

# Shyam Metals And Energy Limited



Investor Presentation  
Q1 FY22 - July 2021

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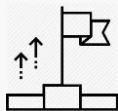
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# Shyam Metalics at a Glance



- **5.71 MTPA**  
Combined Production Capacity
- **~81% of power**  
sourced from Captive
- **11,457**  
Employee Strength
- **AA-**  
CRISIL Credit Rating



- Leading Integrated Steel and Ferro Alloys Producer in India
- 4th Largest Sponge Iron Player, Leading player in terms of Pellet Capacity



- Integrated Metal Producing Company
- Operates “Ore to Metal” integrated steel plants with Captive Railway Siding



- Strategically located plants with Proximity to Mineral Belts, National Highways and Ports



- 44%: Total Income Growth in FY21 YoY
- EBITDA Positive since commencement of operations in 2005



- 0.22X Gross Debt / Equity as of Mar-21
- One of Lowest Gearing amongst competitors



- ~79% of power sourced from Captive Power Plants at 2.06 Rs./Kwh<sup>3</sup> in Q1 FY22, while Grid Power costs 5-7 Rs./Kwh<sup>4</sup>



- Promoters with decades of experience in the Metal Industry along with experienced Management Team

## Optimising the Balance Sheet for Resilience & Flexibility



**CRISIL AA-**  
(Stable)  
Long Term Bank Facilities

**CRISIL A1+**  
(Stable)  
Short Term Bank Facilities

**1**

Backward & Forward  
Integration with  
presence across the  
Value Chain

**2**

Flexible & Diversified  
Product Mix

**3**

Strong Brand &  
Distribution Network

**4**

Logistical Advantage  
& Infrastructure  
Advantage with  
Private Railway  
Sidings

**5**

Captive Power for  
~81% power  
requirement

**6**

Capacity Addition to  
increase share of  
High Margin B2C  
Products

**7**

De-Leveraged  
Balance Sheet giving  
flexibility in growth

**8**

Sustainable solution  
- Waste used as  
'Productive Inputs'

**9**

Consistent  
Performance over  
the last decade





Focus on Quality

Flexibility to alter Product Mix

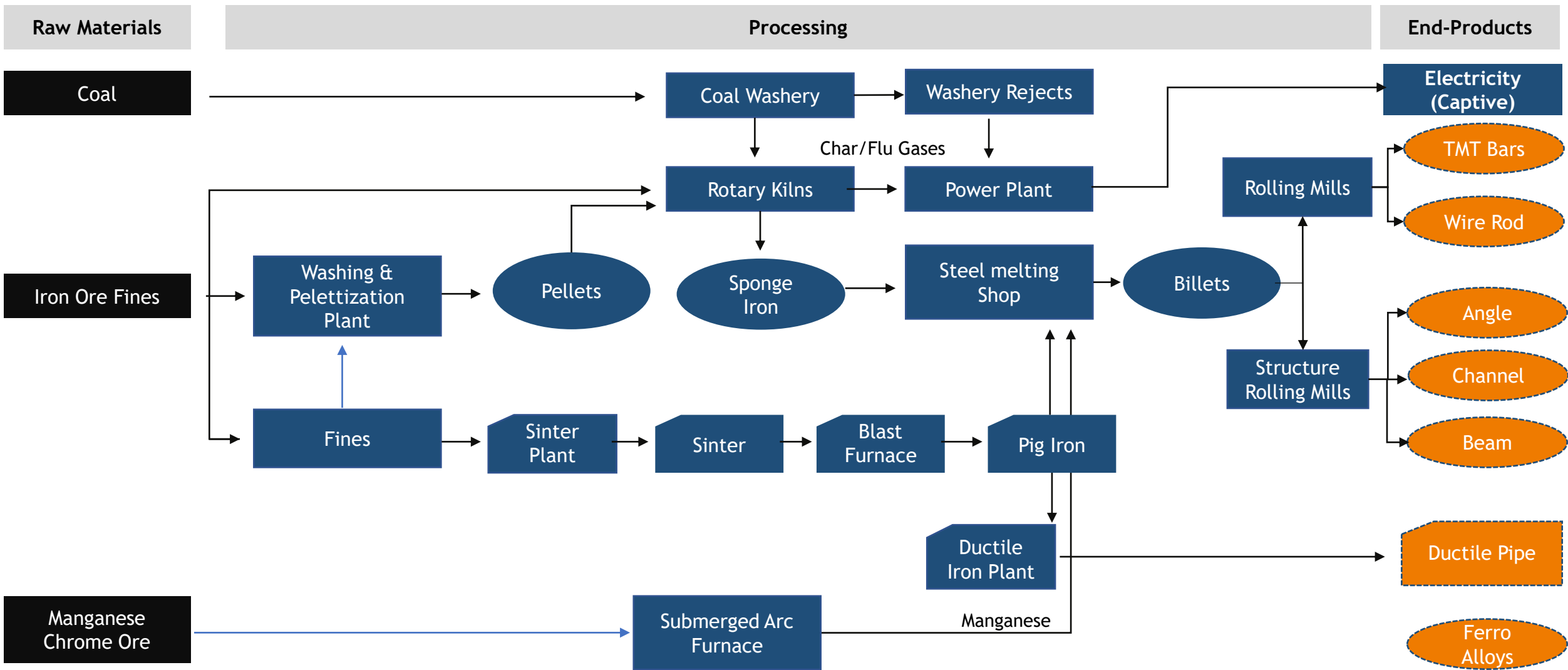
Greater Control on Operations

Multiple sale points across Value Chain

Lowest Per Tonne Capex in the Industry

*The integrated nature of our operations enable us to maintain better control over our quality and consistency in our performance*

# Integrated operations across the steel value chain



# Brownfield expansion with...



**Jamuria Plant**



**Sambalpur Plant**

- Railway Siding
- Captive Power Plants
- Captive Water Reservoir

We have 1 manufacturing plant located in Sambalpur, Odisha and 1 manufacturing in Jamuria, West Bengal with aggregate installed capacity of 5.61 MTPA comprising of intermediate and final products.

