



# OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS  
RvA CO71

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Website : www.ommetals.com

AN ISO 9001 : 2000 Certified Co.

Date: 31<sup>st</sup> May, 2017

To,

|  |  |
|--|--|
| Corporate Service Department, Bombay<br>Stock Exchange,<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Mumbai-400001<br>Fax No. 022-<br>22723121/3027/2039/2061/2041 | Listing Department,<br>National Stock Exchange Of India Limited<br>Exchange Plaza, C-1 Block G Bandra Kurla<br>Complex, Bandra (E), Mumbai<br>Fax No. 022-<br>26598237/38 : 66418126 |
|--|--|

Dear Sir/Ma'am,

**Sub: Presentation to Investors on Audited Financial Result for the Financial Year ended 31<sup>st</sup> March, 2017**

Please find enclosed herewith the presentation on the Audited Financial Result for the Financial Year ended 31<sup>st</sup> March, 2017.

Kindly take the same on your records.

Thanking You

Yours Faithfully



For Om Metals Infraprojects Limited

Company Secretary

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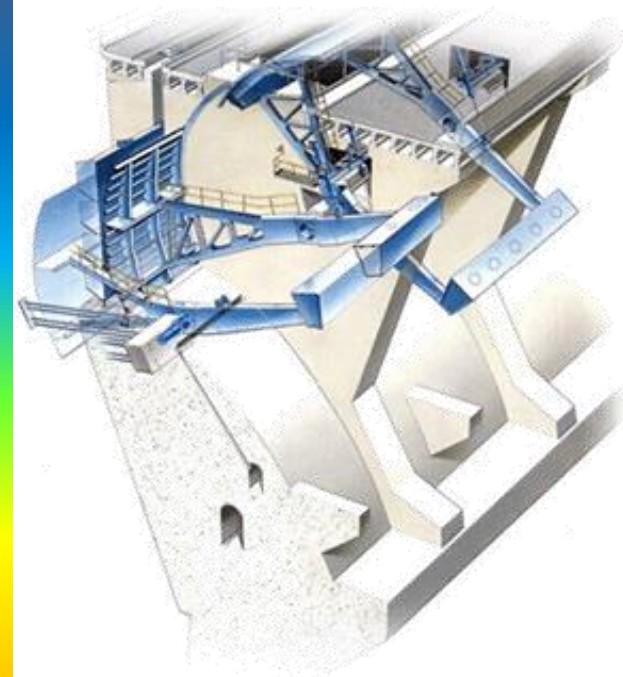
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**OM METALS**  
INFRAPROJECTS LTD

**THE POWER TO CHANGE**

**Investor Presentation**  
**May 2017**






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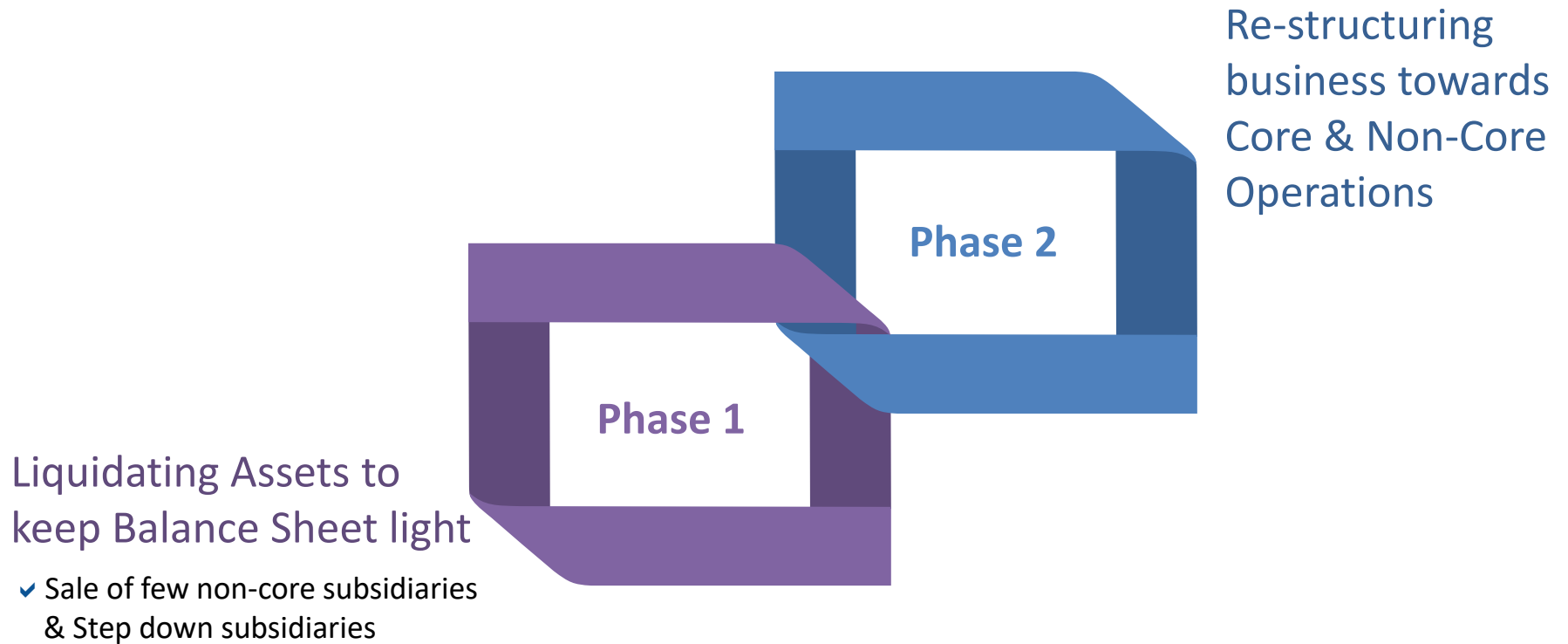
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# Key Orders received During the Year...



