



AEGIS LOGISTICS LIMITED

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May 31, 2017

The Secretary,
Market Operations Department,
The Bombay Stock Exchange Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 023.

Capital Market Operations
The National Stock Exchange of India Ltd.
Exchange Plaza, 5th Fl., Plot No.C/1,
G Block, Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051.

Scrip Code: 500003

Scrip Code: AEGISCHEM

Dear Sir/Madam,

Sub : Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations') and in continuation of our intimation of Conference call dated 25th May, 2017, please find enclosed the 'Investor Presentation - May, 2017' updated post declaration of Results for the quarter & year ended 31st March, 2017.

The same is also uploaded on the website of the Company at www.aegisindia.com (tab Investor Relations >> Investor Presentations).

Thanking you,

Yours faithfully,
For AEGIS LOGISTICS LIMITED

MONICA GANDHI
COMPANY SECRETARY

Encl.: a.a.

Aegis Logistics Limited

“Positioned for growth”

Investor Presentation

May 2017



AEGIS

T130
10000KL



Safe Harbour



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Another Strong Year

Revenue

Rs. 3,938 crs

+78%



Normalized EBITDA*

Rs. 246 crs

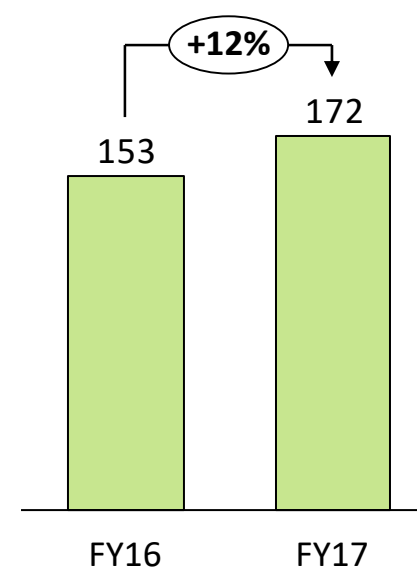
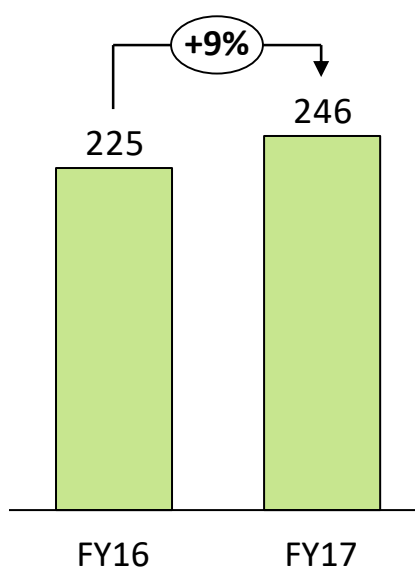
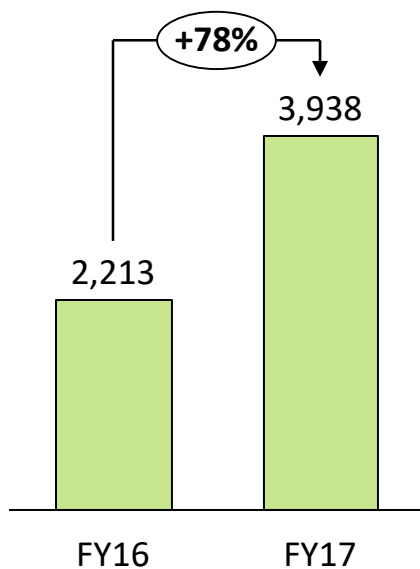
+9%



PBT

Rs. 172 crs

+12%



* Normalized EBITDA – Before Forex, Hedging Related Expenses

ITOCHU Petroleum Co., (Singapore) Pte Ltd to invest Rs. 250 Crores for 19.7% stake in the new Haldia LPG terminal project



Aegis has reached an understanding that its wholly owned subsidiary, Hindustan Aegis LPG Company Ltd (HALPG) will issue new equity shares to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a subsidiary of ITOCHU Corporation of Japan, for a total consideration of INR 250 Crores, representing a 19.7% stake. HALPG is developing and executing a major new LPG import terminal project at Haldia Port, West Bengal. The understanding is subject to final agreement and approval by the Board of Aegis Logistics Ltd, as well as customary conditions precedent and normal regulatory approvals

“This investment in the new Haldia terminal is phase 2 of our joint venture with Itochu which we established in 2014 to grow our Liquefied Petroleum Gas (LPG) business in India. The new terminal will expand our presence into the Eastern region with an import capacity of up to 2.5m MT per year.” said Anish Chandaria, CEO and Managing Director of Aegis

ITOCHU Corporation, a Japanese multinational specializing in trading of oil & gas, metals and other commodities, is 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 and this investment represents its entry into the building of energy infrastructure in India. With growth in LPG demand and imports in India expected to soar over the coming ten years, this new venture with ITOCHU Corporation will enable the group to continue to significantly expand its LPG division. The group will be using part of the the proceeds, to accelerate its capital expenditure programme for the next cycle of LPG import terminals after Haldia and to continue building its ‘necklace of terminals’ around India

