

Securing tomorrow with today's strength

Investor PresentationNovember 2022



Safe Harbor



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Key Updates for Q2 & H1 FY23



Strengthening Brand





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

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 th march 2022	Post implementati on capacity	Already implemented after proposed in IPO	Aggregate implemented capacities as on 30th 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	<u>-</u>	-	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	<u>-</u>	-	0.6	Iron Making
Sub-Total		1.39	2.12	-	3.5	0.72	2.11	1.39	HOII WAKING
Billet Plant	MTPA	0.89	1.11	-	2.01	0.58	1.47	0.54	Liquid Steel
TMT, Structural Products, Wire Rods & Pipes	МТРА	0.82	1.25	-	2.07	0.65	1.47	0.6	Liquid Steel
Ductile Pipe Plant	MTPA	-	0.2	-	0.2	-	-	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	5.93	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.



Company Overview

Shyam Metalics at a Glance





8.86 MTPA

Combined Production Capacity

~72% of power

sourced from Captive

14,592

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



- 27%: Revenue Growth in H1 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



~72% of power sourced from Captive Power Plants at 2.48 Rs./Kwh3 in H1 FY23, while Grid Power costs 5-7 Rs./Kwh4



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





CRISIL AA

(Stable)
Long Term Bank Facilities

CRISIL A1+

(Stable)
Short Term Bank Facilities

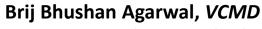
Eminent Promoters & Management





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 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



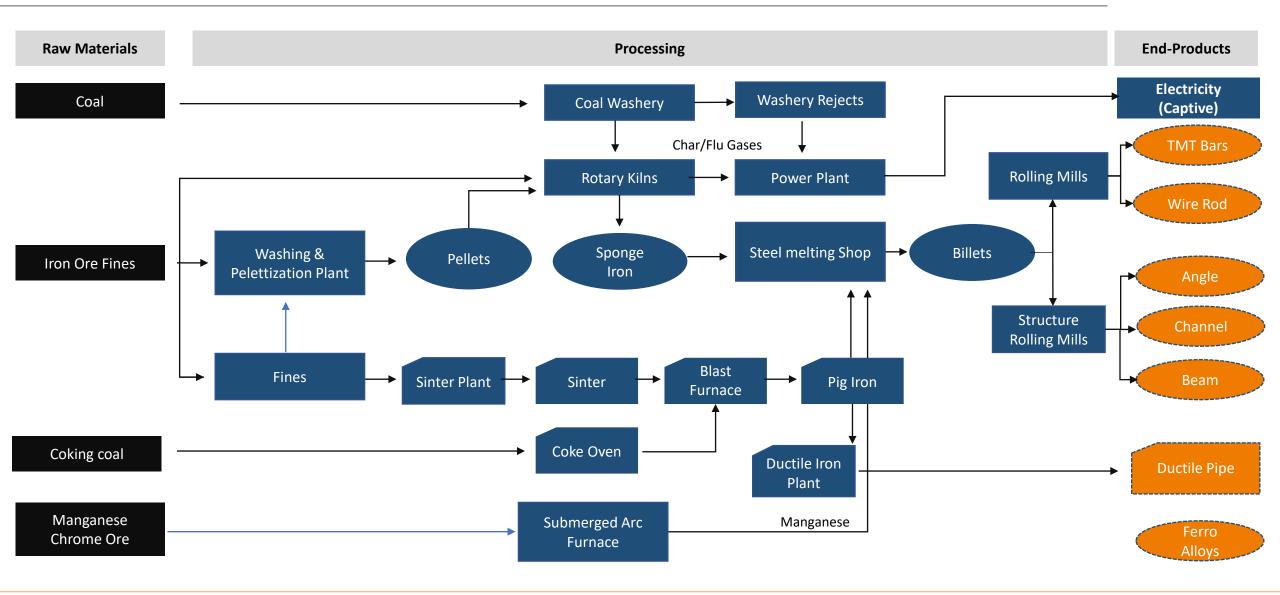
Value Propositions





Integrated operations across the steel value chain





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 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

Brownfield expansion leading to
Lowest Capex in the Industry

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

(*Capacities as of 20th Oct, 2022)

