

GIL/GKP/2024-25  
November 04, 2024

**BSE 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 and half year ended 30<sup>th</sup> September, 2024 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**

CIN: L27109UP2005PLC195660

Registered Office & Gorakhpur Unit: Gorakhpur Industrial Development Authority (GIDA),  
Sahjanwa, Gorakhpur - 273209, Uttar Pradesh

Tele-fax: 0551 3515500, E-mail: csgml@gallantt.com, Website: www.gallantt.com

Gujarat Unit: Survey No. 175/1, Near Toll Gate, Samakhyali, Bhachau, Distt. Kutch - 370150, Gujarat



# Gallantt Ispat Limited

Q2 & H1FY25 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.

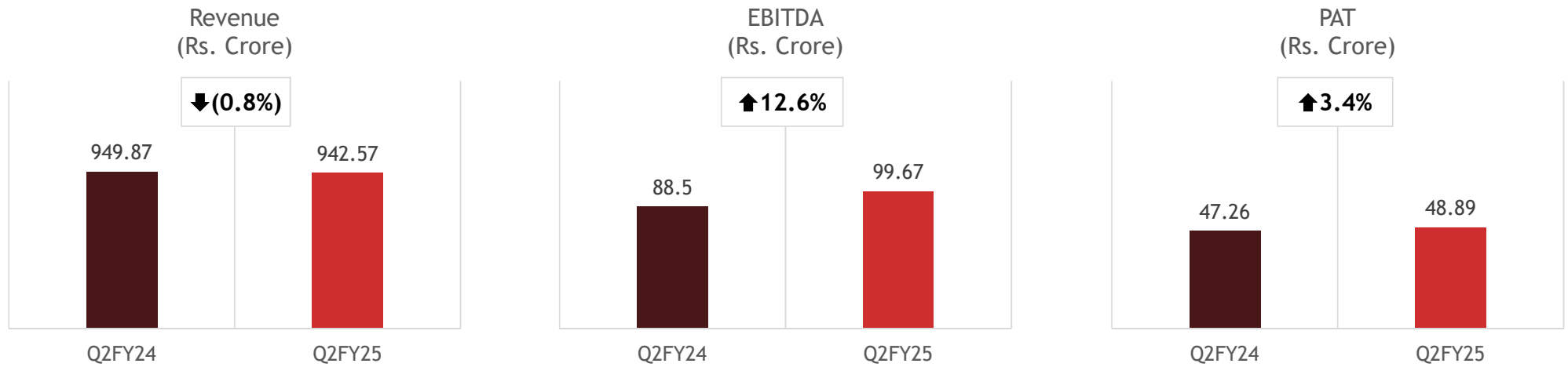
These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties the dealing with the Company, legislative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



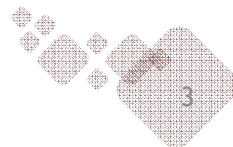


## Financial overview Q2FY25



EBITDA and PAT increase are also driven by several efficiency and cost rationalisation initiatives which are sustainable

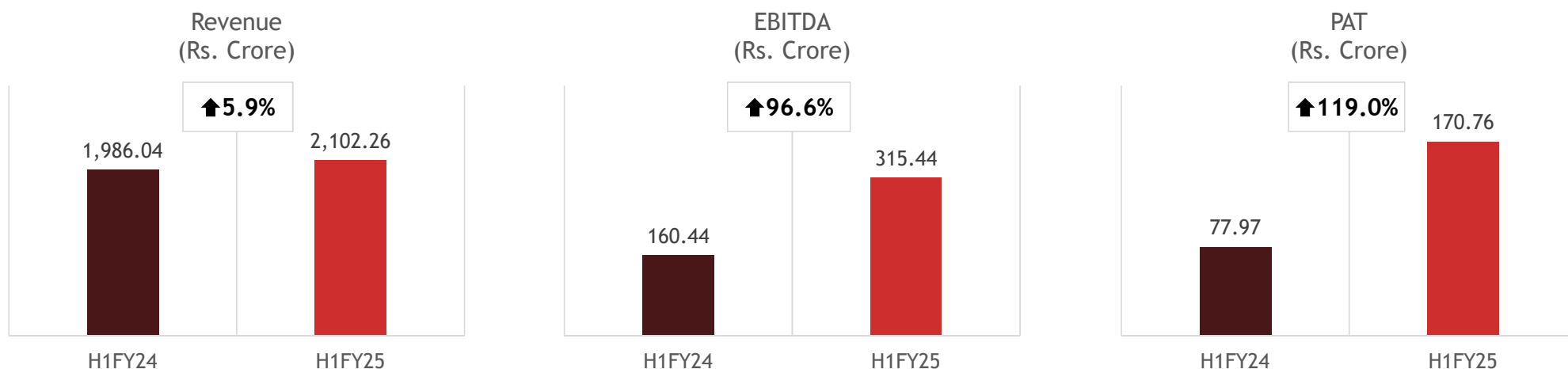
**Strong and sustainable profit growth**



