

RS/LLOYDSENGG/BSEL-NSEL/2024/421**Date: 30th July 2024**

The Department of Corporate Services, BSE Limited 27th Floor, P.J. Towers, Dalal Street, Mumbai - 400 001	The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
Scrp Code: 539992	Symbol: LLOYDSENGG

Dear Sir,**Sub: Earning /Investors Presentation**

Lloyds Engineering Works Limited (formerly known as Lloyds Steels Industries Limited) Presents the Earnings/Investors Presentation to various stakeholders of the Company for quarter ended 30th June 2024.

The same is made available on our website also www.lloydsengg.in also.

We request you to kindly take the above information on your record.

Thanking you,

Yours sincerely,

FOR LLOYDS ENGINEERING WORKS LIMITED
(formerly known as Lloyds Steels Industries Limited)

RAHIMA SHAIKH
COMPANY SECRETARY AND COMPLIANCE OFFICER
ACS: 63449



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LLOYDS ENGINEERING
WORKS LTD (LEWL)
Investor Presentation
July 2024

Disclaimer



The information contained herein has been prepared by Lloyds Engineering Works Ltd.(LEWL”) relying on information obtained from sources believed to be reliable but LEWL does not guarantee the accuracy or completeness of such information.

Except for statements of historical facts, the information herein may contain projections or other forward-looking statements regarding future events or future financial performance of LEWL. These forward-looking statements are not guarantees or promises of future performance. The inclusion of such forward-looking statements shall not be regarded as a representation by LEWL, its management or any other person that the objectives or plans of LEWL will be achieved. Actual results and future events could differ materially from those anticipated in such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made. Risks and uncertainties arise from time to time, and it is impossible to predict these events or how they may affect LEWL or cause its actual results, performance or achievements to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. LEWL undertakes no obligation to update or revise any forward-looking statement contained herein, whether as a result of new information, future events or otherwise.

Figures are being rounded, and that rounding differences may appear throughout the presentation

Contents



[Quarterly Results](#)



[About Us](#)



[Business Overview](#)



[Investment Thesis](#)



[Financials & Shareholding](#)



Q1 FY25

Revenue Growth of
19.72% YoY

EBITDA Growth of
63.53% YoY

PAT growth of 65.26%
YoY

EBITDA margins
higher 534bps YoY

Share Purchase
agreement to Acquire
TECHNO INDUSTRIES

Order book growth of
10% YoY

Robust Order book at
₹ 899.19 cr

Company received
Fresh orders for Eco
Pickling

Strong Pipeline of
orders worth more
than ₹600 cr

Q1FY25- Result Highlights

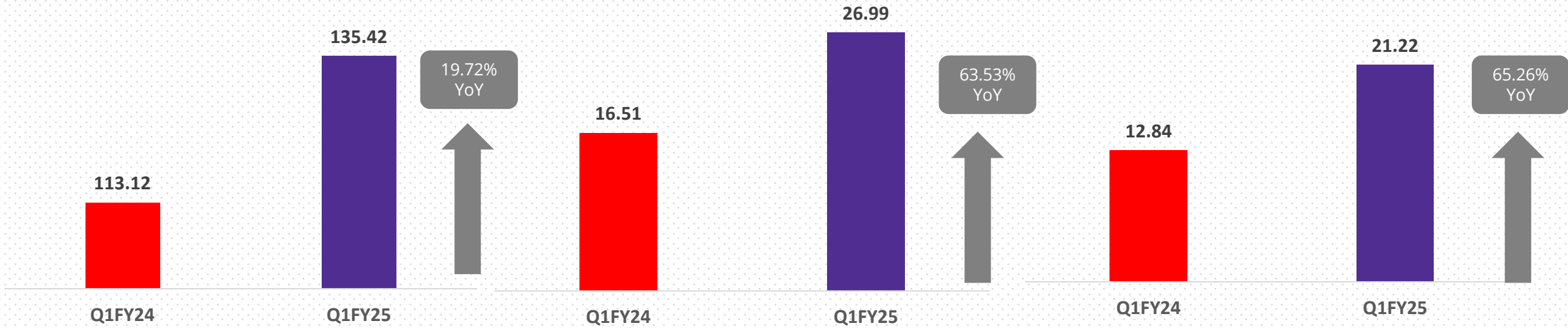


₹ Crores

Revenue

EBITDA

PAT



#

#Excluding Exceptional item (loss): ₹2.5cr

- Q1FY25 continued its robust performance, with revenue growing by 19.72% YoY led by efficient execution.
- EBITDA for Q1FY25 grew to ₹26.99 cr from ₹16.51 cr in Q1FY24; a growth of robust 63.53% YoY ; Margins For Q1FY25 stood healthy at 19.93%. Timely booking of raw materials, efficient execution of order book, and better productivity led to such healthy margins.
- Order Book as of 30th June 2024 stood at ₹899.19 cr. The order book for the company has grown by 10%YoY.** The order book is well balanced amongst various sectors.
- The latest technological tie-ups are further aiding the company in building a solid engineering product and solutions portfolio. The company has also received orders for Eco Pickling during Q1FY25.
- Order book as of date is ~2.88x of FY23 sales and 1.44x of FY24 sales .** Order pipeline remains very encouraging and are expected to convert into firm orders in near to medium term.
- The company remains Net Debt-free**, which further exhibits the company's inherent strength of execution and operations.
- Lloyds Engineering Works Ltd. (LEWL) has entered into share purchase agreement for acquisition of **77% of Techno Industries Pvt. Ltd. (TI)**, through secondary transfer from existing shareholders, at an overall equity valuation of INR 227.27 crore and to scale up to 100% on pre agreed terms over a period of time.
- This acquisition broadens LEWL's product portfolio and strengthens its market position, a move that marks its strategic entry into the fast-growing **electrical engineering sector**.

Q1 FY25 – Profit & Loss

Particulars (₹ crores)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ
Revenue	135.42	113.12	19.71%	187.9	-27.93%
Other Income	1.84	1.95	-5.64%	2.96	-37.84%
RM consumed	78.76	73.38	7.33%	131.56	-40.13%
Employee	8.63	7.04	22.59%	7.84	10.08%
Other expenses	22.87	18.14	26.07%	21.73	5.25%
EBITDA	27.00	16.51	63.54%	29.73	-9.18%
EBITDA Margin (%)	19.94%	14.60%	534 bps	15.82%	412 bps
Depreciation	1.99	0.67	197.01%	1.53	30.07%
Interest	1.34	0.95	41.05%	1.28	4.69%
PBT	23.66	14.89	58.97%	26.92	-12.07%
Tax	2.44	2.04	19.57%	5.79	-57.86%
PAT	21.22	12.85	65.22%	21.13	0.47%

EBITDA includes Other Income

Balance Sheet

Particulars (₹ Crores)	FY23	FY24
Fixed Assets	27.07	61.94
Capital Work In Progress	25.55	10.65
Goodwill	0.96	0.96
Right To Use	5.30	14.59
Other Assets	3.28	34.87
Sub-Total Non Current Assets	62.17	123.00
Inventories	114.58	101.98
Trade Receivables	29.09	151.81
Cash & Cash Equivalents	8.07	125.22
Other current Assets *	156.93	69.27
Sub- Total Current Assets	308.68	448.28
Total Assets	370.85	571.28
Share Capital	98.87	114.46
Other Equity	96.49	296.74
Total Equity	195.36	411.20
Borrowings	0.43	4.65
Other Liabilities	8.56	15.86
Current Liabilities *	166.50	139.57
Total Liabilities	370.85	571.28

* Current assets include Liquid Assets, and Current Liabilities include Short term Borrowing

LEWL's Entry into "Electrical Engineering"

(LEWL) to acquire a 77% share in Techno Industries Pvt Ltd (TI)

About Techno Industries

- Established in 2000, Techno Industries Pvt Ltd has established itself as a leading player in the elevator and escalator space with a significant presence in India's motor and pump industry.
- Promoted by Mr. Bharat Patel a technocrat with experience of more than three decades.
- Strong Existing base of 21k+ elevators, 800k+ induction motors, and 11.5mn+ pumps, with Elevators installed nationwide, along with a Wide base of Motors and Pumps.
- Manufacturing Facilities Spread Over 1,10,000 sq. Feet Area.
- Only Elevator Company in Gujarat Having Such a Big Set Up, 16% market share in Gujarat.
- 800 Employees and All India operations.
- Robust Profitability and Margin profile, with the ability to scale up further and faster.



