

South West Pinnacle

ISO 9001 : 2015 Certified Company

South West Pinnacle Exploration Limited

(formerly known as South West Pinnacle Exploration Pvt. Ltd.)

CIN No.: L13203HR2006PLC049480

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Date: May 23, 2022

To,
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor
Bandra-Kurla Complex
Bandra (East), Mumbai 400051

Symbol: SOUTHWEST

Subject: Updated Investor's Presentation

Dear Sir/Madam,

Please find enclosed herewith copy of the Investor's presentation with Q4 and annual results as on 31.03.2022 besides adding some clarification on our proposed capex on coal block in one of the slides as sought by some of our shareholders/ investors during the course of our discussion recently.

You are requested to take the same on your records.

Thanking You

For SOUTH WEST PINNACLE EXPLORATION LIMITED

Vaishali
Vaishali

Company Secretary & Compliance Officer

Enclosure: a/a





Investor's Presentation
May 2022



Safe Harbor

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Integrated Service Provider providing end-to-end Drilling & exploration of Natural resources (Coal, Ferrous, Non-Ferrous & Atomic Minerals and Conventional & Un-conventional Oil & Gas)

Successfully Completed more than 100 projects during 15 years journey since inception for all leading Government & Private Organizations

The Company currently **owns 36 Top drive Hydro static Drillings Rigs** with state-of-the-art technology with capacities to drill up to a depth of **2,500 meters in all domains**

The Company possesses 3 number of 2D/3D Digital Seismic Recording systems having 8500 channels, supported with 6 Vibrosis to carry out Land Seismic surveys for Coal, Oil & Gas

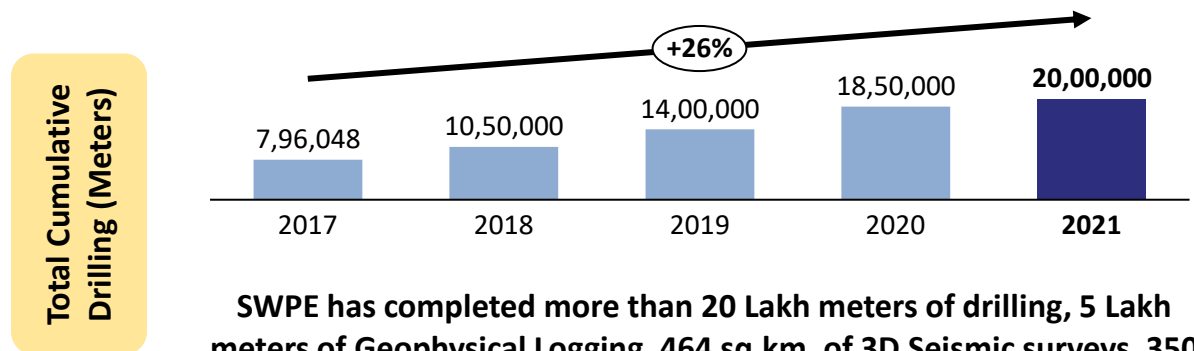
The company also owns, 3 numbers of latest generation Geophysical logging units, DGPS & total stations for land survey and softwares for processing and interpretation of Geological and geophysical datas

SWPE has a well-experienced team of dedicated professionals to look after key areas of business and the capability of successful project deliveries

SWPE presently has **18** running projects in varied geographical locations across India

SERVICES OFFERED

Oil & Gas Exploration Using Passive Seismic Tomography	Aquifer Mapping Services	Coal & Mineral Exploration Services	Geological & Geophysical Services
RC Drilling Services	2D/3D SEISMIC For Coal Exploration Services	2D/3D SEISMIC For Oil & Gas Exploration Services	CBM Exploration Services



SWPE has completed more than 20 Lakh meters of drilling, 5 Lakh meters of Geophysical Logging, 464 sq.km. of 3D Seismic surveys, 350 LKM of 2D seismic Survey for exploration of Coal, Mineral, Oil and Gas

2006-2009

- Incorporation of the company
- Commencement of Drilling Operations for Core Drilling
- Kicked off company's 1st CBM Exploration project
- Entered into a niche area of LDC (Large Diameter Core Drilling - 8 inches core) for Diamond Exploration

