

#### **Oil & Gas Field Services**

May 7, 2022

To,

**Corporate Relations Department Bombay Stock Exchange Limited** 2<sup>nd</sup> 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 quarter and year both ended on March 31, 2022.

You are requested to take the same on your records.

Thanking you, Yours faithfully,

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

K.D. Shah Roshni Shah Company Secretary & Compliance Officer

Encl: as above



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





Q4 & FY22 Earnings 9<sup>th</sup> May'2022

# Disclaimer

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.



#### **FINANCIAL HIGHLIGHTS**

- Achieved highest ever Revenue in FY22 on a consolidated basis.
- Revenue up 66% on a YoY basis at Rs 322Cr.
- EBITDA grew on an absolute basis by 37% to Rs.119crs.
- Inflationary pressures on spares cost & fuel cost caused margin stress, declined ~680 bps on YoY basis
- PAT up 12% in FY22 at Rs 72Cr compared to Rs 65 Cr previous year

Market Cap <sup>1</sup> : Rs 7,403 Mn	Enterprise Value <sup>(1)(2)</sup> : Rs 7,663 Mn
Free Cash Flow <sup>3</sup> : Rs 696 Mn	FY22 Operational Cash Flow/ EBITDA : 61 %
FY22 Revenue <sup>4</sup> : Rs 3,216 Mn	FY22 PAT <sup>4</sup> : Rs 724 Mn

### Result Oriented Energy Infrastructure Equipment Solutions



#### **STRATEGIC UPDATES**

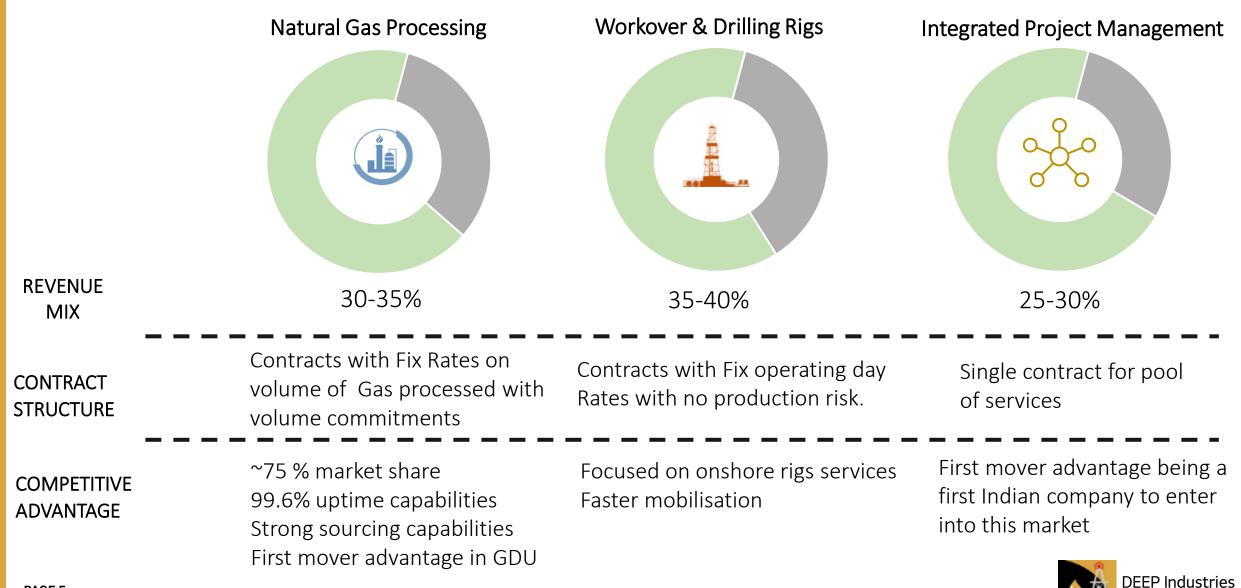
- Board declared final dividend of Rs 1.85/share. Total dividend for FY22 is Rs. 3.25/Share; Inline with the dividend policy 15% of Standalone PAT
- Consolidated Order book stands at Rs 632 Crs, orders are expected to be executed in next 18 24 months
- o RAAS Equipment, In its first full year of operations , sold 46 CNG Booster Compressor Units
- Achieved eligibility and now an approved vendor with KOC High growth potential in overseas onshore rig business

