



# OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS  
RvA CO71

AN ISO 9001 : 2000 Certified Co.

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Date: 15<sup>th</sup> November, 2016

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 Result for the Quarter and Half Year ended 30<sup>th</sup> September, 2016**

Please find enclosed herewith the investor presentation on the Unaudited Financial Result for the Quarter and Half Year ended 30<sup>th</sup> September, 2016.

Kindly take the same on your records.

Thanking You

Yours Faithfully

**For Om Metals Infraprojects Limited**

Company Secretary



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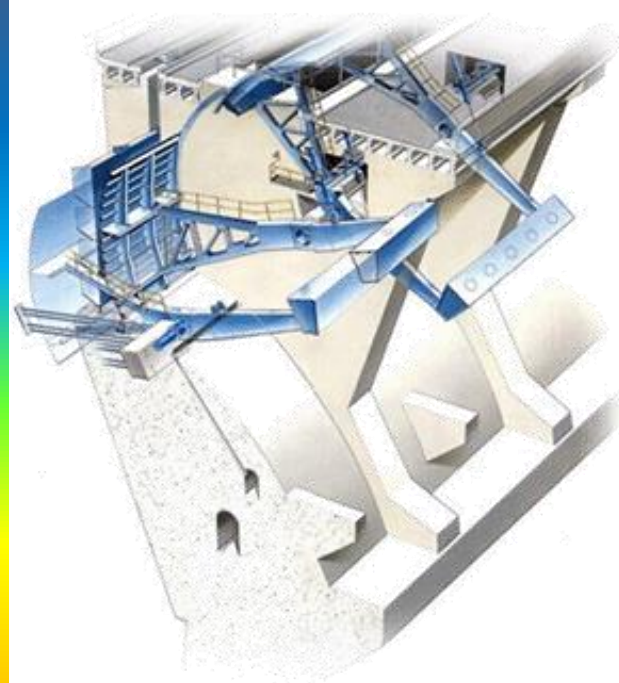
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THE **POWER** TO CHANGE

Investor Presentation  
November 2016





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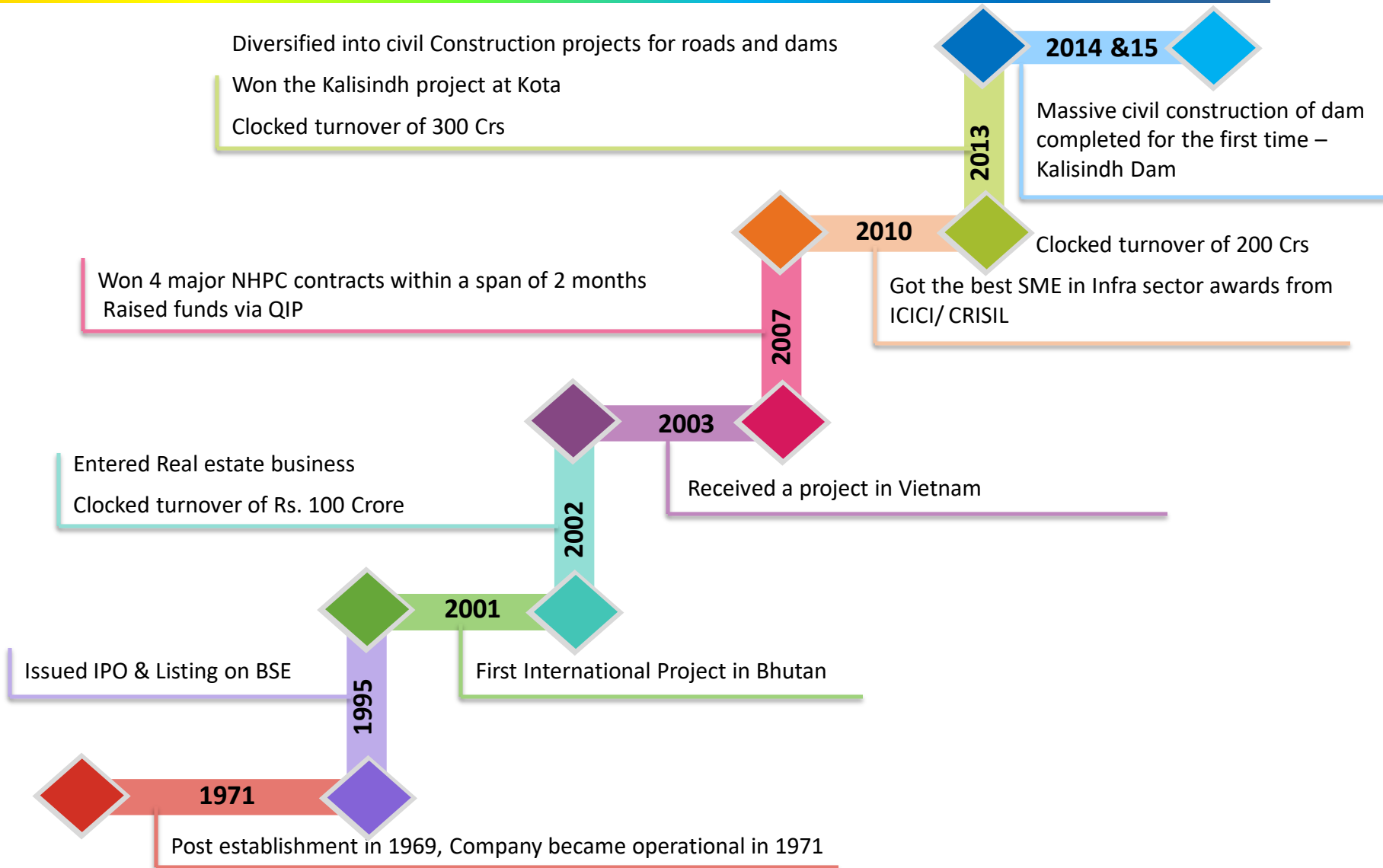


Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades

- ▶ 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. 838 crores as on 30<sup>th</sup> September 2016
- ▶ Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works



# Evolution





## **Mr. C.P. Kothari** **Promoter**

C.P. Kothari is a leader par excellence, and his visions, ideals and dedication has played key roles in the overall growth of the organization.

