



SMEL/SE/2023-24/94

January 30, 2024

The Secretary,

Listing Department, BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street, Mumbai 400 001

Maharashtra, India

Scrip Code: **543299**

The Manager – Listing Department

National Stock Exchange of India Limited

"Exchange Plaza", 5th Floor, Plot No. C/1, G-Block, Bandra-Kurla Complex, Bandra (East), Mumbai

400 051, Maharashtra, India

Symbol: SHYAMMETL

Dear Sir/Madam,

Sub: Investors Presentation - Financial Results of 3rd Quarter (2023-24)

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with applicable Schedules thereof, Please find attached the Investors Presentation w.r.t the Financial Results of 3rd Quarter (2023-24).

This is for your information and record.

Thanking You,

For Shyam Metalics and Energy Limited

Birendra Kumar Jain

Company Secretary

OUR BRANDS:

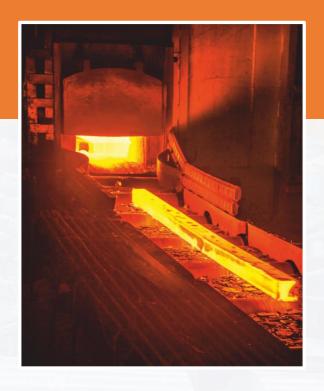


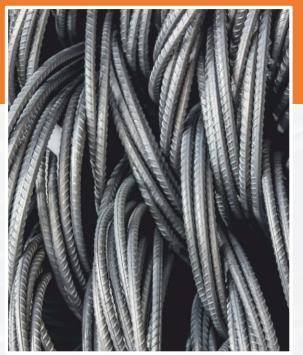




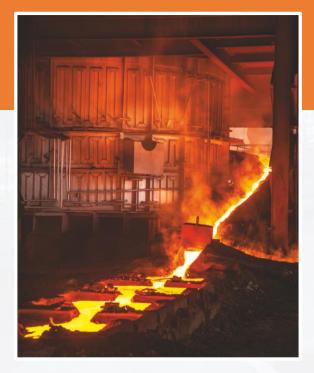


SHYAM METALICS AND ENERGY LIMITED











Securing tomorrow with today's strength

Investor Presentation January 2024

Safe Harbor



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Company Overview

Shyam Metalics at a Glance





13.2 MTPA

Combined Production Capacity

~77% of power

sourced from Captive

15,141

Employee Strength

AA

CRISIL Credit Rating



- 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



- 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



- 3.9% Revenue growth in 9M FY24 YoY
- PAT Positive since commencement of operations in 2005



- 0.04x Net Debt / Equity as of Sept 2023
- One of Lowest Gearing amongst competitors



~77% of power sourced from Captive Power Plants at Rs. 2.42 /Kwh in 9M FY24, while Avg Grid Power costs for 9M FY24 Rs. 5.71 /Kwh



 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 on a transformational journey and contributing significantly in growth path of the company.



Sanjay Kumar Agarwal, Joint Managing Director

- Holds a bachelor's degree in commerce, with honours, from University of Kolkata with 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.



Brij Bhushan Agarwal, Vice Chairman & Managing Director

- 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.



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.



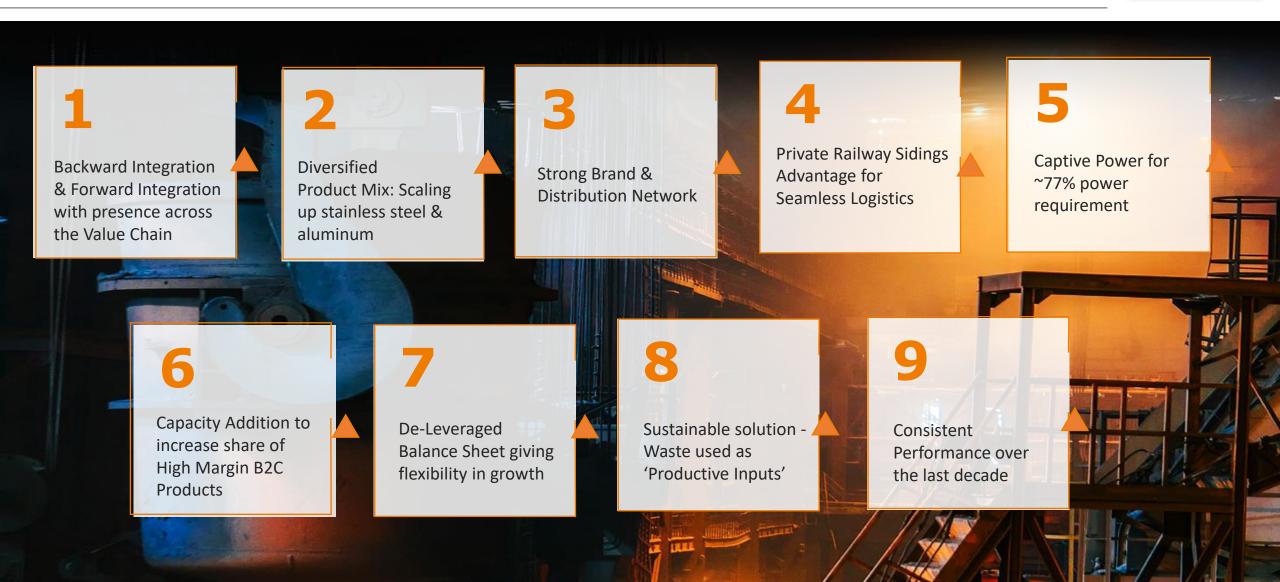
Sheetij Agarwal, Head - Strategy & Business Development

- Bachelor of Science in Business Administration from D'Amore Mckim School of Business, Northeastern University
- Overlooks and spearheads strategy & Business Development at Shyam Metalics and Energy Limited.

