

August 15, 2021

To, Corporate Relations Department Bombay Stock Exchange Limited 2nd Floor, P.J. Towers, Dalal Street, Mumbai – 400 001 SCRIP CODE : 543288 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 : DEEPINDS

Dear Sir/ Madam,

Sub: Investors/ Analysts Presentation for first quarter ended on June 30, 2021

Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith presentation made on Financial Results for the first quarter ended on June 30, 2021.

You are requested to take the same on your records.

Thanking you, Yours faithfully,

For, Deep Industries Limited (Formerly known as Deep CH4 Limited)

R.D. Shah

Roshni Shah Company Secretary & Compliance Officer



DEEP INDUSTRIES LIMITED (Formerly Known as Deep CH4 Limited) Regd.Off.: 12A & 14 Abhishree Corporate Park, Ambli Bopal Road, Ambli, Ahmedabad-380058 Tel: +91 2717 298510 M: +91 98256 00533 Fax: +91 2717 298520 Email: info@deepindustries.com Website: www.deepindustries.com CIN: L14292GJ2006PLC049371



Investor Handout August 2021









Deep Industries Limited

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.



Company Overview

Energy Infrastructure Equipment Solutions

- Largest outsourced natural gas compression provider in India⁽¹⁾
- Only company with presence in gas compression, rigs, gas dehydration and integrated project management services
- Multi year contracts with long term client relationships
- Strong geographic diversity across India with presence in over 20 locations
- More than 30 years of industry experience with large clients in public and private space

- **NSE**: DEEPINDS **BSE**: 543288
- Market Cap: INR 3,288 million⁽²⁾
- Enterprise Value: INR 3,664 million⁽²⁾⁽³⁾
- Free Cash flow : INR 733 million (4)
- EV / EBITDA : 5.14x⁽²⁾
- Shares Outstanding: 32 million⁽²⁾

Focused on providing Fuel Efficient and innovative Energy Infrastructure Equipment Solutions to the Energy Industry with a Vision to become an Integrated Solution Provider with a unwavering commitment to safety





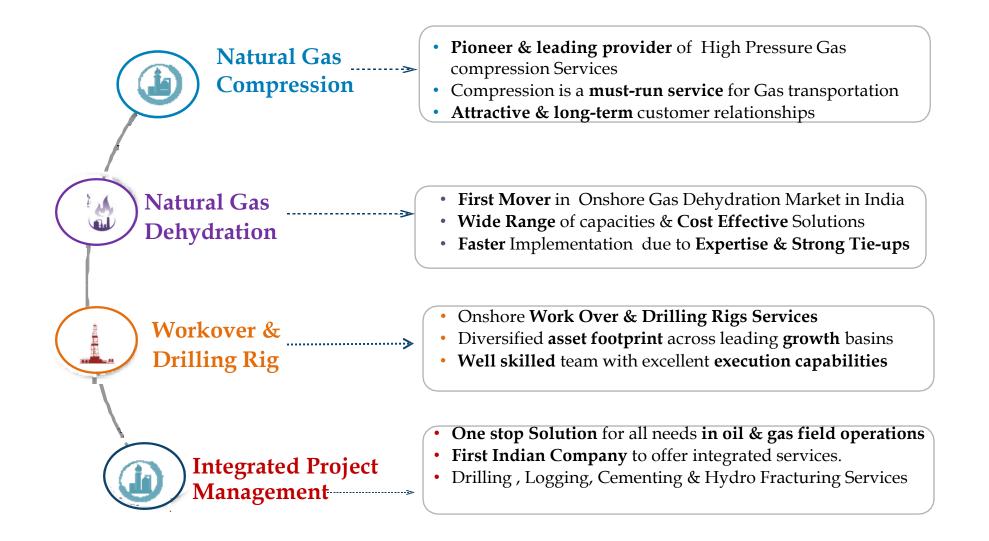
(1) Based on market share as of March 31, 2021. (2) Closing Stock price as of August 13, 2021 of Rs 114.50 and shares outstanding as of August 13, 2021. (3) Includes debt balance as of Julne 30 2021. (4) Free cash flow s at enterprise level generated for FY 2020-21

Successf	ul 30+ year company his	tory with proven success	over time
1991– 1994	1995 – 2004	2005– 2015	2016– Current
 1991 : incorporation 1991 : commenced operations as liquid transport services provider 1994 : enters into the compression services with first contract from ONGC for Air Compression 	 1997 : first contract in Natural Gas Compression awarded by ONGC. 2001 : Gas compression equipment lease and service agreement with Hanover Asia, Inc USA 2004: Sales representation agreement wit reputed and experienced gas compressor package providers in USA 	 2005 : commences Rigs services segment & acquiring its first 100 ton rig. 2005: registered with IADC & ISO 9001:2000. 2006: company goes public . Listing on NSE & BSE 2010: ISO 14001:2004 certification & BH OHS AS 18001:2007 certification 2015 : pioneers first Gas Dehydration service in India on 	 2016 : Successfully raised USD 10 million via QIP. 2018: Enters into Integrated Project Management Services (IPMS) to become first Indian company in this vertical. 2020: becomes approved vendor with Kuwait Oil Company (KOC) 2020:Demerged 'Oil & Gas Exploration 'Business and 'Services' business into separate listed companies.

outsourced basis.



