



# OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

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Date: 2<sup>nd</sup> May, 2023

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.

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Infra Limited**

VIKAS  
KOTHA  
RI

Digitally signed  
by VIKAS  
KOTHARI  
Date: 2023.05.02  
12:26:56 +05'30'

Vikas Kothari

Managing Director & CEO

DIN : 00223868





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# Key Highlights – Q4 & FY23

## Operational Updates:

- **Robust Order Book of Rs 3,020 Cr, forming 4-5x of FY23 Revenue**
- **Engineering:** Execution of Jal Jeevan Mission (JJM) projects (in UP and Rajasthan, bagged in Q4FY22) progressing at a good pace. These projects typically earn an EBITDA Margin in the range of 12-15% over the life of the project as against 18-20% margin earned by Hydro & Other Water Projects
- **Real Estate:** Healthy pick up in Real Estate sales. However, since as per IND AS 115, income is booked on project completion basis, but certain costs are recognized regularly, the operating margins in Real Estate appear to be volatile on quarterly basis. The operating profit generally is higher in a period when revenue is recognized

## Financial Updates:

### Standalone

- **Highest Ever Quarterly and Year Revenue**
- EBITDA grew to **Rs 31 Cr (up 103% YoY)** in Q4FY23 and to **Rs 57 Cr (up 79% YoY)** in FY23
- EBITDA Margin improved by **~200 bps to 10% in Q4FY23**, but lowered in FY23 due to inflationary input costs, especially in the first half of the fiscal, and higher share of JJM projects

### Consolidated

- **Highest Ever Quarterly and Yearly Revenue**
- In Q4FY23, EBITDA grew to **Rs 21 Cr (up 307% YoY)** with margin improvement of **~200 bps YoY to 6%**
- In FY23, the EBITDA and EBITDA Margin impacted due to accounting of the inventory carrying cost and other value addition expenses in Pallacia (Real Estate project in Jaipur) against revenue recognition as an outcome of sale deed execution. **The CC was received in FY 23.**

- The Board has recommended a **dividend of 50% of Face Value, that is, Rs 0.5 per share** for FY23
- **Reached a final settlement on NEEPCO Arbitration**, under the guidelines of Ministry of Power, which is likely to lead to expeditious release of our claims worth Rs 32 Cr. NEEPCO has already **released our Bank Guarantees worth Rs 21 Cr**



# Standalone Financials – Q4 & FY23



Standalone (Rs Cr)	Q4FY23	Q4FY22	YoY %	FY23	FY22	YoY %
<b>Net Sales</b>	<b>328.3</b>	<b>201.3</b>	<b>63%</b>	<b>719.8</b>	<b>289.2</b>	<b>149%</b>
Raw Material Costs	132.6	117.7		335.9	37.3	
Employee Expenses	7.3	7.8		27.6	24.0	
Other Operating Expenses	157.1	60.3		299.4	196.2	
<b>EBITDA</b>	<b>31.4</b>	<b>15.4</b>	<b>103%</b>	<b>56.8</b>	<b>31.8</b>	<b>79%</b>
<b>EBITDA Margin (%)</b>	<b>10%</b>	<b>8%</b>		<b>8%</b>	<b>11%</b>	
Other Income	19.0	2.4		29.0	10.0	
Depreciation	2.5	1.6		7.2	7.5	
Interest Expenses	8.2	6.5		26.3	30.7	
<b>Profit Before Tax</b>	<b>39.7</b>	<b>9.8</b>	<b>304%</b>	<b>52.3</b>	<b>3.6</b>	<b>1336%</b>
Tax/ deferred tax	21.4	-4.3		18.8	3.9	
<b>Profit After Tax</b>	<b>18.3</b>	<b>14.1</b>	<b>30%</b>	<b>33.5</b>	<b>-0.3</b>	<b>NM</b>
Share of profit/(loss) from associates and JVs	0.0	0.0		0.0	0.0	
Profit/(loss) from discontinuing operations	0.0	0.0		0.0	11.3	
<b>Reported Profit</b>	<b>18.3</b>	<b>14.1</b>	<b>30%</b>	<b>33.5</b>	<b>11.1</b>	<b>203%</b>