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





Key Updates for Q3 FY24



Capex & Operational Update



- Successful completion of the acquisition of Mittal Corp Limited by wholly-owned subsidiary,
 Shyam Sel and Power Limited positioning the company as a comprehensive solution provider for stainless steel requirements
- Capex incurred till 9M FY24: Rs. 4,334 crores resulting in capacity expansion, enhanced product portfolio and cost efficiencies
- Foray into battery-grade aluminium foil, a critical component in lithium-ion cells. Capability of manufacturing battery-grade aluminum foil with thickness ranging from 12-micron to 20-micron.

Financial Performance



- Q3 FY24: Revenue: Rs. 3,315 cr, Operating EBITDA: Rs. 407 cr, EBITDA: Rs. 447 cr, PAT: Rs. 126 cr*
- 9M FY24: Revenue: Rs. 9,589 cr, Operating EBITDA: Rs. 1,128 cr, EBITDA: Rs. 1,236 cr PAT: Rs. 810 cr

Updates

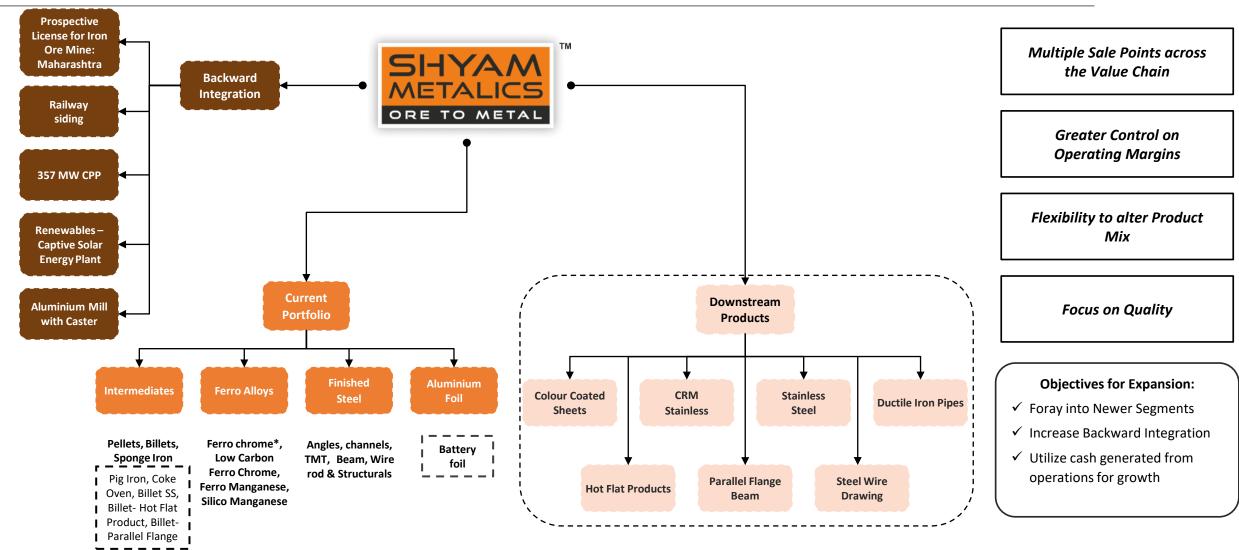


• Successfully raised Rs. 1,385 crores through Qualified Institutional Placement.

Driving Integration of Multi-Product Metals Portfolio

Upcoming Projects





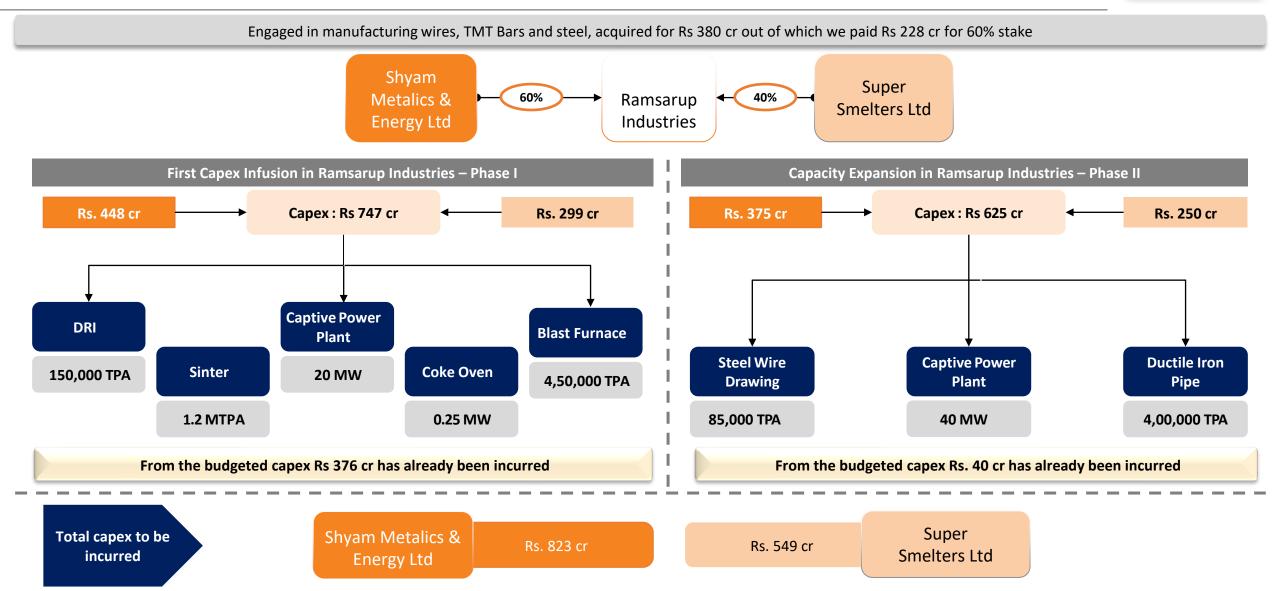
Expansion with strong focus on value added products



