



OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

CIN: L27203RJ1971PLC003414

Regd. Office: 2nd Floor, A-Block, Om Tower, Church Road, M.I. Road, Jaipur-302001

Tel:+91-141-4046666

Website: www.ommetals.com E-Mail Id: info@ommetals.com

Date: 8th November, 2024

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.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Infra Limited**

VIKAS
KOTHARI

Digitally signed by
VIKAS KOTHARI
Date: 2024.11.08
13:28:17 +05'30'

Vikas Kothari
Managing Director & CEO
DIN : 00223868



Hydro & Water Infrastructure



Real Estate



Investor Presentation

(Q2 & H1FY25)

ommetals.com

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COMPANY OVERVIEW

5 Decades of Expertise in Hydro Infra

50+

Years of project
execution

Rs 2,138 crores

Order book
(H1 FY25)

**15+ premier
clients**

Including World
Bank & Government
of India

70+

Projects executed,
worth Rs 5000+
crores

Revenue
Rs 408 crores
(H1 FY25)

EBITDA
Rs 35 crores
(H1 FY25)

Book to Bill Ratio
2x
(Q2 FY25 TTM)

Zero
Net Debt
(FY24)

Deep Domain Expertise

Hydropower & Irrigation Turnkey Experts

- The company specializes in providing niche Turnkey solutions for Hydro Mechanical Equipment for Hydropower & Irrigation projects

Strong Technical Services

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

On-Time, On-Budget Dam Projects

- Executed 70+ Hydro Mechanical Turnkey projects over the last 5 decades.
- Some of the significant projects are: Kurichu H.E. project, Bhutan, Upper Krishna project, Almatti dam.

Pumped Storage Projects

- Om Infra is executing Kundah Pumped storage project (1,000 MW)- Largest in India
- With a proven track record and government support for 50GW of PSPs, the company is poised for growth.



RESILIENT BUSINESS MODEL

Hydro Projects

- Providing **end to end solution**- From river identification to clean water in every tap
- **50%** of the order book comprises of **JJM**
- **Projects**- Nokha Water Supply Project, Khajuwala Water Supply Project, State Water Supply and Sanitation

Pumped Storage Projects

- It is one of the leaders in pumped storage solutions, accelerating the shift to renewable energy
- Government's Current capacity: **4.7 GW**, with potential to reach **176 GW** - big opportunities for the company
- Executing one of the **Largest PSPs** : Kundah Pumped Storage Project in India

Hydro Mechanical Equipment

- **Value Chain** - Inspection of the project, procuring raw material, manufacturing equipment , erection and installation
- Company's turnover from Engineering was **USD 25 million**, next target is **USD 50 million**
- **In House Manufacturing of** -Gates, Hoist, Cranes etc

Strong Investment Thesis

01. Specialized Service Offering in Niche Segment

Timely Project Execution

- ❑ Niche turnkey solutions for hydro-mechanical equipment in hydropower and irrigation projects
- ❑ Completed **70+** projects over five decades with a strong technical and R&D edge
- ❑ Delivered key projects ahead of schedule



02. Capitalizing on Government's Hydro Power Push

Renewable pump water storage demand

- ❑ Expansion driven by strong bid pipeline with expertise in civil and hydro mechanical work
- ❑ Supported by a Rs 12,461 crore government allocation in hydro projects.
- ❑ Bid-to-strike ratio currently at a **20-30%**



03. Monetization of Non - Core Assets

Inflows from Arbitration Awards

- ❑ Monetization of non-core assets and arbitration awards inflows.
- ❑ Surplus funds to provide runway for CAPEX and working capital for the next 3-5 years.
- ❑ Focus on acquiring large orders in river linking, Pumped storage projects, water and water waste treatment



1. Niche Business Model

Hydro Segment



Jal Jeevan Mission:

- Projects worth Rs 1,078 crores
- **End to End solution** from identifying rivers to delivering clean water to every tap



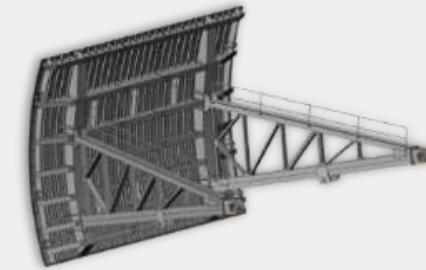
Key Products:

- **Gates:** Radial, Vertical, Stop log, Draft Tube Gates
- **Liners:** Steel, Penstocks and Pressure Shaft
- **Trash Racks**
- All types of Cranes
- Mechanical and Hydraulic Hoists



Niche Services:

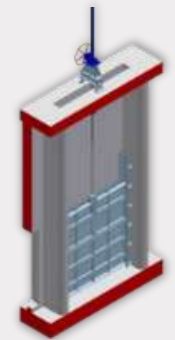
- **Turnkey Solutions:** Installations, Testing and Commissioning
- **Maintenance:** Long-Term, Short-Term O&M, including On-Site
- **Service:** Repair and Refurbishments works for existing & old power plants



Radial Vertical Gates



Mechanical and Hydraulic Hoists



Stop Log Gate

2. Sectorial Tailwinds: Government's focus on Hydro sector

- India's hydroelectricity generation dropped to a decade low of 8.3%
- The Government of India's ₹3 lakh crore project pipeline offers strong growth potential

Hydropower Projects

- The hydropower capacity to increase from 42 GW to 67 GW by 2031-32.
- 12,340 MW is planned by 2026
- 450 GW renewable energy capacity by 2030

Jal Jeevan Mission (JJM)

- Rs 70,163 crores allocated to JJM in the Union Budget
- Provide additional 16 crores households with tap water by 2024
- The mission targets 19+ crore households, and has achieved 77.98% completion so far

River Linking and Irrigation

- Rs 3,500 crores has been allocated to river linking in Union Budget
- US \$270 billion to be invested in water infra in the next 15 years
- River Linking Projects- Namami Gange, Pradhan Mantri Sichi Yojana.

Hydro Pumped Storage Projects

- Aim to install 74 GW capacity by 2031-32
- Potential to reach 176 GW PSPs in the coming years.
- Hydro Pumped Storage Projects (PSPs) to support faster energy transition with large scale integration of renewable capacity

