

# Aegis Logistics Limited

“Positioned for growth”

## Investor Presentation

November 2018



AEGIS

T130

10000KL



# Safe Harbour

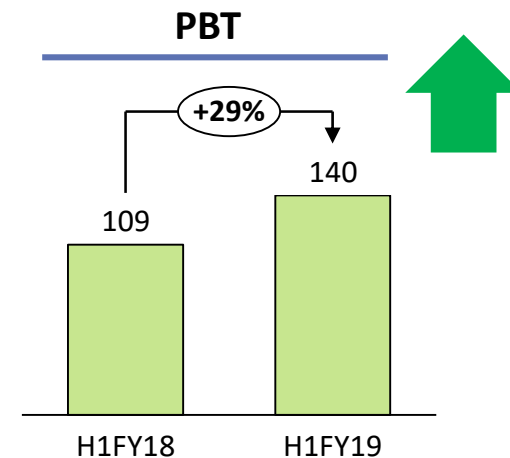
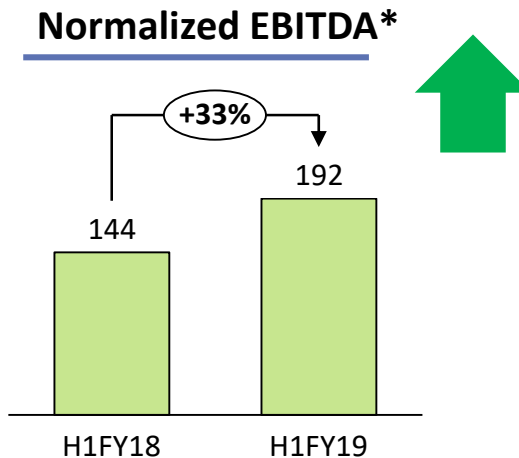
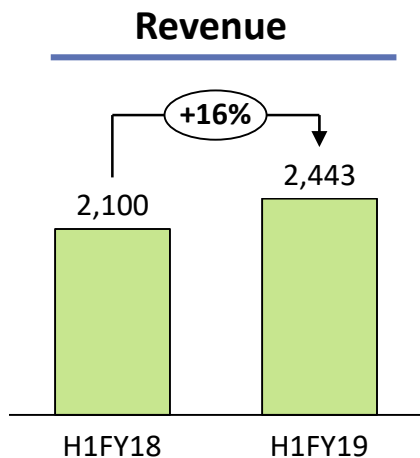


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# Record Half Yearly Performance



## 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

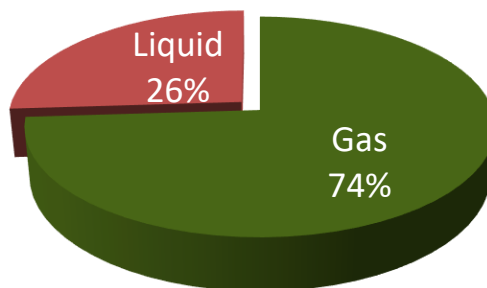
### Business

- 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

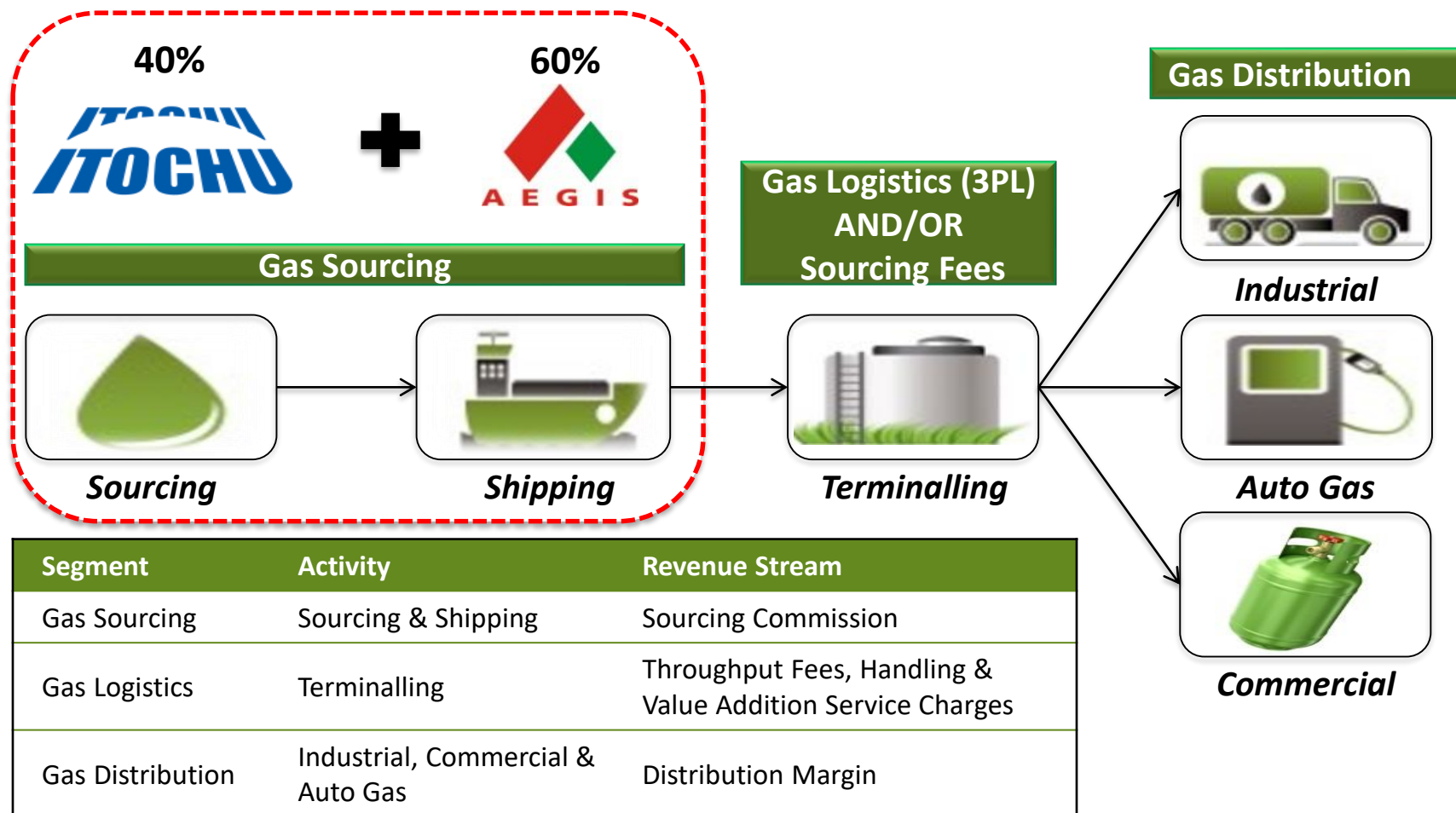
### Revenue Model

- 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

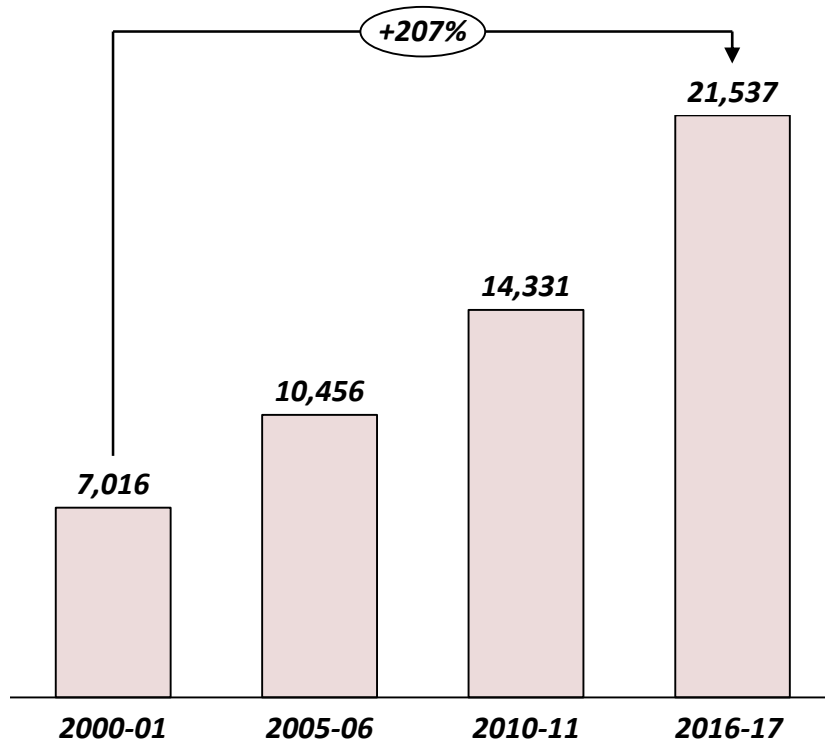


Creating 'Leading LPG Sourcing Player in India' through Vertical Integration Strategy

