

**RS/LLOYDSENGG/BSEL-NSEL/2025/14****Date: 13<sup>th</sup> February, 2025**

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
<b>Scrip Code: 539992</b>	<b>Symbol: LLOYDSENGG</b>

Dear Sir / Madam,

**Sub: Earnings / Investors Presentation for the quarter ended 31<sup>st</sup> December 2024.**

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 31<sup>st</sup> December, 2024.

The same is made available on the website of the Company at [www.lloydsengg.in](http://www.lloydsengg.in)

We request you to kindly take the above information and enclosed documents on your records.

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



# Disclaimer

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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



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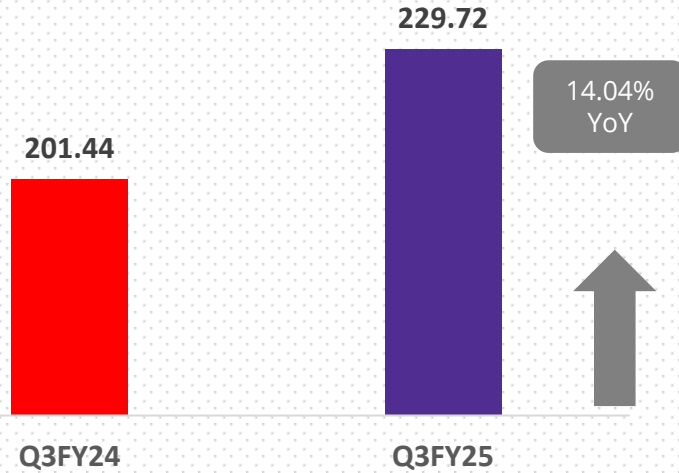
**Q3 & 9M FY25**

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# Q3FY25- Result Highlights

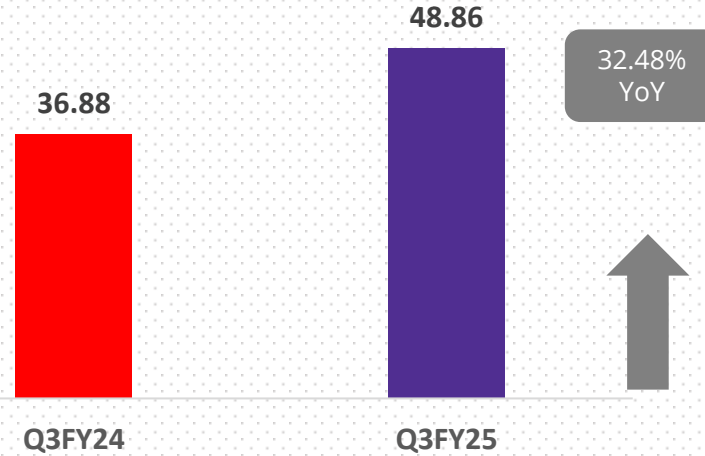
₹ Crores

## Revenue



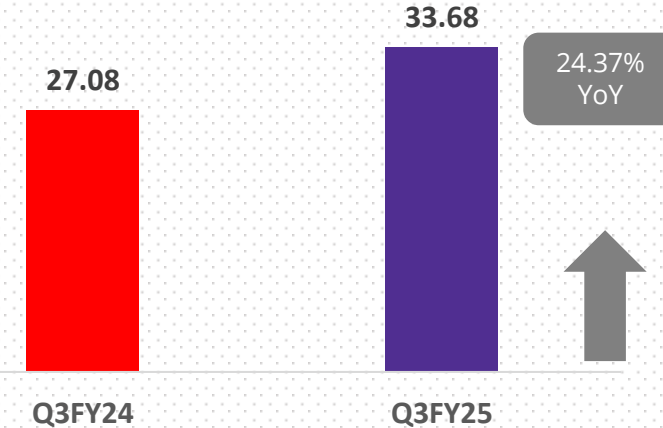
- Revenue for Q3FY25 increased by 14.04% YoY.
- Revenue Increase was led by better execution of projects
- Fresh Orders further bolstered the company's orders pipeline

