

Oil and Gas



Crude price: At cross-road between Saudi & US short-term interest vs long-term compulsion

Despite the recent recovery, Brent price continues to trade low at ~USD 65/bbl, on a) demand concerns driven by the tariff uncertainty, though there has been some easing of concerns recently; b) surprise acceleration in output hike by Saudi Arabia-led OPEC+ at a time when oil market was already in a surplus; and c) risk of rise in supply from Iran by ~0.5mmbpd if the US removes sanctions on Iranian oil (vs possibility of decline in Iranian oil by ~1mmbpd if the US were to tighten sanctions). IEA expects the oil market to turn into ~0.8mmbpd surplus in CY25 (led by 1.6mmbpd supply growth vs demand growth of ~0.8mmbpd) and expects surplus to rise further in CY26; this compares to marginal deficit in CY24. However, as detailed in our earlier note [Saudi Arabia - shift in strategy from price to market share?](#), we believe the temporary U-turn in Saudi Arabia's-led OPEC+ strategy from price to market share is mostly to threaten Kazakhstan/Iraq to comply with the output quota and partly to accede to the US near-term demand for lower oil price to help end Russia-Ukraine war. However, both Saudi Arabia and the US need high crude price ~USD 70/bbl in the long-run, as otherwise it could lead to a steep rise in Saudi Arabia's fiscal deficit (given its high fiscal break-even price of ~USD 85/bbl) and also hurt US shale oil capex (which will be against US President's plans to boost energy exports to reduce US trade deficit).

Hence, we continue to believe Brent is unlikely to sustain significantly below ~USD 70/bbl. We maintain BUY on ONGC/Oil India as CMP is discounting USD 55-60/bbl of net crude realisation and also given robust ~15%/25% production growth outlook in the next 1-3 years. Sustained low crude price could boost OMCs' auto-fuel marketing margin, though this is unlikely to sustain as historical precedent suggests the government is likely to mostly hike excise duty and/or cut price of petrol/diesel if crude price sustains at low levels. Hence, we believe OMCs' risk-reward is not favourable given their aggressive capex plans and as valuations at 1.3-1.4x FY27 PB is 20-30% above historical average.

- **IEA maintains CY25/CY26 oil demand growth to be muted at ~0.75mmbpd due to trade tensions and rising EV sales:** IEA, in its [May'25](#) monthly report, has marginally raised its global oil demand growth estimate by 15kbpd to 0.75mmbpd in CY25 (at 103.9mmbpd) and by 68kbpd to 0.74mmbpd in CY26 (at 104.7mmbpd); however this growth of ~0.75mmbpd is expected to be lower than historical annual demand growth of 1-1.1mmbpd due to impact of: **a)** trade tensions on global economic growth; and **b)** rising Electric Vehicle (EV) sales. IEA expects EV car sales are likely to exceed 20mn globally in CY25 (with 14mn in China itself), accounting for ~25% of global car sales; hence EV is expected to impact global oil demand by 5mmbpd by CY30 (vs 1.3mmbpd displacement in CY24). Emerging economies are likely to continue to be the driver of global oil demand growth, adding 0.86mmbpd in CY25 and 1mmbpd in CY26 – in contrast to accelerating decline in OECD countries oil demand (declining by 0.12mmbpd in CY25 and by 0.24mmbpd in CY26). IEA's demand growth estimate of ~0.75mmbpd each in CY25 and CY26 compares with EIA's estimate of 1.0/0.9mmbpd and OPEC estimate of 1.3/1.3mmbpd in CY25/CY26 — **Exhibit 6-7**.
- **Global oil inventory up 25mmbbl MoM in Mar'25 and likely to have risen in Apr'25 as well:** IEA estimates global oil inventories rose by 25mmbbl MoM in Mar'25 (at 7,671mmbbl, but still ~220mmbbl below 5 year average) and likely to have risen in Apr'25 as well. OECD inventories rose by ~11mmbbl MoM to 2,719mmbbl, but still 121mmbbl below the 5-year average — **Exhibit 8**.
- **OPEC+ output up by only 40kbpd MoM in Apr'25 vs. announced hike of ~140kbpd; OPEC+ announced accelerated hike of ~411kbpd each in May'25 & Jun'25, but actual hike might be lower due to likely output cuts by Kazakhstan, Iraq and others:** OPEC+ had announced output hike of ~140kbpd in Apr'25; however, OPEC+ output rose by only 40kbpd MoM in Apr'25 to 41.96mmbpd primarily due to lower output in Saudi Arabia (down 110kbpd MoM to 8.96mmbpd), Kuwait (down 80kbpd) and Venezuela (down 130kbpd due to US sanctions); however it was offset by higher output in Russia (up 170kbpd MoM to 9.33mmbpd), Nigeria (up 90kbpd) and Iran (up 70kbpd MoM to 3.43mmbpd). Further, OPEC+ has announced accelerated output hike of ~411kbpd each in May'25 and Jun'25 (vs earlier plan of monthly hike of only ~140kbpd); but actual output hike is likely to be lower at ~250kbpd in May'25 and ~360kbpd in Jun'25 as Kazakhstan, Iraq, and other countries have agreed to make further output cuts during Apr'25 to Jun'26 (as per OPEC+ [press release](#)), to compensate for pumping above quotas in the last few months. For example, Kazakhstan's Apr'25 output of 1.8mmbpd is 390kbpd above target. Further, improved compliance

Dayanand Mittal
dayanand.mittal@jmfll.com | Tel: (+91 22) 66303063

Shivam Gupta
shivam.gupta@jmfll.com | Tel: (91 22) 66303082

JM Financial Research is also available on:
Bloomberg - JMFR <GO>,
Thomson Publisher & Reuters,
S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

to output cut target from all OPEC+ countries could result in Saudi Arabia focussing back on support oil price (via curtailing output), instead of protecting its market share – **Exhibit 10-12**.

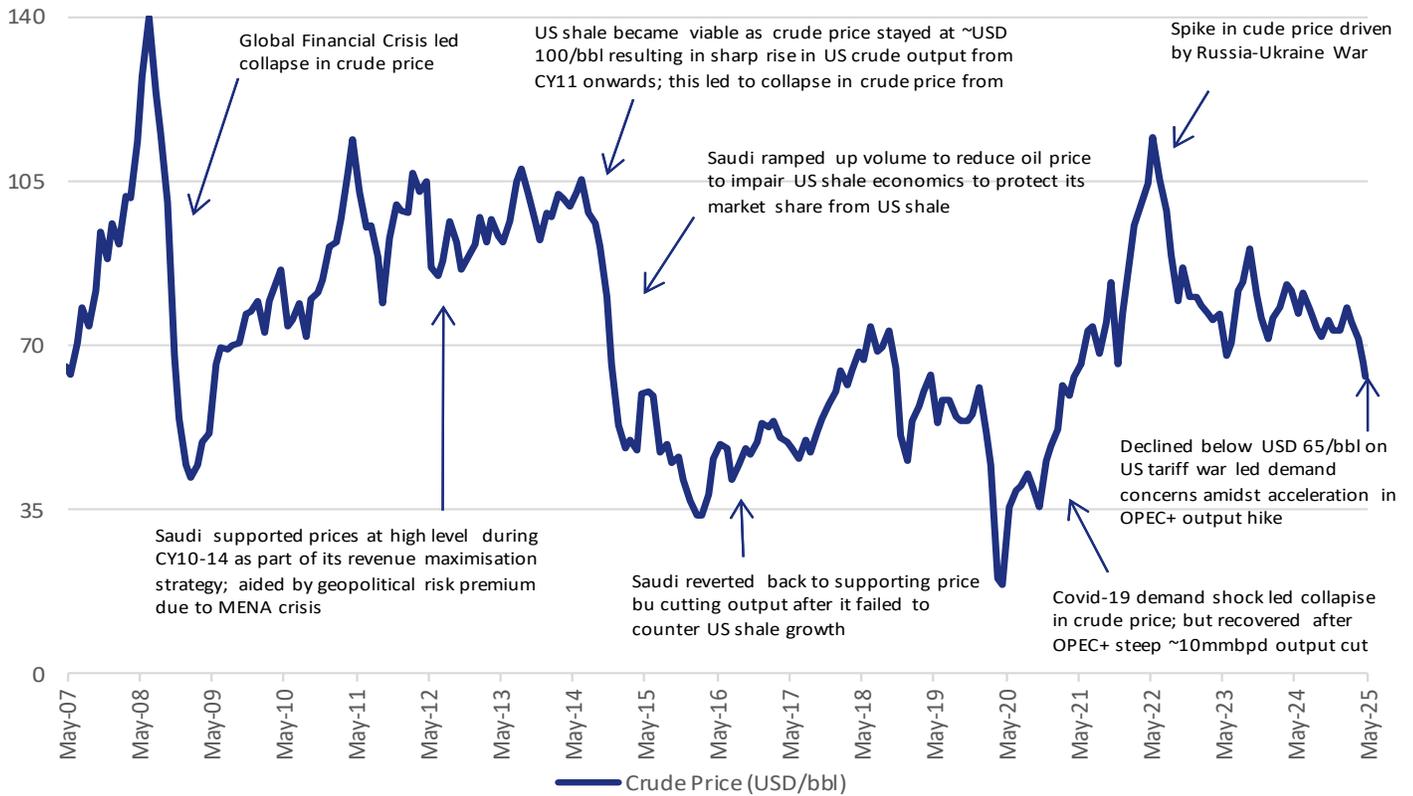
- **IEA expects oil market to turn into ~0.8mmbpd of surplus in CY25 and expects surplus to further rise in CY26:** IEA has raised global oil supply growth by 380kbpd to 1.6mmbpd in CY25 due to OPEC+ accelerated output hike (of ~411kbpd each in May'25 and Jun'25); this is led by 1.3mmbpd production growth from non-OPEC+ countries (US, Brazil, Guyana, Canada and Argentina) and ~0.3mmbpd from OPEC+. Further, IEA expects CY26 global oil supply growth at 970kbpd in CY26 led by 820kbpd hike from non-OPEC+ and 150kbpd hike from OPEC+. Hence, IEA believes the oil market could be in ~0.8mmbpd of surplus in CY25 vs. marginal deficit in CY24 (global oil supply to grow 1.6mmbpd vs. demand growth of 0.75mmbpd); surplus will further rise in CY26 as it expects global oil supply growth of ~1.3mmbpd (vs. demand growth of 0.74mmbpd) in CY26 – **Exhibit 7**
- **Saudi Arabia has historically focussed on supporting oil price and revenue maximisation, except for temporary shift in its strategy towards protecting its market share:** As detailed in our earlier note [Saudi Arabia - shift in strategy from price to market share?](#), Saudi Arabia has historically focussed on supporting crude price (or revenue maximisation) given its high fiscal break-even oil price, but has temporarily changed its strategy towards protecting its market share depending on the nature of shock, behaviour of other producers, its fiscal condition, etc: **a)** it supported high oil price during CY10-14, but that led to incentivising investment in US shale; **b)** it ramped up output during CY14-16 to protect its market share and drive oil prices down to impair the US shale economy, but lost the market share battle as US shale was able to lower the break-even cost to sub USD 50/bbl; **c)** it reverted to supporting oil price since end-CY16 but has also been able to largely protect loss of market share to other OPEC+ countries by pushing for strict compliance by all to output-cut targets; **d)** it temporarily increased output for a month during Apr'2020 to push Russia to agree to OPEC+ decision to sharply cut output to offset huge demand contraction post Covid; and **e)** it has successfully supported oil price along with all OPEC+ countries from May'2020 till recently until its decision in Mar'25 to hike output by ~140kbpd from Apr'25 and further undertake accelerated output hike of ~420kbpd each in May'25 and Jun'25 to protect its market share against countries like Kazakhstan/Iraq etc. who were not complying to output cut targets – **Exhibit 1-3**.
- **Recent U-turn in Saudi Arabia's strategy from price to market share mostly to threaten Kazakhstan/Iraq etc. to comply with output quota and accede to US demand for lower oil price:** We believe the surprise U-turn in Saudi Arabia's strategy from price to market share is mostly due to continuous over-production by Kazakhstan (and Iraq, UEA and Russia); this seems to be the key reason for OPEC+ earlier surprise decision to hike output by ~130kbpd per month from Apr'25 and its recent decision to accelerate output hike to 411kbpd each in May'25 and Jun'25. Kazakhstan's crude output is still high at 1.8mmbpd in Apr'25 (though down 1% MoM but still above its quota of 1.41mmbpd) due to expanded production at the key Tengiz field; Iraq's output has declined in the last few months, but it was still at 4.22mmbpd in Apr'25, higher than its quota of 3.9mmbpd. Further, Saudi Arabia's output hike decision is also partially driven by its desire to appease the US President amidst Russia-Ukraine peace talks (Trump has been pushing Saudi to lower oil prices to bring Russia to negotiating table). **Exhibit 9-12**.
- **Brent unlikely to sustain significantly below ~USD 70/bbl as Saudi Arabia and US long-term compulsion requires oil price to stabilise ~USD 70/bbl:** Brent price has temporarily fallen sharply to below USD 60/bbl due to demand concerns driven by trade war and OPEC+ accelerated output hike for Jun'25 as well; however Brent price has bounced back to ~USD 65/bbl as: **a)** trade concerns eased with US signing trade deal with UK, and more importantly, and agreed to cut tariff for at least 90 days with China; and **b)** expectation of a potential US-Iran nuclear deal, which could lead to Iran's current crude output rising from current 3.4mmbpd to pre-sanction output level of 3.8mmbpd seen pre-CY18 (vs risk of output could have declined to ~2.4mmbpd, that was seen in CY19 when US had tightened sanctions). We expect Saudi Arabia to switch back to its strategy to support prices given its fiscal break-even oil price is high at ~USD 85/bbl (**Exhibit 13**). Saudi Arabia's budget deficit has already jumped to USD 15.6bn in 1QCY25, more than 50% of its full CY25 deficit estimate of USD 27bn due to low oil price; the deficit could rise further given recent fall in oil price, possibly resulting in rising debt and delays in major diversification projects. Further, US President also needs high oil price of ~USD 70/bbl to ensure viability of its US shale projects as US is eyeing sharp jump in its energy exports as key source to reduce its trade deficit. Recent weakness in oil price has led to

independent US shale producers cutting CY25 capex guidance by up to 9%; Diamondback Energy, largest independent oil producer in the Permian Basin, said US shale oil output has likely peaked and is likely to decline and expects US onshore oil rigs to drop by almost 10% by end of 2QCY25 and fall further thereafter. Hence IEA has also cut its estimate of US oil production by 40kbpd in CY25 and 190kbpd in CY26; EIA has also cut its US oil output estimate by 90kbpd to 13.42mmbpd for CY25 and by 70kbpd to 13.49mmbpd for CY26 (vs last week's crude output of 13.5mmbpd).

- **Maintain BUY on Oil India/ONGC based on our expectation of our Brent crude price assumption of USD 70/bbl and also given robust production growth outlook:** We maintain BUY on Oil India (unchanged TP of INR 500) and also ONGC (unchanged TP of INR 290) based on our Brent crude price assumption of USD 70/bbl (while CMP is discounting ~USD 55-60/bbl of net crude realisation) and also given ~12%/25% production growth outlook in the next 1-3 years. Further, Oil India's earnings growth is likely to be aided by expansion of the NRL refinery from 3mmtpa to 9mmtpa by Dec'25 given the management guidance of excise duty benefits continuing for the expanded capacity as well. However, ONGC/Oil India's earnings will be negatively impacted if Brent crude price sustains below USD 70/bbl with every USD 7/bbl decline in net crude realisation, resulting in a decline in our FY26 EPS and valuation by 9-12% (**Exhibit 26-31**). At CMP, ONGC trades at 5.5x FY27E consolidated EPS and 0.7x FY27E BV and Oil India trades at 6.3x FY27E consolidated EPS and 1.0x FY27E BV.
- **Maintain our cautious view on OMCs as risk-reward still not favourable:** Sustained lower crude price could boost OMCs' auto-fuel marketing margin; at spot crude price of ~USD 64.5/bbl, OMCs' auto-fuel marketing margin has jumped to ~INR 11/ltr (vs. historical INR 3.5/ltr or INR 4.8/ltr adjusting for LPG losses). However, this is unlikely to sustain at these high levels in the medium to long term as historical precedent suggests the government is likely to mostly hike the excise duty on petrol/diesel and/or cut petrol/diesel price if crude price sustains at low levels. We have a SELL rating on HPCL (TP INR 330) and IOCL (TP INR 130) and HOLD rating on BPCL (TP INR 295) as **a)** we believe OMCs' integrated refining cum marketing margin will normalise around historical levels as the government may retain the benefit of any sustained fall in crude price via excise duty hike and/or cut fuel price to pass on benefit of lower crude price to end consumers; and **b)** OMCs' aggressive capex plans accentuate our key structural concern as many of the projects fail to create long-term value for shareholders. At CMP: **a)** HPCL at 1.3x FY27 P/B (vs. historical average of 1.0x); **b)** BPCL is trading at 1.4x FY27 P/B (vs. average of 1.4x); and **c)** IOCL is trading at 0.9x FY27 P/B (vs. average of 0.9x) – **Exhibit 32-56**.

Saudi Arabia led OPEC+ to support Brent ~USD 70/bbl?

Exhibit 1. Historical crude oil prices and shifts in Saudi's revenue maximisation and market share strategy



Source: Bloomberg, JM Financial

Exhibit 2. Oil production market share trend for key OPEC+ countries and the US (%)

Countries	CY11	CY12	CY13	CY14	CY15	CY16	CY17	CY18	CY19	CY20	CY21	CY22	CY23	CY24
Saudi Arabia	10.2%	10.5%	10.3%	10.2%	10.5%	10.7%	10.2%	10.3%	9.8%	9.8%	9.6%	10.5%	10.0%	8.7%
Iran	4.1%	3.3%	2.9%	3.0%	3.0%	3.7%	3.9%	3.6%	2.4%	2.1%	2.5%	2.5%	3.1%	3.2%
Iraq	3.0%	3.2%	3.4%	3.6%	4.1%	4.6%	4.6%	4.6%	4.7%	4.3%	4.2%	4.4%	4.4%	4.2%
UAE	2.8%	2.9%	3.0%	2.9%	3.0%	3.1%	3.0%	3.0%	3.1%	3.0%	2.9%	3.3%	3.4%	3.1%
Kuwait	2.5%	2.7%	2.8%	2.8%	2.8%	3.0%	2.8%	2.7%	2.7%	2.6%	2.5%	2.7%	2.7%	2.4%
Other OPEC countries	10.2%	11.0%	10.1%	9.8%	9.1%	8.1%	8.1%	7.6%	7.3%	5.5%	5.9%	5.7%	6.0%	5.8%
Total OPEC (excluding NGL)	32.9%	33.6%	32.5%	32.3%	32.6%	33.2%	32.6%	31.8%	29.8%	27.4%	27.7%	29.1%	29.7%	27.5%
Total OPEC NGL*	6.5%	6.9%	7.0%	6.9%	6.9%	7.0%	7.1%	5.5%	5.5%	5.4%	5.4%	5.3%	5.7%	5.4%
Total OPEC (including NGL)	39.4%	40.5%	39.5%	39.2%	39.5%	40.2%	39.7%	37.3%	35.3%	32.8%	33.1%	34.4%	35.4%	32.9%
Russia	12.0%	11.8%	11.9%	11.6%	11.5%	11.7%	11.7%	11.5%	11.5%	11.3%	11.4%	11.1%	11.4%	10.4%
United States	9.2%	10.1%	11.3%	12.8%	13.4%	12.9%	13.5%	15.5%	17.1%	17.7%	17.5%	17.9%	20.3%	19.7%
Canada	3.9%	4.1%	4.4%	4.6%	4.5%	4.6%	5.0%	5.4%	5.5%	5.7%	5.9%	5.8%	6.1%	5.9%

Source: IEA, JM Financial * Includes condensates reported by OPEC countries, oil from non-conventional sources, e.g. GTL in Nigeria and non-oil inputs to Saudi Arabian MTBE.

