

Aegis Logistics Limited

“Positioned for growth”

Investor Presentation

May 2019



AEGIS

T130

10000KL



Safe Harbour



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Aegis Logistics Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Business Highlights

Highest Ever
EBITDA & PBT

LPG DIVISION

NEW PROJECT

at Kandla Port

EXPANSION PROJECT

at Pipavav Port

LIQUID DIVISION

EXPANSION at

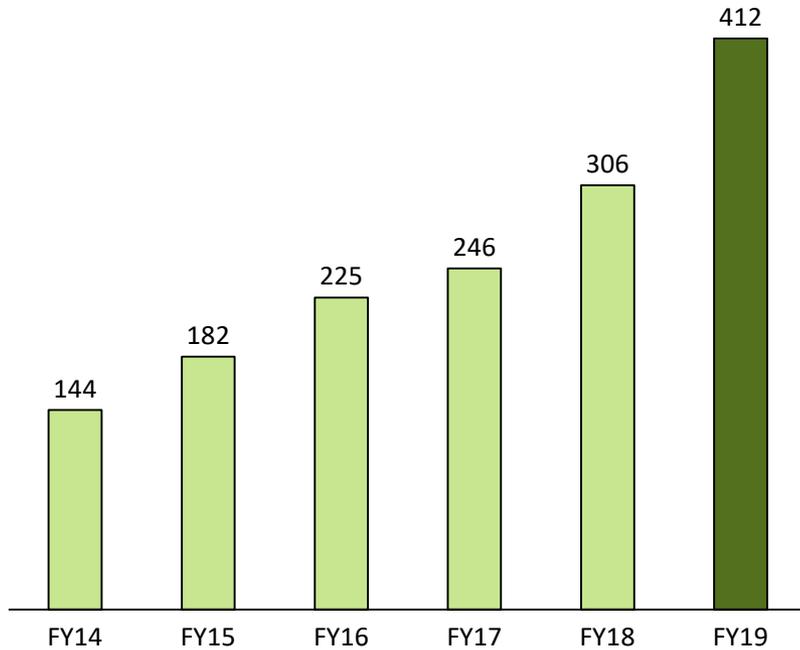
Kandla Port

Mangalore Port

Kochi Port

Highest Ever Annual Performance

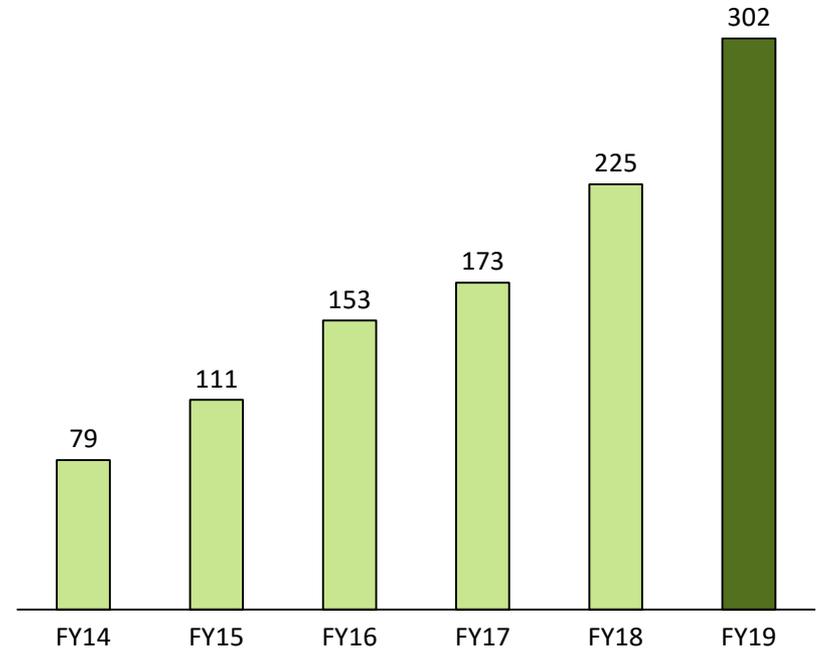
EBITDA



Highest Ever EBITDA

PBT

Rs. in Cr.



