SHYAM METALICS ORE TO METAL

Securing tomorrow with today's strength

Investor Presentation November 2022



Safe Harbor



This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Shyam Metalics And Energy Limited** (the "Company'), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Strengthening Brand	SEEL Advertisements running with Salman Khan as Brand Ambassador, new products gaining traction
Update on Capex	• On track to increase the existing integrated installed facility of 8.86 million tons to 14.45 million tons by 2025
Business Updates	• Pursuant to the direction of Hon'ble NCLT, Monitoring Agency has handed over the custody and control of Ramsarup Industries Limited to the Resolution Applicant S S Natural Resources Pvt Ltd. The Company holds 60% stake through its Material Subsidiary Company.
Financial Performance	 Q2 FY23 : Revenue : Rs 3,085 cr , EBITDA : Rs 243 cr , PAT : Rs 110 cr H1 FY23 : Revenue : Rs 6,308 cr , EBITDA : Rs 850 cr , PAT : Rs 525 cr
Diversification	• Commenced production at newly commissioned Aluminium Plants at Pakuria ,West Bengal & Giridih, Jharkhand, delivered 4,414 MT in H1 FY23



TMT

TMT are used for the construction of buildings, transmission towers, industrial sheds, structures, road, dam and in other various infrastructures

SMEL sells the best quality TMT primarily in the states of West Bengal, Odisha, Bihar, Jharkhand, Tripura, Sikkim, Assam, Arunachal Pradesh, Manipur, Meghalaya, Uttarakhand, Uttar Pradesh, Punjab and Haryana. Our TMT and structural products are sold under the brand "SEL"

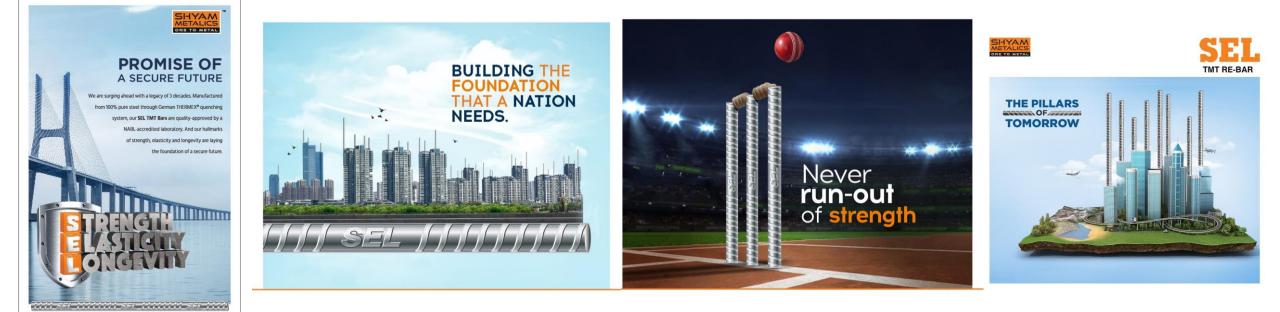
STRUCTURE

Structural steel describes hot rolled steel products such as angles, channels and beams. With an array of highquality Structural products under the brand 'SEL', backed by world-class service and its other products, SMEL holds its pride of place among the leading steel manufacturers of the country and material directly from the DRHP

WIRE RODS

Towards forward integration, SMEL has set up high quality Wire Rod manufacturing & Wire Drawing facilities with best available technology and plant & machinery support

Since the raw materials are manufactured in-house at our plant, the company is able to produce high quality Wire Rod & H.B. Wires in an efficient & cost-effective manner



Particulars	Unit	Aggregate capacity at the launch of IPO	Capacity proposed in the IPO	Further expansion as approved on 15 th march 2022	Post implementati on capacity	Already implemented after proposed in IPO	Aggregate implemented capacities as on 30 th Sept	Further to be implemented as per existing expansion	SHYAM METALICS ORE TO METAL
Captive Power Plant	MW	227	130	-	357	40	267	90	
Iron Pellet Plant	MTPA	2.4	1.2	2.4	6	1.2	3.6	2.4	
Ferro Alloy Plant	MTPA	0.21	0.01	-	0.22	-	0.21	0.01	
Coke Oven Plant	MTPA	-	-	0.45	0.45	-	-	0.45	
Sponge Iron plant	MTPA	1.39	1.51	-	2.9	0.72	2.11	0.79	
Blast Furnace	MTPA	-	0.6	-	0.6	-	-	0.6	Iron Making
Sub-Total		1.39	2.12	-	3.5	0.72	2.11	1.39	
Billet Plant	МТРА	0.89	1.11	-	2.01	0.58	1.47	0.54	Liquid Steel
TMT, Structural Products, Wire Rods & Pipes	MTPA	0.82	1.25	-	2.07	0.65	1.47	0.6	
Ductile Pipe Plant	MTPA	_	0.2	-	0.2	-	-	0.2	Finished Steel
Sub-Total	МТРА	0.82	1.45	-	2.27	0.65	1.47	0.8	
Alumunium	МТРА		0.04		0.04	0.04	0.04	-	Aluminium
Total	МТРА	5.71	5.93	2.85	14.49	3.19	8.90	5.59	

We have incurred a capex cost of Rs. 2,219 crores till 30th Sept '22 which accounts to 56% of the total Capex envisaged i.e. Rs. 3950 Crs. and Rs 1,048 Crs have been capitalised out of Rs. 2,219 Crs.

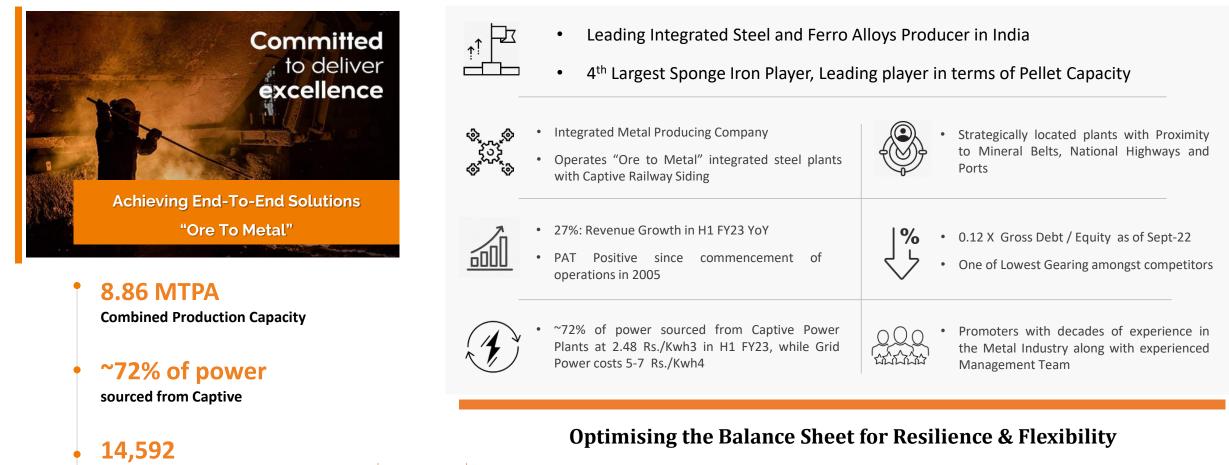
TM



Company Overview

Shyam Metalics at a Glance





Employee Strength





CRISIL AA (Stable) Long Term Bank Facilities

CRISIL A1+

(Stable) Short Term Bank Facilities





Mahabir Prasad Agarwal, Chairman

- An accomplished business leader and a first-generation entrepreneur having more than 50 Years of experience in steel & ferro alloys industries.
- He has the foresight to lead the Company in particular on a transformational journey and contributing significantly in growth path of the company.
- His keenness to give back to the society and a desire to improve the lives of individuals, led to the formation of Shyam Metalic Foundation which is committed to provide the means to empower individuals to bridge the socio-economic divide and contribute to the creation of equitable and sustainable communities.

