Securing tomorrow with today's strength





Investor Presentation November 2021

Safe Harbor



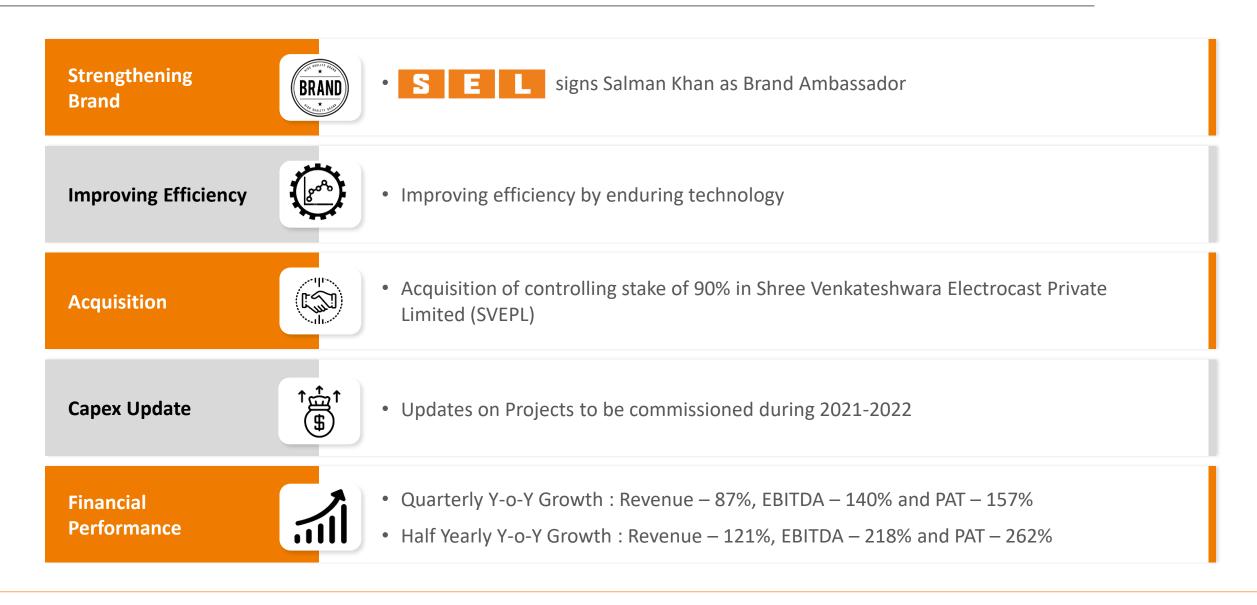
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S I signs Salman Khan as Brand Ambassador



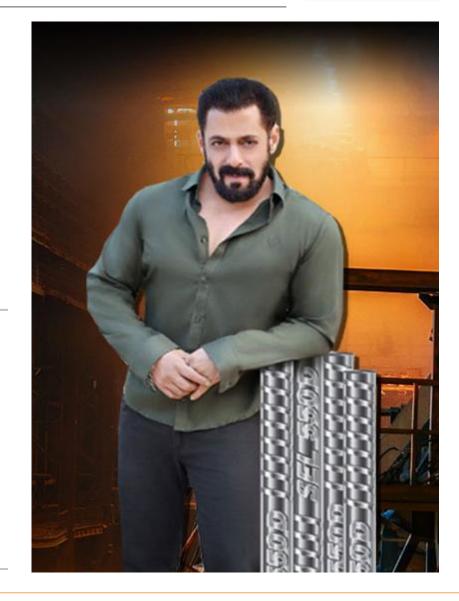
Shyam Metalics And Energy Limited has signed leading Bollywood superstar Salman Khan as the brand ambassador for endorsing its S-E-L TMT rebars

"I have gone through the journey of the company and am excited to be part of the brand-building exercise of SEL TMT, with their fast-paced expansion plans and future-ready capabilities"

Mr. Salman Khan

Our continued focus on making high quality products and ensuring they reach the last mile lets us participate in building a modern India. We believe in manufacturing real steel with real strength and investing in real people. Our Long products (comprising TMT Rebars, Wire Rods and Structural products) are sold under the brand name SEL that deliver attributes of Strength, Elasticity and Longevity. These attributes are synonymous with Mr. Salman Khan and makes him a perfect fit for the brand. This association will strengthen our brand recall and position our unique offering, both to our customers and end-users. We believe the key to our brand journey is to stay relevant to the emergent needs of the consumer at every point of the construction journey.

Mr. Sanjay Agarwal



Improving efficiency by enduring technology

• Committed to its mission of Industry 4.0. The Company has :

- Identified key levers like Digitization, IOT, Less paper, Skill Development, Operation Excellence, and Program based on the principles of KAIZEN, 5S, Lean, TPM and TQM to achieve its goals
- Upgraded its ERP Platform from SAP ECC to SAP S4 HANA 2020 and also is committed to improve the delivery by implementing FIORI and upgrade the capabilities to mobility
- Committed to transparency and visibility and to further the cause rides the SAP ARIBA as its esourcing tool and is aggressively working to integrate the SAP S4 HANA Engine to the e-sourcing engine. To achieve the end goal currently the company is working in improving its material management practice with PILOG and improve the backend infrastructure so that by end of FY21-22 the entire indent to material receipt cycle should become hands-free and hassle-free with quality governance
- Currently engaged in 2 Operational Excellence Programs in its plants in Bengal and Odisha for a period of 26-30 weeks with **BCG and Renoir**. The objective is to introduce best in class work flow practices in our work areas



- Working on setting up its data Analytics platform by Nov-21 and will introduce multilevel focussed dashboard program to improve the decision making quality and process across all functions. The company is also on track to implement its mobility platform so that the decision making from desk can be shifted to palm.
- Engaging and investing into the best in market tools to improve and manage its business processes
- Committed and on course to introduce highest levels of real time digitization integrating L1, L2, L3 and L4 Automation and setup a platform to achieve consistency across the operation landscape





Shyam Metalics and Energy Limited through its wholly owned subsidiary Shyam SEL & Power Limited (SSPL) successfully completed the acquisition of controlling stake of 90% in Shree Venkateshwara Electrocast Private Limited (SVEPL) through a share purchase agreement executed on 31st August 2021

The key business of SVEPL is manufacturing of Aluminium Foils In 2014, Company started its commercial production with wide range of products in the Pharmaceuticals, House Foils, SRC containers and other items in packaging industry

The plant has been running successfully with a production capacity of 300MT per month at an average output thickness of 9 microns

The plant is well connected with cities like Kolkata, New Delhi, Mumbai, Ranchi, Bhubaneshwar, Korba, Hirakund, Guwahati, Raipur, Nagpur etc

Deal Strategy

The transaction will complement the Groups foray in the Aluminium Foil Business as the horizontal integration has the potential to generate significant efficiencies along with approval from significant Corporate Clients

