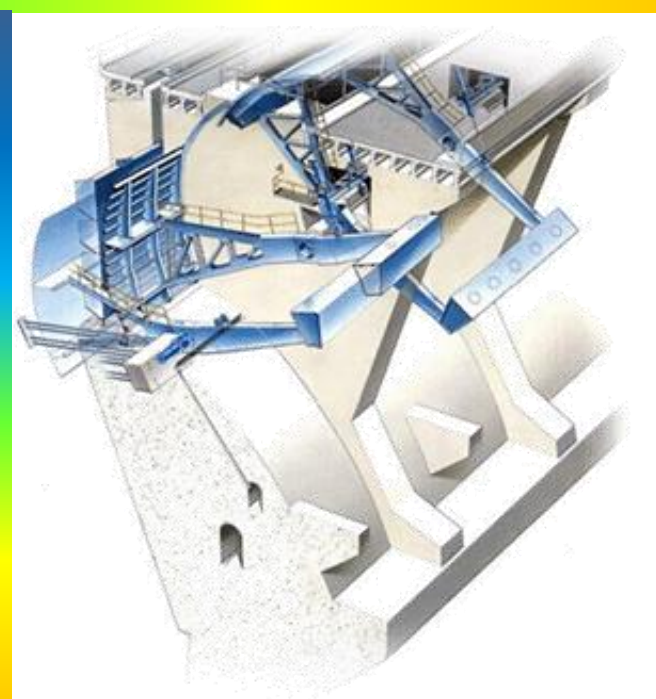




THE **POWER** TO CHANGE

Investor Presentation  
May 2016



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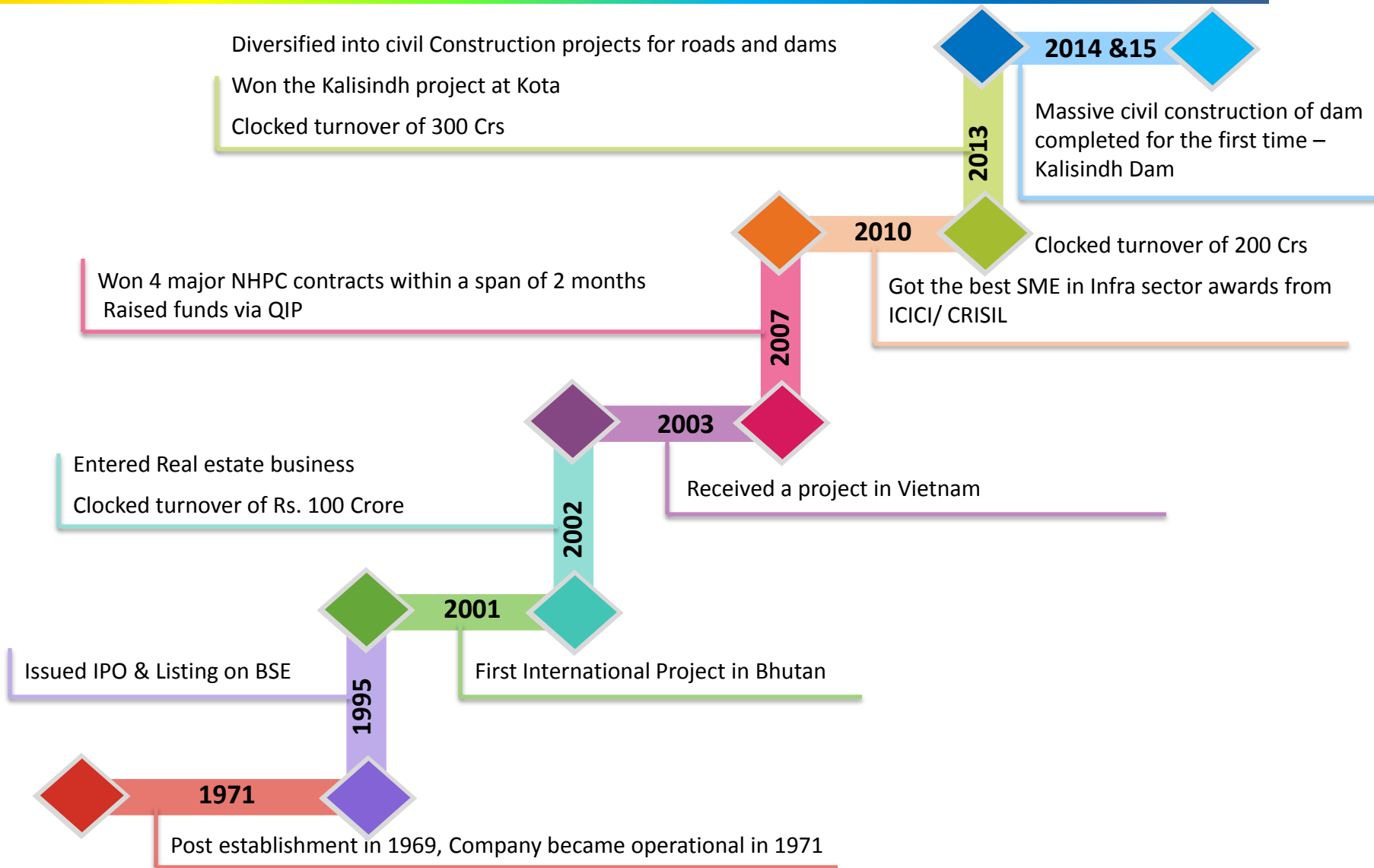
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Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades