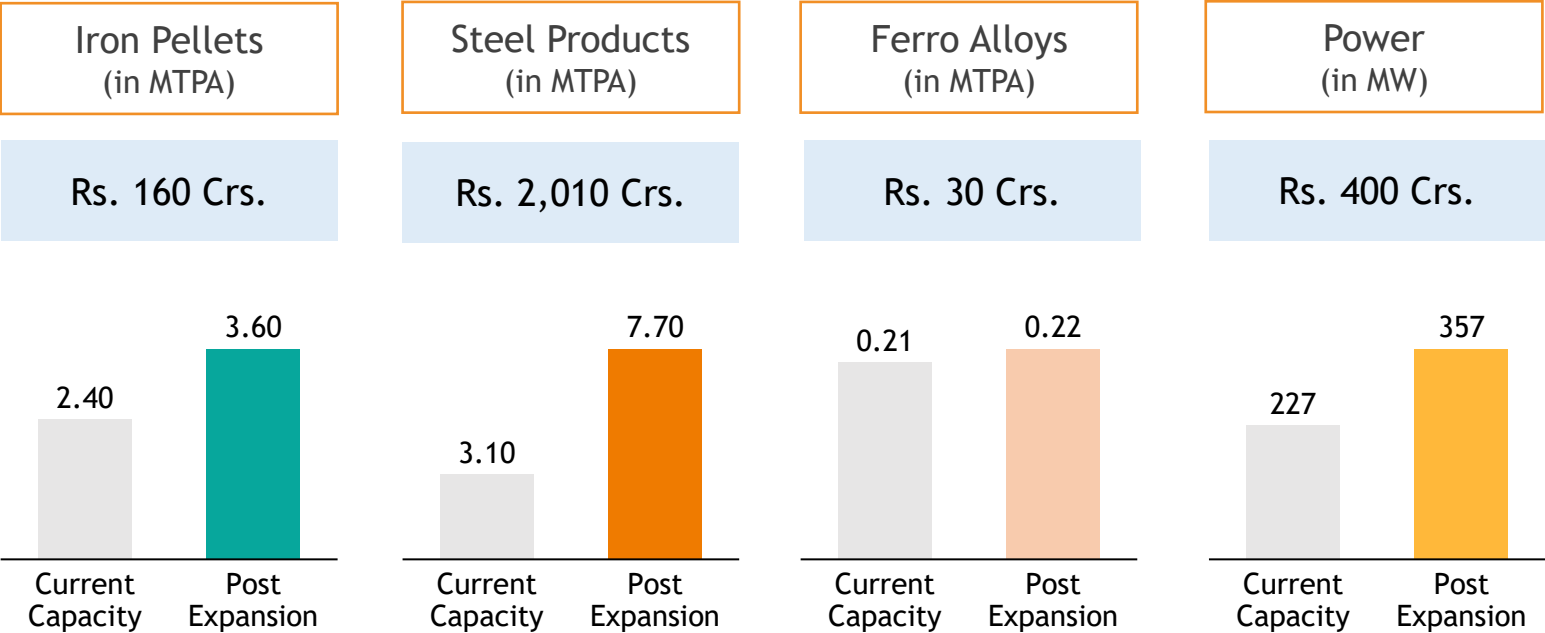
We also have a small plant in Mangalpur, West Bengal with aggregate installed capacity of 0.1 MTPA

These plants also include captive power plants with an aggregate installed capacity of 227 MW

**Brownfield expansion  
leading  
to  
Lowest Capex in the  
Industry**

# ...Lowest Capex compared to the Industry

- Brownfield capacity expansion expected to increase aggregate installed metal capacity (comprising of intermediate and final products) from 5.71 MTPA to 11.60 MTPA and captive power plants aggregate installed capacity from 227 MW to 357 MW. These proposed expansions are expected to become operational between Fiscal 2022 and Fiscal 2025
- In the process of commissioning an aluminium foil rolling mill at Pakuria in West Bengal with a proposed installed capacity of 0.04 MTPA, which is expected to become operational in Fiscal 2022. The Capex envisaged for the project is Rs. 360 crores
- Company has ample land available for expansion for the next 5 years



Capex spread over the next 4 years

## Advantages of Brownfield Expansion

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

Lower staffing and training costs, due to the presence of already-employed workers at the facility

Our Capex is implemented in a Phased Manner



**SHYAM<sup>TM</sup>  
METALICS**  
ORE TO METAL



Interchangeable Product Mix

Catering to both B2B and B2C




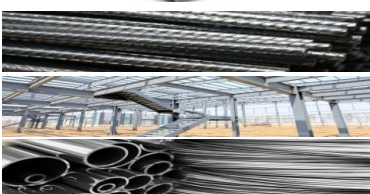





Top 5 Customers contribute <15%

Insulated from the threat of imports

Each product has the potential for Exports

*SEL is every engineers first choice*

# Diversified & Interchangeable Product Mix

Capacity (Million MTPA)		FY18	FY19	FY20	FY21	
Existing Products		Iron Pellet	0.90	0.90	2.4	2.4
		Sponge Iron	1.01	1.01	1.27	1.39
		Billets	0.54	0.63	0.80	0.89
		TMT, Structural Steel, Wire Rods & Pipes	0.25	0.25	0.82	0.82
		Ferro Alloys	0.19	0.21	0.21	0.21
		Captive Power (MW)	164	164	227	227
New Products		Ductile Iron Pipes	Proposed capacity of 200,000 TPA			
		Blast Furnace	Proposed Capacity of 600,000 TPA			
		Aluminium Foil	Proposed Capacity of 40,000 TPA			



# 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*

**S E L**

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”.

Finished Steel Products

**47%**

EBITDA Contribution in FY21

# Huge Export Potential

**23**  
**Countries**

Exports to countries like USA, Japan, Korea, Italy, Nepal, Bangladesh

**46%**

Steel products both upstream and downstream including Angles, Beams, Billets, Channels, Wire Rods, MS Round Coils and Sponge Iron

**20%**

Ferro Chrome  
Ferro Manganese and  
Silico Manganese Products

**34%**

Pellets

**18%**

Export Contribution to Revenues in Q1 FY22

We are preferred suppliers to a few of the large corporations like

Norecom  
DMCC

POSCO Intl  
Corp

World Metals  
& Alloys  
(FZC)

