source: Bloomberg

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

Sabri Hazarika

sabri.hazarika@emkayglobal.com
+91 22 6612 1282

Harsh Maru

harsh.maru@emkayglobal.com
+91 22 6612 1336

Exhibit 1: Actual vs. Estimates (Q2FY23)

| Rs bn | Actual | Estimates (Emkay) | Consensus Estimates (Bloomberg) | Variation | | Comments |
|---------------------|-----------|-------------------|---------------------------------|-----------|-----------|--------------------------|
| | | | | Emkay | Consensus | |
| Total Revenue | 10,92,256 | 10,29,064 | 15,98,618 | 6% | -32% | |
| Adjusted EBITDA | -35,610 | -54,213 | -70,195 | NM | NM | Lower than expected opex |
| EBITDA Margin | -3.3% | -5.1% | -4.4% | NM | NM | |
| Adjusted Net Profit | -44,564 | -59,563 | -57,604 | NM | NM | |

Source: Company, Emkay Research

Exhibit 2: Quarterly summary (BORL/Bina refinery merger included from Q1FY23)

| Rs mn | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | YoY | QoQ | H1FY22 | H1FY23 | YoY |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------|-------------|-----------------|-----------------|-------------|
| Revenue | 8,15,367 | 10,10,453 | 10,87,736 | 12,10,469 | 10,92,256 | 34% | -10% | 15,24,580 | 23,02,725 | 51% |
| COGS | 7,19,577 | 9,12,067 | 9,76,737 | 11,81,273 | 10,66,809 | 48% | -10% | 13,46,252 | 22,48,081 | 67% |
| Gross Profit | 95,790 | 98,386 | 1,10,999 | 29,196 | 25,447 | -73% | -13% | 1,78,327 | 54,644 | -69% |
| Opex | 51,012 | 55,899 | 66,536 | 78,219 | 61,057 | 20% | -22% | 1,00,556 | 1,39,277 | 39% |
| Total Expenditure | 7,70,590 | 9,67,966 | 10,43,273 | 12,59,492 | 11,27,866 | 46% | -10% | 14,46,808 | 23,87,358 | 65% |
| EBITDA | 44,777 | 42,487 | 44,463 | (49,023) | (35,610) | | | 77,772 | (84,633) | |
| Depreciation | 11,681 | 11,680 | 12,736 | 16,131 | 15,566 | 33% | -3% | 23,127 | 31,697 | 37% |
| Interest | 3,940 | 4,460 | 5,338 | 6,155 | 8,106 | 106% | 32% | 8,807 | 14,261 | 62% |
| Other Income | 6,292 | 6,826 | 5,976 | 4,417 | 5,574 | -11% | 26% | 10,809 | 9,991 | -8% |
| Exceptional Items | - | - | - | - | 55,820 | | | (771) | 55,820 | |
| Forex Gain/(Losses) | 513 | (357) | (1,970) | (9,626) | (5,870) | | | 46 | (15,496) | |
| PBT | 35,961 | 32,817 | 30,395 | (76,519) | (3,758) | | | 55,922 | (80,276) | |
| Tax | 9,020 | 8,192 | 9,090 | -13,888 | -716 | | | 13,965 | -14,604 | |
| PAT | 26,941 | 24,625 | 21,305 | (62,630) | (3,042) | | | 41,958 | (65,672) | |
| Adjusted PAT | 26,941 | 24,625 | 21,305 | (62,630) | (44,564) | | | 42,537 | (1,07,195) | |
| Adjusted EPS (Rs) | 12.7 | 11.6 | 10.0 | (29.4) | (20.9) | | | 20.0 | (50.3) | |
| Tax Rate | 25% | 25% | 30% | 18% | 19% | | | 25% | 18% | |
| Core EBITDA* | 36,007 | 49,217 | (7,307) | (61,813) | (14,270) | | | 53,351 | (76,083) | |
| Core PAT* | 19,955 | 29,847 | (14,515) | (59,603) | (24,211) | | | 24,105 | (83,813) | |
| Core EPS (Rs)* | 9.4 | 14.0 | (6.8) | (28.0) | (11.4) | | | 11.3 | (39.4) | |
| Refining Volumes (mmt) | 7.2 | 8.0 | 8.1 | 9.7 | 8.8 | 23% | -9% | 14.0 | 18.5 | 32% |
| Reported GRM (USD/bbl)** | 6.0 | 9.7 | 15.3 | 27.5 | 11.8 | 95% | -57% | 5.1 | 20.0 | |
| Core GRM (USD/bbl)* | 4.4 | 8.0 | 10.8 | 24.5 | 15.2 | 248% | -38% | 3.2 | 20.1 | |
| Adjusted Refining EBITDA | 14,690 | 33,160 | 58,858 | 1,30,346 | 45,092 | 207% | -65% | 21,358 | 1,75,438 | |
| Marketing Volumes (mmt) | 10.4 | 11.7 | 12.6 | 12.3 | 11.7 | 13% | -5% | 20.3 | 24.0 | 18% |
| Diesel | 4.3 | 5.0 | 5.2 | 5.7 | 5.2 | 21% | -9% | 8.7 | 10.8 | 25% |
| Petrol | 2.1 | 2.2 | 2.1 | 2.4 | 2.4 | 14% | 0% | 3.8 | 4.8 | 25% |
| Marketing Margin (Rs/mt) | 6,480 | 5,747 | 611 | (9,964) | (3,087) | | | 6,082 | (6,609) | |
| Adjusted Marketing EBITDA | 27,568 | 6,436 | (17,517) | (1,83,705) | (85,004) | | | 51,283 | (2,68,709) | |
| Marketing Inventory Gain/(Losses) | 2,270 | (14,230) | 31,770 | (3,710) | (3,840) | | | 10,420 | (7,550) | |
| Pipeline Volumes (mmt) | 5.2 | 5.9 | 6.2 | 9.1 | 8.9 | 71% | -2% | 10.3 | 18.1 | 76% |
| Implied Pipeline EBITDA* | 2,519 | 2,891 | 3,121 | 4,336 | 4,302 | 71% | -1% | 5,131 | 8,637 | 68% |
| Gross Debt | 2,10,008 | 2,41,644 | 2,41,231 | 3,22,839 | 4,82,371 | 130% | 49% | 2,10,008 | 4,82,371 | 130% |
| Implied Net Debt | 50,294 | 1,38,319 | 1,90,296 | 2,74,356 | 4,36,340 | 768% | 59% | 50,294 | 4,36,340 | 768% |
| Net Under-recovery | - | - | - | - | - | - | - | - | - | - |

