

Aegis Logistics Limited

“Positioned for growth”

Investor Presentation

November 2018

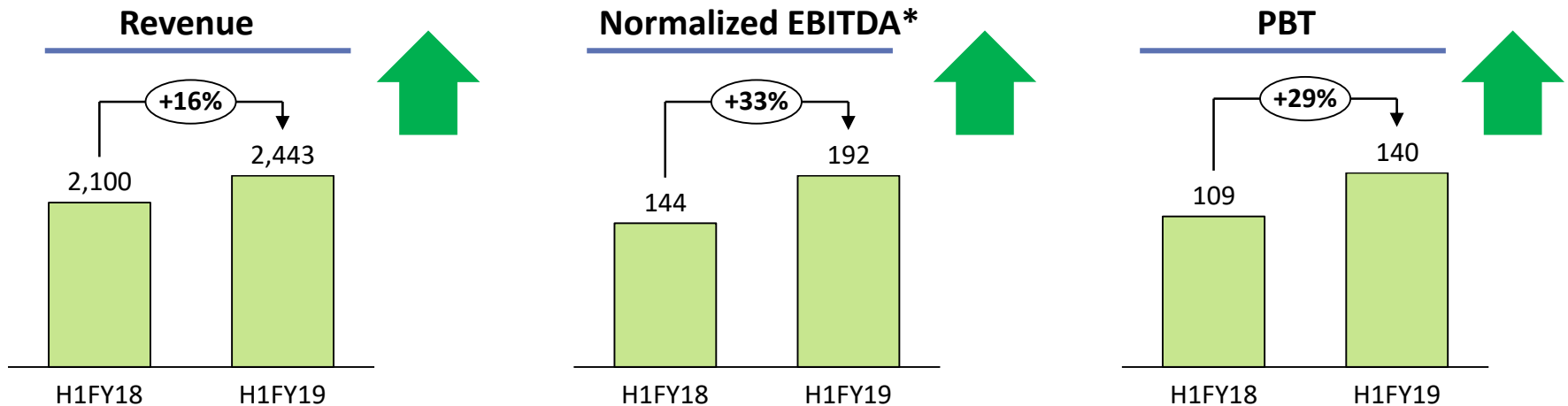


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Record Half Yearly Performance



Outperformance Continues...

Highest EBITDA
for the quarter in
past 5 years

**Highest Logistics
Volumes**
for the quarter in
past 5 years

**Highest
Distribution
Volumes**
for the quarter in
past 5 years

* Normalized EBITDA – Before Forex, Hedging Related Expenses

Financials are per IndAS; Rs. In Cr

Current Business Break-up

Liquid Division

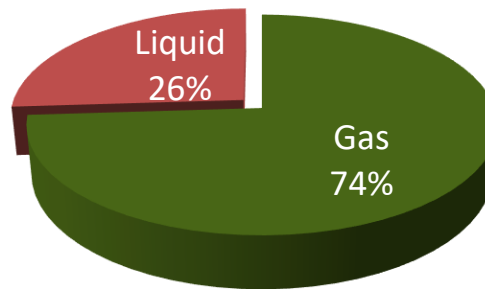
▪ Business

- Third Party Liquid Logistics (3PL)
- O&M Services

▪ Revenue Model

- Fee based Revenue Model
- Handling and Other Service Charges
- O&M fees

H1FY19 EBITDA
Rs. 192 Cr



Gas Division

▪ Business

- Third Party Gas Logistics (3PL)
- Auto Gas Retailing and Packed LPG Cylinders for Commercial segment
- Industrial Gas Distribution
- Marine Products Distribution (Bunkering)
- Gas Sourcing

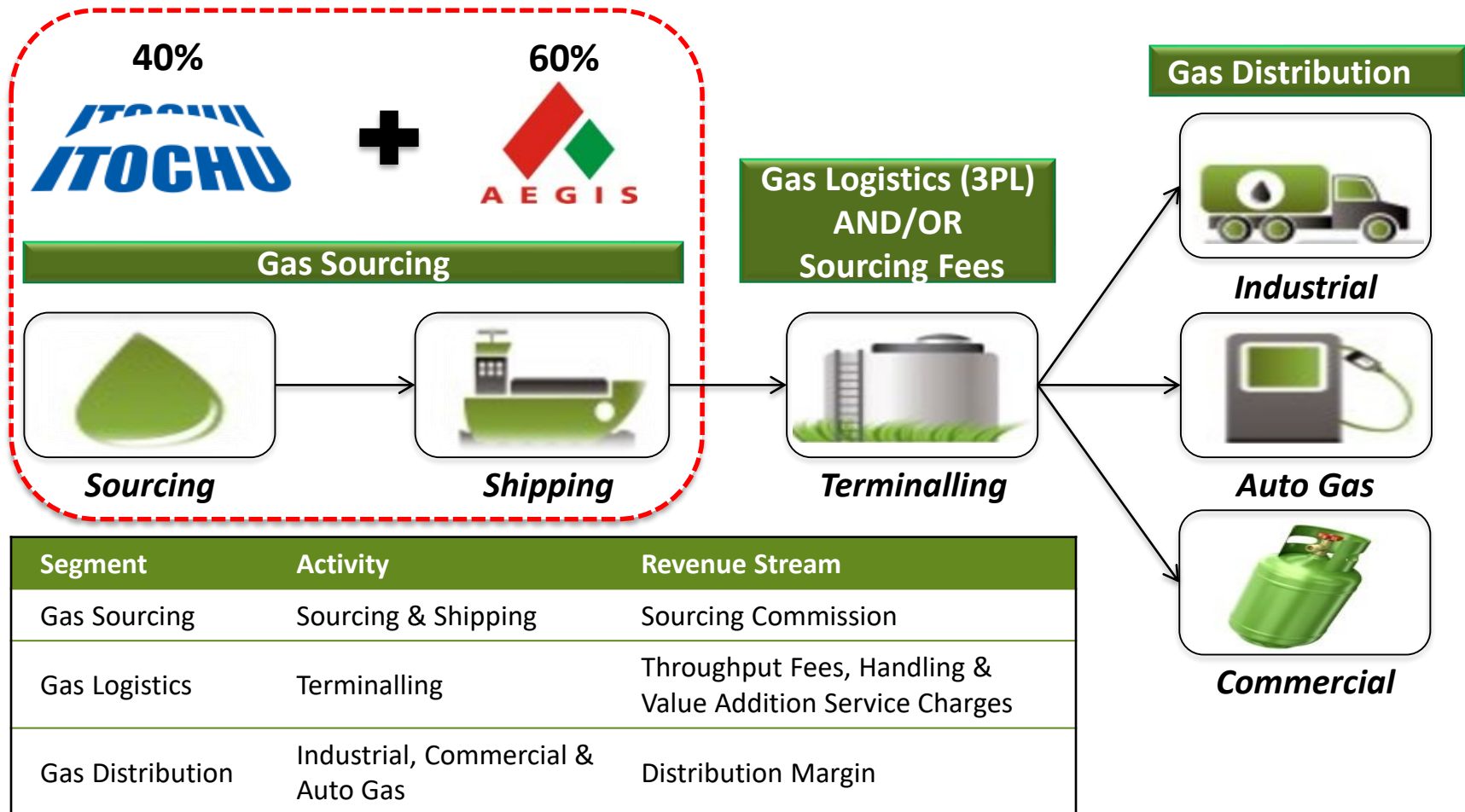
▪ Revenue Model

- Fee based Revenue Model for Gas Logistics
- Fees for Sourcing Business
- Retail Margin for Gas Distribution
- Handling and Other Service Charges



