

**DEEP
Industries
Limited**

**Oil & Gas Exploration
Production & Services**

05th December, 2016

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

Company Code : 532760

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

Company Code : DEEPIND

Dear Sir/Madam,

Sub.: Investors/ Analysts Presentation – December, 2016.

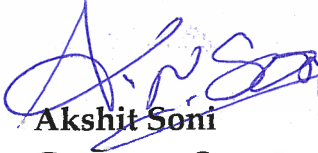
With Reference to regulation 30 of SEBI (LODR) Regulation, 2015, please find herewith attached presentation made for December-2016.

Please take note of the same.

Thanking You.

Yours faithfully,

For, DEEP INDUSTRIES LIMITED

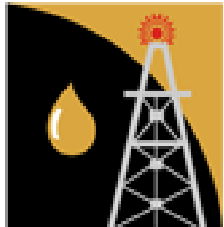

Akshit Soni
Company Secretary



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CIN : L63090GJ1991PLC014833





DEEP Industries Limited

Investor Presentation December 2016

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Q2/H1 FY17 Financial Snapshot



Profit & Loss



Rs. Cr	Q2FY17	Q2FY16	YoY	H1FY17	H1FY16	YoY	Consolidated FY16
Revenue	68	34	97.1%	132	61	114%	169
Direct Expenses	18	9		38	16		40
Employee Expenses	5	4		10	7		14
Other Expenses	4	3		7	4		18
EBITDA	41	19	117%	77	34	124%	97
<i>EBITDA Margin</i>	60.2%	54.8%	+540bps	58.6%	56.1%	+250bps	57.40%
Other Income	0	0		0	1		1
Depreciation	8	4		15	7		21
EBIT	33	16	112%	63	28	124%	77
<i>EBIT Margin</i>	49.0%	45.5%		47.9%	45.9%	+200bps	45.56%
Finance costs	6	4		13	6		15
PBT	27	12	127%	50	22	129%	62
Tax	10	4		17	7		21
PAT	17	8	109%	33	15	124%	41
<i>PAT Margin</i>	24.8%	23.4%		25.1%	23.9%		24.26%

Consolidated Historical Profit & Loss

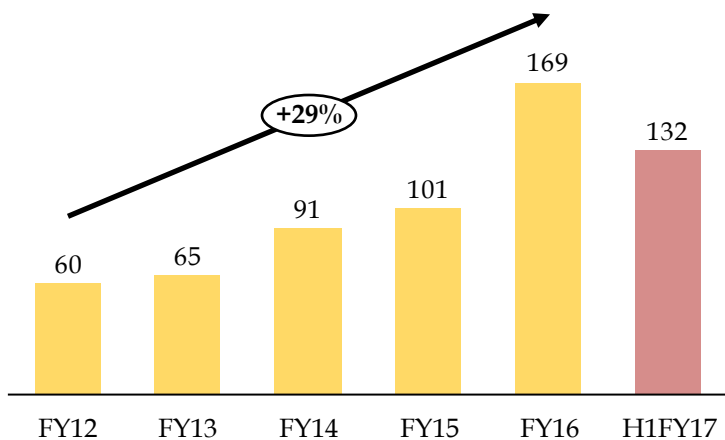


Rs. Cr	FY12	FY13	FY14	FY15	FY16
Revenue	60	65	91	101	169
Direct Expenses	20	16	22	24	40
Employee Expenses	7	7	9	13	14
Other Expenses	5	6	7	9	18
EBITDA	29	36	53	55	96
<i>EBITDA Margin</i>	48.3%	55.4%	58.2%	54.4%	56.9%
Other Income	1	2	1	1	1
Depreciation	7	10	12	12	20
EBIT	23	28	42	44	77
<i>EBIT Margin</i>	38.3%	43.1%	46.2%	43.6%	45.6%
Finance costs	4	7	9	11	15
PBT	18	21	33	33	62
Tax	6	9	13	12	21
PAT	12	12	20	21	41
<i>PAT Margin</i>	20%	18.5%	22%	21.0%	24.2%