Integration has enabled greater control on the operating margins									
Capacity (MTPA)		FY21	FY22	FY23	9M FY24	Post Expansion	Capacity (MTP	Capacity (MTPA)	
	Iron Pellet	2.40	3.60	4.80	6.00	6.00		Beneficiation	3.0
	Sponge Iron	1.39	2.11	2.54	2.90	4.10		Coke Oven*	0.7
	Billets	0.89	0.94	1.69	2.01	2.41		Pig Iron	1.05
	TMT, Structural Steel, Wire Rods & Pipes	0.82	0.90	1.97	2.07	2.07		Ductile Iron Pipes Parallel Flange	0.6
	Speciality Alloys	0.21	0.21	0.22	0.22	0.24		Beam Colour Coated	0.4
	Captive Power (MW)	227	267	267	357	597		Sheets Steel Wire	0.4
	Renewable Power (MW)	5	5	9	9	109	*A sinter plant of :	Drawing ———————————————————————————————————	
	Stainless Steel Billet	-	-	-	0.12	0.75			
	Stainless Steel Finished Steel	-	-	-	0.15	0.85			
	Aluminium Foil	-	0.04	0.04	0.04	0.04		Installed Capacity	Future Capacity after expansion

Capacity Expansion through Inorganic Route – Ramsarup Industries





Forays into Stainless Steel (SS) through Acquisition of Mittal Corp



Mittal Corp Industries Overview



Leading Player in Stainless Steel Flats (200 series and 400 Series) in India



Paid acquisition cost of Rs. 351 cr.



2 Manufacturing units at Pithampur, Madhya Pradesh with ~17 Acres of land



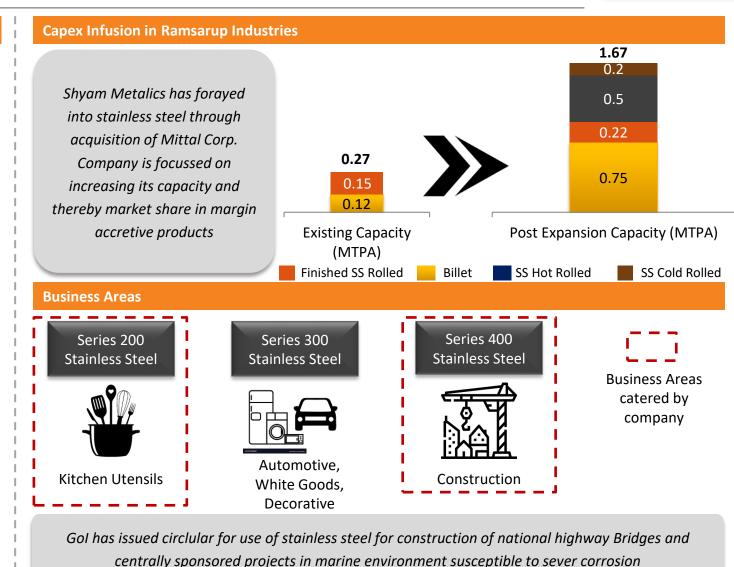
Manufacturing plant is developed by **Italian player Danieli**



- 0.15 MTPA Installed Capacity for finished stainless steel
- 0.12 MTPA Installed Capacity for stainless steel billets



20 Tonne Induction Furnace



Note: Acquisition completed in Oct'23

Aluminium Foil Plant







Aluminium Plant – Pakuria , West Bengal & Giridih, Jharkhand

One of the largest aluminium foil manufacturer in India, plant 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

Q3 FY24 update: volume growth of 19.6% QoQ basis

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



Current Projects Overview

Projects Pending Installation and Status of Cost Incurred of Carbon Steel



Capacity (Million MTPA)	Capacities to be Commissioned (in Mn Tonnes)	Budgeted Capex (Rs. Cr)	Capex incurred till 31 st Dec (Rs Cr)	Pending Capex (Rs Cr)
Benefication Plant	3.0	300	-	300
Sponge Iron	1.20	425	49	376
Blast Furnace	1.05	974	658	316
Coke Oven	0.70	670	381	289
Billets (heavy structural mill)	0.40	110	-	110
Parallel Flange Beams	0.4	240	1	239
TMT, Structural Steel, Wire Rods & Pipes	0.09	45	-	45
Color coated Sheet	0.4	603	207	396
DI Pipe	0.6	600	3	597
Solar Plant (MW)	100	450	-	450
Captive Power (MW)	240	815	171	644
Railway Siding (No. of lines)	4	180	91	89
Total (A)		5,412	1,561	3,851

^{*}For some projects the company has incurred excess costs aggregating to Rs 91 cr

Projects Pending Installation and Status of Cost Incurred for Others



Capacity (Million MTPA)	Capacities to be Commissioned (in Mn Tonnes)	Budgeted Capex (Rs. Cr)	Capex incurred till 31 st Dec (Rs Cr)	Pending Capex (Rs Cr)
Billet Stainless Steel	0.13	130	21	109
Billet Slabs for Flat products	0.5	220	-	220
Hot flat products	0.5	550	2	548
CRM Stainless Steel	0.2	150	-	150
Battery foil plant	0.005	25	-	25
Ferro Alloys	0.024	60	-	60
Aluminium Mill with caster	0.01	75	-	75
Oxygen plant		93	25	68
Total (B)		1,303	48	1,255
Total (A+B)		6,715	1,609	5,106