A proponent of particulars strategies, he encourages a people – oriented approach that in returns has played an invaluable role in shaping the company's foundation as a people – driven company.



## **Mr. D.P. Kothari** **Promoter**

D.P. Kothari holds immense experience in the execution of turnkey contracts and has been the technical and execution backbone of the company.

His expertise and hands – on approach has embedded critical engineering projects execution capabilities deep within the organization including the management of large scale initiatives and prestigious projects of global eminence.



## **Mr. Sunil Kothari** **Managing Director**

Sunil Kothari is responsible for the overall financial matters of the company.

His financial wisdom and foresightedness lends immense value in the evaluation of projects and raising competitive pricing, quality and timeliness, thereby securing the business .

The company owes its impressive returns and cultivating performance to him.



## **Mr. Vikas Kothari** **Director & President**

Vikas Kothari is responsible for sales promotion, business development, quality control, project coordination and foreign collaborations.

His futuristic and progressive ideas have enabled the company to scale new heights and expand its horizons to international waters.

The company's impressive international business circle is all the result of his consistency and vision.







01

## Heavy Engineering

Leaders in execution of Turnkey contracts for Hydro Mechanical Works for Irrigation and Hydro-power projects



02

## Infrastructure & Civil EPC Contracts

**Roads:** Owns 49% stake in BOT road project (Jaipur to Bhilwara via Malpura, Kekri & Shahpura)

**Smart City Project:** First Smart City Infrastructure Development Project

A



03

## Real Estate

Opportunistic Investments into Residential Projects and Industrial Land bank yielding strong Cashflows



04

## Packaging (New Venture)

Strategic Diversification to maximize shareholders value with investment in high returns and high margin products





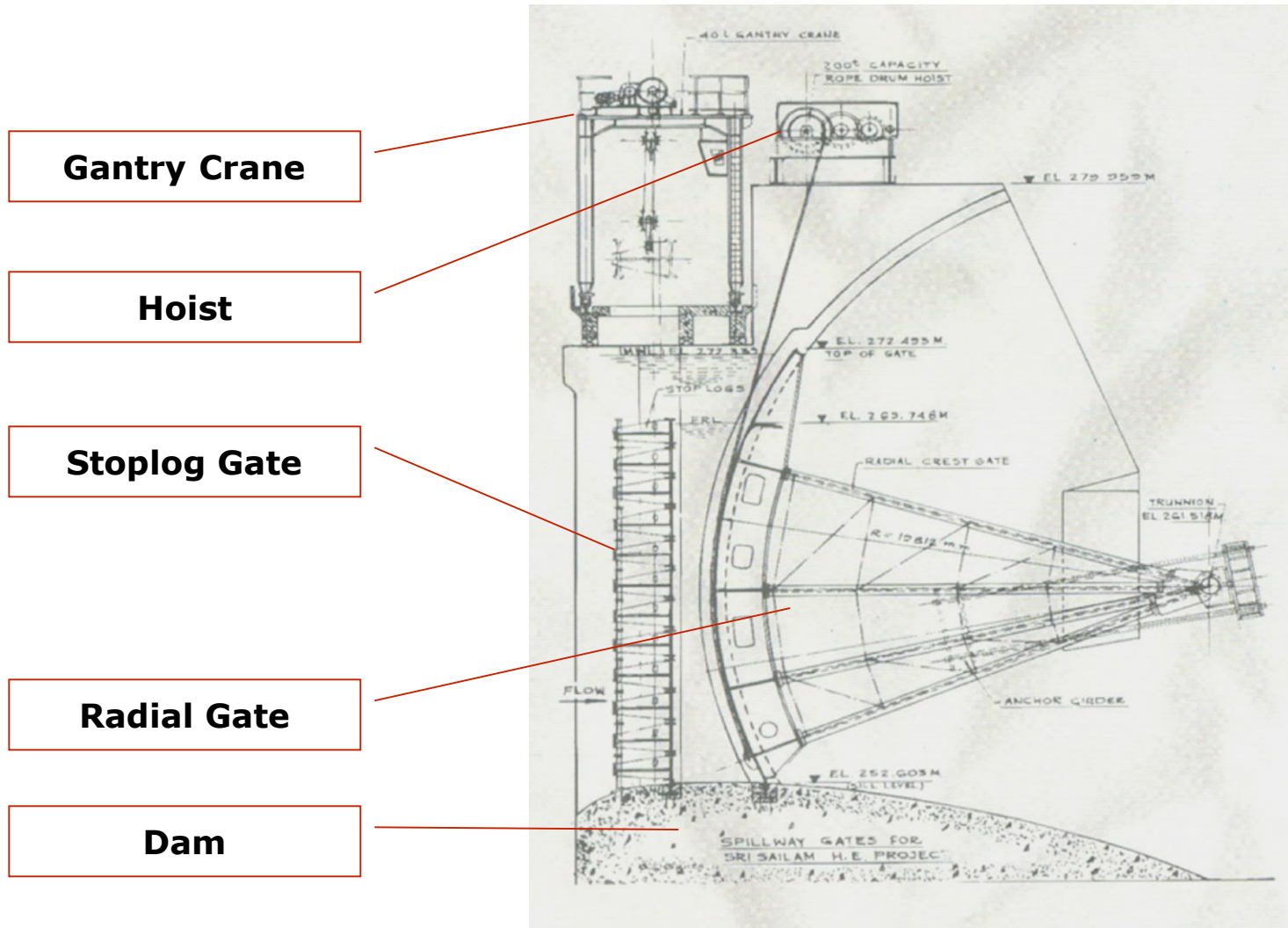
# Hydro Mechanical Equipments: Business Overview



