



Aegis Logistics Limited

August 2014

Safe Harbour

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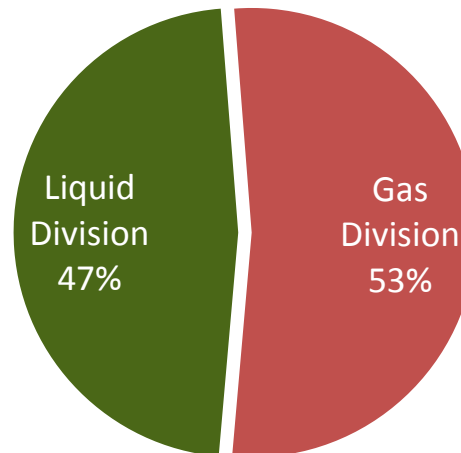
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Key Quarterly Highlights

Liquid Division

- **Haldia facility fully commissioned**
 - 60,190 KL fully commissioned
 - 25 % of the capacity booked for Long Term
 - Utilizations are as expected
- **Pipavav facility partially commissioned**
 - 70,120 KL commissioned ahead of schedule
 - Balance Project Capacity – 50,000 KL to be commissioned by H2 FY15

Q1FY15 EBITDA
Rs 38 Crs



Gas Division

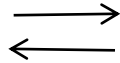
- **Sourcing and Throughput**
 - Pickup in Throughput volume in Mumbai as well as Pipavav
 - Expansion of 2700 MT facility at Pipavav is progressing well
 - Commercial operation to start in H2FY15
- **Strengthening of Distribution Network**
 - Crossed 154 Distributors/Dealers in Gas Distribution Business across 42 Cities in 6 States
 - Target to cross 200 Distributors / Dealers in 2 Years

Liquid Logistics and O&M Services

Liquid Logistics (3PL)



Shipping

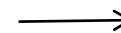


Terminalling

O&M Services



O&M



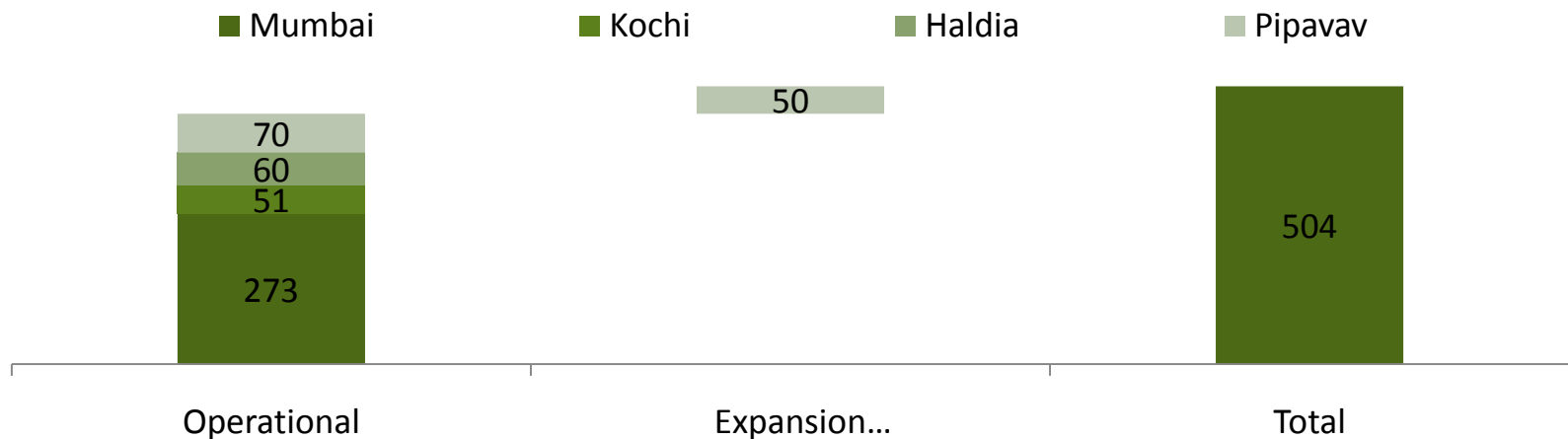
Facilities

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 Terminal Facilities

Existing Facilities	Port	Capacity (KL)
Trombay	Mumbai	198,000
Ambapada	Mumbai	75,000
Willingdon Island	Kochi	51,000
Chiranjibpur	Haldia	60,190
Pipavav	Gujarat	70,120 (Partial)

