

REF: GPIL/NSE&BSE/2017/3332

Date: 14.11.2017

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 st 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. 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

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

P: +91 771 4082333, F: +91 771 4082334

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

P: +91 771 4082000, F: +91 771 4057601

www.gpilindia.com, www.hiragroupindia.com

CIN No. -
L27106CT1999PLC013756



GODAWARI POWER & ISPAT LIMITED



Analyst / Corporate Presentation

14th November, 2017

Godawari Power & Ispat Limited



Resources are limited , creativity is unlimited

DISCLAIMER

Certain statements in this presentation concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

TABLE OF CONTENTS

Sl.No	Content	Page No
	Table of Contents	2
1	GPIL Over View	3
2	Board of Directors	4
3	Key Management Team (Operations)of GPIL	5
4	Facilities GPIL	6
5	Process flow	7
6	Key Raw material and Utilities	8
7	GPIL Operational Performance at a Glance..	9
9	GPIL Operational Performance at a Glance..	10
10	Production Comparison	11
11	Production Comparison	12
12	GPIL Structure and shareholding pattern	13
13	Industry overview	14
14	Ardent Steel Ltd., (A Subsidiary of GPIL)	15
15	Godawari Green Energy Ltd., (A Subsidiary of GPIL)	16
16	CSR Initiatives	17
17	EMS Initiatives	18
19	Road map for GPIL.	19

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"> • <u>Plant Location</u> - Raipur, Chhattisgarh • <u>Captive Iron Ore Mines location</u> - Ari Dongri, Chhattisgarh & Boria Tibu, Chhattisgarh
Registered Office		Plot No.428/2, Phase- 1 Industrial Area, Siltara, Raipur – 492001, Chhattisgarh



Board Of Directors

S.no.	Board of Directors	
1	Mr. Biswajit Choudhari	Chairman & Independent Director
2	Mr. B. L. Agrawal	Managing Director
3	Mr. Abhishek Agrawal	Executive Director
4	Mr. Dinesh Agrawal	Executive Director
5	Mr. Vinod Pillai	Executive Director
7	Mr. Dinesh Gandhi	Non Executive Director
8	Mr. Shashi Kumar	Independent Director
9	Mr. B. N. Ojha	Independent Director
10	Ms. Bhavana G Desai	Woman Independent Director
11	Mr. Harishankar Khandelwal	Independent Director

Key Management team (operations) :-

Mr. B. L. Agrawal –
Managing Director.

Mr. Dinesh Agrawal-
Executive Director.

Mr. Abhishek Agrawal-
Executive Director.

Mr. Vinod Pillai-
Executive Director.

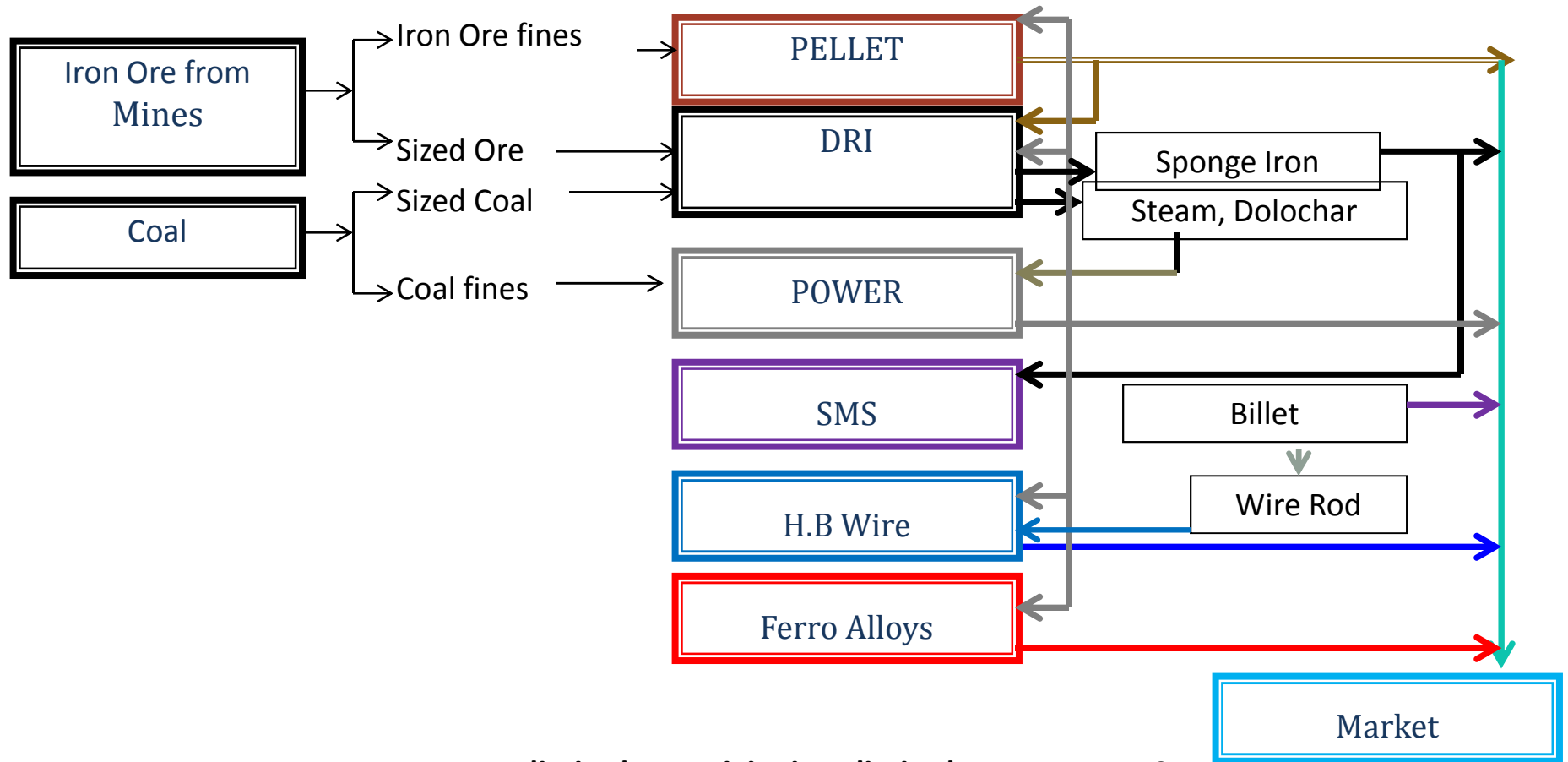
Mr. Sanjay Bothra-CFO

Mr. Vivek Agrawal- COO.