#### **Dolphin Offshore Acquisition**

- Has announced that it has been issued "Letter of Intent (LOI)" by Committee of Creditors (COC) approving its resolution plan for acquiring assets of Dolphin Offshore Enterprises Ltd.
- Currently at NCLT level, expected to be completed in next 6 -9 months
- Dolphin has been servicing the Offshore Oil and Gas Industry by providing diving, underwater engineering and allied services.
- This acquisition, if approved would allow Deep industries to extend its service offering to existing clients for their offshore assets too.
- The acquisition will not be immediately value accretive; however, at it's peak Dolphin Offshore had more than Rs 400 cr revenue and 30% EBITDA Margin

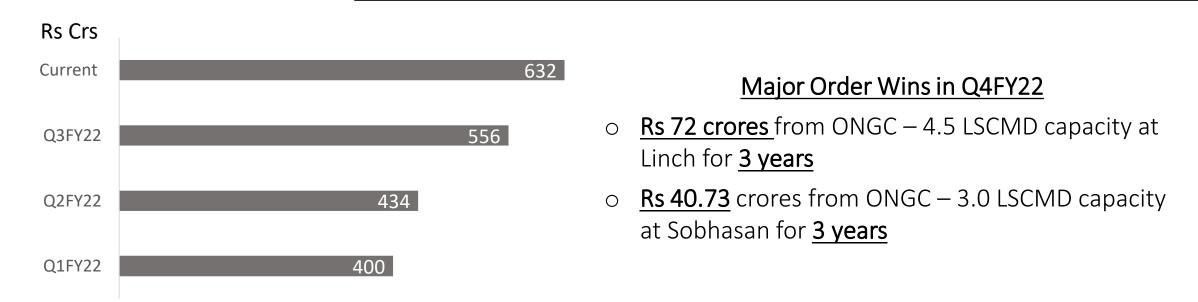


### **Business Segments**



Limited

# **Strong Order Book**

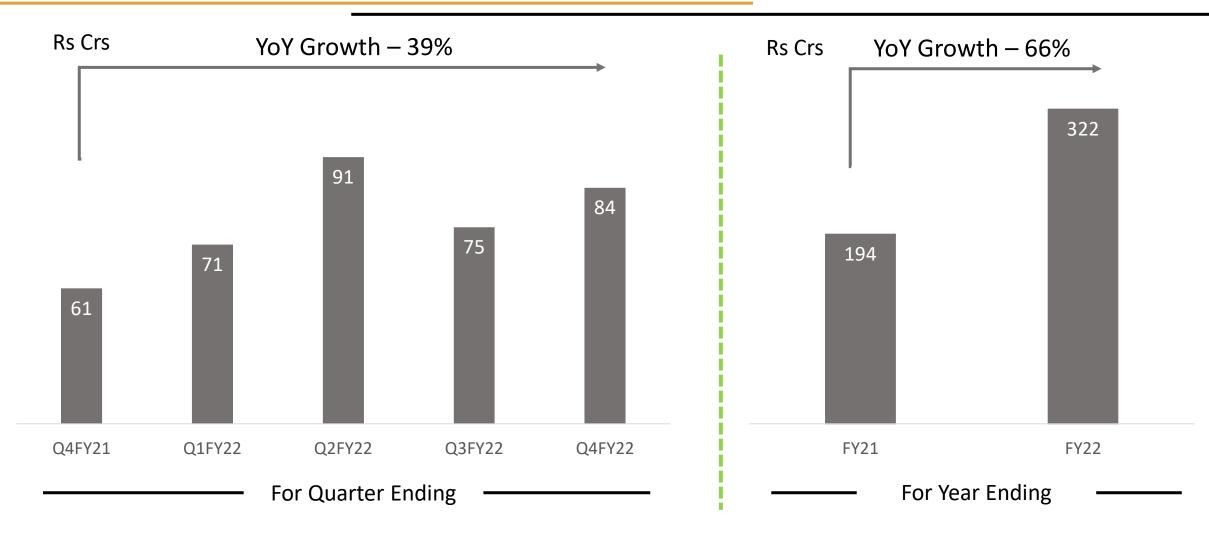


#### CURRENT UTILISATION

- Gas Compression ~85%
- o Gas Dehydration ~50%
- Workover & Drilling Rigs 100%

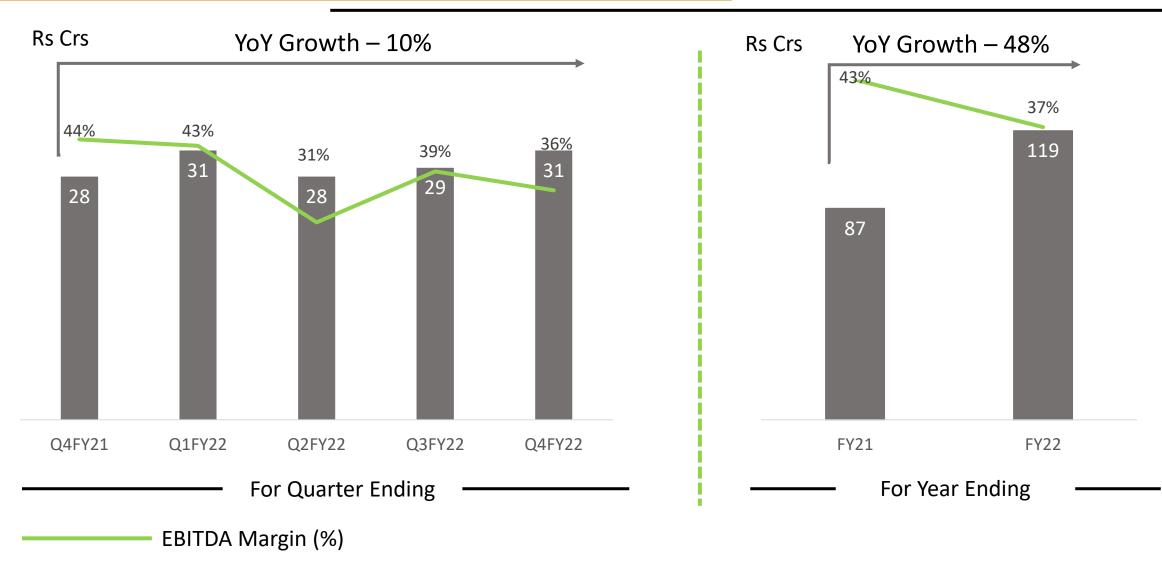


