

SOUTHWEST PINNACLE EXPLORATION LIMITED



INVESTOR PRESENTATION

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VIKAS JAIN – Chairman cum Managing Director

Vikas Jain is the Promoter & Chairman cum Managing Director of South West Pinnacle Exploration Limited (SWPE). He has completed his MBA from Johnson & Wales University, USA and Bachelor of Commerce (Honors) from Hansraj College, Delhi University. In the year 2006. He founded SWPE to provide quality drilling services to CBM & Mineral Exploration along with allied services in India. He is directly involved in planning and developing new businesses for the company. He looks after overall management of the company.



PIYUSH JAIN – Joint Managing Director

Piyush Jain is the Promoter & Joint Managing Director of SWPE.. He has completed M.Sc in Management & Entrepreneurship from Nottingham Business School, North Trent University, UK and Bachelor of Science in Business & Management Studies from University of Bradford. He manages and supervise overall operations of the company right from setting up to closure. He is part of the business development and strategic decision making team of the company.

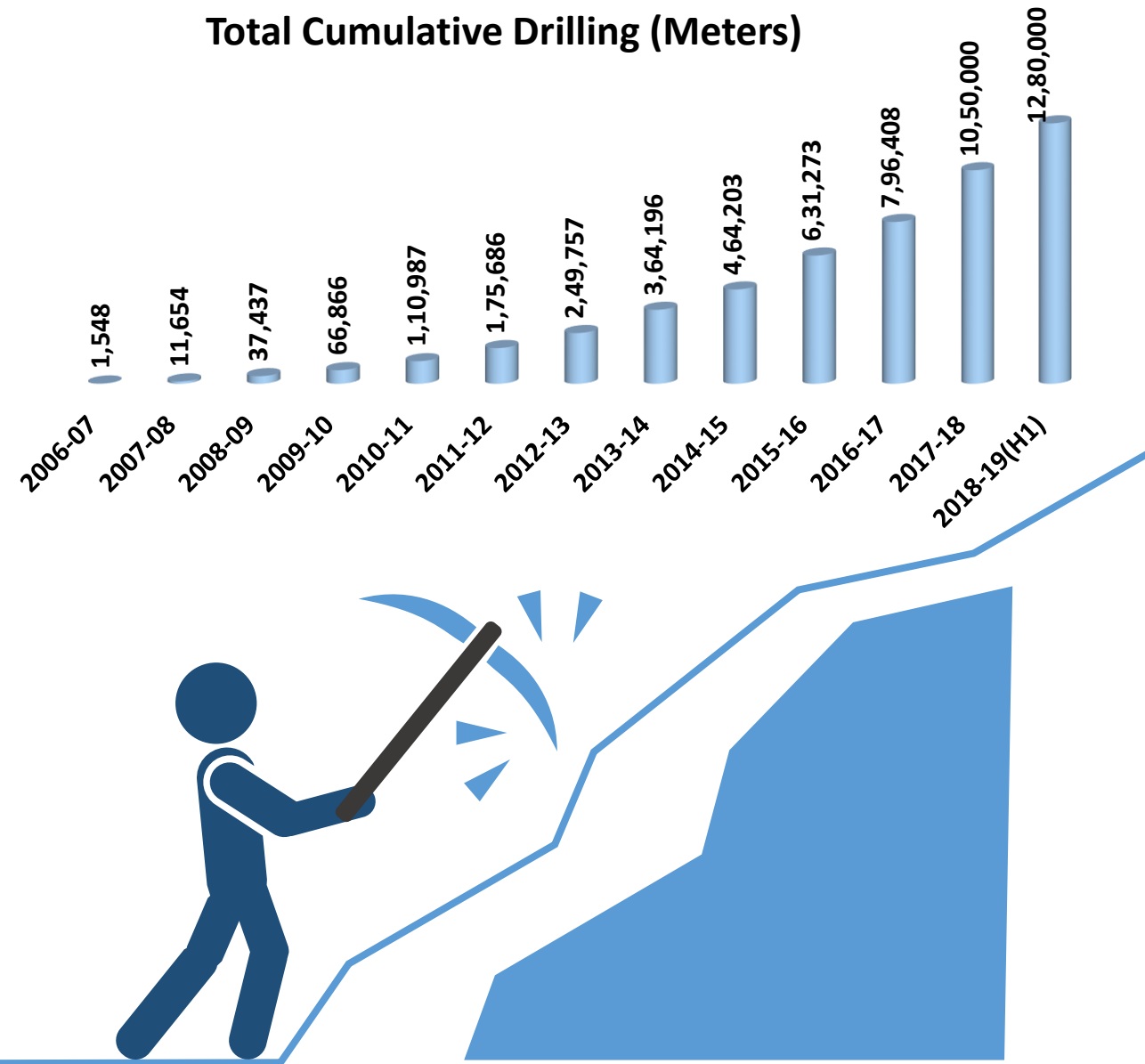


ROGER JAMES LORD – Director

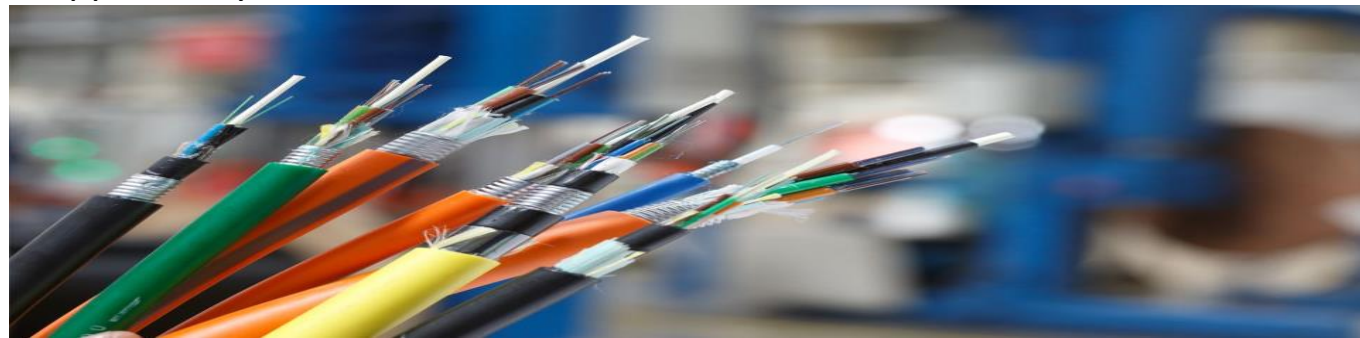
Roger has completed his graduation and also a Diploma in Drilling. He has broad experience in all aspects of drilling, in particular advanced drilling technologies such as angular drilling which requires highly skilled and experienced personnel to keep the hole on a proper degree or angle. His role is more into advising management on cost effective drilling with maximum productivity.

- South West Pinnacle Exploration is an integrated service provider providing end to end exploration, drilling and allied services in the infrastructure sector. It provides services to coal, ferrous, non-ferrous, atomic and base metal and mining industries, aquifer mapping, Lift Canal Irrigation ,Optical Fibre Laying (OFL) and Horizontal Directional Drilling (HDD) services. The company is also providing consultancy for Geophysical logging and Geological field services. The Initial Public Offering made in February 2018 was for 45.96 lakh shares at Rs.78 each and listed on 19th February, 2018.
- SWPE has till date completed more than 12.80 Lakh meters of drilling working for both Government and Private Sectors. The company currently operate 44 Rigs with state of the art technology, with different capacities to drill upto a depth of 2500 meters. SWPE currently has 15 running projects across India.