Exhibit 3. OPEC+ oil production and member countries' market share (%)

Countries	CY11	CY12	CY13	CY14	CY15	CY16	CY17	CY18	CY19	CY20	CY21	CY22	CY23	CY24
Russia	23.9%	23.5%	24.1%	24.3%	24.0%	23.8%	24.1%	24.2%	25.4%	26.0%	25.9%	24.7%	24.7%	23.7%
Saudi Arabia	20.4%	20.8%	20.8%	21.2%	22.0%	21.9%	21.1%	21.8%	21.5%	22.6%	21.7%	23.3%	21.6%	20.0%
Iraq	6.0%	6.4%	6.8%	7.4%	8.7%	9.3%	9.5%	9.6%	10.3%	9.9%	9.6%	9.8%	9.6%	9.6%
Iran	8.1%	6.6%	5.9%	6.2%	6.2%	7.5%	8.1%	7.5%	5.2%	4.9%	5.8%	5.6%	6.7%	7.4%
UAE	5.6%	5.8%	6.1%	6.1%	6.3%	6.4%	6.2%	6.3%	6.8%	7.0%	6.5%	7.3%	7.3%	7.2%
Kuwait	5.1%	5.4%	5.6%	5.8%	6.0%	6.0%	5.7%	5.8%	5.9%	5.9%	5.8%	6.0%	5.9%	5.5%
Mexico	6.6%	6.4%	6.4%	6.2%	5.7%	5.2%	4.7%	4.4%	4.2%	4.7%	4.6%	4.4%	4.7%	4.4%
Kazakhstan	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.5%	4.4%	4.0%	4.3%	4.2%
Nigeria	4.9%	4.6%	4.3%	4.2%	3.9%	3.1%	3.2%	3.4%	3.8%	3.7%	3.1%	2.4%	2.8%	3.0%
Libya	1.0%	3.0%	2.0%	1.0%	0.9%	0.8%	1.8%	2.0%	2.4%	0.9%	2.7%	2.2%	2.6%	2.4%
Oman	2.0%	2.0%	2.1%	2.1%	2.2%	2.1%	2.1%	2.1%	2.2%	2.4%	2.3%	2.4%	2.4%	2.2%
Venezuela	5.6%	5.5%	5.5%	5.5%	5.2%	4.7%	4.2%	2.9%	1.9%	1.3%	1.5%	1.6%	1.7%	2.0%
Azerbaijan	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.7%	1.7%	1.6%	1.4%	1.3%
Others	10.8%	10.1%	10.3%	9.9%	9.0%	9.2%	9.3%	10.0%	10.4%	4.6%	4.3%	4.7%	4.1%	7.2%
Total	100%													
OPEC+ oil production (mmbpd)	44.4	45.7	45.2	45.0	46.0	47.6	47.1	47.5	45.6	40.8	41.9	45.0	44.4	45.0

Source: IEA, JM Financial

Exhibit 4. OPEC and non-OPEC countries' production trend (mmbpd)

Countries	CY11	CY12	CY13	CY14	CY15	CY16	CY17	CY18	CY19	CY20	CY21	CY22	CY23	CY24	CY25E
OPEC															
Saudi Arabia	9.0	9.5	9.4	9.5	10.1	10.4	10.0	10.3	9.8	9.2	9.1	10.5	9.6	9.0	
Iran	3.6	3.0	2.7	2.8	2.9	3.6	3.8	3.6	2.4	2.0	2.4	2.5	3.0	3.3	
Iraq	2.7	3.0	3.1	3.3	4.0	4.4	4.5	4.6	4.7	4.1	4.0	4.4	4.3	4.3	
UAE	2.5	2.7	2.8	2.8	2.9	3.1	2.9	3.0	3.1	2.9	2.7	3.3	3.3	3.2	
Kuwait	2.2	2.5	2.6	2.6	2.7	2.9	2.7	2.8	2.7	2.4	2.4	2.7	2.6	2.5	
Total Crude Oil (A)	29.9	31.3	30.5	31.0	32.1	32.8	32.4	31.9	30.0	25.7	26.4	29.1	27.4	27.1	
Total NGL (B)	5.8	6.3	6.4	6.5	6.7	6.8	6.9	5.5	5.5	5.1	5.2	5.3	5.5	5.6	
Total OPEC (C) = (A)+(B)	35.7	37.6	36.9	37.5	38.7	39.6	39.2	37.4	35.4	30.8	31.6	34.4	32.9	32.7	
Non-OPEC															
OECD															
Americas	14.5	15.9	17.2	19.1	19.9	19.5	20.3	23.0	24.6	23.9	24.3	25.6	27.5	28.3	29.0
United States	8.1	9.2	10.3	12.0	12.9	12.5	13.2	15.5	17.2	16.6	16.7	17.9	19.5	20.2	20.9
Mexico	2.9	2.9	2.9	2.8	2.6	2.5	2.2	2.1	1.9	1.9	2.0	2.0	2.1	2.0	1.9
Canada	3.5	3.8	4.0	4.3	4.4	4.5	4.8	5.4	5.5	5.4	5.7	5.8	5.8	6.1	6.2
Chile		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	0.0	0.0	0.0
Europe	3.8	3.5	3.3	3.3	3.5	3.5	3.5	3.5	3.3	3.6	3.4	3.2	3.2	3.2	3.3
Asia Oceania	0.5	0.6	0.5	0.5	0.5	0.4	0.4	0.4	0.5	0.5	0.5	0.5	0.5	0.4	0.4
Total OECD (D)	18.9	19.9	21.0	22.9	23.9	23.4	24.1	26.9	28.5	27.9	28.2	29.3	31.1	31.9	32.8
Non-OECD															
Former USSR	13.6	13.6	13.9	13.9	14.0	14.2	14.4	14.6	14.6	13.5	13.8	13.9	13.8	13.5	13.6
Russia	10.6	10.7	10.9	10.9	11.1	11.3	11.4	11.5	11.6	10.6	10.9	11.1	11.0	10.7	10.6
Azerbaijan										0.7	0.7	0.7	0.6	0.6	0.6
Kazakhstan										1.8	1.9	1.8	1.9	1.9	2.0
Others	3.0	2.9	3.0	3.0	2.9	2.9	3.0	3.1	3.1	0.4	0.4	0.3	0.3	0.3	0.3
Asia	7.7	7.8	7.7	6.9	7.1	7.6	7.3	7.2	7.1	7.0	6.9	6.9	6.9	7.0	7.0
Europe	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1							
Americas	4.2	4.2	4.2	4.4	4.6	4.5	4.5	4.5	4.7	5.3	5.3	5.6	6.2	6.4	6.8
Brazil	2.2	2.2	2.1	2.4	2.5	2.6	2.7	2.7	2.9	3.0	3.0	3.1	3.5	3.4	3.6
Guyana													0.4	0.6	0.7
Middle East	1.7	1.5	1.4	1.3	1.3	1.3	1.3	3.3	3.2	3.0	3.1	3.2	3.1	3.1	3.2
Africa	2.6	2.3	2.3	2.3	2.3	1.7	1.7	1.5	1.5	1.4	1.3	1.3	2.5	2.5	2.5
Total Non-OECD (E)	29.8	29.5	29.6	28.9	29.3	29.3	29.3	31.1	31.3	30.3	30.5	31.0	32.7	32.6	33.1
Processing Gains (F)	2.2	2.1	2.2	2.2	2.2	2.3	2.3	2.3	2.4	2.1	2.3	2.3	2.4	2.4	2.4
Global Biofuels (G)	1.8	1.9	2.0	2.2	2.3	2.3	2.4	2.6	2.8	2.6	2.7	2.9	3.1	3.3	3.4
Total Non-OPEC (H) = (D) + (E) + (F) + (G)	52.7	53.4	54.7	56.3	57.7	57.4	58.1	62.9	64.9	63.0	63.7	65.5	69.3	70.2	71.6
Total Supply (C) + (H)	88.4	91.0	91.6	93.7	96.4	97.0	97.4	100.3	100.3	93.8	95.3	99.9	102.3	102.9	

Source: IEA, JM Financial

Exhibit 5. Non-OPEC+ countries to add ~1.4mmbpd to oil supply in CY25 vs. ~1.4mmbpd in CY24 (mmbpd)

	YOY Growth (mmbpd)														Avg p.a. growth CY11-CY25E	Avg p.a. growth CY16-CY25E	Avg p.a. growth CY20-CY25E		
	CY11	CY12	CY13	CY14	CY15	CY16	CY17	CY18	CY19	CY20	CY21	CY22	CY23	CY24				CY25E	
Non-OPEC+*																			
OECD																			
Americas	0.5	1.3	1.4	2.0	1.1	-0.3	1.0	2.9	1.8	-0.8	0.4	1.3	1.7	0.9	0.8		1.1	1.0	0.7
United States	0.3	1.1	1.1	1.7	0.9	-0.4	0.7	2.4	1.6	-0.6	0.1	1.2	1.6	0.7	0.6		0.9	0.8	0.6
Canada	0.1	0.3	0.2	0.3	0.1	0.1	0.4	0.6	0.1	-0.2	0.3	0.1	0.0	0.3	0.2		0.2	0.2	0.1
Chile	-	0.0	-	-	-	-	-	-	-	-	-	-0.0	0.0	-	-		0.0	-	-
Europe	-0.3	-0.4	-0.2	0.0	0.1	0.1	-0.0	-0.0	-0.1	0.2	-0.2	-0.2	0.0	-0.1	0.2		-0.1	-0.0	-0.0
Asia Oceania	-0.1	0.0	-0.1	0.0	-0.1	-0.0	-0.0	0.0	0.1	0.0	-0.0	-0.0	-0.0	-0.0	-0.0		-0.0	-0.0	-0.0
Total OECD (D)	0.1	1.0	1.1	2.0	1.1	-0.3	0.9	2.9	1.7	-0.5	0.3	1.1	1.6	0.9	0.9		1.0	1.0	0.7
Non-OECD																			
Asia	-0.1	0.1	-0.1	-0.8	0.2	0.5	-0.2	-0.2	-0.1	-0.1	-0.1	-0.0	0.0	0.0	-		-0.1	-0.0	-0.0
Europe	-	-	-	-	-	-	-0.0	-0.0	-	-	-0.0	-0.0	-	-0.0	-		-0.0	-0.0	-0.0
Americas	0.1	-0.0	-0.0	0.2	0.2	-0.1	0.1	-0.0	0.2	0.6	-0.0	0.3	0.6	0.3	0.3		0.2	0.2	0.3
Brazil	0.0	-0.0	-0.0	0.2	0.2	0.1	0.1	-0.0	0.2	0.1	-0.0	0.1	0.4	-0.1	0.2		0.1	0.1	0.1
Guyana	-	-	-	-	-	-	-	-	-	-	-	-	0.4	0.2	0.1		0.0	0.1	0.1
Middle East	-0.1	-0.2	-0.1	-0.0	-0.1	-0.0	0.0	2.0	-0.0	-0.2	0.1	-0.0	-0.0	0.0	0.1		0.1	0.2	-0.0
Africa	0.1	-0.3	0.1	-0.1	-0.0	-0.6	0.1	-0.3	0.0	-0.1	-0.1	-0.0	1.2	0.0	0.0		0.0	0.0	0.2
Total Non-OECD (E)	-0.0	-0.4	-0.2	-0.7	0.2	-0.2	-0.1	1.6	0.2	0.2	-0.1	0.2	1.8	0.3	0.4		0.2	0.4	0.5
Processing Gains (F) *	0.1	-0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.2	0.1	0.0	0.1	0.0	0.0		0.0	0.0	0.0
Global Biofuels (G)	-	0.0	0.1	0.2	0.1	0.0	0.1	0.2	0.2	-0.2	0.1	0.2	0.2	0.2	0.1		0.1	0.1	0.1
Total Non-OPEC (H) = (D) + (E) + (F) + (G)	0.1	0.6	1.1	1.6	1.5	-0.4	0.9	4.8	2.1	-0.8	0.4	1.6	3.7	1.4	1.4		1.3	1.5	1.3

Source: IEA OMR *Comprises crude oil, condensates, NGLs and oil from non-conventional sources **Net volumetric gains and losses in refining and marine transportation losses.

Exhibit 6. IEA expects global oil demand to grow by 0.7mmbpd/0.8mmbpd in CY25/CY26 (vs. 1.2mmbpd in CY24)

mmbpd	CY15	CY16	CY17	CY18	CY19	CY20	CY21	CY22	CY23	CY24	CY25E	CY26E
IEA												
Global demand (mmbpd)	95.3	96.5	98.2	99.3	99.7	90.8	97.5	99.9	102.0	103.2	103.9	104.7
Demand growth (mmbpd, YoY)	1.9	1.1	1.7	1.1	0.4	-8.9	6.7	2.4	2.1	1.2	0.7	0.8
EIA												
Global demand (mmbpd)	95.9	97.5	99.4	100.1	100.9	91.6	97.5	99.5	101.8	102.7	103.7	104.6
Demand growth (mmbpd, YoY)	1.8	1.6	1.9	0.7	0.8	-9.3	6.0	1.9	2.4	0.9	1.0	0.9

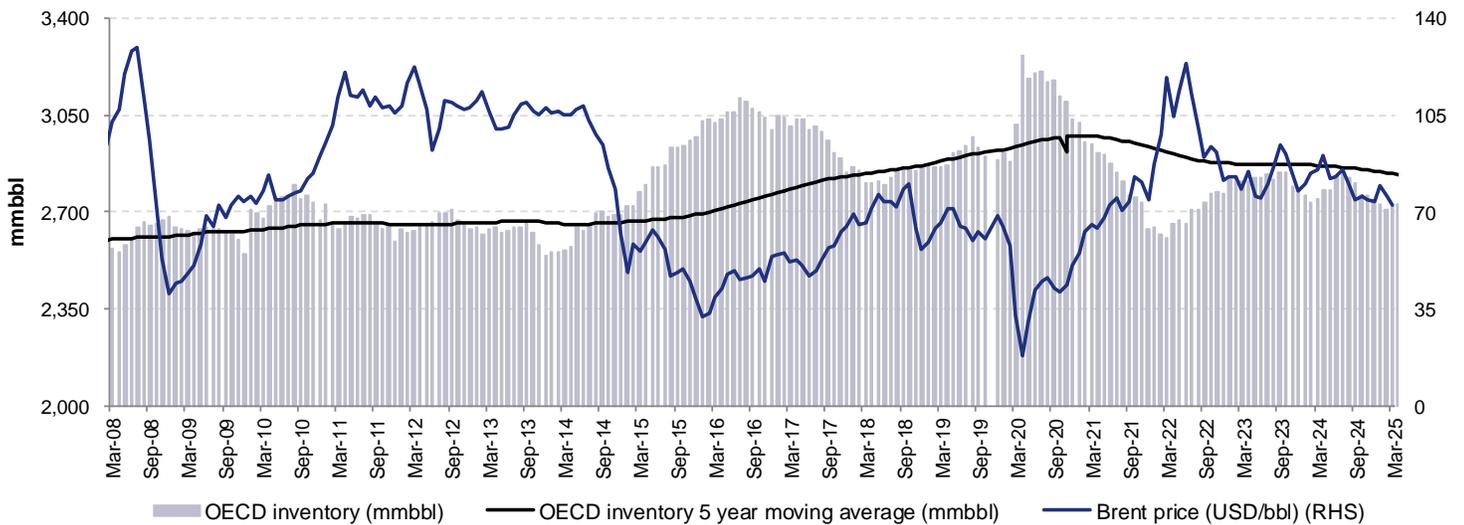
Source: IEA, EIA, JM Financial

Exhibit 7. EIA's estimate of monthly global and region-wise demand and supply trend

	2025												2026											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Supply (mmbpd)																								
Total world supply	102.5	103.3	103.8	103.7	103.7	104.0	104.3	104.5	104.5	104.9	105.3	105.0	104.5	104.9	104.9	105.1	105.1	105.6	105.7	105.7	105.6	105.9	106.3	105.8
Crude Oil	76.5	76.9	77.3	76.8	76.5	76.6	76.8	77.0	77.1	77.5	78.0	78.0	77.7	78.0	77.8	77.7	77.3	77.7	77.7	77.6	77.7	77.8	78.2	78.0
Other Liquids	26.1	26.4	26.5	26.9	27.2	27.4	27.4	27.6	27.4	27.4	27.3	27.0	26.8	26.9	27.1	27.4	27.8	28.0	28.0	28.1	28.0	28.0	28.1	27.8
OPEC	32.5	32.6	32.9	32.7	32.6	32.5	32.5	32.5	32.5	32.5	32.5	32.6	32.6	32.7	32.7	32.7	32.7	32.8	32.8	32.9	32.9	32.9	32.9	32.9
Crude Oil	26.8	27.0	27.2	27.0	26.9	26.8	26.7	26.8	26.7	26.8	26.8	26.8	26.8	26.9	26.9	26.9	26.9	27.0	27.0	27.0	27.0	27.0	27.0	27.0
Other Liquids	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.8	5.8	5.8	5.8	5.8	5.8	5.8	5.8	5.9	5.9	5.9	5.9	5.9
Non-OPEC	70.1	70.6	70.9	71.0	71.1	71.6	71.8	72.1	72.0	72.4	72.8	72.4	71.9	72.3	72.2	72.4	72.4	72.8	72.9	72.8	72.7	73.0	73.4	72.9
Crude Oil	49.7	49.9	50.1	49.8	49.6	49.9	50.1	50.2	50.3	50.7	51.2	51.2	50.8	51.2	50.9	50.8	50.4	50.7	50.7	50.6	50.6	50.9	51.2	51.0
Other Liquids	20.4	20.7	20.8	21.2	21.5	21.7	21.7	21.9	21.7	21.7	21.6	21.3	21.0	21.1	21.3	21.6	22.0	22.1	22.2	22.2	22.1	22.1	22.2	21.9
Consumption (mmbpd)																								
Total World Consumption	102.2	104.6	102.8	102.6	102.9	104.5	103.9	103.8	104.3	103.3	104.0	105.6	102.8	105.6	104.2	103.7	103.8	105.5	105.0	104.7	105.3	103.8	104.8	106.4
OECD	45.1	46.4	45.4	45.0	45.0	45.8	46.0	46.2	46.0	46.2	45.8	46.3	44.8	46.2	45.6	45.1	44.8	45.8	45.9	46.1	45.8	45.9	45.7	46.2
Canada	2.5	2.4	2.3	2.3	2.3	2.4	2.4	2.5	2.4	2.4	2.4	2.4	2.4	2.4	2.3	2.2	2.3	2.4	2.4	2.4	2.4	2.4	2.4	2.4
Europe	12.5	13.6	13.3	13.5	13.2	13.6	13.8	13.7	14.0	14.0	13.5	13.4	12.8	13.7	13.4	13.5	13.1	13.7	13.8	13.7	14.1	13.9	13.5	13.4
Japan	3.4	3.6	3.3	3.0	2.7	2.7	2.9	3.0	2.9	2.9	3.1	3.6	3.3	3.5	3.2	2.9	2.7	2.7	2.8	2.9	2.8	2.8	3.1	3.5
United States	20.7	20.2	20.1	20.1	20.6	20.8	20.7	20.8	20.5	20.7	20.4	20.4	20.1	20.1	20.4	20.3	20.5	20.8	20.7	20.8	20.3	20.5	20.4	20.4
U.S. Territories	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other OECD	5.9	6.4	6.2	6.1	6.1	6.2	6.1	6.2	6.1	6.1	6.3	6.4	6.2	6.4	6.2	6.1	6.1	6.2	6.1	6.2	6.1	6.1	6.3	6.4
Non-OECD	57.1	58.2	57.5	57.5	58.0	58.7	57.9	57.6	58.3	57.1	58.2	59.3	58.0	59.4	58.6	58.6	59.0	59.7	59.0	58.6	59.4	58.0	59.1	60.2
China	16.3	16.7	16.6	16.9	16.7	16.5	16.3	15.8	16.7	15.8	16.8	17.2	16.5	17.0	16.9	17.1	16.8	16.7	16.6	16.1	16.9	15.9	16.9	17.4
Eurasia	4.7	5.0	4.8	4.8	5.0	5.2	5.3	5.4	5.3	5.2	5.2	5.3	4.7	5.0	4.8	4.8	5.0	5.2	5.3	5.4	5.3	5.2	5.3	5.3
Europe	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Other Asia	15.0	15.2	15.2	15.2	15.3	15.1	14.7	14.5	14.6	14.8	15.1	15.3	15.4	15.7	15.7	15.7	15.8	15.6	15.1	15.0	15.0	15.1	15.5	15.6
Other non-OECD	20.4	20.6	20.0	19.9	20.3	21.1	20.9	21.0	21.0	20.5	20.3	20.8	20.7	20.9	20.4	20.2	20.6	21.4	21.2	21.4	21.3	20.9	20.6	21.1
Surplus/(Deficit) (mmbpd)	0.3	-1.3	0.9	1.2	0.7	-0.4	0.3	0.7	0.2	1.6	1.3	-0.6	1.7	-0.7	0.7	1.5	1.3	0.1	0.7	0.9	0.3	2.0	1.5	-0.5

Source: EIA, JM Financial

Exhibit 8. OECD total commercial oil inventory (mmbbl) still down ~120mmbbl vs. 5-year average



Source: IEA, Bloomberg, JM Financial

Exhibit 9. OPEC and non-OPEC countries' monthly crude production trend (mmbpd)

Countries	CY19	CY20	CY21	CY22	CY23	CY24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	
OPEC																				
Saudi Arabia	9.8	9.2	9.1	10.6	9.6	9.0	9.0	9.0	8.9	9.0	9.0	9.0	9.1	9.0	9.0	9.1	9.0	9.1	9.0	
Iran	2.4	2.0	2.4	2.6	3.0	3.3	3.4	3.4	3.4	3.4	3.4	3.4	3.4	3.4	3.4	3.3	3.4	3.4	3.4	
Venezuela	0.9	0.5	0.6	0.7	0.8	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	1.0	1.0	0.8	
Nigeria	1.7	1.5	1.3	1.2	1.2	1.3	1.3	1.3	1.3	1.3	1.4	1.3	1.3	1.4	1.5	1.5	1.4	1.4	1.5	
Libya	1.1	0.4	1.1	1.0	1.2	1.1	1.2	1.2	1.2	1.2	1.0	0.6	1.0	1.2	1.2	1.2	1.2	1.2	1.2	
Iraq	4.7	4.1	4.0	4.4	4.3	4.3	4.2	4.3	4.3	4.4	4.4	4.3	4.3	4.2	4.2	4.3	4.3	4.2	4.2	
UAE	3.1	2.9	2.7	3.2	3.3	3.2	3.2	3.3	3.3	3.3	3.3	3.3	3.2	3.3	3.2	3.2	3.3	3.3	3.3	
Kuwait	2.7	2.4	2.4	2.7	2.6	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Other OPEC	3.6	2.9	2.6	2.7	2.4	1.4	1.4	1.4	1.5	1.5	1.5	1.4	1.4	1.4	1.5	1.4	1.4	1.4	1.4	
Total OPEC crude	30.0	25.8	26.3	29.0	28.3	27.1	27.1	27.2	27.1	27.4	27.4	26.8	27.0	27.2	27.5	27.4	27.5	27.5	27.4	
Non-OPEC																				
Russia	11.6	9.7	9.6	9.7	9.6	9.3	9.3	9.2	9.2	9.2	9.1	9.2	9.3	9.3	9.1	9.2	9.1	9.2	9.3	
Kazakhstan		1.8	1.9	1.8	1.9	1.9	1.6	1.5	1.6	1.6	1.5	1.5	1.3	1.4	1.5	1.6	1.8	1.8	1.8	
US crude (excluding NGL's)	12.3	11.3	11.3	12.0	12.9	13.2	13.2	13.2	13.2	13.2	13.4	13.2	13.5	13.4	13.4	13.1	13.2	13.2	13.3	
US NGL (Natural Gas Liquid)	4.8	5.2	5.4	5.9	6.5	6.9	7.0	7.0	7.0	7.0	6.9	7.0	7.2	7.3	7.1	6.7	6.9	7.0	7.2	

Source: IEA, EIA, OPEC OMR, Reuters, JM Financial.

