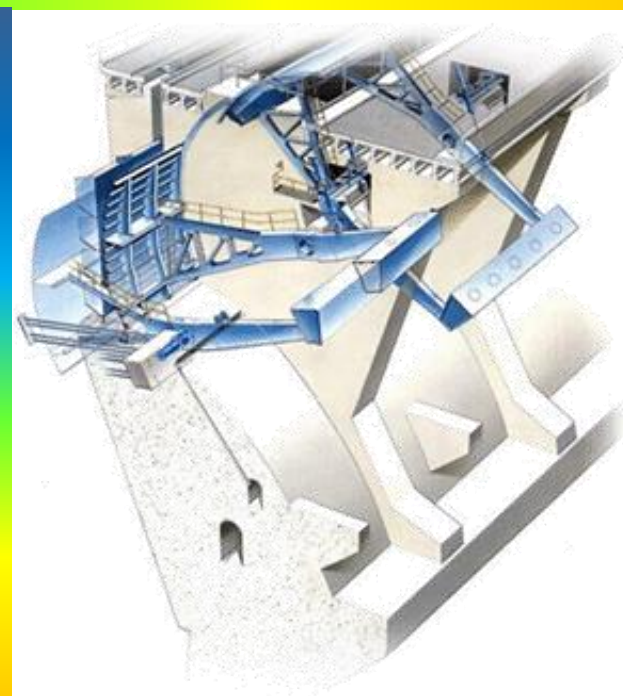




THE **POWER** TO CHANGE

Investor Presentation
May 2016



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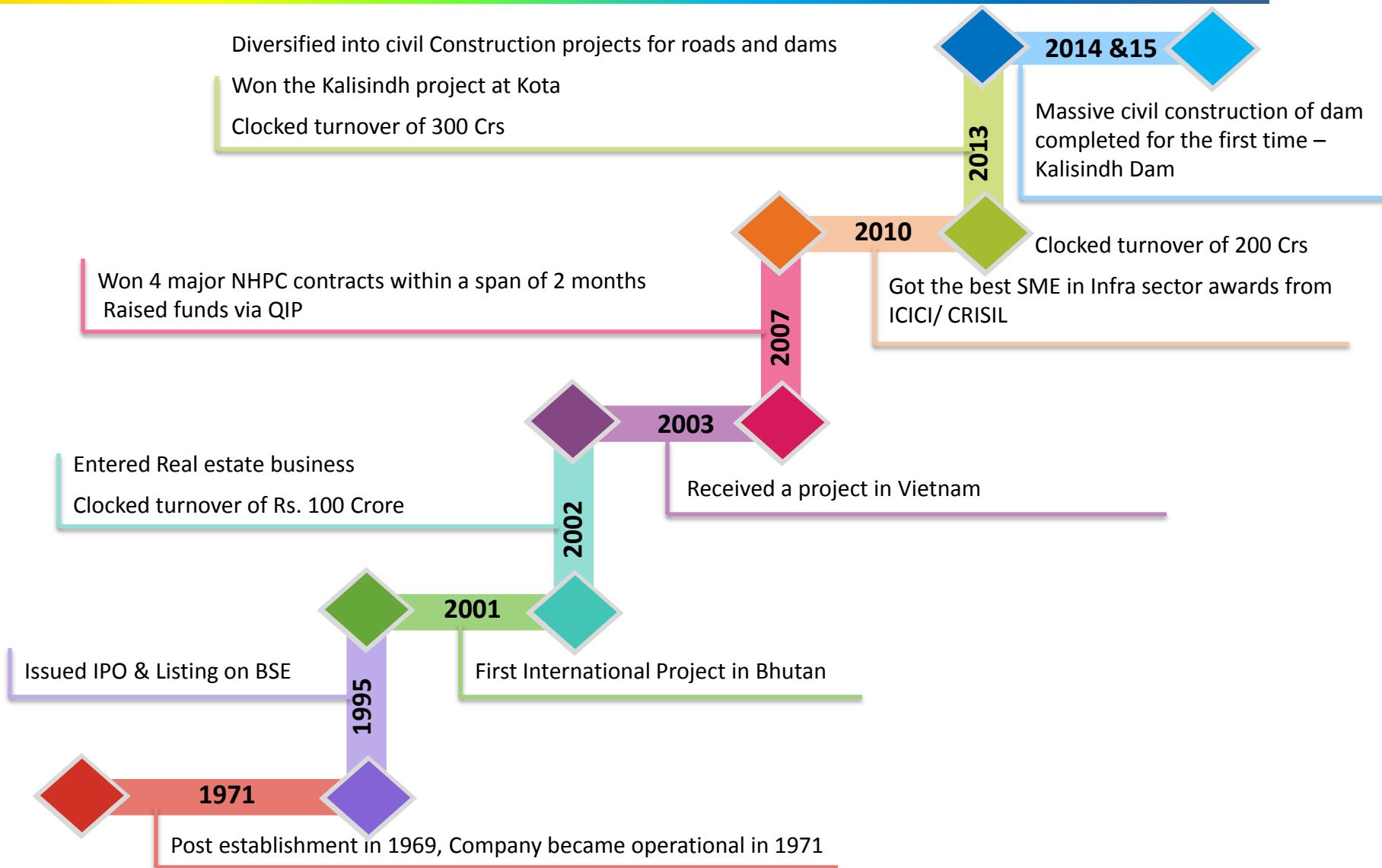
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Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades

