

# SOUTHWEST PINNACLE EXPLORATION LIMITED



**INVESTOR PRESENTATION**

This Investor Presentation has been prepared by Valuewise Investor Relations LLP in consultation with South West Pinnacle Exploration Limited (SWPE) and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of SWPE its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward- looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. Further, no representation or warranty expressed or implied is made nor is any responsibility of any kind accepted with respect to the completeness or accuracy of any information. Also, no representation or warranty, express or implied, is made that such information remains unchanged in any respect as of any date or dates after those stated herein with respect to matters concerning any statement made in this Investor Presentation. SWPE may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of SWPE . This presentation is strictly confidential. The earlier versions of this presentation, were in draft form, and should not be circulated or referred to by any person.



## **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.

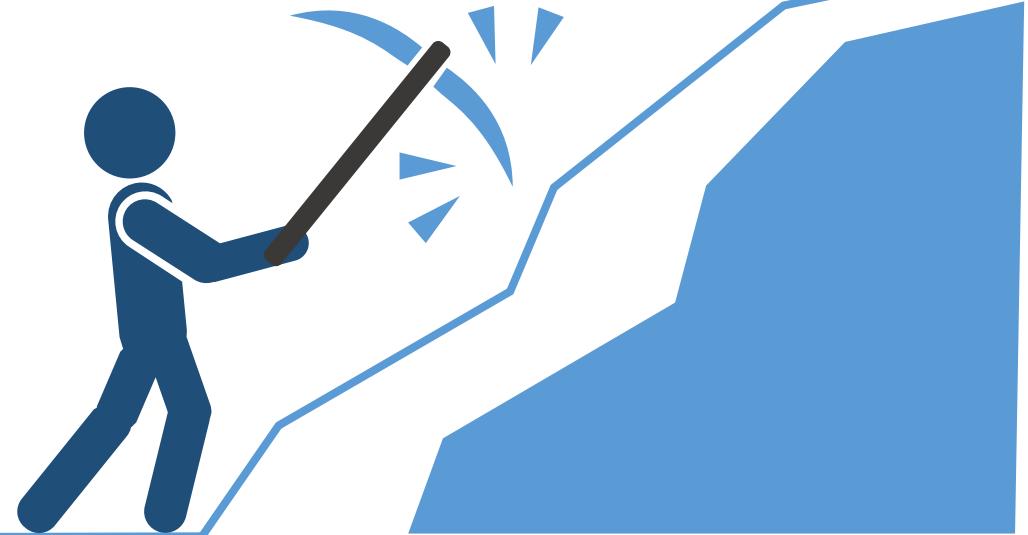
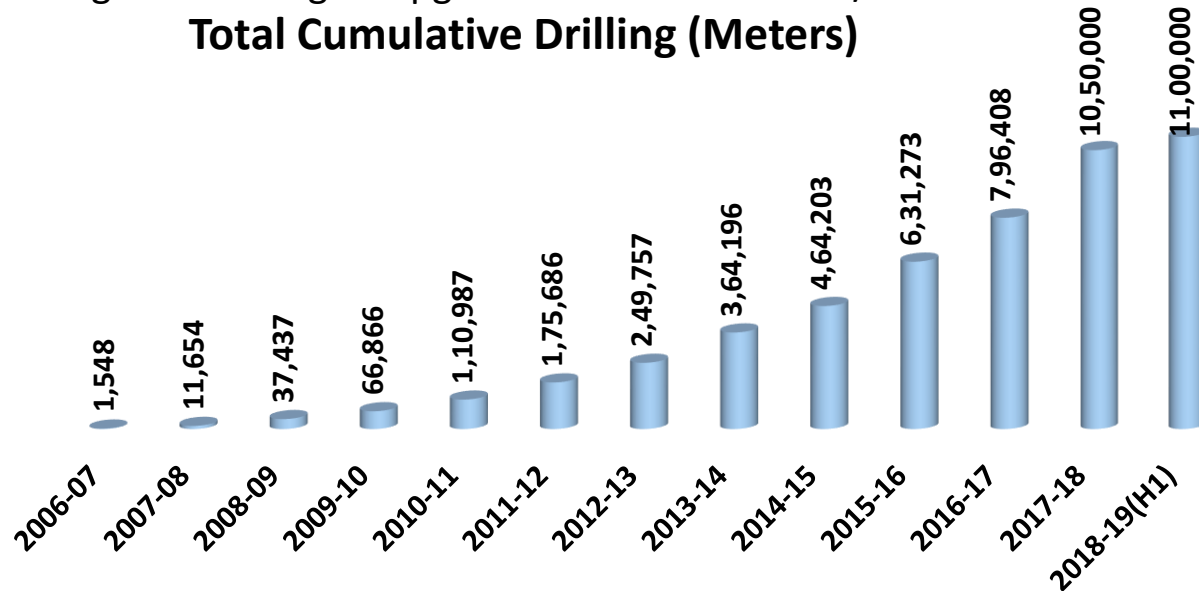


