

Securing tomorrow with today's strength

Investor Presentation May 2022



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Key Updates for Q4 & FY22



Strengthening Brand





Launched Salman Khan as Brand Ambassador, new promotion activity underway



Update on Capex



• On track to increase the existing integrated installed facility of 7.76 million tons to 14.45 million tons by 2025

Business Updates



• Bid to takeover assets of Ramsarup Industries Ltd approved by NCLT. Acquisition will be carried out via SS Natural Resources Pvt Ltd a special purpose vehicle (SPV) in which the company holds 60% stake

Final Dividend



• The board has recommended final Dividend: Rs 2.7 per share.

Financial Performance



- Quarterly Y-o-Y Growth: Revenue: 22% EBITDA: 6% and PAT: 12%
- Full Year Y-o-Y Growth: Revenue: 65%, EBITDA: 87% and PAT: 104%







Product Launch: SEL Tiger Grills n Steels



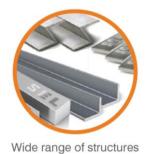
Light structural steel products integrate with strength to create a grill steel range of superior quality. The intricate manufacturing procedure used makes this range perfect for shaping into any design





Smooth surface







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"

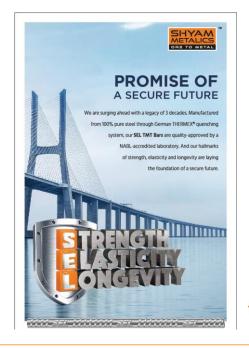
STRUCTURE

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













Capex Synopsis



Particulars	Unit	Aggregate capacity at the launch of IPO	Capacity proposed in the IPO	Already implemented	Aggregate implemente d capacities	Further to be implemented as per existing expansion	Post implementati on	Further expansion as approved on 15 th march 2022	Final proposed enhanced capacities
Captive Power Plant	MW	227	130	40	267	90	357	-	357
Iron Pellet Plant	MTPA	2.4	1.2	1.2	3.6	-	3.6	2.4	6
Ferro Alloy Plant	MTPA	0.2	0.01	-	0.21	0.01	0.22	-	0.22
Coke Oven Plant	MTPA	-	-	-	-	-	-	0.45	0.45
Sponge Iron plant	MTPA	1.39	1.51	0.72	2.11	0.79	2.9	-	2.9
Blast Furnace	MTPA	-	0.6	-	-	0.6	0.6	-	0.6
Sub-Total		1.39	2.11	0.72	2.11	1.39	3.5	-	3.5
Billet Plant	MTPA	0.89	1.11	0.05	0.94	1.06	2.01	-	2.01
TMT, Structural Products, Wire Rods & Pipes	MTPA	0.82	1.25	0.08	0.9	1.17	2.07	-	2.07
Ductile Pipe Plant	MTPA	-	0.2	-	-	0.2	0.2	-	0.2
Sub-Total	МТРА	0.82	1.45	0.08	0.9	1.37	2.27	-	2.27
Total	МТРА	5.71	5.89	2.05	7.76	3.84	11.6		14.45

Iron Making

Liquid Steel

Finished Steel



Company Overview

Shyam Metalics at a Glance





7.76 MTPA

Combined Production Capacity

~82% of power

sourced from Captive

12,272

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



- 65%: Total Income Growth in FY 22 YoY
- EBITDA Positive since commencement of operations in 2005



- 0.09X Gross Debt / Equity as of Mar-22
- One of Lowest Gearing amongst competitors



~82% of power sourced from Captive Power Plants at 2.12 Rs./Kwh3 in FY22, while Grid Power costs 5-7 Rs./Kwh4



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

Optimising the Balance Sheet for Resilience & Flexibility



CRISIL AA-

(Positive)
Long Term Bank Facilities

CRISIL A1+

(Positive)
Short Term Bank Facilities

CARE AA-

(Positive)
Long Term Bank Facilities

CARE A1+

(**Positive**)
Short Term Bank Facilities

Eminent Promoters & Management





Mahabir Prasad Agarwal, Chairman

- 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, VCMD

- Holds a bachelor's degree in commerce from the University of Calcutta
- Over three decades of experience in the steel and ferro alloys industry
- Primarily responsible for strategic planning, future expansion, business development, marketing, human resources and corporate affairs of the Company



Sanjay Kumar Agarwal, Joint Managing Director

- Holds a bachelor's degree in commerce, with honours, from the University of Calcutta
- Over 17 years of experience in the steel and ferro alloys industry
- Primarily responsible for the operations of the manufacturing plants, with focus on cost control, production efficiency and competitive procurement of raw material

