“Aegis Logistics Limited Q2 FY ’22 Earnings Conference Call”

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Moderator: Good Evening Ladies and Gentlemen, Welcome to the Q2 FY '22 Earnings Conference Call of Aegis Logistics Limited. This conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions, and expectations of the company as on the date of this call. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. As a reminder, all participants' lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' and then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Raj Chandaria – Chairman and MD of Aegis Logistics Limited. Thank you and over to you, Sir.

Raj Chandaria: Thank you very much operator. First of all before we start, the formal announcements. I would like to pay tribute to Mr. Anish Chandaria – our Vice Chairman and Managing Director and my beloved younger brother who passed away on September 11th unexpectedly. He was a formidable driving force in the formulation of the vision and strategy of this company as well as being a great motivator and cheerleader for all of us. His boundless energy and enthusiasm as well as financial acumen will surely be missed by all of us at the company, and as you know, he was in the forefront of communications with our stakeholders and whatever the news, good or bad, we could count on him to convey it in a balanced and measured manner, that duty now falls upon me and it is with bittersweet feelings that I along with our Chief Financial Officer, Mr. Murad Moledina, will be presenting the Q2 results for Financial Year '21-22. I say bittersweet because many of the initiatives that Anish had worked on and talked about and pushed for havinhave materialized and are on the cusp of bearing fruit. Indeed one of the biggest such initiatives was clinched just a few days before he passed away and he was very keen to share it with the Board and then our investors, and I will return to this later on during the call, so please standby.

It was a very good set of results in Q2 with profits up significantly quarter-on-quarter as well as year-on-year, while total revenues from operations dropped by 6.74% to 635 crores versus 678 in the previous quarter as a result of lower sourcing volumes, EBITDA for the group jumped to 148 crores versus 114 crores in the previous quarter and 125 crores a year earlier. This is a rise of 30% over the previous quarter and 18% over the previous year. Normalized profit before tax excluding the non-cash employee stock purchase plan charge was 124 crores versus 90 crores in the previous quarter and 101 crores a year earlier. This is a rise of 38% quarter-on-quarter and 23% year-on-year. While not quite a record, it certainly ranks as one of the best results we have had and puts us clearly back on track. This quarter really was a very good quarter at 125 crores of normalized profit before tax. The normalized profit after tax for the group was 101 crores versus 72 crores in the previous quarter and 78 crores from a year earlier. This is a rise of 40% quarter-on-quarter and 30% year-on-year, and the minority interest in other words the profit after tax available to common shareholders was 94 crores for Q2 versus 66 crores in Q1 and 71 crores a year earlier. This is a rise of 42% quarter-on-quarter and 32% year-on-year, so I think you will agree with me that this is a good set of Q2 results and I firmly believe that we are back on track.

Now, I will go through the segment analysis to show you the underlying reasons for this set of results. As far as the liquid terminal division goes, the revenues for Q2 were 64.3 crores versus 66 crores in the previous quarter and 56 crores a year earlier that is a slight decline of 3% on the quarter, but a rise of 15% year-on-year. The EBITDA for Q2 was 46.2 crores versus 48.9 in the previous quarter and 39.4 crores a year earlier. It is a slight decline of 5.5% for the quarter-on-quarter but a healthy rise of 17% when you compare year-on-year in the EBITDA for this division, so that confirms that the liquid division continues to perform strongly with the addition of new capacity that we have built in Kandla, Mangalore, and Haldia. Now, I will go through the gas terminal segment and for Quarter-2, the revenues were 570.9 crores versus 612 crores in the previous quarter and 594 crores in the previous year. The Q2 EBITDA was 104.4 crores versus 65.3 crores in Q1 and 85.3 crores a year earlier, which is a rise of 55% over the previous quarter and 19% year-on-year. Not only did we cross the 100 crore mark in this quarter, but a 55% rise quarter-on-quarter shows that we are back, a truly healthy rebound for the gas division with most of the market segments in this division rising as I will explain now with the sales volume analysis.