# Consolidated Financials – Q4 & FY23



Consolidated (Rs Cr)	Q4FY23	Q4FY22	YoY %	FY23	FY22	YoY %
<b>Net Sales</b>	<b>346.7</b>	<b>121.6</b>	<b>185%</b>	<b>799.2</b>	<b>313.0</b>	<b>155%</b>
Raw Material Costs	158.5	7.9		423.4	197.9	
Employee Expenses	7.8	8.2		29.7	25.4	
Other Operating Expenses	159.4	100.3		308.5	46.1	
<b>EBITDA</b>	<b>20.9</b>	<b>5.1</b>	<b>307%</b>	<b>37.5</b>	<b>43.6</b>	<b>-14%</b>
<b>EBITDA Margin (%)</b>	<b>6%</b>	<b>4%</b>		<b>5%</b>	<b>14%</b>	
Other Income	19.3	7.0		29.8	10.3	
Depreciation	2.5	4.1		7.2	7.5	
Interest Expenses	8.8	13.7		27.8	35.6	
<b>Profit Before Tax</b>	<b>29.0</b>	<b>-5.5</b>	<b>624%</b>	<b>32.3</b>	<b>10.9</b>	<b>197%</b>
Tax/ deferred tax	21.2	2.2		19.3	2.4	
<b>Profit After Tax</b>	<b>7.8</b>	<b>-7.7</b>	<b>201%</b>	<b>13.0</b>	<b>8.5</b>	<b>53%</b>
Share of profit/(loss) from associates and JVs	-0.2	6.1		-0.1	6.7	
Profit/(loss) from discontinuing operations	0.0	0.1		0.0	11.3	
<b>Reported Profit</b>	<b>7.6</b>	<b>-1.5</b>	<b>624%</b>	<b>12.9</b>	<b>26.5</b>	<b>-51%</b>



# Company Overview



# Well - Established Core Business of Engineering

## Healthy Profitability

Leadership position in core business of Turnkey execution contracts for Hydro Mechanical Equipment for Hydro Power & Irrigation projects, thereby generating Healthy Profit Margins and Free Cashflows

## Technically Qualified

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

## Execution Track Record

Executed 60+ Hydro Mechanical Turnkey projects over the last 4 decades

## Strong Execution Team

White collar manpower strength of 100 people, comprising of 20 technocrats and 10 qualified professionals

## Key Products

- **Gates:** Radial, Vertical, Stoplog, Draft Tube Gates
- **Liners:** Steel, Penstocks and Pressure Shaft
- Trash Racks and Cleaning Machines
- All types of Cranes
- Mechanical and Hydraulic Hoists
- Steel Bridges and Walkways
- ECAS and SCADA Systems

## Key Services

- **Turnkey Solutions:** Installations, Testing and Commissioning
- **Maintenance:** Long-Term, Short-Term O&M, including On-Site
- **Training:** Manpower training
- **Service:** Repair and Refurbishments works for existing & old power plants
- Complete Redesign / Overhaul and Replacements works for equipment

## Marquee Clients







# Well – Experienced Management Team



**Mr. C P Kothari**

**Chairman Emeritus**

- With the company for almost 50 years; Playing key role in the overall growth of the Company
- Vast Industry Experience of 50 years and holds a Bachelor's degree in Commerce



**Mr. D P Kothari**

**Chairman**

- With immense experience in execution of Turnkey Projects, he leads the Technical and Execution group within the company
- Holds a Bachelor's degree in Mechanical Engineering



**Mr. Sunil Kothari**

**Vice Chairman**

- Responsible for all financial matters in the Company; Has more than 35 years of experience
- Holds a Bachelor's degree in Commerce & Masters in Business Administration



**Mr. Vikas Kothari**

**Managing Director & CEO**

- 20+ years of experience in managing and developing international business, project collaborations and expanding domestic infrastructure EPC business in newer sectors.
- Engineering graduate from University of Hartford, USA and Masters in Management from IIM-Bangalore with executive programs from ISB and Harvard Business School

# Demonstrated track record of Engineering skills



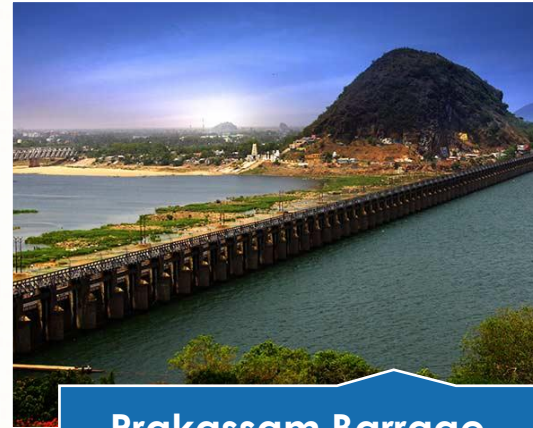
## Koldam Hydro Electric Project

- 800 MW project with complicated design of gates
- Installation and commissioning work of one of the largest vertical lift gates in the world



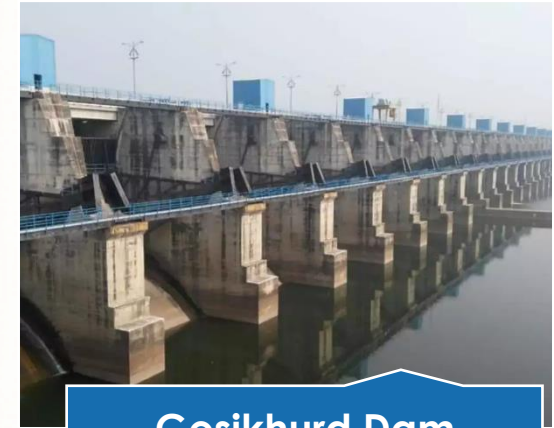
## Rangandi Hydro Electric Project

- 405 MW project in a difficult and inaccessible terrain
- Remote site with logistical challenges



