



OM METALS INFRAPROJECTS LIMITED

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Date: 19th September , 2020

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

Please find enclosed herewith the presentation to Investors for the Quarter ended 30th June, 2020.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Metals Infraprojects Limited**


Company Secretary



OM METALS
INFRAPROJECTS LTD

Investor Update – Q1 FY21

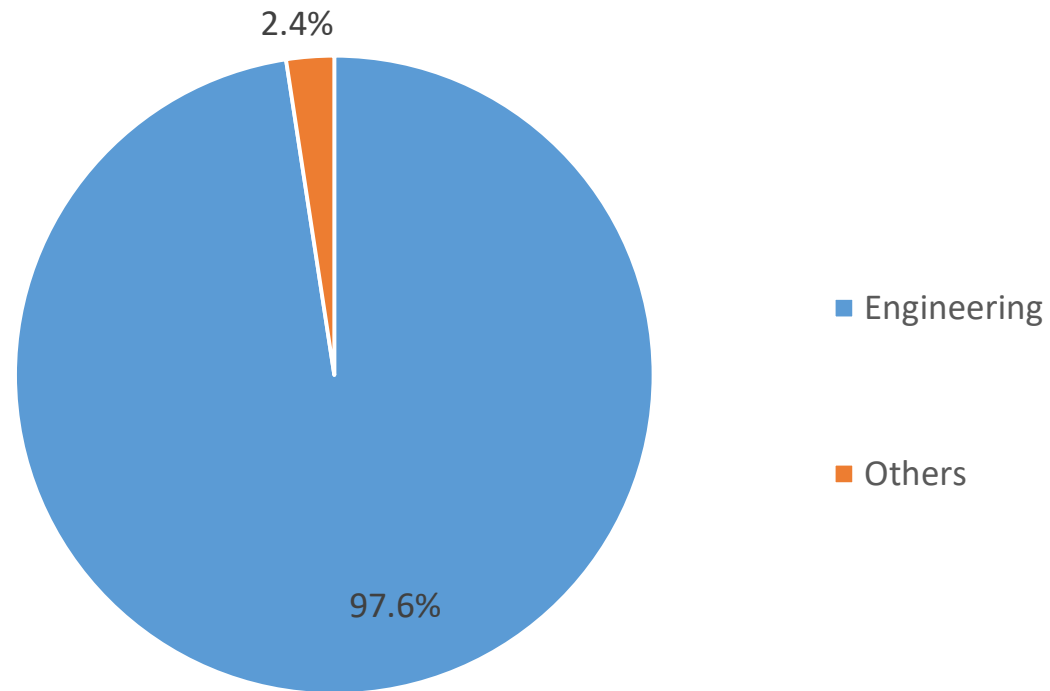
Om Metals Infraprojects - Company Overview

- Established in 1971, this leading conglomerate is present into Construction of EPC projects in Hydro Mechanical projects, Irrigation projects, Canal & Dams projects and Development of Real Estate projects
- The EPC contracts work include civil construction, designing, engineering, procurement, fabrication, manufacturing, supply, installation, commissioning and operations & maintenance
- Company has successfully executed road projects and more than 60 Civil and Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country and abroad
- Currently working on 16 construction projects with total contract value of Rs 2475 crores (OMIL Share)
- These projects are across 9 Indian states (Gujarat, Uttar Pradesh, Madhya Pradesh, Uttarakhand, Himachal Pradesh, Jharkhand, Tamil Nadu, Arunachal Pradesh and Rajasthan) and three international locations (two projects in Africa and one project in Nepal)
- Two Real Estate projects are under progress across Jaipur, Kota with sellable area of over A Million sq ft and one is in implementation stage at Mumbai with the total expected saleable area over 2.5 lakh sq ft (Om's share)
- Unexecuted orderbook stands at Rs 1478 crores (OMIL share) as on 30.6.2020
- Equity Capital of 9.63 crore (Rs. 1 paid up), Net worth of Rs 640 crore and Promoter holding 71.68% are all unencumbered

Profit & Loss Statement (QIFY21 - Consolidated)

