



OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS
RvA CO71

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AN ISO 9001 : 2000 Certified Co.

Date: 3rd March, 2017

To,

Corporate Service Department, Bombay
Stock Exchange,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400001
Fax No. 022-
22723121/3027/2039/2061/2041

Listing Department,
National Stock Exchange Of India Limited
Exchange Plaza, C-1 Block G Bandra Kurla
Complex, Bandra (E), Mumbai
Fax No. 022-
26598237/38 : 66418126

Dear Sir/Ma'am,

Sub: Presentation to Investors on Unaudited Standalone Financial Result for the Quarter and Nine Month ended 31st December, 2016

Please find enclosed herewith the presentation on the Unaudited Financial Result for the Quarter and Nine Months ended 31st December, 2016.

Kindly take the same on your records.

Thanking You

Yours Faithfully

For Om Metals Infraprojects Limited



Company Secretary

New Delhi
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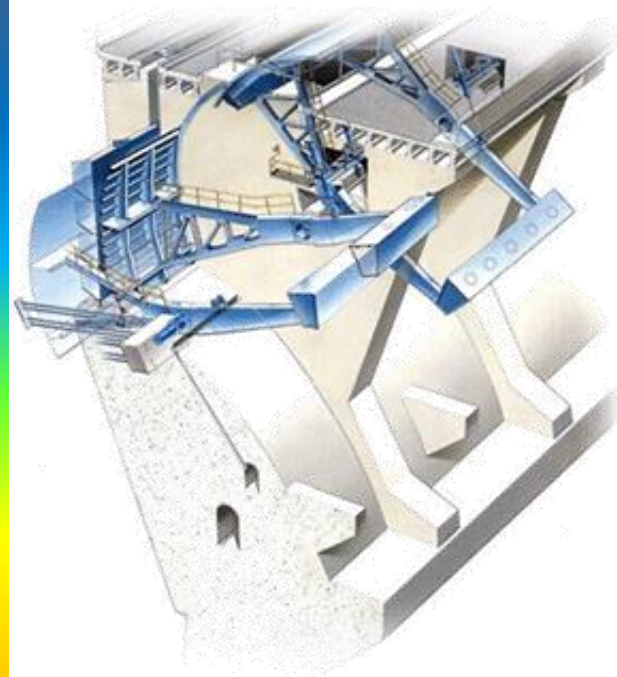
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THE **POWER** TO CHANGE

Investor Presentation
February 2017



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Key Orders received recently...



- ▶ Awarded Hydro Mechanical works package for Modernization and Renovation of Baira Siul Hydro Electric Power Station (3 X 60 MW) in Himachal Pradesh by NHPC Ltd.
 - ✓ The value of the contract is Rs. 19.91 crore
 - ✓ Execution Period - Within 28 months time period
- ▶ Food Corporation of India (FCI) has issued Letter of Award (LOA) for development/ construction of Silos on DBFOO basis:
 - ✓ Silos to be build at 4 location – Bhagalpur (Bihar), Fatehpur (UP), Malda (West Bengal), Siddhpur (Gujarat) for storage of wheat
 - ✓ Each Silos is of 50,000 MT capacity
 - ✓ The projects is under PPP Mode
 - ✓ Concession Period of 30 years
 - ✓ OMIL has already formed 4 SPV's for the same; wherein OMIL will have 50% shareholding in each SPV
- ▶ Received Letter of Intent (LOI) from Rwanda Agriculture Board (RAB), Africa for Development of Irrigation and Watershed Development in Mpanga Sector (LOT 1)
 - ✓ The contract is in Joint Venture between OM Metals Infraprojects Ltd. and SPML
 - ✓ The contract value is of USD ~16 million, exclusive of taxes and duties in Rwanda

