



# OM INFRA LIMITED

(Formerly known as OM METALS INFRAPROJECTS LIMITED)

CIN: L27203RJ1971PLC003414

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Date: 9<sup>th</sup> June, 2022

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 for the Quarter and Year ended 31<sup>st</sup> March, 2022.

Kindly take the same on your records.

Thanking You.

Yours Faithfully  
For Om Infra Limited

  
Company Secretary



**Q4 FY22**  
**Investor Presentation**

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## Q4 FY22 Highlights



## Q4 FY22 Consolidated P&L

Particular (Rs. Crore)	Q4 FY22	Q4 FY21	Y-o-Y %	FY22	FY21	Y-o-Y %
<b>Revenue from operations</b>	<b>121.60</b>	<b>112.70</b>	<b>7.9%</b>	<b>313.03</b>	<b>235.6</b>	<b>32.9%</b>
COGS	13.01	36.83		25.26	49.1	
Employee expenses	8.25	5.93		25.42	20.9	
Other operating expenditure	100.34	55.65		206.69	121.5	
<b>EBITDA</b>	<b>23.26</b>	<b>14.29</b>	<b>62.8%</b>	<b>55.66</b>	<b>44.1</b>	<b>26.2%</b>
<b>EBITDA margin (%)</b>	<b>19.13%</b>	<b>12.68%</b>		<b>17.78%</b>	<b>18.7%</b>	
Other income	7.0	9.01		10.34	13.8	
Depreciation	4.07	2.21		9.23	8.4	
Interest	13.65	6.17		35.57	25.1	
<b>Profit before tax</b>	<b>(5.53)</b>	<b>5.91</b>	<b>193.57%</b>	<b>10.86</b>	<b>24.4</b>	<b>55.5%</b>
Tax	2.17	10.52		9.63	13.1	
<b>Profit after tax</b>	<b>(7.71)</b>	<b>(4.61)</b>	<b>67.2%</b>	<b>8.48</b>	<b>11.3</b>	<b>25%</b>
Profit/(Loss) from discontinued operations	0.11	0.24		11.33	(0.6)	
Share of profits from associates and JV	6.14	0.05		6.66	0.2	
<b>Total profit for the period incl OCI</b>	<b>(4.01)</b>	<b>(3.61)</b>		<b>25.94</b>	<b>10.33</b>	
<b>Total profit margin (%)</b>	<b>6.3%</b>	<b>4.1%</b>		<b>2.7%</b>	<b>4.6%</b>	
<b>Earnings Per Share (Rs.)</b>	<b>(0.42)</b>	<b>(0.37)</b>		<b>2.69</b>	<b>1.07</b>	



## Balance Sheet as on 31<sup>st</sup> March 2022

Particulars (Rs. Crore)	As on 31 <sup>st</sup> Mar 2022	As on 31 <sup>st</sup> Mar 2021
<b>Equity</b>		
(a) Equity share capital	9.6	9.6
(b) Other Equity	651.51	612.6
<b>Total Equity</b>	<b>661.14</b>	<b>622.2</b>
<b>Non-Controlling Interest</b>	<b>(0.13)</b>	<b>1.64</b>
Borrowings	49.9	39.2
Other financial liabilities	12.72	22.66
Other non-current liabilities	27.37	37.31
<b>Total non-current liabilities</b>	<b>89.99</b>	<b>99.17</b>
Borrowings	64.41	73.2
Trade Payables	0	0
Other current liabilities	383.71	374.67
<b>Total current liabilities</b>	<b>448.12</b>	<b>447.87</b>
<b>Total equity and liabilities</b>	<b>1199.25</b>	<b>1174.11</b>

Particulars (Rs. Crore)	As on 31 <sup>st</sup> Mar 2022	As on 31 <sup>st</sup> Mar 2021
<b>Assets</b>		
Property, plant and equipment	85.0	75.1
Investment property	52.0	52.1
Other non-current assets	120.16	128.91
<b>Total non-current assets</b>	<b>257.16</b>	<b>256.11</b>
Inventories	658.65	594.14
Trade receivables	86.10	108.6
Cash and cash equivalents	9.17	13
Bank balances	35.26	35.58
Loans	108.4	107.6
Other current assets	44.51	59.08
<b>Total current assets</b>	<b>942.09</b>	<b>918</b>
<b>Total assets</b>	<b>1199.25</b>	<b>1174.11</b>



