

# Aegis Logistics

Estimate change 

TP change 

Rating change 

**CMP: INR783**

**TP: INR706 (-10%)**

**Neutral**

## Stock Info

Bloomberg	AEGISLOG IN
Equity Shares (m)	351
M.Cap.(INRb)/(USD\$b)	274.7 / 2.9
52-Week Range (INR)	945 / 576
1, 6, 12 Rel. Per (%)	12/14/5
12M Avg Val (INR M)	588
Free float (%)	41.9

## Financials Snapshot (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	83.3	87.5	114.5
EBITDA	14.5	13.5	17.3
Adj. PAT	9.0	7.6	10.7
Adj. EPS (INR)	25.6	21.8	30.4
EPS Gr.%	35.4	-14.9	39.7
BV/Sh.INR	172.5	186.7	206.4

## Ratios

Net D:E	-0.3	-0.2	-0.3
RoE (%)	16.8	12.1	15.5
RoCE (%)	15.3	12.0	14.4
Payout (%)	0.0	35.0	35.0

## Valuation

P/E (x)	30.6	36.0	25.7
P/BV (x)	4.5	4.2	3.8
EV/EBITDA (x)	16.8	18.4	14.0
Div. Yld (%)	0.0	1.0	1.4
FCF Yld (%)	4.6	-0.8	3.7

## Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	58.1	58.1	58.1
DII	3.7	5.4	6.3
FII	19.6	17.9	18.1
Others	18.7	18.6	17.5

FII Includes depository receipts

## Strong 4QFY26 performance

- In 4QFY26, revenue for Aegis Logistics (AEGISLOG) came in 39% above our expectations at INR25.9b, while EBITDA came in 49% above our estimate at INR6.2b. EBITDA margin stood at 22.4% (4QFY25 margins: 24%). The Liquids division's revenue was INR1.8b (-24% YoY), and EBIT was INR1b (-43% YoY). The Gas division's revenue stood at INR24.1b (+65% YoY), and EBIT was INR5b (+131% YoY). PAT came in 69% above our estimate at INR4.1b.
- Key things we liked about the result:** 1) Gas distribution EBITDA/mt increased to ~INR7,000 (vs. historical levels of ~INR4,000). Further, management believes margins can remain around current levels even under a normalized energy price environment as volumes continue to scale. 2) The Kandla-Gorakhpur pipeline connectivity to Kandla and Pipavav terminal is expected in 2QFY27, boosting evacuation at both terminals. 3) Management reiterated its aspiration of reaching ~2mt of LPG/ammonia distribution volumes by FY28. 4) Management outlined a cumulative investment opportunity of ~USD5b by FY31. Around USD1.2b of investments are expected by Mar'27, followed by another ~INR50b by Mar'28. 5) The company is evaluating a 60k cbm liquid terminal at Kochi and Mangalore port, each, providing incremental growth optionality beyond the currently announced project pipeline.
- Key monitorables:** 1) Government initiatives promoting PNG adoption and reducing LPG dependence could potentially moderate long-term LPG demand growth. 2) Industry LPG imports from the Middle East reportedly declined 30%-50% during Apr-May'26, driven by geopolitical disruptions. However, management expects normalization from 2QFY27 onward as sourcing diversifies. 3) With a substantial portion of the USD5b investment pipeline likely to be deployed during FY29-31, project execution, funding mix, and leverage trajectory remain key monitorables.
- Valuation and view:** We reiterate our Neutral rating on the stock with a TP of INR706, as we now value the company at 25x Dec'27E EPS of INR28.3.

## Strong gas division performance drives beat

- 4QFY26 revenue came in 39% above our expectations at INR25.9b, while EBITDA came in 49% above our estimates at INR6.2b.
- EBITDA margin stood at 22.4% (4QFY25 margins: 24%).
- PAT came in 69% above our estimate at INR4.1b.
- In 4QFY26, standalone revenue stood at INR17.1b (1.8x YoY).
- Standalone PAT came in at INR5.2b (2.3x YoY).
- The Board has recommended a final dividend of INR6.7/sh (FV:1/sh) (Interim dividend of INR2/sh has been paid during the year).
- AEGISLOG (consolidated) is net cash positive with a cash and bank surplus of INR11.8b over its total borrowings.

