

## Oct-Dec'23 Earnings Preview

January 8, 2024

### Exhibit 1: PL Universe

| Companies                        | Rating | CMP (Rs) | TP (Rs) |
|----------------------------------|--------|----------|---------|
| Bharat Petroleum Corporation     | SELL   | 453      | 371     |
| GAIL (India)                     | HOLD   | 164      | 155     |
| Gujarat Gas                      | HOLD   | 505      | 473     |
| Gujarat State Petronet           | Acc    | 334      | 374     |
| Hindustan Petroleum Corporation  | SELL   | 420      | 276     |
| Indraprastha Gas                 | Hold   | 431      | 416     |
| Indian Oil Corporation           | SELL   | 133      | 94      |
| Mahanagar Gas                    | REDUCE | 1,238    | 1,065   |
| Manglore Refinery Petrochemicals | SELL   | 134      | 106     |
| Oil India                        | HOLD   | 380      | 379     |
| Oil & Natural Gas Corporation    | BUY    | 216      | 259     |
| Petronet LNG                     | REDUCE | 229      | 208     |
| Reliance Industries              | Acc    | 2,608    | 2,718   |

Source: PL      Acc=Accumulate

### Top Picks:

#### Oil & Natural Gas Corporation

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### Weak operating results anticipated

*Indian Oil & Gas sector's operating profit is expected to decline by 24% QoQ to Rs861bn mainly on account of weak refining margins of OMCs. Upstream companies like ONGC and OIL India are expected to maintain production volumes and net crude realization of ~US\$75/bbl post windfall tax. Similarly, gas realization will remain unchanged QoQ at US\$6.5/mmBtu. IGL and MGL's volumes are expected to grow 9%YoY and 7%YoY, while we build in a 31% YoY volume growth in Gujarat Gas due to remarkable growth in industrial volumes. We expect RIL's O2C segment to report lower operating profits with decline in refining margins and weak petchem spreads. We build in steady telecom performance (+4%QoQ revenue growth) as we build in 2%QoQ ARPU growth; retail revenue growth is also expected to be steady. ONGC remains our top pick in the sector.*

### Exhibit 2: Q3FY24E Oil & Gas earnings snapshot

| Total (Rs bn)   | Q3FY24E | Q3FY23 | YoY gr. (%) | Q2FY24 | QoQ gr. (%) |
|-----------------|---------|--------|-------------|--------|-------------|
| Sales           | 8,857   | 7,823  | 13.2        | 7,174  | 23.5        |
| EBITDA          | 861     | 739    | 16.6        | 1,132  | -23.9       |
| PAT             | 391     | 334    | 17.1        | 629    | -37.8       |
| Brent (USD/bbl) | 84.3    | 88.5   | -4.7        | 86.7   | -2.8        |
| USD/Rs          | 83.3    | 82.2   | 1.3         | 82.6   | 0.8         |

Source: Company, PL

- **RIL results expected to be lower QoQ with weaker refining margins:** We estimate refining throughput of 17.0mmtpa. Petchem profitability will decline QoQ. Refining margins too are expected to decline due to fall in Singapore GRM. We expect Jio to show steady performance (4%QoQ revenue growth and 2% QoQ ARPU hike), while retail segment profitability should be resilient. Maintain 'Accumulate' rating with SOTP based TP of Rs2718 (earlier TP2618), valuing standalone business at 7.5x FY26 EV/EBITDA, Retail at 39x FY26 EV/EBITDA and Jio at 15x FY26 EV/EBITDA
- **GAIL:** GAIL's trading and transmission performance is expected to remain strong, however we expect petchem performance to remain under pressure. Transmission volumes are likely to reach 122 mmscmd, while trading volumes are estimated at 100 mmscmd. We anticipate petchem volumes at 178KT in Q3. We downgrade our rating from 'Buy' to 'Hold' with TP of Rs 155 (earlier Rs 151) based on 12x FY26 EPS of Rs10.9 adding value of investments of Rs 24.
- **OMCs: Operating profitability to decline due to fall in refining margins:** Average Singapore GRM for the quarter stood at US\$5.5/bbl, down by US\$4.1/bbl QoQ amid decline in product cracks. Inventory losses are expected to further impact GRMs. We thus expect OMCs' results to be operationally weaker owing to significant decline in their refining margins. However, marketing margins on petrol and diesel have continued to remain strong amid fall in benchmark prices with a GMM of Rs9.1/1.2/ltr on petrol/diesel.

We maintain 'SELL' rating on HPCL with TP of Rs276 (earlier Rs272) based on 0.7x FY26 PBV. We downgrade rating on BPCL and IOCL from Reduce to 'Sell' valuing at 1x FY26 PBV/0.7x FY26 PBV with TP of Rs371/Rs94 (earlier Rs365/Rs94) respectively. We also downgrade MRPL rating from 'Hold' to 'Sell' with TP of Rs 106 based on 5x FY25 EV/EBITDA.

