

South West Pinnacle

ISO 9001 : 2015 Certified Company

South West Pinnacle Exploration Limited

(formerly known as South West Pinnacle Exploration Pvt. Ltd.)

CIN No.: U13203HR2006PLC049480

Regd. & Corp. Office:

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6th March, 2018

To,
Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400051

Scrip Code: SOUTHWEST Series: SM

Ref: Participation in New India Conclave 2018

Subject: Intimation under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In due compliance with and pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below the proposed schedule of "New India Conclave 2018" in which the Company will participate:

Day & Date: Wednesday, 7th March, 2018

Venue: Trident, Bandra Kurla Complex, Mumbai

Organised by: Pantomath AMC

The presentation and discussion titled as 'SWPE Profile-Presentation 7th March, 2018' is attached herewith for your record and further dissemination.

The above shall be subject to change in case of exigencies, if any.

Request you take the same on record and oblige.

Thanking you,
Yours faithfully,

For South West Pinnacle Exploration Limited


Arjun Sharma
Company Secretary & Compliance Officer



South West Pinnacle

South West Pinnacle
Exploration Limited

Presentation

7th March 2018,

Private & Confidential



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South West Pinnacle Exploration: an overview

Company overview

- Founded in 2006 and headquartered in Gurugram, Haryana, Southwest Pinnacle Exploration Limited (SWPE) is a closely held Company providing end to end exploration and drilling services across a wide range of industries
- Offers a leading breadth of diversified services to the Government and the Private sector
- Owns and operates 37 Rigs with state of the art technology
- Completed almost 800000 Meters (uptill March 2017) of drilling / 60 plus CBM Exploration wells and 160 plus CBM production wells
- More than 70 Operations Completed till Date in 13 different states of India including 2 operation in Middle east
- End industries served / targeted – Coal, Minerals, Unconventional energy – CBM and Shale gas, Oil & Gas, and Water resources

Drilling expertise & Resources

Drilling capability

- Wireline Coring Services
- DTH Drilling
- Mud Rotary
- Air Rotary
- Reverse Circulation
- Large Diameter Coring
- Motorised Directional Drilling (Coring)

Equipment

Particulars	Qty
CBM Production Rigs <i>RD-20 & Schramm TXD</i>	3
Hydraustatic Wireline Coring Rigs <i>Capable of drilling up to 2,200 m</i>	31
RC Rigs	1
DTH Rigs	2
GP Logging Units	3
Surface Survey Units	4

Business segments

Coal

Minerals

CBM (exploration
and production)

Aquifer mapping

Oil and gas

- CBM Exploratory & Production Well Services
- Mineral & Coal Core Drilling Services
- Core Orientation & Down-hole Deviation Surveys
- Motorised Directional Drilling Services
- Well-site Geological Logging Services
- Topographical Surveys & Geological Mapping
- Surface Geophysical Surveys & Well Logging
- Coal Analysis & Mobile Lab Services
- Due Diligence & Data Validation Services
- Geo-Modelling & Geological Report Preparation
- Aquifer Mapping & Hydrogeological Services
- Exploration Planning & Design

