

November 10, 2022

Q2FY23 Result Update

■ Change in Estimates | ■ Target | ■ Reco

Change in Estimates

	Cu	rrent	Previous				
	FY24E	FY25E	FY24E	FY25E			
Rating	Н	OLD	н	OLD			
Target Price	5	530	530				
Sales (Rs. m)	1,53,448	1,57,864	1,53,448	1,57,864			
% Chng.	-	-					
EBITDA (Rs. n	n) 25,211	28,388	25,211	28,388			
% Chng.	-	-					
EPS (Rs.)	24.9	29.4	24.9	29.4			
% Chng.	-	-					

Key Financials - Standalone

Y/e Mar	FY22	FY23E	FY24E	FY25E
Sales (Rs. m)	1,64,562	1,61,834	1,53,448	1,57,864
EBITDA (Rs. m)	20,763	23,022	25,211	28,388
Margin (%)	12.6	14.2	16.4	18.0
PAT (Rs. m)	12,856	14,934	17,172	20,271
EPS (Rs.)	18.7	21.7	24.9	29.4
Gr. (%)	1.4	16.2	15.0	18.1
DPS (Rs.)	2.0	3.3	4.2	5.9
Yield (%)	0.4	0.7	0.9	1.2
RoE (%)	24.5	21.8	19.8	19.0
RoCE (%)	29.3	26.3	23.0	21.6
EV/Sales (x)	2.0	2.0	2.0	1.8
EV/EBITDA (x)	16.1	13.9	12.0	10.0
PE (x)	26.5	22.8	19.9	16.8
P/BV (x)	5.7	4.4	3.6	2.9

Key Data	GGAS.BO GUJGA IN
52-W High / Low	Rs.722 / Rs.404
Sensex / Nifty	60,614 / 18,028
Market Cap	Rs.341bn/ \$ 4,168m
Shares Outstanding	688m
3M Avg. Daily Value	Rs.711.26m

Shareholding Pattern (%)

Promoter's	60.89
Foreign	5.03
Domestic Institution	13.03
Public & Others	21.04
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	0.9	(2.3)	(24.9)
Relative	(3.5)	(12.4)	(25.2)

Avishek Datta

avishekdatta@plindia.com | 91-22-66322254

Gujarat Gas (GUJGA IN)

Rating: HOLD | CMP: Rs495 | TP: Rs530

Competitive intensity picks up

Quick Pointers:

- Q2 volumes lower at 7.6mmscmd (lowest since Q4FY19), due to rising use of cheaper competing propane use to 2.5mmscmd.
- Sharp drop in spot LNG prices to \$24 will help, but GGAS recently cut prices by Rs5/scm to compete with propane.

We maintain our FY23/24E earnings. GGAS reported better than expected Q2 results with EBIDTA/PAT of Rs6.4bn (+6%Q/Q; PLe Rs4.9bn) and Rs4.0bn (+6.1%Q/Q; PLe Rs3.0bn) due to sharp improvement in margins. Q2 industrial volumes were down to 4.5mmscmd (-32%QoQ), as demand shifted to cheaper Propane which amounted to 2.5mmscmd. Drop in spot LNG prices to USD24/mmbtu is positive, however, emergence of propane as a competing fuel will limit GGAS's margins/volume growth. Company has cut prices by Rs5/scm recently to pass on drop in gas prices, however, GGAS is likely to face growth challenges. We like GGAS as a structural play on industrial gas demand and accordingly maintain our 'HOLD' rating with DCF based PT of Rs530 (Unchanged).