- ▶ Engaged in diversified activities such as execution of turnkey Hydro-mechanical and EPC contracts for Hydropower & Irrigation projects, Foray into Real Estate development & Infrastructure EPC projects
- ▶ Successfully executed more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country
- ▶ Robust Orderbook of Rs. 936 crores as on 31st March 2016
- ▶ Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works

Evolution



Mr. C.P. Kothari **Executive Chairman**

C.P. Kothari is a leader par excellence, and his visions, ideals and dedication has played key roles in the overall growth of the organization.

A proponent of particulars strategies, he encourages a people – oriented approach that in returns has played an invaluable role in shaping the company's foundation as a people – driven company.



Mr. D.P. Kothari **Managing Director**

D.P. Kothari holds immense experience in the execution of turnkey contracts and has been the technical and execution backbone of the company.

His expertise and hands – on approach has embedded critical engineering projects execution capabilities deep within the organization including the management of large scale initiatives and prestigious projects of global eminence.



Mr. Sunil Kothari **Joint Managing Director**

Sunil Kothari is responsible for the overall financial matters of the company.

His financial wisdom and foresightedness lends immense value in the evaluation of projects and raising competitive pricing, quality and timeliness, thereby securing the business .

The company owes its impressive returns and cultivating performance to him.



Mr. Vikas Kothari **Executive Director & President**

Vikas Kothari is responsible for sales promotion, business development, quality control, project coordination and foreign collaborations.

His futuristic and progressive ideas have enabled the company to scale new heights and expand its horizons to international waters.

The company's impressive international business circle is all the result of his consistency and vision.



01

Heavy Engineering

Leaders in execution of Turnkey contracts for Hydro Mechanical Works for Irrigation and Hydro-power projects



02

Infrastructure & Civil EPC Contracts

Roads: Owns 49% stake in BOT road project (Jaipur to Bhilwara via Malpura, Kekri & Shahpura)

Smart City Project: First Smart City Infrastructure Development Project

A



03

Real Estate

Opportunistic Investments into Residential Projects and Industrial Land bank yielding strong Cashflows



04

Packaging (Future Venture)

Strategic Diversification to maximize shareholders value with investment in high returns and high margin products

