



Securing tomorrow
with today's strength

Investor Presentation
May 2023



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Company Overview

Shyam Metals at a Glance



- **12.73 MTPA**
Combined Production Capacity
- **~74% of power**
sourced from Captive
- **14,635**
Employee Strength
- **AA**
CRISIL Credit Rating



	<ul style="list-style-type: none"> • 6th Largest Integrated Steel Producer & amongst the largest Ferro Alloys producer in India • 4th Largest Sponge Iron Player, Leading player in terms of Pellet Capacity 		
	<ul style="list-style-type: none"> • Integrated Metal Producing Company • Operates “Ore to Metal” integrated steel plants with Captive Railway Siding 		<ul style="list-style-type: none"> • Strategically located plants with Proximity to Mineral Belts, National Highways and Ports
	<ul style="list-style-type: none"> • 21%: Revenue Growth in FY23 YoY • PAT Positive since commencement of operations in 2005 		<ul style="list-style-type: none"> • 0.18 X Gross Debt / Equity as of March 2023 • One of Lowest Gearing amongst competitors
	<ul style="list-style-type: none"> • ~74% of power sourced from Captive Power Plants at 3.6 Rs./Kwh³ in FY23, while Grid Power costs 6-8 Rs./Kwh⁴ 		<ul style="list-style-type: none"> • 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

Highest credit rating
in the industry

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 Metallic 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, *VC & MD*



- A visionary business leader with more than 20 years of experience
- 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.

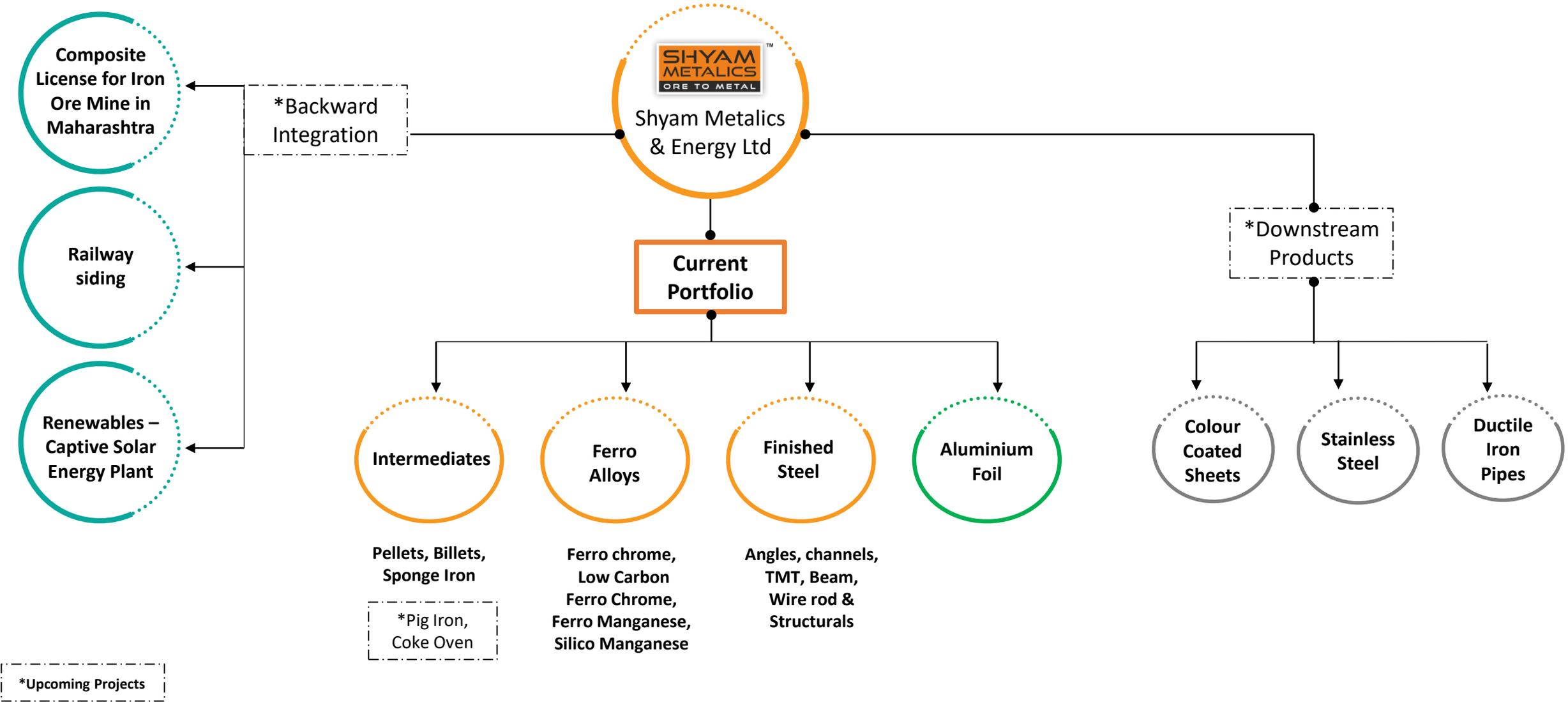


Deepak Agarwal, *Director Finance & CFO*

- 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

Driving Integration of Multi-Product Metals Portfolio



Value Propositions

1

Backward & Forward Integration with presence across the Value Chain

2

Diversified Product Mix: Scaling up stainless steel & aluminum

3

Strong Brand & Distribution Network

4

Private Railway Sidings Advantage for Seamless Logistics

5

Captive Power for ~74% 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

Key Updates for Q4 & FY23

Dividend



- Approved payment of interim dividend of Rs 1.8 per share. The dividend payout will amount to Rs 46 cr

Update on Capex



- On track to organically increase the existing integrated installed facility of 12.73 million tons to 14.45 million tons by 2025. Capex incurred up to FY23 is Rs. 3,007 cr, of which Rs 1,574 cr has been capitalised.
- In addition, capex of Rs 77.3 cr incurred for Ramsarup and Rs 53 cr for Shyam Metalics Flat Products Pvt Ltd., greenfield expansion for coated sheets.

Business Updates



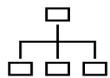
- JV of promoter group has been declared as the preferred bidder by the Directorate of Geology and Mining, Government of Maharashtra for Surjagad 1 Iron Ore Block in Maharashtra

Financial Performance



- Q4 FY23 : Revenue : Rs. 3,380 cr , EBITDA : Rs. 413 cr , PAT : Rs. 259 cr
- FY23 : Revenue : Rs. 12,610 cr , EBITDA : Rs. 1,486 cr , PAT : Rs. 848 cr

Diversification



- Taken control of stainless steel operations at Mittal Corp post acquisition

Capacity Expansion

Particulars	Unit	Aggregate capacity at the launch of IPO	Capacity proposed in the IPO	Further expansion as approved on 15 th march 2022	Post implementation on capacity	Already implemented after proposed in IPO	Aggregate implemented capacities as on 24 th May	Further to be implemented as per existing expansion
Captive Power Plant	MW	227	130	-	357	40	267	90
Iron Pellet Plant	MTPA	2.4	1.2	2.4	6	3.6	6.0	-
Ferro Alloy Plant	MTPA	0.21	0.01	-	0.22	0.01	0.22	-
Coke Oven Plant	MTPA	-	-	0.45	0.45	-	-	0.45
Sponge Iron plant	MTPA	1.39	1.51	-	2.9	1.14	2.53	0.37
Blast Furnace	MTPA	-	0.60	-	0.60	-	-	0.60
Sub-Total		1.39	2.12	-	3.5	1.14	2.53	0.97
Billet Plant	MTPA	0.89	1.11	-	2.01	1.11	2.01	-
TMT, Structural Products, Wire Rods & Pipes	MTPA	0.82	1.25	-	2.07	1.15	1.97	0.10
Ductile Pipe Plant	MTPA	-	0.2	-	0.2	-	-	0.20
Sub-Total	MTPA	0.82	1.45	-	2.27	1.15	1.97	0.30
Total	MTPA	5.71	5.89	2.85	14.45	7.01	12.73	1.72

Iron Making

Liquid Steel

Finished Steel

We have incurred a capex Cost of Rs. 3007 Crores till 31st March 2023 which accounts to 76% of the Total Capex envisaged i.e Rs. 3950 Crores and Rs. 1,574 Crores have been capitalised out of Rs. 3007 Crores.