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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

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### Segmental performance

- The Liquids division's revenue was INR1.8b (-24% YoY), and EBIT was INR1b (-43% YoY).
- The Gas division revenue stood at INR24.1b (+65% YoY), and EBIT was INR5b (+131% YoY).

### Valuation and view: Reiterate Neutral

- AEGISLOG has reiterated its ambitious capex plan for: 1) the commissioning of 64,000 kl liquid capacity at the Mumbai port in 1HFY27 (INR1.25b); 2) additional liquid, LPG, and LPG bottling capacity at JNPA (INR16.8b); 3) 94k cbm liquids capacity at Kandla in FY27; 4) ammonia terminals at Kandla, and 5) 36,000 mt of ammonia capacity at Pipavav by 1HFY27.
- While we estimate a 9% CAGR in PAT over FY26-28, we believe that the current valuations at 36x FY27E EPS already factor in the strong expansion in capacity and earnings. We value the stock at 25x Dec'27E EPS of INR28.3 to arrive at our TP of INR706. We reiterate our Neutral rating on the stock.

### Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>16,013</b>	<b>17,504</b>	<b>17,070</b>	<b>17,050</b>	<b>17,194</b>	<b>22,940</b>	<b>17,254</b>	<b>25,944</b>	<b>67,638</b>	<b>83,332</b>	<b>18,677</b>	<b>39%</b>
YoY Change (%)	-23.8	41.8	-8.9	-7.2	7.4	31.1	1.1	52.2	-4.0	23.2	9.5	
Total Expenditure	13,690	15,265	14,741	12,962	14,795	20,034	14,283	19,702	56,658	68,814	14,501	-2%
<b>EBITDA</b>	<b>2,323</b>	<b>2,239</b>	<b>2,329</b>	<b>4,088</b>	<b>2,399</b>	<b>2,907</b>	<b>2,971</b>	<b>6,242</b>	<b>10,980</b>	<b>14,519</b>	<b>4,176</b>	<b>49%</b>
Margin (%)	14.5	12.8	13.6	24.0	14.0	12.7	17.2	24.1	16.2	17.4	22.4	0.1
Depreciation	368	374	373	407	417	522	528	527	1,522	1,993	545	
Interest	313	300	514	525	328	243	257	631	1,653	1,459	262	
Other Income	435	395	600	654	625	960	807	873	2,084	3,266	802	
<b>PBT</b>	<b>2,077</b>	<b>1,960</b>	<b>2,041</b>	<b>3,810</b>	<b>2,279</b>	<b>3,102</b>	<b>2,994</b>	<b>5,958</b>	<b>9,888</b>	<b>14,332</b>	<b>4,172</b>	<b>43%</b>
Tax	496	440	446	632	525	662	668	1,411	2,014	3,266	906	
Rate (%)	23.9	22.4	21.8	16.6	23.1	21.3	22.3	23.7	20.4	22.8	21.7	
MI & P/L of Asso. Cos.	266	261	353	361	440	644	558	443	1,240	2,085	839	-47%
<b>Reported PAT</b>	<b>1,315</b>	<b>1,260</b>	<b>1,243</b>	<b>2,817</b>	<b>1,313</b>	<b>1,796</b>	<b>1,768</b>	<b>4,104</b>	<b>6,634</b>	<b>8,982</b>	<b>2,428</b>	<b>69%</b>
<b>Adj PAT</b>	<b>1,315</b>	<b>1,260</b>	<b>1,243</b>	<b>2,817</b>	<b>1,313</b>	<b>1,796</b>	<b>1,768</b>	<b>4,104</b>	<b>6,634</b>	<b>8,982</b>	<b>2,428</b>	<b>69%</b>
YoY Change (%)	13.5	-0.8	-4.5	43.5	-0.1	42.6	42.3	45.7	16.5	35.4	-13.8	
Margin (%)	8.2	7.2	7.3	16.5	7.6	7.8	10.2	15.8	9.8	10.8	13.0	0.2

