

Ref: 2022/AES/SE/GEN/0026

27th May, 2022

To,
The Listing Department,
BSE Limited,
Floor 25, P. J. Towers,
Dalal Street, Mumbai 400 001

To,
The Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, Plot No. C/1, G Block, Bandra
Kurla Complex, Bandra (East), Mumbai 400 051

BSE Scrip Code: 530355

Trading Symbol: ASIANENE

Dear Sir/ Madam,

Sub: Investor Presentation for the quarter and year ended 31st March, 2022

Ref: Regulation 30(2) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to above mentioned subject, please find enclosed herewith Investor Presentation for the quarter and year ended 31st March, 2022.

You are requested to take the above information on record.

Thanking you,

Yours faithfully,

For Asian Energy Services Limited
(formerly Asian Oilfield Services Limited)



Shweta Jain
Company Secretary

Encl. a.a.

Asian Energy Services Limited
(formerly Asian Oilfield Services Limited)
CIN: L23200MH1992PLC318353
3B, 3rd Floor, Omkar Esquare, Chunabhatti Signal, Eastern Express Highway, Sion (East), Mumbai - 400022
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Source to Solutions

INVESTOR RELEASE

Q4 FY22

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Financial Highlights

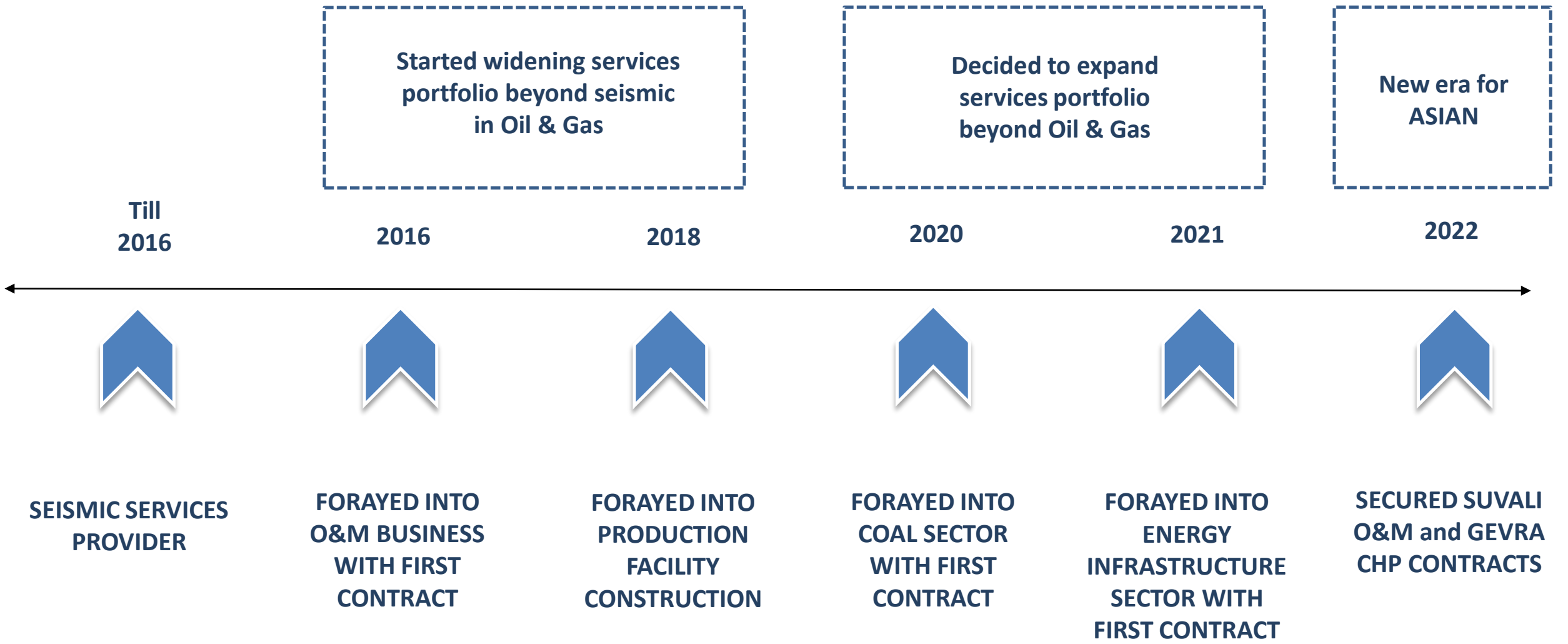
Rs. Crs

	FY 22	FY21	Growth
REVENUE	260	229	14%
EBIDTA	66	55	20%
PAT	39	23	72%

HIGHLIGHTS

- Strong Balance Sheet (good cash balance)
- Improved execution and profitability

