

Ref: 2024/AES/SE/GEN/0077

30<sup>th</sup> January, 2024

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**

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirements) Regulations, 2015, we are enclosing herewith an Investor Presentation in respect of financial results for the quarter and nine months ended 31<sup>st</sup> December, 2023.

The Investor Presentation shall also be uploaded on the website of the Company at URL <https://www.asianenergy.com/investor-relations.html#financial>.

You are requested to take the same on record.

Thanking you,  
Yours faithfully,

**For Asian Energy Services Limited**

**Shweta Jain**  
Company Secretary

Asian Energy Services Limited

CIN: L23200MH1992PLC318353

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

Phone +91 (22) 42441100 Fax+91 (22) 42441120 E-mail: [mail@asianenergy.com](mailto:mail@asianenergy.com) Web: <https://www.asianenergy.com>



# INVESTOR PRESENTATION Q3FY24

JANUARY 2024

ASIAN ENERGY SERVICES LTD (AESL)

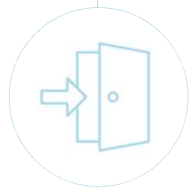
# Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Asian Energy Services Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

# Contents



About the Company



Strategic Business Shift



Business Verticals



Oil & Gas Services



Mining Services



Order Book



Management Team



CSR & HSE



Way Forward



Financial Highlights



# Servicing Excellence since 3 Decades

- Founded in 1992, ASIAN Energy Services Limited (AESL) embarked on a journey to offer seismic services to the Oil & Gas industry.
- Over the span of three decades, our vision has expanded, encompassing a comprehensive range of services from Geophysical Data Acquisition to Operation & Maintenance to Mineral Infra services.
- With an experienced management team at the helm, AESL has consistently driven innovation, ensuring value delivery to our esteemed clients.
- Our acquisition by Oilmax Energy has not only broadened our capabilities but also fortified our position in the industry, making us a preferred partner for industry giants.



## 30

OVER 30 YEARS  
OF EXPERIENCE IN  
ENERGY SERVICES



## 350+

TEAM STRENGTH  
ACROSS PROJECTS



## Debt-free

A ZERO-DEBT COMPANY  
WITH STRONG  
FINANCIALS



## Clients

PROUD PARTNERS  
WITH INDUSTRY  
LEADERS: ONGC,  
OIL INDIA LIMITED,  
VEDANTA, COAL INDIA  
AND MANY MORE



## 50+

PROJECTS  
SUCCESSFULLY  
COMPLETED SINCE  
INCEPTION



## Listed

LISTED ON NSE AND  
BSE

# Decoding our Corporate DNA



62%



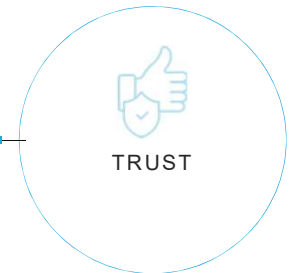
## CORE VALUES



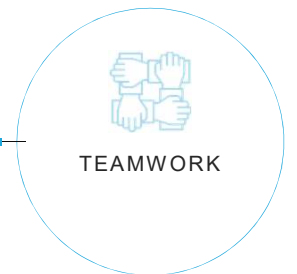
PERFORMANCE



QUALITY



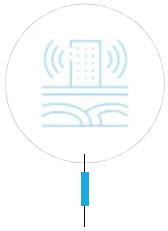
TRUST



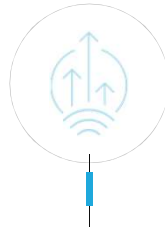
TEAMWORK

# The call for Diverse Strategies

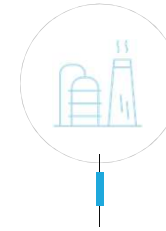
In an economy focused on attaining energy security, the seismic sector remains vital. Yet, its cyclical nature presented unique challenges for AESL.



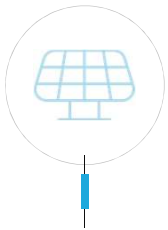
THE SEISMIC MARKET'S CYCLICAL NATURE POSED CHALLENGES TO CONSISTENT REVENUE STREAMS



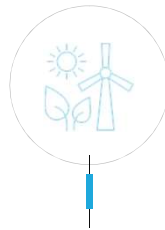
SOLE DEPENDENCY ON OIL AND GAS WAS RISKY GIVEN THE GLOBAL PUSH TOWARDS ALTERNATIVE ENERGY



SEISMIC BUSINESS, WHILE CRUCIAL, IS CAPITAL INTENSIVE



MODERNISATION OF ENERGY SOURCES IN INDIA DEMANDS VERSATILITY IN SERVICES

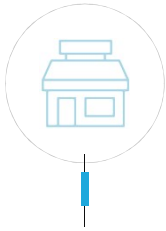


A GROWING NEED TO DIVERSIFY AND REDUCE SOLE RELIANCE ON SEISMIC OPERATIONS



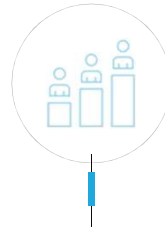
# AESL's Diversified and Strategic Approach

From a seismic company, we have strategically diversified into a broader services spectrum, ensuring growth and stability.



