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Initiating Coverage

Aegis Logistics Ltd.

09-Sept-2020

RETAIL RESEARCH

Aegis Logistics Ltd.

Industry	LTP	Recommendation	Base Case Fair Value	Bull Case Fair Value	Time Horizon
Oil/Gas storage marketing & distribution	Rs. 203.9	Buy on declines in 189-193 band & add further on dips to Rs 174-178 band	Rs. 218	Rs. 246	2 quarters

HDFC Scrip Code	AEGLOG
BSE Code	500003
NSE Code	AEGISCHEM
Bloomberg	AGIS IN
CMP Sept 08, 2020	203.9
Equity Capital (Rscr)	34.0
Face Value (Re)	1.0
Equity Share O/S (cr)	34.0
Market Cap (Rscrs)	6925.8
Book Value (Rs)	48.7
Avg. 52 Wk Volumes	98584
52 Week High	267.1
52 Week Low	107.3

Share holding Pattern % (June, 2020)	
Promoters	59.7
Institutions	15.6
Non Institutions	24.7
Total	100.0

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Our Take:

Aegis Logistics Ltd (ALL) is a niche player in liquid and gas logistics business in India providing services such as sourcing of products, storage, and distribution for oil, gas, and chemicals. Company has storage tanks to handle liquid cargo across with 729,310KL annual capacity. It offers third-party liquid logistics services for handling and storage, provides operations and maintenance (O&M) services, and has a well-diversified customer base which includes OMCs and chemical industries. ALL is well placed to cater to the huge potential of imports through its various terminals facilitated through pipelines or railway gantry.

The work for its capacity expansion across its various locations is going on and ALL has a strong advantage of project execution at lower costs in a short duration due to its experience. Capacity addition led by expansion programs will drive volume as well as profitability growth in medium to long term. Apart from this, Japanese trading company Itochu has a 40% stake in Haldia LPG terminal, which highlights investor confidence in the LPG potential of the region.

PSUs like HPCL and BPCL basically stopped many tenders and many spot imports of LPG in the month of May and June due to the overbooking of cargos and there was a sharp drop in International LPG prices in April. This was the situation of a big drop in its sourcing of gas for the public sector as well as a big drop in prices. Currently, LPG prices have recovered after a sharp crash in Apr 2020. We expect sourcing of Gas business could come to normal level and its Gas Terminal division could continue to generate strong revenues going forward.

Valuations & Recommendation:

ALL continues to look for opportunities to lease or acquire land at major and minor ports in India in line with the Company's vision of building a series of terminals around the coastline in India. It has significantly low working capital needs compared to its scale of operations. ALL has healthy return ratios with RoCE at 18-25%. Its control on the complete supply chain helps it to reduce costs and provide reliable services at very competitive rates. ALL has recognized a noncash expenses regarding Employee Stock Purchase Plan totalling around Rs 335 crore, of which Rs 240 crore was recognised in FY20. Expense regarding the Employee Stock Purchase Plan of ~Rs 80 crore in FY21E and ~Rs15 in FY22E, as a non-cash item could impact its profitability. However, we have adjusted this noncash expense for finding out the fair value of stock. We are positive about the long term prospects of the Company. **We think the Base case fair value of the stock is Rs 218 (18.0x FY22EPS) and the bull case fair value of the stock is Rs 246 (20.0x FY22EPS) over the next 2 quarters. Investors can buy the stock in the Rs 189- 193 band (15.75xFY22E EPS) and add further on dips to Rs.174-178 band (14.5xFY22E EPS). At a CMP of Rs 204, stock trades at 16.8x FY22E EPS.**

Financial Summary (Consolidated)