Current Capacities Across Steel Life Cycle



Iron Making

DRI 2.53 MTPA
(Direct Reduced Iron)



Liquid Steel

SMS 2.01 MTPA
(Steel Melting Shop)



Finished Steel

1.97 MTPA

WRM 0.92 MTPA
(Wire Rod &
Wire Draw Mill)

TMT 0.82 MTPA

Structurals
0.20 MTPA

Pipe Mill 0.03 MTA



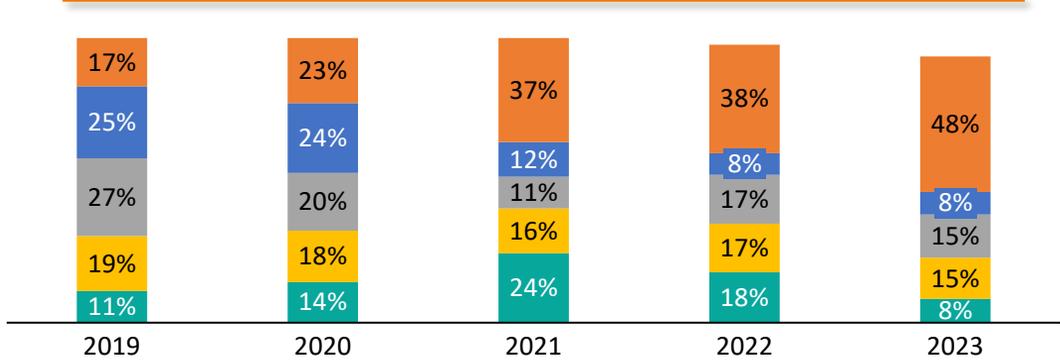
Consistent Track Record on Envisaged Capex

After IPO in FY21, we announced our ambitious capex plans to expand capacity multifold. We have consistently delivered as per the plan and most of the projects have been commissioned well ahead of schedule. In addition, we have also acquired assets which will be margin accretive. We are also expanding our revenue streams with greenfield projects underway to further enhance our product portfolio.

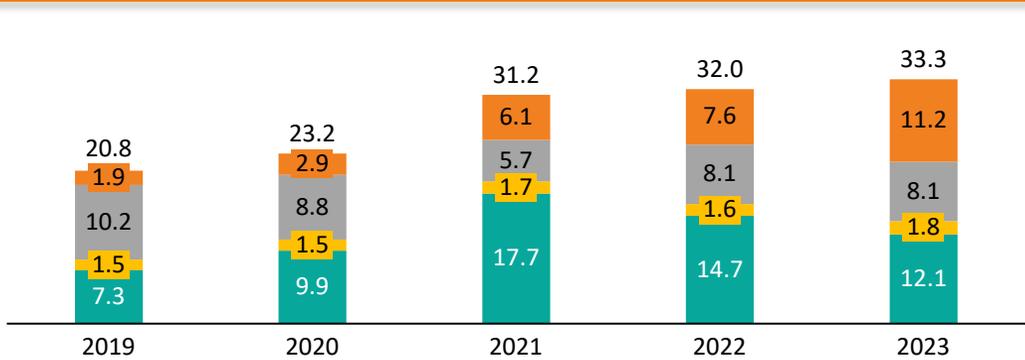
Capacity (Million MTPA)	FY21 (IPO)	Capex incurred (Rs Cr)	FY23		Future Capex (Rs Cr)
Iron Pellet	2.4	540	6.0	▲ 150%	
Sponge Iron	1.39	590	2.53	▲ 82%	20
Billets	0.89	350	2.01	▲ 125%	
TMT, Structural Steel, Wire Rods & Pipes	0.82	265	1.97	▲ 140%	7
Ferro Alloys	0.21	45	0.22	▲ 5%	
Captive Power (MW)	227	460	267	▲ + 18%	10
Blast Furnace		188			412
Coke Oven		80			370
Railway Siding		133			50
Aluminium Foil	New Venture	355	40,000 TPA		
		Total 3,007			Total 955

Higher Contribution of Finished Steel Products

Revenue Mix



Volumes (in lakh tonnes)



Enriching product portfolio to make a basket of fully integrated downstream products

Make customized products to capitalise on market opportunities

Serve growing demand for steel & allied products

Aluminium Foil - Update



Aluminium Plant – Pakuria , West Bengal & Giridih, Jharkhand

Capacity: 40, 000 TPA –
One of the largest in India,
spread over 5 acres

Plant installed by
Achenback (Germany), an
industry pioneer

Kickstarted and stabilised
plant operations in
record time

More than 60% of the
production utilised for
exports

Rolling range: 40 to 5
micron with annealing
capability, customised as
per demand

Majorly producing 6-10
micron rolled material.

11,337 Metric Tons of aluminium foil sold in FY23, aggregating to Rs 416.4 cr and contributing to 3.3% of revenue in FY23