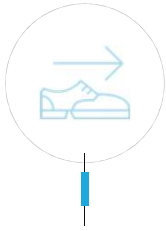
## Post-Oilmax Era

THE ACQUISITION BY OILMAX WAS A STRATEGIC PIVOT. IT MARKED AESL'S FORAY INTO OTHER SERVICES, MITIGATING THE SEISMIC SECTOR'S SEASONALITY



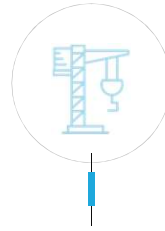
## Visibility & Model Shift

ASSURING BETTER REVENUE AND CASH FLOW PREDICTABILITY, MARKING AESL'S TRANSITION TO AN ASSET-LIGHT MODEL



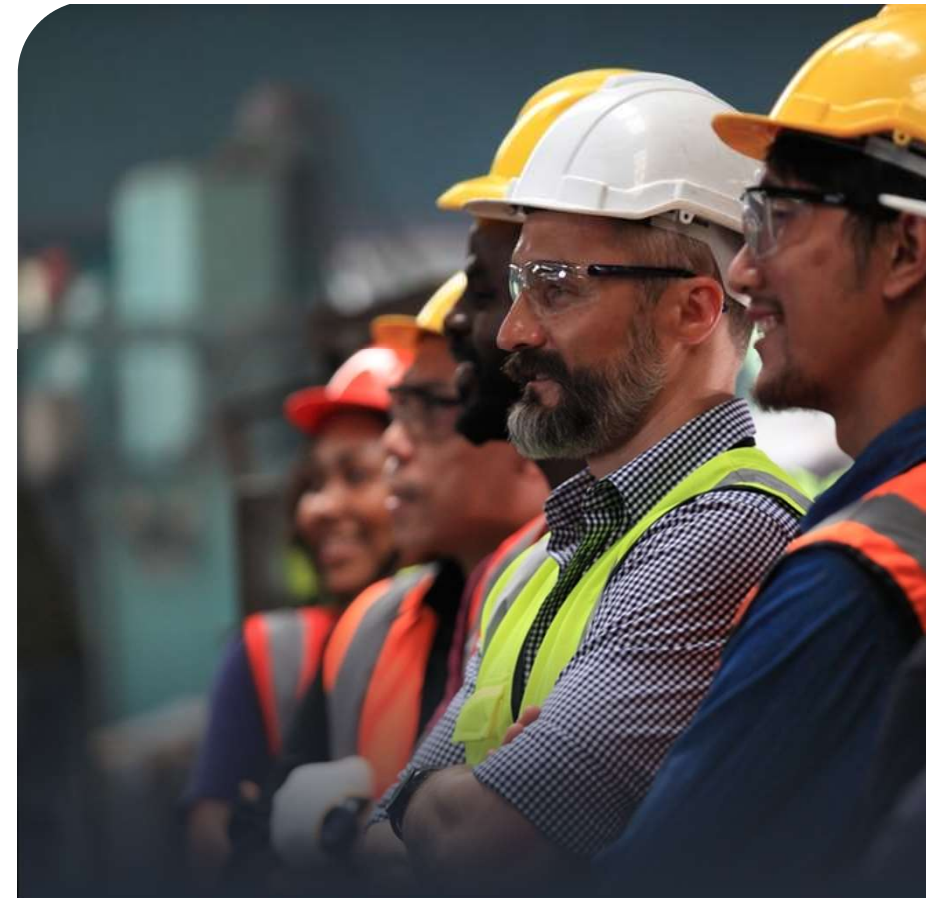
## Infrastructure Advantage

EMBRACING THE RAPIDLY GROWING ENERGY INFRASTRUCTURE BUILDUP IN INDIA, ESPECIALLY MATERIAL HANDLING



## O&G Services Spectrum

AESL NOW OFFERS A WIDE RANGE OF SERVICES, FROM TURNKEY O&M OF ONSHORE/OFFSHORE FACILITIES TO PRODUCTION ENHANCEMENT





# Challenges Met, Horizons Expanded

Since 2016, AESL has consistently evolved, adapting to industry demands and exploring new avenues. We have successfully transformed into an integrated energy services provider with a presence across the value chain.

## CHARTING NEW TERRITORIES 2016-PRESENT

2016

### Acquisition by Oilmax

- A new chapter begins with Oilmax as the new promoter, AESL secures its first O&M contract for FPU in Nigeria.

2019

### Ventured into Mineral Vertical

- Marking a significant pivot, we diversify into the Coal Sector and rebrand to Asian Energy Services Ltd.

2021

### Foray into Infrastructure Vertical

- Venturing into the Energy Infrastructure business, expanding our footprint and expertise.

2022

### Secured multiple large projects in new verticals

- Kicking off the O&M Project in Suvali and the CHP Project in Hura & Gevra, underscoring our commitment to integrated services.

2023

### Entry into O&G Production Enhancement

- Acquired stake in producing oilfield Indrora, Gujarat, contributing to enhance oil production.

# Capabilities to execute even in difficult terrains

AESL has delivered projects in non-accessible terrains with quality in a timely manner. It has led AESL to become the preferred service provider to our marquee clients.



*Kurdistan & Rajasthan, Rough terrain challenges*



*Indonesia & North-East India, Thick Vegetation*



*Nigeria, (Upgrade existing offshore MOPU)*



*North & North-East India, Slope challenges*



## Integrated Oil & Gas Field Development

SERVICES OFFERING ACROSS E&P VALUE CHAIN



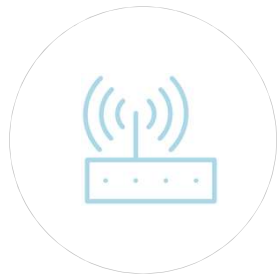
AESL has diversified offerings across the energy spectrum, ensuring strategic positioning to drive sustainable growth.



