Om Metals Infraprojects Limited

J - 28, Subhash Marg, C - Scheme, **Jaipur,** Rajasthan -302001

Analyst Meet on Monday, 15th June, 2015 at 6 PM

Jaipur (Rajasthan), 15th June : **Om Metals Infraprojects Limited,** One of India's leading conglomerate having diverse business activities related to Engineering construction, Hydro power developments and Real Estate, will be hosting an analysts meet for investors **and analysts on 15th June 2015 at 6 pm at J K Banquets, Prahhadevi, Mumbai** for discussing the recent developments, FY15 results and future outlook.

The analysts meet will start with presentation from Management followed by High Tea. Mr. Vikas Kothari – Executive Director & President, Mr. Siddharth Kothari, from Promotors Family and Mr. S K Jain, CFO will address the gathering.

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OM METALS
INFRAPROJECTS LTD

CORPORATE PRESENTATION – 15 June 2015

OMIL – OVERVIEW

India's leading hydro-mechanical engineering company with a well established presence in infrastructure & realty business.

Consistently ranking amongst India's largest hydro-mechanical equipment suppliers and also rank amongst the largest in this space.

Successfully executed over 55 hydro-mechanical contracts across 18 states in India and overseas.

An impressive track record of building innovative realty offerings across Mumbai and various tier I, II & tier III cities across the country.

MANAGEMENT PROFILE

- **MR. C.P Kothari**; Chairman , Holds a bachelor’s degree in commerce; Industry experience of over 40 years.

- **MR. D.P Kothari**; MD , Holds a bachelor’s degree in mechanical engineering; Heads technical and execution group.

MANAGEMENT PROFILE

- **MR. SUNIL KOTHARI**; Joint MD , Bachelor’s degree in commerce & MBA ; Holds over 30 years of industry experience; Handles financial matters.

- **MR. VIKAS KOTHARI**; WTD, Bachelor’s degree mechanical engineering; Holds more than 20 years of industry experience.

- **Independent Directors : Mr. P C Jain, Mr. Sukmal Jain , Mr D Gulati , Mrs. Ranjana jain**

KEY MILESTONES

1971 – Post establishment in 1969, Company became operational in 1971

1995 – Issued IPO & Listing on BSE

2000 – **Clocked Turnover of Rs 50 Crore**.

2001 – First International Project; BHUTAN

2002 – Entered Reall estate business Clocked turnover of Rs 100 Crore.

2003 – **Got awarded its first overseas project in Vietnam**

2007 – Won 4 major NHPC contracts within a span of 2 months, Raised funds via QIP

2010 – Got the best SME in Infra sector awards from ICIC I/ CRISIL Clocked turnover of 200 Cr.

2013 – Diversified into civil construction projects for roads and dams – won the Kalisindh project at Kota Clocked turnover of 300 Cr.

2014 & 2015 – Massive civil construction of dam completed for the first time – kalisindh Dam

OMIL is growing continuously in its Core business through capacity expansions and acquisitions and successfully integrating the same with its existing business

KEY AREAS OF FOCUS

Engineering construction for dams.

Diversification in Sunrise areas.

Strategic Completion of existing Real estate projects.

Successful implementation of these initiatives would substantially improve the shareholder value

ACHIEVEMENTS

- Achieved a leading position in the field of execution of turnkey contracts for Hydro-mechanical equipment for Irrigation and Hydropower projects.

- Most of recent engineering construction contracts for HE projects completed within or even AHEAD of schedule.

- Various other Construction Projects including Multiplex Cinema Project commissioned in record period of 9 months.

- Employing more than 100 managerial & technical personnel and 350 skilled manpower.

- Bagged prestigious contracts from organizations like World Bank, NTPC, Ministry of External Affairs, NHPC, NEEPCO and others.

- Profit making company since its incorporation.

OMIL: ENGINEERING CONSTRUCTION

- **Among World leaders in hydro-Mechanical engineering:** 45 years of proven track record in the business

- **Primary focus is on Engineering construction for dams.**

- Builders of some of the world's largest dam gates: Executed over 60 hydro-Mechanical turnkey projects in power and irrigation.

- Key competitive technical and R & D edge: Equipped with key and critical plants, tools, equipments and manpower required to execute turnkey contracts for small, medium and large hydro electric power projects

- **Largest company in the execution of turnkey contracts for hydro mechanical equipments in India and amongst the largest in the world.**

- **One of few eligible contenders for Large scale Dam projects.**

- Turnkey EPC contract for Hydro-electric power and irrigation projects.

Growth opportunities exist in both business verticals

OMIL: ENGINEERING CONSTRUCTION

- A dedicated team, many of whom have been associated with the company since its inception.

- Completed hydropower and irrigation projects of varied scale, size and complexity: from 126 MW to a 1000 MW project, from those executed across the country's fastest flowing rivers to those undertaken at the highest mountain peaks, a clear testimony of its engineering capabilities and versatility.

- Distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project such as vertical gates, radial gates, draft tube gates, intake gates, spillway and stoplog gates; hydraulic and electrical servo motor hoists; EOT and gantry cranes; and trash racks and trash rack cleaning machines.

- Specialist in turnkey Projects.

ENGINEERING CONSTRUCTION

- Hydro-mechanical work is a highly technical and specialized business- Om Metals has the top end technical qualifications and capability.

- Comparatively Low cost and low overheads.

- Entry barriers are high by virtue of pre-qualification requirements.

A nearly negligible leveraged company.