If I may start with the throughput volumes, the LPG volumes handled at our three current terminals at Mumbai, Haldia, and Pipavav was a healthy 737,770 metric tons for Q2 versus 567,607 metric tons in the previous quarter and 722,514 metric tons from a year earlier. This is a rise of 30% quarter-on-quarter and 2% year-on-year in the LPG volumes handled at our terminals. Haldia had good volumes and Mumbai with IOC, HPCL, and BPCL all bringing imports was a record as well. I am pleased to report that the rail gantry at Pipavav which Anish had spoken a lot about was operating very smoothly and the good news is that now all three oil companies HPCL, BPCL, and IOC have started using this rail gantry because it delivers a lot of cost savings and logistics advantages to that, so in summary a healthy rebound of throughput volumes handled in Q2 compared to the previous quarter. Now, the bulk industrial segment delivered 23,545 metric tons in Q2 versus 22,271 metric tons in the previous quarter and 23,621 tons from a year earlier that is a 5.7% growth over the previous quarter and remained steady compared with the previous year. The commercial and domestic cylinder segment which sells to the hotels, restaurants, and small scale industries under the pure gas brand and to the domestic household segment under the Aegis Chhota Cikander brand, the Q2 sales were 6313 metric tons versus 5039 metric tons in the previous quarter and 4499 metric tons from a year earlier. This represents a rise of 25% over the previous quarter and 40% over the previous year and that is a result of our increasing distribution network and the number of bottling plants on a national scale resulting in this 40% rise in the sales in the cylinder segment.

In this quarter, we have commissioned three bottling plants, added 15 new distributors and now have a presence in 14 States. Auto gas sales were 5987 metric tons in Q2 versus only

3567 metric tons in Q1 and 4756 metric tons from a year earlier, that is a rise of 68% over the previous quarter and 26% over the previous year. We were able to commission five new stations during the first half of the year and there are more fuel stations to be commissioned this year and there is also a good pipeline of around 60 new dealers to be brought on stream in the next 24 months or so, so that is a good healthy performance in the auto gas segment, and I can confirm as I think Anish reported in the last earnings call that our EBITDA margins have gone up to an average of ₹ 10,000 per metric ton in the auto gas segment, so every ton that we sell delivers a very good rise in profits and we are quite optimistic for this business. Sales volume of the sourcing business was only 59,581 metric tons versus 100,000 metric tons in the previous quarter. This segment has been a little subdued for various reasons during the last year and though this business does of course have small margins, it does bring other logistics advantages, so we are looking for to a big rebound in the sourcing business next year and I will give you more details on that later on in the call, so the summary for our gas division is that there was an increase in the sales volume in most of the segments leading to a 55% rise in the EBITDA over the previous quarter and we are quite pleased with the performance of this segment.

Now, if I may turn to the business highlights for the quarter and the outlook for the rest of the year and also an update on capital expenditures and projects. As far as the business highlights for Quarter-2, we are pleased to inform you that Fitch, a global rating agency, has revised our credit rating post the joint venture announcement with Vopak from AA stable to AA positive. I am also very happy to announce with respect to our sourcing business that we have in fact secured international sourcing tenders for LPG from the national oil companies for the calendar year 2022, 18 VLGCs aggregating to 800,000 metric tons of LPG. This was amongst very stiff international competition and that we have secured those tenders and we will be delivering those cargos during the calendar year 2022, and we expect to bid alongside with our partners, ITOCHU for more tenders as they are announced. We are pleased to report that Aegis also has secured through auction two new land parcels, 2.5 acres addition in Haldia which we will now refer to as the H5 plot and most importantly and I would like to emphasize this, we have secured 21 acres in Mangalore port. This was the project that Anish was very keen on and we just clinched it a few days before his passing, and he was very keen to report on this during our Board meeting and specifically on this call.

