

#### LLOYDS STEELS INDUSTRIES LIMITED

**Corporate Office :**A-2, Madhu Estate, 2<sup>nd</sup> Floor, Pandurang Budhkar Marg, Lower Parel (W), Mumbai 400 013. **Tel:** 91-22-6291 8111 **email :** <u>infoengg@lloyds.in.</u> website: www.lloydsengg.in **CIN** : L28900MH1994PLC081235

MP/LSIL/BSEL-NSEL/2023/16

02.02.2023

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

#### Dear Sir,

#### **Sub: Earnings/Investors Presentation**

Lloyds Steels Industries Limited Presents the Earnings/Investors Presentation to various stakeholder's of the Company for Quarter & Nine Months ended 31st December, 2022.

The is made available at our website at www.lloydsengg.in also.

Kindly take the same on record and oblige.

Thanking You, Yours faithfully,

For Lloyds Steels Industries Limited

Meenakshi A. Pansari Company Secretary





Lloyds Steels Industries Ltd (LSIL)

Investor Presentation February 2023

#### Disclaimer



The information contained herein has been prepared by Lloyds steels Industries Ltd.(LSIL") relying on information obtained from sources believed to be reliable but LSIL 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 LSIL. 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 LSIL, its management or any other person that the objectives or plans of LSIL 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 LSIL 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. LSIL 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





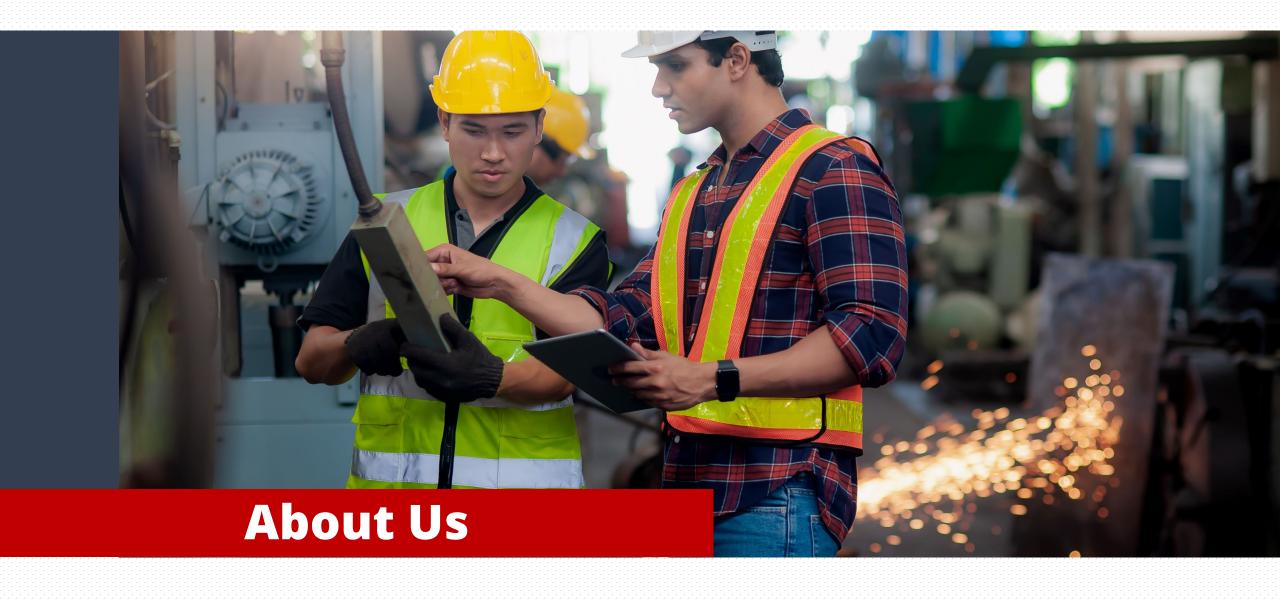












## **About Us**



## Providing an Innovated Industrial Solutions

## 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

Lloyds Steels Industries Itd started its operations in 1974 and is a complete Process plant equipment providing company in India. It provides a complete package of engineering and infrastructure solutions by carrying out designing, engineering, manufacturing, fabrication and installation. Its products cover a whole array of categories in Heavy Equipment, Machinery and Systems for Hydro Carbon Sector, Oil & Gas, Steel Plant Equipments, Power Plants, Nuclear Plant Boilers and Turnkey Projects.

