Aegis Logistics Ltd.	
No. of shares (m)	345.33
Mkt cap (Rs crs/$m)	9763/1339
Current price (Rs/$)	283/3.9
Price target (Rs/$)	326/4.5
52 W H/L (Rs.)	291/108
Book Value (Rs/$)	49.6/0.7
Beta	0.8
Daily volume (avg. monthly NSE)	405390
P/BV (FY21e/22e)	5.5/4.9
EV/EBITDA (FY21e/22e)	23.8/17.8
P/E (FY21e/22e)	46.2/32.0
EPS growth (FY20/21e/22e)	-55.7/108.3/44.2
OPM (FY20/21e/22e)	3.9/12.1/9.8
ROE (FY20/21e/22e)	6.7/12.5/16.2
ROCE(FY20/21e/22e)	8.5/12.9/16.3
D/E ratio (FY20/21e/22e)	0.2/0.1/0.1
BSE Code	500003
NSE Code	AEGISCHEM
Bloomberg	AGIS IN
Reuters	AEGS.NS

Shareholding pattern	%
Promoters	58.7
MFs / Banks / FIIs/FIs	2.5
Foreign Portfolio Investors	14.3
Govt. Holding	-
Public& Others	24.6
Total	**100.0**

As on Dec 31, 2020

Recommendation

ACCUMULATE

Phone: + 91 (33) 4488 0055

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Quarterly Highlights

- While doing segment analysis, it is observed that the liquid division continued to perform strongly in the second quarter of FY21. Aegis had revenues for the division of Rs 56.44 crs in Q2 versus Rs 50.02 crs a year earlier, a rise of nearly13% year-on-year and EBITDA for Q2 was Rs 39.5 crs versus Rs 32.8 crs a year earlier, a rise of over 20% year on-year. Since the liquid division relies largely on storage based revenues, it was little affected by the ongoing pandemic. Barely weakish demands for storage from chemical manufacturers and oil & gas companies (HPCL, BPCL etc) helped prop up revenues in H1FY21. Thence earnings of the division (EBIT Rs 61.11 crs in H1FY21 vs Rs 48.42 crs in H1FY20) were largely stable to buoyant.
- Gas revenues for the second quarter shot down abruptly to Rs 594 crores from Rs 1768 crores a year earlier (a fall of over 66%). The revenues were primarily dragged down by the sourcing business due to a sharp drop in international LPG price. Sourcing volumes were also slashed by around 74% in the second quarter of this year majorly due to less sourcing of LPG by PSUs through its Singapore based subsidiary-AGI.
- On the contrary, gas terminal division's EBIT remained pretty stable marking a de growth of 18% in Q2 compared to the same period last fiscal predominantly due to stability of the logistics business. The LPG logistics volume which contributes a large chunk to the gas division's EBIT fell by a less threatening 4% in Q2 whereas distribution and sourcing volumes fell by 20% and 74% respectively. Diminishing distribution volumes naturally affected Q2's EBIT as this segment commands higher than average margins per tonne. Little to no movement of vehicles affected autogas sales; industrial shut down and Covid restrictions negatively influenced commercial LPG sales to hotels, restaurants and industries. All these factors led to decline in distribution volumes.
- The stock currently trades at 46.2x FY21e EPS of Rs 6.12 and 32.0x FY22e EPS of Rs 8.82. Driven by environmental and health concerns, government continues to invest in building LPG pipelines across the country and persuading PSUs to increase LPG import infrastructure. Modest distribution and sourcing volumes will lead to a fall in FY21 gas terminal revenues. It will pick up pace beginning FY22 in consequence of higher volumes across all the gas divisions' segments. Earnings are expected to more than double this fiscal though on a smaller base and rise by over 44% in the next fiscal. Balancing odds, we assign accumulate rating on the stock with a target price of Rs 326 based on 37x FY22e EPS of Rs 8.82.

Consolidated (Rs crs)	FY18	FY19	FY20	FY21e	FY22e
Income from operations	4790.96	5615.82	7183.25	3193.87	5275.90
Other Income	8.35	8.19	32.84	19.37	25.16
EBITDA (other income included)*	274.35	379.06	309.39	404.33	540.26
PAT after MI and EO	197.81	221.38	99.76	211.33	304.78
EPS(Rs)	5.92	6.63	2.94	6.12	8.82
EPS growth (%)	65.9	11.9	-55.7	108.3	44.2

Outlook & Recommendation

Indian Logistics Industry

According to the recent report released by ICRA, the Indian Logistics sector has been adversely impacted by the Covid-19 pandemic induced lockdown so much so the revenues for domestic road transportation sector is expected to contract by 18%-20% in FY2021. Although the situation is now easing away, pre pandemic level growth is yet to be seen and majorly depends on macro-economic revival. Being an integral part of our GDP, logistics sector has substantial room for improvement as it fell from 35th rank in 2016 to 44TH in 2018 according to the logistic performance index.

