Press Release – 1st August 2014 For Immediate Release

Aegis Logistics Limited: Q1FY15 Results

- **Consolidated Revenue Rs. 949 Crores, a Y-o-Y growth of 18%**
- **Net Profit of Rs.19 Crores, a Y-o-Y growth of 19%**

Consolidated Financials at a Glance:

Rs. Crores	Q1FY15	Q4FY14	Q-o-Q	Q1FY14	Y-o-Y	FY14
Revenue	949	1100	-14%	806	18%	5031
Normalized EBITDA (Segment)	38	33	15%	34	12%	144
Profit after Tax	19	14	36%	16	19%	69

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 Partially Commissioned**
  - 70,120 KL commissioned ahead of schedule
  - Balance Project Capacity – 50,000 KL to be commissioned by H2 FY15

- **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 is progressing well
  - Commercial operation to start in H2FY15

- **Crossed 154 Distributors/Dealers in Gas Distribution Business**

Aegis Logistics declares its Q1FY2015 Unaudited Consolidated Results

- Revenue for Q1FY15 was Rs. 949 Crores against Rs. 806 Crores in Q1FY14, an increase of 18%
- Normalized EBITDA for Q1FY15 was Rs 38 Crores against Rs 34 Crores in Q1FY14
- PAT for Q1FY15 was Rs. 19 Crores as against Rs. 16 Crores in Q1FY14, an increase of 19%

Liquid Business

- In Liquid Division, Revenue for Q1FY15 was Rs. 31 Crores as against Rs. 31 Crores in Q1FY14.
- Normalized EBIDTA for Q1FY15 was Rs. 18 Crores as against Rs 20 Crores in Q1FY14
- The Revenues continue to remain Strong and Margins Stable
- Full capacity at Haldia (60,190 KL) completed and commissioned
- Pipavav Project partially commissioned over 50% of capacity – 70,120 KL six months ahead of schedule and the balance project capacity of 50,000 KL in Liquid & 2,700 MT in Gas to be commissioned by H2FY2015

Gas Business

- The Revenue of Gas Division during Q1FY15 was Rs. 919 Crores as against Rs. 775 Crores in Q1FY14, an increase of 19%
- Normalized EBIDTA for Q1FY15 increased to Rs. 20 Crores compared to Rs. 14 Crores in Q1FY14, an increase of 43%
- The increase in the profitability is due to pickup in the Sourcing and the Throughput volume

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 120,000 KL and additional Gas Terminal capacity of 2,700 MT. The estimated project outlay is Rs. 123 Crores of which the cost incurred till June 30, 2014 is around Rs. 95 Crores. The Project will be funded by Debt of around 65% and balance through Internal Accruals.

With the best efforts of in-house project team, over 50% Liquid Facilities has now been commissioned with 13 additional tanks operational with a storage capacity totaling to 70,120 KL six months ahead of the schedule

Balance Project Capacity of 50,000 KL Liquid & 2,700 MT Gas to be commissioned by H2FY2015

Post commissioning of Pipavav Projects, Aegis 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 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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