

**Investor Presentation** 

February 2023



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# Key Updates for Q3 & 9M FY23



# Strengthening Board & Governance



- Appointed Mr Nand Gopal Khaitan, as an Additional Director of the Company in Independent Category .
- Onboarded KMPG Assurance and Consulting Services LLP as the Internal Auditor of the Company for F.Y 2023-24 along with the separate assignment of Internal Financial Control

### **Update on Capex**



• On track to increase the existing integrated installed facility of 10.69 million tons to 14.45 million tons by 2025. Capex incurred in 9M FY23 is Rs 968 cr

### **Business Updates**



• Envisaged capex for revival Ramsarup Industries, DRI plant & CPP to be operational by September 2023

### **Financial Performance**



- Q3 FY23 : Revenue : Rs 2,959 cr , EBITDA : Rs 222 cr , PAT : Rs 65 cr
- 9M FY23: Revenue: Rs 9,311 cr, EBITDA: Rs 1,073 cr, PAT: Rs 590 cr

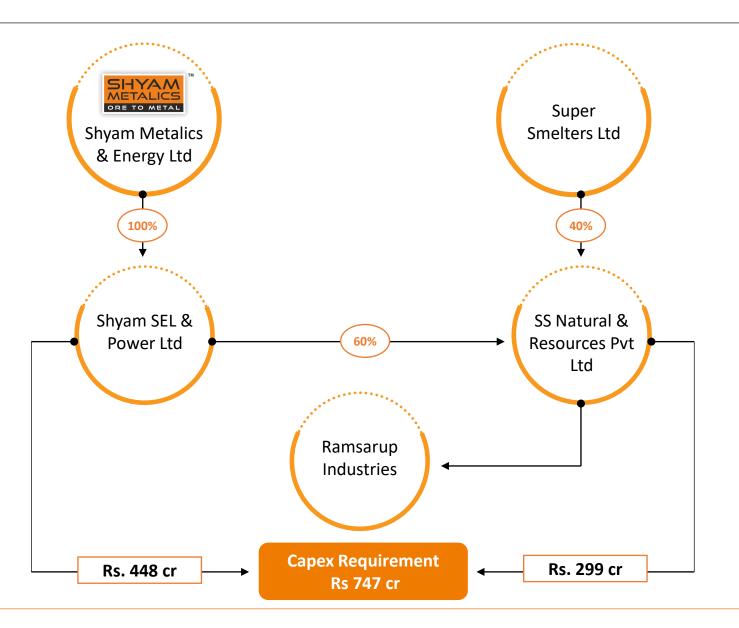
### Diversification



 Expanding into new sector of colour coated sheets with an investment 603 cr. Setup a dedicated subsidiary: Shyam Metalics Flat Products Ltd

# **Business Update: Ramsarup Industries**





- Ramsarup Industries is a Kolkata based steel company which acquired by Shyam Metalics via NCLT
- A special purpose vehicle, SS Natural & Resources Pvt Ltd was setup to acquire Ramsarup Industries, wherein 60% is owned by Shyam SEL and Power Ltd, a wholly-owned subsidiary of Shyam Metalics and Energy Ltd and the balance 40% by another West Bengal-based company, Super Smelters Limited.
- The existing facilities at the Kharagpur plant with ~315 acres of land are have not been operational for the last 8 years.
- The new consortium of owners have identified in the first phase, to kickstart few existing facilities with an outlay of ~ Rs 747 crore
- The DRI plant with an estimated capacity of 1,50,000 TPA and CPP with a 20 MW generation are expected to be operational by September 2023.
- The existing blast furnace of 4,50,000 TPA capacity is proposed to be revived along with Sinter of 1,20,000 TPA capacity by December 2023
- Further in pipeline additions of Oxygen plant of 150 TPD capacity & Coke Oven plant of 2,50,000 TPA capacity slated to be operational by September 2024 and March 2025 respectively