Brij Bhushan Agarwal, VCMD

- A visionary business leader and second-generation entrepreneur.
 - A guiding force for the company and having over three decades of experience in the steel & ferro alloys industries.
 - His array of exposures percolates to areas like strategic planning, business development, future expansion, execution of projects, Marketing, Human Resource and corporate affairs of the company.

Sanjay Kumar Agarwal, Joint Managing Director

- Holds a bachelor's degree in commerce, with honours, from University of Kolkata.
- Over 18 years of vast experience in the steel & ferro alloys industry.
- Primarily responsible for the Operations / manufacturing of the plants with focus on cost control, production efficiency, competitive procurement of raw materials etc.



Deepak Kumar Agarwal, Director Finance

- He is an Associate member of the Institute of Company Secretary of India.
- He is a techno commercial professional and possessing more than 20 years of experience of steel and ferro alloys industries.
- His array of exposure percolates to areas like finance, accounting, taxation, banking and treasury, corporate governance, merger and acquisition, project planning and execution, legal, secretarial, costing and cost control, risk management, Accounting & Audit etc.

The Management Team is ably assisted by a very strong team of Professionals who have contributed immensely to the growth of the Company



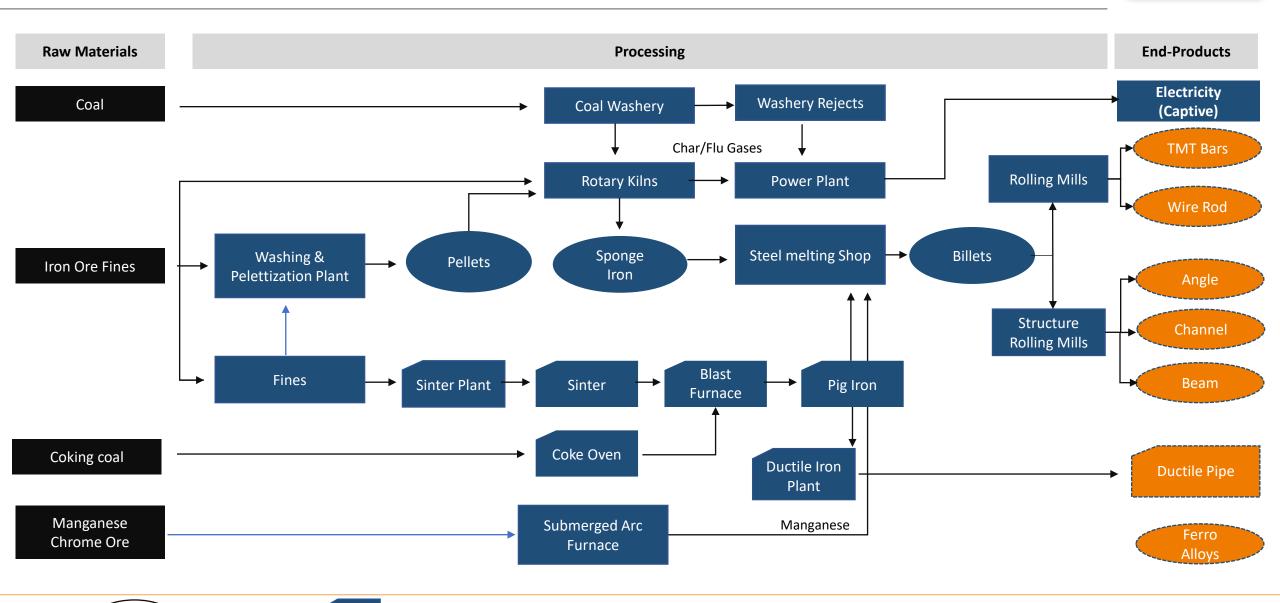
Value Propositions





Integrated operations across the steel value chain





Point of Sale

Brownfield expansion with...





Sambalpur Plant

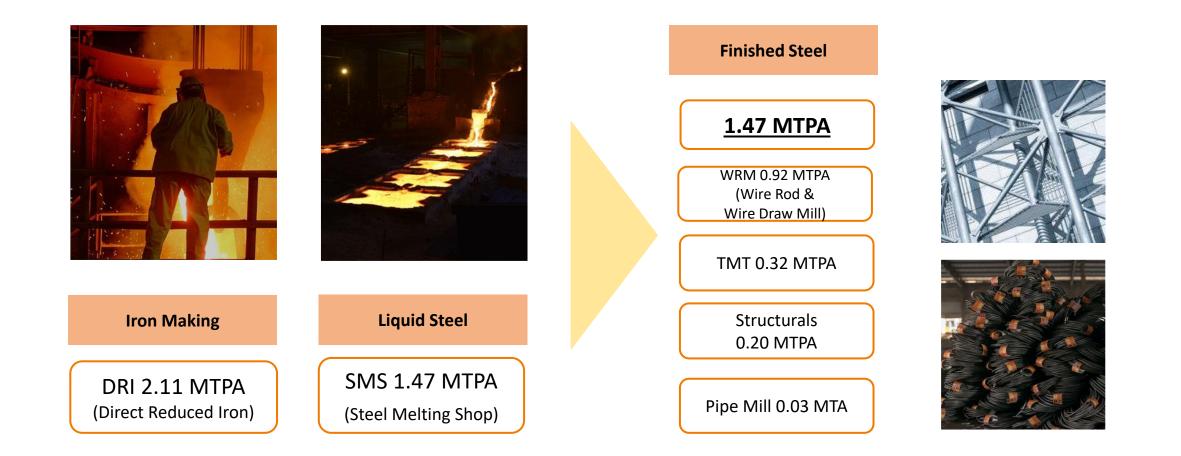
We have 1 manufacturing plant located in Sambalpur, Odisha and 1 manufacturing in Jamuria, West Bengal with aggregate installed capacity of 8.86 MTPA comprising of intermediate and final products.
We also have a small plant in Mangalpur, West Bengal with aggregate installed capacity of 0.1 MTPA
These plants also include captive power plants with an aggregate installed capacity of 267 MW

