



**GODAWARI** POWER & ISPAT LTD

**Q4 FY2018**  
**Investor/Analyst Presentation**

02-05-2018

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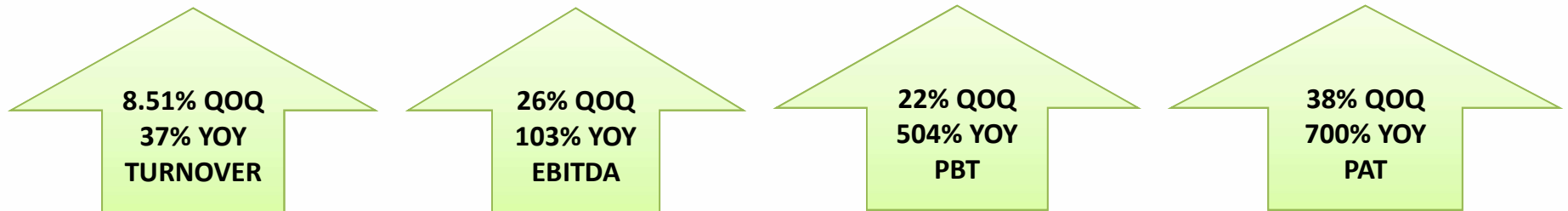
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# Key Financial Achievements

Standalone quarter ended March 2018 – GPIL



- Increase in Turnover QOQ **8.51%** YOY **37%**
- Increase in EBITDA QOQ **26%** YOY **103%**
- Increase in PBT QOQ **22%** YOY **504%**
- Increase in PAT QOQ **38%** YOY **700%**
- Highest Ever Quarterly EBITDA of **Rs.157 Cr** in Q4FY18
- Highest Ever Quarterly PAT of **Rs. 88.40 Cr** in Q4FY18
- Turn around from Loss after Tax of **Rs. 77.43 Cr** in FY17 to PAT of **Rs. 181.95 Cr** in FY18 (increase by **335%**)
- **Ever Highest Quarterly and Annual Turnover, PAT, PBT and EBITDA**

# Key Operational Highlights

Standalone quarter ended March 2018– GPIL

- Iron Ore mining increased by **10500 MT (3% up)** on QOQ Basis and **27082 MT (7% up)** on YOY Basis
- Highest ever quarterly and annual production of Iron Ore Pellet of **4.87 Lakh MT and 18.41 Lakh MT** respectively
- Increase in Sponge Iron Production by **15%** on QOQ Basis and **6%** on YOY Basis
- Increase in Steel Billets Production by **18%** on QOQ Basis
- Increase in Silico Manganese Production by **6%** on QOQ Basis and **17%** on YOY Basis
- YOY Production of Iron Ore Pellet increased by **9%**
- YOY Production of HB Wire increased by **20%**

Highest Ever Annual Production of:

- Captive Iron Ore
- Iron Ore Pellets
- Power Generation
- Silico Manganese
- Rolled Products & Wire



## GPIL Stand-alone Quarterly production at-a-glance

Sr. No.	Description of Goods	M.T./ KWH	For the Quarter ended		
			Q4FY18	Q3FY18	Q4FY17
1	Iron Ore Mining	M.T.s	4,30,173	4,19,673	4,03,092
2	Iron Ore Pellet	M.T.s	4,87,450	4,62,900	4,47,150
3	Sponge Iron	M.T.s	1,19,629	1,04,386	1,12,623
4	Steel Billets	M.T.s	53,089	44,872	61,559
5	M.S. Round/ TMT Bar	M.T.s	36,432	39,595	35,403
6	H.B. Wire	M.T.s	28,040	32,006	24,454
7	Silico Manganese	M.T.s	3,646	3,424	3,115
8	Power Generation	Units (Cr)	12.63	11.74	12.92

## GPIL Stand-alone Annual production at-a-glance

Sr. No.	Description of Goods	M.T./ KWH	For the Year	
			FY 2017-18	FY 2016-17
1	Iron Ore Mining	M.T.s	15,79,693	11,75,090
2	Iron Ore Pellet	M.T.s	18,41,050	14,95,100
3	Sponge Iron	M.T.s	4,39,139	4,34,538
4	Steel Billets	M.T.s	1,97,596	2,04,162
5	M.S. Round/ TMT Bar	M.T.s	1,42,101	1,09,984
6	H.B. Wire	M.T.s	1,16,555	1,01,101
7	Silico Manganese	M.T.s	13,772	13,136
8	Power Generation	Units (Cr)	48.35	46.15

