

OFFICIAL SENSITIVE – COMMERCIAL

CALL WITH SANJEEV GUPTA – GFG ALLIANCE  
BRIEFING FOR MINISTER FOR BUSINESS, TRADE, TOURISM AND ENTERPRISE

<b>Date/Time</b>	Monday 15 August, 2022, 08:00 to 8.30 am
<b>Where</b>	<b>Join on your computer or mobile app</b> <a href="#">Click here to join the meeting</a> [REDACTED]
<b>Why</b>	Following [REDACTED] Mr McKee and Mr Gupta agreed to meet to understand progress on GFG’s global finance restructuring
<b>Purpose</b>	<ol style="list-style-type: none"><li>i. Acknowledge GFG’s [REDACTED] payment of the guarantee fee and payments due bondholders;</li><li>ii. Note the [REDACTED];</li><li>iii. [REDACTED];</li><li>iv. Seek an update on GFG’s global restructuring and refinancing;</li><li>v. [REDACTED]</li><li>vi. Seek clarity on the impact of the withdrawal of UK Govt guarantees to Greensill for CLBILs lent to GFG entities by the British Business Bank.</li></ol>
<b>Attendees</b>	<b>SG</b> Ivan McKee, Minister for Business, Trade, Tourism and Enterprise [REDACTED], Manufacturing & Industries Division [REDACTED], Team Leader, Industrial Sectors and Projects [REDACTED], Senior Policy Officer, Industrial Sectors and Projects [REDACTED], Unit Head, Rapid Response Unit Catriona Matheson, Special Advisor [REDACTED] <b>GFG Alliance</b> Sanjeev Gupta, Executive Chairman, GFG Alliance Jeffrey (Jeff) Kabel, Chief Transformation Officer, GFG Alliance [REDACTED], Head of External Affairs, GFG Alliance [REDACTED]
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**POINTS TO RAISE**

**Key Points for SG**

- Further [REDACTED] While GFG [REDACTED]
- [REDACTED]
- We require an update on the [REDACTED].
- We would like Mr Gupta's views on the impact on GFG of the withdrawal of the UK Govt guarantees for CLBILs loans to GFG entities made by the British Business Bank.
- GFG may wish to discuss [REDACTED] if raised it is [REDACTED]

**Introductory remarks**

- I would like to acknowledge that GFG has continued to meet its guarantee fee payments to Scottish Government and likewise continued to meet the payments to the Bondholders under the Power Purchase Agreement.
- And I recognise that GFG has [REDACTED]

[REDACTED]

- [REDACTED]
- [REDACTED]  
[REDACTED]

**Restructuring and Refinancing**

- You and Jeff told me previously that GFG was [REDACTED] I understand there have [REDACTED] in [REDACTED] and would like to understand their nature in respect of concluding refinancing.
- How are market trends affecting Group financial performance and is this impacting on your refinancing (e.g. steel prices have fallen back while energy prices remain high)?

**Activity in the UK**

- In June the English courts allowed Citibank to proceed with winding up orders against three GFG companies in the UK. I would welcome an update on the position and prospects for reaching a long-term solution [REDACTED].
- I note the withdrawal of the British Business Bank underwriting of the Greensill loans provided under the Coronavirus support package. [REDACTED]
- I would appreciate an update on [REDACTED].

ANNEX B

**SCOTTISH GOVERNMENT NOTE OF ONLINE MEETING BETWEEN IVAN MCKEE AND SANJEEV GUPTA – GFG ALLIANCE  
29 MARCH 2022, 07:00-07:30, MICROSOFT TEAMS**

**Attendees:**

Ivan McKee, Minister for Business, Trade, Tourism and Enterprise  
[REDACTED], Deputy Director, Manufacturing and Industries Division  
[REDACTED], Team Leader, Industrial Sectors and Projects

Sanjeev Gupta, Executive Chairman, GFG Alliance  
Jeffrey Kabel, Chief Transformation Officer, LIBERTY Steel Group  
[REDACTED]

**Summary of points made in discussion:**

*Introductory remarks*

Mr McKee welcomed Mr Gupta noting recent correspondence in [REDACTED] at the Longstop Date of 31 March.

Mr Gupta outlined the journey that GFG has been on since the unforeseen collapse of Greensill in 2021. GFG has been tackling the consequences for the past year and has made significant progress with [REDACTED].