# Business Update: Greenfield Expansion- Cold Rolling Mill

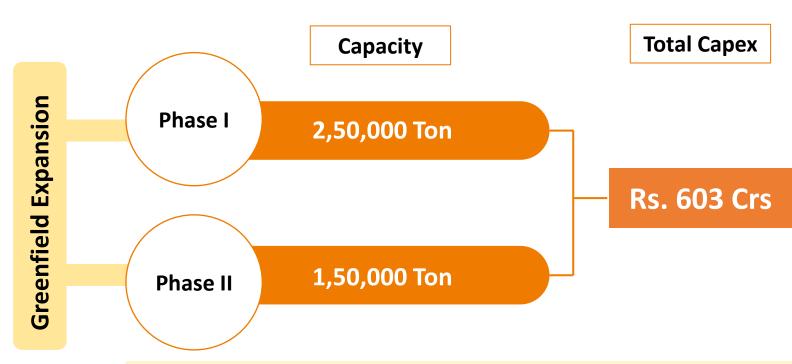












- To setup a greenfield project for a cold rolling mill spread over 94 acres of land at Jamuria, West Bengal.
- Project approved under the PLI scheme
- Products will include GI/GL coils and PPGL (Pre Painted Galvalume Coils)
- The business will be setup under the wholly owned subsidiary-Shyam Metalics Flat Products Pvt Ltd

# 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"

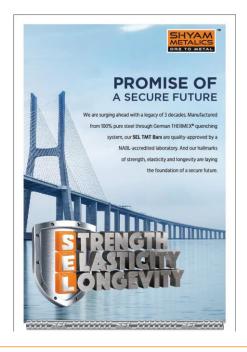
### STRUCTURE

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











Particulars	Unit	Aggregate capacity at the launch of IPO	Capacity proposed in the IPO	Further expansion as approved on 15 <sup>th</sup> march 2022	Post implementati on capacity	Already implemented after proposed in IPO	Aggregate implemented capacities as on 31 <sup>st</sup> Dec	Further to be implemented as per existing expansion	SHYAN METALICS ORE TO META
Captive Power Plant	MW	227	130	<del>-</del>	357	40	267	90	
Iron Pellet Plant	MTPA	2.4	1.2	2.4	6	2.4	4.8	1.2	
Ferro Alloy Plant	MTPA	0.21	0.01	<u>-</u>	0.22	0.01	0.22	-	
Coke Oven Plant	MTPA	-	<del>-</del>	0.45	0.45	<del>-</del>	<del>-</del>	0.45	
Sponge Iron plant	MTPA	1.39	1.51	-	2.9	0.92	2.31	0.59	
Blast Furnace	MTPA	<del>-</del>	0.60	<del>-</del>	0.60	-	<del>-</del>	0.60	Iron Making
Sub-Total		1.39	2.12	-	3.5	0.92	2.31	1.19	
Billet Plant	MTPA	0.89	1.11	-	2.01	0.81	1.70	0.31	Liquid Steel
TMT, Structural Products, Wire Rods & Pipes	MTPA	0.82	1.25	<u>-</u>	2.07	0.85	1.67	0.40	
Ductile Pipe Plant	MTPA	-	0.2	-	0.2	-	<del>-</del>	0.2	Finished Steel
Sub-Total	MTPA	0.82	1.45	-	2.27	0.65	1.47	0.8	
Alumunium^	МТРА		0.04		0.04	0.04	0.04	-	Aluminium
Total	MTPA	5.71	5.89	2.85	14.45	4.98	10.69	3.76	

We have incurred a capex cost of Rs. 2,497 crores till 31st Dec'22 which accounts to 63% of the total Capex envisaged i.e. Rs. 3,950 Crs. and Rs 1,574 Crs have been capitalised out of Rs. 2,497 Crs. Capex incurred in 9M FY23 is Rs 968 cr

^Aluminium capacities not included in the total



**Company Overview** 

# Shyam Metalics at a Glance





### 10.69 MTPA

**Combined Production Capacity** 

~75% of power

sourced from Captive

14,624

**Employee Strength** 

AA

**CRISIL Credit Rating** 



- Leading Integrated Steel and Ferro Alloys Producer in India
- 4<sup>th</sup> 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



- 22%: Revenue Growth in 9M FY23 YoY
- PAT Positive since commencement of operations in 2005



- 0.12 X Gross Debt / Equity as of Sept-22
- One of Lowest Gearing amongst competitors



~75% of power sourced from Captive Power Plants at 3.57 Rs./Kwh3 in 9M FY23, while Grid Power costs 5-7 Rs./Kwh4



 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

### **Eminent Promoters & Management**





### 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.



- 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 Agarwal, Director Finance