Future Strategy Post-Acquisition

Building and Compounding on Existing Strong Base and grow Multifold in next 5 years

Motors & Pumps

- Expanding capacities
- Adding new channel dealers
- Leveraging pre-qualification with entities like NTPC, BHEL etc to build a more robust Clientele

Elevators & Escalators

- Export of elevators to UAE, USA and Africa
- Expand in Industrial Elevators space
- Expanding its existing Parking lifts & Parking systems aggressively.
- Cater to the growing demand for escalators due to upcoming metro and rail projects nationwide
- Expanding AMC businesses which are of a Recurring Revenue nature

Overall Strategy

Broadening Marketing Team-

- New Branches
- New Office and Sales Workshops



Capex-driven growth

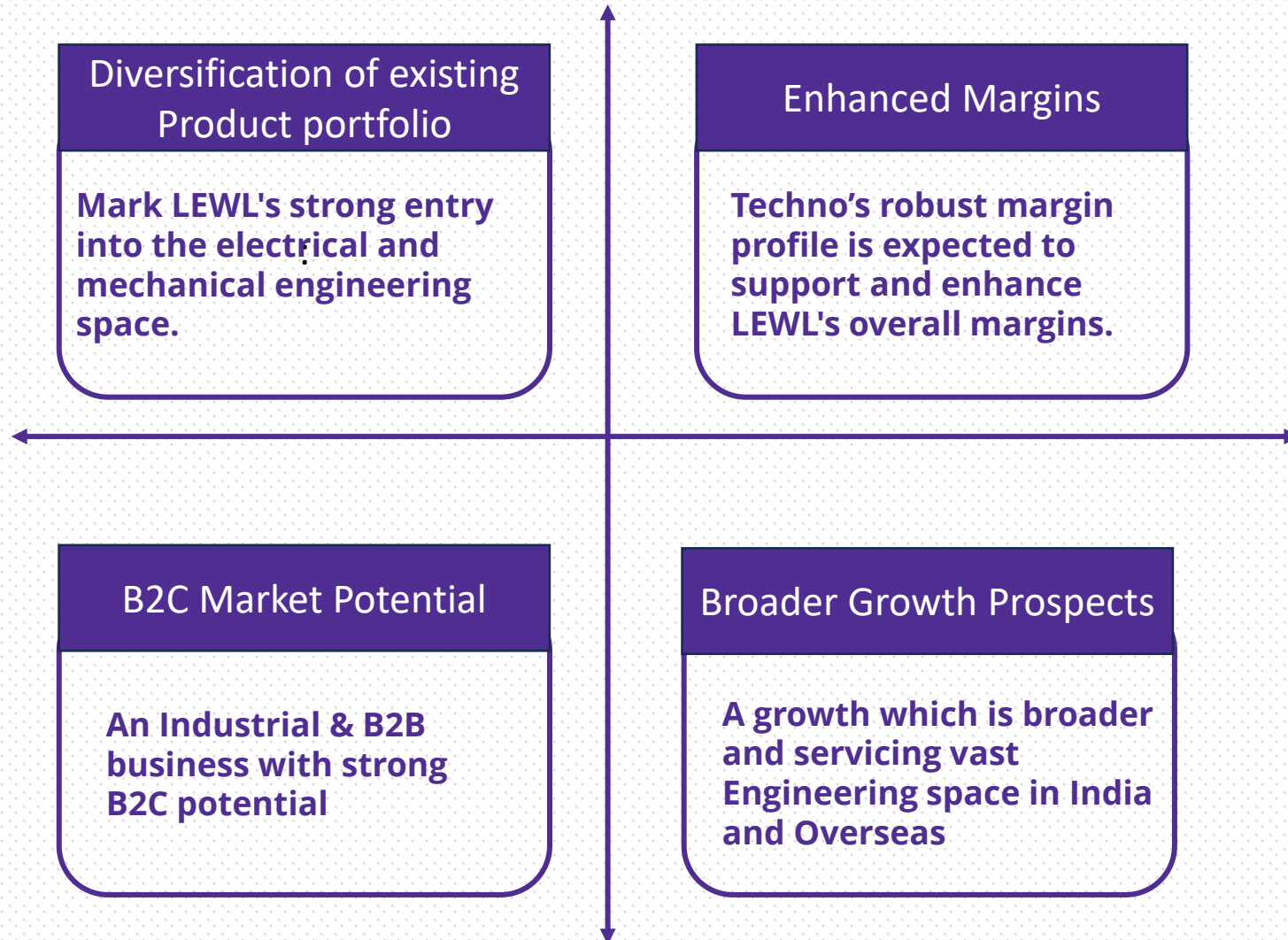
- INR 30 cr Capex over 3 years to expand capacities across Verticals
- Working capital Management due to LEWL existing Strong Balance sheet



Management expertise

Strengthening Management bandwidth with rich managerial experience

Strengthening LEWL Future Prospects



Key Products & Services by Techno Industries

Brief Product profile across its verticals

	Elevators	Motors and Pumps Division
Products & Services offered	Passenger Lifts	Fire Fighting Pumps
	Industrial Elevators	Solar Pumps
	Kits	Submersible Pumps
	AMC Services	Induction Motors
Key customers Served	Offerings for commercial and residential Setups	Fire Fighting Motors
	High Tonnage Elevators for Industrial Setup	Long-term contract with leading engine manufacturers to supply general-purpose motors
	Kits being sold outright to 3rd party vendors	Vast clientele, with existing empanelled clients for pumps
	AMC services for lifts and escalators	

Key Strengths:

- ❑ Diversified Product Mix,
- ❑ Wide existing Empanelment,
- ❑ Recurring AMC revenues,
- ❑ High installed base of Motors, pumps and elevators.

“This acquisition broadens LEWL’s product portfolio and strengthens its market position.”

“With TI’s already strong base, LEWL aims to solidify its presence further”

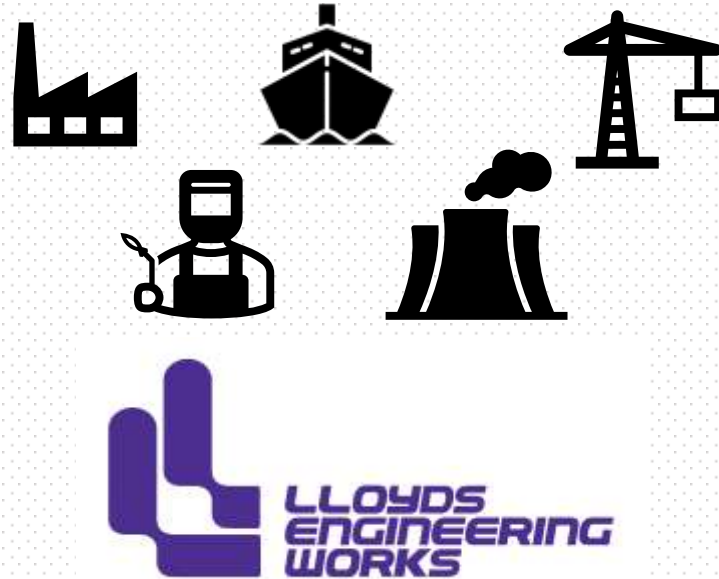


About Us

A Product Engineering Solutions company

We have developed a host of capabilities to deliver superior and customised solutions to our client

“ Providing Engineering & Infrastructure Solutions Since 1974 ”



Catering clientele with Innovation, Customisation, and Precision in the most Cost & Time Efficient manner

The engineering business was started by its operations in 1974 and is a complete Process plant equipment-providing company in India. It provides a complete engineering and infrastructure solutions package by carrying out design, engineering, manufacturing, fabrication, and installation. Its products cover various categories in Heavy Equipment, Machinery and Systems for the carbon Sector, Oil and gas, Steel Plant Equipments, Power Plants, Nuclear Plant Boilers and Turnkey Projects.

Its facilities have been approved by various authorities like Industrial Boiler Regulatory Authority, SGS UK, Petroleum and Explosives Safety Organisation etc.

The company has state-of-the-art manufacturing facilities at Murbad, Thane, headquartered in Mumbai.

Sector Variegation- Catering to diversified sectors

Partnering to bridge the gap in the nation's infrastructure needs with our sustainable & efficient business model



Hydrocarbon

Manufacturing and supplying Process Equipment such as **Pressure Vessels, Columns, Reactors, Heat Exchangers, waste heat recovery boilers, Air/Gas /Liquid Dryer Packages**



Steel

Fabrication of various equipment for Steel melting shop, manufacturing equipment in the Hot rolling Mill and Cold rolling Mill Ball Mills, Rotary Dryer, **Pickling** and various other equipment required for iron and steel making



Nuclear

LEWL is registered with BARC & NPCIL for the supply of various equipment based on the basic design engineering by NPCIL and further design engineering, done by LEWL for the equipment



Marine /Navy

Manufacturing and supplying various products like a Fin Stabiliser required to be setup in various Navy warships, The Electro-Hydraulic **Steering Gear** for Marine ships etc



Ports, Jetties & Refineries

Design, engineering & supply critical components like Swivel Joints, Seals, Coupler Hydraulic valve etc. Leading manufacturers of Truck and Wagon **Loading Arms** for handling different products.