Facilities at GPIL

Sl.No.	Name of the Unit	Total Capacity
1	Mining	1955000 (mt)
2	Pellet	2100000 (mt)
3	Sponge Iron	4,95,000 (mt)
4	Power	73 MW
5	Steel Billet	4,00,000 (mt)
6	Rolled Product (TMT + Wire Rod)	1,00,000 (mt)
7	Ferro Alloys	16,500 (mt)
8	H.B. Wire	1,50,000 (mt)
9	Oxygen Plant	12,00,000 NM³
10	Nitrogen Plant	45,00,000 NM³

PROCESS FLOW



Resources are limited , creativity is unlimited

Key Raw Materials and Utilities

Iron Ore

- GPIL is equipped with captive Iron ore mines at Aridongri. The mine was allotted in 2008 and lease agreement is valid for 50 years from 2008.
- We also have captive iron ore mines at Boria Tibu. The mine commenced operations in October 2016.
- Iron ore (in the form of hematite) from Boria Tibu mine can be used directly as lumps for sponge iron making

Coal

- Coal is used as fuel & is reducing agent in sponge iron division.
- GPIL has long term tie up (linkages) with Coal India Ltd. & 70-75% of the total requirement is met, balance is sourced from the market.

Power

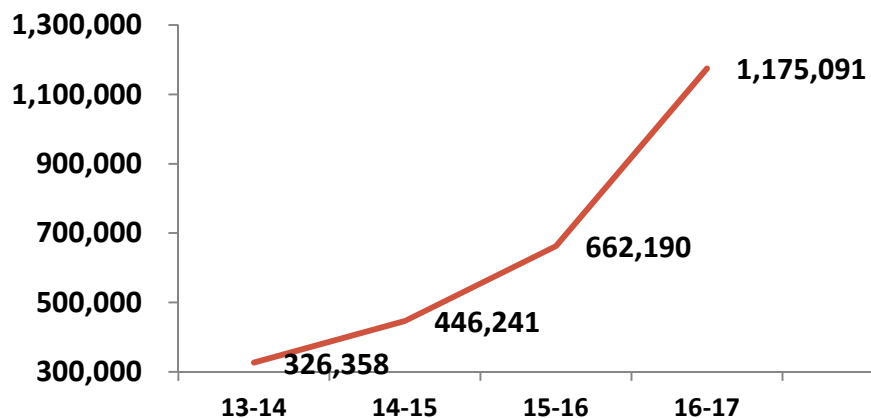
- GPIL has captive power generation of 73 MW

Water

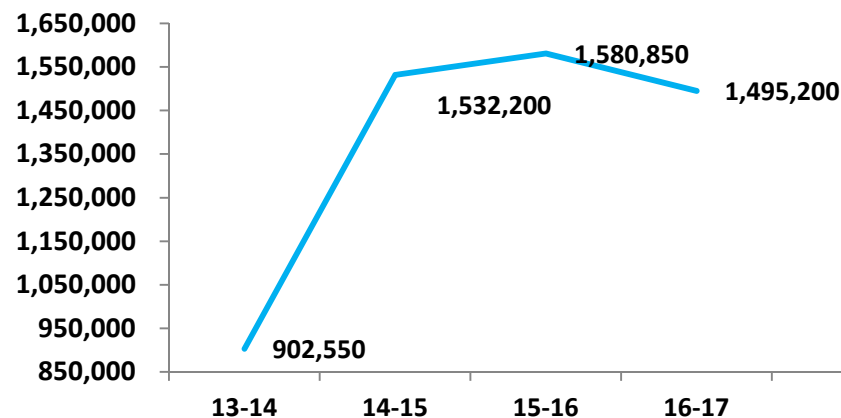
- GPIL has long term agreement for its water requirement which is 12,000 KL per day. The sanctioned quantity is sufficient at 100% utilization level of the plant.

GPII –Past Operational Performance at a Glance...

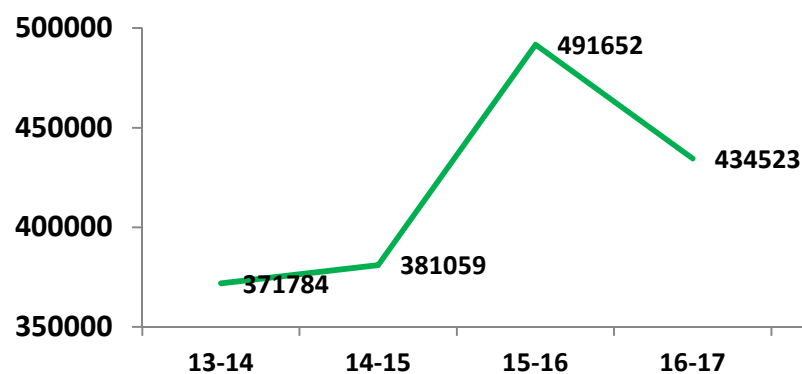
Trend of Iron ore Mining (mt)



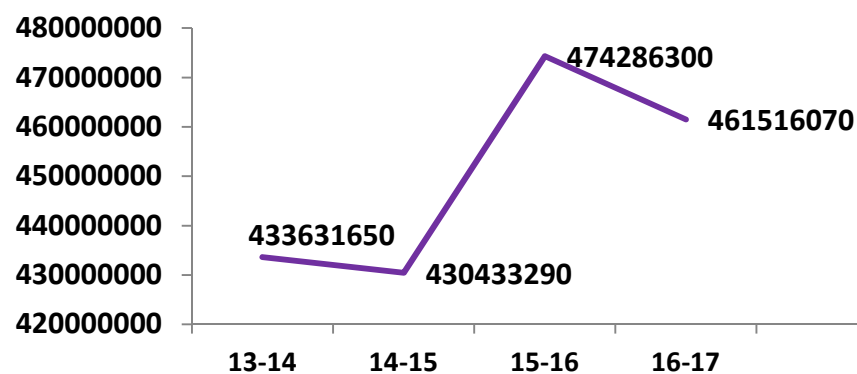
Trend of Pellet Production (mt)



