

Aegis Logistics Limited

“Positioned for growth”

Investor Presentation

January 2016




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9M FY2016

26% 

Normalised EBITDA

38% 

PBT

39% 

PAT

Dec 2015

24 %

ROCE- Liquid Division

49 %

ROCE- Gas Division

0.09x

Net Debt to Equity

New Growth Drivers

- Throughput volumes for LPG handled in Pipavav and Mumbai Terminals expected to grow 30-40% on YoY basis through existing and new customer relationships
- Commissioning of second chemical berth in Mumbai Port which will result in additional port handling capacity of 2.5 mn MT per year
- An agreement has been reached with ESSAR to sell ESSAR branded petrol and diesel in up-to 60 existing auto gas stations and potentially all new sites
- Provisional Order Book for LPG sourcing of 2016 is the highest in the history of Aegis Group International PTE Ltd

Who We Are: A leading provider of logistics and supply chain services to India's oil, gas and chemical industry



Strategic port locations



Storage terminals



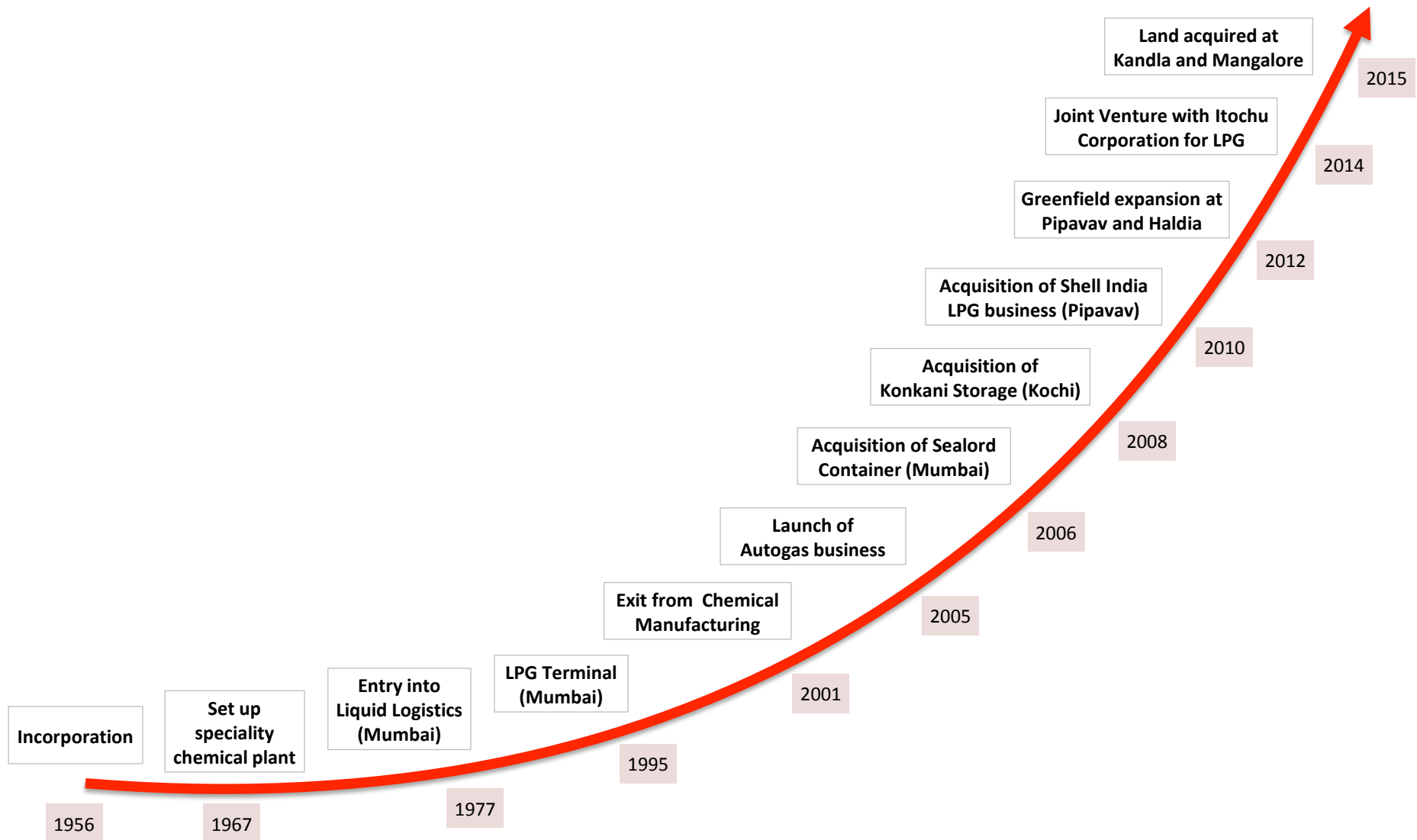
Rail connectivity



Pipelines



Corporate Evolution



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

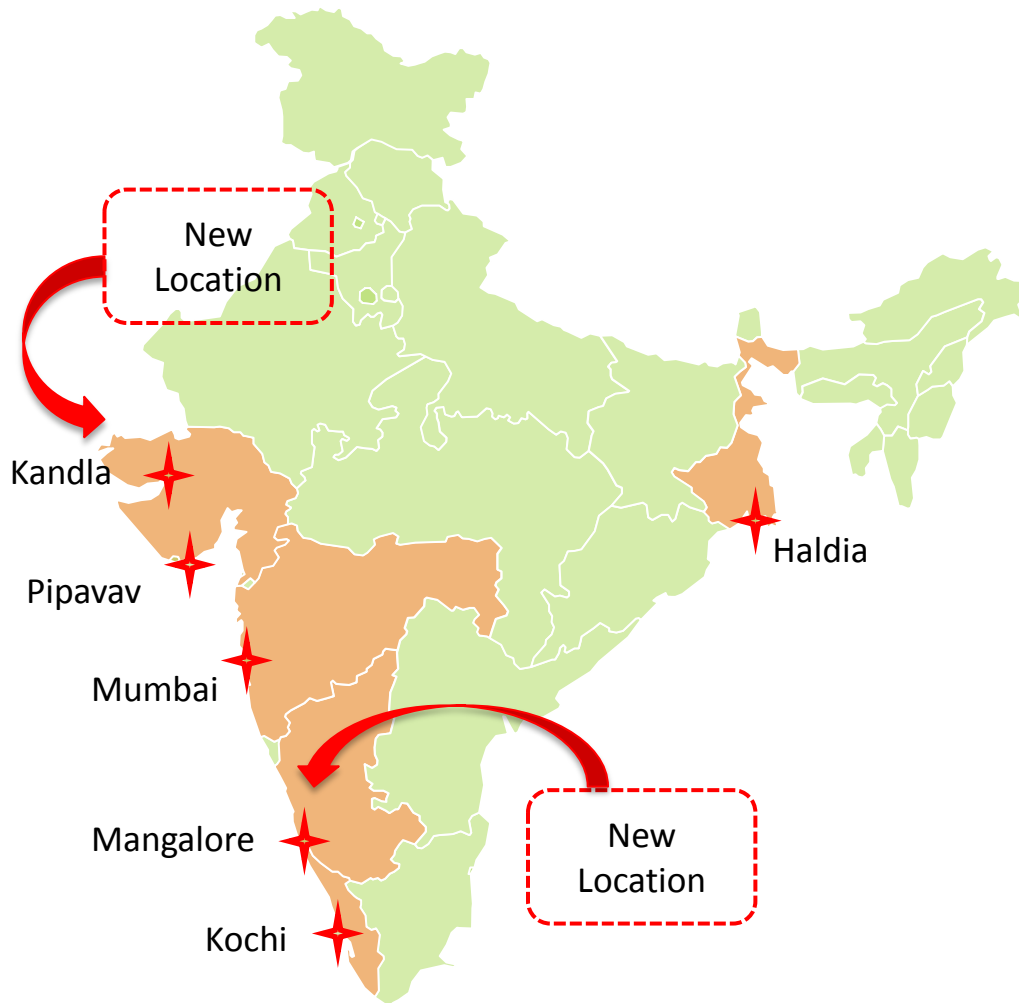
LPG

- Refrigerated Gas Terminal in Mumbai
- Pressurized Gas Terminal in Pipavav
- Pipeline connectivity to Petchem plant
- Network of 102 Autogas stations in 7 states
- Network of 78 commercial distributors
- LPG Sourcing JV with Itochu in Singapore



