

Usha Martin Limited



Investor Presentation

25th MAY 2016



ushamartin.com

Highlights

Operational Highlights - 12M FY 15-16

- Net Turnover was down by 9.1% and 8.0% on consolidated and stand alone basis respectively.
- Consolidated EBITDA margin at 9.4 % and stand alone at 9.7 %.
- Achieved Hot Metal production at 565,114 MT, up by 9.7%
- Achieved Billet production at 693,699 MT, down by 2.4 %.
- Achieved Rolled Product (Steel Divn.) production at 577,063 MT, up by 4.0%.
- Achieved Rolled Product (Steel Divn.) sales at 559,384 MT, up by 2.5%.
- Achieved Wire, Wire Rope, Strands & B/Bar (WWR Divn.) production at 181,125 MT, down by 6.4% and sales at 180,105 MT, down by 7.4%.
- The average price realisation was lower as compared to FY15-16 leading to significantly lower profitability.
- Profit for the year was lower to the extent of Rs.25.66 Crs due to additional royalty levied during the year, which was applied w.e.f September'14.
- Profitability was adversely affected to the extent of Rs.19 Crs due to contribution to District Mineral Foundation Trust which was applied w.e.f 12th Jan'15.
- The Government announced Minimum Import Price on 173 steel products in Feb'16 for 6 months. This is expected to be supportive of steel prices in certain product categories for the Company.

**Production Volume
&
Financial Performance**

12M FY 15-16

Production - Products



Wire
Ropes



Wires &
Strands



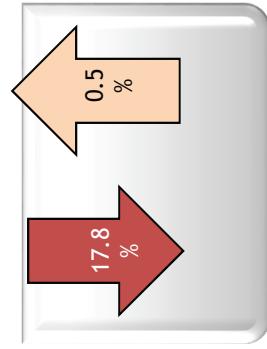
Bright
Bars



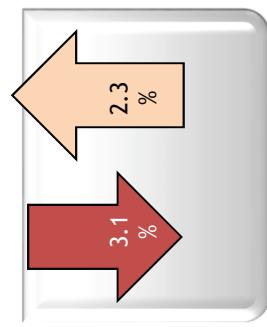
Rolled
Products



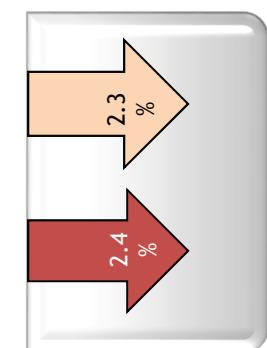
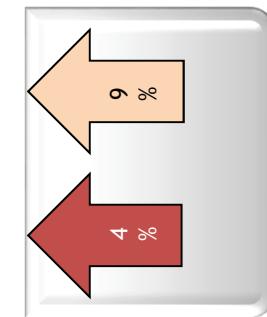
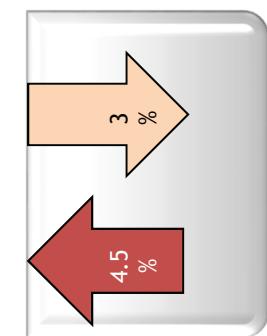
Billets



