OM INFRA LTD

Investor Presentation

Q1FY25

HYDRO & WATER INFRASTRUCTURE

REAL ESTATE

Safe Harbor

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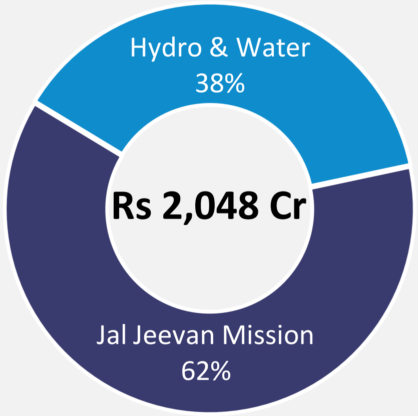
Table of Content

Track Record of Robust Growth in Financial Performance

Q1FY25 - Impacted Slightly due to External Factors; Profitability Maintained

Net Revenue	EBITDA & EBITDA Margin	PAT & PAT Margin
Standalone **Rs 164 Cr** ***(Rs 263 Cr in Q1FY24)***	**Standalone** **Rs 18 Cr** ***Margin: 11.2 %***	**Standalone** **Rs 13 Cr** ***Margin: 8.0 %***
Consolidated **Rs 169 Cr** ***(Rs 267 Cr in Q1FY24)***	**Consolidated** **Rs 17 Cr** ***Margin: 10.2%***	**Consolidated** **Rs 13 Cr** ***Margin:7.4%***

Order Book



Hydro & Water Projects:	JJM Projects:
Execution Period 3 to 4 years	Execution Period 2 to 3 years
EBITDA Margin 12-15%	EBITDA Margin 10-12%

Revenue in Q1FY25 impacted due to slower order execution led by severe Heatwave that gripped many parts of India and affected labour availability and General Elections, which typically leads to overall slow down in economic activities.

Profitability, however, has remained healthy in Q1FY25

Profit & Loss Highlights - Standalone

Standalone (Rs Cr)	Q1FY25	Q1FY24	Y-o-Y (%)	FY24	FY23	Y-o-Y (%)
Net Sales	**163.9**	**262.8**	***-37.6%***	**1059.8**	**719.8**	**47.2%**
Raw Material Costs	70.4	119.8		438.2	335.9	
Employee Expenses	9.4	7.9		33.723	27.6	
Other Operating Expenses	65.6	113.2		496.2	299.4	
EBITDA	**18.4**	**21.9**	***-15.7%***	**91.7**	**56.8**	**61.5%**
EBITDA Margin (%)	**11.2%**	***8.3%***	***293 bps***	***8.7%***	***7.9%***	***76 bps***
Other Income	0.9	1.7		32.1	29.0	
Depreciation	1.5	1.7		6.6	7.2	
Interest Expenses	4.8	5.9	***-18.0%***	23.8	26.3	**49.1%**
Profit Before Tax	**13.1**	**16.0**	***261 bps***	**93.4**	**52.3**	
Tax		0.0		36.3	18.8	
Profit After Tax	**13.1**	**16.0**	***-17.8%***	**57.2**	**33.5**	**78.7%**
PAT Margin (%)	**8.0%**	***6.1%***	***193 bps***	***5.4%***	***4.7%***	73 bps
Profit/(loss) from discontinuing operations	0	0		0	0	
Reported Profit	**13.1**	**16.0**	***-17.8%***	**57.2**	**33.5**	**70.4%**

