



# Investor Presentation Q4 FY2025

AEGIS LOGISTICS LTD.

June 2025

# Safe Harbour

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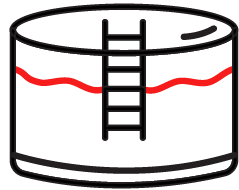
## Vision

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

## Mission

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

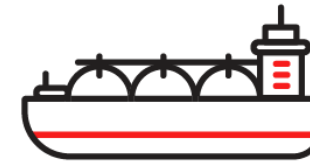
# Aegis at a Glance



## Liquid Division

Third Party Liquid Logistics (3PL)

EPC Services



## Gas Division

Third Party Gas Logistics (3PL)

Gas Distribution

Gas Sourcing



# Q4 & FY25 Highlights

# FY25: Robust Profit Growth

Normalized EBITDA crossed a new milestone of Rs. 1100 Cr

Highest-ever EBITDA for Gas & Liquids

Highest-ever PBT

Highest-ever PAT

## **DRIVEN BY**

Highest-ever Logistics volumes

Highest-ever Liquids revenue

# Q4FY25: Performance at glance

## KEY HIGHLIGHTS

Successful listing of Aegis Vopak Terminal Limited(AVTL)

Started Ammonia storage terminal development at Pipavav for the capacity of 36k MT

## LIQUIDS DIVISION

Recorded Highest ever Revenues and EBITDA in Q4

Full commissioning of JNPA liquid storage terminal

Full commissioning of Mangalore Liquid storage terminal

## GAS DIVISION

Record Logistics Volumes in Q4

Normalized EBITDA

Rs. 434 Cr.

+30% GROWTH

PAT

Rs. 318 Cr.

+34% GROWTH

Gas Division EBITDA

Rs. 203 Cr.

+33% GROWTH

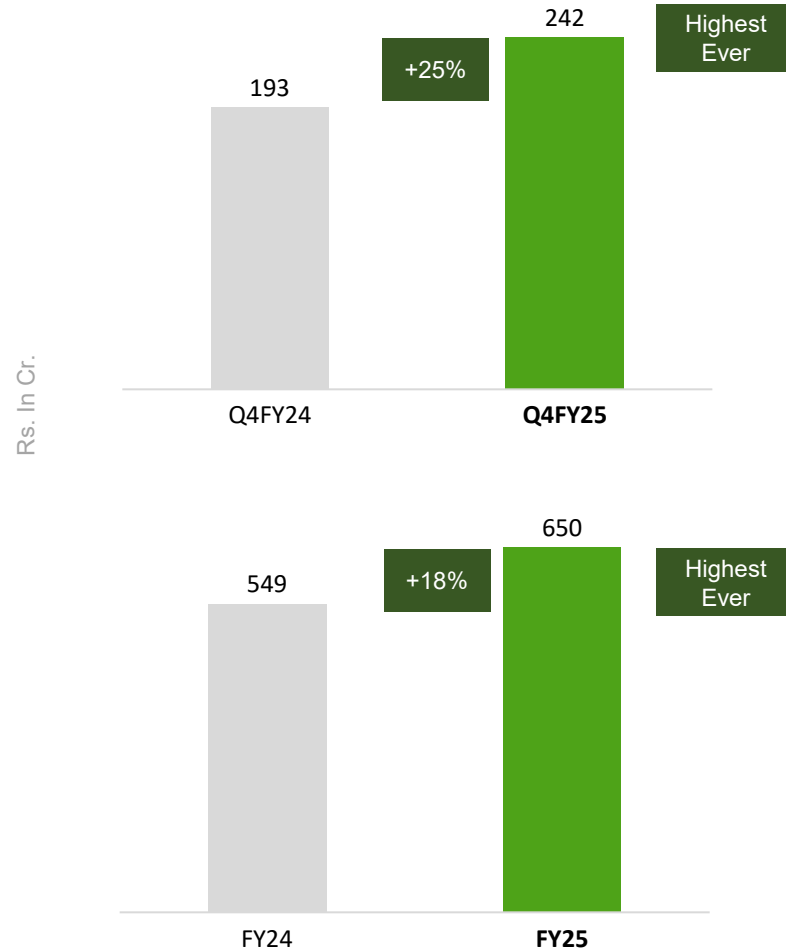
Liquid Division EBITDA

Rs. 232 Cr.

