GALLANTT

GIL/GKP/2023-24 March 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: REVISED PRESS RELEASE

Please find enclosed herewith our Revised Press Release relating to the Audited Financial Results of the Company for the quarter and year ended 31st March, 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

Gallant

Gallantt Ispat Limited

Q4 & FY24 Investor Presentation

Presence, Efficiency, Scale



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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.

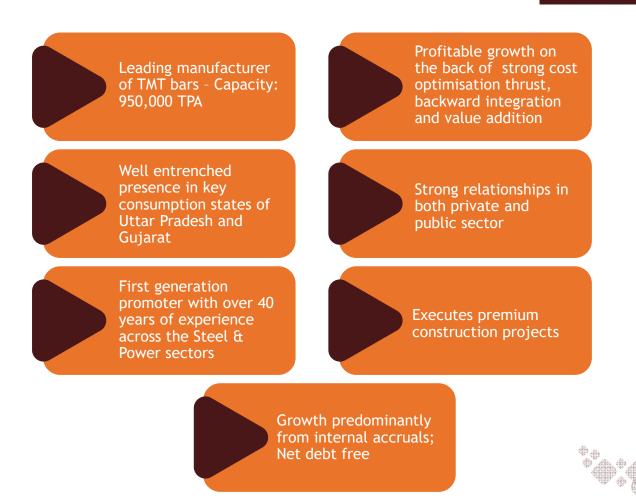
The Company undertakes no obligation to periodically revise any forward looking statements to reflect future/likely events or circumstances.



Safe Harbour







Scale

GALLANT

The Gallantt locational advantage

- 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



Our journey

2005 2009 2012 - (2022) 2020 2022 Commencement of Commencement of Completed Installation of Capacity commercial commercial operation expansions across execution of Real Modern materials operations at 1.7 at 1.67 lakh MTPA both Estate Premium movement Wagon lakh MTPA housing projects at integrated steel Tippler at manufacturing integrated Steel plant at Gorakhpur, units Mahanagar, Gorakhpur Unit Uttar Pradesh Lucknow in Plant in Kutch partnership with Gujarat; Sponge Shalimar Corp Iron 99,000 MTPA; MS Billets 1,76,420 MTPA; TMT Bars 2015 2006 2010 2022 2023 1,68,300 MTPA Acquisition of Initial Public Private Railway Commenced Acquisition of two ~27.5 Acres of Offerings and siding at development of Railway Rakes for land acquired at listing Gorakhpur unit. -Gorakhpur Medicity easy movement of heart of Operational raw materials from Gorakhpur City Port and Mining areas to the manufacturing facilities is under process 2005-(2022) 2014 2021 2023 Installation of Prepayment of Term Signed on Completion of backward 129MW Captive Loan availed for Superstar Ajay integration by commissioning Power Plant at both setting up Gorakhpur Devgn as brand of Pellet Plant at Gorakhpur manufacturing units Unit ambassador of the Unit with a capacity of 7,92,000 MTPA. Company

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Capacity overview



Plant wise breakup

TOTAL					
Туре	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			

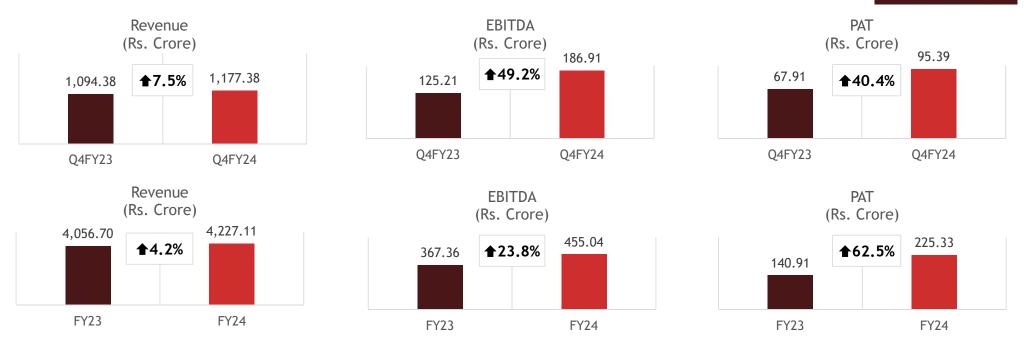
Gorakhpur, Uttar Pradesh					
Туре	Units	Total			
Sponge Iron	MT	5,44,500			
Steel Melt Shop	MT	5,28,000			
Rolling Mill	MT	5,28,000			
Power Plant	MW	78			
Pellet Plant	MT	7,92,000			
Kutch, Gujrat					

