



# HIRA

**GODAWARI POWER & ISPAT**



REF: GPIL/NSE&BSE/2018/3396

Date: 20.01.2018

To,

1. The Listing Department,  
The National Stock Exchange Limited,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), MUMBAI – 400051  
NSE Symbol: GPIL
2. The Corporate Relation Department,  
The Stock Exchange, Mumbai,  
1<sup>st</sup> Floor, Rotunda Building,  
Dalal Street, MUMBAI – 400 001  
BSE Security Code: 532734

Dear Sirs,

**Sub: Corporate Presentation on the Affairs of the Company.**

We wish to inform you that pursuant to Regulation 30 (6) read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015, we are enclosing herewith the Corporate Presentation of Our Company.

The copy of the said Corporate Presentation is also being hosted on the website of the company viz., [www.godawaripowerispat.com](http://www.godawaripowerispat.com). The said presentation will also be shared with various Analysts/Investors.

Kindly disseminate the above information on the Stock Exchange's website.

Thanking you,

Yours faithfully,

For **GODAWARI POWER AND ISPAT LIMITED**

**Y.C. RAO**  
**COMPANY SECRETARY**

Encl: As Above

**Godawari Power & Ispat Limited**

An ISO 9001:2008, ISO 14001:2004 & OHSAS 18001:2007 certified company  
CIN L27106CT1999PLC013756

**Registered Office and Works:** Plot No. 428/2, Phase I, Industrial Area, Siltara, Raipur - 493111, Chhattisgarh, India

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**Corporate address:** Hira Arcade, Near New Bus Stand, Pandri, Raipur - 492001, Chhattisgarh, India

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[www.godawaripowerispat.com](http://www.godawaripowerispat.com), [www.hiragroup.com](http://www.hiragroup.com)



**GODAWARI** POWER & ISPAT LTD

**Q3 FY2018**

**Investor/Analyst Presentation**

**20-01-2018**



**GODAWARI** POWER & ISPAT

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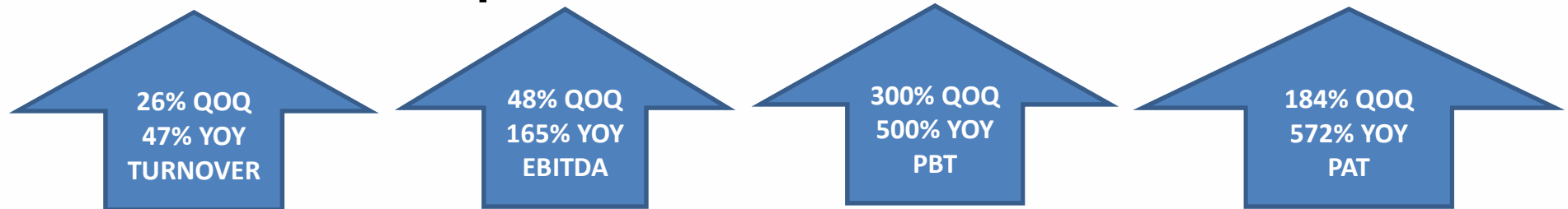
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# Key Financial Achievements

Standalone quarter ended December 2017 – GPIL



- Increase in Turnover QOQ **26%** YOY **47%**
- Increase in EBITDA QOQ **48%** YOY **165%**
- Increase in PBT QOQ **300%** YOY **500%**
- Increase in PAT QOQ **184%** YOY **572%**
- Highest Ever Quarterly EBITDA of **Rs. 125 Cr** in Q3FY18
- Highest Ever Quarterly PAT of **Rs. 64 Cr** in Q3FY18
- Turn around from PAT of **Rs. -88.49 Cr** in 9MFY17 to PAT of **Rs. 93.55 Cr** in 9MFY18 (increase by **206%**)

# Key Operational Highlights

Standalone quarter ended December 2017 – GPIL

- Iron Ore mining increased by **1.12 Lakh MT (35% up)** on QOQ Basis
- Highest ever monthly and quarterly production of Iron Ore Pellet of **1.81 Lakh MT and 4.62 Lakh MT** respectively
- Highest ever monthly generation of Power of **4.5 Cr KWH** during Dec'17
- YOY Production of Iron Ore Pellet increased by **31%**
- YOY Production of Steel Billets increased by **52%**
- YOY Production of HB Wire increased by **76%**

# Trend of Sales Realisation

SALES REALISATION (PER MT (RS)) COMPARISION				
S.No.	Description of Goods	For the Quarter ended		
		Q3FY18	Q2FY18	Q3FY17
1	Iron ore Pellet – GPIL	5,306	5,107	4,520
2	Iron ore Pellet - ASL	5,267	4,140	3,854
3	Sponge Iron	16,435	15,394	12,925
4	Steel Billets	26,791	26,074	21,334
5	M.S.Round	31,070	30,995	25,812
6	H.B. Wire	33,060	32,696	27,750
7	Ferro Alloys	63,913	64,017	56,574

- QOQ realisation of Iron Ore Pellet increased by **4%**
- QOQ realisation of Sponge Iron increased by **7%**
- YOY realisation of Iron Ore Pellet increased by **17%**
- YOY realisation of Sponge Iron increased by **27%**

# Trend of Production

S.No.	Description of Goods	M.T./ KWH	For the Quarter ended		
			Q3FY18	Q2FY18	Q3FY17
1	Iron Ore Mining	M.T.s	4,32,660	3,20,802	3,31,027
2	Iron Ore Pellet - GPIL	M.T.s	4,62,900	4,37,200	3,52,150
3	Iron Ore Pellet - ASL	M.T.s	1,45,282	1,42,383	1,48,545
4	Sponge Iron	M.T.s	1,04,386	1,17,683	1,03,791
5	Steel Billets	M.T.s	44,872	52,590	29,598
6	M.S. Round	M.T.s	39,002	32,674	8,092
7	H.B. Wire	M.T.s	31,947	31,208	18,126
8	Ferro Alloys	M.T.s	3,424	3,465	3,131
9	Power Generation - GPIL	Units (Cr)	11.74	12.42	9.11
10	Solar Power Generation - GGEL	Units (Cr)	2.37	2.33	2.32