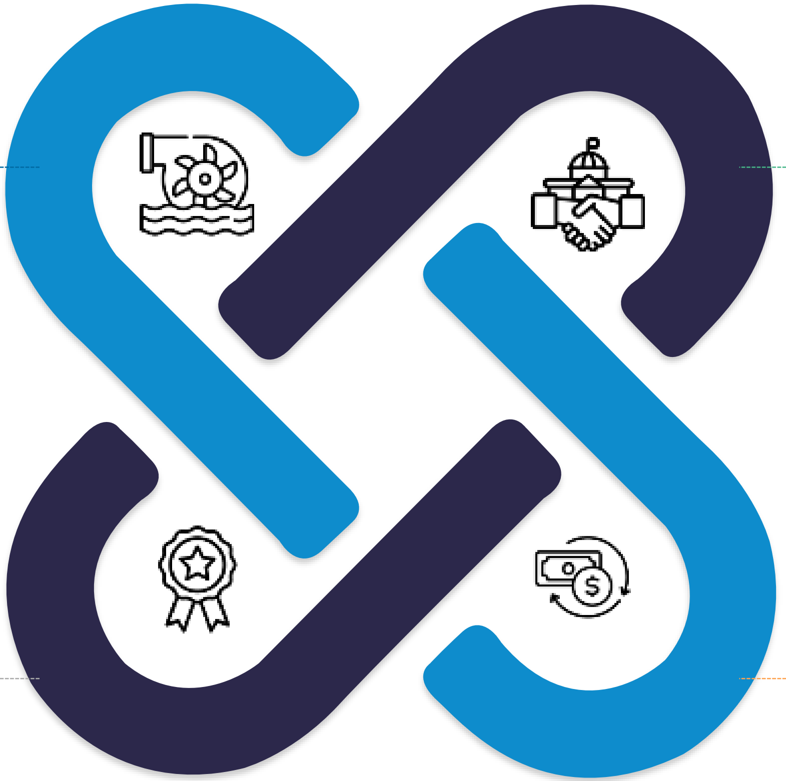
Profit & Loss Highlights - Consolidated

Consolidated (Rs Cr)	Q1FY25	Q1FY24	Y-o-Y (%)	FY24	FY23	Y-o-Y (%)
Net Sales	**169.5**	**266.8**	***-36.5%***	**1,113.8**	**799.2**	**39.4%**
Raw Material Costs	75.1	124.6		499.3	423.4	
Employee Expenses	9.9	8.3		24.8	29.7	
Other Operating Expenses	67.3	113.6		500.3	308.5	
EBITDA	**17.3**	**20.2**	***-14.6%***	**89.3**	**37.5**	**137.9%**
EBITDA Margin (%)	***10.2%***	***7.6%***	***261 bps***	***8.0%***	***4.7%***	**332 bps**
Other Income	1.6	1.3		39.2	29.8	
Depreciation	1.5	1.7		6.6	7.2	
Interest Expenses	4.9	5.7		36.1	27.8	
Profit Before Tax	**12.5**	**14.2**	***-11.6%***	**85.7**	**32.3**	**165.3%**
Tax	0.0	0.0		38.6	19.3	
Profit After Tax	**12.5**	**14.2**	***-12.3%***	**47.1**	**13.0**	**262.2%**
PAT Margin (%)	***7.4%***	***5.3%***	***208 bps***	***4.2%***	***1.6%***	***260 bps***
Share of profit/(loss) from associates and JVs	0.0	0.1		0.2	-0.1	
Profit/(loss) from discontinuing operations	0.0	0.0		0.0	0.0	
Reported Profit	**12.5**	**14.3**	***-12.3%***	**47.3**	**12.9**	**267.1%**

Healthy Order Book of Rs 2,048 Cr, forming ~2x FY24 Revenue

Project	Client	Location	Unexecuted (Rs Cr)
Jal Jeevan Mission (JJM)			**1,268**
- Uttar Pradesh	SWSM – Namami Gange and Rural Water Supply Dept.	Uttar Pradesh	673
- Rajasthan	Public Health Engineering Dept.	Rajasthan	595
Hydro & Water			**772**
- Shapurkandi Power Project	WRD Punjab	Harur	280
- Isarda Dam Irrigation Project	Govt. of Rajasthan	Tonk	120
- Amravati Irrigation Project	Govt. of Maharashtra	Amravati	130
- Arun 3 Hydroelectric Project, Nepal	SJVN Limited	Sankhuwasabha	101
- Kundah Pump Storage Power Project	Govt. of Tamil Nadu	Niligiri	79
- Manipur Barrage and Others	Manipur State	Manipur	35
- Kutchh Canal Power Project, SSNNL	Govt. of Gujarat	Kachchh	11
- Rwanda Irrigation	Rwanda Irrigation Board Africa	Rwanda	4
- Others			20
Total Order Book			**2,048**

Key Growth Enablers



Growing Hydro Business

Order book of Rs 2,048 Cr

Government Boost towards Hydro and Water Infra

Cash Inflow from Silos and Arbitration Awards

~ Rs 640 Cr

Cash Inflow from Real Estate Sales

~ Rs 317 Cr

Company Overview

One of the leading Players in Hydro Mechanical Turnkey Solutions Providers

A diverse company specializing in hydromechanical equipment and turnkey solutions for hydropower, irrigation, and water storage projects.

Excels in modern manufacturing and installation, successfully completing projects in remote location, tough terrain and challenging environments.