- ▶ Awarded Hydro Mechanical works package for Modernization and Renovation of Baira Siul Hydro Electric Power Station ( 3 X 60 MW) in Himachal Pradesh by NHPC Ltd.
    - ✓ The value of the contract is Rs. 19.91 crore
    - ✓ Execution Period - Within 28 months time period
  
  - ▶ Food Corporation of India (FCI) has issued Letter of Award (LOA) for development/ construction of Silos on DBFOO basis:
    - ✓ Silos to be build at 4 location – Bhagalpur (Bihar), Fatehpur (UP), Malda (West Bengal), Siddhpur (Gujarat) for storage of wheat
    - ✓ Each Silos is of 50,000 MT capacity
    - ✓ The projects is under PPP Mode
    - ✓ Concession Period of 30 years
    - ✓ OMIL has already formed 4 SPV's for the same; wherein OMIL will have 50% shareholding in each SPV
- 
- ▶ Received Letter of Intent (LOI) from Rwanda Agriculture Board (RAB), Africa for Development of Irrigation and Watershed Development in Mpanga Sector (LOT 1)
    - ✓ The contract is in Joint Venture between OM Metals Infraprojects Ltd. and SPML
    - ✓ The contract value is of USD ~16 million, exclusive of taxes and duties in Rwanda
  
  - ▶ The company has secured letter of Intent (LOI) from Indra Sagar Project (Canals), Govt of MP
    - ✓ Supply and laying of Pipe line on right bank of Upperveda project on Turnkey basis
    - ✓ Contract value amounting Rs. 13.50 Crores (2 Mn USD)