Deal Contours

- Investment done through a combination of equity and inter corporate loans aggregating to Rs. 22.28 Crores. The entire current bank loan in SVEPL too has been repaid in this amount
- Nominees of SSPL has been appointed on the board of SVEPL and the existing directors of SVEPL has resigned as per the terms of share purchase agreement

Updates on Projects to be commissioned during 2021-2022

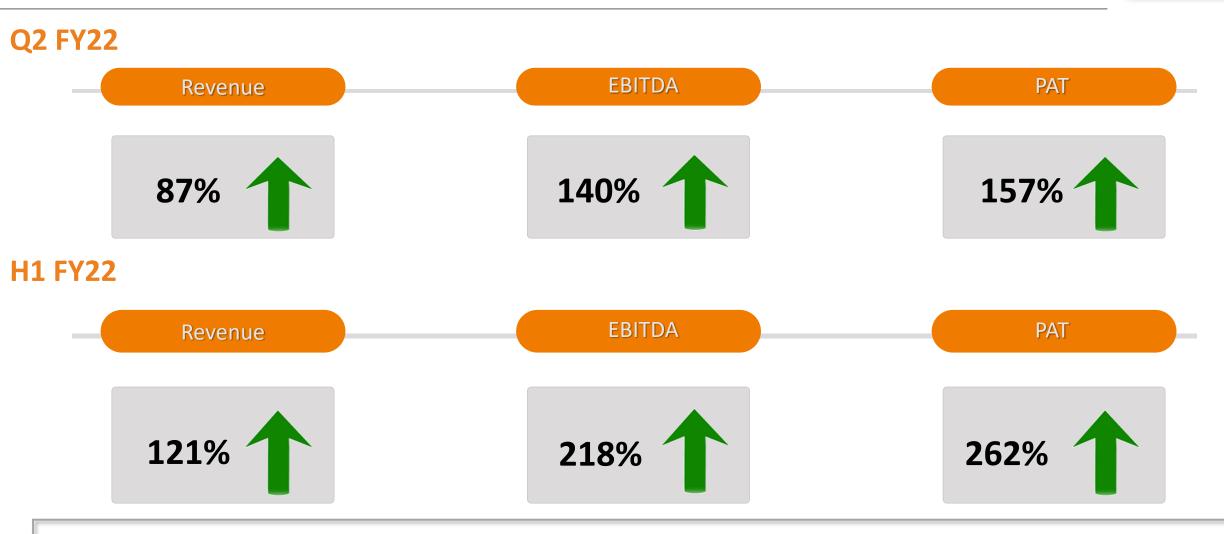




We are awaiting the consent to operate from the relevant authorities for few of the projects

Performance Highlights

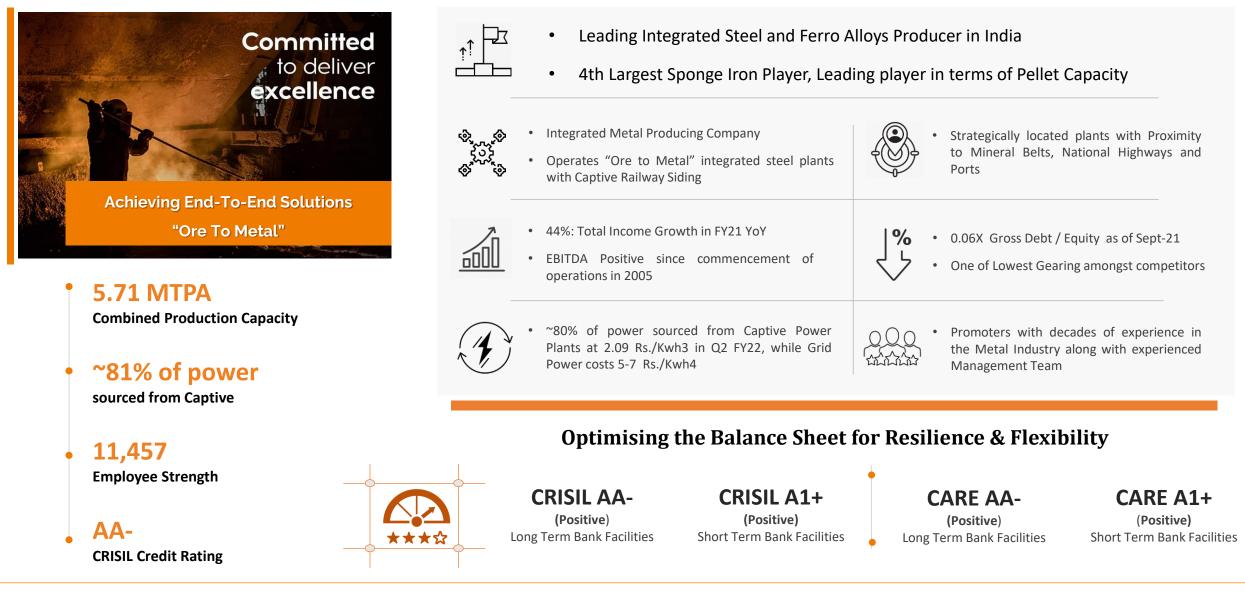




The Board has recommended a Dividend of Rs. 2.25 per share (22.5% of FV of Rs. 10 per share)

Shyam Metalics at a Glance





Value Propositions







Focus on Quality

Flexibility to alter Product Mix

Greater Control on Operations

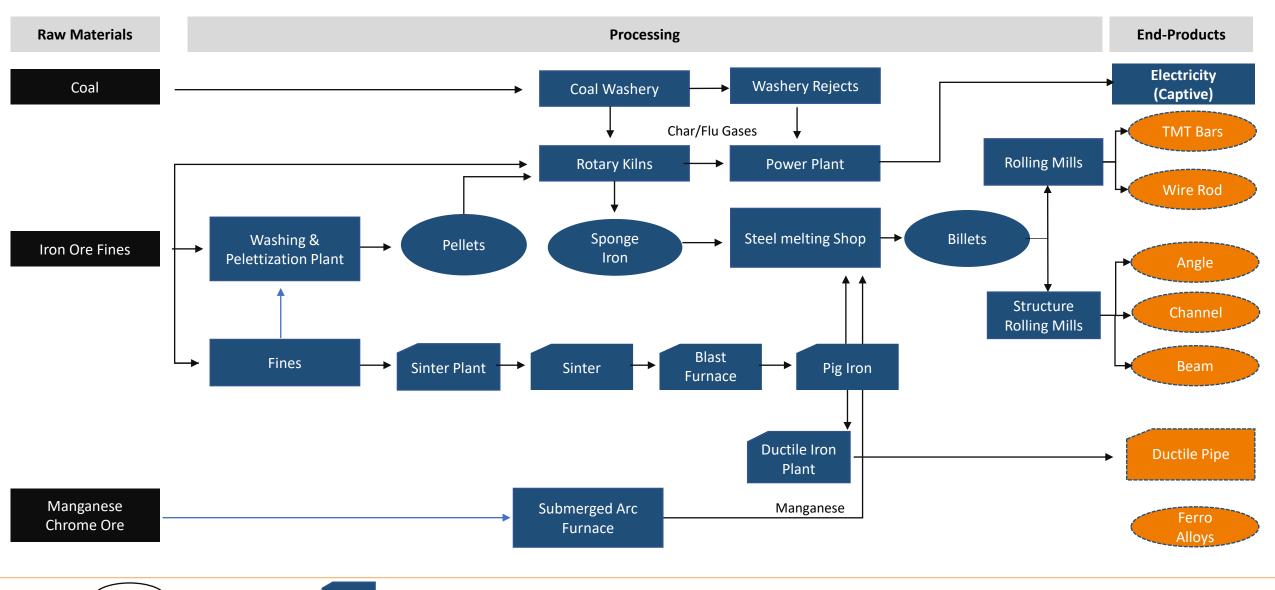
Multiple sale points across Value Chain

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

Lowest Per Tonne Capex in the Industry

Integrated operations across the steel value chain





Point of Sale

Brownfield expansion with...