Business Segments

Hydro Mechanical Engineering Segment:

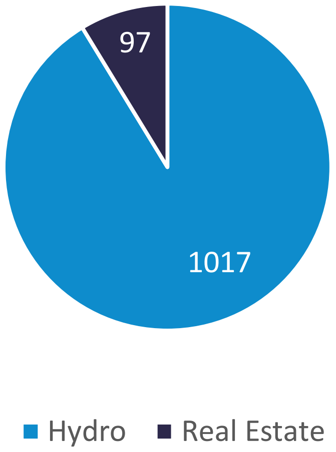
End-to-end solution provider for Dam and Irrigation projects. Also provides equipment for Dams Canals & Reservoirs and full Turnkey solutions in Hydro Power and Water Storage projects.

Real Estate:

Successfully forayed into the realty sector and has to its credit landmark projects, which have changed the skyline of the cities they have been constructed in Jaipur and Kota.

Segment-wise Revenue (FY24)

(Rs Cr)



Key Business Strengths

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 more than 100 projects in India and abroad over last 5 decades

Strong Execution Team

White collar manpower strength of 500 people, comprising of 20 technocrats and 20 qualified professionals

50+ Years of Existence and Development of Capabilities in the Hydro Space

Foundation and Initial Growth (1971-2002)

1971
Post establishment in 1969, the company became operational

1995
Issued IPO & Listing on BSE.

2001
First International Project in Bhutan.

2002
Entered real estate business and clocked a turnover of Rs. 100 Crore.

Expansion and Major Achievements (2003-2015)

2003
Received a project in Vietnam.

2007
Won 4 major NHPC contracts within a span of 2 months and raised funds Rs.120 cr via QIP by diluting 20% stake

2010
Clocked a turnover of 200 Crore and received the best SME in Infra sector awards from ICICI/CRISIL.

2013
Diversified into civil construction projects for roads and dams, won the Kalisindh project at Kota, and clocked a turnover of 300 Crore.

2015
Completed massive civil construction of a dam for the first time – Kalisindh Dam.

Diversification and International Ventures (2016-2023)

2016
Awarded LOA for Construction and Development of Silos.

2017
Contract work for Development of Irrigation and Watershed in Africa.

2022-23
Received Jal Jeevan Mission Award for Rs ~Rs. 2,000 Crs

2023-24
Company crossed Revenue of Rs 1,000 Crs in FY24

Well – Experienced Management Team

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.

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.

Sunil Kothari

Vice Chairman

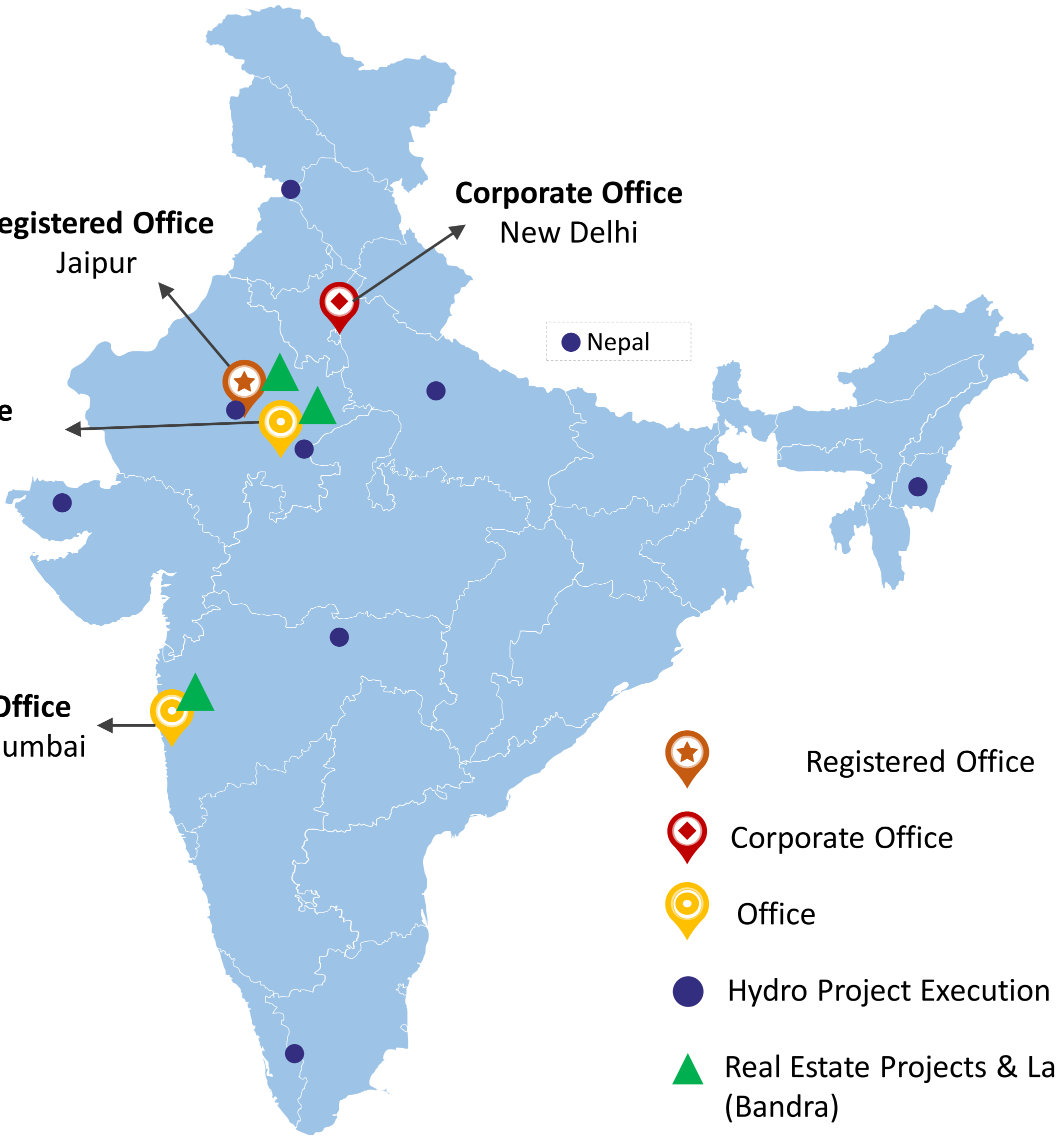
- Responsible for all financial matters in the Company; Has more than 35 years of experience.
- Holds a Bachelor's degree in Commerce & Masters in Business Administration.