Marquee clientele

South West
Pinnacle

CBM



ऑयल इंडिया लिमिटेड
Oil India Limited

Coal



Minerals and aquifer mapping



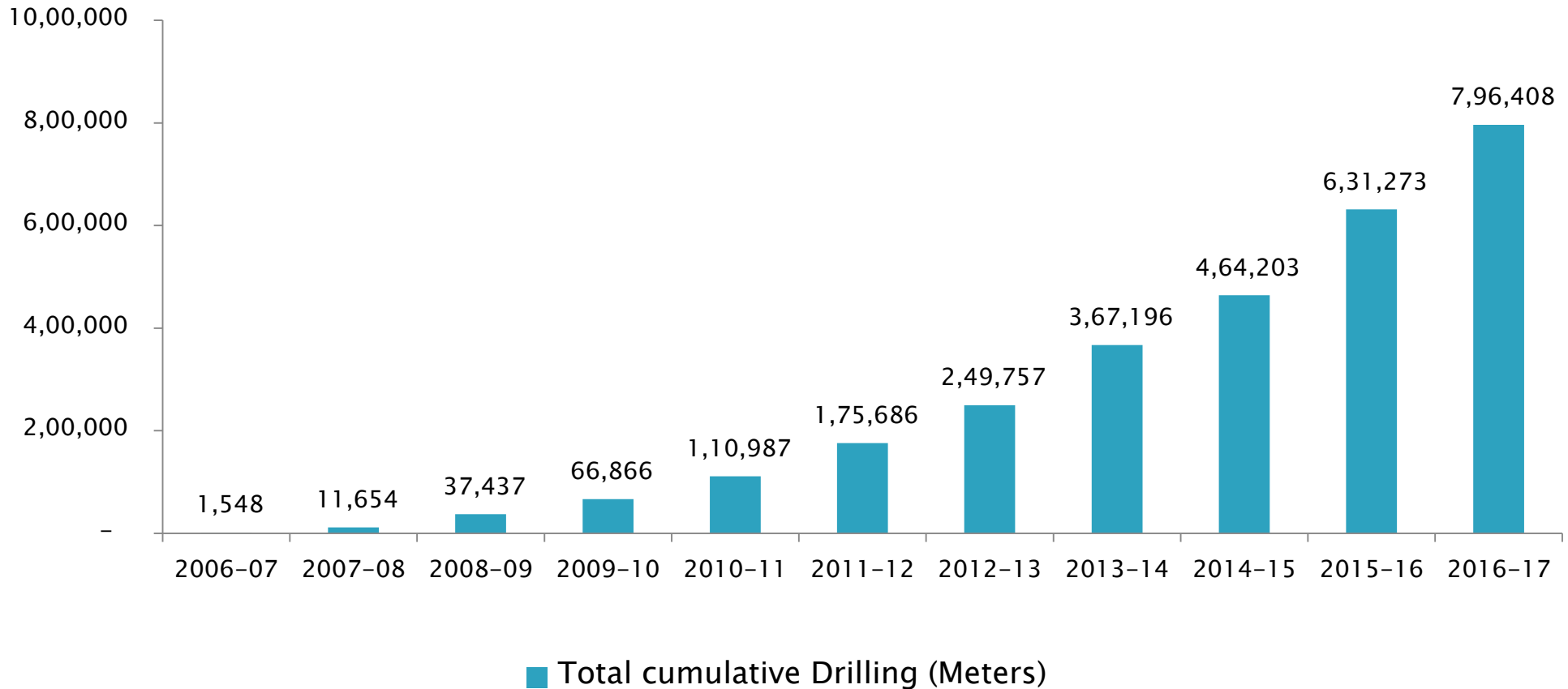
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Major achievements

- ▶ Drilled approx. 800000 meters since the inception till march 2017.
- ▶ Completed corehole up to the depth of 1546m.
- ▶ LDC 8" corehole drilled up to the depth of 350m for in Kimberlite
- ▶ HQ size CBM corehole up to a record depth of ~1200m
- ▶ 162 nos of 7-7/8"/ 8-1/2" diameter CBM Production Wells up to 1,200m depth.
- ▶ 60 plus CBM Exploratory Core holes for prime companies in India.
- ▶ **No Major Safety Incident or LTI since incorporation**
- ▶ Integrated Field Exploration, Geological Resource Modeling & Geological Reports for 3 blocks for CMPDI, Ranchi. Established more than 1.5 billion tons of coal reserves in 3 blocks
- ▶ Exploration completed in West of Basin Phatehpur-B block in 200 boreholes (110,000m drilling) in record 30 months
- ▶ 200,000m of geophysical well logging in more than 400 boreholes.
- ▶ Integrated exploration for Uranium for ONGC Energy Trust
- ▶ More than 50 satisfied clients across all sectors.
- ▶ Completed Wireline core drilling project in Oman (Copper and Gold)
- ▶ Core drilling for most major minerals in India – Iron ore, Manganese ore, Gold, Kimberlite, Zinc, Silver, Uranium, Copper, Limestone, Rock phosphate, etc