TRAXYS  
North  
America LLC

J M Global  
Resources



Close Proximity to Raw Material

Strong Logistics Infrastructure

Lowest Cost Captive Power

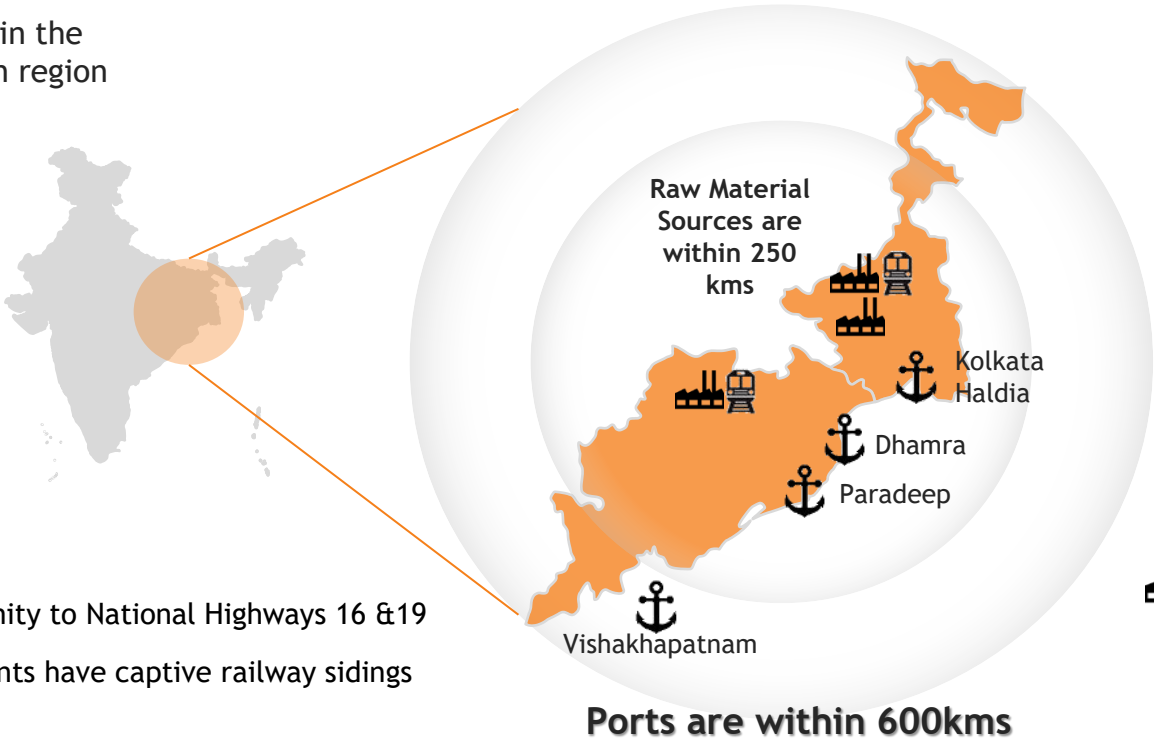
Waste used as Productive Inputs

*Committed to deliver Excellence*



# Strategically Located - Supported by Infrastructure

Strategically located in the mineral rich East Indian region



- Plants are in close proximity to National Highways 16 & 19
- Sambalpur & Jamuria Plants have captive railway sidings

42 distributors stock and sell the finished products across 13 states and 1 Union Territory

We sell 70% of our products within the vicinity of 500 Km from our plants

- Plant Location
- Captive Railway Sidings
- Ports

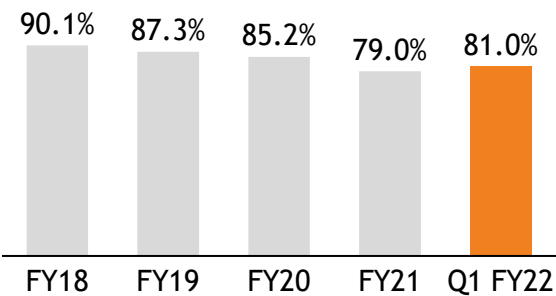
Key Raw Material	Source
Iron ore / Iron ore fines	Mine owners located in Odisha
Chrome ore	Long term linkages with Odisha Mining Corporation Limited, other mine owners and imports
Manganese ore	MOIL Limited, other mine owners and imports
Coal	Fuel supply agreements entered into with Mahanadi Coalfields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

# Lowest Cost Captive Power

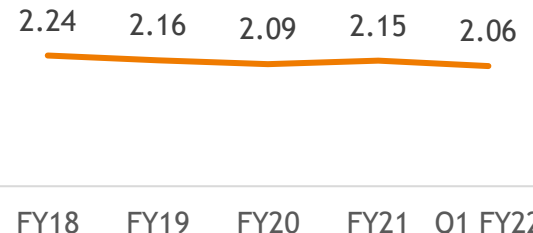
- Power consumed by the plants are primarily produced in-house by the captive power plants
- Captive power plants utilise non fossil fuels such as waste, rejects, heat and gas generated from the operations to produce electricity
- Cost of in-house power is significantly less than grid power which costs INR 5-7 Per Unit \*

<b>Sambhalpur</b>	<b>4 Captive Plants</b> Total Capacity of 118 MW
<b>Jamuria</b>	<b>3 Captive Plants</b> Total Capacity of 94 MW
<b>Mangalpur</b>	<b>1 Captive Plant</b> Total Capacity of 15 MW

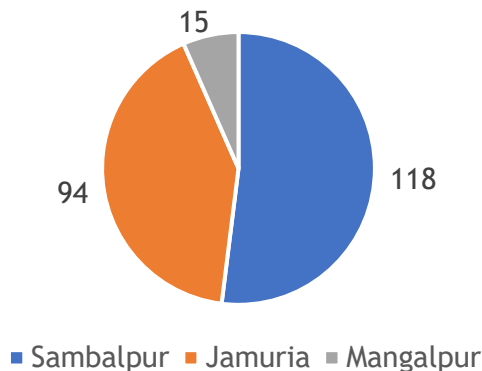
Captive Power to Total Power Consumed



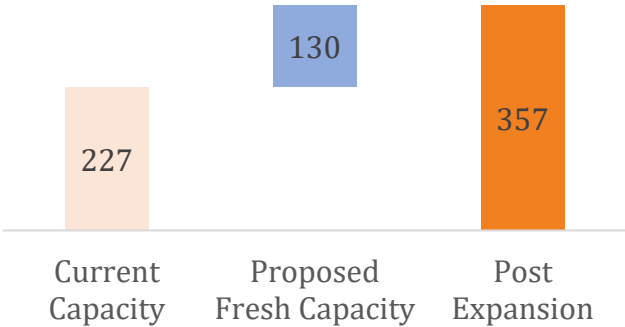
Cost of Per Unit of Captive Power\*\* (Rs./KWH)



Current Capacity\* (MW)



Captive Power Plant Expansion Plans (MW)



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

# Waste to Value

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 environment-friendly 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

