

# GAIL (India) (GAIL IN)

Rating: HOLD | CMP: Rs184 | TP: Rs191

### May 14, 2025

### **Q4FY25 Result Update**

☑ Change in Estimates | ☑ Target | ☑ Reco

### **Change in Estimates**

	Cur	rent	Previous			
	FY26E	FY27E	FY26E	FY27E		
Rating	НС	DLD	ACCUI	MULATE		
Target Price	1	91	185			
Sales (Rs. bn)	1,498	1,515	1,466	1,482		
% Chng.	2.2	2.2				
EBITDA (Rs. bn)	152	158	151	158		
% Chng.	0.5	0.5				
EPS (Rs.)	15.0	15.4	14.8	15.1		
% Chng.	2.0	2.2				

#### **Key Financials - Standalone**

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. bn)	1,306	1,373	1,498	1,515
EBITDA (Rs. bn)	133	143	152	158
Margin (%)	10.2	10.4	10.2	10.5
PAT (Rs. bn)	88	89	99	102
EPS (Rs.)	13.4	13.5	15.0	15.4
Gr. (%)	65.4	0.9	11.5	2.6
DPS (Rs.)	5.5	7.5	6.6	6.7
Yield (%)	3.0	4.1	3.6	3.7
RoE (%)	14.7	13.2	13.5	12.8
RoCE (%)	13.2	13.0	13.1	12.7
EV/Sales (x)	1.0	1.0	0.9	0.9
EV/EBITDA (x)	10.3	9.3	8.8	8.4
PE (x)	13.7	13.6	12.2	11.9
P/BV (x)	1.9	1.7	1.6	1.5

Key Data	GAIL.BO   GAIL IN
52-W High / Low	Rs.246 / Rs.151
Sensex / Nifty	81,148 / 24,578
Market Cap	Rs.1,209bn/ \$ 14,163m
Shares Outstanding	6,575m
3M Avg. Daily Value	Rs.2470.49m

### **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	7.1	(3.0)	(4.7)
Relative	(0.8)	(7.1)	(14.6)

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### In-line results

#### **Quick Pointers:**

- Trading vol declined QoQ from 126mmscmd to 121mmscmd
- Trading margin normalized to Rs12bn during the quarter, petchem EBIT loss

GAIL reported in-line results with EBITDA of Rs32bn (-10% YoY, +13% QoQ, Ple Rs31.2bn, consensus Rs30.5bn) PAT came in at Rs20.5bn (-6% YoY, Ple Rs19.6bn, consensus Rs20.3bn) Previous quarter had an exceptional gain of Rs24bn. For the year, adj PAT stood at Rs88.7bn, flat YoY. We expect steady growth in transmission volume from 127mmscmd in FY25 to 139mmscmd in FY26 and to 149mmscmd in FY27. However, trading segment's EBIT is expected to normalize to Rs51bn from Rs74.5bn in FY25. Tariff hike of integrated network is expected in few days. This could provide one-time boost. Post that, we do not see any near-term triggers. The stock trades at 11x FY27 EPS. We value the company at 11x adj standalone eps of FY27 and add Rs33 for investments at 25% holding company discount. With target price of Rs191 (previously Rs185), we downgrade the stock to Hold from Accumulate.

- Transmission volume declines sequentially: Transmission volume fell from 126mmscmd in Q3FY25 to 121mmscmd in Q4FY25. For the full year, vol stood at 127mmscmd. We expect transmission volume to rise to 139mmscmd in FY26 and to 149mmscmd in FY27. The regulatory board has called for a public consultation on tariff hike of the integrated pipeline of GAIL. While GAIL has proposed tariff of Rs77.4/mmBtu against existing Rs58.6/mmBtu, Rs7-10/mmBtu is easily achievable, which would provide a one-time boost to the stock
- Trading EBIT normalizes: Trading segment included one-time gain of USD285mn in the previous quarter. In Q4FY25, trading segment EBIT normalized to Rs12bn, -13% YoY. On an annual basis, we expect EBIT of Rs45bn annually in the next two years.
- Concall highlights: 1) Successful completion of Dabhol breakwater facility; final permission awaited post which it would operate in monsoon also, 2) GAIL operates 72 GAs- directly in 6 GAs- early stages of development with +25% YoY vol growth- to be transferred to subsidiary, 3) Tariff revision of integrated network expected in Q1FY26, 4) Indian gas consumption is expected to reach 290mmscmd by 2030, CGDs rising 2.5-3x, 5) GAIL intends to source 5-7mmtpa LNG by 2030, 6) Trading EBIT band expected at ~Rs45bn, 7) Transmission vol at 138-139mmscmd in FY26, 8) Capex guidance in FY26 of Rs100bn- largely on petrochem and pipeline Rs30bn each, Rs10bn net zero, maint Rs15-16bn, 9) QoQ decline in transmission was due to partial shifting of gas to GIGL, unplanned shutdown and lower vol transmission by IOCL & BPCL, 10) trading vol at 108/114mmscmd in FY26/27, 11) Last yr 21 cargoes were handled at Dabhol, this yr 34-36 cargoes are planned



