



OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS
RvA CO71

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AN ISO 9001 : 2000 Certified Co.

Date: November 19, 2018

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 and Half Year ended 30th September, 2018

Please find enclosed herewith the presentation on the Un-audited Financial Result for the Quarter and Half Year ended 30th September, 2018.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For Om Metals Infraprojects Limited



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OM Metals Infraprojects

**Investor Presentation
November 2018**



Construction



Infrastructure

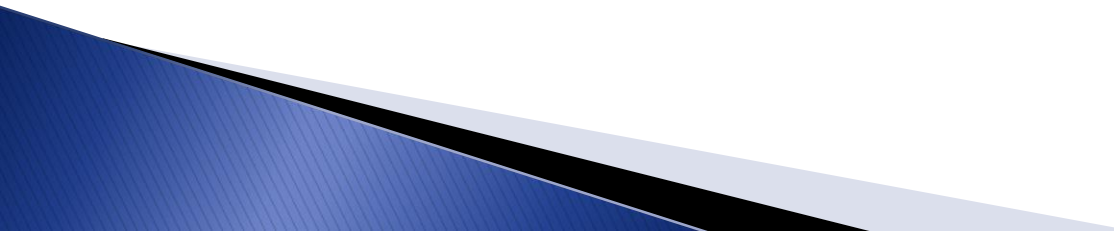


Real Estate

Company Overview

- ❑ **Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades**
- ❑ **Engaged in diversified activities such as execution of turnkey Hydro-mechanical and EPC contracts for Hydropower & Irrigation projects, Foray into Real Estate development & Infrastructure EPC projects**
- ❑ **Successfully executed more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country**
- ❑ **Robust Orderbook of Rs. 764 crores as on 30th Sept 2018**
- ❑ **Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works**

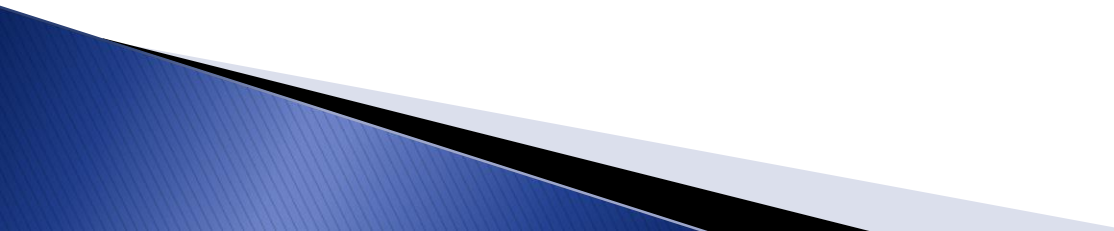
Strong order book pipeline

- ❑ **The company has been exploring bid for projects worth of USD 60 million in International markets**
 - ❑ **In India, the company on the verge of bid for orders worth of Rs 2000 crore**
 - ❑ **The company is expected to close its order book at Rs.1500-1800 crore by FY19**
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Focus on execution of core EPC & real estate projects

- ❑ **Om Metal Infraprojects focus is on the core business – EPC (Engineering Procurement & Construction) division, which contributes over 70% to the revenues**
- ❑ **Higher margins in Irrigation & Hydro Mechanical projects to benefit the company**
- ❑ **With balance sheet remains healthy, the company is well placed to better execute its EPC projects and further look for opportunities in this space leading to increase in profitability**
- ❑ **Execution of the two key real estate projects; Om meadows (Kota) and Palacia (Jaipur) are progressing well. In the next three years, considering that the realty market to do considerably well, the company expects about Rs 100 crore revenue from Kota project and about Rs 400 crores from Palacia**

Monetisation of non-core assets

- ❑ **Company has agreed to divest its stake in its Hotel Division (Hotel Om Tower) at approved valuation of Rs 36.3 crore**
 - ❑ **Jaipur industrial land (50% owned by Om Metals associate) is on block and ready for monetization. Small parcels of the land are already in sale mode**
 - ❑ **Company has already given mandate for sale of Packing division**
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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**
- ❑ With the termination of this road project, Om Metals Infra is expected to get 150% of the equity and the entire debt repayment**

Execution road map of projects and revenue recognition

Project	Project Type	Unexecuted Orderbook (Rs Cr)*	Tentative Revenue Recognition in H2FY19 (Rs Cr)	Tentative Revenue Recognition in FY20 (Rs Cr)
Kachh Canal Power - SSNL	Hydro Mech	76	25	51
Rampur UP*	Dam	50	20	30
Ujjain smart city*	Smart City	86	30	56
Vyasi	Hydro Mech	40	10	30
Tapovan	Hydro Mech	35	10	25
Africa Rawanda (Mpanga)	Irrigation	59	15	44
Kpong Irrigation (Ghana)	Irrigation	114	20	94
North Koel (Bihar)	Dam	38	10	28
Kameng	Hydro Mech	17	0	17
Kundah	Hydro Mech	92	5	50
Arun 3 (Nepal)	Hydro Mech	157	5	70
Total		764	150	495

* Due to some scope of work changes – the order book value is subjected to change

* as on 30th Sept 2018

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	450	4,50,000
Palacia	Jaipur	-	Housing	150	6,30,000
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)	Total sold revenue recognised (Rs Cr)	Total unsold revenue to be recognised (Rs Cr)
Om Meadows	180,000	2,70,000	110	30	80
Palacia	1,90,000	4,40,000	661	120	541
Bandra MHADA*	-	2,50,000	750	0	*750
Asvita	56,000	32,000	40	23	17
Total			1,561	173	1,388

