



# OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

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Date: 14<sup>th</sup> February, 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: 2024.02.14

13:22:16 +05'30'

Vikas Kothari

Managing Director & CEO

DIN : 00223868



# Investor Presentation

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Q3 & 9MFY24



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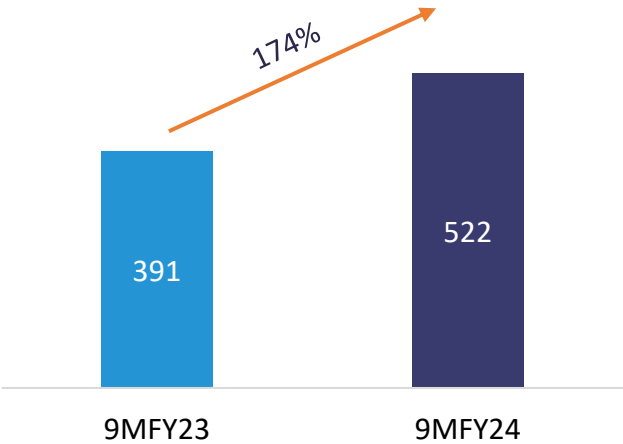
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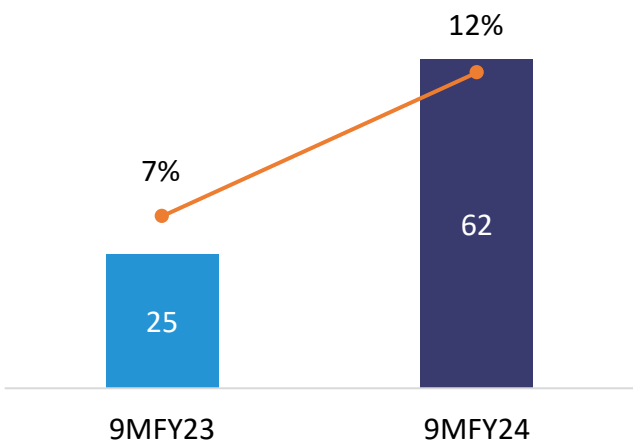
- 1 Key Highlights
- 2 Company Overview
- 3 Liquidity Events in the Offing
- 4 Financial Highlights

Standalone

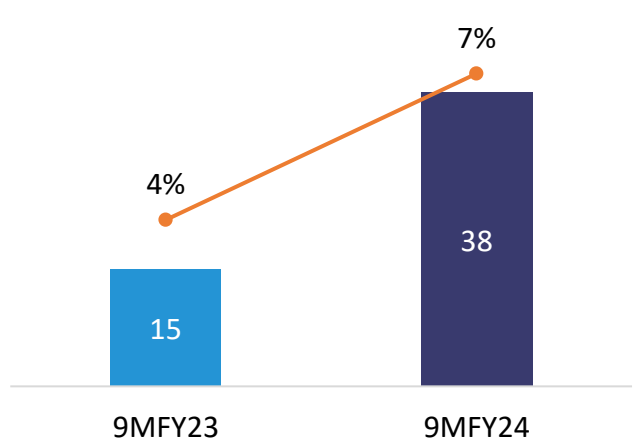
### Net Revenue (Rs Cr)



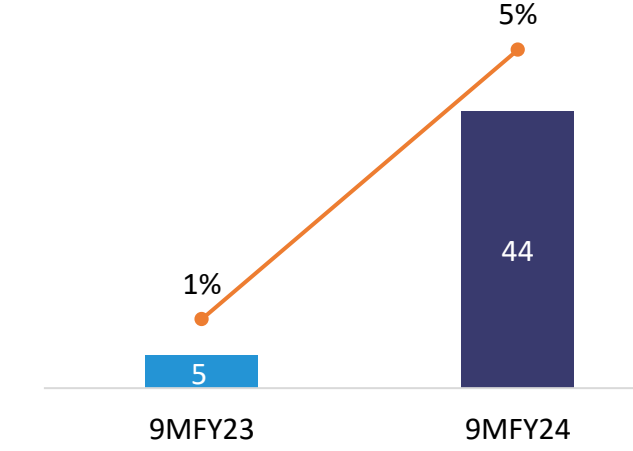
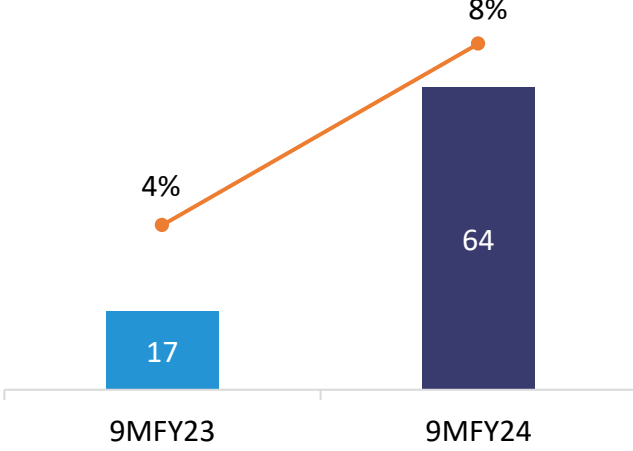
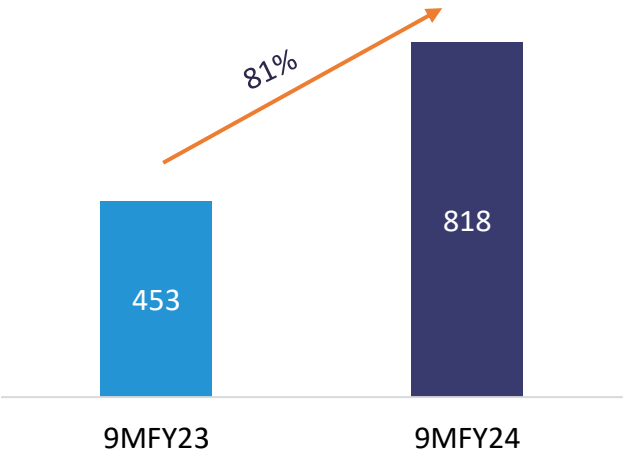
### EBITDA (Rs Cr) & EBITDA Margin (%)