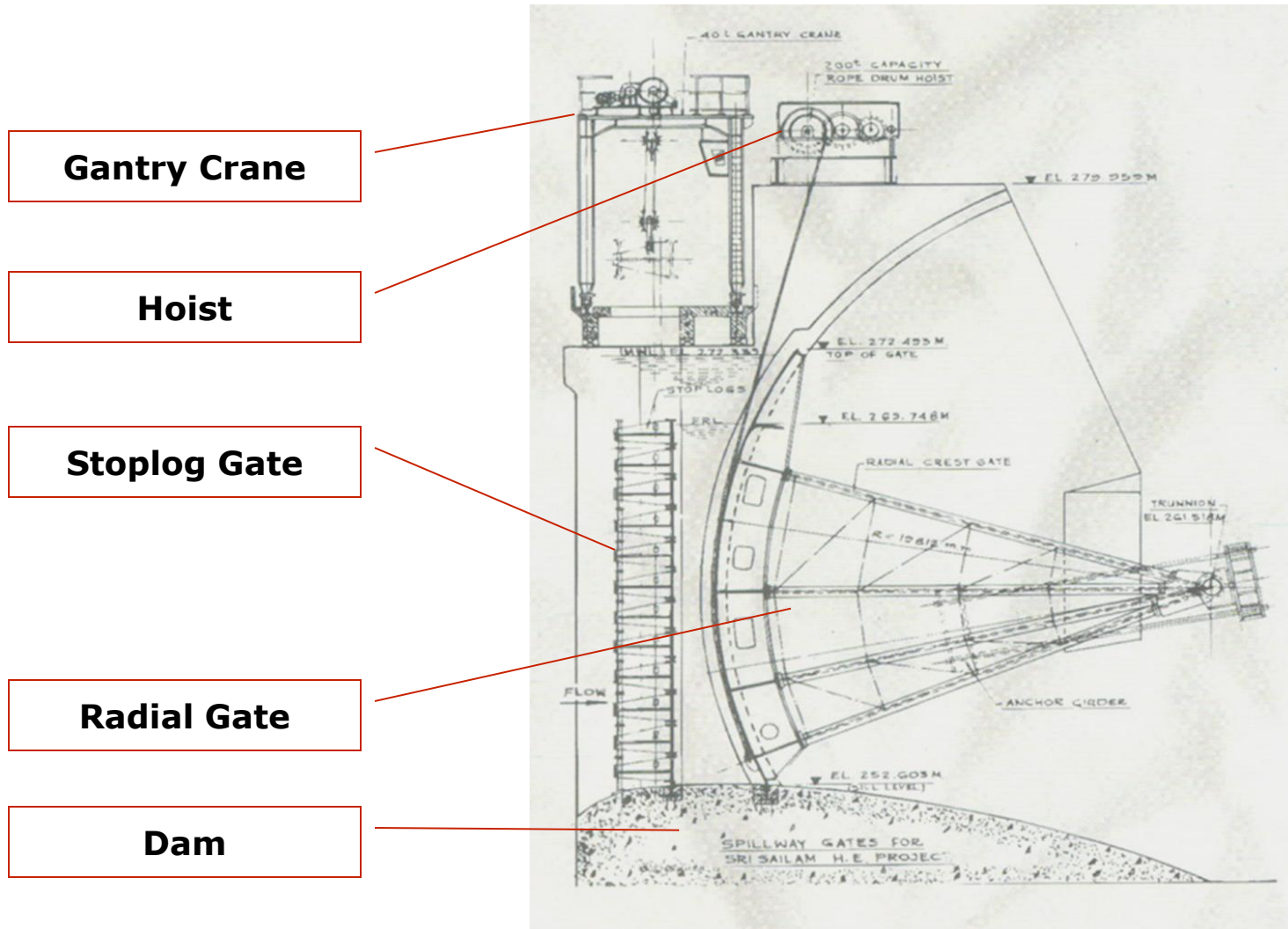


Hydro Mechanical Equipments: Business Overview



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





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

**Executed one of the World's largest
Radial gates**



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

**Executed one of the world's largest
Vertical Lift gates**

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	Along the main western line enroute to Mumbai and Delhi Good connectivity to ports and other states Industrial hub of Rajasthan with no power and water related issues	Easy accessibility to Raw Material depots at major cities Large uncovered area with potential to further expand the facility

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**



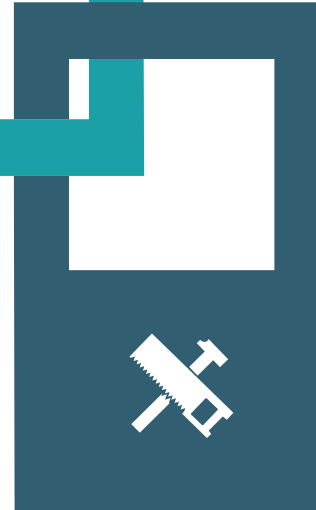
C – Execution Track Record

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



1 & 2
Current Ventures

3 & 4
New Ventures

Road BOT Project

Road Project through JV routes

Infrastructure & Civil EPC Contracts

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**



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 December 2014

Real Estate Project Details



Project	Location	Partner	Project Type	# of Units	Project Area Sq. ft.(OMIL Share)	Status
Meadows	Kota	-	Housing	450	5,00,000	Under Construction
Pallacia	Jaipur	-	Housing	150	6,30,000	Under Construction
Bandra Reclamation – Mhada	Mumbai	DB Realty & Others	Housing	-	2,50,000	Yet to commence construction
Ashvita	Hyderabad	Mahindra Lifespaces	Housing	60	80,000	Under Construction
TOTAL					1,460,000	

