



usha martin®

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Date: 26th April 2024

The Manager
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No.C/1, G Block,
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
[Scrip Symbol: USHAMART]

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai – 400 001
[Scrip Code: 517146]

Societe de la Bourse de
Luxembourg
35A Boulevard Joseph II
L-1840, Luxembourg
[Scrip Code: US9173002042]

Dear Sirs,

Su b: Earnings Presentation- Q4 FY24

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), please find enclosed an Earnings Presentation for Q4 FY 2023-24 of the Company on the Audited Financial Results of the Company for the quarter and year ended 31st March 2024.

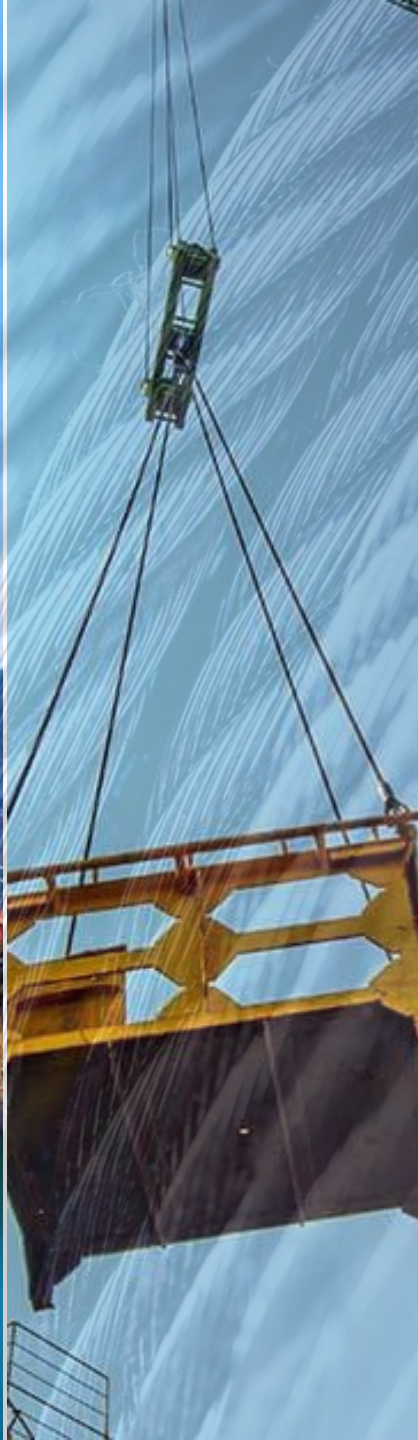
The presentation is also being hosted on the website of the Company i.e. www.ushamartin.com

You are requested to take the same on record.

Yours sincerely,
For Usha Martin Limited

Shampa Ghosh Ray
Company Secretary

Encl : as above



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*Specialty Wire Rope
Solutions Provider*

**Q4 & FY24
Earnings Presentation**

26th April, 2024

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Company Overview

Leading global and India's no.1 specialty steel wire rope solutions provider



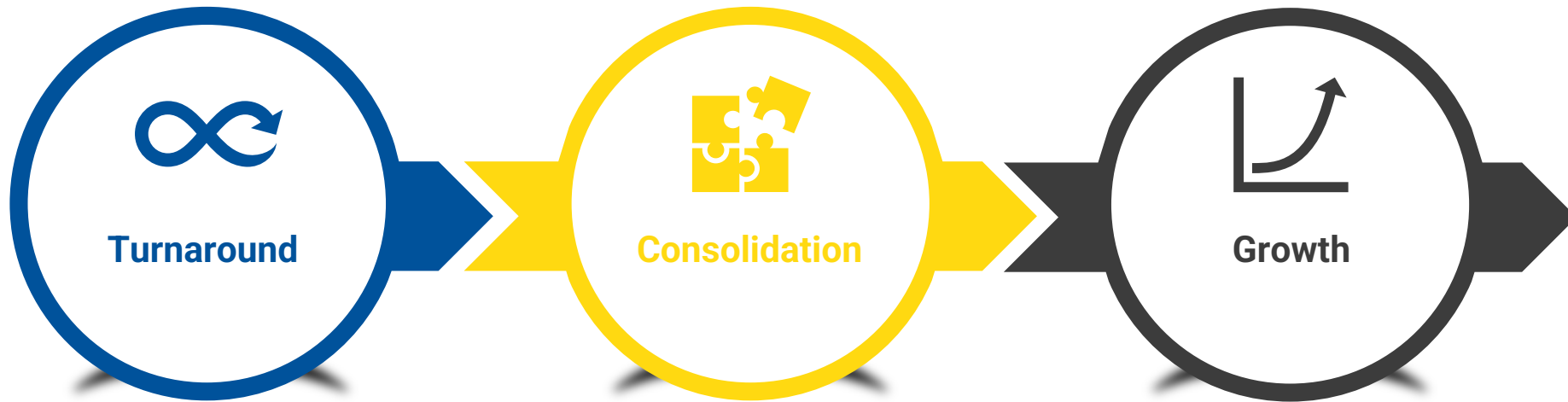
Offering wide range of:

- Specialty wire ropes
- High-quality wires
- Low relaxation prestressed concrete steel strand (LRPC)
- Bespoke end-fittings, accessories and related services



Note: As on 31st March 2024

We are undergoing a strategic transformation and are poised for growth



- **Divestment of steel business resulting in:**
 - Sharp deleveraging
 - Reshaped balance sheet

Net debt to equity improved to 0.4x in FY20 from 4.3x in FY19

- **Renewed focus on specialty wire rope business**
- **Strategic initiatives to consolidate leadership**