### PAT (Rs Cr) & PAT Margin (%)



Consolidated

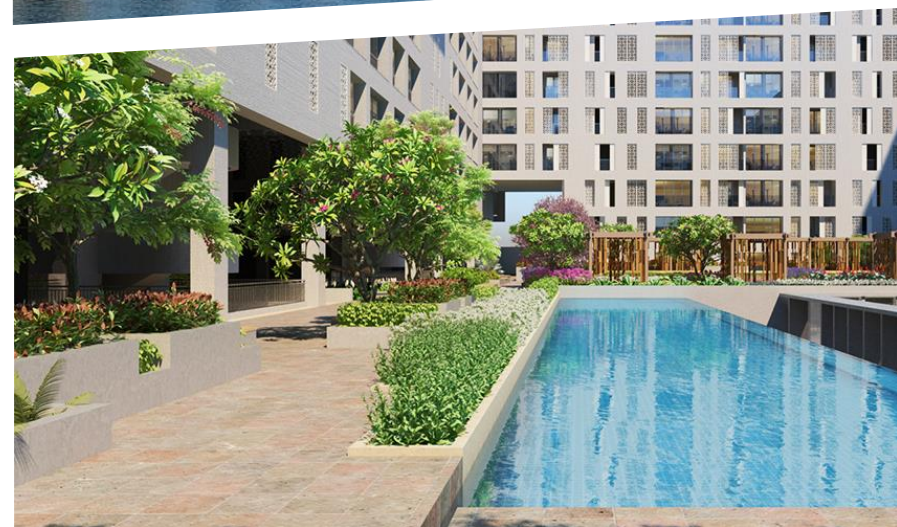


## Accounting Considerations:



- **Engineering:** Execution of Jal Jeevan Mission (JJM) projects (in UP and Rajasthan, bagged in Q4FY22) progressing at expected pace. These projects typically earn an EBITDA Margin in the range of 12-15% over the life of the project as against 18-20% margin earned by Hydro & Other Water Projects. Execution of other Hydro & Water projects is progressing well too.
- **Real Estate:** The Real Estate sector has experienced a robust increase in sales, yet under the IND AS 115 accounting standard, income is recorded upon project completion, leading to periodic volatility in operating margins as certain costs are consistently recognized, resulting in higher operating profits during periods of revenue recognition.

## Q3FY24 Performance:

- **Execution momentum continued** across both Engineering and Real Estate segments, with revenue growth of 24% YoY to Rs 245 Cr and 140% YoY to Rs 27 Cr respectively in Q3FY24
- **Engineering business profitability maintained with EBIT margin at ~11% in Q3FY24**
- In Q3FY24, unbilled revenue have been considered for those items whose billings is scheduled in January-24.
- Higher Other Income on account of sale of land parcel in the subsidiary co. Gujarat Warehousing Pvt Ltd, aided net profit in Q3FY24
- **Robust Order Book of Rs. 2,498 Cr, forming ~3.1x of FY23 Revenue**



# Arbitration Amount Received to the tune of Rs 64 Cr in 9MFY24

Projects	Explanation	Current Status	Received Date	Amount
<b>Neepco (Kameng Hydro, Arunachal Pradesh)</b>	<ul style="list-style-type: none"> <li>The long-drawn disputes in an SPV where we have 60% share in the project settled by a resolution committee and our expenses and cost agreed to be settled with release of BG (already released BG worth Rs 21 Cr).</li> </ul>	Rs 18 Crs	Q1 FY24	 Amount Received
<b>NTPC Tapovan</b>	<ul style="list-style-type: none"> <li>In Tapovan, Vishnugarh, the company had won an arbitration award on account of delay on the part of NTPC which has been challenged by NTPC in the High court. NTPC has deposited full amount in the High court under protest.</li> <li>NTPC has paid the 65% of arbitration amount under Vivad Se Viswas Scheme</li> </ul>	Rs 46 Cr	Q3 FY24	 Amount Received
<b>Total</b>		<b>Rs 64 Cr</b>		

# Standalone Financials – Q3 & 9MFY24

Standalone (Rs Cr)	Q3FY24	Q3FY23	9MFY24	9MFY23	FY23
<b>Net Sales</b>	<b>252.0</b>	<b>201.3</b>	<b>773.7</b>	<b>391.4</b>	<b>719.8</b>
Raw Material Costs	129.6	117.7	327.2	203.4	335.9
Employee Expenses	8.6	7.8	24.8	20.4	27.6
Other Operating Expenses	106.3	60.3	352.1	142.3	299.4
<b>EBITDA</b>	<b>7.5</b>	<b>15.4</b>	<b>69.7</b>	<b>25</b>	<b>56.8</b>
<b>EBITDA Margin (%)</b>	<b>3.0%</b>	<b>7.7%</b>	<b>9.0%</b>	<b>6.5%</b>	<b>7.9%</b>
Other Income	19.3	2.4	30.0	10.0	29.0
Depreciation	1.9	1.6	5.0	4.7	7.2
Interest Expenses	5.7	6.5	17.6	18.1	26.3
<b>Profit Before Tax</b>	<b>19.1</b>	<b>9.9</b>	<b>77.1</b>	<b>12.6</b>	<b>52.3</b>
Tax	5.2	-4.3	24.9	-2.6	18.8
<b>Profit After Tax</b>	<b>13.9</b>	<b>14.1</b>	<b>52.1</b>	<b>15.2</b>	<b>33.5</b>
<b>PAT Margin (%)</b>	<b>5.5%</b>	<b>7.0%</b>	<b>6.7%</b>	<b>3.9%</b>	<b>4.7%</b>
Profit/(loss) from discontinuing operations	0.0	0.0	0.0	0.0	0.0
<b>Reported Profit</b>	<b>13.9</b>	<b>14.1</b>	<b>52.1</b>	<b>15.2</b>	<b>33.5</b>