Location	Sq. Mtrs.	Key Location Advantage
Faridabad	8,000	Located on main Mathura Road, New Delhi
VKIA Jaipur	28,000	In Industrial Area at Prime Location
Kota (Institutional Land)	40,000	In the centre of Kota City
TOTAL	76,000	

Bhilawara Jaipur Road Project



**Completion Certificate
(COD) for 100% of Project
length has been issued for
the project in
December, 2014**



**Caters to commercial traffic
towards Jaipur & Bhilwara**



**The project road serves as
an arterial link to most of
the important towns 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
 - ✓ Products with high ROI

Infrastructure & Civil Structures

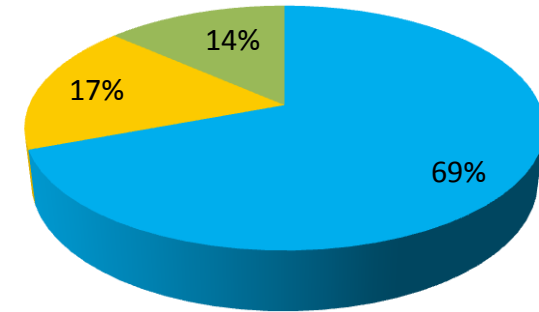
- ▶ Smart City Infrastructure Development Project
 - ✓ In 50:50 JV with SPML Infra Ltd. on Design, Build & Operate basis
 - **Execution Period of 3 years**
 - **O&M period of 5 years**
 - ✓ Part of Delhi Mumbai Industrial Corridor (DMIC)
 - **Total Area of 1096.63 acres**
 - ✓ Development activities 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. 936 crores*



Top 5 Unexecuted Order Book	State	Amount (Rs. Crores)
Kachh Branch Canal Power House Project From SSNL	Gujarat	205
Rampur Barrage	Uttar Pradesh	193
Ujjain Smart City Project	Madhya Pradesh	166
Pallacia Project	Rajasthan	130
Hydro-Mechanical Works of Vyasi H.E.	Uttarakhand	106
Others	-	136
Total		936

Order Book Breakup



■ Hydro-Mechanical Project ■ Smart City Project ■ Real Estate

New Orders Received During Q4 FY16

- ▶ 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 31st March 2016

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

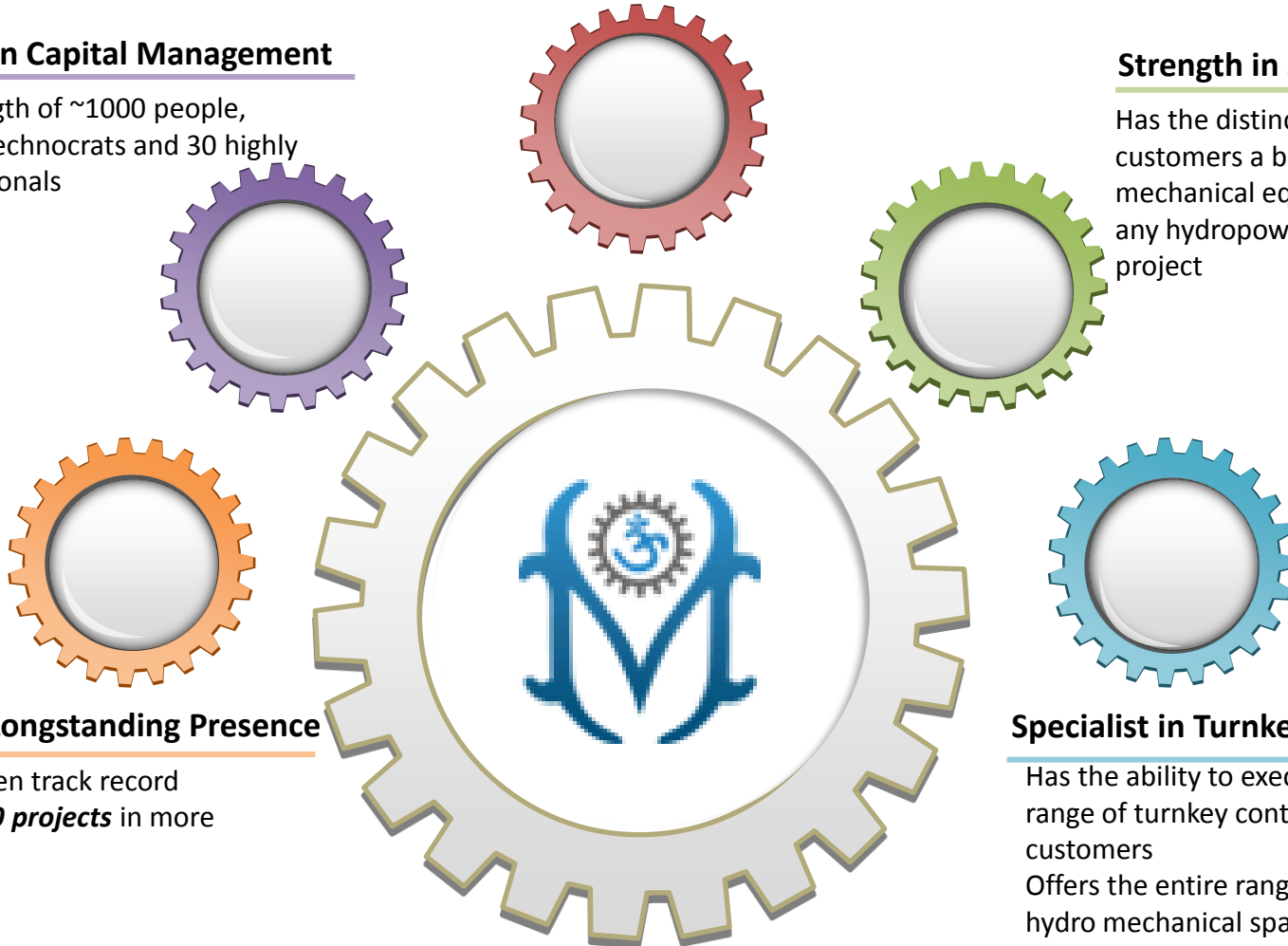
Has the distinction of offering customers a broad range of hydro mechanical equipment required in any hydropower and irrigation project