Exhibit 10. Despite announced output hike of ~141kbpd in Apr'25, OPEC+ crude oil production (mmbpd) rose by only 40kbpd MoM in Apr'25 as higher output from Russia/ Nigeria/Iran/Algeria/Libya/UAE/Mexico/Azerbaijan was largely offset by decline in output from Venezuela /Saudi/Kuwait/Kazakhstan/Gabon/Iraq; OPEC+ output is ~1.2mmbpd above its target (including voluntary cuts)

Countries	Mar 2025 Supply	Apr 2025 Supply	Apr 2025 Target including voluntary cuts	Apr 2025 production vs target	Sustainable Capacity ¹	Spare Capacity in Apr'25
OPEC						
Algeria	0.90	0.93	0.9	0.0	1.0	0.1
Congo	0.24	0.24	0.3	0.0	0.3	0.0
Equatorial Guinea	0.06	0.06	0.1	0.0	0.1	0.0
Gabon	0.24	0.22	0.2	0.0	0.2	0.0
Iraq	4.23	4.22	3.9	0.3	4.9	0.7
Kuwait	2.62	2.54	2.4	0.1	2.9	0.3
Nigeria	1.40	1.49	1.5	0.0	1.4	0.0
Saudi Arabia	9.07	8.96	9.0	-0.1	12.1	3.2
UAE	3.26	3.28	2.9	0.4	4.3	1.0
Total OPEC-9⁶	22.02	21.94	21.2	0.8	27.1	5.2
Iran ³	3.36	3.43			3.8	
Libya ³	1.20	1.22			1.2	0.0
Venezuela ³	0.97	0.84			0.9	0.1
Total OPEC	27.55	27.43			33.0	5.3
Azerbaijan	0.48	0.49	0.6	-0.1	0.5	0.0
Kazakhstan	1.82	1.80	1.4	0.4	1.8	0.0
Mexico ⁴	1.45	1.46			1.6	0.1
Oman	0.76	0.76	0.8	0.0	0.9	0.1
Russia	9.16	9.33	9.0	0.3	9.8	
Others ⁵	0.70	0.69	0.9	-0.2	0.9	0.2
Total Non-OPEC	14.37	14.53	12.6	0.5	15.4	0.4
OPEC+18 in cut deal^{3,4}	34.94	35.01	33.8	1.2	40.9	5.5
Total OPEC+	41.92	41.96			48.4	5.7

Source: IEA, Note: Production excludes condensates; 1. Capacity levels can be reached within 90 days and sustained for extended period; 2. Excludes shut in Iranian, Russian crude; 3. Iran, Libya, Venezuela exempt from cuts; 4. Mexico excluded from OPEC+ compliance; only cut in May, June 2020; 5. Bahrain, Brunei, Malaysia, Sudan and South Sudan; 6. Angola left OPEC effective 1 Jan 2024.

Exhibit 11. OPEC+ Apr'25 supply was 1.6mmbpd lower vs. Sep'22 driven by output cut by Saudi (2.1mmbpd), Russia (0.4mmbpd), Kuwait/Iraq (0.3mmbpd each) and UAE/Mexico (0.2mmbpd each); partly offset by higher output from Iran (0.9mmbpd), Kazakhstan (0.6mmbpd), Nigeria (0.5mmbpd) and Venezuela (0.2mmbpd)

Countries	Sep 2022 Supply	Apr 2025 Supply	Sep 2022 Target	Apr 2025 Target including voluntary cuts	CY25 Target excluding voluntary cuts	Increase in actual cut in Apr'25 vs Sep'22	Increase in cut target Apr'25 vs Sep'22 (including voluntary cut of 2.2mmbpd)
OPEC							
Algeria	1.0	0.9	1.1	0.9	1.0	-0.1	-0.2
Congo	0.3	0.2	0.3	0.3	0.3	0.0	-0.1
Equatorial Guinea	0.1	0.1	0.1	0.1	0.1	0.0	-0.1
Gabon	0.2	0.2	0.2	0.2	0.2	0.0	0.0
Iraq	4.6	4.2	4.7	3.9	4.4	-0.3	-0.8
Kuwait	2.8	2.5	2.8	2.4	2.7	-0.3	-0.4
Nigeria	1.0	1.5	1.8	1.5	1.5	0.5	-0.3
Saudi Arabia	11.0	9.0	11.0	9.0	10.5	-2.1	-2.0
UAE	3.5	3.3	3.2	2.9	3.5	-0.2	-0.3
Total OPEC-9⁶	24.4	21.9	25.2	21.2	24.1	-2.5	-4.1
Iran ³	2.5	3.4				0.9	0.0
Libya ³	1.2	1.2				0.1	0.0
Venezuela ³	0.7	0.8				0.2	0.0
Total OPEC	28.8	27.4				-1.4	-4.1
Azerbaijan	0.5	0.5	0.7	0.6	0.6	-0.1	-0.2
Kazakhstan	1.2	1.8	1.7	1.4	1.6	0.6	-0.3
Mexico ⁴	1.6	1.5	1.8	1.8	1.8	-0.2	0.0
Oman	0.9	0.8	0.9	0.8	0.8	-0.1	-0.1
Russia	9.7	9.33	11.0	9.0	9.9	-0.4	-2.0
Others ⁵	0.9	0.7	1.1	0.9	0.9	-0.2	-0.2
Total Non-OPEC	14.9	14.5	17.2	14.4	15.5	-0.4	-2.8
OPEC+18 in cut deal³	37.7	35.0	40.6	33.8	37.8	-2.7	-6.9
Total OPEC+	43.7	42.0				-1.6	

Source: IEA, Note: Production excludes condensates; 1. Capacity levels can be reached within 90 days and sustained for extended period; 2. Excludes shut in Iranian, Russian crude; 3. Iran, Libya, Venezuela exempt from cuts; 4. Mexico excluded from OPEC+ compliance; only cut in May, June 2020; 5. Bahrain, Brunei, Malaysia, Sudan and South Sudan; 6. Angola left OPEC effective 1 Jan 2024.

Exhibit 12. OPEC+ actual output hike likely to be lower at 250k bpd in May'25 and 360k bpd in Jun'25 (vs. planned hike of 411k bpd each in May'25 and Jun'25) due to likely output cuts by Kazakhstan, Iraq etc. to offset past over-production

Countries	Voluntary cuts currently in place	Production target based on planned phasing out of voluntary cuts over Apr'25 to Sep'26 (mmbpd)																		Output cuts reversed during Apr'25 to Sep'26*		
		1QCY25	Apr'25	May'25	Jun'25	Jul'25	Aug'25	Sep'25	Oct'25	Nov'25	Dec'25	Jan'26	Feb'26	Mar'26	Apr'26	May'26	Jun'26	Jul'26	Aug'26		Sep'26	4QCY26
Saudi Arabia	1.00	8.98	9.03	9.20	9.37	9.37	9.37	9.37	9.37	9.42	9.48	9.53	9.59	9.65	9.70	9.76	9.81	9.87	9.92	9.98	9.98	1.00
Russia	0.47	8.98	9.00	9.08	9.16	9.16	9.16	9.16	9.19	9.21	9.24	9.27	9.29	9.32	9.34	9.37	9.40	9.42	9.45	9.45	9.45	0.47
Iraq	0.22	4.00	4.01	4.05	4.09	4.09	4.09	4.09	4.10	4.11	4.12	4.13	4.15	4.16	4.17	4.18	4.20	4.21	4.22	4.22	4.22	0.22
UAE*	0.16	2.91	2.94	3.02	3.09	3.09	3.09	3.09	3.12	3.14	3.17	3.20	3.22	3.25	3.27	3.30	3.32	3.35	3.38	3.38	3.38	0.16
Kuwait	0.14	2.41	2.42	2.44	2.47	2.47	2.47	2.47	2.47	2.48	2.49	2.50	2.50	2.51	2.52	2.53	2.54	2.55	2.55	2.55	2.55	0.14
Kazakhstan	0.08	1.47	1.47	1.49	1.50	1.50	1.50	1.50	1.50	1.51	1.51	1.52	1.52	1.53	1.54	1.54	1.55	1.55	1.55	1.55	1.55	0.08
Algeria	0.05	0.91	0.91	0.92	0.93	0.93	0.93	0.93	0.93	0.93	0.94	0.94	0.94	0.95	0.95	0.95	0.95	0.96	0.96	0.96	0.96	0.05
Oman	0.04	0.76	0.76	0.77	0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.79	0.79	0.79	0.79	0.80	0.80	0.80	0.80	0.80	0.80	0.04
Total	2.16	30.42	30.55	30.96	31.38	31.38	31.38	31.38	31.38	31.51	31.65	31.79	31.92	32.06	32.20	32.33	32.47	32.61	32.74	32.88	32.88	2.46
Implied output hike (mmbpd)			0.14	0.41	0.41	0.00	0.00	0.00	0.00	0.14	0.14	0.13	0.14	0.14	2.46							

* Voluntary output cut of 2.16mmbpd reversed during Apr'25 to Sep'26; for UAE also includes 300k bpd rise in required output from Apr'25 to Sep'26 taking total output hike to 2.46mmbpd

Countries	Apr'25	May'25	Jun'25	Jul'25	Aug'25	Sep'25	Oct'25	Nov'25	Dec'25	Jan'26	Feb'26	Mar'26	Apr'26	May'26	Jun'26
Saudi Arabia	0.02														
Russia	0.01	0.09	0.11	0.14	0.16	0.19									
Iraq	0.12	0.14	0.14	0.14	0.13	0.14	0.14	0.14	0.13						
UAE	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.02	0.02						
Kuwait	0.01	0.02	0.02	0.03	0.04	0.04									
Kazakhstan	0.06	0.12	0.13	0.13	0.14	0.14	0.16	0.11	0.07						
Algeria															
Oman	0.01	0.01	0.02	0.02	0.02	0.01	0.02								
Total	0.22	0.38	0.43	0.46	0.50	0.52	0.32	0.27	0.22	0.21	0.20	0.20	0.22	0.22	0.22

Countries	Apr'25	May'25	Jun'25	Jul'25	Aug'25	Sep'25	Oct'25	Nov'25	Dec'25	Jan'26	Feb'26	Mar'26	Apr'26	May'26	Jun'26	Jul'26	Aug'26	Sep'26	
Saudi Arabia	9.02	9.20	9.37	9.37	9.37	9.37	9.37	9.42	9.48	9.53	9.59	9.65	9.70	9.76	9.81	9.87	9.92	9.98	
Russia	9.00	9.00	9.05	9.02	9.00	8.97	9.16	9.19	9.21	9.24	9.27	9.29	9.32	9.34	9.37	9.40	9.42	9.45	
Iraq	3.89	3.91	3.95	3.95	3.96	3.95	3.95	3.96	3.98	4.00	4.01	4.02	4.04	4.05	4.06	4.20	4.21	4.22	
UAE*	2.93	3.01	3.08	3.08	3.08	3.08	3.08	3.10	3.12	3.14	3.16	3.19	3.19	3.21	3.24	3.32	3.35	3.38	
Kuwait	2.41	2.43	2.44	2.44	2.43	2.43	2.47	2.47	2.48	2.49	2.50	2.50	2.51	2.52	2.53	2.54	2.55	2.55	
Kazakhstan	1.41	1.37	1.37	1.37	1.36	1.37	1.34	1.39	1.44	1.47	1.48	1.48	1.49	1.49	1.50	1.54	1.55	1.55	
Algeria	0.91	0.92	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.94	0.94	0.94	0.95	0.95	0.95	0.96	0.96	0.96	
Oman	0.76	0.76	0.76	0.76	0.76	0.76	0.76	0.78	0.78	0.78	0.79	0.79	0.79	0.79	0.79	0.80	0.80	0.80	
Total	30.33	30.59	30.94	30.92	30.87	30.86	31.06	31.24	31.43	31.58	31.73	31.86	31.98	32.11	32.25	32.61	32.74	32.88	
Implied effective output hike/(cut) (mmbpd)		-0.08	0.25	0.36	-0.02	-0.05	-0.02	0.20	0.19	0.19	0.15	0.15	0.14	0.12	0.13	0.14	0.36	0.14	0.14

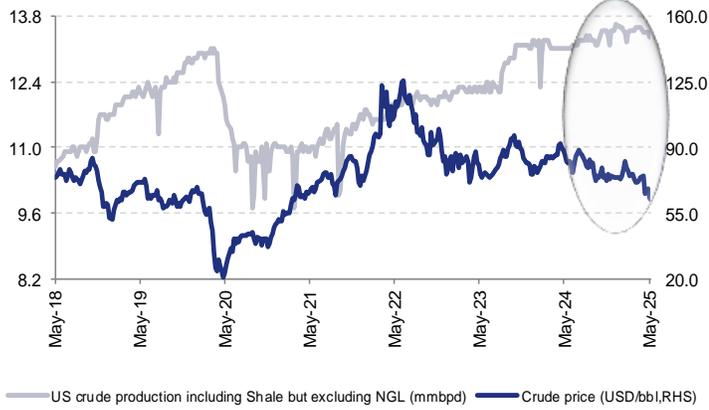
Source: OPEC

Exhibit 13. Saudi Arabia's short-term fiscal breakeven crude price is ~USD 87-92/bbl while long-term breakeven crude price is ~USD 83/bbl

USD/bbl	Avg 2000-20	2021	2022	2023	2024	2025E	2026E	2030E
Algeria	101	111	113	104	156	157	142	120
Azerbaijan	53	58	67	55	68	87	86	91
Bahrain	85	132	132	138	161	137	139	167
Iran	92	119	123	123	138	163	165	133
Iraq	71	54	69	804	84	79	79	80
Kazakhstan	...	184	95	109	114	121	128	101
Kuwait	60	88	82	80	88	80	77	82
Libya	75	52	64	66	74	67	63	61
Oman	70	77	55	54	54	57	54	42
Qatar	45	48	49	50	47	45	43	38
Saudi Arabia	80	83	89	95	96	92	87	83
Turkmenistan	38	29	32	38	43	45	47	56
United Arab Emirates	50	53	47	46	50	50	45	38

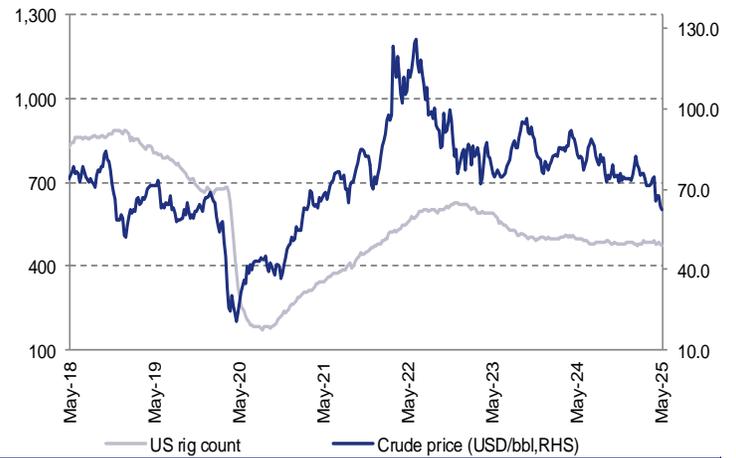
Source: IMF, JM Financial

Exhibit 14. US crude output at 13.4mmbpd in May'25, only slightly above its pre-Covid peak of ~13mmbpd



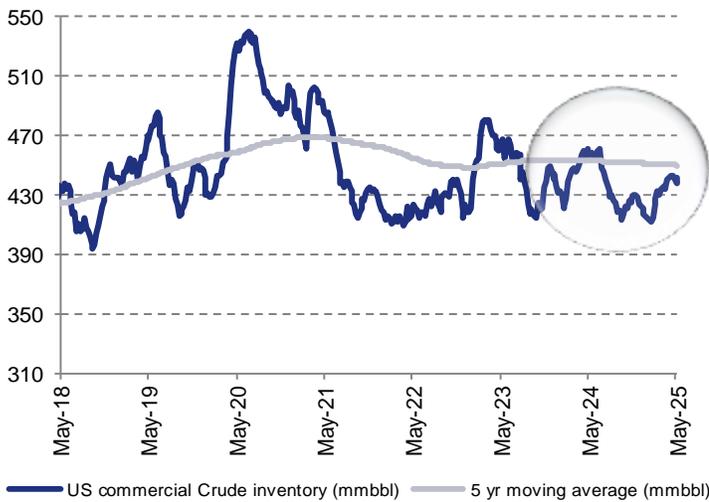
Source: Bloomberg, EIA JM Financial

Exhibit 15. US oil rig count at ~470, much lower vs. 784 rigs in Jun'19



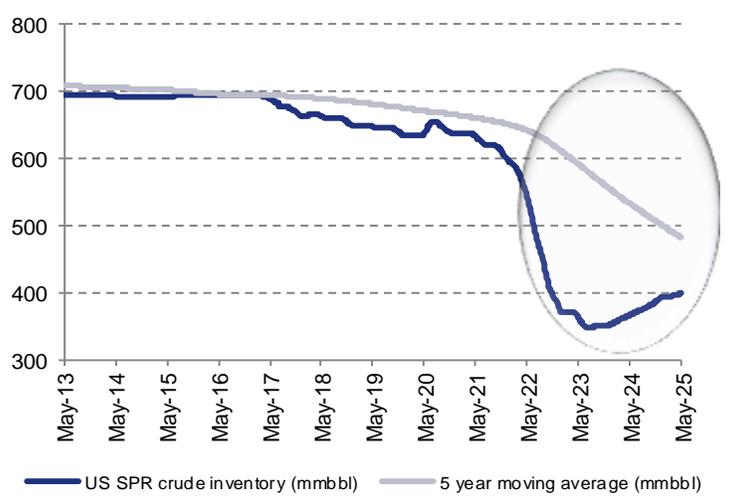
Source: Bloomberg, JM Financial

Exhibit 16. US commercial crude inventory at ~440mmbbl, below its 5-year average



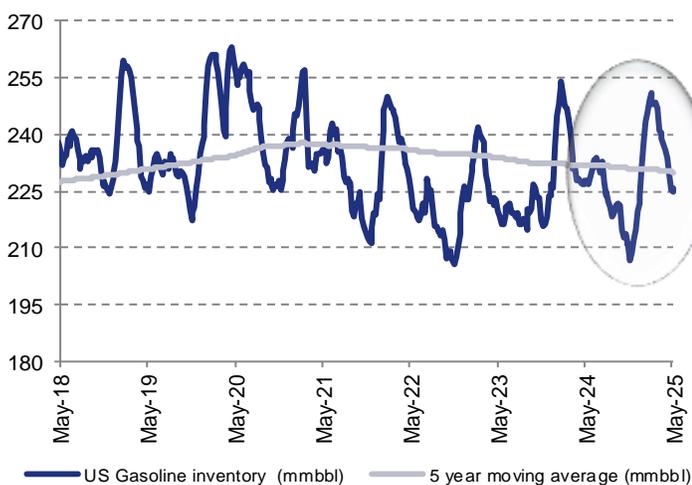
Source: Bloomberg, EIA JM Financial

Exhibit 17. US strategic crude inventory at ~400mmbbl vs. 5-year average of ~480mmbbl