#### Exhibit 3: Weak refining margins to drag OMCs' Q3FY24 earnings

| Total (Rs bn) | Q3FY24E | Q3FY23 | YoY gr. (%) | Q2FY24 | QoQ gr. (%) |
|---------------|---------|--------|-------------|--------|-------------|
| Sales         | 5,242   | 4,335  | 20.9        | 3,715  | 41.1        |
| EBITDA        | 170     | 113    | 50.3        | 424    | -59.8       |
| Adj PAT       | 69      | 26     | 167.5       | 266    | -74.0       |

Source: Company, PL

- **Upstream: Operating profitability to remain flat** with muted volume growth and unchanged realizations. Net crude price realization post windfall taxes to come in at ~US\$75/bbl and domestic gas prices continue to remain capped at \$6.5/mmBtu.

We downgrade our rating on Oil India from 'Buy' to 'Hold' rating with a TP of Rs379 (earlier Rs368) based on 5x FY26 EPS. Maintain 'Buy' rating on ONGC with TP of Rs 258 (earlier Rs237) based on 7x FY26 EPS and adding the value of investments.

#### Exhibit 4: Operating profit flat QoQ with capped net oil and gas realizations

| Total (Rs bn) | Q3FY24E | Q3FY23 | YoY gr. (%) | Q2FY24 | QoQ gr. (%) |
|---------------|---------|--------|-------------|--------|-------------|
| Sales         | 419     | 445    | -5.8        | 411    | 2.0         |
| EBITDA        | 210     | 233    | -9.8        | 208    | 0.7         |
| Adj PAT       | 114     | 128    | -10.7       | 129    | -11.5       |

Source: Company, PL

- **CGDs:** CGDs' operating profitability to decline QoQ amid rising spot LNG prices. We expect a 31% YoY volume growth in Gujarat on the back of recovery in Morbi volumes. MGL and IGL's volumes at expected to grow 7% and 9% respectively.

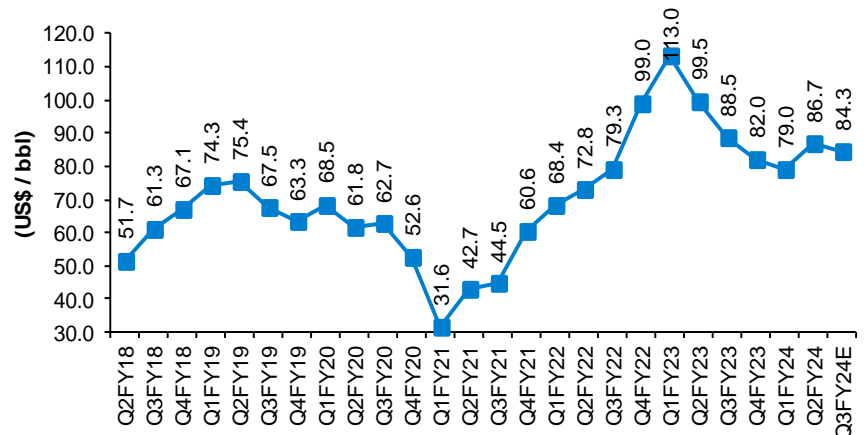
We downgrade rating on MGL and Petronet from Hold to 'Reduce' with TP of Rs1065/Rs208 (earlier Rs 1065/208) based on 12x FY26 EPS/10x FY26 EPS respectively. We also downgrade Gujarat Gas from 'Accumulate' to 'Hold' with TP of Rs473 (earlier Rs477) based on 24x FY26EPS and GSPL from Buy to 'Accumulate' with a TP of Rs374 (earlier Rs328) based on 7x FY26EPS adding the value of investments. We maintain 'Hold' rating on IGL with TP of Rs 416 (earlier Rs406) based on 13x FY26 EPS.

#### Exhibit 5: CGD earnings to remain flat amid muted volume growth

| Total (Rs bn) | Q3FY24E | Q3FY23 | YoY gr. (%) | Q2FY24 | QoQ gr. (%) |
|---------------|---------|--------|-------------|--------|-------------|
| Sales         | 98      | 91     | 8.5         | 89     | 10.9        |
| EBITDA        | 16      | 13     | 23.1        | 16     | -4.5        |
| Adj PAT       | 10      | 8      | 22.9        | 12     | -13.8       |