Experience & Longstanding Presence

45 years of proven track record
Executed over **60 projects** in more than **20 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 – Quarter

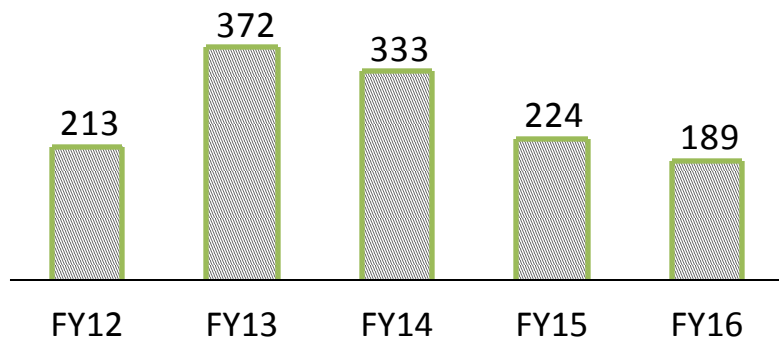


Rs. Crores	Q4 FY16	Q4 FY15	YoY
Total Revenue	70.1	50.1	39.8%
Operating Expenses	28.7	12.6	
Employees Expenses	2.4	5.6	
Other Expenditure	22.2	26.9	
EBITDA	16.8	5.0	232.5%
EBITDA margin	23.9%	10.1%	
Other Income	2.0	5.8	
Depreciation	2.6	3.5	
Interest	4.0	3.7	
PBT	12.2	3.6	236.2%
Tax	5.1	1.6	
Profit After Tax	7.1	2.0	245.7%
PAT margin	10.1%	4.1%	

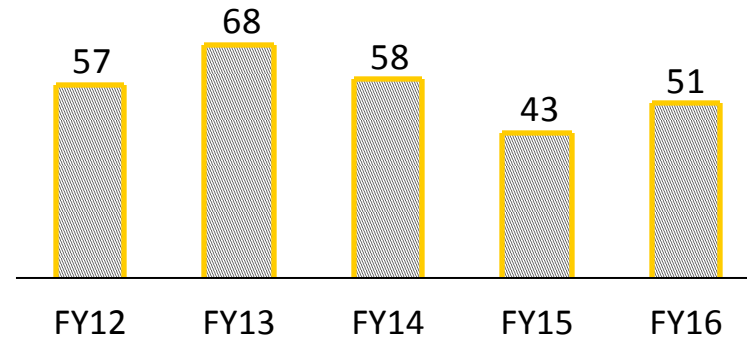
Standalone Financial Highlights - Annual