Strategic Focus and Opportunities driven by Jal Jeevan Mission

Opportunities

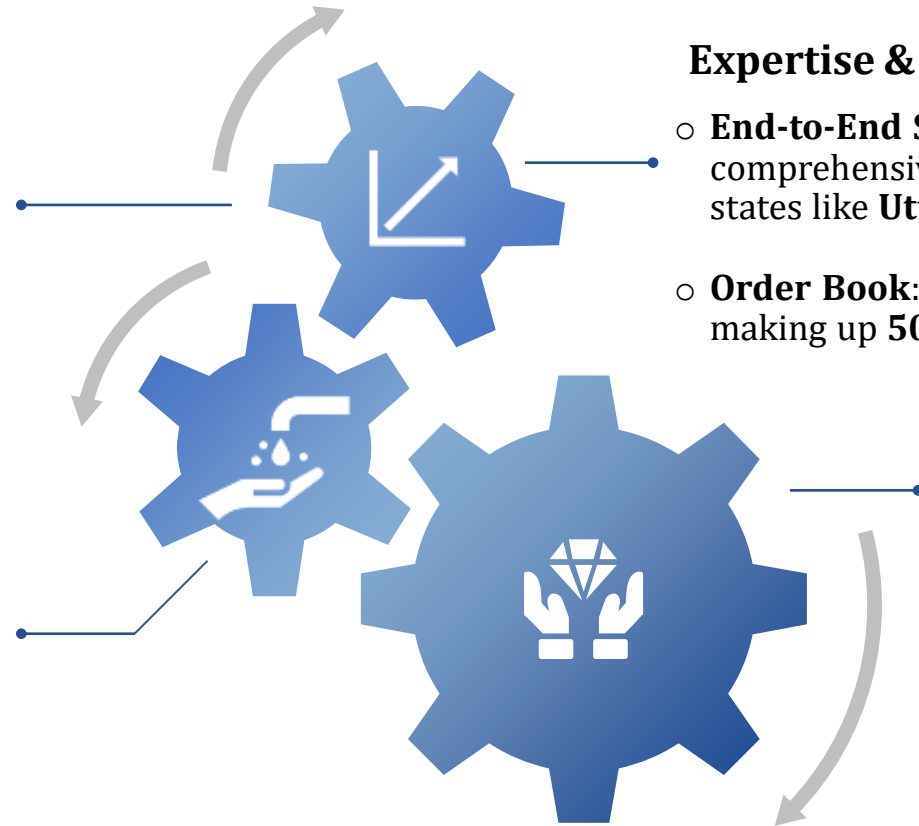
Government Focus & Budget Allocation

- The Government of India has allocated **₹70,163 crore** in the Union Budget 2024-25 for the successful execution of JJM.
- **Opportunity Driver:** Approximately 16.1 crore households still lack tap water connections.
- Major States Like **Uttar Pradesh and Rajasthan** still lag behind in terms of tap connection, more funding to come in is expected

Competencies

Expertise & Opportunity

- **End-to-End Solutions:** Om Infra specializes in providing comprehensive water infrastructure solutions in key states like **Uttar Pradesh and Rajasthan**
- **Order Book:** The JJM project represents **Rs 1,078 crore**, making up **50%** of the total order book.
- **Strategic Opportunities:** Large opportunities for companies like Om Infra to contribute to the mission's completion.
- Om Infra plans to bid **Rs 1,000 crores for FY25**.



Pumped Storage Projects

Om Infra has demonstrated its ability to capitalize on opportunities through its marquee projects. Future government initiatives are expected to provide ample runway for growth

Government's Current Focus



- Currently under Execution
~2.7 GW
- Projects under Planning Stage
~50 GW
- Water Management via River Inter linking Schemes

Company's leveraging opportunities



- Executing the **largest PSP** projects in India , the Kundah PSP (1,000 MW)
- The unexecuted value of Kundah project is worth **Rs 60 crores.**

Government's Future Initiatives



- Energy storage systems are expected to reach **55 GW** by 2031-32
- Hydro PSP has a growth potential of **176 GW**
- Focus by GoI on infrastructural development is border areas

Hydro Mechanical Contracts

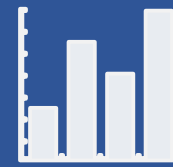
Boost for Power Sector: Rs 28,352 Crores ~12,340 MW Hydropower Expansion - A Significant Opportunity

Areas of Excellence



- It is one of the **global leaders** in turnkey hydro mechanical equipment contracts.
- The company specializes in gates, liners, trash racks and cranes
- It is currently involved in execution of Hydro-mechanical contracts of more than **2,900 MW**

Achievements



- With a **50+** year track record, Om Infra has successfully executed over **70+** projects worth ~Rs **700** crores
- Hydro mechanical projects are **20%+** of company's order book
- The company has an in-house manufacturing of all hydro - mechanical equipment

Capitalizing on Government's Hydro Power Push

Budget allocation to the Ministry of Jal Shakti

Department	Rs Cr	
	2022-23	2024-25(RE)
A. Drinking Water and Sanitation	59,665	77,391
• JJM	54,700	70,163
• SBM-G	4,925	7,192
B. Water Resources	11,962	21,323
C. PMKSY	5,637	9,339
D. River Linking	624	3,500
E. Namami Gange	2,048	3,346
F. ABY	1,155	1,778
G. Other Schemes	457	497

BID DETAILS

- Company is targeting to bid for Project worth Rs 1,000 Cr in JJM
- The company will target higher margin projects
- It will aggressively bid in river inter linking and irrigation projects

3A. Non-core Assets being Monetized



Real Estate Segment – Rs 600cr+



High end RERA* compliant apartments, Pallacia Jaipur:

- Project Area – 6,46,150 sq ft
- Considerations Collected – Rs 289 crores
- Revenue Recognized – Rs 205 crores
- Remaining Realizable value (Estimated)– Rs 276 crores



Om Green Meadows, Kota:

- Project Area – 3,53,814 sq ft
- Considerations collected – Rs 77 crores
- Revenue Recognized – Rs 58 crores
- Remaining Realizable value (Estimated)– Rs 27 crores



Slum Rehabilitation, Mumbai:

- FSI allowed for ~1.7 Mn sq.ft development which has potential for residential & commercial buildings. This could increase the company's share after partnering with a reputable builder.
- Partnered with Valor Estate for a stake of 17.5%

3B. Arbitration Awards

Expected Cash Inflows Worth ~ Rs 640 crores

Bhilwara Jaipur Toll Road



(51% Subsidiary)

- Developed the 212 km road project in Jaipur Bhilwara Stretch
- Current Status- PWD deposited 10% of arbitration amount, appeal in High Court is pending
- Arbitration Award amount – Rs 587 crores