Integrated Supply Chain Management

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



Map not to scale

✓ 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

Vice Chairman & MD



Anish Chandaria

MD & CEO



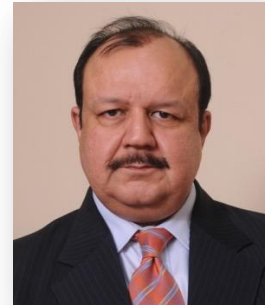
Sudhir Malhotra

Group President & COO



Rajiv Chohan

President -Business Development



Murad Moledina

Chief Financial Officer



K. S. Sawant

President - Operations & Projects



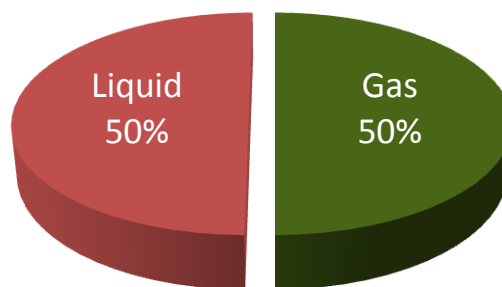
Business Overview

Liquid Division

▪ Business

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

9M FY16 EBITDA
Rs 163 Cr



▪ Revenue Model

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

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



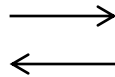
Liquid Logistics

Liquid Logistics and EPC Services

Liquid Logistics (3PL)



Shipping

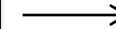


Logistics

O&M Services



O&M



Facilities

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

Our Liquids Business

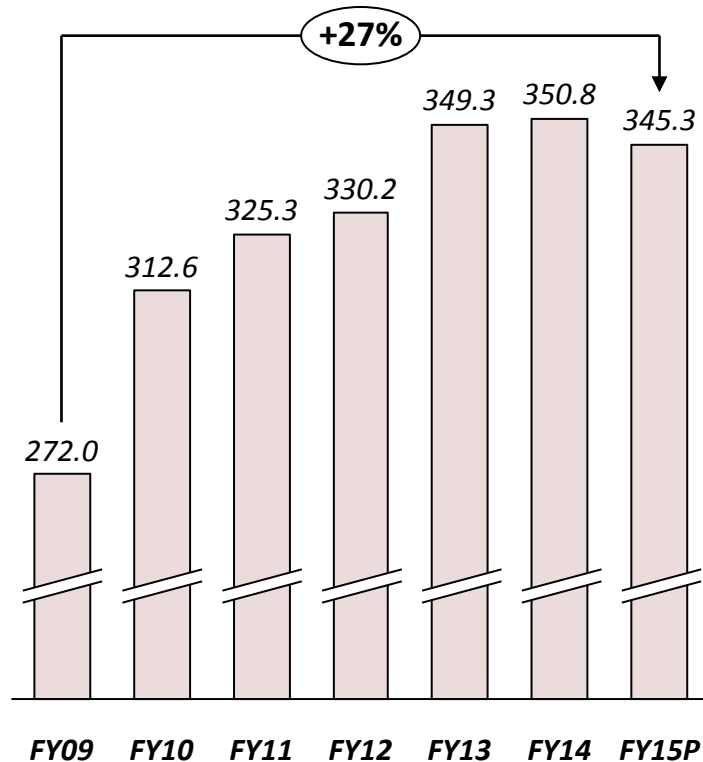
- **Third Party Logistics (3 PL) for over fifty Petroleum, Oil and Chemical Products**
- **Facilities at Mumbai, Kochi , Haldia, Pipavav & Kandla Ports**
- **Service Offering**
 - Long Term, Spot and Throughput Contracts
 - Unloading, Transfer through Jetty Pipelines, Store and Distribution
 - Customs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