Power

Design, and manufacturing of thermal power plants and their various equipment thereof in likes as **boilers, condensers, heaters** etc

Business Overview



Our Forces – Unified and Client-Centric approach

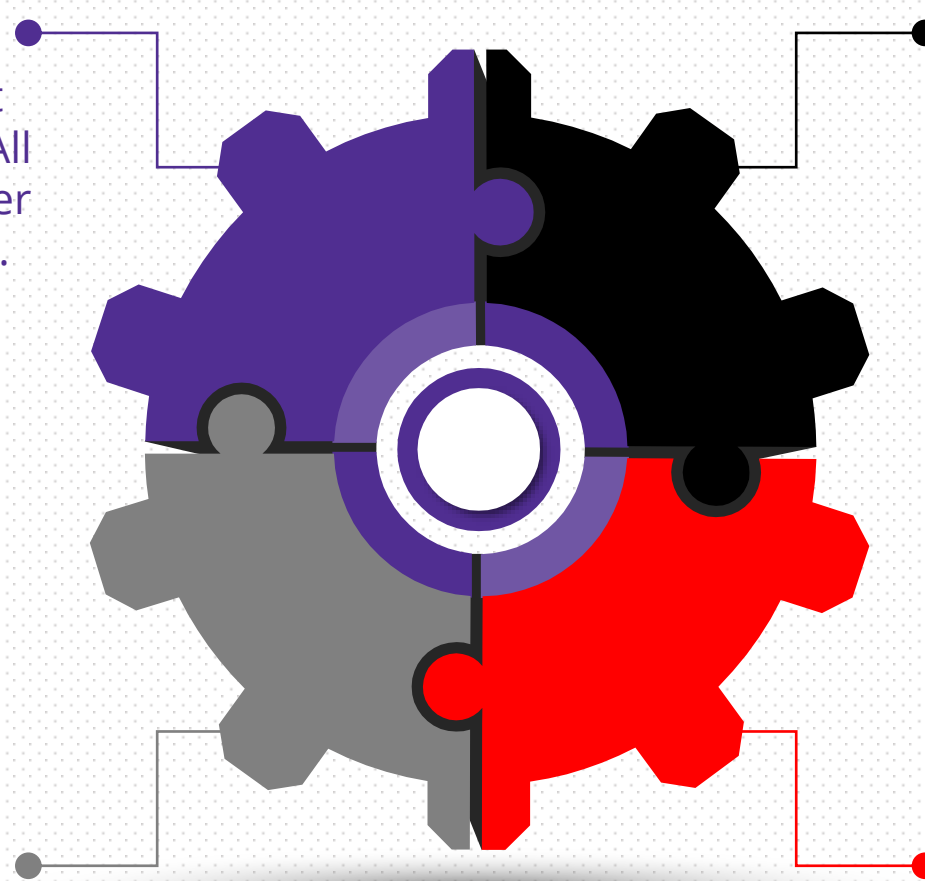
Playing on Strengths to deliver robust output in the most efficient manner

Single Location Manufacturing

The company has its state-of-the-Art facilities located in Murbad, Thane. All workshops are adjacent to each other bringing in significant cost dynamics.

Technological Bandwidth-Tie-ups

Technological Tie-ups ensure the most qualitative and best-in-class output. LEWL has technological tie-ups for its offerings.



Five Decades of Experience

Enriched experienced has established Brand Equity in the Industry.

Multi Product offerings

Diversity in product offerings has also helped it diversify among Underlying sectors. This helps in deconcentrating the portfolio risks.

Strategic Plant Location

All workshops being adjacent to each other brings in the logistic advantage.

1

The single location of the plant with all workshops adjacent to each other helps in **better absorption of Overhead costs**

2

A centralised Raw Material procurement system helps in **better operating cost structures**

3

Shared Infrastructure brings **agility in the execution of the projects**



Shop B & C



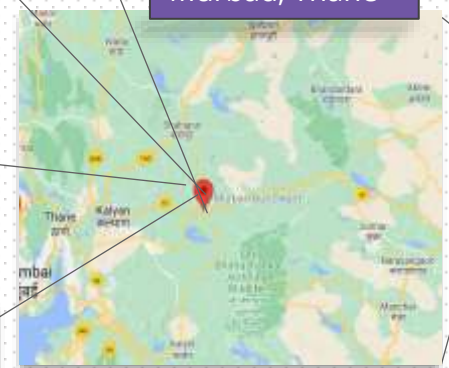
Shop A



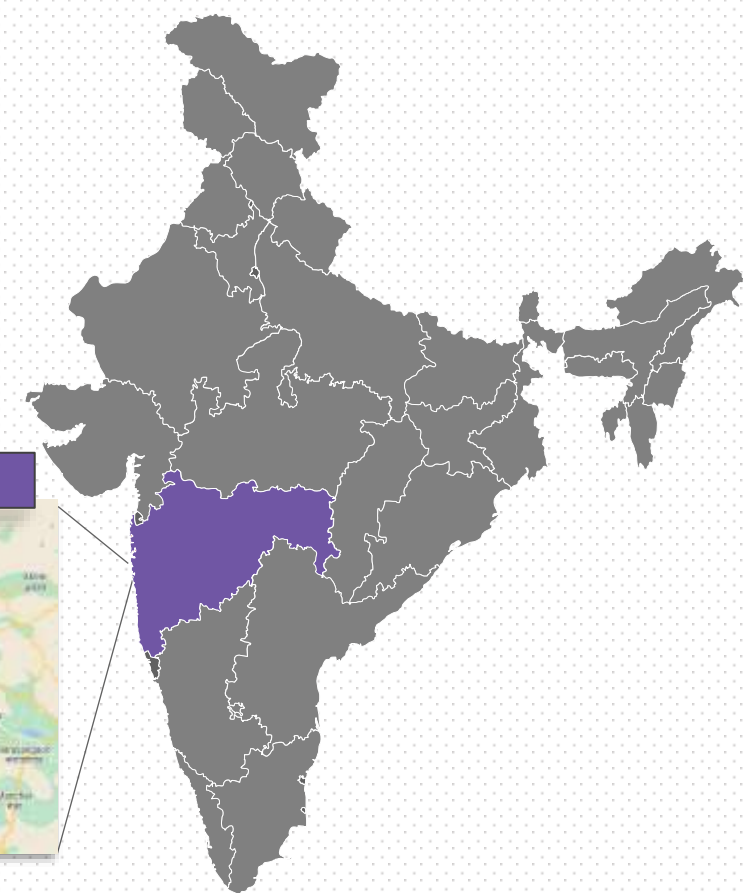
Shop K3



Shop D



Murbad, Thane



Spread across 8 acres
84 kms from JNPT.
1 km from national Highway

Multi Product offerings – Product portfolio across Multiple Sectors

Boilers /
Power/
Chemicals



Hydrocarbons
/ Dryers/
Refineries



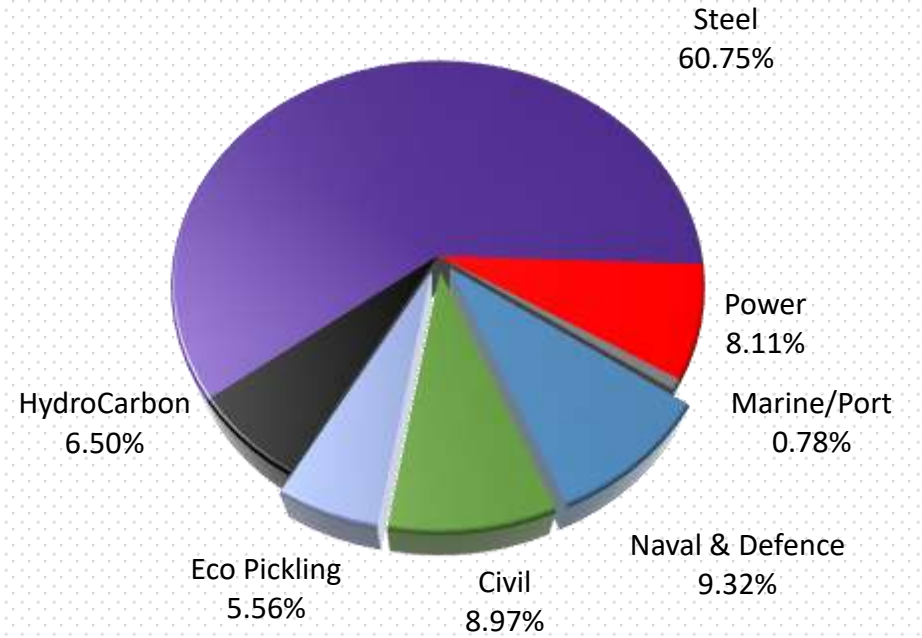
Ports, jetties/
marine/
Defence



Steel Plant
Equipment



Order Book (Sector-Wise) As of 30th June 2024



Sustainable Operating Margins

Mitigating Cyclicity in Order Inflow

Opens Doors to Sunrise Industries

Diversified Product Mix

Our Offerings and Solutions



Pressure
Vessels



Column

Our Offerings and Solutions



Heat
Exchangers



Air/Gas
Drying
Systems

Our Offerings and Solutions



Boilers



Steel Plants
Equipment

Broad-Based Clientele



Certifications & Approvals

CERTIFICATE OF AUTHORIZATION

The signed company is authorized by The American Society of Mechanical Engineers (ASME) for the design of vessels in accordance with the appropriate code of the ASME Boiler and Pressure Vessel Code. The use of the ASME Single Contribution Mark and the authority granted by ASME Certificate of Authorization are subject to the provisions of the agreement set forth in the application. Any construction stamped with the ASME Single Contribution Mark shall have been built solely in accordance with the provisions of the ASME Boiler and Pressure Vessel Code.