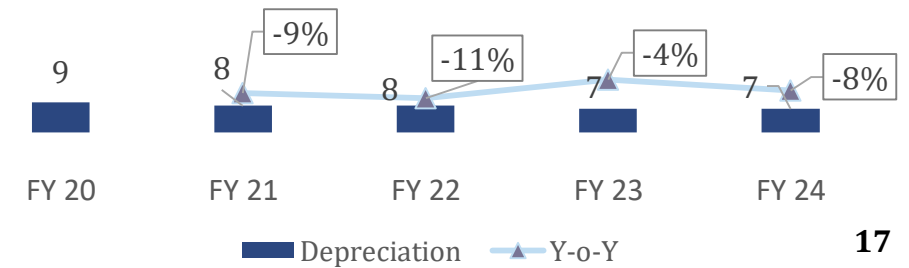
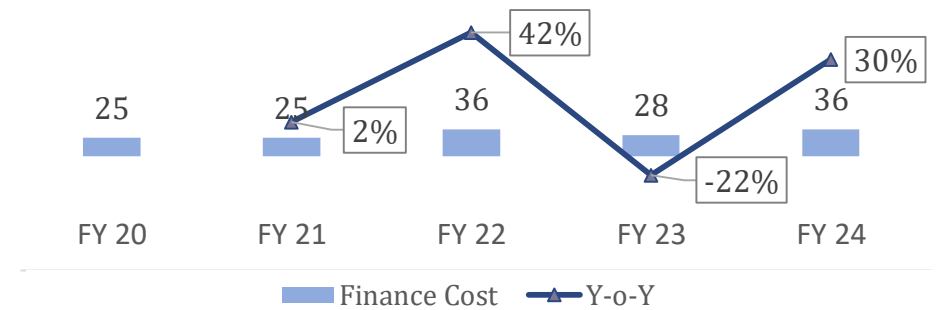
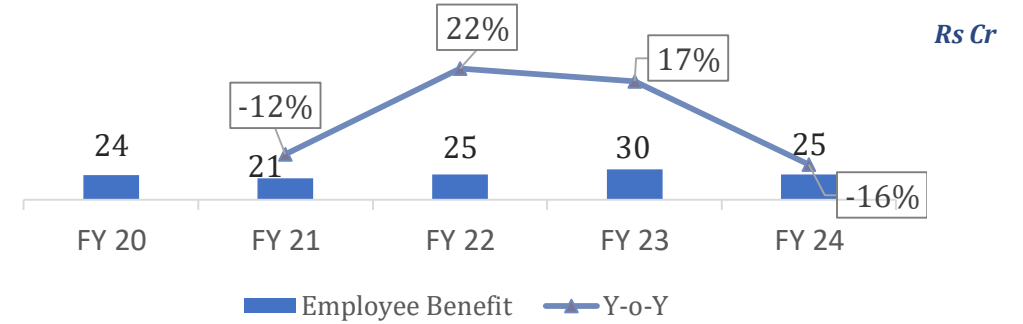
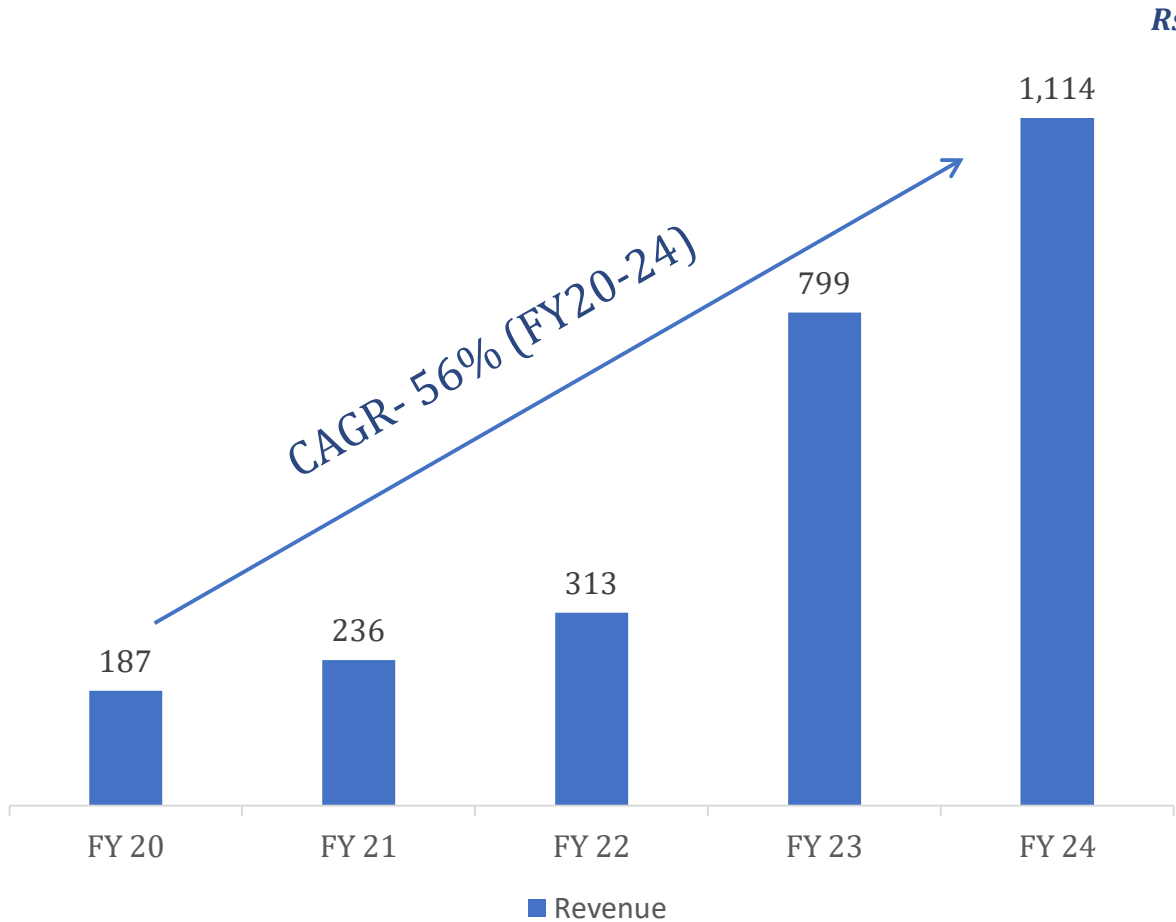
Gurha Thermal

(50% Associate)

- Appellate Tribunal of Electricity (APTEL) has the award in favor of Om Infra
- The award is subjected to appeal by Rajasthan Vidyut Vitran Nigam Ltd
- Arbitration Award amount – Rs 53 crores

Sustainable Growth

The company has achieved a 5x revenue growth while maintaining cost stability, setting the stage for significant margin expansion in the future