# **Revenue from Operations - Consolidated**



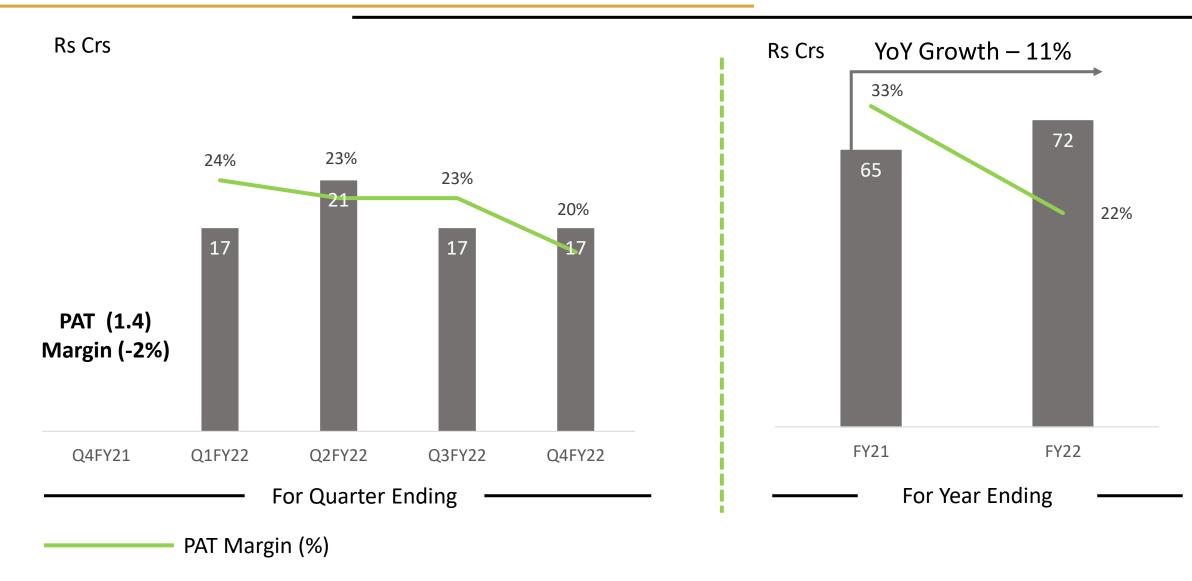


# **EBITDA & EBITDA Margin - Consolidated**





## **PAT & PAT Margin - Consolidated**





# **Creating Shareholder Value**



### Executing Balance Sheet Goals



# **Consolidated Income Statement Q4 & FY22**

	Consolidated							
Particulars (Rs. Cr)	Q4 FY22	Q4 FY21	YoY%	Q3 FY 22	QoQ%	FY22	FY21	YoY%
Revenue from Operations	83.9	60.6	39%	75.4	11%	321.6	193.7	66%
Other Income	2.0	2.2		0.3	-	4.6	6.6	
Total Income	85.9	62.8	37%	75.7	13%	326.3	200.3	63%
Direct Expenses	41.3	23.3		32.1		149.3	70.3	
Employee Expenses	7.3	6.5		7.0		27.7	26.6	
Other Expenses	6.8	5.2		7.2		29.9	16.5	
EBITDA	30.5	27.8	10%	29.4	4%	119.4	86.9	37%
EBITDA Margin	35.5%	44.2%		38.9%		36%	43.4%	
Depreciation & Amortization	6.2	21.9		5.9		23.9	87.6	
EBIT	24.3	5.9		23.5		95.5	-0.7	
EBIT Margin	28.3%	9.4%		31%		29.2%	-0.4%	
Finance costs	0.9	1.9		0.8		4.8	9.4	
PBT	23.3	4.0		22.7		90.7	-10.0	
Tax & Deferred Tax	6.1	5.4		5.0		18.3	-74.9	