Vikas Kothari

Managing Director & CEO

- Over 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.

Our Geographical Presence and Few Marquee Clients



Registered Office

Corporate Office

Office

Hydro Project Execution

Real Estate Projects & Land Bank (Bandra)

Marquee Clients

एनटीपीसी NTPC

एनएचपीसी NHPC

THE WORLD BANK

एसजेवीएन SJVN

नीपको NEEPCO

UJVN Limited
(A Govt. of Uttarakhand Enterprise)

PWRDA
Punjab Water Regulation & Development Authority

सत्यमेव जयते
Government of Gujarat

Hydro Engineering Business - Well Established

Our Products and Offerings

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
- Remote Control, Automation 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

Radial Vertical Gates

Stop Log Gate

Mechanical and Hydraulic Hoists

Demonstrated Track Record of Marquee Projects in Hydro Mechanical

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

Prakassam Barrage Project

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

Rangandi Hydro Electric Project

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

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

Projects Completed/ Ongoing under the Jal Jeevan Mission

Jal Jeevan Mission is one of the most prime and ambitious Water Infrastructure development programs of the Government of India with contribution from the various state Governments and Om Infra is chosen as an implementation partner.

Rajasthan

- **Nokha Water Supply Project:** To provide Functional Household Tap Connection (FHTC) including 10 years of O&M under JJM in District Bikaner for an estimated contact value of Rs.609 cr. (Om Infra' Share is 50%)

- **Khajuwala Water Supply Project:** Reorganisation and improvement of various existing WSS of Khajuwala Constituency of Bikaner District including 10 years O&M for an estimated contract value of Rs.370 cr. (Om Infra's Share is 59%)

Uttar Pradesh

State Water Supply and Sanitation Mission for the project which has an estimated value of Rs 1,051 crore. Scope of the work involves survey, design, preparation of detailed project report (DPR), construction, commissioning, and O& M for 10 years for rural water supply for 1,051 villages in two divisions of Moradabad in Uttar Pradesh namely Rampur and Amroha.

Few Marquee Projects under Execution

Kundha Pump Storage Project

Amravati Irrigation Project

Shapurkandi Power Project

State Water Supply and Sanitation Mission, U. P.

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 the Hydro & Water infrastructure space, is well-placed to capitalise on the burgeoning opportunities.