Source: Company, Emkay Research

*Note: OMCs have discontinued reporting inventory gains/losses (BPCL gives marketing numbers, though); hence these numbers are estimates; **BPCL's gross debt excludes lease liabilities, BORL/Bina refinery merged numbers are reflected from Q1FY23, hence YoY figures are not comparable; ** Adjusted for assumed export duty (USD16.8 RGRM)

Exhibit 3: Change in assumptions

| | FY23E | | | FY24E | | | FY25E | | |
|--------------------------|----------|---------|----------|----------|---------|----------|----------|---------|----------|
| | Previous | Revised | Variance | Previous | Revised | Variance | Previous | Revised | Variance |
| GRM (USD/bbl) | 12.5 | 18.0 | 45% | 9.0 | 10.0 | 11% | 8.5 | 9.0 | 6% |
| Marketing Margin (Rs/mt) | 2,308 | 990 | -57% | 5,066 | 4,302 | -15% | 5,395 | 4,642 | -14% |
| Growth | -45.4% | -76.7% | NM | 119.5% | 334.4% | NM | 6.5% | 7.9% | 140bps |
| Marketing Sales (mmt) | 51 | 51 | 1% | 52 | 52 | -1% | 54 | 53 | 0% |
| Growth | 13.5% | 14.6% | 115bps | 3.3% | 1.6% | -171bps | 2.5% | 2.7% | 21bps |

Source: Company, Emkay Research

Exhibit 4: Change in estimates

| (Rs bn) | FY23E | | | FY24E | | | FY25E | | |
|----------------|----------|---------|----------|----------|---------|----------|----------|---------|----------|
| | Previous | Revised | Variance | Previous | Revised | Variance | Previous | Revised | Variance |
| Revenue | 5,116 | 4,665 | -9% | 4,329 | 4,085 | -6% | 4,141 | 3,708 | -10% |
| EBITDA | 95 | 181 | 90% | 168 | 177 | 5% | 175 | 171 | -2% |
| EBITDA Margins | 1.9% | 3.9% | 202bps | 3.9% | 4.3% | 45bps | 4.2% | 4.6% | 38bps |
| PAT | 36 | 70 | 93% | 89 | 75 | -15% | 90 | 67 | -25% |
| EPS (Rs) | 17.1 | 33.1 | 93% | 41.8 | 35.4 | -15% | 42.2 | 31.6 | -25% |