Particulars (Rs cr)	Q1FY21	Q1FY20	YoY-%	Q4FY20	QoQ-%	FY19	FY20	FY21E	FY22E
Total Operating Income	636.4	1955.3	-67.5	1241.7	-48.7	5,615.8	7,183.3	5,609.2	7,341.3
EBITDA	67.3	102.0	-34.0	93.0	-27.6	370.9	276.6	418.4	641.6
Depreciation	17.6	15.9	10.4	18.7	-6.0	50.5	68.7	72.9	67.9
Other Income	5.0	6.2	-20.3	19.5	-74.5	8.2	32.8	21.3	27.2
Interest Cost	4.7	8.5	-45.1	7.9	-40.7	26.2	33.1	35.3	34.8
Tax	13.3	21.5	-38.4	39.4	-66.3	50.2	73.6	86.2	141.5
PAT after Minority Interest	29.8	57.0	-47.6	34.1	-12.5	221.4	99.6	230.6	397.0
Adjusted PAT	72.0	57.0	26.4	76.2	-5.6	221.4	339.6	330.6	412.0
Diluted EPS (Rs)	2.1	1.7	26.4	2.2	-5.6	6.5	10.0	9.7	12.1
RoE-%						15.9	20.5	17.2	18.4
P/E (x)						31.3	20.4	20.9	16.8
EV/EBITDA						18.1	24.9	16.2	10.2

(Source: Company, HDFC sec)

Q1FY21 Result Review

ALL’s performance was above expectations in Q1FY21. Its consolidated net profit after minority interest was down by 47.6 per cent YoY to Rs 29.8 crore and its adjusted net profit excluding expenses on Employee Stock Purchase Plan was up by 26.4 per cent to Rs 72 crore vs. 57 crore in Q1FY20. ALL’s Employee Stock Purchase Plan expenses stood at Rs 42.1 crore in Q1FY21, which is a non-cash accounting charge. The normalized profit before tax was Rs 92 crore in Q1FY21 vs. Rs 84 crore in Q1FY20.

ALL’s consolidated revenue was down by 67.5 per cent YoY to Rs 636.4 crore on account of Covid-19 pandemic. Company’s business operations were temporarily disrupted in the quarter. Aegis revenue from Gas Terminal Division was down by 69.5 per cent YoY to Rs 581 crore, it was down particularly in sourcing volumes from its subsidiary in Singapore and as the PSUs stopped many tenders and many spot imports of LPG around May, June due to the overbooking of cargos and sharp drop in LNG prices in the month of April. However, Liquid Terminal Division performed well in the quarter, revenue from Liquid Terminal Division increased by 12 per cent YoY to Rs 55.4 crore. Gas Terminal Division and Liquid Terminal Division contributed 91.3 per cent and 8.7 per cent in Q1FY21, respectively.

LPG throughput logistics volumes in three LPG terminals of Mumbai, Pipavav and Haldia in Q1FY20, was 700,349 metric tons versus 588,066 metric tons in Q1FY20, a 25 per cent YoY growth. Retail volume, starting with bulk industrial sales distribution to industrial customers of

LPG in Q1FY21 was 7,414 metric tons versus 26,277 metric tons in Q1FY20 with a sharp drop of 72 per cent YoY. Autogas was also down, only 2,944 metric tons in Q1 versus 6,442 metric tons a year earlier that is a drop of 54 per cent YoY. Commercial and domestic LPG segment sales in Q1 were 2,553 metric tons versus 4,537 metric tons a year earlier with a drop of 44 per cent YoY.

Recent Triggers

ALL's expansion plans could bring opportunities to garner more revenue going forward

ALL is engaged in the business of storage of oil products, chemicals, and liquefied gases, sourcing of LPG, and retail distribution of LPG in terminals. ALL plans to expand its terminal network across India's coastline to capture growth in liquid and gas logistics. We expect a creditable revenue growth post expansion of the Kandla Liquid Terminal and the Mangalore and Haldia terminals expansion.