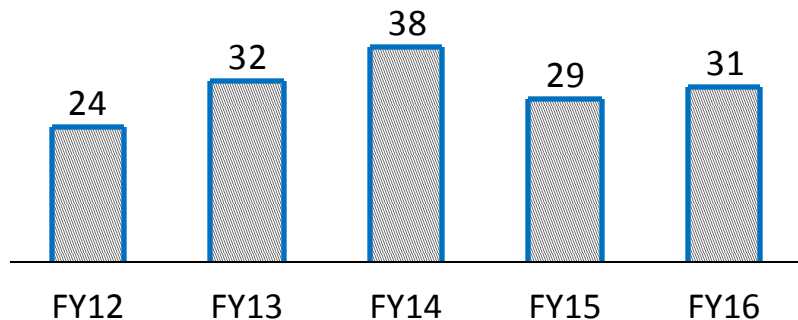
Revenue (Rs. Crores)



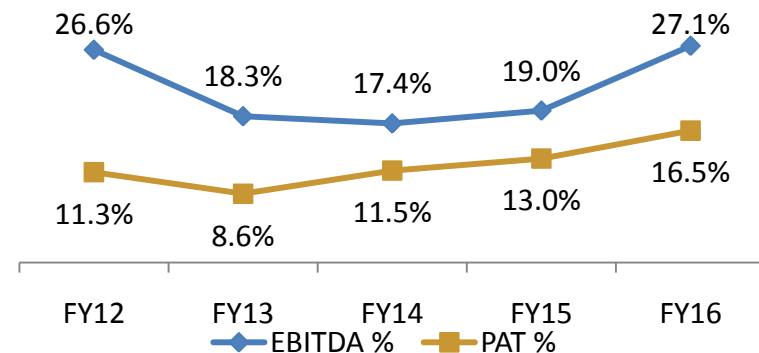
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA & PAT Margin



Standalone Financial Results - Annual



Rs. Crores	FY16	FY15	YoY
Total Revenue	189.1	224.0	-15.6%
Operating Expenses	54.5	69.1	-
Employees Expenses	17.9	20.1	
Other Expenditure	65.3	92.3	
EBITDA	51.3	42.5	20.7%
EBITDA margin	27.1%	19.0%	
Other Income	8.5	14.4	
Depreciation	7.5	8.5	
Interest	13.3	13.6	
PBT	39.0	34.8	12.1%
Tax	7.9	5.7	
Profit After Tax	31.1	29.1	6.9%
PAT margin	16.5%	13.0%	

Standalone Balance Sheet



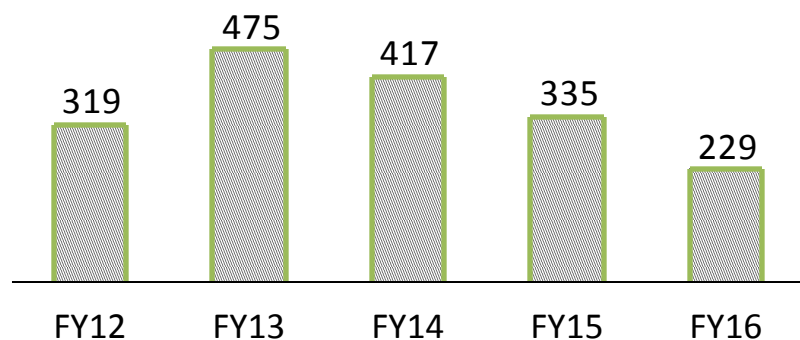
Rs. Crores	Mar-16	Mar-15
Shareholder's Fund	567.9	539.3
Share capital	9.6	9.6
Reserves & Surplus	558.3	529.7
Minority Interest	0.0	0.0
Non-Current Liabilities	43.6	32.7
Long term borrowings	10.5	14.0
Deffered Tax Liabilities(Net)	3.4	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
Current Liabilities	159.3	125.3
Short Term Borrowings	47.1	49.9
Trade Payables	38.3	29.1
Other Current Liabilities	72.2	43.5
Short Term Provisions	1.6	2.8
Total Equity & Liabilities	770.8	697.3

Rs. Crores	Mar-16	Mar-15
Non-Current Assets	500.4	455.5
Fixed Assets	154.3	130.5
Non-current Investments	134.0	129.6
Long Term Loans & Advances	207.5	187.7
Other Non-Current Assets	4.6	7.7
Current Assets	270.4	241.8
Current Investments	0.0	0.0
Inventories	61.7	51.1
Trade Receivables	82.5	59.2
Cash & Cash Equivalents	46.9	69.4
Short Term Loans & Advances	68.8	61.3
Other Current Assets	10.4	0.8
Total Assets	770.8	697.3