Туре	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			



Scale

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Financial overview Q4 & FY24

• FY 24 Revenue growth lower than EBITDA and PAT increase primarily due to lower selling prices translating from lower input costs.

Board of Directors has recommended final Dividend Re. 1/- (10%) per Equity Shares face value of Rs. 10/- each for FY 2023-24.

- EBITDA and PAT increase are also driven by several efficiency and cost rationalisation initiatives which are sustainable.
- Production has increased 9% compared to the previous year which has led to increase in revenue.
- Pellet plant in Gorakhpur became operational in July 2023, contributing to better profitability.
- Purchase of two railway racks translating to lower logistic costs and smooth operations.

Strong and sustainable profit growth



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Production and sales volumes Q4 FY24

TOTAL					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	MT	мт	МТ	мт
Q4FY23	1,74,897	-	1,75,384	1,87,465	1,76,523
Q4FY24	2,10,562	1,55,088	2,03,888	2,28,724	1,88,061
% Change	20.4%	-	16.3%	22.0%	6.5%

Production volumes

Gorakhpur, Uttar Pradesh					
Period	Power Plant Pellet DRI Steel Melt Shop Rolling I (Sponge Iron) (Billet) (TMT Bage)				
Unit	MW (Mega Units)	MT	мт	мт	мт
Q4FY23	1,03,928	-	94,132	1,08,150	1,06,709
Q4FY24	1,23,085	1,55,088	1,17,509	1,29,278	1,15,665
% Change	18.4%	-	24.8%	19.5%	8.4%

Kutch, Gujrat						
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)	
Unit	MW (Mega Units)	мт	мт	мт	мт	
Q4FY23	70,969	-	81,252	79,315	69,814	
Q4FY24	87,477	-	86,379	99,446	72,396	
% Change	23.3%	-	6.3%	25.4%	3.7%	

Sales volumes TOTAL DRI Steel Melt Shop **Rolling Mill Power Plant** Period (TMT Bars) (Sponge Iron) (Billet) MW Unit МΤ MT MT (Mega Units) Q4FY23 1,76,843 15,073 7,606 Q4FY24 13,320 14,103 1,92,136 % Change -11.6% 8.6% 85.4%

Gorakhpur, Uttar Pradesh						
Period	Power Plant	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)		
Unit	MW (Mega Units)	мт	мт	мт		
Q4FY23	-	2,045	-	1,05,634		
Q4FY24	-	4,733	-	1,20,820		
% Change	-	131.4%	-	14.4%		

Kutch, Gujrat						
Period	Power Plant	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)		
Unit	MW (Mega Units)	мт	МТ	МТ		
Q4FY23	-	13,028	7,606	71,208		
Q4FY24	-	8,587	14,103	71,316		
% Change	-	-34.1%	85.4%	0.2%		

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

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Scale

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Production and sales volumes FY24

Production volumes					
TOTAL					
Period	Period Power Plant Pellet DRI Steel Melt Shop Rolling Mil (Sponge Iron) (Billet) (TMT Bars				
Unit	MW (Mega Units)	MT	МТ	МТ	МТ
FY23	6,52,016	-	6,89,566	6,94,206	6,35,963
FY24	7,48,104	4,59,705	7,70,025	7,94,654	6,95,820
% Change	14.7%	-	11.7%	14.5%	9.4%

Gorakhpur, Uttar Pradesh					
Period	Power Plant Pellet DRI Steel Melt Shop Rolling / (Sponge Iron) (Billet) (TMT Bage)				
Unit	MW (Mega Units)	MT	мт	МТ	мт
FY23	3,79,168	-	3,78,490	4,00,027	3,95,160
FY24	4,37,778	4,59,705	4,39,589	4,55,124	4,35,270
% Change	15.5%	-	16.1%	13.8%	10.2%