Highest Ever PBT

Kandla Port – New LPG Project

Gas Division

Static Capacity

- 45,000 MT – 2 Fully Refrigerated Tanks of 22,500 MT each

Throughput Capacity

- 4,000,000 MT at full utilization

Pipeline grid at Kandla Port

- JLPL Pipeline and proposed KGPL line

Project Completion Date

- H1 FY21

Project Cost

- Rs 350 crs

Financing Options

- Internal Accruals & Debt



Pipavav Port - Brownfield Capacity Expansion for LPG



✓ Static Capacity

- Existing: 18,300 MT
- Additional: 3,800 MT

✓ Railway Gantry for LPG

✓ Throughput Capacity at full utilization

- Existing: ~14,00,000 MT
- Additional: ~2,00,000 MT

✓ Project Cost

- Rs 75 crs

✓ Means of Finance

- Internal Accruals

✓ Project Completed

- FY21



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

through

existing and new customer relationships

Kandla Port – Expansion of Liquid Capacity

Liquid Division

Capacity

- 40,000 KL

Project Cost

- Rs 25 crs

Financing

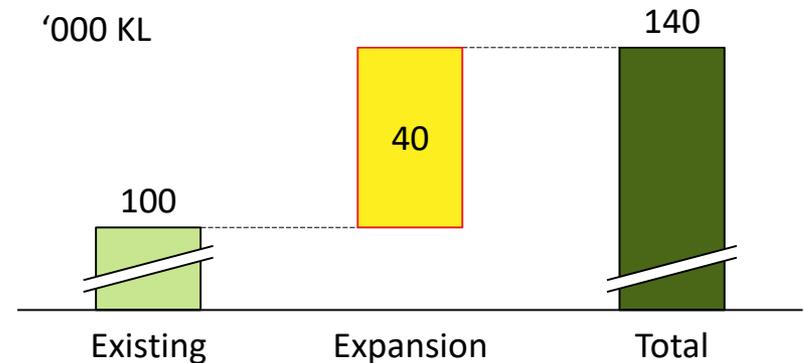
- Internal Accruals

Project Completion Date

- H2 FY20



Liquid Capacity at Kandla



Kochi Port – Expansion of Liquid Capacity

Liquid Division

Capacity

- 20,000 KL

Project Cost

- Rs 15 crs

Financing

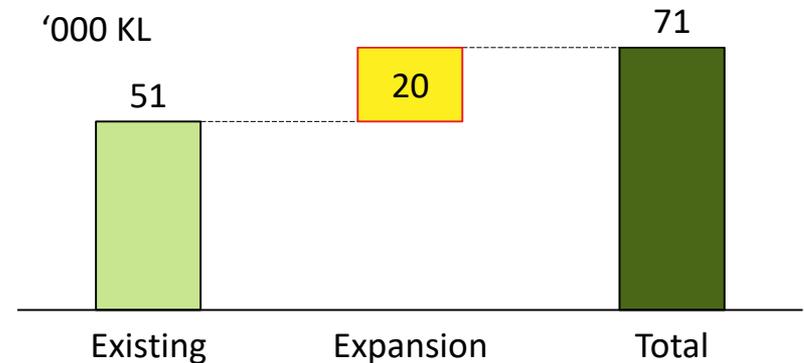
- Internal Accruals

Project Completion Date

- Q4 FY20



Liquid Capacity at Kochi



Mangalore Port – Expansion of Liquid Capacity

Liquid Division

Capacity

- 50,000 KL

Project Cost

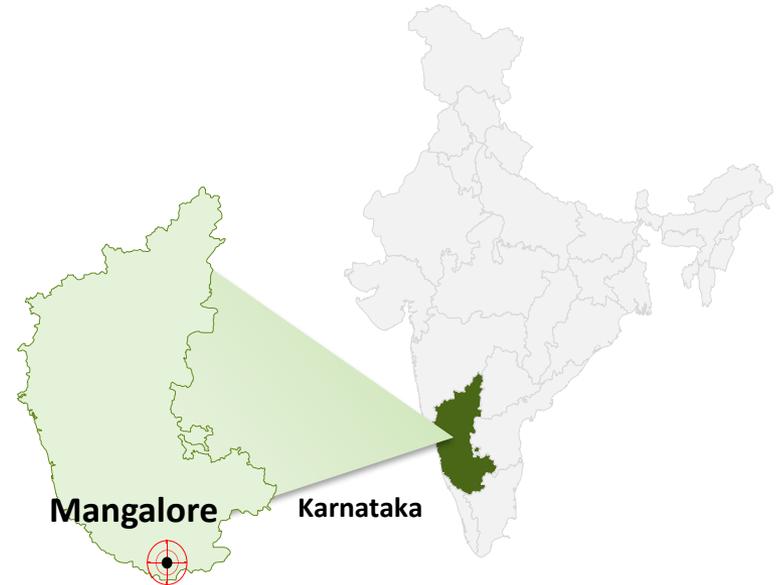
- Rs 35 crs

Financing

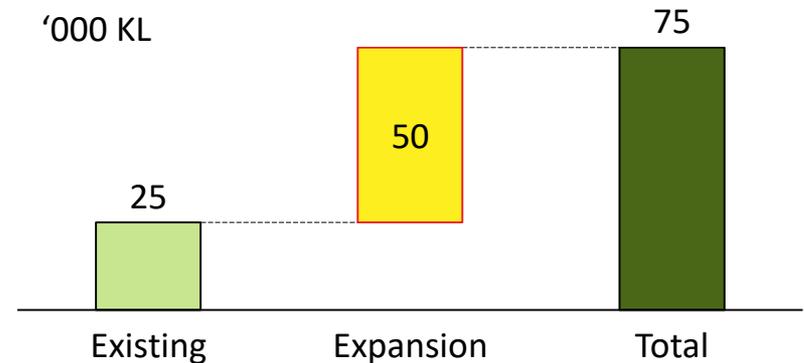
- Internal Accruals

Project Completion Date

- FY21



Liquid Capacity at Mangalore



Current Business Break-up

Liquid Division

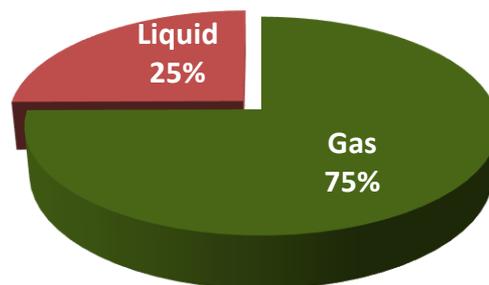
▪ Business

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

▪ Revenue Model

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

FY19 EBITDA
Rs. 412 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

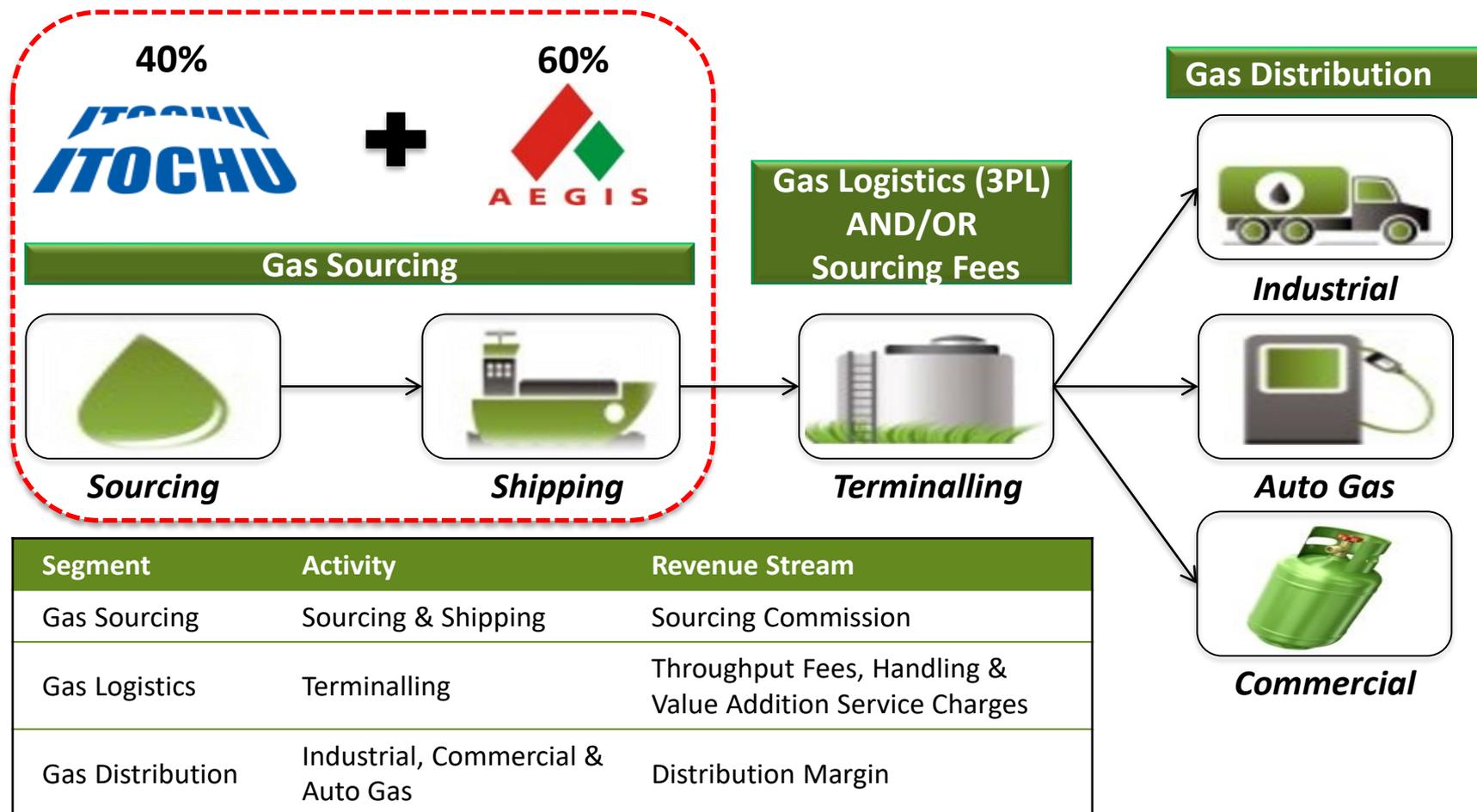
▪ Revenue Model

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



Gas Logistics

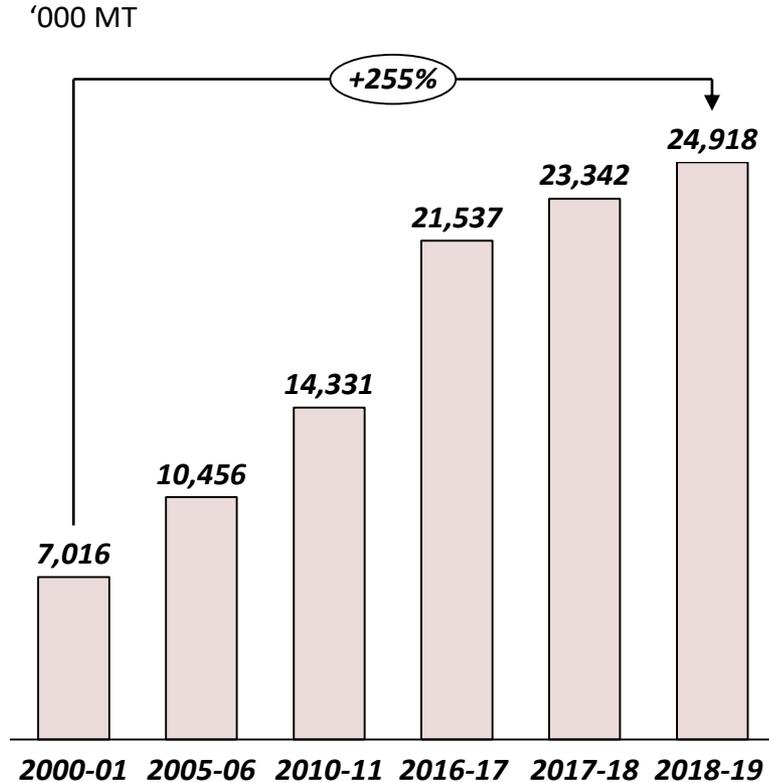
Gas Logistics - Capturing Complete Value Chain



