



Investor Presentation

**February 2018
USA**

Safe Harbour

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Aegis Logistics Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Our Purpose

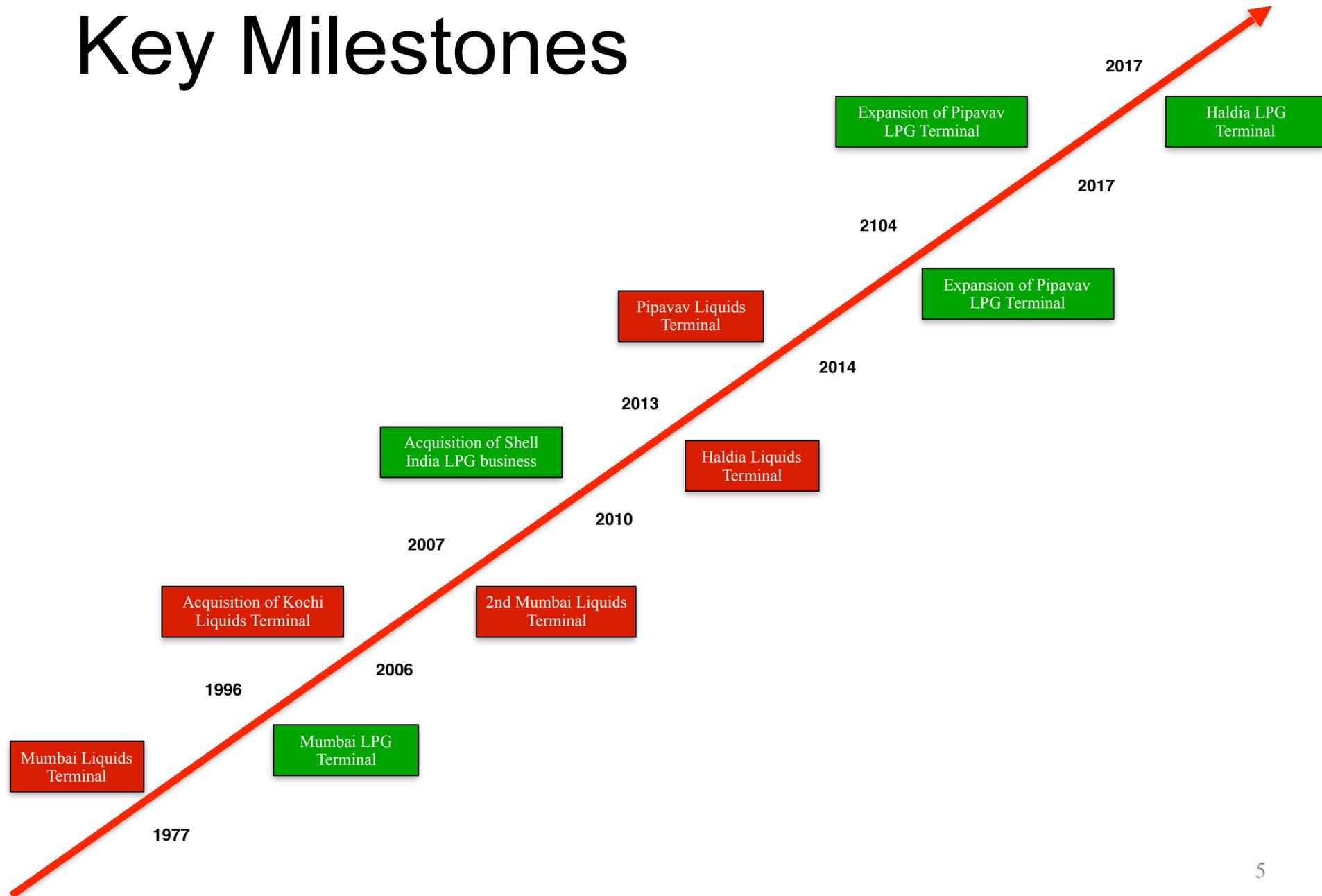
To be the leading provider of logistics and supply chain services to India's oil, gas and chemical industry

Strategy

Build an unrivalled national network of port-based tank terminals, pipelines and multi-modal transportation facilities.

