

February 3, 2022

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

Please find enclosed herewith presentation made on Financial Results for the third quarter and nine months ended on December 31, 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)**


Roshni Shah
Company Secretary & Compliance Officer

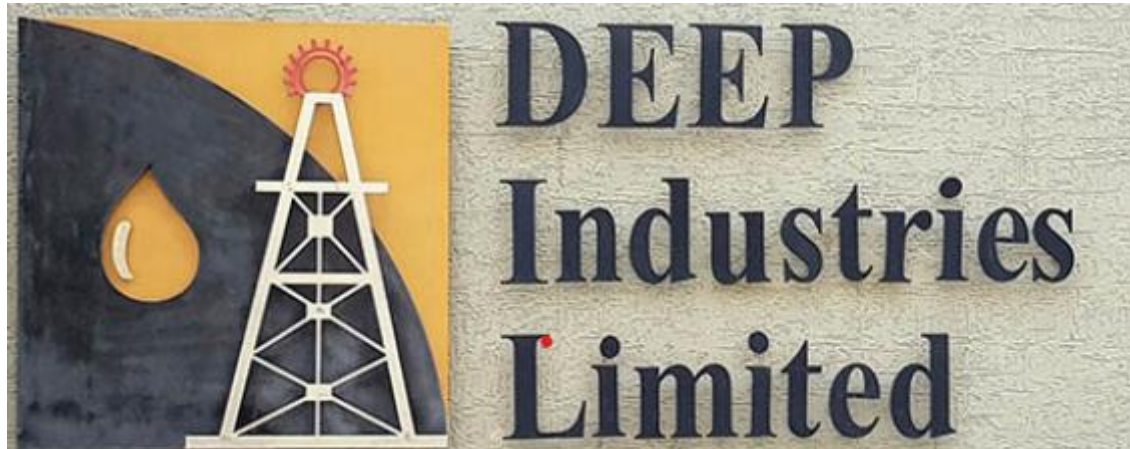


Encl: as above



DEEP INDUSTRIES LIMITED (Formerly Known as Deep CH4 Limited)
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**Corporate & Q3FY22 Earnings
Presentation**
3rd February, 2022

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Company Overview

Result Oriented Energy Infrastructure Equipment Solutions

- Largest outsourced natural gas compression solution provider in India⁽¹⁾
- Only company with presence in natural gas compression , rigs services, 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

Market Cap ²: Rs
6,241 Mn

Enterprise Value
⁽²⁾⁽³⁾ : Rs 6,353 Mn

Free Cash Flow ⁴:
Rs 733 Mn

EV/EBITDA ⁵:
5.66x

9M FY22
Revenue ⁶:
Rs 1,952 Mn

9M FY22 PAT ⁶ :
Rs 516 Mn

Vision to become an Integrated Solution Provider with a unwavering commitment to safety



Investment Thesis

DEEP's Competitive Position

Key Priorities

Market Positioning

The only company with presence in natural gas processing , Rigs services and integrated solutions

Diversified service spread smoothens segment specific risks

High Entry Barriers

High efficiency required in mobilisations and operations

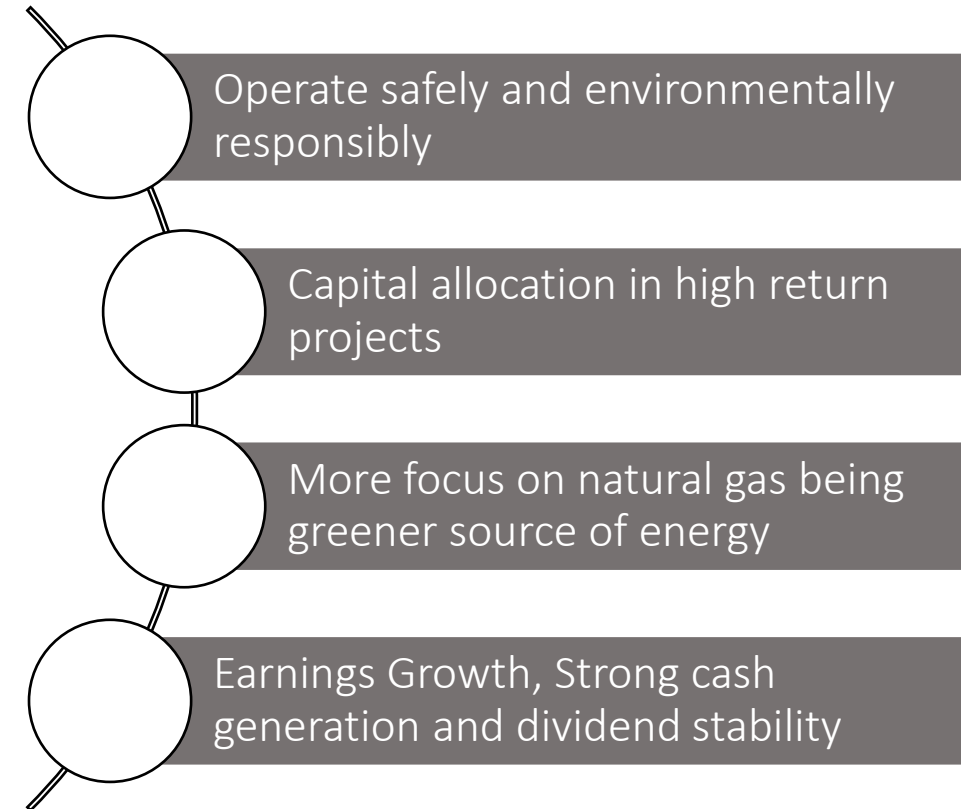
Strong sourcing capabilities which are cost effective and with lesser lead times

