

# CREATING VALUE FOR OIL & GAS INDUSTRY

Investor Presentation – Q3 & 9M FY25



I am delighted to share that we have delivered another strong quarterly performance, underpinned by the growing demand for oilfield services. Our strategic focus on expanding our presence in the oilfield segment and offering more value-added solutions has enabled us to align with evolving customer needs and industry trends. This approach has not only allowed us to address critical gaps in the sector but also strengthened our position along the value chain.

Looking ahead, we remain confident in our growth trajectory as we enter the next financial year. With a clear focus on innovation, operational excellence, and value creation, we are well-positioned to capitalize on emerging opportunities. Our unwavering commitment to delivering superior results and enhancing shareholder value continues to drive our strategic decisions and future aspirations.



**PARAS SAVLA**

Chairman and Managing Director

- 1. Quarterly Highlights**
- 2. Industry Overview/Update**
- 3. Company Overview**
- 4. Stakeholders' Value Creation**
- 5. Way Forward**
- 6. Annexure**



## Quarterly Highlights

# Consolidated Highlights

Q3 FY25

₹ 154.8 Cr.	₹ 75.3 Cr.	₹ 61.6 Cr.	₹ 47.6 Cr.	46.1%	29.1%
Op. Revenue	EBITDA*	PBT	PAT	EBITDA Margin	PAT Margin
47.9% YoY	53.1% YoY	65.4% YoY	70.4% YoY		

9M FY25

₹ 408.9 Cr.	₹ 201.3 Cr.	₹ 162.0 Cr.	₹ 127.9 Cr.	46.2%	29.4%
Op. Revenue	EBITDA*	PBT	PAT	EBITDA Margin	PAT Margin
33.0% YoY	37.9% YoY	41.9% YoY	44.6% YoY		

## Operational Highlights

### Robust Quarterly performance

Company sustained robust margin trajectory and growth on the back of operational efficiency and strong order flow

### Recent Order Wins

- Received an award from ONGC for charter hire of 1 no of 100 MT workover drilling rig for 7 years worth ₹ 90.70 Cr
- Received an order for Integrated Drilling Services from Selan Exploration Technology Ltd. Estimated value of order is ₹ 62 Cr.

\*Includes Other Income

# Consolidated P&L: Q3 FY25

Particulars (₹ Cr)	Q3 FY25	Q3 FY24	% YoY	Q2 FY25	% QoQ
<b>Revenues</b>	<b>154.8</b>	<b>104.7</b>	<b>47.9%</b>	<b>130.6</b>	<b>18.5%</b>
Other Income	8.5	9.1	0.0%	7.1	0.0%
<b>Total Income</b>	<b>163.4</b>	<b>113.8</b>	<b>43.5%</b>	<b>137.7</b>	<b>18.6%</b>
Operating Expenses	88.1	64.7	36.9%	73.1	26.7%
<b>EBITDA</b>	<b>75.3</b>	<b>49.1</b>	<b>53.1%</b>	<b>64.6</b>	<b>16.5%</b>
<b>EBITDA Margin (%)</b>	<b>46.1%</b>	<b>43.2%</b>	<b>290 bps</b>	<b>46.9%</b>	<b>-82 bps</b>
Depreciation	10.4	9.0	0.0%	10.2	0.0%
Finance Cost	3.2	2.9	0.0%	3.1	0.0%
<b>Profit Before Exceptional Items</b>	<b>61.6</b>	<b>37.2</b>	<b>65.4%</b>	<b>51.3</b>	<b>20.1%</b>
Exceptional items (Expense) / Income	-	-	-	-	-
<b>Profit Before Tax</b>	<b>61.6</b>	<b>37.2</b>	<b>65.4%</b>	<b>51.3</b>	<b>20.1%</b>
Tax	14.0	9.3	-	9.7	-
<b>Profit After Tax</b>	<b>47.6</b>	<b>27.9</b>	<b>70.4%</b>	<b>41.5</b>	<b>14.6%</b>
<b>PAT Margin (%)</b>	<b>29.1%</b>	<b>24.5%</b>	<b>460 bps</b>	<b>30.2%</b>	<b>-102 bps</b>
Basic & Diluted EPS (INR)	<b>6.8</b>	<b>4.4</b>	<b>55.8%</b>	<b>6.0</b>	<b>13.5%</b>

\*Includes Other Income

# Consolidated P&L: 9M FY25

Particulars (₹ Cr)	9M FY25	9M FY24	% YoY
<b>Revenues</b>	<b>408.9</b>	<b>307.3</b>	<b>33.0%</b>
Other Income	26.5	24.4	0.0%
<b>Total Income</b>	<b>435.4</b>	<b>331.7</b>	<b>31.2%</b>
Operating Expenses	234.1	185.8	25.2%
<b>EBITDA</b>	<b>201.3</b>	<b>146.0</b>	<b>37.9%</b>
<b>EBITDA Margin (%)</b>	<b>46.2%</b>	<b>44.0%</b>	<b>224 bps</b>
Depreciation	30.5	27.3	0.0%
Finance Cost	8.8	5.5	0.0%
<b>Profit Before Exceptional Items</b>	<b>162.0</b>	<b>113.1</b>	<b>43.2%</b>
Exceptional items (Expense) / Income	-	1.0	-
<b>Profit Before Tax</b>	<b>162.0</b>	<b>114.1</b>	<b>41.9%</b>
Tax	34.1	25.7	-
<b>Profit After Tax</b>	<b>127.9</b>	<b>88.5</b>	<b>44.6%</b>
<b>PAT Margin (%)</b>	<b>29.4%</b>	<b>26.7%</b>	<b>271 bps</b>
Basic & Diluted EPS (INR)	<b>18.6</b>	<b>13.8</b>	<b>34.5%</b>

# Consolidated Balance Sheet

Particulars (₹ Cr)	H1 FY25	31-Mar-24	31-Mar-23
<b>Assets:</b>			
Non-Current Assets	1,300	1,239	1,075
Current Assets	687	672	512
<b>Total Assets</b>	<b>1,987</b>	<b>1,911</b>	<b>1,587</b>
<b>EQUITY AND LIABILITIES:</b>			
Equity	1,504	1,443	1,370
Non Controlling Interest	89	84	9
Non-Current Liabilities	149	163	99
Current Liabilities	245	221	109
<b>Total Equity &amp; Liabilities</b>	<b>1,987</b>	<b>1,911</b>	<b>1,587</b>