Built up of Capacities



Post expansion : Total capacity to reach ~ 500,000 KL

Update on Capacity Expansion

New Project: 60,190 KL at Haldia

- **New Project: 60,190 KL at Haldia (Greenfield)**
 - Final Project Cost Rs. 51 Cr
 - Debt : Rs. 30 Cr; Internal Accruals : Rs. 21 Cr
 - Full Capacity 60,190 KL completed and commissioned

COMPLETED

~25% of the Capacity booked for Long Term

Expansion: 120,000 KL at Pipavav

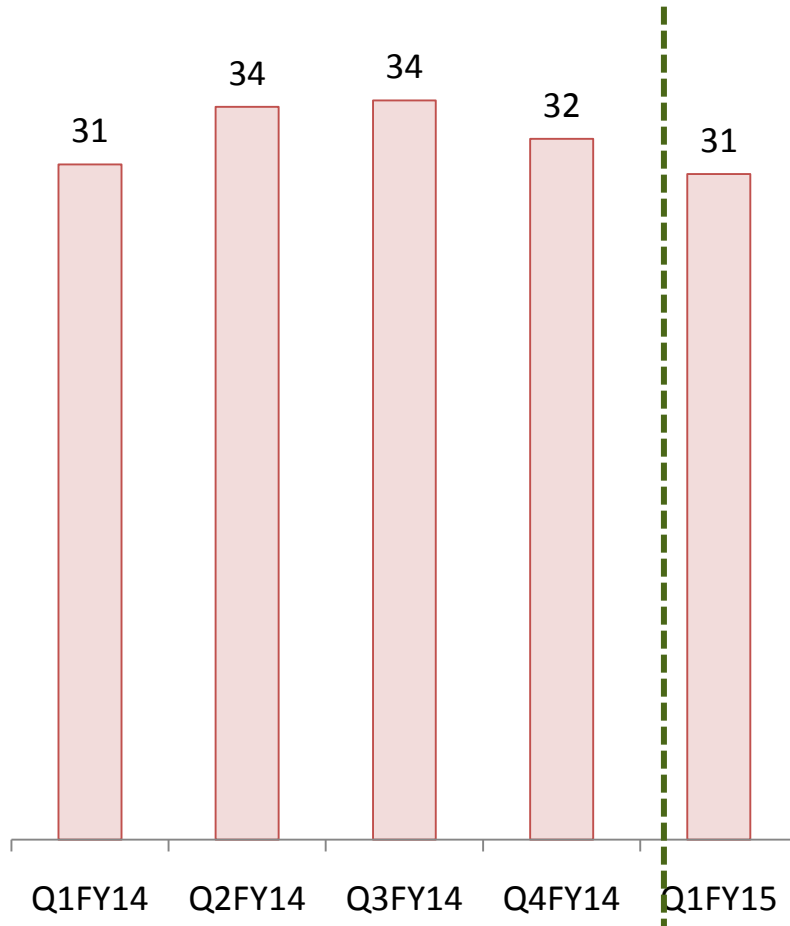
- **Expansion: 120,000 KL at Pipavav**
 - Project Cost ~Rs. 101 Cr, over Rs 77 Cr spent till June15
 - Planned Debt : 65%; Internal Accruals : 35%
 - Partial Commissioning of 70,120 KL done
 - Balance 50,000 expected by H2 FY15