# Demand Supply Gap exists for LPG in India...

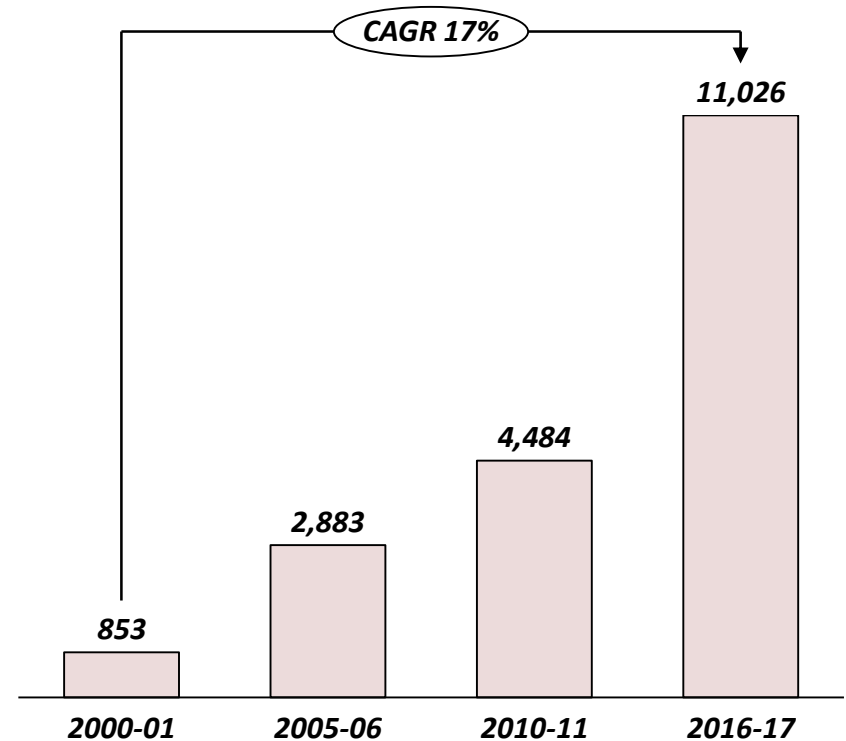
## Consumption of LPG in India

'000 MT



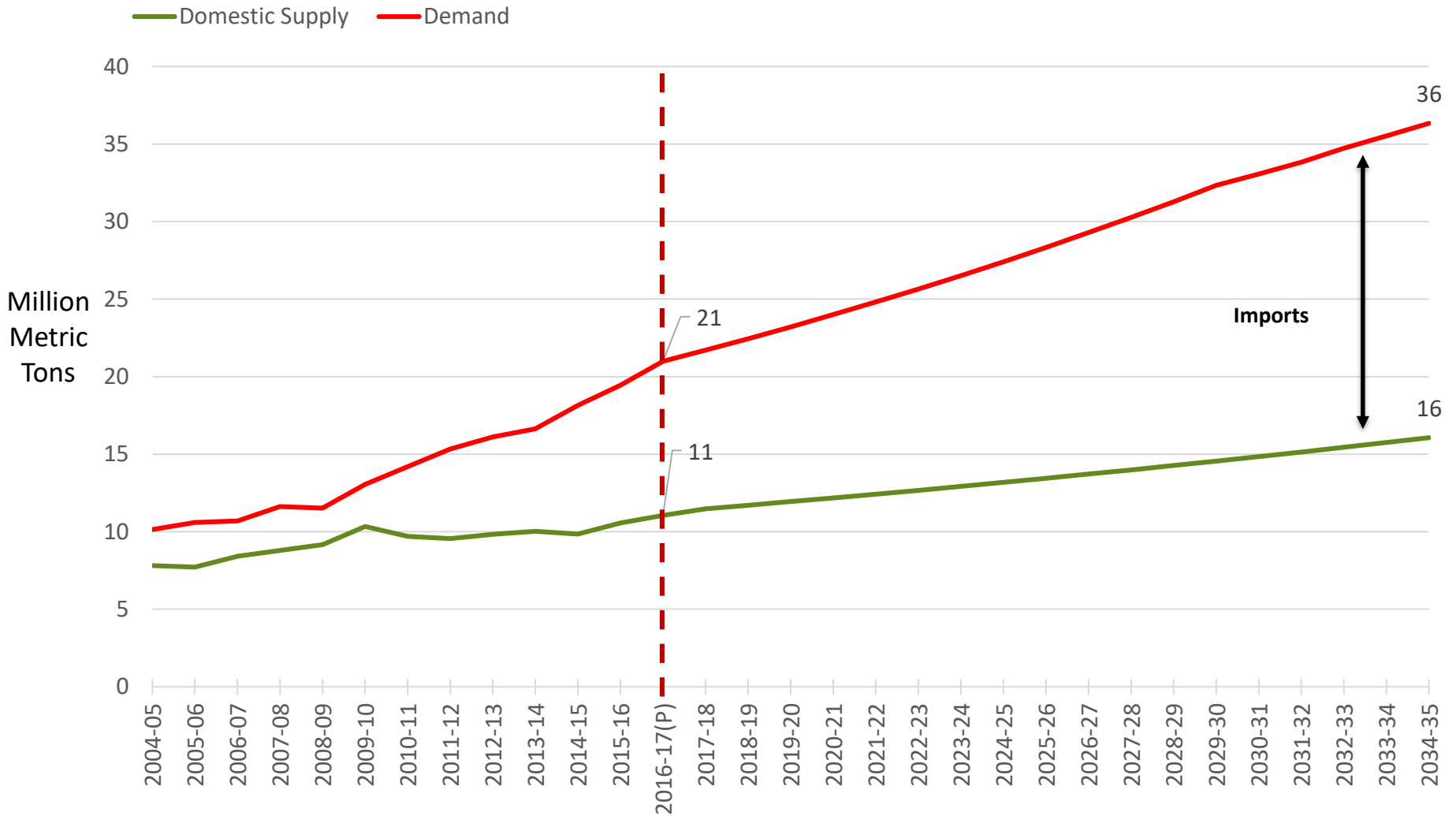
## Imports of LPG in India

'000 MT



Incremental Demand in LPG met through Imports

# ...Increasing LPG imports will need Terminal Capacity



Source: PPAC/IOC and Management Estimates

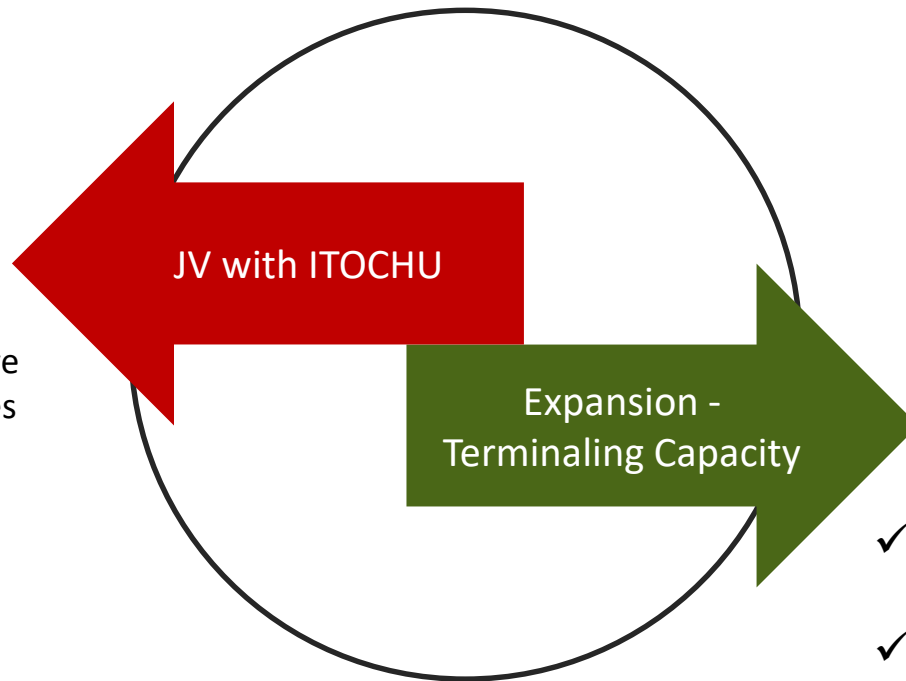


# To Capitalize on this Opportunity

## *Leading LPG Logistics Player in India*



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



- ✓ 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***

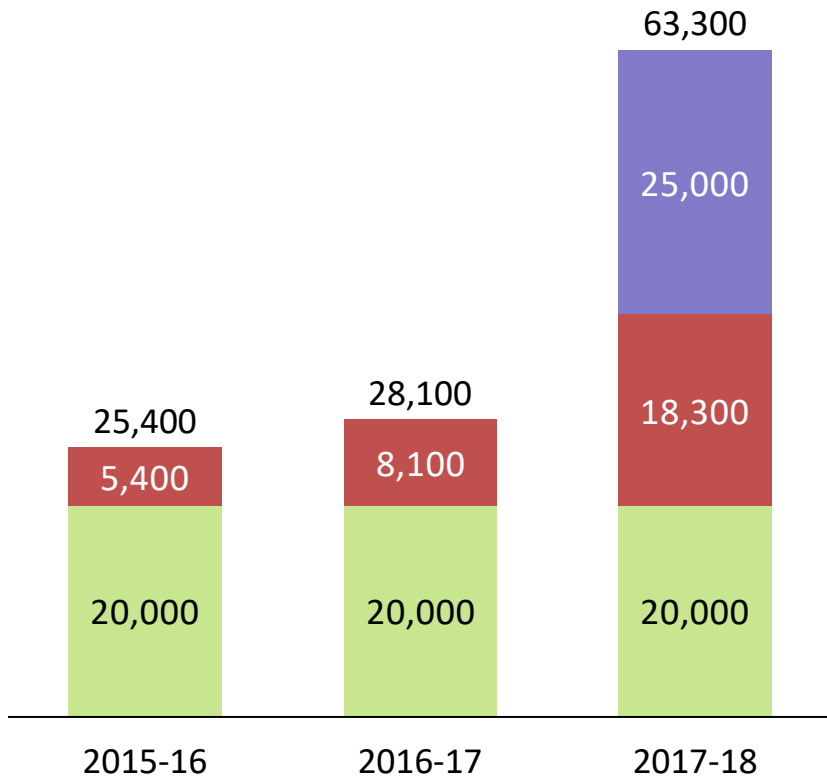
