

AEGIS VOPAK TERMINALS LIMITED



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1

Company Overview

2

Fundamental Value Driver



3

Growth Strategy

4

FY25 Financial Performance



Overview

Aegis Vopak
Terminals Limited
("AVTL") Overview

Joint Venture
Strengths

AVTL
Operations
Overview

Overview of Business
Segments

Capital Structure
Evolution

Company Overview

- Largest Indian third-party liquid and gas storage tank terminal owner and operator¹
- Offers secure storage and associated infrastructure for products including petroleum, chemicals, lubricants, vegetable oil and LPG (propane and butane)
- Operates in 2 segments: Liquid (Rev split %: 54.36%²) and Gas (Rev split %: 45.64%²)
 - Upcoming storage facility for Ammonia, expected to be operational by FY26
- AVTL is a Joint Venture between:
 - **Aegis Logistics** (50.10% stake): Listed Indian conglomerate providing sourcing, storage, distribution & third-party logistics services in oil, gas, and chemicals¹
 - **Royal Vopak** (47.31% stake): Listed company headquartered in the Netherlands and is among the world’s leading tank storage companies with 400+ years of experience¹

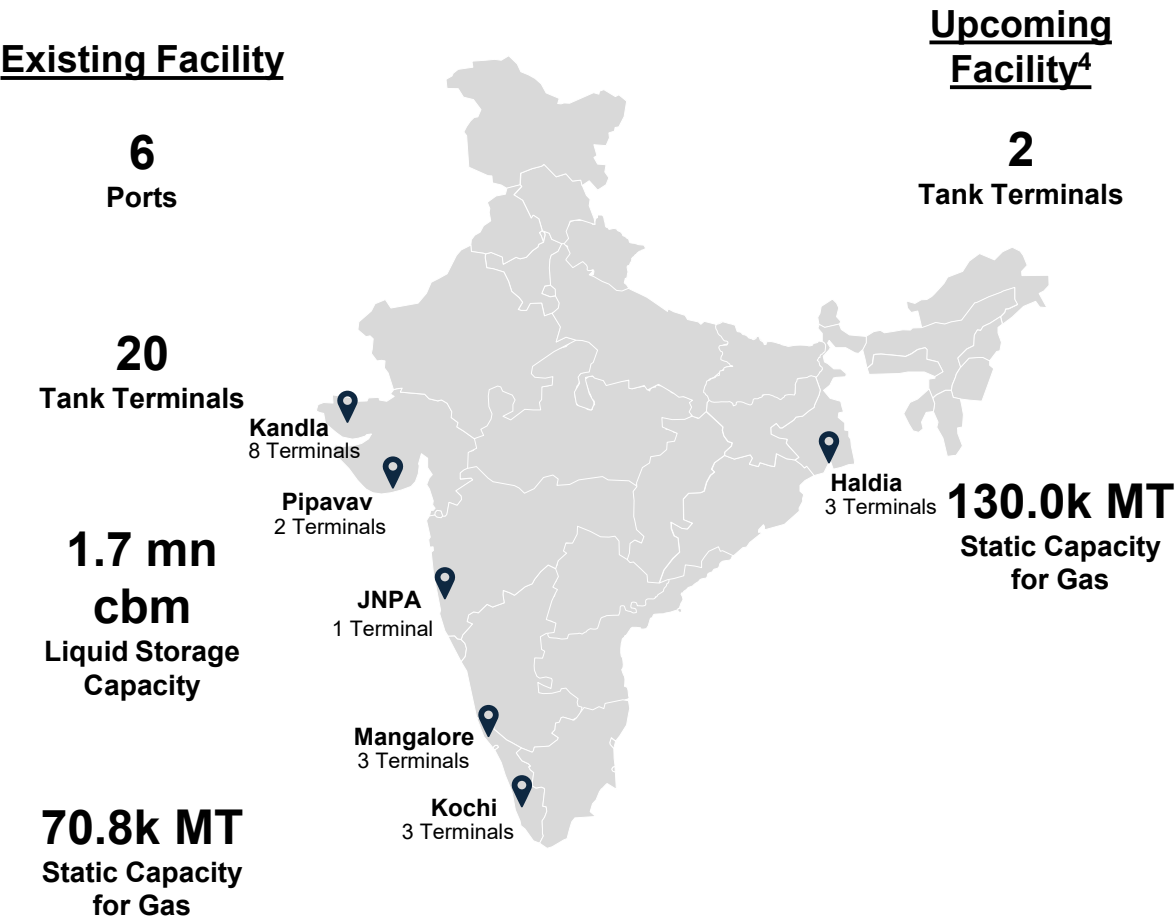
Products and Infrastructure

- AVTL can store and handle 30+ chemicals of various categories and classes; 10+ products in edible and non-edible oil category; and LPG
 - Tanks have a designed life of ~40 years
- Connectivity infrastructure:
 - Tanks are connected via pipelines to jetty, ship loading and unloading infrastructure
 - Multimodal evacuation infrastructure through road, rail and pipeline

AVTL Shareholders

		
AEGIS India		Vopak Netherlands
Market Cap ^{1,3}	US\$ 3.36 bn	US\$ 5.20 bn
Year of Exp. ¹	50+	400+
MSCI ESG Rating	AA	AAA

AVTL’s Geographical Footprint Across Major Ports in India



Notes: (1) Source: CRISIL Report (2) For FY25; (3) As of FY25; (4) Includes upcoming capacities across multiple ports



India's leading integrated oil, gas & chemical logistics company and importers of LPG amongst private players



Vopak is the world's leading independent tank storage company, storing oil, chemicals, gases, biofuels and edible oils



Benefits from co-branding terminals in India



Global technical expertise for handling of oil, gas, chemicals and new products



Services **customers across various categories**, including OMCs, MNCs, specialty chemical companies and traders



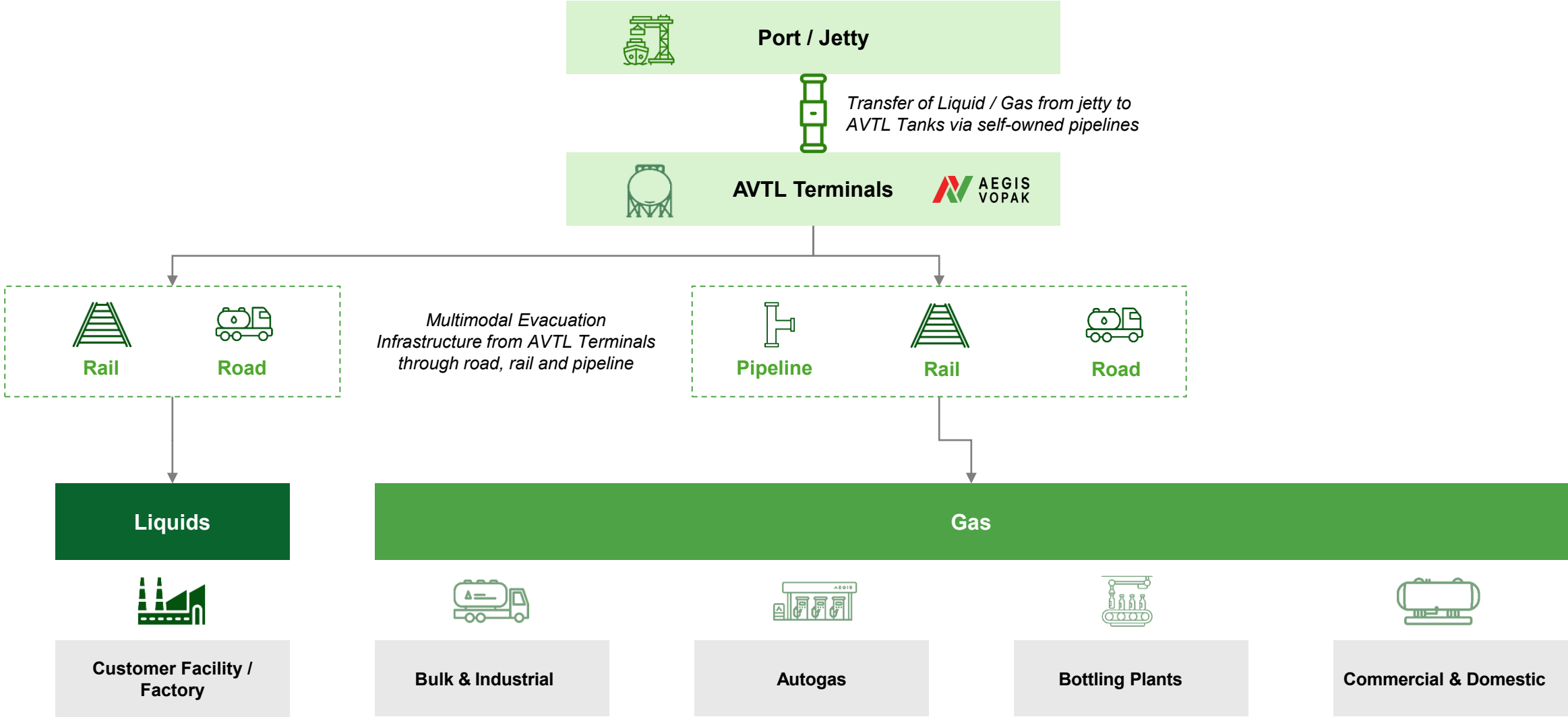
Potential **diversification** into storage of **new gases and renewables**











Leverage **industry leading best practices** of promoters for ESG and health / safety standards



