



Aegis Logistics Limited

August 2015

Safe Harbour

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Record Quarterly Performance

53 Cr


Normalized
EBITDA

36 Cr


PBT

29 Cr


PAT*

41% 

Growth YoY

72% 

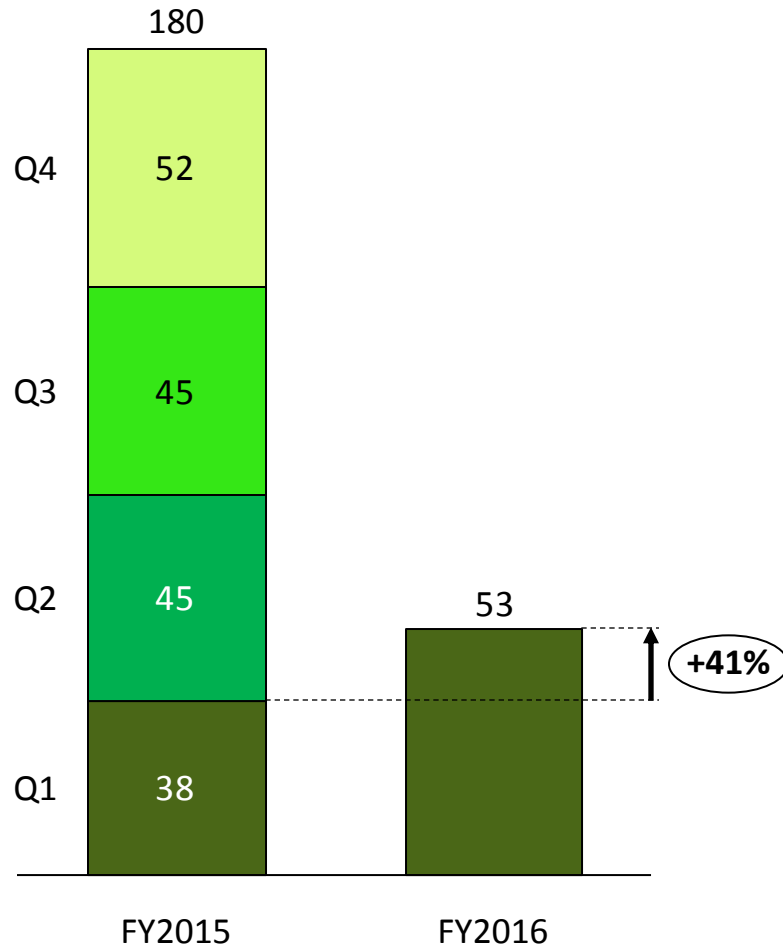
Growth YoY

54% 

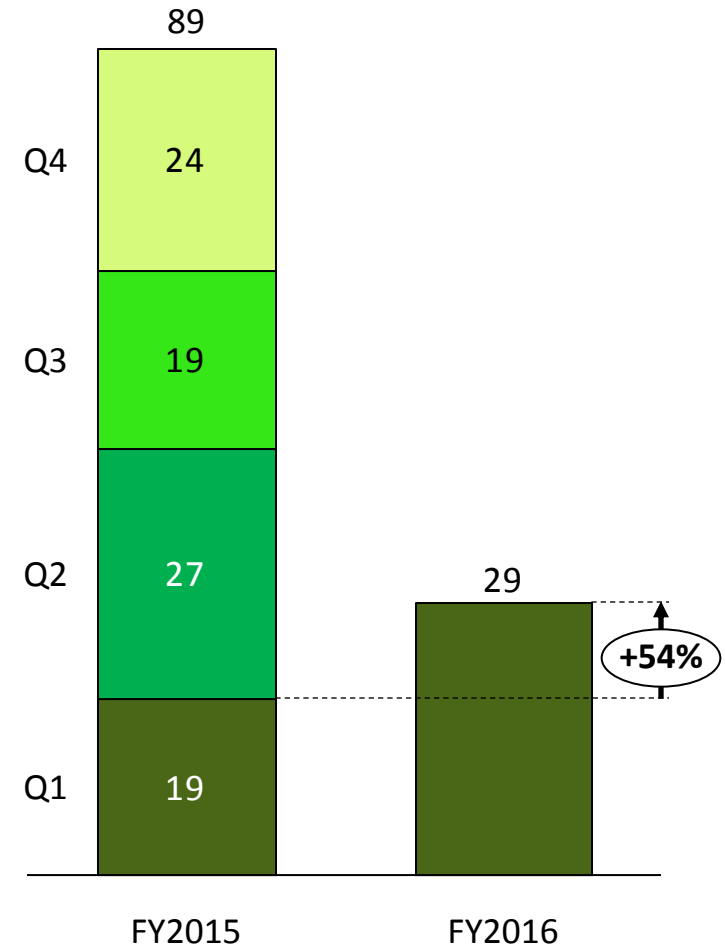
Growth YoY

...with Improved Operational Efficiency

Normalized EBITDA (Rs Crs)



Profit After Tax (Rs Crs)*



Multiple Gears for Future Growth ...

Haldia Expansion

- Current Capacity fully utilized
- Greenfield expansion of 25,000 KL

Mumbai Port - Jetty

- New Jetty already commissioned for non petroleum products
- Petroleum Products expected soon

Kandla Expansion

- Greenfield Expansion of 100,000 KL

Distribution Network

- Crossed 172 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

O&M Contracts

- O&M Services for clients like ONGC, HPCL, BPCL, Bharat Oman Refineries Limited, Piaggio

