



## **CHAIRMAN'S SPEECH**

*"Building an Unrivalled Network of Liquid and Gas Terminals"*

**60<sup>th</sup> Annual General Meeting**

**Thursday, August 10, 2017**

**Vapi**

*Aegis Logistics Limited  
1202, 12<sup>th</sup> Floor, Tower B, Peninsula Business Park,  
Ganpatrao Kadam Marg, Lower Parel (W),  
Mumbai 400 013*

*Dear Members of Aegis Logistics Limited,*

*Ladies and Gentlemen,*

*It gives me pleasure in welcoming you to the 60th Annual General Meeting of Aegis Logistics Limited. On behalf of the Board of Directors and my colleagues at Aegis, I thank you all for your kind presence here today. The Notice of the Annual General Meeting, the Directors' Report and the Audited Accounts for the year ended 31st March, 2017 are already with you and with your permission, I take them as read.*

*It's my pleasure to share with you the highlights of the progress made by Aegis Group since we met twelve months back.*

#### **MACRO ECONOMIC OUTLOOK**

*Despite the challenges of demonetization, the macroeconomic environment was generally positive, with economic growth, subdued inflationary pressures and a solid growth rate supported by consumer spending. Stability of the exchange rate, low oil prices and stable government policy all contributed to a better business climate.*

#### **BUSINESS PERFORMANCE AND MAJOR MILESTONES**

*The Company had a good performance in FY17 with Profit after Tax increasing from Rs.126.14 Crores to Rs. 133.99 Crores and Earnings per Share rising to Rs.3.60 in FY17 on consolidated basis. The Company is in a strong financial position with Net Cash and Cash equivalents in excess of Rs. 37 Cr and a very low debt to equity ratio at 0.13 on 31 March 2017. The Board was pleased to declare two interim dividends of 35% each during the year aggregating to total interim dividend of 70% i.e Re. 0.70 per share of Re. 1 each. Further, the Board of Directors of the Company has recommended the Final Dividend of 35% i.e Re. 0.35 per share of Re. 1 each, which is subject to the approval of members at this Annual General Meeting.*

#### **GROUP STRATEGY & GOALS**

*Consistent with our vision of being the leading provider of logistics and supply chain services to India's oil gas and chemical industry, the Group strategy is clear. We will build an unrivalled network of liquid and LPG tank terminals at key ports around the coastline of India, with an emphasis on safety, environmental standards and high customer service. I would like to highlight some specific initiatives that we have pursued during FY 16-17 to continue implementing this strategy*

- *The company is building 100,000 KL of Liquid capacity for chemicals and petrochemicals at Kandla, which is nearing completion and is expected to be fully commissioned in FY 2017-18.*
- *The Company is also building 25,000 KL of liquid capacity at Mangalore port, which is expected to be completed in F.Y 2018 – 2019.*
- *The liquid terminal expansion at Haldia of 25,000 KL is nearing completion and will commence operations shortly.*
- *Last year the Company commenced the construction of an LPG terminal at Haldia Dock complex with a capital cost of Rs 250 crores with a storage capacity of 25,000 MT and throughput capacity of 25,00,000 MT at full utilization and I am pleased to report that this project will commence commercial operations within a few weeks.*
- *During the year, the Company commenced expansion of its Pipavav LPG terminal to an incremental storage capacity of 10,200 MT resulting a total throughput capacity of 14,00,000 MT upon completion. This expansion is expected to be commissioned during Q3 2017-2018.*
- *This year and over the coming two to three years will see the largest investment by your Company ever with a view to building an unrivalled national network of terminals servicing the oil, gas and chemicals industry. With this expansion, Aegis will retain its leadership position in both liquid and gas terminals.*
- *The company will be adding other logistics capabilities to its terminal facilities to offer better services to key customers.*
- *The Company will continue to participate in tenders for additional leased land at various ports.*
- *We continue to make steady progress in expanding its autogas retailing footprint and packed LPG cylinder distribution with the launch of new cylinder packages.*

## COMMITMENT TO WORLD CLASS STANDARDS

*The Group is committed to continuous improvement and to high Health, Safety and Environmental standards. The Company is proud to have been awarded and re-certified for the ISO 14001:2004, OHSAS 18001:2007 as well as ISO 9001:2008 standards for its flagship terminals at Mumbai port.*

## CORPORATE SOCIAL RESPONSIBILITY

*For a number of years, the Company has been an active participant in corporate social responsibility. Acting through Anarde Foundation, the company is actively promoting financial inclusion, clean drinking water and low cost housing initiatives.*

*Lastly, I wish to thank the Board of Directors for their immense support. I am also grateful to the Central and State Governments where Aegis operates, the Port Trust and other Port authorities, all our stakeholders, investors, bankers, financial institutions, suppliers and customers for their consistent and resolute support and confidence in us. I also wish to acknowledge the contribution of the employees who have been our strength in the progress of the Company.*

*Raj K. Chandaria  
(Chairman of the Meeting)*

*10<sup>th</sup> August, 2017*