Proven **project execution capability**



Snapshot of Business Segments

	Existing Capacity ²	Financial	Presence
Liquids	<div></div> <div>1.7 mn cbm</div> <div>Liquid Storage Capacity (Petroleum, lubricants chemicals, and vegetable oil)</div>	<div></div> <div>FY25 Revenue INR 3,447.28 mn % mix – 55.50%</div> <div>FY25 EBITDA INR 2363.18 mn Margin: 68.55%</div>	<div></div> <div>20 Terminals across 6 Ports Kandla, Haldia, Pipavav, Navi Mumbai Mangalore & Kochi</div>
Gas	<div></div> <div>70,800 MT</div> <div>Static Capacity (LPG)</div> <div>1.59 mn MT</div> <div>FY25 Gas Throughput</div>	<div></div> <div>FY25 Revenue INR 2,763.54 mn % mix – 44.50%</div> <div>FY25 EBITDA INR 2453.55 mn Margin: 88.78%</div>	<div></div> <div>2 Terminals across 2 Ports Kandla and Pipavav</div>

Notes: (1) Source: CRISIL Report; (2) As of FY25



Fundamental Value Driver



Notes: (1) For Liquids and LPG; (2) Source: CRISIL Report

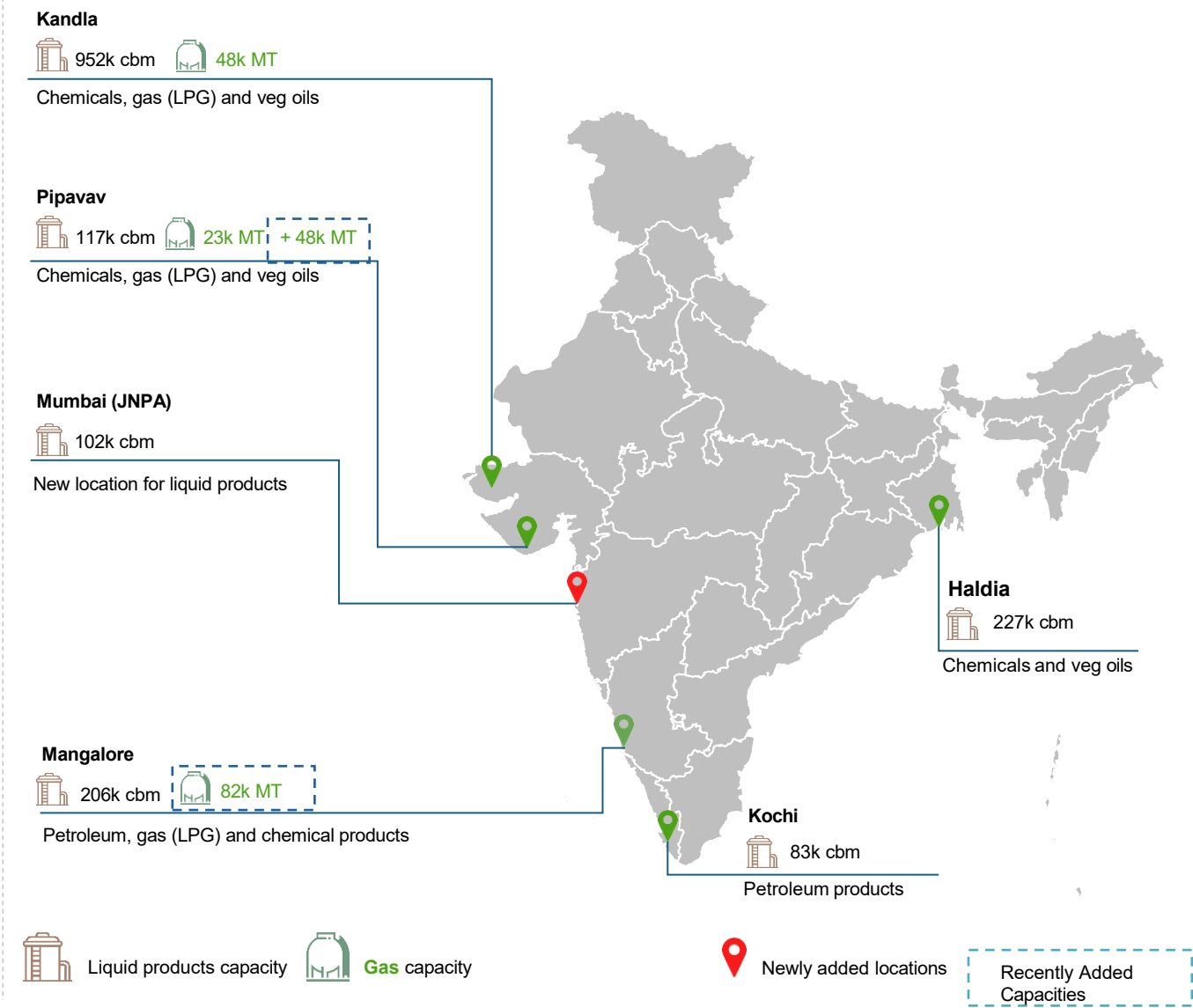
India's Largest Third-Party Owner and Operator of Tank Storage Terminals with Strategically Located Necklace of Terminals



Overview

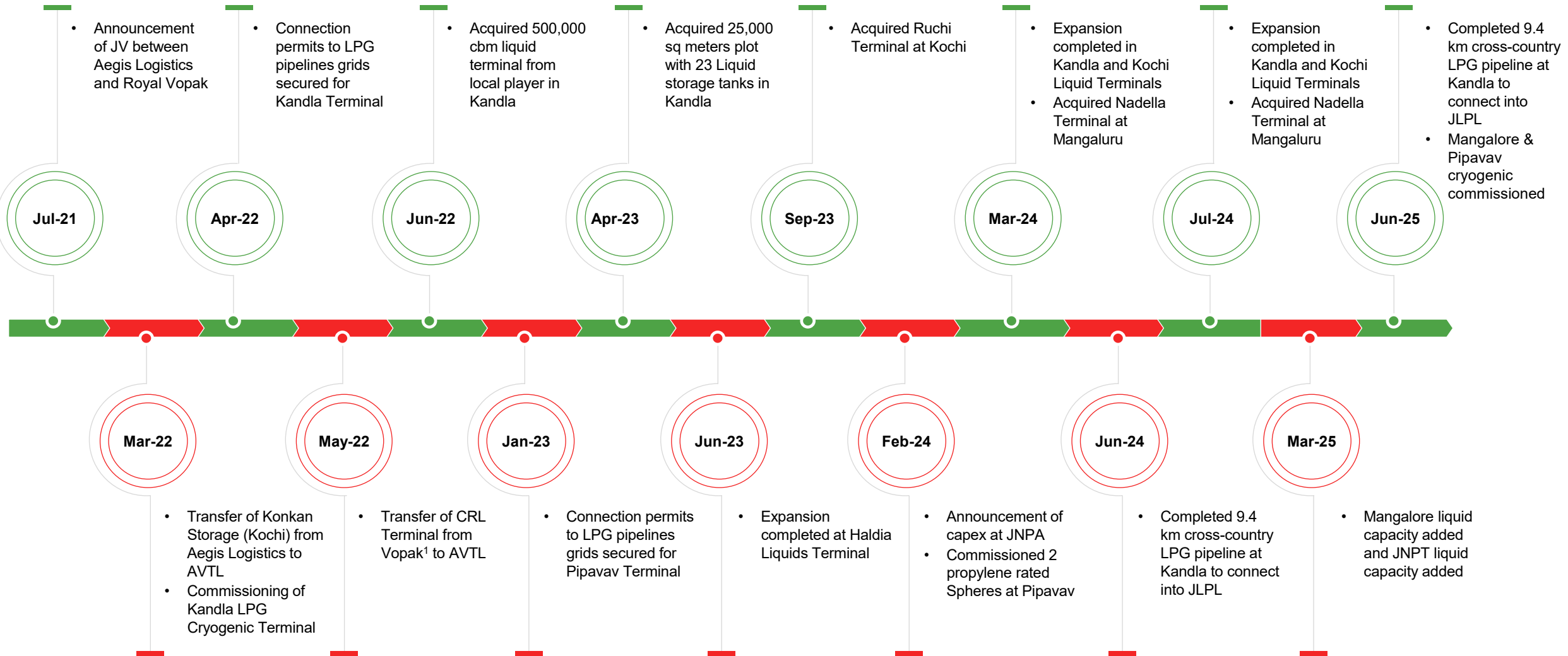
- India's largest third-party owner and operator of tank storage terminals for LPG and liquid products in terms of storage capacity

Ports	Regions Catered
Liquids	
Kandla	GJ, RJ, NCR, PJ, HR, HP, MP
Haldia	WB, BH, North-east India, Nepal
Pipavav	GJ, RJ, NCR, PJ, HR, HP, MP
Mangalore	KN
Kochi	KR
Gas	
Kandla	GJ, RJ, NCR, PJ, HR, HP, MP
Pipavav	GJ, RJ, NCR, PJ, HR, HP, MP



Source: CRISIL report; GJ – Gujarat, NCR – National Capital Region, PJ – Punjab, HR – Haryana, MP – Madhya Pradesh; WB – West Bengal, BH – Bihar, RJ – Rajasthan, KN – Karnataka, HP – Himachal Pradesh, KR – Kerala