Pipavav Expansion

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

...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

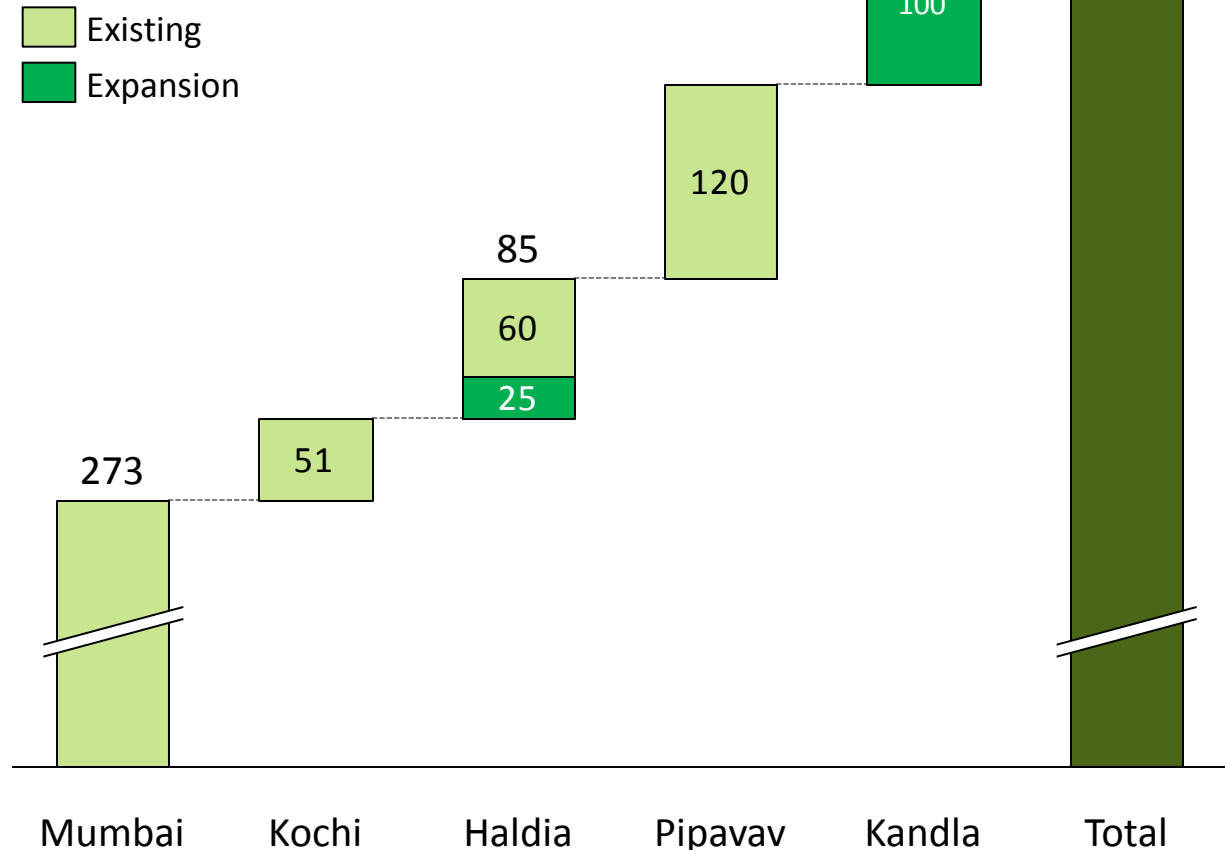
04 Pipavav

- ✓ Existing – 120,120

05 Cochin

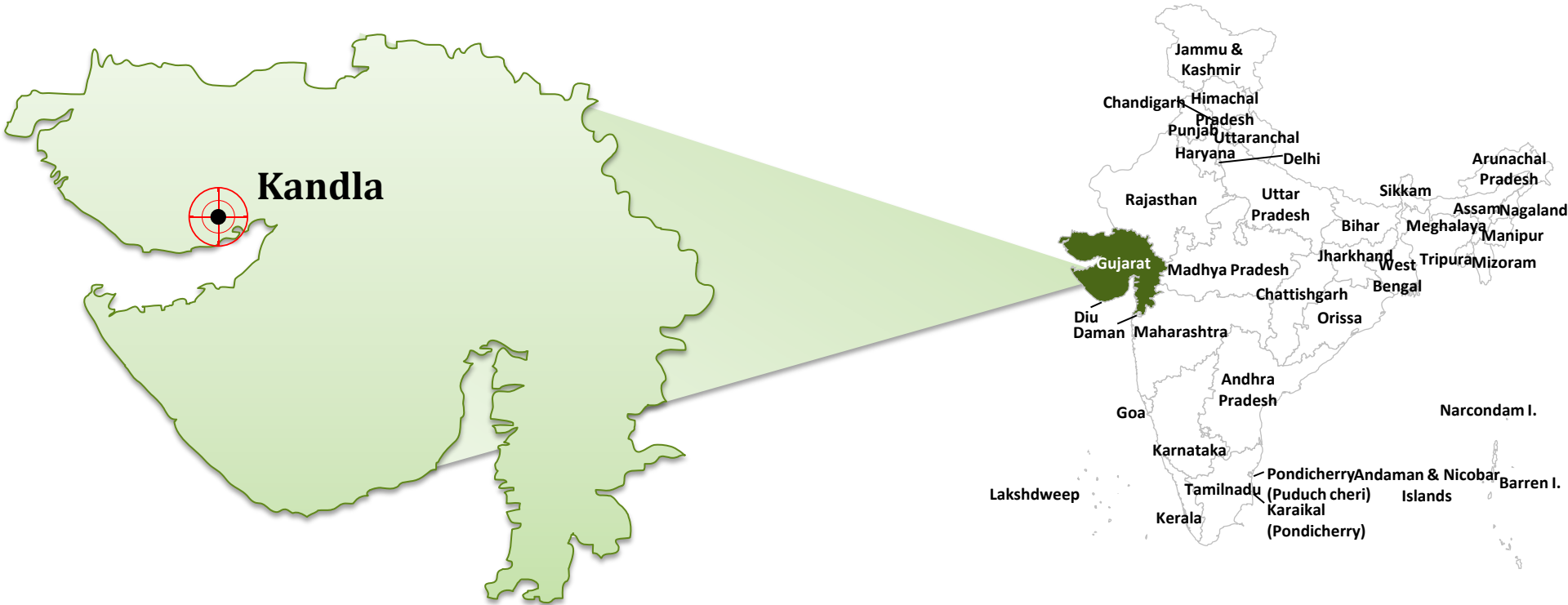
- ✓ Existing – 51,000

Built up of Capacities ('000s KL)



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

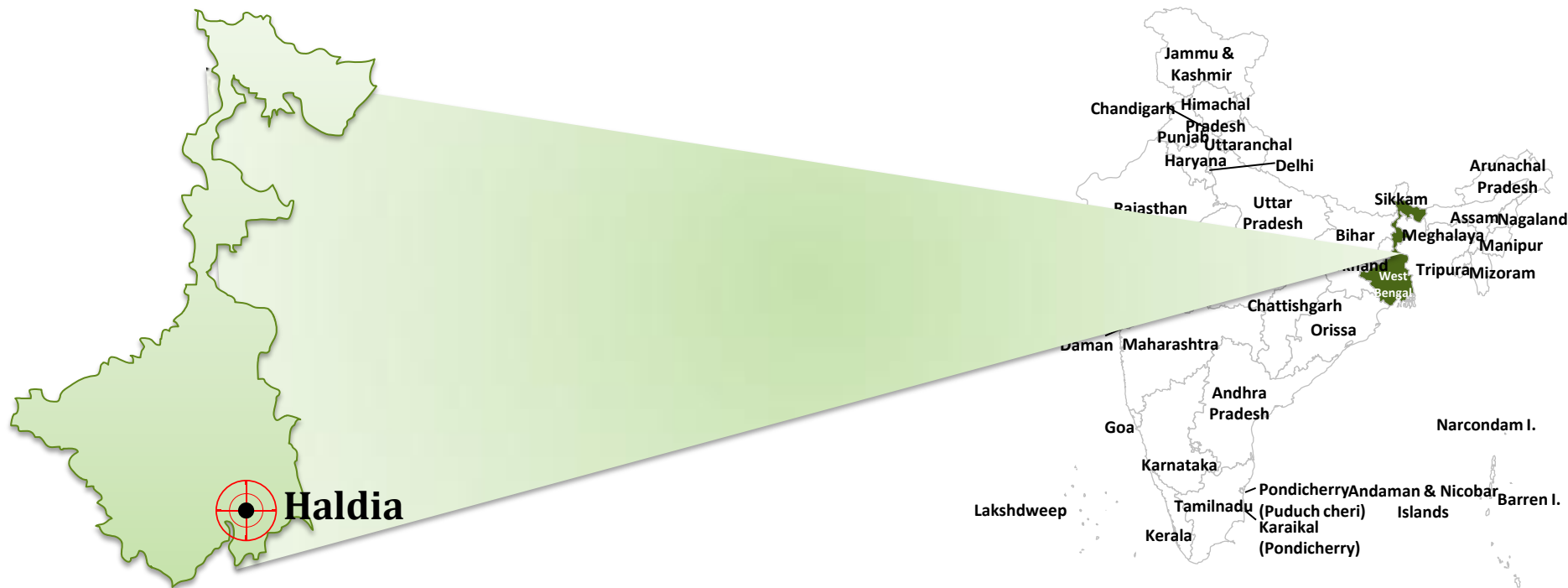
...Greenfield Liquid Terminal Expansion at Kandla Port