Current Business Break-up

Liquid Division

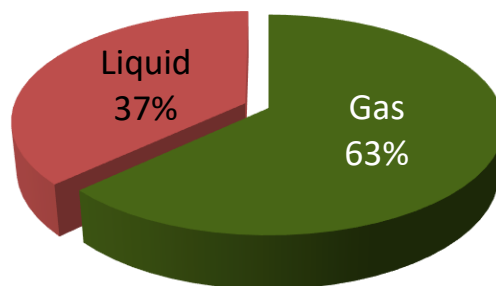
Business

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

Revenue Model

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

FY17 EBITDA
Rs. 246 Cr



Gas Division

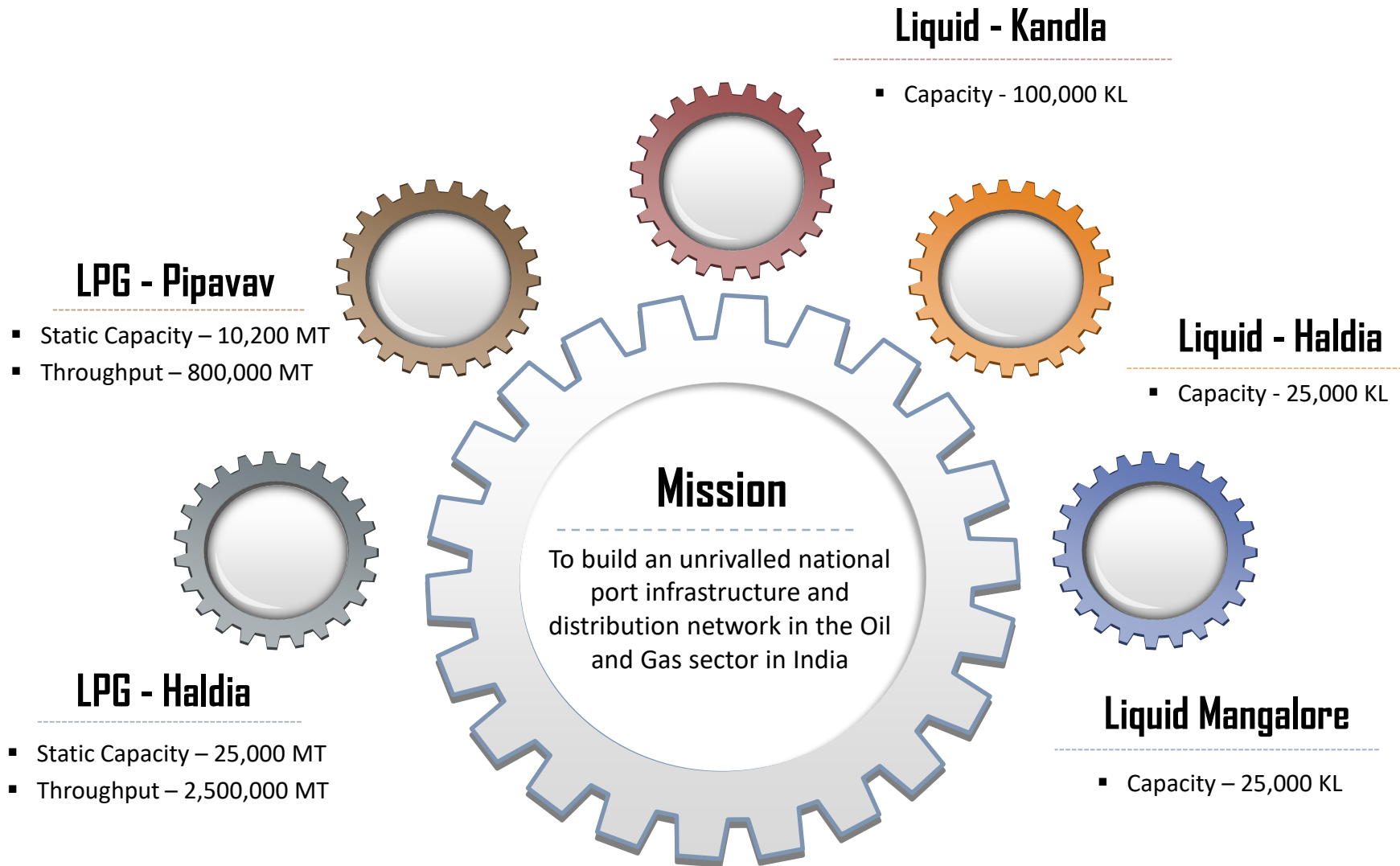
Business

- 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

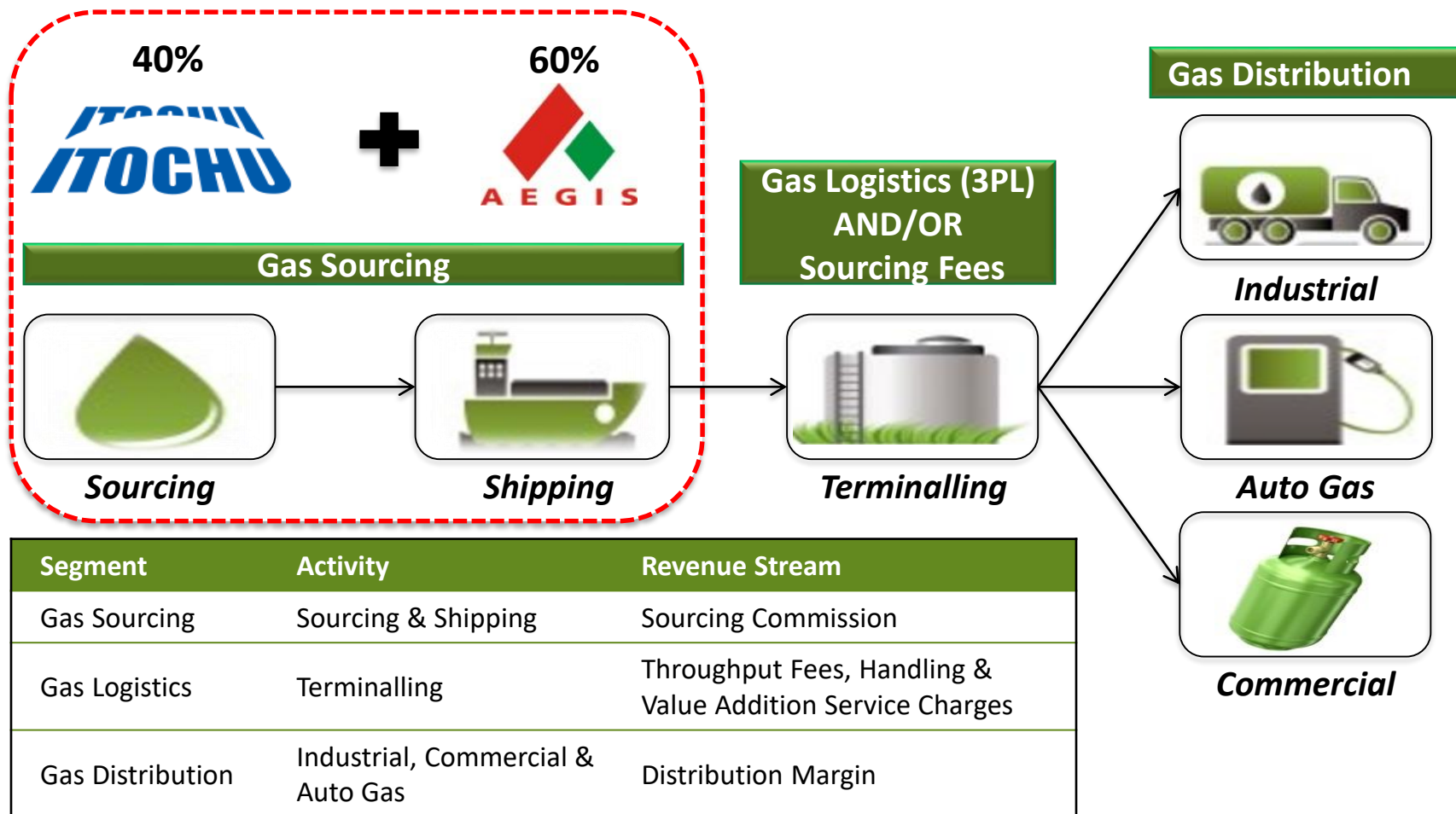
Major ongoing Expansion Projects





Gas Logistics

Gas Logistics - Capturing Complete Value Chain

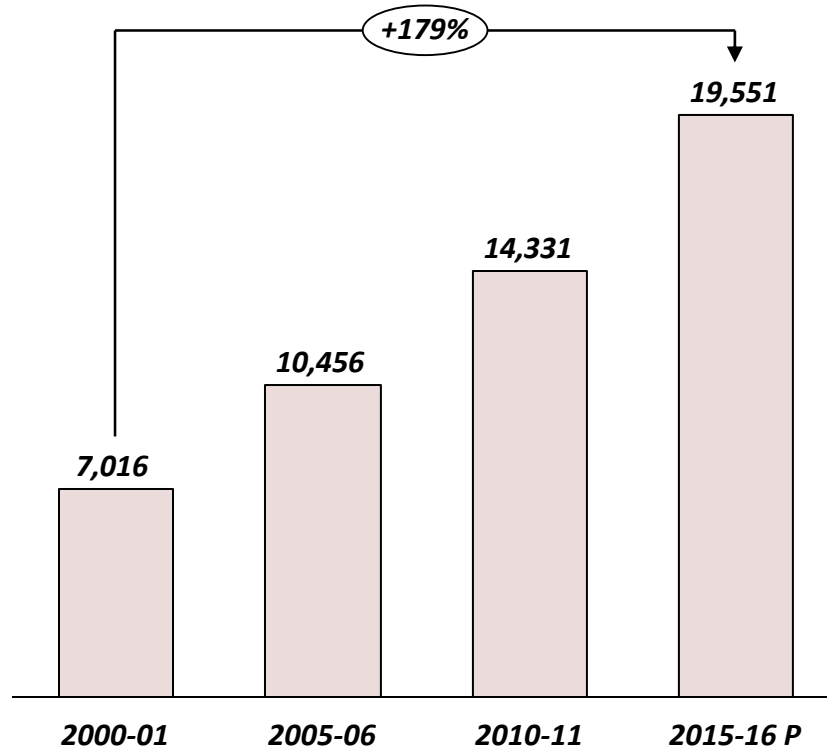


Creating 'Leading LPG Sourcing Player in India' through Vertical Integration Strategy

Demand Supply Gap exists for LPG in India...

