

May 02, 2025

To,  
Corporate Relations Department  
BSE 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

**Sub: Investors/ Analysts Presentation for the Fourth Quarter and Year ended on 31<sup>st</sup> March, 2025**

Respected Sir/ Ma'am,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith Investors/ Analysts presentation on Audited Financial Results for the fourth quarter and year ended on 31<sup>st</sup> March, 2025.

You are requested to take the same on your records.

Thanking you,  
For, Deep Industries Limited

**Shilpa Sharma**  
Company Secretary & Compliance Officer  
M. No.: A34516

Encl: a/a

# CREATING VALUE FOR OIL & GAS INDUSTRY

Investor Presentation – Q4 & FY25





# Harnessing scalable momentum to drive sustained value creation

As we conclude another milestone year, we've strengthened our leadership and set the stage for continued growth. A key achievement was our vertical integration through production enhancement contracts (PECs), with a 15-year ONGC order marking the first step in this journey. Our ability to adapt to market dynamics and seize emerging opportunities has been a key driver of this success, reinforcing our reputation for operational excellence and innovation.

Looking ahead to FY26, we're excited to explore opportunities in offshore services, complementing our onshore capabilities. Our accommodation barge "**Prabha**", has entered into 3 year lease agreement and will contribute to growth from Q1 FY26 onward. Combined with robust inflows in gas processing business, these revenue verticals will fuel our growth momentum going forward.

With a balanced approach to both horizontal and vertical expansion, we are well-positioned to capture new opportunities and deliver long-term value to our stakeholders



**PARAS SAVLA**

Chairman and Managing Director

# Agenda

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



## Quarterly Highlights



# Consolidated Highlights

FY25

₹ 576.1 Cr.

Op. Revenue  
34.5% YoY

₹ 263.8 Cr.

EBITDA\*  
35.3% YoY

₹ 210.8 Cr.

PBT  
38.5% YoY

₹ 161.0 Cr.

PAT@  
31.6% YoY

43.4%

EBITDA  
Margin

26.5 %

PAT  
Margin

Q4 FY25

₹ 167.2 Cr.

Op. Revenue  
39.7% YoY

₹ 62.5 Cr.

EBITDA\*  
27.4% YoY

₹ 48.8 Cr.

PBT  
24.9% YoY

₹ 41.9 Cr.

PAT@  
17.8% YoY

36.1%

EBITDA  
Margin

24.2%

PAT  
Margin@

## Operational Highlights

- Beluga International DMCC, ultimate subsidiary of DIL, entered into lease agreement with Ballast Shipping S.A. DE C.V for leasing of “Prabha” – DP2 Accommodation Barge for a period of 3 years. Total estimated value of agreement is ₹281 crore
- Letter of Award from ONGC for charter hiring of one number of 100MT Workover Rig for a period of 7 years for Assam Asset. The total estimated value of the said award is approximately ₹90.7 crore
- Board of Directors have Recommended Final Dividend of Rs. 3.05/- i.e. 61% on the face value of Rs. 5/- per equity share, subject to approval of the Shareholders of the Company at the ensuing Annual General Meeting

\*Includes Other Income

@ Excluding Exceptional Item and attributable to Owners

# Consolidated P&L: Q4 & FY25

Particulars (₹ Cr)	Q4 FY25	Q4 FY24	% YoY	FY25	FY24	% YoY
Revenues	167.2	119.7	39.8%	576.1	427.0	34.9%
Other Income	5.8	11.2		32.3	35.6	
<b>Total Income</b>	<b>173.1</b>	<b>130.9</b>	<b>32.3%</b>	<b>608.4</b>	<b>462.6</b>	<b>31.5%</b>
Operating Expenses	110.5	81.8		344.6	267.6	
<b>EBITDA</b>	<b>62.5</b>	<b>49.1</b>	<b>27.4%</b>	<b>263.8</b>	<b>195.0</b>	<b>35.3%</b>
<b>EBITDA Margin (%)</b>	<b>36.1%</b>	<b>37.5%</b>	<b>(140) bps</b>	<b>43.4%</b>	<b>42.2%</b>	<b>120 bps</b>
Depreciation	10.7	7.1		41.2	34.4	
Finance Cost	3.0	2.9		11.8	8.5	
<b>Profit Before Exceptional Items</b>	<b>48.8</b>	<b>39.1</b>	<b>24.0%</b>	<b>210.8</b>	<b>152.2</b>	<b>38.5%</b>
Exceptional items (Expense) / Income	(251.0)	0.6		(251.0)	0.0	
<b>Profit Before Tax</b>	<b>(202.2)</b>	<b>39.6</b>		<b>(40.2)</b>	<b>152.2</b>	
Tax	4.4	3.0	48.2%	38.5	28.6	34.4%
<b>Profit After Tax (incl. exceptional item)@</b>	<b>(206.6)</b>	<b>36.7</b>		<b>(78.7)</b>	<b>123.6</b>	
<b>Profit After Tax (excl. exceptional item)@</b>	<b>41.9</b>	<b>35.5</b>	<b>17.8%</b>	<b>160.9</b>	<b>122.3</b>	<b>31.6%</b>
<b>PAT Margin (%)</b>	<b>24.2%</b>	<b>27.2%</b>	<b>(300) bps</b>	<b>26.5%</b>	<b>26.4%</b>	<b>10 bps</b>
Basic & Diluted EPS (INR)	6.54	5.55		25.15	19.11	

\*Includes Other Income; @PAT attributable to owners

# Consolidated Balance Sheet

Particulars (₹ Cr)	31-Mar-25	31-Mar-24	31-Mar-23
<b>Assets:</b>			
Non-Current Assets	1,483	1,239	1,075
Current Assets	910	672	512
<b>Total Assets</b>	<b>2,393</b>	<b>1,911</b>	<b>1,587</b>
<b>EQUITY AND LIABILITIES:</b>			
Equity	1,820	1,443	1,370
Non-Controlling Interest	95	84	9
Non-Current Liabilities	175	163	99
Current Liabilities	303	221	109
<b>Total Equity &amp; Liabilities</b>	<b>2,393</b>	<b>1,911</b>	<b>1,587</b>