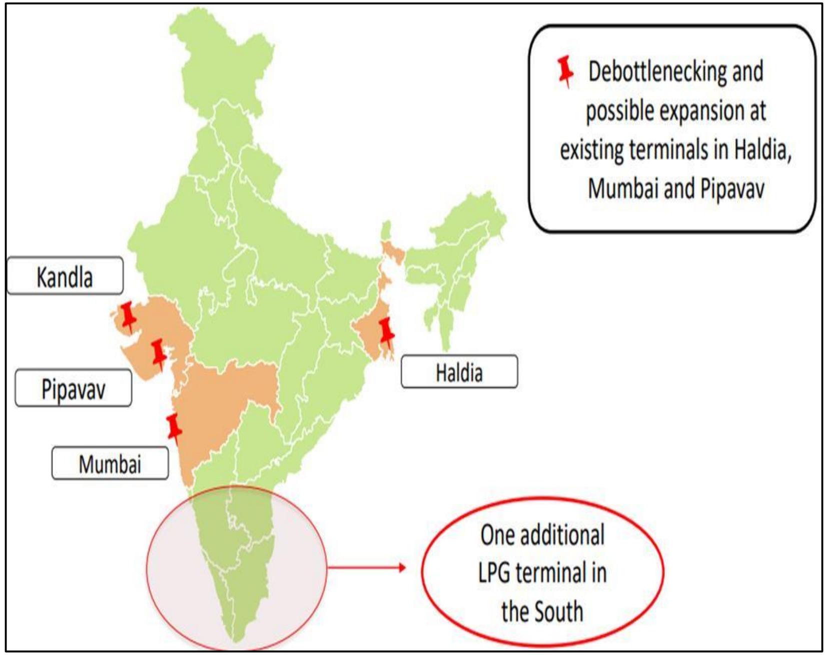
Division	Site	Existing Capacity, KL	Expansion	Total	Cost, Rs Cr	Financing	Completion
Liquified Division	Haldia	120190	12000	132190	10	Internal Accruals	Q2FY21
Liquified Division	Kochi	51000	20000	71000	15	Internal Accruals	FY21
Liquified Division	Manglore	25000	50000	75000	35	Internal Accruals	Q4FY21
Gas Division	Kandla	45,000 MT – 2 Fully Refrigerated Tanks of 22,500 MT each			350	Internal Accruals & Debt	Q4FY21
Gas Division	Pipavav	18300MT	3800MT	22100MT	75	Internal Accruals	Q3FY21

(Source: Company, HDFC sec)

ALL has incurred a capex of Rs 150 crore in FY20 vs Rs 150 crore in FY19 for capacity expansions in both liquid and gas terminals. A further capex of around Rs 200 crore has been planned by the company for FY21. A large part of the capex is towards greenfield terminal at Kandla (Gujarat) with a total project cost of Rs 350 crore, expected to be commissioned in FY21. The terminal has identified demand and benefits from the connectivity to Jamnagar-Loni LPG pipeline. However, a higher throughput from the terminal would be dependent on the Kandla-Gorakhpur pipeline which could take two-three years for completion.

Aegis Logistics Ltd.

