

# Aegis Logistics Limited

“Positioned for growth”

## Investor Presentation

May 2018



AEGIS

T130

10000KL



# Safe Harbour

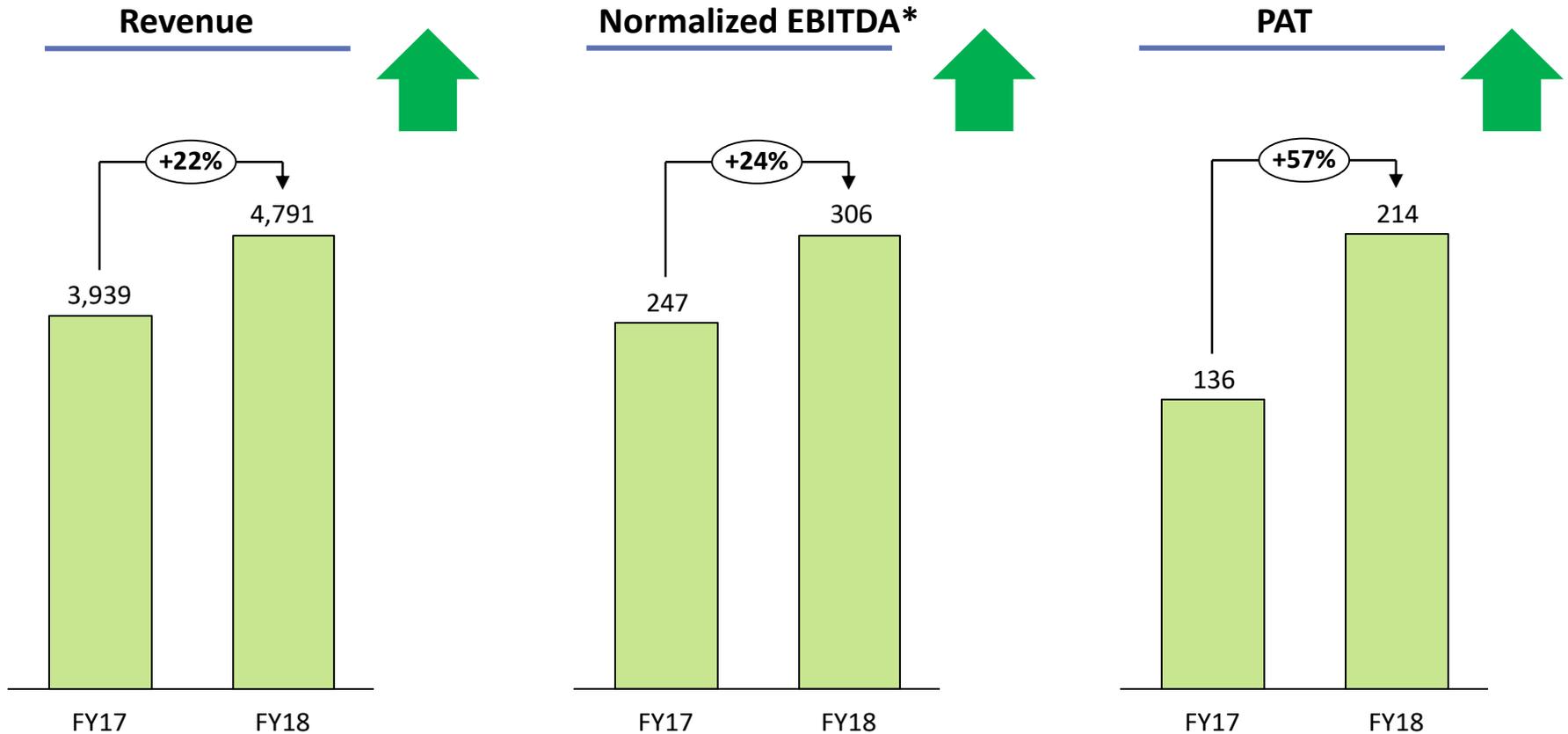


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# Strong Performance



\* Normalized EBITDA – Before Forex, Hedging Related Expenses

Financials are per IndAS; Rs. In Cr

# Current Business Break-up

## Liquid Division

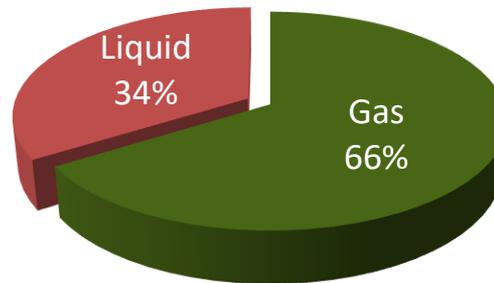
### Business

- Third Party Liquid Logistics (3PL)
- O&M Services

### Revenue Model

- Fee based Revenue Model
- Handling and Other Service Charges
- O&M fees

**FY18 EBITDA**  
**Rs. 306 Cr**



## Gas Division

### Business

- Third Party Gas Logistics (3PL)
- Auto Gas Retailing and Packed LPG Cylinders for Commercial segment
- Industrial Gas Distribution
- Marine Products Distribution (Bunkering)
- Gas Sourcing

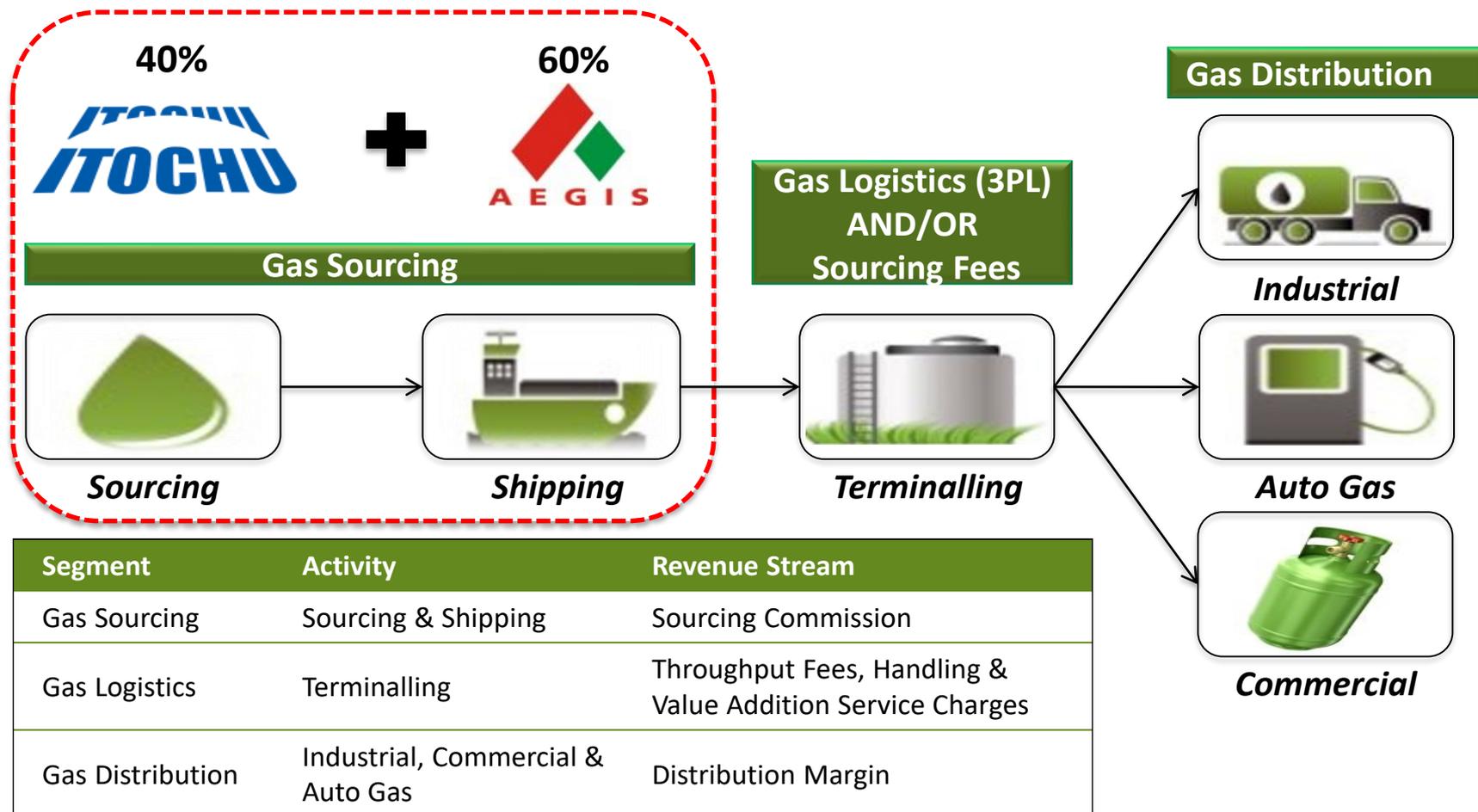
### Revenue Model

- Fee based Revenue Model for Gas Logistics
- Fees for Sourcing Business
- Retail Margin for Gas Distribution
- Handling and Other Service Charges