## Prakassam Barrage Project

- 70 old rusted gates to be replaced with new ones with heavy traffic on barrage
- Complex project with tight construction schedule

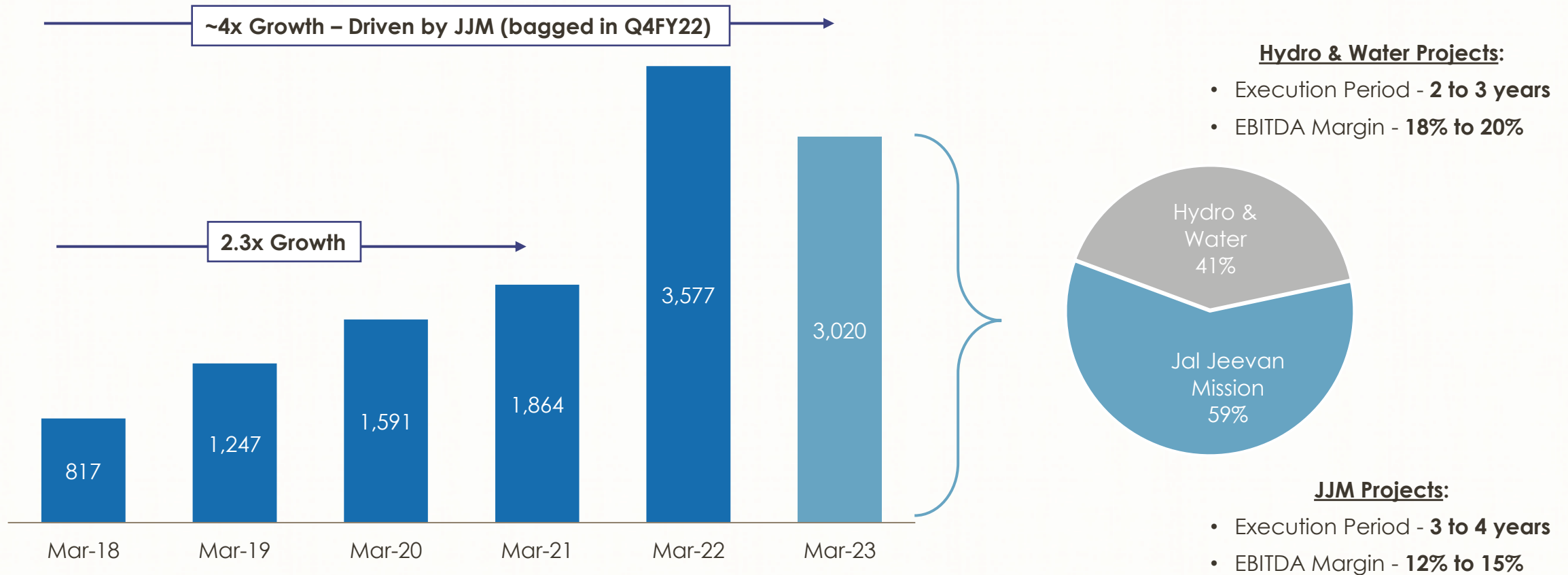


## Gosikhurd Dam Project

- Execution of one of the largest radial gates in the world in a large quantity (33 nos.)
- Short timeline given by the client








# Growing Order Book to Rs 3 Bn (4-5x of FY23 Sales)





# Order Book Break-up and Bid Pipeline

Project	Client	Unexecuted (Rs Cr)
<b>Jal Jeevan Mission (JJM)</b>		<b>1,788</b>
- Uttar Pradesh	SWSM – Namami Gange and Rural Water Supply Dept.	1,026
- Rajasthan	Public Health Engineering Dept.	762
<b>Hydro &amp; Water</b>		<b>1,232</b>
- Shapurkhandi Punjab#	WRD Punjab	440
- Isarda Dam Project#	Govt. Of Rajasthan	278
- Amravati Project Construction	Govt. Of Maharashtra	170
- Arun 3 Hydroelectric Project*	SJVN Limited	118
- Kundah Hydro Mech Project*	Govt. Of Tamil Nadu	88
- Hiran Water Resources Division	Govt. Of Madhya Pradesh	20
- Manipur Barrage and Others	Manipur State	41
- North Koel Reservoir	Govt. Of India	27
- Kutchh Canal Power, SSNN	Govt. Of Gujarat	25
- Rwanda Irrigation	Rwanda Irrigation Board Africa	3
- Others		22
<b>Total Engineering</b>		<b>3,020</b>