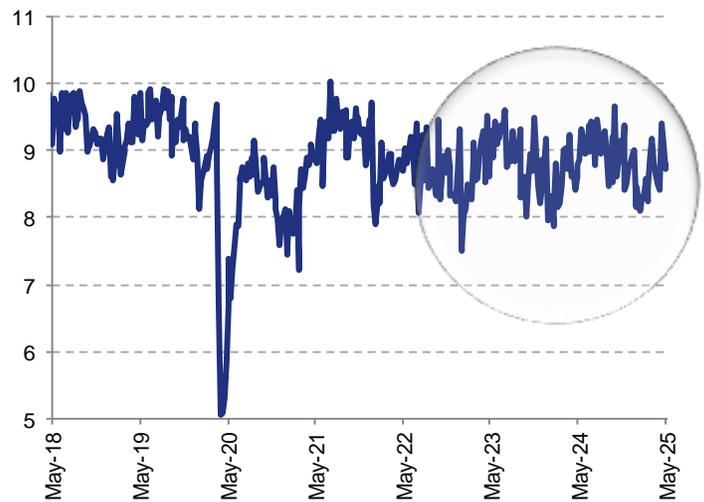
Source: Bloomberg, JM Financial

Exhibit 18. US gasoline inventory below its 5-yr average (mmbbl)



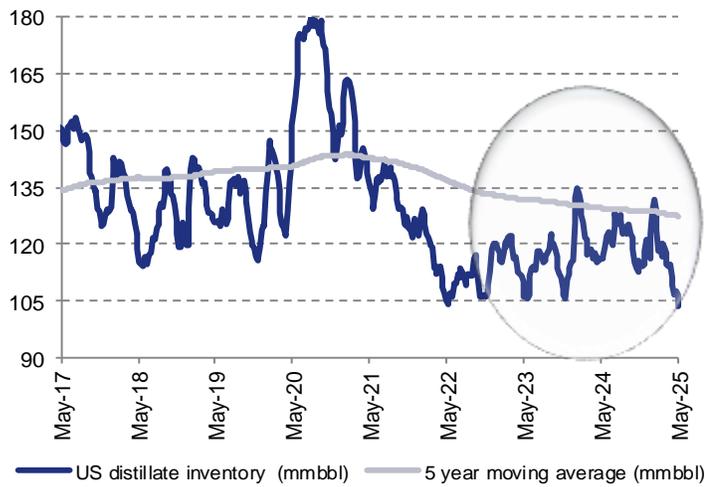
Source: EIA, JM Financial

Exhibit 19. US gasoline demand was at ~8.8mmbpd in May'25



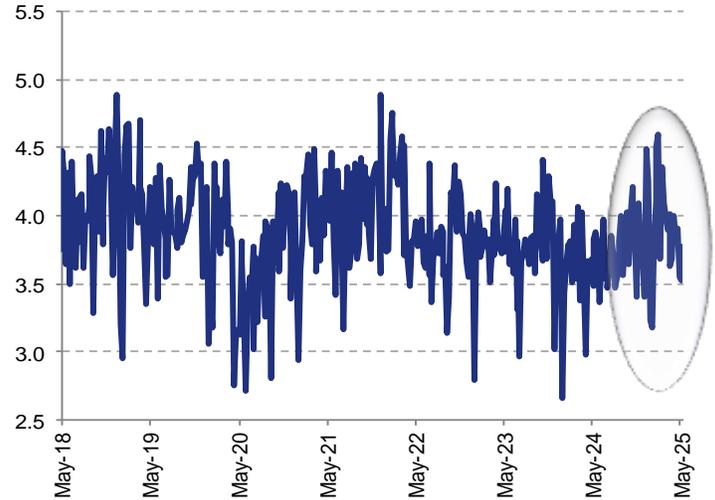
Source: EIA, JM Financial

Exhibit 20. US distillate inventory below its 5-year average (mmbbl)



Source: EIA, JM Financial

Exhibit 21. US distillate demand was at ~3.7mmbpd in May'25



Source: EIA, JM Financial

Exhibit 22. US monthly crude and natural gas (including NGL) production trend – NGL and crude production up YoY in Apr'25; Crude as well as NGL production growth expected to slow down in CY25

	NGL Production (mmbpd)	YoY growth (%)	Crude Oil output (mmbpd)	YoY growth (%)	Crude Oil output including NGLs (mmbpd)	YoY growth (%)	Dry Natural Gas output (bcf/d)	Dry Natural Gas output (mmb/oe/d)	YoY growth (%)	NGL output as % of Dry Natural Gas output
CY10	2.07		5.47		7.54		58.39	9.92		20.9%
CY11	2.21	6.8%	5.64	3.1%	7.86	4.1%	62.72	10.66	7.4%	20.8%
CY12	2.41	8.8%	6.50	15.1%	8.90	13.3%	65.66	11.16	4.7%	21.6%
CY13	2.61	8.2%	7.45	14.7%	10.06	12.9%	66.66	11.33	1.5%	23.0%
CY14	3.01	15.6%	8.67	16.4%	11.68	16.2%	70.09	11.91	5.1%	25.3%
CY15	3.34	10.9%	9.43	8.8%	12.77	9.3%	74.15	12.60	5.8%	26.5%
CY16	3.51	5.0%	8.83	-6.4%	12.34	-3.4%	72.66	12.35	-2.0%	28.4%
CY17	3.78	7.8%	9.35	5.9%	13.13	6.4%	74.75	12.70	2.9%	29.8%
CY18	4.37	15.5%	10.93	16.9%	15.30	16.5%	83.29	14.15	11.4%	30.9%
CY19	4.82	10.5%	12.31	12.6%	17.13	12.0%	92.86	15.78	11.5%	30.6%
CY20	5.17	7.2%	11.33	-8.0%	16.50	-3.7%	92.40	15.70	-0.5%	33.0%
CY21	5.42	4.7%	11.30	-0.3%	16.72	1.3%	94.54	16.06	2.3%	33.7%
CY22	5.93	9.5%	11.99	6.1%	17.92	7.2%	99.31	16.88	5.1%	35.1%
CY23	6.50	9.5%	12.93	7.9%	19.43	8.4%	103.56	17.60	4.3%	36.9%
CY24	6.94	6.8%	13.21	2.1%	20.15	3.7%	103.19	17.53	-0.4%	39.6%
CY25E	7.13	2.7%	13.41	1.6%	20.55	2.0%	104.90	17.82	1.7%	40.0%
CY26E	7.38	3.4%	13.49	0.6%	20.87	1.6%	106.40	17.88	1.4%	40.8%
Jan-24	6.06	0.3%	12.55	-0.5%	18.61	-0.2%	103.43	17.58	1.4%	34.5%
Feb-24	6.64	8.6%	13.10	4.1%	19.74	5.5%	105.90	18.00	4.0%	36.9%
Mar-24	6.83	7.6%	13.17	2.8%	20.00	4.4%	102.60	17.43	-0.6%	39.2%
Apr-24	6.97	8.2%	13.25	4.5%	20.22	5.7%	101.68	17.28	-0.6%	40.4%
May-24	7.05	9.7%	13.20	3.7%	20.25	5.7%	101.50	17.25	-1.9%	40.9%
Jun-24	7.01	9.4%	13.24	2.9%	20.25	5.1%	102.77	17.46	-0.3%	40.2%
Jul-24	6.89	6.0%	13.19	2.0%	20.09	3.3%	104.12	17.69	0.8%	39.0%
Aug-24	7.03	6.0%	13.36	2.4%	20.39	3.6%	103.05	17.51	-1.0%	40.1%
Sep-24	7.16	5.4%	13.18	0.1%	20.34	1.9%	101.80	17.30	-2.3%	41.4%
Oct-24	7.23	6.2%	13.45	2.3%	20.68	3.6%	102.89	17.48	-1.1%	41.3%
Nov-24	7.29	7.4%	13.35	0.5%	20.64	2.9%	102.99	17.50	-2.4%	41.6%
Dec-24	7.13	7.3%	13.44	1.0%	20.57	3.1%	105.58	17.94	0.0%	39.7%
Jan-25	6.71	10.8%	13.13	4.6%	19.84	6.6%	104.39	17.74	0.9%	37.8%
Feb-25	6.94	4.5%	13.16	0.4%	20.10	1.8%	104.83	17.81	-1.0%	39.0%
Mar-25	7.02	2.8%	13.23	0.5%	20.25	1.3%	104.76	17.80	2.1%	39.4%
Apr-25	7.19	3.1%	13.33	0.6%	20.52	1.5%	105.17	17.87	3.4%	40.2%

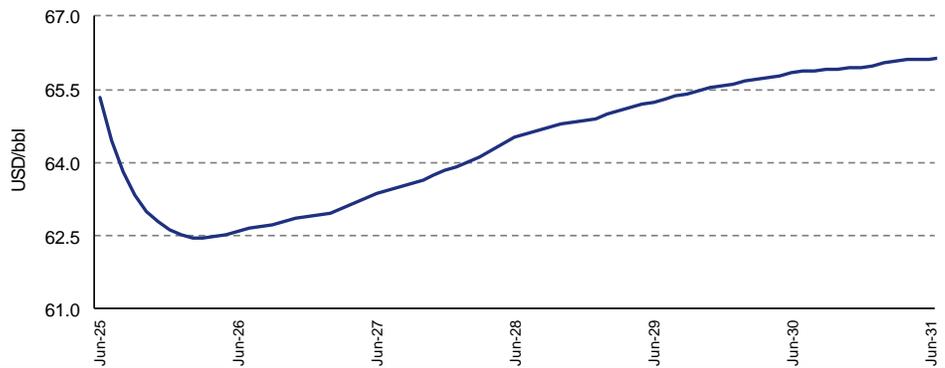
Source: EIA, JM Financial

Exhibit 23. China's refinery throughput and oil & gas export import details: Crude imports and oil product exports grew YoY in Apr'25

	CY19	CY20	CY21	CY22	CY23	CY24	CY25TD	CY24TD	%YoY	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	%YoY	
Refinery Throughput																								
Total Throughput (mmt)	N/A	N/A	N/A	673.9	738.4	N/A	N/A	N/A	N/A	58.8	60.5	58.3	59.1	59.1	58.7	59.5	58.5	59.4	N/A	N/A	N/A	N/A	N/A	N/A
Total Throughput (mmbpd)	N/A	N/A	N/A	13.5	14.8	N/A	N/A	N/A	N/A	14.3	14.3	14.2	13.9	13.9	14.3	14.0	14.2	14.0	N/A	N/A	N/A	N/A	N/A	N/A
Exports																								
Diesel (mmt)	21.4	19.8	17.2	10.9	13.8	8.0	1.5	2.6	-45%	0.8	1.1	0.8	0.5	0.9	0.4	0.5	0.4	0.1	0.3	0.4	0.8			
Gasoline (mmt)	16.4	16.0	14.6	12.7	12.3	9.7	1.6	2.7	-40%	0.4	0.9	0.9	0.8	0.8	0.7	0.7	1.3	0.6	0.5	0.2	0.9			
Total oil product exports (mmt)	66.9	61.9	60.3	53.8	62.8	58.1	17.5	19.4	-10%	4.6	5.4	5.4	5.0	4.9	5.2	4.0	5.2	3.7	3.5	3.8	5.2	5.0	10.1%	
Imports																								
Crude (mmt)	505.9	542.4	513.2	508.4	564.3	553.5	183.3	182.1	0.7%	44.7	47.0	46.5	42.3	49.1	45.5	44.7	48.5	47.8	41.2	42.7	51.4	48.1	7.5%	
Crude (mmbpd)	10.1	10.8	10.3	10.2	11.3	11.0	11.2	11.0	1.5%	10.9	11.1	11.3	10.0	11.6	11.1	10.5	11.8	11.3	9.7	11.1	12.1	11.7	7.5%	
Total oil product imports (mmt)	30.6	28.5	27.1	26.3	47.8	48.8	13.0	17.9	-27%	5.7	4.5	3.0	3.3	4.5	4.5	3.9	4.1	3.3	3.2	3.2	3.1	3.6	-37.1%	
LNG (mmt)	60.7	67.3	79.9	63.8	71.8	77.4	15.6	19.9	-22%	6.2	6.6	5.6	5.9	6.5	6.8	6.6	6.2	7.1	6.1	4.5	5.0			
Piped natural gas (mmt)	36.3	34.5	42.4	45.8	48.7	55.0	13.9	13.0	6.8%	4.1	4.8	4.8	5.0	5.2	5.2	4.0	4.7	4.4	4.7	5.0	4.2			

Source: Bloomberg, JM Financial.

Exhibit 24. Brent long-term forward curve stabilising at ~USD 65/bbl



Source: Bloomberg, JM Financial

Exhibit 25. Russia's robust share in India's crude imports moderated to ~28% in Mar'25 (vs. ~32% in Feb'25 and +40% during Sep-Oct'24) due to US sanctions; discount on Russian crude also lower MoM at USD 0.7/bbl in Mar'25 (vs. USD 1.7/bbl in Feb'25)

Year/Month	India's total crude imports			India's crude imports from Russia			Russia crude proportion and discount		
	Value (USD bn)	Qty (mmbpd)	Average Cost (USD/bbl)	Value (USD bn)	Qty (mmbpd)	Average Cost (USD/bbl)	Russia's share in India's crude imports	Russia crude premium/ discount (%)	Russia crude premium/ discount (\$/bbl)
Annual									
FY14	143.7	3.81	103.4	0.1	0.00	94.9	0.1%	NM	NM
FY15	116.0	3.78	84.0	0.2	0.00	113.2	0.1%	NM	NM
FY16	65.6	4.06	44.1	0.1	0.00	65.8	0.1%	NM	NM
FY17	70.7	4.33	44.8	0.3	0.01	78.5	0.2%	NM	NM
FY18	87.4	4.39	54.5	1.2	0.06	53.7	1.4%	-2%	-0.8
FY19	114.2	4.56	68.6	1.2	0.04	72.6	1.0%	6%	4.0
FY20	102.7	4.44	63.3	1.7	0.07	66.6	1.6%	5%	3.3
FY21	59.3	3.79	42.8	0.9	0.06	46.5	1.5%	9%	3.7
FY22	122.6	4.43	75.8	2.5	0.09	77.9	2.0%	3%	2.0
FY23	162.1	4.77	93.2	31.3	1.02	83.6	21.5%	-10%	-9.5
FY24	139.9	4.67	81.9	46.5	1.67	76.2	35.7%	-7%	-5.7
Monthly details									
Jan-24	12.0	4.85	80.1	4.5	1.84	78.6	37.9%	-2%	-1.5
Feb-24	13.3	5.67	80.5	3.6	1.61	77.4	28.3%	-4%	-3.2
Mar-24	12.6	5.01	81.1	4.2	1.70	80.4	33.9%	-1%	-0.7
Apr-24	13.2	5.16	85.0	4.3	1.70	83.8	33.0%	-1%	-1.2
May-24	16.0	6.04	85.3	5.9	2.24	84.5	37.1%	-1%	-0.8
Jun-24	11.3	4.46	84.6	4.7	1.90	81.9	42.6%	-3%	-2.7
Jul-24	10.8	4.10	85.0	4.6	1.83	82.0	44.6%	-4%	-3.0
Aug-24	8.7	3.36	83.3	2.9	1.13	81.6	33.6%	-2%	-1.7
Sep-24	11.5	4.79	79.9	4.7	1.97	79.2	41.1%	-1%	-0.6
Oct-24	15.2	6.23	78.6	5.8	2.46	76.1	39.5%	-3%	-2.5
Nov-24	12.4	5.42	76.3	3.9	1.77	73.5	32.6%	-4%	-2.8
Dec-24	10.3	4.46	74.8	3.2	1.43	72.2	32.0%	-3%	-2.6
Jan-25	10.1	4.41	73.6	3.6	1.61	72.5	36.5%	-2%	-1.2
Feb-25	8.9	4.06	78.3	2.7	1.28	76.6	31.5%	-2%	-1.7
Mar-25	14.8	6.40	74.5	4.0	1.76	73.8	27.5%	-1%	-0.7

Source: CMIE, JM Financial.

Prefer ONGC and Oil India over OMCs on risk-reward basis

Exhibit 26. Oil India SOTP valuation

	INR/share	Comment
Standalone business		
FY27 standalone EPS (INR)	46.9	Adjusting for NRL EPS
P/E multiple used (x)	7.0	
Equity value of standalone business (INR/share)	328	
NRL		
FY28E EPS from NRL adjusted for Oil India's 69.6% stake	19.1	Assumed 9mtpa throughput in FY28 and USD 25.6/bbl GRM
P/E multiple used (x)	7.0	
Oil India's Equity Value in NRL (INR/share)	118	After discounting by 1 year to FY27
Other investments		
Value on IOCL's stake (5.0% stake)	53	At 20% discount to CMP
Total equity value (INR/share)	500	

Source: JM Financial

Exhibit 27. Oil India consolidated FY26 EPS sensitivity to net crude realisation and gas price (INR/share)

		FY26 Gas Price (USD/m mbtu)						
		6.0	6.8	7.7	8.5	9.4	10.2	11.1
Net crude realisation (USD/bbl)	49	26.2	28.2	30.2	32.3	34.3	36.3	38.3
	56	32.0	34.0	36.0	38.0	40.0	42.0	44.0
	63	37.7	39.7	41.7	43.7	45.8	47.8	49.8
	70	43.4	45.4	47.5	49.5	51.5	53.5	55.5
	77	47.7	49.7	51.7	53.7	55.8	57.8	59.8
	84	48.3	50.3	52.3	54.4	56.4	58.4	60.4
	91	48.9	50.9	52.9	55.0	57.0	59.0	61.0

Source: Company, JM Financial

Exhibit 28. Oil India valuation sensitivity to net crude realisation and gas price (INR/share)

		FY26 Gas Price (USD/m mbtu)						
		6.0	6.8	7.7	8.5	9.4	10.2	11.1
Net crude realisation (USD/bbl)	49	321	334	348	361	375	388	402
	56	367	380	394	407	421	434	448
	63	413	426	440	453	467	480	494
	70	459	473	486	500	513	526	540
	77	494	508	521	535	548	562	575
	84	502	515	529	542	556	569	583
	91	509	523	536	550	563	577	590

Source: JM Financial

Exhibit 29. ONGC SOTP valuation

SOTP Valuation	INR/share	Comment
Standalone business		
FY27E standalone core EPS	37.9	
P/E multiple used (x)	6.0	
Value of standalone business	227	
OVL business		
FY27E OVL EPS	1.0	
P/E multiple used (x)	6.0	
Value of OVL	6	
Other investments		
IOCL (14.2% stake)	18	At 20% discount to CMP
PLNG (12.5% stake)	4	At 20% discount to CMP
GAIL (5.01% stake)	4	At 20% discount to CMP
HPCL (54.9% stake)	29	At 20% discount to CMP
MRPL (71.63% stake)	11	At 20% discount to CMP
Total value of investments	57	
Total equity value (Rs/share)	290	

Source: JM Financial

Exhibit 30. ONGC consolidated FY26 EPS sensitivity to net crude realisation and gas price (INR/share)

		FY26 Gas Price (USD/mmbtu)						
		5.2	5.9	6.7	7.4	8.2	8.9	9.7
Net crude realisation (USD/bbl)	48	16.3	18.3	20.3	22.3	24.3	26.3	28.3
	55	20.9	22.9	24.9	27.0	29.0	31.1	33.1
	62	25.5	27.5	29.6	31.7	33.7	35.8	37.9
	69	30.1	32.2	34.2	36.3	38.4	40.5	42.6
	76	33.3	35.5	37.6	39.7	41.8	43.9	46.1
	83	33.3	35.4	37.6	39.7	41.9	44.0	46.2
	90	33.2	35.4	37.6	39.7	41.9	44.1	46.3

Source: Company, JM Financial

Exhibit 31. ONGC valuation sensitivity to net crude realisation and gas price (INR/share)

