



# OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS  
RvA CO71

Regd. Office : J-28, Subhash Marg, C-Scheme, Jaipur - 302001  
Tel: +91-141-5160000, E-mail: jaipur@ommetals.com  
Website : www.ommetals.com

AN ISO 9001 : 2000 Certified Co.

Date: 21<sup>st</sup> February, 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 Unaudited Standalone Financial Results for the Quarter and nine months ended 31<sup>st</sup> December, 2017.**

Please find enclosed herewith the presentation on the Unaudited Standalone Financial Result for the Quarter and nine months ended 31<sup>st</sup> December, 2017.

Kindly take the same on your records.

Thanking You

Yours Faithfully

For Om Metals Infraprojects Limited



Reena Jain  
Company Secretary

**New Delhi**  
NBCC Plaza, Tower III, 4th Floor, Sector-5  
Pushp Vihar, Saket, New Delhi-110017  
Tel : +91-11-29565552/53/54  
Fax : +91-11-29565551, 29551687  
E-mail : [info@ommetals.com](mailto:info@ommetals.com)

**Kota**  
B-117/118, Indraprastha Ind Area,  
Kota 324 005 (Rajasthan)  
Tel : +91-744-2425107, 2420756  
Fax : +91-744-2438069, 2430647  
E-mail: [kota@ommetals.com](mailto:kota@ommetals.com)

**Mumbai**  
Ground Floor, Ramakrishna Sadan  
63, Pochkhanwala Road  
Opp. Worli RTO, Worli, Mumbai - 400 025  
Tel : +91-22-24970836, 32402492  
Fax: +91-22-24952515  
E-mail: [mumbai@ommetals.com](mailto:mumbai@ommetals.com)



# OM Metals Infraprojects

**Investor Presentation  
February 2018**



Construction



Infrastructure



Real Estate

# Company Overview

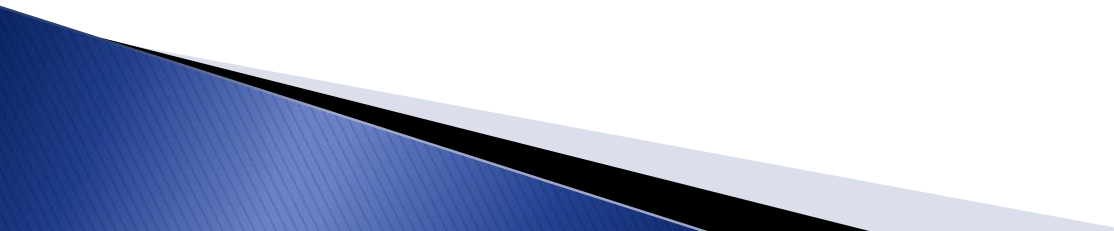
**Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades**

- ❑ 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. 736 crores as on 31st January 2018
- ❑ Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works

# Key Orders received During FY18

- ❑ **The company has secured letter of Intent (LOI) for “works contract of North Koel Reservoir Project, Jharkhand**
  - The project comprises of Balance work of Dam & Appurtenant Works with an estimated cost of Rs 18.86 cr and balance work of Barrage (Afflux & Guide Bund) works with an estimated cost of Rs 16.27 cr.
  - The value of the contract is Rs. 38.54 crore
  
- ❑ **The company in its JV (Om Metals – SPML JV) has secured a contract for execution of the “Rehabilitation & Completion of Kpong Left Bank Irrigation Project”**
  - The scope of work consists of modification of existing supply canal, main canal, cross regulators and installation of new distribution structures.
  - The value of the contract is Rs. 205 crore and funded by World Bank
  - Execution Period -Within 18 months time period

# Strong order book pipeline

- ❑ **The company has bid for projects worth of USD 60 million in International markets**
  - ❑ **In India, the company has bid for orders worth of Rs 2000 crore**
  - ❑ **The company is expected to close its order book at Rs 1800 crore by Q2 FY19**
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## Execution road map of projects and revenue recognition