**AHEAD OF SCHEDULE
PARTIAL COMMISSIONING
ACHEIVED**

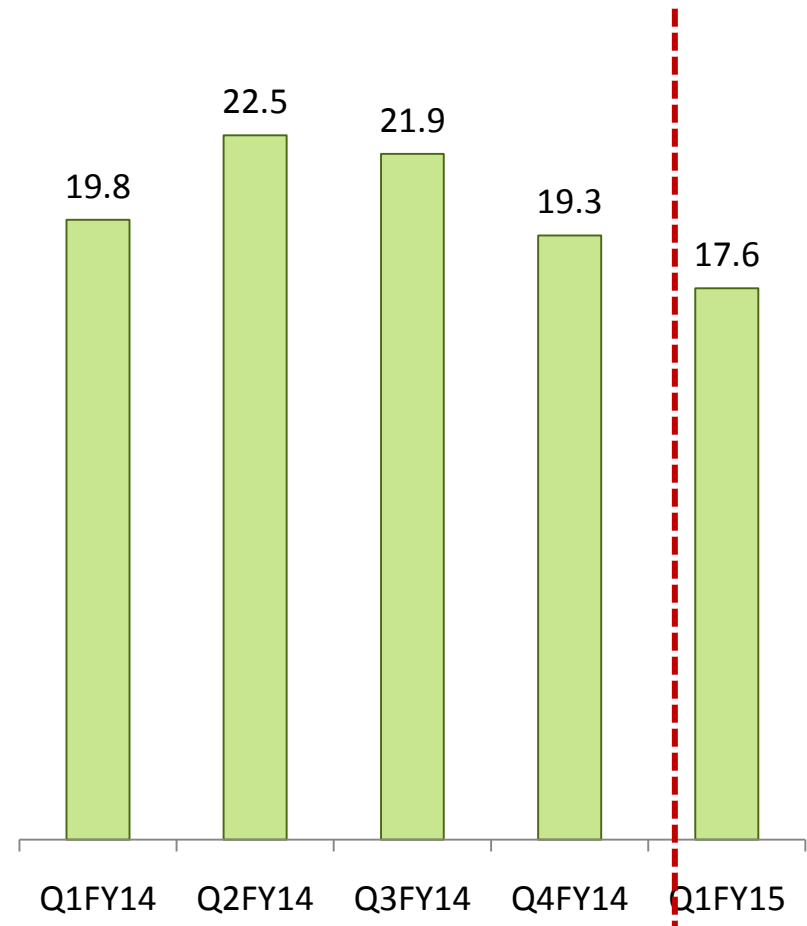
**Partial Commissioning 6 months
Before Schedule**

Liquid Division Performance

Revenue (Rs. Crs.)