Towards newer heights  
and stronger values



Capacity Expansion

Launch of Newer Products

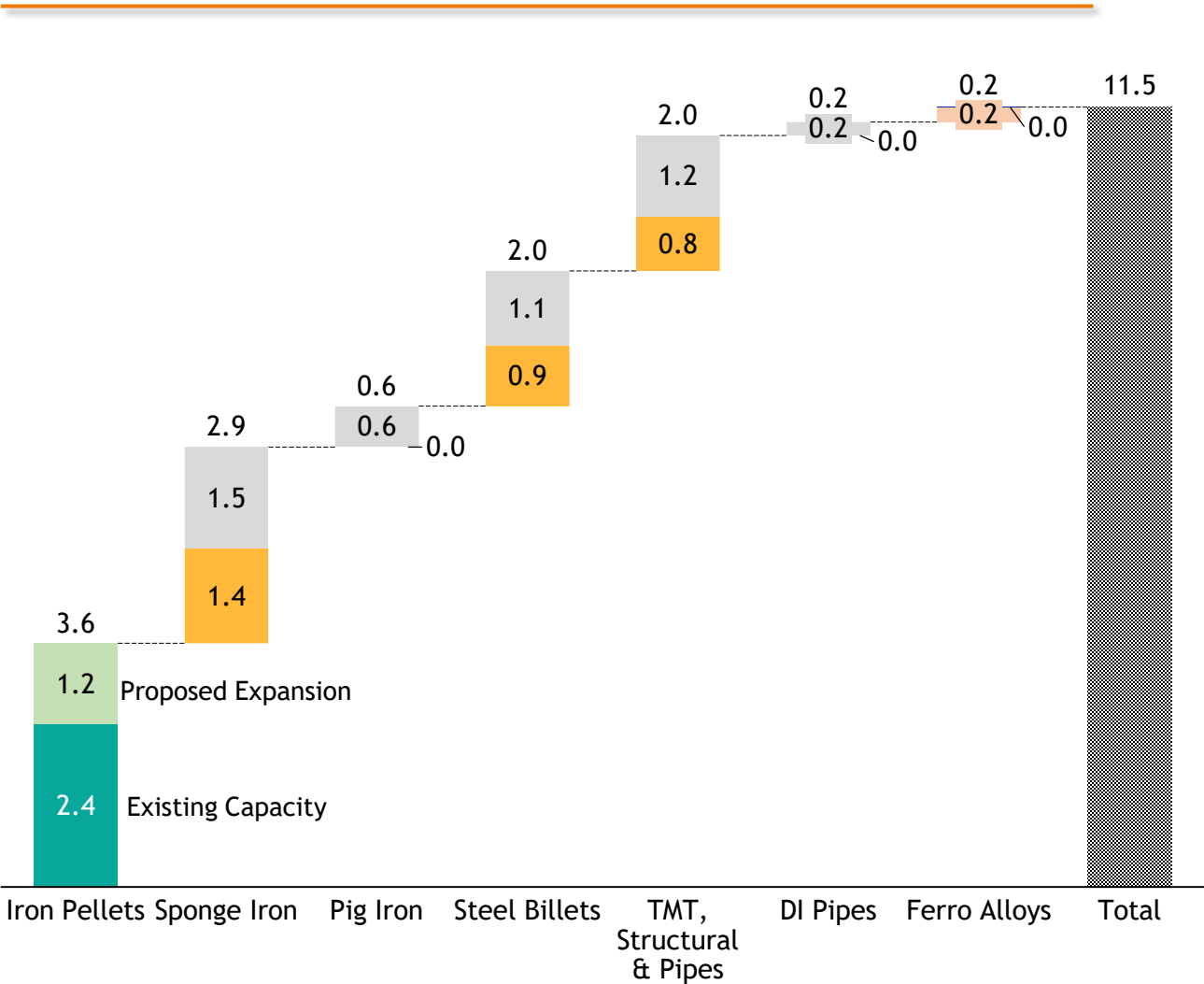
Strengthening Brand 'SEL'

*Continue to remain one of the lowest cost  
producer of steel in India*



# Capacity Expansion -Share of High Value Products to Increase

Break-up of Capacity Expansion (MTPA)



Capacity Expansion is on the existing land, will help Company augment revenues, better cost controls, increase in profitability

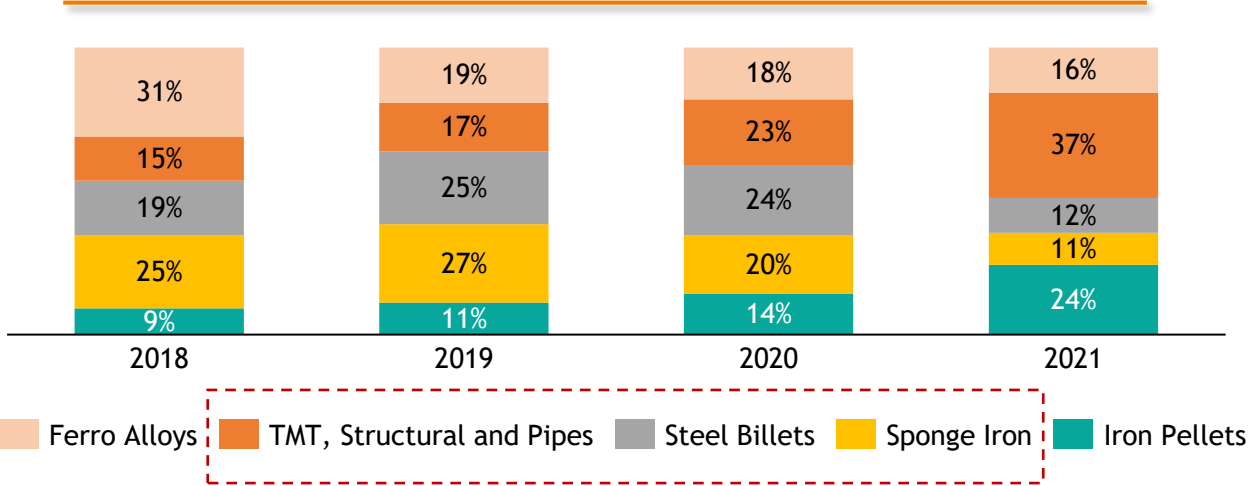
Target completion between FY22 and FY25  
Total Capex Cost aggregating to ~Rs. 2,960 Crs.