## Gas Logistics

# Gas Logistics - Capturing Complete Value Chain

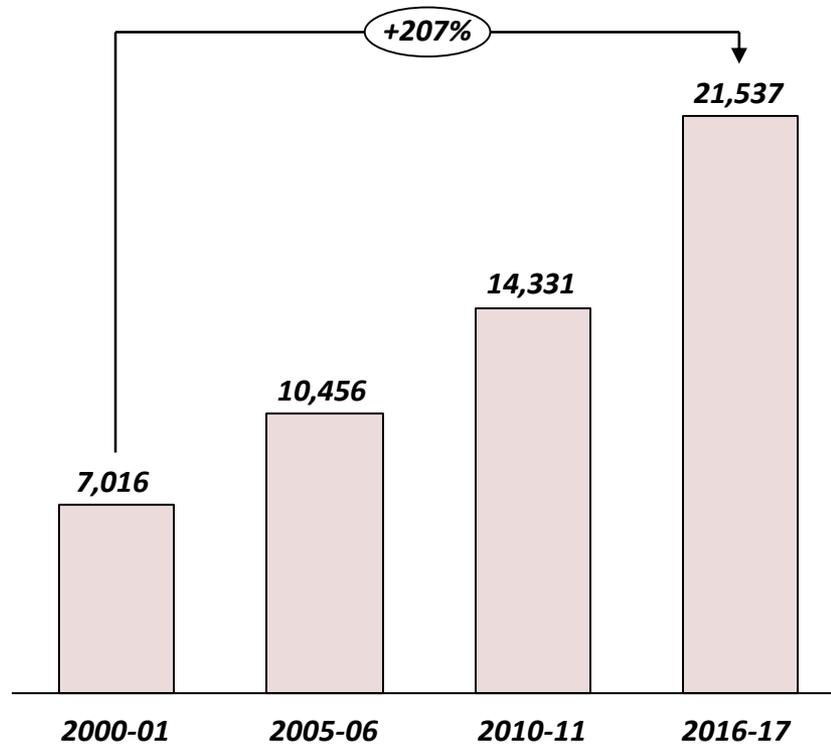


Creating 'Leading LPG Sourcing Player in India' through Vertical Integration Strategy