## EBITDA



- EBITDA for Q3FY25 increased by 32.48% YoY
- EBITDA margins for Q3FY25 stood at 21.27% versus 18.31% in Q3FY24; an increase of 296bps YoY

## PAT



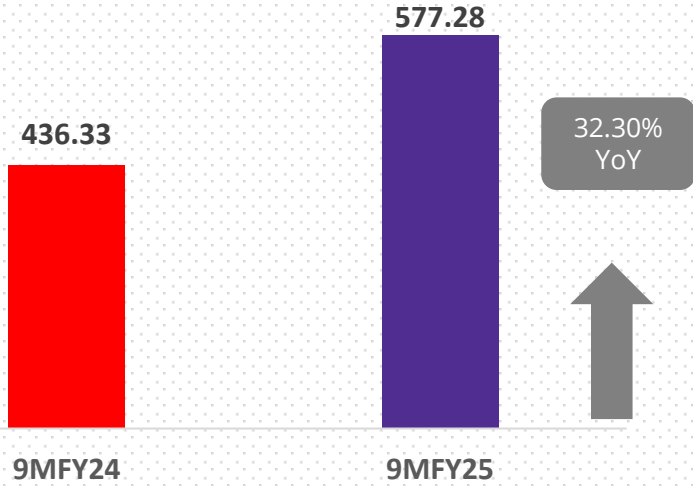
- PAT for Q3FY25 increased by 24.37% YoY
- Better economies of scale, led by productivity improvement and better margin product execution led to such robust increase.

# 9MFY25- Result Highlights



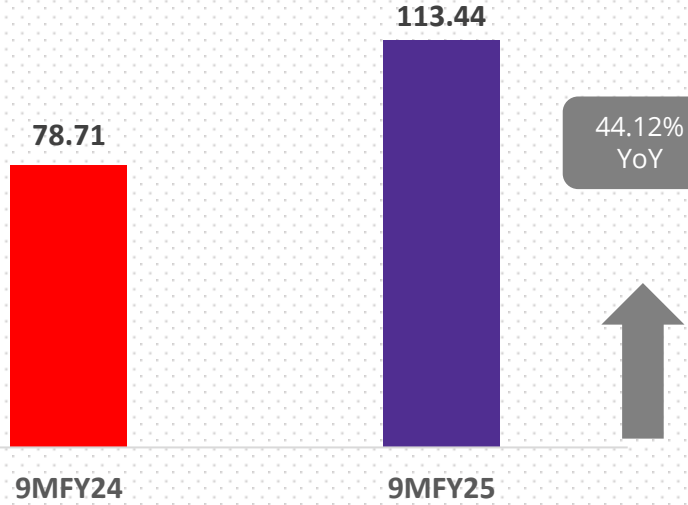
₹ Crores

## Revenue



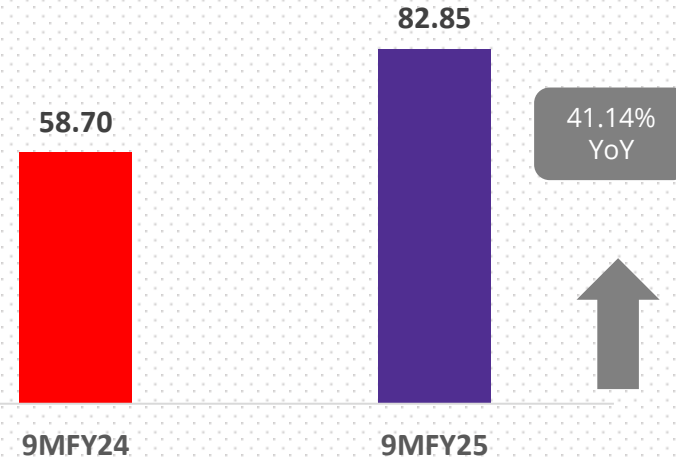
- Revenue for 9MFY25 increased by 32.30% YoY.
- 9MFY25 revenue growth was led by robust and efficient execution.