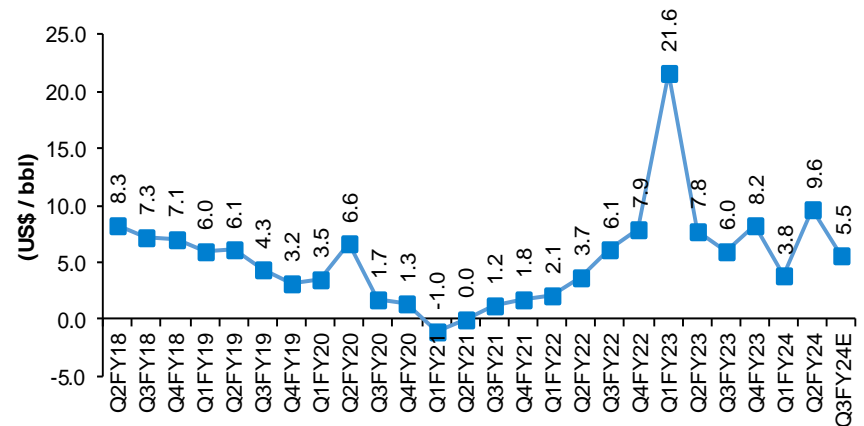
Source: Company, PL

**Exhibit 6: Average crude oil price fell by US\$2.4/bbl QoQ**



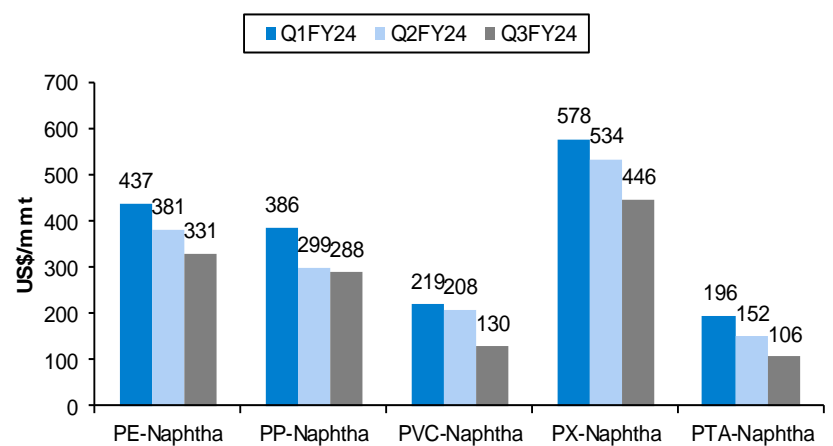
Source: Bloomberg, PL

**Exhibit 7: Singapore GRM declines amid demand weakness**



Source: Bloomberg, PL

**Exhibit 8: Petchem spreads continue to remain weak in Q3**



Source: Industry, PL

Exhibit 9: Q3FY24E Result Preview (Rs bn)