Gas Logistics

Gas Logistics - Capturing Complete Value Chain

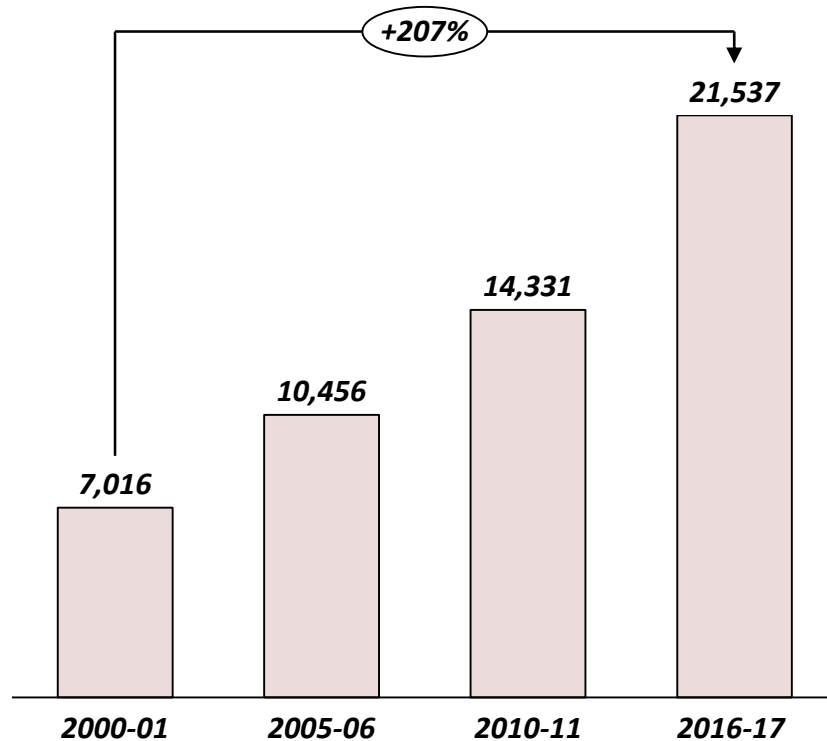


Creating 'Leading LPG Sourcing Player in India' through Vertical Integration Strategy

Demand Supply Gap exists for LPG in India...

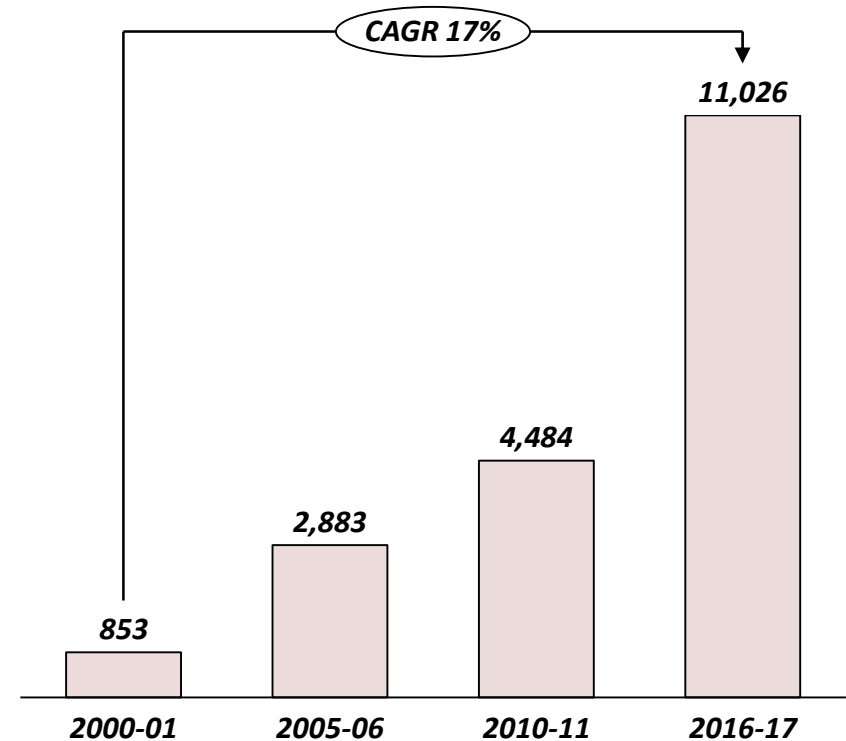
Consumption of LPG in India

'000 MT



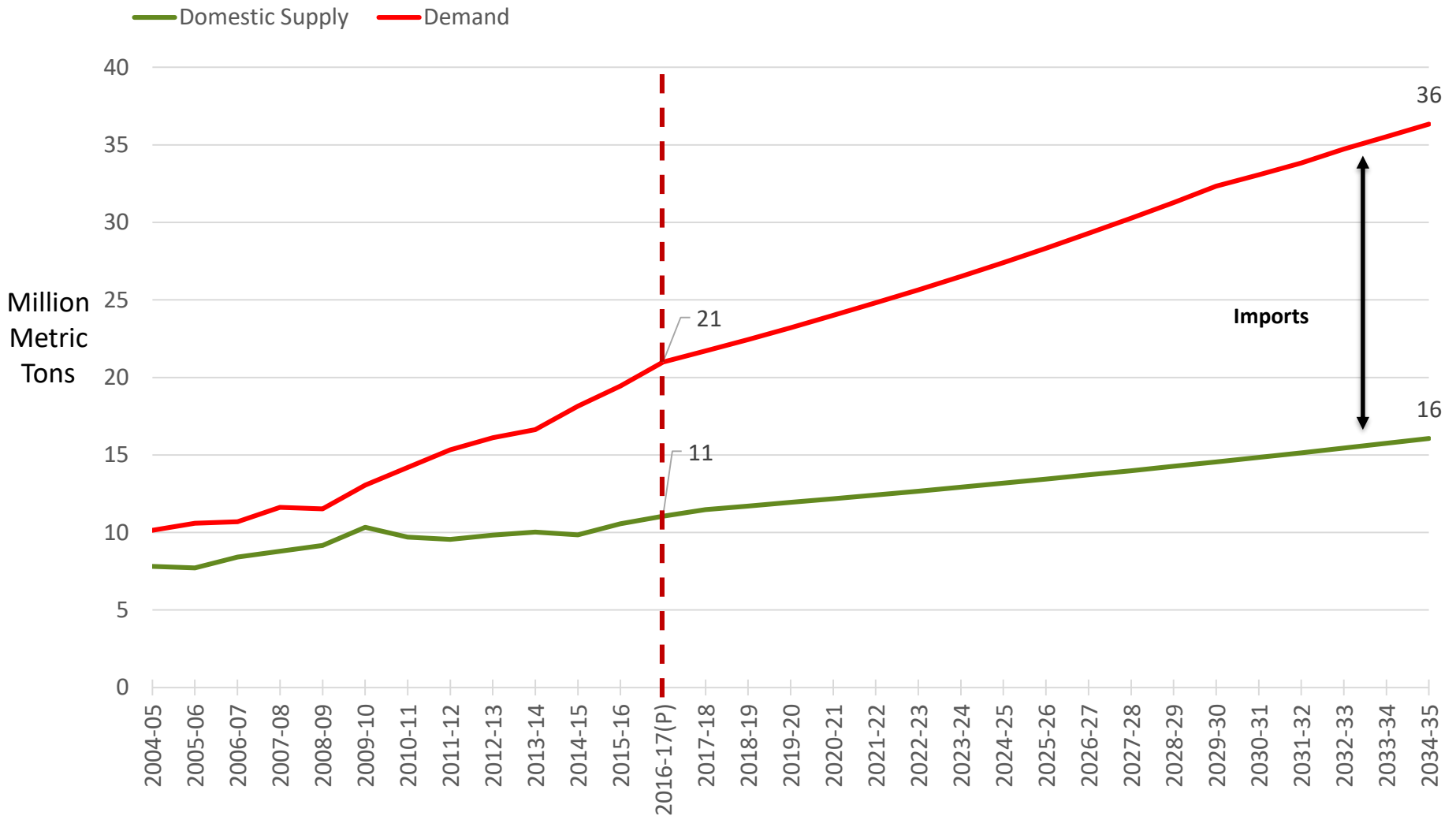
Imports of LPG in India

'000 MT



Incremental Demand in LPG met through Imports

...Increasing LPG imports will need Terminal Capacity



Source: PPAC/IOC and Management Estimates

To Capitalize on this Opportunity

Leading LPG Logistics Player in India



- ✓ Efficient and Cost Effective Shipping for High Volumes
- ✓ Strong Negotiating Power
- ✓ Financial Muscle