2010-2012

- Commenced integrated exploration project including Geology, Geophysics, Geological report along with Drilling
- Commencement of Overseas Drilling in Oman
- Entered into Reverse Circulation (RC) Drilling, a niche field of drilling

2013-2015

- Entered in unconventional Oil & Gas Sector including CBM Production Drilling
- Successfully completed 50 Exploratory Projects in India
- Successfully submitted 1st detailed Geological Report for Coal Exploration

2016-2019

- Entered into Aquifer Mapping
- Successfully completed the IPO by Listing on NSE 'EMERGE' Platform in 2018
- **Entered into a JV in Oman and bought 35% Equity stake in Alara Resources LLC**
- Migration of company from NSE EMERGE Platform to Main board of NSE in 2019
- Entered into 3D seismic Data Acquisition for Oil & Gas & minerals
- Became first company to be awarded integrated project for seismic and exploration for coal by CMPDI

2020-2022 till date

- Entered into oil & gas exploration using PST (Passive Seismic tomography) technology
- **Awarded 11-year Copper Mining Contract valuing over USD 125 Million through JV in Oman**
- **Awarded coal block in Jharkhand, spread in 2.66 Sq. Km. having a geological reserve of 84 Million Tons**
- **100 Operations Completed**



Our Strength



Presence Across Various
Domains Of Drilling &
Exploration



Experienced Management Team



Capability of Successful
Projects Deliveries



Client Retention



Qualification Credentials



Robust Order Book

COAL & MINERAL DRILLING SERVICES

SWPE offers Core Drilling, Large Diameter Core Drilling and non-core drilling through RC (Reverse Circulation), DTH (Down –the-Hole) & Mud Rotary technologies.

SWPE has completed more than 20 Lac Meters of drilling through all above mentioned technologies till date.

2D/3D SEISMIC EXPLORATION

SWPE has the knowledge and ability to handle any challenges involved with Land 2D/3D seismic exploration, Coal ,Oil & Gas

We supply seismic solutions including

- 2D/3D LAND SEISMIC DATA ACQUISITION
- 2D/3D LAND SEISMIC DATA PROCESSING

GEOLOGICAL & GEOPHYSICAL SERVICES

SWPE has a strong Geological & Geophysical Services Division with a team of 15 experienced Geoscientists

Capable of providing on-site integrated exploration services, both for coal and other mineral resources like – Limestone, Atomic Minerals, etc.

MINING SERVICES

We are equipped to provide Mining Services for Coal including OB, Ferrous and Non-ferrous minerals

SWPE has already commenced Copper/Gold Mining Services through JV in Oman

CBM EXPLORATION SERVICES

Leading CBM exploratory drilling service provider in the country, having provided services to some of the prominent customers like – Reliance Industries, Oil India, Dart Energy

Completed more than 60 CBM core wells to date - the highest in the country. SWPE has a fleet of 2 CBM Exploratory Drill Rigs that are capable of drilling up to 2000 m depth

CBM PRODUCTION SERVICES

SWPE has accomplished the feat of having drilled 184 nos. of CBM Production wells up to 1,200m depths, for its customer – Reliance Industries

SWPE has 2 nos. Of CBM Production Drilling Rigs that are capable of drilling up to 1500 m depths

GEOHERMAL AND SHALE GAS EXPLORATION

SWPE is the leading company to drill 4 numbers of wells each for Shale Gas & Geothermal Exploration respectively

Development of Geothermal Energy is present day focus area for our Government

AQUIFER MAPPING

SWPE envisions to identify & map aquifers across the country, to quantify the available groundwater resources, and to propose plans appropriate to the scale of demand and aquifer characteristics

We are equipped with multiple disciplines and scientific approaches, including remote sensing, hydrogeology, geophysics, hydrochemistry, drilling, groundwater modelling, and management for providing time bound & cost effective services for completion of Aquifer mapping studies

Marquee Clients



Various Projects Handled



CBM Production Drilling at Sohagpur, MP for Reliance Industries



CBM Production Drilling for Reliance Industries – completion of 100 wells



CBM Exploratory Drilling at Satpura, MP for Dart Energy



Large Diameter Kimberlite core (8") for Rio Tinto at Bunder, MP – Drilled by BLY LF230 upto a depth of 352 Meters. Largest coring done in India till date



