



# OM METALS INFRAPROJECTS LIMITED

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Date: November 21, 2019

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 on Un-audited Financial Results for the Quarter & Half year ended 30<sup>th</sup> September, 2019**

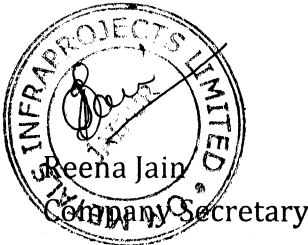
Please find enclosed herewith the presentation on the Un-audited Financial Result for the Quarter & Half year ended 30th September, 2019

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For Om Metals Infraprojects Limited





**OM METALS**  
INFRAPROJECTS LTD

Investor Update – Q2FY20 & H1FY20

## 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 Construction 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 14 construction projects with total contract value of Rs 2450 crores
- 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 and one is in implementation stage at Mumbai with the total saleable area over 12 lakh sq ft ( Om's share)
- Unexecuted orderbook stands at Rs 1291.3 crores as on 30<sup>th</sup> Sept 2019 including projects secured in JV

## Profit & Loss Statement (Q2FY20 & H1FY20– Consolidated)

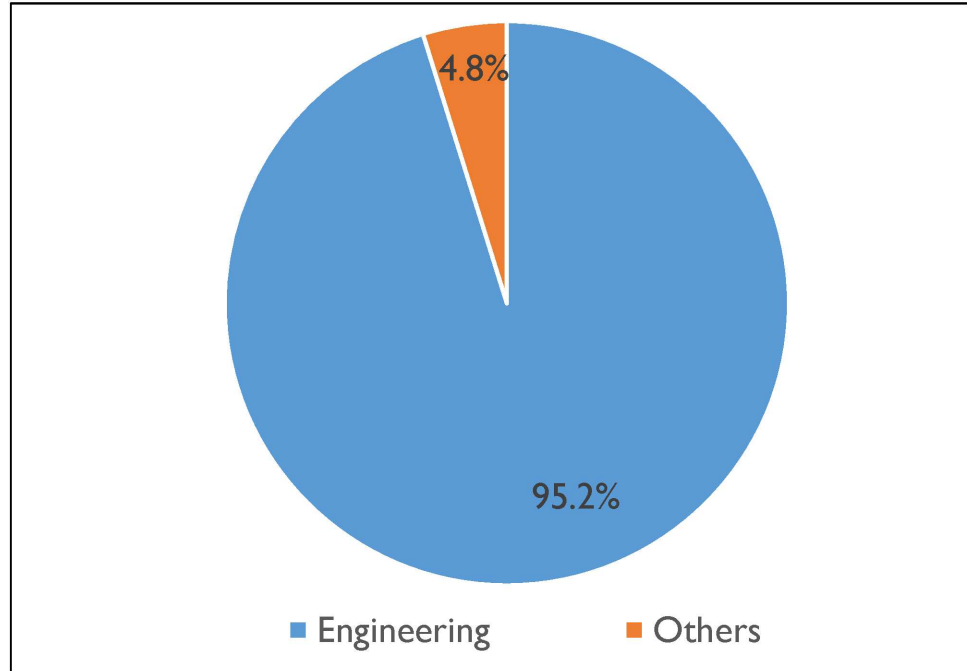
Rs Crore	Q2FY20	Q2FY19	H1FY20	H1FY19
<b>Revenue from Operations</b>	<b>42.13</b>	<b>50.87</b>	<b>101.22</b>	<b>104.56</b>
Total Expenditure	36.70	37.24	84.64	78.31
<b>EBITDA</b>	<b>5.43</b>	<b>13.63</b>	<b>16.58</b>	<b>26.25</b>
Other Income	0.54	3.81	3.90	5.29
Depreciation	1.87	2.65	4.08	5.29
<b>EBIT</b>	<b>4.10</b>	<b>14.79</b>	<b>16.39</b>	<b>26.25</b>
Interest cost	6.00	8.71	11.94	13.54
<b>Profit Before Tax</b>	<b>-1.90</b>	<b>6.08</b>	<b>4.46</b>	<b>12.72</b>
Tax	0.41	2.61	3.31	5.16
<b>Profit after Tax</b>	<b>-2.31</b>	<b>3.47</b>	<b>1.15</b>	<b>7.55</b>
Net Profit/Loss from discount. op after tax	-0.22	-0.75	-0.39	-0.75
Share of Profit/Loss from Associates/JVs	-0.95		3.31	-0.30
<b>Net Profit</b>	<b>-3.47</b>	<b>2.72</b>	<b>4.07</b>	<b>6.50</b>
<b>EBITDA Margin</b>	<b>12.9%</b>	<b>26.8%</b>	<b>16.4%</b>	<b>25.1%</b>
<b>Net Profit Margin</b>	<b>-8.2%</b>	<b>5.3%</b>	<b>4.0%</b>	<b>6.2%</b>

