



Investor Presentation Q3 FY2025

AEGIS LOGISTICS LTD.

February 2025

Safe Harbour

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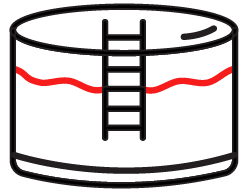
Vision

To support India's transition towards a more sustainable future.

Mission

To store and distribute bulk liquids and gases in a safe, sustainable manner.

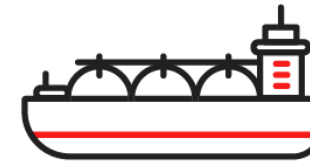
Aegis at a Glance



Liquid Division

Third Party Liquid Logistics (3PL)

EPC Services



Gas Division

Third Party Gas Logistics (3PL)

Gas Distribution

Gas Sourcing



9MFY25 Highlights

9MFY25: Robust Business Performance

Highest-ever consolidated 9M EBITDA

Achieved the highest-ever 9M Liquid EBITDA

Achieved the highest-ever 9M Gas EBITDA

DRIVEN BY

Highest ever Gas logistics Volumes

Q3FY25: Performance at glance

KEY HIGHLIGHTS

Additional Port Leased Land Acquired in JNPA 30 acres (AVTL) & Kandla 7 acres (CRL AVTL subsidiary)

DRHP filed by AVTL for IPO

LIQUIDS DIVISION

Recorded Highest ever Revenues and EBITDA in Q3

Part commencing of JNPA liquid storage terminal

Commencing of Mangalore Liquid storage terminal

GAS DIVISION

Record Logistics Volumes in Q3

Normalized EBITDA

Rs. 252 Cr.

+9% GROWTH

PAT

Rs. 160 Cr.

+5% GROWTH

Gas Division EBITDA

Rs. 156 Cr.

+6% GROWTH

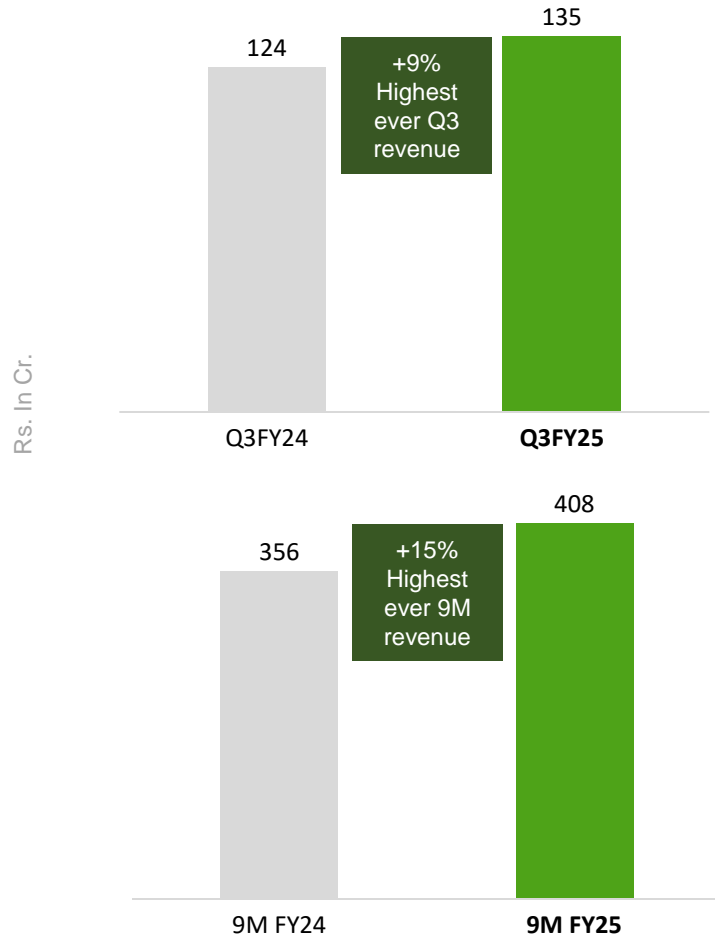
Liquid Division EBITDA

Rs. 95 Cr.