		FY26 Gas Price (USD/mmbtu)						
		5.2	5.9	6.7	7.4	8.2	8.9	9.7
Net crude realisation (USD/bbl)	48	158	170	183	196	208	221	234
	55	188	201	214	227	240	253	266
	62	219	232	246	259	272	285	298
	69	250	264	277	290	304	317	330
	76	273	286	300	314	327	341	354
	83	275	289	302	316	330	344	358
	90	277	291	305	319	333	347	361

Source: Company, JM Financial

Exhibit 32. OMCs' current P/B valuation at CMP vs. historical P/B valuation

CMP (INR)	Consolidated Book Value (INR)	Implied P/B at CMP			OMCs historical average P/B			OMCs historical peak P/B			OMCs historical trough P/B			
		FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	3 year	5 year	Since May'14	3 year	5 year	Since May'14	3 year
IOCL 145	132 142 153	1.10	1.02	0.95	0.88	0.82	1.06	1.46	1.46	1.90	0.57	0.55	0.55	
BPCL 320	190 213 234	1.68	1.51	1.36	1.25	1.40	1.80	1.83	2.02	2.83	0.91	0.91	1.02	
HPCL 409	240 272 303	1.70	1.50	1.35	1.08	1.04	1.27	1.76	1.76	2.70	0.66	0.60	0.59	

Source: JM Financial

Exhibit 33. OMCs' valuation table

Company	Rating	TP (INR)	Upside/ (downside)	P/E (x)			P/B (x)			EV/EBITDA (x)			ROE (%)		
				FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
IOCL	SELL	130	-10%	14.6	9.0	8.8	1.1	1.0	0.9	9.7	7.3	6.8	7.6	11.7	11.2
BPCL	HOLD	295	-8%	10.0	9.5	9.4	1.7	1.5	1.4	6.9	6.5	6.6	17.5	16.8	15.2
HPCL	SELL	330	-19%	12.9	8.4	8.2	1.7	1.5	1.3	9.6	7.6	7.3	13.7	19.1	17.3

Source: JM Financial

Exhibit 34. IOCL SOTP valuation

Valuation	FY27 EBITDA (INR Bn)	EV/EBITDA multiple (x)	Value (INR Bn)	Value (INR/share)	Comment
Core business					
Standalone core business					
Refining segment	144	5.5	789	56	Refining EBITDA based on GRM of USD 6.7/bbl (vs historical GRM of USD 5.5-6.5/bbl)
Marketing segment	221	5.5	1,213	86	Marketing EBITDA based on auto-fuel GMM of INR 4.2/ltr
Petchem segment	29	5.5	162	11	
Pipeline segment	95	5.5	524	37	
Standalone core business			2,688	190	
Less: Net debt			1,206	85	
Standalone core business equity value			1,483	105	
CPCL (51.9% stake)			37	3	At 20% discount to CMP
Total core business (a)			1,520	108	
Other investments	No of shares (Mn)	discount (INR/sh)			
ONGC (7.84% stake)	987	195	192	14	At 20% discount to CMP
PLNG (12.5% stake)	188	251	47	3	At 20% discount to CMP
Oil India (4.93% stake)	80	327	26	2	At 20% discount to CMP
GAIL (2.5% stake)	82	151	12	1	At 20% discount to CMP
Treasury shares (2.5% stake)	350	116	41	3	At 20% discount to CMP
Total other investments (b)			318	23	
Equity value (a+b)				130	

Source: JM Financial

Exhibit 35. BPCL SOTP valuation

SOTP Valuation	FY27 EBITDA (INR Bn)	EV/EBITDA multiple (x)	Value	Value	Comment
			(INR Bn)	(INR/share)	
Core business					
Refining segment	129	5.5	709	167	Refining EBITDA based on GRM of USD 7.7/bbl (vs historical GRM of USD 6-7/bbl)
Marketing segment	142	5.5	783	184	Marketing EBITDA based on historical auto-fuel GMM of INR 4.2/ltr
Core business			1,492	350	
Less: Net debt			377	88	
Core business equity value (a)			1,115	262	
Other investments	No of shares (Mn)	discount (INR/sh)			
PLNG (12.5% stake)	188	248	46	11	At 20% discount to CMP
IGL (22.5% stake)	158	148	23	5	At 20% discount to CMP
Oil India (2.47% stake)	40	323	13	3	At 20% discount to CMP
MNGL (22.5% stake)			21	5	Valued at 15x FY24 PAT
Sabarmati Gas (49.94% stake)			23	5	Valued at 15x FY24 PAT
CUGL (25% stake)			3	1	Valued at 15x FY24 PAT
Total other investments (e)			129	33	
Equity value (d+e)				295	

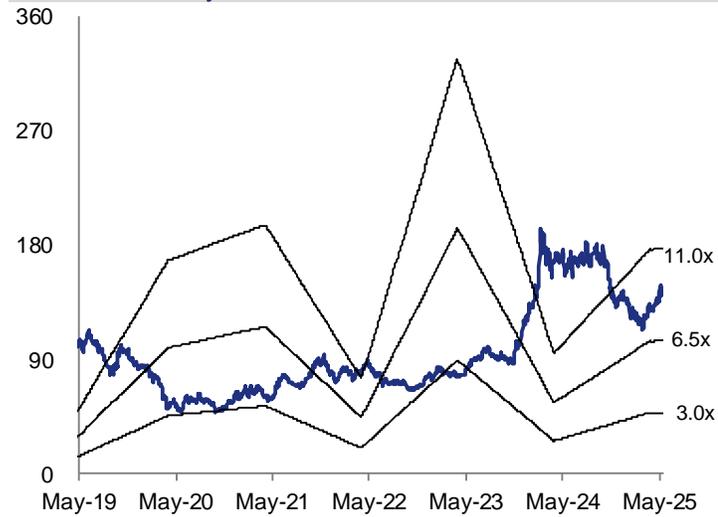
Source: JM Financial

Exhibit 36. HPCL SOTP valuation

SOTP Valuation	FY27 EBITDA (INR Bn)	EV/EBITDA multiple (x)	Value	Value	Comment
			(INR Bn)	(INR/share)	
Core business					
Standalone core business					
Refining segment	71	5.5	389	183	Refining EBITDA based on GRM of USD 6.9/bbl (vs historical GRM of USD 5-6/bbl)
Marketing segment	153	5.5	844	396	Marketing EBITDA based on auto-fuel GMM of INR 4.2/ltr
Standalone core business			1,233	579	
Less: Net debt			609	286	
Standalon core business equity value (a)			623	293	
Bhatinda refinery JV (49% stake)					
EV	34	5.5	188	89	Bhatinda EBITDA based on GRM of USD 12.5/bbl
Less: Net debt			162	76	
Bhatinda refinery equity value (b)			27	13	
Total core business (c= a+b)			650	305	
Other investments	No of shares (Mn)	CMP less 20% discount			
MRPL (16.96% stake)	297	102	30	14	At 20% discount to CMP
Oil India (2.47% stake)	40	318	13	6	At 20% discount to CMP
Sub-total (d)			43	24	
Equity value				330	
CMP (INR)				400	
Potential upside (%)				-18%	

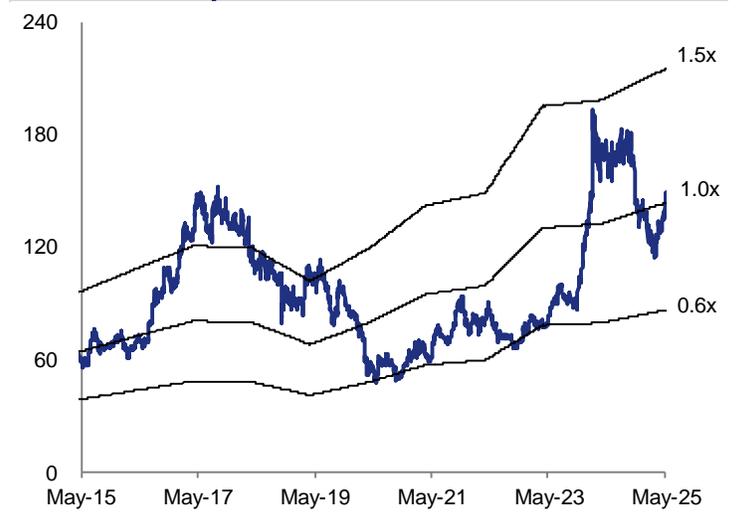
Source: JM Financial

Exhibit 37. IOCL: 1-year forward consolidated PE Chart



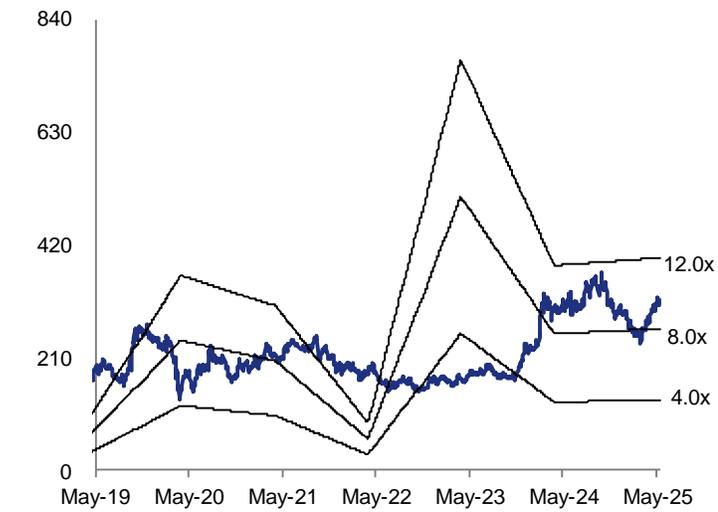
Source: JM Financial, Company

Exhibit 38. IOCL: 1-year forward consolidated PB chart



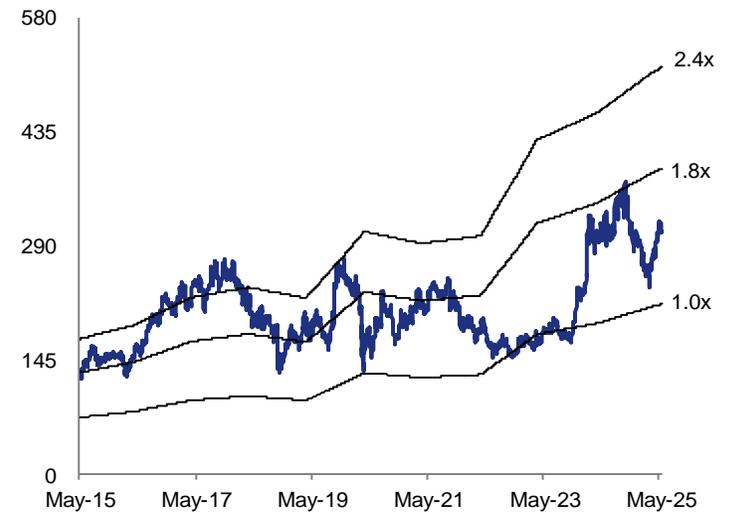
Source: JM Financial, Company

Exhibit 39. BPCL: 1-year forward consolidated PE Chart



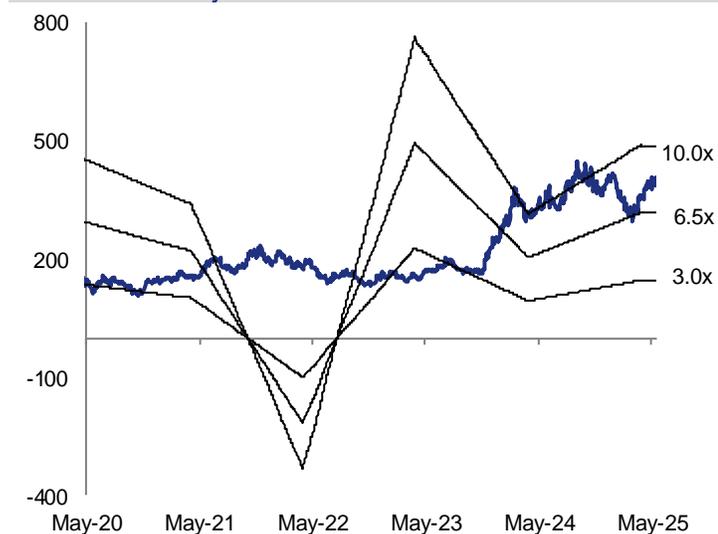
Source: JM Financial, Company

Exhibit 40. BPCL: 1-year forward consolidated PB chart



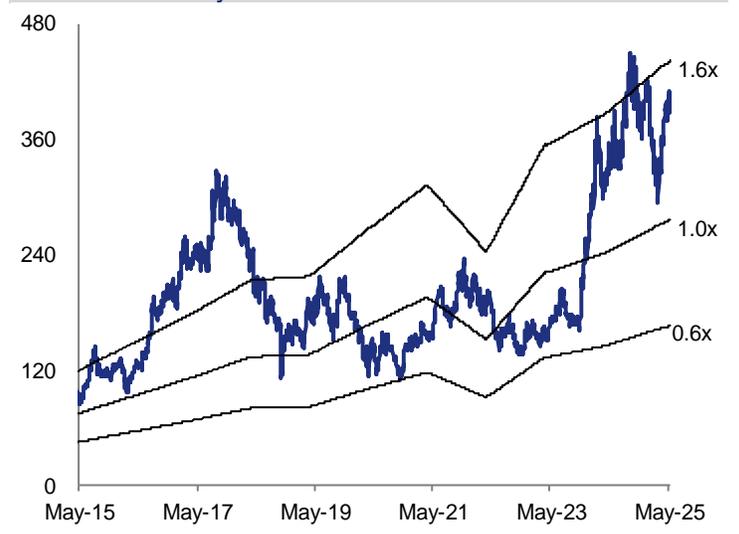
Source: JM Financial, Company

Exhibit 41. HPCL: 1-year forward consolidated PE Chart



Source: JM Financial, Company

Exhibit 42. HPCL: 1-year forward consolidated PB chart



Source: JM Financial, Company

Exhibit 43. At spot crude price, OMCs' auto-fuel GMM high at INR 10.6/tr (vs. historical margin of +INR 3.5/tr); gross auto-fuel integrated margin also higher at INR 19.5/tr (vs. historical margin of INR 12.2/tr)

	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26TD	On spot crude price and spot product crack*
OMCs gross marketing margin (GMM, INR/tr)										
Diesel GMM (INR/tr)	9.5	2.8	1.4	3.9	3.5	6.0	9.3	6.3	11.8	10.1
Petrol GMM (INR/tr)	7.4	4.3	5.7	5.7	2.7	7.2	9.9	8.5	13.1	11.5
Wt Avg GMM for Diesel & Petrol (INR/tr)	8.8	3.3	2.8	4.5	3.3	6.4	9.5	7.0	12.2	10.6
Historical average GMM (INR/tr)	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5
OMCs diesel/petrol refining product crack & Russian crude discount trend (USD/bbl)										
Diesel refining product crack (USD/bbl)	13.8	26.5	20.3	21.2	13.9	12.8	14.7	14.6	14.2	16.9
Petrol refining product crack (USD/bbl)	16.5	18.8	11.8	17.6	13.3	10.7	11.4	9.3	10.5	12.8
Russian discount benefit to GRM (USD/bbl)	1.8	1.8	1.8	1.8	1.2	1.2	1.2	1.1	1.2	1.2
Historical average diesel/petrol product crack (USD/bbl)	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
OMCs diesel/petrol refining product crack & Russian crude discount trend (INR/tr)										
Diesel refining product crack including Russian crude discount benefit (INR/tr)	8.0	14.7	11.5	12.0	7.9	7.4	8.4	8.5	8.3	9.7
Petrol refining product crack including Russian crude discount benefit (INR/tr)	9.4	10.7	7.1	10.1	7.6	6.3	6.7	5.7	6.3	7.5
Historical average diesel/petrol product crack including Russian crude discount benefit (INR/tr)	8.7	8.7	8.8	8.8	8.5	8.5	8.6	8.7	8.7	8.7
OMCs integrated auto-fuel gross refining and marketing margin incl Russian crude disc benefit but before LPG losses (INR/tr of marketing volume) — assuming 1:1 marketing vs refining volume										
Diesel integrated gross margin (INR/tr)	17.5	17.5	13.0	15.9	11.5	13.4	17.7	14.8	20.1	19.8
Petrol integrated gross margin (INR/tr)	16.9	15.0	12.8	15.8	10.3	13.4	16.6	14.1	19.3	19.0
Wt Avg integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)*	17.3	16.7	12.9	15.9	11.1	13.4	17.3	14.6	19.9	19.5
Historical average integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)	12.2	12.2	12.3	12.3	12.0	12.0	12.1	12.2	12.2	12.2
HPCL integrated auto-fuel gross refining and marketing margin (INR/tr of marketing volume) — assuming 1.5:1 marketing vs refining MS HSD cons volume										
Diesel integrated gross margin (INR/tr)	14.9	12.6	9.1	11.9	8.8	10.9	14.9	12.0	17.4	16.5
Petrol integrated gross margin (INR/tr)	13.7	11.5	10.4	12.4	7.7	11.3	14.4	12.3	17.3	16.5
Wt Avg integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)*	14.5	12.2	9.5	12.1	8.5	11.1	14.7	12.1	17.3	16.5
HPCL historical average integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)	9.3	9.3	9.3	9.3	9.2	9.2	9.2	9.3	9.3	9.3
BPCL integrated auto-fuel gross refining and marketing margin (INR/tr of marketing volume) — assuming 1.3:1 marketing vs refining MS HSD cons volume										
Diesel integrated gross margin (INR/tr)	15.7	14.1	10.3	13.2	9.6	11.7	15.8	12.9	18.2	17.5
Petrol integrated gross margin (INR/tr)	14.7	12.6	11.1	13.5	8.5	12.0	15.1	12.8	17.9	17.3
Wt Avg integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)*	15.4	13.6	10.6	13.3	9.3	11.8	15.5	12.9	18.1	17.4
BPCL historical average integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)	10.2	10.2	10.2	10.2	10.0	10.1	10.1	10.2	10.2	10.2
IOCL integrated auto-fuel gross refining and marketing margin (INR/tr of marketing volume) — assuming 1:1 marketing vs refining MS HSD cons volume										
Diesel integrated gross margin (INR/tr)	17.5	17.5	13.0	15.9	11.5	13.4	17.7	14.8	20.1	19.8
Petrol integrated gross margin (INR/tr)	16.9	15.0	12.8	15.8	10.3	13.4	16.6	14.1	19.3	19.0
Wt Avg integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)*	17.3	16.7	12.9	15.9	11.1	13.4	17.3	14.6	19.9	19.5
IOCL historical average integrated auto-fuel gross margin for Diesel & Petrol (INR/tr)	12.2	12.2	12.3	12.3	12.0	12.0	12.1	12.2	12.2	12.2
OMCs integrated auto-fuel gross refining and marketing margin incl Russian crude disc benefit adjusted for LPG losses (INR/tr of marketing volume)										
Quarterly LPG losses reported by OMCs (INR Bn)	0	0	0	0	96	79	117	122	50	50
India's quarterly petrol/diesel sales (Bn ltr)	42	37	41	41	44	38	43	42	42	42
OMCs quarterly petrol/diesel sales assuming ~90% market share (Bn ltr)	38	33	37	37	39	34	39	38	38	38
OMCs LPG losses per litre of auto-fuel sales volume (INR/ltr)	0.0	0.0	0.0	0.0	2.5	2.3	3.0	3.2	1.9	1.3
OMCs Wt Avg integrated gross margin for Diesel & Petrol adjusted for LPG loss (INR/tr)*	17.3	16.7	12.9	15.9	8.6	11.1	14.3	11.4	18.5	18.2
HPCL Wt Avg integrated gross margin for Diesel & Petrol adjusted for LPG loss (INR/tr)*	14.5	12.2	9.5	12.1	6.0	8.8	11.7	8.9	16.0	15.2
BPCL Wt Avg integrated gross margin for Diesel & Petrol adjusted for LPG loss (INR/tr)*	15.4	13.6	10.6	13.3	6.8	9.5	12.5	9.6	16.8	16.1
IOCL Wt Avg integrated gross margin for Diesel & Petrol adjusted for LPG loss (INR/tr)*	17.3	16.7	12.9	15.9	8.6	11.1	14.3	11.4	18.5	18.2
India retail auto-fuel price and Brent crude price in USD/bbl and INR/tr										
Brent crude price (USD/bbl)	78.0	85.7	83.2	81.6	85.1	78.8	73.8	75.1	65.1	64.5
Brent crude price (INR/tr)	6,407	7,084	6,922	6,781	7,094	6,603	6,230	6,499	5,554	5,472
INR/USD exchange rate	82.2	82.7	83.2	83.1	83.4	83.8	84.4	86.6	85.3	84.8