- ▶ World leaders in Hydro-Mechanical Engineering
  - ✓ Primary focus is on Engineering Construction for dams and Irrigation Projects
- ▶ Offers turnkey solutions from Designing to commissioning of Hydro-mechanical equipments
  - ✓ Radial gates, stop log gates & vertical gates
  - ✓ Penstocks and Pressure Shaft Liners
  - ✓ Hoists & Lifting equipments
  - ✓ Gantry Cranes, Trash Racks etc.
- ▶ High Entry Barriers due to technical prequalification requirements
- ▶ Robust engineering skills & know how enables to execute projects of varied complexities
  - ✓ Ranging from 45 MW to 1,000 MW of power generation
- ▶ Experienced team of more than 30 design engineers with significant exposure in the hydro power sector
- ▶ Executed more than 60 hydropower projects till now
  - ✓ Currently executing projects for ~2,000 MW across Hydro-power projects



# Typical layout of a dam: Hydro Mechanical Equipment







**Gosikhurd Dam**  
**Client – VIDC, Maharashtra**  
**Size – 18.3m X 16.5m X 16.5m**

**Executed one of the World's largest  
Radial gates**



**Kol Dam Project**  
**Client – NTPC**  
**Size – 7.5m X 14m X 115m**

**Executed one of the world's largest  
Vertical Lift gates**



# State of Art Manufacturing Facilities



Particulars	Kota	Jaipur
Area (in sq m)	20,728	3,600
Covered Sheds (in sq m)	5,794	1,600
Machine Shop	1 Machine shop with an area of 506 sq m	1 Machine shop with an area of 300 sq m
Fabrication	8 fabrication shops with an area of ~5,567 sq m	1 fabrication shops with an area of ~1,000 sq m
Handling Capacity	up to 60 MT	up to 45 MT
Location Advantage	<p>Along the main western line enroute to Mumbai and Delhi</p> <p>Good connectivity to ports and other states</p> <p>Industrial hub of Rajasthan with no power and water related issues</p>	<p>Easy accessibility to Raw Material depots at major cities</p> <p>Large uncovered area with potential to further expand the facility</p>



# Management Pedigree & Focus led to...



## A – Highly Profitable

Leadership position in Core business of turnkey execution contracts for Hydro Mechanical Equipment for Hydro Power & Irrigation Projects thereby generating **High Free Cashflow**



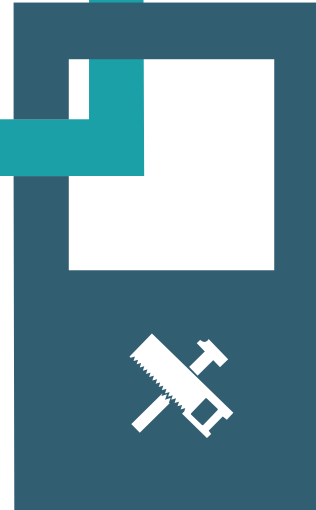
## C – Execution Track Record

**Executed 60 + Hydro Mechanical turnkey** projects in power and irrigation over last 4 decades



## B – Technically Qualified

**One of few eligible contenders** for Large scale Dam projects with Key technical and R&D edge



...deployment of Free Cash in Group's New Ventures



# New Ventures to unlock shareholder value



**1 & 2**  
**Current Ventures**

**3 & 4**  
**New Ventures**

## Road BOT Project

Road Project through JV routes

## Infrastructure & Civil EPC Contracts

First Smart City Infrastructure Development Project

## Real Estate

Strategic investments in the realty sector

## Packaging

Closure for water PET bottles & Carbonated Soft Drinks (CSD) caps

01

02

03

04

**Execution of Hydro  
Power Projects &  
Irrigation Projects on  
turnkey basis**

**De-risking core business  
through diversification in  
higher return businesses**



## Real Estate Foray

- ▶ Strategic Completion of existing Real estate projects
  - ✓ Projects through Joint Ventures (JVs) and Associates also
- ▶ Residential townships and apartments in Kota, Jaipur, Mumbai & Hyderabad
  - ✓ Residential space of ~1.4 mn sq. ft.
- ▶ Commercial Hotel, Retail space in Jaipur & Kota
  - ✓ 200,000 Sq. ft.

## Road BOT Project

- ▶ Two Laning of Jaipur-Bhilwara section of SH-12 implemented by SPV Bhilwara Jaipur Toll Road
  - ✓ Om Metals Infraprojects Ltd. owns minority stake of 49%; balance 51% held by SPML Infra Ltd.
- ▶ Executed 100% of EPC work for a total project cost of Rs. 410 crores
  - ✓ Equity: Rs. 104 crores; VGF: Rs. 44 crores upfront & Rs. 44 crores during O&M and Debt: Rs. 262 crores
- ▶ Concession period is 22 years
- ▶ COD achieved in December 2014



# Real Estate Project Details



Project	Location	Partner	Project Type	# of Units	Project Area Sq. ft.(OMIL Share)
Meadows	Kota	-	Housing	450	5,00,000
Palacia #	Jaipur	-	Housing	150	6,30,000
Bandra Reclamation – Mhada	Mumbai	DB Realty & Others	Housing	-	2,50,000
Ashvita*	Hyderabad	Mahindra Lifespaces	Housing	60	80,000
<b>TOTAL</b>					<b>1,460,000</b>

*# Construction has resumed after the judgement of Ho'ble JDA tribunal which in its verdict ordered that all approvals and maps of the project approved by JDA are as per policies/ bye laws and within legal framework. The construction has started steadily.*