# Godawari Power and Ispat Limited

## Unaudited Consolidated results

Rs.'Cr

Particulars	Q3FY18	Q2FY18	Q3FY17	9MFY18	9MFY17	Audited FY17
Net Sales	672.08	554.65	466.86	1,845.91	1,362.71	1,994.08
Total Expenses	503.37	435.16	377.03	1,456.41	1,174.12	1,703.41
Other Income	0.55	0.72	5.96	4.72	12.35	15.40
<b>EBITDA</b>	<b>169.26</b>	<b>120.22</b>	<b>95.78</b>	<b>394.22</b>	<b>200.94</b>	<b>306.07</b>
Depreciation	32.83	33.52	29.42	99.28	89.17	120.09
Finance Costs	65.09	66.41	73.48	197.14	205.01	259.15
<b>PBT</b>	<b>71.33</b>	<b>20.29</b>	<b>-7.11</b>	<b>97.79</b>	<b>-93.24</b>	<b>-73.17</b>
Exceptional Items	-0.10	13.80	-	13.70	-	-
Tax	-2.45	5.44	2.48	2.99	-2.15	0.72
<b>PAT</b>	<b>73.68</b>	<b>28.65</b>	<b>-9.59</b>	<b>108.50</b>	<b>-91.09</b>	<b>-73.89</b>
<b>Key Financial Indicators</b>						
EBITDA Margin (%)	25.18%	21.67%	20.52%	21.36%	14.75%	15.35%
PAT Margin (%)	10.96%	5.17%	-2.05%	5.88%	-6.68%	-3.71%
EPS	21.11	8.33	-2.81	31.39	-27.63	-22.51



# Godawari Power and Ispat Limited

## Unaudited Standalone Results

Rs.'Cr

Particulars	Q3FY18	Q2FY18	Q3FY17	9MFY18	9MFY17	Audited FY17
Net Sales	573.71	454.69	388.65	1,562.10	1,223.70	1,735.66
Total Expenses	449.40	371.48	347.42	1,282.84	1,135.27	1,572.51
Other Income	0.42	0.62	5.75	4.37	11.20	13.74
<b>EBITDA</b>	<b>124.74</b>	<b>83.83</b>	<b>46.98</b>	<b>283.63</b>	<b>99.63</b>	<b>176.89</b>
Depreciation	22.31	22.85	19.71	67.60	58.76	78.18
Finance Costs	45.68	46.88	41.44	138.16	130.30	176.70
<b>PBT</b>	<b>56.74</b>	<b>14.10</b>	<b>-14.17</b>	<b>77.87</b>	<b>-89.43</b>	<b>-78.00</b>
Exceptional Items	-0.10	13.80	-	13.70	-	-
Tax	-7.57	5.29	-0.59	-1.98	-0.94	-0.57
<b>PAT</b>	<b>64.21</b>	<b>22.61</b>	<b>-13.58</b>	<b>93.55</b>	<b>-88.49</b>	<b>-77.43</b>
<b>Key Financial Indicators</b>						
EBITDA Margin (%)	21.74%	18.44%	12.09%	18.16%	8.14%	10.19%
PAT Margin (%)	11.19%	4.97%	-3.50%	5.99%	-7.23%	-4.46%
EPS	18.82	6.63	-4.15	27.43	-27.01	-24.42



# Godawari Green Energy Limited

## Unaudited Standalone results

Rs. 'Cr

Particulars	Q3FY18	Q2FY18	Q3FY17	9MFY18	9MFY17	Audited FY17
Net Sales	25.91	25.07	25.24	78.33	85.84	111.35
Total Expenses	4.47	2.75	2.54	11.31	7.98	11.02
Other Income	0.30	0.20	0.34	0.93	1.03	2.19
<b>EBITDA</b>	<b>21.75</b>	<b>22.52</b>	<b>23.04</b>	<b>67.95</b>	<b>78.89</b>	<b>102.52</b>
Depreciation	7.68	7.68	7.26	23.03	22.55	30.76
Finance Costs	13.99	15.47	15.52	43.85	47.34	62.44
<b>PBT</b>	<b>0.09</b>	<b>-0.62</b>	<b>0.26</b>	<b>1.06</b>	<b>8.99</b>	<b>9.32</b>
Tax	0.06	-0.18	-0.32	0.40	0.73	2.83
<b>PAT</b>	<b>0.02</b>	<b>-0.44</b>	<b>0.58</b>	<b>0.67</b>	<b>8.26</b>	<b>6.48</b>
<b>Key Financial Indicators</b>						
EBITDA Margin (%)	83.92%	89.83%	91.27%	86.75%	91.91%	92.07%
PAT Margin (%)	0.10%	-1.75%	2.29%	0.85%	9.62%	5.82%

# Ardent Steels Limited

## Unaudited Standalone results Rs.'Cr

Particulars	Q3FY18	Q2FY18	Q3FY17	9MFY18	9MFY17	Audited FY17
Net Sales	72.46	74.88	52.99	202.75	53.17	147.05
Total Expenses	49.48	60.89	39.39	159.43	43.26	119.56
Other Income	0.12	0.09	0.06	0.32	0.31	0.48
<b>EBITDA</b>	<b>23.10</b>	<b>14.08</b>	<b>13.66</b>	<b>43.64</b>	<b>10.22</b>	<b>27.97</b>
Depreciation	2.84	2.99	2.65	8.65	7.85	11.14
Finance Costs	5.41	4.67	4.03	16.03	14.88	21.61
<b>PBT</b>	<b>14.85</b>	<b>6.42</b>	<b>6.98</b>	<b>18.96</b>	<b>-12.51</b>	<b>-4.78</b>
Tax	4.68	1.21	2.15	4.20	-4.10	-1.55
<b>PAT</b>	<b>10.17</b>	<b>5.21</b>	<b>4.83</b>	<b>14.76</b>	<b>-8.41</b>	<b>-3.23</b>
<b>Key Financial Indicators</b>						
EBITDA Margin (%)	31.88%	18.80%	25.78%	21.52%	19.22%	19.02%
PAT Margin (%)	14.04%	6.96%	9.11%	7.28%	-15.82%	-2.20%
EBITDA Per Ton	1,880	916	1,135	1,067	844	938



