



OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS
RvA CO71

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AN ISO 9001 : 2000 Certified Co.

Date: August 1, 2019

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
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Dear Sir/Ma'am,

Sub: Presentation to Investors

Please find enclosed herewith the presentation to Investors for the Financial Year ended 31st March, 2019.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For Om Metals Infraprojects Limited



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OM METALS
INFRAPROJECTS LTD

Investor Update – July 2019

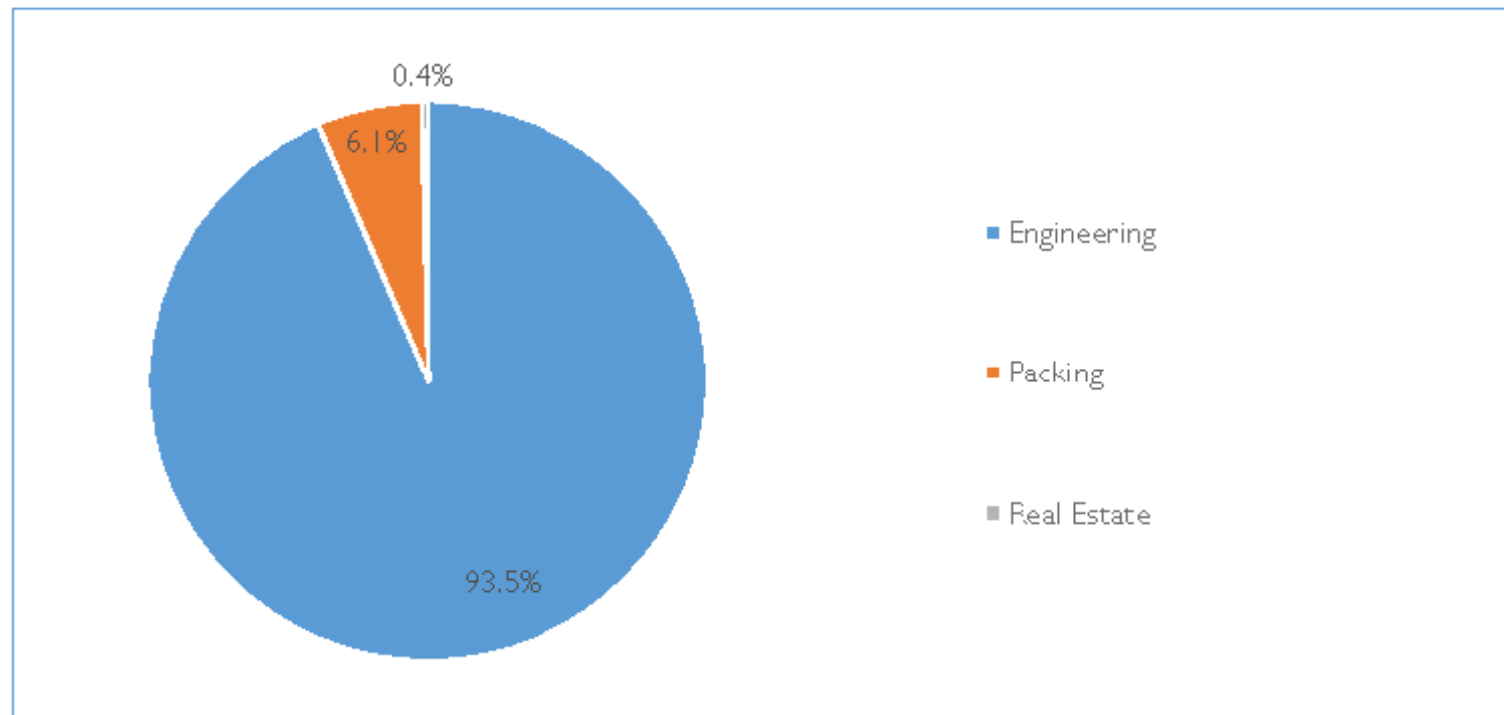
Om Metals Infraprojects - Company Overview

