

6th February, 2017

To,
Corporate Relations Department
Bombay Stock Exchange Limited
2nd Floor, P.J. Towers,
Dalal Street,
Mumbai – 400 001

Company Code : 532760

To,
Corporate Relations Department
National Stock Exchange of India Limited
Exchange Plaza,
Plot No, C/1, G-Block,
Bandra Kurla Complex,
Bandra (E),
Mumbai - 400051

Company Code : DEEPIND

Dear Sir/Madam,

Sub.: Investors/ Analysts Presentation - 3rd Quarter ended on 31st December, 2016.


With Reference to Regulation 30 of SEBI (LODR) Regulation, 2015 , please find herewith attached presentation made on financial results of the company for 3rd Quarter ended on 31-12-2016.


Please take note of the same.

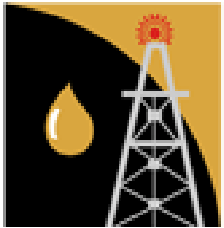
Thanking You. .

Yours faithfully,

For, DEEP INDUSTRIES LIMITED


Akshit Soni
Company Secretary





DEEP Industries Limited
Investor Presentation – February 2017

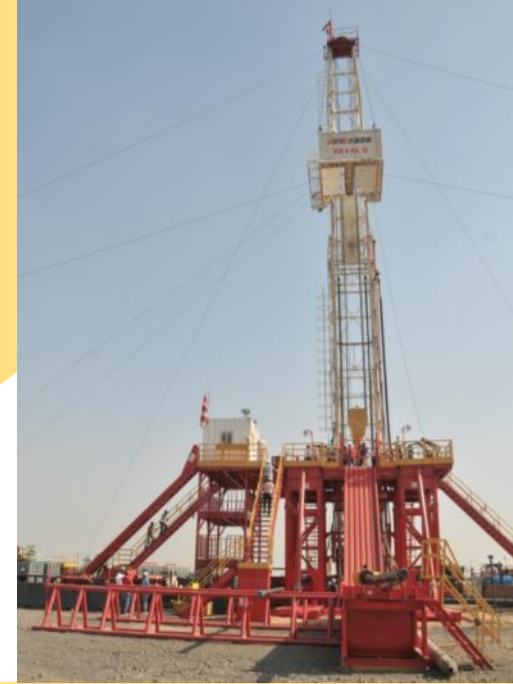
Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Deep Industries Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Q3/9M FY17 Snapshot



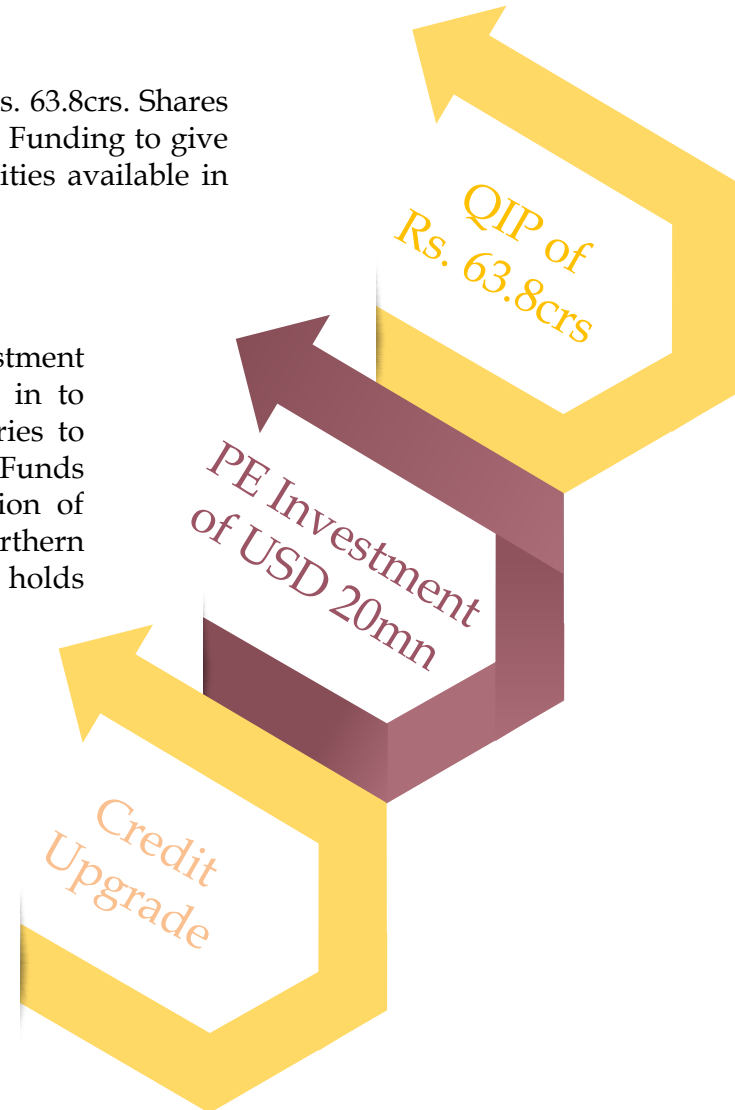
Strategic Initiatives & Quarter Snapshot