- High margins drive earnings: GGAS reported higher than expected results with EBITDA of Rs6.4bn (+6%QoQ; PLe Rs4.9bn) and PAT of Rs4.0bn (+6.1%QoQ; PLe Rs3.0bn). EBIDTA beat was due to higher margins of Rs9.2/scm due to no usage of high cost spot LNG. Q2 volumes were disappointing at 7.62mmscmd (-21% QoQ; PLe 8.9mmscmd). Gross margins increased to Rs14.8/scm (Q1: Rs11.3/scm) as blended gas prices were corrected at to Rs43.8/scm(-10% QoQ). Accordingly, EBIDTA/scm was at Rs9.2/scm (PLe Rs6) vs Q1 levels of Rs6.8/scm.
- Low competing fuel led to muted industrial volume: For Q2, GGAS's gas sales were at 7.6mmscm (-21% QoQ; PLe 5.5) with industrial volumes at 4.5mscm (-32.6% QoQ), while CNG volumes were at 2.3mscm (-4.9%QoQ) and domestic volumes were at 0.7mscm (+25.5%QoQ). GGAS has seen competition from cheaper propane (~14% cheaper to gas in Q2) which sharply hit volumes. To compete with Propane, GGAS has cut PNG prices by Rs5/scm, but propane economics remains favorable. GGAS opened 20 new CNG stations in Q2, which sums the total count to 750. Company also added 61 industrial customers.
- For Q2, GGAS tied in 0.56mmscmd sales volumes, half of which is non Morbi which has higher margins. The gas sales will commence by Dec 22. We model FY23/24E sales volumes at 10.3/11.6 mmsmcd (unchanged). Also GGAS has tied in spot LNG volumes till Feb-23 at USD28/mmbtu for winter months (till Sept-22 spot LNG tied in at less than USD25/mmbtu).
- GGAS unlikely to compete for volumes: GGAS will unlikely compete with seasonally low propane prices, which are likely to increase in H2 due to winters. However, large scale Propane usage will be a significant competitor and will limit volume/margins. We like GGAS business model given strong downstream demand across ceramics, agrochemicals and pharma sector accompanied by CNG which will drive growth ahead.

Exhibit 1: Q2FY23 Result Overview (Rs mn)

Y/e March	Q2FY23	Q2FY22	YoY gr. (%)	Q1FY23	H1FY22	H1FY23	YoY gr. (%)
Net Sales	41,078	36,859	11.4	53,032	94,111	67,518	39.4
Operating Costs	34,651	32,649	6.1	46,966	81,617	56,080	45.5
as % of Net Sales	84.4	88.6		88.6	86.7	83.1	
Raw material	30,684	29,784	3.0	42,973	73,657	50,387	46.2
as % of Net Sales	74.7	80.8		81.0	78.3	74.6	
Personnel Costs	503	445	13.0	472	975	950	2.6
as % of Net Sales	1.2	1.2		0.9	1.0	1.4	
Excise duty	1,314	714	84.0	1,332	2,645	1,264	109.2
as % of Net Sales	3.2	1.9		2.5	2.8	1.9	
Other Overheads	2,150	1,706	26.0	2,190	4,340	3,478	24.8
as % of Net Sales	6.2	5.2		4.7	5.3	6.2	
EBITDA	6,427	4,210	52.7	6,066	12,494	11,439	9.2
Other Income	186	192	(3.3)	190	375	404	(7.2)
PBDIT	6,613	4,402	50.2	6,256	12,869	11,843	8.7
Depreciation	1,064	937	13.6	1,032	2,096	1,842	13.8
Interest	131	123	6.7	136	267	281	(5.3)
Pre-tax Profit	5,423	3,342	62.2	5,089	10,511	9,719	8.1
Тах	1,379	852	61.8	1,278	2,656	2,468	7.6
Pre-tax Profit	4,044	2,490	62.4	3,811	7,855	7,252	8.3
Gas sales volumes (mmscm)	701.0	1,049.7	(33.2)	887.3	1,588	1,961	(19.0)
Gas sales (Rs/000scm)	58.6	35.1	66.9	59.8	59.25	34.44	72.1
Gas purchase (Rs/000scm)	43.8	28.4	54.3	48.4	46.38	25.70	80.5
Gross margins (Rs/000scm)	14.8	6.7	120.0	11.3	12.88	8.74	47.4
Opex/scm	5.7	2.7	107.3	4.5	5.01	2.90	72.6
EBIDTA/scm	9.2	4.0	128.6	6.8	7.87	5.83	34.8
Volume (mscmd)							
Industrial	411	799.5	(48.6)	603.3	1,015	1,507	(32.7)
CNG	213	180.3	18.4	222.0	435	321	35.5
Domestic	63	58.9	7.8	50.1	114	113	0.6
Commercial	13	11.0	16.7	11.8	25	19	29.8
Total	701	1,049.7	(33.2)	887.3	1,588	1,961	(19.0)