Kutch, Gujrat					
Period	Power Plant	Pellet	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)
Unit	MW (Mega Units)	мт	мт	мт	мт
FY23	2,72,848	-	3,11,076	2,94,179	2,40,803
FY24	3,10,326	-	3,30,436	3,39,530	2,60,550
% Change	13.7%	-	6.2%	15.4%	8.2%

Sales volumes

	TOTAL						
Period	Power Plant	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)			
Unit	MW (Mega Units)	мт	МТ	мт			
FY23	-	80,644	46,401	6,34,552			
FY24	-	87,624	58,559	6,90,243			
% Change	-	8.7%	26.2%	8.8%			

Gorakhpur, Uttar Pradesh					
Period	Power Plant	DRI Steel Melt Shop (Sponge Iron) (Billet)		Rolling Mill (TMT Bars)	
Unit	MW (Mega Units)	мт	МТ	МТ	
FY23	-	21,678	-	3,92,628	
FY24	-	49,173	-	4,31,580	
% Change	-	126.8%	-	9.9%	

Kutch, Gujrat					
Period	Power Plant	DRI (Sponge Iron)	Steel Melt Shop (Billet)	Rolling Mill (TMT Bars)	
Unit	MW (Mega Units)	мт	МТ	МТ	
FY23	-	58,966	46,401	2,41,924	
FY24	-	38,450	58,559	2,58,663	
% Change	-	-34.8%	26.2%	6.9%	

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

Chairman's Message

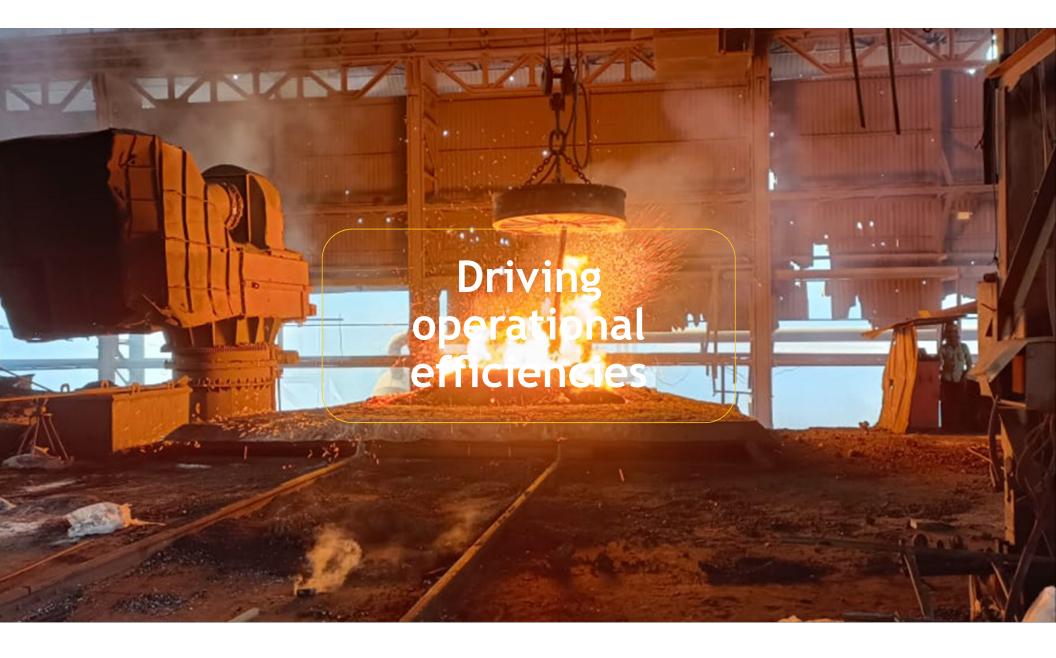
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Chairman and MD, Chandra Prakash Agrawal commenting on the Q4 & FY24 results,

"We are glad to announce another quarter of robust financial performance. Our cost cutting initiatives have translated to strong EBITDA and bottom line improvement. We have successfully introduced two wagon tipplers this year which adds to cost rationalization and bottom line enhancement. The wagon tippler also helps reduce wastage and minimizes delays.

