



GIL/DEL/2023-24  
August 12, 2023

**Bombay Stock Exchange Limited**  
Floor 25, P J Towers, Dalal Street  
Mumbai- 400 001. INDIA.  
Scrip Code: 532726

**National Stock Exchange of India Limited**  
"EXCHANGE PLAZA",  
Bandra – Kurla Complex, Bandra (East)  
Mumbai - 400 051. INDIA.  
Symbol: GALLANTT

Sir/Madam,

**SUB: PRESS RELEASE**

Please find enclosed herewith our Press Release relating to the Unaudited Financial Results of the Company for the quarter ended 30<sup>th</sup> June, 2023 which we shall be releasing after sending this letter to you.

This is for your information and dissemination.

Thanking You,

Yours faithfully,  
For **GALLANTT ISPAT LIMITED**

Nitesh Kumar  
**COMPANY SECRETARY**  
M. No. F7496

Encl: As above

**GALLANTT ISPAT LIMITED**

(Formerly known as Gallantt Metal Limited)

Registered Office: "GALLANTT HOUSE", I-7, Jangpura Extension, New Delhi -110014  
Telefax: 011-45048767/41645392, 033-46004831, E-mail: csgml@gallantt.com, Website: www.gallantt.com  
Corporate Office: 1, Crooked Lane, Second Floor, Room Nos. 222 & 223, Kolkata - 700069 Tel: 033-46004831  
CIN: L27109DL2005PLC350524

**GALANTT**

# Gallantt Ispat Limited

*(Formerly Gallantt  
Metal Limited)*

Q1FY24 Investor  
Presentation

*Presence, Efficiency, Scale*





# Safe Harbour



The following slides may contain “forward looking statements” including, statements relating to the implementation of strategic initiatives by Gallantt Ispat Limited (“GIL” or “Company”) and future business developments and economic performance.

While these forward looking statements indicate the Company’s assessment with regard to the development of its business, there are a number of risks, uncertainties and other unknown factors that could cause actual developments and results to differ materially from the Company’s expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties the dealing with the Company, legislative developments, and other key factors that could affect the companies business and financial performance.

The Company undertakes no obligation to periodically revise any forward looking statements to reflect future/likely events or circumstances.





Presence

Efficiency

Scale

**GALANT**

Leading manufacturer of TMT bars - Capacity: 950,000 TPA

Profitable growth on the back of strong cost optimisation thrust and value addition

Well entrenched presence in key consumption states of Uttar Pradesh and Gujarat

Strong relationships in both private and public sector

First generation promoter with over 40 years of experience across the Steel & Power sectors