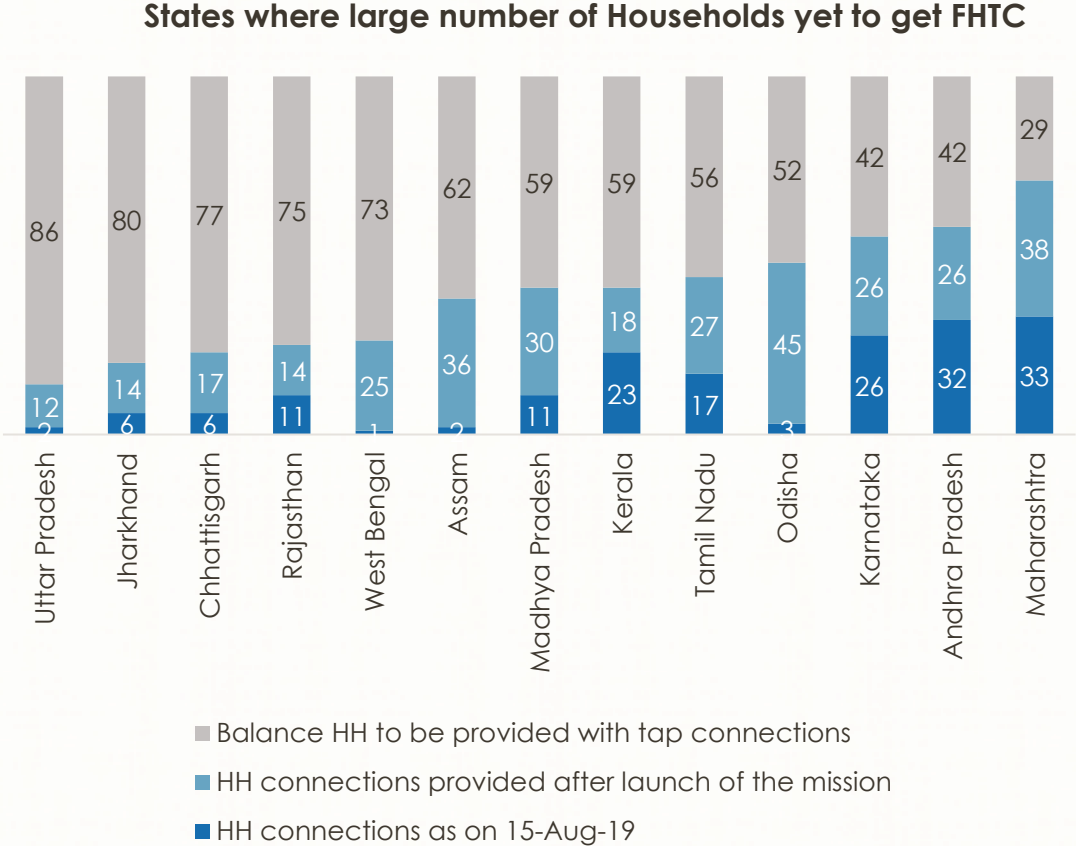
Upcoming Tenders		
	Sabarmati River Dam	<b>Rs. 529 Cr</b>
	SEI River Dam	<b>Rs. 575 Cr</b>
	Dibang HEP Project	<b>Rs. 669 Cr</b>
	FGD Systems	<b>Rs. 1,266 Cr</b>
	UP Jal Jeevan	<b>Rs. 1,000 Cr</b>





# Growth Opportunity – Jal Jeevan Mission (JJM)

- The focus of the mission is to enable **every household** in villages to have **Functional Household Tap Connection (FHTC) (Har Ghar Jal)** by 2024
- With this, each household will have **potable water supply in adequate quantity** (at least 55 lpcd)
- Huge Potential in several states where **25% - 85% coverage remains to be installed**
- Union Budget 2023-24 allocated **Rs 700 Bn** towards effective implementation of **'Har Ghar Jal'**



**Om Infra has received orders under the JJM for Rajasthan and Uttar Pradesh, totaling ~Rs. 2,000 Cr, where work has begun, and is bidding for more such projects**



# Growth Opportunity – Hydro Power & Water

## Hydro Power

- India's Demand for Energy is expected to grow significantly led by expected growth in industrial and commercial activity in the coming years
- Installed RE capacity has increased at a fast pace to its current 119GW with plans to reach **450 GW of installed RE capacity by 2030**. Hydro potential assessed to be about **150 GW which is 3x** of the current installed capacity at ~ 50GW
- The peak power demand in India stood at 210.8 GW in 2022, and is **expected to grow to 690 GW by 2036; Hydro power happens to be the most stable form of energy generation to support peak demand**
- **The New Hydro Policy (Mar'19)** shall prove to be a milestone in growth of Hydro Sector. Other key positives like re-classify large hydroelectric projects as renewable energy, tariff rationalization measures, notification of HPO as separate entity, budgetary support for enabling infrastructure, likely to boost the sector

