

**Oil & Gas Exploration
Production & Services**

August 10, 2018

To,
Corporate Relations Department
Bombay Stock Exchange Limited
2nd Floor, P.J. Towers,
Dalal Street,
Mumbai-400 001
Scrip Code : 532760

To,
Corporate Relations Department
National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, G-Block,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051.
Symbol: DEEPIND

Dear Sir/Madam,

Sub.: Investors/ Analysts Presentation - 1st Quarter ended on 30th June, 2018.


With Reference to regulation 30 of SEBI (LODR) Regulation, 2015, please find herewith attached presentation made on financial results of the company for the 1st quarter ended on 30-06-2018.

Please take note of the same.

Thanking You.

Yours faithfully,

For, DEEP INDUSTRIES LIMITED


Akshit Soni
Company Secretary

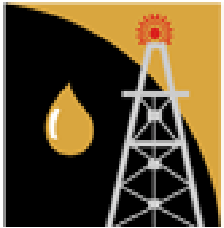


Encl: As Above



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CIN : L63090GJ1991PLC014833





DEEP Industries Limited
Investor Presentation – August 2018

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Performance Snapshot



Segregation of Services Business and E&P Business



- Proposed to separate **Services Business** and **E&P Business** in 2 separate listed entities with a view to have their own management expertise, financial and operational resources
- **E&P Business** to remain in Deep Industries Ltd., while **Services Business** to be demerged in a Separate Listed Entity by way of Scheme of Demerger
- Upon Scheme being effective, Resulting Entity housing **Services Business** to have mirror shareholding as that of current listed entity
- Scheme of Demerger to be approved by NCLT
- All Services business assets i.e. Rigs, Gas compressors Packages, Gas Dehydration Packages, employees with technical competence, existing contracts, other requisite assets & liabilities relating to services business shall be transferred to new entity
- Demerger shall not impact the existing contracts with our clients

Proposed Demerger to result in value unlocking of Services Business

Workover & Drilling rigs, Natural Gas Compression & Natural Gas Dehydration are covered in this segment



Services Business



Exploration and Production (E&P)



- This includes Exploration and Production of Oil & Gas
- Out of 7 blocks - 4 blocks are in development phase and rest in exploration phase

Standalone Profit & Loss – As per IndAS



Rs. Cr	Q1FY19	Q1Y18	YoY	Q4FY18	QoQ	FY18
Revenue	74	73	1.0%	79	-6.7%	300
Direct Expenses	21	20		23		91
Employee Expenses	6	5		7		23
Other Expenses	8	5		8		26
EBITDA	40	43	-7.3%	41	-3.9%	161
<i>EBITDA Margin</i>	53.7%	58.5%		52.2%		53.6%
Other Income	1	1		1		7
Depreciation	9	10		10		39
EBIT	32	35	-8.0%	33	-3.4%	129
<i>EBIT Margin</i>	43.0%	47.2%		41.6%		42.9%
Finance costs	4	2		4		12
PBT	28	32	-13.9%	29	-5.1%	117
Tax	10	11		11		41
PAT	18	21	-14.1%	19	-2.8%	76
<i>PAT Margin</i>	24.5%	28.8%		23.5%		25.3%
Cash PAT*	27	31	-12.0%	28	-5.3%	115