Out of the above, contribution of Rs. 549 cr is on account of Joint Venture partner in RIL

Current Capacities Across Carbon Steel Life Cycle







DRI 2.90 MTPA (Direct Reduced Iron)

Iron Making

SMS 2.01 MTPA (Steel Melting Shop)

Liquid Steel

Finished Steel

2.07 MTPA

WRM 0.92 MTPA (Wire Rod & Wire Draw Mill)

TMT 0.92 MTPA

Structurals 0.20 MTPA

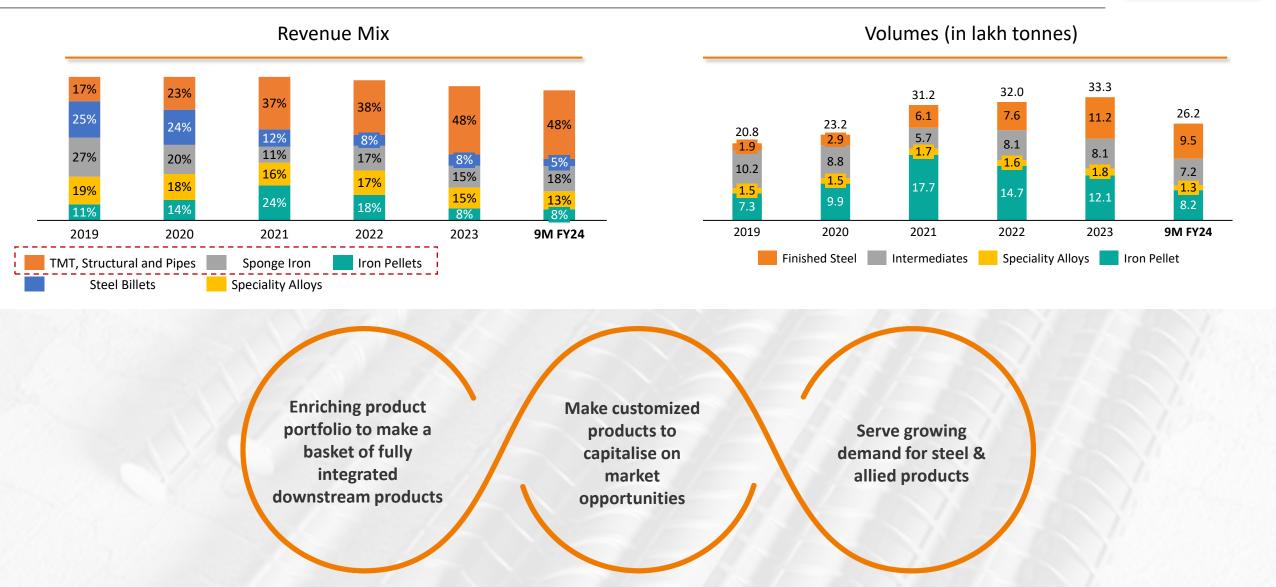
Pipe Mill 0.03 MTA





Higher Contribution of Finished Steel Products





Export Opportunities



17

Countries

Exports to countries like USA, Japan, Korea, Italy, Nepal, Bangladesh 41%

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

41%

Ferro Chrome Ferro Manganese and Silico Manganese Products Aluminum Foil Products

18%

10%

Export Contribution to Revenue in 9M FY24

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 FY24



Q3 & 9M FY24 Financial Performance

Performance Highlights



Q3 FY24

Revenue	
Rs. 3,315	14%
Crores	y-o-y

Operating EBITDA Rs. 407 Crores	83% y-o-y
EBITDA	72%
Rs. 447	у-о-у
Crores	, - ,

PAT	
Rs. 126	94%
Crores*	y-o-y

9M FY24

Revenue	
Rs. 9,589 Crores	4%
crores	у-о-у

Operating EBITDA Rs. 1,128 Crores	5% y-o-y
EBITDA Rs. 1,236 Crores	7% y-o-y

PAT	
Rs. 810	37%
Crores	y-o-y

Consolidated Profit & Loss Statement



Particulars (Rs. Crs.)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	3,315.3	2,921.7	13.5%	2,940.7	12.7%	9,589.0	9,230.1	3.9%
Cost of Material Consumed	2,505.0	2,080.3		2,159.7		7,097.8	6,391.2	
Purchases of stock in trade	0.02	174.5		0.7		4.2	290.2	
Change in Inventories of Finished goods & Work in Progress	-117.2	-110.2		-63.7		-220.2	-142.2	
Total Raw Material	2,387.9	2,144.6		2,096.7		6,881.9	6,539.1	
Gross Profit	927.4	777.1	19.3%	844.0	9.9%	2,707.2	2,691.0	0.6%
Gross Profit Margin (%)	28.0%	26.6%		28.7%		28.2%	29.2%	
Employee Expenses	102.8	86.1		97.6		302.2	247.6	
Other Expenses	417.2	468.8		439.2		1,276.6	1,371.0	
Operating EBITDA	407.4	222.0	83.3%	307.1	32.6%	1,128.3	1,072.4	5.2%
Operating EBITDA Margin (%)	12.3%	7.6%		10.4%		11.8%	11.6%	
Other Income	39.9	37.6		38.2		107.9	81.2	
EBITDA	447.3	259.6		345.3		1,236.2	1,153.6	
Depreciation	182.1	132.0		176.5		516.7	337.2	
EBIT	265.2	127.8	107.5%	168.8	57.1%	719.6	816.4	-11.9%
Finance Cost	39.6	32.8		35.4		111.7	54.5	
Exceptional Items/Share from Associates	0.0	0.0		0.0		0.1	0.1	
Profit before Tax	225.6	95.0		133.4		608.0	761.9	
Tax	99.8	30.3		-348.6		-201.7	172.4	
Profit After Tax	125.8	64.8	94.2%	481.9	-73.9%	809.7	589.5	37.3%
PAT Margin (%)	3.8%	2.2%		16.4%		8.4%	6.4%	
EPS (As per Profit after Tax)	4.9	2.5		18.9		31.7	23.1	