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

- Port has maintained its **No. 1** position in terms of volume of traffic handled
- With excellent facilities to facilitate performance in Cargo Handling, Faster Turnaround of Ships, Berth Productivity etc the port has handled 55.59 million tons of POL traffic during the year ending March 2015

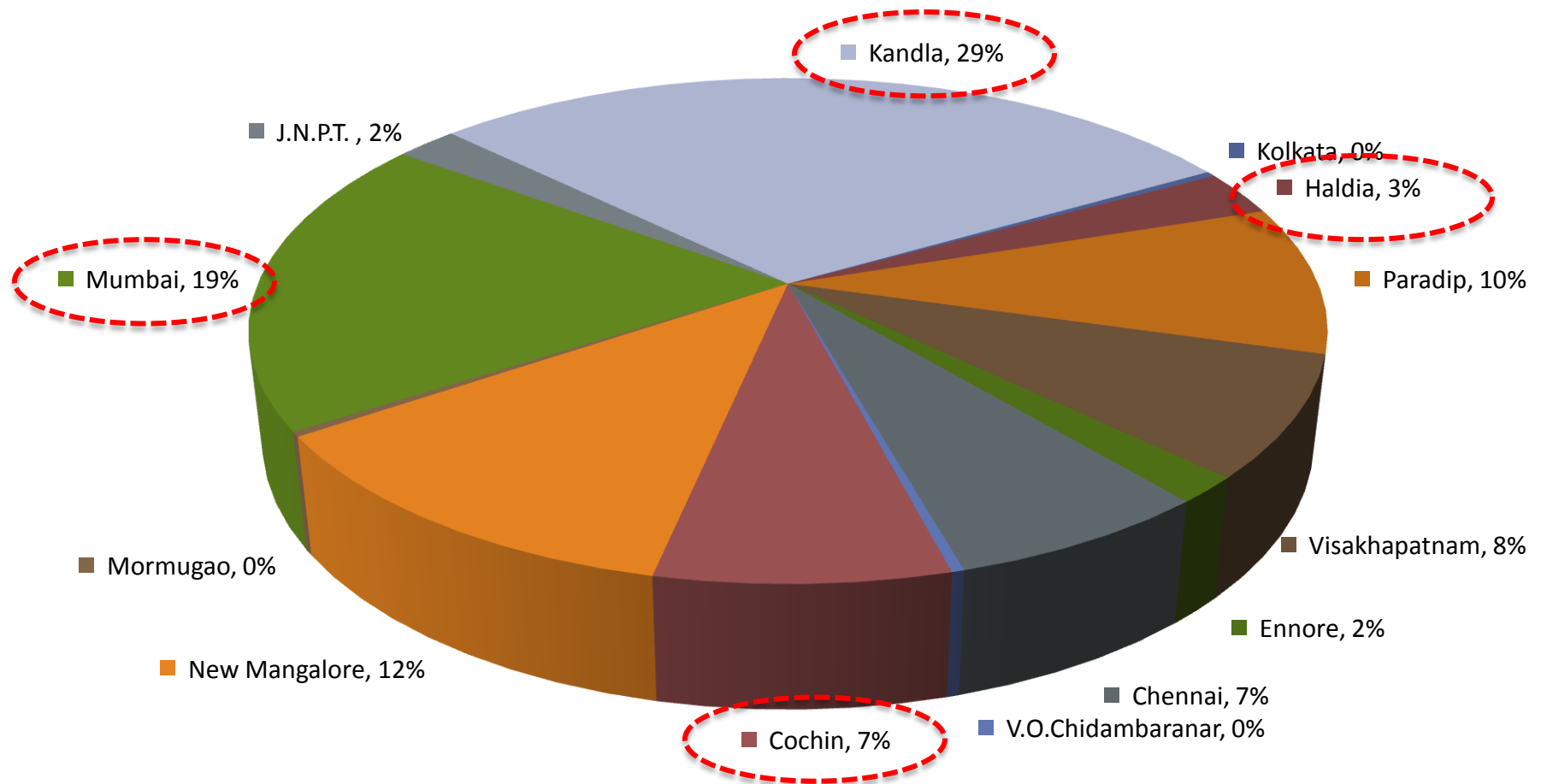
...Greenfield Liquid Terminal Expansion at Haldia Port



Greenfield Liquid Terminal Expansion at Haldia Port – 25,000 KL

- Haldia Port is the only riverine major Port in India situated on the bank of the Hooghly River
- It has excellent facilities to facilitate performance in Cargo Handling, Faster Turnaround of Ships, Berth Productivity etc
- The Haldia port has handled 5.5 million tons of POL traffic during the year ending March 2015