“a necklace of terminals”

Key Milestones



Gas and Liquids Logistics



Rail



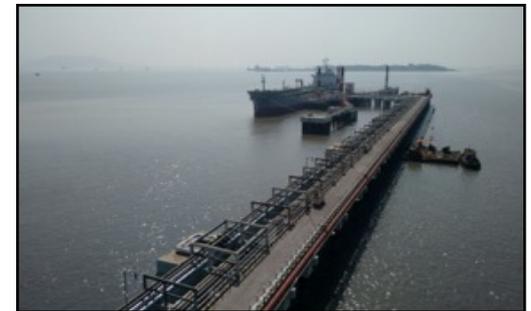
Road



Terminals



Pipeline



Ship

a necklace of terminals



Infrastructure

Liquids

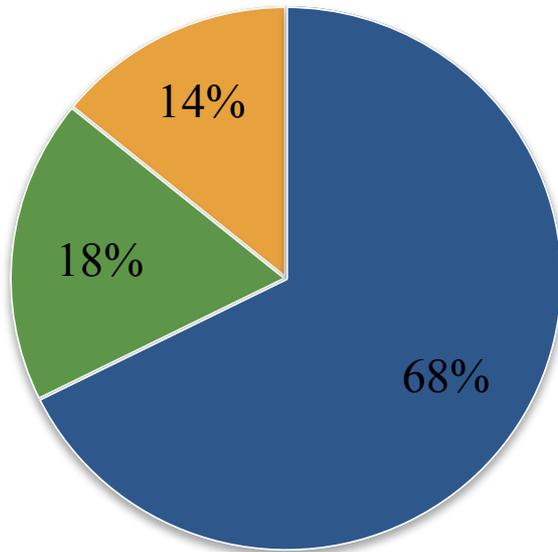
- Terminals at key ports
- Jetty Pipelines.
- Multiple tank sizes.
- Coated , Stainless Steel and Heated tanks.
- Road, Rail and Coastal Shipping connectivity.

Liquified Petroleum Gas (LPG)

- Refrigerated Gas Terminal in Mumbai.
- Refrigerated Gas Terminal in Haldia.
- Pressurized Gas Terminal in Pipavav.
- Propane pipeline to RIL ethylene cracker.
- Network of 108 Autogas stations in 7 states.
- Network of packed LPG distributors.
- Bottling Plants-Owned and Contract

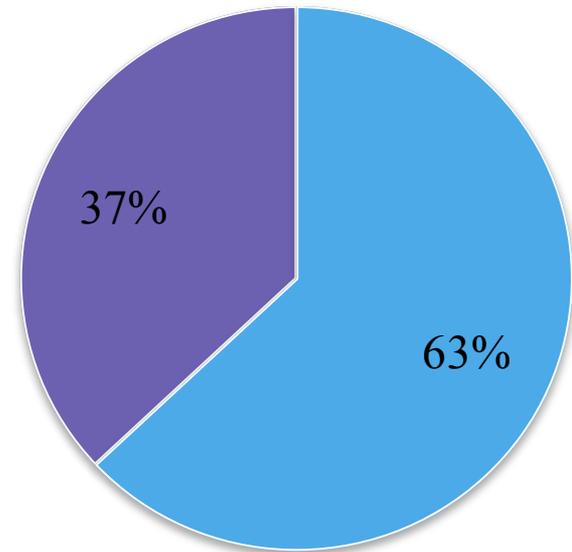
Segment Wise Model FY 2016-17

EBITDA by Business Verticals



- Terminalling
- Sourcing
- Distribution

Segment Result (EBITDA)