# GPIL - Overview

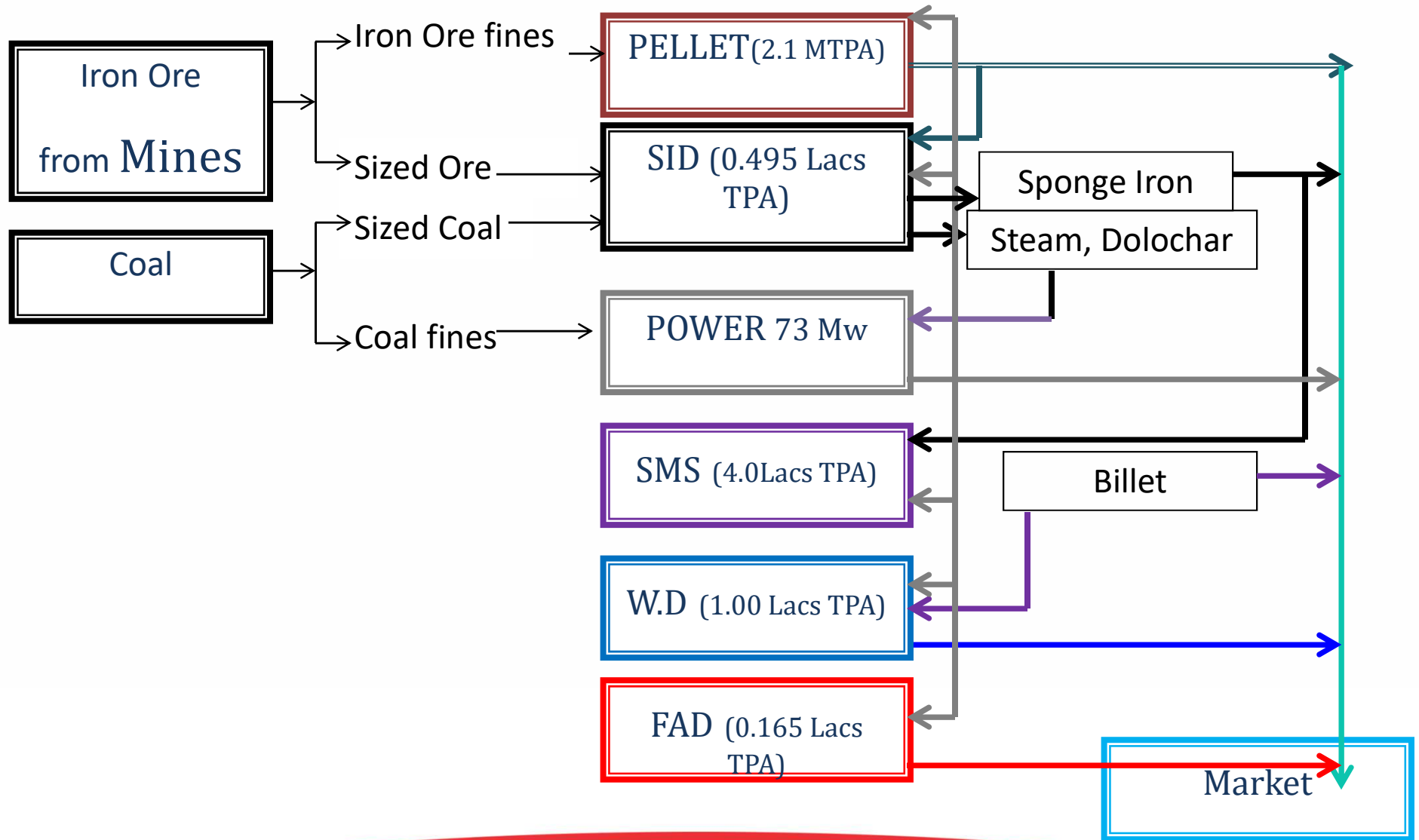
Company	Godawari Power & Ispat Limited
Date of Incorporation	September 21, 1999
Constitution	Public Limited Company
Listing	Listed on National Stock Exchange (NSE) and Bombay Stock Exchange (BSE)
Existing Operations	Engaged in captive mining of iron ore and manufacturing and selling of iron ore pellets, sponge iron, steel billets, Rolled Product ( TMT & Wire Rod) Ferro alloys, and various long steel products like MS round in coil (wire rods) and Hard Black (HB) wires
Facility Location	<ul style="list-style-type: none"><li>• <u>Plant Location</u> - Raipur, Chhattisgarh</li><li>• <u>Captive Iron Ore Mines location</u> - Ari Dongri, Chhattisgarh &amp; Boria Tibu, Chhattisgarh</li></ul>
Registered Office	Plot No.428/2, Phase- 1 Industrial Area, Siltara, Raipur – 492001, Chhattisgarh



# **Facilities at GPIL**

<b>SRN</b>	<b>Name of the Unit</b>	<b>Total Capacity (MTPA)</b>
<b>1</b>	<b>Pellet - GPIL</b>	<b>2100000</b>
<b>2</b>	<b>Pellet - ASL</b>	<b>600000</b>
<b>3</b>	<b>Sponge Iron</b>	<b>4,95,000</b>
<b>4</b>	<b>Steel Billet</b>	<b>4,00,000</b>
<b>5</b>	<b>Power - GPIL</b>	<b>73 MW</b>
<b>6</b>	<b>Solar Power – GGEL</b>	<b>50 MW</b>
<b>7</b>	<b>Ferro Alloys</b>	<b>16,500</b>
<b>8</b>	<b>H.B. Wire</b>	<b>1,00,000</b>

# PROCESS FLOW STANALONE GPIL - SILTARA



# Competitive Advantages

Fully integrated steel plant with facilities starting from iron ore Mining to end product HB wire.

Captive iron ore facilities with annual production capacity of about 2 million tons to meet entire captive requirement of iron ore. Production rammed up to about 1.5 Million ton and target to rise to 1.8 Million Ton by FY19.

Company is having long term coal linkages form Coal India Limited of around 7.37 Lakh MTPA against the requirement of around 9 Lakh MTPA. We are expecting to get further linkage of around 35,000 MT in the next phase of linkage auction.

