

Asian Energy Services Ltd announces robust Q4FY21 Results

Q4 Revenue up by 76% q-o-q at Rs. 81.41 Crore

Q4 EBITDA up by 47% q-o-q at Rs. 19.9 Crore

Q4 Profit before exceptional item up by 72% q-o-q at Rs. 14.22 Crore

Mumbai, June 19, 2021: Asian Energy Services Limited (“Company”), specializing in servicing energy sector has announced its Audited financial results for the year ended March 31, 2021.

FINANCIAL UPDATES

Standalone Performance highlights for year FY20-21 are as follows.

Particulars (Rs. Crore)	FY20-21	FY19-20	Growth
Revenue from Operations	140	64	119%
EBITDA	33	18	84%
EBITDA Margin (%)	24%	28%	
PAT before exceptional item	30	13	
PAT	21	4.7	360%

Consolidated Performance highlights for year FY20-21 are as follows.

Strong performance in FY21, in spite of first few months of the year severely affected by COVID-19.

Particulars (Rs. Crore)	FY20-21	FY19-20
Revenue from Operations	229	273
EBITDA	55	66
EBITDA Margin (%)	24%	24%
PAT before exceptional item	35	36
PAT Margin (%)	15%	13%

Balance Sheet highlights as on 31st March 2021:

- Net Worth: Rs 203 Crs
- Cash and Bank Balances: Rs 24 Crs
- Zero Debt Company

BUSINESS UPDATES

Seismic Business:

- Asian Energy is one of the largest seismic services company in India, with ongoing contracts with marquee clients like Vedanta Ltd, ONGC Ltd, Oil India Ltd and Coal India Ltd.
- The company has a strong order book and order pipeline with good visibility for next 2 years.
- It was the first company in India to adopt advanced technology like wireless equipment and drones for seismic surveys. The array of modern and state-of-the-art seismic equipment and assets, one of the largest equipment pools across the industry, which includes channels and ground electronics, vibroseis trucks and mechanical drilling units.
- Its execution of ongoing seismic projects is on schedule in spite of the second wave of COVID-19. Currently, there are 8 ongoing seismic projects in India (Rajasthan, Gujarat, Assam, Tripura, Himachal Pradesh, Chhattisgarh and Bihar).

Energy Infrastructure Business:

- In order to diversify its revenue stream, currently dominated by oil & gas services, the company has started exploring opportunities in other minerals too, and has already identified Rapid Loading Systems and Material Handling Plants as one of the most promising business opportunities in India because of the ongoing modernization of existing infrastructure and creation of new energy infrastructure.
- The company, alongside its JV partner, has won a bid from Coal India Ltd for one such project and company is waiting for the project award letter from Coal India Ltd to start execution of the project. The work comprises of building up a new material handling plant and its O&M for 5 years.

Oil & Gas EPC and O&M Business:

- The Langley Turnaround & Maintenance Project in Nigeria continues to remain deferred. The company is in continuous discussion with AMNI to restart work once both parties align themselves with the proposed schedule of work and is optimistic about completing it in FY2022. Overall contract value has increased to approximately USD 65 million and the company has booked revenue of approx. 75 % for this project till date.
- The company will start working on first phase of the Amguri field production restart and facility revamp project of Oilmax Energy Pvt Ltd in Assam. The first phase of the project involves EWT and facility assessment, and will take place across 6 months.

- The company has submitted bids for two large O&M services projects for Oil & Gas field and processing facilities in India. Company is also evaluating other opportunities in this area.

New ventures:

- Specialised Offshore Support Vessels – Visibility of opportunities in the long term charter hire of Multipurpose Support Vessels due to the recently instated vintage criteria

Reflecting on the performance Mr. Ashutosh Kumar, full-time Director and CEO, said, “Last year has been very challenging due to COVID-19 and disruptions in business operations due to it. However, we are happy with our performance in FY21 despite these challenges and we continue to strive to deliver our best possible operational and financial performances. We are confident that we shall be able to deliver even better performances in coming years.

With oil prices recovering from their historical lows, we have seen good pickup in demand of business activities, with tenders for both seismic services and O&M services coming up. We are quite hopeful to win bids for a few more projects and continue to add to our existing order book.

As we suggested earlier, our diversification plan into coal and other minerals sectors will go a long way towards de-risking our company from volatility and dependence on Oil & Gas prices. In this regard, we are pleased to have made good inroads by bagging not only three seismic and drilling services project from Coal India already, but also our first Energy Infrastructure project.

We see tremendous scope for Energy Infrastructure associated services business in India with the Government of India focusing on modernisation of existing infrastructure and creation of new infrastructure. With ongoing reforms in mineral sector in India, added with global surge in commodity prices, we are hopeful that this business will become the next growth engine for our company in coming years.

We continue to see very robust demand of seismic services in India, and in the past year, not only have we added significant capacity but we have also modernized our asset base. Our existing projects are currently running as per schedule and we are confident to deliver them on time.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more information, please contact:

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