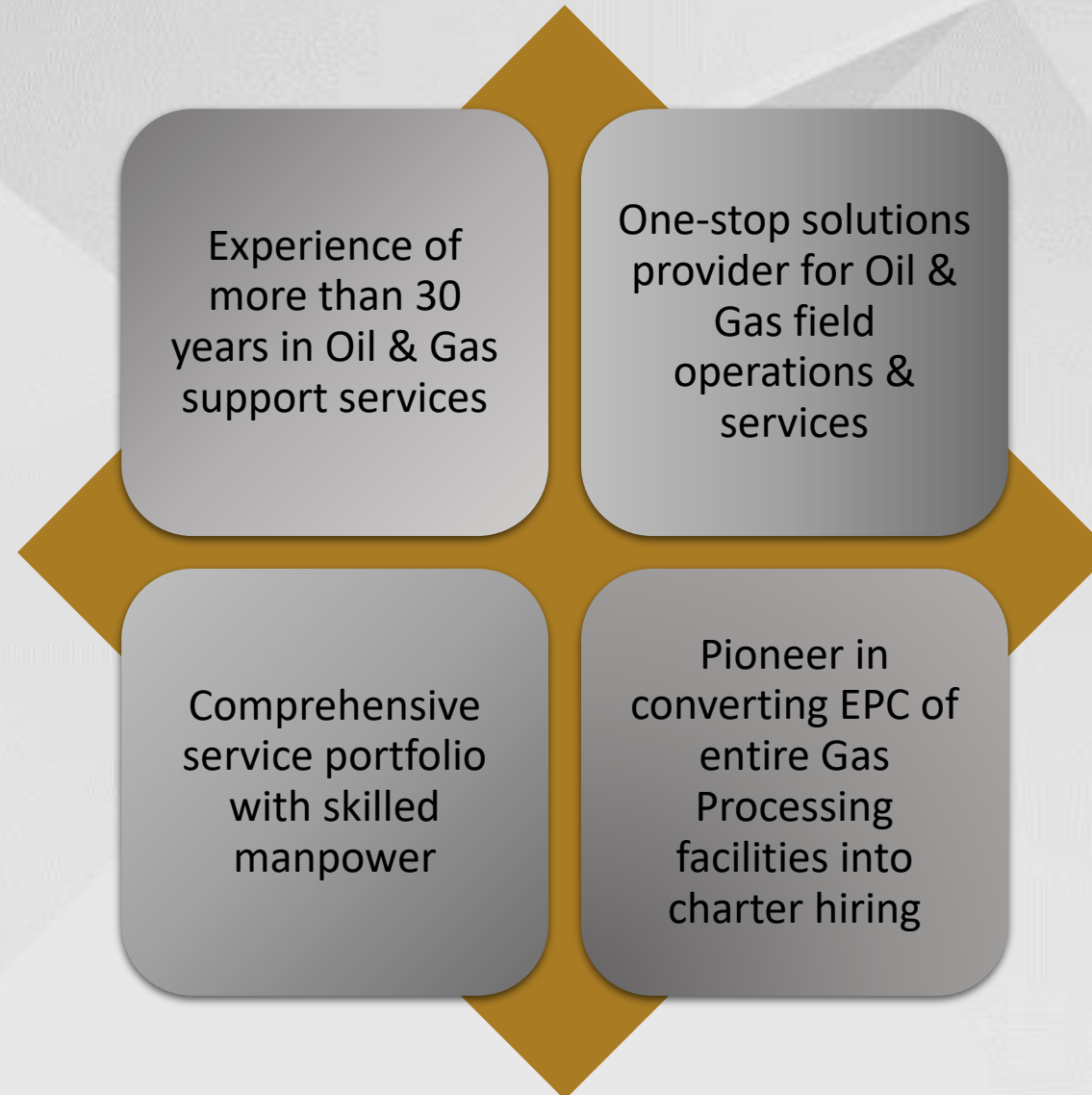




## Company Overview



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





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

## Natural Gas

- Charter hire of entire Natural Gas processing facility
- Natural Gas Compression
- Natural Gas Dehydration

## Integrated Project Management

- Drilling services
- Work-over services
- Integrated Project Management Services
- Cementing
- Geo physical logging
- Hydrofracking and coiled tubing