Iron and Manganese ore



Detailed Exploration for Coal at Raham Coal Block for CMPDI



Core drilling for Chromite for Tata Steel Limited



3D Seismic Project of OIL India Limited in Bikaner Rajasthan

1. Drilling and Exploration of Coal

- Significant scope for drilling and exploration as India has a large number of unexplored new mines of coal, iron or and bauxite and considerable opportunities exists for future discoveries of sub-surface deposits
- With the availability of such a large coal reserve in India and Governments' thrust to enhance its' production, there is a vast scope of drilling & exploration in the coal sector



2. Drilling and Exploration of Non-coal Minerals

- Over 500 non-coal mineral blocks, partially or minimally explored under current leases, are now up for grabs now through competitive bidding
- Reallocation of several non-producing blocks of the state-run companies, is a move that is giving a lot of enthuse to the private players as many of these blocks have abundant proven resources
- This way, the employment-intensive, but highly under-invested sector, is getting fillip to do away with end-use restrictions, and those with captive leases are allowed to sell the minerals in the open market as per the new provisions

3. Oil & Gas Exploration

- The Government has adopted several policies to fulfill the increasing oil demand. It has allowed 100% FDI in many segments of the sector, including natural gas, petroleum products, and refineries. Today, it attracts both domestic and foreign investment as attested by the presence of Reliance Industries Ltd (RIL) and Cairn India
- To reduce our country's dependence on imports, the OLAP pronounced by the Government is reaping results. The Government has recently launched the OLAP Bid for International Competitive Bidding. A total of 21 Blocks are on the offer
- Such a scenario of oil and gas in India throws open lots of opportunities for exploration in the sector

4. Unconventional Sources of Energy

- India has many unconventional sources of energy and most of them are highly unexplored giving us many opportunities in this area.
- These unconventional sources of energy mainly include
 - Geothermal Power
 - Shale Gas
 - Coal bed Methane (CBM)



5. Exploration & Mining Opportunities In Oman & Middle East

- As the Oman Government looks to diversify and move away from dependence on oil revenue and to create jobs for Omani nationals, growth is anticipated in the mining sector following the discovery of significant reserves of minerals including gold and copper
- The Company has accordingly entered into a joint venture agreement with a well-known Australian Exploration and Mining company Alara in Oman and started operations in 2018 through this JV Company

6. Infrastructure Projects

- Infrastructure sector is a key driver for the Indian economy. With the Government's impetus to create infrastructure, the demand for steel and cement is bound to increase, which will help in creating opportunities for exploration and mining



7. Coal Block for Commercial Mining

- Government of India has recently made an announcement regarding the opening up of coal blocks for commercial coal mining by private payers
- Being natural extension to what we had been doing, participated and won such coal block namely Jogeshwar and Khas Jogeshwari located in the state of Jharkhand through forward auction for the said Coal block
- The process of mine development is underway. We strongly believe that this has great potential and throws open immense opportunity for growth of the Company

8. Aquifer Mapping & Hydro Geological Services

- The importance of groundwater for national development has deemed it necessary to be more specific, and hence “groundwater management” has become “aquifer management”. CGWB has taken up National Project on Aquifer Management to formulate a sustainable aquifer management plan
- CGWB has accordingly, launched the aquifer mapping projects on PAN India basis. Our company was also the beneficiary of such projects. We expect to get some more projects in the times ahead. A recent initiative of our Government 'Nal se Jal' in all rural India also throwing open some new opportunities



SWPEL has entered into **JV Agreement with Alara Resources**, a well known Australian exploration and mining company in 2018

JV has been awarded an
11 year
copper mining contract

Started Mining operations
in
February 2022

\$125 mn.
Contract Value over 11
years

Rationale



Oman is the second largest country after Saudi Arabia in the Gulf Cooperation Council region with huge resources of copper, Gold, Silver, Chromite, Lead, Nickel Manganese, and Zinc. These reserves are highly undeveloped due to preference for oil sector growth



In 2014 Omani Government has decided to diversify and move away from dependence on oil reserves and has created public authority under the Ministry of Commerce and Industry named Mining Development Oman (MDO) to regulate and expand the mining activities and to strengthen the private sector involvement and investment in the sector



The move is also to generate employment opportunities for Omani nationals



Mr. Vikas Jain CMD, SWPE (Standing 4th from right) along with Alara Resources LLC team at the commencement of Copper Mining Operations in Oman.

