



**AEGIS LOGISTICS LIMITED  
CHAIRMAN'S SPEECH  
AT  
54<sup>TH</sup> ANNUAL GENERAL MEETING  
AT VAPI ON FRIDAY, 29<sup>TH</sup> JULY, 2011**

Dear Shareholders of Aegis, Ladies and Gentlemen,

It gives me immense pleasure in welcoming you to the 54<sup>th</sup> Annual General Meeting of Aegis Logistics Limited. On behalf of the Board of Directors and my colleagues at Aegis, I thank you all for your kind presence here today.

The Annual Report containing notice convening the meeting, the Directors' Report and the Annual Audited Accounts are already with you, and, with your permission, I take them as read.

It's a pleasure to share with you all the highlights of the progress made by Aegis Group since we last met twelve months back. The year 2010/2011 has been a year of significant progress.

**MACRO ECONOMIC OUTLOOK**

The year 2010-11 brought out a definite improvement in global confidence and stability, though the economic recovery remained uneven between advanced countries and emerging markets. The Indian economy continued to outperform most emerging markets during 2010-11 retaining its position as the second fastest growing economy, after China, amongst the G-20 countries.

Although there may be a temporary slowdown in India's economy, trend growth of 8% appears to be assured for the medium term. Oil and gas demand is likely to continue to increase and a significant proportion of that will likely be imports. Aegis is well placed to benefit through its network of import terminals at major ports around the coast of India.

**AEGIS GROWTH INITIATIVES**

I am pleased to announce that Aegis continues to be on a sustained growth path. The last couple of years has already seen Aegis initiate a number of initiatives, including acquisitions in the LPG business, forming strategic alliances and continued expansion in the third party liquid logistics business.

However, today I want to explain to you, the shareholder, the next major stage of our growth in the oil & gas logistics business. The Company's strategy of building a necklace of port terminals around India's coastline from Pipavav to Haldia to Kochi, inland oil terminals on a build own operate basis to service the national oil companies

and developing a retail distribution network for the LPG business is proceeding at a steady pace.

Aegis has identified a number of major new business opportunities which, in the long term, can fully leverage this port infrastructure and distribution network. These opportunities include: transit storage and re-export of oil and petroleum products, bunkering, jet fuel logistics for the airline industry and non-fuel retailing in our Autogas stations.

But I can report that the biggest opportunity currently for Aegis is the boom in the LPG business. The Government of India Rajiv Gandhi LPG Vitruk Scheme has started to kick in. This is a scheme to increase the penetration of LPG use in the rural areas. The number of households using LPG is projected to increase from 126 million to 150 million by 2015. Accordingly, demand for LPG imports is booming. In the year ending March 2011, LPG imports in India grew by 77% to 4.5 m MT. We expect imports to grow to 5m MT this year. Aegis is a key player in the LPG business accounting for 15-20% of India's imports. I can announce today that Aegis will be expanding our LPG import capacity. The first Project will be to double our existing capacity in Pipavav Port. We will be announcing substantial further investment and capacity expansion in the LPG business over the next year, both in the North and South of India.

The acquisition of Shell Gas (LPG) India was also completed in April 2010. Since then, a push to expand the "Aegis puregas" commercial cylinder brand in the South has begun. The Company now sells LPG cylinders in three states: Maharashtra, Gujarat and Karnataka with an entry into AP and Tamil Nadu expected in the next two years.

To summarize: this is the next phase of growth for Aegis in the LPG business and the liquid logistics business. Our management will be announcing specific major projects over the year to tap into all these growth opportunities. We will keep you, the shareholder, informed of all these announcements through our web-site [www.aegisindia.com](http://www.aegisindia.com) and other communications.

## **BUSINESS PERFORMANCE**

Let me now turn to the business performance for the last financial year. It was a record year in terms of profits for Aegis. The Group clocked the highest profits before tax of Rs.61.3 Crores and Earnings per Share stood at Rs.15.02. Net Worth of the Group has increased from Rs 184.75 Crores to Rs 278.23 Crores.

In the Liquid Logistics division, the Group's terminals at Mumbai were operating at 100% capacity. The Company has been awarded the Operations & Maintenance (O&M) Contract for the product storage and dispatch operations of Bharat Oman Refinery Ltd. (BORL) at Bina in Madhya Pradesh signifying the Aegis expertise of the Company in Liquid Logistics and Operations & Maintenance.

The volume growth in the Gas Business is expected to continue in the medium term driven by an increase in Throughput volumes by Petrochemical as well as PSU Companies, Industrial Packed Cylinders business and rolling out of more Autogas stations.

In the Gas Division, the Company now has 75 operational Autogas stations under the brand name “Aegis Autogas”.

## **REWARD TO SHAREHOLDERS**

The company continues to evaluate and manage its dividend policy to build long term Shareholder value.

For the financial year 2010-11 an interim dividend of 20% (Rs.2/- per share) was declared and paid. Subsequently the Company declared and issued new shares by way of Bonus in the ratio of 2 : 3 during the year.

Post Bonus the Directors are pleased to recommend Final Dividend of 20% i.e. Rs.2/- per Share (previous year Rs.3.00 per Share) for the year ended 31<sup>st</sup> March, 2011.

## **LEVERAGING TECHNOLOGY**

Even as Aegis undertook major initiative in various areas of operations, considerable attention was given to building up a robust Information Technology platform. The SAP R/3 ERP system was put in place across the company and supplemented by ISOIL in the area of Terminal Management and a portal for Customer access. The technology backbone enables the company to respond quickly to new opportunities and provide better service to its existing customers.

The Company is also making contribution in its own way towards corporate social responsibility through charitable institutions.

## **ACKNOWLEDGEMENTS**

I want to thank the Board of Directors for their immense support. I am also grateful to the Central and State Governments where Aegis operates, all our stakeholders, investors, bankers, financial institutions, lenders, suppliers and customers for their consistent and resolute support and confidence and last but not the least, the employees who have been our strength in the progress of the Company.

K. M. Chandaria  
Chairman

29<sup>th</sup> July 2011