## Company Overview



# Om Infra at a glance

**50+** Years of  
experience in  
project execution

State of art facilities in  
Kota , Rajasthan, and  
site activities at project  
locations

**1,000 full time** and  
**contractual**  
employees

Leading engineering &  
Construction company  
with a strong  
**leadership position in  
the Hydropower  
space**

**15+** Premiere clients  
including World Bank  
and Government of India

Strong presence across  
**18 states** and **3  
international  
locations**

**3** Strategic Investments  
in Realty sector which can  
yield strong cashflows

Successfully executed  
**60+** projects  
valued at **Rs 5,000+  
Crores**

**Profitable every  
single year** since  
inception

# Engineering division overview

## Overview

- Primary focus on designing, engineering and commissioning construction for hydro power projects, hydro-mechanical projects, dams and irrigation projects
- Leadership in hydro mechanical work such as building vertical gates, radial gates, draft tube gates, intake gates, spillway and stoplog gates, etc.
- Executed projects of varied complexities ranging from 45 MW to 1,000 MW of power generation
- White collar Manpower strength of 100 people, comprising of 20 technocrats and 10 highly qualified professionals who have robust engineering skills.
- High court directed for release of Arbitration award from NTPC Tapovan project Rs.50 cr agst IMP/BG- IMP given by company to High court for assessment
- Steel and cement price had impact on current year financials and some escalation is awaited from project

## Marquee clients



GOVERNMENT OF GUJARAT



Government of Madhya Pradesh

Leader in hydro-mechanical engineering focussed on working as prime contractor for government clients



## Engineering division - key projects completed

### Koldam hydro electric project

- 800MW project
- First of its kind size and capacity installed in India
- Complicated design of gates
- Installation and commissioning work of one of the largest vertical lift gates in the world – completed in record 2 months time

### Rangandi hydro electric project

- 405MW project
- Difficult and inaccessible terrain
- Remote site with logistical challenges

### Prakassam barrage project

- Replacement of 70 spillway gates
- 55 year old irrigation barrage, 70 old rusted gates to be replaced with new ones
- Project connecting twin cities with heavy traffic on barrage
- Complex project with tight construction schedule

### Gosikhurd dam project

- Irrigation project
- Execution of one of the largest radical gates in the world in a large quantity (33 no.)
- Short timeline given by the client



# Engineering EPC division - order book as on 31<sup>st</sup> March 22

Project	Awarding Authority	Project Type	Unexecuted Value (Rs Crores)
Shapurkhandi Punjab#	WRD Punjab	Power House	509.04
Isarda Dam Project#	Govt of Rajasthan	Dam water storage	361.15
Amravati Project Construction	Govt of Maharashtra	Irrigation	231.29
Hiran Water Resources Division	Govt of Madhya Pradesh	Irrigation	104.84
Arun 3 Hydroelectric Project*	SJVN Limited	Hydro Mechanical	138.81
Kundah Hydro Mech Project*	Govt of Tamil Nadu	Hydro Mechanical	92.10
Kutchh Canal Power, SSNN	Govt. of Gujarat	Hydro Mechanical and Civil	30.00
North Koel Reservoir	Government of India	Dam	30.54
Rwanda Irrigation	Rwanda Irrigation Board Africa	Irrigation	21.90
Manipur barrage Rs.41 cr and Others			57.01
UP and Rajsthan Jal Jeevan Mission			2000.00
# GST effect given * under consideration for price revision			
<b>Total</b>			<b>3576.68</b>



## Real Estate division overview

Project	Details/ description	Status
<b>Pallacia in Jaipur, Rajasthan in 100% subsidiary</b>	Unique high-end RERA compliant apartments have a complete lifestyle experience with Luxury Living, Sprawling Clubhouse, 24 X 7 Security expertise with world class facilities – revenue recognition started in books	Completed ready for occupation
<b>Om Enclave in Kota, Rajasthan</b>	Residential township has flats, villas and apartments and provides residents a complete lifestyle experience with a shopping mall, multiplex and health club in its vicinity – revenue recognition recorded in books	Ongoing
<b>MHADA project in Bandra, Mumbai in a Partnership firm</b>	Development of Slum Rehabilitation and Residential Development Project in Bandra Reclamation. Claim for delay in project from MHADA is in arbitration process	In talks with architects, govt. agencies & developers for construction post approval
<b>Hotel Om tower</b>	Possession given to Jupiter metal Pvt Ltd and profit in the books of accounts recognized at Rs.1132 Lacs	Entire sale consideration received
<b>Land Bank in associates</b>	Land bank in step subsidiary and associates in the process of monetization	Om infra recovering fund invested