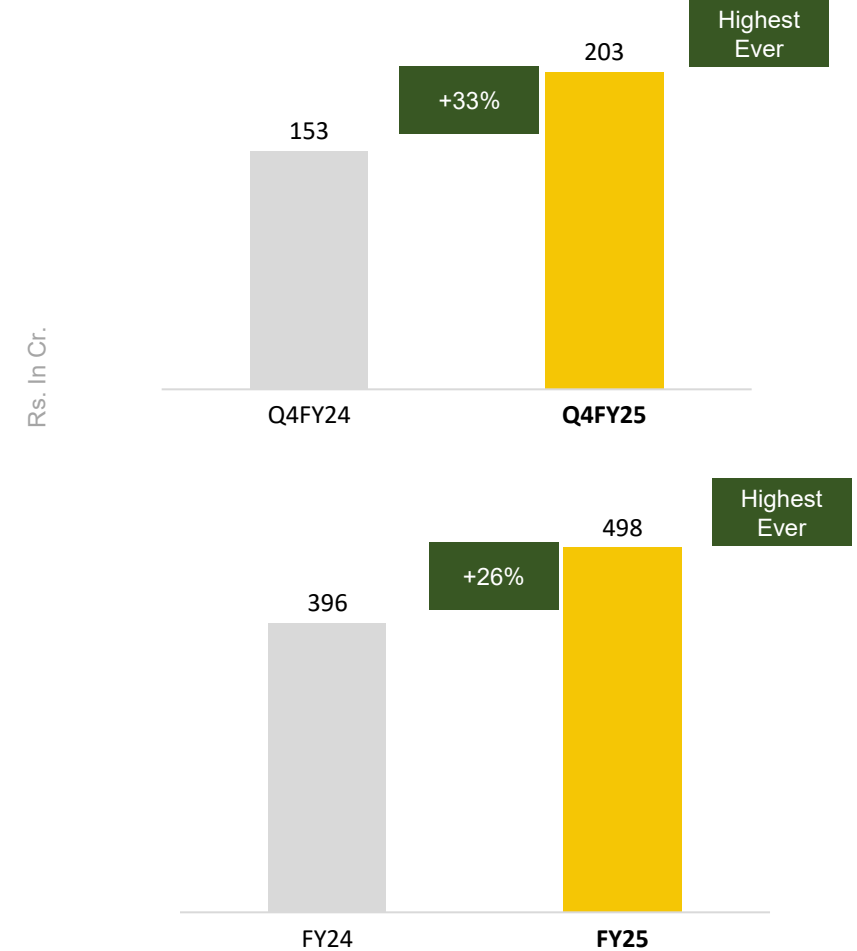
+28% GROWTH

# Liquids: Strong Growth

Revenue



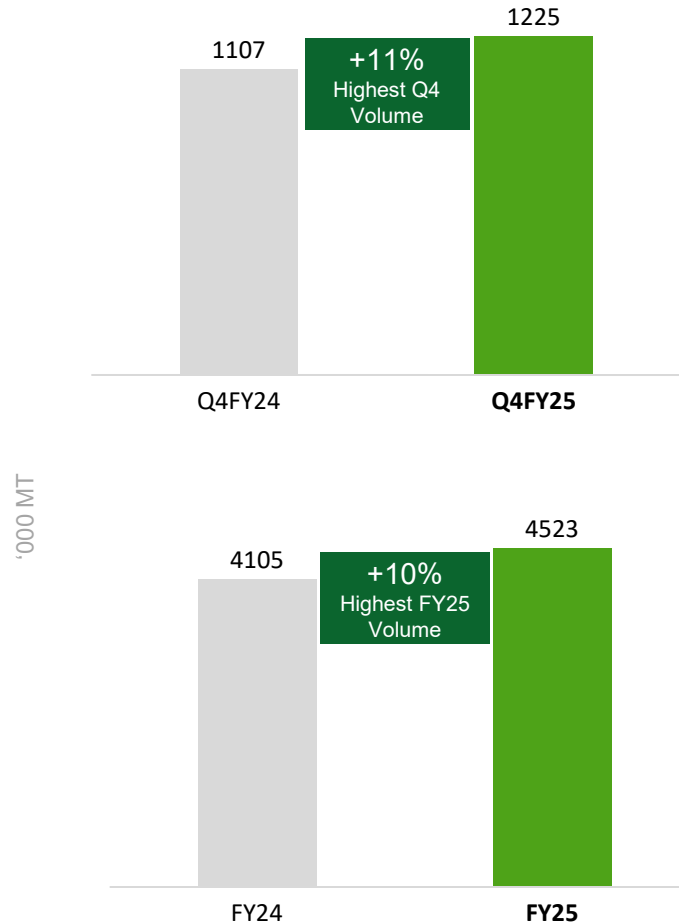
EBIDTA\*



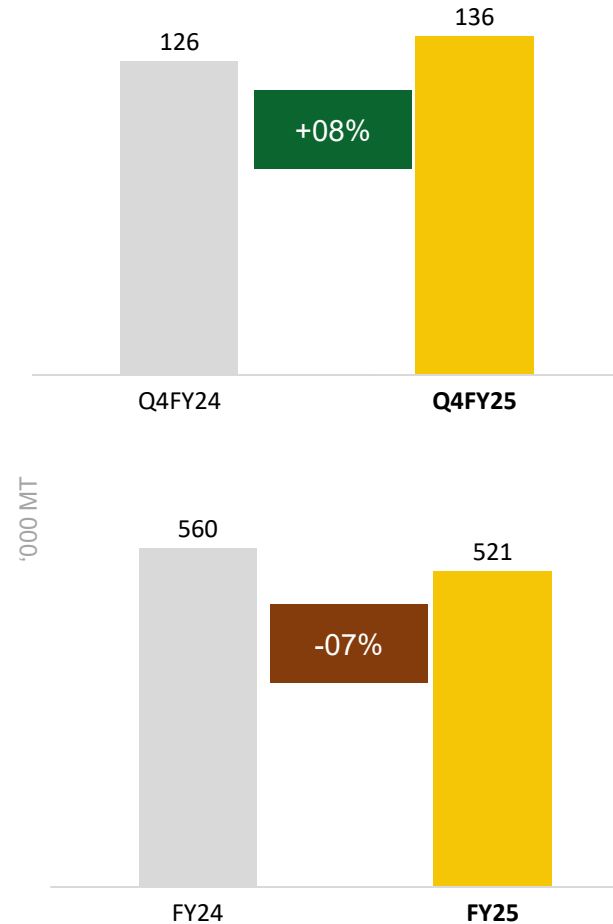


# LPG: Continued Volume Growth

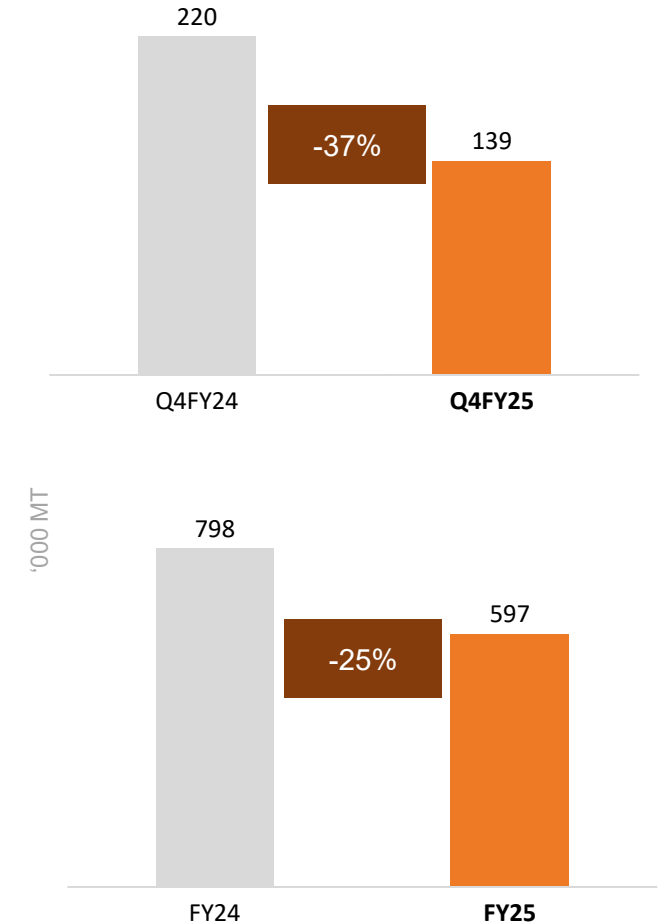
## Logistics



## Distribution



## Sourcing



# Q4FY25 - Consolidated Profit Statement

Rs. in Cr.	Q4FY25	Q4FY24	Y-o-Y %
Revenue	1705	1837	-7%
Cost of Sales	1193	1435	
Others	78	69	
Normalised EBITDA (Segment)*	434	334	30%
Finance, Hedging & Forex-related Expenses (Net)	-6	-3	
Depreciation	40	33	
Unallocated Expenses	19	-3	
Profit Before Tax	381	307	24%
Tax	63	70	
Profit After Tax	318	237	34%
EPS	8.02	5.59	

\*Normalised EBITDA – Before Forex, Hedging-Related Expenses

# FY25 - Consolidated Profit Statement

Rs. in Cr.	FY25	FY24	YoY%
Revenue	<b>6764</b>	<b>7046</b>	<b>-4%</b>
Cost of Sales	5297	5769	
Others	294	269	
Normalised EBITDA (Segment)*	<b>1173</b>	<b>1008</b>	<b>16%</b>
Finance, Hedging & Forex-related Expenses (Net)	-20	-3	
Depreciation	150	133	