# Demand Supply Gap exists for LPG in India...

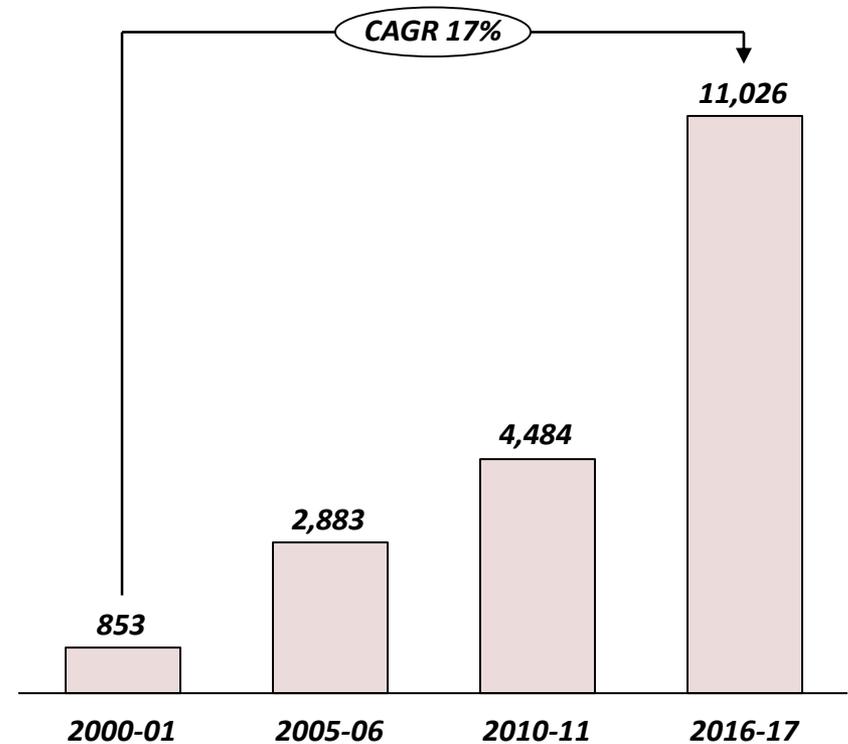
## Consumption of LPG in India

'000 MT



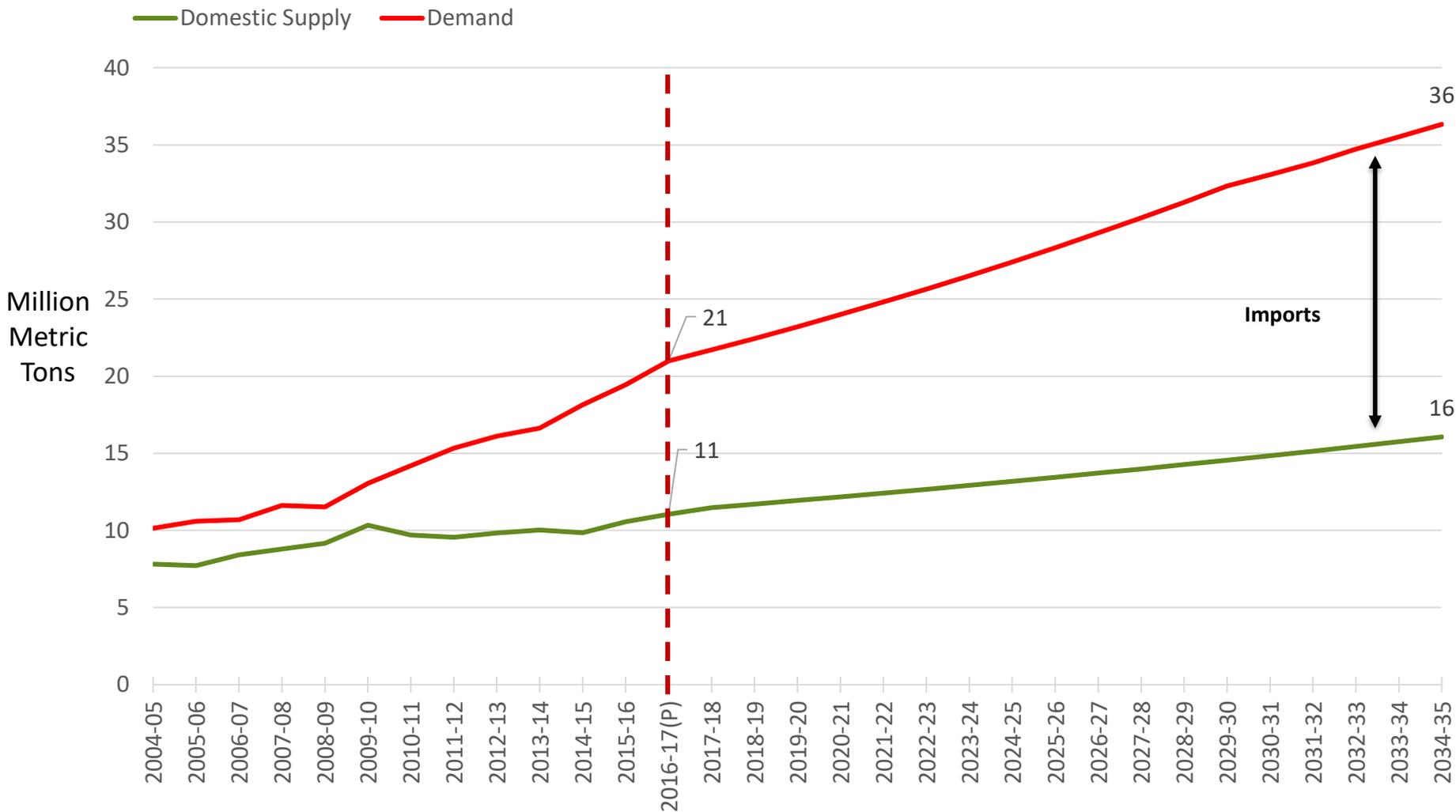
## Imports of LPG in India

'000 MT



Incremental Demand in LPG met through Imports

# ...Increasing LPG imports will require new Terminal Capacity



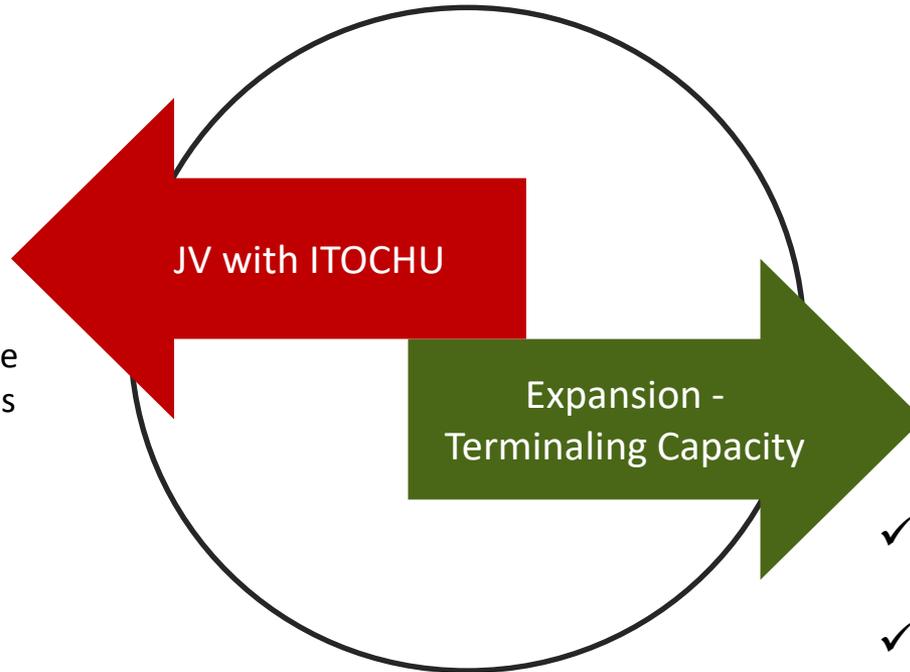
Source: PPAC/IOC and Management Estimates

# To Capitalize on this Opportunity

## Leading LPG Logistics Player in India



- ✓ Efficient and Cost Effective Shipping for High Volumes
- ✓ Strong Negotiating Power
- ✓ Financial Muscle



- ✓ Growing LPG Market in India
- ✓ Strong Customer Relationship
- ✓ Terminaling Capacity

***Aegis entered into a Joint Venture for its  
Singapore based LPG Sourcing and Supply Business  
with  
ITOCHU Petroleum Co., (Singapore) Pte Ltd***

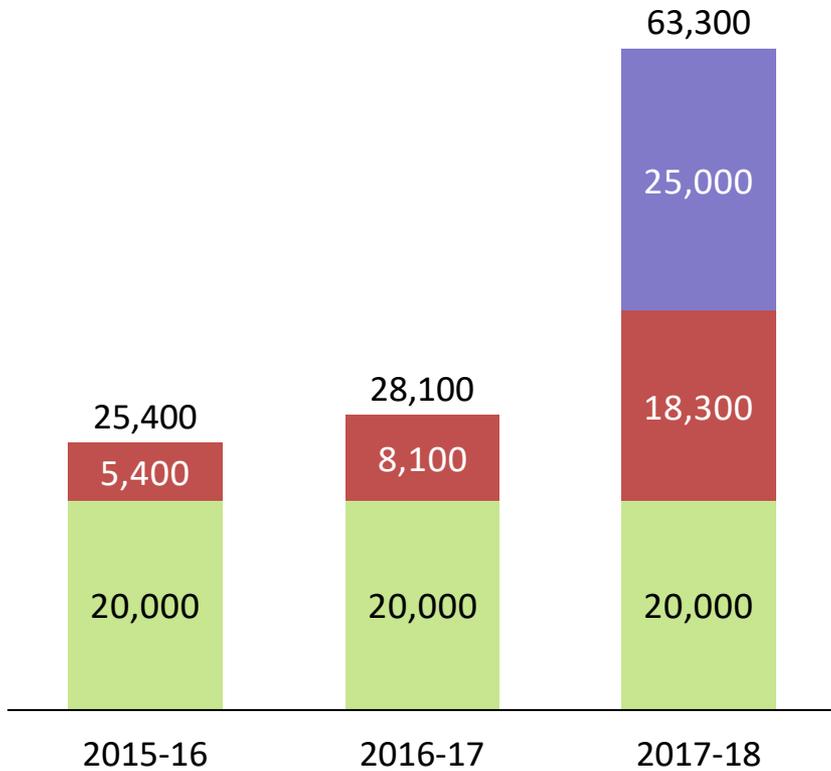
*Aegis Logistics Limited sold 40% of its equity ownership in its wholly owned subsidiary, Aegis Group International Pte. Ltd. Singapore, to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a wholly owned subsidiary of ITOCHU Corporation for a total consideration of \$ 5.85 million*



**Attaining Cost Leadership in the LPG import market  
Lowering the delivered price to most Competitive levels**

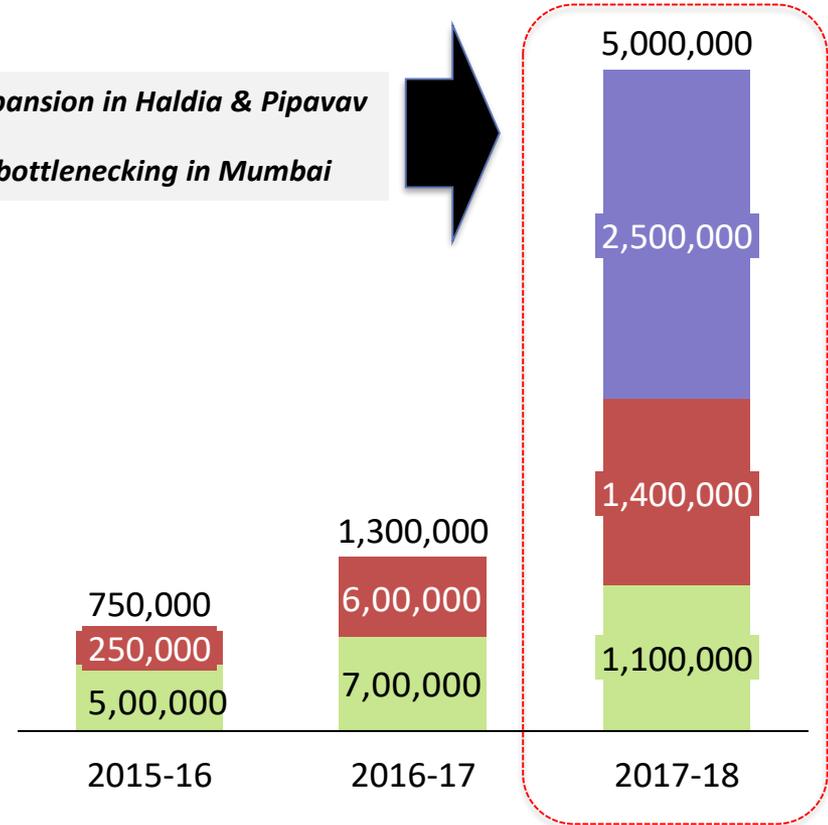
# LPG Capacity Post Expansion

Static Capacity MT



Throughput Capacity MT

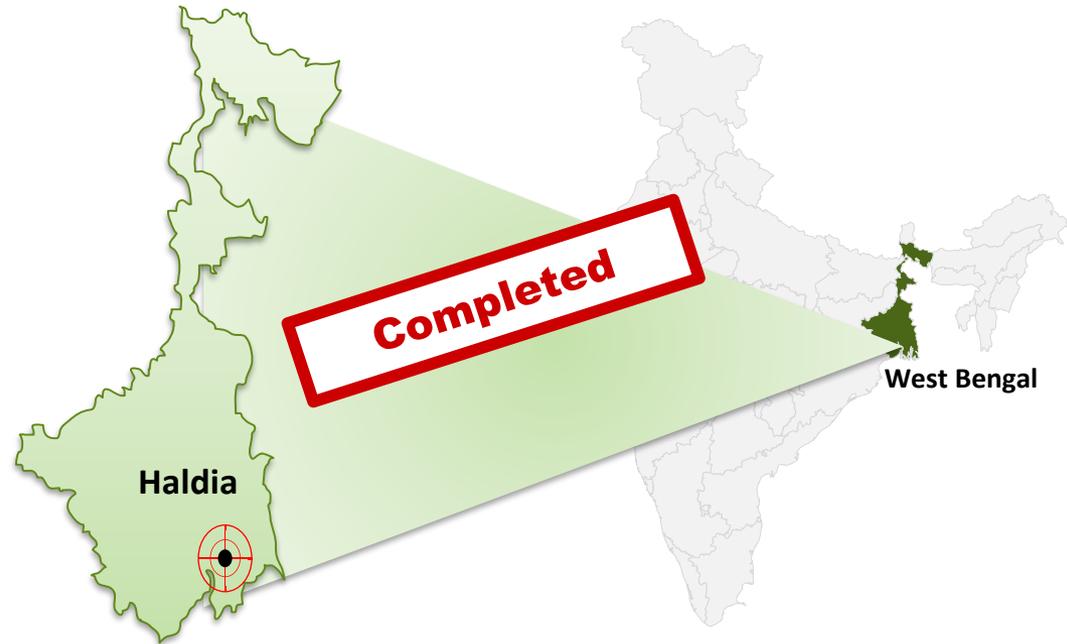
*Expansion in Haldia & Pipavav*  
*Debottlenecking in Mumbai*