Our production and sales volumes continue to be strong. There is significant infrastructure development in the states that we operate. We are very happy with our performance this year and are looking forward to an even more robust FY25."



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Backward integration



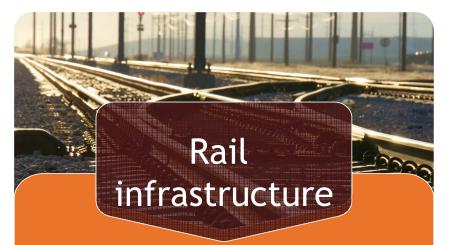
- 792,000 MT/annum pellets capacity in Gorakhpur caters to entire production requirement
- Captive production estimated to be ~10-15% lower than market costs
- Better quality of inputs like Sponge Iron and Billets translates to better Quality of Finished Products.



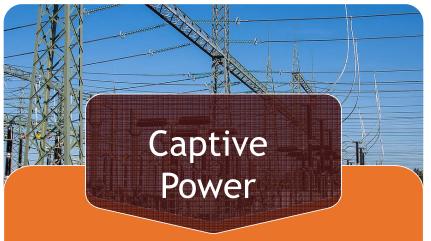
- Linkages with Northern Coalfields Limited, Eastern Coalfields Limited and Central coalfields Limited ensures continued availability
- Sourcing directly from international bulk miners translate to improved and consistent quality

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Logistics and power

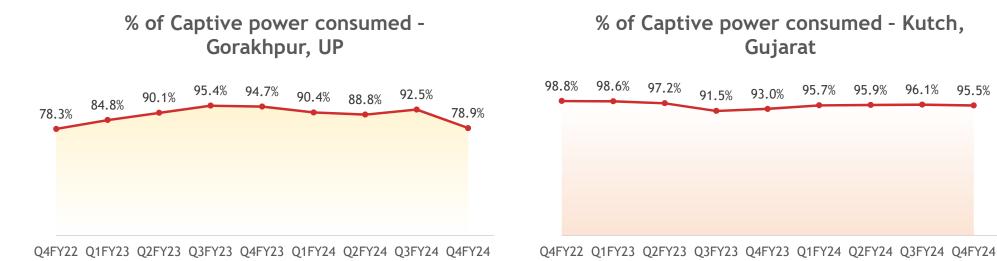


- Railway sidings at both units to facilitate efficient material movement and connectivity
- Modern material wagon tippler at Gorakhpur unit helps reduce wastage, minimize delays
- Two railway good racks ensures smooth operation besides reducing cost



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

Power: Own vs purchased

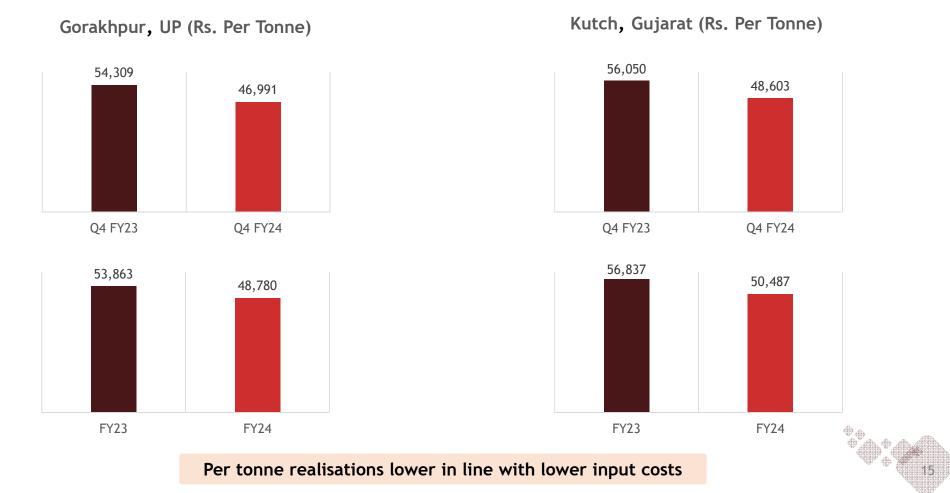


Operations predominantly driven by captive power



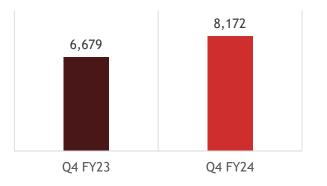
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Per tonne realisations for TMT Bars