## River Linking, Water, Water Supply and Irrigation

- These water infrastructure projects could cost Indian government around **\$270 Bn** over the next 5 to 15 years
- Of these, the major expenditure is expected to allocated to **interlinking of river at \$168 Bn**
- In all, some **30 canals and 3,000 small** and large reservoirs will be constructed with potential to generate **34 GW of hydroelectric power**
- The overall implementation of **Interlinking of Rivers** would give benefits of 35 Mn hectares of irrigation raising the ultimate irrigation potential from 140 Mn hectare to 175 Mn hectare

**Om Infra, with its demonstrated track record and leading position in Hydro & Water infrastructure, is well placed to capitalise on the opportunities in this space**



# Liquidity Events in the Offing

# Strong Cashflows Expected over the Next 2-5 years



Project	Current Status	Estimated Cashflow (Rs Cr)	Estimated Timeline
<b>Real Estate</b>		<b>1,233</b>	
▪ Pallacia, Jaipur	Completed, Handed over occupation	418	2 to 3 years
▪ Om Green Meadows, Kota	Handed over partial project	65	
▪ Bandra, Mumbai (MHADA)	In talks with architects, govt. agencies & developers for construction post approval	750	4 to 5 years
<b>Arbitration Awards</b>		<b>661</b>	
▪ Bhilwara Jaipur Toll Road	Adjudicated in the Company's favour at the Arbitrator's level	579	3 to 4 years
▪ NTPC Tapovan	Awaiting the High Court's verdict	50	1 to 2 years
▪ NEEPCO (Kameng Hydro)	Case settled in the Company's favour; Awaiting release of funds	32	0 to 6 months
<b>Total Estimated Cashflow</b>		<b>1,894</b>	

Note: Revenue projections are subjected to growth in real estate markets and sale of units and FSI approval (at decided rate and time). Debt in all these projects is only Rs 7 Cr



# Real Estate - Current Projects



Project	Pallacia, Jaipur	Om Green Meadows, Kota
Description	Unique high-end RERA compliant apartments have a complete lifestyle experience with Luxury Living	Residential township has flats, villas and apartments and provides residents a complete lifestyle experience
Partner	100% Ownership	100% Ownership
Project Type	Housing on 19,135 Sq Mt	Housing (14,310 Sq Mt)
No. of Units	152	338
Project Area (Sq. Ft)	6,46,150	4,45,972
Sold (Sq. Ft)	3,15,400 (74 units)	2,69,389 (197 Units)
Unsold (Sq. Ft)	3,30,750 (78 Units)	1,76,583 (143 Units)
<b>Total Estimated Realizable Value</b>	<b>Rs 688 Cr</b>	<b>Rs 115 Cr</b>
<b>Consideration of Sold Units</b>	<b>Rs 292 Cr</b>	<b>Rs 75 Cr</b>
Consideration Collected	Rs 270 Cr	Rs 50 Cr
Revenue Recognised	Rs 120 Cr	Rs 20 Cr
<b>Estimated Realisable for the Project</b>	<b>Rs 418 Cr</b>	<b>Rs 65 Cr</b>
Estimated Recognisable Revenue	Rs 568 Cr	Rs 95 Cr

## Bandra, Mumbai (MHADA) – Slum Rehabilitation and Residential Development Project



- Om Infra (35% stake) along with a Consortium was allocated FSI on a plot of land for redevelopment (SRA) by MHADA in the **year 2006 for Rs 106 Cr**
- The FSI allotted allowed for development of ~200,000 sq.ft, which under the revised CRZ Regulations, was increased in around year 2017 and accordingly the **saleable area increased to ~2 million sq. ft, subject to approval of design and drawings and owner-developer sharing ratio with any reputed builder/developer**
- Since this was a large project, we tied up with DB Realty, post which our **stake reduced to 17.5%**
- Due to inordinate delays in slum clearance, the consortium appealed to the arbitration against MHADA, and the matter is currently in the final stages of hearing
- It is anticipated that post the outcome of the matter, **~2 million sq. ft. may be available for building having an estimated realizable value of our share Rs. 750 Cr\*** as per current market rates subject to sharing ratio determined with reputed builder/developer

\* Tentative as per finalization of plan, FSI approval and subject to market conditions. Revenue is purely estimated



# Arbitration Awards Worth ~Rs 660 Cr

Project	Explanation	Current Status	Amount (Rs Cr)
Bhilwara Jaipur Toll Road	<p>Om Infra developed the 212 km road project in Jaipur Bhilwara Stretch.</p> <p>Private vehicles were made toll free effective 1-Apr-18 by the State Govt. and thus the Company terminated the concession agreement for breach of contract and submitted its claims</p> <p>After a series of hearings at the arbitrator level, a final judgement has been pronounced authorizing a claim of Rs. 579 Cr as termination payment inclusive of interest (excluding debt due and paid Rs.191 Cr)</p>	Awaiting action from PWD	579
NTPC Tapovan	In Tapovan, Vishnugarh, the company had won an arbitration award on account of delay on the part of NTPC which has been challenged by NTPC in the High court. NTPC has deposited full amount in the High court under protest	Awaiting High Court verdict	50
NEEPCO (Kameng Hydro, Arunachal Pradesh)	The long-drawn disputes in an SPV where we have 60% share in the project settled by a resolution committee and our expenses and cost agreed to be settled with release of BG (already released BG worth Rs 21 Cr)	Awaiting release of funds	32
<b>Total</b>			<b>661</b>