Source: Company, JM Financial Note: *Margin is based on spot Brent price of ~USD 66.3/bbl and current diesel crack of ~USD14/bbl and petrol crack of ~USD8/bbl

OMCs' valuation sensitivity to auto-fuel marketing margin

Exhibit 44. IOCL's valuation (INR/share) sensitivity to marketing business parameters

		FY26 Auto fuel marketing sales volume (m mtpa)						
		46	48	51	54	56	59	62
FY26 Auto fuel GMM (INR/tr)	4.2	118	122	126	130	134	138	142
	4.7	130	135	140	145	150	154	159
	5.2	143	148	154	159	165	170	176
	5.7	155	161	168	174	180	186	193
	6.2	168	174	181	188	195	202	209
	6.7	180	188	195	203	211	218	226
	7.2	192	201	209	217	226	234	243

Source: Company, JM Financial

Exhibit 46. BPCL's valuation (INR/share) sensitivity to marketing business parameters

		FY26 Auto fuel marketing sales volume (m mtpa)						
		29.6	31.3	33.1	34.8	36.5	38.3	40.0
FY26 Auto fuel GMM (INR/tr)	4.2	270	278	287	295	304	312	320
	4.7	296	306	316	326	336	346	356
	5.2	323	334	346	357	369	380	392
	5.7	349	362	375	388	401	414	427
	6.2	376	390	405	419	434	448	463
	6.7	402	418	434	450	466	483	499
	7.2	428	446	464	481	499	517	534

Source: Company, JM Financial

Exhibit 45. IOCL's EBITDA (INR Bn) sensitivity to marketing business parameters

		FY26 Auto fuel marketing sales volume (m mtpa)						
		46	48	51	54	56	59	62
FY26 Auto fuel GMM (INR/tr)	4.2	435	444	453	462	471	480	489
	4.7	463	474	484	495	506	516	527
	5.2	491	504	516	528	540	553	565
	5.7	520	533	547	561	575	589	603
	6.2	548	563	579	594	610	626	641
	6.7	576	593	610	628	645	662	679
	7.2	604	623	642	661	680	699	718

Source: Company, JM Financial

Exhibit 47. BPCL's EBITDA (INR Bn) sensitivity to marketing business parameters

		FY26 Auto fuel marketing sales volume (m mtpa)						
		29.6	31.3	33.1	34.8	36.5	38.3	40.0
FY26 Auto fuel GMM (INR/tr)	4.2	245	251	256	262	268	274	280
	4.7	263	270	277	284	291	298	305
	5.2	282	290	298	306	314	322	330
	5.7	300	309	318	327	336	345	354
	6.2	318	328	339	349	359	369	379
	6.7	337	348	359	370	382	393	404
	7.2	355	367	380	392	404	417	429

Source: Company, JM Financial

Exhibit 48. HPCL's valuation (INR/share) sensitivity to marketing business parameters

		FY26 Auto fuel marketing sales volume (m mtpa)						
		26.5	28.0	29.6	31.1	32.7	34.2	35.8
FY26 Auto fuel GMM (INR/tr)	4.2	291	304	317	330	342	355	368
	4.7	339	355	370	386	401	417	432
	5.2	387	405	424	442	460	479	497
	5.7	434	456	477	498	519	540	561
	6.2	482	506	530	554	578	602	626
	6.7	530	557	583	610	637	664	690
	7.2	577	607	637	666	696	725	755

Source: Company, JM Financial

Exhibit 49. HPCL's EBITDA (INR Bn) sensitivity to marketing business parameters

		FY26 Auto fuel marketing sales volume (m mtpa)						
		26.5	28.0	29.6	31.1	32.7	34.2	35.8
FY26 Auto fuel GMM (INR/tr)	4.2	188	193	199	204	209	214	220
	4.7	205	211	217	223	229	236	242
	5.2	221	228	235	243	250	257	264
	5.7	238	246	254	262	270	278	286
	6.2	254	263	272	281	290	299	308
	6.7	270	280	291	301	311	321	331
	7.2	287	298	309	320	331	342	353

Source: Company, JM Financial

Exhibit 50. Spore GRM recovers to ~USD 4.7/bbl in 1QFY26TD; though key diesel cracks (from Indian refiners' perspective) declined slightly to USD14.2/bbl

	May-25TD	Apr-25	Mar-25	1QFY26TD	4QFY25	3QFY25	2QFY25	1QFY25	FY25	FY24	FY23	FY22	FY21	FY20	FY19	FY18	FY17
Spore GRM (USD/bbl)	6.7	3.7	4.1	4.7	3.1	5.0	3.6	3.5	3.8	6.6	10.8	5.0	0.5	3.2	4.9	7.2	6.2
Product cracks (USD/bbl)																	
Diesel	15.5	13.6	13.5	14.2	14.6	14.6	12.8	13.9	14.0	20.5	35.7	10.5	4.7	13.6	14.4	13.2	11.1
Petrol	12.9	9.3	9.5	10.5	9.3	11.4	10.7	13.3	11.2	16.2	19.1	13.7	4.6	10.0	8.4	14.6	14.9
Naptha	-1.2	-4.9	-1.8	-3.7	-3.9	-2.8	-5.6	-9.9	-5.6	-11.8	-12.1	1.6	-0.8	-5.4	-3.9	0.2	1.2
LPG	-18.8	-23.7	-20.7	-22.0	-22.9	-19.6	-23.5	-31.6	-24.4	-29.7	-36.3	-15.1	-6.9	-22.2	-22.3	-13.2	-11.4
Jet Kero	15.5	13.8	13.6	14.4	14.4	14.8	13.3	13.6	14.0	21.2	33.1	9.3	1.4	13.0	14.9	13.3	11.6
Fuel Oil/others	2.7	0.6	0.7	1.3	-1.4	-2.8	-6.0	-5.5	-3.9	-9.4	-18.4	-6.5	-2.2	-6.9	-1.5	-3.2	-4.8
Brent (USD/bbl)	63.2	67.8	72.6	66.2	75.7	74.6	80.4	84.9	78.9	83.0	94.7	80.0	44.7	60.9	70.2	57.6	49.0

Source: Bloomberg

OMCs' valuation sensitivity to refining margin

Exhibit 51. IOCL's valuation (INR/share) sensitivity to refining business parameters

		FY26 Crude Throughput (m mtpa)						
		84.1	84.6	85.1	85.6	86.1	86.6	87.1
FY26 Core GRM (USD/bbl)	5.2	96	96	96	96	96	96	96
	5.7	108	108	108	108	108	108	108
	6.2	119	119	119	119	119	119	119
	6.7	130	130	130	130	130	130	130
	7.2	141	141	141	141	141	141	141
	7.7	153	153	153	153	153	153	153
	8.2	164	164	164	164	164	164	164

Source: Company, JM Financial

Exhibit 52. IOCL's EBITDA (INR Bn) sensitivity to refining business parameters

		FY26 Crude Throughput (m mtpa)						
		84.1	84.6	85.1	85.6	86.1	86.6	87.1
FY26 Core GRM (USD/bbl)	5.2	390	390	390	390	390	390	390
	5.7	414	414	414	414	414	414	414
	6.2	438	438	438	438	438	438	438
	6.7	462	462	462	462	462	462	462
	7.2	486	486	486	486	486	486	486
	7.7	510	510	510	510	510	510	510
	8.2	534	534	534	534	534	534	534

Source: Company, JM Financial

Exhibit 53. BPCL's valuation (INR/share) sensitivity to refining business parameters

		FY26 Crude Throughput (m mtpa)						
		32.0	32.5	33.0	33.5	34.0	34.5	35.0
FY26 Core GRM (USD/bbl)	6.2	235	236	236	237	238	239	240
	6.7	253	254	255	257	258	259	260
	7.2	272	273	275	276	277	279	280
	7.7	290	292	294	295	297	298	300
	8.2	309	311	313	314	316	318	320
	8.7	328	330	332	334	336	338	340
	9.2	346	348	351	353	355	358	360

Source: Company, JM Financial

Exhibit 54. BPCL's EBITDA (INR Bn) sensitivity to refining business parameters

		FY26 Crude Throughput (m mtpa)						
		32.0	32.5	33.0	33.5	34.0	34.5	35.0
FY26 Core GRM (USD/bbl)	6.2	220	221	222	223	224	225	226
	6.7	233	234	235	236	237	238	239
	7.2	245	247	248	249	250	252	253
	7.7	258	259	261	262	264	265	267
	8.2	271	272	274	276	277	279	280
	8.7	283	285	287	289	291	292	294
	9.2	296	298	300	302	304	306	308

Source: Company, JM Financial

Exhibit 55. HPCL's valuation (INR/share) sensitivity to refining business parameters

		FY26 Crude Throughput (m mtpa)						
		31.7	32.2	32.7	33.2	33.7	34.2	34.7
FY26 Core GRM (USD/bbl)	5.4	249	251	252	254	255	257	258
	5.9	273	275	277	279	281	283	285
	6.4	297	300	302	304	307	309	311
	6.9	321	324	327	330	333	335	338
	7.4	345	349	352	355	358	362	365
	7.9	369	373	377	380	384	388	392
	8.4	393	397	402	406	410	414	418

Source: Company, JM Financial

Exhibit 56. HPCL's EBITDA (INR Bn) sensitivity to refining business parameters

		FY26 Crude Throughput (m mtpa)						
		31.7	32.2	32.7	33.2	33.7	34.2	34.7
FY26 Core GRM (USD/bbl)	5.4	177	177	177	178	178	179	179
	5.9	185	185	186	187	187	188	189
	6.4	193	194	194	195	196	197	198
	6.9	201	202	203	204	205	206	207
	7.4	209	210	211	213	214	215	216
	7.9	217	219	220	221	222	224	225
	8.4	225	227	228	230	231	233	234

Source: Company, JM Financial

Exhibit 57. Changes in estimates and TP

	Revenue (INR mn)		EBITDA (INR mn)		PAT (INR mn)		TP (INR)	Rating
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E		
IOCL								
New	7,637,588	7,978,632	461,875	493,429	226,669	233,853	130	SELL
Old	7,637,588	7,978,632	461,875	493,429	226,669	233,853	130	SELL
Change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%	
BPCL								
New	4,103,992	4,269,793	262,317	271,279	144,670	145,486	295	HOLD
Old	4,103,992	4,269,793	262,317	271,279	144,670	145,486	295	HOLD
Change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%	
HPCL								
New	4,076,656	4,279,610	203,882	208,428	103,961	105,581	330	SELL
Old	4,076,656	4,279,610	203,882	208,428	103,961	105,581	330	SELL
Change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%	
ONGC								
New	6,836,645	6,610,921	1,012,798	1,118,097	490,930	541,183	290	BUY
Old	6,836,645	6,610,921	1,012,798	1,118,097	490,930	541,183	290	BUY
Change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%	
Oil India								
New	329,154	537,399	132,533	178,070	80,474	108,958	500	BUY
Old	329,092	537,306	128,658	173,921	78,780	106,573	500	BUY
Change	0.0%	0.0%	3.0%	2.4%	2.2%	2.2%	0%	

Source: JM Financial

ONGC Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Sales	63,72,590	60,48,296	64,91,588	62,99,581	65,83,254	
Sales Growth	27.1%	-5.1%	7.3%	-3.0%	4.5%	
Other Operating Income	0	0	0	0	0	
Total Revenue	63,72,590	60,48,296	64,91,588	62,99,581	65,83,254	
Cost of Goods Sold/Op. Exp	53,29,589	47,81,468	48,83,689	46,37,193	48,51,887	
Personnel Cost	64,835	70,264	76,348	82,073	88,276	
Other Expenses	1,21,059	1,10,103	5,18,753	4,62,218	4,84,833	
EBITDA	8,57,108	10,86,460	10,12,798	11,18,097	11,58,258	
EBITDA Margin	13.4%	18.0%	15.6%	17.7%	17.6%	
EBITDA Growth	-0.1%	26.8%	-6.8%	10.4%	3.6%	
Depn. & Amort.	3,30,456	3,45,733	3,67,535	3,93,465	4,10,298	
EBIT	5,26,652	7,40,727	6,45,263	7,24,632	7,47,960	
Other Income	80,741	1,22,219	1,58,181	1,62,005	1,64,645	
Finance Cost	78,894	1,01,942	1,11,388	1,14,444	1,17,197	
PBT before Excep. & Forex	5,28,499	7,61,005	6,92,057	7,72,194	7,95,408	
Excep. & Forex Inc./Loss(-)	-81,379	-16,364	1	1	1	
PBT	4,47,120	7,44,640	6,92,058	7,72,195	7,95,409	
Taxes	1,06,996	1,97,592	1,81,408	2,01,123	2,06,739	
Extraordinary Inc./Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	-26,288	1,02,755	55,856	77,798	73,336	
Reported Net Profit	3,67,093	4,92,214	4,90,930	5,41,183	5,62,884	
Adjusted Net Profit	4,48,473	5,08,578	4,90,929	5,41,182	5,62,883	
Net Margin	7.0%	8.4%	7.6%	8.6%	8.6%	
Diluted Share Cap. (mn)	12,580.3	12,580.3	12,580.3	12,580.3	12,580.3	
Diluted EPS (INR)	35.6	40.4	39.0	43.0	44.7	
Diluted EPS Growth	-5.8%	13.4%	-3.5%	10.2%	4.0%	
Total Dividend + Tax	1,41,528	1,54,109	1,96,372	2,16,473	2,25,154	
Dividend Per Share (INR)	11.3	12.3	15.6	17.2	17.9	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Profit before Tax	4,47,120	7,44,640	6,92,058	7,72,195	7,95,409	
Depn. & Amort.	2,45,815	2,87,627	2,92,634	3,12,790	3,26,928	
Net Interest Exp. / Inc. (-)	34,103	26,533	-46,794	-47,563	-47,448	
Inc (-) / Dec in WCcap.	87,090	1,357	62,118	46,930	11,970	
Others	2,02,037	78,128	0	0	0	
Taxes Paid	-1,55,544	-1,45,659	-1,81,408	-2,01,123	-2,06,739	
Operating Cash Flow	8,60,621	9,92,627	8,18,608	8,83,229	8,80,119	
Capex	-5,09,302	-5,19,016	-5,57,295	-5,71,017	-5,76,332	
Free Cash Flow	3,51,319	4,73,611	2,61,313	3,12,212	3,03,787	
Inc (-) / Dec in Investments	-2,82,235	-1,18,800	-26,541	-27,613	-28,718	
Others	40,588	65,148	1,58,182	1,62,006	1,64,646	
Investing Cash Flow	-7,50,949	-5,72,668	-4,25,653	-4,36,624	-4,40,404	
Inc / Dec (-) in Capital	-6,188	-6,093	0	0	0	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	1,74,342	-1,54,209	-7,930	23,150	18,034	
Others	-3,01,773	-2,44,730	-1,11,388	-1,14,444	-1,17,197	
Financing Cash Flow	-1,33,618	-4,05,031	-1,19,318	-91,294	-99,163	
Inc / Dec (-) in Cash	-23,947	14,928	2,73,637	3,55,311	3,40,552	
Opening Cash Balance	50,347	26,400	41,328	3,14,965	6,70,276	
Closing Cash Balance	26,400	41,328	3,14,965	6,70,276	10,10,827	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Shareholders' Fund	28,27,750	33,70,702	36,67,834	39,94,484	43,31,813	
Share Capital	62,901	62,901	62,901	62,901	62,901	
Reserves & Surplus	27,64,849	33,07,801	36,04,933	39,31,582	42,68,911	
Preference Share Capital	0	0	0	0	0	
Minority Interest	2,06,077	2,80,203	3,02,505	3,35,628	3,68,350	
Total Loans	12,91,856	11,97,554	11,89,624	12,12,774	12,30,808	
Def. Tax Liab. / Assets (-)	3,28,511	3,81,910	3,81,910	3,81,910	3,81,910	
Total - Equity & Liab.	46,54,194	52,30,370	55,41,874	59,24,796	63,12,881	
Net Fixed Assets	36,76,042	41,44,761	43,94,837	46,37,750	48,71,076	
Gross Fixed Assets	37,43,146	45,01,508	50,30,183	55,72,397	61,19,739	
Intangible Assets	1,20,334	1,21,364	1,21,364	1,21,364	1,21,364	
Less: Depn. & Amort.	13,52,477	16,38,328	19,45,547	22,73,650	26,16,657	
Capital WIP	11,65,039	11,60,217	11,88,836	12,17,638	12,46,629	
Investments	10,02,040	12,93,839	11,40,150	9,68,253	7,90,975	
Current Assets	15,02,001	16,63,330	19,59,373	22,90,371	26,82,718	
Inventories	4,42,409	5,22,505	5,31,667	5,14,113	5,36,992	
Sundry Debtors	2,13,741	2,22,984	37,660	34,727	29,282	
Cash & Bank Balances	26,400	41,328	3,14,965	6,70,276	10,10,827	
Loans & Advances	0	0	0	0	0	
Other Current Assets	8,19,452	8,76,514	10,75,081	10,71,255	11,05,617	
Current Liab. & Prov.	15,25,890	18,71,560	19,52,486	19,71,578	20,31,888	
Current Liabilities	5,54,512	5,89,318	7,42,485	7,21,405	7,40,828	
Provisions & Others	9,71,378	12,82,242	12,10,001	12,50,173	12,91,060	
Net Current Assets	-23,889	-2,08,230	6,887	3,18,793	6,50,830	
Total - Assets	46,54,194	52,30,370	55,41,874	59,24,796	63,12,881	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Margin	7.0%	8.4%	7.6%	8.6%	8.6%	
Asset Turnover (x)	1.4	1.2	1.2	1.1	1.0	
Leverage Factor (x)	1.7	1.7	1.6	1.6	1.5	
RoE	16.5%	16.4%	13.9%	14.1%	13.5%	

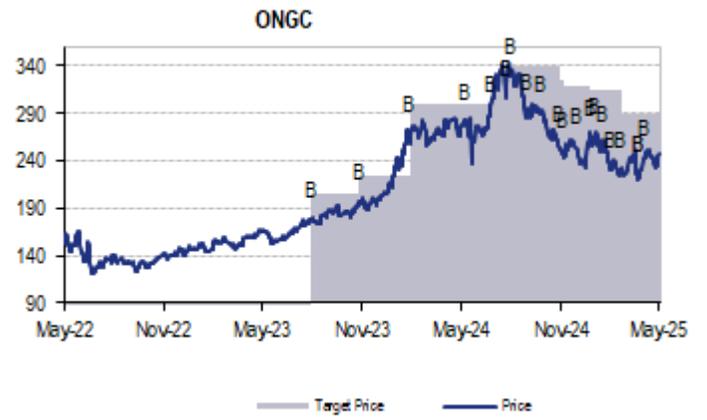
Key Ratios						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
BV/Share (INR)	224.8	267.9	291.6	317.5	344.3	
ROIC	12.3%	16.0%	13.2%	14.1%	13.8%	
ROE	16.5%	16.4%	13.9%	14.1%	13.5%	
Net Debt/Equity (x)	0.4	0.2	0.2	0.1	0.1	
P/E (x)	6.9	6.1	6.3	5.7	5.5	
P/B (x)	1.1	0.9	0.8	0.8	0.7	
EV/EBITDA (x)	5.0	3.9	4.1	3.6	3.4	
EV/Sales (x)	0.7	0.7	0.6	0.6	0.6	
Debtor days	12	13	2	2	2	
Inventory days	25	32	30	30	30	
Creditor days	22	28	35	36	36	

Source: Company, JM Financial

History of Recommendation and Target Price

Recommendation History

Date	Recommendation	Target Price	% Chg.
12-Aug-23	Buy	205	
11-Nov-23	Buy	225	9.7
11-Feb-24	Buy	300	33.2
21-May-24	Buy	300	0.1
7-Jul-24	Buy	325	8.2
6-Aug-24	Buy	325	0.2
16-Aug-24	Buy	340	4.4
13-Sep-24	Buy	340	0.3
7-Oct-24	Buy	340	-0.2
11-Nov-24	Buy	325	-4.3
18-Nov-24	Buy	320	-1.7
13-Dec-24	Buy	320	0.0
7-Jan-25	Buy	315	-1.5
17-Jan-25	Buy	315	0.0
1-Feb-25	Buy	315	0.0
14-Feb-25	Buy	315	0.0
5-Mar-25	Buy	290	-8.0
6-Apr-25	Buy	290	0.0
8-Apr-25	Buy	290	0.0
17-Apr-25	Buy	290	0.0