Capacity expansion focused on increase share of high value products

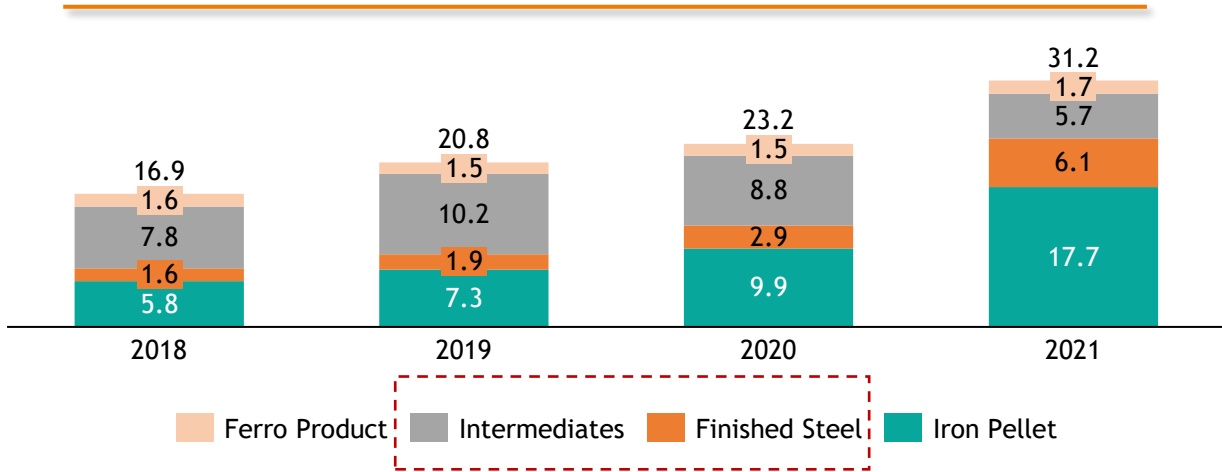


# Revenue mix skewed towards Finished Steel

Revenue Mix



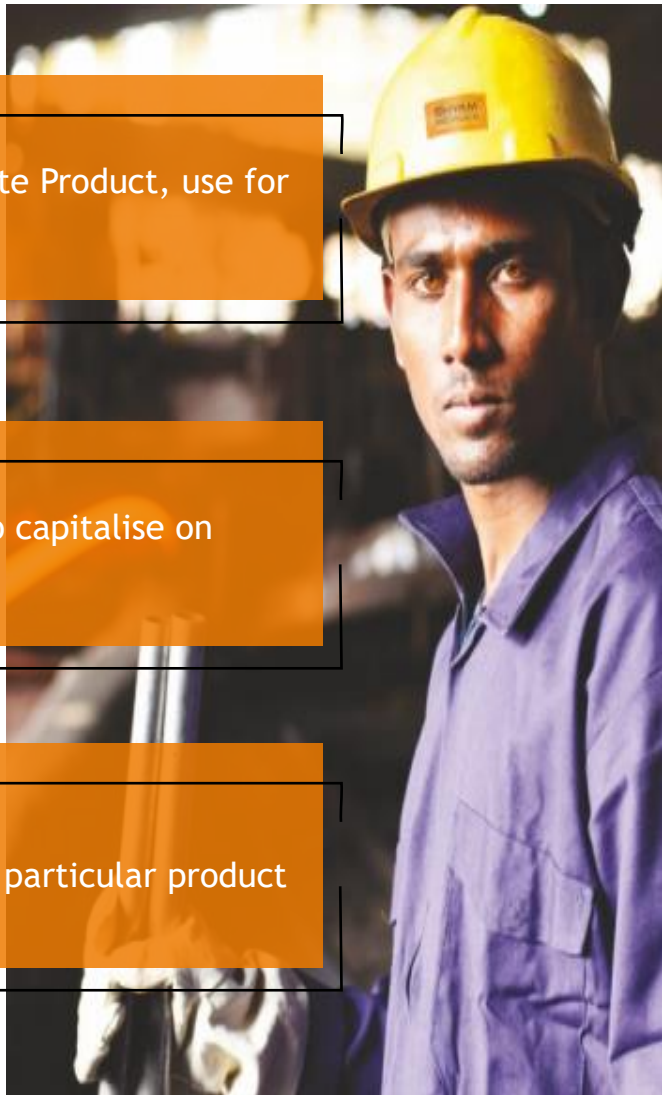
Volumes (in lakh tonnes)



Flexibility to Sell Intermediate Product, use for Captive Consumption

Make customized products to capitalise on market opportunities

Reduced dependency on any particular product



# Strengthening Brand 'SEL'

## 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 high-quality 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



**SHYAM<sup>TM</sup>  
METALICS**  
ORE TO METAL



Highest ever EBITDA

Least Leveraged

Record Profitability Track Record

Disciplined Capital Allocation

*We have delivered consistent growth both  
in terms of financial and operational  
parameters*



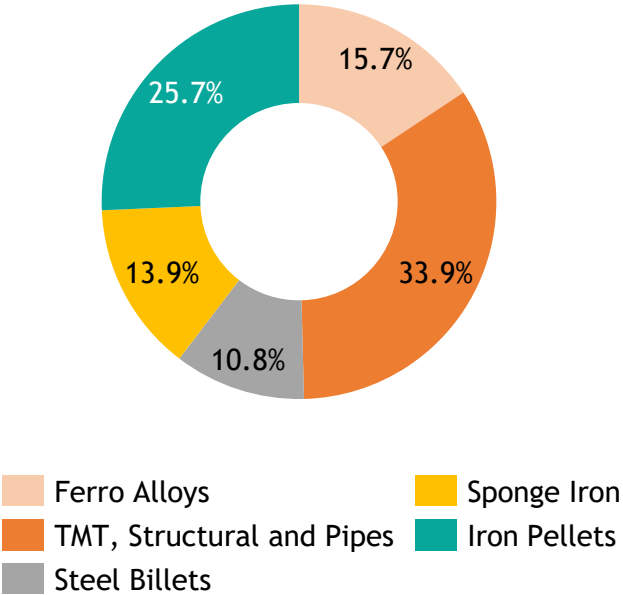
# Strong Q1 FY22 Performance

Revenue from Operations  
**Rs. 2,465 crores**  **+170%**

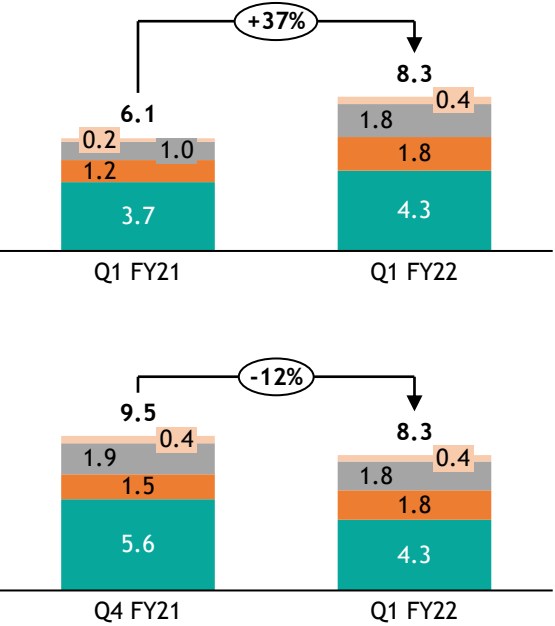
EBITDA  
**Rs. 688 crores**  **+353%**

Profit After Tax  
**Rs. 458 crores**  **+470%**

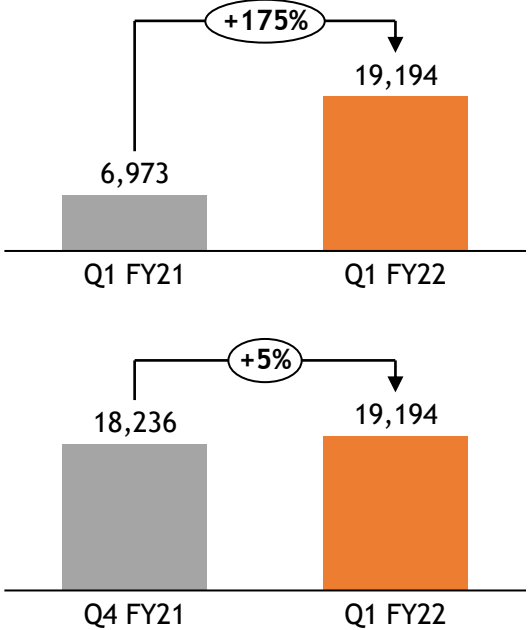
Revenue Breakup



Volumes (in lakh tonnes)



Blended EBITDA per tonne (Rs.)