Trend of Sponge Iron Production (mt)

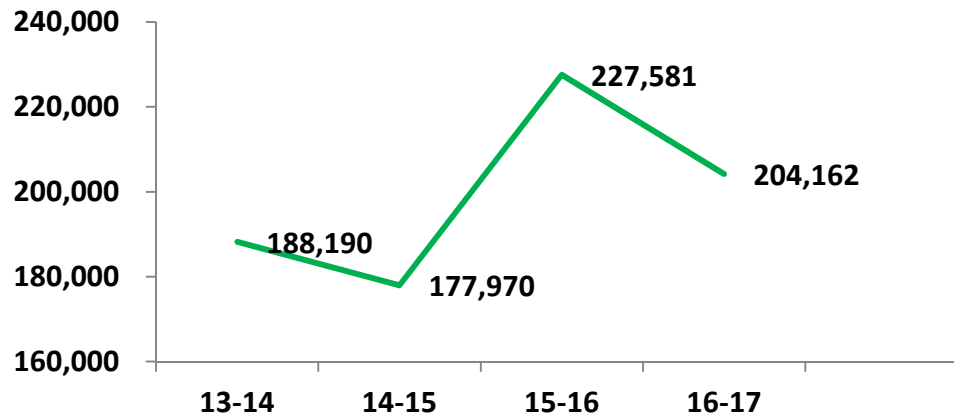


Trend of Power Generation (Kwh)

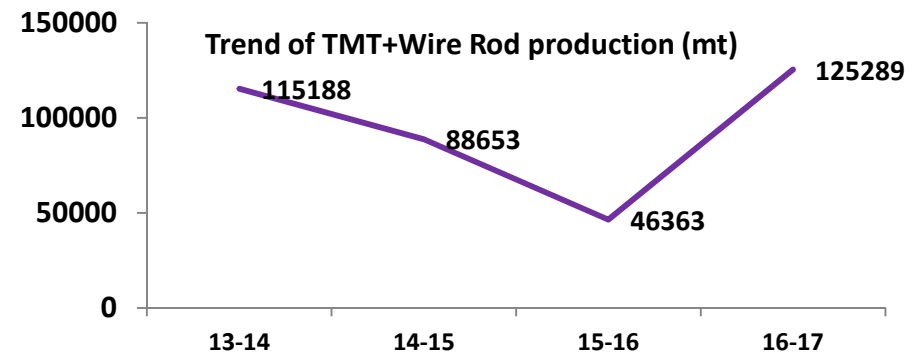


GPII – Past Operational Performance at a Glance...

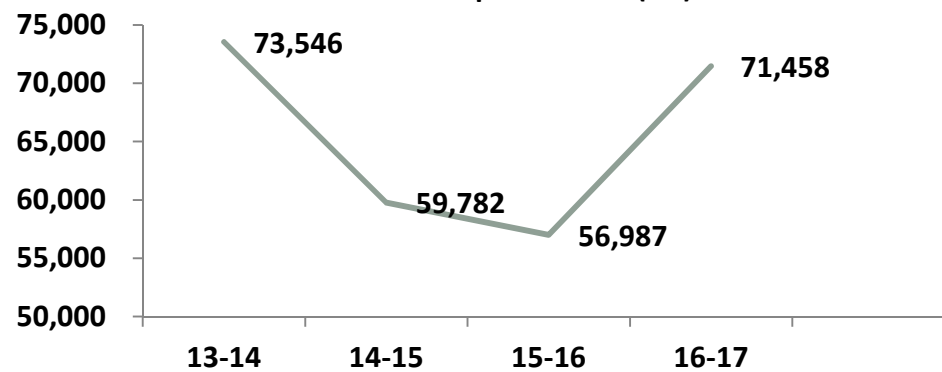
Trend of Steel Production (mt)



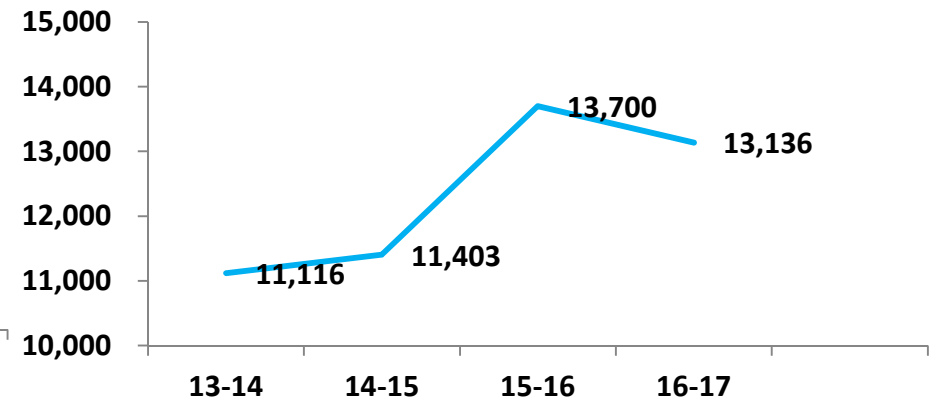
Trend of TMT+Wire Rod production (mt)



Trend of H.B Wire production (mt)

