



LLOYDS METALS AND ENERGY LIMITED

Regd. Office and Works : Plot No. A1 & A2, MIDC Industrial Area, Ghugus 442 505, District Chandrapur (MS), Tel : 07172-285398, 07172-285103
Corporate Office : A2, 2nd Floor Madhu Estate, Pandurang Budhkar Marg, Lower Parel, Mumbai-400013, Tel : +91-22-62918111

www.lloyds.in | CIN: L40300MH1977PLC019594 | investor@lloyds.in

Date: 02nd May, 2024

To,

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

BSE Scrip Code: 512455

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051

NSE Symbol: LLOYDSME

Sub: Investor Presentation for the Quarter and Financial Year ended 31st March, 2024

Dear Sir/Madam,

We, Lloyds Metals and Energy Limited hereby share the Investor Presentation of the Company for the quarter and financial year ended 31st March'2024 with the various Stakeholder's of the Company.

For Lloyds Metals and Energy Limited

Trushali Shah
Company Secretary
Place: Mumbai



LLOYDS METALS and Energy Limited

Investor Presentation

May 2024

Q4/12M-FY24 Consolidated Highlights

12M-FY24 Financial Performance

INR 65,746 Mn Total Income	INR 17,812 Mn Operating EBITDA
27.1% Operating EBITDA Margin	INR 12,429 Mn PAT

Q4-FY24 Financial Performance

INR 15,624 Mn Total Income	INR 4,665 Mn Operating EBITDA
29.9% Operating EBITDA Margin	INR 2,768 Mn PAT

Company

- Q4FY24 Revenue was 74% YoY, led by Higher sponge and Iron ore volumes. FY24 revenue, too, witnessed a robust growth of 90% YoY, which was predominantly led by higher iron ore volumes.
- EBITDA, too, replicated the revenue performance, growing by 153% YoY in Q4FY24 and 101% for FY24. Both iron ore and Sponge led such robust performance.
- Company has incurred a capex of INR 16,900 mn in FY24.
- Dividend Declared for FY24 @ 100% (Face Value-Re1)

Iron Ore

- Iron ore mining volumes for Q4FY24 stood at 2mn tonnes. For FY24, iron ore volumes stood at 10mn tonnes higher by 88.7% YoY.
- EBITDA per tonne for Q4FY24 stood at INR 2,375, higher by 18.5% YoY and for FY24 it stood at INR1714, higher by 24.6% YoY.

DRI & Power

- DRI segment reported Q4FY24 production at 67,242, higher by 30% YoY. For FY24, the Dri volumes were higher by 29% YoY. The new DRI facility at Konsari led to higher production. Realisations remain healthy for DRI for both Q4 and FY24.
- Power also reported healthy performance, with 5% higher sales YoY for Q4FY24. Higher Realisations and higher offtake resulted in such healthy performance from the power division.

Management Commentary

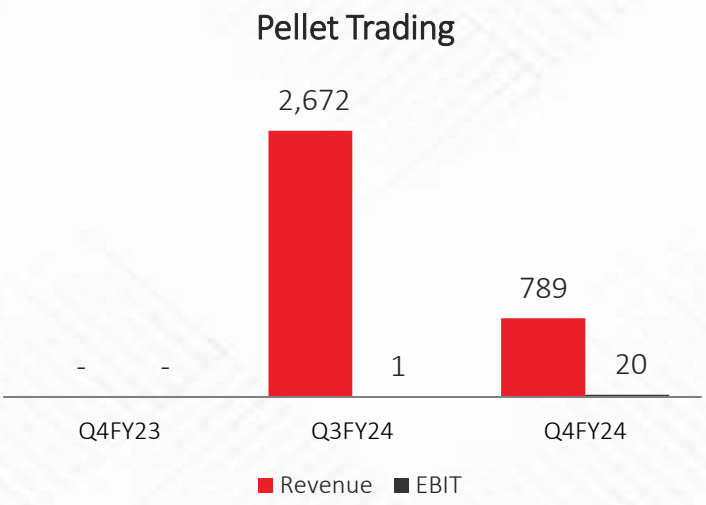
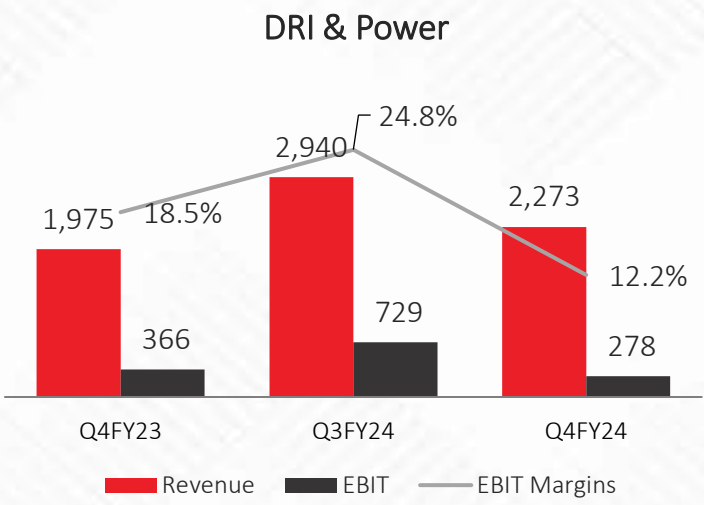
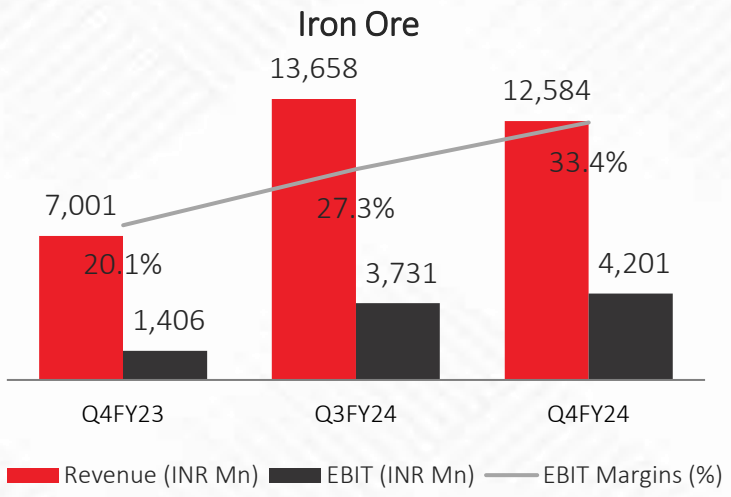
Commenting on overall performance, Mr Rajesh Gupta— Managing Director, said:

Embracing the triumphs of FY24, we stand before stakeholders with a resounding sense of optimism. Our company's journey through this fiscal year has been nothing short of extraordinary, marked by unparalleled growth and unwavering commitment to excellence. The remarkable surge in FY24 EBITDA, with Q4FY24 witnessing a staggering 153% YoY growth and FY24 overall experiencing a robust 101% YoY increase, reflects our unwavering dedication to financial strength and operational efficiency. This outstanding performance underscores our strategic foresight and ability to capitalise on market opportunities. Iron ore mining volumes for Q4FY24 stood at 2mn tonnes, with FY24 volumes reaching 10mn tonnes, marking an 88.7% YoY increase. Additionally, DRI volumes for FY24 were higher by 29% YoY, attributed to the successful operation of the new DRI facility at Konsari. Guided by this roadmap, our capex program advances steadily, laying the foundation for transformative change. The upcoming expansion of our iron ore mining capacity to 55 million tonnes is a pivotal milestone in our company's history, poised to redefine our industry standing. Our capex plans, including the progress on key facilities such as the 85-kilometer slurry pipeline and the 360-kilotonne DRI plant, are swiftly advancing. As we embark on the journey ahead, we remain filled with optimism, envisioning a future filled with boundless possibilities

Further Commenting on the Company's performance, Mr Prabhakaran – Managing Director, said:

“In FY24, our company achieved remarkable success by extracting 10 million tonnes of iron ore. This outstanding performance is a testament to the dedication and hard work of our team and the invaluable support of the local community in the Gadchiroli region. Their collaboration and commitment have been instrumental in successfully ramping up our mine over the past two years. We are thrilled with our ambitious roadmap further to expand the mine's capacity to 55 million tonnes. This is a testament to our confidence in our capabilities and our commitment to sustainable development. With the continued support of our team and the local community, I am confident that we will achieve even greater milestones in the times to come.”

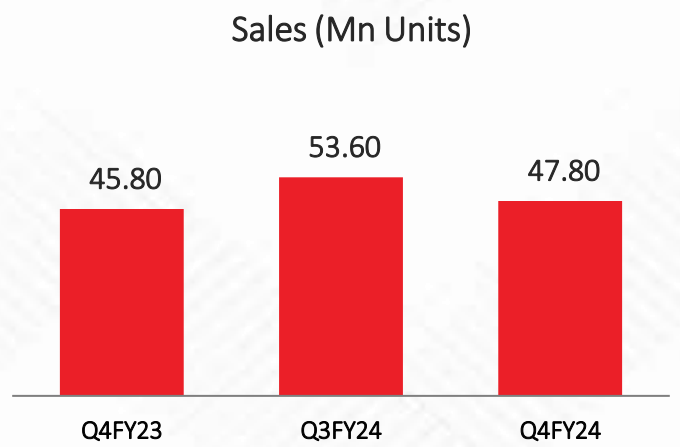
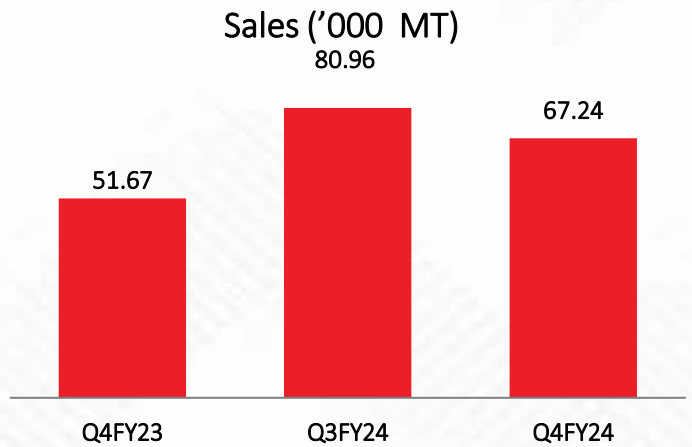
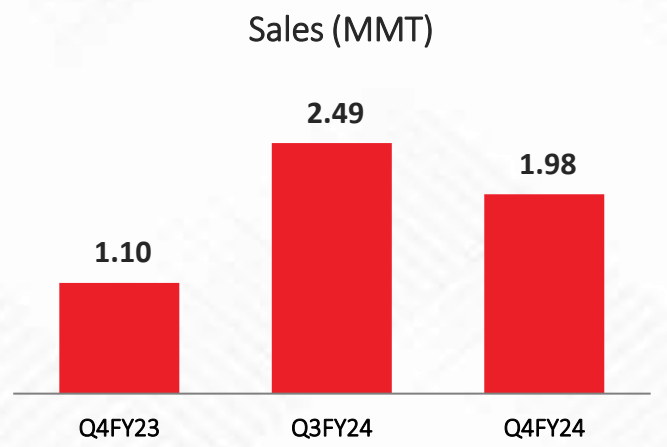
Quarterly Product-Wise Performance