### **Exhibit 1: GAIL's Valuation Table**

Valuation Table	Remarks
Adj EPS	14.3 FY27
Multiple (x)	11.0
Core Business (Rs/share)	157
Listed Investments (Rs/share)	27 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)	191
Source: Company Pl	

Source: Company, PL

### Exhibit 2: GAIL's Quarterly and full year Financials

(Rs bn)	Q4FY25	Q3FY25	QoQ gr.	Q4FY25E	% Var	Q4FY24	YoY gr.	FY25	FY24	YoY gr.
Net Sales	357.1	349.6	2.1%	351.6	1.6%	323.3	10.4%	1372.9	1306.4	5.1%
YoY Change (%)	6.0	8.1		1.2		0.3		0.0	0.0	
Raw Materials Consumption	308.5	300.1	2.8%	267.1	15.5%	268.3	15.0%	1138.2	1070.6	6.3%
Employee Costs	4.7	5.3	-10.7%	5.2	-9.1%	6.2	-24.2%	20.4	20.9	-2.2%
Other Expenses	11.7	15.8	-25.8%	20.6	-43.0%	13.3	-11.6%	71.0	81.9	-13.2%
EBITDA	32.2	28.4	13.3%	31.2	3.2%	35.6	-9.6%	143.3	133.0	7.7%
Margin (%)	9.0%	8.1%		8.9%		11.0%		10.4%	10.2%	
Depreciation	9.0	8.3	8.6%	9.1	-0.7%	11.6	-22.2%	36.0	33.3	8.1%
Interest	1.8	1.7	7.0%	2.1	-15.9%	1.9	-7.7%	7.4	7.0	6.7%
Other Income	5.7	7.5	-24.4%	6.2	-8.5%	6.4	-11.2%	24.0	22.8	5.4%
Extra-ordinary Gain	0.0	24.4		0.0		0.0		24.4	0.0	
PBT	50.3	50.3	0.0%	26.2	92.1%	28.4	77.0%	148.2	115.5	28.3%
Tax	6.5	11.6	-43.9%	6.6	-0.7%	6.6	-1.9%	35.1	27.2	29.2%
Rate (%)	24.1	23.1		25.1	-3.8%	23.4		23.7	23.5	
PAT	20.5	38.7	-47.0%	19.6	4.5%	21.8	-5.9%	113.1	88.4	28.0%
Adj PAT	20.5	14.3	43.6%	19.6	4.5%	21.8	-5.9%	88.7	88.4	0.4%
Segmental EBIT (Rs bn)										
Gas Transmission	12.7	13.7	-7.4%	10.9	16.5%	9.8	29.1%	54.9	45.1	21.6%
LPG Transmission	1.2	1.4	-17.7%	1.0	12.5%	0.8	52.4%	4.2	3.2	32.9%
Natural Gas Trading	12.0	28.8	-58.2%	13.6	-11.4%	13.9	-13.3%	74.5	60.7	22.7%
Petrochemicals	-1.6	0.0	-3476.3%	0.1	-2703.8%	2.6	-160.2%	-0.4	-1.4	NA
LPG & Liq.HC (pre-subsidy)	2.9	3.8	-22.9%	1.5	89.6%	3.3	-10.6%	11.5	7.7	49.3%
Unallocated; GAILTEL	1.2	0.9	34.0%	0.9	34.1%	-0.7	-259.0%	5.2	3.7	40.0%