Sambalpur Plant

We have 1 manufacturing plant located in Sambalpur, Odisha and 1 manufacturing in Jamuria, West Bengal with
aggregate installed capacity of 5.61 MTPA comprising of intermediate and final products.Brownfield expansion leading
to
Lowest Capex in the IndustryWe also have a small plant in Mangalpur, West Bengal with aggregate installed capacity of 0.1 MTPALowest Capex in the IndustryThese plants also include captive power plants with an aggregate installed capacity of 227 MWMetable

...Lowest Capex compared to the Industry

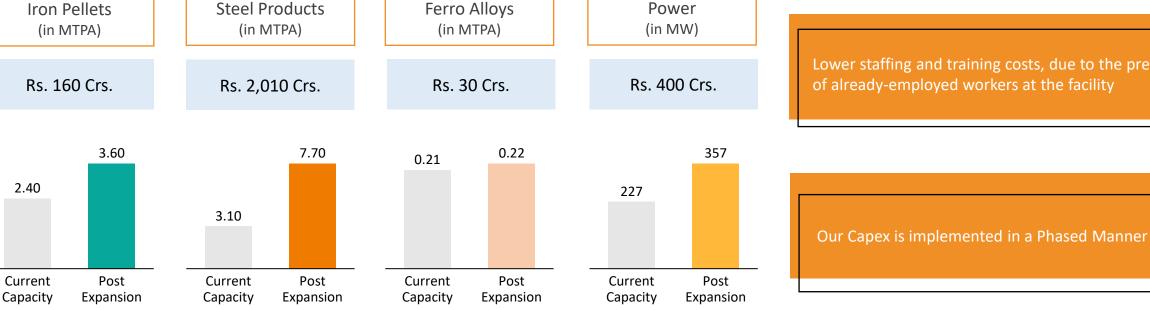


- Brownfield capacity expansion expected to increase aggregate installed metal capacity (comprising of intermediate and final products) from 5.71 MTPA to 11.60 MTPA and captive power plants aggregate installed capacity from 227 MW to 357 MW. These proposed expansions are expected to become operational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

Steel Products



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



Power

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





Interchangeable Product Mix

Catering to both B2B and B2C

Top 5 Customers contribute <15%

Insulated from the threat of imports

SEL is every engineers first choice

Each product has the potential for Exports

Diversified & Interchangeable Product Mix



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

On an aggregate basis, the Capacity Utilization is between 90% - 95%

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

Finished Steel Products



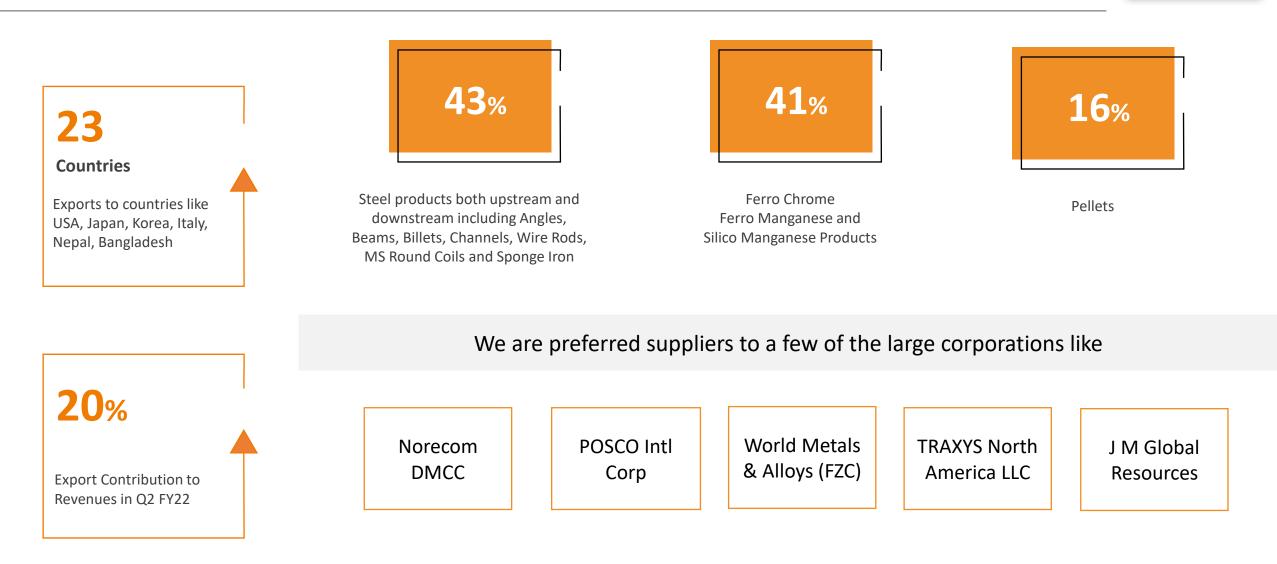
Our products are sold mainly across Eastern, Central ,Northern and Western Regions of India with some penetration in Southern India. Our TMT and structural products are sold under the brand **"SEL"**.

