



'To be prepared is  
half the victory.'

- *Miguel de Cervantes*

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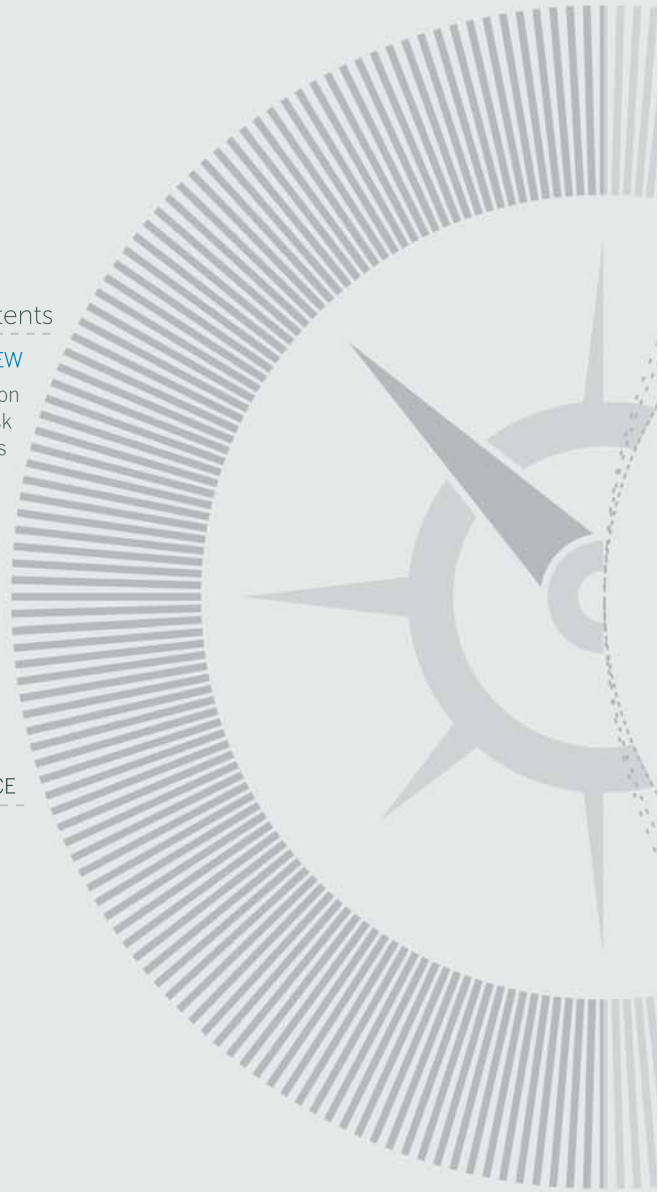
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1528

Our order book (net) (₹ crore),  
30 June 2016

274

Our erstwhile peak order book  
(net) (₹ crore)

634

The aggregate value of projects  
(net) we delivered (₹ crore) in the  
decade ending 2015-16

In 2015-16, Alphageo received the largest single seismic service order for ₹242 crore (Gross) from ONGC Ltd in its existence.

In March 2016, Alphageo received an Order for ₹102 crore (net) from Oil India Ltd

In June 2016, Alphageo received another set of orders aggregating ₹1300 crore (net) (Gross ₹1482 crore). This is possibly the largest ever set of orders awarded to any seismic survey company in India.

And arguably among the largest 2D seismic survey assignments (29265 line kms) awarded anywhere in the world to a single company.

There is just one message that we wish to communicate to our shareholders.



# We are prepared

This is what these orders from ONGC  
and OIL mean for our company...



29,265

**Line km of 2D seismic data acquisition**  
Larger than the 2D seismic data  
acquisition done by Alphageo in the  
previous 30 projects

1,402

**Value of the order (₹ crore) (net)**  
Equivalent to 20x our topline of  
2015-16

13

**New sites** at which projects will  
be concurrently undertaken

This is what these orders need...

# Rich experience

Faced with the largest order book increase in our existence, the big question that most analysts are asking is whether we possess the terrain experience to address the unprecedented.

**At Alphageo**, we possess a rich multi-decade experience of working in diverse and difficult topographies.

Our experience matrix comprises:

- More than 25 years of experience in seismic data acquisition
- More than 60% of the original team still working with us
- More than 1300 person-years of experience in multi-basinal and challenging terrains
- More than 15900 GLK of 2D seismic survey and 5500 sq km of 3D seismic surveys across challenging terrains
- Experience of working across 8 sedimentary basins in 16 Indian states and international locations
- Experience of more than 51 completed projects

Result: Our rich multi-terrain experience reinforced our credentials that translated into the award of these large seismic survey orders.



Our working  
experience with  
ONGC and OIL

25 Business  
relationship (years)

11 Projects  
executed











# This is how we are prepared...

## Adequate resources

Following the receipt of the largest aggregate seismic services order, the question that most industry observers are asking is whether we possess adequate resources to address the opportunity.

**At Alphageo**, our preparedness is the result of having invested in scalable resources well before we received this landmark order.

**Equipment:** We cherry-picked specialised data acquisition equipment from reputed global suppliers, building in adequate systemic redundancy to ensure project continuity

**Crew:** We intend to reinforce our proprietary crews by on-boarding dependable global seismic service personnel to address these prestigious projects.

**Finance:** We increased our working capital limits with bankers to address the opportunity.

**Capex:** We possessed a completely de-leveraged Balance Sheet (zero long-term debt) that makes it possible to mobilise incremental low-cost funds to finance additional capital expenditure.

Result: Alphageo is organisationally prepared to commission work even before Zero Day.



Resource  
preparedness

100

Projected capex (₹ crore) for  
additional equipment

81

Working capital limit (₹ crore)  
as on March 31, 2016

This is the value we bring to the client's table...

# Credible management

The largest seismic surey orders in the world warrants a proactive hands-on management that is equipped to address the number of concurrent projects, terrain diversity, ability to attract additional intellectual capital, insight to interpret the generated data and complete all projects on or before schedule.

**At Alphageo**, we are prepared in addressing the challenge for a number of reasons.

The Company restructured the organisational architecture, creating new teams managed by Process Managers drawn from existing members.

The Company embarked on providing intensive training to team members for assuming managerial roles.

The Company created a 3-member team to undertake periodic multi-site systems and process audits.

Result: Alphageo is quietly confident that this preparedness will translate into successful project delivery.