Executes premium construction projects

Growth predominantly from internal accruals; Net debt free





Presence

Efficiency

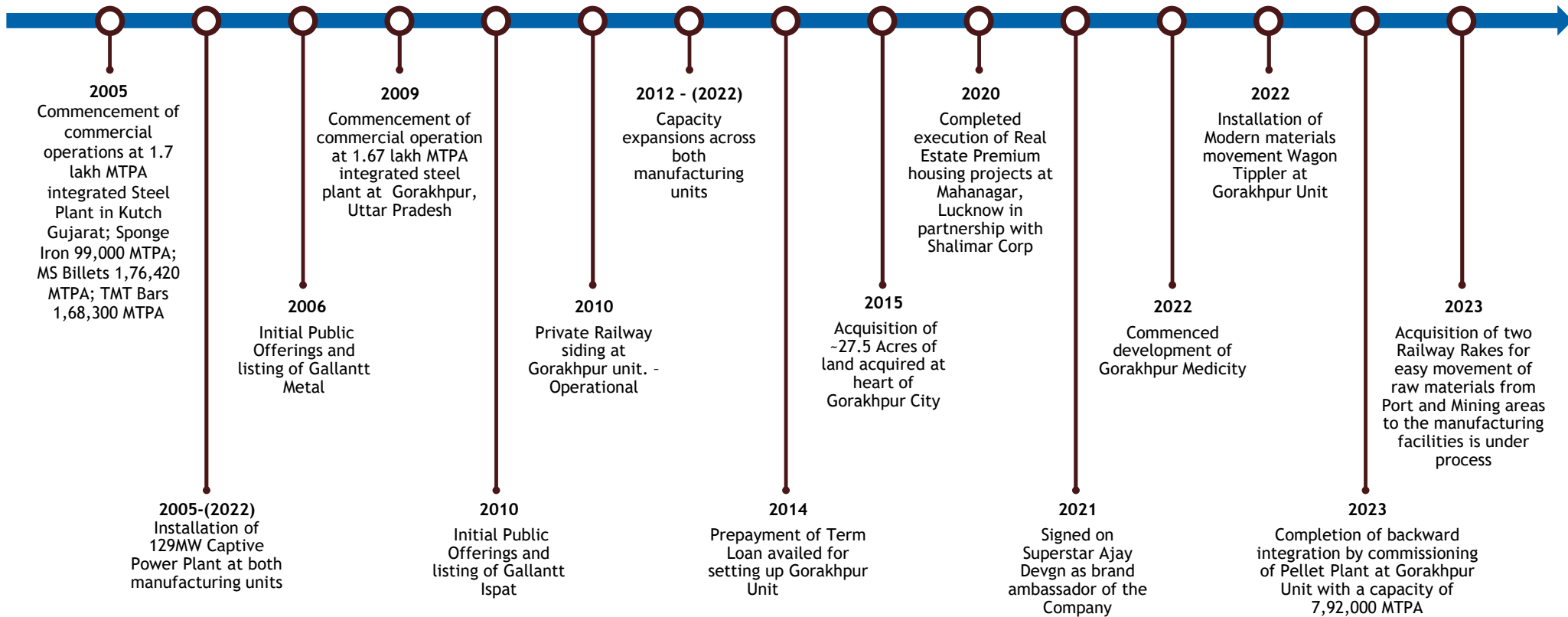
Scale

## The Gallantt locational advantage

**GALLANTT**

- **Gorakhpur, Uttar Pradesh**
  - Only company in Eastern Uttar Pradesh; a region which is witnessing significant development
  - Enhanced customer serviceability:
    - Shorter delivery times
    - Ability to deliver small quantities offering dealer benefit of lower storage costs
  - Lower Freight and distribution costs (raw material and finished goods)
  - Industry friendly UP Government Industrial policy provides SGST refund ranging from 80-90% of SGST
- **Kutch, Gujarat**
  - Large scale industrial activity in state
  - Proximity to Kandla port
    - Translates to lower logistic costs
    - Option to sell domestically or export
  - Presence affords extended access to Rajasthan and Maharashtra
- **Network of over 2700 dealers across both states**

# Our journey



Presence

Efficiency

Scale

**GALANT**

# Capacity overview



7,92,000  
MT

Pellet



9,18,000  
MT

Sponge  
Iron



9,57,000  
MT

Steel Melt  
Shop



9,50,400  
MT

Rolling  
Mill



129  
MW

Power  
Plant

## Plant wise breakup

TOTAL		
Type	Units	Total
Sponge Iron	MT	9,18,000
Steel Melt Shop	MT	9,57,000
Rolling Mill	MT	9,50,400
Power Plant	MW	129
Pellet Plant	MT	7,92,000

Gorakhpur, Uttar Pradesh		
Type	Units	Total
Sponge Iron	MT	5,44,500
Steel Melt Shop	MT	5,28,000
Rolling Mill	MT	5,28,000
Power Plant	MW	78
Pellet Plant	MT	7,92,000

Kutch, Gujrat		
Type	Units	Total
Sponge Iron	MT	3,73,500
Steel Melt Shop	MT	4,29,000
Rolling Mill	MT	4,22,400
Power Plant	MW	51



Presence

Efficiency

Scale

GALANT

# Production and sales volumes Q1 FY24

## Production volumes

TOTAL				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q1FY23	1,44,605	1,53,617	1,57,367	1,39,611
Q1FY24	1,68,685	1,72,752	1,82,084	1,64,332
% Change	16.7%	12.5%	15.7%	17.7%

