

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	IOCL IN
Equity Shares (m)	14121
M.Cap.(INRb)/(USDb)	2023.3 / 23.9
52-Week Range (INR)	186 / 111
1, 6, 12 Rel. Per (%)	5/-/25
12M Avg Val (INR M)	3149

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	7,581	7,269	7,404
EBITDA	360	422	443
Adj. PAT	107	142	150
Adj. EPS (INR)	7.8	10.3	10.9
EPS Gr. (%)	-73.6	32.5	6.0
BV/Sh.(INR)	135.4	142.6	150.2
Ratios			
Net D:E	0.7	0.7	0.7
RoE (%)	5.8	7.4	7.4
RoCE (%)	5.8	6.6	6.6
Payout (%)	30.4	29.9	30.9
Valuations			
P/E (x)	18.4	13.9	13.1
P/BV (x)	1.1	1.0	1.0
EV/EBITDA (x)	9.3	8.1	7.8
Div. Yield (%)	2.1	2.1	2.4
FCF Yield (%)	(0.1)	4.5	6.7

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	51.5	51.5	51.5
DII	29.6	29.7	29.8
FII	7.4	7.4	8.5
Others	11.6	11.4	10.2

FII includes depository receipts

CMP: INR143

TP: INR165 (+15%)

Buy

4Q boosted by inventory gains

- IOCL's 4QFY25 EBITDA was a 110% beat on est., driven by higher-than-estimated GRM (USD8/bbl) as well as marketing margins (INR5.9/lit). With tax rate coming in below est., resultant PAT stood 5x above est. at INR72.6b.
- While we believe the rally in OMC stocks is now entering the last phase, we still see a few positive catalysts: 1) 1QFY26 earnings will likely benefit from lower LPG under-recoveries due to an INR50/cyl domestic LPG price hike recently. The decline in propane prices as winter demand wanes provides an additional upside; 2) Russian crude proportion for OMCs is expected to rise again in 1QFY26, supporting GRMs; and 3) the marketing business earnings momentum has remained robust.
- However, the earnings outlook for OMCs is clouded by: 1) expected inventory losses in 1QFY26 amid weak crude price environment (vs. inventory gain in 4QFY25), 2) risk of further excise duty hikes for MS/HSD, which can crimp marketing margins; historically OMCs have rarely made over INR8-10/ltr gross marketing margin on MS/HSD for more than two quarters (based on data for the last eight years), and 3) IOCL's FY25 DPS of INR3 (30% payout) being underwhelming and on the lower side of its historical payout range. With the ongoing heavy capex cycle, we estimate the payout ratio to be only ~30% for both FY26/FY27. IOCL's FY27 estimated dividend yield is below ~2% vs. HPCL's ~4.2%.
- IOCL's major refinery expansions (~17.7mmtpa) are slated for commissioning in 4QFY26-1HFY27. It is currently trading at 1x FY26E P/B, at par with its one-year forward LTA P/B.

Other key takeaways from the conference call

- IOCL plans to add another 3,000-4,000 retail outlets in FY26 (40k+ outlets operating currently).
- The company's FY25 petchem EBITDA was ~INR10b, while EBIT loss was INR2b.
- CGD segment: 6 out of 26 geographical Areas (GAs) are EBITDA positive. Another 7-8 GAs are likely to become EBITDA positive in FY26.
- The company plans to incur a capex of INR340b in FY26. INR170b/80b/30b/5b is expected to be spent on refining and pipeline/marketing/petrochemicals/CGDs.
- Panipat and Gujarat refinery expansion is expected to be commissioned by 4QFY25, while Barauni expansion is expected to be completed by 1HFY27.

Robust refining and marketing performance drive outperformance vs. estimates in 4Q

- Reported GRM came in sharply above our estimate at USD8/bbl; refining inventory gains stood at USD2.6/bbl during the quarter.
- Marketing margin stood at INR5.9/lit, 25% above estimates.
- Marketing and refining throughput came in line with our estimate.