47%

EBITDA Contribution in FY21

Huge Export Potential









Close Proximity to Raw Material

Strong Logistics Infrastructure

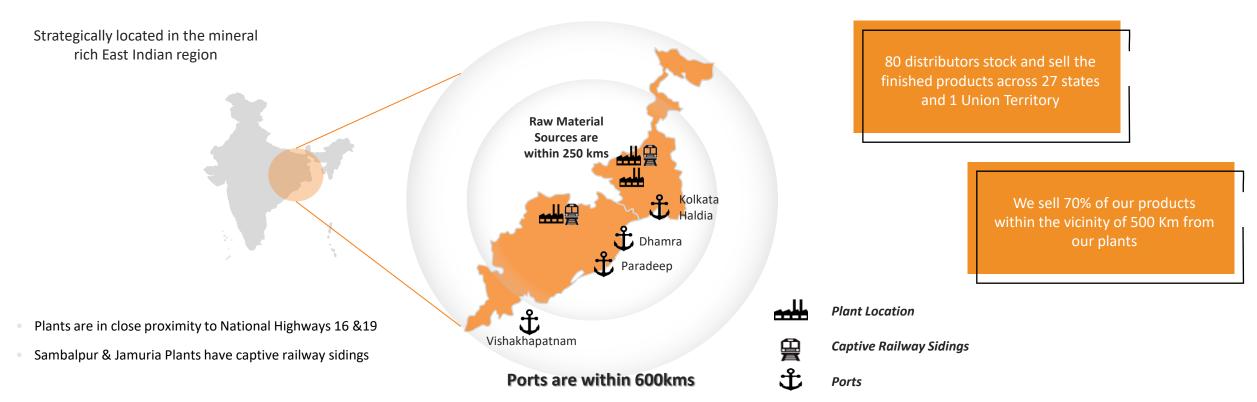
Lowest Cost Captive Power

Waste used as Productive Inputs

Committed to deliver Excellence

Strategically Located - Supported by Infrastructure

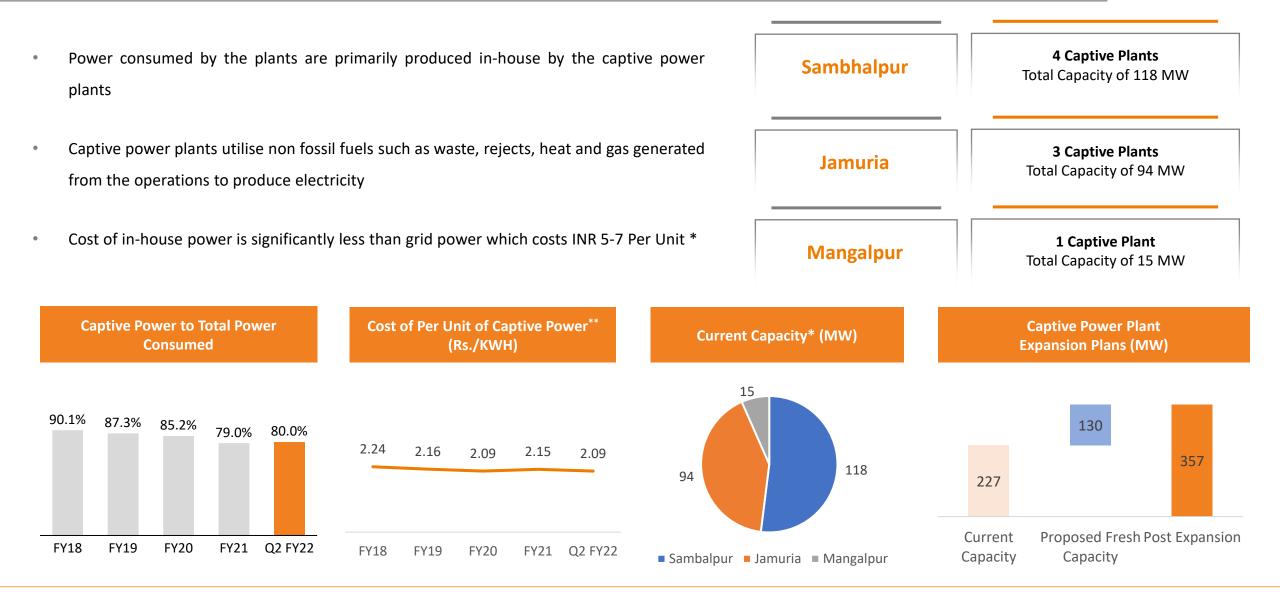




Key Raw Material	Source	
Iron ore / Iron ore fines	Mine owners located in Odisha	
Chrome ore	Long term linkages with Odisha Mining Corporation Limited, other mine owners and imports	
Manganese ore	MOIL Limited, other mine owners and imports	
Coal	Fuel supply agreements entered into with Mahanadi Coalfields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

Lowest Cost Captive Power



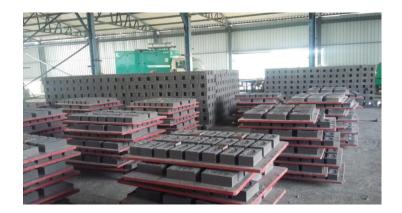




Efficient use of by products: Effluents/Wastes from all the production activity are utilized in various product verticals to create a set of High Value-added Products

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 environmentfriendly as they are manufactured from waste materials that generate from the combustion of coal in thermal power plants.



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



Towards newer heights and stronger values



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

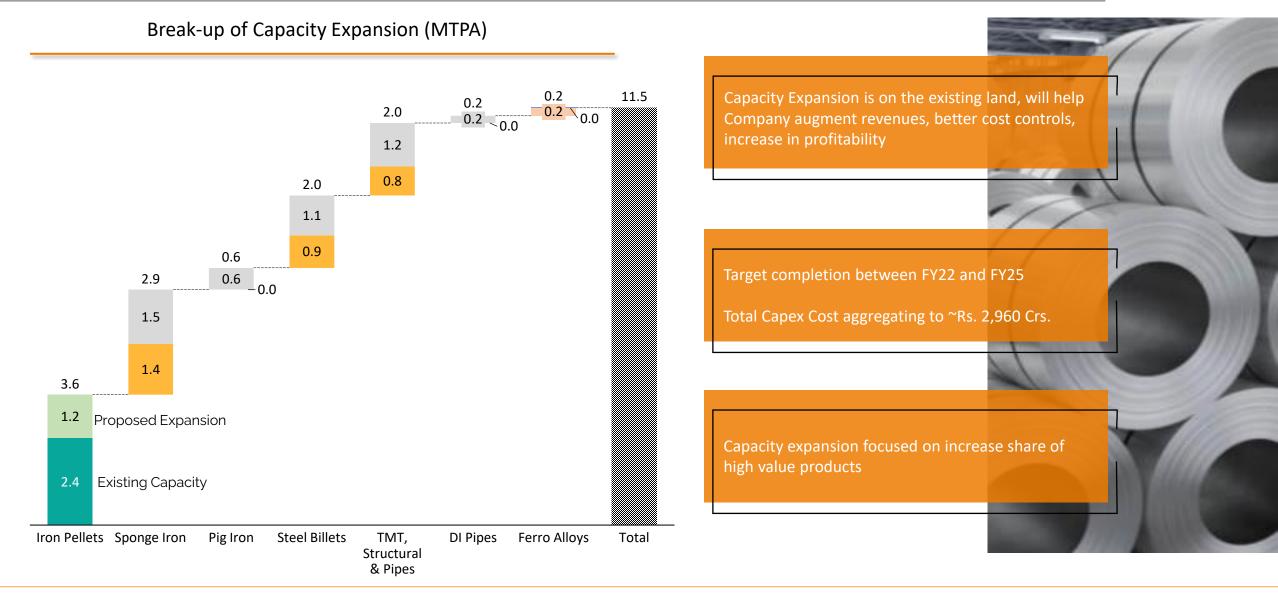
Capacity Expansion

Launch of Newer Products

Strengthening Brand 'SEL'