Oil India Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Sales	3,95,005	3,49,856	3,12,072	3,14,303	5,20,898	
Sales Growth	31.6%	-11.4%	-10.8%	0.7%	65.7%	
Other Operating Income	15,385	13,181	13,885	14,851	16,501	
Total Revenue	4,10,389	3,63,036	3,25,957	3,29,154	5,37,399	
Cost of Goods Sold/Op. Exp	2,57,709	2,37,994	2,03,553	1,96,621	3,59,329	
Personnel Cost	0	0	0	0	0	
Other Expenses	0	0	0	0	0	
EBITDA	1,52,681	1,25,042	1,22,404	1,32,533	1,78,070	
EBITDA Margin	37.2%	34.4%	37.6%	40.3%	33.1%	
EBITDA Growth	45.4%	-18.1%	-2.1%	8.3%	34.4%	
Depn. & Amort.	19,469	21,290	22,354	23,472	24,646	
EBIT	1,33,211	1,03,752	1,00,049	1,09,061	1,53,425	
Other Income	7,194	13,429	14,543	15,602	17,078	
Finance Cost	9,009	9,637	11,801	13,175	14,008	
PBT before Excep. & Forex	1,31,396	1,07,544	1,02,791	1,11,489	1,56,494	
Excep. & Forex Inc./Loss(-)	0	-23,656	0	0	0	
PBT	1,31,396	83,888	1,02,791	1,11,489	1,56,494	
Taxes	32,895	18,655	26,726	28,987	40,688	
Extraordinary Inc./Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	11,301	11,024	9,421	11,169	15,989	
Reported Net Profit	87,286	63,351	75,786	80,474	1,08,958	
Adjusted Net Profit	87,286	87,007	75,786	80,474	1,08,958	
Net Margin	21.3%	24.0%	23.3%	24.4%	20.3%	
Diluted Share Cap. (mn)	1,626.6	1,626.6	1,626.6	1,626.6	1,626.6	
Diluted EPS (INR)	53.7	53.5	46.6	49.5	67.0	
Diluted EPS Growth	55.3%	-0.3%	-12.9%	6.2%	35.4%	
Total Dividend + Tax	32,532	25,619	30,736	31,097	35,185	
Dividend Per Share (INR)	20.0	15.8	18.9	19.1	21.6	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Shareholders' Fund	3,84,815	4,83,390	5,33,290	5,89,266	6,74,457	
Share Capital	10,844	10,844	10,844	10,844	10,844	
Reserves & Surplus	3,73,971	4,72,546	5,22,446	5,78,421	6,63,613	
Preference Share Capital	0	0	0	0	0	
Minority Interest	33,711	42,867	42,867	42,867	42,867	
Total Loans	1,85,489	2,36,403	2,80,256	2,96,519	3,16,761	
Def. Tax Liab. / Assets (-)	33,178	32,000	32,000	32,000	32,000	
Total - Equity & Liab.	6,37,192	7,94,659	8,88,412	9,60,651	10,66,085	
Net Fixed Assets	2,99,902	4,04,851	5,18,810	6,01,784	6,78,728	
Gross Fixed Assets	1,80,371	2,04,574	2,28,534	2,51,507	2,68,451	
Intangible Assets	0	0	0	0	0	
Less: Depn. & Amort.	0	0	0	0	0	
Capital WIP	1,19,532	2,00,277	2,90,277	3,50,277	50,277	
Investments	3,06,632	3,91,619	3,74,849	3,58,917	3,43,782	
Current Assets	1,32,296	1,25,059	1,19,749	1,25,057	1,78,928	
Inventories	0	0	0	0	0	
Sundry Debtors	0	0	0	0	0	
Cash & Bank Balances	3,406	3,160	5,420	9,338	16,128	
Loans & Advances	0	0	0	0	0	
Other Current Assets	1,28,890	1,21,899	1,14,329	1,15,719	1,62,800	
Current Liab. & Prov.	1,01,638	1,26,870	1,24,996	1,25,106	1,35,353	
Current Liabilities	0	0	0	0	0	
Provisions & Others	1,01,638	1,26,870	1,24,996	1,25,106	1,35,353	
Net Current Assets	30,658	-1,811	-5,247	-49	43,575	
Total - Assets	6,37,192	7,94,659	8,88,412	9,60,651	10,66,085	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Profit before Tax	1,31,439	88,459	1,07,362	1,16,060	1,61,065	
Depn. & Amort.	19,469	21,290	22,354	23,472	24,646	
Net Interest Exp. / Inc. (-)	2,763	-2,495	37	1,184	1,626	
Inc (-) / Dec in WCcap.	-21,097	-6,778	6,570	-388	-35,925	
Others	14,953	35,646	0	0	0	
Taxes Paid	-33,422	-26,791	-26,726	-28,987	-40,688	
Operating Cash Flow	1,14,104	1,09,331	1,09,597	1,11,341	1,10,723	
Capex	-85,246	-1,20,628	-1,36,314	-1,06,445	-1,01,590	
Free Cash Flow	28,859	-11,297	-26,716	4,896	9,133	
Inc (-) / Dec in Investments	-11,128	-16,579	15,896	15,040	14,226	
Others	5,059	11,195	11,764	11,990	12,382	
Investing Cash Flow	-91,314	-1,26,012	-1,08,653	-79,415	-74,982	
Inc / Dec (-) in Capital	0	0	0	0	0	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	9,267	48,446	43,853	16,263	20,242	
Others	-34,574	-32,011	-42,537	-44,271	-49,194	
Financing Cash Flow	-25,307	16,434	1,316	-28,008	-28,951	
Inc / Dec (-) in Cash	-2,517	-246	2,260	3,918	6,790	
Opening Cash Balance	5,923	3,406	3,160	5,420	9,338	
Closing Cash Balance	3,406	3,160	5,420	9,338	16,128	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Margin	21.3%	24.0%	23.3%	24.4%	20.3%	
Asset Turnover (x)	0.7	0.5	0.4	0.4	0.5	
Leverage Factor (x)	1.7	1.6	1.7	1.6	1.6	
RoE	25.3%	20.0%	14.9%	14.3%	17.2%	

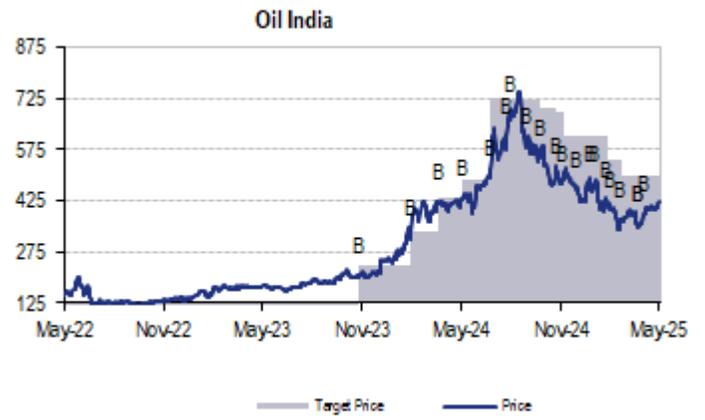
Key Ratios						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
BV/Share (INR)	236.6	297.2	327.9	362.3	414.6	
ROIC	40.5%	24.4%	17.5%	15.6%	18.4%	
ROE	25.3%	20.0%	14.9%	14.3%	17.2%	
Net Debt/Equity (x)	0.4	0.4	0.4	0.4	0.4	
P/E (x)	7.9	7.9	9.1	8.6	6.3	
P/B (x)	1.8	1.4	1.3	1.2	1.0	
EV/EBITDA (x)	5.7	7.3	7.8	7.3	5.5	
EV/Sales (x)	2.1	2.5	2.9	2.9	1.8	
Debtor days	0	0	0	0	0	
Inventory days	0	0	0	0	0	
Creditor days	0	0	0	0	0	

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
8-Nov-23	Buy	237	
13-Feb-24	Buy	334	40.7
5-Apr-24	Buy	433	29.9
20-May-24	Buy	484	11.7
7-Jul-24	Buy	725	49.9
8-Aug-24	Buy	700	-3.5
16-Aug-24	Buy	720	2.8
13-Sep-24	Buy	720	0.0
7-Oct-24	Buy	695	-3.5
5-Nov-24	Buy	685	-1.5
18-Nov-24	Buy	615	-10.2
13-Dec-24	Buy	615	0.0
7-Jan-25	Buy	615	0.0
17-Jan-25	Buy	615	0.0
8-Feb-25	Buy	545	-11.4
14-Feb-25	Buy	545	0.0
5-Mar-25	Buy	500	-8.3
6-Apr-25	Buy	500	0.0
8-Apr-25	Buy	500	0.0
17-Apr-25	Buy	500	0.0

Recommendation History



IOCL Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Net Sales	88,12,355	85,93,627	86,57,708	90,44,304	94,77,253	
Sales Growth	-7.4%	-2.5%	0.7%	4.5%	4.8%	
Other Operating Income	0	0	0	0	0	
Total Revenue	88,12,355	85,93,627	86,57,708	90,44,304	94,77,253	
EBITDA	7,55,951	3,59,905	4,61,875	4,93,429	5,25,551	
EBITDA Margin	8.6%	4.2%	5.3%	5.5%	5.5%	
EBITDA Growth	146.2%	-52.4%	28.3%	6.8%	6.5%	
Depn. & Amort.	1,58,661	1,67,773	1,74,825	1,91,672	1,71,871	
EBIT	5,97,290	1,92,132	2,87,050	3,01,757	3,53,679	
Other Income	38,386	35,137	49,834	46,305	47,038	
Finance Cost	78,257	92,619	64,314	66,996	67,273	
PBT before Excep. & Forex	5,57,419	1,34,650	2,72,570	2,81,066	3,33,445	
Excep. & Forex Inc./Loss(-)	0	18,380	0	0	0	
PBT	5,57,419	1,53,030	2,72,570	2,81,066	3,33,445	
Taxes	1,41,266	32,746	50,651	52,874	62,664	
Extraordinary Inc./Loss(-)	0	18,380	0	0	0	
Assoc. Profit/Min. Int.(-)	1,145	15,694	15,871	17,012	18,421	
Reported Net Profit	4,45,926	1,58,178	2,26,669	2,33,853	2,77,109	
Adjusted Net Profit	4,45,926	1,39,798	2,26,669	2,33,853	2,77,109	
Net Margin	5.1%	1.6%	2.6%	2.6%	2.9%	
Diluted Share Cap. (mn)	14,121.2	14,121.2	14,121.2	14,121.2	14,121.2	
Diluted EPS (INR)	31.6	9.9	16.1	16.6	19.6	
Diluted EPS Growth	355.4%	-68.6%	62.1%	3.2%	18.5%	
Total Dividend + Tax	1,69,455	42,364	67,357	70,455	84,247	
Dividend Per Share (INR)	12.0	3.0	4.8	5.0	6.0	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Shareholders' Fund	18,34,163	18,64,873	20,07,798	21,57,191	23,35,270	
Share Capital	1,37,716	1,37,716	1,37,716	1,37,716	1,37,716	
Reserves & Surplus	16,96,447	17,27,158	18,70,083	20,19,476	21,97,554	
Preference Share Capital	0	0	0	0	0	
Minority Interest	47,467	45,373	49,266	53,239	57,471	
Total Loans	12,34,536	14,25,599	14,38,408	14,52,126	14,35,646	
Def. Tax Liab. / Assets (-)	1,89,607	2,06,650	2,06,650	2,06,650	2,06,650	
Total - Equity & Liab.	33,05,773	35,42,495	37,02,121	38,69,205	40,35,037	
Net Fixed Assets	25,70,302	27,90,635	29,60,723	31,16,006	32,93,229	
Gross Fixed Assets	28,15,054	30,34,271	33,41,078	36,48,020	39,55,101	
Intangible Assets	10	10	10	10	10	
Less: Depn. & Amort.	8,55,087	10,22,860	11,97,685	13,89,357	15,61,228	
Capital WIP	6,10,324	7,79,213	8,17,320	8,57,332	8,99,346	
Investments	5,70,725	5,94,814	5,53,307	5,18,672	4,74,592	
Current Assets	16,82,593	16,83,222	16,29,278	17,42,454	18,50,045	
Inventories	12,13,758	11,38,785	10,69,088	10,74,219	10,79,982	
Sundry Debtors	1,38,315	1,85,510	1,15,812	1,20,944	1,26,707	
Cash & Bank Balances	12,466	6,732	1,70,621	2,19,112	2,54,164	
Loans & Advances	30,799	38,522	30,632	72,685	1,19,811	
Other Current Assets	2,87,255	3,13,674	2,43,124	2,55,494	2,69,382	
Current Liab. & Prov.	15,17,848	15,26,175	14,41,186	15,07,926	15,82,829	
Current Liabilities	5,94,541	6,05,349	5,81,722	6,05,806	6,32,805	
Provisions & Others	9,23,307	9,20,826	8,59,464	9,02,120	9,50,025	
Net Current Assets	1,64,745	1,57,047	1,88,091	2,34,528	2,67,216	
Total - Assets	33,05,773	35,42,495	37,02,121	38,69,205	40,35,037	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Profit before Tax	5,72,878	1,70,635	2,82,881	2,92,402	3,45,819	
Depn. & Amort.	1,58,661	1,67,773	1,74,825	1,91,672	1,71,871	
Net Interest Exp. / Inc. (-)	45,814	59,938	14,480	20,691	20,234	
Inc (-) / Dec in WCap.	62,562	-7,333	1,32,846	2,053	2,364	
Others	-9,401	-13,080	0	0	0	
Taxes Paid	-1,19,050	-30,941	-50,651	-52,874	-62,664	
Operating Cash Flow	7,11,464	3,46,993	5,54,380	4,53,945	4,77,625	
Capex	-3,71,754	-3,48,499	-3,44,913	-3,46,955	-3,49,094	
Free Cash Flow	3,39,711	-1,507	2,09,467	1,06,990	1,28,530	
Inc (-) / Dec in Investments	12,594	-13,524	23,451	18,928	27,482	
Others	44,044	43,541	49,834	46,305	47,038	
Investing Cash Flow	-3,15,115	-3,18,482	-2,71,629	-2,81,722	-2,74,574	
Inc / Dec (-) in Capital	0	0	0	0	0	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	-1,78,303	1,78,144	12,809	13,718	-16,479	
Others	-2,15,544	-2,12,389	-1,31,670	-1,37,451	-1,51,519	
Financing Cash Flow	-3,93,846	-34,245	-1,18,862	-1,23,733	-1,67,999	
Inc / Dec (-) in Cash	2,502	-5,734	1,63,889	48,490	35,052	
Opening Cash Balance	9,964	12,466	6,732	1,70,621	2,19,112	
Closing Cash Balance	12,466	6,732	1,70,621	2,19,112	2,54,164	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Net Margin	5.1%	1.6%	2.6%	2.6%	2.9%	
Asset Turnover (x)	2.8	2.5	2.4	2.4	2.4	
Leverage Factor (x)	2.0	1.9	1.9	1.8	1.8	
RoE	27.6%	7.6%	11.7%	11.2%	12.3%	

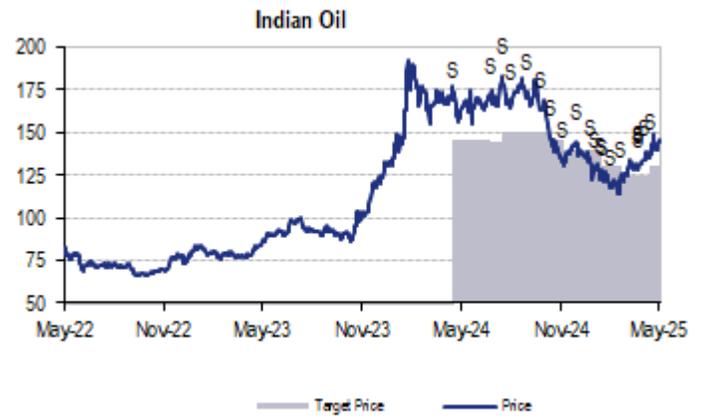
Key Ratios						
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
BV/Share (INR)	129.9	132.1	142.2	152.8	165.4	
ROIC	18.1%	5.7%	8.5%	8.6%	9.5%	
ROE	27.6%	7.6%	11.7%	11.2%	12.3%	
Net Debt/Equity (x)	0.7	0.7	0.6	0.6	0.5	
P/E (x)	4.6	14.6	9.0	8.8	7.4	
P/B (x)	1.1	1.1	1.0	0.9	0.9	
EV/EBITDA (x)	4.4	9.7	7.3	6.8	6.3	
EV/Sales (x)	0.4	0.4	0.4	0.4	0.3	
Debtor days	6	8	5	5	5	
Inventory days	50	48	45	43	42	
Creditor days	27	27	26	26	26	

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
30-Apr-24	Sell	145	
7-Jul-24	Sell	145	-0.4
30-Jul-24	Sell	150	3.7
16-Aug-24	Sell	150	-0.2
13-Sep-24	Sell	150	-0.1
7-Oct-24	Sell	150	0.5
28-Oct-24	Sell	145	-3.6
18-Nov-24	Sell	140	-3.7
13-Dec-24	Sell	140	0.1
7-Jan-25	Sell	140	-0.2
17-Jan-25	Sell	140	0.0
27-Jan-25	Sell	130	-6.9
29-Jan-25	Sell	130	0.0
14-Feb-25	Sell	130	-0.1
5-Mar-25	Sell	125	-4.0
6-Apr-25	Sell	125	0.2
7-Apr-25	Sell	125	0.0
8-Apr-25	Sell	125	0.0
17-Apr-25	Sell	125	0.0
30-Apr-25	Sell	130	4.1

Recommendation History



BPCL Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Net Sales	50,69,926	50,05,175	41,03,992	42,69,793	44,42,293	
Sales Growth	-5.0%	-1.3%	-18.0%	4.0%	4.0%	
Other Operating Income	0	0	0	0	0	
Total Revenue	50,69,926	50,05,175	41,03,992	42,69,793	44,42,293	
Cost of Goods Sold/Op. Exp	0	0	0	0	0	
Personnel Cost	0	0	0	0	0	
Other Expenses	0	0	0	0	0	
EBITDA	4,40,820	2,54,014	2,62,317	2,71,279	2,80,599	
EBITDA Margin	8.7%	5.1%	6.4%	6.4%	6.3%	
EBITDA Growth	304.9%	-42.4%	3.3%	3.4%	3.4%	
Depn. & Amort.	67,713	72,567	79,694	87,064	94,434	
EBIT	3,73,108	1,81,447	1,82,623	1,84,215	1,86,164	
Other Income	22,347	26,847	31,479	32,109	32,751	
Finance Cost	41,489	35,914	21,091	23,717	29,106	
PBT before Excep. & Forex	3,53,966	1,72,380	1,93,011	1,92,606	1,89,809	
Excep. & Forex Inc./Loss(-)	-2,677	-3,784	0	0	0	
PBT	3,51,289	1,68,596	1,93,011	1,92,606	1,89,809	
Taxes	93,356	48,458	48,253	48,152	47,452	
Extraordinary Inc./Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	10,655	13,227	-88	1,031	2,219	
Reported Net Profit	2,68,588	1,33,366	1,44,670	1,45,486	1,44,576	
Adjusted Net Profit	2,71,265	1,37,150	1,44,670	1,45,486	1,44,576	
Net Margin	5.4%	2.7%	3.5%	3.4%	3.3%	
Diluted Share Cap. (mn)	4,272.6	4,272.6	4,272.6	4,272.6	4,272.6	
Diluted EPS (INR)	63.5	32.1	33.9	34.1	33.8	
Diluted EPS Growth	616.5%	-49.4%	5.5%	0.6%	-0.6%	
Total Dividend + Tax	89,724	42,726	50,665	50,559	49,825	
Dividend Per Share (INR)	21.0	10.0	11.9	11.8	11.7	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Shareholders' Fund	7,56,351	8,13,841	9,07,934	10,01,829	10,94,361	
Share Capital	21,363	42,726	42,726	42,726	42,726	
Reserves & Surplus	7,34,988	7,71,115	8,65,208	9,59,104	10,51,635	
Preference Share Capital	0	0	0	0	0	
Minority Interest	0	0	0	0	0	
Total Loans	4,54,849	5,10,609	5,32,611	5,93,331	7,02,367	
Def. Tax Liab. / Assets (-)	79,757	82,927	82,927	82,927	82,927	
Total - Equity & Liab.	12,90,957	14,07,377	15,23,471	16,78,087	18,79,655	
Net Fixed Assets	10,70,021	11,50,149	12,70,244	14,28,332	16,26,158	
Gross Fixed Assets	12,11,684	13,02,551	14,32,551	15,62,551	16,92,551	
Intangible Assets	0	0	0	0	0	
Less: Depn. & Amort.	3,43,702	4,16,269	4,95,964	5,83,028	6,77,462	
Capital WIP	2,02,040	2,63,868	3,33,657	4,48,810	6,11,070	
Investments	2,63,256	3,27,852	3,25,701	3,23,594	3,21,528	
Current Assets	6,90,900	7,05,821	6,83,285	6,93,456	7,11,265	
Inventories	4,28,361	4,52,652	3,93,551	4,09,450	4,25,991	
Sundry Debtors	83,420	93,390	78,867	82,047	85,355	
Cash & Bank Balances	23,007	5,579	56,667	47,759	45,719	
Loans & Advances	0	0	0	0	0	
Other Current Assets	1,56,111	1,54,200	1,54,200	1,54,200	1,54,200	
Current Liab. & Prov.	7,33,220	7,76,446	7,55,759	7,67,295	7,79,296	
Current Liabilities	2,83,058	3,06,341	2,85,654	2,97,190	3,09,191	
Provisions & Others	4,50,162	4,70,105	4,70,105	4,70,105	4,70,105	
Net Current Assets	-42,320	-70,625	-72,474	-73,839	-68,031	
Total - Assets	12,90,957	14,07,377	15,23,471	16,78,087	18,79,655	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Profit before Tax	3,51,289	1,68,596	1,93,011	1,92,606	1,89,809	
Depn. & Amort.	67,713	72,567	79,694	87,064	94,434	
Net Interest Exp. / Inc. (-)	27,256	19,744	-10,388	-8,392	-3,645	
Inc (-) / Dec in WCcap.	-12,047	9,068	52,937	-7,543	-7,848	
Others	12,082	6,701	0	0	0	
Taxes Paid	-86,595	-39,897	-48,253	-48,152	-47,452	
Operating Cash Flow	3,59,696	2,36,778	2,67,002	2,15,585	2,25,299	
Capex	-88,386	-1,33,426	-1,99,789	-2,45,152	-2,92,260	
Free Cash Flow	2,71,310	1,03,352	67,212	-29,568	-66,962	
Inc (-) / Dec in Investments	-38,872	1,58,877	2,151	2,108	2,066	
Others	21,716	-2,17,252	31,479	32,109	32,751	
Investing Cash Flow	-1,05,543	-1,91,800	-1,66,159	-2,10,936	-2,57,444	
Inc / Dec (-) in Capital	0	0	0	0	0	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	-1,54,911	47,275	22,002	60,720	1,09,036	
Others	-99,362	-1,09,681	-71,756	-74,276	-78,931	
Financing Cash Flow	-2,54,273	-62,406	-49,755	-13,556	30,105	
Inc / Dec (-) in Cash	-120	-17,428	51,088	-8,907	-2,040	
Opening Cash Balance	23,127	23,007	5,579	56,667	47,759	
Closing Cash Balance	23,007	5,579	56,667	47,759	45,719	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Net Margin	5.4%	2.7%	3.5%	3.4%	3.3%	
Asset Turnover (x)	4.0	3.7	2.8	2.7	2.5	
Leverage Factor (x)	1.9	1.7	1.7	1.7	1.7	
RoE	42.0%	17.5%	16.8%	15.2%	13.8%	