# GPII Stand-alone Quarterly Sales Volume

Sr. No.	Description of Goods	M.T./ KWH	For the Quarter ended		
			Q4FY18	Q3FY18	Q4FY17
1	Iron Ore Pellet	M.T.s	2,80,636	3,38,755	3,29,302
2	Sponge Iron	M.T.s	60,382	62,263	42,610
3	Steel Billets	M.T.s	22,534	16,521	23,516
4	M.S. Round/ TMT Bar	M.T.s	19,907	18,634	26,632
5	H.B. Wire	M.T.s	27,173	34,635	23,580
6	Silico Manganese	M.T.s	2,850	2,835	2,611
7	Power Generation	Units (Cr)	0.39	0.40	0.44



# GPII Stand-alone Trend of Sales Realisation

SALES REALISATION (PER MT (RS)) COMPARISION				
Sr. No.	Description of Goods	For the Quarter ended		
		Q4FY18	Q3FY18	Q4FY17
1	Iron ore Pellet	6,207	5,306	4,596
2	Sponge Iron	19,768	16,435	14,953
3	Steel Billets	31,580	26,791	24,349
4	M.S. Round / TMT Bar	36,835	31,170	28,180
5	H.B. Wire	38,590	33,065	29,951
6	Silico Manganese	68,985	63,913	58,525

- QOQ realisation of Iron Ore Pellet increased by **17%**
- QOQ realisation of Sponge Iron increased by **20%**
- YOY realisation of Iron Ore Pellet increased by **35%**
- YOY realisation of Sponge Iron increased by **32%**

# Godawari Power and Ispat Limited

## Consolidated Results

Rs.'Cr

Particulars	Audited Q4FY18	Unaudited Q3FY18	Unaudited Q4FY17	Audited FY18	Audited FY17
Net Sales	742.93	672.08	631.37	2,588.84	1,994.08
Total Expenses	535.52	503.37	529.29	1,991.94	1,703.41
Other Income	3.94	0.55	3.05	8.66	15.40
<b>EBITDA</b>	<b>211.34</b>	<b>169.26</b>	<b>105.13</b>	<b>605.56</b>	<b>306.07</b>
Depreciation	32.52	32.83	30.92	131.80	120.09
Finance Costs	66.17	65.09	54.14	263.31	259.15
<b>PBT</b>	<b>112.65</b>	<b>71.34</b>	<b>20.07</b>	<b>210.45</b>	<b>-73.17</b>
Exceptional Items	-19.22	-0.10	-	-5.52	-
Tax	-9.36	-2.45	2.87	-6.36	0.72
<b>PAT</b>	<b>102.80</b>	<b>73.69</b>	<b>17.20</b>	<b>211.29</b>	<b>-73.89</b>
<b>Key Financial Indicators</b>					
EBITDA Margin (%)	28.45%	25.18%	16.65%	23.39%	15.35%
PAT Margin (%)	13.84%	10.96%	2.72%	8.16%	-ve
EPS	29.54	21.11	4.80	58.92	-22.51



# Godawari Power and Ispat Limited

## Standalone Results

Rs.'Cr

Particulars	Audited Q4FY18	Unaudited Q3FY18	Audited Q4FY17	Audited FY18	Audited FY17
Net Sales	622.52	573.71	511.96	2,184.61	1,735.66
Total Expenses	469.51	449.40	437.23	1,752.34	1,572.51
Other Income	3.84	0.42	2.54	8.21	13.74
<b>EBITDA</b>	<b>156.85</b>	<b>124.73</b>	<b>77.27</b>	<b>440.48</b>	<b>176.89</b>
Depreciation	21.89	22.31	19.42	89.49	78.18
Finance Costs	46.65	45.68	46.41	184.81	176.70
<b>PBT</b>	<b>88.31</b>	<b>56.74</b>	<b>11.44</b>	<b>166.18</b>	<b>-77.99</b>
Exceptional Items	-19.22	-0.10	-	-5.52	-
Tax	-19.30	-7.58	0.37	-21.28	-0.57
<b>PAT</b>	<b>88.39</b>	<b>64.22</b>	<b>11.07</b>	<b>181.95</b>	<b>-77.43</b>
<b>Key Financial Indicators</b>					
EBITDA Margin (%)	25.20%	21.74%	15.09%	20.16%	10.19%
PAT Margin (%)	14.20%	11.19%	2.16%	8.33%	-ve
<b>EPS</b>	<b>25.09</b>	<b>18.23</b>	<b>3.14</b>	<b>51.64</b>	<b>-23.64</b>