Operating Leverage

Available capacities across configuration range

Healthy margins
EBITDA > 40% consistently

Quicker mobilisations and 24*7 operating capabilities



Three Decades of Expertise

Successful 30+ year company history with proven success over time

1991-1994

1991 : Starts the journey

1991 : commenced operations as liquid transport services provider

1994 : enters the compression services with first contract from ONGC for Air Compression

1995-2004

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 with reputed and experienced gas compressor package providers in USA

2005-2015

2005 : commences Rigs services segment & acquiring its first 100 ton rig.

2005: registered with IADC & ISO 9001:2000.

2006: Listing on NSE & BSE

2010: ISO 14001:2004 certification & BH OHS AS 18001:2007 certification

2015 : pioneers first Gas Dehydration service in India on outsourced basis.

2015 - Current

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.



Business Segments

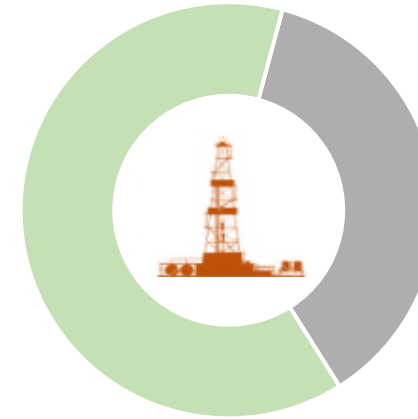
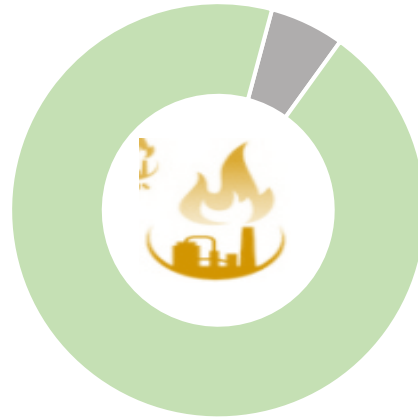
Natural Gas Compression

Natural Gas Dehydration

Workover & Drilling Rigs

Integrated Project Management

REVENUE MIX



CONTRACT STRUCTURE

Contracts with Fix Rates on volume of Gas processed with volume commitments

Contracts with Fix Rates on volume of Gas processed with volume commitments

Contracts with Fix operating day Rates with no production risk.

Single contract for pool of services

COMPETITIVE ADVANTAGE

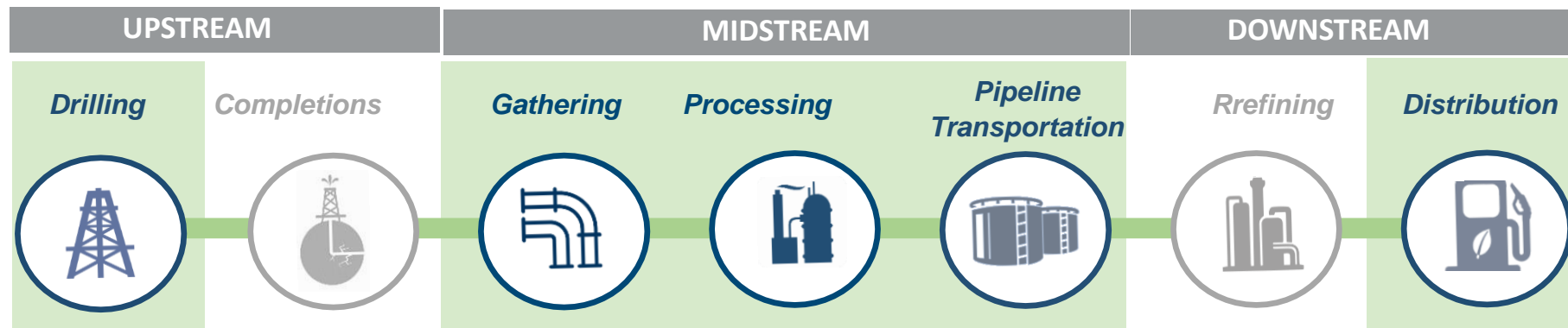
~75 % market share
99.9% uptime capabilities
Strong sourcing capabilities