Growth Outlook



Revenue Guidance

- Rs 850-1,000 crores



EBITDA Guidance

- 10%-12%



Expected Order Inflow

- Rs 700- 1,000 crores



Monetization of Non-core Assets

- ~ 700+ crores in the next 2-3 years

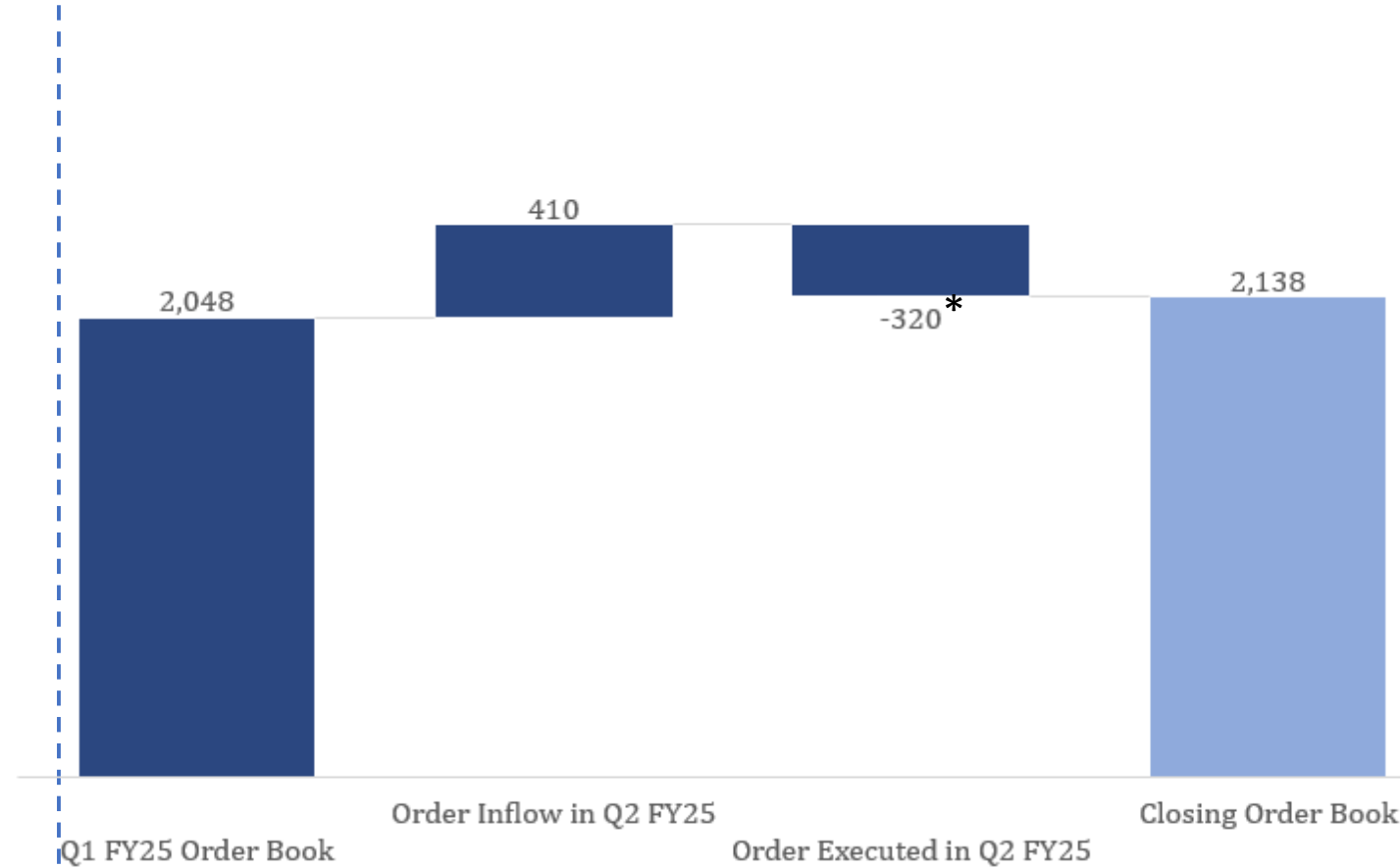
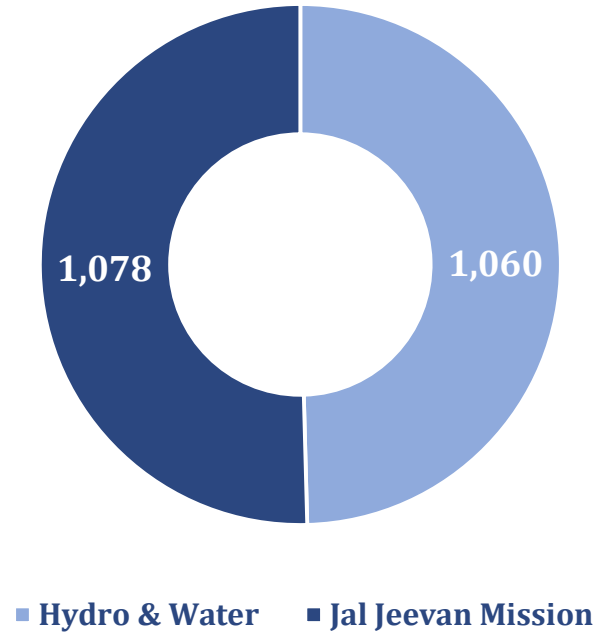


Q2 & H1 FY25 Operational Performance

Order Book split and Geographical Presence

>>> Order Book Split (Rs Cr) –(H1 FY25)

Order Book



*Adjustment in Scope of Work

Healthy Order Book of Rs 2,138 Cr~2x of Q2FY25 (TTM) Revenue

Project	Client	Location	Unexecuted (Rs Cr)
Jal Jeevan Mission (JJM)			1,078
-Uttar Pradesh	SWSM – Namami Gange and Rural Water Supply Dept.	Uttar Pradesh	522
-Rajasthan	Public Health Engineering Dept.	Rajasthan	556
Hydro and Water			1,060
- Shapurkandi Power Project	WRD Punjab	Pathankot	267
- Isarda Dam Irrigation Project	Govt. of Rajasthan	Tonk	108
- Amravati Irrigation Project	Govt. of Maharashtra	Amravati	123
- Arun 3 Hydroelectric Project, Nepal	SJVN Limited	Sankhuwasabha	101
- Kundah Pumped Storage Power Project	Govt. of Tamil Nadu	Niligiri	60
- Manipur Barrage and Others	Manipur State	Manipur	34
- Kutchh Canal Power Project, SSNNL	Govt. of Gujarat	Kachchh	16
- Rwanda Irrigation	Rwanda Irrigation Board Africa	Rwanda	4
- KWAR Hydropower	Chenab Valley Project	J&K	347
Total Order Book			2,138

**Payment Mechanism is different in every project. Some projects are front loaded and back loaded*

Om Infra wins project worth Rs 410 crores (incl. taxes) in J&K



1

Name of the Project : KWAR Hydro Power Project (540 MW) under Chenab Valley Project

2

Scope of Work : Complete Hydro mechanical engineering from design to installation

3

Tenure : 36 months

4

Expected Yield : 15%-20% EBITDA margins and ~Rs 110 crores revenue per annum

Showcasing Engineering Excellence: Major Hydro Projects by Om Infra



Koldam Hydro Electric Project

- **800 MW project**
- Installation and commissioning work of one of the largest vertical lift gates in the world



Gosikhurd Dam Project

- Executed of one of the largest radial gates in the world
- In a large quantity (33 gates)

Marquee Ongoing Projects



Kundah Pump Storage Project

- Order received of Rs 100 crores
- Client - Govt. of Tamil Nadu
- Location- Niligiri



Amravati Irrigation Project

- Order received of Rs 240 crores
- Client - Govt. of Maharashtra
- Location- Amravati



Shapurkandi Power Project

- Order received of Rs 554 crores
- Client - WRD Punjab
- Location- Pathankot



State Water Supply and Sanitation Mission, U. P.

- Order received of Rs 1,300 crores
- Client - State water and sanitation mission
- Location- UP



Q2 & H1 FY25 Financial Highlights

Strategic Focus and Achievements



Revenue

01

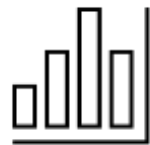
Rs 408 crores
(H1 FY25)



EBITDA

02

Rs 35 crores
(H1 FY25)



EBIT

03

Rs 32 crores
(H1 FY25)



PBT

04

Rs 25 crores
(H1 FY25)



C&CE

05

Rs 69 crores
(H1 FY25)



EPS

06

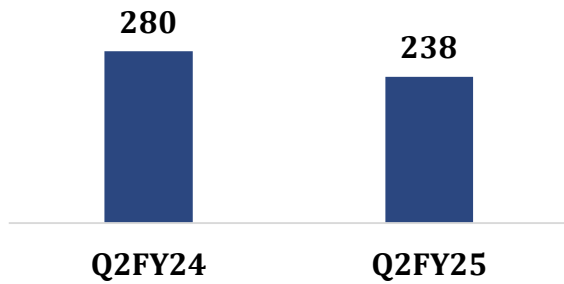
Rs 1.7 per share
(H1 FY25)