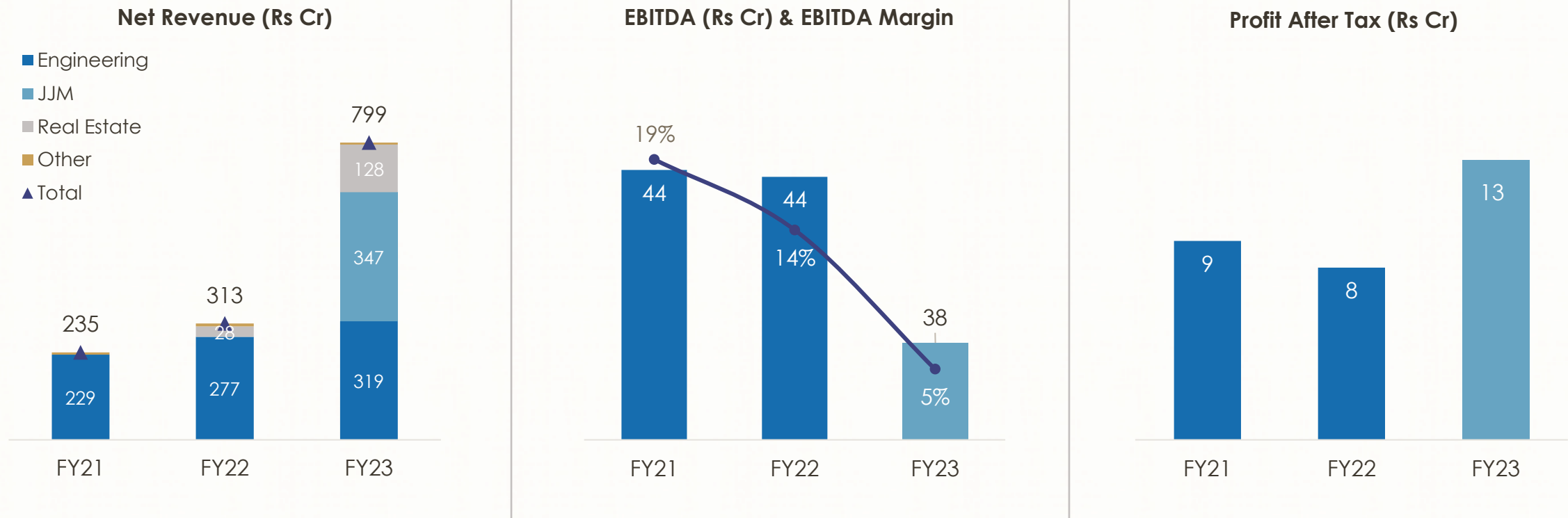


# Financial Highlights





# Key Highlights – FY23 (Consolidated)



- **FY22** - EBITDA Margin impacted by higher raw material prices, mainly Steel, and the lag effect in pass through of cost escalations
- **FY23** - EBITDA Margin continued to be impacted by **higher input costs**, contribution from **JJM project started which typically garners margin of 12% - 15%**, and accounting of the **inventory carrying cost and other value addition expenses in Pallacia** (Real Estate project in Jaipur) against revenue recognition as an outcome of sale deed execution (The CC was received in FY 23)



# Profit & Loss – Continued Topline Growth

Consolidated (Rs Cr)	FY21	FY22	FY23
<b>Net Sales</b>	<b>235.6</b>	<b>313.0</b>	<b>799.2</b>
Raw Materials	129.5	197.9	423.4
Employee Expenses	20.9	25.4	29.7
Other Operating Expenses	41.3	46.1	308.5
<b>EBITDA</b>	<b>43.9</b>	<b>43.6</b>	<b>37.5</b>
<b>EBITDA Margin (%)</b>	<b>19%</b>	<b>14%</b>	<b>5%</b>
Other Income	13.8	10.3	29.8
Depreciation	8.4	7.5	7.2
Interest Expenses	26.4	35.6	27.8
<b>Profit Before Tax</b>	<b>22.8</b>	<b>10.9</b>	<b>32.3</b>
Tax	13.5	2.4	19.3
<b>Profit After Tax</b>	<b>9.2</b>	<b>8.5</b>	<b>13.0</b>
Share of profit/(loss) from associates and JVs	0.2	6.7	(0.1)
Profit/(loss) from discontinuing operations	-0.6	11.3	0.0
<b>Reported Profit</b>	<b>8.9</b>	<b>26.5</b>	<b>12.9</b>
<b>EPS (Rs/share)</b>	<b>0.86</b>	<b>2.69</b>	<b>1.10</b>