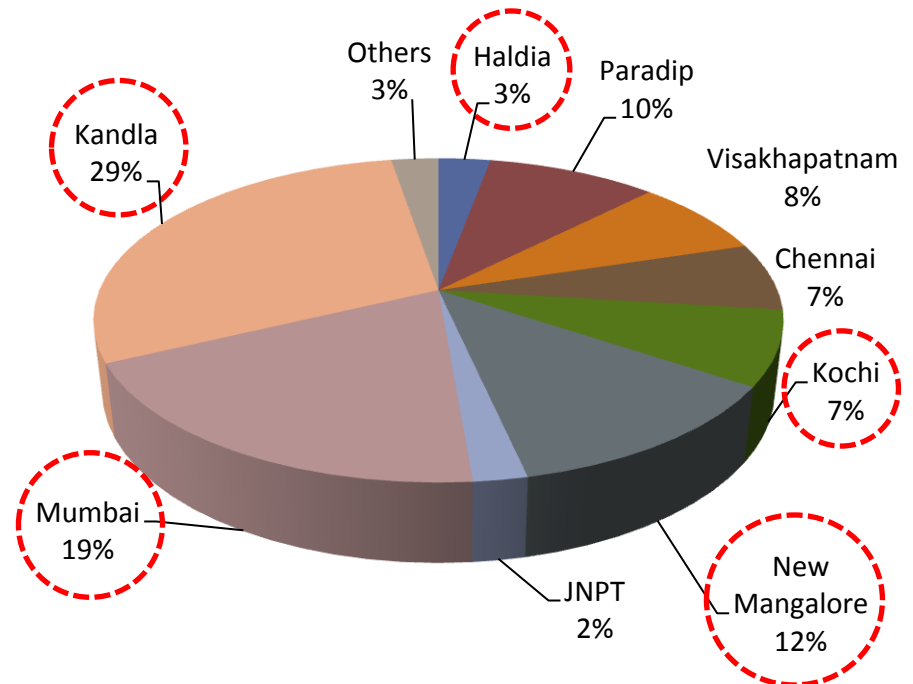
Liquid* Traffic at Indian Ports

POL Traffic Growth at Indian Ports

mn MT



POL Traffic at Major Ports in FY 2015P



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

Capacity Expansion in Liquid Division

01 Kandla

✓ Expansion – 100,000 KL

02 Haldia

✓ Expansion – 25,000 KL

✓ Existing – 60,190

03 Mumbai

✓ Existing – 273,000 KL

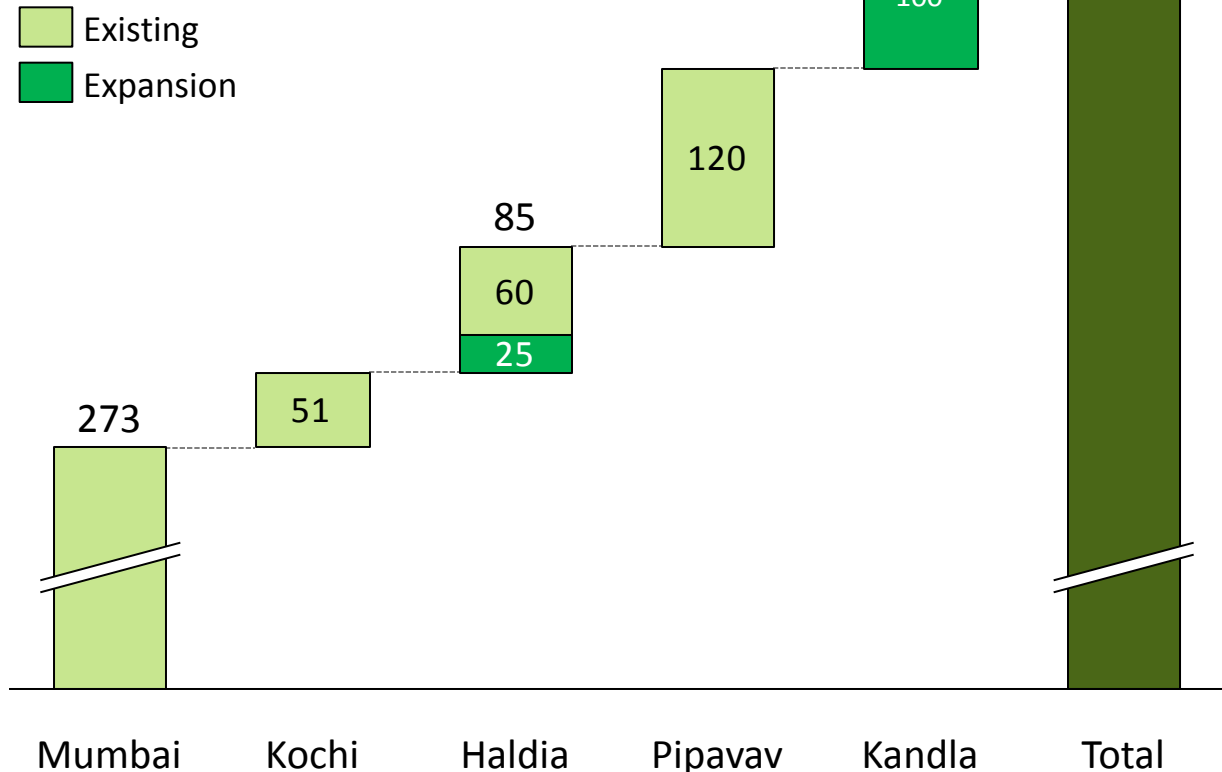
04 Pipavav

✓ Existing – 120,120

05 Kochi

✓ Existing – 51,000

Built up of Capacities ('000s KL)



Total Capacity post expansion at Kandla & Haldia : ~ 630,000 KL

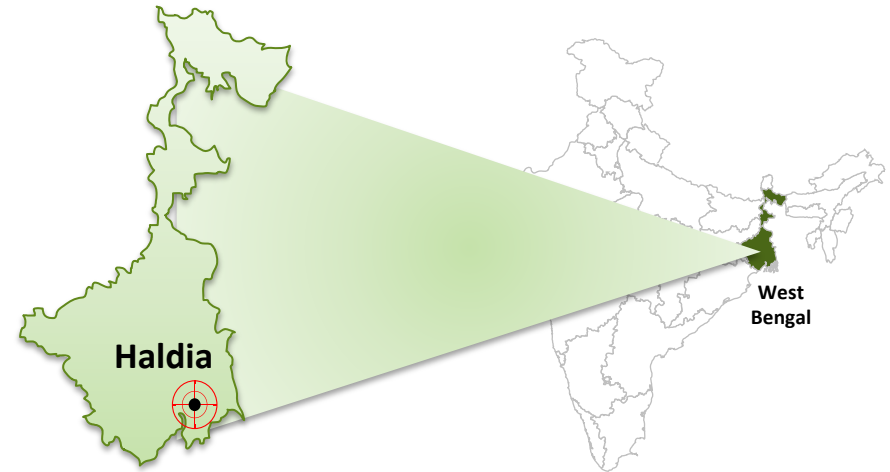
Liquid Terminal Expansion at Kandla and Haldia Ports