- ▶ 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. 936 crores as on 31<sup>st</sup> March 2016
- ▶ Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works

# Evolution



## **Mr. C.P. Kothari** **Executive Chairman**

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** **Managing Director**

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** **Joint 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** **Executive 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

A



03

## Real Estate

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



04

## Packaging (Future Venture)

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



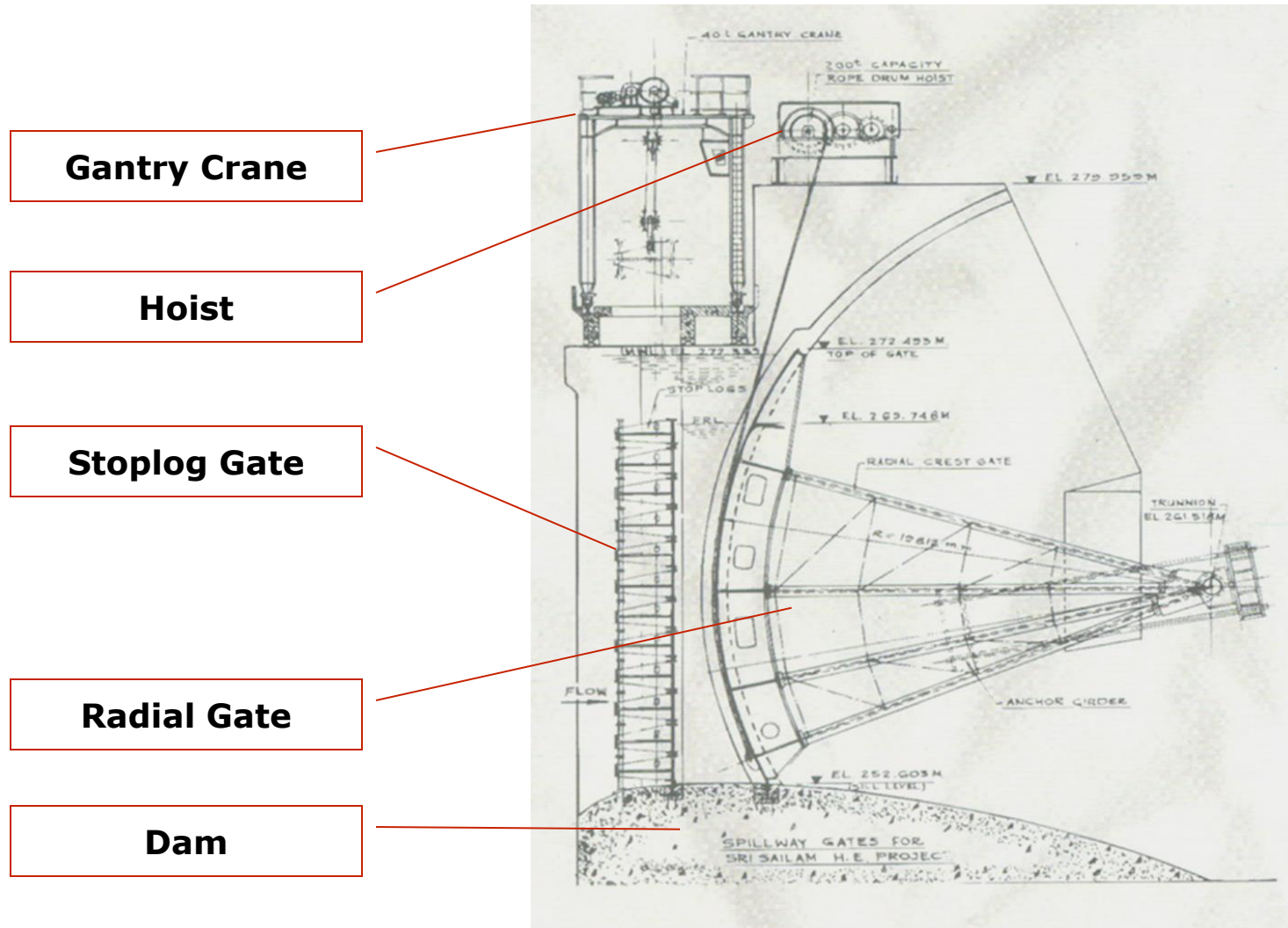
# Hydro Mechanical Equipments: Business Overview



