

# OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



IRQS



MGMT SYS  
IA CO71

AN ISO 9001 2000 Certified Co.

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Date: 12/02/2016

To,

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Dear Sir/Ma'am,

**Sub: Investor Presentation**

Please find attached herewith the latest Investor Presentation for your reference and members glance.

Thanking You  
Yours Faithfully,  
For Om Metals Infraprojects Limited



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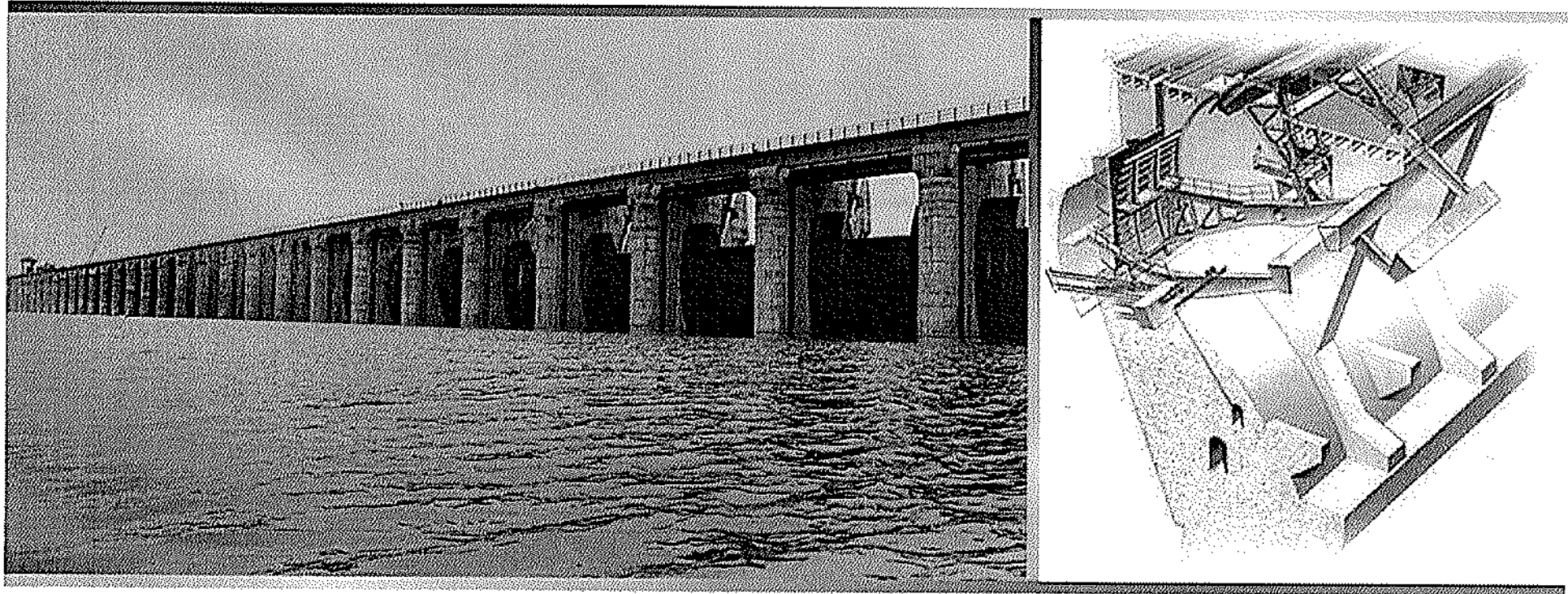
**Mumbai**  
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OM METALS  
INFRAPROJECTS LTD

**THE POWER TO CHANGE**

Investor Presentation  
February 2016





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# Company Overview

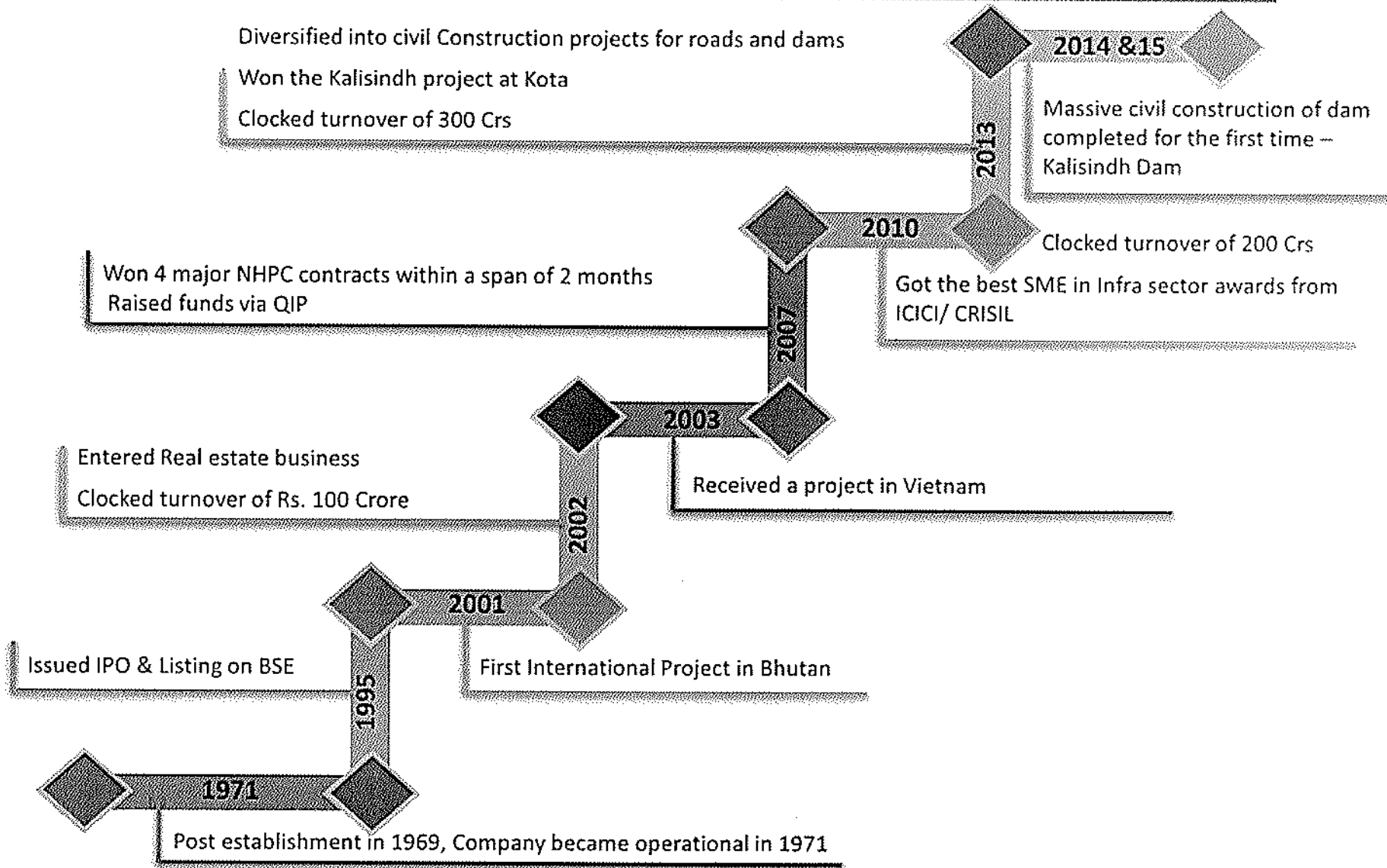
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Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 3 decades