**Significant earnings turnaround:
PBT improved to Rs. 346 crore in FY22 from Rs. 149 crore² in FY20**

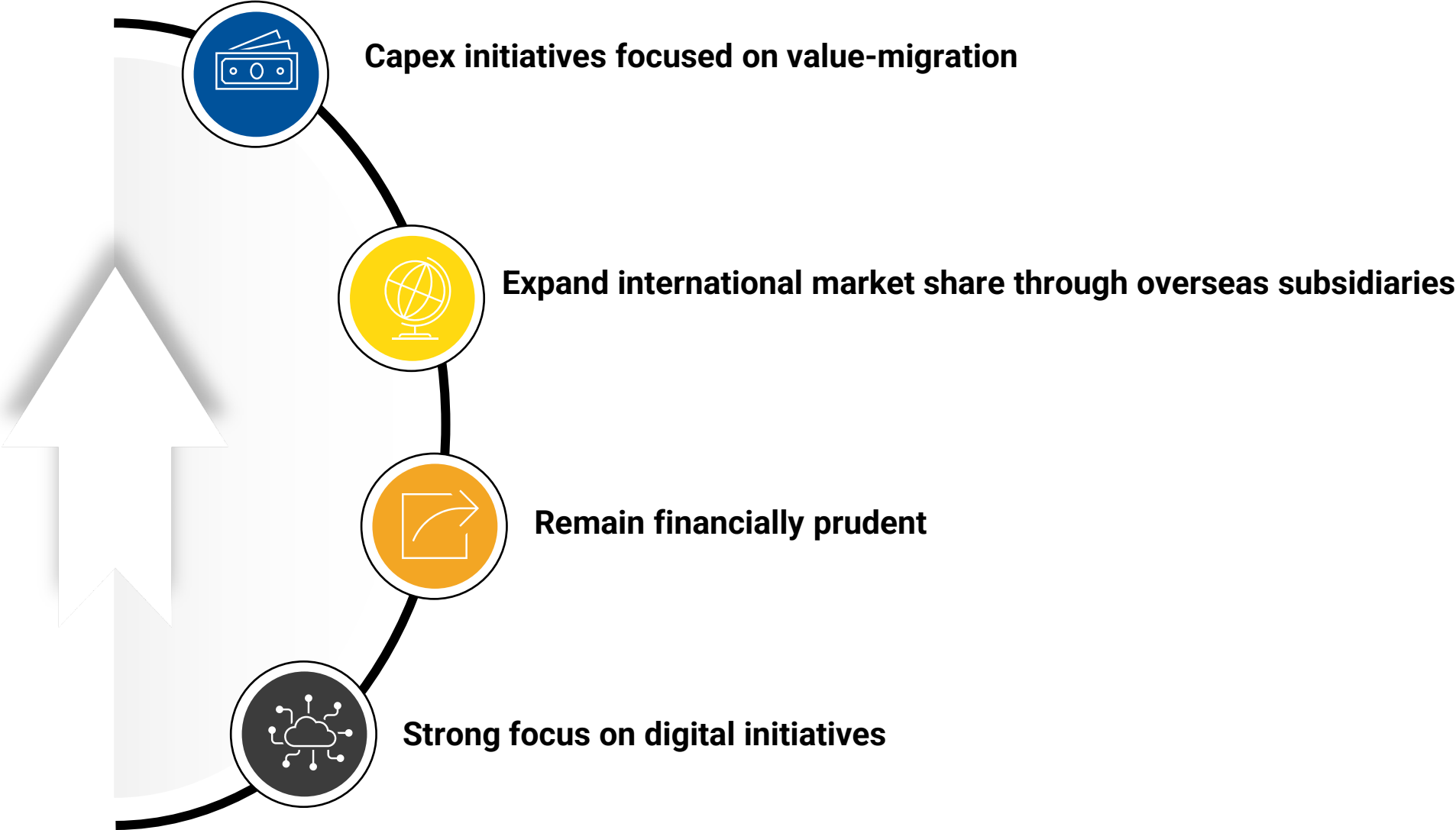
- **Value accretive capex**
- **Enhance specialty offerings across industry segments**
- **Increase geographical spread in strategic markets**
- **Drive sustainable growth**

Target to achieve topline CAGR of ~15% & Operating EBITDA margins ~18% over the next 2-3 years

Note 1: All figures mentioned in the slide are consolidated financials

Note 2: PBT from continuing operations

Multi-faceted growth strategy continue to drive our performance



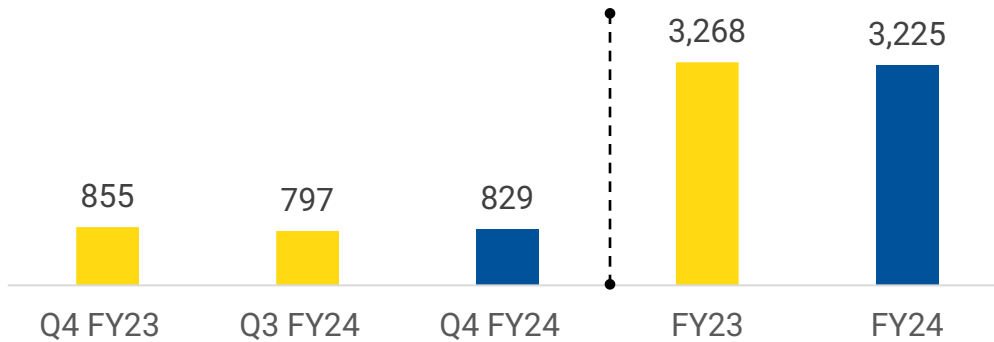


Q4 & FY24 Results Overview

Key Financial Highlights – Consolidated Q4 & FY24

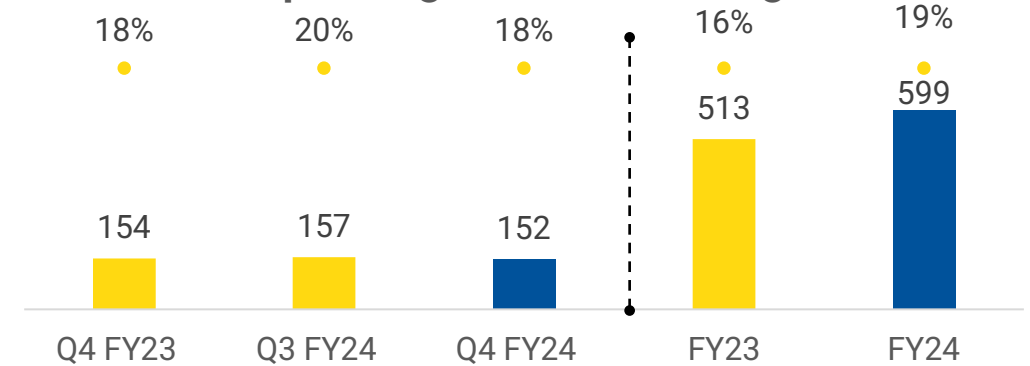
In Rs. crore

Net Revenue from operations



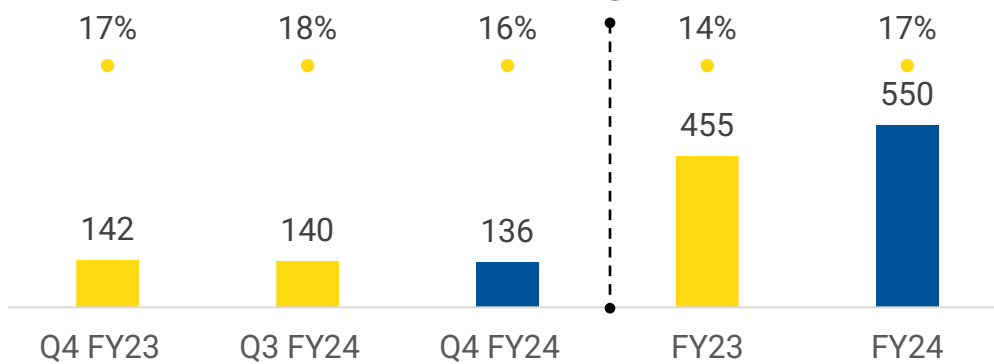
Shift (%) QoQ: 4.0% ↑ YoY: 3.1% ↓ 1.3% ↓

Operating EBITDA



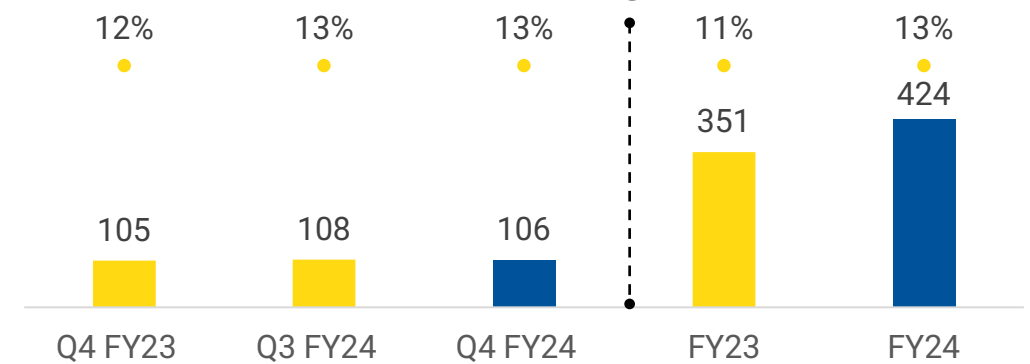
Shift (%) QoQ: 3.5% ↓ YoY: 1.6% ↓ 16.6% ↑