Gorakhpur, Uttar Pradesh				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q1FY23	72,680	78,969	82,908	81,702
Q1FY24	97,507	95,413	1,05,890	1,03,925
% Change	34.2%	20.8%	27.7%	27.2%

Kutch, Gujrat				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q1FY23	71,925	74,648	74,459	57,910
Q1FY24	71,178	77,339	76,194	60,407
% Change	-1.0%	3.6%	2.3%	4.3%

## Sales volumes

TOTAL				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q1FY23	-	16,567	16,504	1,45,190
Q1FY24	-	20,698	12,634	1,63,302
% Change	-	24.9%	-23.4%	12.5%

Gorakhpur, Uttar Pradesh				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q1FY23	-	6,763	-	86,425
Q1FY24	-	9,370	-	1,02,641
% Change	-	38.5%	-	18.8%

Kutch, Gujrat				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q1FY23	-	9,804	16,504	58,765
Q1FY24	-	11,328	12,634	60,662
% Change	-	15.5%	-23.4%	3.2%







Driving  
operational  
efficiencies

## Backward integration



### Pellets

- 792,000 MT/annum pellets capacity in Gorakhpur caters to entire production requirement
- Captive production estimated to be ~10-15% lower than market costs
- Better quality of inputs like Sponge Iron and Billets translates to better Quality of Finished Products.



### Coal

- Linkages with Northern Coalfields Limited and National Coal Mines ensures continued availability
- Sourcing directly from international bulk miners translate to improved and consistent quality



# Logistics and power



## Rail infrastructure

- Railway rakes at both units to facilitate efficient material movement and connectivity
- Modern material wagon tippler at Gorakhpur unit helps reduce wastage, minimise delays



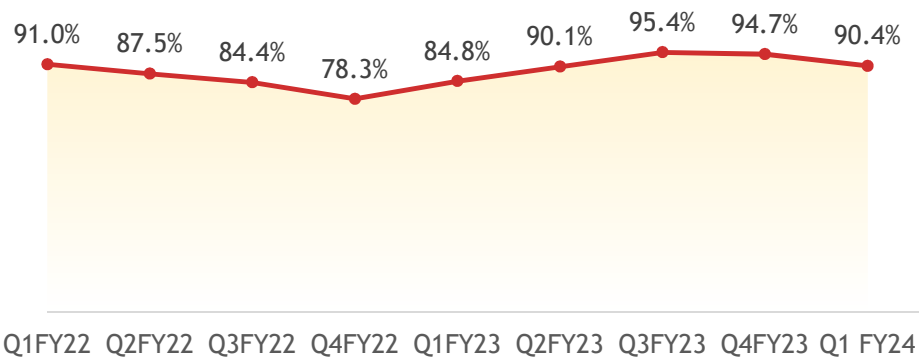
## Captive Power

- Total captive power capacity: 129 MW
- Availability of captive power ensures minimal dependence on the grid

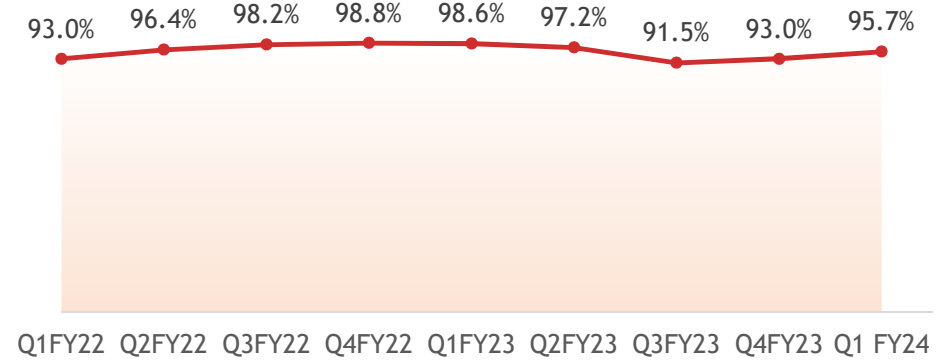


# Power: Own vs purchased

% of Captive power consumed - Gorakhpur, UP



% of Captive power consumed - Kutch, Gujarat



Operations predominantly driven by captive power







**Value Addition  
thrust**

Presence

Efficiency

Scale

GALANTT

## Premium offerings

Evaluating the introduction of a stronger and more durable value added offering under the brand Gallantt Advance