■ Haldia 
 ■ Pipavav 
 ■ Mumbai

# Greenfield Capacity Expansion at Haldia

- ✓ **Static Capacity**
  - 25,000 MT – 2 Fully Refrigerated Tanks of 12,500 MT each
  - 24 carousel (Filling Points) bottling plant
- ✓ **Throughput Capacity**
  - 2,500,000 MT at full utilization
- ✓ **Project Cost**
  - Rs 250 crs – LPG Terminal
  - Rs. 25 crs – LPG Bottling Plant
- ✓ **Means of Finance**
  - Internal Accruals
- ✓ **Project Completed**
  - Q3 FY17-18
- ✓ **Pipeline Connectivity**
  - Paradip -Durgapur Pipeline passes through Haldia



***Signed 20 years of MOU with  
a Large PSU as Anchor Customer  
at the Current Market Throughput Rates***

# Debottlenecking of LPG Terminals at Mumbai

- ✓ **Static Capacity to remain same**
  - 20,000 MT
- ✓ **Throughput Capacity**
  - 1,100,000 MT (incremental 400,000 MT)
- ✓ **Project Cost**
  - Rs 15 crs
- ✓ **Means of Finance**
  - Internal Accruals
- ✓ **Project Completed**
  - Q3 FY17-18
- ✓ **Pipeline Connectivity**
  - Uran – Chakan / Shikrapur LPG Pipeline passes through Mumbai



## *Project Status:*

- Intake Pumps - Completed
- Internal Pipeline – Completed
- Connectivity of Mumbai Terminal to Uran – Chakan Pipeline Grid – Completed

# Brownfield Capacity Expansion at Pipavav

- ✓ **Static Capacity**
  - 10,200 MT
- ✓ **Throughput Capacity**
  - ~800,000 MT at full utilization
- ✓ **Project Cost**
  - Rs 75 crs
- ✓ **Means of Finance**
  - Internal Accruals
- ✓ **Project Completed**
  - Q3 FY17-18



*Throughput volumes for LPG handled in Pipavav  
expected to grow  
through  
existing and new customer relationships*

# Our Gas Distribution Network

## B2C



- **Auto Gas Retailing:** Distribute LPG as Auto Fuel through Gas Station Network
- 108 Auto Gas Stations across 7 States

## B2B

- **Bulk Industrial Distribution:** Distribute LPG through road tankers to Auto, Steel, Ceramic Industries etc



- **Commercial LPG:** Distribute Packed Cylinders for Commercial and Industrial users
- 109 Commercial Distributors spread across 45 Cities in 8 states

# Gas Division Performance EBITDA\*



Capacity  
Expansion

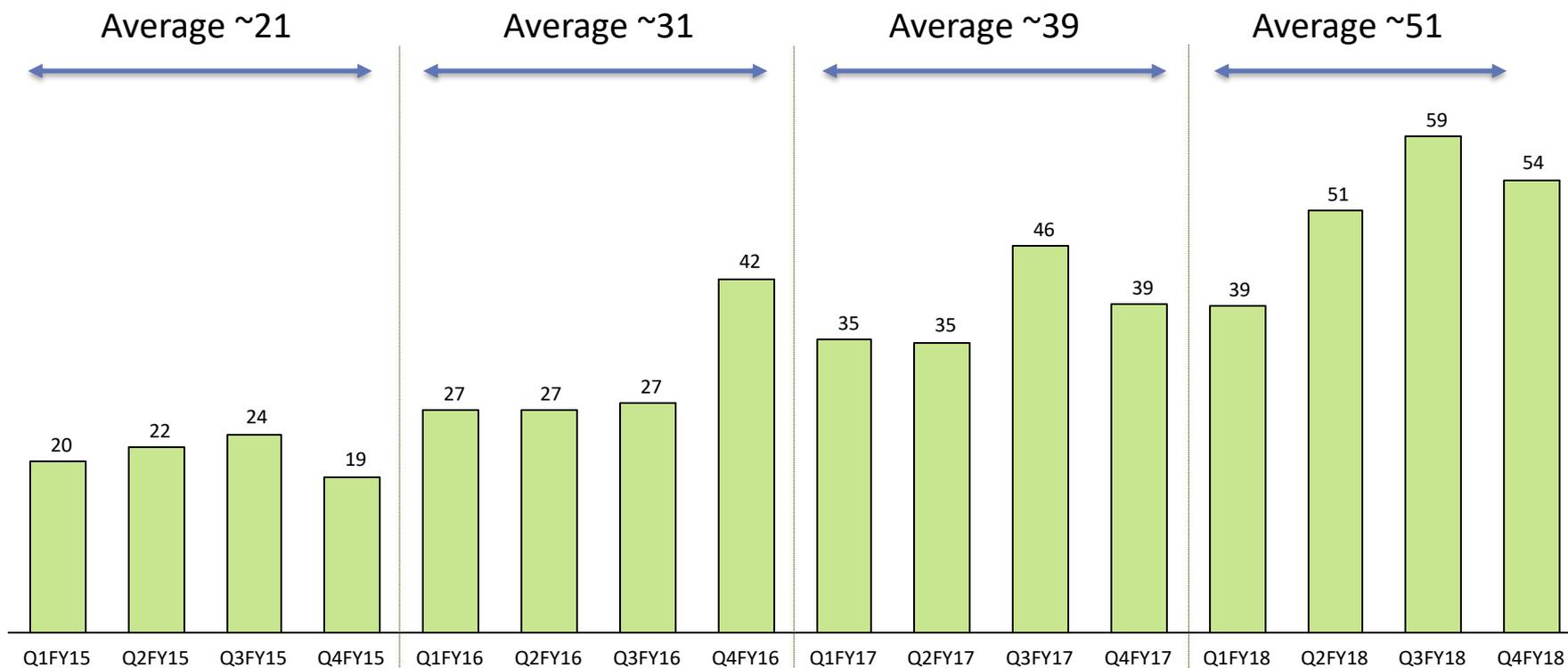


Existing & New  
Customer Relationships



Sustainable Business

Rs. in Cr.