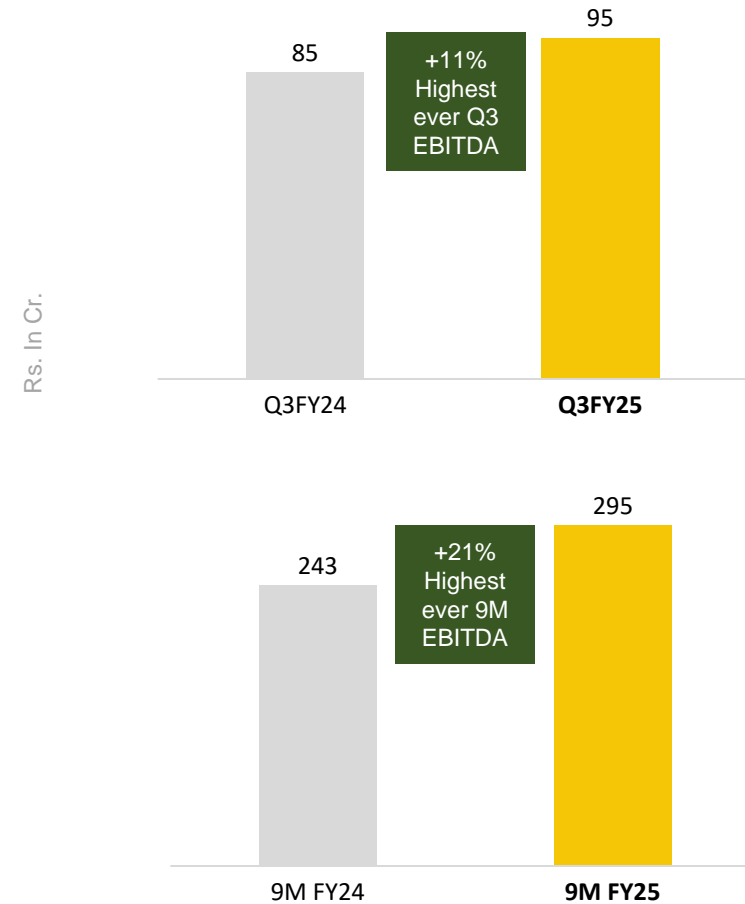
+11% GROWTH

Liquids: Strong Growth

Revenue

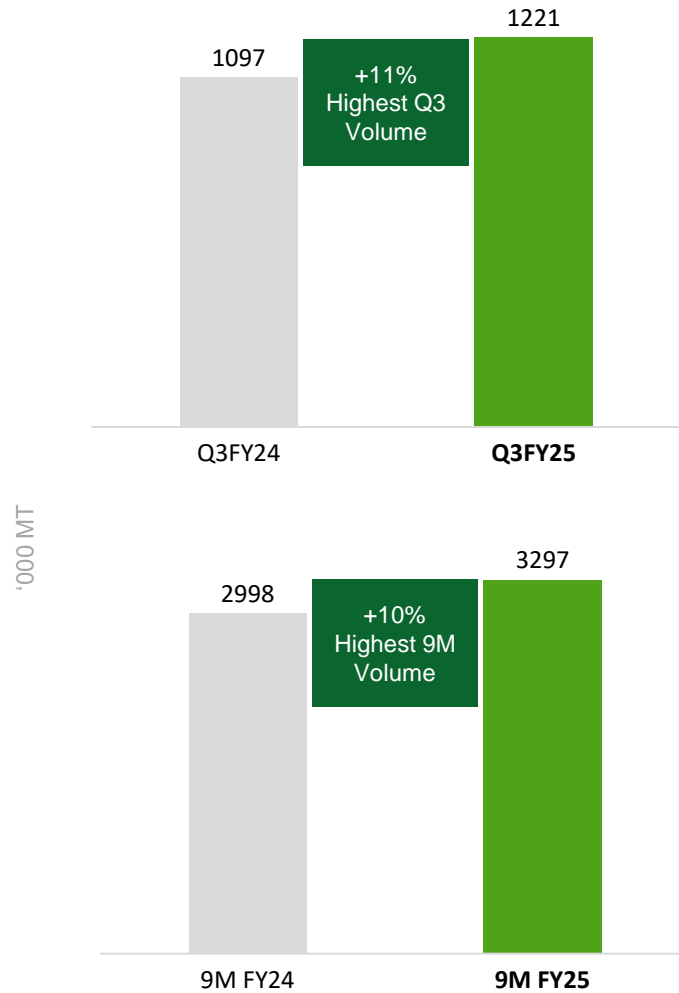


EBIDTA*

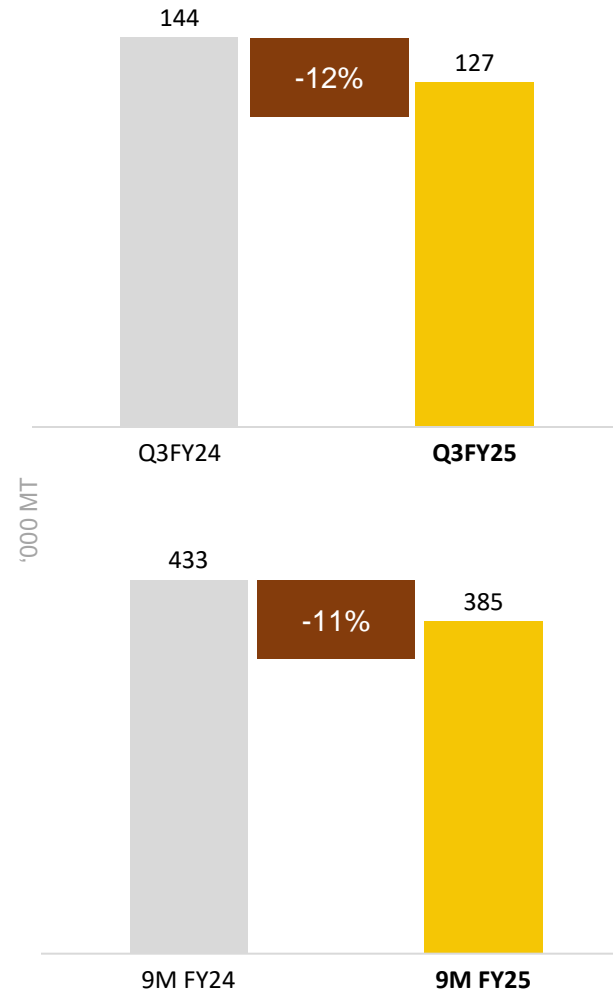


LPG: Volume Performance

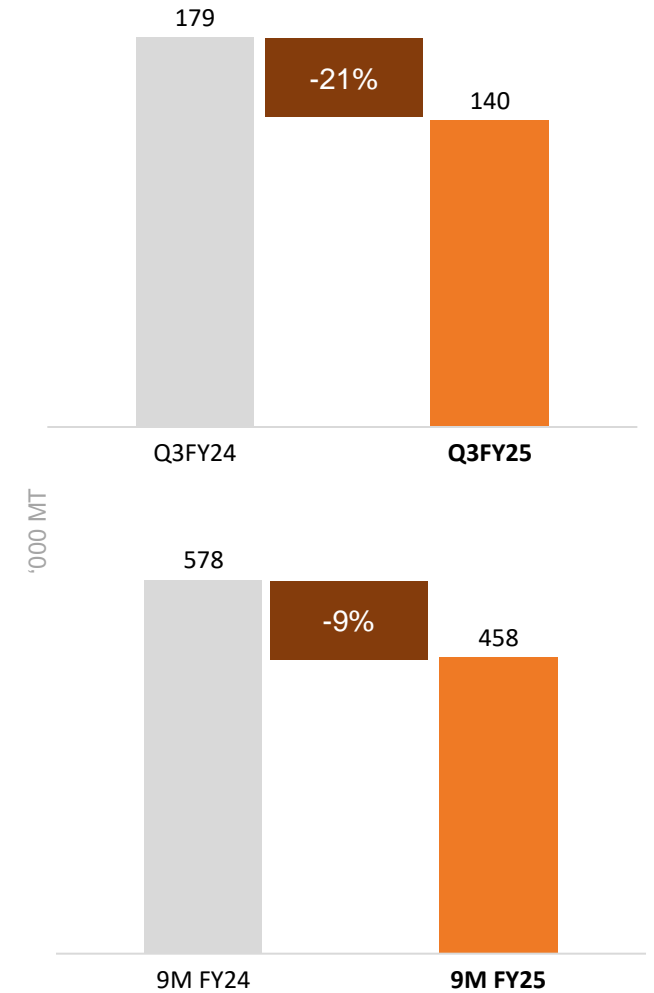
Logistics



Distribution



Sourcing



9MFY25 - Consolidated Profit Statement

Rs. in Cr.	9MFY25	9MFY24	YoY%
Revenue	5,059	5,209	-3%
Cost of Sales	4,104	4,334	
Others	220	200	
Normalised EBITDA (Segment)*	735	675	9%
Finance, Hedging & Forex-related Expenses (Net)	-17	-1	
Depreciation	110	102	
Unallocated Expenses	34	20	
Profit Before Tax	608	554	10%
Tax	138	119	
Profit After Tax	470	435	8%
EPS	10.87	10.62	

*Normalised EBITDA – Before Forex, Hedging-Related Expenses

Q3FY25 - Consolidated Profit Statement

Rs. in Cr.	Q3FY25	Q3FY24	YoY%
Revenue	1,707	1,873	-9%
Cost of Sales	1,383	1,572	
Others	72	70	
Normalised EBITDA (Segment)*	252	232	9%
Finance, Hedging & Forex-related Expenses (Net)	-3	-3	
Depreciation	37	34	
Unallocated Expenses	13	9	
Profit Before Tax	205	192	7%
Tax	45	40	
Profit After Tax	160	152	5%
EPS	3.54	3.71	

*Normalised EBITDA – Before Forex, Hedging-Related Expenses



FY24 Highlights

FY24: Performance at glance

LIQUIDS DIVISION

Recorded Highest ever Revenues and EBITDA in FY24

New capacity from acquisitions, volume and revenue growth, and capacity expansion



GAS DIVISION

Record Logistics Volumes in FY24

Highest Ever EBITDA recorded for FY24



FY24: Robust Profit Growth

Normalized EBITDA crossed a new milestone of Rs. 1000 Cr

Highest-ever EBITDA for Gas & Liquids

Highest-ever PBT

Highest-ever PAT

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Highest-ever LPG distribution volumes