- 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)

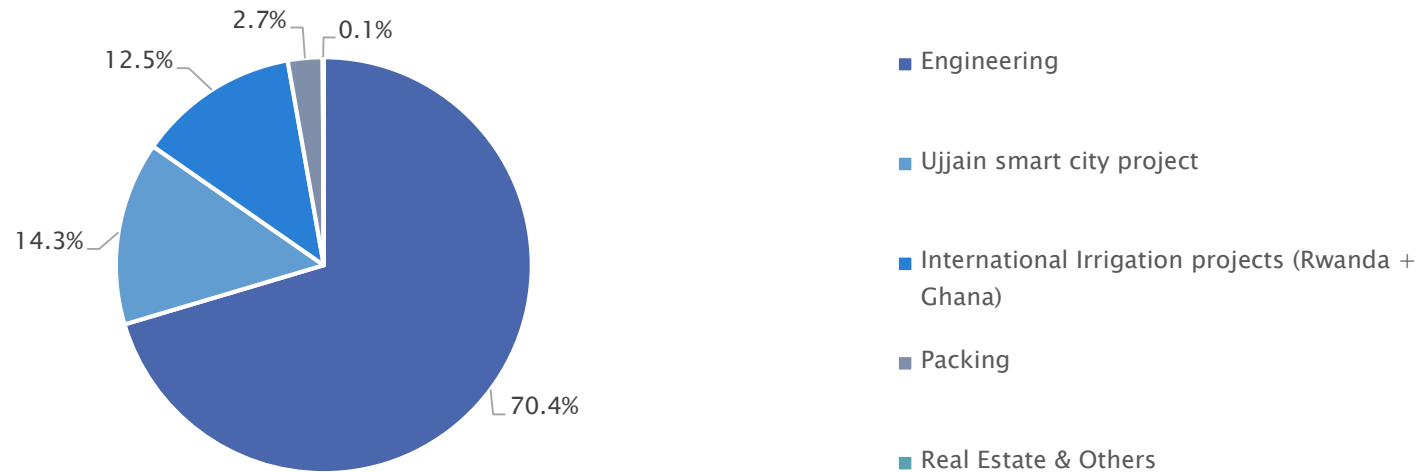
Profit & Loss Statement (Q2 FY19 – Standalone)

Rs Crore	Q2FY19	Q2FY18	YoY
Net Sales	70.60	26.65	164.9%
Expenses	65.96	24.41	170.2%
EBITDA	4.64	2.23	107.7%
<i>EBITDA Margin</i>	<i>6.57%</i>	<i>8.38%</i>	<i>-181 bps</i>
Other Income	6.24	11.18	-44.2%
Depreciation	2.32	2.74	-15.2%
EBIT	8.55	10.67	-19.8%
Interest expenses	2.94	7.53	-61.0%
Profit before Tax	5.62	3.14	78.8%
Exceptional Item	2.21	0.00	
PBT after exceptional item	3.41	3.14	8.6%
Tax	2.88	0.13	2171.2%
Profit after Tax	0.53	3.01	-82.5%
Profit/loss from discontinued operations	-0.75	13.24	
Net Profit	-0.23	16.25	

Profit & Loss Statement (HI FY19 – Standalone)

Rs Crore	HIFY19	HIFY18	YoY
Net Sales	124.29	131.91	-5.8%
Expenses	108.52	111.81	-2.9%
EBITDA	15.77	20.09	-21.5%
<i>EBITDA Margin</i>	<i>12.69%</i>	<i>15.23%</i>	<i>-254 bps</i>
Other Income	9.80	13.75	-28.7%
Depreciation	4.96	5.75	-13.8%
EBIT	20.61	28.09	-26.6%
Interest expenses	8.03	11.90	-32.5%
Profit before Tax	12.58	16.19	-22.3%
Exceptional Item	2.21	0.00	
PBT after exceptional item	10.38	16.19	-35.9%
Tax	5.44	2.63	107.0%
Profit after Tax	4.94	13.56	-63.6%
Profit/loss from discontinued operations	-0.75	13.62	
Net Profit	4.19	27.18	-84.6%

Segmental Revenue Break-up (Q2FY19 - Standalone)



*Others include Kameeng Project (Arunachal Pradesh)

Please Note: International Irrigation projects – at Rwanda (Africa) and Kpong (Ghana) have started contributing to revenues from this quarter Q2FY19.

Execution kick started at the two large international projects

- ❑ \$ 16.5 million project at Rwanda – Africa (50% JV with SPML) is for Irrigation and Watershed Development in Mpanga Sector.
- ❑ Africa government officials laid out the foundation.



Execution picks up at Ghana Project

- ❑ Another international project at Ghana is for 'Rehabilitation & completing of Kpong Left Bank Irrigation project'. The total cost of the project is \$ 32 million (50% Om Metals share)
- ❑ The President of Ghana Mr. Nana Akufo- Addo, has laid the foundation for Kpong Left Bank Irrigation Project (KLBIP), at Torgome in the North Tongu constituency of the Volta region, marking the beginning of Om Metals international foray in to infrastructure projects particularly irrigation projects.
- ❑ The project is funded by the World Bank and is implemented by Ministry of Food and Agriculture, Republic of Ghana

Jaipur Pallacia – Company’s key real estate project



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.

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