TURNKEY SOLUTION VALUE CHAIN- HYDRO MECHANICAL

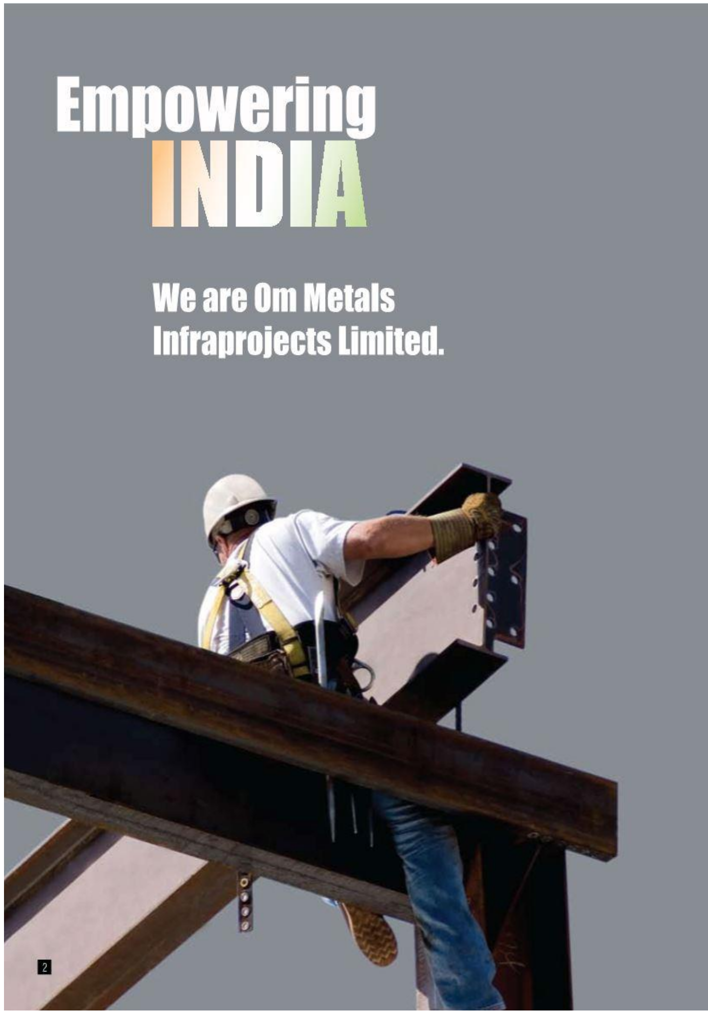
Design and detailed engineering → Mobilisation of the required machinery and manpower → Procuring raw material and sourcing inputs → Fabrication inspection by the project authorities

→ Fabrication as per approved drawings → Manufacturing hydro-mechanical equipment → Transporting the finished inputs to the site → Erection and installation

→ Commissioning → Guarantee maintenance

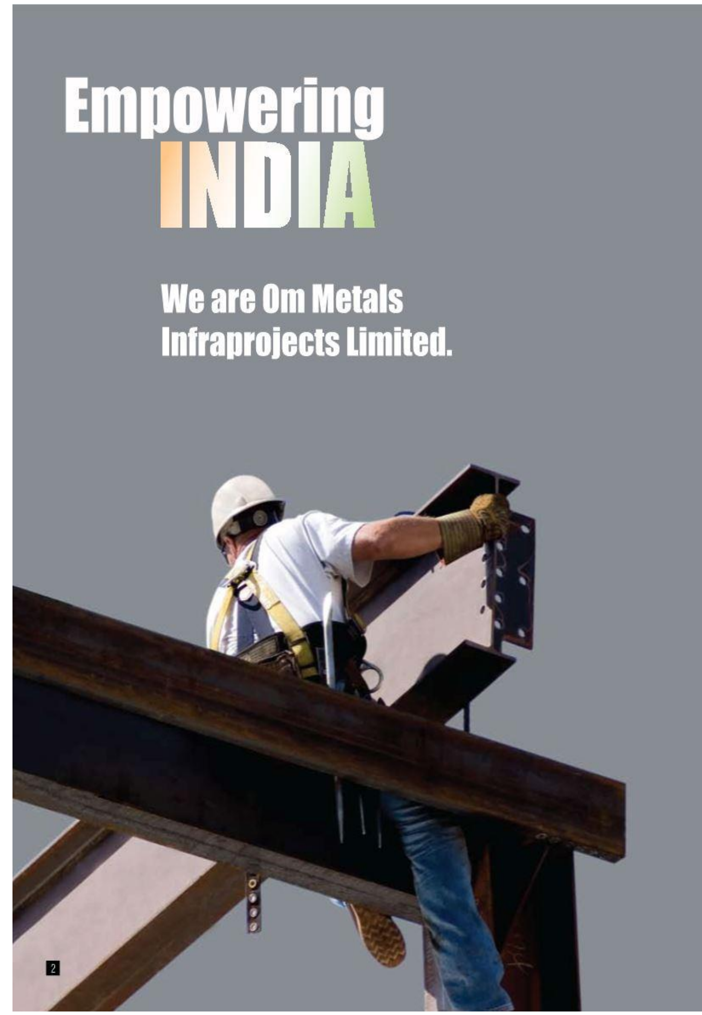
PROJECTS COMPLETED – ENGINEERING CONSTRUCTION

Sl. No.	Name of Project	Project Cost	Completion Year
International Projects:			
1	Binh Dein HEP, Vietnam	7 Cr.	2008
2	Kurichu HEP, Bhutan	23 Cr.	2001
Domestic Projects:			
1	Gosikhurd Dam Project, Maharashtra	177Cr.	2009
2	Chamera - III HEP, Himachal Pradesh	74 Cr.	2012
3	Uri – II HEP, J & K	58 Cr.	2013
4	Karbi Langpi HEP, Assam	31 Cr.	2007
5	Upper Krishna Project, Karnataka	27 Cr.	2000
6	Largi HEP, HP	25 Cr.	2006
7	Ranga Nadi HEP, AP	22 Cr.	2002
8	Sewa HEP, J & K	19 Cr.	2009



