



OM METALS INFRAPROJECTS LIMITED

CIN: L27203RJ1971PLC003414

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Date: July 10, 2020

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, 2020.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For Om Metals Infraprojects Limited



Company Secretary



Om Metals Infraprojects - Company Overview

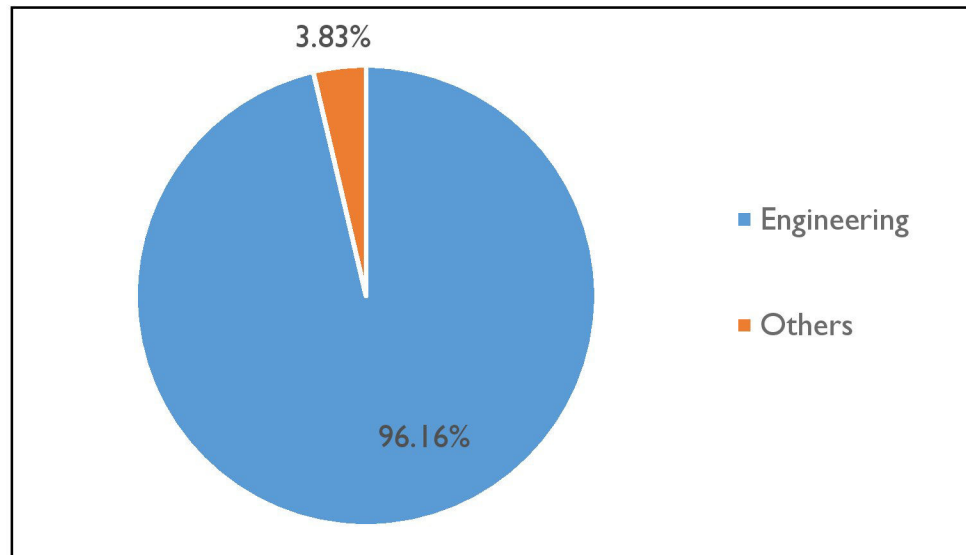
- Established in 1971, this leading conglomerate specialises into execution of EPC projects in Hydro Mechanical projects, Irrigation projects, Canal & Dams projects and Development of Real Estate projects
- The EPC contracts work include civil construction, designing, engineering, procurement, fabrication, manufacturing, supply, installation, commissioning and operations & maintenance
- Company has successfully executed road projects and more than 60 Civil and Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country and abroad
- Currently executing 16 EPC projects with total contract value of Rs 2541 crores (OMIL Share)
- 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 (Rwanda , Ghana and one in Nepal)
- Two Real Estate projects are under progress across Jaipur, Kota with sellable area of over one million sq ft and one is in implementation stage at Mumbai with the total expected saleable area over 2.5 lakh sq ft appx(Om's share)
- Unexecuted orderbook stands at Rs 1591 crores (OMIL share) as on 31.3. 2020

Profit & Loss Statement (Q4FY20 & FY1920– Stand alone)

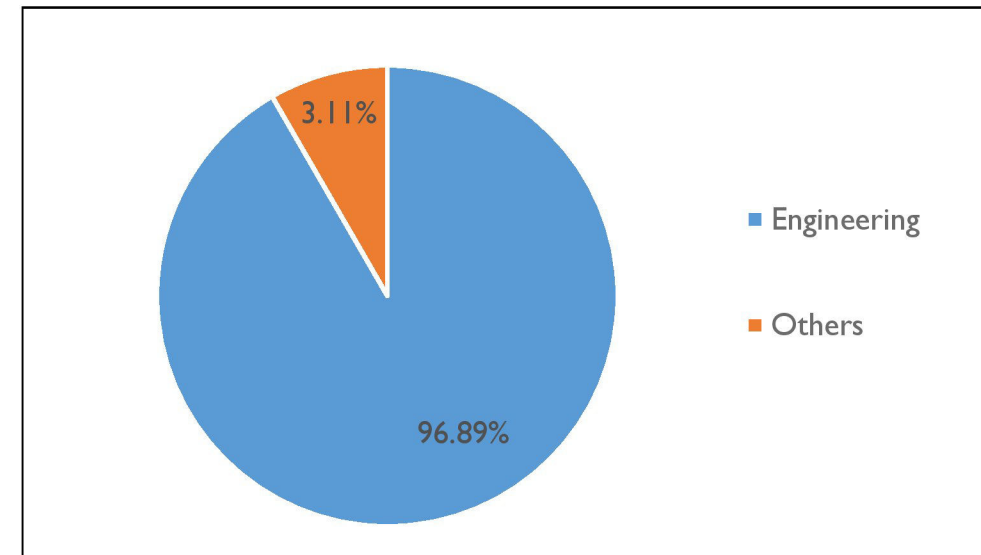
Rs Crore	Q4FY20	Q4FY19	FY20	FY19
Revenue from Operations	57.58	53.34	187.07	215.14
Total Expenditure	71.16	52.83	190.02	193.36
EBITDA	-13.58	0.51	-2.95	21.78
Other Income	43.16	10.64	53.40	33.96
Depreciation	3.31	2.52	9.18	10.04
EBIT	26.27	8.63	41.27	45.70
Interest cost	9.05	4.80	22.84	18.46
Profit Before Tax	17.22	3.83	18.43	27.24
Tax	-0.81	4.54	0.14	10.57
Profit after Tax	18.03	-0.70	18.29	16.67
Net Profit/Loss from discontd. op after tax	0.03	0.19	-0.45	-0.63
Share of Profit/Loss from Associates/JVs				
Net Profit before OCI	18.06	-0.51	17.85	16.04
EBITDA Margin	-23.58%	0.95%	-1.58%	10.13%
Net Profit Margin	18.06%	-0.79%	7.5%	6.44%

