

Aegis Logistics Limited: H1FY15 Results

- **Consolidated Revenue Rs. 2438 Crores**
- **Net Profit of Rs. 46 Crores, a Y-o-Y growth of 22%**
- **Interim Dividend of Rs. 2.50 per share**

Consolidated Financials at a Glance:

Rs. Crores	Q2FY15	Q1FY15	Q-o-Q	Q2FY14	Y-o-Y	H1FY15	H1FY14	Y-o-Y
Revenue	1489	949	57%	1563	-5%	2438	2369	3%
Normalized EBITDA (Segment)	45	38	19%	38	19%	83	72	16%
Profit after Tax	27	19	43%	22	24%	46	38	22%

Key Highlights

Liquid Division

- **Haldia facility Fully Commissioned**
 - 60,190 KL fully commissioned
 - ~25 % of the capacity booked for Long Term
 - Utilizations are as expected
- **Pipavav facility Fully Commissioned**
 - 120,120 KL commissioned ahead of schedule
- **Mumbai Facility continues to operate at Full Capacity**

Gas Division

- **Sourcing and Throughput**
 - Pickup in Throughput volume in Mumbai as well as Pipavav
 - Expansion of 2700 MT facility at Pipavav completed
- **Crossed 154 Distributors/Dealers in Gas Distribution Business**

Aegis Logistics declares its H1FY2015 Unaudited Consolidated Results

- Revenue for H1FY15 was Rs. 2438 Crores against Rs. 2369 Crores in H1FY14, an increase of 3%
- Normalized EBITDA for H1FY15 was Rs 83 Crores against Rs 72 Crores in H1FY14, an increase of 16%
- Profit After Tax for H1FY15 was Rs. 46 Crores as against Rs. 38 Crores in H1FY14, an increase of 22%

Liquid Business

- In Liquid Division, Revenue for H1FY15 was Rs. 65 Crores as against Rs. 65 Crores in H1FY14.
- Normalized EBIDTA for H1FY15 was Rs. 41 Crores as against Rs 42 Crores in H1FY14
- The Revenues continue to remain Strong and Margins Stable
- Full capacity at Haldia (60,190 KL) completed and commissioned
- Pipavav Project fully commissioned 1,20,120 KL three months ahead of schedule

Gas Business

- The Revenue of Gas Division during H1FY15 was Rs. 2376 Crores as against Rs. 2305 Crores in H1FY14, an increase of 3%
- Normalized EBIDTA for H1FY15 increased to Rs. 43 Crores compared to Rs. 29 Crores in H1FY14, an increase of 48%
- The increase in the profitability is due to pickup in the Sourcing and the Throughput volume

JV with ITOCHU Petroleum Co., (Singapore) Pte Ltd : Aegis Logistics Limited sold 40% stake in its Singapore based wholly owned subsidiary, Aegis Group International Pte Ltd to ITOCHU Petroleum Co., (Singapore) Pte Ltd., a wholly owned subsidiary of ITOCHU Corporation for a total consideration of USD 5.85 million.

In order for Aegis to strengthen its competitive position in LPG sourcing, supply and shipping and also to support the Company in building new LPG import terminal capacity in the future, management established a Joint Venture (JV) with ITOCHU Corporation, a Japanese multinational trading group specializing in oil & gas, metals and other commodities, which is also one of the big five sogo shosha general trading groups in Japan.

ITOCHU Corporation is one of the largest global LPG Companies by sales volumes.

The new joint venture with ITOCHU Corporation will enable the Company to significantly expand and scale up its LPG division by allying with one of the gas majors in the world.

Expansion at Haldia: The Project is setting up a Bulk Liquid Terminal at Haldia Port with capacity of 60,190 KL. The project has been commissioned at a final project cost of Rs.51 Crores.

Expansion at Pipavav: The Project – Phase I at Pipavav is setting up a Bulk Liquid Terminal for the first time at Pipavav Port with capacity of 120,120 KL and additional Gas Terminal capacity of 2,700 MT. The final project cost is Rs. 110 Crores.

With the best efforts of in-house project team, the Liquid Facilities and Gas Facility has been commissioned with a storage capacity totaling to 1,20,120 KL and 2700 MT respectively three months ahead of the schedule.

With the commissioning of Pipavav Projects, Aegis now has Liquid Terminal capacity of 500,000 KL and 25,400 MT of Gas. Gas handling capacity has increased 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 terminals, liquefied petroleum gas (LPG) terminals, filling plants, pipelines, and gas stations to deliver products and services. Client base includes many leading industrial companies in India as well as retail outlets and customers whom we serve through Distributors and Aegis Autogas stations. Aegis Group also operates internationally through its sourcing and trading subsidiaries located in Singapore.

Company's strategy is 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.

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