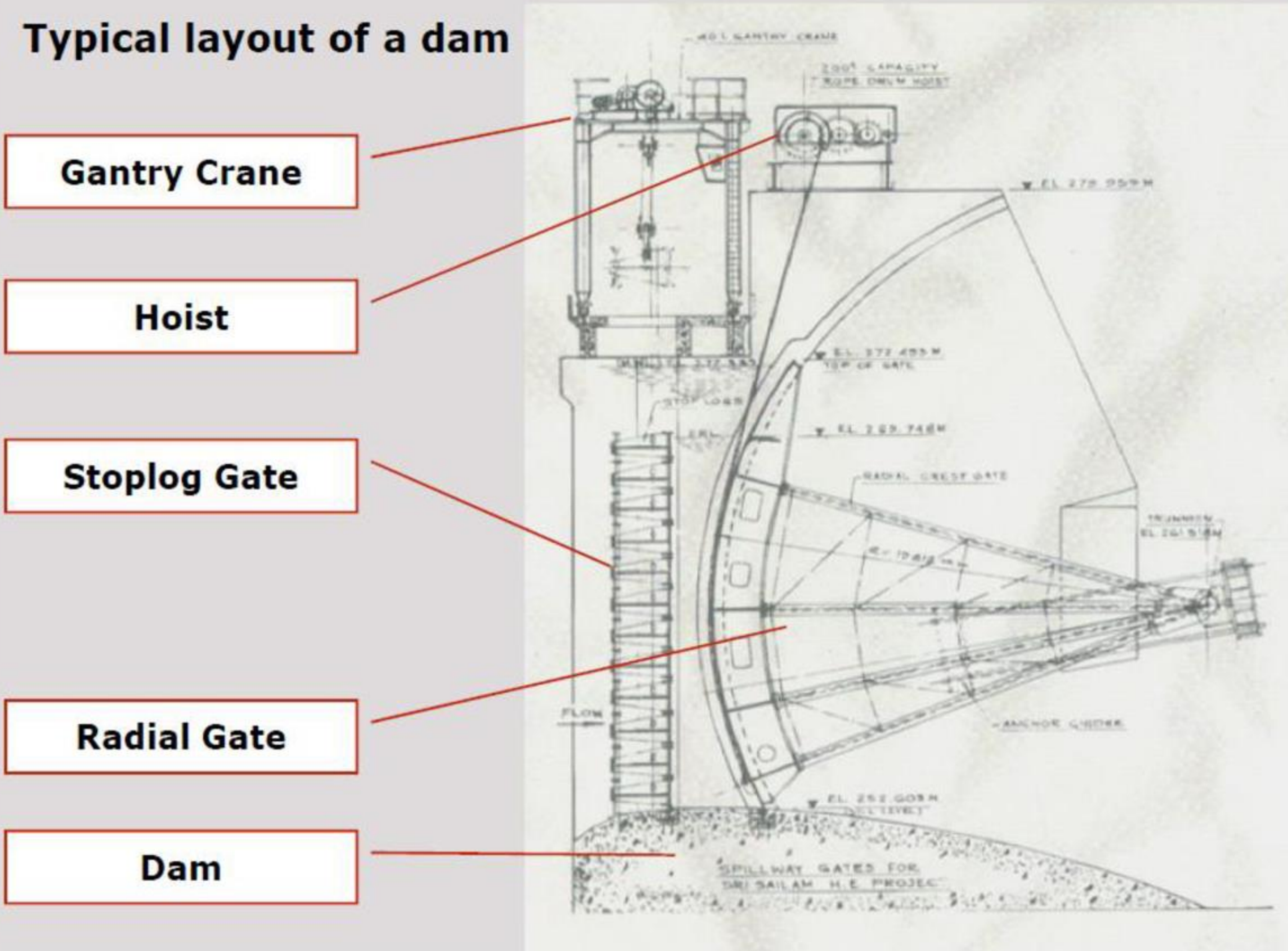
ONGOING AND COMPLETED PROJECTS

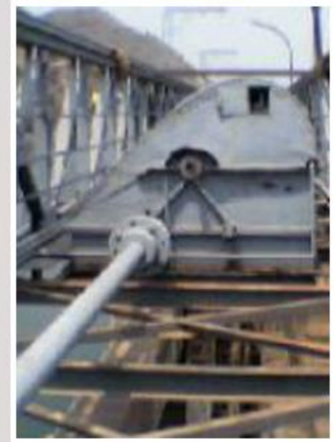
Sl. No.	Name of Project	Project Cost	Status / completion year
International Project:			
1	Nyaborongo HEP, Rwanda, Africa	20 Cr.	2014
2	Sikta Irrigation Project, Nepal	55 Cr.	50% Completed
Domestic Projects:			
1	Kameng HEP, Arunachal Pradesh	236 Cr.	2016
2	Sripada Sagar Dam Project, Andhra Pradesh	191 Cr.	Completed
3	TLDP – IV HEP, WB	98 Cr.	90% completed
4	Parbati HEP, HP	97 Cr.	Completed
5	Tapovan Vishnugad HEP, Uttrakhand	72 Cr.	90% completed
6	Koldam HEP, HP	48 Cr.	95% completed
7.	Sardar Sarovar, Gujarat	230 Cr.	2017
8.	Rampur	200 Cr.	2017



ENGINEERING CAPABILTIES

Typical layout of a dam





ENGINEERING CAPABILTIES

- Offers turnkey solutions from designing to commissioning of Hydro-mechanical equipments
- Experienced team of 30+ design engineers with significant exposure in the hydro power sector
- Engineering competence to undertake fabrication jobs for diverse industries

Recently executed designing to commissioning of one of the World's largest vertical lift gates at Koldam Hydro Electric project in Himachal Pradesh

Mobilised machinery and manpower on a treacherous, mountainous and difficult terrain for execution of the Uri Hydro Electric Project at Baramula, Srinagar (~8-9kms from Indo-Pak border)

1. Design and Detailed Engineering
2. Procuring Raw Material & Bought-out Equipments
3. Transporting the Raw Material to the Project Sites / Manufacturing Facilities
4. Mobilization of Plant & Machinery
5. Manufacturing as per the Approved Design
6. Inspection by the Project Authorities
7. Erection & Installation
8. Testing & Commissioning
9. Servicing during Contractual & Defect Liability Period

PROJECT EXPERIENCE

Chamera III Hydro Electric Project	Uri II Hydro Electric Project	Prakasam Barrage – Vijaywada
• First of its kind radial gates in terms of size - **one of the largest radial gates in the world**	• Designed and installed hydro-mechanical equipment with total tonnage of 30,000 T • Executed the **longest penstock pipe** in India (386 m)	• **Replacement of 70 old rusted Vertical gates** for Prakasam Barrage • Project had to be executed with **heavy traffic** on barrage
• Project was **executed before time** and received client appreciation	• **Awarded a lump sum** incentive by NHPC for early completion	• Project **completed 3 months ahead of schedule**
• **Complicated design** without any precedence, executed under bad weather conditions	• **Sensitive location** close to the Indo-Pak border, militant entry possibilities	• **Tight Schedule** and no provision of stop log gates made replacement more difficult