COMPANY:
Lloyds Engineering Works Limited
A-51, A-54 & A-55, MIDC Industrial Area,
Marol, Dist. Thane,
Maharashtra 421401
India

SCOPE:
Manufacture and assembly of pressure vessels at the above location and field sites controlled by the above location.

AUTHORIZED: December 26, 2022
EXPIRES: December 26, 2026
CERTIFICATE NUMBER: 90821

R. S. Chavan
Board Chair, Conformity Assessment

A. M. Zambing
Managing Director, Standards Engineering Services

The American Society of Mechanical Engineers

CERTIFICATE OF AUTHORIZATION

Form No. 102 - 2017/2018 (REV. 10/17)

GOVERNMENT OF GUJARAT
INDUSTRIAL DEPARTMENT
DIRECTORATE OF STEAMBOILER
Vijaybhawan 1st Flr. Plot No. C-20
Block - B, Sector-14, Gandhinagar, Gandhinagar,
Mumbai - 400 001

Reference No: 101/AS/2022/1000022
Date: 12/21/2022

To:
LLOYDS ENGINEERING WORKS LIMITED
Plot No. A-51 & A-55, MIDC Industrial Area,
Marol, District Thane,
Maharashtra 421401, India

Sub: Renewal of approval as a "Boiler Manufacturer, Class 1 Pressure Vessel (ASME)" as per Indian Boiler Regulations, 1950 and its latest amendments.
Ref: Your letter application vide D/1000022/2022-12-20/22

ASME reference to your letter application vide 1000022/2022, dated 12-14-2022, on above subject. There is inform you that your approval as "Boiler Manufacturer, Class 1 Pressure Vessel (ASME)" as per Indian Boiler Regulation 1950 and its latest amendments is renewed upto to 21st December 2026, subject to conditions set down in letter of approval.

You are referred to submit your next application for renewal of said Certificate before the expiry date.

Signature with
Name typed in block and
date and authority granted by
ASME in block.

Yours faithfully,
Sheela Prakash Adiga
Director of Steam Boilers,
Maharashtra State, Mumbai

CERTIFICATE OF AUTHORIZATION

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DIRECTORATE OF STEAMBOILER
Vijaybhawan 1st Flr. Plot No. C-20
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Mumbai - 400 001

Reference No: 101/AS/2022/1000022
Date: 12/21/2022

To:
LLOYDS ENGINEERING WORKS LIMITED
Plot No. A-51 & A-55, MIDC INDUSTRIAL AREA,
MAROL, DISTRICT THANE,
MAHARASHTRA 421401, INDIA

Sub: Renewal of approval as a "Pressure Vessel Manufacturer, Class 1 Pressure Vessel (ASME)" as per Indian Boiler Regulations, 1950 and its latest amendments.
Ref: Your letter application vide D/1000022/2022-12-20/22

ASME reference to your letter application vide 1000022/2022, dated 12-14-2022, on above subject. There is inform you that your approval as "Pressure Vessel Manufacturer, Class 1 Pressure Vessel (ASME)" as per Indian Boiler Regulation 1950 and its latest amendments is renewed upto to 21st December 2026, subject to conditions set down in letter of approval.

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📄 The company in FY24 firmed up various technological tie-ups in the likes of:

- i) A Memorandum of Understanding (MOU) with **The Material Works, Ltd. (TMW)** for the transfer of cutting-edge and environmentally friendly technology, Eco Pickled Surface (EPS Gen 4), for pickling of all qualities of steel, including stainless steel.
- ii) Entered into a definitive agreement with **TB Global Technologies Ltd (TBG)**, a prominent Japanese company formed through the merger of Tokyo Boeki Machinery Ltd and Tokyo Boeki Engineering Ltd. This agreement signifies a strategic partnership aimed at manufacturing, selling, and maintaining various TBG products in the Indian market. TBG, renowned for its expertise in supplying equipment for the Oil and gas sector, holds a significant market share in Japan for its essential products—loading arms and swivel joints. This collaboration allows LEWL to offer these products under the brand "TBNIGATA Lloyds" in India, diversifying LEWL's product portfolio,

More than Four Decades of Experience

Shri. Mukesh R. Gupta **Chairman & Whole Time Director**

A Commerce Graduate and successful Industrialist having a vast knowledge and rich experience of more than 40 years in various Industries such as Steel, Engineering, Power, Finance, Consumer Related, and Construction. He is the Founder and Board Member of Lloyds Group.



Mr Shreekrishna Gupta **Whole Time Director**

Krishna has great experience as an entrepreneur and has successfully started and created two brands in very dynamic industries. He has been awarded three '30 under 30' awards for Forbes India, Forbes Asia and Business World India. He is taking LEWL into the next phase by building teams and creating processes for sustained development.



Mr Kalpesh Agrawal **CFO**

A Commerce Graduate and a Qualified Chartered Accountant. He is having more than 21 years of experience in the Engineering sector His expertise is across all areas of Finance and Accounts. He plays an important role in formulating the company's future direction by providing input on the company's business plan, financial and tax strategies, budgeting, and forecasting.



Mr Sudhir Kumar Dwivedi **COO**

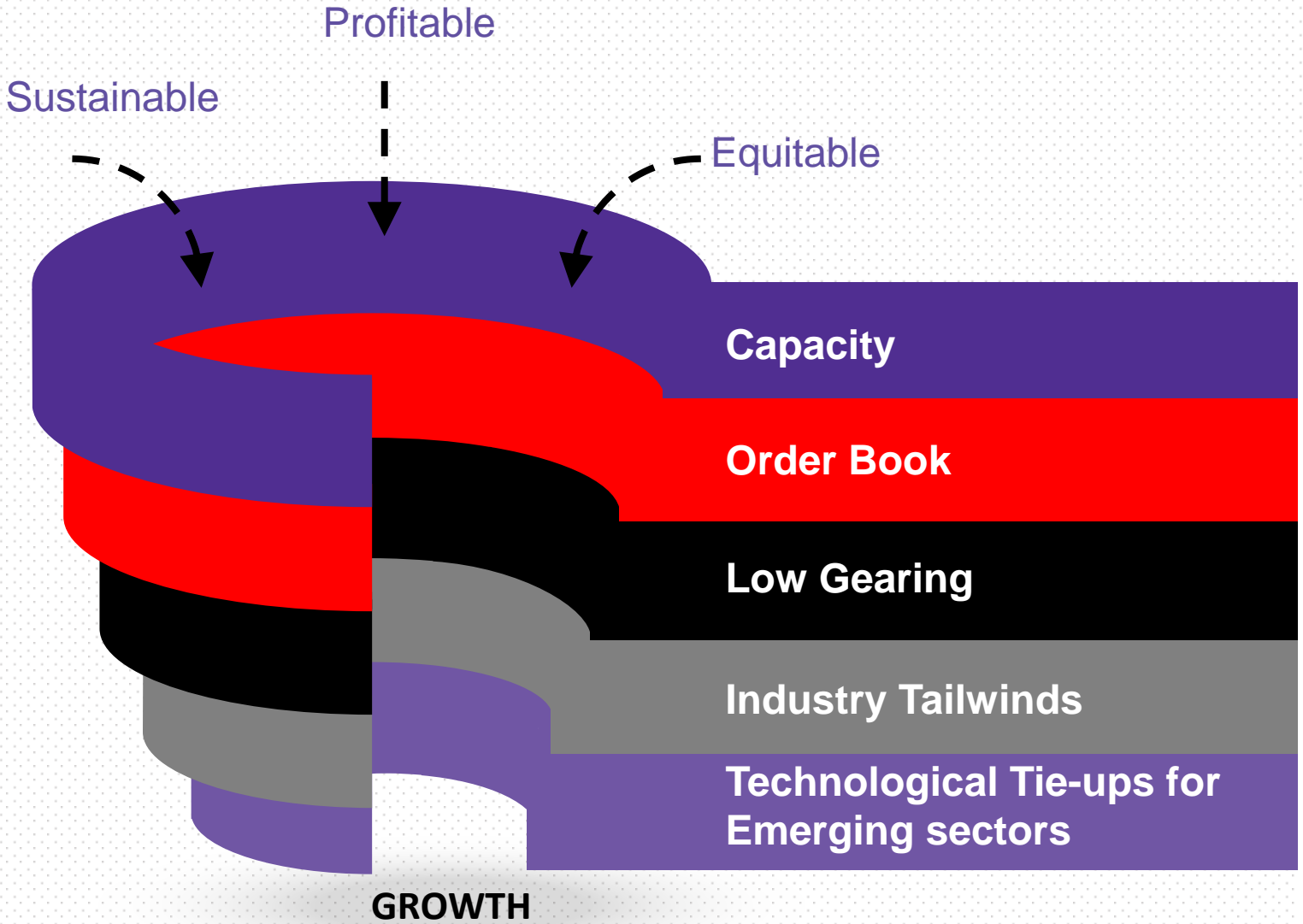
A Bachelor of Industrial Engineering from IIT Roorkee with Honours. Vast experience of more than 33 years in the Heavy Engineering industry with a proven track record in the optimization of organisational resources and product diversification. He has taken LEWL to the doorsteps of new industries thereby aiding diversification to a large extent.