# INDUSTRY OVERVIEW/UPDATE



# Onshore & Offshore Oil and Gas Services



- Under Onshore Oil and Gas services, the operations are performed onshore, i.e. on Land
- Onshore drilling rigs use surveys and drilling techniques to extract hydrocarbons
- It reduces transport and logistical costs compared to offshore drilling
- Proximity to infrastructure makes it a cost-effective energy production method

- Under Offshore Oil and Gas services, the operations are performed in deep sea.
- Offshore drilling rigs use advanced tech to extract hydrocarbons beneath the seabed
- It faces environmental risks but has strict safety measures
- It meets energy needs and produces in larger quantity in comparison to onshore fields



**Deep Industries has been engaged in the Onshore Services segment for more than 3 decades and is now entering into Offshore Services by acquiring Dolphin Offshore.**

# The Oilfields (Regulation and Development) Amendment Bill, 2024



ORDA Bill, 2024

Introduced in Rajya Sabha on Aug 05, 2024

Passed in Rajya Sabha on Dec 03, 2024

- The 2024 Bill amends the 1948 Act regulating petroleum and gas
- It expands the definition of mineral oils to include hydrocarbons, coal bed methane, and shale gas/oil
- The Bill replaces mining leases with petroleum leases, with existing leases remaining valid.

The bill could cut costs, boost marginal fields, and unlock India's hydrocarbon potential. It supports EOR, strengthens energy resilience, and aligns with Deep Industries Ltd's upstream expertise



## Company Overview

# A pioneer in Oil & Gas support services...

Experience of  
more than 30  
years in Oil & Gas  
support services

One-stop solutions  
provider for Oil &  
Gas field  
operations &  
services

Comprehensive  
service portfolio  
with skilled  
manpower

Recently forayed  
into EPC of entire  
Gas Processing  
facilities on  
charter hire basis

# ...Deep Industries covers 70% of post exploration value chain...



Natural Gas  
Compression  
Services



Natural Gas  
Dehydration Services



Natural Gas  
Processing on  
charter hires  
basis



Workover &  
Drilling Rigs  
Services



Integrated Project  
Management  
Services

With its diversified oil & gas services portfolio, Deep Industries Limited now covers more than 70% of Post Exploration Services in the entire value chain of Oil & Gas Services Industry.

# ...with domain expertise, skilled manpower...

## Strong Assets Portfolio

Fully mobile and customized equipment meeting operational requirements



## Domain Expertise

Deep understanding of business and demand environment



## Fortifying Connections

Robust supply chain and deeper customer relationships



## Operational Excellence

Faster executions with 99.4% uptime



## Technology with Talent

In house engineering capabilities and skilled workforce



## Unique Services Proposition

Value added services with focus on client expectations. Projects are not only capital oriented but also technically complex. Our capabilities to handle complex projects makes us unique