- ▶ 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



# 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	<p>Along the main western line enroute to Mumbai and Delhi</p> <p>Good connectivity to ports and other states</p> <p>Industrial hub of Rajasthan with no power and water related issues</p>	<p>Easy accessibility to Raw Material depots at major cities</p> <p>Large uncovered area with potential to further expand the facility</p>

# 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**



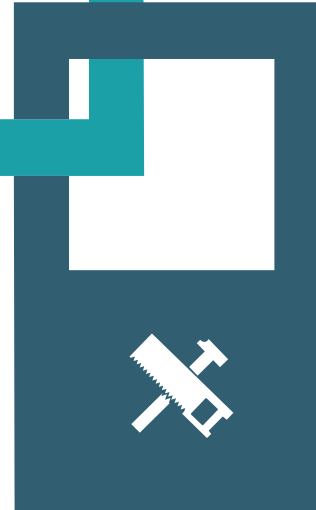
## C – Execution Track Record

**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

## 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)	Status
Meadows	Kota	-	Housing	450	5,00,000	Under Construction
Pallacia	Jaipur	-	Housing	150	6,30,000	Under Construction
Bandra Reclamation – Mhada	Mumbai	DB Realty & Others	Housing	-	2,50,000	Yet to commence construction
Ashvita	Hyderabad	Mahindra Lifespaces	Housing	60	80,000	Under Construction
<b>TOTAL</b>					<b>1,460,000</b>	

