



Investor Presentation Q2 FY2025

AEGIS LOGISTICS LTD.

October 2024

Safe Harbour

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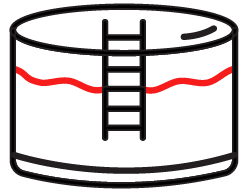
Vision

To support India's transition towards a more sustainable future.

Mission

To store and distribute bulk liquids and gases in a safe, sustainable manner.

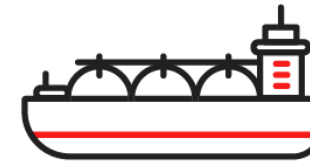
Aegis at a Glance



Liquid Division

Third Party Liquid Logistics (3PL)

EPC Services



Gas Division

Third Party Gas Logistics (3PL)

Gas Distribution

Gas Sourcing



H1FY25 Highlights

H1FY25: Robust Profit Growth

Highest-ever consolidated H1 EBITDA

Achieved the highest-ever H1 Liquid EBITDA

Achieved the highest-ever H1 Gas EBITDA

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Highest-ever H1 Logistics volumes

Q2FY25: Performance at glance

LIQUIDS DIVISION

Recorded Highest ever Revenues and EBITDA in Q2

New capacity from acquisitions, volume and revenue growth, and capacity expansion



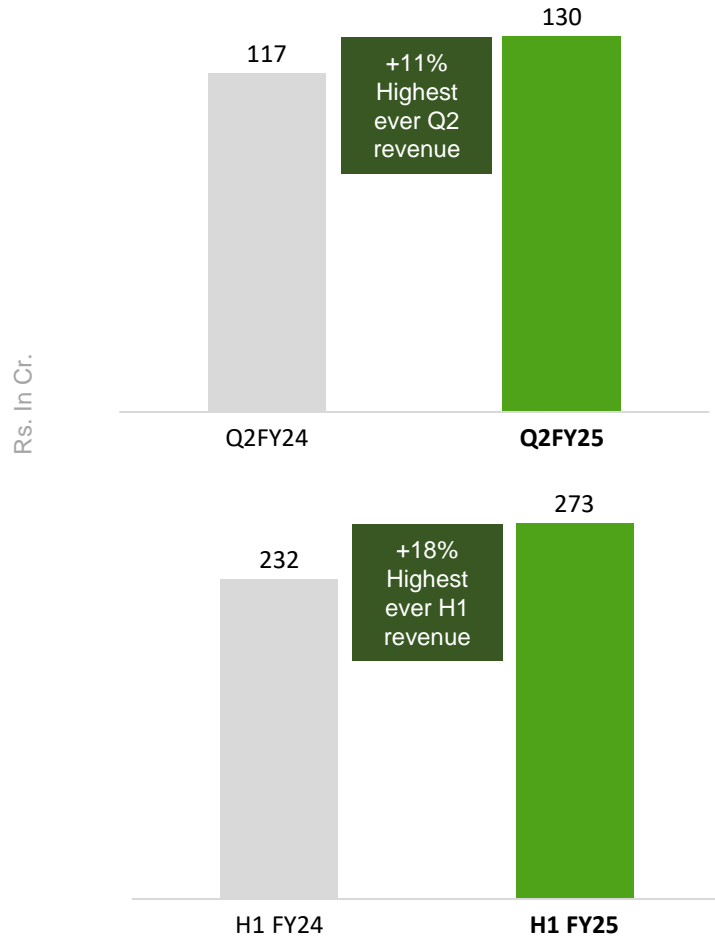
GAS DIVISION

Record Logistics Volumes in Q2

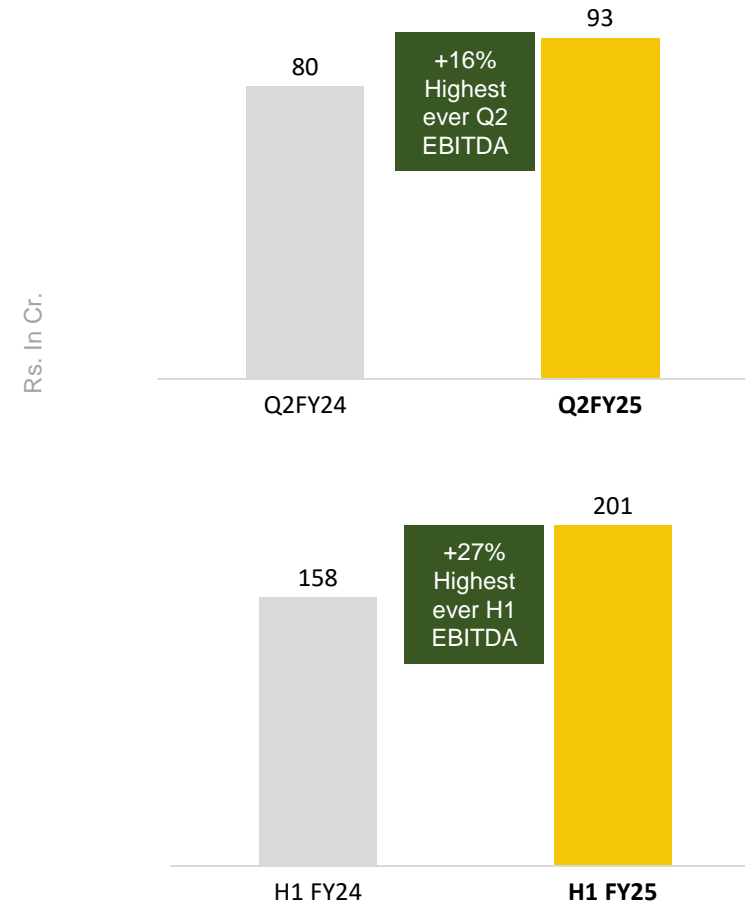


Liquids: Strong Growth

Revenue

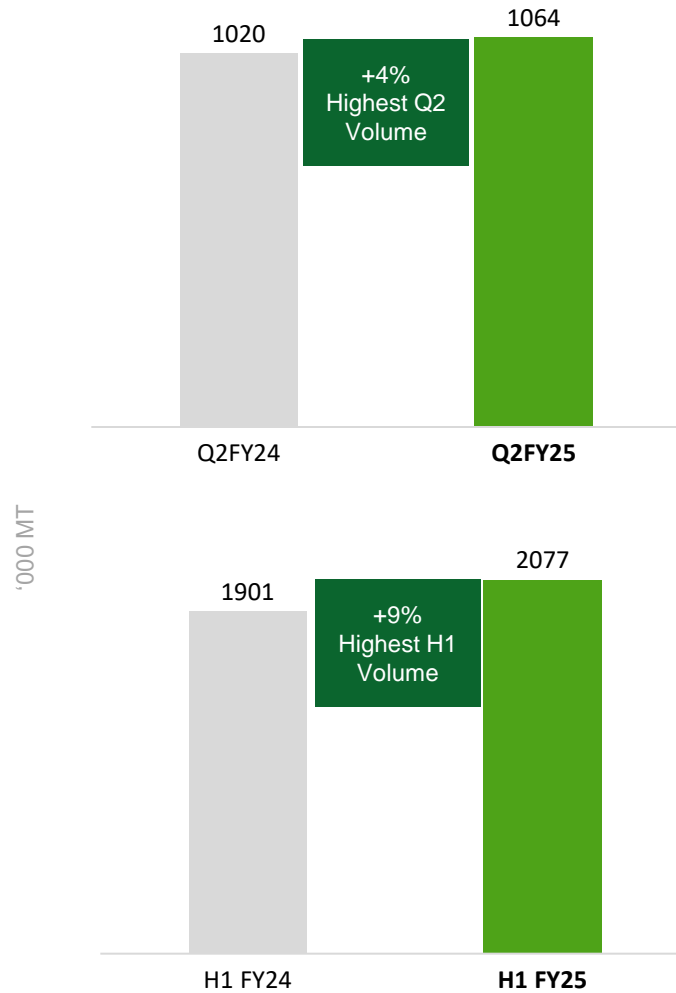


EBIDTA*

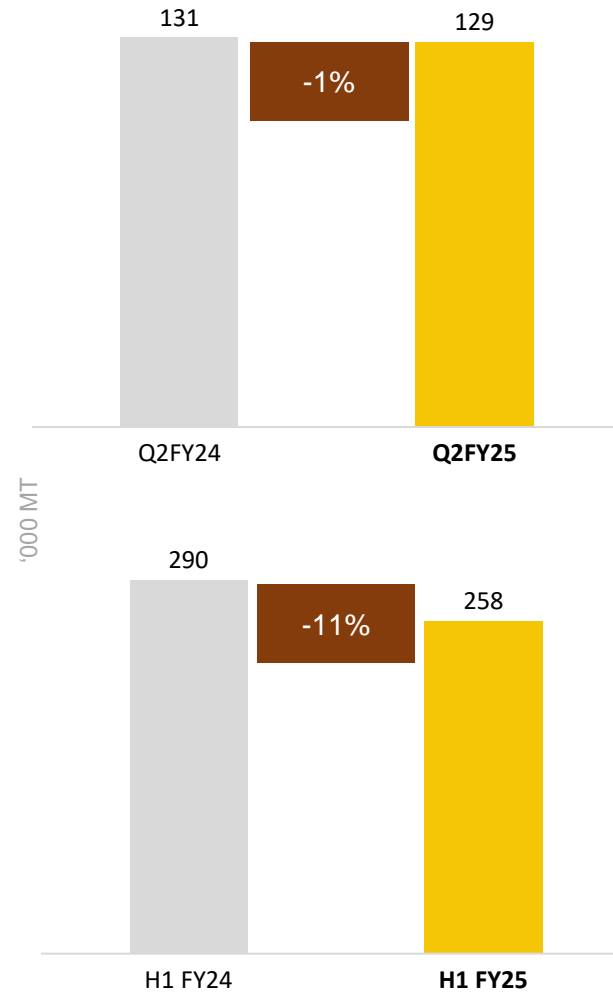


LPG: Volume Performance

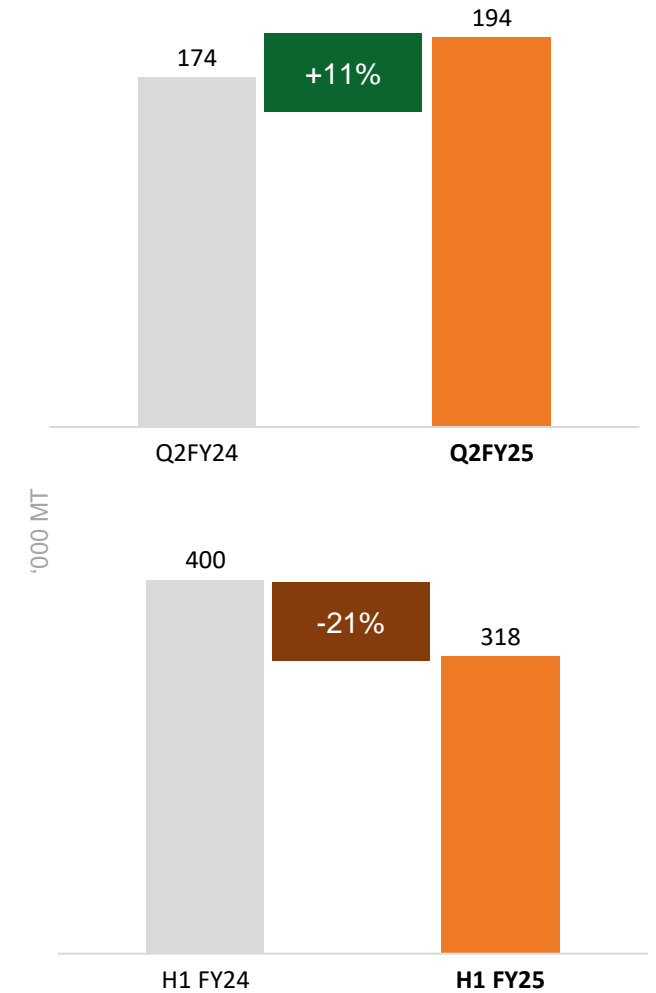
Logistics



Distribution



Sourcing



Consolidated Balance Sheet

Assets (Rs. In Cr.)	Sep-24	Mar-24
Non-Current Assets		
Property, Plant and Equipment	4,725	4,123
Capital Work in Progress	1,057	697
Other Intangible Assets	1	1
Goodwill	15	15
Financial Assets		