Segmental Highlights	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	YoY (%)	QoQ (%)
LPG logistics volumes ('000 MT)	881	1,020	1,097	1,017	1,013	1,064	1,221	1,225	1,161	1,407	1,361	1,223	-0.2	-10.1
YoY change (%)	38.3	22.4	11.0	16.1	15.0	4.3	11.3	20.5	14.6	32.2	11.5	(0.2)		
LPG distribution volumes ('000 MT)	159	131	144	126	129	129	127	136	145	192	183	234	72.1	27.9
YoY change (%)	86.4	12.7	(7.8)	(7.5)	(18.9)	(1.5)	(11.8)	7.9	12.4	48.8	44.1	72.1		
LPG sourcing volumes ('000 MT)	226	174	179	220	124	194	140	139	119	208	151	129	-7.2	-14.6
YoY change (%)	(1.7)	(23.7)	(10.5)	(7.2)	(45.1)	11.5	(21.8)	(36.8)	(4.0)	7.2	7.9	(7.2)		
Gas division EBITDA (INR m)	1,340	1,510	1,470	1,810	1,420	1,440	1,560	2,310	1,500	2,310	2,020	5,490	137.7	171.8
YoY change (%)	22.9	32.5	(9.8)	24.0	6.0	(4.6)	6.1	27.6	5.6	60.4	29.5	137.7		
Liquids division EBITDA (INR m)	780	800	850	1,530	1,080	930	950	2,030	1,060	1,160	1,240	1,260	-37.9	1.6
YoY change (%)	41.8	15.9	10.4	118.6	38.5	16.3	11.8	32.7	(1.9)	24.7	30.5	(37.9)		



## Highlights from the management commentary

### ■ Operational performance and project update:

- **Mumbai port's** liquid storage capacity currently stands at 334,000kl and LPG static capacity stands at 21,000mt. An additional capacity of 64,000kl is being developed, which is expected to be **operational by 1HFY27 (project cost INR1.25b)**.
- **JNPA terminal's** liquid storage capacity currently stands at 102,000kl. Additional liquid capacity of 318,000KL and LPG static capacity of 77,000mt are being developed, along with an LPG bottling plant of 35,000mtpa. **Capex stands at INR16.8b**. The first phase of the **liquid capacity** is expected to be commissioned in **1HFY27**. The company is exploring the addition of 36,000mt to 50,000mt cryogenic LPG tank.
- **Kandla port's** liquid storage capacity currently stands at 952,000kl, and LPG static capacity stands at 48,000mt. An additional capacity of 94,000kl is being developed.
- The **Kandla-Gorakhpur pipeline** connection is expected to become operational by **1HFY27**, while the **Jamnagar-Loni pipeline** has been completed.
- VLGC at Kandla berth became operational in 3QFY26, with the first VLC vessel received on 31<sup>st</sup> Dec'25.
- **94,148cbm liquid terminal** is expected to be **operational next year**.
- **Kochi port's** liquid storage capacity currently stands at 83,000kl. The company plans to develop an **additional 60,000cbm capacity**.
- **Pipavav port's** liquid storage capacity currently stands at 117,000kl, and LPG static capacity stands at 70,800mt. The ammonia storage terminal at Pipavav has a planned capacity of 36,000mt (expected to be commissioned in 1QFY27).
- **Mangalore port's** LPG terminal stands at 82,000mt of static cryogenic capacity. The liquid storage capacity currently stands at 193,000cbm. The company plans to develop an **additional 60,000cbm capacity**.
- Haldia Port's liquid capacity stands at 227,000kl and LPG capacity stands at 25,000mt. The company has acquired 3 acres of land to expand its terminal capacity.