Q2 & H1 FY25 - Financial Highlights

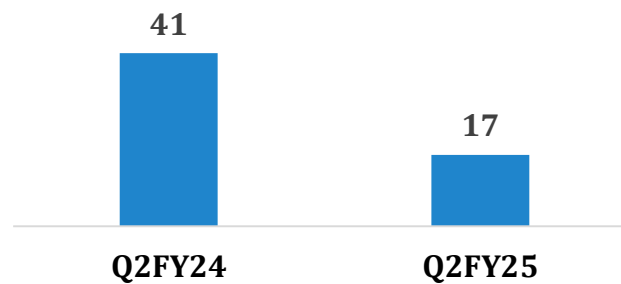
Quarterly

Rs Cr

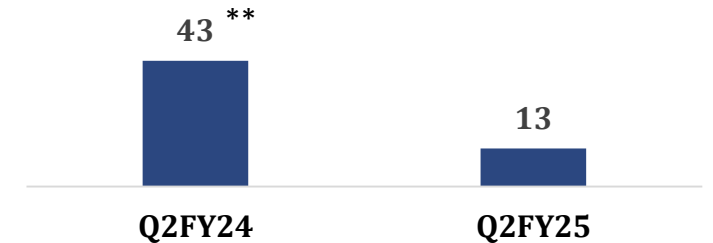
Revenue



EBITDA

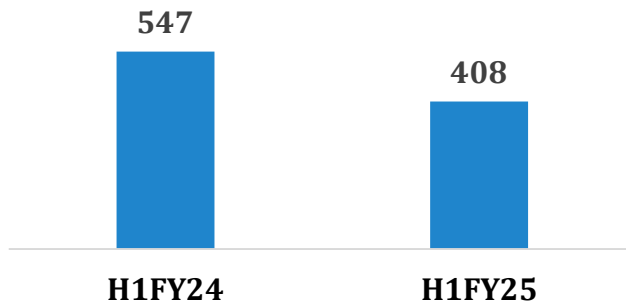


PBT

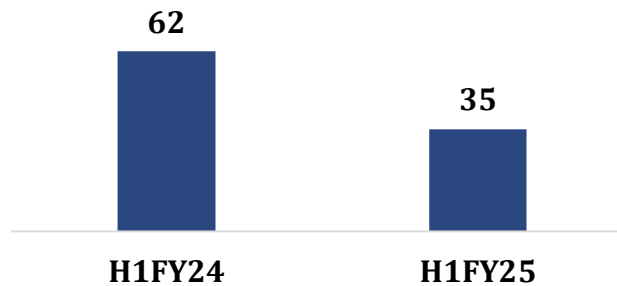


Half Yearly

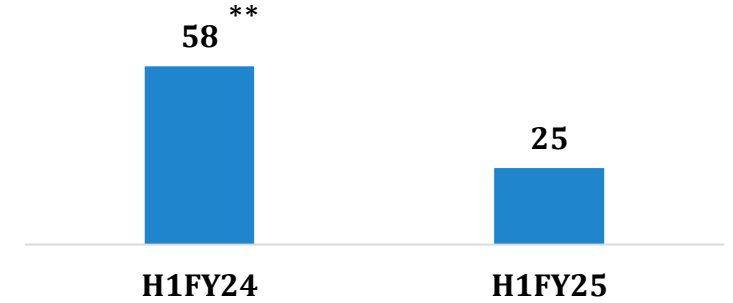
Revenue



EBITDA



PBT



*Consolidated Numbers

**Due to receipt of Arbitration Claim

Om Infra Q2 & H1 FY25 -Profit and Loss

Rs Cr

Particulars	Q2FY25	Q2FY24	Y-O-Y	Q1FY25	H1FY24	H1FY25	Y-o-Y
Net Sales	238	280	-15%	169	547	408	-25%
Total Expenses	221	239	-7%	152	485	373	-23%
Other Income	4	10	-62%	2	11	5	-52%
EBITDA	17	41	-58%	17	62	35	-44%
EBITDA Margin (%)	7.3%	14.8%	-	10.2%	11.3%	8.5%	-
Depreciation	1	1	-3%	2	3	3	-8%
Finance Costs	7	6	7%	5	12	12	-3%
PBT	13	43**	-70%	13	58**	25	-56%
Tax (including deferred tax)	9	20	-55%	-	20	9	-
PAT (attributable to Owner)	4	24	-83%	13	38	16	-57%
PAT Margins	1.7%	8.0%	-	8.0%	4.0%	7.0%	-

*On Consolidated Basis

**Due to receipt of Arbitration Claim

Om Infra Q2 & H1 FY25 -Profit and Loss

Rs Cr

Particulars	Q2FY25	Q2FY24	Y-O-Y	Q1FY25	H1 FY24	H1FY25	Y-o-Y
Net Sales	221	259	-15%	164	522	385	-26%
Total Expenses	205	219	-6%	145	460	350	-24%
Other Income	3	9	-64%	1	11	4	-60%
EBITDA	16	40	-60%	19	62	35	-44%
EBITDA Margin (%)	7.2%	15.5%	-	11.3%	11.9%	9.0%	-
Depreciation	1	1	-3%	1	3	3	-11%
Finance Costs	7	6	15%	5	12	12	-2%
PBT	11	42**	-74%	13	58	25	-57%
Tax (including deferred tax)	15	20	-27%	0	20	15	-27%
PAT (attributable to Owner)	-4	22	-116%	13	38	10	-73%
PAT Margins	-1.6%	9.0%	-	8.0%	7.0%	2.6%	

**On Standalone Basis*

***Due to receipt of Arbitration Claim*

Om Infra Q2 & H1 FY25 - Balance Sheet

Rs Cr

Liabilities	H1FY24	H1FY25
Total Equity	759	781
Share Capital	10	10
Other Equity	704	725
Non-Controlling Interest	45	46
Non-Current Liabilities	63	76
Borrowings	21	11
Other Financial Liabilities	1	11
Other Non-Current Liabilities	41	54
Current Liabilities	749	672
Borrowings	69	91
Trade Payables	168	151
Other Current Liabilities	512	430
Total Liabilities	1,571	1,528