# Consolidated Financials – Q3 & 9MFY24

Consolidated (Rs Cr)	Q3FY24	Q3FY23	9MFY24	9MFY23	FY23
<b>Net Sales</b>	<b>271.5</b>	<b>209.2</b>	<b>818.1</b>	<b>452.5</b>	<b>799.2</b>
Raw Material Costs	146.0	128.4	366.0	264.9	423.4
Employee Expenses	9.1	8.4	26.3	21.9	29.7
Other Operating Expenses	114.2	62.5	362.2	149.1	308.5
<b>EBITDA</b>	<b>2.2</b>	<b>9.9</b>	<b>63.7</b>	<b>16.6</b>	<b>37.5</b>
<b>EBITDA Margin (%)</b>	<b>0.8%</b>	<b>4.7%</b>	<b>7.8%</b>	<b>3.7%</b>	<b>4.7%</b>
Other Income	19.6	2.8	30.9	10.5	29.8
Depreciation	1.9	1.6	5.1	4.7	7.2
Interest Expenses	7.8	6.6	19.9	19.1	27.8
<b>Profit Before Tax</b>	<b>12.1</b>	<b>4.6</b>	<b>69.6</b>	<b>3.3</b>	<b>32.3</b>
Tax	5.9	4.1	25.7	1.9	19.3
<b>Profit After Tax</b>	<b>6.1</b>	<b>8.6</b>	<b>43.9</b>	<b>5.2</b>	<b>13.0</b>
<b>PAT Margin (%)</b>	<b>2.2%</b>	<b>4.2%</b>	<b>5.4%</b>	<b>1.1%</b>	<b>1.6%</b>
Share of profit/(loss) from associates and JVs	0.0	0.0	0.2	0.0	-0.1
Profit/(loss) from discontinuing operations	0.0	0.0	0.0	0.0	0.0
<b>Reported Profit</b>	<b>6.1</b>	<b>8.7</b>	<b>44.1</b>	<b>5.2</b>	<b>12.9</b>

# Company Overview



## Healthy Profitability

Leadership position in core business of Turnkey execution contracts for Hydro Mechanical Equipment for Hydro Power & Irrigation projects, thereby generating Healthy Profit Margins and Free Cashflows

## Technically Qualified

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

## Execution Track Record

Executed more than 100 projects in India and abroad over last 5 decades

## Strong Execution Team

White collar manpower strength of 500 people, comprising of 20 technocrats and 20 qualified professionals

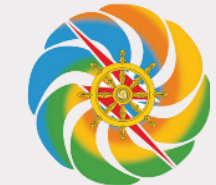
## Key Products

- **Gates:** Radial, Vertical, Stoplog, Draft Tube Gates
- **Liners:** Steel, Penstocks and Pressure Shaft
- Trash Racks and Cleaning Machines
- All types of Cranes
- Mechanical and Hydraulic Hoists
- Steel Bridges and Walkways
- Remote Control, Automation and SCADA systems

## Key Services

- **Turnkey Solutions:** Installations, Testing and Commissioning
- **Maintenance:** Long-Term, Short-Term O&M, including On-Site
- **Training:** Manpower training
- **Service:** Repair and Refurbishments works for existing & old power plants
- Complete Redesign / Overhaul and Replacements works for equipment

## Marquee Clients



Punjab Water Regulation & Development Authority

Government of Gujarat



**C P Kothari**

## **Chairman Emeritus**

- With the company for almost 50 years; Playing key role in the overall growth of the Company.
- Vast Industry Experience of 50 years and holds a Bachelor's degree in Commerce.



**D P Kothari**

## **Chairman**

- With immense experience in execution of Turnkey Projects, he leads the Technical and Execution group within the company.
- Holds a Bachelor's degree in Mechanical Engineering.



**Sunil Kothari**

## **Vice Chairman**

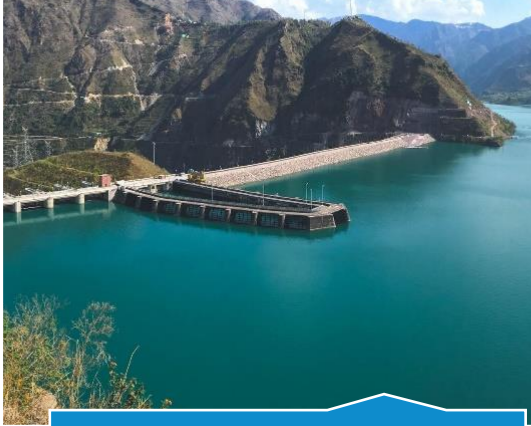
- Responsible for all financial matters in the Company; Has more than 35 years of experience.
- Holds a Bachelor's degree in Commerce & Masters in Business Administration.



**Vikas Kothari**

## **Managing Director & CEO**

- Over 20 years of experience in managing and developing international business, project collaborations and expanding domestic infrastructure EPC business in newer sectors.
- Engineering graduate from University of Hartford, USA and Masters in Management from IIM-Bangalore with executive programs from ISB and Harvard Business School.



## Koldam Hydro Electric Project

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



## Rangandi Hydro Electric Project

- 405 MW project in a difficult and inaccessible terrain
- Remote site with logistical challenges



## Prakassam Barrage Project

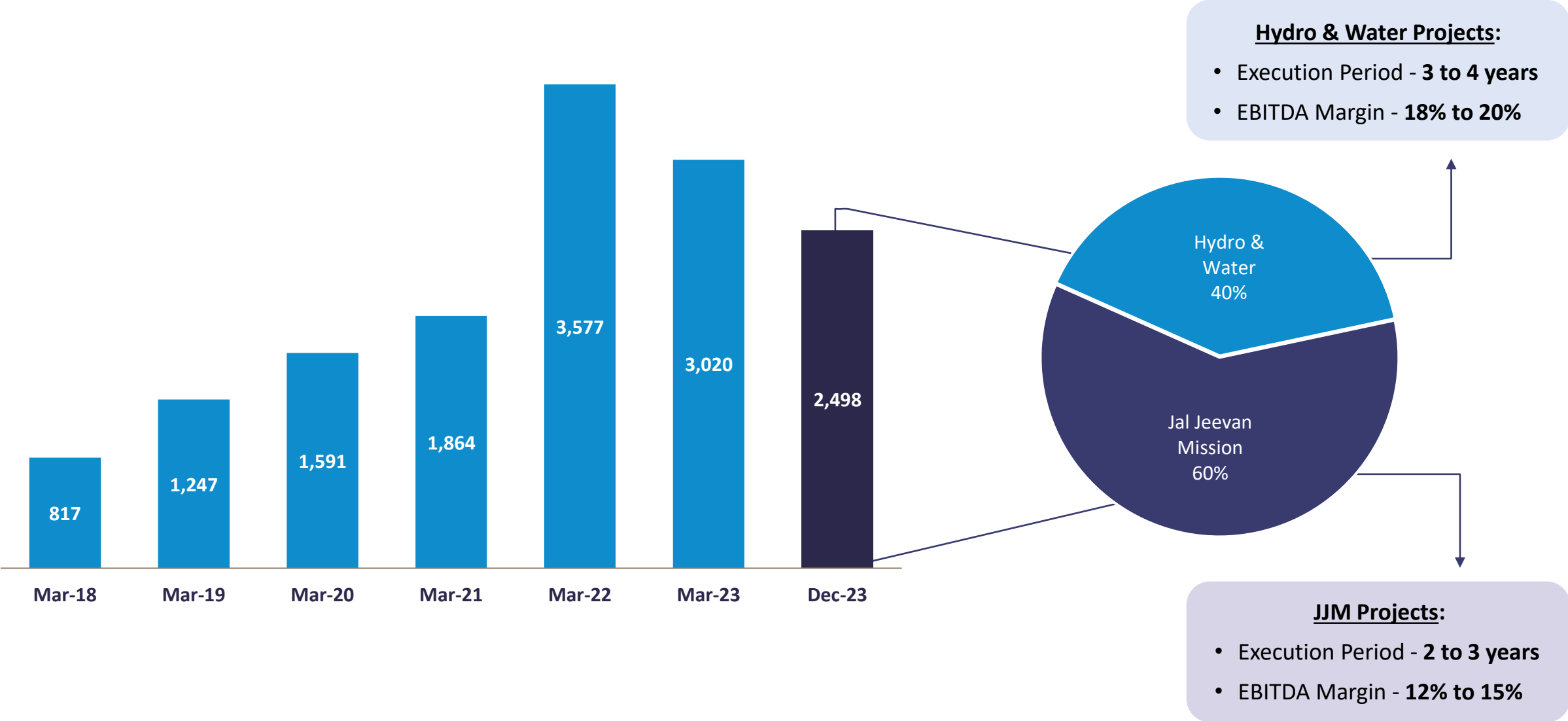
- 70 old rusted gates to be replaced with new ones with heavy traffic on barrage
- Complex project with tight construction schedule