PROJECT EXPERIENCE

Koldam Hydro Electric Project

- Designed and installed one of the **World's largest Vertical Gates and Radial Gates** for a 800 MW hydro power plant in Himachal Pradesh
- Installation and commissioning of vertical gates **completed in a record time of 2 months**
- **First of its kind project** in scale, size and capacity with **no precedence** in India

Kurichu Hydro Electric Project

- Designed and installed **5 submerged Radial Gates** (10 M x 14 M) for a 60 MW hydro power plant in Bhutan
- **Awarded 25% bonus** for before time project delivery
- **Managed 350 foreign workers** and executed project on a **difficult and remote terrain**

Upper Krishna Project – Almatti Dam

- Design and installation of **14 Radial Gates** for a dual purpose project (hydro power & irrigation) in Karnataka
- Installation and commissioning of radial gates **completed in a record time of** 6 months
- Executed under challenging conditions **- Dual nature project in a remote location**

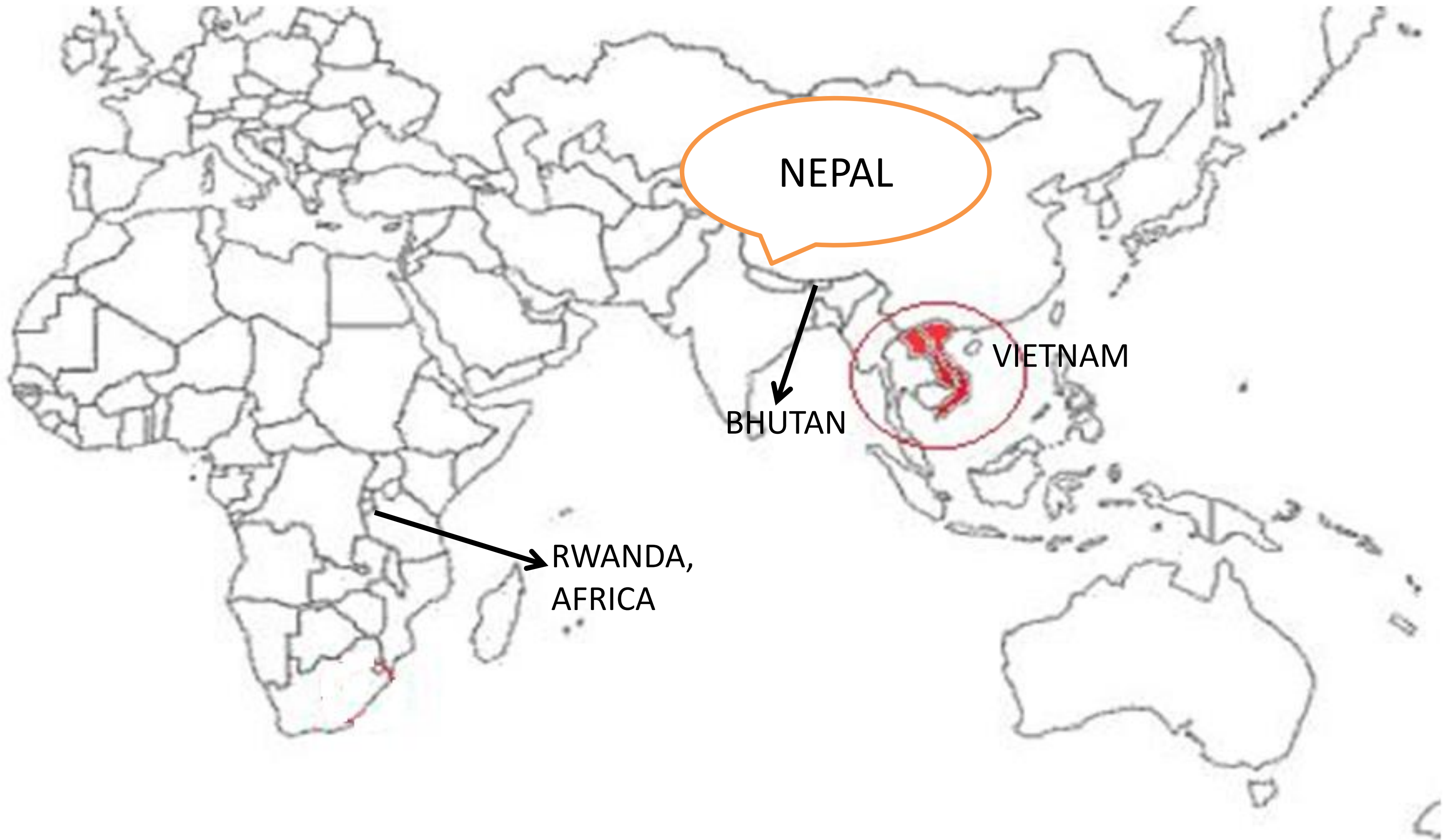
Manufacturing Strength

Kota	Jaipur
Area: 20,728 sq m	**Area**: 3,600 sq m
Covered Sheds: 5,794 sq m	**Covered Sheds**: 1,600 sq m
Machine Shop: 1 Machine shop with an area of 506 sq m **Fabrication**: 8 fabrication shops with an area of ~5,567 sq m	**Machine Shop**: 1 Machine shop with an area of 300 sq m **Fabrication**: 1 fabrication shop with an area of 1,000 sq m
Handling Capacity: up to 60 MT	**Handling capacity**: up to 45 MT
Location Advantage: On 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 problems for the industrial sector	**Location Advantage**: Easy accessibility to Raw Material depots at major cities Large uncovered area with potential to further expand the facility

In addition to the above facilities, a lot of fabrication work is undertaken at the sites

The Company has unutilized land available at Bhopal(20 acres) and Faridabad (4 acres) to undertake additional fabrication work as and when required

