



# OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

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Date: 23<sup>rd</sup> September, 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: Corporate Presentation**

Please find enclosed herewith the corporate presentation

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Infra Limited**

VIKAS

KOTHARI

Digitally signed  
by VIKAS  
KOTHARI  
Date: 2024.09.23  
14:05:28 +05'30'

Vikas Kothari

Managing Director & CEO

DIN : 00223868



Hydro & Water Infrastructure



Real Estate



**Corporate Presentation**

*(September 2024)*

*ommetals.com*

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# Table of Content

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**01** | Company Overview

**02** | Operational Performance

**03** | Financial Performance

**04** | Annexure



# COMPANY OVERVIEW

# 5 Decades of Expertise in Hydro Infra

**50+**

Years of project  
execution

**Rs 2,048 crores**

Order book  
(Q1FY25)

**15+ premier  
clients**

Including World  
Bank & Government  
of India

**70+**

Projects executed,  
worth Rs 5000+  
crores

**Revenue  
CAGR 68%**  
(FY 21-24)

**EBITDA  
CAGR 21%**  
(FY 21-24)

**Zero**  
Net Debt  
(FY24)

**10%**  
ROE  
(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- Largest in India
- With a proven track record and government support for 50GW of PSPs, the company is poised for growth.





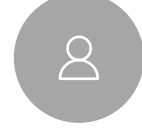
# Building Blocks of Om Infra

## RESILIENT BUSINESS MODEL

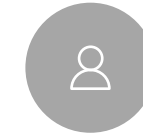

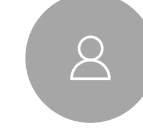
### Hydro Projects

-  Providing **end to end solution**- From river identification to clean water in every tap
-  **62%** 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**
-  **Product Portfolio-** Gates, Hoist, Cranes etc



# Strong Investment Thesis

## 01. Specialized Service Offering in Niche Segment

### Timely Project Execution

- ❑ Provides 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
- ❑ 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 support CAPEX and working capital for the next 3-5 years.
- ❑ Focus on acquiring large orders in river linking, pumped storage and Sagarmala projects



# 1. Niche Business Model

## Hydro Segment



### Jal Jeevan Mission:

- Projects worth Rs 1,268 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:

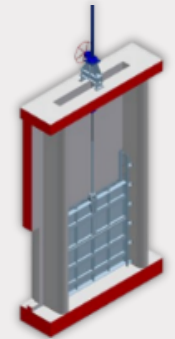
- **Turnkey Solutions:** Installations, Testing and Commissioning
- **Maintenance:** Long-Term, Short-Term O&M, including On-Site
- **Service:** Repair and Refurbishments works for existing & old power plants