## **ROGER JAMES LORD – Director**

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 Limited (SWPE) is ISO 9001:2015 certified company, established in the year 2006 headquarter in Gurgaon, Haryana. SWPE is engaged in Drilling and end to end exploration services. Over the last couple of years new segments in Drilling have been added such as Geophysical logging and Horizontal drilling for laying gas pipelines.
- SWPE has completed more than 11,00,000 meters of drilling (up to 30.09.2018) for both Government and Private Sectors. Owns/outsources and operates 44 Rigs with state of the art technology, with different capacities to drill upto a depth of 2500 meters. SWPE currently has 10 running projects across India.
- 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

**Total Cumulative Drilling (Meters)**



# REVENUE COMPOSITION

**South West  
Pinnacle**



**Aquifer Mapping  
Services**



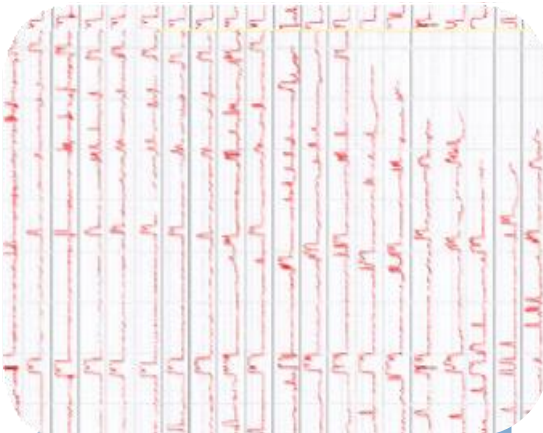
