WLPGA 2019 Asia LPG Summit on 5th 6th February 2019, New Delhi, India

Looking beyond domestic, infrastructure to support

(Rajiv Chohan, President – Business Development: Aegis Group)
Leading Petroleum, Chemical and Gas Company since 1977

Largest importer and terminal operator of LPG in the Pvt. Sector in Country

Extensive experience in oil terminals and waterfront management

Handle more than 12 MMTPA at various sites

Demonstrated excellent HSE and Quality track record

Leading Pvt. Sector company in Auto Gas sector

Significant Cash reserves. Capacity to invest Capex

Listed on BSE & NSE with credit ratings
LPG Supply Chain:

1. **LPG Source**
2. **International Shipping**
3. **Terminal Storage**
   - At Dispatch Port
4. **Terminal Storage**
   - At receiving Port
5. **Move to Bottling Plant**
   - By Road
   - By Rail
   - By Pipeline
   - By Ship
6. **Distributor**
   - Road Transport
   - Move through
   - Deliver Boys
7. **Consumer**
India: LPG Dimensions

INDIA

24 MMTPA
90% + Domestic

Growing at CAGR 8 to 10%

~ 330 KT Import Storage Capacity

12 MMTPA Indigenous Production

12 MMTPA Imports

INFRASTRUCTURE
Ujwala Yojna is “Transforming Lives”
Catalyst of Social Change
Pradhan Mantri Ujjwala Yojna

- Largest direct intervention initiative for women of rural & urban households
- 5,00,00,000 women to directly benefit from an allocation of Rs. 8,000 crore
- Free LPG connections to BPL households
- Providing clean fuel to women
- Directly address health hazards due to use of wood, cow dung, etc in cooking
- Free women from drudgery of collecting fire wood
- Smoke free house – to all including children

Ministry of Petroleum & Natural Gas
Government of India
LPG some interesting facts: Infrastructure...

• India’s LPG Consumption has gone up 500% in last 20 years.
• Current imports are 12 MMTPA growing at 8-10% CAGR.
• All growth from here on has to come from Imports.
• Country’s current import terminal capacity is around 330,000 MT
• This capacity is already stretched..
• Country needs at least 500,000 MT additional import terminal capacity.
• India Govt’s push is to use “LPG as a Catalyst of Social Change”
• Hence Focus on Domestic Segment.
• PM Ujawala Yojana.

• **Infrastructure does not recognise the end segment.**
• **Infrastructure required caters to Domestic as well Industrial use but will need to support “Domestic” as a priority in line with Govt Vision.**
What India Needs in Infrastructure

More Of
- New Storage Terminals
- New Bottling Plants, Pipelines and Sidings
- Efficiency and Safety in entire supply chain
- Timely Execution
- Taking LPG to other use, ALDS, Industrial

Less Of
- Bad Costs like Demurrage
- Supply Shortages
- Time Delays in Project execution
- Laycan Rigidity of Supplying NOCs
- HSE violation
A PENNY SAVED is a penny earned.

Benjamin Franklin

Role of Private Sector is to bring down the cost from the supply chain and improve Efficiency.
What Aegis has and can deliver

- Capacity to deploy own Capex.
- Cut project execution time by half. 24 months for a large terminal.
- Keep operating costs low. Virtually Zero Demurrage
- Maximum Operational Flexibility for optimisation
- Quality: Decades of experience of construction, operation and maintenance of LPG terminals
- Trust: Demonstrated HSE and Safety track record.
- Reliability: Have expertise both in refrigerated and pressurised terminals, pipelines, bottling plants, Distributors and ALDS
- Is open for flexible contracts for usage of these new assets
  - On MGT of volumes
  - On minimum guaranteed revenue
  - On telescopic throughput charges
  - On exclusive territory/ area demarcation.

Have supported NOCs in their challenging but noble journey of “PMUY” by Creating and providing Infrastructure, thereby creating “Value” for them
What Aegis is committed to Deliver

- Fulfillment of our Honorable Minister’s Vision of PM UJWALA
- Flexibility of Contracts, Tailor Made solutions
- Highest Safety and Technical Standards
- Capex, Efficiency, Operating Cost Savings

Fulfillment of our Honorable Minister’s Vision of PM UJWALA
Thank You and Best Wishes