| Company Name                      |            | Q3FY24E | Q3FY23  | YoY gr.<br>(%) | Q2FY24  | QoQ gr.<br>(%) | Remark   |
|-----------------------------------|------------|---------|---------|----------------|---------|----------------|--|
| Bharat Petroleum Corporation      | Sales      | 1,059.3 | 1,191.6 | -11.1          | 1,029.9 | 2.9            | BPCL is likely to report operationally weak results due to a decline in marketing margins (blended margins of Rs 4.5/ltr vs Rs 9.7/ltr in Q1). We estimate GRM of US\$17.4/bbl   |
|                                   | EBITDA     | 59.9    | 43.8    | 36.8           | 129.1   | -53.6          |  |
|                                   | Margin (%) | 5.7     | 3.7     | 198 bps        | 12.5    | -688 bps       |  |
|                                   | PBT        | 39.4    | 21.3    | 85.3           | 113.1   | -65.2          |  |
|                                   | Adj. PAT   | 29.5    | 19.6    | 50.4           | 85.0    | -65.3          |  |
| GAIL (India)                      | Sales      | 327.8   | 353.8   | -7.4           | 318.2   | 3.0            | GAIL's operating performance is expected to improve QoQ with increase in transmission, trading and petchem volumes and realizations. We estimate transmission, trading volumes to reach 118 and 103 mmscmd, respectively and petchem volumes to reach 202KT in Q2. |
|                                   | EBITDA     | 33.5    | 2.6     | 1,183.8        | 34.9    | -3.9           |  |
|                                   | Margin (%) | 10.2    | 0.7     | 950 bps        | 11.0    | -73 bps        |  |
|                                   | PBT        | 32.4    | 2.2     | 1,352.8        | 31.3    | 3.4            |  |
|                                   | Adj. PAT   | 24.1    | 2.5     | 879.7          | 24.0    | 0.1            |  |
| Gujarat Gas                       | Sales      | 45.6    | 36.8    | 23.8           | 38.5    | 18.7           | GujGa to report flat operating profit due to muted QoQ volume at 9.2 mmscmd, and higher realization amid increase in sourcing cost. We estimate an EBITDA of Rs4.8/scm.  |
|                                   | EBITDA     | 4.8     | 5.8     | -17.1          | 5.0     | -2.7           |  |
|                                   | Margin (%) | 10.6    | 15.8    | -522 bps       | 12.9    | -233 bps       |  |
|                                   | PBT        | 3.7     | 5.0     | -25.5          | 4.0     | -7.5           |  |
|                                   | Adj. PAT   | 2.8     | 3.7     | -25.3          | 3.0     | -6.9           |  |
| Gujarat State Petronet            | Sales      | 4.1     | 3.5     | 19.0           | 4.5     | -8.6           | GSPL's operating profit is expected to improve with marginal improvement in volumes to 32 mmscmd.  |
|                                   | EBITDA     | 3.5     | 2.7     | 31.0           | 4.1     | -13.8          |  |
|                                   | Margin (%) | 85.3    | 77.5    | 784 bps        | 90.5    | -519 bps       |  |
|                                   | PBT        | 3.3     | 2.3     | 40.3           | 6.3     | -47.9          |  |
|                                   | Adj. PAT   | 2.4     | 1.7     | 43.1           | 5.3     | -54.0          |  |
| Hindustan Petroleum Corporation   | Sales      | 1,030.6 | 1,096.0 | -6.0           | 887.8   | 16.1           | HPCL's operating profit to decline due to strong decline in marketing margins (blended margins of Rs4.7/ltr vs Rs8.8/ltr in Q1). We estimate a GRM of US\$11.4/bbl.  |
|                                   | EBITDA     | 27.7    | 16.7    | 65.9           | 82.2    | -66.2          |  |
|                                   | Margin (%) | 2.7     | 1.5     | 117 bps        | 9.3     | -656 bps       |  |
|                                   | PBT        | 12.9    | 1.7     | 667.2          | 67.4    | -80.8          |  |
|                                   | Adj. PAT   | 9.7     | 1.7     | 460.8          | 51.2    | -81.1          |  |
| Indraprastha Gas                  | Sales      | 37.7    | 37.1    | 1.5            | 34.6    | 9.0            | IGL to report flat operating profit with increase in volume to 8.7mmscmd, marginal increase in input prices and no price hikes/cuts taken by the company. We estimate an EBITDA of Rs8/scm.  |
|                                   | EBITDA     | 6.8     | 4.3     | 59.2           | 6.6     | 3.8            |  |
|                                   | Margin (%) | 18.1    | 11.5    | 656 bps        | 19.0    | -90 bps        |  |
|                                   | PBT        | 6.2     | 3.9     | 60.6           | 6.9     | -9.0           |  |
|                                   | Adj. PAT   | 4.7     | 2.8     | 68.0           | 5.4     | -12.7          |  |
| Indian Oil Corporation            | Sales      | 3,152.2 | 2,047.4 | 54.0           | 1,797.4 | 75.4           | IOC is likely to report weak operating profit due to decline in marketing margins (Rs4.4/ltr vs Rs8.7/ltr in Q1). We estimate a GRM of US\$12.4/bbl.   |
|                                   | EBITDA     | 82.9    | 52.9    | 56.5           | 213.1   | -61.1          |  |
|                                   | Margin (%) | 2.6     | 2.6     | 4 bps          | 11.9    | -923 bps       |  |
|                                   | PBT        | 39.9    | 2.6     | 1,455.7        | 171.7   | -76.7          |  |
|                                   | Adj. PAT   | 29.9    | 4.5     | 566.9          | 129.7   | -77.0          |  |
| Mahanagar Gas                     | Sales      | 15.1    | 16.7    | -9.7           | 15.7    | -4.0           | MGL's operating profit to decline marginally on account of muted volume growth to 3.5 mmscmd and no change in realization. We estimate an EBITDA of Rs15.5/scm.  |
|                                   | EBITDA     | 3.9     | 2.6     | 54.0           | 4.8     | -17.6          |  |
|                                   | Margin (%) | 26.1    | 15.3    | 1082 bps       | 30.5    | -434 bps       |  |
|                                   | PBT        | 3.5     | 2.3     | 55.9           | 4.5     | -22.0          |  |
|                                   | Adj. PAT   | 2.7     | 1.7     | 54.2           | 3.4     | -21.6          |  |
| Mangalore Refinery Petrochemicals | Sales      | 233.5   | 265.6   | -12.1          | 192.3   | 21.4           | MRPL's operating profit to rise sharply due rising refining margins amid increase in benchmark GRM. We estimate a GRM of US\$15.1/bbl.   |
|                                   | EBITDA     | 13.7    | 5.4     | 155.5          | 21.5    | -36.3          |  |
|                                   | Margin (%) | 5.9     | 2.0     | 385 bps        | 11.2    | -531 bps       |  |
|                                   | PBT        | 7.6     | -2.9    | NA             | 16.1    | -52.9          |  |
|                                   | Adj. PAT   | 5.7     | -1.9    | NA             | 10.6    | -46.5          |  |
| Oil India                         | Sales      | 58.3    | 58.8    | -0.9           | 59.1    | -1.4           | Oil India's operating profit to remain flat QoQ due to capped net oil realization at ~US\$75/bbl and gas realization at US\$6.5/mmBtu. We estimate 0.81 mmt of oil and 0.84 bcm of gas.  |
|                                   | EBITDA     | 25.2    | 28.6    | -11.7          | 24.9    | 1.3            |  |
|                                   | Margin (%) | 43.3    | 48.6    | -531 bps       | 42.1    | 117 bps        |  |
|                                   | PBT        | 20.1    | 23.0    | -12.6          | 25.5    | -21.1          |  |
|                                   | Adj. PAT   | 15.1    | 17.5    | -13.8          | 26.9    | -44.0          |  |