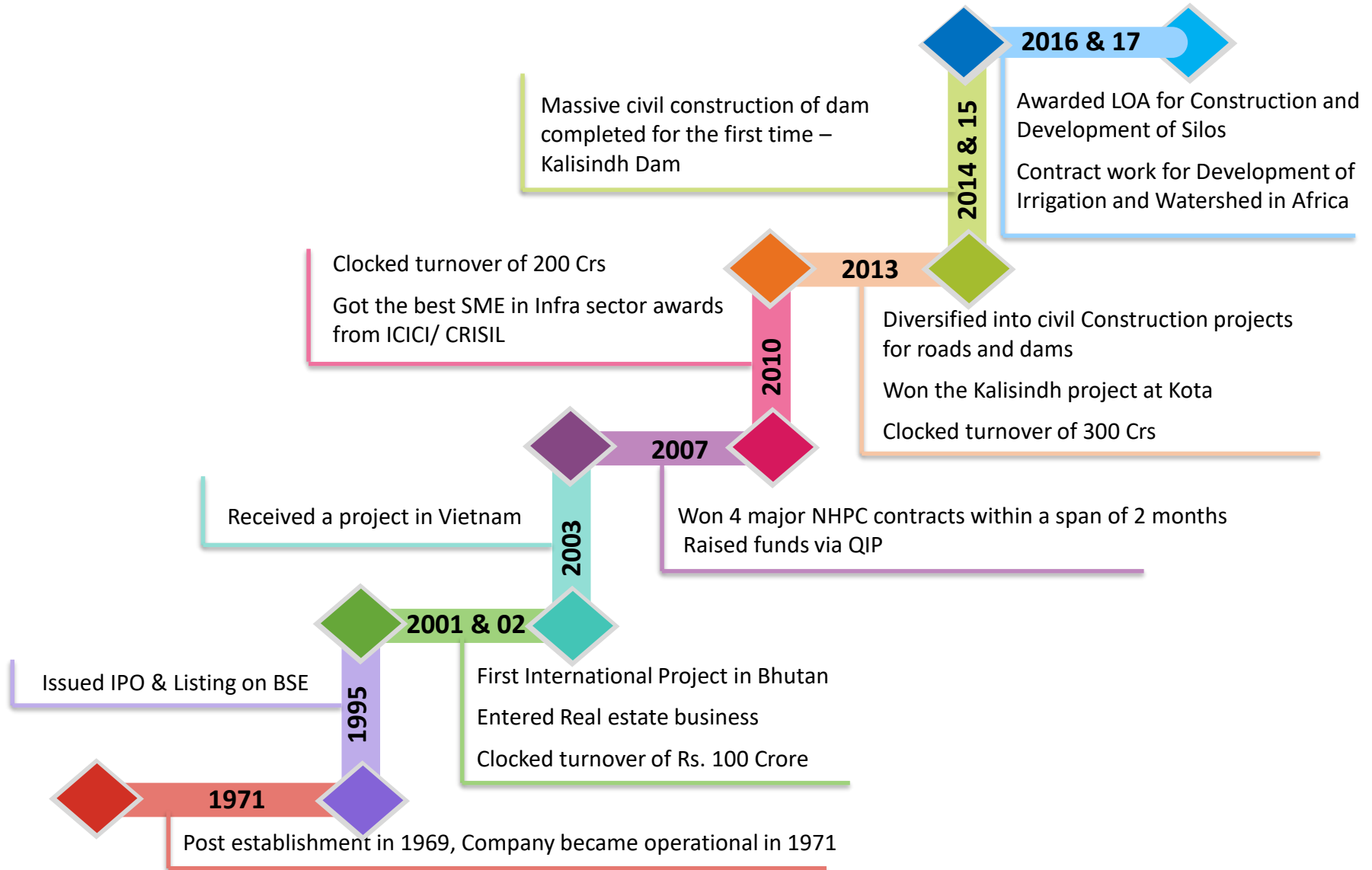




Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades

- ▶ Engaged in diversified activities such as execution of turnkey Hydro-mechanical and EPC contracts for Hydropower & Irrigation projects, Foray into Real Estate development & Infrastructure EPC projects
- ▶ Successfully executed more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country
- ▶ Robust Orderbook of Rs. 831 crores as on 31st December 2016
- ▶ Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works

Evolution



Mr. C.P. Kothari **Promoter**

C.P. Kothari is a leader par excellence, and his visions, ideals and dedication has played key roles in the overall growth of the organization.

A proponent of particulars strategies, he encourages a people – oriented approach that in returns has played an invaluable role in shaping the company's foundation as a people – driven company.



Mr. D.P. Kothari **Promoter**

D.P. Kothari holds immense experience in the execution of turnkey contracts and has been the technical and execution backbone of the company.

His expertise and hands – on approach has embedded critical engineering projects execution capabilities deep within the organization including the management of large scale initiatives and prestigious projects of global eminence.



Mr. Sunil Kothari **Managing Director**

Sunil Kothari is responsible for the overall financial matters of the company.

His financial wisdom and foresightedness lends immense value in the evaluation of projects and raising competitive pricing, quality and timeliness, thereby securing the business .

The company owes its impressive returns and cultivating performance to him.



Mr. Vikas Kothari **Director & President**

Vikas Kothari is responsible for sales promotion, business development, quality control, project coordination and foreign collaborations.

His futuristic and progressive ideas have enabled the company to scale new heights and expand its horizons to international waters.

The company's impressive international business circle is all the result of his consistency and vision.





01

Heavy Engineering

Leaders in execution of Turnkey contracts for Hydro Mechanical Works for Irrigation and Hydro-power projects



02

Infrastructure & Civil EPC Contracts

Roads: Owns 49% stake in BOT road project (Jaipur to Bhilwara via Malpura, Kekri & Shahpura)

Smart City Project: First Smart City Infrastructure Development Project

Silos: At 4 locations with 50,000 MT capacity each; for storage of Wheat on PPP Mode



03

Real Estate

Opportunistic Investments into Residential Projects and Industrial Land bank yielding strong Cashflows



04

Packaging (New Venture)

Strategic Diversification to maximize shareholders value with investment in high returns and high margin products