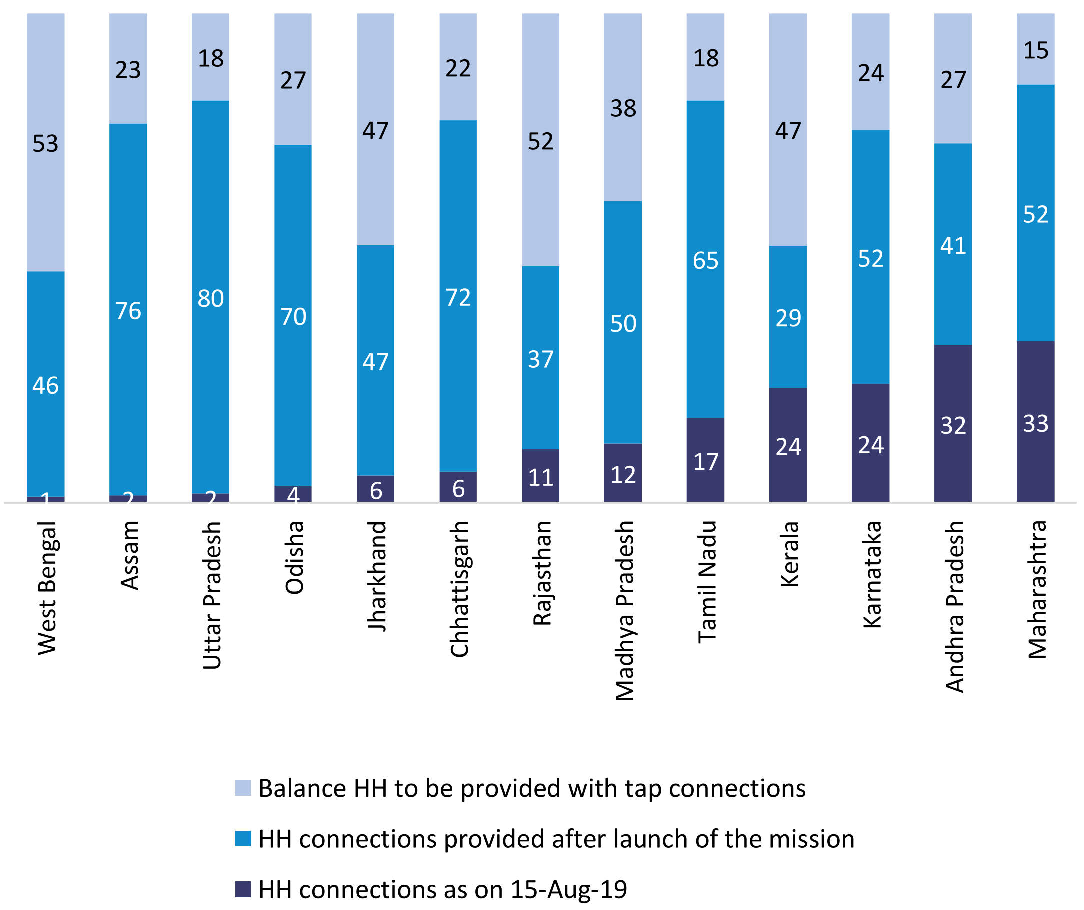
Healthy Order Book of ~Rs 772 Cr

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 had received orders under the JJM for Rajasthan and Uttar Pradesh, totaling ~Rs. 2,000 Cr, where work has progressed well and is bidding for more such projects

States where large number of Households yet to get FHTC



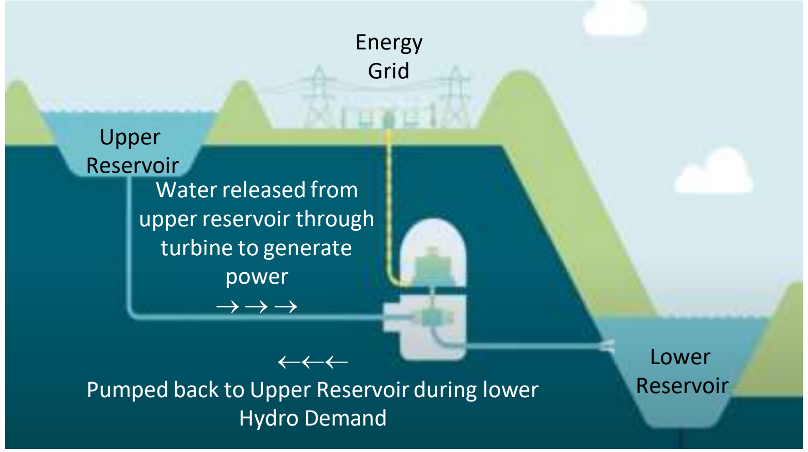
Growth Opportunity – Pumped Storage Projects (PSP)

*India aims to achieve **Net-Zero Carbon Emissions by 2070** and towards that, **500 GW of Renewable Energy (RE) Capacity by 2030** (134 GW in 2019)…*