## EBITDA



- EBITDA for 9MFY25 increased by 44.12% YoY
- EBITDA margins for 9MFY25 stood at 19.65% versus 18.04% in 9MFY24; an increase of 161bps YoY

## PAT



- PAT for 9MFY25 increased by 41.14% YoY
- PAT for 9MFY25 at INR # 82.85cr has already surpassed FY24 PAT of 79.84 cr displaying robust performance



# Order Book: Building a Robust Order Book with “Traditional Excellence” and Niche “Tech-Driven” Engineering Solutions



## Order Book Position

31<sup>st</sup> March 2023 ₹ 682.94 cr

New Orders in 9MFY25 ₹ 734.50 cr

31<sup>st</sup> March 2024 ₹ 904.32 cr

31<sup>st</sup> Dec 2024 ₹1,278.13 cr

## Multiple and Repetitive orders from Various Clientele

### Reliance Industries

12 pressure vessels, 1 Carbon steel tower, 10 heat exchangers. 14 steam drums, 2 safety scrubbers

### HPCL

Spares for Marine Loading Arm, Columns, AMC

### Goa Shipyard

Supply of 7 Steering Gearing System and 7 Fin Stabilizers

### Indian Oil Corporation Ltd

Supply of Spares for marine loading arm, Biturox reactor, Heat exchangers, AMC con

### Nayara Energy

Supply of 4 pressure vessels, steam coil, Sulphur Condenser

### HPCL- Mittal Energy

Supply of Trim cooler, Heat Exchanger, Columns



# Order Book: Building a Robust Order Book with “Traditional Excellence” and Niche “Tech-Driven” Engineering Solutions

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## Arcelor Mittal Nippon Steels India Ltd

Supply of Vacuum Vessel, 4 Tundish

## Engineers India

Supply of 14 pressure vessels, 2 LTCS columns

## Garden Reach Shipbuilders & Engineers Ltd (GRSE)

Supply of 4 Steering Gearing System, 4 Fin Stabilizer

## Lloyds Metals & Energy Ltd

Supply of Indian equipment's for Blast Furnace, Coke Oven , 1.2mnt steel plant and WHRB

## Jindal Steel & Power

Supply of 4 Waste Heat Recovery Boiler (WHRB)

## Coromandel International Ltd

Supply of Trailers, spares etc.

Diversified order book from Multiple Clientele

## Q3 & 9M FY25 – Profit & Loss



Particulars (₹ crores)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Revenue	229.72	201.44	14.04%	212.14	8.29%	577.28	436.33	32.30%
Other Income	9.58	1.17	718.80%	5.76	66.32%	17.18	4.49	282.63%
RM consumed	153.20	128.42	19.30%	147.61	3.79%	379.58	271.09	40.02%
Employee	10.32	8.13	26.94%	9.07	13.78%	28.02	22.21	26.16%
Other expenses	26.92	29.18	-7.75%	23.63	13.92%	73.42	68.81	6.70%
EBITDA	48.86	36.88	32.48%	37.59	29.98%	113.44	78.71	44.12%
EBITDA Margin (%)	21.27%	18.31%	296 bps	17.72%	355 bps	19.65%	18.04%	161 bps
Depreciation	2.20	1.06	107.55%	2.11	4.27%	6.30	2.52	150.00%
Interest	2.01	0.72	179.17%	1.67	20.36%	5.02	2.89	73.70%
PBT	44.65	35.10	27.22%	33.81	32.06%	102.12	73.30	39.32%
Tax	10.97	8.02	36.78%	5.86	87.20%	19.27	14.60	31.99%
PAT	33.68	27.08	24.37%	27.95	20.50%	82.85	58.70	41.14%
EPS (diluted)	0.29	0.25	16.00%	0.24	20.83%	0.71	0.55	29.09%

