
Asian Oilfield Services Ltd.

Investor Presentation: Dec 2013

CHANGING THE GAME

Metamorphosis of a Service Co.



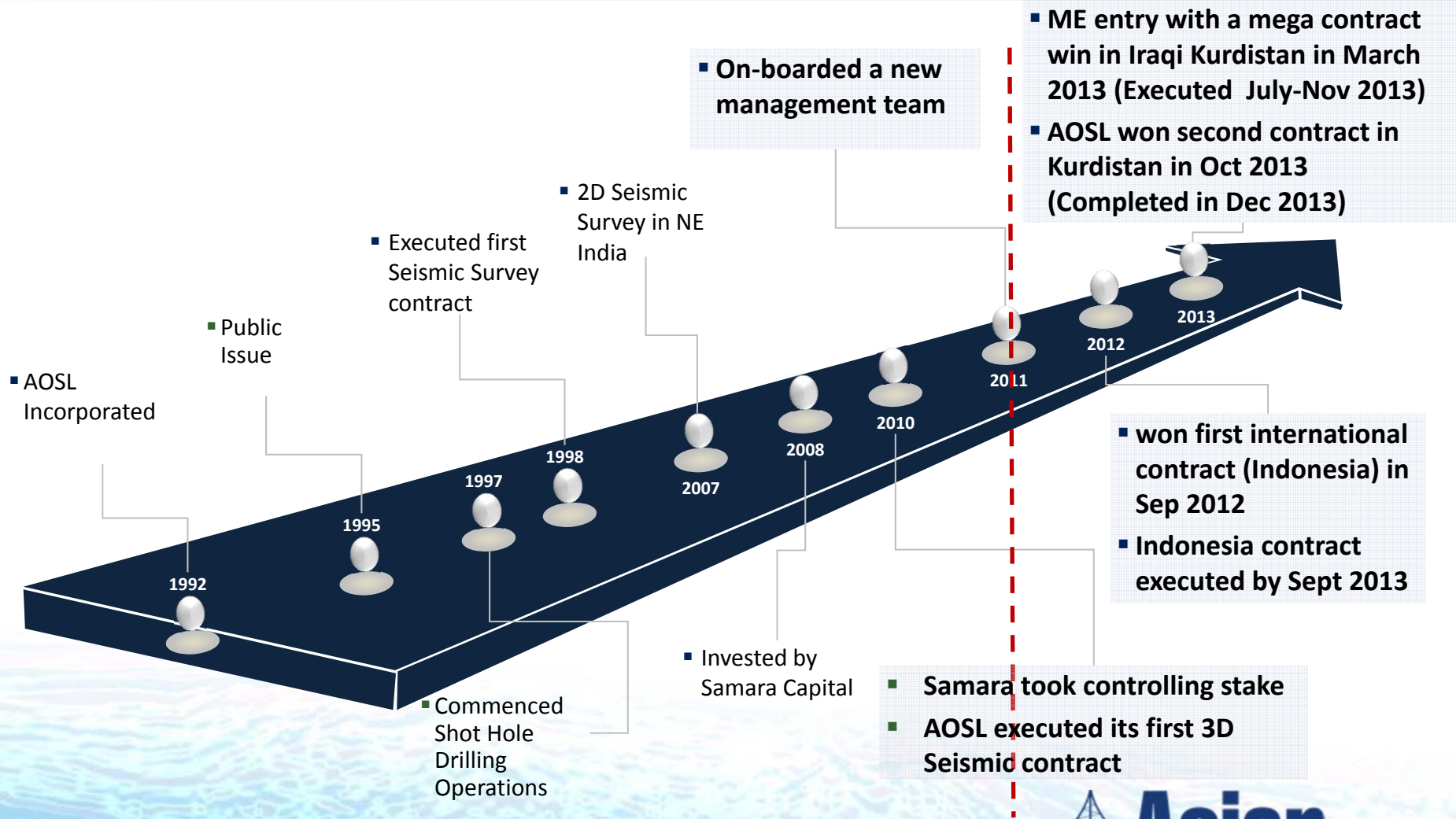
Agenda

1. A Brief Overview of the Past
2. Business Strategy
 - a) Management
 - b) Field Operations
 - c) People
 - d) Financial Performance
 - e) Technology
3. Future Growth Plan