Our Journey – Evolving from Seismic Services Provider to Energy Specialist



Advantage ASIAN



Strong Balance Sheet & Asset Base

Debt free Balance Sheet with healthy cash & bank balance

Strong asset base of Seismic equipment's



Experience Across Challenging Terrains

Extensive work experience across challenging terrains and International geographies



Experienced Management Team

Highly experienced Promoter Group & Professional Management



Technology Driven Solutions

Focus on bringing new technology to work

Only Indian company to offer 3D wireless seismic technology



Diverse Services

Oil & Gas - Seismic, Production Facility Construction, Operation and Maintenance (O&M)

Mineral and Other energy sectors: Energy infrastructure services like material handling system, seismic etc

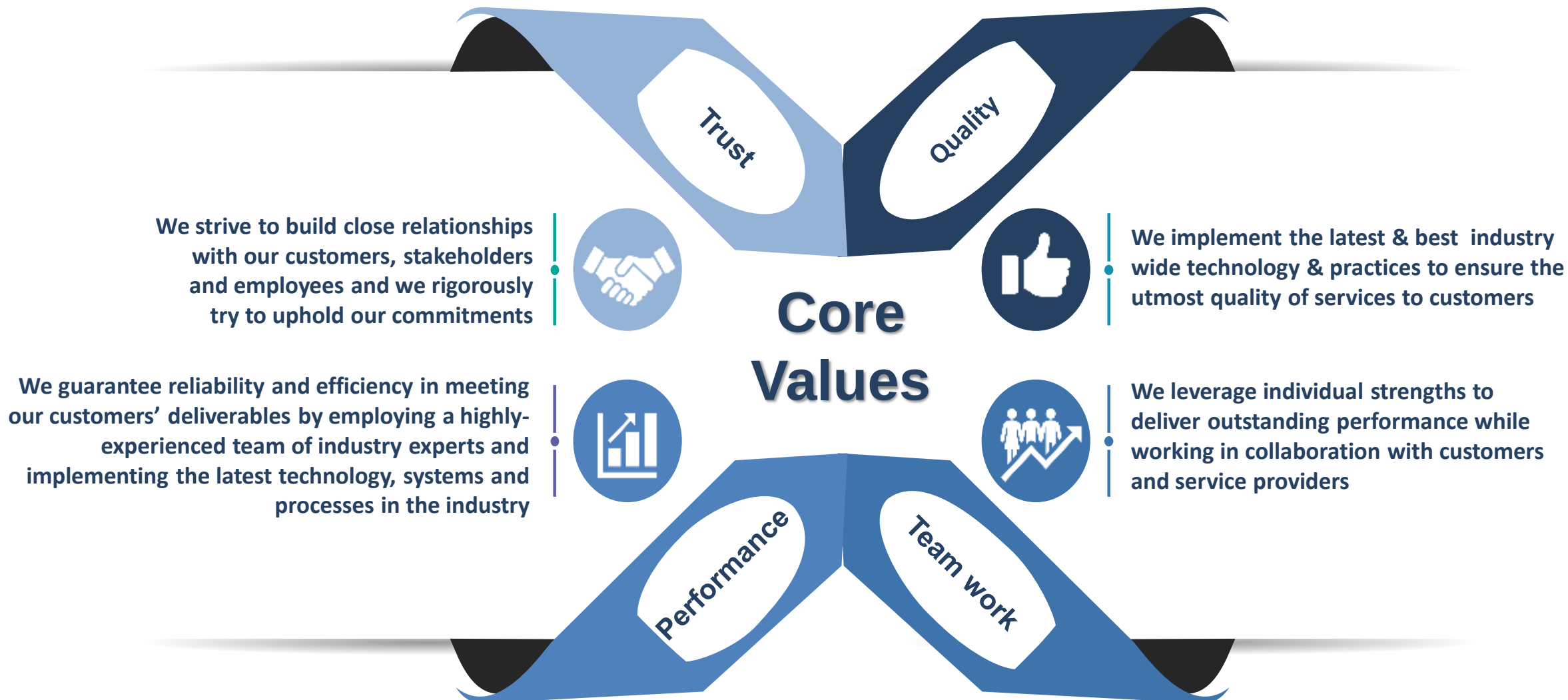


Diverse Geography & Strong Customer Base

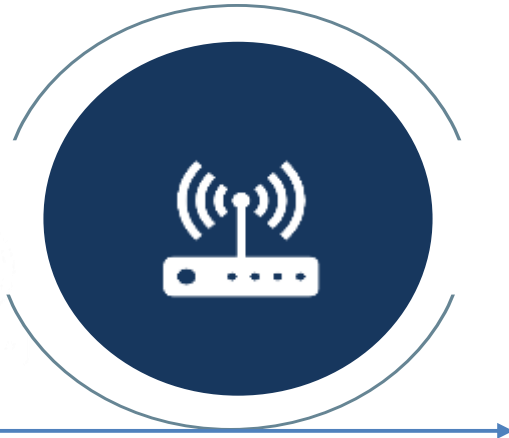
Operating in various geographies across markets