# Consolidated Balance Sheet - HIFY20

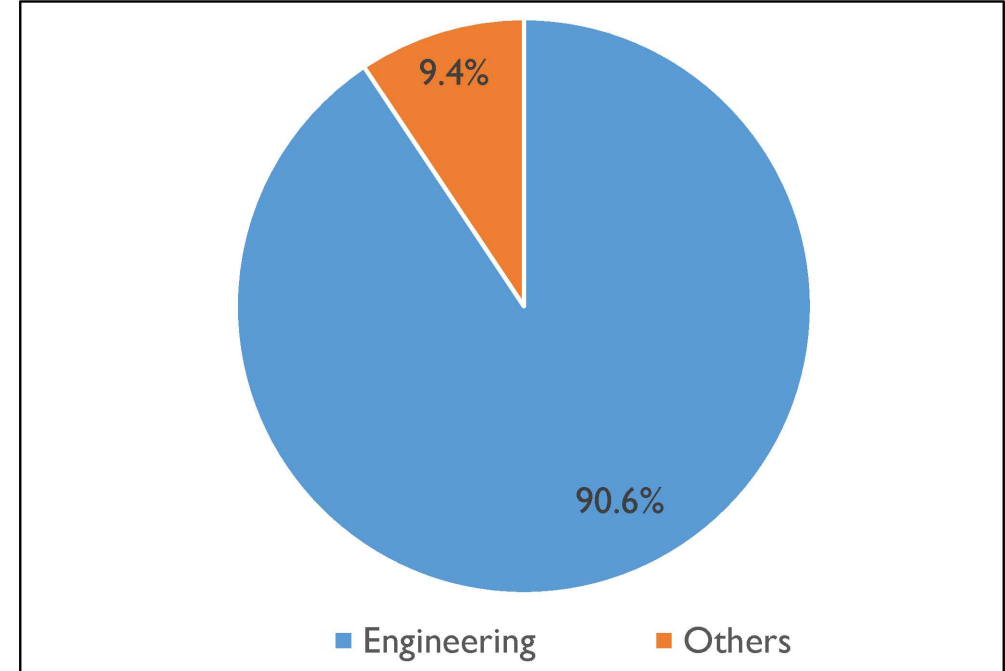
ASSETS			LIABILITIES		
Rs Crore	HIFY20	HIFY19	Rs Crore	HIFY20	HIFY19
Non-Current Assets			Equity		
Property, Plant & Equipment	78.9	79.8	Share Capital	9.6	9.6
Capital Work in Progress	6.5	2.6	Reserves & Surplus	598.0	621.4
Investment Property	52.2	52.2	<b>Total Equity</b>	<b>607.7</b>	<b>631.0</b>
Goodwill	4.6	2.6	Non Current Liabilities		
Investments	86.6	94.7	Borrowings	19.6	30.6
Loans	21.6	36.2	Deferred Tax Liability	11.6	11.6
Other Non-Current Assets	18.2	17.1	Other Non-Current Liabilities	47.7	29.3
<b>Total Non-Current Assets</b>	<b>268.5</b>	<b>285.2</b>	<b>Total Non-Current Liabilities</b>	<b>78.9</b>	<b>71.5</b>
Current Assets			Current Liabilities		
Inventories	527.3	512.9	Borrowings	59.6	52.1
Receivables	91.1	88.6	Payables	49.8	57.5
Cash & Bank Balance	35.4	63.9	Provisions	3.2	0.9
Loans	96.6	83.2	Other Current Liabilities	270.2	283.4
Other Current Assets	50.6	62.6	<b>Total Current Liabilities</b>	<b>382.9</b>	<b>393.9</b>
<b>Total Current Assets</b>	<b>800.9</b>	<b>811.2</b>	<b>Total Liabilities</b>	<b>1,069.4</b>	<b>1,096.4</b>
<b>Total Assets</b>	<b>1,069.4</b>	<b>1,096.4</b>			

## Segmental Revenue Break-up

Q2FY20



H1FY20



Please Note: Revenue from Engineering segment include revenue from all EPC contracts in domestic and International markets. Others include revenues from Real Estate & Hotels division.