- ▶ Engaged in diversified activities such as execution of turnkey Hydro-mechanical contracts for Hydropower & Irrigation projects, Foray into Real Estate development & Infrastructure projects
- ▶ Successfully executed more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country
- ▶ Robust Orderbook of Rs. 881 crores as on 31<sup>st</sup> December 2015
  - Order worth Rs. 105.91 crores received for Hydro Mechanical works project post 31<sup>st</sup> December 2015
- ▶ Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works

# Evolution

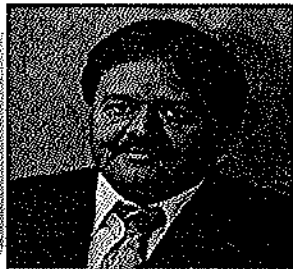


# Promoters



## Mr. C P Kothari, Executive Chairman

- ▶ Has Been with the company for more than 35 Years, Playing key role in the overall growth
- ▶ Huge Industry Experience of 40 Years
- ▶ Holds a Bachelor's degree in Commerce



## Mr. D P Kothari, Managing Director

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

## Mr. Sunil Kothari, Joint Managing Director

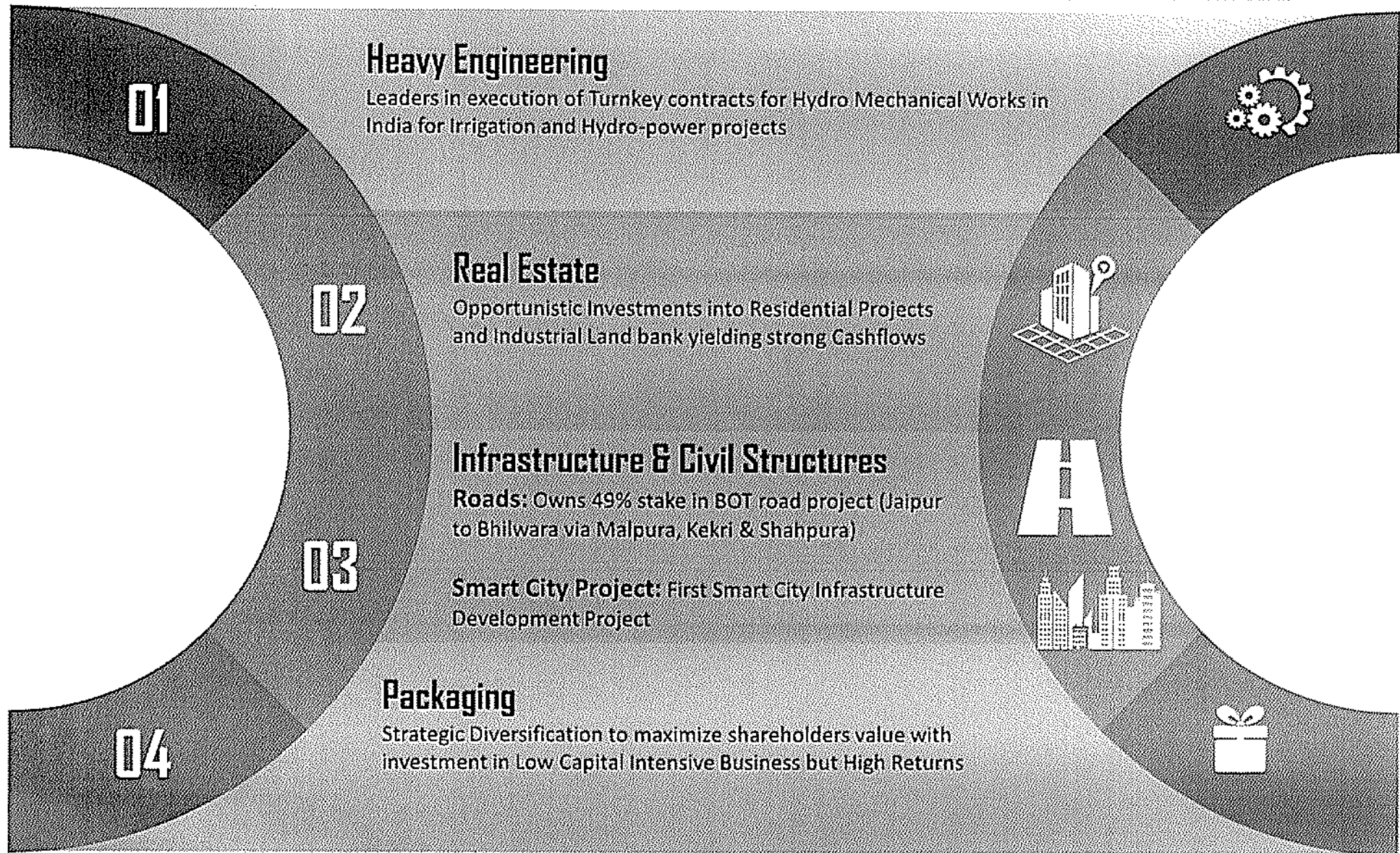
- ▶ Holds position of financial controller of the Company with more than 20 years of experience
- ▶ He holds a Bachelors degree in Commerce & Masters in Business Administration