## Gosikhurd Dam Project

- Execution of one of the largest radial gates in the world in a large quantity (33 nos.)
- Short timeline given by the client

# Healthy Order Book of Rs 2,498 Cr, forming ~3.1x of FY23 Revenue



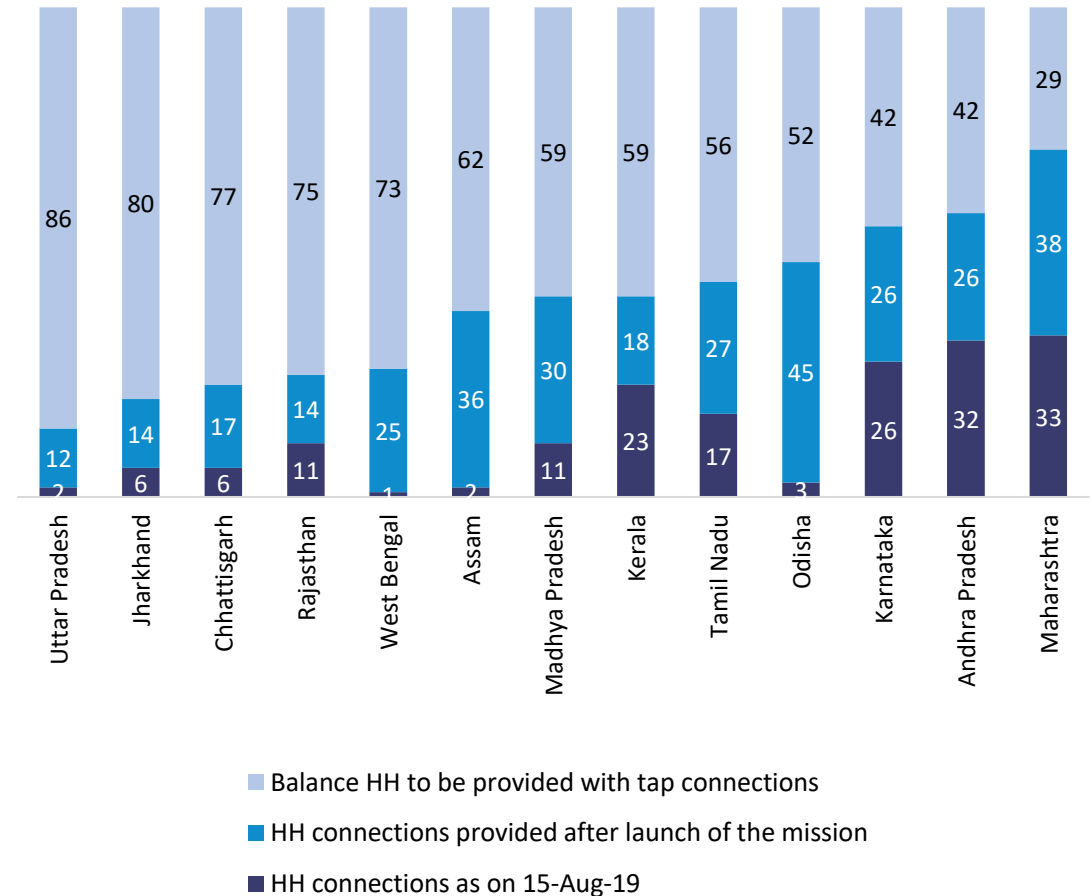
Project	Client	Unexecuted (Rs Cr)
<b>Jal Jeevan Mission (JJM)</b>		<b>1,490</b>
- Uttar Pradesh	SWSM – Namami Gange and Rural Water Supply Dept.	750
- Rajasthan	Public Health Engineering Dept.	740
<b>Hydro &amp; Water</b>		<b>1,008</b>
- Shapurkandi Power Project	WRD Punjab	355
- Isarda Dam Irrigation Project	Govt. of Rajasthan	200
- Amravati Irrigation Project	Govt. of Maharashtra	140
- Kundah Pump Storage Power Project	Govt. of Tamil Nadu	105
- Arun 3 Hydroelectric Project, Nepal	SJVN Limited	90
- Manipur Barrage and Others	Manipur State	40
- North Koel Reservoir	Govt. of India	13
- Kutchh Canal Power Project, SSNNL	Govt. of Gujarat	10
- Hiran Water Resource Division	Govt. of Madhya Pradesh	10
- Rwanda Irrigation	Rwanda Irrigation Board Africa	6
- Others		40
<b>Total Engineering</b>		<b>2,498</b>



- The focus of the mission is to enable **every household** in villages to have **Functional Household Tap Connection (FHTC) (Har Ghar Jal)** by 2024
- With this, each household will have **potable water supply in adequate quantity** (at least 55 lpcd)
- Huge Potential in several states where **25% - 85% coverage remains to be installed**
- Union Budget 2023-24 allocated **Rs 700 Bn** towards effective implementation of **‘Har Ghar Jal’**