Greenfield Liquid Terminal Expansion at Kandla Port



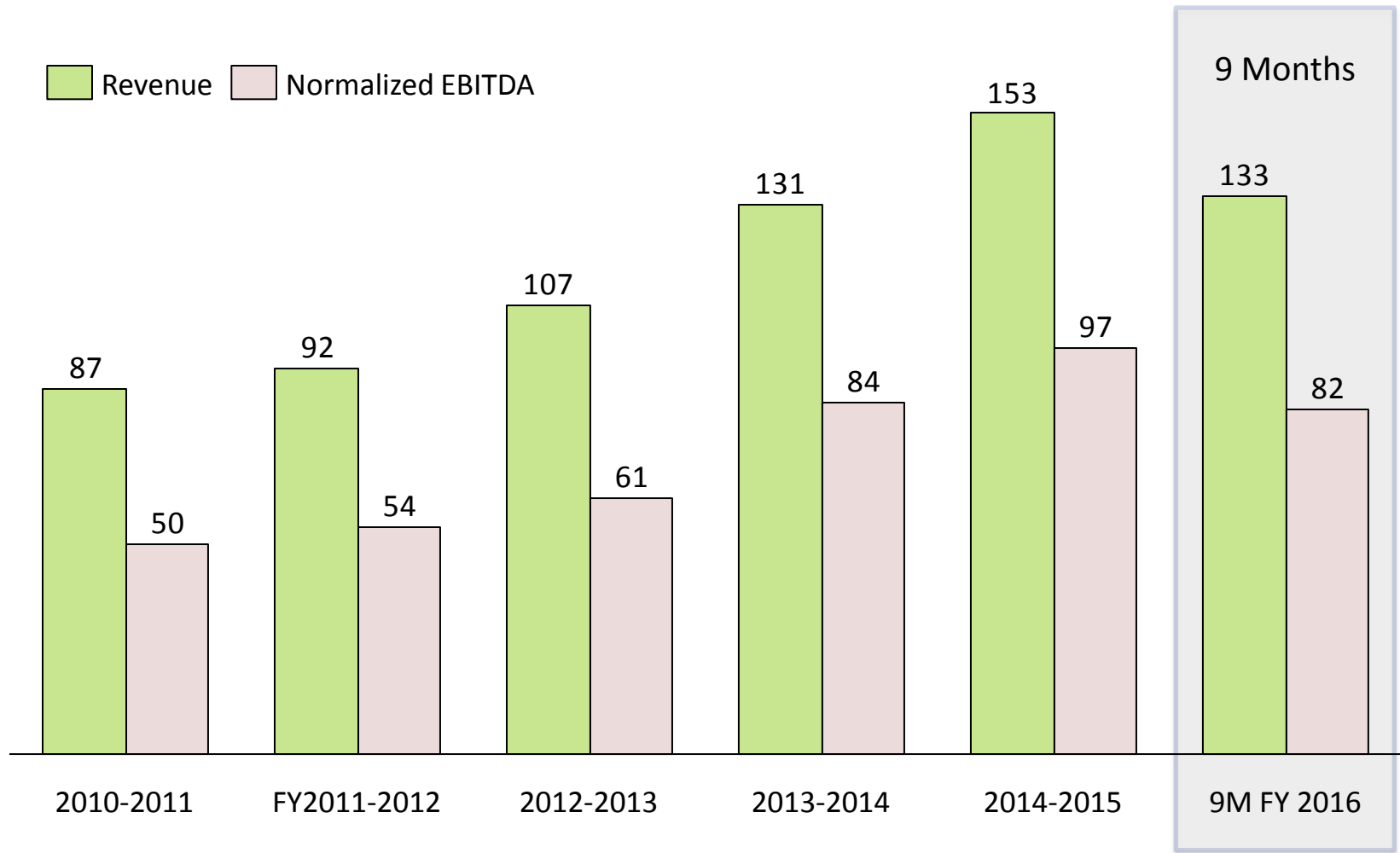
- ✓ **Land**
 - Total land available 20 acres
- ✓ **Project Cost**
 - Rs 75 crs
- ✓ **Means of Finance**
 - Internal Accrual

Brownfield Liquid Terminal Expansion at Haldia Port



- ✓ **Land**
 - Total land available 13 acres
- ✓ **Project Cost**
 - Rs 15 crs
- ✓ **Means of Finance**
 - Internal Accrual