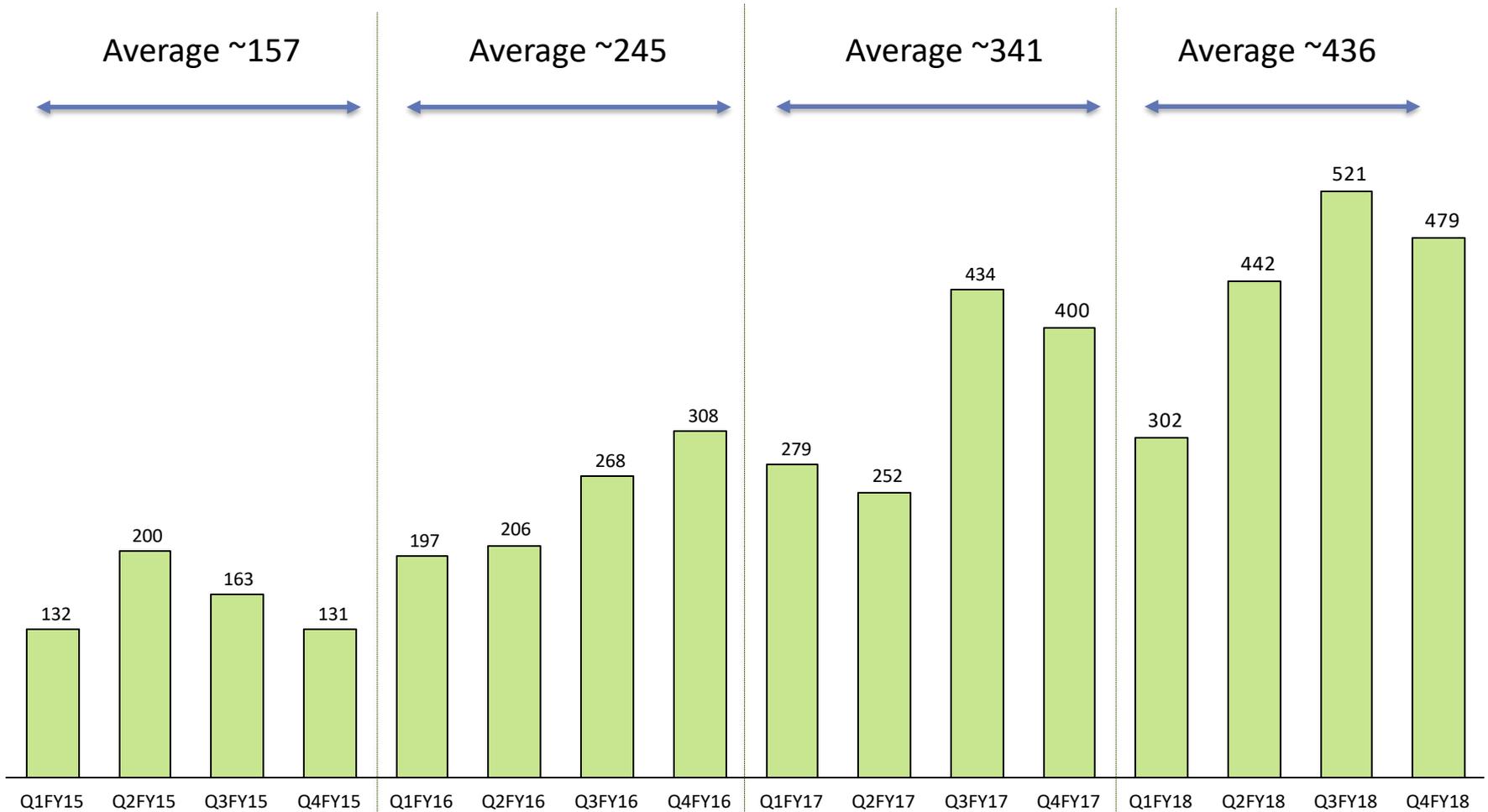


\* Normalized EBITDA – Before Forex, Hedging Related Expenses

# LPG Volume - Logistics

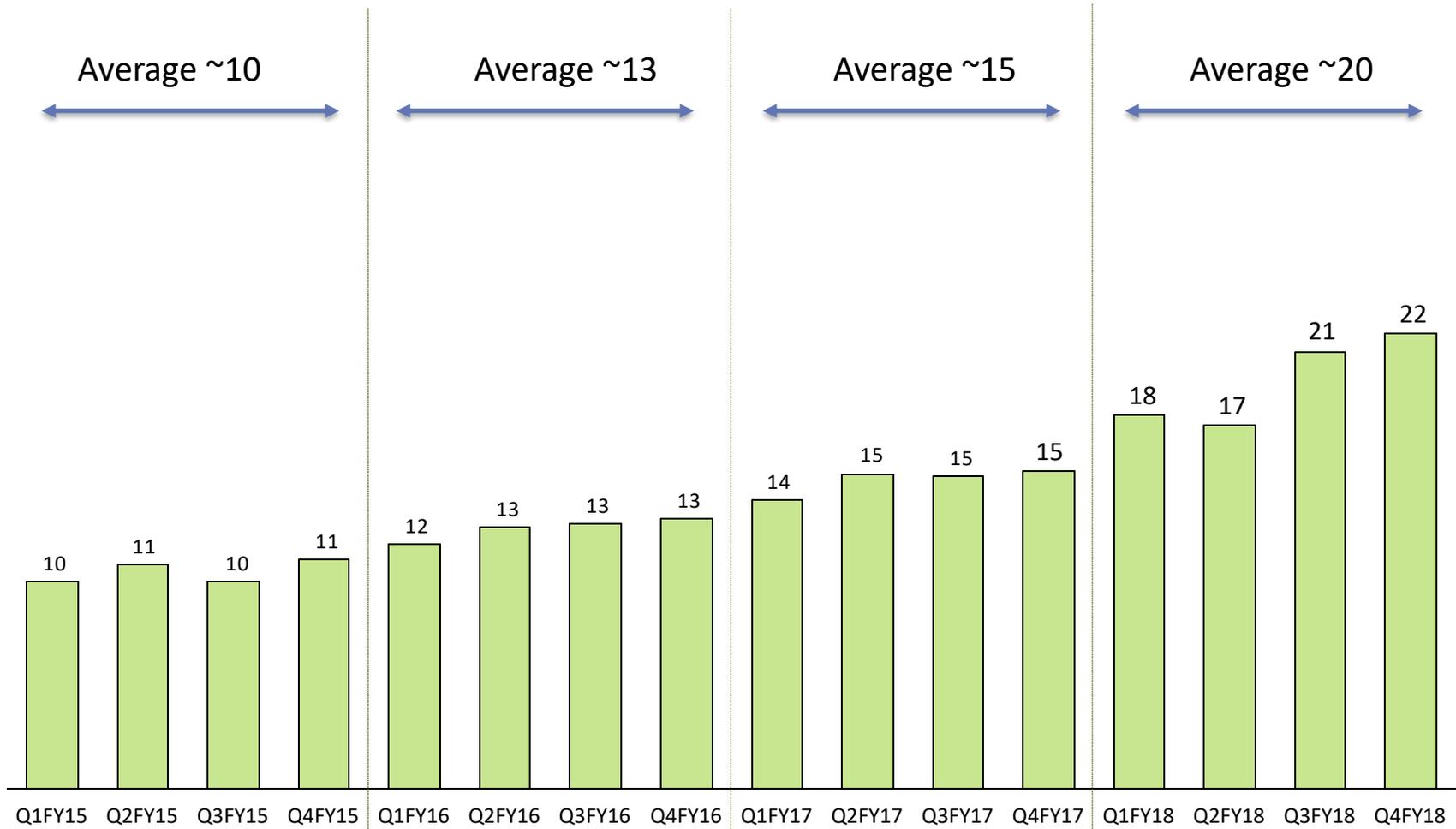


'000 MT



# LPG Volume - Distribution

'000 MT





## Liquid Logistics

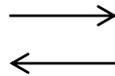
# Liquid Logistics and EPC Services

## Liquid Logistics (3PL)

## O&M Services



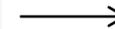
*Shipping*



*Logistics*



*O&M*



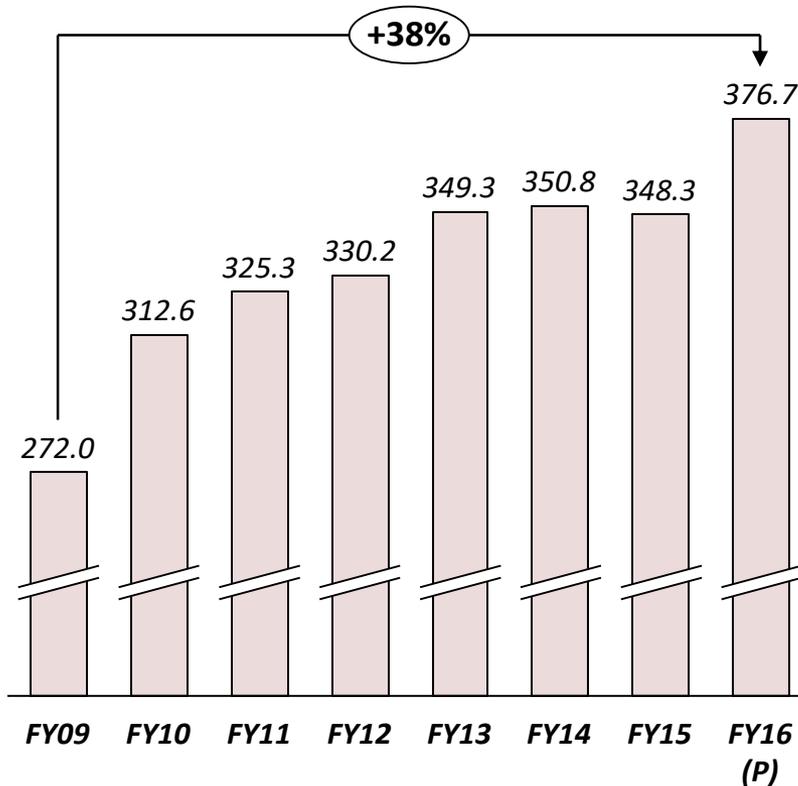
*Facilities*

Segment	Activity	Revenue Stream
Liquid Logistics	Logistics	Throughput Fees, Handling & Value Addition Charges
O&M Services	Operations & Maintenance	O&M Fees