**Om Infra had received orders under the JJM for Rajasthan and Uttar Pradesh, totaling ~Rs. 2,000 Cr, where work has progressed well and is bidding for more such projects**

**States where large number of Households yet to get FHTC**



## Hydro Power

- India's Demand for Energy is expected to grow significantly led by expected growth in industrial and commercial activity in the coming years.
- Installed RE capacity has increased at a fast pace to its current 119GW with plans to reach **450 GW of installed RE capacity by 2030**. Hydro potential assessed to be about **150 GW which is 3x** of the current installed capacity at ~ 50GW.
- The peak power demand in India stood at 210.8 GW in 2022, and is **expected to grow to 690 GW by 2036; Hydro power happens to be the most stable form of energy generation to support peak demand.**
- **The New Hydro Policy (Mar'19)** shall prove to be a milestone in growth of Hydro Sector. Other key positives like re-classify large hydroelectric projects as renewable energy, tariff rationalization measures, notification of HPO as separate entity, budgetary support for enabling infrastructure, likely to boost the sector.

## River Linking, Water, Water Supply and Irrigation

- These water infrastructure projects could cost Indian government around **\$270 Bn** over the next 5 to 15 years
- Of these, the major expenditure is expected to be allocated to **interlinking of river at \$168 Bn**
- 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 Mn hectares of irrigation raising the ultimate irrigation potential from 140 Mn hectare to 175 Mn hectare

*Om Infra, with its demonstrated track record and leading position in the Hydro & Water infrastructure space, is well-placed to capitalise on the burgeoning opportunities.*

*Healthy Order Book of ~Rs 1,008 Cr*



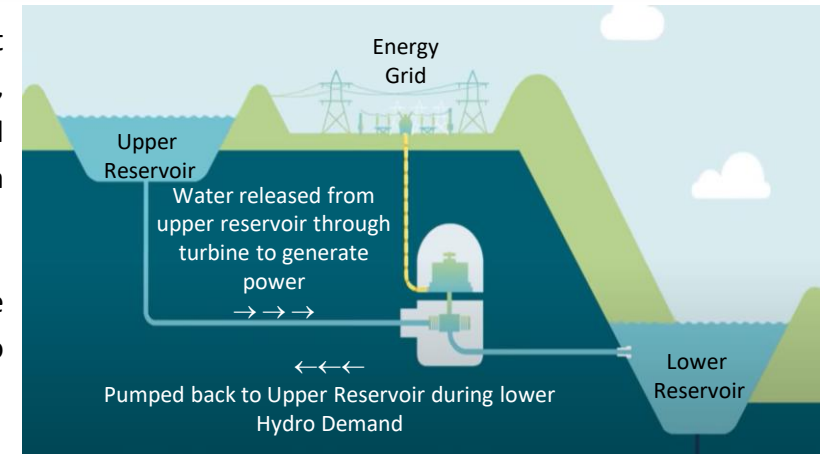
India aims to achieve **Net-Zero Carbon Emissions by 2070** and towards that, **500 GW of Renewable Energy (RE) Capacity by 2030** (134 GW in 2019)...

...To accommodate the RE, India will need **18.8 GW of PSP** and **257.8 GW of Battery Energy Storage Systems**



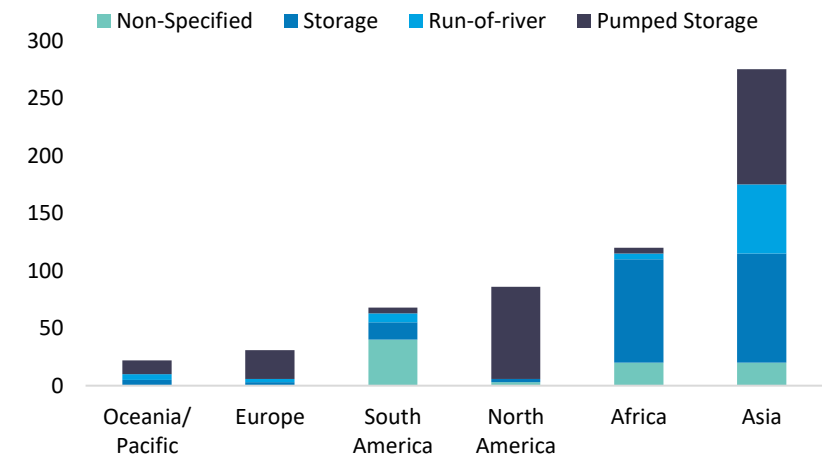
## How it works and why it is needed

- PSPs uses energy to pump up water at higher level and then let it descend and produce electricity when needed. During low demand, the water is pumped into the higher reservoir (charge/recharge) and when demand is high, the water is released to drive a turbine in a powerhouse and feed electricity into the grid (discharge).
- Reduces fluctuations in electricity supply and demand; Cost-effective way to integrate variable energy sources such as wind and solar into the grid; Economical solution for large-scale energy storage



## Huge opportunity in India

- India has been a laggard with only ~4.7GW of PSP as compared to ~36 GW in China, 22 GW in USA and Japan each.
- As the share of RE (intermittent energy source) **increases to 50% by 2030**, there will be a need for storage system to provide energy when Wind and Solar will not be operating peak capacity.
- The Government has identified huge opportunities in PSPs and **estimates potential of 103 GW**. As per CEA (Jan'22), 2.8 GW of PSPs are under construction, whereas 24 GW of PSPs are under different stages of development.