Blended Operating EBITDA Per Ton: Q3 FY24 - Rs. 6,314 vs Q3 FY23 - Rs 4,547 vs Q2 FY24 - Rs 6,036 | 9M FY24 - Rs 6,745 vs 9M FY23 - Rs 7,585

Q3 FY24 Performance Highlights



Revenue from Operations

Rs. 3,315 crores

Operating EBITDA

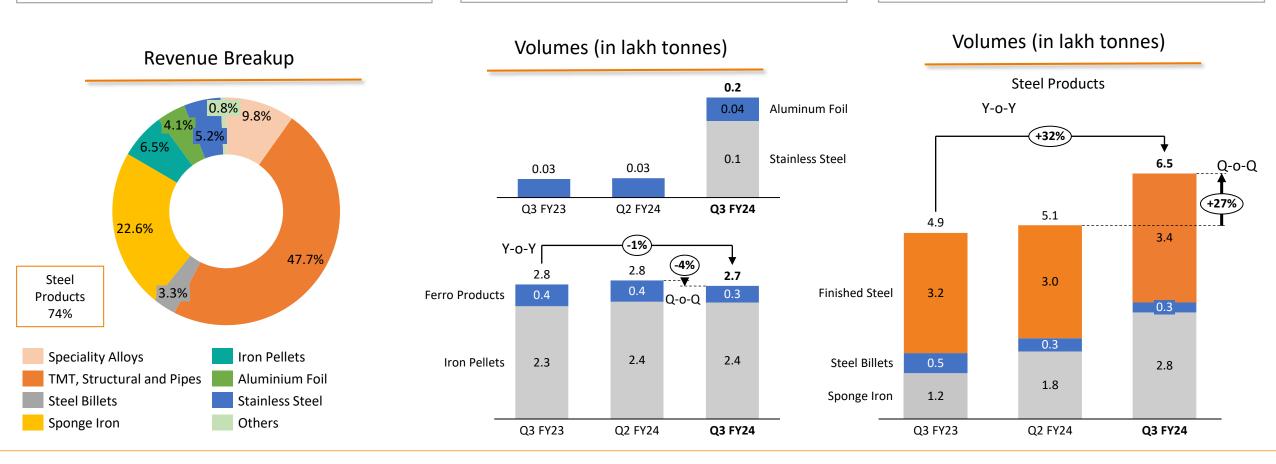
Rs. 407 crores

Rs. 447 crores

EBITDA

Profit After Tax

Rs. 126 crores*



^{*}PAT has been considered after the deferred tax charge which has arised out of credit in Q2 FY24 for future benefits of tax on account of merger of Mittal Corp Ltd.

9M FY24 Performance Highlights



Revenue from Operations

Rs. 9,589 crores

Operating EBITDA

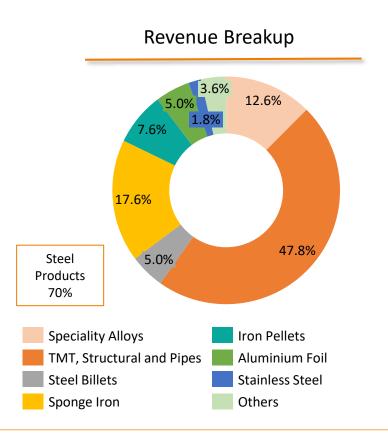
Rs. 1,128 crores

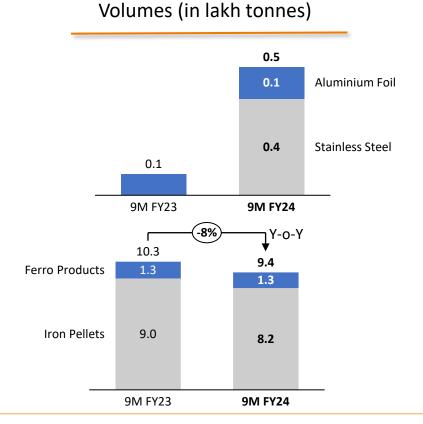
Rs. 1,236 crores

EBITDA

Profit After Tax

Rs. 810 crores

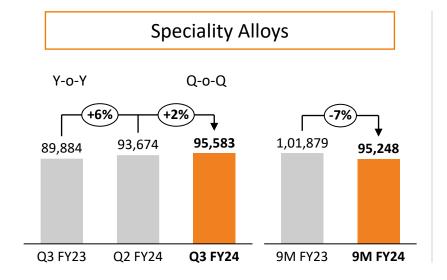


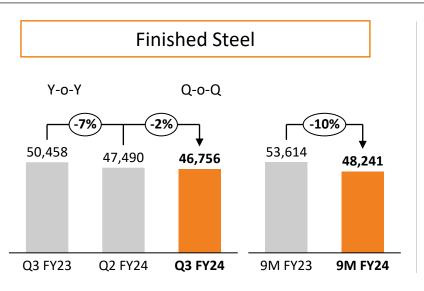


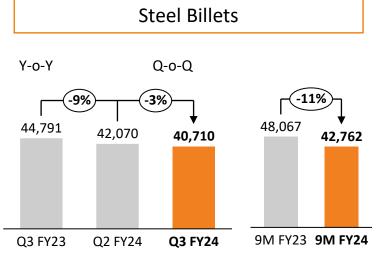
Volumes (in lakh tonnes) **Steel Products** Y-o-Y +18% 16.7 14.1 9.5 Finished Steel 7.8 1.1 Steel Billets 1.7 6.1 Sponge Iron 4.6 9M FY23 **9M FY24**