JV with ITOCHU

Expansion -
Terminaling Capacity



- ✓ Growing LPG Market in India
- ✓ Strong Customer Relationship
- ✓ Terminaling Capacity

***Aegis entered into a Joint Venture for its
Singapore based LPG Sourcing and Supply Business
with
ITOCHU Petroleum Co., (Singapore) Pte Ltd***

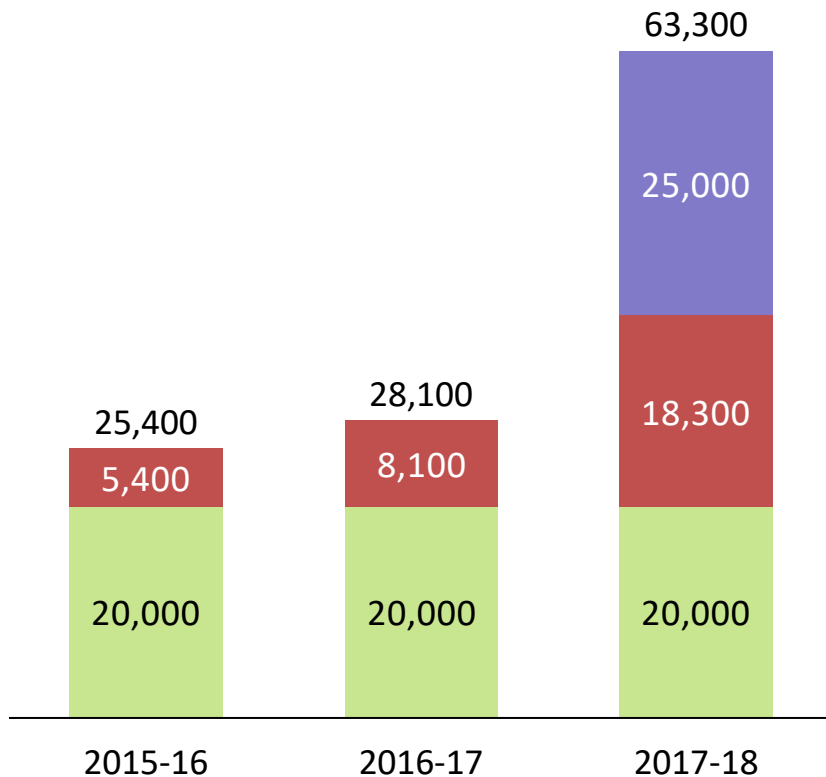
Aegis Logistics Limited sold 40% of its equity ownership in its wholly owned subsidiary, Aegis Group International Pte. Ltd. Singapore, to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a wholly owned subsidiary of ITOCHU Corporation for a total consideration of \$ 5.85 million



**Attaining Cost Leadership in the LPG import market
Lowering the delivered price to most Competitive levels**

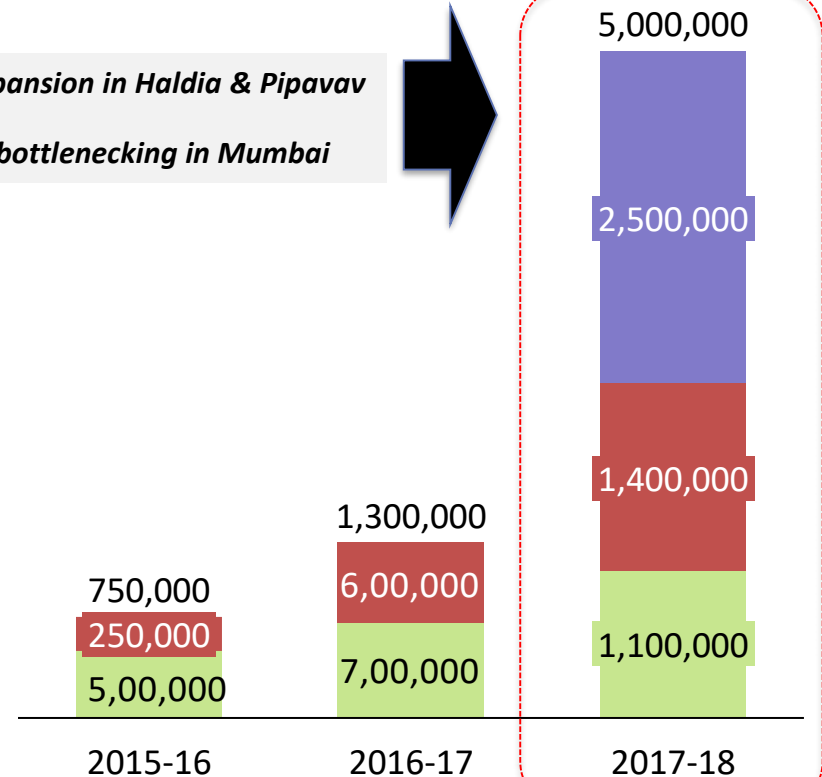
LPG Capacity Post Expansion

Static Capacity MT



Throughput Capacity MT

Expansion in Haldia & Pipavav
Debottlenecking in Mumbai



 Haldia  Pipavav  Mumbai

Greenfield Capacity Expansion at Haldia

- ✓ **Static Capacity**
 - 25,000 MT – 2 Fully Refrigerated Tanks of 12,500 MT each
 - 24 carousel (Filling Points) bottling plant
- ✓ **Throughput Capacity**
 - 2,500,000 MT at full utilization
- ✓ **Project Cost**
 - Rs 250 crs – LPG Terminal
 - Rs. 25 crs – LPG Bottling Plant
- ✓ **Means of Finance**
 - Internal Accruals
- ✓ **Project Completed**
 - Q3 FY17-18
- ✓ **Pipeline Connectivity**
 - Paradip -Durgapur Pipeline passes through Haldia



***Signed 20 years of MOU with
a Large PSU as Anchor Customer
at the Current Market Throughput Rates***

Debottlenecking of LPG Terminals at Mumbai

- ✓ **Static Capacity to remain same**
 - 20,000 MT
- ✓ **Throughput Capacity**
 - 1,100,000 MT (incremental 400,000 MT)
- ✓ **Project Cost**
 - Rs 15 crs
- ✓ **Means of Finance**
 - Internal Accruals
- ✓ **Project Completed**
 - Q3 FY17-18
- ✓ **Pipeline Connectivity**
 - Uran – Chakan / Shikrapur LPG Pipeline passes through Mumbai



Project Status:

- Intake Pumps - Completed
- Internal Pipeline – Completed
- Connectivity of Mumbai Terminal to Uran – Chakan Pipeline Grid – Completed

Brownfield Capacity Expansion at Pipavav

✓ Static Capacity

- 10,200 MT

✓ Throughput Capacity

- ~800,000 MT at full utilization

✓ Project Cost

- Rs 75 crs

✓ Means of Finance

- Internal Accruals

✓ Project Completed

- Q3 FY17-18



***Throughput volumes for LPG handled in Pipavav
expected to grow***

through

existing and new customer relationships

Our Gas Distribution Network

B2C



- **Auto Gas Retailing:** Distribute LPG as Auto Fuel through Gas Station Network
- 111 Auto Gas Stations across 7 States

