

Ref: 2022/AES/SE/GEN/0009

14<sup>th</sup> February, 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 ended December 31, 2021**

**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 nine months ended 31st December, 2021.

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, 3<sup>rd</sup> Floor, Omkar Esquare, Chunabhatti Signal, Eastern Express Highway, Sion (East), Mumbai - 400022  
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Source to Solutions

# INVESTOR RELEASE

## Q3 FY22

## Safe Harbor

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## Significant improvement in Financial Performance

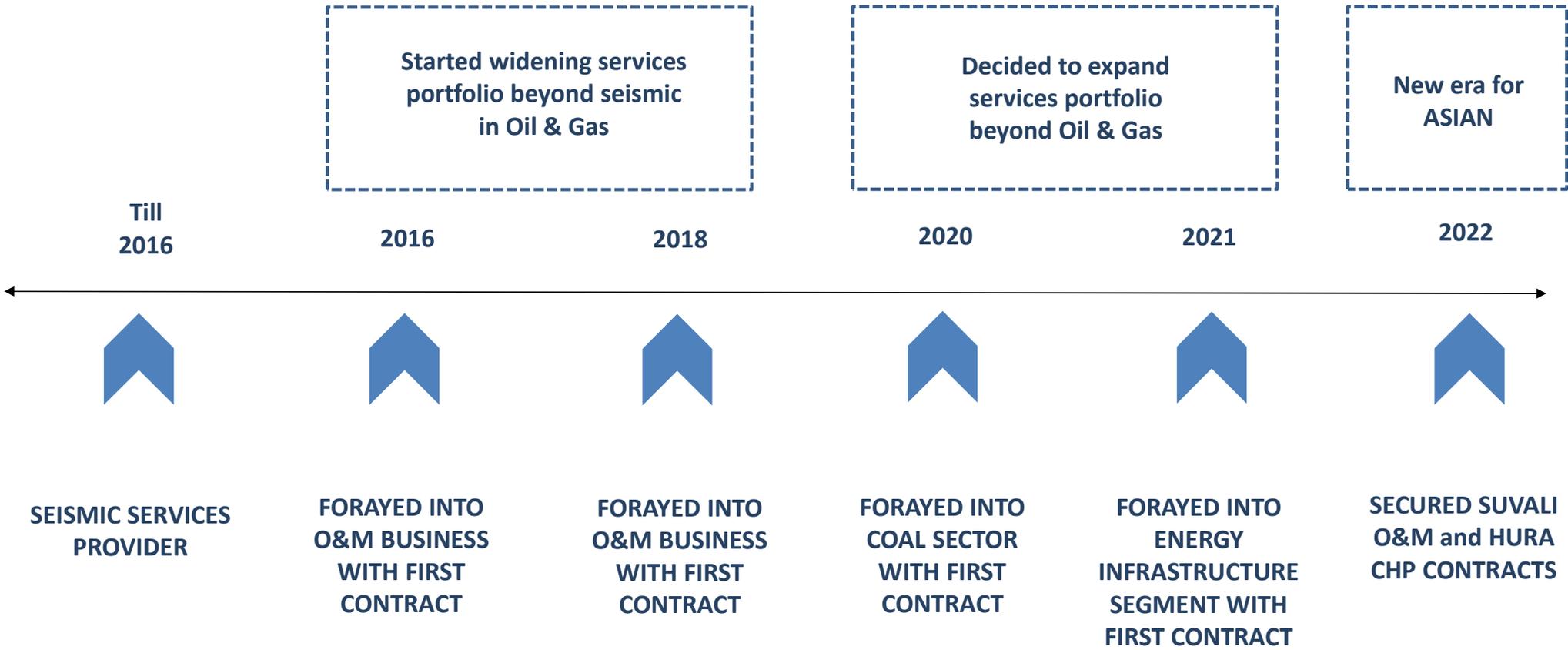
Rs. Crs

	9M FY 21	9M FY22	Growth
<b>REVENUE</b>	147	199	36%
<b>EBIDTA</b>	34	50	45%
<b>PAT</b>	20	30	50%

### HIGHLIGHTS

- Healthy order book
- Strong Balance Sheet (Zero debt and good cash balance)
- Improved execution and profitability

# Our Journey – Evolving from Seismic Services Provider to Energy Specialist



# FOCUS BUSINESS SEGMENT



## Seismic Services

Leading Seismic Services provide with extensive industry experience of over 25 years



## Operations & Maintenance

Expertise in integrated Operation & Maintenance (O&M) of facilities



## Energy Infrastructure

Material handling plant, Oil & Gas production facility construction

**Dedicated team to focus, deliver and expand all business verticals with Business Unit Heads**

## BUSINESS SEGMENT

### Seismic Services

- Ongoing projects over 6 locations
- Marquee clients like Vedanta Ltd, ONGC, Oil India, Coal India
- Expertise in delivering project in complex terrain
- Global tie up with RosGeo