PBT



Shift (%) QoQ: 2.3% ↓ YoY: 4.1% ↓ 20.7% ↑

PAT



Shift (%) QoQ: 1.1% ↓ YoY: 1.0% ↑ 21.0% ↑

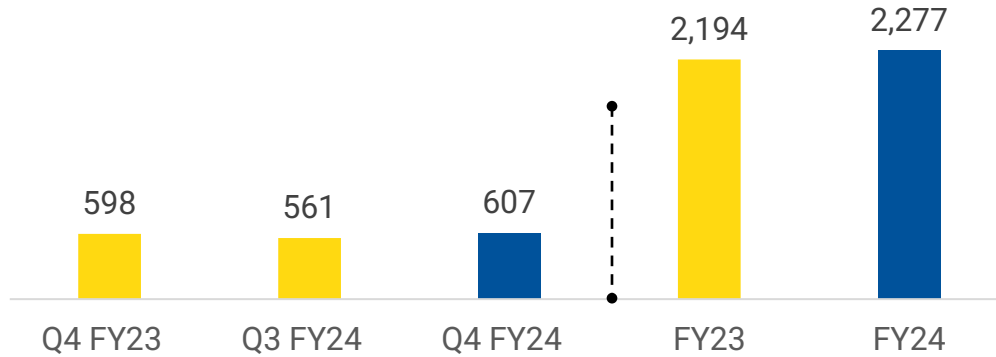
Note 1: All figures mentioned in the slide are consolidated financials

Note 2: Operating EBITDA & EBITDA Margins calculated without other income

Segmental revenue overview for consolidated business

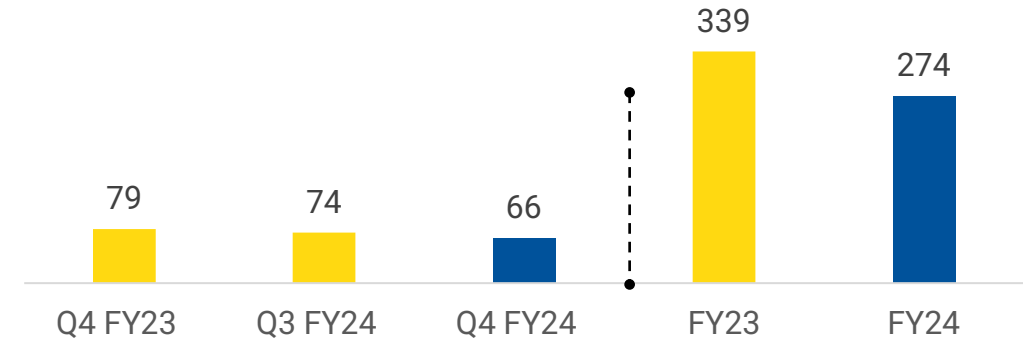
In Rs. crore

Wire Rope



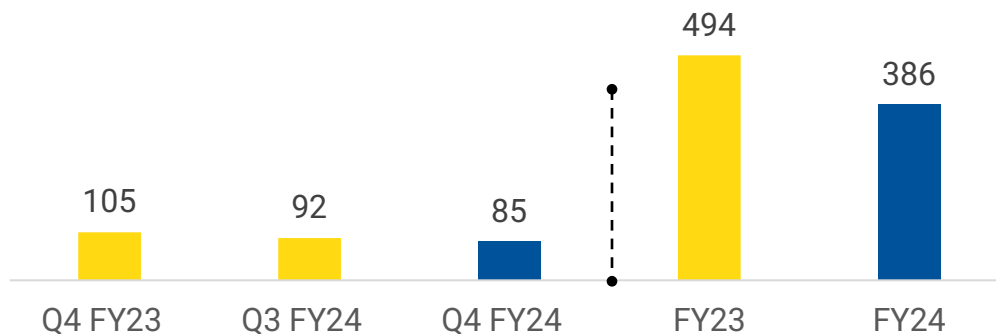
Shift (%)	QoQ: 8.2%↑	YoY : 1.7%↑	3.8%↑
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Wire & Strand



Shift (%)	QoQ: 11.4%↓	YoY: 17.0%↓	19.3%↓
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LRPC



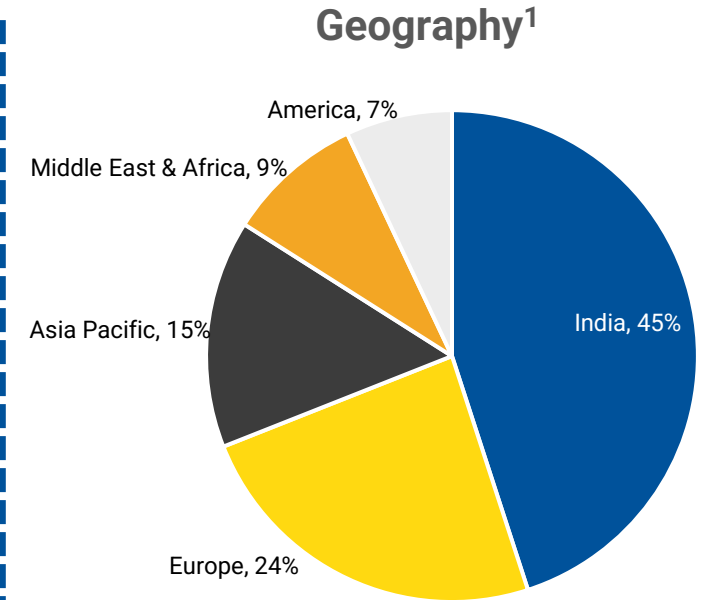
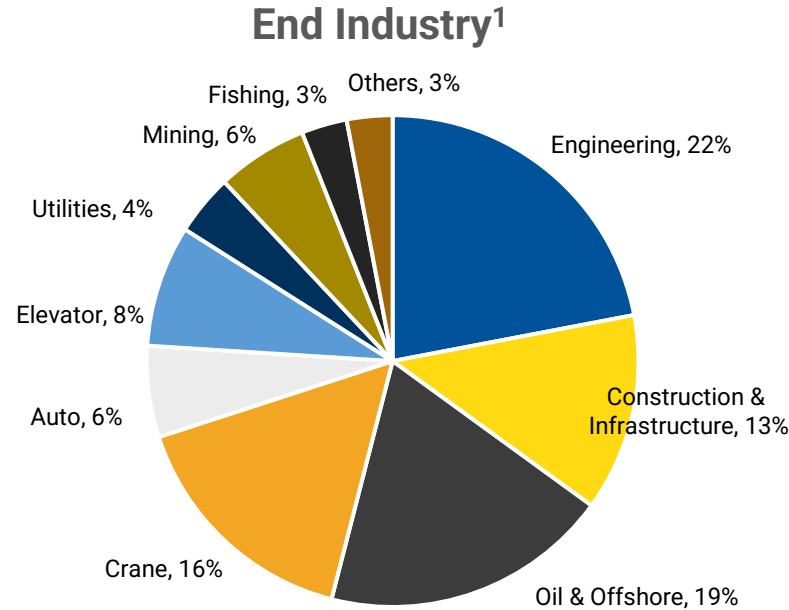
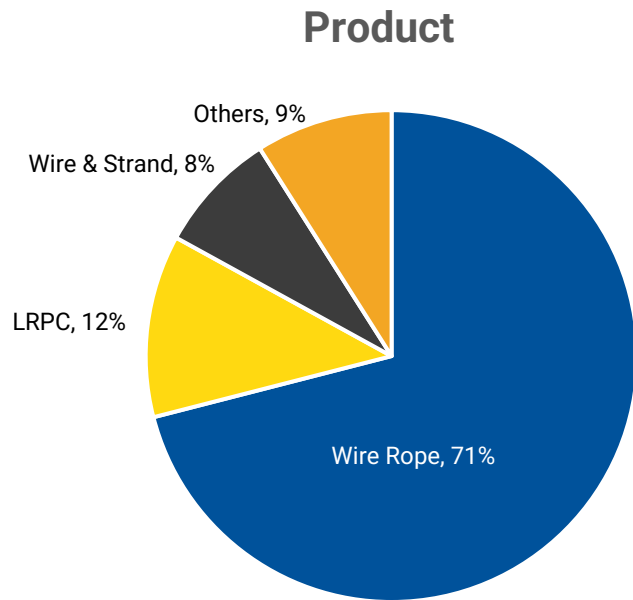
Shift (%)	QoQ: 7.6%↓	YoY : 18.9%↓	21.8%↓
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- Core Wire-Rope segment revenues increased by 1.7% Y-o-Y in Q4FY24 and 3.8% Y-o-Y in FY24
- Wire & Strand and LRPC segments registered a 17.0% and 18.9% Y-o-Y decline
- Segment wise contribution to overall sales FY24:
 - Wire Rope – 71% (FY23: 67%)
 - Wire & Strand – 8% (FY23: 10%)
 - LRPC – 12% (FY23: 15%)