Export Opportunities

17
Countries
 Exports to countries like USA, Japan, Korea, Italy, Nepal, Bangladesh

29%

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

57%

Ferro Chrome
 Ferro Manganese and Silico Manganese Products

14%

Aluminum Foil Products

We are preferred suppliers to large corporations like

10%
 Export Contribution to Revenues in FY23

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



Q4 & FY23 Financial Performance

Performance Highlights

Q4 FY23

Revenue

Rs. 3,380
Crores

18%

y-o-y



EBITDA

Rs. 413
Crores

-38%

y-o-y

PAT

Rs. 259
Crores

-40%

y-o-y

FY23

Revenue

Rs. 12,610
Crores

21%

y-o-y



EBITDA

Rs. 1,486
Crores

-43%

y-o-y

PAT

Rs. 848
Crores

-51%

y-o-y

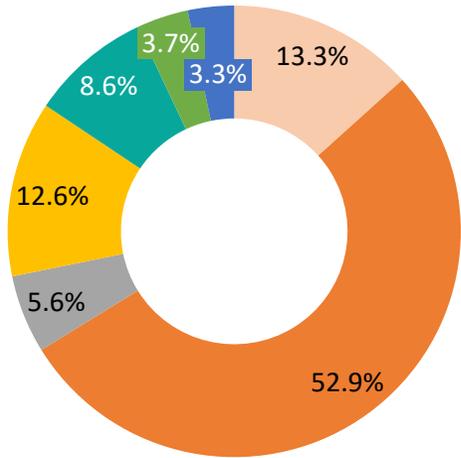
Q4 FY23 Performance Highlights

Revenue from Operations
Rs. 3,380 crores **18%**
 y-o-y

EBITDA
Rs. 413 crores **-38%**
 y-o-y

Profit After Tax
Rs. 259 crores **-40%**
 y-o-y

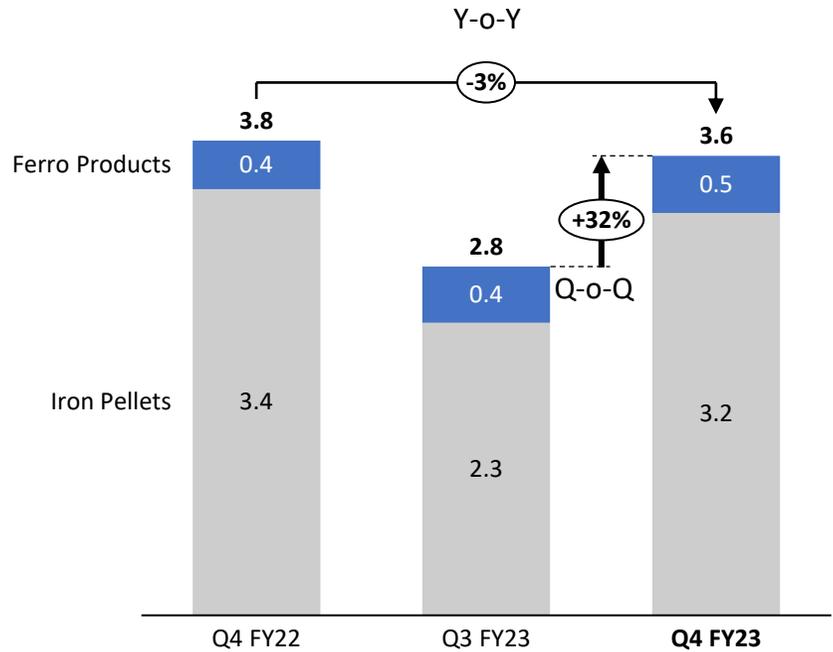
Revenue Breakup



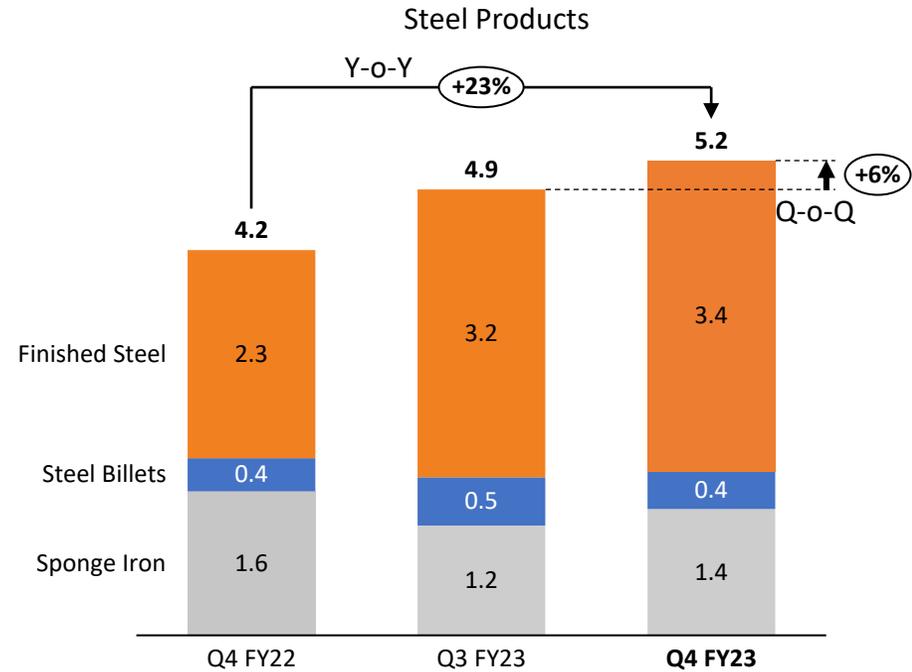
Steel Products
71%

- Ferro Alloys
- TMT, Structural and Pipes
- Steel Billets
- Sponge Iron
- Iron Pellets
- Aluminium Foil
- Others

Volumes (in lakh tonnes)



Volumes (in lakh tonnes)



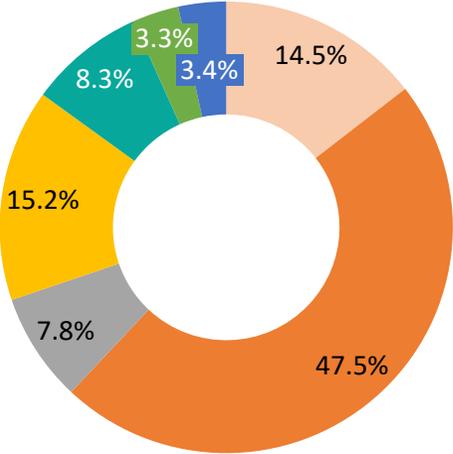
FY23 Performance Highlights

Revenue from Operations
Rs. 12,610 crores **21%**
 y-o-y

EBITDA
Rs. 1,486 crores **-43%**
 y-o-y

Profit After Tax
Rs. 848 crores **-51%**
 y-o-y

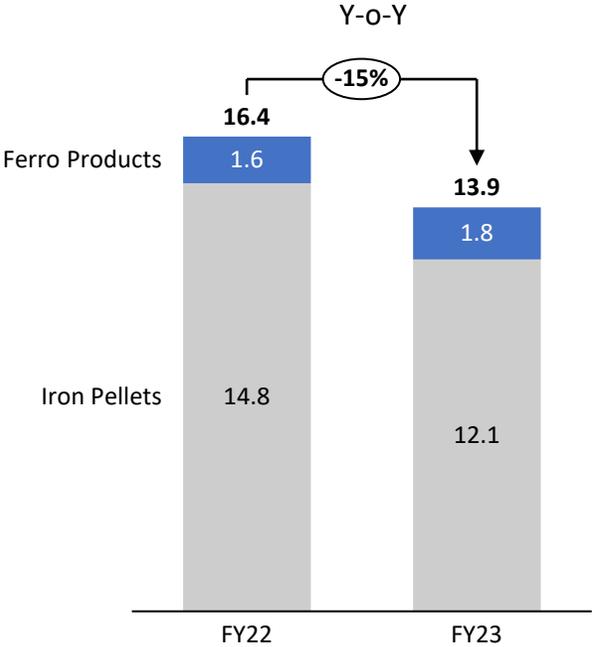
Revenue Breakup



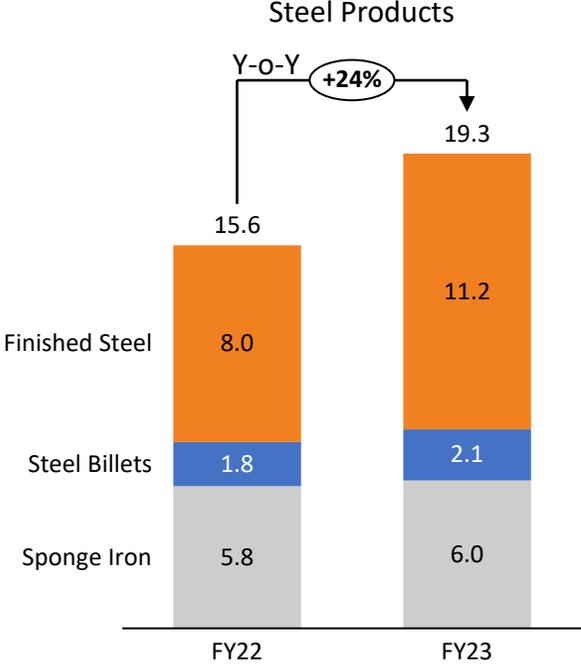
Steel Products
71%

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- Iron Pellets
- Aluminium Foil
- Others

Volumes (in lakh tonnes)

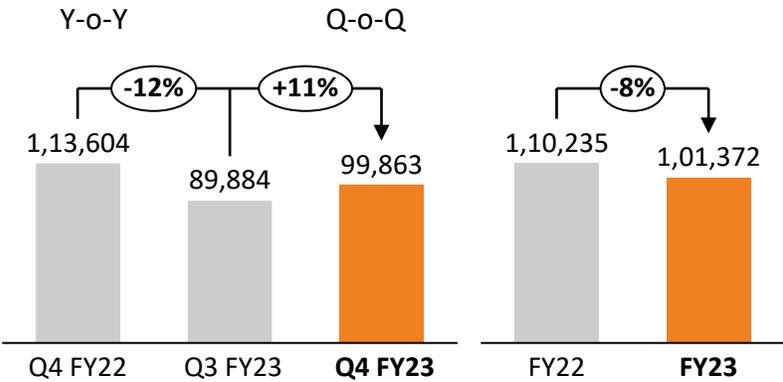


Volumes (in lakh tonnes)