# Ardent Steels Limited

## Standalone Results

Rs.'Cr

Particulars	Audited Q4FY18	Unaudited Q3FY18	Audited Q4FY17	Audited FY18	Audited FY17
Net Sales	96.1	72.46	93.88	298.86	147.05
Total Expenses	63.44	49.48	76.02	222.87	119.56
Other Income	0.12	0.12	0.18	0.43	0.48
<b>EBITDA</b>	<b>32.78</b>	<b>23.10</b>	<b>18.04</b>	<b>76.42</b>	<b>27.97</b>
Depreciation	2.58	2.84	3.29	11.22	11.14
Finance Costs	6.21	5.42	7.05	22.25	21.61
<b>PBT</b>	<b>23.99</b>	<b>14.84</b>	<b>7.70</b>	<b>42.95</b>	<b>-4.78</b>
Tax	10.2	5.05	2.09	14.77	-1.55
<b>PAT</b>	<b>13.79</b>	<b>9.79</b>	<b>5.61</b>	<b>28.18</b>	<b>-3.23</b>
<b>Key Financial Indicators</b>					
EBITDA Margin (%)	34.11%	31.88%	19.22%	25.57%	19.02%
PAT Margin (%)	14.35%	13.51%	5.98%	9.43%	-ve
<b>EBITDA Per Ton</b>	<b>1,867</b>	<b>1,880</b>	<b>1,020</b>	<b>1,308</b>	<b>938</b>
Production Volume	1,45,397	1,45,282	1,51,154	5,84,982	3,00,313
Sales Volume (Export)	66,680	1,22,862	1,76,893	4,06,715	2,97,271
Sales Volume (Domestic)	1,08,860	-	-	1,77,744	762



# Godawari Green Energy Limited

## Standalone Results

Rs. 'Cr

Particulars	Audited Q4FY18	Unaudited Q3FY18	Audited Q4FY17	Audited FY18	Audited FY17
Net Sales	27.04	25.91	25.51	105.36*	111.35
Total Expenses	5.39	4.47	3.04	16.70	11.02
Other Income	0.26	0.30	1.15	1.20	2.19
<b>EBITDA</b>	<b>21.91</b>	<b>21.75</b>	<b>23.63</b>	<b>89.86</b>	<b>102.52</b>
Depreciation	8.04	7.68	8.21	31.08	30.76
Finance Costs	14.16	13.99	15.09	58.01	62.44
<b>PBT</b>	<b>-0.29</b>	<b>0.08</b>	<b>0.33</b>	<b>0.77</b>	<b>9.32</b>
Tax	-0.24	0.06	2.11	0.15	2.84
<b>PAT</b>	<b>-0.05</b>	<b>0.02</b>	<b>-1.78</b>	<b>0.62</b>	<b>6.48</b>
<b>Key Financial Indicators</b>					
EBITDA Margin (%)	81.03%	83.94%	92.63%	85.29%	92.07%
PAT Margin (%)	-ve	0.08%	-ve	0.58%	5.82%
Power Generation (Units'Cr)	2.42	2.37	2.33	9.65	10.26
Power Export (Units'Cr)	2.17	2.12	2.08	8.59	9.12