Note 1: All figures mentioned in the slide are consolidated financials

Diversified presence across geographies and segments

Revenue Segmentation for FY24



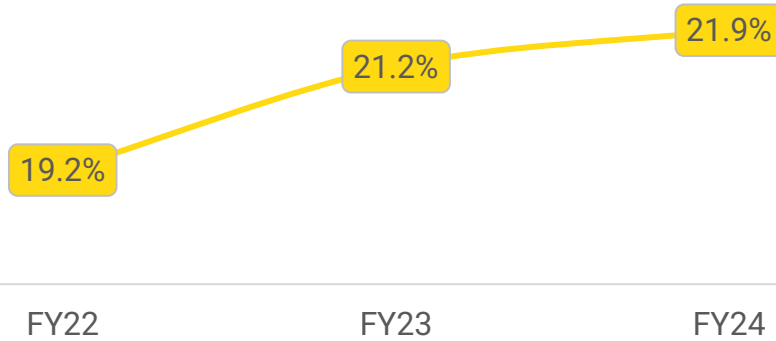
- Wire rope segments contribution to overall revenues increased to 71% in FY24 vs. 67% in FY23
 - Within Wire rope, the value-added segments (crane, oil & offshore, elevator, mining, fishing) share rose to 71% in FY24 from 65% in FY23
- Share of International business stood at 55% in FY24

Note 1: For all product segments

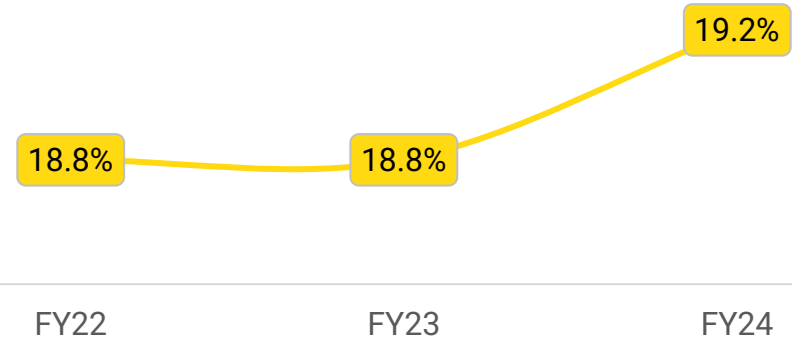
Note 2: All figures mentioned in the slide are consolidated financials

Profitability indicators remain strong

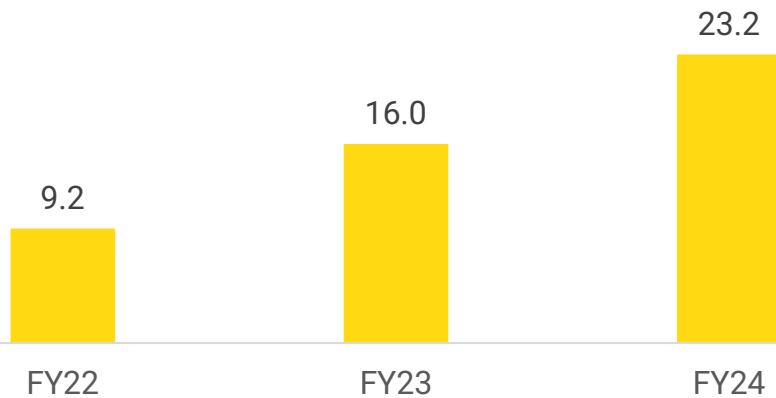
ROCE (%)



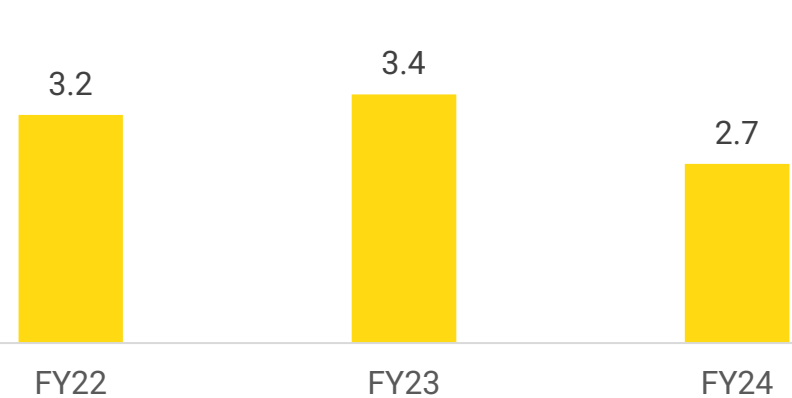
ROE (%)



Interest Coverage (x)



Fixed Asset Turnover Ratio (x)



Note 1: All figures mentioned in the slide are consolidated financials

Discussion on Financial and Operational Performance

Net Revenues

- Revenue from operations decreased by 1.3% Y-o-Y in FY24 to Rs. 3,225.2 crore. In Q4FY24, revenues stood at Rs. 829.0 crore, registering a 3.1% Y-o-Y de-growth
 - Although both the Wire & Strand and LRPC segments witnessed declines, the consistent performance from core Wire Rope segment supported overall revenues

EBITDA

- FY24 Operating EBITDA stood at Rs. 598.6 crore, increasing 16.6% on a Y-o-Y basis
- Operating EBITDA margin for FY24 improved to 18.6%, up from 15.7% in FY23. EBITDA margins including other income, rose to 19.8% in FY24 from 16.6% in FY23
 - Continued focus on value-added products, along with the growing global footprint, consistently contributed to margin performance
- In Q4FY24, Operating EBITDA stood at Rs. 151.5 crore, decreasing 1.6% on a Y-o-Y basis. Operating EBITDA margin for the quarter was 18.3% compared to 18.0% in Q4FY23. EBITDA margins including other income stood at 19.4% in Q4FY24 as against 19.3% in Q4FY23