Total drilling done



Prestigious Projects Handled



*CBM Production Drilling
at Sohagpur, MP for
Reliance Industries*



*CBM Production Drilling
for Reliance Industries –
completion of 100 wells*



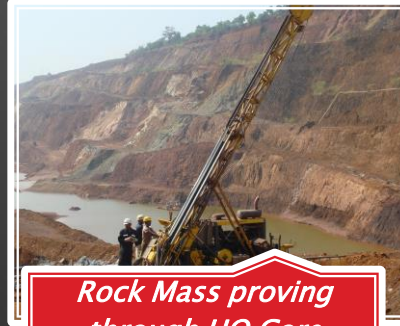
*CBM Exploratory Drilling
at Satpura, MP for Dart
Energy*



*Large Diameter
Kimberlite core (8") for
Rio Tinto at Bunder, MP –
Drilled by BLY LF230
upto a depth of 352
Meters.*



*Iron and Manganese ore
Reverse Circulation
drilling at Orissa for
Tata Steel*



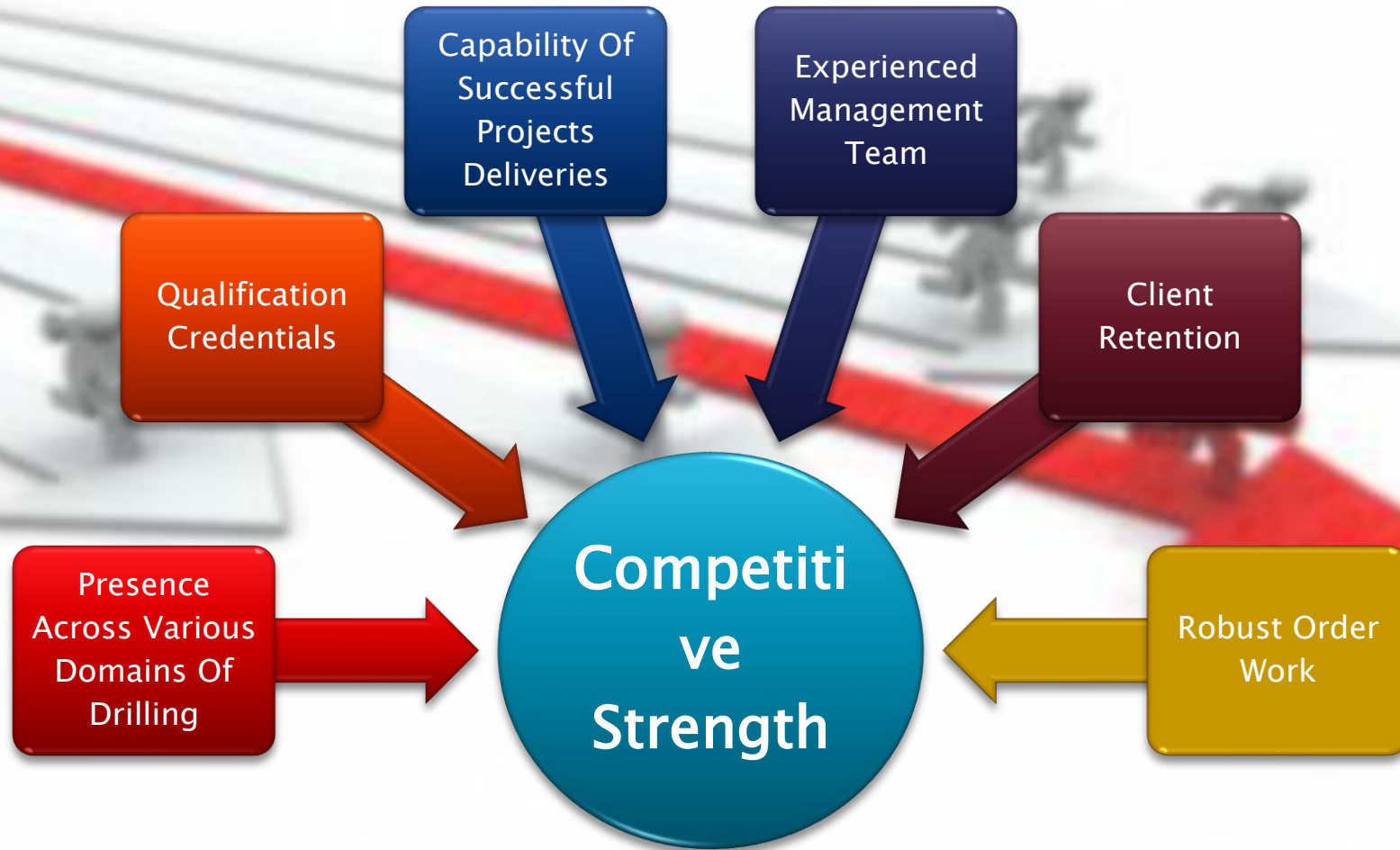
*Rock Mass proving
through HQ Core
drilling for Chromite for
Tata Steel Limited*