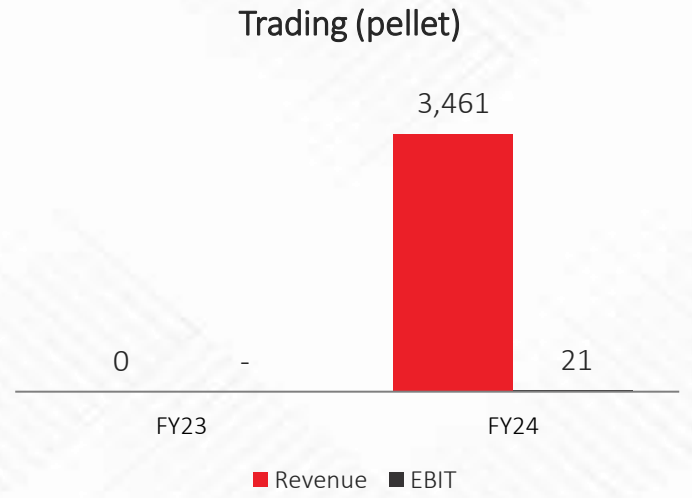
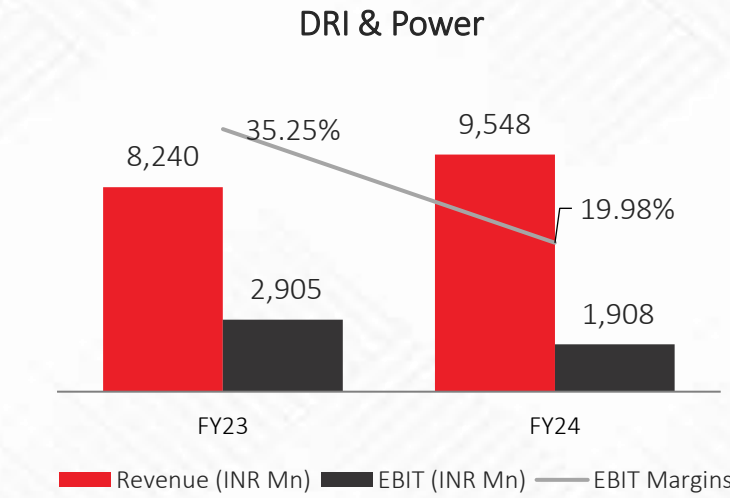
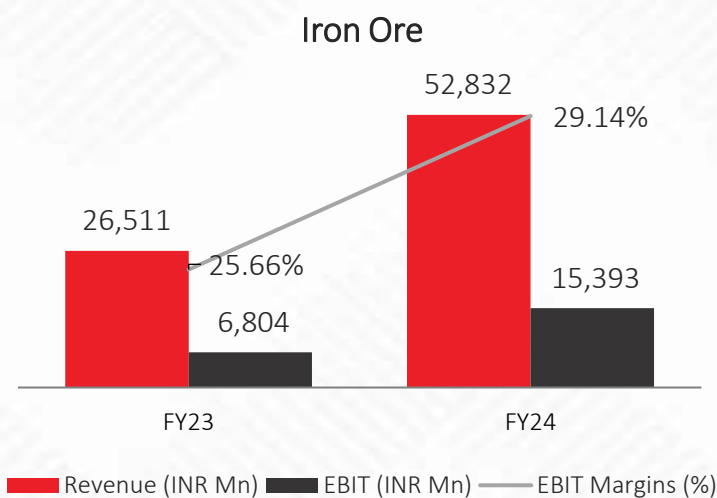
Iron Ore

DRI

Power



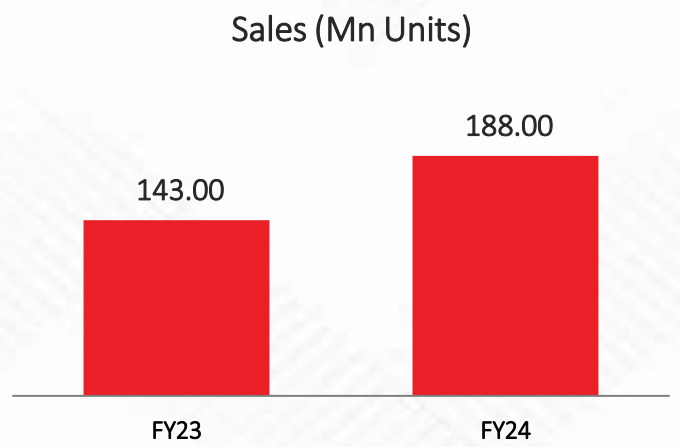
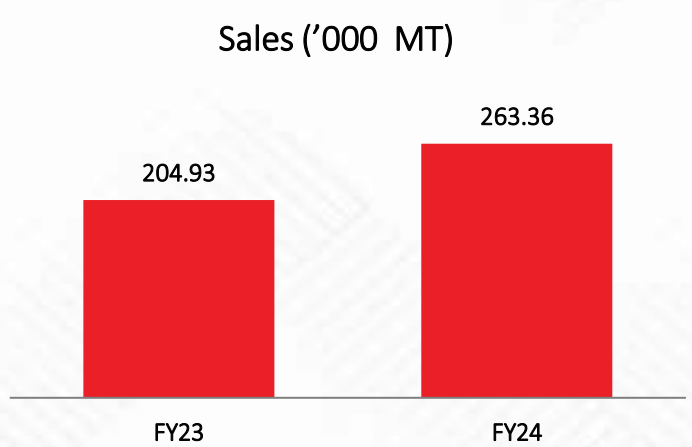
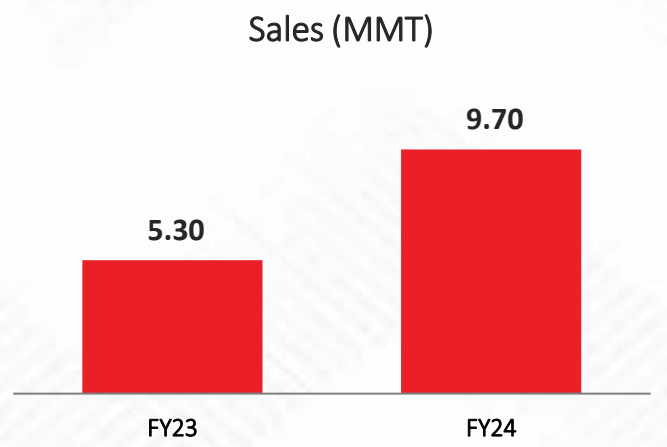
YTD Product-Wise Performance



Iron Ore

DRI

Power



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY24	Q4-FY23	Y-o-Y	Q3-FY24	Q-o-Q
Total Income	15,624	8,957	74%	19,236	-19%
Total expenses*	10,959	7,117	54%	14,628	-25%
EBIDTA	4,665	1,840	153%	4,608	1%
<i>EBIDTA Margins (%)</i>	29.86%	20.54%		24.94%	
Depreciation and amortization	165.7	68.3	143%	146.5	13%
Finance costs #	23.2	172.8	-87%	18.6	25%
Profit Before Exceptional Items	4,476	1,599	180%	4,443	1%
Exceptional Items		0			
Tax	1707.2	-1091.4		1126.9	51%
PAT	2,768	2,690	3%	3,316	-17%
Pat Margins (%)	17.72%	30.04%	-52%	17.24%	
<i>Other comprehensive Income</i>	22	15.2	45%	1.9	1058%
Total Comprehensive Income	2,790	2,706	3%	3,318	-16%
Diluted EPS	5.45	5.59	-3%	6.51	-16%

Interest costs include non-cash accounting for INDAS for; INR 153 mn in Q4FY23

YTD Consolidated Financial Performance

Particulars (INR Mn)	FY24	FY23	YoY
Total Income	65,746	34,668	90%
Total expenses*	47,934	25,820	86%
EBIDTA	17,812	8,848	101%
<i>EBIDTA Margins (%)</i>	27.1%	25.5%	6%
Depreciation and amortization	490	230	113%
Finance costs #	57	650	-91%
Profit Before Exceptional Items	17,265	7,967	117%
Exceptional Items		11,944	N.A
Tax	4836	-1091	N.A
PAT	12,429	-2,885	N.A
<i>Other comprehensive Income</i>	28	21	33%
Total Comprehensive Income	12,457	-2865	N.A
Diluted EPS	24	-5	N.A

Interest costs include non-cash accounting for INDAS for INR 566 mn in FY23

Ongoing Projects



Slurry Pipeline 85Kms of which 45kms already laid.
DRI plant & Pellet Plant (4mnt) being constructed.