Source: Company, Emkay Research

Valuation**Exhibit 5: SOTP-based valuation – Sep-23E**

| Components | Basis | Sep-24E EBITDA | Multiple(x) | EV (Rs bn) | EV/Sh (Rs) | Comments |
|------------------------------------|-------------------|----------------|-------------|------------|------------|--------------------------|
| Refining Standalone | EV/EBITDA | 146 | 5.5 | 801 | 376 | |
| Pipelines Standalone | EV/EBITDA | 13 | 5.5 | 69 | 32 | |
| Petrochemicals Standalone | EV/EBITDA | 0 | | - | - | |
| Marketing Standalone | EV/EBITDA | 16 | 5.5 | 85 | 40 | |
| Core Business EV | | 174 | 5.5 | 955 | 449 | Blended Multiple at 5.5x |
| Less: Adj. Net Debt (end-Sept '23) | | | | 342 | 161 | |
| Core Business Valuation | | | | 613 | 288 | |
| Investments | | | | | | |
| Value of Mozambique Upstream Stake | Transaction Value | | | 44 | 21 | At 30% Discount |
| Value of Listed Investments | TP | | | 89 | 42 | At 30% HoldCo Discount |
| Target Price-Fair Value | | | | | 350 | |

Source: Company, Emkay Research; BORL is part of the core standalone business now

Exhibit 6: Schedule and value of Investments – Sep-23E

| Listed | Type | Basis of Valuation | TP/CMP (Rs/sh) | Equity Value (Rs bn) | BPCL Stake | Pro-rata Value (Rs bn) | HoldCo Discount | Contr. to SOTP (Rs bn) | Per Share Value (Rs) |
|---------------------|-----------|--------------------|----------------|----------------------|------------|------------------------|-----------------|------------------------|----------------------|
| IGL | JV | TP (Emkay) | 450 | 315 | 22.5% | 71 | 30% | 50 | 23 |
| PLNG | JV | TP (Emkay) | 260 | 390 | 12.5% | 49 | 30% | 34 | 16 |
| Oil India | Financial | TP (Emkay) | 260 | 282 | 2.5% | 7 | 30% | 5 | 2 |
| Total Listed | | | | | | 127 | | 89 | 42 |

Source: Company, Emkay Research;

Exhibit 7: Value of the Mozambique Upstream stake

| Components | Basis | EV (Rs bn) | BPCL stake | Net Debt (Rs bn) | Equity Value (Rs/bn) | Equity Value (Rs/sh) |
|----------------------------|--|------------|------------|------------------|----------------------|----------------------|
| Mozambique Upstream Area 1 | 30% discount to the last transaction value | 84 | 10% | 40 | 44 | 21 |

Source: Company, Emkay Research

Key Financials (Standalone)**Income Statement**

| Y/E Mar (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|----------------------------------|------------------|------------------|------------------|------------------|------------------|
| Revenue | 23,25,533 | 34,66,439 | 46,65,009 | 40,85,075 | 37,08,337 |
| Expenditure | 21,46,357 | 32,73,333 | 44,83,966 | 39,08,451 | 35,37,625 |
| EBITDA | 1,79,176 | 1,93,107 | 1,81,043 | 1,76,624 | 1,70,712 |
| Depreciation | 39,781 | 54,179 | 65,046 | 71,962 | 78,000 |
| EBIT | 1,39,396 | 1,38,928 | 1,15,997 | 1,04,661 | 92,713 |
| Other Income | 41,365 | 26,337 | 26,752 | 28,047 | 30,286 |
| Interest expenses | 13,284 | 22,088 | 31,099 | 32,031 | 33,172 |
| PBT | 1,67,478 | 1,43,177 | 1,11,650 | 1,00,677 | 89,827 |
| Tax | 99,408 | 54,998 | 79,546 | 25,371 | 22,636 |
| Extraordinary Items | 58,698 | 13,541 | 38,320 | 0 | 0 |
| Minority Int./Income from Assoc. | 0 | 0 | 0 | 0 | 0 |
| Reported Net Income | 1,90,417 | 1,13,634 | 1,12,178 | 75,306 | 67,191 |
| Adjusted PAT | 1,26,767 | 1,01,720 | 70,424 | 75,306 | 67,191 |