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A Brief Overview of the Past Timeline



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Business Strategy

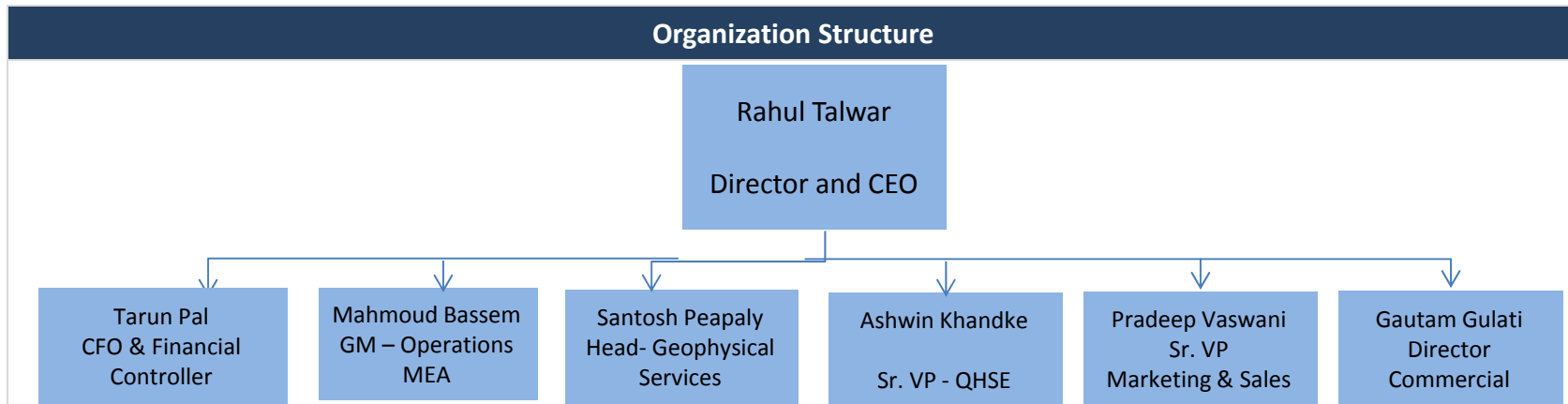
Rebirth of a Company

- Strengthening of the Management team.
- Rationalisation of the Business
 - Seismic Services Opportunities open up due to Western Geco's exit from land Seismic.
- Launching a differentiated world class service
 - Case studies
- Expanding the Client Base and Market
- The Future
 - Scope for **at least 4** number of Crews in the **Middle East, Africa and Asia.**
 - **Seismic** will be the platform for expansion into other areas



AOSL : Fortifying the Management Team with Intl. Capability

Leadership team having strong Schlumberger background



Rahul Talwar – Ex-Schlumberger/Western-Geco; 23 years of experience in O&G E&P services across the world

Gautam Gulati– 27 years of experience in financial management and project planning across several industries including Schlumberger at senior management level.