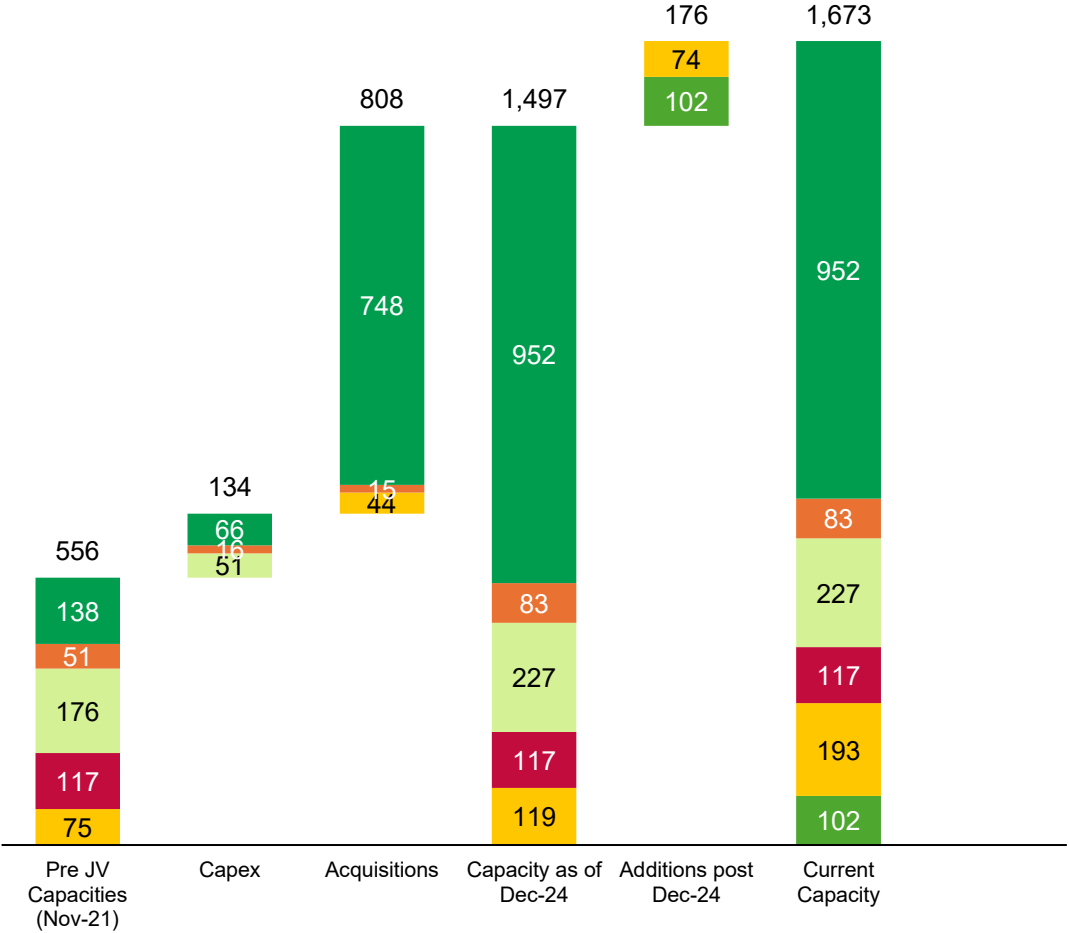
Track Record of Consistently Expanding Capabilities (1/3)



JLPL – Jamnagar Loni Pipeline; Notes: (1) Vopak refers to Vopak (India) B.V., Vopak Asia Pte Ltd and Vopak Asia Pacific B.V.

Liquid Capacity Expansion

Liquid Capacity
(in '000 cbm)



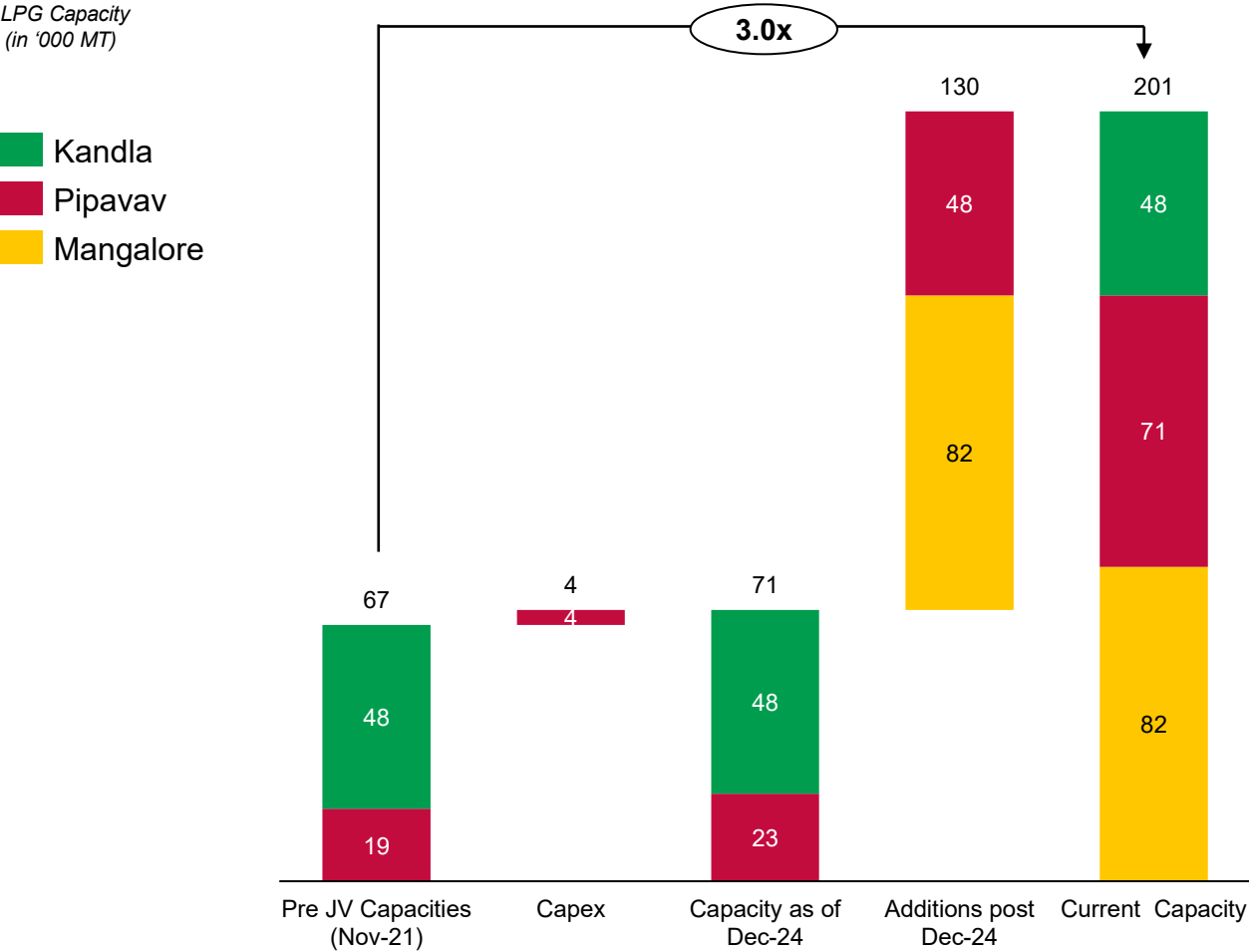
AVTL is the largest multi-port independent player providing liquid bulk terminalling services¹

JNPA would cater to the Maharashtra, Hyderabad, Silvassa and Gujarat¹

Expansion at New Mangaluru and Pipavav to address the growing demand for LPG and Liquid Storage Infrastructure

Handled coastal movement of liquids along with import and exports

LPG Static Capacity Ramp-up



Among multi-location third party players in LPG port terminalling business, AVTL has one of the highest 'design throughput turns' of ~84.75x¹ (as of December 31, 2024)

Expansion at Mangalore intended to augment market share in India's static storage capacity to address the growing demand for LPG¹

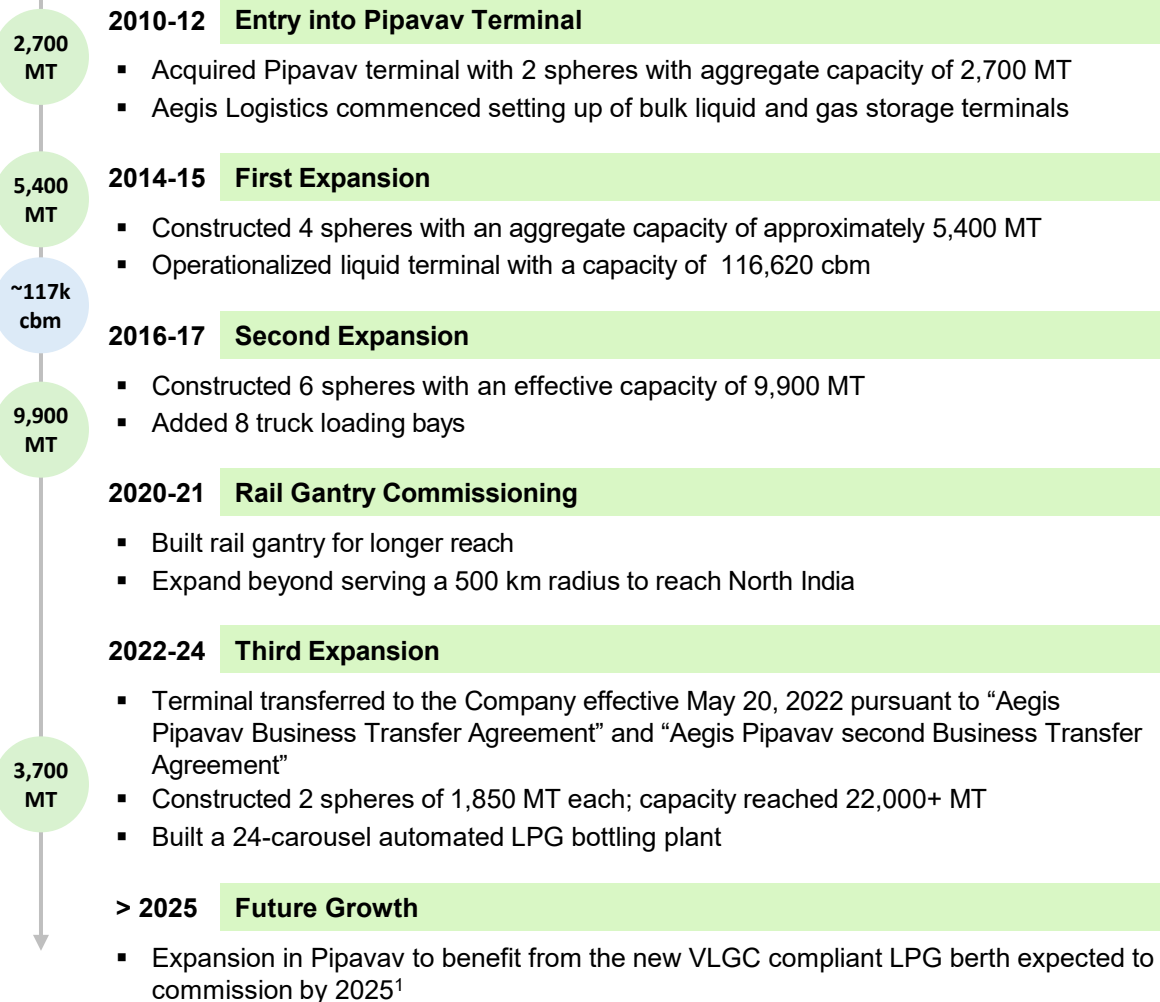
Expansion in Pipavav to benefit from the new VLGC compliant LPG Berth expected to be commissioned by 2025 and the operations of Rail Gantry at the port¹