Company Overview

- Incorporated in 2002, the Company is registered in Kolkata, India
- An integrated "Ore to Metal" producing Company manufacturing Pellets, Sponge Iron, Steel Billets, Long Steel Products & Ferro Alloys, selling both intermediate and final products
- 3 manufacturing plants, 1 in Odisha and 2 in West Bengal with aggregate installed metal capacity of 7.76 MTPA and Captive power plants of 267 MW as of March 31, 2022
- 1 State of the Art Aluminium Foil producing plant in Pankuria in the state of West Bengal.
- TMT and structural products are sold under the brand "SEL"
- SMEL employs over 12,272 personnel on Payroll + Contract basis (

The Management Team is ably assisted by a very strong team of Professionals who have contributed immensely to the growth of the Company

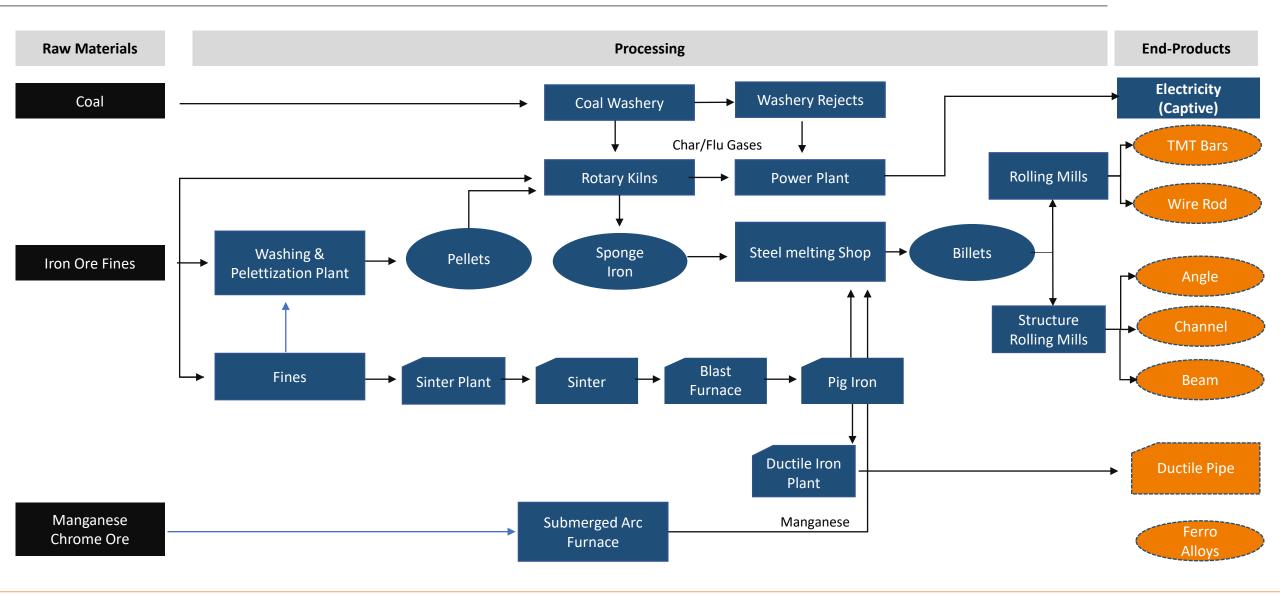
Value Propositions





Integrated operations across the steel value chain





12

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 7.66 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



Product –Wise Capacity (MTPA)	Pandoli, Ohisha	Jamuria, West Bengal	Mangalpur, Odisha	TOTAL
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	0.40	0.54		0.94
TMT, WDM, SRM	0.41	0.49		0.90
Captive Power	158 MW	94 MW	15 MW	267 MW

Current Steel Capacities Across Life Cycle







Liquid Steel

DRI 2.11 MTPA (Direct Reduced Iron)

Iron Making

SMS 0.94 MTPA (Steel Melting Shop)

Finished Steel

0.9 MTPA

WRM 0.4 MTPA (Wire Rod Mill)