Total Cumulative Drilling (Meters)



- South West Pinnacle Exploration Limited (SWPEL) has announced that the company has in its' meeting of the Board of Directors on February 22, 2019 and has intimated to the National Stock Exchange (NSE) subject to the approval of Members and the National Stock Exchange (NSE) inter-alia considered and approved the following –
 - **Migration of the company from SME Platform 'Emerge' of NSE to the Main Board of NSE India.**
 - **Bonus Issue of 1:1, i.e. 1 (One) Bonus Equity Share of Rs. 10/- each fully paid up for every 1 (One)existing equity share of Rs. 10/- each fully paid-up held as on the record date (to be fixed in due course)**
 - **Post Bonus issue, the equity share capital of the company will increase to Rs.27.9 crore shares (consisting of 27,902,400 equity shares of Rs.10 each)**
- SWPE has received CRISIL Rating regarding up-gradation of Company's Long Term Rating and Short Term Rating in respect of banking facility for Long Term Rating its upgraded from CRISIL BBB-/ Stable to CRISIL BBB/ Stable and for Short Term Rating its upgraded from CRISIL A3
- The company has made foray into two new domains of Infrastructure namely Lift canal irrigation & Horizontal Directional drilling (HDD)/ Optical Fibre Laying (OFL). Both the domains are having great potential due to growing need of infrastructure in our country. Company's Order Book currently stands at Rs.270 crores, demonstrating the opportunity ahead.



REVENUE COMPOSITION



**Aquifer Mapping
Services**



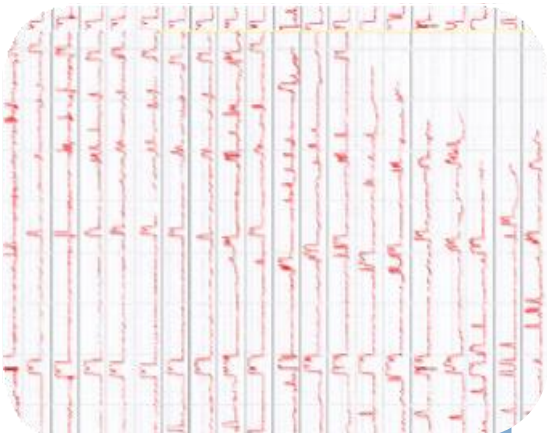
**CBM Exploratory
Drilling Services**



**CBM Production
Drilling Services**



**Coal & Mineral
Exploration Services**



**Geological &
Geophysical Services**



Work over Rig Services



RC Drilling Services

Minerals and aquifer mapping



DE BEERS



Alara
Resources



CBM



Coal





CBM Production Drilling at Sohagpur, MP for Reliance Industries



CBM Production Drilling for Reliance Industries – completion of 100 wells



CBM Exploratory Drilling at Satpura, MP for Dart Energy



Large Diameter Kimberlite core (8") for Rio Tinto at Bunder, MP – Drilled by BLY LF230 upto a depth of 352 Meters. largest coring done in India till date



Iron and Manganese ore



Core drilling for Chromite for Tata Steel Limited



Detailed Exploration for Coal at Raham Coal Block for CMPDI

- Incorporation of the Company as “ South West Pinnacle Exploration Pvt. Ltd.”
- TATA Steel Limited: Mineral Exploration (Exploratory Core Drilling)
- Arrow Energy India: CBM Exploration (Exploratory Core Drilling)
- Rio Tinto Exploration India Pvt. Ltd: Diamond Exploration (Exploratory Core Drilling)

- Reliance Industries Ltd: CBM Exploration (Core Drilling Services)
- Hindustan Zinc Ltd.: Mineral Exploration (Exploratory Core Drilling)
- Reliance Industries Ltd: CBM Exploration (Production Well Drilling)
- CMPDI: Coal Exploration (Detailed Coal Exploration in 3 blocks viz Mahuamilan, Gonda & West of Basin Phatehpur-B)