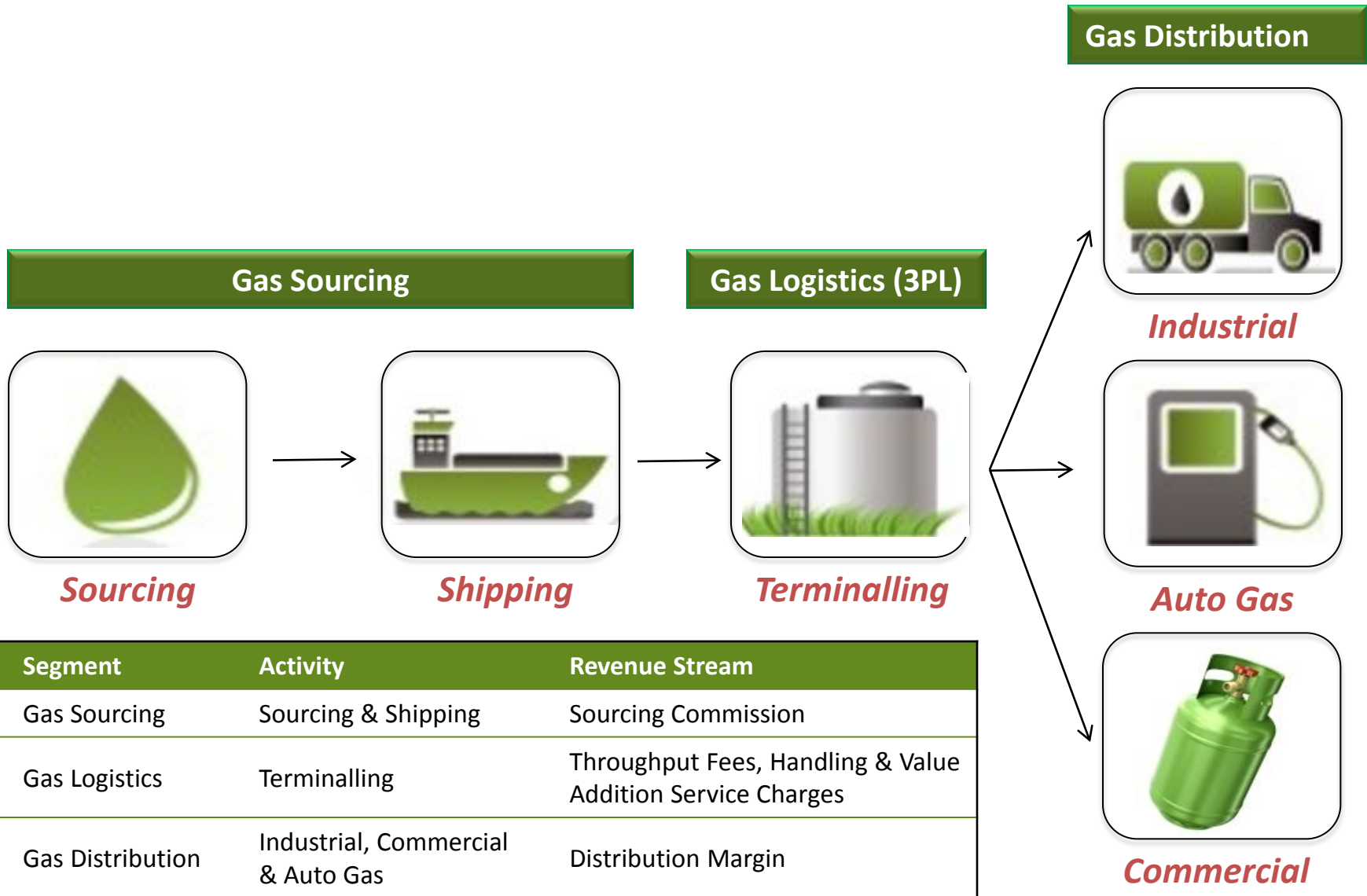


Normalized EBITDA (Rs. Crs.) *



* - Normalized EBITDA – Before Forex, Hedging Related Expenses

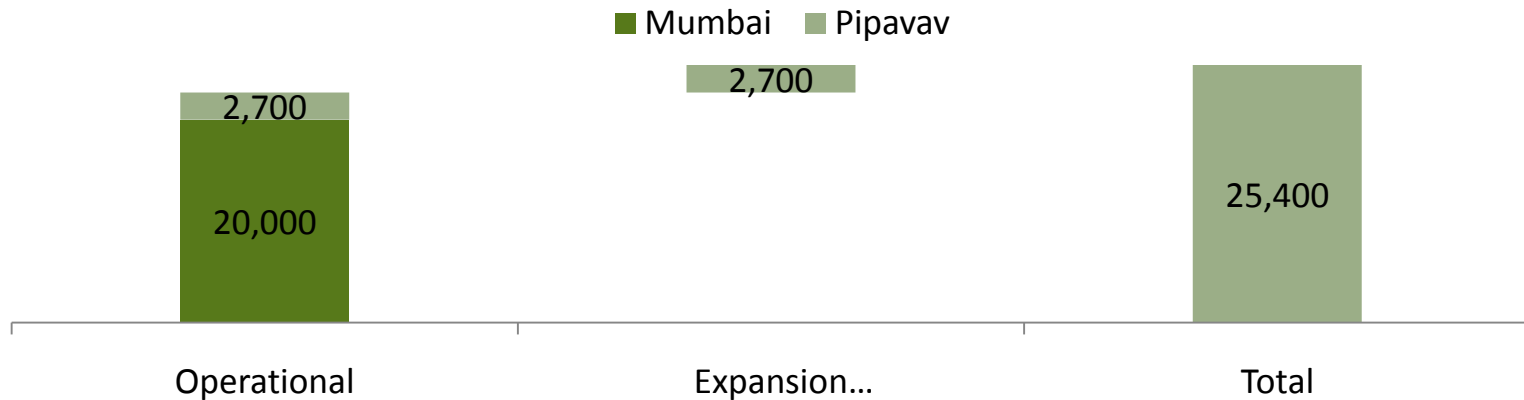
Capturing Complete LPG Value Chain



Gas Terminal & Distribution Facilities

Terminal Facilities	Port	Capacity (MT)
Existing - Trombay	Mumbai	20,000
Existing – Pipavav	Gujarat	2700
Expansion - Pipavav	Gujarat	2700
Distribution Facilities	Commercial	Auto Gas
States	5	7
No. of Stations / Distributors	54	97

Built up of Capacities



Ability to handle 750,000 MT of LPG per annum at Owned Terminals

Update on Capacity Expansion

Expansion: 2700MT at Pipavav

- **Expansion: 2700MT at Pipavav**
 - Project Cost ~Rs. 22 Cr, over Rs 18 Cr spent till June15
 - Planned Debt : 65%; Internal Accruals : 35%
 - Status : Project Work progressing well
 - Commercial operation to start in H2FY15