Current Capacities Across Steel Life Cycle







Liquid Steel

DRI 2.11 MTPA (Direct Reduced Iron)

Iron Making

SMS 1.47 MTPA (Steel Melting Shop)

Finished Steel

1.47 MTPA

WRM 0.92 MTPA (Wire Rod & Wire Draw Mill)

TMT 0.32 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



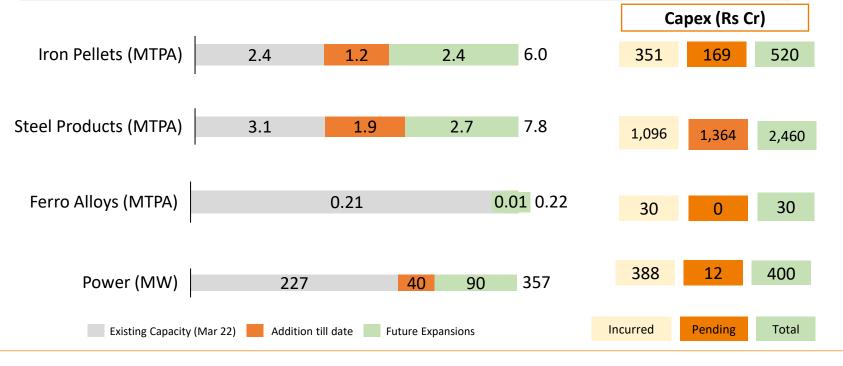




...Lowest Capex compared to the Industry



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

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	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	THE STATE OF THE S	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	
Ex		Ferro Alloys	0.21	0.21	0.21	0.21		0.21	
		Captive Power (MW)	164	227	227	267		267	
		Aluminium Foil				40,000 TPA		40,000 TPA	
		Coke Oven		Prop	osed Capacity of 450,000 T	PA .			
New roducts		Blast Furnace		Prop	osed Capacity of 600,000 T	⁻ PA			
Ne Prod	Ductile Iron Pipes		Proposed capacity of 200,000 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



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

~68%

Revenue Contribution in H1 FY23

Huge Export Potential



Countries

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

33%

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

52%

Ferro Chrome Ferro Manganese and Silico Manganese Products **15**%

Aluminum Foil Products

We are preferred suppliers to large corporations like

Norecom

POSCO Intl Corp

World Metals & Alloys (FZC)

TRAXYS North America LLC

J M Global Resources

9% **Export Contribution to** Revenues in Q2 FY23

DMCC

% of Products Exported is for Q2 FY23

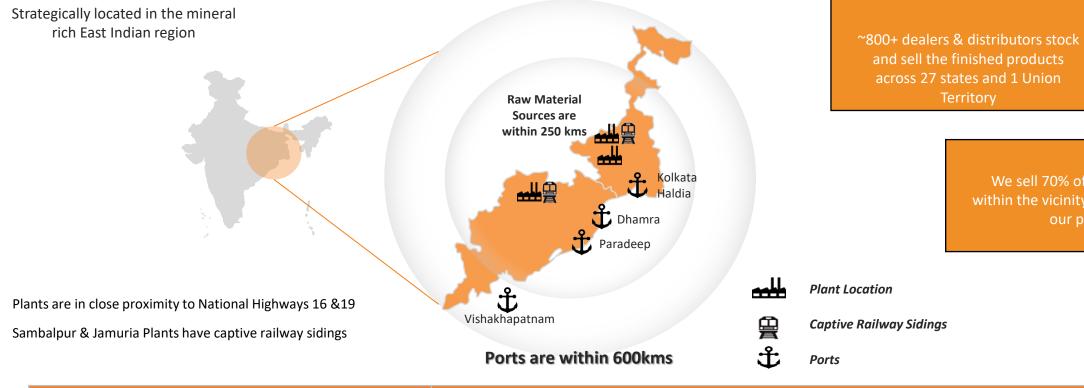
Strategically Located - Supported by Infrastructure