Rs Crore	QIFY21	QIFY20	YoY (%)
Revenue from operations	36.34	59.09	-38.5%
Total Expenditure	18.16	47.94	-62.1%
EBITDA	18.18	11.15	63.0%
<i>EBITDA Margin</i>	<i>50.0%</i>	<i>18.9%</i>	
Other Income	2.06	3.36	-38.7%
Depreciation	2.06	2.22	-6.9%
EBIT	18.17	12.30	47.8%
Interest	7.82	5.94	31.7%
Profit Before Tax	10.35	6.36	62.8%
Tax	2.30	2.90	-20.7%
Profit After Tax	8.05	3.46	132.8%
PAT Margin	22.2%	5.9%	

Segmental Revenue Break-up – Q1FY21



Please Note: Revenue from Engineering segment include revenue from all EPC contracts in domestic and International markets

Contracts Details - Unexecuted Order-Book at Rs 1478 Crore

Sr. No.	Name of Contract	Client	Location	Project Type	Contract Value Share of OMIL (Rs Crore)	Value of Balance work (Rs Crore)	Estimated Completion Date	OMIL Share
1	Kutchh Canal Power - SSNN	Govt. of Gujarat	Gujarat	Hydro Mechanical and civil	230.0	50.31	March 21	100%
2	Koshi Canal System, Rampur#	Govt of Uttar Pradesh	Uttar Pradesh	Dam/barrage	193.76	11.33	Sept 20	100%
3	Ujjain Smart city	Govt of Madhya Pradesh	Madhya Pradesh	EPC – smart city	119.0	5.57	Dec-20	50%
4	Vyasi Hydro Mech	Uttaranchal Jal Vidyut Nigam	Himachal Pradesh	Hydro Mechanical	105.9	19.23	Mar-21	100%
5	Tapovan Hydroelectric Project	NTPC	Himachal Pradesh	Hydro Mechanical	72.4	23.48	Mar-22	100%
6	Mpanga Irrigation	Government of India	Rwanda (Africa)	Irrigation	107.46	68.6	Mar-21	100%
7	Kpong Irrigation	World Bank	Ghana (Africa)	Irrigation	119.32	10.00	Oct -20	100%
8	North Koel Reservoir	Government of India	Jharkhand	Dam	38.5	27.9	Mar-22	100%
9	Kundah Hydro Mech Project	Govt of Tamil Nadu	Tamil Nadu	Hydro Mechanical	95.0	95.0	Nov-21	100%
10	Arun-3 Hydroelectric Project	SJVN Limited	Nepal	Hydro Mechanical	157.0	157.0	Jul-22	100%
11	BairaSiul Power Station	NHPC	Himachal Pradesh	Hydro Mechanical	19.9	8.02	Mar-21	100%
12	Pench Diversion Project	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	78.9	78.9	Dec-23	30%
13	Kameng HEP	NEEPCO	Arunachal Pradesh	Hydro Mechanical	195.4	4.1	Dec-20	60%
14	Isarda Dam Project#	Govt of Rajasthan	Rajasthan	Dam water storage	549.2	526.1	Dec-23	100%
15	Amravati Project Construction		Maharashtra	Irrigation	240.1	239.14	Mar-25	100%
16	Hiran Water Resources Division	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	153.3	153.3	Dec-23	51%
Total					2475.14	1477.98		

GST Effect given

* as on 30.6.2020

Covid-19 Impact and Execution Update

- Company's operations were impacted as the nation-wide lockdown, which came into force on 24th March, 2020, halted most of the construction activity in the country during the June 2020 quarter
- Reverse migration of workers has caused project execution delays during the period
- However, construction activities at all our project locations have commenced gradually since the lockdown conditions began relaxing and wherever the local authorities have permitted resumption of the same happened
- All safety measures have been ensured and followed at all the office and construction sites as set out by the Government
- Second half of FY21 would partially mitigate the demand impact in first half of FY21
- Execution has already picked up again at all our EPC projects (see slide no. 5) and real estate projects (see slide no. 7)
- Company's largest contract – Isarda Dam project (Rs 550 Crore pre GST) has gathered pace; revenue booking already started
- Revenue booking at other new Hydro Mechanical contracts, Arun-3 (Nepal) and Kundah (Tamil Nadu), is going to start soon from this quarter
- Africa Irrigation projects are progressing smoothly. Pace of execution of these projects has been better with completion expected by Mar-Aug 2021
- In Gujarat and Bihar Silo projects – Ground breaking & civil structures work at both the projects are in progress. Company is hopeful to achieve Financial closure soon and COD in next 12-15 months