Fleet capacity of ~4.35 MMSCMD
First mover advantage in GDU

Focused on onshore rigs services
Faster mobilisation

First mover advantage being a first Indian company to enter into this market

Presence Across the Energy Value Chain



Characteristic	Benefits across full spectrum	The Result to Deep
Production Focused	Relatively stable compression demand	Highly efficient operations: High Uptime
Longer Contracts	Longer-term volume commitments	High Revenue Visibility
Earnings Stability	Relative EBITDA stability through cycles	Consistent EBITDA of >40%
Financial Flexibility	Strong cash flow generation	Cash Flow generation of Rs 733 Mn*

*Standalone Free cash flows generated at enterprise level for FY 2021-22

“Deep” Dive into Business Segments

Natural Gas Compression

What is compression?

- Natural Gas Compression is an essential technology employed to boost the pressure of natural gas for its various end use applications.
- Compression is a critical service required across the energy value chain, from the wellhead till the point of distribution / consumption
- Compression is a critical service required across different end use applications including Artificial Gas Lift and Boil of Gas.
- 24 hours a day, 7 days a week, 365 days a year operation

What sets us apart?

Pioneers: We pioneered natural gas compression services on charter hire basis in India and are one of the largest Company in India to provide high pressure Natural Gas Compression Services

Market Leader: We are the market leaders in gas compression business in India with an estimated market share of ~85-90%

Turnkey Contracts: Compression contracts on turnkey basis. Includes supply of Equipment, Engineering (Installation & Commissioning) and Operation & Maintenance (Manpower)

Fleet Range &Capacity: Natural Gas Compressors packages ranging from 180 HP to 1,680 HP Compression capability with total capacity of ~87,000 HP.

Supply Chain: Long established vendor relationships with reputed and experienced compressor package suppliers in USA for supply of Natural Gas Compression Packages



Natural Gas Compression

Growth Drivers/ Varied End User Applications

Gas Transportation

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 , Gas Transportation ,fertilizers & ceramics

Boil of Gas

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

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 pressure. Gas compression is used to inject high pressured gas into Wells to lift the oil levels.

Industrial application : Energy Producers

Gas Based Power Plants

For Gas fired Turbine power plants, Natural Gas is used as fuel to drive turbines. These turbines are in turn connected to generators which produce the electricity. Gas Compression is used to boost pressure of Natural Gas which is then used as fuel.

Industrial Application : Chemicals , Fertilizer & Ceramics industry & Energy Production



Natural Gas Dehydration

What is Gas Dehydration?

- Dehydration of natural gas is a technology employed to separate the moisture content and other heavy condensates out of natural gas.
- The natural gas industry has recognized that dehydration is necessary to ensure smooth operation of gas transmission lines, dehydration prevents the formation of gas hydrates and reduces corrosion in pipeline.
- Sector Regulator Petroleum & Natural Gas Regulatory Board (PNGRB) has made it mandatory to dehydrate the natural gas for gas transportation through national gas grid.

What sets us apart?

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

Faster Execution : Time taken from award to Implementation is faster due to our Technical Qualification, Expertise and robust supply chain.

Customisation : Customised solutions by providing gas dehydration units with different configurations and capabilities required as per the gas composition and client requirements.

Wide Range of Fleet: Total Dehydration capacity at ~ 4.35 MMSCMD .Well poised to tap potential dehydration demand which is expected to be ~ 10 MMSCMD.

Natural Gas Dehydration

Growth Drivers

Opportunity Size

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

Compliance

PNGRB has made it mandatory to have the Gas Dehydrated before transportation through National Gas Grid

Clientele

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.



Workover & Drilling Rigs

What is Workover Rig Operation?

- Oil & Gas producing wells require servicing and maintenance at regular intervals in order to smoothen and maintain the oil & gas production. Workover Rigs provides this servicing and maintenance services to keep the production wells in order during their production life.

What is Drilling Rig Services?

- As the name suggests, Drilling Rigs actually drill the wells to make them ready for oil and gas production.
- Drilling Rigs have the capacities to drill the wells with required depth and depending upon the soil composition.

What sets us apart?

Asset & Capacity : Owns & Operates 8 Workover Rigs with capacity ranging from 30T to 100T, 3 Drilling Rigs with capacity of 1000Hp.

End to end cost effective solutions : Provided complete solutions related to Exploration & Production of hydrocarbons. Developed cost effective solutions which result in substantial savings to Clients.

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



Workover Rigs & Drilling Rigs

Growth Drivers

Government's Energy Push

India has a stated policy of increasing self reliance in energy production where the PSUs contribute significantly.

Onshore Drilling Opportunity

Onshore Drilling space has huge potential to grow as Investments required in Onshore drilling are lower compared to offshore drilling space.

Low Competition

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



Integrated Projected Management (IPM)

What is IPM?

- Integrated Project Management (IPM) is a turnkey solution to drill and complete a well or several 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

What sets us apart?