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	5.31	14.59
Other Assets	3.28	34.86
<b>Sub-Total Non Current Assets</b>	<b>62.17</b>	<b>123.00</b>
Inventories	114.58	101.98
Trade Receivables	29.10	151.81
Cash & Cash Equivalents	8.07	125.22
Other current Assets *	156.93	69.27
<b>Sub- Total Current Assets</b>	<b>308.68</b>	<b>448.28</b>
<b>Total</b>	<b>370.85</b>	<b>571.28</b>
Share Capital	98.87	114.46
Other Equity	96.49	296.74
<b>Total Equity</b>	<b>195.36</b>	<b>411.20</b>
Borrowings	0.43	4.65
Other Liabilities	8.56	15.86
<b>Current Liabilities *</b>	<b>166.50</b>	<b>139.57</b>
<b>Total</b>	<b>370.85</b>	<b>571.28</b>

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

# Investing in Lloyds Engineering Works





## 1. The Material Works, Ltd. (TMW) for the transfer of cutting-edge Eco Pickled Surface (EPS Gen 4) technology

Secured orders exceeding ₹50 crores

Huge opportunity; given steel ministry vision of building 300mnt steel capacity in India

### Key salient benefits of ECO pickling technology versus traditional Acid Pickling

- i) Lower Capex costs
- ii) Lower Opex costs
- iii) Zero Acid disposal costs, as this process is ACID-free
- iv) Environment Friendly

LEWL is one of the First to introduce these equipment's manufacturing in India



## 2. Agreement with TB Global Technologies Ltd (TBG) through which LEWL will provide Marine Loading Arms and Swivel Joints.

Engineering products that are the first of their kind in the Indian market

Secured orders exceeding ₹9.30 crores

Upcoming Port capacities provide significant headroom for these equipment's

### Key salient usage of loading arms

- Enable safer, faster and more secure economical loading operations in harsh conditions especially when compared with flexible hose.
- Marine loading arms are designed for various tanker sizes from barges to the largest crude tankers (100~500,000DWT)

LEWL with TB Global would be able to serve high-quality products for any fluid type and gas



## 3. Strategic collaboration with Fincantieri S.p.A

This collaboration aims to jointly manufacture high-quality products for the Indian Navy and Coast Guard

- Product diversification in defence and aerospace manufacturing.
- Investments in advanced technology for warship self-defence systems.
- Development of systems integrating telecommunication, signal processing, and aerospace engineering.

Secured orders exceeding ₹81 crores in  
Defence Sector

The government of India has been  
tendering contracts for more than 100  
ships across naval defence

**LEWL with Fincantieri Strategic Alliance to Bring Best-in-Class and Dominantly Indigenously Manufactured Products in India's Defence Industry.**

# LEWL's further solidifies its Engineering Capabilities & Capacities"

(LEWL) to acquire the engineering Assets of Bhilai Engineering Corporation Limited (BECL)

## Long-term benefits of this acquisition

- ❑ Complementary to LEWL's existing product lines, enhancing production capabilities.
- ❑ Increase the total LEWL cumulative production area of the factory floor and production .
- ❑ Located in central India with proximity to the target customer base.
- ❑ There is an abundance of skilled labour available at a relatively lower cost.



FABRICATION



ASSEMBLY



MACHINING



# LEWL's Entry into "Electrical Engineering"

(LEWL) acquires a 77% share in  
Techno Industries Pvt Ltd (TI) for INR 175 cr

## Long-term benefits of this acquisition

- ❑ Building and Compounding on Existing Strong Base and grow Multifold in the next 5 years
- ❑ Expand capabilities in Motors and Pumps and built on pre-qualification with entities like NTPC, BHEL etc to build a more robust Clientele
- ❑ Drive its Elevators and Escalators segment by Catering to the growing demand for escalators due to upcoming metro and rail projects nationwide
- ❑ Expanding AMC businesses which are of a Recurring Revenue nature
- ❑ Order book As on 31<sup>st</sup> December 2024 stands at ₹ 56.04 crs



