

Q1FY25 marks normalisation of margins in oil & gas

- Refining, marketing and gas distribution margins have normalised in Q1 and are likely to still remain in the healthy range
- Investors' focus on volume growth likely to improve. RIL, PLNG and CGDs in our coverage are key contenders for growth ahead
- Growth in consumer and New Energy for RIL, pace of volume ramp-up for CGD and impact of make-up cargoes on PLNG are key monitorables

Kirtan Mehta, CFA
 research@bobcaps.in

Margins normalise in Q1FY25: We forecast a 29% YoY decline in EBITDA across our coverage universe, driven by 57% pullback in oil marketing companies and 25% decline in city gas distribution. Sequentially, we estimate a 10% drop in EBITDA for our coverage. RIL and PLNG are likely to stand-out with positive YoY growth.

RIL to post modest YoY growth: We expect RIL to post 4% YoY EBITDA growth as consumer businesses and oil & gas production offset the decline in O2C margins. RIL is likely to see a 7% QoQ contraction in EBITDA on weaker refining margins. Commentary on 5G penetration, roll-out of Jio AirFiber, subscriber consolidation, start-up of giga factories and listing of Digital and Retail are key monitorables.

OMC margins to normalise: We build in a 57% YoY/17% QoQ decline in OMCs EBITDA in Q1 with a simultaneous easing of refining and marketing margins. While refining margin comes off the high base with the ramp-up of a couple of global refineries, marketing margin eases due to retail price cuts in March (LPG to play a larger role). R&M EBITDA margin is still likely to remain healthy at Rs4.2k/t or US\$6.9/bbl of marketing volume at our estimates. Delivery timelines on expansion projects and commentary on stability of marketing margin are key monitorables.

CGDs to see modest volume growth, normalisation of margins: Collectively for IGL and MAHGL, we build in a 25% YoY/ 5% QoQ decline in EBITDA. Margins are likely to decline due to reduction in CNG prices, higher shortage of APM gas and increase in spot LNG prices. We factor in an EBITDA margin of Rs 10.6/scm for MAHGL and Rs6.2/scm for IGL in Q1FY25. Commentary on the pace of CNG vehicle additions, additional success in the industrial segment, availability of APM gas and guidance on EBITDA margin are key monitorables.

Other gas utilities: Benefitting from a surge in LNG consumption, PLNG is likely to clock 19% YoY/11% QoQ growth in adj EBITDA ex provisions for TOP recovery. In contrast, GUJS is likely to post a sharp 34% YoY/42% QoQ cut in EBITDA impacted by the [recent cut in HP Gas Grid's tariff](#). Actual underlying tariff post cut and volume outlook is key for GUJS; visibility on [timing for make-up cargoes](#) is key for PLNG.



Oil & Gas Q1FY25 preview

Oil & Gas coverage universe

Q1FY25 marks normalisation of margins across various oil & gas segments. We are forecasting a 29% YoY decline in EBITDA across our coverage universe. The decline is primarily driven by sharp 57% pullback in profitability for OMCs (Oil Marketing Companies) and 25% contraction in profitability for retail CGD (City Gas Distribution) players. OMCs have been impacted by simultaneous normalisation of both refining and marketing margins, with the latter driven by pre-election cut in retail prices. CGD companies see a further normalisation of gross margin this quarter with reduction in CNG prices, higher shortage of APM gas and increase in spot LNG prices. Sequentially as well, we are estimating at 10% QoQ decline in EBITDA for our coverage universe.

Amongst our coverage universe, RIL and PLNG stands out with YoY growth this quarter. RIL is likely to arrest decline in O2C (Oil to Chemicals) business with increase in Oil & Gas production and growth in consumer businesses. PLNG benefits from pick-up in LNG imports.

Fig 1 – Q1FY25 estimates

| Companies | Adj. EBITDA | | | Net income | | |
|--|--------------|---------------|---------------|--------------|---------------|---------------|
| | (Rs bn) | YoY (%) | QoQ (%) | (Rs bn) | YoY (%) | QoQ (%) |
| Reliance | 395.1 | 3.7 | (7.1) | 154.8 | (3.3) | (18.3) |
| OMCs | | | | | | |
| BPCL | 62.7 | (60.4) | (32.0) | 34.0 | (67.8) | (43.6) |
| HPCL | 34.4 | (64.4) | (28.5) | 15.0 | (75.7) | (47.1) |
| IOCL | 106.9 | (51.8) | 1.9 | 44.8 | (67.4) | (7.3) |
| OMCs subtotal | 204.0 | (57.2) | (16.8) | 93.9 | (69.2) | (31.5) |
| CGDS (Retail focus) | | | | | | |
| IGL | 5.0 | (22.2) | (4.3) | 3.3 | (25.7) | (14.9) |
| MAHGL | 3.7 | (29.2) | (6.3) | 2.5 | (33.5) | (7.5) |
| CGDS (Retail focus) subtotal | 8.7 | (25.3) | (5.2) | 5.7 | (29.3) | (11.9) |
| Other gas utilities | | | | | | |
| PLNG | 13.9 | 18.8 | 10.8 | 8.7 | 10.1 | 18.0 |
| GUJS | 2.2 | (34.4) | (41.6) | 1.4 | (36.8) | (44.5) |
| Oil & Gas coverage universe | 623.9 | (29.4) | (10.3) | 264.5 | (45.3) | (22.9) |