Abhishek Nigam – Research Analyst (Abhishek.nigam@MotilalOswal.com)

Research Analyst: Rishabh Daga (Rishabh.Daga@motilaloswal.com)

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- However, the petchem segment's EBIT loss stood at INR2.1b (vs. EBIT loss of INR1.5b in 3QFY25).
- EBITDA was 110% above our estimate at INR135.7b (up 27% YoY).
- Additionally, an LPG under-recovery of INR55b was booked in 4Q (INR54.6b in 3Q).
- Reported PAT came in at INR72.6b (our est. of INR12.1b).
- Tax rate, other income, and interest expense came in below our estimates.
- As of Mar'25, IOCL had a cumulative negative net buffer of INR199.3b due to the under-recovery on LPG cylinders (INR143.3b as of Dec'24).
- In FY25, net sales were similar YoY at INR7.6t, while EBITDA/APAT declined 50%/72% YoY to INR356b/INR111b.
- The Board has recommended a final dividend of INR3/sh (FV INR10/sh).
- Moreover, an upward revision of INR29.5b has been approved for Barauni Refinery expansion projects (from 6mmtpa to 9mmtpa). The revised capex now amounts to INR167.24b.
- The Board has also approved an additional equity investment of INR10.9b in its wholly owned subsidiary, Terra Clean Limited, for setting up an additional 4.3 GW RE capacity, over and above the already approved 1 GW RE capacity. This brings the total equity investment in Terra Clean Limited to ~23.9b.

Valuation and view

- IOCL is set to commission multiple projects over the next two years, driving further growth. Refinery projects that are currently underway, including the Panipat refinery (25mmtpa), Gujarat refinery (18mmtpa), and Barauni refinery (9mmtpa), are expected to be completed in 4QFY26-FY27.
- The stock trades at 13.1x consolidated FY27E EPS of INR10.9 and 1x FY27E P/B. **We reiterate our BUY rating on the stock with a TP of INR165, valuing at 1.1x FY27E P/B.**

Standalone - Quarterly Earning Model

Y/E March	(INR b)											
	FY24				FY25E				FY24		FY25	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var. (%)
Net Sales	1975.3	1797.4	1991.0	1979.8	1932.4	1738.5	1939.0	1949.7	7743.5	7559.5	2015.6	-3%
YoY Change (%)	-11.9	-13.4	-2.8	-2.5	-2.2	-3.3	-2.6	-1.5	-7.8	-2.4	1.8	
EBITDA	221.5	221.6	155.9	106.9	86.3	41.9	91.7	135.7	705.8	355.7	64.8	110%
Margin (%)	11.2	12.3	7.8	5.4	4.5	2.4	4.7	7.0	9.1	4.7	3.2	
Depreciation	31.5	32.8	43.4	37.4	37.6	37.2	39.0	39.1	145.1	152.8	38.8	
Forex loss	-0.2	8.4	1.0	2.5	0.0	4.2	20.5	0.0	11.8	24.7	0.0	
Interest	16.3	18.5	18.3	20.2	19.6	24.1	23.1	20.5	73.3	87.3	23.7	
Other Income	6.9	9.8	14.5	16.6	5.3	13.7	18.8	11.7	47.8	49.6	13.9	
PBT	180.7	171.7	107.7	63.3	34.5	1.7	34.7	87.9	523.4	158.8	16.2	443%
Rate (%)	23.9	24.5	25.1	23.6	23.4	-4.2	17.2	17.3	24.3	18.4	25.2	
Adj PAT	137.5	129.7	80.6	48.4	26.4	-9.8	21.9	72.6	396.2	111.2	12.1	500%
YoY Change (%)	LP	LP	1699.8	-51.9	-80.8	-107.5	-72.8	50.2	380.7	-71.9	-75.0	
Margin (%)	7.0	7.2	4.0	2.4	1.4	-0.6	1.1	3.7	5.1	1.5	0.6	
Key Assumptions												
Refining throughput (mmt)	17.8	17.8	18.5	18.3	18.2	16.7	18.1	18.5	72.3	71.6	18.3	1%
Reported GRM	8.3	18.2	13.5	8.4	6.4	1.6	2.9	8.0	12.1	4.7	5.4	47%
Domestic sale of refined products (mmt)	21.9	21.9	23.3	23.7	24.1	21.9	24.8	24.6	90.9	95.4	24.7	0%
Marketing GM incld. inv. per litre (INR/litre)	5.5	5.5	4.5	5.2	4.9	5.9	6.4	5.9	5.2	5.8	4.7	25%



Highlights from the management commentary

Marketing segment:

- IOCL plans to add another 3,000-4,000 retail outlets in FY26 (40k+ outlets operating currently).
- 4Q earnings were boosted by marketing inventory gains.
- Current under-recovery per cyl estimate: INR170/cyl.

Refining & Petrochemical segment:

- Russian crude %: 22%/14% in FY25/4QFY25.
- Russian crude availability has increased in 1QFY26 (24-25%).
- Current petchem intensity is 6%, with a target to achieve 15% by FY30.
- Petchem margins are expected to increase as the cycle turns (expected in the next 2-3 years).
- IOCL's petchem EBITDA was ~INR10b and EBIT loss was INR2b.