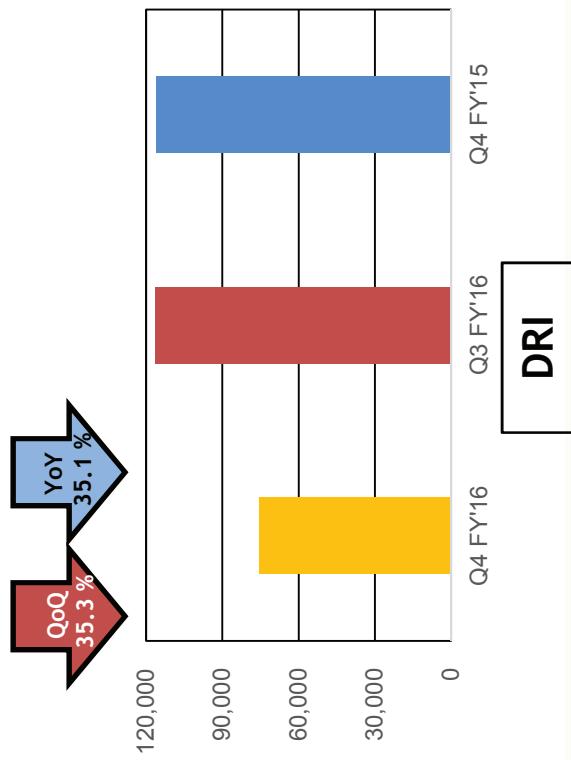
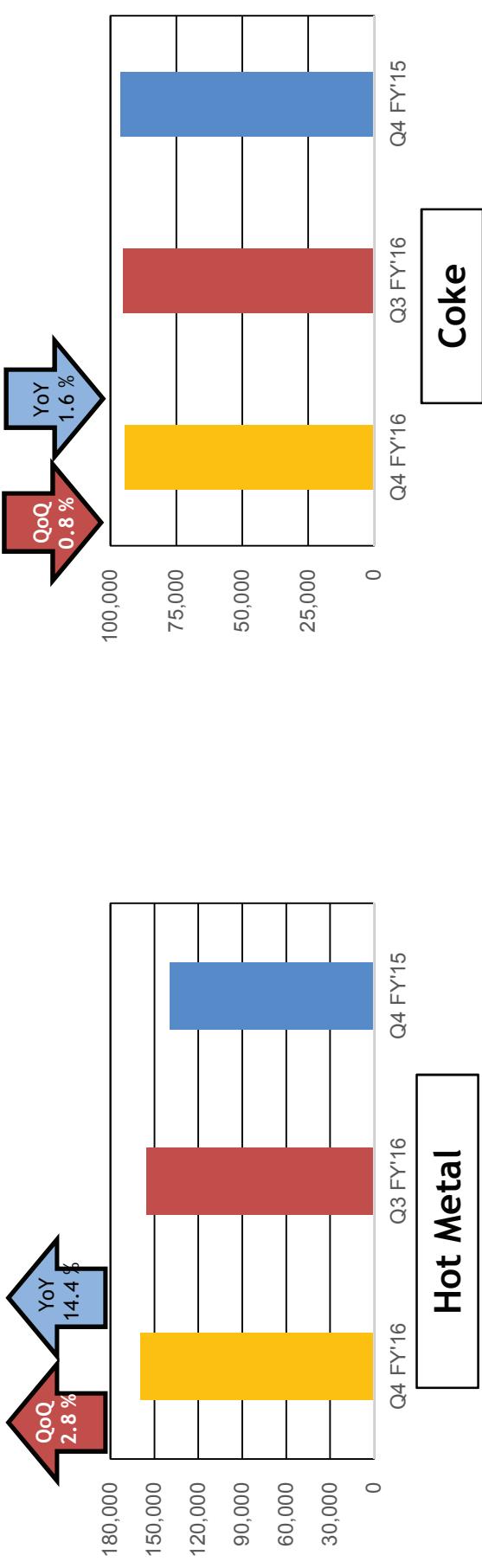
12 Month Y o Y



3 Months (Q4) Q o Q



Production - Metallics (Quarterly Comparison)