\*Decrease due to Grid Failure during May 2017

# GPIL - Overview

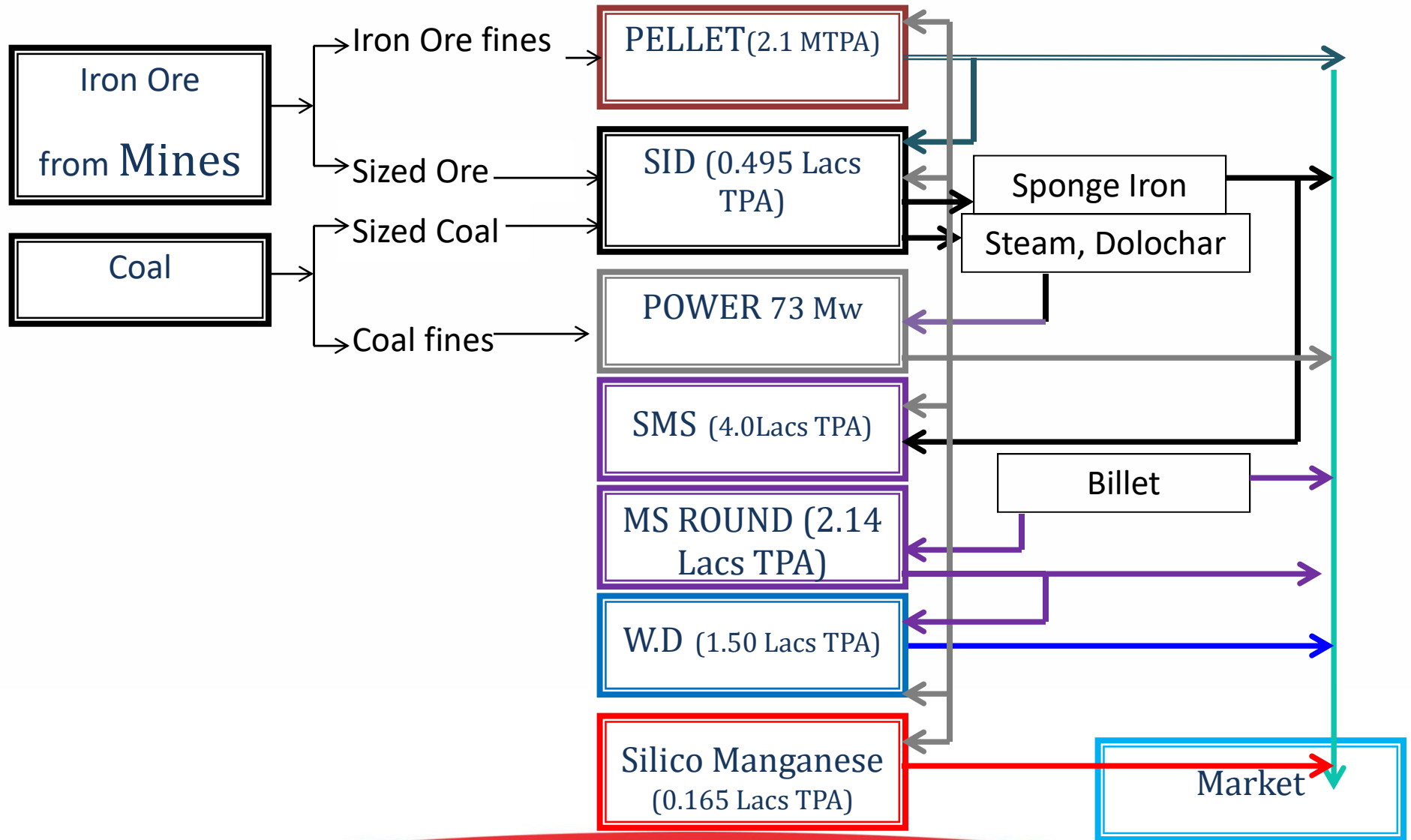
Company	Godawari Power & Ispat Limited
Date of Incorporation	September 21, 1999
Constitution	Public Limited Company
Listing	Listed on National Stock Exchange (NSE) and Bombay Stock Exchange (BSE)
Existing Operations	Engaged in captive mining of iron ore and manufacturing and selling of iron ore pellets, 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



# **Production 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>21,00,000</b>
<b>2</b>	<b>Pellet - ASL</b>	<b>6,00,000</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>Silico Manganese</b>	<b>16,500</b>
<b>8</b>	<b>MS Round – RR Ispat</b>	<b>2,14,000</b>
<b>9</b>	<b>H.B. Wire</b>	<b>1,50,000</b>

# PROCESS FLOW - GPIL





# 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

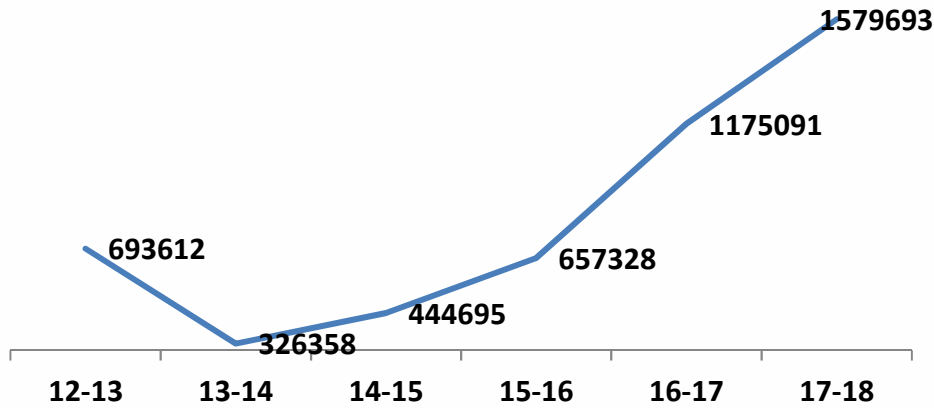
A tie up of additional 25 MW under group captive arrangement is expected to start during Q1FY19