*Aegis Logistics Limited sold 40% of its equity ownership in its wholly owned subsidiary, Aegis Group International Pte. Ltd. Singapore, to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a wholly owned subsidiary of ITOCHU Corporation for a total consideration of \$ 5.85 million*



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

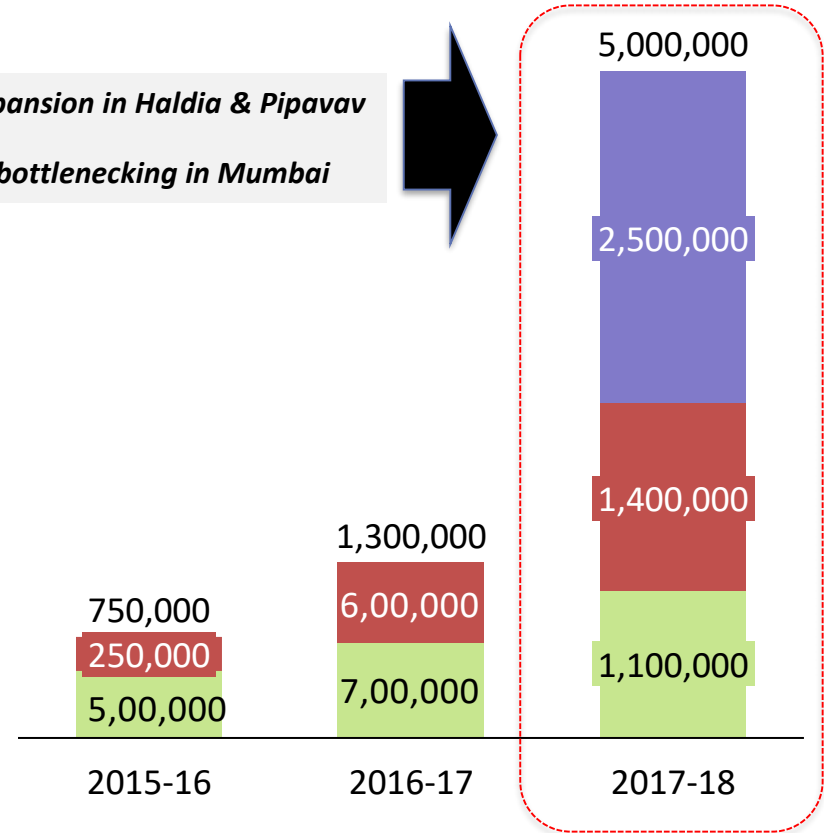
# LPG Capacity Post Expansion

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

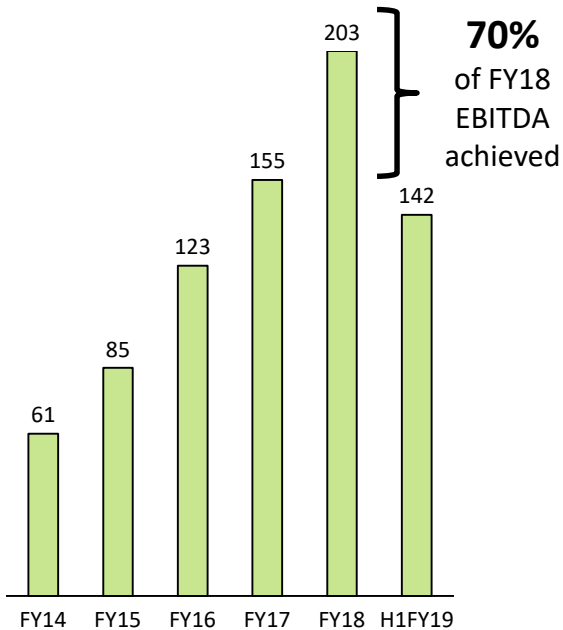
- **Bulk Industrial Distribution:** Distribute LPG through road tankers to Auto, Steel, Ceramic Industries etc