* Cash PAT=PAT+ Depreciation

Standalone Balance Sheet – As per IndAS

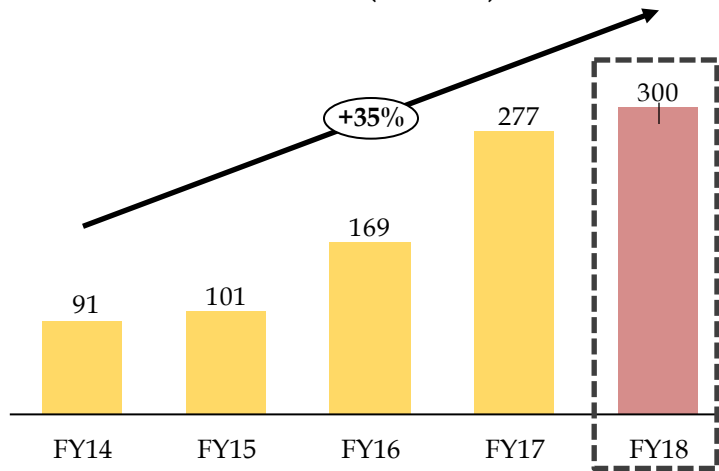


Rs. Cr	Mar-18	Mar-17	Rs. Cr	Mar-18	Mar-17
Non Current Assets	543	585	Equity	455	386
Property Plat & Equipment	509	519	Share Capital	32	32
Capital Work In Progress	13	45	Other Equity	423	354
Intangible Assets	0	0	Total Non Current Liabilities	200	226
Investments	19	19	Borrowings	144	177
Loans	-	-	Trade Payables	0	0
Other Financial Assets	1	1	Deferred Tax Liabilities (Net)	53	47
Other Non – Current assets	1	1	Other Non –Current Liabilities	2	1
Total Current Assets	247	149	Provisions	1	0
Inventories	11	11	Total Current Liabilities	135	121
Trade Receivables	85	66	Borrowings	14	18
Investments	92	28	Trade Payables	17	10
Cash & Cash Equivalentents	30	16	Other Financial Liabilities	78	87
Bank Balance other then above	14	9	Current tax liabilities (Net)	19	4
Loans	0	0	Provisions	0	0
Other Financial Assets	1	1	Other Current Liabilities	7	1
Other current asset	14	18	TOTAL EQUITY & LIABILITIES	790	734
TOTAL ASSETS	790	734			

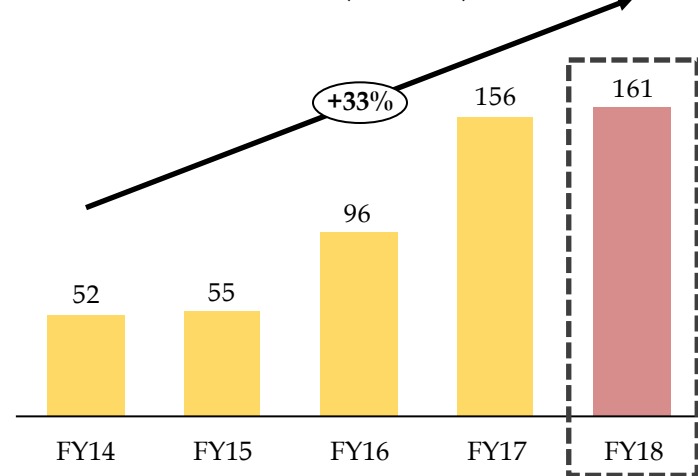
Growth over the Years



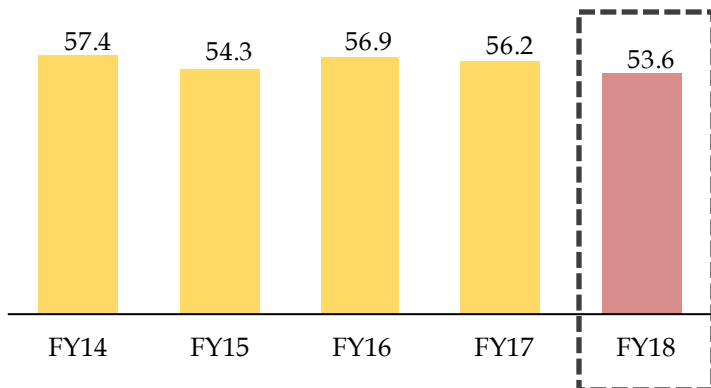
Revenue (Rs Crs)



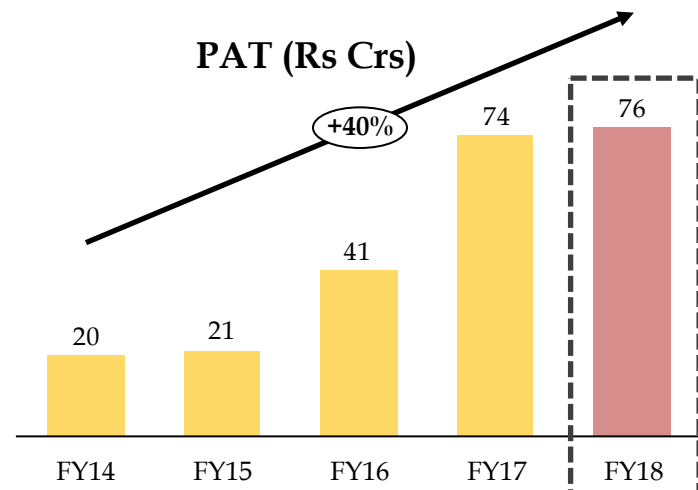
EBITDA (Rs Crs)



EBITDA Margin (%)



PAT (Rs Crs)



9MFY18 financials are as per IndAS

Historical Profit & Loss



Rs. Crs	FY13	FY14	FY15	FY16	FY17 [^]	FY18 [^]
Revenue	65	91	101	169	277	300
Direct Expenses	16	22	24	40	84	91
Employee Expenses	7	9	13	14	20	23
Other Expenses	6	7	9	18	17	26
EBITDA	36	52	55	96	156	161
<i>EBITDA Margin</i>	55.2%	57.4%	54.3%	56.9%	56.2%	53.6%
Other Income	2	1	1	1	9	7
Depreciation	10	12	12	20	34	39
EBIT	28	41	44	77	132	129
<i>EBIT Margin</i>	42.5%	45.5%	43.6%	45.3%	47.4%	42.9%
Finance costs	6	9	11	15	22	12
PBT	21	33	33	62	109	117
Tax	9	13	12	21	34	41
PAT	12	20	21	41	75	76
<i>PAT Margin</i>	18.7%	22.1%	21.0%	24.2%	27.1%	25.3%
Cash PAT*	22	32	33	61	109	115