Highest-ever Logistics volumes

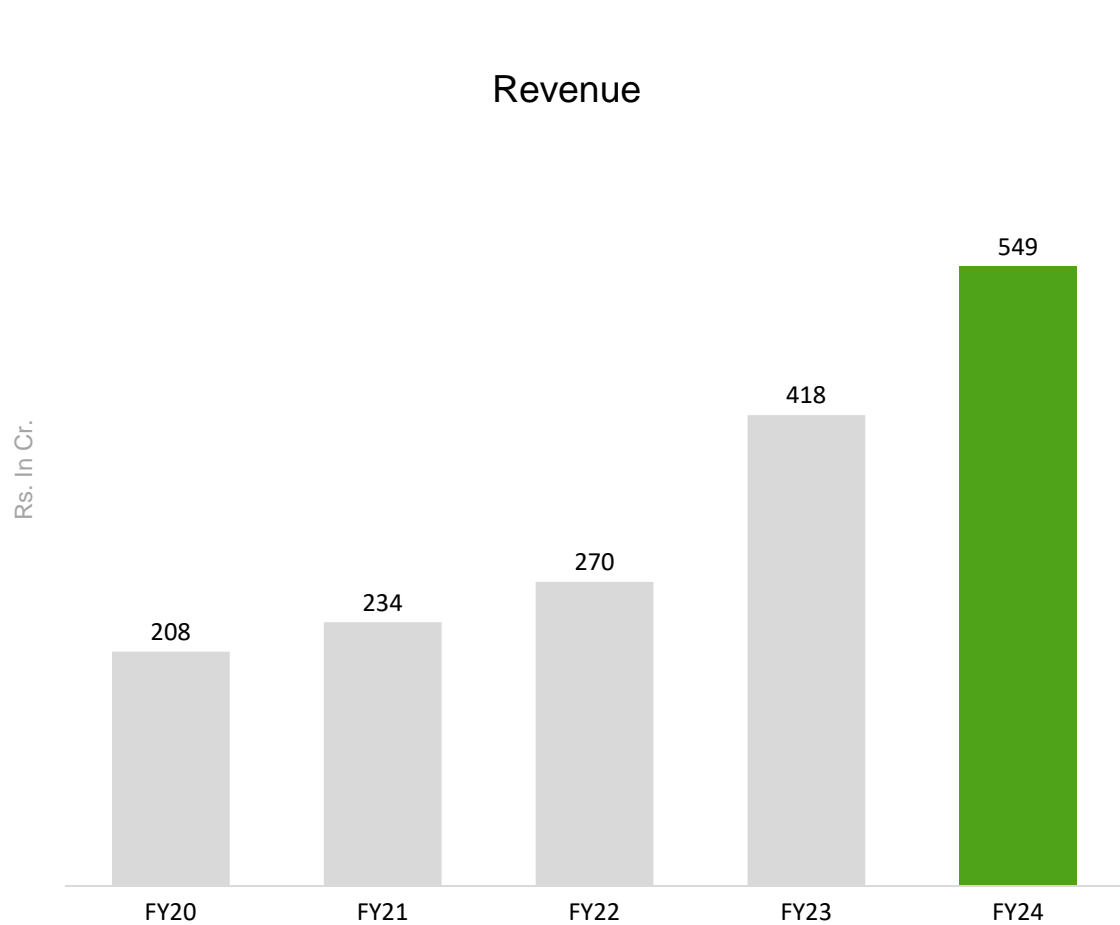
Highest-ever Liquids revenue

Business Performance

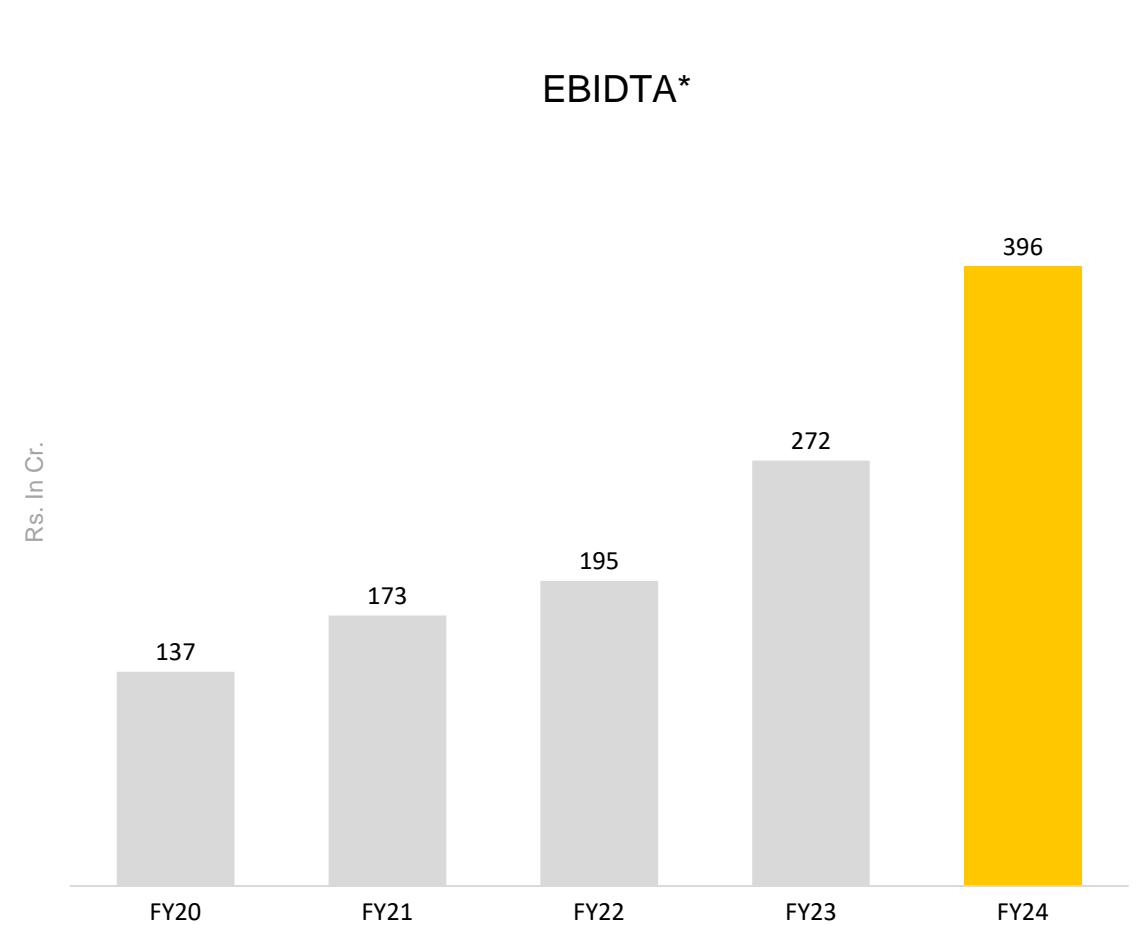