Niche Technical Capabilities: IPM services requiring capabilities to provide pool of niche services involving highly technical jobs. We are the first Indian company to offer integrated solutions.

End to end Solution : Offers end to end well solutions in a single contract for the entire project - right from start of the well till completion of well using in-house expertise as well as third party services.

Assets & Qualifications: would be qualified to provide all the services using in-house expertise after the completion of first contract.



Integrated Project Management (IPM)

Growth Drivers

Cost Effective Solutions

- Effective bespoke solutions
- Competitive price advantage over MNCs

Improved Synergies

- Enhanced operational efficiency for clients
- Improved synergies across the process due to seamless flow of services

Strategic Positioning

- Strong positioning due to technical skill set.
- One stop solution for end to end services



Experienced Management Team



Paras Savla, Chairman and Managing Director - Over 30 years of experience. 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 - has more than 23 years of experience in the energy industry . Under his leadership , the organization 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 & CFO - is a Chartered Accountant and has more than 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 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)”.

Entering into New High Growth Segment

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.

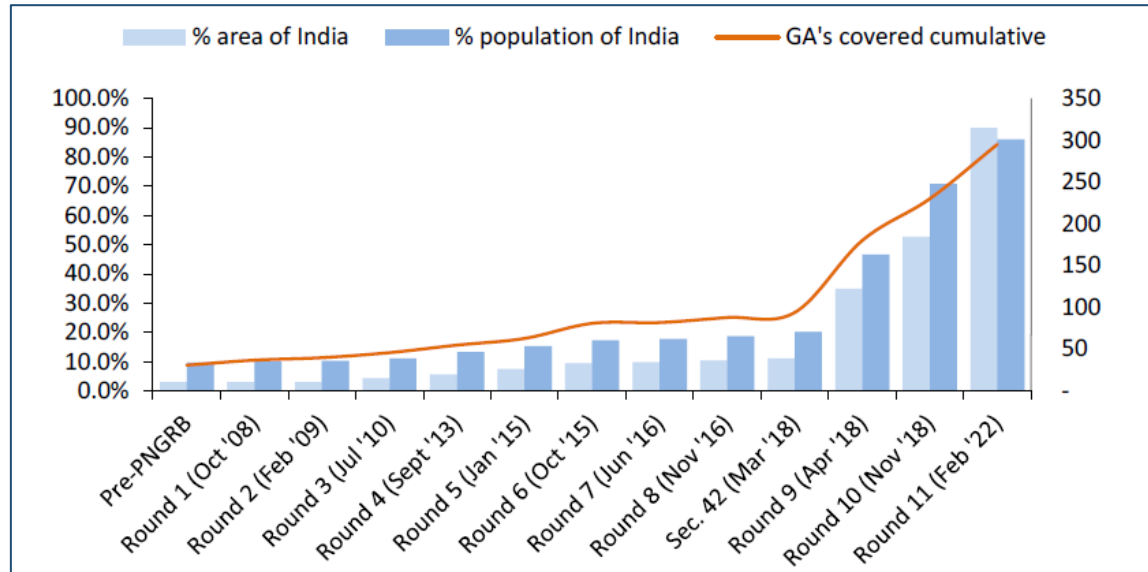
Manufacturing Facility

- 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 City Gas Distribution (CGD) Network undertaken by Petroleum & Natural Gas Regulatory Board (PNGRB)

Catering to Strong Growth Segment

Snapshot of City Gas Distribution Authorisations in India



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.

How will it be beneficial to us?

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 benefit from strong business franchise and rich operational experience of its parent – Deep Industries Limited.

Technically Strong Management



Rajeshkumar Sharma , Executive Director & CEO - 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 - 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.



Q3 FY22 Earnings Highlight

Key Takeaways for Q3 FY22

FINANCIAL HIGHLIGHTS

- Standalone Revenues from operations at **Rs 61.09 Crores** up by **~44%** on YoY basis
- Consolidated Revenues from operations at **Rs 75.38 Crores** up by **~74%** on YoY basis
- Standalone EBITDA up by **~75%** on YoY basis at **Rs 27.65 Crores** with EBITDA margin of **41.65%**
- Consolidated EBITDA up by **~86%** on YoY basis at **Rs 29.44 Crores** with margin of **38.90%**
- Standalone PAT at **Rs 15.90 Crores** with PAT margin of **23.95%**
- Consolidated PAT at **Rs 17.17 Crores** with PAT margin of **22.69%**
- Recent orders received worth **~Rs 200 crores**. Consolidated Order book now stands at **Rs 556 crores** -to be executed in the next 18-24 months