INTERNATIONAL PROJECTS



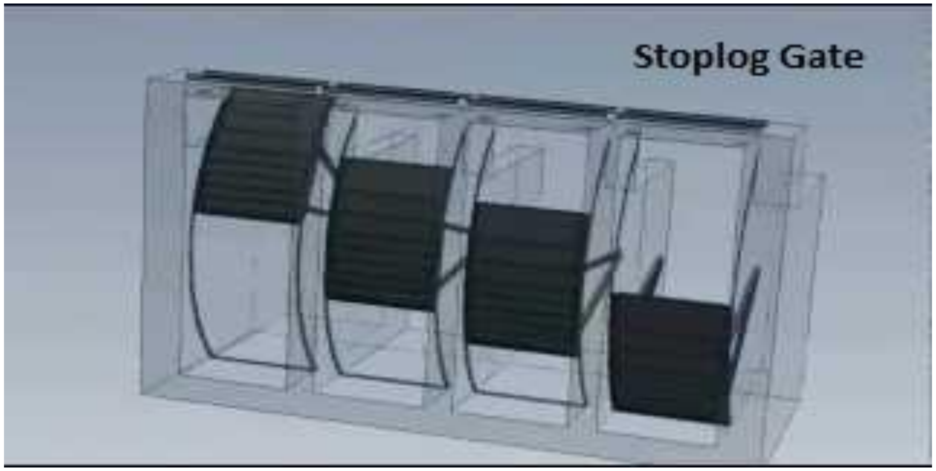
CLIENT BASE

- **Major Clients**

- **Central and State government PSU's , Electricity Boards , irrigation boards , PWD, Water Resource Department and power companies .**

- **Vertical lift gate**

- Stop Log gate



PRODUCT PORTFOLIO

- Hoists

- Trash Rack & TRCM

- Penstocks & Steel liners
- Radial Gates
- Control Equipment, Automization & SCADA.

OMIL - REAL ESTATE OVERVIEW

- Strategic investments in the realty sector

- **Strategic Location Properties**

- Residential

- Commercial
  - Hotel cum revolving restaurant
  - Multiplex
  - IT park

- EPC Contracts

OMIL - REAL ESTATE OVERVIEW

Potential realizable value of Land Bank / developable /under development area in company / subsidiary / step subsidiary

Land Details	Area (OMIL's share)	Square Feet (OMIL's share)	Anticipated Rate (in Rs Per Sq ft)	Realizable value appx in Rs
Residential project "Meadows" Kota	10,000 Sqm	5,00,000	3,000	150 Cr
Bandra Reclamation - Mhada Mumbai		1,75,000	30,000	525Cr
Industrial Land Faridabad	8000 Sqm			30 Cr
Industrial Land Jaipur	28,000 Sqm			42 Cr
Institutional Land Kota	40,000 Sqm			40 Cr
Residential Project Palacia Jaipur	20000 sq mt	630000	10000-11000	700 cr
Residential Project Hyderabad :Ashvita'		80000		36 cr
Industrial Land VKIA Jaipur	3000 sq mt			20 cr
Total				1543 cr

REAL ESTATE ONGOING PROJECTS

OMIL: currently four realty projects in Mumbai, Jaipur, Hyderabad and Kota.

➢ Mumbai project:

- **A redevelopment project of MHADA in partnership under Om Metals Consortium (OMC) where OMIL holds 17.5 % stake.** Other developmental partners in the consortium are DB Realty Group , SPML Infra, Morya Housing, and Mahima developers. This multi-storied residential project is spread across 6 acres and entitled to FSI up to 4 which translate into appx ~1.2 mn sqft(subjected to all Govt clearances). OMC has done a JV with DB realty for this project where DB realty would be incurring 100% cost for the development and transfer 50% of salable area (i.e. 0.5 mn sqft after transferring 0.2 mn sqft in SRA scheme) to OMC. As per expected Realization (Rs 30000/sqft), **OMIL for its 17.5% stake is expected to have a net cash flow of Rs 5 bn over next 4-5 years from this project.**

➢ Jaipur Project :PALLACIA

- This project is located at prime location in Jaipur and has a sellable built-up area of 6.3 lakh sqft with expected realization of `10000-15000/sqft. **OMIL has invested 1.6 bn for land and development cost is expected to be Rs 2-2.5 bn. The company expects to generate rs 7.0bn of Revenue from this project over next 2-3 years**, which translates into pretax profits of Rs 2-2.5 bn.
- During FY15, OMIL, Consolidated to book Rs 0.8 bn revenue from this project.

REAL ESTATE ONGOING PROJECTS

- **Hyderabad project**: **OMDPL (A SPV of OMIL where OMIL has 20 % stake) entered into a JV with Mahindra Lifespace for a residential project in Hyderabad**, Mahindra owns 80% of the built-up area rights in the 10-acre premium residential project called 'Ashvita', and OMDPL holds the rights to the remaining area. **The 20% share of built-up area under OMIL is 80000 sqft and expected realization is `4500/sqft.(0.36 Bn INR)**

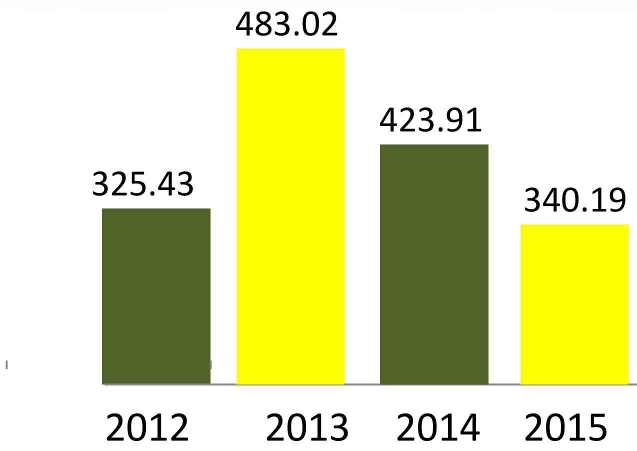
- **Road BOT project**: **OMIL has a 49% stake in BOT road project (Jaipur to Bhilwara via Malpura, Kekri & Shahpura). The cost of the project is `4 bn with 2.6 bn debt and `0.85bn VGF grant from Govt**. OMIL's Equity investment in the project is 0.7 bn and concession period is 22 years. The annual toll collection of this project is ~300 mn and is expected to reach to ~400 mn in upcoming years.