## Mining Services

MATERIAL HANDLING SYSTEMS

# Comprehensive Solutions Across the Oil & Gas Spectrum



## Seismic Services

ONSHORE SEISMIC SERVICES WITH EXTENSIVE INDUSTRY EXPERIENCE OF OVER 31 YEARS



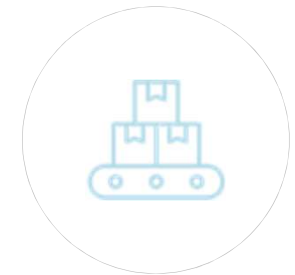
## Production Facility Construction

SIGNIFICANT EXPERTISE AND FINANCIAL CAPABILITY TO CREATE LOW COST, HIGH QUALITY ONSHORE AND OFFSHORE PRODUCTION FACILITIES



## Operations & Maintenance

EXTENSIVE EXPERIENCE AND EXPERTISE IN TURNKEY OPERATION & MAINTENANCE OF ONSHORE AND OFFSHORE OIL AND GAS FACILITIES



## Production Enhancement

EXTENSION OF O&M OFFERING TO OIL & GAS PRODUCTION INCLUDING RESOURCE OWNERSHIP

# Industry outlook - O&G



As the demand for energy continues to surge, the oil & gas sector in India presents burgeoning opportunities. AESL's integrated services offerings stand at the forefront, perfectly poised to capitalize and contribute to India's energy future.

## India's Energy Landscape



INDIA'S DEMAND FOR ENERGY IS GROWING FASTER THAN ANY OTHER MAJOR ECONOMY

FORECASTED GROWTH ACROSS ALL SECTORS DUE TO FAVOURABLE DEMOGRAPHICS, URBANISATION, AND INDUSTRIALISATION

OVERALL PETROLEUM PRODUCT CONSUMPTION IN FY 2022-23 REACHED 223 MMT, MARKING A 12% GROWTH YOY

HSD AND MS CONSUMPTION GREW BY 12.1% AND 13.4% RESPECTIVELY, ACHIEVING THE HIGHEST CONSUMPTION IN HISTORY

## India's Global Standing



4<sup>TH</sup> LARGEST REFINER IN THE WORLD

4<sup>TH</sup> LARGEST LNG TERMINAL CAPACITY

4<sup>TH</sup> LARGEST AUTO MARKET

3<sup>RD</sup> LARGEST BIOFUELS PRODUCER

## India's Import Dependency

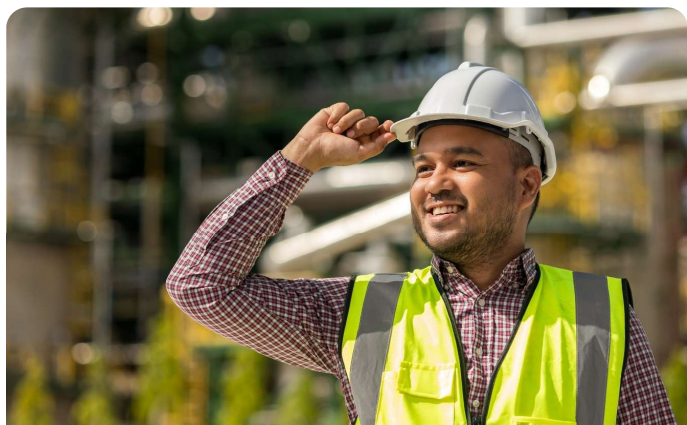


INDIAN ECONOMY RELIES ON IMPORTS TO MEET NEARLY 88% OF ITS DEMAND FOR CRUDE OIL

INDIAN ECONOMY RELIES ON IMPORTS TO MEET NEARLY 55% OF ITS DEMAND FOR NATURAL GAS

WITH DEMAND INCREASING AT A RATE OF APPROXIMATELY 5-7% ANNUALLY, IMPORT DEPENDENCY CONTINUES TO RISE

# Leading Seismic Prowess



Over the past decades, AESL has solidified its position as a leader in the seismic exploration sector.

Our dedication to quality and innovation has enabled us to pioneer seismic technologies and expand our operational footprint across multiple countries.

## REDEFINING SEISMIC EXCELLENCE

### Pioneers in Technology



THE FIRST INDIAN ENTITY TO LEVERAGE WIRELESS SEISMIC TECHNOLOGY

### Diverse Footprint



MARKING OUR PRESENCE ACROSS INDIA, INDONESIA, MYANMAR AND IRAQ - RUNNING MULTIPLE OPERATIONS SIMULTANEOUSLY

### State-of-the-Art Affiliations



COLLABORATION WITH INDUSTRY GIANTS LIKE WIRELESS SEISMIC, INOVA, SERCEL, AND MORE FOR CUTTING-EDGE SOLUTIONS

### Testament to Consistency



SUCCESSFULLY EXECUTED SEISMIC CONTRACTS OVER 500CR SINCE 2016 AND COUNTING

### Unyielding Spirit



NAVIGATING THE TOUGHEST TERRAINS AND ALWAYS DELIVERING ON TIME

### Leading with Innovation



EMBRACING AN ARREY OF MODERN TECHNOLOGIES IN THE FIELD TO MEET MODERN CHALLENGES

# Business Outlook – Seismic Services

AESL's Seismic Services are poised for significant growth, anchored by ongoing projects and bolstered by upcoming opportunities.



## ONGOING PROJECTS

- Currently working on projects with ONGC, Vedanta and GAIL across Gujarat, Rajasthan and North-East India.

## UPCOMING OPPORTUNITIES

- With the government aiming to reduce energy import dependency, oil and gas exploration in India is expected to intensify, providing a boost to seismic services.
- There is also a renewed focus on increasing production from existing fields/basins, enabling a larger seismic program.
- With the aforementioned factors in play, seismic services is going to witness large opportunities in the coming years, as listed below:
  - NSP-2 (National Seismic Programme)
  - Carpet 3D In Existing Fields
  - Regular Seismic Work (DSF, OALP)

# Business Outlook – Oil and Gas Production

AESL is gearing up for a transformative phase in oil and gas production, with a blend of domestic ramp-ups and international ventures.