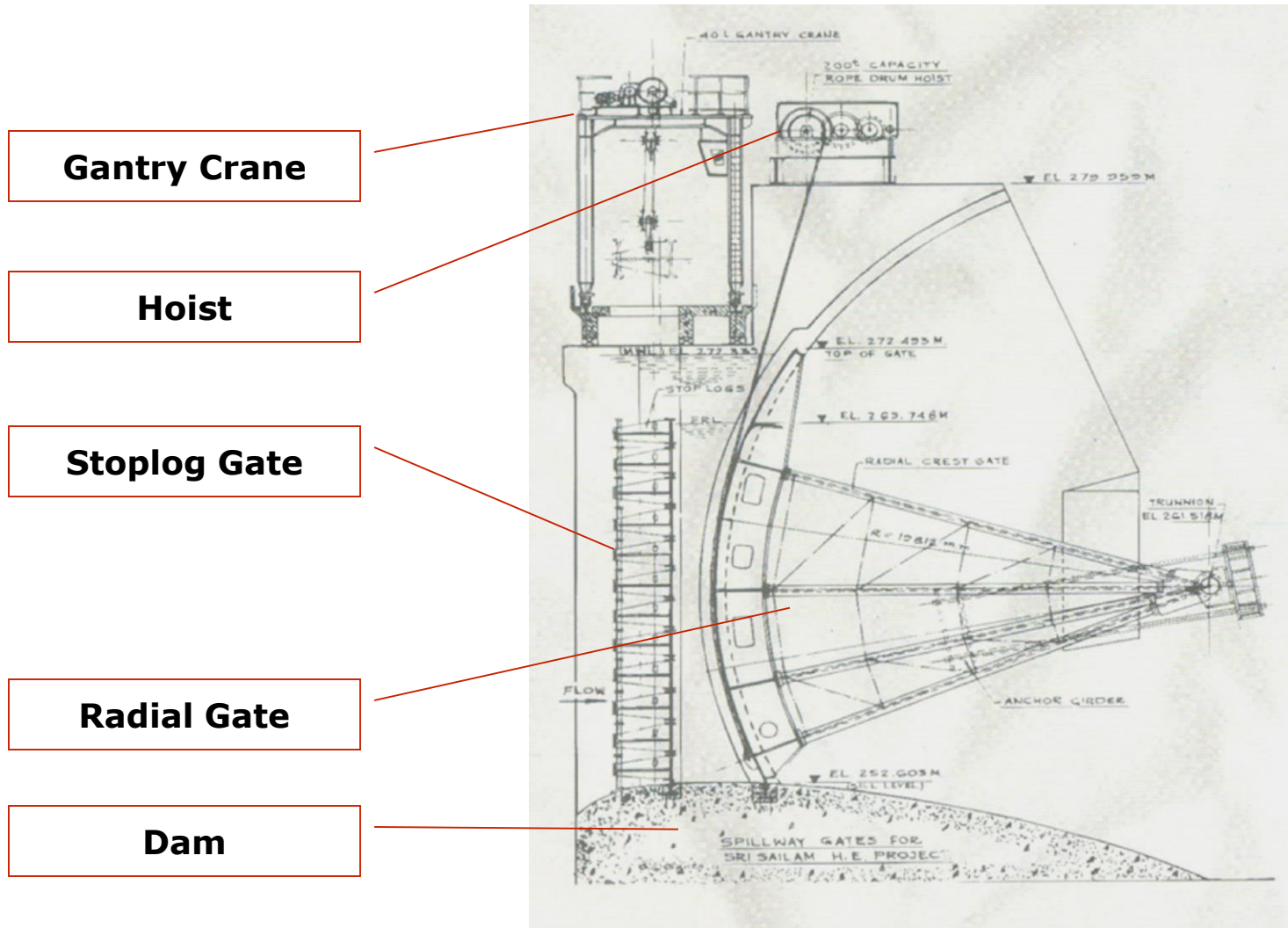


Hydro Mechanical Equipments: Business Overview



- ▶ World leaders in Hydro-Mechanical Engineering
 - ✓ Primary focus is on Engineering Construction for dams and Irrigation Projects
- ▶ Offers turnkey solutions from Designing to commissioning of Hydro-mechanical equipments
 - ✓ Radial gates, stop log gates & vertical gates
 - ✓ Penstocks and Pressure Shaft Liners
 - ✓ Hoists & Lifting equipments
 - ✓ Gantry Cranes, Trash Racks etc.
- ▶ High Entry Barriers due to technical prequalification requirements
- ▶ Robust engineering skills & know how enables to execute projects of varied complexities
 - ✓ Ranging from 45 MW to 1,000 MW of power generation
- ▶ Experienced team of more than 30 design engineers with significant exposure in the hydro power sector
- ▶ Executed more than 60 hydropower projects till now
 - ✓ Currently executing projects for ~2,000 MW across Hydro-power projects
 - ✓ Recently awarded for Modernization and Renovation of Baira Siul hydro electric power station (3 X 60 MW) in Himachal Pradesh by NHPC Ltd. for a contract value of Rs. 19.91 crores
 - ✓ Joint Venture (Om Metals – SPML) received LOI for development of Irrigation and Watershed Development in Mpanga Sector (LOT 1) in Rwanda (Africa) for USD ~16 million

Typical layout of a dam: Hydro Mechanical Equipment





Gosikhurd Dam
Client – VIDC, Maharashtra
Size – 18.3m X 16.5m X 16.5m

**Executed one of the World's largest
Radial gates**



Kol Dam Project
Client – NTPC
Size – 7.5m X 14m X 115m

**Executed one of the world's largest
Vertical Lift gates**

State of Art Manufacturing Facilities



Particulars	Kota	Jaipur
Area (in sq m)	20,728	3,600
Covered Sheds (in sq m)	5,794	1,600
Machine Shop	1 Machine shop with an area of 506 sq m	1 Machine shop with an area of 300 sq m
Fabrication	8 fabrication shops with an area of ~5,567 sq m	1 fabrication shops with an area of ~1,000 sq m
Handling Capacity	up to 60 MT	up to 45 MT
Location Advantage	Along the main western line enroute to Mumbai and Delhi Good connectivity to ports and other states Industrial hub of Rajasthan with no power and water related issues	Easy accessibility to Raw Material depots at major cities Large uncovered area with potential to further expand the facility

Management Pedigree & Focus led to...



A – Highly Profitable

Leadership position in Core business of turnkey execution contracts for Hydro Mechanical Equipment for Hydro Power & Irrigation Projects thereby generating **High Free Cashflow**



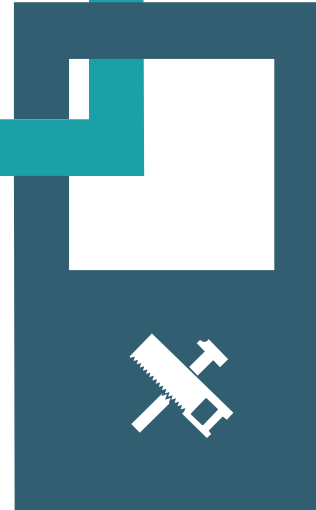
C – Execution Track Record

Executed 60 + Hydro Mechanical turnkey projects in power and irrigation over last 4 decades



B – Technically Qualified

One of few eligible contenders for Large scale Dam projects with Key technical and R&D edge



...deployment of Free Cash in Group's New Ventures

New Ventures to unlock shareholder value



1 & 2
Current Ventures

3 & 4
New Ventures

Road BOT Project

Road Project through JV routes

Infrastructure & Civil EPC Contracts

- First Smart City Infrastructure Development Project
- Silos at 4 location each with a capacity of 50,000 MT

Real Estate

Strategic investments in the realty sector

Packaging

Closure for water PET bottles & Carbonated Soft Drinks (CSD) caps

01

02

03

04

**Execution of Hydro
Power Projects &
Irrigation Projects on
turnkey basis**

**De-risking core business
through diversification in
higher return businesses**

Real Estate Foray

- ▶ Strategic Completion of existing Real estate projects
 - ✓ Projects through Joint Ventures (JVs) and Associates also
- ▶ Residential townships and apartments in Kota, Jaipur, Mumbai & Hyderabad
 - ✓ Residential space of ~1.4 mn sq. ft.
- ▶ Commercial Hotel, Retail space in Jaipur & Kota
 - ✓ 200,000 Sq. ft.

