



GML/DEL/2022-23
February 15, 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
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Sir/Madam,

SUB: PRESS RELEASE

Please find enclosed herewith our Press Release relating to the Unaudited Financial Results of the Company for the quarter and nine months ended 31st December, 2022 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
(Formerly Gallantt Metal 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

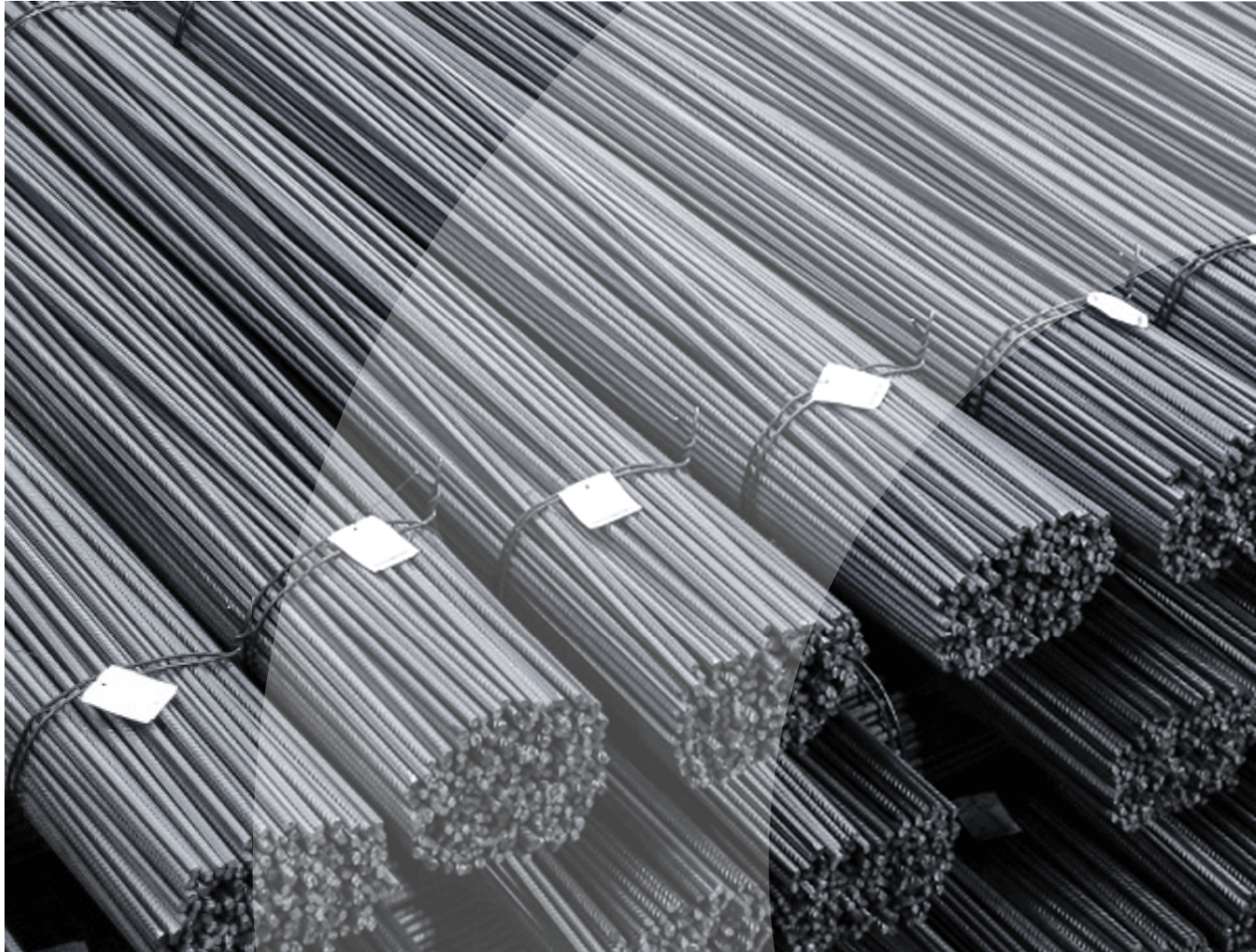
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GALANTT

Gallantt Ispat Limited

*(Formerly Gallantt
Metal Limited)*

Q3 & 9MFY23
Investor
Presentation



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.