Keeping international competiveness in mind, GOI attempts to bring down logistics cost from 14% to 10% by 2022. The drop in cost will boost our exports. Improved nationwide infrastructure and faster adoption of new technologies are going to act as catalysts in fuelling the growth of logistics industry in India. Online deliveries and purchases were ramped up during lockdown all thanks to e-commerce, a segment that is expected to support the growth of logistics sector during the forecast period (2020-2025). Logistics start-ups in India gained a substantial foothold after the onset of e-commerce and several other companies are currently gaining traction in the industry. After being awarded the infrastructure status, this industry attracted various investment inflows and that became a major growth driver for the logistics industry. One of the key policy initiatives taken by government- the Multi-Modal Logistics Parks Policy (MMLPS) bore fruitful results during lockdown given their flexibility to use railways and coastal which were less impacted by Covid. Accordingly, multimodal offerings are expected to gain increased acceptance and traction going forward as well.

Source: eMarketer

LPI Global Rankings 2018

Country	LPI Rank	Customs	Infrastructure	International Shipments	Logistics competence	Tracking & tracing	Timeliness
Germany	1	4.09	4.37	3.86	4.31	4.24	4.39
Japan	5	3.99	4.25	3.59	4.09	4.05	4.25
Singapore	7	3.89	4.06	3.58	4.1	4.08	4.32
Honk Kong, China	12	3.81	3.97	3.77	3.93	3.92	4.14
United States	14	3.78	4.05	3.51	3.87	4.09	4.08
South Africa	33	3.17	3.19	3.51	3.19	3.41	3.74
India	44	2.96	2.91	3.21	3.13	3.32	3.5
Brazil	56	2.41	2.93	2.88	3.09	3.11	3.51
Russian Federation	75	2.42	2.78	2.64	2.75	2.65	3.31

Source: World Bank

Source: World Bank

Even now, logistics industry in India is highly fragmented with a large number of unorganized players. Only 10-15 per cent of the $215-billion Indian logistics market is owned by organised players. According to an ICRA official "the sector is likely to witness consolidation trends over the medium term on the backdrop of rising pressure on viability of small fleet operators, increasing multi-modal offerings and higher financial flexibility given to large organised players". As acclaimed by GlobeNewswire, the logistics market in India is forecasted to grow at a CAGR of 10.5% between 2019 and 2025. Post COVID-19, the global logistics market size is projected to grow from $2,734 billion in 2020 to $3,215 billion by 2021, at a y-o-y of 17.6%. Asia Pacific logistics industry grew rapidly due to increasing logistics in the ASEAN countries and presence of major economies like India and China backed by high government support.

In order to stay on their toes, logistics companies need to keep up with modern processes and activities that support various supply chain processes, deploy innovative techniques for faster delivery of products, digitalize etc. Reduced delivery will help meet the need of price-sensitive customers who require a wider choice of high quality products with timely delivery. Strengthening of globalization and relieved trade tensions will lead to increased trade activities which will directly benefit logistics sector.

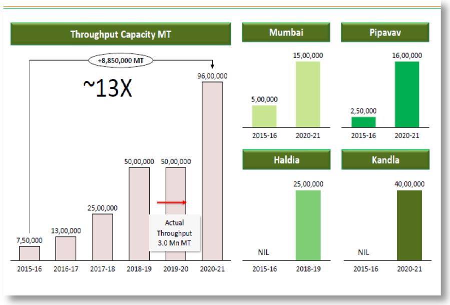
Expansion Plans

Gas Terminal Division

The new LPG project at Kandla entailing a capex of Rs 350 crs for an expansion of static LPG capacity of 45000 MT involving 2 fully refrigerated tanks of 22500 MT each and a throughput capacity at full utilization of 4,000,000 was earlier anticipated to be complete by Q3FY21, now revised to Q4FY21. Aegis expects this project to be commissioned by Q1FY22. Potential incremental budgeted volume arising out of the project is 1mn MT in FY22. There is another brownfield capacity expansion involving a capex of Rs 75 crs at Pipavav of 3800 MT(existing capacity of 18300 MT) and setting up of railway gantry has been approved which was expected to be commissioned by Q3FY21 (earlier Q2). Throughput for LPG handled in Pipavav is expected to grow from 1.4mn MT to 1.6mn MT through existing and new customer relationships. The Uran Chakan pipeline is expected to raise throughput by 0.5mn MT on an annualized basis.