Aegis has also signed a 10 years with a 15-year extension contract for the use of 21,000 kiloliters of petroleum storage at Kochi with the Shell company. As most of you know this is a company with very high and demanding standards of health and safety and governance and so on and we are really pleased to announce that this is probably the first time we have ever signed a 10-year contract plus a 15-year extension with the company of this quality. During the quarter, our bottling plants at Udupi, Bangalore, and Hyderabad were all commissioned and we expect to commission further two bottling plants at Wada and Jamnagar during this current quarter. A couple of important announcements regarding Pipavav port as well. During this quarter, Pipavav port has started work on making their LPG jetty compliant for handling

VLGCs with completion expected by April 2022. This was always specially of recent times a constraint at Pipavav and we are really happy that the port has actually commenced work and it is going fast and we expect that to complete by April 2022, which will certainly facilitate more gas throughput at Pipavav. As far as Kandla is concerned, they have also started work on their oil jetty number 7 which will also be VLGC compliant and that work continues is expected to be completed by June of 2022, two important developments in the sort of overall LPG infrastructure for India and specifically very beneficial to Aegis because we are well positioned in both those ports.

I would like to mention the progress made by the IHB company. Now for those of you who are not familiar, IHB company is a SPV, special purpose vehicle set up by Indian Oil, Hindustan Petroleum and Bharat Petroleum hence IHB, 50% owned by Indian Oil and 25% each by the other two companies. Special purpose vehicle for constructing and operating the KGPL pipeline also known as the Central India LPG pipeline. Again, I will mention this because Anish had communicated to many of you that this was a very important development for the LPG business in India and for the LPG infrastructure in India and I would like to mention that the progress made by the IHB company is quite impressive and they expect to commission phase one by December of 2022. Now, this is the world's largest, longest LPG pipeline, I believe it is 2800 kilometers long and with an annual capacity to handle 8.25 million tons and out of which Pipavav has been allocated a capacity of 1.5 million tons and of course it starts at Kandla as well, so these are good developments that I would like to point out during the quarter and which will have benefits as we go along.

The outlook for Quarter-3, the liquid terminal division, is expected to perform similarly in Quarter-3 as in Quarter-2 with consistent revenues and profits, so no change there. In the gas division, we also expect to perform at similarly high or even perhaps a little better level of sales volumes in Quarter-3 as of Quarter-2, in short, we expect good performance for the rest of this year. I would like to give a quick update on the progress of projects in infrastructure. The Kandla project is progressing well and expected to be operational in this financial year. The additional jetty pipeline, LPG pipeline, is being installed at Haldia and will increase the unloading rate, and therefore, improve the logistics at Haldia for LPG. There is a pipeline connecting the Haldia terminal to the HPCL Panagarh bottling plant, which is also expected to commission work soon, this is in of course an HPCL project that, but we will also be participating in some infrastructure within our terminal to connect the terminal to this pipeline and further improve the cost and logistics for HPCL. There is an additional LPG jetty pipeline that is being installed at Mumbai and this is expected to be commissioned by the end of Q3, which will also substantially increase our unloading rate at the jetty in Mumbai and therefore improve the logistics capability at Mumbai. All other liquid tank projects are over and of course are producing revenue.

A quick update on the joint venture with Vopak is doing well. The implementation is doing well. The joint venture is expected to achieve financial closure on or before March 2022 and now with the Kandla LPG project also nearing completion and given the gestation period of these projects, we think it is really important to kick off the growth plans that had been outlined when we presented the planned alliance with Vopak. In this context and plus with the developments on outline on the land acquisitions that we had done as well as the new infrastructure that is progressing well at ports and so on. The company proposes as per the business plan agreed with Vopak to proceed with the following expansion projects. We proposed to add 175,000 kiloliters of liquid storage capacity and 100,000 metric tons of gas storage capacity at Mangalore, Kochi, Pipavav, and Haldia. Now, I think you will appreciate that these are important and significant plans that of course we have pre-agreed also with Vopak and were presented in the July call when we announced the joint venture with Vopak, but it is now time to kick off this project and we will these projects of course will eventually be in the Aegis Vopak Terminals Limited. The capital expenditure envisaged for those projects that I mentioned is roughly 1250 crores, and at the moment, we are engaged in the environmental licensing process, capacity license applications, and the engineering drawings are underway for these projects. I think we expect good developments over the next few months and in the near term, so I think this concludes my earnings presentation and we can now open the floor for questions.