Company's Growth



GLOBAL BUSINESS REVIEW



Stock Market 
85%

	2013	2014	2015
Department Store	108,828	119,283	137,812
Super Center	38,912	47,023	58,914
Shopping Center	98,011	102,912	110,000
E-commerce	67,172	91,120	100,000
Specialty Store	6,714	9,011	10,000

Product Categories	Profit per Year				
	2013	2014	2015	2016	2017
General tools	+920.82	-13.9	+920.82	+7207.75	+80.82
Health & Medical	-13.9	+82.94	+239.74	-229.00	-13.9
Art Supply	+82.94	+920.82	+82.94	+239.74	+82.94
Kids & Baby	+659.02	+7207.75	+659.02	-13.9	+659.02
Kitchen wear	-229.00	-229.00	+7207.75	+82.94	-229.00
Fashion	-791.75	+659.02	-13.9	+920.82	+7207.75
Furniture	+239.74	239.74	-229.00	+659.02	+239.74

Profit per year of each products - updated on October 2018

Percentage



Growth Percentage in 2015

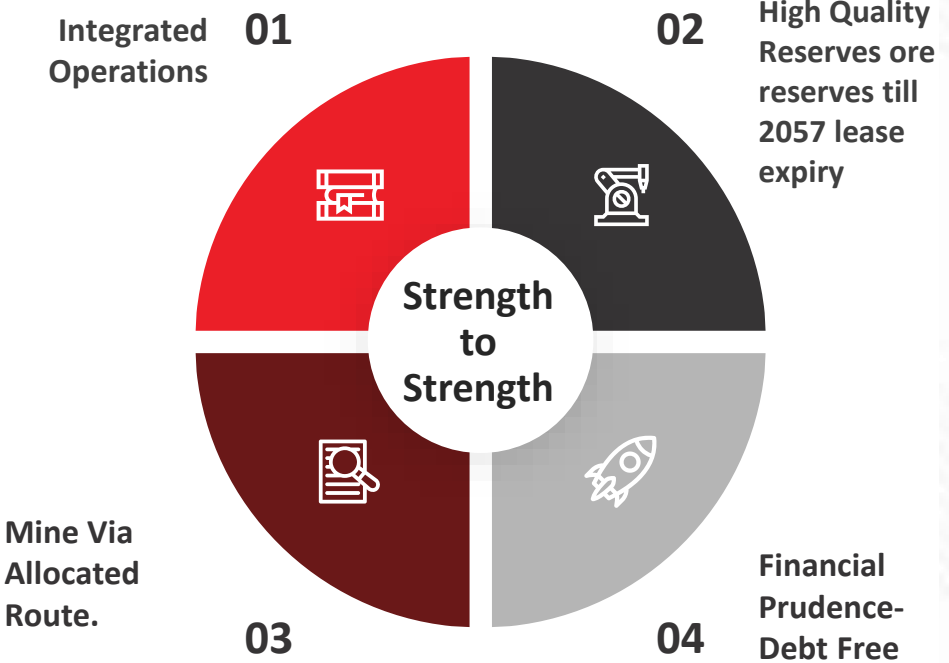
Company Overview

ABOUT US

Lloyds Metals & Energy Ltd

At Lloyds Metals and Energy Limited (LMEL), our legacy unfolds in the vast capacities we command. As pioneers in integrated sponge iron production, we wield a sponge iron capacity of 350,000 tonnes annually, crafting excellence in our Ghugus and Konsari units. Our merchant mining endeavors boast an impressive iron ore capacity of 10 million tonnes, securing our position as industry leaders. Guided by innovation and sustainability, LMEL envisions a future where our capacities not only meet demands but also redefine the landscape of possibilities. In collaboration with TEMPL, our capacities extend beyond the tangible, weaving a story of growth, environmental stewardship, and a commitment to shaping a sustainable future.

CORE COMPETENCIES



Key Successes

- A single mine location - one of the largest iron ore merchant miner in India
- Setup a first Industrialisation unit in Gadchiroli region.
- Started with 3 mn tonnes iron ore capacity in FY22, already expanded to 10 mnt in FY23, stated to 55 mnt(incl BHQ) going ahead

PAN India



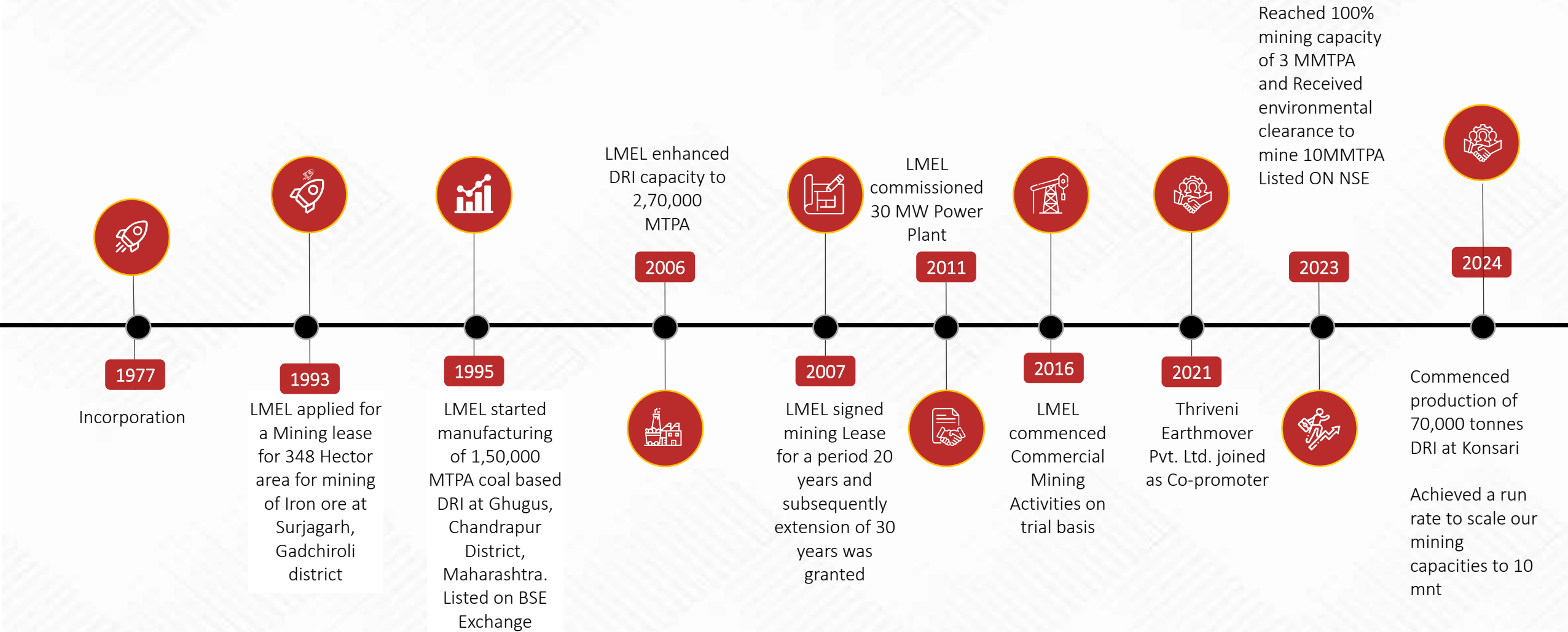
At Glance

Operations
 Sponge- 3,50,000 TPA
 Iron Ore – 10mnt
 Power- 34MW

Financials

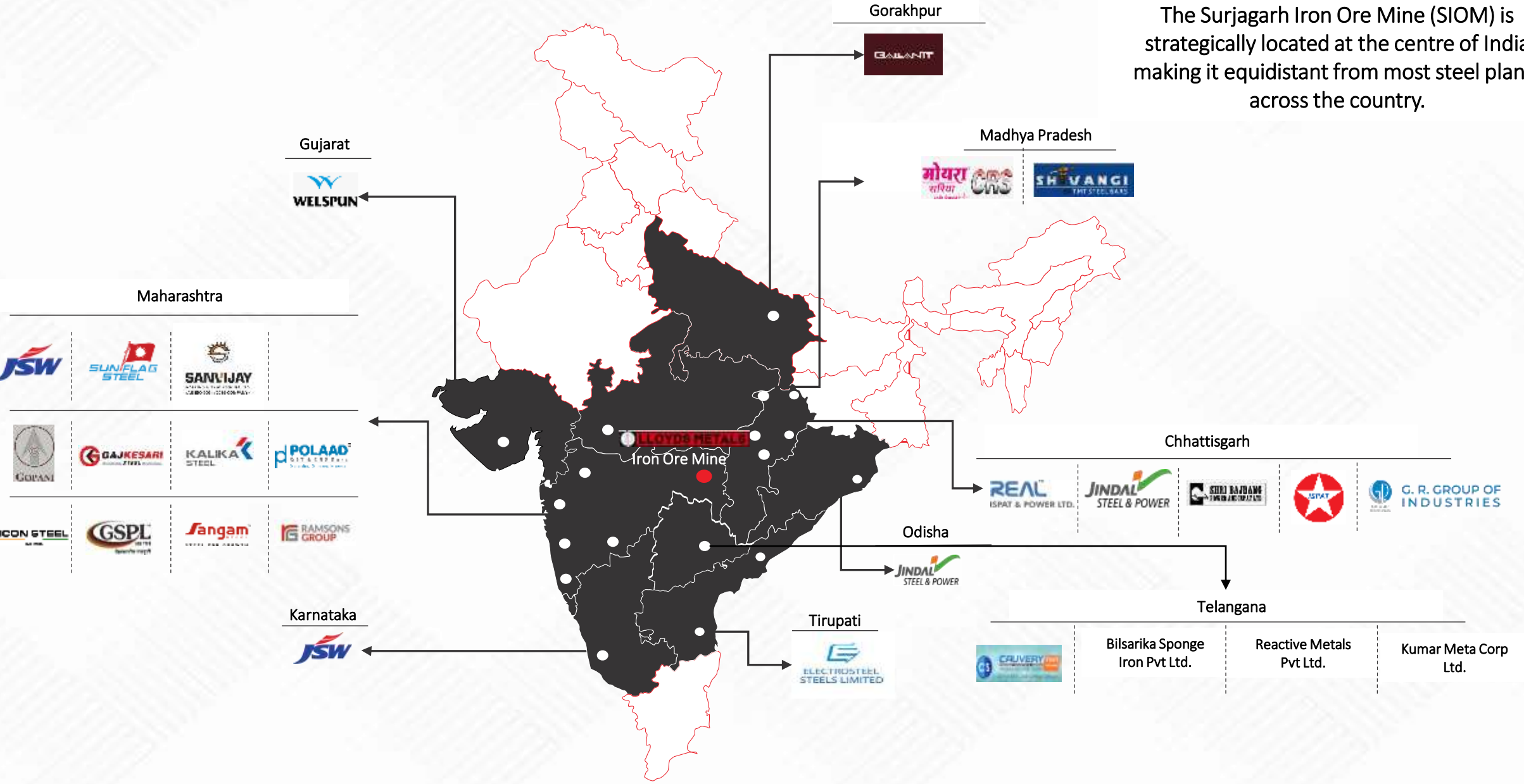
INR millions	FY22	FY23	FY24
Revenue	7,273	34,667	65,746
EBITDA	1,753	8,847	17,812
Adj. PAT	973	9,059	12,429