*\* Part of First Phase of Residential project delivered for possession*



Location	Sq. Mtrs.	Key Location Advantage
Faridabad	8,000	Located on main Mathura Road, New Delhi
VKIA Jaipur	28,000	In Industrial Area at Prime Location
Kota (Institutional Land)	40,000	In the centre of Kota City
<b>TOTAL</b>	<b>76,000</b>	



# Bhilawara Jaipur Road Project



**Completion Certificate  
(COD) for 100% of Project  
length has been issued for  
the project in  
December, 2014**



**Caters to commercial traffic  
towards Jaipur & Bhilwara**

**The project road serves as  
an arterial link to most of  
the important towns such  
Malpura, Kekri &  
Shahpura**



**Major industries like IOCL  
& BPCL oil depots etc. are  
located in this section**



## Packaging

- ▶ Closure for water PET bottles and Carbonated Soft Drinks (CSD) caps
- ▶ Capacity: Around 10 crore caps/month
  - ✓ World demand for caps & closures to exceed USD 55 bln / 2 tln units in 2019
- ▶ Clients: Bisleri, Coke, Pepsi and other local players
- ▶ Technology: Compression Moulding from Italy
  - ✓ Advanced & Efficient technology compared to Injection Moulding
- ▶ Expansion Plans
  - ✓ Products with high ROI

## Infrastructure & Civil Structures

- ▶ Smart City Infrastructure Development Project
  - ✓ In 50:50 JV with SPML Infra Ltd. on Design, Build & Operate basis
    - **Execution Period of 3 years**
    - **O&M period of 5 years**
  - ✓ Part of Delhi Mumbai Industrial Corridor (DMIC)
    - **Total Area of 1096.63 acres**
  - ✓ Development activities will include
    - **Water Supply, treatment along with drainage system**
    - **Solid Waste Management**
    - **Internal & External roads of 4 & 6 lanes**
    - **Power Transmission & Distribution**
    - **Domestic Gas Distribution System**
    - **Street Lighting, CCTV & SCADA Systems and Safety & Security Systems**

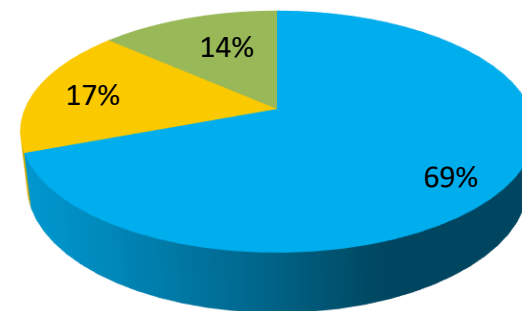


# Robust Unexecuted Order book of Rs. 838 crores\*



Top 5 Unexecuted Order Book	State	Amount (Rs. Crores)
Kachh Branch Canal Power House Project From SSNL	Gujarat	181
Rampur Barrage	Uttar Pradesh	178
Ujjain Smart City Project	Madhya Pradesh	166
Palacia Project #	Rajasthan	130
Hydro-Mechanical Works of Vyasi H.E.	Uttarakhand	106
Others	-	77
<b>Total</b>		<b>838</b>

## Order Book Breakup



■ Hydro-Mechanical Project ■ Smart City Project ■ Real Estate

## New Orders Received During FY16

- ▶ Received a Hydro Mechanical works project worth Rs. 106 crores
  - ✓ Project is for hydro mechanical works of Vyasi HE Project in Dehradun district, Uttarakhand to be executed over a period of 25 months
- ▶ Received an order for developing infrastructure of proposed Ujjain Smart City worth Rs. 166 crores
  - ✓ Project is in a 50:50 JV with SPML Infra LTD

# Construction has resumed after the judgement of Ho'ble JDA tribunal which in its verdict ordered that all approvals and maps of the project approved by JDA are as per policies/ bye laws and within legal framework. The construction has started steadily.

\* - as on 30<sup>th</sup> September 2016



## **Robust Engineering Skills**

Enables to execute projects of varied magnitude and complexity ranging from 45-1,000 MW of power generation

## **Prudent Human Capital Management**

Manpower strength of ~1000 people, comprising 300 technocrats and 30 highly qualified professionals