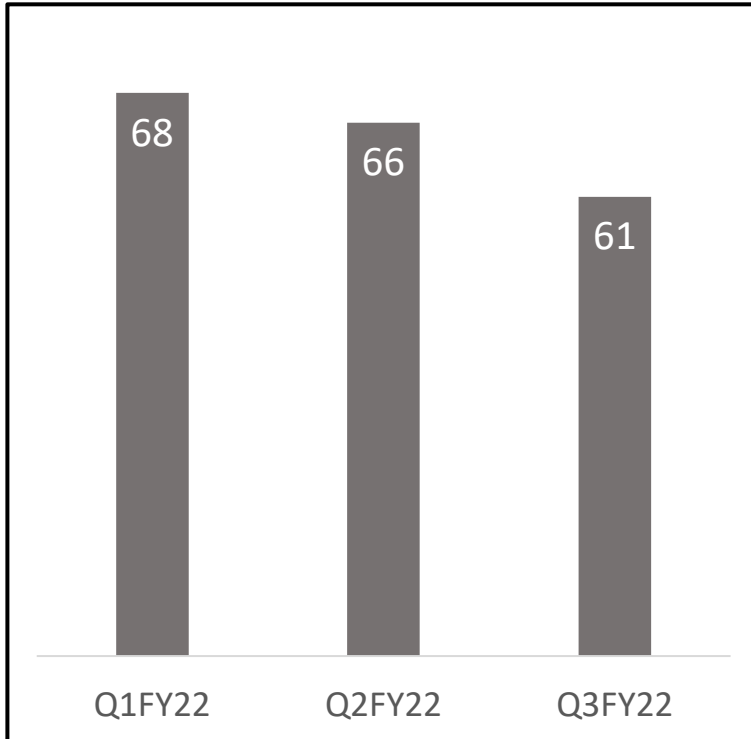
OPERATIONAL HIGHLIGHTS

- Wide range of fleet of Gas Compressors with total capacities @ 87,000 HP & Gas Dehydration Units with total capacities @ 4.35 MMSCMD.
- Workover Rigs starting from 30 tonnes to 100 tonnes & Drilling Rigs of 1000 HP.
- Rigs fleet utilization currently at 100% .
- Continuously focused on optimum fleet utilization for Gas Processing .