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
<b>TOTAL</b>	<b>76,000</b>	



**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: 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

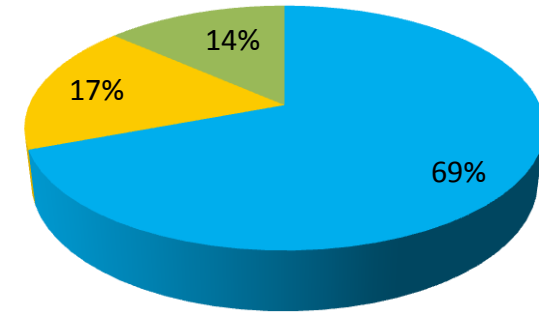
- ▶ Smart City Infrastructure Development Project
  - ✓ In 50:50 JV with SPML Infra Ltd. on Design, Build & Operate basis
    - **Execution Period of 3 years**
    - **O&M period of 5 years**
  - ✓ Part of Delhi Mumbai Industrial Corridor (DMIC)
    - **Total Area of 1096.63 acres**
  - ✓ Development activities will include
    - **Water Supply, treatment along with drainage system**
    - **Solid Waste Management**
    - **Internal & External roads of 4 & 6 lanes**
    - **Power Transmission & Distribution**
    - **Domestic Gas Distribution System**
    - **Street Lighting, CCTV & SCADA Systems and Safety & Security Systems**

# Robust Order book of Rs. 936 crores\*



Top 5 Unexecuted Order Book	State	Amount (Rs. Crores)
Kachh Branch Canal Power House Project From SSNL	Gujarat	205
Rampur Barrage	Uttar Pradesh	193
Ujjain Smart City Project	Madhya Pradesh	166
Pallacia Project	Rajasthan	130
Hydro-Mechanical Works of Vyasi H.E.	Uttarakhand	106
Others	-	136
<b>Total</b>		<b>936</b>

## Order Book Breakup



■ Hydro-Mechanical Project ■ Smart City Project ■ Real Estate

## New Orders Received During Q4 FY16

- ▶ Received a Hydro Mechanical works project worth Rs. 105.91 crores
  - ✓ Project is for hydro mechanical works of Vyasi HE Project in Dehradun district, Uttarakhand
  - ✓ Awarded by Uttarakhand Jal Vidyut Nigam Limited (UJVN Limited)
  - ✓ Project to executed over period of 25 months

\* - as on 31<sup>st</sup> March 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**

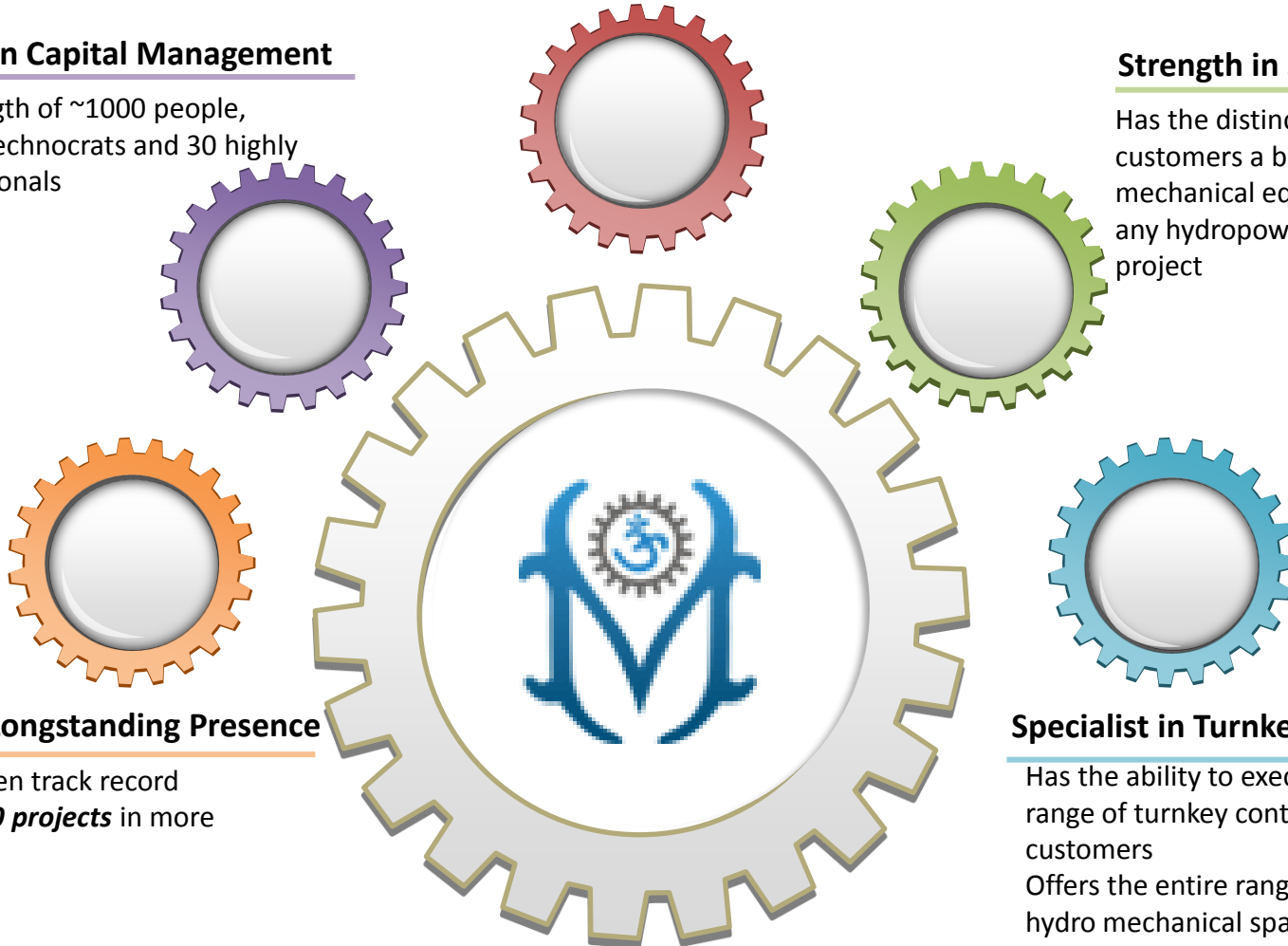
Has the distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project