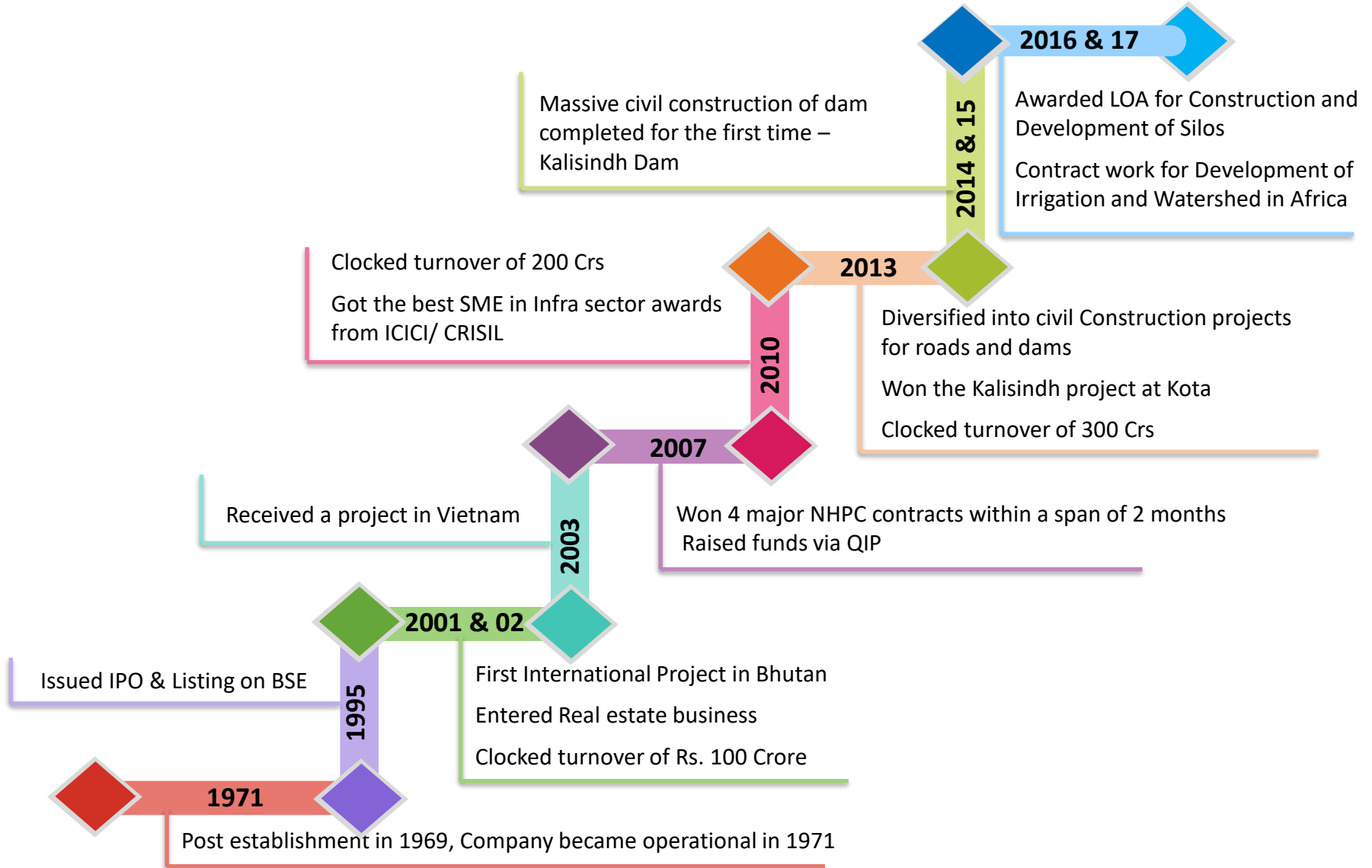
...to focus on Optimizing Resources



## 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. 863 crores as on 31<sup>st</sup> March 2017
- ▶ 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

**Silos:** At 4 locations with 50,000 MT capacity each; for storage of Wheat on PPP Mode



03

## Real Estate

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



04

## Packaging

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
  - ✓ Recently awarded for Modernization and Renovation of Baira Siul hydro electric power station (3 X 60 MW) in Himachal Pradesh by NHPC Ltd. for a contract value of Rs. 19.91 crores
  - ✓ Joint Venture (Om Metals – SPML) received LOI for development of Irrigation and Watershed Development in Mpanga Sector (LOT 1) in Rwanda (Africa) for USD ~16 million