Source: Company, PL

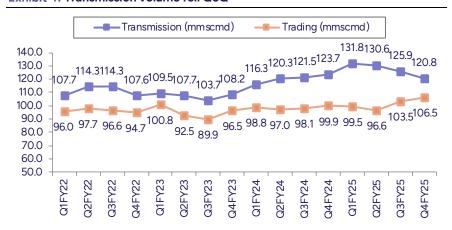


**Exhibit 3: Segment wise performance** 

Segment Wise Performance (Rs bn)	Q4FY25	Q3FY25	QoQ gr.	Q4FY24	YoY gr.
Gas Transmission Business					
Volume (mmscmd)	120.8	125.9	-4.0%	123.7	-2.3%
Gross Revenue	26.0	27.5	-5.5%	26.7	-2.6%
EBITDA	16.8	17.8	-5.9%	16.0	4.8%
EBIT	12.7	13.7	-7.4%	9.8	29.1%
Average tariff (Rs/mscm)	2393.3	2377.7	0.7%	2400.0	-0.3%
EBITDA (Rs/mscm)	1541.2	1538.1	0.2%	1436.9	7.3%
EBIT (Rs/mscm)	1166.4	1182.8	-1.4%	882.8	32.1%
LPG Transmission Business					
Volumes ('000 MT)	1132.0	1157.0	-2.2%	1114.0	1.6%
Gross Revenues	2.2	2.5	-9.0%	1.9	20.3%
EBITDA	1.4	1.6	-14.6%	1.9	-27.4%
EBIT	1.2	1.4	-17.7%	0.8	52.4%
Average tariff (Rs/mscm)	1976.1	2125.4	-7.0%	1668.7	18.4%
EBITDA (Rs/mscm)	1192.6	1365.6	-12.7%	888.7	34.2%
EBIT (Rs/mscm)	1017.8	1209.8	-15.9%	678.6	50.0%
Gas Trading Business					
Volumes (mmscmd)	106.5	103.5	3.0%	99.9	6.6%
Revenues	316.0	306.3	3.2%	284.4	11.1%
EBIT	12.0	28.8	-58.2%	13.9	-13.3%
Revenue(Rs/mscm)	32962.0	32175.0	2.4%	31634.0	4.2%
EBIT (Rs/mscm)	1255.4	3026.8	-58.5%	1544.5	-18.7%
Petrochemicals Business					
Volumes ('000 MT)	229.0	221.0	3.6%	242.0	-5.4%
Gross Revenues	22.1	20.7	6.8%	22.6	-2.0%
EBITDA	0.0	1.3	-98.4%	4.3	-99.5%
EBIT	-1.6	0.0	-3476.3%	2.6	-160.2%
Realization (INR/kg)	96.5	93.7	3.0%	93.2	3.5%
EBITDA (INR/kg)	0.1	5.8	-98.5%	17.6	-99.5%
EBIT (INR/kg)	-6.9	0.2	-3358.3%	10.8	-163.7%
LPG & Liquid Hydrocarbons Business					
Volumes ('000 MT)	198.0	282.0	-29.8%	190.0	4.2%
Gross Revenues	11.5	15.6	-26.2%	14.3	-19.2%
EBITDA	3.3	4.1	-19.1%	3.6	-8.6%
EBIT	2.9	3.8	-22.9%	3.3	-10.6%
Realization (INR/MT)	58183.3	55366.0	5.1%	75047.4	-22.5%
EBITDA (INR/MT)	16666.7	14468.1	15.2%	19000.0	-12.3%
EBIT (INR/MT)	14746.0	13420.6	9.9%	17188.9	-14.2%
Source: Company, PL					