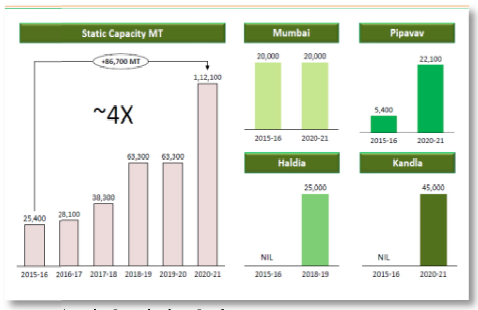
To further increase LPG capacity, the company plans debottlenecking and possible expansion at existing terminals in Haldia, Mumbai and Pipavav by 2025.

LPG Throughput Capacity Post Expansion



Source- Aegis Logistics Ltd.

LPG Static Capacity Post Expansion



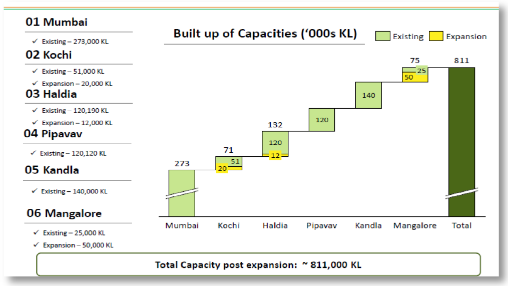
Source- Aegis Logistics Ltd.

Liquid Terminal Division

Aegis operates at six liquid terminals that are strategically located at Mumbai, Kochi, Haldia, Pipavav, Kandla and Mangalore with an existing capacity of 729,000 KL. The expansion project at Mangalore Port for 50,000 KL with an existing capacity of 25000 KL as well as Haldia Port for 12000 KL with an existing capacity of 120190 KL, both are expected to be commissioned by Q4 FY21. Both the projects combined, warranted for a capex of Rs 45 crs.

Development of Kochi's 20,000 KL project entailing a capex of Rs 15 crs was earlier delayed by six months (from Q4FY20 TO H1FY21) now it got postponed again to the end of fiscal. The Kochi Port stands at a current capacity of 51,000 KL. Total capacity post expansion is known to be 811,000 KL by FY22 and it would be funded by internal accruals.

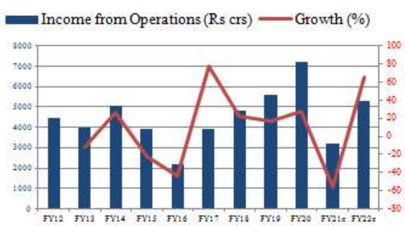
Liquid Capacity Post Expansion



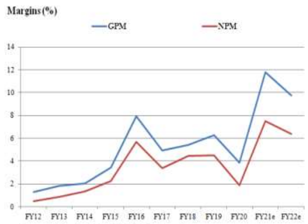
Source- Aegis Logistics Ltd.

Financials & Valuation

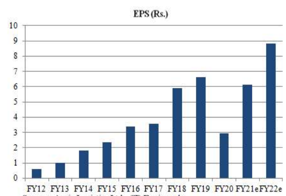
According to Wood Mackenzie, India is expected to overtake China as the world's largest LPG residential sector market by 2030. LPG demand in the residential sector will continue to see sustainable growth at a CAGR of 3.3%, reaching 34m MT as household's dependence switch from biomass to LPGs supported by rising average household incomes and urban population.