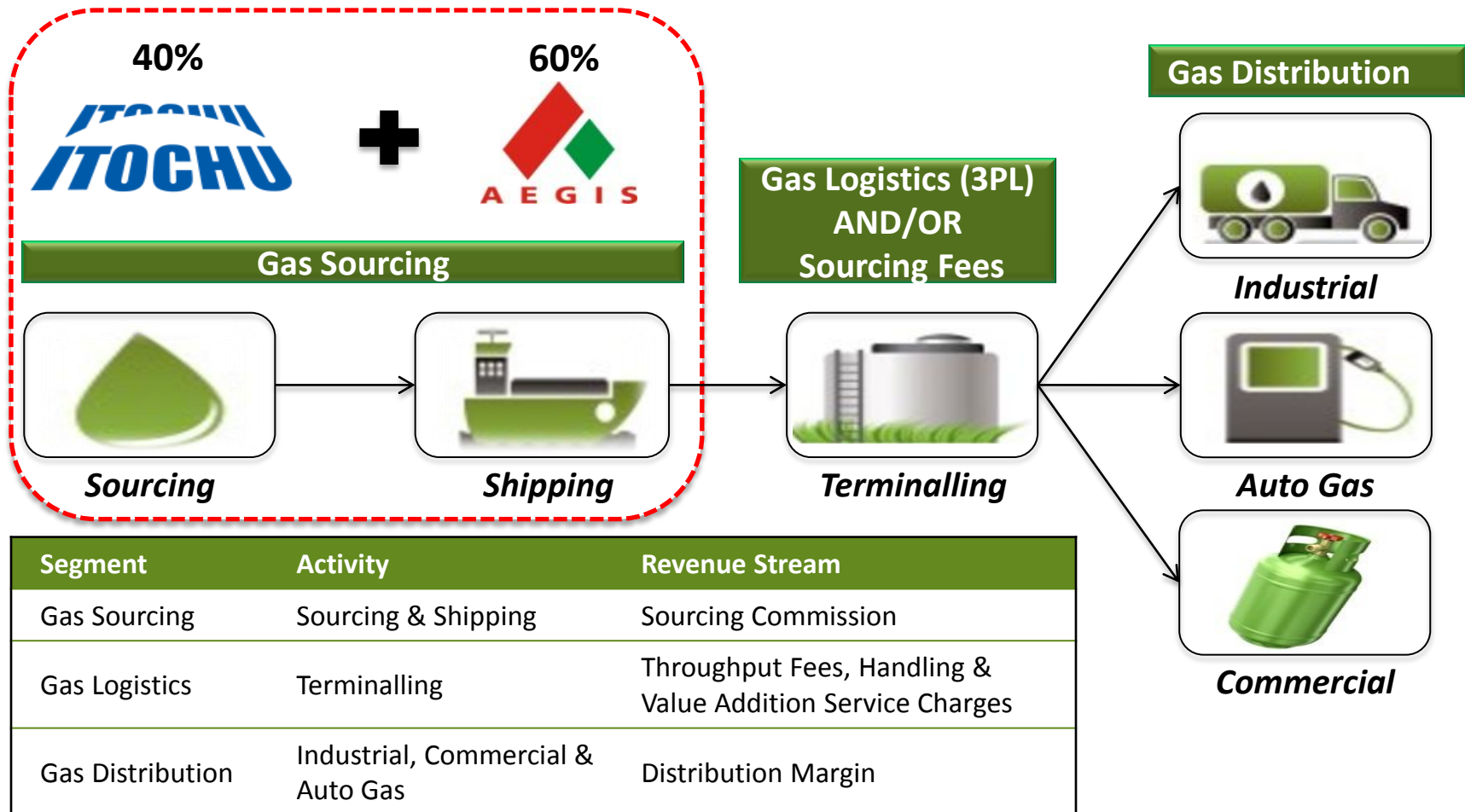
Liquid Division Performance





Gas Logistics

Capturing Complete Value Chain



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

Our Gas Distribution Network

B2C



- **Auto Gas Retailing:** Distribute LPG as Auto Fuel through Gas Station Network
- 102 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
- 78 Commercial Distributors spread across 42 Cities in 7 states

Current Capacity in Gas Division

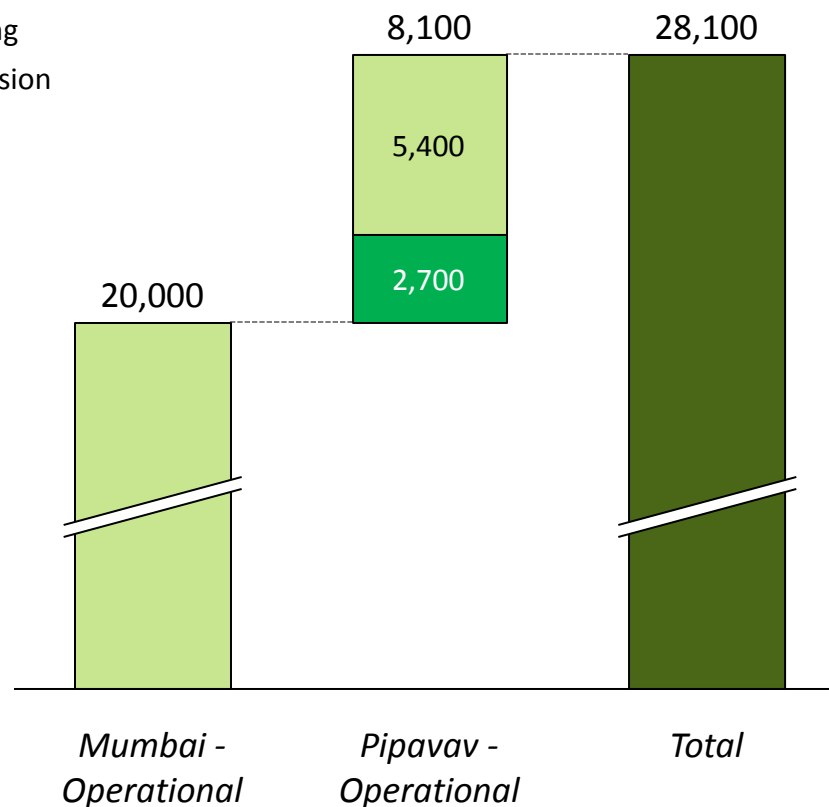
01 Mumbai

- ✓ Existing Static Capacity – 20,000 MT
- ✓ Existing Throughput Capacity – 500,000 MT

02 Pipavav

- ✓ Expansion Static Capacity – 2700 MT
- ✓ Expansion Throughput Capacity – 100,000 MT
- ✓ Existing Static Capacity – 5,400 MT
- ✓ Existing Throughput Capacity – 200,000 MT

Built up of Capacities



Post Expansion : Ability to handle 800,000 MT of LPG per annum at Owned Terminals