Loan	45	–
Other Financial Assets	20	19
Current Tax Assets (Net)	37	31
Deferred Tax Assets (Net)	231	227
Other Non-Current Asset	175	109
Total Non-Current Assets	6,306	5,223
Current Assets		
Inventories	157	64
Financial Assets		
Investments	0	194
Trade Receivables	504	513
Cash and Cash Equivalents	1,409	1,032
Bank Balance Other Than Above	1,249	742
Other Financial Assets	103	156
Other Current Assets	173	148
Total Current Assets	3,595	2,850
Total Assets	9,900	8,073

Equities & Liabilities (Rs. In Cr.)	Sep-24	Mar-24
Equity		
Equity Share Capital	35	35
Other Equity	4,087	3,859
Equity Attributable to Owners	4,122	3,894
Non-Controlling Interest	623	568
Total Equity	4,744	4,462
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	2,493	1,432
Lease Liabilities	1,479	919
Other Financial Liabilities	58	56
Provisions	17	15
Deferred Tax Liabilities (Net)	142	144
Other Non-Current liabilities	2	2
Total Non-Current Liabilities	4,190	2,568
Current Liabilities		
Financial Liabilities		
Borrowings	273	231
Lease Liabilities	130	83
Trade Payables	364	435
Other Financial Liabilities	77	198
Other Current Liabilities	64	69
Provisions	11	10
Current Tax Liabilities (Net)	47	17
Total Current Liabilities	966	1,043
Total Equities & Liabilities	9,900	8,073

H1FY25 - Consolidated Profit Statement

Rs. in Cr.	H1FY25	H1FY24	YoY%
Revenue	3,352	3,335	0%
Cost of Sales	2,721	2,762	
Others	143	130	
Normalised EBITDA (Segment)*	487	443	10%
Finance, Hedging & Forex-related Expenses (Net)	-11	2	
Depreciation	74	67	
Unallocated Expenses	21	12	
Profit Before Tax	404	362	12%
Tax	94	79	