Source: BOBCAPS Research

Reliance Industries

We forecast RIL's consolidated EBITDA (excluding other income) to post a modest 4% YoY growth with slower growth of 11% YoY in consumer businesses and a 3% YoY decline in energy businesses with normalisation of margins. Sequentially, RIL's consolidated EBITDA (excluding other income) is likely to decline by 7% QoQ due to 18% pullback on the energy business from a higher base in Q4.

- **O2C (oil to chemicals):** We expect a 19% sequential decline driven by a pullback in gross refining margin (GRM) partially offset by a modest recovery in petrochemical spreads.

- **Oil & Gas:** We look for an 8% sequential decline due to minor decline in production and gas realisations.
- **Digital Services:** Ahead of the feeding in of tariff increase over the next six to nine months, Digital Services will likely post only a modest 9% growth in Q1 driven by potential addition of 9mn subscribers.
- **Retail:** We look for 16% YoY EBITDA growth primarily driven by 14% revenue growth and a modest margin increase.
- **Key monitorable: (a) Oil & Gas:** global outlook on refining margin and petrochemical spreads, **(b) Digital Services:** roll-out pace for Jio AirFiber, initial signs of subscriber consolidation due to increase in tariff from Jul'24 and expectation on increase in 5G penetration, **(c) Retail:** commentary on acceleration in revenue growth and any additional operational disclosures, **(d) New Energy:** commentary on ramp-up of new energy Giga factories targeted for start-up in FY25 and guidance on cost reduction with deployment of new energy, **(e) Listing timeline** for Jio and Retail.

Fig 2 – Reliance: Q1FY25 estimates

| (Rs bn) | Q1FY24 | Q4FY24 | Q1FY25E | YoY (%) | QoQ (%) |
|---|--------------|--------------|--------------|--------------|---------------|
| Revenue | 2,108.3 | 2,407.2 | 2,387.9 | 13.3 | (0.8) |
| EBITDA excluding other income | 380.9 | 425.2 | 395.1 | 3.7 | (7.1) |
| Net income | 160.1 | 189.5 | 154.8 | (3.3) | (18.3) |
| EBITDA mix (including other income) | | | | | |
| Oil to Chemicals (O2C) | 152.7 | 167.8 | 135.9 | (11.0) | (19.0) |
| Oil and Gas | 40.2 | 56.1 | 51.8 | 29.0 | (7.6) |
| Energy subtotal | 192.9 | 223.8 | 187.7 | (2.7) | (16.1) |
| Retail | 51.5 | 58.3 | 59.6 | 15.8 | 2.3 |
| Digital Services | 137.2 | 146.4 | 149.5 | 8.9 | 2.1 |
| Consumers subtotal | 188.7 | 204.7 | 209.1 | 10.8 | 2.1 |
| Consolidated EBITDA including other income | 419.1 | 470.5 | 435.1 | 3.8 | (7.5) |

Source: Company, BOBCAPS Research

Oil marketing companies

Collectively for OMCs, we are looking for a 57% YoY and 17% QoQ decline this quarter with pullback in both refining and marketing margins amid stable or modest increase in volume. Even after this normalisation, combined Refining and Marketing (R&M) EBITDA margin is likely to remain in a healthy range at Rs4.2k/t or US\$6.9/bbl of marketing volume at our estimates.

Refining: We assume a US\$ 2/bbl QoQ decline in refining margin with pullback in product spreads due to improved global product supply with the ramp-up of a couple of large-scale global refineries. However, we believe that HPCL may register a sequential improvement in refining margin on the back of stabilisation of operation at Kochi refinery.

Marketing: We currently assume halving of marketing EBITDA per tonne with an increased marketing loss on LPG with a retail price cut in Mar'24. On auto fuels, while gasoline and diesel marketing margin have contracted, we believe they may still have

contributed a positive gross margin even after Rs 2/ltr reduction in retail prices in March with a pullback in product spreads.

Key monitorable: Maintaining announced deadlines on expansion projects and commentary on managing healthy marketing margin are key to watch.