Source: Company, PL

Exhibit 2: Quarterly volume and margin details

Y/e March	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23
Gas sales volumes(mmscm)	906	1053	1092	911	1,050	1,048	890	887	701
Gas sales (Rs/000scm)	28.26	27.40	31.95	33.65	35.11	50.02	53.63	59.77	58.60
Gas purchase (Rs/000scm)	17.52	19.11	24.36	22.62	28.37	44.53	41.79	48.43	43.77
Gross margins (Rs/000scm)	10.73	8.29	7.59	11.04	6.74	5.48	11.84	11.34	14.83
Opex (Rs/scm)	2.64	2.45	2.52	3.10	2.73	3.22	4.01	4.50	5.66
EBIDTA/scm	8.09	5.84	5.08	7.93	4.01	2.27	7.84	6.84	9.17
Volume (mscmd)	9.85	11.45	12.13	10.12	11.41	11.39	9.68	9.64	7.62
Volume (mscm)									
Industrial	723.0	843.0	862.0	708.0	799.5	773.7	603.0	603.3	411.2
CNG	118.0	142.0	154.0	141.0	180.3	199.6	200.7	222.0	213.4
Domestic	59.0	59.0	66.0	54.0	58.9	61.6	73.8	50.1	63.5
Commercial	6.0	9.0	10.0	8.0	11.0	12.9	12.6	11.8	12.9
Total	906.0	1053.0	1092.0	911.0	1049.7	1047.9	890.1	887.3	701.0

Source: Company, PL

Exhibit 3: DCF

	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
EBITDA (Rs mn)	16,346	20,842	20,763	23,022	25,211	28,388	31,960	35,557	42,648	44,963	47,464	52,210	56,909
Depreciation (Rs mn)	3,180	3,436	3,849	4,231	4,649	5,091	5,535	5,980	6,426	6,873	7,322	7,790	8,190
EBIT (Rs mn)	13,166	17,406	16,914	18,791	20,562	23,297	26,425	29,578	36,223	38,090	40,142	44,420	48,719
Current tax on EBIT (Rs mn)	(2,943)	(4,212)	(4,160)	(4,392)	(5,050)	(5,962)	(7,009)	(8,114)	(10,073)	(11,069)	(12,211)	(11,638)	(12,764)
Total capex (Rs mn)	(6,937)	(8,425)	(7,134)	(8,184)	(9,203)	(9,223)	(9,245)	(9,270)	(9,297)	(9,327)	(9,359)	(8,000)	(8,000)
Chg. in net working capital (Rs mn)	(1,240)	(360)	940	(1,824)	(2,212)	(1,914)	(1,738)	(1,595)	(1,896)	(2,183)	(2,392)	(2,392)	(2,392)
Total free cash flows (Rs mn)	5,227	7,844	10,409	8,621	8,746	11,289	13,968	16,579	21,382	22,384	23,502	30,180	33,753
growth		50.1%	32.7%	-17.2%	1.5%	29.1%	23.7%	18.7%	29.0%	4.7%	5.0%	28.4%	11.8%
ebitda growth		27.5%	-0.4%	10.9%	9.5%	12.6%	12.6%	11.3%	19.9%	5.4%	5.6%	10.0%	9.0%
WACC	10.8%												
Terminal growth rate	5.0%												
Terminal value	609252												
Terminal EV/E	10.7												
PV of terminal value	241735												
PV as % of EV	70%												
Enterprise value	3,43,072												
Net debt as on Mar 22	(21,563)												
Equity value	364635												
Value per share	530												
Source: PL													
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Financials

Income Statement (Rs m)