Profit After Tax	310	283	10%
EPS	7.33	6.92	

*Normalised EBITDA – Before Forex, Hedging-Related Expenses

Q2FY25 - Consolidated Profit Statement

Rs. in Cr.	Q2FY25	Q2FY24	Y-o-Y %
Revenue	1,750	1235	42%
Cost of Sales	1,441	937	
Others	72	67	
Normalised EBITDA (Segment)*	237	231	3%
Finance, Hedging & Forex-related Expenses (Net)	-6	-4	
Depreciation	37	34	
Unallocated Expenses	10	9	
Profit Before Tax	196	192	2%
Tax	44	42	
Profit After Tax	152	150	1%
EPS	3.59	3.62	

*Normalised EBITDA – Before Forex, Hedging-Related Expenses

Cash Flow

Rs. In Cr.	Sep-24	Sep-23
Profit Before Tax	404	362
Operating Profit Before Working Capital Changes	462	416
Net Cash Inflow from Operating Activities (A)	159	212
Net Cash Inflow/(Outflow) from Investing Activities (B)	-584	-150
Net Cash Outflow from Financing Activities (C)	803	154
Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)	377	217
Cash and Cash Equivalents at the Beginning of Year	1,032	833
Cash and Cash Equivalents at the End of Year	1,409	1,049



FY24 Highlights

FY24: Performance at glance

LIQUIDS DIVISION

Recorded Highest ever Revenues and EBITDA in FY24

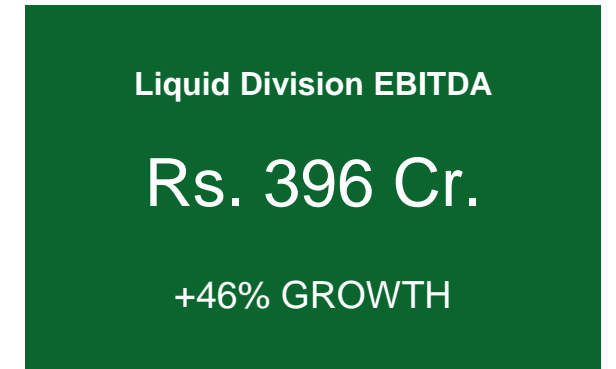
New capacity from acquisitions, volume and revenue growth, and capacity expansion



GAS DIVISION

Record Logistics Volumes in FY24

Highest Ever EBITDA recorded for FY24



FY24: Robust Profit Growth

Normalized EBITDA crossed a new milestone of Rs. 1000 Cr

Highest-ever EBITDA for Gas & Liquids

Highest-ever PBT

Highest-ever PAT

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Highest-ever LPG distribution volumes