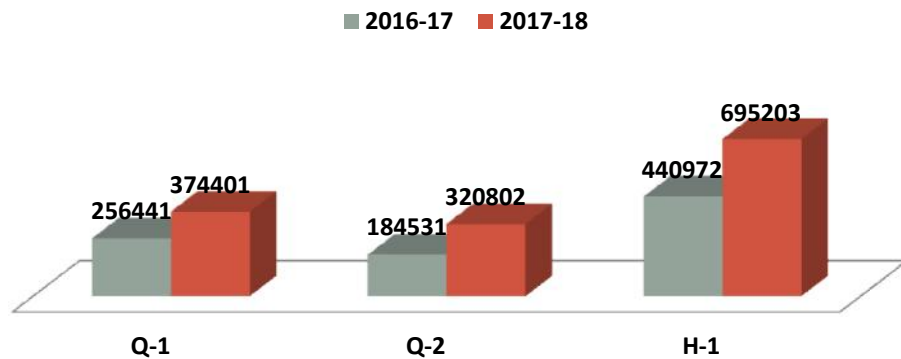


Trend of Ferro Alloy (mt)

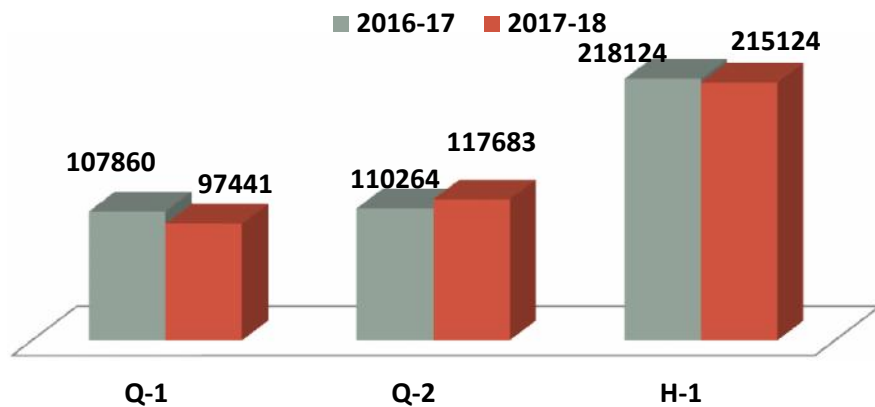


Production Comparison

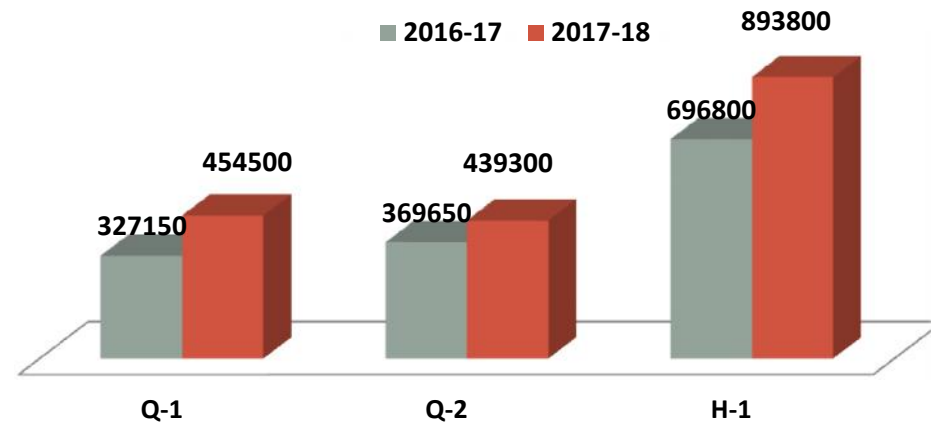
Trend of Mines Production (mt)



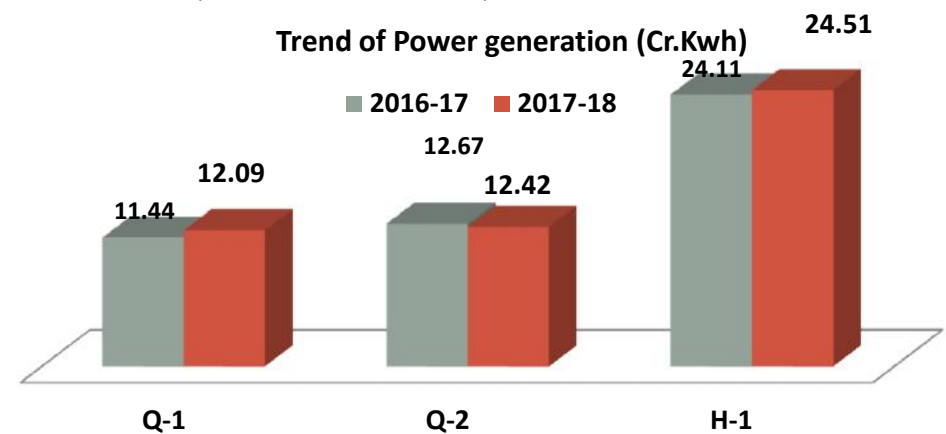
Trend of Sponge Iron Production (mt)



Trend of Pellet Production (mt)

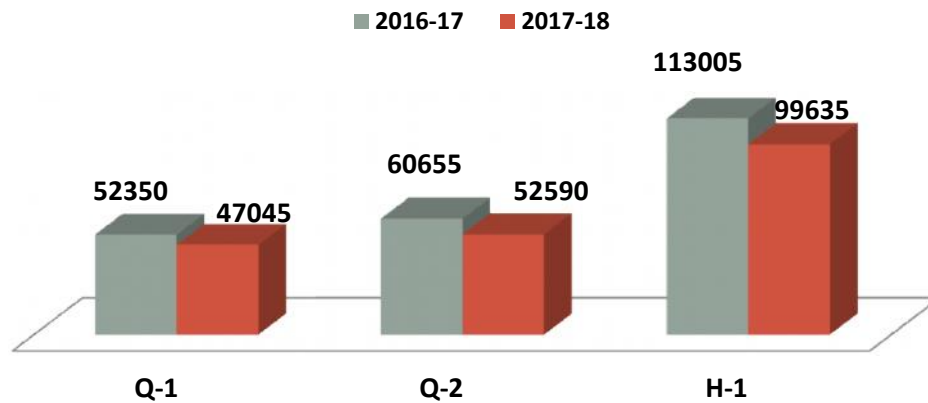


Trend of Power generation (Cr.Kwh)