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

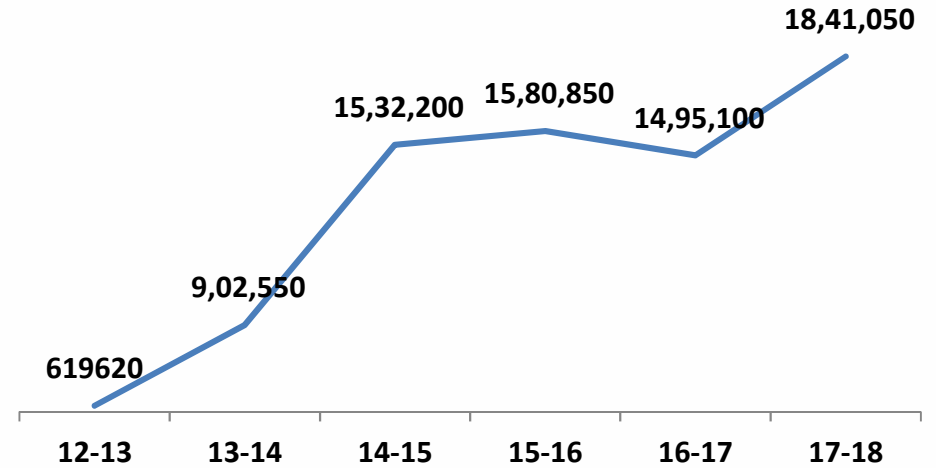
Captive Railway Siding at “Mandhar” near by manufacturing facility at “Siltara” leading to reduction in material procurement cost and is also expected to generate additional revenue.

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

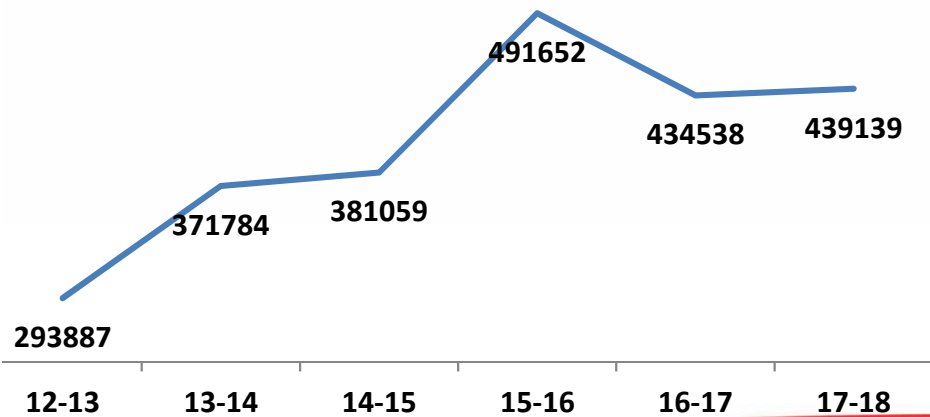
Trend of Iron ore Mining (mt)



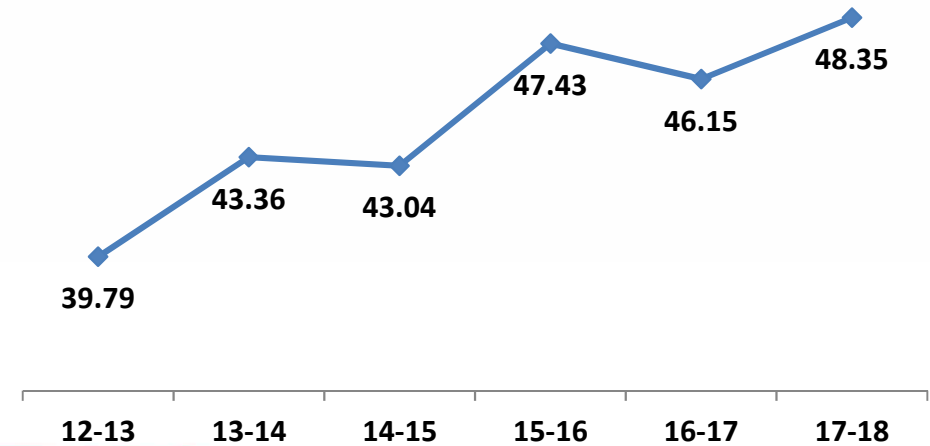
Trend of Pellet Production (mt)