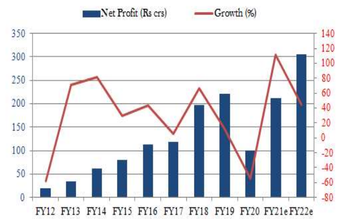
Sources: Aegis Logistics Ltd., CD Equisearch



Sources: Aegis Logistics Ltd., CD Equisearch

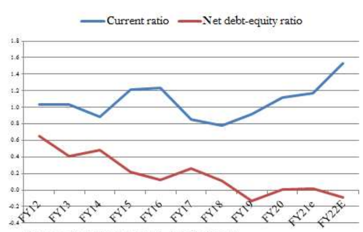


Sources: Aegis Logistics Ltd., CD Equisearch

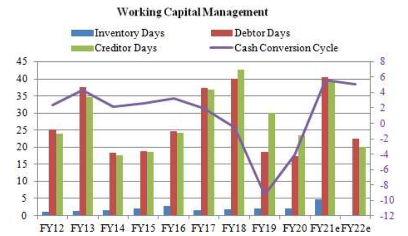


Sources: Aegis Logistics Ltd., CD Equisearch

Aegis' revenues contracted by 66% in the first half of the current fiscal largely due to depressed LPG prices and weaker demand across the gas terminal division. Sourcing volumes- a major sponsor of gas division's revenue fell by a pitiful 70% leading to gas division's revenue de growth of around 68% in the first half of the current fiscal compared to a year ago. Liquid division, on the other hand, marked a revenue growth of 12% approx in HIFY21 due to its "fees" based business model. Gas division's revenue is bound to be impacted in FY21 (by -57% approx) as a result of lower volumes and depressed crude oil prices; but one can expect a gradual recovery starting from present fiscal's end with loosened Covid restrictions and higher crude oil prices. Higher throughput volumes at Mumbai's Uran Chakan Pipeline by 0 .5mn MT/year, Kandla's by 1mn MT/year and Pipavav's Railway Gantry Project by approximately 0.5mn MT/year is expected to boost FY22 profitability as there will be better utilization of added capacity. Liquid terminal revenue will witness a modest growth of around 7% and 12.4% in FY21 & FY22 respectively, owing to its increasing capacity at Mangalore, Haldia and Kochi terminals.

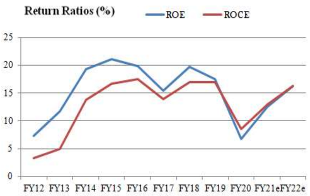


Sources: Aegis Logistics Ltd., CD Equisearch

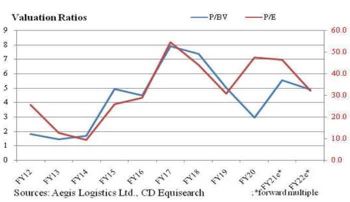


Sources: Aegis Logistics Ltd., CD Equisearch

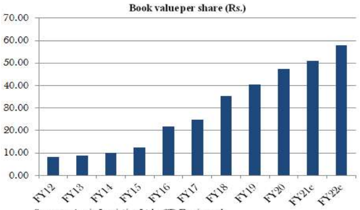
Profit before tax in H1FY21 rose by an impressive 303% largely due to lower ESOP expenses in the first half of the current fiscal compared to a year ago (Rs 56.19 crs vs Rs 154.51 crs in H1FY20) . PBT is expected to witness a gradual rise in FY21-22e by 44.7% and 40% all thanks to moderate ESOP debiting as well as higher throughput volumes across gas and liquid terminals. The government is aware of higher logistics cost that may reduce the competitiveness of the domestic goods in international market and is constantly working on policies that will pave the way for India to become a logistics hub. While the future outlook remains good, one cannot ignore the fact that among all other segments, logistics is a major source of the company's profitability and any fall in throughput volumes could be a potential threat to the financials of the company.



Sources: Aegis Logistics Ltd., CD Equisearch



Sources: Aegis Logistics Ltd., CD Equisearch :*forward multiple



Sources: Aegis Logistics Ltd., CD Equisearch

The company currently trades at 46.2x FY21e EPS of Rs 6.12 and 32.0x FY22e EPS of Rs 8.82. Gas terminal's throughput volumes will rise by 13% & 44% in the current fiscal and the next leading to improved margins while, distribution and sourcing volumes too are expected to grow by 40% and 128% (though on a very small base) in FY22. Resultantly, earnings will grow by approximately 44% in the next fiscal. On the backdrop of rising volumes and higher LPG prices, we assign accumulate rating on the stock with revised target of Rs 326 (previous target: Rs 184) based on 37x FY22e EPS of Rs 8.82. For more info, refer to our April report.

