



OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

CIN: L27203RJ1971PLC003414

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Date: February 9, 2023

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 Quarter and nine months ended 31st December, 2022.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Infra Limited**

VIKAS
KOTHARI
Digitally signed
by VIKAS
KOTHARI
Date: 2023.02.09
15:17:05 +05'30'

Vikas Kothari
Managing Director & CEO
DIN : 00223868



Q3 FY23
Investor Presentation



Q3 FY23 Highlights



(9m FY23 standalone P&L

Particular (Rs. Crore)	9m FY22-23	9m FY21-22	Y-o-Y %	FY22	FY21	Y-o-Y %
Revenue from operations	391.45	176.97	122%	289.21	228.18	26.75%
COGS	203.38	29.48		190.05	129.81	
Employee expenses	20.37	16.11		23.95	19.95	
Other operating expenditure	142.31	97.00		43.44	40.80	
EBITDA	25.39	34.38	(25%)	31.78	37.62	-15.5%
EBITDA margin (%)	6.48%	19.42%		10.98%	18.7%	
Other income	9.96	3.30		10.00	13.75	
Depreciation	4.68	5.11		7.47	8.36	
Interest	18.09	17.94		30.66	22.97	
Profit before tax	12.58	14.63	(14.01)%	3.65	20.03	-85%
Tax	+2.62	(1.62)		(3.89)	(11.09)	
Profit after tax	15.20	13.00	16.92.%	-0.25	8.94	
Profit/(Loss) from discontinued operations	0	11.21		11.33	(0.59)	
Share of profits from associates and JV/OCI	0.09	2.01		-0.53	-0.59	
Total profit for the period incl OCI	15.30	26.23		10.54	7.75	
Total profit margin (%) from continued operation	3.90%	8.48%		-	3.4%	
Earnings Per Share (Rs.)	1.59	1.56		1.18	0.8	



Balance Sheet as on 31st March 2022

Particulars (Rs. Crore)	As on 31 st Mar 2022	As on 31 st Mar 2021
Equity		
(a) Equity share capital	9.6	9.6
(b) Other Equity	651.51	612.6
Total Equity	661.14	622.2
Non-Controlling Interest	(0.13)	1.64
Borrowings	49.9	39.2
Other financial liabilities	12.72	22.66
Other non-current liabilities	27.37	37.31
Total non-current liabilities	89.99	99.17
Borrowings	64.41	73.2
Trade Payables	0	0
Other current liabilities	383.71	374.67
Total current liabilities	448.12	447.87
Total equity and liabilities	1199.25	1174.11

Particulars (Rs. Crore)	As on 31 st Mar 2022	As on 31 st Mar 2021
Assets		
Property, plant and equipment	85.0	75.1
Investment property	52.0	52.1
Other non-current assets	120.16	128.91
Total non-current assets	257.16	256.11
Inventories	658.65	594.14
Trade receivables	86.10	108.6
Cash and cash equivalents	9.17	13
Bank balances	35.26	35.58
Loans	108.4	107.6
Other current assets	44.51	59.08
Total current assets	942.09	918
Total assets	1199.25	1174.11



Om Infra at a glance

50+ Years of
experience in
project execution

State of art facilities in
Kota , Rajasthan, and
site activities at project
locations

The projects under natural
uncertain conditions are
poised to delay and are
potentially prone to seek
price escalation and
arbitration from project

Leading specialised
engineering &
Construction company
with a strong
**leadership position in
the Hydro space**