# Typical layout of a dam: Hydro Mechanical Equipment



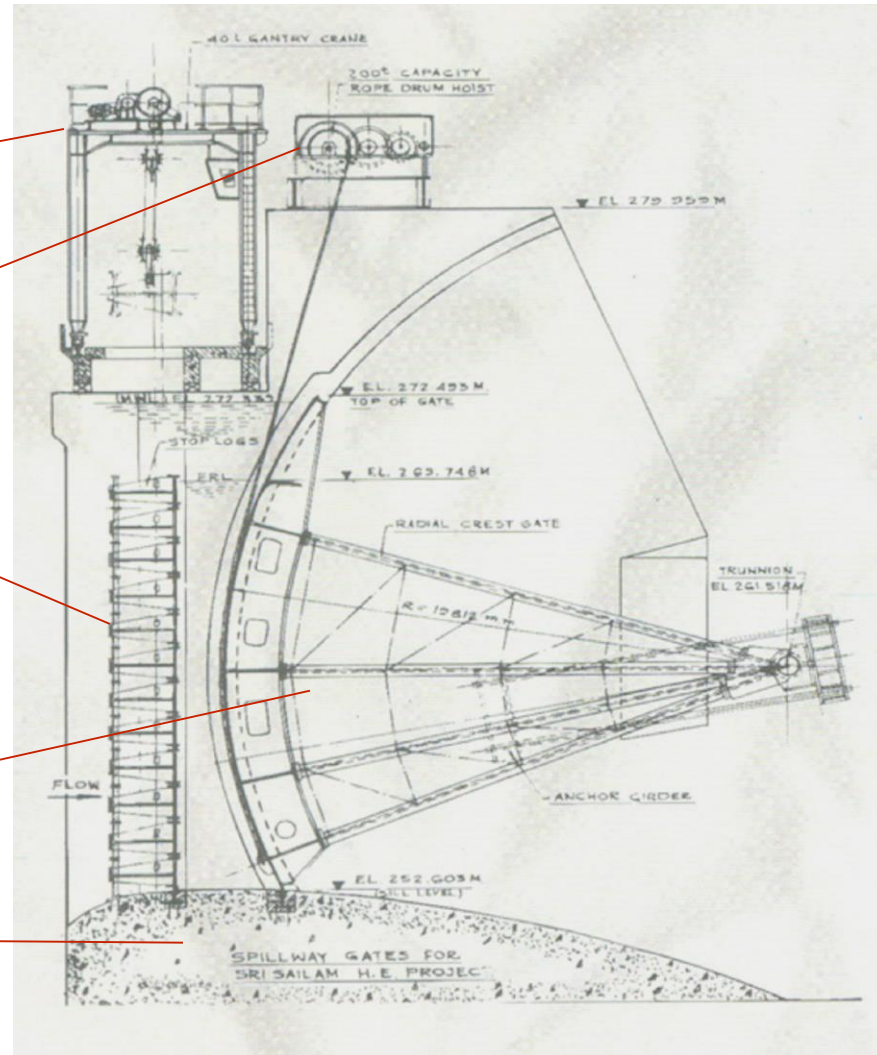
**Gantry Crane**

**Hoist**

**Stoplog Gate**

**Radial Gate**

**Dam**





**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**



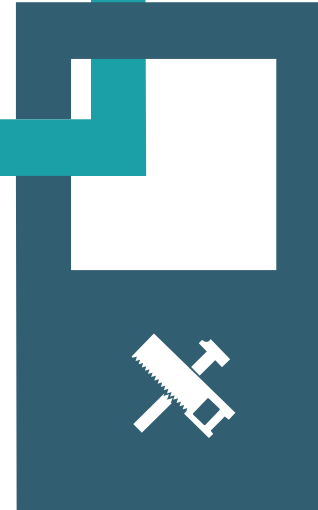
## C – Execution Track Record

**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

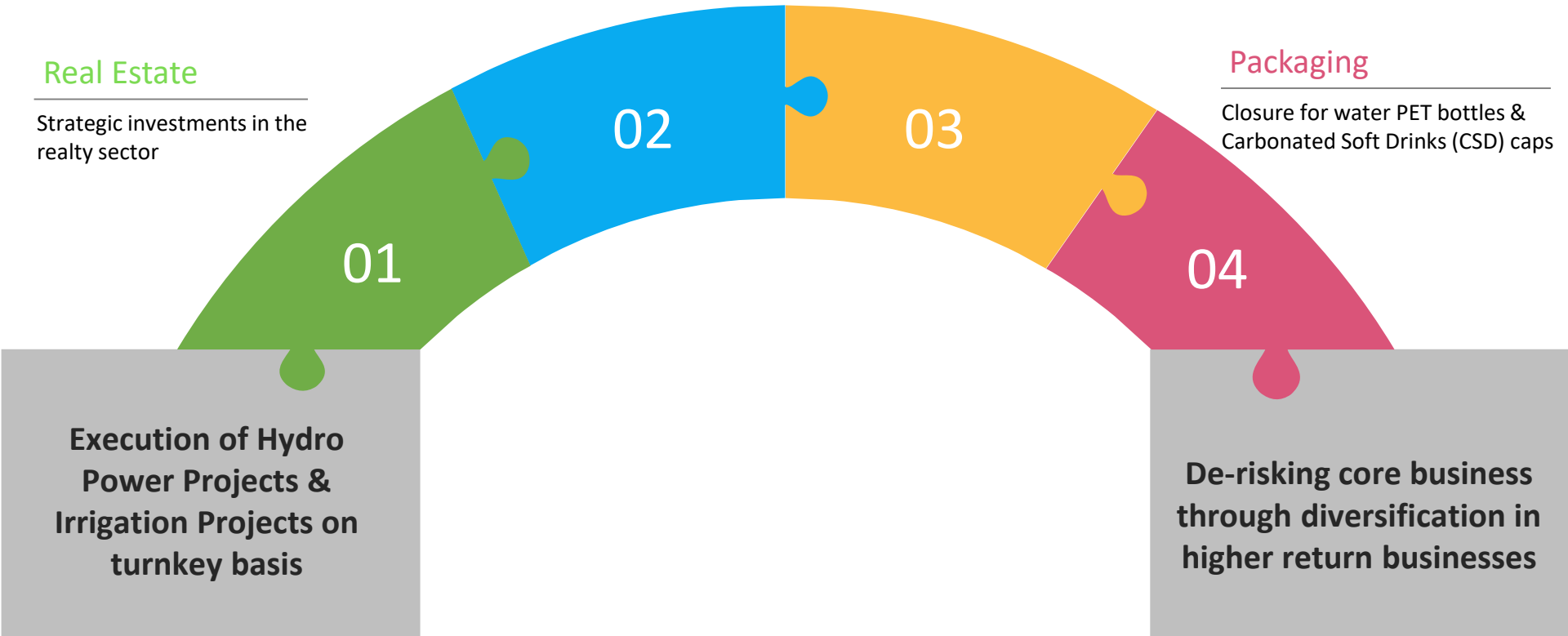
- First Smart City Infrastructure Development Project
- Silos at 4 location each with a capacity of 50,000 MT

## Real Estate

Strategic investments in the realty sector

## Packaging

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



**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<br>Sq. ft.(OMIL<br>Share) |
|----------------------------------|-----------|------------------------|--------------|------------|--|
| Meadows                          | Kota      | -                      | Housing      | 450        | 5,00,000                               |
| Palacia #                        | Jaipur    | -                      | Housing      | 150        | 6,30,000                               |
| Bandra<br>Reclamation –<br>Mhada | Mumbai    | DB Realty &<br>Others  | Housing      | -          | 2,50,000                               |
| Ashvita*                         | Hyderabad | Mahindra<br>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> |   |

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



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

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



**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/Potential Clients: Bislari, 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 as a part of DMIC
  - ✓ In 50:50 JV with SPML Infra Ltd. on Design, Build & Operate basis
    - **Execution Period - 3 years & O&M period of 5 years**
    - **Total Area of 1096.63 acres**
  - ✓ Development activities will include
    - **Water Supply & Solid Waste Management**
    - **Internal & External roads of 4 & 6 lanes**
    - **Power Transmission & Gas Distribution System**
    - **Street Lighting, CCTV & SCADA Systems and Safety & Security Systems**
- ▶ Construction of Silos at 4 location
  - ✓ Each with a capacity of 50,000 MT
  - ✓ On DBFOO basis for storage of Wheat on PPP Mode