Fig 3 – OMCs: Q1FY25 estimates

| (Rs bn) | Q1FY24 | Q4FY24 | Q1FY25E | YoY (%) | QoQ (%) |
|---|--------------|--------------|--------------|---------------|---------------|
| OMCs | | | | | |
| Revenue | 4,456.9 | 4,504.0 | 4,738.9 | 6.3 | 5.2 |
| EBITDA | 476.4 | 245.2 | 204.0 | (57.2) | (16.8) |
| PAT | 305.1 | 137.0 | 93.9 | (69.2) | (31.5) |
| Operational indicators | | | | | |
| Throughput (mt) | 34.6 | 34.5 | 34.7 | 0.4 | 0.6 |
| GRM (US\$/bbl) | 9.5 | 9.4 | 9.0 | (5.1) | (3.9) |
| Marketing volume (mt) | 47.4 | 48.5 | 48.4 | 2.2 | (0.3) |
| Marketing EBITDA (Rs'000/t) | 6.6 | 1.8 | 0.9 | (86.9) | (50.9) |
| R&M EBITDA (Rs'000/t of marketing volume) | 10.1 | 5.1 | 4.2 | (58.1) | (16.5) |
| BPCL | | | | | |
| Revenue | 1,129.8 | 1,165.6 | 1,212.5 | 7.3 | 4.0 |
| EBITDA | 158.1 | 92.1 | 62.7 | (60.4) | (32.0) |
| PAT | 105.5 | 60.2 | 34.0 | (67.8) | (43.6) |
| Operational indicators | | | | | |
| Throughput (mt) | 10.4 | 10.4 | 10.6 | 2.3 | 2.3 |
| GRM (US\$/bbl) | 12.6 | 12.5 | 9.5 | (24.7) | (23.7) |
| Marketing volume (mt) | 13.1 | 13.4 | 13.5 | 3.2 | 0.6 |
| Marketing EBITDA (Rs'000/t) | 7.2 | 2.2 | 1.3 | (82.2) | (41.0) |
| R&M EBITDA (Rs'000/t of marketing volume) | 12.1 | 6.9 | 4.6 | (61.6) | (32.4) |
| HPCL | | | | | |
| Revenue | 1,115.7 | 1,139.7 | 1,160.3 | 4.0 | 1.8 |
| EBITDA | 96.5 | 48.0 | 34.4 | (64.4) | (28.5) |
| PAT | 62.0 | 28.4 | 15.0 | (75.7) | (47.1) |
| Operational indicators | | | | | |
| Throughput (mt) | 5.4 | 5.8 | 5.8 | 7.4 | (0.7) |
| GRM (US\$/bbl) | 7.4 | 7.0 | 9.4 | 25.7 | 34.6 |
| Marketing volume (mt) | 11.9 | 12.3 | 12.3 | 3.7 | (0.4) |
| Marketing EBITDA (Rs'000/t) | 6.6 | 2.3 | 1.0 | (85.4) | (57.7) |
| R&M EBITDA (Rs'000/t of marketing volume) | 8.1 | 3.9 | 2.8 | (65.7) | (28.2) |
| IOCL | | | | | |
| Revenue | 2,211.5 | 2,198.8 | 2,366.1 | 7.0 | 7.6 |
| EBITDA | 221.7 | 105.0 | 106.9 | (51.8) | 1.9 |
| PAT | 137.5 | 48.4 | 44.8 | (67.4) | (7.3) |
| Operational indicators | | | | | |
| Throughput (mt) | 18.8 | 18.3 | 18.3 | (2.7) | 0.1 |
| GRM (US\$/bbl) | 8.3 | 8.4 | 8.6 | 3.1 | 2.4 |
| Marketing volume (mt) | 22.4 | 22.8 | 22.6 | 0.8 | (0.8) |
| Marketing EBITDA (Rs'000/t) | 6.2 | 1.2 | 0.6 | (90.9) | (54.8) |
| R&M EBITDA (Rs'000/t of marketing volume) | 9.9 | 4.6 | 4.7 | (52.1) | 2.7 |

Source: Company, BOBCAPS Research

Gas utilities

City gas distribution companies

Retail-focused CGDs are likely to register a sequential decline in EBITDA on continuing normalisation of EBITDA margin from higher levels clocked in FY24.

Volumes: We assume a 1% sequential increase in volumes for both IGL and MAHGL on continuing healthy addition of CNG vehicles and recent success in addition of industrial customers. This translates to 7.5% YoY growth for IGL and 12.0% YoY growth for MAHGL. YoY growth for MAHGL turns out to be higher due to a lower base in Q1FY24 as it had experienced a 2% YoY decline in CNG volumes then.

EBITDA margin: Factoring in the impact of retail CNG price cuts in March ahead of the election and more shortages of APM gas (>30%), we expect gross margin to decline sequentially. This is likely to be partly offset by normalisation of opex from reduction in marketing incentives and seasonally lower corporate social responsibility (CSR) expenses. We factor in an EBITDA margin of Rs 10.6/scm for MAHGL and Rs 6.2/scm for IGL in Q1FY25.