Investing in Lloyds Engineering Works



Investing in Lloyds Engineering Works: Sustainability, Profitability and Quality of Growth



Building large capacities to pave the way for future growth

Its 2.88x of FY23 & 1.44x of FY24 Sales. The order book has grown 10% YoY.

The company's Debt: equity remains comfortable; being a net cash company

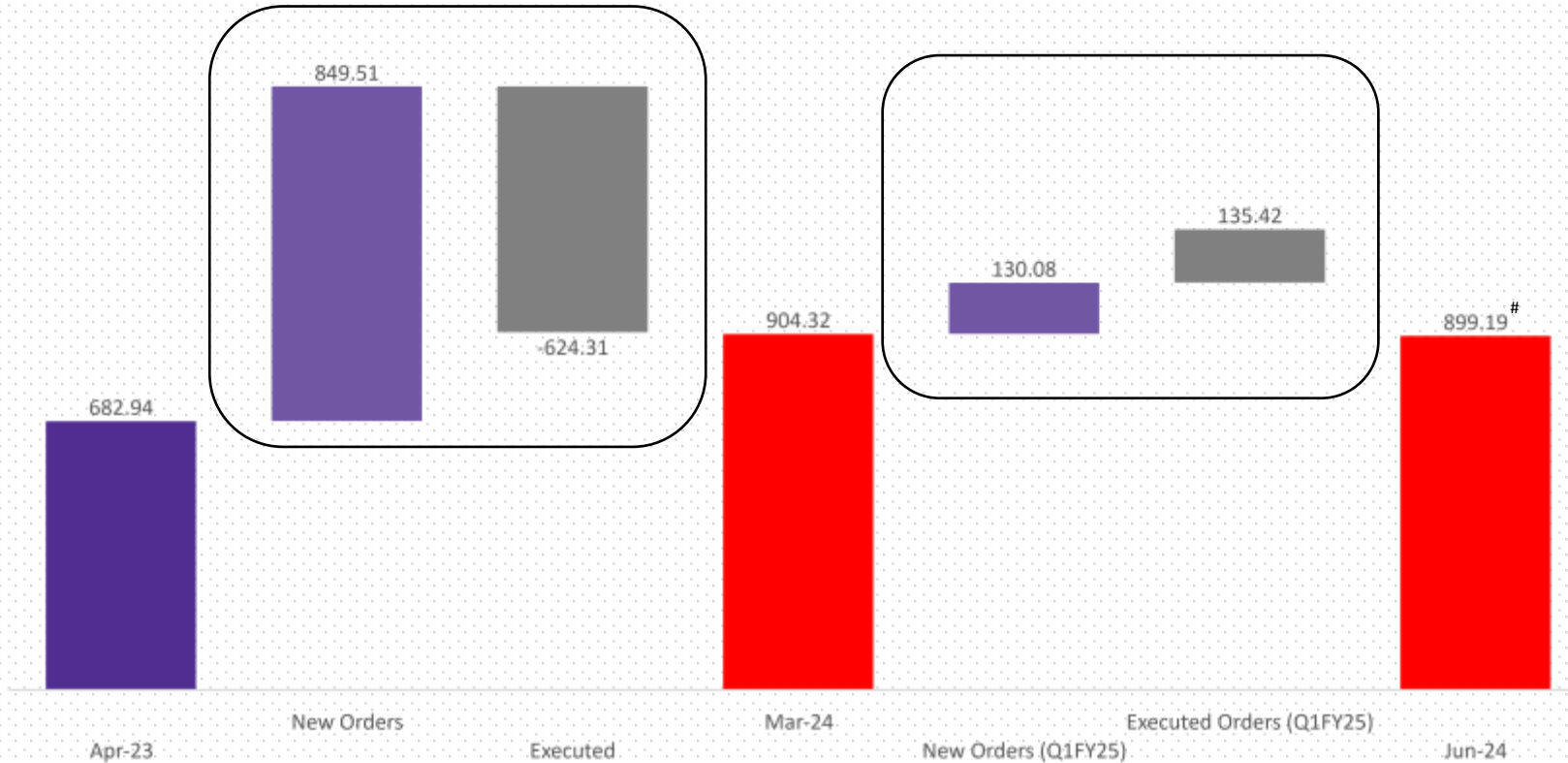
Increasing Infrastructure and CAPEX spends

New technological tie-ups with leading companies in Japan and the US

Robust Order Book – A Growth Driver

Order Book Movement (₹ Crores)

Efficient Execution

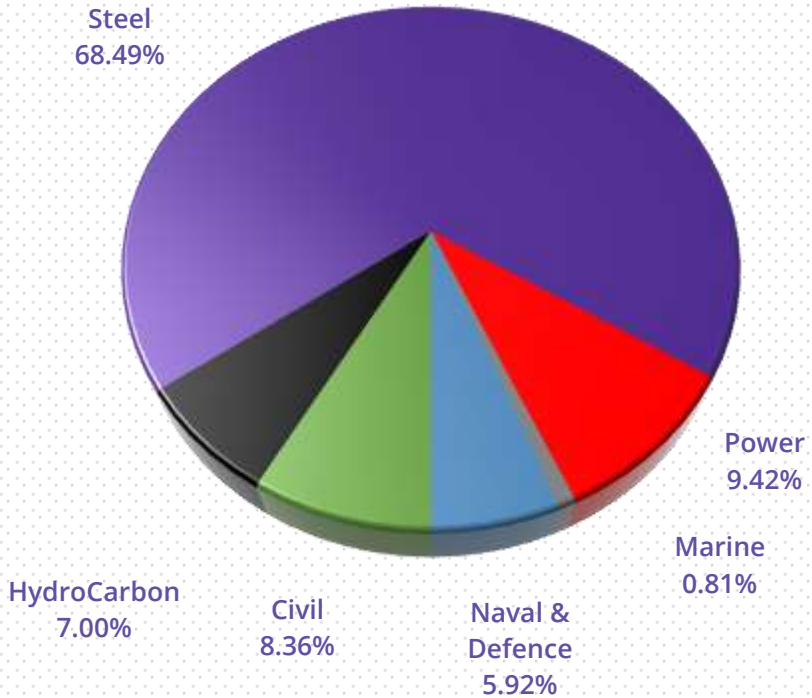


Short orders/amendments adjustments of ₹-3.82cr

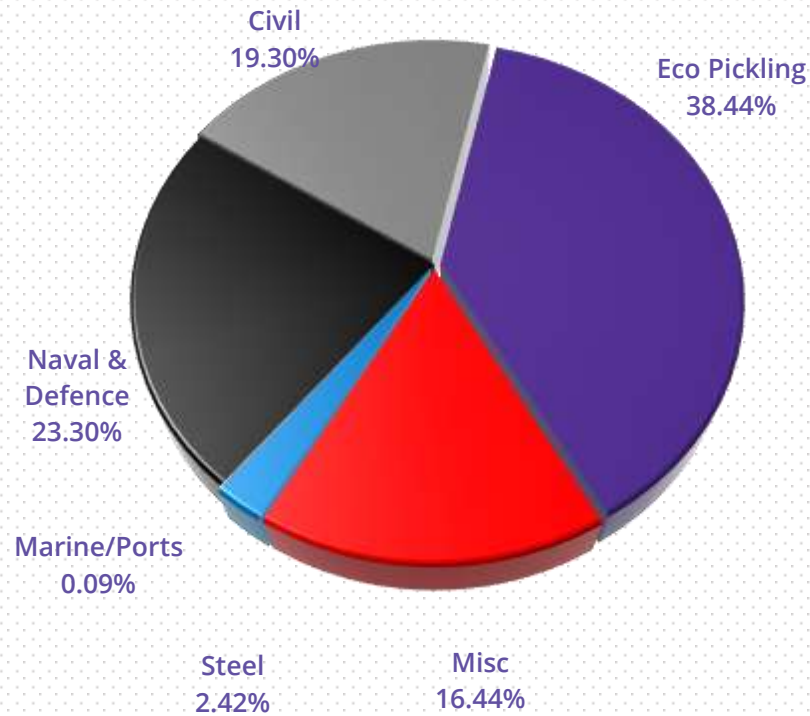
- With a larger base of the order book to begin FY24; the roadmap is relatively steady to deliver higher growth in the coming years. The company plans to systematically grow to build over the more extensive base.
- Order book as of June 24 is ₹899.19 cr, which is ~2.88x of FY23 Revenue.
- With fresh orders now order book stands at 1.44x of FY24 Revenue