# Robust Unexecuted Order book of Rs. 863 crores\*



| Top 5 Unexecuted Order Book  | State          | Amount (Rs. Crores) |
|--|----------------|---------------------|
| Ujjain Smart City Project  | Madhya Pradesh | 149                 |
| Kachh Branch Canal Power House Project From SSNL   | Gujarat        | 143                 |
| Rampur Barrage   | Uttar Pradesh  | 143                 |
| Palacia Project  | Rajasthan      | 112                 |
| Rwanda Agriculture Board (RAB), Africa for Development of Irrigation and Watershed Development | International  | 105                 |
| Hydro-Mechanical Works of Vyasi H.E.   | Uttarakhand    | 101                 |
| Others   | -              | 110                 |
| <b>Total</b>   |                | <b>863</b>          |

\* - as on 31<sup>st</sup> March 2017

## 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

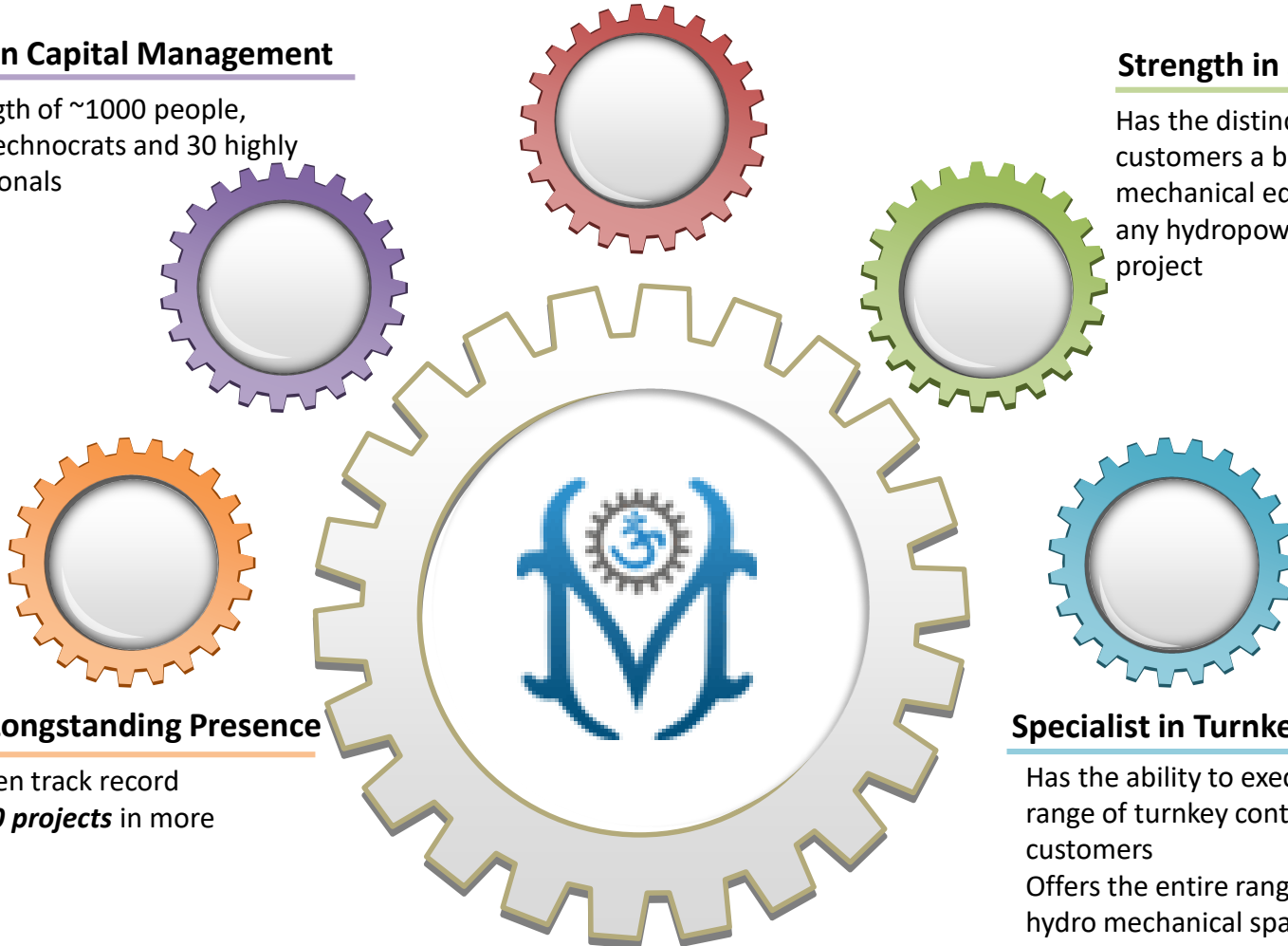
Has the distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project