## Production Enhancement Contracts

- Comprehensive services to enhance production of matured fields

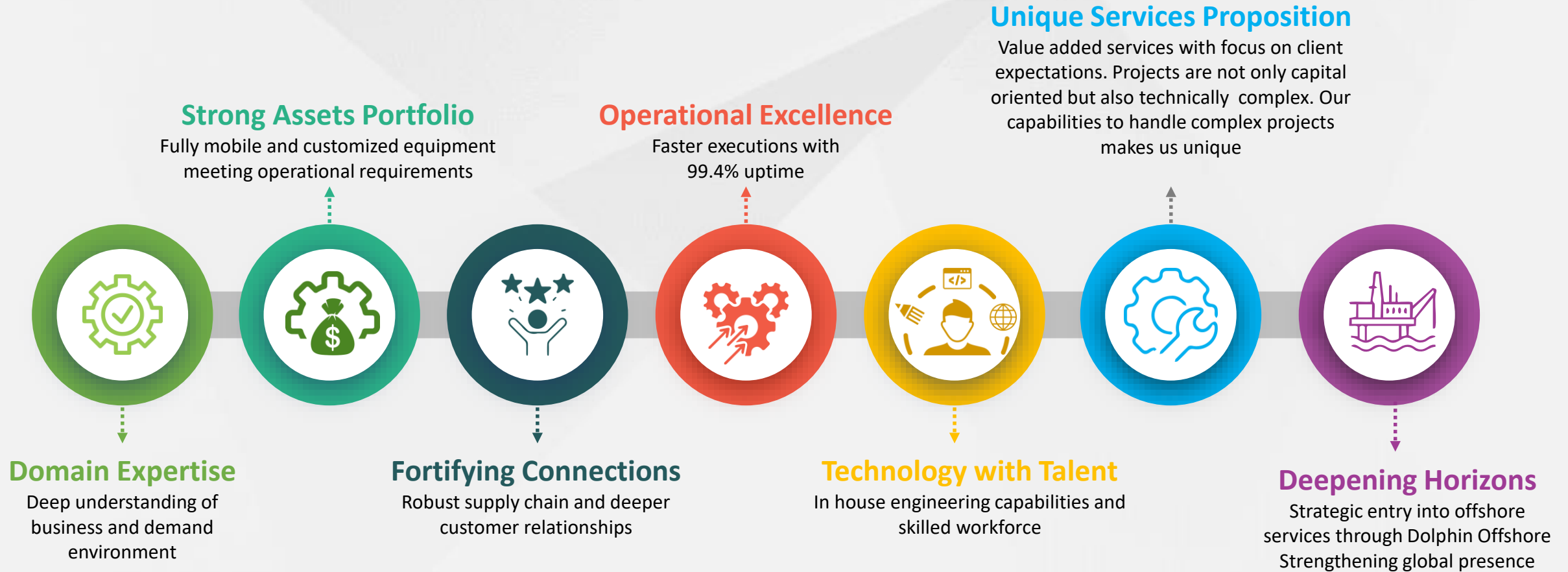
## Offshore services

- Prabha – DP2 Accommodation Barge
- Platform Support Vehicles (PSV), Anchor Handling Tugs Supply Vessel(AHTS)
- Marine operations and management services

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



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



## ...and global presence...

### Deep Industries Ltd. - Subsidiaries

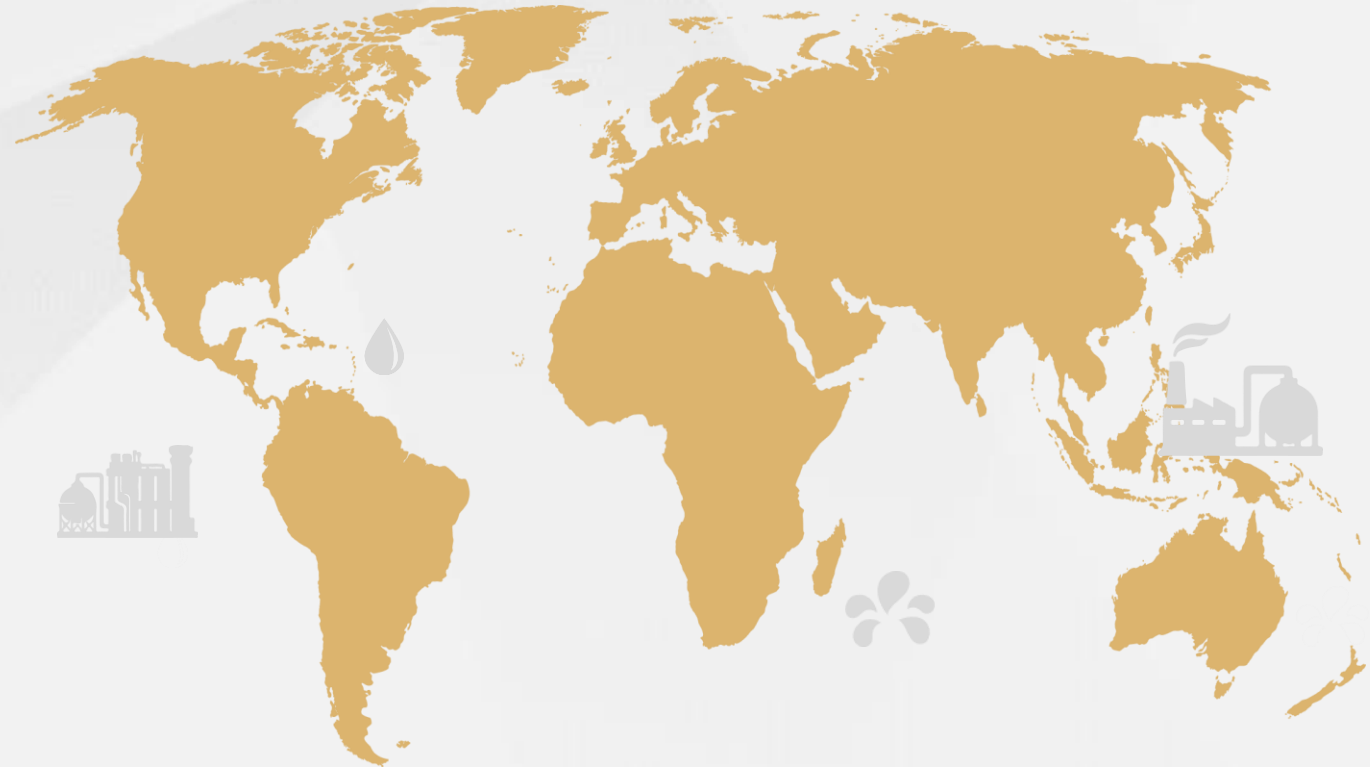
**Deep International DMCC**  
Clients in MENA Region