TMT 0.27 MTPA

Structurals 0.20 MTPA

Pipe Mill 0.3 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



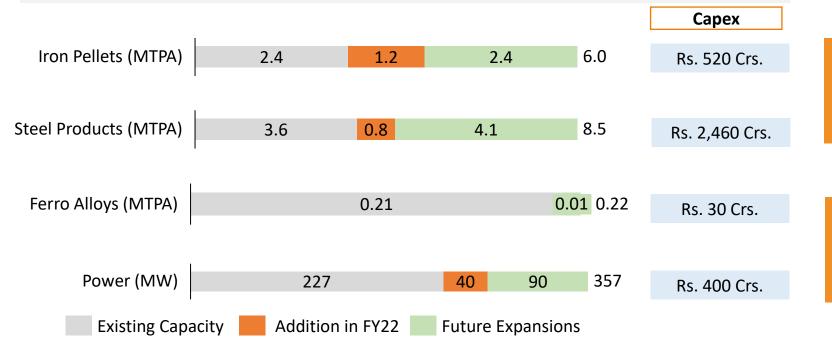




...Lowest Capex compared to the Industry



- Brownfield capacity expansion expected to increase aggregate installed metal capacity (comprising of intermediate and final products) from 7.76 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 envisaged for the project is Rs. 360 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



Ca	pacity (Million MTPA)		FY18	FY19	FY20	FY21		FY22		
		Iron Pellet	0.90	0.90	2.4	2.4		3.6		
		Sponge Iron	1.01	1.01	1.27	1.39		2.10		
cts		Billets	0.54	0.63	0.80	0.89		0.94		
Existing Products		TMT, Structural Steel, Wire Rods & Pipes	0.25	0.25	0.82	0.82		0.90		
Ex		Ferro Alloys	0.19	0.21	0.21	0.21		0.21		
		Captive Power (MW)	164	164	227	227		267		
		Aluminium Foil						40,000 TPA		
		Coke Oven	Proposed Capacity of 450,000 TPA							
ew ducts	ducts	Blast Furnace	Proposed Capacity of 600,000 TPA							
Blast Furnace Proposed Capacity of 600,000 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".

Finished Steel Products

~64%

Revenue Contribution in FY22

Huge Export Potential



20

Countries

Exports to countries like USA, Japan, Korea, Italy, Nepal, Bangladesh 42%

Steel products both upstream and downstream including Angles, Beams, Billets, Channels, Wire Rods, MS Round Coils and Sponge Iron 46%

Ferro Chrome Ferro Manganese and Silico Manganese Products 12%

Pellets

We are preferred suppliers to a few of the large corporations like

16%

Export Contribution to Revenues in FY22

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

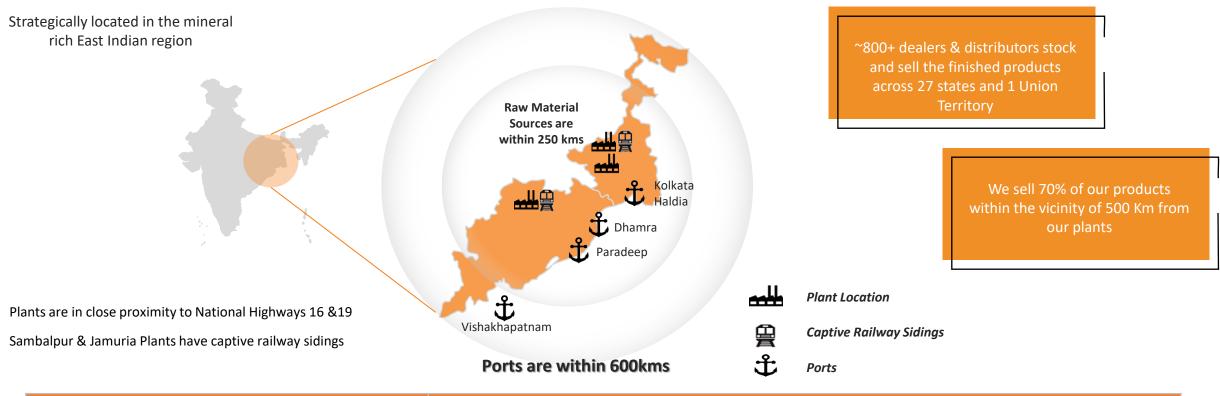
TRAXYS North
America LLC

J M Global Resources

% of Products Exported is for FY22

Strategically Located - Supported by Infrastructure





Key Raw Material	Source			
Iron ore / Iron ore fines	line owners located in Odisha			
Chrome ore	ng 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			

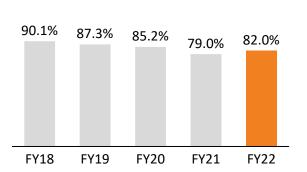
Lowest Cost Captive Power



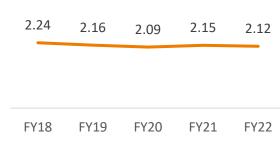
- Power consumed by the plants are primarily produced in-house by the captive power plants
- Captive power plants utilise non fossil fuels such as waste, rejects, heat and gas generated from the operations to produce electricity
- Cost of in-house power is significantly less than grid power which costs INR 5-7 Per Unit *

