

DELTA GLOBAL

Reimagining the Future with Diversified Growth



ANNUAL
R E P O R T



2022

Our Global Network



Our Presence

India - Singapore - Middle East



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About Delta Global Group

Delta Global Group is one of the largest importing and trading platform, primarily focused on coal from across the globe. The firm has managed to accrue a PAN India presence by creating a robust network of customers across the major states. Since inception in 2005, the company which began as a coal trader, has diversified into other commodities.

Over the years, following phenomenal success in the sector, the company further diversified by introducing a subset of companies that dealt with similar products. The parent firm became a global entity with over an Rs. **1200** crore turnover. The journey from a proprietorship firm to a major private firm in this space has been exciting and inspiring. Today, the firm has over **40** employees and is headquartered in Gujarat. The two firms under the parent Global Delta Group are

- **Delta Global Private Limited**
- **Delta Global Resources Private Limited**

Under the leadership of experienced & competent management, the passionate workforce continues to trudge forward in the right direction. The firm has been imbibing technological advancements, streamlining the supply chain and incorporating innovative ideas to deliver impactful results.

Vision



Build a connected Global Commodity Supply Chain which creates positive impact and benefits lives around us.



Our Products

Steam Coal



- High GCV
- Medium GCV
- Low GCV

Coking Coal



- Low Vol
- High Vol
- Mid Vol
- Semi Soft
- PCI

Recycled Steel




Petroleum & Petrochemicals



Metals & Minerals



Agro Commodities & Products



Fertilizers & Chemicals

From The Director's Desk

Shri Anurag Goel

Director

Dear Stakeholders,

The company witnessed formidable headwinds due to the volatility of post-covid and war-prone global scenarios. It added to pricing risk, supply chain discrepancy and other operational hassles. However, owing to years of experience, solid manpower resources and the vision of sustained growth, the firm managed to steer forward successfully. The firm continues to envision a bright future for itself with the help of a well-planned, and executed business strategy with the support of our stakeholders.

Shri Piyush Goel

Director

Our firm has always believed in creating future-ready business strategies that de-risk our brand of market volatility. We continue to pivot, adapt and adjust basis current market trends. We can execute these strategies by relying on the core foundational pillar of a dedicated team, optimised processes and risk mitigation plans.

With our growing subsidiaries, products and team, we manage to navigate this journey. With newfound energy and an efficient team in place, we have expanded our customer base in all major ports across the country. This strategy shall ensure the organisation's short-term and long-term revenue assurance.

Markets - Opportunities - Geography

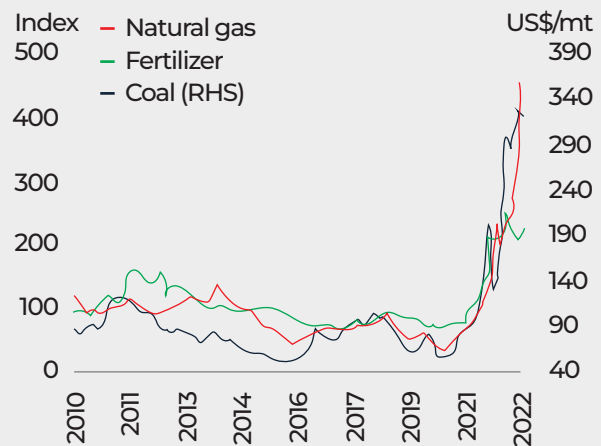
Markets

Indian economy is projected to grow between **6.5 to 7.5%** in spite of global challenges. Indian imports will reach USD **745.8** billion in 2022-23 which is 21.6% higher than past year. The rise will be driven by a robust 53.5% rise in POL import bill to USD **248.8** billion. Non-POL imports too are expected to rise, but at a relatively slower pace of 10.2% to USD **497** billion.

Opportunities

Imports of chemicals including fertilisers are expected to grow by **13.5 %** and that of engineering goods by 5.8%. Imports of coal, coke & briquettes are expected to jump by 59 per cent due to a shortfall in domestic supplies to thermal power stations.