Order Book Status

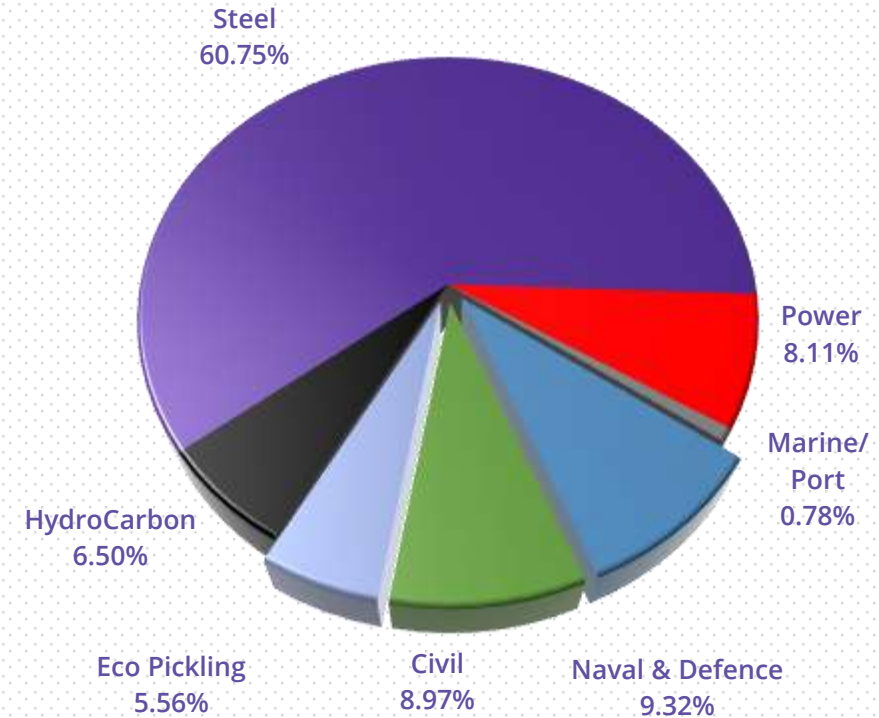
Order Book -April 2023
₹904.32 cr



New Orders -Q1FY25
₹130.08 cr

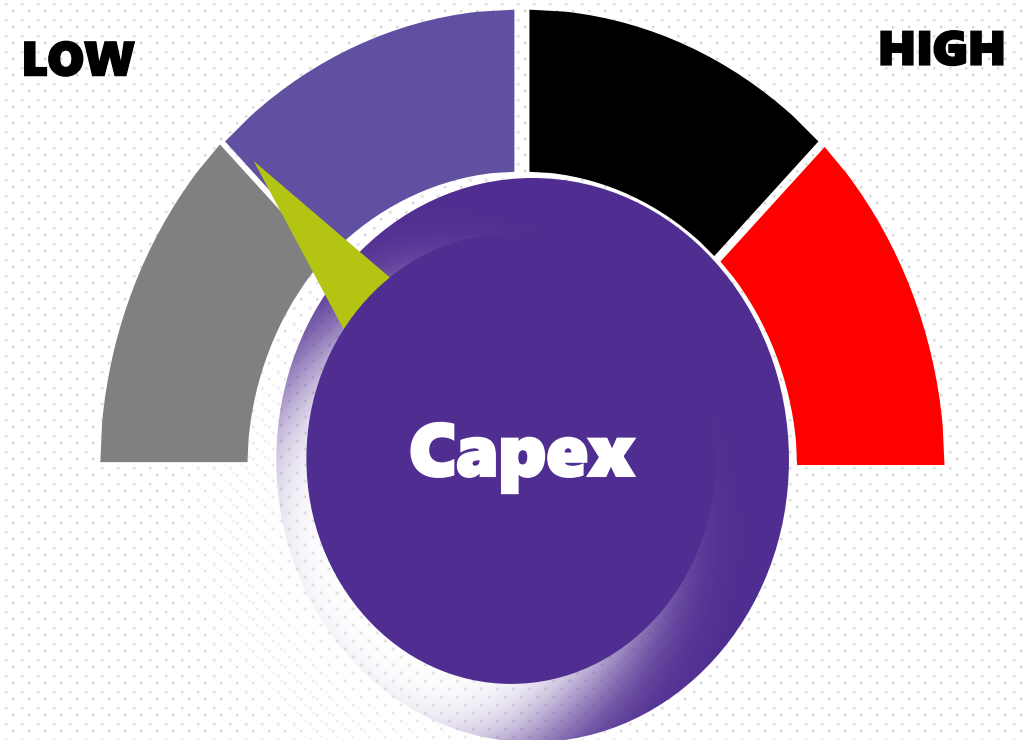
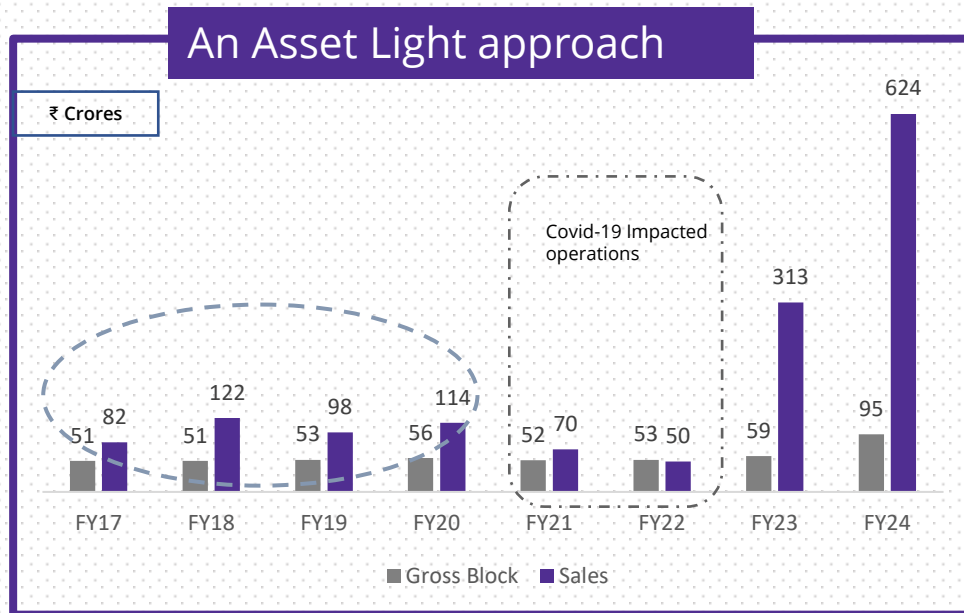