### ■ Strategic partnerships:

- The company signed a 15-year take-or-pay contract with a large conglomerate to handle 0.5mmt of petroleum products annually at Pipavav.
- Aegis Gas Private Limited, a wholly-owned subsidiary of AEGISLOG, and Vopak India B.V. sold a combined 75% stake in Hindustan Aegis LPG Limited to Aegis Vopak Terminals, thereby adding 25,000 MT capacity in Aegis Vopak Terminals. The company signed a 15-year take-or-pay agreement to serve the upcoming DAP plant of Hindustan Zinc Limited.
- Further, the company signed a non-binding MoU with Larsen & Toubro to develop an ammonia terminal for its upcoming green ammonia project.
- The company has signed a non-binding MoU to invest in the proposed Vadhavan Port, with a potential project outlay of ~INR200b.
- The company signed a partnership with Itochu for the ammonia project, with 10% stake of Aegis Terminal (Pipavav) Limited sold to the latter (a total of 25% to be transferred in three years).

■ **Capex:**

- The company plans to incur a cumulative capex of **USD5b by Dec'30 (heavy capex in FY29-FY31), with USD1.2b capex to be incurred till FY27 and FY28 capex guided at INR50b.**
- Capex on terminals is expected to be incurred by AEGISLOG and later transferred to AVTL.
- The company plans to maintain a **debt gearing ratio of 0.6x** to fund the same.

■ **4QFY26 LPG volumes:**

- Logistics: 1.223mmt (1.225mmt in 4QFY25)
- Distribution: 234kmt (136kmt in 4QFY25)
- Sourcing: 129kmt (139kmt in 4QFY25)

■ **FY26 LPG volumes:**

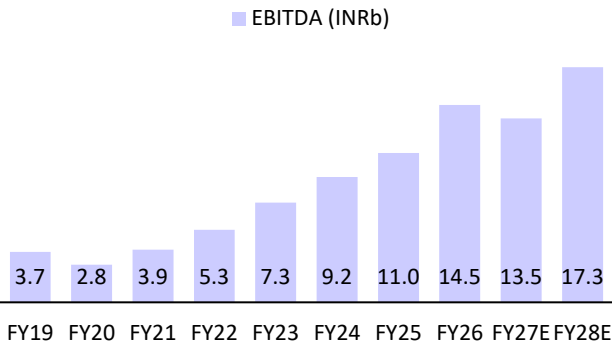
- Logistics: 5.15mmt (4.52mmt in FY25)
- Distribution: 754kmt (521kmt in FY25)
- Sourcing: 607kmt (597kmt in FY25)

■ **Miscellaneous:**

- The Gas segment's margin stood at INR7,000/ton (vs. INR4,000/ton in FY25), attributed to an increase in volumes and a rise in energy prices. These margins are expected to sustain.
- Utilization in FY27 is expected to stand at 25% for ammonia (expected to grow by 30-40% YoY going forward). Ammonia distribution margin is likely to be ~INR5,000/ton, with initial volumes at ~200,000 tons (20-30% YoY growth).