Successfully executed QIP to raise Rs. 63.8crs. Shares issued at Rs. 228/- per equity share. Funding to give flexibility to capitalize on opportunities available in the Oil & Gas Services space

Executed definitive documents for a PE Investment of USD 20mn from Tridevi Capital Partners in to Prabha Energy Private Limited. Deep Industries to hold 51% in Prabha Energy post investment. Funds to be utilized for development and production of Natural Gas from CBM block located in Northern Karanpura coalfields where Prabha Energy holds 25% participating interest

Strengthened Balance Sheet with improved earnings visibility and equity infusion in form of QIP and PE Investment in Subsidiary have led to Upgrade in Credit Rating by CARE



Standalone Profit & Loss



Rs. Cr	Q3FY17	Q3Y16	9MFY17	9MFY16	FY16
Revenue	71	53	202	114	169
Direct Expenses	21	14	59	30	40
Employee Expenses	5	5	14	11	14
Other Expenses	4	3	11	7	18
EBITDA	41	31	119	66	96
Other Income	1	0	1	0	1
Depreciation	9	4	24	11	20
EBIT	33	27	96	55	77
Finance costs	6	4	18	10	15
PBT	27	23	77	45	62
Tax	9	10	27	17	21
PAT	18	13	51	28	41

Standalone Balance Sheet



Rs. Cr	Sep-16	Mar-16
Shareholders Fund	286	258
Share Capital	29	18
Share Suspense Account	0	11
Reserves & Surplus	257	229
Total Non Current Liabilities	301	225
Long Term Borrowings	256	186
Deferred Tax liabilities	42	37
Other Long Term Liabilities	3	2
Total Current Liabilities	119	141
Short Term Borrowings	88	78
Trade Payables	24	15
Other Current Liabilities	4	31
Short term provision	4	17
TOTAL EQUITY & LIABILITIES	707	624

Rs. Cr	Sep-16	Mar-16
Total Non Current Assets	591	489
Fixed Assets	572	476
Non Current Investments	17	13
Long term loans & advances	2	0
Other Non Current assets	0	0
Total Current Assets	116	134
Current Investment	13	4
Inventories	6	6
Trade Receivables	54	56
Cash & Cash Equivalents	18	17
Short Term loans & Advances	24	49
Other current asset	1	3
TOTAL ASSETS	707	624

Historical Profit & Loss



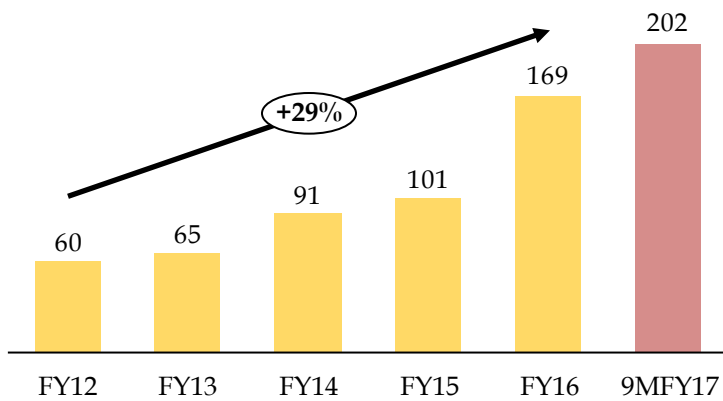
Rs. Cr	FY12	FY13	FY14	FY15	FY16
Revenue	60	65	91	101	169
Direct Expenses	20	16	22	24	40
Employee Expenses	7	7	9	13	14
Other Expenses	5	6	7	9	18
EBITDA	29	36	52	55	96
Other Income	1	2	1	1	1
Depreciation	7	10	12	12	20
EBIT	23	28	41	44	77
Finance costs	4	6	9	11	15
PBT	18	21	33	33	62
Tax	6	9	13	12	21
PAT	12	12	20	21	41