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

The company has its state of art manufacturing facilities located at Murbad, Thane and is headquartered in Mumbai with 388 employees.

## 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, Rotory Dryer and various other equipment required for iron and steel making



#### **Nuclear**

Lloydsteels 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 LSIL 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

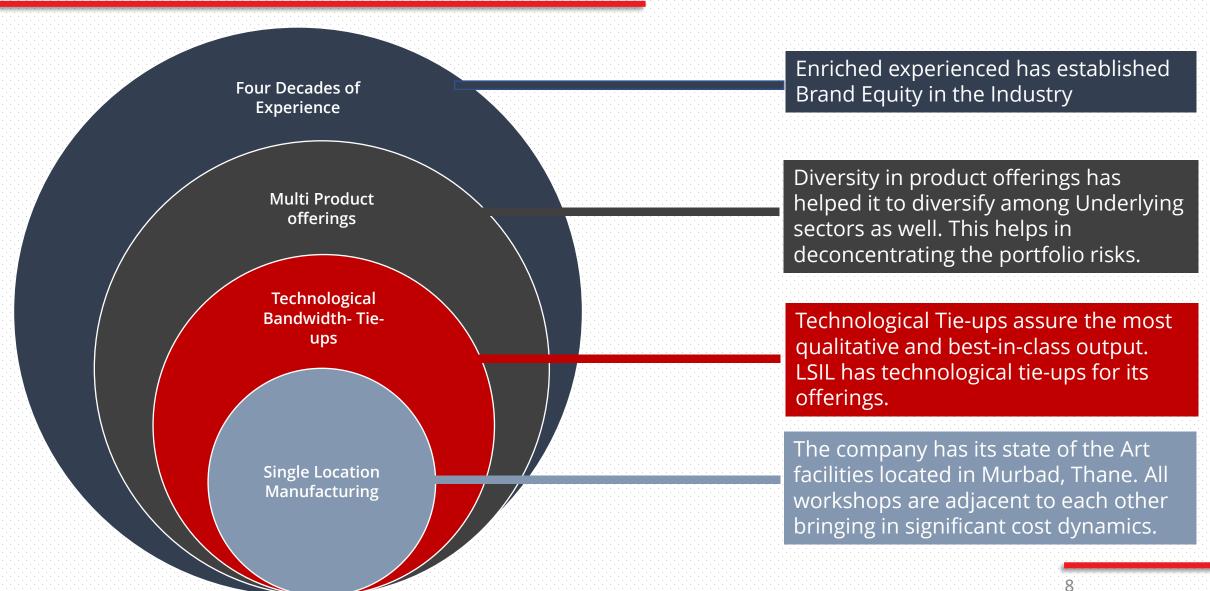


## **Business Overview**



## Strengths - Unified and Client Centric approach Playing on Strengths to deliver robust output in the most efficient manner





## **Strategic Plant Location**



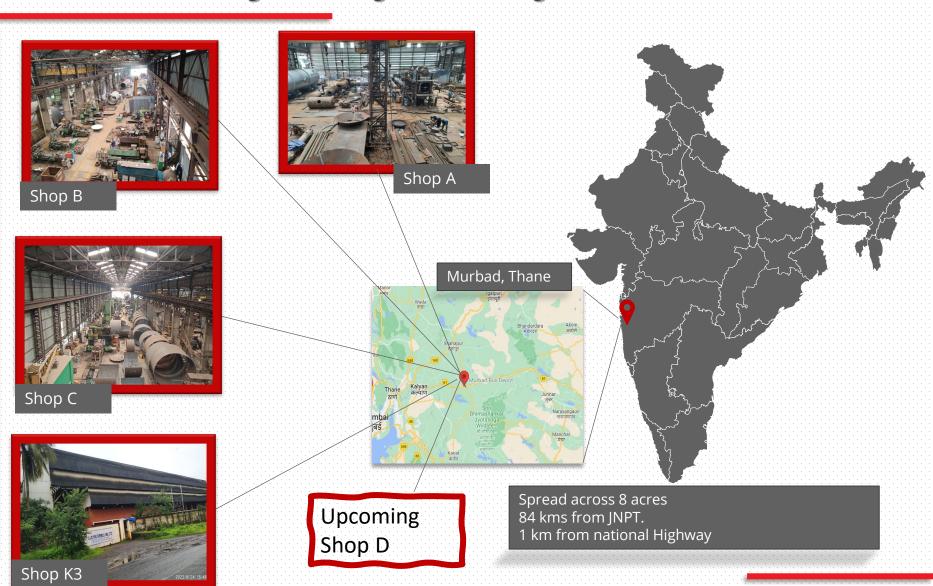
## All workshops being adjacent to each other brings in the logistic advantage