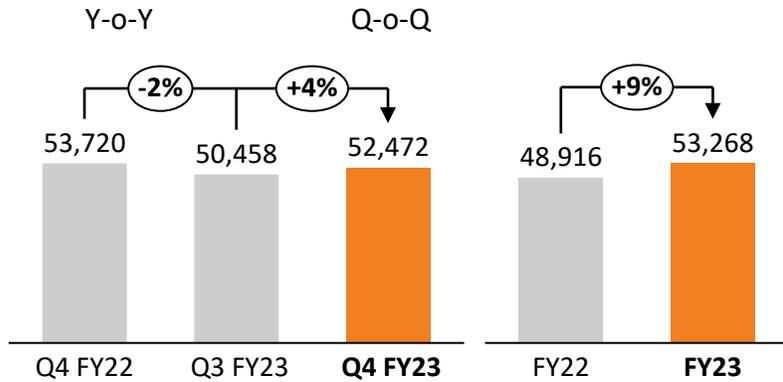


Per Tonne Realizations

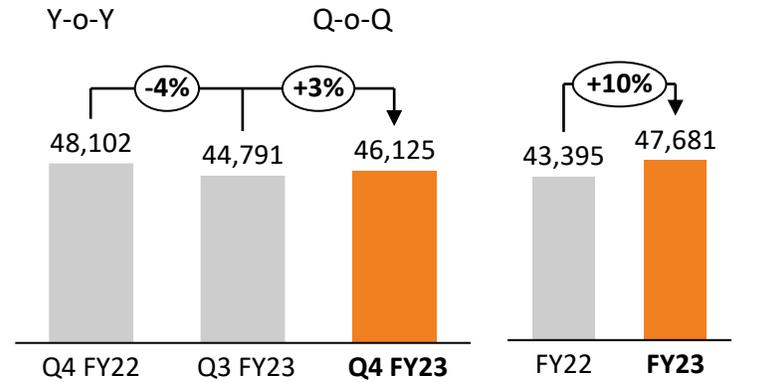
Ferro Products



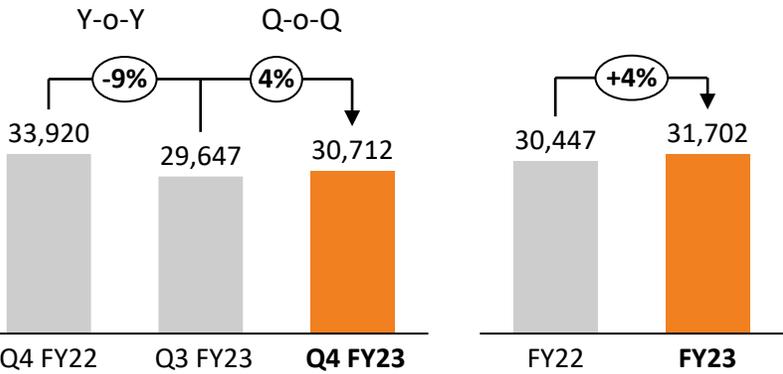
Finished Steel



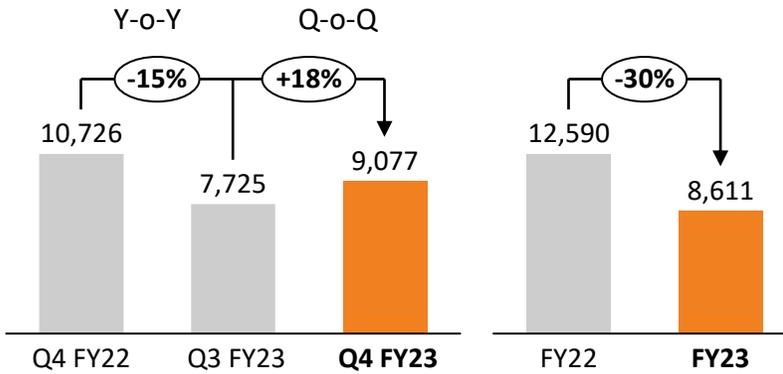
Steel Billets



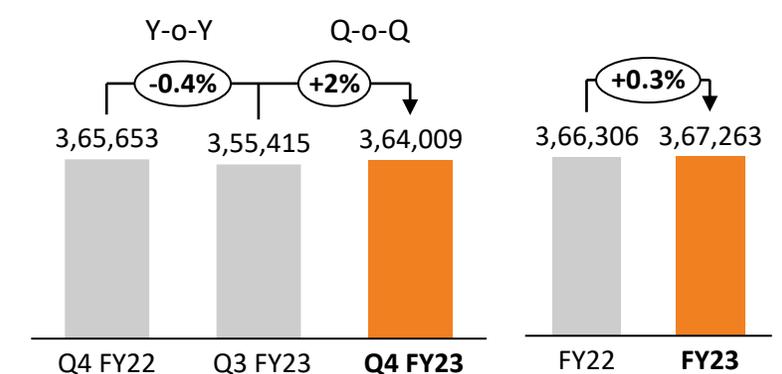
Sponge Iron



Iron Pellets



Aluminium Foil



Consolidated Profit & Loss Statement

Particulars (Rs. Crs.)	Q4FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	3,380.1	2,856.8	18%	2,921.7	16%	12,610.2	10,394.0	21%
Cost of Material Consumed	2525.16	1,795.3		2,080.3		8,916.3	6,460.9	
Purchase of Stock	2.4	8.1		174.5		292.6	32.5	
Change in Inventories	-100.41	-25.2		-110.2		-242.6	-180.9	
Total Raw Material	2,427.2	1,778.1		2,144.6		8,966.3	6,312.5	
Gross Margin	952.9	1,078.7		777.1		3,643.9	4,081.4	
Gross Margin (%)	28.2%	37.8%		26.6%		28.9%	39.3%	
Employee Expenses	97.6	65.4		86.1		345.2	246.6	
Other Expenses	441.9	350.2		468.8		1,812.9	1,235.1	
EBITDA	413.5	663.0	-38%	222.3	86%	1,485.9	2,599.9	-43%
EBITDA Margin (%)	12.2%	23.2%		7.6%		11.8%	25.0%	
Other Income	30.9	15.0		37.6		112.0	60.0	
Depreciation	125.9	90.8		132.0		463.1	272.4	
EBIT	318	587.3		127.8		1,134.8	2,387.3	
Finance Cost	38.6	6.1		32.8		93.1	23.2	
Share in Profit/(Loss) of Associate and JV	0.0	0.0		0.0		0.1	0.1	
Profit before Tax	279.9	581.2		95.0		1,041.8	2,364.3	
Tax	21.0	148.0		30.3		193.4	640.2	
Profit After Tax	258.9	433.2	-40%	64.8	300%	848.4	1,724.1	-51%
PAT Margin (%)	7.7%	15.2%		2.2%		6.8%	16.6%	
EPS (Rs)	10.15	17.00		2.54		33.26	68.91	

Blended EBITDA Per Ton : Q4 FY 23 – Rs 7,944 vs Q4 FY 22 – Rs 15,703 vs Q3 FY23 – 4,548 | FY23 – Rs 7,682 vs FY22 – Rs 16,664

Consolidated Balance Sheet

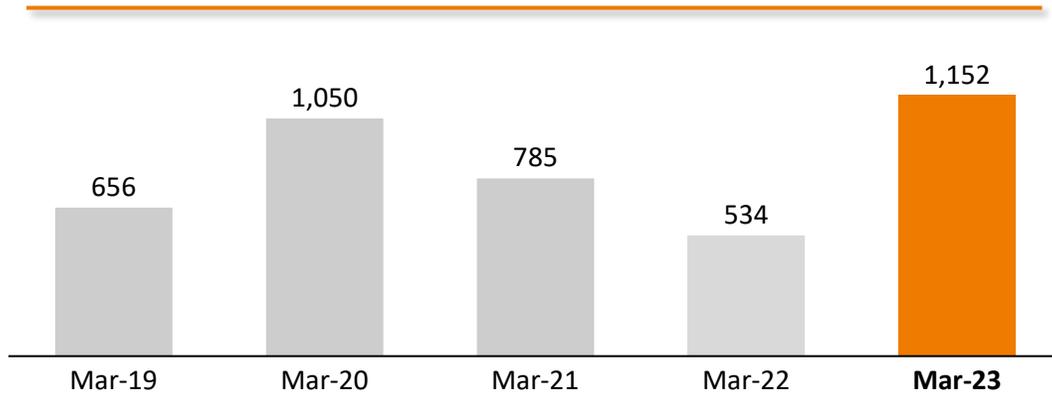
Particulars (Rs. Crs.)	Mar-23	Mar-22
Non - Current Assets		
Property, Plant and Equipment	2,867.8	2,383.5
Capital Work-in-Progress	2,768.9	768.3
Right-of-use Assets	76.4	66.1
Goodwill		
Other Intangible Assets	1.9	5.1
Equity Accounted Investment	931.5	350.3
Financial assets		
(i) Loans		
(ii) Other Financial Assets	28.5	39.0
Income Tax Assets (net)		
Other Non-Current Assets	212.5	139.2
Total Non - Current Assets	6,887.4	3,751.3
Current Assets		
Inventories	2,205.1	2,057.0
Financial assets		
(i) Investments	531.6	685.6
(ii) Trade Receivables	604.2	376.1
(iii) Cash and Cash Equivalents	74.8	91.90
(iv) Bank Balances other than (iii) above	97.1	234.0
(v) Loans	1.0	172.9
(vi) Other Financial Assets	86.8	105.8
Current Tax Asset	104.4	37.3
Other Current Asset	596.2	913.07
Total Current Assets	4,301.2	4,673.7
TOTAL ASSETS	11,188.7	8,425.0