Unallocated Expenses	53	17	
Profit Before Tax	<b>989</b>	<b>861</b>	<b>15%</b>
Tax	201	189	
Profit After Tax	<b>788</b>	<b>672</b>	<b>17%</b>
EPS	18.90	16.22	

\*Normalised EBITDA – Before Forex, Hedging-Related Expenses

# Consolidated Balance Sheet

Assets (Rs. In Cr.)	FY25	FY24
<b>Non-Current Assets</b>		
Property, Plant and Equipment	5,070	4,123
Capital Work in Progress	1,308	697
Other Intangible Assets	1	1
Goodwill	15	15
<b>Financial Assets</b>		
Investments		–
Loan	45	–
Other Financial Assets	22	19
Current Tax Assets (Net)	38	31
Deferred Tax Assets (Net)	238	227
Other Non-Current Asset	193	109
<b>Total Non-Current Assets</b>	<b>6,930</b>	<b>5,223</b>
<b>Current Assets</b>		
Inventories	185	64
<b>Financial Assets</b>		
Investments	0	194
Trade Receivables	693	513
Cash and Cash Equivalents	1,411	1,032
Bank Balance Other Than Above	1,780	742
Other Financial Assets	96	156
Other Current Assets	138	148
<b>Total Current Assets</b>	<b>4,303</b>	<b>2,850</b>
<b>Total Assets</b>	<b>11,233</b>	<b>8,073</b>