Cross Sectional Analysis

Company	Equity	CMP	MCAP*	Sales*	Profit*	OPM (%)	NPM (%)	Int Cov	ROE (%)	Mcap/ Sales	P/BV	P/E
Aegis Log.	35	283	9763	4697	171	7.9	4.4	13.0	10.6	2.1	5.7	57.1
Gati Ltd.	24	94	1147	1321	-59	-0.5	-5.7	-0.6	-21.3	0.9	4.0	-19.4
Transport Corp	15	243	1872	2477	111	8.8	4.6	4.9	10.9	0.8	1.8	16.8
Allcargo Log.	49	132	3232	8072	155	6.7	1.8	2.4	8.7	0.4	1.9	20.8
Container Corp	305	421	25673	5833	730	22.8	12.5	24.1	7.4	4.4	2.6	35.2

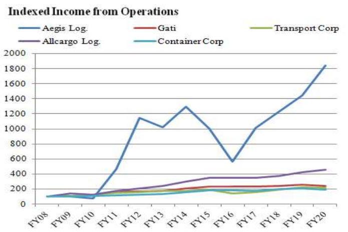
*figures in crores; calculations on ttm basis; consolidated data as available on December 31, 2020.
Businesses of companies mentioned in exhibit are not truly comparable.

Gati's revenue fell by a whopping 43.6% in the first half of current fiscal in comparison to previous fiscal's first half as its largest contributor to the topline - Express Distribution & Supply Chain – reported over a 43% drop in revenues in the first half. This division also affected H1FY21's EBIT of the company as it landed with a loss of Rs 19.66 crs. Overall segmental EBIT of the same period stood at a loss of Rs 17.65 crs. Finally Gati booked a loss before tax of Rs 41.67 crs in H1FY21 vs a loss of Rs 3.74 crs a year earlier. Moving forward, Gati plans to foray into the e-commerce segment.

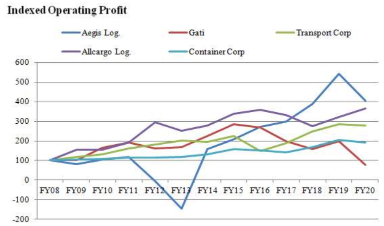
TCI's topline de- grew by almost 18% in the first half of FY21. The two divisions that contribute significantly towards the company's EBIT- Supply Chains Solutions Division & Seaways Division reported around 39% and 35% respectively, drop in EBIT leading to a nearly 40% fall in PBT – it fell to Rs 51.23crs from Rs 85.12 crs in the same period last year. To expand its presence in the logistics sector, TCI had estimated a capex of Rs 150 crs for the current fiscal with Rs 29.71 crs already incurred in the first half of the current fiscal. The capex is expected to be incurred through a mix of debt and internal accruals.

Allcargo witnessed a revenue growth of around 20% in H1FY21 against first half of the previous fiscal. This period witnessed 6% suppression in segmental EBIT, though the largest contributor towards the profitability of the company- multimodal transport operations division rose by over 20%. PBT for the period stood at Rs 103.81 crs compared to Rs 155.99 crs a year earlier (a fall of 33.5%). Following its quest for creating synergies, the company acquired 46.86% stake in Gati to enter the express logistics market.

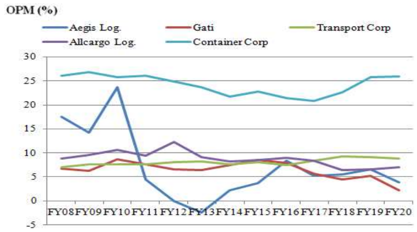
Container Corp's revenue declined from Rs 3410 crs to Rs 2703 crs in the first half of current period, marking a drop of nearly 21%. The PSU registered a profit after tax of Rs 245 crs in the first half of the current fiscal against a net loss of Rs 88 crs a year ago owing to an exceptional loss of Rs 861.05 crs. Even though the export-imports (EXIM) division was down by 23% in the first half of the current fiscal, its EBIT stood at Rs 264 crs compared to Rs 260 crs loss in the same period last fiscal, marking a growth of over 200%. Last year, CONCOR spent around Rs.1069 crores towards development/expansion of terminals, acquisition of wagons, handling equipments and IT Infrastructure, etc.