Availability of connectivity of our LPG storage facilities to Jamnagar-Loni Pipeline & Kandla-Gorakhpur Pipeline, as well as Pipavav terminal existing c'onnectivity through rail

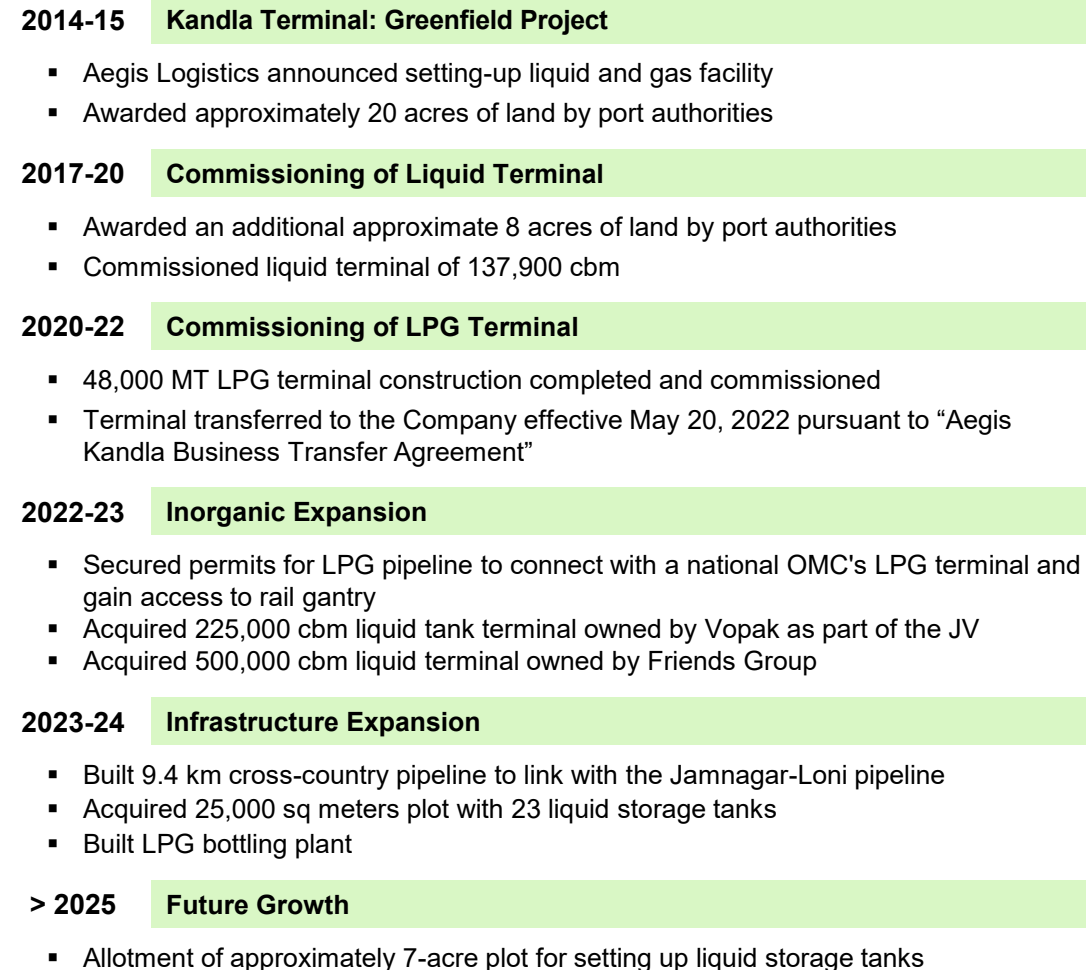
Notes: (1) As per CRISIL Report

Track Record of Consistently Expanding Capabilities – Select Case Studies

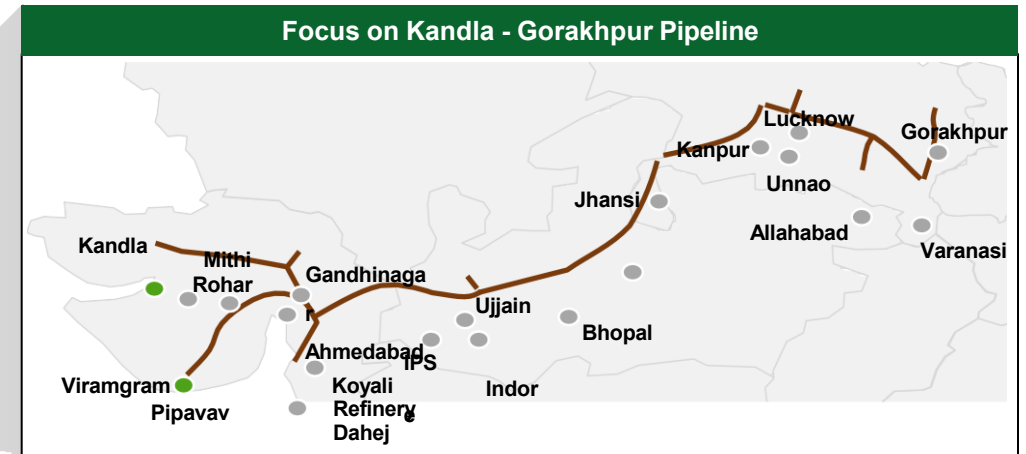
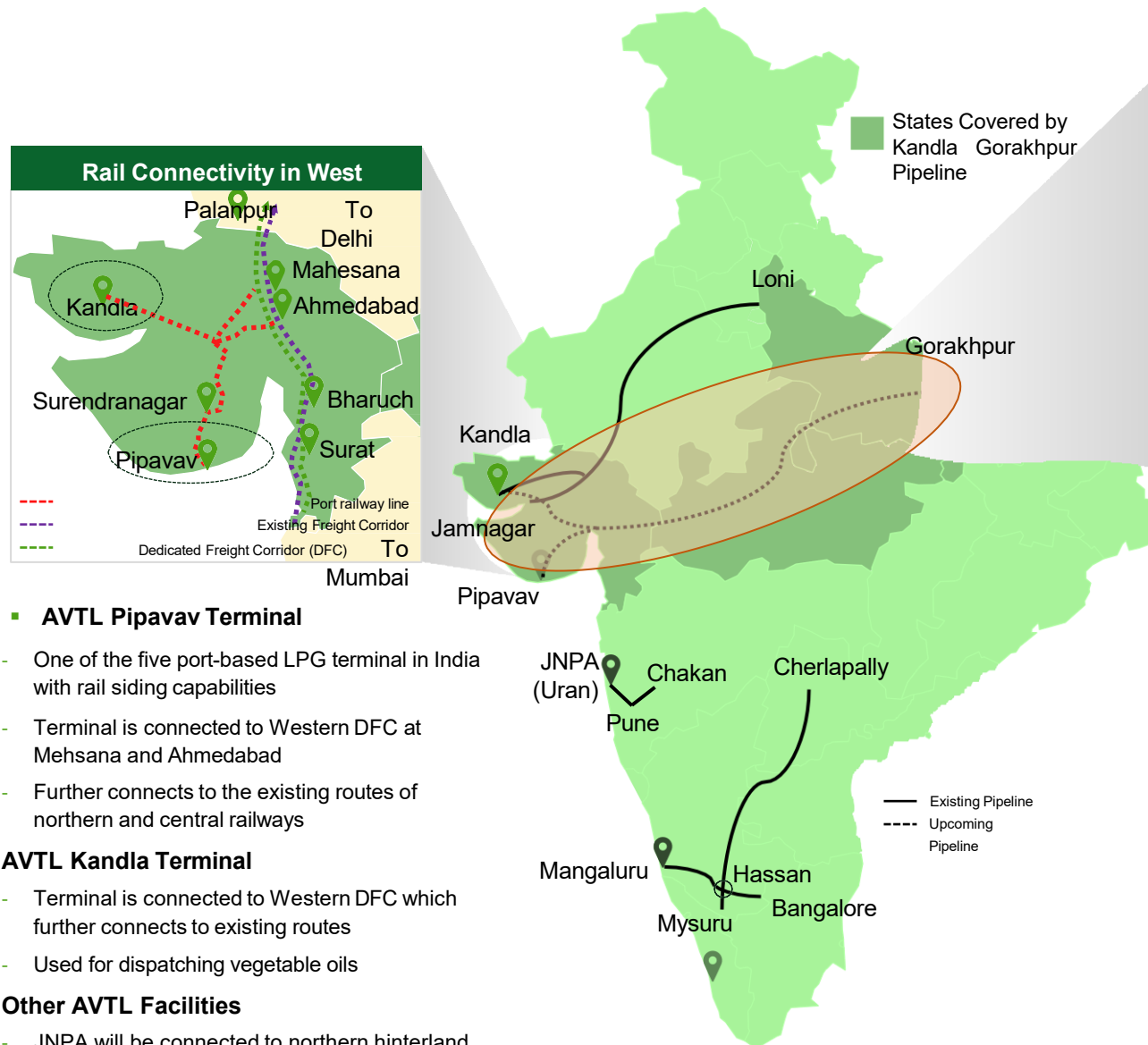
Turnaround in operations at Pipavav post-acquisition



Expansion through brownfield and inorganic routes at Kandla



Connectivity to Multiple Gas Evacuation Modes



■ AVTL Pipavav Terminal

- One of the five port-based LPG terminal in India with rail siding capabilities
- Terminal is connected to Western DFC at Mehsana and Ahmedabad
- Further connects to the existing routes of northern and central railways

■ AVTL Kandla Terminal

- Terminal is connected to Western DFC which further connects to existing routes
- Used for dispatching vegetable oils

■ Other AVTL Facilities

- JNPA will be connected to northern hinterland via Western DFC with its full commissioning.