## **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

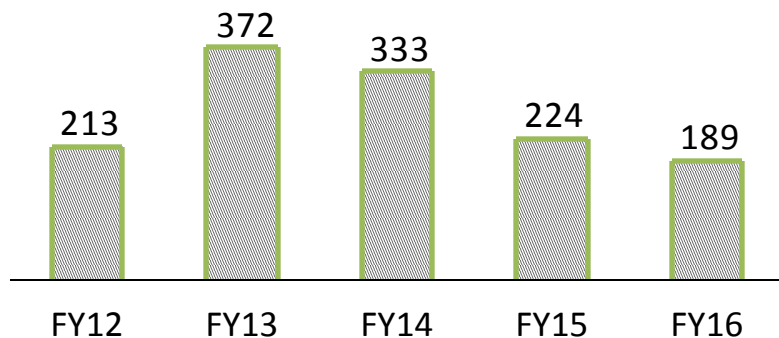


Rs. Crores	Q4 FY16	Q4 FY15	YoY
<b>Total Revenue</b>	<b>70.1</b>	<b>50.1</b>	<b>39.8%</b>
Operating Expenses	28.7	12.6	
Employees Expenses	2.4	5.6	
Other Expenditure	22.2	26.9	
<b>EBITDA</b>	<b>16.8</b>	<b>5.0</b>	<b>232.5%</b>
<b>EBITDA margin</b>	<b>23.9%</b>	<b>10.1%</b>	
Other Income	2.0	5.8	
Depreciation	2.6	3.5	
Interest	4.0	3.7	
<b>PBT</b>	<b>12.2</b>	<b>3.6</b>	<b>236.2%</b>
Tax	5.1	1.6	
<b>Profit After Tax</b>	<b>7.1</b>	<b>2.0</b>	<b>245.7%</b>
<b>PAT margin</b>	<b>10.1%</b>	<b>4.1%</b>	