15+ Premiere clients
including World Bank
and Government of India

Strong presence across
18 states and **3
international
locations**

3 Strategic Investments
in Realty sector which can
yield strong cashflows

Successfully executed
60+ projects
valued at **Rs 5,000+
Crores**

**Profitable every
single year** since
inception

Engineering specialised division overview

Overview

- Primary focus on designing, engineering and commissioning construction for engineering components which count for <20% in hydro power projects, hydro-mechanical projects, dams and irrigation projects
- Leadership in specialised hydro mechanical work such as building vertical gates, radial gates, draft tube gates, intake gates, spillway and stoplog gates, etc.
- Executed projects of varied complexities ranging from 45 MW to 1,000 MW of power generation
- White collar Manpower strength of 100 people, comprising of 20 technocrats and 10 highly qualified professionals who have robust engineering skills.
- High court directed for release of Arbitration award from NTPC Tapovan project Rs.50 cr agst IMP/BG- IMP given by company to High court for assessment
- Steel and cement price had impact on current year financials and some escalation is awaited from project

Marquee clients



GOVERNMENT OF GUJARAT



Government of Madhya Pradesh

Leader in hydro-mechanical engineering focussed on working as prime contractor for government clients



Engineering division - key projects completed

Koldam hydro electric project

- 800MW project
- First of its kind size and capacity installed in India
- Complicated design of gates
- Installation and commissioning work of one of the largest vertical lift gates in the world – completed in record 2 months time

Rangandi hydro electric project

- 405MW project
- Difficult and inaccessible terrain
- Remote site with logistical challenges

Prakassam barrage project

- Replacement of 70 spillway gates
- 55 year old irrigation barrage, 70 old rusted gates to be replaced with new ones
- Project connecting twin cities with heavy traffic on barrage
- Complex project with tight construction schedule

Gosikhurd dam project

- Irrigation project
- Execution of one of the largest radical gates in the world in a large quantity (33 no.)
- Short timeline given by the client

Engineering specialised division - order book as on 31st Dec 22



Project	Awarding Authority	Project Type	Unexecuted Value (Rs Crores)
Shapurkhandi Punjab#	WRD Punjab	Power House	491.00
Isarda Dam Project#	Govt of Rajasthan	Dam water storage	310.00
Amravati Project Construction	Govt of Maharashtra	Irrigation	189.00
Hiran Water Resources Division	Govt of Madhya Pradesh	Irrigation	75.00
Arun 3 Hydroelectric Project*	SJVN Limited	Hydro Mechanical	172.00
Kundah Hydro Mech Project*	Govt of Tamil Nadu	Hydro Mechanical	92.10
Kutchh Canal Power, SSNN	Govt. of Gujarat	Hydro Mechanical and Civil	30.00
North Koel Reservoir	Government of India	Dam	30.54
Rwanda Irrigation	Rwanda Irrigation Board Africa	Irrigation	3.00
Manipur barrage Rs.41 cr and Others			41.00
UP and Rajsthan Jal Jeevan Mission			1924.00
# GST effect given * under considerataion for price revision			
Total			3357.64



Real Estate/Hydro division overview

Project	Details/ description	Status
Pallacia in Jaipur, Rajasthan in 100% subsidiary	Unique high-end RERA compliant apartments have a complete lifestyle experience with Luxury Living, Sprawling Clubhouse, 24 X 7 Security expertise with world class facilities – revenue recognition started in books	Completed handed over occupation
Om Enclave in Kota, Rajasthan	Residential township has flats, villas and apartments and provides residents a complete lifestyle experience with a shopping mall, multiplex and health club in its vicinity – revenue recognition recorded in books	Handed over partial project
MHADA project in Bandra, Mumbai in a Partnership firm	Development of Slum Rehabilitation and Residential Development Project in Bandra Reclamation. Claim for delay in project from MHADA is in arbitration process	In talks with architects, govt. agencies & developers for construction post approval
Land Bank in associates	Land bank in step subsidiary and associates in the process of monetization	Om infra recovering fund invested
Kameng hydro Arunachal (NEEPCO)	The long drawn argument on cost of repair and damages in projet settled by a resolution committee and our expenses and cost agreed to be settled	After Board approval rs.40 cr realization expected



