



OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



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RvA CO71

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AN ISO 9001 : 2000 Certified Co.

Date: August 20, 2019

To,

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Dear Sir/Ma'am,

Sub: Presentation to Investors on Un-audited Financial Results for the Quarter ended 30th June, 2019

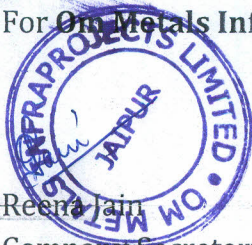
Please find enclosed herewith the presentation on the Un-audited Financial Result for the Quarter ended 30th June, 2019

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Metals Infraprojects Limited**



Reena Jain

Company Secretary

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OM METALS
INFRAPROJECTS LTD

Investor Update – Q1FY20

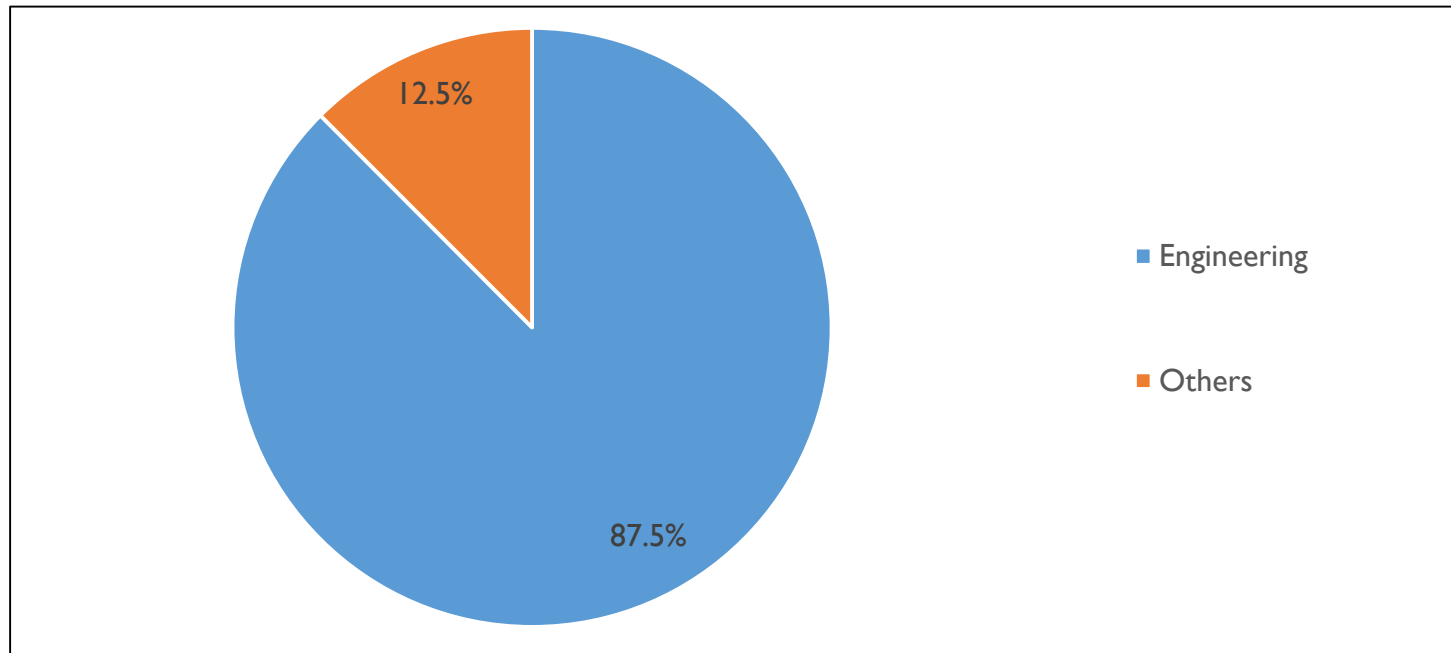
Om Metals Infraprojects - Company Overview

- ❑ **Established in 1971, this leading conglomerate is present into Construction of EPC projects in Hydro Mechanical projects, Irrigation projects, Canal & Dams projects and Construction 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 one road project and more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country**
- ❑ **Currently working on 14 construction projects with total contract value of Rs 2018 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 (Africa and Nepal)**
- ❑ **Four Real Estate projects are under progress across Jaipur, Kota, Mumbai and Hyderabad with the total saleable area over 14 lakh sq ft**
- ❑ **Unexecuted orderbook stands at Rs 1205.2 crores as on 30th June 2019**

Profit & Loss Statement (Q I FY20 – Consolidated)

Rs Crore	Q I FY20	Q I FY19	YoY %
Revenue from Operations	59.09	53.69	10.1%
Total Expenditure	47.94	41.09	16.7%
EBITDA	11.15	12.60	-11.5%
Other Income	3.36	1.48	126.4%
Depreciation	2.22	2.64	-16.1%
EBIT	12.30	11.45	7.4%
Interest cost	5.94	4.83	23.0%
Profit Before Tax	6.36	6.62	-3.9%
Tax	2.90	2.56	13.5%
Profit after Tax	3.46	4.06	-14.9%
Net Profit/Loss from discontinued operations after tax	-0.17	0.00	
Share of Profit/Loss from Associates/JVs	4.26	-0.28	
Net Profit	7.54	3.78	99.4%
EBITDA Margin	18.9%	23.5%	
Net Profit Margin	12.8%	7.0%	

Segmental Revenue Break-up (Q1FY20 - Consolidated)



Please Note: Revenue from Engineering segment include revenue from International Irrigation projects (Rwanda & Ghana) and revenue from Ujjain Smart City also. International irrigation projects have started contributing to revenues from Q2FY19.