Bollywood star Ajay Devgn is the brand ambassador

Emphasis on branding, use of electronic and social media





## EPC and construction

- Evaluating opportunities to monetise ~27.5 acre land owned by Gallantt Ispat
- Group Housing project with ultra modern facilities under the name “Shalimar Gallant”
- Plans to also commence construction of hotels and malls



Presence

Efficiency

Scale

# The Gallantt Group

**GALLANTT**

## Gallantt Cement

- Cement manufacturing unit at Gorakhpur with an annual capacity of 6,00,000 MTPA
- Commenced commercial operations in 2022



## Gallantt Flour

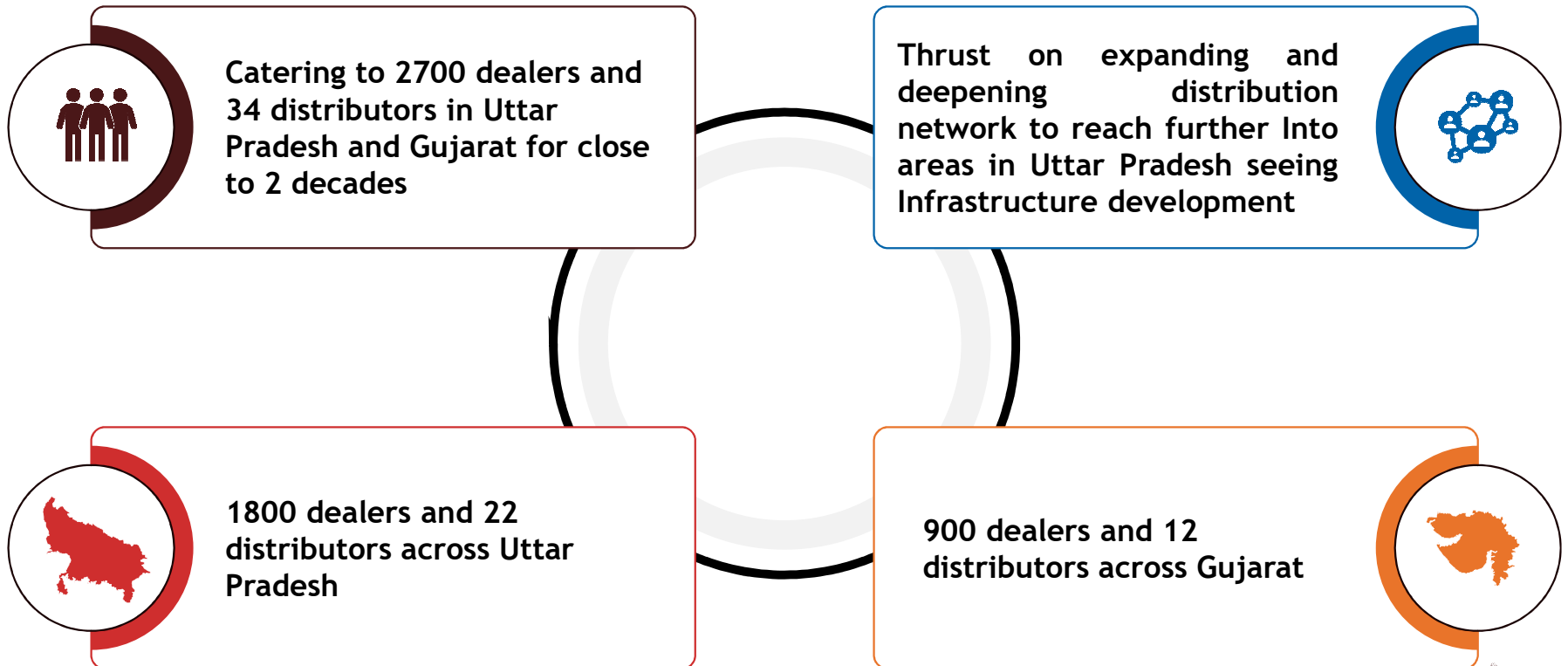
- Modern Flour Mill unit with an annual production capacity of 1,08,000 MTPA
- Commenced commercial operations in March 2009