Road BOT Project

- ▶ Two Laning of Jaipur-Bhilwara section of SH-12 implemented by SPV Bhilwara Jaipur Toll Road
 - ✓ Om Metals Infraprojects Ltd. owns minority stake of 49%; balance 51% held by SPML Infra Ltd.
- ▶ Executed 100% of EPC work for a total project cost of Rs. 410 crores
 - ✓ Equity: Rs. 104 crores; VGF: Rs. 44 crores upfront & Rs. 44 crores during O&M and Debt: Rs. 262 crores
- ▶ Concession period is 22 years
- ▶ COD achieved in December 2014

Real Estate Project Details



Project	Location	Partner	Project Type	# of Units	Project Area Sq. ft.(OMIL Share)
Meadows	Kota	-	Housing	450	5,00,000
Palacia #	Jaipur	-	Housing	150	6,30,000
Bandra Reclamation – Mhada	Mumbai	DB Realty & Others	Housing	-	~2,00,000^
Ashvita*	Hyderabad	Mahindra Lifespaces	Housing	60	80,000
TOTAL					~14,10,000

Construction has resumed after the judgement of Ho'ble JDA tribunal which in its verdict ordered that all approvals and maps of the project approved by JDA are as per policies/ bye laws and within legal framework. The construction has started steadily.

* Part of First Phase of Residential project delivered for possession

^ Subject to approval of Design/ Area

Location	Sq. Mtrs.	Key Location Advantage
Faridabad	8,000	Located on main Mathura Road, New Delhi
VKIA Jaipur	28,000	In Industrial Area at Prime Location
Kota (Institutional Land)	40,000	In the centre of Kota City
TOTAL	76,000	

Bhilawara Jaipur Road Project



**Completion Certificate
(COD) for 100% of Project
length has been issued for
the project in
December, 2014**



**Caters to commercial traffic
towards Jaipur & Bhilwara**

**The project road serves as
an arterial link to most of
the important towns such
Malpura, Kekri &
Shahpura**



**Major industries like IOCL
& BPCL oil depots etc. are
located in this section**

Packaging

- ▶ Closure for water PET bottles and Carbonated Soft Drinks (CSD) caps
- ▶ Capacity: Around 10 crore caps/month
 - ✓ World demand for caps & closures to exceed USD 55 bln / 2 tln units in 2019
- ▶ Clients/Potential Clients: Bisleri, Coke, Pepsi and other local players
- ▶ Technology: Compression Moulding from Italy
 - ✓ Advanced & Efficient technology compared to Injection Moulding
- ▶ Expansion Plans
 - ✓ Products with high ROI

Infrastructure & Civil Structures

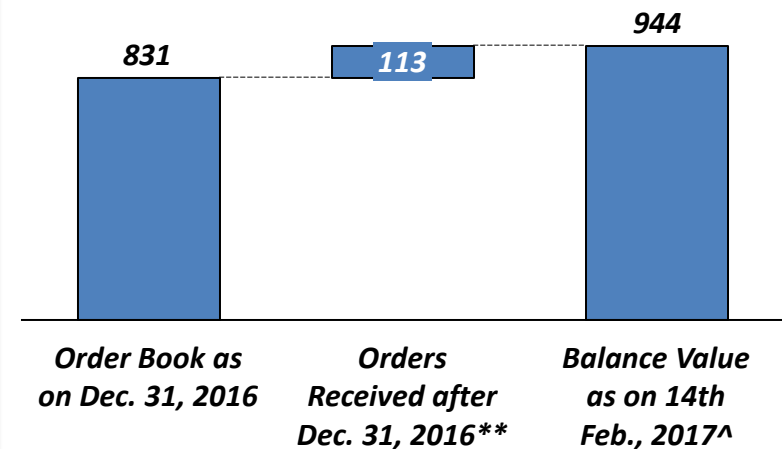
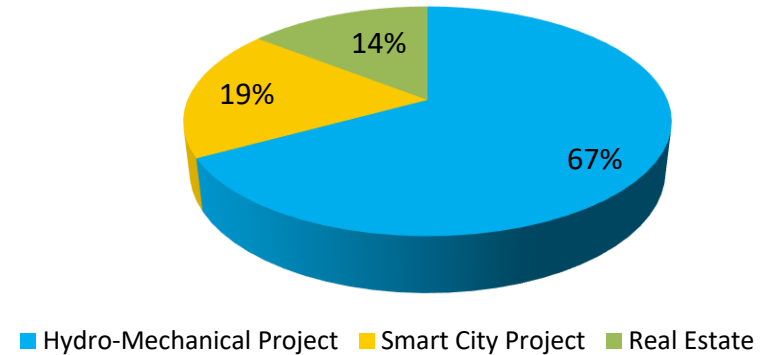
- ▶ Smart City Infrastructure Development Project as a part of DMIC
 - ✓ In 50:50 JV with SPML Infra Ltd. on Design, Build & Operate basis
 - **Execution Period - 3 years & O&M period of 5 years**
 - **Total Area of 1096.63 acres**
 - ✓ Development activities will include
 - **Water Supply & Solid Waste Management**
 - **Internal & External roads of 4 & 6 lanes**
 - **Power Transmission & Gas Distribution System**
 - **Street Lighting, CCTV & SCADA Systems and Safety & Security Systems**
- ▶ Construction of Silos at 4 location
 - ✓ Each with a capacity of 50,000 MT
 - ✓ On DBFOO basis for storage of Wheat on PPP Mode