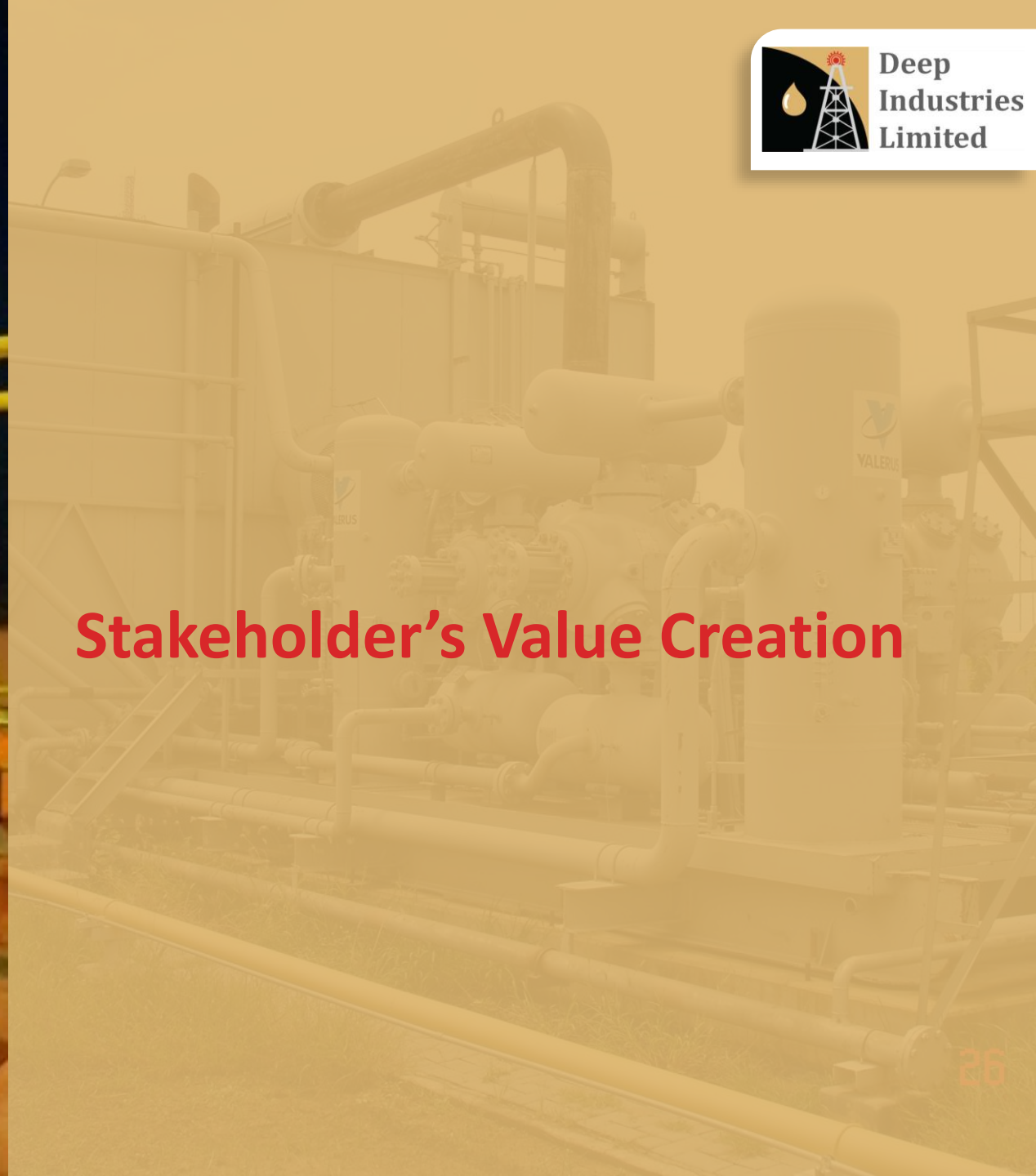
**SAAR International FZE LLC**  
Ras Al Khaimah Economic Zone, UAE