Cash PAT=PAT+ Depreciation

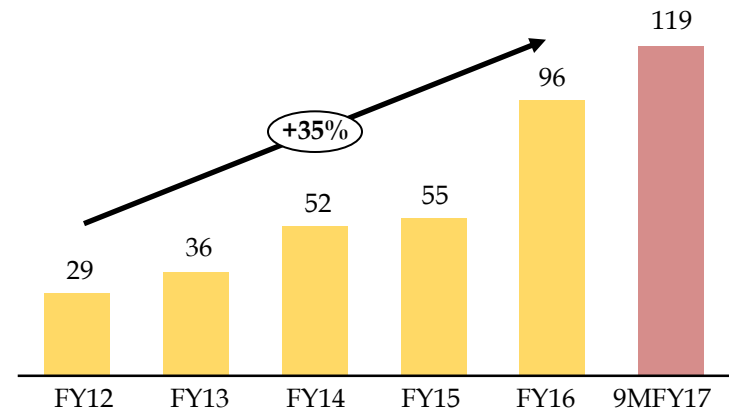
Growth over the Years



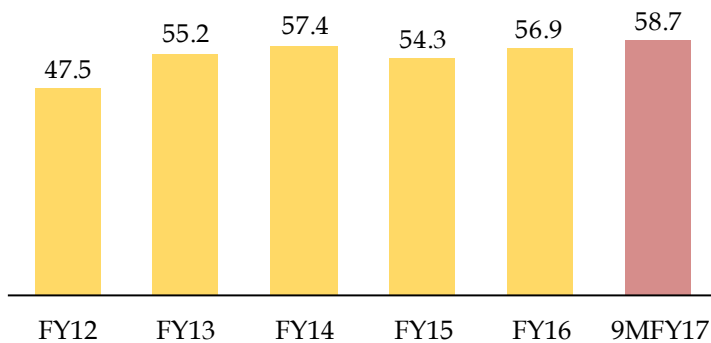
Revenue (Rs Crs)



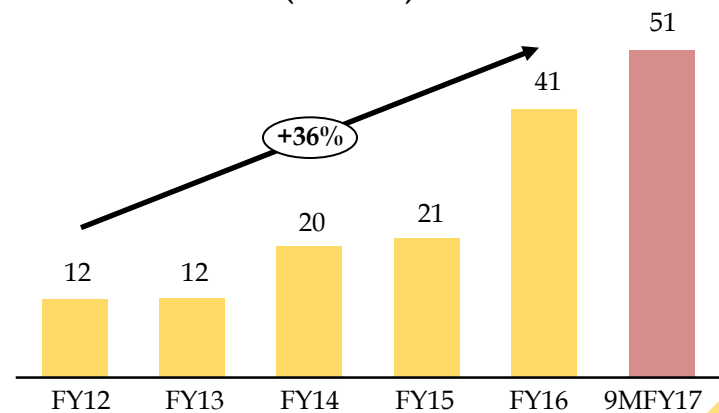
EBITDA (Rs Crs)



EBITDA Margin (%)



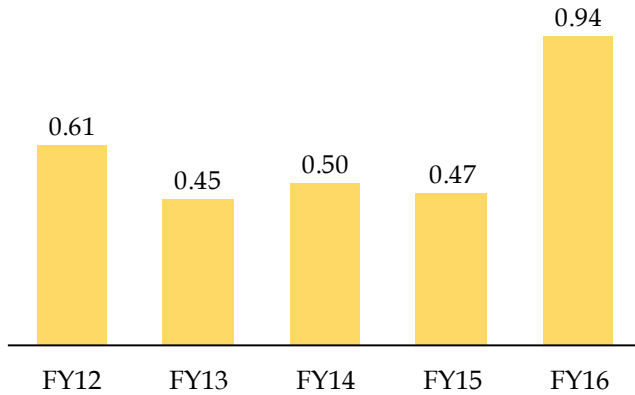
PAT (Rs Crs)



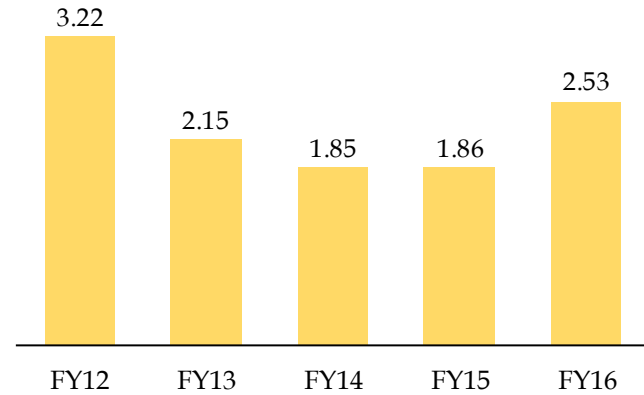
Strong Balance Sheet



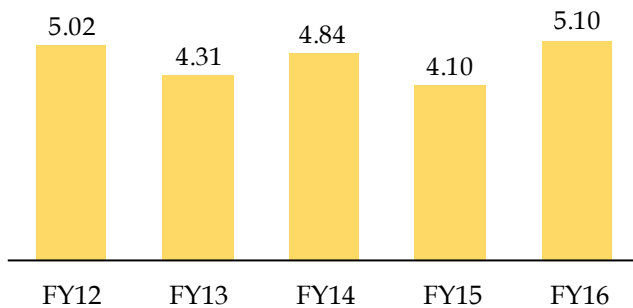
Net Debt/Equity



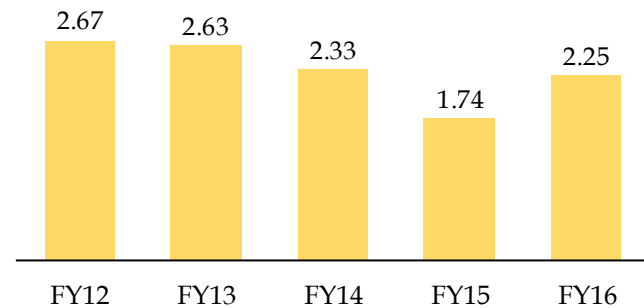
Net Debt/EBITDA

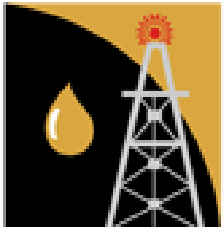


Interest Coverage Ratio



Debt Service Coverage Ratio





About Us



Deep Industries



Focused on Deploying Fuel Efficient, latest Equipment in the Oil and GAS Industry with a Vision to become an Integrated Solution Provider with a focus on Domestic and International Market