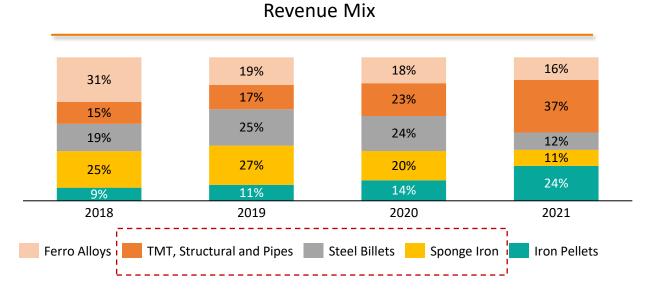
Capacity Expansion – Share of High Value Products to Increase





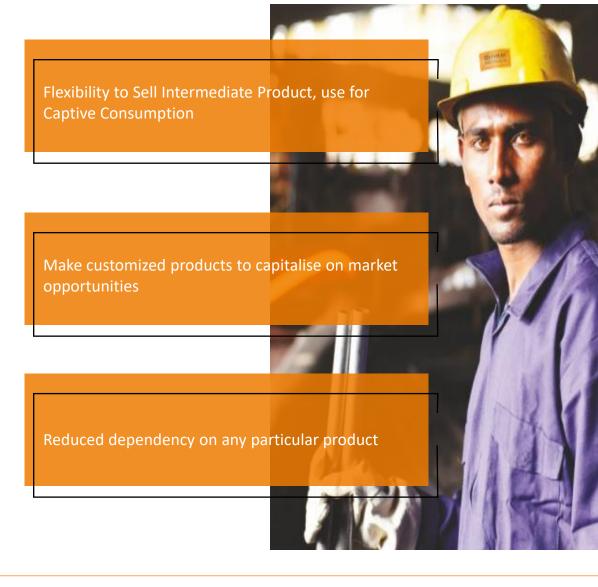
Revenue mix skewed towards Finished Steel





Volumes (in lakh tonnes)







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"

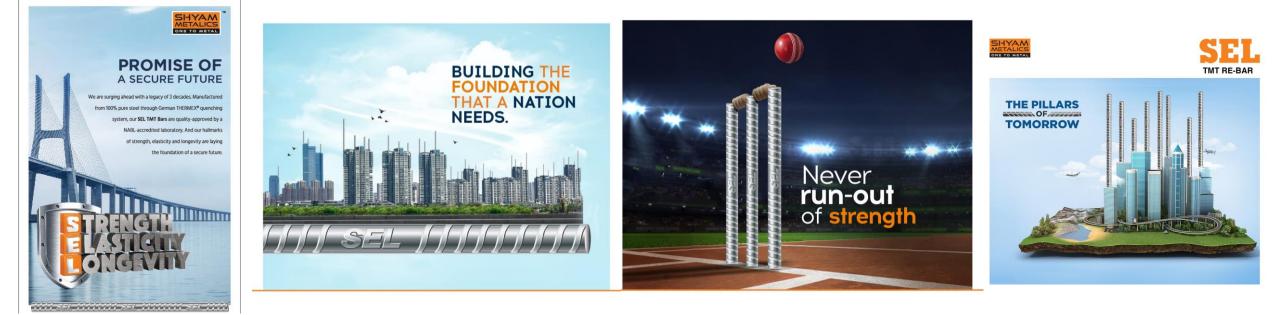
STRUCTURE

Structural steel describes hot rolled steel products such as angles, channels and beams. With an array of highquality 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