Company overview



Incepted in 1984; leading manufacturer of TMT bars - integrated operations supported by captive power



Caters to major customers including Adani, Reliance, L&T and UP Bridge Corpn



Listed in the Forbes Asia magazine as “200 BEST under a billion companies”

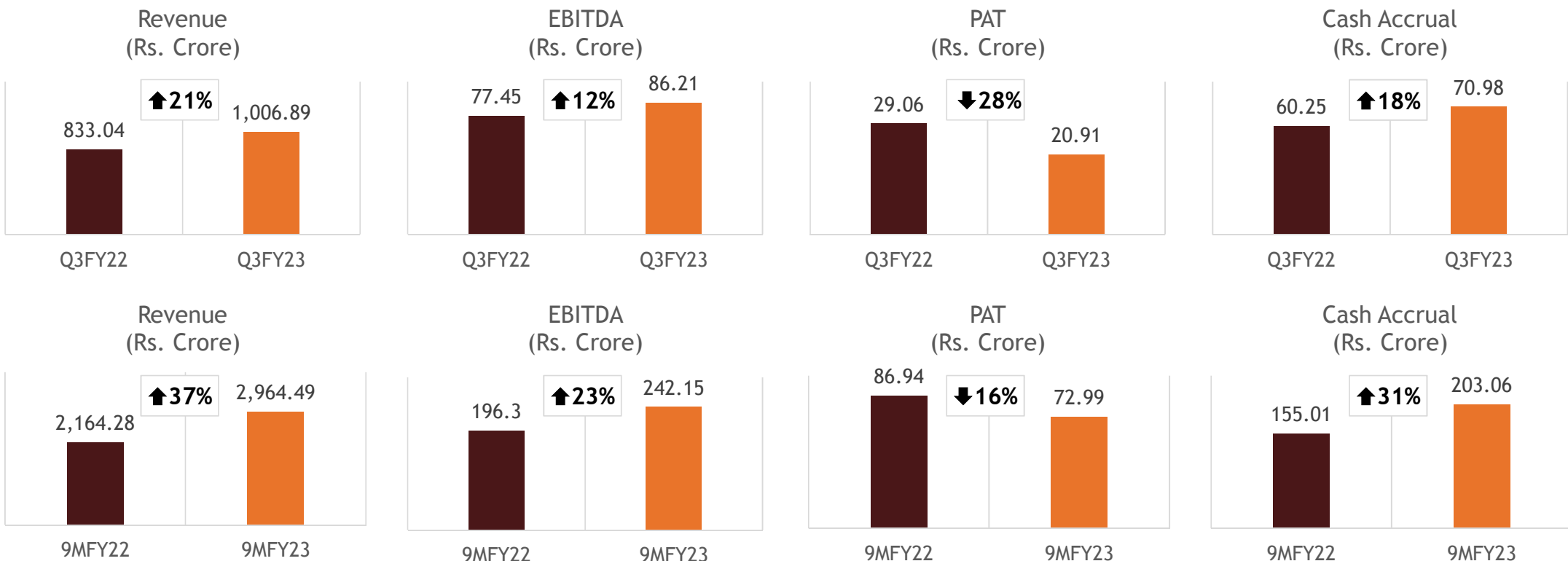
Strong presence in fast developing states like UP and Gujarat



Amongst chosen vendors for construction of Shri Ram Janmbhoomi Mandir in Ayodhya



Financial overview Q3 & 9MFY23



Highlights:

- Strong revenue growth reflective of healthy demand and increasing capex investments by both Private and public sector in core areas
- PAT lower due to deferred tax as a result of the merger
- Strong cashflows: Cash accrual in Q3FY23 over Rs. 70 crore

Chairman Message



Chairman and MD, Chandraprakash Agarwal commenting on the Q3 & 9MFY23 results,

“We are operating in a challenging macro environment. While there continues to be significant infrastructure and construction activity in our key areas of operation, higher input prices and logistic costs have impacted performance. In this regard, our continued emphasis on cost rationalization and improvement in product mix has contributed well and has resulted in strong cash accruals.

We continue to be positive about the prospects of our business on the back of growing capex activity and a strong thrust on value addition and efficiency enhancement”.

