

The background is a photograph of an oilfield vehicle, possibly a drilling rig or pumpjack, with a yellow and grey color scheme. Safety labels are visible, including "WATCH YOUR STEP" and "CAUTION". A series of concentric circles and a vertical line of horizontal dashes are overlaid on the image, centered on the vehicle's body, resembling a target or a focus graphic.

# ENERGISING THE FUTURE

Asian Oilfield Services Limited Annual Report 2014-15

## Disclaimer

We have exercised utmost care in the preparation of this report. It contains forecasts and/or information relating to forecasts. Forecasts are based on facts, expectations, and / or past figures. As with all forward-looking statements, forecasts are connected with known and unknown uncertainties, which may mean the actual result deviate significantly from the forecast. Forecasts prepared by the third parties, or data or evaluations used by third parties and mentioned in this communication, may be inappropriate, incomplete, or falsified. We cannot assess whether information in this report has been taken from third parties, or these provide the basis of our own evaluations, such use is made known in this report. As a result of the above-mentioned circumstances, we can provide no warranty regarding the correctness, completeness, and up-to-date nature of information taken, and declared as being taken, from third parties, as well as for forward-looking statements, irrespective of whether these derive from third parties or ourselves. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

*This report at times uses the numeratives “Lacs” and “Crores”, the equivalents of which are as follows:*

*1 Lac = One hundred thousand (100,000), 10 Lacs = One million (1,000,000) and 1 Crore = Ten million (10,000,000)*

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Being a part of one of the six core industries of the country comes with its fair share of responsibilities – especially when the nation-wide resource utilization turns out to be far below the actual potential. In such circumstances, it becomes imperative to grow out of the traditional modus operandi, bring about a shift in strategies and set new benchmarks for performance, quality and results.

**This is exactly what has been on our minds.**

Hence restructuring for efficiency, opening up new geographies for growth, restricting efforts on bad business and rekindling collaboration with Industry and association is the new mantra

In other words, we are not only reaffirming the stature and importance of the oil and gas industry in the future of our economy.



We are energising the future itself.





## KNOW US

**Asian Oilfield Services Limited, with its subsidiaries, is a focused geophysical company providing a range of onshore Seismic and Drilling Services. With more than two decades of experience, we are among the country's leading service providers of 2D and 3D Seismic Services including acquisition, imaging, interpretation and field evaluation.**

AOSL provides oil and gas companies with high-quality solutions in the acquisition, processing and interpretation of seismic data. We offer a complete range of seismic services in all of the key hydrocarbon regions of India, South East Asia and Middle East. With our ambition to emerge as a global seismic service player, we have set up two wholly owned subsidiaries in Dubai and Singapore: Asian Oilfield & Energy Services DMCC and AOSL Petroleum Pte Limited, respectively.

We were the first Indian company in our industry space to introduce Wireless Seismic technology with data acquisition in real time, two years back. Our expertise and excellence is recognised by many of the world's leading oil and gas companies.



Rs. 1,410 Mn

Revenues for 2014-15

Rs. (270) Mn

PAT for 2014-15

Rs. 10.38 Mn

EBIDTA for 2014-15

Rs. 0.38 Mn

Contribution to  
exchequer in 2014-15

# EXCELLENCE ACROSS GEOGRAPHIES

Asian Oilfield is today on course to emerge as a global oilfield services company. With successful operations in complex and challenging environments, we are charting new territories worldwide, especially in West and SE Asia, besides India in the coming months. With a continued focus on frontier regions, we offer our clients significant experience in unlocking the value of their reservoir and assets to maximise their return on investments.