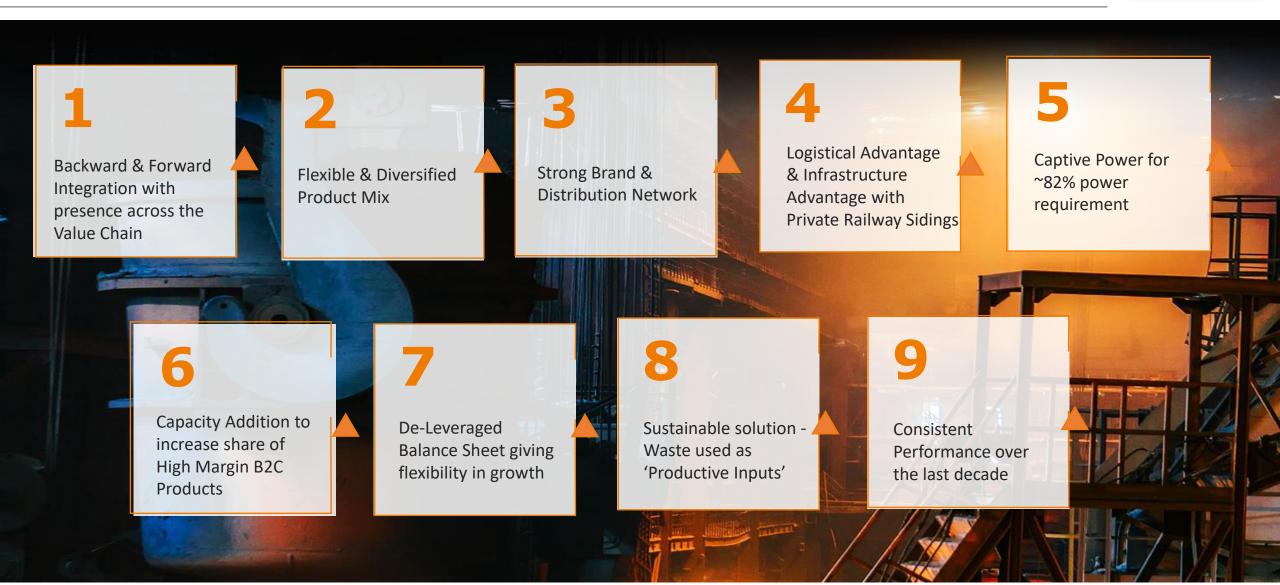
- He is an Associate member of the Institute of Company Secretary of India.
- He is a techno commercial professional and possessing more than 20 years of experience of steel and ferro alloys industries.
- His array of exposure percolates to areas like finance, accounting, taxation, banking and treasury, 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