**CBM Exploratory  
Drilling Services**



**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



# PROJECTS HANDLED

**South West  
Pinnacle**



**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**



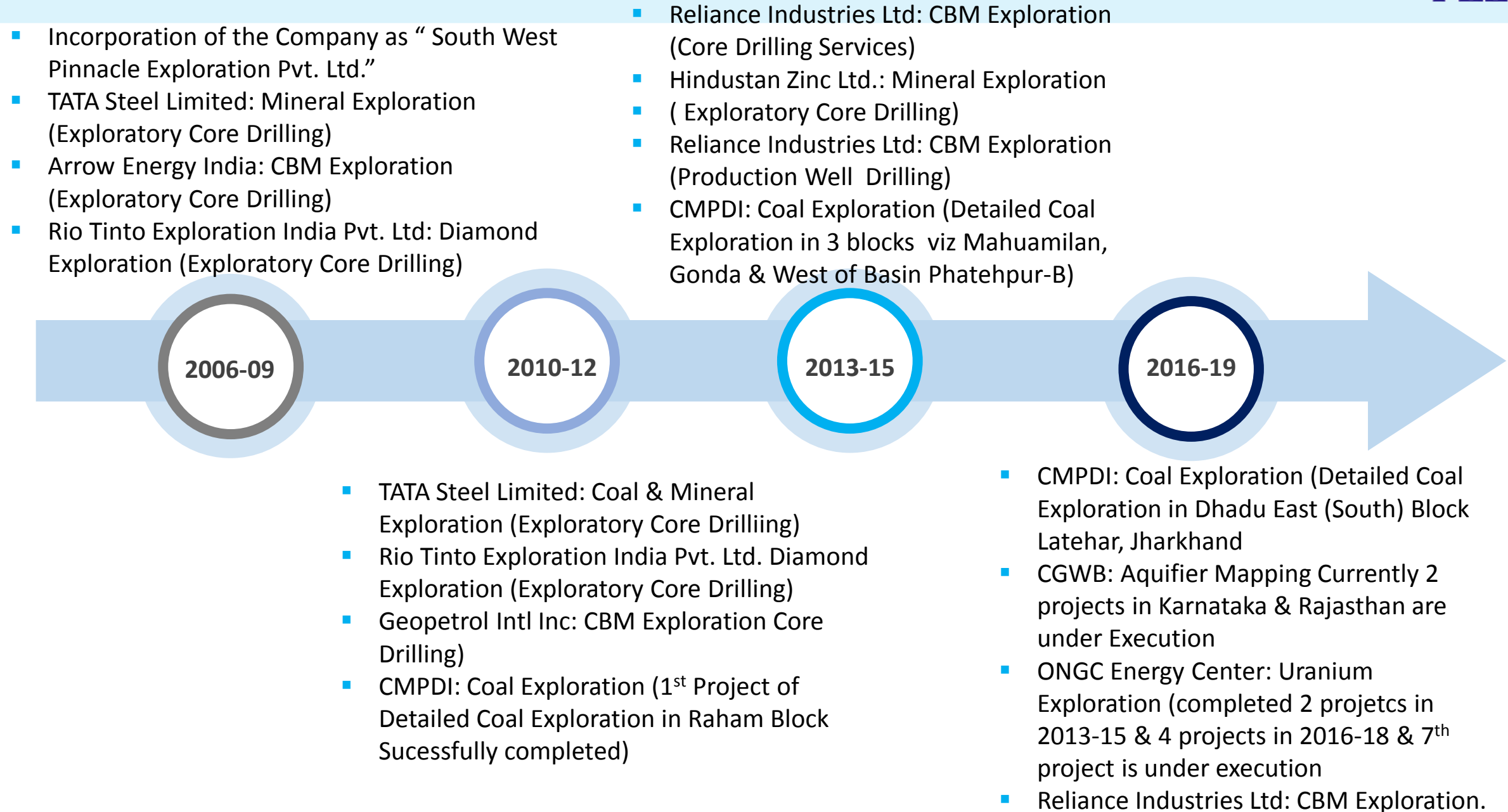
**Iron and Manganese ore**



**Core drilling for Chromite for  
Tata Steel Limited**

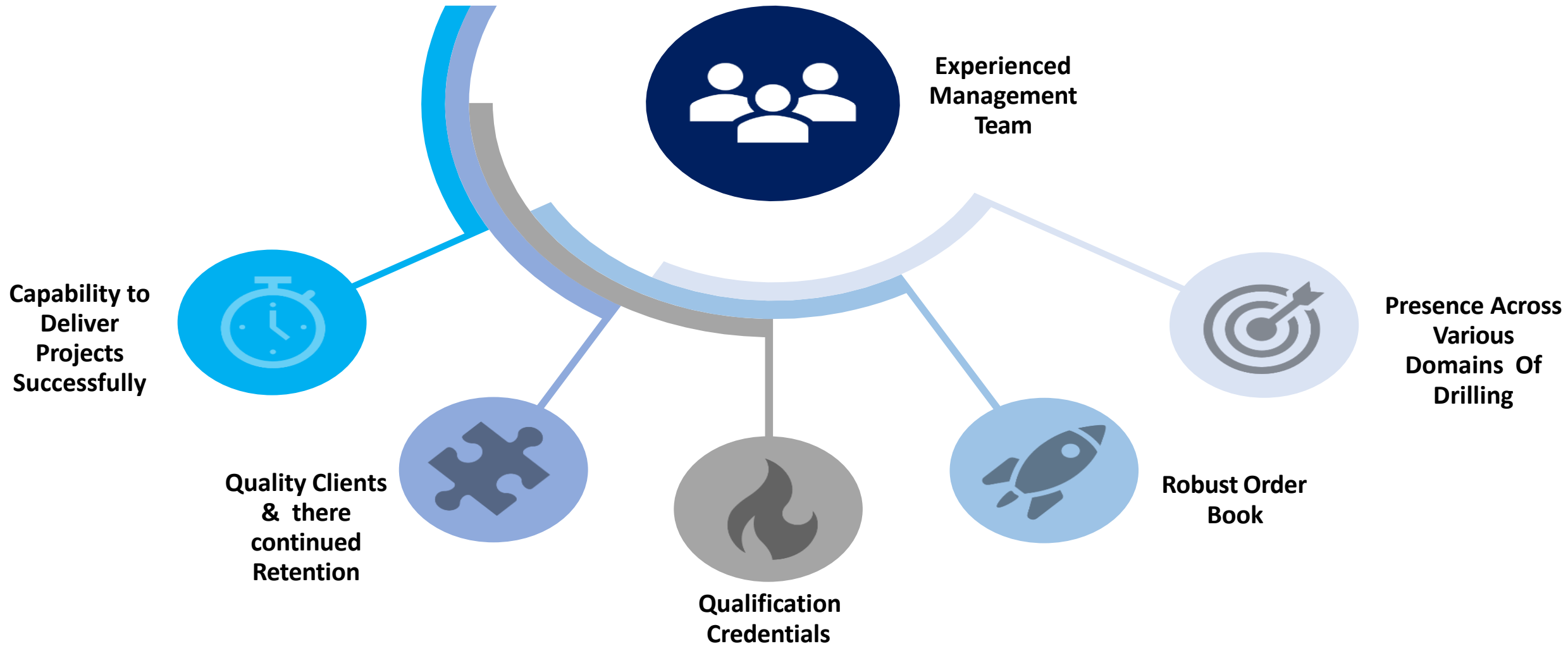


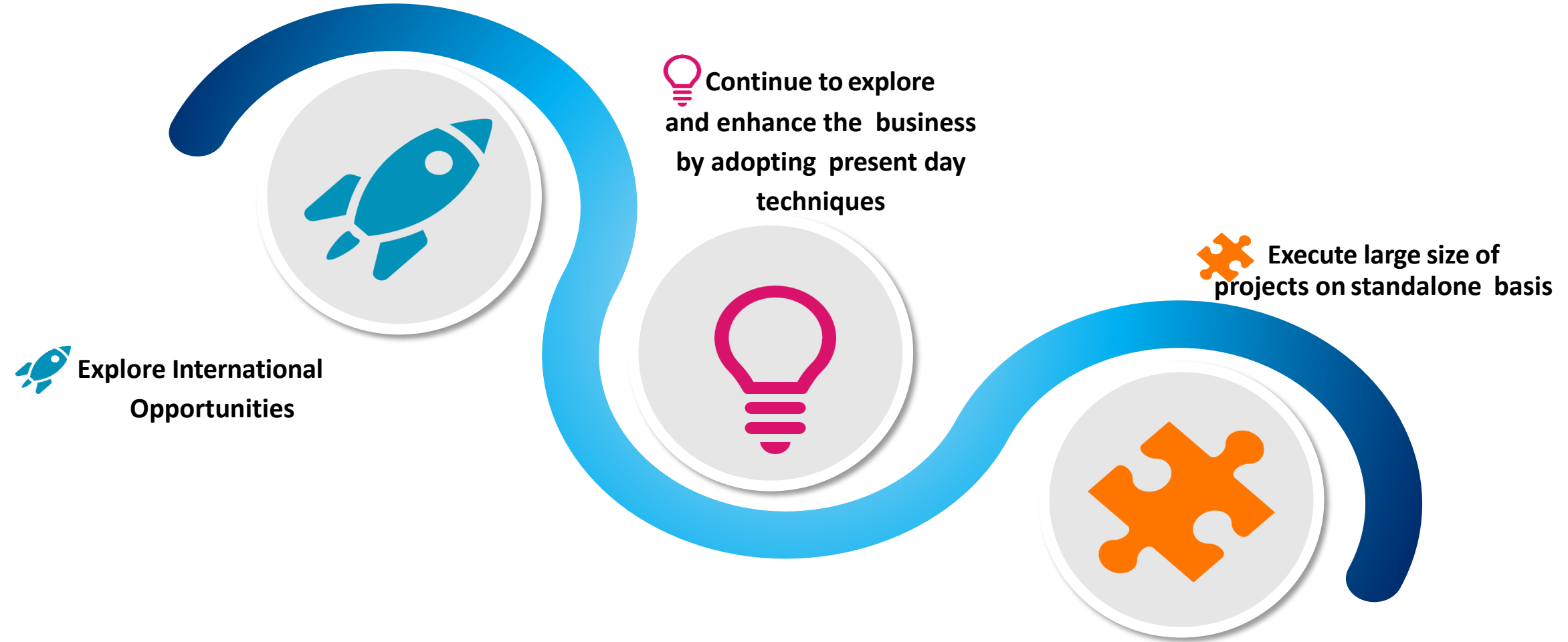
**Detailed Exploration for Coal at  
Raham Coal Block for CMPDI**