## 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              | Q4 FY17      | Q4 FY16      | YoY         |
|-------------------------|--------------|--------------|-------------|
| <b>Total Revenue</b>    | <b>66.2</b>  | <b>70.1</b>  | <b>-6%</b>  |
| Operating Expenses      | 28.2         | 28.7         |             |
| Employees Expenses      | 2.4          | 2.4          |             |
| Other Expenditure       | 24.5         | 22.2         |             |
| <b>EBITDA</b>           | <b>11.1</b>  | <b>16.8</b>  | <b>-34%</b> |
| <b>EBITDA margin</b>    | <b>16.8%</b> | <b>23.9%</b> |             |
| Other Income            | 1.1          | 1.9          |             |
| Depreciation            | 3.1          | 2.6          |             |
| Interest                | 6.2          | 4.0          |             |
| <b>PBT</b>              | <b>2.9</b>   | <b>12.1</b>  | <b>-76%</b> |
| Tax                     | 1.6          | 5.1          |             |
| <b>Profit After Tax</b> | <b>1.3</b>   | <b>7.1</b>   | <b>-82%</b> |
| <b>PAT margin</b>       | <b>2.0%</b>  | <b>10.1%</b> |             |



# Standalone Financial Results – Year Ended

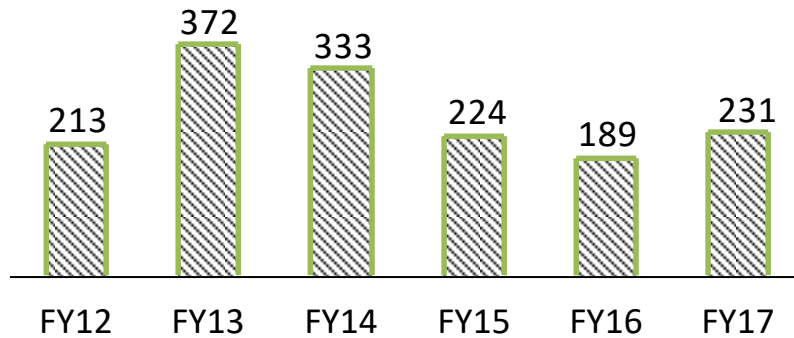


| Rs. Crores              | FY17         | FY16         | YoY         |
|-------------------------|--------------|--------------|-------------|
| <b>Total Revenue</b>    | <b>231.4</b> | <b>189.1</b> | <b>22%</b>  |
| Operating Expenses      | 87.9         | 54.5         |             |
| Employees Expenses      | 17.4         | 17.9         |             |
| Other Expenditure       | 84.9         | 65.3         |             |
| <b>EBITDA</b>           | <b>41.2</b>  | <b>51.3</b>  | <b>-20%</b> |
| <b>EBITDA margin</b>    | <b>17.8%</b> | <b>27.1%</b> |             |
| Other Income            | 6.5          | 8.5          |             |
| Depreciation            | 11.2         | 7.5          |             |
| Interest                | 17.0         | 13.3         |             |
| <b>PBT</b>              | <b>19.4</b>  | <b>39.0</b>  | <b>-50%</b> |
| Tax                     | 6.5          | 7.9          |             |
| <b>Profit After Tax</b> | <b>13.0</b>  | <b>31.1</b>  | <b>-58%</b> |
| <b>PAT margin</b>       | <b>5.6%</b>  | <b>16.5%</b> |             |

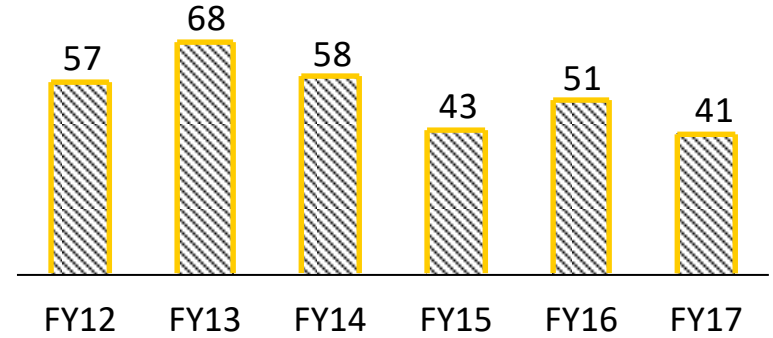
# Standalone Financial Highlights - Annual



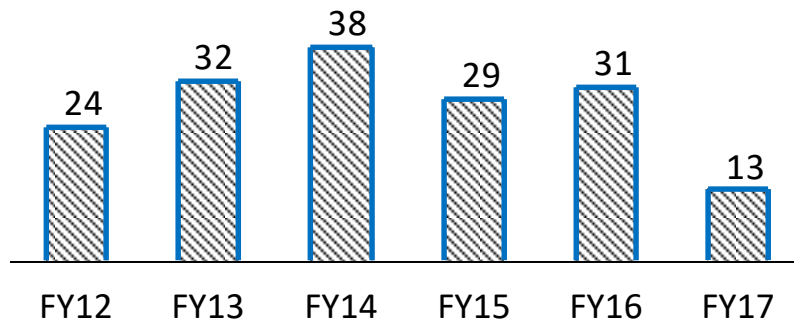
## Revenue (Rs. Crores)