B2B

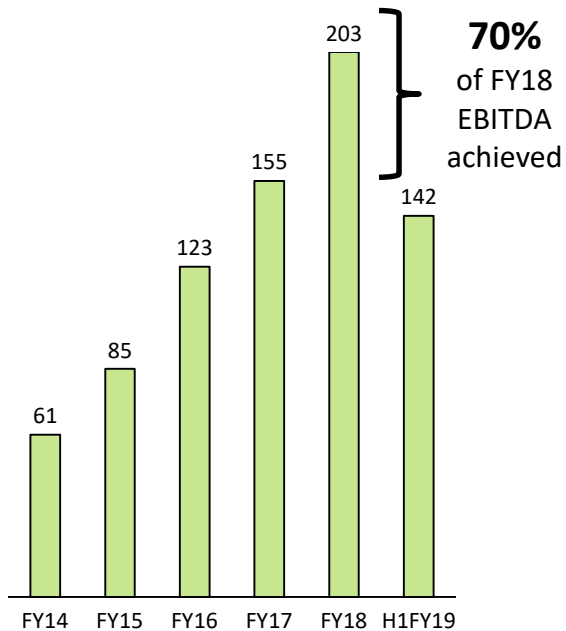
- **Bulk Industrial Distribution:** Distribute LPG through road tankers to Auto, Steel, Ceramic Industries etc



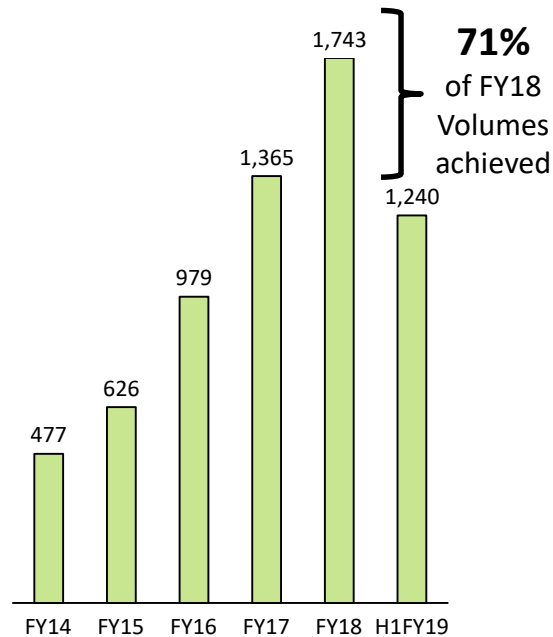
- **Commercial LPG:** Distribute Packed Cylinders for Commercial and Industrial users
- 112 Commercial Distributors spread across 45 Cities in 8 states

Gas Division: Highest Operating Performance

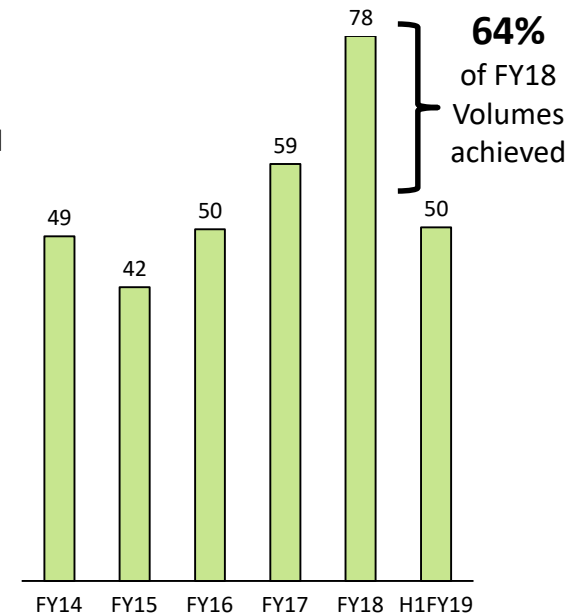
EBITDA (in Crs)



Logistics ('000 MT)



Distribution ('000 MT)