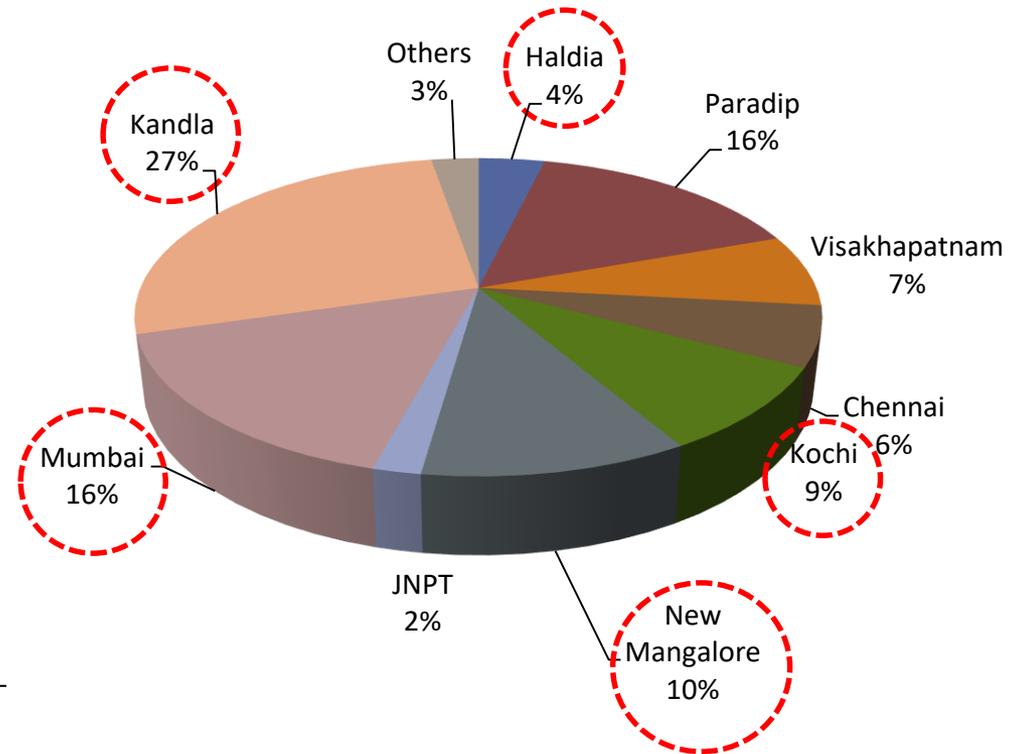
# Liquid\* Traffic at Indian Ports

## POL Traffic Growth at Indian Ports

mn MT



## POL Traffic at Major Ports\*



**Mumbai, Kochi, Haldia, Kandla and Mangalore handle ~70% of the traffic at Major Ports**

# Greenfield Liquid Terminal Expansion

## Greenfield Liquid Terminal Expansion at Kandla Port – 100,000 KL



### ✓ Project Cost

- Rs 75 crs

### ✓ Means of Finance

- Internal Accruals

### ✓ Project Completion Date

- FY17-18

## Greenfield Liquid Terminal Expansion at Mangalore Port – 25,000 KL



### ✓ Project Cost

- Rs 18 crs

### ✓ Means of Finance

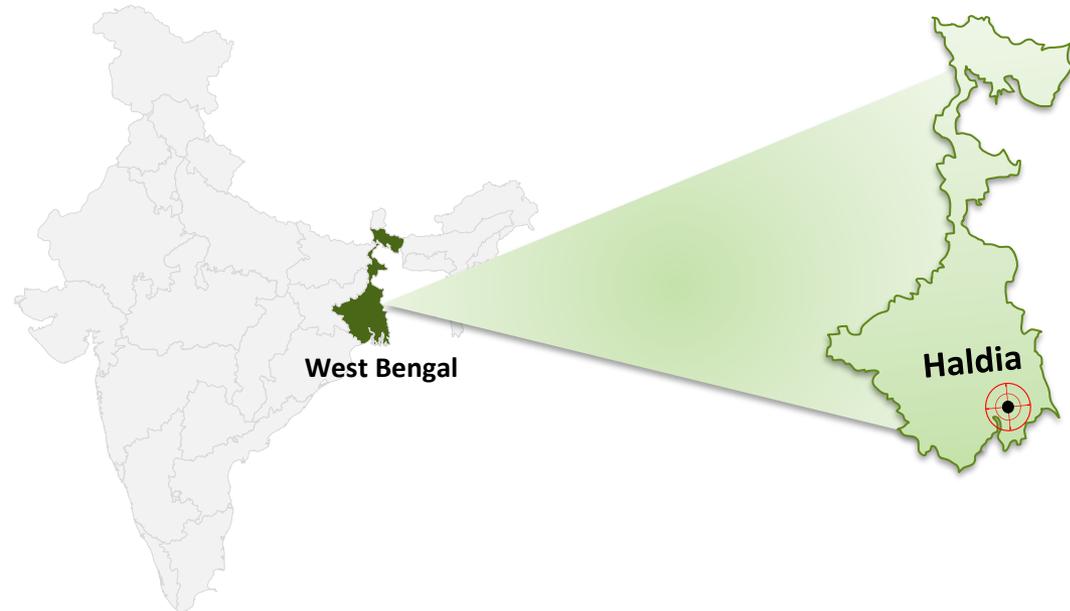
- Internal Accruals

### ✓ Project Completion Date

- H1 FY19

# Brownfield Liquid Terminal Expansion

## Liquid Terminal Expansion at Haldia Port – 35,000 KL



**Phase II**  
**35,000 KL**

**Project Cost**  
▪ Rs 35 crs

**Means of Finance**  
▪ Internal Accruals

**Project Completion Date**  
▪ H1 FY18 - 19

# Liquid Capacity Post Expansion

## 01 Mumbai

✓ Existing – 273,000 KL

## 02 Kochi

✓ Existing – 51,000 KL

## 03 Haldia

✓ Expansion – 35,000 KL

✓ Existing – 85,190 KL