Robust Unexecuted Order book of Rs. 831 crores*



Top 5 Unexecuted Order Book	State	Amount (Rs. Crores)
Kachh Branch Canal Power House Project From SSNL	Gujarat	175
Rampur Barrage	Uttar Pradesh	157
Ujjain Smart City Project	Madhya Pradesh	154
Palacia Project #	Rajasthan	120
Hydro-Mechanical Works of Vyasi H.E.	Uttarakhand	101
Others	-	124
Total		831

Order Book Breakup



^ - Excluding project execution from 1st Jan. 2017 upto 14th Feb. 2017

** - Contract worth USD 16,584,644 (exchange rate of Rs 68.2043 as on 27th Jan. 2017)

Construction has resumed after the judgement of Ho'ble JDA tribunal which in its verdict ordered that all approvals and maps of the project approved by JDA are as per policies/ bye laws and within legal framework. The construction has started steadily.

* - as on 31st Dec. 2016

Robust Engineering Skills

Enables to execute projects of varied magnitude and complexity ranging from 45-1,000 MW of power generation

Prudent Human Capital Management

Manpower strength of ~1000 people, comprising 300 technocrats and 30 highly qualified professionals

Strength in Steel Fabrication

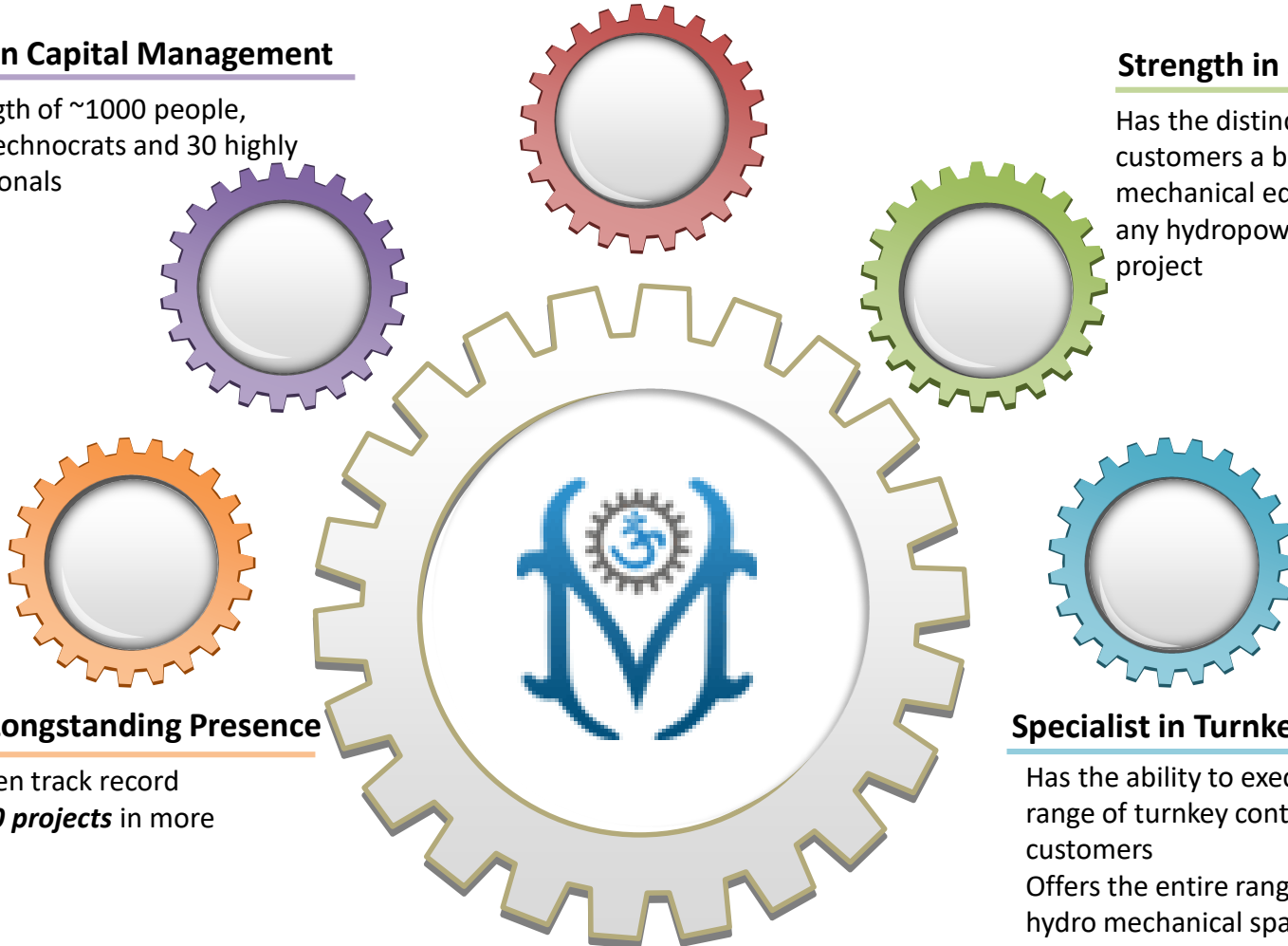
Has the distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project

Experience & Longstanding Presence

45 years of proven track record
Executed over **60 projects** in more than **20 states**

Specialist in Turnkey Projects

Has the ability to execute the whole range of turnkey contracts for customers
Offers the entire range of services in the hydro mechanical space