## **Strength in Steel Fabrication**

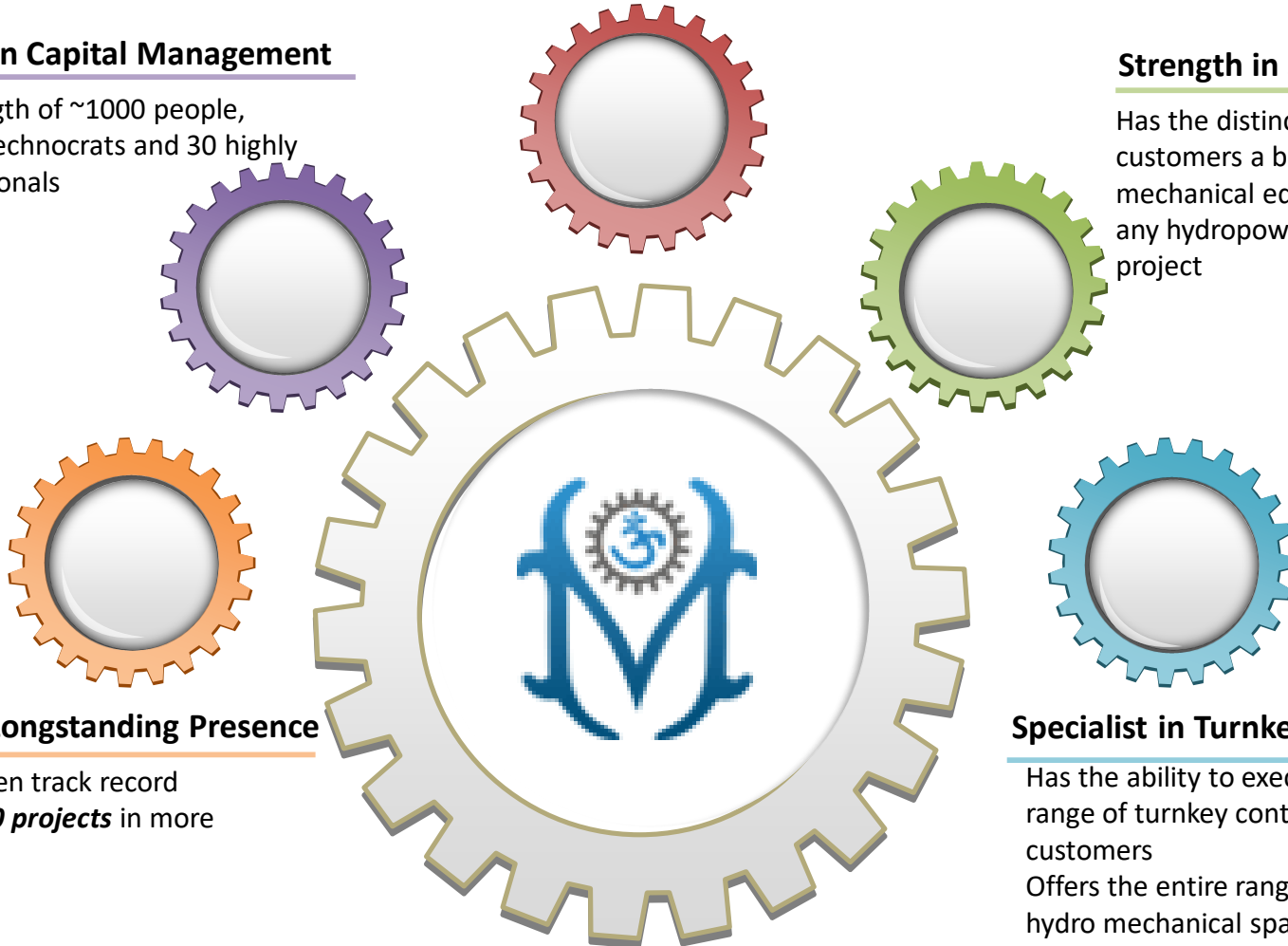
Has the distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project

## **Experience & Longstanding Presence**

**45 years** of proven track record  
Executed over **60 projects** in more than **20 states**

## **Specialist in Turnkey Projects**

Has the ability to execute the whole range of turnkey contracts for customers  
Offers the entire range of services in the hydro mechanical space





# Key Clientele



**National Hydroelectric  
Power Corporation**



**Northern Eastern Electric  
Power Corporation Ltd.**



**National Thermal  
Power Corporation**



**Druk Green Power  
Corporation Limited**



**Himachal Pradesh State  
Electricity Board**



**Vidarbha Irrigational  
Development Corporation**



**Krishna Bhagya Jal  
Nigam Limited**



# Standalone Financial Results – Quarter



Rs. Crores	Q2 FY17	Q2 FY16	YoY
<b>Total Revenue</b>	<b>66.0</b>	<b>36.5</b>	<b>81.0%</b>
Operating Expenses	27.7	3.8	
Employees Expenses	4.3	4.7	
Other Expenditure	22.2	15.3	
<b>EBITDA</b>	<b>11.8</b>	<b>12.7</b>	<b>-7.2%</b>
<b>EBITDA margin</b>	<b>17.8%</b>	<b>34.7%</b>	
Other Income	0.8	0.7	
Depreciation	2.9	1.1	
Interest	4.4	3.0	
<b>PBT</b>	<b>5.3</b>	<b>9.3</b>	<b>-42.8%</b>
Tax	0.2	0.4	
<b>Profit After Tax</b>	<b>5.1</b>	<b>8.9</b>	<b>-41.9%</b>
<b>PAT margin</b>	<b>7.8%</b>	<b>24.3%</b>	



# Standalone Financial Results – Half yearly



Rs. Crores	H1 FY17	H1 FY16	YoY
<b>Total Revenue</b>	<b>116.9</b>	<b>77.8</b>	<b>50.2%</b>
Operating Expenses	42.0	13.8	
Employees Expenses	9.6	9.5	
Other Expenditure	43.4	28.0	
<b>EBITDA</b>	<b>21.9</b>	<b>26.5</b>	<b>-17.5%</b>
<b>EBITDA margin</b>	<b>18.7%</b>	<b>34.0%</b>	
Other Income	2.6	5.3	
Depreciation	5.5	3.3	
Interest	7.3	7.1	
<b>PBT</b>	<b>11.7</b>	<b>21.4</b>	<b>-45.6%</b>
Tax	2.3	1.9	
<b>Profit After Tax</b>	<b>9.4</b>	<b>19.5</b>	<b>-52.1%</b>
<b>PAT margin</b>	<b>8.0%</b>	<b>25.1%</b>	



# Standalone Balance Sheet



Rs. Crores	Sep-16	Mar-16
<b>Shareholder's Fund</b>	<b>577.3</b>	<b>567.9</b>
Share capital	9.6	9.6
Reserves & Surplus	567.6	558.3
<b>Non-Current Liabilities</b>	<b>60.6</b>	<b>43.6</b>
Long term borrowings	33.5	10.5
Deffered Tax Liabilities(Net)	3.4	3.4
Other Long Term Liabilities	22.8	28.8
Long Term Provisions	1.0	0.8
<b>Current Liabilities</b>	<b>153.7</b>	<b>159.3</b>
Short Term Borrowings	74.4	47.1
Trade Payables	32.0	38.3
Other Current Liabilities	47.4	72.2
Short Term Provisions	0.0	1.6
<b>Total Equity &amp; Liabilities</b>	<b>791.6</b>	<b>770.8</b>