Particulars (Rs. Crs.)	Mar-23	Mar-22
Equity Share Capital	255.1	255.1
Other Equity	*6,907.4	5,579.6
Total Equity	7,162.5	5,834.7
Non- Controlling Interest	385.62	3.99
Non - Current Liabilities		
Financial Liabilities		
(i) Borrowings	331.8	125.8
(ii) Other Financial Liabilities	31.8	12.4
(ii) Lease Liabilities	5.3	6.0
Provisions	20.2	14.0
Deferred Tax Liabilities, (net)	71.2	107.3
Other Non Current Liabilities	203.5	171.0
Total Non - Current Liabilities	663.8	436.5
Current Liabilities		
Financial Liabilities		
(i) Borrowings	820.0	407.9
(ii) Lease Liabilities	3.4	3.4
(iii) Trade Payables		
(a) total outstanding dues of MSME	14.6	7.8
(b) total outstanding dues of creditors other than MSME	1,510.8	1,186.1
(iv) Other Financial Liabilities	312.1	200.3
Other Current Liabilities	237.9	304.4
Provisions	1.7	29.8
Current Tax Liabilities (net)	76.4	10.2
Total Current Liabilities	2,976.8	2,149.8
Total Equity and Liabilities	11,188.7	8425.0

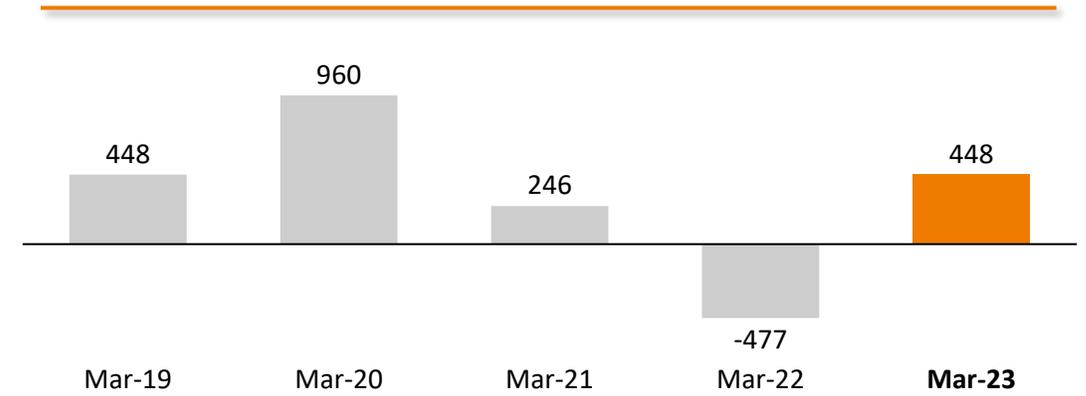
While considering Net-worth the Capital Reserve for FY23 for Rs. 934.11 Crores has been reduced and Rs.364.53 Crores on account of capital reserves has been reduced for FY22.

Strong Debt Profile

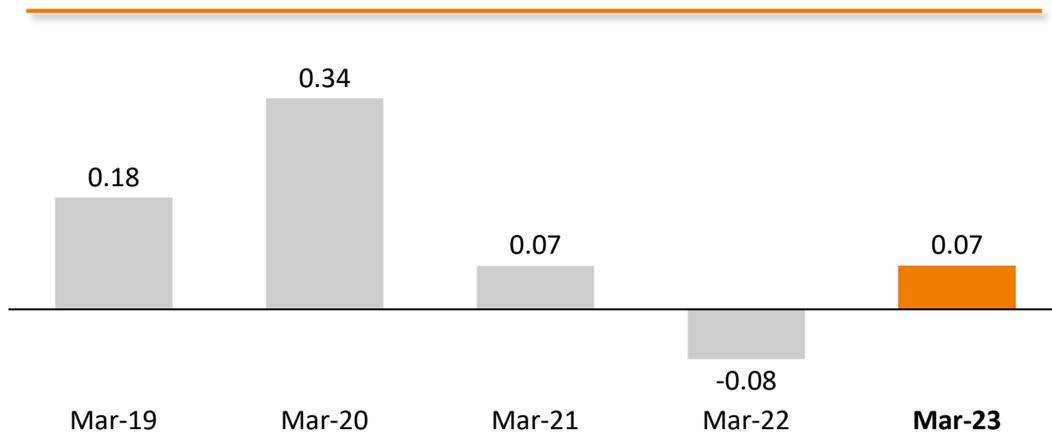
Gross Debt (Rs. Crs.)*



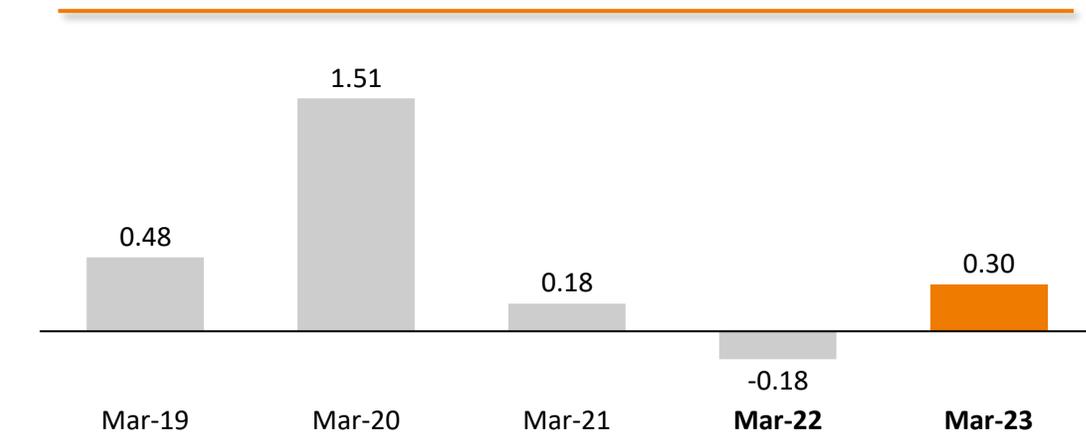
Net Debt (Rs. Crs.)



Net Debt / Equity



Net Debt / EBITDA



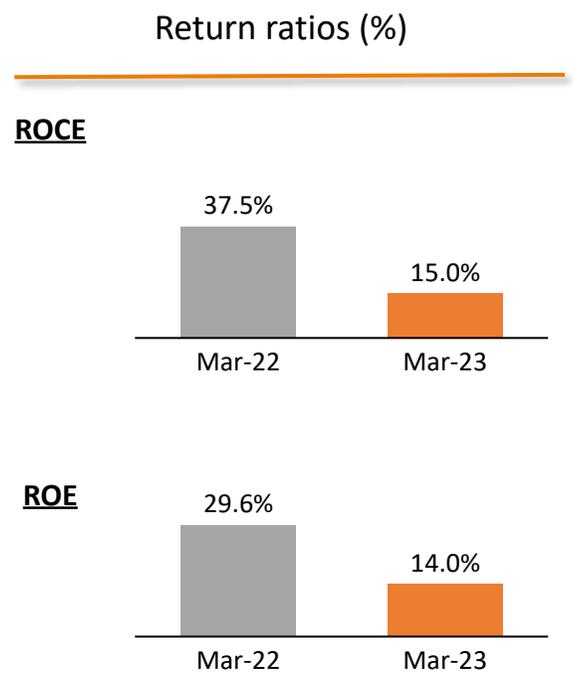
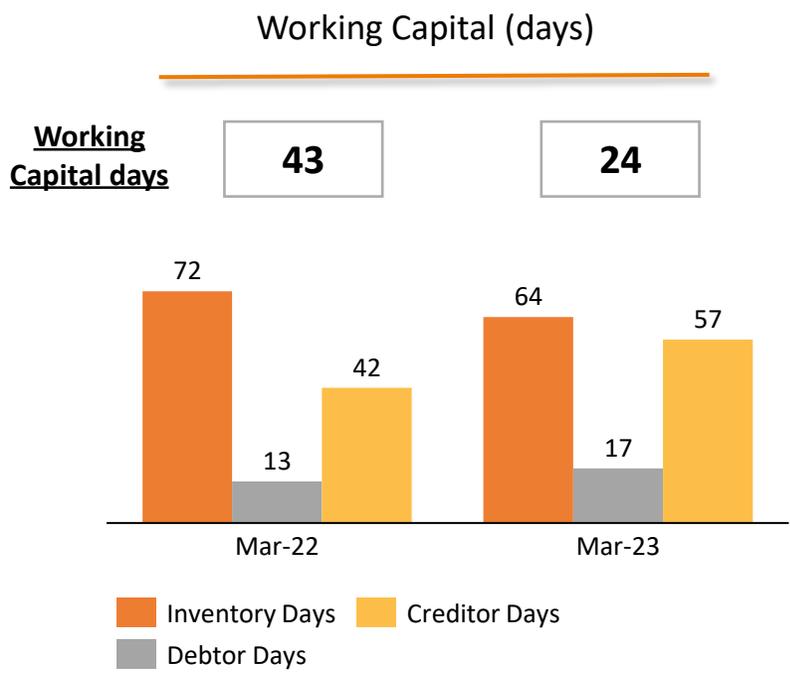
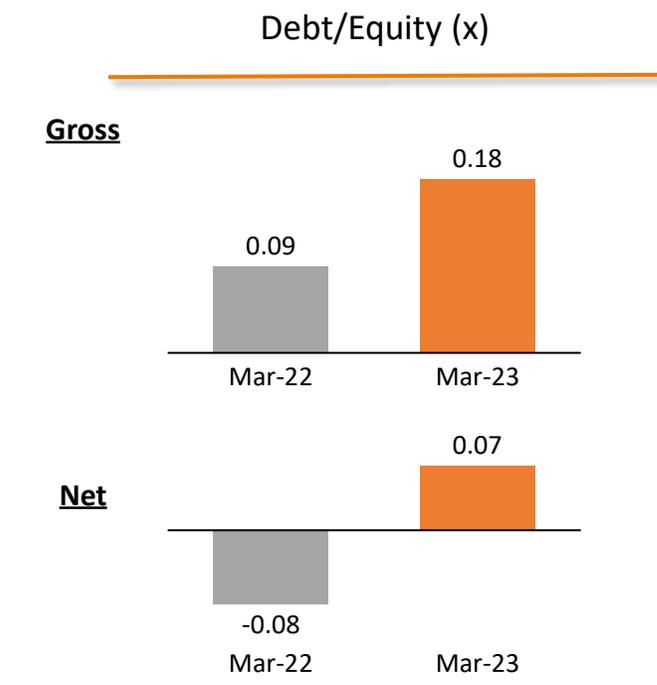
* Mar-23: Includes Rs 201.1 Cr of debt taken by minority/ JV partner for Ramsarup