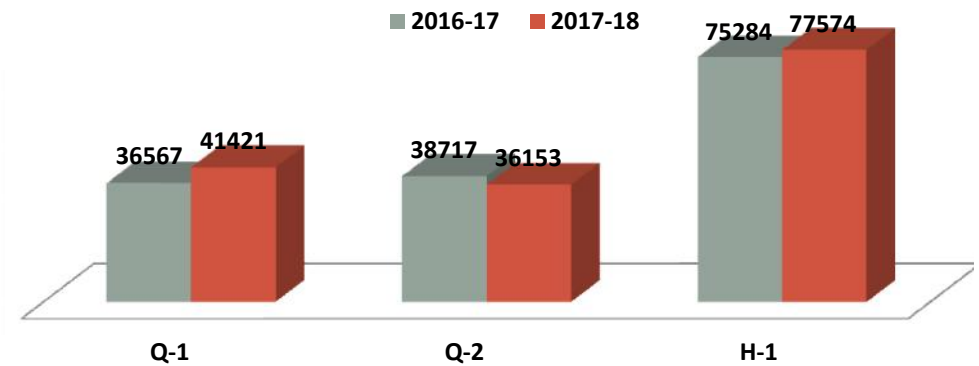


Production Comparison

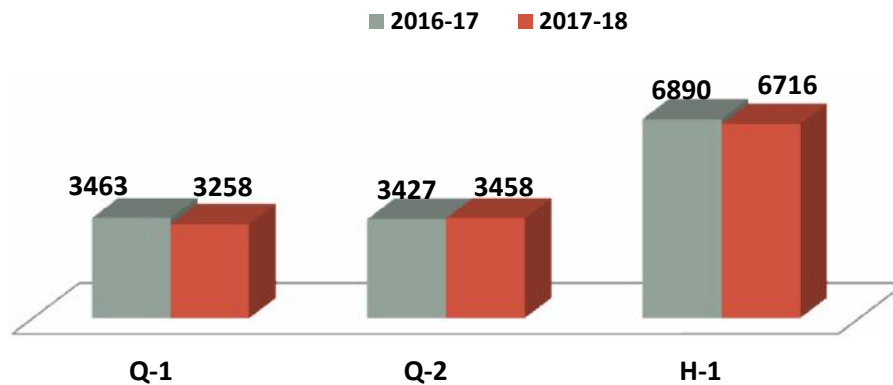
Trend of Steel Production (mt)



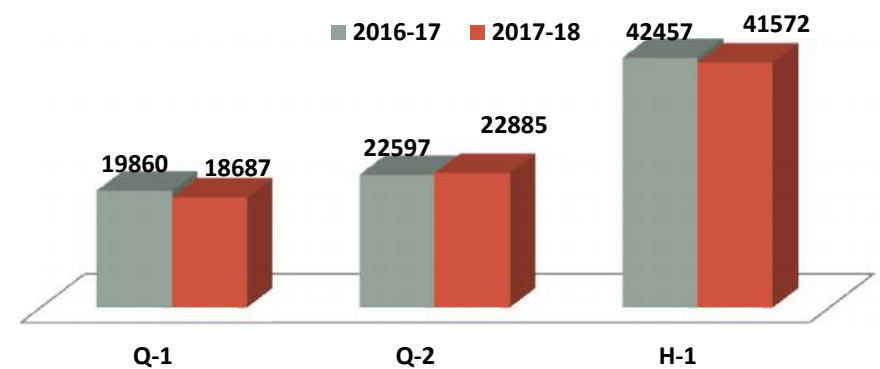
Trend of TMT & Wire Rod Production (mt)



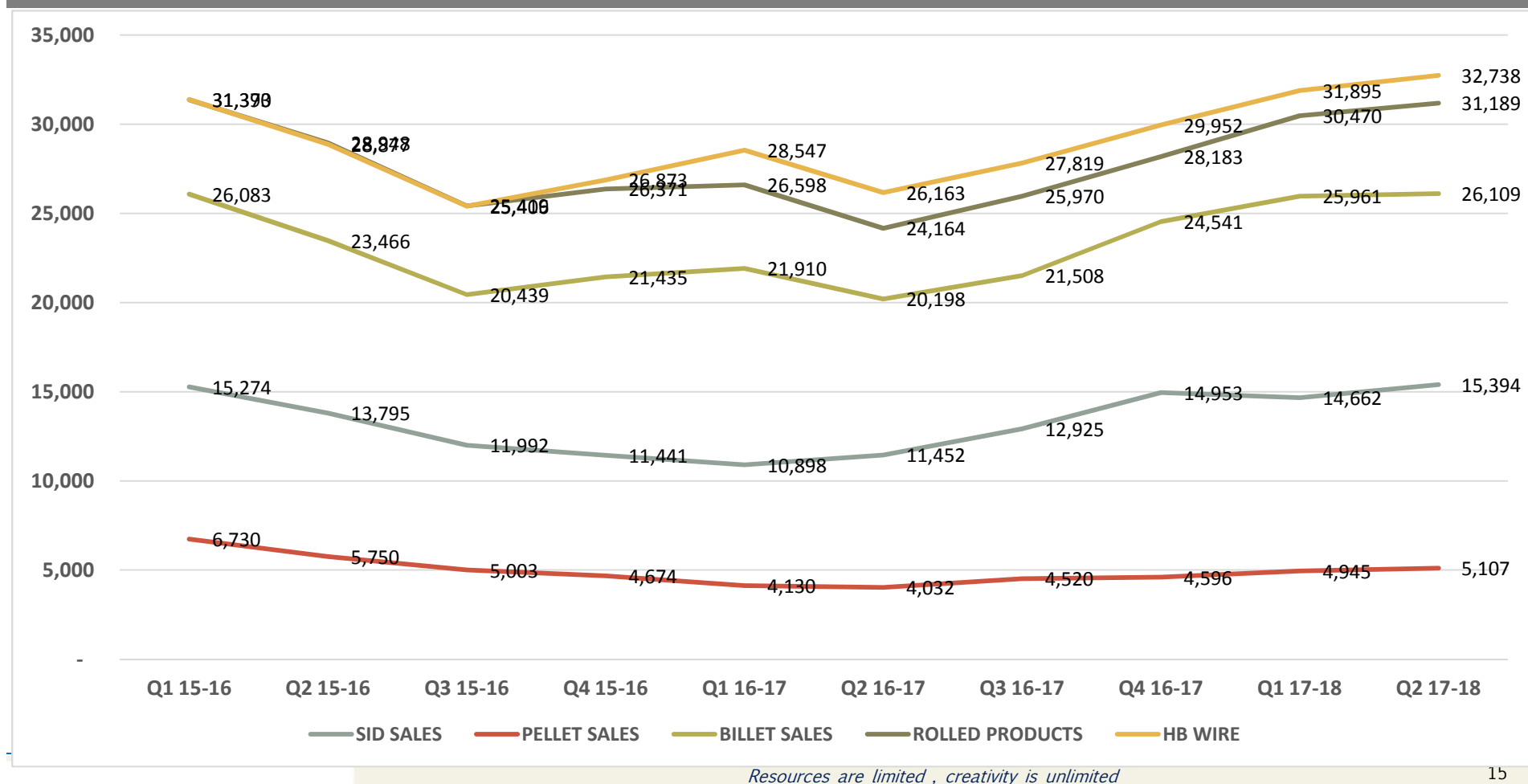
Trend of Ferro Alloys Production (mt)