Coal, natural gas and fertilizer prices



Geography

Delta Global is strategically located in Ahmedabad, Gujarat which is one of the most Industrialised States in the Country. With access to excellent ports and infrastructure Gujarat is home to some of the leading Industrial houses in the Country today.

GIFT (Gujarat International Finance Tec-City) is one of the fastest growing Trade Finance hubs which shall bring Global Financial facilities to India replacing the need to operate in some of the financial hubs including Singapore, Dubai etc. Delta Global is establishing its presence in GIFT city.



Overcoming Challenges

Understanding the intricacies of a complex & volatile commodity market and successfully navigating the firm through it is no small feat. The firm has been exposed to the volatility of the global business market; add to that, the unstable nature of commodity trade makes the journey challenging.

Volatile Market

The constant fluctuation in the coal industry can be attributed to the demand-supply gap. Governments and industries across the globe are switching to cleaner energy sources. In addition to the challenges of using these natural resources, a large part of the world still continues to depend on coal for electricity and other major utilities. Sudden growth in electricity demand, unpredictable forecasting and logistics hassle continues to add to the risk associated with commodity trade.

Improving Supply chain

An emphasis on improving operational processes has been the most critical link to a successful year. Since the price volatility is beyond our control, the firm managed to take accountability and bring reforms in how we supply to our clients. Timely delivery, on-point forecasting and adding predictability in this business have been a catalyst in attributing to our success. Improved supply chain increases productivity, ensuring better resource utilisation and builds efficiency.

Cargo Management

Understanding and implementing effective cargo management is crucial for a business that depends heavily on logistics. As a result, the firm has tried to maximise cargo loading capacity and ensure stringent policies are in place to ensure best practices are followed.

Other measures

Include using the firm's own financial resources to bootstrap the firm forward instead of having dependency and obligations to external institutions. While some percentage continues to come from external financial institutions, a large part comes internally, thus adding to the indirect profitability.

Exploring Diversified Growth at Delta

Growth; is an idea of endless possibility, a sign of maturity and exploration of true potential.

At Delta Global Group, emphasis on growth has been of paramount importance. Especially growth beyond just numbers, but also in the business ethos, performance and impact deliverance.

Mission



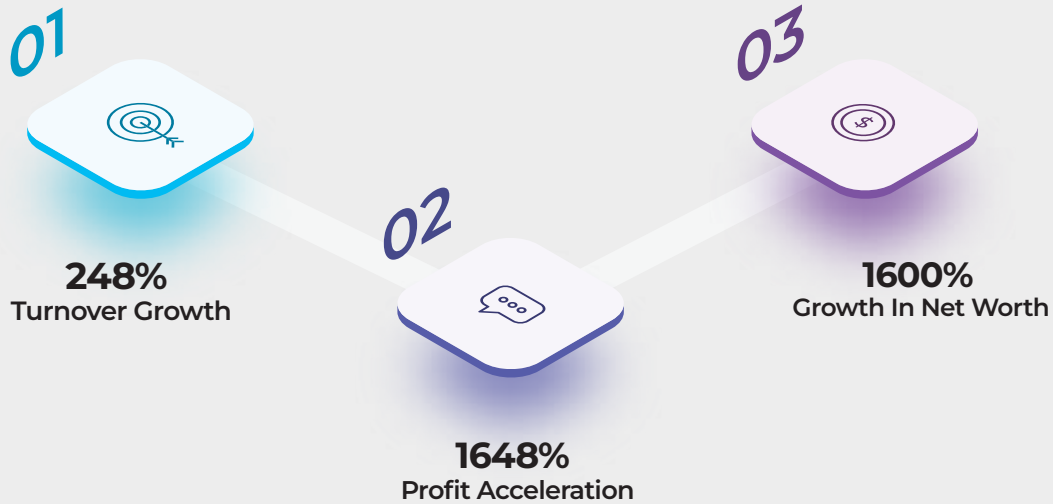
Catering to the growing needs of commodity requirements of our customers from global markets, which is delivered on time, sustainable and efficient.