Captive power capacity to support enhanced production volumes

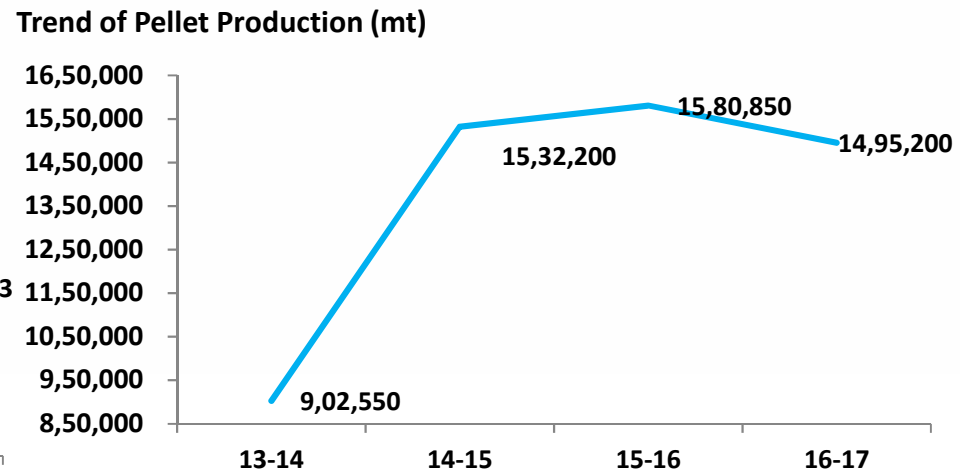
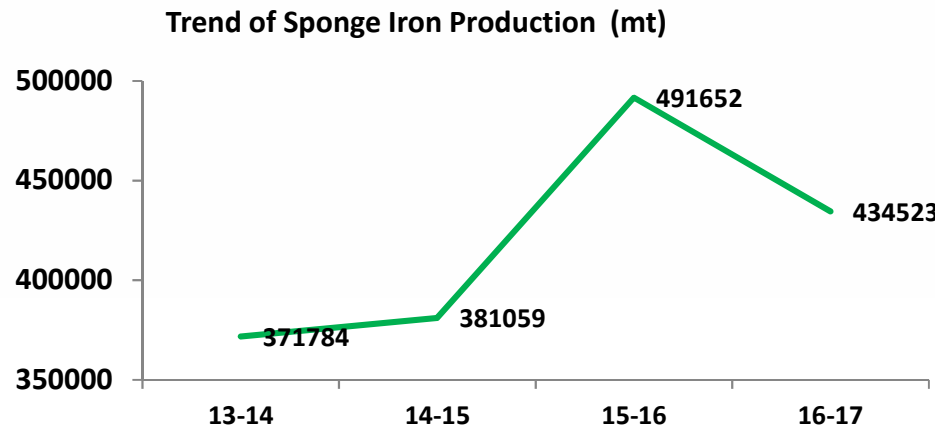
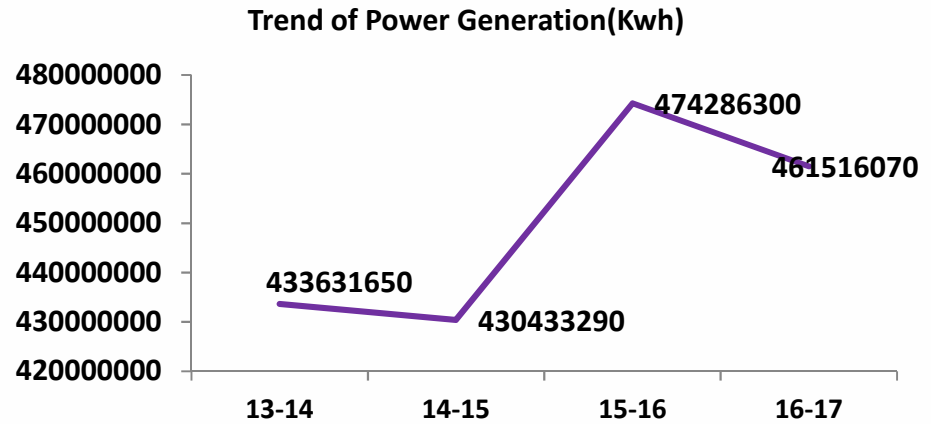
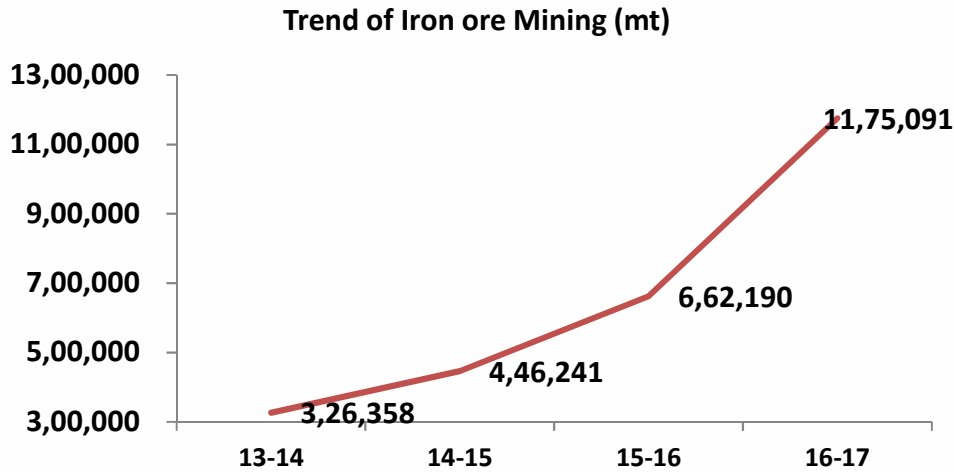
Installed capacity of 73 MW out of 42 MW Waste Heat Recovery Based (WHRB) with fuel input, thereby lower cost of overall power generation

A tie up of additional 25 MW under group captive arrangement is expected to start during FY19