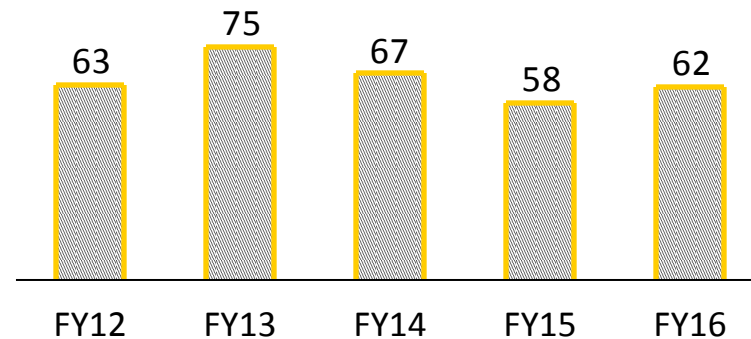
Consolidated Financial Highlights



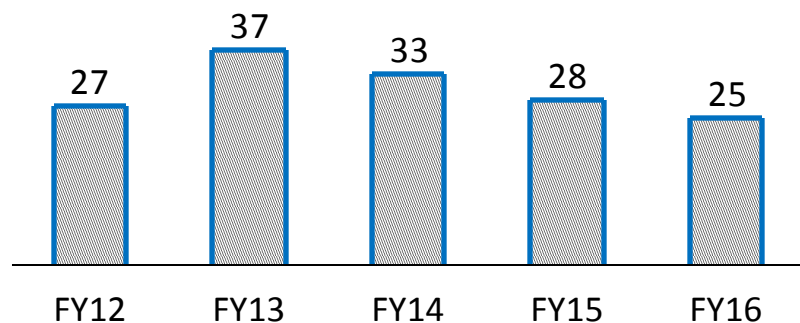
Revenue (Rs. Crores)



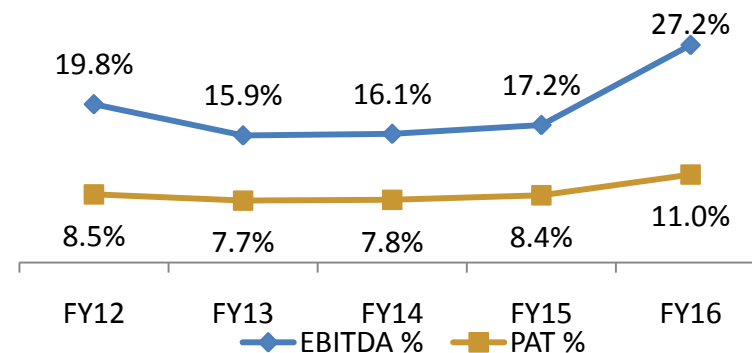
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA & PAT Margin



Consolidated Financial Results



Rs. in Crores	FY16	FY15	YoY
Total Revenue	228.7	335.3	-31.8%
Operating Expenses	65.8	144.9	
Employees Expenses	19.9	21.5	
Other Expenditure	80.7	111.3	
EBITDA	62.2	57.6	8.1%
EBITDA margin	27.2%	17.2%	
Other Income	17.9	16.6	
Depreciation	10.0	9.4	
Interest	33.4	24.5	
Share in Profit/(loss) of Associates	0.0	0.0	
Exceptional Item Profit/(Loss)	-0.8	-0.3	
PBT	37.5	40.0	-6.2%
Tax	12.4	11.7	
Profit After Tax	25.1	28.3	-11.2%
PAT margin	11.0%	8.4%	