CGD segment:

- 6 out of 26 GAs are EBITDA positive. 7-8 additional GAs are expected to become EBITDA positive in FY26.
- IOCL aims to achieve EBITDA profitability by FY26.
- Sale volume: 115tmt CGD sale in FY25.

Capex

- FY25 capex: Over INR375b.
- Refining and pipeline: INR200b (majority was expansion-related).
- Planned capex for FY26 and the next few years: INR340b+ p.a.
- INR170b on refining and pipeline, INR70-80b on marketing, INR30b on petrochemicals, and INR5b on CGDs.

Update on ongoing projects: Slight delays expected in the date of commissioning

- Panipat Refinery: Capacity expansion from 15mmtpa to 25mmtpa; Capex of INR380b; Completion by 4QFY26.
- Gujarat Refinery: Addition of 4.3mmtpa, Capex of INR190b; Completion by 4QFY26.
- Barauni Refinery: Capacity expansion from 6mmtpa to 9mmtpa; Capex of INR148b; Completion by 1HFY27.
- Refineries are expected to take 6M to stabilize.
- The Gujarat acrylic project has already been commissioned in May'25.
- The Paradip PX PTA project is expected to be commissioned in Apr'26.

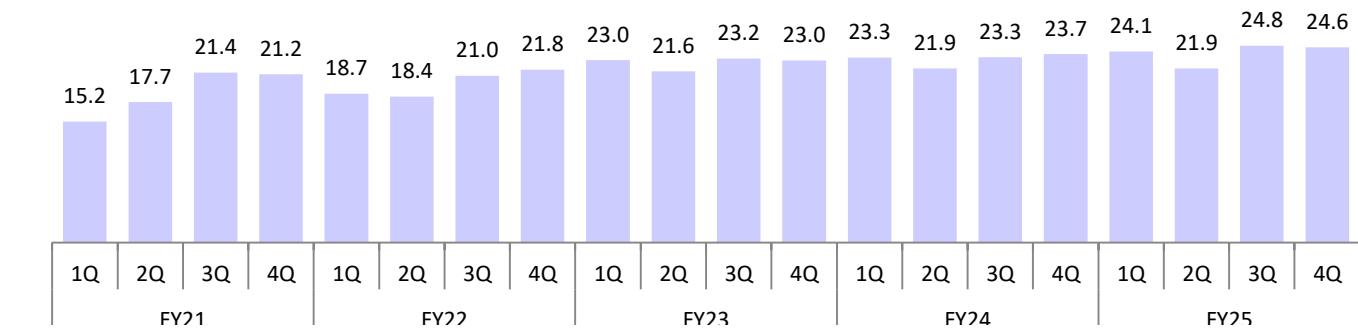
Working capital:

- ~INR100b reduction in working capital and implied reduction in debt might be observed in FY26 as crude declined USD10/bbl.