EBITDA Margin impacted by higher raw material prices, mainly Steel, and the lag effect in pass through of cost escalations

EBITDA Margin continued to be impacted by,

- Higher input costs
- Contribution from the JJM project which garners **margin of 12% - 15%**
- Inventory carrying cost and other value addition expenses in Pallacia (Real Estate project in Jaipur) against revenue recognition as an outcome of sale deed execution. **The CC has been received in FY 23**



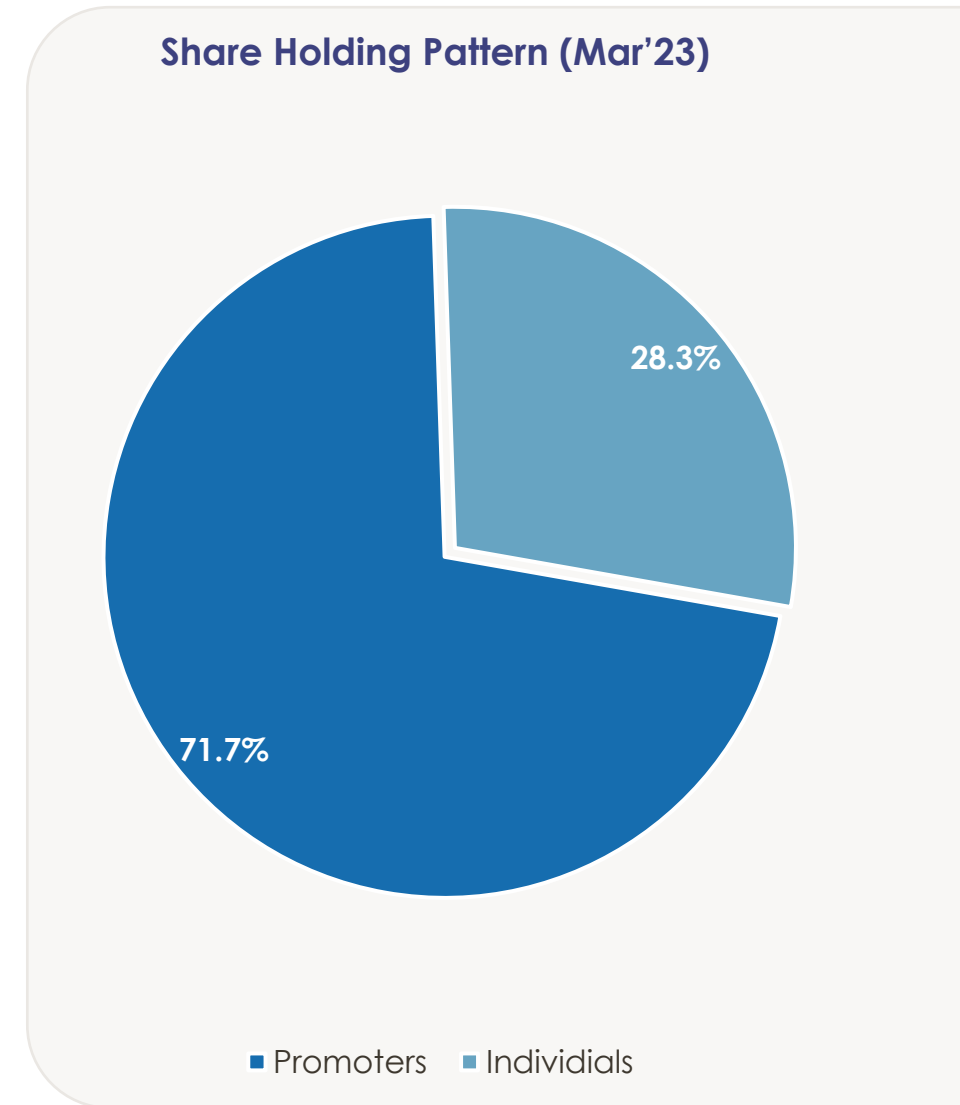
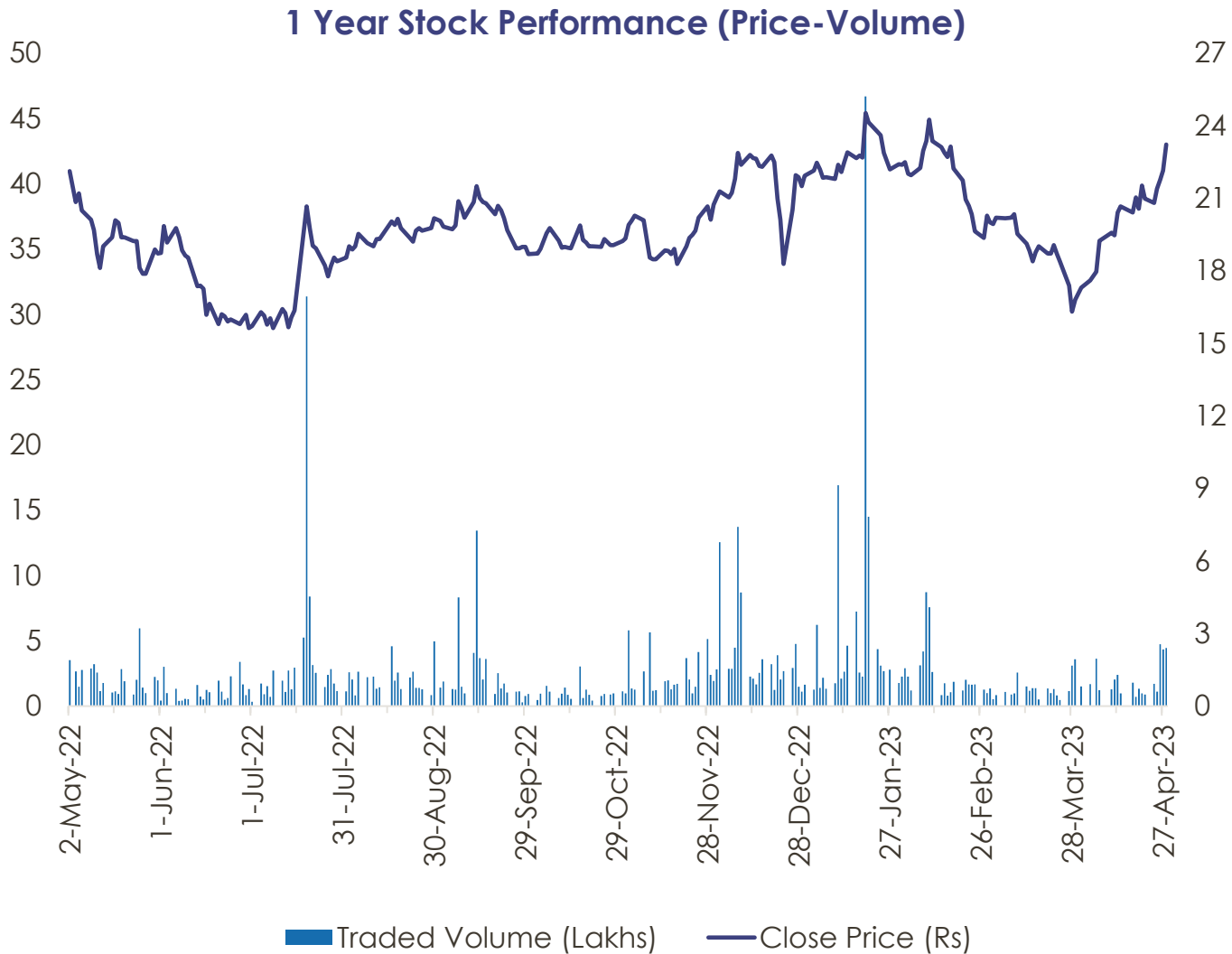
# Balance Sheet – Reducing Non-Current Liabilities