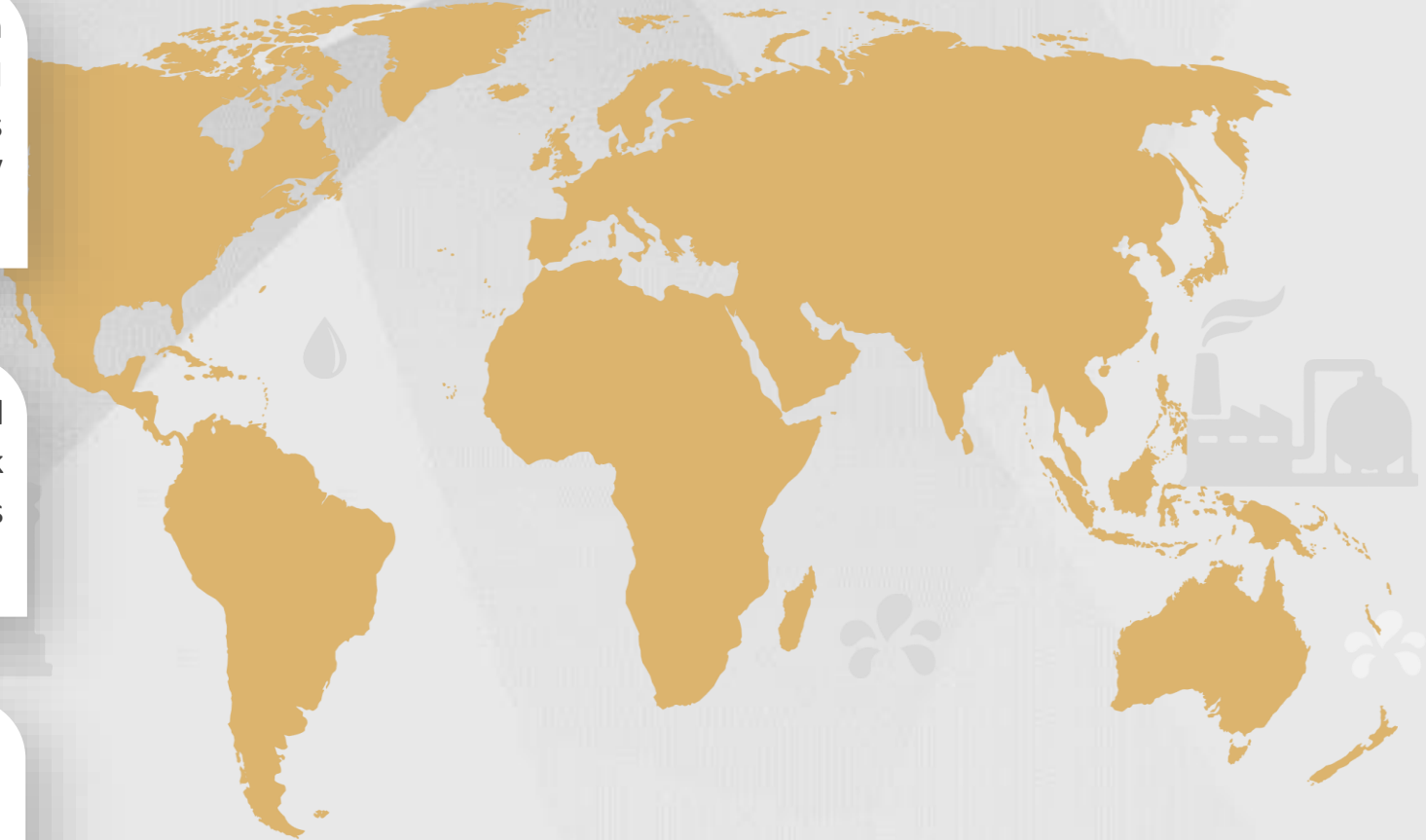


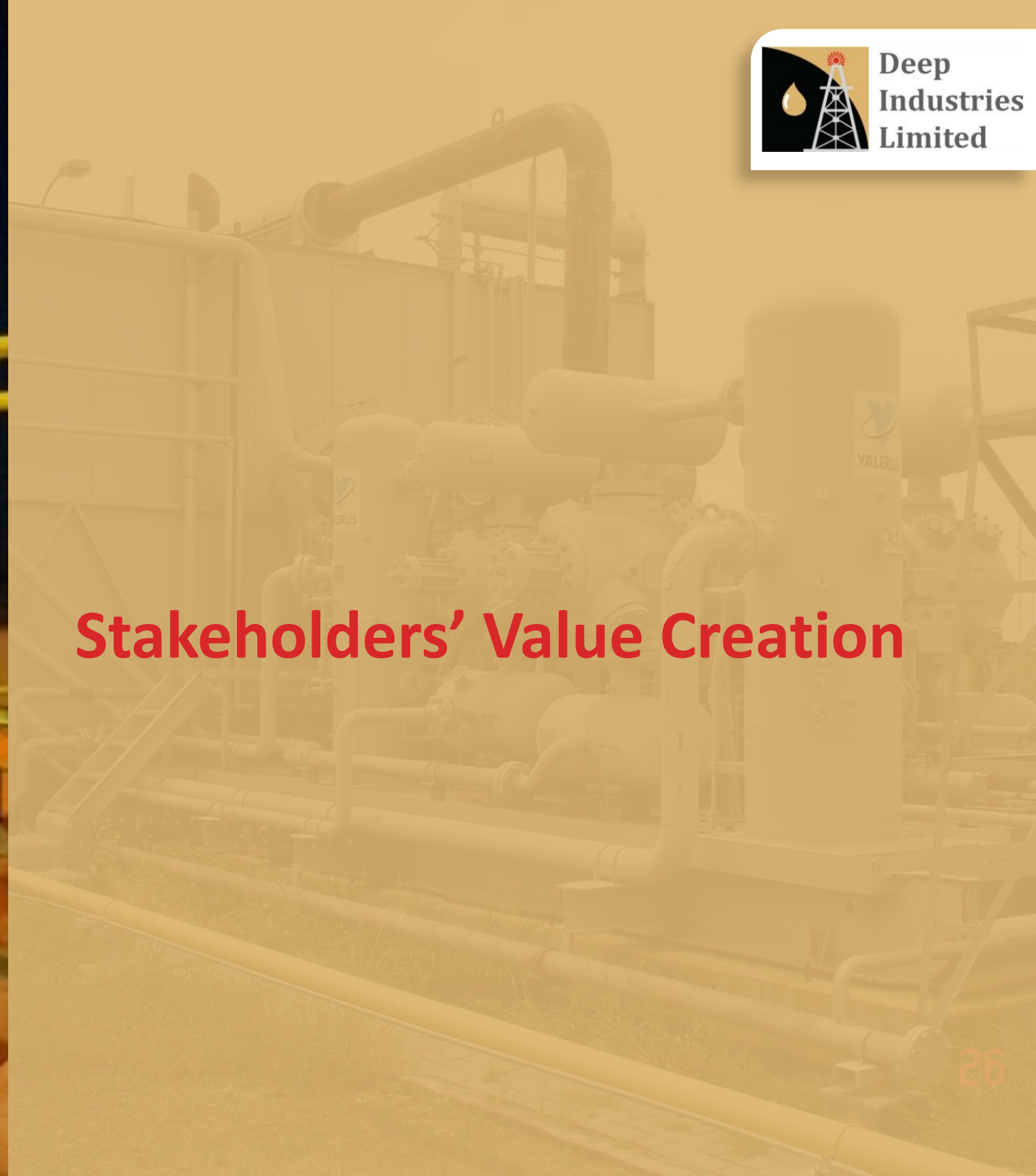
## ...and global presence...

Deep International DMCC has supplied various compression station for some clients in the MENA region to counter well head pressure reduction and maintain well head gas production. The projects are executed on a Build/ Own/ Operate basis with the regional partners.

Fast Track Compressor Overhaul – The Company has supplied various gas compressor and processing packages on fast track basis to provide our clients with a solution for their gas compression and processing needs.

Deep Onshore Drilling Service Private Limited, a subsidiary company of Deep Industries, entered into a JV with Euro Gas Systems to enhance the company's technical expertise and know how to further support gas field services.