Pradeep Vaswani – 22 years of experience in business development and strategic planning

Ashwin Khandke – Ex- Tanker Pacific; 33 years of experienced in HSE management and O&G operations

Santosh Peapaly– Ex WesternGeco and GGS. Highly experienced in Field Processing

Mahmoud Bassem– Ex-Western-Geco, Ex Operations manager Egypt, Regional Staffing Mgr. 18 years experience

Tarun Pal – 20+ years of experience in Schlumberger, Aggrekko, Airworks in India, UK & Middle east



Business Strategy: Management

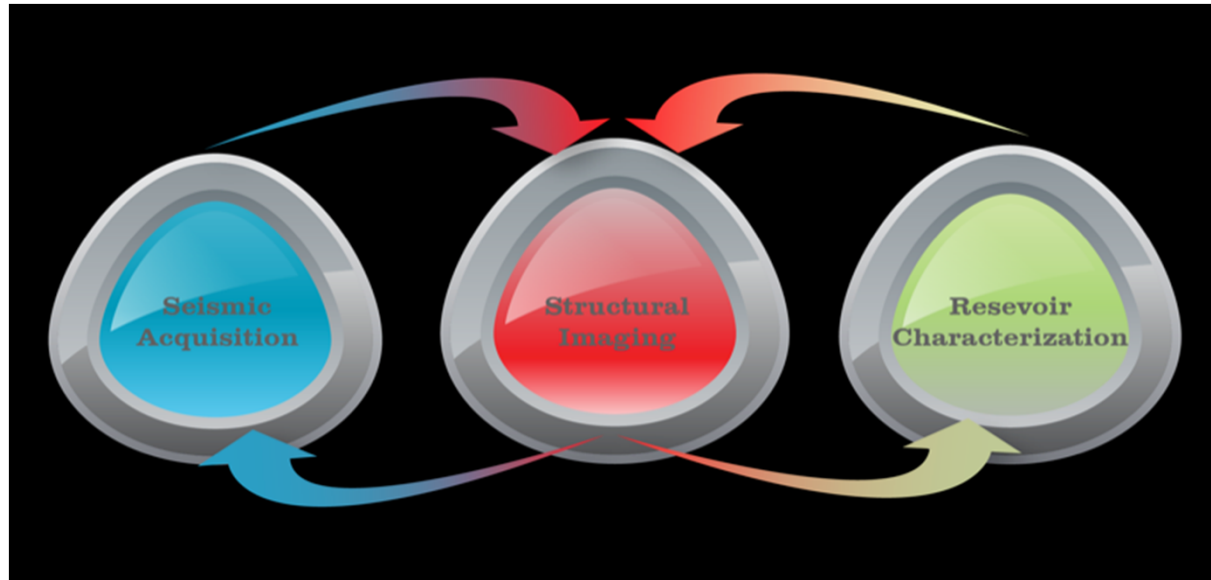
Transformation of the Business

- Internationally experienced and well trained field personnel (mid career hires) inducted into the field.
- Nationality diversity critical to servicing International customers.
- Plan to hire engineers and graduates from the leading institutions in India and middle east.
- All under performing and under utilised assets are being retired. Proceeds will be used to retire debt.
- Significant investments have been made to induct best in class equipment on an exclusive basis.
- Training programs are being planned and will be implemented in the next six months.
- Capitalise on market access to tie up new technologies



Business Strategy: Seismic Solutions

Building on the Core Capabilities



- Seismic Data Acquisition has been ASIAN's core business.
- Build on the previous track record and grow the company to become a complete SEISMIC SERVICES COMPANY.
- Extract the Value of the DATA acquired by adding VALUE to the Customer

Business Strategy: Services Offerings

Moving Up the Value Chain



Business Strategy: Transforming Operations to World Standards

Operations in the Past (Till FY2013): India Operations



Business Strategy: Transforming Operations to World Standards

Launching a World Class Business (FY2014 and beyond): Global Operations



Business Strategy: Transforming Financial Performance

Quarterly Trends from Q4FY13, Q1FY14 & Q2FY14

Particulars (in Rupees Cr)	Jan-Mar 2013	Apr-Jun 2013	Jul-Sep 2013
Revenue	22.2	14.4	55.2
Expenses	19.7	32.5	42.9
EBITDA	2.5	(18.1)	12.3
Margin (%)	11%	--	22%
<i>(Q1 FY 14 includes start up costs for projects in Indonesia and Kurdistan)</i>			