Moderator: Thank you very much. We will now begin the question and answer session. The first question is from the line of Rajesh Kothari from AlfAccurate. Please go ahead.

Rajesh Kothari: Good Evening Sir, first of all our heartfelt condolences and I think we will be missing Sri. Anish as much as you are missing. Coming to the few questions, it would be great if you can little bit give some color on how is the utilization in Haldia and in Pipavav because I think post BPCL coming out of the Pipavav, we know how the utilization is ramping up well on these two things and Kandla, by when do you think it will be operational, the new expanded capacity I am talking about?

Raj Chandaria: As far as the specific utilizations of every terminal and so on, as you know we do not give specific throughput numbers for every terminal this is sensitive information and we do not give that, but I would say that Haldia specifically to your question with BPCL commissioning their own terminal last year, the throughput rates have rebounded as HPCL ramps up their own volumes, I am happy to note that certainly while there was a decline last year, things are climbing back to our original volume levels. It will take still a few more months, but we are confident that with the plans that HPCL is executing, those rates will come back. Again, Pipavav very positive development in terms of this rail gantry which was a long time coming, but finally we are seeing quite a ramp up in volumes at Pipavav and as I said in my earnings, it is delivering real solid cost advantages to the national oil companies and as a result all three of them are now bringing cargos and once we get the new VLGC jetty commissioned at Pipavav, once the port completes the VLGC compliant jetty, the logistics advantages will increase even more so Pipavav is ramping up very nicely and excited about that. Mumbai as you know operates at a very high level anyway and we expect to continue the improvement. As far as the

Kandla project is concerned, as I mentioned the construction and commissioning, construction is almost over, commissioning activities will start shortly. It is a complex project because we are not only connected to the jetty but also of course to other pipelines and throughput and so on, and we did have a bit of a setback in terms of the slowdown of construction during COVID period, so we remobilized and construction is going on. We expect to commission the terminal during this financial year, so that is all I can say for the time being, but otherwise it is going quite well.

Rajesh Kothari: So, is it safe to assume that Haldia basically will come back to normal levels by the fourth quarter?

Murad Moledina: I think not the fourth quarter of this year, but next year we can expect the growth to be healthy and we should see the levels coming back by the end of next year.

Rajesh Kothari: You mean by basically I actually did not understand what Murad said, you initially said you should expect by the next, when you said by next year and the confusion, may I request you to kindly clarify?

Murad Moledina: Yes, what I said was that the improvement is every quarter, and we can expect to come back to the levels which when BPCL was there by the end of FY '23 which is the next year.

Rajesh Kothari: So, you are saying basically back to normalcy, it will take another basically one-and-a-half year because right now we are still inOctober, so you are saying by March '23 we will be back to normal?

Murad Moledina: Very conservatively, yes.

Rajesh Kothari: Realistically, let us take that because Aegis is known for giving very realistic guidance historically. I request you to kindly be realistic because if you are too conservative, it does not serve any purpose.

Murad Moledina: Yes, it is realistic.

Moderator: Thank you. The next question is from the line of Kashyap Javeri from Emkay Investment Managers. Please go ahead.

Kashyap Javeri: Thank you so much Sir for this opportunity and my heartfelt condolences and we are really missing his voice on the call right now, I would sort of say to that extent. Just two questions from my side, one, in the business update call, you had given the distinct EBITDA between the business divested to JV and whatever we have retained in the company at the holding levels, would you be able to share the same numbers for FY '21 which have been audited by now, that is the first question? Second question is on our LPG business, profitability has bounced back really amazingly well and many congratulations for that, however, if I look at still volumes, in Quarter-2 India as a country imported about 4.69 million tons of LPG and we handle about 738,000, so that is about 15.5% market share over there, I have been asking this question for quite a few con calls by now, but every quarter we see that market share number declining quarter by quarter. I understand that Haldia would now be there in the numbers in Quarter-1 as well but versus Quarter-1 also our market share has declined by 60 basis points, so how do we arrest that number?