**Post expansion :
Total Handling Capacity to reach ~ 850,000 KL**

Distribution Business

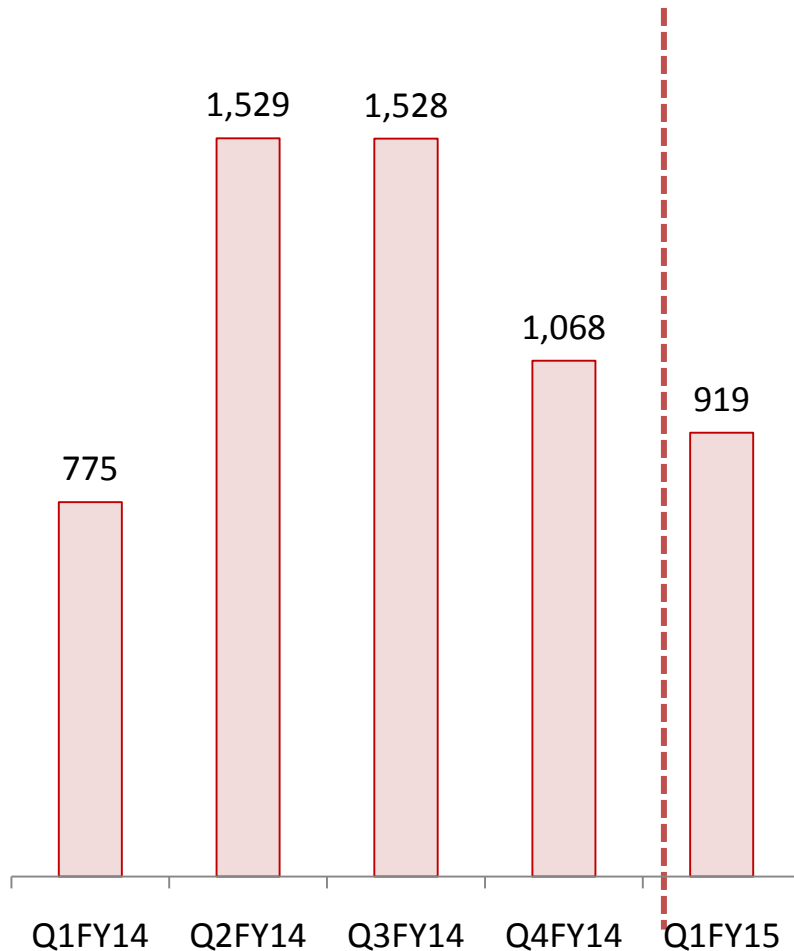
- **Crossed 154 Distributors/Dealers**
 - 98 Auto Gas Stations
 - 56 Commercial & Industrial Distributors spread across 42 cities in 6 States
 - 3 Bottling Plants in Gujarat & Karnataka



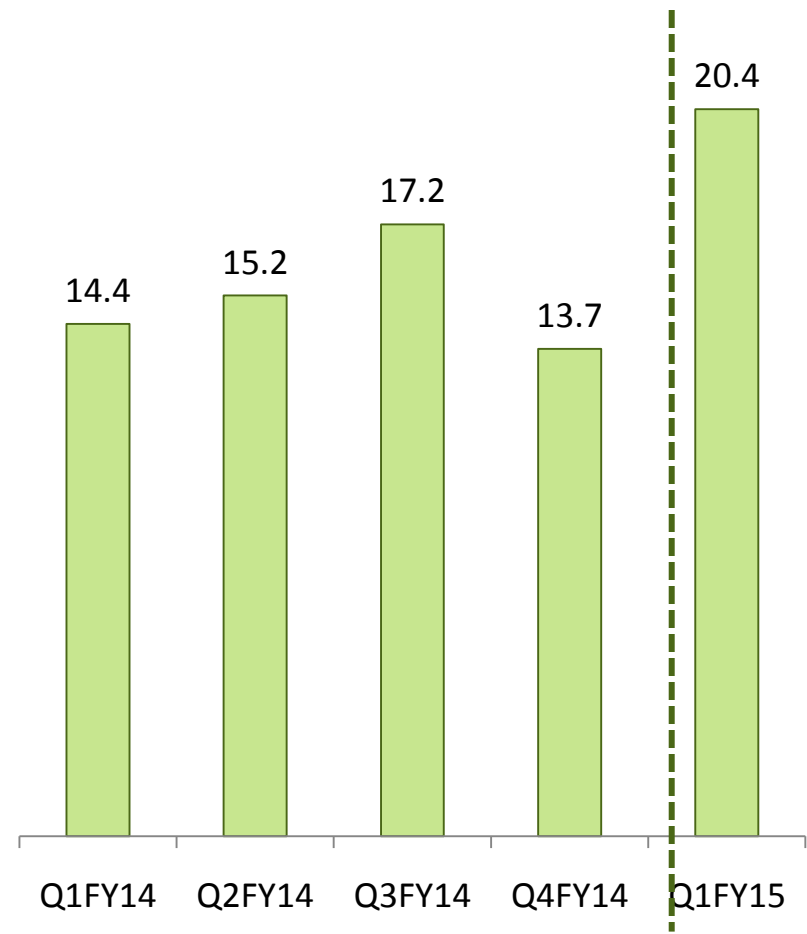
**Crossed 154 Distributors / Dealers spread over
42 Cities in 6 States**