2006-09

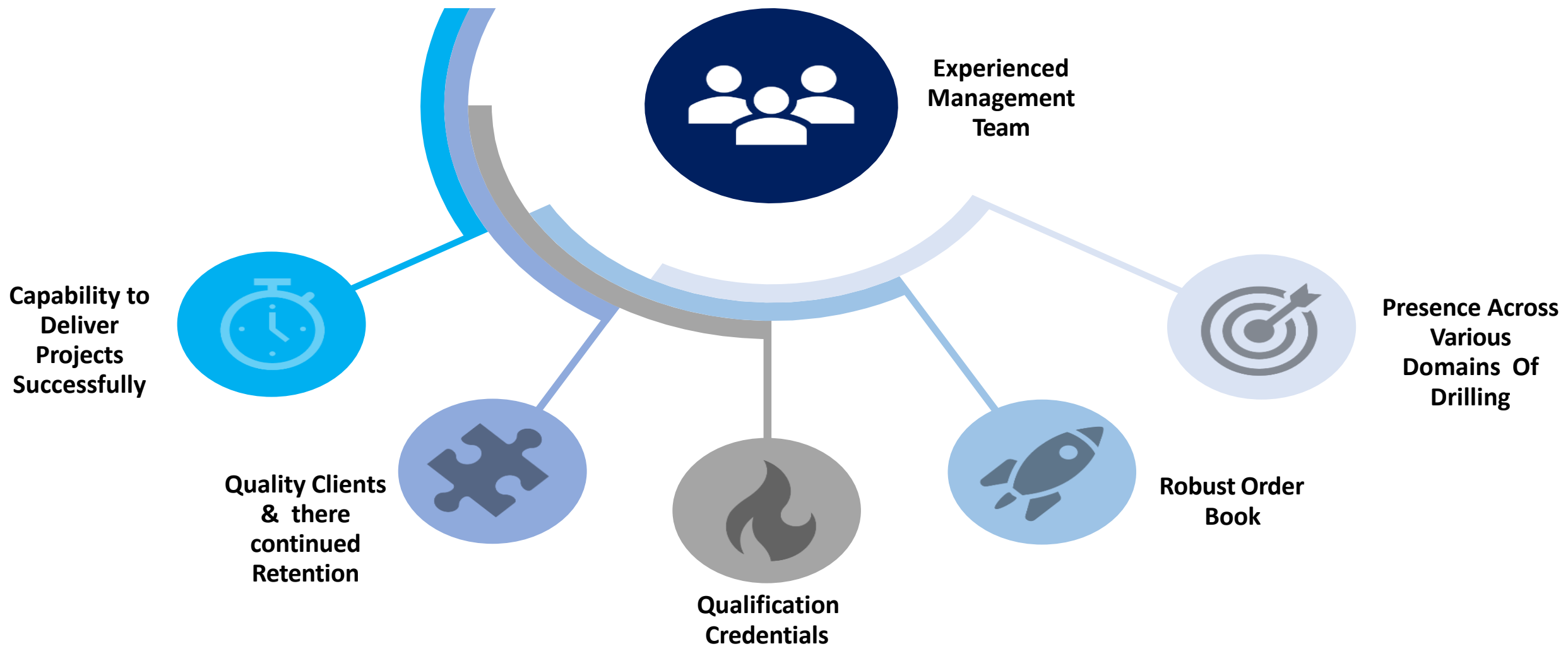
2010-12

2013-15

2016-19


- TATA Steel Limited: Coal & Mineral Exploration (Exploratory Core Drilling)
- Rio Tinto Exploration India Pvt. Ltd. Diamond Exploration (Exploratory Core Drilling)
- Geopetrol Intl Inc: CBM Exploration Core Drilling)
- CMPDI: Coal Exploration (1st Project of Detailed Coal Exploration in Raham Block Successfully completed)

- CMPDI: Coal Exploration (Detailed Coal Exploration in Dhadu East (South) Block Latehar, Jharkhand)
- CGWB: Aquifer Mapping Currently 2 projects in Karnataka & Rajasthan are under Execution
- ONGC Energy Center: Uranium Exploration (completed 2 projects in 2013-15 & 4 projects in 2016-18 & 7th project is under execution)
- Reliance Industries Ltd: CBM Exploration.



