

GAIL (India) (GAIL IN)

Rating: ACCUMULATE | CMP: Rs167 | TP: Rs192

January 31, 2025

Q3FY25 Result Update

☑ Change in Estimates | ☑ Target | ☑ Reco

Change in Estimates

	Cur	rent	Prev	vious .
	FY26E	FY27E	FY26E	FY27E
Rating	ACCUN	1ULATE	Н	DLD
Target Price	19	92	2	03
Sales (Rs. m)	1,456	1,399	1,442	1,386
% Chng.	1.0	0.9		
EBITDA (Rs. m)	145	150	145	149
% Chng.	0.4	0.5		
EPS (Rs.)	14.0	14.3	13.9	14.2
% Chng.	0.5	0.6		

Key Financials - Standalone

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. bn)	1,306	1,451	1,456	1,399
EBITDA (Rs. bn)	133	146	145	150
Margin (%)	10.2	10.1	10.0	10.7
PAT (Rs. bn)	88	81	92	94
EPS (Rs.)	13.4	12.4	14.0	14.3
Gr. (%)	65.4	(7.4)	13.1	2.0
DPS (Rs.)	5.5	6.6	5.7	5.8
Yield (%)	3.3	3.9	3.4	3.5
RoE (%)	14.7	11.9	12.2	11.6
RoCE (%)	13.2	12.8	11.5	11.0
EV/Sales (x)	1.0	0.8	0.8	0.9
EV/EBITDA (x)	9.5	8.4	8.5	8.3
PE (x)	12.5	13.5	11.9	11.7
P/BV (x)	1.7	1.5	1.4	1.3

Key Data	GAIL.BO GAIL IN
52-W High / Low	Rs.246 / Rs.163
Carrage / NUCL	70 700 / 22 250

 Sensex / Nifty
 76,760 / 23,250

 Market Cap
 Rs.1,099bn/\$ 12,684m

 Shares Outstanding
 6,575m

 3M Avg. Daily Value
 Rs.2558.47m

Shareholding Pattern (%)

Promoter's	51.92
Foreign	15.20
Domestic Institution	18.13
Public & Others	14.75
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(11.5)	(28.5)	(2.8)
Relative	(9.7)	(24.1)	(10.0)

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Near term outlook positive

Quick Pointers:

- Trading volumes rose 7% QoQ due to an increase in international sales (~9mmscmd) while transmission volumes fell 3.6% QoQ due to decline in power consumption(3mmscmd) and shift in gas supply (1mmscmd) from GAIL's pipeline
- Trading margin excluding compensation of USD285mn came in at Rs4.2bn and was impacted by higher HH and falling crude oil prices, and sourcing of spot cargos to meet downstream demand

We upgrade the stock from 'Hold' to 'Accumulate' with trading margins normalizing back in Q4 and likelihood of transmission tariff revision in FY26. GAIL reported lower-than-estimated results with an EBITDA of Rs28.4bn (down 24.2% QoQ, PLe: Rs34.2bn, BBGe: Rs36bn), while reported PAT came in at Rs38.7bn (up 45% QoQ, PLe:Rs21.7bn, cons est:Rs23.9bn) due to extraordinary gain of Rs24.4bn pertaining to the payment of US\$285mn by an LNG supplier towards settlement litigation for non-supply of LNG cargos for FY23. Adj PAT came in at Rs14.3bn, down 47% QoQ. Transmission volume decreased 3.6% QoQ with its EBITDA declining 1.3% QoQ, while trading volume grew 7.1% QoQ with its EBITDA rising 103.2% QoQ. Going forward, we build in volume growth of 8%/5% CAGR in the transmission/trading segment over FY25-27E to reach 150/110mmscmd in FY27. The stock is currently trading at 12/11.8x FY26/27 EPS. We upgrade the stock to'Accumulate' with a TP of Rs192, valuing it at 12x FY27 adj EPS of Rs13.2 and listed/unlisted investments at Rs34.