Key monitorables: Traction on CNG vehicle additions and its translation to CNG consumption, success in adding industrial volumes from roll-out of incentives and outlook on improvement in availability of APM gas for priority sector and guidance on unit EBITDA margin are key to watch.

Fig 4 – CGDs: Q1FY25 estimates

| (Rs bn) | Q1FY24 | Q4FY24 | Q1FY25E | YoY (%) | QoQ (%) |
|---|-------------|------------|------------|---------------|--------------|
| City Gas Distribution Companies (Retail focused) | | | | | |
| Revenue | 49.4 | 51.6 | 51.7 | 4.6 | 0.1 |
| EBITDA | 11.6 | 9.2 | 8.7 | (25.3) | (5.2) |
| PAT | 8.1 | 6.5 | 5.7 | (29.3) | (11.9) |
| Operational indicators | | | | | |
| Volume (mmscmd) | 11.6 | 12.5 | 12.7 | 9.0 | 1.2 |
| EBITDA margin (Rs/scm) | 11.0 | 8.1 | 7.5 | (31.5) | (6.3) |
| IGL | | | | | |
| Revenue | 34.1 | 36.0 | 36.1 | 6.0 | 0.4 |
| EBITDA | 6.4 | 5.2 | 5.0 | (22.2) | (4.3) |
| PAT | 4.4 | 3.8 | 3.3 | (25.7) | (14.9) |
| Operational indicators | | | | | |
| Volume (mmscmd) | 8.2 | 8.7 | 8.8 | 7.8 | 1.3 |
| EBITDA margin (Rs/scm) | 8.6 | 6.6 | 6.2 | (27.8) | (5.5) |
| MAHGL | | | | | |
| Revenue | 15.4 | 15.7 | 15.6 | 1.5 | (0.4) |
| EBITDA | 5.2 | 3.9 | 3.7 | (29.2) | (6.3) |
| PAT | 3.7 | 2.6 | 2.5 | (33.5) | (7.5) |
| Operational indicators | | | | | |
| Volume (mmscmd) | 3.4 | 3.8 | 3.8 | 12.0 | 1.1 |
| EBITDA margin (Rs/scm) | 16.8 | 11.4 | 10.6 | (36.8) | (7.3) |

Source: Company, BOBCAPS Research

LNG regasification – Petronet LNG (PLNG)

Benefitting from a sharp pick-up in LNG volumes, PLNG is the only company in our oil & gas coverage to clock sequential EBITDA growth this quarter. On the back of 4% QoQ/ 6% YoY growth in volumes and annual increase in Kochi regasification tariff, we are looking for 11% QoQ/ 19% YoY growth in adj EBITDA excluding provisions for TOP (take or pay) recovery.

Key monitorable: Visibility on timing for make-up cargoes for TOP charges levied in CY22 and CY23 and agreement on recovery of CY24 TOP charges with consumers and progress on the implementation of the PDHPP (propane dehydrogenation and polypropylene plant) are key to watch. We believe that PLNG has granted free make-up cargoes of 1.4mt/ 3.0mt for shortfall in CY21 and CY22, which could constrain availability of capacity for FY25 and FY26. Refer [Volume growth visibility still low](#), 25 May 2024 for additional details.

Fig 5 – PLNG: Q1FY25 estimates

| (Rs bn) | Q1FY24 | Q4FY24 | Q1FY25E | YoY (%) | QoQ (%) |
|---|-------------|-------------|-------------|-------------|-------------|
| Revenue | 116.6 | 137.9 | 142.5 | 22.2 | 3.3 |
| EBITDA | 11.8 | 11.0 | 12.8 | 7.9 | 15.5 |
| Adj. EBITDA excl provisions for TOP charges | 11.7 | 12.5 | 13.9 | 18.8 | 10.8 |
| PAT | 7.9 | 7.4 | 8.7 | 10.1 | 18.0 |
| Operational indicators | | | | | |
| Volume (tbtu) | 230.0 | 234.0 | 244.4 | 6.3 | 4.4 |
| Adj. EBITDA margin excl provisions for TOP charges (Rs/mmbtu) | 50.7 | 53.4 | 56.7 | 11.8 | 6.1 |

Source: Company, BOBCAPS Research

Gas transportation – Gujarat State Petronet (GUJS)

We expect a sharp cut in EBITDA for GUJS by 42% QoQ/ 34% YoY driven by a 46% cut in tariff for the HP Gas Grid (refer to [Decoding HP Gas grid tariff order](#), 30 April 2024 for details), partially offset by volume pick-up with higher LNG imports. Increase in volumes is likely to be EBITDA accretive as well this quarter as “supply-or-pay” revenue had reduced significantly to just Rs 60mn in Q4 from Rs 470mn in Q3.