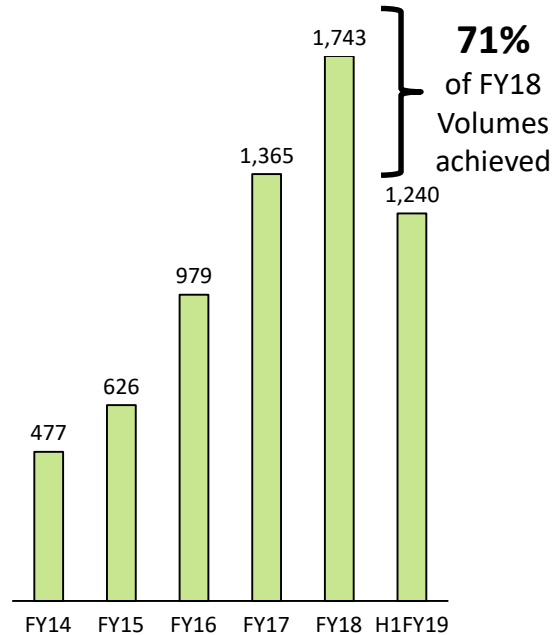
- **Commercial LPG:** Distribute Packed Cylinders for Commercial and Industrial users
- 112 Commercial Distributors spread across 45 Cities in 8 states

# Gas Division: Highest Operating Performance

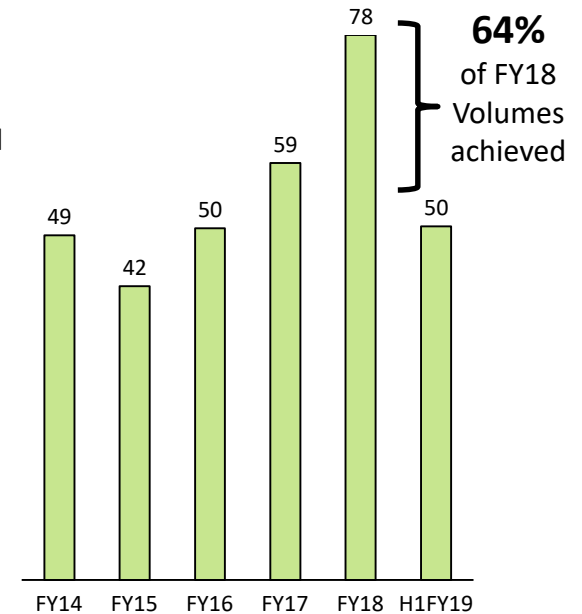
### EBITDA (in Crs)