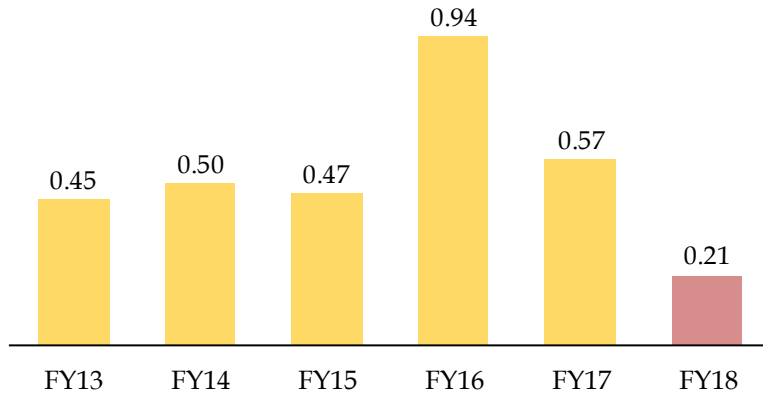
* Cash PAT=PAT+ Depreciation

[^] As per IndAS

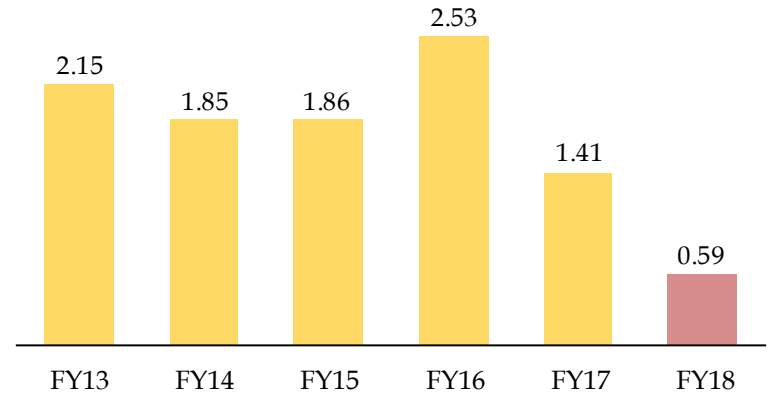
Strong Balance Sheet



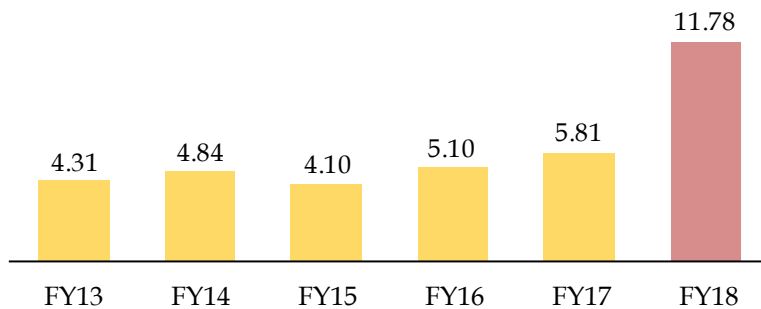
Net Debt/Equity



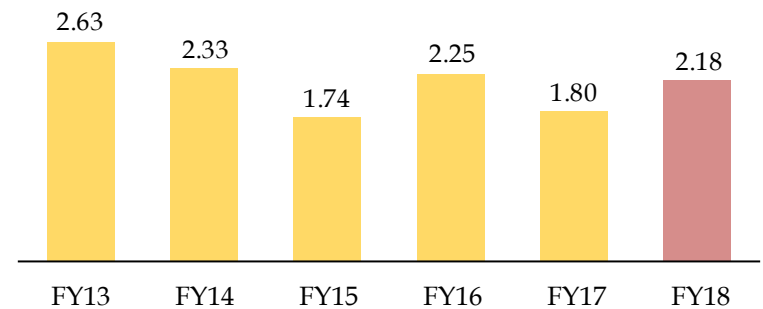
Net Debt/EBITDA



Interest Coverage Ratio



Debt Service Coverage Ratio



Recent Oil Ministry Decision a big +ve



A big BOOST to the Domestic Oil-Gas Services Industry in India

Local content preference

State run firms under petroleum ministry to implement program where local companies participation to be increased over the years across value chain

Onshore Rigs

Onshore drilling or workover rigs will require 50% local content in the first year, 60% in next two years and 70% in the last two years