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

# Jal Jeevan Mission

## Strategic Focus and Opportunities driven by Jal Jeevan Mission

### Opportunities

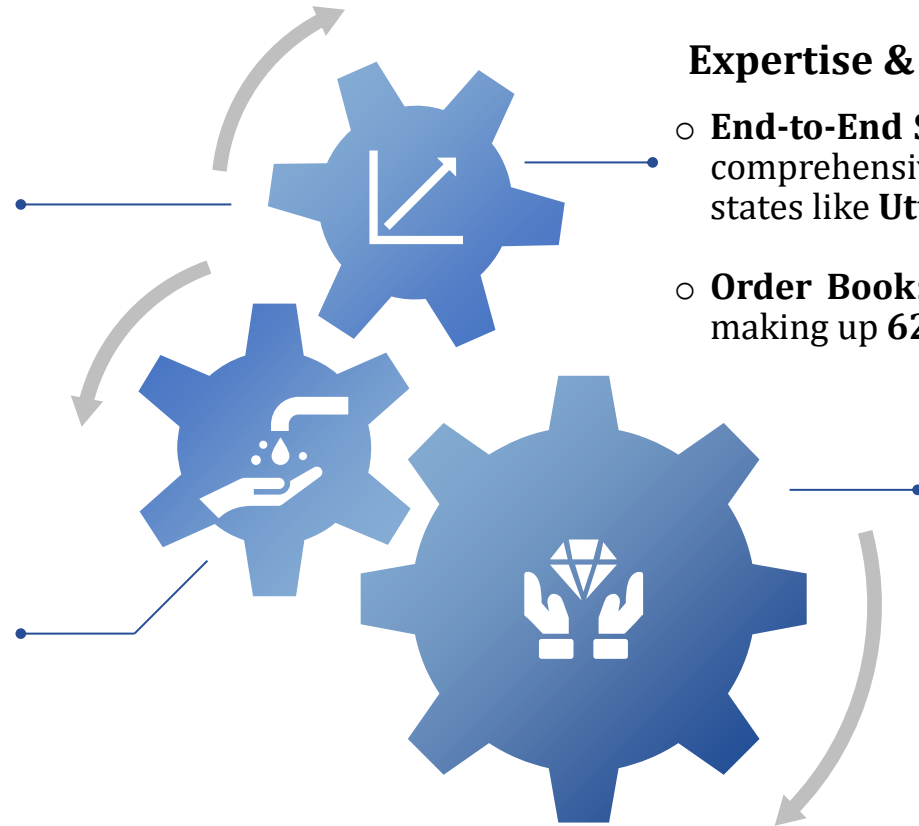
#### Government Focus & Budget Allocation

- 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.

### 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 **₹1,268 crore**, making up **62%** 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 **₹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**

## Company's leveraging opportunities



- Executing the **largest PSP** projects in India , the Kundah Pumped Storage Project
- The Kundah project is worth **Rs 79 crores** which is **~4%** of the order book

## 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**

# Hydro Mechanical Contracts

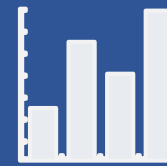
Boost for Power Sector: Rs 28,352 Crores ~12,340 MW Hydropower Expansion - A Significant Opportunity

## Areas of Excellence



- The company specializes in gates, liners, trash racks and all types of cranes
- Hydro mechanical projects are **20%** of company's order book
- It is currently involved in execution of Hydro-mechanical contracts of more than **2,900 MW**

## Achievements



- The company is one of the **global leaders** in turnkey hydro mechanical equipment contracts.
- With a **50+** year track record, Om Infra has successfully executed over **70+** projects worth Rs **700** crores across **18 states**

# Capitalizing on Government's Hydro Power Push

## Budget allocation to the Ministry of Jal Shakti

*Rs Cr*

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

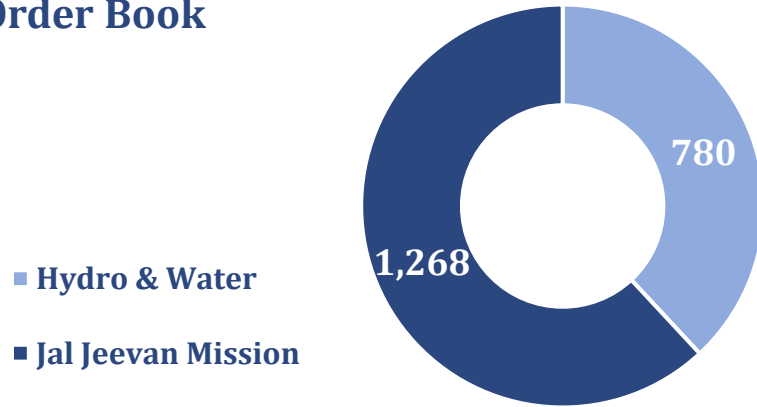
### BID DETAILS

- Company is targeting to bid for Project worth Rs 1,000 Cr in JJM**
- Targeting to maintain a Bid Strike Ratio of 20%-30%**