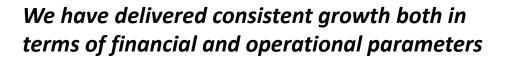
WIRE RODS

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







Sustainable strong EBITDA

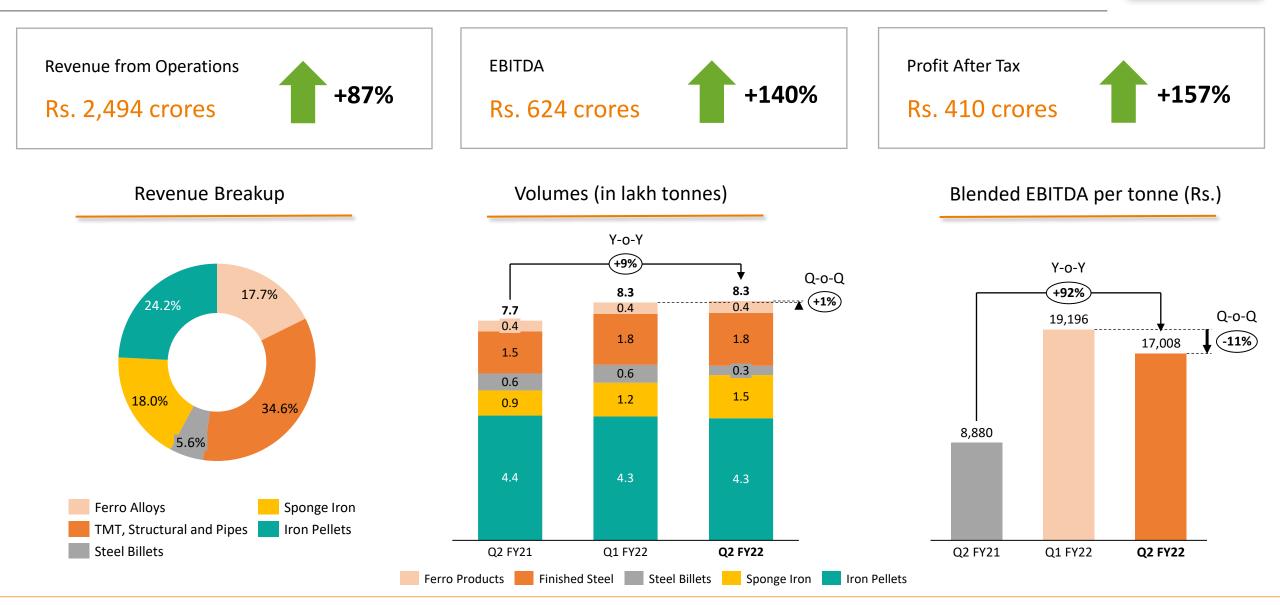
Least Leveraged

Record Profitability Track Record

Disciplined Capital Allocation

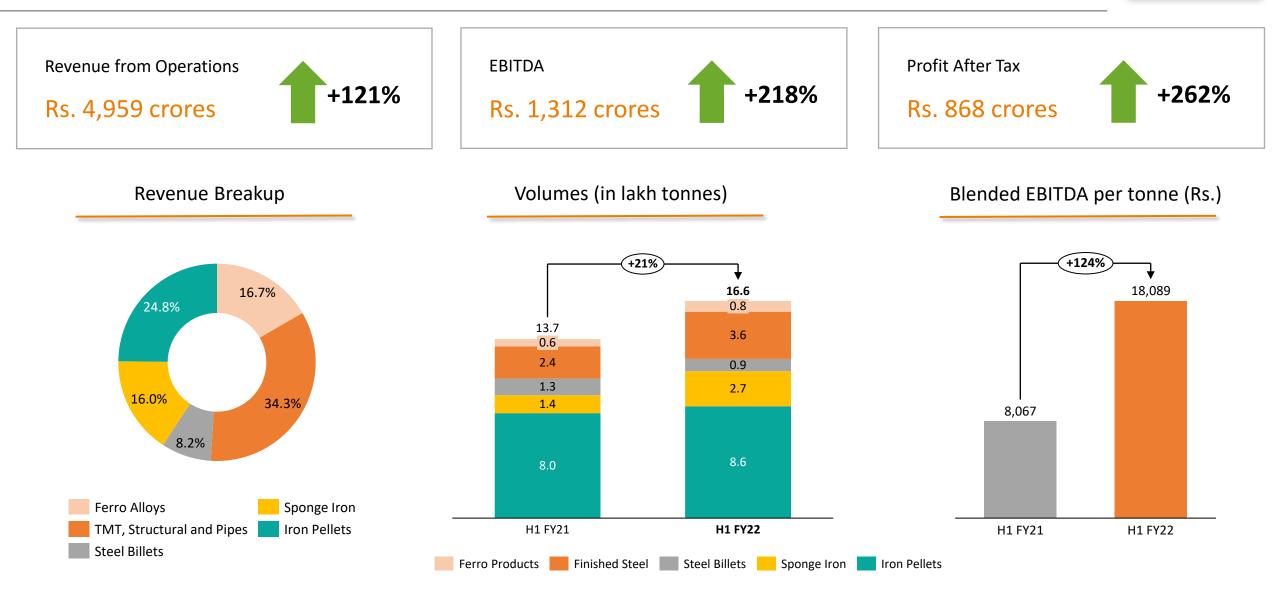
Strong Q2 FY22 Performance





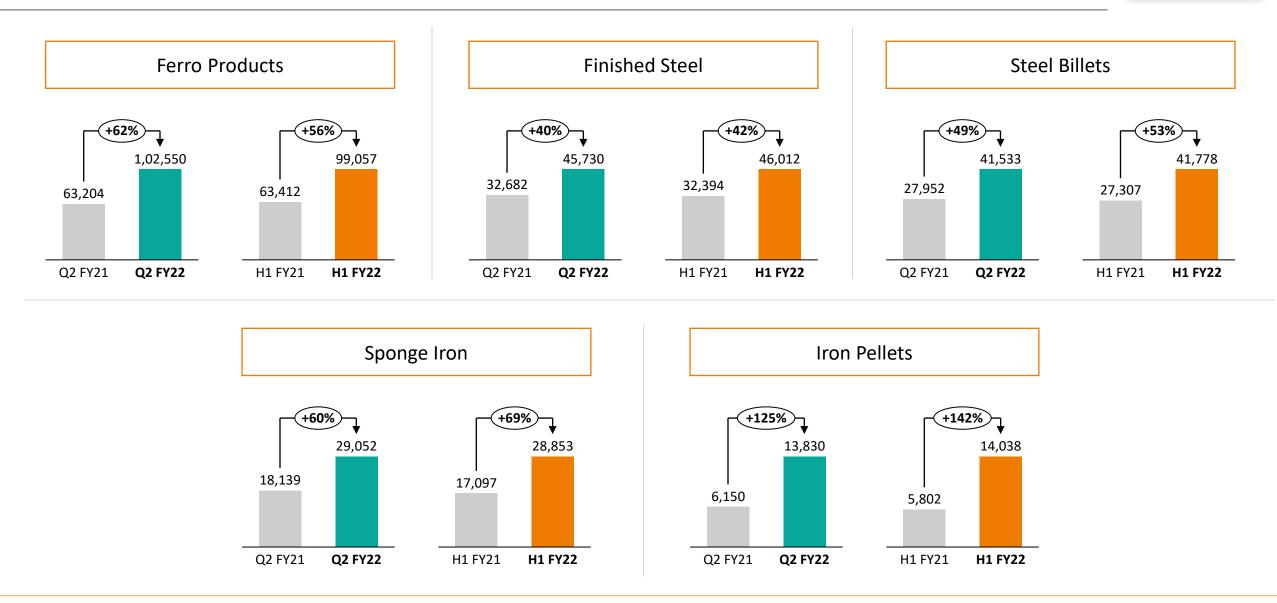
Strong H1 FY22 Performance





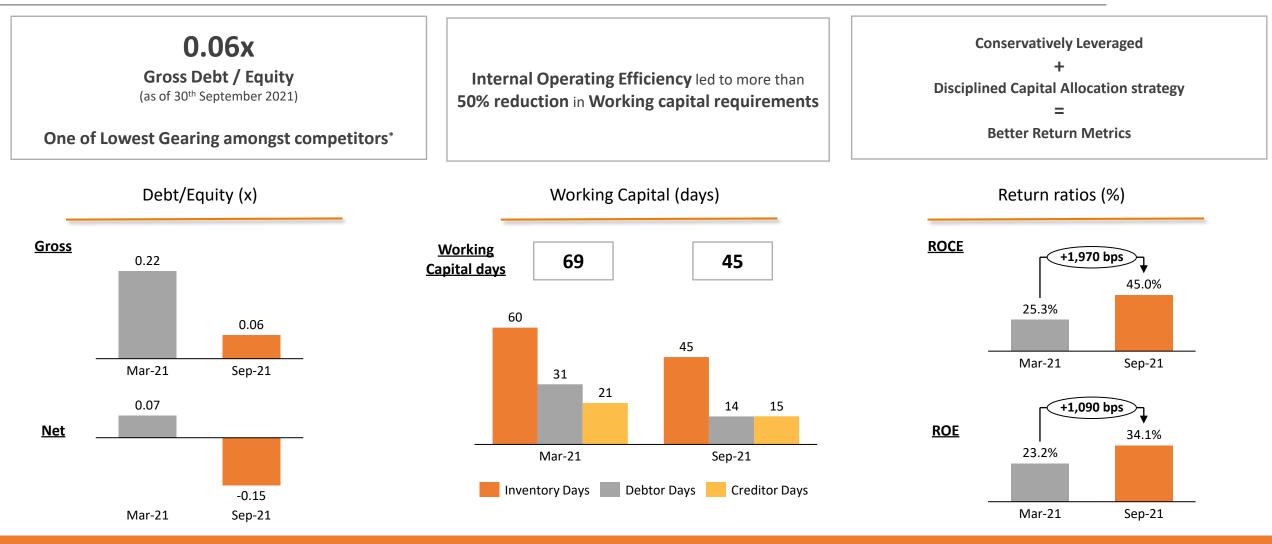
Per Tonne Realizations





Strong Balance Sheet – Flexibility of Growth





Strong Balance Sheet to support Capex, Growth and Business Cycles

Consolidated Profit & Loss Statement



Particulars (Rs. Crs.)	Q2 FY22	Q2 FY21	Y-0-Y	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-0-Y
Total Revenue	2,494.3	1,335.2	87%	2,465.0	1%	4,959.4	2,247.0	121%
Cost of Material Consumed	1,534.6	843.1		1,490.4		3,025.0	1,385.0	
Purchase of Stock	15.0	1.7		7.4		22.3	1.7	
Change in Inventories	-16.3	-23.4		-87.9		-104.2	44.0	
Gross Profit	961.0	513.8	87%	1,055.2	-9%	2,016.2	816.3	147%
Employee Expenses	60.0	42.6		63.9		123.9	72.4	
Other Expenses	277.0	210.8		303.7		580.6	331.7	
EBITDA	624.0	260.3	140%	687.6	-9%	1,311.7	412.2	218%
EBITDA Margin (%)	25.0%	19.5%		27.9%		26.4%	18.3%	
Other Income	20.7	3.2		7.8		28.5	6.9	
Depreciation	60.6	73.7		61.4		121.9	142.4	
EBIT	584.2	189.9	208%	634.0	-8%	1,218.2	276.7	340%
Finance Cost	4.6	16.2		6.7		11.3	35.8	
Exceptional Items/Share from Associates	0.1	0.2		0.0		0.1	0.3	
Profit before Tax	579.6	173.9	233%	627.3	-8%	1,207.0	241.2	400%
Тах	169.3	14.3		169.3		338.7	1.2	
Profit After Tax	410.3	159.6	157%	458.0	-10%	868.3	240.0	262%
PAT Margin (%)	16.4%	12.0%		18.6%		17.5%	10.7%	
EPS (As per Profit after Tax)	16.32	6.83		19.43		35.62	10.27	

Consolidated Balance Sheet as on 30th September 2021



ASSETS (Rs. Crs.)	Sept-21	Mar-21
Non - Current Assets		
a) Property, Plant and Equipment	1,668.0	1,758.9