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	340	4,45,972
Palacia	Jaipur	-	Housing	152	6,46,150
Bandra MHADA	Mumbai	DBRealty & Others	Housing	-	2,50,000

Real Estate Project	Sold in sq.ft	Unsold in sq.ft.	Total estimated realisable value of revenue (Rs Cr)	Consideration of sold units (Rs Cr)	Total revenue realizable for unsold units (Rs Cr)
Om Meadows	185,500	2,60,472	107	42	65
Palacia	238760	4,07390	666	207	459
Bandra MHADA*	-	2,50,000	750	0	*750
Total			1,523	249	1274

- Note: *Bandra Mhada project – as per finalization of drawing plan and FSI approval
- The revenue projections are subjected to growth in real estate markets and sale of units and FSI approval (at decided rate and time)

Execution of Real estate projects progressing well

- Execution of the two key real estate projects; Om Meadows (Kota) and Pallacia (Jaipur) are progressing well. The finishing, interior and value addition work in Pallacia /Kota residential project is going on
- In the next three years, considering that the reality market to do considerably well, the company expects about Rs 650 crore revenue and unrealized cash inflow from both the projects.



Interim relief from Arbitrator in Bhilwara road SPV project

- Company has got interim relief which it sought under section 17 of arbitration act from Arbitrator in its road SPV (Special Purpose Vehicle) project - Bhilwara Jaipur Toll Road Pvt. Ltd
- The Arbitrator after due hearings under section 17 of arbitration act in this case issued an award on Oct 30, 2019 directing the PWD - Rajasthan Govt to deposit Rs 191 crore in escrow account and take back the possession of state highway but PWD have preferred appeal in commercial court in Rajasthan against the interim award.
- State Govt has now also allowed the toll collection from Private vehicles wef 1.11.19 which was earlier exempted wef April 01, 2018 – this has strengthened cash flow handsomely
- Regular arbitration proceedings as per Arbitration act is going on and claim of termination payment of Rs 578 crore is in process of hearings
- As per termination of Concession Agreement, the State Govt of Rajasthan is liable to pay termination payment which includes debt due and 150% of the adjusted equity as per clause in concession agreement but presently they have got interim award stayed from court.

Monetisation of non-core assets/awards

- One of the Packing division's machinery has already been sold to make the packaging business more viable
- The agreement to sale for Jaipur Hotel (Om Tower) was done during Q3FY19. Major amount had already been received as an advance. Conveyance deed is pending for the transfer of licenses and other formalities
- In Tapovan Vishnugarh project, company has won arbitration award of Rs 53 crore and NTPC has accordingly deposited the money in court and challenged the award in Hon'ble High court. The final disposal of NTPC appeal in our favour in Hon'ble High court is expected.
- In The MHADA project, company is exploring the construction of commercial spaces and in talks with Architects /Govt agencies and other prominent developers for construction post FSI approval and Design and drawing approval. Claim for delay in project from MHADA is in arbitration process.

Outlook & Key Drivers

- **Government's need of revival in capex cycle and infrastructure development would remain conducive for achieving the growth aspirations of the Company**
- **Strong revenue visibility with current unexecuted order-book of Rs 1478 crore, which is ~8x of FY20 revenues**
- **Though Q1FY21 has seen decline in revenues due to the lockdown and reverse migration of workers, company's profitability for the quarter increased significantly led by improvement in margins**
- **H3FY21 would be much better as compared to H1FY21 in terms of execution of projects at both domestic and international sites leading to higher revenue recognition**
- **Focus on tapping huge potential in Hydro Electric Power, River Linking and irrigation by capitalizing on the government's plans of accelerating infrastructure projects**
- **Company is also focused on better operational efficiencies which would help in further margins improvement**
- **Balance sheet remains healthy; the company is well placed to better execute its projects and further look for opportunities in this space leading to increase in profitability**

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.

COVID 19 outbreak and its effect world wide can change many dynamics and economic scenarios and the affect of it in Om metals is not ruled out.

Thank You

For Further Information, Please contact:

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