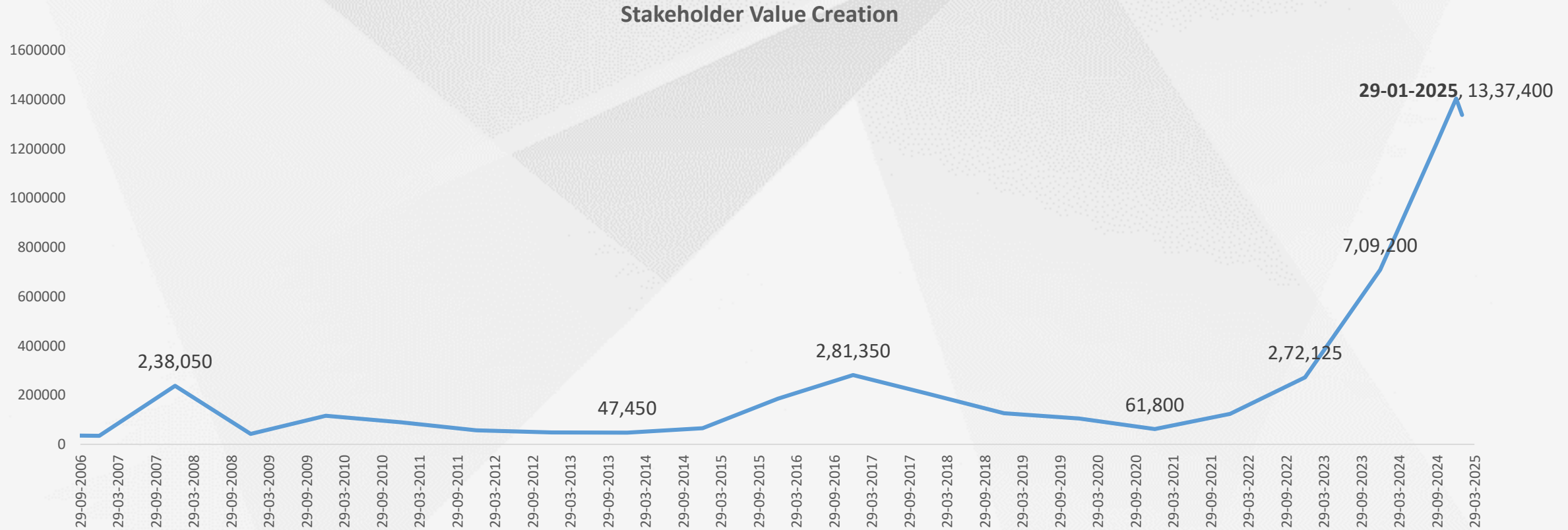


## Stakeholders' Value Creation

# ...generating stake holder's value since listing...

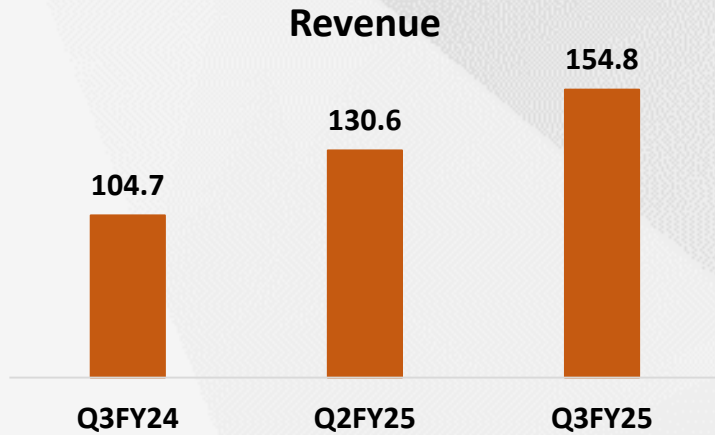


Investment worth ₹ 36,000 has generated CAGR of 22.2% in 18 years

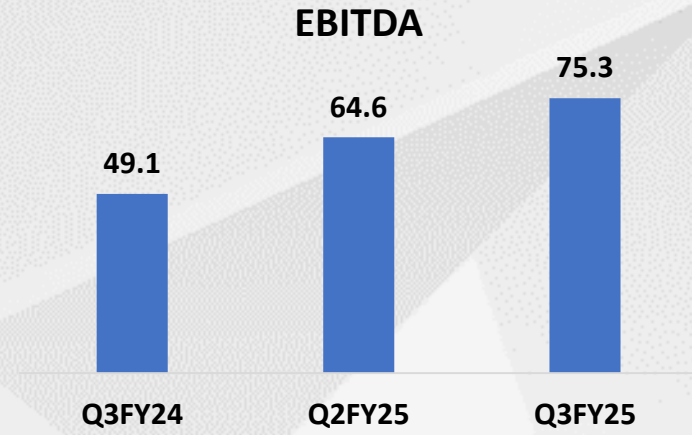


\*Investment value for 1,000 shares as on January 29, 2025; Adjusted for de-merger and split, excluding Dividend

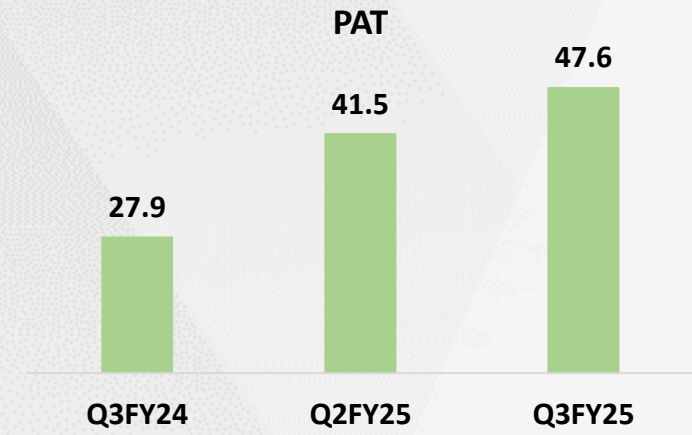
# ...through robust financial growth...