- Transmission volumes decline sequentially: Transmission volume fell 3.6% QoQ to 125.9mmscmd due to decline in power consumption and shift in gas supply from GAI's pipeline. On a YoY basis, volume grew 3.6%. Trading volume increased 7.1% QoQ and 5.4% YoY to 103.5mmscmd aided by higher international sales. Petchem sales fell 2.2% QoQ to 221kT (up 2.8% YoY). LPG sales grew 23.3% QoQ and 20.5% YoY to 212kT. Going ahead, in line with the company's guidance, we estimate transmission volume at 140/150mmscmd and trading volume at ~105/110mmscmd in FY26/27E.
- Trading EBITDA improves significantly due to one-off settlement: Transmission EBITDA came in at Rs17.8bn, down 1.3% QoQ, while trading EBITDA at Rs30.7bn rose 103.2% QoQ aided by one-off LNG settlement of US\$285mn by a customer. Excluding this one-off, trading margin came in at Rs4.2bn. On a YoY basis, transmission EBITDA grew 13.9%, while trading EBITDA increased 48.2%. Further, transmission EBIT declined 2.3% QoQ to Rs13.7bn but increased 13% YoY. Trading EBIT grew 116.8% QoQ/53%YoY to Rs28.8bn. Petchem EBITDA declined by 54.1% QoQ to Rs1.3bn. Petchem EBIT came in at Rs47mn, down 97%. LPG transmission segment's EBITDA grew 50.5% QoQ to Rs1.6bn (up 56.4%). EBIT for this segment increased 63.7% QoQ to Rs1.4bn (up 76% YoY). Going ahead, we build in a transmission margin of Rs73/75bn and a marketing margin of Rs57/57bn for FY26/27.

Concall highlights: 1) Marketing margin guidance of minimum Rs45bn for FY25/26. 2) Transmission guidance at 129mmscmd for FY25, with growth of 10mmscmd each for next 2 years. 3) Breakwater facility work at Dabhol LNG terminal to be completed by Mar'25. 4) Transmission tariff revision likely to be finalized in Q1FY26. GAIL has asked for revision to Rs78/mmBtu (vs Rs58.6/mmBtu existing). 5) LPG production to fall by 75tmt in Q4 due to cut in APM allocation

Exhibit 1: GAIL's Valuation Table

EXHIBIT II OAIES Valaation Table	
Valuation Table	Remarks
Adj EPS	13.2 FY27
Multiple (x)	12.0
Core Business (Rs/share)	158
Listed Investments (Rs/share)	28 Investments in ONGC, IGL, MGL, PLNG at 25% holding discount
Unlisted Investments (Rs/share)	6 Investment in subsidiaries, associate companies at 25% discount
Target Price (Rs/share)	192

Source: Company, PL

The pipeline tariff revision is likely to be decided in Q1FY26. Existing tariff is Rs58.6/mmBtu, assuming a 10% hike in tariff, FY27 EPS comes to Rs15.2

Exhibit 2: Sensitivity Analysis for Tariff Hike

Transmission Tariff (Rs/mmBtu)	58.6	63.8
FY27 EPS	14.3	15.2

Source: PL

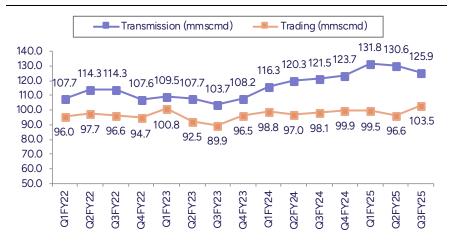
Exhibit 3: GAIL's Quarterly and 9M Financials

(Rs bn)	Q3FY25	Q2FY25	QoQ gr.	Q3FY25E	% Var	Q3FY24	YoY gr.	9MFY25	9MFY24	YoY gr.
Net Sales	349.6	329.3	6.2%	327.1	6.9%	342.5	2.1%	1015.8	983.0	3.3%
YoY Change (%)	8.1	-3.9		1.2		4.2		0.0	0.0	
Raw Materials Consumption	300.1	262.9	14.1%	267.1	12.3%	268.6	11.7%	829.7	802.3	3.4%
Employee Costs	5.3	5.2	1.5%	5.2	1.9%	4.9	6.9%	15.7	14.6	7.2%
Other Expenses	15.8	23.7	-33.4%	20.6	-23.1%	30.8	-48.6%	59.3	68.6	-13.6%
EBITDA	28.4	37.4	-24.2%	34.2	-17.0%	38.2	-25.8%	111.1	97.5	14.0%
Margin (%)	8%	11%		10%		11%		11%	10%	
Depreciation	8.3	8.2	2.1%	9.1	-8.5%	7.8	6.1%	27.0	21.7	24.2%
Interest	1.7	1.9	-12.3%	2.1	-21.5%	1.6	6.5%	5.7	5.0	12.3%
Other Income	7.5	7.1	5.1%	6.2	21.1%	8.1	-7.7%	18.3	16.4	11.8%
Extra-ordinary Gain	24.4	0.0		0.0		0.0		0.0	0.0	
PBT	50.3	34.5	45.6%	29.1	72.5%	36.9	36.1%	121.2	87.1	39.1%
Tax	11.6	7.8	48.7%	7.5	55.8%	8.5	36.4%	28.6	20.5	39.3%
Rate (%)	23.1	22.6		25.6	-9.7%	23.0		23.6	23.6	
PAT	38.7	26.7	44.7%	21.7	78.3%	28.4	36.0%	92.6	66.6	39.1%
Adj PAT	14.3	26.7	-46.6%	21.7	-34.2%	28.4	-49.8%	68.2	66.6	2.5%
Segmental EBIT (Rs bn)										
Gas Transmission	13.7	14.0	-2.3%	13.8	-0.9%	12.2	12.8%	42.2	35.3	19.5%
LPG Transmission	1.4	0.9	63.7%	0.8	71.6%	0.8	76.3%	3.1	2.4	26.8%
Natural Gas Trading	28.8	13.3	116.8%	11.0	162.1%	18.8	53.2%	62.4	46.8	33.4%
Petrochemicals	0.0	1.6	-97.0%	1.3	-96.5%	0.6	-92.4%	1.2	-4.0	NA
LPG & Liq.HC (pre-subsidy)	3.8	2.5	52.0%	2.4	55.4%	2.6	47.0%	8.6	4.4	93.5%
Unallocated; GAILTEL	0.9	1.5	-40.8%	1.9	-53.5%	1.3	-33.3%	4.0	4.4	-9.4%
Source: Company, PL										