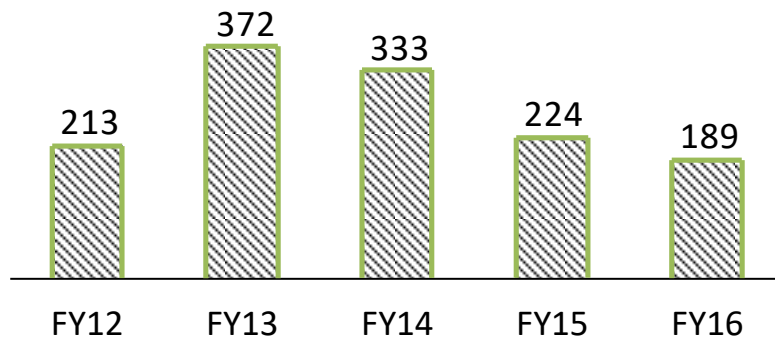
Rs. Crores	Sep-16	Mar-16
<b>Non-Current Assets</b>	<b>503.1</b>	<b>500.4</b>
Fixed Assets	151.1	154.3
Non-current Investments	133.3	134.0
Long Term Loans & Advances	201.1	207.5
Other Non-Current Assets	17.6	4.6
<b>Current Assets</b>	<b>288.5</b>	<b>270.4</b>
Inventories	70.2	61.7
Trade Receivables	87.9	82.5
Cash & Cash Equivalents	21.5	46.9
Short Term Loans & Advances	98.8	68.8
Other Current Assets	10.0	10.4
<b>Total Assets</b>	<b>791.6</b>	<b>770.8</b>



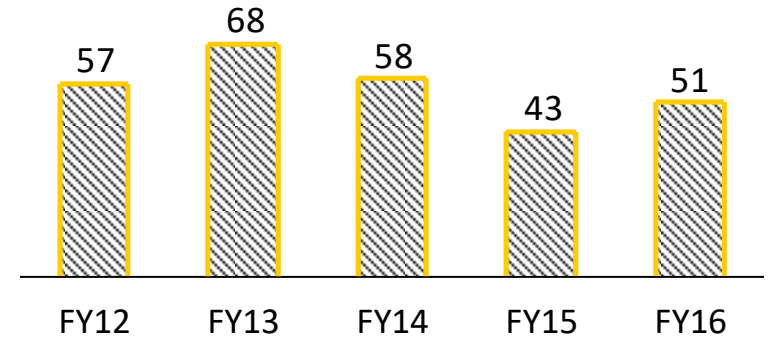
# Standalone Financial Highlights - Annual



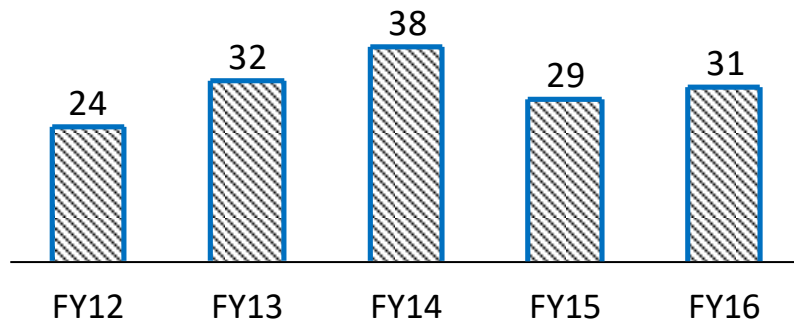
## Revenue (Rs. Crores)



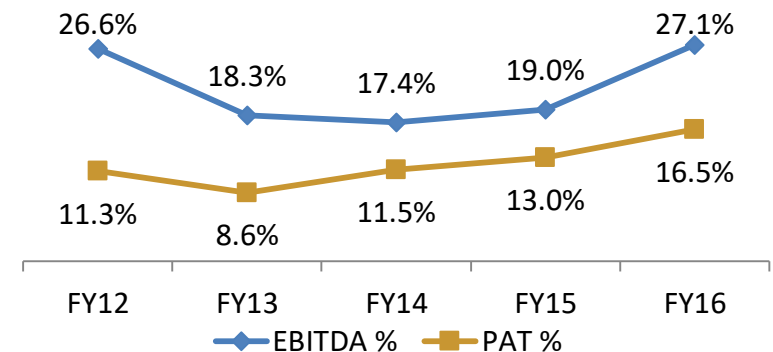
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin





# Standalone Financial Results - Annual



Rs. Crores	FY16	FY15	YoY
<b>Total Revenue</b>	<b>189.1</b>	<b>224.0</b>	<b>-15.6%</b>
Operating Expenses	54.5	69.1	-
Employees Expenses	17.9	20.1	
Other Expenditure	65.3	92.3	
<b>EBITDA</b>	<b>51.3</b>	<b>42.5</b>	<b>20.7%</b>
<b>EBITDA margin</b>	<b>27.1%</b>	<b>19.0%</b>	
Other Income	8.5	14.4	
Depreciation	7.5	8.5	
Interest	13.3	13.6	
<b>PBT</b>	<b>39.0</b>	<b>34.8</b>	<b>12.1%</b>
Tax	7.9	5.7	
<b>Profit After Tax</b>	<b>31.1</b>	<b>29.1</b>	<b>6.9%</b>
<b>PAT margin</b>	<b>16.5%</b>	<b>13.0%</b>	