## DOMESTIC PRODUCTION BOOST

- **INDRORA FIELD:** Production ramp-up anticipated in the coming months.
- **CAMBAY & MEWAD FIELDS:** Set to commence production next year.
- **COLLABORATIONS ON THE HORIZON:** Advanced discussions with private players to participate in their producing assets.
- **OPPORTUNITIES WITH ONGC & OIL INDIA:** Participating in Production Enhancement Contracts (PEC) to further acquire producing acreage with significant upside potential.

## INTERNATIONAL PROSPECTS

- Evaluating opportunities to acquire O&M projects along with Production Enhancement Contracts in producing fields.

## STRATEGIC PARTNERSHIP EVALUATION

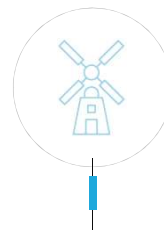
- Exploring and evaluating latest production technology tie-ups with global players to increase existing production.



# Coal, Minerals and Beyond

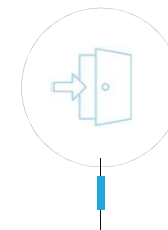


Strategically diversifying our operations, AESL's recent ventures into the **mining services sector** underscores our commitment to efficiency and adaptability within the Indian energy landscape.



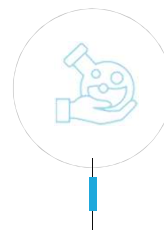
## The Big Move in 2021

AESL'S STRATEGIC ENTRY INTO THE ENERGY INFRASTRUCTURE DOMAIN WAS MARKED BY THE INR 236 CRORES CONTRACT IN GEVRA, CHHATTISGARH



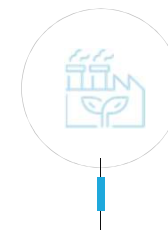
## A Visionary Pivot

THIS MOVE WASN'T SUDDEN. IT WAS THE CULMINATION OF EFFORTS SINCE 2020, INDICATING AESL'S INTENT TO DIVERSIFY BEYOND OIL AND GAS



## Broadening Horizons

AESL'S PRESENCE IN THE ENERGY INFRASTRUCTURE OPENS DOORS TO OTHER SECTORS FOR BULK MATERIAL HANDLING AND EFFICIENT LOGISTICS



## Industry Tailwinds

WITH COAL INDIA LIMITED'S MASSIVE PROJECTS AND THE GOVERNMENT'S PUSH FOR MODERN COAL HANDLING INFRASTRUCTURE, AESL IS POISED TO PLAY A PIVOTAL ROLE IN SHAPING INDIA'S ENERGY FUTURE

# Industry Outlook Material Handling

As the Indian coal industry sets ambitious growth targets, AESL's Material Handling Division stands on the brink of unparalleled opportunities, poised to leverage the surge and cement its position as a leading player in the segment.

## Coal Industry Growth Metrics

- Envisioned coal supply target: 780 Mt in 2023-24, marking an 11% growth from the previous year.
- 80% of this production is earmarked for the power sector, aligning with the government's 24x7 power supply goal.
- A roadmap is set to achieve 1 Bt of coal production by 2025-26.

## Infrastructure & Connectivity Developments

- Significant investment in the creation of new railway infrastructure and optimization of existing capacity.
- First Mile Connectivity (FMC) initiative aims to ensure dispatches via non-road modes like conveyors and rail.
- 61 FMC projects are in the pipeline, with a capacity of 763.5 MTPA.

## Investments & Financial Outlay

- Planned capital investment of ₹ 16,600 crore for 2023-24 and beyond by Coal India Limited
- An additional ₹ 52,500 crore investment in developing mechanized evacuation infrastructure.
- 7 FMC Projects already commissioned, with 17 more expected to be completed in FY 23-24.

## Material Handling Division - Poised for Growth

- With the coal industry ramping up its infrastructure and focusing on efficient material handling, AESL is strategically placed to offer solutions and services.
- The emphasis on mechanized transportation and the FMC initiative presents a ripe opportunity for AESL's expertise.

# Business Outlook – Mining Services

As Indian demand for energy continues to grow, the mining services sector stands at a pivotal juncture. AESL is leading the charge with strategic material handling projects and keeping an eye on other mining services.



## Industry Tailwinds

WITH SIGNIFICANT DEVELOPMENTS IN THE COAL LOGISTIC LANDSCAPE, AESL IS STRATEGICALLY POSITIONED TO HARNESS THESE NEW AVENUES, REINFORCING OUR LEADERSHIP IN MINING SERVICES



## Projects in Hand

WHILE WE PARTICIPATE IN NEW PROJECTS, EXECUTION OF EXISTING PROJECTS IS PROGRESSING AS PER SCHEDULE. OUR FOCUS ON EFFICIENT DELIVERY REMAINS PRIME