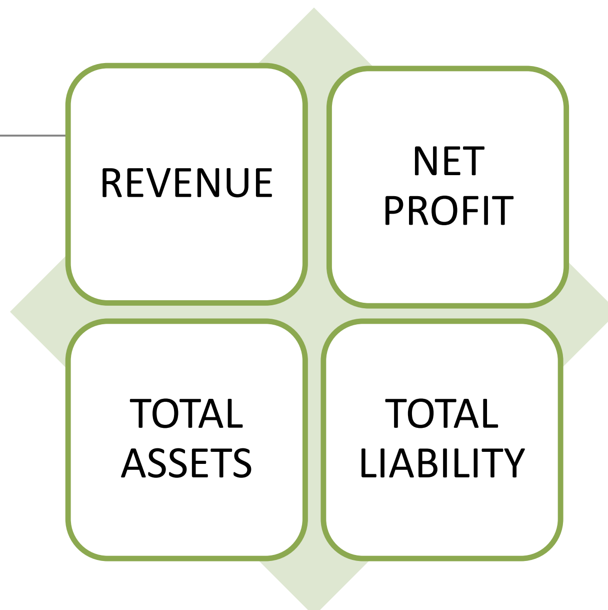
OMIL – Un-executed Order Book

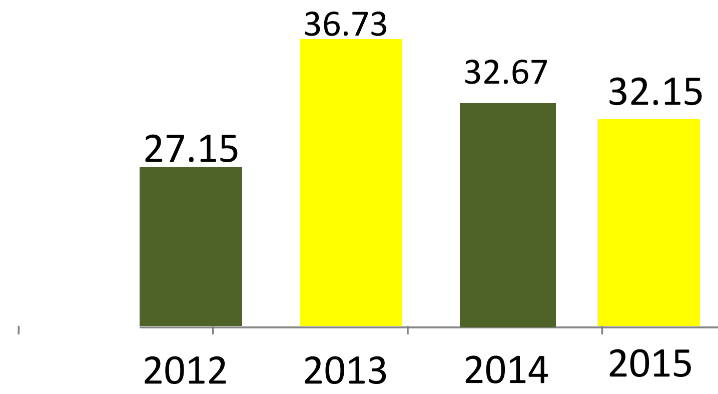
Rampul – UP	**193 cr**
Kutchch Project from SSNL – Gujarat	**230 cr**
Kameng from NEEPCO – Arunachal	**36 cr**
Pench HEP – (MP)	**36 cr**
Kopili from NEEPCO – Arunachal	**30 cr**
Sikta – Nepal	**30 cr**
Tapoven Vishnu (NTPC) – Uttarakhand	**20 cr**
Bhilwara Jaipur road – Jaipur	**15 cr**
Kalisindh Rajasthan –	**25 cr**
Pallacia Residential – Jaipur	**160cr**
Total –	**775 cr**

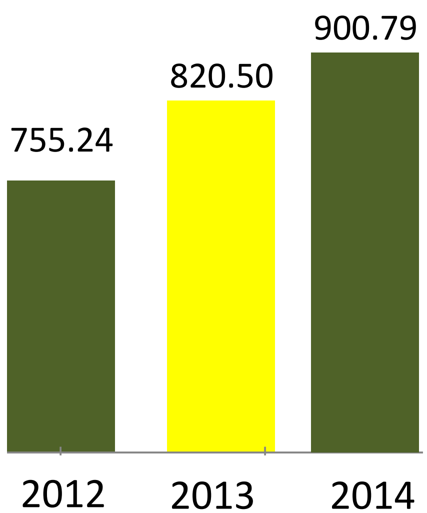
FINANCIAL PERFORMANCE - CONSOLIDATED

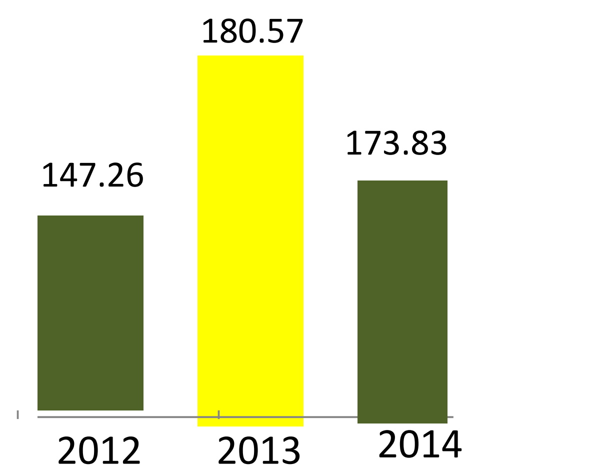
In Cr.