 Explore International Opportunities



 Continue to explore and enhance the business by adopting present day techniques

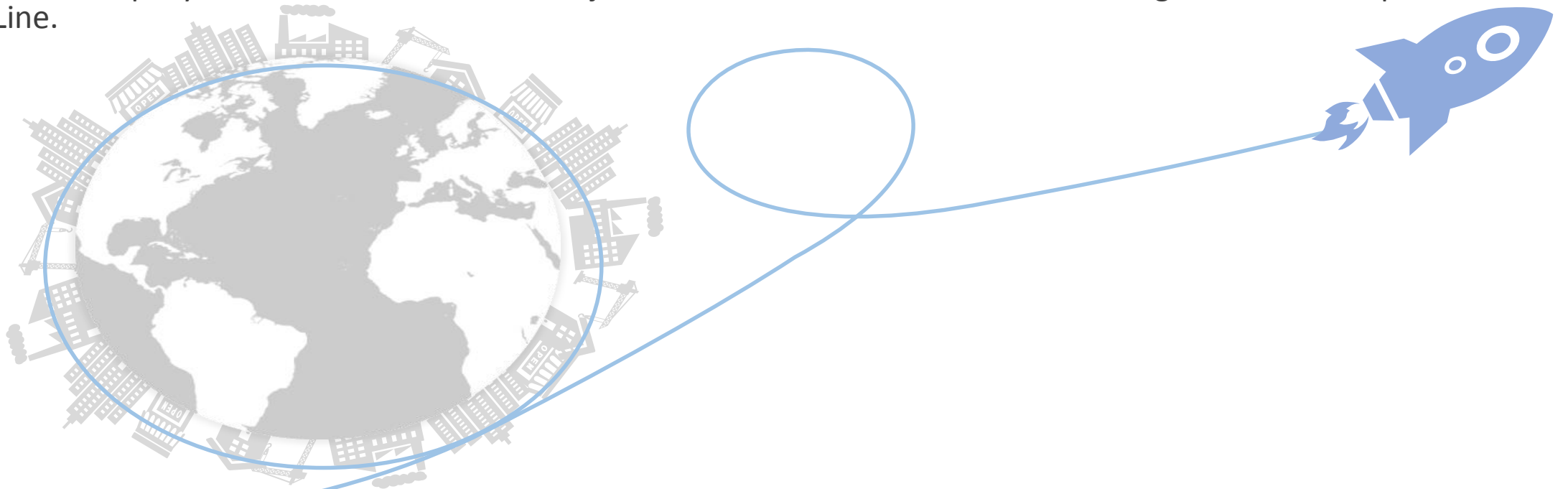


 Execute large size of projects on standalone basis



OUTSOURCING- OUR NEW GROWTH STRATEGY

- To Increase Our Reach To The Newer Areas/Verticals/Clients, The Company Has Decided To Use Its Wide Experience Of Managing Exploration Operations By Outsourcing Certain Activities To The Local Partners/Vendors.
- This New Strategy Has Successfully Been Implemented In The Field Of Aquifer Mapping And Mineral Exploration.
- This Way The Company Is Able To Handle More Projects With The Same Resources Resulting In Healthier Top And Bottom Line.



PRESENT RIG DEVELOPMENT STATUS

State	No. of RIGS	Vertical
RAJASTHAN	4	Mineral Exploration
KARNATKA	4	Mineral Exploration
TAMILNADU	2	Aquifer Mapping
JHARKHAND	6	Mineral Exploration
KARNATAKA	3	Aquifer Mapping
RAJASTHAN	4	Aquifer Mapping
M.P.	1	CBM Production Drilling
JHARKHAND & CHHATTISGARH	15	Mineral Exploration
A.P.	3	Mineral Exploration
JHARKHAND	2	Mineral Exploration