## The FMC Opportunity

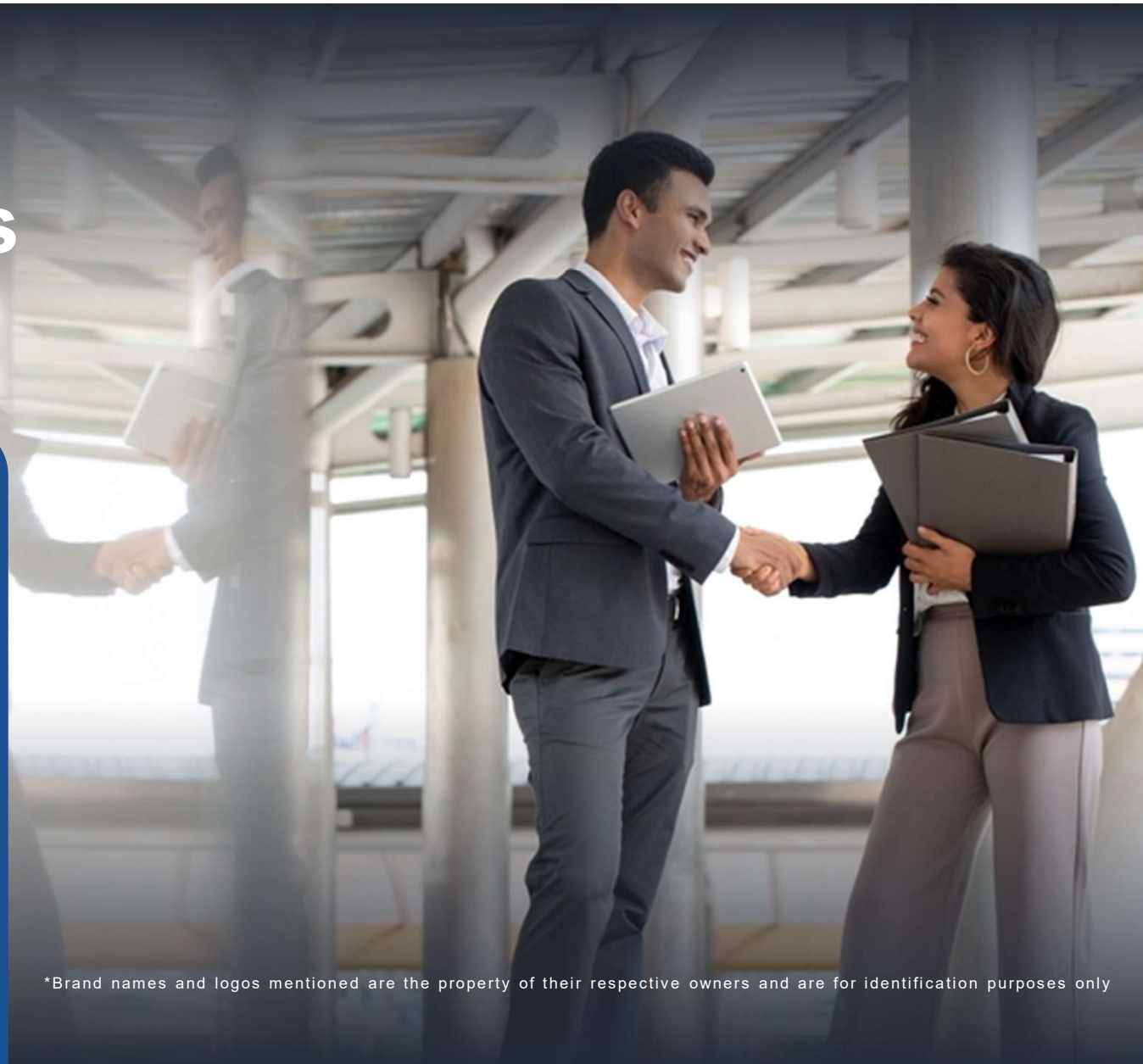
THE FIRST MILE CONNECTIVITY INITIATIVE PRESENTS A PLETHORA OF OPPORTUNITIES. AS THE NATIONAL COAL LOGISTIC PLAN UNFOLDS, RAILWAY SIDINGS AND PROXIMAL COAL MINE LOADINGS ARE ON THE HORIZON



## Other Mining Services

APART FROM MATERIAL HANDLING, WE ARE ALSO LOOKING TO EXPAND OUR SERVICES OFFERINGS IN MINING SECTOR

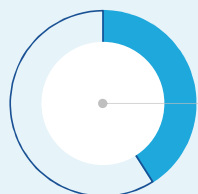
# Serving the Industry Majors



\*Brand names and logos mentioned are the property of their respective owners and are for identification purposes only

# Diverse Order Book Spanning Verticals and Clients

## MINING SERVICES



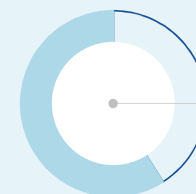
**41%** Order Book

**₹337 CR** Order Value

- Gevra, Chhattisgarh (HEC)
- Hura, Jharkhand (ECL)
- Singreni, Telangana (SCCL)
- Plough Feeder (ECL)

- Well diversified order book with multiple clients and contracts
- Strong credibility and relationship with marquee clients
- Expecting orderbook to grow in both Oil & Gas and Mining Services verticals
- Focus on executable and margin accretive contracts.

## OIL & GAS SERVICES



**59%** Order Book

**₹495 CR** Order Value

- Cambay, Gujarat (Vedanta)
- Mehsana, Gujarat (ONGC)
- Suvali, Gujarat (Vedanta)
- Baramura, Tripura (ONGC)
- Amguri, Assam (Oilmax Energy)
- PY-3, offshore East Coast

Broadening services offering across verticals and clients to help strengthen order book going forward.

# Giving Strategic Direction to the Vision: Core Leadership Team



**Mr. Kapil Garg**

MANAGING DIRECTOR

- Graduated from IIT Roorkee and completed his masters there
- Previous positions include - Production Manager at ONGC, Enron and Gas India Ltd. And Managing Director at the BG Group
- Accomplishments in corporate governance, growth strategies, multi-national business development, organizational building supports out of the box thinking for business delivery



**Mr. Gaurav Srivastava**

CHIEF OPERATING OFFICER

- Mr. Gaurav Srivastava brings over 20 years of experience from Schlumberger, with roles in operations, field services, drilling, and business development across India, USA, Australia, Malaysia, and Sudan
- His expertise includes general management, commercial strategy, operations management, digital transformation, and entrepreneurship, with a proven track record of driving profitable growth and operations
- Recently served as General Manager at Titanium Triangle International Services in Muscat, Oman, overseeing all operations



**Dr. Rabi Narayan Bastia**

NON-EXECUTIVE PROFESSIONAL DIRECTOR

- With a vast experience of 3 decades he has previously led the Exploration Group at Reliance for more than 16 years
- Conferred with the “Padma Shri Award”, for a key role in the largest gas discovery of KG Basin in 2002
- Awarded D. Sc for the first time in the field of Petroleum research in India from ISMU, Dhanbad which was highly applauded by Alberta University, Canada & Oklahoma University, USA