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

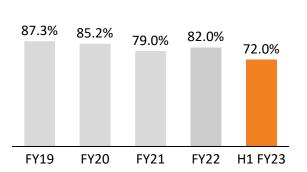
Lowest Cost Captive Power



- 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 Sambhalpur Jamuria 3 Captive Plants Total Capacity of 94 MW Mangalpur 1 Captive Plant Total Capacity of 15 MW

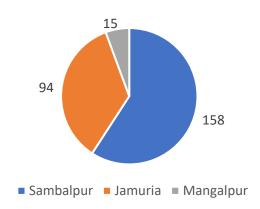
Captive Power to Total Power Consumed







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

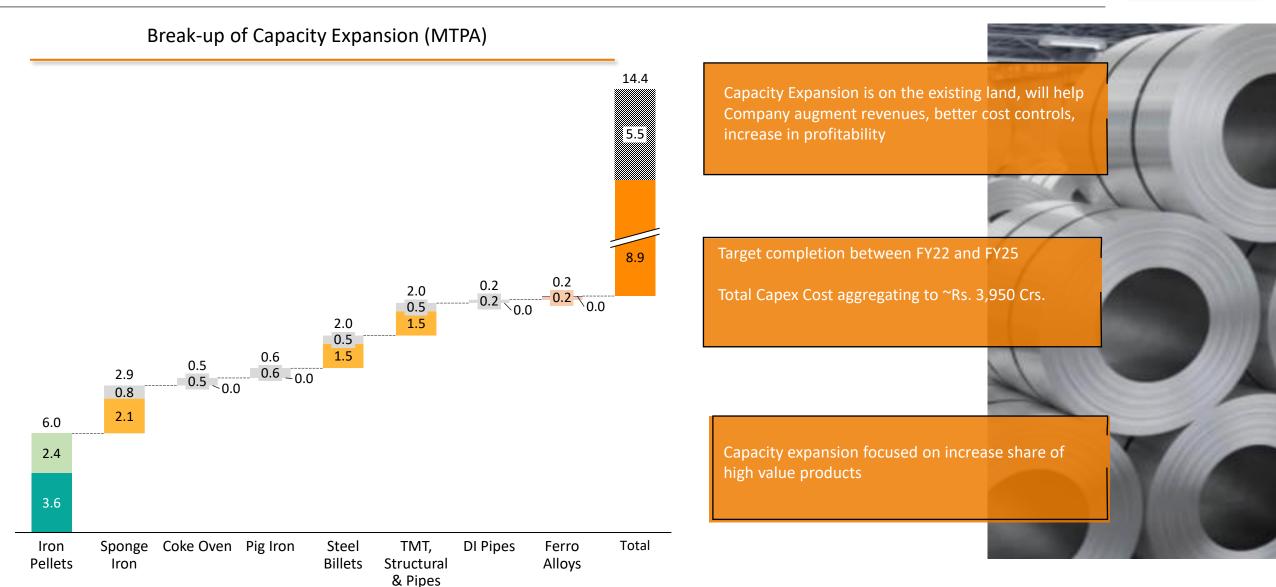
Fly ash bricks are also known for being highly durable, less permeable and environment-friendly as they are manufactured from waste materials that generate from the combustion of coal in thermal power plants.