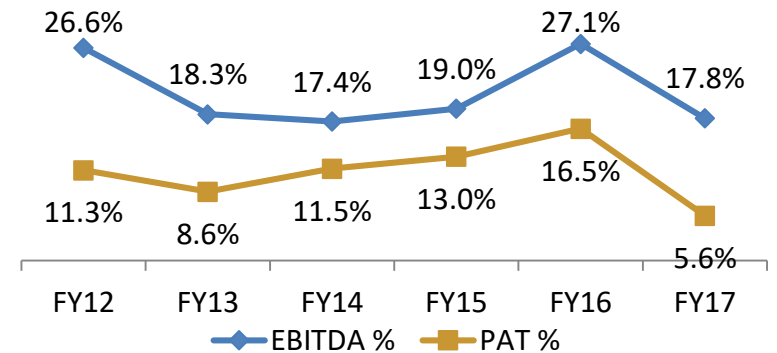
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin



# Standalone Balance Sheet



| Rs. Crores                            | Mar-17       | Mar-16       |
|---------------------------------------|--------------|--------------|
| <b>Shareholder's Fund</b>             | <b>578.5</b> | <b>567.9</b> |
| Share capital                         | 9.6          | 9.6          |
| Reserves & Surplus                    | 568.9        | 558.3        |
| <b>Non-Current Liabilities</b>        | <b>55.1</b>  | <b>43.6</b>  |
| Long term borrowings                  | 30.3         | 10.5         |
| Deffered Tax Liabilities(Net)         | 5.2          | 3.4          |
| Other Long Term Liabilities           | 18.7         | 28.8         |
| Long Term Provisions                  | 0.8          | 0.8          |
| <b>Current Liabilities</b>            | <b>157.8</b> | <b>159.3</b> |
| Short Term Borrowings                 | 68.4         | 47.1         |
| Trade Payables                        | 35.0         | 38.3         |
| Other Current Liabilities             | 51.5         | 72.2         |
| Short Term Provisions                 | 4.5          | 1.6          |
| <b>Total Equity &amp; Liabilities</b> | <b>791.4</b> | <b>770.8</b> |

| Rs. Crores                  | Mar-17       | Mar-16       |
|-----------------------------|--------------|--------------|
| <b>Non-Current Assets</b>   | <b>513.9</b> | <b>500.0</b> |
| Fixed Assets                | 168.4        | 154.3        |
| Non-current Investments     | 132.4        | 134.0        |
| Long Term Loans & Advances  | 207.5        | 207.1        |
| Other Non-Current Assets    | 5.5          | 4.6          |
| <b>Current Assets</b>       | <b>277.5</b> | <b>270.7</b> |
| Inventories                 | 82.4         | 61.7         |
| Trade Receivables           | 78.0         | 82.4         |
| Cash & Cash Equivalent      | 4.5          | 14.8         |
|                             | 16.5         | 32.1         |
| Short Term Loans & Advances | 84.5         | 69.2         |
| Other Current Assets        | 11.5         | 10.4         |
| <b>Total Assets</b>         | <b>791.4</b> | <b>770.8</b> |

# Consolidated Financial Results

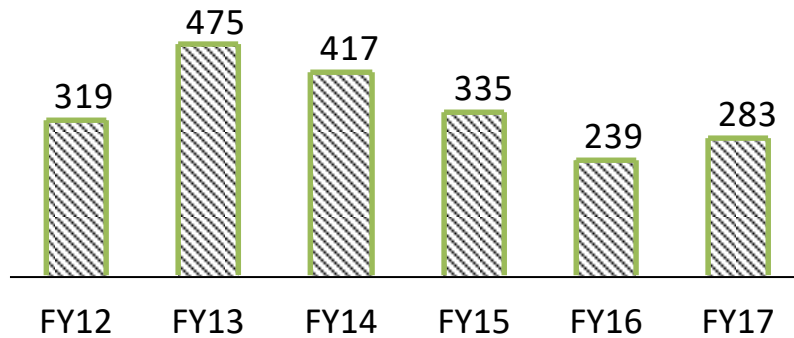


| Rs. in Crores                        | FY17         | FY16         | YoY         |
|--------------------------------------|--------------|--------------|-------------|
| <b>Total Revenue</b>                 | <b>282.7</b> | <b>238.6</b> | <b>18%</b>  |
| Operating Expenses                   | 92.3         | 65.7         |             |
| Employees Expenses                   | 20.9         | 20.1         |             |
| Other Expenditure                    | 101.7        | 81.9         |             |
| <b>EBITDA</b>                        | <b>67.9</b>  | <b>70.9</b>  | <b>-4%</b>  |
| <b>EBITDA margin</b>                 | <b>24.0%</b> | <b>29.7%</b> |             |
| Other Income                         | 9.5          | 19.1         |             |
| Depreciation                         | 13.4         | 10.0         |             |
| Interest                             | 37.6         | 34.7         |             |
| Share in Profit/(loss) of Associates | 0.0          | 0.0          |             |
| Exceptional Item Profit/(Loss)       | 0.0          | -2.3         |             |
| <b>PBT</b>                           | <b>26.5</b>  | <b>43.0</b>  | <b>-38%</b> |
| Tax                                  | 11.9         | 13.8         |             |
| <b>Profit After Tax</b>              | <b>14.6</b>  | <b>29.2</b>  | <b>-50%</b> |
| <b>PAT margin</b>                    | <b>5.2%</b>  | <b>12.2%</b> |             |