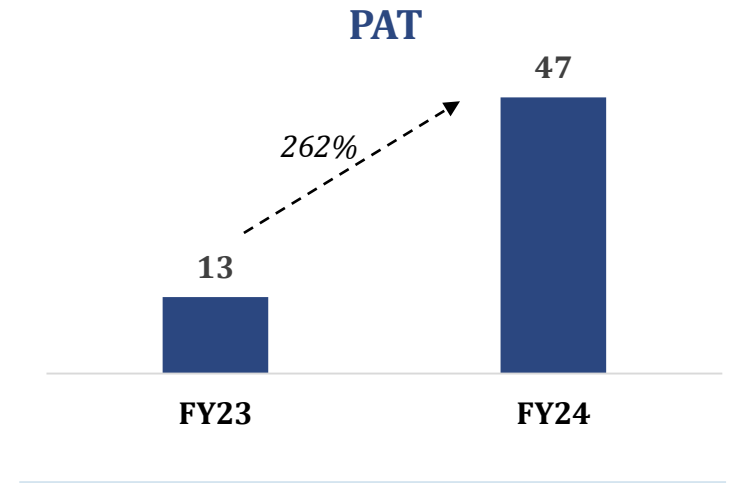
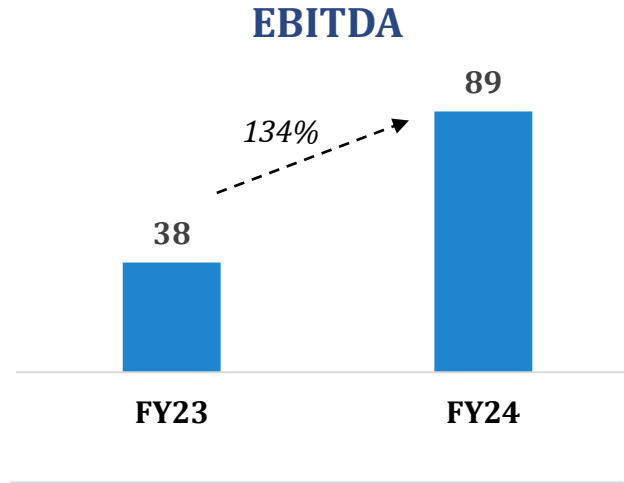
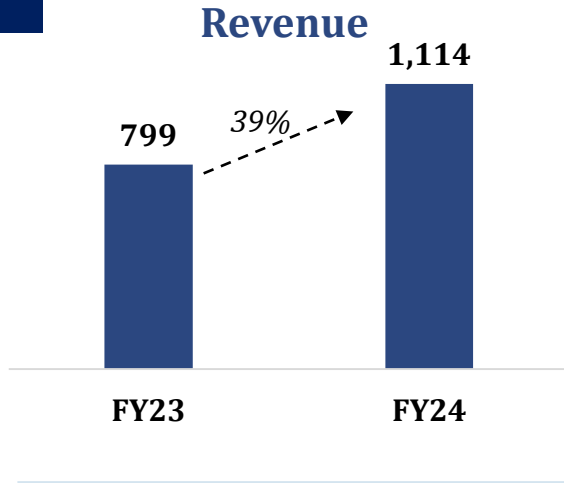
Assets	H1FY24	H1FY25
Non-Current Assets	604	595
Property, Plant and Equipment	81	77
Capital WIP	15	1
Investment in Property	57	58
Other Non-Current Assets	451	459
Current Assets	967	933
Inventories	555	437
Trade Receivables	220	330
Cash Eq. and Bank	90	69
Loans	5	0
Other Current Assets	97	97
Total Assets	1,571	1,528

* Total Equity = Share Capital + other equity + non-controlling interest

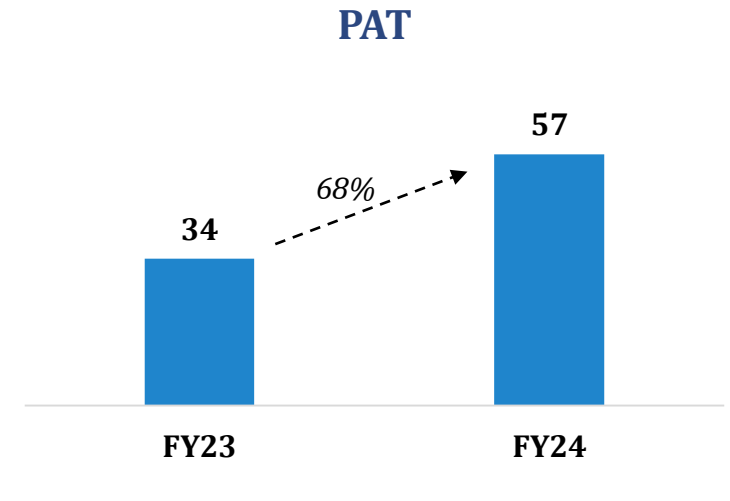
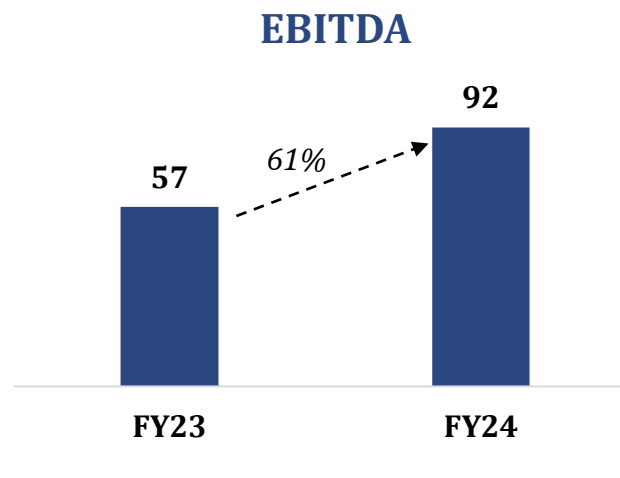
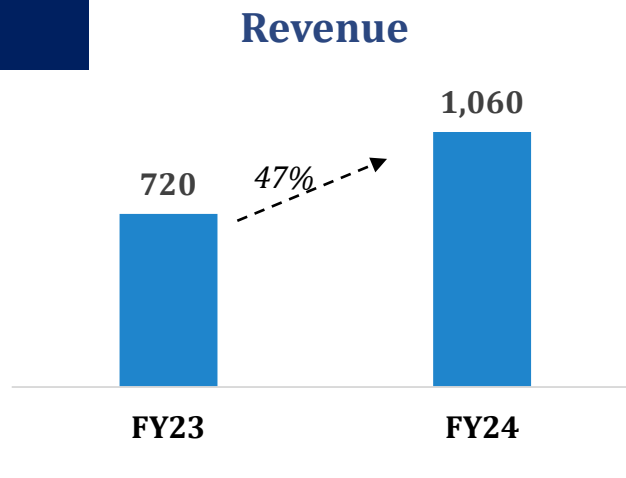
Om Infra - Financial Highlights