Liquid Division

Liquids: Continued Growth

Revenue



EBIDTA*



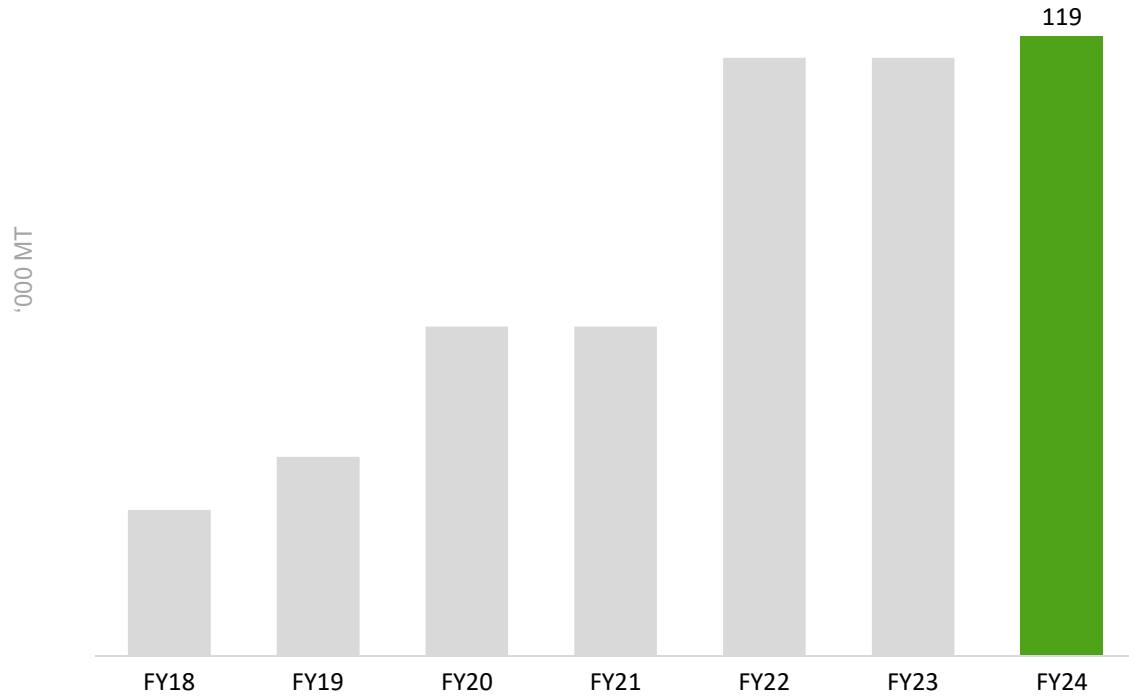
*Normalized EBITDA: before Forex, hedging-related expenses