*Detailed Exploration for
Coal at Raham Coal
Block for CMPDI*

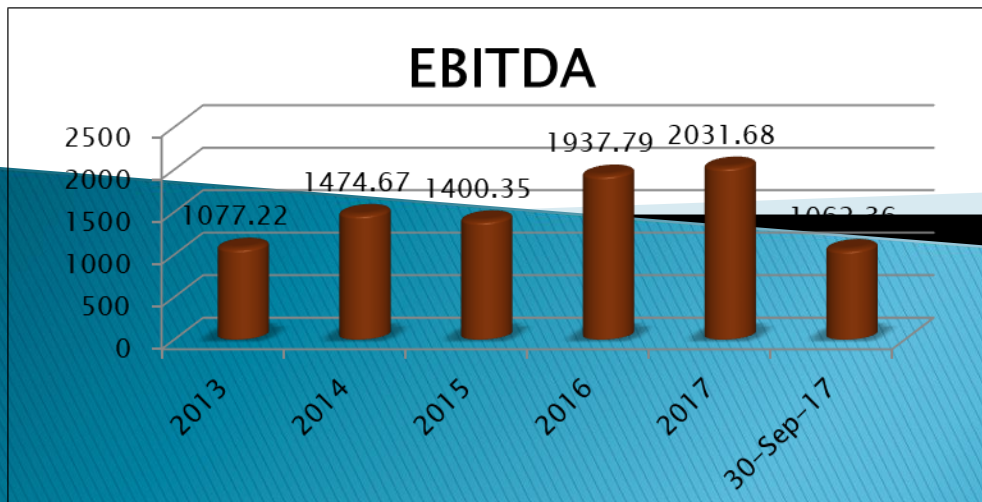