Sambhalpur Sambha

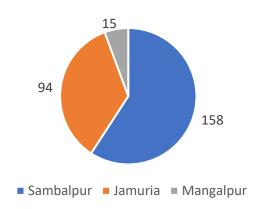








Current Capacity* (MW)



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

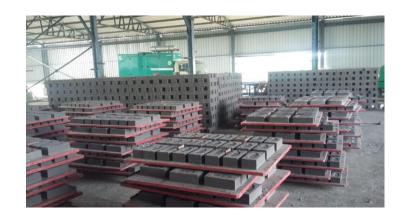
Waste to Value



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

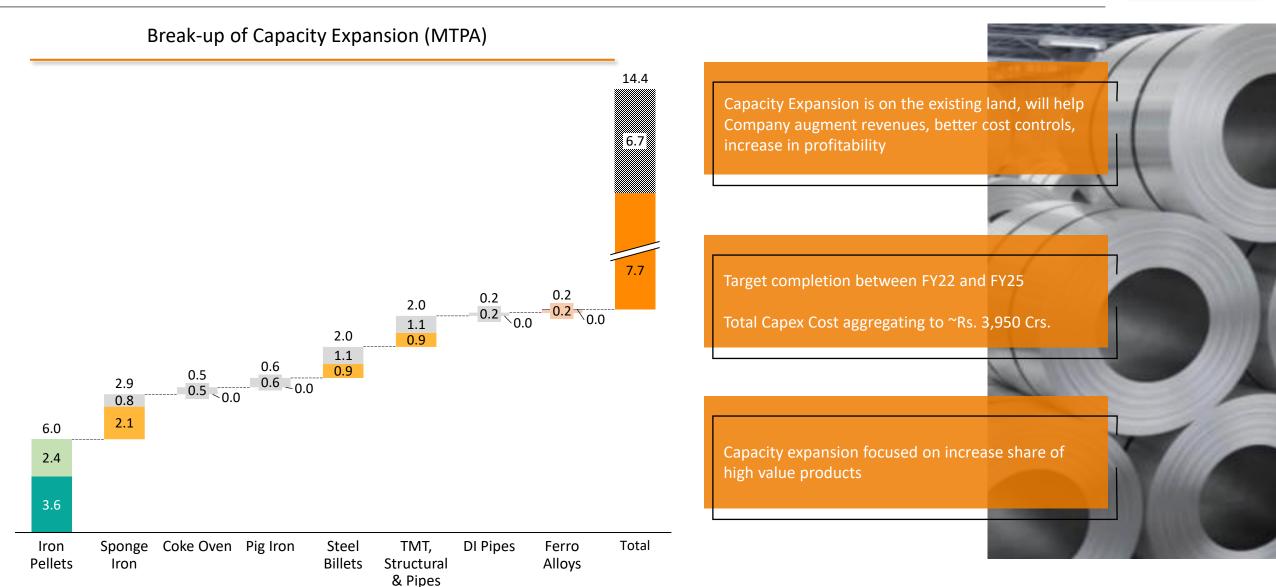
Fly ash bricks are also known for being highly durable, less permeable and environment-friendly as they are manufactured from waste materials that generate from the combustion of coal in thermal power plants.