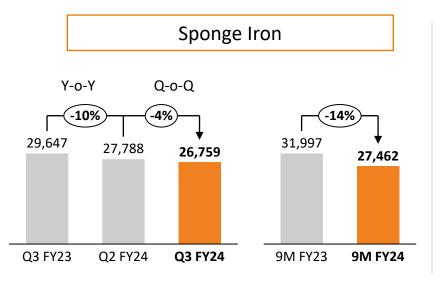
Per Tonne Realizations

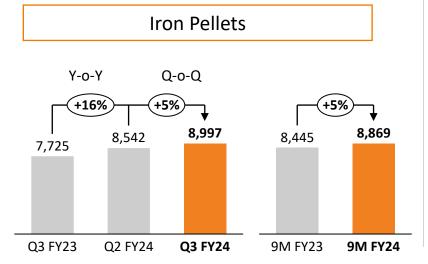


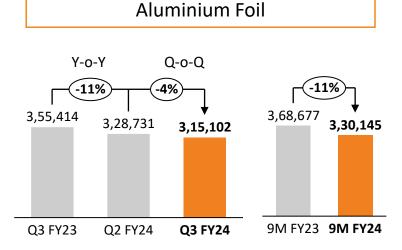






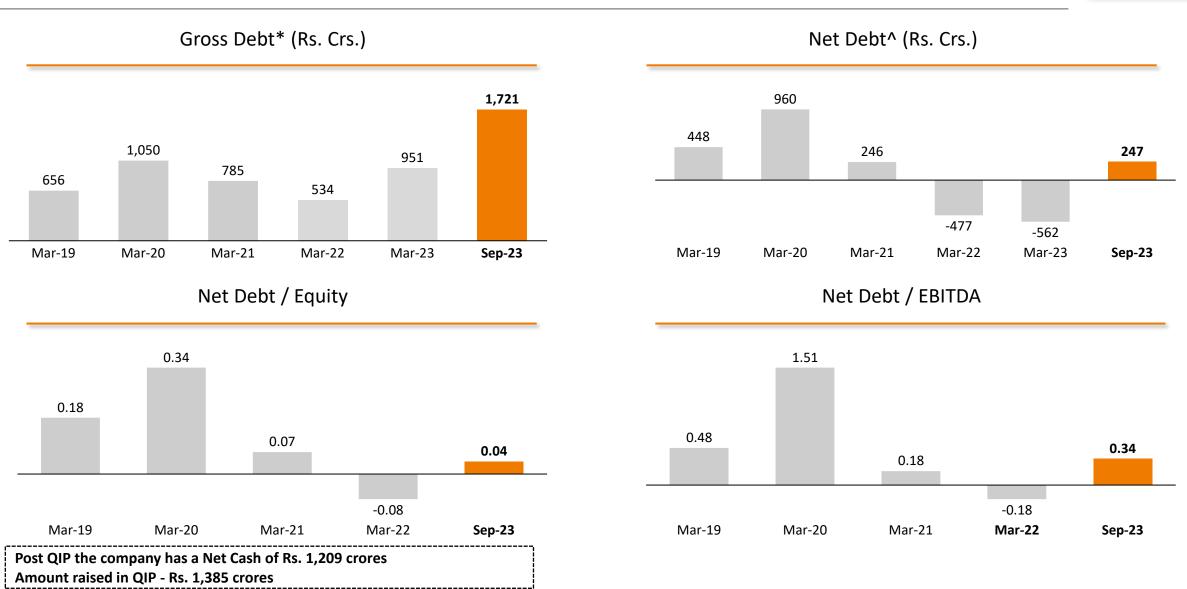






Strong Debt Profile





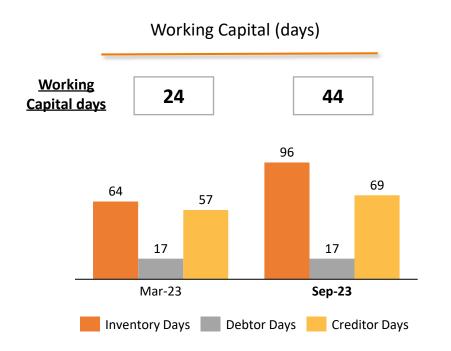
^{*}Gross debt excludes Rs. 259 cr attributable to non-controlling joint venture partner in RIL

[^] Net Debt comprises of Gross Debt less liquid long and short-term investments and cash equivalents

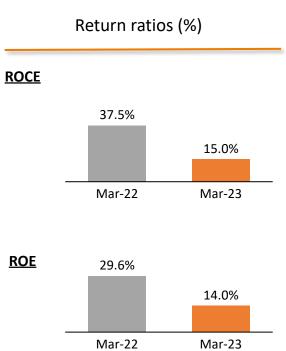
Strong Balance Sheet – Flexibility of Growth



Internal Operating Efficiency led to significant reduction in Working capital requirements