Equities & Liabilities (Rs. In Cr.)	FY25	FY24
<b>Equity</b>		
Equity Share Capital	35	35
Other Equity	4,596	3,859
Equity Attributable to Owners	<b>4,631</b>	<b>3,894</b>
Non-Controlling Interest	1,091	568
<b>Total Equity</b>	<b>5,722</b>	<b>4,462</b>
<b>Liabilities</b>		
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
Borrowings	2,353	1,432
Lease Liabilities	1,586	919
Other Financial Liabilities	59	56
Provisions	17	15
Deferred Tax Liabilities (Net)	153	144
Other Non-Current liabilities	1	2
<b>Total Non-Current Liabilities</b>	<b>4,169</b>	<b>2,568</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
Borrowings	531	231
Lease Liabilities	136	83
Trade Payables	444	435
Other Financial Liabilities	97	198
Other Current Liabilities	70	69
Provisions	12	10
Current Tax Liabilities (Net)	52	17
<b>Total Current Liabilities</b>	<b>1,342</b>	<b>1,043</b>
<b>Total Equities &amp; Liabilities</b>	<b>11,233</b>	<b>8,073</b>

# Consolidated Cash Flow

Rs. In Cr.	FY25	FY24
Profit Before Tax	989	861
Operating Profit Before Working Capital Changes	1,107	955
Net Cash Inflow from Operating Activities (A)	<b>558</b>	<b>656</b>
Net Cash Inflow/(Outflow) from Investing Activities (B)	<b>-1,463</b>	<b>-712</b>
Net Cash Outflow from Financing Activities (C)	<b>1,283</b>	<b>256</b>
Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)	<b>378</b>	<b>200</b>
Cash and Cash Equivalents at the Beginning of Year	1,032	833
Cash and Cash Equivalents at the End of Year	<b>1,410</b>	<b>1,032</b>



# FY25 Operational Highlights

# FY25: Key Events

- Successfully listing of AVTL and Bank borrowing fully paid in AVTL

## Objects of the Issue: Proceeds of Rs. 2,800 crores to

- Repayment of bank borrowings
  - Funding capital expenditure towards the contracted acquisition of the cryogenic LPG terminal at Mangalore
  - General Corporate Purpose
- Largest Capex implementation in LPG by Aegis completed
  - Foothold into second port of Mumbai JNPT port with full commissioning of 101,900 KL Liquids Terminal
  - Connection to LPG pipelines grids secured and progressing well for Pipavav & Kandla terminals
  - Kandla, Mangalore and Kochi Liquids expansion completed
  - Started Ammonia storage terminal development at Pipavav for the capacity of 36k MT
  - Additional land allotted in Kandla, JNPA and Mangalore