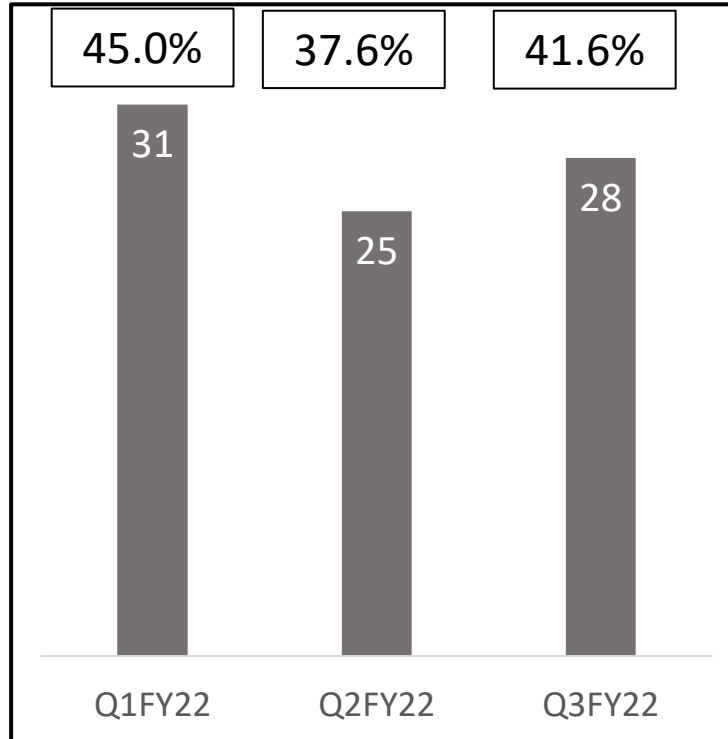


Financial Highlights

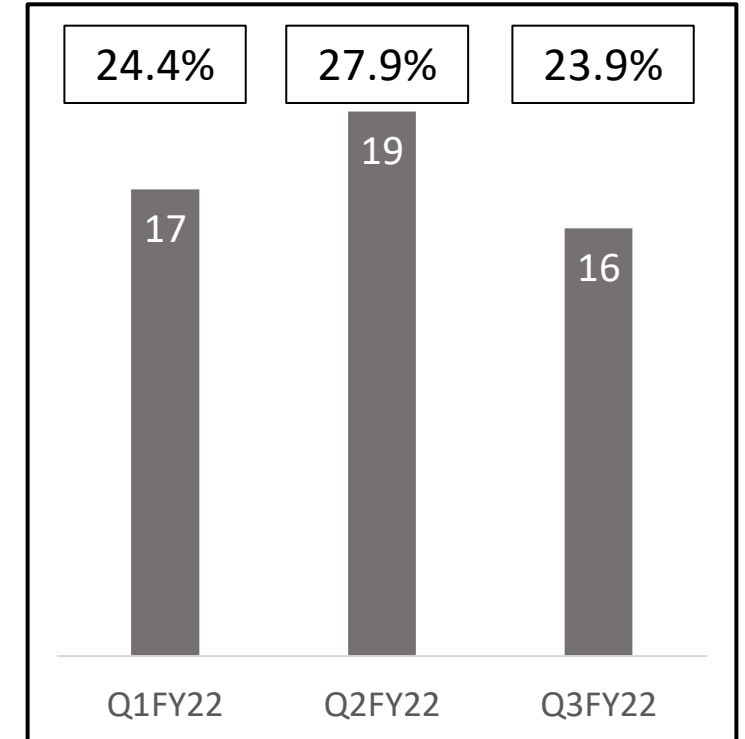
Revenue from operations



EBITDA & EBITDA Margin

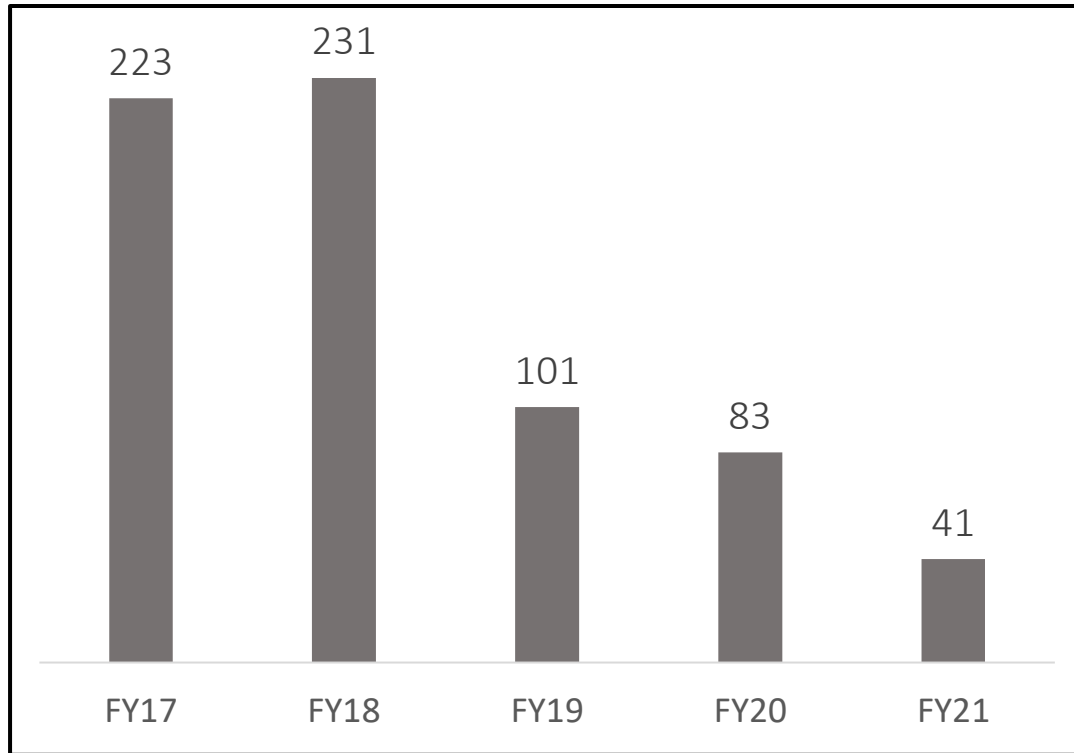


PAT & PAT Margin

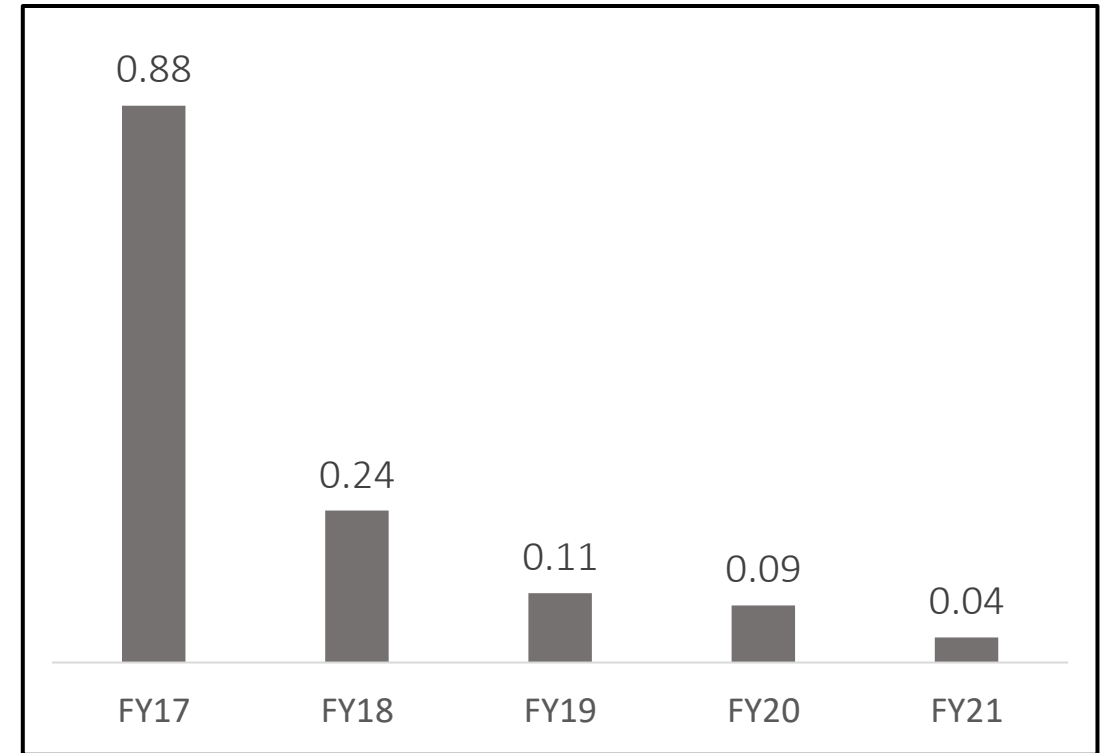


Financial Highlights

Long Term Debt Reduction – Rs Crores



Total Debt/Equity



Executing Balance Sheet Goals



Financial Highlights

1

Strong Debt Servicing Position

~ 0.10x
Debt-to-EBITDA in
9M FY 22

- Accelerated path to Leverage Reduction with strong debt servicing position.
- One of the best Debt-to-EBITDA ratio

2

Healthy Cash Generation

~112.00 %
Opr.Cash flow-to-
EBITDA in H1 FY 22

- Focused on High Cash Generating and Quick Payback Projects
- Consistently maintaining high Operating Cash Flows-to- EBITDA ratio.

3

Industry Best Leverage Ratio

~0.00x
Net Debt/
Equity in 9M FY22

- Now we are a Zero Debt Company on net Debt basis.



Standalone Income Statement Q3 FY22

Particulars (Rs. Cr)	Standalone						
	Q3 FY22	Q3 FY21	YoY %	Q2 FY 22	QoQ%	9M FY22	9M FY21
Revenues from Operations	61.09	42.53	44%	66.26	-8%	195.21	126.71
Other Income	5.29	0.48		1.31		7.67	4.50
Total Income	66.38	43.01	54%	67.56	-2%	202.88	131.21
Direct Expenses	26.55	17.44	52%	30.86	-14%	84.90	45.79
Employee Expenses	5.62	5.93	-5%	5.35	5%	16.27	17.28
Other Expenses	6.57	3.82	72%	5.94	11%	17.58	10.60
EBITDA	27.64	15.82	75%	25.41	9%	84.13	57.54
EBITDA Margin	41.65%	36.80%	13%	37.62%	11%	43.10%	43.85%
