



OM METALS INFRAPROJECTS LIMITED

CIN: L27203RJ1971PLC003414

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Date: February 19, 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 on Un-audited Financial Results for the Quarter & Nine months ended 31st December, 2019

Please find enclosed herewith the presentation on the Un-audited Financial Result for the Quarter & Nine months ended 31st December, 2019.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For Om Metals Infraprojects Limited



Reena Jain
Company Secretary



OM METALS
INFRAPROJECTS LTD

Investor Update – Q3FY20 & 9MFY20

Om Metals Infraprojects - Company Overview

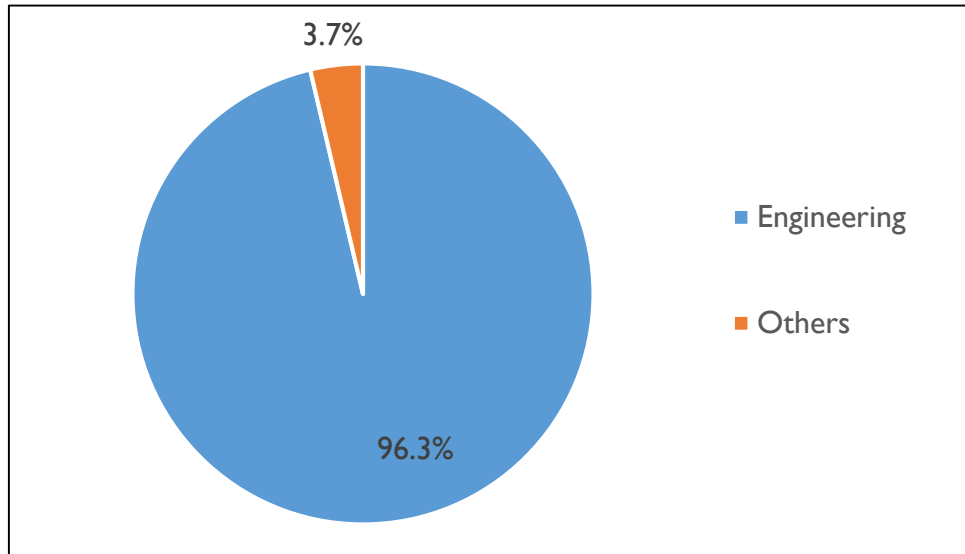
- Established in 1971, this leading conglomerate is present into Construction of EPC projects in Hydro Mechanical projects, Irrigation projects, Canal & Dams projects and Development of Real Estate projects
- The EPC contracts work include civil construction, designing, engineering, procurement, fabrication, 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 working on 17 construction projects with total contract value of Rs 3355.4 crores (OMIL Share – Rs 2663.3 crore)
- 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 (two projects in Africa and one project in Nepal)
- Two Real Estate projects are under progress across Jaipur, Kota with sellable area of over A Million sq ft and one is in implementation stage at Mumbai with the total expected saleable area over 2.5 lakh sq ft (Om's share)
- Unexecuted orderbook stands at Rs 1770.9 crores (OMIL share) as on 14th Feb 2020

Profit & Loss Statement (Q3FY20 & 9MFY20– Consolidated)