Key monitorable: Actual realised tariff and EBITDA margin post reduction of HP Gas Grid Tariff will be a key monitorable. Further volume pick-up from different consumer segments and visibility on new volume from completion of connectivity of HPCL Chhara LNG terminal and Mahesana-Bhatinda pipeline are key to watch.

Fig 6 – GUJS: Q1FY25 estimates

| (Rs bn) | Q1FY24 | Q4FY24 | Q1FY25E | YoY (%) | QoQ (%) |
|-------------------------------|------------|------------|------------|---------------|---------------|
| Revenue | 4.4 | 5.1 | 3.8 | (13.9) | (25.0) |
| EBITDA | 3.4 | 3.8 | 2.2 | (34.4) | (41.6) |
| PAT | 2.3 | 2.6 | 1.4 | (36.8) | (44.5) |
| Operational indicators | | | | | |
| Volume (mmscmd) | 29.4 | 33.4 | 34.8 | 18.5 | 4.3 |
| EBITDA margin (Rs/scm) | 1.3 | 1.2 | 0.7 | (44.6) | (44.0) |

Source: Company, BOBCAPS Research

Market indicators point to pullback in margin

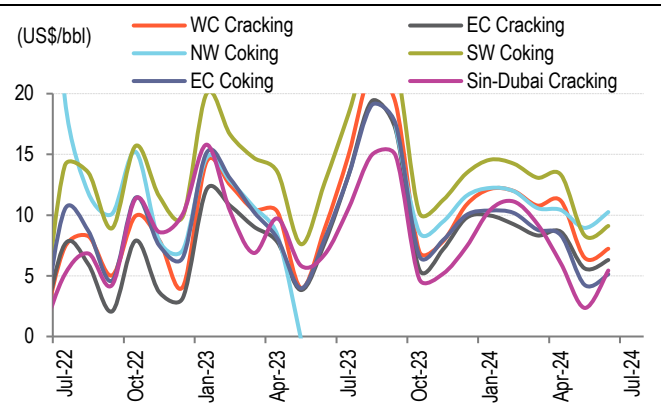
A common theme across various markets has been margin normalisation in Q1FY25. Refining margins have contracted with easing of product spreads with the start-up of a couple of large-scale refineries globally. Petrochemical spreads remain weak but have posted a modest sequential improvement. For CGD companies, gross margins have likely contracted with reduction in CNG prices, higher shortage of APM gas and increase in spot LNG prices.

Fig 7 – Market indicators

| Parameter | | Q1FY24 | Q4FY24 | Q1FY25E | Change absolute | | Change (%) | |
|---------------------------------|------------|--------|--------|---------|-----------------|-------|------------|--------|
| | | | | | YoY | QoQ | YoY | QoQ |
| Ex rate | | 82.2 | 83.0 | 83.4 | 1.2 | 0.4 | 1.5 | 0.5 |
| Crude | | | | | | | | |
| Brent | US\$/bbl | 77.7 | 81.8 | 85.0 | 7.3 | 3.3 | 9.4 | 4.0 |
| Indian crude basket | US\$/bbl | 77.1 | 81.9 | 85.2 | 8.1 | 3.3 | 10.5 | 4.0 |
| Natural Gas | | | | | | | | |
| APM gas price (with cap) | US\$/MMbtu | 6.7 | 6.5 | 6.5 | (0.2) | 0.0 | (3.1) | 0.0 |
| HPHT gas price | US\$/MMbtu | 12.1 | 10.0 | 10.0 | (2.2) | 0.0 | (17.8) | 0.0 |
| Asia LNG cargo swap | US\$/MMbtu | 11.1 | 9.8 | 11.2 | 0.0 | 1.4 | 0.3 | 13.8 |
| US HH | US\$/MMbtu | 2.3 | 2.1 | 2.3 | 0.0 | 0.2 | (0.2) | 10.5 |
| Petroleum product spread | | | | | | | | |
| Diesel | US\$/bbl | 14.4 | 24.0 | 17.6 | 3.2 | (6.5) | 22.3 | (27.0) |
| Gasoline | US\$/bbl | 14.9 | 18.1 | 14.0 | (0.9) | (4.1) | (6.0) | (22.7) |
| Naphtha | US\$/bbl | (12.8) | (5.5) | (8.4) | 4.5 | (2.9) | (34.7) | 53.1 |
| LPG | US\$/bbl | (34.3) | (28.6) | (34.8) | (0.5) | (6.2) | 1.5 | 21.7 |
| Refining margin | | | | | | | | |
| Singapore Dubai Cracking | US\$/bbl | 7.4 | 10.3 | 4.5 | (2.8) | (5.8) | (38.6) | (56.0) |
| India West Coast Cracking | US\$/bbl | 7.7 | 11.7 | 8.3 | 0.6 | (3.4) | 7.8 | (28.8) |
| India East Coast Cracking | US\$/bbl | 6.4 | 9.2 | 6.8 | 0.4 | (2.4) | 5.8 | (25.9) |
| India North West Coking | US\$/bbl | 6.6 | 11.6 | 9.8 | 3.2 | (1.8) | 48.7 | (15.2) |
| South West Coking | US\$/bbl | 11.3 | 14.0 | 10.2 | (1.0) | (3.7) | (9.0) | (26.6) |
| Petrochem margin | | | | | | | | |
| RIL proxy | US\$/t | 423.7 | 389.8 | 402.0 | (21.6) | 12.2 | (5.1) | 3.1 |
| RIL polymer average | US\$/t | 403.0 | 365.0 | 381.7 | (21.3) | 16.8 | (5.3) | 4.6 |
| RIL polyester | US\$/t | 342.3 | 264.2 | 271.6 | (70.7) | 7.4 | (20.6) | 2.8 |
| Retail natural gas price | | | | | | | | |
| CNG – Delhi | Rs/kg | 74.1 | 75.9 | 74.2 | 0.1 | (1.7) | 0.1 | (2.2) |
| CNG – Mumbai | Rs/kg | 89.5 | 88.3 | 87.2 | (2.3) | (1.1) | (2.6) | (1.2) |
| Domestic PNG - Delhi | Rs/scm | 49.4 | 47.0 | 47.0 | (2.4) | 0.0 | (4.8) | 0.0 |
| Domestic PNG - Mumbai | Rs/scm | 49.0 | 48.6 | 48.6 | (0.4) | 0.0 | (0.9) | 0.0 |