SWPEL has recently been **awarded a commercial coal block** for commercial coal mining in the state of Jharkhand

Total Geological block area - **2.66 Sq. Km.**

Est. Geo reserves **84 MT**

Grade of the coal Block: **W-IV**

Process for clearances and Mine development activities has commenced

Planned to start coal production within next **30 months**

GOVT. IMPETUS ON COAL PRODUCTION



The Government of India has recently allowed commercial coal mining by private players to cater to the ever-increasing coal demand of the country



Private players now are free to sell coal in the open market after winning the coal block by going through the auction process



The Government is putting more & more coal blocks for auction regularly for faster development of mines by private players to accelerate coal production



The Government of India has targeted to accelerate the pace of coal production so as to reach 1 billion ton level by 2024



Ministry of Coal has reengineered and simplified the Mining plan preparation and approval process and is facilitating the private players by providing single window clearance besides other industry-friendly measures to attract investment in this sector



Our present decision to enter into the coal mining is considering the above industry-friendly decisions taken by the Government

Coal as a Energy Source

India has estimated geological coal reserves of **344 Billion Tons**

Total coal production in India at present is around **729 Million Tons per Annum**

Coal continues to be the biggest energy source with more than 70% of power generation is from coal-based plants at present

Coal is a preferred source of energy due to its' abundant availability and affordability

By 2029-30 the total installed capacity of power generation is estimated to be more than double

Besides, power generation, Coal supports many non-power industries as well viz. Cement, Fertilizer, Sponge Iron, Aluminium and host of other industries in organized and unorganised sector

Present Market Scenario of Coal

01

There is a worldwide gap in demand and supply of coal at present, affecting the power generation by thermal plants

02

Even China is facing severe power problems due to a shortage of coal making **coal prices are skyrocket**

03

The government of India is also putting all-out efforts to enhance the coal supplies and is carrying out various policy changes for the same

04

The government of India has now targeted to enhance the coal production by 25% to 30% in three years

05

To accelerate the coal production, the Ministry of coal has also set up a committee to review/benchmark the timelines in the execution of coal Mining projects including tendering process



Mr. Vikas Jain

Promoter, MD & Chairman

- Aged 46, he is the guiding force behind the strategic decisions backed by industry experienced professionals to run the business
- More than 15 year of experience in exploration and Mining sector
- Looks after business development, finance, formulation of overall strategy for growth, future prospects and client relationships besides administrative affairs
- He has completed Masters in Business and Administration from Johnson & Wales University, USA



Mr. Piyush Jain

Co-Promoter & Joint Managing Director

- Aged 39, he has more than 12 years of experience in the exploration and mining sector
- He shoulders operational responsibilities, procurement, HSE, and Business Development of the Company
- He has completed Masters in Management & Entrepreneurship from Nottingham Trent University, UK

Experienced Board Members

Mr. Roger James Lord Director

- Aged 73 years is the Director of the Company since 2010.
- Started his career in Drilling Industry in Australia and has rich experience of over 40 years.
- Associated with the Company since inception.
- Registered NSW Driller issued with Class License 6, by Water Regulation Officer, Australia

Mr. Rajendra Prasad Ritolia Independent Director

- Aged 72 years, he has done his Post graduation in Mining from Leoben, Austria (under UNO scholarship) and a post-graduation diploma in Management from AIMA
- He was Chairman-cum-Managing Director of Central Coalfields Ltd, Ranchi, and advisor(Coal) to Managing Director, Tata Steel Ltd.
- He is the recipient of several awards like Dewan Bahadur DD Thacker Gold Medal Award for outstanding contribution to Coal Mining Industry by MGMI, Indira Gandhi Memorial National Award 2007 for Best PSU Chief Executive, Award of Excellence by Indian Mine Managers' Association & Lifetime Achievement Award by National Institute of Personnel Management.

Mr. Jitendra Kumar Mishra Independent Director

- Aged 50 years, he is a qualified Chartered Accountant (CA), Certified Forensic Accounting & Fraud Detection Auditor (FAFD) & Cost & Management Accountant (CMA)
- Over 22 years of experience in various Finance & Accounts roles in MNCs namely HCL Technologies Ltd, Mascon Global Ltd, Hughes Software Systems Ltd (now Aricent Technologies & Holding Co), Hughes Communication India Ltd, Sprint RPG (India) Ltd, & DHL Couriers (Franchisee of Air Freight Ltd, - AFL)
- Has vast experience in the field of Finance, Business Restructuring, Budgeting, Business Planning, Taxation, and Risk Management.