Business Performance

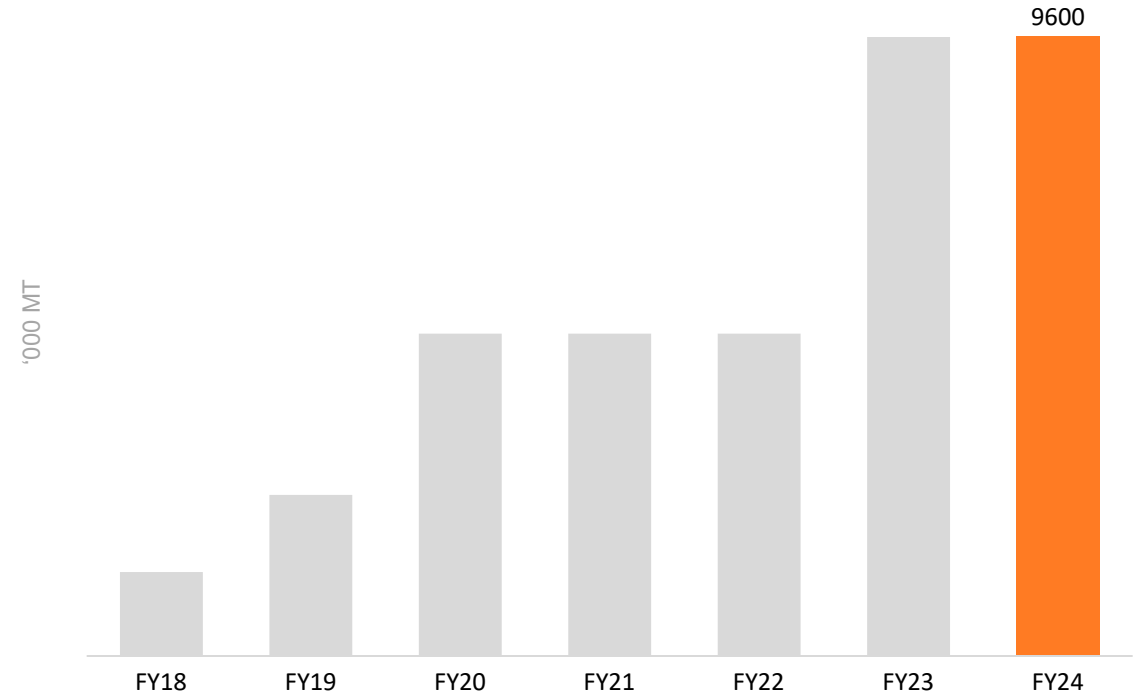
Gas Division

LPG Terminalling Capacity

Static

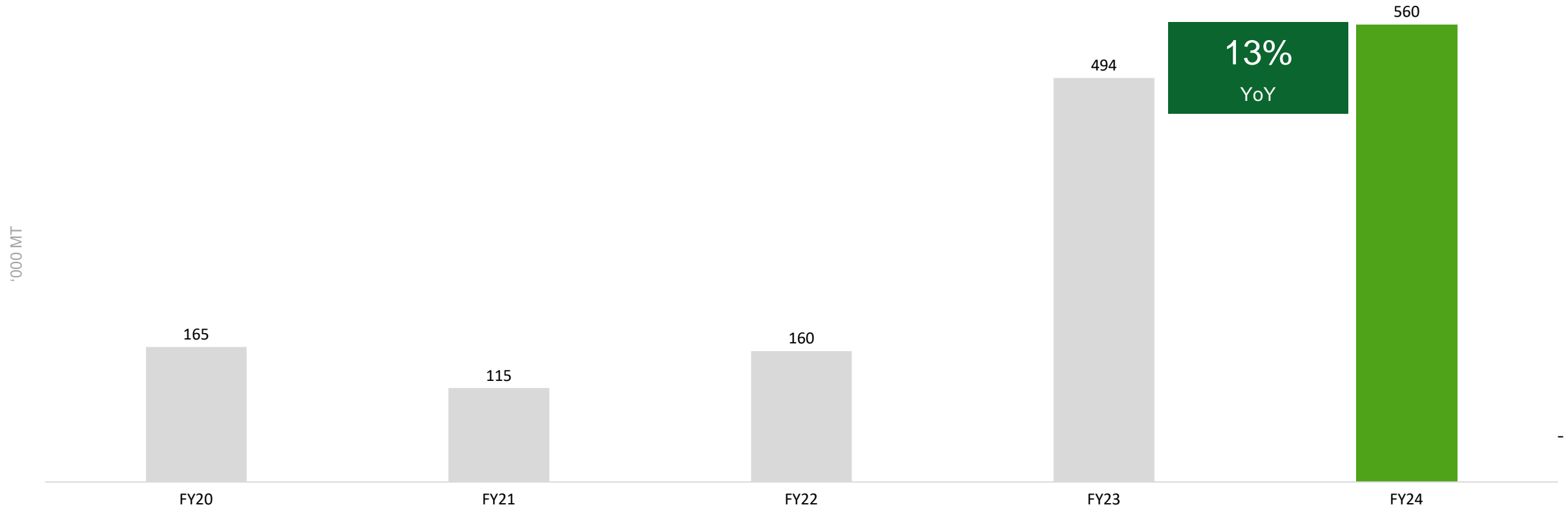


Throughput

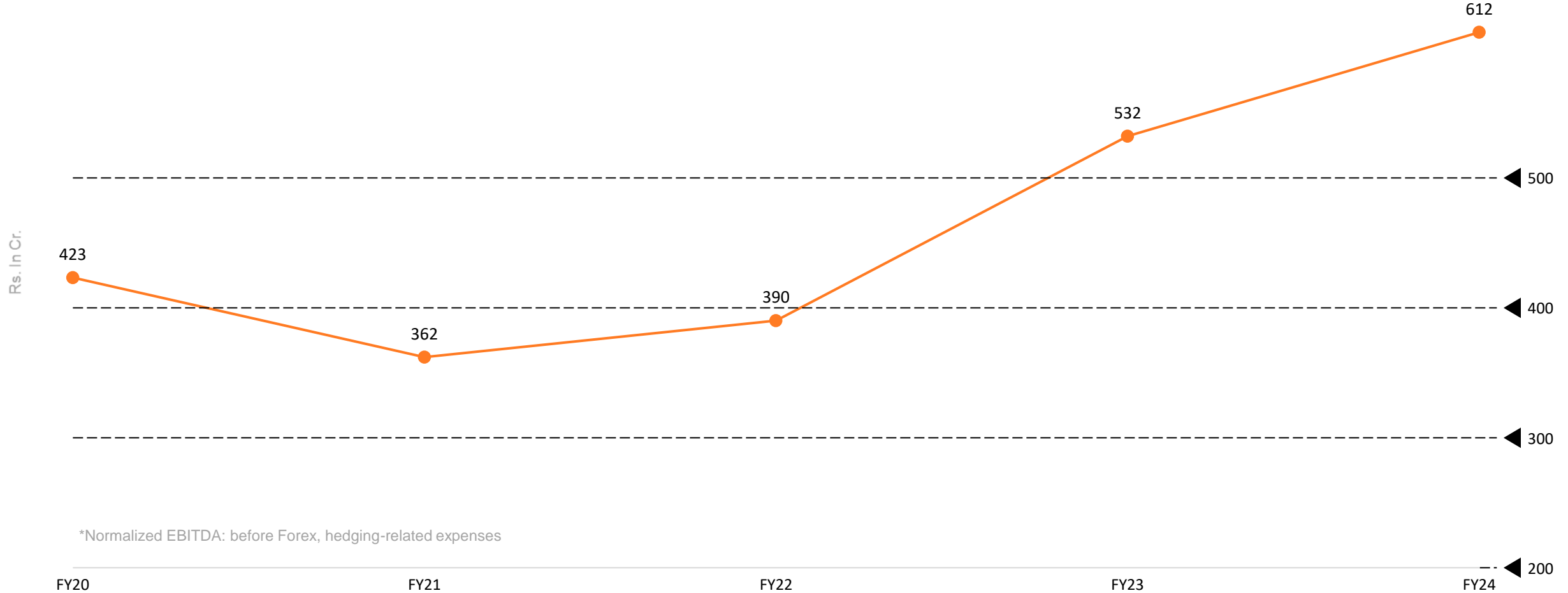


*Normalized EBITDA: before Forex, hedging-related expenses

LPG Distribution Drives Volume Growth



Record Gas Division EBITDA*





Strategy

Necklace of Terminals

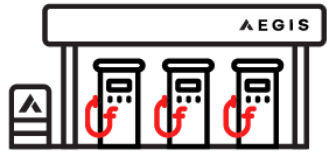
Build, own, and operate India’s leading network of tank terminals and distribution facilities, incorporating the highest safety and environmental standards.