Trend of Sponge Iron Production (mt)

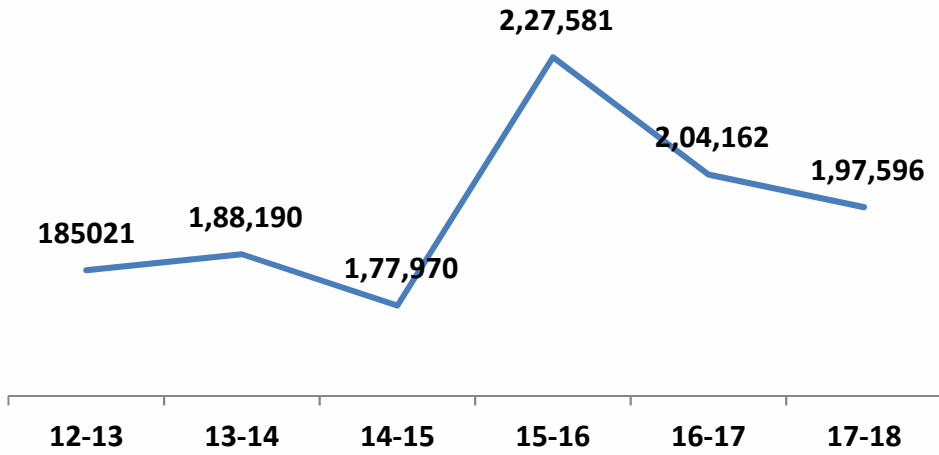


Trend of Power Generation (Kwh in Cr)

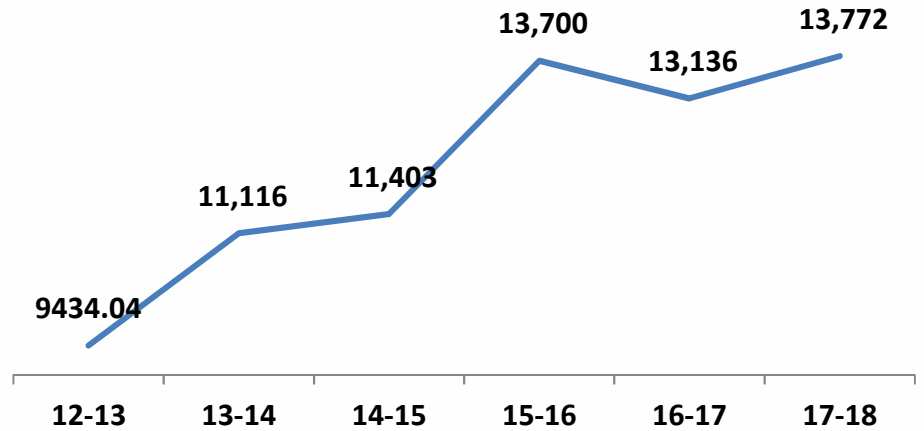


# GPII Standalone – Past Operational Performance at a Glance...

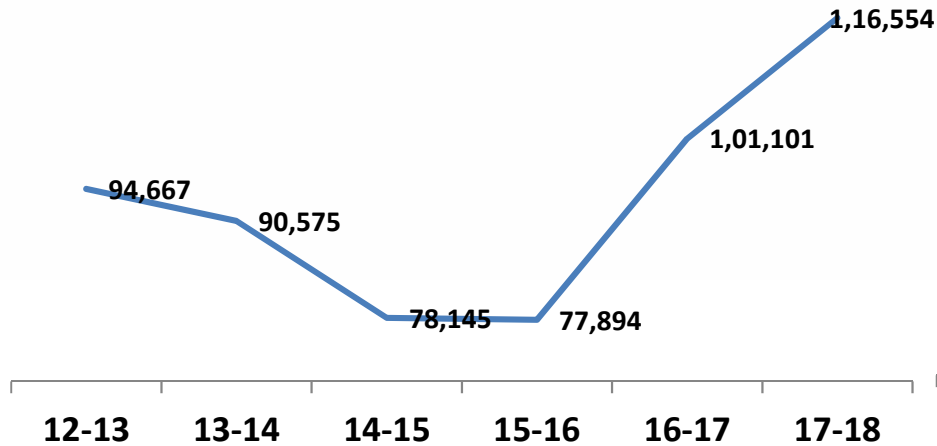
Trend of Steel Production (mt)