income Statement (NS m)				
Y/e Mar	FY22	FY23E	FY24E	FY25E
Net Revenues	1,64,562	1,61,834	1,53,448	1,57,864
YoY gr. (%)	66.8	(1.7)	(5.2)	2.9
Cost of Goods Sold	1,34,369	1,29,208	1,17,235	1,16,741
Gross Profit	30,194	32,626	36,213	41,123
Margin (%)	18.3	20.2	23.6	26.0
Employee Cost	1,909	2,195	2,524	3,029
Other Expenses	-	-	-	-
EBITDA	20,763	23,022	25,211	28,388
YoY gr. (%)	(0.4)	10.9	9.5	12.6
Margin (%)	12.6	14.2	16.4	18.0
Depreciation and Amortization	3,849	4,231	4,649	5,091
EBIT	16,914	18,791	20,562	23,297
Margin (%)	10.3	11.6	13.4	14.8
Net Interest	568	243	243	121
Other Income	907	1,418	2,638	3,925
Profit Before Tax	17,253	19,965	22,957	27,101
Margin (%)	10.5	12.3	15.0	17.2
Total Tax	4,278	5,031	5,785	6,829
Effective tax rate (%)	24.8	25.2	25.2	25.2
Profit after tax	12,975	14,934	17,172	20,271
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	12,856	14,934	17,172	20,271
YoY gr. (%)	1.4	16.2	15.0	18.1
Margin (%)	7.8	9.2	11.2	12.8
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	12,856	14,934	17,172	20,271
YoY gr. (%)	1.4	16.2	15.0	18.1
Margin (%)	7.8	9.2	11.2	12.8
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	12,856	14,934	17,172	20,271
Equity Shares O/s (m)	688	688	688	688
EPS (Rs)	18.7	21.7	24.9	29.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
Non-Current Assets				
Gross Block	82,169	90,169	99,169	1,08,169
Tangibles	82,169	90,169	99,169	1,08,169
Intangibles	-	-	-	-
Acc: Dep / Amortization	24,553	28,785	33,434	38,525
Tangibles	24,553	28,785	33,434	38,525
Intangibles	-	-	-	-
Net fixed assets	60,967	64,736	69,087	72,996
Tangibles	57,616	61,384	65,735	69,644
Intangibles	3,352	3,352	3,352	3,352
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Capital Work In Progress	7,009	7,009	7,009	7,009
Goodwill	1,844	2,028	2,231	2,454
Non-Current Investments	1,010	1,111	1,222	1,345
Net Deferred tax assets	(8,181)	(8,819)	(9,554)	(10,421)
Other Non-Current Assets	3,238	3,562	3,918	4,310
Current Assets				
Investments	-	-	-	-
Inventories	871	856	812	835
Trade receivables	13,061	12,845	12,179	12,530
Cash & Bank Balance	9,131	24,263	41,222	58,114
Other Current Assets	2,034	2,237	2,461	2,707
Total Assets	99,945	1,19,505	1,41,085	1,63,336
Equity				
Equity Share Capital	1,377	1,377	1,377	1,377
Other Equity	58,778	75,704	94,605	1,15,914
Total Networth	60,155	77,080	95,982	1,17,290
Non-Current Liabilities				
Long Term borrowings	2,700	2,700	2,700	-
Provisions	569	626	689	758
Other non current liabilities	692	762	838	922
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	7,677	7,550	7,159	7,365
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Other current liabilities	19,255	21,181	23,299	25,629

Source: Company Data, PL Research

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Cash Flow (Rs m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
PBT	17,253	19,965	22,957	27,101
Add. Depreciation	3,849	4,231	4,649	5,091
Add. Interest	568	243	243	121
Less Financial Other Income	907	1,418	2,638	3,925
Add. Other	-	-	-	-
Op. profit before WC changes	21,670	24,440	27,849	32,314
Net Changes-WC	(1,079)	2,181	2,636	2,440
Direct tax	(4,278)	(5,031)	(5,785)	(6,829)
Net cash from Op. activities	16,313	21,590	24,700	27,924
Capital expenditures	(7,134)	(8,184)	(9,203)	(9,223)
Interest / Dividend Income	-	-	-	-
Others	(20)	(22)	(24)	(26)
Net Cash from Invt. activities	(7,154)	(8,206)	(9,227)	(9,249)
Issue of share cap. / premium	3,730	4,231	4,649	5,091
Debt changes	(5,000)	-	-	(2,700)
Dividend paid	(1,377)	(2,240)	(2,919)	(4,054)
Interest paid	(568)	(243)	(243)	(121)
Others	-	-	-	-
Net cash from Fin. activities	(3,215)	1,748	1,487	(1,784)
Net change in cash	5,945	15,132	16,960	16,891
Free Cash Flow	9,180	13,405	15,497	18,701

Key Financial Metrics				
Y/e Mar	FY22	FY23E	FY24E	FY25E
Per Share(Rs)				
EPS	18.7	21.7	24.9	29.4
CEPS	24.3	27.8	31.7	36.8
BVPS	87.4	112.0	139.4	170.4
FCF	13.3	19.5	22.5	27.2
DPS	2.0	3.3	4.2	5.9
Return Ratio(%)				
RoCE	29.3	26.3	23.0	21.6
ROIC	18.6	19.7	20.6	22.1
RoE	24.5	21.8	19.8	19.0
Balance Sheet				
Net Debt : Equity (x)	(0.1)	(0.3)	(0.4)	(0.5)
Net Working Capital (Days)	14	14	14	14
Valuation(x)				
PER	26.5	22.8	19.9	16.8
P/B	5.7	4.4	3.6	2.9
P/CEPS	20.4	17.8	15.6	13.4
EV/EBITDA	16.1	13.9	12.0	10.0
EV/Sales	2.0	2.0	2.0	1.8
Dividend Yield (%)	0.4	0.7	0.9	1.2
Source: Company Data, PL Resea	arch			