Rs Cr

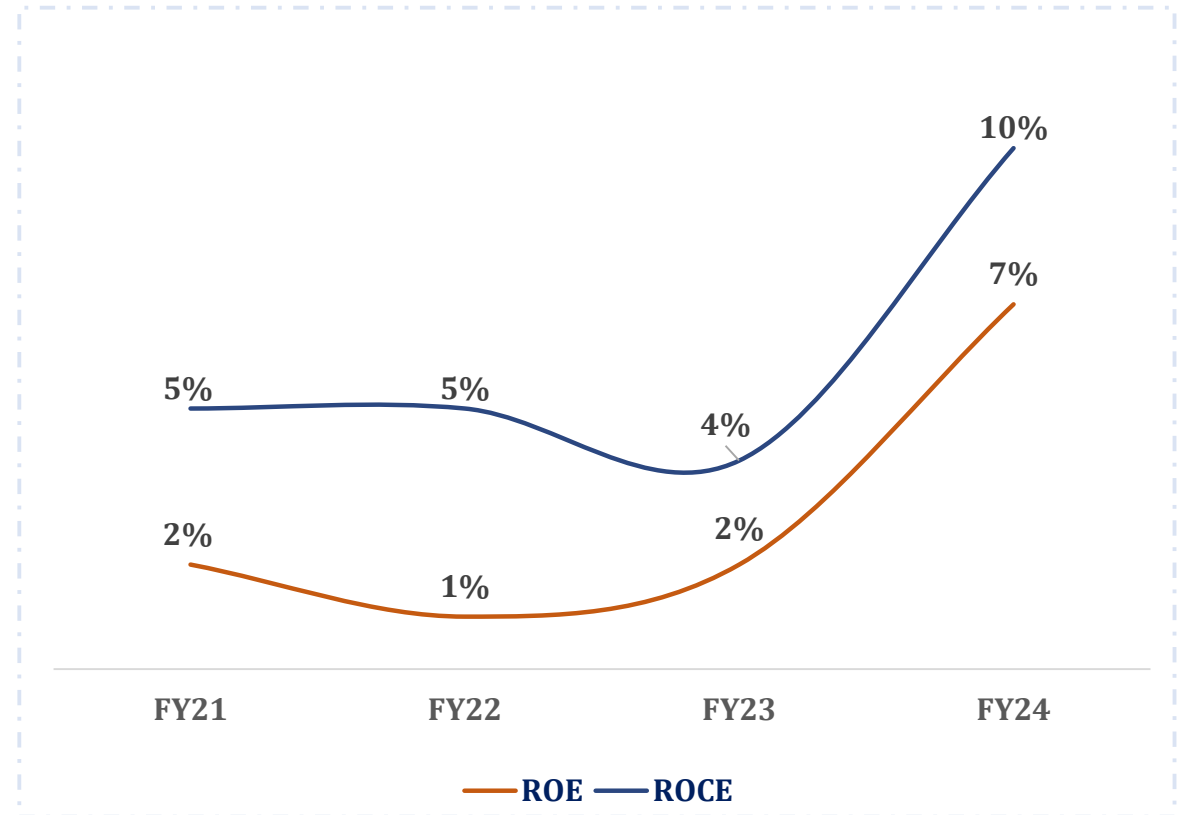
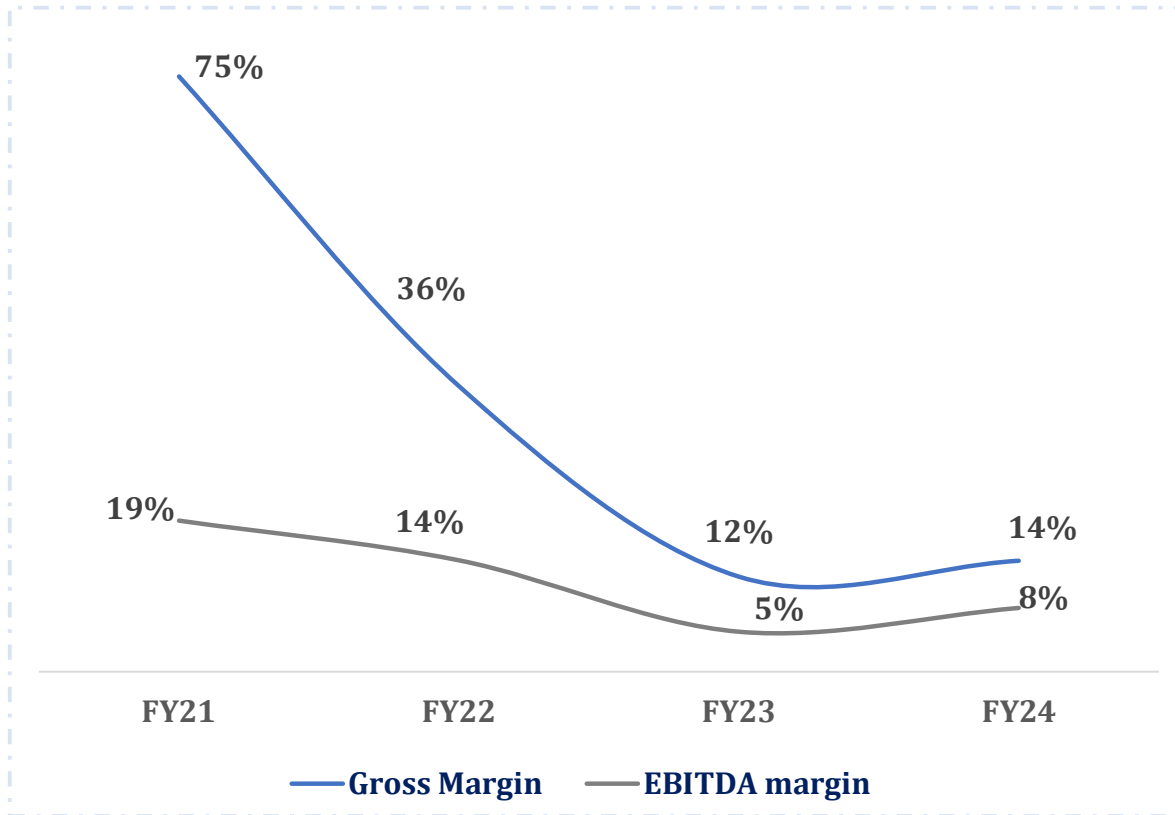
Consolidated



Standalone



Boosting Shareholder's Returns: The Margin Impact





ANNEXURE

History of the Company

Foundation and Initial Growth



- 1971**
Post establishment in 1969, the company became operational
- 1995**
Issued IPO & Listing on BSE
- 2001**
First International Project in Bhutan
- 2002**
Entered real estate business and clocked a turnover of Rs. 100 Crore

(1971-2002)

Expansion and Major Achievements



- 2003**
Received a project in Vietnam
- 2007**
Won 4 major NHPC contracts within a span of 2 months and raised funds Rs.120 cr via QIP by diluting 20% stake
- 2010**
Clocked a turnover of 200 Crore and received the best SME in Infra sector awards from ICICI/CRISIL.
- 2013**
Diversified into civil construction projects for roads and dams, won the Kalisindh project at Kota, and clocked a turnover of Rs 300 Crore
- 2015**
Completed massive civil construction of a dam for the first time – Kalisindh Dam.

(2003-2015)

Diversification and International Ventures



- 2017**
Contract work for Development of Irrigation and Watershed in Africa
- 2022-23**
Received Jal Jeevan Mission Award for Rs ~Rs. 2,000 Cr
- 2023-24**
Company crossed Revenue of Rs 1,000 Cr in FY24

(2016-2024)