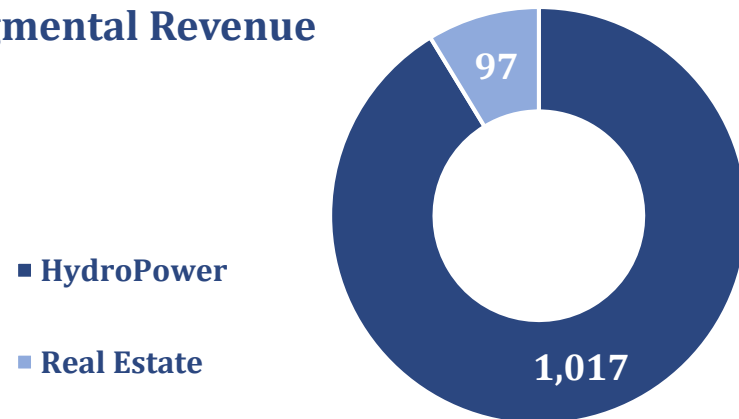
# Order Book split and Geographical Presence

## >>> Order Book Split (Rs Cr) -(Q1FY25)

### Order Book



### Segmental Revenue



## >>> Geographical Presence





# 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 279 crores
- Revenue Recognized – Rs 189 crores
- Remaining Realizable value (Estimated)– Rs 286 crores



### Om Green Meadows, Kota:

- Project Area – 3,53,814 sq ft
- Considerations collected – Rs 73 crores
- Revenue Recognized – Rs 56 crores
- Remaining Realizable value (Estimated)– Rs 31 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

# 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



# Operational Performance

# Order book

## Healthy Order Book of Rs 2,048 Cr~2x of Q1FY25 (TTM) Revenue

Project	Client	Location	Unexecuted (Rs Cr)
<b>Jal Jeevan Mission (JJM)</b>			<b>1,268</b>
-Uttar Pradesh	SWSM – Namami Gange and Rural Water Supply Dept.	Uttar Pradesh	673
-Rajasthan	Public Health Engineering Dept.	Rajasthan	595
<b>Hydro and Water</b>			<b>780</b>
- Shapurkandi Power Project	WRD Punjab	Harur	280
- Isarda Dam Irrigation Project	Govt. of Rajasthan	Tonk	120
- Amravati Irrigation Project	Govt. of Maharashtra	Amravati	130
- Arun 3 Hydroelectric Project, Nepal	SJVN Limited	Sankhuwasabha	101
- Kundah Pumped Storage Power Project	Govt. of Tamil Nadu	Niligiri	79
- Manipur Barrage and Others	Manipur State	Manipur	35
- Kutchh Canal Power Project, SSNNL	Govt. of Gujarat	Kachchh	11
- Rwanda Irrigation	Rwanda Irrigation Board Africa	Rwanda	4
- Others			20
<b>Total Order Book</b>			<b>2,048</b>