Strong reputation with marquee client list

Our Core Values



BUSINESS SEGMENT



Oil & Gas

- Seismic Services
- O&M Services
- Production Facility Construction Services



Mineral and Other Energy Sectors

- Material Handling Plant
- Exploration Services
- Seismic Services

Dedicated team to focus, deliver and expand business

- Presence and capabilities across E&P lifecycle and services value chain
- Leading Seismic Services provider in India with comprehensive equipment base and latest technology
- End to end Operations & Maintenance (O&M) of oil fields and processing plants
- Construction of Production and Processing plants & facilities for oil & gas fields
- Marquee clients like Vedanta Ltd, ONGC Ltd, Oil India, AMNI International, Oilmax Energy etc
- Global offering of complete Oil & Gas field services from exploration to production

Mineral and Other Energy Sectors

- Diversified to mineral and other energy sectors to expand services offering beyond Oil & Gas sector
- Focusing on Material Handling Plant as a sector with focus on modernization of coal and mineral evacuation infrastructure
- Providing exploration services (seismic) also to Coal sector
- Huge potential to grow business in other energy sectors segment

Operation Updates – Oil & Gas

O&M

- AESL has completed mobilization for Suvali O&M contract on schedule for Vedanta Ltd. The contract value is Rs 248 crs for four years and contract has an extension option for another year.
- AESL O&M contract for Amguri field for Oilmax Energy Pvt Ltd in Assam is progressing well.

Seismic

- AESL has successfully completed current phase of Rajasthan and Cambay Seismic project for Vedanta Ltd.
- AESL Tripura seismic project of Oil India and ONGC are currently on hold due to local issue and will resume work now after monsoon break.
- AESL has successfully mobilised for Vedanta Ltd Assam seismic project and work is progressing well.

Production Facility Construction

- Langley project suspension is likely to be lifted soon and project work will resume thereafter.

Operation Updates – Mineral and Other Energy Sectors

Material Handling Plant

- Hura Project (Coal India): AESL along with its Joint Venture partner has commenced executing HURA CHP.
- Gevra Project (HEC): AESL has commenced execution of the project and it's progressing well as per schedule.

Oil & Gas

- With higher Oil & Gas prices, business activities across segment is expanding.
- Govt of India focus to increase domestic output and Oil & Gas reserve base has opened the Oil & Gas services sector with lot of seismic services projects in pipeline like NSP-2, Mission Anveshan etc
- Oil & Gas services business in India will expand rapidly with auction of blocks under DSF, OALP, PEC and also restart of closed/ageing fields.

Minerals and Other Energy Sectors

- Higher prices of coal and other minerals has supported business activities in this segment.
- Focus to revamp and modernise entire coal and mineral handling infrastructure will create various opportunities in this segment.
- Exploration activities and related services will also increase going forward to expand coal and minerals reserve base with opening up of entire sector to private cos also.

Message from CEO & Whole Time Director

Reflecting on the performance Mr. Ashutosh Kumar, Whole-time Director and CEO, said:

We have been successful in converting our vision of entering into infrastructure business by securing two contracts for Material Handling system where end client is Coal India, A Navratna Company. The immense opportunities in this segment combined with our capabilities and focus will lead to increase in our market share and significant growth in this segment.

Further, we have secured Integrated O&M contract Vedanta Limited for their Suvali facility. This is our second O&M contract in this year. Our efforts to secure long term O&M contract to provide steady and visible revenue stream has started bearing results and we intend to consolidate our position further by securing more contracts in this line.

We continue to remain vigilant to capitalise on the opportunities which the National Seismic program (NSP), Open Acreage Licensing Policy (OALP) and Geological Society of India and other mineral segments may present while remaining focussed to deliver the contracts on hand.

We have now entered into a very exciting phase where our two segments have started contributing to the overall performance and we look forward to steady overall growth.