Key Milestones

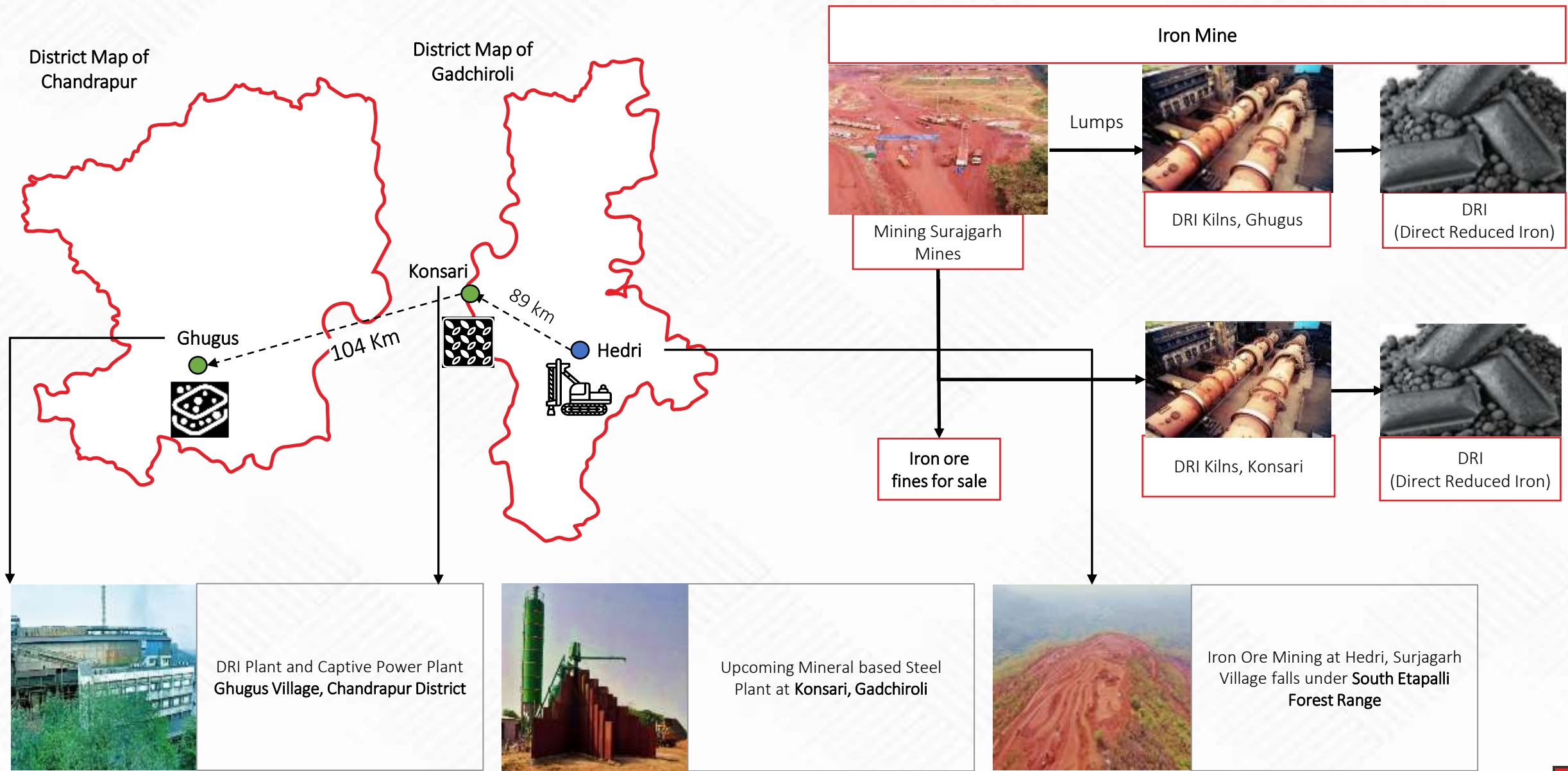


Strategically Located Facilities

The Surjagarh Iron Ore Mine (SIOM) is strategically located at the centre of India making it equidistant from most steel plants across the country.



Current Integrated Operations



Mining Operations



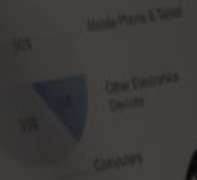
Mined **10 MTPA** in the FY24.

The Board has approved for application for EC to enhance the Mining Capacity from **10MTPA to 55 MTPA (incl BHQ)**.

Company's Growth



GLOBAL BUSINESS REVIEW



Stock Market **85%**

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Product Categories	Profit per Year				
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Kitchen wear	-229.00	-229.00	+7207.75	+82.94	-229.00
Fashion	-791.75	+659.02	-13.9	+920.82	+7207.75
Furniture	+239.74	239.74	-229.00	+659.02	+239.74