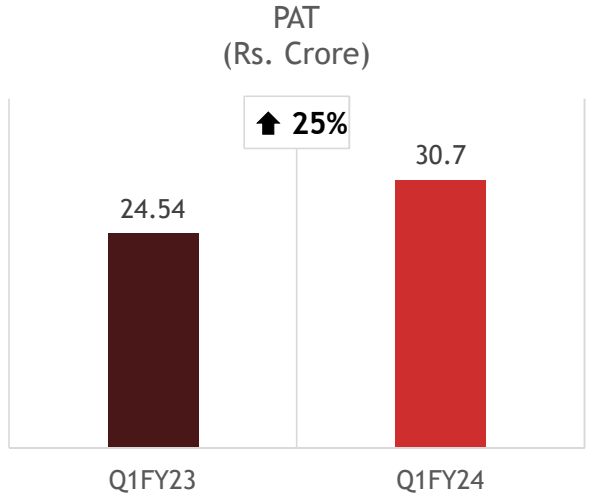
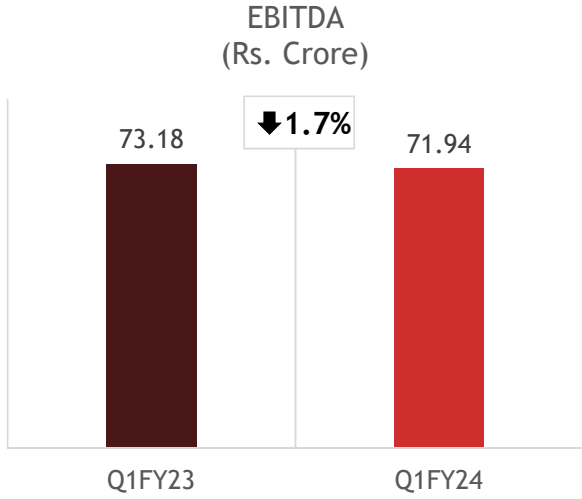
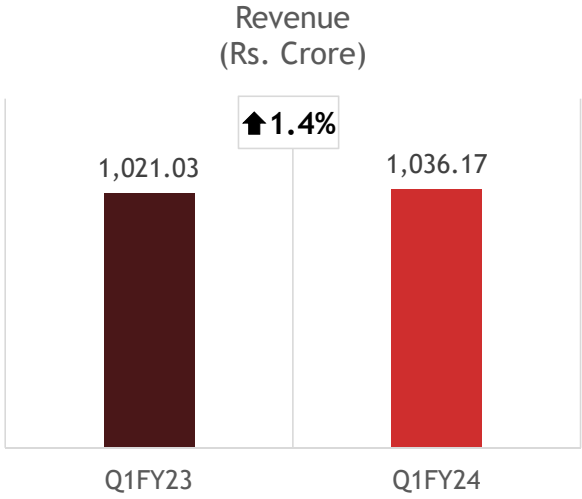
*Note: Gallantt Ispat does not have any holding in either Gallantt Cement or Gallantt Flour*



# Dealer & Distributor strength and relationship



# Financial overview Q1 FY24



### Highlights:

- Continued healthy demand and increasing capex by both private and public sector drives performance



## Chairman's Message



**Chairman and MD, Chandraprakash Agarwal commenting on the Q1FY24 results,**

*“We are happy with the start to the financial year. While the demand environment remains strong our emphasis is on improving the allround quality and efficiency of our operations and adding value to our portfolio in our endeavour to drive profitable growth.”*

# ESG Initiatives

Presence

Efficiency

Scale

**GALANT**



Plantations at factory premises



Water conservation and harvesting



Modern technology and equipment to lesser consumption of electricity



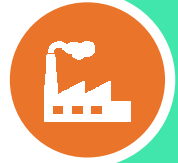
Recycling of water and other natural resources across factory premises and factory operations



Modern equipment to follow pollution guidelines of the State and Centre



Regular training programs across all teams



Modern technology to adhere to the limits to air, water and sound pollutants.