### Dolphin Offshore Enterprises (India) Ltd. - Subsidiaries

**Beluga International DMCC**  
Prabha-DP2 Barge in Mexican Waters

• **Dolphin Offshore Enterprises (Mauritius) Pvt. Ltd.**





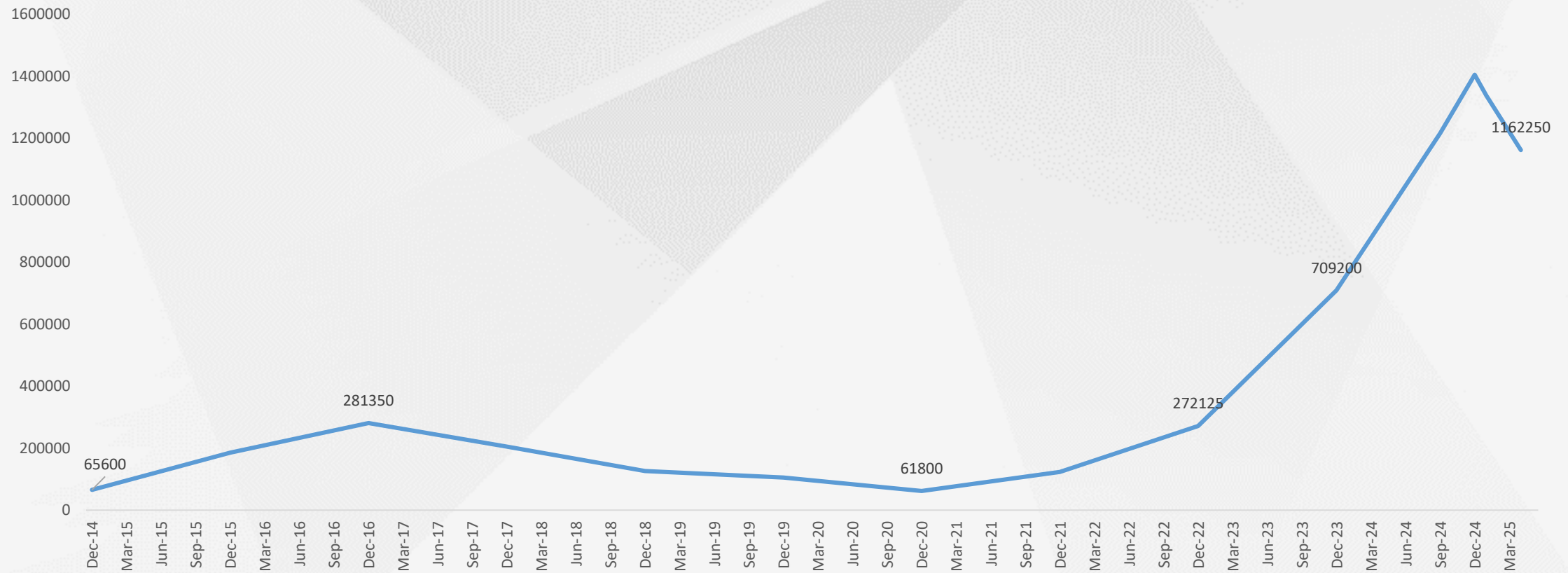
## Stakeholder's Value Creation



# Stakeholder value generation in last one decade...

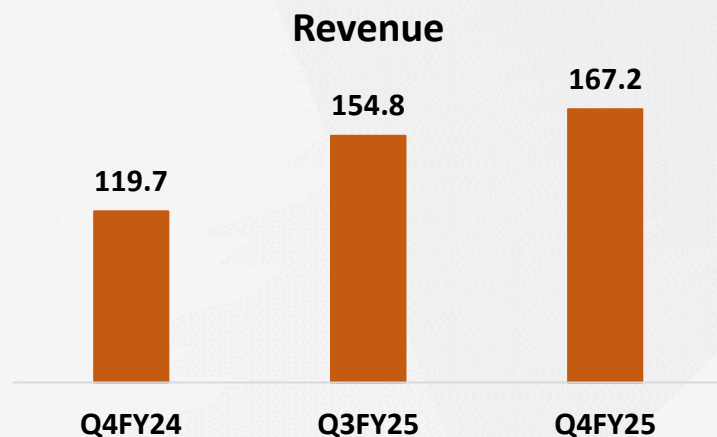
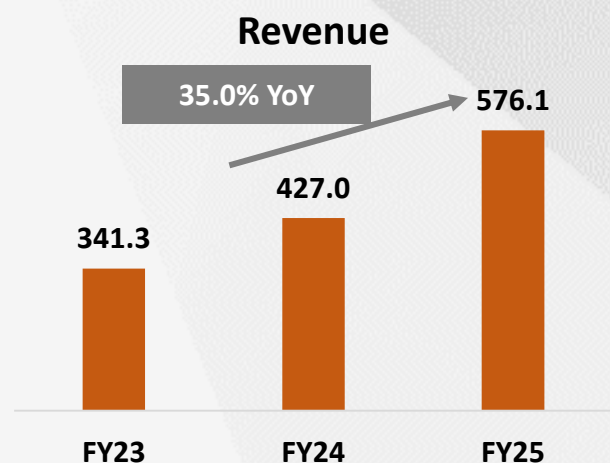
CAGR of 33% in 10 years

## Stakeholder Value Creation

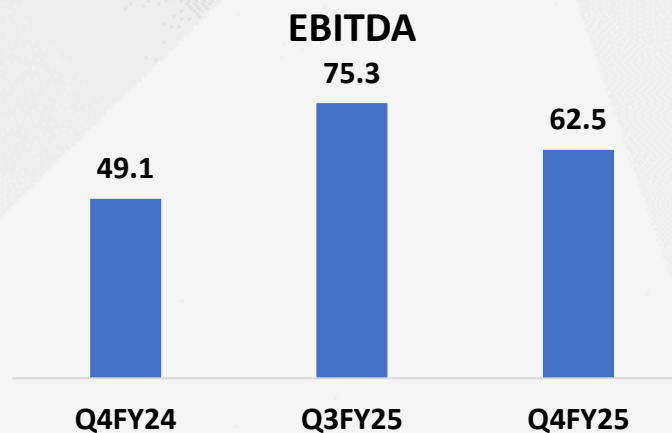
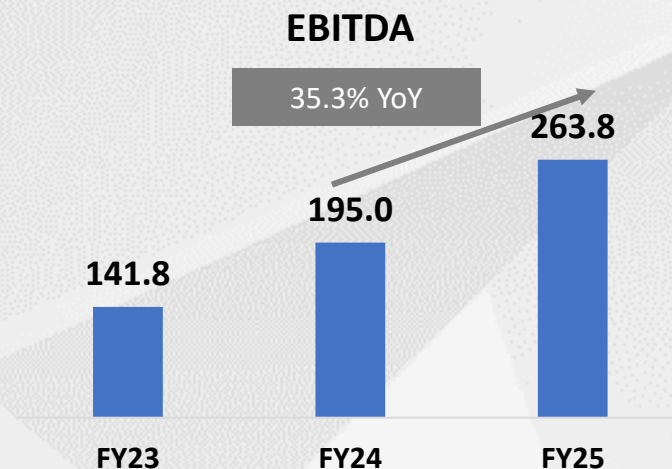


\*Investment value for 1,000 shares; Price as on Apr 30, 2025; Adjusted for de-merger and split, excluding Dividend

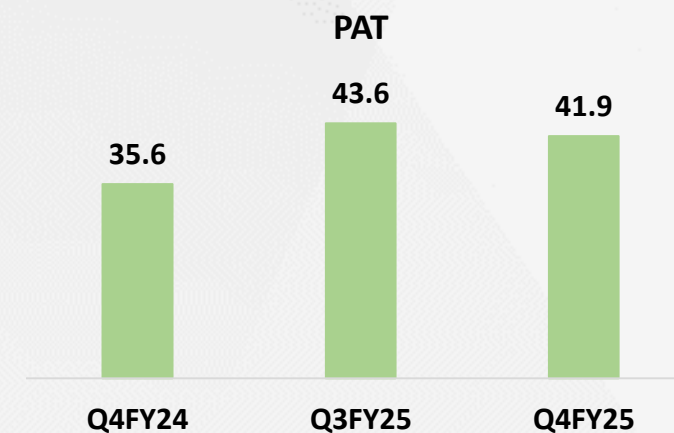
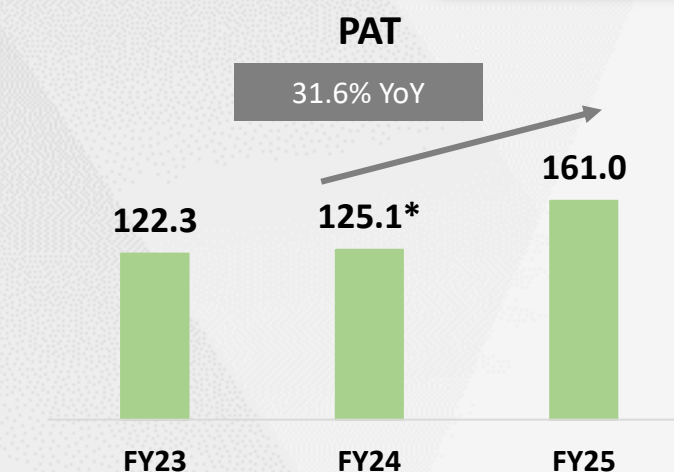
# ...through robust financial growth...