The single location of the plant with all 5 workshops adjacent to each other helps in better absorption of Overhead costs

A centralised Raw

Material
procurement system
helps in better
operating cost
structures

Shared Infrastructure brings agility in the execution of the projects

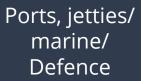


## Multi Product offerings - Product portfolio across Multiple Sectors



Boilers / Power/ Chemicals







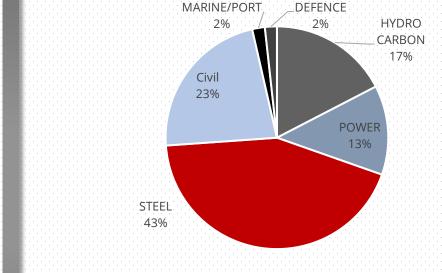








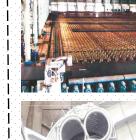


















Sustainable Operating Margins

Mitigating Cyclicality in Order Inflow

Opens Doors to Sunrise Industries

## **Broad-Based Clientele**















































SMS @ group











## Technological Bandwidth - Captive R&D and Strategic Tie Ups



### **Technology Partners**







## Sector / Industry

Marine / Ports / Defence

Steel / Oil & Gas / Chemicals

Marine / Defence

LSIL has an in-house designing team which has successfully executed numerous projects, However, some projects require more specific technological know-how, and LSIL has technological tie-ups which further enhance the company's product offerings. Such tie-ups seamlessly blend with the company's offerings and enhance overall value for the client. **These tie-ups** have been aiding in making inroads into new sectors and products on a consistent basis.

## **Certifications & Approvals**

















## More than Four Decades of Experience





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

A Commerce Graduate and successful Industrialist having a piece of vast knowledge and rich experience of over 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 Shree Krishna Gupta Executive Vice President

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 LSIL 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 19 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 33 years in the Heavy Engineering industry with a proven track record in the optimization of organisational resources and product diversification.

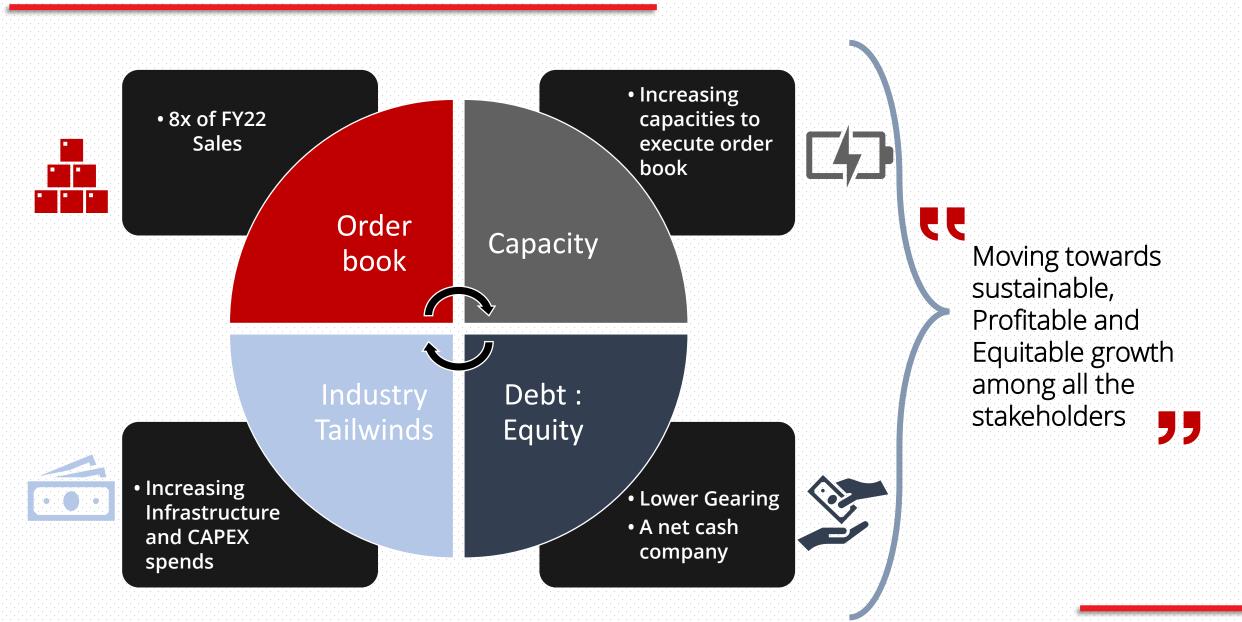
He has taken LSIL to the doorsteps of new industries thereby aiding diversification to a large extent?