Focus on greenery



Free meal distribution to public at large under the poverty line



# Promoter Group

## CHANDRAPRAKASH AGRAWAL

Chairman & Managing Director

- First generation entrepreneur possessing more than 37 years of multifunctional experience
- In his term of office spanning over seventeen years, has contributed extensively towards the growth of the Company and has been actively responsible for the planning, installation, implementation and functioning of units of the Company and the attainment of the highest standards of quality

## DINESH AGRAWAL

Director - Administration

- First generation entrepreneur, having over three decades of experience in the steel, Mining and Textile industries
- Co-founder of the Company; is actively involved in strategic planning, future expansion, business development and day today administration of the Gujarat Unit

## NITIN M KANDOI

Director-Plant Operation

- Actively involved in the operations of the Uttar Pradesh steel manufacturing facility of since 1995
- Instrumental in the implementation of technological advances made in the manufacturing processes
- Manages the operation and functioning of steel and power plants, besides Purchase and procurement Departments of the Company

# Uttar Pradesh, Gujarat - Strong infrastructure investment thrust

Presence

Efficiency

Scale

**GALLANTT**

Strong infrastructure push in both states of operation driven by public and private sector participation

## Key infrastructure projects: Uttar Pradesh

Project Name	Sector	Total Project Cost (in Rs. crore)
Road Upgradation (Greater Noida-Ballia) Project	Transport	29,825.00
Coal Based Power (Ghatampur) Project	Energy	17,237.80
Prayagraj Power Generation Co. Ltd. - Coal based super-critical thermal power project	Energy	15,537.00
Lalitpur Power Generation Company Ltd.	Energy	14,306.00
Yamuna Expressway Connecting Greater Noida to Agra	Transport	14,000.00
Prayagraj Power (Bara) Project	Energy	12,000.00
Setting up of 1320 MW coal based power unit at Jawaharpur in Etah district	Energy	10,566.00
Obra C Thermal Power Project	Energy	8,777.71

## Key infrastructure projects: Gujarat

Project Name	Sector	Total Project Cost (in Rs. crore)
Sardar Sarovar Project (Narmada)	Water Sanitation	39,240.45
Mundra Thermal Power Project	Energy	22,001.00
Execution of 84.4 km Ahmedabad-Gandhinagar Metro Rail Project	Transport	21,500.00
Mundra Ultra Mega Power Project	Energy	17,900.00
Atomic Power (Kakrapara) Project	Energy	12,600.00

This is a representation of the significant infrastructure development activity in Gallantt Ispat's key markets. Gallantt's potential contribution to any of these projects cannot be assessed



# Growth outlook

## Efficiencies

- Technological upgradation across facilities to enhance capacity utilization from present 80% to ~95% Benefits expected to be visible in FY25
- Installation of Modern Rail tipler contributing towards lower wastage faster turnaround time Full benefit to be visible in current year

## Rationalising input dependency

- Commencement of pelletisation plant operations removes dependency on external suppliers
  - Ensures consistent quality and lower costs
- Already contributing to savings of Rs 1000 pmt; full benefit expected to be visible in FY25

## Value addition

- Evaluating the introduction of a value added offering from the Gallantt Advance stable