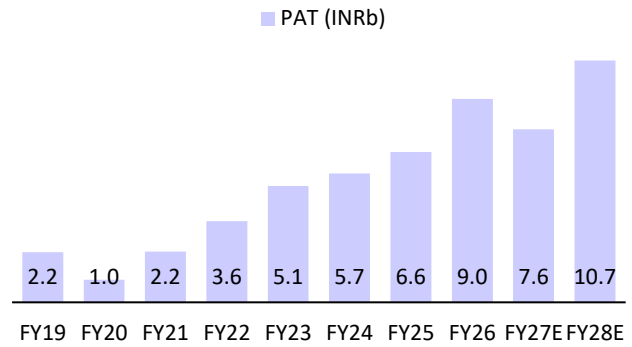
## Story in charts

**Exhibit 1: Expect EBITDA CAGR of ~9% over FY26-28...**



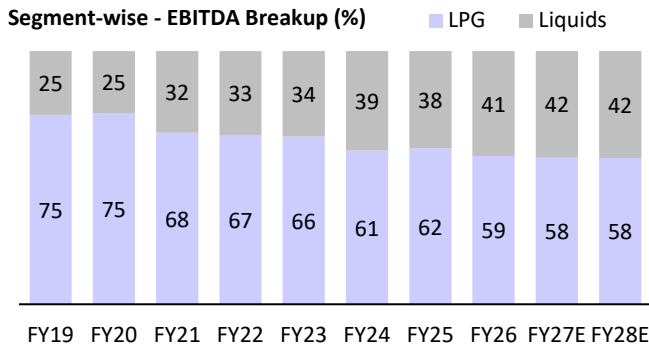
Source: Company, MOFSL

**Exhibit 2: ...with PAT CAGR at 9%**



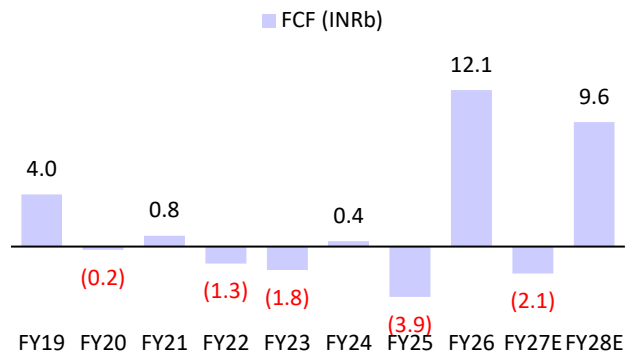
Source: Company, MOFSL

**Exhibit 3: EBITDA mix for AEGIS**



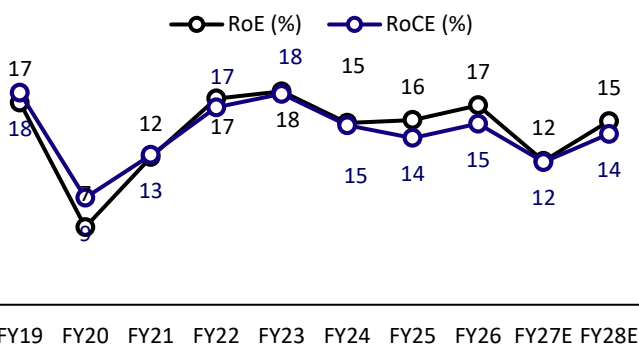
Source: Company, MOFSL

**Exhibit 4: Expected FCF over FY27-28**



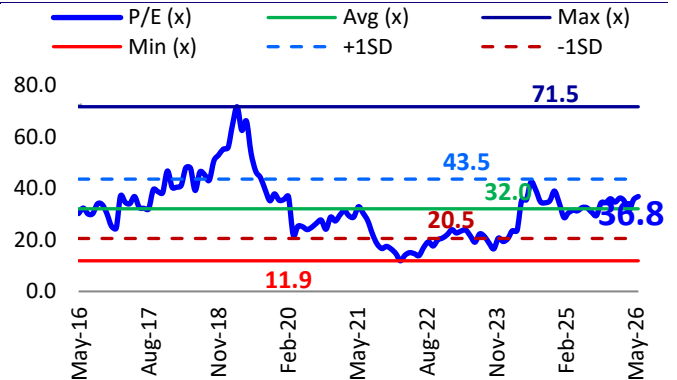
Source: Company, MOFSL

**Exhibit 5: Expect return ratios to moderate below 16%**



Source: Company, MOFSL

**Exhibit 6: Stock trades at 15% above its LT P/E**



Source: Company, MOFSL

## Financials and Valuations

### Consolidated - Income Statement

(INR m)