• Kandla - Gorakhpur Pipeline¹

- Three leading Indian OMCs are constructing world's longest LPG pipeline - 2,805 km long
- Pipeline will be capable to transport 25%+ of India's total LPG demand (8.25 MMTA)
- Sources LPG from Kandla, Pipavav and Dahej terminals
- Traverses Gujarat, Madhya Pradesh & Uttar Pradesh; to connect 40+ LPG bottling plants

• Jamnagar - Loni Pipeline

- 1,427-km-long pipeline operated by GAIL (India) Limited; starts in Gujarat and ends in Uttar Pradesh, passing through Rajasthan, Haryana and Delhi
- Capacity of 3.3 MMTA; sources LPG from Jamnagar, Vadinar & Kandla

• Mangaluru - Hassan - Cherlapally Pipeline

- Originates from Mangaluru and terminates at Mysuru; passes through multiple districts
- Feeds LPG to Bottling Plants at Mysuru and Yedyur
- Hassan - Cherlapally: Capacity augmentation of existing pipeline which feeds into bottling plants at Anantpur and Cherlapally

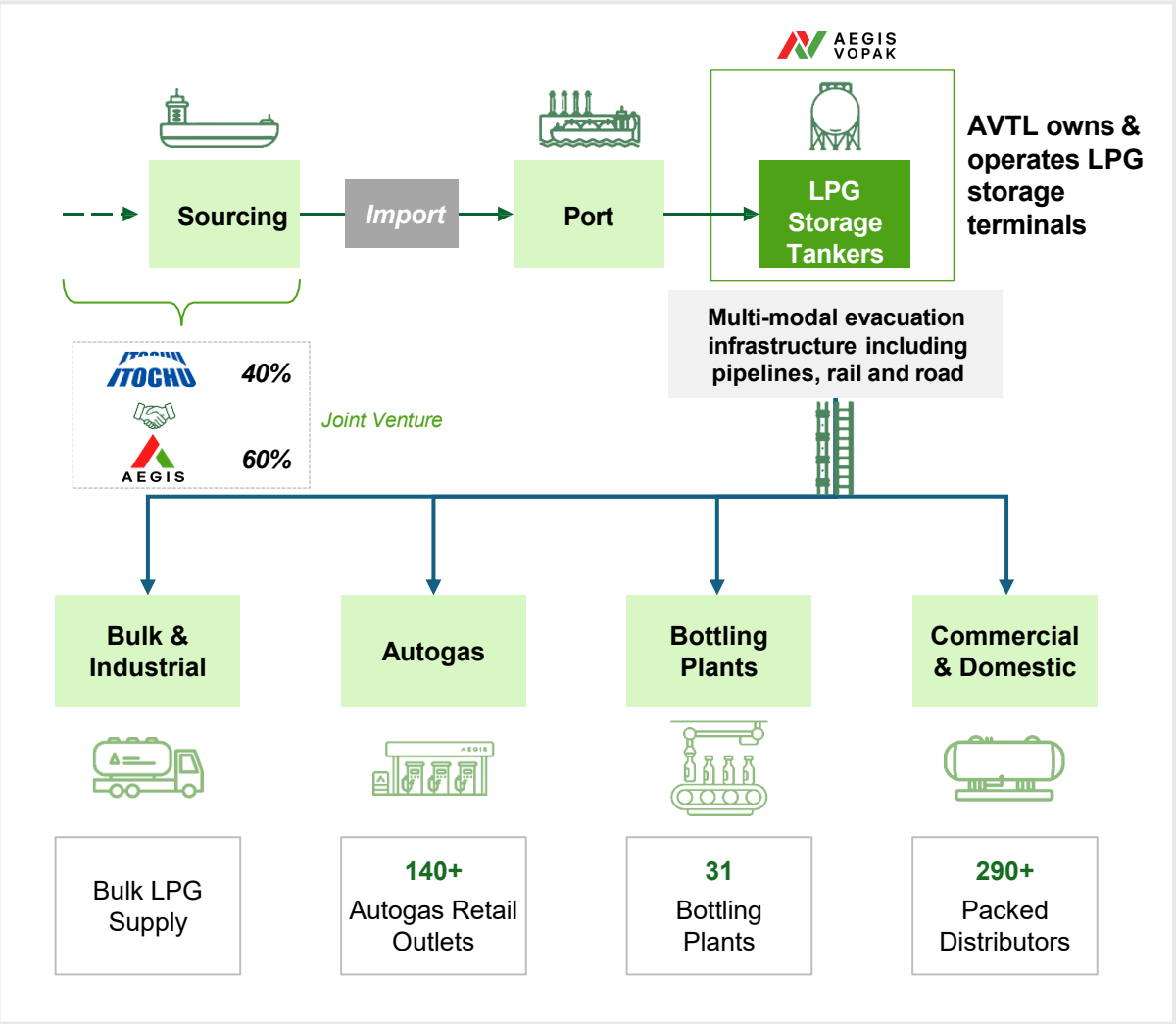
• Uran - Chakan Pipeline

- Operates from Raigad to Chakan and passes through Raigad and Pune districts
- Feeds into bottling plants at Chakan (HPCL & IOCL) & Shikrapur (BPCL)

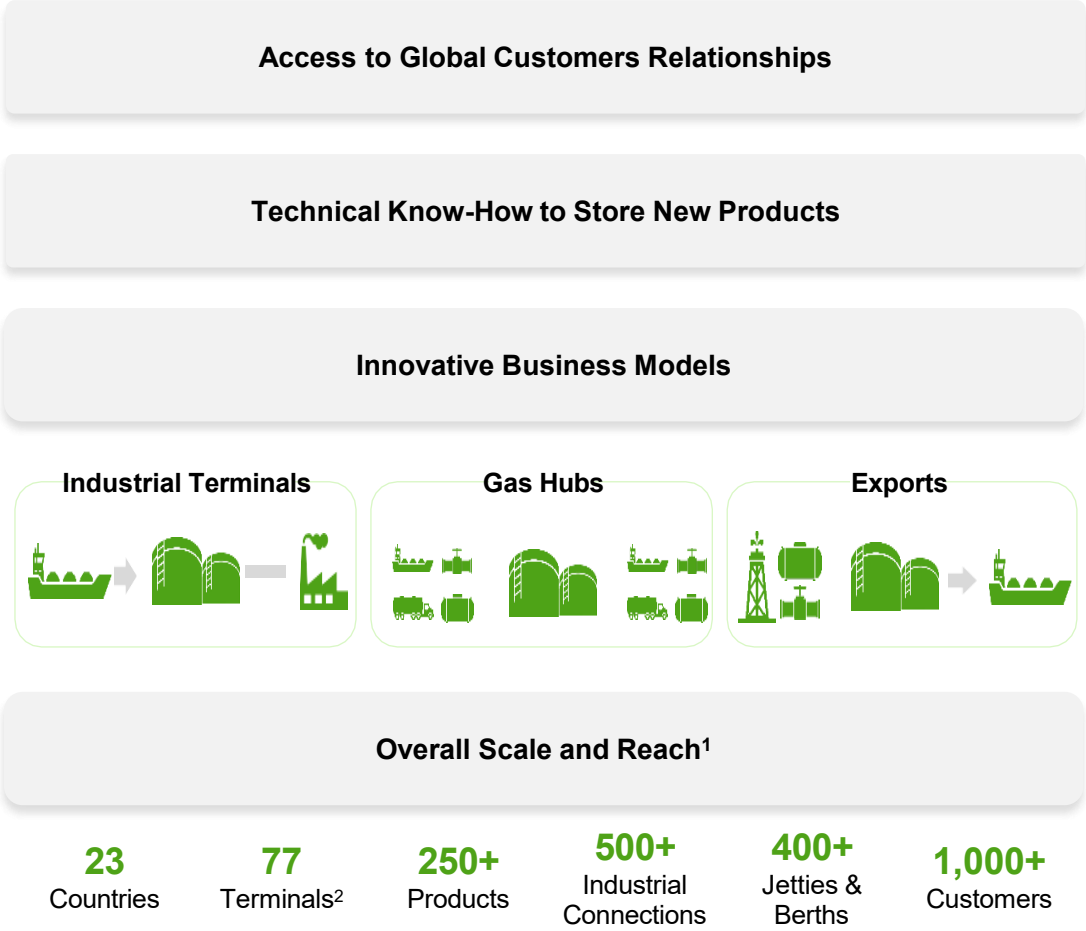
Successfully Built Relationships with Diversified Customer Base



Strategic Positioning in the LPG Ecosystem of Aegis Logistics



Multiple Benefits of Vopak Parentage to AVTL



Source: Company Information; Notes: (1) As of 31 December 2024; (2) Including AVTL Terminals

...and Supported by a Strong Board of Directors...