## Mr. Vikas Kothari, Executive Director & President

- ▶ Responsible for International foray of the company
- ▶ Hold Bachelor of Engineering (Mech.) from University of Hartford, U.S.A, with more than 10 years of experience

# Business Verticals



# Hydro Mechanical Equipments: Business Overview

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- ▶ World leaders in Hydro-Mechanical Engineering
  - ✓ Primary focus is on Engineering Construction for dams
- ▶ 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



# Typical layout of a dam: Hydro Mechanical Equipment



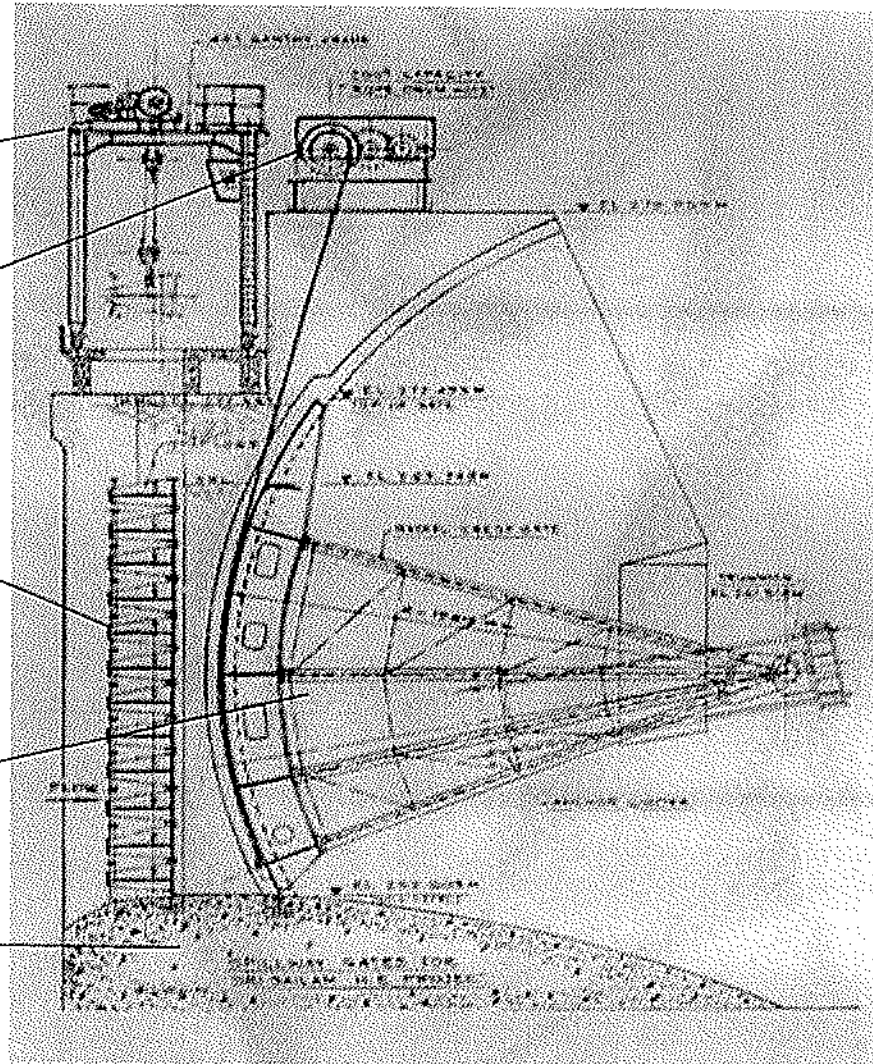
Gantry Crane

Hoist

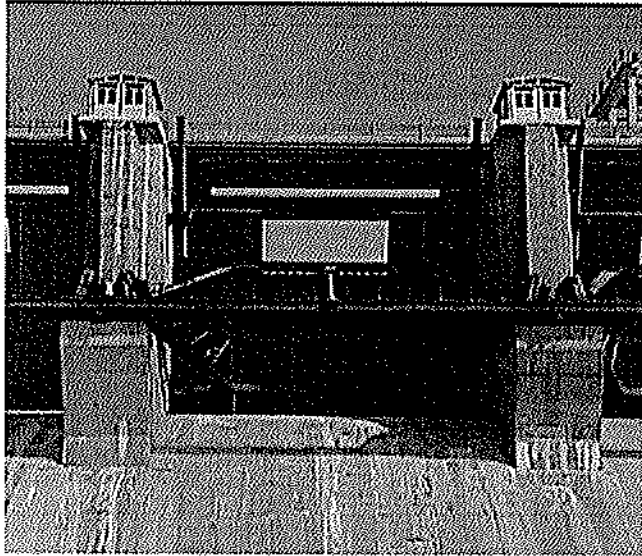
Stoplog Gate

Radial Gate

Dam



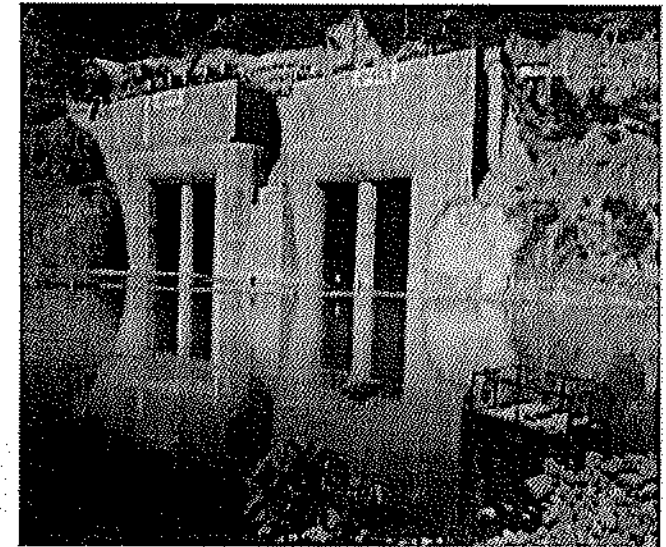
# Key Projects: Hydro Mechanical Equipments