PAT	17.2	-1.4		17.2	-	72.4	64.8	11%
PAT Margin	20%	-2%		22.7%		22.2%	32.6%	
Cash PAT*	29.5	25.9	14%	28.5	3%	114.4	77.5	48%



# **Standalone Income Statement Q4 & FY22**

		Standalone							
Particulars (Rs. Cr)	Q4 FY22	Q4 FY21	YoY%	Q3 FY 22	QoQ%	FY22	FY21	YoY%	
Revenue from Operations	76.4	51.7	48%	61.1	25%	271.6	178.5	52%	
Other Income	2.7	2.2		5.3		10.4	6.7		
Total Income	79.1	53.9	46%	66.4	19%	281.9	185.1	52%	
Direct Expenses	36.6	18.2		26.5		121.5	64.0		
Employee Expenses	5.8	4.5		5.6		22.1	21.7		
Other Expenses	5.9	4.1		6.6	_	23.5	14.7		
EBITDA	30.7	27.1	13%	27.7	11%	114.9	84.7	36%	
EBITDA Margin	38.9%	50.3%		41.6%		40.7%	45.7%		
Depreciation & Amortization	6.0	21.8		5.8		23.3	87.2		
EBIT	24.7	5.4		21.9		91.6	-2.5		
EBIT Margin	31.3%	10.0%		32.9%		32.5%	-1.3%		
Finance costs	0.9	1.9		0.6		4.2	9.2		
РВТ	23.8	3.5		21.2		87.4	-11.7		
Tax & Deferred Tax	6.2	5.4		5.3		18.0	-74.8		
PAT	17.7	-1.9		15.9	11%	69.3	63.1	10%	
PAT Margin	22.4%	-3.4%		24.0%		24.6%	34.1%		
Cash PAT*	29.9	25.3	18%	27.0	11%	110.6	75.4	47%	