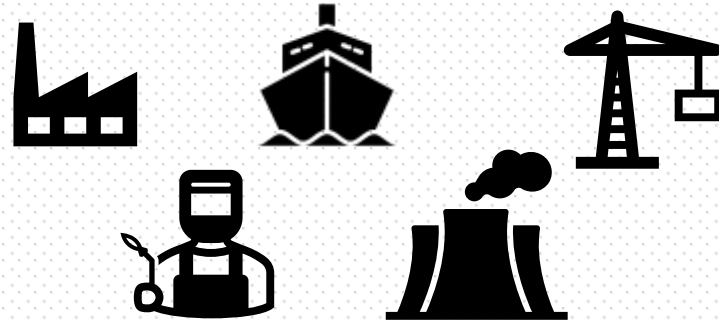


## About Us

### 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 ”



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

#### Backed by Technology driven approach

The promoters have more than four decades of experience in the engineering business. LEWL 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.

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



## Defence /Naval

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 & Marine

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

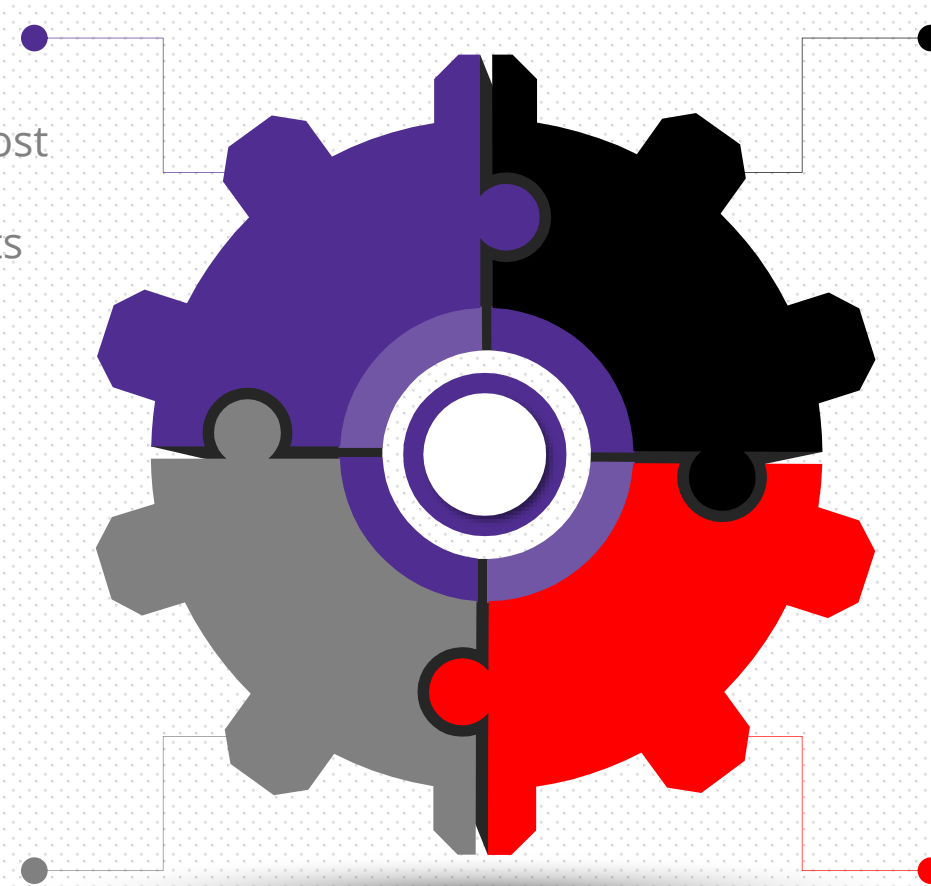


# Our Forces – Unified and Client-Centric approach

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

### 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.

### Debt Free

The company remains Debt Free, thereby having superior Return Ratios

### 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

Strategic 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