South West Pinnacle

FINANCIAL SNAPSHOT

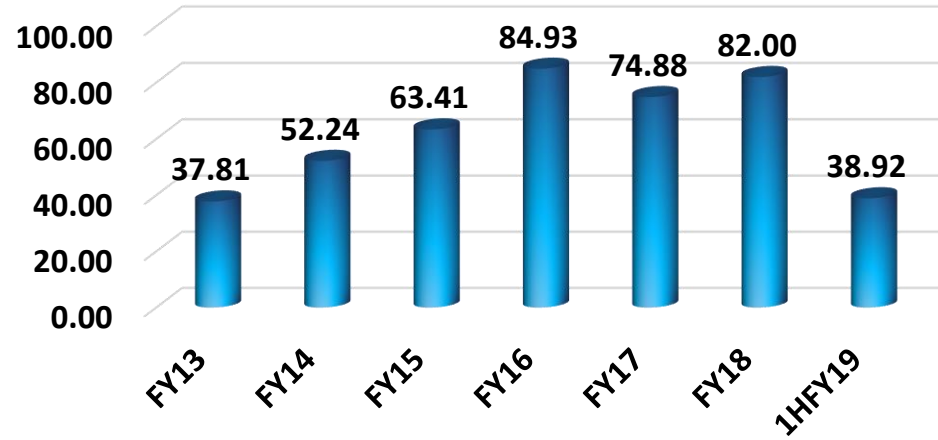
PROFIT & LOSS STATEMENT - CONSOLIDATED

**South West
Pinnacle**

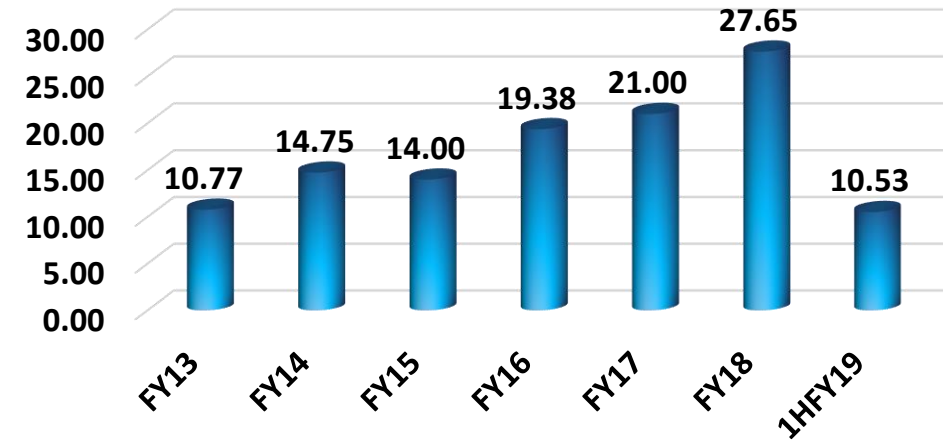
Rs. crores

Particulars	1HFY19	1HFY18	Y-O-Y Gr. %	FY18	FY17	Y-O-Y Gr. %
INCOME						
Revenue from Operations	36.50	36.18	1%	78.85	74.16	6%
Other income	2.42	1.33	82%	3.15	0.72	339%
Total revenue	38.92	37.50	4%	82.00	74.88	10%
EXPENSES						
Cost of operations	17.67	16.09	10%	21.50	19.30	11%
Employee benefit expenses	7.29	8.40	-13%	16.24	18.10	-10%
Other expenses	3.44	1.77	94%	16.62	16.48	1%
EBITDA	10.53	11.24	-6%	27.65	21.00	32%
EBITDA Margin	27.05%	29.97%		33.71%	28.05%	
Depreciation and amortization expenses	3.19	3.75	-15%	7.40	6.91	7%
EBIT	7.33	7.50	-2%	20.25	14.10	44%
Interest	2.18	2.46	-11%	6.30	5.44	16%
EBT	5.15	5.04	2%	13.94	8.65	61%
Tax expense:						
(i) Current tax	1.63	1.44	13%	3.76	2.19	72%
(iv) Deferred tax (asset)/liability	-0.05	0.13	-142%	1.08	0.77	40%
PAT	3.58	3.47	3%	9.10	5.70	60%
EPS	5.13	7.47	-31%	9.25	6.14	51%

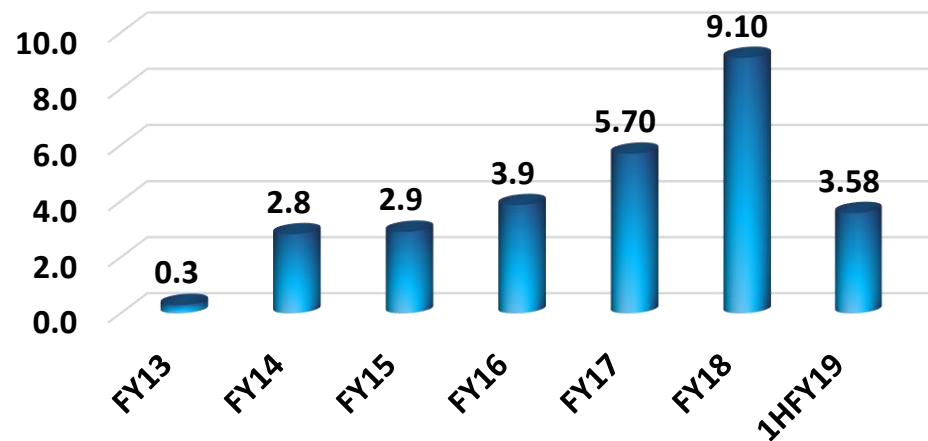
TOTAL REVENUE (RS. CRORES)