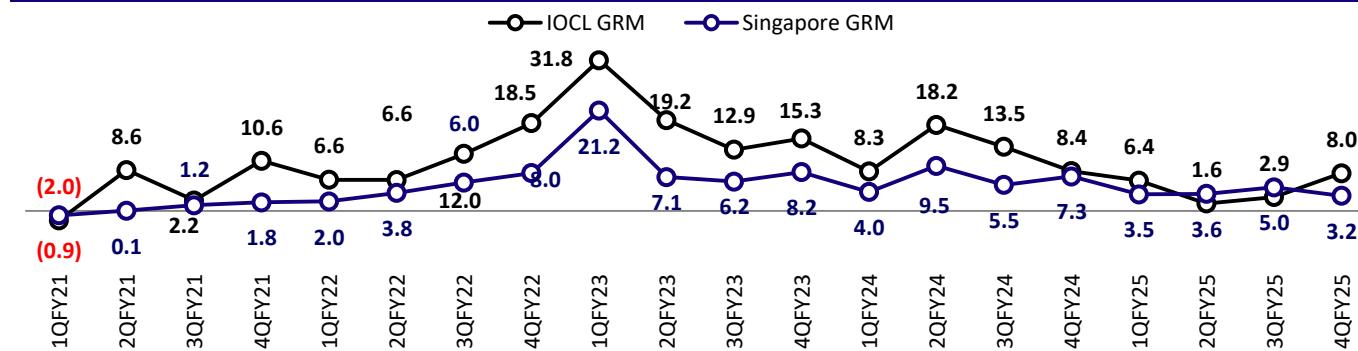
Exhibit 1: Key assumptions

Y End: March 31	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Exchange Rate (INR/USD)	70.0	70.9	74.3	74.5	80.4	82.8	84.6	86.0	86.2
Brent Crude (USD/bbl)	70.1	61.2	44.4	80.5	96.1	83.0	78.6	65.0	65.0
Domestic direct sales refined pdts (MMT)	85	84	76	80	91	92	95	101	105
YoY (%)	10%	0%	-10%	6%	13%	2%	3%	5%	4%
Reported GRM (USD/bbl)	5.4	0.1	5.6	11.3	19.5	12.1	4.8	6.5	6.5
Singapore GRM (USD/bbl)	4.9	3.2	0.5	5.0	10.7	6.6	3.8	5.0	5.0
Prem./disc (USD/bbl)	0.5	(3.1)	5.1	6.3	8.8	5.5	1.0	1.5	1.5
Refining capacity utilization (%)	104%	100%	90%	98%	105%	106%	103%	102%	100%
Total Refinery throughput (MMT)	71.8	69.4	62.4	67.7	72.3	73.3	71.6	72.7	79.8
YoY (%)	4%	-3%	-10%	9%	7%	1%	-2%	2%	10%
Marketing Margin (INR/lit)									
Blended gross marketing margin incld inventory	5.0	5.8	6.2	4.4	-1.1	6.0	5.8	4.4	4.4
Consolidated EPS	12.5	1.8	15.8	18.7	6.6	29.5	7.8	10.3	10.9

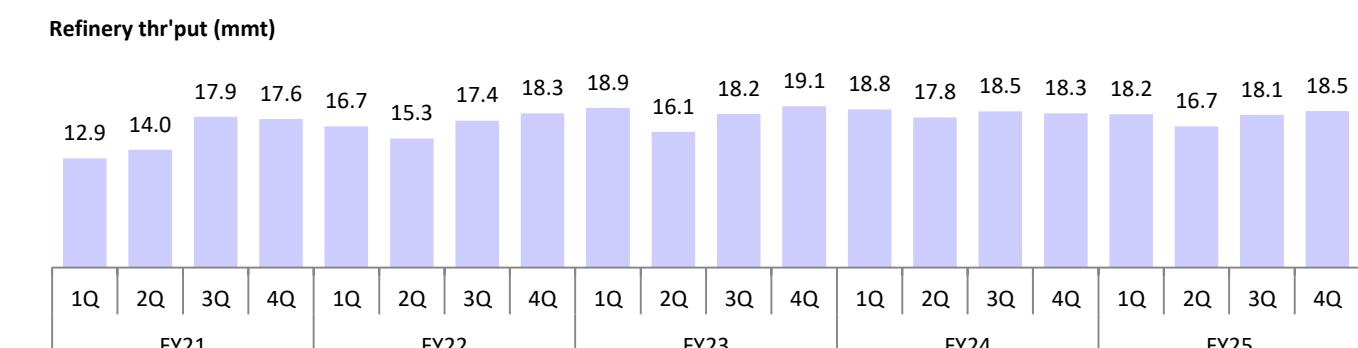
Source: Company, MOFSL

Exhibit 2: Domestic sales were up 3.6% YoY at 24.6mmt


Source: Company, MOFSL

Exhibit 3: Reported GRM stood at USD8/bbl (vs. SG GRM of USD3.2/bbl)


Source: Company, MOFSL

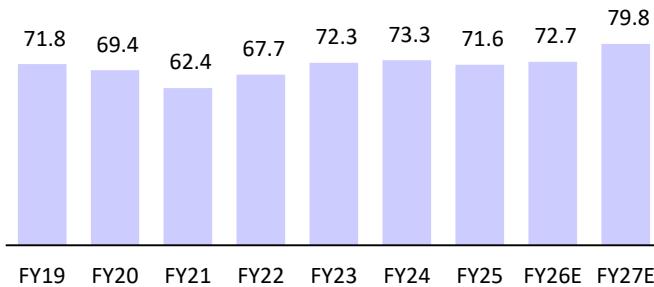
Exhibit 4: Refinery throughput at 18.5mmt, down 1.5% YoY