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**











Partners





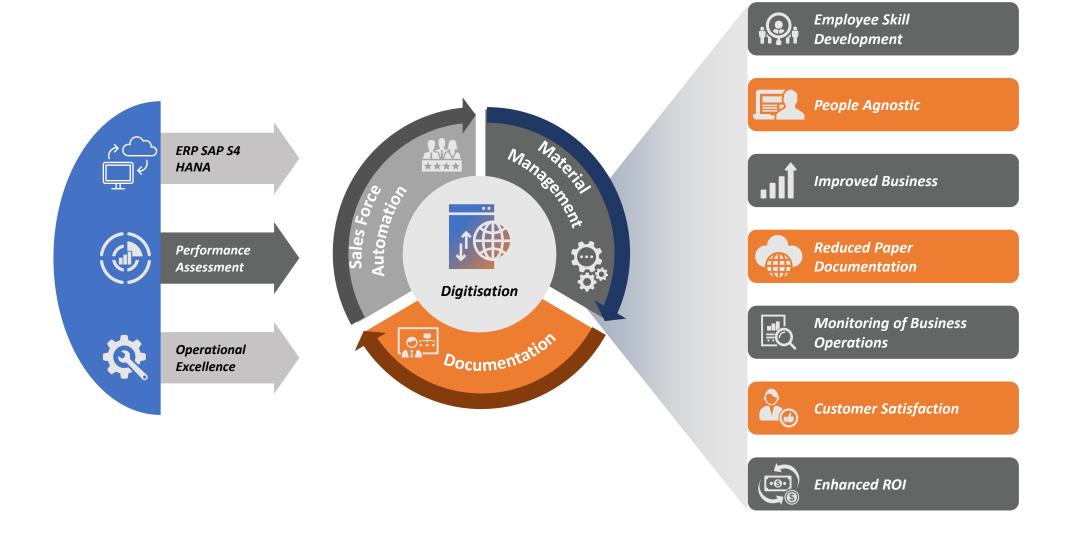






Impact of IT Initiatives







SUSTAINABLE GALS DEVELOPMENT GALS



17 GOALS TO TRANSFORM OUR WORLD





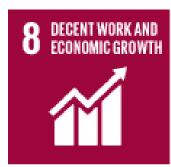
































Commissioned ESG Study



In our move towards sustainable growth, ESG framework provides an opportunity to create a systematic approach for tangible outcomes.



Growlity Inc. management consultants has carried out comprehensive diagnostic study on SMEL's ESG fundamentals & compliance status.

In Phase 1 of the diagnostic study, Growlity

- Carried out a detail study of SMEL's process flow at Jamuria & Sambalpur plants.
- Map out the current carbon, water & waste footprints at both plants and assess the impact of carbon emissions.
- The phase 2 of the exercise implementation is underway

Installed Solar Panels – Focus on Green Energy











→ We have partnered with Fourth Partner Energy Pvt Ltd, India's largest Commercial & Industrial Solar Developer

The project has been initiated to reduce CO2 emission, and conserve water

→ We also plan to plant 57,500 trees.

On a pilot basis, initially based on investment made by 3rd party solar company on SMEL land, currently 0.6 MW is operational out of the planned 4MW





