

Aegis Logistics Limited: 9MFY14 Results

Consolidated Revenue Rs. 3,931 Crores, a growth of 21%
Net Profit of Rs. 55 Crores, a growth of 54%

Consolidated Financials at a Glance:

| Rs. Crores | Q3FY14 | Q2FY14 | Q1FY14 | 9MFY14 | 9MFY13 |
|--|--------|--------|--------|--------|--------|
| Revenue | 1,562 | 1,563 | 806 | 3,931 | 3,236 |
| Normalized EBITDA (Segment) | 39 | 38 | 34 | 111 | 128 |
| Finance, Hedging & Forex Exp. | 7 | 1 | 3 | 11 | 48 |
| Profit before Tax | 20 | 25 | 20 | 65 | 52 |
| Profit after Tax | 17 | 22 | 16 | 55 | 36 |

Key Highlights

- ✓ PAT for 9 Months Rs 55 Crores surpasses Full Year FY13 PAT of Rs 35 Crores
- ✓ Revenue & Profitability of Liquid Business continues to be Strong
- ✓ Mumbai Facility continues to operate at Full Capacity
- ✓ Haldia Project of 60,190 KL Completed
- ✓ Post Haldia Expansion, Total Operational Liquid Terminal Capacity now increased to 3,84,000 KL
- ✓ Expansion of Pipavav Facility Phase I is Progressing Well
- ✓ Crossed 150 Distributors/Dealers in Gas Distribution Business

Aegis Logistics declares its Q3 & 9MFY14 Unaudited Consolidated Results

- Revenue for 9MFY14 was Rs.3,931 Crores against Rs.3,236 Crores in 9MFY13, an increase of 21%
- PAT for 9MFY14 was Rs.55 Crores as against Rs.36 Crores in 9MFY13, an increase of 54%
- Revenue for Q3FY14 was Rs. 1562 Crores compared to Rs. 1563 Crores in Q2FY14
- Normalized EBIDTA for Q3FY14 increased to Rs.39.05 Crores compared to Rs. 37.65 Crores in Q2FY14, an increase of 4%
- PAT for Q3FY14 was Rs. 16.67 Crores compared to Rs.22.44 Crores in Q2FY14

Liquid Business

- In Liquid Division, Revenue for Q3FY14 was Rs. 33.83 Crores same as Rs. 33.71 Crores in Q2FY14
- Normalized EBIDTA for Q3FY14 continues to be robust of Rs. 21.85 Crores
- The Revenues continue to remain Strong and Margins Stable
- Full capacity at Haldia (60,190 KL) completed of which 45100 KL already commissioned upto January 2014
- Large Capacities coming up at Pipavav

Gas Business

- The Revenue of Gas Division during Q3FY14 was Rs. 1528 Crores same as Rs. 1529 Crores in Q2FY14
- Normalized EBIDTA for Q3FY14 increased to Rs. 17.20 Crores compared to Rs. 15.18 Crores in Q2FY14, an increase of 13%
- Growth is due to higher profit of Gas Logistics as well as Sourcing Business

Expansion at Haldia: The Project is setting up a Bulk Liquid Terminal at Haldia Port with capacity of 60,190 KL. The project outlay till December 31, 2013 is Rs. 51 Crores and now has been completed. Capacity of 45100 KL already commissioned upto January 2014.

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 120,000 KL and additional Gas Terminal capacity of 2,700 MT. The estimated project outlay is Rs. 123 Crores of which the cost incurred till December 31, 2013 is around Rs.77 Crores. The Project will be funded by Debt of around 65% and balance through Internal Accruals.

The Facility is likely to be operational and will start contributing towards Revenue and Profitability in H2FY15.

Post commissioning of Pipavav Projects, Aegis will have Liquid Terminal capacity of **over** 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 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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