Highest-ever Logistics volumes

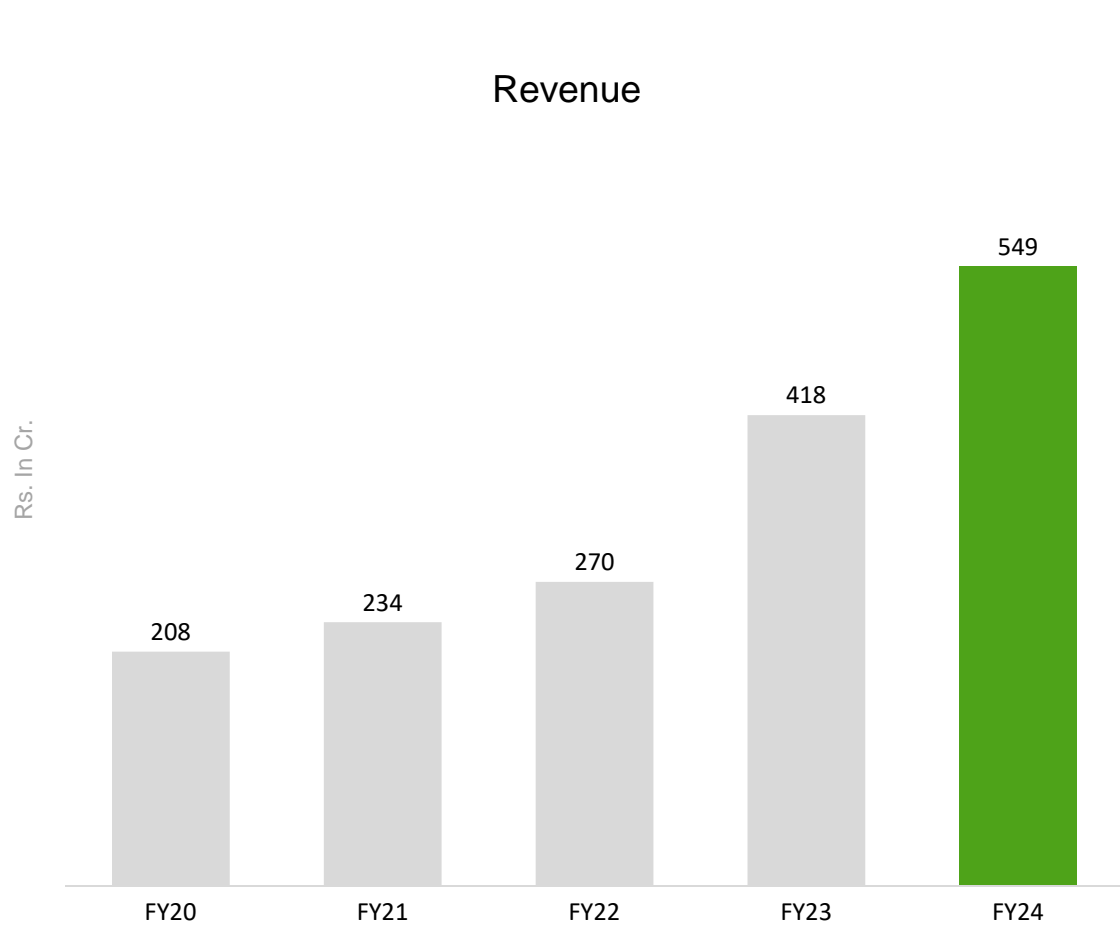
Highest-ever Liquids revenue

Business Performance

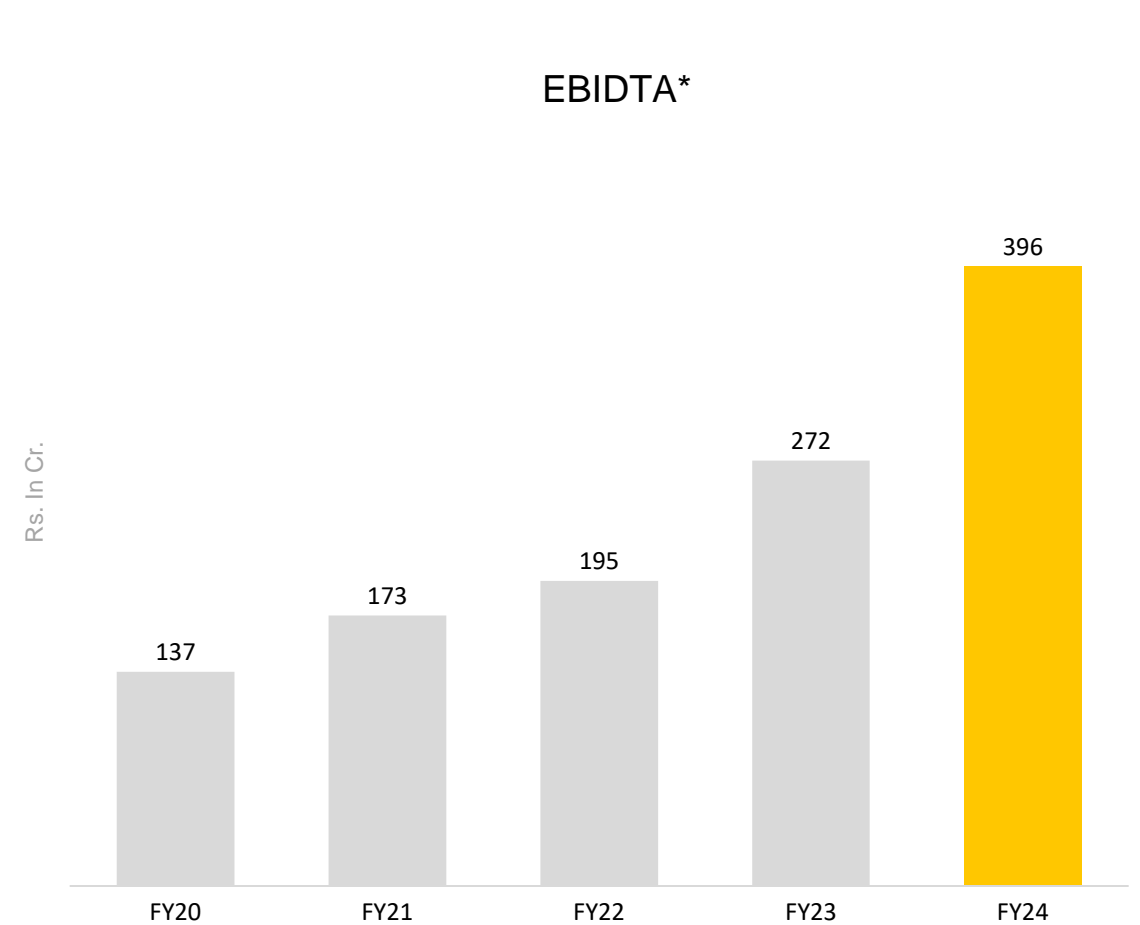
