



OM METALS
INFRAPROJECTS LTD

CORPORATE PRESENTATION – 15 June 2015



OMIL – OVERVIEW



India's leading hydro-mechanical engineering company with a well established presence in infrastructure & realty business.

Consistently ranking amongst India's largest hydro-mechanical equipment suppliers and also rank amongst the largest in this space.

Successfully executed over 55 hydro-mechanical contracts across 18 states in India and overseas.

An impressive track record of building innovative realty offerings across Mumbai and various tier I, II & tier III cities across the country.



MANAGEMENT PROFILE



- **MR. C.P Kothari**; Chairman , Holds a bachelor's degree in commerce; Industry experience of over 40 years.



- **MR. D.P Kothari**; MD , Holds a bachelor's degree in mechanical engineering; Heads technical and execution group.



MANAGEMENT PROFILE



- **MR. SUNIL KOTHARI**; Joint MD , Bachelor's degree in commerce & MBA ; Holds over 30 years of industry experience; Handles financial matters.

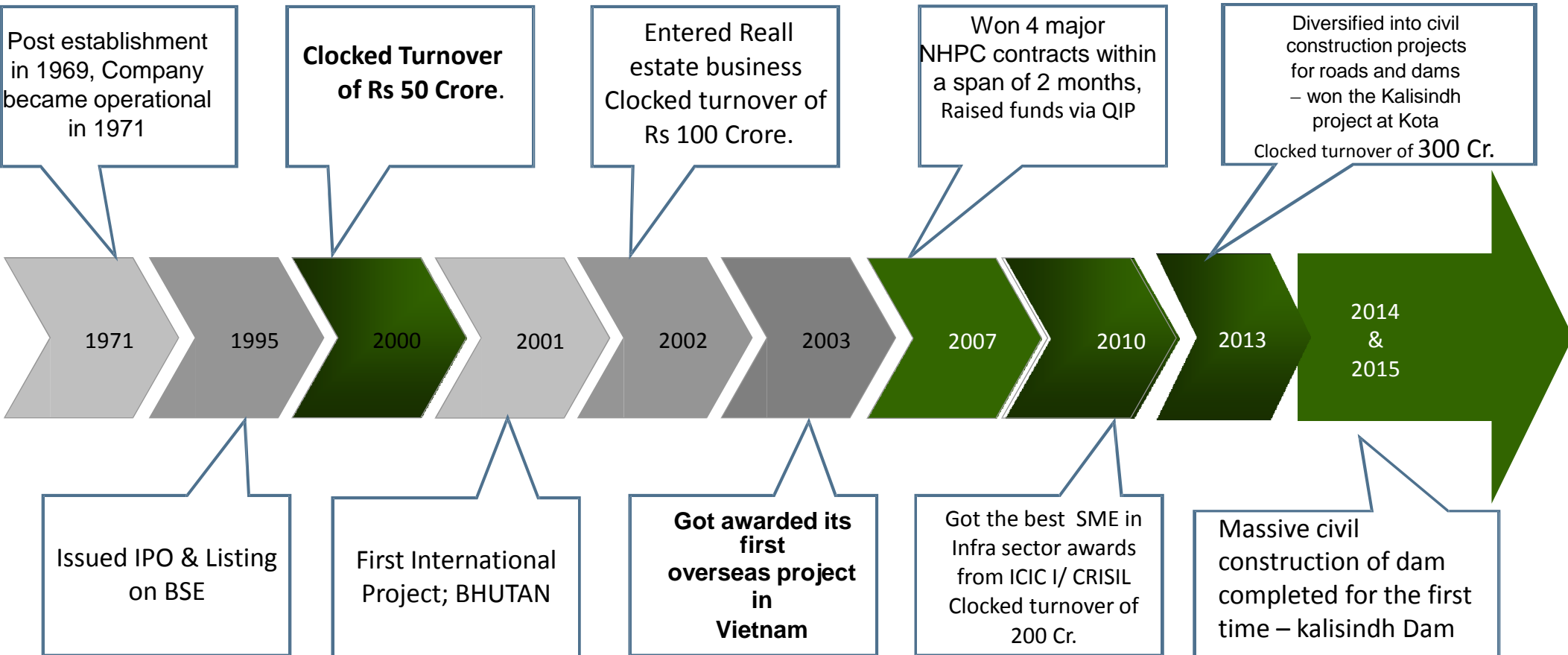


- **MR. VIKAS KOTHARI**; WTD, Bachelor's degree mechanical engineering; Holds more than 20 years of industry experience.

- **Independent Directors : Mr. P C Jain, Mr. Sukmal Jain , Mr D Gulati , Mrs. Ranjana jain**



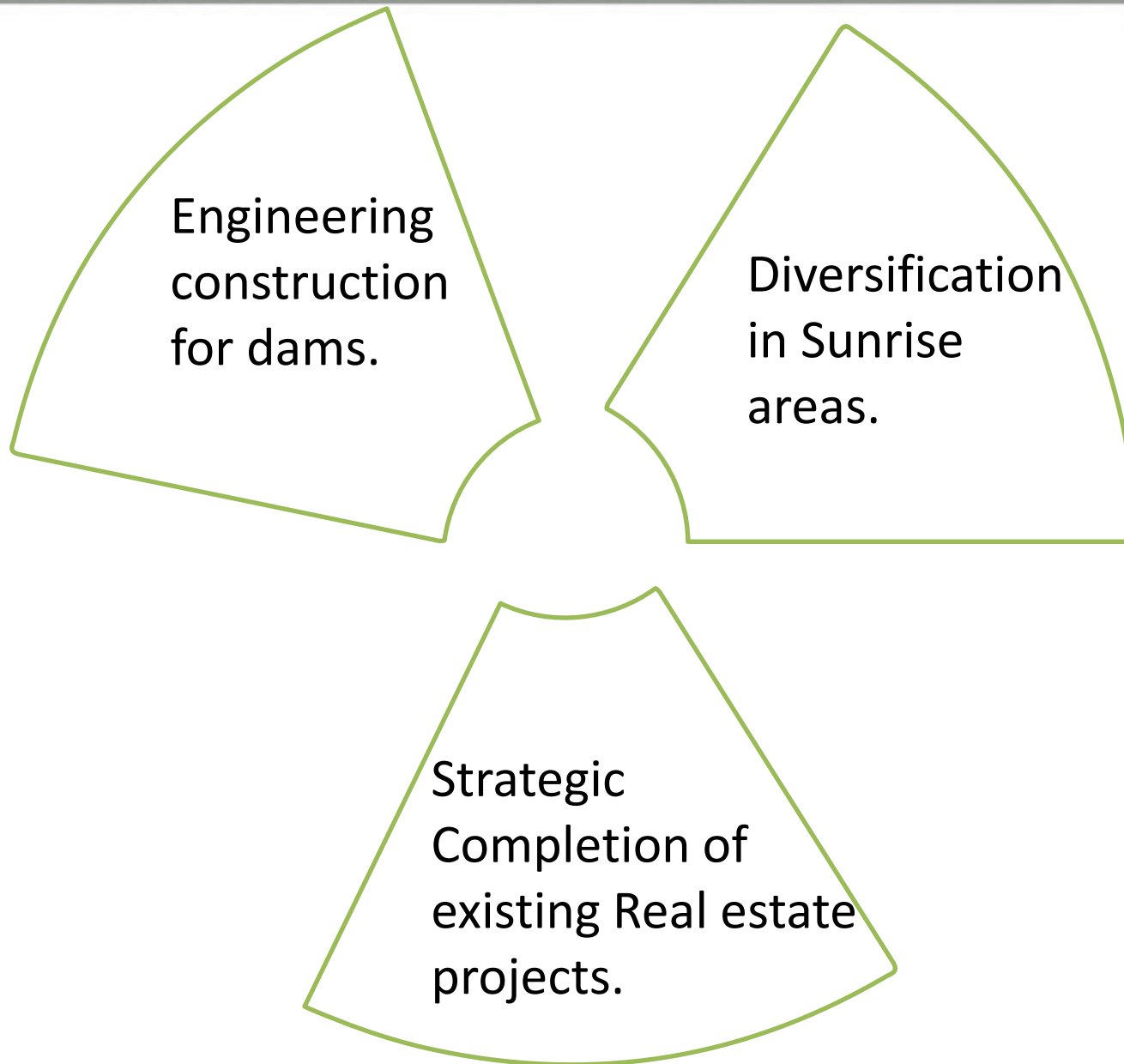
KEY MILESTONES



OMIL is growing continuously in its Core business through capacity expansions and acquisitions and successfully integrating the same with its existing business