Exhibit 4: Segment wise Performance

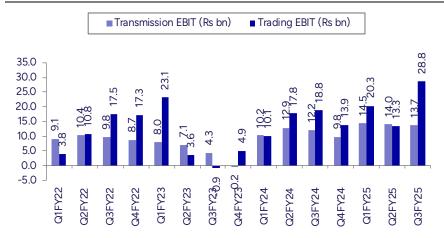
Y/e March (Rs bn)	Q3FY25	Q2FY25	QoQ gr.	Q3FY24	YoY gr.
Gas Transmission Business					
Volume (mmscmd)	125.9	130.6	-3.6%	121.5	3.6%
Gross Revenue	26.4	27.4	-3.6%	25.7	2.9%
EBITDA	17.8	18.1	-1.3%	15.7	13.9%
EBIT	13.7	14.0	-2.3%	12.2	12.8%
Average tariff (Rs/mscm)	2279.9	2279.9	0.0%	2294.6	-0.6%
EBITDA (Rs/mscm)	1538.1	1502.8	2.4%	1399.6	9.9%
EBIT (Rs/mscm)	1149.9	1167.3	-1.5%	1086.7	5.8%
LPG Transmission Business					
Volumes ('000 MT)	1157.0	1124.0	2.9%	1095.0	5.7%
Gross Revenues	1.9	1.8	2.9%	1.8	0.9%
EBITDA	1.6	1.1	50.5%	1.8	-14.1%
EBIT	1.4	0.9	63.7%	0.8	76.3%
Average tariff (Rs/mscm)	1602.8	1602.8	0.0%	1602.8	0.0%
EBITDA (Rs/mscm)	1365.6	934.2	46.2%	922.4	48.1%
EBIT (Rs/mscm)	1156.7	760.8	52.0%	725.2	59.5%
Gas Trading Business					
Volumes (mmscmd)	103.5	96.6	7.1%	98.1	5.4%
Revenues	307.1	284.5	7.9%	300.4	2.2%
EBIT	28.8	13.3	116.8%	18.8	53.2%
Revenue(Rs/mscm)	32265.1	32016.7	0.8%	33269.0	-3.0%
EBIT (Rs/mscm)	3026.8	1495.2	102.4%	2082.7	45.3%
Petrochemicals Business					
Volumes ('000 MT)	221.0	226.0	-2.2%	215.0	2.8%
Gross Revenues	20.0	20.5	-2.2%	20.5	-2.3%
EBITDA	1.3	2.8	-54.1%	2.1	-37.1%
EBIT	0.0	1.6	-97.0%	0.6	-92.4%
Realization (INR/kg)	90.6	90.6	0.0%	102.5	-11.6%
EBITDA (INR/kg)	5.8	12.4	-53.1%	9.5	-38.8%
EBIT (INR/kg)	-1.5	7.0	-121.2%	2.9	-151.3%
LPG & Liquid Hydrocarbons Business					
Volumes ('000 MT)	282.0	253.0	11.5%	248.0	13.7%
Gross Revenues	14.3	12.7	12.3%	13.0	10.2%
EBITDA	4.1	2.8	47.3%	2.8	45.7%
EBIT	3.8	2.5	52.0%	2.6	47.0%
Realization (INR/MT)		50260.4	0.8%	52273.4	-3.1%
EBITDA (INR/MT)		10948.6	32.1%	11290.3	28.1%
EBIT (INR/MT)	13420.6	9839.5	36.4%	10384.3	29.2%
Source: Company, PL					