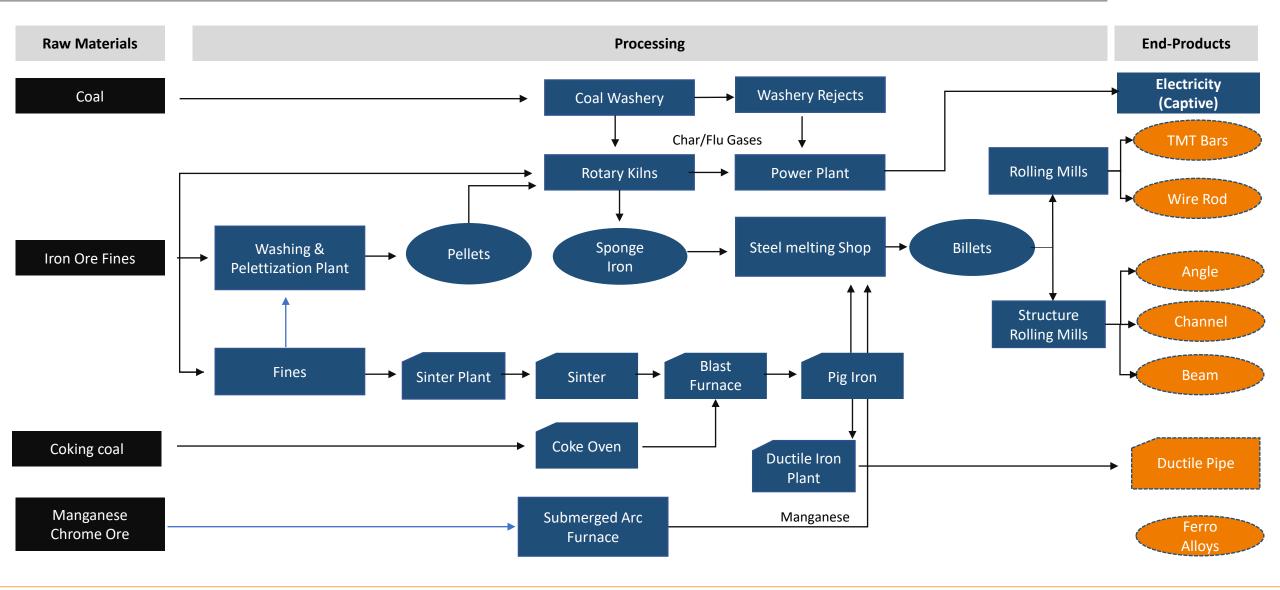
# **Value Propositions**





# Integrated operations across the steel value chain





# 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 10.69 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

Brownfield expansion leading to
Lowest Capex in the Industry

# Detailed Plant Wise Capacities\* – Existing



Product –Wise Capacity (MTPA)	<b>Pandoli,</b> Odisha	Jamuria, West Bengal	Mangalpur, West Bengal	TOTAL (MTPA)
Iron Pellets	3	1.8		4.8
Ferro Alloys	0.11	0.07	0.04	0.22
<b>DRI</b> (Direct Reduced Iron)	1.16	1.09	0.06	2.31
Billets	0.87	0.83		1.70
TMT, WDM, SRM	0.92	0.75		1.67
Captive Power	158 MW	94 MW	15 MW	267 MW

(\*Capacities as of February 14<sup>th</sup> 2023)

# Current Capacities Across Steel Life Cycle







**Liquid Steel** 

DRI 2.31 MTPA (Direct Reduced Iron)

**Iron Making** 

SMS 1.70 MTPA (Steel Melting Shop)

**Finished Steel** 

**1.67 MTPA** 

WRM 0.92 MTPA (Wire Rod & Wire Draw Mill)

TMT 0.52 MTPA

Structurals 0.20 MTPA

Pipe Mill 0.03 MTA





# 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



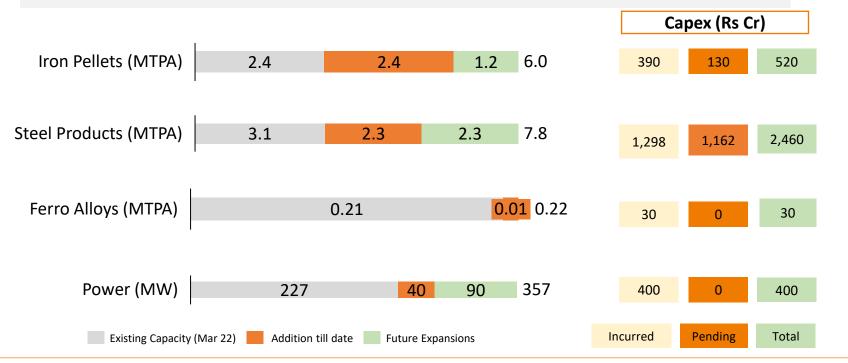




## ...Lowest Capex compared to the Industry



- Brownfield capacity expansion expected to increase aggregate installed metal capacity (comprising of intermediate and final products) from 10.69 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

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

Low cost advantage for expansion of power capacity.

Capex incurred: Rs 110 cr for 40 MW, effectively Rs 2.75 cr vs industry average of 4.5 cr per MW

# Diversified & Interchangeable Product Mix



Capacity (Million MTPA)		FY19	FY19 FY20		FY22	9M FY23				
		Iron Pellet	0.90	2.4	2.4	3.6	4.8			
		Sponge Iron	1.01	1.27	1.39	2.11	2.31			
ts	THE STATE OF THE S	Billets	0.63	0.80	0.89	0.94	1.70			
<b>Existing Products</b>		TMT, Structural Steel, Wire Rods & Pipes	0.25	0.82	0.82	0.90	1.67			
Ex		Ferro Alloys	0.21	0.21	0.21	0.21	0.22			
		Captive Power (MW)	164	227	227	267	267			
		Aluminium Foil				40,000 TPA	40,000 TPA			
		Coke Oven	Proposed Capacity of 450,000 TPA							
New roducts		Blast Furnace	Proposed Capacity of 600,000 TPA							
Ne Prod		<b>Ductile Iron Pipes</b>		Prop	PA .					

## 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



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".