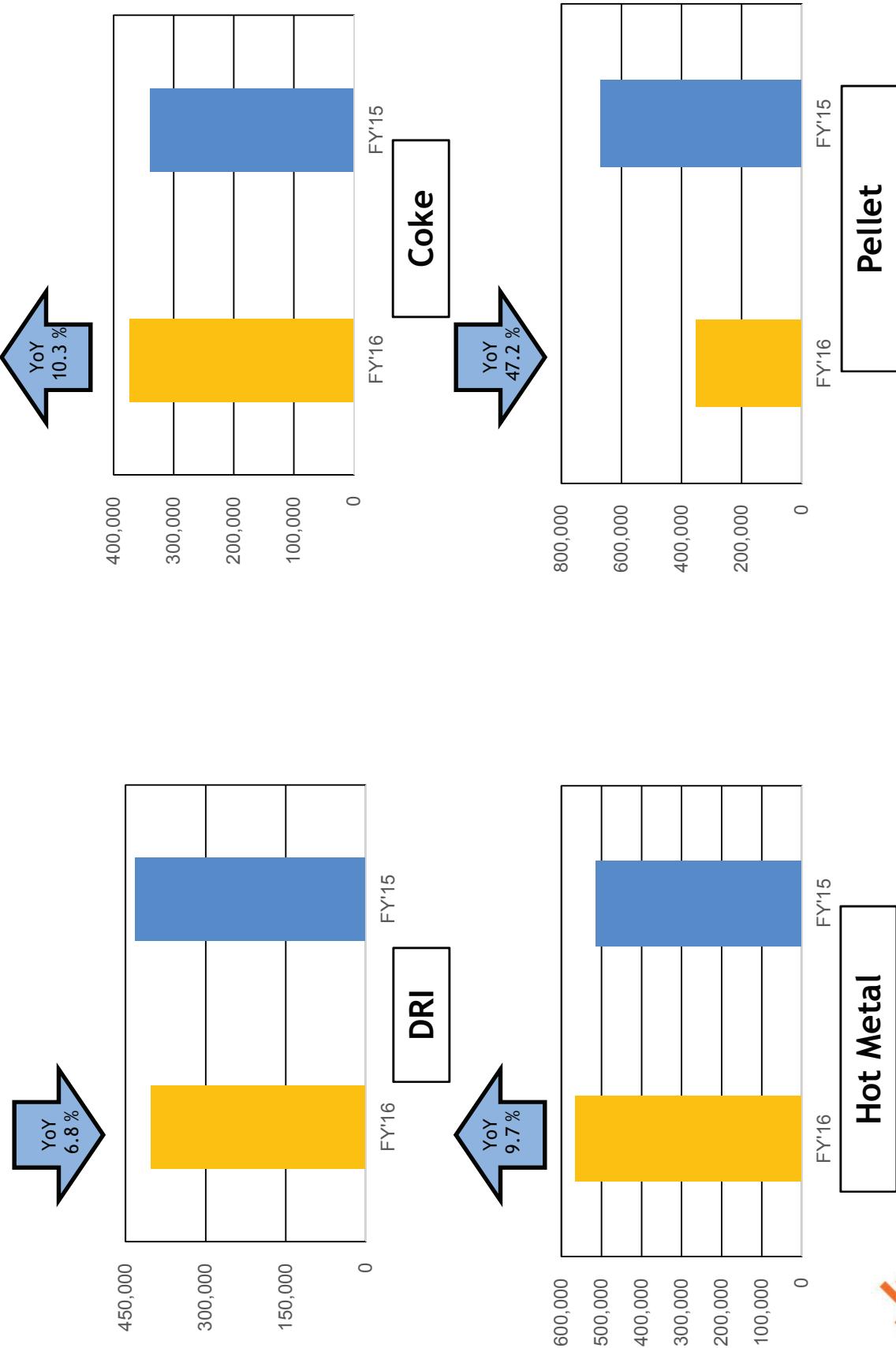


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Production - Metallics (Full Year Comparison)



Financial Performance - Q4 & FY'16

	Stand Alone		Consolidated			
	Q4	FY '16	FY '15	Q4	FY '16	FY '15
Net Sales	854.6	3447.5	3746.1	1042.7	4147.9	4561.1
PBDIT	48.5	335.6	646.4	68.4	389.3	753.5
PBT	(157.6)	(480.0)	(344.2)	(149.4)	(480.7)	(287.0)
PAT	(157.6)	(404.4)	(292.4)	(152.7)	(415.0)	(253.1)