- » Diversified Oil & Gas company with presence in Oil Field Services and Exploration & Production
- » More than 2 decades of experience in Oil & Gas with large clients in Public and Private space
- » Long term association with US based vendors providing competitive edge
- » 1st Mover advantage in Gas Compression and De-hydration segment in India
- » Technically sound team with vast experience in the industry
- » Recently Credit ratings upgraded to "A" and "A1" for Long term and Short Term Bank Facilities by CARE Rating

Key Milestones



2016: Executed definitive documents for a PE Investment of USD 20mn from Tridevi Capital Partners in to Prabha Energy Private Limited.

2016: Raised Equity of Rs. 63.80 through QIP.

2016: Awarded contract worth INR 2,468 Mn in Gas Dehydration Business for Rajamundry Phase II

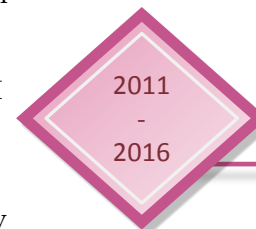
2015: Awarded contract worth INR 1,750 Mn for two Drilling Rig Services.

2015: Awarded contracts worth INR 2,780 Mn in Gas Dehydration Business

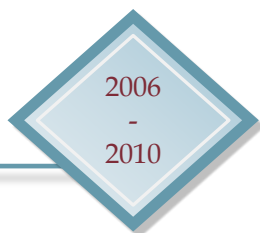
2014: Award of 25% stake in North Karanpura CBM Block

2011: Awarded India's Largest Gas Compression Contract at Rajamundry by ONGC, Kariakal by HOEC

2011: Awarded 1 CBM Block in Indonesia; Winner of 3 O&G Blocks under NELP IX



Entry into Gas Dehydration



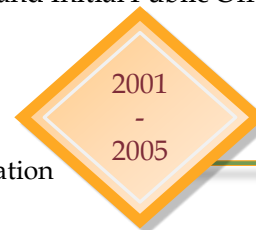
Entry into E&P

2010: Natural Gas Compression Contract at Borohola by ONGC; and Gamnewala by ONGC; ISO 14001:2004 & BS OHSAS 18001:2007 Certification

2008: Contract awarded for Natural Gas Compression at Balol by ONGC and Kemalapuram by CPCL ; Awarded 1 Onshore O&G block under NELP VII

2007: Awarded 3 marginal fields by ONGC

2006: Awarded 2 CBM blocks under CBM III and Initial Public Offer ("IPO")



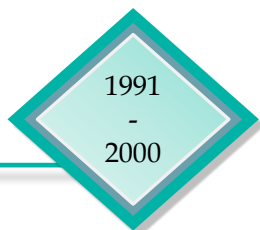
Entry into Rigs

2005: Purchased one 100 Ton Cardwell KB 500 S Axle Mobile Rig

Registered with International Association of Drilling Contractors ("IADC") & ISO 9001-2000 certification

2004: Sales Representation Agreement with reputed and experienced compressor packagers in USA

2001: Gas compression Equipment Lease and Service Agreement with Hanover, Asia Inc. USA



Entry into Gas Compression

1997: Contract awarded for Natural Gas Compression by ONGC

1994: Contract awarded for Air Compression by ONGC ; Strategic shift from providing Crude Oil/Liquid transport services to providing Air/Gas compression services

1991: Commenced activities of providing liquid transportation services

Management Team



Paras Savla
Chairman & MD

First generation promoter with over 20 years experience in Oil & Gas industry.



Rupesh Savla
Managing Director

MBA from Bentley College, USA, has over 17 years of experience in execution of projects in the oil and gas sector



Dharen Savla
Executive Director

MBA from Swinburne University of Technology, Australia, is instrumental in the Work Over Rig and Drilling Rig Activities



Preamsingh Sawhney
Director

Over 20 years of experience in exploration and development of conventional & unconventional hydro carbon resources. Past assignments include ONGC, Essar & Reliance Industries



Rohan Shah
CFO

Holds CA degree from The Institute of Chartered Accounts of India. He has over 10 years of work experience of which he has been associated with our company for over 6 years .