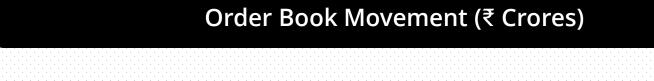
## Investing in Lloyds Steels: Sustainability, Profitability and Quality of Growth

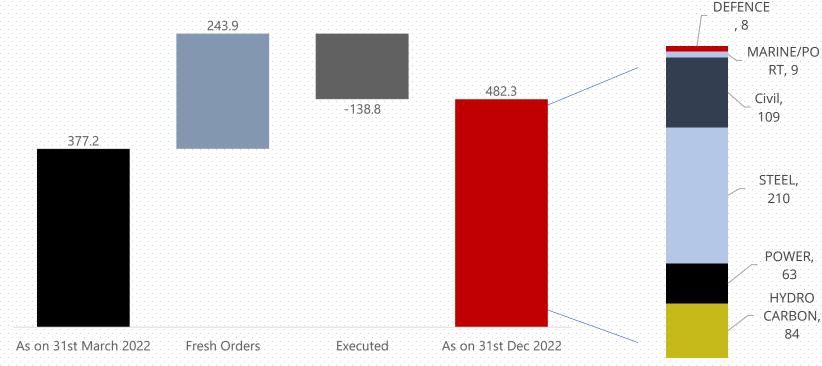




### Robust Order Book - A growth Driver







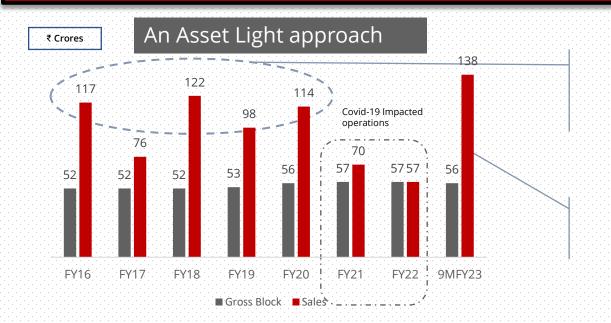
Optimised cost and flexible business model provide superior control over outcome and costs and risk bearing.

- Order book as on December
   2022 is 8x of FY22 Sales.
- LSIL started FY22 with a strong order book, which offers strong revenue visibility for the company as the typical delivery schedule is 10-15 months
- The order book comprises orders across steel, power, Oil & gas, Defence, Civil etc.
- The increasing order book across sectors and better profit margins will enable us to strengthen our key financial matrices in the medium to long term.

## New Manufacturing Capacities – To support increasing order book



- With a promising industry outlook, **LSIL has already begun by enhancing its capacities.** LSIL is planning to spend ₹50 crores during FY23/FY24. Such CAPEX is after several years. The company has been delivering revenue on the typically same gross block over the last 5-7 years.
- The company already had acquired a land parcel near its three workshops at Murbad, Thane (A, B and C) which is represented now as Shop "D". The company further acquired a plant near to its existing workshops admeasuring 10,583 sq meters along with Shed structures of 5,132 sq meters erected thereon now as 'Shop K3'
- The company is also upgrading its existing shed equipped with a heavy lift crane hook height of 15 meters. To augment its
  machining Facility, the company has also added a CNC tube sheet drilling machine up to 1000mm thickness so its one of the few
  companies to cater to larger heat exchangers for various applications