Proven track record of executing projects with Industry leaders



NTPC



NHPC



The World Bank



SJVN



NEEPCO



UJVN



PWRDA



Government Of Gujarat

Key Managerial Personnel



C P Kothari
Chairman Emeritus



D P Kothari
Chairman



Sunil Kothari
Vice Chairman



Vikas Kothari
*Managing
Director & CEO*



50% Executive Directors



Well trained human resource



Approx. 200 permanent employees

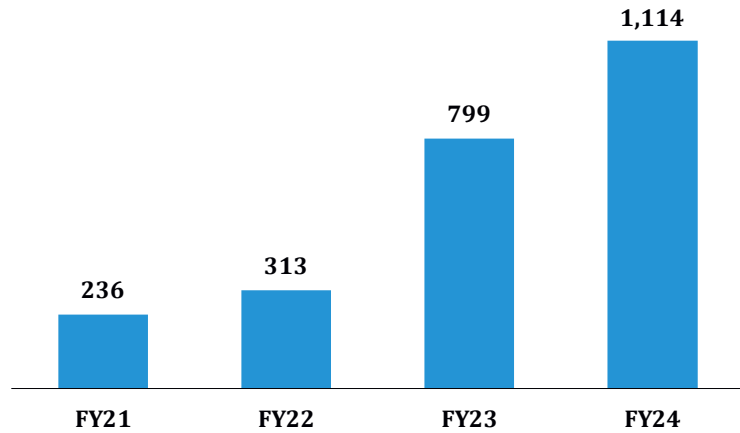


Median age of employees 40 years

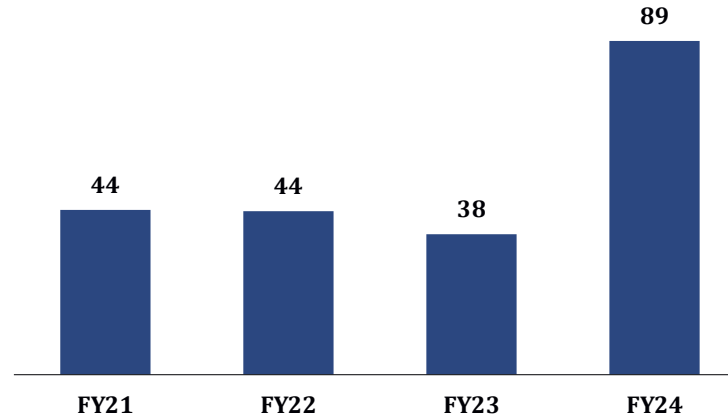
Strong Financial Trajectory

Rs Cr

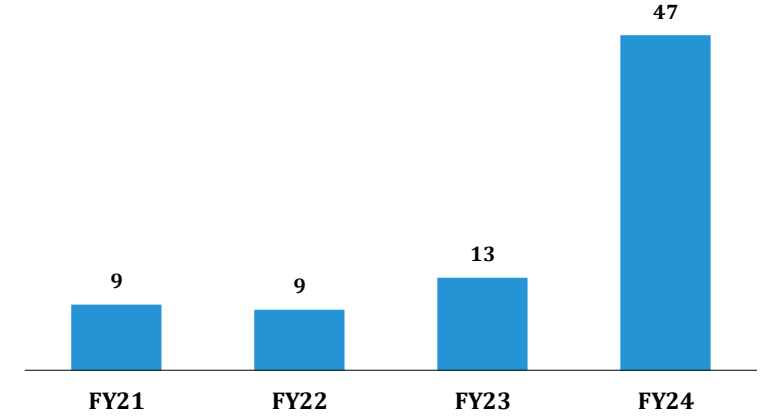
Revenue



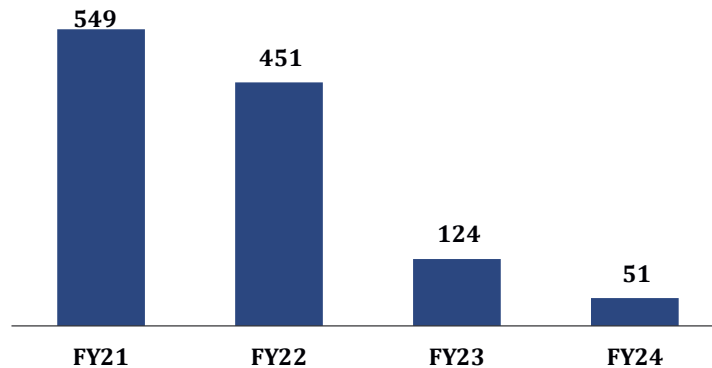
EBITDA



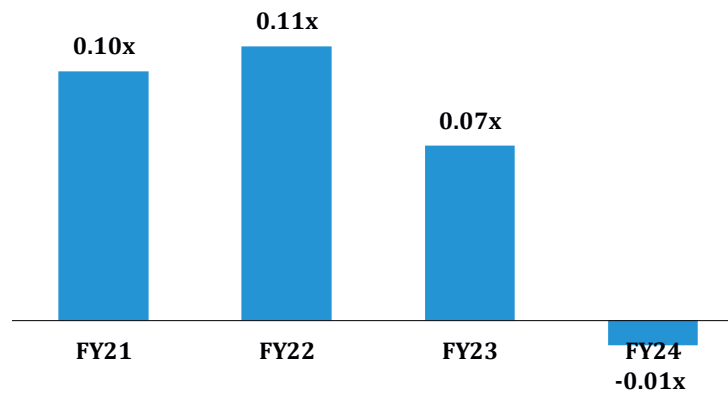
Profit after Tax



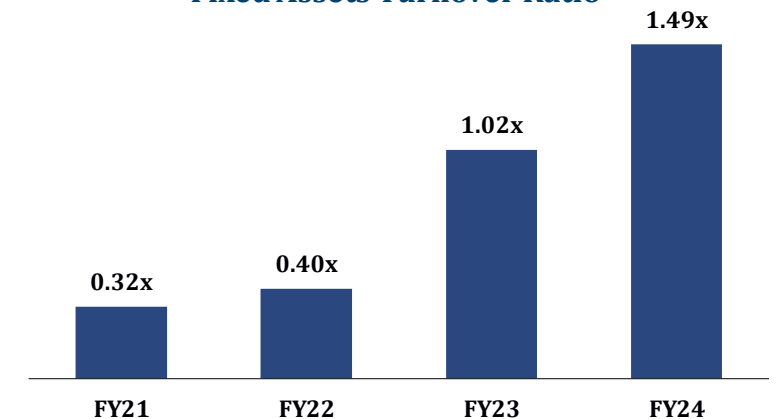
Working Capital Days



Net Debt/Equity



Fixed Assets Turnover Ratio



Om Infra Consolidated - Historical Income Statement

Particulars	Rs Cr		
	FY22	FY23	FY24
Net Sales	313	799	1,114
Total Expenses	269	762	1,024
Other Income	10	30	39
EBITDA	44	38	89
EBITDA Margin (%)	14%	5%	8%
Depreciation	8	7	7
Finance Costs	36	28	36
PBT	11	32	86
Tax	2	19	39
PAT (attributable to Owner)	9	13	47
PAT Margins	3%	2%	4%

Om Infra Consolidated - Historical Balance Sheet

Rs Cr

Liabilities	FY22	FY23	FY24
Total Equity	661	683	723
Share Capital	10	10	10
Other Equity	652	673	714
Non-Controlling Interest	-0.1	46	46
Non-Current Liabilities	90	75	71
Borrowings	50	41	14
Other Financial Liabilities	13	10	9
Other Non-Current Liabilities	17	0	2
Current Liabilities	448	737	616
Borrowings	64	85	60
Trade Payables	111	179	101
Other Current Liabilities	235	449	421
Total Liabilities	1,199	1,540	1,456

Assets	FY22	FY23	FY24
Non-Current Assets	257	584	598
Property, Plant and Equipment	85	77	76
Capital WIP	9	11	0.1
Investment in Property	52	57	57
Other Non-Current Assets	11	10	12
Current Assets	942	955	858
Inventories	659	544	457
Debtors	86	242	236
Cash Eq. and Bank	44	75	82
Loans	108	5	5
Other Current Assets	38	74	18
Total Assets	1,199	1,540	1,456



Company Contact

Reena Jain, Company Secretary
cs@ommetals.com



Address

2nd floor, A Block, Om Tower,
Church Road, MI Road,
Jaipur - 302 001

CIN : L27203RJ1971PLC003414

Thank You



Investor Relations

Go India Advisors



Website

Goindiastocks.com

Company Contact



Paridhi Jagnani

Email- Paridhi@goindiaadvisors.com

Mobile - 9102024869



Saloni Ajmera

Email- saloni@goindiaadvisors.com

Mobile - 9930577801