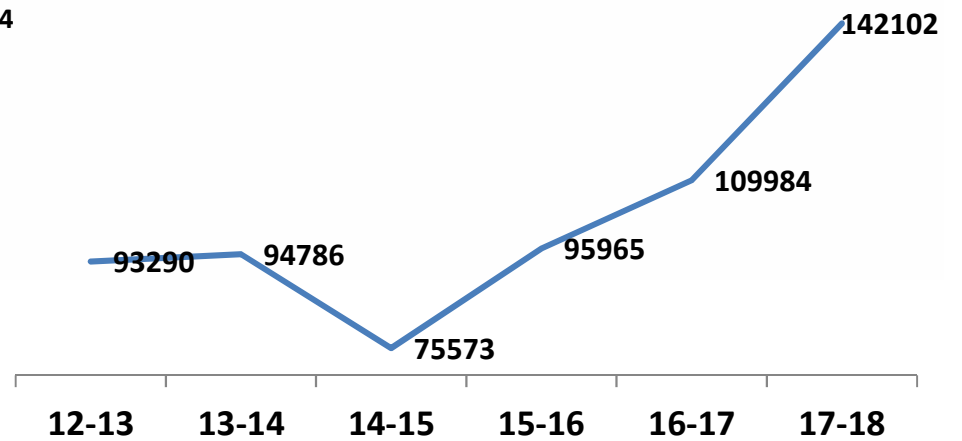
Silico Manganese (MT)



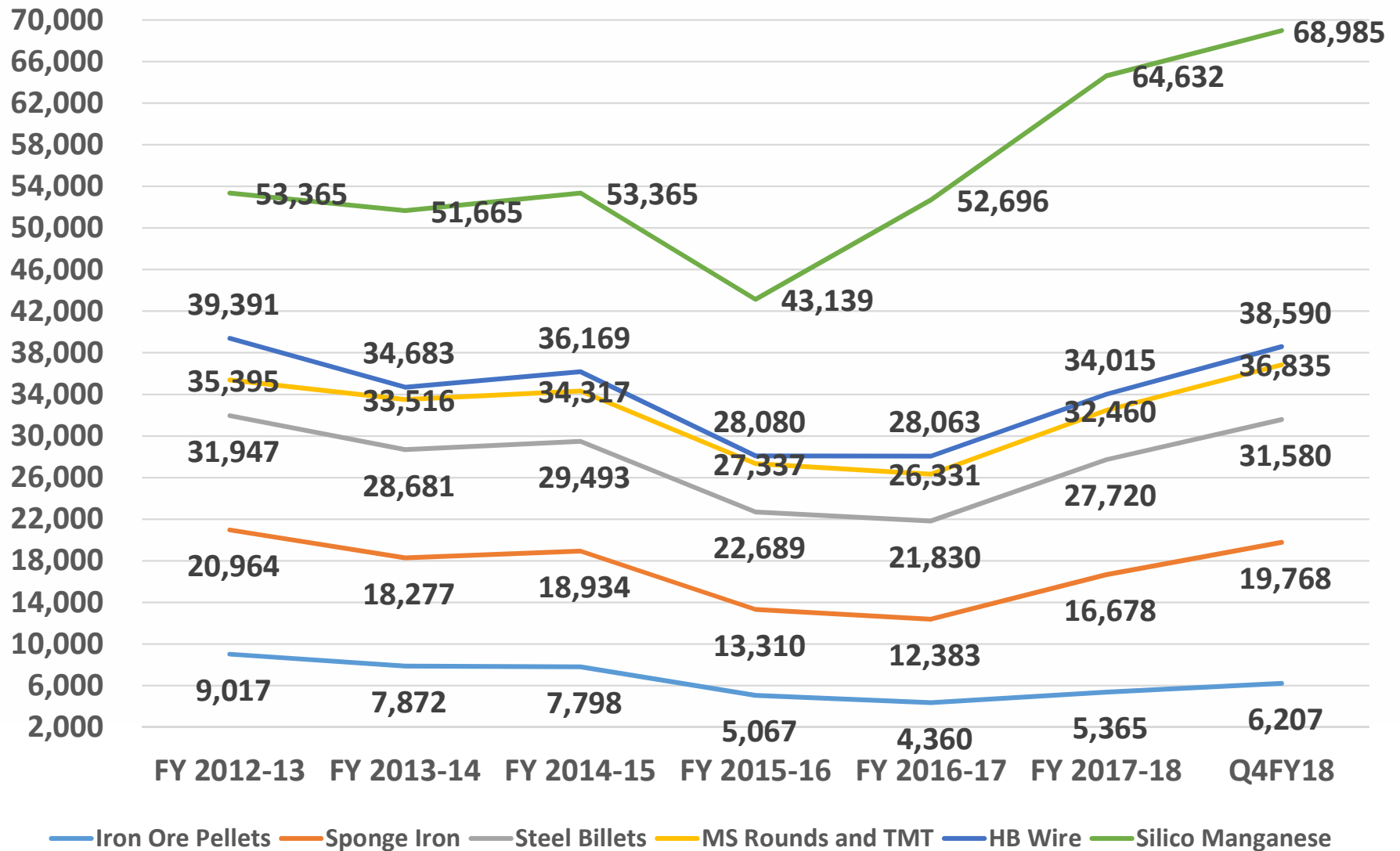
Trend of Wire Production (GPII+RR)