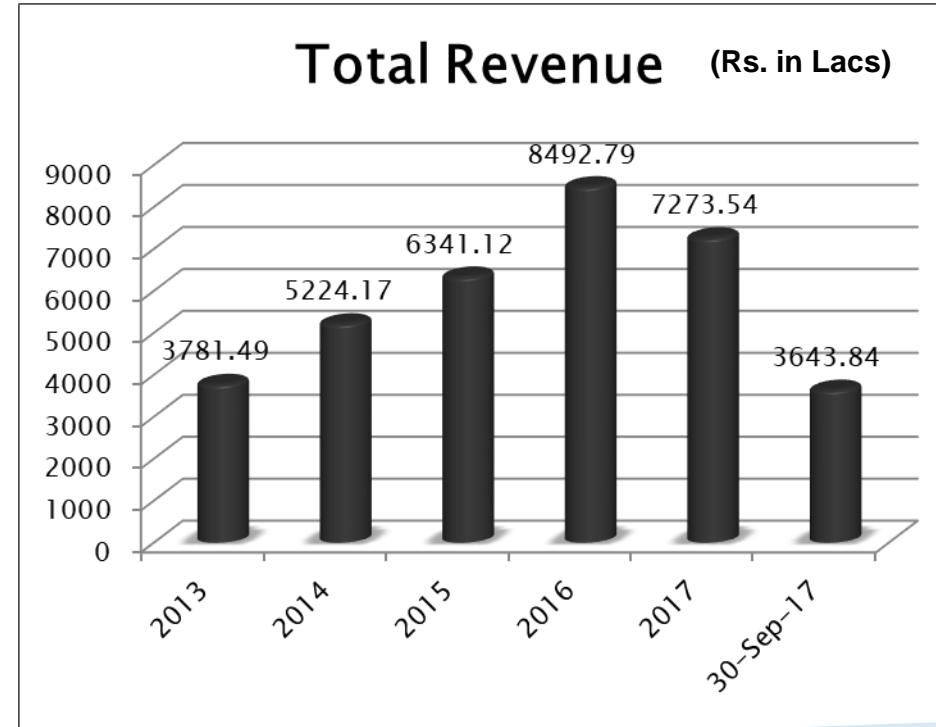
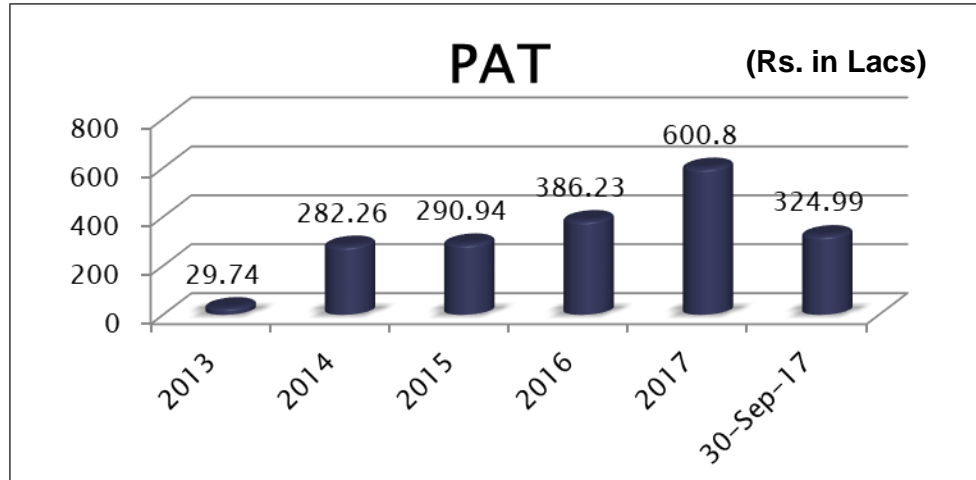
Competitive Strength