Ferro Product Intermediates Finished Steel Iron Pellet

# Profit & Loss Statement

Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Total Revenue	2,465.0	911.8	170%	2,350.5	5%	6,297.1
Cost of Material Consumed	1,490.4	541.9		1,280.0		3,716.7
Purchase of Stock	7.4	0.0		63.0		67.6
Change in Inventories	-87.9	67.4		35.6		49.0
<b>Gross Profit</b>	<b>1,055.1</b>	<b>302.5</b>	<b>249%</b>	<b>971.9</b>	<b>9%</b>	<b>2,463.8</b>
Employee Expenses	63.9	29.7		62.8		188.1
Other Expenses	303.7	120.9		282.4		881.9
<b>EBITDA</b>	<b>687.6</b>	<b>151.9</b>	<b>353%</b>	<b>626.8</b>	<b>10%</b>	<b>1,393.8</b>
<b>EBITDA Margin (%)</b>	<b>27.9%</b>	<b>16.7%</b>		<b>26.7%</b>		<b>22.1%</b>
Other Income	7.8	3.7		9.3		23.7
Depreciation	61.4	68.7		80.4		300.4
<b>EBIT</b>	<b>634.0</b>	<b>86.8</b>	<b>630%</b>	<b>555.7</b>	<b>14%</b>	<b>1,117.1</b>
Finance Cost	6.7	19.6		6.6		62.5
Exceptional Items/Share from Associates	0.0	0.1		0.1		0.3
<b>Profit before Tax</b>	<b>627.3</b>	<b>67.3</b>	<b>832%</b>	<b>549.2</b>	<b>14%</b>	<b>1,054.9</b>
Tax	169.3	-13.0		161.5		211.4
<b>Profit After Tax</b>	<b>457.9</b>	<b>80.4</b>	<b>470%</b>	<b>387.7</b>	<b>18%</b>	<b>843.6</b>
<b>PAT Margin (%)</b>	<b>18.6%</b>	<b>8.8%</b>		<b>16.5%</b>		<b>13.4%</b>
EPS (As per Profit after Tax)	19.43	3.44		16.60		36.12



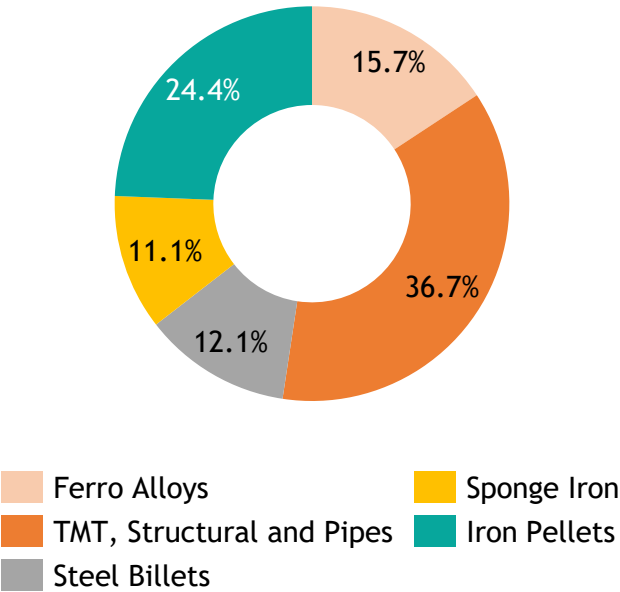
# Strong FY21 Performance

Revenue from Operations  
**Rs. 6,297 crores**  **+44%**

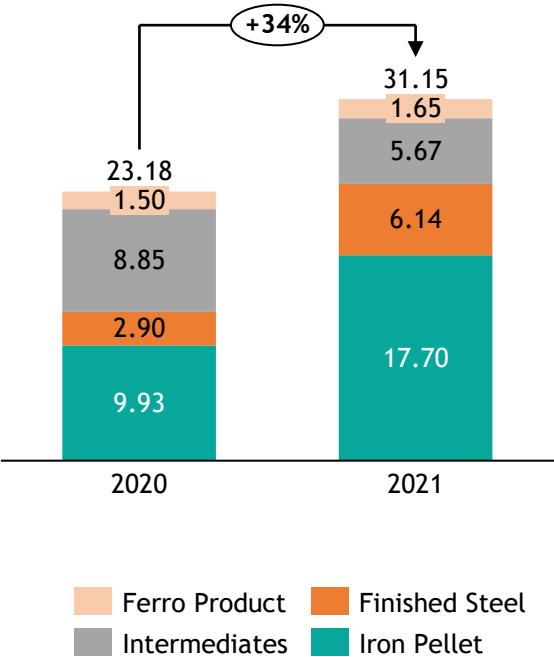
EBITDA  
**Rs. 1,394 crores**  **+109%**

Profit After Tax  
**Rs. 844 crores**  **+148%**

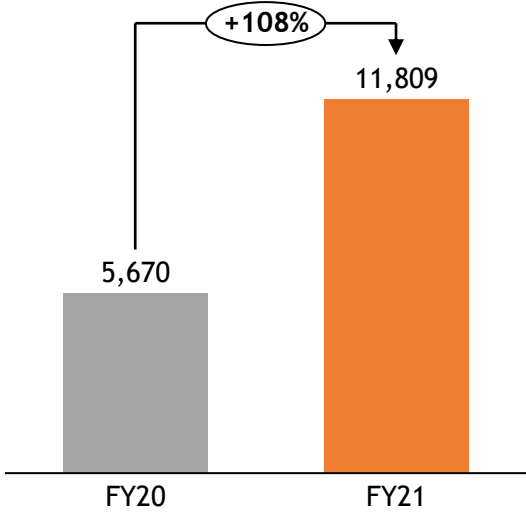
Revenue Breakup



Volumes (in lakh tonnes)

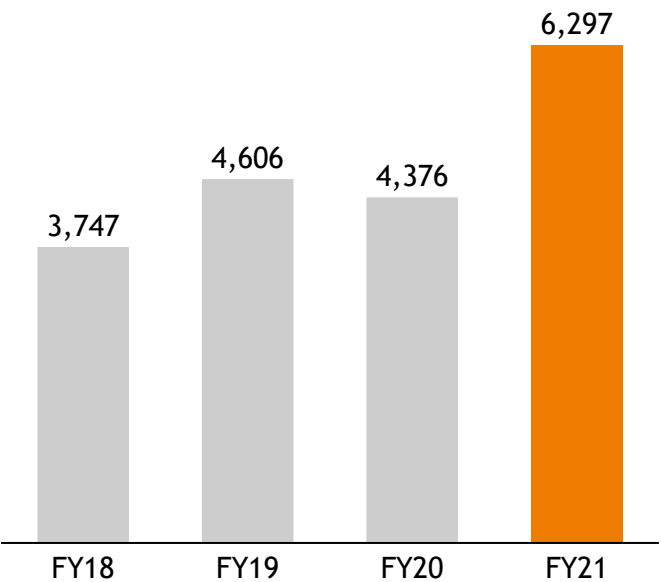


Blended EBITDA per tonne (Rs.)