Sources: Companies, CD Equisearch



Sources: Companies, CD Equisearch



Sources: Companies, CD Equisearch

Financials

Consolidated Quarterly Results

Figures in Rs crs

	Q2FY21	Q2FY20	% chg.	H1FY21	H1FY20	% chg.
Income From Operations	**650.36**	**1817.69**	**-64.2**	**1286.76**	**3772.97**	**-65.9**
Other Income	6.64	2.55	160.4	11.60	8.77	32.3
Total Income	**657.00**	**1820.24**	**-63.9**	**1298.36**	**3781.74**	**-65.7**
Total Expenditure	548.10	1845.80	-70.3	1117.15	3699.07	-69.8
EBITDA (other income included)	**108.90**	**-25.56**	**-526.1**	**181.21**	**82.67**	**119.2**
Interest	4.07	7.36	-44.7	8.73	15.85	-44.9
Depreciation	17.99	16.95	6.1	35.54	32.84	8.2
PBT	**86.84**	**-49.87**	**-274.1**	**136.94**	**33.98**	**303.0**
Tax	22.65	-15.71	-244.2	35.91	5.82	517.0
PAT	**64.19**	**-34.16**	**-287.9**	**101.03**	**28.16**	**258.8**
Minority Interest	7.23	7.21	0.3	14.24	12.58	13.2
PAT after MI	**56.96**	**-41.37**	**-237.7**	**86.79**	**15.58**	**457.1**
EO	-	-	-	-	-	-
Adjusted Net Profit	**56.96**	**-41.37**	**-237.7**	**86.79**	**15.58**	**457.1**
EPS(Rs)	1.65	-1.22	-235.4	2.53	0.46	451.0

Consolidated Segment Results

Figures in Rs crs

	Q2FY21	Q2FY20	% chg.	H1Y21	H1FY20	% chg.
Segment Revenue						
Liquid Terminal Division	56.44	50.02	12.8	111.82	99.48	12.4
Gas Terminal Division	593.92	1767.67	-66.4	1174.94	3673.49	-68.0
Segment Revenue	**650.36**	**1817.69**	**-64.2**	**1286.76**	**3772.97**	**-65.9**
Segment EBIT						
Liquid Terminal Division	30.28	24.20	25.1	61.11	48.42	26.2
Gas Terminal Division	76.78	94.16	-18.5	145.81	167.93	-13.2
Sub Total	**107.06**	**118.36**	**-9.5**	**206.92**	**216.35**	**-4.4**
Interest	4.07	7.36	-44.7	8.73	15.85	-44.9
Other Unallocable Exp. (net)	16.15	160.87	-90.0	61.25	166.52	-63.2
PBT	**86.84**	**-49.87**	**-274.1**	**136.94**	**33.98**	**303.0**

Financials

Consolidated Income Statement

Figures in Rs crs

	FY18	FY19	FY20	FY21e	FY22e
Income From Operations	**4790.96**	**5615.82**	**7183.25**	**3193.87**	**5275.90**
Growth (%)	21.9	17.2	27.9	-55.5	65.2
Other Income	8.35	8.19	32.84	19.37	25.16
Total Income	**4799.31**	**5624.01**	**7216.09**	**3213.23**	**5301.06**
Total Expenditure	4524.96	5244.95	6906.70	2808.90	4760.79
EBITDA (other income included)	**274.35**	**379.06**	**309.39**	**404.33**	**540.26**
Interest	15.23	26.19	33.12	27.62	24.86
Depreciation	34.31	50.54	68.71	76.30	94.54
PBT	**224.82**	**302.33**	**207.56**	**300.42**	**420.85**
Tax	11.01	50.22	73.59	60.08	84.17
PAT	**213.80**	**252.11**	**133.97**	**240.33**	**336.68**
Minority Interest	16.00	30.72	34.38	29.00	31.90
PAT after MI	**197.81**	**221.39**	**99.59**	**211.33**	**304.78**
EO	0.00	0.01	-0.17	-	-
Adjusted Net Profit	**197.81**	**221.38**	**99.76**	**211.33**	**304.78**
EPS*(Rs)	5.92	6.63	2.94	6.12	8.82

*EPS for FY21 & FY22 on Rs 34.54 crs equity

Segment Results

Figures in Rs crs

	FY18	FY19	FY20	FY21e	FY22e
Segment Revenue					
Liquid Terminal Division	168.28	182.80	207.54	222.31	249.82
Gas Terminal Division	4622.68	5433.02	6975.71	2971.55	5026.08
Segment Revenue	**4790.96**	**5615.82**	**7183.25**	**3193.87**	**5275.90**
Segment EBIT					
Liquid Terminal Division	84.80	78.33	105.07	119.37	131.66
Gas Terminal Division	184.36	286.90	390.07	356.19	525.09
Sub Total	**269.16**	**365.23**	**495.14**	**475.56**	**656.75**
Interest	15.23	26.19	33.12	27.62	24.86
Other Unallocable Exp. (net)	29.12	36.72	254.46	147.52	211.04
PBT	**224.82**	**302.33**	**207.56**	**300.42**	**420.85**