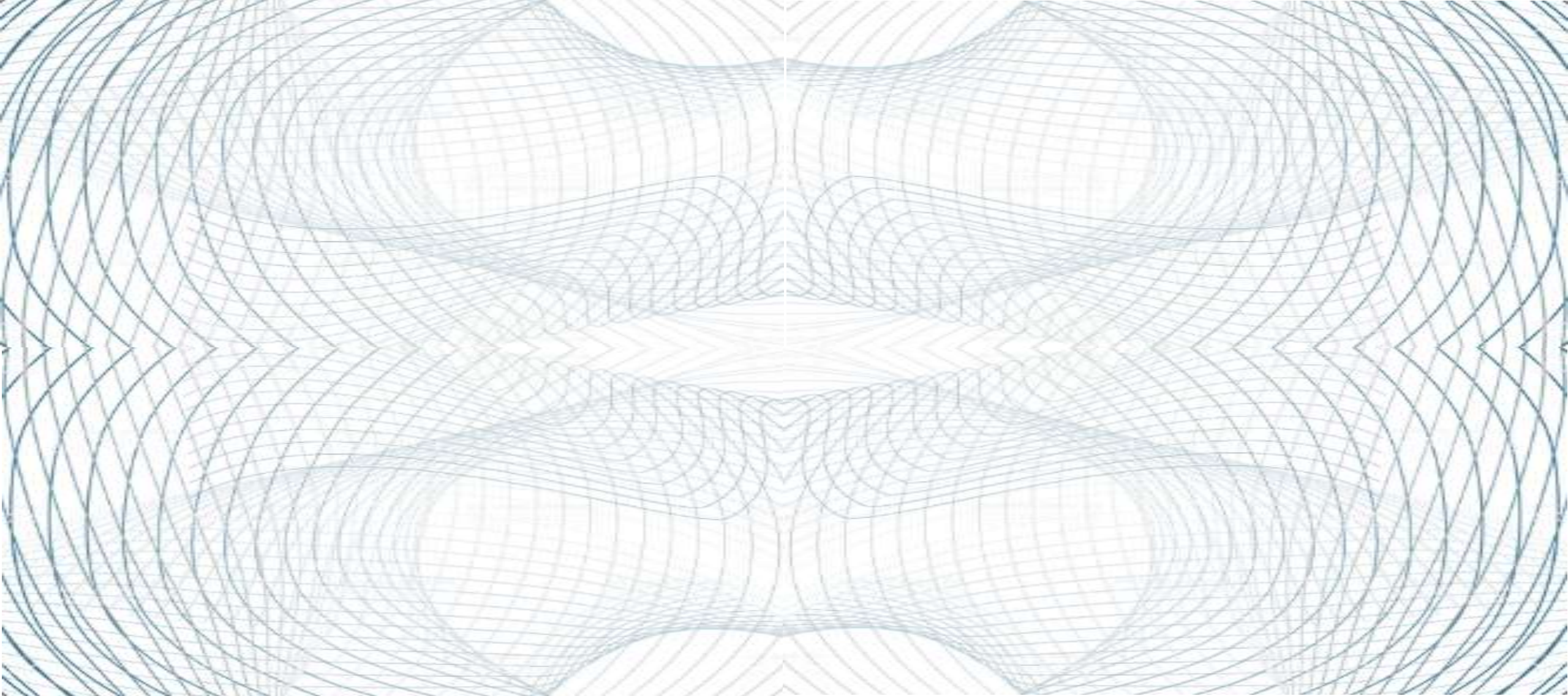
CSR Campaigns - A conscious effort to contribute to the communities we work in

Providing water pump and other facilities to upgrade the drinking water supply in Selenghat village in Shivsagar district of Assam.



Distribution of School Bags, Books, etc. to students of local school in Amguri





Financial Performance Overview – FY 2022

FY22 Audited Consolidated Profit & Loss Statement

Particulars (in Rs. Crore)	FY22	FY21	Y-o-Y
Revenue from Operations	260.47	228.79	14%
Project related expense	152.55	146.18	
Gross Profit	107.93	82.61	31%
Gross Margin	41.43%	36.11%	
Employee expense	21.87	14.28	
Other expenses	19.71	12.85	
EBITDA	66.34	55.48	20%
EBITDA Margin (%)	25%	24%	
Other Income	2.83	5.42	
Depreciation	27.69	23.33	
EBIT	41.48	37.57	10%
EBIT (%)	15.92%	16.42%	
Finance Cost	0.81	0.71	
Profit before exceptional items and tax	40.67	36.86	
Exceptional Items	0.00	12.34	
Profit before Tax	40.67	24.51	66%
PBT Margin (%)	15.61%	10.71%	
Tax	1.86	1.94	
Profit after Tax	38.81	22.57	72%
PAT Margin (%)	14.90%	9.87%	

■ FY22 performance:

- The company is net zero debt free and with Nil long term borrowings.
- Consolidated Net Worth as on 31st March 2022 is ~Rs. 242 crores
- Net Cash and Bank balance : Rs. 48 crores.