Well Diversified Portfolio



Gas Compression

01

One of the first Company in India to provide high pressure Natural Gas Compression Services on contractual basis

Workover & Drilling Rigs

02

One of the Key Player in India providing Onshore Workover and Drilling Rigs Services

Gas Dehydration

03

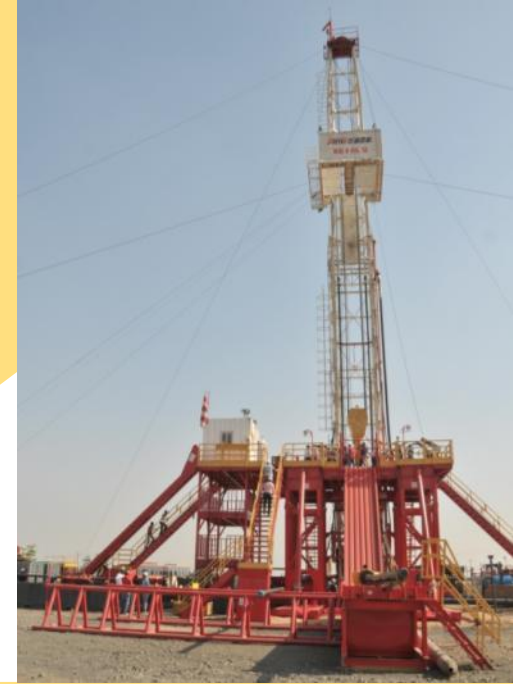
One of the first Company in India to provide Natural Gas Dehydration Services on contractual basis

Exploration & Production

04

Oil & Gas Exploration & Production from conventional and unconventional resources in India and Indonesia

Service Business



Service Business



Customized Solution Provider in Oil & Gas Value Chain



Gas Compression

Workover & Drilling Rigs

Gas Dehydration



Gas Compression Division



Leadership in Gas Compression Business...



Pioneer

We are one of the largest Company in India to provide high pressure Natural Gas Compression Services

High Visibility

Contract period for Gas Compression ranges from 3 to 5 years

Market Leader

We are the market leaders in gas compression business in India with an estimated market share of 90.12%

Technology Tie-Ups

Tie-ups with reputed and experienced compressor packagers in USA for the supply of Gas Compression Packages

Turnkey Contracts

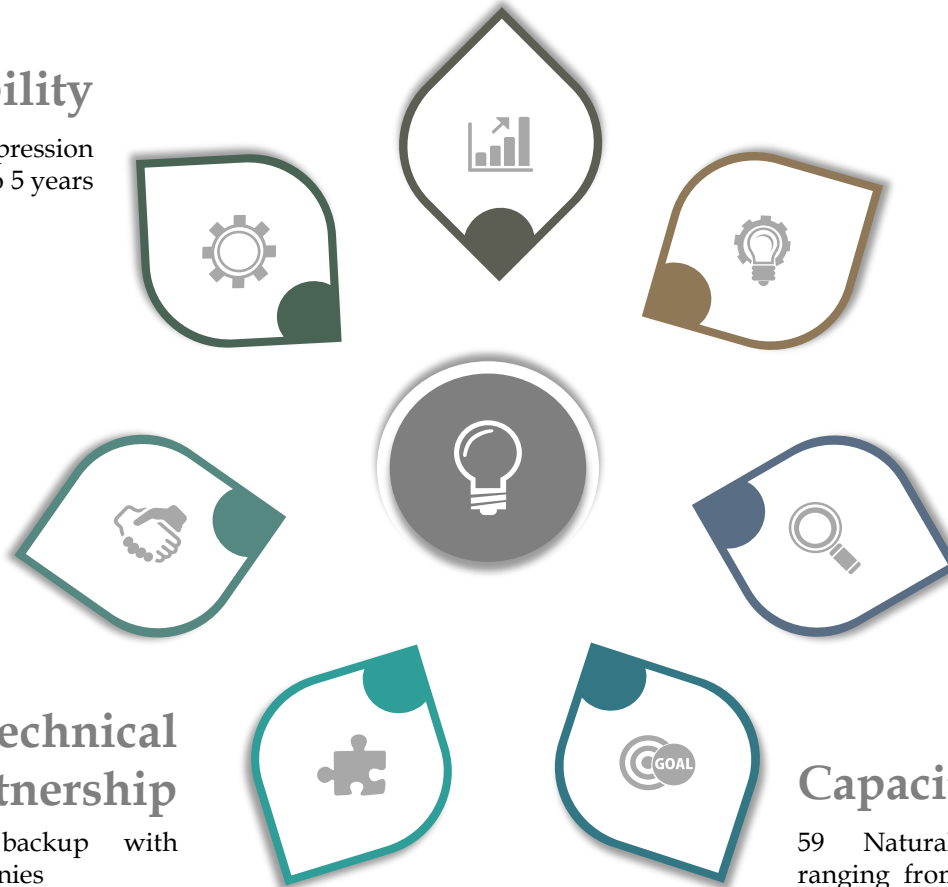
Compression contracts on turnkey basis. Includes supply of Equipment, Installation, Commissioning, Operation & Maintenance