Specialized Services

For premium bids and specialised drilling and completion services, the required local content has been pegged at 10% for the first year, 15% in next two years and 20% in the fourth and fifth years

Purchase Preference

Manufacturers or service providers who meet the local content targets and whose quoted price is within 10% of lowest valid price bid, would be eligible for 10% purchase preference for a stipulated portion of the purchase order, on matching such price

CBM + DSF – a huge opportunity for Service Providers



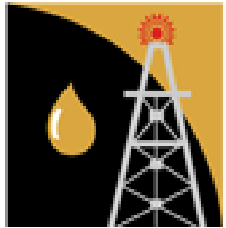
CBM Activities to get a boost in terms of increased production thereby benefitting Service Providers

The government expects to monetize 40 million tonnes of oil and 22 billion cubic metres (BCM) of gas reserves over 15 years through the awarding of contracts



The CCEA has approved move for pricing and marketing freedom to give a fillip Small CBM Blocks

The CCEA approved the award of 31 contract areas. The DSF bid round envisages a revenue-sharing model, with pricing and marketing freedom to the contractors. Under a unified licensing policy, contractors can explore any resource: oil, gas or shale



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

Management Team



Paras Savla
Chairman & MD

First generation promoter with over 26 years experience in Oil & Gas industry.



Rupesh Savla
Managing Director

MBA from Bentley College, USA, has over 22 years of experience in execution of projects in the oil and gas sector



Rohan Shah
CFO

Holds CA degree from The Institute of Chartered Accounts of India. He has about 11 years of work experience of which he has been associated with our company for over 7 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

Long Term Client Relationships



...a testimony of our capabilities



Service Business



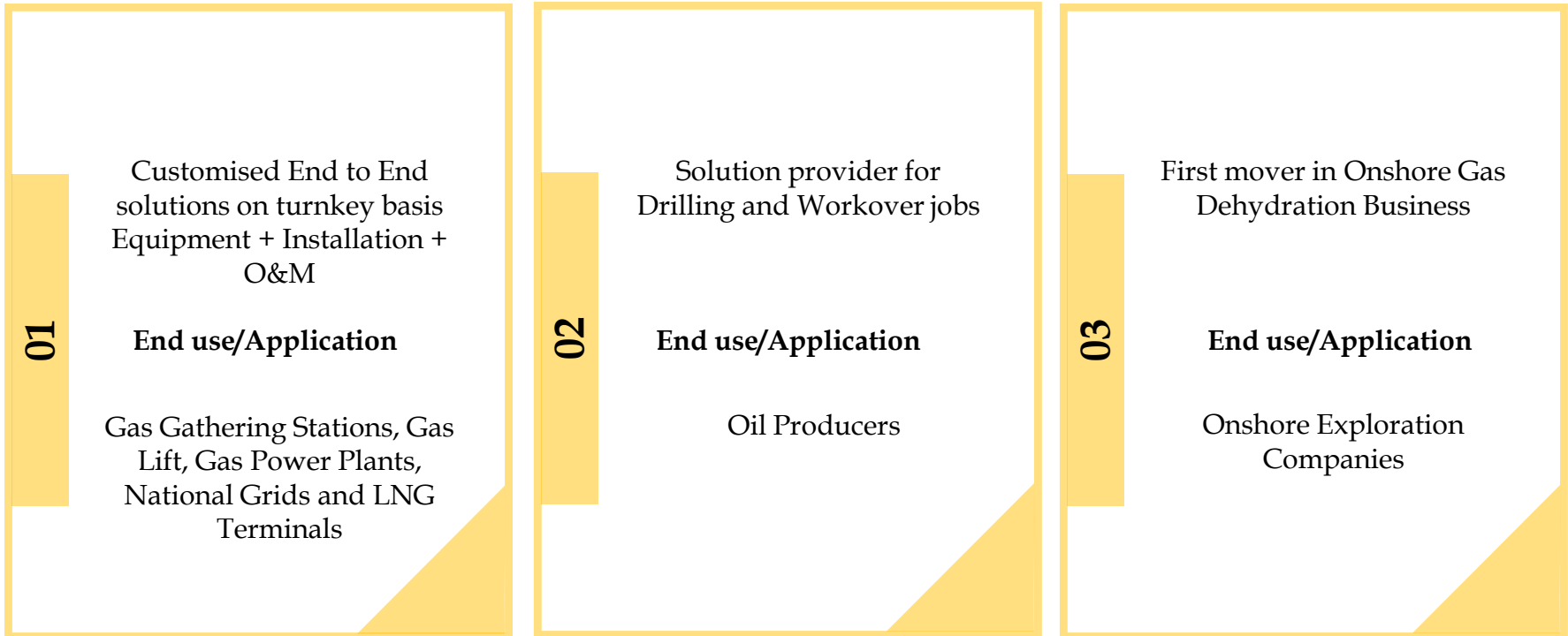
Customized Solution Provider in Oil & Gas Value Chain