### Operations & Maintenance

- Currently two contracts in India (Amguri, Assam and Suvali, Gujarat)
- Marquee clients like Vedanta Ltd, Oilmax Energy
- Long term contract (4-5 yrs) with good revenue visibility
- No capex (working capital only)

### Energy Infrastructure

- Currently three contracts (Gevra, Hura and Langley)
- Marquee clients like Coal India, HEC Ltd, AMNI
- Huge business potential
- No capex (working capital only)

## Business Updates – O&M

- AESL has successfully completed first phase of the Amguri field production restart and facility revamp project of Oilmax Energy Pvt Ltd in Assam and has now entered into operation and maintenance phase.
- AESL has secured a prestigious contract from Vedanta Ltd for Integrated Operation & Maintenance of Suvali facility in Gujarat. The contract value is Rs 248 crs for four years and contract has an extension option for another year.
- AESL is in process of completing mobilization for Suvali O&M contract which is progressing as per schedule.
- AESL is pursuing various opportunities of O&M in energy sector and confident of building up further from current two contracts of Amguri and Suvali.
- Operations outsourcing and cost optimization will drive O&M contracts in other industries as well apart from energy in coming years.

## Business Updates - Seismic

- AESL is largest seismic services company in India with ongoing contracts with marquee clients like Vedanta Ltd, ONGC Ltd, Oil India Ltd and Coal India Ltd. AESL has array of modern and state-of-the-art seismic equipment, one of the largest equipment pools across the industry.
- AESL has successfully completed NC Hills project of Oil India and has successfully mobilized and started operation for Baramura project of ONGC in last quarter.
- Execution of ongoing seismic projects for Vedanta Ltd in Rajasthan and Gujarat is progressing as per schedule. Currently AESL projects in Tripura and Chattisgarh are progressing slow due to local issues.
- AESL is pursuing various opportunities in this segment and confident of building up order book further with NSP-2, OLAP, DSF lined up. High Oil & Gas prices and India energy security are driving exploration activities.

## Business Updates – Energy Infrastructure

- Hura Project (Coal India): AESL along with its Joint Venture partner has now secured LOA for HURA CHP which got delayed due to delay in land acquisition by Coal India. AESL has now commenced activities to execute this project. The delay in LOA affected revenue in current year, however, this will now be realised in 2022-23.
- Gevra Project (HEC): AESL has started execution of the project and it's progressing well as per schedule.
- AESL will execute both projects in parallel which will provide lot of synergy and scale.
- AESL is pursuing various opportunities and confident of expanding its footprint.
- The Langley Turnaround & Maintenance Project in Nigeria continues to remain deferred by client. AESL is in continuous discussion with client regarding project restart. The long deferral from client has affected revenue in current year, however, we remain hopeful that this will now be realised in 2022-23.

# VAAN – ASIAN’s investment in EV segment



## VAAN launches two electric bicycles

Indian e-mobility startup VAAN launched two new electric bicycles- Urbansport and Urbansport Pro in Kochi on Friday. Priced at Rs 59,999 and Rs 69,999 respectively, e-bikes are designed and engineered by two-wheeler manufacturer Benelli. Both electric bicycles were showcased at the EICMA motorcycle show in Italy before being launched in India. The bicycles are made of an aluminium unisex frame. The electric pedal assist system consists of a 250W hub-mounted electric motor, 48 volt 7.5 Ah removable Lithium-ion battery and a total of electric gear levels. The vehicle can attain a top speed of 25 kilometres per hour and cover up to 60 kilometres distance with the battery fully charged. It would take four hours to fully charge the battery. Jithu Sukumaran Nair, CEO and founder of VAAN Electric Mobility said that the company's plant at Ernakulam can assemble up to 2000 cycles per month. VAAN has started taking pre-orders for the electric cycles through the website-vaanmoto.com. Deliveries of electric bicycles would commence soon.

Our first venture in the green energies sector. First product E-Bike launched in January with roaring success in the pilot market and now it will be launched across other markets soon.

New products including E-moped are also lined up for launch soon.



## Message from CEO & Whole Time Director

### **Reflecting on the performance Mr. Ashutosh Kumar, full-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 Navaratna 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 segment.

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

VAAN – our investee company has launched its first product E-Bike and getting very good response. VAAN is planning to launch other products as well soon and we are quite confident of VAAN growth.

We have now entered into a very exciting phase where our three verticals 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



Sharing Smiles Campaign in partnership with renowned NGO Sewa Bharti "Matri Chaya", Chhattisgarh



Medical Camps organized in villages of Chattisgarh & Himachal Pradesh



# Environment & Safety initiatives

World environment day celebrated with plants sapling



50th national safety day / week campaign



**“Green Initiative”**  
Introduction and adoption of EV at site to reduce dependency on fuel



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**Investor Relations**

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