# Financial overview H1FY25

Presence Efficiency Scale

**GALANT**



EBITDA and PAT increase are also driven by several efficiency and cost rationalisation initiatives which are sustainable

**Strong and sustainable profit growth**



# Production and sales volumes Q2FY25

## Production volumes

TOTAL					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	MT	MT	MT
Q2FY24	1,72,353	1,49,108	1,80,363	1,78,179	1,56,849
Q2FY25	1,94,372	1,48,844	1,83,622	2,00,109	1,78,797
% Change	12.8%	-0.2%	1.8%	12.3%	14.0%

Gorakhpur, Uttar Pradesh					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	MT	MT	MT
Q2FY24	98,279	1,49,108	1,03,488	98,970	95,830
Q2FY25	1,15,719	1,48,844	1,00,784	1,15,048	1,14,675
% Change	17.7%	-0.2%	-2.6%	16.2%	19.7%

Kutch, Gujrat					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	MT	MT	MT
Q2FY24	74,073	-	76,875	79,209	61,019
Q2FY25	78,652	-	82,838	85,060	64,122
% Change	6.2%	-	7.8%	7.4%	5.1%

## Sales volumes

TOTAL				
Period	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MT	MT	MT	MT
Q2FY24	-	27,297	16,341	1,54,317
Q2FY25	10,987	6,613	18,810	1,73,976
% Change	-	-75.8%	15.1%	12.7%

Gorakhpur, Uttar Pradesh				
Period	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MT	MT	MT	MT
Q2FY24	-	18,946	-	94,111
Q2FY25	10,987	2,368	-	1,11,716
% Change	-	-87.5%	-	18.7%

Kutch, Gujrat				
Period	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MT	MT	MT	MT
Q2FY24	-	8,351	16,341	60,206
Q2FY25	-	4,244	18,810	62,261
% Change	-	-49.2%	15.1%	3.4%

Higher production and sales volumes reflective of a continuing strong demand environment driven by infrastructure investments

# Production and sales volumes H1FY25

## Production volumes

TOTAL					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	MT	MT	MT
H1FY24	3,41,038	1,49,108	3,53,115	3,60,263	3,21,181
H1FY25	3,96,961	2,84,165	3,89,706	4,20,685	3,78,684
% Change	16.4%	90.6%	10.4%	16.8%	17.9%

Gorakhpur, Uttar Pradesh					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	MT	MT	MT
H1FY24	1,95,787	1,49,108	1,98,901	2,04,859	1,99,755
H1FY25	2,40,064	2,84,165	2,19,940	2,44,901	2,40,737
% Change	22.6%	90.6%	10.6%	19.5%	20.5%

Kutch, Gujrat					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	MT	MT	MT
H1FY24	1,45,251	-	1,54,214	1,55,403	1,21,426
H1FY25	1,56,897	-	1,69,766	1,75,784	1,37,947
% Change	8.0%	-	10.1%	13.1%	13.6%

## Sales volumes

TOTAL				
Period	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MT	MT	MT	MT
H1FY24	-	47,995	28,975	3,17,620
H1FY25	24,980	15,478	34,085	3,71,270
% Change	-	-67.8%	17.6%	16.9%