Representation



Raj Chandaria¹
Chairman and Managing Director

25+



Murad Moledina⁵
Non-Executive Director⁷

22+

Vopak Representation



Deepak Dalvi²
Non-Executive Director⁸

10+



Wilfred Lim⁶
Non-Executive Director⁸

30+

Independent Directors



Kanwaljit S Nagpal³
Independent Director

25+



Raj Kishore Singh
Independent Director

33+




Lars Johansson⁴
Independent Director

33+




Uma Mandavgane
Independent Director

19+

 Years of Total Experience


Notes: (1) Raj Kapurchand Chandaria; (2) Deepak Ganjanan Dalvi; (3) Kanwaljit Singh Sudarshan Nagpal; (4) Lars Erik Mikael Johansson; (5) Murad Mohammed Husein Moledina (6) Wilfred Lim Swee Guan; (7) Nominee of Aegis Logistics Limited; (8) Nominee of Vopak India BV

...and Management Team




Sudhir Malhotra¹
President

34+




Prakash Hiranandani²
*Chief Commercial Officer
(Liquid Business)*

31+



Sukumar Nandi
*Senior Vice-President
(Operations West)*

40+



Rathin Sarkar
*Vice-President
(Operations East)*

25+




Priju Thomas
*Vice-President (Gas
Business)*

29+



Sudhish Pandey
*Vice-President (Business
Development)*

29+



Manoj Sharma
*Chief Financial Officer
and Assistant Vice-
President*

20+




Girish Gurkhe³
*Vice-President (HR and
Administration)*

28+



Rahul Priyadarshi
Vice-President (Legal)

17+

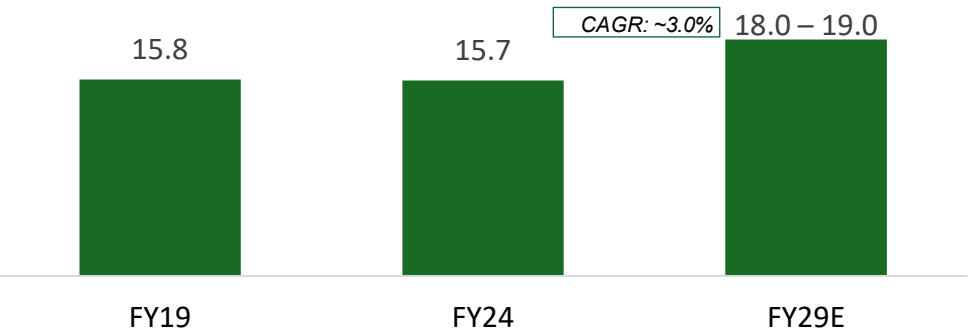


Priyanka Vaidya⁴
*Company Secretary and
Compliance Officer*

6+

Robust Growth in Bulk Chemicals Trade

India Bulk Chemicals Trade (MMT)



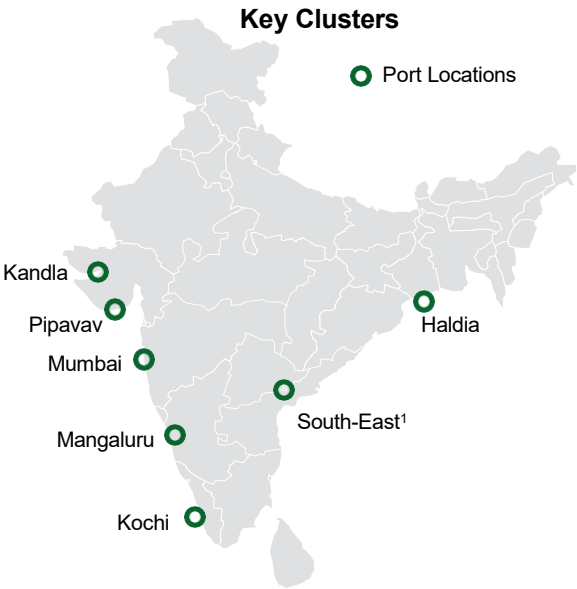
Growth to be Driven by Demand from Multiple End-Industries



Favorable Government Initiatives

- Initiatives such as 'Make in India' to benefit end-use industries
- Petroleum, Chemical & Petrochemical Investment regions (PCPIRs) for large scale projects through PPPs
- Technology Upgradation Fund (TUF) to aid new technology in chemicals
- 100% FDI under automatic route for foreign investors in chemicals space

Overall Liquid Bulk Trade Mix Across India

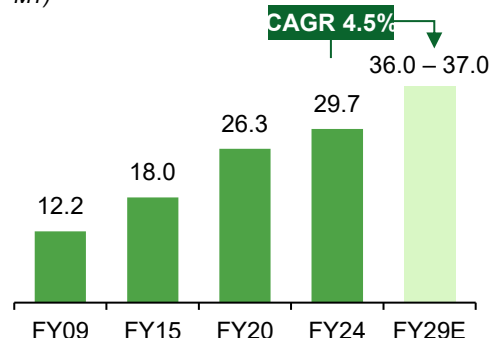


Key Clusters	AVTL Presence	Cluster Demand as a % of Overall Demand
Gujarat	Kandla Port, Pipavav Port	39%
Mumbai	JNPA	17%
East	Haldia Port	12%
South-East ¹	-	14%
Others	Kochi Port, Mangalore Port	18%
Total		100 %

Attractive Market Opportunity - LPG

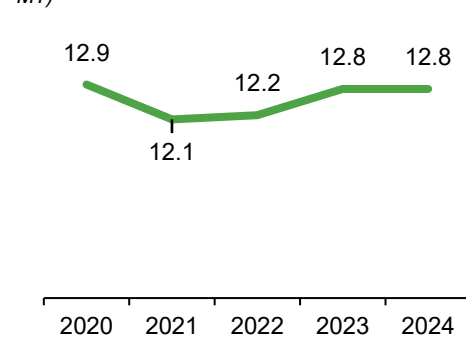
Rise in Domestic LPG Consumption...

Domestic LPG Consumption (in mn MT)

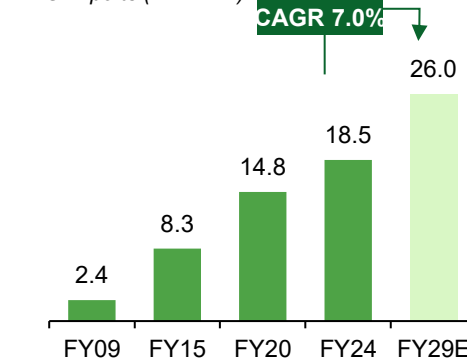


...will be met by imports, given relatively static domestic LPG production1...

Domestic LPG Production (in mn MT)

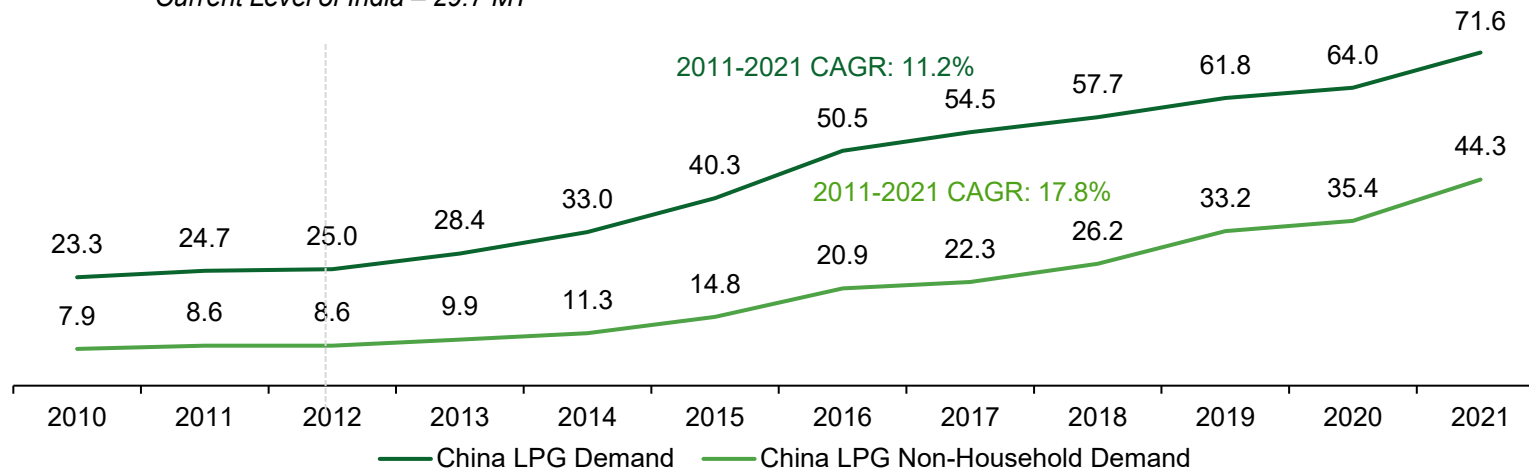


LPG Imports (in mn MT)



India is expected to witness strong industrial LPG demand; similar to China story