Balance Sheet

| Y/E Mar (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--|-----------------|-----------------|------------------|------------------|------------------|
| Equity share capital | 20,929 | 21,295 | 21,295 | 21,295 | 21,295 |
| Reserves & surplus | 5,24,516 | 4,95,160 | 5,92,755 | 6,37,939 | 6,78,253 |
| Net worth | 5,45,446 | 5,16,455 | 6,14,050 | 6,59,233 | 6,99,548 |
| Minority Interest | 0 | 0 | 0 | 0 | 0 |
| Loan Funds | 3,41,603 | 4,22,153 | 4,37,153 | 4,44,153 | 4,35,153 |
| Net deferred tax liability | 44,716 | 58,660 | 58,660 | 58,660 | 58,660 |
| Total Liabilities | 9,31,764 | 9,97,268 | 11,09,863 | 11,62,046 | 11,93,361 |
| Net block | 6,39,363 | 8,38,064 | 8,98,015 | 9,39,544 | 9,56,230 |
| Investment | 1,90,908 | 1,33,888 | 1,35,671 | 1,37,481 | 1,39,318 |
| Current Assets | 5,02,174 | 6,19,922 | 7,03,087 | 6,41,824 | 6,00,593 |
| Cash & bank balance | 70,535 | 14,509 | 22,365 | 38,498 | 47,351 |
| Other Current Assets | 0 | 0 | 0 | 0 | 0 |
| Current liabilities & Provision | 4,74,176 | 6,44,577 | 6,71,885 | 5,88,285 | 5,34,577 |
| Net current assets | 27,998 | (24,655) | 31,203 | 53,539 | 66,016 |
| Misc. exp | 0 | 0 | 0 | 0 | 0 |
| Total Assets | 9,31,764 | 9,97,268 | 11,09,863 | 11,62,046 | 11,93,361 |

Cash Flow

| Y/E Mar (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|---------------------------------------|-------------------|-------------------|-----------------|-----------------|-----------------|
| PBT (Ex-Other income) (NI+Dep) | 1,26,112 | 1,16,840 | 84,898 | 72,630 | 59,541 |
| Other Non-Cash items | 14,765 | (13,599) | 38,320 | 0 | 0 |
| Chg in working cap | 58,525 | 10,572 | (48,002) | (6,203) | (3,624) |
| Operating Cashflow | 2,00,298 | 1,39,491 | 1,33,569 | 1,45,050 | 1,44,452 |
| Capital expenditure | (88,081) | (2,29,356) | (1,20,000) | (1,00,000) | (95,000) |
| Free Cash Flow | 1,12,217 | (89,865) | 13,569 | 45,050 | 49,452 |
| Investments | (17,565) | 57,020 | (1,783) | (1,810) | (1,837) |
| Other Investing Cash Flow | 89,583 | 32,225 | 0 | 0 | 0 |
| Investing Cashflow | 25,302 | (1,13,774) | (95,031) | (73,763) | (66,551) |
| Equity Capital Raised | 1,260 | 365 | 0 | 0 | 0 |
| Loans Taken / (Repaid) | (1,36,584) | 80,549 | 15,000 | 7,000 | (9,000) |
| Dividend paid (incl tax) | (42,613) | (1,44,828) | (14,583) | (30,123) | (26,876) |
| Other Financing Cash Flow | 34,997 | 4,259 | 0 | 0 | 0 |
| Financing Cashflow | (1,56,223) | (81,742) | (30,682) | (55,154) | (69,048) |
| Net chg in cash | 69,377 | (56,026) | 7,856 | 16,133 | 8,853 |
| Opening cash position | 1,158 | 70,535 | 14,509 | 22,365 | 38,498 |
| Closing cash position | 70,535 | 14,509 | 22,365 | 38,498 | 47,351 |