| Company Name                  |            | Q3FY24E | Q3FY23  | YoY gr.<br>(%) | Q2FY24  | QoQ gr.<br>(%) | Remark  |
|-------------------------------|------------|---------|---------|----------------|---------|----------------|---|
| Oil & Natural Gas Corporation | Sales      | 360.7   | 385.8   | -6.5           | 351.6   | 2.6            | ONGC's operating profit to remain flat QoQ due to capped net oil realization at ~US\$75 /bbl and gas realization at US\$6.5/mmBtu. We expect 4.9 mmt of oil production and 4.9 bcm of gas production. |
|                               | EBITDA     | 184.6   | 204.1   | -9.5           | 183.6   | 0.6            |   |
|                               | Margin (%) | 51.2    | 52.9    | -170 bps       | 52.2    | -102 bps       |   |
|                               | PBT        | 132.5   | 146.7   | -9.7           | 134.7   | -1.7           |   |
|                               | Adj. PAT   | 99.1    | 110.4   | -10.3          | 102.2   | -3.0           |   |
| Petronet LNG                  | Sales      | 140.1   | 157.8   | -11.2          | 125.3   | 11.8           | PLNG's operating profit is expected to decline QoQ. Sales volume is estimated at 125 tbtu while regas volume is estimated at 92 tbtu.   |
|                               | EBITDA     | 11.5    | 16.8    | -31.3          | 12.1    | -5.3           |   |
|                               | Margin (%) | 8.2     | 10.6    | -241 bps       | 9.7     | -148 bps       |   |
|                               | PBT        | 10.0    | 15.9    | -36.8          | 11.0    | -9.1           |   |
|                               | Adj. PAT   | 7.5     | 11.8    | -36.5          | 8.2     | -8.4           |   |
| Reliance Industries           | Sales      | 2,392.7 | 2,171.6 | 10.2           | 2,318.9 | 3.2            | RIL's operating performance is likely to improve amid improving refining margins. We expect Jio to show steady performance, while retail segment profitability should be resilient.                   |
|                               | EBITDA     | 403.3   | 352.5   | 14.4           | 409.7   | -1.6           |   |
|                               | Margin (%) | 16.9    | 16.2    | 62 bps         | 17.7    | -81 bps        |   |
|                               | PBT        | 244.8   | 230.1   | 6.4            | 264.9   | -7.6           |   |
|                               | Adj. PAT   | 157.9   | 157.9   | 0.0            | 173.9   | -9.2           |   |