Liquid Division

Liquids: Continued Growth

Revenue



EBIDTA*



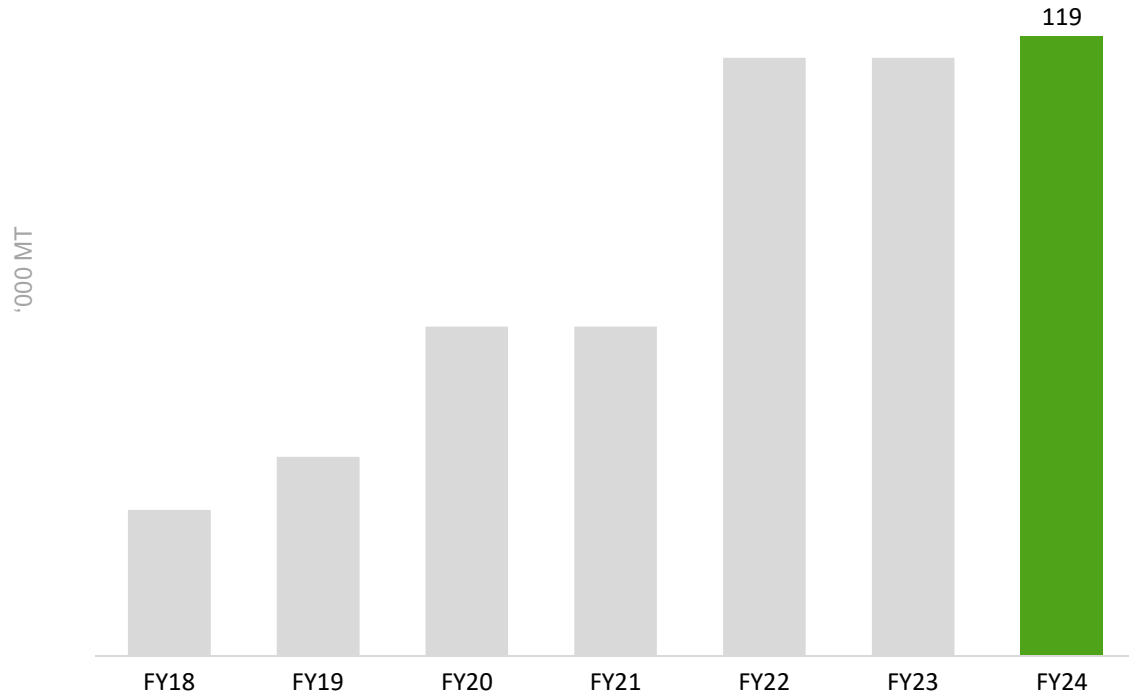
*Normalized EBITDA: before Forex, hedging-related expenses