Raj Chandaria: I think if I can answer the second question in terms of the general business on LPG throughputs and market share of LPG, we have I think as Anish as mentioned sort of set ourselves a vision and a target for changing about a 25% market share for LPG handled throughout India and this is with a combination of the current ports where we lave LPG terminals, which is Mumbai, Haldia, and Pipavav, and of course new one coming up shortly, so the 25% goal is sort of overall goal and vision. We cannot do it just with the three terminals, obviously we will have to have more capacity. Specifically, although somebody said normal levels as far as Haldia is concerned, the BPCL terminal was always there and clearly they are an important player. They did finally after six years manage to commission their terminal and that definitely has impacted our market share in the Eastern part of India. We did also suffer some slow down in volumes through Pipavav because of the shortage of mid-sized gas carriers, and therefore, cargos were diverted to other ports, but I believe that with the commissioning of the rail gantry and the delivery of logistics advantage and most importantly now with the construction of the new VLGC compliant jetty at Pipavav port for which construction is in full swing, Pipavav will become an important port for India. As I mentioned, it is also connected to the KGPL pipeline and also it has many other advantages, so that is definitely going to rebound and Mumbai already we are very strong player in terms of market share and so on, so in answer to your question, there are two as to what happens to our market share, there are two key things which will arrest if I can call it that, arrest the decline and in fact increase our market share, three key things.

Number one, we expect Pipavav to perform strongly as we go forward because of the two reasons that I mentioned and number two as Murad mentioned, the Haldia volumes are we have taken the BPCL hit, the exit of BPCL from our terminal and now HPCL volumes are building up again, so we expect to get those volumes back, and HPCL has a very strong position in the eastern part of India. Third of course which should push up our market share is the commissioning of the Kandla LPG terminal by the end of this year, so I am confident that we will move towards our goal of 25% market share of the volume of imports into India. As far as the first question is concerned regarding the specifics on LPG on EBITDA and so on, perhaps you could repeat it and I am not sure we would have those comparative numbers available on this call, but we may have to.

Murad Moledina: I would like to highlight that it was July after the audited accounts numbers were already announced in May that we have given the EBITDA numbers, so I think if you refer to our transcript as well as the …

Kashyap Javeri: Numbers were forward numbers right, what Mr. Anish Sir had highlighted at that point of time, you said about 23 times EBITDA valuation also those numbers pertain to FY '21-22 numbers, I want for FY '21 the same numbers?

Murad Moledina: We do not have it here off hand, so we will have to get that.

Kashyap Javeri: Just one question, Mr. Chandaria, on the market share itself, would you have some idea as to of the incremental gas which would have been imported in the country, which port got the maximum market share because we know like you said Pipavav plant handled VLGC at this point of time, but if VLGCs were sort of the larger market share in the whole import game, then which particular port would have gotten the bigger market share of gas imports?

Murad Moledina: I think it is Haldia, Haldia gets the maximum gas LPG unloaded.

Moderator: Thank you. The next question is from the line of Priyankar Biswas from Nomura. Please go ahead.

Priyankar Biswas: Good Evening Sir, again condolences from my side for the untimely demise of Anish. My question is regarding Pipavav, so if I heard it correctly like the first phase of Kandla-Gorakhpur you said it is going to be commissioned at around the end of calendar year 22?

Raj Chandaria: Yes, this is the information we have from the IHB company.

Priyankar Biswas: So does the Pipavav port get connected in the first phase itself or is the connection a bit later and ultimately, how much incremental volumes are you expecting at Pipavav firstly from this rail gantry plus the VLGC, both of them happening, so that is the near term and also post this Kandla-Gorakhpur being corrected, so how much eventual steady state volumes you are looking forward to in that asset?