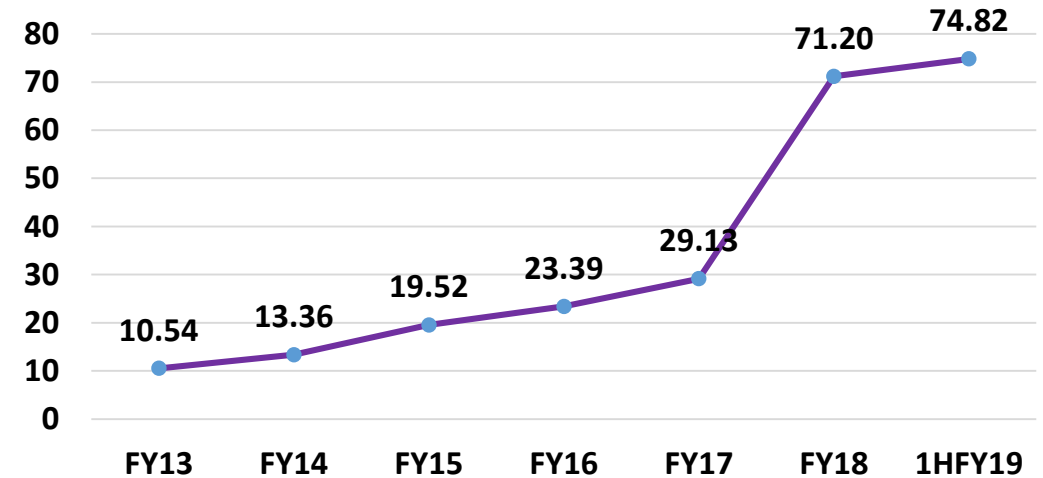
EBITDA (RS. CRORES)



PAT (RS. CRORES)



NETWORTH



BALANCE SHEET- CONSOLIDATED

South West
Pinnacle

Rs. crores

Particulars	1HFY19	FY18	FY17	Y-O-Y Gr. %
a. Share capital	13.95	13.95	4.65	200%
b. Reserves & surplus	60.86	57.25	24.48	134%
Minority Interest	0.23	0.43	0.37	16%
Non-current liabilities				
a. Long-term borrowings	10.92	9.62	20.03	-52%
b. Deferred tax liabilities (net)	3.45	3.60	2.51	43%
c. Other Long Term Liabilities	0.33	0.33	0.33	0%
d. Long-term provisions	1.55	1.22	0.49	149%
Current liabilities				
a. Short-term borrowings	27.82	33.61	38.39	-12%
b. Trade payables	3.48	7.15	7.98	-10%
c. Other current liabilities	6.39	9.28	9.30	0%
d. Short term provisions	2.90	5.35	3.23	66%
TOTAL	131.89	141.79	111.76	27%
Non-current assets				
a. Fixed assets	37.83	52.61	55.09	-4%
b. Non Current Investments	8.59	9.11	9.31	-2%
c. Long term loans & advances	0.00	0.73	0.94	-22%
d. Other non-current assets	0.70	0.69	0.79	-13%
Current assets				
a. Inventories	26.48	24.61	21.64	14%
b. Trade receivables	31.63	41.17	14.91	176%
c. Cash and cash equivalents	15.83	2.93	4.55	-36%
d. Short term loans & advances	5.66	5.88	4.28	37%
e. Other current assets	5.17	4.06	0.25	1524%
TOTAL	131.89	141.79	111.76	27%

Thank You!

South West Pinnacle

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44, Gurgaon, Haryana –
12203, India