Our Presence is at Major Ports that handles ~60 % POL Traffic



Current Capacity in Gas Division

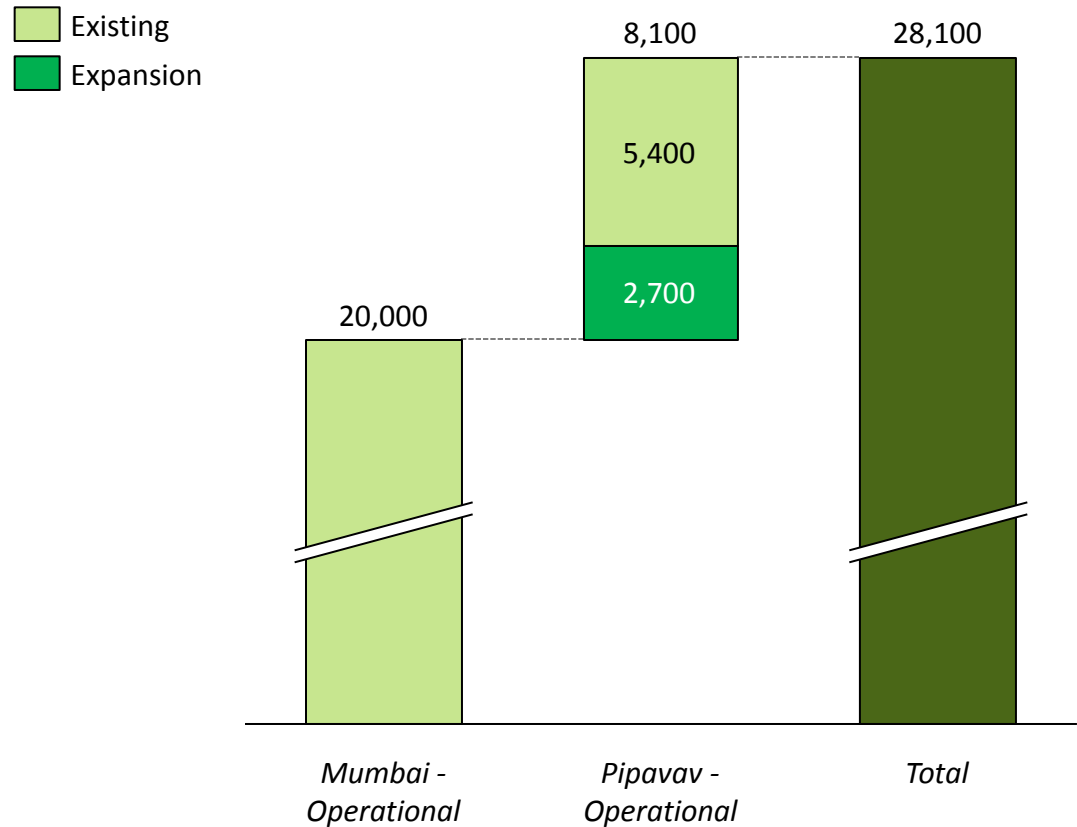
Built up of Capacities

01 Mumbai

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

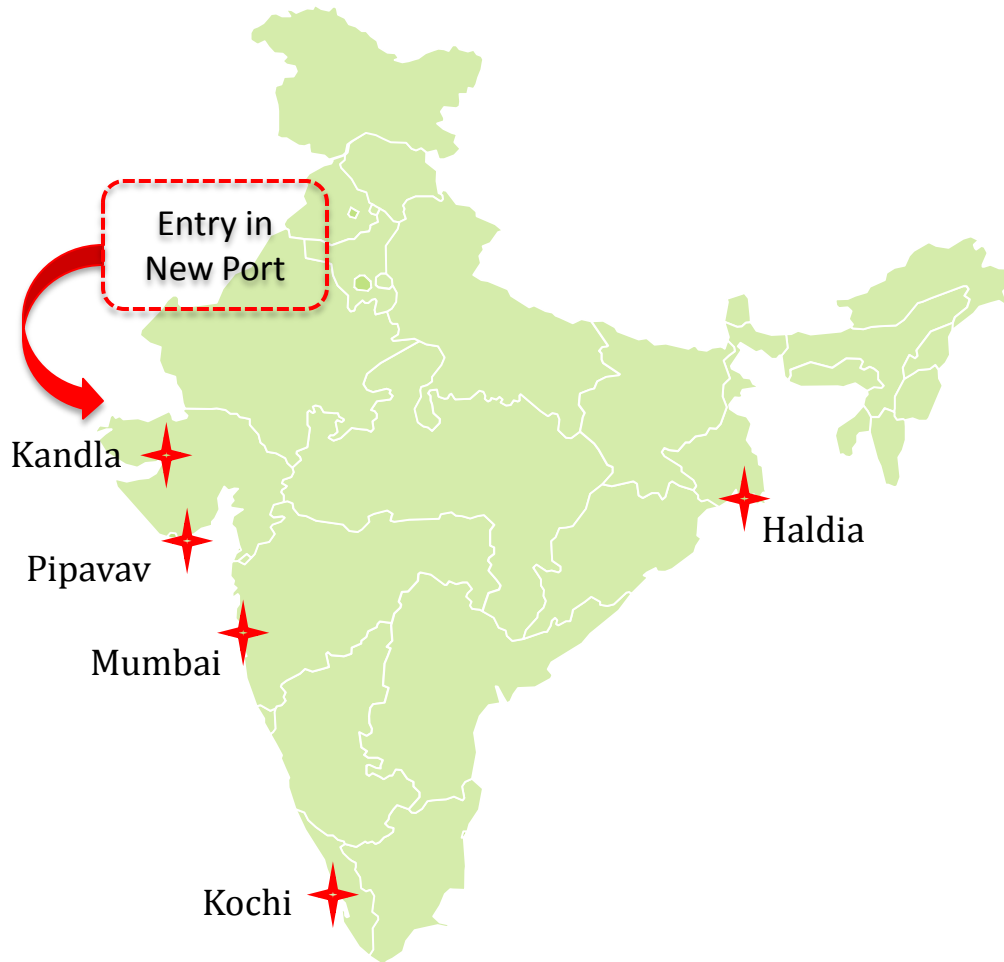
02 Pipavav

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



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

Our Strategy : Building a Necklace of Port Terminals



Map not to scale

Existing	Capacity
Liquid	
Trombay - Mumbai	198,000 KL
Ambapada - Mumbai	75,000 KL
Willingdon Island- Kochi	51,000 KL
Chiranjibpur – Haldia	60,190 KL
Pipavav - Gujarat	120,120 KL
Gas	
Trombay - Mumbai	20,000 MT
Pipavav - Gujarat	5,400 MT
Ongoing Expansion	
Liquid	
Kandla	100,000 KL
Haldia	25,000 KL
Gas	
Pipavav – Gujarat	2,700 MT

Total Capacity post expansion :

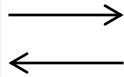
Liquid : ~ 630,000 KL & Gas Handling Capacity : ~ 800,000 MT

Our Liquid Division continues to Grow

Liquid Logistics (3PL)