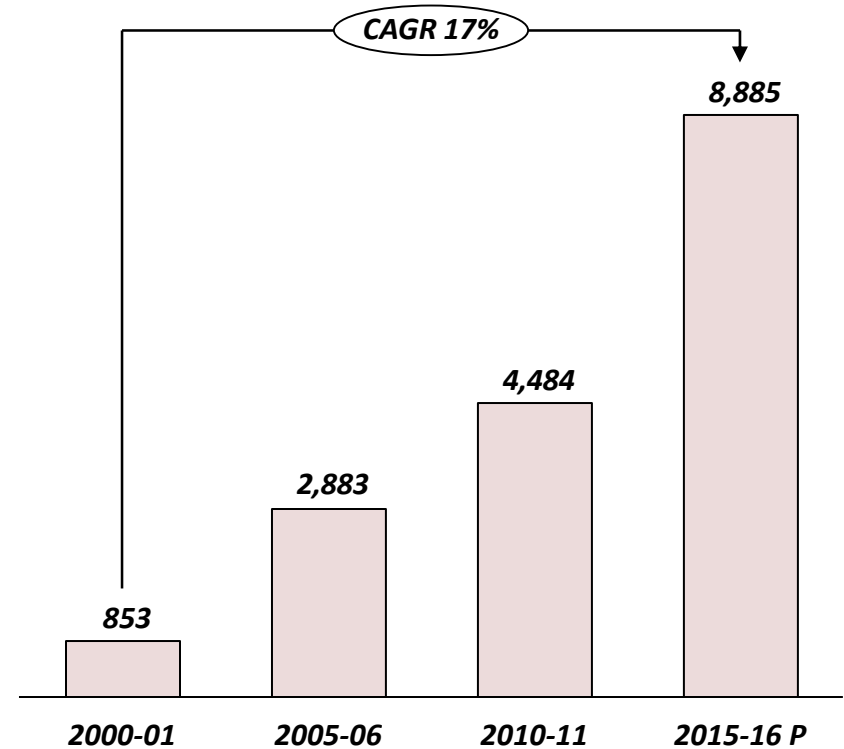
Consumption of LPG in India

'000 MT



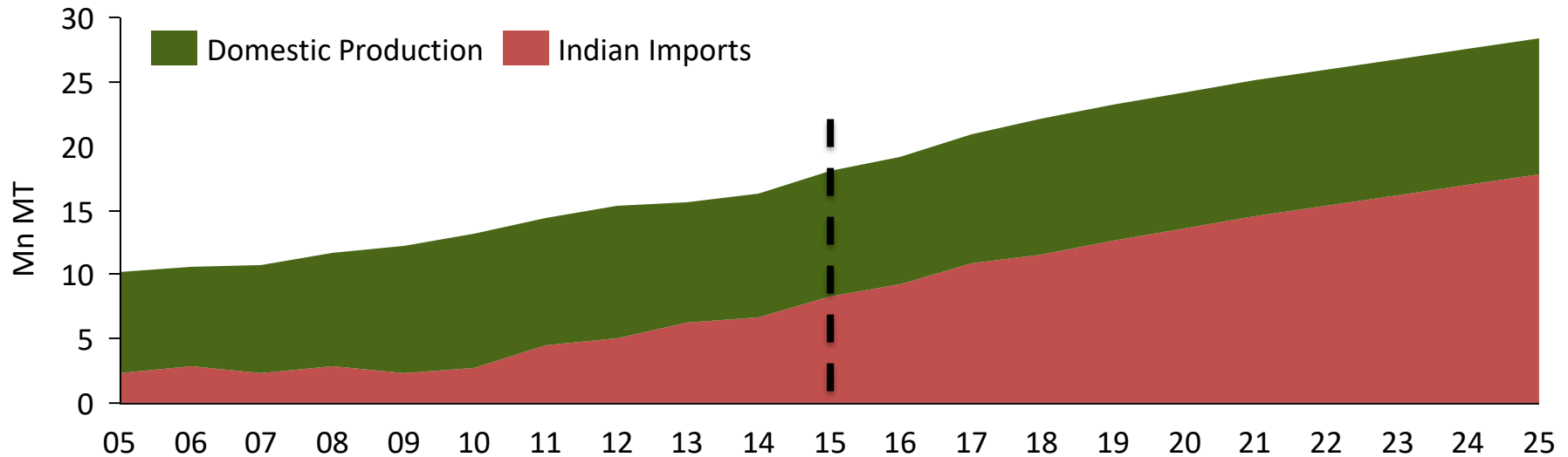
Imports of LPG in India

'000 MT



Incremental Demand in LPG met through Imports

...LPG Import Terminal Capacity has a Shortfall



Figures in MT	2014/15	2020/21	Comments
Static Import Capacity	312,800	312,800*	Aegis capacity in 2015 is 25,400
Import Throughput	8,300,000	14,576,000	
# of Turns	26.5	46	High demurrage costs
Optimum Turns	24	24	

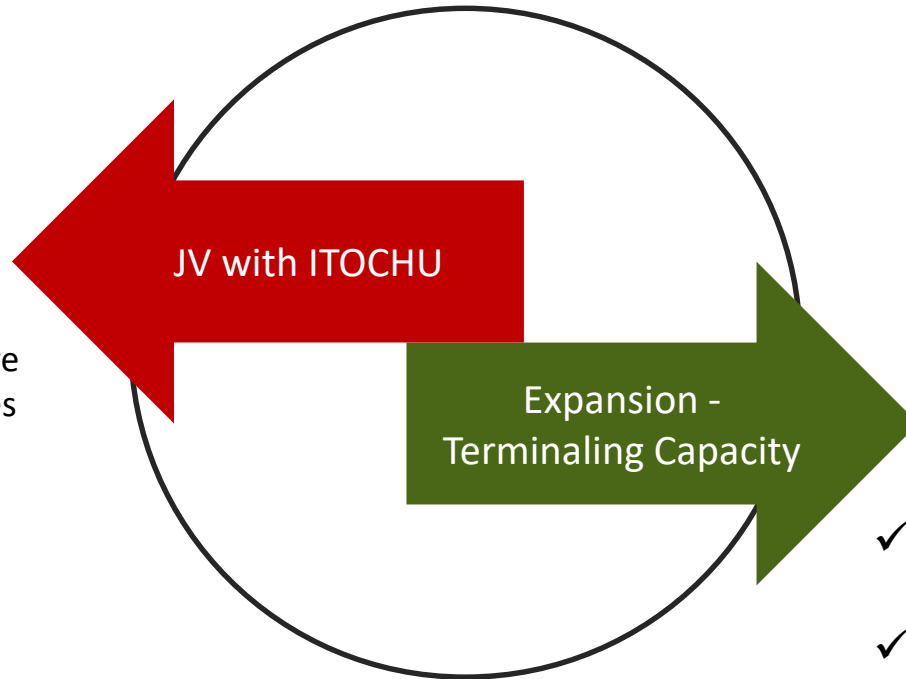
* Assuming no new build up

To Capitalize on this Opportunity

Leading LPG Logistics Player in India



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



- ✓ 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***

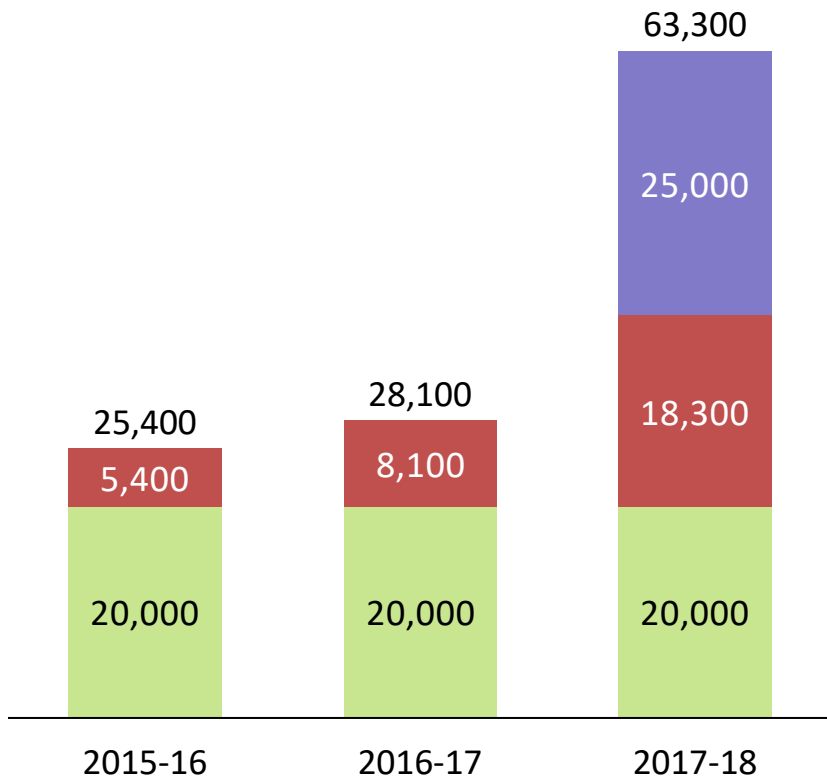
Aegis Logistics Limited sold 40% of its equity ownership in its wholly owned subsidiary, Aegis Group International Pte. Ltd. Singapore, to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a wholly owned subsidiary of ITOCHU Corporation for a total consideration of \$ 5.85 million