Executed one of the World's largest  
Radial gates

**Gosikhurd Dam**  
Client – VIDC, Maharashtra  
Size – 18.3m X 16.5m X 16.5m

Executed one of the world's largest  
Vertical Lift gates



**Kol Dam Project**  
Client – NTPC  
Size – 7.5m X 14m X 115m

# State of Art Manufacturing Facilities



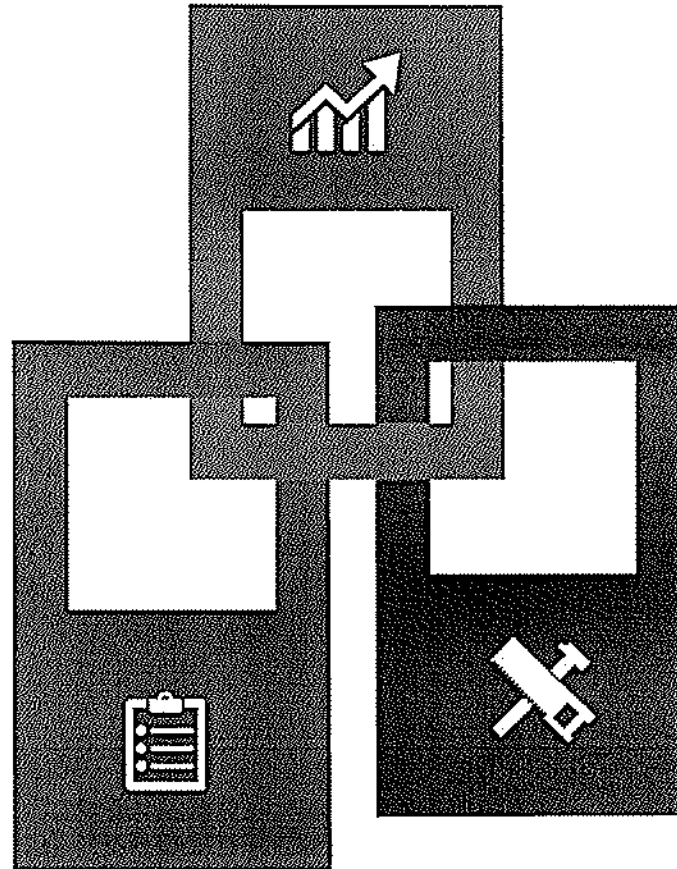
Particulars	Kota	Jaipur
Area (in sq m)	20,728	3,600
Covered Sheds (in sq m)	5,794	1,600
Machine Shop	1 Machine shop with an area of 506 sq m	1 Machine shop with an area of 300 sq m
Fabrication	8 fabrication shops with an area of ~5,567 sq m	1 fabrication shops with an area of ~1,000 sq m
Handling Capacity	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

**182**  
**Current Ventures**

**384**  
**Future Ventures**

## Road BOT Project

Road Project through JV routes

## Infrastructure & Civil Structures

First Smart City Infrastructure Development Project

## Real Estate

Strategic investments in the realty sector

## Packaging

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

01

02

03

04

**Execution of Hydro Power Projects & Irrigation Projects on turnkey basis**

**De-risking core business through diversification in higher return businesses**

# Opportunistic Investments



## 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 July 2015

# Real Estate Project Details



Project	Location	Format	# of Units	Configurations	Project Area Sq. ft.	Status
Meadows	Kota	Affordable Housing	450	1/2/3 BHK	5,00,000	Under Construction
Pallacia	Jaipur	Luxurious Housing	150	2/3/4/5 BHK	6,30,000	Under Construction
Bandra Reclamation – Mhada	Mumbai	--	-	-	2,50,000	Yet to commence construction
Ashvita	Hydrabad	Affordable Housing	60	2/3/4 BHK	80,000	Under Construction
<b>TOTAL</b>					<b>1,460,000</b>	

# Key Industrial Land Bank



Location	Sq. Mtrs.	Key Location Advantage
Faridabad	8,000	Located on main Mathura Road, New Delhi
Jaipur	28,000	In Industrial Area at Prime Location
VKIA Jaipur	3,000	In Industrial Area at Prime Location
Kota (Institutional Land)	40,000	In the centre of Kota City
<b>TOTAL</b>	<b>79,000</b>	





# Bhilawara Jaipur Road Project

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- ▶ Completion Certificate for 100% of Project length has been issued for the project in July, 2015
- ▶ Caters to commercial traffic towards Jaipur & Bhilwara
- ▶ The project road serves as an arterial link to most of the important cities such Malpura, Kekri & Shahpura
- ▶ 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: Bisleri, Coke, Pepsi and other local players
- ▶ Technology: Compression Moulding from Italy
  - ✓ Advanced & Efficient technology compared to Injection Moulding
- ▶ Expansion Plans
  - ✓ Caps & Jars of 20 liters at minimal capex

## Infrastructure & Civil Structures

- ▶ Smart City Infrastructure Development Project
  - ✓ In 50:50 JV with SPML Infra Ltd. on Design, Build & Operate basis
    - *Execution Period of 3 years*
    - *O&M period of 5 years*
  - ✓ Part of Delhi Mumbai Industrial Corridor (DMIC)
    - *Total Area of 1096.63 acres*
  - ✓ Development activities will include
    - *Water Supply, treatment along with drainage system*
    - *Solid Waste Management*
    - *Internal & External roads of 4 & 6 lanes*
    - *Power Transmission & Distribution*
    - *Domestic Gas Distribution System*
    - *Street Lighting, CCTV & SCADA Systems and Safety & Security Systems*