Business Performance

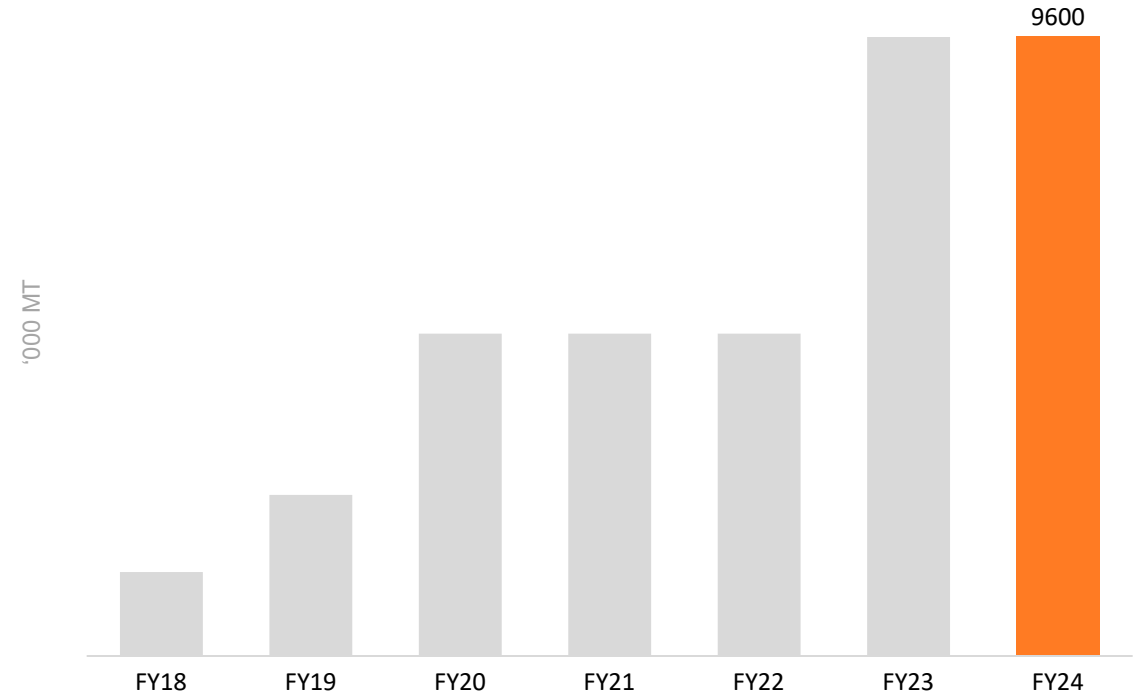
Gas Division

LPG Terminalling Capacity

Static

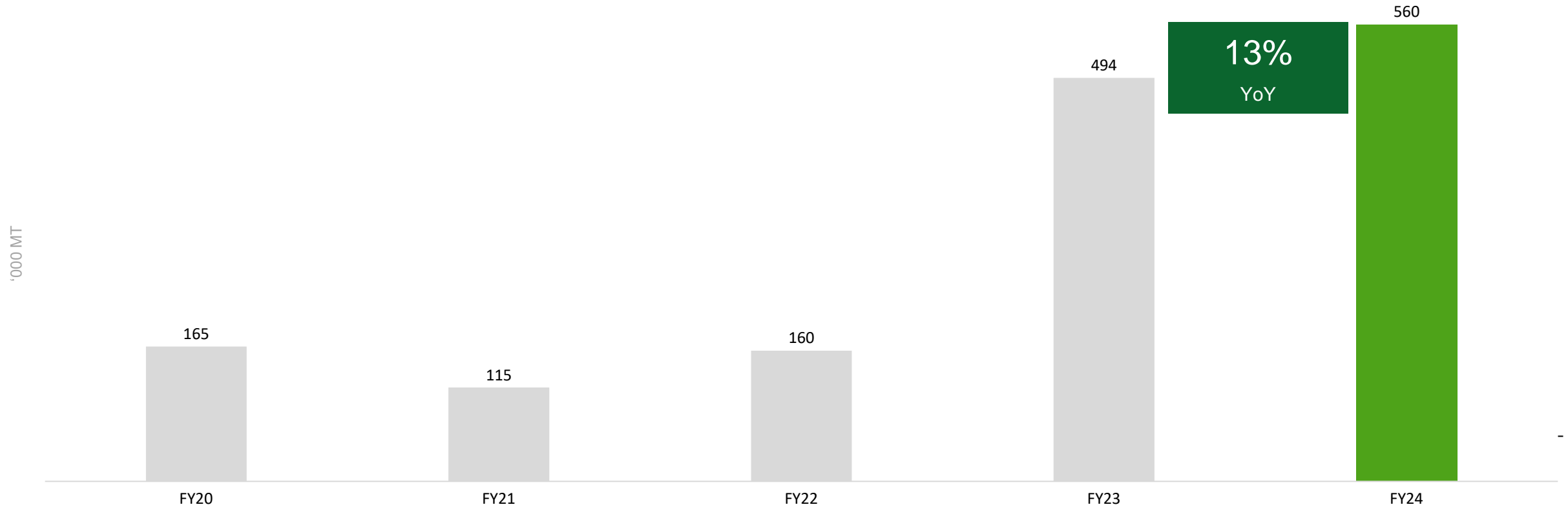


Throughput

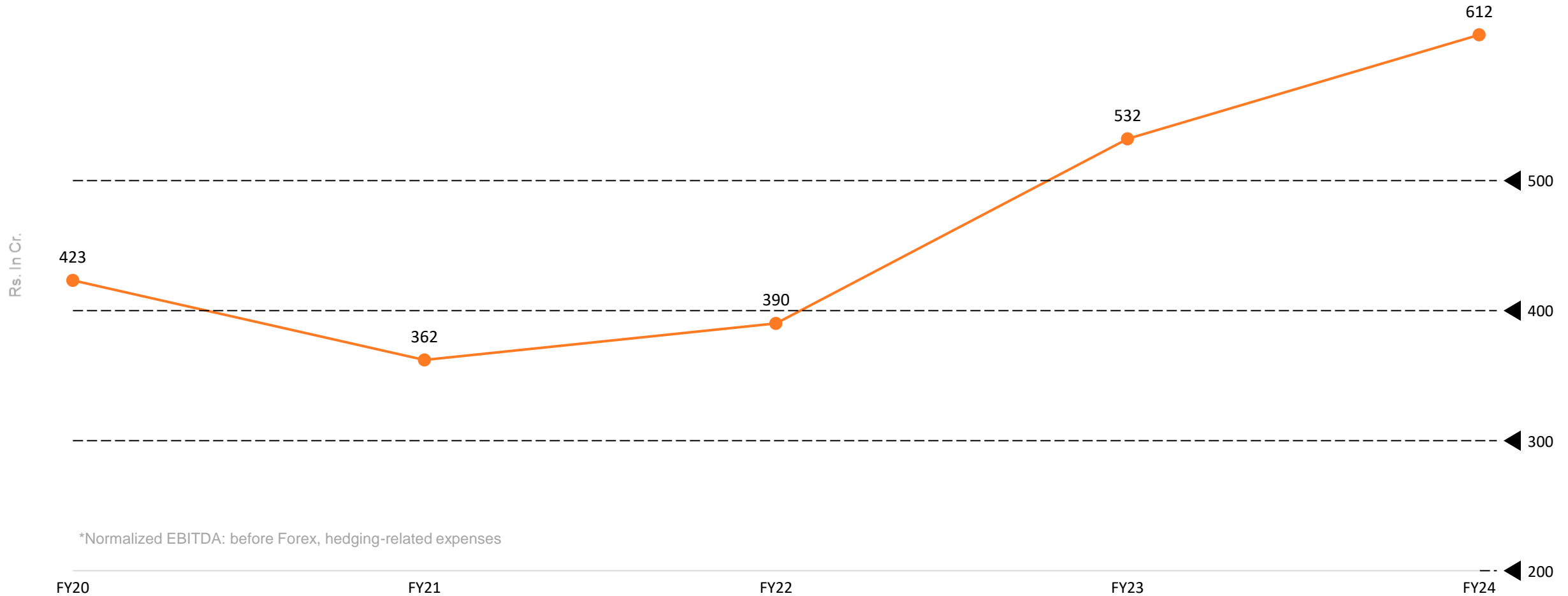


*Normalized EBITDA: before Forex, hedging-related expenses

LPG Distribution Drives Volume Growth



Record Gas Division EBITDA*



*Normalized EBITDA: before Forex, hedging-related expenses



Strategy

Necklace of Terminals

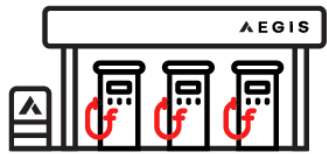
Build, own, and operate India’s leading network of tank terminals and distribution facilities, incorporating the highest safety and environmental standards.

	Liquid Terminals	Gas Terminals
Kandla	✓	✓
Pipavav	✓	✓
Mumbai	✓	✓
Mangalore	✓	Under construction
Kochi	✓	
Haldia	✓	✓
JNPT	Under construction	



LPG Distribution System

We have a national network of LPG terminals and cylinder filling plants serving these segments.



Autogas

142 stations over 10 states dispensing autogas, petrol, and diesel, growing to a planned 200 stations over 20 states



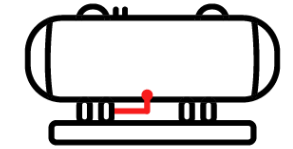
Commercial

Expansion into a national distribution network for hotels, restaurants, and industry under Aegis Puregas & Magna brands



Domestic