Key Clientele



**National Hydroelectric
Power Corporation**



**Northern Eastern Electric
Power Corporation Ltd.**



**National Thermal
Power Corporation**



**Druk Green Power
Corporation Limited**



**Himachal Pradesh State
Electricity Board**



**Vidarbha Irrigational
Development Corporation**



**Krishna Bhagya Jal
Nigam Limited**

Standalone Financial Results – Quarter



Rs. Crores	Q3 FY17	Q3 FY16	YoY
Total Revenue	48.3	41.1	17.4%
Operating Expenses	17.7	12.0	
Employees Expenses	5.4	5.9	
Other Expenditure	17.1	15.2	
EBITDA	8.2	8.0	2.0%
EBITDA margin	16.9%	19.5%	
Other Income	2.7	1.2	
Depreciation	2.5	1.6	
Interest	3.5	2.2	
PBT	4.8	5.5	-11.4%
Tax	2.5	0.9	
Profit After Tax	2.3	4.5	-49.4%
PAT margin	4.8%	11.1%	

Standalone Financial Results – Nine Months



Rs. Crores	9M FY17	9M FY16	YoY
Total Revenue	165.2	119.0	38.9%
Operating Expenses	59.7	25.8	
Employees Expenses	15.0	15.5	
Other Expenditure	60.4	43.2	
EBITDA	30.0	34.5	-13.0%
EBITDA margin	18.2%	29.0%	
Other Income	5.3	6.5	
Depreciation	8.1	4.9	
Interest	10.8	9.3	
PBT	16.5	26.9	-38.6%
Tax	4.8	2.8	
Profit After Tax	11.7	24.1	-51.6%
PAT margin	7.1%	20.2%	

Standalone Balance Sheet



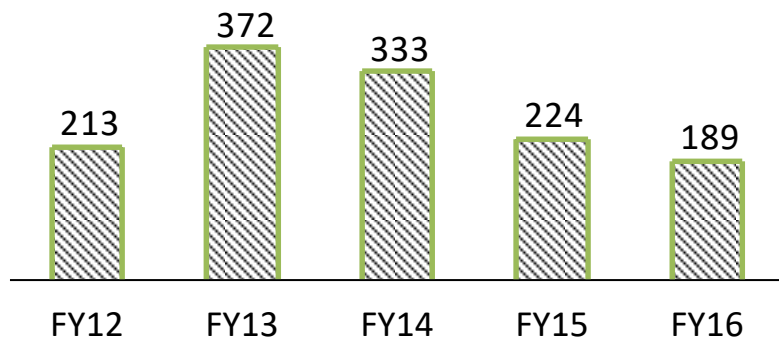
Rs. Crores	Sep-16	Mar-16
Shareholder's Fund	577.3	567.9
Share capital	9.6	9.6
Reserves & Surplus	567.6	558.3
Non-Current Liabilities	60.6	43.6
Long term borrowings	33.5	10.5
Deffered Tax Liabilities(Net)	3.4	3.4
Other Long Term Liabilities	22.8	28.8
Long Term Provisions	1.0	0.8
Current Liabilities	153.7	159.3
Short Term Borrowings	74.4	47.1
Trade Payables	32.0	38.3
Other Current Liabilities	47.4	72.2
Short Term Provisions	0.0	1.6
Total Equity & Liabilities	791.6	770.8

Rs. Crores	Sep-16	Mar-16
Non-Current Assets	503.1	500.4
Fixed Assets	151.1	154.3
Non-current Investments	133.3	134.0
Long Term Loans & Advances	201.1	207.5
Other Non-Current Assets	17.6	4.6
Current Assets	288.5	270.4
Inventories	70.2	61.7
Trade Receivables	87.9	82.5
Cash & Cash Equivalents	21.5	46.9
Short Term Loans & Advances	98.8	68.8
Other Current Assets	10.0	10.4
Total Assets	791.6	770.8

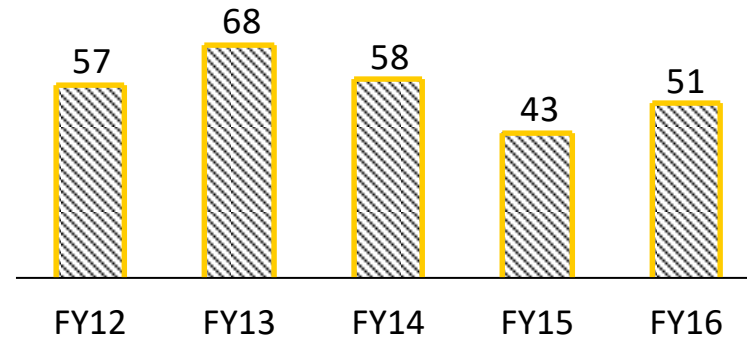
Standalone Financial Highlights - Annual



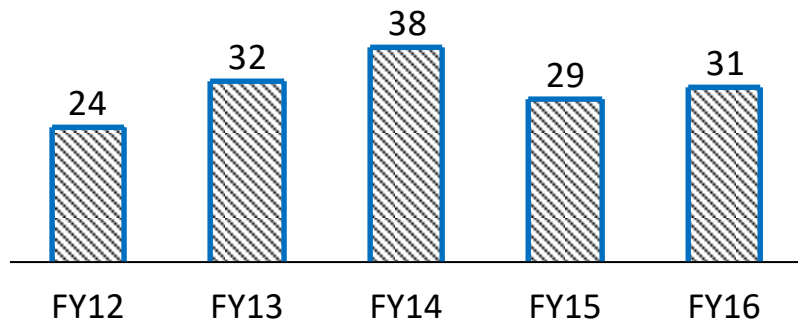
Revenue (Rs. Crores)



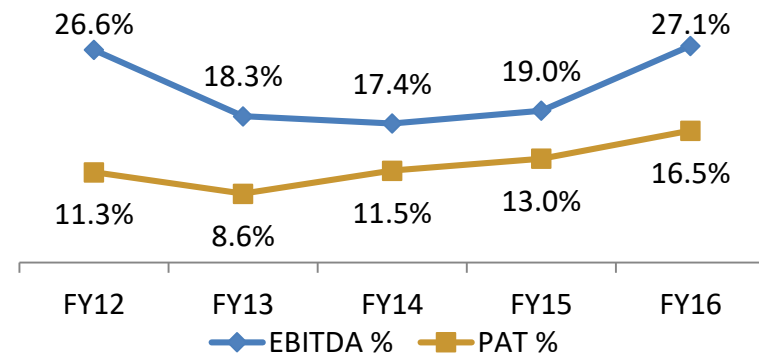
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA & PAT Margin