Depreciation & Amortization	5.77	21.79	-74%	5.75	0%	17.26	65.43
EBIT	21.87	(5.97)		19.66	11%	66.87	(7.89)
EBIT Margin	32.95%	--		29.10%	13%	32.96%	--
Finance costs	0.64	2.02	-68%	1.32	-52%	3.37	7.37
PBT	21.23	(7.99)		18.34	16%	63.50	(15.26)
Tax & Deferred Tax	5.33	(83.67)		(0.52)		11.86	(80.27)
PAT	15.90	75.68	-79%	18.86	-16%	51.64	65.01
PAT Margin	23.95%	175.99%		27.92%	-14%	25.45%	49.55%
Cash PAT*	27.00	13.80	96%	24.10	12%	80.76	50.16



Consolidated Income Statement Q3 FY22

Particulars (Rs. Cr)	Consolidated						
	Q3 FY22	Q3 FY21	YoY%	Q2 FY 22	QoQ%	9M FY22	9M FY21
Revenue from Operations	75.38	43.29	74%	91.27	-17%	237.66	133.15
Other Income	0.31	0.35	-11%	1.47	-79%	2.66	4.37
Total Income	75.69	43.64	73%	92.74	-18%	240.32	137.52
Direct Expenses	32.07	16.91	90%	47.38	-32%	108.06	46.99
Employee Expenses	7.00	6.87	2%	6.83	2%	20.33	20.15
Other Expenses	7.18	4.08	76%	10.17	-29%	23.06	11.25
EBITDA	29.44	15.78	87%	28.35	4%	88.87	59.13
<i>EBITDA Margin</i>	38.90%	36.16%	8%	30.57%	27%	36.98%	42.99%
Depreciation & Amortization	5.96	21.90	-73%	5.91	1%	17.72	65.72
EBIT	23.48	(6.12)		22.45	5%	71.15	(6.59)
<i>EBIT Margin</i>	31.02%	--		24.20%	28%	29.60%	--
Finance costs	0.82	1.94	-58%	1.50	-45%	3.76	7.50
PBT	22.66	(8.06)		20.95	8%	67.39	(14.09)
Tax & Deferred Tax	5.49	(83.67)		(0.38)		12.17	(80.28)
PAT	17.17	75.61	-77%	21.33	-20%	55.22	66.19
<i>PAT Margin</i>	22.69%	173.25%	-87%	22.99%	-1%	22.98%	48.13%
Cash PAT*	28.51	13.84	106%	26.79	6%	84.93	37.54