**Steel Products** 

~70%

Revenue Contribution in 9M FY23

# **Huge Export Potential**



**7** 

Countries

Exports to countries like USA, Japan, Korea, Italy, Nepal, Bangladesh 28%

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

58%

Ferro Chrome Ferro Manganese and Silico Manganese Products 14%

Aluminum Foil Products

9%

Export Contribution to Revenues in 9M FY23

We are preferred suppliers to large corporations like

Norecom DMCC POSCO Intl Corp World Metals & Alloys (FZC)

TRAXYS North America LLC

J M Global Resources

Web
Packaging
Solutions

Durable Inc

Manakin Industries Cartonal Italia

% of Products Exported is for 9M FY23

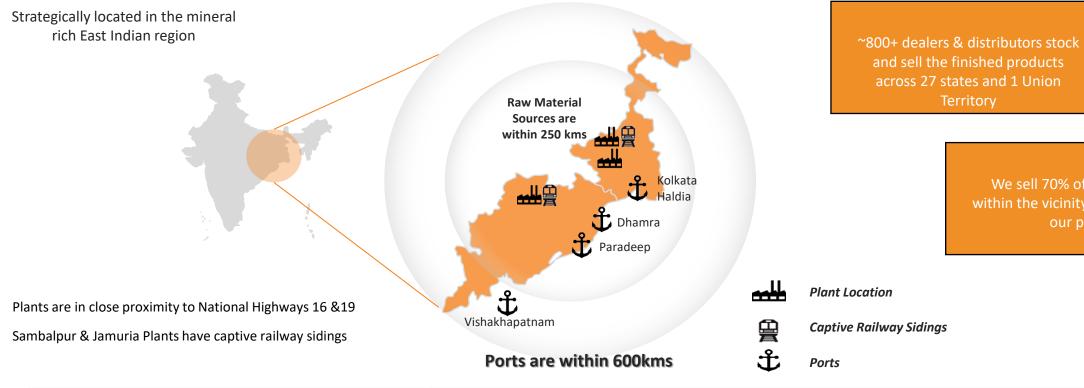
# Strategically Located - Supported by Infrastructure



We sell 70% of our products

within the vicinity of 500 Km from

our plants



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				

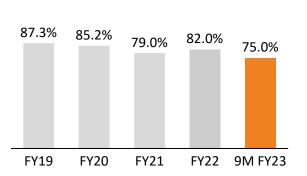
# **Lowest Cost Captive Power**



- 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 \*

# Sambhalpur Saptive Plants Total Capacity of 94 MW Captive Plant Total Capacity of 15 MW

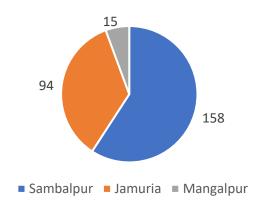
# Captive Power to Total Power Consumed







### Current Capacity\* (MW)



Captive Power Plant Expansion Plans (MW)



<sup>\*</sup> 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

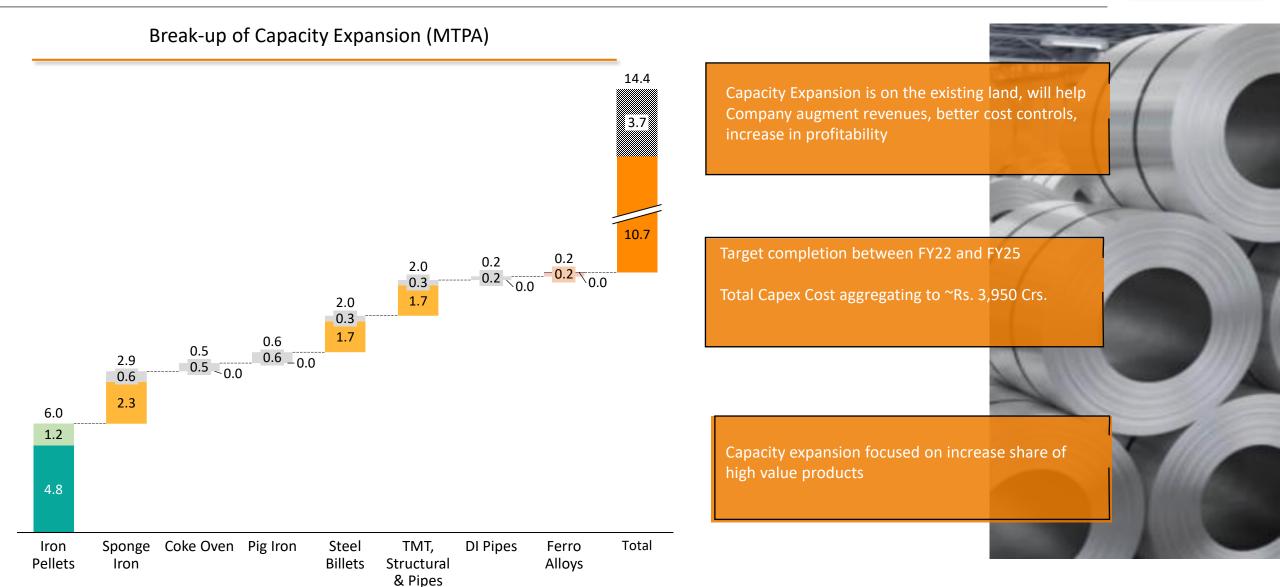
Fly ash bricks are also known for being highly durable, less permeable and environment-friendly as they are manufactured from waste materials that generate from the combustion of coal in thermal power plants.