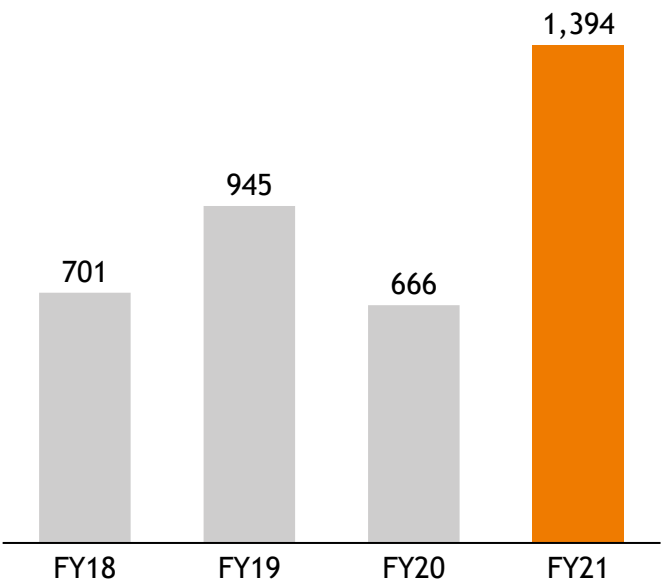


# Strong Operating Performance

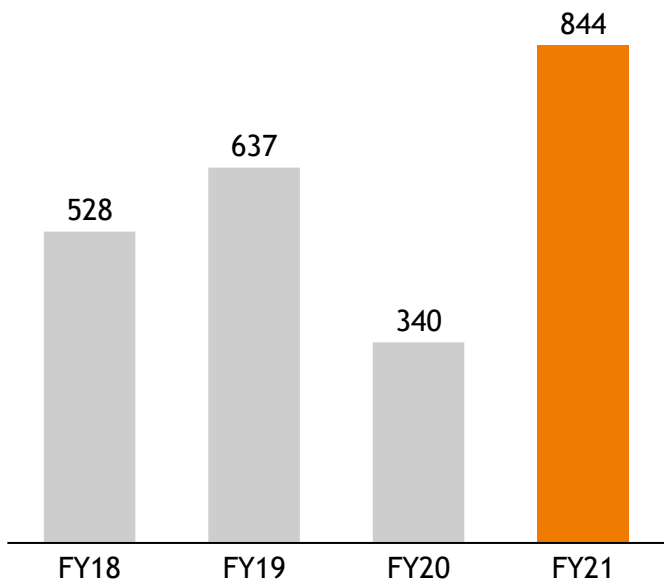
Revenues (Rs. Crs.)



EBITDA (Rs. Crs.)



Profit After Tax (Rs. Crs.)



CAGR %

**19%**

**26%**

**17%**

FY20 was lower due to impact of CoVID-19 in March 2020

# Strong Balance Sheet - Flexibility of Growth

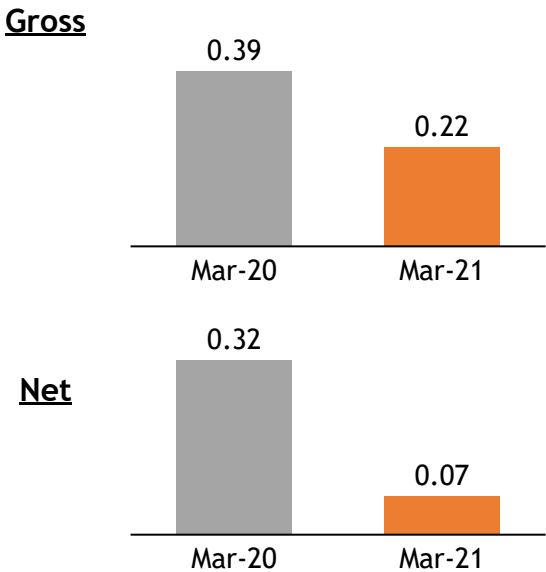
**0.22x**  
Gross Debt / Equity  
(as of 31<sup>st</sup> March 2021)

One of Lowest Gearing amongst competitors\*

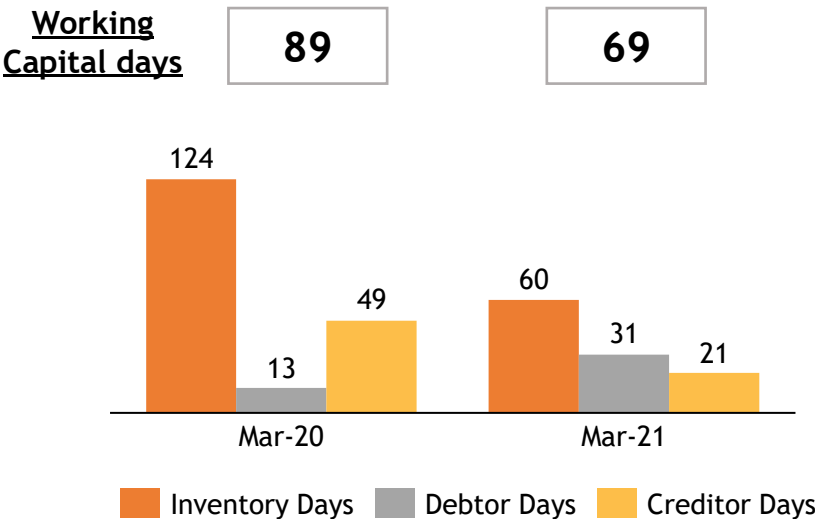
Internal Operating Efficiency led to more than **50% reduction** in **Working capital** requirements

Conservatively Leveraged  
+  
Disciplined Capital Allocation strategy  
=  
Better Return Metrics

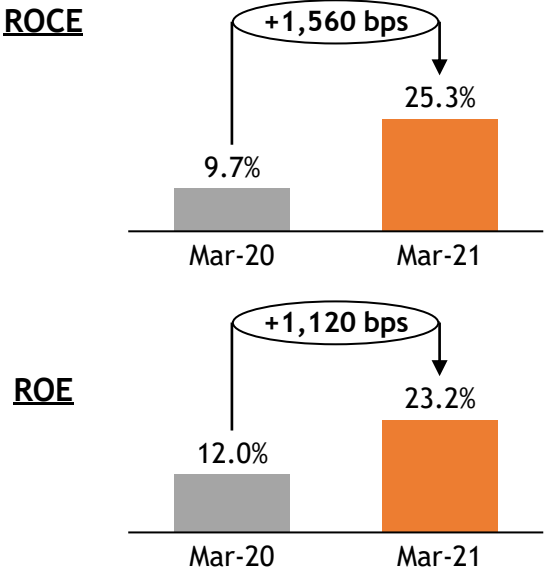
Debt/Equity (x)



Working Capital (days)



Return ratios (%)



Strong Balance Sheet to support Capex, Growth and Business Cycles

# Balance Sheet as on 31<sup>st</sup> March 2021

ASSETS (Rs. Crs.)	Mar-21	Mar-20
Non - Current Assets		
Property, Plant and Equipment	1,758.9	1,968.5
Capital Work-in-Progress	506.4	235.4
Right-of-use Assets	42.7	43.2
Other Intangible Assets	0.7	0.8
Equity Accounted Investment	66.6	72.4
Financial assets		
(i) Other Financial Assets	39.8	40.8
Income Tax Assets (net)	6.8	29.0
Other Non-Current Assets	252.4	140.3
<b>Total Non - Current Assets</b>	<b>2,674.2</b>	<b>2,530.4</b>
Current Assets		
Inventories	1,030.2	1,486.7
Financial assets		
(i) Investments	215.2	71.6
(ii) Trade Receivables	533.6	159.0
(iii) Cash and Cash Equivalents	163.9	29.7
(iv) Bank Balances other than (iii) above	159.9	91.5
(v) Loans	16.2	8.9
(vi) Other Financial Assets	87.4	66.2
Other Current Assets	539.4	618.0
<b>Total Current Assets</b>	<b>2,745.8</b>	<b>2,531.7</b>
<b>TOTAL ASSETS</b>	<b>5,419.9</b>	<b>5,062.1</b>