The Gallantt locational advantage

▪ Gorakhpur, Uttar Pradesh

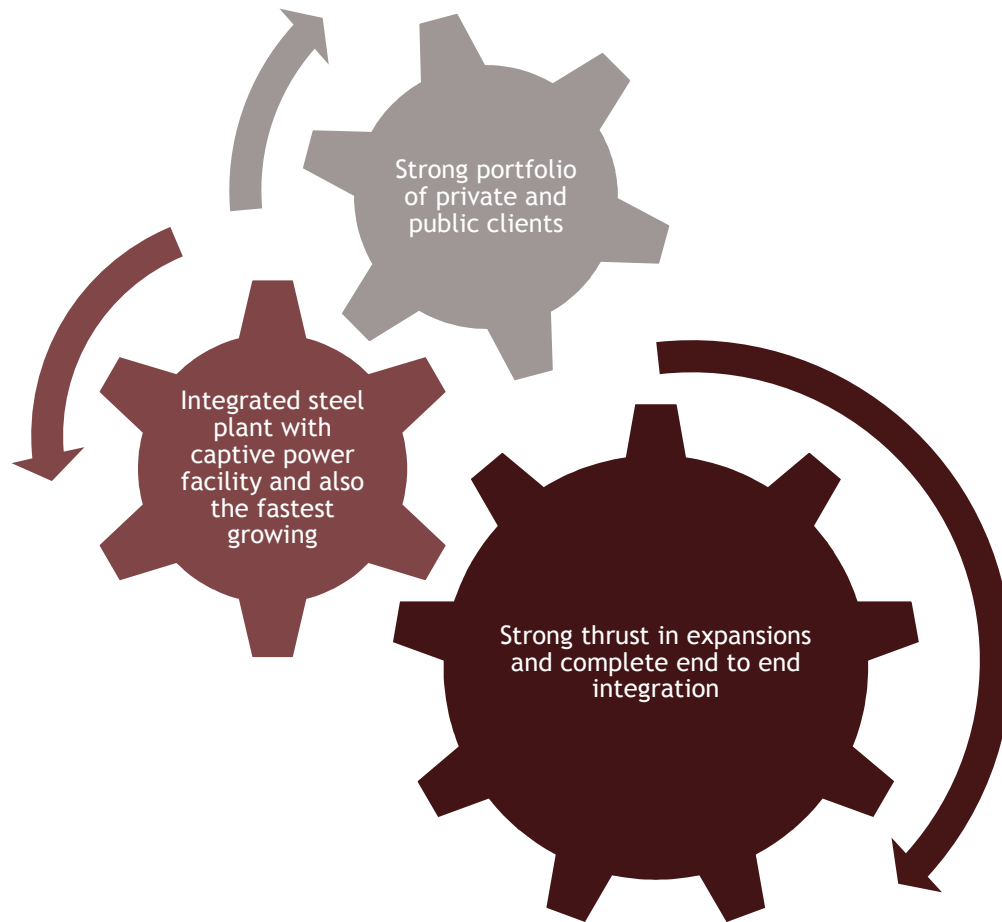
- Only player in Eastern UP; region which is witnessing significant development
- Customer serviceability:
 - Shorter delivery times to customers
 - Ability to deliver small quantities offering dealer benefit of lower storage costs
- Freight and distribution costs (raw material and finished goods) relative to other manufacturers across the country estimated to be lower
- Industry friendly UP Government Industrial policy provides SGST refund ranges from 80-90% of SGST paid in cash

▪ Kutch, Gujarat

- Large scale industrial activity in state creates regular demand
- Proximity to Kandla port enables better logistic facilities and costing
- With the said locational advantages we access and cater vast market Rajasthan and Maharashtra together with Gujarat
- Due to vicinity at the port, we have choice to sell our product indigenously or export to get better price advantage