Gas Division Performance

Revenue (Rs. Crs.)



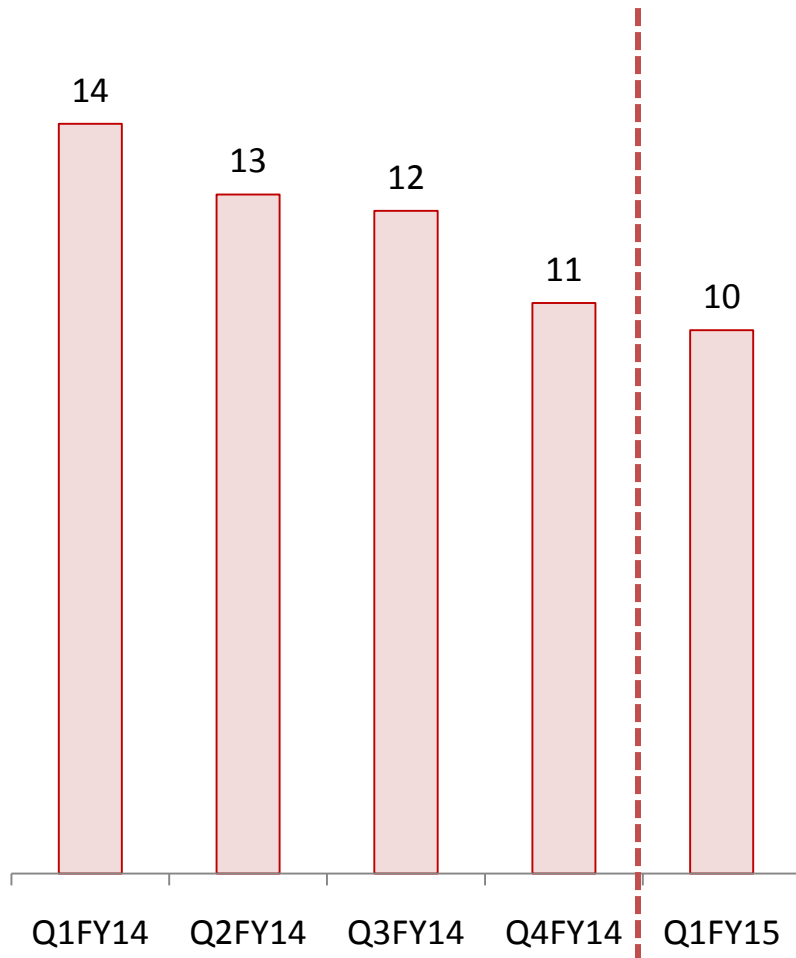
Normalized EBITDA (Rs. Crs.) *



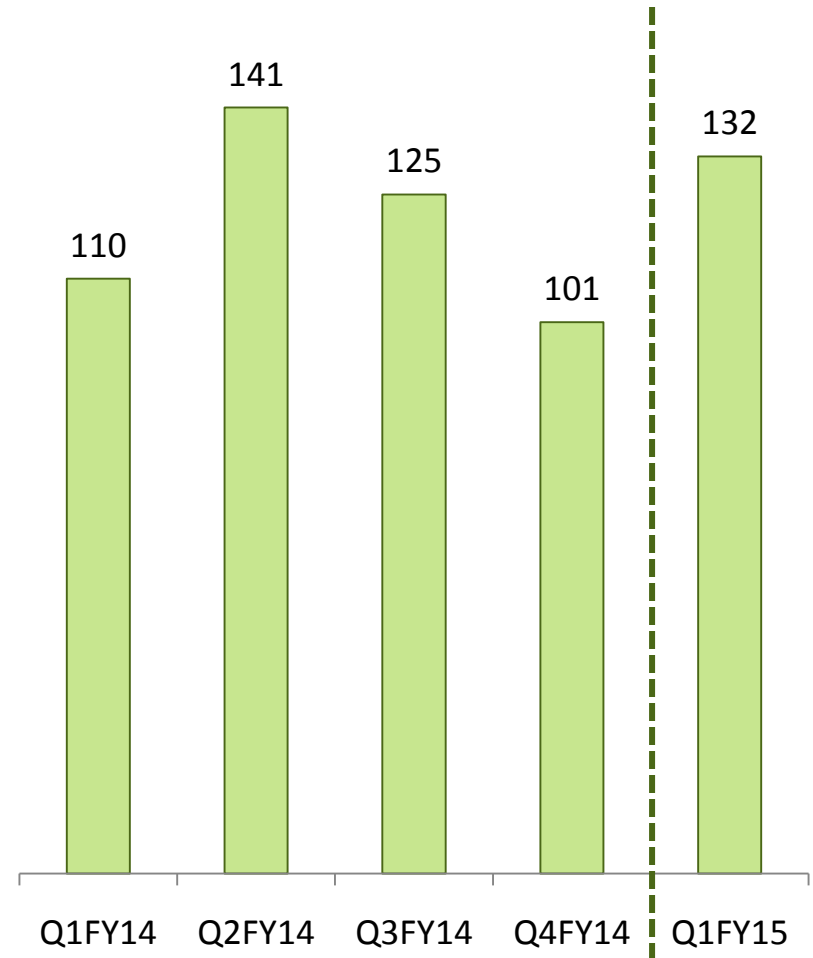
* - Normalized EBITDA – Before Forex, Hedging Related Expenses

LPG Volume Break-up

Distribution ('000 MT)



Logistics ('000 MT)



Multiple Growth Drivers

Capacity Expansion

- Haldia Fully Operational in FY15 & Pipavav Partially Operational
- Pipavav Terminal Facility Expansion: 50,000 KL Liquid & 2,700 MT Gas
- Strengthening Distribution Network for Commercial Packed Cylinders
- Expanding Auto Gas Station network in Tier I & II cities

Government Reforms

- Cap on Supply increased to Twelve Cylinders
- Direct Benefit Transfer (DBT)
- Diesel Price Increase
- Natural Gas Price Increase

Newer Businesses

- O&M Services: O&M / BOO of Oil & Gas storage installations
- Marine Products : Supply of Bunker fuel to ships

Consolidated Profitability Statement

Rs Crs	Q1FY15	Q4FY14	Q-o-Q %	Q1FY14	Y-o-Y %	FY14
Revenue	949	1100	-14%	806	18%	5,031
Cost of Sales	890	1044		752		4,804
Others	21	24		20		83
Normalized EBITDA (Segment) *	38	33	15%	34	12%	144
Finance, Hedging & Forex related Expenses (Net)	6	8		3		19
Depreciation	5	5		5		21
Unallocated Expenses	6	6		6		25
Profit Before Tax	21	15		20		80
Tax	2	1		4		11
Profit after Tax	19	14	36%	16	19%	69