## Real Estate - current projects' status

Project	Palacia	Om Enclave	MHADA Project
Location	Jaipur, Rajasthan	Kota, Rajasthan	Mumbai, Maharashtra
Partner	NA	NA	DB Realty & Others
Project Type	Housing	Housing	Housing
Number of Units	152	338	TBD
Project Area (Sq. Ft)	6,46,150	4,45,972	2,50,000
Sold (Sq. Ft)	2,99,000 68 units	1,90,500	NA
Unsold (Sq. Ft)	3,47,150 84 units	2,55,472	2,50,000
Total Estimated Realisable Value (Rs Crores)	Rs 635 Crores	Rs 107 Crores	Rs 750 crores
Consideration of Sold Units (Rs Crores)	Rs 244 Crores	Rs 44 Crores	NA
Estimated Realisable for Unsold Units (Rs Crores)	Rs 391 Crores	Rs 63 Crores	Rs 750 Crores*

\*Bandra MHADA project - tentative as per finalization of plan, FSI approval and subject to market conditions. Revenue is purely estimated. The revenue projections are subjected to growth in real estate markets and sale of units and FSI approval (at decided rate and time)



## Tapping new opportunities - steel silos

- Om Infra has received project from Food Corporation of India (FCI) for construction and development of 2 silos for storage of wheat on PPP mode, allowing concession for a period of 30 years
- Silos are to be constructed with 50,000 MT capacity each at four locations: Bhagalpur in Bihar, and near Siddhpur in Gujarat.
- 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 18-24 months to have monthly rentals from FCI Rs.12 cr per year for 30 years.

### Sector opportunity - Modern steel silos to store food grains from 2025

- The Union Government has chalked out a plan for modernising storage of food grains in steel silos. By 2024-25, all food grains in the country likely to be stored in modern silos and conventional storage facilities will be phased out gradually
- Government is an action plan for construction of steel silos in the country for creation of 100 LMT capacity across the producing and consuming regions
- Few advantages of silos are that it occupies less space as compared to warehouses and is easier to maintain optimum grain storage conditions in the silo and better equipped to control the temperature and keep birds, molds and bugs



## Exiting non-core business

### Bhilwara Jaipur toll road - Interim relief from arbitrator

- Om Infra Limited done the development of the 212 km road project in Jaipur-Bhilwara Stretch. Private vehicles were made toll free with effect from 1/4/2018 by state govt and thus the Company terminated the concession agreement for breach of contract by Government and submitted claims of Rs 578 cr.
- The arbitrator after due hearings 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 against the interim award
- State Govt. took over the road on 15 June 2021 in compliance of High court order by making payment of Rs.191 crore; company's outgoing in debt servicing is relaxed as of now. Rs.191 cr has been deployed in loan and bank has not given/adjusted 16 Cr as interest for amount lying in escrow account and this has been challenged - awaiting court/arbitration order. Interest on delayed payment by PWD is also claimed from PWD as per High court order.
- Regular arbitration proceedings as per arbitration act is going on and claim of termination payment of Rs 378 crore plus interest(other than debt due) is in process of hearings.

### Packaging business

- The company had entered into this venture for manufacturing of closure for water PET bottles and Carbonated Soft Drinks (CSD) caps
- Plastic ban and NGT guidelines slowed down the sale of this business segment
- The company has sold one of the machines for an amount of Rs. 7.6 Crores and is looking to completely close this division and business.

## Experienced management team



**Mr D P Kothari -  
Chairman**

- Heads the technical and execution group within the company
- His immense experience in executing turnkey projects contributes to the company's successful completion of projects
- Holds a Bachelors Degree in Mechanical Engineering.