## Existing markets

- Indonesia
- Iraq
- India



## Potential markets

- Egypt
- North and East Africa
- Myanmar
- Malaysia



## Offices

- Gurgaon, India
- Dubai, UAE
- Erbil, Kurdistan
- Singapore



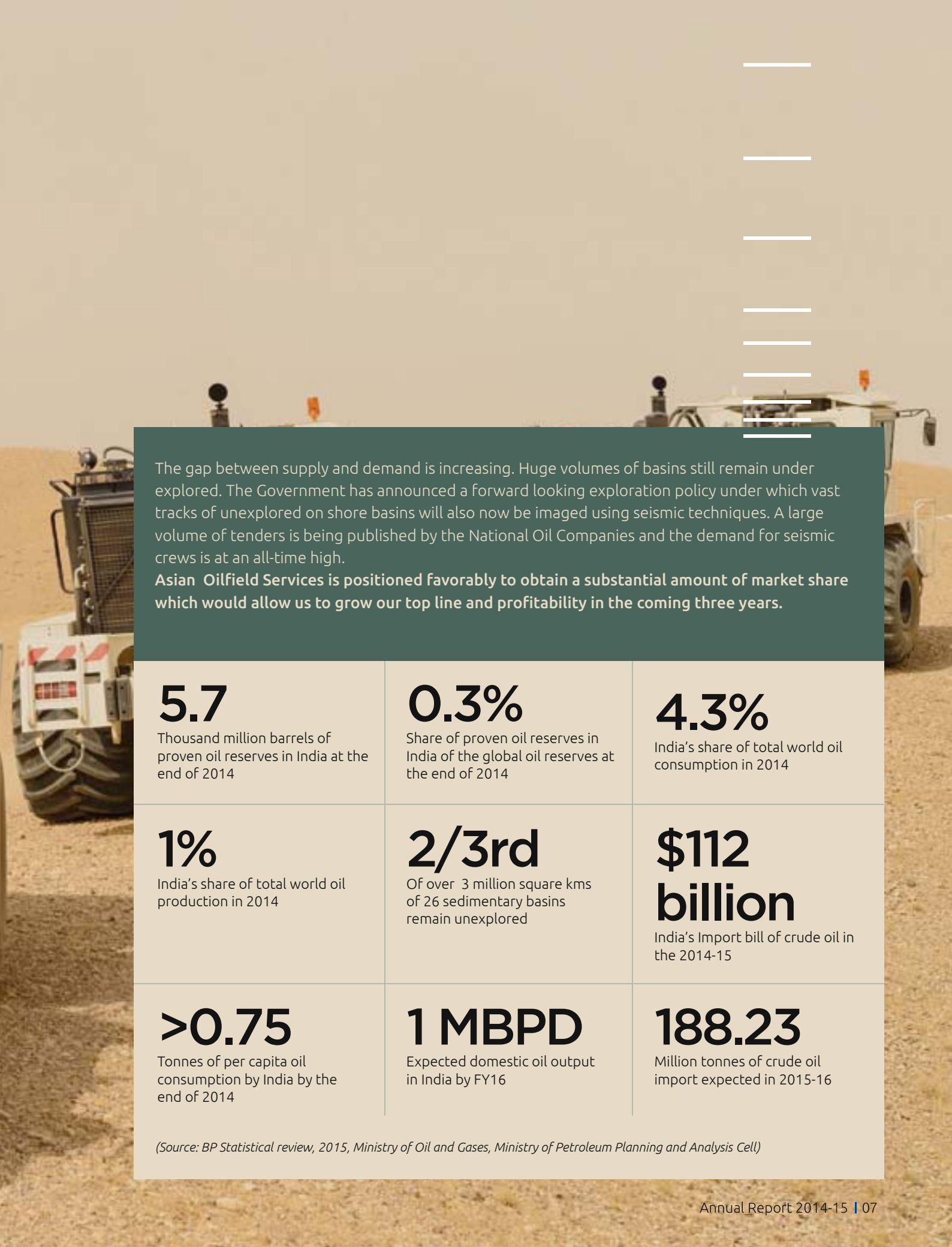


# ASIAN OILFIELD AND THE INDIA OPPORTUNITY

The Oil & Gas sector is one of the six core industries of the country. The opportunity for Oil & Gas sector in the country is huge, considering the under utilisation of resources and increasing demand for Oil & Gas.







The gap between supply and demand is increasing. Huge volumes of basins still remain under explored. The Government has announced a forward looking exploration policy under which vast tracks of unexplored on shore basins will also now be imaged using seismic techniques. A large volume of tenders is being published by the National Oil Companies and the demand for seismic crews is at an all-time high.

**Asian Oilfield Services is positioned favorably to obtain a substantial amount of market share which would allow us to grow our top line and profitability in the coming three years.**

**5.7**

Thousand million barrels of proven oil reserves in India at the end of 2014

**0.3%**

Share of proven oil reserves in India of the global oil reserves at the end of 2014

**4.3%**

India's share of total world oil consumption in 2014

**1%**

India's share of total world oil production in 2014

**2/3rd**

Of over 3 million square kms of 26 sedimentary basins remain unexplored

**\$112 billion**

India's Import bill of crude oil in the 2014-15

**>0.75**

Tonnes of per capita oil consumption by India by the end of 2014

**1 MBPD**

Expected domestic oil output in India by FY16

**188.23**

Million tonnes of crude oil import expected in 2015-16

*(Source: BP Statistical review, 2015, Ministry of Oil and Gases, Ministry of Petroleum Planning and Analysis Cell)*

# GROUP CEO STATEMENT

▶ An interview with  
**Mr. Rahul Talwar,**  
Group CEO

**Q** Another year with disappointing numbers. What reasons would you ascribe for this performance?

**A** Going into the year 2014-15, we witnessed deteriorating demand and utilisation in seismic industry on the back of substantial decline in oil prices. The increase in oil supply and corresponding market instability had a cascading effect on budgets allocated for seismic exploration by the Oil & Gas companies.

As I had mentioned last year, we are in the process of transformation, whereby we have started restructuring and balancing our operating geography and service offerings. A part of the transformation has been visible in the current fiscal itself, producing the intangible results that we had targeted.

There has been a huge increase in visibility, credibility and acceptance of our Company among the global oil majors. This will translate into tangible business results in the years ahead. While our reputation as a world class service provider has been enhanced, unforeseen unrest due to extremist activity and softening of the oil prices led to the oil industry cancelling most of the tenders in 2014-15. This has led to a drop in revenue, profitability and utilization efficiencies.

Keeping in mind the current market volatility, I would like to inform our shareholders that the current financials reflect the weak market sentiment. It does not reflect our inability or inefficiency in any manner. In fact, we demonstrated our competitive strengths in the projects we did this year, which will, in turn, help us navigate with ease in the coming year.

**Q** You mentioned about transformation. Could you please shed some more light on it?

**A** For nearly two decades AOSL was largely a Company focused on seismic exploration opportunities in India. Today, as a professionally managed organisation with a focused approach and clear strategic goals, we are ideally positioned to achieve our vision of emerging as a leading regional seismic exploration company, serving the needs of India, West Africa, North Africa and South East Asia.

To achieve this we have made some fundamental shifts in our modus operandi. We evolved from being a seismic data acquisition company to covering the entire value chain – from data acquisition, imaging to interpretation. We expanded beyond the national boundaries to work on projects in challenging foreign countries. We stopped bidding for projects where value-proposition and profitability was lacking. From being an asset-heavy company, we de-stressed our balance sheet by a large extent, and adopted an asset-