# Standalone Balance Sheet - Annual



Rs. Crores	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>567.9</b>	<b>539.3</b>
Share capital	9.6	9.6
Reserves & Surplus	558.3	529.7
Minority Interest	0.0	0.0
<b>Non-Current Liabilities</b>	<b>43.6</b>	<b>32.7</b>
Long term borrowings	10.5	14.0
Deffered Tax Liabilities(Net)	3.4	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
<b>Current Liabilities</b>	<b>159.3</b>	<b>125.3</b>
Short Term Borrowings	47.1	49.9
Trade Payables	38.3	29.1
Other Current Liabilities	72.2	43.5
Short Term Provisions	1.6	2.8
<b>Total Equity &amp; Liabilities</b>	<b>770.8</b>	<b>697.3</b>

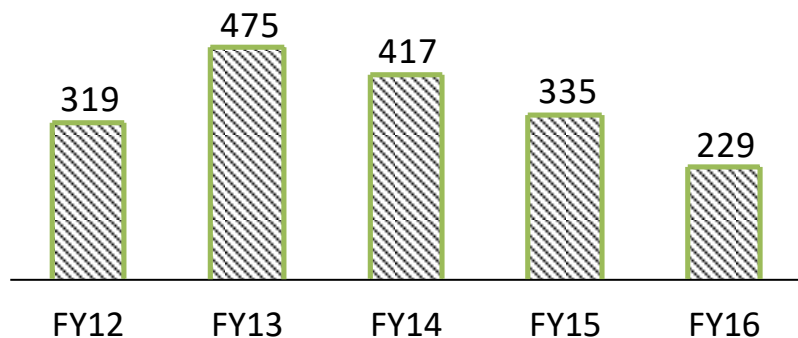
Rs. Crores	Mar-16	Mar-15
<b>Non-Current Assets</b>	<b>500.4</b>	<b>455.5</b>
Fixed Assets	154.3	130.5
Non-current Investments	134.0	129.6
Long Term Loans & Advances	207.5	187.7
Other Non-Current Assets	4.6	7.7
<b>Current Assets</b>	<b>270.4</b>	<b>241.8</b>
Inventories	61.7	51.1
Trade Receivables	82.5	59.2
Cash & Cash Equivalents	46.9	69.4
Short Term Loans & Advances	68.8	61.3
Other Current Assets	10.4	0.8
<b>Total Assets</b>	<b>770.8</b>	<b>697.3</b>



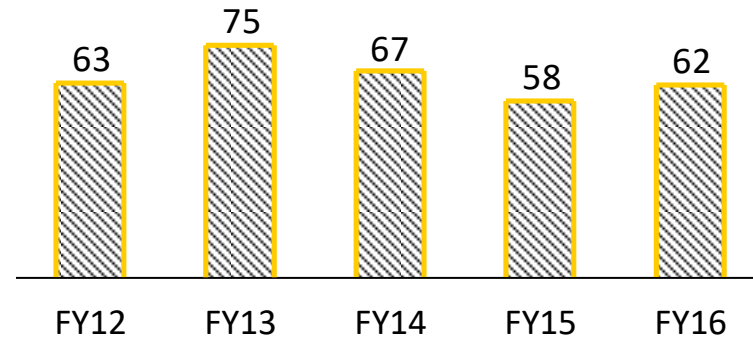
# Consolidated Financial Highlights



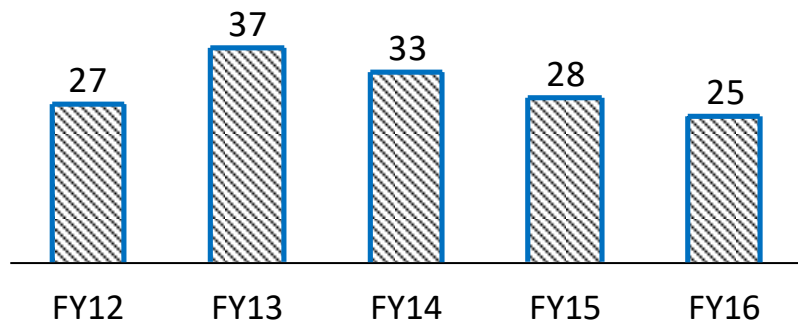
## Revenue (Rs. Crores)



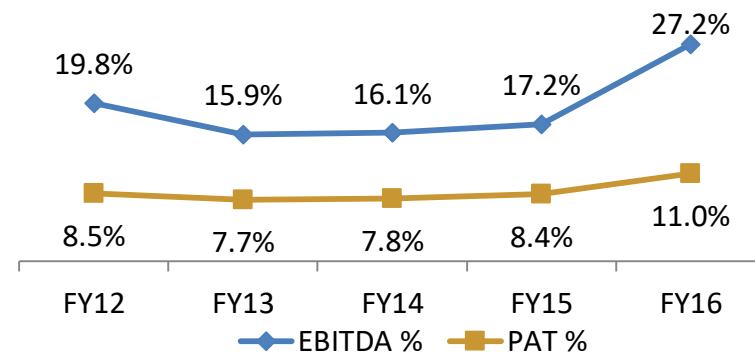
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin





# Consolidated Financial Results



<b>Rs. in Crores</b>	<b>FY16</b>	<b>FY15</b>	<b>YoY</b>
<b>Total Revenue</b>	<b>228.7</b>	<b>335.3</b>	<b>-31.8%</b>
Operating Expenses	65.8	144.9	
Employees Expenses	19.9	21.5	
Other Expenditure	80.7	111.3	
<b>EBITDA</b>	<b>62.2</b>	<b>57.6</b>	<b>8.1%</b>
<b>EBITDA margin</b>	<b>27.2%</b>	<b>17.2%</b>	
Other Income	17.9	16.6	
Depreciation	10.0	9.4	
Interest	33.4	24.5	
Exceptional Item Profit/(Loss)	-0.8	-0.3	
<b>PBT</b>	<b>37.5</b>	<b>40.0</b>	<b>-6.2%</b>
Tax	12.4	11.7	
<b>Profit After Tax</b>	<b>25.1</b>	<b>28.3</b>	<b>-11.2%</b>
Minority Interest	0.0	-0.2	
<b>Profit After Tax after Minority Interest</b>	<b>25.1</b>	<b>28.1</b>	<b>-10.7%</b>
<b>PAT margin</b>	<b>11.0%</b>	<b>8.4%</b>	