Strong Balance Sheet – Flexibility of Growth

0.18x
Gross Debt / Equity
 (as of 31st March 2023)
One of Lowest Gearing amongst competitors*

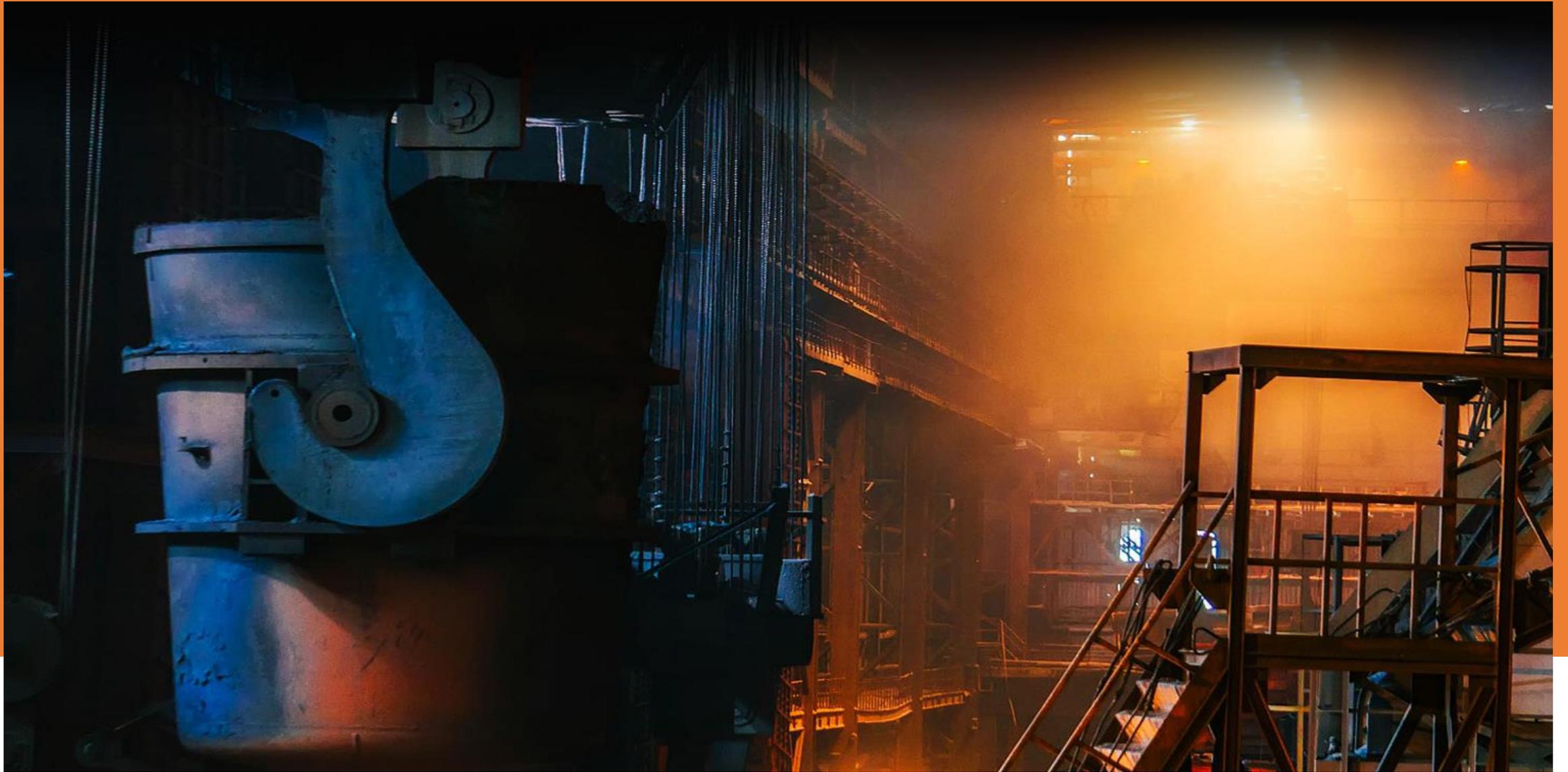
Internal Operating Efficiency led to significant reduction in **Working capital requirements**

Conservatively Leveraged
 +
Disciplined Capital Allocation strategy
 =
Better Return Metrics



Strong Balance Sheet to support Capex, Growth and Business Cycles

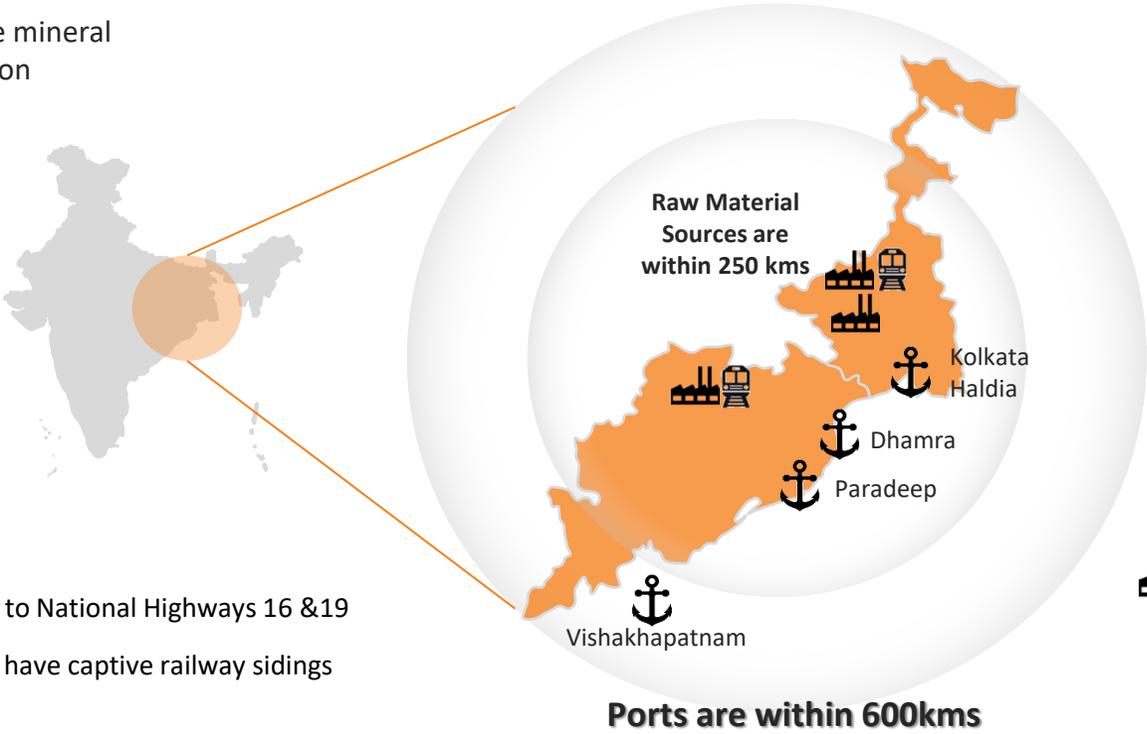
*Crisil Report



Annexure

Strategically Located - Supported by Infrastructure

Strategically located in the mineral rich East Indian region



~800+ dealers & distributors stock and sell the finished products across 27 states and 1 Union Territory

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

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

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

Brownfield expansion with...