Order Book -June 2024
₹899.19 cr

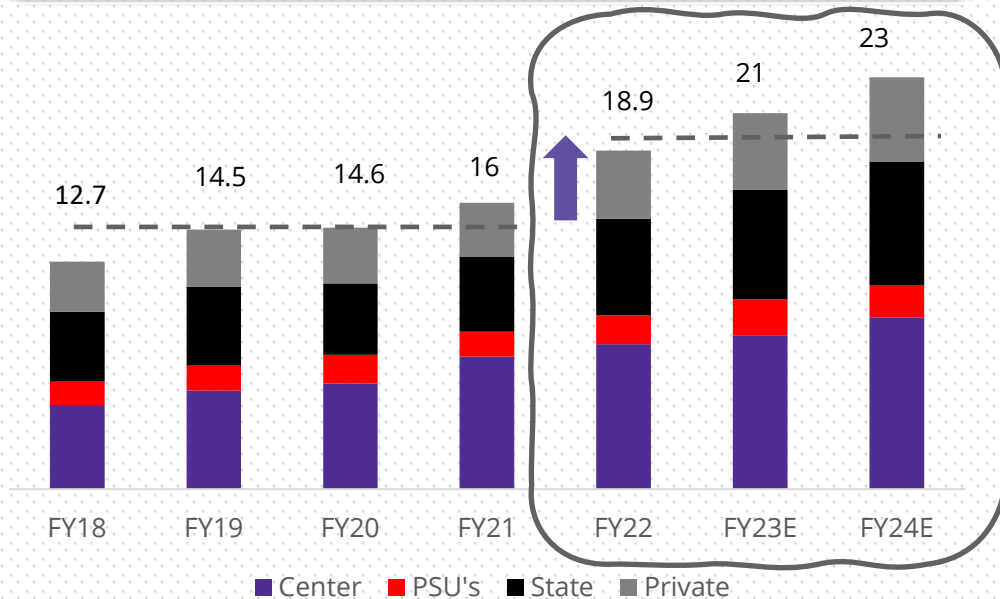


New Manufacturing Capacities – To support increasing order book & Future growth

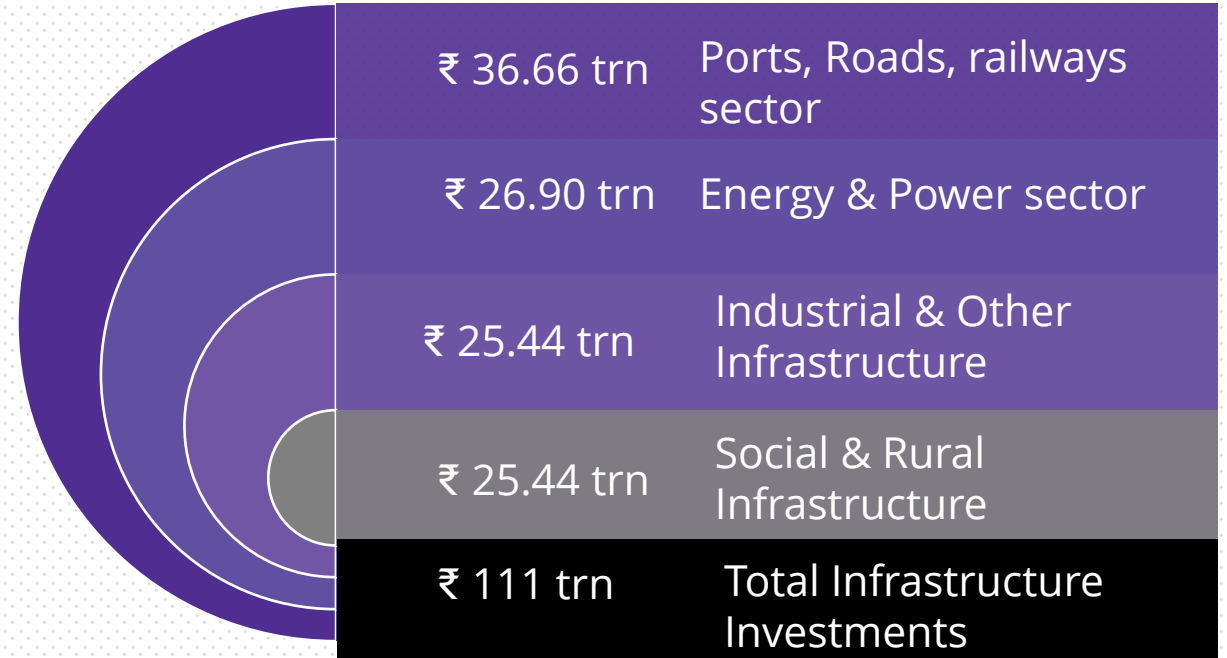
- LEWL has already begun enhancing its capacities.
- Capacity expansion of ~2x underway, thus providing solid headroom to grow.
- Modernising & overhauling the asset base to deliver superior growth. Enhancing & Enabling technologies to increase the throughput



Capex : On a structural upswing (₹ trn)



National Infrastructure Pipeline to unleash mega opportunities (Fy20-25)

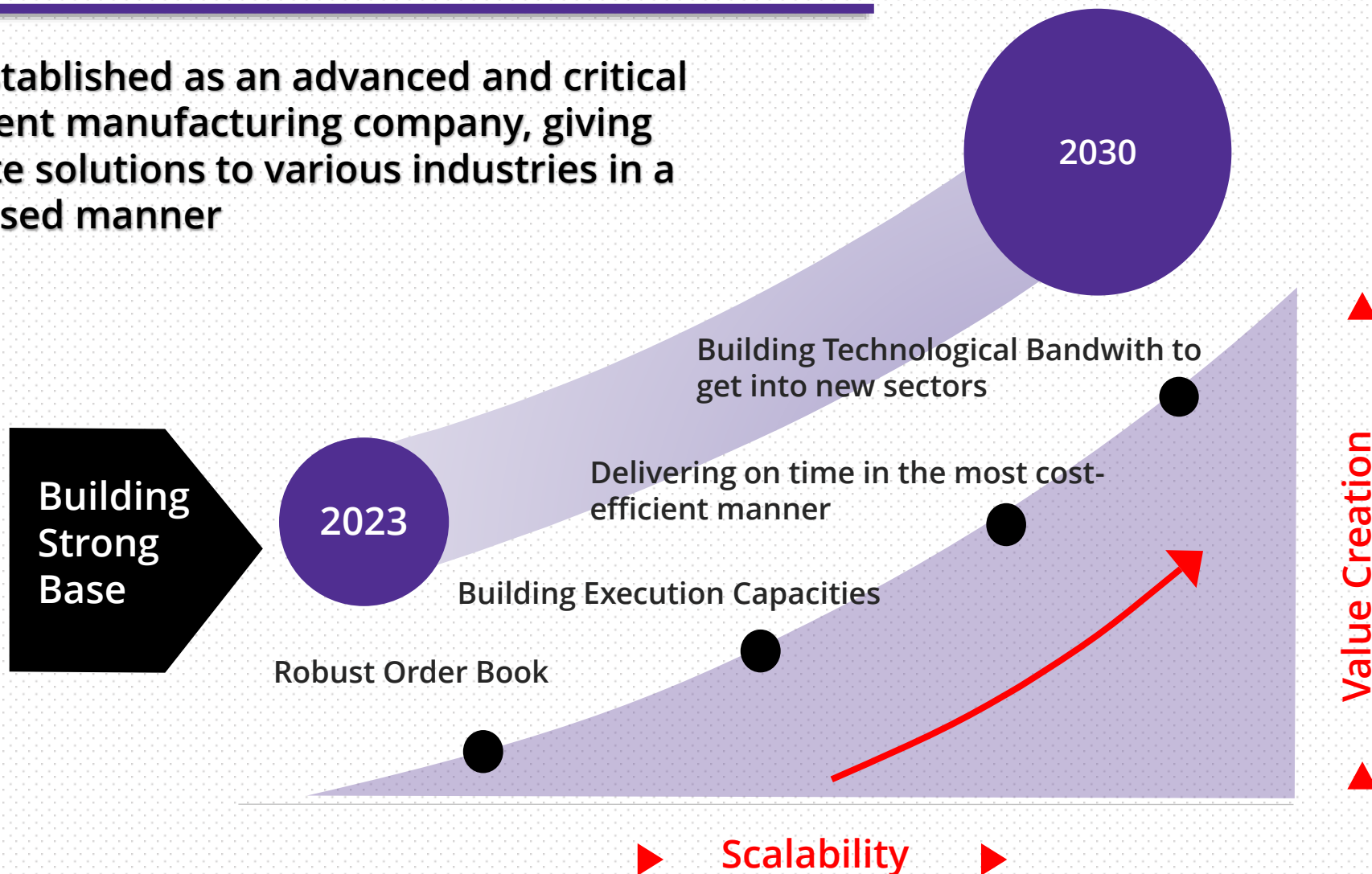


Advantage Lloyds Engineering Works

The manufacturing sector in India is anticipated to grow more than six times by 2025, reaching USD 1 trillion, as a result of the country's growing demand and the aim of international manufacturing corporations to diversify their production by establishing low-cost factories outside of China. India is about to embark on a multi-year CAPEX cycle driven by government-funded infrastructure, similar to FY 2003–12. Projects totalling \$356 billion could be awarded in FY22–23, with government-financed infrastructure (\$277 billion), privately funded infrastructure (\$51 billion), real estate (\$21 billion), and industries (\$8 billion) leading the way.

Aiming towards higher returns...