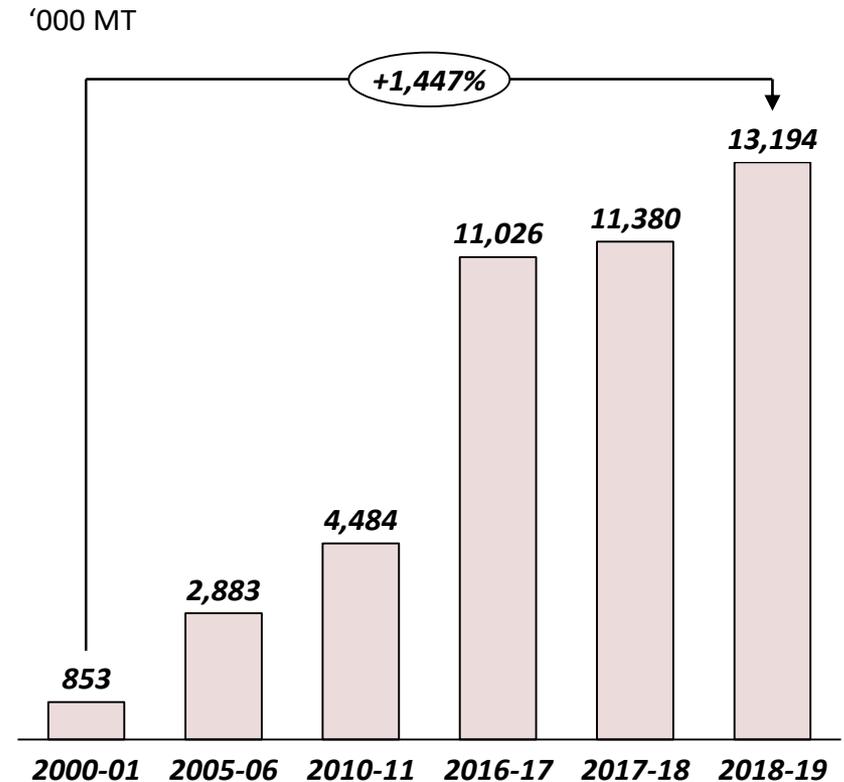
Creating 'Leading LPG Sourcing Player in India' through Vertical Integration Strategy

Demand Supply Gap exists for LPG in India...

Consumption of LPG in India

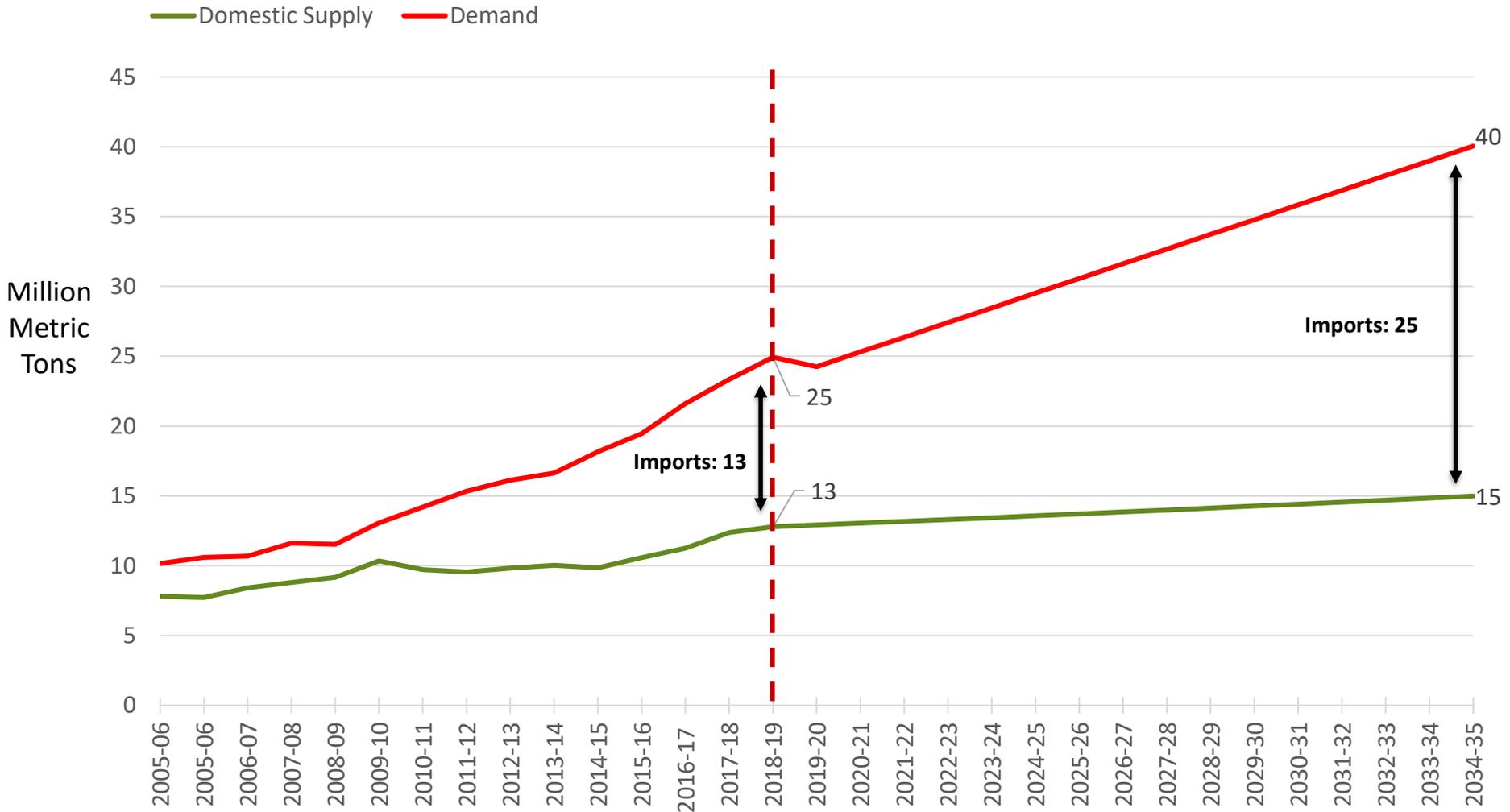


Imports of LPG in India



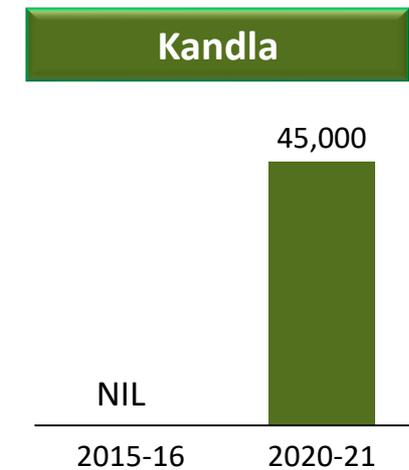
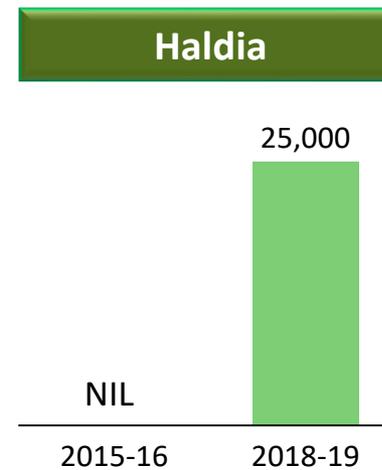
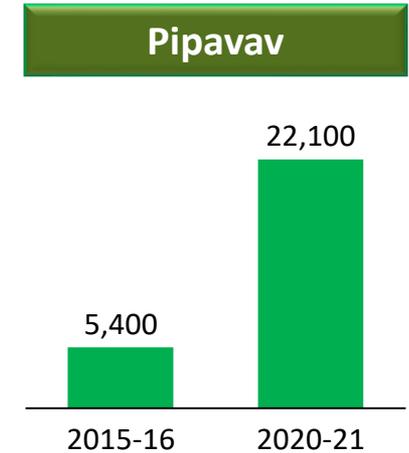
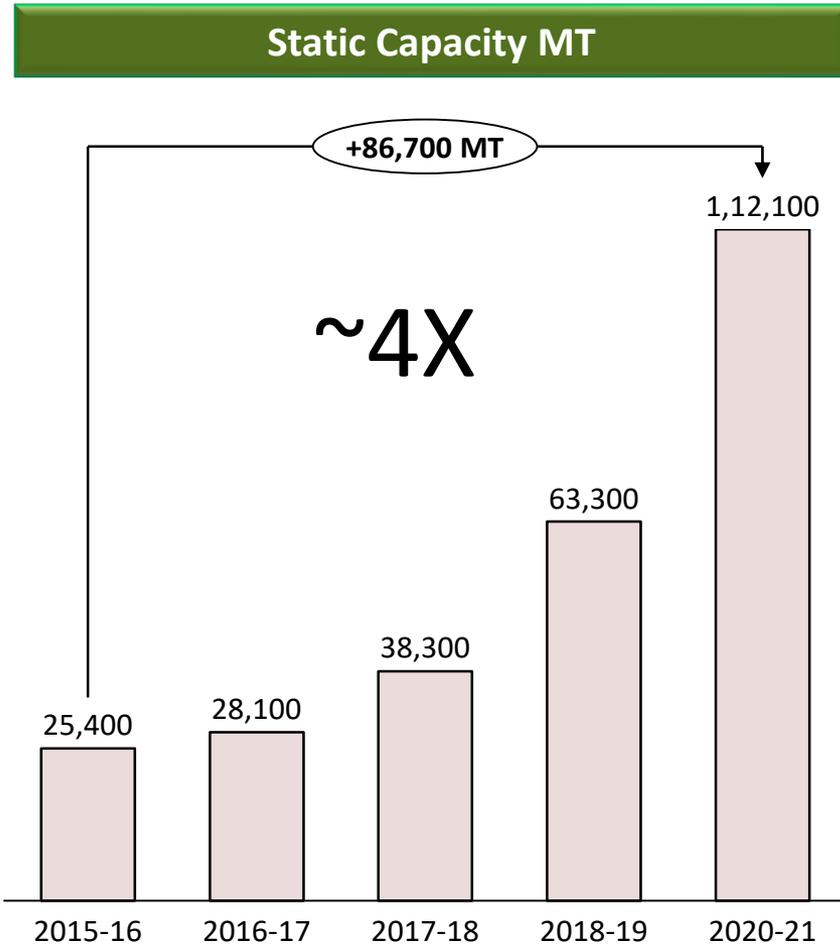
Incremental Demand in LPG met through Imports