	Liquid Terminals	Gas Terminals
Kandla	✓	✓
Pipavav	✓	✓
Mumbai	✓	✓
Mangalore	✓	Under construction
Kochi	✓	
Haldia	✓	✓
JNPT	Under construction	



LPG Distribution System

We have a national network of LPG terminals and cylinder filling plants serving these segments.



Autogas

142 stations over 10 states dispensing autogas, petrol, and diesel, growing to a planned 200 stations over 20 states



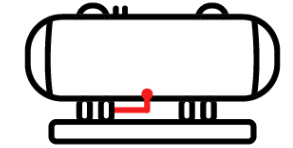
Commercial

Expansion into a national distribution network for hotels, restaurants, and industry under Aegis Puregas & Magna brands



Domestic

Tier 1, 2 & 3 urban cities with distributors and POS under Aegis Chota Cikander 2kg, 4kg, 12kg & 19kg products, supplied from a network of LPG bottling plants



Industrial

Serving industrial clusters with reliable supply from our four LPG terminals

Diverse Business Relationships



The brand names mentioned are the property of their respective owners and are used here for identification purpose only

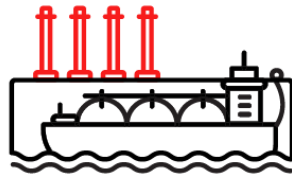
Integrated LPG Supply Chain

Our integrated logistics services include sourcing, storing, moving, and distributing products.



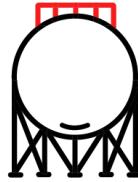
LPG Sourcing

LPG Sourcing JV with Itochu in Singapore



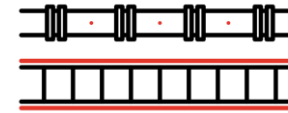
Strategic Port Location

Key gateway ports: Mumbai, Haldia, Pipavav, and Kandla



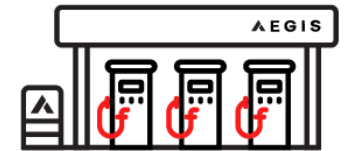
Storage Terminals

Refrigerated gas terminal in Mumbai, Haldia and Kandla, and pressurised gas terminal in Pipavav



Pipelines & Rail Connectivity

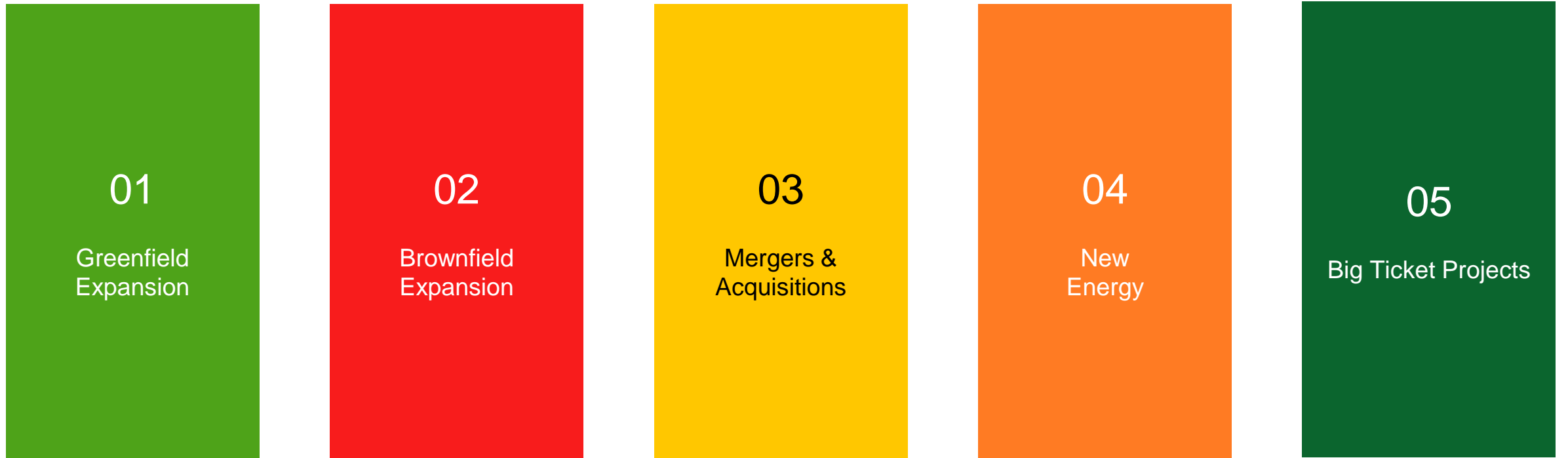
Pipelines, road, and rail connectivity



Autogas, Commercial & Industrial Distribution

Network of 142 Autogas stations in 10 states, and 290 LPG distributors across 140 cities in 15 states

Project GATI: Gateway Access to India





Key Financial Data

FY24 - Consolidated Profit Statement

Rs. in Cr.	FY24	FY23	YoY%
Revenue	7046	8627	-18%
Cost of Sales	5769	7581	
Others	269	242	
Normalised EBITDA (Segment)*	1008	804	25%
Finance, Hedging & Forex-related Expenses (Net)	-3	45	
Depreciation	133	124	
Unallocated Expenses	17	-9	
Profit Before Tax	861	645	34%
Tax	189	134	
Profit After Tax	672	511	32%
EPS	16.22	13.19	