# Major Hydro Projects Under Execution

## 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



## Kundha 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- Harur



## State Water Supply and Sanitation Mission, U. P.

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



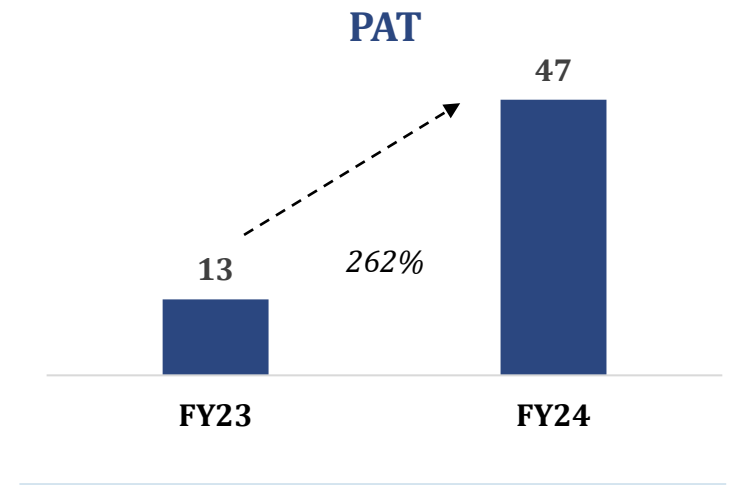
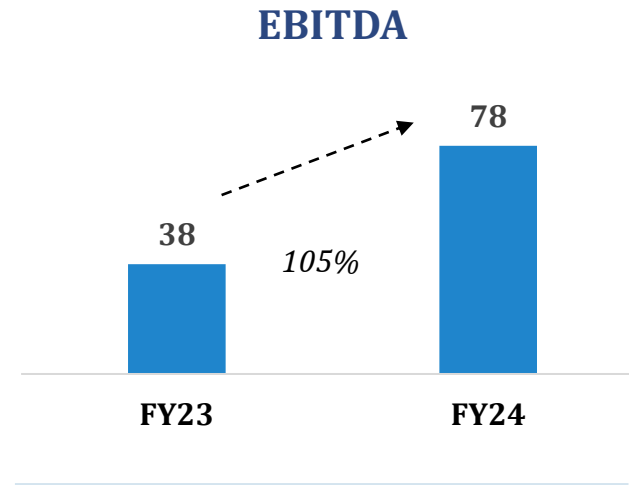
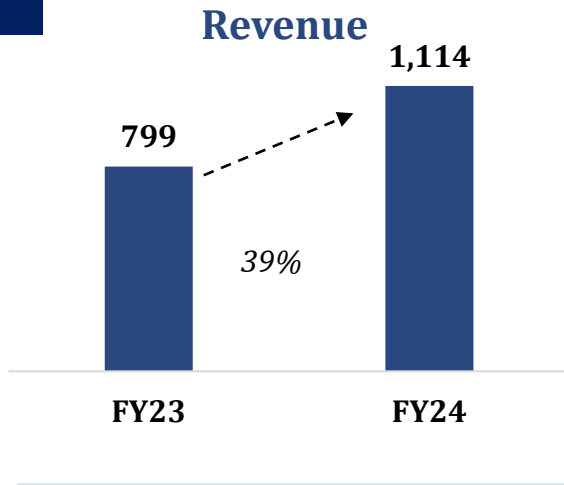
# Financial Performance



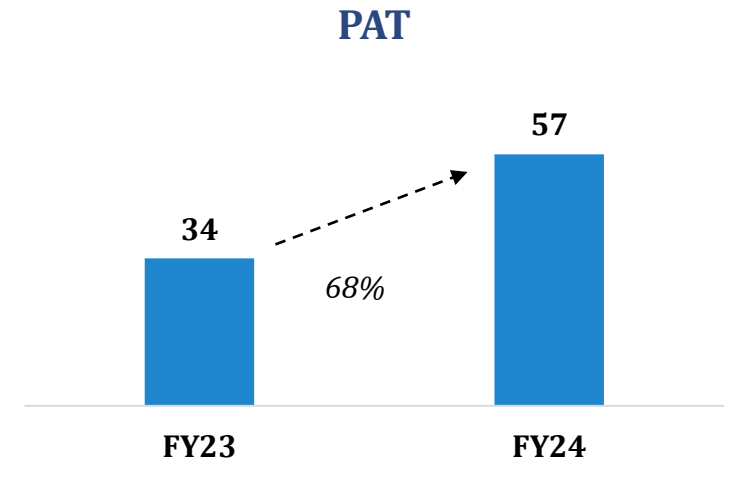
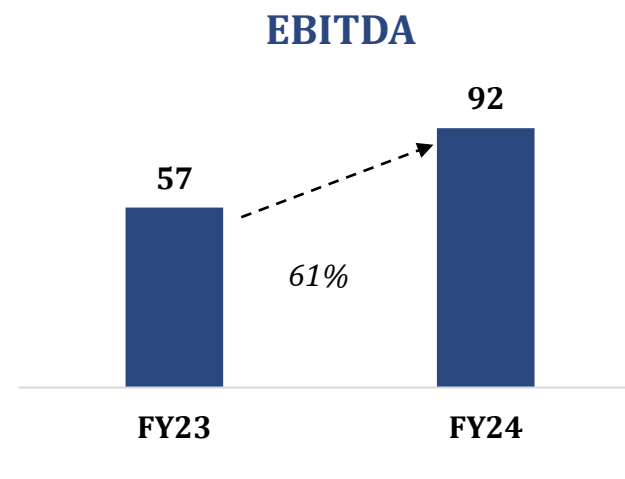
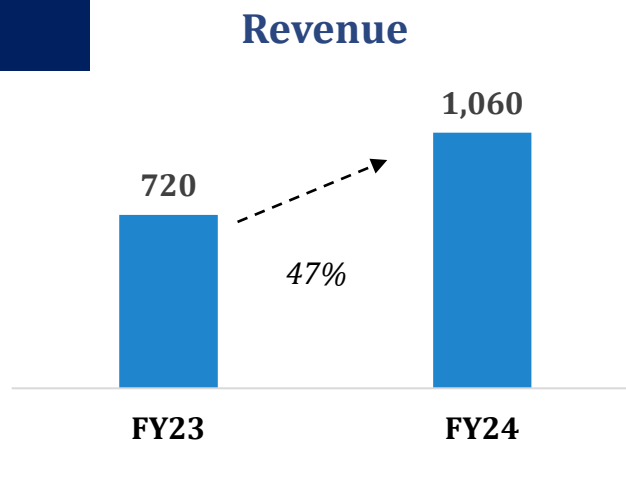
# Om Infra - Financial Highlights