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

# Capacity Expansion –Share of High Value Products to Increase





### Revenue mix skewed towards Finished Steel







Strategic Initiatives

### **IT** Initiatives



### **Automation**

**Focus On High Value Activities** 



**Consistent Presentation** 



Real-time data logging



**Benchmarking & Micro Monitoring** 

### Data Integration

**Easy Access** 



**Data Integrity** 



**Improve Data Reporting** 



**Continuous Investment** 



### Traffic **Management**

**Reduce TAT for vehicles** 



**Gate and Weighbridge Automation** 



**User Enablement** 



### Data **Analytics & Al**

**Consistent Availability** 



**Decision Dashboards** 



**Maintain Data And Security Standards** 



Knowledge **Partners** 











**Partners** 





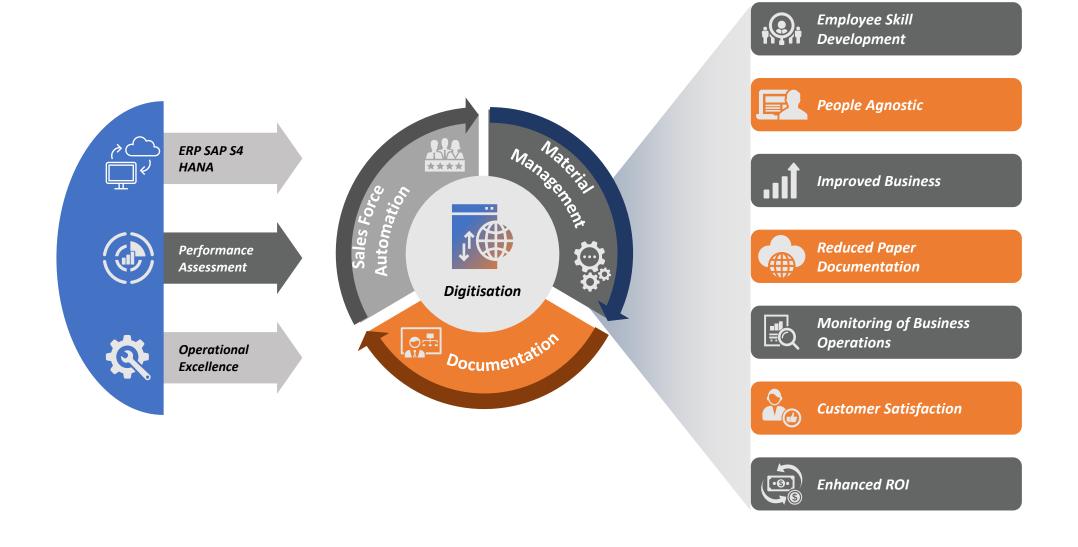


**GoSales** 



# Impact of IT Initiatives







# SUSTAINABLE GALS DEVELOPMENT GALS



### 17 GOALS TO TRANSFORM OUR WORLD





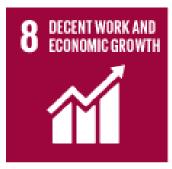


