Mrs. Sudha Maheshwari Independent Director

- Aged 40 years, she has completed her graduation and post-graduation in Economics from St. Xavier's, Mumbai & University of Warwick, U.K. respectively. She acquired an MBA in Marketing from Warwick Business School in 2009.
- She has over 12 years of experience in business strategy, marketing and communications and has worked at MNCs including Citi, Deloitte and Philip Morris International.
- A communication expert, she is the Founder & CEO at wordswork (a unit of B.R.M Management & Consultancy Pvt. Ltd) and provides marketing advisory, content and digital marketing solutions to companies .

SWPEL has a well-experienced team of dedicated professionals to look after key areas of business & respective business/division heads are ably supported by a young and energetic strong force of over **550 employees** with well-defined roles and responsibilities

Environment Protection

- The company has recently participated in a massive plantation drive organized by a social organization and got planted a sizeable number of plants in and around Gurugram

Public Health

- The company had contributed fully equipped ambulances to a hospital in Gurugram during 2nd wave of COVID
- Contributed to Sant Parmanand Hospital Delhi for free Cataract operations of underprivileged section of society

Education

- The Company supports the meritorious children of society who find it difficult to pursue higher studies and bear their education expenses

Community Development

- The company had been contributing significantly towards marriages of girls whose parents' financial background is not sound enough
- We also undertake various community development projects wherever we do our projects on a PAN India basis involving local citizens



Future Outlook



Mining our **Dream** &
Exploration an **Opportunity**
We are making
both of them a **Reality**



Full-fledged Exploration Service Company

Only full-fledged exploration service company in India having expertise, manpower, resources and equipments providing end-to-end drilling, exploration and allied services. Expect our core exploration service business to continue to grow at ~20%-25% per annum over the near to medium term
Preferred choice of exploration service contractors for marquee private clients



Niche Capabilities

Have niche capability of maneuvering our bouquet of exploration services across minerals, oil & gas, geothermal energy, 2D/3D seismic study and aquifer mapping according to the market cycle and needs.



Robust Asset Utilization

The Company has multi-purpose rigs which can be used for exploration across various applications and domains for different types of minerals. Thus, we have robust asset utilization irrespective of the industry cycle

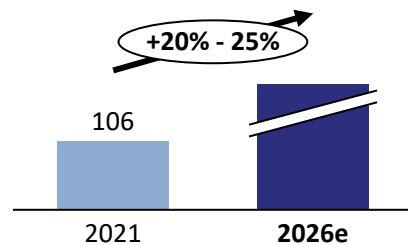


Next level of growth

With the current balance sheet strength, the company is entering into mining business to achieve next phase of growth that will lead to more than 2-3x growth over current revenues and significant margin improvement. This will require gradual capex over upcoming 5 to 7 years which will be largely financed by mix of internal accruals and modest debt

Exploration, Infrastructure & Allied Services

Expect our core exploration service business continue to grow at ~20%-25% P.A over the near to medium term



- Current order book position (Feb' 22)-Rs. 270 Crores
- Tenders participated / participating- Rs. 358 Crores

EBITDA Margins in the range of **24% - 26%**



Coal Block Acquisition

Mine development activities started. **Plans to start coal production in the next 30 months (FY 2024-25)**

Total Capex estimated is ~Rs. 400-450 crores in phases

Of the estimated Capex, the Company would require Rs. 243 crores* upto commencement of coal production towards payment to Government Agencies(upfront fee etc.) ,land acquisition, equipments and other infra development. This is proposed to be funded through debt, internal accruals ,receipts against Off take agreements and/or any other mode of funding as per the market scenario at the time of fund raising.