The conscious decision to branch out into self-sustainable units that allows core and collateral businesses to thrive has had a solid impact on this year's performance. In addition, our organization has spearheaded the commodity trade sector by ensuring a holistic growth approach across functions.



Transformative Milestones

Key Financial Milestones (In a Four-Year Time Span)



Key Company Growth Milestones



Increased Trust By
Financial Institutions



Large Portion Of Investments
From Internal Sources



Diversification And Exploring
New Business Units

Milestones That Matter

600+

Customers Successfully Served

Over 7M Mt

Commodity Supplied

40+ Passionate Employees

That Drive Delta Forward

Our Partners and Customers



Our Partners and Customers



Leading With Innovation



Digital Innovation has been a game-changer for Delta Global Group. It has been critical in bringing about transformative change in the organization. From improved efficiency, enhanced productivity and better automation, the firm has benefitted immensely through digital innovation. In order to move forward, we continue undertaking digital adoption strategies.

Important Milestones in Digital Transformation Include

- *Cloud ERP Implementation – This included a step-wise transitioning process in adopting new technology, training the team, and minimizing manual errors.*
- *Conversational AI – Delta Group is adopting new AI-driven systems that simplifies price discovery for new and existing clients.*

This allows for a notable holistic improvement in supply chain management, finance handling and internal operations.

Delta group believes that '-Time' is the most critical asset, and digital transformation allows for optimal use of time, with higher productivity and better insights to business.

CSR Activities

At Delta Global group, giving back to the community is a big part of our culture. We are passionate about creating opportunities that can help young adults envision a bright future. Supporting child education initiatives is a big part of our CSR activity. We take incremental steps each year to ensure primary education is prioritized.



Financial Overview

In A Nutshell

Delta Global Private Limited Balance Sheet (Past 5 Years in Rs lacs)

| As on 31st March | 2018 | 2019 | 2020 | 2021 | 2022 |
|--|----------------|-----------------|-----------------|-----------------|-----------------|
| LIABILITIES | | | | | |
| EQUITY | 1 | 1 | 1 | 1 | 100 |
| RESERVES AND SURPLUS | 111.45 | 236.00 | 407.82 | 906.09 | 1687.84 |
| TOTAL NET WORTH | 112.45 | 237.00 | 408.82 | 907.09 | 1787.84 |
| LONG TERM LIABILITIES | 0.70 | 0.39 | 7.36 | 12.49 | 17.95 |
| LONG TERM BORROWINGS | 286.85 | 405.82 | 445.10 | 73.96 | 27.63 |
| UNSECURED LOANS | 1210.82 | 900.71 | 143.22 | 3411.34 | 2244.14 |
| SHORT TERM LIABILITIES AND PROVISIONS | 2207.25 | 12063.52 | 30863.75 | 10629.33 | 9790.35 |
| TOTAL LIABILITIES | 3818.07 | 13607.43 | 31868.26 | 15034.21 | 13867.91 |
| ASSETS | 22.68 | 126.50 | 777.64 | 759.81 | 816.33 |
| LONG TERM ASSETS | 546.29 | 703.48 | 158.87 | 155.91 | 827.71 |
| CURRENT ASSETS, LOANS AND ADV. | | | | | |
| INVENTORIES | 260.93 | 8489.17 | 22173.90 | 1950.98 | 2659.49 |
| RECEIVABLES | 2607.24 | 3510.17 | 7971.03 | 8582.25 | 6591.92 |
| LOANS AND ADVANCES | 380.92 | 778.12 | 786.81 | 3585.26 | 2972.45 |
| TOTAL | 3249.09 | 12777.45 | 30931.74 | 14118.50 | 12223.86 |
| CURRENT RATIO | 1.01 | 1.34 | 1.32 | 1.37 | 1.39 |
| DEBT EQUITY RATIO | 1.09 | 0.08 | 0.02 | 0.00 | 0.00 |
| DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Financial Overview In A Nutshell