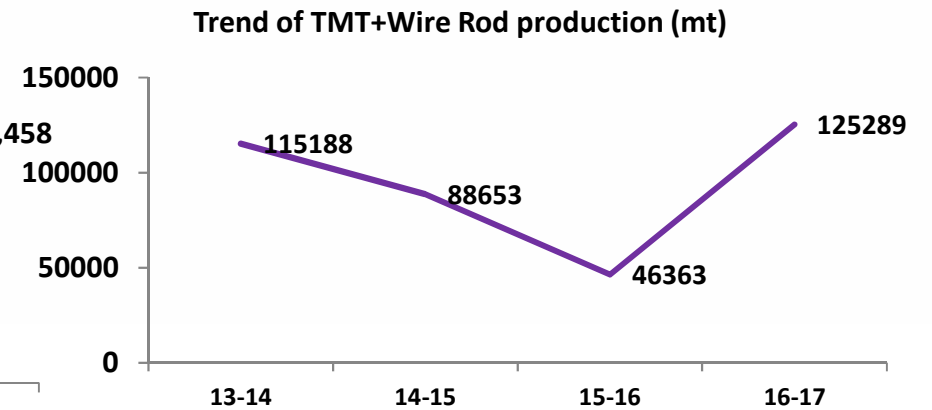
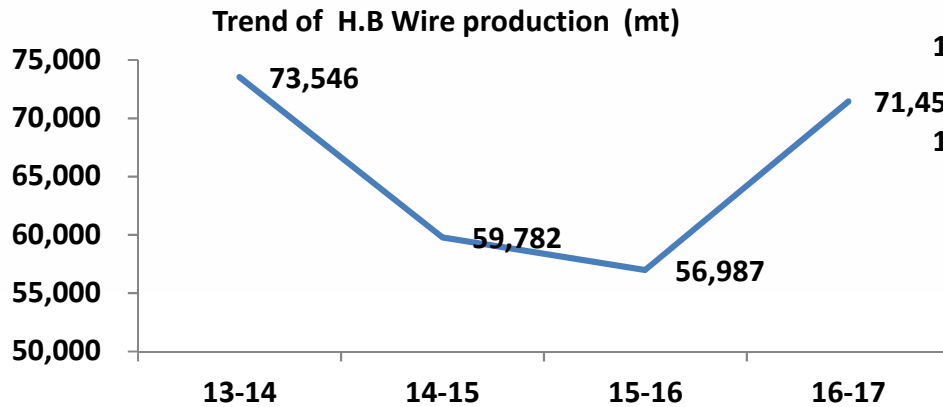
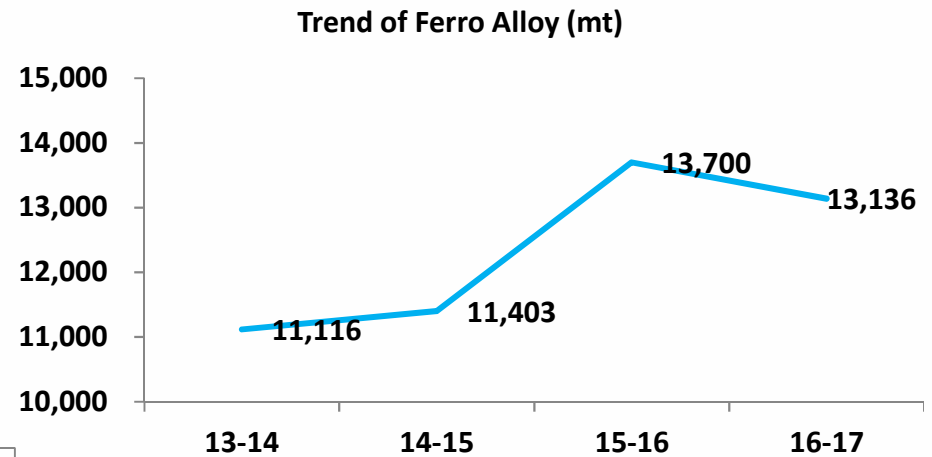
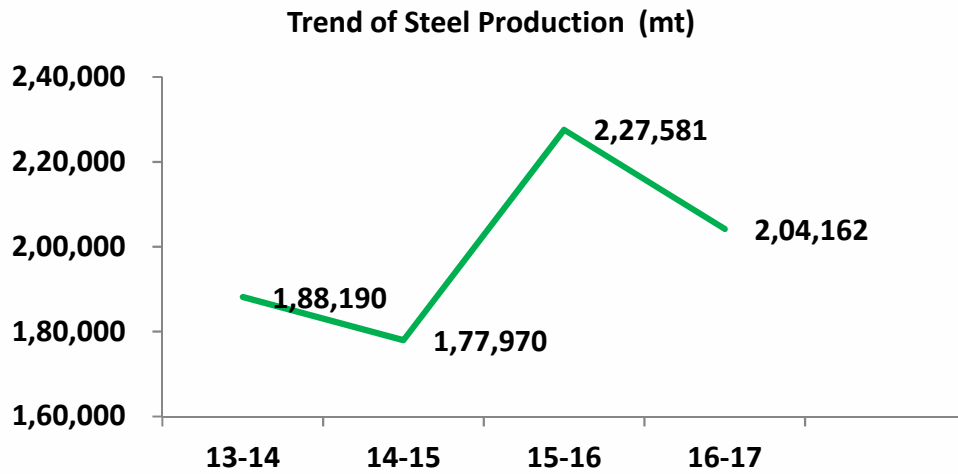
Eligibility for Renewable energy certificates on bio-mass power generation leading to additional source of revenue and over-all cost reduction.