...Increasing LPG imports will need Terminal Capacity



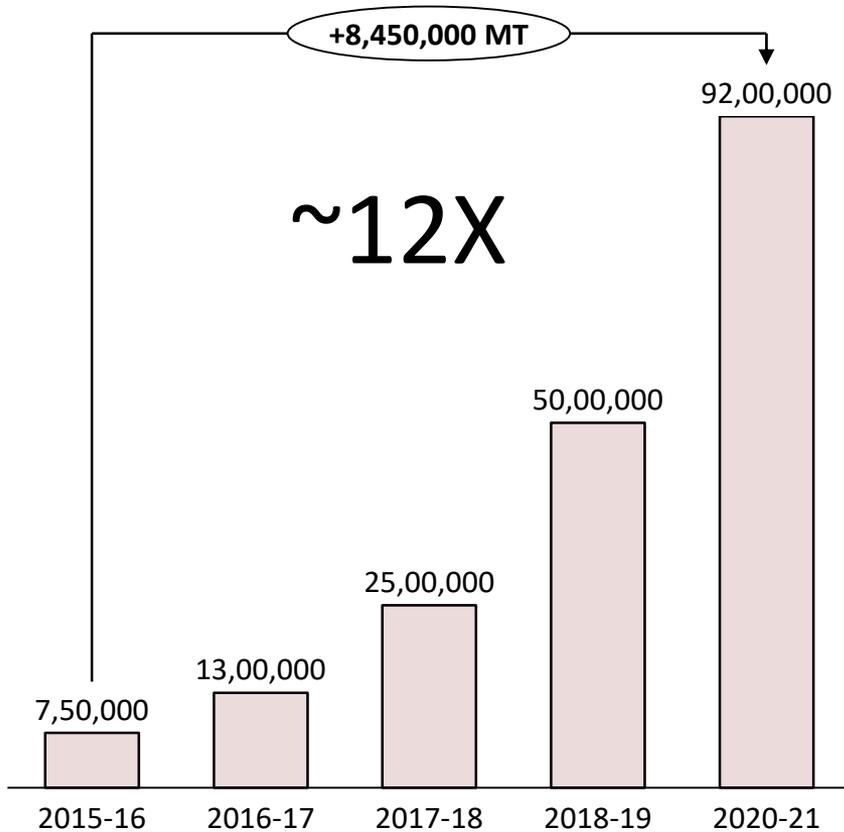
Source: PPAC/IOC and Management Estimates