Competitive Strength



Financial Snapshot

Financial Performance - Standalone



Balance Sheet- Standalone

Particulars	As at September 30,		As at March 31,			(Rs. in Lacs)
	2017	2017	2016	2015	2014	2013
Equity & Liabilities						
Shareholders' funds						
a. Share capital	930.00	465.00	465.00	465.00	400.00	400.00
b. Reserves & surplus	2,334.32	2,474.33	1,873.53	1,487.30	936.36	654.10
Non-current liabilities						
a. Long-term borrowings	2,147.21	1,836.95	361.18	433.65	826.35	1,658.42
b. Deferred tax liabilities (net)	247.17	229.94	133.64	133.34	101.66	138.09
c. Other Long Term Liabilities	34.78	40.87	23.26	24.52	20.23	9.38
d. Long-term provisions	108.26	101.81	97.29	83.55	52.13	39
Current liabilities						
a. Short-term borrowings	4,154.23	3,652.77	3,345.52	3,019.71	3,155.75	2,378.45
b. Trade payables	783.75	844.64	614.66	683.87	631.22	348.88
c. Other current liabilities	946.48	921.40	1,299.65	1,555.81	1,279.88	1,166.80
d. Short term provisions	173.10	96.99	60.07	14.55	3.55	1.78
TOTAL	11,859.30	10,664.70	8,273.80	7,901.30	7,407.13	6,794.90
Non-current assets						
a. Fixed assets						
i. Tangible assets	5,059.60	5,248.31	3,497.07	3,509.58	3,613.53	4,144.29
b. Non Current Investments	1,009.29	1,054.64	407.31	-	-	-
c. Long term loans & advances	368.59	363.98	579.97	237.80	149.69	76.90
d. Other non-current assets	116.10	94.97	16.61	390.27	310.50	202.29
Current assets						
a. Inventories	2,289.59	2,164.37	1,818.04	1,821.24	1,397.05	980.70
b. Trade receivables	2,203.69	1,110.83	1,608.31	1,398.49	1,527.84	1,065.66
c. Cash and bank balances	588.82	416.91	213.80	234.44	282.80	161.70
d. Short term loans & advances	201.93	183.97	91.42	214.95	77.46	140.93
e. Other current assets	21.69	26.72	41.27	94.53	48.26	22.43
TOTAL	11,859.30	10,664.70	8,273.80	7,901.30	7,407.13	6,794.90

Profit & Loss Statement - Standalone

Particulars	As at September 30, 2017	As at March 31,				
		2017	2016	2015	2014	(Rs. in lacs)
INCOME						
Revenue from Operations	3,378.64	6,923.96	8,459.80	6,305.38	5,197.42	3,608.18
Other income	265.20	349.58*	32.99	35.74	26.75	173.31
Total revenue	3,643.84	7,273.54	8,492.79	6,341.12	5,224.17	3,781.49
EXPENDITURE						
Operating Cost	1,420.81	2,607.99	3,330.86	2,532.07	1,894.80	1,008.79
Employee benefit expenses	826.13	1,795.25	1,506.16	1,553.90	1,172.59	1,100.54
Other expenses	334.54	838.62	1,717.98	854.80	682.11	594.94
EBITDA	1,062.36	2,031.68	1,937.79	1,400.35	1,474.67	1,077.22
Depreciation and amortization expenses	349.48	594.33	528.14	406.09	578.79	462.59
EBIT	712.88	1,437.35	1,409.65	994.26	895.88	614.63
Finance costs	221.74	519.41	827.94	551.71	508.15	432.88
EBT	491.14	917.94	581.71	442.55	387.73	181.75
Tax expense:						
(i) Current tax	148.92	220.84	195.17	119.94	141.90	28.08
(iv) Deferred tax (asset)/liability	17.23	96.30	0.31	31.67	-36.43	123.93
PAT	324.99	600.80	386.23	290.94	282.26	29.74

Note: *Other Income increased in Fiscal 2017 as Company started renting its machines and building.

