# Deloitte Haskins & Sells

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AUDITORS' REPORT
TO THE BOARD OF DIRECTORS OF
AEGIS LOGISTICS LIMITED

- 1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results ("the Statement") of AEGIS LOGISTICS LIMITED (the 'Company') and its subsidiaries (the Company and its subsidiaries constitute "the Group") for the quarter ended 30<sup>th</sup> June, 2012. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatements. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an opinion.
- 3. The Statement includes the results of the following entities:

## Name of Subsidiary

- 1. Sea Lord Containers Limited
- 2. Konkan Storage Systems (Kochi) Private Limited
- 3. Eastern India LPG Co. (Private) Limited
- 4. Aegis Group International Pte. Limited
- 5. Aegis Gas LPG Private Limited
- 6. Hindustan Aegis LPG Limited
- 7. Aegis International Marine Services Pte. Limited



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4. The Statement reflects the Group's share of Revenues of Rs. 42,380 lacs and Profit / (Loss) after

Tax of Rs. 844 lacs for quarter ended 30th June, 2012 relating to six subsidiaries whose results have

been reviewed by the other auditors. Accordingly, our assurance on the Statement in so far as it

relates to the amounts included in respect of these subsidiaries is based solely on the reports of such

other auditors which have been furnished to us.

5. Based on our review and read with our comments in paragraph 4 above, nothing has come to our

attention that causes us to believe that the accompanying Statement, prepared in accordance with

the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 and other

recognised accounting practices and policies, has not disclosed the information required to be

disclosed in terms of Clause 41 of the Listing Agreements with the stock exchanges including the

manner in which it is to be disclosed, or that it contains any material misstatement.

6. Further, we also report that we have traced the number of shares as well as the percentage of

shareholdings in respect of the aggregate amount of public shareholdings and the number of shares

as well as the percentage of shares pledged / encumbered in respect of the aggregate amount of

promoter and promoter group in terms of Clause 35 of the Listing Agreements from the details

furnished by the Management and the particulars relating to the undisputed investor complaints

from the details furnished by the Registrars.

For DELOITTE HASKINS & SELLS

Chartered Accountants

(Registration No. 117366W)

R. Laxminarayan

Partner

Membership No. 33023

MUMBAI, 14 August, 2012

# CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2012

PARTI

(Rs.in Lacs except per share data)