Trend of H.B Wire Production (mt)



SALES REALISATION



GPII –Financial Performance at a Glance....

Snapshot of Profit & Loss Statement (Consolidated)

(Rs.Crore)

FY Ended March 31,	2013-14	2014-15	2015-16	2016-17	H1 FY 17-18
Net Sales	2,118	2,395	1980	1804	1113
Other Income	16	60	19	15	4
Total Expenses	(1772)	(2036)	(1,987)	(1,704)	(879)
EBITDA	362	419	236	305	238
Depreciation	105	118	126	120	66
Finance Costs	165	224	252	259	132
PBT	92	77	(142)	(74)	40
Tax	(22)	(6)	47	1	(5)
PAT	70	71	(95)	(73)	35
Key Financial Indicators					
EBITDA Margin (%)	17.09%	17.49%	10.71%	15.29%	21.38%
PAT Margin (%)	3.30%	2.96%	-ve	-ve	3.14%

GPII –Financial Performance at a Glance....

Snapshot of Profit & Loss Statement (Stand Alone)

(Rs.Crore)

FY Ended March 31,	2013-14	2014-15	2015-16	2016-17	H1 FY 17-18
Net Sales	1541	1935	1539	1546	929
Other Income	24	16	12	14	4
Total Expenses	(1328)	(1671)	(1390)	1383	761
EBITDA	237	280	161	177	172
Depreciation	67	66	73	78	45
Finance Costs	115	145	163	177	92
PBT	55	69	(75)	(78)	35
Tax	(0.73)	7	27	1	(6)
PAT	56	62	(48)	(77)	29
Key Financial Indicators					
EBITDA Margin (%)	15.38 %	14.47 %	10.46 %	11.44 %	18.51 %
PAT Margin (%)	3.63 %	3.20 %	-Ve	-Ve	3.12 %

Godawari Green Energy Limited



Snapshot of Profit & Loss Statement

(Rs.Crore)

FY Ended March 31,	2013-14	2014-15	2015-16	2016-17	H1 FY 17-18
Net Sales	40	105	104	111	52
Other Income	1	2	3	2	1
Total Expenses	(9)	(24)	(10)	(11)	(7)
EBITDA	32	83	97	102	46
Depreciation	19	30	30	31	15
Finance Costs	28	49	63	62	30
PBT	(15)	4	4	9	1
Tax	0	(1)	(1)	(3)	0
PAT	(15)	3	3	6	1
Key Financial Indicators					
EBITDA Margin (%)	80 %	79.05 %	93.26 %	91.89 %	88.46 %
PAT Margin (%)	-Ve	2.85 %	2.88 %	5.4 %	1.92 %

Resources are limited , creativity is unlimited

Ardent Steel Limited



Snapshot of Profit & Loss Statement

(Rs.Crore)

FY Ended March 31, -0	2013-14	2014-15	2015-16	2016-17	H1 FY 17-18
Net Sales	368	193	159	147	130
Other Income	6	2	2	0	0
Total Expenses	(284)	(170)	(190)	(119)	(109)
EBITDA	90	25	(29)	28	21
Depreciation	11	13	15	11	6
Finance Costs	19	23	20	22	11
PBT	60	(11)	(64)	(5)	4
Tax	(21)	5	20	2	1
PAT	39	(6)	(44)	(3)	5
Key Financial Indicators					
EBITDA Margin (%)	24.46 %	12.95 %	-Ve	19.05 %	16.15 %
PAT Margin (%)	10.59 %	-Ve	-Ve	-Ve	3.85%

Resources are limited , creativity is unlimited

GPII –Financial Performance at a Glance....

GODAWARI POWER & ISPAT LTD (Standalone)

INCOME	H1 FY 17-18	H1 FY 16-17	Q2 FY 17-18	Q2 FY 16-17	Q1 FY 17-18	Q1 FY 16-17
Turnover (Gross)	988.39	835.05	454.69	410.23	533.70	424.82
Less: Excise duty	58.72	91.60	0.00	45.36	58.72	46.25
Turnover (Net)	929.67	743.45	454.69	364.87	474.98	378.57
Other Income	17.75	5.45	14.42	4.15	3.33	1.31
Increase/(Decrease) in Stock in trade						
TOTAL	947.42	748.90	469.11	369.02	478.31	379.88
EXPENDITURE						
Purchase of Trading Goods	-	5.92		0.05	-	5.87
(Increase)/Decrease in Stock in trade	(22.56)	(11.81)	(18.86)	(25.14)	(3.70)	13.33
Raw material consumed	603.69	555.49	291.81	292.15	311.88	263.34
Personnel expenses	39.23	32.13	19.58	15.88	19.65	16.25
Operating and other expenses	154.35	114.52	78.94	56.58	75.41	57.94
Depreciation/Amortisation	45.29	39.05	22.85	19.70	22.43	19.35
Financial expenses	92.48	88.87	46.88	43.99	45.60	44.88
TOTAL	912.49	824.16	441.20	403.20	471.29	420.96
Profit before tax	34.93	(75.27)	27.91	(34.18)	7.02	(41.08)
EBDITA	172.70	52.65	97.64	29.51	75.06	23.14