Brownfield Gas Terminal Expansion at Pipavav Port



Land

- Total land available 95 acres



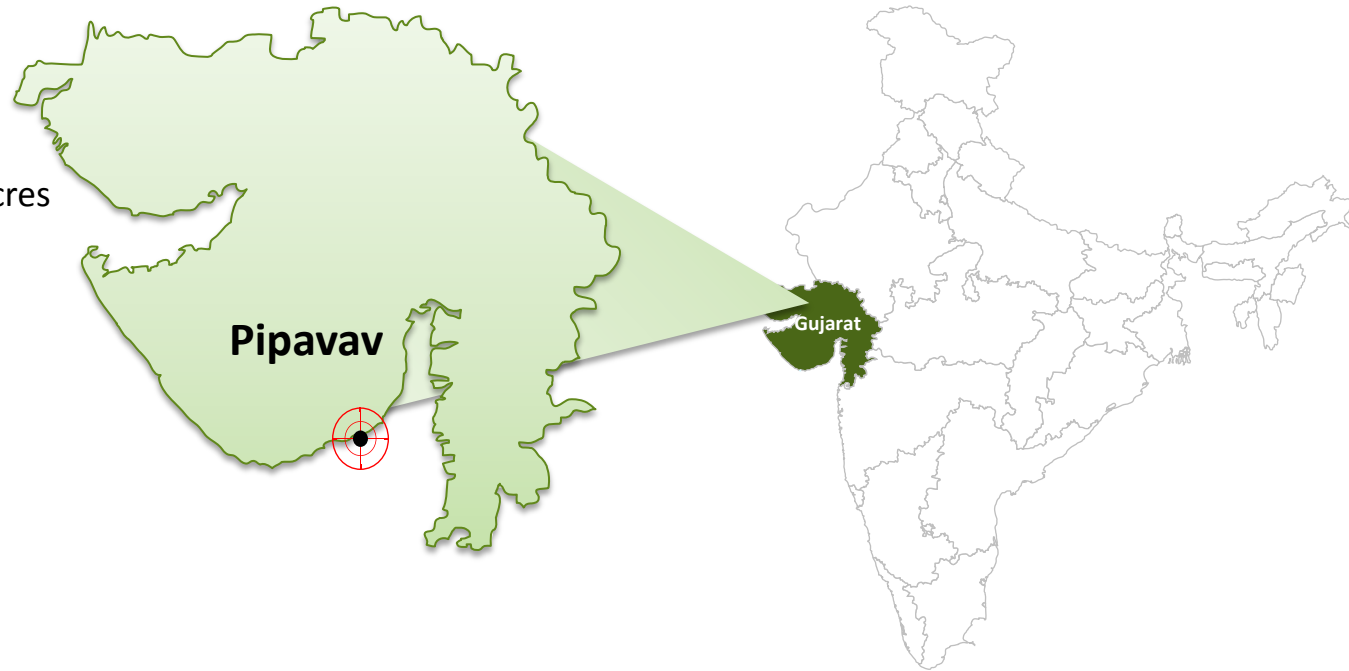
Project Cost

- Rs 15 crs



Means of Finance

- Internal Accrual

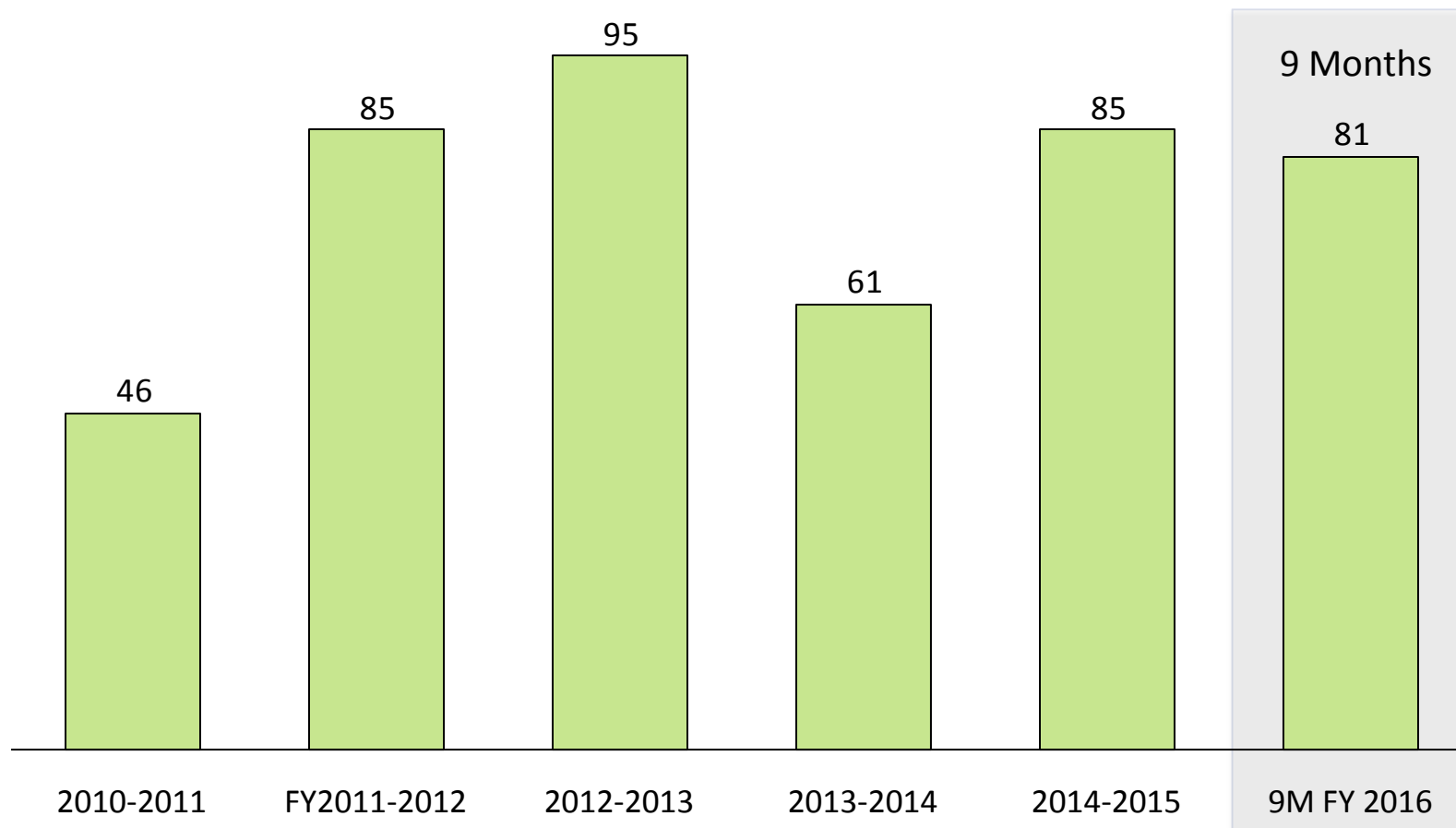


Brownfield Gas Terminal Expansion at Pipavav Port – 2700 MT

- Pipavav port is strategically located in the Gulf of Khambat, 152 nautical miles north of Mumbai.
- It is an all weather port with 24X7 operations and modern environment friendly infrastructure facilities with well connected road and rail networks.

Gas Division Performance EBITDA*

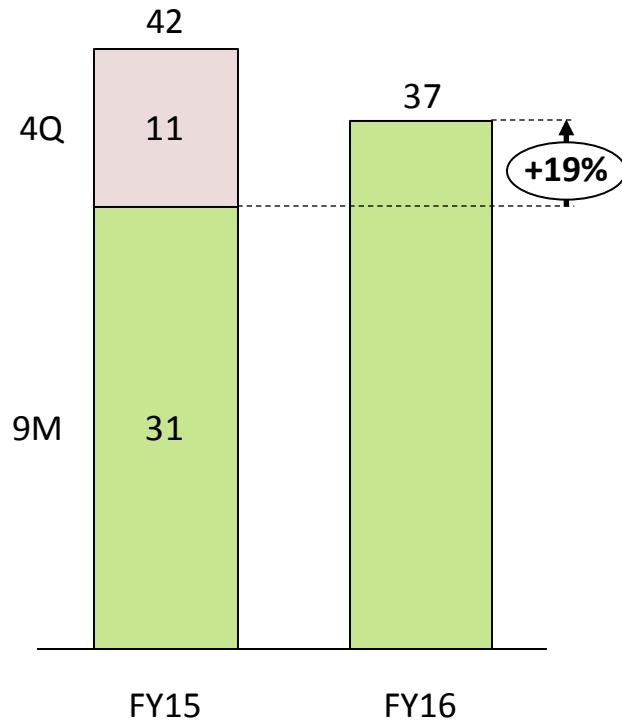
Rs. in Cr.