- 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.
- With our constant efforts we started reaping results too as summarised below;
- We have recently bagged a sizable contract of Rs. 55 Crores in Lift Canal Irrigation domain from Orissa Lift Irrigation Corporation Limited (OLIC). We expect to get some more contracts of almost similar value from OLIC in near future.
- In HDD and OFL domains too we have already bagged two contracts and expect to get few more in coming days.

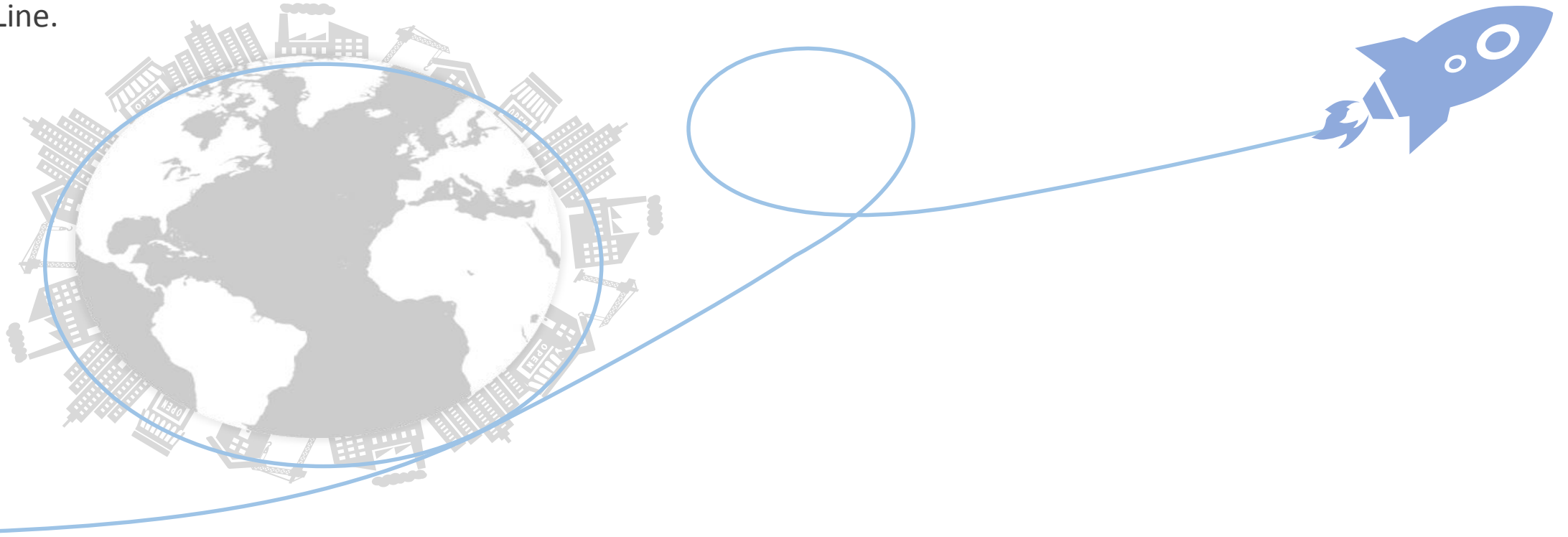






# OUTSOURCING- OUR NEW GROWTH STRATEGY

- 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.