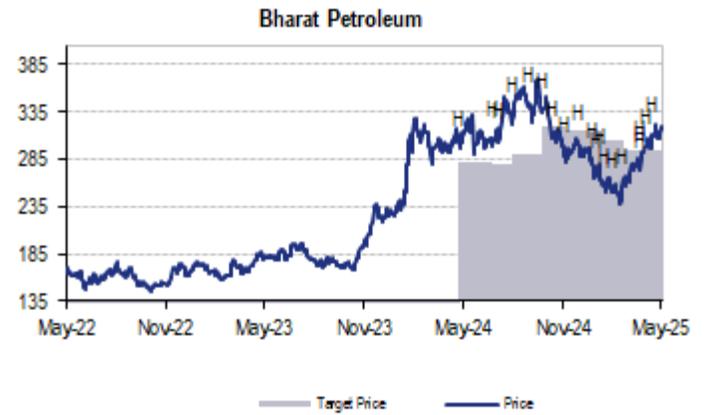
Key Ratios						
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
BV/Share (INR)	177.0	190.5	212.5	234.5	256.1	
ROIC	30.2%	13.5%	13.4%	12.1%	10.5%	
ROE	42.0%	17.5%	16.8%	15.2%	13.8%	
Net Debt/Equity (x)	0.5	0.5	0.4	0.4	0.5	
P/E (x)	5.0	10.0	9.5	9.4	9.5	
P/B (x)	1.8	1.7	1.5	1.4	1.2	
EV/EBITDA (x)	3.9	6.9	6.5	6.6	6.8	
EV/Sales (x)	0.3	0.3	0.4	0.4	0.4	
Debtor days	6	7	7	7	7	
Inventory days	31	33	35	35	35	
Creditor days	22	24	27	27	27	

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
9-May-24	Hold	283	
7-Jul-24	Hold	280	-0.8
19-Jul-24	Hold	280	-0.3
16-Aug-24	Hold	290	3.8
13-Sep-24	Hold	290	0.0
7-Oct-24	Hold	320	10.2
25-Oct-24	Hold	320	0.0
18-Nov-24	Hold	315	-1.5
13-Dec-24	Hold	315	0.0
7-Jan-25	Hold	315	-0.1
17-Jan-25	Hold	315	0.0
22-Jan-25	Hold	305	-3.1
29-Jan-25	Hold	305	0.0
14-Feb-25	Hold	305	0.0
5-Mar-25	Hold	295	-3.4
6-Apr-25	Hold	295	0.0
7-Apr-25	Hold	295	0.0
8-Apr-25	Hold	295	0.0
17-Apr-25	Hold	295	0.0
29-Apr-25	Hold	295	0.0

Recommendation History



HPCL Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Net Sales	43,38,565	43,41,062	40,76,656	42,79,610	44,93,239	
Sales Growth	-1.6%	0.1%	-6.1%	5.0%	5.0%	
Other Operating Income	0	0	0	0	0	
Total Revenue	43,38,565	43,41,062	40,76,656	42,79,610	44,93,239	
Cost of Goods Sold/Op. Exp	38,75,516	39,48,989	36,98,922	38,83,071	40,76,905	
Personnel Cost	34,697	33,812	37,194	40,913	45,004	
Other Expenses	1,79,074	1,92,749	1,36,659	1,47,199	1,55,067	
EBITDA	2,49,278	1,65,512	2,03,882	2,08,428	2,16,262	
EBITDA Margin	5.7%	3.8%	5.0%	4.9%	4.8%	
EBITDA Growth	0.0%	-33.6%	23.2%	2.2%	3.8%	
Depn. & Amort.	55,964	61,541	66,481	73,022	79,695	
EBIT	1,93,314	1,03,971	1,37,401	1,35,405	1,36,568	
Other Income	19,169	20,879	24,889	25,636	26,405	
Finance Cost	25,560	33,655	33,669	34,781	35,547	
PBT before Excep. & Forex	1,86,923	91,195	1,28,621	1,26,260	1,27,426	
Excep. & Forex Inc./Loss(-)	0	0	0	0	0	
PBT	1,86,923	91,195	1,28,621	1,26,260	1,27,426	
Taxes	44,857	22,642	32,347	31,753	32,046	
Extraordinary Inc./Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	18,080	-1,196	7,686	11,074	14,142	
Reported Net Profit	1,60,146	67,357	1,03,961	1,05,581	1,09,522	
Adjusted Net Profit	1,60,146	67,357	1,03,961	1,05,581	1,09,522	
Net Margin	3.7%	1.6%	2.6%	2.5%	2.4%	
Diluted Share Cap. (mn)	2,128.4	2,128.4	2,128.4	2,128.4	2,128.4	
Diluted EPS (INR)	75.2	31.6	48.8	49.6	51.5	
Diluted EPS Growth	0.0%	-57.9%	54.3%	1.6%	3.7%	
Total Dividend + Tax	44,697	22,348	29,214	28,678	28,943	
Dividend Per Share (INR)	21.0	10.5	13.7	13.5	13.6	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Shareholders' Fund	4,69,214	5,11,443	5,78,503	6,44,333	7,10,770	
Share Capital	14,189	21,282	21,282	21,282	21,282	
Reserves & Surplus	4,55,024	4,90,161	5,57,221	6,23,051	6,89,488	
Preference Share Capital	0	0	0	0	0	
Minority Interest	0	0	0	0	0	
Total Loans	6,28,131	6,64,289	6,92,778	7,07,054	7,22,232	
Def. Tax Liab. / Assets (-)	69,329	77,077	77,077	77,077	77,077	
Total - Equity & Liab.	11,66,674	12,52,808	13,48,358	14,28,464	15,10,079	
Net Fixed Assets	9,95,354	10,38,414	10,95,488	11,48,491	11,97,342	
Gross Fixed Assets	11,02,629	12,27,696	13,47,696	14,70,096	15,94,944	
Intangible Assets	0	0	0	0	0	
Less: Depn. & Amort.	3,08,053	3,68,953	4,35,434	5,08,456	5,88,151	
Capital WIP	2,00,778	1,79,672	1,83,226	1,86,852	1,90,550	
Investments	2,46,625	2,40,988	2,52,147	2,63,844	2,76,105	
Current Assets	5,85,704	6,68,044	6,95,474	7,43,601	7,98,497	
Inventories	3,42,115	3,83,253	3,36,864	3,53,545	3,71,103	
Sundry Debtors	93,241	1,17,807	1,10,719	1,16,239	1,22,049	
Cash & Bank Balances	4,734	2,538	83,445	1,09,371	1,40,899	
Loans & Advances	0	0	0	0	0	
Other Current Assets	1,45,614	1,64,446	1,64,446	1,64,446	1,64,446	
Current Liab. & Prov.	6,61,010	6,94,638	6,94,751	7,27,472	7,61,866	
Current Liabilities	2,73,000	2,98,008	2,80,179	2,94,063	3,08,677	
Provisions & Others	3,88,010	3,96,630	4,14,571	4,33,409	4,53,189	
Net Current Assets	-75,306	-26,594	723	16,128	36,631	
Total - Assets	11,66,674	12,52,808	13,48,358	14,28,464	15,10,079	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Profit before Tax	1,86,923	91,195	1,28,621	1,26,260	1,27,426	
Depn. & Amort.	55,964	61,541	66,481	73,022	79,695	
Net Interest Exp. / Inc. (-)	21,405	29,837	29,118	30,094	30,719	
Inc (-) / Dec in WCcap.	-27,718	-44,359	53,590	10,521	11,025	
Others	4,780	209	0	0	0	
Taxes Paid	-2,835	3,854	-32,347	-31,753	-32,046	
Operating Cash Flow	2,38,519	1,42,277	2,45,463	2,08,144	2,16,819	
Capex	-1,00,712	-95,793	-1,23,554	-1,26,026	-1,28,546	
Free Cash Flow	1,37,806	46,484	1,21,909	82,118	88,272	
Inc (-) / Dec in Investments	-39,493	-18,845	-11,159	-11,697	-12,261	
Others	10,014	9,072	4,551	4,687	4,828	
Investing Cash Flow	-1,30,192	-1,05,566	-1,30,163	-1,33,035	-1,35,980	
Inc / Dec (-) in Capital	0	0	0	0	0	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	-58,139	28,385	28,489	14,276	15,178	
Others	-62,001	-67,292	-62,883	-63,459	-64,489	
Financing Cash Flow	-1,20,140	-38,908	-34,394	-49,183	-49,311	
Inc / Dec (-) in Cash	-11,814	-2,196	80,907	25,926	31,528	
Opening Cash Balance	16,548	4,734	2,538	83,445	1,09,371	
Closing Cash Balance	4,734	2,538	83,445	1,09,371	1,40,899	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
Net Margin	3.7%	1.6%	2.6%	2.5%	2.4%	
Asset Turnover (x)	4.0	3.6	3.1	3.1	3.1	
Leverage Factor (x)	2.8	2.5	2.4	2.3	2.2	
RoE	40.4%	13.7%	19.1%	17.3%	16.2%	

Key Ratios						
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E	
BV/Share (INR)	220.5	240.3	271.8	302.7	333.9	
ROIC	18.0%	8.8%	11.0%	10.6%	10.3%	
ROE	40.4%	13.7%	19.1%	17.3%	16.2%	
Net Debt/Equity (x)	1.3	1.3	1.1	0.9	0.8	
P/E (x)	5.4	13.0	8.4	8.3	8.0	
P/B (x)	1.9	1.7	1.5	1.4	1.2	
EV/EBITDA (x)	6.3	9.7	7.6	7.4	7.0	
EV/Sales (x)	0.4	0.4	0.4	0.4	0.3	
Debtor days	8	10	10	10	10	
Inventory days	29	32	30	30	30	
Creditor days	24	26	26	26	26	

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
9-May-24	Sell	293	
7-Jul-24	Sell	290	-1.3
29-Jul-24	Sell	290	0.0
16-Aug-24	Sell	290	0.1
13-Sep-24	Sell	290	-0.2
7-Oct-24	Sell	315	8.6
26-Oct-24	Sell	315	0.1
18-Nov-24	Sell	315	0.1
13-Dec-24	Sell	315	0.0
7-Jan-25	Sell	315	-0.2
17-Jan-25	Sell	315	0.0
23-Jan-25	Sell	320	1.8
29-Jan-25	Sell	320	0.0
14-Feb-25	Sell	320	0.0
5-Mar-25	Sell	320	0.0
6-Apr-25	Sell	320	0.0
7-Apr-25	Sell	320	-0.2
8-Apr-25	Sell	320	0.0
17-Apr-25	Sell	320	0.0
6-May-25	Sell	330	3.3

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

Registered Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +91 22 6630 3030 | Fax: +91 22 6630 3488 | Email: jmfinancial.research@jmfl.com | www.jmfl.com

Compliance Officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: sahil.salastekar@jmfl.com

Grievance officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: instcompliance@jmfl.com

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

Definition of ratings	
Rating	Meaning
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

Research Analyst(s) Certification

The Research Analyst(s), with respect to each issuer and its securities covered by them in this research report, certify that:

All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and

No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

Important Disclosures

This research report has been prepared by JM Financial Institutional Securities Limited (JM Financial Institutional Securities) to provide information about the company(ies) and sector(s), if any, covered in the report and may be distributed by it and/or its associates solely for the purpose of information of the select recipient of this report. This report and/or any part thereof, may not be duplicated in any form and/or reproduced or redistributed without the prior written consent of JM Financial Institutional Securities. This report has been prepared independent of the companies covered herein.

JM Financial Institutional Securities is registered with the Securities and Exchange Board of India (SEBI) as a Research Analyst and a Stock Broker having trading memberships of the BSE Ltd. (BSE) and National Stock Exchange of India Ltd. (NSE). No material disciplinary action has been taken by SEBI against JM Financial Institutional Securities in the past two financial years which may impact the investment decision making of the investor. Registration granted by SEBI and certification from the National Institute of Securities Market (NISM) in no way guarantee performance of JM Financial Institutional Securities or provide any assurance of returns to investors.

JM Financial Institutional Securities renders stock broking services primarily to institutional investors and provides the research services to its institutional clients/investors. JM Financial Institutional Securities and its associates are part of a multi-service, integrated investment banking, investment management, brokerage and financing group. JM Financial Institutional Securities and/or its associates might have provided or may provide services in respect of managing offerings of securities, corporate finance, investment banking, mergers & acquisitions, broking, financing or any other advisory services to the company(ies) covered herein. JM Financial Institutional Securities and/or its associates might have received during the past twelve months or may receive compensation from the company(ies) mentioned in this report for rendering any of the above services.

JM Financial Institutional Securities and/or its associates, their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) covered under this report or (c) act as an advisor or lender/borrower to, or may have any financial interest in, such company(ies) or (d) considering the nature of business/activities that JM Financial Institutional Securities is engaged in, it may have potential conflict of interest at the time of publication of this report on the subject company(ies).

Neither JM Financial Institutional Securities nor its associates or the Research Analyst(s) named in this report or his/her relatives individually own one per cent or more securities of the company(ies) covered under this report, at the relevant date as specified in the SEBI (Research Analysts) Regulations, 2014.

The Research Analyst(s) principally responsible for the preparation of this research report and their immediate relatives are prohibited from buying or selling debt or equity securities, including but not limited to any option, right, warrant, future, long or short position issued by company(ies) covered under this report. The Research Analyst(s) principally responsible for the preparation of this research report or their immediate relatives (as defined under SEBI (Research Analysts) Regulations, 2014); (a) do not have any financial interest in the company(ies) covered under this report or (b) did not receive any compensation from the company(ies) covered under this report, or from any third party, in connection with this report or (c) do not have any other material conflict of interest at the time of publication of this report. Research Analyst(s) are not serving as an officer, director or employee of the company(ies) covered under this report.

While reasonable care has been taken in the preparation of this report, it does not purport to be a complete description of the securities, markets or developments referred to herein, and JM Financial Institutional Securities does not warrant its accuracy or completeness. JM Financial Institutional Securities may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. This report is provided for information only and is not an investment advice and must not alone be taken as the basis for an investment decision.

This research report is based on the fundamental research/analysis conducted by the Research Analyst(s) named herein. Accordingly, this report has been prepared by studying/focusing on the fundamentals of the company(ies) covered in this report and other macro-economic factors. JM Financial Institutional Securities may have also issued or may issue, research reports and/or recommendations based on the technical/quantitative analysis of the company(ies) covered in this report by studying and using charts of the stock's price movement, trading volume and/or other volatility parameters. As a result, the views/recommendations expressed in such technical research reports could be inconsistent or even contrary to the views contained in this report.

The investment discussed or views expressed or recommendations/opinions given herein may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The information contained herein may be changed without notice and JM Financial Institutional Securities reserves the right to make modifications and alterations to this statement as they may deem fit from time to time.

This report is neither an offer nor solicitation of an offer to buy and/or sell any securities mentioned herein and/or not an official confirmation of any transaction.

This report is not directed or intended for distribution to, or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject JM Financial Institutional Securities and/or its affiliated company(ies) to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to a certain category of investors. Persons in whose possession this report may come, are required to inform themselves of and to observe such restrictions.

Additional disclosure only for U.S. persons: JM Financial Institutional Securities has entered into an agreement with JM Financial Securities, Inc. ("JM Financial Securities"), a U.S. registered broker-dealer and member of the Financial Industry Regulatory Authority ("FINRA") in order to conduct certain business in the United States in reliance on the exemption from U.S. broker-dealer registration provided by Rule 15a-6, promulgated under the U.S. Securities Exchange Act of 1934 (the "Exchange Act"), as amended, and as interpreted by the staff of the U.S. Securities and Exchange Commission ("SEC") (together "Rule 15a-6").

This research report is distributed in the United States by JM Financial Securities in compliance with Rule 15a-6, and as a "third party research report" for purposes of FINRA Rule 2241. In compliance with Rule 15a-6(a)(3) this research report is distributed only to "major U.S. institutional investors" as defined in Rule 15a-6 and is not intended for use by any person or entity that is not a major U.S. institutional investor. If you have received a copy of this research report and are not a major U.S. institutional investor, you are instructed not to read, rely on, or reproduce the contents hereof, and to destroy this research or return it to JM Financial Institutional Securities or to JM Financial Securities.

This research report is a product of JM Financial Institutional Securities, which is the employer of the research analyst(s) solely responsible for its content. The research analyst(s) preparing this research report is/are resident outside the United States and are not associated persons or employees of any U.S. registered broker-dealer. Therefore, the analyst(s) are not subject to supervision by a U.S. broker-dealer, or otherwise required to satisfy the regulatory licensing requirements of FINRA and may not be subject to the Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Any U.S. person who is recipient of this report that wishes further information regarding, or to effect any transaction in, any of the securities discussed in this report, must contact, and deal directly through a U.S. registered representative affiliated with a broker-dealer registered with the SEC and a member of FINRA. In the U.S., JM Financial Institutional Securities has an affiliate, JM Financial Securities, Inc. located at 1325 Avenue of the Americas, 28th Floor, Office No. 2821, New York, New York 10019. Telephone +1 (332) 900 4958 which is registered with the SEC and is a member of FINRA and SIPC.

Additional disclosure only for U.K. persons: Neither JM Financial Institutional Securities nor any of its affiliates is authorised in the United Kingdom (U.K.) by the Financial Conduct Authority. As a result, this report is for distribution only to persons who (i) 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, the "Financial Promotion Order"), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the matters to which this report relates may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This report is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons.

Additional disclosure only for Canadian persons: This report is not, and under no circumstances is to be construed as, an advertisement or a public offering of the securities described herein in Canada or any province or territory thereof. Under no circumstances is this report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the registration requirement in the relevant province or territory of Canada in which such offer or sale is made. This report is not, and under no circumstances is it to be construed as, a prospectus or an offering memorandum. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. If you are located in Canada, this report has been made available to you based on your representation that you are an "accredited investor" as such term is defined in National Instrument 45-106 Prospectus Exemptions and a "permitted client" as such term is defined in National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations. Under no circumstances is the information contained herein to be construed as investment advice in any province or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that JM Financial Securities, Inc., JM Financial Institutional Securities Limited, their affiliates and authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential loss arising from any use of this research report or the information contained herein.