### Logistics ('000 MT)

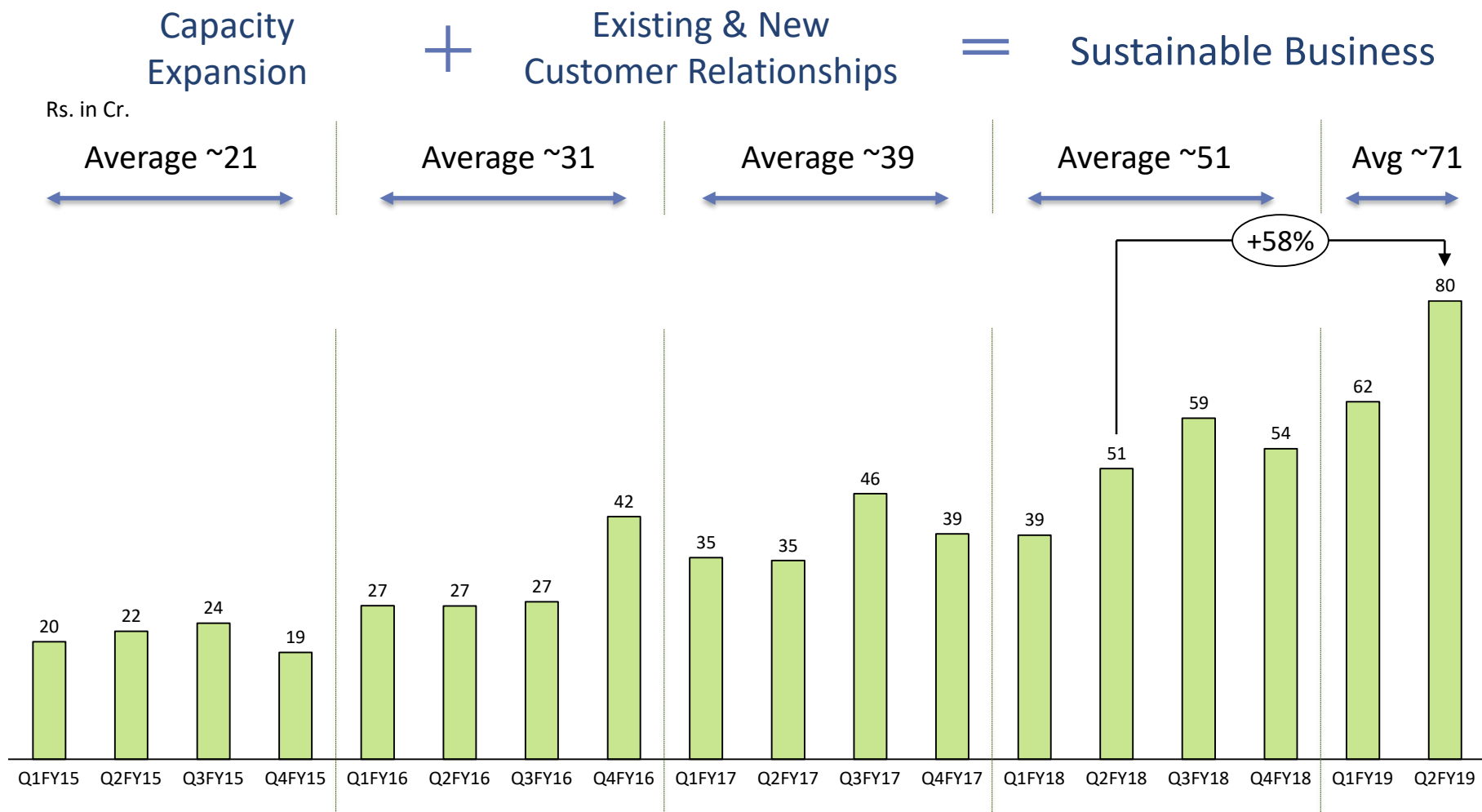


### Distribution ('000 MT)





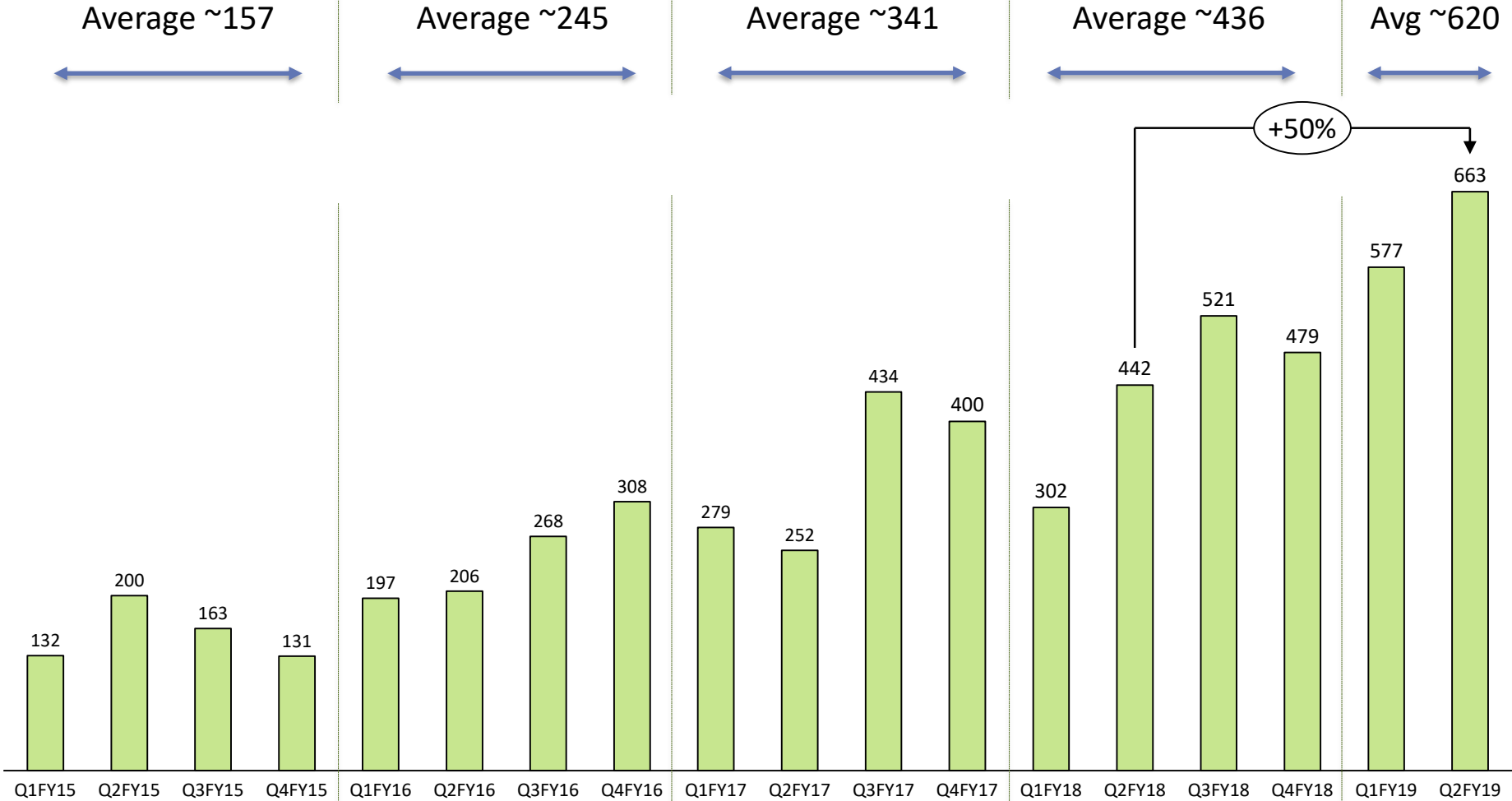
# Gas Division Performance EBITDA\*



\* Normalized EBITDA – Before Forex, Hedging Related Expenses

# LPG Volume - Logistics

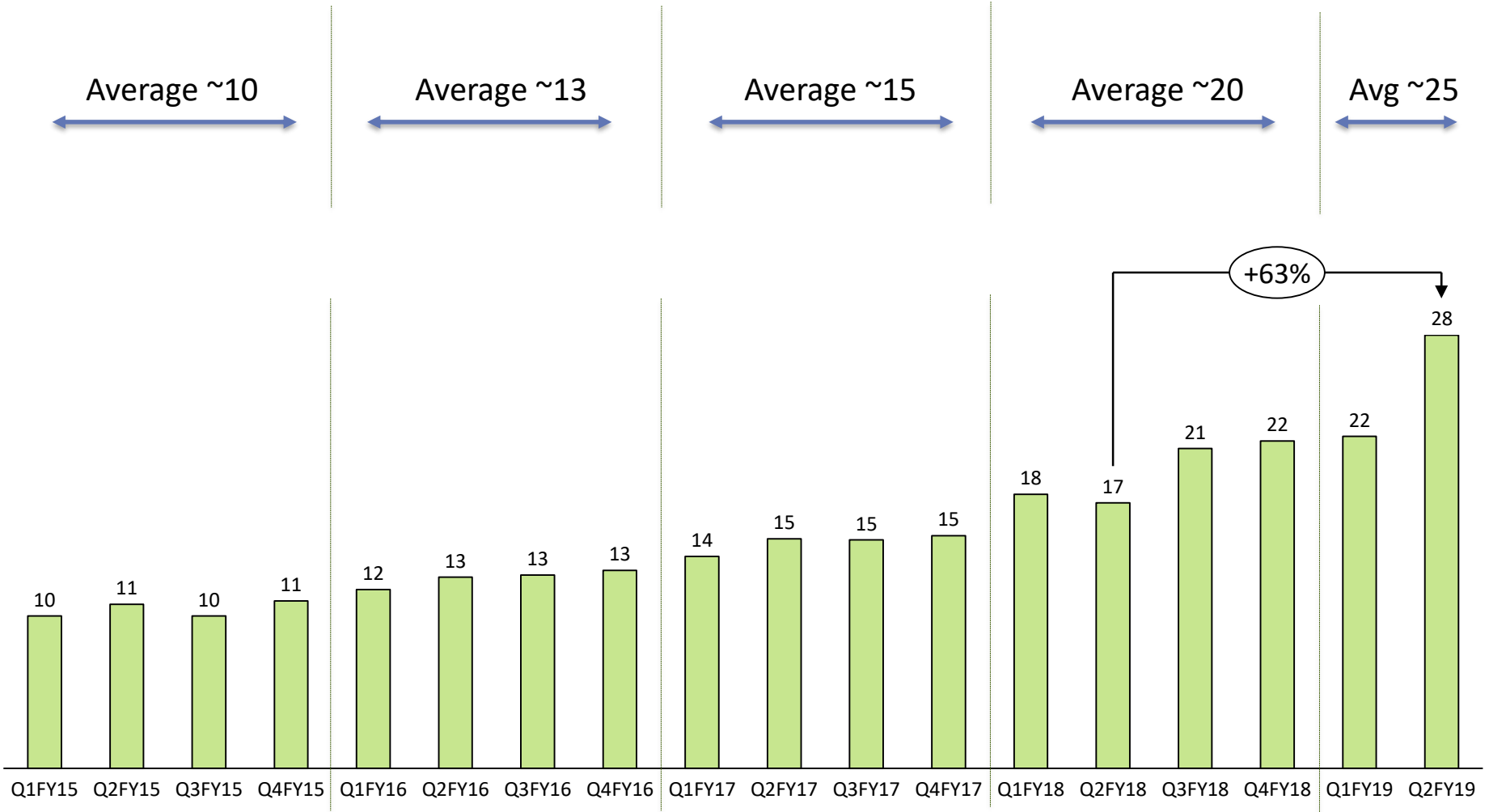
'000 MT



# LPG Volume - Distribution



'000 MT





## Liquid Logistics

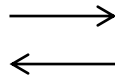
