



# OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

CIN: L27203RJ1971PLC003414

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Date: 25<sup>th</sup> February, 2021

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

Dear Sir/Ma'am,

**Sub: Presentation to Investors**

Please find enclosed herewith the presentation to Investors for the Quarter ended 31<sup>st</sup> December, 2020.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For Om Infra Limited


Company Secretary





# Om Infra - Company Overview



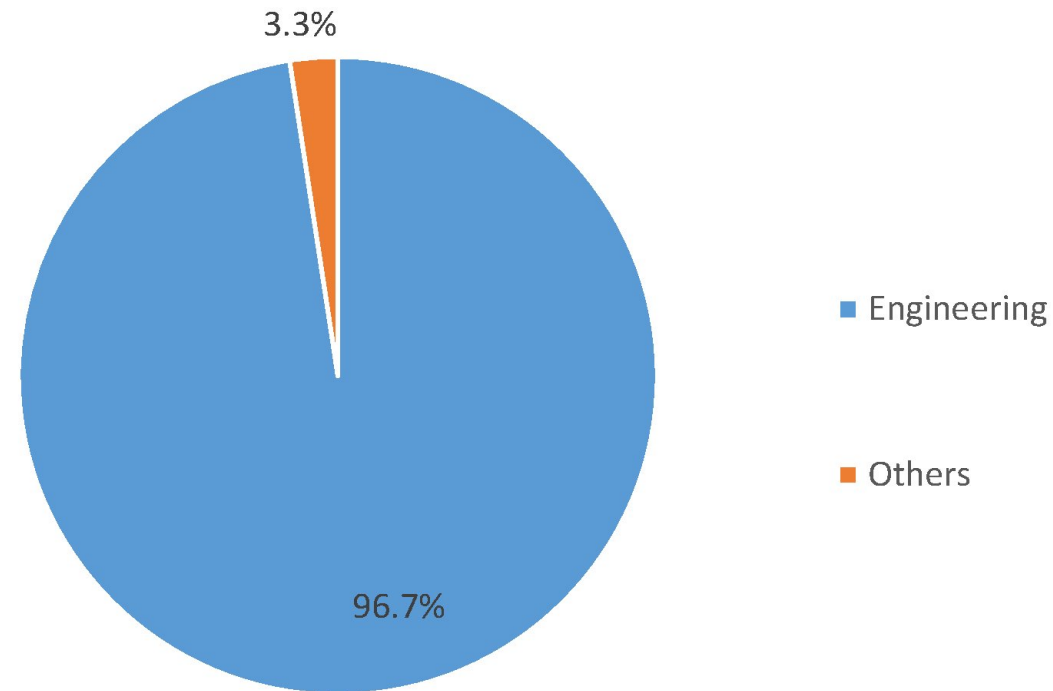
- Established in 1971, this leading conglomerate is present into Construction of EPC projects in Hydro Mechanical projects, Irrigation projects, Canal & Dams projects and Development of Real Estate projects
- The EPC contracts work include civil construction, designing, engineering, procurement, fabrication, 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 17 construction projects with total outstanding unexecuted contract value of Rs 1943 crores (OMIL Share)
- These projects are across multiple states (Gujarat, Uttar Pradesh, Madhya Pradesh, Uttarakhand, Himachal Pradesh, Jharkhand, Tamil Nadu, Arunachal Pradesh, Punjab 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 planning stage at Mumbai with the total expected saleable area over 2.5 lakh sq ft ( Om's share)
- Unexecuted orderbook stands at Rs 1943 rores (OMIL share) as on 30.12.2020
- Equity Capital of 9.63 crore ( Rs. 1 paid up), Net worth of Rs 640 crore and Promoter holding 71.68% are all unencumbered and consistently dividend paying since a decade

# Profit & Loss Statement (Q3FY21 - Consolidated)

Rs Crore	Q3FY21	Q3FY20	YoY (%)
Revenue from operations	46.68	39.93	+16.9%
Total Expenditure	36.38	29.49	+23.36%
EBITDA	10.30	10.44	-1.34%
<i>EBITDA Margin</i>	<i>22.06%</i>	<i>26.14%</i>	
Other Income	1.57	1.12	-40%
		.	
Depreciation	2.06	2.09	---
EBIT	18.17	12.30	50.0%
Interest	2.08	9.04	-77%
Profit Before Tax	7.72	0.42	1738%
Tax	0.10	0.24	-58.33%
Profit After Tax	7.62	0.18	132.8%
PAT Margin	16.32%	0.6%	