Real Estate - current projects' status

Project	Palacia	Om Green Meadows	MHADA Project
Location	Jaipur, Rajasthan	Kota, Rajasthan	Mumbai, Maharashtra
Partner	100% ownership	100% ownership	DB Realty & Others -17.5% ownership
Project Type	Housing on 19135 sq mt land	Housing	Housing on 26000 sq mt land
Number of Units	152	338	TBD
Project Area (Sq. Ft)	6,46,150	4,45,972	2,50,000
Sold (Sq. Ft)	3,15,400 74 units	2,62,104	NA
Unsold (Sq. Ft)	3,30,750 78 units	1,84,868	2,50,000
Total Estimated Realisable Value (Rs Crores)	Rs 635 Crores	Rs 115 Crore	Rs 750 crores
Consideration of Sold Units (Rs Crores)	Rs 284 Crores	Rs 65 Crores	NA
Estimated Realisable for Unsold Units (Rs Crores)	Rs 351 Crores	Rs 50 Crores	Rs 750 Crores*

*Bandra MHADA project - tentative as per finalization of plan, FSI approval and subject to market conditions. Revenue is purely estimated.

The revenue projections are subjected to growth in real estate markets and sale of units and FSI approval (at decided rate and time). Debt in all these projects is appx 7 cr



Tapping new opportunities - steel silos

- Om Infra has received project from Food Corporation of India (FCI) for construction and development of 2 silos for storage of wheat on PPP mode, allowing concession for a period of 30 years
- Silos are to be constructed with 50,000 MT capacity each at four locations: Bhagalpur in Bihar, and near Siddhpur in Gujarat.
- In Gujarat and Bihar Silo projects - ground breaking & civil structures work at both the projects are in progress. Company is hopeful to achieve financial closure soon and COD in next 18-24 months to have monthly rentals from FCI Rs.12 cr per year for 30 years.

Sector opportunity - Modern steel silos to store food grains from 2025

- The Union Government has chalked out a plan for modernising storage of food grains in steel silos. By 2024-25, all food grains in the country likely to be stored in modern silos and conventional storage facilities will be phased out gradually
- Government is an action plan for construction of steel silos in the country for creation of 100 LMT capacity across the producing and consuming regions
- Few advantages of silos are that it occupies less space as compared to warehouses and is easier to maintain optimum grain storage conditions in the silo and better equipped to control the temperature and keep birds, molds and bugs



Exit

Bhilwara Jaipur toll road – Final relief from arbitrator

- Om Infra Limited done the development of the 212 km road project in Jaipur-Bhilwara Stretch. Private vehicles were made toll free with effect from 1/4/2018 by state govt and thus the Company terminated the concession agreement for breach of contract by Government and submitted claims of Rs 578 cr.
- The arbitrator after due hearings 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 against the interim award
- State Govt. took over the road on 15 June 2021 in compliance of High court order by making payment of Rs.191 crore; company's outgoing in debt servicing is relaxed as of now. Rs.191 cr has been deployed in loan and bank has not given/adjusted 16 Cr as interest for amount lying in escrow account and this has been challenged - awaiting court/arbitration order. Interest on delayed payment by PWD is also claimed from PWD as per High court order.
- Regular arbitration proceedings completed and final award pronounced by arbitrator allowing a claim of rs.579 cr as termination payment inclusive of interest(excluding debt due and paid) after series of hearings of respondent as well.

Packaging business

- The company had entered into this venture for manufacturing of closure for water PET bottles and Carbonated Soft Drinks (CSD) caps
- Plastic ban and NGT guidelines slowed down the sale of this business segment
- The company has sold some of the machines and is looking to completely close this division and business.

Experienced management team



**Mr D P Kothari -
Chairman**

- Heads the technical and execution group within the company
- His immense experience in executing turnkey projects contributes to the company's successful completion of projects
- Holds a Bachelors Degree in Mechanical Engineering.



