

## Aegis Logistics Limited: 9MFY15 Results

- **Consolidated Revenue Rs. 3,393 Crores**
- **Net Profit of Rs. 89 Crores**
- **Second Interim Dividend of Rs. 2.5 per share (25% of Face value)**

### Consolidated Financials at a Glance:

| Rs. Crores                               | 9MFY15 | 9MFY14 | Y-o-Y |
|------------------------------------------|--------|--------|-------|
| Revenue                                  | 3,393  | 3,931  | -14%  |
| Normalized EBITDA (Segment)              | 130    | 111    | 17%   |
| Profit after Tax                         | 89     | 55     |       |
| Profit after Tax excluding Capital Gains | 66     | 55     | 21%   |

### Key Highlights

- Joint Venture with ITOCHU Petroleum Co., (Singapore) Pte Ltd
- Phase I of Pipavav commissioned 3 months ahead of Schedule
  - Liquid : 120,120 KL
  - Gas : 2,700 MT
- Railway Siding Infrastructure commissioned in record time of 3 months
  - For the First Time Liquid Cargo to be evacuated through Railways from Pipavav Port
- Crossed 159 Distributors/Dealers
  - 101 Auto Gas Stations
  - 58 Commercial & Industrial Distributors spread across 42 cities in 7 States
- Two Interim Dividends
  - First Interim Dividend : 25%
  - Second Interim Dividend : 25%

## **Aegis Logistics declares its 9MFY2015 Unaudited Consolidated Results**

- Revenue for 9MFY15 was Rs. 3,393 Crores against Rs. 3,931 Crores in 9MFY14
- Normalized EBITDA for 9MFY15 was Rs 130 Crores against Rs 111 Crores in 9MFY14, an increase of 17%
- Profit After Tax for 9MFY15 was Rs. 89 Crores
- Profit after Tax excluding Capital Gains of Rs. 66 Crores as against Rs. 55 Crores in 9MFY14, an increase of 21%

### **Liquid Business**

- In Liquid Division, Revenue for 9MFY15 was Rs. 105 Crores as against Rs. 99 Crores in 9MFY14.
- Normalized EBIDTA for 9MFY15 was Rs. 64 Crores as against Rs 64 Crores in 9MFY14
- The Revenues continue to remain Strong and Margins Stable

### **Gas Business**

- The Revenue of Gas Division during 9MFY15 was Rs. 3,287 Crores as against Rs. 3,832 Crores in 9MFY14
- Normalized EBIDTA for 9MFY15 increased to Rs. 66 Crores compared to Rs. 47 Crores in 9MFY14, an increase of 42%
- The increase in the profitability is due to pickup in the Sourcing and the Throughput volume

## **Railway Siding Infrastructure at Pipavav**

- Siding Infrastructure Commissioned in record time of 3 months
- Connects Aegis Terminals to vast Indian Railways network
- For the First Time Liquid Cargo to be evacuated through Railways from Pipavav Port
- Quick Turnaround of Bulk Liquid Cargo



***We Connect : Ships, Rails & Roads***

**JV with ITOCHU Petroleum Co., (Singapore) Pte Ltd :** Aegis Logistics Limited sold 40% stake in its Singapore based wholly owned subsidiary, Aegis Group International Pte Ltd to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a wholly owned subsidiary of ITOCHU Corporation for a total consideration of USD 5.85 million.

In order for Aegis to strengthen its competitive position in LPG sourcing, supply and shipping and also to support the Company in building new LPG import terminal capacity in the future, management established a Joint Venture (JV) with ITOCHU Corporation, a Japanese multinational trading group specializing in oil & gas, metals and other commodities, which is also one of the big five sogo shosha general trading groups in Japan.

ITOCHU Corporation is one of the largest global LPG Companies by sales volumes.

The new joint venture with ITOCHU Corporation will enable the Company to significantly expand and scale up its LPG division by allying with one of the gas majors in the world.

**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 120,120 KL and additional Gas Terminal capacity of 2,700 MT. The final project cost is Rs. 110 Crores.

With the commissioning of Pipavav Projects, Aegis now has Liquid Terminal capacity of 500,000 KL and 25,400 MT of Gas. Gas handling capacity has increased 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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