## Distribution and reach

- Expanding distributor and dealer reach across Uttar Pradesh

## EPC and Construction

- Monetisation of land towards setting up of premium residential complexes

# P&L Q1FY24



## STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER JUNE 30, 2023

Sr. No.	Particulars	Quarter ended			Year ended	
		30.06.2023	30.06.2022	31.03.2023	31.03.2023	31.03.2022
		Unaudited	Unaudited	Audited	Audited	Audited
1.	<b>Income from operations</b>					
	(a) Revenue from operations	1,03,617.41	1,02,103.88	1,07,599.24	4,03,458.27	3,01,737.60
	(b) Other income	129.20	81.61	1,948.92	2,539.44	5,360.81
	<b>Total income (A + B)</b>	<b>1,03,746.61</b>	<b>1,02,185.49</b>	<b>1,09,548.16</b>	<b>4,05,997.71</b>	<b>3,07,098.41</b>
2.	<b>Expenses</b>					
	(a) Cost of raw materials consumed	82,515.61	81,743.98	86,013.88	3,27,284.03	2,45,703.81
	(b) Purchase of stock in trade	3,763.94	428.94	85.99	1,225.53	657.22
	(c) Changes in inventories of finished products, work in progress and contracts in progress	735.70	4,303.63	57.90	3,976.12	(5,082.95)
	(d) Employee benefits expense	2,471.76	2,021.59	2,437.59	8,818.48	7,203.60
	(e) Finance costs	622.03	372.45	850.54	2,722.35	2,046.35
	(f) Depreciation and amortization expense	2,458.20	2,484.55	2,505.68	10,025.01	9,209.26
	(g) Other expenses	7,065.36	6,368.40	8,431.61	27,957.38	23,630.73
	<b>Total expenses [3(a) to 3(g)]</b>	<b>99,632.61</b>	<b>97,723.54</b>	<b>1,00,383.20</b>	<b>3,82,008.89</b>	<b>2,83,368.02</b>
3.	<b>Profit / (loss) before exceptional items and tax (2 - 3)</b>	<b>4,114.00</b>	<b>4,461.95</b>	<b>9,164.96</b>	<b>23,988.81</b>	<b>23,730.38</b>
4.	Exceptional items	0.00	0.00	0.00	-	34,985.99
5.	<b>Profit / (loss) before tax (4 + 5)</b>	<b>4,114.00</b>	<b>4,461.95</b>	<b>9,164.96</b>	<b>23,988.81</b>	<b>23,730.38</b>
6.	Tax expense / (credit)					
	(a) Current tax	657.02	583.18	1,725.43	3,761.67	3,888.09
	(b) Deffered tax	386.31	1,424.69	647.65	6,136.05	2,258.35
	<b>Total tax expense / (credit)</b>	<b>1,043.33</b>	<b>2,007.87</b>	<b>2,373.08</b>	<b>9,897.72</b>	<b>6,146.44</b>
7.	<b>Net Profit / (loss) for the period (6 - 7)</b>	<b>3,070.67</b>	<b>2,454.08</b>	<b>6,791.88</b>	<b>14,091.09</b>	<b>17,583.94</b>
8.	Other comprehensive income (Net of tax)					
	(a) Items that will not be reclassified to profit or loss	21.96	26.88	19.49	100.14	196.31
	(b) Items that will be reclassified to profit or loss	0.00	0.00	0.00	-	-
	<b>Total other comprehensive income (A + B)</b>	<b>21.96</b>	<b>26.88</b>	<b>19.49</b>	<b>100.14</b>	<b>196.31</b>
	<b>Total comprehensive income (7 + 8)</b>	<b>3,092.64</b>	<b>2,480.96</b>	<b>6,811.37</b>	<b>14,191.23</b>	<b>17,780.25</b>
9.	<b>Paid-up equity share capital ( Face value Rs. 10 per Share )</b>	<b>24,128.09</b>	<b>24,128.09</b>	<b>24,128.09</b>	<b>24,128.09</b>	<b>8,132.23</b>
10.	Earning/(loss) per share (not annualised for quarters) in Rupees					
	Basic	1.27	1.02	2.81	5.84	21.62
	Diluted	1.27	1.02	2.81	5.84	7.29



**GALANTT**

**Thank  
You**