*…To accommodate the RE, India will need **18.8 GW of PSP** and 257.8 GW of Battery Energy Storage Systems*

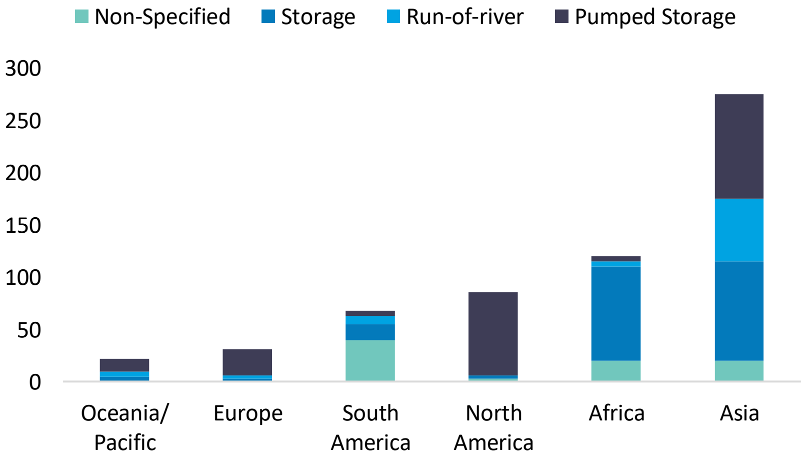
How it works and why it is needed

- PSPs uses energy to pump up water at higher level and then let it descend and produce electricity when needed. During low demand, the water is pumped into the higher reservoir (charge/recharge) and when demand is high, the water is released to drive a turbine in a powerhouse and feed electricity into the grid (discharge).
- Reduces fluctuations in electricity supply and demand; Cost-effective way to integrate variable energy sources such as wind and solar into the grid; Economical solution for large-scale energy storage
- Currently, 2.7 GW PSPs under construction; 50 GW in development.



Huge opportunity in India

- India has been a laggard with only ~4.7GW of PSP as compared to **~36 GW in China, 22 GW in USA and Japan** each.
- As the share of RE (intermittent energy source) **increases to ~55 GW by 2031-32,** there will be a need for storage system to provide energy when Wind and Solar will not be operating peak capacity.
- The Government has identified huge opportunities in PSPs and **estimates potential of 103 GW.** As per CEA (Jan'22), 2.8 GW of PSPs are under construction, whereas 24 GW of PSPs are under different stages of development.



Real Estate Business - Opportunistic

A) 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	3,53,814 (BUA)
Sold (Sq. Ft)	3,57,800	2,61,442
Unsold (Sq. Ft)	2,88,350	94,372
Total Estimated Realizable Value	**600 Cr**	**110 Cr**
Consideration of Sold Units	**314 Cr**	**79 Cr**
Consideration Collected	279 Cr	73 Cr
Revenue Recognised	189 Cr	56 Cr
Estimated Realisable for the Project	**286 Cr**	**31 Cr**
Estimated Recognisable Revenue	411 Cr	54 Cr

B) Real Estate – Landbank

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 ~1.7 Mn. sq. ft, subject to approval of design and drawings and other statutory approvals, 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 in partnership firm is 17.5%**
- Due to various reasons, the consortium appealed to the arbitration against MHADA, and the matter is **finally heard, and award is received with FSI enhancement subject to premium payable at applicable rates. The consortium has further appealed for the arbitration award for certain revision.**
- It is anticipated that post the outcome of the matter**, ~1.7 Mn. sq. ft. may be available for building having an estimated decent realizable value of our share** 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

Annexure

Annual Profit & Loss (Consolidated)

Particulars (Rs Cr)	FY21	FY22	FY23	FY24	CAGR (FY21-FY24)
Net Sales	**235.6**	**313.0**	**799.2**	**1,113.8**	**68%**
Raw Materials	129.5	197.9	423.4	499.3	
Employee Expenses	20.9	25.4	29.7	24.8	
Other Operating Expenses	41.3	46.1	308.5	500.3	
EBITDA	**43.9**	**43.6**	**37.5**	**89.3**	**27%**
EBITDA Margin (%)	**19%**	**14%**	***5%***	***8%***	
Other Income	13.8	10.3	29.8	39.2	
Depreciation	8.4	7.5	7.2	6.6	
Interest Expenses	26.4	35.6	27.8	36.1	
Profit Before Tax	**22.8**	**10.9**	**32.3**	**85.7**	
Tax	13.5	2.4	19.3	38.6	
Profit After Tax	**9.2**	**8.5**	**13.0**	**47.1**	**72%**
Share of profit/(loss) from associates and JVs	0.2	6.7	(0.1)	0.2	
Profit/(loss) from discontinuing operations	-0.6	11.3	0.0	0.0	
Reported Profit	**8.9**	**26.5**	**12.9**	**47.3**	
EPS (Rs/share)	**0.9**	**2.7**	**1.1**	**4.7**	**75%**