KEY AREAS OF FOCUS



Successful implementation of these initiatives would substantially improve the shareholder value



ACHIEVEMENTS

- Achieved a leading position in the field of execution of turnkey contracts for Hydro-mechanical equipment for Irrigation and Hydropower projects.
- Most of recent engineering construction contracts for HE projects completed within or even AHEAD of schedule.
- Various other Construction Projects including Multiplex Cinema Project commissioned in record period of 9 months.
- Employing more than 100 managerial & technical personnel and 350 skilled manpower.
- Bagged prestigious contracts from organizations like World Bank, NTPC, Ministry of External Affairs, NHPC, NEEPCO and others.
- Profit making company since its incorporation.



OMIL: **ENGINEERING CONSTRUCTION**

- **Among World leaders in hydro-Mechanical engineering:** 45 years of proven track record in the business
- **Primary focus is on Engineering construction for dams.**
- Builders of some of the world's largest dam gates: Executed over 60 hydro-Mechanical turnkey projects in power and irrigation.
- Key competitive technical and R & D edge: Equipped with key and critical plants, tools, equipments and manpower required to execute turnkey contracts for small, medium and large hydro electric power projects
- **Largest company in the execution of turnkey contracts for hydro mechanical equipments in India and amongst the largest in the world.**
- **One of few eligible contenders for Large scale Dam projects.**
- Turnkey EPC contract for Hydro-electric power and irrigation projects.



OMIL: **ENGINEERING CONSTRUCTION**

- A dedicated team, many of whom have been associated with the company since its inception.
- Completed hydropower and irrigation projects of varied scale, size and complexity: from 126 MW to a 1000 MW project, from those executed across the country's fastest flowing rivers to those undertaken at the highest mountain peaks, a clear testimony of its engineering capabilities and versatility.
- Distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project such as vertical gates, radial gates, draft tube gates, intake gates, spillway and stoplog gates; hydraulic and electrical servo motor hoists; EOT and gantry cranes; and trash racks and trash rack cleaning machines.
- Specialist in turnkey Projects.



➤ Hydro-mechanical work is a highly technical and specialized business- Om Metals has the top end technical qualifications and capability.

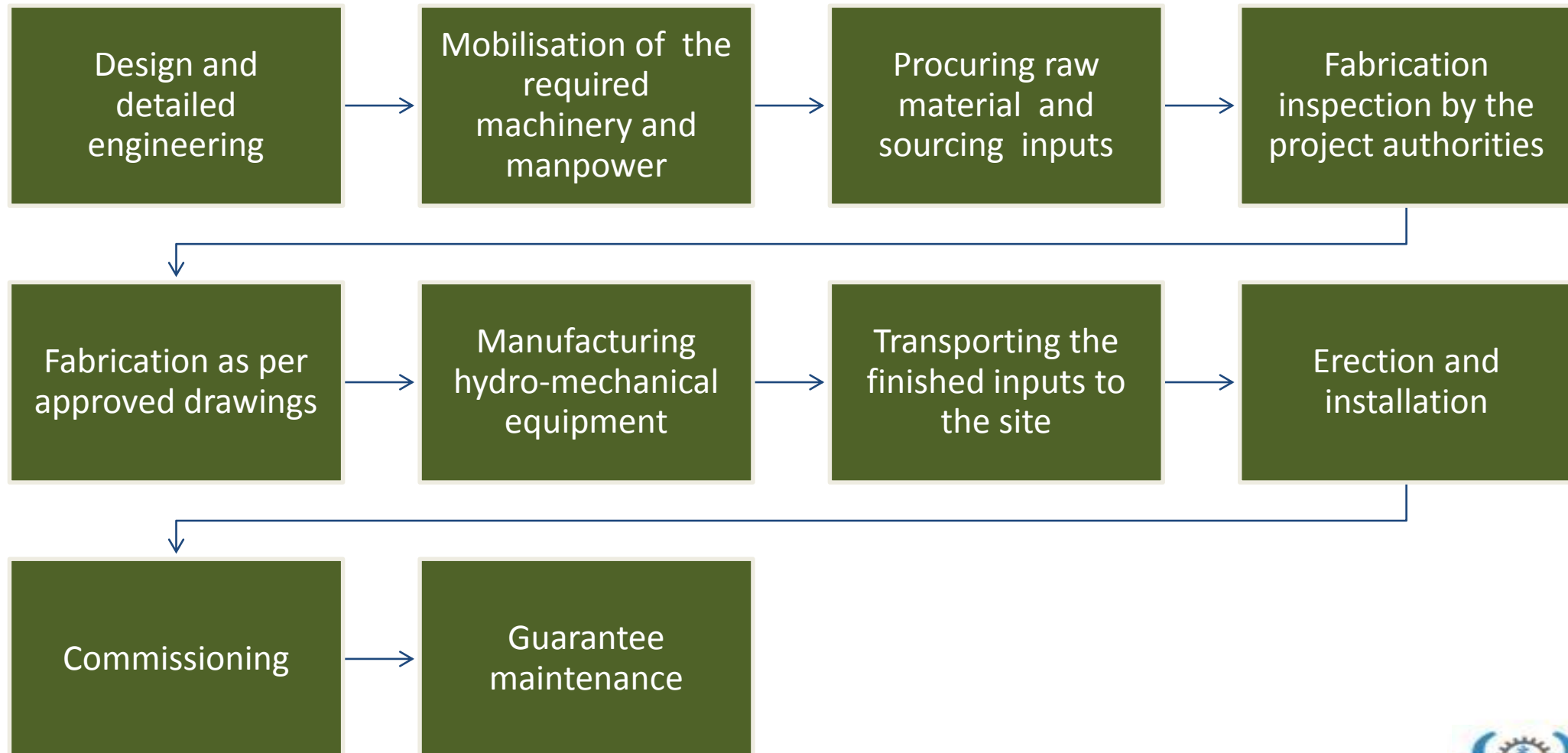
➤ Comparatively Low cost and low overheads.

➤ Entry barriers are high by virtue of pre-qualification requirements.

A nearly negligible leveraged company.