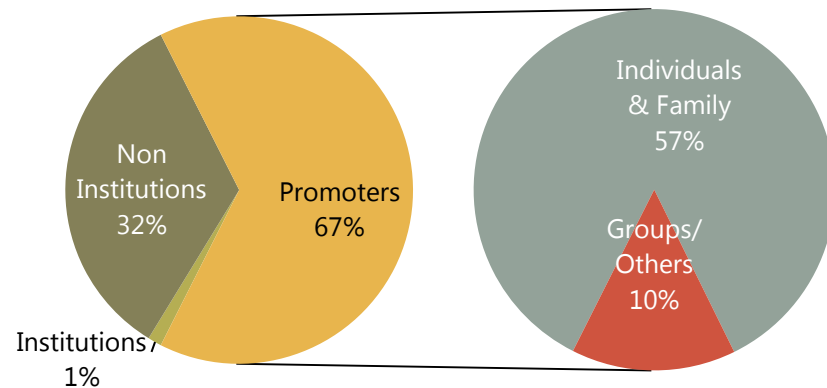
Resources are limited , creativity is unlimited

GPII – Capital Structure & Shareholding Pattern

Capital Structure (As on March 31 2017)

Particulars	Amount
(Rs. Cr)	
Authorized Equity Share Capital	
▪ 49,800,000 Equity Shares of Rs 10/- each	49.80
Total	49.80
Issued, Subscribed & Paid up Share Capital	
▪ 35,236,247 Equity Shares of Rs 10/- each	35.24

Shareholding Pattern (As on September 30, 2017)



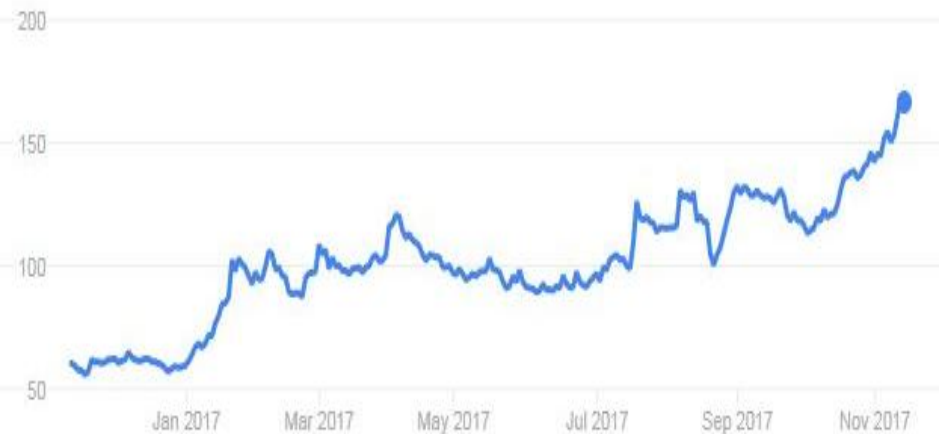
Share Price Movement in past one year

Godawari Power and Ispat Limited

NSE: GPIL - 14 Nov, 1:04 PM IST

166.10 INR ↓ 2.30 (1.37%)

1 day 5 day 1 month 3 months 1 year 5 years max



INDUSTRY OVERVIEW:-

- **Domestic Scenario**
- The Indian steel industry has entered into a new development stage, post de-regulation, riding high on the resurgent economy and rising demand for steel.
- Rapid rise in production has resulted in India becoming the 3rd largest producer of crude steel in 2015 as well as in 2016. The country was the largest producer of sponge iron or DRI in the world during the period 2003-2015 and emerged as the 2nd largest global producer of DRI in 2016 (after Iran). India is also the 3rd largest finished steel consumer in the world and maintained this status in 2016. Such rankings are based on provisional data released by the World Steel Association for the above year.
- In a de-regulated, liberalized economic/market scenario like India the Government's role is that of a facilitator which lays down the policy guidelines and establishes the institutional mechanism/structure for creating conducive environment for improving efficiency and performance of the steel sector.
- In this role, the Government has released the National Steel Policy 2017, which has laid down the broad roadmap for encouraging long term growth for the Indian steel industry, both on demand and supply sides, by 2030-31.
- The said Policy is an updated version of National Steel Policy 2005 which was released earlier and provided a long-term growth perspective for the domestic iron and steel industry by 2019-20.
- The Government has also announced a policy for providing preference to domestically manufactured Iron & Steel products in Government procurement. This policy seeks to accomplish PM's vision of 'Make in India' with objective of nation building and encourage domestic manufacturing and is applicable on all government tenders where price bid is yet to be opened. Further, the Policy provides a minimum value addition of 15% in notified steel products which are covered under preferential procurement. In order to provide flexibility, Ministry of Steel may review specified steel products and the minimum value addition criterion.

GLOBAL SCENERIO:-

- In 2016, the world crude steel production reached 1630 million tonnes (mt) and showed a growth of 0.6% over 2015.
- China remained world's largest crude steel producer in 2016 (808 mt) followed by Japan (105 mt), India (96 mt) and the USA (79 mt).
- **World Steel Association has projected Indian steel demand to grow by 6.1% in 2017 and by 7.1% in 2018 while globally, steel demand has been projected to grow by 1.3% in 2017 and by 0.9% in 2018. Chinese steel use is projected to show nil growth in 2017 and decline by 2% in 2018.**
- Per capita finished steel consumption in 2016 is placed at 208 kg for world and 493 kg for China by World Steel Association.