Post that all capex would be funded through internal accruals from coal business only

Revenues to kick in from FY2025. Expect **~Rs. 700 – 800 crores** of revenue in from FY25-FY27

EBITDA Margins in the range of **40% - 42%**



Operations in Oman

Awarded an **11 year** copper mining contract of **USD 125 mn.**

(~Rs. 938 crores)

Planned to start the operations there in **February 2022**

Propionate revenue share shall start following from FY 2021-22

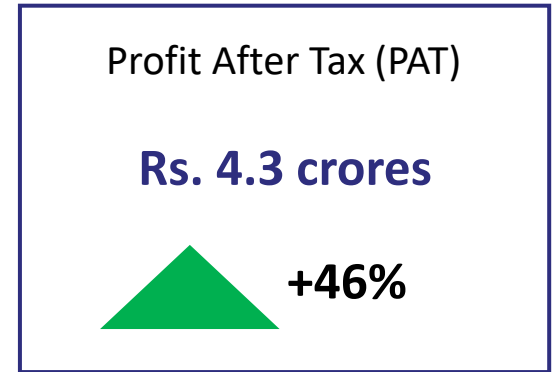
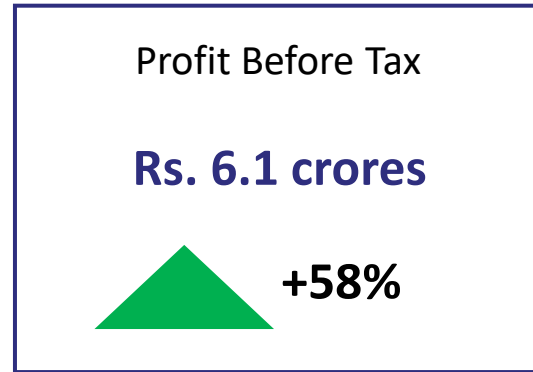
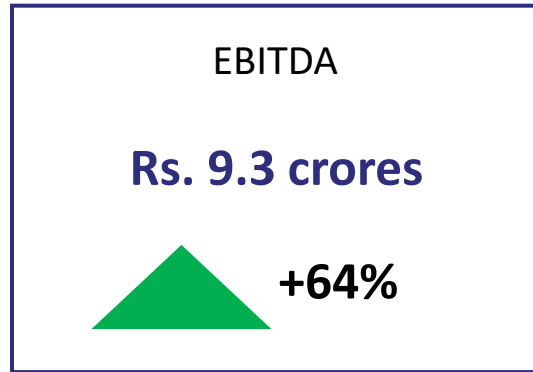
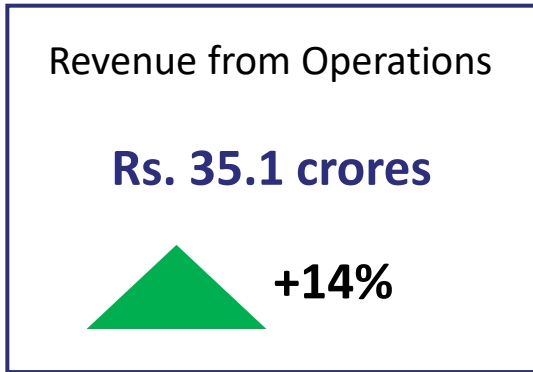
Net Margin in the range of **5% - 6%** with assured yearly profit of **Rs. 2-3 crores**

*Out of 243 crores, Rs. 72 crores approx. payable as upfront fee shall be adjustable against future payments to Governments by way of Royalty & Revenue share, thus leaving effective capex of **Rs. 171** crores only.



Financial Highlights

Q4 FY22 Consolidated Financial Highlights



Margin Profile

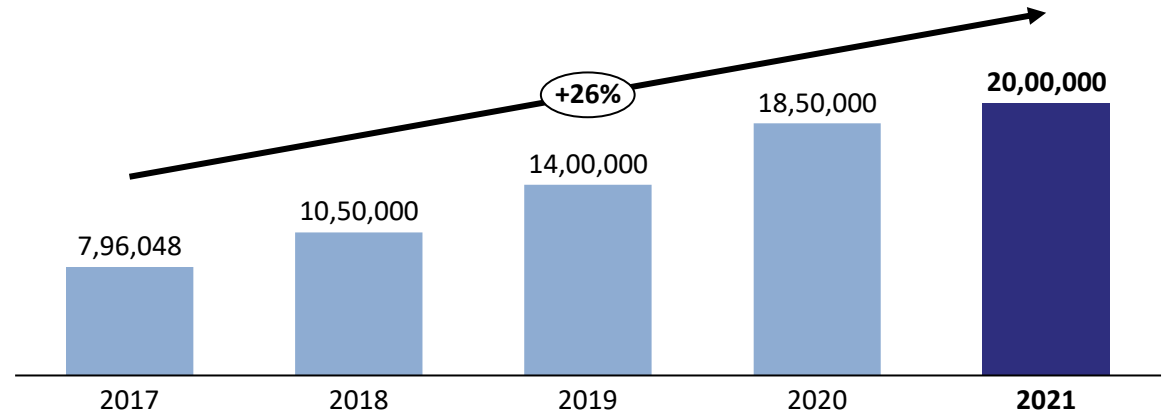
EBITDA Margins

26.5%

PAT Margins

12.4%

Drilling (Meters)