Medium term expansion plan for LPG



Retail LPG 5-year growth plan

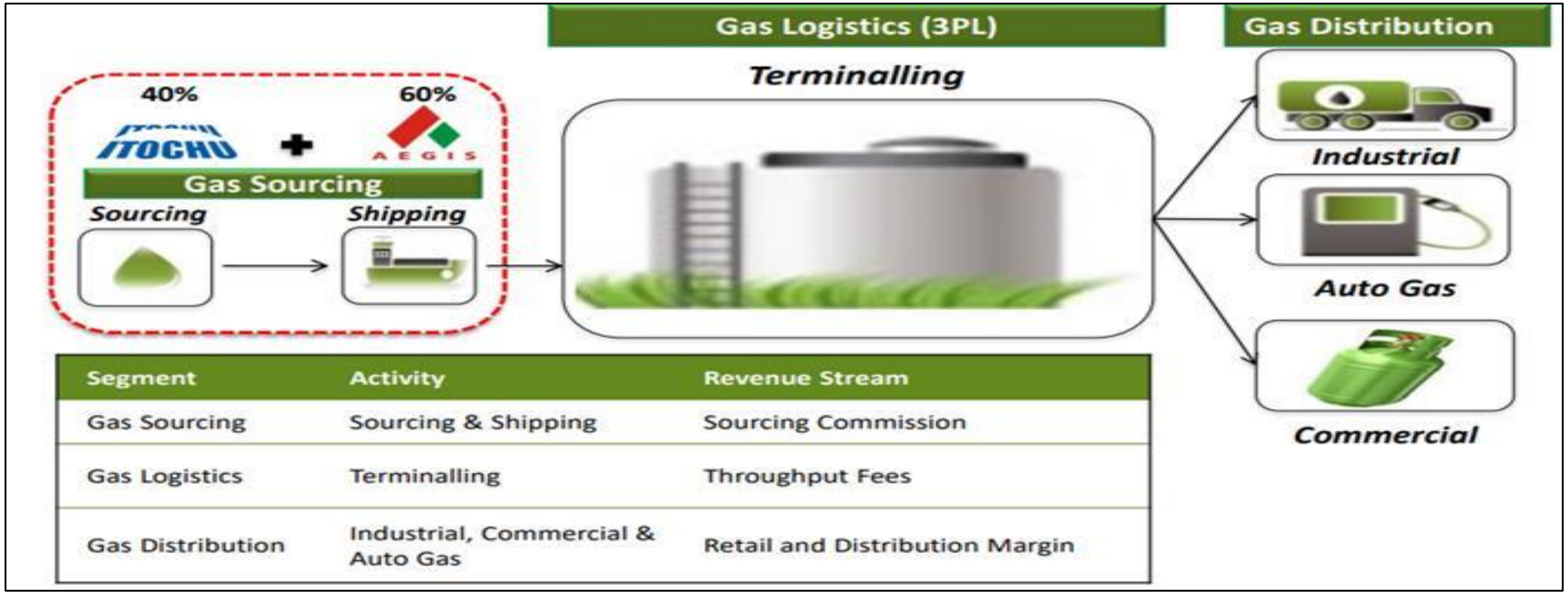
Autogas stations	Currently 118 stations over 8 states to grow to 200 stations over 20 states
Commercial LPG market	Expansion into a national distribution network for hotels, restaurants, industry under Aegis puregas brand
Domestic LPG market	Expansion in Tier 1, 2 & 3 urban cities with distributors and POS under Aegis Chota Cikander brand of 2kg, 4kg, 12kg & 19kg products
LPG Bottling Plants	Up to 37 LPG bottling plants including Aegis owned sites and third-party filling plants under contract on a national scale

(Source: Company, HDFC sec)

ALL's focus on high margin business B2C could help to improve profitability going forward

ALL has three business segments in gas logistics, (a) Gas storage and handling (b) Gas distribution and retailing for domestic and commercial use and (3) Gas sourcing and shipping. AAL has started its own distribution business in the Gas segment. It sells LPG through Aegis Auto Gas stations for automobiles (autos and passenger cars), bulk distribution for industrial use, commercial and retail distribution of LPG cylinders. Margins in gas distribution are significantly higher than 3PL.

ALL has a JV with Singapore based company ITOCHU Petroleum Co., (Singapore) Pte Ltd for LPG sourcing and supply and Company aggregates orders from different importers (mainly BPCL, HPCL and IOCL) and is able to generate good profitability due to its expertise in sourcing and infrastructure support for handling and storage. Apart from this, the Government's focus on Pradhan Mantri Ujjwala Yojana to provide clean cooking fuel solution to poor households especially in rural areas and use of LPG as a cooking fuel helps in effectively addressing health hazards associated with the use of conventional sources of cooking fuels.



Segment	Activity	Revenue Stream
Gas Sourcing	Sourcing & Shipping	Sourcing Commission
Gas Logistics	Terminalling	Throughput Fees
Gas Distribution	Industrial, Commercial & Auto Gas	Retail and Distribution Margin

Long term Triggers

Diversified products and services, experienced management and established relationship with key customers

ALL's business has two broad categories, Liquid terminal division and Gas terminal division contributing around 22% and 78% respectively to its total EBIT and 3 per cent and 97 per cent to its revenue, as on 31st March 2020. Both divisions have registered significant growth both in revenue and EBIT in FY20 on account of higher volumes. ALL's volumes improved markedly due to sharp increase in demand driven by rationalization of LPG subsidies by the Central Government.

ALL has diversified and strong clientele with established relationship. Company also enters into yearly fixed price contracts with some (around 50%) of its customers. These are take-or-pay contracts whereby the customer fixes the volumes/storage capacity to be made available. This provides revenue visibility in liquids logistics division.