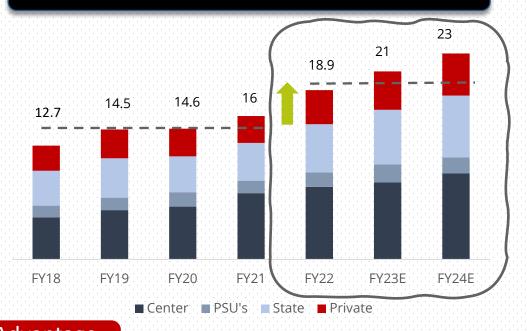
The company has been consistently operating with an asset turnover of more than 2x. However, company assets can operate at an asset T/O of 3x-5x over a longer period of time

On an annualised basis of 9MFY23, its Asset turnover is c. 3.5x

## Industry Tailwinds - Long term Play on Structural growth story







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



## Advantage Lloyds Steels

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... Strategy over the next 5-7 years



## Order Book

Company aims to grow the order book at a much faster pace from hereon considering growth visible in the CAPEX cycle across Industries

Besides the current Order book of ₹482 cr, the company has strong order pipeline of ₹310 cr, which are under various stages of discussion.

4

## Execution

The company is well-calibrated to execute orders within 10-15 months.

New capacities to execute the current orders as well as new orders.

Providing customised and niche solutions to clientele.

## Profitability

As the offerings are customised according to clientele needs, profitability is expected to remain more sustainable, and consistent going ahead

Executing orders from sectors like Defence, steel is expected to bring in better returns

# **Vision** 2025 Revenue ₹450-500 cr EBITDA Margins: 15% + 2030 Revenue ₹1000 cr + EBITDA margins 17-18%

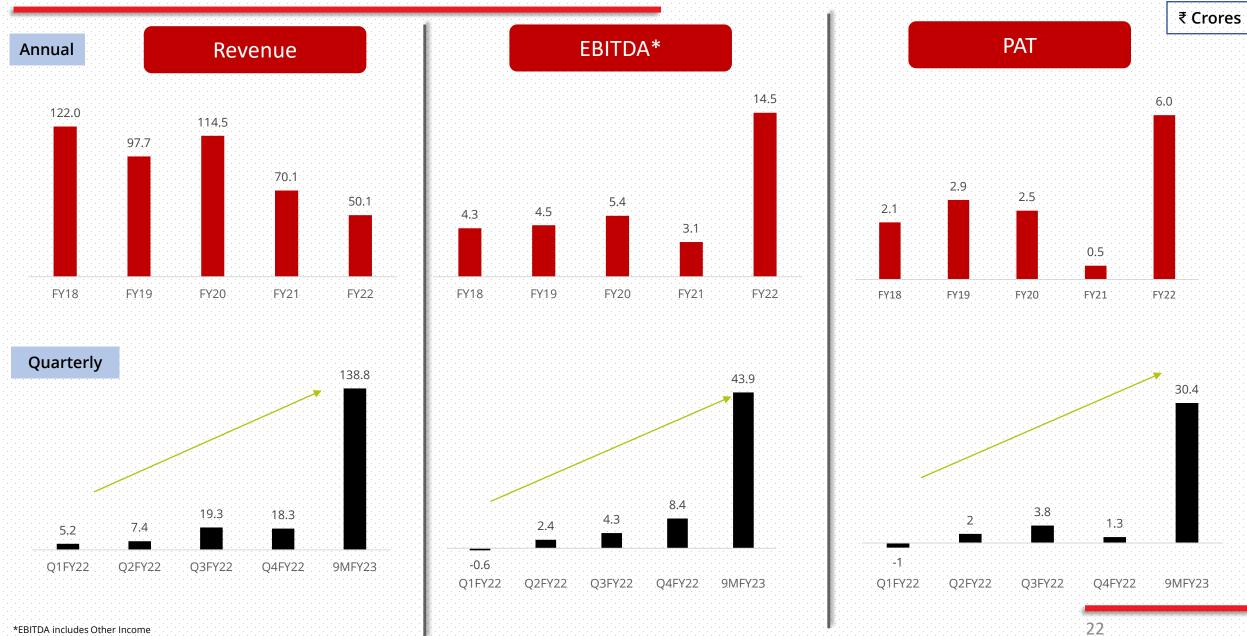
To be established as an advanced and critical equipment manufacturing company, giving complete solutions to various industries in a customised manner.