Detailed Plant Wise Capacities* – Existing



Product –Wise Capacity (MTPA)	Pandoli, Odisha	Jamuria, West Bengal	Mangalpur, West Bengal	TOTAL (MTPA)
Iron Pellets	1.8	1.8		3.6
Ferro Alloys	0.10	0.07	0.04	0.21
DRI (Direct Reduced Iron)	0.96	1.09	0.06	2.11
Billets	0.64	0.83		1.47
TMT, WDM, SRM	0.72	0.75		1.47
Captive Power	158 MW	94 MW	15 MW	267 MW





Foray into Aluminium Foil segment





Aluminium Plant – Pakuria , West Bengal & Giridih, Jharkhand

- Capacity: 40, 000 TPA
- Plant installed by Achenback (Germany) a pioneer in the industry
- Spread over 5 acres
- Rolling range: 40 to 5 micron with annhealing capability, customised as per demand







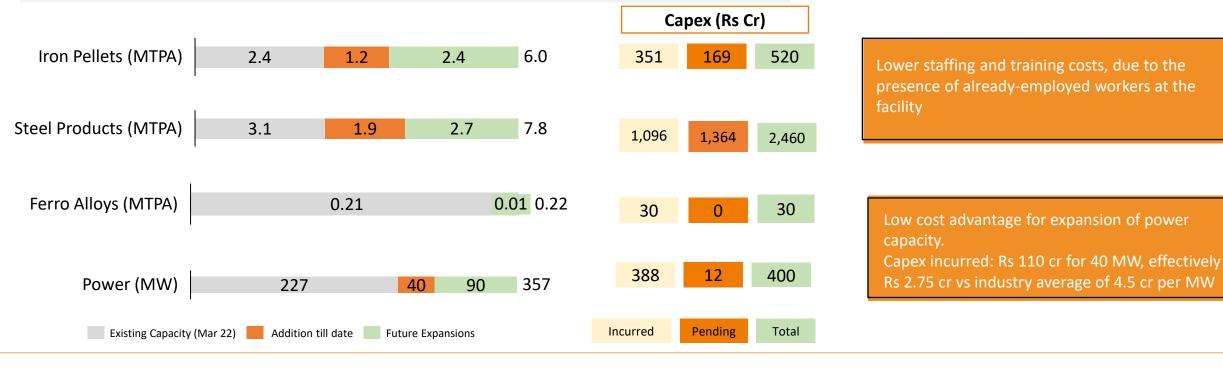
...Lowest Capex compared to the Industry



- Brownfield capacity expansion expected to increase aggregate installed metal capacity (comprising of intermediate and final products) from 8.86 MTPA currently to 14.45 MTPA and captive power plants aggregate installed capacity from 267 MW to 357 MW. These proposed expansions are expected to become operational between Fiscal 2023 and Fiscal 2025
- Railway sliding 2 additional tracks at both Jamuria & Sambalpur plants, at an aggregate cost of Rs 180 crores
- Commissioned an aluminium foil rolling mill at Pakuria in West Bengal with an installed capacity of 0.04 MTPA, the plant is now operational. The Capex incurred for the project is Rs. 355 crores.
- Company has ample land available for expansion for the next 5 years

Advantages of Brownfield Expansion

Lower fixed costs due to using already established facilities, infrastructure, and network



15

Diversified & Interchangeable Product Mix



Capacity (Million MTPA)		FY19	FY20	FY21	FY22		H1 FY23			
		Iron Pellet	0.90	2.4	2.4	3.6		3.6		
		Sponge Iron	1.01	1.27	1.39	2.11		2.11		
ts		Billets	0.63	0.80	0.89	0.94		1.47		
Existing Products		TMT, Structural Steel, Wire Rods & Pipes	0.25	0.82	0.82	0.90		1.47		
Exi	States	Ferro Alloys	0.21	0.21	0.21	0.21		0.21		
		Captive Power (MW)	164	227	227	267		267		
	6	Aluminium Foil				40,000 TPA		40,000 TPA		
		Coke Oven	Proposed Capacity of 450,000 TPA							
New Products		Blast Furnace		Prop	osed Capacity of 600,000 1	PA				
Proc		Ductile Iron Pipes	Proposed capacity of 200,000 TPA							

On an aggregate basis, the Capacity Utilization is between 90% - 95%

Increasing share of B2C/Value Added Products





Structural Products are hot rolled products of special forms like rounds, angles, channels & beams



We not only make structurals of standard dimensions, but also **Customized Products for Specific Applications**, economically and quickly



TMT Bars are high-strength reinforced bars having a tough outer core and soft inner core

Steel Products

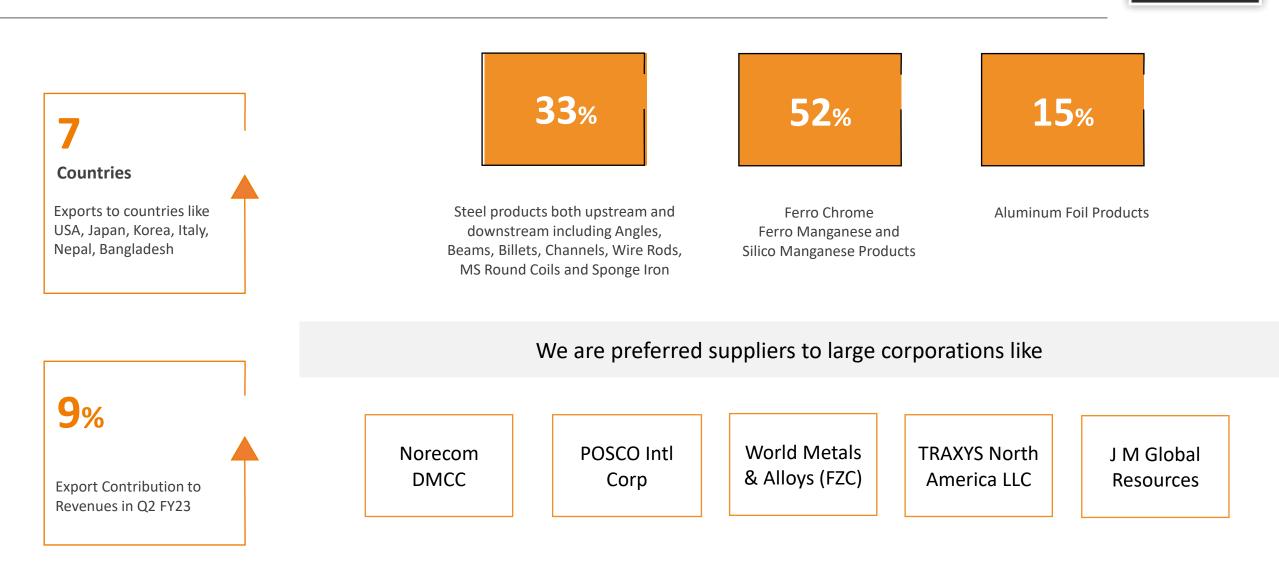


Our products are sold mainly across Eastern, Central ,Northern and Western Regions of India with some penetration in Southern India. Our TMT and structural products are sold under the brand **"SEL"**.