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

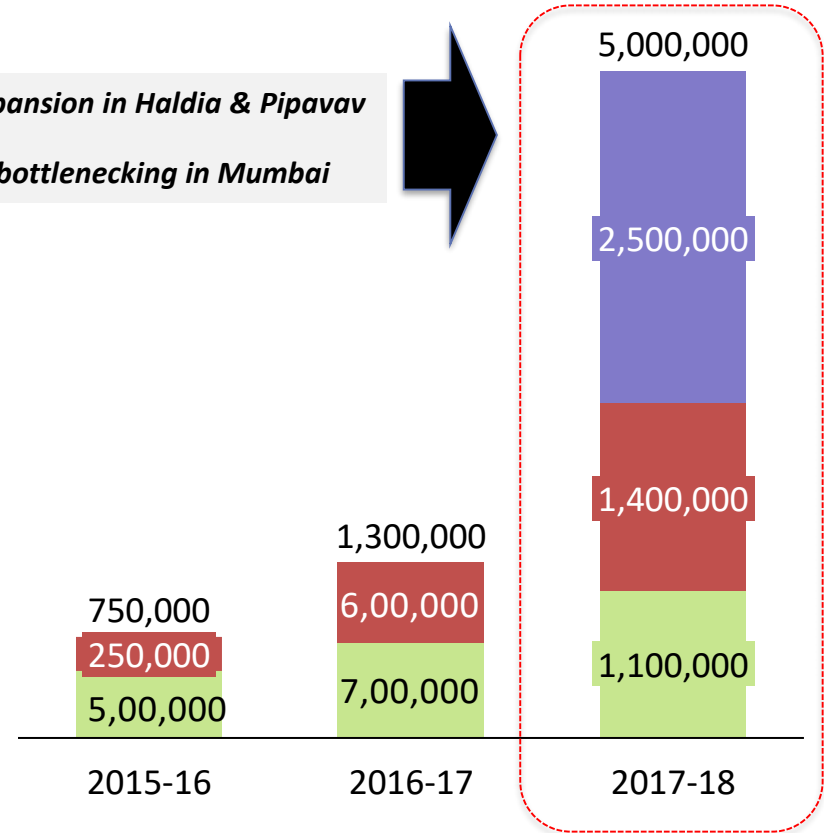
LPG Capacity Post Expansion

Static Capacity MT



Throughput Capacity MT

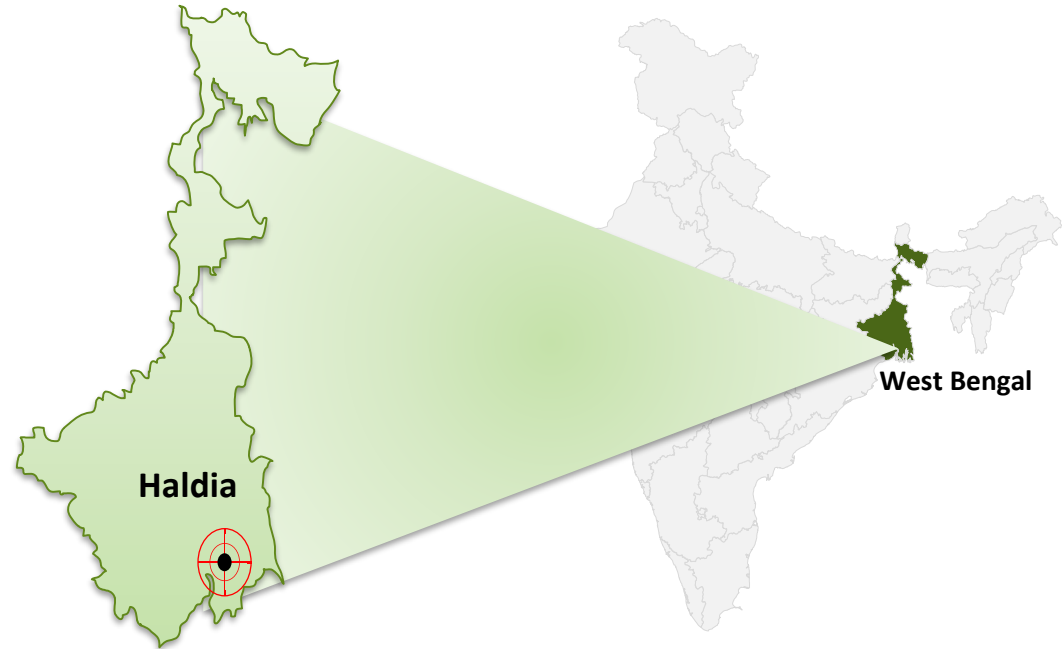
Expansion in Haldia & Pipavav
Debottlenecking in Mumbai



■ 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 Completion Date**
 - H1 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 Completion Date**
 - H1 FY17-18
- ✓ **Pipeline Connectivity**
 - Uran – Chakan / Shikrapur LPG Pipeline passes through Mumbai



Project Status:

- Intake Pumps – Under Progress
- 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 Completion Date**
 - H1 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
- 106 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
- 97 Commercial Distributors spread across 43 Cities in 8 states

Gas Division Performance EBITDA*



Capacity
Expansion

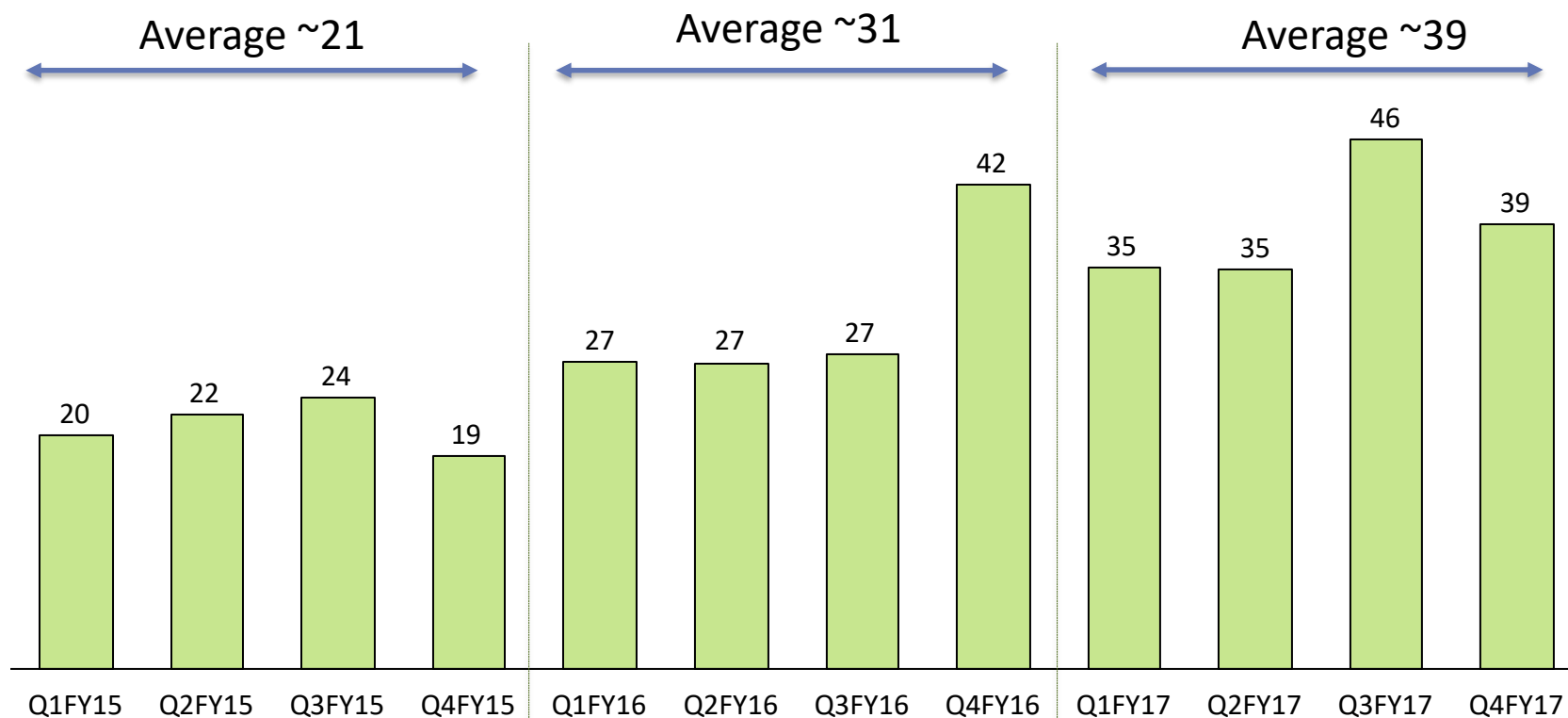
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Existing & New
Customer Relationships