Profit per year of each products - updated on October 2018

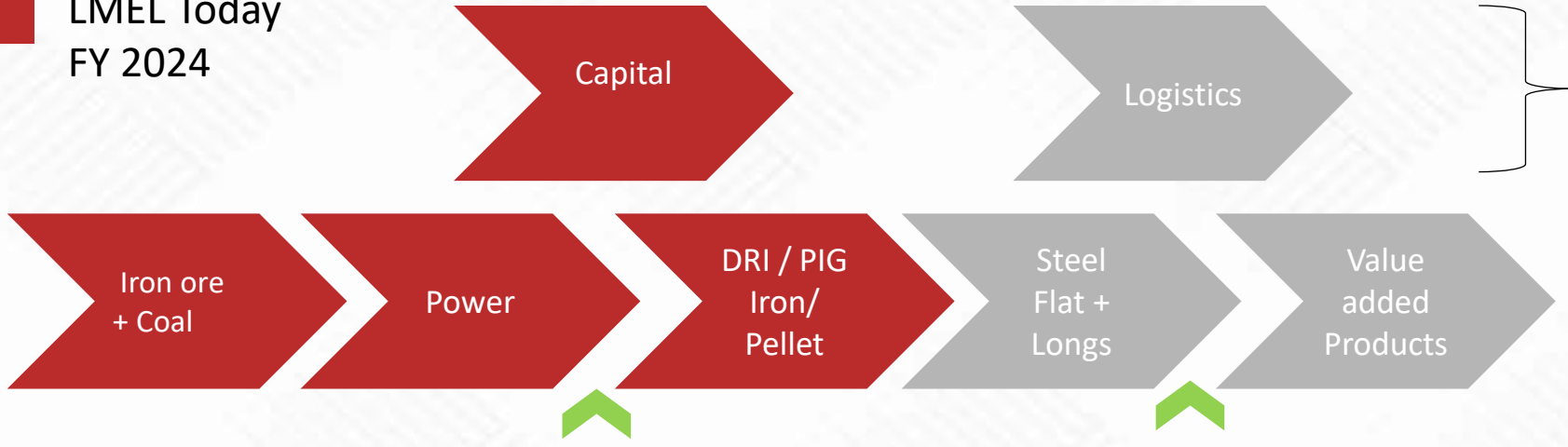
Percentage



Growth Percentage in 2015

Projects

**LMEL Today
FY 2024**



Important Factors, but not factored in regular value chain

Industry Value Chain

**Year
FY2030**

An Integrated Value-added Steel Producer

Low Cost Producer

Low Carbon



**Captive Ore
55mnt (incl BHQ)
25 mnt (usable)**

**CPP
504MW**

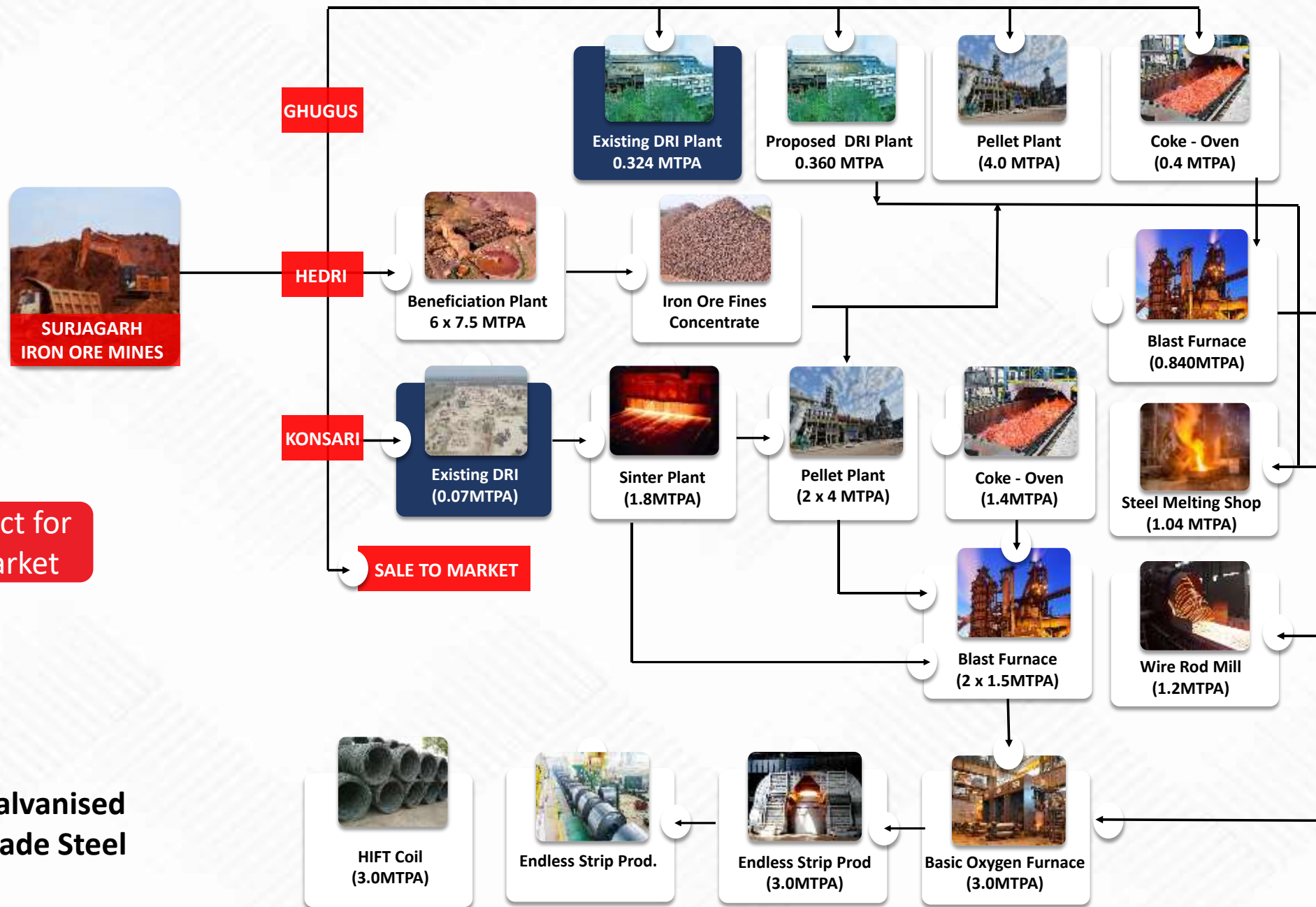
**Slurry Pipeline
85Kms- Konsari
190Kms- Ghughus**

**DRI-7,00,000
Pellet-
12MTPA**

**Flats- 3MTPA
Longs- 1.2
MTPA**

**VAP share
50%+**

Debt Free



Final Product for Sale To Market



Pellets

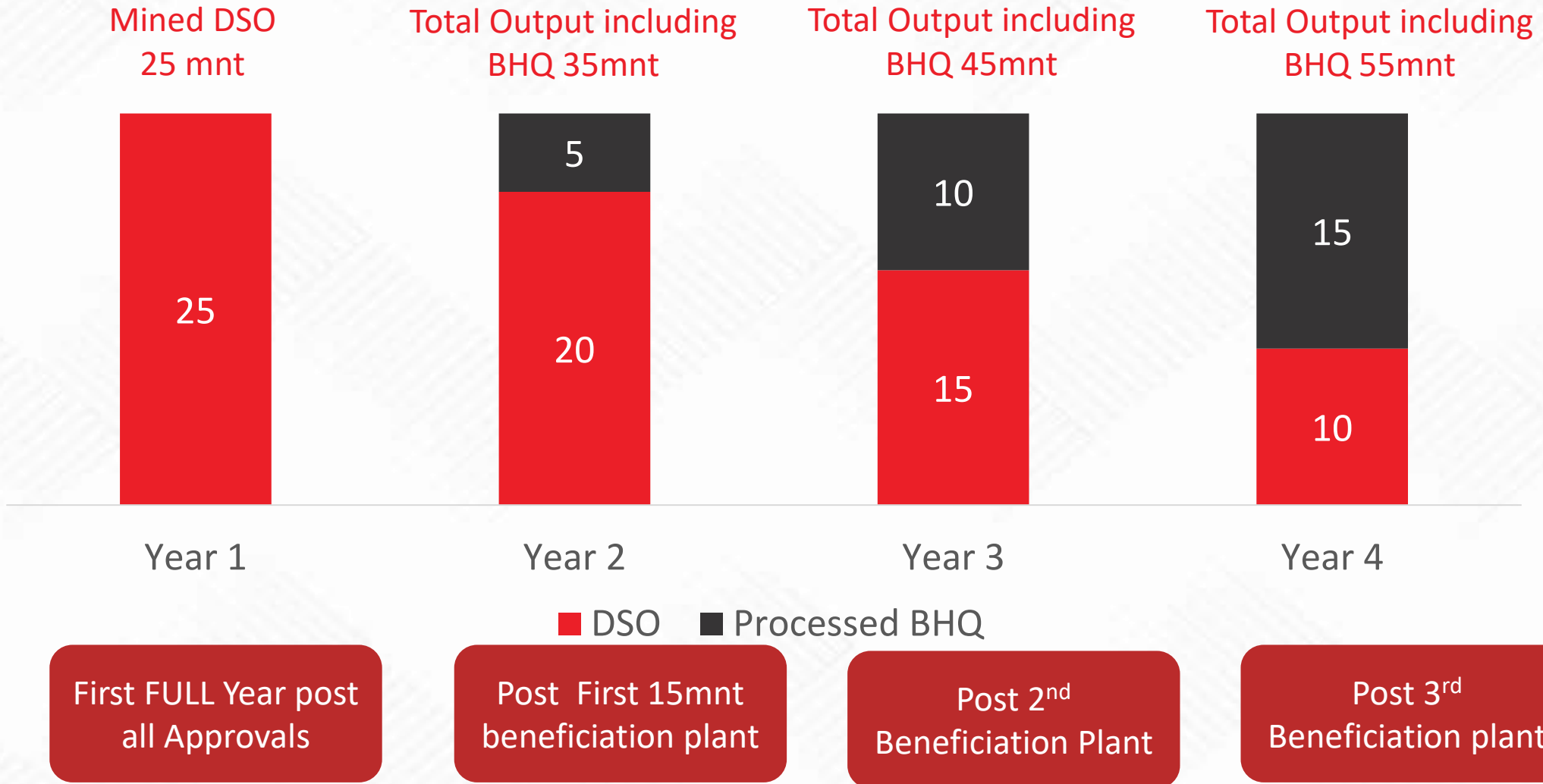


Wire Rod



HR Coils/ Galvanised Coil/ Api Grade Steel

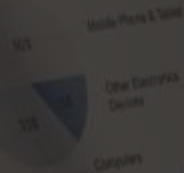
Year wise Output -Iron Ore



Company's Growth



GLOBAL BUSINESS REVIEW



	2013	2014	2015
Department Store	108,628	119,283	137,812
Super Center	38,912	47,023	58,914
Shopping Center	98,017	102,912	110,000
E-commerce	67,172	91,120	100,000
Specialty Store	8,714	9,012	10,000



Product Categories	Profit per Year				
	2013	2014	2015	2016	2017
General tools	+920.82	-13.9	+920.82	+7207.75	+80.82
Health & Medical	-13.9	+82.94	+239.74	-229.00	-13.9
Art Supply	+82.94	+920.82	+82.94	+239.74	+82.94
Kids & Baby	+609.02	+7207.75	+609.02	-13.9	+609.02
Kitchen wear	-229.00	-229.00	+7207.75	+82.94	-229.00
Fashion	-791.75	+609.02	-13.9	+920.82	+7207.75
Furniture	+239.74	239.74	-229.00	+609.02	+239.74

Percentage



Strategic Advantages & Expansion Prospects

Many Firsts to us, More to Come

#First

...to Start Iron Ore Mine in Gadchiroli

#First

...To export Iron Ore from the State of Maharashtra

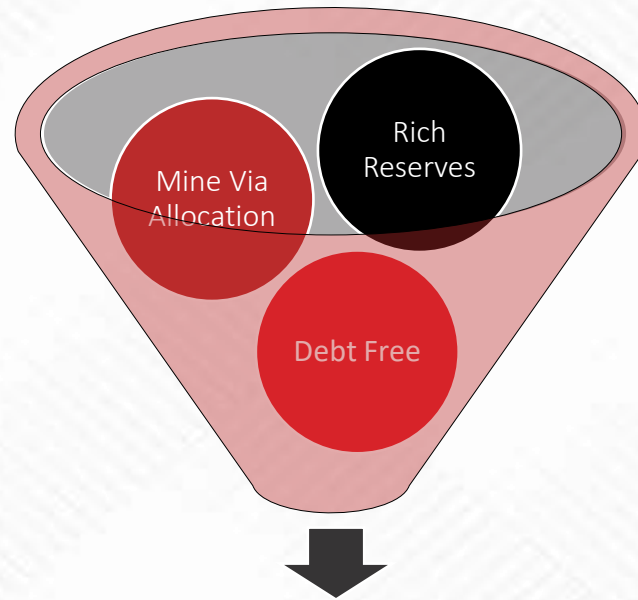
#First

...To have a manufacturing unit for DRI in Gadchiroli

#First

...To begin setting up a slurry pipeline in Western India

Key Strengths- We call it "MOAT"