Business Strategy: Technology

Technology Changing the Game



**A NEW APPROACH TO
REALTIME WIRELESS DATA ACQUISITION**



Business Strategy: Technology

High Quality and State-of-Art Equipment



WIRELESS SEISMIC EQUIPMENT BEING USED IN ERBIL



Business Strategy: A Complete Company

Launching a world class business



BEST IN CLASS INFRASTRUCTURE



BEST IN CLASS EQUIPMENT



BEST IN CLASS SERVICES



Business Strategy: Technology Recognition



Seismic World Record Set at Shakal Block

Posted on 17 October 2013. Tags: [Asian Oilfield Services Limited \(ASIAN\)](#), [Gazprom Neft](#), [Kurdistan](#), [Shakal](#), [Wireless Seismic](#)

Wireless Seismic, **Gazprom Neft**, and **Asian Oilfield Services Limited (ASIAN)**, have announced that a world record has been set for the number of live seismic channels recorded in real time by a cable-free seismic recording system.

ASIAN has been acquiring a 270 sq km 3D seismic survey over a mountainous prospect in the Kurdistan Autonomous Region of Iraq (Kurdistan). Data have now been acquired with a spread of more than 6,200 live channels with real-time transmission of all the seismic data, setting a new standard for real-time, cable-free seismic acquisition.

Gazprom Neft, operator of the Shakal Block in Kurdistan, contracted ASIAN to conduct a 3D seismic survey in its block using the RT System 2 real-time and cable-free seismic data acquisition system.

"The real-time functionality of RT System 2 has been invaluable," stated Rukh Yarwar, CEO, ASIAN. "When road construction started in one area of the survey, we saw noise on the spread, and the vibrators were stopped until the noise could be reduced to within specification. Simple problems, such as villagers disconnecting geophones out of curiosity, were detected quickly by its real-time monitoring capability. And, because RT System 2 is cable-free, our crew head count has been significantly reduced, as we have no need to move and repair cables."



Shakal Block in Iraq Sets Seismic Survey World Record

A new world seismic surveying record has been set on the Gazprom Neft operated Shakal block in Iraq. During the seismic study, data was transmitted from more than 6,200 sensors using RT System 2 wireless recording. According to Wireless Seismic, Inc., which manufactured the equipment, this is the greatest number of sensors ever used in simultaneous wireless real-time data transmission. Results of the preliminary data processing show that the recorded seismograms are of the similar quality compared to data received using standard cable telemetry systems.



In 2013 Asian Oilfield & Energy Services was engaged to carry out exploration work on the Shakal block and the firm was contracted to perform a seismic study using RT System 2, a wireless seismic system providing real-time data transmission. This innovative technology improves the quality of the geological data gathered, reduces operating hours and enhances efficiency. Significantly, the wireless system makes it considerably easier to conduct this kind of study on the mountainous terrain typical of the region, as sensors can be installed in inaccessible locations unsuitable for cabling due to uneven ground and temperatures of up to 50°C. With real-time operation, any recording interference, for example from construction work in the vicinity, can be immediately identified and taken into account.



People

Mobile

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COMPANY

BUSINESS

SOCIAL RESPONSIBILITY

INVESTORS

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Gazprom Neft's Shakal block in Iraq sets seismic survey world record

16 October 2013

A new world seismic surveying record has been set on the Gazprom Neft operated Shakal block in Iraq. During the seismic study, data was transmitted from more than 6,200 sensors using RT System 2 wireless recording. According to [Wireless Seismic, Inc.](#), which manufactured the equipment, this is the greatest number of sensors ever used in simultaneous wireless real-time data transmission. Results of the preliminary data processing show that the recorded seismograms are of the similar quality compared to data received using standard cable telemetry systems.