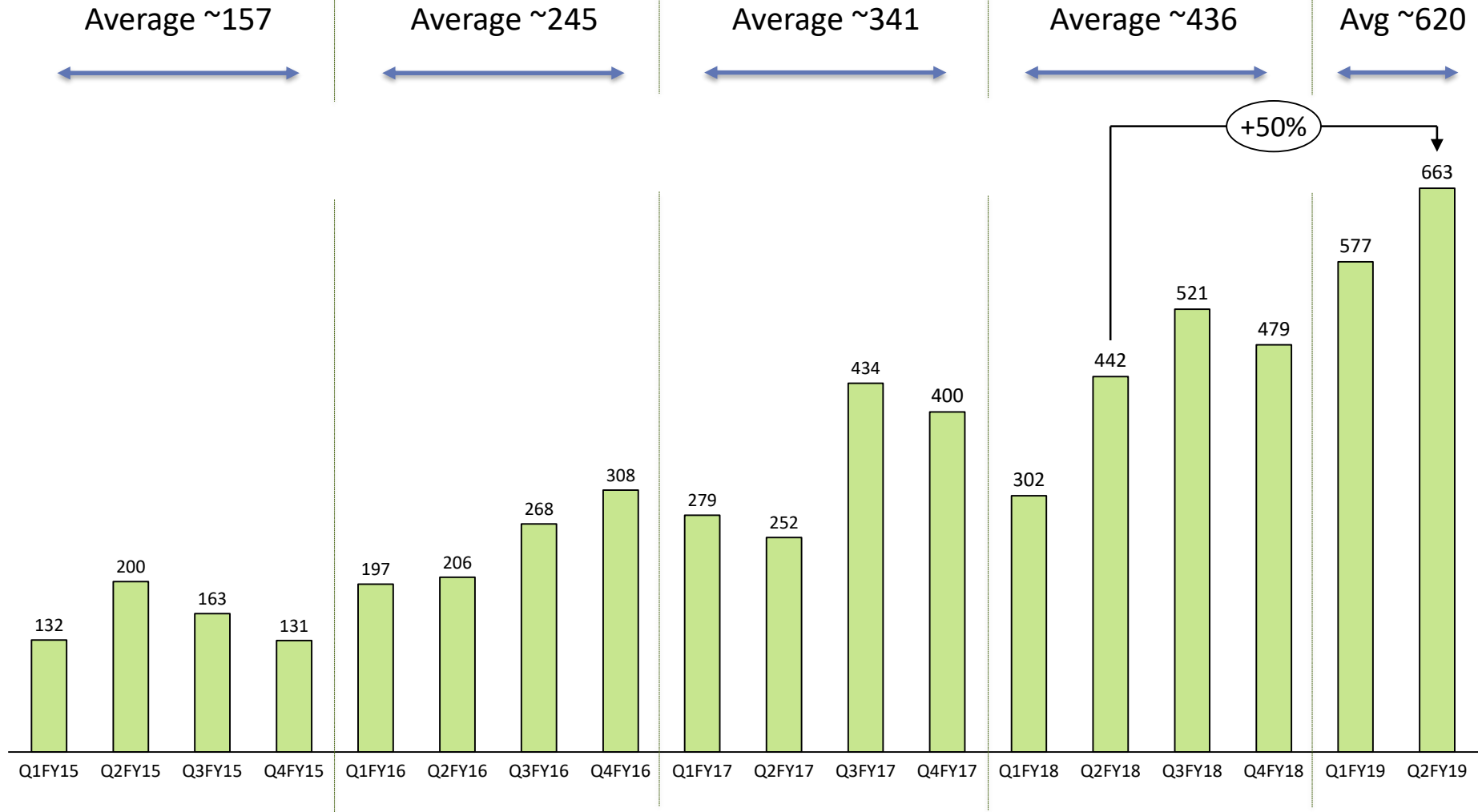
Gas Division Performance EBITDA*



* Normalized EBITDA – Before Forex, Hedging Related Expenses

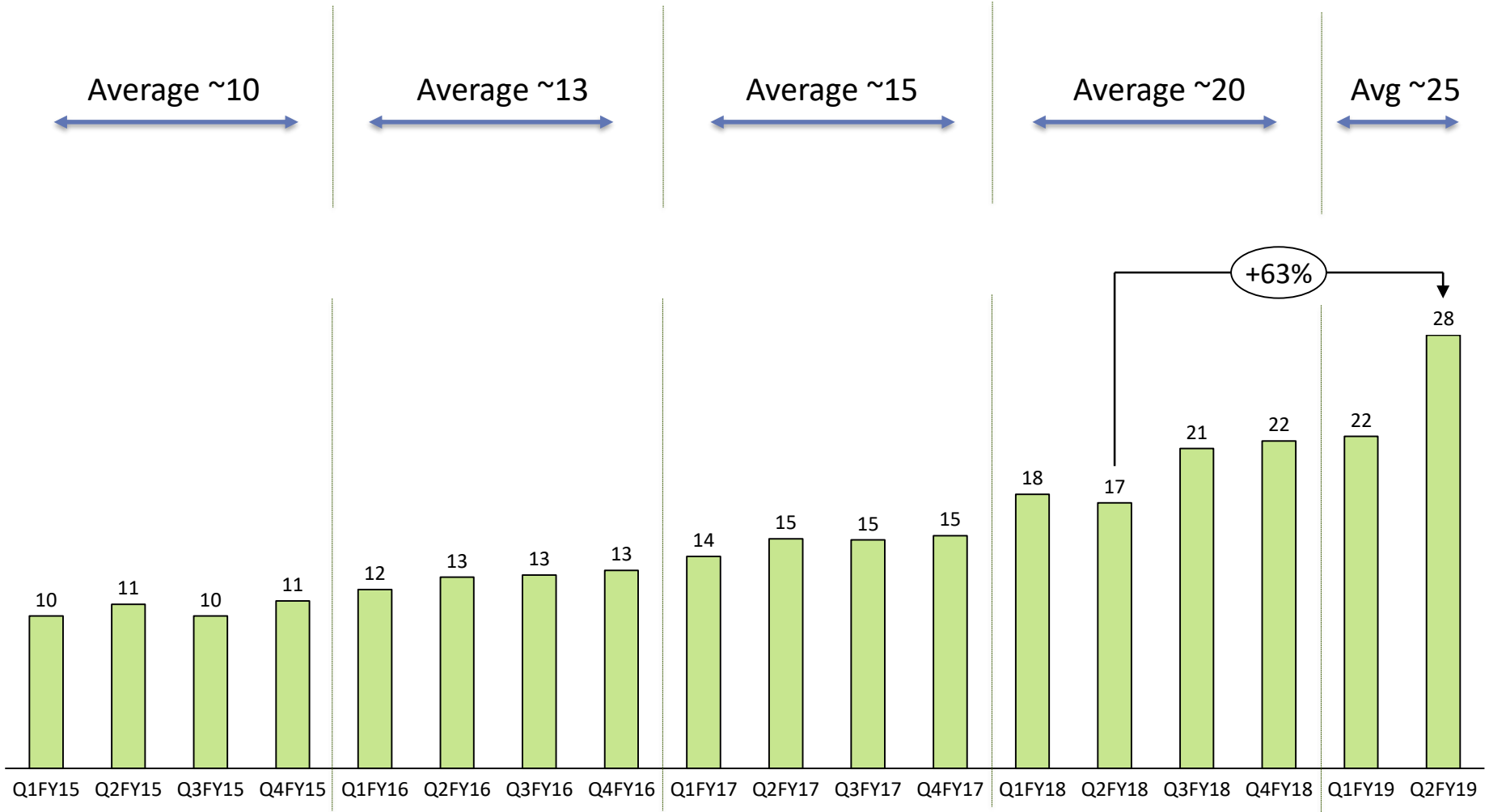
LPG Volume - Logistics

'000 MT



LPG Volume - Distribution

'000 MT





Liquid Logistics

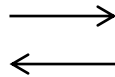
Liquid Logistics and EPC Services

Liquid Logistics (3PL)