### Financials At a Glance





\*EBITDA includes Other Income

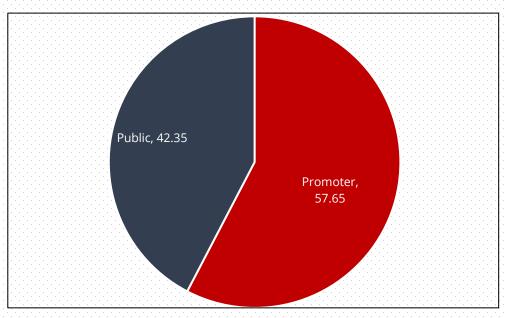
## **Shareholding Structure**



Price Movement (₹)



## Shareholding as of 31st Dec 2022 (%)



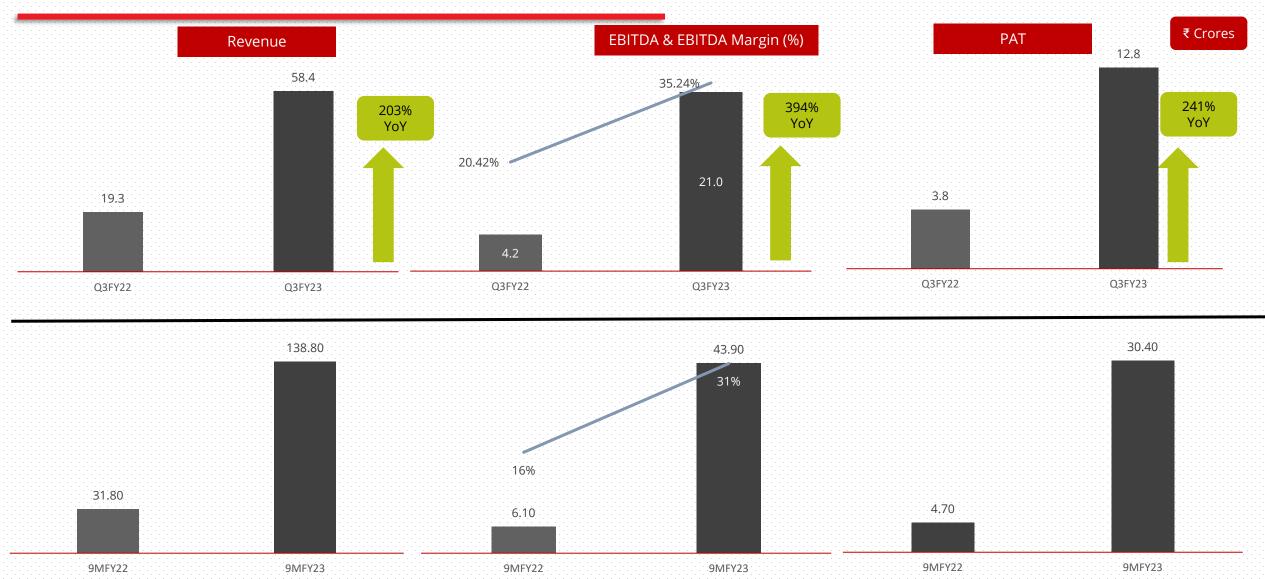
Particulars	
Number of shares	98.86 crore shares
Exchange	NSE: LSIL BSE : LLOYDSTEEL, 539992
Market cap (as on 31st Jan-23)	₹ 2293 crore
Face Value	₹ 1.0