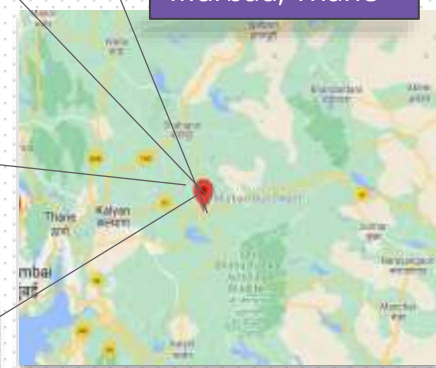
Shop A



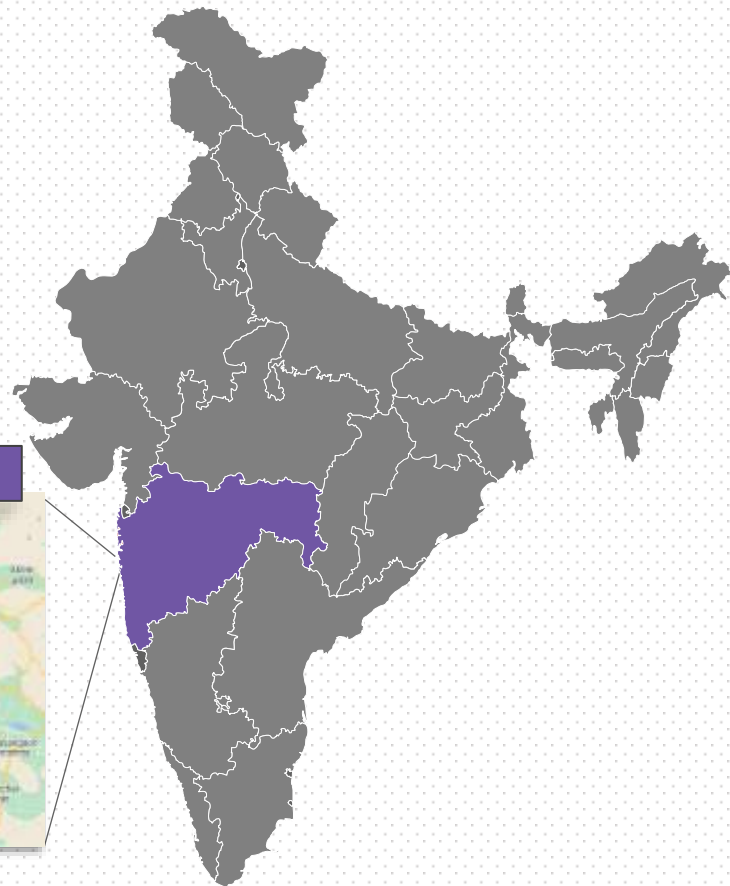
Shop K3



Shop D



Murbad, Thane



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



# Our Offerings and Solutions



Boilers



Steel Plants  
Equipment



# Our Offerings and Solutions



DRI & Power plants erection work  
in progress on turnkey basis

# Our Offerings and Solutions



Heat  
Exchangers



Air/Gas  
Drying  
Systems



# Our Offerings and Solutions



Pressure  
Vessels



Column

# Broad-Based Clientele





# More than Four Decades of Experience

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

A Commerce Graduate and successful Industrialist having a vast knowledge and rich experience of more than 41 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 22 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 34 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.