39.7% YoY; 8.0% QoQ



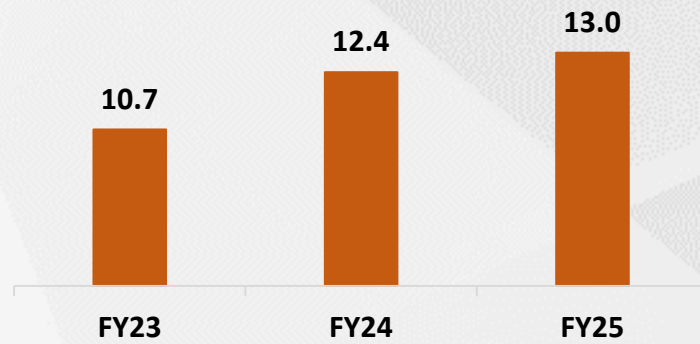
27.4% YoY; -17.0% QoQ



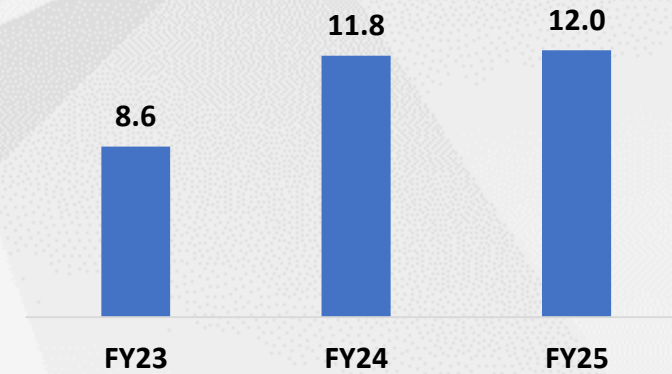
39.4% YoY; -4.0% QoQ

## ...healthy balance sheet...

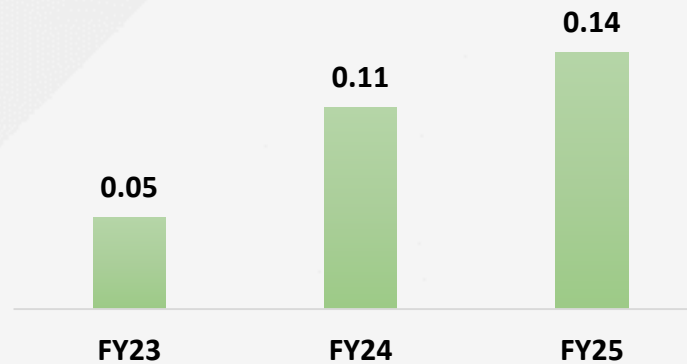
ROCE (%)



ROE (%)

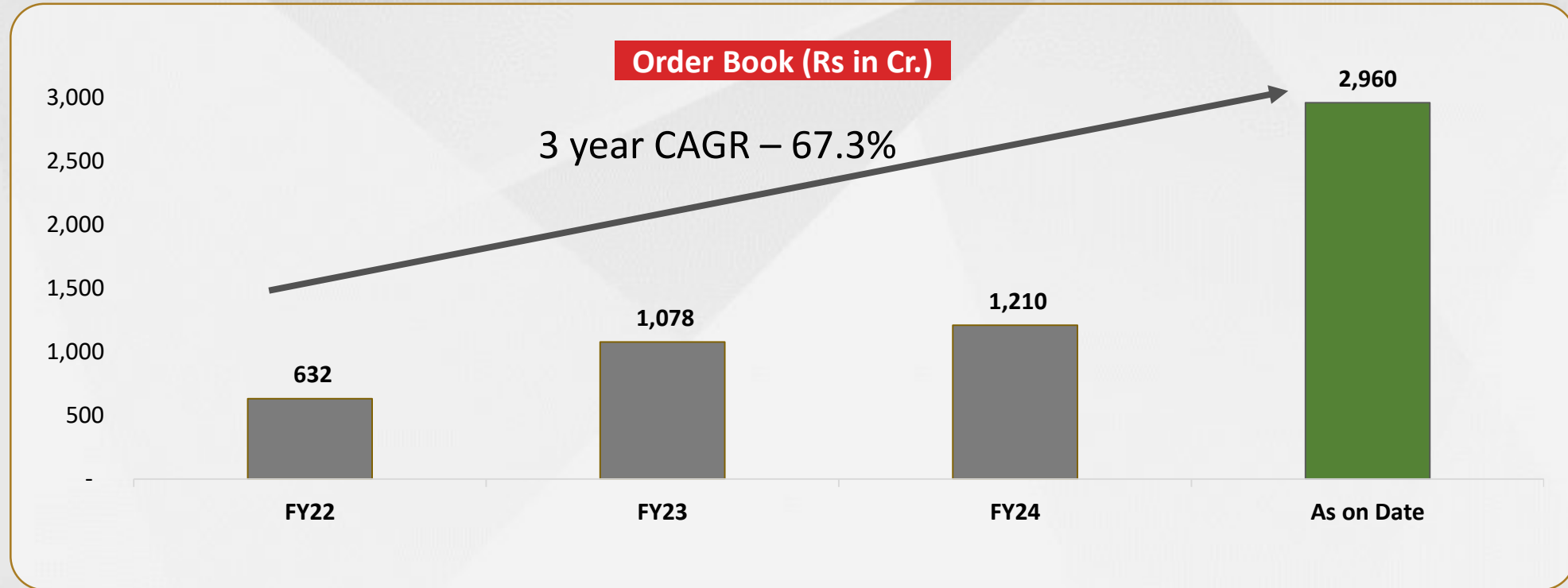


Debt to Equity (x)





## ...and consistent order flow...



# ...offering distinctive value proposition...

## Operational Efficiency

Completes tasks faster than competitors due to skilled workforce



## Market Expansion

Poised for expansion in offshore marine services market



## Charter hiring of entire gas processing facility

Capitalizing on converting EPC in to charter hire



## Mobile Units

Quickly deploys resources nationwide within a few months



## Strong Liquidity

Well-positioned for seamless expansion with balanced debt.