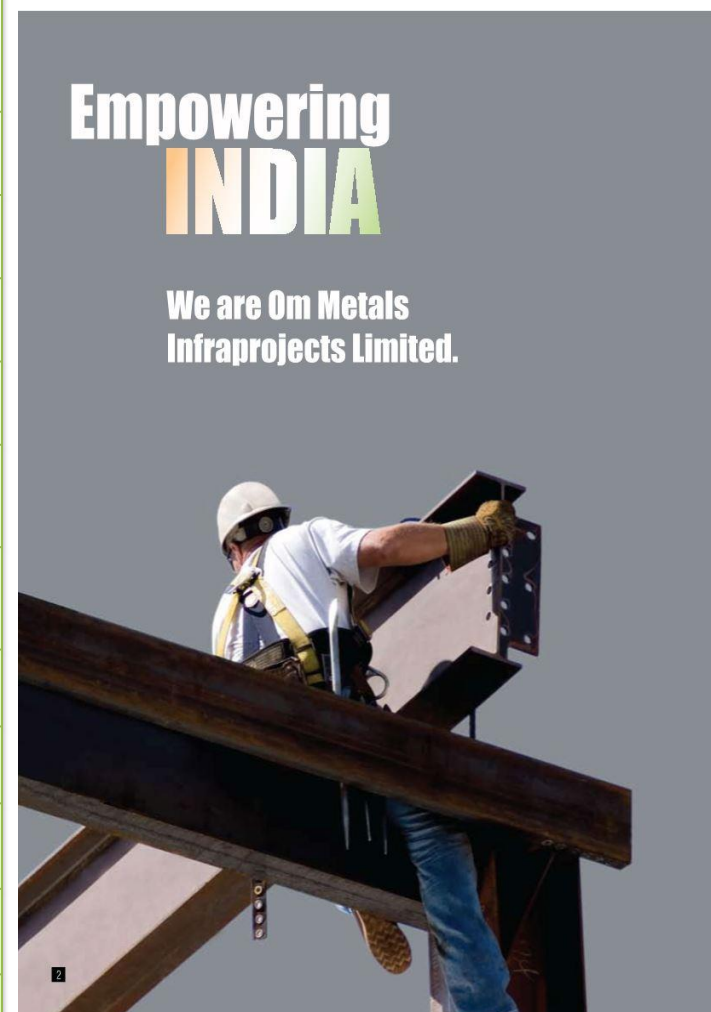


TURNKEY SOLUTION **VALUE CHAIN**- HYDRO MECHANICAL



PROJECTS COMPLETED – ENGINEERING CONSTRUCTION

| Sl. No. | Name of Project | Project Cost | Completion Year |
|-------------------------|-------------------------------------|--------------|-----------------|
| International Projects: | | | |
| 1 | Binh Dein HEP, Vietnam | 7 Cr. | 2008 |
| 2 | Kurichu HEP, Bhutan | 23 Cr. | 2001 |
| Domestic Projects: | | | |
| 1 | Gosikhurd Dam Project, Maharashtra | 177Cr. | 2009 |
| 2 | Chamera - III HEP, Himachal Pradesh | 74 Cr. | 2012 |
| 3 | Uri – II HEP, J & K | 58 Cr. | 2013 |
| 4 | Karbi Langpi HEP, Assam | 31 Cr. | 2007 |
| 5 | Upper Krishna Project, Karnataka | 27 Cr. | 2000 |
| 6 | Largi HEP, HP | 25 Cr. | 2006 |
| 7 | Ranga Nadi HEP, AP | 22 Cr. | 2002 |
| 8 | Sewa HEP, J & K | 19 Cr. | 2009 |



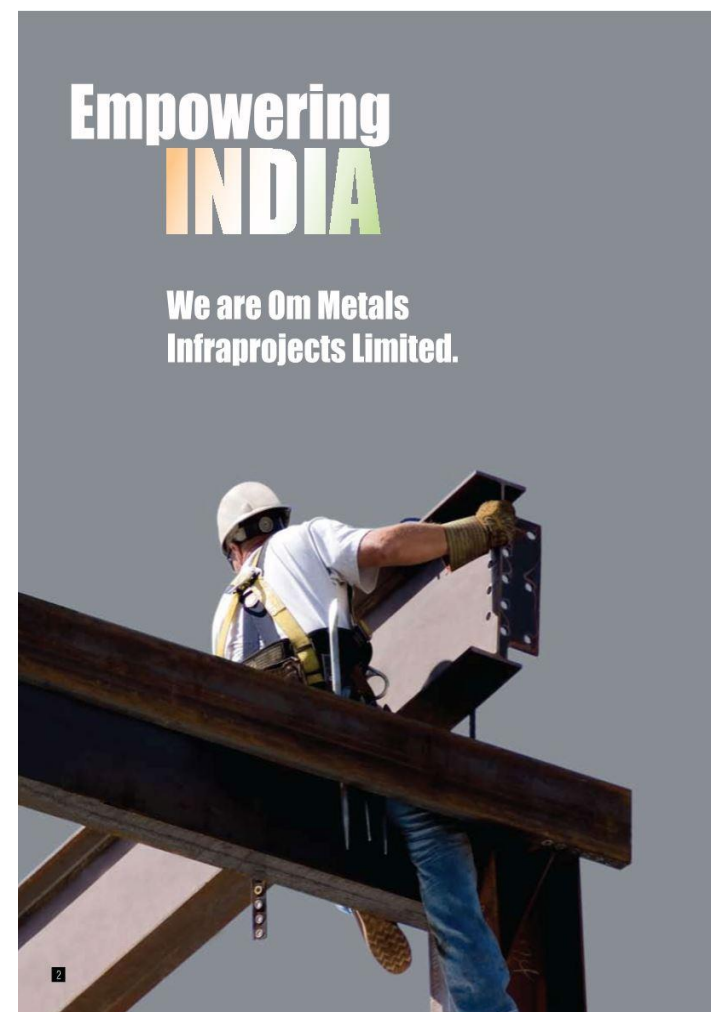
**Empowering
INDIA**

**We are Om Metals
Infraprojects Limited.**



ONGOING AND COMPLETED PROJECTS

| Sl. No. | Name of Project | Project Cost | Status/ completion year |
|-------------------------------|---|--------------|-------------------------|
| International Project: | | | |
| 1 | Nyaborongo HEP, Rwanda, Africa | 20 Cr. | 2014 |
| 2 | Sikta Irrigation Project, Nepal | 55 Cr. | 50% Completed |
| Domestic Projects: | | | |
| 1 | Kameng HEP, Arunachal Pradesh | 236 Cr. | 2016 |
| 2 | Sripada Sagar Dam Project, Andhra Pradesh | 191 Cr. | Completed |
| 3 | TLDP – IV HEP, WB | 98 Cr. | 90% completed |
| 4 | Parbati HEP, HP | 97 Cr. | Completed |
| 5 | Tapovan Vishnugad HEP, Uttrakhand | 72 Cr. | 90% completed |
| 6 | Koldam HEP, HP | 48 Cr. | 95% completed |
| 7. | Sardar Sarovar, Gujarat | 230 Cr. | 2017 |
| 8. | Rampur | 200 Cr. | 2017 |