To be established as an advanced and critical equipment manufacturing company, giving complete solutions to various industries in a customised manner

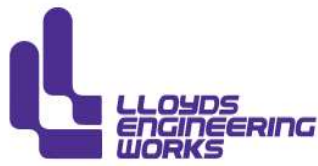


- Strong Pipeline to its Robust Order book
- Executing Orders within 12-15months
- Blended margins 15-18%



Financials

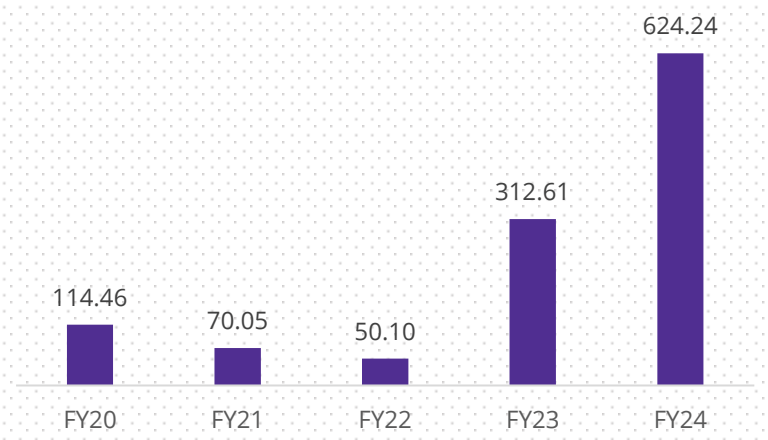
Financials At a Glance



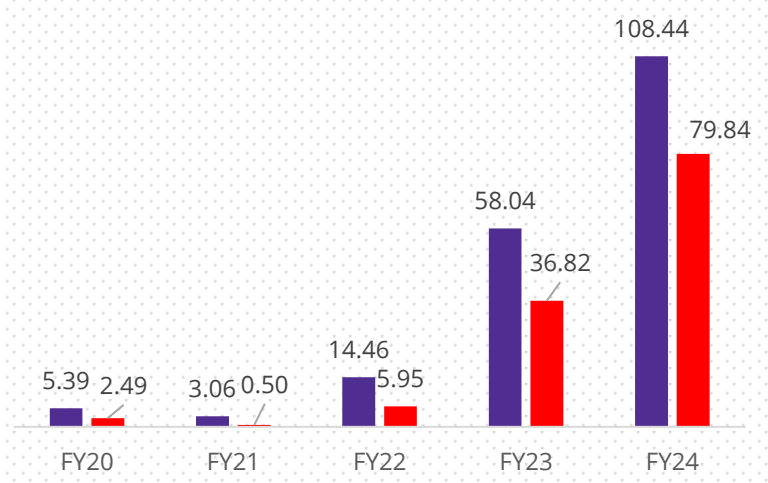
₹ Crores

Annual

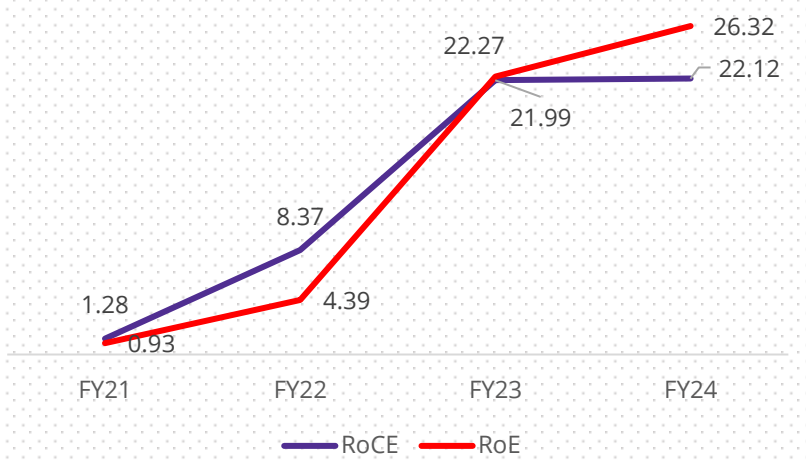
Revenue



EBITDA & PAT

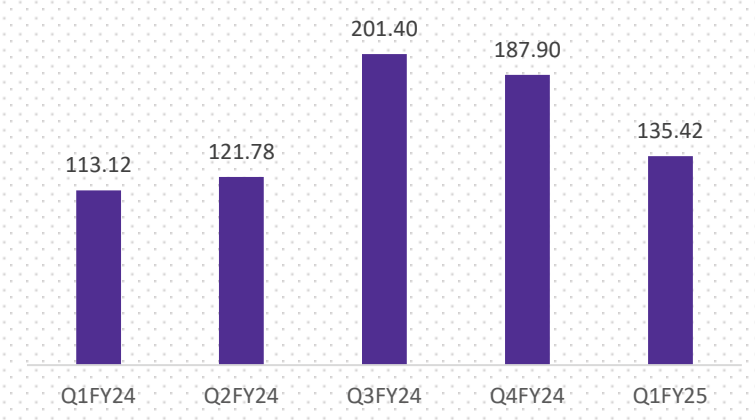


Return Ratios (%)

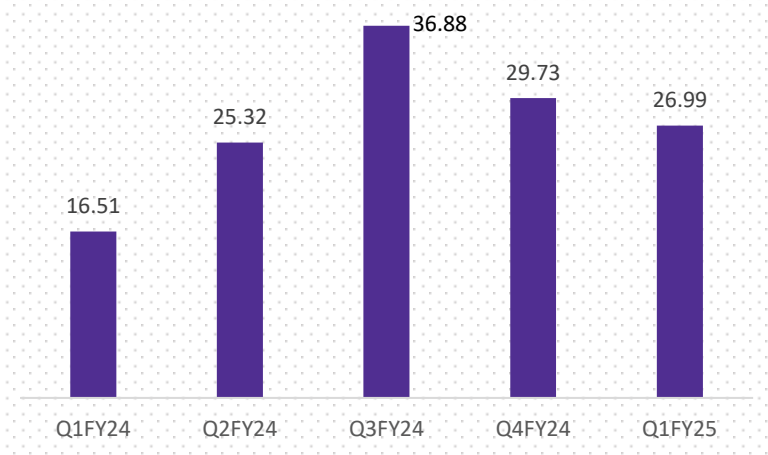


Quarterly

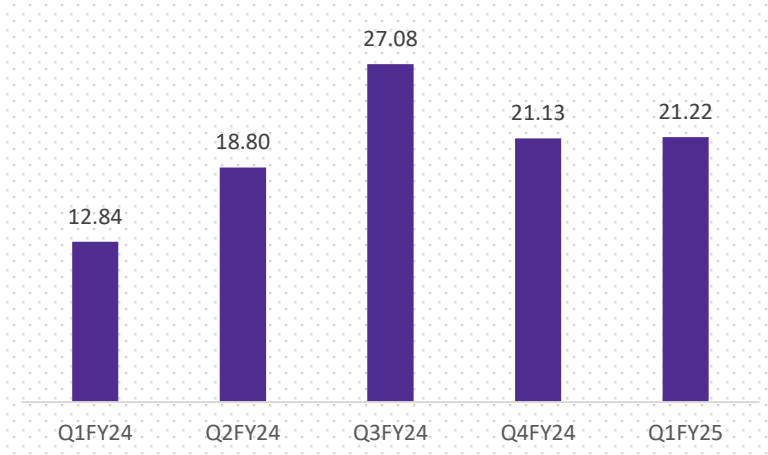
Revenue



EBITDA



PAT



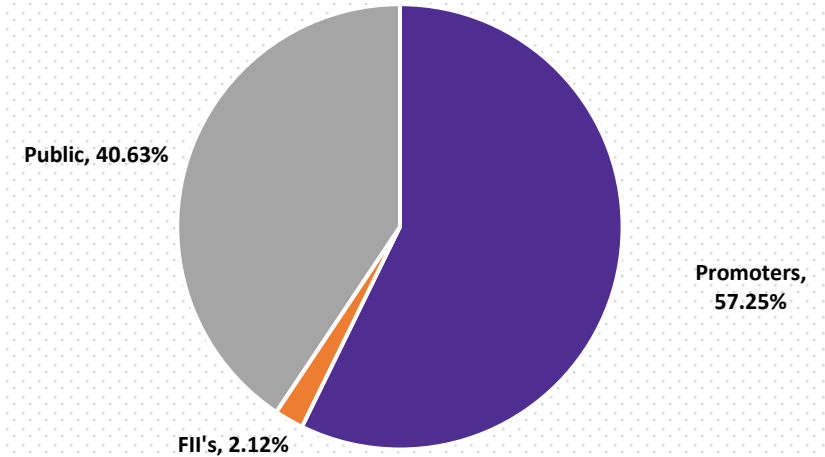
*EBITDA includes Other Income

Shareholding Structure

Price Movement (₹)



Shareholding as of 30th June 2024 (%)



Particulars	
Number of shares	114.46 Cr
Exchange	NSE: LLOYDSENGG BSE: LLOYDSENGG, 539992
Market cap (as on 30 th June 2024)	8,145 cr
Face Value	₹ 1.0



Thank You

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