Technical Partnership

Active technical backup with International Companies

Capacity

59 Natural Gas Compressors ranging from 180 HP to 1,680 HP
Compression capability of above 5.00 MMSCMD of natural gas



...Barriers to Sustainable Growth



Technical Expertise

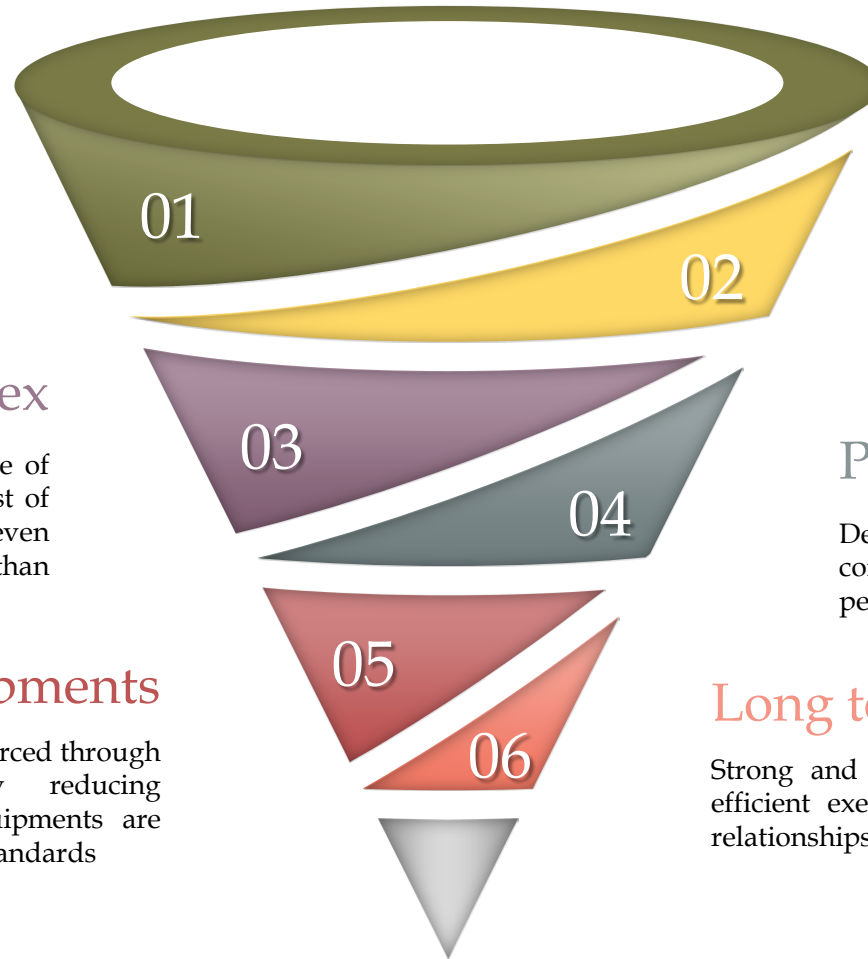
Skilled engineers are required to install, mobilize and operate equipments

Capex

Capex required is high due to nature of equipments and size of projects. Most of our equipments have achieved breakeven ensuring us a favorable position than relatively newer entrants

High Quality Equipments

Our fleet of equipments are sourced through tie-ups in USA thereby reducing commissioning timelines. Equipments are designed as per international standards



Customization

Expertise and Technical tie ups enables us to provide customized solutions in quickest possible timelines

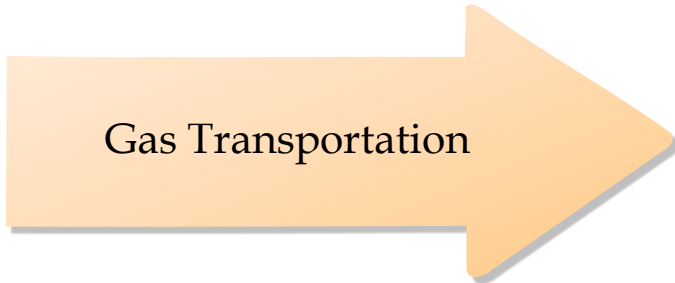
Penalties

Delay in installation, lower than contractual output result in high penalties

Long term Relationships

Strong and consistent track record of efficient execution leads to long term relationships with customers

...In A Growing Market with Varied Applications...



Reduce Loss of Evaporation

Due to heat entering the cryogenic tank during storage and transportation, a part of the LNG in the tank continuously evaporates creating a gas called Boil-Off Gas (BOG). We compress the said Natural Gas to ensure recovery of same.

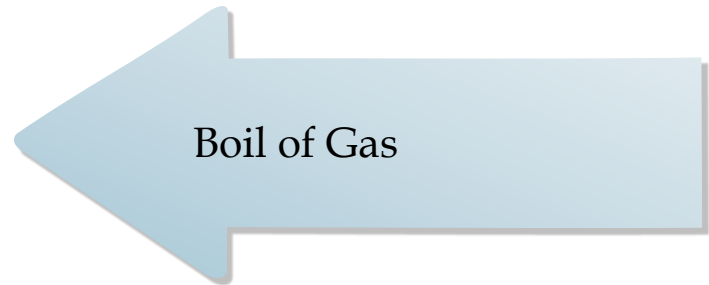


Power Generation

In gas-turbine power plants, Natural Gas is used as fuel to drive turbines. These turbines are in turn connected to generators which actually produce the electricity. Gas Compression is used to boost pressure of Natural Gas which is used as fuel.