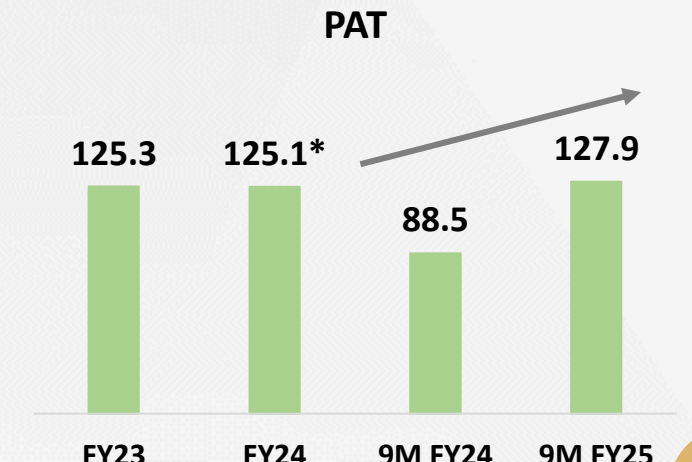
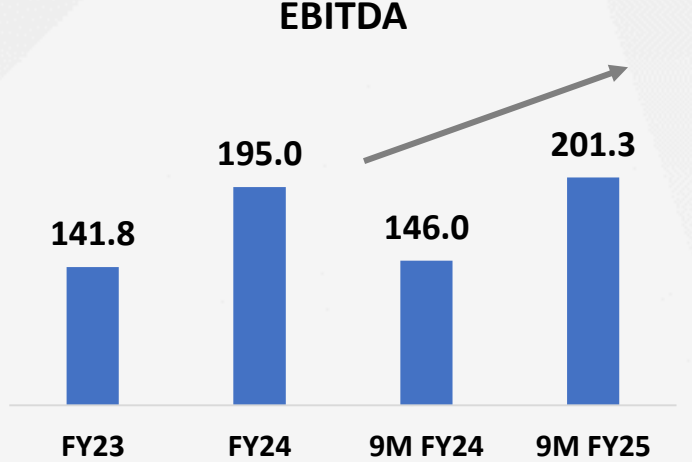
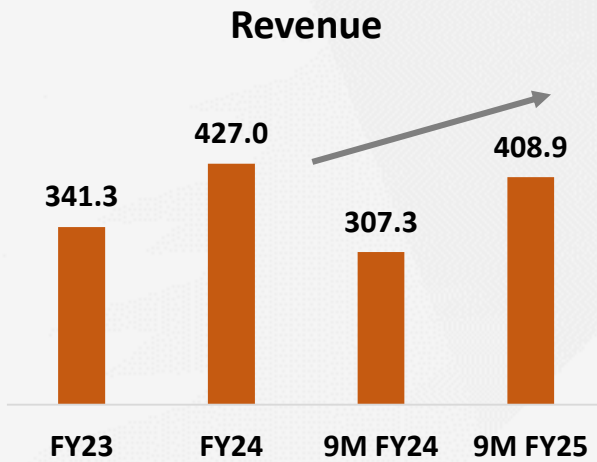
47.9% YoY; 18.5% QoQ



53.1% YoY; 16.5% QoQ

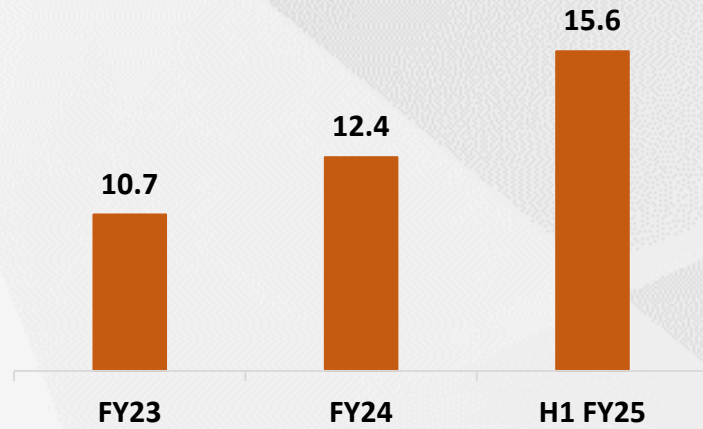


70.4% YoY; 14.6% QoQ

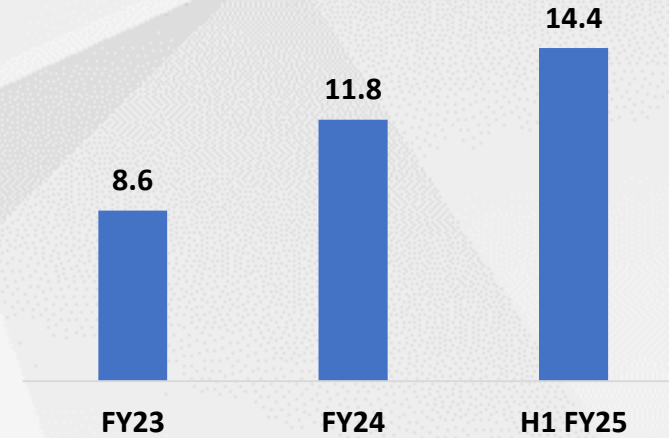


# ...and healthy balance sheet...

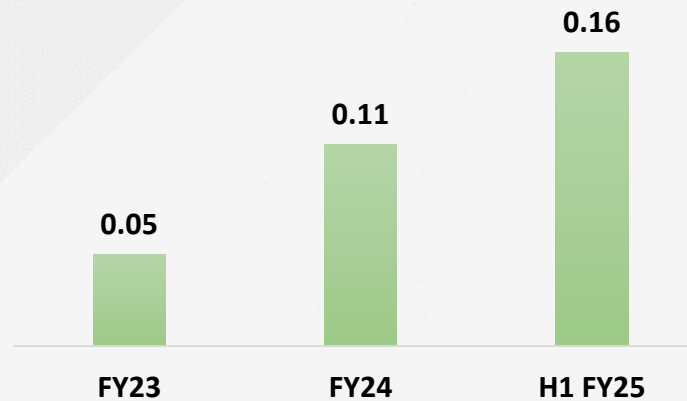
### ROCE (%)