Tier 1, 2 & 3 urban cities with distributors and POS under Aegis Chota Cikander 2kg, 4kg, 12kg & 19kg products, supplied from a network of LPG bottling plants



Industrial

Serving industrial clusters with reliable supply from our four LPG terminals

Diverse Business Relationships



The brand names mentioned are the property of their respective owners and are used here for identification purpose only

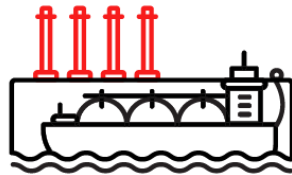
Integrated LPG Supply Chain

Our integrated logistics services include sourcing, storing, moving, and distributing products.



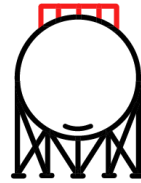
LPG Sourcing

LPG Sourcing JV with Itochu in Singapore



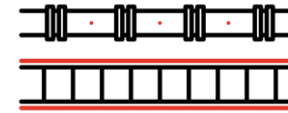
Strategic Port Location

Key gateway ports: Mumbai, Haldia, Pipavav, and Kandla



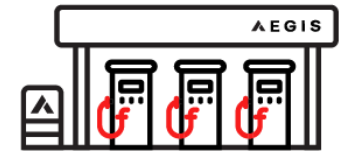
Storage Terminals

Refrigerated gas terminal in Mumbai, Haldia and Kandla, and pressurised gas terminal in Pipavav



Pipelines & Rail Connectivity

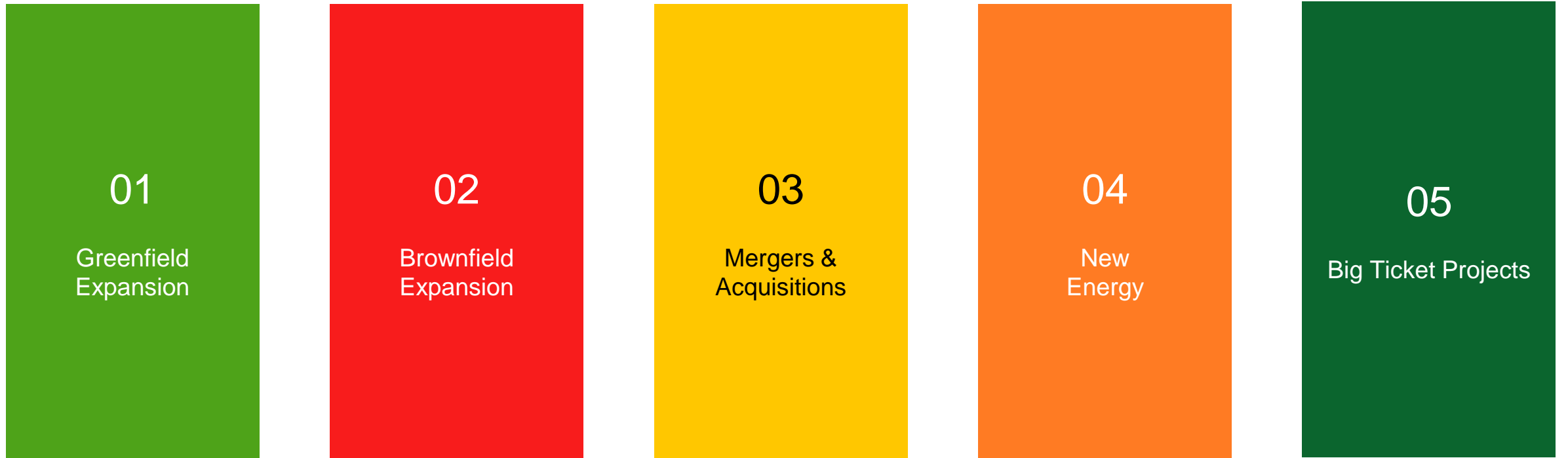
Pipelines, road, and rail connectivity



Autogas, Commercial & Industrial Distribution

Network of 142 Autogas stations in 10 states, and 290 LPG distributors across 140 cities in 15 states