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EBITDA Per tonne



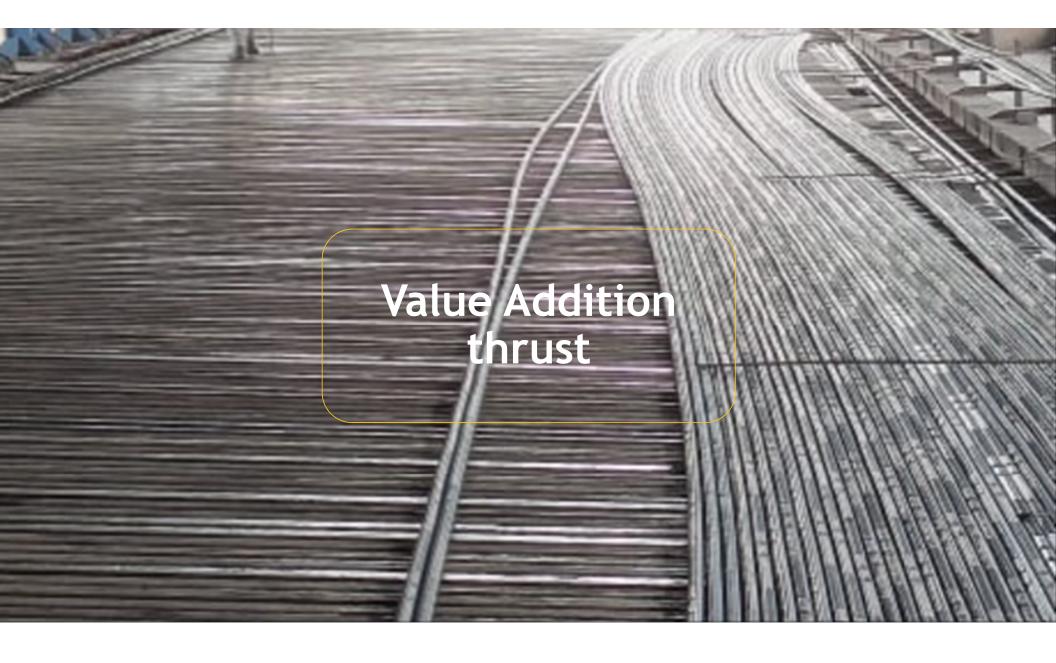
(Rs. Per Tonne)





(Rs. Per Tonne)





Premium offerings

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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



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





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The Gallantt Group

Gallantt Cement

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



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

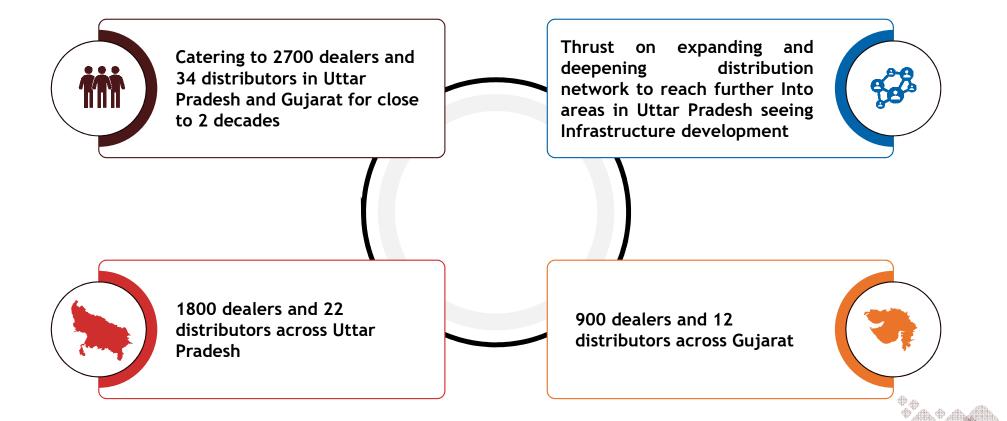
Note: Gallantt Ispat does not have any holding in either Gallantt Cement or Gallantt Flour