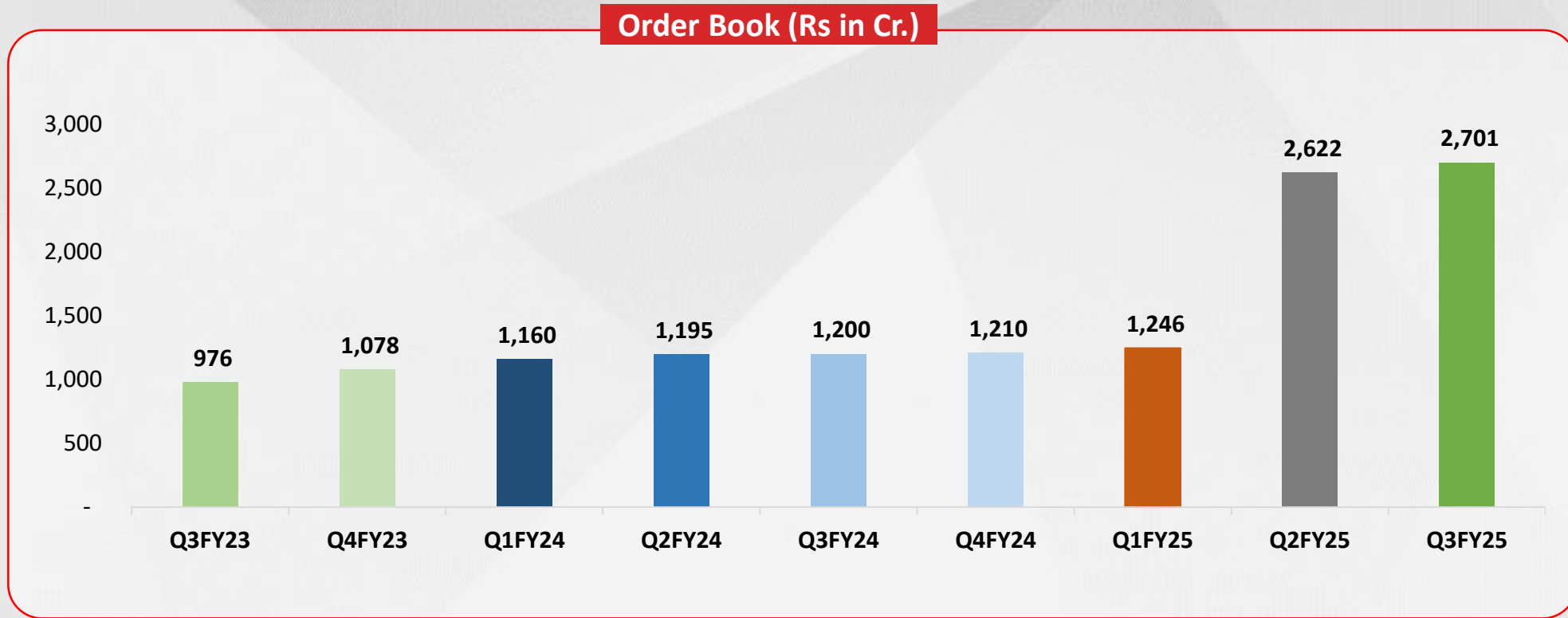
### ROE (%)



### Debt to Equity (x)



# ...and consistent order flow...



# Production Enhancement Contract

- Company has won a recent order worth Rs. 1,402 Crores, from ONGC for Production Enhancement Contract, for a period of 15 years. With this contract, the Company shall have the service revenue equivalent to 64% share of incremental production revenue.
- This is one of a kind of production enhancement contract from ONGC and more rounds of such kind of contracts are expected.
- In Production Enhancement contract expected EBIDTA margins are phenomenal.
- The execution of this contract shall be initiated in next 7-8 months, i.e from next financial year.
- With regards to revenue generation, major revenue will be booked in first 10 years. Therefore, it would be more of front loaded revenue contract.
- The Company is in this business for more than 3 decades and provides almost every service which is required to increase the production of this particular field.



# ...offering distinctive value proposition...

## ↑ **Diversified Service Portfolio:**

Offering wide range of services for various end use applications, catering to the major oil & gas producers and ensuring stability through varying market conditions and demand environment.

## ↑ **Continuously Growing Order Book:**

Sustained increase in the order book for 14th quarter now at Rs. 2,701 Crore, indicating a strong demand for Deep's services and reflecting Deep's expertise in handling complex projects

## ↑ **Strong Credit Profile & Healthy D/E :**

Maintaining a healthy financial structure with minimal net debt and a history of D/E much below 0.5, signifying sound financial management and a low-risk profile. Strong Credit profile with CARE A rating with positive outlook which is best in the Oil & Gas Services industry.

## ↑ **Strong Balance Sheet and High Liquidity:**

Demonstrating robust financial health, the company possesses significant liquid assets, enabling it to capitalize on both organic and inorganic growth opportunities swiftly and effectively.

## ↑ **Value-Added Services and Preferred Service Provider Status:**

Providing Value Added Services beyond the basic requirements, resulting in increased value proposition for customers establishing Deep as the preferred 'one stop services provider' in the oil & gas services industry.

## ↑ **Increased Demand for Services in the Industry:**

Due to the exceptional value additive service offerings, Deep is experiencing a surge in demand for its services offerings, indicating a strong competitive position and potential for further growth and expansion.

...to long-standing loyal customer-base



...a testimony of our capabilities



## Way-Forward

# Tapping offshore services market

## Target Industry Segments and Potential Clientele

- The Offshore Services business has following target market / industries
  - Offshore oil & gas industry - Energy producers with shallow water and deep water platforms
  - Offshore renewable energy industry – Offshore wind platforms
  - Communication Industry - Trans-country and Trans-continental networks with under sea data cables
  - Transmission & Transportation - under sea gas transportation pipelines and under sea power cables
- Additionally offshore services can be provided to domestic and international offshore Oil & Gas producers