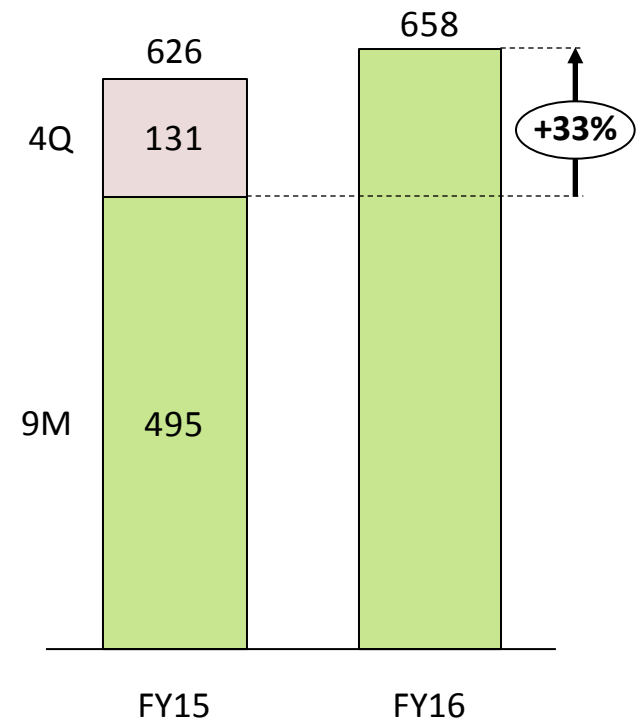
* Normalized EBITDA – Before Forex, Hedging Related Expenses

LPG Volume – Surpassed FY15 Performance in 9 Mths

Distribution ('000 MT)



Logistics ('000 MT)



Creating 'Leading LPG Sourcing Player in India'

***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**

JV : Best of both Worlds

Aegis

- ✓ Growing LPG Market in India
- ✓ 0.85 mn MT p.a. throughput capacity at Mumbai and Pipavav Port
- ✓ Strong Customer Relationships with Large Oil Companies
- ✓ Setting up of New LPG Terminals

ITOCHU

- ✓ Large Volume of LPG Sourcing
- ✓ Efficient and Cost Effective Shipping for High Volumes
- ✓ Strong Negotiating Power
- ✓ Financial Muscle

A large, light green downward-pointing arrow that points from the list of benefits to the market share goal.

Market Share of 20-25% with 2.5 mn MT of sales volume in 5 years

Pipeline Infrastructure



Liquid

- ✓ Operationalise land acquired on long term lease:
 - Build to max capacity at Mangalore and Kandla
 - Continue expansion at Haldia and Kochi
- ✓ Petroleum rail connectivity at Pipavav
- ✓ Look for land at new ports - to expand the necklace of terminals

LPG

- ✓ Build new Refrigerated LPG Terminals with associated pipeline, rail and road connectivity
- ✓ Expand Pipavav LPG terminal capacity
- ✓ Focus on key ports which can handle VLGC's
- ✓ Enhance existing pipeline, rail and road capacity
- ✓ Leverage Itochu Corporation of Japan's expertise on sourcing and shipping, especially VLGCs
- ✓ Reduce logistics costs with a goal of cost leadership in India's LPG imports.

Multiple Gears for Future Growth

Haldia Expansion

- Current Capacity fully utilized
- Total Land of **13 acres** available
- Brownfield expansion of 25,000 KL

Mangalore Expansion

- **3 Acres** of Land allotted at the Port

Kandla Expansion

- Total land of **20 acres** allotted
- Greenfield Expansion of 100,000 KL

Mumbai Port - Jetty

- New Jetty already commissioned

Pipavav Expansion

- Infrastructure Development
- LPG - Additional 50% Capacity
- Phase II & III to be launched based on Customer Commitment

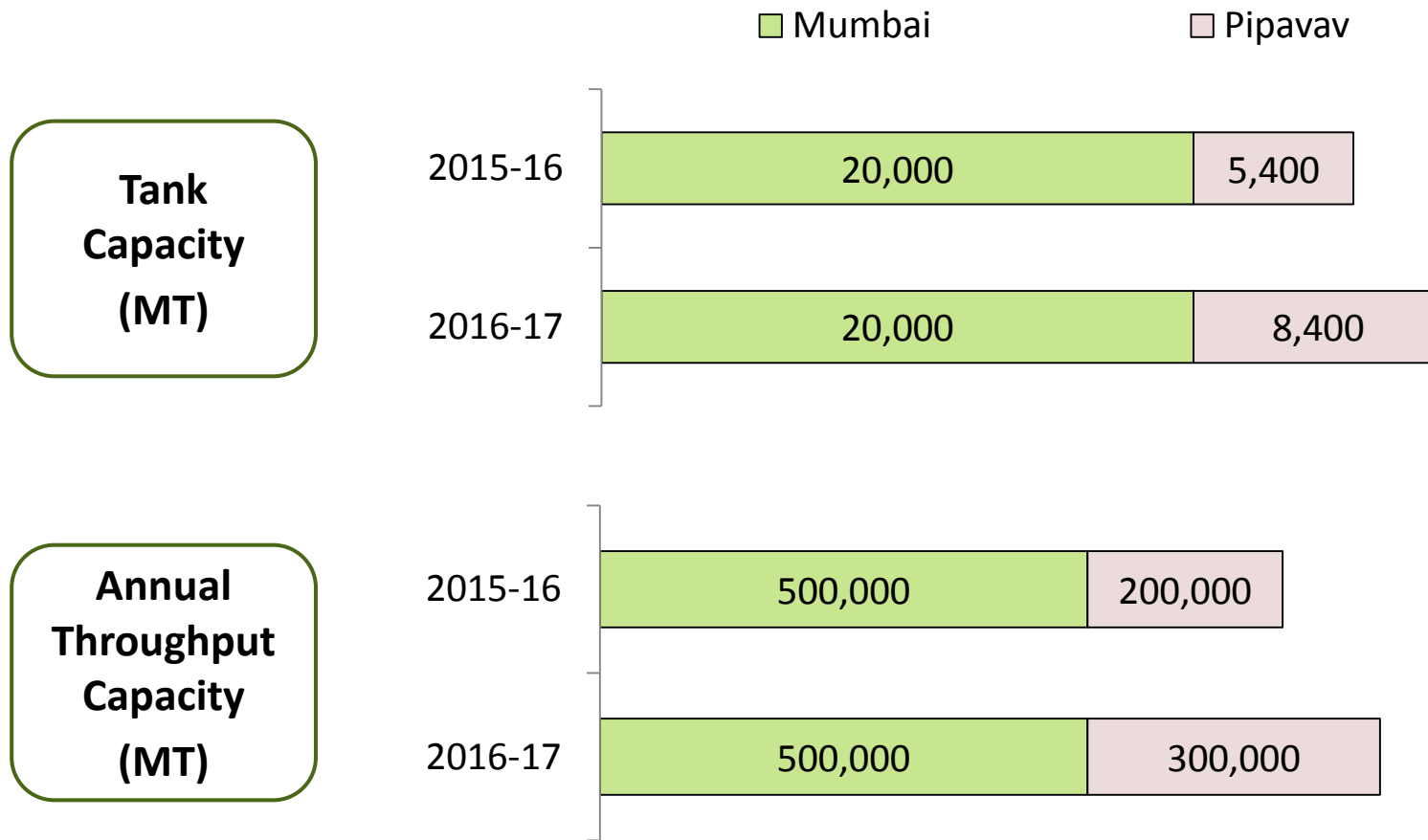
Distribution Network

- Crossed 180 Distributors / Dealers
- Spread over 42 Cities in 7 States

Mission

To build an unrivalled national port infrastructure and distribution network in the Oil and Gas sector in India