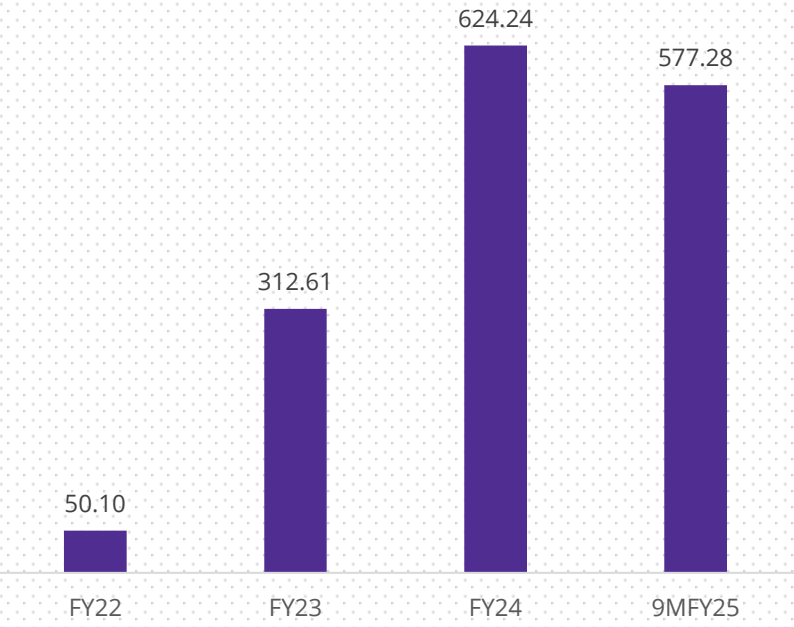
**Financials**

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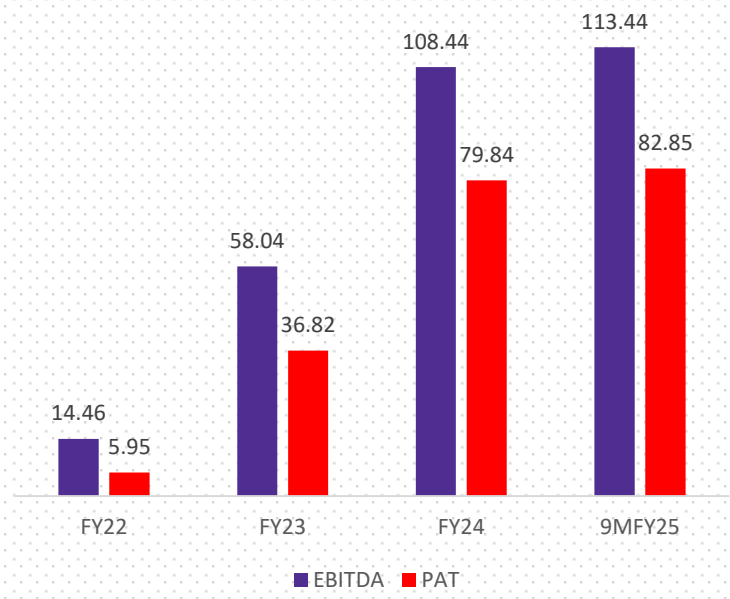
# Financials At a Glance