Trend of TMT+Wire Rod production (mt)



# PAST SALES REALISATION



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

Rs.'Cr

FY Ended March 31,	2017-18	2016-17	2015-16	2014-15	2013-14
Net Sales	2,588.84	1,804.41	1,979.73	2,394.97	2,118.05
Other Income	8.66	15.30	18.90	60.21	15.55
Total Expenses	1,991.94	1,513.66	1,762.60	2,036.77	1,770.81
<b>EBITDA</b>	<b>605.56</b>	<b>306.06</b>	<b>236.03</b>	<b>418.41</b>	<b>362.79</b>
Depreciation	131.80	120.09	126.49	118.18	105.49
Finance Costs	263.31	259.15	252.00	223.65	165.01
<b>PBT</b>	<b>210.45</b>	<b>-73.17</b>	<b>-142.47</b>	<b>76.58</b>	<b>92.29</b>
Exceptional Items	-5.52	-	-	-	-
Share of Profit	3.40	0.27	-4.51	-4.52	-12.13
Tax	-6.36	0.72	-47.13	5.87	22.32
<b>PAT</b>	<b>214.69</b>	<b>-73.62</b>	<b>-99.85</b>	<b>66.19</b>	<b>57.84</b>
<b>Key Financial Indicators</b>					
<b>EBITDA Margin (%)</b>	<b>23%</b>	<b>17%</b>	<b>12%</b>	<b>17%</b>	<b>17%</b>
<b>PAT Margin (%)</b>	<b>8%</b>	<b>-ve</b>	<b>-ve</b>	<b>3%</b>	<b>3%</b>



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

Rs. 'Cr

FY Ended March 31,	2017-18	2016-17	2015-16	2014-15	2013-14
Net Sales	2,184.61	1,546.02	1,538.89	1,935.05	1,540.92
Other Income	8.21	13.74	12.27	16.49	24.49
Total Expenses	1,752.34	1,382.88	1,389.50	1,671.72	1,329.01
<b>EBITDA</b>	<b>440.48</b>	<b>176.88</b>	<b>161.66</b>	<b>279.82</b>	<b>236.40</b>
Depreciation	89.49	78.19	73.04	65.82	66.68
Finance Costs	184.81	176.70	163.17	144.88	114.51
<b>PBT</b>	<b>166.18</b>	<b>-78.01</b>	<b>-74.55</b>	<b>69.12</b>	<b>55.21</b>
Exceptional Items	-5.52	-	-	-	-
Tax	-21.28	-0.57	-26.37	7.01	-0.73
<b>PAT</b>	<b>181.95</b>	<b>-77.44</b>	<b>-48.18</b>	<b>62.11</b>	<b>55.94</b>
<b>Key Financial Indicators</b>					
<b>EBITDA Margin (%)</b>	<b>20%</b>	<b>11%</b>	<b>11%</b>	<b>14%</b>	<b>15%</b>
<b>PAT Margin (%)</b>	<b>8%</b>	<b>- Ve</b>	<b>- Ve</b>	<b>3%</b>	<b>4%</b>

**Thank You!**