Segmental Revenue Break-up

Q4FY20



Q419



Please Note: Revenue from Engineering segment include revenue from all EPC contracts in domestic and International markets. Others include revenues from Real Estate & packaging division.

Contracts Details - Unexecuted Order-Book at Rs 1591 Crore

Sr. No.	Name of Contract	Client	Location	Project Type	Contract Value Share of OMIL (Rs Crore)	Value of Balance work (Rs Crore)	Estimated Completion Date	OMIL Share
1	Kutchh Canal Power - SSNN	Govt. of Gujarat	Gujarat	Hydro Mechanical and civil	230.0	55.1	Dec-20	100%
2	Koshi Canal System, Rampur#	Govt of Uttar Pradesh	Uttar Pradesh	Dam/barrage	193.76	11.33	Sept 20	100%
3	Ujjain Smart city	Govt of Madhya Pradesh	Madhya Pradesh	EPC – smart city	119.0	6.25	Dec-20	50%
4	Vyasi Hydro electric power	Uttaranchal Jal Vidyut Nigam	Himachal Pradesh	Hydro Mechanical	105.9	21.4	Mar-21	100%
5	Tapovan Hydroelectric Project	NTPC	Himachal Pradesh	Hydro Mechanical	72.4	24.4	Mar-22	100%
6	Mpanga Irrigation	Government of Rwanda	Rwanda (Africa)	Irrigation	107.46	68.6	Mar-21	100%
7	Kpong Irrigation	World Bank	Ghana (Africa)	Irrigation	119.32	44.0	Aug-20	100%
8	North Koel Reservoir	Government of India	Jharkhand	Dam	38.5	27.9	Mar-22	100%
9	Kundah Hydro Mech Project	Govt of Tamil Nadu	Tamil Nadu	Hydro Mechanical	95.0	95.0	Nov-21	100%
10	Arun-3 Hydroelectric Project	SJVN Limited	Nepal	Hydro Mechanical	157.0	157.0	Jul-22	100%
11	BairaSiul Power Station	NHPC	Himachal Pradesh	Hydro Mechanical	19.9	8.3	Mar-21	100%
12	Pench Diversion Project	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	78.9	78.9	Dec-23	30%
13	Kameng HEP	NEEPCO	Arunachal Pradesh	Hydro Mechanical	195.4	4.1	Dec-20	60%
14	Isarda Dam Project	Govt of Rajasthan	Rajasthan	Dam water storage	615.2	595.5	Dec-23	100%
15	Amravati Project Construction	Govt of Maharastra	Maharashtra	Irrigation	240.1	240.1	Mar-25	100%
16	Hiran Water Resources Division	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	153.3	153.3	Dec-23	51%
Total					2541.14	1591.18		