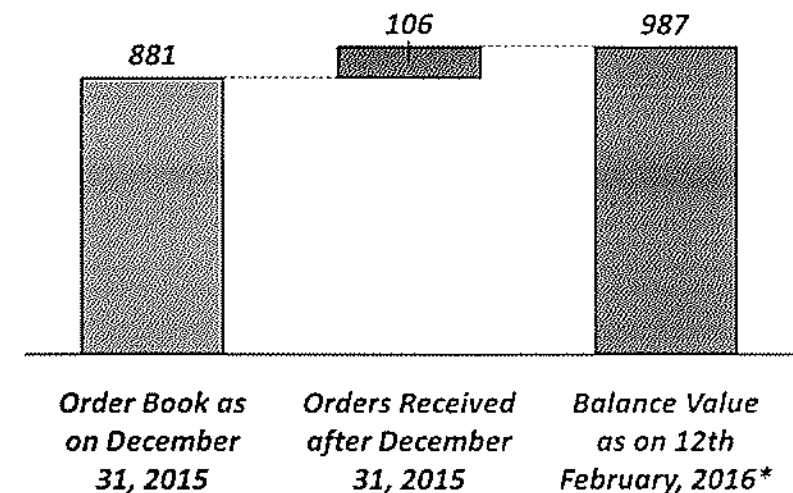
# Robust Order book of Rs. 881 crores\*



Top 5 Unexecuted Order Book	State	Amount (Rs. Crores)
Kachh Branch Canal Power House Project From SSNL	Gujarat	228
Rampur Barrage	Uttar Pradesh	193
Ujjain Smart City Project	Madhya Pradesh	166
Pallacia Project	Rajasthan	130
Tapovan Vishnugad Hydro-electric Project from NTPC	Uttarakhand	39
Others	-	125
<b>Total</b>		<b>881</b>

## Project received after December 31, 2015

- ▶ Received a Hydro Mechanical works project worth Rs. 105.91 crores
  - ✓ Project is for hydro mechanical works of Vyasi HE Project in Dehradun district, Uttarakhand
  - ✓ Awarded by Uttarakhand Jal Vidyut Nigam Limited (UJVN Limited)
  - ✓ Project to executed over period of 25 months



\* - as on 31<sup>st</sup> December 2015

\* - Excluding project execution from 1<sup>st</sup> January 2016 upto 12<sup>th</sup> February 2016 18

# Strengths



## Robust Engineering Skills

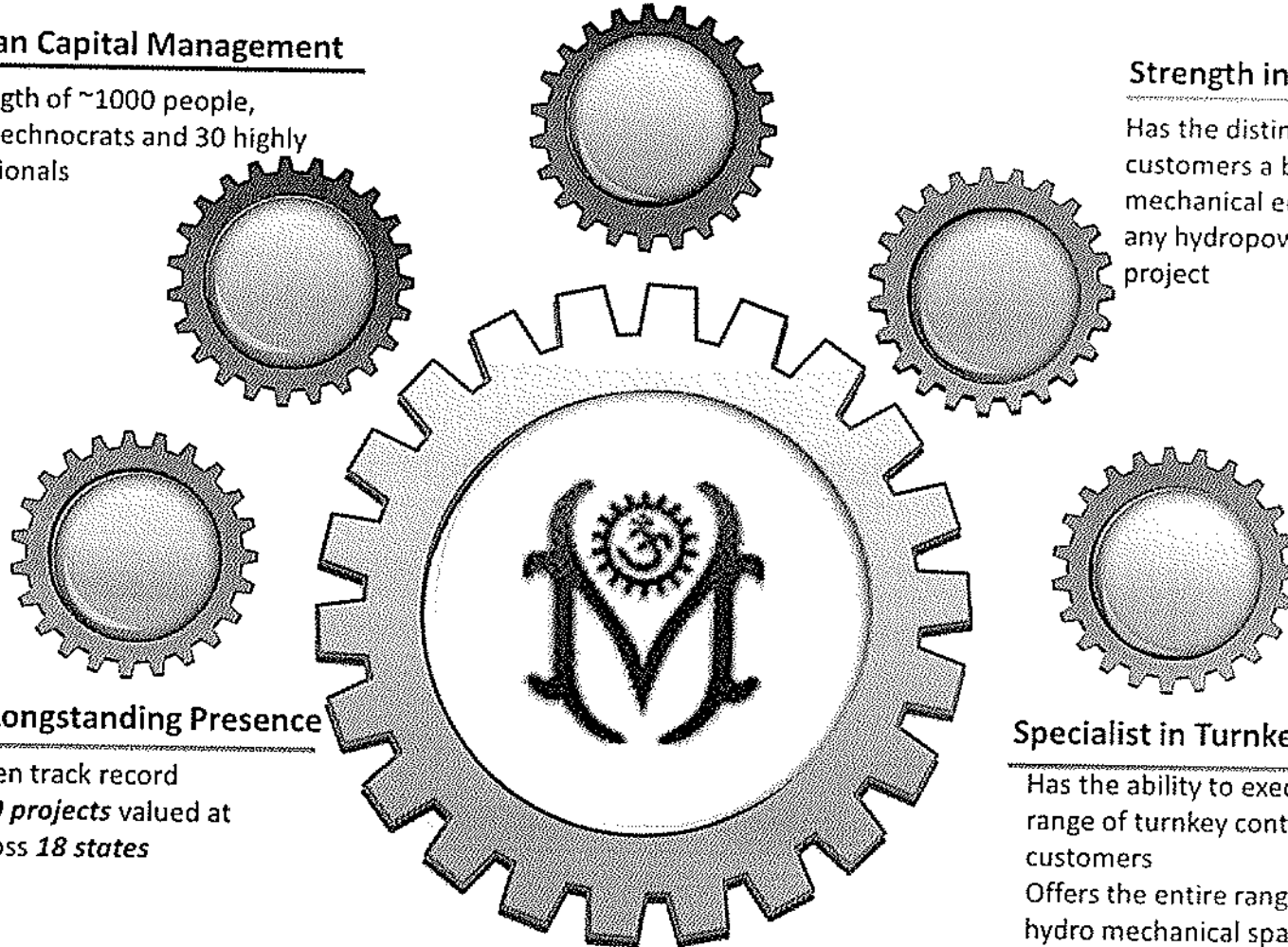
Enables to execute projects of varied magnitude and complexity ranging from 45-1,000 MW of power generation

## 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

*35 years* of proven track record  
Executed over *60 projects* valued at *Rs 7,000 mn* across *18 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