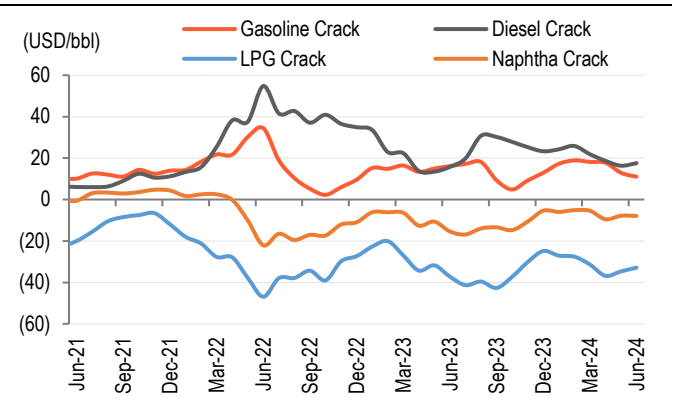
Source: Bloomberg, BOBCAPS Research

Fig 8 – Refining margin



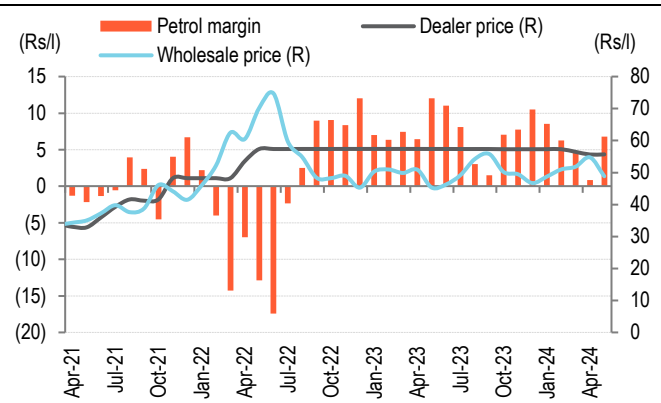
Source: LSEG Workspace, BOBCAPS Research, Note: WC: West Coast, EC: East Coast, NW: North-west, Sin-Dubai: Singapore Dubai