## Q3 & 9MFY23 – Result Analysis





## Key Highlights- "9MFY23 Revenue grew 3.4x YoY"



- Revenue for Q3FY23 exhibited a growth of 203% YoY backed by solid execution of orders **9MFY23 Revenue too grew by 3.4x YoY**. Strong order inflows coupled with swift execution helped the company to report such robust growth.
- EBITDA for Q3FY23 grew to ₹20.97 cr from ₹4.24 cr; for 9MFY23 EBITDA grew to ₹43.9 cr from ₹6.1 cr in 9MFY22. Margins For 9MFY23 stood at 30.6%. Lower raw material prices have aided in such margins. Going ahead margins, will neutralise as new orders will be taking into account current material prices.
- Order Book as of 31<sup>st</sup> December stood at ₹482 cr. An order book is well balanced amongst various sectors. The company received various civil orders during Q3 and executed them swiftly, resulting in higher Revenue. A healthy inflow is expected to continue its momentum, imparting sufficient visibility to the company's earnings.
- ☐ Order book as of date is c.8x of its FY22 sales. Despite solid execution in the 9MFY23 order book remains healthy.
- Company remains Net Debt-free, which further exhibits the company's inherent strength of execution and operations.
- Ongoing Capex plans are progressing well and are expected to come on stream by Q4FY23. Such enhanced capacities will be shot in the arm of the company's execution capacities.
- In view of the rebranding of the Company, the Board approved a change in the name of the Company from "Lloyds Steels Industries Limited" to "Lloyds Engineering Works Limited" or any other suitable name, subject to availability and all other necessary approvals.

## **Management Commentary**





Commenting on 9MFY23 results Mr Mukesh Gupta, Chairman said: "Our 9MFY23 results are very encouraging on all fronts. Our Revenue & Profitability both witnessed good traction and continued their solid run. Our 9MFY23 performance highlights our strength in execution amongst various verticals. FY23 has been an exciting phase in the company's history where the earnings are playing a key catalyst for its future orientation as a leading Engineering solutions company. We continuously keep on looking at various additional segments wherein we can add further value to the company. The current Order book of the company at ₹482 crores, 8x of FY22 sales, is a strong indicator of its future performance. The order book in hand is expected to be executed in the next 18 months. Our order book is well diversified across all sectors giving us the advantage of being balanced and widespread across various industries. This brings a great amount of sustainability in our earnings going ahead. Our Company has been expanding its execution capacities to execute the orders in hand as well as future orders. Our Murbad unit is embedded with state-of-the-art manufacturing facilities to execute these orders. Moreover, our Balance sheet strength of being Net Debt Free further strengthens our quality of growth. We thus believe we are poised for an interesting journey ahead."



## Q3 & 9MFY23 - Profit & Loss



Particulars (₹ crores)	Q3FY23	Q3FY22	YoY	9MFY23	9MFY22	YoY
Revenue	58.41	19.29	202.80%	138.76	31.85	335.67%
Other Income	1.09	1.51	-27.81%	4.55	5.63	-19.18%
RM consumed	15.27	7.40	106.35%	45.00	7.56	495.24%
Employee	5.42	3.88	39.69%	13.25	10.63	24.65%
Other expenses	17.84	5.27	238.52%	41.15	13.19	211.98%
EBITDA	20.97	4.25	393.41%	43.91	6.10	619.84%
EBITDA Margin (%)	35.24%	20.43%		30.64%	16.28%	
Depreciation	0.63	0.35	80.00%	1.61	0.99	62.63%
EBIT	20.34	3.90	421.54%	42.30	5.11	727.79%
Interest	0.87	0.15	480.00%	2.70	0.41	558.54%
Exceptional				2.50	-	-
PBT	19.47	3.75	419.20%	37.10	4.70	689.36%
Tax	6.70	-		6.70	-	
PAT	12.77	3.75	240.53%	30.40	4.70	546.81%
Basic EPS (₹)	0.13	0.04	240.53%	0.31	0.05	546.81%

## H1FY23 - Balance Sheet



Particulars (₹ Crores)	30th Sept 2022	31st March 2022
Fixed Assets	21.2	9.2
Capital Work In Progress	16.3	3.7
Goodwill	1.0	1.0
Right To Use	4.9	3.8
Other Assets	7.9	11.7
Sub-Total Non Current Assets	51.3	29.4
Inventories	89.7	48.9
Trade Receivables	12.5	9.8
Cash & Cash Equivalents	14.0	24.6
Other current Assets *	120.9	81.4
Sub- Total Current Assets	237.1	164.7
Total Assets	288.4	194.1
Share Capital	98.9	89.9
Other Equity	75.1	45.3
Total Equity	174.0	135.2
Borrowings	18.9	18.9
Other Liabilities	9.4	7.9
Current Liabilities	86.1	32.1
Total Liabilities	288.4	194.1

<sup>\*</sup> Current Asset Include Liquid Assets: H1FY23 - ₹62.9 cr; FY22- 28.8





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