**Mr Sunil Kothari – Vice  
Chairman**

- Responsible for the financial matters of the Company, financial controller of the company
- Has over 20 years of experience
- Holds a Bachelors degree in Commerce & Masters in Business Administration



**Mr Vikas Kothari –  
Managing Director &  
CEO**

- Responsible for International business, project coordination, business development, quality control and foreign collaborations
- Bachelor of Engineering (Mech.) from University of Hartford, U.S.A.



# Opportunities across water infra projects

The water led infrastructure push will open lots of orders for Infrastructure companies. Projects like Interlinkage of Rivers and Jal Shakti Abhiyaan will lead to building of many new dams and canals leading to healthy order flows for infrastructure companies in India

## Hydro Power

- The outlook of India's hydropower generation looks promising with expected pace of industrialization in the country and Government's mission to provide 24x7 electricity to all
- The implementation of New Hydro Policy by Govt. in Mar-19, shall prove to be a milestone in growth of Hydro Sector
- Government's decision to re-classify large hydroelectric projects as renewable energy, tariff rationalization measures, notification of HPO as separate entity, budgetary support for enabling infrastructure will boost the sector
- The government plans to establish renewable energy capacity of 523 GW (including 73 GW from Hydro) by 2030

## River Linking ,water, water supply and Irrigation

- These water infrastructure projects could cost Indian government around \$270 billion over the next 5 to 15 years period
- Of these, the major expenditure is expected to allocated to interlinking of river at \$168 billion
- 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 million hectares of irrigation, raising the ultimate irrigation potential from 140 million hectare to 175 million hectare.
- Company has received healthy order in UP and Rajasthan and as on today UP Jal Nigam LOI of 1051 villages received along with that of Rajasthan in the province Nokha and Khazuwala



# Well placed to tap opportunities across segments

## **World class expertise and specialist in turnkey execution**

Expertise enables to provide a gamut of hydro-mechanical equipment & spanning equipment supply, guarantee maintenance & services - one stop shop for clients

## **Ability to win marquee contracts**

One of the few eligible contenders for large scale dam projects with key technical and R&D edge. All recent construction contracts completed within or ahead of schedule

## **Diversified in other high growth generating business**

De-risked its business model with acquisitions in the core business and foraying into Real Estate and Infrastructure sector (silos)

## **Experience and long standing presence**

Inhouse knowledge bank created through execution and operation of hydro projects and pool of skilled manpower who are well versed with topography and socio-economic conditions of the region.

## **Strong across allied water projects**

Focus on tapping huge potential in Hydro Electric Power, River Linking and irrigation by capitalizing on the government's plans of accelerating infrastructure projects

## **Decreasing Debt, High Cash Flow**

Plan to reduce long term debt to facilitate healthy balance sheet and return ratios. Use high free cash flow to make acquisitions/ventures in the core business



## Financial highlights - Consolidated annual P&L

Particular (Rs. Crore)	FY22	FY21	FY20
<b>Revenue from operations</b>	<b>313.03</b>	<b>235.6</b>	<b>187.0</b>
COGS and Other operating expenditure	231.95	170.60	1468.90
Employee expenses	25.42	20.9	23.7
<b>EBITDA</b>	<b>55.66</b>	<b>44.1</b>	<b>14.4</b>
<b>EBITDA margin (%)</b>	<b>17.78%</b>	<b>18.7%</b>	<b>7.7%</b>
Other income	10.34	13.8	35.3
Depreciation	9.23	8.4	9.3
Interest	35.57	25.1	24.6
<b>Profit before tax</b>	<b>10.86</b>	<b>24.4</b>	<b>15.8</b>
Tax	9.63	13.1	-
<b>Profit after tax</b>	<b>8.48</b>	<b>11.3</b>	<b>15.8</b>
Profit/(Loss) from discontinued operations	11.33	(0.6)	(0.5)
Share of profits from associates and JV	6.66	0.2	(0.1)
<b>Total profit for the period</b>	<b>26.46</b>	<b>10.9</b>	<b>15.2</b>
<b>Total profit margin (%)</b>	<b>2.7%</b>	<b>4.6%</b>	<b>8.1%</b>
<b>Earnings Per Share (Rs.)</b>	<b>2.79</b>	<b>1.07</b>	<b>0.78</b>



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# THANK YOU

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