~68%

Revenue Contribution in H1 FY23

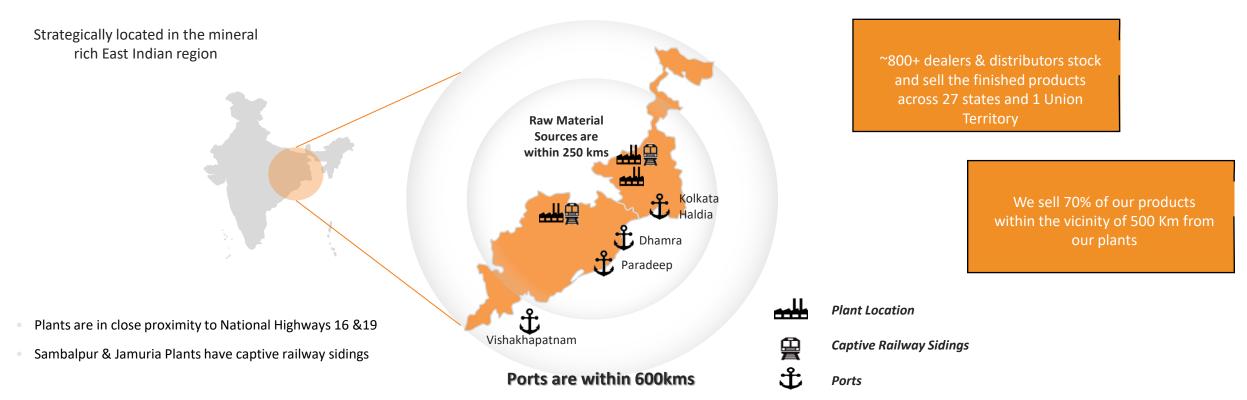
Huge Export Potential



ORE TO METAL

Strategically Located - Supported by Infrastructure

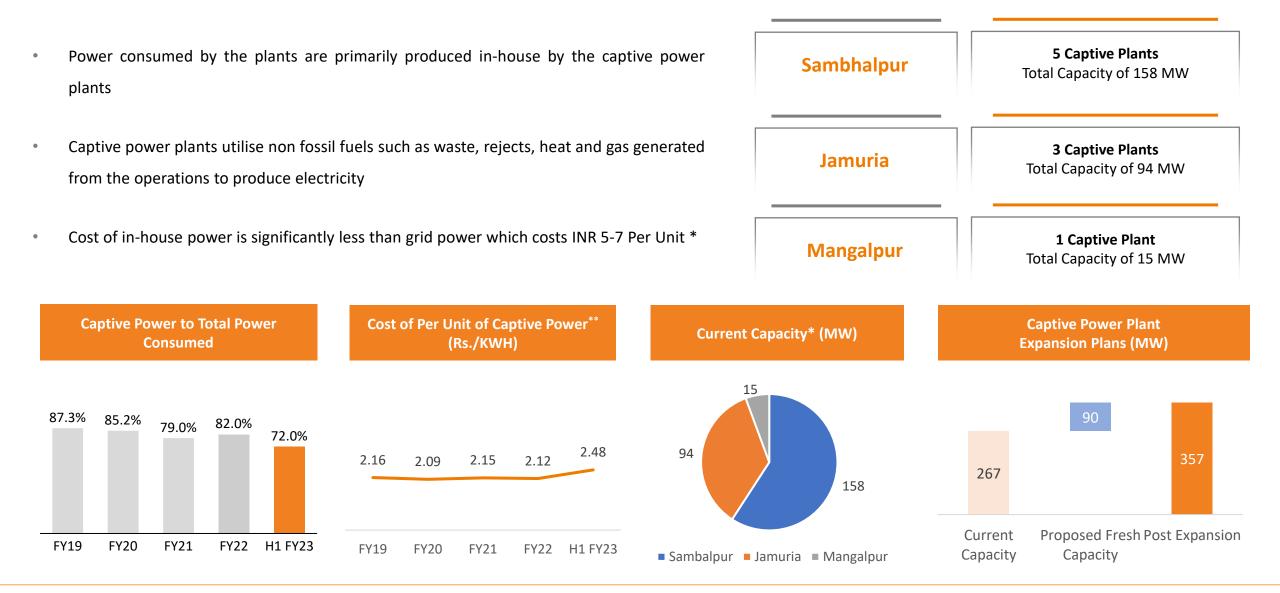




Key Raw Material	Source		
Iron ore / Iron ore fines	Mine owners located in Odisha		
Chrome ore	Long term linkages with Odisha Mining Corporation Limited, other mine owners and imports		
Manganese ore	MOIL Limited, other mine owners and imports		
Coal	Fuel supply agreements entered into with Mahanadi Coalfields Limited, Central Coalfields Limited and South Eastern Coalfields Limited		

Lowest Cost Captive Power





* Source: CRISIL Report; **Average cost of Power from Captive Power Plant = Total cost of power from all Captive Power Plants / Total production units



Efficient use of by products: Effluents/Wastes from all the production activity are utilized in various product verticals to create a set of High Value-added Products

Washery rejects used in Power Plant Steam generated used in production of Power and then in Ferro Alloys

Fly ash bricks are created from industrial wastes



Fly ash bricks which are manufactured from various industrial wastes such as fly ash, sand, stone, dust and cement, are used globally nowadays over clay bricks and traditional red bricks