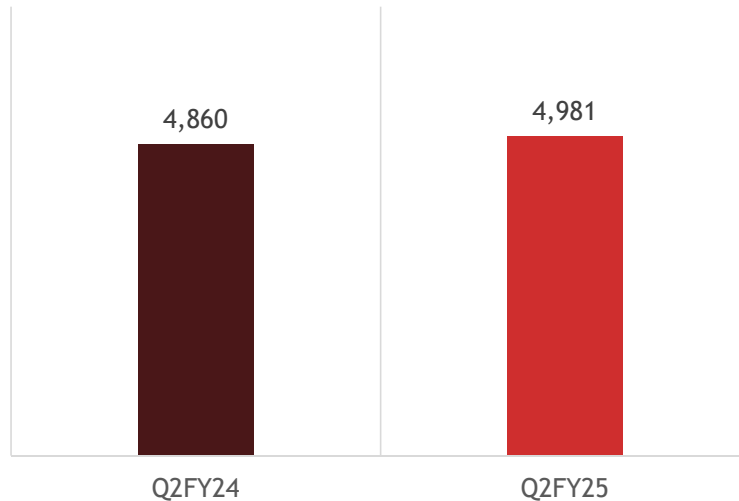
Gorakhpur, Uttar Pradesh				
Period	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MT	MT	MT	MT
H1FY24	-	28,316	-	1,96,752
H1FY25	24,980	3,996	74	2,35,484
% Change	-	-85.9%	-	19.7%

Kutch, Gujrat				
Period	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MT	MT	MT	MT
H1FY24	-	19,679	28,975	1,20,868
H1FY25	-	11,482	34,011	1,35,786
% Change	-	-41.7%	17.4%	12.3%

Higher production and sales volumes reflective of a continuing strong demand environment driven by infrastructure investments

## EBITDA Per tonne

(Rs. Per Tonne)



- Various cost rationalization and efficiency initiatives including:
  - Procurement of Railway Goods Rakes which have reduced freight costs and turnaround time besides ease of operation
  - Commencement of Pellet producing capacity for captive use as a part of Backward integration
  - Prudent mix of domestic and imported coal
  - Increased access to captive power reducing dependence on the grid
- All translating to sustainable improvement in EBITDA and cashflows
- Better capacity utilization resulting in reduced cost of production







## Successful preferred bidder for Iron Ore Mine

Presence

Efficiency

Scale

**GALLANTT**

Gallantt Ispat Limited has been declared as a Successful "Preferred Bidder" vide communication Letter received from the Director of Mines & Geology, Government of Rajasthan on June 15, 2024, for Composite Licence for Todupura Iron Ore Block District-Karauli in the state of Rajasthan.

The Iron Ore investigated area is 260.71 hectares and the total deposit of Iron Ore is 85.42 million tonnes