O&M Services



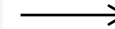
Shipping



Logistics



O&M

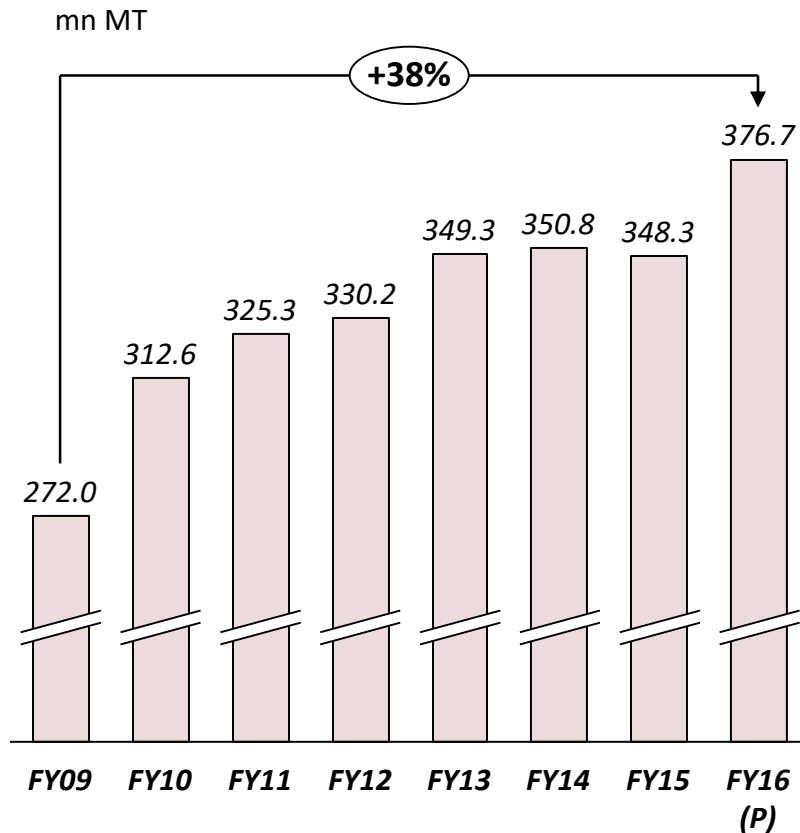


Facilities

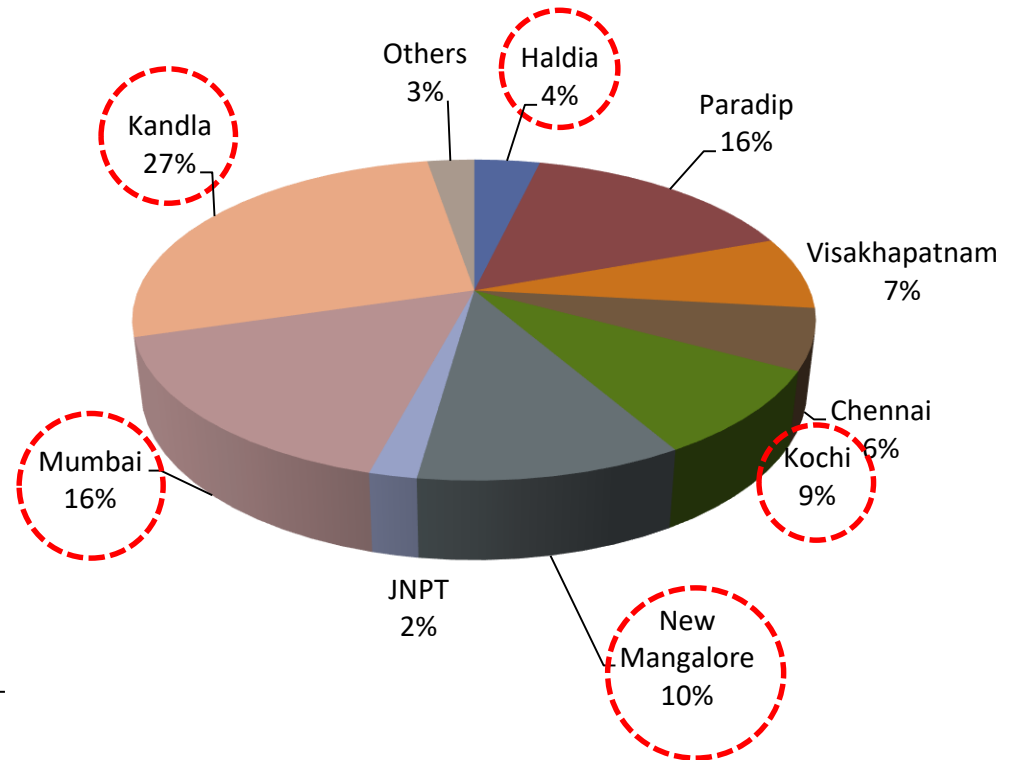
Segment	Activity	Revenue Stream
Liquid Logistics	Logistics	Throughput Fees, Handling & Value Addition Charges
O&M Services	Operations & Maintenance	O&M Fees

Liquid* Traffic at Indian Ports

POL Traffic Growth at Indian Ports



POL Traffic at Major Ports*



Mumbai, Kochi, Haldia, Kandla and Mangalore handle ~70% of the traffic at Major Ports

Liquid – Excludes Chemicals

Source: Indian Ports Association

* During April – July 17

Greenfield Liquid Terminal Expansion

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



✓ Project Cost

- Rs 75 crs

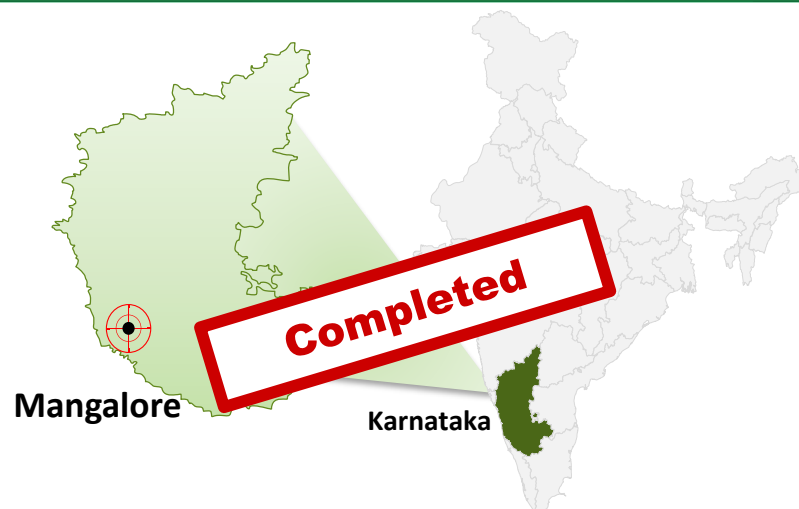
✓ Means of Finance

- Internal Accruals

✓ Project Completion Date

- FY17-18

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



✓ Project Cost

- Rs 18 crs

✓ Means of Finance

- Internal Accruals

✓ Project Completion Date

- H1 FY19*

Brownfield Liquid Terminal Expansion

Liquid Terminal Expansion at Haldia Port – 35,000 KL



Phase II
35,000 KL

Project Cost
▪ Rs 35 crs

Means of Finance
▪ Internal Accruals

Project Completion Date
▪ H1 FY18 - 19

Liquid Capacity Post Expansion

01 Mumbai

✓ Existing – 273,000 KL

02 Kochi

✓ Existing – 51,000 KL

03 Haldia

✓ New Capacity – 35,000 KL

✓ Existing – 85,190 KL

04 Pipavav

✓ Existing – 120,120 KL

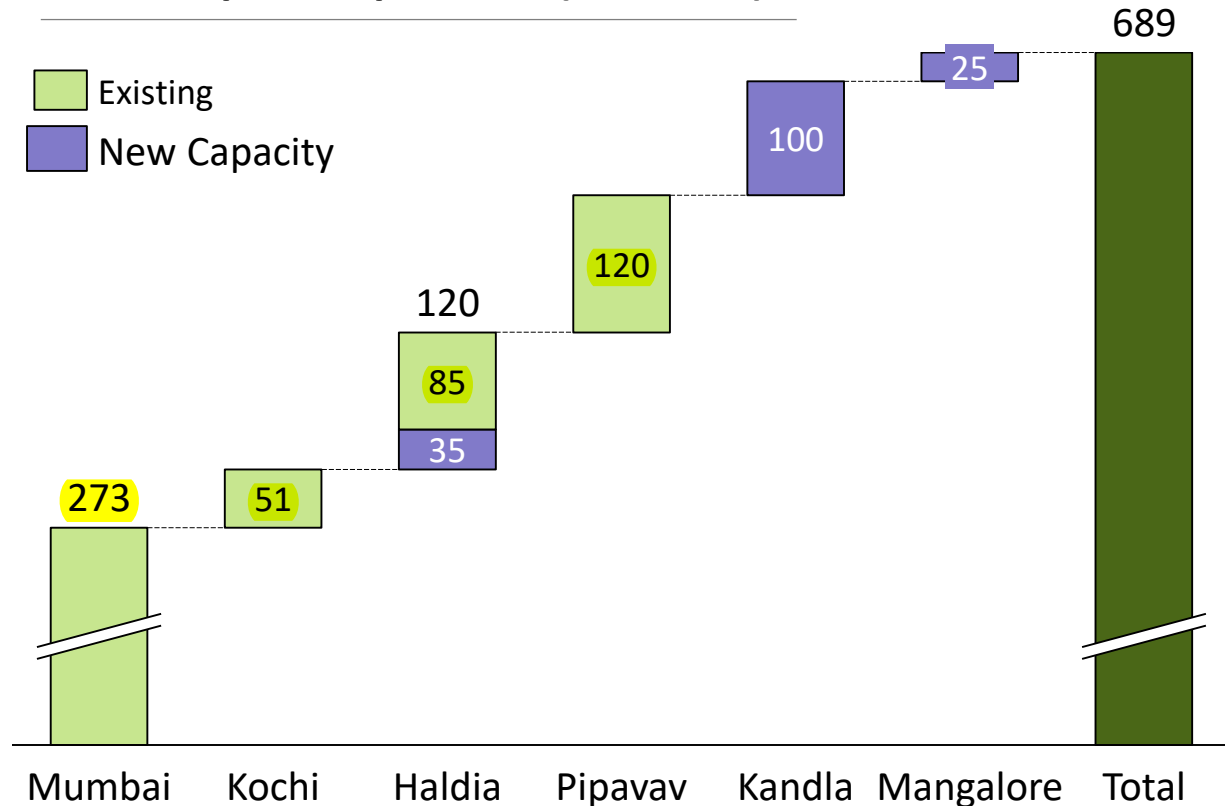
05 Kandla

✓ New Capacity – 100,000 KL

06 Mangalore

✓ New Capacity – 25,000 KL

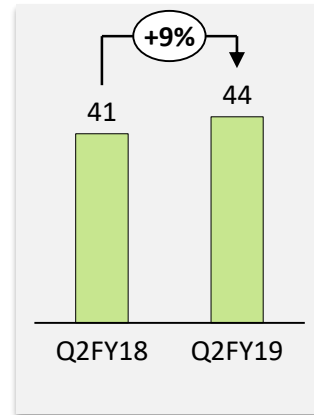
Built up of Capacities ('000s KL)