Niche player in liquid and gas logistics

ALL has storage tanks to handle liquid cargo, with a total capacity of 729,310KL per annum spread across Mumbai, Kochi, Halida, Kandla, Mangalore, and Pipavav Port. It is expanding its capacity at Kochi, Haldia, and Mangalore by 82,000KL to touch 811,310KL in FY21, at a capex of Rs 600mn. It offers third-party liquid logistics services for handling and storage, provides operations and maintenance (O&M) services, and has a well-diversified customer base, including OMCs and chemical industries. In Gas logistics it has storage and handling facilities at Mumbai, Pipavav, and Halida ports, with a total throughput capacity of 5mn tonnes per annum. It is setting up a 4mn-tonne per annum throughput capacity facility at Kandla port with a capital expenditure of Rs 3.5bn and will start operation in Q4FY21.

ALL is aggressively expanding in gas distribution for home consumption, commercial, and industrial use. In the automobile gas retailing, it has a network of 115 retail stations in seven states under the Aegis Auto Gas brand. It plans to have a national footprint – with 200 stations in 20 states. It also markets LPG packed in cylinders for commercial and industrial applications through 164 commercial distributors in 55 cities in 9 states. It has entered into the domestic LPG sector with the Chhota CIKANDER brand. Aegis had introduced smaller cylinders in the 2kg, 4 kg (collectively called Chhotta Cikander) and 12 kg (Puregas) packs to target the retail distribution segment. At present the contribution is small with presence across 1500 (20 cities) retail outlets. However, management is optimistic on the prospects and expects to ramp up distribution to 11,500 retailers in urban areas (across 20 states) by FY25.

ALL Liquid Logistics Terminal Capacity (KL)

Port	Existing	Expansion	Total
Mumbai	273000	0	273000
Kochi	51000	20000	71000
Haldia	120190	12000	132190
Pipavav	120120	0	120120
Kandla	140000	0	140000
Mangalore	25000	50000	75000
Total	**729310**	**82000**	**811310**

(Source: Company, HDFC sec)

Due to favourable policy push by the Govt, India is now the world's third largest LPG consumer. India imported about 56% of its LPG requirements in FY20. LPG imports are expected to further double by FY35. In FY20, ALL handled close to 21% of India's total LPG imports at its terminals in Mumbai, Haldia and Pipavav (vs 8% in FY15).

New Logistic Policy could bring earning visibility going forward

The Government of India is working on a 'National Logistics Policy', which aims to promote seamless movement of goods across the country. The policy will look at several areas such as process re-engineering, digitisation, and focus on multi-modal transport and there is a huge opportunity for India for logistics where a lot of processes can be digitised which can hugely enhance efficiency. Effective implementation of the policy would help to provide an impetus to trade, enhance export competitiveness, and improve India's ranking in the Logistics Performance Index. The country does not have large number of professional logistic service providers. India's logistics sector is highly defragmented and the government aims to reduce the logistics cost from the present 14% of GDP to less than 10% by 2022-23. The policy will improve India's trade competitiveness, and performance in global rankings, and pave the way for India to become a logistics hub.

Ongoing development of ports could bring pragmatic growth potential for ALL

- HPCL's long-awaited Uran–Chakan pipeline is complete, and the first gas in the pipeline started flowing from June. ALL expects incremental annualized volumes of ~500,000mmtpa (taking the total throughput to 1.2mmtpa) through this pipeline at its full utilization.
- ALL is building a railway gantry (and two additional spheres of 1,900mt each) at Pipavav. Nationwide lockdown led to operational closure at Pipavav for six weeks; thus, the project is expected to be delayed by three months and would be commissioned in Q3FY21. ALL expects incremental throughput of 300,000–500,000mmtpa via the rail route. The Pipavav Gantry project would be cost-lucrative for OMCs bottling plants in northern India.
- Haldia is gateway port for LPG in the east and with new LPG bottling plant in capacity as well as development of LPG pipelines (Dhamra-Haldia-Durgapur 1.3mnt pa capacity) in the region. BPCL has commissioned its new terminal at Haldia (at present accounts for 20% of Aegis Haldia volumes), additional volumes will materialize over the next 5 years to justify capacity expansions in this asset.
- A static capacity project of 45,000mmt is expected to be completed by Q4FY21 at Kandla. The project is on the grids of the Jamnagar–Loni Pipeline (JLPL) and the proposed Kandla–Gorakhpur LPG Pipeline (KGPL). Throughput of ~700,000mmtpa is expected in the first full year of operation (FY22), and another ~700,000mmtpa would be OMCs' potential off-take once the pipeline is commissioned.