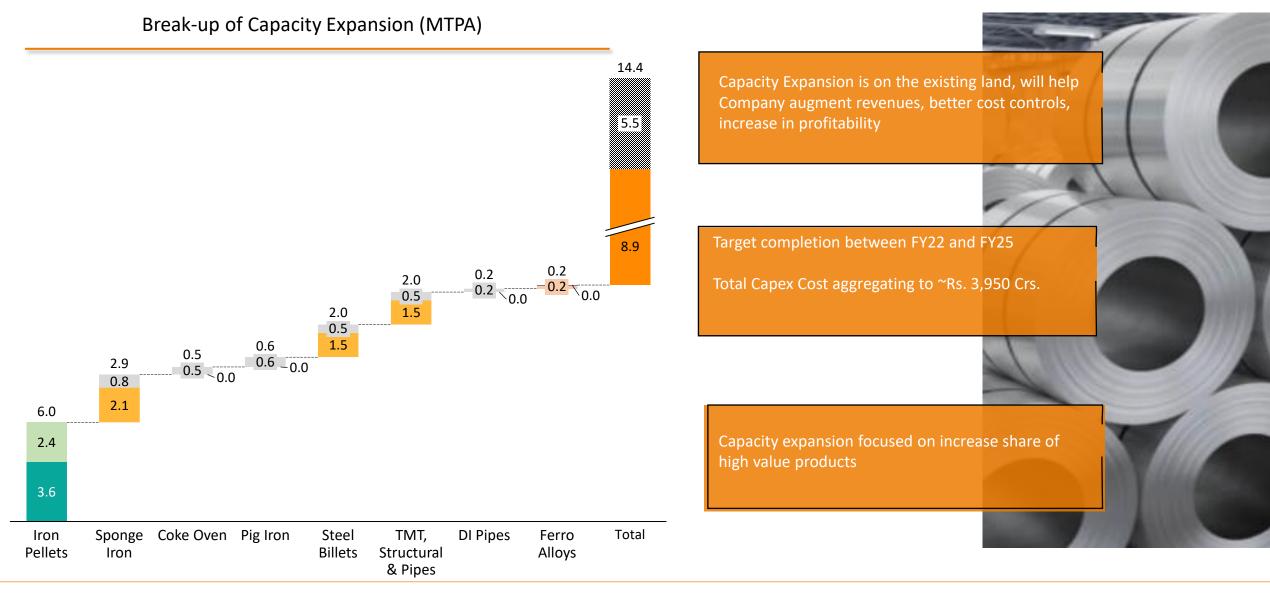
Fly ash bricks are also known for being highly durable, less permeable and environmentfriendly as they are manufactured from waste materials that generate from the combustion of coal in thermal power plants.



Power generated by using flu gases and capturing of heat through waste heat recovery boilers

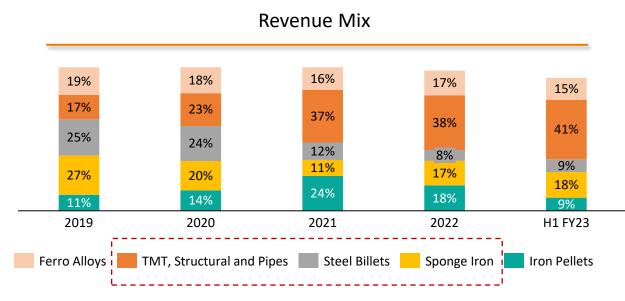
Capacity Expansion – Share of High Value Products to Increase



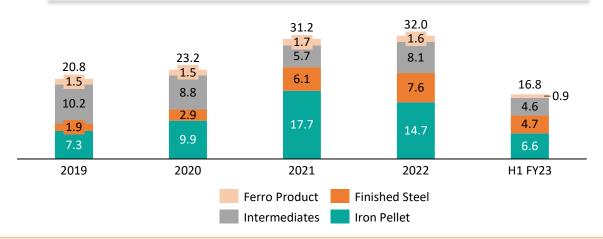


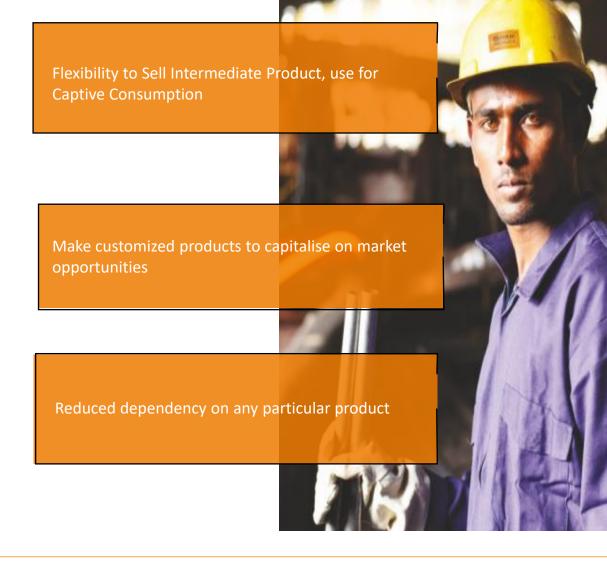
Revenue mix skewed towards Finished Steel





Volumes (in lakh tonnes)