ENGINEERING CAPABILITIES

Typical layout of a dam

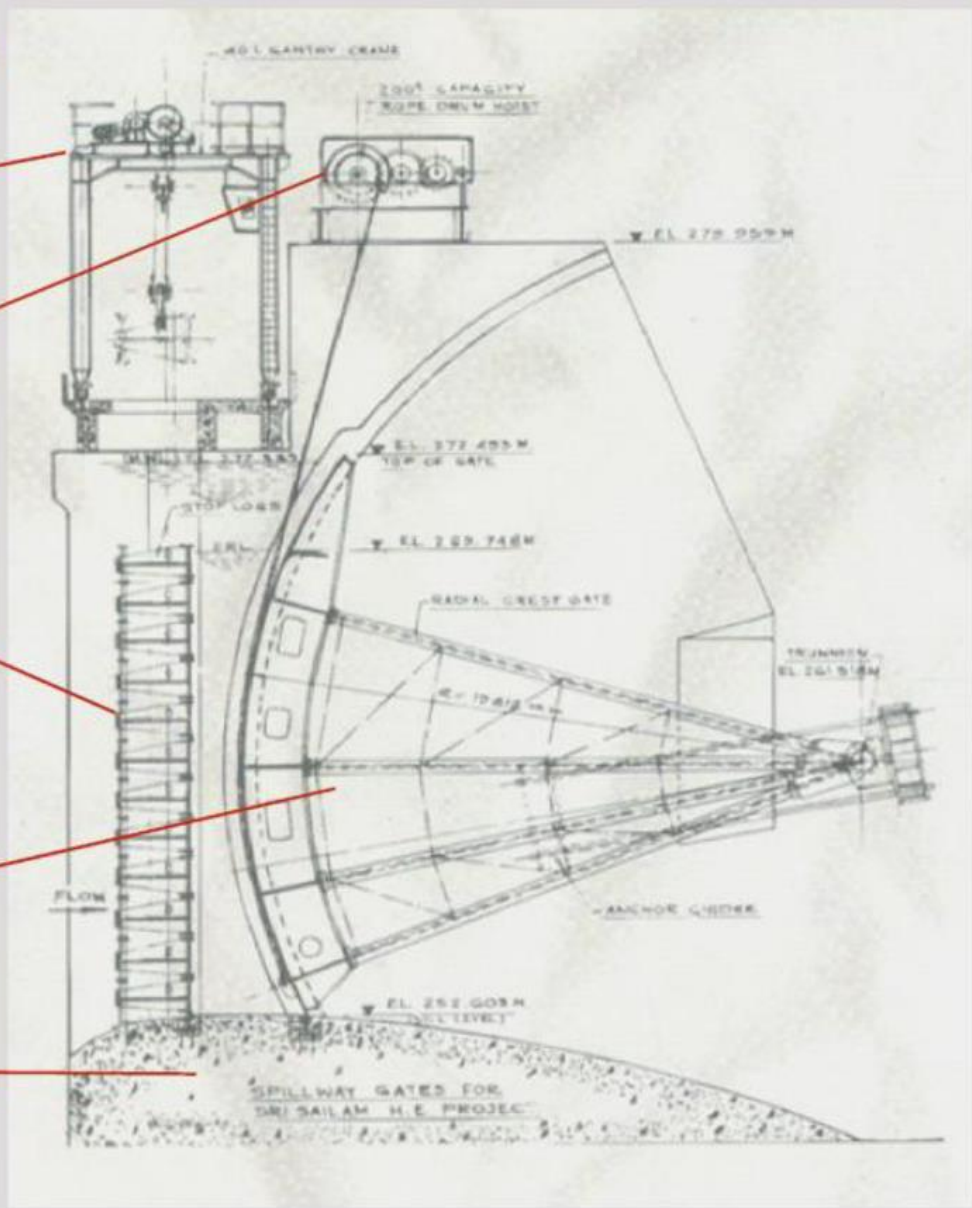
Gantry Crane

Hoist

Stoplog Gate

Radial Gate

Dam



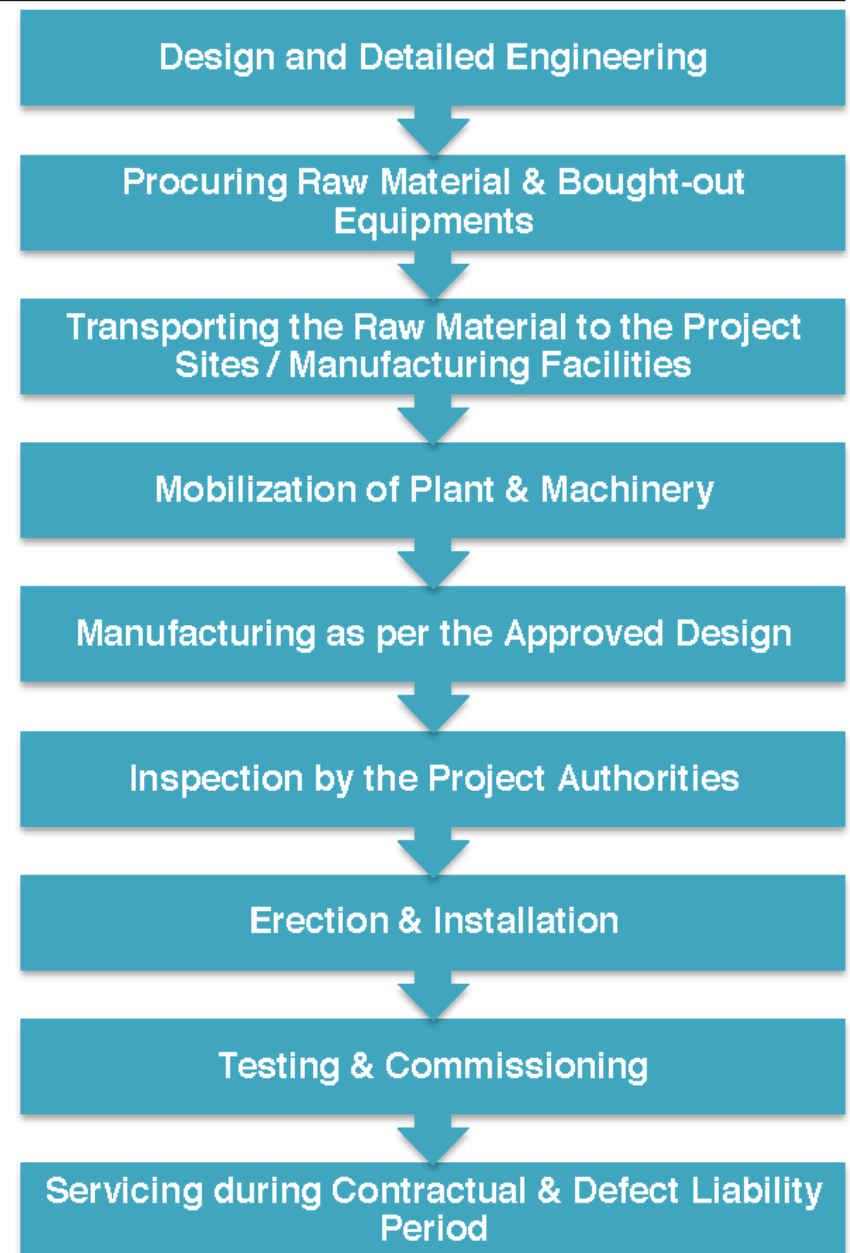
ENGINEERING CAPABILITIES

- Offers turnkey solutions from designing to commissioning of Hydro-mechanical equipments
- Experienced team of 30+ design engineers with significant exposure in the hydro power sector
- Engineering competence to undertake fabrication jobs for diverse industries



Recently executed designing to commissioning of one of the World's largest vertical lift gates at Koldam Hydro Electric project in Himachal Pradesh

Mobilised machinery and manpower on a treacherous, mountainous and difficult terrain for execution of the Uri Hydro Electric Project at Baramula, Srinagar (~8-9kms from Indo-Pak border)



PROJECT EXPERIENCE

Chamera III Hydro Electric Project

- First of its kind radial gates in terms of size - **one of the largest radial gates in the world**
- Project was **executed before time** and received client appreciation
- **Complicated design** without any precedence, executed under bad weather conditions



Uri II Hydro Electric Project

- Designed and installed hydro-mechanical equipment with total tonnage of 30,000 T
- Executed the **longest penstock pipe** in India (386 m)
- **Awarded a lump sum** incentive by NHPC for early completion
- **Sensitive location** close to the Indo-Pak border, militant entry possibilities



Prakasam Barrage – Vijaywada

- **Replacement of 70 old rusted Vertical gates** for Prakasam Barrage
- Project had to be executed with **heavy traffic** on barrage
- Project **completed 3 months ahead of schedule**
- **Tight Schedule** and no provision of stop log gates made replacement more difficult



PROJECT EXPERIENCE

Koldam Hydro Electric Project

- Designed and installed one of the **World's largest Vertical Gates and Radial Gates** for a 800 MW hydro power plant in Himachal Pradesh
- Installation and commissioning of vertical gates **completed in a record time of 2 months**
- **First of its kind project** in scale, size and capacity with **no precedence** in India



Kurichu Hydro Electric Project

- Designed and installed **5 submerged Radial Gates** (10 M x 14 M) for a 60 MW hydro power plant in Bhutan
- **Awarded 25% bonus** for before time project delivery
- **Managed 350 foreign workers** and executed project on a **difficult and remote terrain**