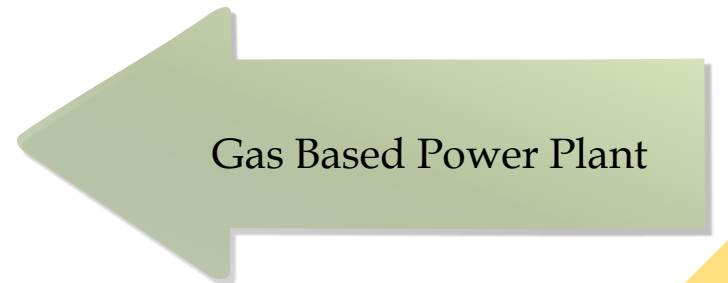
Distribution

During transportation of Gas through pipeline, there is pressure loss. Compression of Natural Gas is required to boost the pressure to ensure that Natural Gas flows through pipeline



Enhanced Oil Recovery

Artificial gas lift is used so that Oil production from Well can be enhanced. Can be used in mature, depleted fields, where the reservoir can no longer produce under its natural energy. Gas compression is used to inject gas into Wells.



Rigs Division



Capitalising on Technology & Innovation



Leading Solution provider for Coring, Air Drilling, Work over and Drilling Rig Services to Oil & Gas companies in India

Assets & Capacities

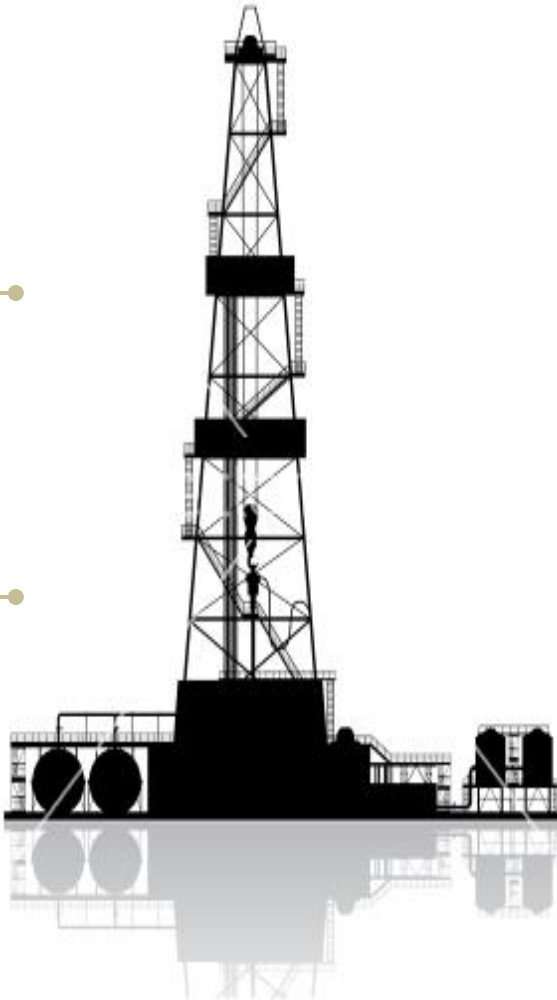
- Owns & Operates 9 Workover Rigs with capacity ranging from 30T to 100T, 2 Drilling Rig with capacity of 1000Hp & 1 coring Rig.

Clients

- Successfully served long term contracts with PSU's since last decade.

Capabilities

- Build a diversified team which has required skill set to carry out planning and execution of large size project.



Expertise

- Provided complete solutions related to Exploration & Production of hydrocarbons
- Developed cost effective solutions which result in substantial savings to Clients

Focus

- Focus will be to expand in Onshore Drilling Business as there is a significant opportunity in the Industry.

Gas Dehydration Division



Leveraging Technical Capabilities to Grab Opportunities



Blast at the GAIL site increased scrutiny on the processes followed by the producers and transporters of Gas and resulted in regulations being made more stringent

This necessitated Gas Producers to get a dehydration units installed at the site before selling Gas through pipeline, as needed by the stricter implementation of regulations

We are one of the first companies in India who qualifies to provide Gas Dehydration on charter hire basis.

Contracts for installation units

ONGC Rajahmundry :