- Gas
- Liquid



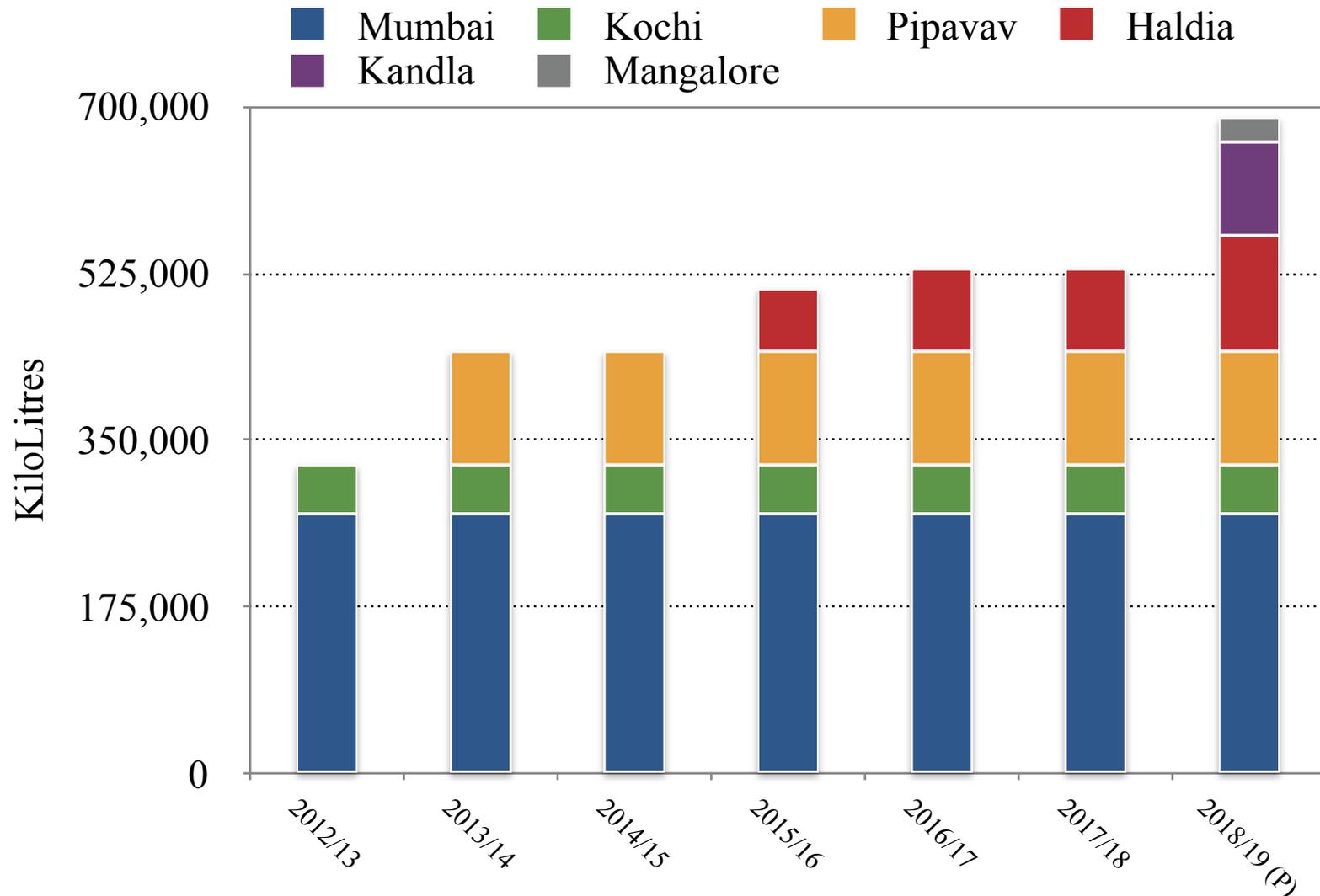
Liquids

Our Liquids Business

- **Third Party Logistics (3 PL) for over fifty Petroleum, Oil and Chemical Products**
- **Facilities at Mumbai, Kochi , Haldia, Pipavav, Kandla and Mangalore Ports**
- **Service Offering**
 - Long Term, Spot and Throughput Contracts
 - Unloading, Transfer through Jetty Pipelines, Store and Distribution
 - Customs bonding, Inventory management, Just in time delivery and On-site product quality testing
- **Customers**
 - Large Oil Companies & Chemical Industries
 - Well diversified Customer Base