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3D seismic work covering 277 km² on the Shakal block is scheduled to be completed by the end of this year, with the geological survey continuing into next year. The company is planning to complete the 3D and 2D seismic

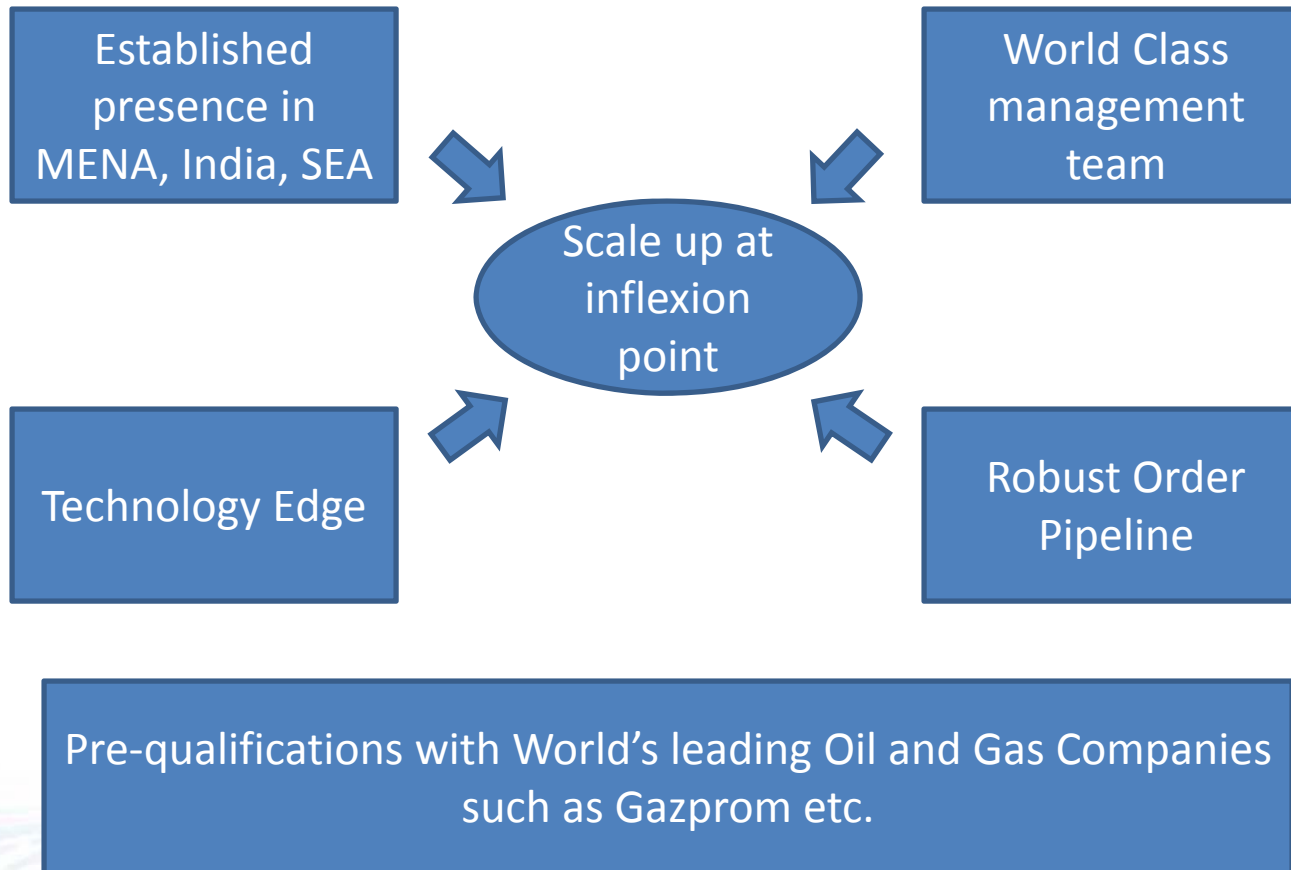


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Future Growth Plan

Path to USD 75 mm+ revenues in near term



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Source to Solutions



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