|        |   | THREE MONTHS | PRECEDING   | CORRESPONDING                           | PREVIOUS YEAR                           |
|--------|---|--------------|-------------|---|---|
|        | PARTICULARS   |              | THREE       | THREE MONTHS                            |   |
|        |   | ENDED 30TH   | MONTHS      | ENDED 30TH JUNE                         | ENDED 31ST                              |
|        |   | 8            | ENDED 31ST  | 2011 IN THE                             |   |
|        |   | JUNE 2012    | MARCH 2012  | PREVIOUS YEAR                           | MARCH 2012                              |
|        |   | (UNAUDITED)  | (UNAUDITED) | (UNAUDITED)                             | (AUDITED)                               |
| 1      | Income from Operations  | (            |             | (====================================== | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
|        | a) Net Sales / Income From Operations (Net of Excise)   | 148,417      | 153,231     | 83,003                                  | 446,348                                 |
|        | b) Other Operating Income   | 9            | 9           | 9                                       | 35                                      |
|        | Total Income (net)  | 148,426      | 153,240     | 83,012                                  | 446,383                                 |
| 2      | Expenses  |              |             |   |   |
|        | a) Cost of materials consumed   | -            |             | F                                       | -                                       |
|        | b) Purchases of stock in trade  | 143,085      | 147,348     | 77,726                                  | 426,139                                 |
| a<br>U | c) Change in Inventories of finished goods, work-in-progress and stock-in-trade               | (461)        | 249         | 422                                     | 386                                     |
|        | d) Employee benefits expense  | 757          | 704         | 807                                     | 2,733                                   |
|        | e) Depreciation and amortization expense  | 452          | 446         | 428                                     | 1,746                                   |
|        | f) Other expenses   | 7,486        | (1,139)     | 1,348                                   | 17,503                                  |
|        | Total Expenses  | 151,319      | 147,608     | 80,731                                  | 448,507                                 |
| 3      | (Loss) / Profit from Operations before Other Income, Finance cost and Exceptional Items (1-2) | (2,893)      | 5,632       | 2,281                                   | (2,124)                                 |
| 4      | Other Income  | 6,078        | 4,749       | 343                                     | 10,426                                  |
| 5      | Profit from ordinary activities before finance cost and Exceptional Items (3+4)               | 3,185        | 10,381      | 2,624                                   | 8,302                                   |
| 6      | Finance cost  | 2,044        | 1,591       | 297                                     | 4,212                                   |
| 7      | Profit from ordinary activities after finance cost but  |              |             |   |   |
|        | before Exceptional Items (5-6)  | 1,141        | 8,790       | 2,327                                   | 4,090                                   |
| 8      | Exceptional Items   | -            | -           |   |   |
| 9      | Profit from Ordinary Activities Before Tax (7+8)  | 1,141        | 8,790       | 2,327                                   | 4,090                                   |
| 10     | Tax Expense:  |              |             |   |   |
|        | - Current Tax   | 619          | 621         | 680                                     | 2,328                                   |
|        | - Deferred Tax  | 1            | 39          | (14)                                    | (9)                                     |
|        | - Excess Provision for Tax in respect of earlier year   | -            | (17)        | -                                       | (467)                                   |
| 11     | Net Profit from Ordinary Activities After Tax (9-10)  | 521          | 8,147       | 1,661                                   | 2,238                                   |
| 12     | Extraordinary Items   | -            | -           | -                                       | L.                                      |
| 13     | Net Profit for the Period (11-12)   | 521          | 8,147       | 1,661                                   | 2,238                                   |
| 14     | Less: Minority Interest   | 40           | 96          | 49                                      | 270                                     |
| 15     | Net Profit after Taxes and Minority Interest (13-14)  | 481          | 8,051       | 1,612                                   | 1,968                                   |

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# CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2012

# PART I

(Rs.in Lacs except per share data)

|    |   | THREE MONTHS | PRECEDING   | CORRESPONDING   | PREVIOUS YEAR |
|----|---|--------------|-------------|-----------------|---------------|
|    |   |              | THREE       | THREE MONTHS    |               |
|    |   | ENDED 30TH   | MONTHS      | ENDED 30TH JUNE | ENDED 31ST    |
|    | PARTICULARS   |              | ENDED 31ST  | 2011 IN THE     |               |
|    |   | JUNE 2012    | MARCH 2012  | PREVIOUS YEAR   | MARCH 2012    |
|    |   | (UNAUDITED)  | (UNAUDITED) | (UNAUDITED)     | (AUDITED)     |
| 16 | Paid-up Equity Share Capital  | 3,340        | 3,340       | 3,340           | 3,340         |
|    | (Face Value of Rs.10/- each)  |              |             |                 |               |
| 17 | Reserves Excluding Revaluation Reserves as per Balance<br>Sheet of previous accounting year       |              | -           | -               | 25,675        |
| 18 | Earning Per Share (EPS) before / after Extraordinary items (Rs.) Basic & Diluted (not annualized) | 1.44         | 24.10       | 4.83            | 5.89          |