Listed on exchanges on 02<sup>nd</sup> Jun'25

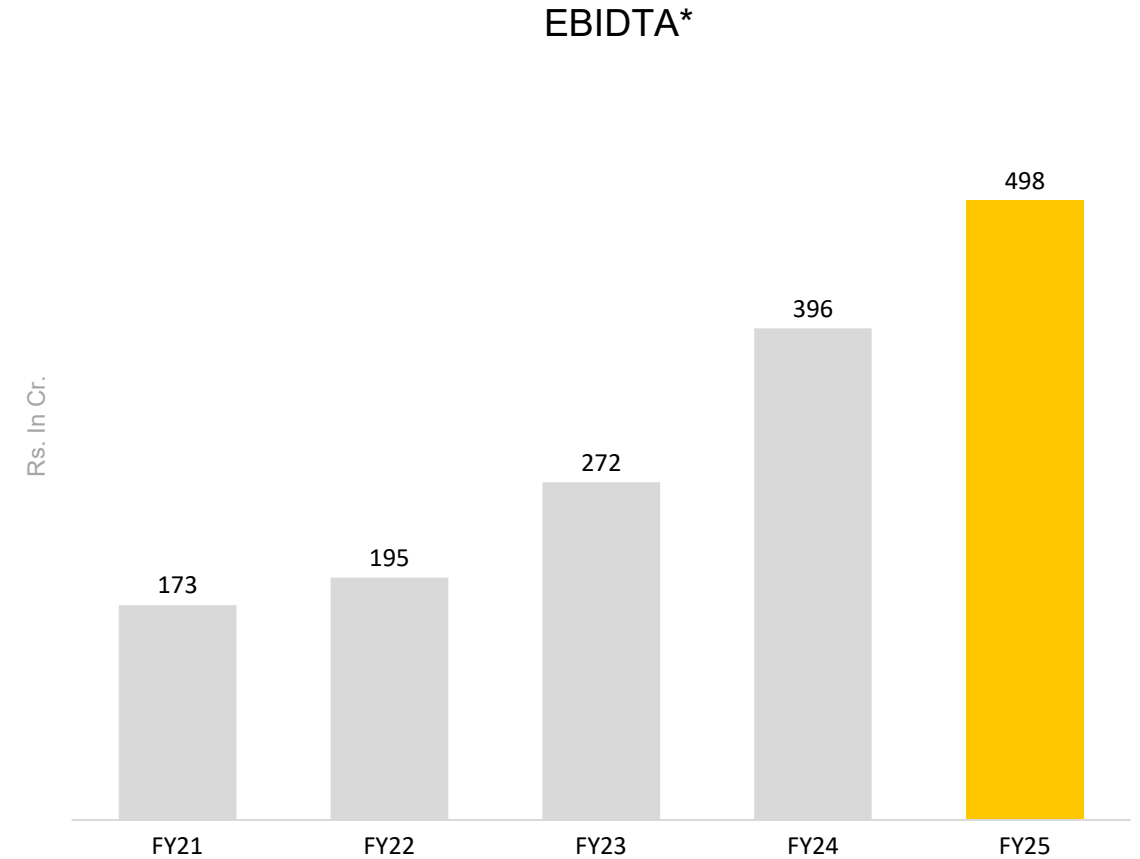
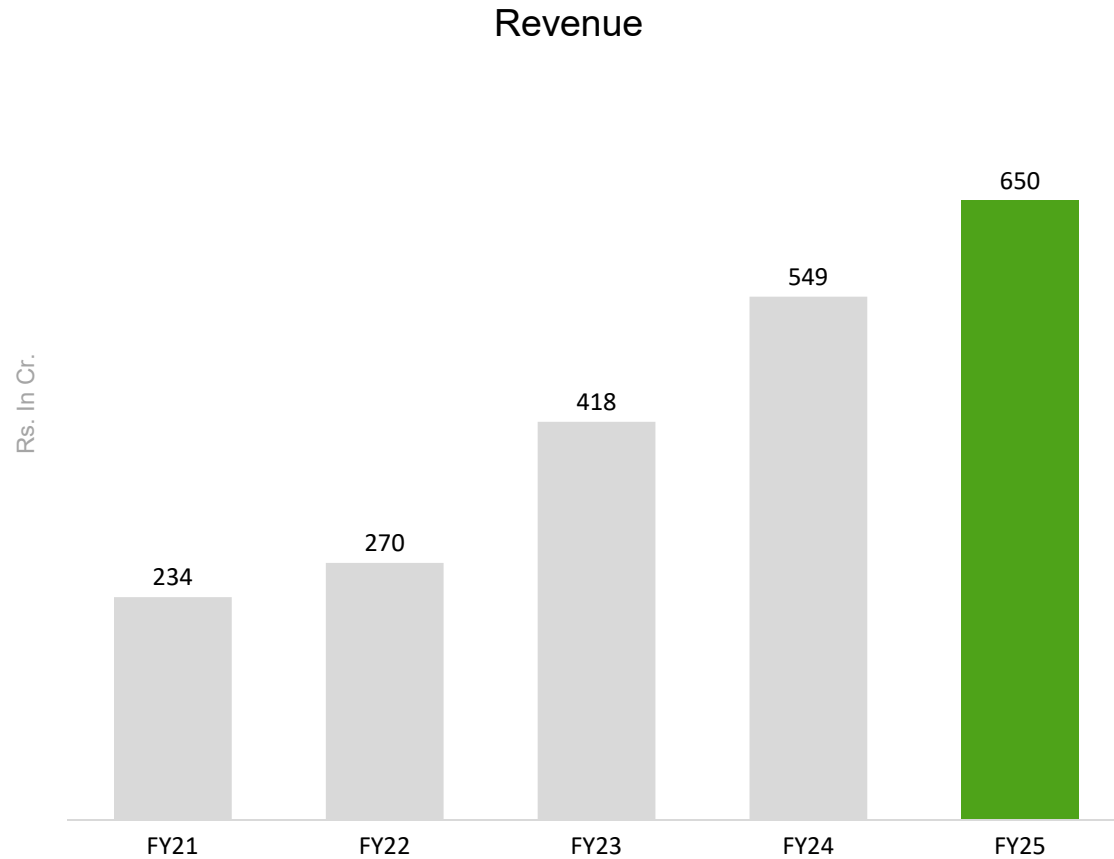


Business Performance