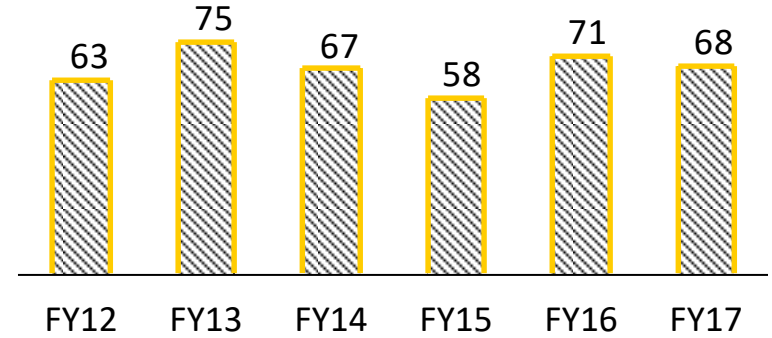
# Consolidated Financial Highlights



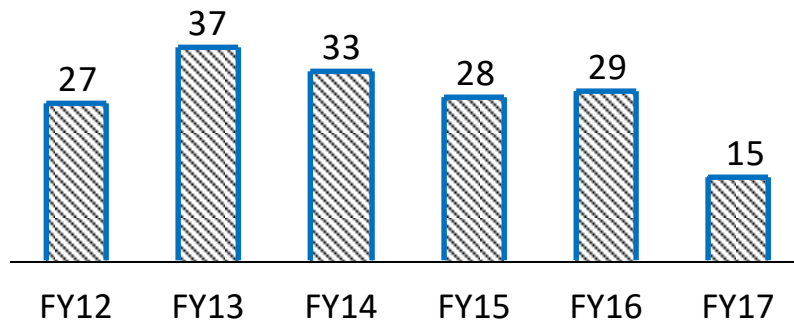
## Revenue (Rs. Crores)



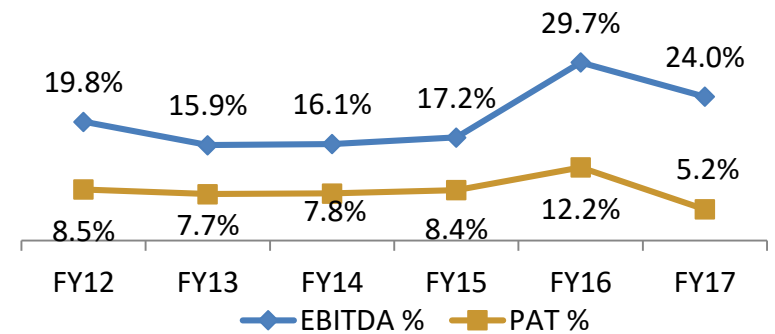
## EBITDA (Rs. Crores)



## PAT (Rs. Crores)



## EBITDA & PAT Margin



# Consolidated Balance Sheet



| Rs. in Crores                         | Mar-17       | Mar-16         |
|---------------------------------------|--------------|----------------|
| <b>Shareholder's Fund</b>             | <b>569.3</b> | <b>658.2</b>   |
| Share capital                         | 9.6          | 9.6            |
| Reserves & Surplus                    | 559.7        | 648.5          |
| <b>Deferred Government Grant</b>      | <b>10.8</b>  | <b>3.1</b>     |
| <b>Minority Interest</b>              | <b>-0.3</b>  | <b>-0.3</b>    |
| <b>Non-Current Liabilities</b>        | <b>186.0</b> | <b>208.0</b>   |
| Long term borrowings                  | 157.8        | 163.6          |
| Deferred Tax Liabilities (Net)        | 5.3          | 3.5            |
| Other Long Term Liabilities           | 22.1         | 40.0           |
| Long Term Provisions                  | 0.8          | 0.8            |
| <b>Current Liabilities</b>            | <b>199.8</b> | <b>193.4</b>   |
| Short Term Borrowings                 | 68.9         | 54.7           |
| Trade Payables                        | 42.4         | 43.0           |
| Other Current Liabilities             | 83.5         | 92.0           |
| Short Term Provisions                 | 5.0          | 3.8            |
| <b>Total Equity &amp; Liabilities</b> | <b>965.6</b> | <b>1,062.4</b> |

| Rs. in Crores                                     | Mar-17       | Mar-16         |
|---|--------------|----------------|
| <b>Non-Current Assets</b>                         | <b>473.0</b> | <b>579.6</b>   |
| Fixed Assets                                      | 378.2        | 487.7          |
| Non-current Investments                           | 53.4         | 58.1           |
| Long Term Loans & Advances                        | 35.4         | 28.6           |
| Other Non-Current Assets                          | 6.0          | 5.2            |
| <b>Current Assets</b>                             | <b>492.6</b> | <b>482.8</b>   |
| Inventories                                       | 290.3        | 268.4          |
| Trade Receivables                                 | 82.8         | 82.6           |
| Cash & Cash Equivalents                           | 13.0         | 17.0           |
| Bank Balance Other than cash and cash equivalents | 20.8         | 47.6           |
| Short Term Loans & Advances                       | 44.7         | 27.0           |
| Other Current Assets                              | 41.1         | 40.2           |
| <b>Total Assets</b>                               | <b>965.6</b> | <b>1,062.3</b> |



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