## **Consolidated Balance Sheet**

Particulars (Rs Crs)	Mar-22	Mar-21	Mar-20	Particulars (Rs Crs)	Mar-22	Mar-21	Mar-20
Non-Current Assets	943.3	890.1	869.4	Equity	1,130.0	1,061.7	1,026.5
				Share Capital	32.0	32.0	32.0
Property Plat & Equipment	483.4	482.7	460.5	Other Equity	1,098.0	1,029.7	994.52
Capital Work In Progress	4.6	0.6	0.6	Non-Controlling Interest	0.3	0.04	-
Intangible Assets	384.9	384.9	384.9	Total Non-Current Liabilities	60.4	39.4	39.4
Investments	16.9	15.8	17.4	Borrowings	11.3	8.4	8.4
Other Financial Assets	4.5	1.0	0.9	Others		-	-
Other Non – Current assets	48.8	4.8	4.8	Deferred Tax Liabilities (Net)	49.1	30.9	30.9
Total Current Assets	317.0	282.7	262.1	Other Non –Current Liabilities		-	-
Inventories	39.7	38.9	30.2	Provisions		-	-
Investments	56.4	12.8	12.8	Total Current Liabilities	69.6	71.6	65.5
Trade Receivables	135.4	127.6	107.3	Borrowings	20.4	0.6	0.6
Cash & Cash Equivalents	12.0	19.4	14.7	Trade Payables	38.2	32.4	26.8
Bank Balance other then above	19.9	26.1	26.1	Other Financial Liabilities	4.5	33.9	33.4
Loans	-	0.03	0.03	Current tax liabilities (Net)		-	-
Other Financial Assets	0.6	1.0	15.1	Provisions		-	-
Other current asset	52.7	56.7	55.6	Other Current Liabilities	6.3	4.7	4.6
TOTAL ASSETS	1,260.4	1,172.8	1,131.5	TOTAL EQUITY & LIABILITIES	1,260.4	1,172.8	1,131.5



## **Standalone Balance Sheet**

Particulars (Rs Crs)	Mar-22	Mar-21	Mar-20	Particulars (Rs Crs)	Mar-22	Mar-21	Mar-20
Non-Current Assets	917.7	902.4	933.0	Equity	1,091.4	1,026.5	963.3
				Share Capital	32.0	32.0	960.0
Property Plat & Equipment	457.3	460.5	478.1	Other Equity	1,059.4	994.5	3.3
Capital Work In Progress	4.2	0.6	3.4	Non-Controlling Interest		-	-
Intangible Assets	384.9	384.9	449.1	Total Non-Current Liabilities	57.8	39.4	163.9
Investments	18.1	17.4	0.1	Borrowings	8.8	8.4	56.0
Other Financial Assets	4.1	0.9	0.9	Others		-	2.0
Other Non – Current assets	48.8	37.9	1.2	Deferred Tax Liabilities (Net)	48.9	30.9	105.8
Total Current Assets	294.4	229.0	267.2	Other Non –Current Liabilities		-	-
Inventories	22.0	30.2	21.2	Provisions		-	-
Investments	56.4	12.8	8.5	Total Current Liabilities	62.8	65.5	72.9
Trade Receivables	127.4	107.3	140.5	Borrowings	17.1	32.4	5.4
Cash & Cash Equivalents	7.5	14.7	3.0	Trade Payables	35.8	26.8	34.6
Bank Balance other then above	19.9	26.1	33.7	Other Financial Liabilities	3.9	2.2	30.4
Loans	-	0.0	0.0	Current tax liabilities (Net)		-	-
Other Financial Assets	9.6	15.1	6.4	Provisions		-	-
Other current asset	51.3	22.2	53.7	Other Current Liabilities	6.1	4.1	2.3
TOTAL ASSETS	1,212.2	1,131.5	1,200.2	TOTAL EQUITY & LIABILITIES	1,212.2	1,131.5	1,200.2