₹ Crores

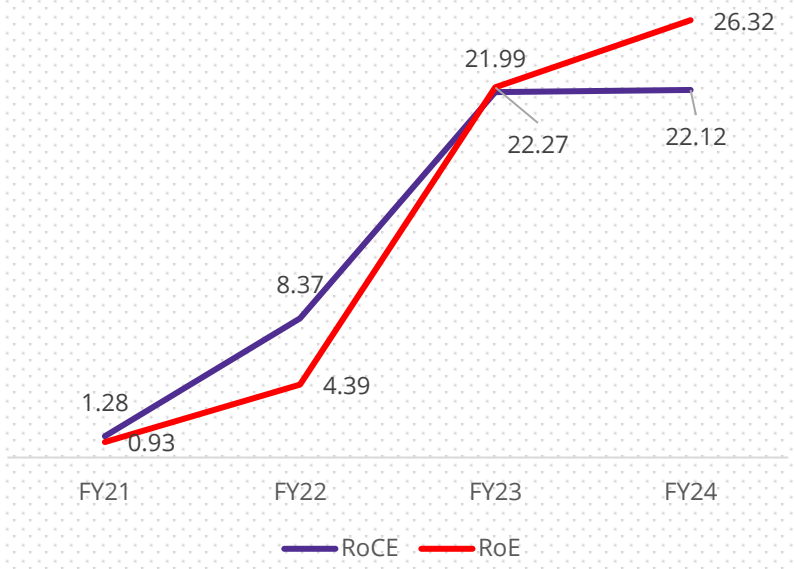
## Revenue



## EBITDA & PAT

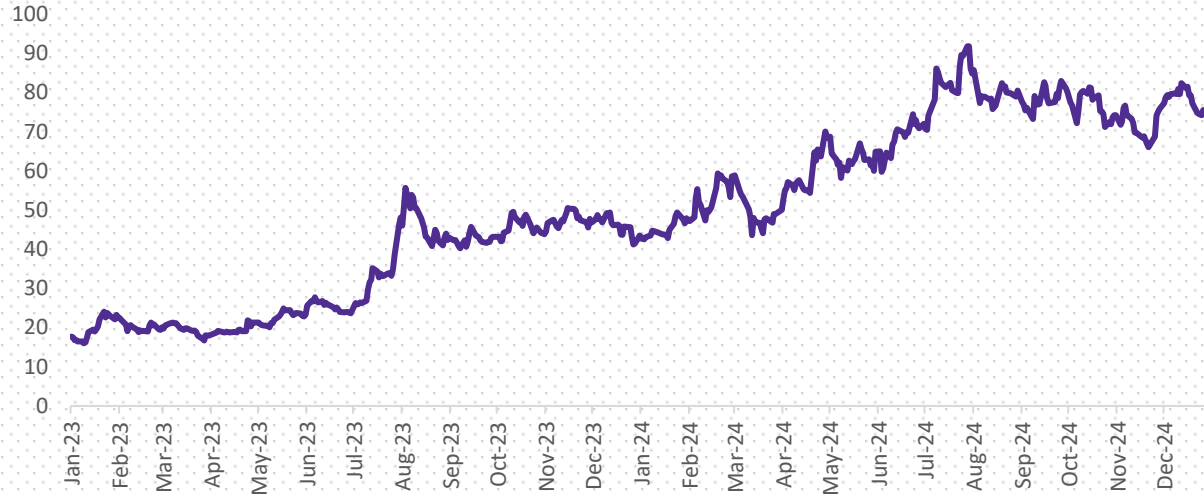


## Return Ratios (%)

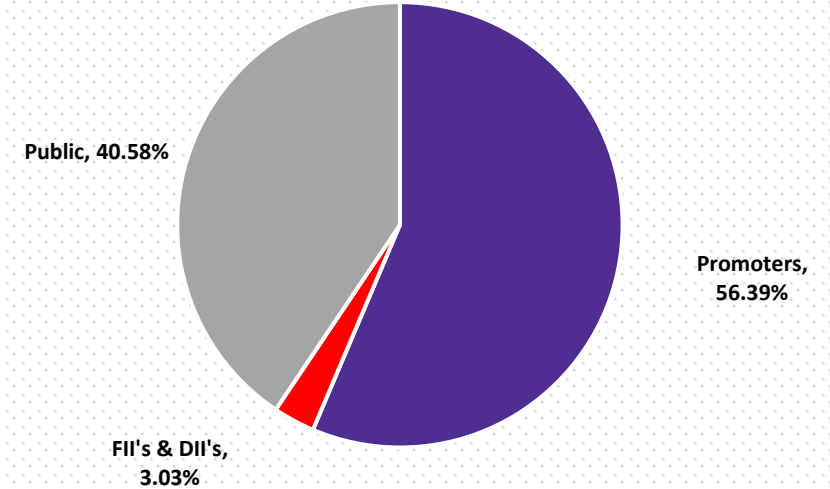


\*EBITDA includes Other Income

Price Movement (₹)



Shareholding as of 31<sup>st</sup> December 2024 (%)



Particulars	
Number of shares	116.22 crs
Exchange	NSE: LLOYDSENGG BSE: LLOYDSENGG, 539992
Market cap (as on 31 <sup>st</sup> December 2024)	8,921 crs
Face Value	₹ 1.0





Thank You

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