# Liquid Logistics and EPC Services

## Liquid Logistics (3PL)

## O&M Services



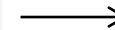
*Shipping*



*Logistics*



*O&M*

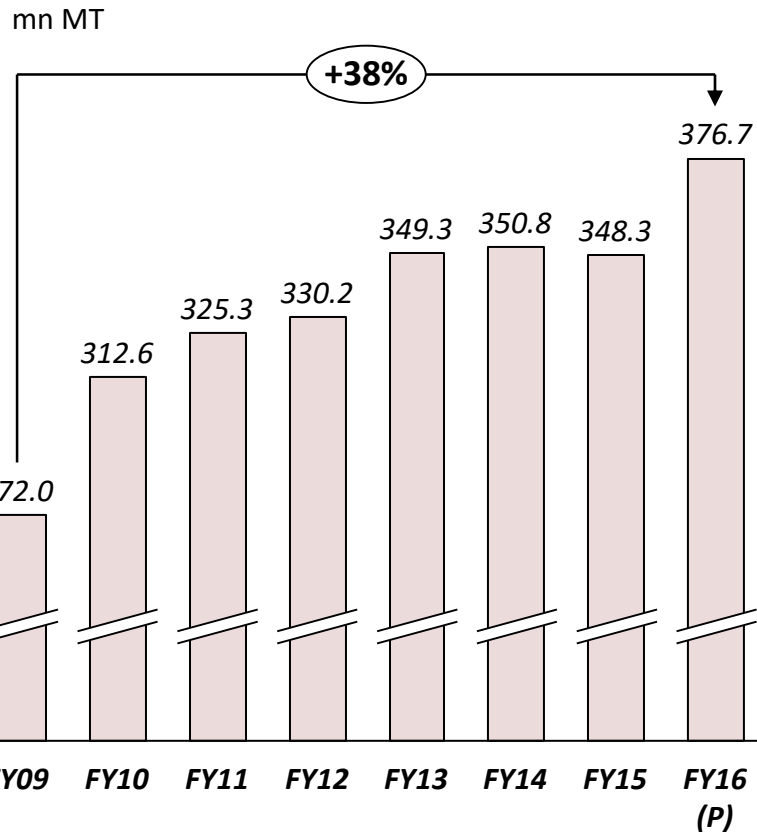


*Facilities*

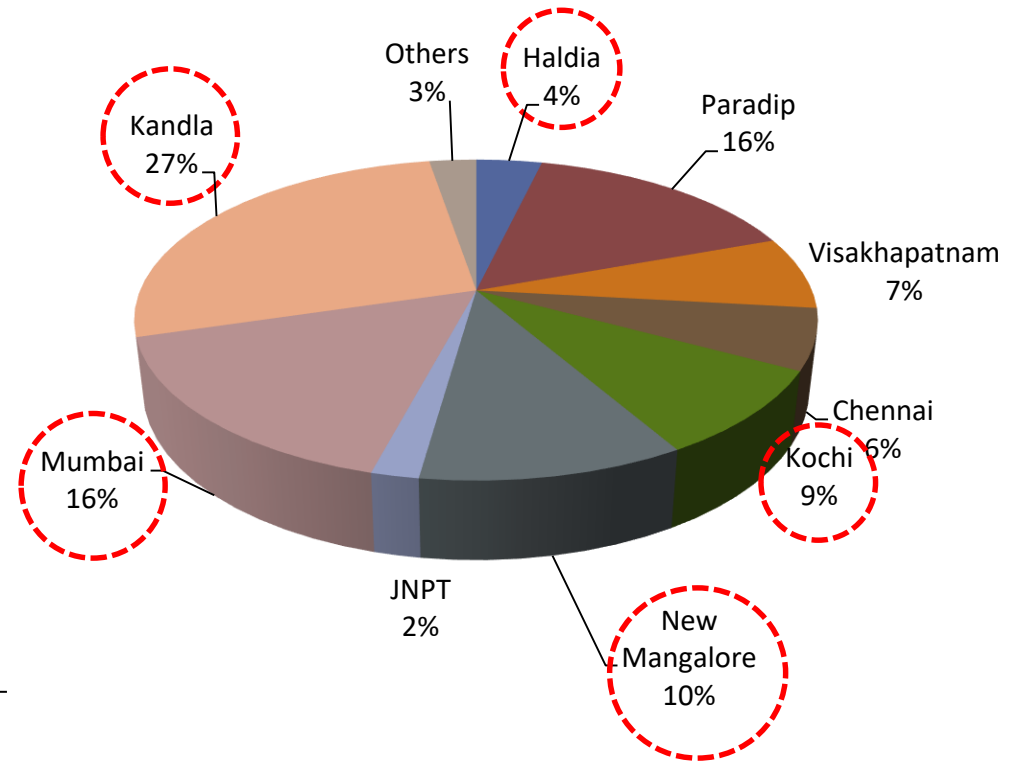
Segment	Activity	Revenue Stream
Liquid Logistics	Logistics	Throughput Fees, Handling & Value Addition Charges
O&M Services	Operations & Maintenance	O&M Fees