See accompanying notes to the financial results

|   | PARTICULARS                                  | THREE MONTHS | PRECEDING   | CORRESPONDING   | PREVIOUS YEAR |
|---|--|--------------|-------------|-----------------|---------------|
|   |  |              | THREE       | THREE MONTHS    |               |
|   |  | ENDED 30TH   | MONTHS      | ENDED 30TH JUNE | ENDED 31ST    |
|   |  |              | ENDED 31ST  | 2011 IN THE     |               |
|   |  | JUNE 2012    | MARCH 2012  | PREVIOUS YEAR   | MARCH 2012    |
|   |  | (UNAUDITED)  | (UNAUDITED) | (UNAUDITED)     | (AUDITED)     |
| A | PARTICULARS OF SHAREHOLDING                  |              |             |                 |               |
| 1 | Public Shareholding                          |              |             |                 |               |
|   | - Number of Shares                           | 12,547,640   | 12,547,640  | 12,547,640      | 12,547,640    |
|   | - Percentage of Shareholding                 | 38%          | 38%         | 38%             | 38%           |
| 2 | Promoters and Promoters Group Shareholding   |              |             |                 |               |
|   | a) Pledged/Encumbered                        |              |             |                 |               |
|   | - Number of shares                           | -            | -           | -               | -             |
|   | - Percentage of shares (as a % of the total  | -            | <b>1</b>    | -               | -             |
|   | shareholding of promoter and promoter group) |              |             |                 |               |
|   | - Percentage of shares (as a % of the total  | -            | -           | -               | ž.            |
|   | share capital of the company)                |              |             |                 |               |
|   | b) Non-Encumbered                            |              |             |                 |               |
|   | - Number of shares                           | 20,852,360   | 20,852,360  | 20,852,360      | 20,852,360    |
|   | - Percentage of shares (as a % of the total  | 100%         | 100%        | 100%            | 100%          |
|   | shareholding of promoter and promoter group) | 7            |             |                 |               |
|   | - Percentage of shares (as a % of the total  | 62%          | 62%         | 62%             | 62%           |
|   | share capital of the company)                |              |             |                 | 140           |

|   | PARTICULARS                                    | THREE MONTHS ENDED 30TH JUNE,<br>2012 |
|---|--|---------------------------------------|
| В | INVESTOR COMPLAINTS                            | (NUMBERS)                             |
|   | Pending at the beginning of the quarter        |                                       |
|   | Received during the quarter                    | 3                                     |
|   | Disposed of during the quarter                 | 3                                     |
|   | Remaining unresolved at the end of the quarter | × -                                   |

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# CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2012

(Rs.in Lacs)

|   | THREE MONTHS  | PRECEDING   | CORRESPONDING   | PREVIOUS YEA |
|---|---------------|-------------|-----------------|--------------|
|   |               | THREE       | THREE MONTHS    |              |
| PARTICULARS                               | ENDED 30TH    | MONTHS      | ENDED 30TH JUNE | ENDED 31ST   |
|   |               | ENDED 31ST  | 2011 IN THE     |              |
|   | JUNE 2012     | MARCH 2012  | PREVIOUS YEAR   | MARCH, 2012  |
|   | (UNAUDITED)   | (UNAUDITED) | (UNAUDITED)     | (AUDITED)    |
| Segment Revenue                           |               |             |                 |              |
| Liquid Terminal Division                  | 2,30          | 2,398       | 2,264           | 9,22         |
| Gas Terminal Division                     | 146,117       | 150,842     | 80,748          | 437,16       |
| Net Sales / Income from Operations        | 148,420       | 3 153,240   | 83,012          | 446,38       |
| Segment Results                           |               |             |                 |              |
| Profit / (Loss) before Tax & Interest     |               |             |                 |              |
| Liquid Terminal Division                  | 963           | 1,024       | 985             | 4,41         |
| Gas Terminal Division                     | (2,88         | 5,770       | 1,821           | (3,74        |
| sut                                       | o-total (1,92 | 6,794       | 2,806           | 66           |
| Less: Finance Cost                        | 2,044         | 1,591       | 297             | 4,21         |
| Other un-allocable expenditure (net)      | 450           | 126         | 422             | 1,12         |
| Add : Interest Income                     | 5,550         | 3,713       | 240             | 8,75         |
| Total Profit Before Tax                   | 1,14          | 8,790       | 2,327           | 4,09         |
| Capital Employed                          |               |             |                 |              |
| (Segment Assets Less Segment Liabilities) |               |             |                 |              |
| Liquid Terminal Division                  | 21,520        | 21,428      | 22,500          | 21,428       |
| Gas Terminal Division                     | 270,016       | 206,307     | 26,242          | 206,30       |
| 1   | Total 291,536 | 227,735     | 48,742          | 227,735      |
|   |               |             | 10,1,12         |              |



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## UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30TH JUNE, 2012

#### NOTES:

- 1 The above Consolidated Financial Results have been reviewed by the Audit Committee and then approved by the Board of Directors at the meeting held on 14th August, 2012.
  - In accordance with the requirements of Clause 41 of the Listing Agreement with the Stock Exchanges, the Statutory Auditors have performed a limited review of the Consolidated Financial Results of the Company.
- The following Subsidiaries have been considered for the purpose of preparing Consolidated Financial Results as per Accounting Standard (AS) 21 on "Consolidated Financial Statements".