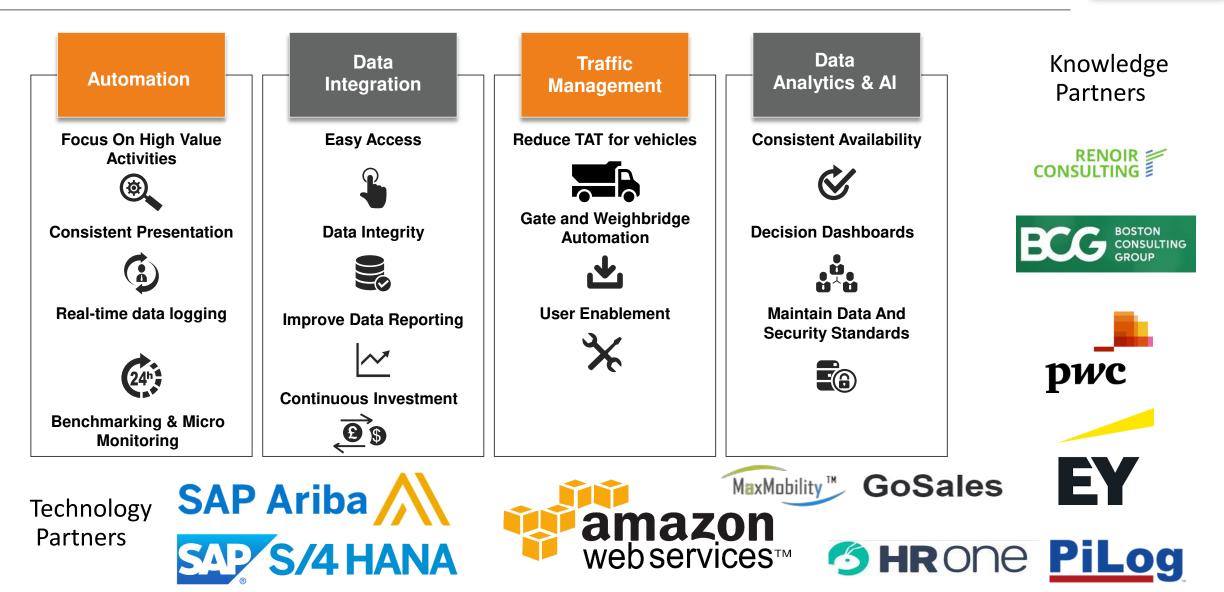




Strategic Initiatives

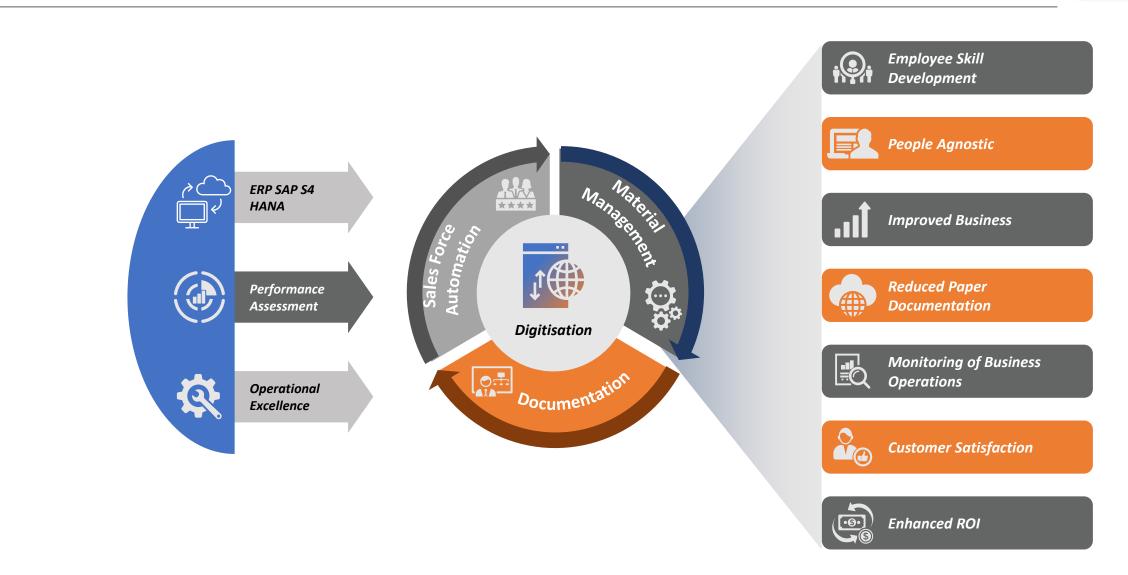
IT Initiatives





Impact of IT Initiatives









17 GOALS TO TRANSFORM OUR WORLD







Q2 & H1 FY23 Financial Performance



Q2 FY23

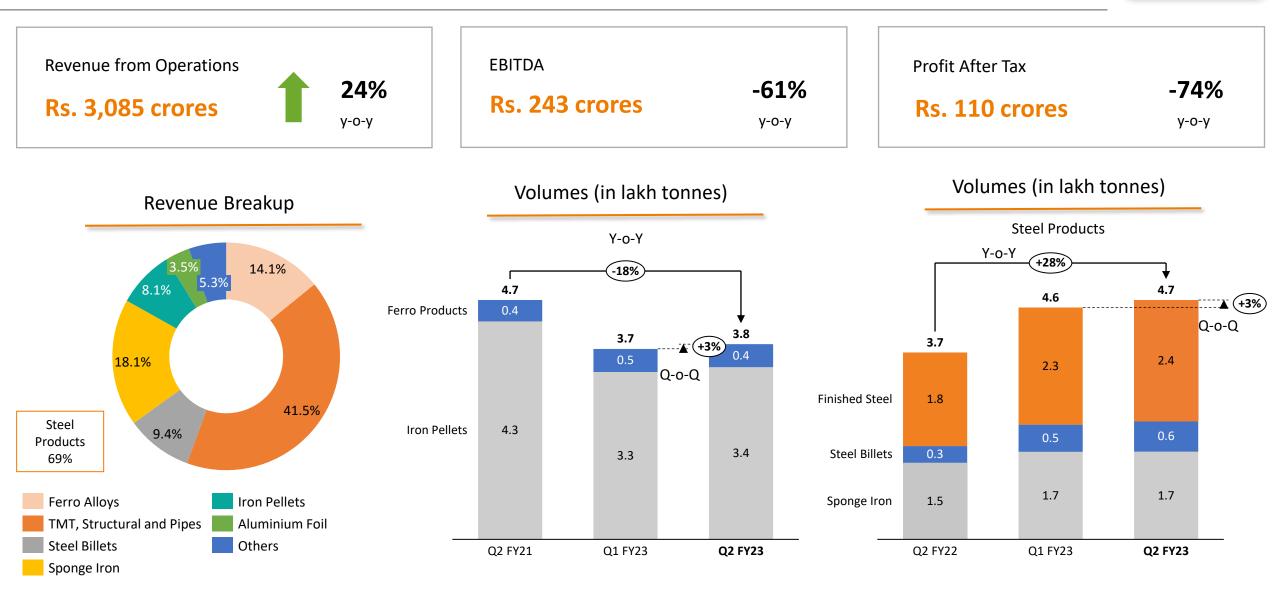


H1 FY23



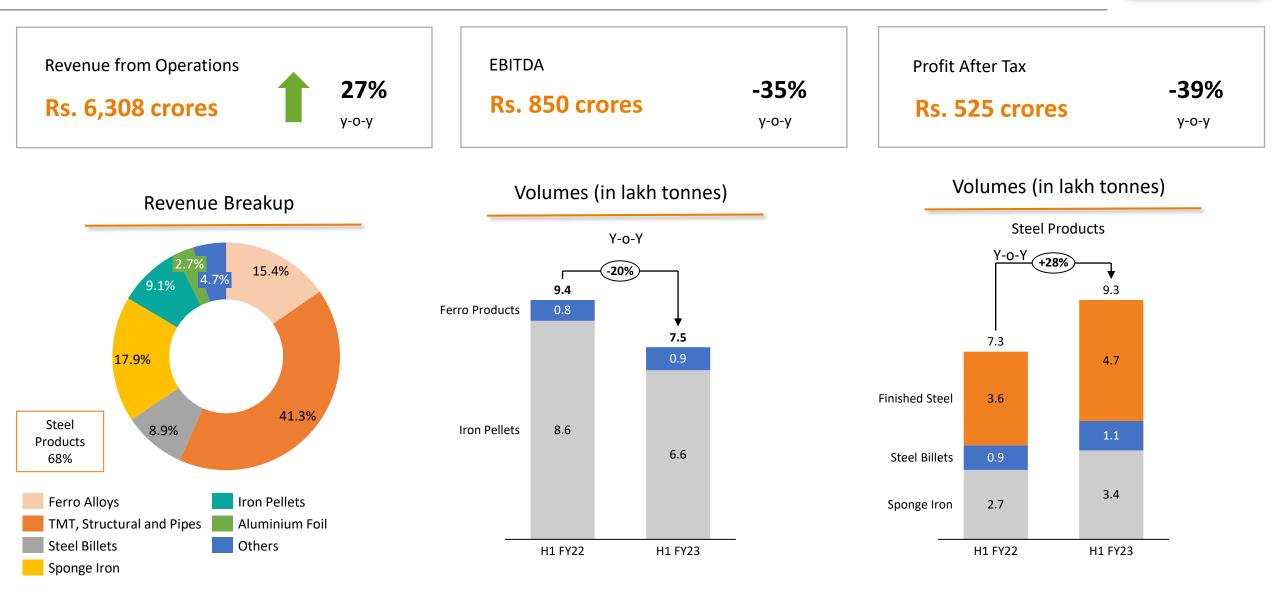
Q2 FY23 Performance Highlights





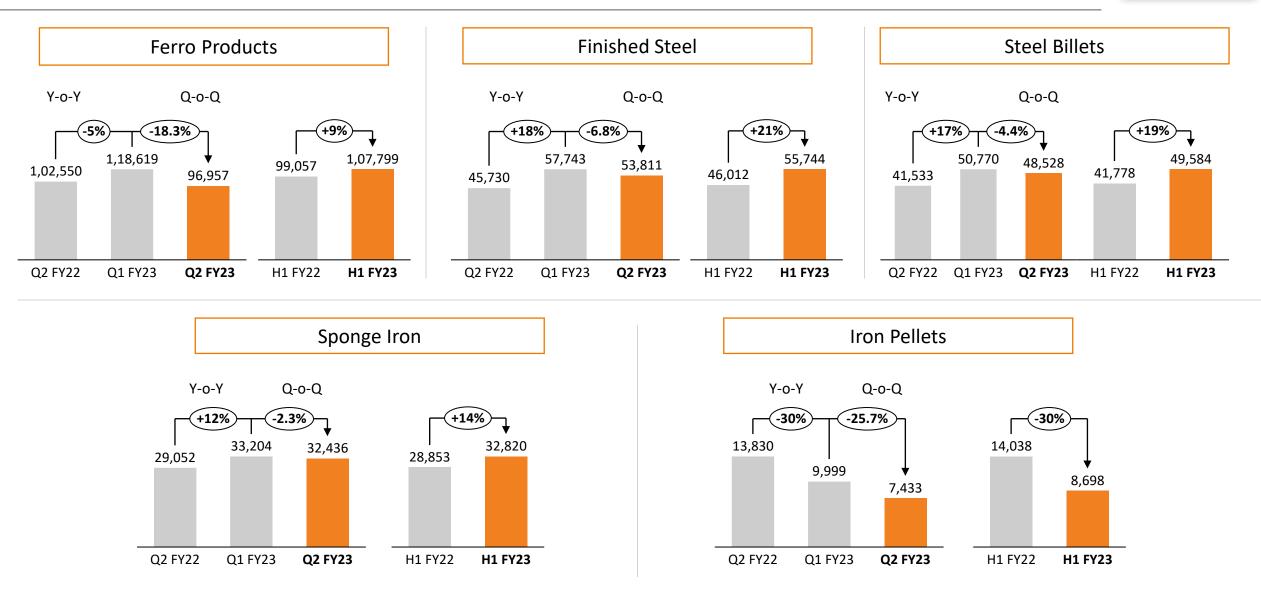
H1 FY23 Performance Highlights





Per Tonne Realizations







Particulars (Rs. Crs.)	Q2FY23	Q2 FY22	Y-o-Y	Q1 FY22	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Revenue from Operations	3,085.2	2,494.3	23.7%	3,223.2	-4.3%	6,308.4	4,959.4	27.2%
Cost of Material Consumed	2314.35	1,534.6		1,996.5		4,310.8	3,025.0	
Purchase of Stock	17.21	15.0		98.5		115.7	22.3	
Change in Inventories	-46.12	-16.3		14.1		-32.0	-104.2	
Total Raw Material	2,285.4	1,533.3		2,109.1		4,394.5	2,943.2	
Gross Margin	799.8	961.0	-16.8%	1,114.1	-28.2%	1,913.9	2,016.2	-5.1%
Gross Margin (%)	25.9%	38.5%		34.6%		30.3%	40.7%	
Employee Expenses	83.47	60.0		78.0		161.5	123.9	
Other Expenses	472.72	277.0		429.5		902.2	580.6	
EBITDA	243.6	624.0	-61.0%	606.6	-59.8%	850.2	1,311.7	-35.2%
EBITDA Margin (%)	7.9%	25.0%		18.8%		13.5%	26.4%	
Other Income	21.65	20.7		21.9		43.6	28.5	
Depreciation	110.44	60.6		94.8		205.2	121.9	
EBIT	154.8	584.2	-73.5%	533.8	-71.0%	688.6	1,218.2	-43.5%
EBIT Margin (%)	5.0%	23.4%		16.6%		10.9%	24.6%	
Finance Cost	14.88	4.6		6.8		21.7	11.3	