Consolidated Balance Sheet

Figures in Rs crs

	FY18	FY19	FY20	FY21e	FY22e
Sources of Funds					
Share Capital	33.40	33.40	33.97	34.54	34.54
Reserves	1173.87	1357.87	1620.64	1773.25	2019.32
Total Shareholders' Funds	**1207.28**	**1391.28**	**1654.61**	**1807.79**	**2053.86**
Minority Interest	69.70	74.81	90.60	119.60	151.50
Long Term Debt	61.96	56.57	48.50	24.60	18.63
Total Liabilities	**1338.94**	**1522.66**	**1793.71**	**1952.00**	**2223.99**
Application of Funds					
Gross Block	1330.01	1426.67	1870.27	2005.28	2405.28
Less: Accumulated Depreciation	47.63	97.93	171.56	247.86	342.40
Net Block	**1282.38**	**1328.75**	**1698.71**	**1757.41**	**2062.87**
Capital Work in Progress	125.58	120.66	220.11	350.00	50.00
Investments	0.02	10.44	7.31	0.01	0.01
Current Assets, Loans and Advances					
Inventory	26.00	33.80	42.11	30.00	40.00
Trade receivables	346.94	228.52	454.03	255.51	395.69
Cash and Bank	161.99	412.92	263.44	161.84	337.20
Other current assets	92.05	72.69	133.03	180.92	186.19
Total CA	**626.98**	**747.94**	**892.61**	**628.27**	**959.08**
Current Liabilities	775.76	785.95	760.39	490.04	572.05
Provisions-Short term	2.91	2.90	4.02	3.38	3.38
Total Current Liabilities	**778.66**	**788.85**	**764.40**	**493.42**	**575.43**
Net Current Assets	-151.68	-40.91	128.21	134.85	383.66
Net Deferred Tax Liability	-5.50	11.91	16.42	4.56	4.56
Net long term assets (net of liabilities)	88.13	91.81	-277.05	-294.84	-277.11
Total Assets	**1338.94**	**1522.66**	**1793.71**	**1952.00**	**2223.99**

Key Financial Ratios

	FY18	FY19	FY20	FY21e	FY22e
Growth Ratios(%)					
Revenue	21.9	17.2	27.9	-55.5	65.2
EBITDA	31.1	38.2	-18.3	30.6	33.6
Net Profit	65.9	11.9	-54.9	111.8	44.2
EPS	65.9	11.9	-55.7	108.3	44.2
Margins (%)					
Operating Profit Margin	5.6	6.6	3.9	12.1	9.8
Gross profit Margin	5.4	6.3	3.8	11.8	9.8
Net Profit Margin	4.5	4.5	1.9	7.5	6.4
Return (%)					
ROCE	17.0	17.0	8.5	12.9	16.3
ROE	19.8	17.5	6.7	12.5	16.2
Valuations					
Market Cap/ Sales	1.8	1.2	0.7	3.1	1.9
EV/EBITDA	32.1	17.4	15.3	23.8	17.8
P/E	43.8	30.7	47.5	46.2	32.0
P/BV	7.4	5.0	2.9	5.5	4.9
Other Ratios					
Interest Coverage	15.8	12.5	7.3	11.9	17.9
Debt Equity	0.2	0.2	0.2	0.1	0.1
Net Debt-Equity Ratio	0.1	-0.1	0.0	0.0	-0.1
Current Ratio	0.8	0.9	1.1	1.2	1.5
Turnover Ratios					
Fixed Asset Turnover	4.7	4.3	4.7	1.8	2.8
Total Asset Turnover	4.3	4.0	4.4	1.7	2.6
Inventory Turnover	189.5	175.4	182.0	77.9	136.0
Debtors Turnover	9.1	19.5	21.0	9.0	16.2
Creditor Turnover	8.6	12.1	15.6	9.2	18.2
WC Ratios					
Inventory Days	1.9	2.1	2.0	4.7	2.7
Debtor Days	40.1	18.7	17.3	40.5	22.5
Creditor Days	42.6	30.1	23.4	39.6	20.1
Cash Conversion Cycle	-0.6	-9.3	-4.1	5.7	5.1