Jamuria Plant



Sambalpur Plant

Railway Siding
Captive Power Plants
Captive Water Reservoir

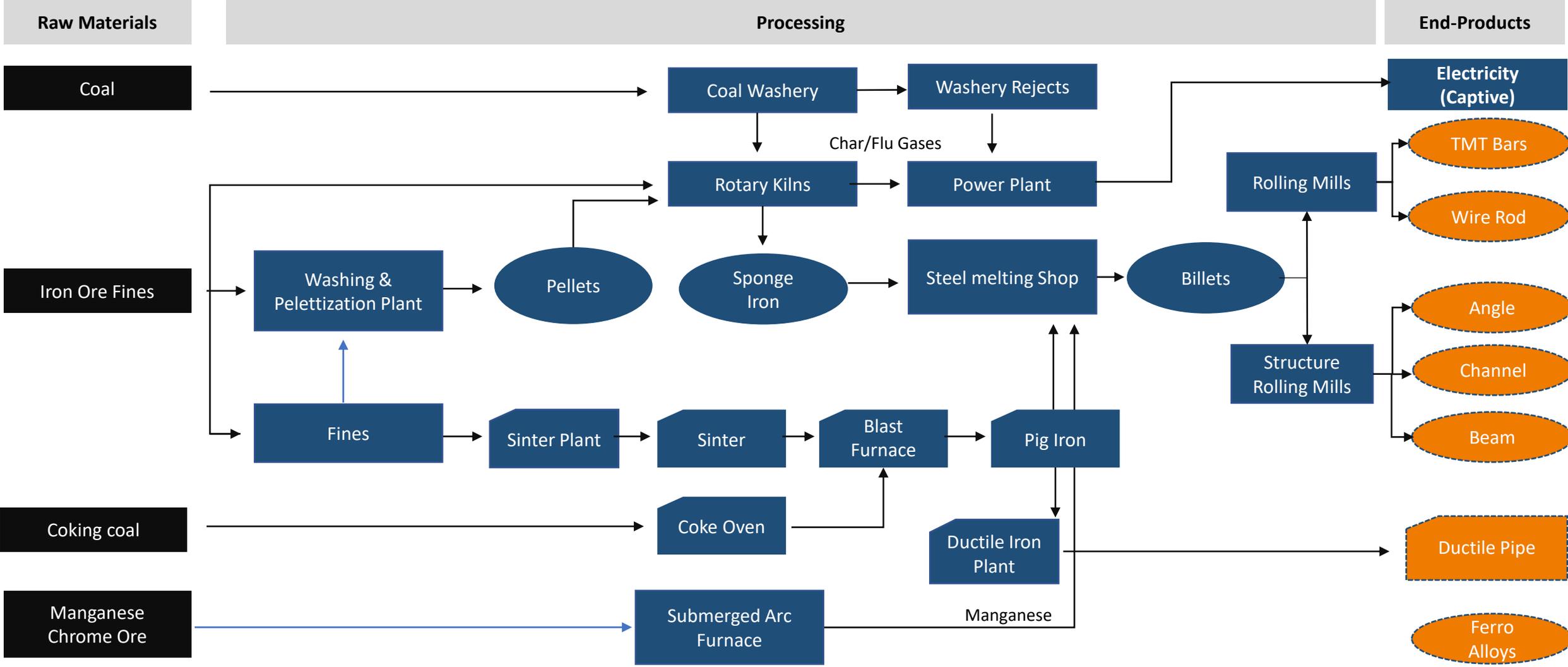
We have 1 manufacturing plant located in Sambalpur, Odisha and 1 manufacturing in Jamuria, West Bengal with aggregate installed capacity of 12.73 MTPA comprising of intermediate and final products.

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**

Integrated operations across the steel value chain



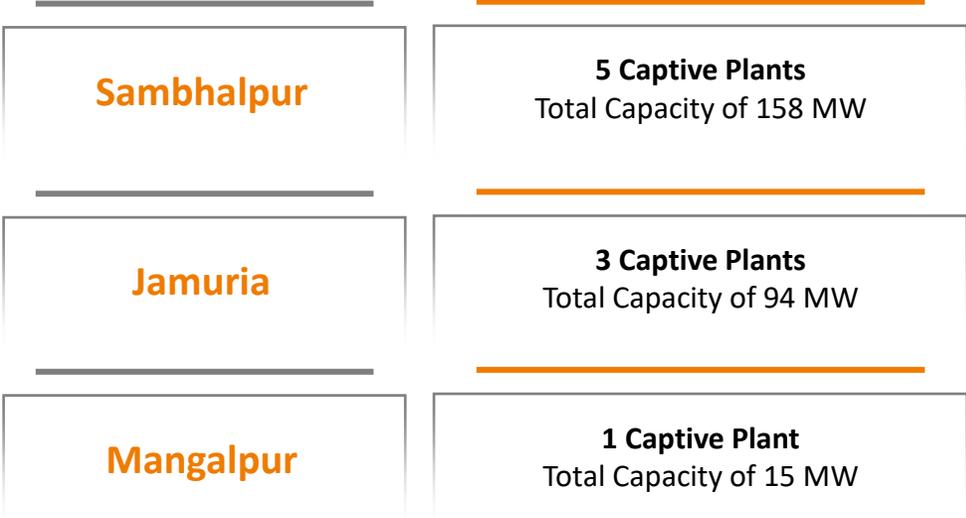
Detailed Plant Wise Capacities* – Existing

Product –Wise Capacity (MTPA)	Pandoli, Odisha	Jamuraia, West Bengal	Mangalpur, West Bengal	TOTAL (MTPA)
Iron Pellets	3	3		6
Ferro Alloys	0.11	0.07	0.04	0.22
DRI (Direct Reduced Iron)	1.16	1.32	0.06	2.54
Billets	0.87	1.14		2.07
TMT, WDM, SRM	0.92	1.05		1.97
Captive Power	158 MW	94 MW	15 MW	267 MW

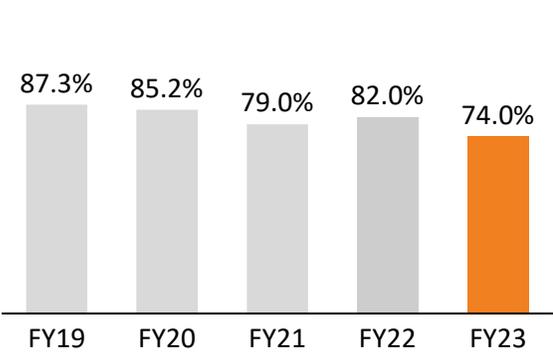
(*Capacities as of February 14th 2023)

Captive Power: ~ 74%

- 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 *



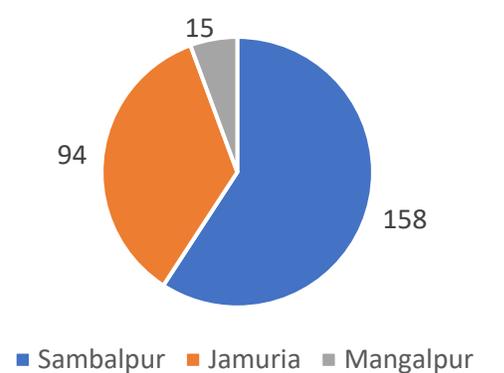
Captive Power to Total Power Consumed



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

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"