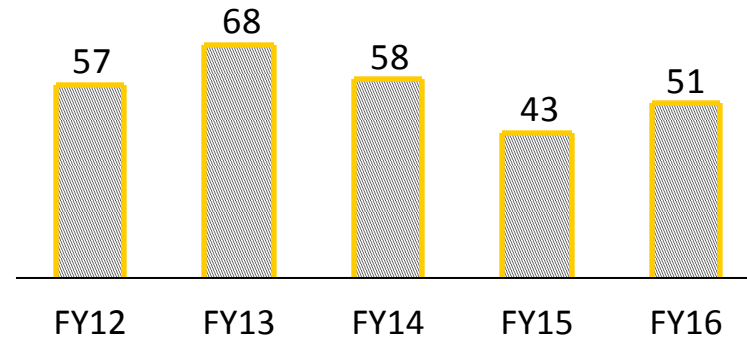
# Standalone Financial Highlights - Annual



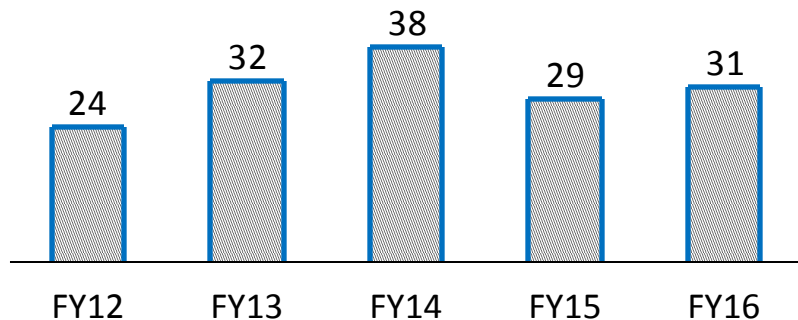
## Revenue (Rs. Crores)



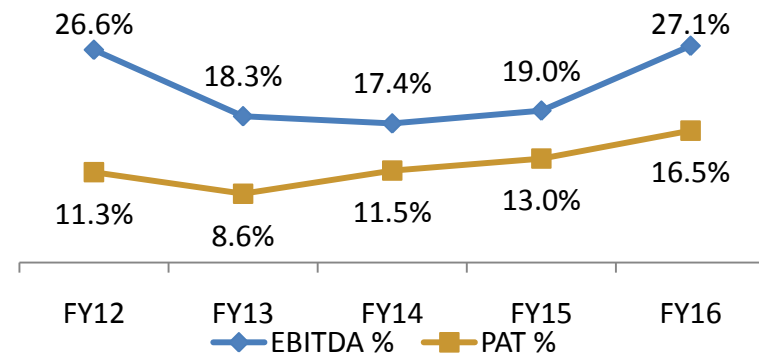
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin





# Standalone Financial Results - Annual



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

# Standalone Balance Sheet



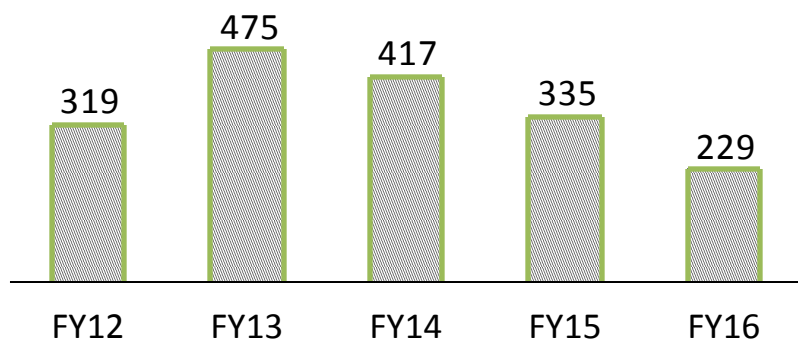
Rs. Crores	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>567.9</b>	<b>539.3</b>
Share capital	9.6	9.6
Reserves & Surplus	558.3	529.7
Minority Interest	0.0	0.0
<b>Non-Current Liabilities</b>	<b>43.6</b>	<b>32.7</b>
Long term borrowings	10.5	14.0
Deffered Tax Liabilities(Net)	3.4	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
<b>Current Liabilities</b>	<b>159.3</b>	<b>125.3</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>770.8</b>	<b>697.3</b>