# Consolidated Balance Sheet

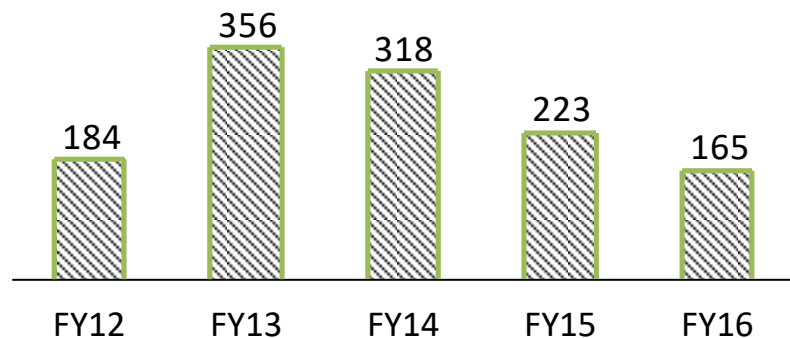


Rs. in Crores	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>564.4</b>	<b>535.5</b>
Share capital	9.6	9.6
Reserves & Surplus	554.8	525.9
<b>Non-Current Liabilities</b>	<b>188.3</b>	<b>177.8</b>
Long term borrowings	155.2	159.1
Deferred Tax Liabilities (Net)	3.5	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
<b>Current Liabilities</b>	<b>192.4</b>	<b>180.3</b>
Short Term Borrowings	50.0	55.4
Trade Payables	46.6	32.5
Other Current Liabilities	93.9	83.6
Short Term Provisions	1.9	8.9
<b>Total Equity &amp; Liabilities</b>	<b>945.1</b>	<b>893.6</b>

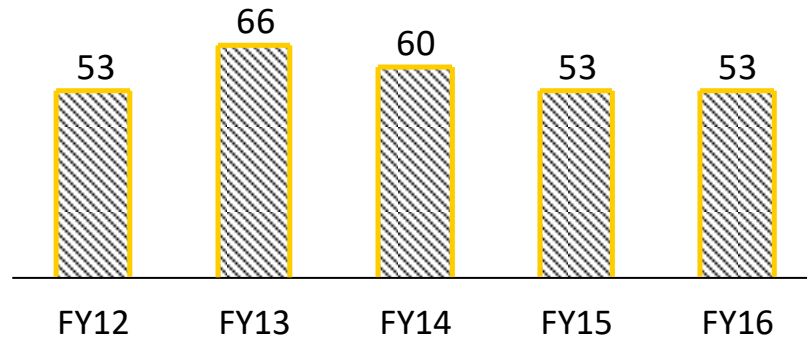
Rs. in Crores	Mar-16	Mar-15
<b>Non-Current Assets</b>	<b>469.0</b>	<b>453.9</b>
Fixed Assets	364.6	360.9
Non-current Investments	72.6	61.9
Goodwill on Consolidation	7.5	0.2
Long Term Loans & Advances	19.1	22.6
Other Non-Current Assets	5.2	8.3
<b>Current Assets</b>	<b>476.1</b>	<b>439.7</b>
Inventories	261.1	240.8
Trade Receivables	115.7	94.9
Cash & Cash Equivalents	56.3	83.5
Short Term Loans & Advances	31.3	19.5
Other Current Assets	11.6	1.0
<b>Total Assets</b>	<b>945.1</b>	<b>893.6</b>



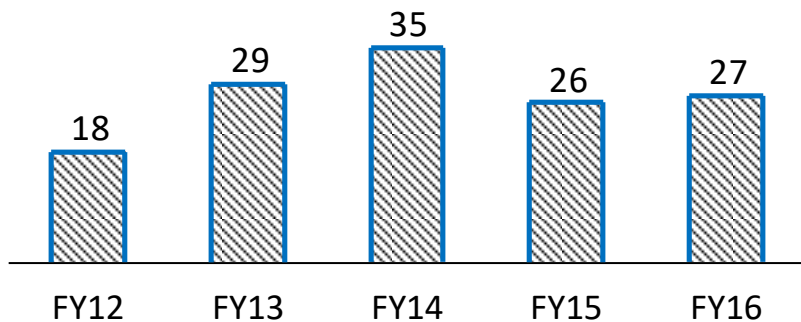
## Revenue (Rs. Crores)



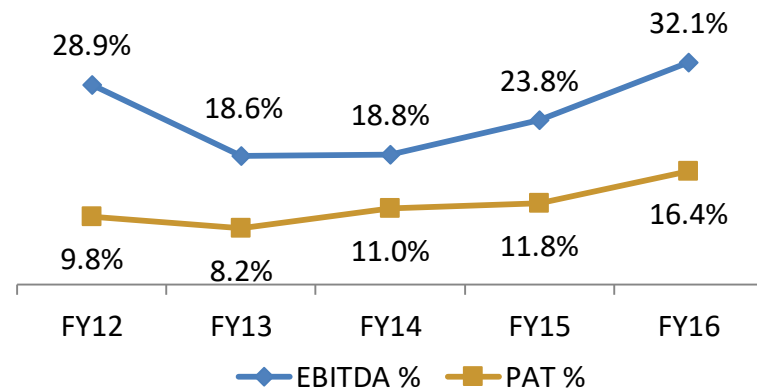
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin







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