Phase I - 5 sites for 1.6 MMSCMD has been commissioned

Phase II - 4 sites for 1.5 MMSCMD has been commissioned

ONGC Agartala - 2 sites for 1 MMSCMD has been commissioned



Exploration & Production



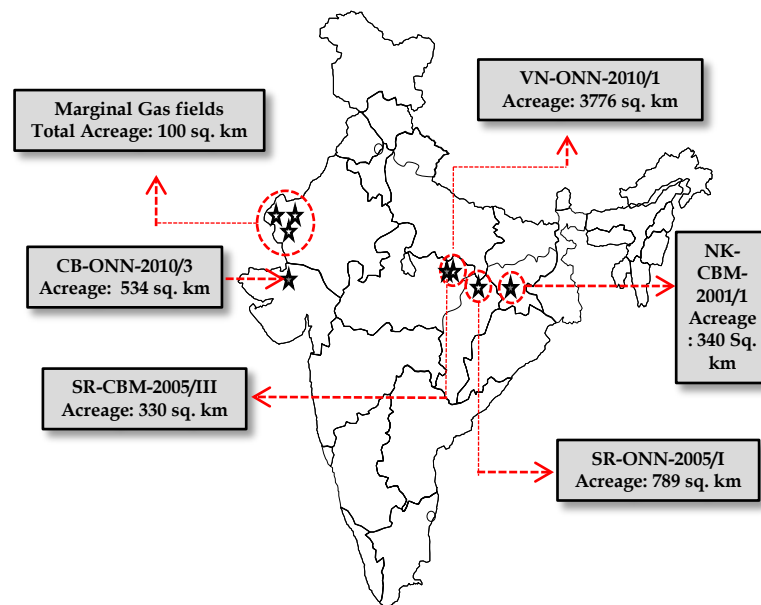
Exploration & Production Portfolio



Diversified into Oil & Gas exploration in 2006-07 seeing the opportunity in the space and unconventional energy being the future and thus is in the league of producers, service providers and technology providers

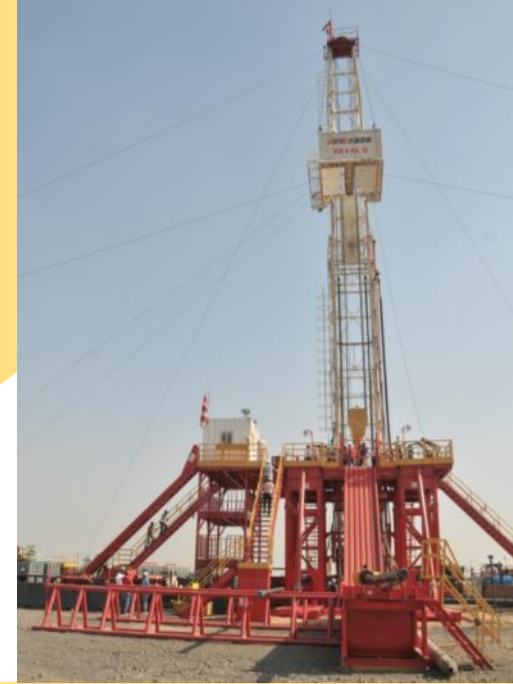
Out of 9 blocks - 4 blocks are in development phase, 1 block in appraisal phase and rest in exploration phase. These include 1 CBM block acquired by our subsidiary company

The total acreage operated by the company is over 6,865 sq km.



Total Acreage holding:

Reservoir Type	India	Indonesia	Total
Oil & Gas	5,199 sq. km	-	5,199 sq. km
CBM	670 sq. km	996 sq. km	1,666 sq. km



Business Potential



Growing Market Potential



Gas Compression

In 2005, India natural gas compression services market was valued at USD 88.51 Mn and this is projected to reach USD 139.29 Mn by 2021



Gas Dehydration

Government has made it mandatory to have the Gas dehydrated before they can be mounted to the gas pipelines
We are one of the first companies to enter the gas dehydration services business



Workover & Drilling Rigs

There lies a vacuum in onshore rigs business with few players market.
The Company has been aggressively growing its Rigs business



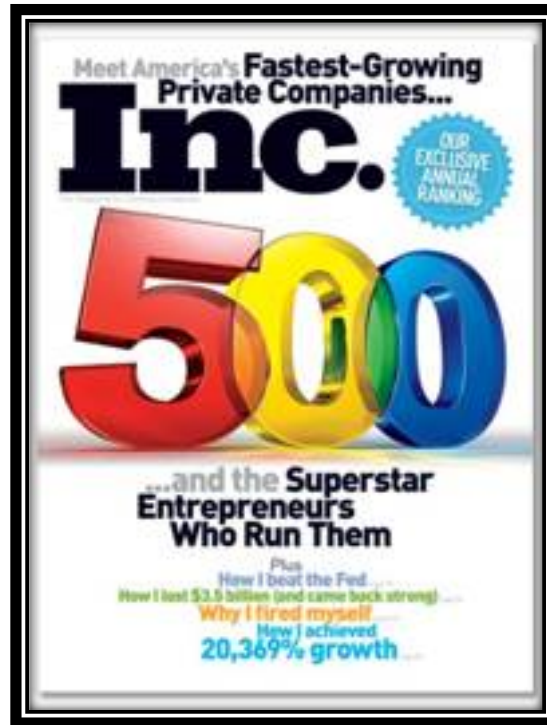
Exploration and Production

The North Karanpura CBM block which has been awarded to our subsidiary, PEPL, is in the development phase and , as per our expectation gas production will start in the 2 years.

Certificates....



... And Accolades





For further information, please contact:

Company :

Deep Industries Ltd

CIN: L63090GJ1991PLC014833

Mr. Rohan Shah, CFO

rohan@deepindustries.com

www.deepindustries.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Payal Dave

shogun.jain@sgapl.net / payal.dave@sgapl.net

+91 77383 77756 / +91 98199 16314

www.sgapl.net