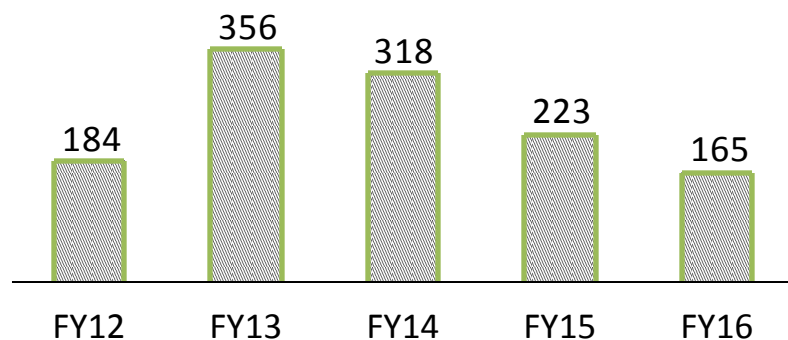
Consolidated Balance Sheet



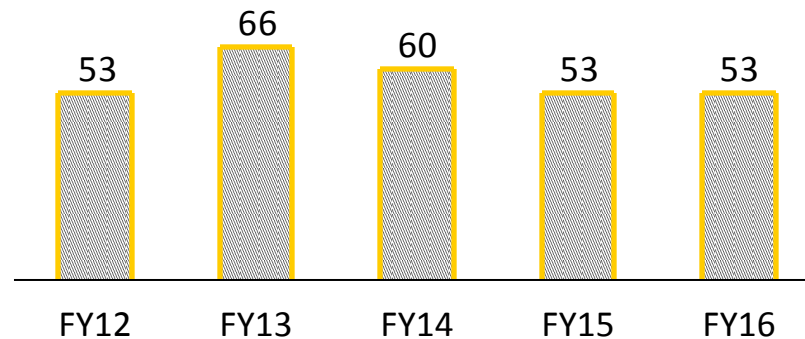
Rs. in Crores	Mar-16	Mar-15
Shareholder's Fund	564.4	535.5
Share capital	9.6	9.6
Reserves & Surplus	554.8	525.9
Minority Interest	0.0	0.0
Non-Current Liabilities	188.3	177.8
Long term borrowings	155.2	159.1
Deferred Tax Liabilities (Net)	3.5	2.7
Other Long Term Liabilities	28.8	15.1
Long Term Provisions	0.8	0.9
Current Liabilities	192.4	180.3
Short Term Borrowings	50.0	55.4
Trade Payables	46.6	32.5
Other Current Liabilities	93.9	83.6
Short Term Provisions	1.9	8.9
Total Equity & Liabilities	945.1	893.6

Rs. in Crores	Mar-16	Mar-15
Non-Current Assets	469.0	453.9
Fixed Assets	364.6	360.9
Non-current Investments	72.6	61.9
Goodwill on Consolidation	7.5	0.2
Long Term Loans & Advances	19.1	22.6
Other Non-Current Assets	5.2	8.3
Current Assets	476.1	439.7
Current Investments	0.0	0.0
Inventories	261.1	240.8
Trade Receivables	115.7	94.9
Cash & Cash Equivalents	56.3	83.5
Short Term Loans & Advances	31.3	19.5
Other Current Assets	11.6	1.0
Total Assets	945.1	893.6

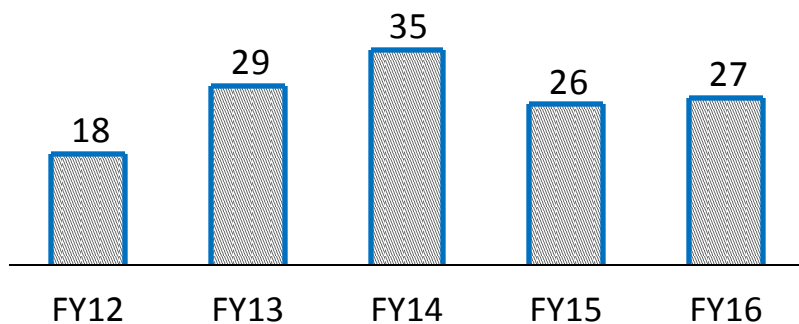
Revenue (Rs. Crores)



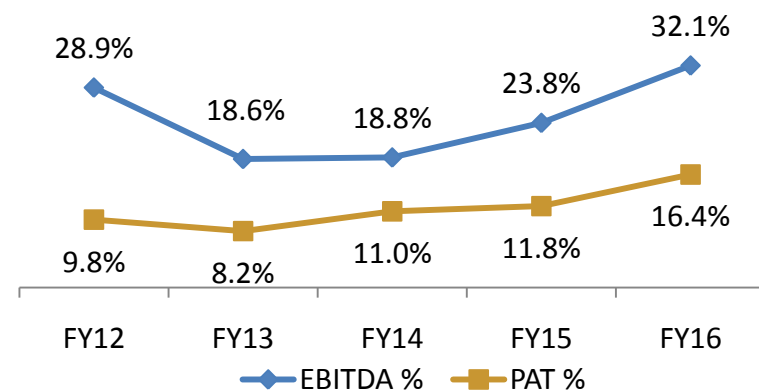
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA & PAT Margin





For further information, please contact:

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