## Value-Added Services

Enhances client revenue, profitability, and diversifies product portfolio

...to long-standing loyal customer-base



...a testimony of our capabilities





**Way-Forward**



# Key Growth Drivers

Charter hire of entire Gas Processing facilities

Production Enhancement Contract (PEC)

Integrated Project Management

Offshore Services



# Production Enhancement Contract

- The Company has secured a 1402 crore contract from ONGC for 15 years. The said contract offers comprehensive services to boost production from one of the Matured Fields of ONGC. The Company is backed by 3 decades of experience.
- Service Revenue under the said contract is equivalent to 64% of incremental production revenue
- Ground-level operations has been started in April 2025; majority of revenue is expected to be generated in first 10 years
- The expected EBITDA margins from this contract are exceptional





# 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



...provided by Dolphin Offshore...



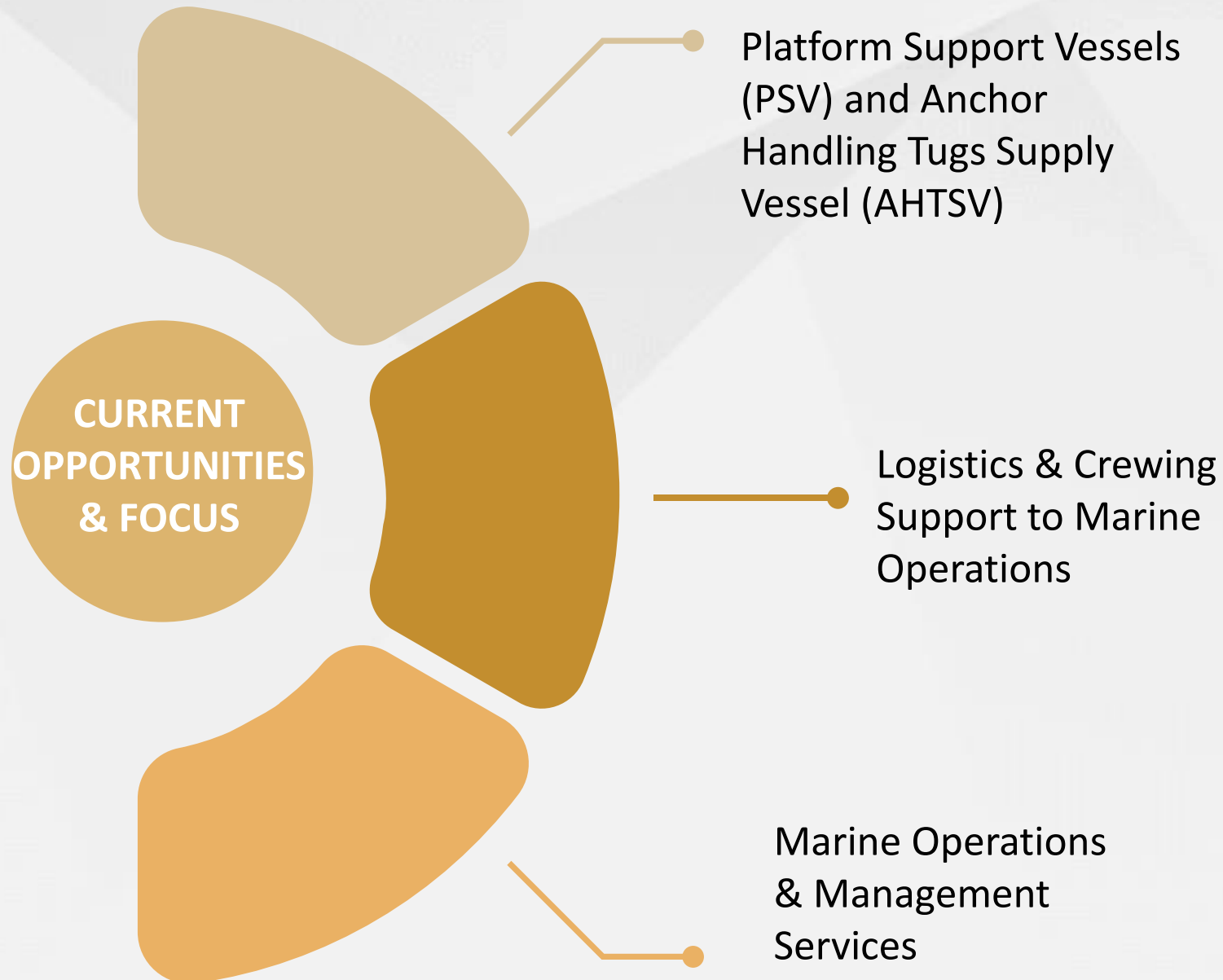
## Prabha-DP2

- Dynamically positioned, DP 2 Barge owned by **Beluga International DMCC, Dubai**, a wholly owned subsidiary of Dolphin Offshore Enterprises (India) Limited
- DP2 barge like Prabha are in heavy demand due to its features and capabilities
- It has potential to generate excellent daily rental revenues with EBITDA margin in the range of ~ 60%