Dealer & Distributor strength and relationship



Presence Efficiency Scale GALLANT

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Capex plans & timelines (Future plans)

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 for 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 2nd Half of FY 2023-24. FY 2024-25 will witness full years benefit of this two goods railway racks.

Efficiency

ESG Initiatives

Modern technology **Plantations at factory** and equipment to Water conservation ZZ lesser consumption of premises and harvesting electricity **Recycling of water** Modern equipment to and other natural **Regular training** *** ||||| follow pollution resources across ٥, programs across all guidelines of the factory premises and teams State and Centre factory operations Modern technology to Free meal distribution to public adhere to the limits Focus on greenery

. . .

to air, water and sound pollutants.





at large under the poverty line



GALLANIT

Promoter Group

CHANDRA PRAKASH 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 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

GALLANIT

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

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.



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Presence Efficiency

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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 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

Source: IBEF

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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 Q4 & FY24

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STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2024

			Quarter ended		Year ended	
Sr. No.	Particulars	31.03.2024	31.12.2023	31.03.2023	31.03.2024	31.03.2023
		Audited	Unaudited	Audited	Audited	Audited
1.	Income from operations					
	(a) Revenue from operations	1,17,738.95	1,06,266.82	1,09,438.61	4,22,711.75	4,05,670.32
	(b) Other income	336.61	115.27	109.53	685.06	327.39
2.	Total income (A + B)	1,18,075.56	1,06,382.09	1,09,548.14	4,23,396.81	4,05,997.71
3.	Expenses					
	(a) Cost of raw materials consumed	86,629.98	82,826.10	86,013.88	3,23,865.27	3,27,284.03
	(b) Purchase of stock in trade	2,311.78	3,690.49	85.99	13,508.88	1,225.53
	(c) Changes in inventories of finished products, work in progress and contracts in progress	(2,220.61)	(1,975.53)	57.90	(3,571.56)	3,976.12
	(d) Employee benefits expense	2,910.70	2,802.96	2,437.59	10,817.98	8,818.48
	(e) Finance costs	755.11	788.42	850.54	2,820.30	2,722.35
	(f) Depreciation and amortization expense	3,408.64	2,928.26	2,505.68	11,552.75	10,025.01
	(g) Excise duty	-	-	-	-	-
	(h) Other expenses	9,752.56	8,268.58	8,431.61	33,271.45	27,957.38
	Total expenses [3(a) to 3(h)]	1,03,548.16	99,329.28	1,00,383.19	3,92,265.07	3,82,008.90
4.	Profit / (loss) before exceptional items and tax (2 - 3)	14,527.40	7,052.81	9,164.95	31,131.74	23,988.81
5.	Exceptional items	-	-	-	-	-
6.	Profit / (loss) before tax (4 + 5)	14,527.40	7,052.81	9,164.95	31,131.74	23,988.81
7.	Tax expense / (credit)					
	(a) Current tax	3,824.37	1,124.06	1,725.43	5,555.52	3,761.67
	(b) Deferred tax	1,163.64	730.92	647.65	3,042.41	6,136.05
	Total tax expense / (credit)	4,988.01	1,854.98	2,373.08	8,597.93	9,897.72
8.	Net Profit / (loss) for the period (6 - 7)	9,539.39	5,197.83	6,791.87	22,533.81	14,091.09
9.	Other comprehensive income (Net of tax)					
	(a) Items that will not be reclassified to profit or loss	(30.17)	21.96	19.49	35.72	100.14
	(b) Items that will be reclassified to profit or loss	0.00	0.00	0.00	0.00	0.00
	Total other comprehensive income (A + B)	(30.17)	21.96	19.49	35.72	100.14
10.	Total comprehensive income (9 + 9)	9,509.22	5,219.79	6,811.36	22,569.53	14,191.23
11.	Paid-up equity share capital (Face value Rs. 10 per Share)	24,128.09	24,128.09	24,128.09	24,128.09	24,128.09
12.	Earning/(loss) per share (not annualised for quarters) in Rupees					
	Basic	3.95	2.15	2.81	9.34	5.84
	Diluted	3.95	2.15	2,81	9.34	5.84