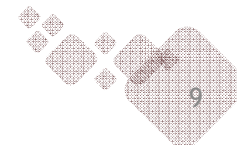
## Chairman's Message

**GALANT**

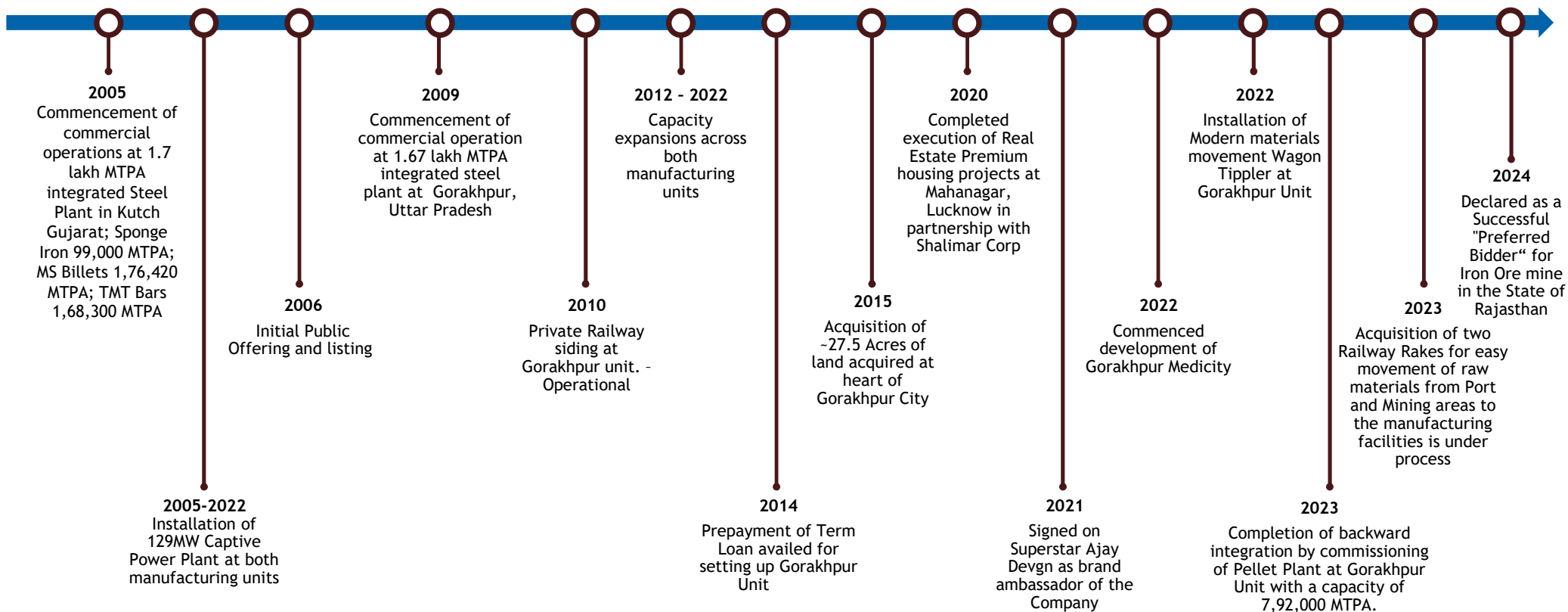


**Chairman and MD, Chandra Prakash Agrawal commenting on the Q2FY25 results,**

*“Our results for the quarter under review are a reflection of our long-standing focus on cost rationalization and productivity combined with a steady demand environment. The benefits of the initiatives taken by us are sustainable and will contribute to sustained long term value creation.”*



# Our journey





Presence

Efficiency

Scale

**GALANT**

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

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

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

Strong presence in infra sector of 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 Integrated Steel Plant in 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



A photograph of a steel mill interior. In the center, a large ladle of molten metal is being poured, creating a bright orange glow and a spray of sparks. To the left, a large, dark, industrial crane or ladle is visible. The background shows the complex steel structure of the mill. The text "Driving operational efficiencies" is overlaid in the center in white, enclosed in a yellow rounded rectangle.

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, Eastern Coalfields Limited and Central coalfields Limited ensures continued availability
- Sourcing directly from international bulk miners translate to improved and consistent quality

# Logistics and power



## Rail infrastructure

- Railway sidings at both units to facilitate efficient material movement and connectivity
- Modern material wagon tippler at Gorakhpur unit helps reduce wastage, minimize delays
- Two railway good racks ensures smooth operation besides reducing cost