- ☐ Established in 1971, this leading conglomerate is present into Construction of EPC projects in Hydro Mechanical projects, Irrigation projects, Canal & Dams projects and Construction of Real Estate projects
- ☐ The EPC contracts work include civil construction, designing, engineering, procurement, fabrication, manufacturing, supply, installation, commissioning and operations & maintenance
- ☐ Company has successfully executed one road project and more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country
- ☐ Currently working on 14 construction projects with total contract value of Rs 2018 crore
- ☐ These projects are across 9 Indian states (Gujarat, Uttar Pradesh, Madhya Pradesh, Uttarakhand, Himachal Pradesh, Jharkhand, Tamil Nadu, Arunachal Pradesh and Rajasthan) and three international locations (Africa and Nepal)
- ☐ Four Real Estate projects are under progress across Jaipur, Kota, Mumbai and Hyderabad with the total saleable area over 14 lakh sq ft
- ☐ Unexecuted orderbook stands at Rs 1247.3 crores as on 31st Mar 2019

Profit & Loss Statement (FY19 – Consolidated)

Rs Crore	FY19	FY18	YoY
Net Sales	212.85	305.95	-30.4%
Expenses	173.47	238.27	-27.2%
EBITDA	39.38	67.68	-41.8%
EBITDA Margin	18.5%	22.1%	-362 bps
Other Income	16.82	10.50	60.1%
Depreciation	10.08	12.01	-16.1%
EBIT	46.12	66.18	-30.3%
Interest expenses	19.67	18.93	3.9%
PBT after exceptional item	26.46	47.25	-44.0%
Tax	10.68	17.05	-37.4%
Profit after Tax	15.78	30.20	-47.8%
Profit/loss from discontinued operations	-0.63	13.40	
Share of Profit/Loss of associates & JVs	0.69	-4.52	
Net Profit	15.84	39.08	-59.5%

Segmental Revenue Break-up (FY19 - Consolidated)



Please Note: Revenue from Engineering segment include revenue from International Irrigation projects (Rwanda & Ghana) and revenue from Ujjain Smart City also.

International irrigation projects have started contributing to revenues from Q2FY19.

Detail of Ongoing Contracts – Unexecuted Order-Book at Rs 1247.3 Crore

Sr. No.	Name of Contract	Client	Location	Project Type	Contract Value (Rs Cr)	Value of Balance work (Rs Cr)
1	Kutchh Canal Power - SSNN	Govt. of Gujarat	Gujarat	Hydro Power	230.0	65.0
2	Kosni Canal System, Rampur	Govt of Uttar Pradesh	Uttar Pradesh	Dam	193.8	36.4
3	Ujjain Smart city (50% Share)	Govt of Madhya Pradesh	Madhya Pradesh	EPC	124.0	24.7
4	Vyasi Hydro Electric Power	Uttaranchal Jal Vidyut Nigam	Uttarakhand	Hydro Mechanical	105.9	36.8
5	Tapovan Hydroelectric Project	NTPC	Uttarakhand	Hydro Mechanical	72.4	25.1
6	Mpanga Irrigation (50% Share)	Government of India	Rwanda (Africa)	Irrigation	53.7	49.3
7	Kpong Irrigation (50% Share)	World Bank	Ghana (Africa)	Irrigation	103.7	86.2
8	North Koel Reservoir	Government of India	Jharkhand	Dam	38.5	34.2
9	Kundah Project (50% Share)	Govt of Tamil Nadu	Tamil Nadu	Hydro Mechanical	95.0	95.0
10	Arun-3 Hydroelectric Project	SJVN Limited	Nepal	Hydro Mechanical	157.0	157.0
11	BairaSiul Power Station	NHPC	Himachal Pradesh	Hydro Mechanical	19.9	16.4
12	Upper Beda Reservoir	Govt of Madhya Pradesh	Madhya Pradesh	Canal	13.5	2.0
13	Karr eng HEP (60% Share)	NEEPCO	Arunachal Pradesh	Hydro Mechanical	195.4	4.1
14	Isarda Dam Project	Govt of Rajasthan	Rajasthan	Dam	615.2	615.2
	Total				2018.0	1247.3