=

Sustainable Business

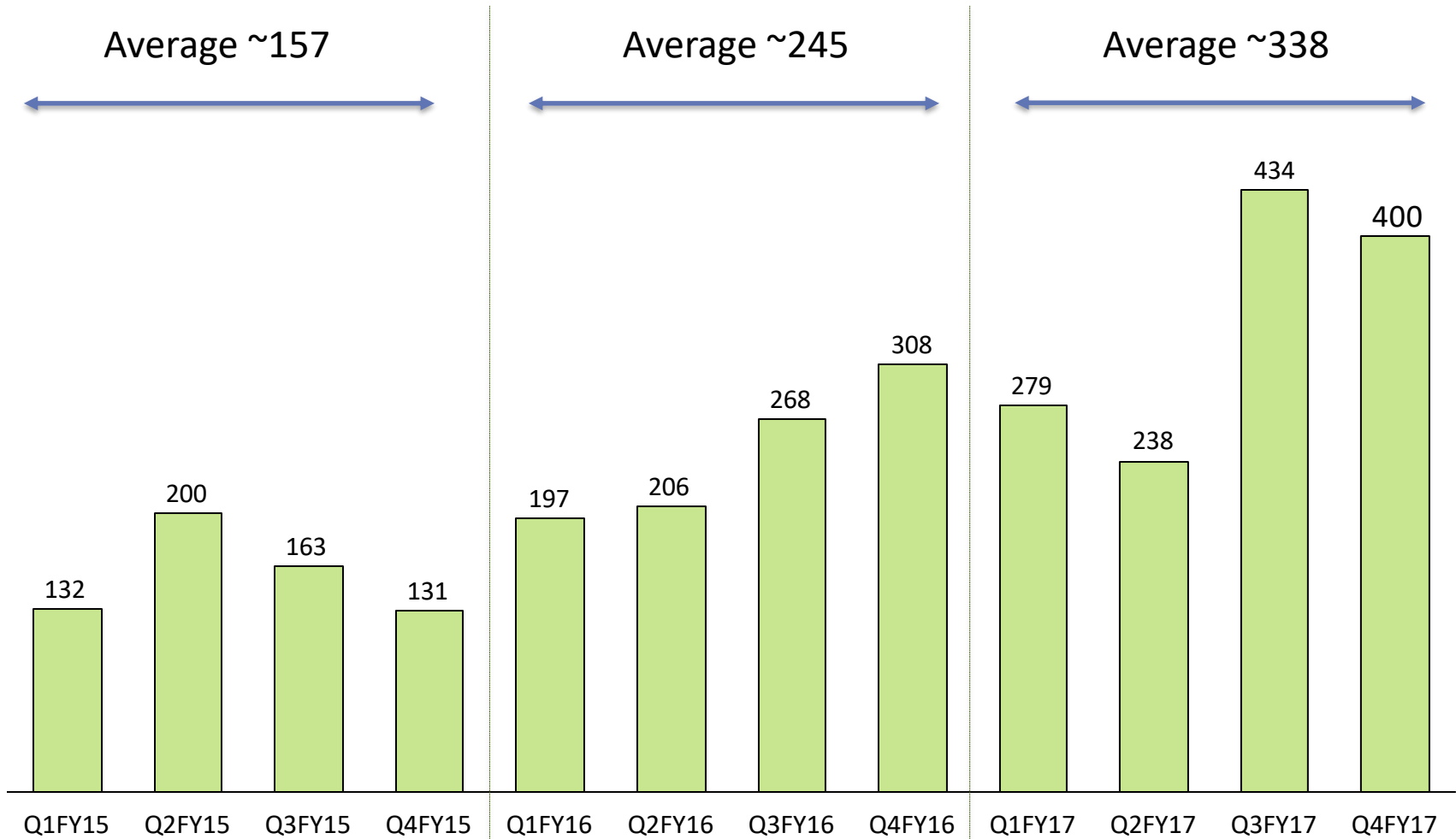
Rs. in Cr.



* Normalized EBITDA – Before Forex, Hedging Related Expenses

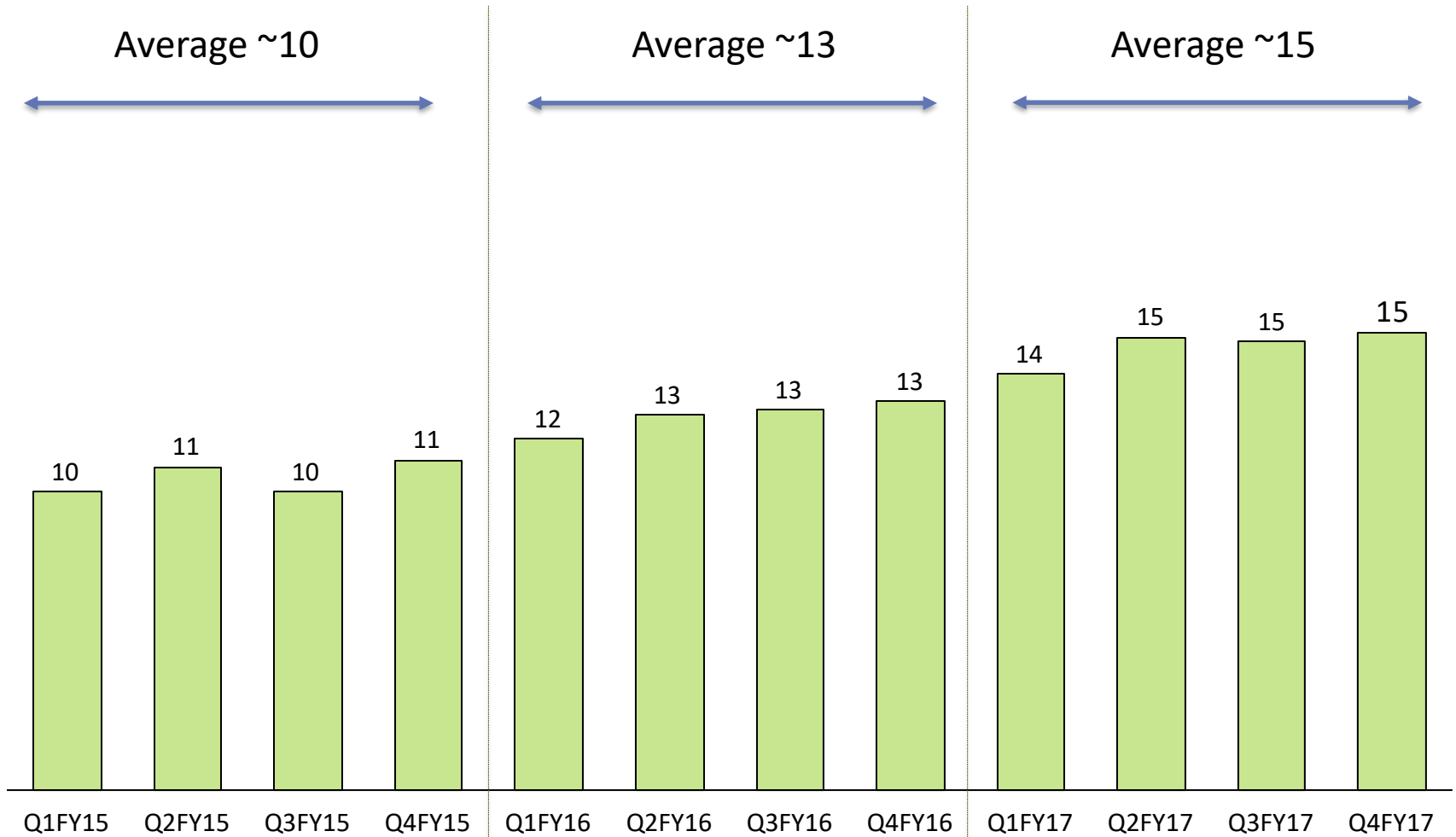
LPG Volume - Logistics

'000 MT



LPG Volume - Distribution

'000 MT





Liquid Logistics

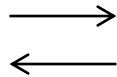
Liquid Logistics and EPC Services

Liquid Logistics (3PL)