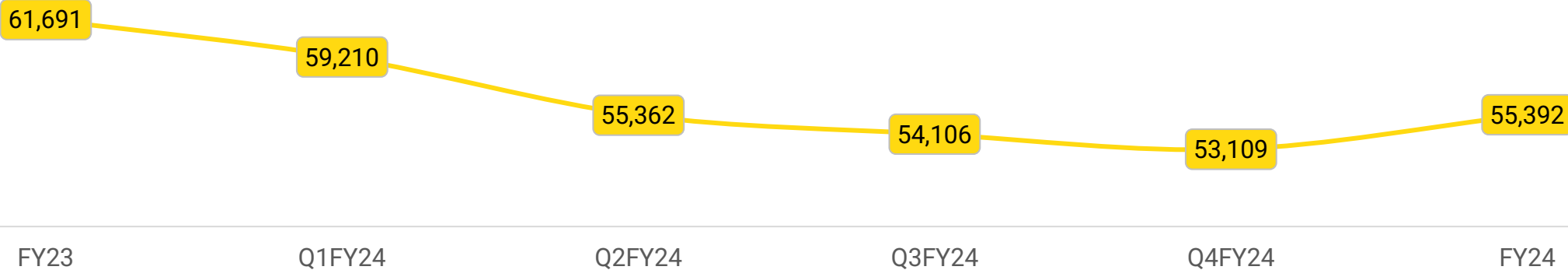
PBT & PAT

- FY24 PBT stood at Rs. 549.5 crore vs. Rs. 455.4 crore in FY23 registering a 20.7% Y-o-Y increase
- In Q4FY24, the PBT amounted to Rs. 136.4 crore, registering a 4.1% Y-o-Y decrease from Rs. 142.3 crore
- FY24 PAT stood at Rs. 424.1 crore as against Rs. 350.6 crore in FY23, registering a 21.0% Y-o-Y increase. In Q4FY24, PAT stood at Rs. 106.3 crore as against Rs. 105.3 crore, registering a 1.0% Y-o-Y increase
- Basic EPS stood Rs. 13.92 for FY24 as against Rs. 11.51 in FY23

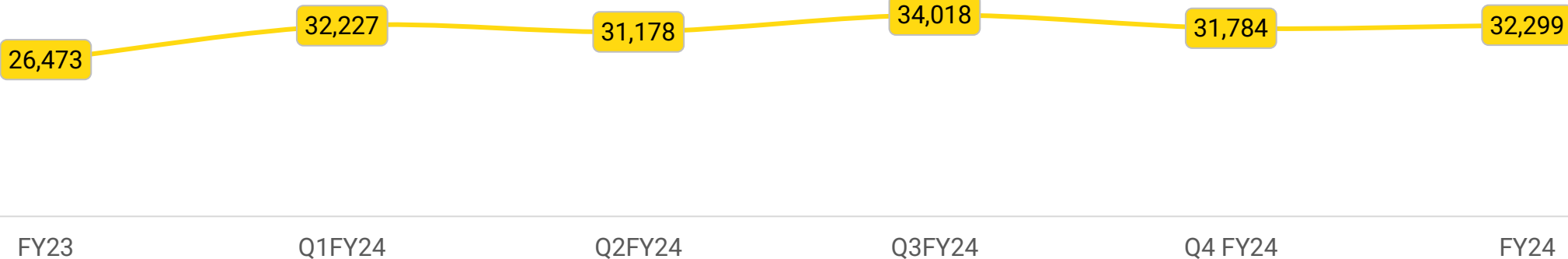
Successfully Managing Raw-Material Volatility



Steel Price (Rs. per tonne)

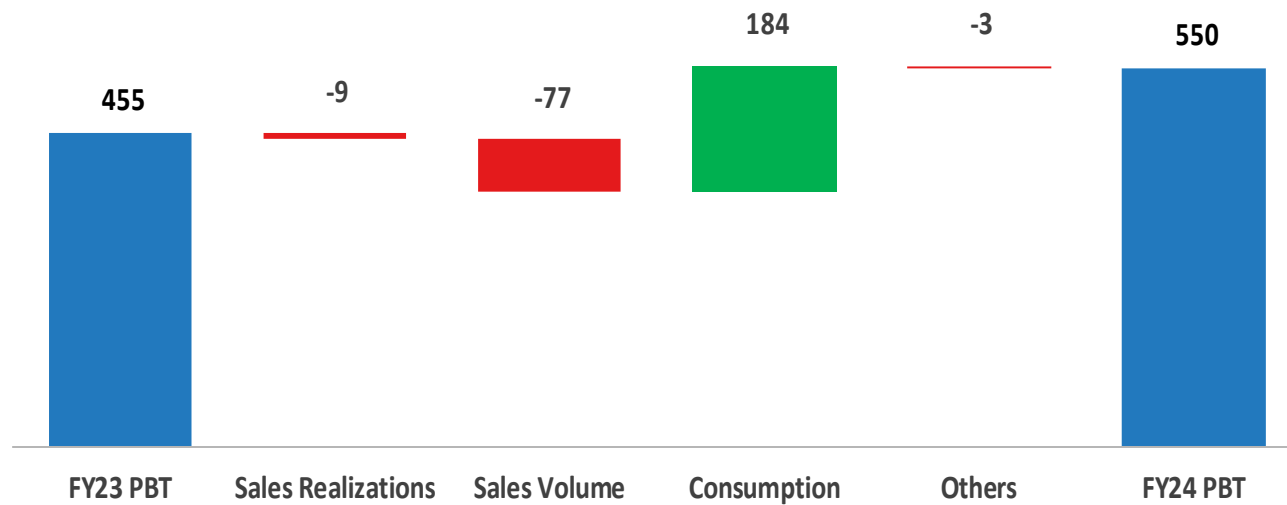
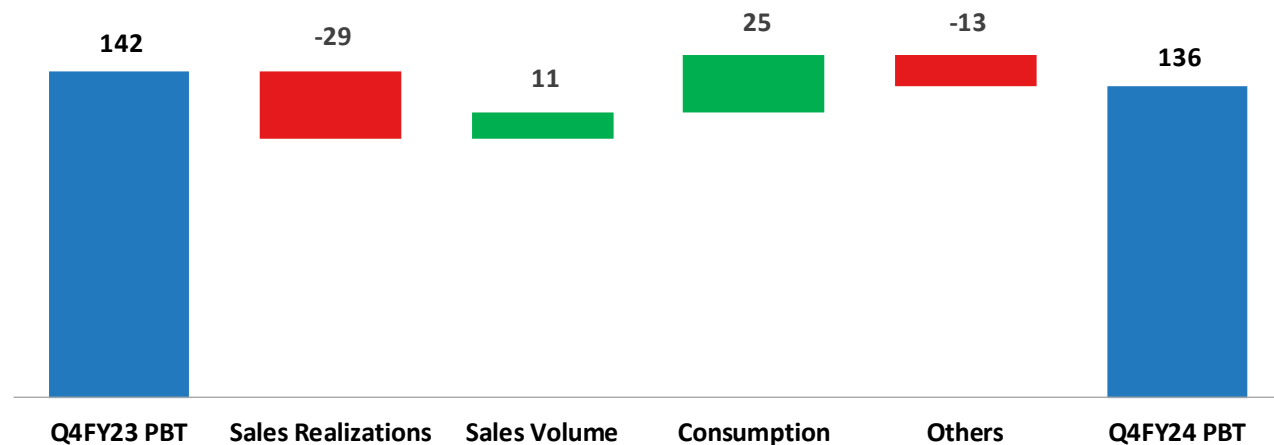


EBITDA/tonne² (Rs.)