Project Description	Unexecuted Orderbook (Rs Cr)*	Tentative Revenue Recognition in FY19 (Rs Cr)	Tentative Revenue Recognition in FY20 (Rs Cr)
Kachh Canal Power - SSNL (Gujarat)	130	90	40
Rampur UP	115	90	25
Ujjain smart city	136	75	61
Vyasi	70	40	30
Tapovan	44	35	9
Africa Rawanda (Mpanga)	52	30	22
Kpong Irrigation (Ghana)	102	40	62
North Koel (Bihar)	38	25	13
Kameng	29	29	0
Others	20	10	10
<b>Total</b>	<b>736</b>	<b>464</b>	<b>272</b>

\* as on 31<sup>st</sup> Jan 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	5,00,000
Palacia	Jaipur	-	Housing	150	6,30,000
Bandra MHADA	Mumbai	DBRealty & Others	Housing	-	2,50,000
Asvita	Hyderabad	Mahindra Lifespaces	Housing	60	80,000

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	1,00,000	4,50,000	165	30	135
Palacia	1,90,000	4,40,000	750	110	640
Bandra MHADA* ( subject to design approval)	-	2,50,000	1,000	0	1,000
Asvita	56,000	24,000	45	20	25
<b>Total</b>			<b>1,960</b>	<b>160</b>	<b>1,800</b>

# Standalone Financial Results – Q3 FY18

Rs Crore	Q3FY18	Q3FY17	YoY
Net Sales	54.82	48.30	13.5%
Expenses	39.17	43.12	-9.2%
<b>EBITDA</b>	<b>15.66</b>	<b>5.18</b>	<b>202.2%</b>
<b>EBITDA Margin</b>	<b>28.6%</b>	<b>10.7%</b>	<b>+1783 bps</b>
Depreciation	3.08	2.54	21.3%
Interest	1.06	3.53	-70.0%
Other Income	-4.88	4.74	-203.0%
<b>PBT</b>	<b>6.64</b>	<b>3.85</b>	<b>72.3%</b>
Exceptional Items	0.00	0.00	
PBT after Exceptional Items	6.64	3.85	72.3%
Tax	1.47	1.55	-5.0%
Profit After Tax	5.17	2.31	124.1%
Profit from Discontinued operations	-0.22	0.00	
<b>Net Profit</b>	<b>4.95</b>	<b>2.31</b>	<b>114.5%</b>
<b>NPM</b>	<b>9.0%</b>	<b>4.8%</b>	<b>+425 bps</b>



# Standalone Financial Results – 9M FY18

Rs Crore	9MFY18	9MFY17	YoY
Net Sales	186.73	165.19	13.0%
Expenses	150.98	138.15	9.3%
<b>EBITDA</b>	<b>35.75</b>	<b>27.05</b>	<b>32.2%</b>
<b>EBITDA Margin</b>	<b>19.14%</b>	<b>16.37%</b>	<b>+277 bps</b>
Depreciation	8.83	8.07	9.4%
Interest	12.96	10.79	20.1%
Other Income	8.87	9.68	-8.4%
<b>PBT</b>	<b>22.83</b>	<b>17.88</b>	<b>27.7%</b>
Exceptional Items			
PBT after Exceptional Items	22.83	17.88	27.7%
Tax	4.09	3.85	6.5%
Profit After Tax	18.74	14.03	33.5%
Profit from Discontinued operations	13.40	0.00	
<b>Net Profit</b>	<b>32.13</b>	<b>14.03</b>	<b>129.0%</b>
<b>NPM</b>	<b>17.2%</b>	<b>8.5%</b>	<b>+871 bps</b>

## For Further Information, Please contact:

Company :	Investor Relations Advisors:
<p><b>Om Metals Infraprojects Ltd.</b> CIN: L27203RJ1971PLC003414 Mr. S.K. Jain <a href="mailto:skjain@ommetals.com">skjain@ommetals.com</a> <a href="http://www.ommetals.com">www.ommetals.com</a></p>	<p><b>Intellect</b> <b>Mr. Vijay Goel</b> <a href="mailto:vijay@intellectpr.com">vijay@intellectpr.com</a> 9920124357</p>