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

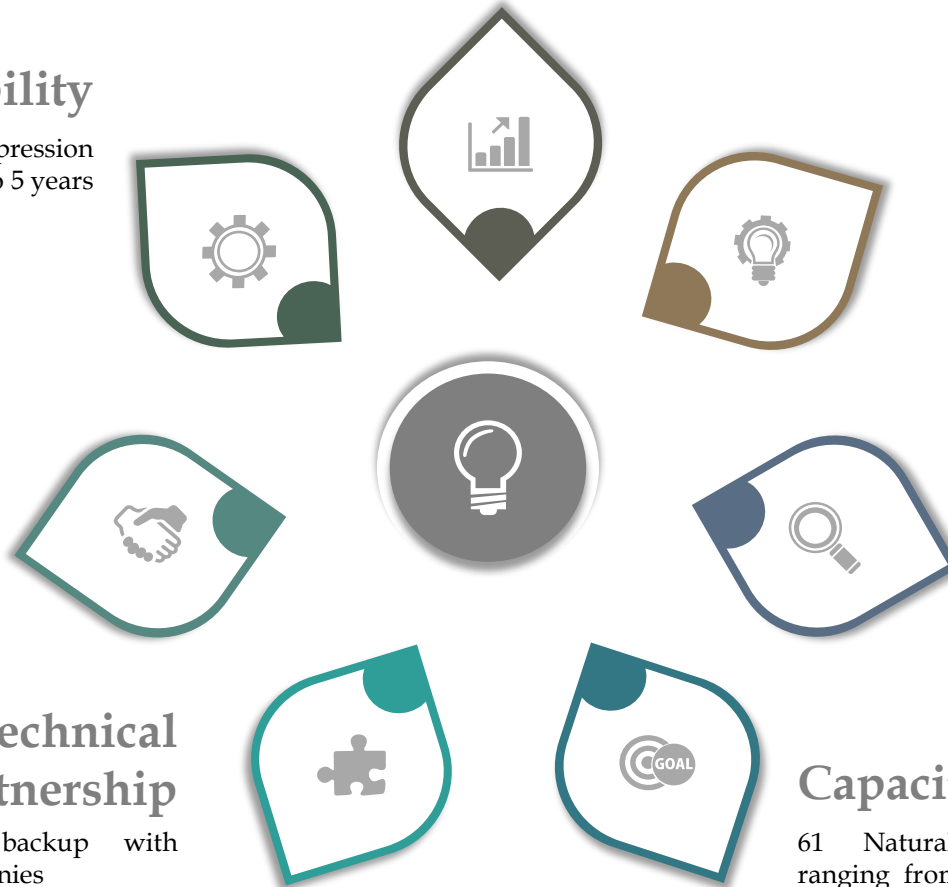
Compression contracts on turnkey basis. Includes supply of Equipment, Installation, Commissioning, Operation & Maintenance

Technical Partnership

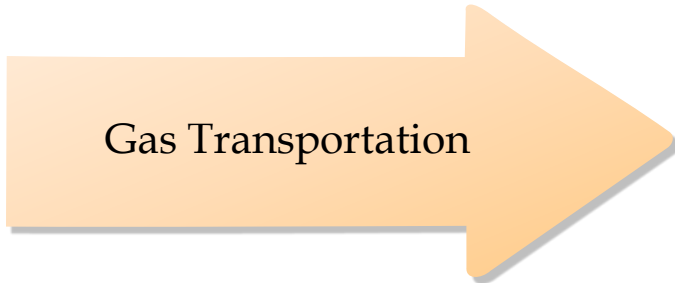
Active technical backup with International Companies

Capacity

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



...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.

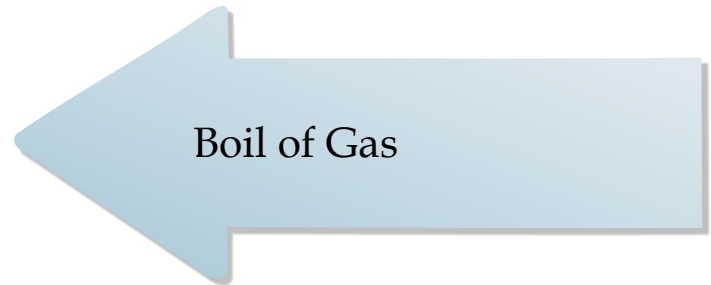


Power Generation

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.