Cumulative Financial Data

Figures in Rs crs	FY11-13	FY14-16	FY17-19	FY20-22e
Liquid Terminal Division	287	455	505	680
Gas Terminal Division	9970	10705	13832	14973
Income from operations**	10257	11160	14337	15653
Operating profit	-22	436	841	1177
EBIT	269	401	754	1015
PBT	155	344	696	929
PAT after MI	100	253	538	616
Dividends	37	80	139	190
OPM (%)	-0.2	3.9	5.9	7.5
NPM (%)	1.0	2.5	4.2	4.5
ROE (%)	14.2	16.5	17.2	12.2
ROCE (%)	12.6	13.8	16.5	13.0
Interest Coverage	2.4	7.1	13.1	11.9
Debt Equity*	1.1	0.2	0.2	0.1
Fixed asset turnover	13.9	7.2	4.6	3.1
Debtors turnover	21.4	18.9	29.3	16.7
Inventory turnover	236.6	237.8	198.5	130.8
Creditors turnover	22.1	19.7	16.0	12.0
Debtor days	17.0	19.4	12.4	21.8
Inventory days	1.5	1.5	1.8	2.8
Creditor days	16.5	18.5	22.8	30.3
Cash conversion	2.1	2.4	-8.5	-5.7
Dividend payout ratio (%)	37.5	29.0	25.9	30.8

FY11-13 implies three year period ending fiscal 13;*as on terminal year; ** includes other operating income

Aegis' cumulative revenue grew around 28% in FY17-19 with gas being the major growth driver. It is estimated to grow by 9% for the period FY20-22e due to depressed LPG prices. As a consequence of 55.5% revenue de growth in FY21, fixed asset turnover for the cumulative period FY20-22e will be negatively influenced (a drop from 4.6 to 3.1). Cumulative EBIT is expected to improve by around 35% as we expect a steady rise in throughput volumes of both liquid and gas businesses which will in turn, positively affect the margins for FY20-22e - 7.5% OPM vs 5.9% in the period FY17-19. Cumulative PAT for the period FY17-19 grew outstandingly- more than doubled leading to a gradual rise in ROE. A 14% rise in cumulative PAT for FY20-22e would fail to boost ROE (17.2% in FY17-19 to 12.2% in FY20-22e).

Liquid division had remained indifferent to changes caused by the pandemic and will further prop up owing to increased capacity. Little insignificant EBIT coupled with modest rise in interest costs (because of lease obligations) would hardly temper the interest coverage for the period FY20-22e (a drop from 13.1 to 11.9). Debt Equity is expected to improve from 0.2 to 0 .1 in the period FY20-22e, one of the reasons being that the company plans to expand through internal accruals. Although debtor days are expected to increase from 12.4 to 21.8 coupled with increasing inventory days from 1.8 to 2.8; cash conversion cycle will barely rise, thanks to rise in creditor days from 22.8 to 30.3 in the period FY20-22e.

Financial Summary- US Dollar denominated

million $	FY18	FY19	FY20	FY21e	FY22e
Equity capital	5.1	4.8	4.5	4.7	4.7
Shareholders' funds	181.2	196.0	213.9	242.0	274.3
Total debt	46.7	34.5	37.3	27.0	21.0
Net fixed assets (incl. CWIP)	216.3	209.4	254.4	288.8	289.5
Investments	0.0	1.5	1.0	0.0	0.0
Net current assets	-27.6	-10.9	11.5	12.8	45.5
Total assets	201.4	215.0	232.3	261.8	297.7
Revenues	743.4	803.5	1013.5	437.9	723.4
EBITDA	42.6	54.2	43.7	55.4	74.1
EBDT	40.2	50.5	39.0	51.7	70.7
PBT	34.9	43.3	29.3	41.2	57.7
PAT	30.7	31.7	14.1	29.0	41.8
EPS($)	0.09	0.09	0.04	0.08	0.12
Book value ($)	0.54	0.59	0.63	0.70	0.79

Income statement figures translated at average rates; balance sheet at year end rates; FY21 at current rate (Rs 72.93/$).
All dollar denominated figures are adjusted for extraordinary items.

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buy: >20%	accumulate: >10% to ≤20%	hold: ≥-10% to ≤10%	reduce: ≥-20% to <-10%	sell: <-20%

Exchange Rates Used- Indicative

Rs/$	FY17	FY18	FY19	FY20
Average	67.09	64.45	69.89	70.88
Year end	64.84	65.04	69.17	75.37

All $ values mentioned in the write-up translated at the average rate of the respective quarter/ year as applicable. Projections converted at current exchange rate. Cumulative dollar figure is the sum of respective yearly dollar value.