#Revised Escalated cost of work contract is awaited

* as on 31.03.2020

Execution Update of Domestic & International Projects

- Company received EPC contract for Amravati Project with total value of Rs 240.1 crore during December 2019
- In first week of Feb 2020, company has received two more irrigation projects from Govt of Madhya Pradesh with total contract value of Rs 570 crore (OMIL Share – Rs 235 crore)
- Two major domestic projects - Kutchh Hydropower (Gujarat) is nearing completion and Koshi Dam Project -Rampur(with expected enhanced scope of work under cabinet approval) are expected to be completed by March 2021
- Vikram Udyogpuri Ujjain project (smart city project) is almost complete and final completion certificate is expected by Dec 2020
- Company's largest contract – Isarda Dam project (Rs 615 Crore) is gathering pace; revenue booking already started during the last quarter (Q2FY20)
- Revenue booking at other new Hydro Mechanical contracts, Arun-3 (Nepal) and Kundah (Tamil Nadu) , Jabalpur (chita kurdee) and Pench II is going to start soon from this quarter
- Africa Irrigation projects are progressing smoothly. Pace of execution of these projects has been better with completion expected by Mar-Aug 2021. Due to change in scope of work , project contract value awarded in Ghana has been reassessed at 15 mn USD.
- In Gujarat and Bihar Silo projects – Ground breaking & civil structures work at both the projects are under progress. Company is hopeful to achieve Financial closure soon and we have applied for LOC and COD in next 18-24 months.

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	6,46,150
Bandra MHADA	Mumbai	DBRealty & Others	Housing	-	2,50,000
Real Estate Project	Sold in sq.ft	Unsold in sq.ft.	Total estimated realisable value of revenue (Rs Cr)	Consideration of sold units (Rs Cr)	Total revenue realizable for unsold units (Rs Cr)
Om Meadows	194000	2,52,000	107	44	63
Palacia	244000	4,02,000	666	212	454
Bandra MHADA*	-	2,50,000	750	0	*750
Total			1,523	256	1267

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

Interim relief from Arbitrator in Bhilwara road SPV project

- Company has got interim relief which it sought under section 17 of arbitration act from Arbitrator in its road SPV (Special Purpose Vehicle) project - Bhilwara Jaipur Toll Road Pvt. Ltd
- The Arbitrator after due hearings under section 17 of arbitration act in this case issued an award on Oct 30, 2019 directing the PWD - Rajasthan Govt to deposit Rs 191 crore in escrow account and take back the possession of state highway but PWD have preferred appeal in commercial court in Rajasthan against the interim award.
- State Govt has now also allowed the toll collection from Private vehicles wef 1.11.19 which was earlier exempted wef April 01, 2018 – this has strengthened cash flow.
- Regular arbitration proceedings as per Arbitration act is going on and claim of termination payment of Rs 578 crore is in process of Arbitration hearings .
- As per termination of Concession Agreement, the State Govt of Rajasthan is liable to pay termination payment which includes debt due and 150% of the adjusted equity as per clause in concession agreement.

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 /Kota residential project is going on
- In the next three years, hoping that the reality market improves , the company expects about Rs 750 crore revenue and unrealized cash inflow from both the projects.



Monetisation of non-core assets/awards

- One of the Packing division's machinery has already been sold to make the packaging business more viable
- The agreement to sale for Jaipur Hotel (Om Tower) was done during Q3FY19. Major amount had already been received as an advance. Conveyance deed is pending for the transfer of licenses and other formalities
- In Tapovan Vishnugarh project, company has won arbitration award of Rs 53 crore and NTPC has accordingly deposited the money in court and challenged the award in Hon'ble High court. The final disposal of NTPC appeal in our favour in Hon'ble High court is expected.
- In MHADA project, company is exploring the construction of commercial spaces and in talks with Architects /Govt agencies for subsequent FSI approval and Design and drawing approval.. Claim for delay in project from MHADA is in arbitration process.

Outlook & Key Drivers

- **Strong revenue visibility with current unexecuted order-book of Rs 1591 crore, which is over 8x of FY19 revenues**
- **During the recent budget for FY21, Govt focus remained on building Infrastructure with significant allocations towards Irrigation and Hydro-Power segments. Tendering and bidding activities are expected to pick-up in the coming period**
- **Liquidity situation has also seen an improvement in the markets. Execution of projects would also see a significant improvement in FY21**
- **With the execution pick-up expected at both domestic and international projects in FY21, revenue growth for the next financial year should be strong. COVID 19 and its affect in different geographies will be key.**
- **Company has also been exploring bids for projects in domestic markets and expected to add good amount of fresh orders in FY21**
- **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**

Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

Important developments that could affect the company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations. Om Metals Infraprojects Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

COVID 19 outbreak and its effect world wide can change many dynamics and economic scenarios and the affect of it in Om metals is not ruled out.

Thank You

For Further Information, Please contact:

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