# Recent acquisition – Dolphin Offshore has capabilities...



## OFFSHORE SERVICES CAPABILITIES

1

Marines Operations and Management Services

2

Diving and Underwater Services

3

Fabrication & Installation Services

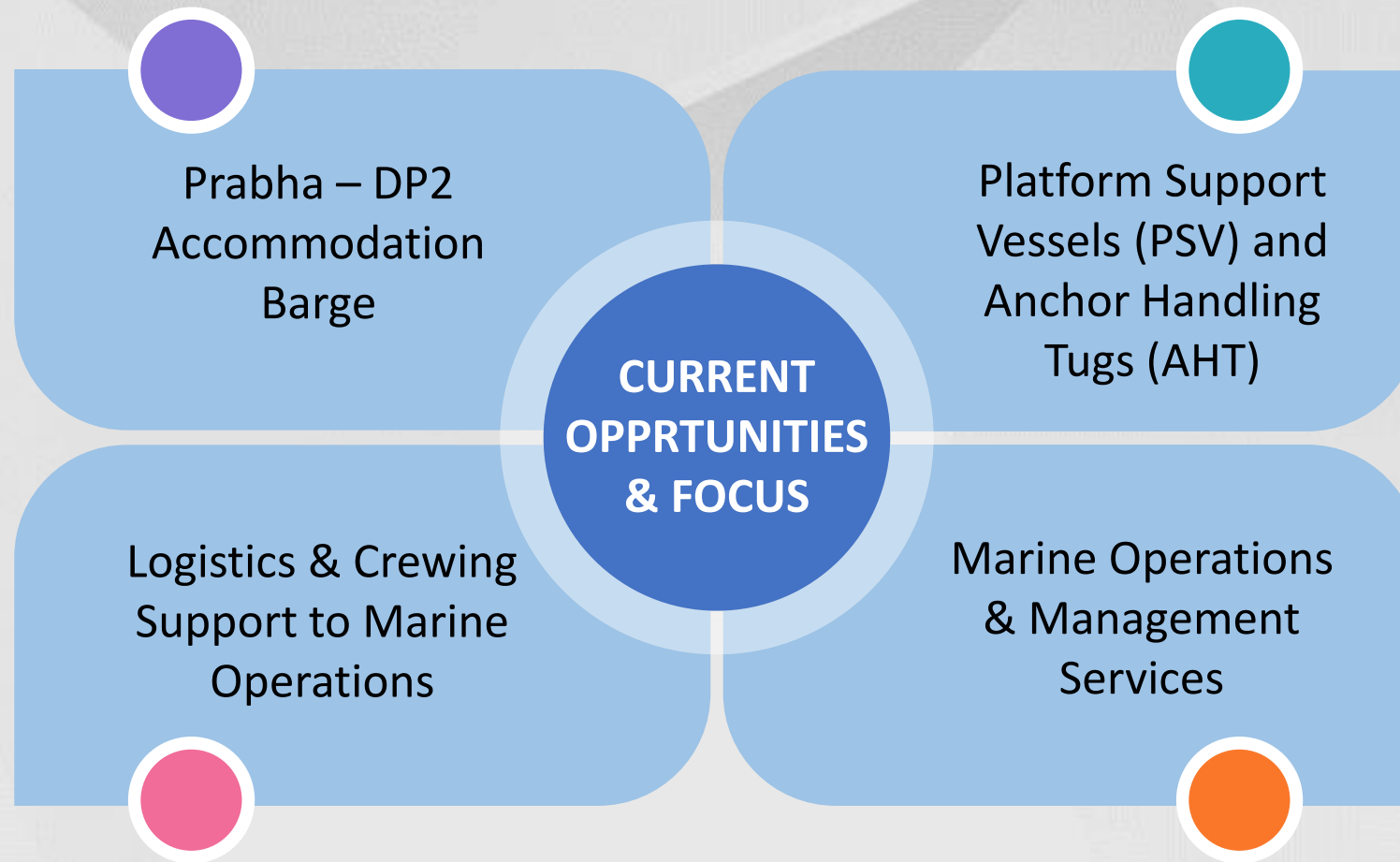
4

Rigs & Platform Repair and Maintenance Services

5

Turnkey EPC Projects

...and is exploring opportunities in this segment



...provided by Prabha



**Prabha is a Dynamically positioned (DP2) Accommodation Barge with total capacity of 275 men and material handling capabilities. The barge is in final refurbishment stage.**

The Prabha is a DP2 dynamically positioned barge owned by a subsidiary of Dolphin Offshore Enterprises (India) Limited. Its advanced Dynamic Positioning System uses active thrusters to maintain precise positioning by counteracting environmental forces, making it one of the few such high-earning barges in the world.

#### **Asset Status**

**Prabha** has reached Mexico after completing dry docking and is in its final refurbishment stage

#### **Revenue Potential & Earnings Profile**

- DP2 barge like Prabha are in heavy demand due to its features and capabilities.
- It has potential to generate excellent daily rental revenues of with EBITDA Margins in range of ~ 60%
- Contract tenors ranges from 1 to 5 years.

# Key Growth Drivers

Charter Hire of entire Gas Processing facilities

Acquisition of Dolphin Offshore

Significant operational efficiencies leading to margin expansion

Strong liquidity position

Optimum fleet utilization

Self-reliance in energy production leading to unprecedented demand



# Strengths & Opportunities

1

Demonstrating remarkable operational efficiencies, the company consistently utilizes its executional abilities in 4-6 months that often take other organizations 10-12 months. This feat is attributed to our skilled and dedicated workforce, coupled with an outstanding supply chain bolstered by strong vendor relationships, ensuring an impressive operational efficiency rate of 99.6%.

2

Leveraging the flexibility of fully mobile units, the company can expediently transport its resources to any corner of the country within a matter of months.

3

The company's subsidiary is actively pursuing sustainable offshore opportunities, with promising prospects that are expected to unlock significant value in the foreseeable future.

4

The company's liquidity and robust resource base position it favorably to meet expansion requirements seamlessly. The company has mirrored its financial moats from its core principles, maintaining a judicious balance between liquidity and debt on its books, consequently fostering a strong balance sheet.

5

As the market demand for gas compression services continues to rise, the company is poised for an expansion, capitalizing on the increasing trend of outsourcing this specialized service.

6

Deep Industries has supreme Expertise in providing Value added services for our clients which in turn improves their revenue generating ability as well as profitability at large and provides a diversified service mix for their product portfolio