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Total Income from Operations</b>	<b>86,272</b>	<b>70,459</b>	<b>67,638</b>	<b>83,332</b>	<b>87,548</b>	<b>1,14,540</b>
Change (%)	86.3	-18.3	-4.0	23.2	5.1	30.8
<b>EBITDA</b>	<b>7,339</b>	<b>9,227</b>	<b>10,980</b>	<b>14,519</b>	<b>13,527</b>	<b>17,290</b>
Margin (%)	8.5	13.1	16.2	17.4	15.5	15.1
Depreciation	1,258	1,353	1,522	1,993	2,446	2,602
<b>EBIT</b>	<b>6,081</b>	<b>7,875</b>	<b>9,457</b>	<b>12,525</b>	<b>11,081</b>	<b>14,688</b>
Int. and Finance Charges	882	1,158	1,653	1,459	1,162	1,309
Other Income	1,870	1,896	2,084	3,266	3,502	4,582
<b>PBT bef. EO Exp.</b>	<b>7,068</b>	<b>8,613</b>	<b>9,888</b>	<b>14,332</b>	<b>13,421</b>	<b>17,960</b>
EO Items	-621	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>6,448</b>	<b>8,613</b>	<b>9,888</b>	<b>14,332</b>	<b>13,421</b>	<b>17,960</b>
Total Tax	1,341	1,891	2,014	3,266	3,382	4,526
Tax Rate (%)	20.8	22.0	20.4	22.8	25.2	25.2
Minority Interest	477	1,030	1,240	2,085	2,398	2,757
<b>Reported PAT</b>	<b>4,630</b>	<b>5,692</b>	<b>6,634</b>	<b>8,982</b>	<b>7,641</b>	<b>10,677</b>
<b>Adjusted PAT</b>	<b>5,137</b>	<b>5,692</b>	<b>6,634</b>	<b>8,982</b>	<b>7,641</b>	<b>10,677</b>
Change (%)	43.7	10.8	16.5	35.4	-14.9	39.7
Margin (%)	6.0	8.1	9.8	10.8	8.7	9.3

### Consolidated - Balance Sheet

(INR m)

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	351	351	351	351	351	351
Total Reserves	34,972	38,593	45,957	60,199	65,166	72,106
<b>Net Worth</b>	<b>35,323</b>	<b>38,944</b>	<b>46,308</b>	<b>60,550</b>	<b>65,517</b>	<b>72,457</b>
Minority Interest	5,145	5,675	10,907	27,293	27,293	27,293
Total Loans	9,954	16,632	28,844	24,166	31,166	31,166
Deferred Tax Liabilities	934	1,437	1,529	2,211	2,211	2,211
<b>Capital Employed</b>	<b>51,355</b>	<b>62,688</b>	<b>87,588</b>	<b>1,14,220</b>	<b>1,26,187</b>	<b>1,33,127</b>
Gross Block	43,381	49,514	60,506	75,263	80,040	85,162
Less: Accum. Deprn.	6,917	8,270	9,792	11,785	14,231	16,833
<b>Net Fixed Assets</b>	<b>36,463</b>	<b>41,244</b>	<b>50,714</b>	<b>63,478</b>	<b>65,809</b>	<b>68,329</b>
Capital WIP	4,117	6,972	13,078	7,638	9,360	10,738
<b>Curr. Assets, Loans, and Adv.</b>	<b>30,899</b>	<b>32,364</b>	<b>48,387</b>	<b>56,193</b>	<b>65,496</b>	<b>78,460</b>
Inventory	1,475	636	1,845	1,286	2,411	3,167
Account Receivables	8,386	5,134	6,933	4,810	8,973	11,740
Cash and Bank Balance	12,651	17,746	31,909	41,945	44,145	50,512
Loans and Advances	8,387	8,848	7,701	8,152	9,968	13,041
<b>Curr. Liability and Prov.</b>	<b>20,272</b>	<b>18,041</b>	<b>24,740</b>	<b>30,686</b>	<b>32,076</b>	<b>41,997</b>
Account Payables	8,714	4,351	4,445	7,069	5,807	7,629
Other Current Liabilities	11,341	13,432	20,004	23,392	25,893	33,876
Provisions	217	258	291	225	376	492
<b>Net Current Assets</b>	<b>10,627</b>	<b>14,324</b>	<b>23,648</b>	<b>25,507</b>	<b>33,420</b>	<b>36,463</b>
<b>Appl. of Funds</b>	<b>51,355</b>	<b>62,688</b>	<b>87,588</b>	<b>1,14,220</b>	<b>1,26,187</b>	<b>1,33,127</b>