Note 1: All figures mentioned in the slide are consolidated financials
Note 2: EBITDA calculated without other income & excluding UM Cables

Consolidated PBT Bridge

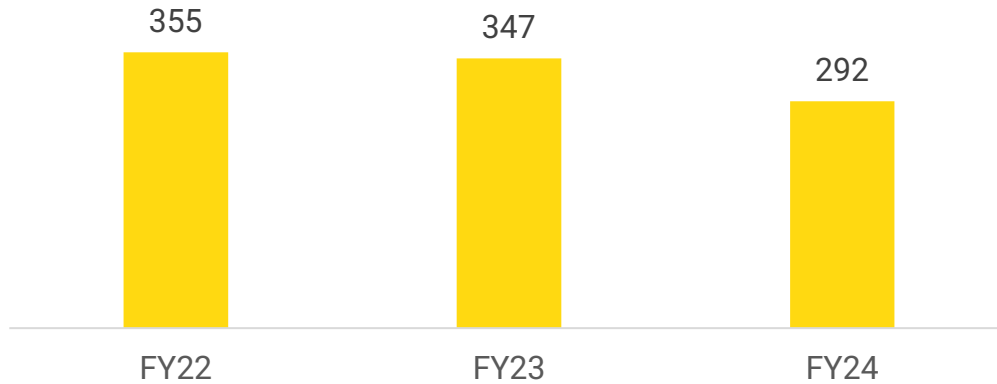


- **Sales Realizations:** Revenue performance was impacted by decreased realizations in Wire & Strand and LRPC segment. However, realization from Wire Rope continue to increase through sustained emphasis on value-added offerings
- **Sales Volume:** Volume were impacted due to lower contributions from Wire & Strand and LRPC
- **Consumption:** Both Y-o-Y and Q-o-Q declines were observed in wire rod consumption rates

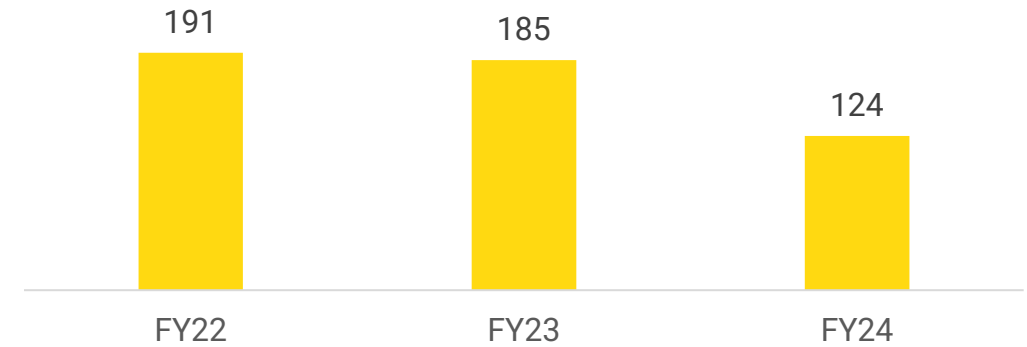
Balance Sheet remains significantly de-risked

In Rs. crore

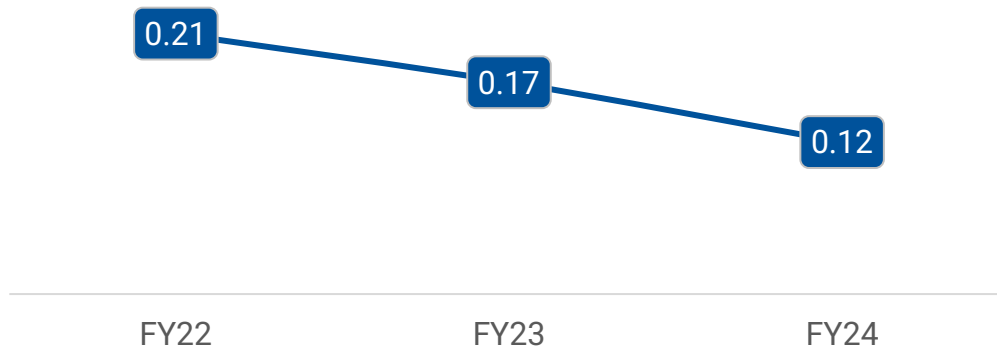
Gross Debt



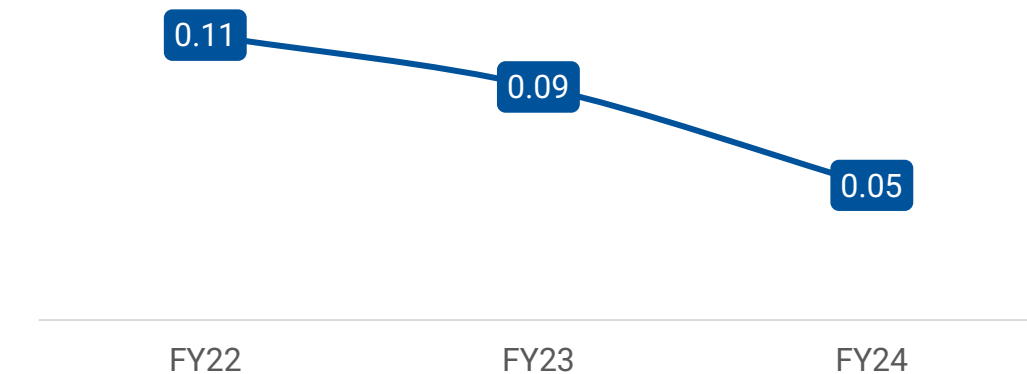
Net Debt



Gross Debt to Equity (x)



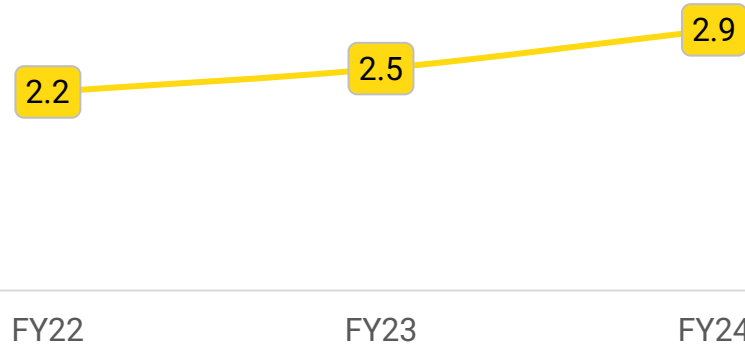
Net Debt to Equity (x)