Source: Company, PL



## Exhibit 10: Valuation Summary

| Company Names                     | S/C Rating | CMP (Rs) | TP (Rs) | MCap (Rs bn) | Sales (Rs bn) |         |         |          | EBITDA (Rs bn) |         |         |         | PAT (Rs bn) |       |       |       | EPS (Rs) |       |       |       | RoE (%) |       |       |       | PE (x) |       |       |       |
|-----------------------------------|------------|----------|---------|--------------|---------------|---------|---------|----------|----------------|---------|---------|---------|-------------|-------|-------|-------|----------|-------|-------|-------|---------|-------|-------|-------|--------|-------|-------|-------|
|                                   |            |          |         |              | FY23          | FY24E   | FY25E   | FY26E    | FY23           | FY24E   | FY25E   | FY26E   | FY23        | FY24E | FY25E | FY26E | FY23     | FY24E | FY25E | FY26E | FY23    | FY24E | FY25E | FY26E | FY23   | FY24E | FY25E | FY26E |
| Bharat Petroleum Corporation      | C SELL     | 453      | 371     | 963.6        | 4,731.9       | 4,221.6 | 4,091.0 | 4,101.3  | 93.8           | 388.1   | 181.3   | 182.5   | 21.3        | 246.1 | 99.0  | 96.8  | 10.0     | 115.6 | 46.5  | 45.5  | 4.0     | 41.1  | 14.3  | 12.9  | 45.2   | 3.9   | 9.7   | 10.0  |
| GAIL (India)                      | S HOLD     | 164      | 155     | 1,067.8      | 1,443.0       | 1,345.8 | 1,388.5 | 1,427.2  | 67.2           | 132.0   | 119.8   | 123.6   | 53.2        | 90.7  | 81.2  | 82.5  | 8.1      | 13.9  | 12.3  | 12.5  | 9.6     | 15.4  | 12.5  | 11.7  | 20.3   | 11.8  | 13.3  | 13.0  |
| Gujarat Gas                       | S HOLD     | 505      | 473     | 347.3        | 167.6         | 166.1   | 186.2   | 207.3    | 23.9           | 18.6    | 20.9    | 22.8    | 15.3        | 10.8  | 12.2  | 13.6  | 22.2     | 15.7  | 17.7  | 19.7  | 24.2    | 14.6  | 14.9  | 14.9  | 22.8   | 32.2  | 28.5  | 25.6  |
| Gujarat State Petronet            | S Acc      | 334      | 374     | 188.2        | 15.3          | 16.9    | 18.4    | 18.4     | 12.6           | 14.7    | 16.1    | 16.1    | 9.4         | 12.0  | 11.2  | 11.0  | 16.8     | 21.2  | 19.9  | 19.5  | 10.7    | 12.3  | 10.7  | 9.7   | 19.9   | 15.7  | 16.8  | 17.1  |
| Hindustan Petroleum Corporation   | C SELL     | 420      | 276     | 596.5        | 4,407.1       | 4,143.4 | 4,337.9 | 4,158.0  | -72.1          | 242.1   | 156.8   | 158.0   | -69.8       | 156.2 | 82.4  | 79.3  | -49.2    | 110.1 | 58.1  | 55.9  | -19.0   | 41.1  | 17.6  | 15.0  | -8.5   | 3.8   | 7.2   | 7.5   |
| Indraprastha Gas                  | S Hold     | 431      | 416     | 301.6        | 141.5         | 145.4   | 151.1   | 160.6    | 20.4           | 27.8    | 27.3    | 29.2    | 14.5        | 19.7  | 19.2  | 20.6  | 20.6     | 28.2  | 27.4  | 29.4  | 20.6    | 25.4  | 21.0  | 19.6  | 20.9   | 15.3  | 15.7  | 14.6  |
| Indian Oil Corporation            | C SELL     | 133      | 94      | 1,827.5      | 8,417.6       | 9,055.0 | 9,231.8 | 9,411.9  | 307.0          | 656.7   | 430.0   | 431.3   | 117.0       | 379.2 | 200.0 | 194.1 | 8.5      | 27.5  | 14.5  | 14.1  | 8.6     | 25.2  | 12.0  | 10.8  | 15.6   | 4.8   | 9.1   | 9.4   |
| Mahanagar Gas                     | S Reduce   | 1,238    | 1,065   | 122.3        | 63.0          | 56.9    | 52.2    | 53.2     | 11.8           | 17.5    | 13.3    | 13.5    | 7.9         | 12.1  | 8.8   | 8.8   | 80.0     | 123.0 | 88.7  | 88.6  | 20.4    | 27.0  | 17.1  | 15.5  | 15.5   | 10.1  | 14.0  | 14.0  |
| Mangalore Refinery Petrochemicals | S SELL     | 134      | 106     | 235.1        | 1,088.6       | 881.8   | 925.0   | 927.3    | 71.4           | 61.1    | 49.7    | 50.0    | 26.4        | 30.2  | 23.7  | 22.6  | 15.1     | 17.2  | 13.5  | 12.9  | 31.0    | 27.5  | 18.2  | 15.3  | 8.9    | 7.8   | 9.9   | 10.4  |
| Oil India                         | S HOLD     | 380      | 379     | 430.0        | 232.7         | 235.4   | 235.2   | 242.0    | 96.9           | 104.8   | 90.8    | 101.2   | 68.1        | 27.1  | 57.5  | 65.3  | 60.3     | 24.0  | 50.9  | 57.8  | 21.2    | 7.3   | 13.8  | 14.4  | 6.3    | 15.9  | 7.5   | 6.6   |
| Oil & Natural Gas Corporation     | C BUY      | 216      | 259     | 2,777.9      | 6,848.3       | 6,487.4 | 6,831.9 | 6,773.1  | 857.1          | 1,188.8 | 1,142.6 | 1,089.0 | 246.4       | 680.6 | 602.6 | 581.3 | 19.2     | 53.0  | 47.0  | 45.3  | 9.1     | 22.7  | 17.9  | 15.7  | 11.3   | 4.1   | 4.6   | 4.8   |
| Petronet LNG                      | S Reduce   | 229      | 208     | 343.1        | 599.0         | 557.7   | 550.9   | 564.2    | 48.6           | 47.2    | 47.3    | 48.2    | 32.4        | 30.8  | 30.9  | 31.2  | 21.6     | 20.6  | 20.6  | 20.8  | 22.8    | 19.6  | 17.7  | 16.4  | 10.6   | 11.1  | 11.1  | 11.0  |
| Reliance Industries               | C Acc      | 2,608    | 2,718   | 17,643.7     | 8,794.7       | 9,316.8 | 9,802.0 | 10,267.7 | 1,429.1        | 1,583.5 | 1,713.4 | 1,848.9 | 667.0       | 659.9 | 718.1 | 804.6 | 98.6     | 97.5  | 106.1 | 118.9 | 8.3     | 7.7   | 7.8   | 8.1   | 26.5   | 26.7  | 24.6  | 21.9  |