Shipping

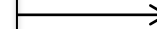


Terminalling

O&M Services



O&M

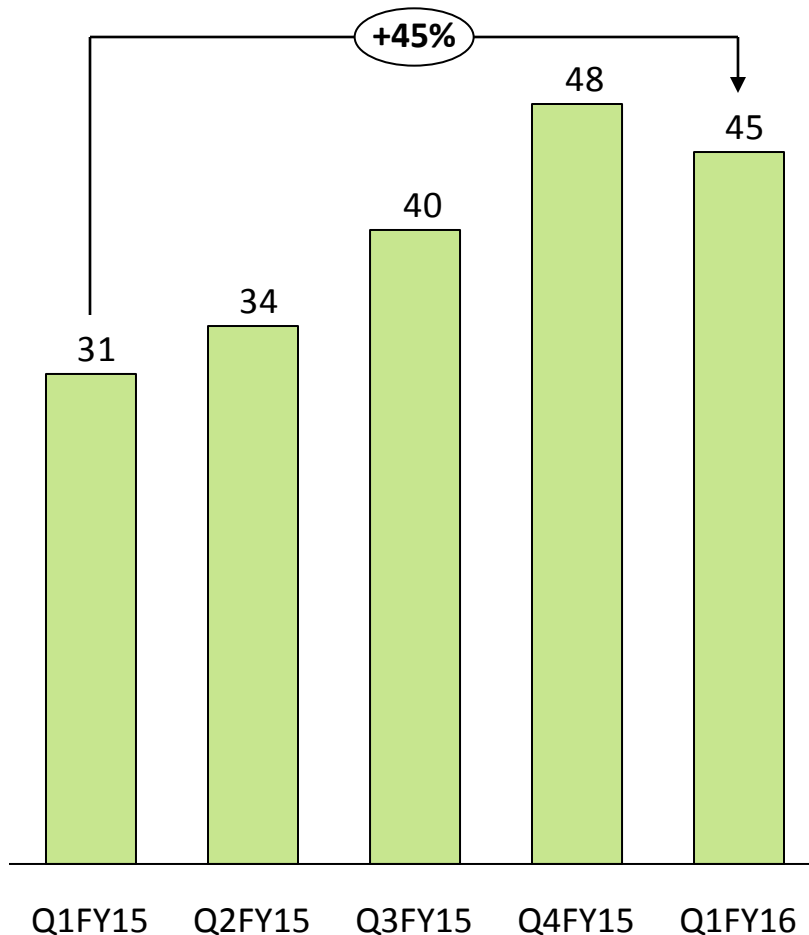


Facilities

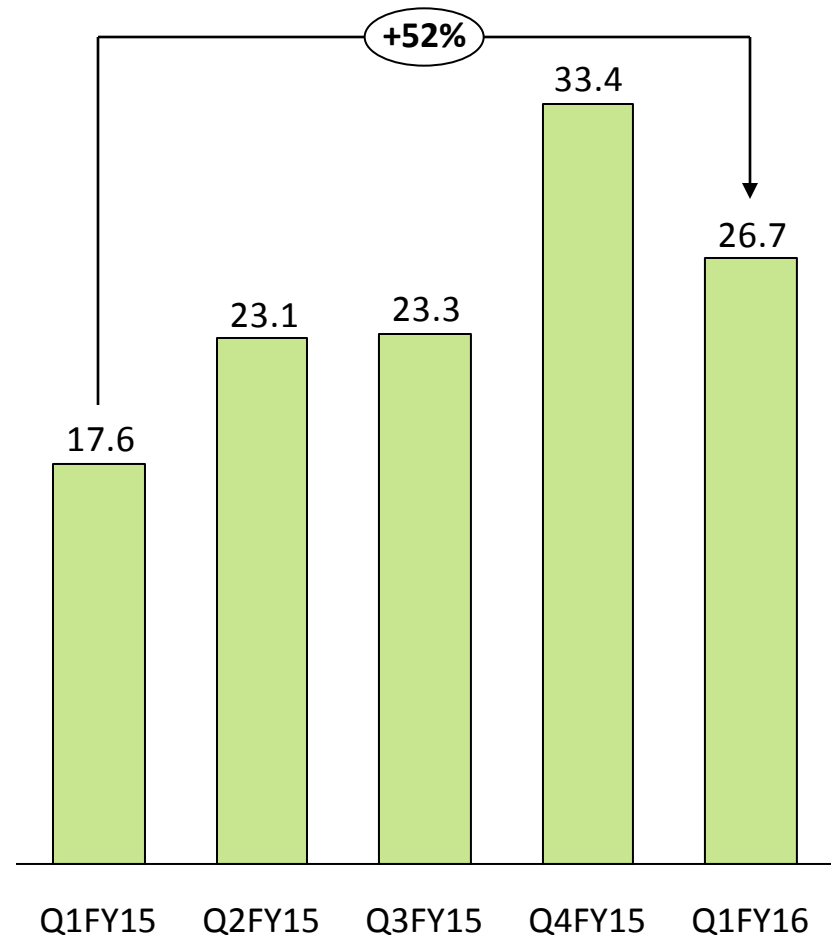
Segment	Activity	Revenue Stream
Liquid Logistics	Terminalling	Storage and Throughput Fees, Handling & Value Addition Service Charges
O&M Services	Operations & Maintenance	O&M Fees

Liquid Division Performance

Revenue (Rs. Crs.)