Allocated Mines

Making Lloyds' cost-competitive against the mines which are auctioned at a premium

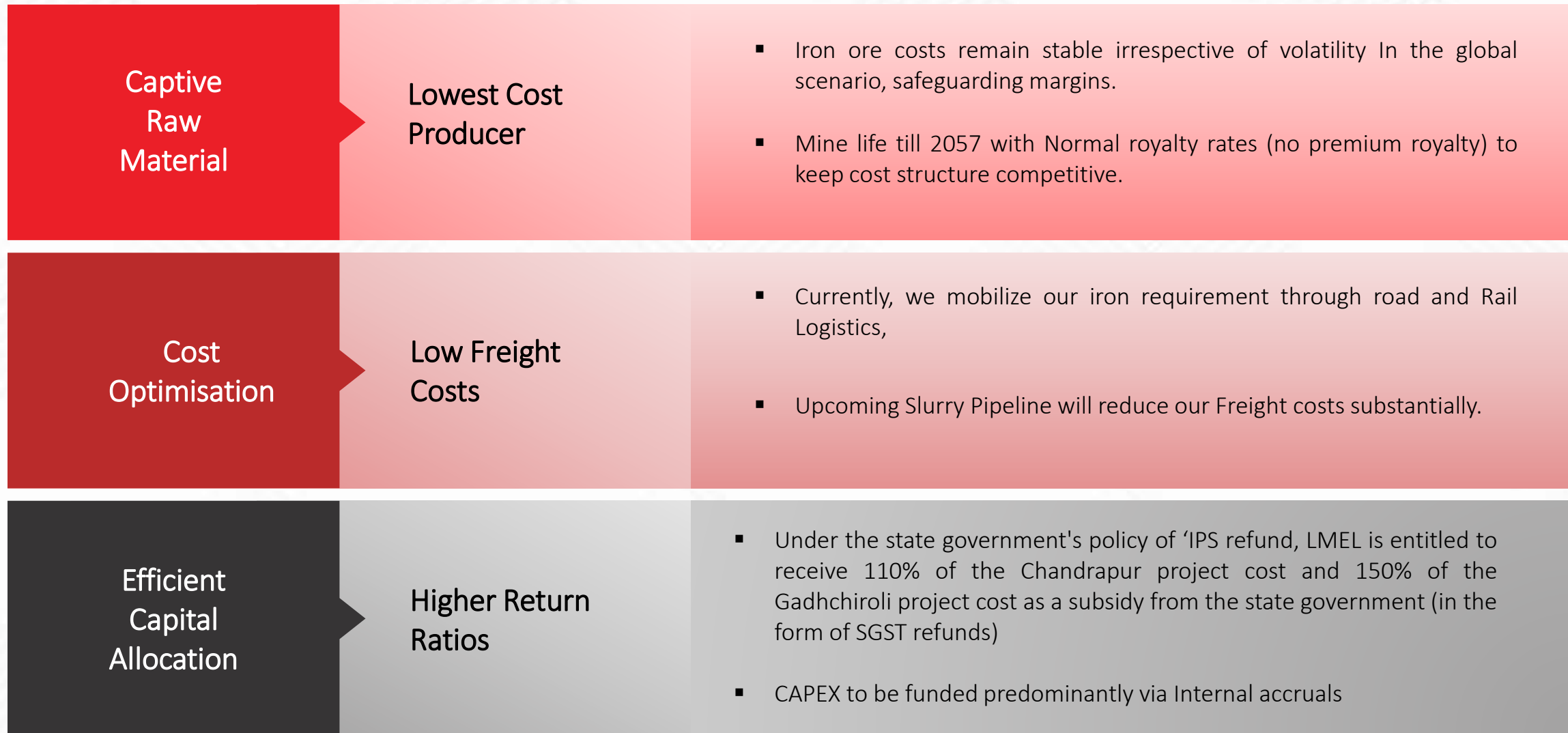
Rich Reserves

High-quality iron ore with very low Silica and Alumina content. 157Mn+ tonnes of Iron ore, 705+Mn tonnes of BHQ (preliminary)

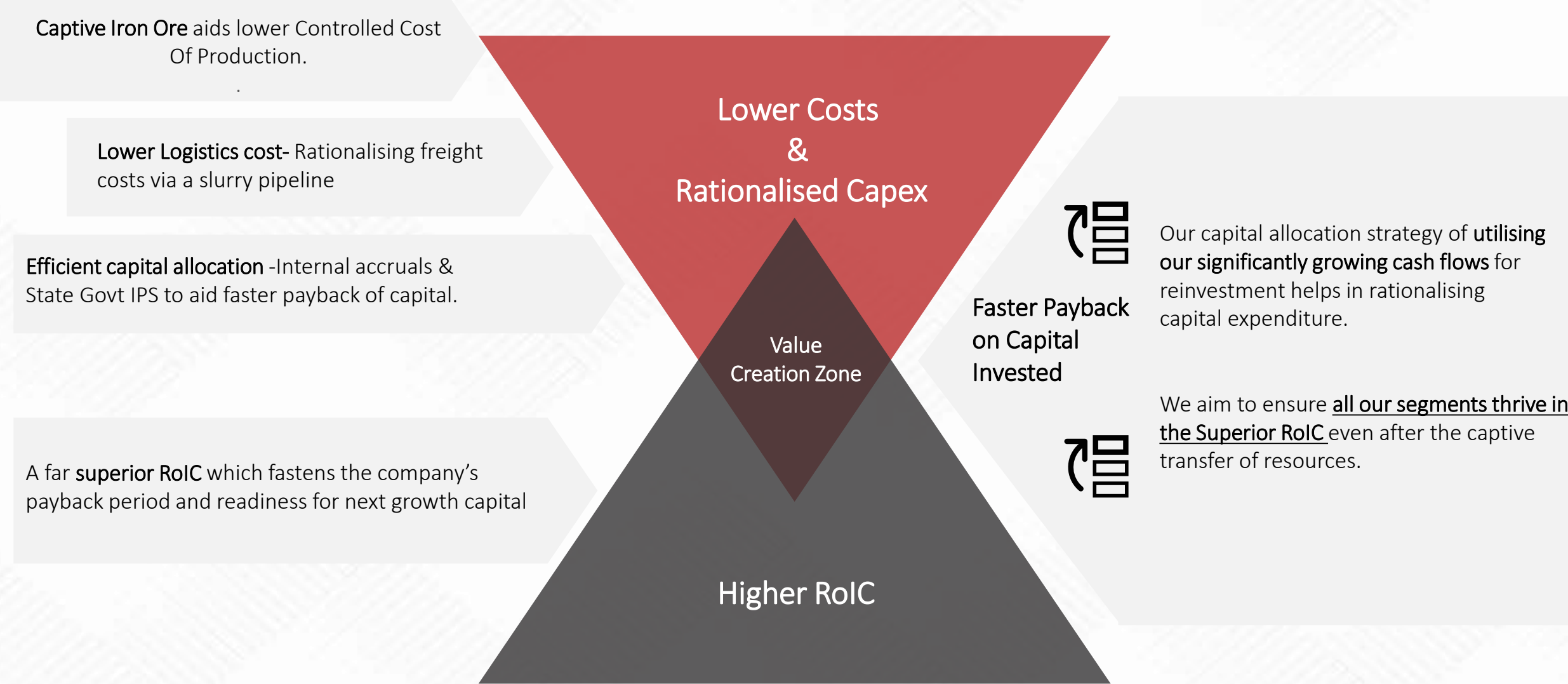
Debt Free

Standing Strong during volatility making us more competent in the Industry

An Ecosystem of lower costs and Efficient capital Allocation



Value Creation – Focussed on ROIC



Our Thrust – “An All-Inclusive Growth”

Environmentally conscious

- Slurry pipeline to reduce vehicles' carbon footprint.
- Solar based energy to be used for **GREEN** mining.

Environment

As a responsible entity, our steel operations are designed to be one of the **lowest carbon emitters**.



Social

Building an ecosystem of facilities to contribute to community development and well-being.



CSR

The company plans to continuously spend **50% more** than the mandated CSR spends, which will give a major thrust to the region in which company is operating.

Governance

Compliance, Stakeholder Engagement, Responsiveness, Board Independence.



Best practices

Dividends, ESOPS for all employees, Regular Stakeholder engagement.

Sustainable Business Practices

World Nature Conservation Day

As part of our CSR initiative, we at LIF celebrated World Nature Conservation Day with 500-550 students from three schools in Ghugus and Mhatardevi. The event aimed to raise awareness and promote environmental sustainability among the younger generation. The students participated in various activities such as drawing competition, plantation, hand washing activity, and gift distribution. The students learned about the importance of nature conservation and renewable energy and pledged to adopt eco-friendly habits, 30 teachers and staff members helped us deliver this positively.



Education Material Distribution

Lloyds Infinite Foundation (LIF) partnered with Light of Life Trust NGO (LOLT) for the Anando School Empowerment Program in Ghugus, Chandrapur. In this program we partnered with 3 schools in Chandrapur District and improved their educational facilities like science lab and also inaugurated science labs, library, and computer rooms. We donated 15 computers, and distributed 3000 books, benefiting 749 students. We also gave a set of School bag, geometry box, graph book and drawing book to each student. This event was to ensure a complete learning experience to all students for a brighter future.



Sustainable Business Practices

Water Tanker Distribution

In line with our commitment to empower our community LIF addressed the issue of water scarcity in Ghugus and nearby villages by providing two tankers of drinking water, each carrying 8000 liters. We alleviated the hardships faced by citizens in 8 wards, benefitting 45,000 people during the summer season. Additionally, we facilitated the installation of 11 bore wells with an overhead tank in Hedri, Aldandi, Parsalgondi, Manger, and Bande Villages, ensuring access to clean drinking water for the villagers. We are delighted to have helped in provide clean water ensuring focus on health of our community.