## 04 Pipavav

✓ Existing – 120,120 KL

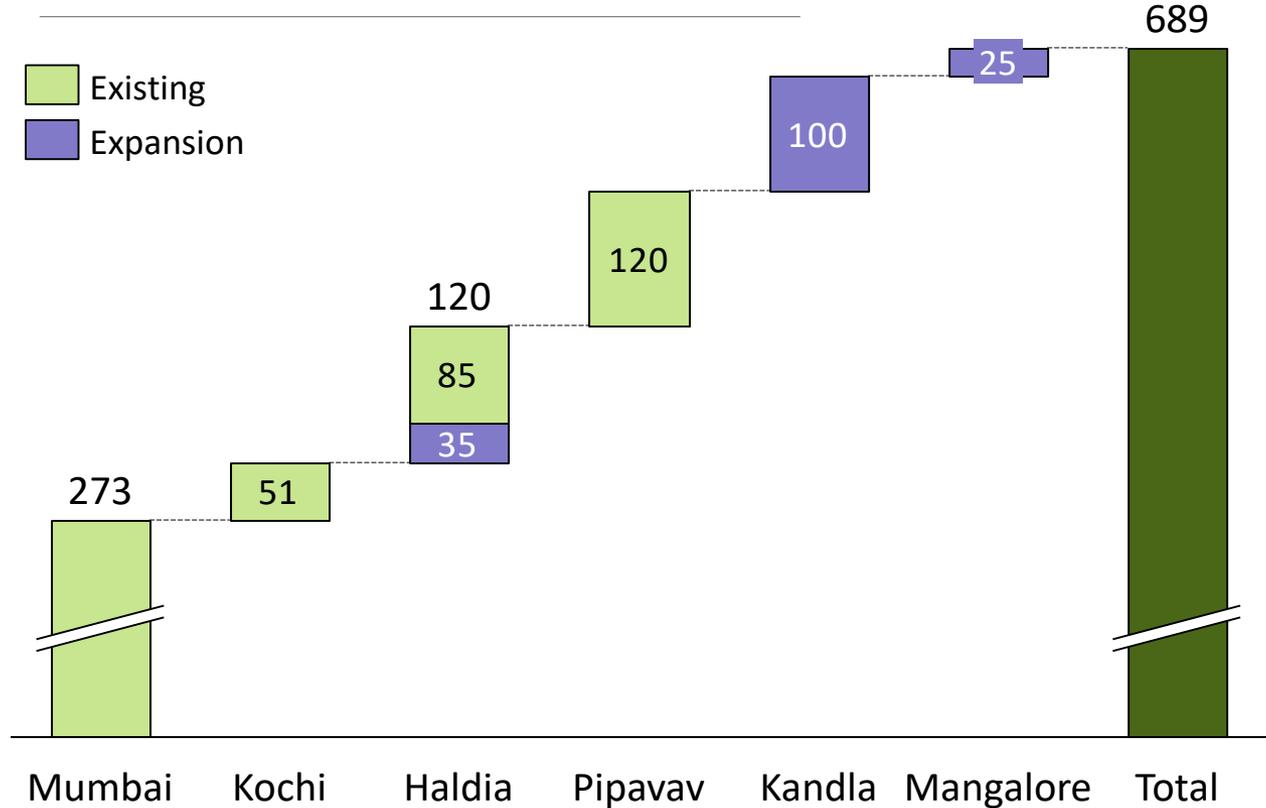
## 05 Kandla

✓ Expansion – 100,000 KL

## 06 Mangalore

✓ Expansion – 25,000 KL

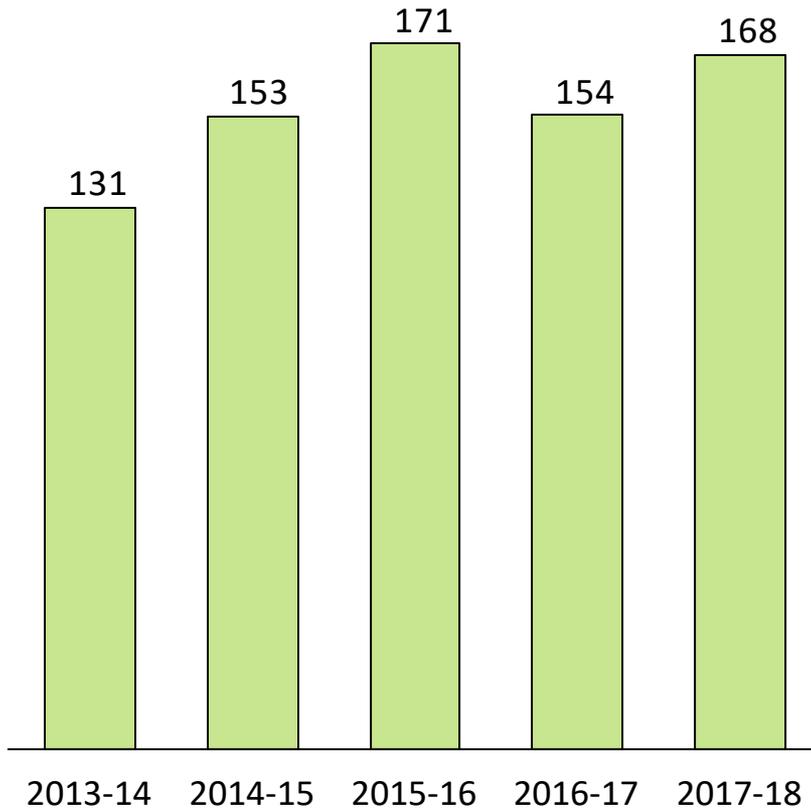
### Built up of Capacities ('000s KL)



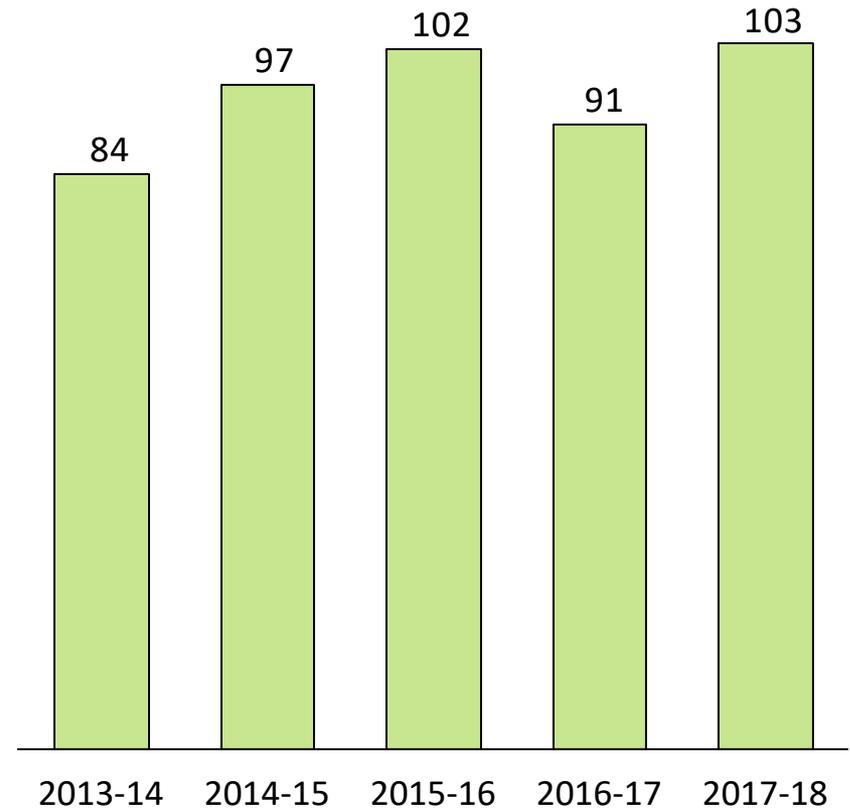
**Total Capacity post expansion at Kandla & Haldia : ~ 689,000 KL**

# Liquid Division Performance

## Revenue (Rs. In Cr.)



## Normalized EBITDA (Rs. In Cr.)



# We are leading provider of logistics and supply chain services to India's oil, gas and chemical industry

Strategic port locations



Storage terminals



Rail connectivity



Pipelines



# Unique Infrastructure

## Liquids

- Terminals at key ports- Mumbai, Kochi, Haldia, Pipavav
- Jetty Pipelines
- Multiple tank sizes
- Coated , Stainless Steel and Heated tanks
- Road, Rail and Pipeline connectivity

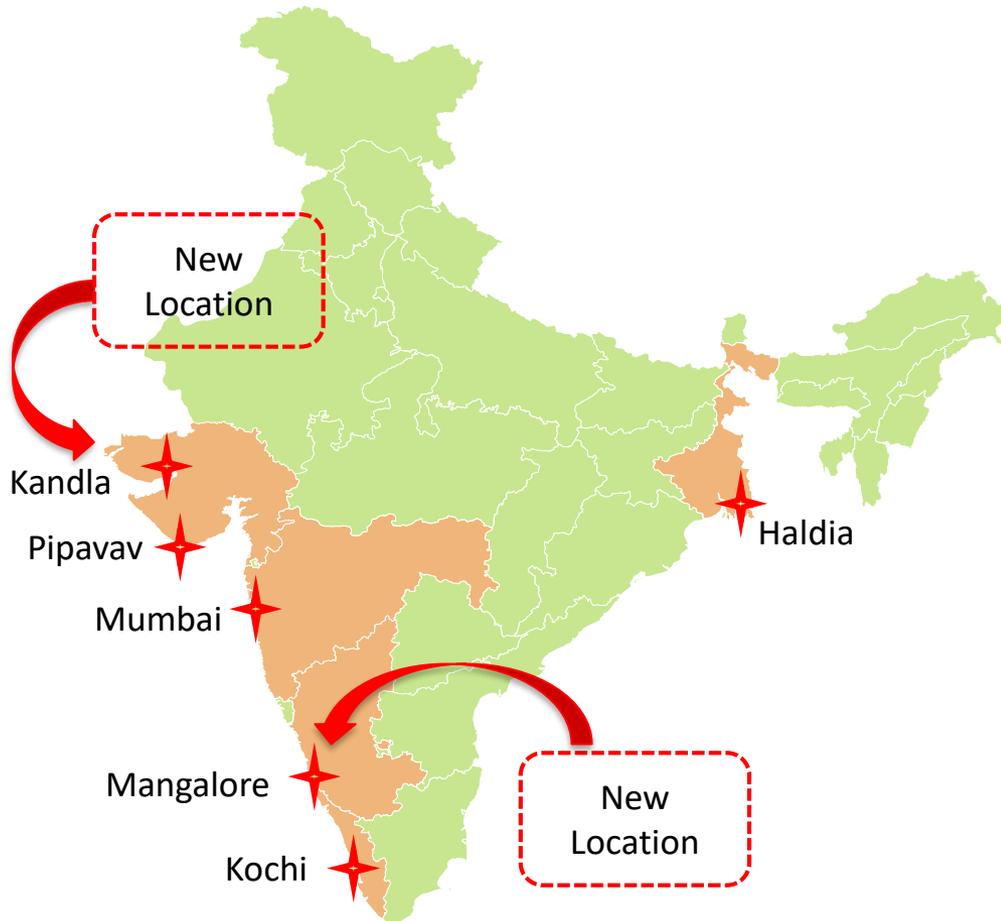
## LPG

- Refrigerated Gas Terminal in Mumbai
- Pressurized Gas Terminal in Pipavav
- Pipeline connectivity to Petchem plant
- Network of 108 Autogas stations in 7 states
- Network of 109 commercial distributors in 8 states
- LPG Sourcing JV with Itochu in Singapore