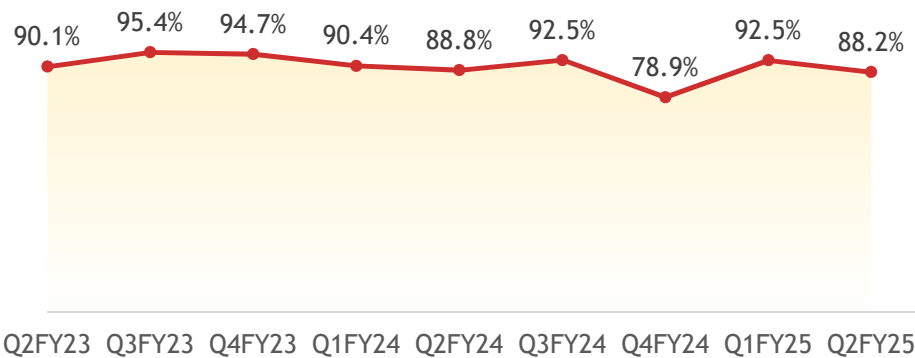


## Captive Power

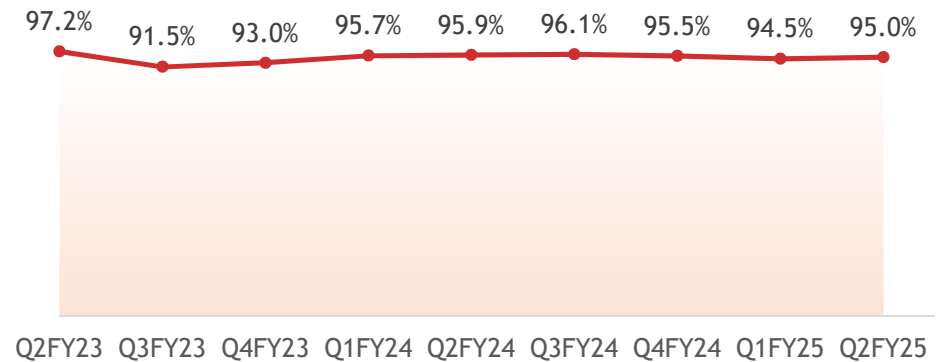
- Total captive power capacity: 129 MW
- Availability of captive power ensures minimal dependence on the grid