Comparison on a Q-o-Q basis

Consolidated Statement of Profit & Loss

Particulars (in Rs. Crore)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Total Revenue	35.1	34.9	1%	30.9	14%	117.9	103.6	14%
Cost of Materials Consumed	5.1	6.8		5.7		20.9	16.9	
Other Operating Expense	14.3	16.5		14.3		48.9	42.7	
Employee Cost	4.9	5.4		4.3		18.5	17.0	
Other Expenses	1.5	1.0		1.0		4.7	3.4	
EBITDA	9.3	5.1	81%	5.7	64%	24.9	23.5	6%
EBITDA Margin	26.5%	14.7%		18.3%		21.2%	22.7%	
Other Income	0.3	1.6		1.2		2.8	2.9	
Depreciation	2.1	2.0		1.7		7.5	7.8	
EBIT	7.4	4.8	54%	5.1	46%	20.2	18.6	9%
Finance Cost	1.4	1.5		1.2		4.9	5.3	
Share of Profit from JVs	0.1	-0.3		-0.1		-0.2	0.2	
Profit before Tax	6.1	3.1	96%	3.9	58%	15.1	13.4	13%
Tax	1.8	0.9		0.9		4.2	3.2	
PAT	4.3	2.2	98%	3.0	46%	10.9	10.2	6%
PAT Margin	12.4%	6.3%		9.6%		9.2%	9.9%	
EPS (in Rs.)	1.56	0.79		1.07		3.91	3.66	

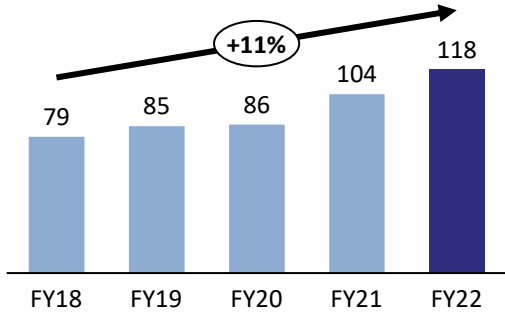
Consolidated Balance Sheet Statement

ASSETS (Rs. Crs.)	Mar-22	Mar-21
NON-CURRENT ASSETS		
Property, Plant and Equipment	50.2	56.6
Investment Property	3.8	4.2
Right-of-use assets	2.2	1.6
Goodwill	0.1	0.1
Intangible assets under development	4.3	-
Financial Assets		
Investments	2.4	2.8
Other Financial Asset	5.4	3.8
Other Non-current asset	3.0	0.1
Total Non Current Assets	71.5	69.2
CURRENT ASSETS		
Inventories	35.1	32.4
Financial Assets		
Trade receivables	66.7	61.5
Cash and cash equivalents	3.0	0.5
Bank balances other than above	4.7	6.2
Loans	-	0.0
Other Financial Asset	1.9	1.0
Current Tax Assets (Net)	-	0.0
Other Current assets	6.4	7.6
Total Current Assets	117.7	109.4
Total Assets	189.2	178.6