Source: Company, MOFSL

Story in charts

Exhibit 5: Refining throughput

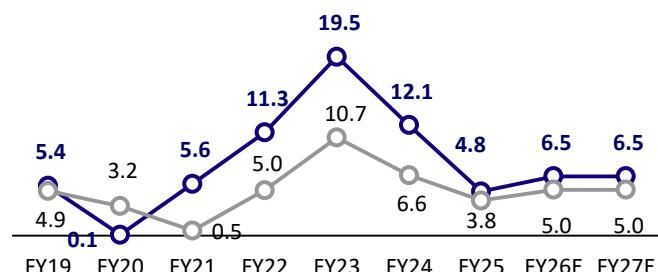
■ Refinery throughput (mmt)



Source: Company, MOFSL

Exhibit 6: GRM trend

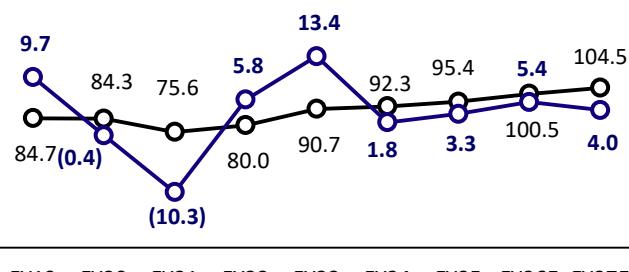
—○— IOCL GRM (USD/bbl) —○— Reuters Singapore GRM (USD/bbl)



Source: Company, MOFSL

Exhibit 7: Marketing sales volume

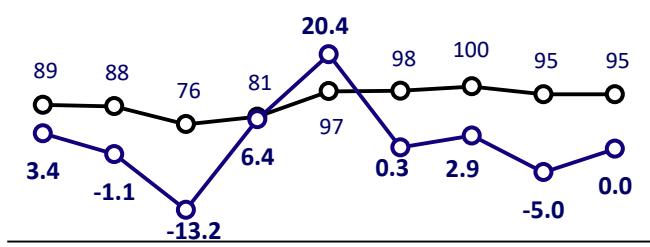
—○— Domestic Sales Refined products (mmt) —○— YoY (%)



Source: Company, MOFSL

Exhibit 8: Pipeline throughput

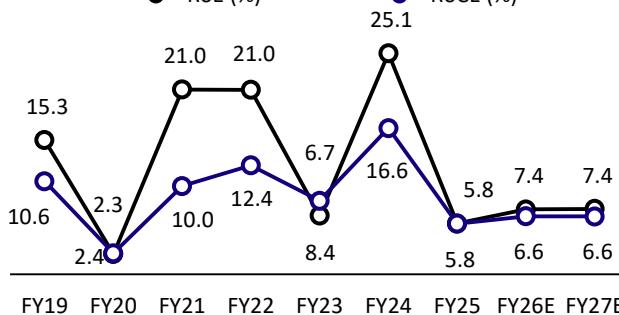
—○— Pipeline throughput (mmt) —○— YoY (%)



Source: Company, MOFSL

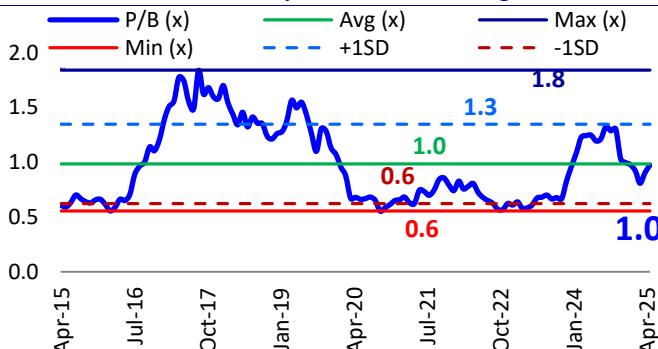
Exhibit 9: Return ratios

—○— RoE (%) —○— RoCE (%)



Source: Company, MOFSL

Exhibit 10: IOCL trades at par its LT P/B average at 1x



Source: Company, MOFSL

Financials and Valuations

Consolidated - Income Statement						(INR b)
Y/E March	FY23	FY24	FY25	FY26E	FY27E	
Total Income from Operations	8,418	7,764	7,581	7,269	7,404	
Change (%)	43%	-8%	-2%	-4%	2%	
EBITDA	306	768	360	422	443	
Margin (%)	4%	10%	5%	6%	6%	
Depreciation	132	159	168	174	180	
EBIT	175	609	192	248	262	
Int. and Finance Charges	75	78	93	97	102	
Net Forex Loss	72	12	0	0	0	
Other Income	114	38	35	40	40	
PBT bef. EO Exp.	142	557	135	190	201	
EO Items	9	15	36	0	0	
PBT after EO Exp.	150	573	171	190	201	
Total Tax	33	141	33	43	45	
Tax Rate (%)	22.2	24.7	19.2	22.5	22.7	
Reported PAT	98	417	136	142	150	
Adjusted PAT	91	406	107	142	150	
Change (%)	-65%	345%	-74%	32%	6%	
Margin (%)	1.1	5.2	1.4	1.9	2.0	