Standalone Financial Results - Annual



Rs. Crores	FY16	FY15	YoY
Total Revenue	189.1	224.0	-15.6%
Operating Expenses	54.5	69.1	-
Employees Expenses	17.9	20.1	
Other Expenditure	65.3	92.3	
EBITDA	51.3	42.5	20.7%
EBITDA margin	27.1%	19.0%	
Other Income	8.5	14.4	
Depreciation	7.5	8.5	
Interest	13.3	13.6	
PBT	39.0	34.8	12.1%
Tax	7.9	5.7	
Profit After Tax	31.1	29.1	6.9%
PAT margin	16.5%	13.0%	

Standalone Balance Sheet - Annual



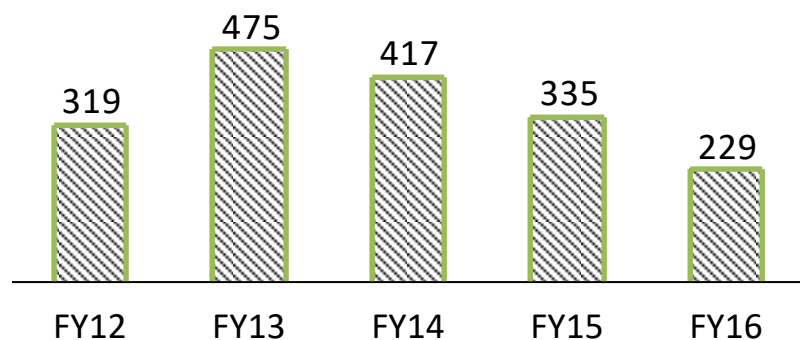
Rs. Crores	Mar-16	Mar-15
Shareholder's Fund	567.9	539.3
Share capital	9.6	9.6
Reserves & Surplus	558.3	529.7
Minority Interest	0.0	0.0
Non-Current Liabilities	43.6	32.7
Long term borrowings	10.5	14.0
Deffered Tax Liabilities(Net)	3.4	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
Current Liabilities	159.3	125.3
Short Term Borrowings	47.1	49.9
Trade Payables	38.3	29.1
Other Current Liabilities	72.2	43.5
Short Term Provisions	1.6	2.8
Total Equity & Liabilities	770.8	697.3

Rs. Crores	Mar-16	Mar-15
Non-Current Assets	500.4	455.5
Fixed Assets	154.3	130.5
Non-current Investments	134.0	129.6
Long Term Loans & Advances	207.5	187.7
Other Non-Current Assets	4.6	7.7
Current Assets	270.4	241.8
Inventories	61.7	51.1
Trade Receivables	82.5	59.2
Cash & Cash Equivalents	46.9	69.4
Short Term Loans & Advances	68.8	61.3
Other Current Assets	10.4	0.8
Total Assets	770.8	697.3

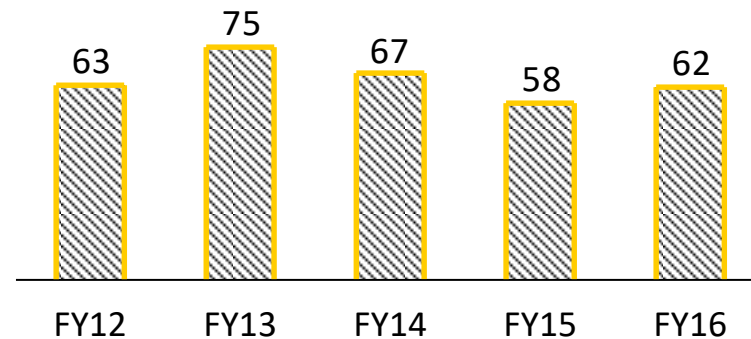
Consolidated Financial Highlights



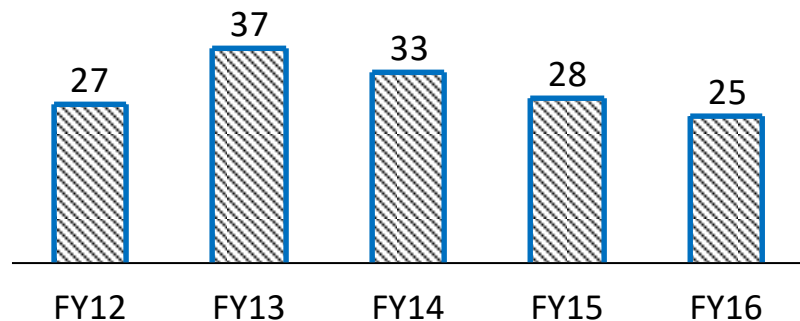
Revenue (Rs. Crores)



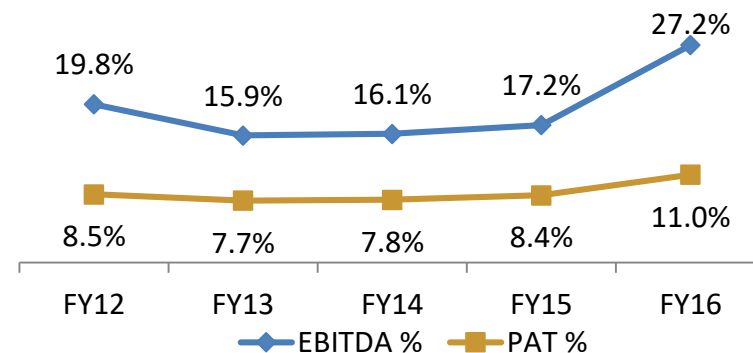
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA & PAT Margin