O&M Services



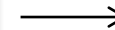
Shipping



Logistics



O&M



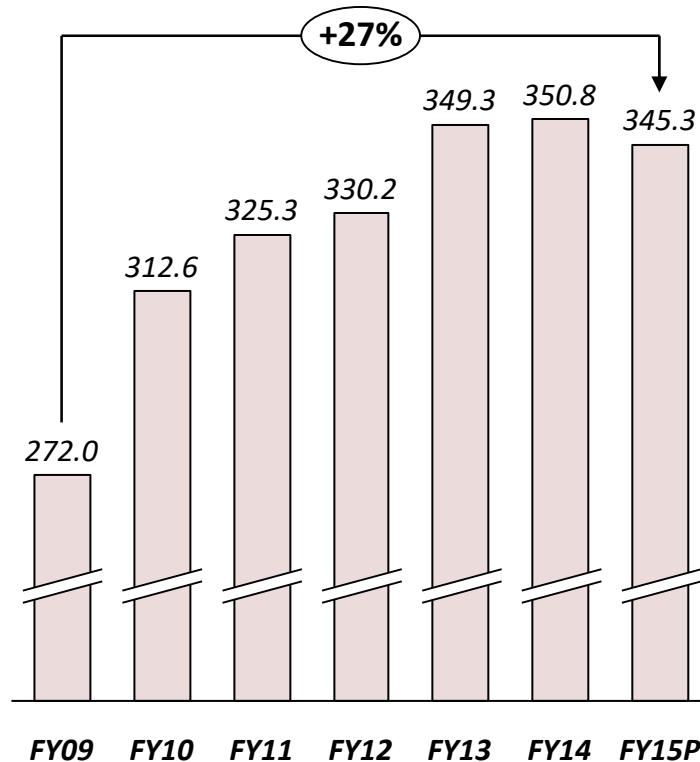
Facilities

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

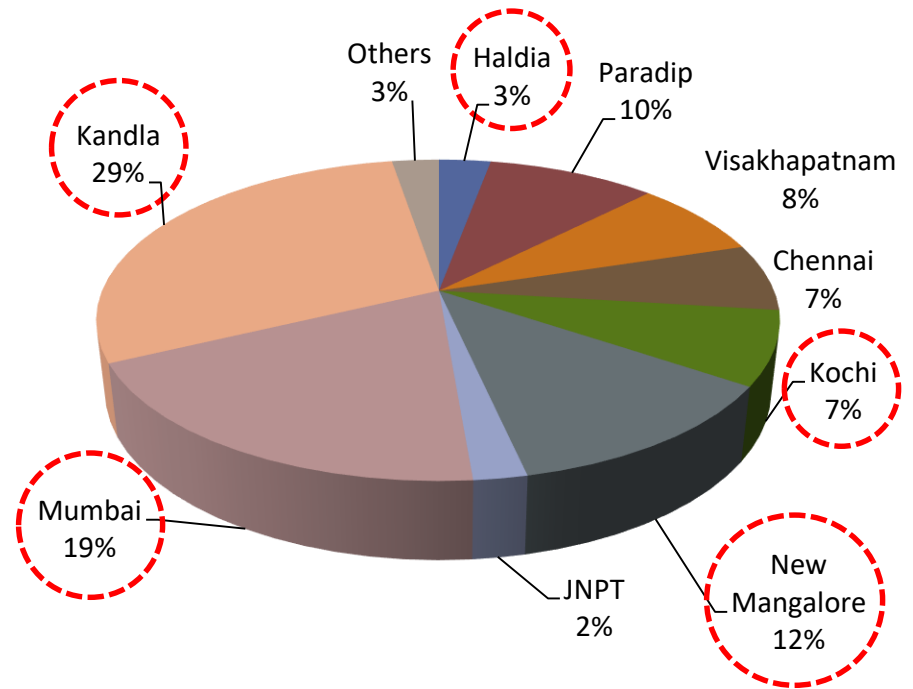
Liquid* Traffic at Indian Ports

POL Traffic Growth at Indian Ports

mn MT



POL Traffic at Major Ports in FY 2015P



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

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

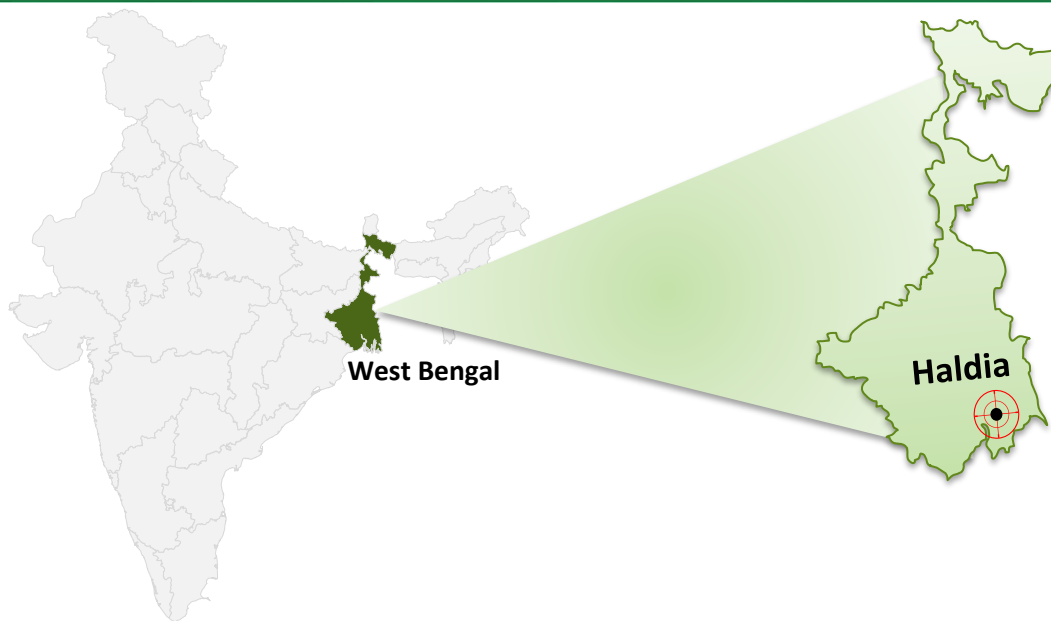
- Internal Accruals

✓ Project Completion Date

- FY17 - 18

Brownfield Liquid Terminal Expansion

Liquid Terminal Expansion at Haldia Port – 25,000 KL



✓ **Project Cost**