Fig 9 – Petroleum product crack spread



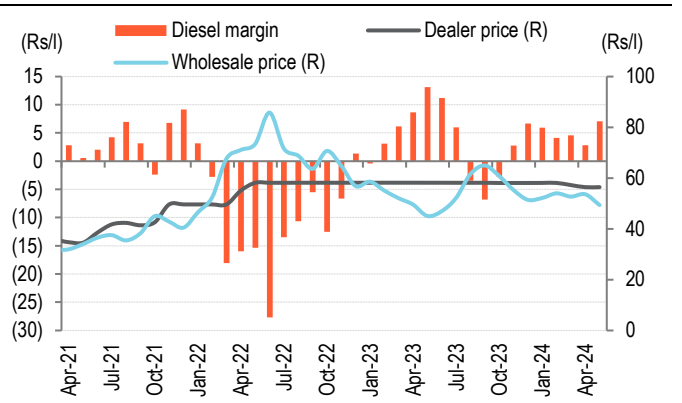
Source: Bloomberg, BOBCAPS Research

Fig 10 – Petrol marketing margin indicator



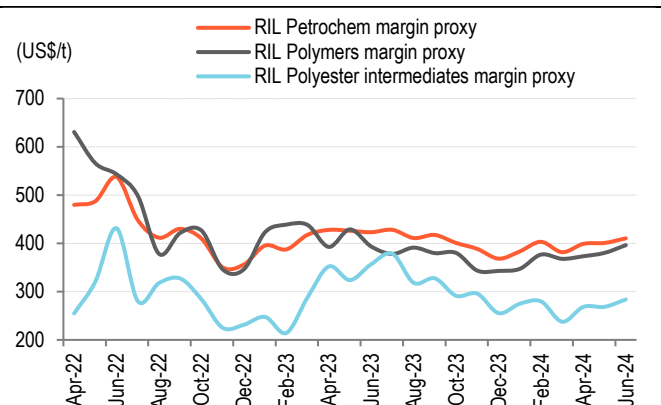
Source: CMIE, Petroleum Planning and Analysis Cell, BOBCAPS Research

Fig 11 – Diesel marketing margin indicator



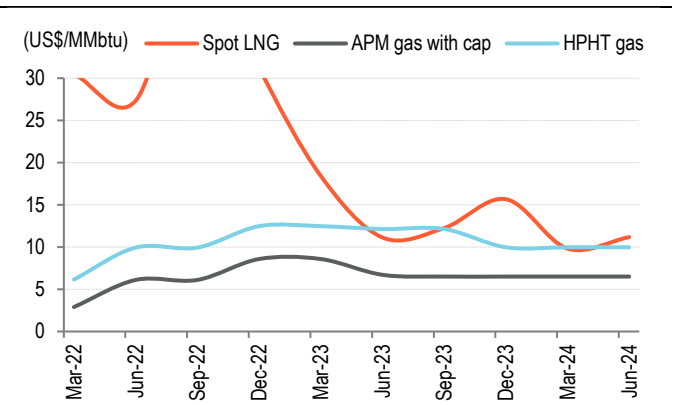
Source: CMIE, Petroleum Planning and Analysis Cell, BOBCAPS Research