# Liquid Division



# Liquids: Continued Growth



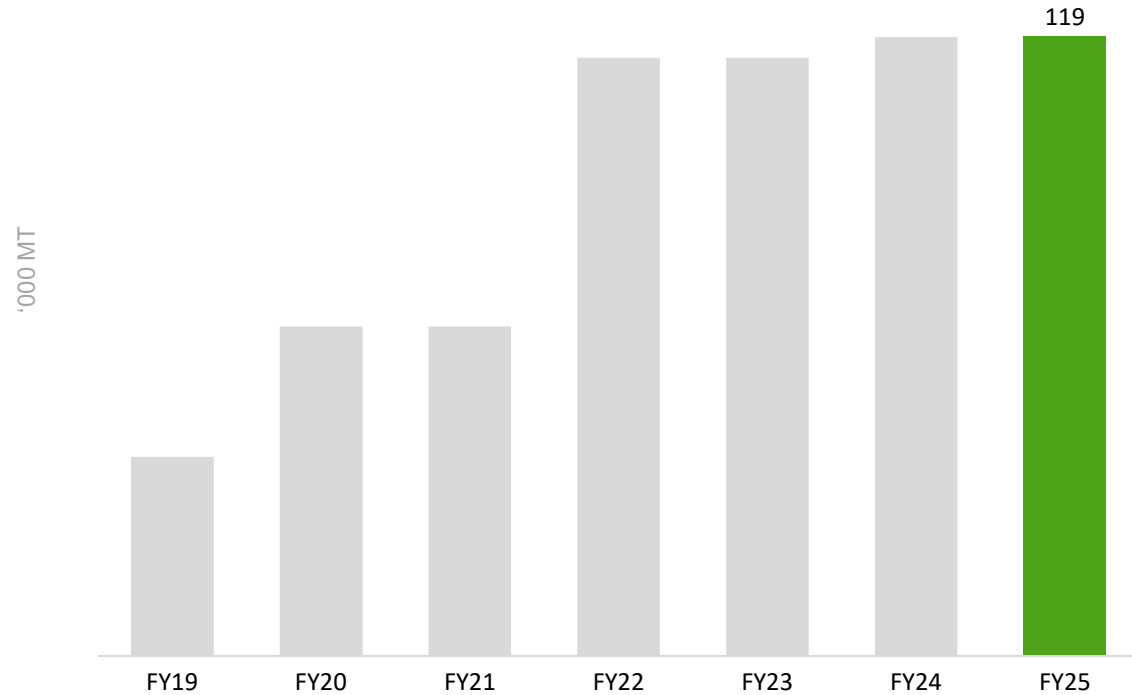
\*Normalized EBITDA: before Forex, hedging-related expenses