Others include revenues from Packing and Hotel division.

Detail of Ongoing Contracts – Unexecuted Order-Book at Rs 1205.2 Crore

Sr. No.	Name of Contract	Client	Location	Project Type	Contract Value (Rs Cr)	Value of Balance work (Rs Cr)
1	Kutchh Canal Power - SSNN	Govt. of Gujarat	Gujarat	Hydro Power	230.0	50.0
2	Koshi Canal System, Rampur	Govt of Uttar Pradesh	Uttar Pradesh	Dam	193.8	27.4
3	Ujjain Smart city (50% Share)	Govt of Madhya Pradesh	Madhya Pradesh	EPC	124.0	24.7
4	Vyasi Hydro Electric Power	Uttaranchal Jal Vidyut Nigam	Uttarakhand	Hydro Mechanical	105.9	27.8
5	Tapovan Hydroelectric Project	NTPC	Uttarakhand	Hydro Mechanical	72.4	29.1
6	Mpanga Irrigation (50% Share)	Government of India	Rwanda (Africa)	Irrigation	53.7	49.3
7	Kpong Irrigation (50% Share)	World Bank	Ghana (Africa)	Irrigation	103.7	86.2
8	North Koel Reservoir	Government of India	Jharkhand	Dam	38.5	34.2
9	Kundah Project (50% Share)	Govt of Tamil Nadu	Tamil Nadu	Hydro Mechanical	95.0	95.0
10	Arun-3 Hydroelectric Project	SJVN Limited	Nepal	Hydro Mechanical	157.0	157.0
11	BairaSiul Power Station	NHPC	Himachal Pradesh	Hydro Mechanical	19.9	12.4
12	Upper Beda Reservoir	Govt of Madhya Pradesh	Madhya Pradesh	Canal	13.5	1.0
13	Kameng HEP (60% Share)	NEEPCO	Arunachal Pradesh	Hydro Mechanical	195.4	4.1
14	Isarda Dam Project	Govt of Rajasthan	Rajasthan	Dam	615.2	607.0
	Total				2018.0	1205.2

* as on 30th June 2019

Execution Update of Domestic & International Projects

- **Rwanda project is in progress at a faster pace and 40% work has already been completed**
- **Ghana work is also at its peak execution and 30% work has already been completed**
- **Company is also exploring its foot print in Laos , Cambodia and other potential areas**
- **Company has won arbitration award of Tapovan Hydroelectric Project (awarded by NTPC) for Rs 53 crore and exploring all legal possibilities to receive funds without submitting Bank Guarantee**
- **Silo Projects Update:** In Gujarat and Bihar Silo projects – Company has enhanced its stake from 50% to 74% and the ground breaking & civil structures work at both the projects are in progress. Company is hopeful to achieve COD in next 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	6,45,000
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 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	228000	4,17,000	656	197	459
Bandra MHADA*	-	2,50,000	750	0	*750
Asvita	82,000	6,000	40	37	3
Total			1,553	276	1277

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

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 /OGM residential project is going on
- ❑ In the next three years, considering that the realty market to do considerably well, the company expects about Rs 550 crore revenue from both the projects



Monetisation of non-core assets

- ❑ One of the Packing division's machinery has been sold to make the packaging business more viable.**
- ❑ The agreement to sale for Jaipur Hotel (Om Tower) was done during Q3FY19 and almost entire amount had been received as an advance. Conveyance deed is pending for the transfer of licenses.**
- ❑ The unit sale in Ashvita - Hyderabad is complete. Possession and delivery has been handed over to the users.**

Termination of Road SPV project with Rajasthan Govt

- ❑ The company's Road SPV project - Bhilwara Jaipur Toll Road (BJTR) has served a notice of termination. Om metals has 49% stake in this SPV and has done the development of the 212 km road project in Jaipur-Bhilwara Stretch on BOT basis. The project is operational since December 2014**
- ❑ From 1st April 2018, the private vehicles were made toll free by state govt. Due to this, the company has terminated the said agreement**
- ❑ Subsequent to termination of concession agreement of this project, the proceedings in arbitration is going on. Company has also moved an application under section 17 for early disposal of matter relating to bank debt.**
- ❑ SPV company, Bhilwara Jaipur Toll Road Pvt. Ltd. is claiming 150% of the equity and the entire debt repayment as termination payment aggregating to Rs 578 crore**

Outlook & Key Drivers

- ❑ **Govt focus on building Infrastructure with huge allocations towards segments like Irrigation and Hydro-Power are huge positives; tendering activities are expected to pick-up in the coming period**
- ❑ **Company has been exploring bids for projects in both domestic & international markets and expected to add good amount of fresh orders in FY20**
- ❑ **Strong revenue visibility with current unexecuted order-book of Rs 1205.2 crore, which is over 5x of FY19 revenues**
- ❑ **With the execution picks up at international projects, we expect this year should be strong with over 25% revenue growth**
- ❑ **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.

For Further Information, Please contact:

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