## Annexure

# Natural Gas Compression Services



## Artificial Gas Lift

**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 Transportation

**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

**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

## Gas Based Power Plant

**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.

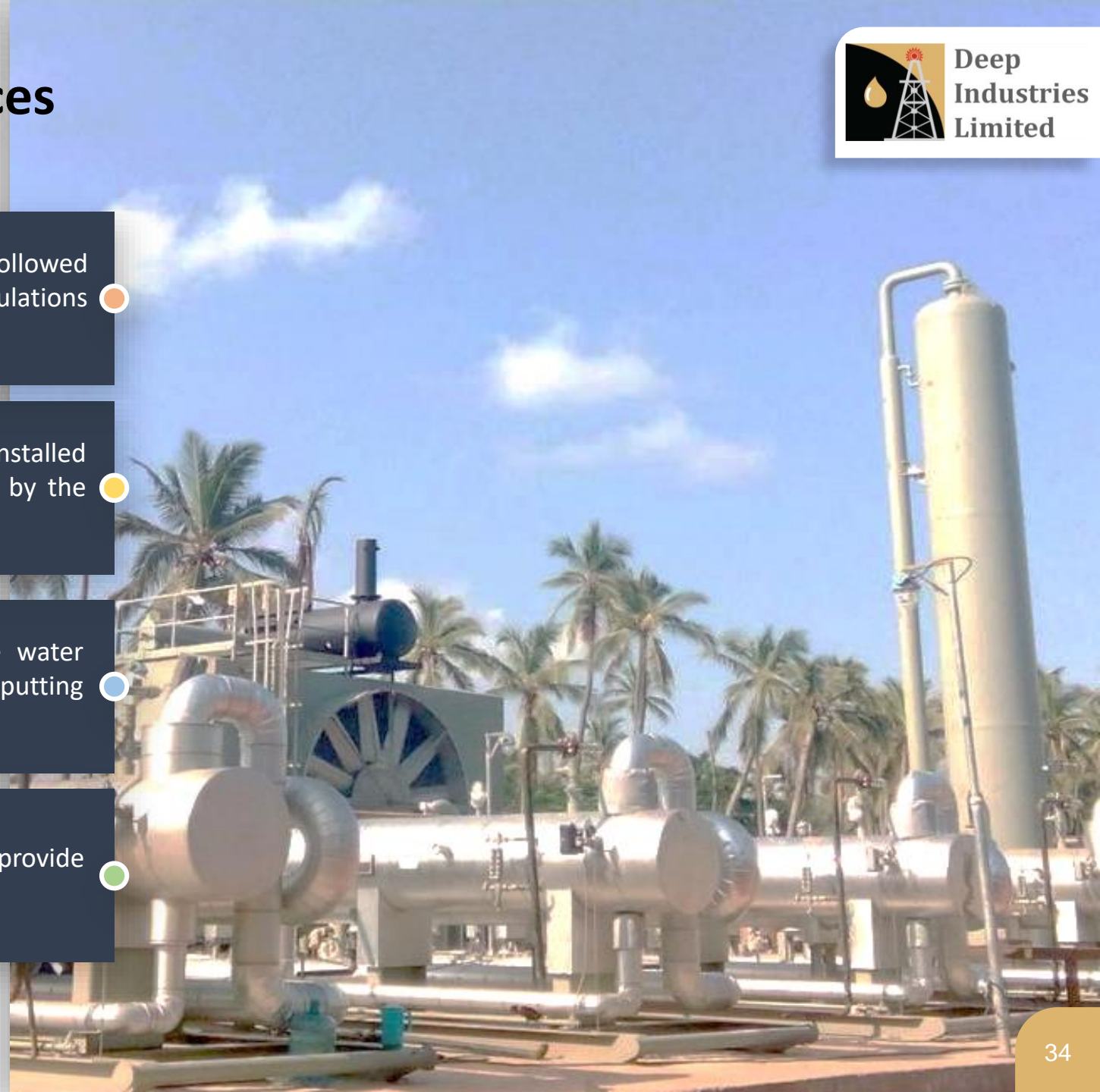
# Natural Gas Dehydration Services

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 a dehydration units installed at the site before selling Gas through pipeline, as needed by the stricter implementation of regulations

Gas Dehydration is a process which ensures to remove water moisture and heavy hydrocarbons out of natural gas before putting the same in pipeline so to ensure safety of National Grid

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



# Charter Hiring of Entire Gas Processing Facility

The Company has started providing Design, Supply, Installation, Commissioning and regular Operation and Maintenance of Production system to receive, process and deliver Hydrocarbons at custody transfer point which are produced from the wells.

The development of Facility signifies the continuous efforts of the Company to offer various value added services to the clients as a key player in Oil and Gas Service Industry.

The idea and the project is one of its kind, the project Jaya is distinguished from the all other projects executed by the Company, as under this project the **Entire Surface Facility** and produced fluid processing network from wellhead to the transportation point was delivered by the Company on Charter Hire basis.

This will create entire new opportunities in the Industry.

**End to End Integrated Oil & Gas facility operation placed in single well pad**



# Workover and Drilling Rig Services



## Leading 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, 5 Drilling Rigs with capacity of 1000Hp.

### Expertise

- Provided complete solutions related to Exploration & Production of hydrocarbons
- Developed cost effective solutions which result in substantial savings to Clients

### Clients

- Successfully served long term contracts with PSUs & MNCs since last two decades

### Focus

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

### Assets & Capacities

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

# Integrated Project Management Services



## Services included under IPM are:

- Surface Hole Drilling
- Air Drilling
- Cementing
- Geophysical Logging, wire line service
- Hydro Fracturing & Coiled tubing
- Well Completion Services-Work over operations to Production

Integrated Project Management (IPM) is a turnkey solution to drill and complete a well or a number of wells under single contract.

Under IPM, we are Focusing on complete project, using in-house expertise as well as third party services.

## ...led by able management team



### **PARAS SAVLA**

**Chairman and Managing Director**

With over three decades of expertise, he graduated in Commerce from Gujarat University. Under his leadership, the organization has experienced exponential growth. Guided by his vision, the company has evolved from a mere transportation service entity to a comprehensive provider of energy infrastructure equipment solutions.



### **RUPESH SAVLA**

**Managing Director**

Possessing over 28 years of experience in the energy sector, he has steered the organization towards extensive operational expansion. He completed his Masters in Business Administration from Bentley College, USA, and holds a degree in Commerce from Gujarat University. His responsibilities include supervising the coordination and implementation of various projects.



### **ROHAN SHAH**

**Director Finance & CFO**

A Chartered Accountant with over 18 years of expertise in Finance, Accounts, Audit, and Statutory Compliances, he has dedicated more than 14 years to Deep, assuming several high-ranking financial roles, including Chief Financial Officer. In 2019, he was honored with the "Financial Express CFO of the year award" in the category of Small Enterprises - Services Industry.

# Corporate Social Responsibility



Deep Industries has launched **Blended Interactive Learning**, a technology-driven approach to enhance primary education in Gujarat, aligned with government curriculum.

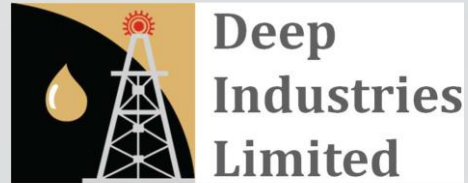
The flagship product, **Smart Class**, integrates tools like **sLate** (schoolsLENS Advanced Technology for Education), which delivers interactive content via mobile devices, tablets, and computers, making teaching and learning more effective.

The initiative also includes the **K-Class** with:

- **K-Yan**: Integrated community projector.
- **Interactive Multimedia Content**.
- **Virtual Science Experiments**.
- **Teacher Capacity Building**.



# THANK YOU



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