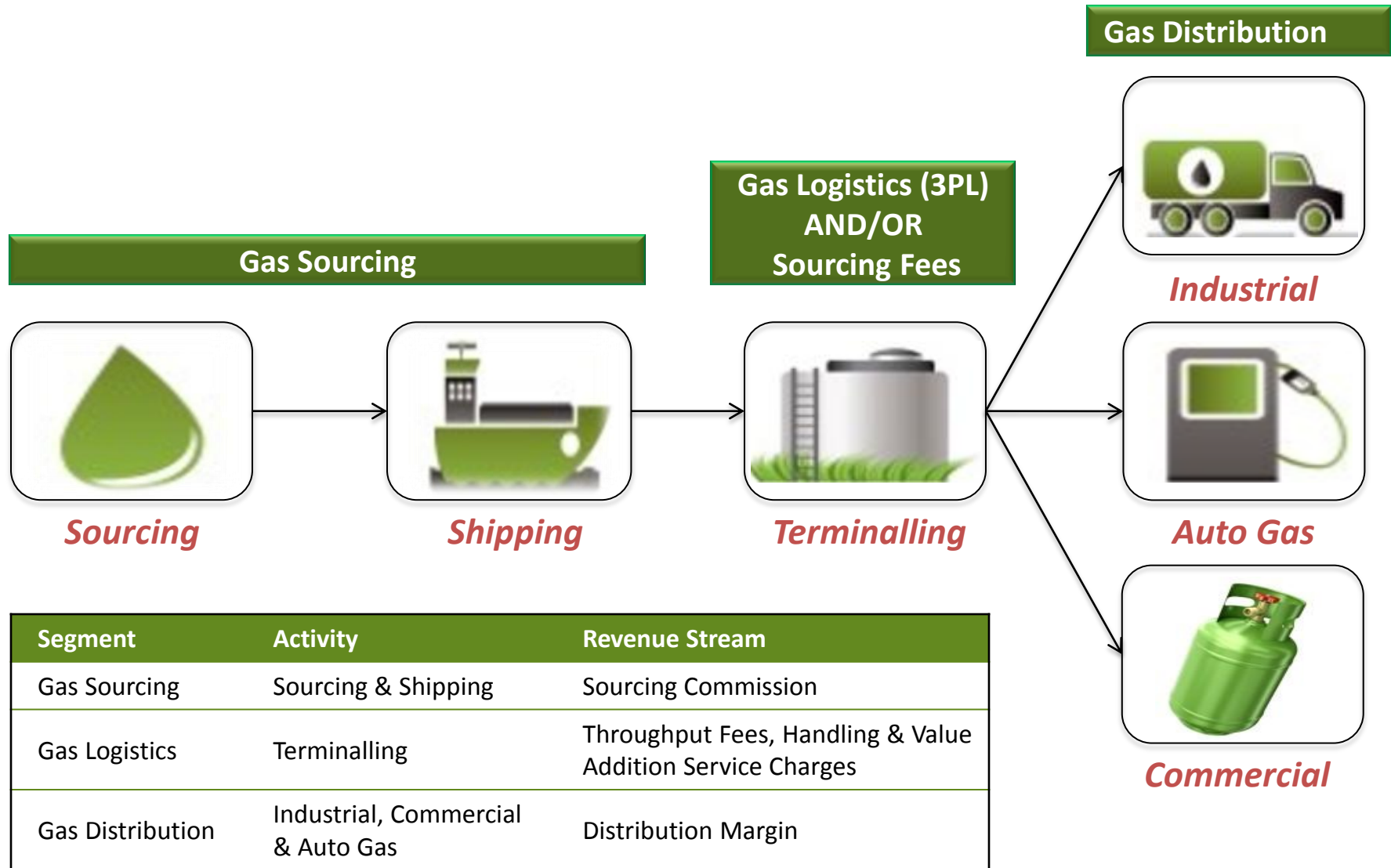


Normalized EBITDA (Rs. Crs.) *



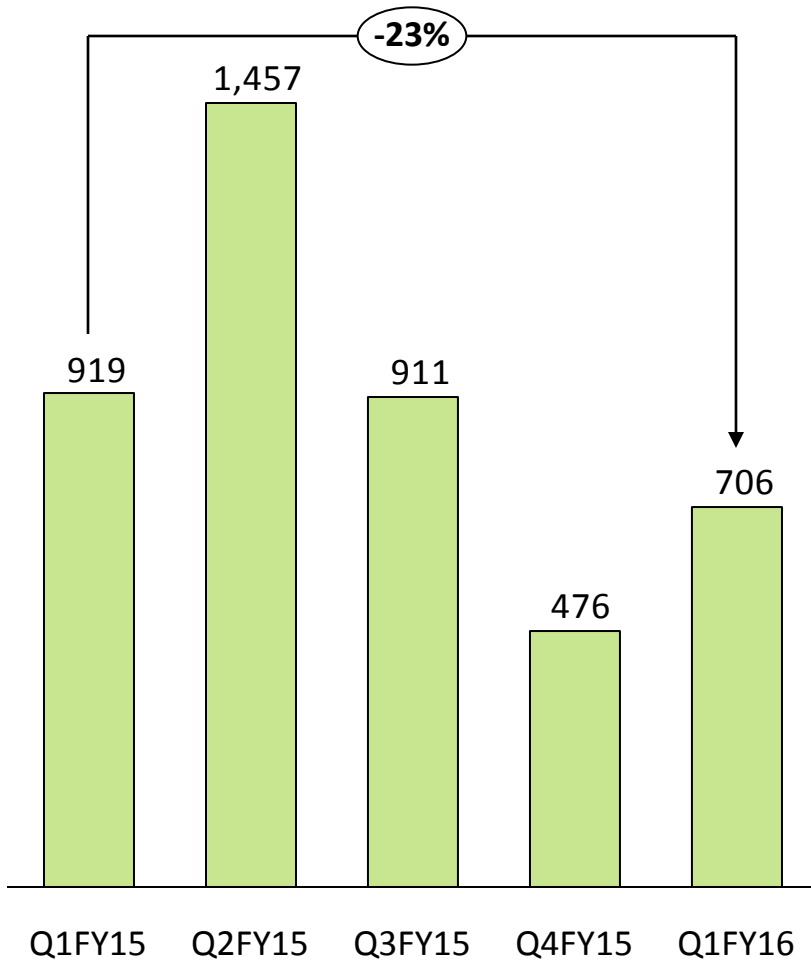
* - Normalized EBITDA – Before Forex, Hedging Related Expenses

Our Gas Division captures Complete LPG Value Chain

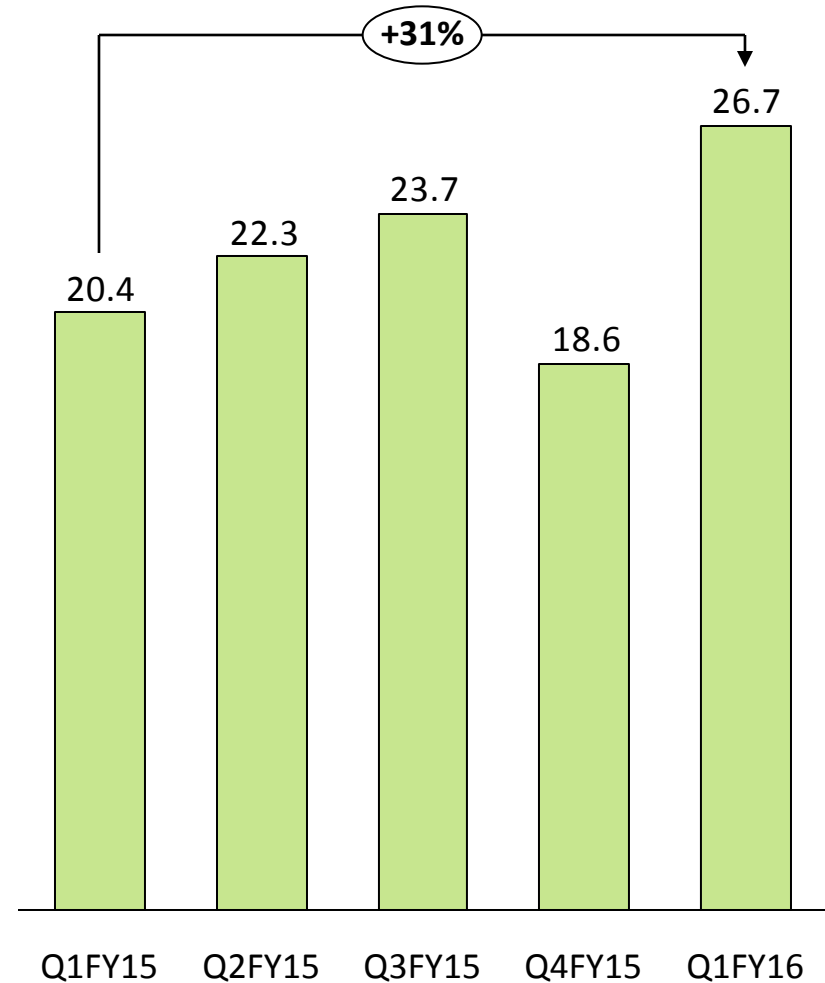


Gas Division Performance

Revenue (Rs. Crs.)