Total Capacity post expansion at Kandla & Haldia : ~ 689,000 KL

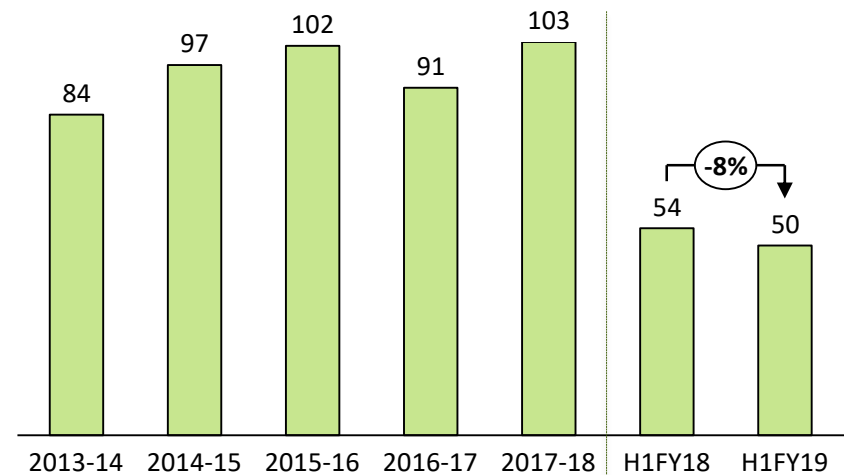
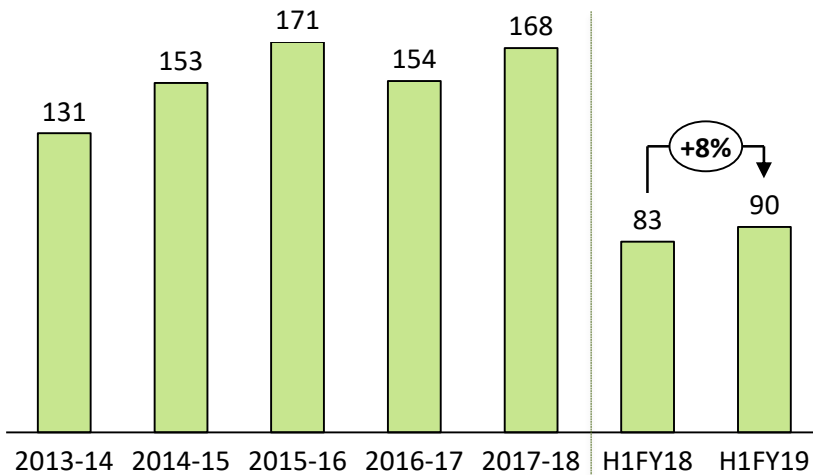
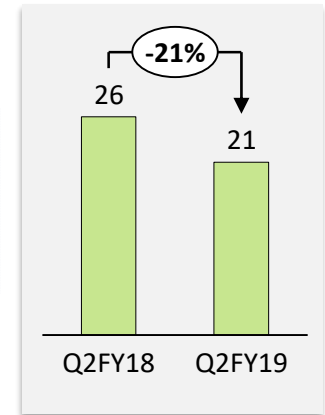
Liquid Division Performance

Revenue (Rs. In Cr.)



Normalized EBITDA (Rs. In Cr.)

- New Capacities fully operational
- Margins to improve with better utilization of new capacities



We are leading provider of logistics and supply chain services to India's oil, gas and chemical industry

Strategic port locations



Storage terminals



Rail connectivity



Pipelines



Unique Infrastructure

Liquids

- Terminals at key ports- Mumbai, Kochi, Haldia, Pipavav
- Jetty Pipelines
- Multiple tank sizes
- Coated , Stainless Steel and Heated tanks
- Road, Rail and Pipeline connectivity

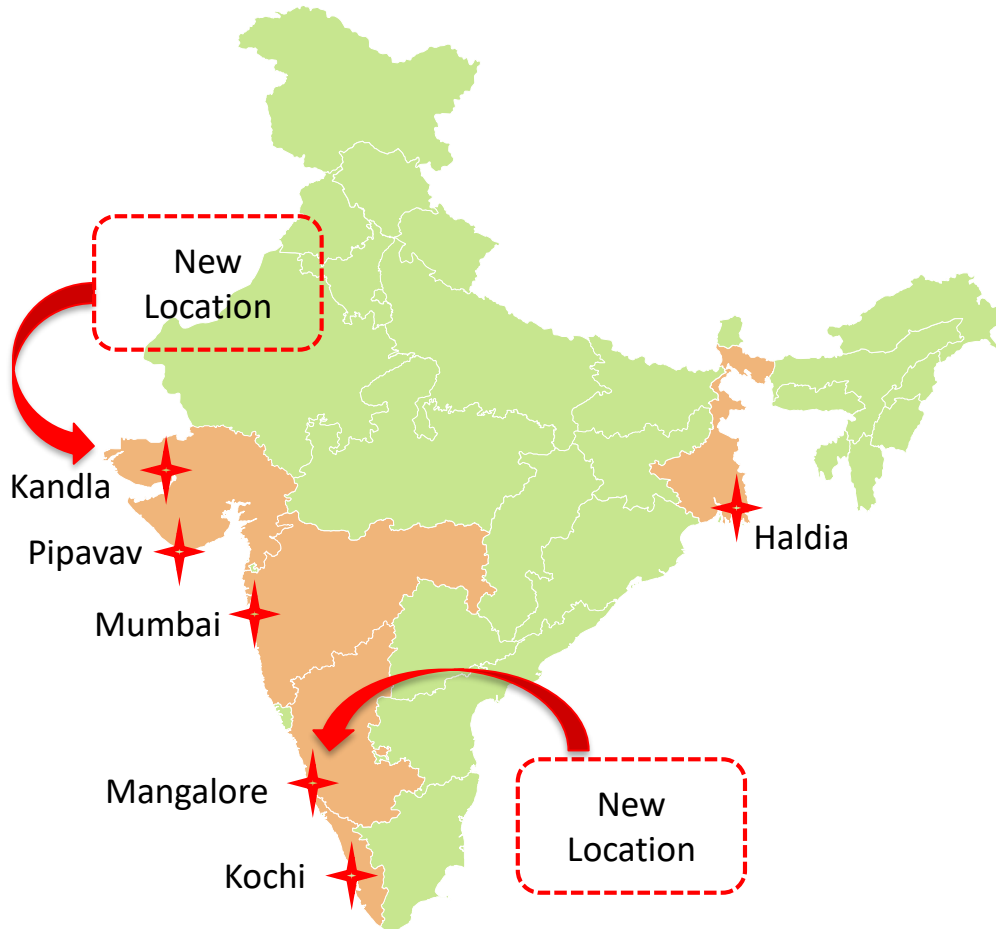
LPG

- Refrigerated Gas Terminal in Mumbai
- Pressurized Gas Terminal in Pipavav
- Pipeline connectivity to Petchem plant
- Network of 111 Autogas stations in 7 states
- Network of 112 commercial distributors in 8 states
- LPG Sourcing JV with Itochu in Singapore