Upper Krishna Project – Almatti Dam

- Design and installation of **14 Radial Gates** for a dual purpose project (hydro power & irrigation) in Karnataka
- Installation and commissioning of radial gates **completed in a record time of 6 months**
- Executed under challenging conditions - **Dual nature project in a remote location**



Manufacturing Strength



Kota

Area: 20,728 sq m

Covered Sheds: 5,794 sq m

Machine Shop: 1 Machine shop with an area of 506 sq m

Fabrication: 8 fabrication shops with an area of ~5,567 sq m

Handling Capacity: up to 60 MT

Location Advantage: On the main western line enroute to Mumbai and Delhi. Good connectivity to ports and other states

Industrial hub of Rajasthan with no Power and Water problems for the industrial sector



Jaipur

Area: 3,600 sq m

Covered Sheds: 1,600 sq m

Machine Shop: 1 Machine shop with an area of 300 sq m

Fabrication: 1 fabrication shop with an area of 1,000 sq m

Handling capacity: up to 45 MT

Location Advantage: Easy accessibility to Raw Material depots at major cities

Large uncovered area with potential to further expand the facility

In addition to the above facilities, a lot of fabrication work is undertaken at the sites

The Company has unutilized land available at Bhopal (20 acres) and Faridabad (4 acres) to undertake additional fabrication work as and when required

INTERNATIONAL PROJECTS



CLIENT BASE

➤ Major Clients



- Central and State government PSU's , Electricity Boards , irrigation boards , PWD, Water Resource Department and power companies .

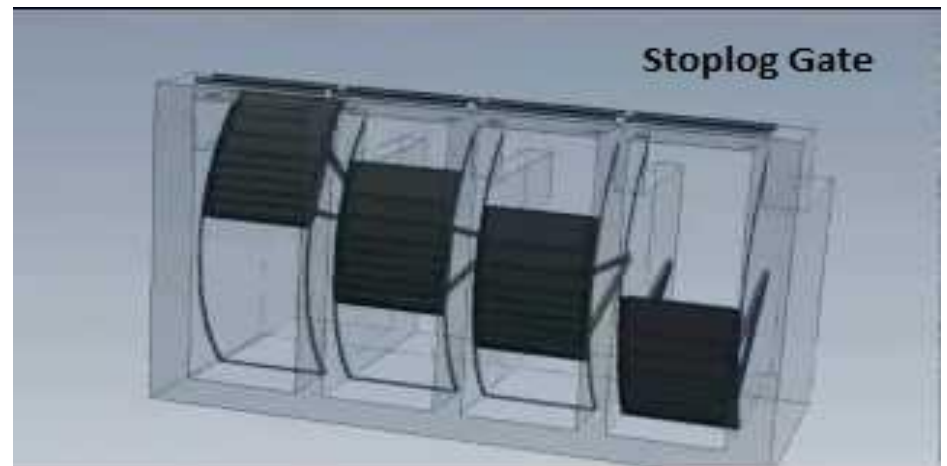


PRODUCT PORTFOLIO

➤ Vertical lift gate



➤ Stop Log gate



PRODUCT PORTFOLIO

➤ Hoists



➤ Trash Rack & TRCM



➤ Penstocks & Steel liners

➤ Radial Gates

➤ Control Equipment, Automization & SCADA.



OMIL - **REAL ESTATE** OVERVIEW

- Strategic investments in the realty sector
- **Strategic Location Properties**
- Residential
- Commercial
 - Hotel cum revolving restaurant
 - Multiplex
 - IT park
- EPC Contracts



OMIL - REAL ESTATE OVERVIEW

Potential realizable value of Land Bank / developable /under development area in company / subsidiary / step subsidiary

| Land Details | Area (OMIL's share) | Square Feet (OMIL's share) | Anticipated Rate (in Rs Per Sq ft) | Realizable value appx in Rs |
|---|----------------------|----------------------------|--------------------------------------|-----------------------------|
| Residential project "Meadows" Kota | 10,000 Sqm | 5,00,000 | 3,000 | 150 Cr |
| Bandra Reclamation - Mhada Mumbai | | 1,75,000 | 30,000 | 525Cr |
| Industrial Land Faridabad | 8000 Sqm | | | 30 Cr |
| Industrial Land Jaipur | 28,000 Sqm | | | 42 Cr |
| Institutional Land Kota | 40,000 Sqm | | | 40 Cr |
| Residential Project Palacia Jaipur | 20000 sq mt | 630000 | 10000-11000 | 700 cr |
| Residential Project Hyderabad :Ashvita' | | 80000 | | 36 cr |
| Industrial Land VKIA Jaipur | 3000 sq mt | | | 20 cr |
| Total | | | | 1543 cr |



REAL ESTATE ONGOING PROJECTS

OMIL: currently four realty projects in Mumbai, Jaipur, Hyderabad and Kota.

➤ **Mumbai project:**

- **A redevelopment project of MHADA in partnership under Om Metals Consortium (OMC) where OMIL holds 17.5 % stake.** Other developmental partners in the consortium are DB Realty Group , SPML Infra, Morya Housing, and Mahima developers. This multi-storied residential project is spread across 6 acres and entitled to FSI up to 4 which translate into appx ~1.2 mn sqft(subjected to all Govt clearances). OMC has done a JV with DB realty for this project where DB realty would be incurring 100% cost for the development and transfer 50% of salable area (i.e. 0.5 mn sqft after transferring 0.2 mn sqft in SRA scheme) to OMC. As per expected Realization (Rs 30000/sqft), **OMIL for its 17.5% stake is expected to have a net cash flow of Rs 5 bn over next 4-5 years from this project.**

➤ **Jaipur Project :PALLACIA**

- This project is located at prime location in Jaipur and has a sellable built-up area of 6.3 lakh sqft with expected realization of `10000-15000/sqft. **OMIL has invested 1.6 bn for land and development cost is expected to be Rs 2-2.5 bn. The company expects to generate rs 7.0bn of Revenue from this project over next 2-3 years**, which translates into pretax profits of Rs 2-2.5 bn.
- During FY15, OMIL, Consolidated to book Rs 0.8 bn revenue from this project.



REAL ESTATE ONGOING PROJECTS

- **Hyderabad project:** OMDPL (A SPV of OMIL where OMIL has 20 % stake) entered into a JV with Mahindra Lifespace for a residential project in **Hyderabad**, Mahindra owns 80% of the built-up area rights in the 10-acre premium residential project called 'Ashvita', and OMDPL holds the rights to the remaining area. **The 20% share of built-up area under OMIL is 80000 sqft and expected realization is `4500/sqft.(0.36 Bn INR)**
- **Road BOT project:** OMIL has a 49% stake in BOT road project (Jaipur to Bhilwara via Malpura, Kekri & Shahpura). **The cost of the project is `4 bn with 2.6 bn debt and `0.85bn VGF grant from Govt.** OMIL's Equity investment in the project is 0.7 bn and concession period is 22 years. The annual toll collection of this project is ~300 mn and is expected to reach to ~400 mn in upcoming years.