LPG Static Capacity Post Expansion

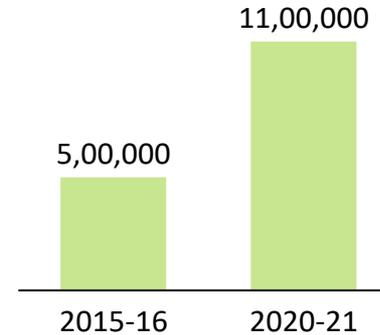


LPG Throughput Capacity Post Expansion

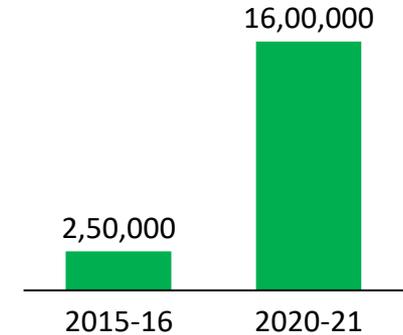
Throughput Capacity MT



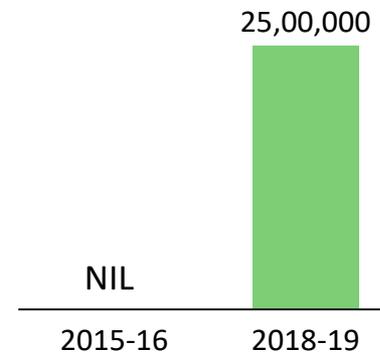
Mumbai



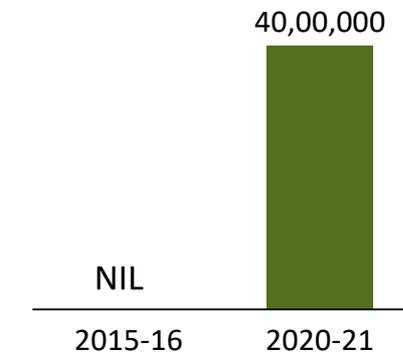
Pipavav



Haldia

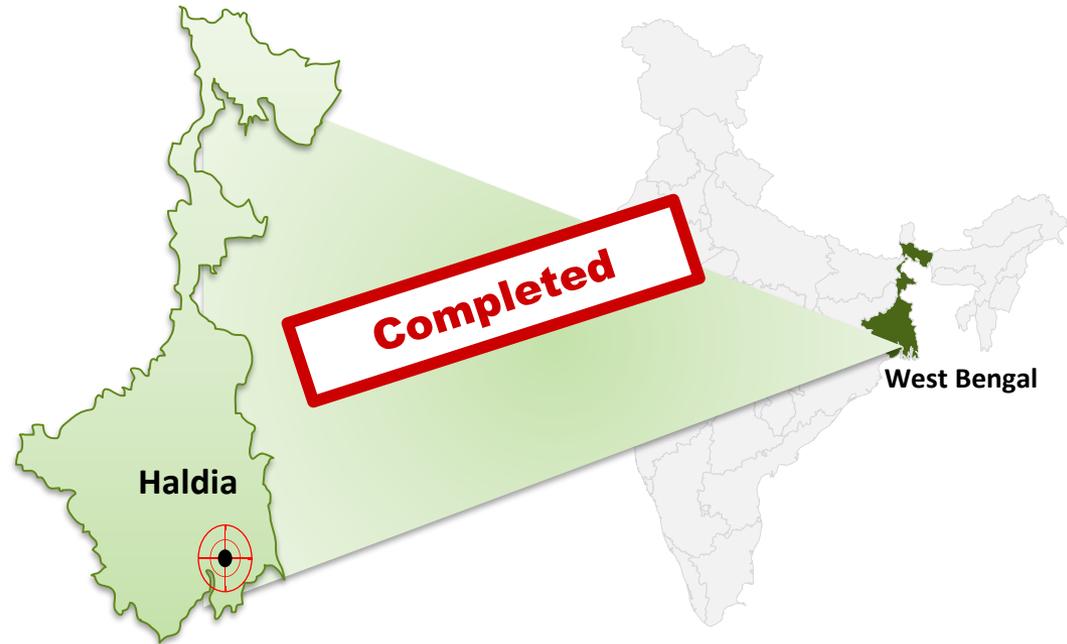


Kandla



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

Our Gas Distribution Network

B2C



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

B2B

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

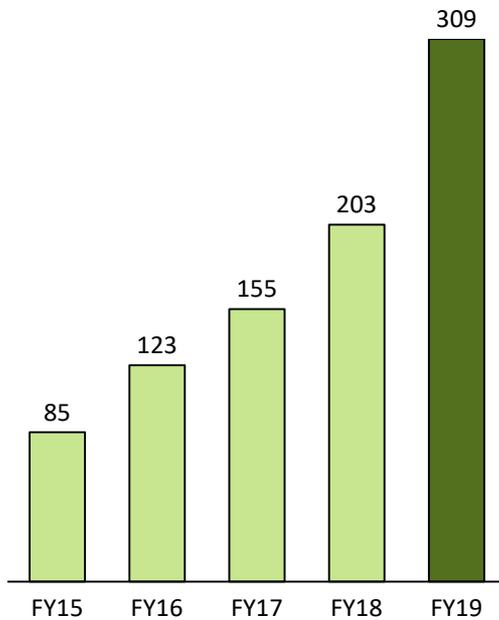


- **Commercial LPG:** Distribute Packed Cylinders for Commercial and Industrial users
- 135 Commercial Distributors spread across 52 Cities in 8 states

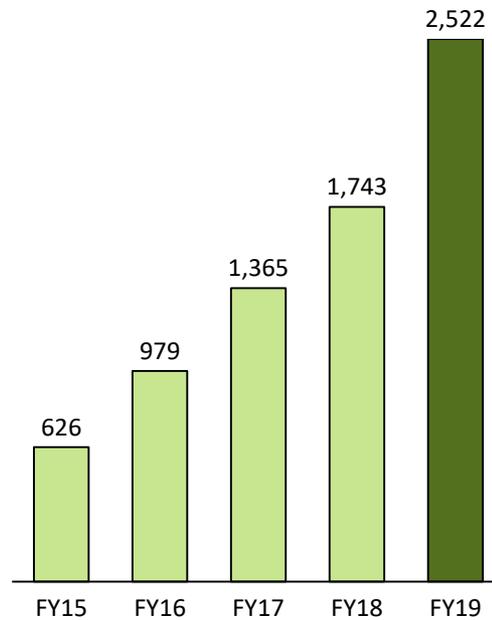
Gas Division: Highest Operating Performance

EBITDA (in Crs)

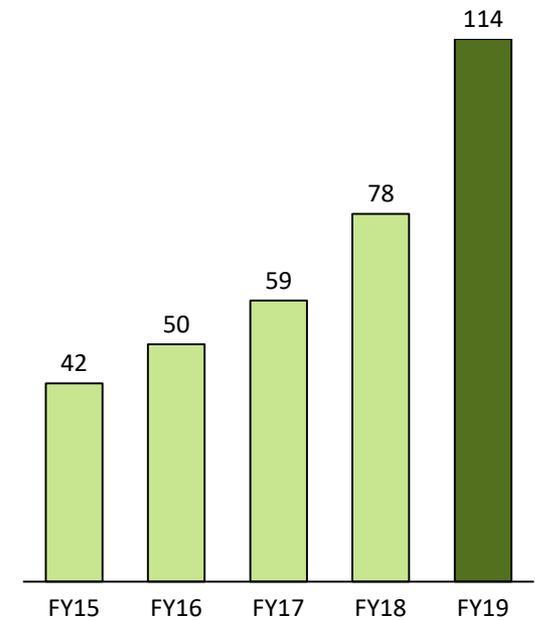
Rs. in Cr.



Logistics ('000 MT)



Distribution ('000 MT)