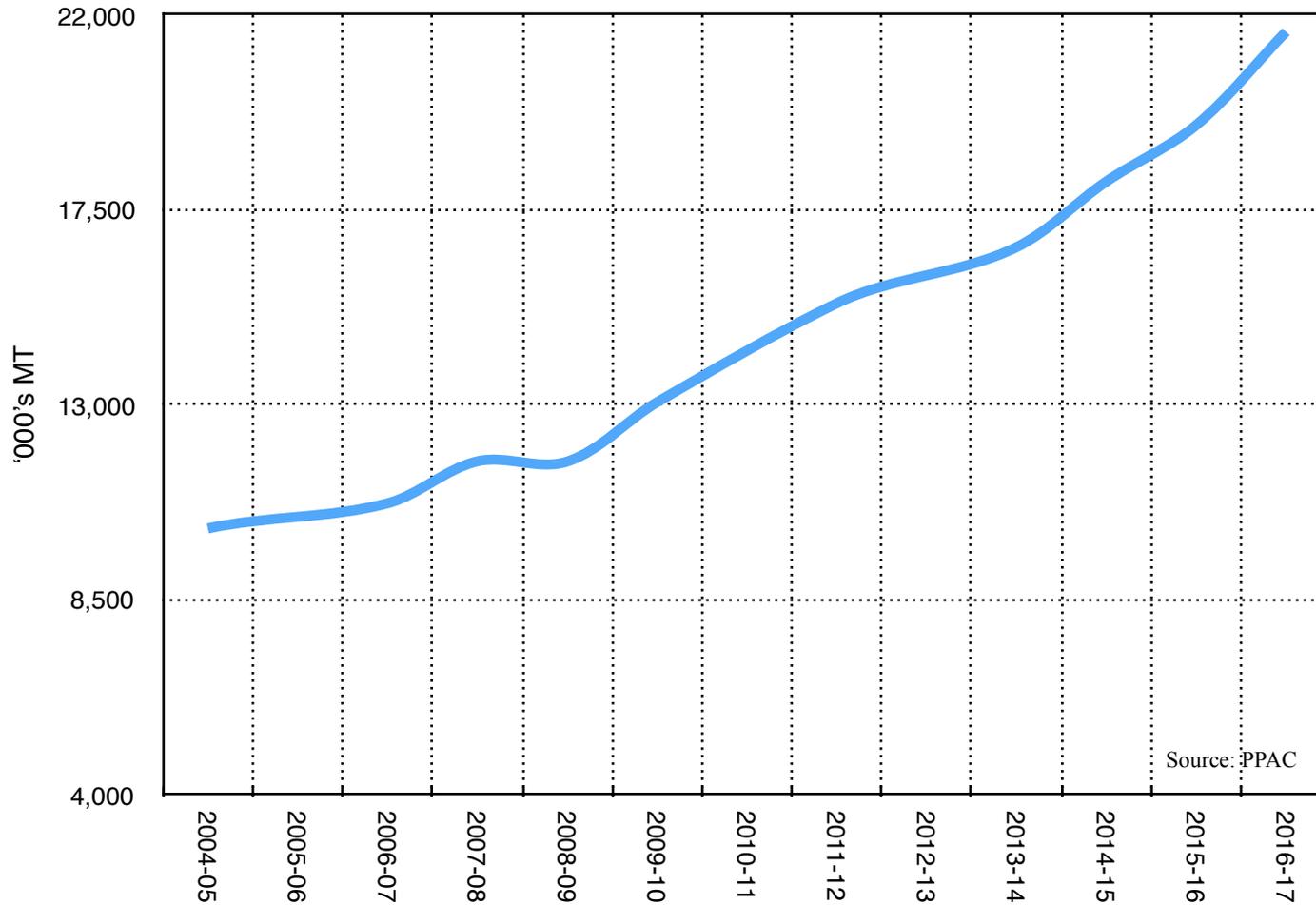
Growth in static capacity



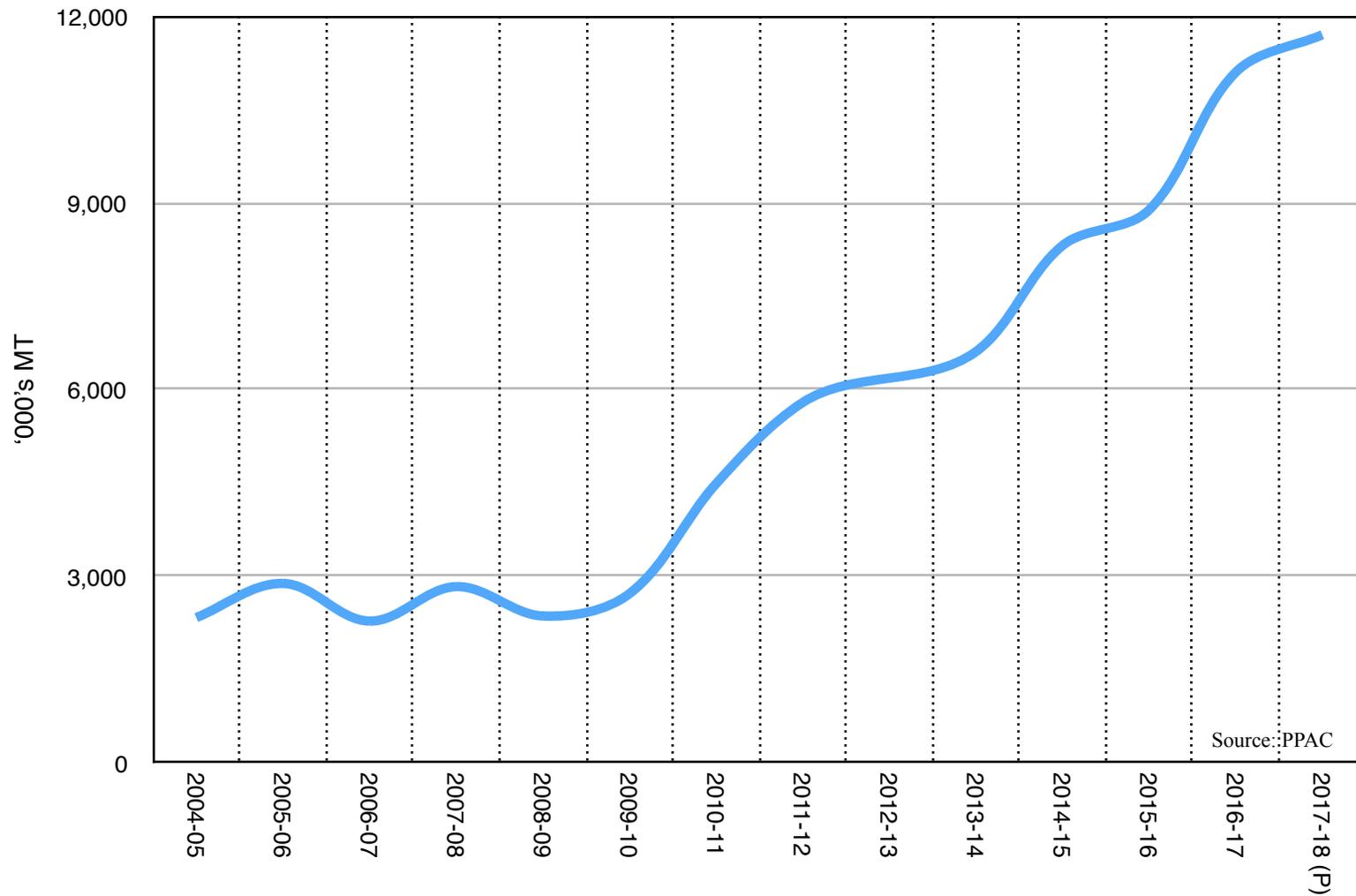


LP Gas

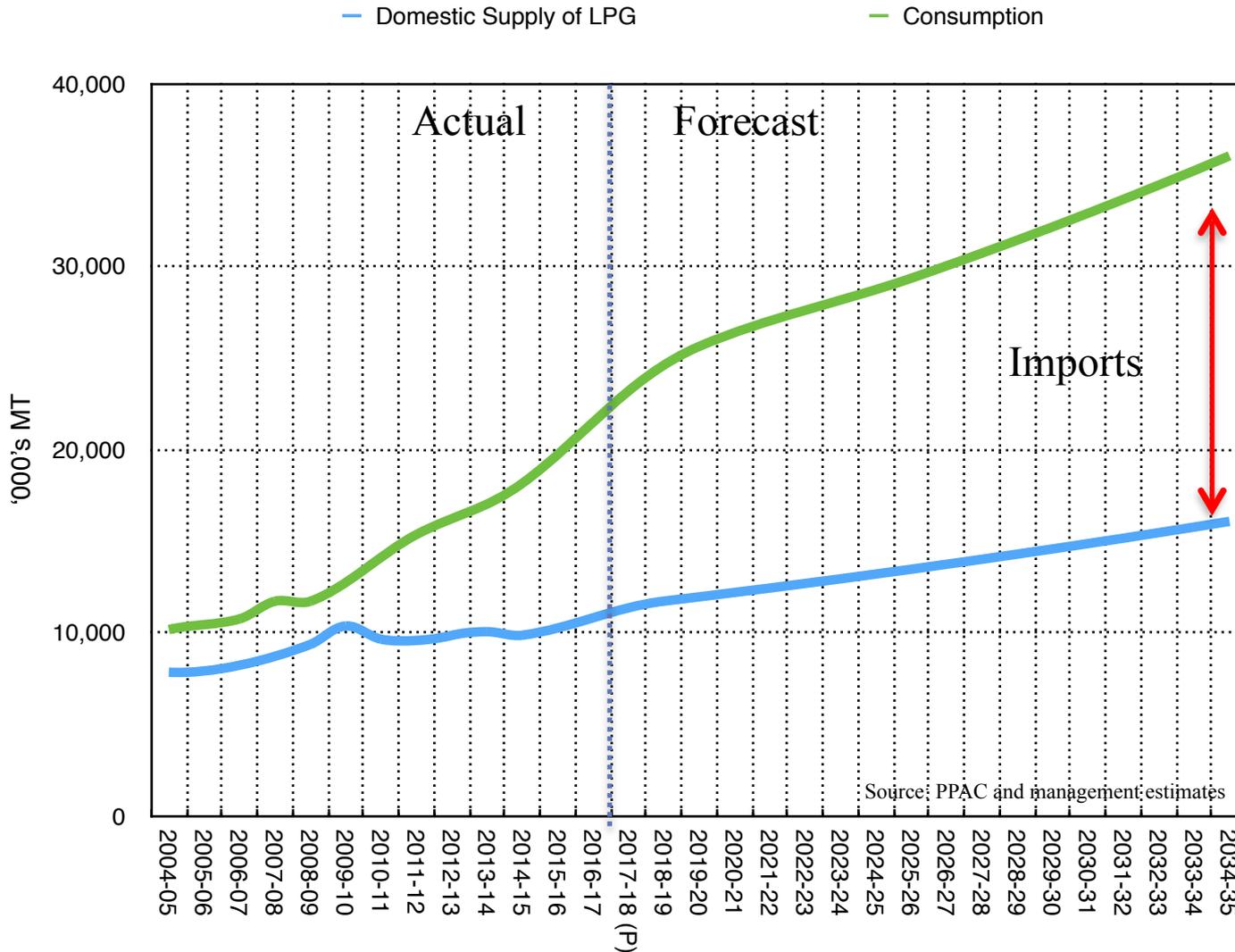
India LPG consumption growth



India LPG import growth



India LPG Demand/Supply Balance