# Liquidity Events in the Offing

A) Real Estate – Current Projects	Rs 330 Cr	Estimated Timeline
<ul style="list-style-type: none"> <li>▪ Pallacia, Jaipur</li> <li>▪ Om Green Meadows, Kota</li> </ul>	Rs 300 Cr Rs 30 Cr	2 to 3 years
B) Real Estate – Landbank	As per development plan and sharing ratio	
<ul style="list-style-type: none"> <li>▪ Bandra, Mumbai (MHADA)</li> </ul>	4 to 5 years	
C) Arbitration Awards	Rs 587 Cr	
<ul style="list-style-type: none"> <li>▪ Bhilwara Jaipur Toll Road</li> </ul>	Rs 587 Cr	3 to 4 years
Total Estimated Cashflow (A+C)	Rs 917 Cr	

Note: 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 only Rs 5 Cr

Project	Pallacia, Jaipur	Om Green Meadows, Kota
Description	Unique high-end RERA compliant apartments have a complete lifestyle experience with Luxury Living	Residential township has flats, villas and apartments and provides residents a complete lifestyle experience
Partner	100% Ownership	100% Ownership
Project Type	Housing on 19,135 Sq Mt	Housing (14,310 Sq Mt)
No. of Units	152	338
Project Area (Sq. Ft)	6,46,150	3,53,814 (BUA)
Sold (Sq. Ft)	3,49,800	2,53,442
Unsold (Sq. Ft)	2,96,350	1,00,372
<b>Total Estimated Realizable Value</b>	<b>600 Cr</b>	<b>110 Cr</b>
<b>Consideration of Sold Units</b>	<b>313 Cr</b>	<b>76 Cr</b>
Consideration Collected	288 Cr	61 Cr
Revenue Recognised	125 Cr	20 Cr
<b>Estimated Realisable for the Project</b>	<b>300 Cr</b>	<b>30 Cr</b>
Estimated Recognisable Revenue	475 Cr	85 Cr

### Bandra, Mumbai (MHADA) – Slum Rehabilitation and Residential Development Project



- Om Infra (35% stake) along with a Consortium was allocated FSI on a plot of land for redevelopment (SRA) by MHADA in the year 2006 for Rs 106 Cr
  - The FSI allotted allowed for development of ~200,000 sq.ft, which under the revised CRZ Regulations, was increased in around year 2017 and accordingly the **saleable area increased to ~2 million sq. ft, subject to approval of design and drawings and owner-developer sharing ratio with any reputed builder/developer**
  - Since this was a large project, we tied up with DB Realty, post which our **stake reduced to 17.5%**
  - Due to various reasons, the consortium appealed to the arbitration against MHADA, and the matter is **finally heard, and award is received with FSI enhancement subject to premium payable at applicable rates. The consortium has further appealed for the arbitration award for certain revision.**
  - It is anticipated that post the outcome of the matter, **~2 Mn sq. ft. may be available for building having an estimated handsome realizable value of our share** as per current market rates subject to sharing ratio determined with reputed builder/developer
- \* Tentative as per finalization of plan, FSI approval and subject to market conditions. Revenue is purely estimated

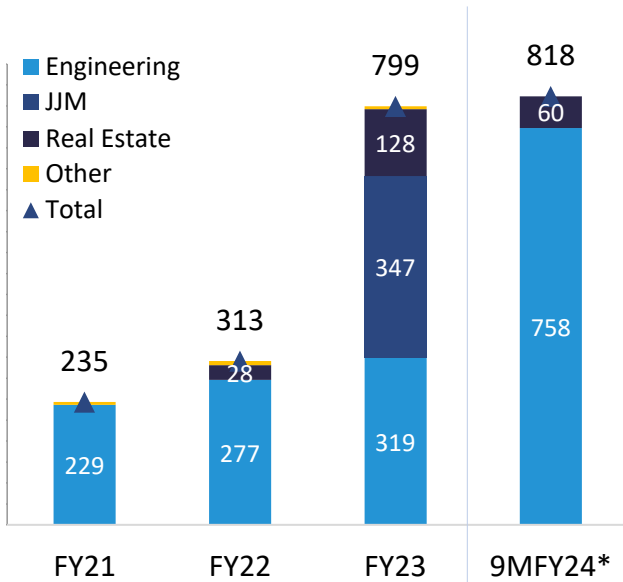
## C) Arbitration Awards Worth ~Rs 587 Cr

Project	Explanation	Current Status	Amount (Rs Cr)
<b>Bhilwara Jaipur Toll Road ( BJTPL)</b>	<ul style="list-style-type: none"> <li>Om Infra developed the 212 km road project in Jaipur Bhilwara Stretch</li> <li>Private vehicles were made toll free effective 1-Apr-18 by the State Govt. and thus the Company terminated the concession agreement for breach of contract and submitted its claims</li> <li>After a series of hearings at the arbitrator level, a final judgement has been pronounced authorizing a claim of Rs 587 Cr as termination payment inclusive of interest (excluding debt due and paid Rs 191 Cr)</li> </ul>	PWD deposited 10% of arbitration award amount before challenging the award and their appeal in commercial court dismissed	587
<b>Silo Project in Gujarat FCI</b>	<ul style="list-style-type: none"> <li>Due to project cost rise and land issues, the project in Gujarat /Bihar got terminated and mediation process and arbitration invoked for compensation. Land bought is available with the Company and is free of any encumbrance.</li> </ul>	Major portion of the land in Gujarat has been sold; Exploring buyer in Bihar.	-
<b>Total</b>			<b>587</b>

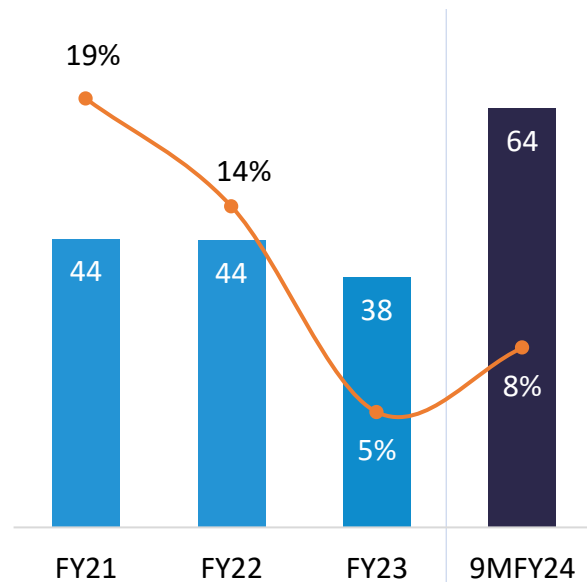


# Financial Highlights

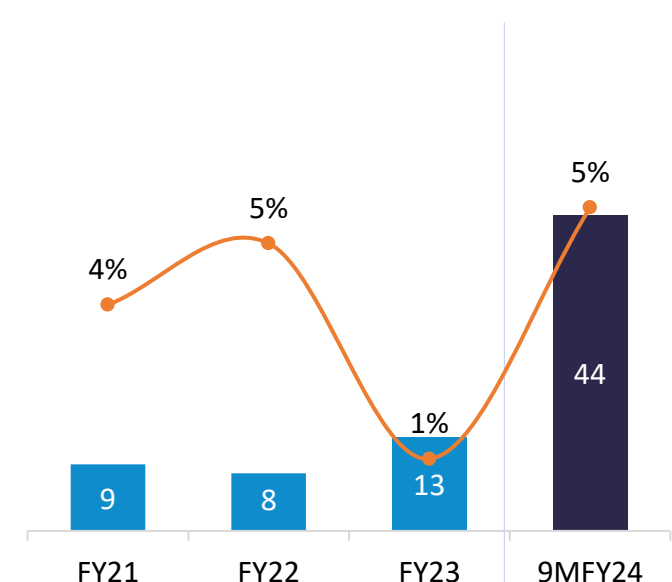
## Net Revenue (Rs Cr)