Strong Balance Sheet to support Capex, Growth and Business Cycles

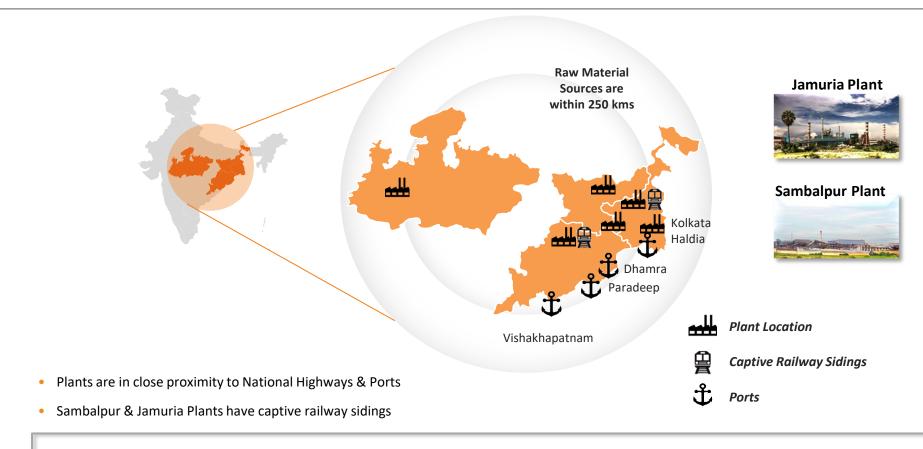
*Crisil Report



Annexure

Strategically Located - Supported by Infrastructure





Close Proximity to Raw Material

+

Strong Logistics Infrastructure

Lower Logistics Cost

Proximity to ports enables
Company to export products in a
cost efficient manner

We have 7 state of the art manufacturing plants in West Bengal, Odisha and Madhya Pradesh

2 Aluminium foil manufacturing plants located West Bengal and Jharkhand

These plants also include captive power plants supported by robust infrastructure including captive railway sidings.

Diversifying Geographical Base | 70% of the products are sold within the vicinity of 500 kms from the plants

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 13.1 MTPA comprising of intermediate and final products.

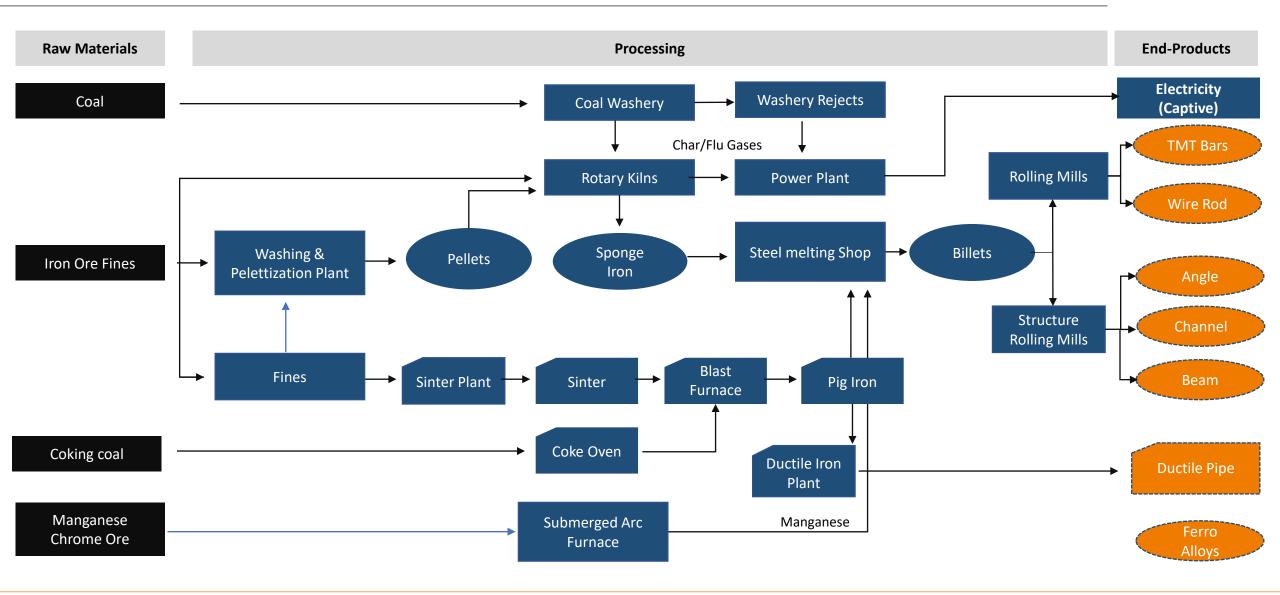
We also have a small plant in Mangalpur, West Bengal with aggregate installed capacity of 0.1 MTPA

These plants also include captive power plants with an aggregate installed capacity of 357 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	Jamuria West Bengal	Mangalpur West Bengal	TOTAL (MTPA)
Iron Pellets	3	3		6
Speciality Alloys	0.11	0.07	0.04	0.22
DRI (Direct Reduced Iron)	1.32	1.52	0.06	2.9
Billets	0.87	1.14		2.01
TMT, WDM, SRM	0.92	1.15		2.07
Captive Power	158 MW	184 MW	15 MW	357 MW

(*Capacities as of Jan 30th, 2024)