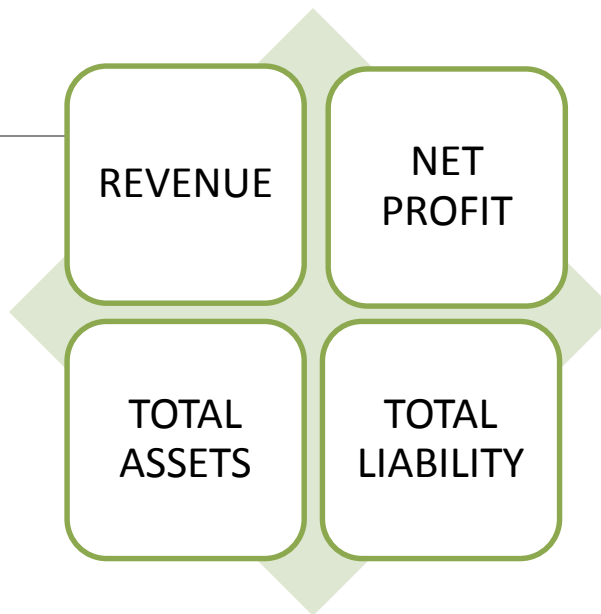
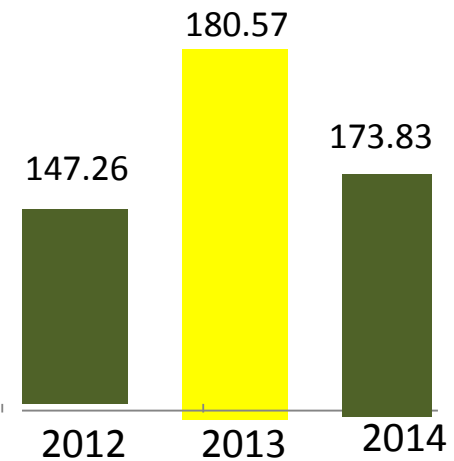
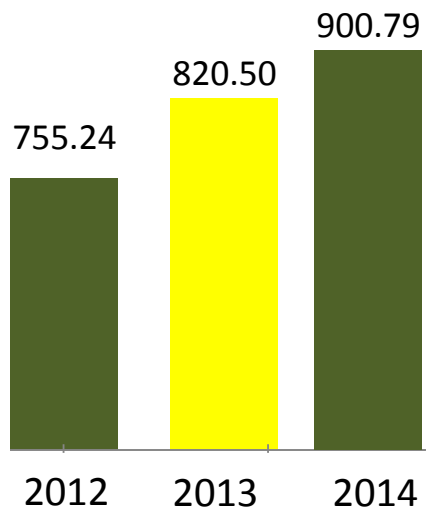
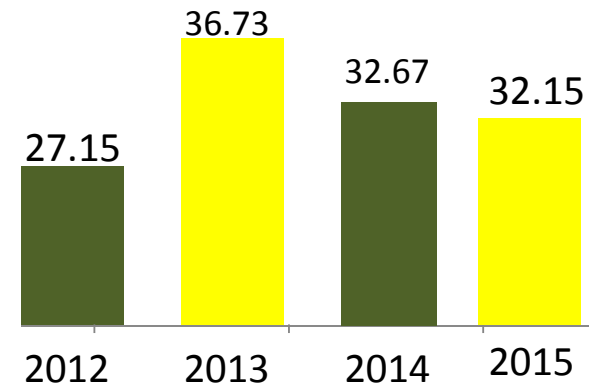
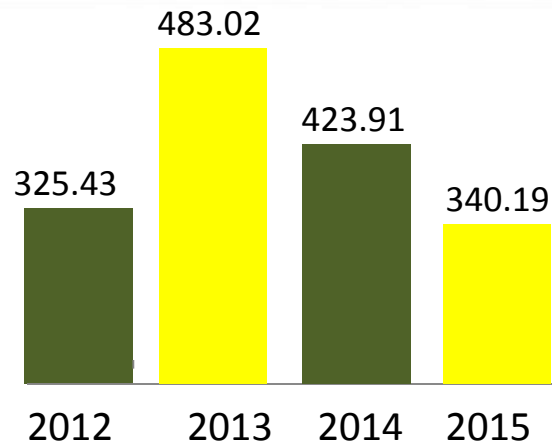
OMIL – Un-executed Order Book

| | |
|--------------------------------------|------------|
| Rampul – UP | 193 cr |
| Kutchch Project from SSNL – Gujarat | 230 cr |
| Kameng from NEEPCO – Arunachal | 36 cr |
| Pench HEP – (MP) | 36 cr |
| Kopili from NEEPCO – Arunachal | 30 cr |
| Sikta – Nepal | 30 cr |
| Tapoven Vishnu (NTPC) – Uttarakhand | 20 cr |
| Bhilwara Jaipur road – Jaipur | 15 cr |
| Kalisindh Rajasthan – | 25 cr |
| Pallacia Residential – Jaipur | 160cr |
| Total – | 775 cr |



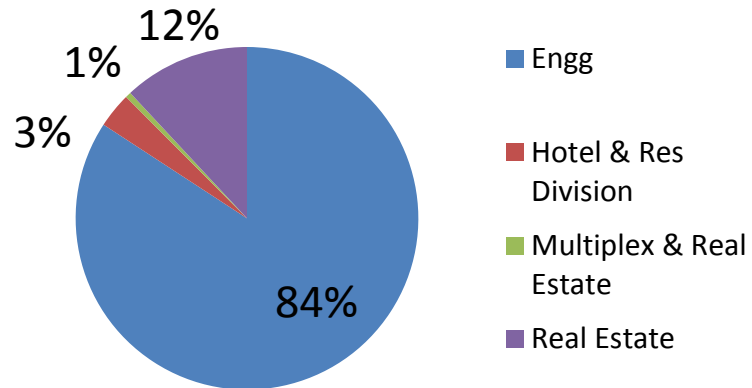
FINANCIAL PERFORMANCE - CONSOLIDATED

In Cr.