Source: Company, Emkay Research

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Key Ratios

| Profitability (%) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--------------------------|-------------|-------------|--------------|--------------|--------------|
| EBITDA Margin | 7.7 | 5.6 | 3.9 | 4.3 | 4.6 |
| EBIT Margin | 6.0 | 4.0 | 2.5 | 2.6 | 2.5 |
| Effective Tax Rate | 59.4 | 38.4 | 71.2 | 25.2 | 25.2 |
| Net Margin | 2.9 | 2.5 | 0.7 | 1.8 | 1.8 |
| ROCE | 20.1 | 17.1 | 13.5 | 11.7 | 10.4 |
| ROE | 15.5 | 16.6 | 5.7 | 11.8 | 9.9 |
| RoIC | 9.5 | 12.3 | 3.9 | 8.4 | 7.2 |

| Per Share Data (Rs) | FY21 | FY22 | FY23E | FY24E | FY25E |
|----------------------------|-------------|-------------|--------------|--------------|--------------|
| EPS | 60.6 | 47.8 | 33.1 | 35.4 | 31.6 |
| CEPS | 51.5 | 66.9 | 45.6 | 69.2 | 68.2 |
| BVPS | 260.6 | 242.5 | 288.4 | 309.6 | 328.5 |
| DPS | 79.0 | 16.0 | 6.8 | 14.1 | 12.6 |

| Valuations (x) | FY21 | FY22 | FY23E | FY24E | FY25E |
|-----------------------|-------------|-------------|--------------|--------------|--------------|
| PER | 5.1 | 6.5 | 9.4 | 8.8 | 9.8 |
| P/CEPS | 6.0 | 4.6 | 6.8 | 4.5 | 4.5 |
| P/BV | 1.2 | 1.3 | 1.1 | 1.0 | 0.9 |
| EV / Sales | 0.4 | 0.3 | 0.2 | 0.3 | 0.3 |
| EV / EBITDA | 4.8 | 5.3 | 5.7 | 5.8 | 5.9 |
| Dividend Yield (%) | 25.5 | 5.2 | 2.2 | 4.6 | 4.1 |

| Gearing Ratio (x) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--------------------------|-------------|-------------|--------------|--------------|--------------|
| Net Debt/ Equity | 0.4 | 0.7 | 0.6 | 0.5 | 0.5 |
| Net Debt/EBIDTA | 1.1 | 1.9 | 2.0 | 2.0 | 2.0 |
| Working Cap Cycle (days) | 26.6 | 20.8 | 20.2 | 20.2 | 20.2 |

| Growth (%) | FY21 | FY22 | FY23E | FY24E | FY25E |
|-------------------|-------------|-------------|--------------|--------------|--------------|
| Revenue | (18.2) | 49.1 | 34.6 | (12.4) | (9.2) |
| EBITDA | 115.8 | 7.8 | (6.2) | (2.4) | (3.3) |
| EBIT | 208.8 | (0.3) | (16.5) | (9.8) | (11.4) |
| PAT | 609.7 | (40.3) | (1.3) | (32.9) | (10.8) |

| Quarterly (Rs mn) | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 |
|--------------------------|---------------|---------------|---------------|---------------|---------------|
| Revenue | 8,15,367 | 10,10,453 | 10,87,736 | 12,10,469 | 10,92,256 |
| EBITDA | 44,777 | 42,487 | 44,463 | (49,023) | (35,610) |
| EBITDA Margin (%) | 5.5 | 4.2 | 4.1 | (4.0) | (3.3) |
| PAT | 26,941 | 24,625 | 21,305 | (62,630) | (3,042) |
| EPS (Rs) | 12.7 | 11.6 | 10.0 | (29.4) | (1.4) |

Source: Company, Emkay Research

| Shareholding Pattern (%) | Sep-21 | Dec-21 | Mar-22 | Jun-22 | Sep-22 |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|
| Promoters | 53.0 | 53.0 | 53.0 | 53.0 | 53.0 |
| FIIIs | 12.0 | 12.7 | 13.7 | 13.2 | 13.0 |
| DIIIs | 21.7 | 21.1 | 19.9 | 20.7 | 20.9 |
| Public and Others | 13.3 | 13.2 | 13.5 | 13.2 | 13.2 |