Business Performance

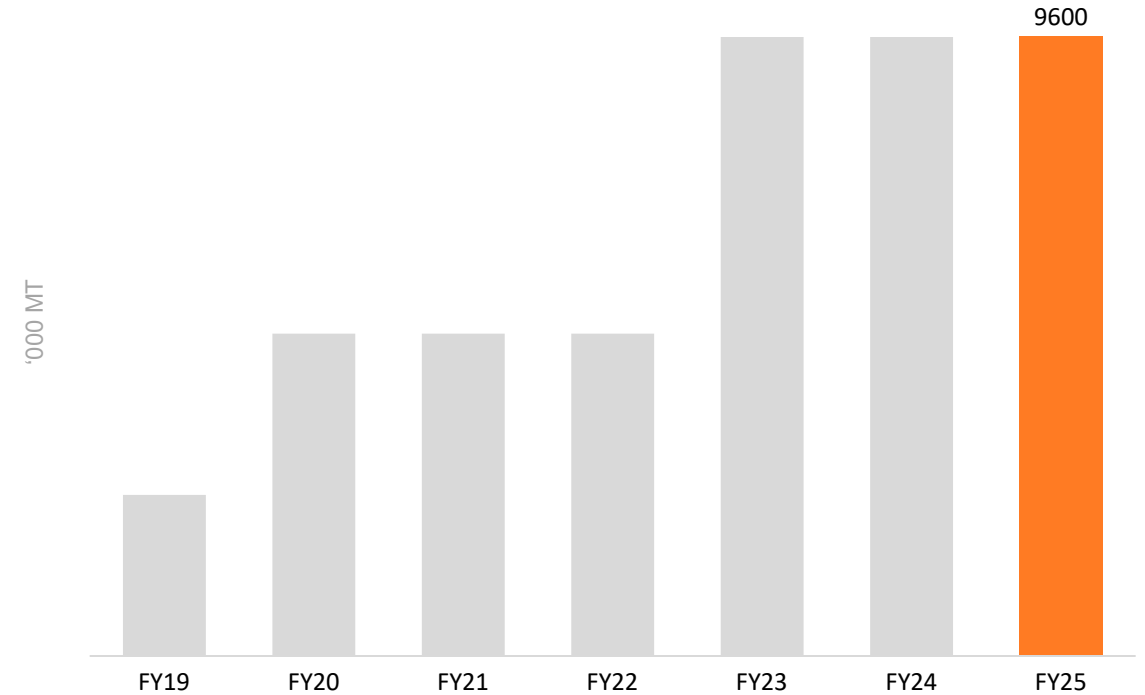
# Gas Division

# LPG Terminalling Capacity

Static

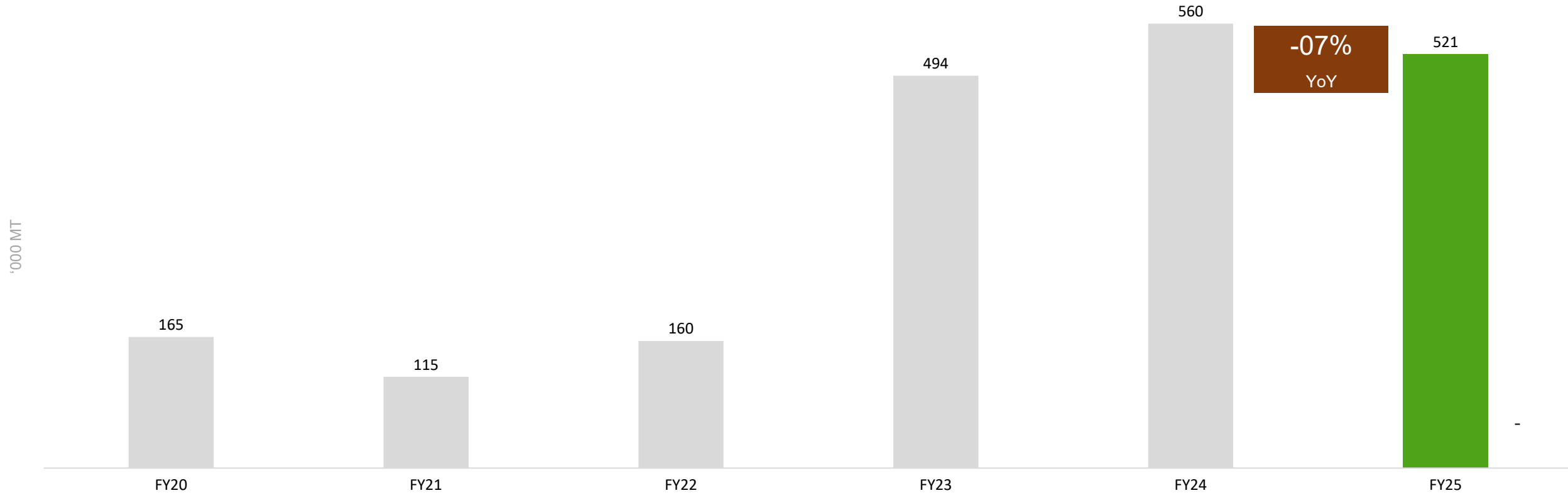


Throughput

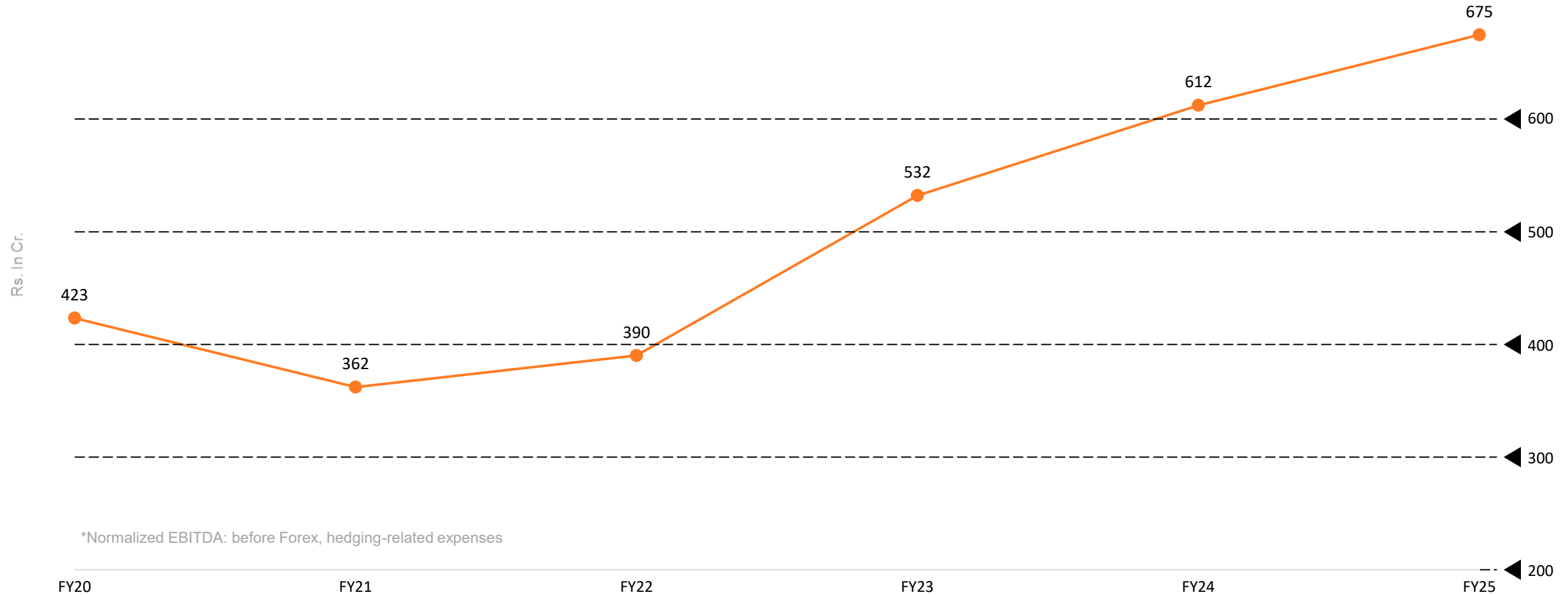


\*Normalized EBITDA: before Forex, hedging-related expenses

# LPG Distribution Drives Volume Growth



# Record Gas Division EBITDA\*





# Strategy

# Necklace of Terminals

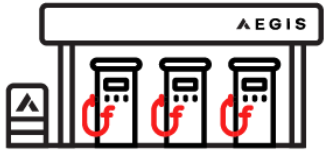
Build, own, and operate India's leading network of tank terminals and distribution facilities, incorporating the highest safety and environmental standards.

	Liquid Terminals	Gas Terminals
Kandla	✓	✓
Pipavav	✓	✓
Mumbai	✓	✓
Mangalore	✓	✓
Kochi	✓	-
Haldia	✓	✓
JNPT	✓	-