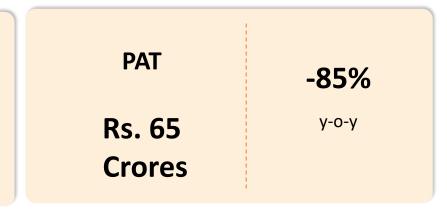
**Q3 & 9M FY23 Financial Performance** 

# Performance Highlights



# **Q3 FY23**

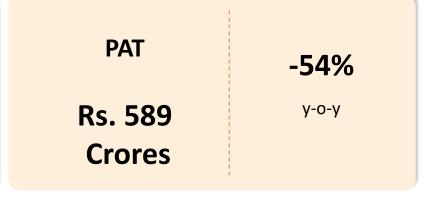




### **9M FY23**

Revenue	22%
Rs. 9,230 Crores	у-о-у





# Q3 FY23 Performance Highlights



Revenue from Operations
Rs. 2,921 crores

13%
y-o-y

EBITDA

Rs. 222 crores

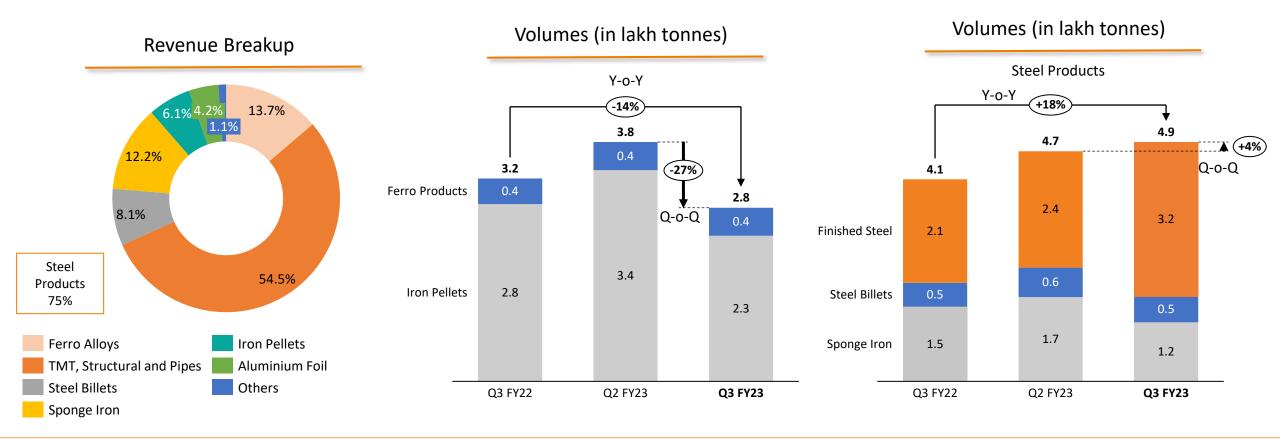
-64%
y-o-y

Profit After Tax

Rs. 65 crores

-74%

y-o-y



# 9M FY23 Performance Highlights



Revenue from Operations
Rs. 9,230 crores

22%
y-o-y

EBITDA

Rs. 1,072 crores
-44%
y-o-y

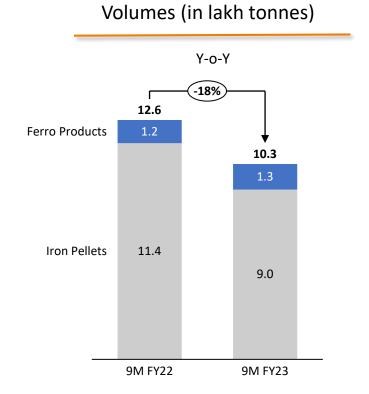
Profit After Tax

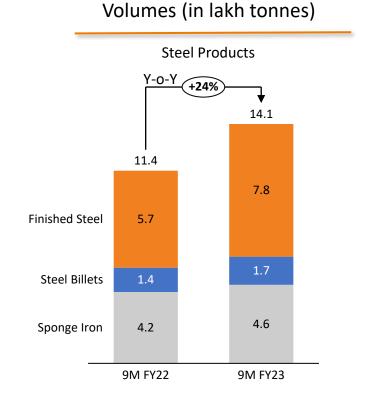
Rs. 589 crores

-54%

y-o-y

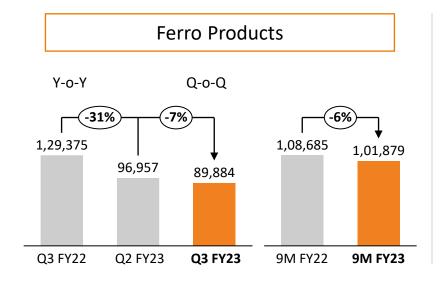
### Revenue Breakup 14.8% 16.1% 8.7% 45.5% Steel **Products** 70% Ferro Alloys Iron Pellets TMT, Structural and Pipes Aluminium Foil **Steel Billets** Others Sponge Iron