Ardent Steel Limited

Company	Ardent Steel Limited ("ASL" or the "Company")
Date of Incorporation	April 30, 2007
Operations	Engaged in Manufacturing of Iron Ore Pellets (6,00,000 TPA)
Facility Location	Village Phuljhar, Keonjhar, Odisha

Shareholding Pattern		
Name of Shareholders	No. of Shares	Shareholding %
-Godawari Power & Ispat Limited	80,65,000	76.34%
-Sanjay Gupta & Family	25,00,000	23.66%
Total	1,05,65,000	100.00%

- ASL has been operating 0.6 MTPA pellet plant since FY10.
- Owing to fall in prices of Iron Ore Pellets, plant was shut down for almost 10 months from Dec'15 to Sep'16. However, prices for pellets started picking up since Oct'16 & thus the plant was re-started production.
- Presently the plant is operating at full capacity.
- The debt has also been restructured by the lenders for a long tenor in FY17.

Past Operational Performance						
Period	UOM	FY13-14	FY14-15	FY15-16	FY16-17	H117-18
Capacity	MT	600000	600000	600000	600000	300000* (Proportionate)
Production	MT	546630	282763	364287	300313	294303
CUF	%	91.11%	47.13%	60.71%	50.05%	98.10%
Sales	MT	514736	290995	406361	298033	286057
Av Rea	per ton	7349	6562	3914	4932	4543

Godawari Green Energy Limited

Company	Godawari Green Energy Limited		
Date of Incorporation	July 16, 2009		
Operations	Engaged in generation of power through Solar Thermal Mode		
Facility Location	Village Naukh, Jaisalmer, Rajasthan		
Shareholding Pattern			
Name of Shareholders		No. of Shares	Shareholding %
-Godawari Power & Ispat Limited		1,78,46,300	76.12%
-Shiv-Vani Energy Limited		56,00,000	23.88%
Total		2,34,46,300	100.00%

- GGEL has been set up to implement project awarded under Jawaharlal Nehru National Solar Mission, Phase I of Govt. of India.
- GGEL is the first plant to be commissioned in India & is operational since FY14. The take-off arrangement is under fixed price PPA with NTPC Vidyut Vyapar Nigam (NVVN), a subsidiary of NTPC, for 25 years at 12.20 per unit of power supplied.
- The project debt is recently structured under 5-25 scheme for infrastructure project thereby giving a comfortable repayment tenor of 15 years.

Past Operational Performance						
Period	UOM	FY13-14	FY14-15	FY15-16	FY16-17	H117-18
Capacity	MW	50	50	50	50	50
Generation	million units	38.14	98.78	97.47	102.58	48.62
CUF	%	17.47 %	22.55%	22.19 %	23.42 %	22.19 %
Auxiliary	%	15.03 %	12.70%	11.38 %	11.16 %	11.74 %
Sales	million units	32.42	86.23	86.37	91.13	42.92

CSR Initiatives

■ CSR Overview

- At GPIL, we believe in the philosophy of "Serving Society through Industry" and we continue to ensure effective corporate social responsibility (CSR) in every moment of life in harmony with nature to create value for ourselves, our stakeholders and the society.
- We are committed to:
 - Enhance health and education awareness
 - Conduct affairs of our Company in a socially acceptable manner.
 - Understand, support and develop the communities and the cultures within which we operate and work.
 - Protect the environment and ensure safety of the people connected with the Company and the surroundings.
 - Enhance the value of the company through sustainable growth.
 - In consonance with the spirit of above commitments, following CSR activities have been undertaken by GPIL.



■ EMS Overview

- Godawari Power & Ispat Ltd. is committed to playing an active and constructive role in addressing climate change, both by reducing its own carbon footprint and by creating awareness amongst the employees. The baseline environmental quality is assessed through field studies within the study area for various components of environment, viz. Air, Noise, Water, Land and Socio-economic. Right from beginning, great prominence has been laid at GPIL on maintaining ecological balance and environmental preservation so as to provide green, healthy and pollution free environment. Use of advanced and highly efficient Pollution Control equipments helps us to maintain emission levels much below the norms specified by State Pollution Control Board. Assess all the plant activity and determine its impact on environment.
- Conserving natural resources.
- “ZERO WATER DISCHARGE” through utilization of waste water.
- Rain water harvesting is adopted by constructing recharge wells/trenches/pit at various locations of the plant premises for conservation of water resources.
- Air cooling system is practiced in power plant thereby conserving water resources.



Key Achievements of GPIL at a Glance

- ❖ Iron Ore Mines achieved all time highest production of 1175091 mt in 2016-17 .
- ❖ Pellet division achieved its ever highest production of 1580850 mt in 15-16.
- ❖ Sponge Iron division achieved its ever highest production of 491652 mt in 15-16.
- ❖ Power division achieved its ever highest Generation of 47.42Cr (Kwh) in 15-16.
- ❖ Steel division achieved its ever highest production of 227581 mt in 15-16.
- ❖ TMT +Wire divisions achieved ever highest production of 125289 mt in 16-17.
- ❖ HB division achieved its ever highest production of 73546 mt in 13-14.
- ❖ Ferro Alloys division achieved its ever highest production of 13700 mt in 15-16.
- ❖ Highest campaign life of Sponge Iron Kiln is 300 days.
- ❖ Stores Inventory reduction by Rs. 20 Cr from Rs. 85Cr to Rs. 65 Cr in 16-17.
- ❖ Across the plant aggressive variable and fixed cost reduction

Road ahead for GPIL...

- ❖ **Ensure 100% capacity utilization of all production units**
- ❖ ***To maximise operational efficiency w.r.t consumptions and availability***
- ❖ ***To further explore the areas of fixed cost reduction as a part of continual improvement journey.***
- ❖ ***To focus on inventory reduction.***
- ❖ ***To build GPIL a system driven organization.***
- ❖ ***To build a most competitive and efficient plant in its profile of operations.***
- ❖ ***To focus on debt reduction for healthy balance sheet.***



THANK YOU