Source: Company, PL

S=Standalone / C=Consolidated / Acc=Accumulate



## Exhibit 11: Change in Estimates

|                                  | Rating |        | Target Price |       |         | Sales   |         |         |         |          |         | PAT   |       |         |       |       |         | EPS   |       |         |       |       |         |
|----------------------------------|--------|--------|--------------|-------|---------|---------|---------|---------|---------|----------|---------|-------|-------|---------|-------|-------|---------|-------|-------|---------|-------|-------|---------|
|                                  |        |        |              |       |         | FY24E   |         |         | FY25E   |          |         | FY24E |       |         | FY25E |       |         | FY24E |       |         | FY25E |       |         |
|                                  | C      | P      | C            | P     | % Chng. | C       | P       | % Chng. | C       | P        | % Chng. | C     | P     | % Chng. | C     | P     | % Chng. | C     | P     | % Chng. | C     | P     | % Chng. |
| Bharat Petroleum Corporation     | SELL   | REDUCE | 371          | 365   | 1.7%    | 4,221.6 | 4,257.8 | -0.8%   | 4,091.0 | 4,261.9  | -4.0%   | 246.1 | 223.4 | 10.2%   | 99.0  | 98.5  | 0.5%    | 115.6 | 104.9 | 10.2%   | 46.5  | 46.2  | 0.5%    |
| GAIL (India)                     | HOLD   | BUY    | 155          | 151   | 2.5%    | 1,345.8 | 1,363.6 | -1.3%   | 1,388.5 | 1,380.5  | 0.6%    | 90.7  | 90.6  | 0.1%    | 81.2  | 93.3  | -13.0%  | 13.9  | 13.9  | 0.1%    | 12.3  | 14.2  | -13.0%  |
| Gujarat Gas                      | HOLD   | Acc    | 473          | 477   | -0.9%   | 166.1   | 165.9   | 0.1%    | 186.2   | 188.8    | -1.3%   | 10.8  | 11.2  | -4.0%   | 12.2  | 12.3  | -1.0%   | 15.7  | 16.3  | -4.0%   | 17.7  | 17.9  | -1.0%   |
| Gujarat State Petronet           | Acc    | BUY    | 374          | 328   | 14.2%   | 16.9    | 17.5    | -2.9%   | 18.4    | 18.4     | 0.0%    | 12.0  | 12.1  | -0.7%   | 11.2  | 10.8  | 3.8%    | 21.2  | 21.4  | -0.7%   | 19.9  | 19.1  | 3.8%    |
| Hindustan Petroleum Corporation  | SELL   | SELL   | 276          | 272   | 1.4%    | 4,143.4 | 4,165.1 | -0.5%   | 4,337.9 | 4,297.0  | 1.0%    | 156.2 | 152.6 | 2.3%    | 82.4  | 81.7  | 1.0%    | 110.1 | 107.6 | 2.3%    | 58.1  | 57.5  | 1.0%    |
| Indraprastha Gas                 | Hold   | Hold   | 416          | 406   | 2.6%    | 145.4   | 131.4   | 10.6%   | 151.1   | 135.1    | 11.9%   | 19.7  | 15.6  | 26.0%   | 19.2  | 16.0  | 20.1%   | 28.2  | 22.4  | 26.0%   | 27.4  | 22.8  | 20.1%   |
| Indian Oil Corporation           | SELL   | REDUCE | 94           | 94    | 0.0%    | 9,055.0 | 8,621.7 | 5.0%    | 9,231.8 | 10,189.1 | -9.4%   | 379.2 | 368.4 | 2.9%    | 200.0 | 203.3 | -1.7%   | 27.5  | 26.7  | 2.9%    | 14.5  | 14.8  | -1.7%   |
| Mahanagar Gas                    | REDUCE | HOLD   | 1,065        | 1,065 | 0.0%    | 56.9    | 56.9    | 0.1%    | 52.2    | 52.1     | 0.0%    | 12.1  | 12.1  | 0.4%    | 8.8   | 8.8   | 0.0%    | 123.0 | 122.5 | 0.4%    | 88.7  | 88.7  | 0.0%    |
| Manglore Refinery Petrochemicals | SELL   | HOLD   | 106          | 106   | 0.2%    | 881.8   | 904.1   | -2.5%   | 925.0   | 983.1    | -5.9%   | 30.2  | 31.8  | -5.1%   | 23.7  | 24.0  | -1.3%   | 17.2  | 18.1  | -5.1%   | 13.5  | 13.7  | -1.3%   |
| Oil India                        | HOLD   | BUY    | 379          | 368   | 3.1%    | 235.4   | 238.7   | -1.4%   | 235.2   | 243.4    | -3.4%   | 27.1  | 24.5  | 10.4%   | 57.5  | 62.4  | -7.7%   | 24.0  | 21.7  | 10.4%   | 50.9  | 55.2  | -7.7%   |
| Oil & Natural Gas Corporation    | BUY    | BUY    | 259          | 237   | 9.2%    | 6,487.4 | 6,487.4 | 0.0%    | 6,831.9 | 6,831.9  | 0.0%    | 680.6 | 605.4 | 12.4%   | 602.6 | 534.5 | 12.7%   | 53.0  | 47.2  | 12.4%   | 47.0  | 41.6  | 12.7%   |
| Petronet LNG                     | REDUCE | HOLD   | 208          | 208   | 0.0%    | 557.7   | 557.7   | 0.0%    | 550.9   | 550.9    | 0.0%    | 30.8  | 29.0  | 6.5%    | 30.9  | 30.8  | 0.1%    | 20.6  | 19.3  | 6.5%    | 20.6  | 20.6  | 0.1%    |
| Reliance Industries              | Acc    | Acc    | 2,718        | 2,618 | 3.8%    | 9,316.8 | 9,432.3 | -1.2%   | 9,802.0 | 10,180.1 | -3.7%   | 659.9 | 695.1 | -5.1%   | 718.1 | 755.9 | -5.0%   | 97.5  | 102.7 | -5.1%   | 106.1 | 111.7 | -5.0%   |