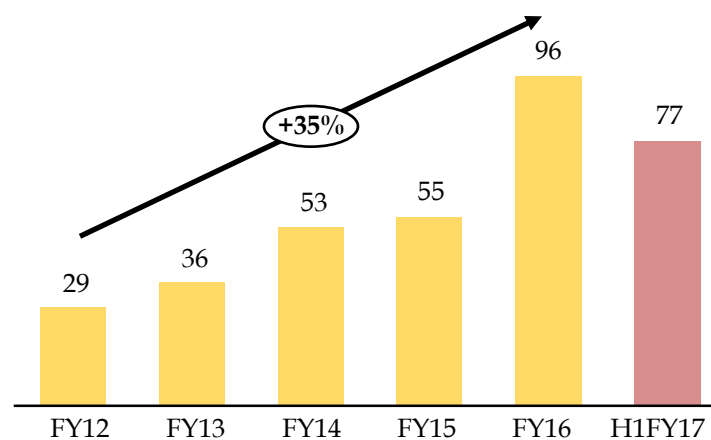
Consolidated-Growth over the Years



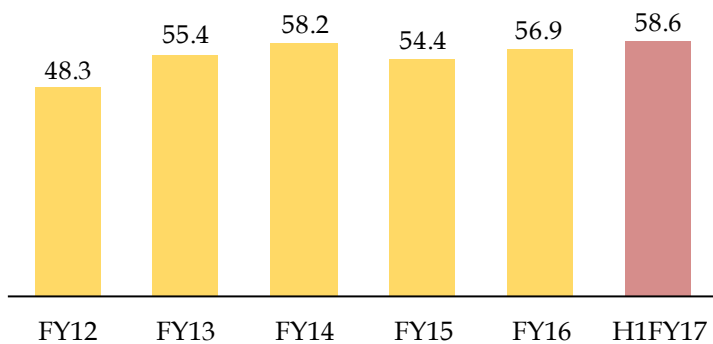
Revenue (Rs Crs)



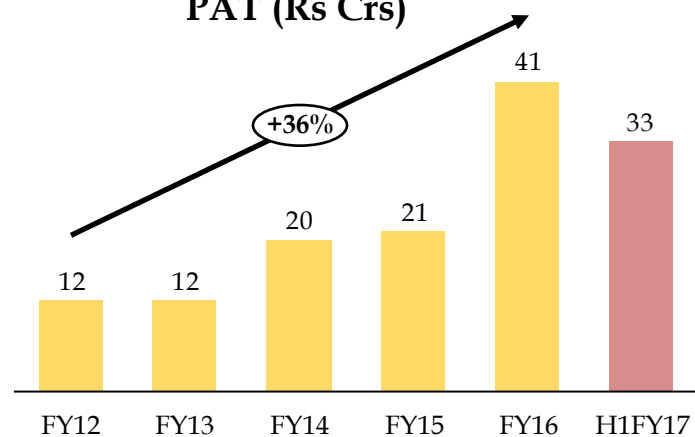
EBITDA (Rs Crs)



EBITDA Margin (%)



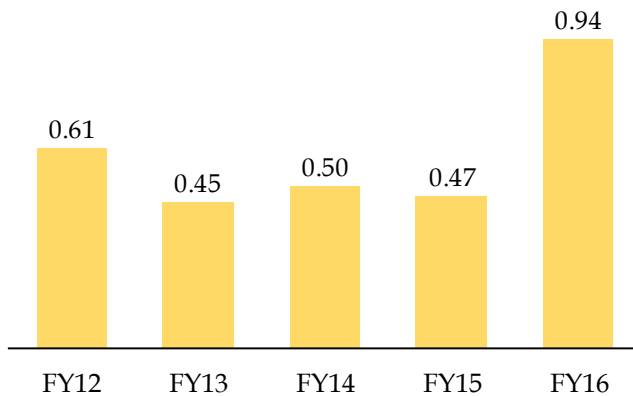
PAT (Rs Crs)