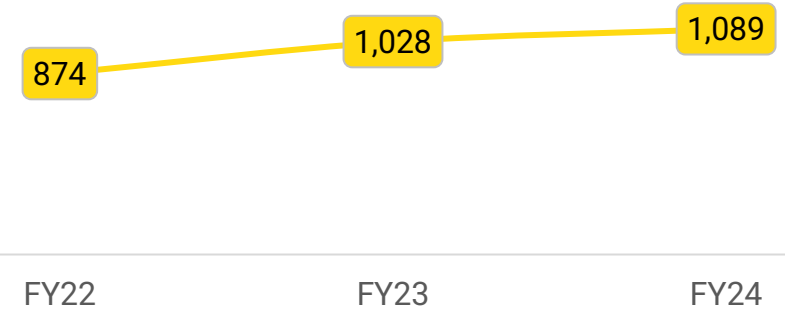
Note 1: All figures mentioned in the slide are consolidated financials

Continuous focus on managing working capital

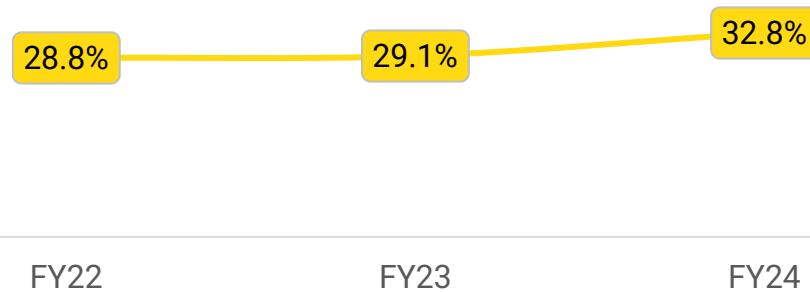
Current Ratio (x)



Net Working Capital (Rs. Crore)



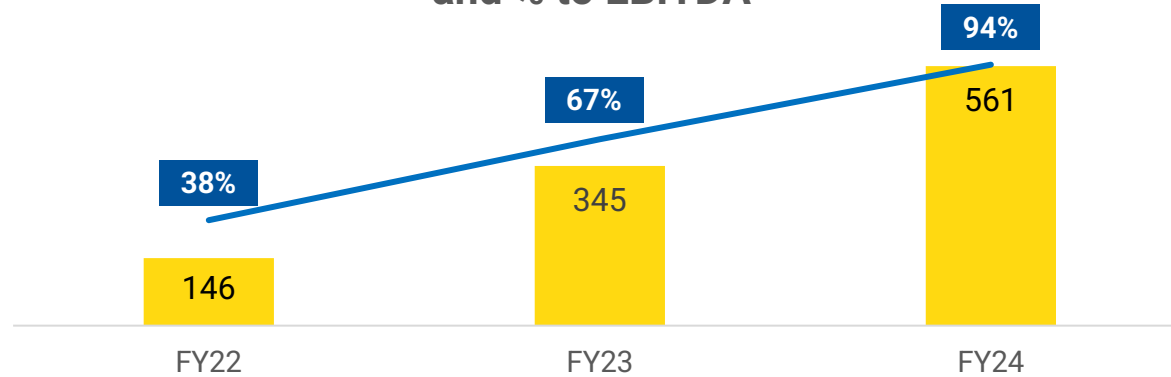
Net Working Capital to Turnover (LTM, %)



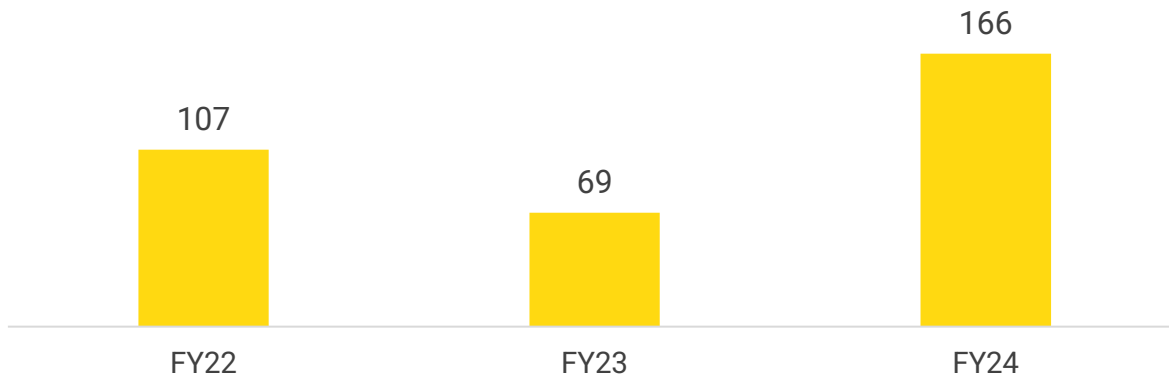
Note 1: All figures mentioned in the slide are consolidated financials

Significant improvement in Cash flows

Operating Cash Flow (OCF) before Income Tax and % to EBITDA²



Free cash flow



- Healthy OCF generation supports Company's capital allocation plans
 - The OCF to EBITDA² in FY24 recorded a healthy improvement, standing at 94% compared to 67% in FY23
- Focus on optimizing working capital to continue generating healthy OCF

Note 1: All figures mentioned in the slide are consolidated financials

Note 2: EBITDA calculated without other income



Mr. Tapas Gangopadhyay

Non-Executive Director

Commenting on the performance Mr. Tapas Gangopadhyay, Non-Executive Director said:

"We have concluded the financial year 2024 on a positive note with our robust operating cash flows reflecting strong performance. Despite facing macro-economic challenges, the Company managed to generate an 18.6% EBITDA margin during the year. Notably, our core wire ropes division continued to perform well and contributed 71% to our overall consolidated revenues.

The wave-1 capex program at our Ranchi facility is progressing well and we anticipate commercial operations to commence from Q1 FY25 onwards. These new capacities are mainly focused on enhancing the Company's value-added segment. We expect the facility to be ramped up over the next 9-12 months and to contribute meaningfully to our performance over the next two years.

FY24 also saw notable advancements in our strategic initiatives, including enhancements in value-added offerings, deepening engagement with OEMs and expansion of our international presence.

As we move forward, Usha Martin's solid foundation and strategic focus, position us well to drive sustained growth, enabling us to strengthen our position as a leading global player in the wire rope sector. Additionally, our healthy balance sheet gives us the flexibility to support ongoing growth initiatives. Through targeted initiatives, we aim to create lasting value for all our stakeholders, foster innovation, and expand our reach across international markets."



Annexure

Abridged Consolidated P&L Statement

	In Rs. crore							
	Q4 FY24	Q4 FY23	Y-o-Y Change (%)	Q3 FY24	Q-o-Q Change (%)	FY24	FY23	Y-o-Y Change (%)
Revenue from Operations	829.0	855.2	-3.1%	797.1	4.0%	3,225.2	3,267.8	-1.3%
Operating EBITDA	151.5	154.0	-1.6%	157.1	-3.5%	598.6	513.3	16.6%
Operating EBITDA Margin (%)	18.3%	18.0%	0.3 pps	19.7%	-1.4 pps	18.6%	15.7%	2.8 pps
Operating EBITDA / ton^ (Rs.)	31,784	32,063	-0.9%	34,018	-6.6%	32,299	26,473	22.0%
Other Income	9.5	11.3	-16.2%	5.9	61.1%	40.3	28.1	43.5%
EBITDA	161.0	165.3	-2.6%	162.9	-1.2%	638.8	541.4	18.0%
EBITDA Margin (%)	19.4%	19.3%	0.1 pps	20.4%	-1 pps	19.8%	16.6%	3.2 pps
Depreciation	22.5	17.2	31.3%	18.9	19.5%	77.0	67.5	14.1%
Finance Costs	6.7	8.0	-16.2%	6.2	7.4%	24.8	30.3	-18.1%
Share of profit(-) /loss(+) of joint ventures	-4.5	-2.1	-120.4%	-1.7	-167.1%	-12.5	-11.7	-6.0%
PBT	136.4	142.3	-4.1%	139.6	-2.3%	549.5	455.4	20.7%
PBT Margin (%)	16.4%	16.6%	-0.2 pps	17.5%	-1.1 pps	17.0%	13.9%	3.1 pps
Tax	30.0	36.9	-18.7%	32.1	-6.4%	125.4	104.8	19.7%
PAT	106.3	105.3	1.0%	107.5	-1.1%	424.1	350.6	21.0%
PAT Margin (%)	12.8%	12.3%	0.5 pps	13.5%	-0.7 pps	13.2%	10.7%	2.4 pps
Basic EPS (in Rs.)	3.49*	3.46*	1.0%	3.53*	-1.1%	13.92	11.51	21.0%