**Mr Sunil Kothari – Vice
Chairman**

- Responsible for the financial matters of the Company, financial controller of the company
- Has over 20 years of experience
- Holds a Bachelors degree in Commerce & Masters in Business Administration



**Mr Vikas Kothari –
Managing Director &
CEO**

- Responsible for International business, project coordination, business development, quality control and foreign collaborations
- Bachelor of Engineering (Mech.) from University of Hartford, U.S.A.



Opportunities across water infra projects

The water led infrastructure push will open lots of orders for Infrastructure companies. Projects like Interlinkage of Rivers and Jal Shakti Abhiyaan will lead to building of many new dams and canals leading to healthy order flows for infrastructure companies in India

Hydro Power

- The outlook of India's hydropower generation looks promising with expected pace of industrialization in the country and Government's mission to provide 24x7 electricity to all
- The implementation of New Hydro Policy by Govt. in Mar-19, shall prove to be a milestone in growth of Hydro Sector
- Government's decision to re-classify large hydroelectric projects as renewable energy, tariff rationalization measures, notification of HPO as separate entity, budgetary support for enabling infrastructure will boost the sector
- The government plans to establish renewable energy capacity of 523 GW (including 73 GW from Hydro) by 2030

River Linking ,water, water supply and Irrigation

- These water infrastructure projects could cost Indian government around \$270 billion over the next 5 to 15 years period
- Of these, the major expenditure is expected to allocated to interlinking of river at \$168 billion
- In all, some 30 canals and 3,000 small and large reservoirs will be constructed with potential to generate 34 GW of hydroelectric power
- The overall implementation of Interlinking of Rivers would give benefits of 35 million hectares of irrigation, raising the ultimate irrigation potential from 140 million hectare to 175 million hectare.
- Company has received healthy order in UP and Rajasthan and as on today UP Jal Nigam LOI of 1051 villages received along with that of Rajasthan in the province Nokha and Khazuwala



Well placed to tap opportunities across segments

World class expertise and specialist in turnkey execution

Expertise enables to provide a gamut of hydro-mechanical equipment & spanning equipment supply, guarantee maintenance & services - one stop shop for clients

Ability to win marquee contracts

One of the few eligible contenders for large scale dam projects with key technical and R&D edge. All recent construction contracts completed within or ahead of schedule

Diversified in other high growth generating business

De-risked its business model with acquisitions in the core business and foraying into Real Estate and Infrastructure sector (silos)

Experience and long standing presence

Inhouse knowledge bank created through execution and operation of hydro projects and pool of skilled manpower who are well versed with topography and socio-economic conditions of the region.

Strong across allied water projects

Focus on tapping huge potential in Hydro Power, River Linking, pipe laying and irrigation by capitalizing on the government's plans of accelerating infrastructure projects

Decreasing Debt, High Cash Flow

Plan to reduce almost negligible term debt to facilitate healthy balance sheet and return ratios. Use high free cash flow to bag big ticket size projects and do organic growth in the core business



Financial highlights - Consolidated annual P&L

Particular (Rs. Crore)	FY22	FY21	FY20
Revenue from operations	313.03	235.6	187.0
COGS and Other operating expenditure	231.95	170.60	1468.90
Employee expenses	25.42	20.9	23.7
EBITDA	55.66	44.1	14.4
EBITDA margin (%)	17.78%	18.7%	7.7%
Other income	10.34	13.8	35.3
Depreciation	9.23	8.4	9.3
Interest	35.57	25.1	24.6
Profit before tax	10.86	24.4	15.8
Tax	9.63	13.1	-
Profit after tax	8.48	11.3	15.8
Profit/(Loss) from discontinued operations	11.33	(0.6)	(0.5)
Share of profits from associates and JV	6.66	0.2	(0.1)
Total profit for the period	26.46	10.9	15.2
Total profit margin (%)	2.7%	4.6%	8.1%
Earnings Per Share (Rs.)	2.79	1.07	0.78



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THANK YOU

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