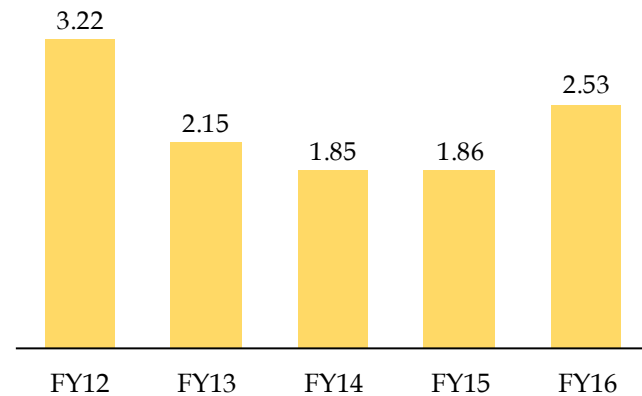
Strong Balance Sheet



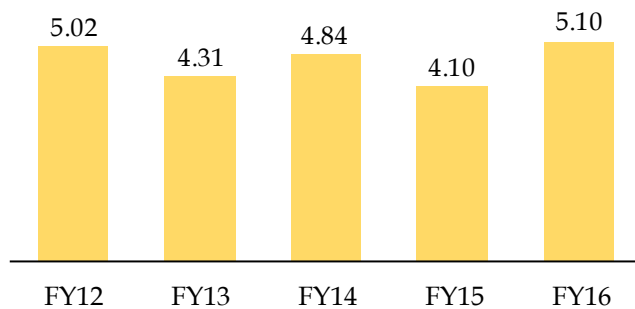
Net Debt/Equity



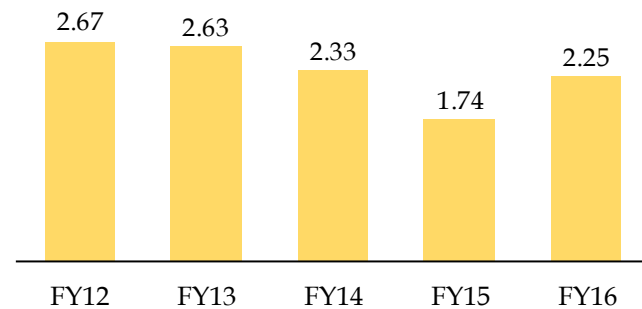
Net Debt/EBITDA

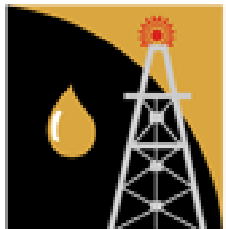


Interest Coverage Ratio



Debt Service Coverage Ratio





About Us



Deep Industries



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

- » Diversified Oil & Gas company with presence in Oil Field Services and Exploration & Production
- » More than 2 decades of experience in Oil & Gas Services with large clients in Public and Private space
- » Long term association with US based Equipment 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
- » Care A-/Crisil A- and Care A2+/Crisil A2+ rated for Long term & Short term bank loans

Management Team



Paras Savla
Chairman & MD

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



Rupesh Savla
Managing Director

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



Dharen Savla
Executive Director

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



Premsingh Sawhney
ED & CEO for E&P

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



Rohan Shah
CFO

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

Well Diversified Portfolio



Gas Compression

01

One of First Companies in India to provide high pressure Natural Gas Compression Services

Workover & Drilling Rigs

02

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

Gas Dehydration

03

One of the First Companies in India to provide Natural Gas Dehydration Services.

Exploration & Production

04

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

Service Business



Service Business



Customized Solution Provider in Oil & Gas Value Chain



Gas Compression

Workover & Drilling Rigs

Gas Dehydration

01

Customised End to End solutions on turnkey basis
Equipment + Installation + O&M

End use/Application

Gas Gathering Stations, Gas Lift, Gas Power Plants, National Grids and LNG Terminals

02

Solution provider for Drilling and Workover jobs

End use/Application

Oil Producers

03

First Mover in Onshore Gas Dehydration Business

End use/Application

Onshore Exploration Companies

Gas Compression Division



Leadership in Gas Compression Business...



Pioneer

We are one of the first Companies in India to provide Natural Gas Compression Services

High Revenue 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

Capacity

59 Gas compression packages ranging from 180HP to 1,680HP
Compression capability of more than 5.00 MMSCMD of natural gas.