- Rs 15 crs

✓ **Means of Finance**

- Internal Accruals

✓ **Project Completion Date**

- Q1 FY17 - 18

Liquid Capacity Post Expansion

01 Mumbai

✓ Existing – 273,000 KL

02 Kochi

✓ Existing – 51,000 KL

03 Haldia

✓ Expansion – 25,000 KL

✓ Existing – 60,190 KL

04 Pipavav

✓ Existing – 120,120 KL

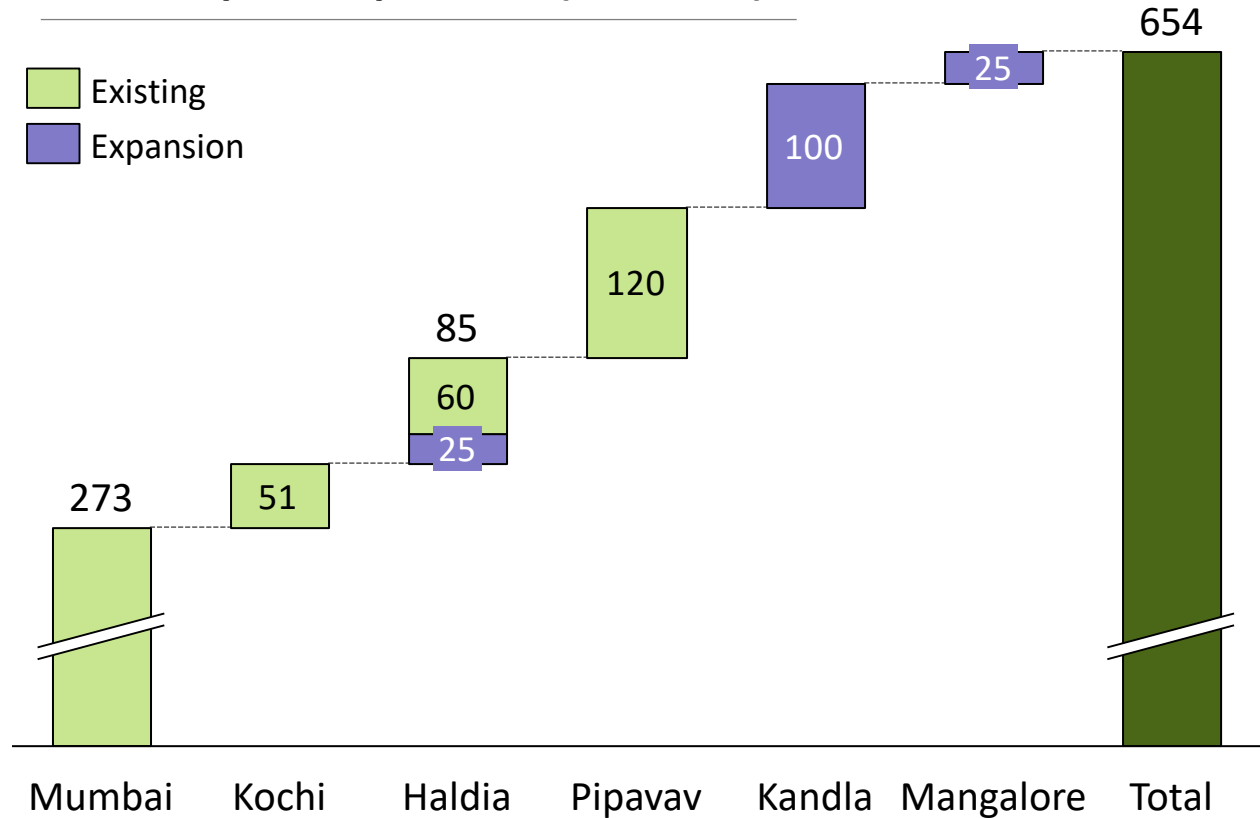
05 Kandla

✓ Expansion – 100,000 KL

06 Mangalore

✓ Expansion – 25,000 KL

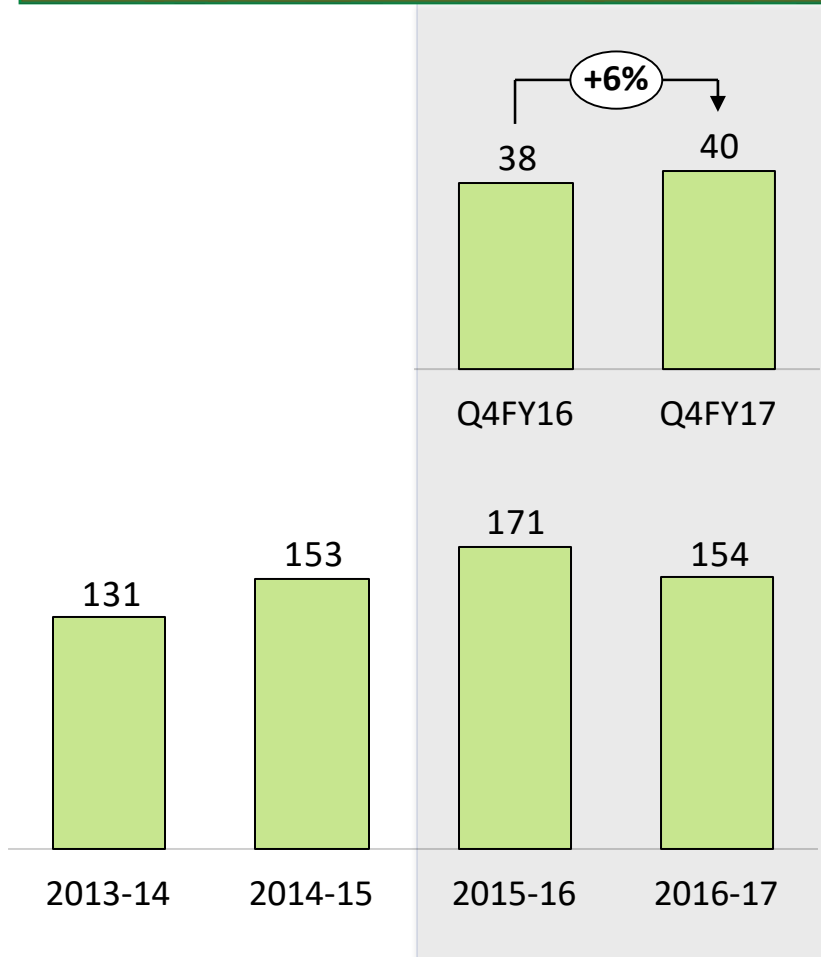
Built up of Capacities ('000s KL)



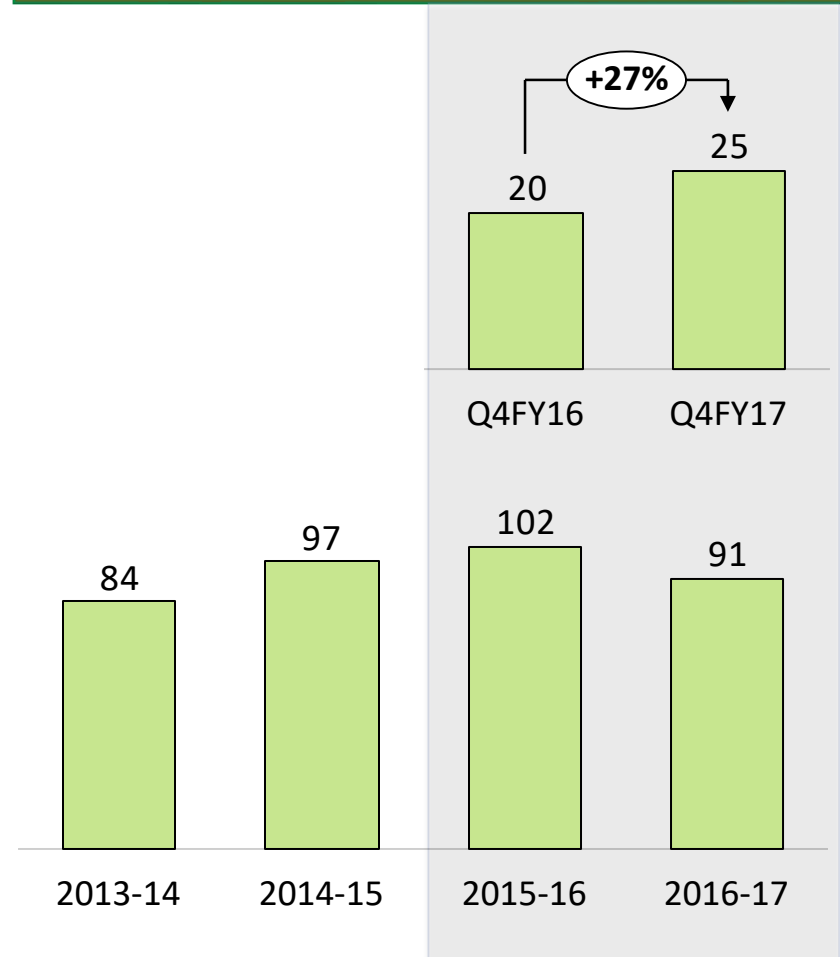
Total Capacity post expansion at Kandla & Haldia : ~ 654,000 KL

Liquid Division Performance

Revenue (Rs. In Cr.)



Normalized EBITDA (Rs. In Cr.)