## Power: Own vs purchased

% of Captive power consumed - Gorakhpur, UP



% of Captive power consumed - Kutch, Gujarat



Operations predominantly driven by captive power

# Capacity overview

Presence

Efficiency

Scale

**GALANT**



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**

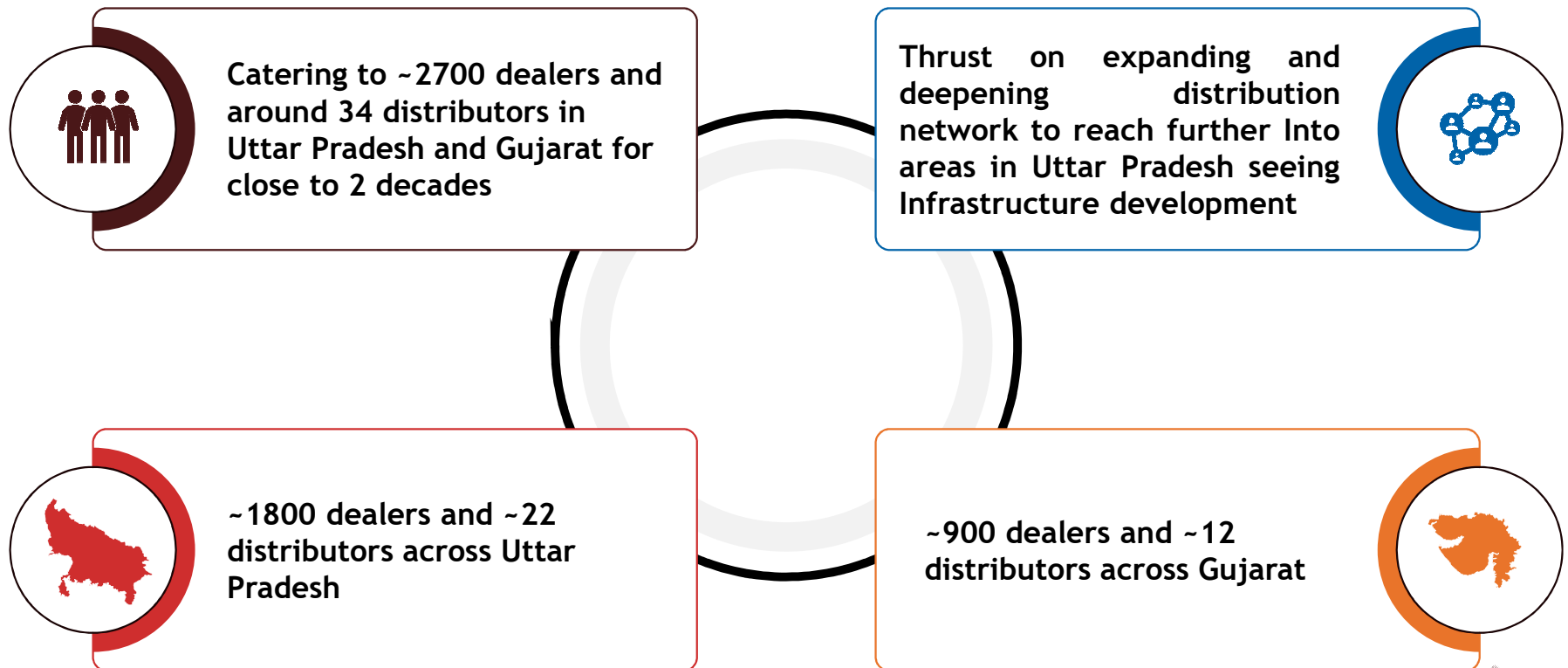
## Plant wise breakup

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

## Dealer & Distributor strength and relationship







**Value Addition  
thrust**



Presence

Efficiency

Scale

## Premium offerings

Introduced 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

**GALLANTT**





Presence

Efficiency

Scale

## Capex plans & timelines (*Future plans*)

**GALLANTT**

Direct Reduced Iron (DRI) Kiln having a capacity of 1,65,000 MTPA at the Company's manufacturing facilities at Gorakhpur, Uttar Pradesh is expected to be completed by FY2025. The cost towards this is ~Rs. 125 crore.

The Company has installed an additional furnace of 30 ton per heat capacity. This furnace will improve production capability by 10%. The benefit of this will convert into much better capacity utilisation (better production) in current financial year.

Pellet plant was commissioned in July 2023 and the capacity utilization for FY 2023-24 is just 58%. In the financial year 2024-25 company shall witness full year operations and benefits of this backward integration at Gorakhpur.

The Company has also completed the purchase of two railway rakes with an investment of Rs. 55 crore in 2<sup>nd</sup> Half of FY 2023-24. FY 2024-25 will witness full years benefit of this two goods railway racks.

EPC and construction - Evaluating opportunities to monetise ~27.50 acre land owned by Gallantt Ispat

Presence

Efficiency

Scale

**GALANT**

## ESG Initiatives



Plantations at factory premises



Water conservation and harvesting



Modern technology and equipment to lesser consumption of electricity



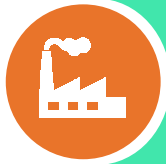
Recycling of water and other natural resources across factory premises and factory operations



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 - Uninterrupted distribution of 2000 free meal on daily basis to public at large under the poverty line.

*Distributed approx 11 Lacs meals up to 30th September, 2024.*



Maha Yogi Gorakhnath University, Gorakhpur



Facilitated Fatima Hospital, Gorakhpur to set up Dialysis centre

# Promoter Group

## CHANDRA PRAKASH AGRAWAL

Chairman & Managing Director

- First generation entrepreneur possessing more than 40 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 R. AGARWAL

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%
- Installation of Modern Rail tippler contributing towards lower wastage faster turnaround time

## Rationalising input dependency

- Commencement of pelletisation plant operations removes dependency on external suppliers
  - Ensures consistent quality and lower costs
- Presently contributing to savings of Rs 1000 pmt

## 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 and Gujarat

## EPC and Construction

- Monetisation of land towards setting up of premium residential complexes



# Financial outlook

FY26 (E) revenue: ~Rs. 5,000 crore +/-5%

To be driven by targeting to achieve capacity utilisations levels of >90%

- EBITDA margins in FY 2023 was 9%, which in FY 2024 has increased to 11% and is expected to expand by 200 basis points to 13% in FY25.

To be driven by

- Continuing cost rationalization initiatives
- Full year benefit of pelletisation plant and railway racks
- Minimal dependence on grid
- Better capacity utilisation
- Addition of 1,65,000 Metric Tons of DRI unit by December 2024