Key Development: PMUY* Scheme

“Total LPG consumption cumulative growth of 8.4% for the period April to December 2017.

Eastern region had the highest growth of 16.6% in total LPG consumption during the period April to December”

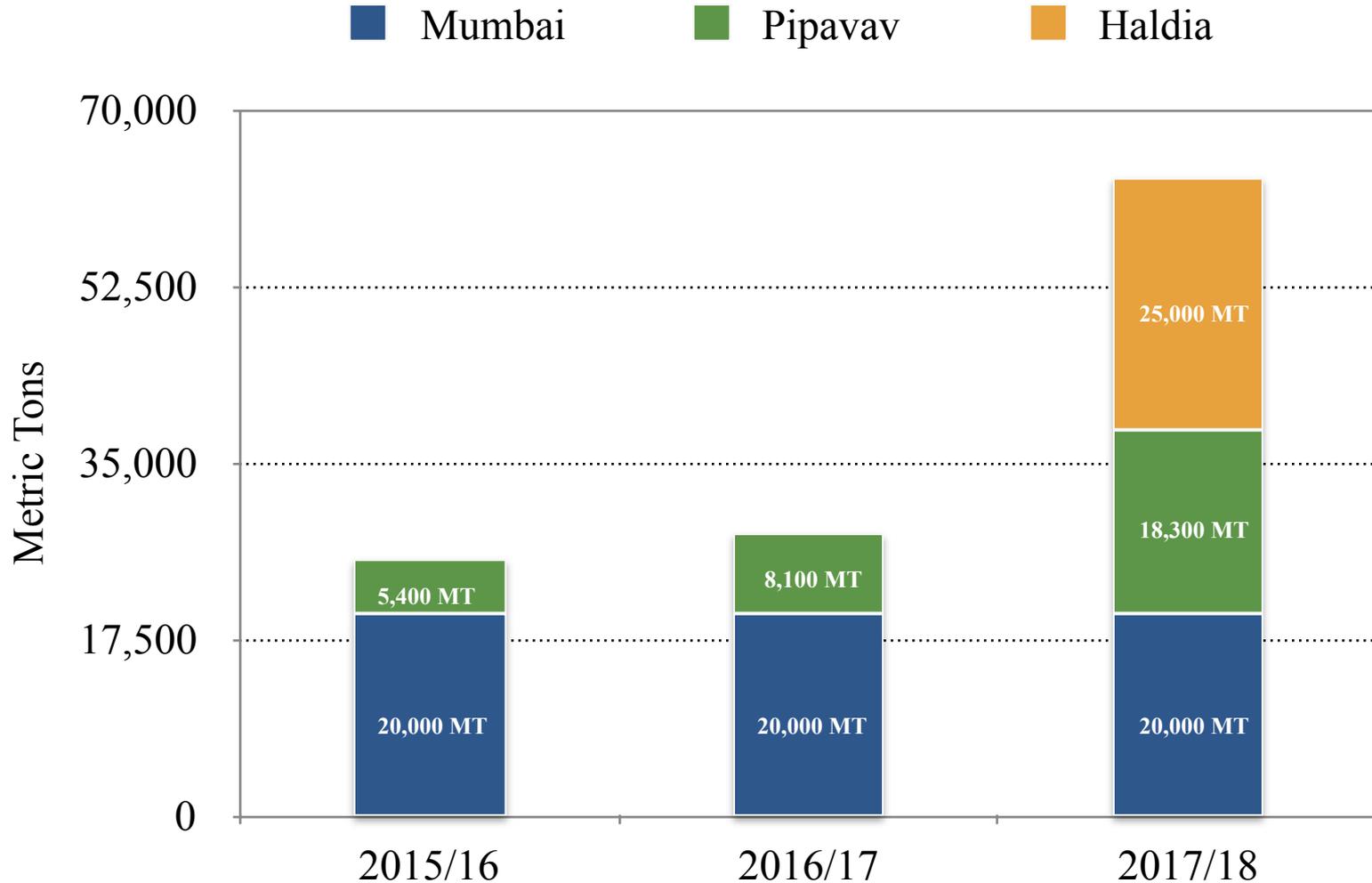
Source: PPAC December 2017

- Launched in May 2016
- Targets LPG subsidy for connection and refill to low income households.
- Initial target: 50 million households
- Revised target: 80 million households by 2020
- New connections till date: 30 Million