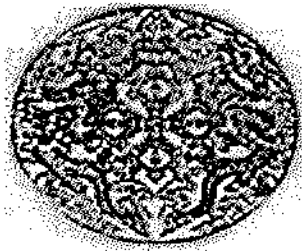
National Hydroelectric  
Power Corporation



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 – Q3 & YTD

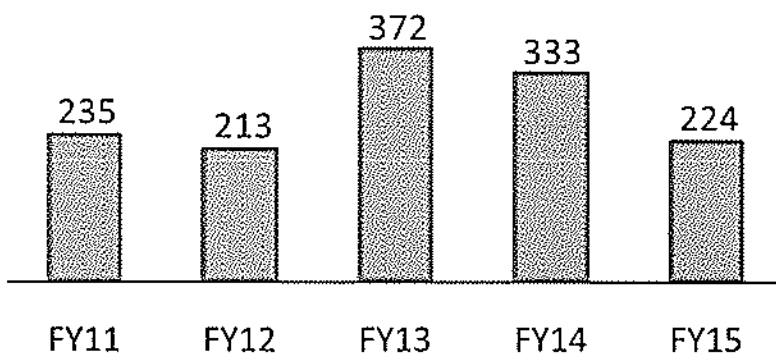


Rs. Crores	Q3 FY16	Q3 FY15	YoY	9m FY16	9m FY15	YoY
Total Revenue	41.13	51.42	-20%	118.96	157.67	-25%
Operating Expenses	12.00	15.98		25.79	56.49	
Employees Expenses	5.94	5.14		15.49	14.51	
Other Expenditure	15.17	20.58		43.16	65.41	
EBITDA	8.02	9.72	-17%	34.53	21.26	62%
EBITDA margin	19.51%	18.90%		29.02%	13.48%	
Other Income	1.21	3.58		6.54	24.77	
Depreciation	1.58	1.68		4.89	5.03	
Interest	2.18	2.73		9.27	9.83	
PBT	5.47	8.89	-38%	26.91	31.17	-14%
Tax	0.93	2.57		2.825	4.17	
Profit After Tax	4.55	6.32	-28%	24.08	27.00	-11%
PAT margin	11.05%	12.29%		20.24%	17.12%	

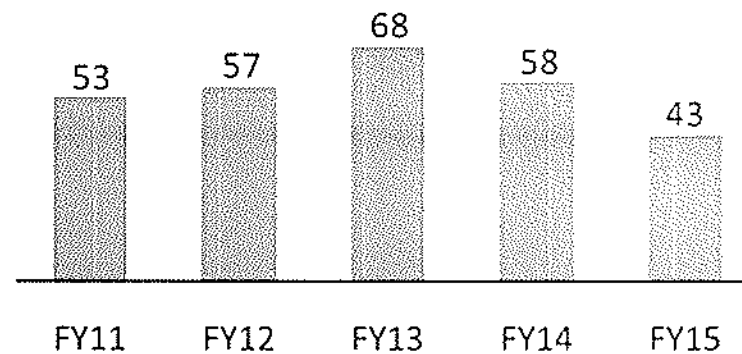
# Standalone Financial Highlights - Annual



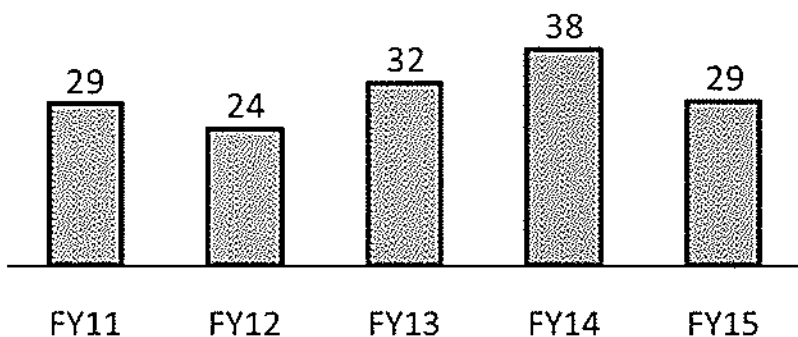
**Revenue (Rs. Crores)**



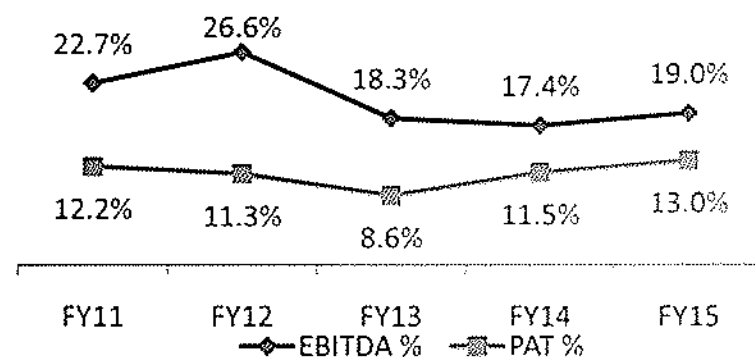
**EBITDA (Rs. Crores)**



**PAT (Rs. Crores)**



**EBITDA & PAT Margin**



# Standalone Financial Results - Annual



Rs. Crores	FY15	FY14	YoY
Total Revenue	224.0	333.3	-32.8%
Operating Expenses	69.1	108.3	
Employees Expenses	20.1	21.7	
Other Expenditure	92.3	145.1	
<b>EBITDA</b>	<b>42.5</b>	<b>58.1</b>	<b>-26.9%</b>
EBITDA margin	19.0%	17.4%	
Other Income	14.4	6.1	
Depreciation	8.5	7.7	
Interest	13.6	9.1	
<b>PBT</b>	<b>34.8</b>	<b>47.4</b>	<b>-26.6%</b>
Tax	5.7	9.1	
Current Income Tax & Wealth Tax	5.7	9.4	
Income Tax Foreign	0.1	0.0	
Deferred Tax (Assets)	0.8	0.2	
Income Tax expenses Earlier Years	0.8	0.0	
<b>Profit After Tax</b>	<b>29.1</b>	<b>38.3</b>	<b>-24.1%</b>
PAT margin	13.0%	11.5%	