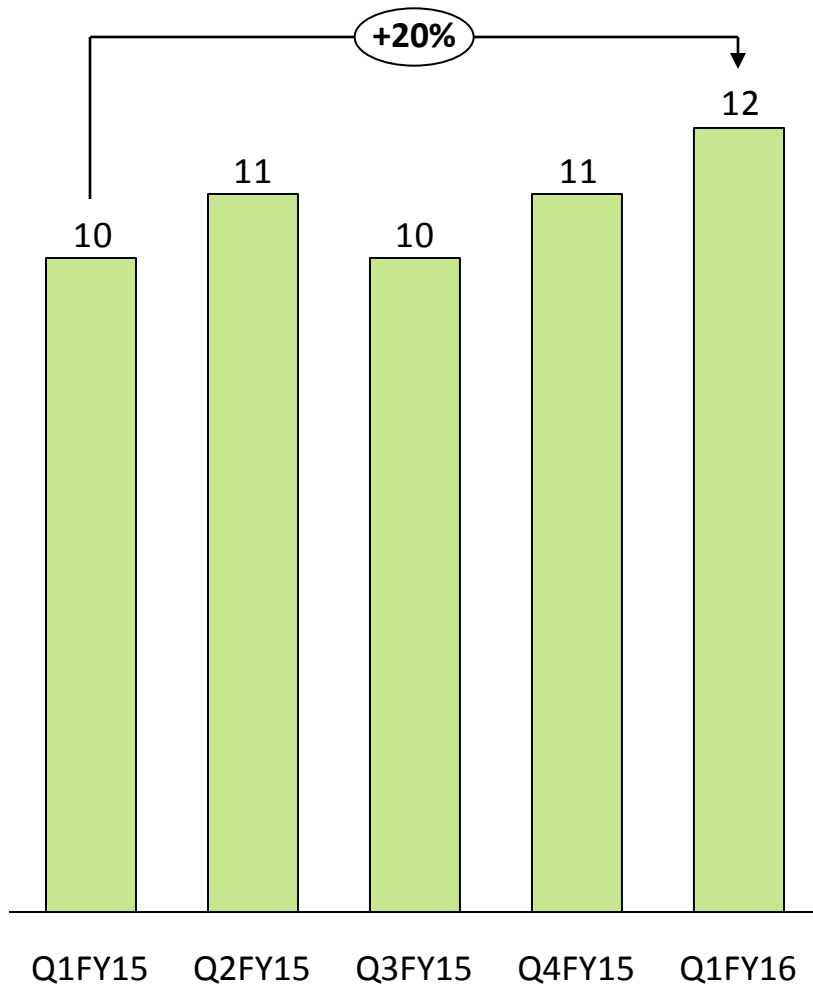
Normalized EBITDA (Rs. Crs.) *



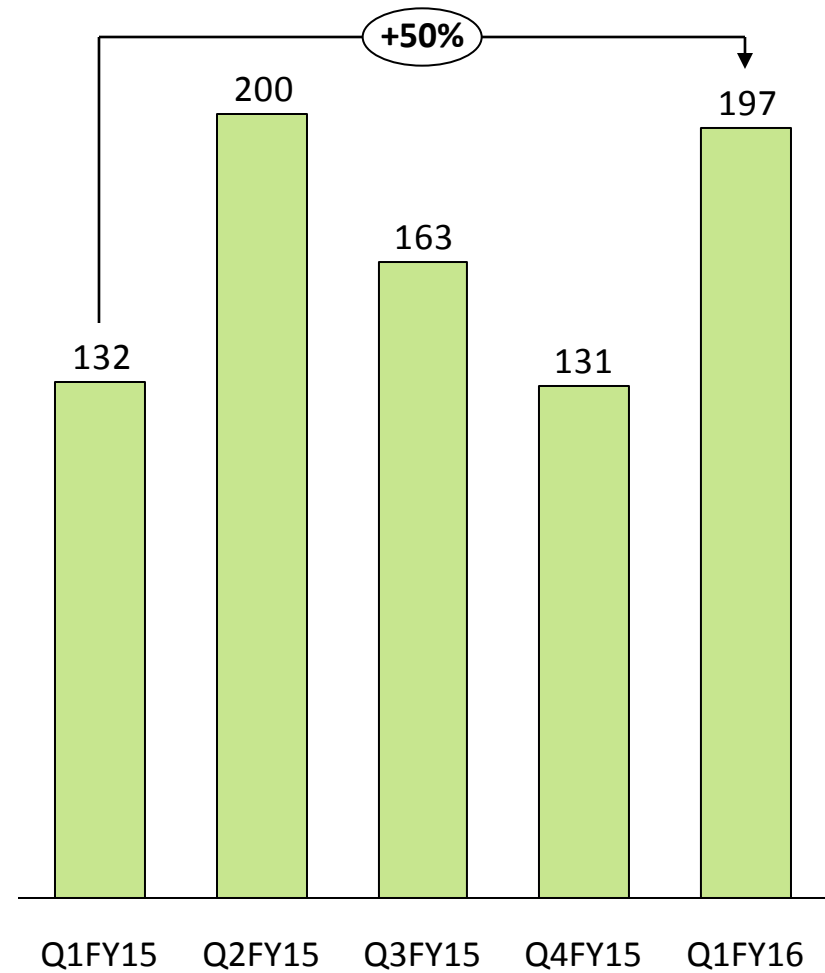
* - Normalized EBITDA – Before Forex, Hedging Related Expenses

LPG Volume Break-up

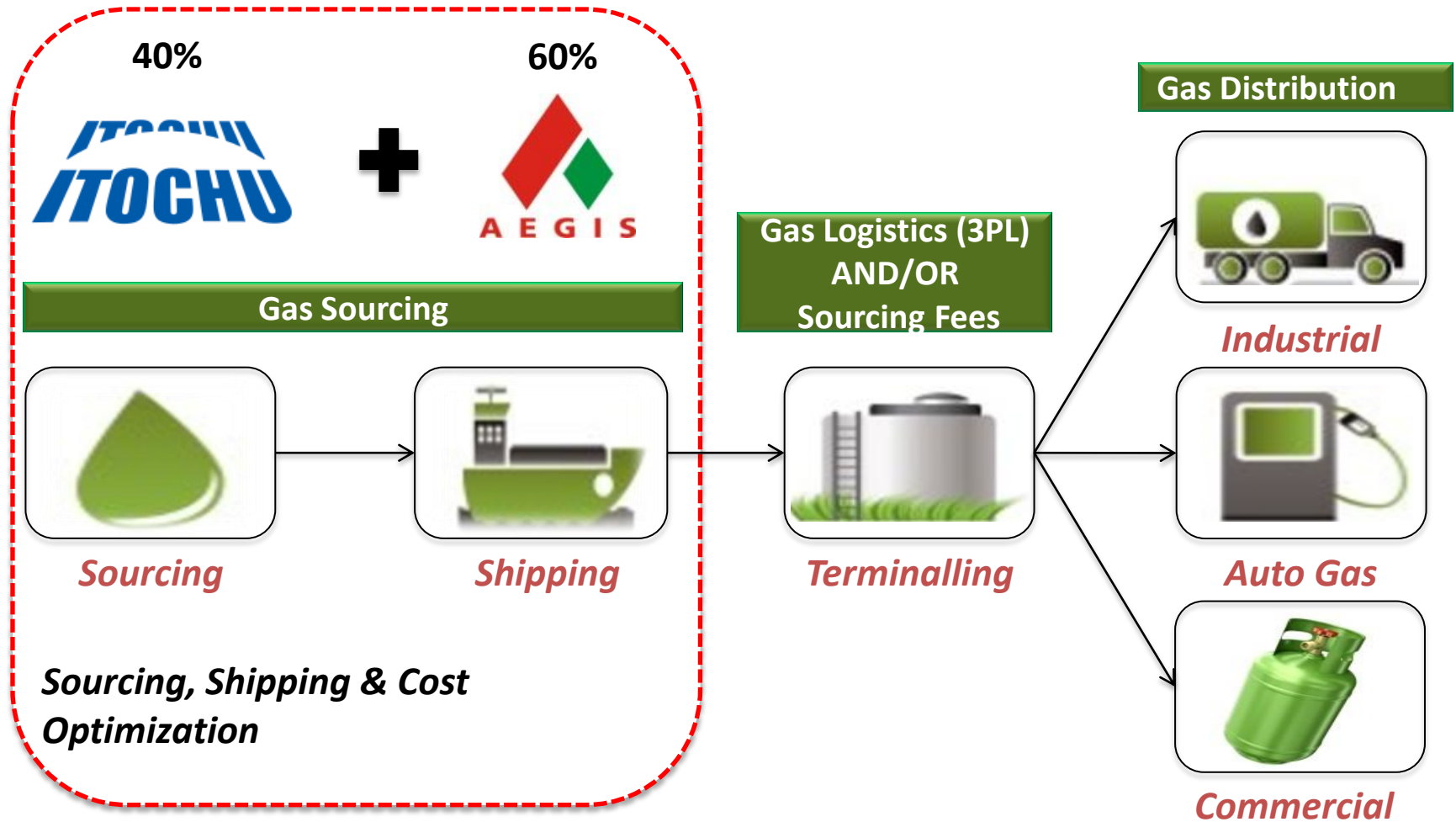
Distribution ('000 MT)