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

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**

RENOIR CONSULTING









Partners





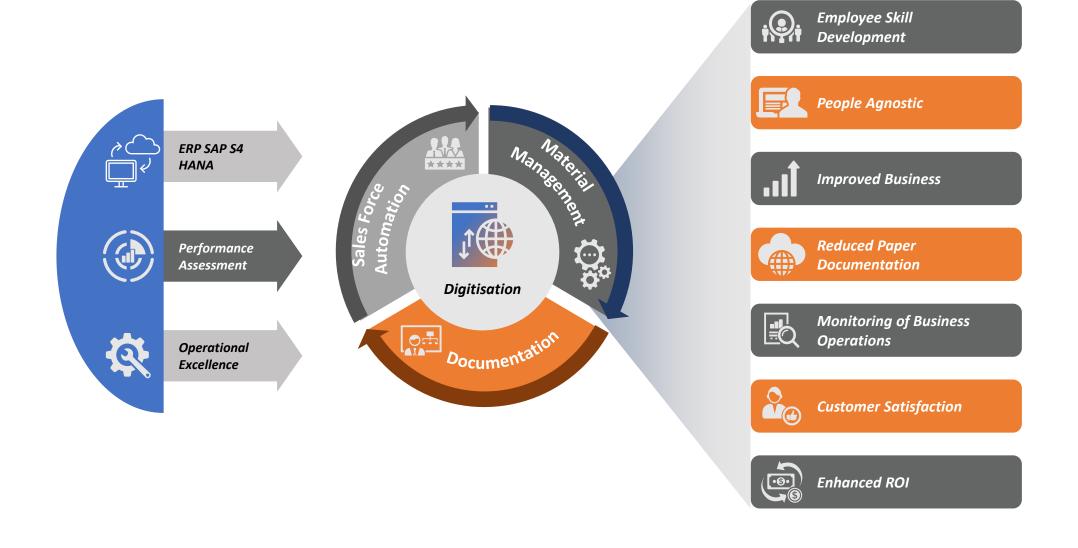


GoSales



Impact of IT Initiatives







SUSTAINABLE GALS DEVELOPMENT GALS



17 GOALS TO TRANSFORM OUR WORLD







































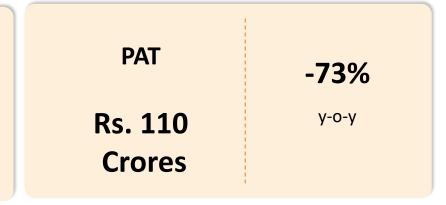
Q2 & H1 FY23 Financial Performance

Performance Highlights



Q2 FY23

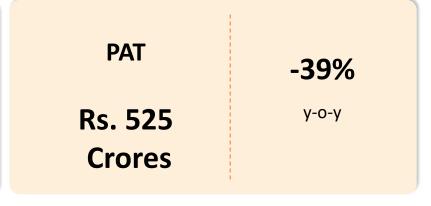




H1 FY23

Revenue	27%
Rs. 6,308 Crores	у-о-у

EBITDA	-35%
Rs. 850 Crores	у-о-у



Q2 FY23 Performance Highlights