**Productivity and growth initiatives to be driven almost entirely by internal accruals**



# P&L Q2FY25



## STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2024

Sr. No.	Particulars	Quarter ended			HALF YEAR ENDED ON		Rs. in Lakhs
		30.09.2024	30.06.2024	30.09.2023	30.09.2024	30.09.2023	YEAR ENDED
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	31.03.2024 Audited
1.	<b>Income from operations</b>						
	(a) Revenue from operations	94,256.79	1,15,969.44	94,986.74	2,10,226.23	1,98,604.15	4,22,711.75
	(b) Other income	207.28	115.23	205.80	322.50	335.00	685.06
2.	<b>Total income (A + B)</b>	<b>94,464.07</b>	<b>1,16,084.67</b>	<b>95,192.54</b>	<b>2,10,548.73</b>	<b>1,98,939.15</b>	<b>4,23,396.81</b>
3.	<b>Expenses</b>						
	(a) Cost of raw materials consumed	72,676.66	80,378.14	71,893.57	1,53,054.81	1,54,409.18	3,23,865.27
	(b) Purchase of stock in trade	237.94	2,376.84	3,742.67	2,614.78	7,506.61	13,508.88
	(c) Changes in inventories of finished products, work in progress and contracts in progress	530.27	497.24	(111.12)	1,027.51	624.58	(3,571.56)
	(d) Employee benefits expense (Refer Note 7)	2,980.91	2,827.10	2,632.56	5,808.01	5,104.32	10,817.98
	(e) Finance costs	481.67	642.63	654.74	1,124.30	1,276.77	2,820.30
	(f) Depreciation and amortization expense	2,977.14	3,000.21	2,757.65	5,977.35	5,215.85	11,552.75
	(g) Excise duty	-	-	-	-	-	-
	(h) Other expenses	8,070.80	8,428.54	8,184.95	16,499.33	15,250.32	33,271.45
	<b>Total expenses [3(a) to 3(h)]</b>	<b>87,955.39</b>	<b>98,150.70</b>	<b>89,755.02</b>	<b>1,86,106.09</b>	<b>1,89,387.63</b>	<b>3,92,265.07</b>
4.	<b>Profit / (loss) before exceptional items and tax (2 - 3)</b>	<b>6,508.68</b>	<b>17,933.97</b>	<b>5,437.52</b>	<b>24,442.64</b>	<b>9,551.52</b>	<b>31,131.74</b>
5.	Exceptional items	-	-	-	-	-	-
6.	<b>Profit / (loss) before tax (4 + 5)</b>	<b>6,508.68</b>	<b>17,933.97</b>	<b>5,437.52</b>	<b>24,442.64</b>	<b>9,551.52</b>	<b>31,131.74</b>
7.	<b>Tax expense / (credit)</b>						
	(a) Current tax	1,155.34	5,080.91	(49.93)	6,236.25	607.09	5,555.52
	(b) Deferred tax	464.09	666.12	761.54	1,130.21	1,147.85	3,042.41
	<b>Total tax expense / (credit)</b>	<b>1,619.43</b>	<b>5,747.03</b>	<b>711.61</b>	<b>7,366.46</b>	<b>1,754.94</b>	<b>8,597.93</b>
8.	<b>Net Profit / (loss) for the period (6 - 7)</b>	<b>4,889.25</b>	<b>12,186.94</b>	<b>4,725.91</b>	<b>17,076.18</b>	<b>7,796.58</b>	<b>22,533.81</b>
9.	<b>Other comprehensive income (Net of tax)</b>						
	(a) Items that will not be reclassified to profit or loss	55.95	47.65	21.96	103.61	43.93	35.72
	(b) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	<b>Total other comprehensive income (A + B)</b>	<b>55.95</b>	<b>47.65</b>	<b>21.96</b>	<b>103.61</b>	<b>43.93</b>	<b>35.72</b>
10.	<b>Total comprehensive income (8 + 9)</b>	<b>4,945.20</b>	<b>12,234.59</b>	<b>4,747.87</b>	<b>17,179.79</b>	<b>7,840.51</b>	<b>22,569.53</b>
11.	<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>24,128.09</b>	<b>24,128.09</b>
12.	<b>Earning/(loss) per share (not annualised for quarters) in Rupees</b>						
	Basic	2.03	5.05	1.96	7.08	3.23	9.34
	Diluted	2.03	5.05	1.96	7.08	3.23	9.34

# The Gallantt Group

Presence

Efficiency

Scale

**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*



## Contact Us

**GALLANTT**

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**GALANTT**

**Thank  
You**