Balance Sheet as on March 31, 2024

PARTICULARS	As at 31.03.2024	As at 31.03.2023
(I) ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	1,75,670.79	1,45,789.77
(b) Capital work in progress	12,162.46	31,560.40
(c) Other Intangible Assets	13,732.42	16,485.49
(d) Financial assets		
(i) Investments	888.40	161.86
(ii) Other financial assets	388.68	492.23
(e) Deferred tax assets / (liabilities) (Net)	0.00	0.00
(f) Other non-current assets	2,026.12	1,009.17
Total Non-Current Assets	2,04,868.87	1,95,498.92
(2) Current Assets		
(a) Inventories	43,887.71	43,284.35
(b) Financial assets		
(i) Investments	4,314.20	-
(ii) Trade receivables	10,908.70	13,736.41
(iii) Cash and cash equivalent	31.72	561.63
(iv) Bank balances other than (ii) above	1,199.08	570.66
(v) Loans	424.32	402.51
(vi) Other financial assets	32,483.65	26,228.35
(c) Current Income tax assets (net)	1,093.80	1,089.05
(d) Other current assets	14,341.23	13,512.09
Total Current Assets	1,08,684.41	99,385.05
TOTAL ASSETS	3,13,553.28	2,94,883.97

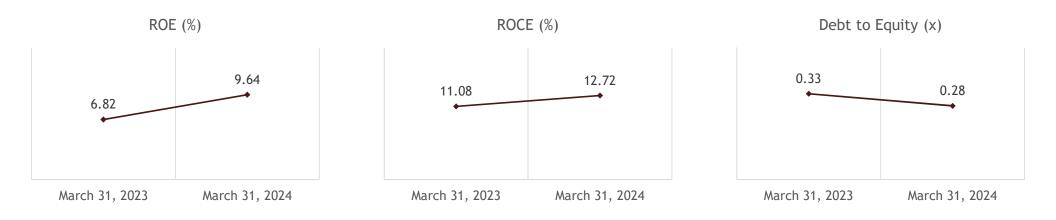
	Particular	As at 31.03.2024	As at 31.03.2023
(II)	EQUITY AND LIABILITIES		
	EQUITY		
	(a) Equity share capital	24,128.09	24,128.09
	(b) Other equity	2,20,944.59	1,98,375.07
	Total Equity	2,45,072.68	2,22,503.16
	LIABILITIES		
1	Non-current liabilities		
	(a) Financial liabilities		
	Borrowings	10,029.97	9,947.42
	(b) Provisions	685.46	551.67
	(c) Deferred tax liabilities / (Assets) (Net)	10,454.14	7,256.40
	(d) Other Non Current Liability	744.18	843.11
		21,913.75	18,598.60
2	Current liabilities		
	(a) Financial liabilities		
	(i) Borrowings	36,161.11	43,827.04
	(ii) Trade payables	5,749.49	6,429.93
	(iii) Derivative liabilities	-	-
	(iv) Other financial liabilities	1,270.36	734.24
	(b) Other current liabilities	3,385.89	2,791.00
	(c) Provisions	-	-
	(d) Current Income tax liabilities (net)	-	-
		46,566.85	53,782.21
	TOTAL EQUITY AND LIABILITIES	3,13,553.28	2,94,883.97



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Balance Sheet Ratios

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- Debt:equity ratio has reduced from 0.33 to 0.28 in March 31, 2024
 - Debt comprises primarily working capital borrowings
- ROE and ROCE ratios grow strongly





Contact Us

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Thank You