Diversified Capabilities - Energy Infrastructure Equipment Solutions

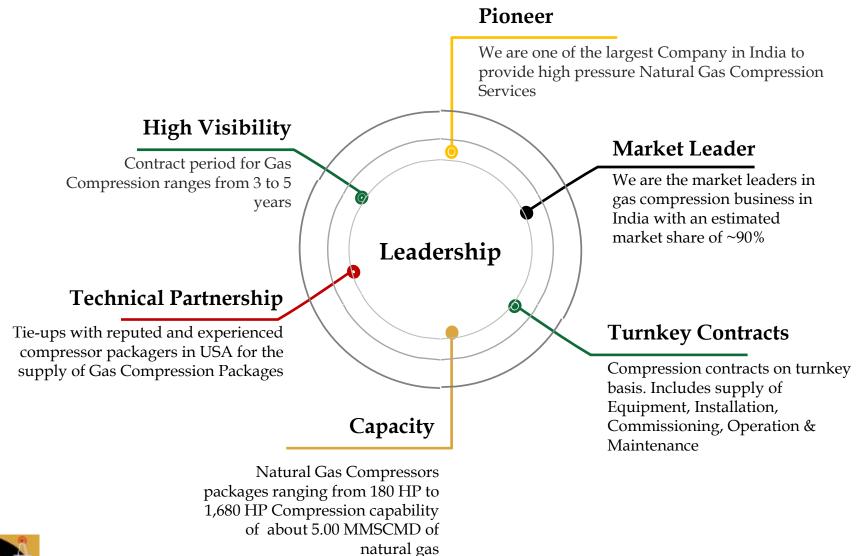




Gas Compression Division



Leadership in Gas Compression Business...





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

Gas Transportation

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.

Industrial application : LNG importers & LNG Terminals

Artificial Gas Lift

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.



Industrial Application : Chemicals & Energy Production

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

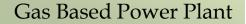
Industrial application : refineries , fertilizers & ceramics

Boil of Gas

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.

Industrial application : Energy Producers



...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





Leveraging Technical Capabilities to Grab Opportunities

After an incident of blast in Gas pipeline, increased scrutiny on the processes followed by the producers and transporters of Gas and has led more stringent regulations

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.

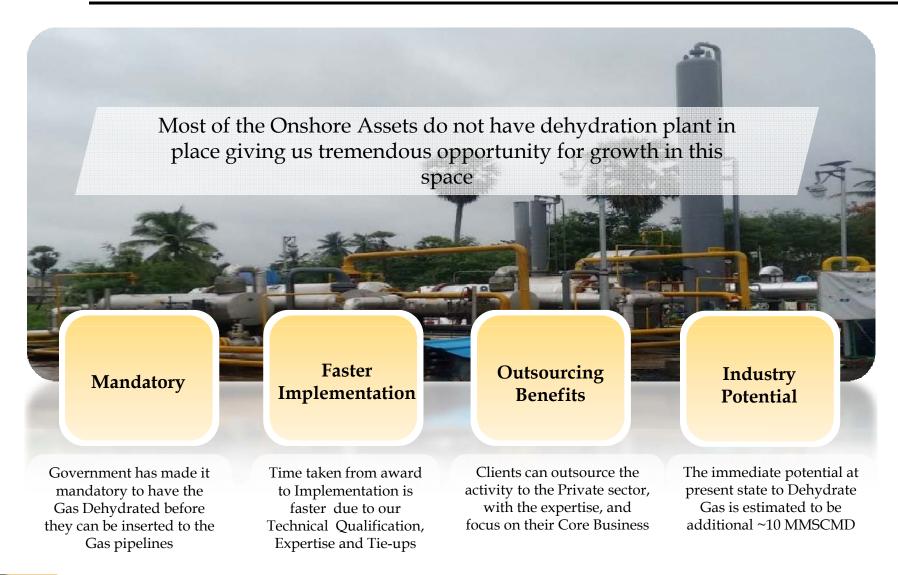
Received re-award for Contract of Gas Dehydration from ONGC Agartala for their 2 sites for 1 MMSCMD for the period of another 3 years.

Received fresh award for Contract of Gas Dehydration from ONGC Cauvery Asset for 0.1 MMSCMD for the period of 18 months.