Liabilities (Consolidated Rs Cr)	Mar-21	Mar-22	Mar-23
<b>Total Equity</b>	<b>627</b>	<b>661</b>	<b>683</b>
Share Capital	10	10	10
Other Equity	617	652	673
<b>Non-Controlling Interest</b>	<b>2</b>	<b>0</b>	<b>46</b>
<b>Non-Current Liabilities</b>	<b>97</b>	<b>89</b>	<b>74</b>
Borrowings	39	50	41
Other Financial Liabilities	23	13	10
Other Non-Current Liabilities	35	27	24
<b>Current Liabilities</b>	<b>449</b>	<b>449</b>	<b>738</b>
Borrowings	73	64	85
Trade Payables	81	111	179
Other Current Liabilities	295	273	474
<b>Total Liabilities</b>	<b>1,174</b>	<b>1,199</b>	<b>1,540</b>

Assets (Consolidated Rs Cr)	Mar-21	Mar-22	Mar-23
<b>Non-Current Assets</b>	<b>256</b>	<b>257</b>	<b>584</b>
Property, Plant and Equipment	75	85	77
Capital WIP	4	9	11
Investment in Property	52	52	57
Other Non-Current Assets	125	111	440
<b>Current Assets</b>	<b>918</b>	<b>942</b>	<b>955</b>
Inventories	594	659	544
Debtors	109	86	242
Cash Eq. and Bank	49	44	75
Loans	108	108	5
Other Current Assets	59	45	90
<b>Total Assets</b>	<b>1,174</b>	<b>1,199</b>	<b>1,540</b>



# Stock Information



# Thank You



## **Om Infra Limited**

Reena Jain, Company Secretary  
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