Medical Camp

We at LIF strongly believe in 'Health is Wealth' and we are dedicated to provide healthcare to our communities. We supported the Prayas Foundation in organizing a medical camp. The camp provided check-ups and medical assistance to 4000-5000 beneficiaries. A team of 40-50 medical professionals were involved in this. We distributed medicines, sunglasses, ECGs, blood tests, BP checks, and HB checks. This initiative was part of our commitment to promoting the health and well-being of the local community.



Sustainable Business Practices



01

Key HR KPI's

- Attrition rates fell to 8% in FY24 from 24% in FY22
- Average tenure of employees ; 25% more than 5 years

02

ESOPS for All

ESOPS for all Employees across ALL RANKS

03

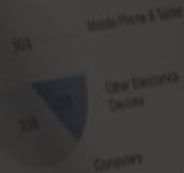
Employee Welfare

- Marriage and Child Birth- 1 months gross salary
- Skill development up to 2 lacs

Company's Growth



GLOBAL BUSINESS REVIEW



Stock Market **85%**

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Product Categories	Profit per Year				
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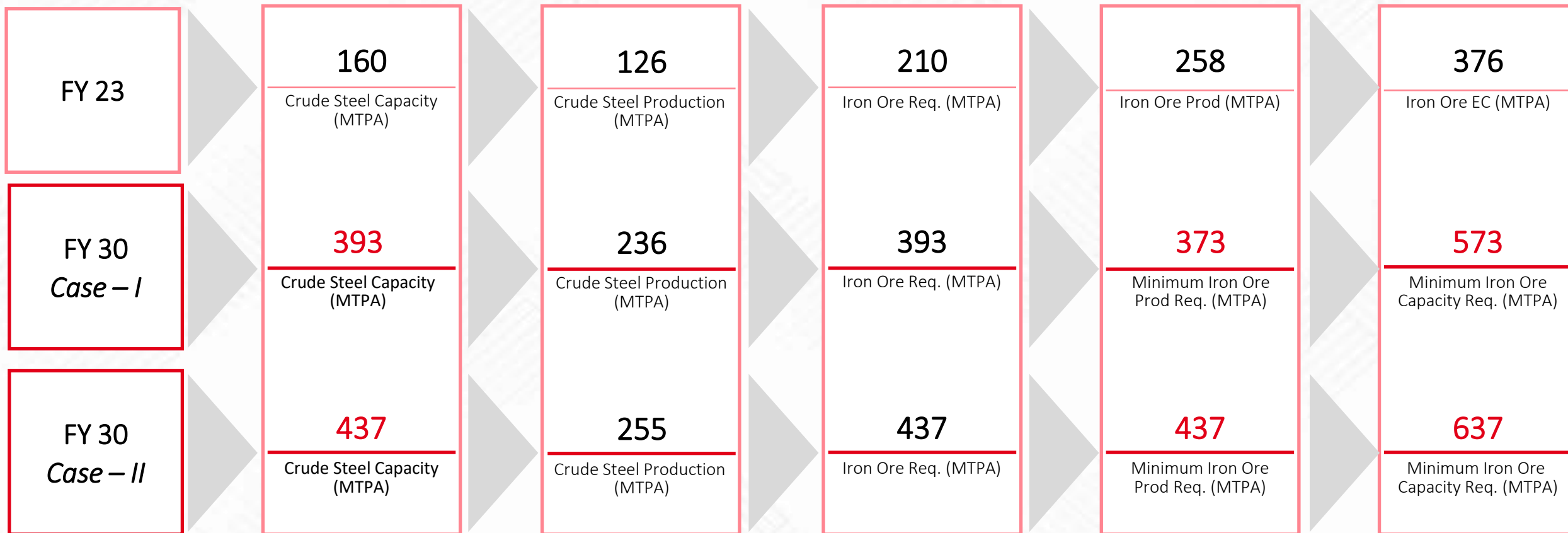
Profit per year of each products - updated on October 2018

Percentage



Industry Overview

India – Expected Steel Capacity Expansion



Case I – Assumptions
 Considering the steel capacity utilization factor remains similar to FY23 & India achieves 300 MTPA steel capacity.

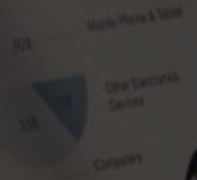
Case II – Assumptions
 Considering as per NSP-2017.

India Would need an Iron Ore ROM EC Capacity of at least **573-637 MTPA**

Company's Growth



GLOBAL BUSINESS REVIEW



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Stock Market 85%

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Furniture	+239.74	239.74	-229.00	+659.02	+239.74

Profit per year of each products - updated on October 2018

Percentage



Growth Percentage in 2015

Financial Overview

Consolidated Historical Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Total Income	2,733	7,273	34,667	65,746
Operating Expenses	2,425	5,520	25,820	47,934
EBIDTA	308	1,753	8,847	17,812
<i>EBIDTA Margins (%)</i>	11.26%	24.10%	25.52%	27.1%
Depreciation and amortisation expenses	139	180	230	490
Finance costs	168	181	650	57
Profit Before Exceptional Items	1	1,392	7,967	17,265
Exceptional Items	-	(514)	(11,944)	
Profit After Exceptional Items	1	878	(3,977)	17,265
Tax	-	(95)	(1091)	4,836
PAT	1	973	(2,886)	12,429
<i>PAT Margins (%)</i>	0.04%	13.38%	NA	19%
Other Comprehensive Income	5	8	21	28
Total Comprehensive Income	6	981	(2,865)	12,457
Diluted EPS	0.01	2.78	(4.74)	24

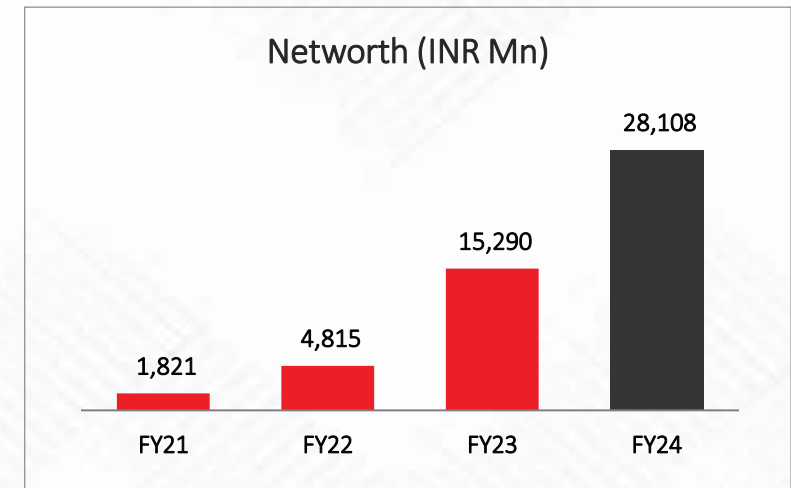
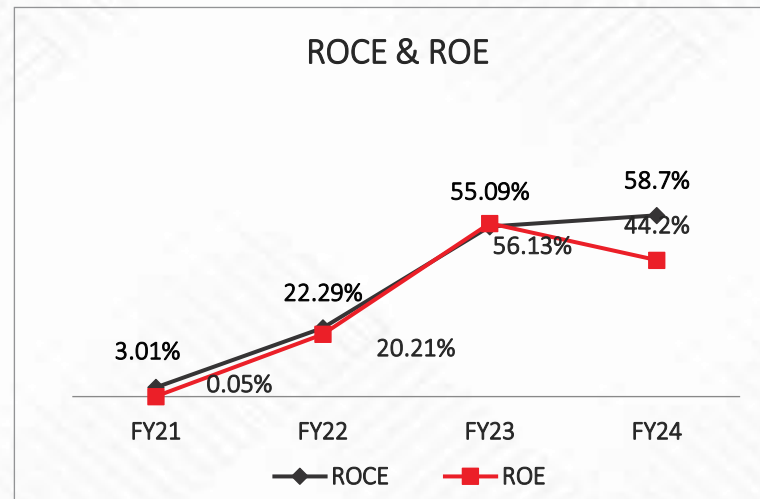
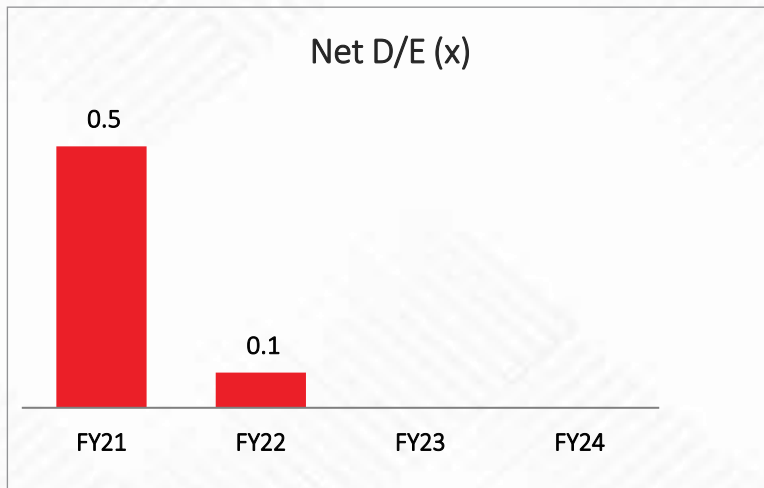
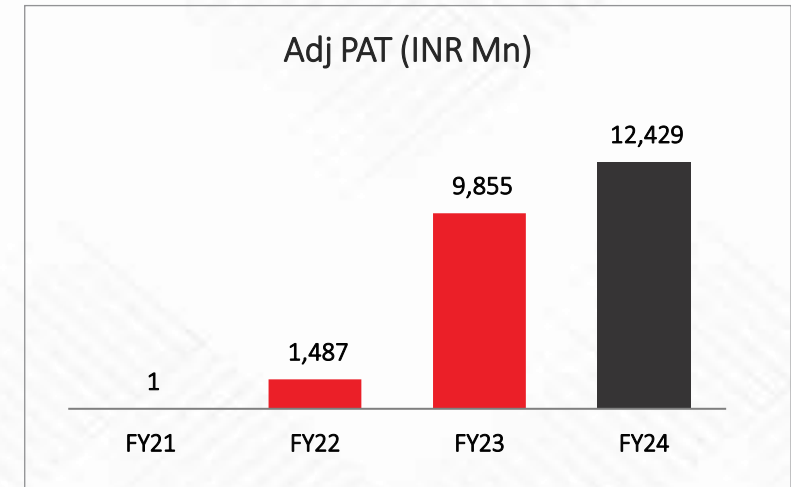
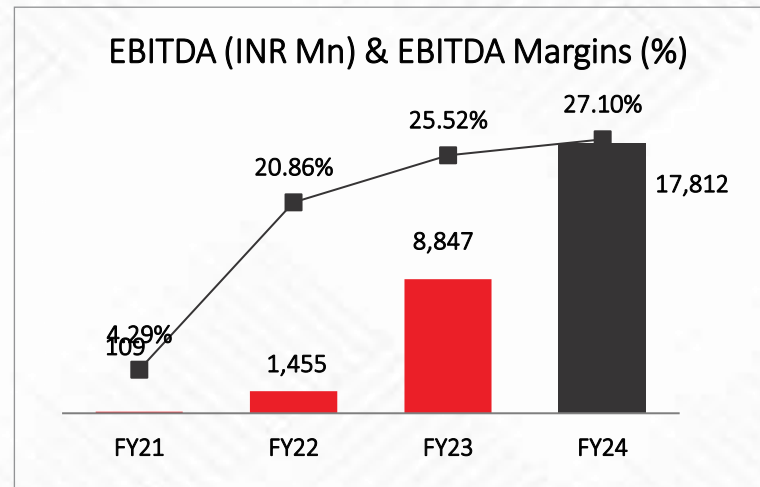
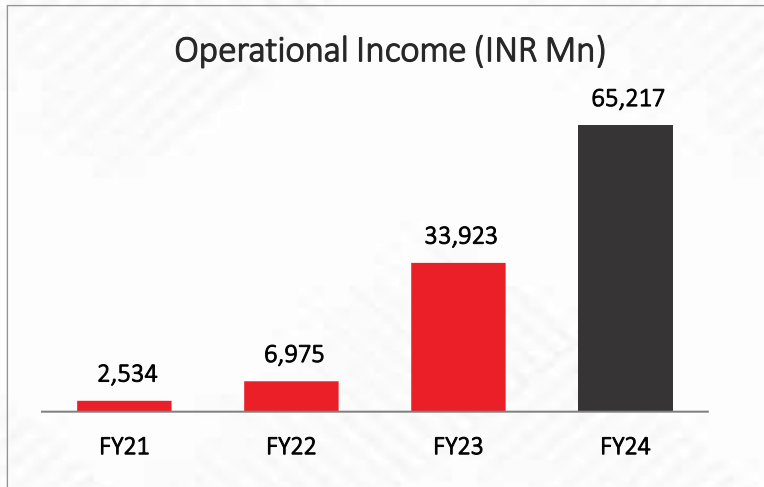
*PAT and EBITDA margins includes Total Income