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

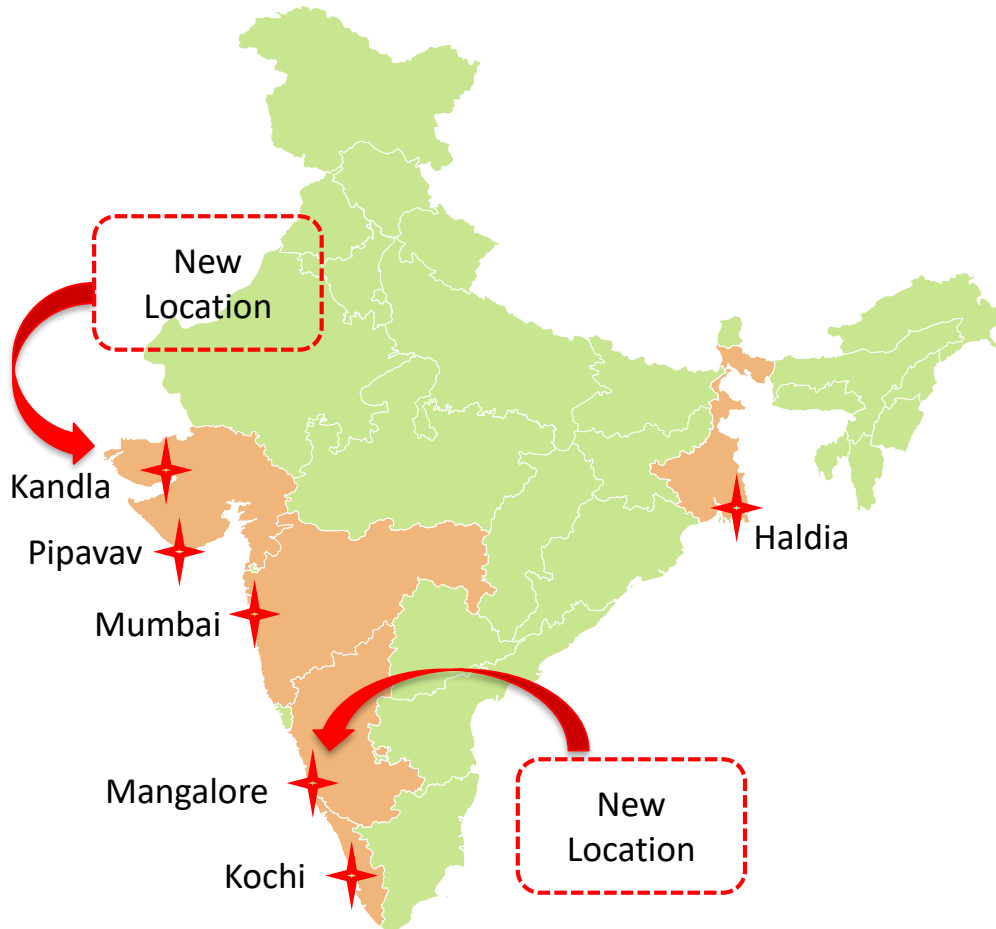
LPG

- Refrigerated Gas Terminal in Mumbai
- Pressurized Gas Terminal in Pipavav
- Pipeline connectivity to Petchem plant
- Network of 106 Autogas stations in 7 states
- Network of 97 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
Vice Chairman & MD



Anish Chandaria
MD & CEO



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

Rs. In Cr.	Q4 FY17	Q4 FY16	Y-o-Y %
Revenue	1,269	437	190%
Cost of Sales	1,172	343	
Others	32	32	
Normalized EBITDA (Segment) *	65	62	5%
Finance, Hedging & Forex related Expenses (Net)	6	4	
Depreciation	6	6	
Unallocated Expenses	10	10	
Profit Before Tax	43	42	2%
Tax	11	8	
Profit after Tax	32	34	-6%

* Normalized EBITDA – Before Forex Hedging Related expenses

Annual Consolidated Profitability Statement



Rs. In Cr.	FY17	FY16	Y-o-Y %
Revenue	3,938	2,213	78%
Cost of Sales	3,567	1,874	
Others	125	114	
Normalized EBITDA (Segment) *	246	225	9%
Finance, Hedging & Forex related Expenses (Net)	18	16	
Depreciation	23	22	
Unallocated Expenses	33	34	
Profit Before Tax	172	153	12%
Tax	38	27	
Profit after Tax	134	126	6%

* Normalized EBITDA – Before Forex Hedging Related expenses

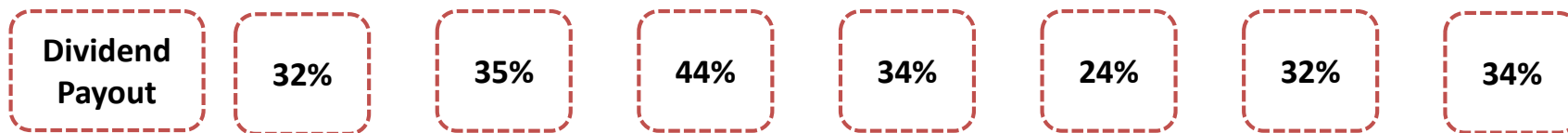
Consolidated Balance Sheet

Rs. In Cr.	Mar-17	Mar-16
Shareholder's Fund	602	504
Share Capital	33	33
Reserves & Surplus	569	471
Minority Interest	29	39
Non-Current Liabilities	130	154
Long Term Borrowings	77	109
Other Non Current Liabilities	53	45
Current Liabilities	977	202
Short Term Borrowings / Buyers Credit	177	47
Trade Payables	681	77
Other Current Liabilities	118	78
Total Liabilities	1,738	899

Rs. In Cr.	Mar-17	Mar-16
Non-Current Assets	899	651
Fixed Assets *	784	545
Non-Current Investments	-	-
Other Non-Current Assets	115	106
Current Assets	838	248
Inventories	22	12
Trade Receivables	706	97
Cash and Bank Balances	61	97
Other Current Assets	50	42
Total Assets	1,738	899

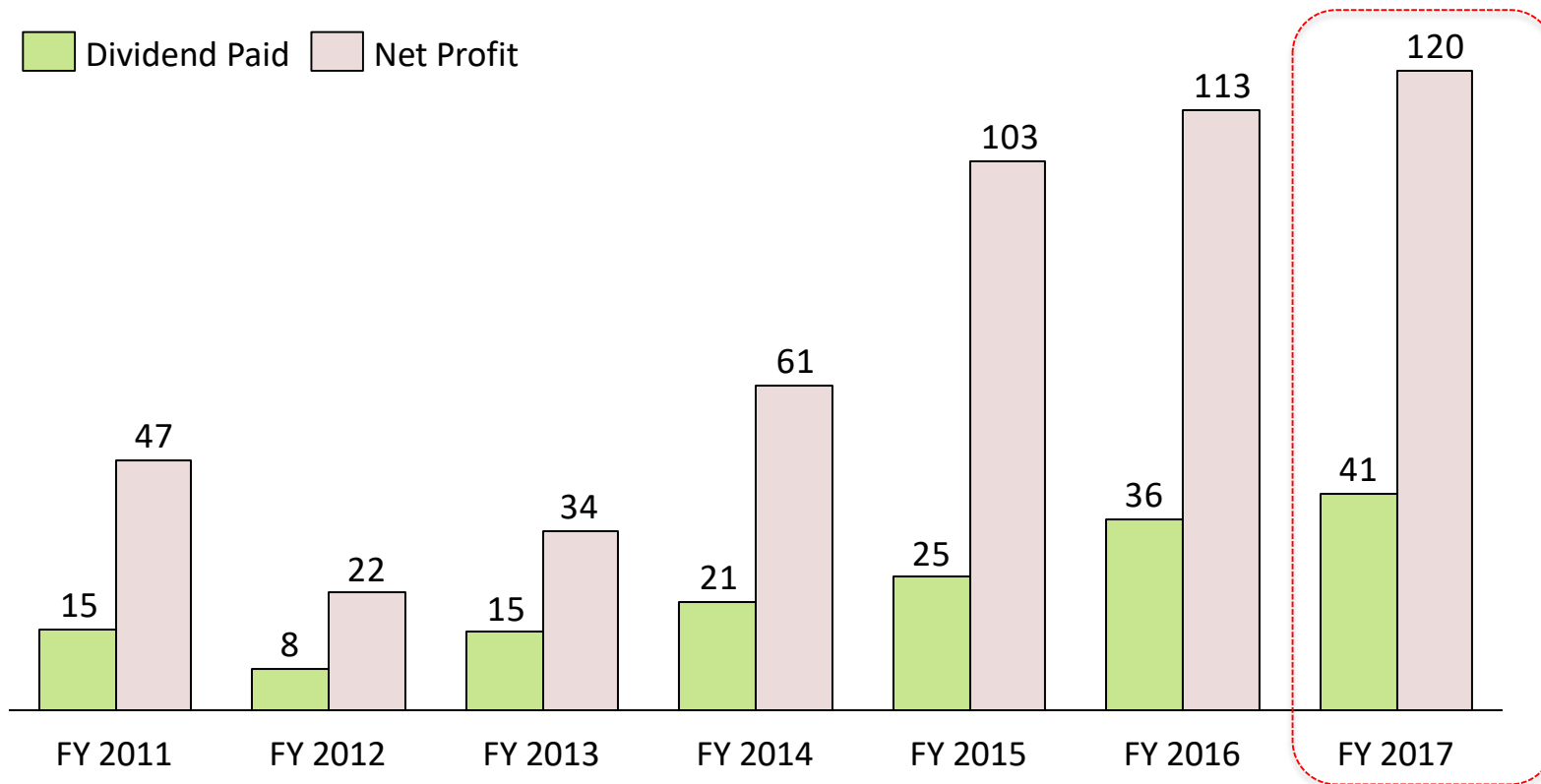
* Including Goodwill on Consolidation

Profit & Dividend Track Record



Rs. In Cr.

■ Dividend Paid ■ Net Profit



For further information, please contact:

Company :

Aegis Logistics Limited

CIN: L63090GJ1956PLC001032

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www.aegisindia.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Ms. Payal Dave / Mr. Jigar Kavaiya

payal.dave@sgapl.net / jigar.kavaiya@sgapl.net

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