## Segmental Revenue Break-up – Q3FY21



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

# Contracts Details - Unexecuted Order-Book at Rs 1943 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	230.13	52.08	March 22	100%
2	Koshi Canal System, Rampur#	Govt of Uttar Pradesh	Uttar Pradesh	Dam/barrage	193.76	11.33	March 23	100%
3	Ujjain Smart city	Govt of Madhya Pradesh	Madhya Pradesh	EPC – smart city	124.80	7.55	Sept t21	50%
4	Vyasi Hydro Mech	Uttaranchal Jal Vidyut Nigam	Himachal Pradesh	Hydro Mechanical	105.91	10.58	Dec -21	100%
5	Tapovan Hydroelectric Project	NTPC	Himachal Pradesh	Hydro Mechanical	72.4	17.15	----	100%
6	Mpanga Irrigation	Government of India	Rwanda ( Africa)	Irrigation	121.25	75.77	Sept-21	100%
7	Kpong Irrigation	World Bank	Ghana ( Africa)	Irrigation	108.03	5.10	June 21	100%
8	North Koel Reservoir	Government of India	Jharkhand	Dam	38.54	32.26	Mar-22	100%
9	Kundah Hydro Mech Project	Govt of Tamil Nadu	Tamil Nadu	Hydro Mechanical	92.10	92.10	Nov-21	100%
10	Arun-3 Hydroelectric Project	SJVN Limited	Nepal	Hydro Mechanical	156.98	149.14	Jul-22	100%
11	BairaSiul Power Station	NHPC	Himachal Pradesh	Hydro Mechanical	19.88	7.01	Dec -21	100%
12	Pench Diversion Project	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	78.9	62.0	Dec-23	30%
13	Kameng HEP	NEEPCO	Arunachal Pradesh	Hydro Mechanical	195.4	4.1	March21	60%
14	Isarda Dam Project#	Govt of Rajasthan	Rajasthan	Dam water storage	549.2	467.70	Dec-23	100%
15	Amravati Project Construction		Maharashtra	Irrigation	240.07	238.15	Mar-25	100%
16	Hiran Water Resources Division	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	156.46	156.46	Dec-23	51%
17	Shapurkhandi Punjab	WRD PUnjab	Pathankot	Power house	554.46	554.46	March 2026	100

# GST Effect given

\* as on 31.12.2020

# Covid-19 Impact and Execution Update

- Company's operations which were impacted as the nation-wide lockdown, halted most of the construction activity in the country now getting stable and regular gradually.
- All safety measures have been ensured and followed at all the office and construction sites as set out by the Government
- 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 and shapurkhandi Punjab is another big milestone in company's order book
- Revenue booking at other new Hydro Mechanical contracts, Arun-3 (Nepal) and Amravati (Maharashtra), is going to take pace from this quarter
- Africa Irrigation projects are progressing smoothly. Pace of execution of these projects has been better with completion expected by this FY
- 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	243660	4,02490	646	210	436
Bandra MHADA*	-	2,50,000	750	0	*750
<b>Total</b>			<b>1,523</b>	<b>249</b>	<b>1251</b>

- Note: \*Bandra Mhada project – as per finalization of drawing plan and FSI approval and subject to market conditions
- 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 PWD had got stayed which is now quashed by Hon'ble High court. We are awaiting positive development soon.