Murad Moledina: I can update that Pipavav is expected to get connected in the phase one with a capacity allocation of 1.2 million tons, now that is not going to happen from day 1. It all depends on the demand and the requirement of the bottling plants to which Pipavav in KGPL would be connected to and of course the construction, how far in phase one they go, but the capacity allotted in Phase one is 1.25 and by phase two, it will grow up to 1.5 million tons, so that is the capacity allotted to Pipavav port. Now, we think that this will be in addition to what rail gantry is going to take because rail gantry takes it to the bottling plants which have rail siding and probably not connected to the pipeline grid, which is being setup and it is also on the North and Central India pipeline goes all the way to the Gorakhpur in UP, so we think that rail throughput plus KGPL throughput plus road, road works in a radius of 200 to 300 kilometers, it is much more economical and with Pipavav port able to dock or berth VLGC, there will be no constraint of incoming product, so evacuation modes are being set up which will be very useful for years to come and the incoming and discharge to the best possible grade is being upgraded, so that it will be able to berth the largest gas vessel ever, so in coming times we can hope to up the throughput capacity of Pipavav to 2 million may be and that is why in the expansion, which has just been announced, Pipavav is there, so we will have to increase this year's over there from the 12 and 18,300 tons which we currently have. We will come up with specifics very soon.

Moderator: Thank you. The next question is from the line of Nagraj Chandrasekar from Laburnum Capital. Please go ahead.

Nagraj Chandrasekar: At the outset my condolences for Anish's untimely passing away. My question on the CAPEX to be done within the JV, roughly 20% increased to your liquid storage capacity and roughly doubling of your gas storage capacity, on the liquid side, we know that Vopak has certain unique technologies difficult to handle liquids and liquids that your customers also demanded that you handling more of, will any of the capacity being set up be for liquids with unique technology that Vopak brings to the table and also because of the technology that Vopak has on the gas side, is there any advantage to you on cost on the gas terminal capacity or setting up in terms of either storage cost or evacuation cost?

Raj Chandaria: I think that is a very good question and a very pointed and relevant question. The answer is yes to all of them. That is clearly because of the importance of this joint venture and the fact that the terminal in business is going to be combined essentially with Vopak. Active discussions are happening every day in fact as far as the specifics of the liquid tankage and the gas tankage that is being planned for the next expansion because it was all part of the joint business plan that was agreed with Vopak, so for example I can say that the 100,000 metric tons of gas storage capacity may not all be LPG, there may be other gases that are and I do not want to reveal too much until we are able to make specific announcements, so that is one and maybe gases that Aegis is not currently handling. The same thing rises with respect to liquids. As India becomes a more sophisticated economy and there are more sophisticated complex liquids being handled with regard to safety and contaminations and so on, Vopak certainly brings that to the table although Aegis is also pride itself on being able to handle pretty difficult materials, but Vopak certainly brings that, so I think the answer to your question is yes. The benefits of Vopak to the whole business is not just financial, it is strategic and the ability to give customers exactly what they need.

Moderator: Thank you. The next question is from the line of Dipesh from Equirus Securities. Please go ahead.

Dipesh: Thanks for taking my question and I am really sorry for your loss, the first question to Murad Sir you mentioned in the PPT that the financial closure of Vopak deal will happen in March '22, so if you can please remind us again what is the cash coming in the Aegis standalone and what is the debt taken Aegis Vopak JV as of the March 22nd that we are talking about?

Murad Moledina: As we have said the cash over a period of three years what Aegis is going to get is 2766 crores and the debt as we have mentioned 153 million which is around 1350 crores out of which 975 crores will be outside borrowings.

Dipesh: This CAPEX plan of 1250 crore of the joint venture debt will be taken over and above this debt that you have just mentioned in the JV?

Murad Moledina: 1250 crore is gross project, over and above the JV initial operating units which are going to go into the JV and this 1250 crore will be spent over a period of 18 to 24 months as the project gets underway and gets constructed and again to remind you the capital structure of JVCo is that we will always maintain 0.6 debt bearing and we will not exceed 3.5 times the EBITDA, so these are the two covenants under which the JVCo will operate from day zero till lifetime, so we will accordingly as and when cash is need and the JVCo permits under the covenant, we would be borrowing for the growth projects which is 1250 crores.