# Standalone Balance Sheet



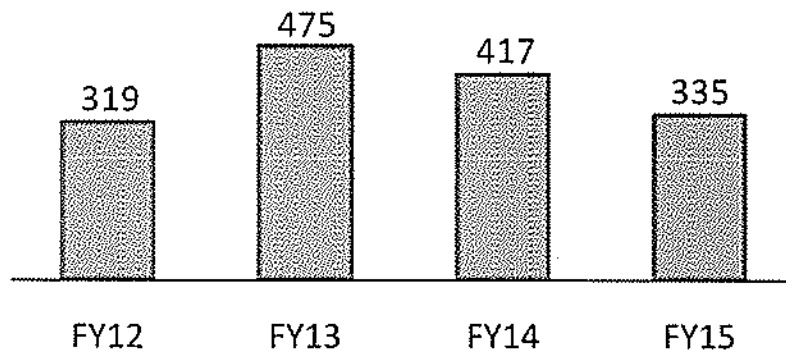
Rs. Crores	Sept.-15	Mar-15
<b>Shareholder's Fund</b>	<b>558.8</b>	<b>539.3</b>
Share capital	9.6	9.6
Reserves & Surplus	549.2	529.7
Minority Interest	0.0	0.0
<b>Non-Current Liabilities</b>	<b>38.6</b>	<b>32.7</b>
Long term borrowings	10.1	14.0
Deffered Tax Liabilities(Net)	2.7	2.7
Other Long Term Liabilities	24.9	15.1
Long Term Provisions	0.9	0.9
<b>Current Liabilities</b>	<b>126.1</b>	<b>125.3</b>
Short Term Borrowings	47.3	49.9
Trade Payables	28.8	29.1
Other Current Liabilities	45.8	43.5
Short Term Provisions	4.3	2.8
<b>Total Equity &amp; Liabilities</b>	<b>723.6</b>	<b>697.3</b>

Rs. Crores	Sept.-15	Mar-15
<b>Non-Current Assets</b>	<b>481.8</b>	<b>455.5</b>
Fixed Assets	131.0	130.5
Non-current Investments	129.6	129.6
Long Term Loans & Advances	203.9	187.7
Other Non-Current Assets	17.3	7.7
<b>Current Assets</b>	<b>241.8</b>	<b>241.9</b>
Current Investments	0.0	0.0
Inventories	60.5	51.1
Trade Receivables	66.2	59.2
Cash & Cash Equivalents	34.8	69.4
Short Term Loans & Advances	79.2	61.3
Other Current Assets	1.1	0.8
<b>Total Assets</b>	<b>723.6</b>	<b>697.3</b>

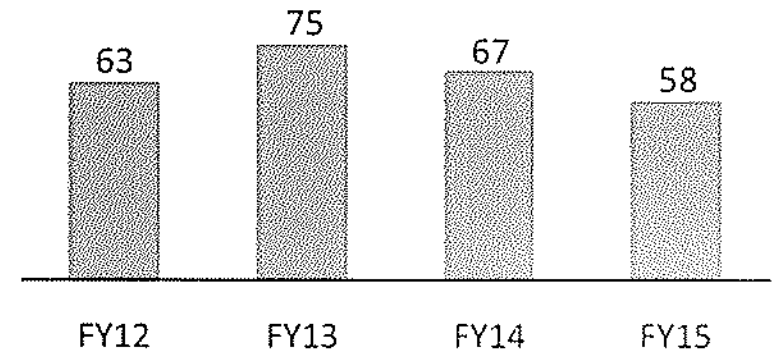
# Consolidated Financial Highlights



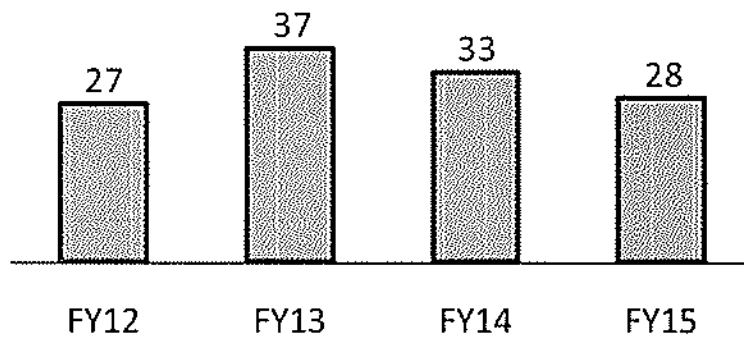
### Revenue (Rs. Crores)



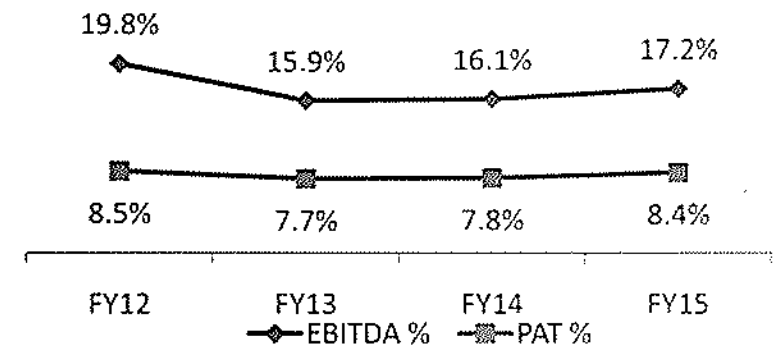
### EBITDA (Rs. Crores)



### PAT (Rs. Crores)



### EBITDA & PAT Margin



# Consolidated Financial Results



Rs. in Crores	FY15	FY14	YoY
<b>Total Revenue</b>	<b>335.3</b>	<b>416.8</b>	<b>-19.6%</b>
Operating Expenses	144.9	113.0	
Employees Expenses	21.5	23.3	
Other Expenditure	111.3	213.6	
<b>EBITDA</b>	<b>57.6</b>	<b>66.9</b>	<b>14.0%</b>
<b>EBITDA margin</b>	<b>17.2%</b>	<b>16.1%</b>	
Other Income	16.6	7.1	
Depreciation	9.4	8.1	
Interest	24.5	16.5	
Share in Profit/(loss) of Associates	0.0	-0.2	
Exceptional Item Profit/(Loss)	-0.3	-2.1	
<b>PBT</b>	<b>40.0</b>	<b>47.2</b>	<b>-15.2%</b>
Tax	11.7	14.5	
Current Income Tax & Wealth Tax	11.8	14.7	
Income Tax Foreign	0.1	0.0	
Deferred Tax (Assets)	1.0	0.2	
Income Tax expenses Earlier Years	0.8	0.0	
<b>Profit After Tax</b>	<b>28.3</b>	<b>32.7</b>	<b>-13.4%</b>
<b>PAT margin</b>	<b>8.4%</b>	<b>7.8%</b>	