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q3FY22	Q4FY22	Q1FY23	Q2FY23
Net Revenue	51,444	46,694	51,701	39,765
YoY gr. (%)	81.8	36.2	71.7	10.0
Raw Material Expenses	46,664	37,199	42,973	30,684
Gross Profit	4,780	9,495	8,728	9,081
Margin (%)	9.3	20.3	16.9	22.8
EBITDA	2,375	6,974	6,066	6,427
YoY gr. (%)	(61.4)	25.8	(16.1)	52.7
Margin (%)	4.6	14.9	11.7	16.2
Depreciation / Depletion	969	1,021	1,032	1,064
EBIT	1,406	5,954	5,035	5,363
Margin (%)	2.7	12.8	9.7	13.5
Net Interest	140	145	136	131
Other Income	363	176	190	186
Profit before Tax	1,629	5,986	5,089	5,418
Margin (%)	3.2	12.8	9.8	13.6
Total Tax	400	1,424	1,278	1,379
Effective tax rate (%)	24.5	23.8	25.1	25.4
Profit after Tax	1,229	4,562	3,811	4,039
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	1,229	4,443	3,811	4,039
YoY gr. (%)	(68.6)	27.0	(20.0)	62.2
Margin (%)	2.4	9.5	7.4	10.2
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	1,229	4,443	3,811	4,039
YoY gr. (%)	(68.6)	27.0	(20.0)	62.2
Margin (%)	2.4	9.5	7.4	10.2
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,229	4,443	3,811	4,039
Avg. Shares O/s (m)	-	-	-	-
EPS (Rs)	-	-	-	-
Source: Company Data, PL Resea	arch			

Key Operating Metrics

Y/e Mar	FY22	FY23E	FY24E	FY25E
CNG (mmscmd)	2.0	2.4	2.8	3.3
Industrial PNG (mmscmd)	7.9	7.0	7.8	8.8
Domestic PNG (mmscmd)	0.7	0.7	0.8	0.9
Commercial PNG (mmscmd)	0.1	0.1	0.1	0.2
USD/INR	76.5	78.8	81.2	83.6
Spreads (Rs/scm)	5.3	6.2	6.0	5.9

Source: Company Data, PL Research

Gujarat Gas

Gujarat Gas

Price Chart



No.	Date	Rating	TP (Rs.) Share Pri	ice (Rs.)
1	01-Oct-22	Hold	530	503
2	04-Aug-22	BUY	553	463
3	05-Jul-22	BUY	553	432
4	27-Jun-22	BUY	553	421
5	23-May-22	BUY	650	571
6	11-May-22	BUY	650	507
7	04-Apr-22	BUY	675	512
8	14-Mar-22	BUY	675	511
9	08-Feb-22	BUY	764	665
10	10-Jan-22	BUY	764	685

Recommendation History

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Bharat Petroleum Corporation	Reduce	260	310
2	Bharti Airtel	BUY	1,058	836
3	GAIL (India)	BUY	120	89
4	Gujarat Gas	Hold	530	503
5	Hindustan Petroleum Corporation	Hold	195	211
6	Indian Oil Corporation	Reduce	50	68
7	Indraprastha Gas	BUY	596	397
8	Mahanagar Gas	BUY	1,103	832
9	Oil & Natural Gas Corporation	BUY	160	127
10	Oil India	BUY	300	175
11	Petronet LNG	BUY	325	209
12	Reliance Industries	BUY	2,892	2,480

PL's Recommendation Nomenclature (Absolute Performance)

Buy	:	> 15%
Accumulate	:	5% to 15%
Hold	:	+5% to -5%
Reduce	:	-5% to -15%
Sell	:	< -15%
Not Rated (NR)	:	No specific call on the stock
Under Review (UR)	:	Rating likely to change shortly

ANALYST CERTIFICATION

(Indian Clients)

We/l, Mr. Avishek Datta- MBA Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

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