Outpaced FY18 Performance

Gas Division Performance EBITDA*

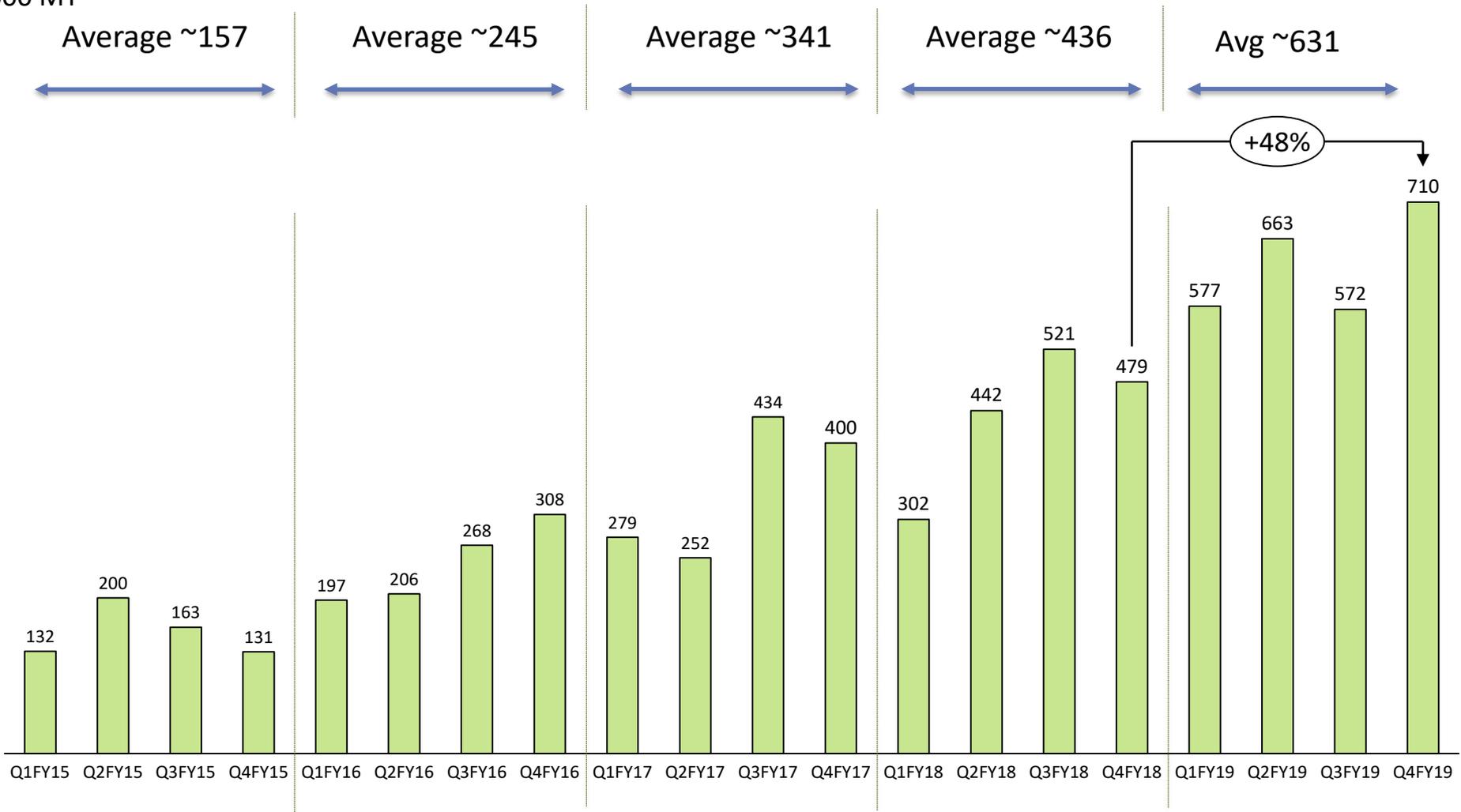


* Normalized EBITDA – Before Forex, Hedging Related Expenses

LPG Volume - Logistics

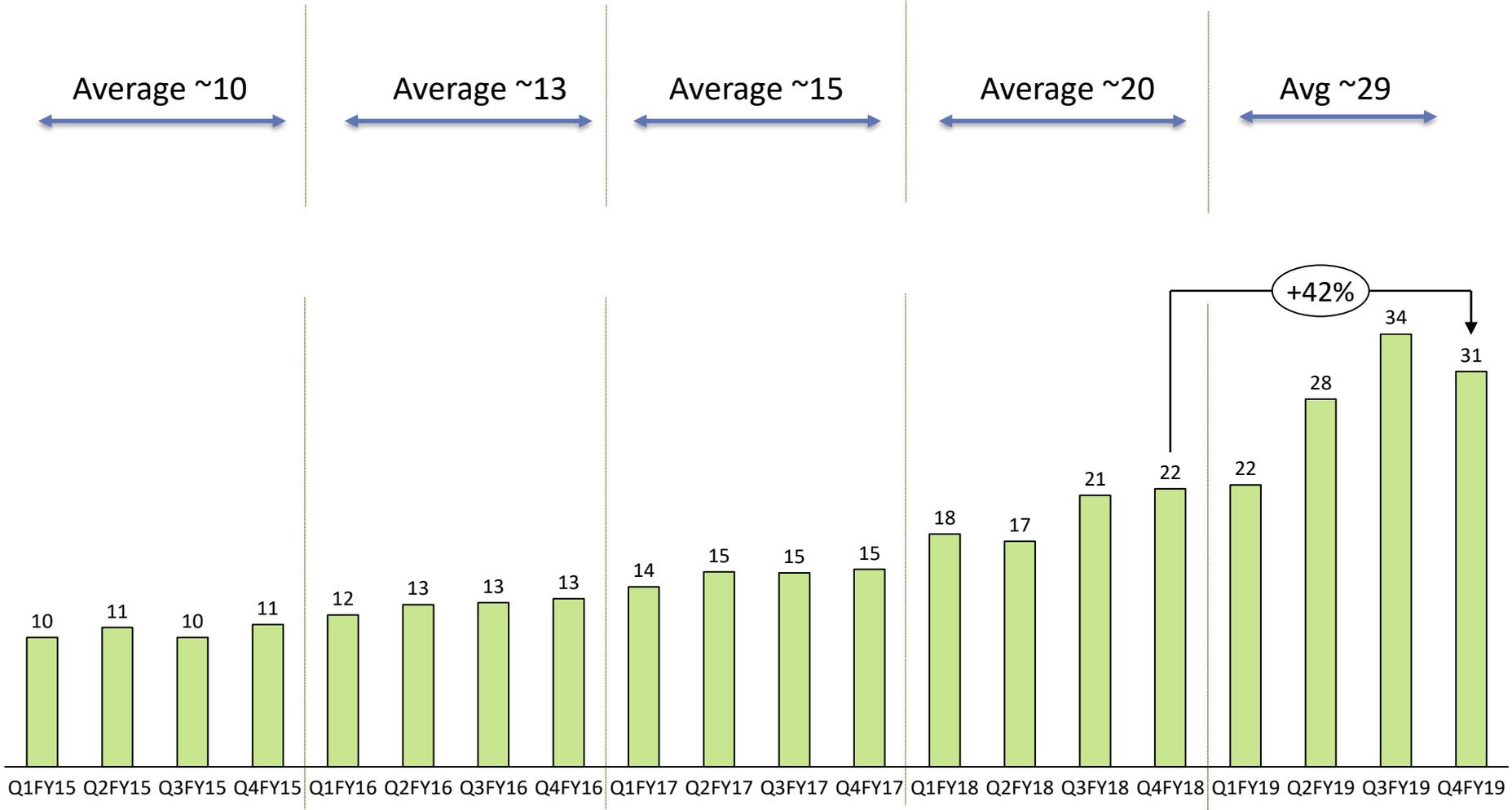


'000 MT



LPG Volume - Distribution

'000 MT





Liquid Logistics

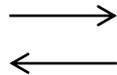
Liquid Logistics and EPC Services

Liquid Logistics (3PL)

O&M Services



Shipping



Logistics



O&M

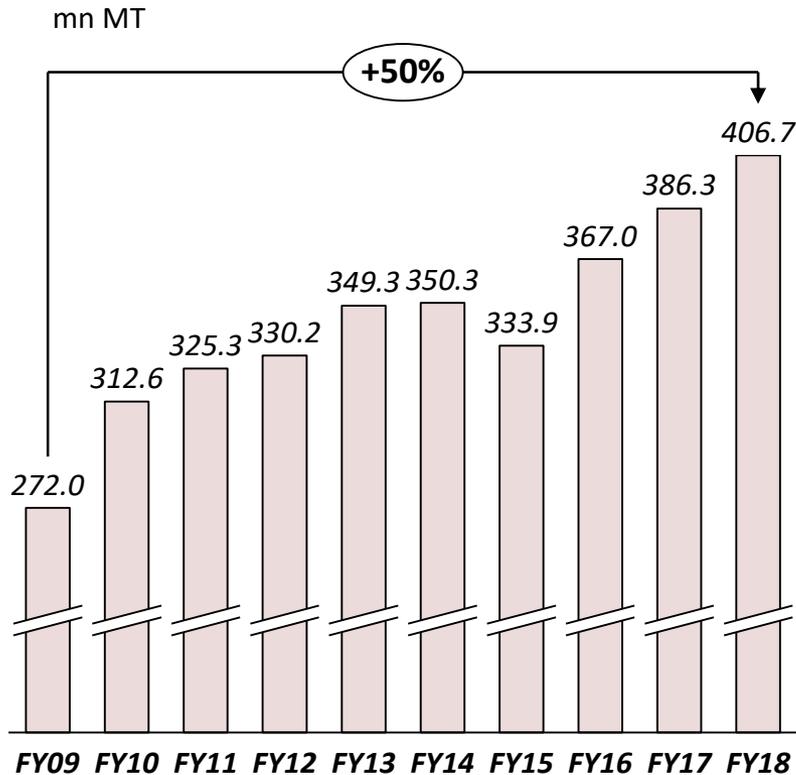


Facilities

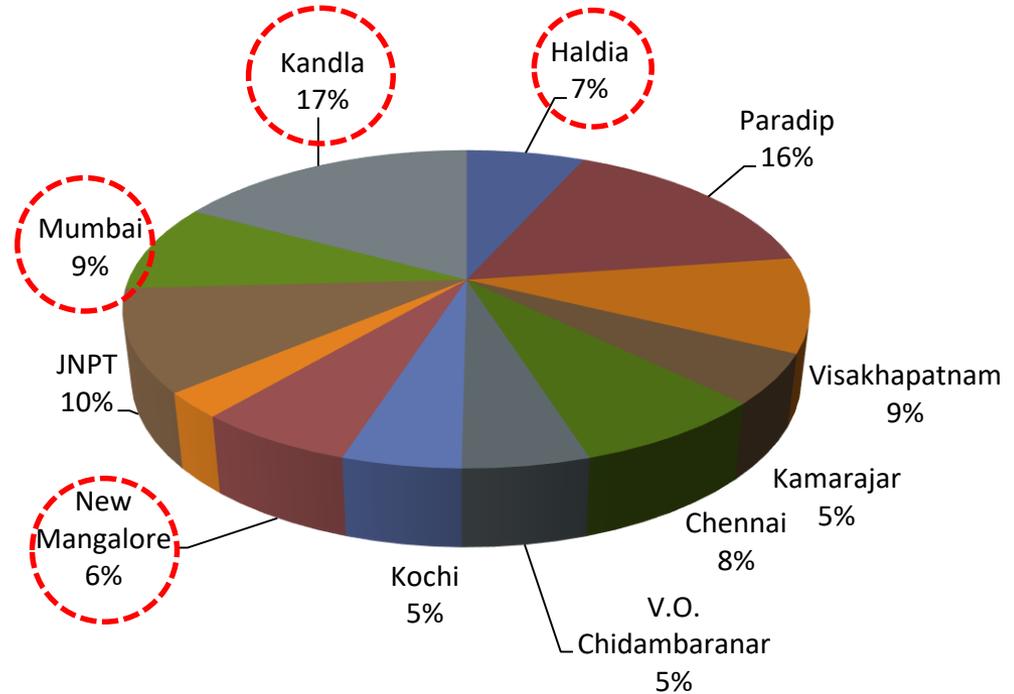
Segment	Activity	Revenue Stream
Liquid Logistics	Logistics	Throughput Fees, Handling & Value Addition Charges
O&M Services	Operations & Maintenance	O&M Fees