Fig 12 – Petrochemical spreads



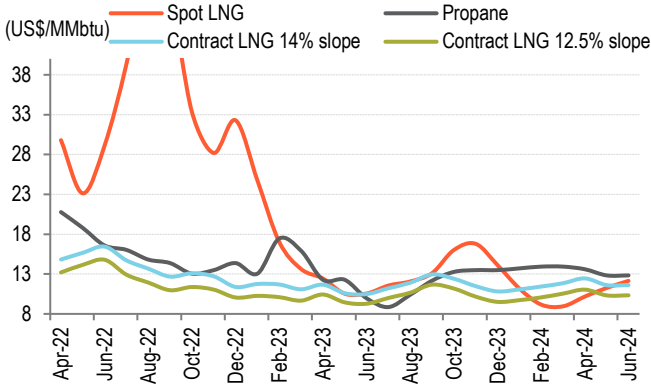
Source: Bloomberg, BOBCAPS Research

Fig 13 – Natural gas prices



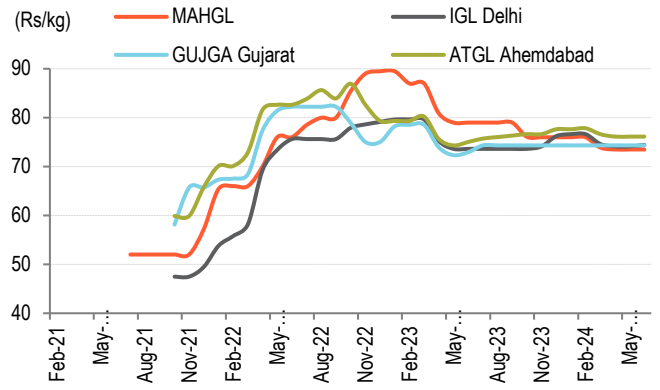
Source: Bloomberg, BOBCAPS Research

Fig 14 – Natural gas vs propane price



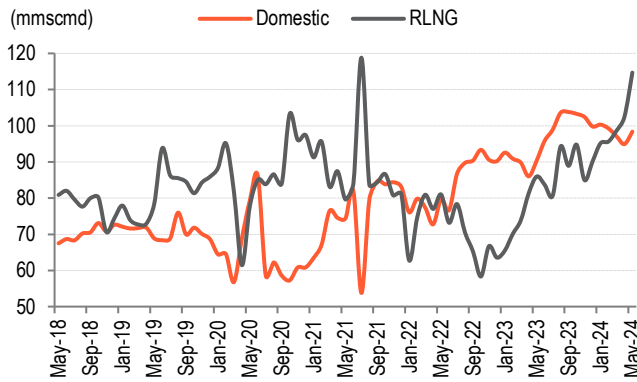
Source: Bloomberg, BOBCAPS Research

Fig 15 – CNG prices



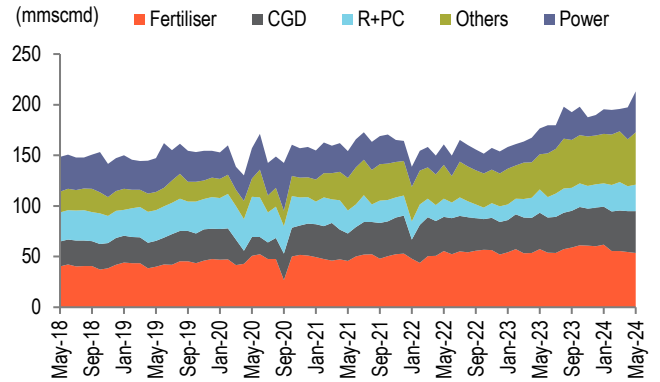
Source: Bloomberg, BOBCAPS Research

Fig 16 – Natural gas LNG consumption in India



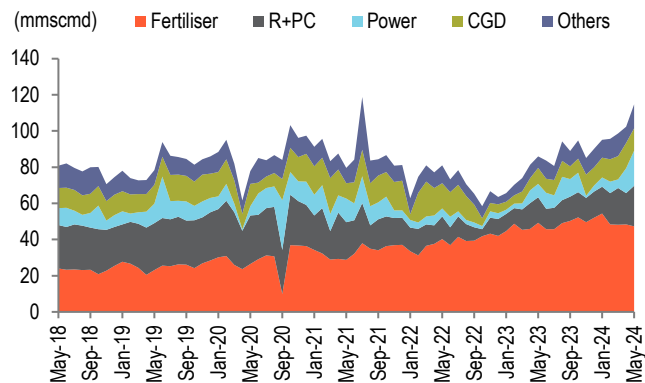
Source: Bloomberg, BOBCAPS Research, Note: RLNG: Regasified LNG

Fig 17 – India's natural gas consumption breakdown



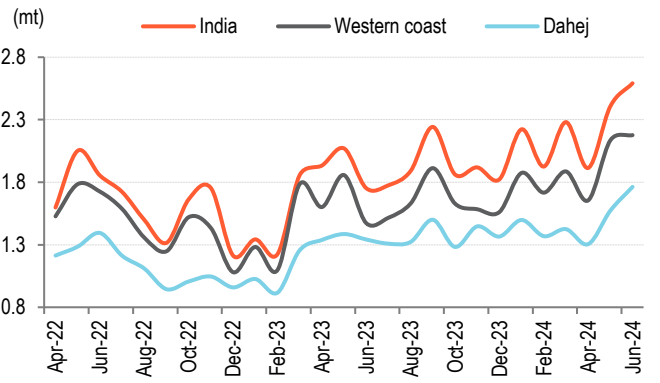
Source: Bloomberg, BOBCAPS Research

Fig 18 – RLNG consumption breakdown



Source: Bloomberg, BOBCAPS Research

Fig 19 – LNG imports



Source: Bloomberg, BOBCAPS Research

NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA (“US”) OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

Disclaimer

Name of the Research Entity: **BOB Capital Markets Limited**

Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051**

SEBI Research Analyst Registration No: **INH000000040 valid till 03 February 2025**

Brand Name: **BOBCAPS**

Trade Name: **www.barodaetrade.com**

CIN: **U65999MH1996GOI098009**



Investments in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY – Expected return >+15%

HOLD – Expected return from -6% to +15%

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Analyst certification

The research analyst(s) authoring this report hereby certifies that (1) all of the views expressed in this research report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction. We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have “long” or “short” positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

Company-specific disclosures under SEBI (Research Analysts) Regulations, 2014

The research analyst(s) or his/her relatives do not have any material conflict of interest at the time of publication of this research report.

BOBCAPS or its research analyst(s) or his/her relatives do not have any financial interest in the subject company. BOBCAPS or its research analyst(s) or his/her relatives do not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

The research analyst(s) has not received any compensation from the subject company or third party in the past 12 months in connection with research report/activities. Compensation of the research analyst(s) is not based on any specific merchant banking, investment banking or brokerage service transactions.

BOBCAPS or its research analyst(s) is not engaged in any market making activities for the subject company.

Research Analyst Kirtan Mehta has served as an employee of Reliance Industries (RIL IN) during the period 2002-2003, as disclosed by the research analyst.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

Other disclaimers

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construe this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "Losses") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

Distribution into the United Kingdom ("UK"):

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd ("MSL") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as "**MAYBANK**"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

No distribution into the US:

This report will not be distributed in the US and no US person may rely on this communication.

Other jurisdictions:

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.