* as on 31st Mar 2019

Execution of International Projects – Update

- **Rwanda project is in progress at a faster pace and 40% work has already been completed**
- **Ghana work is also at its peak execution and 30% work has already been completed**
- **Company is also exploring its foot print in Laos , Cambodia and other potential areas**

Execution road map for real estate projects and revenue recognition

Project	Location	Partner	Project Type	Number of Units	Project Area Sq Ft. (OMIL Share)
Om Meadows	Kota	-	Housing	340	4,45,972
Palacia	Jaipur	-	Housing	152	6,45,000
Bandra MHADA	Mumbai	DB Realty & Others	Housing	-	2,50,000
Asvita	Hyderabad	Mahindra Lifespaces	Housing	52	88,000

Real Estate Project	Sold in sq.ft.	Unsold in sq.ft.	Total realisable value of revenue (Rs Cr)	Total sold revenue recognised (Rs Cr)	Total unsold revenue to be recognised (Rs Cr)
Om Meadows	185,500	2,60,472	100	25	75
Palacia	225,000	4,20,000	693	190	503
Bandra MHADA*	-	2,50,000	750	0	*750
Asvita	82,000	6,000	40	32	8
Total			1,583	247	1328

- Note: *Bandra Mhada project is subjected to finalization of drawing plan and FSI approval
- The revenue projections are subjected to growth in real estate markets and sale of units (at decided rate and time)

Execution of Real estate projects progressing well

- ❑ Execution of the two key real estate projects; Om meadows (Kota) and Pallacia (Jaipur) are progressing well. The finishing, interior and value addition work in Pallacia residential project is going on
- ❑ In the next three years, considering that the reality market to do considerably well, the company expects about Rs 100 crore revenue from Kota project and about Rs 500 crores from Pallacia



Monetisation of non-core assets

- ❑ One of the Packing division's machinery has been sold to make the packaging business more viable.**
- ❑ The agreement to sale for Jaipur Hotel (Om Tower) was done during Q3FY19 and the entire amount had been received as an advance. Conveyance deed is pending for the transfer of licenses.**
- ❑ The unit sale in Ashvita - Hyderabad is complete. Possession and delivery has been handed over to the users.**

Termination of Road SPV project with Rajasthan Govt

- ☐ **The company's Road SPV project - Bhilwara Jaipur Toll Road (BJTR) has served a notice of termination. Om metals has 49% stake in this SPV and has done the development of the 212 km road project in Jaipur-Bhilwara Stretch on BOT basis. The project is operational since December 2014**
- ☐ **From 1st April 2018, the private vehicles were made toll free by state govt. Due to this, the company has terminated the said agreement**
- ☐ **Subsequent to termination of concession agreement of this project, the proceedings in arbitration is going on. Company has also moved an application under section 17 for early disposal of matter relating to bank debt.**
- ☐ **SPV company, Bhilwara Jaipur Toll Road Pvt. Ltd. is claiming 150% of the equity and the entire debt repayment as termination payment aggregating to Rs 578 crore**

Outlook & Key Drivers

- ❑ Recent budget's announcements on investments in infrastructure segments like Irrigation and Hydro-Power are huge positives
- ❑ Tendering activities are expected to remain good in the coming period
- ❑ Company has been exploring bids for projects in both domestic & international markets and expected to add good amount of fresh orders in FY20
- ❑ Strong revenue visibility with current unexecuted order-book of Rs 1247.3 crore, which is over 5x of FY19 revenues
- ❑ With the execution picks up at international projects, we expect this year should be strong with over 25% revenue growth
- ❑ Focus on improving execution and operational efficiencies would help in further improvement in margins
- ❑ With balance sheet remains healthy, the company is well placed to better execute its projects and further look for opportunities in this space leading to increase in profitability