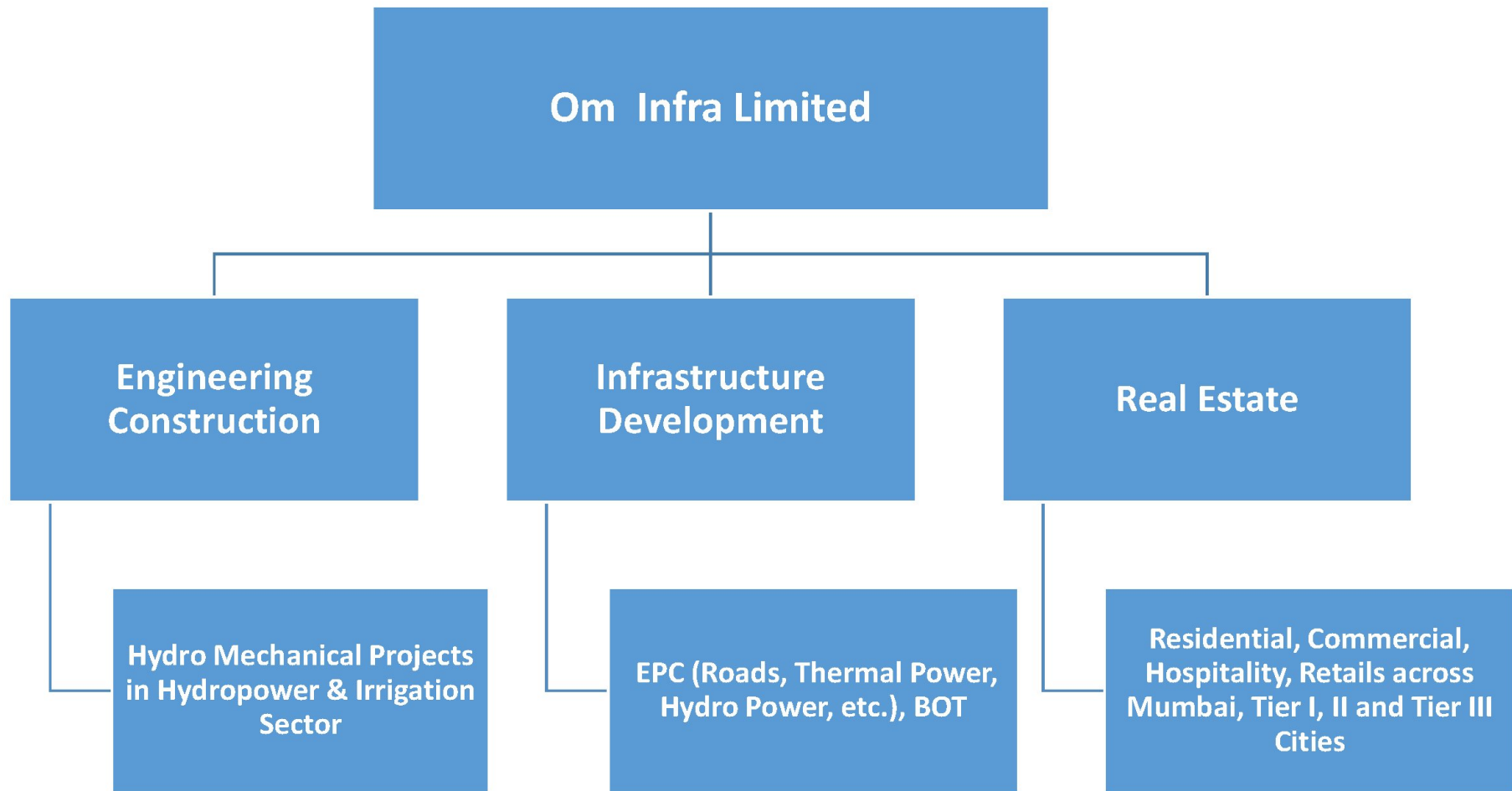


## Monetisation of non-core assets/awards

- 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 recent glacier burst the project is damaged and we are estimating loss and its unfortunate that we have lost some lives of human resource there and some are missing .
- 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 with reduced EMD and PBG in tender and contracts.**
- **Strong revenue visibility with current unexecuted order-book of Rs 1943 crore, which is ~10x of FY20 revenues**
- **Though FY21 so far has seen marginal decline in revenues as compared to last year due to the lockdown and reverse migration of workers, but company's profitability for this period increased significantly led by improvement in margins**
- **Q4FY21 would be much better as compared to Q4FY20 in terms of execution of projects at both domestic and international sites leading to higher revenue recognition and FY22 is expected to witness handsome growth**
- **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 with a better recognition post name change**
- **Balance sheet remains healthy with long term debt scaling down ; the company is well placed to better execute its projects and further look for opportunities in this space leading to increase in profitability**





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## 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

## 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 Infra 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 Infra is not ruled out.





















# Thank You

**For Further Information, Please contact:**

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