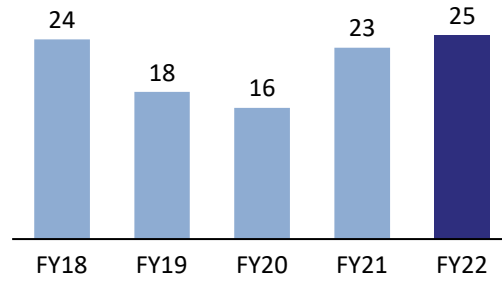
EQUITY AND LIABILITIES (Rs. Crs.)	Mar-22	Mar-21
EQUITY		
Equity Share capital	27.9	27.9
Other Equity	77.0	66.3
Total Equity	104.9	94.2
LIABILITIES		
Non-current liabilities		
Borrowings	13.4	8.9
Lease Liability	2.1	1.6
Other Financial Liabilities	0.04	0
Provisions	0.39	0.4
Deferred Tax liabilities (net)	4.27	4.2
Other Non-Current liabilities	0.23	0.2
Total Non Current Liabilities	20.5	15.4
Current Liabilities		
Borrowings	35.4	37.9
Trade payables		
a. Total outstanding dues to MSME	3.01	-
b. Total outstanding dues to creditors other than MSME	16.64	24.2
Lease Liability	0.14	0.3
Other Financial Liabilities	5.46	4
Provisions	1.01	0.9
Current Tax Liabilities (Net)	1.56	1
Other current liabilities	0.67	0.8
Total Current Liabilities	63.84	69
Total Equity & Liabilities	189.2	178.6

Historical Consolidated Performance Highlights

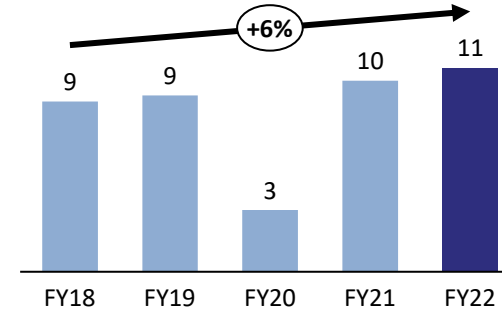
Revenue (Rs. Crs.)



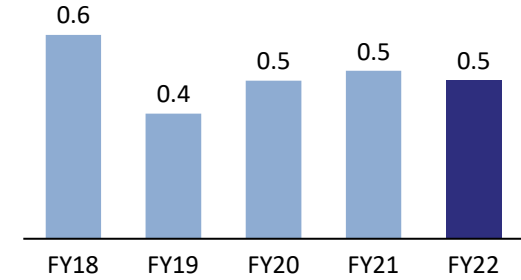
EBITDA (Rs. Crs.)



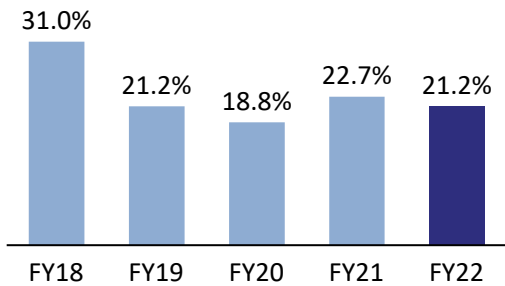
PAT (Rs. Crs.)



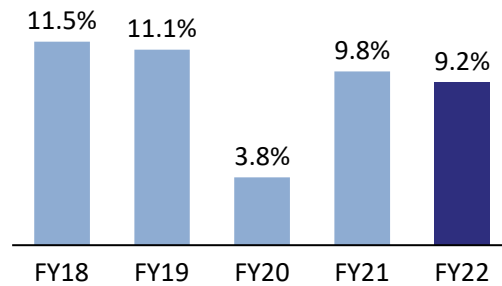
Debt to Equity



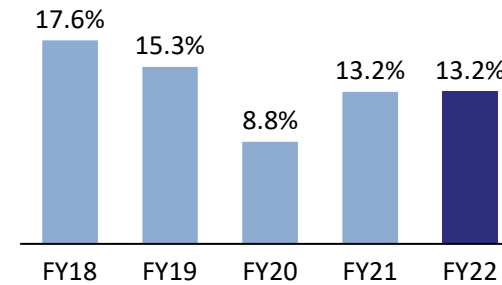
EBITDA Margin (%)



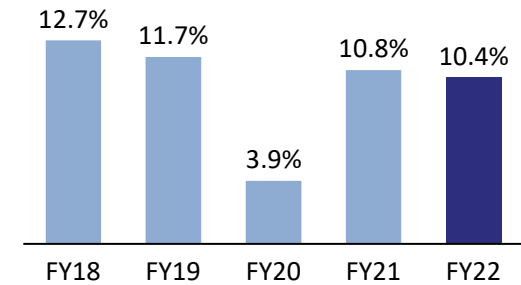
PAT Margin (%)




RoCE (%)



RoE (%)





South West Pinnacle

THANK YOU

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CIN: L13203HR2006PLC049480

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