Standalone Balance Sheet

Particulars (Rs Crs)	Sep -21	Mar-21	Mar-20	Particulars (Rs Crs)	Sep -21	Mar-21	Mar-20
Non-Current Assets	857.21	869.41	933.02	Equity	1062.34	1026.52	963.36
Property Plat & Equipment	452.17	460.54	478.10	Share Capital	32.00	32.00	960.00
Capital Work In Progress	0.66	0.66	3.46	Other Equity	1030.34	994.52	3.36
Intangible Assets	384.96	384.97	449.14	Non-Controlling Interest	-	-	-
Investments	17.48	17.46	0.13	Total Non-Current Liabilities	41.33	39.44	163.95
Other Financial Assets	-	0.96	0.91	Borrowings	3.84	8.48	56.08
Other Non – Current assets	1.94	4.82	1.28	Others	-	-	2.01
Total Current Assets	325.98	262.14	267.25	Deferred Tax Liabilities (Net)	37.49	30.96	105.86
Inventories	29.98	30.25	21.22	Other Non –Current Liabilities	-	-	-
Investments	60.76	12.80	8.56	Provisions	-	-	-
Trade Receivables	110.46	107.38	140.52	Total Current Liabilities	79.53	65.58	72.96
Cash & Cash Equivalentents	15.81	14.73	3.06	Borrowings	24.82	0.64	5.47
Bank Balance other then above	21.78	26.12	33.72	Trade Payables	40.58	26.86	34.64
Loans	0.01	0.03	0.03	Other Financial Liabilities	4.15	33.42	30.47
Other Financial Assets	9.76	15.19	6.43	Current tax liabilities (Net)	-	-	-
Other current asset	77.41	55.64	53.71	Provisions	-	-	-
TOTAL ASSETS	1183.19	1131.55	1200.27	Other Current Liabilities	9.98	4.66	2.38
				TOTAL EQUITY & LIABILITIES	1183.19	1131.55	1200.27



Consolidated Balance Sheet

Particulars (Rs Crs)	Sep -21	Mar-21	Mar-20	Particulars (Rs Crs)	Sep-21	Mar-21	Mar-20
Non-Current Assets	881.79	890.13	869.41	Equity	1100.04	1061.78	1026.52
				Share Capital	32.00	32.00	32.00
Property Plat & Equipment	478.20	482.76	460.54	Other Equity	1067.85	1029.74	994.52
Capital Work In Progress	0.66	0.66	0.66	Non-Controlling Interest	0.19	0.04	-
Intangible Assets	384.96	384.97	384.97	Total Non-Current Liabilities	44.19	39.47	39.44
Investments	15.88	15.86	17.46	Borrowings	6.60	8.48	8.48
Other Financial Assets	0.12	1.06	0.96	Others	-	-	-
Other Non – Current assets	1.97	4.82	4.82	Deferred Tax Liabilities (Net)	37.59	30.99	30.96
Total Current Assets	351.11	282.75	262.14	Other Non –Current Liabilities	-	-	-
Inventories	45.32	38.96	30.25	Provisions	-	-	-
Investments	60.77	12.81	12.80	Total Current Liabilities	88.67	71.63	65.58
Trade Receivables	117.95	127.63	107.38	Borrowings	26.74	0.64	0.64
Cash & Cash Equivalents	23.89	19.43	14.73	Trade Payables	47.02	32.39	26.86
Bank Balance other then above	21.78	26.12	26.12	Other Financial Liabilities	5.02	33.93	33.42
Loans	0.01	0.03	0.03	Current tax liabilities (Net)	-	-	-
Other Financial Assets	1.34	1.02	15.19	Provisions	-	-	-
Other current asset	80.05	56.75	55.64	Other Current Liabilities	9.89	4.67	4.66
TOTAL ASSETS	1232.90	1172.88	1131.55	TOTAL EQUITY & LIABILITIES	1232.90	1172.88	1131.55



Corporate Social Responsibility

Smart Class Initiative

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



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.



ABOUTS US & INVESTOR CONTACT

DEEP INDUSTRIES LIMITED (DIL), is a leading solutions provider in energy sector. DIL is specialized in providing Gas Compression Services, Drilling Rigs and Workover Rigs Services, Gas Dehydration Services, and having expertise in Integrated Project Management Services.

The Company has grown up to be a "One Stop Solution" provider for every need in Oil and Gas field operations by providing various equipment and services under rental and chartered-hire basis.

For more information on the company, and its services please log on to www.deepindustries.com

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