Revenue from Operations
Rs. 3,085 crores

24%
y-o-y

EBITDA

Rs. 243 crores

-61%

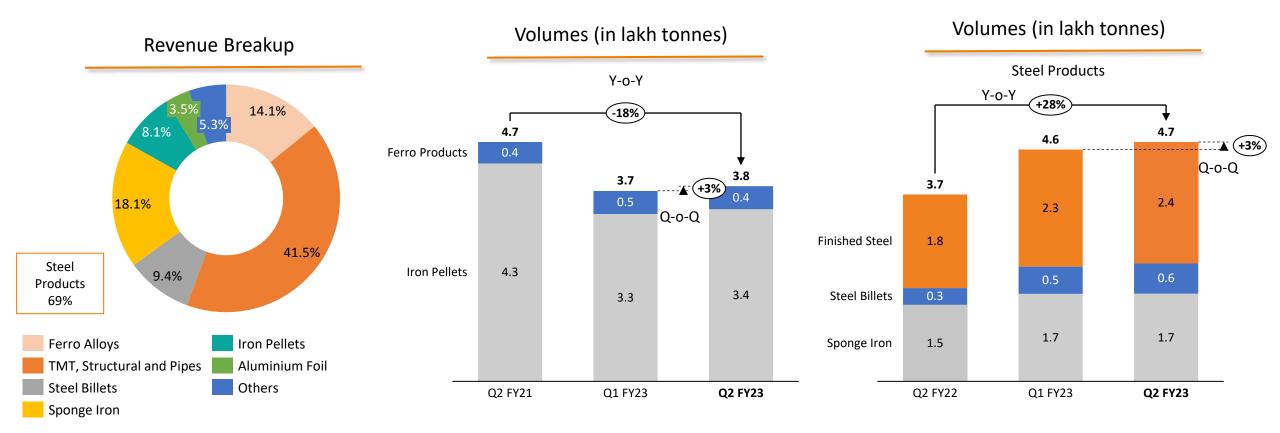
y-o-y

Profit After Tax

Rs. 110 crores

-74%

y-o-y



H1 FY23 Performance Highlights



Revenue from Operations
Rs. 6,308 crores

27%
y-o-y

EBITDA

Rs. 850 crores

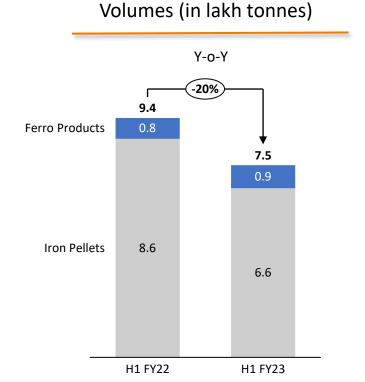
-35%
y-o-y

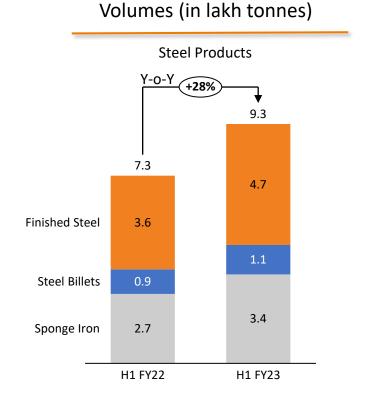
Profit After Tax

Rs. 525 crores

-39%
y-o-y

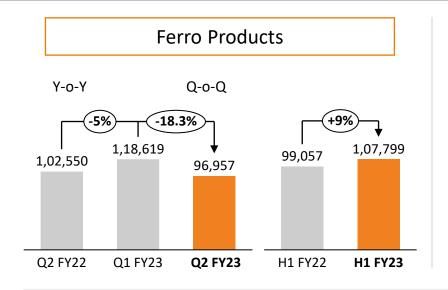
Revenue Breakup 15.4% 17.9% 41.3% Steel 8.9% **Products** 68% Ferro Alloys Iron Pellets TMT, Structural and Pipes Aluminium Foil **Steel Billets** Others Sponge Iron