Logistics ('000 MT)



JV with ITOCHU will help us Grow Faster



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
- 70 Commercial Distributors spread across 42 Cities in 7 states

Consolidated Profitability Statement

Rs Crs	Q1FY16	Q1FY15	Y-o-Y %	Q4FY15	Q-o-Q%	FY15
Revenue	751	949	-21%	520	44%	3,916
Cost of Sales	670	890		445		3,635
Others	28	21		23		99
Normalized EBITDA (Segment) *	53	38	41%	52	3%	182
Finance, Hedging & Forex related Expenses (Net)	4	6		6		19
Depreciation	5	5		5		22
Unallocated Expenses	8	6		8		30
Profit Before Tax	36	21	72%	33	9%	111
Capital Gains on Divestment	0	0		0		31
Tax on Capital Gains	0	0		0		8
Tax	7	2		9		22
Profit after Tax	29	19		24		112
Profit after Tax excluding Capital Gains	29	19	54%	24	22%	89

* - Normalized EBITDA – Before Forex Hedging Related expenses

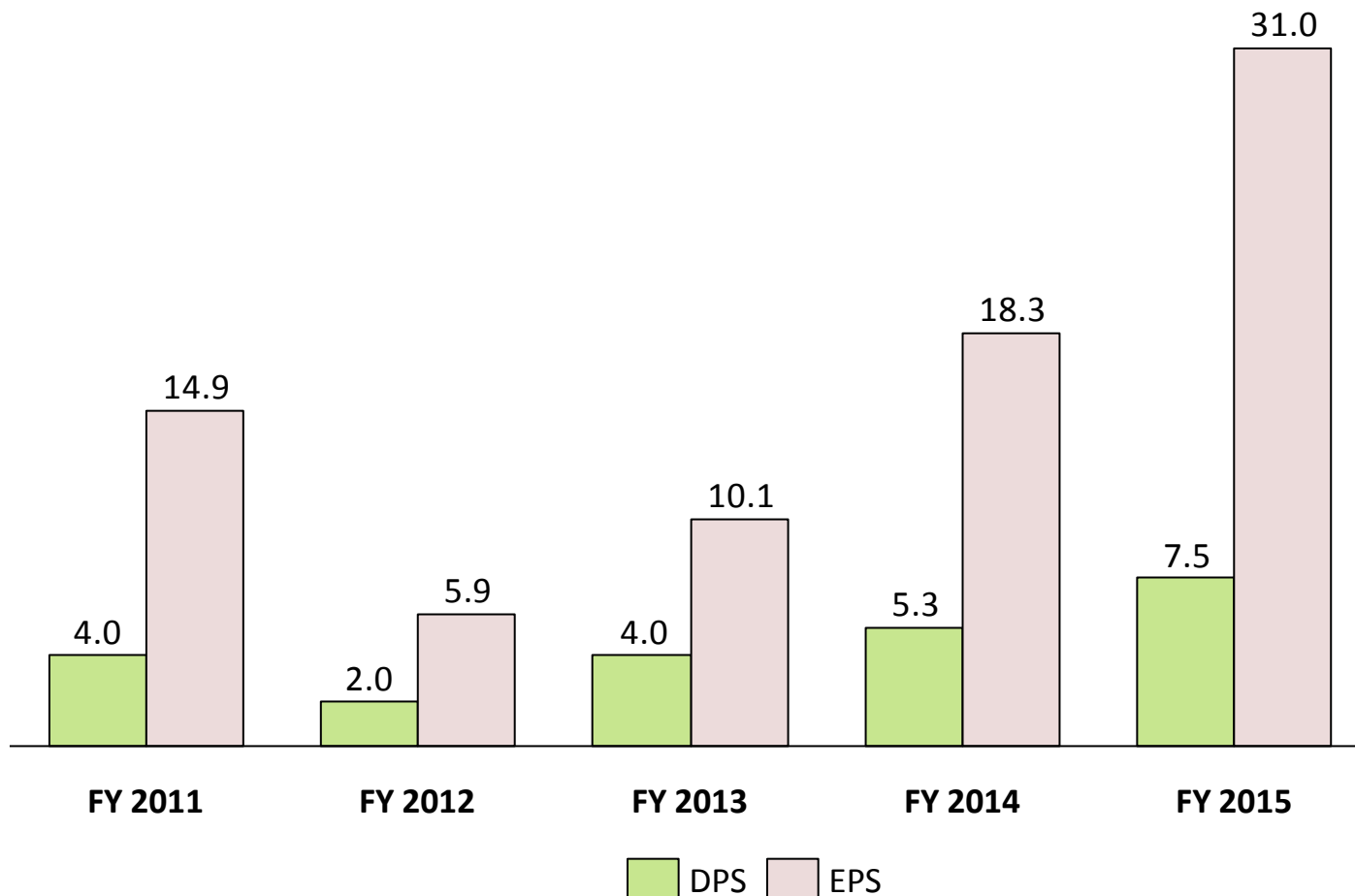
Consolidated Balance Sheet

Rs. Crs	Mar-15	Mar-14
Shareholder's Fund	427	349
ShareCapital	33	33
Reserves & Surplus	394	316
Minority Interest	26	13
Non-Current Liabilities	170	147
Long Term Borrowings	132	109
Other Non Current Liabilities	38	38
Current Liabilities	314	380
Short Term Borrowings / Buyers Credit	63	116
Trade Payables	192	191
Other Current Liabilities	59	72
Total Liabilities	937	889

Rs. Crs	Mar-15	Mar-14
Non-Current Assets	558	552
Fixed Assets *	488	462
Non-Current Investments	3	10
Other Non-Current Assets	67	80
Current Assets	379	337
Inventories	20	25
Trade Receivables	201	206
Cash and Bank Balances	125	73
Other Current Assets	33	33
Total Assets	937	889

* - Including Goodwill on Consolidation

Dividend Track Record



For further information, please contact:

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