Q4 & FY22 Financial Performance

Performance Highlights



FY22







Q4 FY22







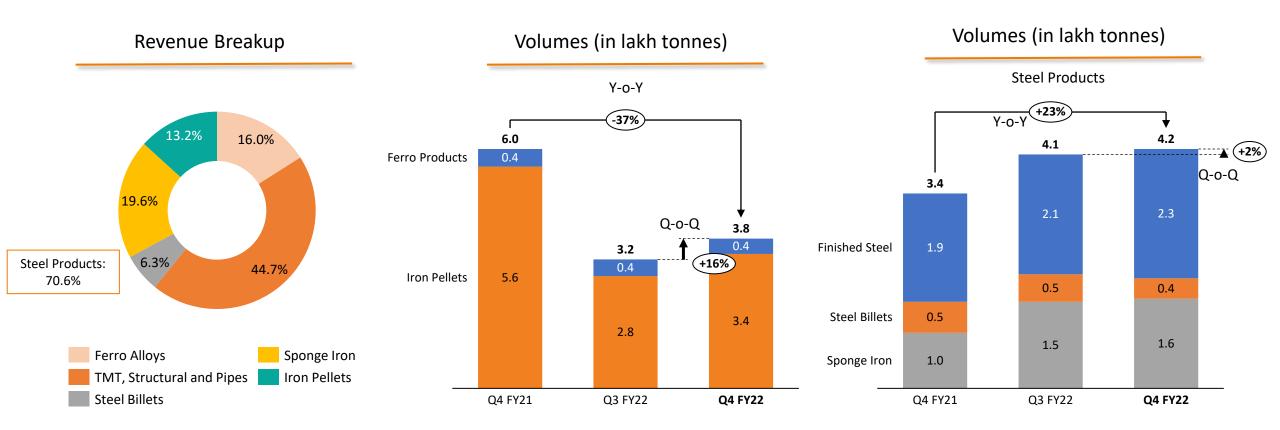
Strong Q4 FY22 Performance



Revenue from Operations
Rs. 2,856 crores +22%







Strong FY22 Performance

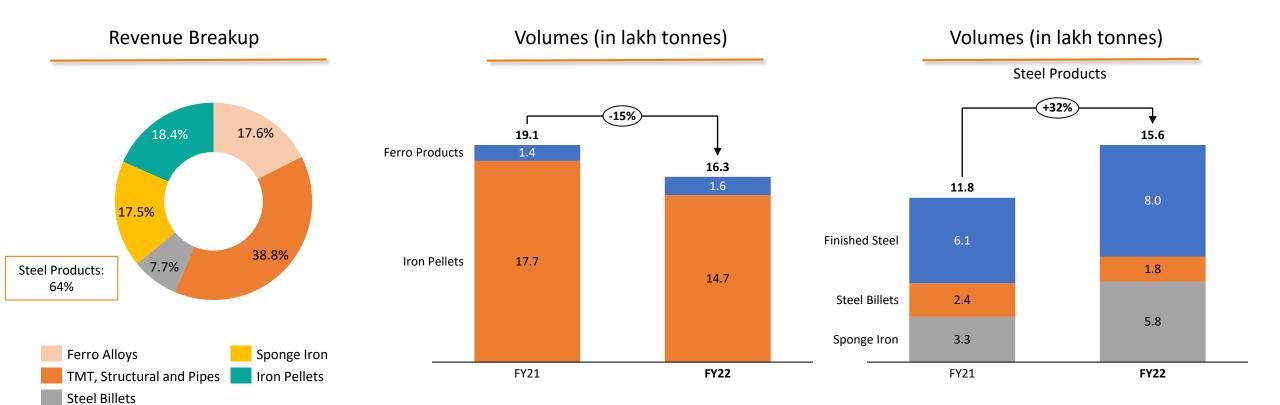


Revenue from Operations
Rs. 10,394 crores +65%

EBITDA

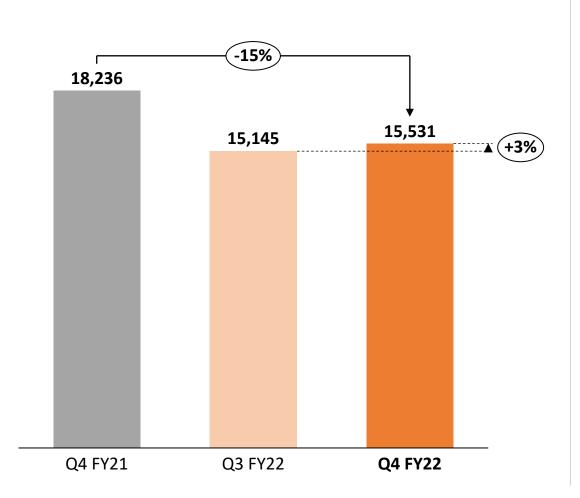
Rs. 2,600 crores +87%

Profit After Tax
Rs. 1,724 crores +104%



*Blended EBITDA per Tonne (Rs)



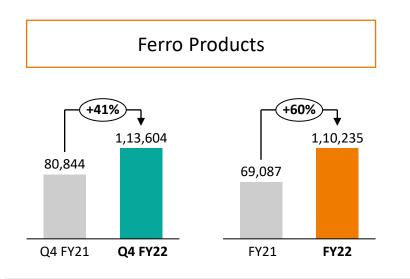


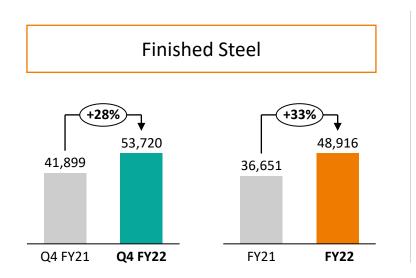
+41% 16,636 11,809 FY21 FY22

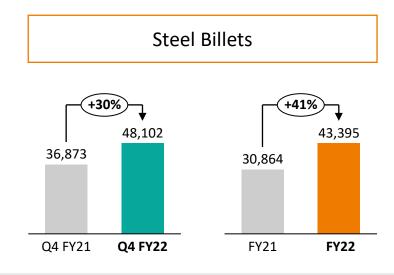
YoY decrease in Q4 attributable to lower pellet sales