## EBITDA (Rs Cr) & EBITDA Margin (%)



## PAT (Rs Cr) & PAT Margin (%)



- **FY22** - EBITDA Margin impacted by higher raw material prices, mainly Steel, and the lag effect in pass through of cost escalations.
- **FY23** - EBITDA Margin continued to be impacted by higher input costs, contribution from **JJM project started which typically garners margin of 2% - 15%**, and accounting of the **inventory carrying cost and other value addition expenses in Pallacia** (Real Estate project in Jaipur) **against revenue** recognition as an outcome of sale deed execution (The CC was received in FY23).

\*Rs.758 Cr includes Net Revenue from Engineering, JJM & Others

Consolidated (Rs Cr)	FY21	FY22	FY23	9MFY24
<b>Net Sales</b>	<b>235.6</b>	<b>313.0</b>	<b>799.2</b>	<b>818.1</b>
Raw Materials	129.5	197.9	423.4	366.0
Employee Expenses	20.9	25.4	29.7	26.3
Other Operating Expenses	41.3	46.1	308.5	362.2
<b>EBITDA</b>	<b>43.9</b>	<b>43.6</b>	<b>37.5</b>	<b>63.7</b>
<b>EBITDA Margin (%)</b>	<b>19%</b>	<b>14%</b>	<b>5%</b>	<b>7.8%</b>
Other Income	13.8	10.3	29.8	30.9
Depreciation	8.4	7.5	7.2	5.1
Interest Expenses	26.4	35.6	27.8	19.9
<b>Profit Before Tax</b>	<b>22.8</b>	<b>10.9</b>	<b>32.3</b>	<b>69.6</b>
Tax	13.5	2.4	19.3	25.7
<b>Profit After Tax</b>	<b>9.2</b>	<b>8.5</b>	<b>13.0</b>	<b>43.9</b>
Share of profit/(loss) from associates and JVs	0.2	6.7	(0.1)	0.2
Profit/(loss) from discontinuing operations	-0.6	11.3	0.0	0.0
<b>Reported Profit</b>	<b>8.9</b>	<b>26.5</b>	<b>12.9</b>	<b>44.1</b>
<b>EPS (Rs/share)</b>	<b>0.9</b>	<b>2.7</b>	<b>1.1</b>	<b>4.4</b>