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

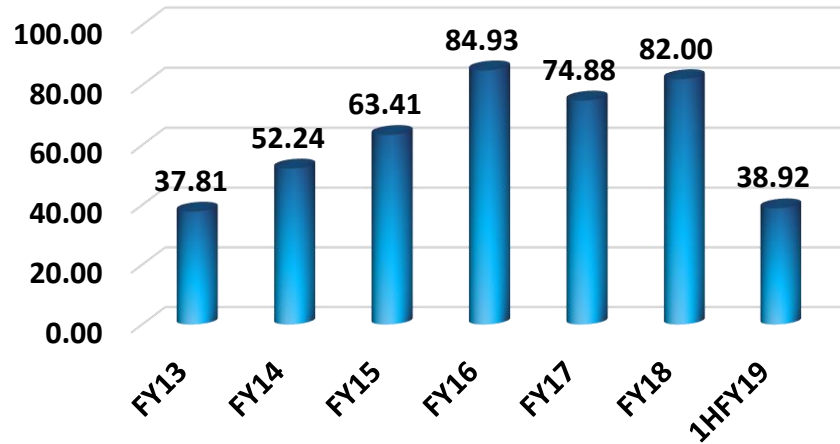
# South West Pinnacle

## FINANCIAL SNAPSHOT

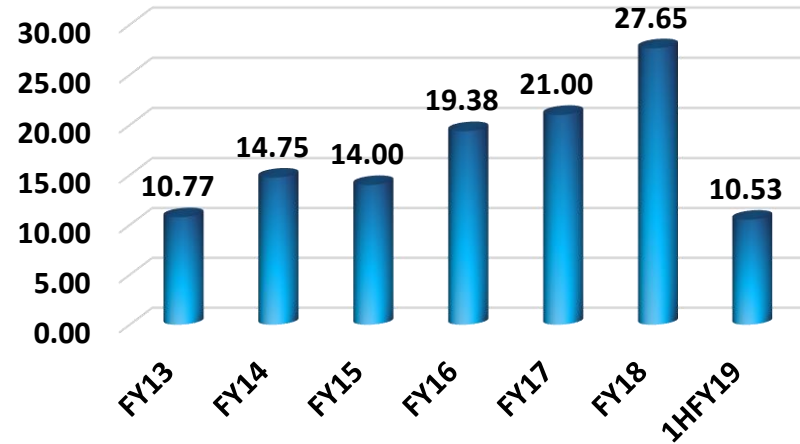
PROFIT & LOSS STATEMENT - CONSOLIDATED					Rs. crores		South West Pinnacle
Particulars	1HFY19	1HFY18	Y-O-Y Gr. %	FY18	FY17	Y-O-Y Gr. %	
INCOME							
Revenue from Operations	36.50	36.18	1%	78.85	74.16	6%	
Other income	2.42	1.33	82%	3.15	0.72	339%	
Total revenue	38.92	37.50	4%	82.00	74.88	10%	
EXPENSES							
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%	

# FINANCIAL PERFORMANCE

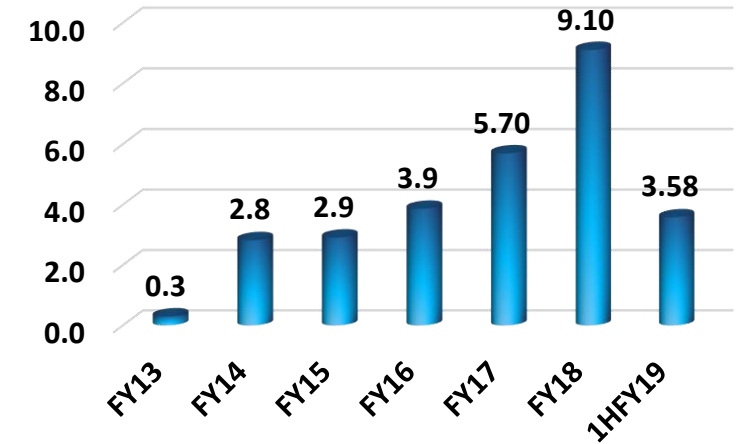
### TOTAL REVENUE (RS. CRORES)