# GPIL Standalone –Past Operational Performance at a Glance...

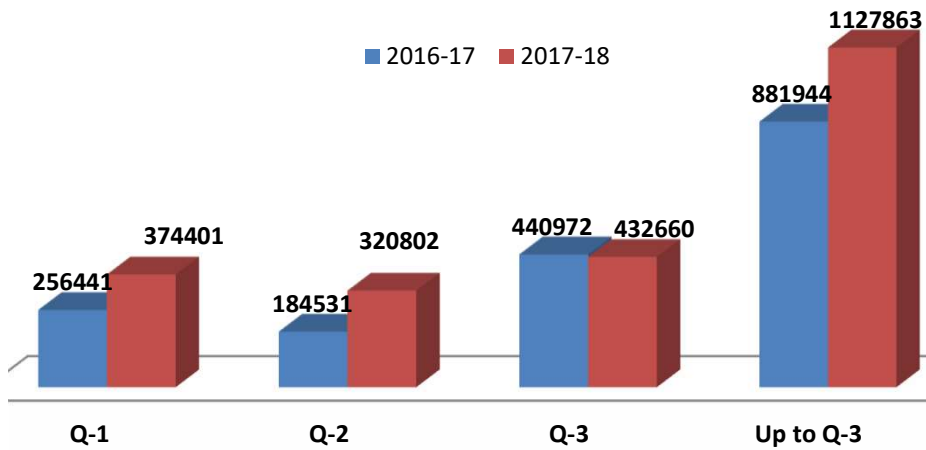


# GPII Standalone – Past Operational Performance at a Glance...

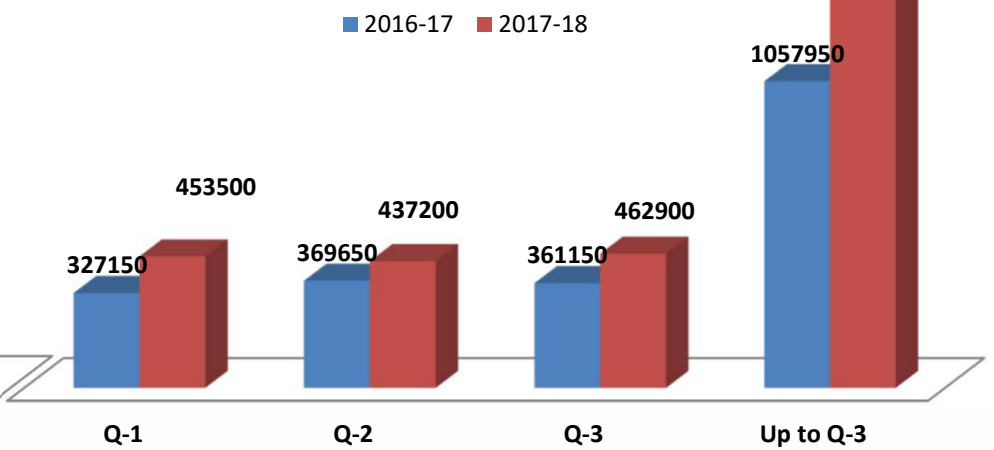


# Standalone Production Comparison FY17 vis-à-vis FY 18

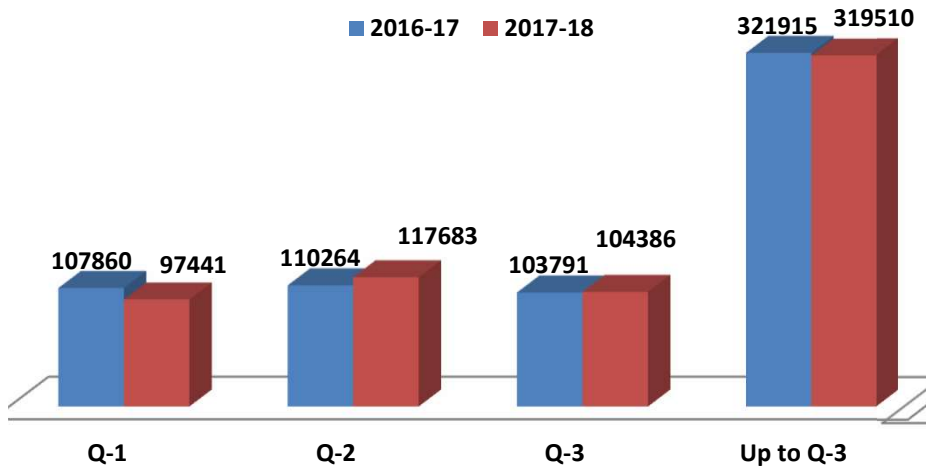
Trend of Mines Production (mt)



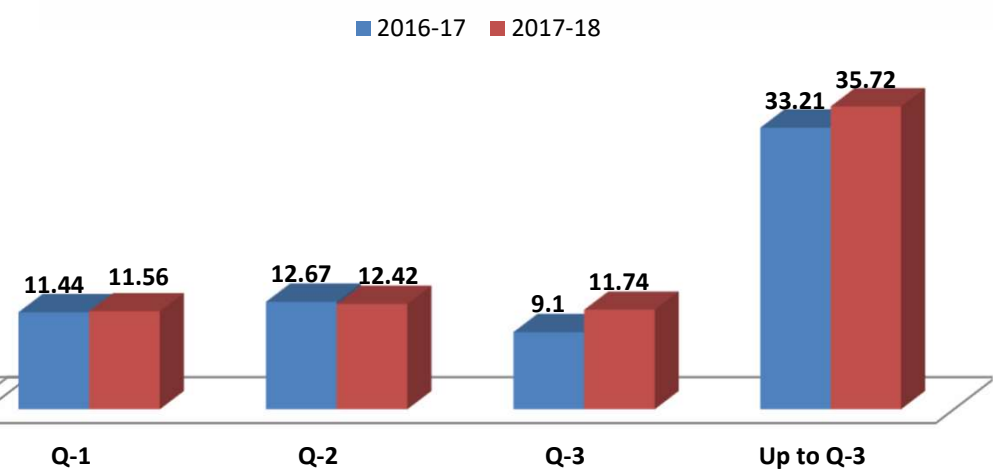
Trend of Pellet Production (mt)



Trend of Sponge Iron Production (mt)

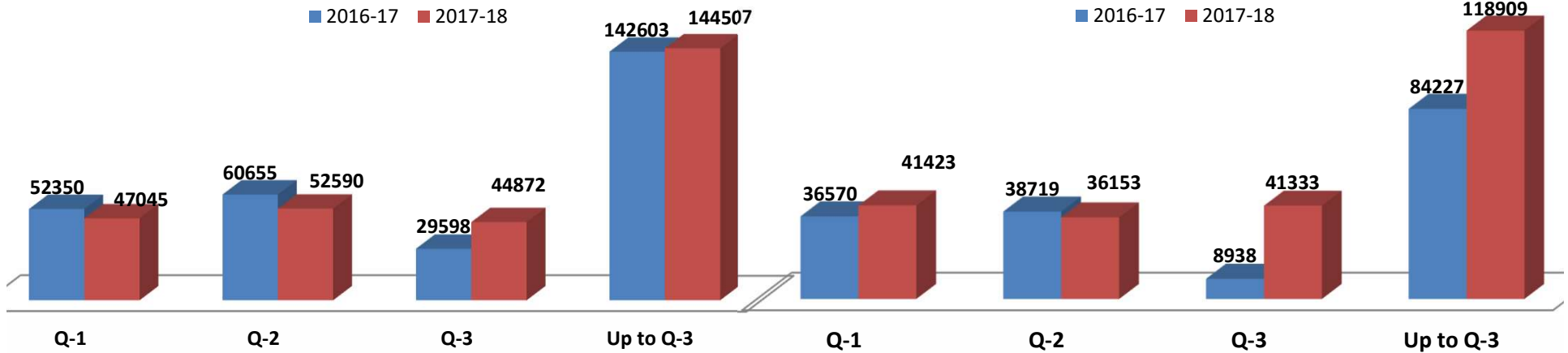


Trend of Power generation (Cr.Kwh)