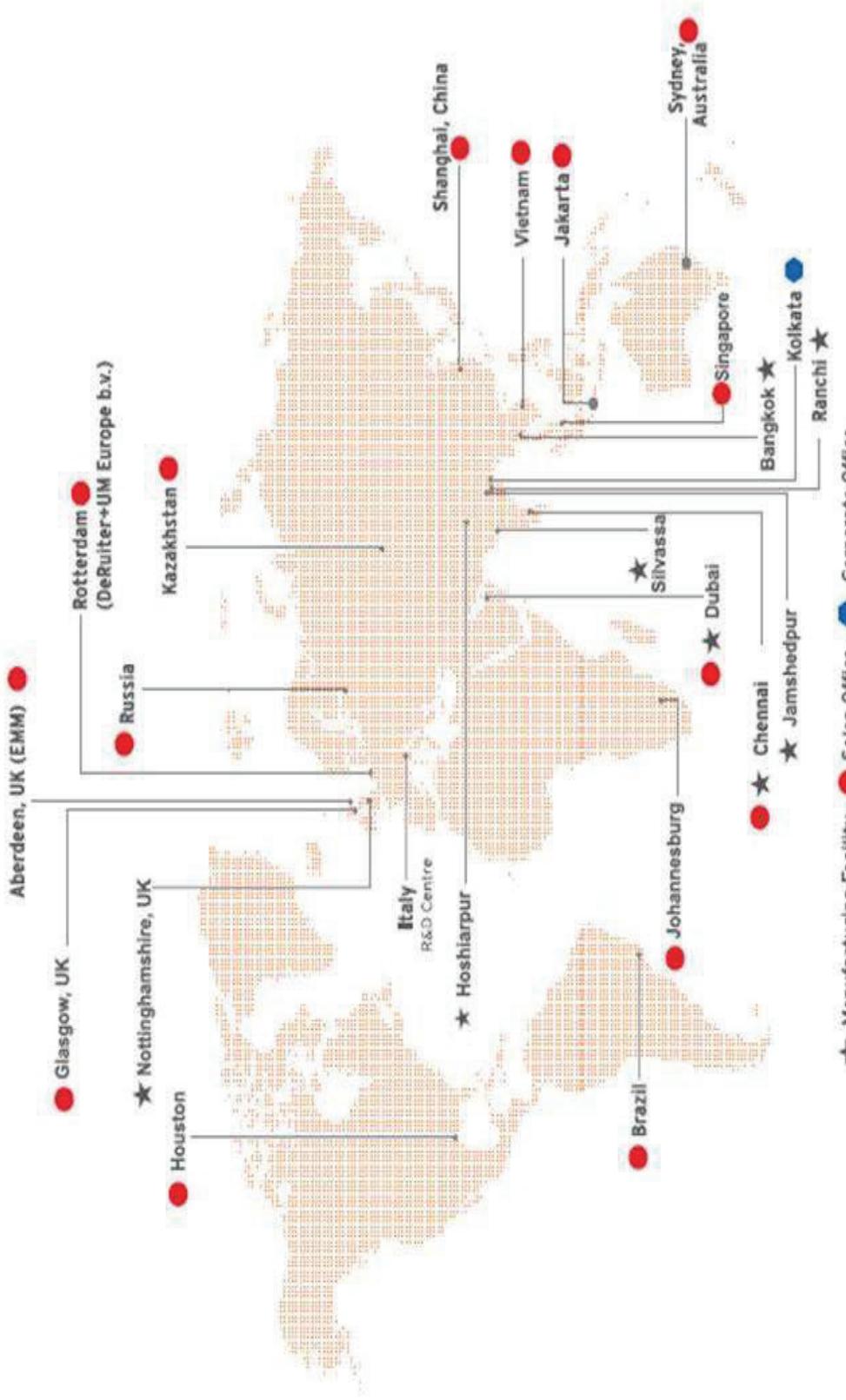


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Business Spread & Architecture

Global Footprints



Note: Presence through dealer in Russia, Kazakhstan, Brazil & Johannesburg.

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Architecture of Integrated Business



THANK YOU

Disclaimer:

This presentation may contain forward looking information that involves risk and uncertainties. Such projections and forward looking statements reflect various assumptions of management concerning future performance of the Company, and are subject to significant business, economic, environment, political, legal and competition risks, uncertainties and contingencies, many of which are unknown and beyond control of the Company and management. Accordingly, there can be no assurance that such projections and forward looking statements will be realized. The variations may be material. No representation or warranties are made as to the accuracy, completeness or reasonableness of such assumptions or the projections or forward looking statements based thereon, or with respect to any of the information contained in this presentation. The Company expressly disclaims any and all liability that may be based on any of the information contained herein, errors herein or omissions thereof.