Strong fundamentals

- ALL continues to have a strong financial profile with comfortable capital structure and strong debt service coverage indicators. The company has reduced debt and virtually debt-free despite consistent and aggressive capex over the last few years.
- ALL has a good consistent profit growth over the past, and company reported adjusted net profit growth of 53 per cent to Rs. 338.4 crore in FY20 (excluding a noncash expenses regarding Employee Stock purchase plan of Rs 240 crore) vs. Rs. 221.3 crore in FY19. Company has been maintaining a healthy dividend payout in 25-30 per cent band and we expect 23.3 per cent and 21.7 per cent payout in FY21E and FY22E, respectively. Dividend yield stood at 0.7 per cent in FY20.
- ALL's EBITDA margin, excluding the expense related to employee stock purchase plan, expanded to 7.2 per cent in FY20 vs. 6.6 per cent in FY19, driven by an increase in the high-margin Gas Logistics and Gas Distribution businesses.
- The profitability margin is exposed to price volatility in LPG prices to the extent of inventory maintained by the company. Its ROE and ROCE have been excellent over the past and we expect ROCE at 21.3 per cent and 16.4 per cent and ROE at 16.4 per cent and 18.8 per cent in FY21E and FY22E, respectively. '
- ALL reported positive, although lower, cash flow from operations of Rs 146 crore in FY20 vs. Rs 556 crore. The reduction in the cash flow from operations was due to an increase in the receivables reported in FY20 at Rs 454 crore vs. Rs 228.5 crore in FY19 due to higher sales in the Gas Supply segment in the last 15 days of March 2020 on account of lower gas prices and panic buying with the announcement of the COVID-19 lockdown.
- In FY20, ALL also announced employee stock purchase plan totalling around Rs 335 crore, of which Rs 240 crore was recognised in FY20 and Rs 80 crore will be recognised in FY21 and the balance in FY22. However, the same is a non-cash expense.
- ALL's liquidity is also supported by availability of fund-based working capital lines which remain unutilized and Company has cash and cash equivalent of Rs 270.7 crore, as on 31st March 2020. We believe the company's short-term loans would be rolled over to manage its working capital requirements.
- The quantum of inventory maintained is only for its own use of LPG distribution and retailing which is miniscule compared to the sourcing it does for oil marketing companies.
- Company maintains low inventory of around 2-3 days and no working capital is required for the sourcing business undertaken on behalf of its customers.

What could go wrong?

- The unprecedented event of COVID-19 has affected the company’s operations and is likely to impact the overall business in near term, if the Covid-19 disruption lasts longer than anticipated, the growth of the company will get further disrupted.
- Economic slowdown, volatility in oil and gas prices and regulatory changes in logistic industry could impact its growth in the future.
- National Green Tribunal (NGT) imposed a penalty of Rs 142.2 crore over alleged air pollution in some villages of of Ambapada and Mahul in Mumbai in August 2020, back in December 2015. It is long battle and ALL has planned to go before the Supreme Court against the NGT order. Any adverse development in this regard could be a concern for ALL.
- The liquid traffic has been low in ports like Kochi and Haldia as compared to ports like Mumbai, Kandla. So, the pricing power at ports like Haldia, Cochin has remained weak due to low demand for storage space. But in Ports like Mumbai, Kandla where the volume of POL(Petroleum Oil Lubricants) traffic is relatively high and storage space availability is low, the company has good pricing power.
- Company is engaged in various expansion program in liquid as well as gas terminal and most of the projects will be completed in FY21E and FY22E. However, any delay on project execution could impact its future growth.
- Slower than expected growth in LPG penetration could dampen growth rates especially if there is a sharp rise in LPG prices globally making it less competitive against other fuels.
- Large volatility in forex rates in a short period of time can cause losses for the company in the sourcing business