Consolidated Historical Balance Sheet

Particulars (INR Mn)	FY23	FY24
Equity		
(a) Equity Share Capital	505	505
(b) Other Equity	14,785	27603
Non-Current Liabilities		
(i) Borrowings	-	
(ii) Lease Liability	22	294
(iii) Other Non Current Liabilities	-	-
(b) Provisions	226	249
(c) Deferred Tax Liabilities	-	864
Current Liabilities		
(a) Financial Liabilities	-	-
(i) Lease Liability	1	37
(j) total outstanding dues of creditors other than micro enterprises and small enterprises	745	3951
(ii) Borrowings	-	-
(iii) Trade Payables	-	-
(iv) Other Financial Liabilities	16	0
(b) Provisions	121	190
(c) Other Liabilities & Current Liabilities	3,835	5682
TOTAL EQUITY AND LIABILITIES	20,260	39,375

Particulars (INR Mn)	FY23	FY24
Non-Current Assets		
(a) Property, Plant and Equipment	4,817	11,568
(b) Capital Work in Progress	2,979	12,682
(c) Right to use account	506	779.5
Financial Assets		
(d) Investments	0	0.4
(e) Deferred Tax Assets	1,374	0.4
(f) Other Non-Current Assets	1,364	3,072
Current Assets		
(a) Inventories	2,697	2,311
(j) Investments	368	290.3
(i) Trade Receivables	245	799
(ii) Cash and Cash Equivalent	275	25.9
(iii) Other Bank Balances	2,370	2,845
(iv) Loans and Advances	251	15
(b) Other Current Assets	3,013	4,988
TOTAL ASSETS	20,260	39,375

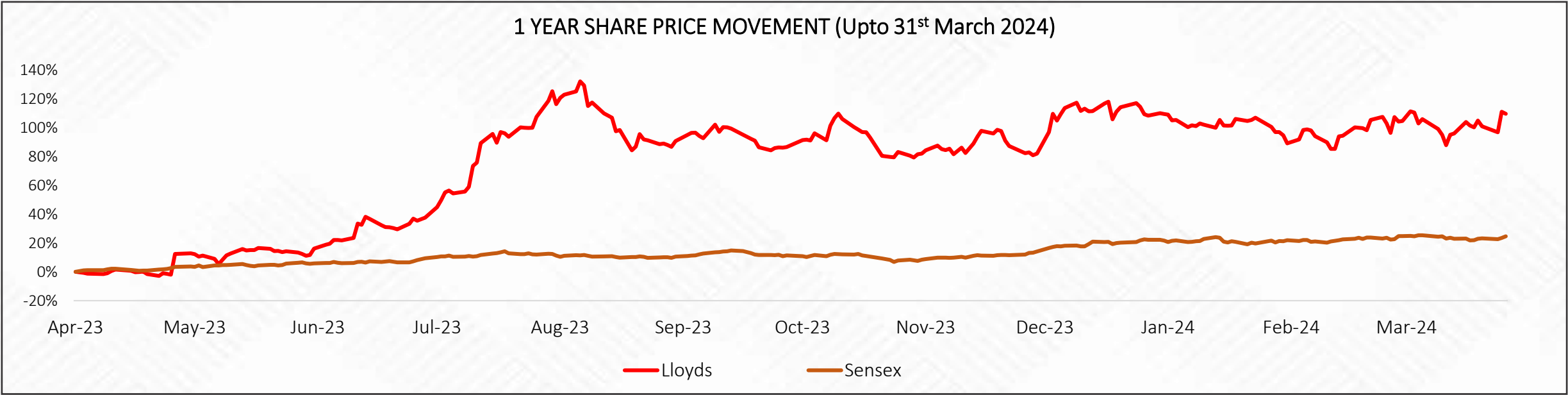
Consolidated Historical Financial Highlights



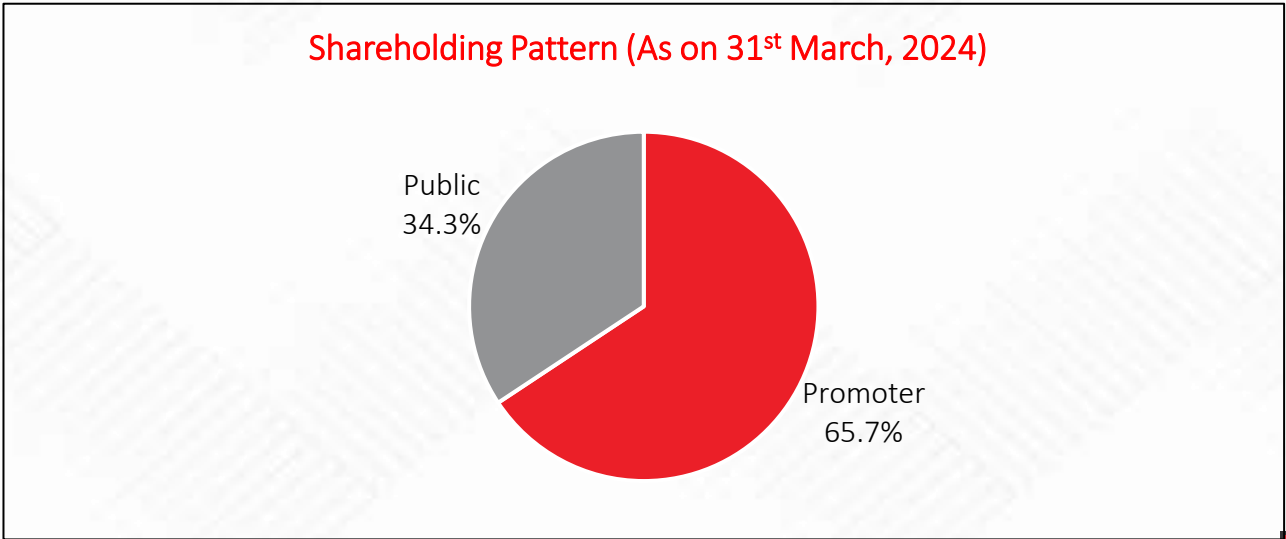
*PAT and EBITDA margins includes Total Income

*Adj Pat refers to one time non-cash settlement on occasion of an arbitration case with Sunflag to the tune of INR 11,944 mn

Capital Market Information



Price Data (As on 31 st March 2024)	INR
Face Value	1.0
Current Market Price	603.0
52 Week H/L	687.9/275
Market Cap (INR Mn)	3,04,643
Equity Shares Outstanding (Mn)	505.3
1 Year Avg. Trading Volume ('000)	445.7



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Thank You