# Consolidated Balance Sheet



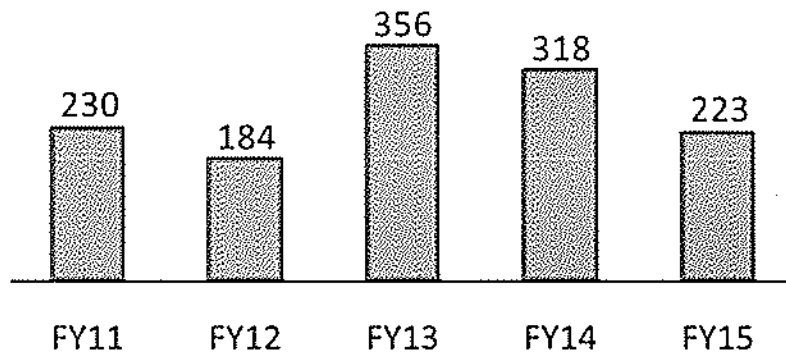
Rs. in Crores	Mar-15	Mar-14
<b>Shareholder's Fund</b>	<b>535.5</b>	<b>506.6</b>
Share capital	9.6	9.6
Reserves & Surplus	525.9	497.0
Minority Interest	0.0	0.0
<b>Non-Current Liabilities</b>	<b>177.8</b>	<b>182.7</b>
Long term borrowings	159.1	164.8
Deferred Tax Liabilities (Net)	2.7	3.5
Other Long Term Liabilities	15.1	13.7
Long Term Provisions	0.9	0.8
<b>Current Liabilities</b>	<b>180.3</b>	<b>211.5</b>
Short Term Borrowings	55.4	52.1
Trade Payables	32.5	57.3
Other Current Liabilities	83.6	100.6
Short Term Provisions	8.9	1.5
<b>Total Equity &amp; Liabilities</b>	<b>893.6</b>	<b>900.8</b>

Rs. in Crores	Mar-15	Mar-14
<b>Non-Current Assets</b>	<b>453.9</b>	<b>418.3</b>
Fixed Assets	361.1	350.9
Non-current Investments	61.9	27.3
Long Term Loans & Advances	22.6	36.9
Other Non-Current Assets	8.3	3.3
<b>Current Assets</b>	<b>439.7</b>	<b>482.5</b>
Current Investments	0.0	0.0
Inventories	240.8	299.0
Trade Receivables	94.9	84.4
Cash & Cash Equivalents	83.5	80.5
Short Term Loans & Advances	19.5	17.7
Other Current Assets	1.0	0.9
<b>Total Assets</b>	<b>893.6</b>	<b>900.8</b>

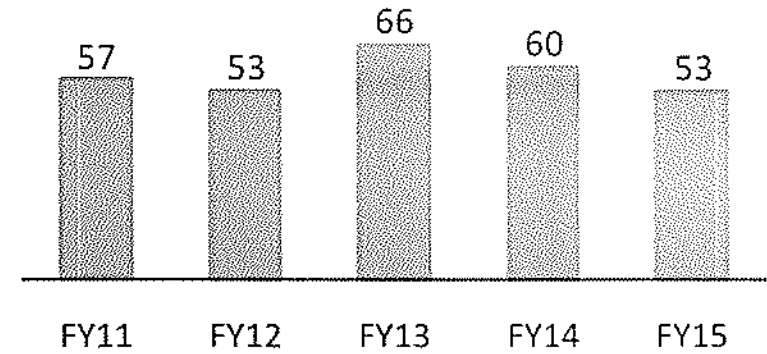
# Segment Performance Engineering (Consolidated)



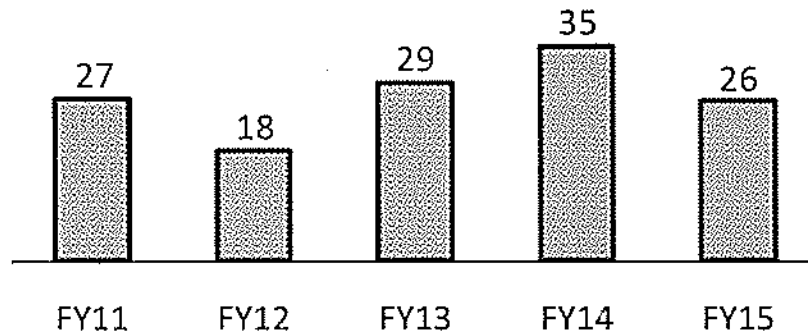
**Revenue (Rs. Crores)**



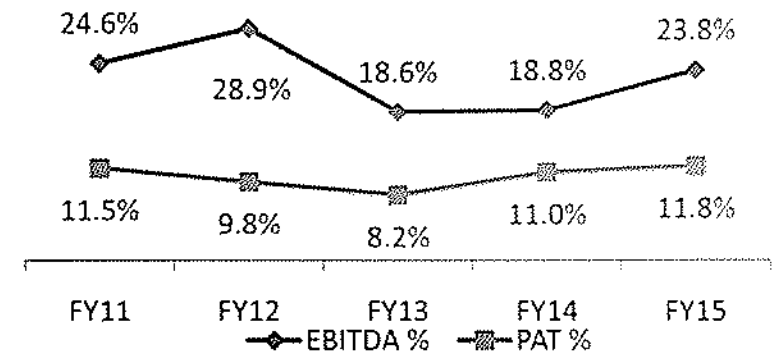
**EBITDA (Rs. Crores)**



**PAT (Rs. Crores)**



**EBITDA & PAT Margin**





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