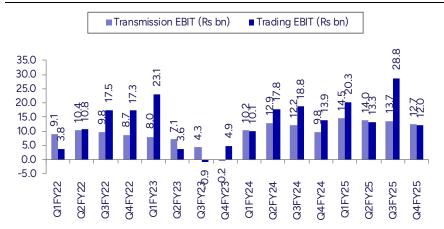
Source: Company, PL

**Exhibit 4: Transmission volume fell QoQ** 



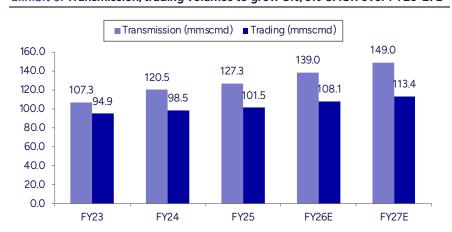
Source: Company, PL

**Exhibit 5: Trading EBIT normalize** 



Source: Company, PL

Exhibit 6: Transmission/trading volumes to grow 8%/5% CAGR over FY25-27E



Source: Company, PL

## **Financials**

Income Statement (	Rs bn	)
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Income Statement (Rs bn)				
Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	1,306	1,373	1,498	1,515
YoY gr. (%)	(9.5)	5.1	9.1	1.1
Cost of Goods Sold	1,071	1,131	1,251	1,259
Gross Profit	236	242	247	256
Margin (%)	18.0	17.7	16.5	16.9
Employee Cost	21	20	21	22
Other Expenses	82	79	74	76
EBITDA	133	143	152	158
YoY gr. (%)	97.5	8.0	6.2	4.1
Margin (%)	10.2	10.4	10.2	10.5
Depreciation and Amortization	33	36	37	38
EBIT	99	107	115	120
Margin (%)	7.6	7.8	7.7	7.9
Net Interest	7	7	6	6
Other Income	23	24	23	22
Profit Before Tax	115	148	132	136
Margin (%)	8.8	10.8	8.8	9.0
Total Tax	27	35	33	34
Effective tax rate (%)	23.6	23.7	25.2	25.2
Profit after tax	88	113	99	102
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	88	89	99	102
YoY gr. (%)	65.4	0.9	11.5	2.6
Margin (%)	6.7	6.5	6.6	6.7
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	88	89	99	102
YoY gr. (%)	65.4	0.9	11.5	2.6
Margin (%)	6.7	6.5	6.6	6.7
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	88	89	99	102
Equity Shares O/s (bn)	7	7	7	7
EPS (Rs)	13.4	13.5	15.0	15.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs bi	1)			
Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	768	815	985	1,085
Tangibles	768	815	985	1,085
Intangibles	-	-	-	-
Acc: Dep / Amortization	314	350	387	425
Tangibles	314	350	387	425
Intangibles	-	-	-	-
Net fixed assets	454	465	598	659
Tangibles	454	465	598	659
Intangibles	-	-	-	-
Capital Work In Progress	159	188	119	119
Goodwill	-	-	-	-
Non-Current Investments	211	231	231	231
Net Deferred tax assets	(50)	(51)	(51)	(51)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	-	-	-	-
Inventories	53	60	66	66
Trade receivables	107	103	112	113
Cash & Bank Balance	7	11	25	35
Other Current Assets	51	40	40	40
Total Assets	1,095	1,159	1,250	1,325
Equity				
Equity Share Capital	66	66	66	66
Other Equity	576	640	696	753
Total Networth	642	706	761	819
Non-Current Liabilities				
Long Term borrowings	164	136	149	163
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	-	-	-	-
Other current liabilities	240	267	289	292
Total Equity & Liabilities	1,095	1,159	1,250	1,325

Source: Company Data, PL Research



	(Rs bn)	

Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	116	148	132	136
Add. Depreciation	33	36	37	38
Add. Interest	7	7	6	6
Less Financial Other Income	23	24	23	22
Add. Other	(15)	(21)	-	-
Op. profit before WC changes	140	171	175	180
Net Changes-WC	6	9	13	2
Direct tax	(27)	(24)	(33)	(34)
Net cash from Op. activities	118	156	155	148
Capital expenditures	(70)	(69)	(100)	(100)
Interest / Dividend Income	-	-	-	-
Others	(10)	8	-	-
Net Cash from Invt. activities	(80)	(61)	(100)	(100)
Issue of share cap. / premium	-	-	-	-
Debt changes	21	(28)	13	14
Dividend paid	(36)	(43)	(43)	(44)
Interest paid	(11)	(11)	(6)	(6)
Others	(8)	(10)	-	-
Net cash from Fin. activities	(34)	(92)	(36)	(36)
Net change in cash	4	3	19	11
Free Cash Flow	48	87	55	48

Source: Company Data, PL Research

### Quarterly Financials (Rs bn)

Y/e Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	337	329	350	357
YoY gr. (%)	4.5	3.5	2.1	10.4
Raw Material Expenses	270	267	294	299
Gross Profit	67	62	56	58
Margin (%)	19.9	18.8	15.9	16.2
EBITDA	45	37	28	32
YoY gr. (%)	86.1	7.3	(25.8)	(9.6)
Margin (%)	13.4	11.4	8.1	9.0
Depreciation / Depletion	10	8	8	9
EBIT	35	29	20	23
Margin (%)	10.3	8.9	5.7	6.5
Net Interest	2	2	2	2
Other Income	4	7	7	6
Profit before Tax	36	35	50	27
Margin (%)	10.8	10.5	14.4	7.6
Total Tax	9	8	12	7
Effective tax rate (%)	25.2	22.6	23.1	24.1
Profit after Tax	27	27	39	20
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	27	27	14	20
YoY gr. (%)	92.9	11.1	(49.8)	(5.9)
Margin (%)	8.1	8.1	4.1	5.7
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	27	27	39	20
YoY gr. (%)	92.9	11.1	36.0	(5.9)
Margin (%)	8.1	8.1	11.1	5.7
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	27	27	39	20
Avg. Shares O/s (bn)	7	7	7	7
EPS (Rs)	4.1	4.1	2.2	3.1