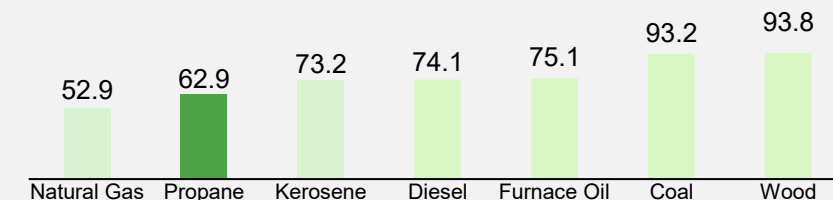
Current Level of India – 29.7 MT



Key Growth Drivers for LPG

i Lower Carbon Emission and a Cleaner Fuel

KG CO₂ / mn metric BTU



ii Key Advantages

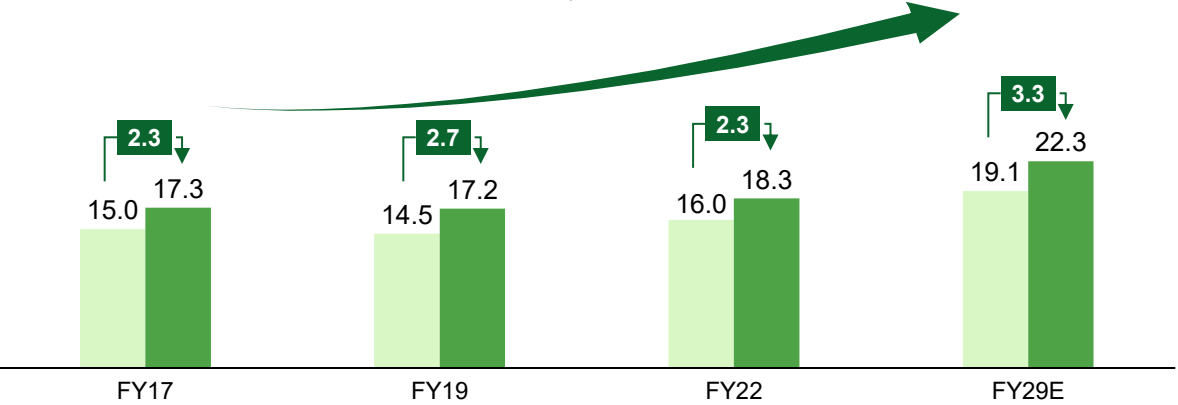
- **Ease of storage and transportation:** Can be stored and transported in liquid form at moderate temperatures through cylinders
- **Low Maintenance:** Appliances using LPG require less maintenance & sophistication rendering LPG as more cost effective
- **Stable Prices:** LPG is more reliable as its prices are less volatile than gas and crude oil derivatives

iii Government Support to Promote Domestic LPG Adoption

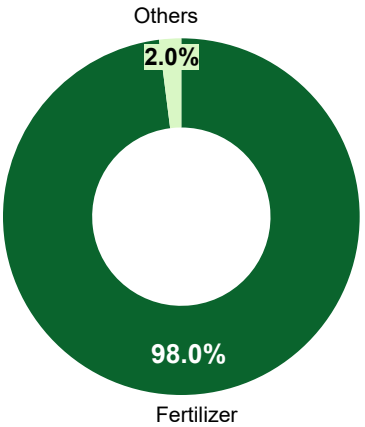
- Launched in 2016, PMUY sought to provide free LPG connections to below poverty line ("BPL") households, especially women
- From Oct-23, govt. continued targeted subsidy of INR 300 (\$3.6) per 14.2 kg cylinder for 12 refills per annum
- Select state governments also provide subsidy to non-PMUY consumers
 - Maharashtra government is providing three cylinders free per annum

Imports of ammonia will help meet the increasing demand-supply deficit...

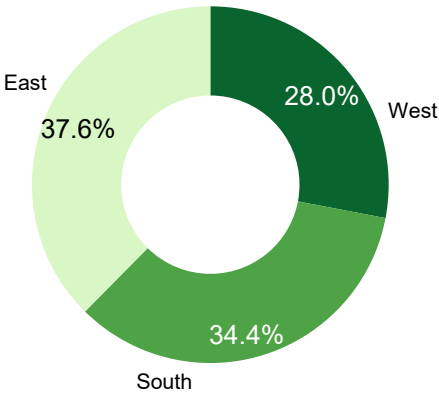
Supply Demand Imports



...Which is attributed to fertilizer plants¹...



...Secularly spread across Indian Peninsula¹



DAP fertilizer plants near ports are major consumption hubs for ammonia imports²





Growth Strategy



Strategically Expand our Network of Terminals at Existing Locations

- ✓ By expanding its capacities, AVTL aims to increase the market share, positioning it for sustained growth
- ✓ Leverage economies of scale and synergies with current operations with the ability to manage newer products



Enter New Locations

- ✓ Evaluating opportunities to enter into emerging ports across India
- ✓ New ports would be prominent in managing flows of liquids, gases and energy transition products like ammonia, hydrogen, etc.



Establish Industrial Terminals

- ✓ Build storage infrastructure which is connected to multiple production units in a manufacturing cluster
- ✓ Leverage Vopak's global experience to build and operate such Industrial Terminals



Invest in Capabilities to Address Alternative Energies

- ✓ Build capacities for feedstock and ammonia terminals
- ✓ Repurposing existing terminals and building new infrastructure for new products
- ✓ Promoters have a track record of successfully building and operating global infrastructure for cleaner fuels



Inorganic Growth Opportunities

- ✓ Will evaluate acquisition opportunities which offers expansion potential at existing locations and entry into newer locations
- ✓ Intend to leverage the experience of our past acquisitions to execute our strategic objectives

Gateway Access To India (GATI – Speed)

Currently the company has 22 working sites 225 acres developed across port land in 6 Ports

Facilities Commissioned / Completed During The Year 2024-25 and Till Date

Mangalore Liquid Storage Terminal: **75,230 cbm**
JNPA Liquid Storage Terminal: **101,900 cbm**
Mangalore Cryogenic LPG Storage Terminal: **82,000 MT static capacity**
Pipavav Cryogenic LPG Storage Terminal: **48,000 MT static capacity** (completed and under commissioning)
Kandla Liquid Storage Terminal: **54,322 cbm capacity** refurbished /upgraded

Entry Into New Energy

Pipavav Cryogenic Ammonia Storage Terminal: **36,000 MT under development**

Land Under Development During 2025-26

Kandla: **47,500 sq metres**
JNPA – 2nd Plot: **121,000 sq metres**
Mangalore: **76,000 sq metres**
Kochi: **15,200 sq metres**
Pipavav: **25,500 sq metres**

Multi Modal Evacuation Under Development

Kandla Jamnagar Loni Pipeline
Kandla KGPL
Kandla Rail gantry
Pipavav KGPL
Mangalore Rail gantry

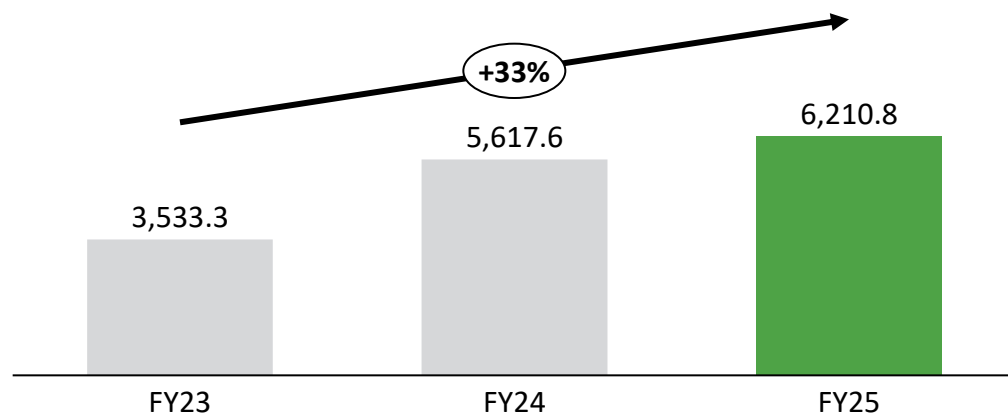


Annual Performance

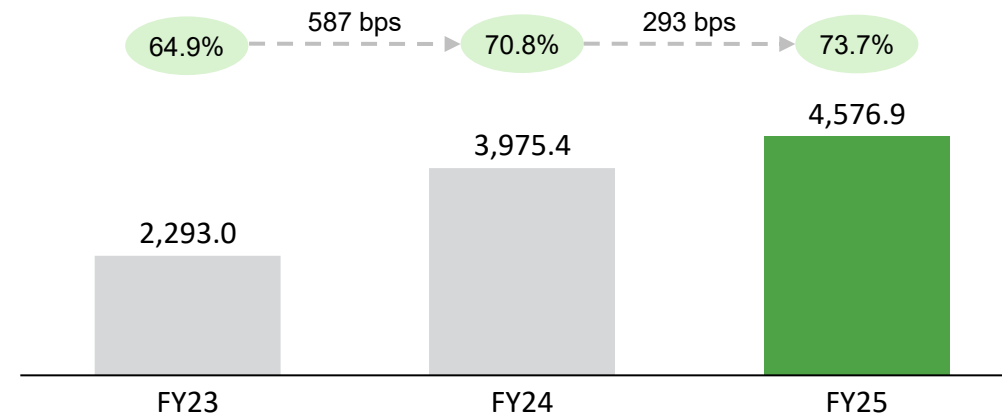
Strong Financial Metrics with a Growing Margin Profile and Return Metrics