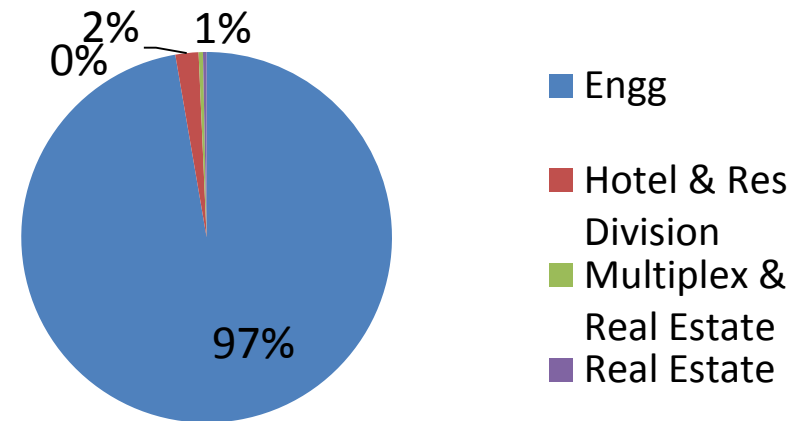


SEGMENT-WISE REVENUE

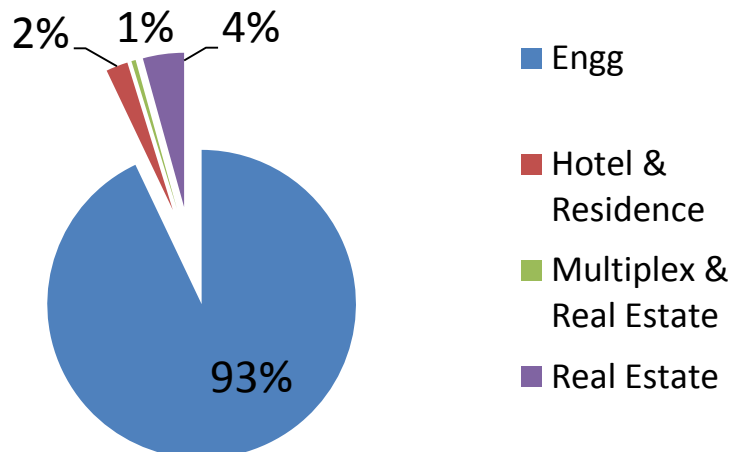
Gross Revenue`12



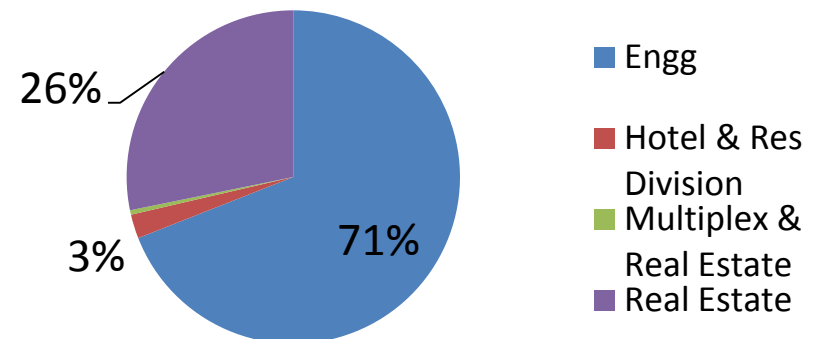
Gross Revenue`13



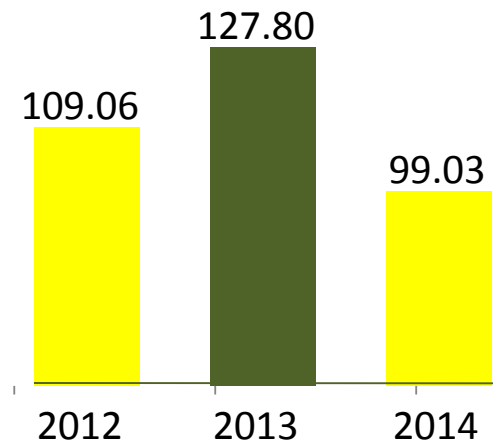
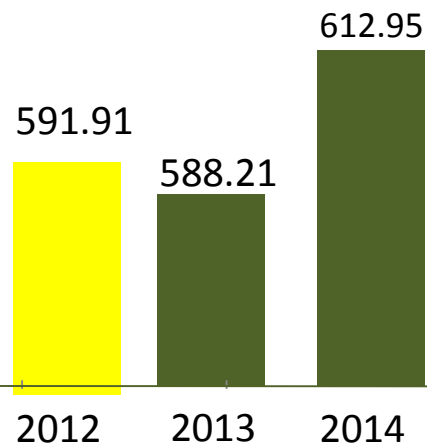
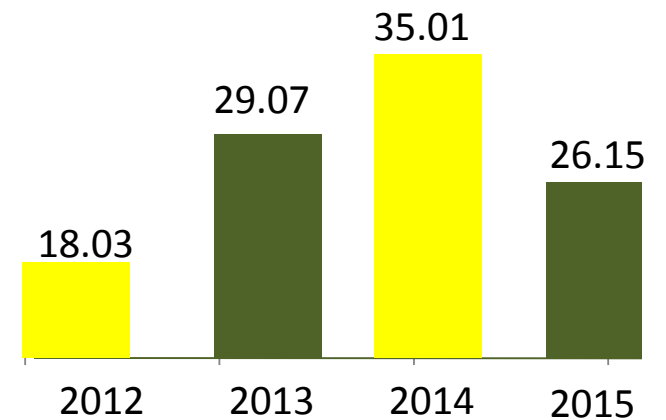
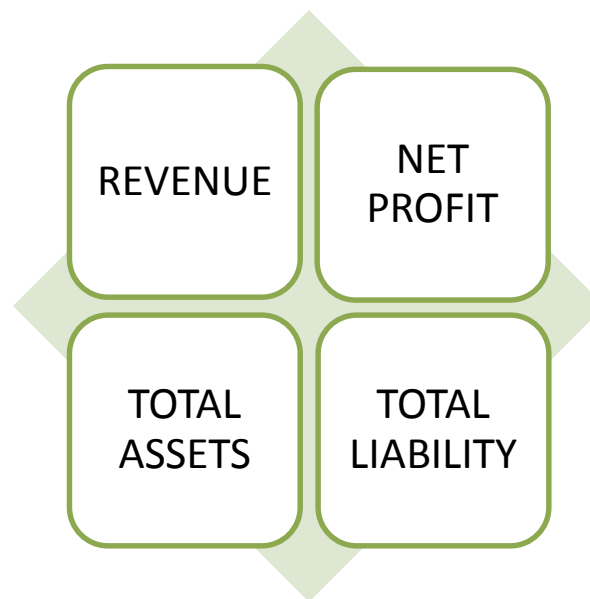
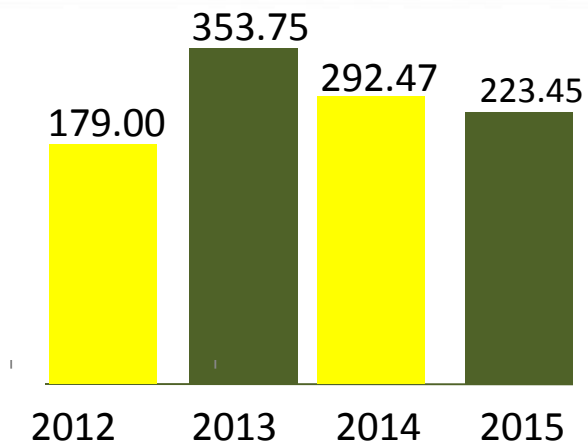
Gross Revenue`14



Gross Revenue`15



FINANCIAL PERFORMANCE – **ENGINEERING** SEGMENT



INDUSTRY OVERVIEW

- **BJP government's 'Make in India' campaign has got the attention of several in infrastructure and engineering multi nationals including GE and ThyssenKrupp, which are considering investing in the country.**
- **Current spending on engineering services is projected to increase to US\$ 1.1 trillion by 2020.**
- **Investment is expected to reach 10 per cent of GDP by 2016-17. Going forward in the XII Plan period (2012- 17), the Government is expecting about half of the total investment requirement of US\$ 970 billion in the infrastructure**
- **India is blessed with immense amount of hydro-electric potential and ranks 5th in terms of exploitable hydro-potential on global scenario. As per assessment made by CEA, India is endowed with economically exploitable hydro-power potential to the tune of 1 48 700 MW of installed capacity**