Consolidated Profit & Loss Statement

	New Management					Previous Management	
Particulars (Rs. Crs)	FY22	FY21	FY20	FY19	FY18	FY17	FY16
Revenue from Operations	260.47	228.79	273.04	193.9	222.2	124.3	77.7
Project related expense	152.55	146.18	181.81	127.7	124.2	56.6	66.0
Employee benefits expense	21.87	14.28	10.03	20.7	36.9	22.5	17.5
Other expenses	19.71	12.85	14.77	12.6	20.4	63.5	17.9
EBITDA	66.34	55.48	66.43	32.9	40.7	-18.3	-23.7
EBITDA(%)	25%	24%	24.3%	17.0%	18.3%	-14.7%	-30.5%
Other Income	2.83	5.42	3.58	4.0	3.5	3.9	28.5
Depreciation	27.69	23.33	19.66	19.4	17.0	15.1	17.8
EBIT	41.48	37.57	50.36	17.4	27.2	-29.5	-12.9
EBIT(%)	15.92%	16.42%	18.4%	9.0%	12.2%	-23.7%	-16.6%
Finance Cost	0.81	0.71	2.85	5.7	6.3	7.7	10.9
Profit before exceptional Items, Share of Profit/Loss from JV & Prior Period expenses			47.50	11.7	20.8	-37.2	-23.8
Exceptional items	0.00	12.34	6.87	-2.5	-10.3	19.2	0.0
Share of Profit/Loss from JV	0.00	0.00	0.0	0.0	0.0	0.0	0.0
Prior Period Expense	0.00	0.00	0.0	0.0	0.0	0.0	-1.4
PBT	40.67	24.51	40.64	9.2	10.5	-18.0	-25.2
PBT(%)	15.61%	10.71%	14.9%	4.7%	4.7%	NA	NA
Tax	1.86	1.94	11.40	0.1	0.2	0.2	1.9
PAT	38.81	22.57	29.24	9.1	10.3	-18.2	-27.1
PAT(%)	14.90%	9.87%	10.7%	4.7%	4.6%	-14.6%	-34.8%

Consolidated Balance Sheet



ASSETS (Rs. Crs)	New Management				Previous Management	
	Mar-22	Mar-21	Mar -20	Mar-19	Mar-17	Mar-16
Non-current assets	126	144	118	100	121	106
Property, plant and equipment	110	129	85	84	80	95
Capital Work in Progress	-	-	-	-	-	-
Intangible assets	1	1	2	3	4	1
Right to use	1	2	3	-	-	-
Financial assets						
Loans	0	0	0	0	0	6
Investments	6	0	0	0	0	0
Other financial assets	5	7	12	0	34	0
Income tax assets	3	5	16	14	4	0
Other non-current assets	0	0	0	0	0	5
Current Assets	212	204	190	118	88	64
Inventories	0	0	0	1	2	6
Financial assets						
Trade receivables	111	125	88	59	28	43
Cash and cash equivalents	28	23	62	3	27	10
Bank balances other than above	22	1	20	22	2	0
Loans	2	0	0	1	0	2
Other financial assets	9	1	2	2	26	0
Other current assets	40	54	18	30	3	4
TOTAL - ASSETS	338	348	308	218	209	171

EQUITY AND LIABILITIES (Rs. Crs)	New Management				Previous Management	
	Mar-22	Mar-21	Mar-20	Mar-19	Mar-17	Mar-16
Equity	242	204	181	152	82	10
Equity share capital	38	38	38	38	26	22
Other equity	204	166	144	114	56	-12
Non-Current Liabilities	5	2	3	0	9	18
Financial liabilities						
Borrowings	3	2	0	0	9	18
Other Financial Liabilities	0	0	2	0	0	0
Other Non Current Liabilities	1	0	1	0	0	0
Provisions	1	0	0	0	0	0
Current Liabilities	91	142	123	66	119	143
Financial liabilities						
Borrowings	5	0	0	4	66	44
Trade payables	71	94	63	45	35	27
Other financial liabilities	1	34	14	11	16	0
Other current liabilities	1	1	35	1	0	72
Provisions	1	1	1	5	1	0
Current tax liabilities	12	12	10	0	0	0
TOTAL - EQUITY AND LIABILITIES	338	348	308	218	209	171



Asian Energy Services Limited

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Investor Relations

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