Accounting Ratios

Particulars	As at September 30, 2017	As at March 31,				
		2017	2016	2015	2014	2013
EBITDA Margins	29.15%	27.93%	22.82%	22.08%	28.23%	28.49%
PAT Margins	8.92%	8.26%	4.55%	4.59%	5.40%	0.79%
ROCE	7.05%	15.95%	20.27%	15.07%	14.55%	10.41%
RONW	9.96%	20.44%	16.52%	14.90%	21.12%	2.82%
Debt Equity	2.10	2.07	1.97	2.38	3.61	4.60

Particulars	2016	2017	2018 (Estimated)
Current Assets			
Inventories	1.59	1.05	1.50
Trade Receivables	1.89	2.66	2.50
Current Liabilities			
Trade Payables	0.42	0.95	0.75

Balance Sheet – Consolidated*

(Rs. in Lacs)

Equity & Liabilities		
Shareholders' funds		
a. Share capital	930.00	465.00
b. Reserves & surplus	2353.27	2492.14
Non-current liabilities		
a. Long-term borrowings	2563.74	2108.26
b. Deferred tax liabilities (net)	253.83	232.63
c. Other Long Term Liabilities	34.77	40.87
d. Long-term provisions	108.26	101.81
Current liabilities		
a. Short-term borrowings	4154.24	3652.78
b. Trade payables	801.09	873.27
c. Other current liabilities	1013.34	984.82
d. Short term provisions	146.06	74.88
TOTAL	12396.58	11063.52
Non-current assets		
a. Fixed assets		
i. Tangible assets	5419.29	5498.17
b. Non Current Investments	946.43	991.78
c. Long term loans & advances	368.77	363.98
d. Other non-current assets	118.38	95.66
Current assets		
a. Inventories	2289.59	2164.37
b. Trade receivables	2245.52	1205.31
c. Cash and bank balances	639.45	447.53
d. Short term loans & advances	330.48	232.34
e. Other current assets	27.46	53.17
TOTAL	12396.58	11063.52

Note: * Company had no subsidiary before the FY 2016-17. Hence consolidated financials has been given from the fiscal year 2016-17.

Profit & Loss – Consolidated*

(Rs. in Lacs)

Particulars	As at September 30, 2017	As at March 31, 2017
INCOME		
Revenue from Operations	3,466.45	7,119.01
Other income	265.22	356.01
Total revenue	3,731.67	7,475.02
EXPENDITURE		
Operating Cost	1,444.19	2,704.80
Employee benefit expenses	840.59	1803.78
Other expenses	340.44	868.36
EBITDA	1,106.45	2,098.08
Depreciation and amortization expenses	364.40	631.00
EBIT	742.05	1,467.08
Finance costs	247.85	549.25
EBT	494.20	917.83
Tax expense:		
(i) Current tax	145.95	207.74
(iv) Deferred tax (asset)/liability	21.20	98.99
PAT	327.05	611.11

Particulars	As at September 30, 2017	As at March 31, 2017
EBITDA Margins	29.65%	28.06%
PAT Margins	8.76%	8.17%

Note: * Company had no subsidiary before the FY 2016-17. Hence consolidated financials has been given from the fiscal year 2016-17.

Current Projects & OB

Presently 12 Operations are running in different parts of the country for PSU's, Government Organizations and Private Block Owners under the following segments:

Work in Hand as on 01st of March 2018 (IN INR)		
S No.	SEGMENT	VALUE OF WORK SEGMENT WISE
1	COAL & MINERAL	58,94,24,100.00
2	AQUIFER MAPPING	35,29,86,000.00
3	CBM	96,00,00,000.00
	TOTAL VALUE OF WORK IN HAND	1,90,24,10,100.00

NEW BUSINESS OPPORTUNITIES

1. **Work Over Rig Services** for Oil and Gas Industry. SWPE has already participated in tenders and technically qualified.
 2. **Geothermal Drilling** – There is a lot of scope in future for SWPE in this segment. Not having many entry barriers for qualification.
 3. **Shale Gas Exploration** - India sees a lot of potential in Shale Gas exploration and announcements have been made by ONGC for the same.
 4. **Underground Core drilling** – SWPE has already participated in a tender floated for mineral exploration by one of its biggest clients.
 5. **Pole Drilling Services** - A new segment within exploration. As SWPE already has credentials, entry in this segment will not be a challenge.
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Thank You!