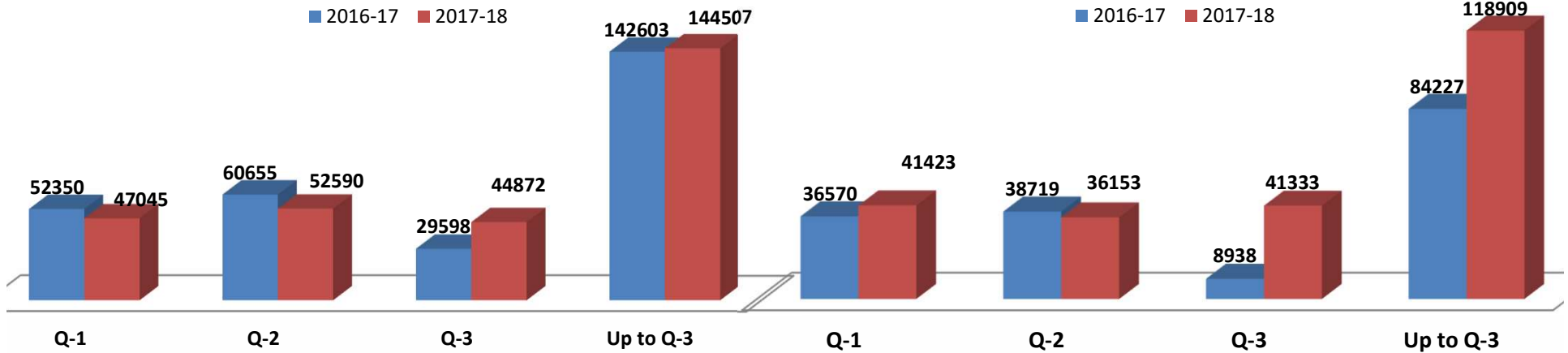


# Standalone Production Comparison FY 17 vis-à-vis FY 18

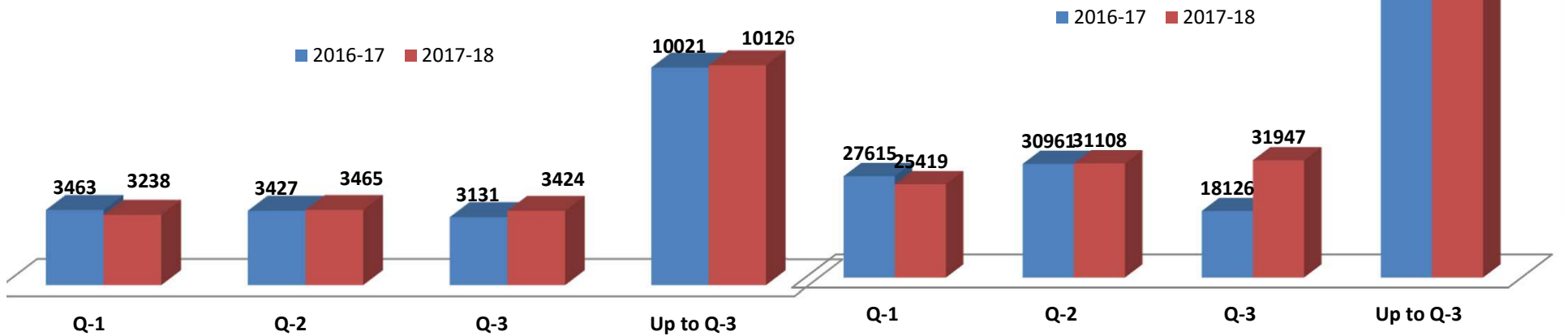
Trend of Steel Production (mt)



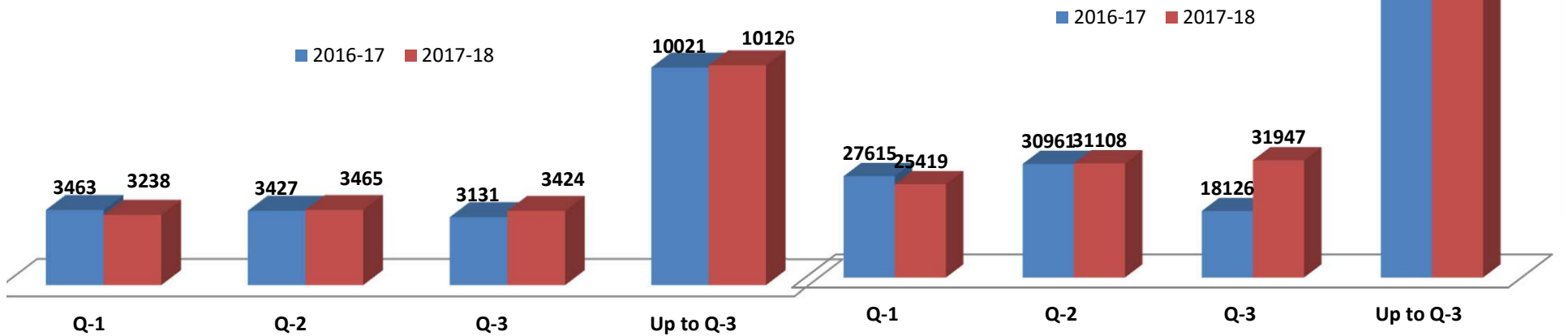
Trend of TMT & Wire Rod Production (mt)