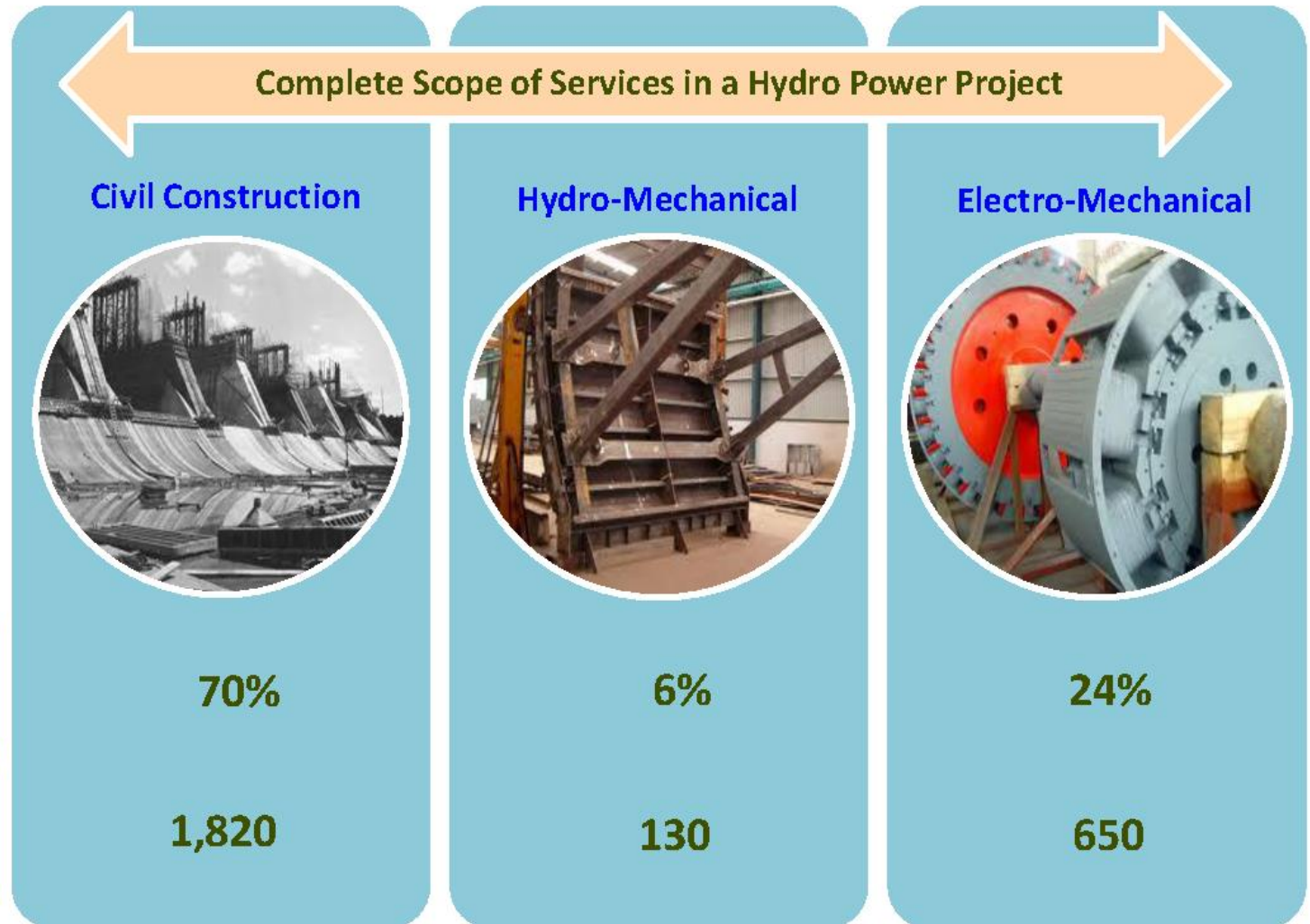
GLOBAL INFRASTRUCTURE OUTLOOK

- **Accelerating urbanisation** – especially in India and China – is set to boost emerging Asia's share of global spending on infrastructure and capital projects over the next decade, slashing the developed world's market share by 2025.



WAY FORWARD: OPPORTUNITY IN HYDRO POWER

Significant investment of INR 2,600 billion expected under the 12th Plan (2012-17) in the hydro power sector, an increase of 138% from the actual investment in 11th plan period



Segments of a
Hydro Power
Plant

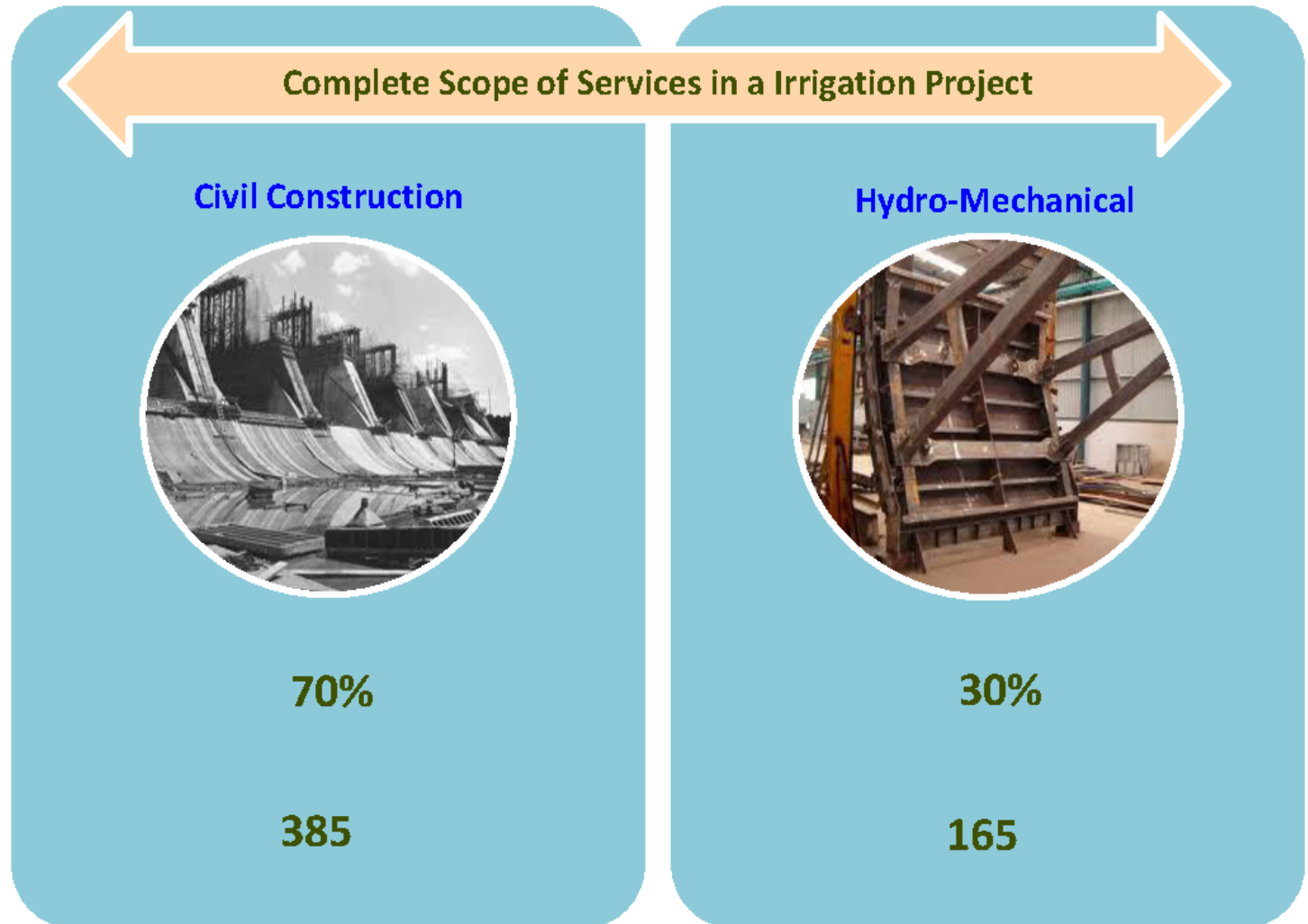
Proportional Cost
(as a %age of total cost of
construction of Hydro Plant)

Investment Envisaged under
12th plan*
(in INR billion)

*Arrived at based on proportionate cost percentage

WAY FORWARD: **OPPORTUNITY** IN IRRIGATION

Expected investments in construction of dams is INR 550 – 750 billion for Minor, Major and Medium Irrigation projects envisaged under the 12th Plan (2012-17)



Segments of a
Irrigation
Project

Proportional Cost
(as a %age of total cost of
Irrigation Project)

Investment Envisaged under
12th plan*
(in INR billion)

*Arrived at based on proportionate cost percentage

FUTURE OUTLOOK

- Plans to enter new verticals.
 - Agriculture / Food processing/ FMCG- Looking into major food parks
 - Ware housing and logistics
 - Oil and gas
 - Packaging and Manufacturing
 - EPC for Smart city and airports
- Plans to enter Africa for Roads, Hydro, EPC, Construction.
- Enlarge global footprint through acquisitions and strategic Joint Ventures in the core business
- Establish presence in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works
- Key & strategic real estate projects on very promising locations
- India has the second largest potential in the world both in Hydro-electric power and irrigation. The government of India plans of River linking project which signals to huge scope for Om metals kind of work.



CSR ACTIVITIES

- Provides Job opportunities to speech and hearing impaired Graduates in the Toyota showroom and Jaipur hotel.
- Creating Orchards in desert areas with man-made irrigation resources.
- Running MBA institute “Om Kothari institute of management” in Kota to provide education to underprivileged students.
- Empowering women and giving them key roles in the organization.
- Rewarding un-noticed learned prophets and laureates regularly.

Providing employable skill to youth under program of ministry of minority affairs



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