| Name of the Subsidiary Company                   | Ownership Interest in % |  |
|--|-------------------------|--|
| Sea Lord Containers Limited                      | 75%                     |  |
| Konkan Storage Systems (Kochi) Private Limited   | 100%                    |  |
| Eastern India LPG Co. (Private) Limited          | 100%                    |  |
| Aegis Group International Pte. Limited           | 100%                    |  |
| Aegis Gas LPG Private Limited                    | 100%                    |  |
| Hindustan Aegis LPG Limited                      | 100%                    |  |
| Aegis International Marine Services Pte. Limited | 100%                    |  |

- 3 The figures for the current quarter are after incorporating the Financial Results of Aegis International Marine Services Pte. Limited, a wholly owned Subsidiary of the Company, which was incorporated in December, 2011. Hence, current quarter figures are not comparable with those of the corresponding periods of the previous year.
- 4 In the Financial Year 2010-11, the Company had allotted 21,20,190 Equity Shares on Preferential basis for a total consideration of Rs.6,827.01 Lacs.

The objects of the issue, inter-alia, were to fund the Capex plan of the Group and / or Working Capital requirements. The utilization of the proceeds, after considering Share Issue Expenses, is as under:

| Particulars  | (Rs. in lacs) |
|--|---------------|
| Capital Expenditure  | 533.00        |
| Fixed Deposits with Scheduled Banks  | 3,298.00      |
| Investment in Bonds of Corporate Bodies  | 528.00        |
| Investment in Non Convertible Debentures of Corporate Bodies   | 300.00        |
| Investments under the Portfolio Management Services<br>maintained by Anand Rathi Financial Services<br>Limited | 200.00        |
| Investment in units of Mutual Funds  | 1,332.26      |
| Total  | 6,191.26      |





# UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30TH JUNE, 2012

The Company has opted to publish only Consolidated Financial Results. The Stand-alone Financial Results of the Company for the quarter ended 30th June, 2012 will be available on the websites of the Company viz. www.aegisindia.com, Bombay Stock Exchange Ltd. viz. www.bseindia.com and National Stock Exchange of India Ltd. viz. www.nseindia.com. Additional information on Stand-alone basis is as follows:

(Rs.in Lacs) THREE MONTHS PRECEDING THREE CORRESPONDING PREVIOUS YEAR THREE MONTHS ENDED ENDED 30TH JUNE MONTHS ENDED ENDED 31ST Sr. No. **Particulars** 30TH JUNE 2011 IN THE 31ST MARCH 2012 2012 PREVIOUS YEAR MARCH, 2012 (UNAUDITED) (UNAUDITED) (UNAUDITED) (AUDITED) Net Sales / Income from operations (including other 9,060 7,503 7,110 28,431 operating income) Profit before Tax 2,243 492 1,249 5,351 3 Profit after Tax 1,783 139 869 4,105

- 6 The figures set out above for the three months ended 31st March, 2012 are the balancing figures between the audited figures in respect of the full financial year ended 31st March, 2012 and the published unaudited year to date figures upto the 31st December, 2011.
- During the current quarter, the Company has issued 10.20% 250 Secured Redeemable Non-Convertible Debentures having face value of Rs. 1000,000 each on a private placement basis. The said Debentures are listed on National Stock Exchange (NSE). The objects of the issue, inter-alia, were to fund capital expenditure related to setting up a bulk liquid terminal at Haldia Dock Complex of Kolkata Port Trust.
- 8 Other Expenditure includes the provision of Commission payable to the Managing Directors which is dependent upon the net profit determinable u/s 349 of the Companies Act, 1956 at the year end.
- 9 Pursuant to the notification of Revised Schedule VI under the Companies Act, 1956 applicable for preparation and presentation of Financial Statements and the consequent amendment to the Listing Agreement, the figures for the quarter ended 30th June, 2011 have been reclassified / regrouped / amended, wherever necessary.

For and on behalf of the Board

Chairman

Place: Mumbai

Date: 14th August, 2012