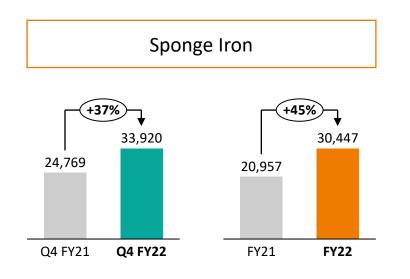
Per Tonne Realizations

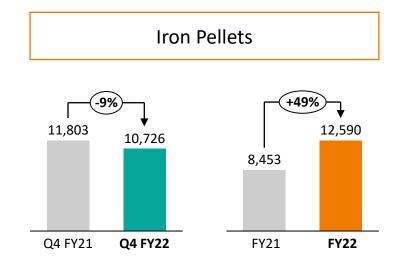












Consolidated Profit & Loss Statement



Particulars (Rs. Crs.)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY21	Q-o-Q	FY22	FY21	Y-o-Y
	· ·	·		·				
Revenue from Operations	2,856.8	2,350.5	22%	2,577.8	12%	10,394.0	6,297.1	65%
Cost of Material Consumed	1,795.3	1,280.0		1,640.6		6,460.9	3,716.7	
Purchase of Stock	8.1	63.0		2.1		32.5	67.6	
Change in Inventories	-25.2	35.6		-51.5		-180.9	49.0	
Gross Profit	1,078.7	971.9	11%	986.6	10%	4,081.4	2,463.8	66%
Gross Profit (%)	37.8%	41.3%		38.3%		39.3%	39.1%	
Employee Expenses	65.4	62.8		57.3		246.6	188.1	
Other Expenses	350.2	282.4		304.3		1,235.1	881.9	
EBITDA	663.1	626.8	6%	625.0	6%	2,599.8	1,393.8	87%
EBITDA Margin (%)	23.2%	26.7%		24.2%		25.0%	22.1%	
Other Income	15.0	9.3		16.6		60.0	23.7	
Depreciation	90.8	80.4		59.7		272.4	300.4	
EBIT	587.3	555.7	6%	581.9	1%	2,387.4	1,117.1	114%
Finance Cost	6.1	6.6		5.7		23.2	62.5	
Exceptional Items/Share from Associates	0.0	0.1		0.0		0.1	0.3	
Profit before Tax	581.2	549.2	6%	576.1	0%	2,364.3	1,054.9	124%
Tax	148.0	161.5		153.5		640.2	211.4	
Profit After Tax	433.2	387.7	12%	422.7	1%	1,724.2	843.6	104%
PAT Margin (%)	15.2%	16.5%		16.4%		16.6%	13.4%	
Other Comprehensive Income	3.6	1.3		-1.3		43.6	5.15	
Total Comprehensive Income	436.8	389.0	13%	421.4	2%	1,767.7	848.7	110%
Comprehensive Income Margin (%)	15.3%	16.5%		16.3%		17.0%	13.5%	
EPS	17.0	16.6		16.5		68.9	36.1	

Consolidated Balance Sheet



Particulars (Rs. Crs.)	Mar-22	Mar-21	
ASSETS			
Non - Current Assets			
Property, Plant and Equipment	2,383.5	1,758.9	
Capital Work-in-Progress	768.3	506.4	
Right-of-use Assets	66.1	42.7	
Goodwill			
Other Intangible Assets	5.1	0.7	
Equity Accounted Investment	350.3	66.6	
Financial assets			
(i) Loans			
(ii) Other Financial Assets	39.0	46.1	
Income Tax Assets (net)		6.8	
Other Non-Current Assets	139.2	252.4	
Total Non - Current Assets	3,751.5	2,680.5	
Current Assets			
Inventories	2,057.0	1,030.2	
Financial assets			
(i) Investments	685.6	215.2	
(ii) Trade Receivables	376.1	533.6	
(iii) Cash and Cash Equivalents	91.9	163.9	
(iv) Bank Balances other than (iii) above	234.0	159.9	
(v) Loans	172.9	16.2	
(vi) Other Financial Assets	105.8	81.0	
Other Current Asset	950.3	539.2	
Total Current Assets	4,673.7	2,739.4	
TOTAL ASSETS	8,424.7	5,419.9	

Particulars (Rs. Crs.)	Mar-22	Mar-21
Equity		
Equity Share Capital	255.1	233.6
Other Equity	5,579.6	3,400.4
Total Equity	5,834.7	3,634.0
Non Controlling Interest	4.0	4.4
Liabilities -Non - Current Liabilities		
Financial Liabilities		
(i) Borrowings	125.8	120.2
(ii) Other Financial Liabilities	12.4	9.7
(ii) Lease Liabilities	6.0	6.0
Provisions	14.0	10.6
Deferred Tax Liabilities, (net)	107.3	
Other Non Current Liabilities	171.0	203.0
Total Non - Current Liabilities	436.5	349.6
Current Liabilities		
Financial Liabilities		
(i) Borrowings	407.9	669.2
(ii) Lease Liabilities	3.4	0.6
(iii) Trade Payables		
(a) total outstanding dues of micro enterprises and small enterprises	7.8	3.9
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	1186.1	363.1
(iv) Other Financial Liabilities	200.3	63.2
Other Current Liabilities	304.4	295.6
Provisions	29.8	29.3
Current Tax Liabilities (net)	10.2	7.1
Total Current Liabilities	2,149.8	1,431.9
Total Equity and Liabilities	8,424.7	5,419.9