Company Profile:

Aegis Logistics Ltd (ALL), formerly known as Aegis Chemical Industries Limited (ACIL), was incorporated in June 1956. ALL is leading provider of logistics and supply chain services to Indian oil, gas and chemical industry. Company operates in two divisions, the liquid terminal division and the gas terminal division. The liquid division owns and operates a network of bulk liquid storage terminals at Mumbai, Kochi, Haldia and Pipavav port for oil and chemical products. The gas division is involved in sourcing of LPG/Propane, owning and operating gas storage terminals, industrial & commercial distribution and auto gas retailing. Company also has filling plants, pipelines connectivity to end-users.

Aegis Logistics Ltd.

Financials (Consolidated)

Income Statement

(Rs Cr)	FY18	FY19	FY20	FY21E	FY22E
Net Revenues	**4791.0**	**5615.8**	**7183.3**	**5609.2**	**7341.3**
Growth (%)	21.9	17.2	27.9	-21.9	30.9
Operating Expenses	4525.0	5245.0	6906.7	5190.7	6699.6
EBITDA	**266.0**	**370.9**	**276.6**	**418.4**	**641.6**
Growth (%)	**30.7**	**39.4**	**-25.4**	**51.3**	**53.3**
EBITDA Margin (%)	**5.6**	**6.6**	**3.8**	**7.5**	**8.7**
Depreciation	34.3	50.5	68.7	72.9	67.9
EBIT	**231.7**	**320.3**	**207.8**	**345.5**	**573.8**
Other Income	8.4	8.2	32.8	21.3	27.2
Interest expenses	15.2	26.2	33.1	35.3	34.8
PBT	**224.8**	**302.3**	**207.6**	**331.5**	**566.1**
Tax	11.0	50.2	73.6	86.2	141.5
RPAT	**213.8**	**252.1**	**134.0**	**245.3**	**424.6**
Minority Interest	16.0	30.7	34.4	14.7	27.6
PAT after Minority Interest	**197.8**	**221.4**	**99.6**	**230.6**	**397.0**
APAT	**197.8**	**221.4**	**339.6**	**330.6**	**412.0**
Growth (%)	65.9	11.9	53.4	-2.6	24.6
EPS	5.8	6.5	10.0	9.7	12.1

Balance Sheet

As at March	FY18	FY19	FY20	FY21E	FY22E
SOURCE OF FUNDS					
Share Capital	33.4	33.4	34.0	34.0	34.0
Reserves	1173.9	1357.9	1620.6	1883.3	2210.4
Shareholders' Funds	**1207.3**	**1391.3**	**1654.6**	**1917.3**	**2244.3**
Long Term Debt	62.0	56.6	48.5	58.5	48.5
Net Deferred Taxes	0.0	83.4	30.9	32.4	34.1
Long Term Provisions & Others	25.9	33.7	331.7	252.9	217.9
Minority Interest	**69.7**	**74.8**	**90.6**	**105.3**	**132.9**
Total Source of Funds	**1364.8**	**1639.8**	**2156.3**	**2366.5**	**2677.7**
APPLICATION OF FUNDS					
Net Block & Goodwill	1408.0	1449.4	1918.8	1995.9	2028.0
CWIP	0.0	0.0	0.0	0.0	0.0
Other Non-Current Assets	179.0	220.9	102.0	116.3	131.8
Total Non Current Assets	**1587.0**	**1670.3**	**2020.8**	**2112.2**	**2159.8**
Current Investments	0.0	0.0	0.0	0.0	0.0
Inventories	26.0	33.8	42.1	30.7	40.2
Trade Receivables	346.9	228.5	454.0	338.1	422.4
Cash & Equivalents	162.0	423.4	270.7	397.8	579.6
Other Current Assets	92.1	72.7	133.0	139.7	153.6
Total Current Assets	**627.0**	**758.4**	**899.9**	**906.3**	**1195.9**
Short-Term Borrowings	220.5	130.0	167.1	177.1	172.1
Trade Payables	378.8	485.3	401.6	307.4	362.0
Other Current Liab & Provisions	249.8	173.6	195.8	167.6	143.9
Total Current Liabilities	**849.1**	**788.9**	**764.4**	**652.0**	**678.0**
Net Current Assets	-222.1	-30.5	135.5	254.3	517.9
Total Application of Funds	**1364.8**	**1639.8**	**2156.3**	**2366.5**	**2677.7**