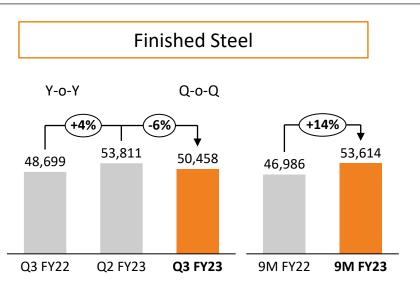


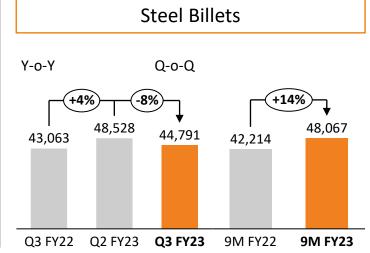


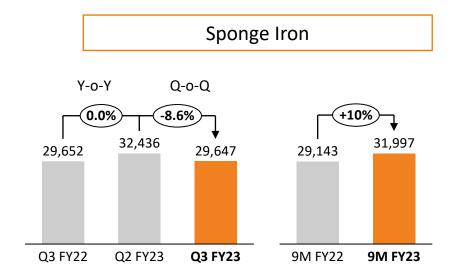
### Per Tonne Realizations

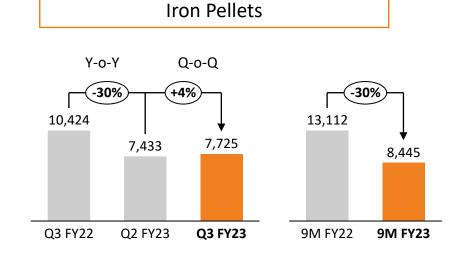












### **Consolidated Profit & Loss Statement**



Particulars (Rs. Crs.)	Q3FY23	Q3 FY22	Y-o-Y	Q2 FY22	Q-o-Q	9M FY23	9M FY22	Y-o-Y
Revenue from Operations	2,921.7	2,577.8	13.3%	3,085.2	-5.3%	9,230.1	7,537.2	22.5%
Cost of Material Consumed	2,080.3	1,640.6		2,314.4		6,391.2	4,665.6	
Purchase of Stock	174.5	2.1		17.2		290.2	24.5	
Change in Inventories	-110.2	-51.5		-46.1		-142.2	-155.7	
Total Raw Material	2,144.6	1,591.3		2,285.4		6,539.1	4,534.4	
Gross Margin	777.1	986.6		799.8		2,691.0	3,002.8	
Gross Margin (%)	26.6%	38.3%		25.9%		29.2%	39.8%	
Employee Expenses	86.1	57.3		83.5		247.6	181.2	
Other Expenses	468.8	304.3		472.7		1,371.0	884.9	
EBITDA	222.0	625.0	-64.5%	243.6	-8.9%	1,072.4	1,936.6	-44.6%
EBITDA Margin (%)	7.6%	24.2%		7.9%		11.6%	25.7%	
Other Income	37.6	16.6		21.7		81.2	45.0	
Depreciation	132	59.7		110.4		337.2	181.6	
EBIT	127.8	581.8		154.8		816.4	1,800.0	
EBIT Margin (%)	4.4%	22.6%		5.00%		8.8%	23.9%	
Finance Cost	32.8	5.7		14.9		54.5	17.0	
Share in Profit/(Loss) of Associate and JV	0	0.1		0.1		0.1	0.2	
Profit before Tax	95	576.2		139.9		761.9	1,783.1	
Tax	30.3	153.5		29.0		172.4	492.2	
Profit After Tax	64.8	422.7	-84.7%	110.9	-41.6%	589.5	1,291.0	-54.3%
PAT Margin (%)	2.2%	16.4%		3.6%		6.4%	17.1%	
EPS (Rs)	2.5	16.6		4.4		23.1	51.9	

Blended EBITDA Per Ton: Q3 FY 23 – Rs 4,547 vs Q3 FY 22 – Rs 15,145 | 9M FY23 – Rs 7,585 vs 9M FY22 – Rs 17,021

### **CSR** Initiatives



**Rural Health** 







**Rural Education** 





Social Infrastructure Development







**Social Awareness** 







- 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
- 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
- Temples
- Village Sanitation
- Teachers Training and Remuneration
- Village Handicrafts Skill development
- Sports Football Coaching
- 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

# Thank You



**Shyam Metalics & Energy Ltd.** 

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