# 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**

# 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

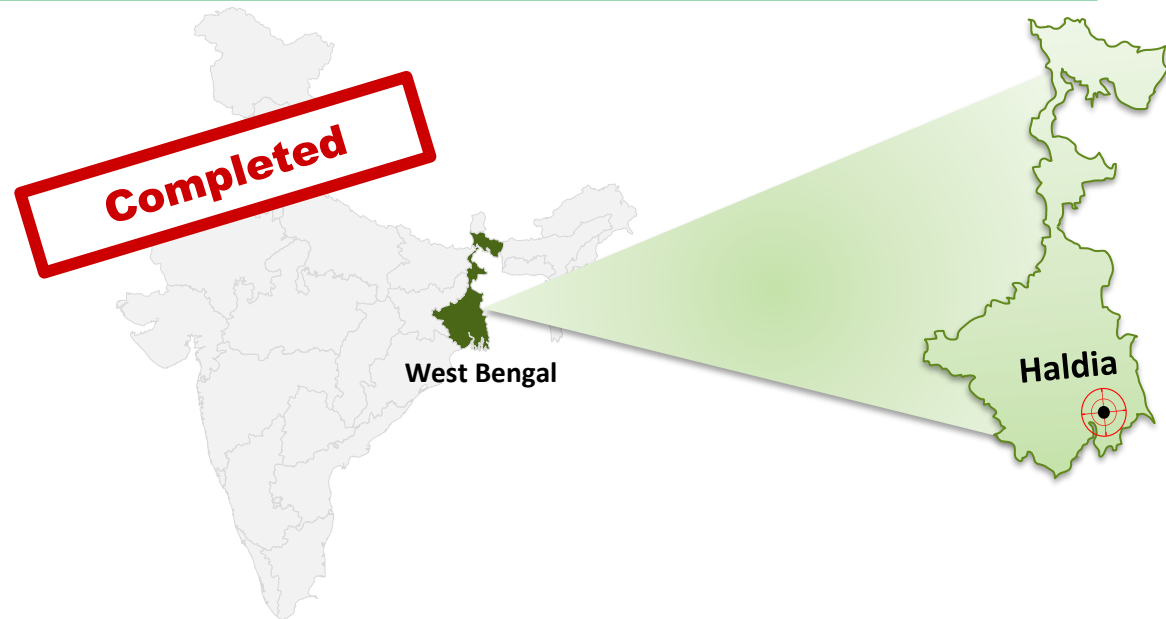
- Internal Accruals

### ✓ 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

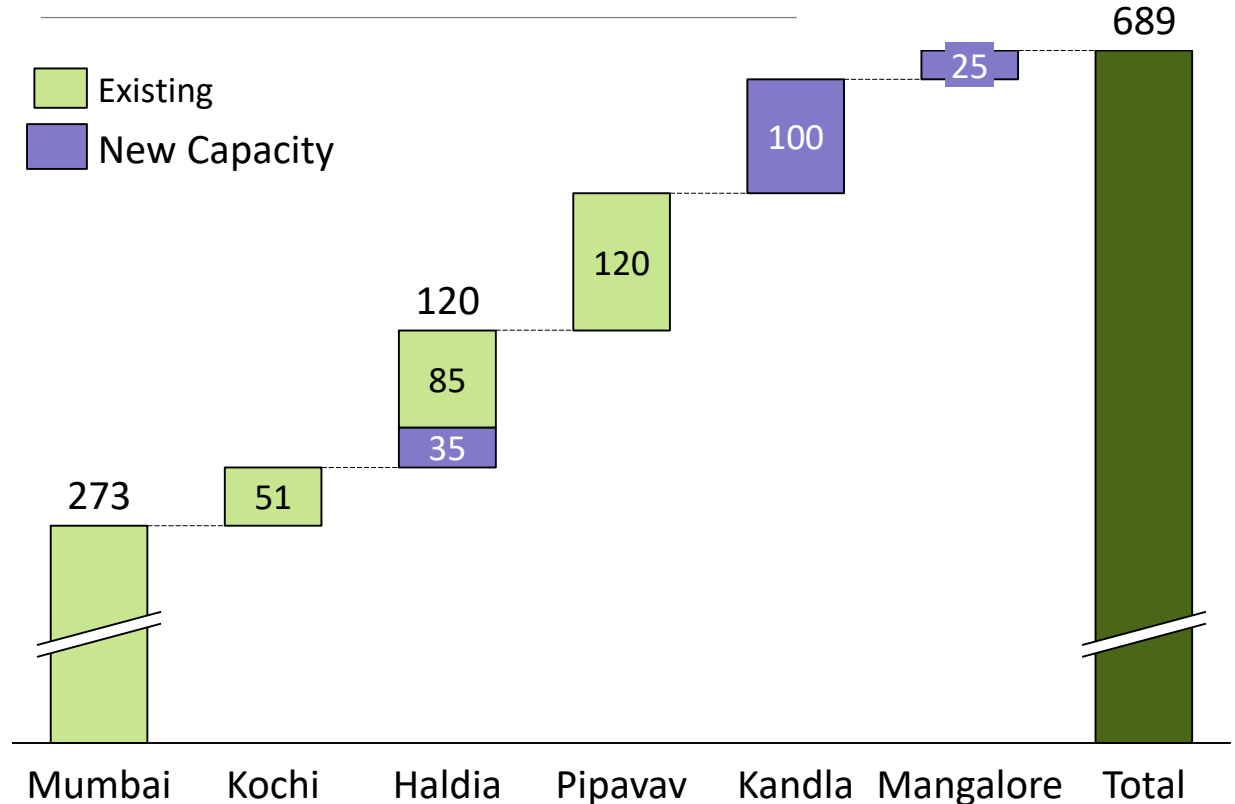
## 05 Kandla

✓ New Capacity – 100,000 KL

## 06 Mangalore

✓ New Capacity – 25,000 KL

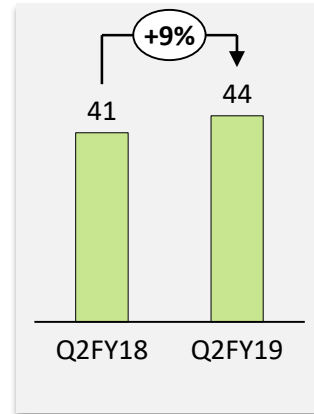
### Built up of Capacities ('000s KL)



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

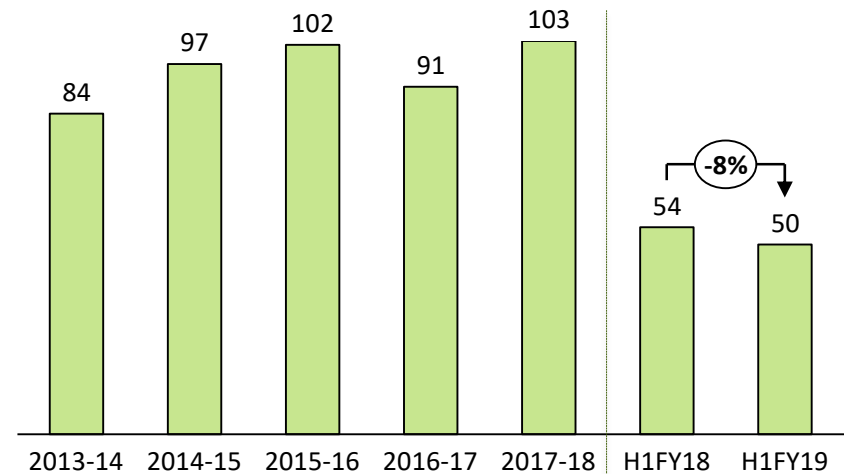
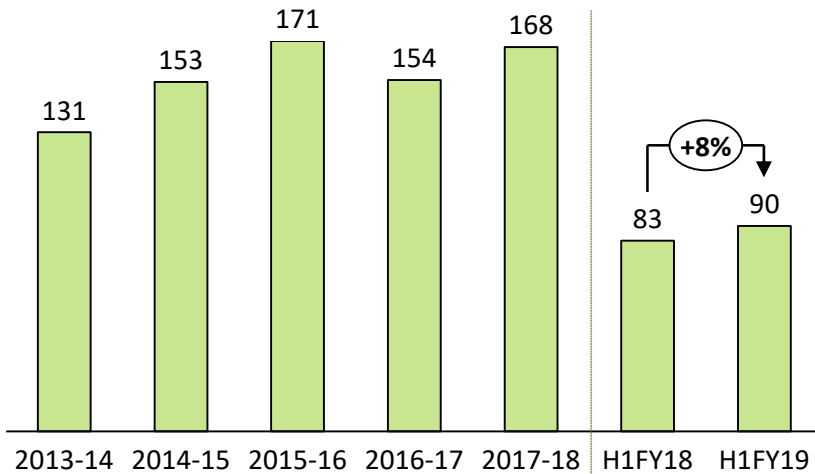
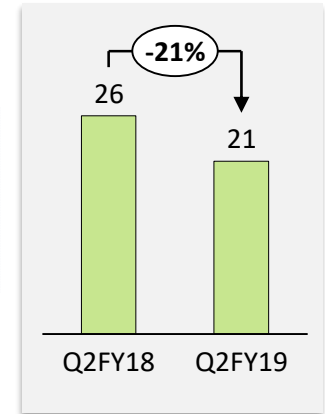
# Liquid Division Performance

## Revenue (Rs. In Cr.)



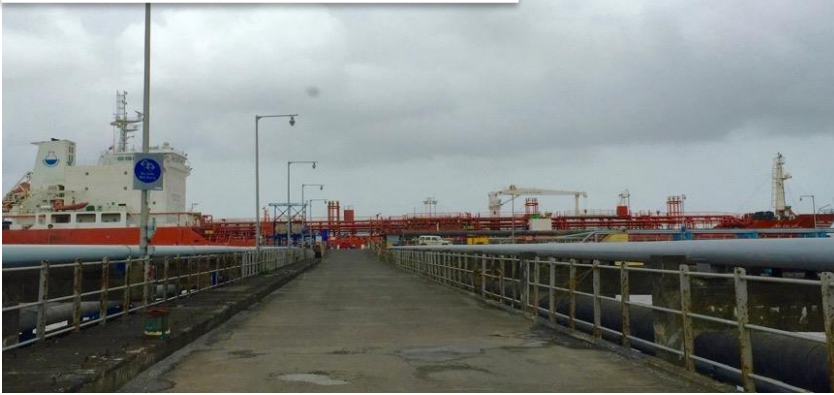
## Normalized EBITDA (Rs. In Cr.)