Mr Gupta reiterated his commitment to the Lochaber project noting that it fits GFG's overall strategy. [REDACTED]

[REDACTED]

In respect of the progress of GFG's global refinancing, Mr McKee noted the [REDACTED]

Mr Gupta stated that there are [REDACTED]

[REDACTED]

Mr Gupta emphasised GFG's desire to continue progress on delivery of the billet plant through further [REDACTED]

[REDACTED]

Mr Gupta invited Mr Kabel to outline the current progress with development onsite at Fort William. Mr Kabel noted that local management was about to award its [REDACTED] and is moving ahead as planned with that stage of the project. He also noted the improved running of the smelter and hydro assets [REDACTED]

Mr Kabel noted Liberty Steel's scoping work in respect of [REDACTED] at Clydebridge (Project [REDACTED] [REDACTED])

*Concluding remarks*

**OFFICIAL SENSITIVE – COMMERCIAL**

Mr Gupta concluded the discussion from GFG by seeking a further meeting with Mr McKee on 1 April or 4 April.

Mr McKee thanked Mr Gupta for his time and agreed to meet again in short order to progress matters.

Meeting ended

**Actions:**

- 1) SG to arrange a further meeting between Mr McKee and Mr Gupta for 1 or 4 April.
- 2) GFG to **[REDACTED]**.
- 3) SG officials to meet with GFG executives in advance of Mr McKee's next meeting with Mr Gupta.

**MINUTES OF THE Q2 GUARANTEE MANAGEMENT MEETING, 5 July 2022**

Refinancing/Restructuring

- Jeff Kabel confirmed that GFG has [REDACTED]
- GFG is seeking a [REDACTED].
- The Infrabuild business remains [REDACTED]

GFG reached a standstill agreement a with Greensill Bank and that [REDACTED]

Payments

- [REDACTED] confirmed that the Guarantee payment was paid [REDACTED] When the [REDACTED]

Business Performance

- Water levels are good with the business exporting power throughout spring and summer [REDACTED]
- The business continues to perform well with a combined smelter-hydro [REDACTED]
- Currently maximising [REDACTED]
- The grid connection is now [REDACTED]

Estates

- [REDACTED] (Jahama Estates) provided an overview of the estates identifying its value in a number of respects. [REDACTED] noted that estates are now in line with the hydro and smelter governance structure ensuring all three are better linked.
- Agreed to establish a dedicated meeting on estates in the context of the Land Reform Bill consultation.

Project Silver

- [REDACTED] stated that the [REDACTED]. This phase is expected to take [REDACTED]
- [REDACTED]
- Power demand for the billet plant is [REDACTED].
- [REDACTED]

**GFG ALLIANCE REFINANCING MEETING OF 11 AUGUST 2022**

SG – [REDACTED], ISP  
GFG – Jeff Kabel, [REDACTED]  
Teneo – [REDACTED]  
Deloitte – [REDACTED]

**Refinancing**

- GFG continuing to progress [REDACTED]refinancing. [REDACTED]
- A couple of [REDACTED].
- [REDACTED] – GFG looking to [REDACTED]
- JK confirming that the UK businesses are [REDACTED]

**[REDACTED]**

GFG “fully expects” that [REDACTED]GFG intends to [REDACTED]

**[REDACTED] – Purchase of Smelter in 2016**

- Deloitte impressed upon GFG [REDACTED]
- JK advised that the teams working on [REDACTED]. JK aware of the [REDACTED]
- This may be a point for [REDACTED]

**Lochaber**

- [REDACTED] confirming that the water levels are [REDACTED] this summer and the local business has been able to manage and has sold [REDACTED] power [REDACTED].
- Production for [REDACTED].

**Dalzell**

- Steel shipments still continuing to come in despite rail strikes.
- On LSDL accounts advising that the accounts will be submitted [REDACTED]

[REDACTED]

1. [REDACTED]

2. [REDACTED]

3. [REDACTED]

4. [REDACTED]

5. [REDACTED]

6. [REDACTED]

7. [REDACTED]

8. [REDACTED]

9. [REDACTED]

10. [REDACTED]

[REDACTED]

[REDACTED]

1. [REDACTED]
2. [REDACTED]
3. [REDACTED]
4. [REDACTED]
5. [REDACTED]
6. [REDACTED]
7. [REDACTED]
8. [REDACTED]
9. [REDACTED]
10. [REDACTED]



**[REDACTED]**

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**From:** [REDACTED]  
**Sent:** 12 August 2022 09:07  
**To:** Minister for Business, Trade, Tourism & Enterprise  
**Cc:** [REDACTED] [REDACTED] [REDACTED] [REDACTED]  
Hall K (Kate); [REDACTED] Rapid Response Unit; McCaig C (Callum);  
Matheson C (Catriona)  
**Subject:** Briefing Note - Mr McKee Meeting with Mr Gupta (GFG Alliance) - 3rd August 2022  
**Attachments:** 220812 - Briefing - Mr McKee meeting with Mr Gupta - GFG Alliance - 15 August 2022 - Final.docx

**PS/Minister for Business, Trade, Tourism and Enterprise**

In advance of the Minister's meeting with Mr Gupta of GFG Alliance on Monday 15<sup>th</sup> August at 8am, please find attached a briefing note. A pre-meeting is scheduled for 9.30am today.