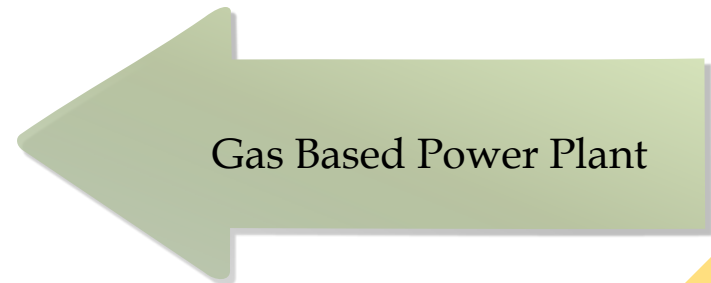
Distribution

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.



...With High Entry Barriers



Technical Expertise

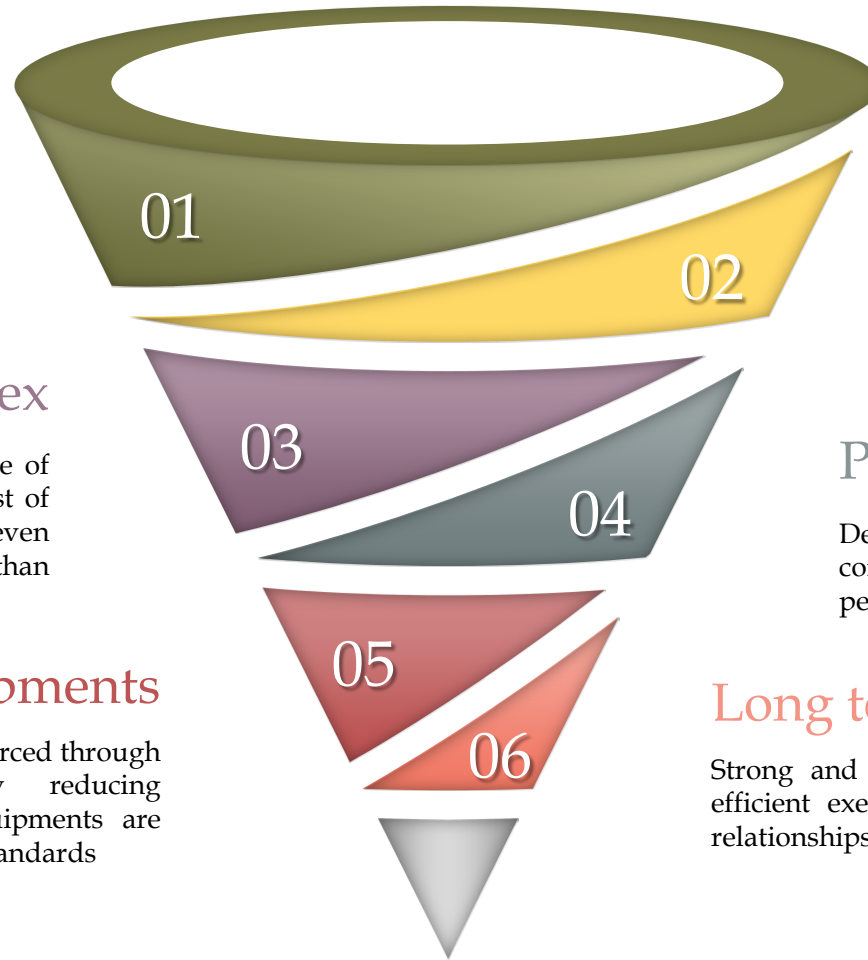
Skilled engineers are required to install, mobilize and operate equipments

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

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

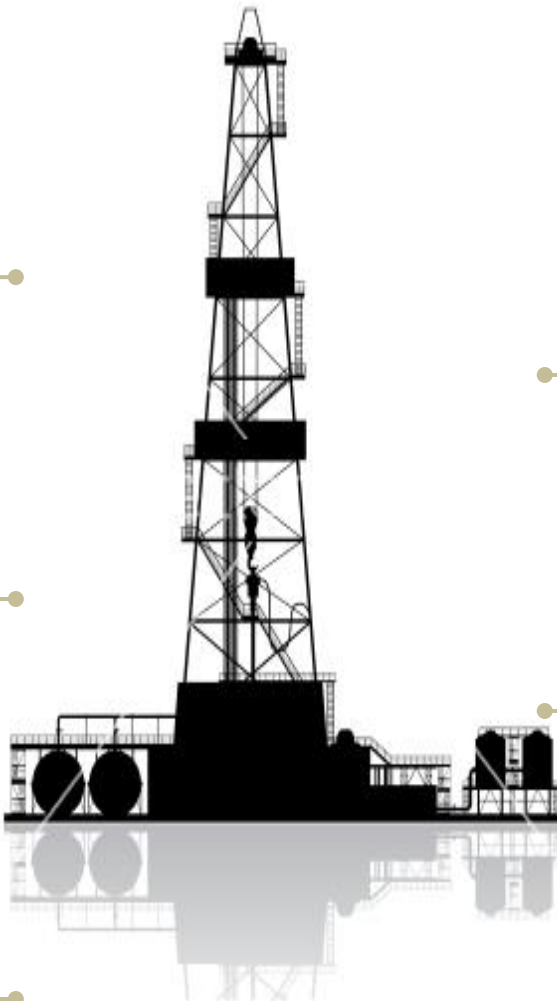
- Owns & Operates 9 Workover Rigs with capacity ranging from 30T to 100T, 2 Drilling Rig with capacity of 1000Hp & 1 coring Rig.