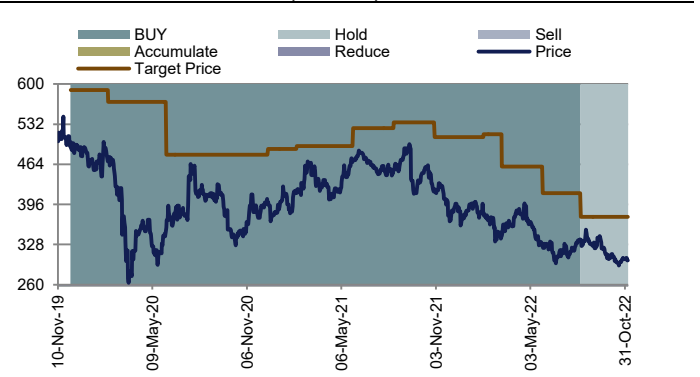
Source: Capitaline

RECOMMENDATION HISTORY (Rs/share)

| Date | Closing Price | TP | Period | Rating | Analyst |
|-----------|---------------|-----|--------|--------|----------------|
| 07-Sep-22 | 327 | 375 | 12m | Hold | Sabri Hazarika |
| 07-Aug-22 | 336 | 375 | 12m | Hold | Sabri Hazarika |
| 15-Jul-22 | 312 | 415 | 12m | Buy | Sabri Hazarika |
| 28-Jun-22 | 319 | 415 | 12m | Buy | Sabri Hazarika |
| 26-May-22 | 324 | 415 | 12m | Buy | Sabri Hazarika |
| 22-May-22 | 333 | 460 | 12m | Buy | Sabri Hazarika |
| 09-Mar-22 | 343 | 460 | 12m | Buy | Sabri Hazarika |
| 02-Feb-22 | 382 | 515 | 12m | Buy | Sabri Hazarika |
| 25-Dec-21 | 372 | 510 | 12m | Buy | Sabri Hazarika |
| 23-Nov-21 | 398 | 510 | 12m | Buy | Sabri Hazarika |
| 31-Oct-21 | 418 | 510 | 12m | Buy | Sabri Hazarika |
| 14-Aug-21 | 455 | 535 | 12m | Buy | Sabri Hazarika |
| 26-Jul-21 | 456 | 525 | 12m | Buy | Sabri Hazarika |
| 23-Jun-21 | 470 | 525 | 12m | Buy | Sabri Hazarika |
| 29-May-21 | 472 | 525 | 12m | Buy | Sabri Hazarika |
| 28-May-21 | 472 | 525 | 12m | Buy | Sabri Hazarika |
| 23-Apr-21 | 423 | 495 | 12m | Buy | Sabri Hazarika |
| 22-Mar-21 | 439 | 495 | 12m | Buy | Sabri Hazarika |
| 18-Mar-21 | 427 | 495 | 12m | Buy | Sabri Hazarika |
| 02-Mar-21 | 469 | 495 | 12m | Buy | Sabri Hazarika |
| 09-Feb-21 | 419 | 495 | 12m | Buy | Sabri Hazarika |
| 16-Dec-20 | 400 | 490 | 12m | Buy | Sabri Hazarika |
| 26-Nov-20 | 378 | 480 | 12m | Buy | Sabri Hazarika |
| 30-Oct-20 | 354 | 480 | 12m | Buy | Sabri Hazarika |
| 28-Sep-20 | 385 | 480 | 12m | Buy | Sabri Hazarika |
| 23-Sep-20 | 388 | 480 | 12m | Buy | Sabri Hazarika |
| 06-Sep-20 | 403 | 480 | 12m | Buy | Sabri Hazarika |
| 15-Aug-20 | 413 | 480 | 12m | Buy | Sabri Hazarika |
| 17-Jul-20 | 444 | 480 | 12m | Buy | Sabri Hazarika |
| 04-Jun-20 | 357 | 480 | 12m | Buy | Sabri Hazarika |
| 03-Jun-20 | 349 | 570 | 12m | Buy | Sabri Hazarika |
| 06-May-20 | 344 | 570 | 12m | Buy | Sabri Hazarika |
| 11-Mar-20 | 404 | 570 | 12m | Buy | Sabri Hazarika |
| 14-Feb-20 | 476 | 570 | 12m | Buy | Sabri Hazarika |
| 24-Jan-20 | 466 | 590 | 12m | Buy | Sabri Hazarika |
| 04-Dec-19 | 501 | 590 | 12m | Buy | Sabri Hazarika |

Source: Company, Emkay Research

RECOMMENDATION HISTORY (Rs/share)



Source: Bloomberg, Company, Emkay Research

Emkay Alpha Portfolio – Oil & Gas



Analyst: Sabri Hazarika

Contact Details

sabri.hazarika@emkayglobal.com
+91 22 6612 1282

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.