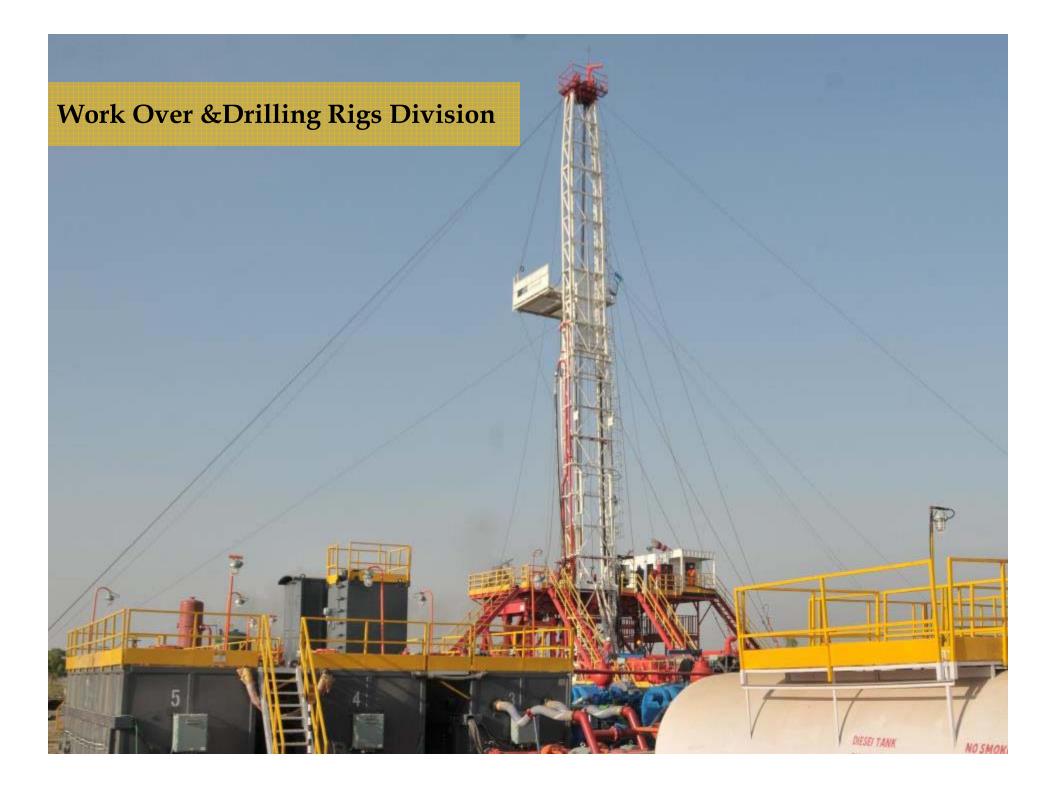




Immense Opportunity due to Government Regulation

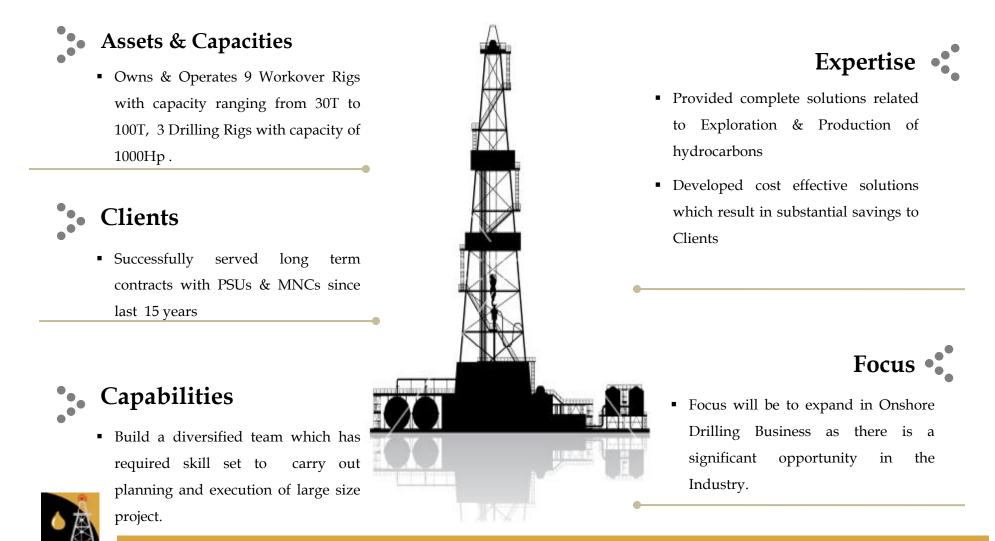




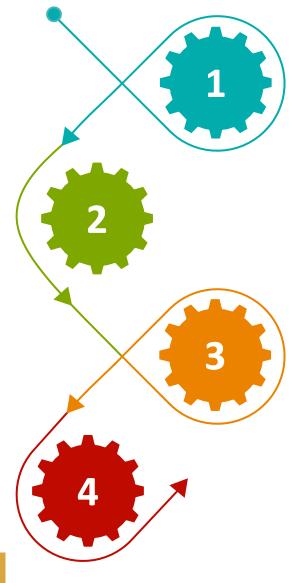


Capitalising on Technology & Innovation

Leading Solution provider for Coring, Air Drilling, Work over and Drilling Rig Services to energy industry in India