b) Right-of-use assets	45.1	42.7
c) Capital work-in-progress	1,015.7	506.4
d) Intangible Assets	1.8	0.7
e) Intangible Assets under Development	1.4	0.0
f) Investment in associates and joint ventures	0.2	11.9
g) Financial Assets		
i) Investments	145.1	54.6
ii) Other Financial Assets	82.7	39.8
h) Other Non-current Assets	191.9	252.5
i) Deferred Tax Assets (Net)	0.0	6.8
Total Non - Current Assets	3,151.8	2,674.2
Current Assets		
a) Inventories	1,220.6	1,030.2
b) Financial Assets		
i) Investments	743.8	215.2
ii) Trade Receivables	388.1	533.5
iii) Cash and Cash equivalents	154.1	163.8
iv) Other Bank Balances	179.1	159.9
v) Loans	54.5	16.2
vi) Other Financial Assets	89.7	87.4
c) Current tax assets (net)	2.0	0.2
d) Other Current Assets	756.8	539.2
Total Current Assets	3,588.8	2,745.7
TOTAL ASSETS	6,740.6	5,419.9

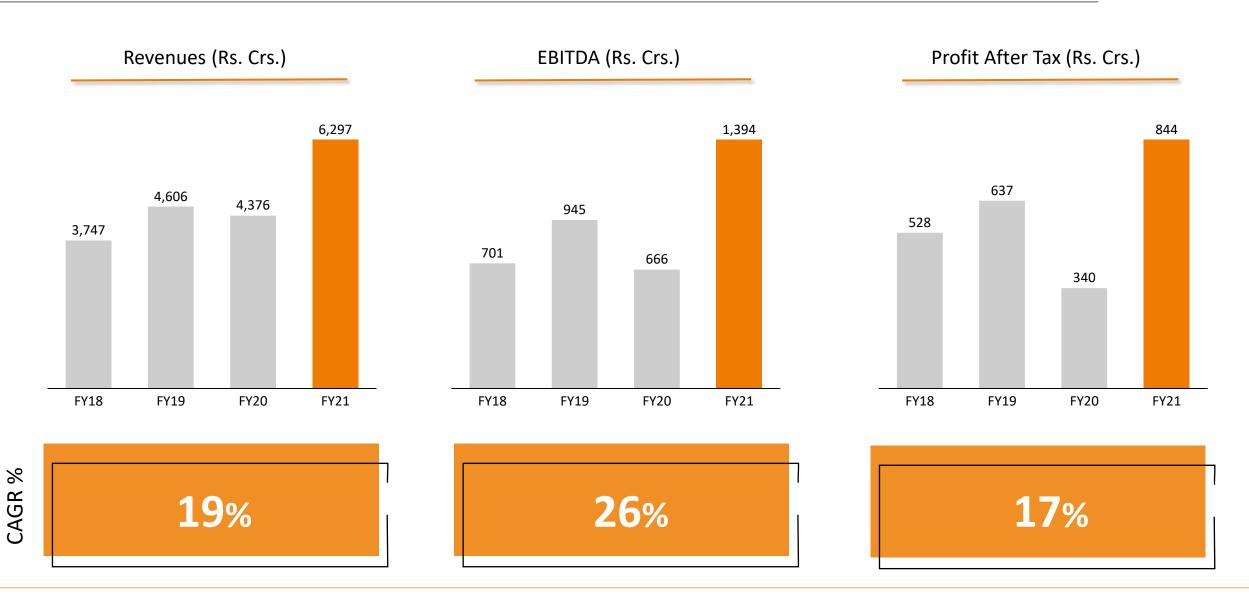
EQUITY & LIABILITIES (Rs. Crs.)	Sept-21	Mar-21
Equity Share Capital	255.1	233.6
Other Equity	4,840.5	3,400.4
Total Equity	5,095.6	3,634.1
Non Controlling Interest	0.5	4.4
Liabilities		
Non - Current Liabilities		
a) Financial Liabilities		
i) Borrowings	123.8	120.2
ii) Lease Liabilities	8.8	6.0
iii) Others Financial Liabilities	13.6	9.7
b) Provisions	13.3	10.6
c) Deferred Tax Liabilities (Net)	69.2	0.0
d) Other Non-current Liabilities	255.2	206.9
Total Non - Current Liabilities	483.8	353.4
Current Liabilities		
a) Financial Liabilities		
i) Borrowings	196.6	664.8
ii) Lease Liabilities	0.7	0.6
iii) Trade Payables		
Outstanding due to Micro, Small and Medium Enterprises	1.9	2.2
Outstanding due to Creditors other than Micro, Small and Medium Enterprises	392.9	364.9
iv) Other Financial Liabilities	60.1	63.8
b) Other Current Liabilities	399.5	295.5
c) Provisions	34.4	29.3
d) Current Tax Liabilities (Net)	74.6	7.1
Total Current Liabilities	1,160.7	1,428.1
Total Equity and Liabilities	6,740.6	5,419.9