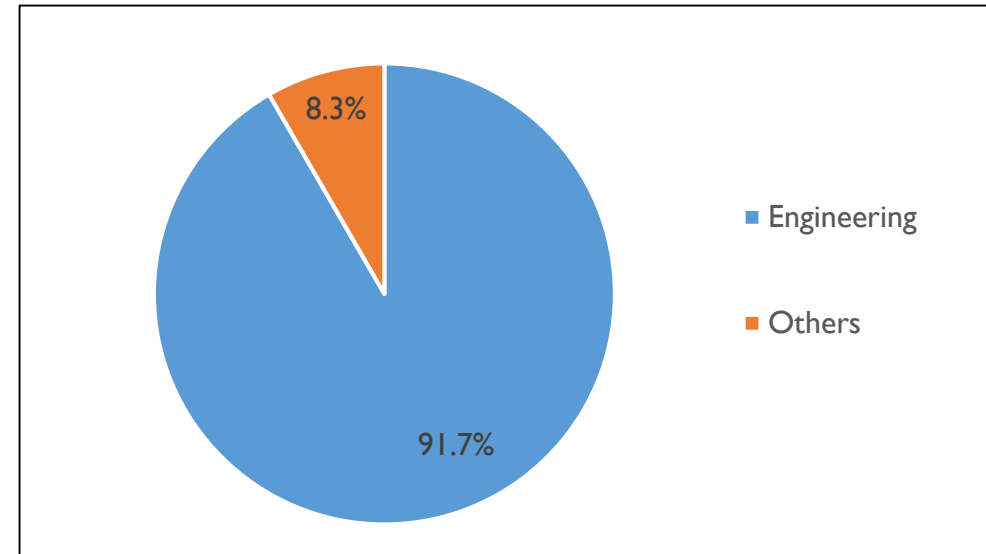
Rs Crore	Q3FY20	Q3FY19	9MFY20	9MFY19
Revenue from Operations	27.58	57.24	128.80	161.80
Total Expenditure	34.76	51.29	119.40	129.59
EBITDA	-7.18	5.95	9.40	32.21
Other Income	6.37	19.32	10.27	24.61
Depreciation	1.83	2.25	5.92	7.54
EBIT	-2.64	23.02	13.76	49.27
Interest cost	4.18	14.15	16.12	27.68
Profit Before Tax	-6.82	8.87	-2.36	21.59
Tax	-2.36	0.93	0.95	6.09
Profit after Tax	-4.46	7.95	-3.31	15.50
Net Profit/Loss from discount. op after tax	-0.09	-0.07	-0.48	-0.82
Share of Profit/Loss from Associates/JVs	0.88	0.00	4.19	-0.30
Net Profit	-3.66	7.88	0.40	14.37
EBITDA Margin	-26.0%	10.4%	7.3%	19.9%
Net Profit Margin	-13.3%	13.8%	0.3%	8.9%

Segmental Revenue Break-up

Q3FY20



9MFY20



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

Contracts Details - Unexecuted Order-Book at Rs 1771 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	57.1	Mar-20	100%
2	Koshi Canal System, Rampur	Govt of Uttar Pradesh	Uttar Pradesh	Dam/barrage	423.8	241.4	Mar-22	100%
3	Ujjain Smart city	Govt of Madhya Pradesh	Madhya Pradesh	EPC – smart city	119.0	7.9	Dec-20	50%
4	Vyasi Hydro Mech	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	24.8	Mar-22	100%
6	Mpanga Irrigation	Government of India	Rwanda (Africa)	Irrigation	53.7	44.4	Mar-21	51%
7	Kpong Irrigation	World Bank	Ghana (Africa)	Irrigation	51.7	13.0	Aug-20	51%
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	Upper Beda Reservoir	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	13.5	0.7	Mar-20	100%
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		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%
17	Pench Diversion Project	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	78.9	78.9	Dec-23	30%
	Total				2663.3	1770.9		

* as on 14th Feb 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 enhanced scope of work under cabinet approval) are expected to be completed by March 2020
- Vikram Udyogpuri Ujjain project (smart city project) is expected to be completed 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), 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
- 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 12-15 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
Asvita	Hyderabad	Mahindra Lifespaces	Housing	52	88,000

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	185,500	2,60,472	107	42	65
Palacia	238760	4,07390	666	207	459
Bandra MHADA*	-	2,50,000	750	0	*750
Asvita	82,000	6,000	40	38	2
Total			1,563	287	1276

- Note: *Bandra Mhada project – as per finalization of drawing plan and FSI approval
- The revenue projections are subjected to growth 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
- 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 will strengthen cash flow handsomely
- Regular arbitration proceedings as per Arbitration act is going on and claim of termination payment of Rs 578 crore is in process of 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, considering that the realty market to do considerably well, 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
- The unit sale in Ashvita - Hyderabad is complete. Possession and delivery has been handed over to the users
- 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 is expected
- In The MHADA project, company is in close talks with Govt agencies for final FSI approval and Design and drawing approval so that construction agency can be finalized and Ground breaking can be started

Outlook & Key Drivers

- **Strong revenue visibility with current unexecuted order-book of Rs 1770 crore, which is over 7x 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 is 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**
- **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.

Thank You

For Further Information, Please contact:

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