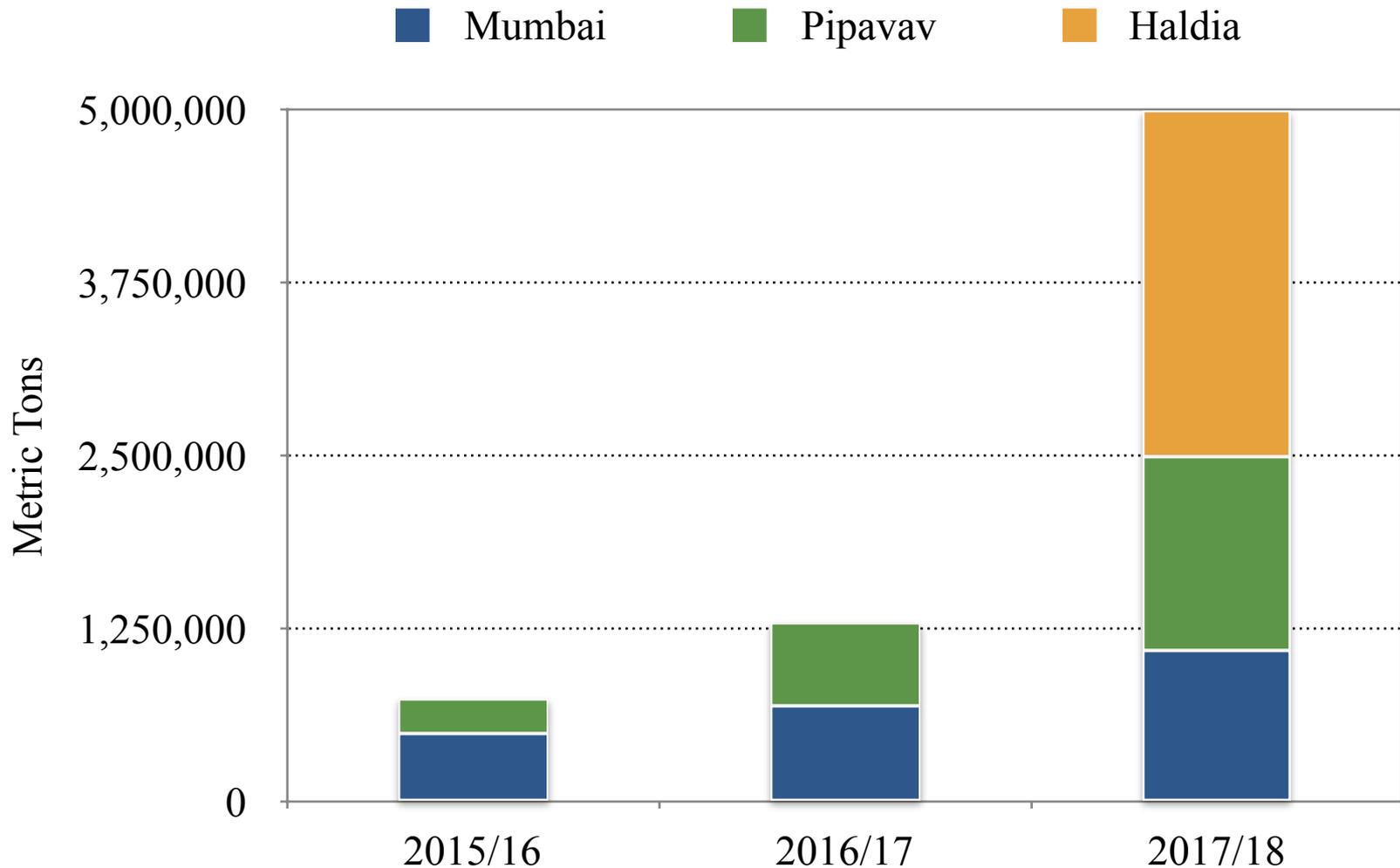
Source: MoPNG Feb 2018

*Pradhan Mantri Yojna Ujjwala

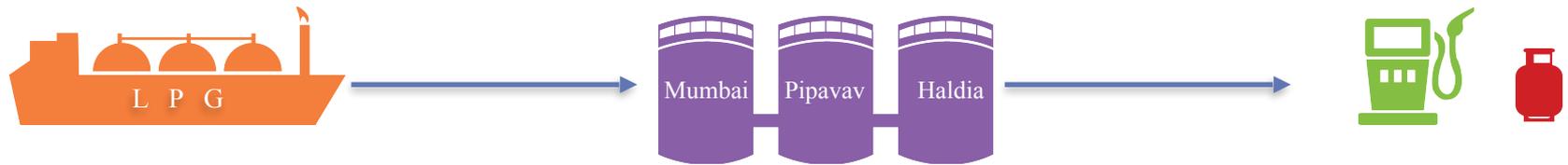
Growth in static capacity



Available throughput capacity



LPG Revenue Stream



Sourcing & Shipping
Fees

* Itochu 40% in AGIL



Terminalling
Fees *

* Itochu 19.7% in Haldia Terminal



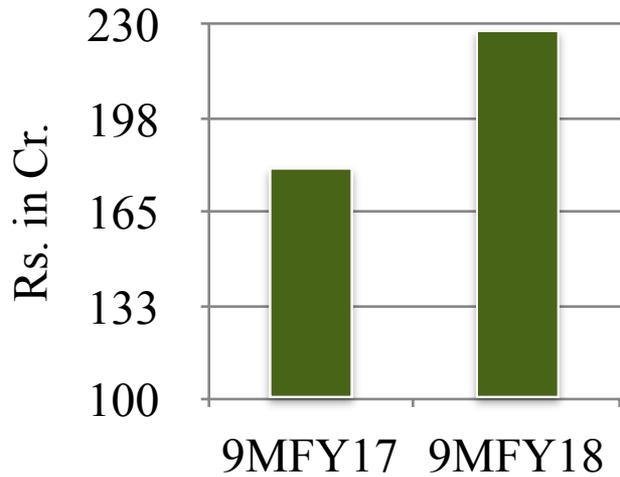
Distribution
Margins

Financial Performance

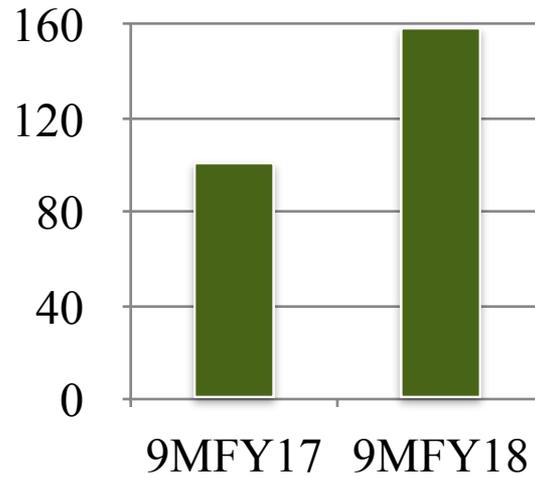
9 MONTHS

A step change (9 Months)