Rs. Crores	Mar-16	Mar-15
<b>Non-Current Assets</b>	<b>500.4</b>	<b>455.5</b>
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
<b>Current Assets</b>	<b>270.4</b>	<b>241.8</b>
Current Investments	0.0	0.0
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
<b>Total Assets</b>	<b>770.8</b>	<b>697.3</b>

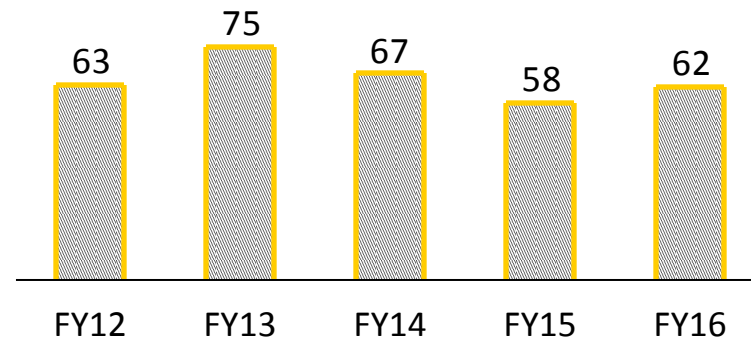
# Consolidated Financial Highlights



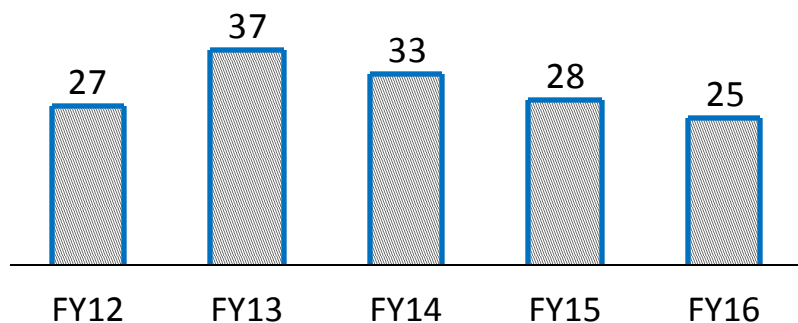
## Revenue (Rs. Crores)



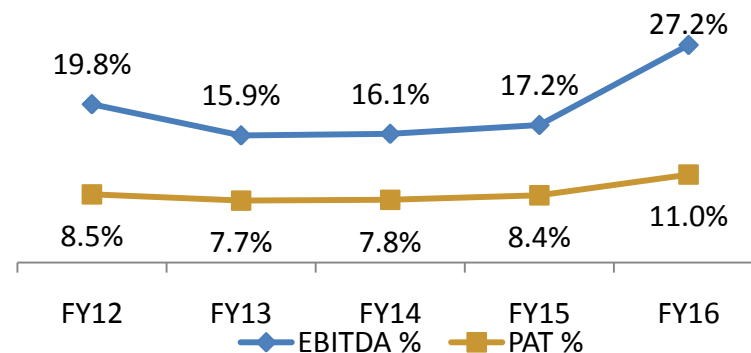
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin



# Consolidated Financial Results



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

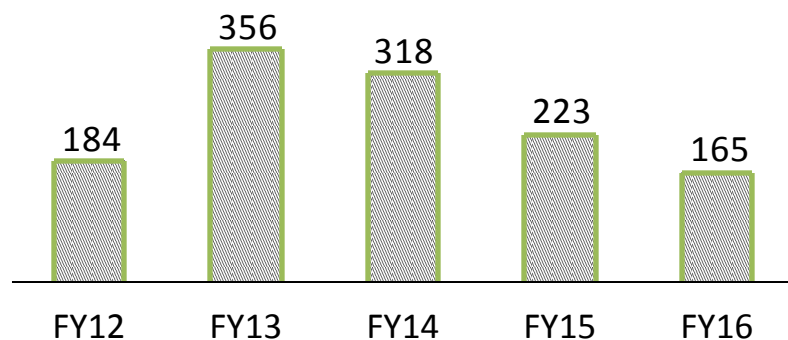
# Consolidated Balance Sheet



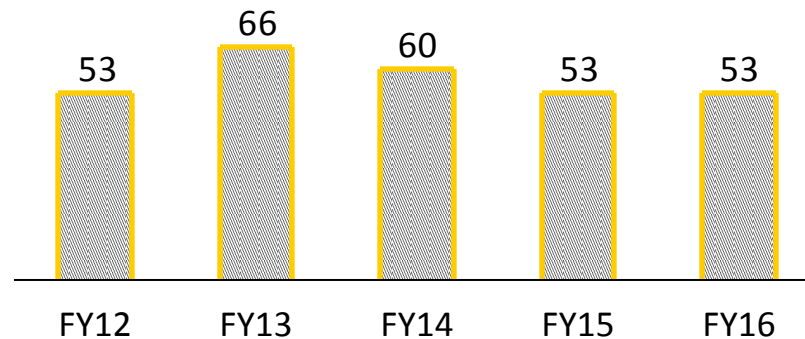
Rs. in Crores	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>564.4</b>	<b>535.5</b>
Share capital	9.6	9.6
Reserves & Surplus	554.8	525.9
Minority Interest	0.0	<b>0.0</b>
<b>Non-Current Liabilities</b>	<b>188.3</b>	<b>177.8</b>
Long term borrowings	155.2	159.1
Deferred Tax Liabilities (Net)	3.5	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
<b>Current Liabilities</b>	<b>192.4</b>	<b>180.3</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>945.1</b>	<b>893.6</b>

Rs. in Crores	Mar-16	Mar-15
<b>Non-Current Assets</b>	<b>469.0</b>	<b>453.9</b>
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
<b>Current Assets</b>	<b>476.1</b>	<b>439.7</b>
Current Investments	0.0	0.0
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
<b>Total Assets</b>	<b>945.1</b>	<b>893.6</b>

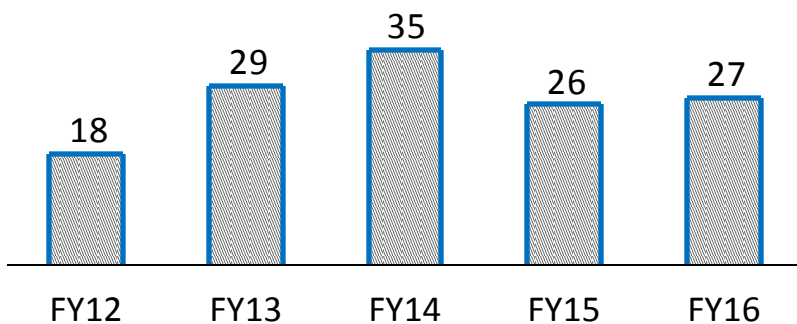
## Revenue (Rs. Crores)



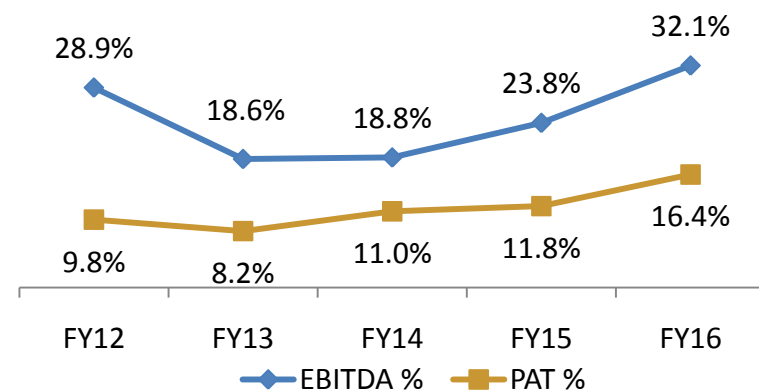
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin





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