**Integrated Supply Chain Management**

# Our Strategy : Building a Necklace of Terminals around the coastline of India



## ✓ VLGC

- All Ports are Deep Water Ports to accommodate VLGC

## ✓ Pipelines

- Pipeline Facilities for Larger Customers

## ✓ Railways

- Railways available at Pipavav and can be set up at all ports except Mumbai

## ✓ Roadways

- Well developed Infrastructure to enable connectivity to the customers

# Strong Industry Partners



# Management Team

**Raj Chandaria**  
Chairman & MD



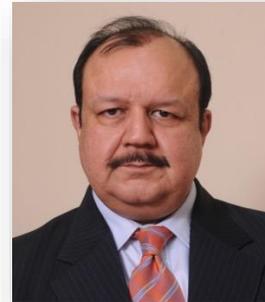
**Anish Chandaria**  
Vice Chairman & MD



**Sudhir Malhotra**  
Group President & COO



**Rajiv Chohan**  
President -Business Development



**Murad Moledina**  
Chief Financial Officer



**K. S. Sawant**  
President - Operations & Projects



Solid Foundations



# Consolidated Profitability Statement [IndAS]

Rs. In Cr.	Q4 FY18	Q4 FY17	Y-o-Y %	FY18	FY17	Y-o-Y %
<b>Revenue</b>	<b>1,252</b>	<b>1,268</b>	<b>-1%</b>	<b>4,791</b>	<b>3,939</b>	<b>22%</b>
Cost of Sales	1,131	1,172		4,355	3,567	
Others	42	32		130	125	
<b>Normalized EBITDA (Segment) *</b>	<b>79</b>	<b>64</b>	<b>23%</b>	<b>306</b>	<b>247</b>	<b>24%</b>
Finance, Hedging & Forex related Expenses (Net)	3	6		17	18	
Depreciation	12	6		32	24	
Unallocated Expenses	6	10		32	33	
<b>Profit Before Tax</b>	<b>57</b>	<b>42</b>	<b>36%</b>	<b>225</b>	<b>173</b>	<b>30%</b>
Tax	2	10		11	36	
<b>Profit after Tax</b>	<b>55</b>	<b>32</b>	<b>72%</b>	<b>214</b>	<b>136</b>	<b>57%</b>

\* Normalized EBITDA – Before Forex Hedging Related expenses

# Consolidated Balance Sheet [IndAS]

Rs. In Cr.	Mar-18	Mar-17
<b>Non Current Assets</b>		
Property, Plant and Equipment	1,280	746
Capital Work in Progress	126	313
Other Intangible Assets	1	1
Goodwill	1	1
Financial Assets		
Other Investments	0	0
Others - Security Deposit	9	8
Current Tax Assets (Net)	15	13
Deferred Tax Assets (Net)	65	41
Other Non Current Asset	90	70
<b>Sub-total Non Current Assets</b>	<b>1,587</b>	<b>1,192</b>
<b>Current Assets</b>		
Inventories	26	22
Financial Assets		
Trade Receivalbes	347	706
Cash and Cash Equivalents	95	15
Bank Balance other than above	67	47
Other Financial Assets	10	6
Other Current Assets	82	48
<b>Total Current Assets</b>	<b>627</b>	<b>843</b>
<b>TOTAL - ASSETS</b>	<b>2,214</b>	<b>2,035</b>

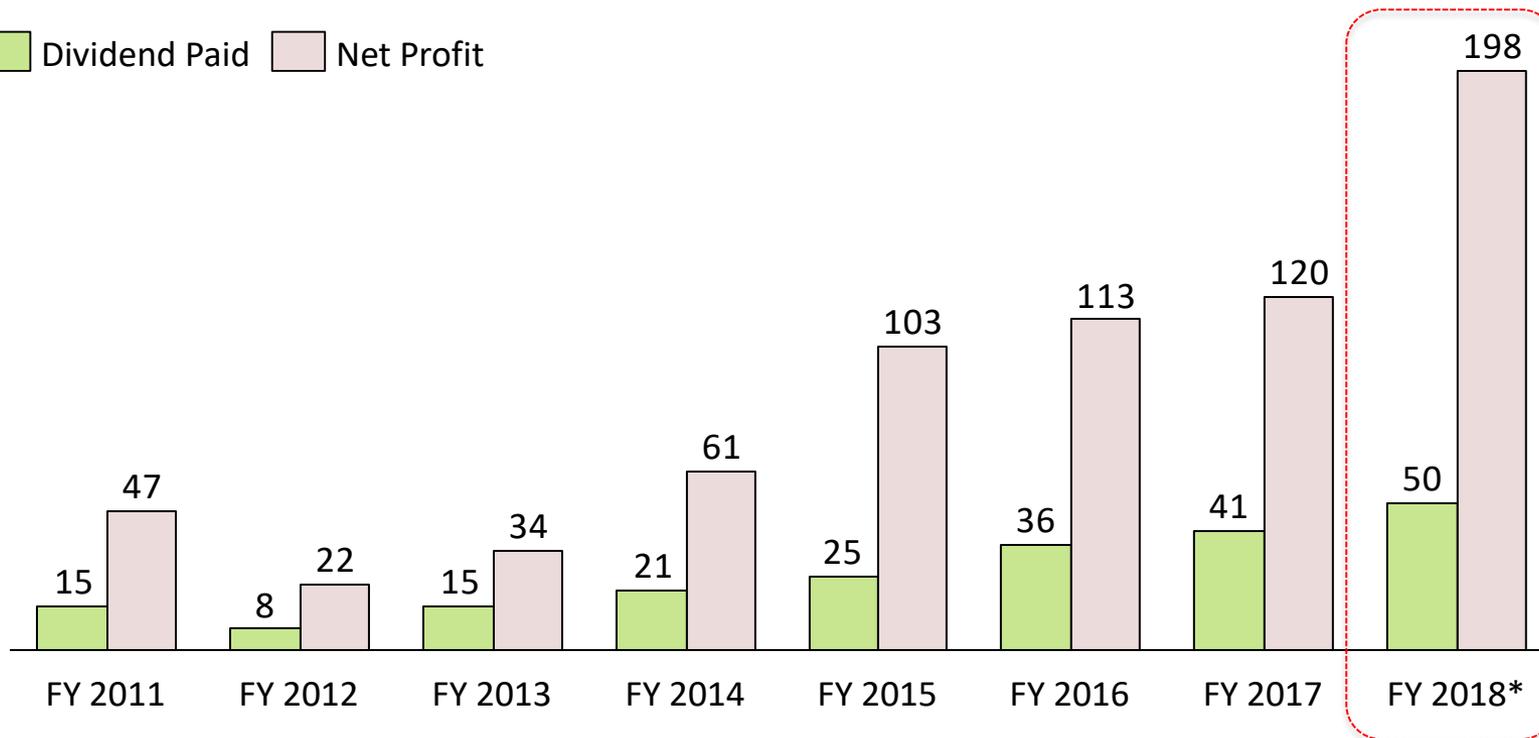
Rs. In Cr.	Mar-18	Mar-17
<b>Equity</b>		
Equity Share Capital	33	33
Other Equity	1,174	804
<b>Equity Attributable to owners of the Company</b>	<b>1,207</b>	<b>837</b>
Non contolling Interest	70	29
<b>Sub-total Equity</b>	<b>1,277</b>	<b>866</b>
<b>Liabilities</b>		
Non Current Liabilities		
Financial Liability		
Borrowings	62	77
Other financial liabilities	13	13
Other non-current liabilities	2	2
Provisions	11	10
<b>Total Non Current Liabilities</b>	<b>88</b>	<b>102</b>
<b>Current Liabilities</b>		
Financial Liability		
Borrowings	220	177
Trade Payables	379	678
Other financial liabilities	142	92
Provisions	3	1
Current Tax Liabilities (Net)	7	10
Deferred Tax Assets (Net)	70	88
Other current Liabilities	27	21
<b>Total Current Liabilities</b>	<b>849</b>	<b>1,067</b>
<b>TOTAL EQUITIES AND LIABILITIES</b>	<b>2,214</b>	<b>2,035</b>

# Profit & Dividend Track Record



Rs. In Cr.

■ Dividend Paid 
 ■ Net Profit



**Board of Directors have recommended Final Dividend at 75% i.e. Re. 0.75 per share (FV of Re. 1 each)**

\* Includes Proposed dividend of Re. 0.75 per share

## For further information, please contact:

### Company :

#### **Aegis Logistics Limited**

CIN: L63090GJ1956PLC001032

Mr. Murad Moledina, CFO

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[www.aegisindia.com](http://www.aegisindia.com)

### Investor Relations Advisors :

#### **Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Ms. Payal Dave / Mr. Jigar Kavaiya

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