Rs Cr

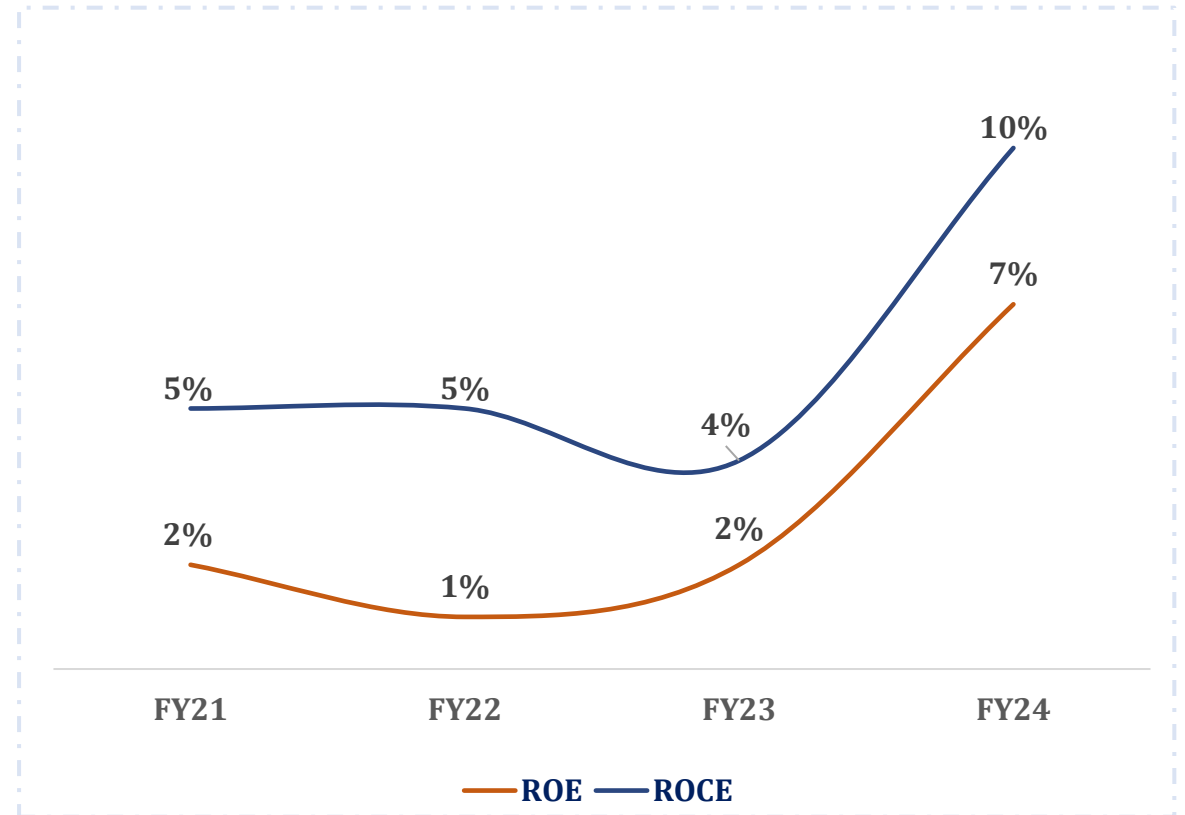
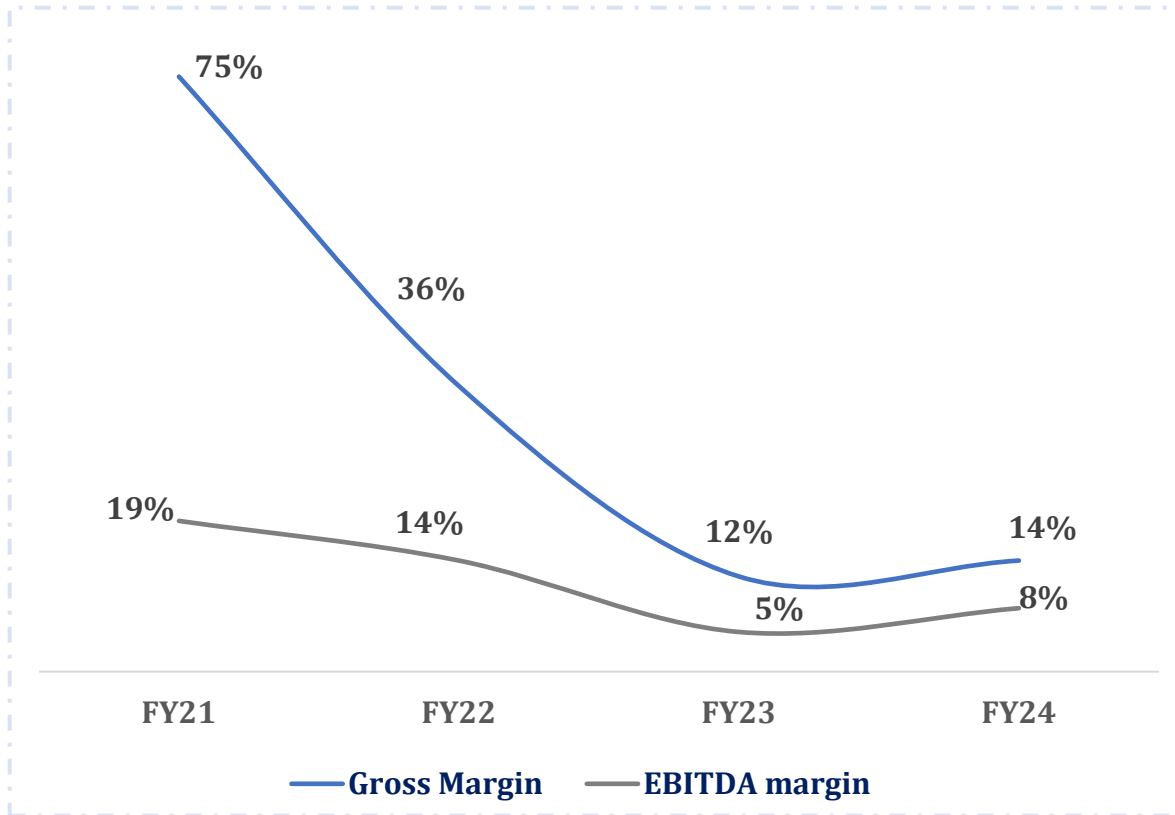
## Consolidated



