



**THOMSUNREUTERS INTERVIEW WITH  
Mr. Anish K. Chandaria, Managing Director & CEO,  
Aegis Logistics Limited, Mumbai.**

---

1. Aegis stated that the fuel price hike will give an impetus to its alliance with Essar Oil to sell auto fuels? What is the kind of boost it expects? Any plans to extend cross selling of autogas to more states than the existing ones?

*The decontrol of petrol price and increase in diesel prices will allow Essar to re-open and/or boost sales in many of its stations. As a result, the prospects for installing more Aegis Autogas pumps in Essar stations are much improved and both companies will now seek to accelerate the rollout in the long term. This alliance with Essar Oil will help in moving towards Aegis's long term target of 300 autogas stations in ten states. Also, some of the Aegis Autogas dealers will now be interested to sell Essar petrol as it is at a market price.*

2. What is the kind of improvement expected in the average sales per station in the autogas business post the fuel price reform? (Please quantify).

*It is too early to quantify the increase in average sales per station for autogas, as we need to see the reaction of customers to paying market determined prices for petrol. However, in the long run, we would expect a 10-15% increase in sales volumes of autogas as people choose to switch to a fuel which is 35-40% cheaper than petrol.*

3. How many autogas outlets does Aegis plan to roll out in FY11 and what is the investment earmarked for it?

*Aegis expects to roll out another 30 stations in FY11. The investment including in company owned outlets is forecast to be not more than 9 crores for FY11.*

4. What kind of revenues does Aegis expect from its autogas business in FY11? How much was it in FY10?

*As per AS-17 entire Gas Business is considered as one segment and hence separate data of Augogas is not published in Annual report.*

5. Also, what kind of impact on revenues and margins can be expected in the packed LPG business in India post the fuel price hike?

*The fuel price hike has no impact on packed LPG. But the increase of Rs. 35 per cylinder for domestic LPG, will lead to less diversion of domestic LPG into the commercial (hotels, restaurants, small industry) LPG segment – boosting sales volumes. Margins in this segment will be strengthened also as there will be less pressure for discounts due to competition from subsidized cylinders.*

6. Does the firm have any plans to expand capacity of its LPG import terminals? Or any new Greenfield project lined up? What is the investment earmarked for it?

*There are no plans to expand LPG import capacity currently. Following the acquisition of Shell Gas (LPG) India, Aegis has been able to boost its import capacity in Pipavav port.*

7. Does Aegis have any acquisitions in the pipeline that it is looking at? Which firms and expected deal size?

*There are no planned acquisitions, although the company is always looking for opportunities to expand.*

8. Any fund raising plans in the future? If so, how much and via what?

*There are no current plans for raising equity as the company's retained earnings are sufficient to fund expansion.*

---

Date: 2<sup>nd</sup> July, 2010.

**For any additional information, please contact:**

**Mr. Raghu Warriar on 99877 82003 or email [raghuwarrior@aegisindia.com](mailto:raghuwarrior@aegisindia.com)**