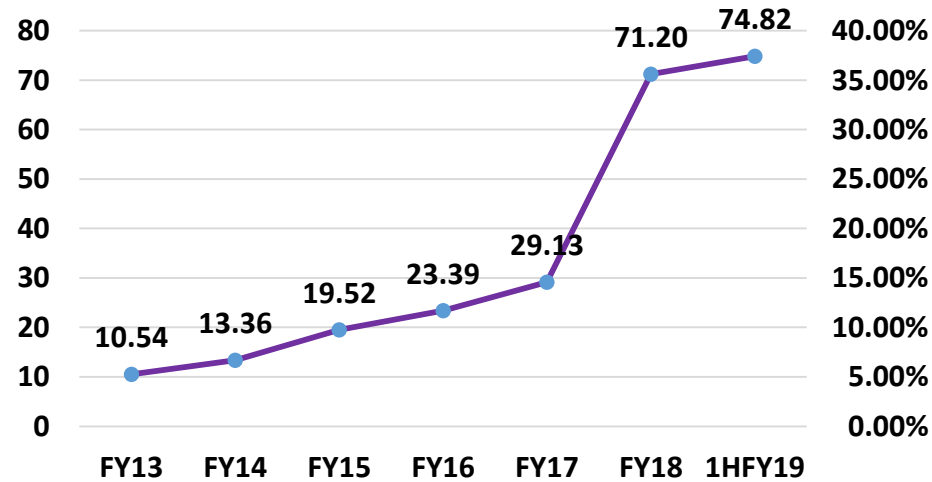
### EBITDA (RS. CRORES)



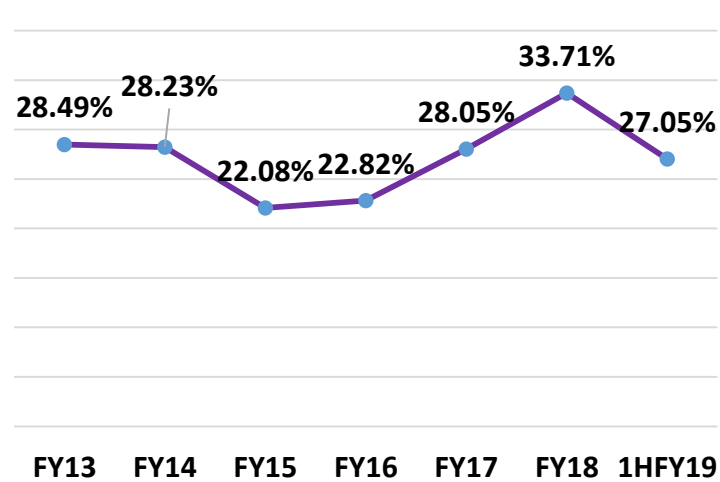
### PAT (RS. CRORES)



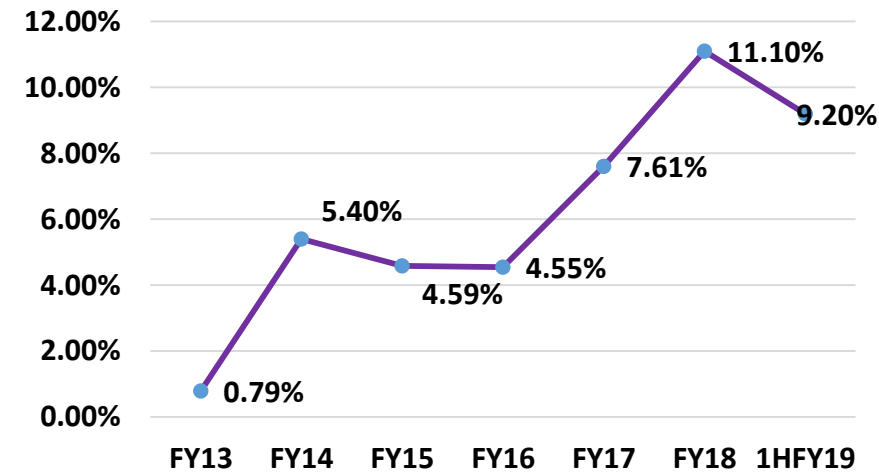
### NETWORTH



### EBITDA MARGIN



### PAT MARGIN



BALANCE SHEET- CONSOLIDATED					Rs. crores	South West Pinnacle
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%		
<b>TOTAL</b>	<b>131.89</b>	<b>141.79</b>	<b>111.76</b>	<b>27%</b>		
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%		
<b>TOTAL</b>	<b>131.89</b>	<b>141.79</b>	<b>111.76</b>	<b>27%</b>		

# Thank You!

**South West  
Pinnacle**

**South West Pinnacle Exploration Limited**  
Siddhartha House , 4<sup>th</sup> Floor, Plot No. 6, Sector –  
44, Gurgaon, Haryana –  
12203, India