Exhibit 5: Transmission volume fell 3.6% QoQ



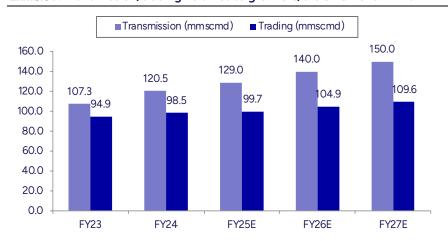
Source: Company, PL

Exhibit 6: Trading EBIT rose remarkably aided by LNG settlement by a customer



Source: Company, PL

Exhibit 7: Transmission/trading volumes to grow 8%/5% CAGR over FY25-27E



Source: Company, PL



Financials

Income Statement (Rs bn)
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Y/e Mar	FY24	FY25E	FY26E	FY27E
Net Revenues	1,306	1,451	1,456	1,399
YoY gr. (%)	(9.5)	11.0	0.4	(4.0)
Cost of Goods Sold	1,071	1,193	1,192	1,133
Gross Profit	236	258	264	265
Margin (%)	18.0	17.8	18.1	19.0
Employee Cost	21	22	23	23
Other Expenses	82	90	96	92
EBITDA	133	146	145	150
YoY gr. (%)	97.5	10.3	(0.6)	2.9
Margin (%)	10.2	10.1	10.0	10.7
Depreciation and Amortization	33	37	37	38
EBIT	99	109	109	112
Margin (%)	7.6	7.5	7.5	8.0
Net Interest	7	7	8	8
Other Income	23	23	22	22
Profit Before Tax	115	150	123	126
Margin (%)	8.8	10.3	8.5	9.0
Total Tax	27	44	31	32
Effective tax rate (%)	23.6	29.3	25.2	25.2
Profit after tax	88	106	92	94
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	88	81	92	94
YoY gr. (%)	65.4	(7.4)	13.1	2.0
Margin (%)	6.7	5.6	6.3	6.7
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	88	81	92	94
YoY gr. (%)	65.4	(7.4)	13.1	2.0
Margin (%)	6.7	5.6	6.3	6.7
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	88	81	92	94
Equity Shares O/s (m)	7	7	7	7
EPS (Rs)	13.4	12.4	14.0	14.3

Source: Company Data, PL Research

Balance Sheet Abstract (Rs bi	n)			
Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	768	885	985	1,085
Tangibles	768	885	985	1,085
Intangibles	-	-	-	-
Acc: Dep / Amortization	314	351	388	425
Tangibles	314	351	388	425
Intangibles	-	-	-	-
Net fixed assets	454	534	597	659
Tangibles	454	534	597	659
Intangibles	-	-	-	-
Capital Work In Progress	159	139	139	139
Goodwill	-	-	-	-
Non-Current Investments	211	211	211	211
Net Deferred tax assets	(50)	(50)	(50)	(50)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	-	-	-	-
Inventories	53	59	59	57
Trade receivables	107	118	119	114
Cash & Bank Balance	7	59	67	77
Other Current Assets	51	51	51	51
Total Assets	1,095	1,225	1,297	1,362
Equity				
Equity Share Capital	66	66	66	66
Other Equity	576	663	717	773
Total Networth	642	729	783	839
Non-Current Liabilities				
Long Term borrowings	164	182	199	218
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	-	-	-	-
Other current liabilities	240	264	265	255
Total Equity & Liabilities	1,095	1,225	1,297	1,362

Source: Company Data, PL Research



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Y/e Mar	FY24	FY25E	FY26E	FY27E
PBT	116	174	123	126
Add. Depreciation	33	37	37	38
Add. Interest	7	7	8	8
Less Financial Other Income	23	23	22	22
Add. Other	(15)	-	-	-
Op. profit before WC changes	140	218	168	172
Net Changes-WC	6	13	0	(5)
Direct tax	(27)	(44)	(31)	(32)
Net cash from Op. activities	118	187	137	135
Capital expenditures	(70)	(100)	(100)	(100)
Interest / Dividend Income	-	-	-	-
Others	(10)	-	-	-
Net Cash from Invt. activities	(80)	(100)	(100)	(100)
Issue of share cap. / premium	-	-	-	-
Debt changes	21	18	17	19
Dividend paid	(36)	(43)	(38)	(38)
Interest paid	(11)	(7)	(8)	(8)
Others	(8)	-	-	-
Net cash from Fin. activities	(34)	(33)	(28)	(28)
Net change in cash	4	54	9	7
Free Cash Flow	48	87	37	35