Delta Global Private Limited Profit & Loss (Past 5 Years in Rs lacs)

| As on 31 st March | 2018 | 2019 | 2020 | 2021 | 2022 |
|--|----------|----------|----------|----------|----------|
| INCOME | 17836.26 | 64356.88 | 69986.57 | 73298.73 | 51581.03 |
| EXPENSES | 17633.25 | 64047.30 | 69449.92 | 72429.93 | 50072.16 |
| PBIT-PROFIT BEFORE INT. AND TAX | 203.01 | 309.59 | 536.65 | 868.80 | 1508.87 |
| DEPRECIATION | 2.68 | 3.95 | 24.32 | 28.27 | 33.54 |
| INTEREST | 141.16 | 133.17 | 282.53 | 174.13 | 290.12 |
| PBIT (PROFIT BEFORE TAX) | 59.18 | 172.46 | 229.79 | 666.40 | 1185.21 |
| TAXES | 18.33 | 47.91 | 57.97 | 168.13 | 304.46 |
| NP (NET PROFIT) | 40.85 | 124.55 | 171.82 | 498.27 | 880.76 |
| RATIOS | | | | | |
| PBIT TO SALES | 1.14% | 0.48% | 0.77% | 1.19% | 2.93% |
| PBT TO SALES | 0.33% | 0.27% | 0.33% | 0.91% | 2.30% |
| NP TO SALES | 0.23% | 0.19% | 0.25% | 0.68% | 1.71% |
| RM TO SALES | 97.71% | 92.08% | 92.89% | 92.95% | 88.31% |

Financial Overview

In A Nutshell

Delta Global Resources Private Limited Balance Sheet (Past 5 Years in Rs lacs)

| As on 31st March | 2018 | 2019 | 2020 | 2021 | 2022 |
|---------------------------------------|----------------|-----------------|-----------------|----------------|----------------|
| LIABILITIES | | | | | |
| EQUITY | 1 | 1 | 1 | 1 | 100 |
| RESERVES AND SURPLUS | 84.56 | 124.94 | 190.05 | 644.75 | 1280.60 |
| TOTAL NET WORTH | 85.56 | 125.94 | 191.05 | 1245.75 | 1380.60 |
| LONG TERM LIABILITIES | 0.00 | 0.00 | 8.06 | 13.66 | 19.04 |
| LONG TERM BORROWINGS | 362.79 | 445.51 | 415.39 | 6.75 | 11.50 |
| UNSECURED LOANS | 0.21 | 0.21 | 0.21 | 787.53 | 1566.65 |
| SHORT TERM LIABILITIES AND PROVISIONS | 6721.89 | 9991.94 | 25572.96 | 5443.28 | 5081.99 |
| TOTAL LIABILITIES | 7170.45 | 10563.60 | 26187.67 | 7496.98 | 8059.78 |
| ASSETS | | | | | |
| LONG TERM ASSETS | 422.91 | 614.60 | 1.64 | 326.34 | 2002.84 |
| CURRENT ASSETS, LOANS AND ADV. | | | | | |
| INVENTORIES | 4097.27 | 6512.51 | 16186.11 | 552.37 | 960.44 |
| RECEIVABLES | 1670.90 | 494.75 | 1595.77 | 2971.05 | 1726.89 |
| LOANS AND ADVANCES | 959.99 | 2924.83 | 7695.50 | 2952.21 | 2671.53 |
| TOTAL | 6728.16 | 9932.09 | 25477.38 | 6475.63 | 5358.86 |
| CURRENT RATIO | 1.00 | 0.99 | 1.00 | 1.19 | 1.05 |
| DEBT EQUITY RATIO | 4.24 | 3.54 | 2.17 | 0.01 | 0.01 |
| DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Financial Overview