Dipesh: Lastly Sir the government has mostly discontinued the subsidy from the LPG cylinders that it used to give, so according to few media articles the resale rate of LPG cylinder also dropped, so just wanted to get your sense on demand side on the near term, do you think that the demand in this year may decline, LPG total consumption in India?

Murad Moledina: We do not think so, in fact there is an increase and we believe the demand, I think our presentation covers it and we stand by that, those are our estimates of the demand curve.

Raj Chandaria: I want to add one more point which is relevant also, as most of you know in times like covid **quarter on quarter is very short period to say** that there is an increasing pressure globally on environmental concerns and while LPG is still a fossil fuel, it certainly is a lot cleaner fuel than some of the fuels that are currently being used in India whether that fuel is coal or whether that fuel is furnace oil or any of the other lower grade fuels that are being used, which are highly polluting and given the context of energy, security, and diversity of energy supply and also the global climate change pressure, I think it is fair to say that LPG will continue to be and continue to grow as an essential part of India's energy mix and on the contrary I think you would see other fuels declining and LPG growing.

Moderator: Thank you. The next question is from the line of Himanshu Yadav from Edelweiss Wealth Research. Please go ahead.

Himanshu Yadav: Thank you Sir for giving me the opportunity, I have just two questions, one is will it be fair to assume that now since it is started one million ton per quarter kind of LPG volumes, run rate, so is it fair to assume that it will only grow from here and second in the absence of who will be responsible for taking this CAPEX plans forward in terms of your negotiations with the port authority, than the Government and all the stakeholders involved, so what is your plan, will you be hiring some other experts or will the existing team will be doing it, how will you go about it?

Raj Chandaria: It is a very good question and thank you for asking, certainly as far as the volumes are concerned, I will just ask our expectation, I will ask Murad to answer that, but I can perhaps take the second part of the question on Management and it is a very important question that you have raised. Anish's loss of course was a huge blow and we continue to feel it every day, but even a couple of days after he passed away and we had to regroup as a company and put our heads together as to how we deal with this, in fact Anish and I had discussed this over several years that as the company grows and becomes bigger and more complex, the increasing importance of our Management who managed the show on a day-to-day basis in India and the strengthening of that and I am happy to say that one of the positive benefits of that has come out of the whole crisis that we passed through with respect to COVID was that the ground management in India lead by our Chief Operating Officer and President, Mr. Sudhir Malhotra and of course by Murad Moledina and his team and so on, they have really taken on the mantle of the day-to-day leadership, and quite frankly they are very competent and capable of handling forget 1250 crores, we think that they can handle even bigger challenges than that and especially with respect to the execution challenges of getting permits and licenses and so on. In fact, I cannot think of better people to do that. I think I want to convey it to the community that both Anish and I are really grateful for how well our team in India has performed. I know we have had some setbacks as far as volumes and all that is concerned, but there were many explanatory circumstances, but one thing I have highest confidence in, we have highest confidence is the ability of our team to execute and deliver on the promises that we have made as far as Vopak and all the other projects are concerned.

Moderator: Thank you. Ladies and Gentlemen, due to paucity of time, I now hand the conference over to Mr. Raj Chandaria for closing comments.

Raj Chandaria: Thank you very much. I am sure there are many others and we will be happy to continue our conversations with investors as and when they require to communicate the good news of that as far as I am concerned, we are back on track not only from the point of view of quarterly earnings and so on, but also from the point of view of growth and removing some of the obstacles which have hindered us over the last 12 months. I would like to convey that while it appeared that we were really hit during the last 12 months, we have used the time the COVID difficult times and COVID to make progress on some of the critical infrastructure bottlenecks. All those as I mentioned in my opening remarks that Anish was really pushing hard on that while we have some subdued demand during the COVID times, but let us keep pushing on the ground level infrastructure that will make our rebound faster and quicker and I want to convey that is exactly what we have done and I am quite optimistic that things are looking good and strong for the next period of growth for this company. Thank you very much and see you in January.

Moderator: Thank you very much. On behalf of Aegis Logistics Limited, this conference concludes. Thank you for joining us and you may now disconnect your lines.