If there are any queries, please let me know.

Kind regards,  
[REDACTED]

**[REDACTED]** | **Senior Policy Officer - Industrial Sectors and Projects**

Manufacturing & Industries Division | The Scottish Government  
3rd Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU  
Email [REDACTED][@gov.scot](mailto:[REDACTED]@gov.scot)



**SCOTTISH GOVERNMENT NOTE OF ONLINE MEETING BETWEEN IVAN  
MCKEE AND SANJEEV GUPTA – GFG ALLIANCE  
15 August 2022, 08:00-08:30, MICROSOFT TEAMS**

**Attendees:**

**SG**

Ivan McKee, Minister for Business, Trade, Tourism and Enterprise

Colin Cook, Director of Economic Development

[REDACTED] Deputy Director, Manufacturing and Industries Division

[REDACTED], Team Leader, Industrial Sectors and Projects

[REDACTED], Senior Policy Officer, Industrial Sectors and Projects

[REDACTED], Unit Head, Rapid Response Unit

Callum McCaig, Special Advisor

[REDACTED]

**GFG**

Sanjeev Gupta, Executive Chairman, GFG Alliance

Jeffrey Kabel, Chief Transformation Officer, LIBERTY Steel Group

[REDACTED]

[REDACTED], Head of Government Relations, GFG Alliance

**Summary of points made in discussion:**

*Introductory remarks*

Mr McKee welcomed Mr Gupta acknowledging that there [REDACTED] Mr McKee noted that the focus of the meeting would be [REDACTED] but indicated that Mr Gupta might begin with an update on refinancing and restructuring.

*Refinancing and Restructuring*

Mr Gupta said that steel market prices have halved and [REDACTED] along with the rest of the industry. [REDACTED]

While Mr Gupta noted that there was [REDACTED], the [REDACTED] is [REDACTED]. GFG has established [REDACTED] [REDACTED] that [REDACTED]

Mr Gupta said that [REDACTED]

Mr McKee responded that the comment on the market makes sense, recognising that if metals prices rebalance [REDACTED]. Mr McKee thanked Mr Gupta for sharing [REDACTED] in respect of refinancing and asked if GFG foresaw any difficulty with restructuring.

Mr Gupta set out that the current restructuring plan [REDACTED]

Mr Gupta explained that, while the agreement in [REDACTED]. Mr McKee noted [REDACTED].

**[REDACTED]**

Mr McKee impressed upon Mr Gupta that the priority for the Scottish Government is to see the **[REDACTED]** and development of Lochaber to secure its longer-term future.

Mr Gupta re-iterated his commitment **[REDACTED]**. Mr Gupta did, however, reiterate GFG's desire to push ahead on **[REDACTED]**. Mr Gupta stated that **[REDACTED]**. Refinancing is due to **[REDACTED]** in **[REDACTED]** and that is **[REDACTED]**. Mr Gupta asked Jeff Kabel to update on GFG's **[REDACTED]**

Mr Kabel advised the Minister that there are several projects GFG is currently focused on in Scotland: **[REDACTED]**. On the estates side, he has reintegrated operations with the smelter and focused on priority tasks including the viability of longer-term projects. Mr Kabel explained that Scotland and Australia are the two main pillars of GFG's green strategy. Mr Kabel also advised **[REDACTED]**.

*Any other business*

The Minister thanked Mr Kabel and Mr Gupta for the updates and asked officials if any other business had to be covered for the Scottish Government

**[REDACTED]** advised the Minister that, whilst the Scottish Government is keen to **[REDACTED]**, given what Mr Gupta noted in respect of the **[REDACTED]** **[REDACTED]** between SG and GFG.

Mr McKee noted that, **[REDACTED]**

Mr Kabel advised that he was aware that there had been some **[REDACTED]** in the press and reiterated **[REDACTED]**. GFG has **[REDACTED]**

*Concluding remarks*

Mr McKee thanked Mr Gupta for his time and the update.

Mr Gupta apologised for having to reschedule the meeting.

Meeting ended

**Actions:**

1) SG to consider **[REDACTED]**.