In A Nutshell

Delta Global Resources Private Limited Profit & Loss (Past 5 Years in Rs lacs)

| As on 31 st March | 2018 | 2019 | 2020 | 2021 | 2022 |
|--|----------|----------|----------|----------|----------|
| INCOME | 33850.03 | 23793.14 | 20947.11 | 54982.96 | 36130.73 |
| EXPENSES | 33770.92 | 23735.78 | 20825.40 | 54289.38 | 34811.20 |
| PBIT-PROFIT BEFORE INT. AND TAX | 79.11 | 57.35 | 121.71 | 693.58 | 1319.53 |
| DEPRECIATION | 1.52 | 2.48 | 8.03 | 13.65 | 15.36 |
| INTEREST | 1.13 | 0.36 | 23.11 | 71.37 | 226.94 |
| PBIT (PROFIT BEFORE TAX) | 76.46 | 54.51 | 90.56 | 608.56 | 1077.22 |
| TAXES | 19.31 | 14.13 | 25.44 | 153.86 | 342.37 |
| NP (NET PROFIT) | 57.15 | 40.38 | 65.12 | 454.70 | 734.85 |
| RATIOS | | | | | |
| PBIT TO SALES | 0.23% | 0.24% | 0.58% | 1.26% | 3.65% |
| PBT TO SALES | 0.23% | 0.23% | 0.43% | 1.11% | 2.98% |
| NP TO SALES | 0.17% | 0.17% | 0.31% | 0.83% | 2.03% |
| RM TO SALES | 98.24% | 98.93% | 98.72% | 93.32% | 86.37% |

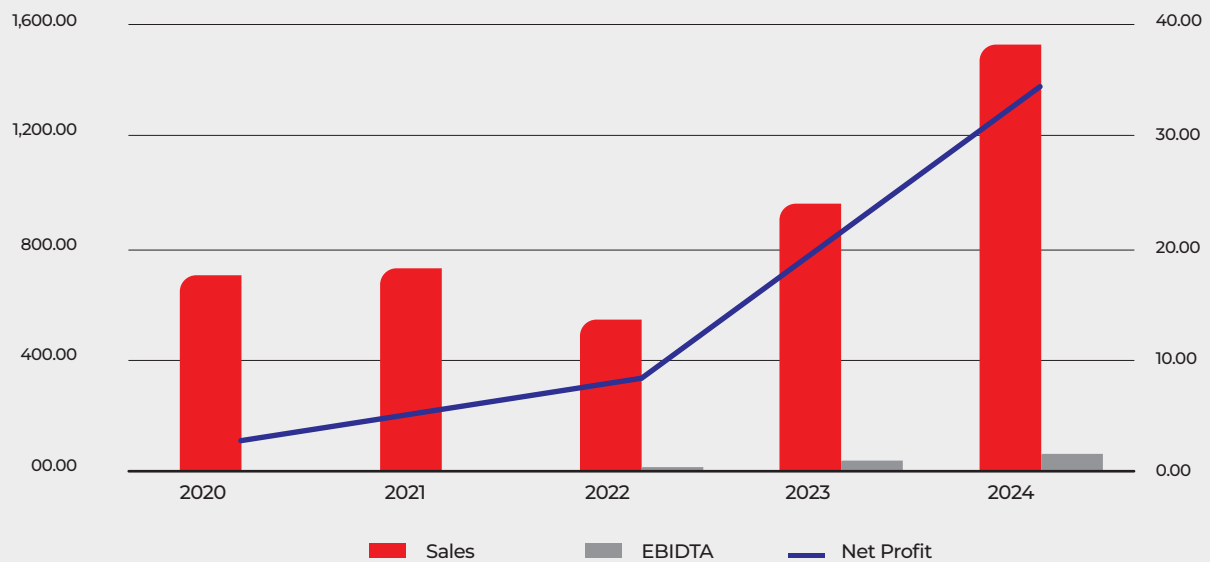
Financial Overview

Future Projections

Delta Global Private Limited

| As on 31st March | 2020 | 2021 | 2022 | 2023 | 2024 |
|------------------|--------|--------|--------|----------|----------|
| SALES | 698.36 | 726.83 | 513.19 | 1,017.57 | 1,526.35 |
| EBIDTA | 5.37 | 8.69 | 15.09 | 39.28 | 62.59 |
| NET PROFIT | 1.72 | 4.98 | 8.81 | 23.01 | 35.45 |