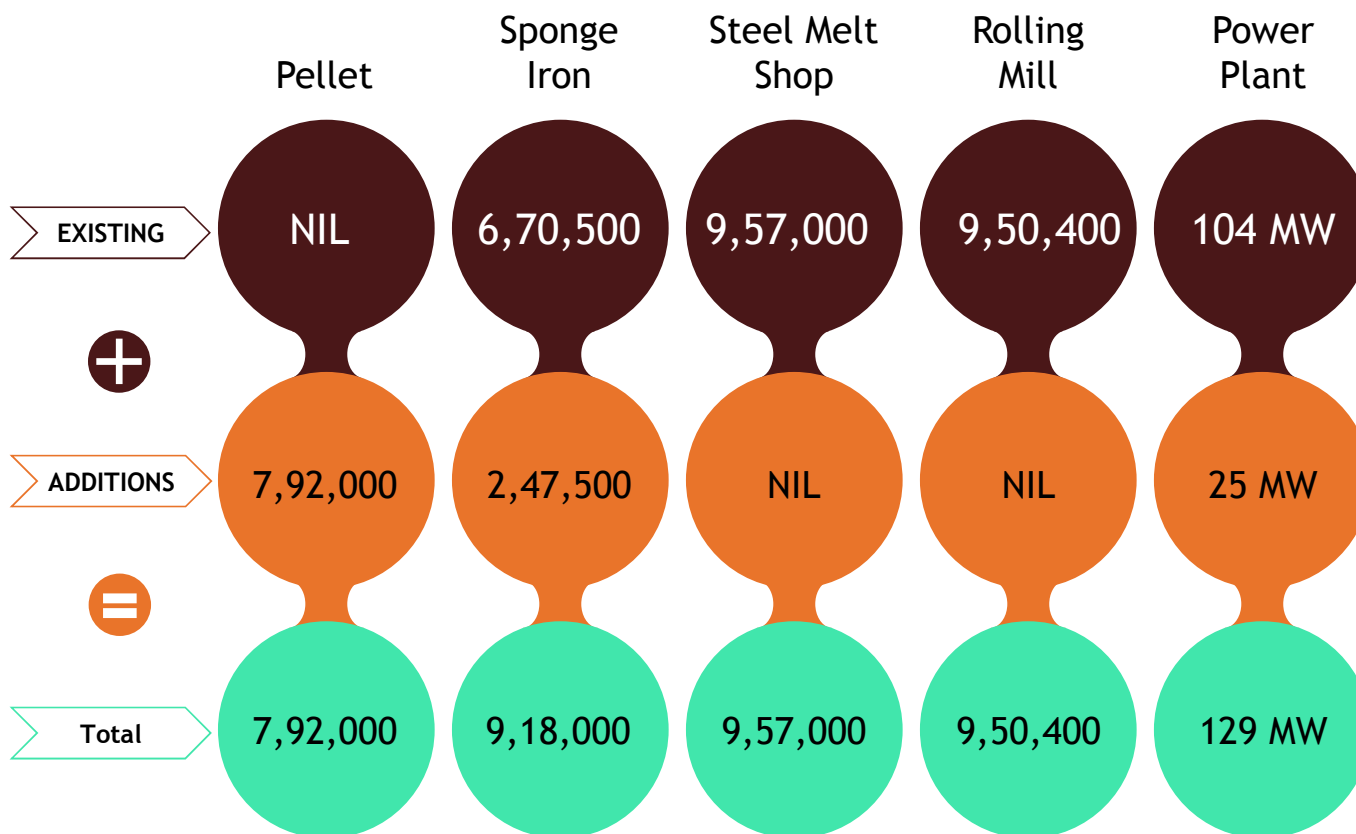
- Confidence built with private and public sector over ~ 2 decades in our Gallantt brand
- Network of over 3000 dealers across both states

Operational overview



- Enhanced capacities, improving demand drives growth
- Established scale and reach in core markets; strong client roster comprising public and private sector entities
- Increasing backward integration, major raw material transportation via own rail siding, increased use of own captive power drives efficiencies and profitability
- Launched premium TMT Bar “Gallantt Advance” which gives better realization

Capacity expansion overview



- Both plants operating almost entirely on captive power
- Expansions funded by internal accruals
- Pellet plant is under installation and likely to commence production from January 2023.

Expansion Overview

TOTAL				
Type	Units	Existing	Addition YTD	Total
Sponge Iron	MT	670500	247500	918000
Steel Melt Shop	MT	957000	0	957000
Rolling Mill	MT	950400	0	950400
Power Plant	MW	104	25	129

Gorakhpur, Uttar Pradesh

Type	Units	Existing	Addition YTD	Total
Sponge Iron	MT	297000	247500	544500
Steel Melt Shop	MT	528000	0	528000
Rolling Mill	MT	528000	0	528000
Power Plant	MW	53	25	78

Kutch, Gujrat

Type	Units	Existing	Addition YTD	Total
Sponge Iron	MT	373500	0	373500
Steel Melt Shop	MT	429000	0	429000
Rolling Mill	MT	422400	0	422400
Power Plant	MW	51	0	51



Production and sales volumes Q3 FY23

Production volumes

TOTAL				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q3FY22	1,35,980	1,26,088	1,49,744	1,26,890
Q3FY23	1,72,186	1,81,286	1,79,569	1,67,025
% Change	26.63%	43.78%	19.92%	31.63%

Gorakhpur, Uttar Pradesh				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q3FY22	64,169	53,504	71,232	74,415
Q3FY23	1,02,318	97,808	99,618	1,00,651
% Change	59.45%	82.81%	39.85%	35.26%