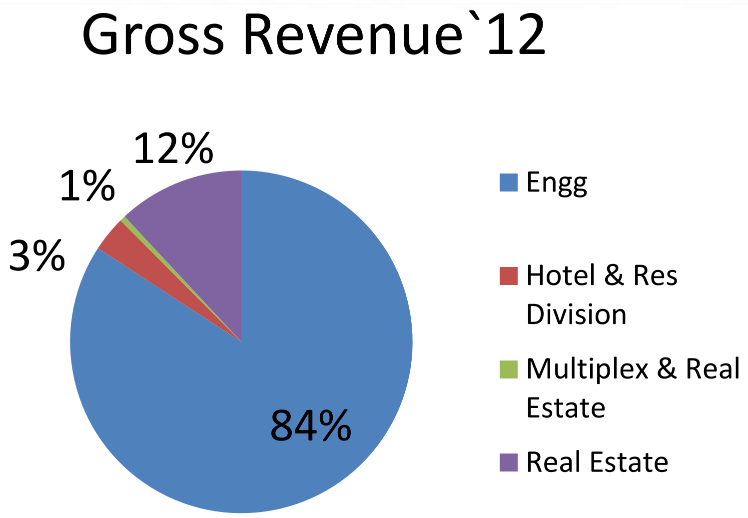


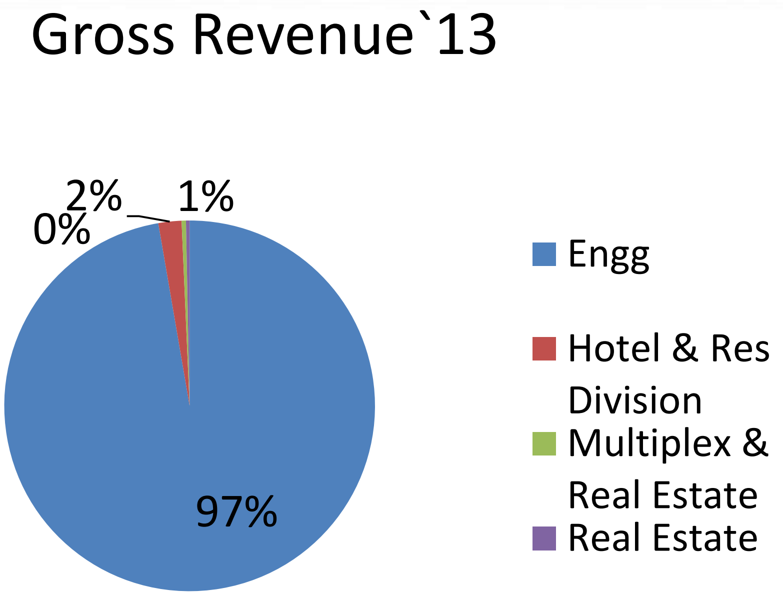


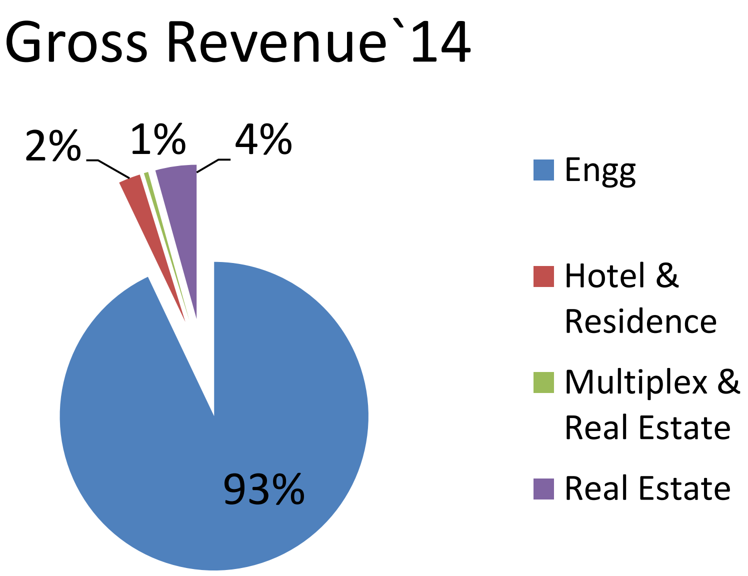


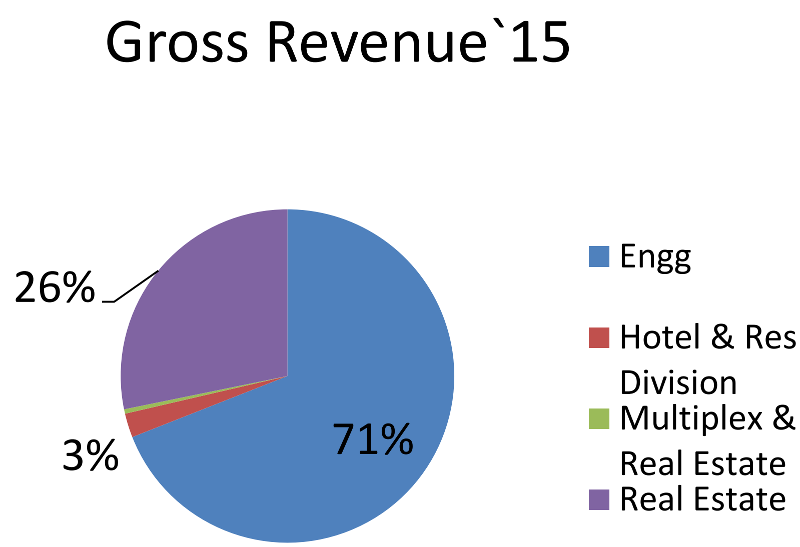


SEGMENT-WISE REVENUE

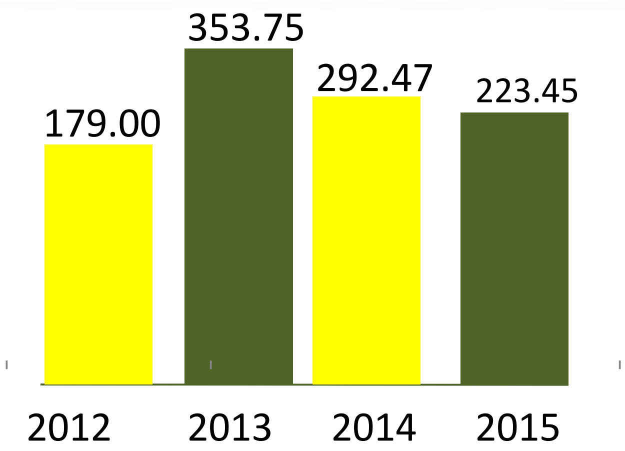


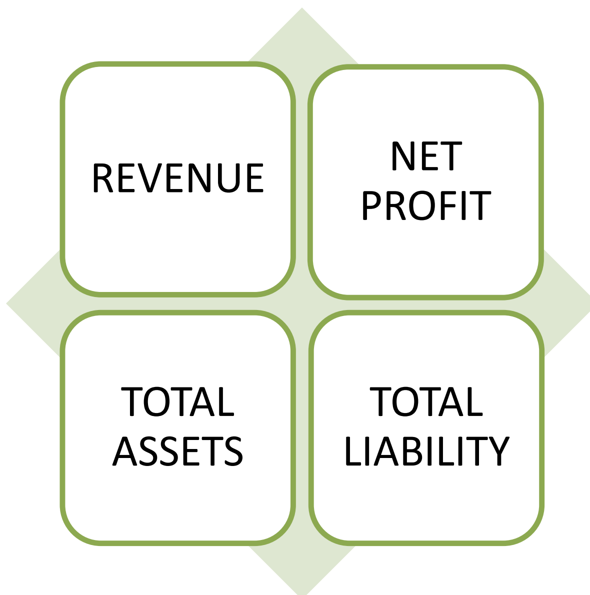


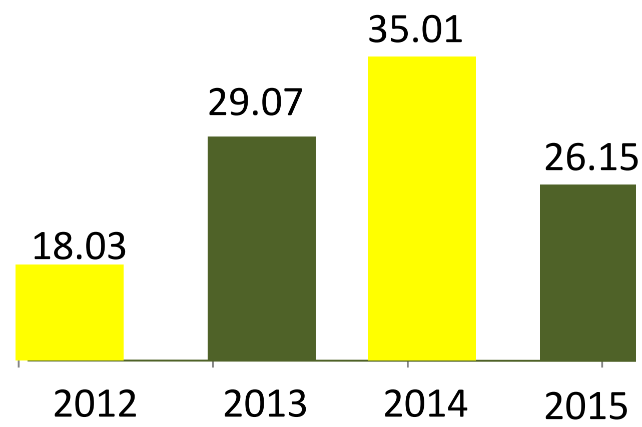


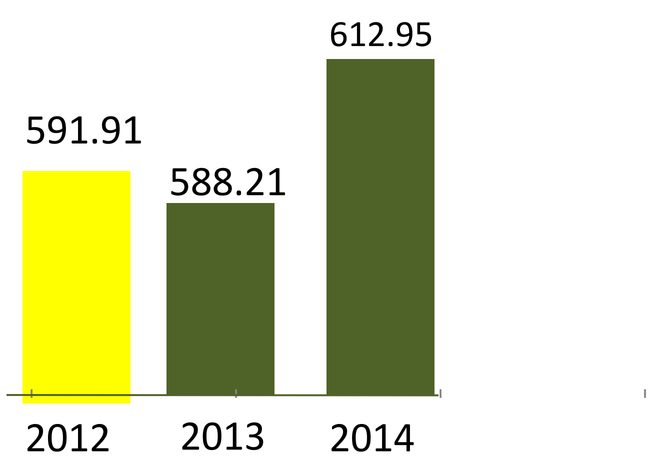


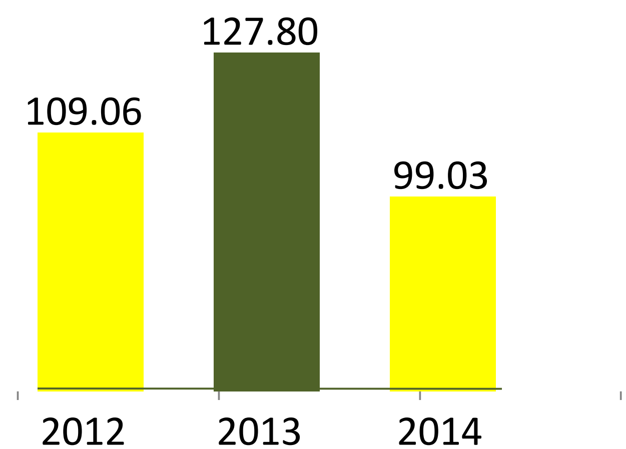
FINANCIAL PERFORMANCE – ENGINEERING SEGMENT











INDUSTRY OVERVIEW

- **BJP government's `Make in India' campaign has got the attention of several in infrastructure and engineering multi nationals including GE and Thys senKrupp, which are considering investing in the country.**

- **Current spending on engineering services is projected to increase to US$ 1.1 trillion by 2020.**

- **Investment is expected to reach 10 per cent of GDP by 2016-17. Going forward in the XII Plan period (2012- 17), the Government is expecting about half of the total investment requirement of US$ 970 billion in the infrastructure**

- **India is blessed with immense amount of hydro-electric potential and ranks 5th in terms of exploitable hydro-potential on global scenario. As per assessment made by CEA, India is endowed with economically exploitable hydro-power potential to the tune of 1 48 700 MW of installed capacity**

GLOBAL INFRASTRUCTURE OUTLOOK

- **Accelerating urbanisation** – especially in India and China – is set to boost emerging Asia's share of global spending on infrastructure and capital projects over the next decade, slashing the developed world's market share by 2025.

WAY FORWARD: 0PPORUNITY IN HYDRO POWER

Significant investment of INR 2,600 billion expected under the 12th Plan (2012-17) in the hydro power sector, an increase of 138% from the actual investment in 11th plan period

Complete Scope of Services in a Hydro Power Project

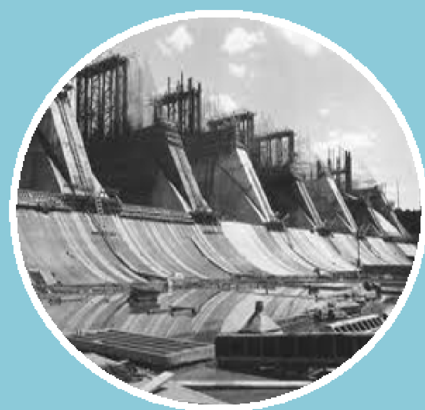
Segments of a Hydro Power Plant	Civil Construction	Hydro-Mechanical	Electro-Mechanical
			
Proportional Cost (as a %age of total cost of construction of Hydro Plant)	70%	6%	24%