Projections of Key Values



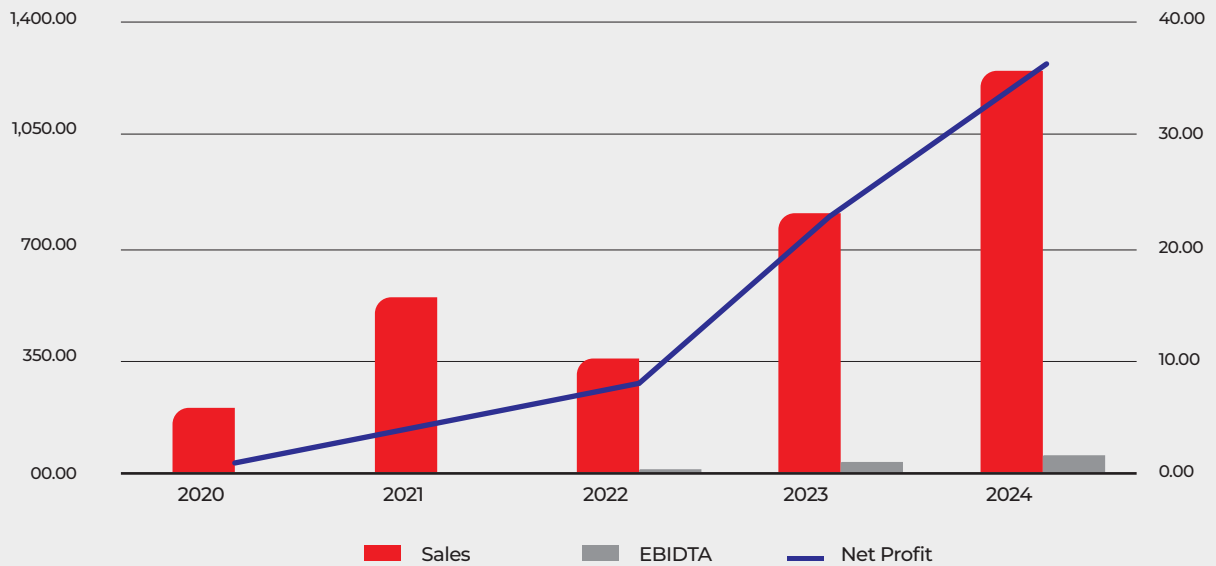
Financial Overview

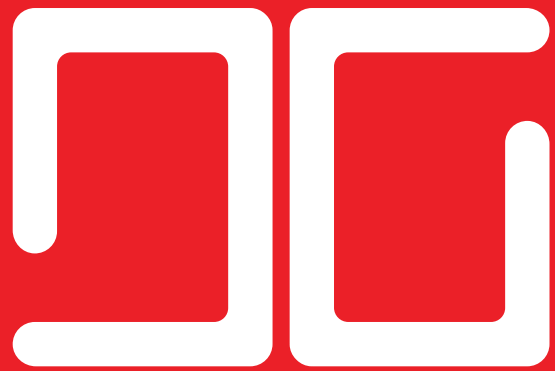
Future Projections

Delta Global Resources Private Limited

| As on 31st March | 2020 | 2021 | 2022 | 2023 | 2024 |
|------------------|--------|--------|--------|--------|----------|
| SALES | 209.47 | 549.83 | 361.31 | 809.61 | 1,253.92 |
| EBIDTA | 1.22 | 6.94 | 13.20 | 39.91 | 60.89 |
| NET PROFIT | 0.65 | 4.55 | 7.35 | 23.42 | 36.52 |

Projections of Key Values





DELTA GLOBAL