## Contracts Details - Unexecuted Order-Book at Rs 1291.3 Crore

Sr. No.	Name of Contract	Client	Location	Project Type	Contract Value (Rs Crore)	Value of Balance work (Rs Crore)	Estimated Completion Date	OMIL Share
1	Kutchh Canal Power - SSNN	Govt. of Gujarat	Gujarat	Hydro Power	230.0	58.6	March 2020	100%
2	Koshi Canal System, Rampur	Govt of Uttar Pradesh	Uttar Pradesh	Dam	193.8	17.2	March 2020	100%
3	Ujjain Smart city	Govt of Madhya Pradesh	Madhya Pradesh	EPC Smart City	268.0	23.9	Dec 2020	50%
4	Vyasi Hydro Electric Power	Uttaranchal Jal Vidyut Nigam	Uttarakhand	Hydro Mechanical	105.9	21.4	March 2021	100%
5	Tapovan Hydroelectric Project	NTPC	Uttarakhand	Hydro Mechanical	72.4	25.1	March 2022	100%
6	Mpanga Irrigation	Government of India	Rwanda (Africa)	Irrigation	107.5	88.9	March 2022	51%
7	Kpong Irrigation	World Bank	Ghana (Africa)	Irrigation	207.4	157.9	Aug 2022	51%
8	North Koel Reservoir	Government of India	Jharkhand	Dam	38.5	27.9	March 2022	100%
9	Kundah Project	Govt of Tamil Nadu	Tamil Nadu	Hydro Mechanical	95.0	95.0	Nov 2021	100%
10	Arun-3 Hydroelectric Project	SJVN Limited	Nepal	Hydro Mechanical	157.0	157.0	July 2022	100%
11	BairaSiul Power Station	NHPC	Himachal Pradesh	Hydro Mechanical	19.9	8.7	March 2021	100%
12	Upper Beda Reservoir	Govt of Madhya Pradesh	Madhya Pradesh	Irrigation	13.5	0.7	March 2020	100%
13	Kameng HEP	NEEPCO	Arunachal Pradesh	Hydro Mechanical	325.6	6.9	Dec 2021	60%
14	Isarda Dam Project	Govt of Rajasthan	Rajasthan	Irrigation	615.2	602.1	Dec 2023	100%
<b>Total</b>					<b>2449.7</b>	<b>1291.3</b>		

\* as on 30<sup>th</sup> Sept 2019

## Execution Update of Domestic & International Projects

- Company's largest contract – Isarda Dam project (Rs 615 Crore) has gathered pace during Q2FY20; revenue booking already started during the quarter
- Other new Hydro Mechanical contracts, Arun-3 (Nepal) and Kundah (Tamil Nadu) have also started during the quarter and progressing well
- Africa Irrigation projects are progressing smoothly. Pace of execution of these projects has been better with completion expected by Mar-Aug 2022
- Two major domestic projects - Kutchh Hydropower (Gujarat) and Vikram Udyogpuri Ujjain are expected to be completed by March 2020
- Company has won arbitration award of Tapovan Hydroelectric Project (Client - NTPC) for Rs 53 crore and exploring all legal possibilities to receive funds without submitting Bank Guarantee.
- In Gujarat and Bihar Silo projects – Ground breaking & civil structures work at both the projects are in progress. Company is hopeful to achieve COD in next 12-18 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	6,45,000
Bandra MHADA	Mumbai	DBRealty & Others	Housing	-	2,50,000
Asvita	Hyderabad	Mahindra Lifespaces	Housing	52	88,000

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	228000	4,17,000	656	197	459
Bandra MHADA*	-	2,50,000	750	0	*750
Asvita	82,000	6,000	40	37	3
<b>Total</b>			<b>1,553</b>	<b>276</b>	<b>1277</b>

- 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)

## 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
- State Govt has now also allowed the toll collection from Private vehicles which was earlier exempted wef April 01, 2018 – this will strengthen 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

## 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 550 crore revenue and cash inflow from both the projects



## Monetisation of non-core assets

- One of the Packing division's machinery has been sold to make the packaging business more viable
- The agreement to sale for Jaipur Hotel (Om Tower) was done during Q3FY19 and major amount had been received as an advance. Conveyance deed is pending for the transfer of licenses and other formalities
- The unit sale in Ashvita - Hyderabad is complete. Possession and delivery has been handed over to the users