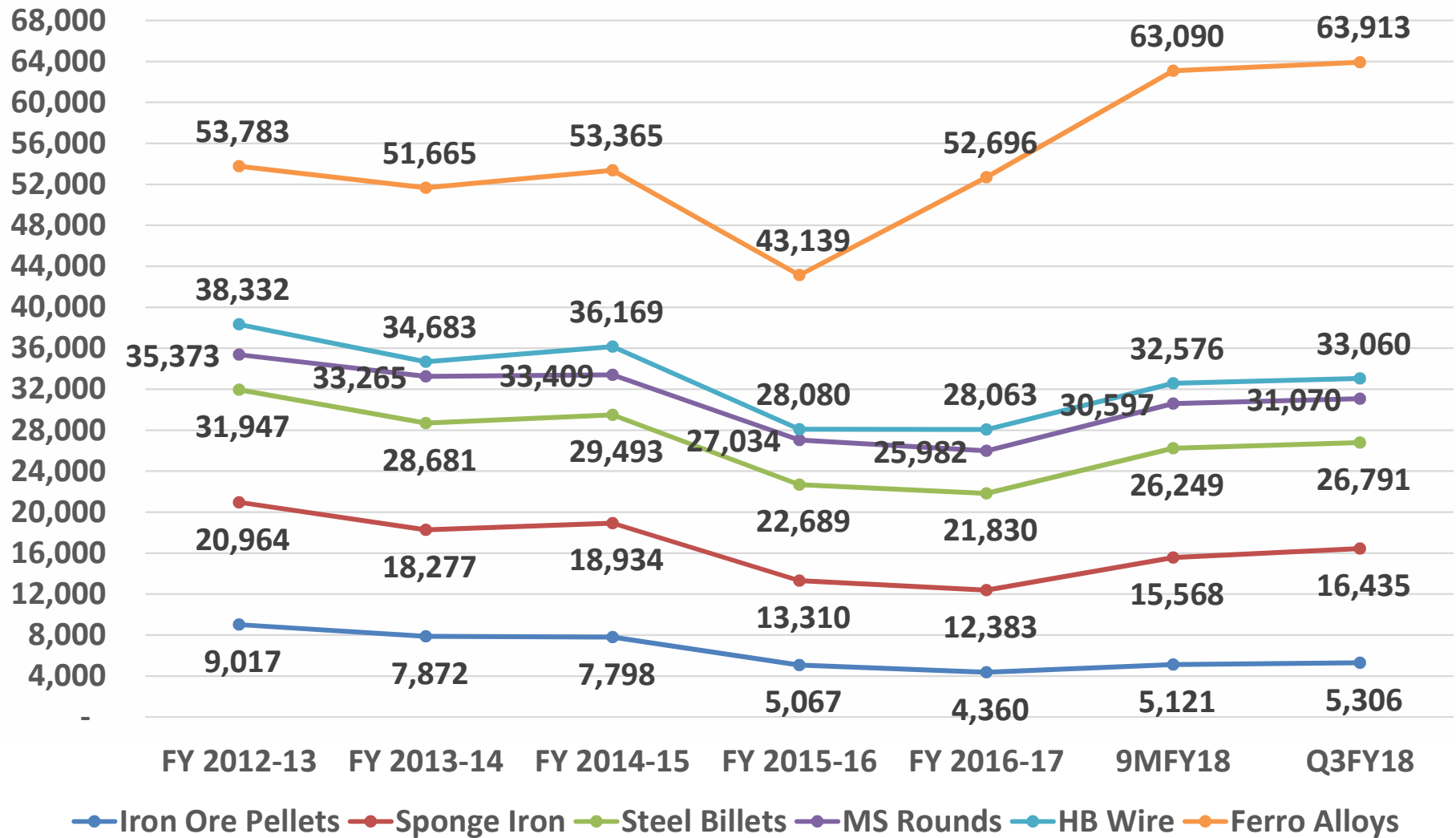
Trend of Ferro Alloys Production (mt)



Trend of H.B Wire Production (mt)



# PAST SALES REALISATION



# GPII Consolidated –Financial Performance at a Glance....

FY Ended March 31,	2013-14	2014-15	2015-16	2016-17	9M FY 17-18
Net Sales	2,118	2,395	1980	1804	1,846
Other Income	16	60	19	15	5
Total Expenses	-1772	-2036	-1,987	-1,704	-1,456
<b>EBITDA</b>	<b>362</b>	<b>419</b>	<b>236</b>	<b>305</b>	<b>394</b>
Depreciation	105	118	126	120	99
Finance Costs	165	224	252	259	197
<b>PBT</b>	<b>92</b>	<b>77</b>	<b>-142</b>	<b>-74</b>	<b>98</b>
Exceptional Items					14
Tax	-22	-6	47	1	3
<b>PAT</b>	<b>70</b>	<b>71</b>	<b>-95</b>	<b>-73</b>	<b>109</b>
<b>Key Financial Indicators</b>					
EBITDA Margin (%)	17.09%	17.49%	10.71%	15.29%	21.36%
PAT Margin (%)	3.30%	2.96%	-ve	-ve	5.88%

# GPII Standalone –Financial Performance at a Glance....

FY Ended March 31,	2014	2015	2016	2017	Unaudited 9 Months 17-18
Net Sales	1540.92	1935.05	1538.89	1546.02	1562.10
Other Income	24.49	16.49	12.27	13.74	4.37
Total Expenses	1329.01	1671.72	1399.89	1382.88	1282.84
<b>EBITDA</b>	236.40	279.82	151.26	176.88	283.63
Depreciation	66.68	65.82	70.99	78.19	67.60
Finance Costs	114.51	144.88	164.49	176.7	138.16
<b>PBT</b>	55.21	69.12	-84.22	-78.01	77.87
Exceptional (Expenses)/Income					13.70
Tax	-0.73	7.01	-20.83	-0.57	-1.98
<b>PAT</b>	55.94	62.11	-63.39	-77.44	93.55
<b>Key Financial Indicators</b>					
<b>EBITDA Margin (%)</b>	<b>15%</b>	<b>14%</b>	<b>10%</b>	<b>11%</b>	<b>18%</b>
<b>PAT Margin (%)</b>	<b>4%</b>	<b>3%</b>	<b>- Ve</b>	<b>- Ve</b>	<b>6%</b>

# Way Forward.....

Focus on Debt Reduction and thereby improving the financial position of the company. Surplus cashflow from operations to be utilised for debt reduction.

Full Integration of operation of steel division from sponge iron to finished steel. Integration will lead to improvement in operating margin.



**Thank You!**