

23<sup>rd</sup> May 2025

### LEVERAGING PARENTS EXPERTISE FOR BUSINESS EXCELLENCE & EXPANSION

**Aegis Vopak Terminals Ltd. (AVTL)** is a joint venture between Aegis Logistics Limited and Royal Vopak, is India's leading third-party owner and operator of tank storage terminals for LPG and liquid products. The company has presence over both East and West coasts of India & intends to expand its footprint along the coastal necklace of India. AVTL caters to marquee names across sectors including traders, manufacturers, chemicals and fuel marketing companies across private and public sectors, as well as local and international businesses.

#### Market domination makes AVTL a critical player in India's energy logistics

AVTL is India's foremost third-party operator of tank storage terminals, commanding the largest storage capacity for LPG and liquid products as of December 31, 2024. With a total capacity of approximately 1.50 mn m<sup>3</sup> for liquid products and 70,800MT for LPG, the company captures 11.5% of India's total LPG static capacity and 25.5% of the nation's third-party liquid storage capacity. These storage systems have a 40-year lifespan & handle over 40 complex products, including specialized chemicals, petrochemicals, and LPG.

#### Strategically located assets with access to central evacuation infrastructure

AVTL operates two LPG storage terminals and 18 liquid storage terminals across six ports on both East & West coasts, managing ~23% of India's liquid imports and ~61% of total LPG import volumes. Of these, five ports have rail evacuation facilities, with the Pipavav terminal uniquely connected to the Western Dedicated Freight Corridor at Mehsana and Ahmedabad, linking to northern and central railways. This strategic connectivity enhances evacuation speed, reduces last-mile delivery costs, improves delivery times, and mitigates risks associated with LPG road transport.

#### Aggressive capacity additions with best-in-class efficiency & strong parentage

AVTL's liquid storage capacity has grown from 0.55 mn m<sup>3</sup> in Nov 2021 to 1.50 mn m<sup>3</sup>, with an additional 0.17 mn m<sup>3</sup> planned post-December 2024. LPG capacity has increased from 67,000 MT in Nov 2021 to 70,800 MT, with plans to expand to 200,800 MT in FY26. Holding a 100% market share in gas storage at Pipavav and ~77% and ~88% in liquid storage at Kandla and Kochi, respectively, AVTL achieves the lowest capex per MT while delivering the highest throughput and tank turns among peers, underscoring its operational excellence.

AVTL's promoters- Aegis Logistics Limited, is a leading Indian company with over 50 years of experience in oil, gas, and chemicals logistics, and Vopak India BV, part of Royal Vopak, a global tank storage leader with over 400 years of expertise and 77 terminals across 23 countries. Backed by their resources and financial stability, the company dominates India's LPG and liquid storage markets, with Aegis being a major LPG importer via its Singapore trading arm and Royal Vopak managing 35.49 mn m<sup>3</sup> globally as of December 31, 2024.

**Risks-** 1) Slow down in India's Oil & Gas Industry. 2.) Damage to assets owing to natural calamities or any other reasons. 3.) Non-compliance of safety or legal regulations applicable to the business. 4.) Promoters are involved in similar businesses.

**Opinion-** The company plans to raise Rs. 2,800 cr. with objective of loan repayment of ~Rs. 2,016 cr. & balance for funding expansion capex. At upper price-band of Rs. 235, the issue is priced at a ~57x FY25 EV/EBITDA. The aggressive expansion and strong parentage instil confidence in the company, we recommend '**SUBSCRIBE FOR LONG -TERM**' to the issue.

Particulars	FY23	FY24	9MFY24	9MFY25
Operating Revenue	353	562	375	464
EBITDA	229	398	252	341
EBITDA Margins	64.9%	70.8%	67.0%	73.5%
Net Profit/ (Loss)	(0.1)	87	34	86
Net Worth	953	997	945	1,883
Net Debt	1,722	2,481	2,302	1,622
Net Debt/ Equity	1.8	2.5	2.4	0.9
ROE	0%	9%	5%	6%

#### Aditya Birla Money Ltd.

10<sup>th</sup> Floor, R-Tech Park, Nirlon Knowledge Park, Off W.E. Highway,

Goregaon, Mumbai – 400 063

+91 22 6225 7600

care.stocksandsecurities@adityabirlacapital.com | www.stocksandsecurities.adityabirla.com

Rating	Subscribe for long-term	
Issue Details		
Issue Opens	26-May-25	
Issue Closes	28-May-25	
Face Value (₹)	10	
Price Band (₹)	223-235	
Bid Lot	63	
Issue Size at higher price band (₹ Cr)	2,800	
Market cap. @ upper price band (₹ cr)	26,038	
Listing	NSE/BSE	
BRLMs	ICICI Sec., BNP Paribas, IIFL Capital, Jefferies, HDFC Bank	
Registrar	MUFG Intime India Pvt. Ltd.	
Shareholding Pattern (%)		
	Pre-Issue	Post Issue
Promoter	97.4	85.9
Others	2.6	14.1
Issue Structure (In cr. no. of shares)		
Issue size (100% Fresh)		11.91
Break-up of net issue to public (%):		
QIB's portion		75%
Non-Institutional portion		15%
Retail Portion		10%