LP Gas Division Capacity Expansion



Financial Performance

Solid Foundations

Consolidated Profitability Statement

Rs Crs	Q3FY16	Q3FY15	Y-o-Y %
Revenue	529	955	-45%
Cost of Sales	446	886	
Others	29	24	
Normalized EBITDA (Segment) *	54	45	20%
Finance, Hedging & Forex related Expenses (Net)	4	5	
Depreciation	5	6	
Unallocated Expenses	9	9	
Profit Before Tax	36	26	40%
Capital Gains on Divestment	0	31	
Tax on Capital Gains	0	8	
Tax	3	6	
Profit after Tax	33	42	
Profit after Tax excluding Capital Gains	33	20	68%

* Normalized EBITDA – Before Forex Hedging Related expenses

Consolidated Profitability Statement

Rs Crs	9M FY16	9MFY15	Y-o-Y %
Revenue	1,776	3,393	-48%
Cost of Sales	1,529	3,190	
Others	84	73	
Normalized EBITDA (Segment) *	163	130	26%
Finance, Hedging & Forex related Expenses (Net)	12	14	
Depreciation	16	16	
Unallocated Expenses	25	21	
Profit Before Tax	110	79	38%
Capital Gains on Divestment	0	31	
Tax on Capital Gains	0	8	
Tax	18	13	
Profit after Tax	92	89	
Profit after Tax excluding Capital Gains	92	66	39%

* Normalized EBITDA – Before Forex Hedging Related expenses

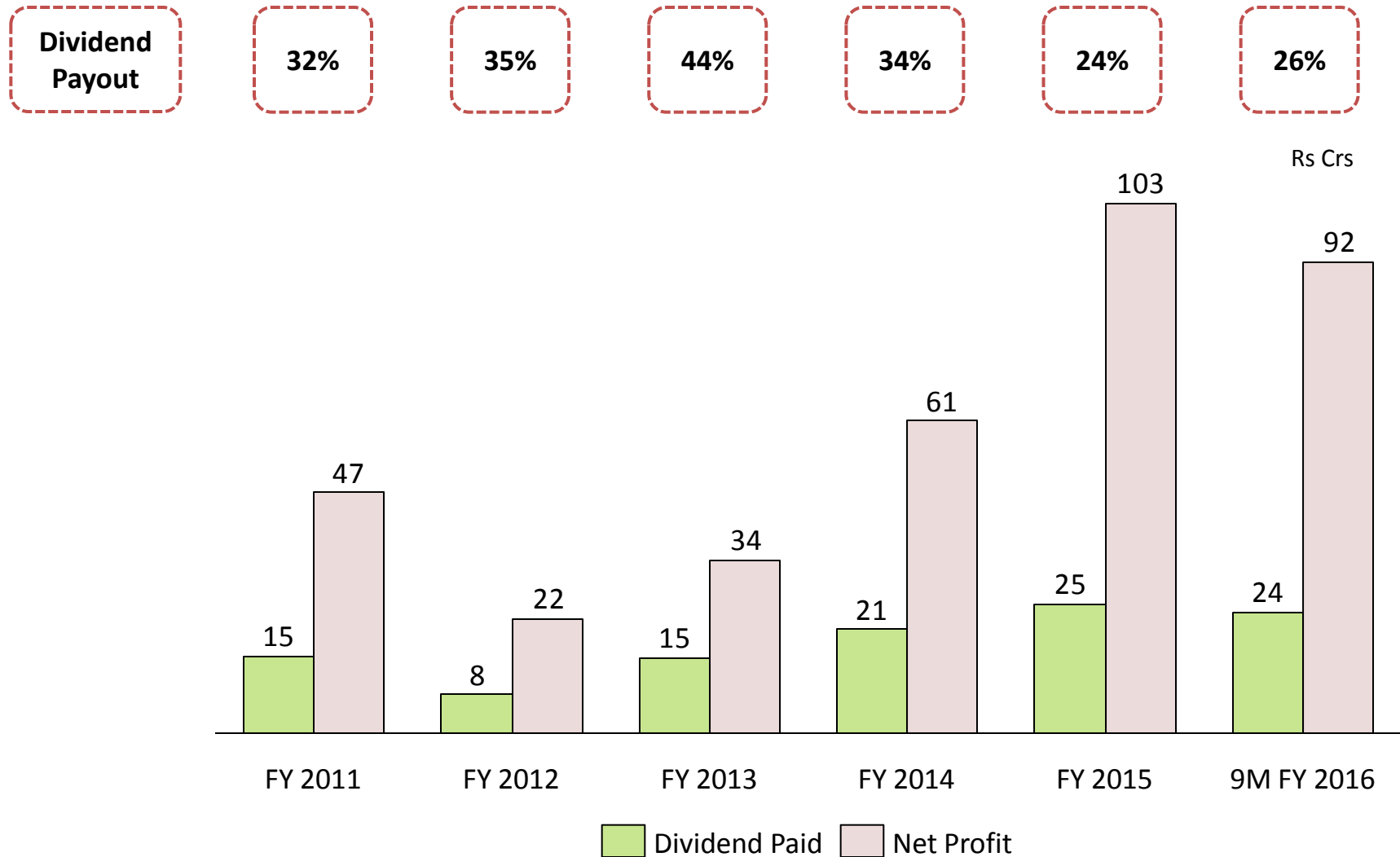
Consolidated Balance Sheet

Rs. Crs	Sep-15	Mar-15
Shareholder's Fund	479	427
Share Capital	33	33
Reserves & Surplus	446	394
Minority Interest	34	26
Non-Current Liabilities	156	170
Long Term Borrowings	117	132
Other Non Current Liabilities	39	38
Current Liabilities	242	314
Short Term Borrowings / Buyers Credit	52	63
Trade Payables	130	192
Other Current Liabilities	60	59
Total Liabilities	911	937

Rs. Crs	Sep-15	Mar-15
Non-Current Assets	584	558
Fixed Assets *	510	488
Non-Current Investments	2	3
Other Non-Current Assets	72	67
Current Assets	327	379
Inventories	19	20
Trade Receivables	140	201
Cash and Bank Balances	129	125
Other Current Assets	39	33
Total Assets	911	937

* Including Goodwill on Consolidation

Profit & Dividend Track Record



For further information, please contact:

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CIN: L63090GJ1956PLC001032

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