EBITDA Margin impacted by unbilled revenue considered at lesser amount comparatively

- 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 (Consolidated)

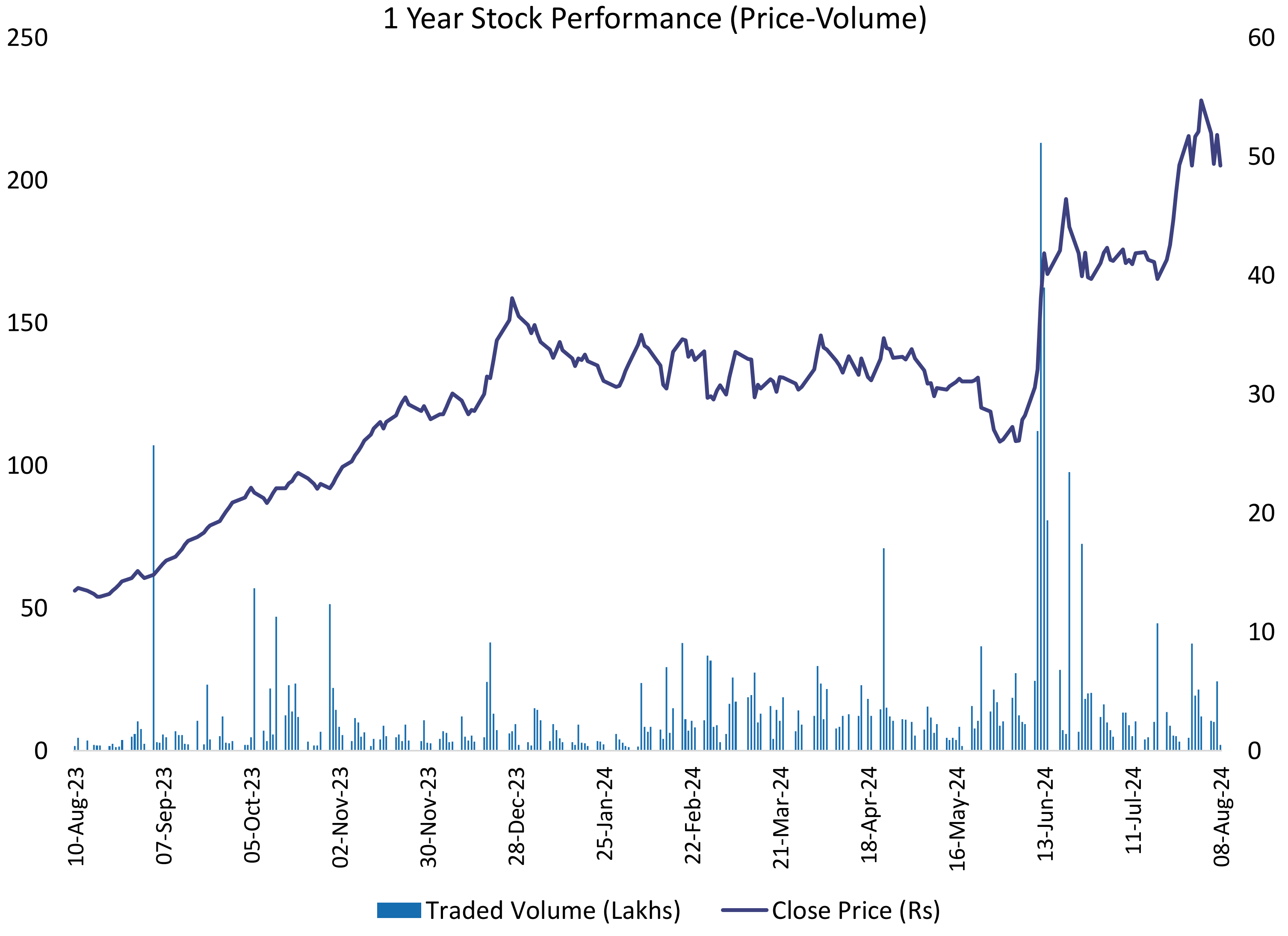
Liabilities (Consolidated Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24
Total Equity	**627.1**	**661.1**	**682.6**	**723.3**
Share Capital	9.6	9.6	9.6	9.6
Other Equity	617.4	651.5	673.0	713.7
Non-Controlling Interest	1.6	-0.1	45.6	45.7
Non-Current Liabilities	**96.6**	**89.4**	**73.9**	**70.4**
Borrowings	39.2	49.9	40.5	14.1
Other Financial Liabilities	22.7	12.7	9.7	0.0
Other Non-Current Liabilities	34.7	26.7	23.6	56.3
Current Liabilities	**448.8**	**448.8**	**737.6**	**616.8**
Borrowings	73.2	64.4	84.9	60.3
Trade Payables	80.8	111.4	179.2	101.2
Other Current Liabilities	294.9	273.0	473.5	455.4
Total Liabilities	**1,174.1**	**1,199.3**	**1,539.6**	**1,456.2**