Share in Profit/(Loss) of Associate and JV	0.05	0.1		0.0		0.1	0.1	
Profit before Tax	139.9	579.6	-75.9%	527.0	-73.4%	666.9	1,207.0	-44.7%
Profit before Tax (%)	4.5%	23.2%		16.3%		10.6%	24.3%	
Тах	29.04	169.3		113.1		142.2	338.7	
Profit After Tax	110.9	410.3	-72.9%	413.8	-73.2%	524.8	868.3	-39.6%
PAT Margin (%)	3.6%	16.4%		12.8%		8.3%	17.5%	
EPS (Rs)	4.35	16.32		16.22		20.57	35.62	

Blended EBITDA Per Ton : Q2 FY 23 – Rs 5,183 vs Q2 FY 22 – Rs 17,007 | H1 FY23 – Rs 9,190 vs H1 FY22 – Rs 18,089

Consolidated Balance Sheet

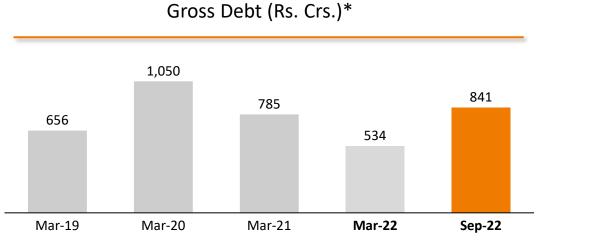


Particulars (Rs. Crs.)	Sep-22	Mar-22
ASSETS		
Non - Current Assets		
a) Property, Plant and Equipment	2,572.2	2,383.5
b) Right-of-use assets	70.3	768.3
c) Capital work-in-progress	2,470.7	66.1
d) Intangible Assets	3.4	
e) Intangible Assets under Development	-	5.1
f) Investment in associates/ JV	1.7	350.3
g) Financial Assets		
i) Investments	504.4	
ii) Other Financial Assets	36.1	39.0
h) Other Non-current Assets		
i) Deferred Tax Assets (Net)	169.3	139.2
Total Non - Current Assets	5,828.0	3,751.5
Current Assets		
a) Inventories	1,811.6	2,057.0
b) Financial Assets		
i) Investments	957.1	685.6
ii) Trade Receivables	395.5	376.1
iii) Cash and Cash equivalents	9.9	91.4
iv) Other Bank Balances	326.5	234.0
v) Loans	6.6	142.1
vi) Other Financial Assets	80.1	105.8
c) Current tax assets (net)	40.4	
d) Other Current Assets	756.5	981.4
Total Current Assets	4,384.2	4,673.5
TOTAL ASSETS	10,212.3	8,425.0