*Normalised EBITDA – Before Forex, Hedging-Related Expenses

Consolidated Balance Sheet

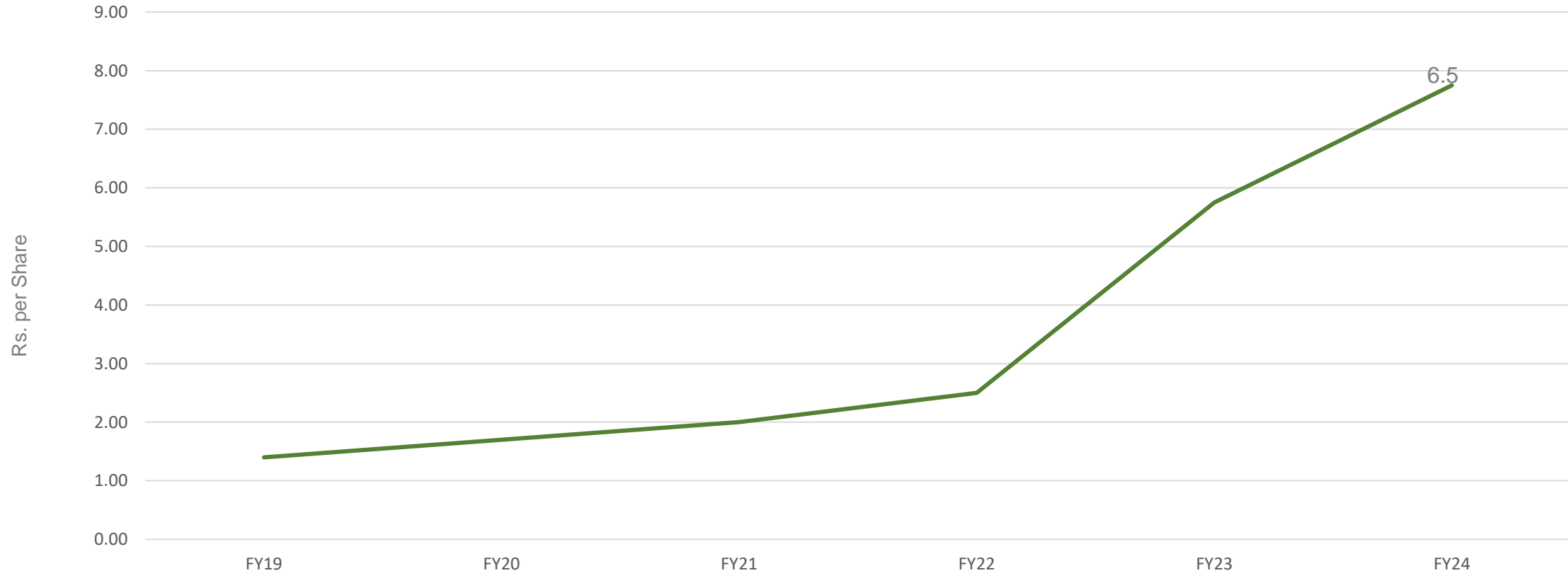
Assets (Rs. In Cr.)	FY24	FY23
Non-Current Assets		
Property, Plant and Equipment	4,123	3,645
Capital Work in Progress	697	412
Other Intangible Assets	1	1
Goodwill	15	15
Financial Assets		
Investments	–	–
Loan to Employees	–	–
Other Financial Assets	19	17
Current Tax Assets (Net)	31	24
Deferred Tax Assets (Net)	227	174
Other Non-Current Asset	109	116
Total Non-Current Assets	5,223	4,404
Current Assets		
Inventories	64	147
Financial Assets		
Investments	194	204
Trade Receivables	513	839
Cash and Cash Equivalents	1,032	833
Bank Balance Other Than Above	742	433
Other Financial Assets	156	178
Other Current Assets	148	125
Total Current Assets	2,850	2,759
Total Assets	8,073	7,163

Equities & Liabilities (Rs. In Cr.)	FY24	FY23
Equity		
Equity Share Capital	35	35
Other Equity	3,859	3,497
Equity Attributable to Owners	3,894	3,532
Non-Controlling Interest	568	515
Total Equity	4,462	4,047
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	1,432	978
Lease Liabilities	919	854
Other Financial Liabilities	56	45
Provisions	15	11
Deferred Tax Liabilities (Net)	144	93
Other Non-Current liabilities	2	2
Total Non-Current Liabilities	2,568	1,983
Current Liabilities		
Financial Liabilities		
Borrowings	231	17
Lease Liabilities	83	75
Trade Payables	435	871
Other Financial Liabilities	198	65
Other Current Liabilities	69	64
Provisions	10	10
Current Tax Liabilities (Net)	17	31
Total Current Liabilities	1,043	1,133
Total Equities & Liabilities	8,073	7,163

Consolidated Cash Flow

Rs. In Cr.	FY24	FY23
Profit Before Tax	861	645
Operating Profit Before Working Capital Changes	955	682
Net Cash Inflow from Operating Activities (A)	656	358
Net Cash Inflow/(Outflow) from Investing Activities (B)	(712)	(931)
Net Cash Outflow from Financing Activities (C)	256	1,311
Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)	200	738
Cash and Cash Equivalents at the Beginning of Year	833	94
Cash and Cash Equivalents at the End of Year	1,032	833

Dividend Growth



Thank You



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