Clients

- Successfully served long term contracts with PSUs since last decade

Capabilities

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



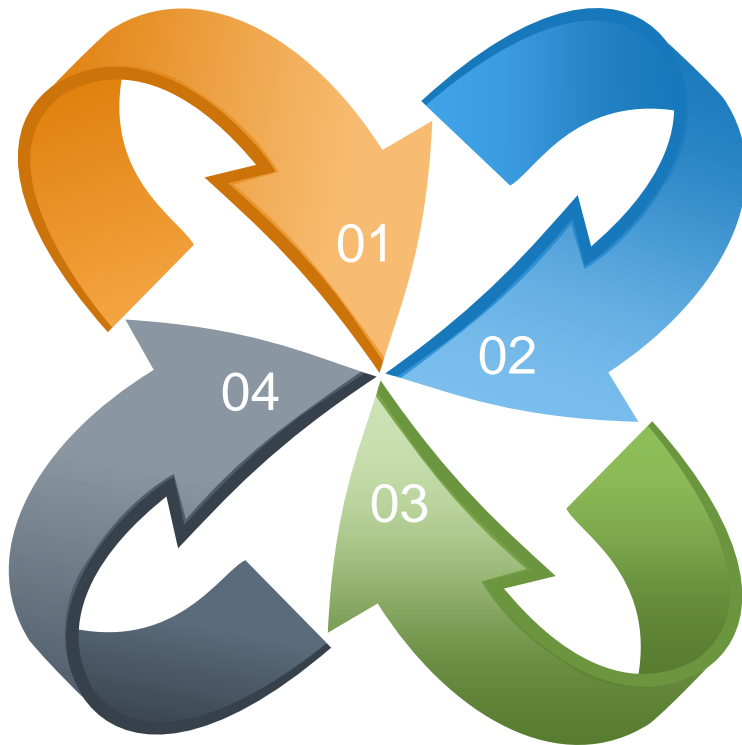
Expertise

- 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.

Growth Drivers



Government's Energy Push

- ✓ India has a stated policy of increasing energy reserves where the PSU's contribute significantly.

Onshore Drilling Opportunity

- ✓ Investments in Onshore drilling is low compared to offshore

Benign Raw Material Prices

- ✓ Low crude prices, soft metal prices and availability of skilled labor improves margin profile significantly

Low Competition

- ✓ Competition is low with the exit of few key players making the segment an attractive play for serious long term contenders

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



Immense Opportunity due to Government Regulation



Most of the Onshore Assets do not have dehydration plant in place giving us tremendous opportunity for growth in this space

Mandatory

Government has made it mandatory to have the Gas Dehydrated before they can be inserted to the Gas pipelines

Faster Implementation

Time taken from award to Implementation is faster due to our Technical Qualification, Expertise and Tie-ups

Outsourcing Benefits

Clients can outsource the activity to the Private sector, with the expertise, and focus on their Core Business

Industry Potential

The immediate potential at present state to Dehydrate Gas is estimated to be additional ~10 MMSCMD

Exploration & Production



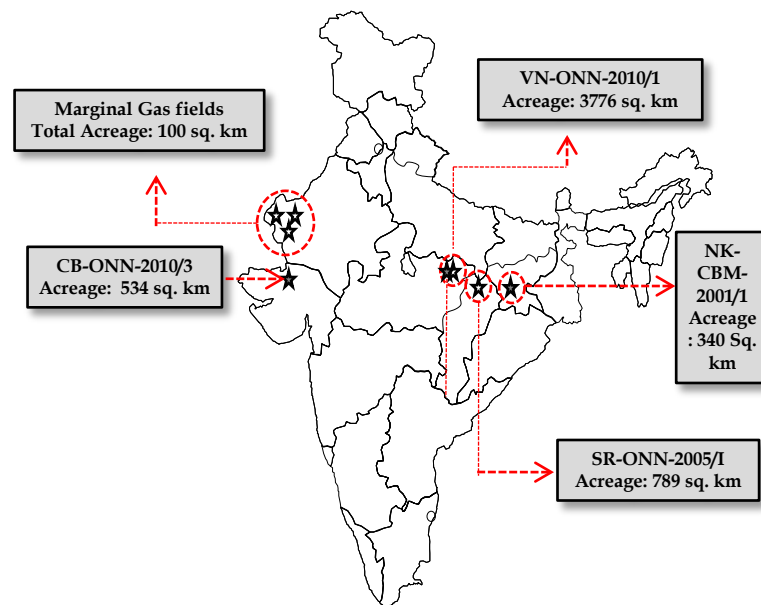
Exploration & Production Portfolio



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 7 blocks - 4 blocks are in development 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 5,539 sq km.