Consolidated - Balance Sheet						(INR b)
Y/E March	FY23	FY24	FY25	FY26E	FY27E	
Equity Share Capital	138	138	138	138	138	
Total Reserves	1,259	1,696	1,727	1,826	1,930	
Net Worth	1,397	1,834	1,865	1,964	2,068	
Minority Interest	35	47	45	45	45	
Total Loans	1,401	1,235	1,426	1,497	1,572	
Deferred Tax Liabilities	168	190	207	207	207	
Capital Employed	3,001	3,306	3,542	3,713	3,892	
Gross Block	2,542	2,860	3,079	3,857	4,261	
Less: Accum. Deprn.	741	900	1,068	1,241	1,422	
Net Fixed Assets	1,800	1,960	2,011	2,616	2,840	
Capital WIP	511	610	779	311	217	
Total Investments	522	655	662	662	662	
Curr. Assets, Loans&Adv.	1,583	1,598	1,616	1,570	1,641	
Inventory	1,211	1,214	1,139	1,115	1,134	
Account Receivables	164	138	186	155	158	
Cash and Bank Balance	21	32	33	53	110	
Loans and Advances	187	214	259	247	239	
Curr. Liability & Prov.	1,416	1,518	1,526	1,446	1,468	
Account Payables	1,300	1,397	1,412	1,332	1,354	
Provisions	116	120	114	114	114	
Net Current Assets	168	80	90	124	173	
Appl. of Funds	3,001	3,306	3,542	3,713	3,892	

Financials and Valuations

Ratios

Y/E March	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)					
EPS	6.6	29.5	7.8	10.3	10.9
Cash EPS	16.2	41.0	19.9	22.9	24.0
BV/Share	101.5	133.2	135.4	142.6	150.2
DPS	3.0	12.0	3.0	3.1	3.4
Payout (%)	42	40	30	30	31
Valuation (x)					
P/E	21.6	4.9	18.4	13.9	13.1
Cash P/E	8.8	3.5	7.2	6.2	6.0
P/BV	1.4	1.1	1.1	1.0	1.0
EV/Sales	0.4	0.4	0.4	0.5	0.5
EV/EBITDA	10.9	4.1	9.3	8.1	7.8
Dividend Yield (%)	2.1	8.4	2.1	2.1	2.4
FCF per share	-2.3	24.7	-0.1	6.4	9.5
Return Ratios (%)					
RoE	6.7	25.1	5.8	7.4	7.4
RoCE	8.4	16.6	5.8	6.6	6.6
RoIC	7.4	23.2	7.6	8.1	7.3
Working Capital Ratios					
Fixed Asset Turnover (x)	3.3	2.7	2.5	1.9	1.7
Asset Turnover (x)	2.8	2.3	2.1	2.0	1.9
Inventory (Days)	53	57	55	56	56
Debtor (Days)	7	7	9	8	8
Creditor (Days)	56	66	68	67	67
Leverage Ratio (x)					
Current Ratio	1.1	1.1	1.1	1.1	1.1
Interest Cover Ratio	2.3	7.8	2.1	2.5	2.6
Net Debt/Equity	1.0	0.7	0.7	0.7	0.7

Consolidated - Cash Flow Statement

(INR b)

Y/E March	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	150	573	171	190	201
Depreciation	132	159	168	174	180
Direct Taxes Paid	-15	-119	-31	-43	-45
(Inc)/Dec in WC	-57	63	-7	-15	9
CF from Operations	296	711	347	398	441
(Inc)/Dec in FA	-328	-372	-348	-310	-310
Free Cash Flow	-32	340	-2	88	131
(Pur)/Sale of Investments	-20	-39	-76	0	0
CF from Investments	-280	-315	-318	-310	-310
Dividend Paid	-33	-110	-95	-42	-46
CF from Fin. Activity	-13	-394	-34	-68	-74
Inc/Dec of Cash	3	3	-6	19	58
Opening Balance	18	10	12	33	53
Closing Balance	21	12	7	53	110

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NOTES

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Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

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