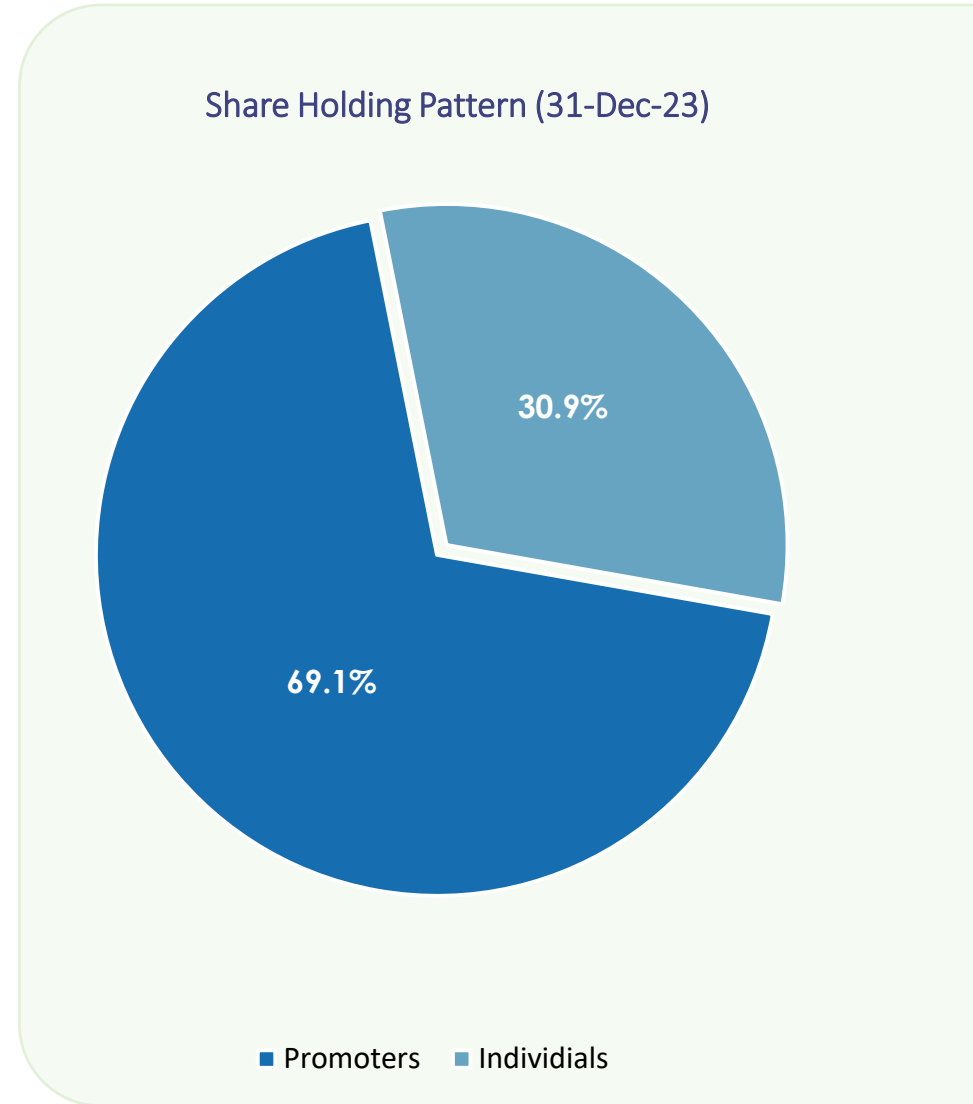
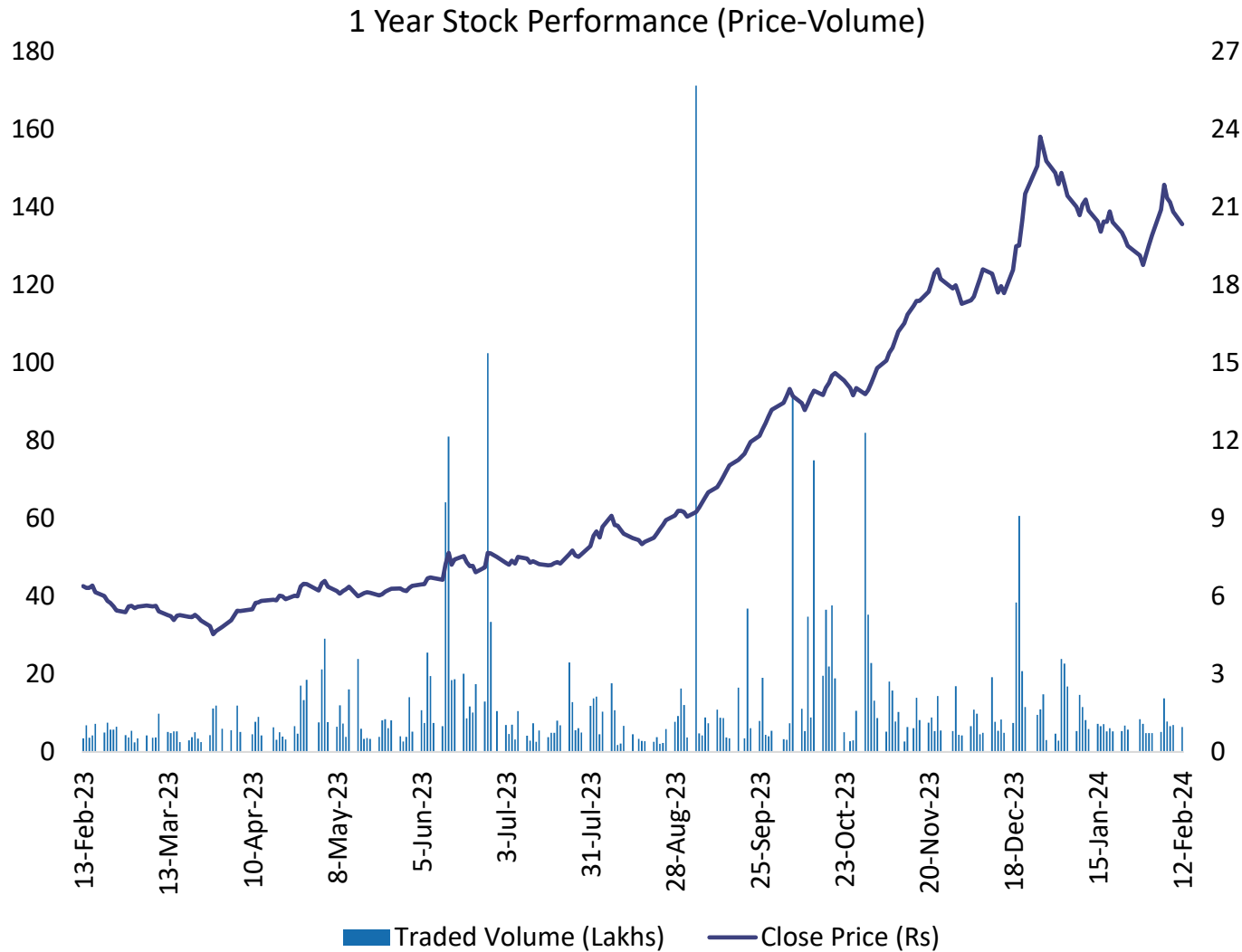
EBITDA Margin impacted by higher raw material prices, mainly Steel, and the lag effect in pass through of cost escalations

EBITDA Margin continued to be impacted by,

- Higher input costs
- Contribution from the JJM project which garners margin of 12% - 15%
- Inventory carrying cost and other value addition expenses in Pallacia (Real Estate project in Jaipur) against revenue recognition as an outcome of sale deed execution. The CC has been received in FY 23

Liabilities (Consolidated Rs Cr)	Mar-21	Mar-22	Mar-23	Sept-23
<b>Total Equity</b>	<b>627.1</b>	<b>661.1</b>	<b>682.6</b>	<b>713.8</b>
Share Capital	9.6	9.6	9.6	9.6
Other Equity	617.4	651.5	673.0	704.2
<b>Non-Controlling Interest</b>	1.6	-0.1	45.6	44.7
<b>Non-Current Liabilities</b>	<b>96.6</b>	<b>89.4</b>	<b>73.9</b>	<b>62.0</b>
Borrowings	39.2	49.9	40.5	20.6
Other Financial Liabilities	22.7	12.7	9.7	7.2
Other Non-Current Liabilities	34.7	26.7	23.6	34.2
<b>Current Liabilities</b>	<b>448.8</b>	<b>448.8</b>	<b>737.6</b>	<b>750.3</b>
Borrowings	73.2	64.4	84.9	69.3
Trade Payables	80.8	111.4	179.2	168.2
Other Current Liabilities	294.9	273.0	473.5	512.7
<b>Total Liabilities</b>	<b>1174.1</b>	<b>1199.3</b>	<b>1539.6</b>	<b>1570.8</b>

Assets (Consolidated Rs Cr)	Mar-21	Mar-22	Mar-23	Sept-23
<b>Non-Current Assets</b>	<b>256.1</b>	<b>257.2</b>	<b>584.4</b>	<b>603.5</b>
Property, Plant and Equipment	75.1	85.0	76.8	81.4
Capital WIP	3.7	9.0	10.9	14.5
Investment in Property	52.1	52.0	56.8	56.8
Other Non-Current Assets	125.2	111.2	440.0	450.9
<b>Current Assets</b>	<b>918.0</b>	<b>942.1</b>	<b>955.3</b>	<b>967.3</b>
Inventories	594.1	658.6	543.7	554.9
Debtors	108.6	86.1	241.9	220.2
Cash Eq. and Bank	48.5	44.4	74.7	89.8
Loans	107.6	108.4	5.2	5.1
Other Current Assets	59.2	44.5	89.8	97.2
<b>Total Assets</b>	<b>1174.1</b>	<b>1199.3</b>	<b>1539.6</b>	<b>1570.8</b>



# Thank You

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