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 Crude Prices

Benign crude prices and availability of skilled labor improves growth outlook substantially

Low Competition

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



Integrated Project Management Services







Integrated Project Management Services

- Integrated Project Management (IPM) is a turnkey solution to drill and complete a well or a number of wells under single contract.
- Under IPM, we are Focusing on complete project, using in-house expertise as well as third party services.
- Services included under IPM are:
 - Surface Hole Drilling
 - Air Drilling
 - Cementing
 - Geophysical Logging, wire line service
 - Hydro Fracturing & Coiled tubing
 - Well Completion Services-Workover operations to Production











Paras Savla, Chairman and Managing Director

Paras Savla is promoter director of the Company having over 30 years of experience in the energy industry. He is a Commerce Graduate from Gujarat University and under his direction and stewardship the organisation has expanded multifold. Under his vision, the organisation has transformed itself over the years from a transportation service provider to a full fledged energy infrastructure equipment solutions provider.



Rupesh Savla, Managing Director

Rupesh Savla has more than 23 years of experience in the energy industry . Under his leadership , the organisation has witnessed comprehensive growth in its operations. He holds Masters in Business Administration from Bentley College, USA and is a Commerce Graduate from Gujarat University. He oversees the co-ordination and execution of projects .



Rohan Shah, Director Finance and Chief Financial Officer

Rohan Shah is a professionally qualified Chartered Accountant from the Institute of Chartered Accountants of India and is having about 15 years of professional experience in the field of Finance, Accounts, Audit and Statutory Compliances. He has been with Deep for more than 11 years, holding various senior positions in Finance including Chief Financial Officer. Prior to joining Deep, he was working with ICICI Bank Limited. He was accorded with the "Financial Express CFO of the year award 2019(Small Enterprises – Services Industry)".



RAAS Equipment Pvt Ltd - Reaching New Horizons

Deep Industries Limited forays into manufacturing of **CNG Booster Compressors** through its subsidiary **RAAS Equipment Pvt Ltd**

RAAS has the capability to manufacture Booster Compressor Packages of 22 kw / 37 kw which are highly efficient, low noise and optimally designed. The Booster compressors are in full compliance with regulatory requirements and PESO specification.



Manufacturing facility

- Greenfield production facility spread over 12,200 sq. mtr.
- •Houses dedicated production facility, testing area, storage area and dispatch centre
- Commercial production commenced in Q4 FY21

CNG Booster Compressors are critical to huge expansion of **C**ity **G**as **D**istribution (CGD) Network under taken by Petroleum & Natural Gas Regulatory Board (PNGRB)



Government of India's policy push towards making Indian a 'Gas based economy' through huge expansion of City Gas Distribution Network along with various policy enablers.

CNG Booster Compressors are critical to huge expansion of City Gas Distribution (CGD) Network under taken by Petroleum & Natural Gas Regulatory Board (PNGRB)

Policy Enablers to Promote Gas Usage in India

- Regulatory Interventions
 - CNG in public transport in certain cities
 - Ban on Pet coke and Furnace Oil Delhi, Haryana, Uttar Pradesh and Rajasthan
- Domestic gas allocation for PNG (Domestic) and CNG (Transport)
- CGD granted **"Public Utility"** status
- State Governments commitment for facilitation of CGD networks
- Government's drive to connect 10 million households to PNG



RAAS Equipment Pvt Ltd – Industry Matrix & Policy Push

The sector regulator PNGRB looks to expand CGD Network to **228** GAs comprising of **402** districts spread over **27** States and Union Territories covering approximately **70%** of India's population and **53%** of the country's Geographical Area (GA).

CGD Authorizations	Geographical /	Geographical Areas (GAs)		% Population of India		% Area of India	
	Standalone	Cumulative	Standalone	Cumulative	Standalone	Cumulative	
Pre-PNGRB	30	30	9.28	9.28	2.95	2.95	
Round 1 (Oct '08)	6	36	0.33	9.61	0.03	2.98	
Round 2 (Feb '09)	3	39	0.23	9.84	0.03	3.01	
Round 3 (Jul '10)	6	45	0.77	10.61	1.21	4.22	
Round 4 (Sept '13)	9	54	2.27	12.88	1.29	5.51	
Round 5 (Jan '15)	8	62	2.04	14.92	1.82	7.33	
Round 6 (Oct '15)	17	79	2.07	16.99	2.02	9.35	
Round 7 (Jun '16)	1	80	0.36	17.35	0.46	9.81	
Round 8 (Nov '16)	6	86	0.94	18.29	0.57	10.38	
Sec. 42 (Mar '18)	6	92	1.57	19.86	0.61	10.99	
Round 9 (Apr'18)	86	178	26.38	46.24	23.82	34.81	
Round 10 (Nov '18)	50	228	24.23	70.47	17.92	52.73	