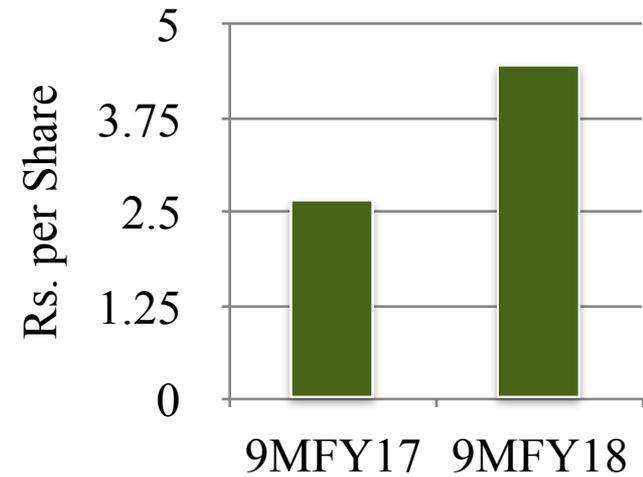
EBITDA



Profit After Tax



EPS



For further information, please contact:

Company :	Investor Relations Advisors :
<p>Aegis Logistics Limited CIN: L63090GJ1956PLC001032</p>	<p>Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285</p>
<p>Mr. Murad Moledina, CFO murad@aegisindia.com</p>	<p>Ms. Payal Dave / Ms. Payal Sheth payal.dave@sgapl.net / payal.sheth@sgapl.net</p>
<p>www.aegisindia.com</p>	<p>www.sgapl.net</p>

