

## Aegis Logistics Limited: FY14 Results

- **Consolidated Revenue Rs. 5,031 Crores, a growth of 26%**
- **Net Profit of Rs. 69 Crores, a growth of 97%**
- **Total Dividend of Rs. 5.25 per share**

### Consolidated Financials at a Glance:

Rs. Crores	Q4FY14	Q3FY14	Q2FY14	Q1FY14	FY14	FY13
<b>Revenue</b>	1,100	1,562	1,563	806	5,031	3,982
<b>Normalized EBITDA (Segment)</b>	33	39	38	34	144	156
<b>Profit after Tax</b>	14	17	22	16	69	35

### Key Highlights

- Total Dividend for FY14 is Rs. 5.25 per share of a Face Value of Rs. 10 each
  - Dividend Payout of 29% in FY14
- PAT for FY14 Rs 69 Crores , an increase of 97%
- Pipavav Project partially commissioned over 50% of capacity six months ahead of schedule
  - Liquid Terminal Capacity increased by 70,120 KL
  - Balance Project Capacity – Liquid 50,000 KL & Gas 2,700 MT to be commissioned by H2FY2015
- Mumbai Facility continues to operate at Full Capacity
- Haldia Project of 60,190 KL Completed and Commissioned in January 2014
- Crossed 151 Distributors/Dealers in Gas Distribution Business

## **Aegis Logistics declares its FY2014 Audited Consolidated Results**

- Revenue for FY14 was Rs. 5,031 Crores against Rs. 3,982 Crores in FY13, an increase of 26%
- Normalized EBITDA for FY14 was Rs 144 Crores against Rs 156 Crores in FY13
- PAT for FY14 was Rs. 69 Crores as against Rs. 35 Crores in FY13, an increase of 97%

### **Liquid Business**

- In Liquid Division, Revenue for FY14 was Rs. 131 Crores as against Rs. 107 Crores in FY13, an increase of 22%
- Normalized EBIDTA for FY14 was Rs. 83 Crores as against Rs 61 Crores in FY13, an increase of 36%
- The Revenues continue to remain Strong and Margins Stable
- Full capacity at Haldia (60,190 KL) completed and commissioned in January 2014
- Pipavav Project partially commissioned over 50% of capacity – 70,120 KL six months ahead of schedule and the balance project capacity of 50,000 KL in Liquid & 2,700 MT in Gas to be commissioned by H2FY2015

### **Gas Business**

- The Revenue of Gas Division during FY14 was Rs. 4,900 Crores as against Rs. 3,874 Crores in FY14
- Normalized EBIDTA for FY14 increased to Rs. 60 Crores compared to Rs. 95 Crores in FY13
- The decline in the division is due to the regulatory framework yet to stabilize

**Expansion at Haldia:** The Project is setting up a Bulk Liquid Terminal at Haldia Port with capacity of 60,190 KL. The project has been commissioned in January 2014 at a final project cost of Rs.51 Crores.

**Expansion at Pipavav:** The Project – Phase I at Pipavav is setting up a Bulk Liquid Terminal for the first time at Pipavav Port with capacity of 120,000 KL and additional Gas Terminal capacity of 2,700 MT. The estimated project outlay is Rs. 123 Crores of which the cost incurred till March 31, 2014 is around Rs. 90 Crores. The Project will be funded by Debt of around 65% and balance through Internal Accruals.

With the best efforts of in-house project team, over 50% Liquid Facilities has now been commissioned with 13 additional tanks operational with a storage capacity totaling to 70,120 KL six months ahead of the schedule

Balance Project Capacity of 50,000 KL Liquid & 2,700 MT Gas to be commissioned by H2FY2015

Post commissioning of Pipavav Projects, Aegis will have Liquid Terminal capacity of 500,000 KL and 25,400 MT of Gas. Gas handling capacity shall increase to 850,000 MT p.a.

### **About Aegis Logistics**

Aegis Logistics Limited is India's leading Oil, Gas, and Chemical logistics company. The company has five distinct but related business segments, and operates a network of bulk liquid terminals, liquefied petroleum gas (LPG) terminals, filling plants, pipelines, and gas stations to deliver products and services. Client base includes many leading industrial companies in India as well as retail outlets and customers whom we serve through Distributors and Aegis Autogas stations. Aegis Group also operates internationally through its sourcing and trading subsidiaries located in Singapore.

Company's strategy is of building a necklace of port terminals around India's coast line 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.

The Indian Oil and Gas Logistics sector is undergoing a huge expansion with continued deregulation and liberalization of the Oil and Gas Sector by the Government through various reforms. Aegis is continuing activities towards its mission to build an unrivalled national port infrastructure and distribution network in the Oil and Gas sector in India.

### **Safe harbor statement**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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