### Update

- Signed a lease agreement with a Mexican Company **Ballast Shipping S.A. DE C.V.** for 3 years
- Estimated contract value is US\$ 32.85 million (~ ₹ 281 Cr)

## ...that offers other growth-supporting services







**Annexure**



# 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**



# Natural Gas – Charter Hire of Gas Processing facility

- Offers Design, Supply, Installation, Commissioning, and O&M of hydrocarbon production systems
- Facility reflects commitment to value-added services
- Enhances client offerings through end-to-end services
- Forays in to converting EPC into Charter Hire

## ***Project Jaya***

Delivered **Entire Surface Facility** and produced fluid processing network from wellhead to the transportation point on Charter Hire basis



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



# Natural Gas - Compression



## Artificial Gas Lift

### Enhanced Oil Recovery

- Gas compression injects gas into wells to boost production
- Artificial gas lift enhances oil production in mature, depleted fields where natural reservoir energy is insufficient

## Gas Transportation

### Distribution

- Pressure loss during transportation of Gas through pipeline
- Compression is required to boost the pressure for smooth flow

## Boil of Gas

### Reduce Loss of Evaporation

- Heat during storage and transportation evaporates LNG creating Boil-Off Gas (BOG)
- Compression ensures recovery of such Gas

## Gas Based Power Plant

### Power Generation

- Compression used to boost pressure of natural gas used as a fuel to generate electricity through turbines

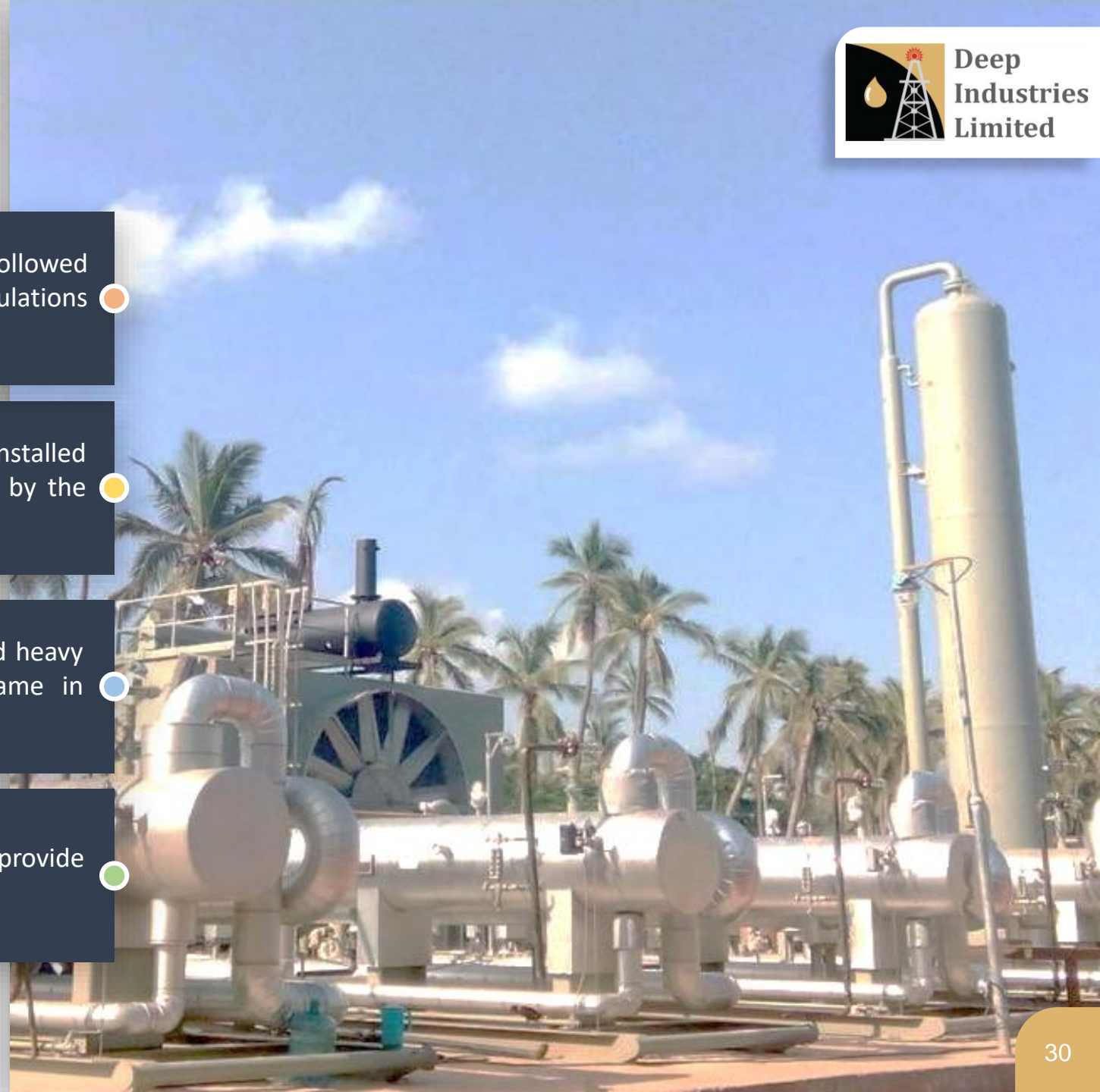
# Natural Gas - Dehydration

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 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





# Integrated Project Management Services (IPMS)



## 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

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.



# IPMS - 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 11 Workover Rigs with capacity ranging from 30T to 150T, 6 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.

# 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 29 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 19 years of expertise in Finance, Accounts, Audit, and Statutory Compliances, he has dedicated more than 15 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



CIN: L14292GJ2006PLC049371

**Mr. Rohan Shah, CFO**

[rohan@deepindustries.com](mailto:rohan@deepindustries.com)



Ashith Salian / Rohit Rokade

93241 71767 / 96643 55458

[ashith.salian@adfactorspr.com](mailto:ashith.salian@adfactorspr.com) /

[rohit.rokade@adfactorspr.com](mailto:rohit.rokade@adfactorspr.com)