#### Research Team: -

**Ninad Sarpotdar**  
Analyst

ninad.sarpotdar@adityabirlacapital.com  
022-6819 0538

#### Registered Office:

Indian Rayon Compound, Veraval,

Gujarat – 362 266

CIN: L65993GJ1995PLC064810

### Disclaimer:

I, **Ninad Sarpotdar**, hereby certify that all the views expressed in this research report reflect our personal views about any or all of the subject issuer or securities. This report has been prepared by the Research Team of Aditya Birla Money Limited, hereinafter referred to as ABML. Further, I **Ninad Sarpotdar**, have not served / do not serve as an officer, director or employee of the companies mentioned in the report. Further, I **Ninad Sarpotdar** have not been engaged in market making activity in the Subject Company. AI tools were not used for research services.

Aditya Birla Money Limited (ABML) is in the business of offering stock broking and depository services in securities through its various affiliations with Stock Exchanges and Depositories. It offers Portfolio Management Services to HNI and Corporate investors. ABML also caters to investments in Mutual Funds through its digital platform to diversify asset allocation.

This document is not for public distribution and is meant solely for the personal information of the authorized recipient. No part of the information must be altered, transmitted, copied, distributed or reproduced in any form to any other person. Persons into whose possession this document may come are required to observe these restrictions. This document is for general information purposes only and does not constitute an investment advice or an offer to sell or solicitation of an offer to buy / sell any security and is not intended for distribution in countries where distribution of such material is subject to any licensing, registration or other legal requirements.

The information, opinion, views contained in this document are as per prevailing conditions and are of the date of appearing on this material only and are subject to change. No reliance may be placed for any purpose whatsoever on the information contained in this document or on its completeness. Neither ABML, its group companies, its directors, associates, employees nor any person connected with it accepts any liability or loss arising from the use of this document. The views and opinions expressed herein by the author in the document are his own and do not reflect the views of Aditya Birla Money Limited or any of its associate or group companies. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Past performance is no guarantee and does not indicate or guide to future performance.

Nothing in this document is intended to constitute legal, tax or investment advice, or an opinion regarding the appropriateness of any investment, or a solicitation of any type. The contents in this document are intended for general information purposes only. This document or information mentioned therefore should not form the basis of and should not be relied upon in connection with making any investment. The investment may not be suited to all the categories of investors. The recipients should therefore obtain your own professional, legal, tax and financial advice and assessment of their risk profile and financial condition before considering any decision.

ABML, its associate and group companies, its directors, associates, employees from time to time may have various interests/ positions in any of the securities of the Company (ies) mentioned therein or be engaged in any other transactions involving such securities or otherwise in other securities of the companies / organization mentioned in the document or may have other interest with respect of any recommendation and / related information and opinions.

Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

ABML may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report. Neither the Research Analysts nor ABML have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ABML by any Regulatory Authority impacting Equity Research Analysis activities during the past 1 year.

In the last 12 months period ending on the last day of the month immediately preceding the date of publication of this research report Research Analysts, ABML or any of its associates

- (i) have not received any compensation from the Subject Company
- (ii) may have managed or co-managed public offering of securities from subject company of this research report, or
- (iii) may have received compensation for investment banking or merchant banking or brokerage services from subject company of this research report, or
- (iv) may have received compensation for products or services other than investment banking or merchant banking or brokerage services as applicable from the subject company of this research report or
- (v) the Subject Company may have been a client of ABML or its associates during twelve months preceding the date of distribution of the research report.

ABML and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report. Accordingly, neither ABML nor Research Analysts and their relatives have any material conflict of interest at the time of publication of this report.

The company follows employee trading policy which regulates the trading activities of the research analyst. The company policy do not restrict the compensation of research analyst linked with the recommendations provided therein.

Name of the Compliance officer: Mr. Murali Krishnan L R: 044-49490014 E-mail Address: abm-chn.compliance@adityabirlacapital.com. For any queries or grievances: Mr. Sathish Kumar Email address: care.stocksandsecurities@adityabirlacapital.com Contact Number: 18002707000.

Securities Broking is through Aditya Birla Money Limited: SEBI Registration No. NSE/BSE/MCX/NCDEX:INZ000172636 ; NSDL /CDSL: IN-DP-17-2015. PMS - INP 000003757, Research Analyst –INH000002145. Central Insurance Repository Limited: IRDA/IR2/2014/312. Investments in securities market are subject to market risks, read all the related documents carefully before investing. Please read the risk disclosure document, rights and obligations, guidance note, Do's and Don'ts and policies and procedure carefully before making any investment decision. Brokerage will not exceed the SEBI prescribed limit. Margins as prescribed by Exchange / SEBI will be applicable.

### Aditya Birla Money Ltd.

10<sup>th</sup> Floor, R-Tech Park, Nirlon Knowledge Park, Off W.E. Highway,

Goregaon, Mumbai – 400 063

+91 22 6225 7600

care.stocksandsecurities@adityabirlacapital.com | www.stocksandsecurities.adityabirla.com

### Registered Office:

Indian Rayon Compound, Veraval,

Gujarat – 362 266

CIN: L65993GJ1995PLC064810