* - Normalized EBITDA – Before Forex Hedging Related expenses

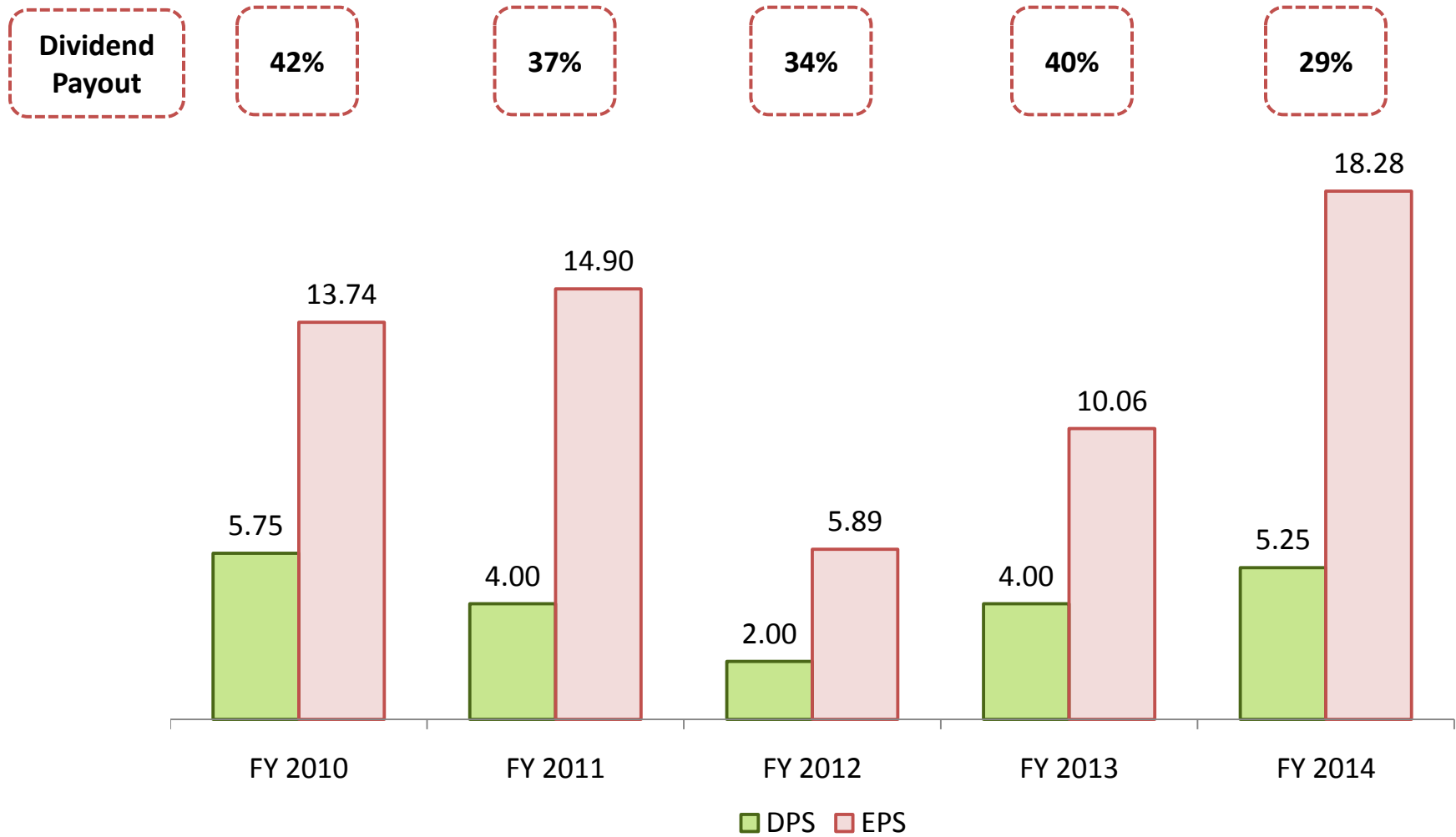
Consolidated Balance Sheet

Rs. Crs	FY14	FY13
Shareholder's Fund	349	310
ShareCapital	33	33
Reserves & Surplus	316	276
Minority Interest	13	5
Non-Current Liabilities	147	155
Long Term Borrowings	109	118
Other Non Current Liabilities	38	36
Current Liabilities	380	536
Short Term Borrowings / Buyers Credit	116	195
Trade Payables	191	286
Other Current Liabilities	72	55
Total Liabilities	889	1,005

Rs. Crs	FY14	FY13
Non-Current Assets	552	450
Fixed Assets *	462	378
Non-Current Investments	10	10
Other Non-Current Assets	80	61
Current Assets	337	556
Inventories	25	19
Trade Receivables	206	297
Cash and Bank Balances	73	205
Other Current Assets	33	35
Total Assets	889	1,005

* - Including Goodwill on Consolidation

Dividend Track Record



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