**Mr. Nirav Talati**

CHIEF FINANCIAL OFFICER

- A commerce graduate from H. R. College and Chartered Accountant from ICAI, Mr. Talati has over 20 years of experience in accounts, taxation, MIS, finance in listed companies
- He is well acquainted with the Shipping & Mining Industries and is an expert in finance and taxation matters

# Giving Strategic Direction to the Vision: Board of Directors



**Mr. N. M. Borah**

NON-EXECUTIVE INDEPENDENT DIRECTOR

- Served as the CMD of Oil India Ltd. (OIL)
- He also served as the Appellate Tribunal for Electricity (APTEL) as a Technical Member (Petroleum & Natural Gas)
- Conferred with the “SCOPE” award for Excellence and Outstanding Contribution in Public Sector Management (2009-10) by the Hon’ble Prime Minister of India & also “The Business Leadership award (2010-11)” by NDTV



**Mrs. Anusha Mehta**

NON-EXECUTIVE INDEPENDENT WOMAN DIRECTOR

- Mrs. Mehta possesses a rich experience of over a decade in the financial industry and has been associated with HDFC Bank & Barclays Finance in the banking space
- She also has a vast experience in devising strategies aimed at enhancing overall growth, sustained profitability & performance improvement
- Currently she focuses on supporting entrepreneurs who want to use business to create a value-driven & sustainable world



**Mr. Brij Mohan Bansal**

NON-EXECUTIVE INDEPENDENT DIRECTOR

- Mr. Bansal, possesses over 46 years of experience in Oil and Gas sector in Business Development, R&D, Refining and Technical Services
- He joined Indian Oil Corporation Ltd in 1974 and with his sheer passion and hard work rose to the position of Chairman of this giant corporation
- Mr. Bansal has served on the boards of many organizations Viz. Lubrizol India, Engineers India, CPCL, IOTL, PLL, GPPL and JBF industries



**Mr. Mukesh Jain**

NON-EXECUTIVE PROFESSIONAL DIRECTOR

- Alma mater of Shri Ram College of Commerce & Delhi School of Economics
- Practices Banking and Real estate law with focus on transaction structuring and regulatory framework. Experience in devising customized products for anchor HNI clients
- During his tenure at Oriental Bank of Commerce, he authored the first draft of documentation manual for the Bank in the year 1985

# CSR Initiatives



Installation of Ro Plant and upgrading of drinking water supply.



Distribution of School accessories



Installation of Ro Plant and upgrading of drinking water supply.



Installation of Ro Plant and upgrading of drinking water supply.