Source: Company, PL

C=Current / P=Previous

### Analyst Coverage Universe

| Sr. No. | Company Name                        | Rating     | TP (Rs) | Share Price (Rs) |
|---------|-------------------------------------|------------|---------|------------------|
| 1       | Aarti Industries                    | Accumulate | 584     | 510              |
| 2       | Bayer Cropscience                   | Accumulate | 5,920   | 5,193            |
| 3       | Bharat Petroleum Corporation        | Reduce     | 365     | 429              |
| 4       | Bharti Airtel                       | Accumulate | 993     | 924              |
| 5       | Clean Science and Technology        | Hold       | 1,368   | 1,374            |
| 6       | Deepak Nitrite                      | Reduce     | 1,935   | 2,076            |
| 7       | Dhanuka Agritech                    | BUY        | 1,060   | 883              |
| 8       | Fine Organic Industries             | Hold       | 4,252   | 4,250            |
| 9       | GAIL (India)                        | BUY        | 151     | 124              |
| 10      | Godrej Agrovet                      | Hold       | 420     | 515              |
| 11      | Gujarat Fluorochemicals             | Reduce     | 2,413   | 2,780            |
| 12      | Gujarat Gas                         | Accumulate | 477     | 419              |
| 13      | Gujarat State Petronet              | BUY        | 328     | 273              |
| 14      | Hindustan Petroleum Corporation     | Sell       | 272     | 342              |
| 15      | Indian Oil Corporation              | Reduce     | 94      | 109              |
| 16      | Indraprastha Gas                    | Hold       | 406     | 390              |
| 17      | Insecticides India                  | Accumulate | 600     | 519              |
| 18      | Jubilant Ingrevia                   | Hold       | 433     | 412              |
| 19      | Laxmi Organic Industries            | Reduce     | 220     | 254              |
| 20      | Mahanagar Gas                       | Hold       | 1,065   | 1,015            |
| 21      | Mangalore Refinery & Petrochemicals | Hold       | 94      | 96               |
| 22      | Navin Fluorine International        | BUY        | 4,007   | 3,430            |
| 23      | NOCIL                               | Reduce     | 226     | 246              |
| 24      | Oil & Natural Gas Corporation       | BUY        | 237     | 196              |
| 25      | Oil India                           | BUY        | 368     | 302              |
| 26      | P.I. Industries                     | BUY        | 4,600   | 3,648            |
| 27      | Petronet LNG                        | Hold       | 208     | 196              |
| 28      | Rallis India                        | Reduce     | 190     | 217              |
| 29      | Reliance Industries                 | Accumulate | 2,618   | 2,388            |

### PL's Recommendation Nomenclature

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



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