Key Financial Metrics¹ - Annual Performance

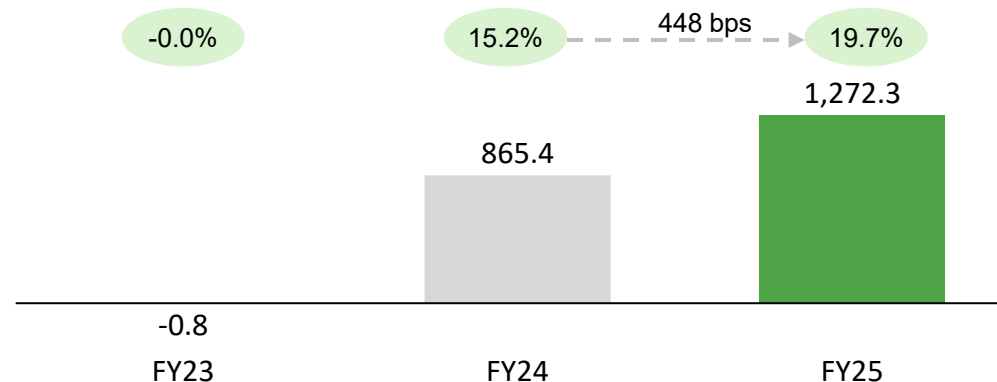
Revenue (INR mn) and Revenue Growth



Operating EBITDA (INR mn) and Operating EBITDA Margin



PAT (INR mn) and PAT Margin¹



Profit and Loss Statement

INR mn	FY22	FY23	FY24	FY25
Revenue from Operations	-	3,533.32	5,617.61	6,210.2
Revenue from Liquid	-	2,419.73	3,564.58	3,447.28
Revenue from Gas	-	1,113.59	2,053.03	2,763.54
Operating Expenses	5.75	1,240.30	1,642.24	1,633.90
Employee benefit expenses	-	305.37	437.97	436.77
Other expenses	5.75	934.93	1,204.27	1,197.13
EBITDA	(5.75)	2,293.02	3,975.37	4,576.92
<i>% margin</i>	<i>n.m.</i>	<i>64.90%</i>	<i>70.77%</i>	<i>73.69%</i>
Depreciation and amortization	-	912.02	1,139.91	1,262.42
Other Income	0.03	26.59	83.60	262.28
EBIT	(5.72)	1,407.59	2,919.06	3,576.79
<i>% margin</i>	<i>n.m.</i>	<i>39.84%</i>	<i>51.96%</i>	<i>57.59%</i>
Finance cost	5.20	1,381.62	1,708.88	1,926.65
PBT	(10.92)	25.97	1,210.18	1,650.14
Tax expense	-	26.72	344.74	377.84
PAT	(10.92)	(0.75)	865.44	1,272.30
<i>% margin</i>	<i>n.m.</i>	<i>(0.02%)</i>	<i>15.41%</i>	<i>20.49%</i>

Balance Sheet

INR mn	FY22	FY23	FY24	FY25
Equity	18.89	9,530.91	9,971.65	19,197.95
Equity share capital ¹	6.10	11.00	11.00	9,888.43
Reserve and surplus	12.79	9,519.91	9,960.65	9,309.53
Non-current liabilities	984.38	24,007.73	33,130.06	39,040.73
Long-term borrowings	981.00	17,451.68	25,864.17	23,531.03
Lease liabilities	0.52	5,799.88	6,314.07	14,114.26
Long-term provisions	2.86	36.91	56.88	54.43
Deferred tax liabilities	-	719.26	894.94	1,341.01
Current liabilities	22.29	1,276.18	2,132.30	2,986.76
Borrowings	-	-	-	1,310.66
Lease liabilities	0.06	486.91	551.22	1,137.85
Trade payables ²	3.39	271.13	142.63	108.80
Other financial liabilities	15.47	335.80	983.72	236.46
Other current liabilities	2.61	142.70	264.69	147.10
Short term provisions	0.76	39.64	30.54	44.70
Current tax liabilities (net)	-	-	159.50	1.19
Total liabilities	1,006.67	25,283.91	35,262.36	42,027.49
Total equity and liabilities	1,025.56	34,814.82	45,234.01	61,225.44

INR mn	FY22	FY23	FY24	FY25
Non-current assets	930.92	33,017.30	41,555.78	52,977.83
Property, plants and equipment	195.30	30,166.95	34,769.24	45,865.49
Intangible assets (excl. goodwill)	-	0.35	0.47	0.41
Goodwill	-	135.79	135.79	135.79
Capital work-in-progress	84.90	1,523.83	530.84	1,570.92
Deferred tax assets	0.15	23.00	-	-
Other financial assets ³	6.24	110.39	67.24	217.60
Other non-current assets	644.33	1,057.29	6,052.20	5,187.62
Current assets	94.64	1,797.52	3,678.23	8,247.61
Inventories	1.91	79.80	60.26	93.10
Trade receivables	19.77	699.05	1,314.08	1,194.83
Cash and cash equivalents	68.60	229.03	1,055.71	5,916.72
Bank balance other than above	0.22	8.21	8.04	6.29
Other financial assets	0.02	246.46	361.01	402.02
Other current assets	4.12	534.97	879.13	634.65
Total assets	1,025.56	34,814.82	45,234.01	61,225.44

Notes: (1) Includes instruments entirely equity in nature; (2) Trade Payables include both MSME and Non-MSME dues; (3) Including Income Tax Assets (Net)

Cash Flow Statement (1/2)

	FY22	FY23	FY24	FY25
Cash flow from operating activities				
Profit before tax	(10.92)	25.97	1,210.17	1,650.14
Adjustments for:				
Depreciation and amortisation	-	912.02	1,139.90	1,262.42
Finance costs	5.20	1,381.62	1,708.89	1,926.65
Interest income	(0.03)	(17.61)	(24.18)	(224.73)
Provision for doubtful debts	-	0.92	-	-
Provision for doubtful debts written back	-	-	(0.54)	-
Sundry credit balances written back	-	-	-	(4.42)
Bad debts written off	-	8.75	-	-
Loss/ (profit) on sale of property, plant and equipment	-	-	(0.23)	0.54
Actuarial (loss)/ gain recognised in other comprehensive income	-	6.49	0.78	(5.35)
Operating profit before working capital changes	(5.75)	2,318.16	4,034.79	4,605.24
Adjustments for changes in working capital:				
Inventories	-	(12.51)	29.02	(3.72)
Trade receivables	-	(460.26)	(527.00)	171.97
Non-current assets	0.00	(546.72)	382.20	(133.19)
Current assets	(0.98)	274.36	(225.85)	482.53
Other current financial assets	(0.02)	(66.10)	(150.68)	20.38
Other non-current financial assets	-	(51.53)	(6.28)	(5.00)
Other bank balances	10.50	37.29	0.17	1.75
Trade payables	0.43	158.53	(132.36)	(31.60)
Current provisions	-	25.41	(9.11)	14.16
Non-current provisions	-	(20.39)	19.97	(2.45)
Other current financial liabilities	-	(9.11)	-	(2.08)
Other current liabilities	0.83	128.11	37.97	(118.58)
Cash generated from operations	5.01	1,775.24	3,452.85	4,999.40
Income tax paid	-	(50.38)	(80.76)	(217.65)
Net cash generated from operating activities (A)	5.01	1,724.86	3,372.08	4,781.75

Cash Flow Statement (2/2)

	FY22	FY23	FY24	FY25
Cash flow from investing activities				
Purchase of property, plant and equipment including capital advances	(643.67)	(1,788.97)	(6,708.19)	(1,278.32)
Purchase of intangible assets	-	(0.36)	(0.24)	(0.06)
Proceeds from sale of property, plant and equipment	-	-	1.17	0.44
Purchase of non-current investments in subsidiary companies	(279.35)	(1,999.21)	-	-
Payment of business acquisitions from related parties	-	(12,200.00)	(1,245.57)	(2,700.26)
Payment of business acquisitions from others	-	(1,882.25)	(640.00)	-
Interest received	0.03	14.66	18.04	195.66
Net cash (used in) investing activities (B)	(922.99)	(17,856.13)	(8,574.79)	(3,782.55)
Cash flow from financing activities				
Proceeds from non-current borrowings from banks	-	9,660.73	583.61	10,611.10
Repayment of non-current borrowings from banks	-	(500.00)	-	(109.43)
Process from non-current borrowings from related parties	981.00	1,276.10	8,229.00	-
Repayment of non-current borrowings from related parties	-	(3,650.00)	(360.00)	(11,542.13)
Lease liability paid	-	(476.95)	(591.27)	(1,039.24)
Proceeds from Issue of equity shares	4.60	10,983.45	-	8,000
Proceeds from Issue of preference shares	1.00	-	-	-
Share Issue expenses	(0.25)	-	-	-
Dividend paid	-	-	(328.62)	-
Interest paid	(0.01)	(1,001.63)	(1,503.33)	(2,058.51)
Net cash (used in)/ generated from financing activities (C)	986.34	16,291.70	6,029.39	3,861.80
Net (decrease)/ increase in cash and cash equivalents (A+ B+ C)	68.36	160.43	826.68	4,861.00
Cash and cash equivalents as at the beginning of the period/ year	0.24	68.60	229.03	1,055.72
Cash and cash equivalents as at the end of the period/ year	68.60	229.03	1,055.71	5,916.72

Commitment to Health and Safety	Security for All Stakeholders	Comprehensive Safety Training	Environmental Stewardship
<ul style="list-style-type: none">• Pre-installation risk assessment• Intensive safety measures (gas monitor, firefighting systems)• Pipeline overpressure protection• First aid facility• Safe working environment	<ul style="list-style-type: none">• Perimeter manning and surveillance• Security Plan• Security Patrols• CCTV Coverage	<ul style="list-style-type: none">• Audits and Reviews• Fire Protection system• Emergency response plan• Work Permit System & Guidelines• Safe Working Procedures	<ul style="list-style-type: none">• Plantation drives• Energy efficient LED lights• Rainwater harvesting• Waste handling and treatment



MSCI

ESG Rating AA

ESG Rating AAA

Sustainalytics

ESG Risk Rating Score 38.6

ESG Risk Rating Score 25.1



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