...Barriers to Sustainable Growth



Technical Expertise

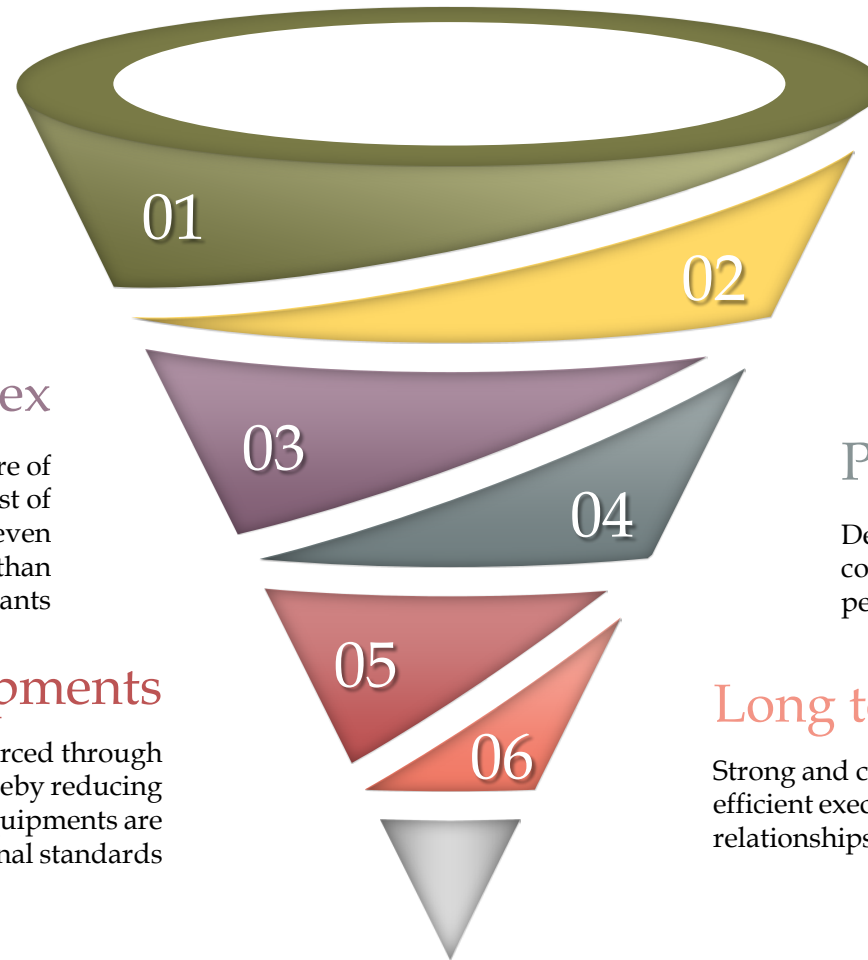
Skilled engineers are required to install, mobilize and operate equipments

Capex

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

High Quality Equipments

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



Customization

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

Penalties

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

Long term Relationships

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

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



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.

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.

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

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.

Gas Based Power Plant

Rigs Division



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



Assets & Capacities

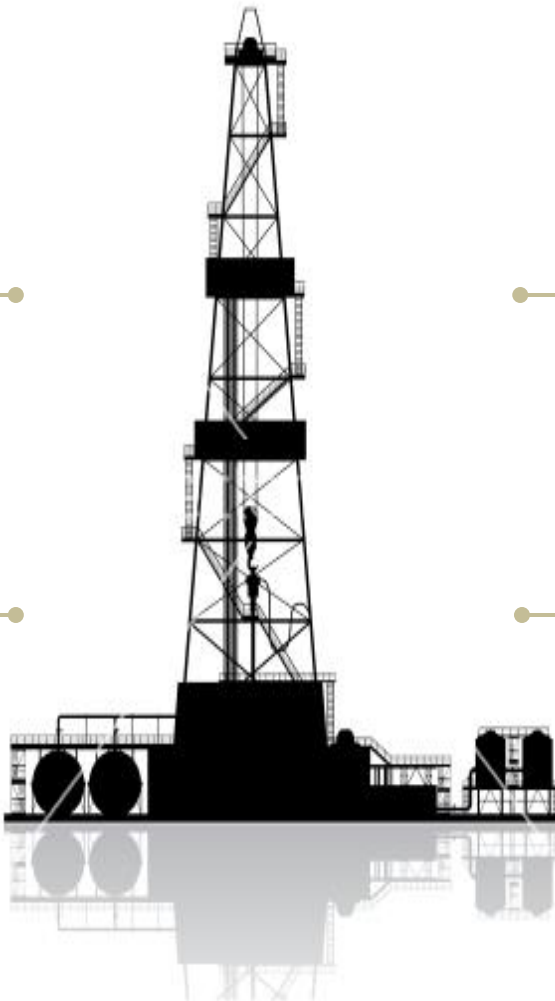
- Owns & Operates 9 Workover Rigs with capacity ranging from 30T to 100T, 2 Drilling Rig with capacity of 1000Hp & 1 coring rig.

Clients

- Successfully served long term contracts with Companies with PSUs since last decade.

Capabilities

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



Expertise

- Provides solutions related to Exploration & Production of hydrocarbons

Focus

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

Gas Dehydration Division



Leveraging Technical Capabilities to Grab Opportunities



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

This necessitated Gas Producers to get 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 to provide Gas Dehydration on chartered hire basis.