Particulars (Rs. Crs.)	Mar-21	Mar-20
Equity Share Capital	233.6	233.6
Other Equity	3,400.4	2,592.8
<b>Total Equity</b>	<b>3,634.0</b>	<b>2,826.4</b>
Non Controlling Interest	4.4	4.2
Liabilities		
Non - Current Liabilities		
Financial Liabilities		
(i) Borrowings	120.2	351.3
(ii) Other Financial Liabilities	9.7	19.9
(ii) Lease Liabilities	6.0	5.9
Provisions	10.6	27.2
Other Non Current Liabilities	206.9	262.7
<b>Total Non - Current Liabilities</b>	<b>353.4</b>	<b>667.0</b>
Current Liabilities		
Financial Liabilities		
(i) Borrowings	664.8	698.6
(ii) Lease Liabilities	0.6	0.5
(iii) Trade Payables		
(a) total outstanding dues of micro enterprises and small enterprises	2.2	3.4
(b) Other than micro enterprises and small enterprises	364.9	579.4
(iv) Other Financial Liabilities	63.8	154.5
Other Current Liabilities	295.5	127.5
Provisions	29.3	0.6
Current Tax Liabilities (net)	7.1	0.0
<b>Total Current Liabilities</b>	<b>1,428.2</b>	<b>1,564.5</b>
<b>Total Equity and Liabilities</b>	<b>5,419.9</b>	<b>5,062.1</b>

# Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	Mar-21	Mar-20
Cash Flow from Operating Activities		
<b>Profit before Tax</b>	1,054.9	295.4
Adjustment for Non-Operating Items	-317.8	-370.0
Operating Profit before Working Capital Changes	<b>1,372.7</b>	<b>665.4</b>
Changes in Working Capital	134.4	701.9
Cash Generated from Operations	1,238.4	-36.5
Less: Direct Taxes paid	-188.6	-54.5
<b>Net Cash from Operating Activities</b>	<b>1,049.8</b>	<b>-91.0</b>
<b>Cash Flow from Investing Activities</b>	-492.3	-419.9
<b>Cash Flow from Financing Activities</b>	-423.4	530.7
Net increase/ (decrease) in Cash & Cash equivalent	<b>134.1</b>	<b>19.8</b>
Cash and cash equivalents at the beginning of the year	29.7	9.9
<b>Cash and cash equivalents at the end of the year</b>	<b>163.8</b>	<b>29.7</b>



# OUR VALUES



Vision Statement

Management Team

Listing on BSE & NSE

Corporate Social Responsibility

Integrity | Ownership | Collaboration | Commitment

## VISION



Value Creation

Process  
Innovation

Enhanced  
Stakeholder  
Participation

Relentless  
pursuit of  
Opportunity

# Experienced Leadership & Team

## Mahabir Prasad Agarwal Non-Executive Chairman

He has over three decades of experience in the steel and ferro alloys industry. Founder and Director of our subsidiary SSPL since inception and is actively involved in the CSR activities of the company and its subsidiary

## Brij Bhushan Agarwal Vice Chairman & MD

He holds a bachelor's degree in commerce from the University of Calcutta. He has over 23 years of experience in the steel and ferro alloys industry. He is primarily responsible for strategic planning, future expansion, business development, marketing, human resources and corporate affairs of the Company

## Sanjay Kumar Agarwal Joint Managing Director

He holds a bachelor's degree in commerce, with honours, from the University of Calcutta. He has over 17 years of experience in the steel and ferro alloys industry. He is primarily responsible for the operations of the manufacturing plants at Sambalpur, Jamuria and Mangalpur, with focus on cost control, production efficiency and competitive procurement of raw material

## Deepak Kumar Agarwal Whole Time Director

He holds a bachelor's degree in commerce, with honours, from University of Calcutta. He is also an associate member of the Institute of Company Secretaries of India and has over a decade of experience in the steel and ferro alloys industry. He is responsible for handling finance, risk management and corporate affairs functions of the Company and its Subsidiaries

## Bhagwan Shaw Whole Time Director

He has 12 years of experience in the steel and ferro alloys industry and is responsible for management and inventory control of stores and spares at the Sambalpur manufacturing plant

## Dev Kumar Tiwari Whole Time Director

He holds a bachelor's degree in arts (honours) from Bihar University, Muzaffarpur. Prior to his appointment as Director, he was a mechanical engineer in the Subsidiary, SSPL for 7 years and has over 23 years of experience in the steel and ferro alloys industry. He is responsible for project implementation and operations of the Sambalpur manufacturing plant

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## Venkata Krishna Nageswara Rao Majji Independent Director

He holds a bachelor's degree in science from Andhra University and was previously associated with Shyam Century Ferrous Limited

## Yudhvir Singh Jain Independent Director

He holds a bachelor's degree in science, with honours, from University of Delhi, and a bachelor's degree in law from Delhi University. He was previously associated with Corporation Bank for 34 years, and retired as a general manager

## Ashok Kumar Jaiswal Independent Director

He holds a bachelor's degree in science from Banaras Hindu University and is a member of the Institute of Chartered Accountants of India. He has experience in the finance sector and also passed the limited insolvency examination conducted by the Insolvency and Bankruptcy Board of India, constituted under the Insolvency and Bankruptcy Code, 2016

## Ajay Choudhury Independent Director

He holds a bachelor's degree in commerce and law from University of Calcutta and has been a member of the Bar Council of West Bengal for over 28 years. He is the proprietor of Choudhury Law Offices, providing legal services in the fields of arbitration, corporate, civil and restructuring matters and is a practicing advocate in the High Court of Calcutta

## Kishan Gopal Baldwa Independent Director

He holds a bachelor's degree in commerce from the University of Rajasthan and is a fellow member of the Institute of Chartered Accountants of India for the past 37 years

## Rajni Mishra Independent Director

She holds a bachelor's degree from Calcutta University in Botany, and a master's degree in business administration from the West Bengal University of Technology and is an Associate of the Institute of Company Secretaries of India. She is also currently a director on the board of directors of Shyam Steel Industries Limited and Elpee Commercial Limited



# Shyam Metals Listing

Shyam Metals listed on NSE and BSE on 24<sup>th</sup> June, 2021



**Total Issue Size**

**Offer Price**

Equity Shares of ₹10  
aggregating up to ₹909 crores

₹306 per equity share

**Primary Issue**

**Times  
Subscription**

Equity Shares of ₹10  
aggregating up to ₹657 crores

119.81x

# CSR Initiatives

## Rural Health



- 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



- 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 Backwards

## Social Infrastructure Development



- Temples
- Village Sanitation
- Teachers Training and Remuneration
- Village Handicrafts - Skill development
- Sports Football Coaching
- Gau Daan ( Care for Animals)

## Social Awareness



- Women Empowerment
- Road safety Campaign SAFE DRIVE SAFE LIFE
- Socio Environmental Awareness
- Distribution of Helmets for Safe drive & Save life



# Thank You

**SHYAM**<sup>TM</sup>  
**METALICS**  
ORE TO METAL

Shyam Metals & Energy Limited

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