Coverage of population of India and its area



Source : Petroleum & Natural Gas Regulatory Board

RAAS Equipment Pvt Ltd – Growth Outlook

80 228 70 % AREA OF INDIA 60 % OF AREA & POPULATION OF INDIA % POPULATION OF 50 INDIA OF GEOG GEOGRAPHICAL AREA (GAs) Pre-PNGRE Round 1 Round 2 Round 3

As many as **23,180** booster CNG compression stations and around **6,600** Online CNG Compression stations are to come up during a period of next 8 years. Of these **6,600** CNG Compression stations, at least 80% or so shall be Daughter Booster Stations requiring Booster Compressor Packages.

Installed Capacity

RAAS has current installed capacity of 250 units per annum with an aim to double the installed capacity in next 3 years.

Efficient supply chain & Operational Advantage

RAAS stands to benefits from strong business franchise and rich operational experience of its parent – Deep Industries Limited.



Source : Petroleum & Natural Gas Regulatory Board

Snapshot of City Gas Distribution Authorisations in India

Management Overview – RAAS Equipment Pvt Ltd

Highly qualified and experienced management team



Rajeshkumar Sharma , Executive Director & CEO

Rajeshkumar Sharma heads the newest subsidiary 'RAAS'. He brings in rich industry experience of more than 25 years. He carries B.S in Engineering & Technology (BITS – Pilani) and M.S in Manufacturing Management (BITS – Pilani). He is also a science Graduate (B.Sc). At **RAAS**, he is responsible for handling Manufacturing Operations, Quality Management, Operational Planning and Project execution.



Shaniel Paras Savla, Executive Director

Shaniel Paras Savla, Executive Director, is a Mechanical Engineer from University of Connecticut (USA) and MBA (finance) from Pepperdine University – California (USA). He oversees Facility Development, Procurement, Production Planning and Finance at **RAAS**.