Source: Company Data, PL Research

### **Key Financial Metrics**

Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	13.4	13.5	15.0	15.4
CEPS	18.4	19.0	20.7	21.2
BVPS	97.6	107.3	115.8	124.5
FCF	7.3	13.2	8.4	7.2
DPS	5.5	7.5	6.6	6.7
Return Ratio(%)				
RoCE	13.2	13.0	13.1	12.7
ROIC	9.1	9.3	9.4	9.3
RoE	14.7	13.2	13.5	12.8
Balance Sheet				
Net Debt : Equity (x)	0.2	0.2	0.2	0.2
Net Working Capital (Days)	-	-	-	-
Valuation(x)				
PER	13.7	13.6	12.2	11.9
P/B	1.9	1.7	1.6	1.5
P/CEPS	10.0	9.7	8.9	8.7
EV/EBITDA	10.3	9.3	8.8	8.4
EV/Sales	1.0	1.0	0.9	0.9
Dividend Yield (%)	3.0	4.1	3.6	3.7

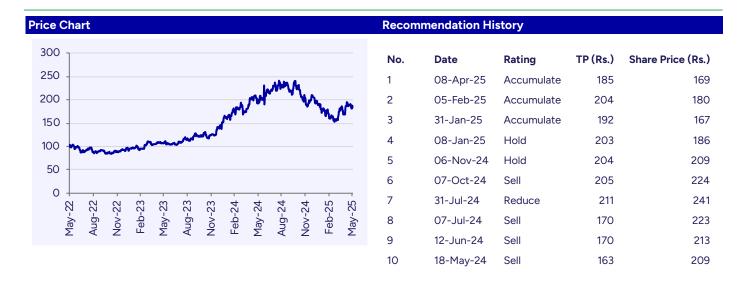
Source: Company Data, PL Research

### **Key Operating Metrics**

Y/e Mar	FY24	FY25	FY26E	FY27E
Transmission Volume (mmscmd)	120	127	139	149
Transmission EBIT (Rs/mscm)	1,026	1,181	1,236	1,206
Trading Volume (mmscmd)	98	102	108	113
Trading EBIT (Rs/mscm)	1,688	2,010	1,158	1,166
Petchem (kt)	787	845	810	203
Petchem EBIT (Rs/kg)	(12)	(15)	4	4
LPG (kt)	4,396	4,478	4,529	1,095
LPG EBIT (Rs/mt)	721	941	996	918

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	394	449
2	Bharat Petroleum Corporation	Reduce	267	311
3	Bharti Airtel	Accumulate	1,916	1,720
4	Clean Science and Technology	Hold	1,224	1,167
5	Deepak Nitrite	Reduce	1,645	1,835
6	Fine Organic Industries	BUY	4,930	4,176
7	GAIL (India)	Accumulate	185	169
8	Gujarat Fluorochemicals	Reduce	3,328	3,671
9	Gujarat Gas	Hold	395	393
10	Gujarat State Petronet	Hold	288	288
11	Hindustan Petroleum Corporation	Sell	319	397
12	Indian Oil Corporation	Reduce	122	143
13	Indraprastha Gas	Sell	150	185
14	Jubilant Ingrevia	Hold	735	700
15	Laxmi Organic Industries	Reduce	160	169
16	Mahanagar Gas	Hold	1,410	1,410
17	Mangalore Refinery & Petrochemicals	Sell	109	129
18	Navin Fluorine International	Accumulate	5,161	4,595
19	NOCIL	Reduce	156	166
20	Oil & Natural Gas Corporation	BUY	264	220
21	Oil India	BUY	659	343
22	Petronet LNG	Reduce	248	278
23	Reliance Industries	Accumulate	1,482	1,300
24	SRF	Hold	3,069	2,928
25	Vinati Organics	Accumulate	1,620	1,459

### 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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