Investment Envisaged under 12th plan* (in INR billion)	1,820	130	650

*Arrived at based on proportionate cost percentage

WAY FORWARD: 0PPORUNITY IN IRRIGATION

Expected investments in construction of dams is INR 550 – 750 billion for Minor, Major and Medium Irrigation projects envisaged under the 12th Plan (2012-17)

Complete Scope of Services in a Irrigation Project



Segments of a Irrigation Project	Civil Construction	Hydro-Mechanical
Proportional Cost (as a %age of total cost of Irrigation Project)	70%	30%
Investment Envisaged under 12th plan* (in INR billion)	385	165

**Arrived at based on proportionate cost percentage*

FUTURE OUTLOOK

- Plans to enter new verticals.
  - Agriculture / Food processing/ FMCG- Looking into major food parks
  - Ware housing and logisics
  - Oil and gas
  - Packaging and Manufacturing
  - EPC for Smart city and airports

- Plans to enter Africa for Roads, Hydro, EPC, Construction.

- Enlarge global footprint through acquisitions and strategic Joint Ventures in the core business

- Establish presence in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works

- Key & strategic real estate projects on very promising locations

- India has the second largest potential in the world both in Hydro-electric power and irrigation. The government of India plans of River linking project which signals to huge scope for Om metals kind of work.

CSR ACTIVITIES

- **Provides Job opportunities to speech and hearing impaired Graduates in the Toyota showroom and Jaipur hotel.**

- **Creating Orchards in desert areas with man-made irrigation resources.**

- **Running MBA institute “Om Kothari institute of management” in Kota to provide education to underprivileged students.**

- **Empowering women and giving them key roles in the organization.**

- **Rewarding un-noticed learned prophets and laureates regularly**.

Providing employable skill to youth under program of ministry of minority affairs

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