Source: Company Data, PL Research

Quarterly Financials (Rs bn)

Y/e Mar	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Net Revenue	323	337	329	350
YoY gr. (%)	(1.6)	4.5	3.5	2.1
Raw Material Expenses	259	270	267	294
Gross Profit	64	67	62	56
Margin (%)	19.8	19.9	18.8	15.9
EBITDA	36	45	37	28
YoY gr. (%)	1,058.3	86.1	7.3	(25.8)
Margin (%)	11.0	13.4	11.4	8.1
Depreciation / Depletion	12	10	8	8
EBIT	24	35	29	20
Margin (%)	7.4	10.3	8.9	5.7
Net Interest	2	2	2	2
Other Income	6	4	7	7
Profit before Tax	28	36	35	50
Margin (%)	8.8	10.8	10.5	14.4
Total Tax	7	9	8	12
Effective tax rate (%)	23.4	25.2	22.6	23.1
Profit after Tax	22	27	27	39
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	22	27	27	14
YoY gr. (%)	260.7	92.9	11.1	(49.8)
Margin (%)	6.7	8.1	8.1	4.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	22	27	27	39
YoY gr. (%)	260.7	92.9	11.1	36.0
Margin (%)	6.7	8.1	8.1	11.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	22	27	27	39
Avg. Shares O/s (bn)	7	7	7	7
EPS (Rs)	3.3	4.1	4.1	2.2

Source: Company Data, PL Research

Key Financial Metrics

13.4			
12 /			
15.4	12.4	14.0	14.3
18.4	18.0	19.6	20.0
97.6	110.8	119.1	127.5
7.3	13.2	5.6	5.3
5.5	6.6	5.7	5.8
13.2	12.8	11.5	11.0
9.1	9.4	8.8	8.7
14.7	11.9	12.2	11.6
0.2	0.2	0.2	0.2
-	-	-	-
12.5	13.5	11.9	11.7
1.7	1.5	1.4	1.3
9.1	9.3	8.5	8.3
9.5	8.4	8.5	8.3
1.0	0.8	0.8	0.9
3.3	3.9	3.4	3.5
	12.5 1.7 9.1 9.5 1.0	12.5 13.5 1.7 1.5 9.1 9.3 9.5 8.4 1.0 0.8	12.5 13.5 11.9 1.7 1.5 1.4 9.1 9.3 8.5 9.5 8.4 8.5 1.0 0.8 0.8

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Transmission Volume (mmscmd)	120	129	140	150
Transmission EBIT (Rs/mscm)	1,026	1,171	1,083	1,041
Trading Volume (mmscmd)	98	100	105	110
Trading EBIT (Rs/mscm)	1,688	2,104	1,275	1,283
Petchem (kt)	787	810	810	203
Petchem EBIT (Rs/kg)	(12)	2	5	5
LPG (kt)	4,396	4,748	4,795	1,095
LPG EBIT (Rs/mt)	721	818	866	857

Source: Company Data, PL Research

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Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aarti Industries	Reduce	381	405
2	Bharat Petroleum Corporation	Hold	286	271
3	Bharti Airtel	Accumulate	1,783	1,599
4	Clean Science and Technology	Hold	1,471	1,449
5	Deepak Nitrite	Reduce	2,295	2,460
6	Fine Organic Industries	BUY	5,765	4,474
7	GAIL (India)	Hold	203	186
8	Gujarat Fluorochemicals	Reduce	3,190	3,537
9	Gujarat Gas	Sell	362	508
10	Gujarat State Petronet	Hold	351	359
11	Hindustan Petroleum Corporation	Hold	373	353
12	Indian Oil Corporation	Hold	124	123
13	Indraprastha Gas	Sell	300	383
14	Jubilant Ingrevia	Hold	680	660
15	Laxmi Organic Industries	Hold	237	226
16	Mahanagar Gas	Accumulate	1,412	1,267
17	Mangalore Refinery & Petrochemicals	Accumulate	168	145
18	Navin Fluorine International	Accumulate	3,672	3,478
19	NOCIL	Reduce	226	247
20	Oil & Natural Gas Corporation	BUY	300	260
21	Oil India	BUY	714	465
22	Petronet LNG	Reduce	276	291
23	Reliance Industries	Accumulate	1,472	1,266
24	SRF	Reduce	2,018	2,308
25	Vinati Organics	Accumulate	1,925	1,707

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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ANALYST CERTIFICATION

(Indian Clients)

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