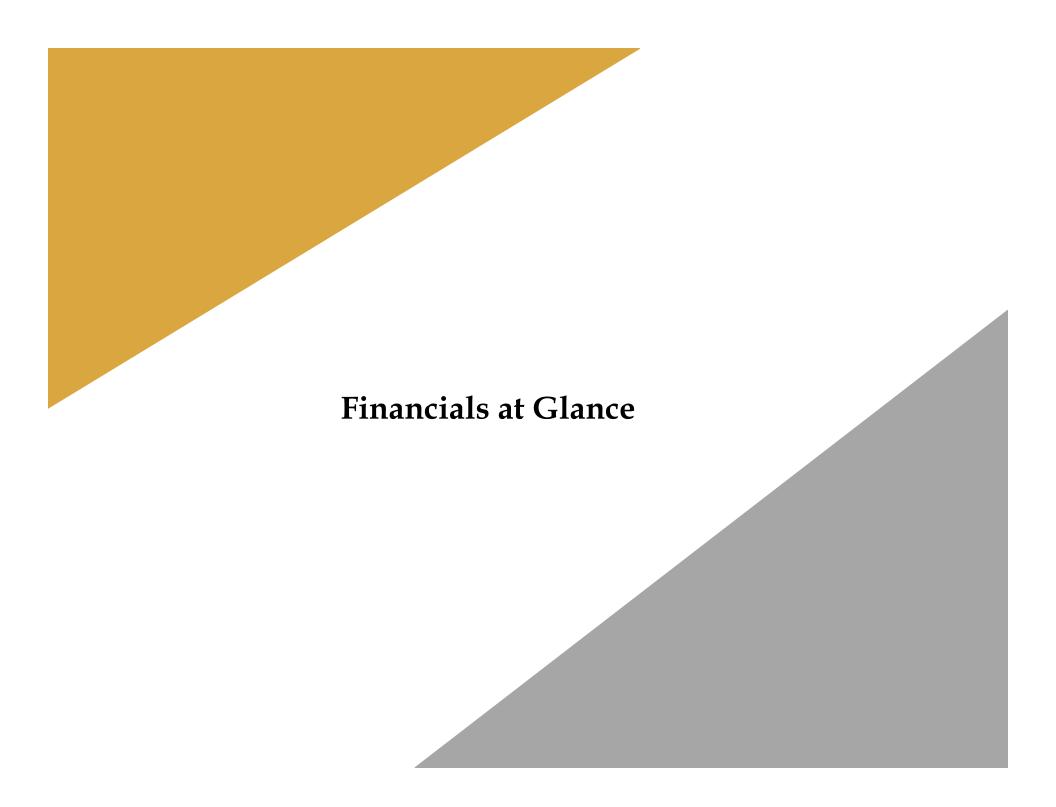


Long Term Client Relationships



...a testimony of our capabilities





Standalone Profit & Loss

Particulars (Pa Cr)	Standalone						
Particulars (Rs. Cr)	Q1 FY22	Q4 FY21	QoQ	Q1 FY21	YoY	FY21	
Revenue	67.86	51.74	31.15%	40.05	69.44 %	178.45	
Direct Expenses	27.50	18.23		14.03		64.02	
Employee Expenses	5.30	4.47		4.59		21.74	
Other Expenses	5.06	4.13		3.55		14.74	
EBITDA	30.00	24.91	20.43%	17.88	67.79%	77.95	
EBITDA Margin	44.21%	48.15%		44.65%		43.68%	
Other Income	1.07	2.23		0.79		6.73	
Depreciation	5.74	21.76		21.81		87.19	
EBIT	25.33	5.38	370.82%	(3.14)		(2.51)	
EBIT Margin	36.75%	9.97%		-			
Finance costs	1.41	1.86		2.85		9.23	
РВТ	23.92	3.52	579.55%	(5.99)		(11.74)	
Tax	7.05	5.38		1.74		(74.90)	
РАТ	16.87	(1.86)	-	(7.73)		63.16	
PAT Margin	24.48%	-		-		34.11%	
Cash PAT*	29.66	25.29	17.28%	15.83	87.37%	75.45	



* Cash PAT=PAT+ Depreciation + Deferred Tax

Consolidated Profit & Loss

Particulars (Pa. Cr)	Consolidated						
Particulars (Rs. Cr)	Q1 FY22	Q4 FY21	QoQ	Q1 FY21	YoY	FY21	
Revenue	71.01	60.56	17.26%	43.25	64.18%	193.71	
Direct Expenses	28.61	23.30		14.03		70.29	
Employee Expenses	6.50	6.45		5.56		26.60	
Other Expenses	5.70	5.21		5.24		16.47	
EBITDA	30.20	25.59	18.01%	18.42	63.95%	80.35	
EBITDA Margin	42.53%	42.26%		42.59%		41.48%	
Other Income	0.88	2.18		0.79		6.55	
Depreciation	5.86	21.87		21.91		87.59	
EBIT	25.22	5.90	327.46%	(2.69)		(0.69)	
EBIT Margin	35.08%	9.40%					
Finance costs	1.44	1.86		2.95		9.36	
РВТ	23.78	4.03	490.07%	(5.64)		(10.05)	
Tax	7.06	5.41		1.74		(74.86)	
РАТ	16.72	(1.38)		(7.38)		64.81	
PAT Margin	23.26%					32.36%	
Cash PAT*	29.64	25.89	14.48%	16.26	82.29%	77.52	



* Cash PAT=PAT+ Depreciation + Deferred Tax

Deep Industries Limited - Profit & Loss - Standalone & Consolidated

Particulars (Rs. Cr)	Stand	lalone	Consolidated		
Tatticulais (KS. CI)	FY21	FY20	FY21	FY20	
Revenue	178.45	251.14	193.71	261.85	
Direct Expenses	64.02	95.41	70.29	91.42	
Employee Expenses	21.74	21.56	26.60	25.20	
Other Expenses	14.74	22.57	16.47	19.73	
EBITDA	77.95	111.60	80.35	125.50	
EBITDA Margin	43.68%	44.44%	41.48%	47.93%	
Other Income	6.73	3.00	6.55	3.02	
Depreciation & Amortization	87.19	89.53	87.59	89.70	
EBIT	(2.51)	25.07	(0.69)	38.82	
Finance Costs	9.23	10.65	9.36	10.67	
РВТ	(11.74)	14.42	(10.06)	28.15	
Tax	-	2.52	0.01	2.51	
Deferred Tax	(74.90)	(5.47)	(74.88)	(5.47)	
РАТ	63.16	17.37	64.81	31.11	
Cash PAT*	75.45	101.43	77.52	115.33	
Cash EPS	23.58	31.70	24.23	36.04	



Deep Industries Limited - Standalone Balance Sheet

Rs. Cr	Mar-21	Mar-20
Non Current Assets	869.41	933.02
Property Plat & Equipment	460.54	478.10
Capital Work In Progress	0.66	3.46
Intangible Assets	384.97	449.14
Investments	17.46	0.13
Other Financial Assets	0.96	0.91
Other Non – Current assets	4.82	1.28
Total Current Assets	262.14	267.25
Inventories	30.25	21.22
Investments	12.80	8.56
Trade Receivables	107.38	140.52
Cash & Cash Equivalents	14.73	3.06
Bank Balance other then above	26.12	33.72
Loans	0.03	0.03
Other Financial Assets	15.19	6.43
Other current asset	55.64	53.71
TOTAL ASSETS	1131.55	1200.27