Cash Flow Statement (Rs. Crs.)	Sept-21	Mar-21
Cash Flow from Operating Activities		
Profit before Tax	1,207.0	1,055.0
Adjustment for Non-Operating Items	-106.6	-317.8
Operating Profit before Working Capital Changes	1,313.6	1,372.8
Changes in Working Capital	-97.4	134.4
Cash Generated from Operations	1,216.2	1,238.4
Less: Direct Taxes paid	-207.9	-188.6
Net Cash from Operating Activities	1,008.3	1,049.8
Cash Flow from Investing Activities	-1,087.3	-492.3
Cash Flow from Financing Activities		-423.4
Net increase/ (decrease) in Cash & Cash equivalent		134.1
Cash and cash equivalents at the beginning of the year		29.7
Cash and cash equivalents at the end of the year	154.2	163.8

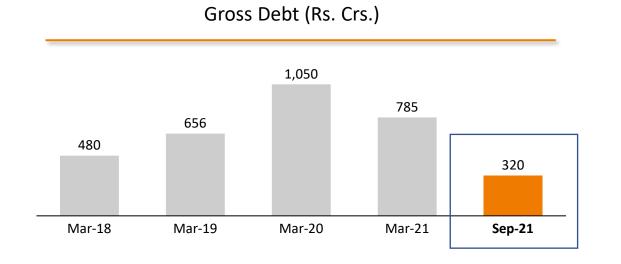
Strong Operating Performance



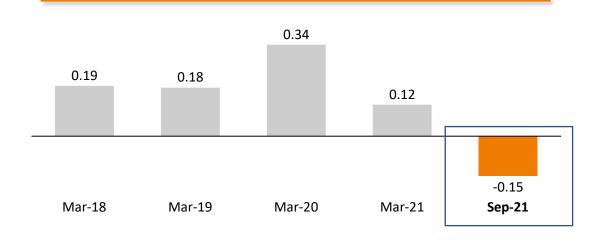


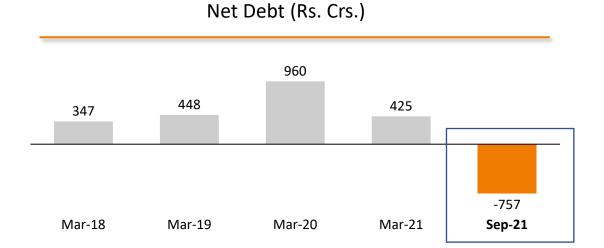
Strong Debt Profile



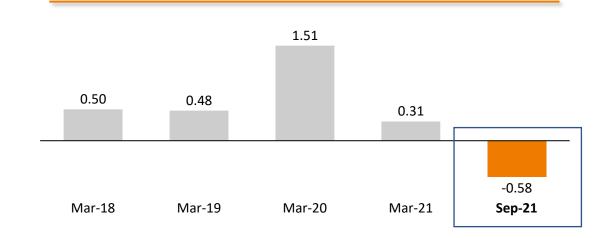


Net Debt / Equity



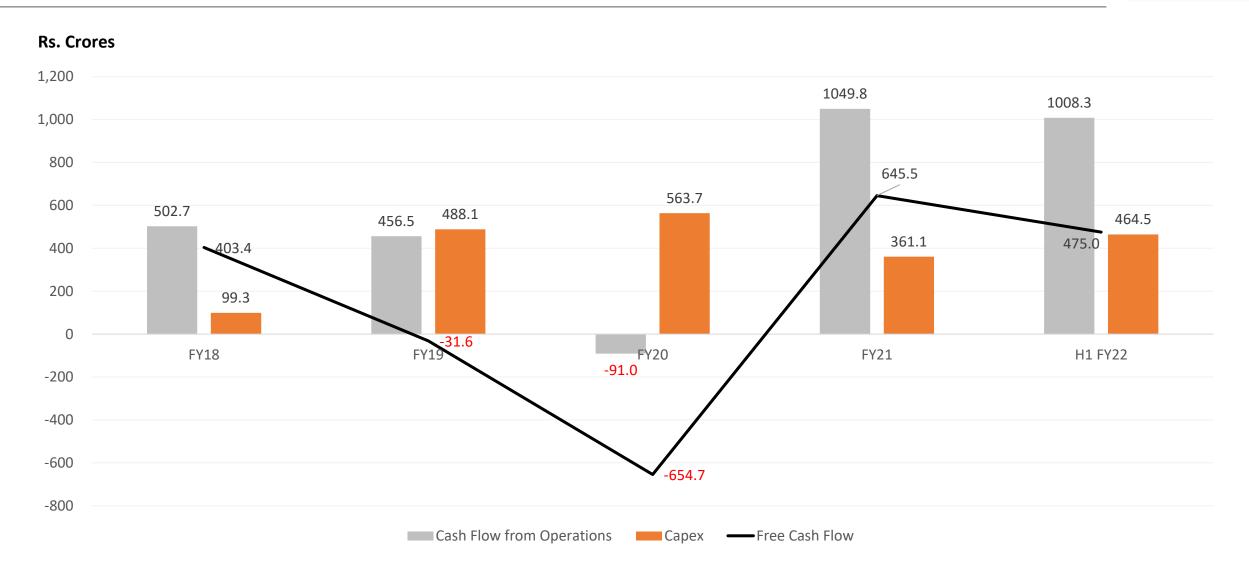


Net Debt / EBITDA



Operating Cashflows







OUR VALUES



Vision Statement

Management Team

Listing on BSE & NSE

Corporate Social Responsibility

Integrity | Ownership | Collaboration | Commitment





Value Creation

Process Innovation

Enhanced Stakeholder Participation

Relentless pursuit of Opportunity

Experienced Leadership & Team



Mahabir Prasad Agarwal Non-Executive Chairman

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

Brij Bhushan Agarwal Vice Chairman & MD

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

Sanjay Kumar Agarwal Joint Managing Director

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

Deepak Kumar Agarwal Whole Time Director

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

Bhagwan Shaw Whole Time Director

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

Dev Kumar Tiwari Whole Time Director

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

Experienced Leadership & Team



Venkata Krishna Nageswara Rao Majji Independent Director

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

Yudhvir Singh Jain Independent Director

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

Ashok Kumar Jaiswal Independent Director

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

Ajay Choudhury Independent Director

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

Kishan Gopal Baldwa Independent Director

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

Rajni Mishra Independent Director

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

Shyam Metalics Listing



Shyam Metalics listed on NSE and BSE on 24th June, 2021



Total Issue Size	Offer Price
Equity Shares of ₹10 aggregating up to ₹909 crores	₹306 per equity share
Primary Issue	Times Subscription
Equity Shares of ₹10 aggregating up to ₹657 crores	119.81x

CSR Initiatives

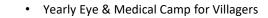












- Free Ambulance & Drinking water Services for villagers
- New Health Center & Homeopathy Clinic
- FREE Medicine & Spectacles and Blood Donation Camp

Rural Education





Social Infrastructure Development







Social Awareness







- 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





Shyam Metalics & Energy Ltd. CIN No. : U40101WB2002PLC095491

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