Aegis Logistics Ltd.

Cash Flow Statement

(Rs Cr)	FY18	FY19	FY20	FY21E	FY22E
Reported PBT	224.8	302.3	207.6	331.5	566.1
Non-operating & EO items	-6.0	-5.4	-140.0	61.3	-68.3
Interest Expenses	15.2	26.2	33.1	35.3	34.8
Depreciation	34.3	50.5	68.7	72.9	67.9
Working Capital Change	-19.2	245.0	50.5	-104.6	-64.3
Tax Paid	-57.7	-62.4	-73.6	-86.2	-141.5
OPERATING CASH FLOW (a)	**191.5**	**556.3**	**146.3**	**310.3**	**394.6**
Capex	-299.3	-159.5	-157.7	-150.0	-100.0
Free Cash Flow	-107.8	396.8	-11.4	160.3	294.6
Investments	0.7	0.3	0.7	0.9	0.7
Non-operating income	2.8	4.8	5.7	32.8	21.3
INVESTING CASH FLOW (b)	**-295.8**	**-154.4**	**-151.4**	**-116.3**	**-78.0**
Debt Issuance / (Repaid)	17.5	-85.1	29.0	20.0	-15.0
Interest Expenses	-15.2	-26.2	-33.1	-35.3	-34.8
FCFE	-105.5	285.5	-15.5	144.9	244.8
Share Capital Issuance	239.3	0.0	0.0	0.0	0.0
Dividend	-57.4	-31.9	-57.1	-67.9	-84.9
Others	0.0	0.0	0.0	0.0	0.0
FINANCING CASH FLOW (c)	**184.2**	**-143.1**	**-61.2**	**-83.3**	**-134.8**
NET CASH FLOW (a+b+c)	**79.9**	**258.8**	**-66.3**	**110.7**	**181.8**

Key Ratios

(Rs Cr)	FY18	FY19	FY20	FY21E	FY22E
EBITDA Margin	5.6	6.6	3.8	7.5	8.7
EBIT Margin	4.8	5.7	2.9	6.2	7.8
APAT Margin	4.1	3.9	4.7	5.9	5.6
RoE	16.4	15.9	20.5	17.2	18.4
RoCE	19.9	23.6	14.5	19.1	26.8
Solvency Ratio					
Net Debt/EBITDA (x)	1.1	0.5	0.8	0.6	0.3
Net D/E	0.2	0.1	0.1	0.1	0.1
PER SHARE DATA					
EPS	5.8	6.5	10.0	9.7	12.1
CEPS	7.3	8.9	6.0	9.4	14.5
Dividend	1.3	1.4	1.4	2.0	2.5
BVPS	35.5	41.0	48.7	56.4	66.1
Turnover Ratios (days)					
Debtor days	26.4	14.9	23.1	22.0	21.0
Inventory days	2.0	2.2	2.1	2.0	2.0
Creditors days	28.9	31.5	20.4	20.0	18.0
VALUATION					
P/E	35.0	31.3	20.4	20.9	16.8
P/BV	5.7	5.0	4.2	3.6	3.1
EV/EBITDA	26.5	18.1	24.9	16.2	10.2
EV / Revenues	1.5	1.2	1.0	1.2	0.9
Dividend Yield (%)	0.6	0.7	0.7	1.0	1.2
Dividend Payout	21.5	21.5	14.0	20.5	20.6

(Source: Company, HDFC sec)

Aegis Logistics Ltd.

One Year Stock Price Chart

(Source: Company, HDFC sec)

Disclosure:

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