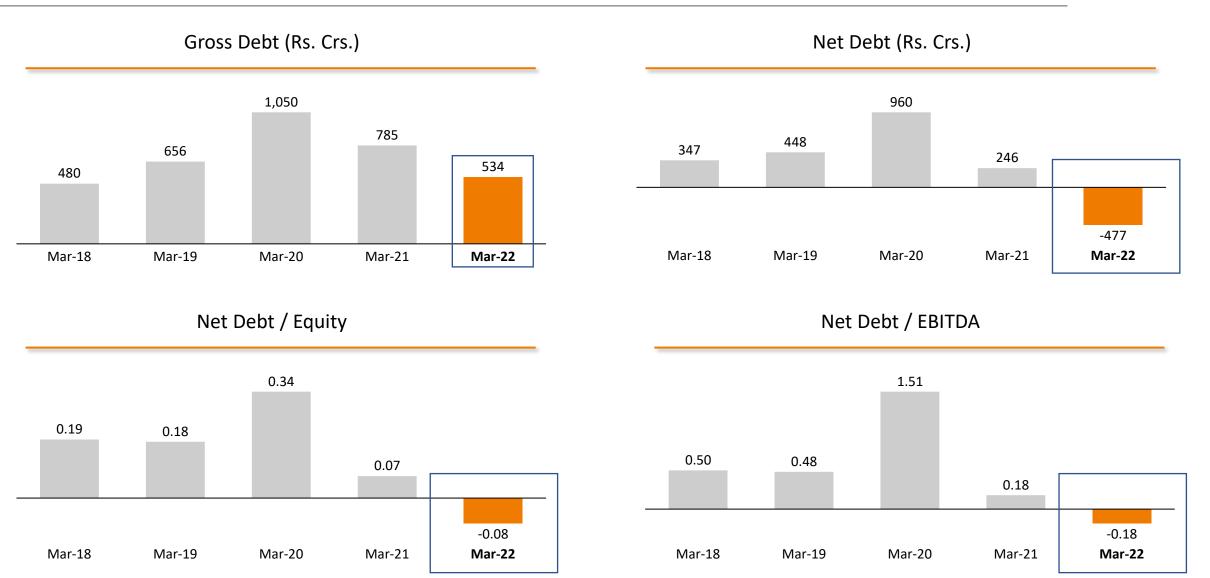
Consolidated Cash Flows



Cash Flow Statement	Mar-22	Mar-21	
Cash Flow from Operating Activities			
Profit before Tax	2,364.3	1,054.9	
Adjustment for Non-Operating Items	-224.5	-317.8	
Operating Profit before Working Capital Changes	2,588.8	1,372.7	
Changes in Working Capital	324.4	128.0	
Cash Generated from Operations	2,264.5	1,244.8	
Less: Direct Taxes paid	-574.9	-188.6	
Net Cash from Operating Activities	1,689.6	1,056.2	
Cash Flow from Investing Activities	-1,926.5	-498.6	
Cash Flow from Financing Activities	165.1	-423.4	
Net increase/ (decrease) in Cash & Cash equivalent	-71.9	134.1	
Cash and cash equivalents at the beginning of the year	163.8	29.7	
Cash and cash equivalents at the end of the year	91.9	163.8	

Strong Debt Profile





Strong Balance Sheet – Flexibility of Growth

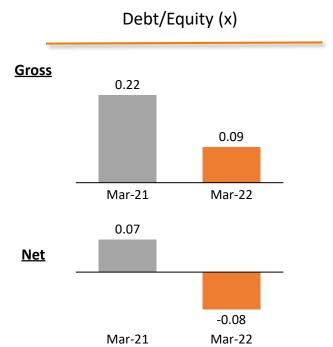


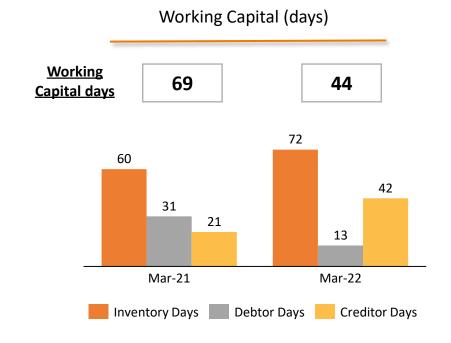


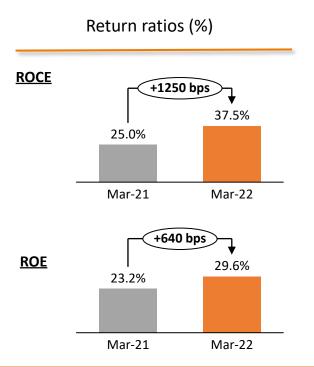
Internal Operating Efficiency led to significant reduction in Working capital requirements

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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