Assets (Consolidated Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24
Non-Current Assets	**256.1**	**257.2**	**584.4**	**598.4**
Property, Plant and Equipment	75.1	85.0	76.8	78.1
Capital WIP	3.7	9.0	10.9	1.0
Investment in Property	52.1	52.0	56.8	56.8
Other Non-Current Assets	125.2	111.2	440.0	462.5
Current Assets	**918.0**	**942.1**	**955.3**	**857.8**
Inventories	594.1	658.6	543.7	456.6
Debtors	108.6	86.1	241.9	236.3
Cash Eq. and Bank	48.5	44.4	74.7	82.3
Loans	107.6	108.4	5.2	5.2
Other Current Assets	59.2	44.5	89.8	77.4
Total Assets	**1,174.1**	**1,199.3**	**1,539.6**	**1,456.2**

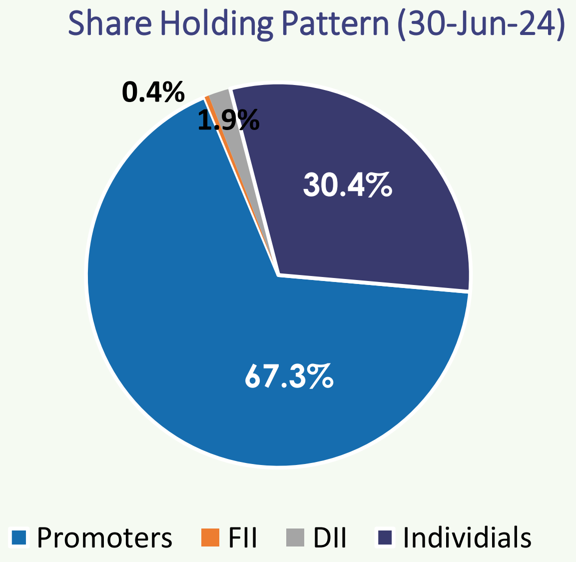
Details of Arbitration Awards Worth ~Rs 640 Cr

Project	Explanation	Current Status	Amount (Rs Cr)
Bhilwara Jaipur Toll Road (BJTPL) 51% Subsidiary	• Om Infra developed the 212 km road project in Jaipur Bhilwara Stretch • 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 • After a series of hearings at the arbitrator level, a final judgement has been pronounced authorizing a claim of Rs 587 Cr as termination payment inclusive of interest (excluding debt due and paid Rs 191 Cr)	PWD deposited 10% of arbitration award amount before challenging the award and their appeal in commercial court dismissed. Their appeal in Jaipur High Court is pending.	587
Silo Project in Gujarat /Bihar FCI (99% Subsidiary)	• Due to project cost rise and land issues, the project in Gujarat /Bihar got terminated and mediation process invoked for compensation but finally settled at no any further claim from either side. Land bought is available with the Company and is free of any encumbrance	Major portion of the land in Gujarat has been sold; Exploring buyer in Bihar.	-
Gurha Thermal (50% Associate)	• APTEL has pronounced a claim of Rs. 53 Cr in our favor and is subjected to appeal by Rajasthan Vidyut Vitran Nigam Ltd	-	53
Total (Subjected to legal process)			**640**

Stock Performance & Share Holding



Stock Price as on **07-Aug-24**



Stock Data (08-Aug-24)	
Ticker	531092 / OMINFRAL
Market Cap	Rs. 1,976 Cr
Stock Price	Rs. 205
52 Week (High / Low)	228 / 53
Share Outstanding	96,303,809
Average Daily Volume (3M)	**544,349**

Thank You

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