Kutch, Gujrat				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q3FY22	71,810	72,584	78,512	52,475
Q3FY23	69,868	83,478	79,951	66,374
% Change	-2.71%	15.01%	1.83%	26.49%

Sales volumes

TOTAL				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q3FY22	0	9,357	30,778	1,28,847
Q3FY23	0	20,894	10,394	1,71,385
% Change	-	123.29%	-66.23%	33.01%

Gorakhpur, Uttar Pradesh				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q3FY22	0	171	0	75,332
Q3FY23	0	6,737	0	1,06,345
% Change	0.00%	3840.05%	-	41.17%

Kutch, Gujrat				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
Q3FY22	0	9,186	30,778	53,515
Q3FY23	0	14,157	10,394	65,040
% Change	-	54.10%	-66.23%	21.54%

Production and sales volumes 9M FY23



Production volumes

TOTAL				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
9MFY22	3,96,912	3,49,566	4,48,334	3,41,527
9MFY23	4,77,119	5,14,183	5,06,742	4,59,439
% Change	20.21%	47.09%	13.03%	34.52%

Gorakhpur, Uttar Pradesh				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
9MFY22	1,86,238	1,53,927	2,08,455	2,06,990
9MFY23	2,75,240	2,84,359	2,91,877	2,88,451
% Change	47.79%	84.74%	40.02%	39.35%

Kutch, Gujrat				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
9MFY22	2,10,674	1,95,639	2,39,879	1,34,537
9MFY23	2,01,879	2,29,824	2,14,864	1,70,988
% Change	-4.17%	17.47%	-10.43%	27.09%

Sales volumes

TOTAL				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
9MFY22	0	11,140	1,00,824	3,32,952
9MFY23	0	65,571	38,794	4,57,709
% Change	-	488.59%	-61.52%	37.47%

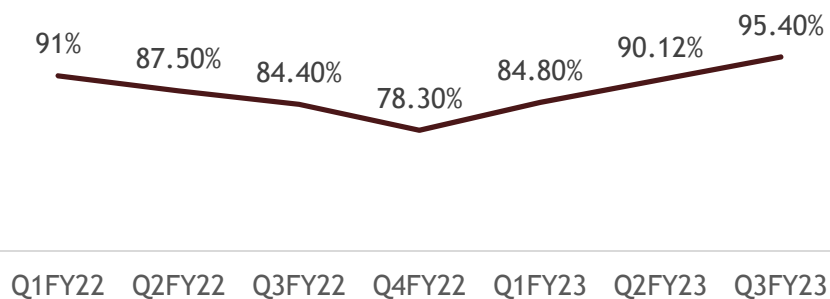
Gorakhpur, Uttar Pradesh				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
9MFY22	0	696	0	1,97,890
9MFY23	0	19,633	0	2,86,993
% Change	-	2720.86%	-	45.03%

Kutch, Gujrat				
Period	Power Plant	DRI	Steel Melt Shop	Rolling Mill
Unit	MW	MT	MT	MT
9MFY22	0	10,444	1,00,824	1,35,062
9MFY23	0	45,938	38,794	1,70,716
% Change	-	339.84%	-61.52%	26.40%

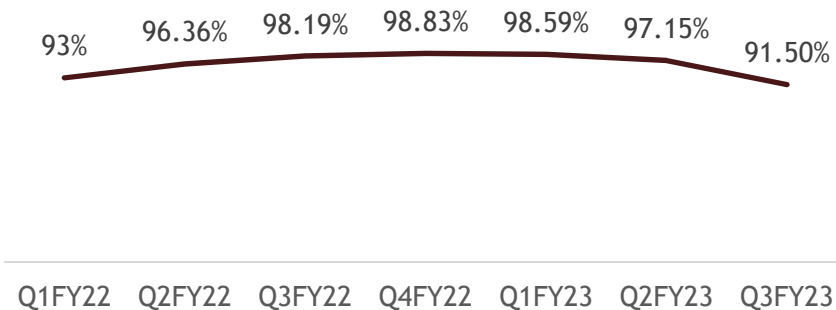
Power: Own vs purchased



% of Captive power consumed - Gorakhpur, UP



% of Captive power consumed - Kutch, Gujarat



Operations predominantly driven by captive power

Established brand

GALANTT

Gallantt and Gallantt Advance are well recognized brands in the markets the Company operates in