Integrated Supply Chain Management

Our Strategy : Building a Necklace of Terminals around the coastline of India



✓ VLGC

- All Ports are Deep Water Ports to accommodate VLGC

✓ Pipelines

- Pipeline Facilities for Larger Customers

✓ Railways

- Railways available at Pipavav and can be set up at all ports except Mumbai

✓ Roadways

- Well developed Infrastructure to enable connectivity to the customers

Strong Industry Partners



Management Team

Raj Chandaria

Chairman & MD



Anish Chandaria

Vice Chairman & MD



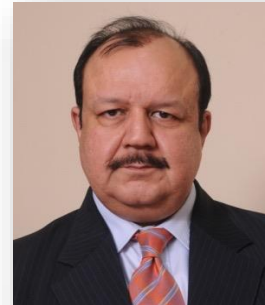
Sudhir Malhotra

Group President & COO



Rajiv Chohan

President -Business Development



Murad Moledina

Chief Financial Officer



K. S. Sawant

President - Operations & Projects



Solid Foundations



Consolidated Profitability Statement [IndAS]

Rs. In Cr.	Q2 FY19	Q2 FY18	Y-o-Y %	H1FY19	H1FY18	Y-o-Y %
Revenue	1,426	1,242	15%	2,443	2,100	16%
Cost of Sales	1,280	1,137		2,181	1,897	
Others	45	28		70	59	
Normalized EBITDA (Segment) *	101	77	31%	192	144	33%
Finance, Hedging & Forex related Expenses (Net)	7	4		11	8	
Depreciation	12	6		25	12	
Unallocated Expenses	10	7		16	15	
Profit Before Tax	71	60	18%	140	109	29%
Tax	14	4		23	6	
Profit after Tax	58	56	3%	117	103	13%

* Normalized EBITDA – Before Forex Hedging Related expenses

Consolidated Profitability Statement [IndAS]

Rs. In Cr.	FY18	FY17	Y-o-Y %
Revenue	4,791	3,939	22%
Cost of Sales	4,355	3,567	
Others	130	125	
Normalized EBITDA (Segment) *	306	247	24%
Finance, Hedging & Forex related Expenses (Net)	17	18	
Depreciation	32	24	
Unallocated Expenses	32	33	
Profit Before Tax	225	173	30%
Tax	11	36	
Profit after Tax	214	136	57%

* Normalized EBITDA – Before Forex Hedging Related expenses

Consolidated Balance Sheet [IndAS]

Rs. In Cr.	Sep-18	Mar-18
Non Current Assets		
Property, Plant and Equipment	1,320	1,280
Capital Work in Progress	114	126
Other Intangible Assets	1	1
Goodwill	1	1
Financial Assets		
Other Investments	0	0
Others - Security Deposit	11	9
Current Tax Assets (Net)	21	15
Deferred Tax Assets (Net)	80	65
Other Non Current Asset	90	90
Sub-total Non Current Assets	1,637	1,588
Current Assets		
Inventories	38	26
Financial Assets		
Trade Receivalbes	336	347
Cash and Cash Equivalents	170	95
Bank Balance other than above	41	67
Other Financial Assets	12	10
Other Current Assets	97	82
Total Current Assets	693	627
TOTAL - ASSETS	2,331	2,214

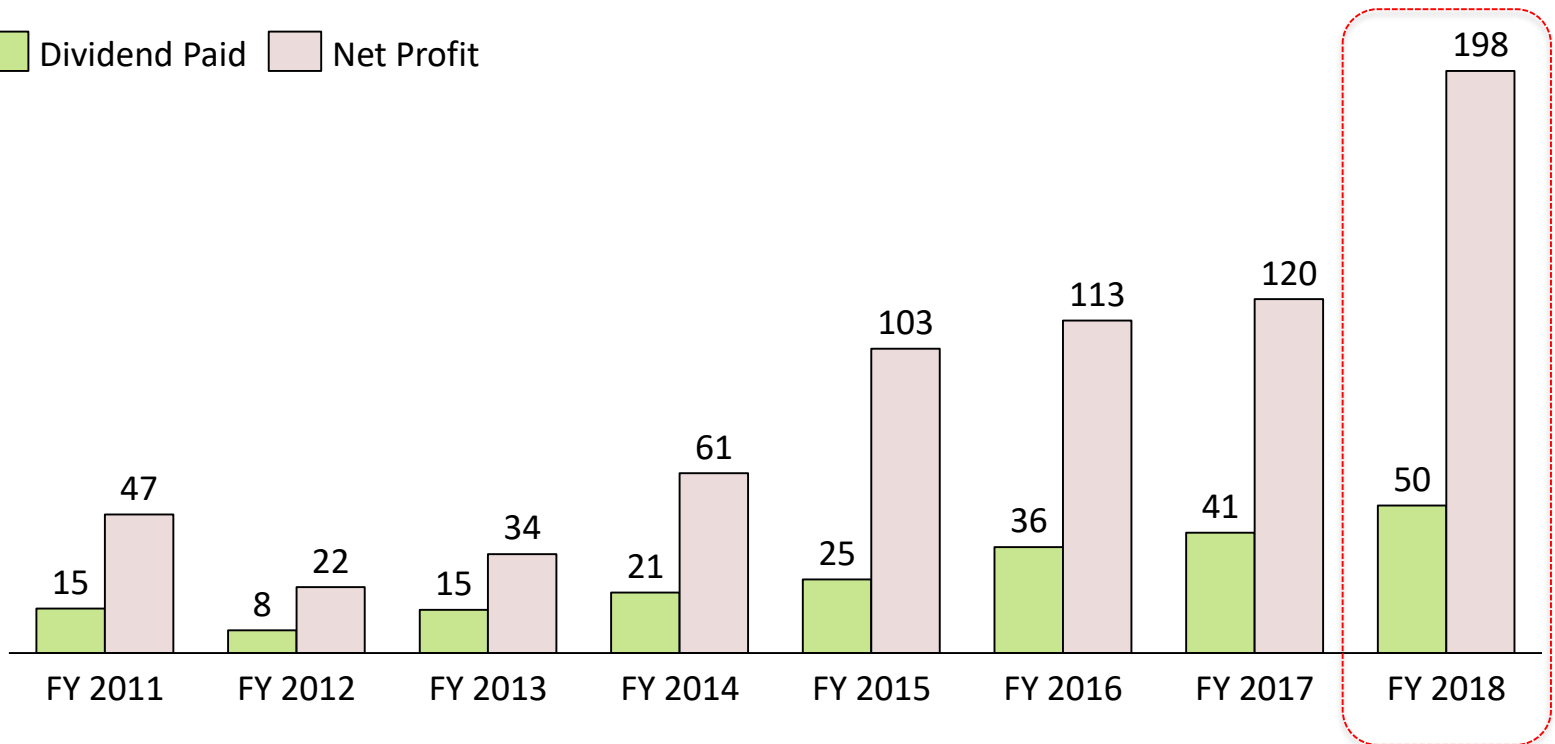
Rs. In Cr.	Sep-18	Mar-18
Equity		
Equity Share Capital	33	33
Other Equity	1,237	1,174
Equity Attributable to owners	1,271	1,207
Non controlling Interest	86	70
Sub-total Equity	1,356	1,277
Liabilities		
Non Current Liabilities		
Financial Liability		
Borrowings	83	62
Other financial liabilities	16	13
Other non-current liabilities	2	2
Provisions	13	11
Total Non Current Liabilities	113	88
Current Liabilities		
Financial Liability		
Borrowings	181	220
Trade Payables	453	379
Other financial liabilities	104	142
Provisions	1	3
Current Tax Liabilities (Net)	15	7
Deferred Tax Assets (Net)	75	70
Other current Liabilities	31	27
Total Current Liabilities	861	849
TOTAL EQUITIES AND LIABILITIES	2,331	2,214

Profit & Dividend Track Record



Rs. In Cr.

■ Dividend Paid ■ Net Profit



Total Dividend for FY18 is 125% (i.e. Re. 1.25 per share) of Face Value of Re. 1 each

For further information, please contact:

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