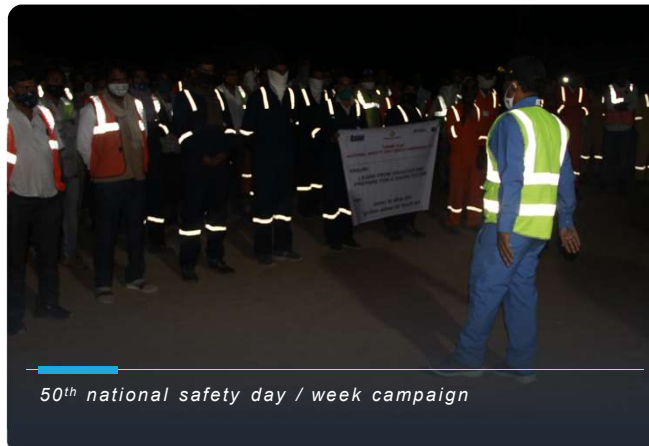


Distribution of School accessories

Uplifting local communities across all the diverse regions where we operate



# Environment & Safety initiatives



Putting a premium on the health of our people and our planet

# Management Commentary: The Way Forward



## Kapil Garg

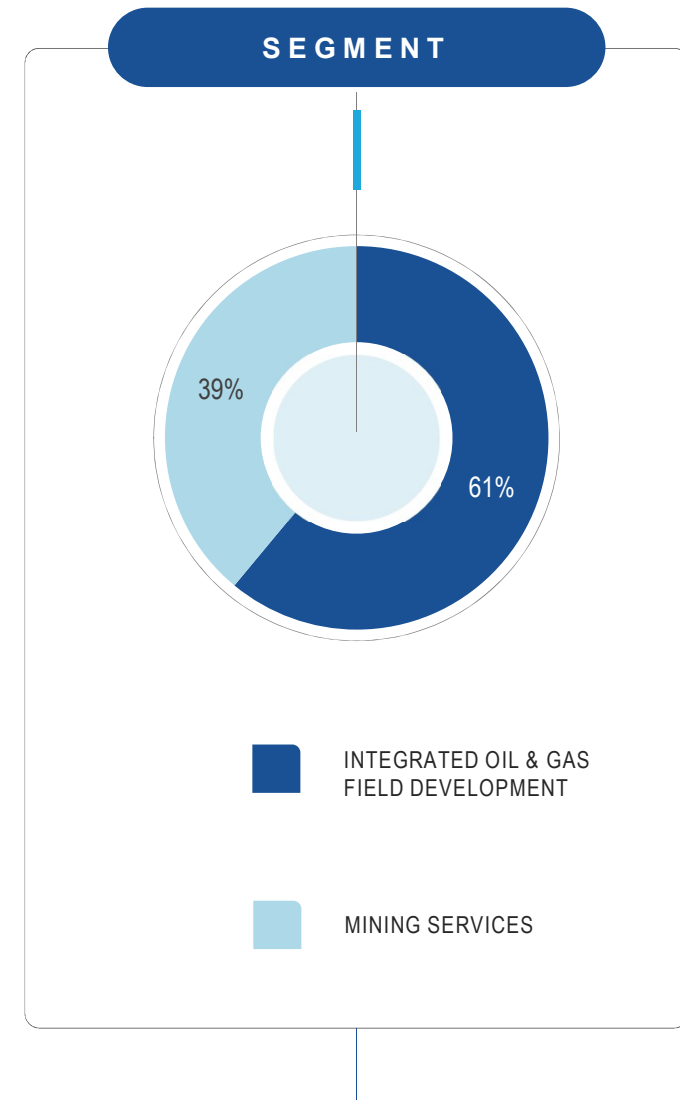
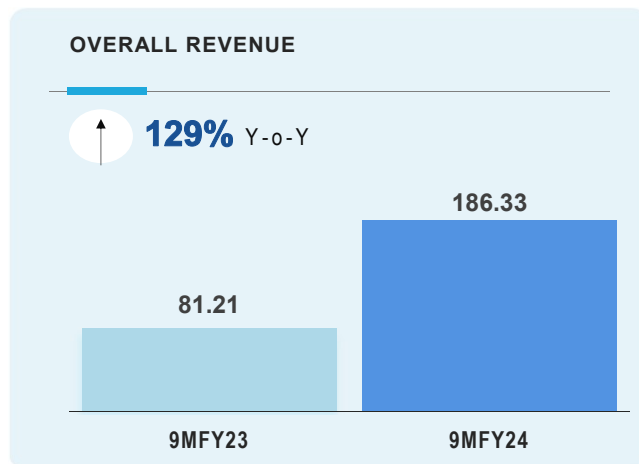
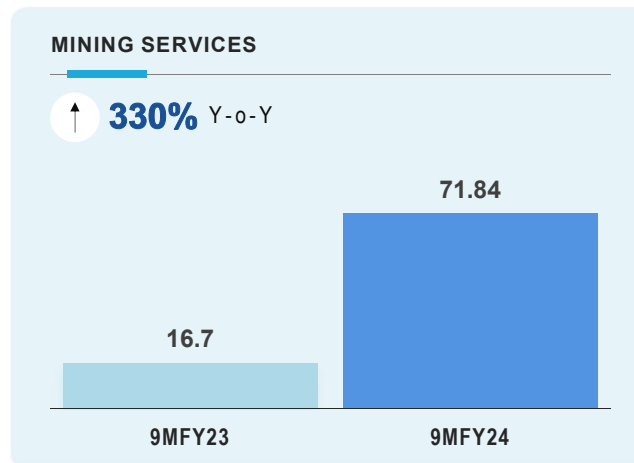
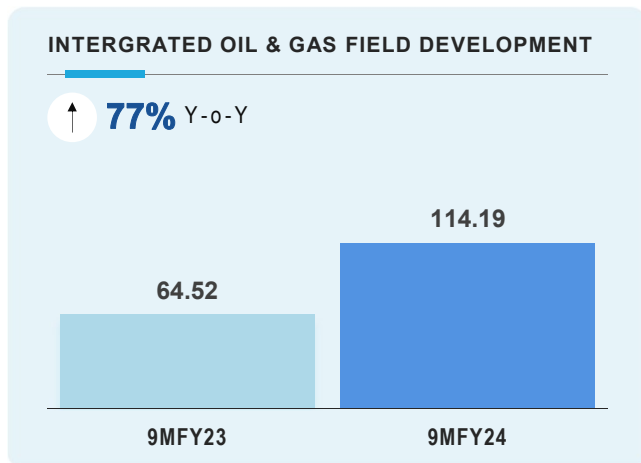
MANAGING DIRECTOR



Our sustained efforts across the past few years have finally started yielding good results. From a pure seismic company, we are now serving the entire energy industry in both the coal and oil & gas sector. We have shown improvement in last few quarters as compared to the previous year, and we are committed to deliver better performance in the coming quarters as well.

As a business, we see humongous opportunities lying ahead of us with modernization and development of the entire Indian energy landscape and continued focus of government on reduction of energy imports and bringing down logistics costs to global standards. We are well-poised to take part in growing India and feel immensely proud in shaping our country's energy future.

# Vertical Performance - Revenue



# Profit and Loss Statement - Quarterly

(₹ IN CRORES)

PARTICULARS	Q3FY24	Q2FY24	Q3FY23	Q-o-Q	Y-o-Y
<b>TOTAL INCOME</b>	<b>95.42</b>	<b>47.56</b>	<b>29.63</b>	<b>109%</b>	<b>228%</b>
<b>EBITDA</b>	<b>16.14</b>	<b>3.55</b>	<b>(2.94)</b>	<b>323%</b>	<b>611%</b>
<b>EBITDA Margin (%)</b>	<b>16.91%</b>	<b>7.81%</b>	<b>(10.18%)</b>		
Finance cost	0.66	0.46	1.07	43%	(38%)
Depreciation and amortisation expenses	4.22	4.18	5.45	1%	(23%)
<b>Profit before tax</b>	<b>11.26</b>	<b>1.20</b>	<b>(8.4)</b>	<b>837%</b>	<b>234%</b>
Tax	(2.49)	0.01	2.01		
<b>Profit after tax</b>	<b>13.75</b>	<b>1.19</b>	<b>(10.41)</b>	<b>1052%</b>	<b>232%</b>

# Summary of Profit and Loss Statement - Annual

(₹ IN CRORES)