Total Acreage holding:

Reservoir Type	Total
Oil & Gas	5,199 sq. km
CBM	340 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 inserted to the gas pipelines
We are one of the first companies to enter the gas dehydration services business



Workover & Drilling Rigs

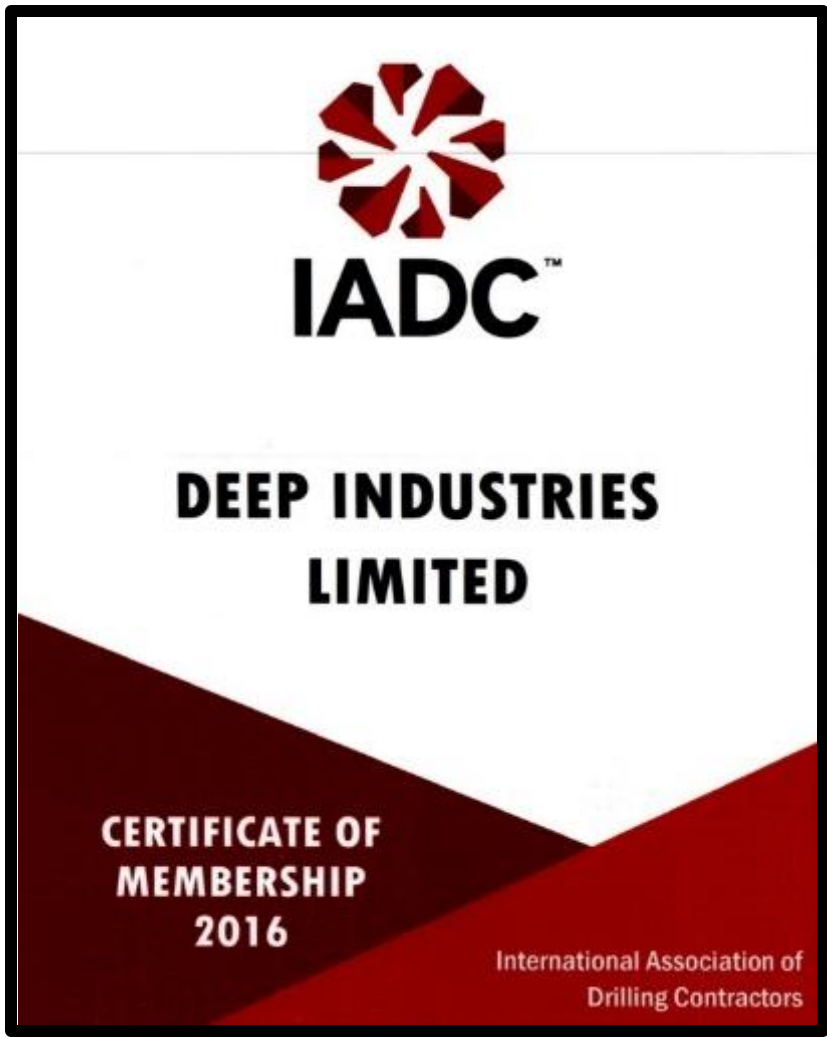
There lies a vacuum in onshore rigs business with few experienced players exiting the market
The Company has been aggressively growing its Rigs business



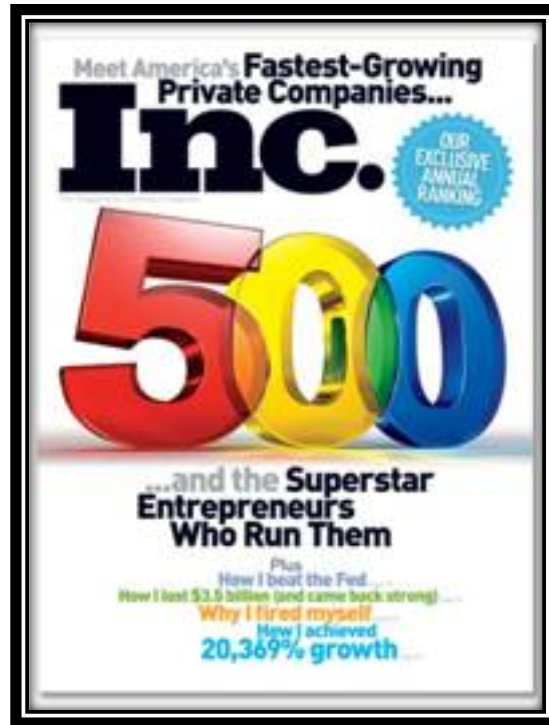
Exploration and Production

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

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Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

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