We have 3 contracts for 11 locations in the states of Andhra Pradesh & Tripura for 3.2 MMSCMD



Exploration & Production



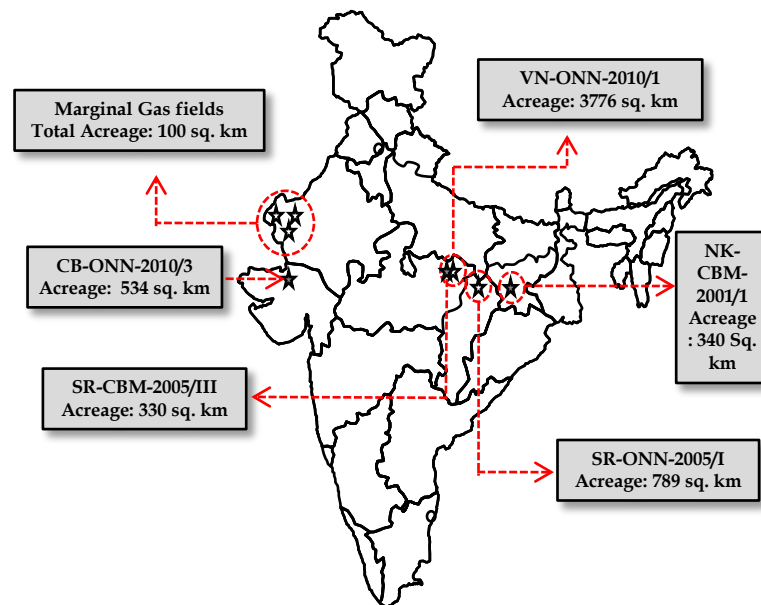
Exploration & Production Portfolio



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

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



Total Acreage holding:

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



Business Potential



Growing Market Potential



Gas Compression

In 2015, India natural gas compression services market was valued at USD88.51 million and this is projected to reach USD139.29 million by 2021



Gas Dehydration

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



Workover & Drilling Rigs

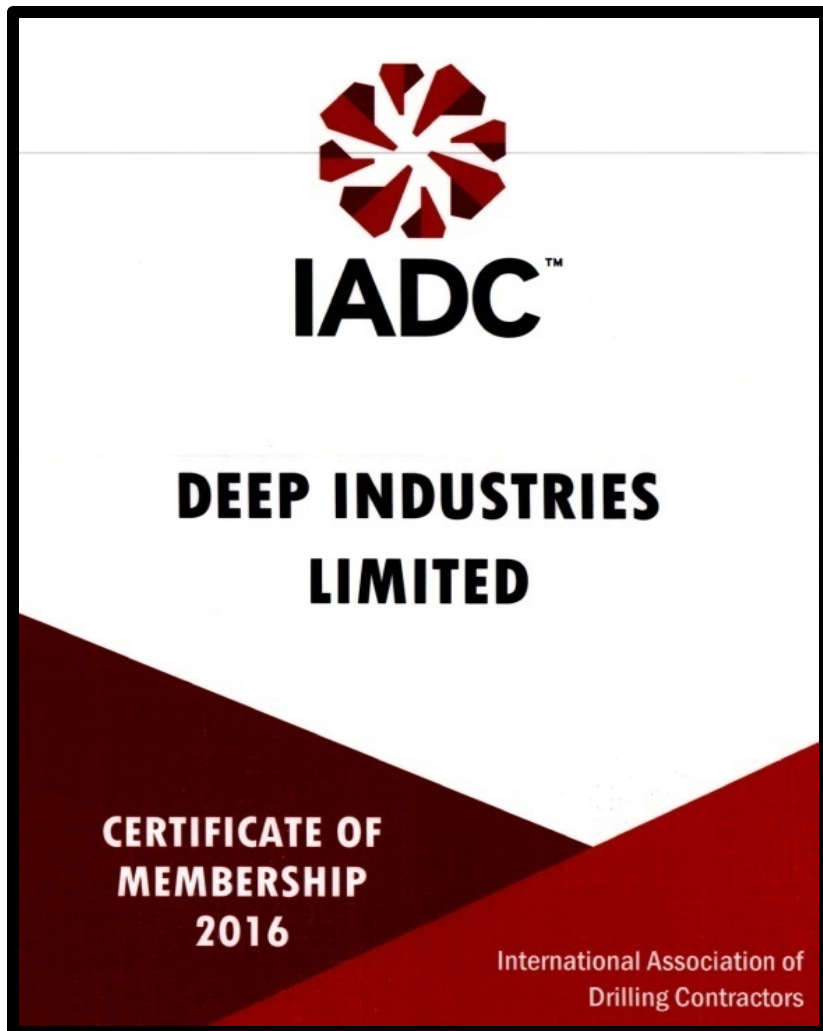
There lies a opportunity in onshore rigs business with few players in the market
The Company has been aggressively growing its Rigs business



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 expectations gas production will start in the next 2 years.

Certificates....





For further information, please contact:

Company :

Deep Industries Ltd

CIN: L63090GJ1991PLC014833

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Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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