EAP sector portfolio

| Company Name | BSE200 Weight | EAP Weight | OW/UW (%) | OW/UW (bps) | EAP Weight based on Current NAV | Change vs last published EAP (bps) |
|------------------------|---------------|--------------|------------|-------------|---------------------------------|------------------------------------|
| Oil & Gas | 10.07 | 10.01 | -1% | -6 | 100.00 | |
| BPCL | 0.27 | 0.29 | 9% | 2 | 2.89 | 0 |
| GAIL | 0.22 | 0.24 | 9% | 2 | 2.34 | 0 |
| Gujarat Gas | 0.08 | 0.07 | -13% | -1 | 0.71 | -7 |
| Gujarat State Petronet | 0.00 | 0.01 | NA | 1 | 0.10 | 0 |
| Gulf Oil Lubricants | 0.00 | 0.00 | NA | 0 | 0.00 | 0 |
| HPCL | 0.12 | 0.13 | 9% | 1 | 1.30 | 0 |
| Indian Oil | 0.24 | 0.26 | 9% | 2 | 2.63 | -3 |
| Indraprastha Gas | 0.14 | 0.16 | 15% | 2 | 1.55 | 0 |
| Petronet LNG | 0.15 | 0.16 | 8% | 1 | 1.57 | 0 |
| Oil India | 0.06 | 0.07 | 16% | 1 | 0.74 | 0 |
| ONGC | 0.50 | 0.58 | 16% | 8 | 5.76 | 0 |
| Reliance Industries | 8.30 | 8.04 | -3% | -26 | 79.84 | 0 |
| Cash | 0.00 | 0.06 | NA | 6 | 0.56 | 5 |

Source: Emkay Research

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

Sector portfolio NAV

| | Base 1-Apr-19 | 3-Nov-21 | 5-May-22 | 4-Aug-22 | 4-Oct-22 | Latest 4-Nov-22 |
|---|------------------|----------|----------|----------|----------|--------------------|
| EAP - Oil & Gas | 100.0 | 156.0 | 162.1 | 155.0 | 146.3 | 155.3 |
| BSE200 Neutral Weighted Portfolio (ETF) | 100.0 | 155.1 | 161.0 | 154.0 | 145.3 | 154.5 |

*Performance measurement base date 1st April 2019

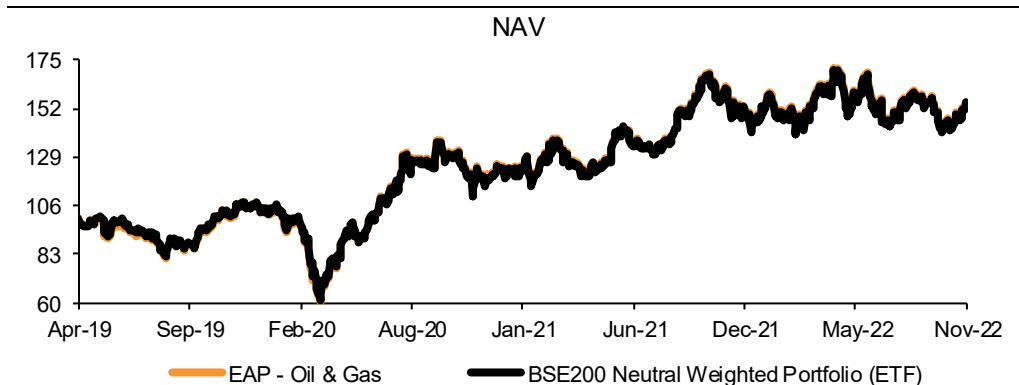
Source: Emkay Research

Price Performance (%)

| | 1m | 3m | 6m | 12m |
|---|------|------|-------|-------|
| EAP - Oil & Gas | 6.2% | 0.2% | -4.2% | -0.5% |
| BSE200 Neutral Weighted Portfolio (ETF) | 6.3% | 0.3% | -4.0% | -0.4% |

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”

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: 09 Nov 2022 00:18:25 (SGT)

Dissemination Date: 09 Nov 2022 00:19:25 (SGT)

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7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India

Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com