Bollywood star, Ajay Devgn is the brand ambassador Gallantt TMT bars

PAN India outreach. Branding outreach over print, electronic and social media



GALANTT
advance

सॉलिड भी...फ्लेक्सिबल भी
निर्माण का रियल हीरो

Key customers



adani

ESSAR

Parsvnath
committed to build a better world

Reliance
Industries Limited

SHALIMAR

Shapoorji Pallonji

TATA MOTORS



UP, Gujarat - Strong infrastructure investment thrust

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

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

Growth outlook

Sales to be driven by

- Increased capacity utilisation: Utilisation levels expected to increase from present 75% to 80% in FY23
- Increasing contribution from newly launched Premium TMT Bar Gallantt Advance

Profitability

- Backward integration - pellet plant expected to reduce cost considerably
- Reduced dependence on Grid
- Infrastructure enhancement, to translate improved operational efficiencies and lower wastage
- Material handling system installed to eliminate manual holding of racks. This will improve our efficiency and reduce our costs

Enabling environment

- Steel contributes ~2% to India's economy - critical to India's growth story
- India is expected to be the world's third largest construction market in 2022.
 - Expected to spend USD 1.4 trillion on infrastructure through 'National Infrastructure Pipeline' in the next five years

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022

Sl No.	Particulars	Quarter ended			Nine Months ended		Rs. in Lakhs
		31.12.2022	30.09.2022	31.12.2021	31.12.2022	31.12.2021	Year ended
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	31.03.2022 Audited
1.	Income from operations						
	(a) Revenue from operations	1,00,624.39	93,130.77	82,987.55	2,95,859.04	2,15,428.30	3,01,737.60
	(b) Other income	65.44	443.48	317.21	590.52	1,062.31	5,360.80
2.	Total income (A + B)	1,00,689.82	93,574.25	83,304.76	2,96,449.56	2,16,490.61	3,07,098.41
3.	Expenses						
	(a) Cost of raw materials consumed	77,570.98	81,955.20	62,584.11	2,41,270.16	1,75,797.84	2,45,703.81
	(b) Purchase of stock in trade	137.71	572.89	158.41	1,139.54	392.36	657.22
	(c) Changes in inventories of finished products, work in progress and contracts in progress	4,984.22	(5,369.63)	5,358.43	3,918.22	(744.86)	(5,082.95)
	(d) Employee benefits expense	2,211.89	2,147.41	1,882.49	6,380.88	5,245.26	7,203.60
	(e) Finance costs	766.12	733.23	451.86	1,871.80	1,485.40	2,046.35
	(f) Depreciation and amortization expense	2,540.28	2,494.50	2,315.48	7,519.33	6,992.82	9,209.26
	(g) Excise duty	-	-	-	-	-	-
	(h) Other expenses	7,163.13	5,994.23	5,576.64	19,525.76	16,048.18	23,630.73
	Total expenses [3(a) to 3(h)]	95,374.33	88,527.83	78,327.42	2,81,625.70	2,05,217.00	2,83,368.02
4.	Profit / (loss) before exceptional items and tax (2 - 3)	5,315.50	5,046.42	4,977.34	14,823.86	11,273.61	23,730.38
5.	Exceptional items	-	-	-	-	-	-
6.	Profit / (loss) before tax (4 + 5)	5,315.50	5,046.42	4,977.34	14,823.86	11,273.61	23,730.38
7.	Tax expense / (credit)						
	(a) Current tax	756.62	696.44	1,267.08	2,036.24	2,763.49	3,888.09
	(b) Deffered tax	2,467.64	1,596.07	804.05	5,488.40	1,195.86	2,258.35
	Total tax expense / (credit)	3,224.26	2,292.51	2,071.13	7,524.64	3,959.35	6,146.44
8.	Net Profit / (loss) for the period (6 - 7)	2,091.24	2,753.91	2,906.21	7,299.22	7,314.26	17,583.94
9.	Other comprehensive income (Net of tax)						
	(a) Items that will not be reclassified to profit or loss	26.88	26.88	29.34	80.64	88.02	196.31
	(b) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	Total other comprehensive income (A + B)	26.88	26.88	29.34	80.64	88.02	196.31
10.	Total comprehensive income (8 + 9)	2,118.12	2,780.79	2,935.55	7,379.87	7,402.28	17,780.25
11.	Paid-up equity share capital (Face value Rs. 10 per Share)	24,128.09	24,128.09	8,132.23	24,128.09	8,132.23	8,132.23
12.	Earning/(loss) per share (not annualised for quarters) in Rupees						
	Basic	0.87	1.14	3.57	3.03	8.99	21.62
	Diluted	0.87	1.14	1.20	3.03	8.99	7.29

GALANTT

**Thank
You**