Consolidated Financial Results



Rs. in Crores	FY16	FY15	YoY
Total Revenue	228.7	335.3	-31.8%
Operating Expenses	65.8	144.9	
Employees Expenses	19.9	21.5	
Other Expenditure	80.7	111.3	
EBITDA	62.2	57.6	8.1%
EBITDA margin	27.2%	17.2%	
Other Income	17.9	16.6	
Depreciation	10.0	9.4	
Interest	33.4	24.5	
Exceptional Item Profit/(Loss)	-0.8	-0.3	
PBT	37.5	40.0	-6.2%
Tax	12.4	11.7	
Profit After Tax	25.1	28.3	-11.2%
Minority Interest	0.0	-0.2	
Profit After Tax after Minority Interest	25.1	28.1	-10.7%
PAT margin	11.0%	8.4%	

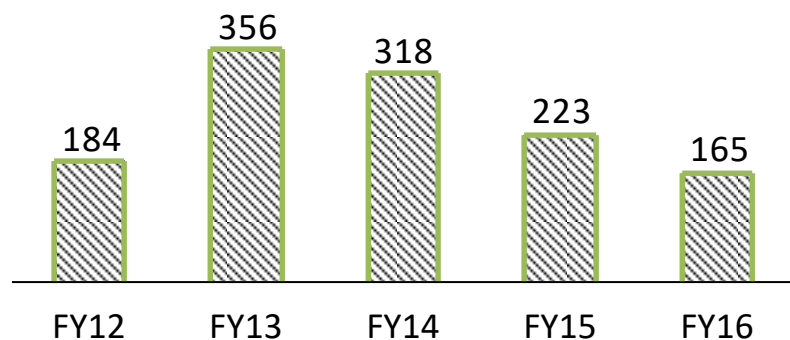
Consolidated Balance Sheet



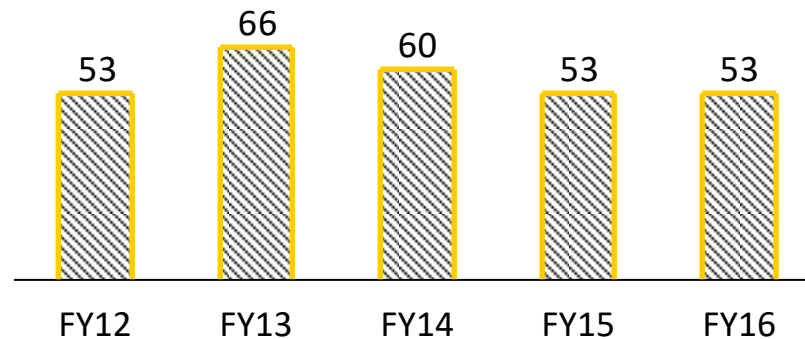
Rs. in Crores	Mar-16	Mar-15
Shareholder's Fund	564.4	535.5
Share capital	9.6	9.6
Reserves & Surplus	554.8	525.9
Non-Current Liabilities	188.3	177.8
Long term borrowings	155.2	159.1
Deferred Tax Liabilities (Net)	3.5	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
Current Liabilities	192.4	180.3
Short Term Borrowings	50.0	55.4
Trade Payables	46.6	32.5
Other Current Liabilities	93.9	83.6
Short Term Provisions	1.9	8.9
Total Equity & Liabilities	945.1	893.6

Rs. in Crores	Mar-16	Mar-15
Non-Current Assets	469.0	453.9
Fixed Assets	364.6	360.9
Non-current Investments	72.6	61.9
Goodwill on Consolidation	7.5	0.2
Long Term Loans & Advances	19.1	22.6
Other Non-Current Assets	5.2	8.3
Current Assets	476.1	439.7
Inventories	261.1	240.8
Trade Receivables	115.7	94.9
Cash & Cash Equivalents	56.3	83.5
Short Term Loans & Advances	31.3	19.5
Other Current Assets	11.6	1.0
Total Assets	945.1	893.6

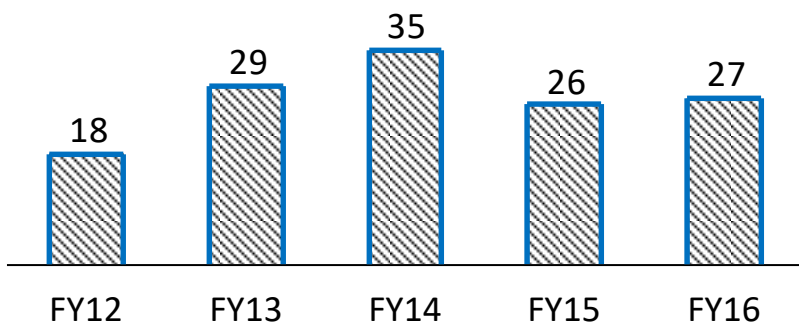
Revenue (Rs. Crores)



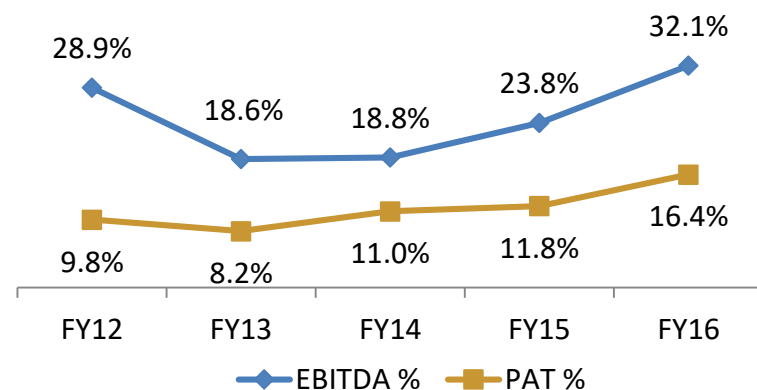
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA & PAT Margin





For further information, please contact:

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