Project GATI: Gateway Access to India





Key Financial Data

FY24 - Consolidated Profit Statement

Rs. in Cr.	FY24	FY23	YoY%
Revenue	7046	8627	-18%
Cost of Sales	5769	7581	
Others	269	242	
Normalised EBITDA (Segment)*	1008	804	25%
Finance, Hedging & Forex-related Expenses (Net)	-3	45	
Depreciation	133	124	
Unallocated Expenses	17	-9	
Profit Before Tax	861	645	34%
Tax	189	134	
Profit After Tax	672	511	32%
EPS	16.22	13.19	

*Normalised EBITDA – Before Forex, Hedging-Related Expenses

Consolidated Balance Sheet

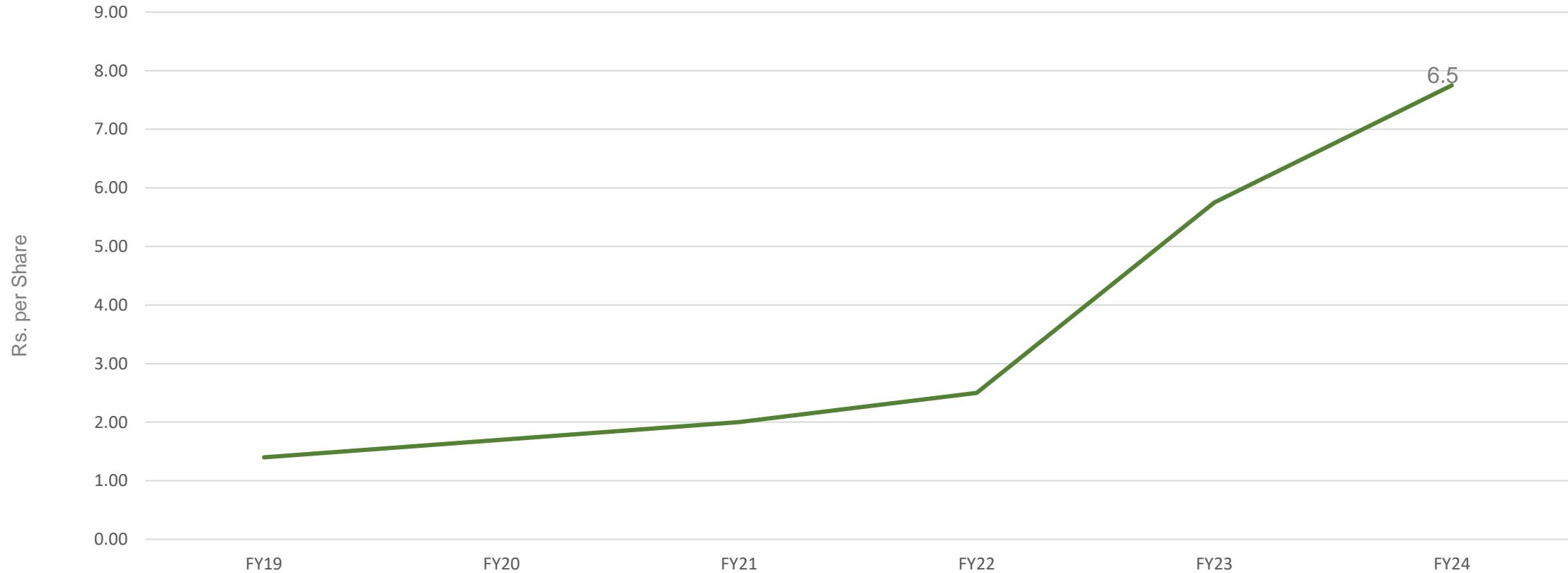
Assets (Rs. In Cr.)	FY24	FY23
Non-Current Assets		
Property, Plant and Equipment	4,123	3,645
Capital Work in Progress	697	412
Other Intangible Assets	1	1
Goodwill	15	15
Financial Assets		
Investments	–	–
Loan to Employees	–	–
Other Financial Assets	19	17
Current Tax Assets (Net)	31	24
Deferred Tax Assets (Net)	227	174
Other Non-Current Asset	109	116
Total Non-Current Assets	5,223	4,404
Current Assets		
Inventories	64	147
Financial Assets		
Investments	194	204
Trade Receivables	513	839
Cash and Cash Equivalents	1,032	833
Bank Balance Other Than Above	742	433
Other Financial Assets	156	178
Other Current Assets	148	125
Total Current Assets	2,850	2,759
Total Assets	8,073	7,163

Equities & Liabilities (Rs. In Cr.)	FY24	FY23
Equity		
Equity Share Capital	35	35
Other Equity	3,859	3,497
Equity Attributable to Owners	3,894	3,532
Non-Controlling Interest	568	515
Total Equity	4,462	4,047
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	1,432	978
Lease Liabilities	919	854
Other Financial Liabilities	56	45
Provisions	15	11
Deferred Tax Liabilities (Net)	144	93
Other Non-Current liabilities	2	2
Total Non-Current Liabilities	2,568	1,983
Current Liabilities		
Financial Liabilities		
Borrowings	231	17
Lease Liabilities	83	75
Trade Payables	435	871
Other Financial Liabilities	198	65
Other Current Liabilities	69	64
Provisions	10	10
Current Tax Liabilities (Net)	17	31
Total Current Liabilities	1,043	1,133
Total Equities & Liabilities	8,073	7,163

Consolidated Cash Flow

Rs. In Cr.	FY24	FY23
Profit Before Tax	861	645
Operating Profit Before Working Capital Changes	955	682
Net Cash Inflow from Operating Activities (A)	656	358
Net Cash Inflow/(Outflow) from Investing Activities (B)	(712)	(931)
Net Cash Outflow from Financing Activities (C)	256	1,311
Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)	200	738
Cash and Cash Equivalents at the Beginning of Year	833	94
Cash and Cash Equivalents at the End of Year	1,032	833

Dividend Growth



Thank You



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