# 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



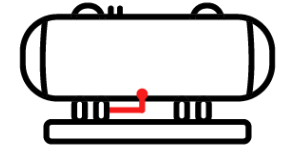
## Commercial

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*

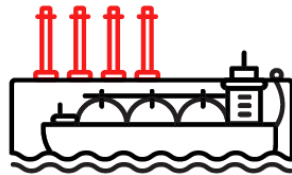
# Integrated LPG Supply Chain

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



## LPG Sourcing

LPG Sourcing JV with Itochu in Singapore



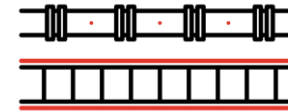
## Strategic Port Location

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



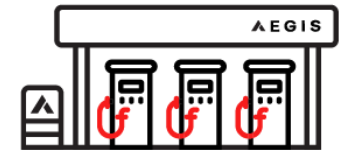
## Storage Terminals

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



## Pipelines & Rail Connectivity

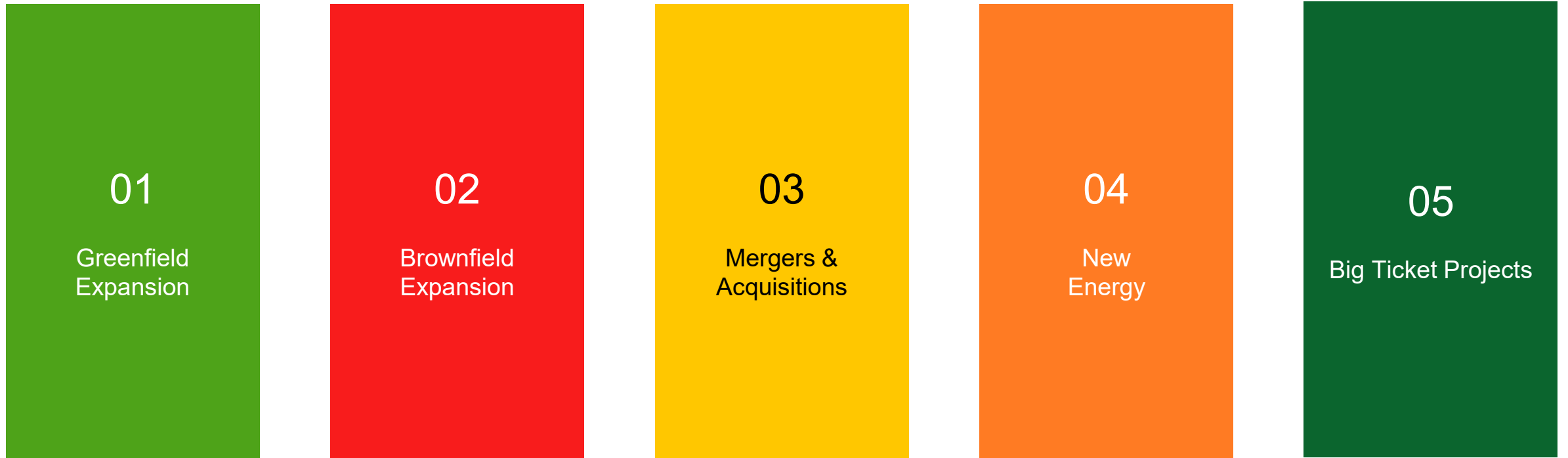
Pipelines, road, and rail connectivity



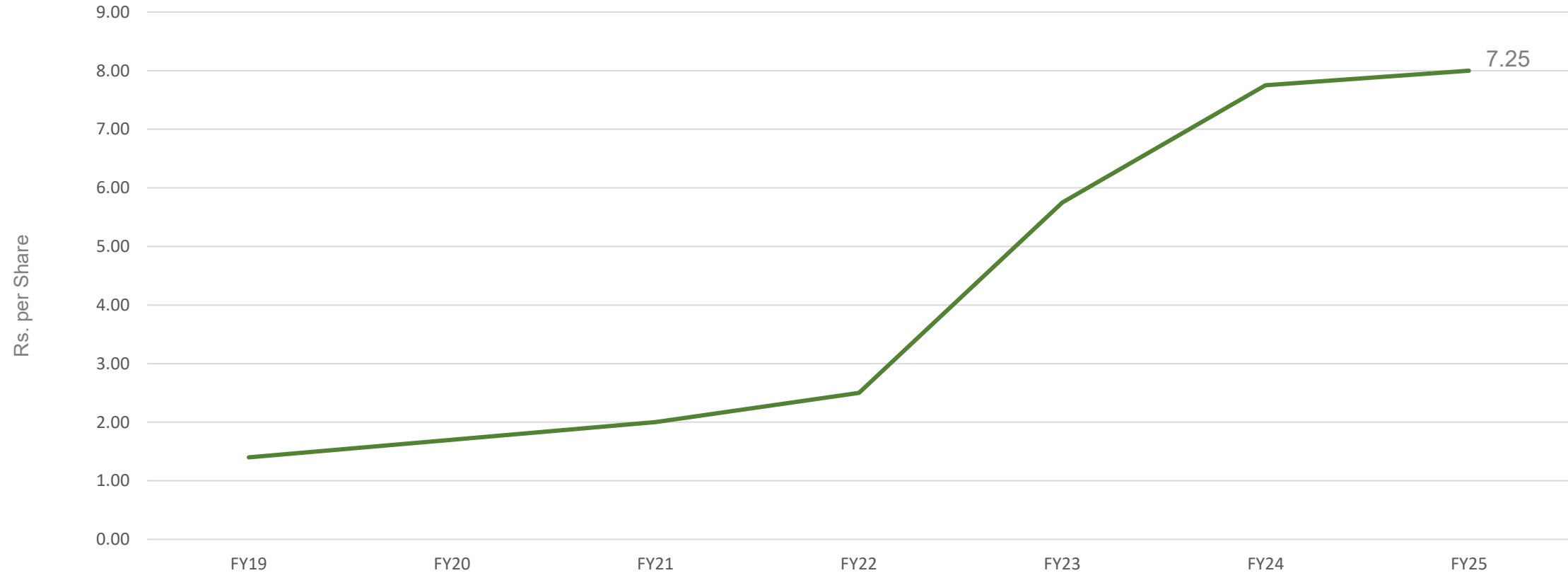
## Autogas, Commercial & Industrial Distribution

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

# Project GATI: Gateway Access to India



# Dividend Growth



# Thank You



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