PARTICULARS	FY19	FY20	FY21	FY22	FY23	9MFY24
<b>TOTAL INCOME</b>	<b>197.83</b>	<b>276.62</b>	<b>234.21</b>	<b>263.30</b>	<b>114.04</b>	<b>191.73</b>
<b>EBITDA</b>	<b>34.35</b>	<b>63.15</b>	<b>48.56</b>	<b>69.17</b>	<b>(20.13)</b>	<b>23.69</b>
<b>EBITDA Margin (%)</b>	<b>17.36%</b>	<b>22.83%</b>	<b>20.73%</b>	<b>26.27%</b>	<b>(17.66%)</b>	<b>12.36%</b>
Finance cost	5.72	2.85	0.71	0.81	2.46	1.55
Depreciation and amortisation expenses	19.44	19.66	23.33	27.69	21.97	12.69
<b>Profit before tax</b>	<b>9.18</b>	<b>40.64</b>	<b>24.51</b>	<b>40.67</b>	<b>(44.57)</b>	<b>9.44</b>
Tax	0.08	11.40	1.94	1.86	(0.12)	(2.46)
<b>Profit after tax</b>	<b>9.1</b>	<b>29.24</b>	<b>22.57</b>	<b>38.81</b>	<b>(44.36)</b>	<b>11.90</b>

# Summary of Balance Sheet

(₹ IN CRORES)

PARTICULARS	FY19	FY20	FY21	FY22	FY23	9MFY24
Shareholders' Funds	152.00	181.45	203.44	241.76	199.47	240.18
Non-Current Liabilities	0.08	2.92	0.74	1.94	2.43	2.04
Long Term Borrowings	0.00	0.00	2.18	2.52	2.59	1.96
Current Liabilities	61.97	123.38	141.4	87.17	75.69	96.75
Short Term Borrowings	4.4	0.00	0.3	4.81	16.54	21.34
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>218.45</b>	<b>307.74</b>	<b>348.05</b>	<b>338.21</b>	<b>296.72</b>	<b>362.27</b>
Non-Current Assets	13.91	27.68	11.84	15.99	23.68	33.86
Net Block	86.51	90.16	131.86	111.98	95.74	104.83
Other Current Assets	32.74	19.52	55.74	48.68	43.66	65.29
Inventories	0.69	0.02	0.00	0.00	0.00	0.24
Trade Receivables	59.4	88.06	124.72	111.33	106.73	134.19
Cash & Bank Balances	25.19	81.98	23.89	50.22	26.92	23.86
<b>TOTAL ASSETS</b>	<b>218.45</b>	<b>307.75</b>	<b>348.05</b>	<b>338.21</b>	<b>296.72</b>	<b>362.27</b>
<b>Gross Total Debt to Equity Ratio</b>	<b>0.03</b>	<b>0.00</b>	<b>0.01</b>	<b>0.03</b>	<b>0.10</b>	<b>0.10</b>
<b>Net Total Debt to Equity Ratio</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Current Ratio</b>	<b>1.78</b>	<b>1.54</b>	<b>1.44</b>	<b>2.29</b>	<b>1.92</b>	<b>1.89</b>

# Thank You

## CONTACT US

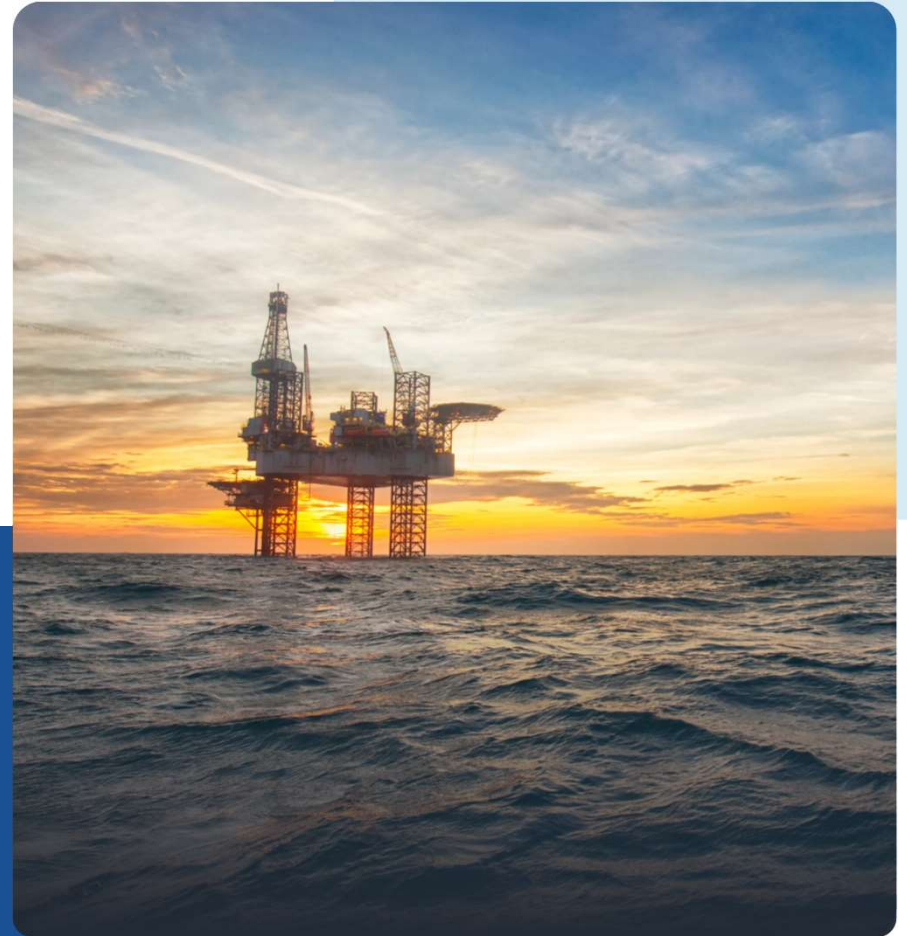
For any further information, please contact

### REGISTERED OFFICE

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Sion (East), Mumbai - 400 022, Maharashtra, India.

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ASIAN ENERGY SERVICES LIMITED (AESL)