- 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

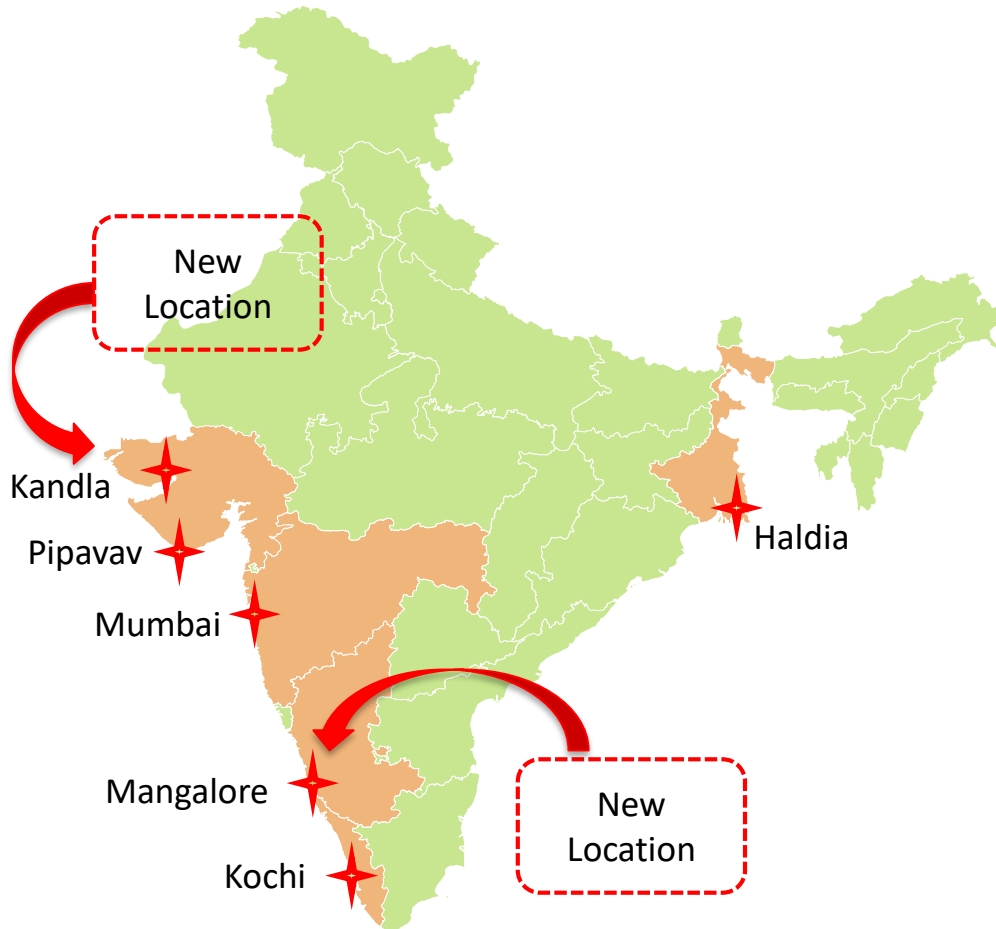
## LPG

- 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



# Financial Performance

Solid Foundations





# Consolidated Profitability Statement [IndAS]

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

\* Normalized EBITDA – Before Forex Hedging Related expenses

# Consolidated Profitability Statement [IndAS]

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

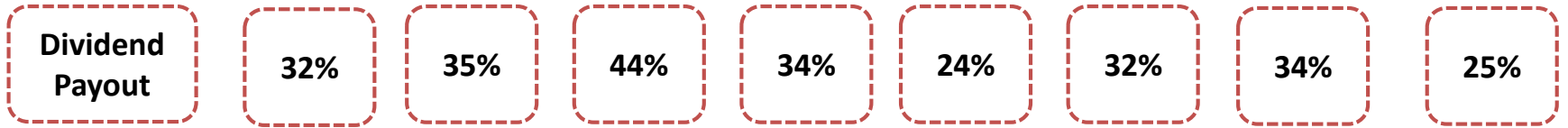
\* Normalized EBITDA – Before Forex Hedging Related expenses

# Consolidated Balance Sheet [IndAS]

Rs. In Cr.	Sep-18	Mar-18
<b>Non Current Assets</b>		
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
<b>Sub-total Non Current Assets</b>	<b>1,637</b>	<b>1,588</b>
<b>Current Assets</b>		
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
<b>Total Current Assets</b>	<b>693</b>	<b>627</b>
<b>TOTAL - ASSETS</b>	<b>2,331</b>	<b>2,214</b>

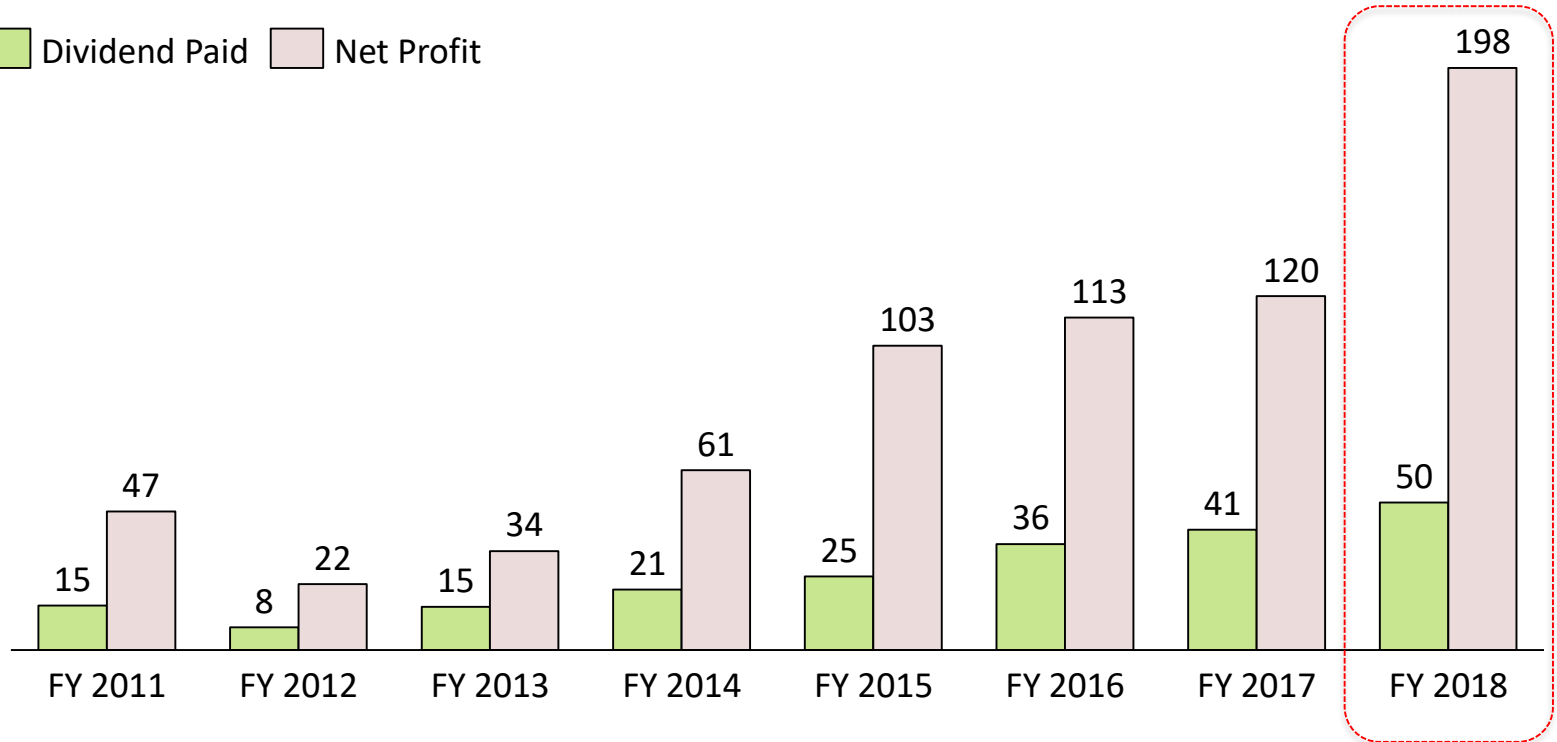
Rs. In Cr.	Sep-18	Mar-18
<b>Equity</b>		
Equity Share Capital	33	33
Other Equity	1,237	1,174
<b>Equity Attributable to owners</b>	<b>1,271</b>	<b>1,207</b>
Non controlling Interest	86	70
<b>Sub-total Equity</b>	<b>1,356</b>	<b>1,277</b>
<b>Liabilities</b>		
Non Current Liabilities		
Financial Liability		
Borrowings	83	62
Other financial liabilities	16	13
Other non-current liabilities	2	2
Provisions	13	11
<b>Total Non Current Liabilities</b>	<b>113</b>	<b>88</b>
<b>Current Liabilities</b>		
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
<b>Total Current Liabilities</b>	<b>861</b>	<b>849</b>
<b>TOTAL EQUITIES AND LIABILITIES</b>	<b>2,331</b>	<b>2,214</b>

# 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:

### Company :

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CIN: L63090GJ1956PLC001032

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### Investor Relations Advisors :

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CIN: U74140MH2010PTC204285

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