Detailed Plant Wise Capacities – Post Expansion : Carbon Steel



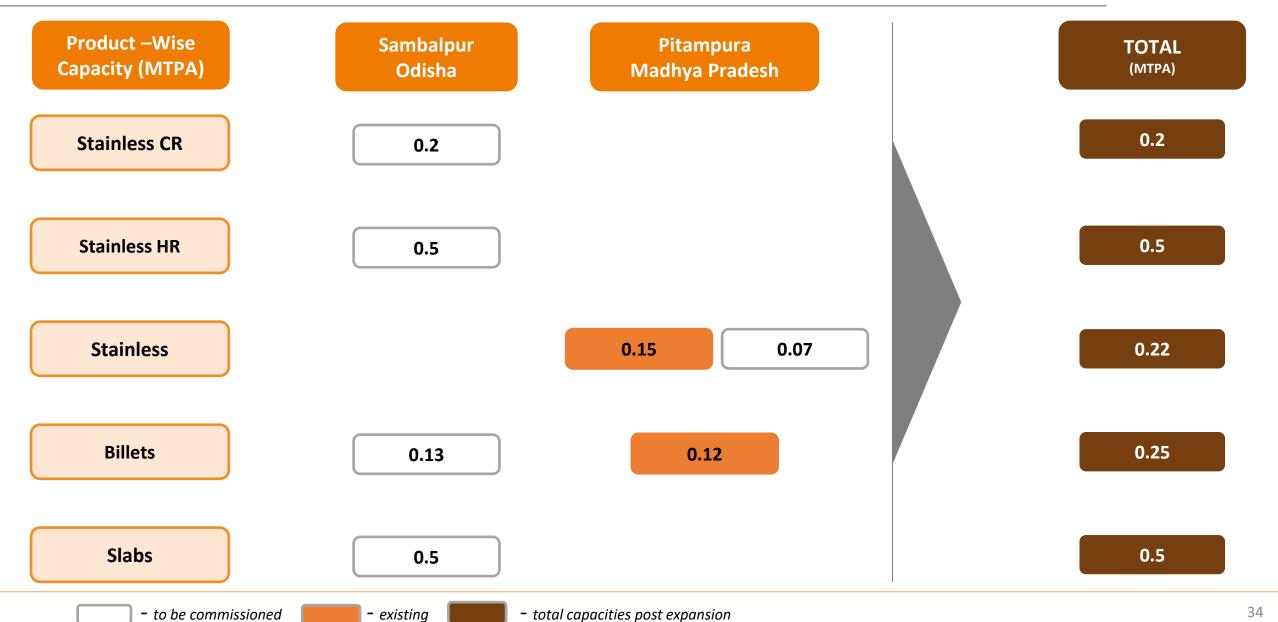
Product –Wise Capacity (MTPA)	Sambalpur Odisha	Jamuria West Bengal	Mangalpur West Bengal	Kharagpur West Bengal	TOTAL (MTPA)
Iron Pellets	3	3			6
Speciality Alloys	0.11	0.07	0.06		0.24
DRI (Direct Reduced Iron)	1.95	1.95	0.06	0.15	4.1
Pig Iron / Blast Furnance		0.6		0.45	1.05
Billets*	1.27	1.14			2.41
TMT, WDM, SRM	0.92	1.15		0.09	2.16
Parallel Flange Beam	0.4				0.4
DI Pipe		0.2		0.4	0.6
Colour Coated		0.4			0.4
Coke Oven		0.45		0.25	0.7
CPP/Renewable*	298 MW	324 MW	15 MW	60 MW	697 MW

Detailed Plant Wise Capacities – Existing & Post Expansion: Stainless Steel

- to be commissioned

existing





Our Strategy Going Forward





Added Products
portfolio by identifying
different products in
same distribution
channel. Value added
products to contribute
80% in our revenue mix

Shift Towards Value



Build market leading position in all 4 areas of the metal space: Steel, Stainless Steel, Ferro Alloys and Aluminium Foil Products



Geographical
Expansions in newer
states with focus on
branding and increased
margins



Continuously work on improving cost efficiency through implementation of technology in supply chain management and work on increasing ancillary and backward integration



Footprint and focus on sustainability

-(02

All strategies to be achieved without leveraging the balance sheet further

Energy Cost through Captive Power: ~ 77%



5 Turbines

Total Capacity of 158 MW

4 Turbines

Total Capacity of 184 MW

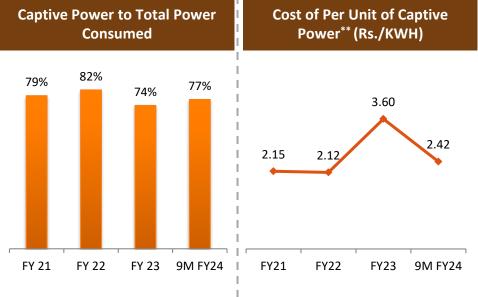
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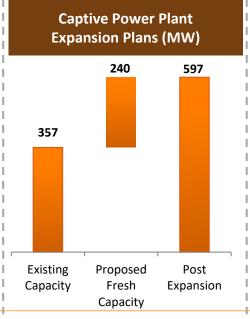
Jamuria

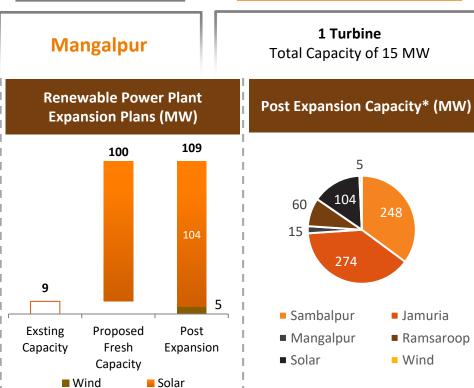
Wind

■ Ramsaroop

- 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

Jamuria

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"

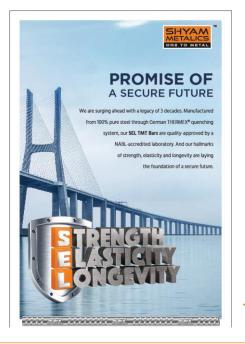
STRUCTURE

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









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 Integration Section

Computer Training Center at Dhasna village

SHYAM Scholarship for Meritorious students of Economic Backward Integrations

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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