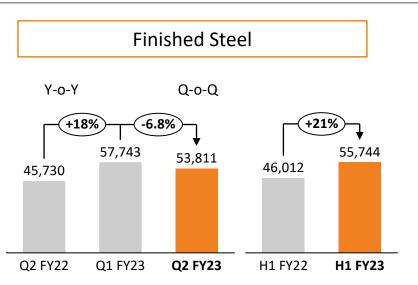


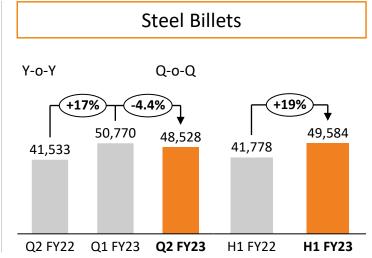


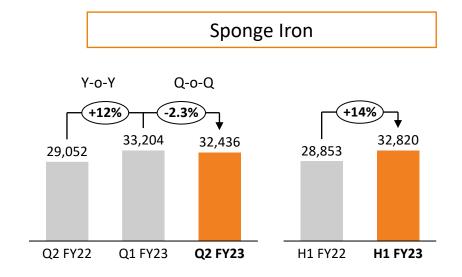
Per Tonne Realizations

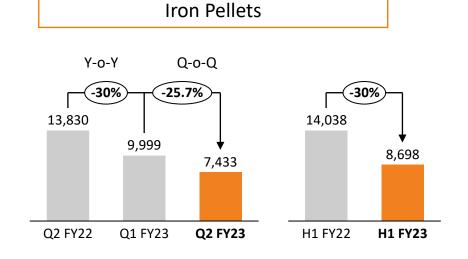












Consolidated Profit & Loss Statement



Particulars (Rs. Crs.)	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

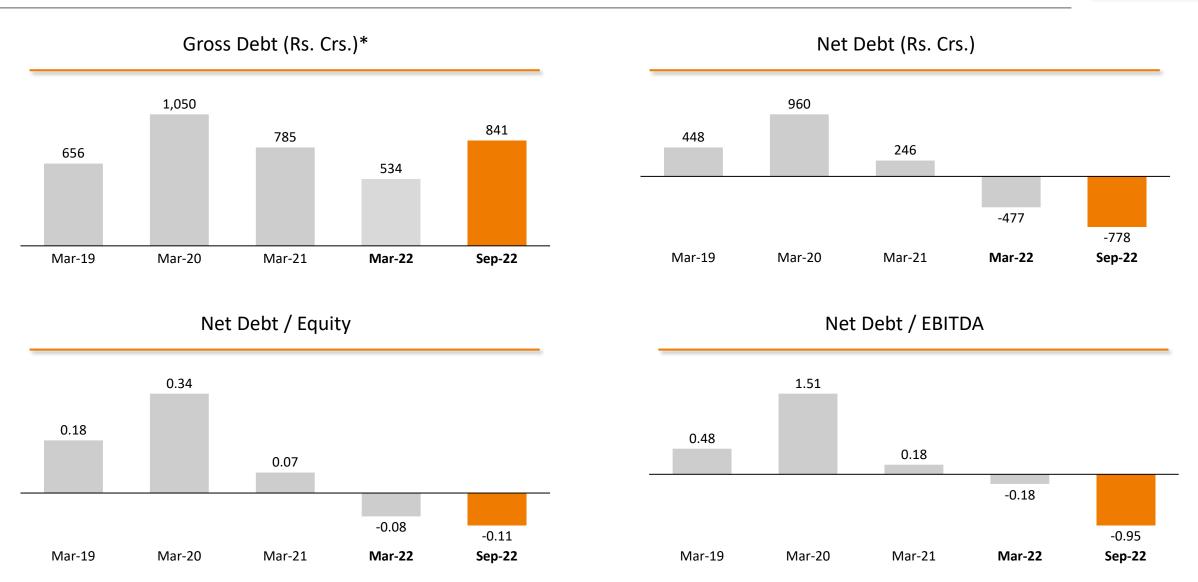


Particulars (Rs. Crs.)	Sep-22	Mar-22
ASSETS		
Non - Current Assets		
a) Property, Plant and Equipment	2,572.2	2,383.5
b) Right-of-use assets	70.3	768.3
c) Capital work-in-progress	2,470.7	66.1
d) Intangible Assets	3.4	
e) Intangible Assets under Development	-	5.1
f) Investment in associates/ JV	1.7	350.3
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





Strong Balance Sheet – Flexibility of Growth

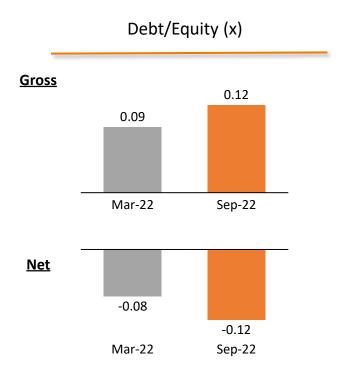


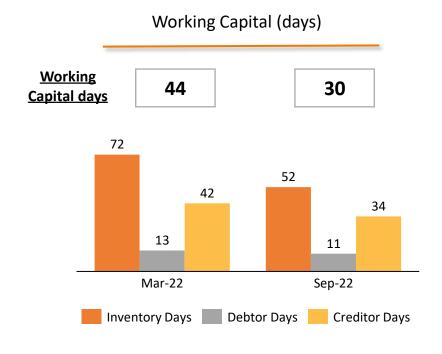


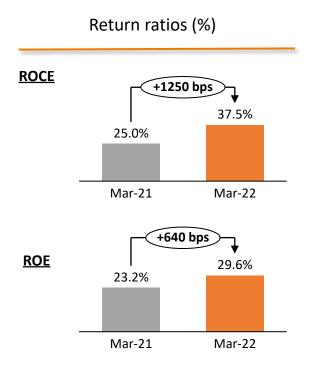
Internal Operating Efficiency led to significant reduction in Working capital requirements

Conservatively Leveraged

+
Disciplined Capital Allocation strategy
=
Better Return Metrics







Strong Balance Sheet to support Capex, Growth and Business Cycles

*Crisil Report

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



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