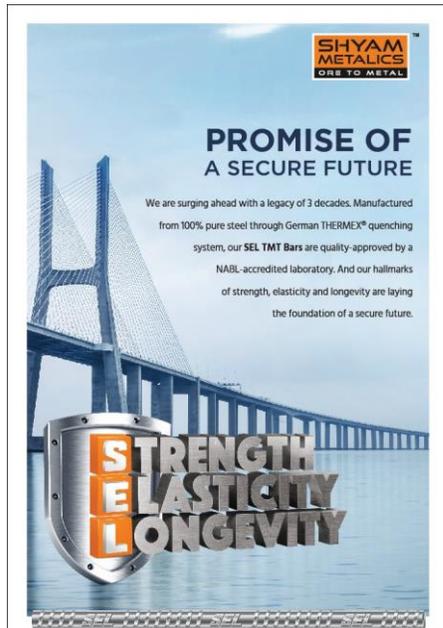
STRUCTURE

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

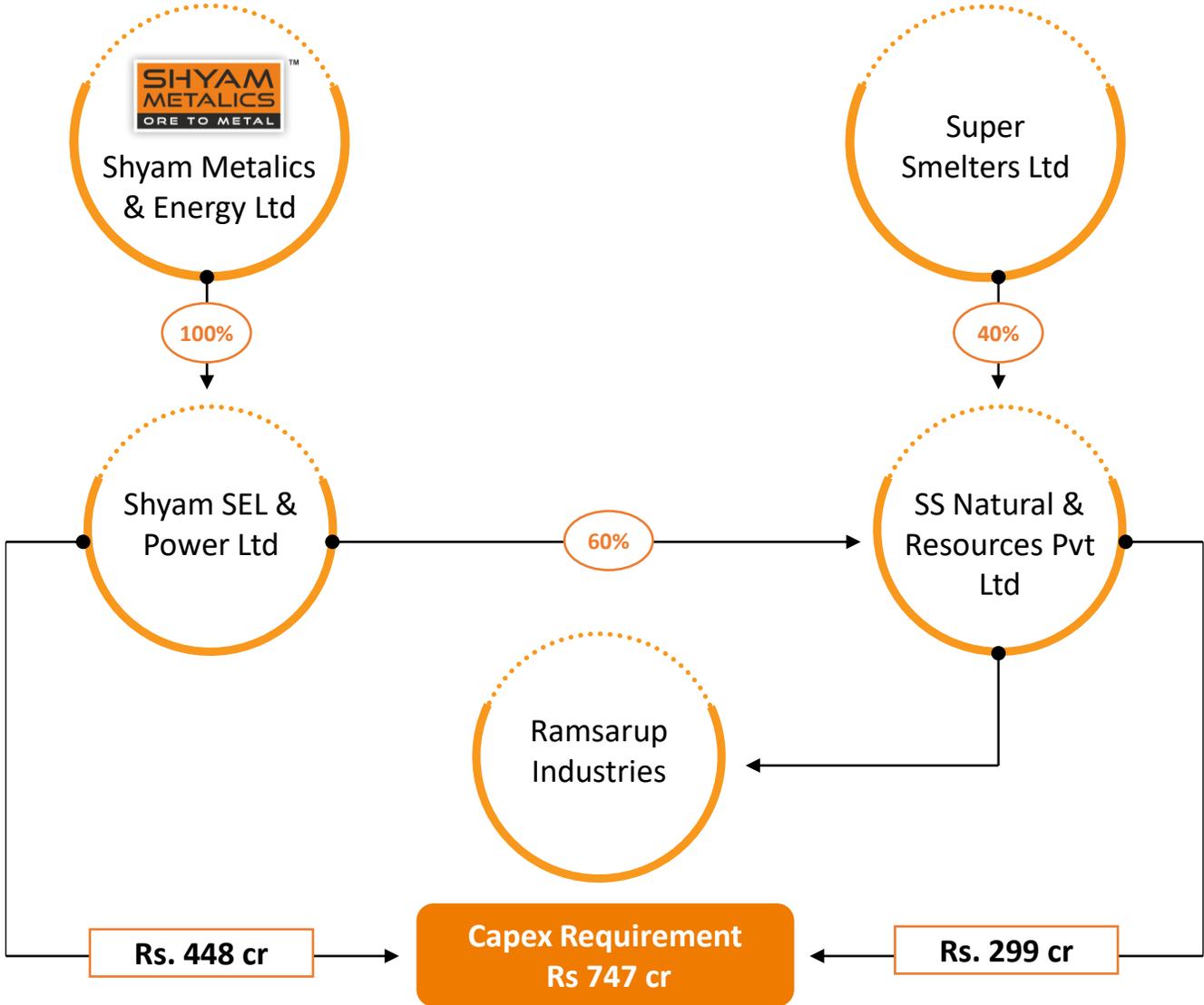
WIRE RODS

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

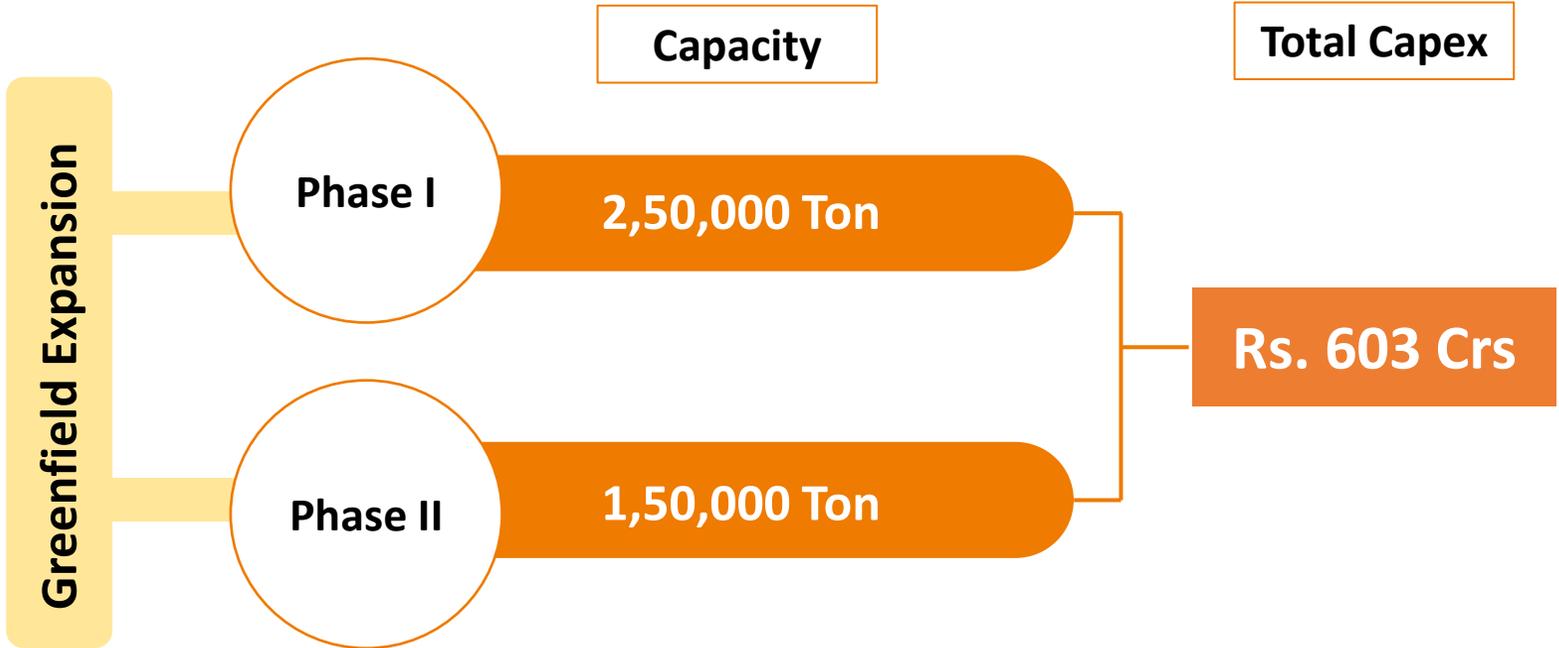


M&A: Ramsarup Industries



- 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

CSR Initiatives

Sustainability



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

Rural Health



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

Skill Development



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

Rural Education



- Free Coaching Center for Economic backward Section
- Computer Training Center at Dhasna village
- SHYAM Scholarship for Meritorious students of Economic Backwards

Sports Promotion



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

Social Infrastructure Development



- Temples
- Village Sanitation
- Village Handicrafts – Skill development
- Gau Daan (Care for Animals)

Thank You



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