## Financials and Valuations

### Ratios

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Basic (INR)</b>						
<b>EPS</b>	<b>14.6</b>	<b>16.2</b>	<b>18.9</b>	<b>25.6</b>	<b>21.8</b>	<b>30.4</b>
Cash EPS	18.2	20.1	23.2	31.3	28.7	37.8
BV/Share	100.6	111.0	131.9	172.5	186.7	206.4
DPS	6.0	6.0	8.4	0.0	8.0	11.2
Payout (%)	43.6	35.5	42.3	0.0	35.0	35.0
<b>Valuation (x)</b>						
P/E	53.5	48.3	41.4	30.6	36.0	25.7
Cash P/E	43.0	39.0	33.7	25.0	27.2	20.7
P/BV	7.8	7.1	5.9	4.5	4.2	3.8
EV/Sales	3.0	3.7	3.8	2.9	2.8	2.1
EV/EBITDA	35.3	28.2	23.5	16.8	18.4	14.0
Dividend Yield (%)	0.8	0.8	1.1	0.0	1.0	1.4
FCF per share	-5.4	1.3	-11.6	36.1	-6.2	28.7
<b>Return Ratios (%)</b>						
RoE	18.0	15.3	15.6	16.8	12.1	15.5
RoCE	17.8	15.1	14.1	15.3	12.0	14.4
RoIC	16.7	16.9	18.7	21.5	16.2	20.0
<b>Working Capital Ratios</b>						
Fixed Asset Turnover (x)	2.0	1.4	1.1	1.1	1.1	1.3
Asset Turnover (x)	1.7	1.1	0.8	0.7	0.7	0.9
Inventory (Days)	6	3	10	6	10	10
Debtor (Days)	35	27	37	21	37	37
Creditor (Days)	37	23	24	31	24	24
<b>Leverage Ratio (x)</b>						
Current Ratio	1.5	1.8	2.0	1.8	2.0	1.9
Interest Coverage Ratio	6.9	6.8	5.7	8.6	9.5	11.2
Net Debt/Equity ratio	-0.1	0.0	-0.1	-0.3	-0.2	-0.3

### Consolidated - Cash Flow Statement

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
(INR m)						
OP/(Loss) before Tax	6,448	8,613	9,888	14,332	13,421	17,960
Depreciation	1,258	1,353	1,522	1,993	2,446	2,602
Interest and Finance Charges	882	1,158	1,653	1,459	1,162	1,309
Direct Taxes Paid	-4,026	-2,290	-1,993	-4,012	-3,382	-4,526
(Inc.)/Dec. in WC	787	-704	-3,497	9,000	-5,714	3,325
<b>CF from Operations</b>	<b>3,584</b>	<b>6,556</b>	<b>5,582</b>	<b>20,277</b>	<b>4,431</b>	<b>16,089</b>
(Inc.)/Dec. in FA	-5,379	-6,136	-9,449	-8,209	-6,500	-6,500
<b>Free Cash Flow</b>	<b>-1,795</b>	<b>420</b>	<b>-3,867</b>	<b>12,068</b>	<b>-2,069</b>	<b>9,589</b>
<b>CF from Investments</b>	<b>-9,310</b>	<b>-7,122</b>	<b>-14,631</b>	<b>-25,330</b>	<b>-2,998</b>	<b>-1,918</b>
Issue of Shares	0	0	0	0	0	0
Inc./(Dec.) in Debt	5,505	6,719	12,194	-4,588	7,000	0
Interest Paid	-486	-976	-1,682	-1,131	-1,162	-1,309
Dividend Paid	-2,145	-2,381	-1,348	-3,770	-2,674	-3,737
Others	14,002	2,300	14,047	24,579	-2,398	-2,757
<b>CF from Fin. Activity</b>	<b>16,876</b>	<b>5,661</b>	<b>23,211</b>	<b>15,090</b>	<b>766</b>	<b>-7,803</b>
<b>Inc./Dec. in Cash</b>	<b>11,149</b>	<b>5,095</b>	<b>14,162</b>	<b>10,037</b>	<b>2,199</b>	<b>6,367</b>
Opening Balance	1,502	12,651	17,746	31,909	41,946	44,145
<b>Closing Balance</b>	<b>12,651</b>	<b>17,746</b>	<b>31,909</b>	<b>41,946</b>	<b>44,145</b>	<b>50,512</b>

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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