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 – Mar 19

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
- ✓ Expansion – 20,000 KL

03 Haldia

- ✓ Existing – 120,190 KL

04 Pipavav

- ✓ Existing – 120,120 KL

05 Kandla

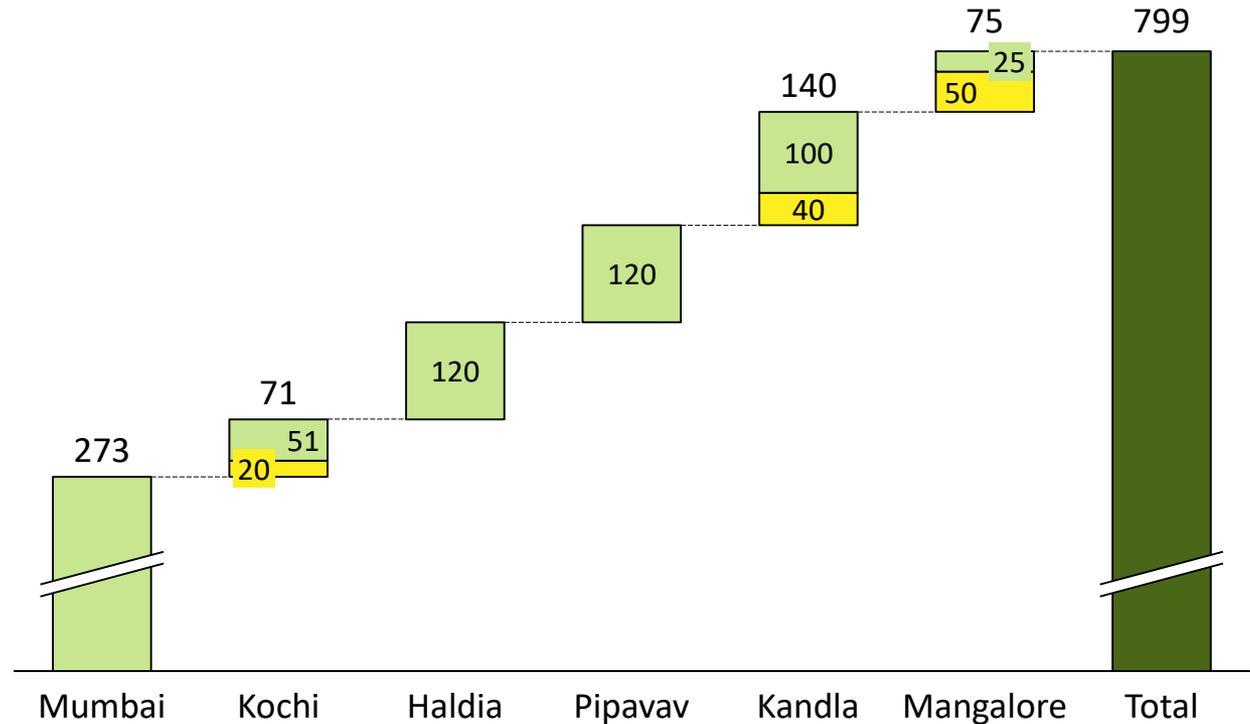
- ✓ Existing – 100,000 KL
- ✓ Expansion – 40,000 KL

06 Mangalore

- ✓ Existing – 25,000 KL
- ✓ Expansion – 50,000 KL

Built up of Capacities ('000s KL)

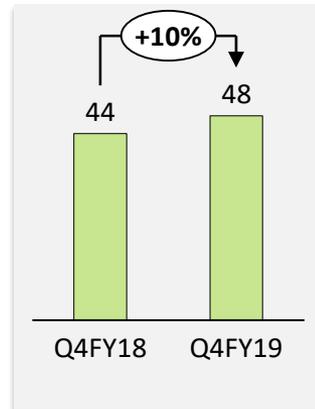
Existing Proposed



Total Capacity post expansion at Kandla: ~ 799,000 KL

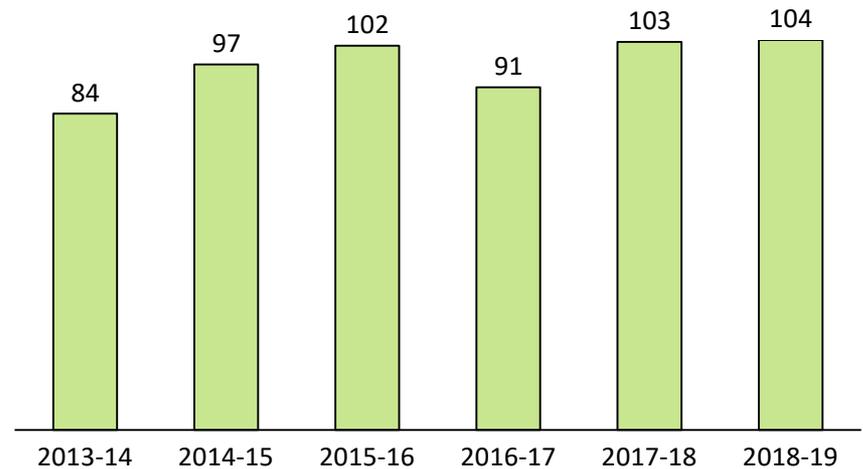
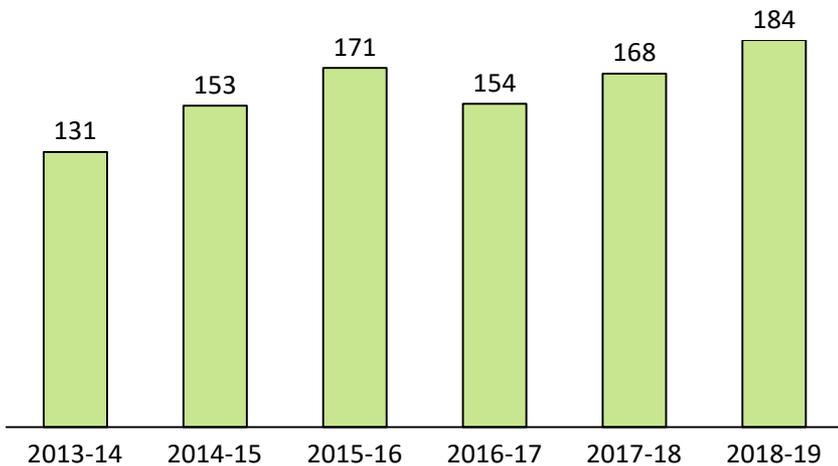
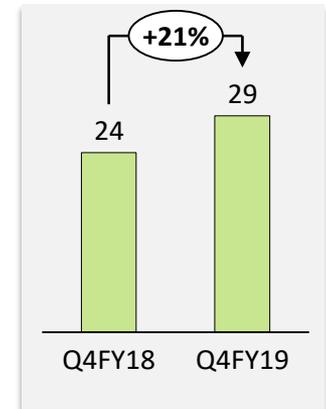
Liquid Division Performance

