

Aegis Logistics Limited: Q1 FY14 Results

**Consolidated Revenue Rs. 806 Crores, EBITDA (Segment) of Rs. 34 Crores
and Net Profit of Rs. 16 Crores**

Consolidated Financials at a Glance:

Rs. Crores	Q1 FY14	Q4 FY13	FY2013
Revenue	806	745	3,982
Normalized EBITDA (Segment)	34	28	156
Finance, Hedging & Forex Exp.	3	14	62
Profit before Tax	20	2	53
Profit after Tax	16	(1)	35

Reforms – Positive Development for Aegis Logistics

- ✓ Oil Price Deregulation - Increase demand for Liquid Logistics Business
- ✓ Cap on Subsidized Cylinders – Increase Volumes for Higher Margin Gas Retail Business
- ✓ Cash Subsidy Transfer Scheme through Aadhaar Card – A True Game Changer – Opens up a level playing field
- ✓ Part Deregulation in Diesel Pricing and CCEA’s approval to hike the natural gas price to \$ 8.4 per mmbtu - Positive for Gas Distribution business

Foreign Exchange

- ✓ Gas Sourcing Business Model changed thereby reducing the foreign exchange exposure significantly.
 - The Hedging Cost and Interest Income are normalizing

Key Business Highlights:

- Company witnessed an upward change in Gas Retail volumes post Policy reforms by Govt. through Cap on Cylinders, Mode of Payment of Subsidy & Oil & Gas Pricing
- Project work initiated at Pipavav for Phase I expansion in February 2013 is progressing as per schedule
- Phase 1 of Bulk Liquid Terminal at Haldia Port commissioned in April 2013. Phase II on schedule to get commissioned before Q2FY14.

Aegis Logistics Limited declares its Q1FY14 Unaudited Consolidated Results

- Revenue for Q1 FY14 was Rs. 806 Crores compared to Rs. 745 Crores in Q4 FY13, an increase of 8%
- Normalized EBIDTA increased to Rs. 34 Crores compared to Rs. 28 Crores in Q4 FY13, an increase of 23%.
- Profit after Tax for Q1 FY14 was Rs. 16 Crores.

Liquid Business

- In Liquid Division, Revenue for Q1 FY14 increased to Rs. 31 Crores compared to Rs. 29 Crores in Q4 FY13, an increase of 6% due to better Product Mix and increase in Capacity due commissioning of Phase I of Haldia Project
- Normalized EBIDTA increased to Rs. 20 Crores compared to Rs. 16 Crores in Q4 FY13, an increase of 21%.
- The Revenues continue to remain Strong and Margins Stable.

Gas Business

- The Revenue of Gas Division during Q1 FY14 was Rs. 775 Crores as compared to Rs. 716 Crores in Q4 FY13, an increase of 8%.
- Normalised EBIDTA for Q1 FY14 increased to Rs. 14 Crores compared to Rs. 11 Crores in Q4 FY13, an increase of 26%.
- Improvement in the EBITDA is due to increase in volumes of Gas Logistics and increase in Sourcing Fee. The increase is partly attributable to Governments reforms through Cap on Cylinders, Mode of Payment of Subsidy and Oil & Gas Pricing

Expansion at Haldia: The Project contains setting up Bulk Liquid Terminal at Haldia Port with capacity of 60,190 KL. The estimated project outlay will be Rs. 48 Crores and will be funded by debt of around Rs. 36 Crores and balance through internal accruals.

Commissioned Phase 1 of Bulk Liquid Terminal at Haldia Port with capacity of 15,100 KL. Full commissioning will happen by end of Q2 FY14.

Expansion at Pipavav: The Project – Phase I at Pipavav contains setting up Bulk Liquid Terminal for the first time at Pipavav Port with capacity of 120,000 KL and additional Gas Terminal capacity of 2,700 MT. The estimated project outlay will be Rs. 123 Crores and will be funded by debt of around 65% and balance through internal accruals.

Commenced Phase-I of the Project at Pipavav Port in Gujarat. The Project is likely to be completed within 18 to 24 months and is expected to start contributing towards revenue and profitability in FY15.

Post the commissioning of Haldia and Pipavav Projects, Aegis Group will have Liquid Terminal capacity of 500,000 KL and 25,400 MT of Gas. Gas handling capacity shall increase to 850,000 MT p.a.

About Aegis Logistics

Aegis Logistics Limited is India's leading Oil, Gas, and Chemical logistics company. The company has five distinct but related business segments, and operates a network of bulk liquid handling terminals, liquefied petroleum gas (LPG) terminals, filling plants, pipelines, and gas stations to deliver products and services. Our client base includes many leading industrial companies in India as well as individual retail customers whom we serve at our Aegis Autogas stations. Aegis Group also operates internationally through its sourcing and trading subsidiaries located in Singapore.

Company's strategy of building a necklace of port terminals around India's coast line from Pipavav to Haldia to Kochi, inland oil terminals on a "build, own, operate" basis to service the National Oil Companies and developing a Retail Distribution Network for the LPG business.

The Indian Oil and Gas Logistics sector is undergoing a huge expansion with continued deregulation and liberalization of the Oil and Gas Sector by the Government through various reforms. Aegis is continuing activities towards its mission to build an unrivalled national port infrastructure and distribution network in the Oil and Gas sector in India.

Safe harbor statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more Information, please contact:

Aegis Logistics Limited

Mr. B. I. Gosalia – CFO

Email:bigosalia@aegisindia.com