Rs. Cr	Mar-21	Mar-20
Equity	1026.52	963.36
Share Capital	32.00	960.00
Other Equity	994.52	3.36
Non Controlling Interest	-	-
Total Non Current Liabilities	39.44	163.95
Borrowings	8.48	56.08
Others	-	2.01
Deferred Tax Liabilities (Net)	30.96	105.86
Other Non -Current Liabilities	-	-
Provisions	-	-
Total Current Liabilities	65.58	72.96
Borrowings	0.64	5.47
Trade Payables	26.86	34.64
Other Financial Liabilities	33.42	30.47
Current tax liabilities (Net)	-	-
Provisions	-	-
Other Current Liabilities	4.66	2.38
TOTAL EQUITY & LIABILITIES	1131.55	1200.27



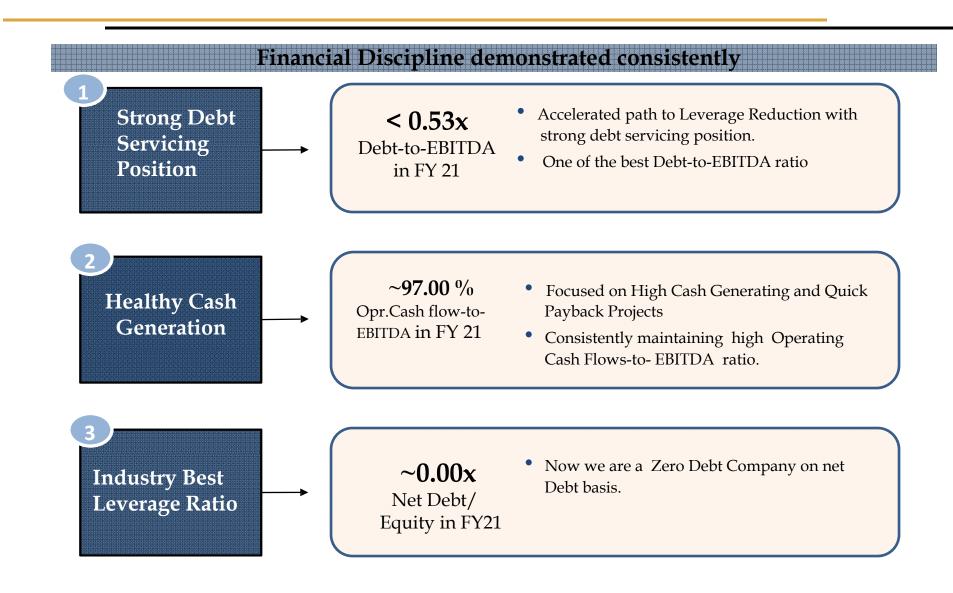
Deep Industries Limited - Consolidated Balance Sheet

Rs. Cr	Mar-21	Mar-20
Non Current Assets	890.13	953.65
Property Plat & Equipment	482.76	498.83
Capital Work In Progress	0.66	3.45
Intangible Assets	384.97	449.14
Investments	15.86	0.04
Other Financial Assets	1.06	0.91
Other Non - Current assets	4.82	1.28
Total Current Assets	282.75	282.11
Inventories	38.96	26.46
Investments	12.81	8.57
Trade Receivables	127.63	155.69
Cash & Cash Equivalents	19.43	3.56
Bank Balance other then above	26.12	33.72
Loans	0.03	0.04
Other Financial Assets	1.02	0.20
Other current asset	56.75	53.87
TOTAL ASSETS	1172.88	1235.76

Rs. Cr	Mar-21	Mar-20
Equity	1061.78	997.40
Share Capital	32.00	960.00
Other Equity	1029.74	37.40
Non Controlling Interest	0.04	-
Total Non Current Liabilities	39.47	163.95
Borrowings	8.48	56.08
Others	-	2.01
Deferred Tax Liabilities (Net)	30.99	105.86
Other Non -Current Liabilities	-	-
Provisions	-	-
Total Current Liabilities	71.63	74.41
Borrowings	0.64	5.47
Trade Payables	32.39	35.76
Other Financial Liabilities	33.93	30.47
Current tax liabilities (Net)	-	-
Provisions	-	-
Other Current Liabilities	4.67	2.71
TOTAL EQUITY & LIABILITIES	1172.88	1235.76