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

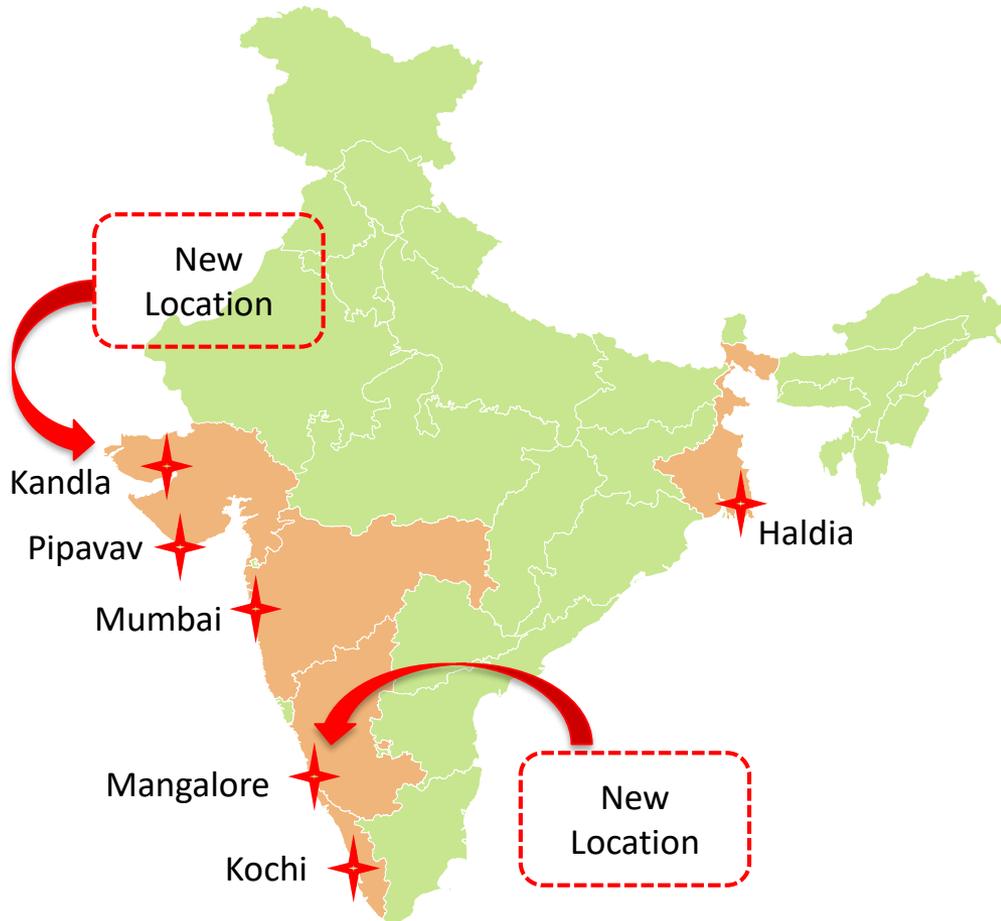
LPG

- Refrigerated Gas Terminal in Mumbai
- Pressurized Gas Terminal in Pipavav
- Pipeline connectivity to Petchem plant
- Network of 113 Autogas stations in 7 states
- Network of 135 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

Rs. In Cr.	Q4 FY19	Q4 FY18	Y-o-Y %	FY19	FY18	Y-o-Y %
Revenue	1,856	1,252	48%	5,619	4,791	17%
Cost of Sales	1,690	1,131		5,037	4,355	
Others	48	42		169	130	
Normalized EBITDA (Segment) *	118	80	48%	412	306	35%
Finance, Hedging & Forex related Expenses (Net)	4	3		19	17	
Depreciation	14	12		50	32	
Unallocated Expenses	13	6		41	32	
Profit Before Tax	87	59	48%	302	225	34%
Tax	16	2		50	11	
Profit after Tax	71	57	25%	252	214	18%

* Normalized EBITDA – Before Forex Hedging Related expenses

Consolidated Balance Sheet

Rs. In Cr.	Mar-19	Mar-18
Non Current Assets		
Property, Plant and Equipment	1,326	1,280
Capital Work in Progress	121	126
Other Intangible Assets	1	1
Goodwill	1	1
Financial Assets		
Other Investments	1	0
Others - Security Deposit	13	9
Current Tax Assets (Net)	22	15
Deferred Tax Assets (Net)	95	65
Other Non Current Asset	90	90
Sub-total Non Current Assets	1,670	1,587
Current Assets		
Inventories	34	26
Financial Assets		
Investments	10	0
Trade Receivables	229	347
Cash and Cash Equivalents	353	95
Bank Balance other than above	60	67
Other Financial Assets	7	10
Other Current Assets	65	82
Total Current Assets	758	627
TOTAL - ASSETS	2,428	2,214

Rs. In Cr.	Mar-19	Mar-18
Equity		
Equity Share Capital	33	33
Other Equity	1,358	1,174
Equity Attributable to owners	1,391	1,207
Non controlling Interest	75	70
Sub-total Equity	1,466	1,277
Liabilities		
Non Current Liabilities		
Financial Liability		
Borrowings	57	62
Other financial liabilities	20	13
Other non-current liabilities	1	2
Provisions	12	11
Total Non Current Liabilities	90	88
Current Liabilities		
Financial Liability		
Borrowings	130	220
Trade Payables	485	379
Other financial liabilities	125	142
Provisions	3	3
Current Tax Liabilities (Net)	19	7
Deferred Tax Assets (Net)	83	70
Other current Liabilities	27	27
Total Current Liabilities	872	849
TOTAL EQUITIES AND LIABILITIES	2,428	2,214

Profit & Dividend Track Record

Dividend Payout

32%

35%

44%

34%

24%

32%

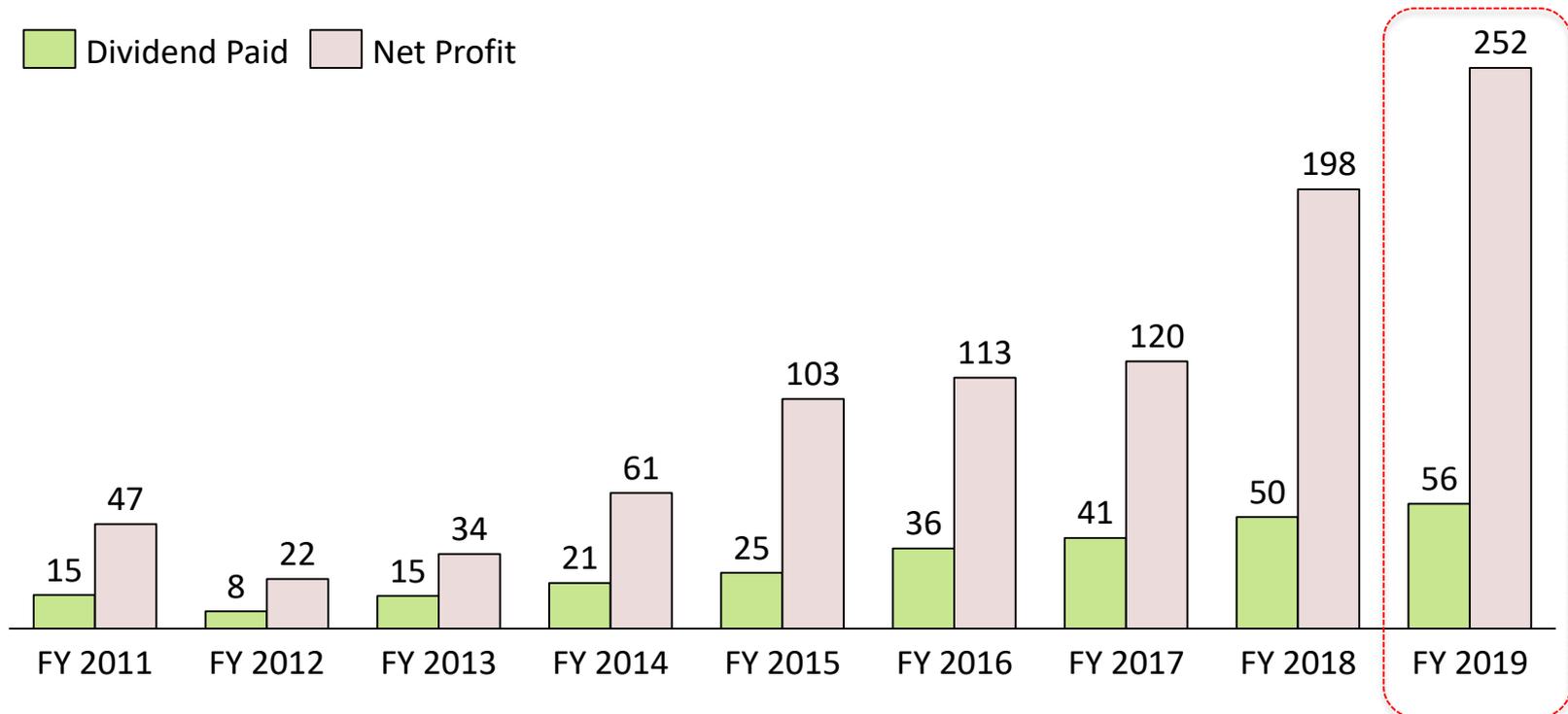
34%

25%

22%

Rs. In Cr.

Dividend Paid Net Profit



Board of Directors recommended Final Dividend of 90% (i.e. Rs. 0.90 per share) of Face Value of Re. 1 each

Total Dividend for FY19 is 140% (i.e. Re. 1.40 per share) of Face Value of Re. 1 each

For further information, please contact:

Company :

Aegis Logistics Limited

CIN: L63090GJ1956PLC001032

Mr. Murad Moledina, CFO

murad@aegisindia.com

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

www.sgapl.net