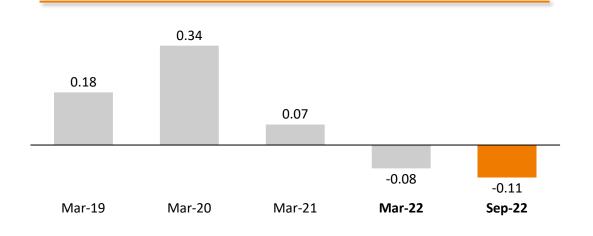
Particulars (Rs. Crs.)	Sep-22	Mar-22
Equity		
Equity Share Capital	255.1	255.1
Other Equity	6,571.2	5,579.6
Total Equity	6,826.3	5,834.7
Non Controlling Interest	390.4	4.0
Liabilities		
Non - Current Liabilities		
a) Financial Liabilities		
i) Borrowings	125.3	125.8
ii) Lease Liabilities	5.6	12.4
iii) Others Financial Liabilities	14.2	6.0
b) Provisions	17.1	14.0
c) Deferred Tax Liabilities (Net)	71.3	107.3
d) Other Non-current Liabilities	181.1	171.0
Total Non - Current Liabilities	414.4	436.5
Current Liabilities		
a) Financial Liabilities		
i) Borrowings	715.8	407.9
ii) Lease Liabilities	3.4	3.4
iii) Trade Payables		
Outstanding due to MSME	1.4	7.8
Outstanding due to Creditors other than MSME	1,185.5	1,186.1
iv) Other Financial Liabilities	299.9	200.3
b) Other Current Liabilities	298.9	304.4
c) Provisions	29.8	29.8
d) Current Tax Liabilities (Net)	46.4	10.2
Total Current Liabilities	2,581.2	2,149.8
Total Equity and Liabilities	10,212.3	8,425.0

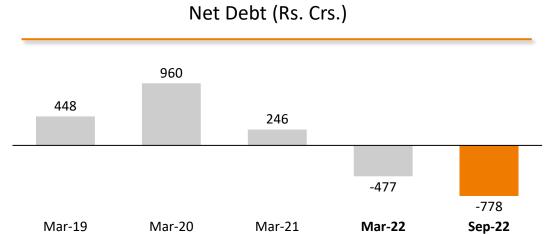
Strong Debt Profile



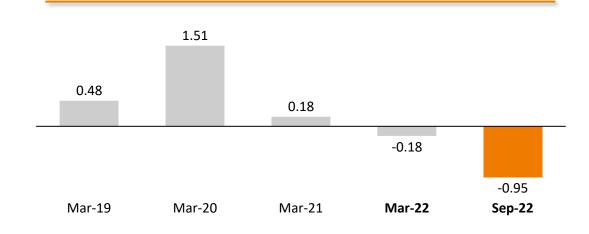


Net Debt / Equity



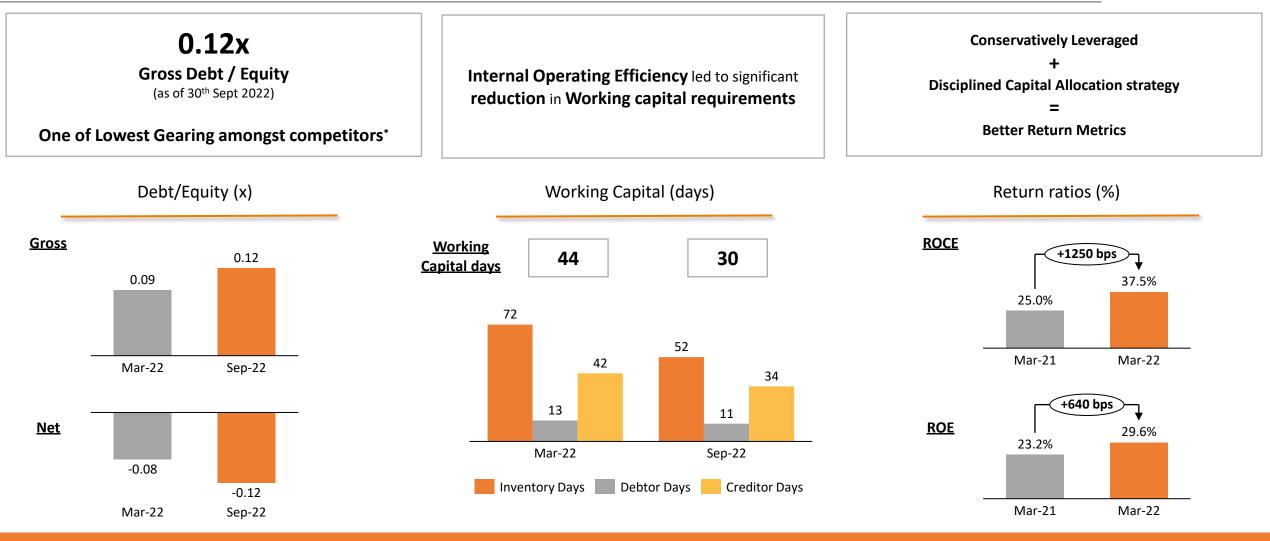


Net Debt / EBITDA



Strong Balance Sheet – Flexibility of Growth





Strong Balance Sheet to support Capex, Growth and Business Cycles

CSR Initiatives











- Yearly Eye & Medical Camp for Villagers
- Free Ambulance & Drinking water Services for villagers
- New Health Center & Homeopathy Clinic
- FREE Medicine & Spectacles and Blood Donation Camp

Rural Education





Social Infrastructure Development







Social Awareness







- FREE Coaching Center for Economic backward Section
- Computer Training Center at Dhasna village
- School Bag And Cycle Distribution
- SHYAM Scholarship for Meritorious students of Economic ٠ Backwards
- Temples
- Village Sanitation
- Teachers Training and Remuneration
- Village Handicrafts Skill development
- Sports Football Coaching ٠
- Gau Daan (Care for Animals)
- Women Empowerment
- Road safety Campaign SAFE DRIVE SAFE LIFE
- Socio Environmental Awareness
- Distribution of Helmets for Safe drive & Save life



CSR Initiatives



Sustainability







- Water Conservation- Check dam, Pond , landscaping, Plantation,
- Promotion of solar Light
- Solar irrigation Pumps
- Promotion of Organic Farming

Skill Development







- Running sewing center, computer training center
- Alternate source of income via enterprise development, skill development
- KALP VRIKSHA (Empowerment) programme

Sports Promotion





- Football team of Shyam Sel & Power Limited
- Shoes & Suit distribution
- Play ground development





Shyam Metalics & Energy Ltd. CIN No. : L40101WB2002PLC095491

Trinity Tower, 7th Floor, 83, Topsia Road Kolkata – 700046, West Bengal, India

Shyam Metalics & Energy Limited

Mr. Trilochan Sharma +91 9831298290 trilochan.sharma@shyammetalics.com

<u>Ms. Maumita Dhar</u> +91 9903568990 <u>Maumita.dhar@shyammetalics.com</u>

Investor Relations Partners

Mr. Nachiket Kale +91 9920940808 Nachiket.kale@linkintime.co.in

Mr. Rajesh Agrawal +91 9967491495 Rajesh.agrawal@linkintime.co.in