## 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



- 2016**  
Awarded LOA for Construction and Development of Silos
- 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. 100 permanent  
employees**

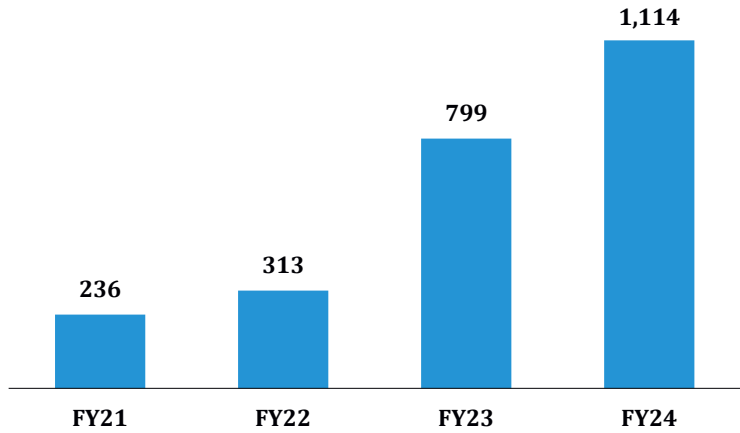


**Median age of employees  
40 years**

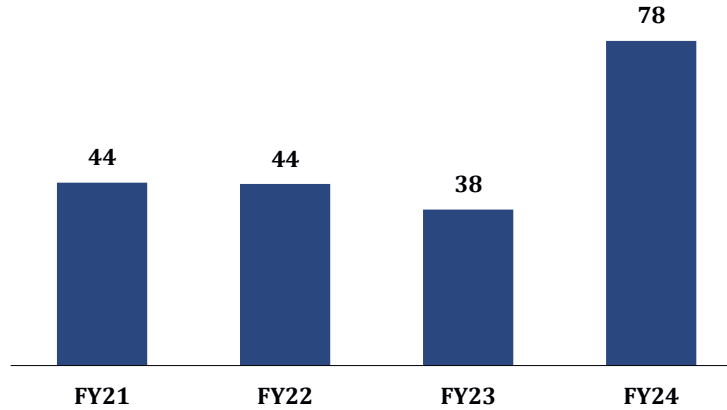
# Strong Financial Trajectory

Rs Cr

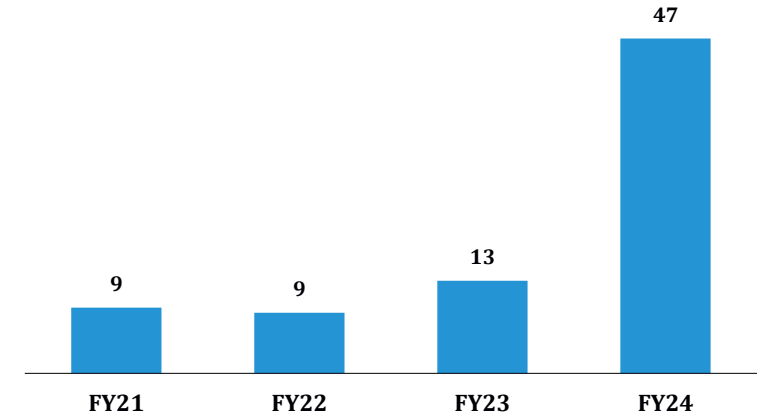
Revenue



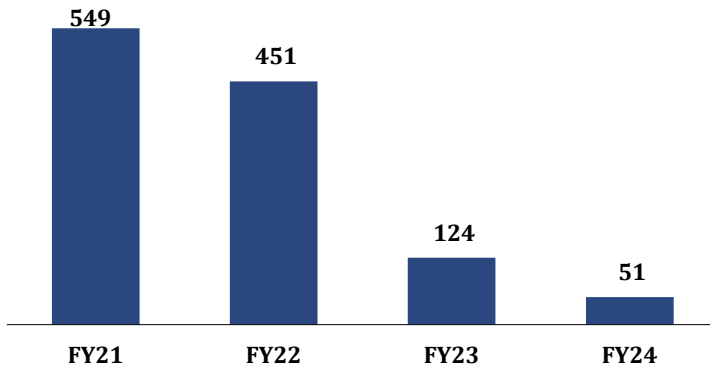
EBITDA



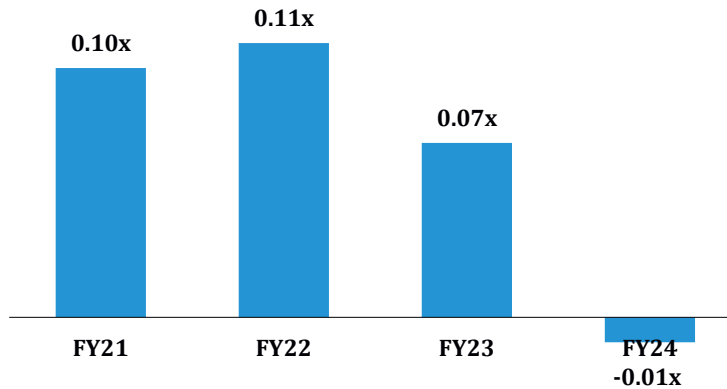
Profit after Tax



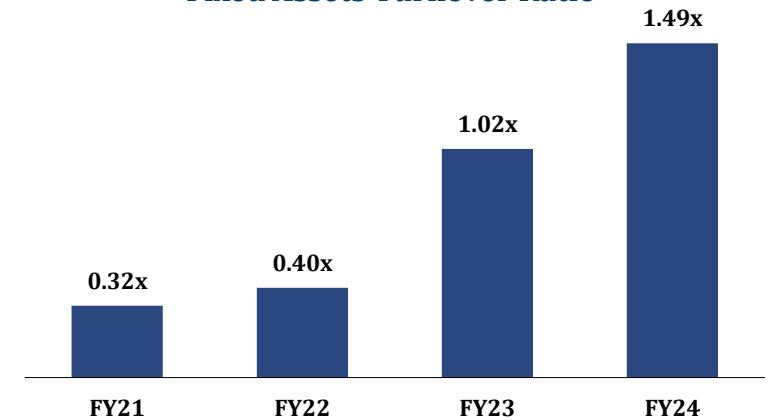
Working Capital Days



Net Debt/Equity



Fixed Assets Turnover Ratio



# Om Infra Consolidated - Historical Income Statement

Particulars	<i>Rs Cr</i>		
	FY22	FY23	FY24
<b>Net Sales</b>	313	799	1,114
<b>Total Expenses</b>	269	762	1,024
<b>Other Income</b>	10	30	39
<b>EBITDA</b>	44	38	78
<b>EBITDA Margin (%)</b>	14%	5%	8%
<b>Depreciation</b>	8	7	7
<b>Finance Costs</b>	36	28	36
<b>PBT</b>	11	32	86
<b>Tax</b>	2	19	39
<b>PAT (attributable to Owner)</b>	9	13	47
<b>PAT Margins</b>	3%	2%	4%



# Om Infra Consolidated - Historical Balance Sheet

*Rs Cr*

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

<b>Assets</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>
<b>Non-Current Assets</b>	<b>257</b>	<b>584</b>	<b>598</b>
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
<b>Current Assets</b>	<b>942</b>	<b>955</b>	<b>858</b>
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
<b>Total Assets</b>	<b>1,199</b>	<b>1,540</b>	<b>1,456</b>



### Company Contact

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# Thank You

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## Investor Relations

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