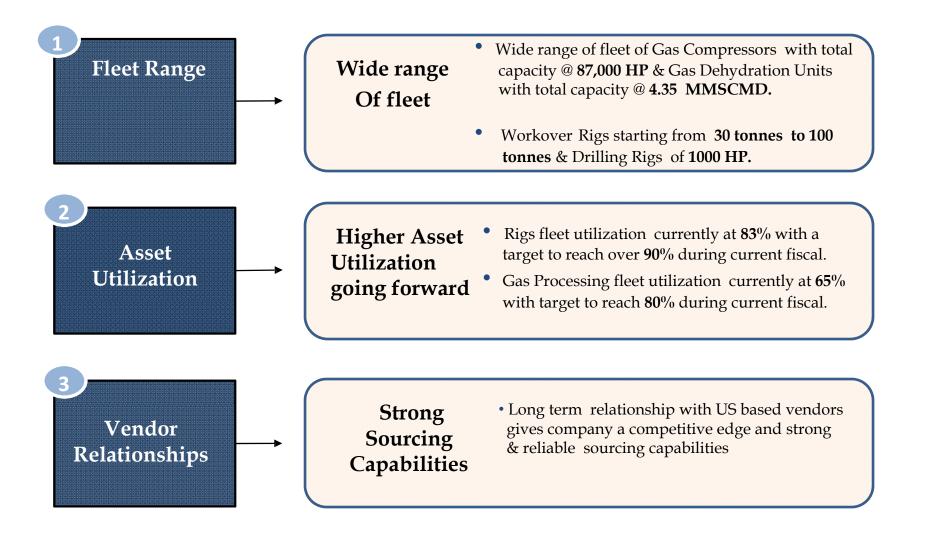


Balance Sheet Strength



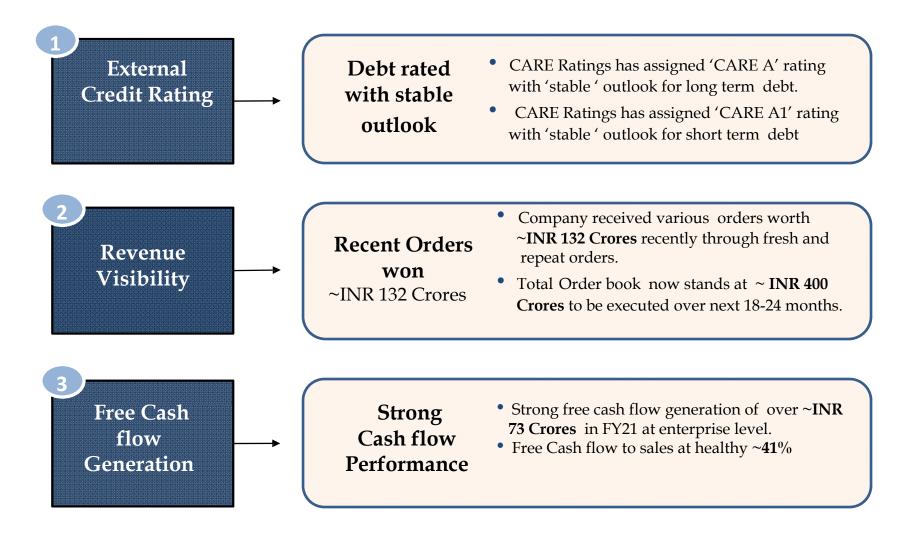


Operational Highlights





Key Takeaways





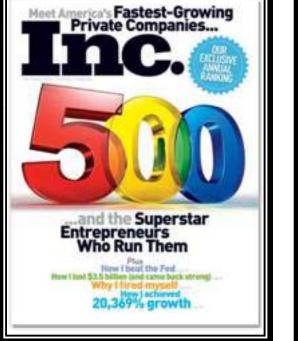
Certificates....

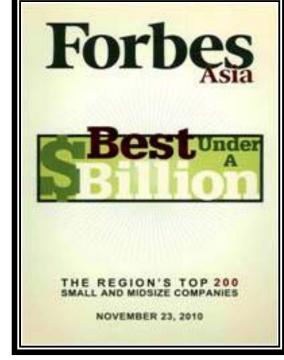




Collaborations & Accolades











Socially Responsible Corporate – **"Smart Class"** Initiative (1/2)

Deep Industries Ltd. undertook an initiative to install Smart Classes in 100 schools with a view to enable holistic development of students through the use of modern technology. This facility has already been installed in 50 schools





Socially Responsible Corporate – "Smart Class" Initiative (2/2)







Socially Responsible Corporate – Medical Check-up Centre



Furthering the CSR initiatives, Deep Foundation – a philanthropic arm of Deep Industries Limited, established the state of art Medical Checkup Centre at Shri Kutchi Jain Sewa Samaj Ahmedabad.

This facility aims to provide medical check-up services at nominal rates with a view to make it accessible to all classes of the society.



Investor Connect

Company :

Investor Relations Advisors :

Deep Industries Limited

Mr. Rohan Shah (Director Finance &CFO) rohan@deepindustries.com www.deepindustries.com Tel : +91 2717 298510

Concept Investor Relations

Mr. Gaurav Girdhar / Mr. Sanjay Punjabi gaurav.g@conceptpr.com / sanjay@conceptpr.in Mob:+91 77982 32425 Mob:+91 98210 80048 Tel :+022 4055 8900

Corporate Information

Deep Industries Ltd - CIN: L14292GJ2006PLC049371

Corporate Headquarters

12A & 14, Abhishree Corporate Park, Bopal Ambli Road, Ambli, Ahmedabad, Gujarat – 380058, India.