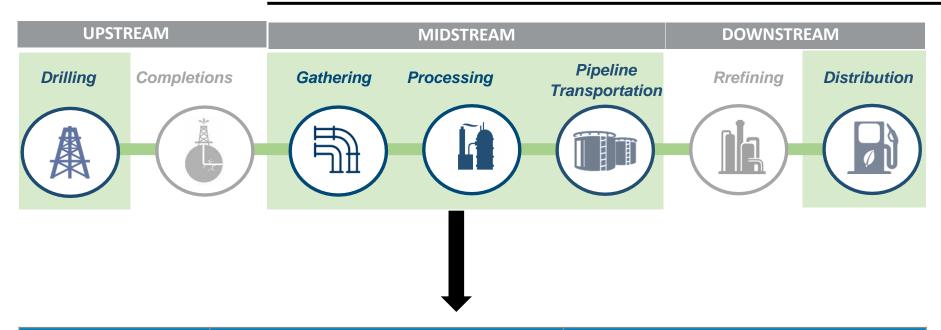
# Annexures

# **Three Decades of Expertise**

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



### **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 696 Mn*

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



### **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)".



### 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 ~75%

**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	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.
Lift	Industrial application : Energy Producers
Gas Based	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.
Power Plants	Industrial Application : Chemicals, Fertilizer & Ceramics industry & Energy Production



### 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  $\sim 4.35$  MMSCMD .Well poised to tap potential dehydration demand which is expected to be  $\sim 10$  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	
Governments 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	<ul> <li>Effective bespoke solutions</li> <li>Competitive price advantage over MNCs</li> </ul>
Improved Synergies	<ul> <li>Enhanced operational efficiency for clients</li> <li>Improved synergies across the process due to seamless flow of services</li> </ul>
Strategic Positioning	<ul> <li>Strong positioning due to technical skill set.</li> <li>One stop solution for end to end services</li> </ul>



### **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.

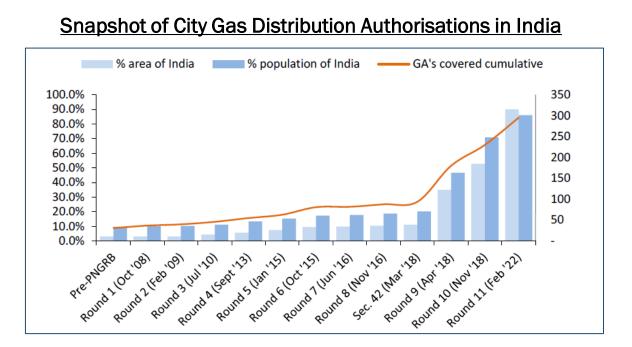
#### Manufacturing Facility

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

#### <u>CNG Booster Compressors are critical to huge expansion of City Gas Distribution (CGD) Network undertaken by Petroleum &</u> <u>Natural Gas Regulatory Board (PNGRB)</u>



### **Catering to Strong Growth Segment**



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

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.



### **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

Deep Industries Limited CIN: L14292GJ2006PLC049371 Ms Roshni Shah – Company Secretory cs@deepindustries.com Go India Advisors CIN: AAH-6471 Surabhi Sutaria <u>surabhi@goindiaadvisors.com</u>