^ Excluding UM Cables

* EPS is not annualized

Abridged Standalone P&L Statement

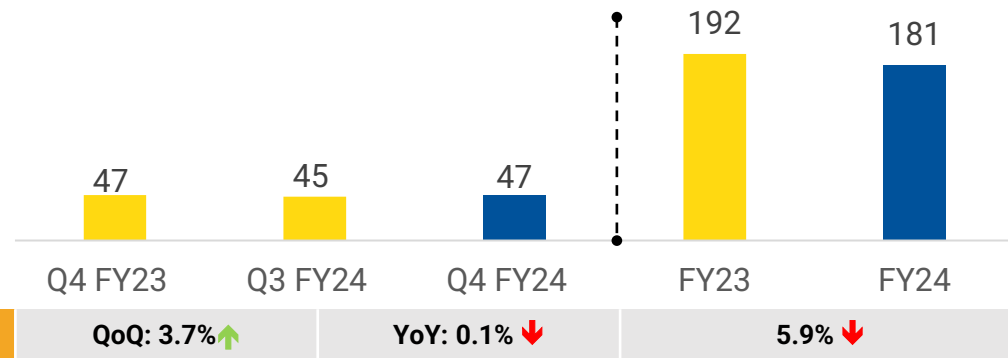
In Rs. crore

	Q4 FY24	Q4 FY23	Y-o-Y Change (%)	Q3 FY24	Q-o-Q Change (%)	FY24	FY23	Y-o-Y Change (%)
Revenue from Operations	515.1	511.2	0.8%	532.0	-3.2%	2,046.1	2,041.7	0.2%
Operating EBITDA	97.0	83.5	16.1%	112.3	-13.6%	400.2	298.0	34.3%
Operating EBITDA Margin (%)	18.8%	16.3%	2.5 pps	21.1%	-2.3 pps	19.6%	14.6%	5 pps
Operating EBITDA / ton (Rs.)	24,513	21,277	15.2%	27,745	-11.6%	25,548	18,705	36.6%
Other Income	8.4	11.7	-27.6%	4.9	71.5%	60.1	30.7	96.1%
EBITDA	105.4	95.2	10.8%	117.2	-10.1%	460.4	328.7	40.1%
EBITDA Margin (%)	20.5%	18.6%	1.8 pps	22.0%	-1.6 pps	22.5%	16.1%	6.4 pps
Depreciation	10.8	6.5	65.0%	7.9	36.5%	32.7	26.5	23.5%
Finance Costs	2.2	3.7	-39.9%	1.5	43.8%	6.8	15.0	-54.7%
PBT	92.4	85.0	8.8%	107.8	-14.2%	420.9	287.2	46.5%
PBT Margin (%)	17.9%	16.6%	1.3 pps	20.3%	-2.3 pps	20.6%	14.1%	6.5 pps
Tax	21.3	21.9	-2.8%	26.4	-19.3%	98.8	73.5	34.3%
PAT	71.1	63.1	12.8%	81.4	-12.6%	322.1	213.7	50.7%
PAT Margin (%)	13.8%	12.3%	1.5 pps	15.3%	-1.5 pps	15.7%	10.5%	5.3 pps
Basic EPS (in Rs.)	2.33*	2.07*	12.8%	2.67*	-12.6%	10.57	7.01	50.7%

* EPS is not annualized

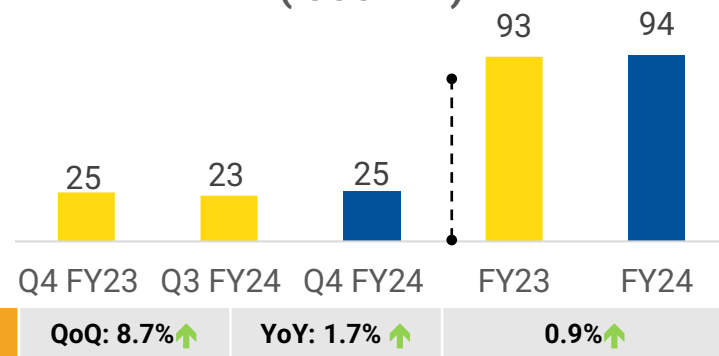
Key Operational Highlights – Consolidated Q4 & FY24

Sales Volumes¹ ('000 MT)

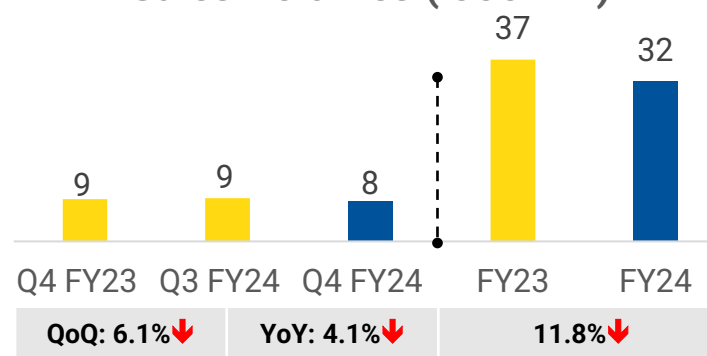


- Decrease in overall volumes YoY, primarily due to a decline in LRPC and Wire & Strand volumes
- Segment wise contribution to overall volumes FY24:
 - Wire Rope – 52% (FY23: 49%)
 - Wire & Strand – 18% (FY23: 19%)
 - LRPC – 30% (FY23: 32%)

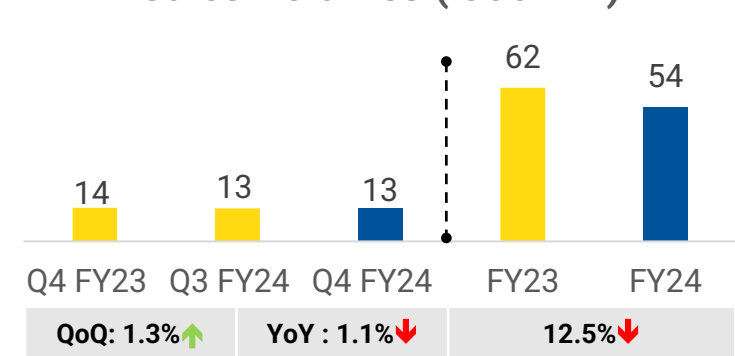
Wire Rope Sales Volumes ('000 MT)



Wire & Strand Sales Volumes ('000 MT)



LRPC Sales Volumes ('000 MT)

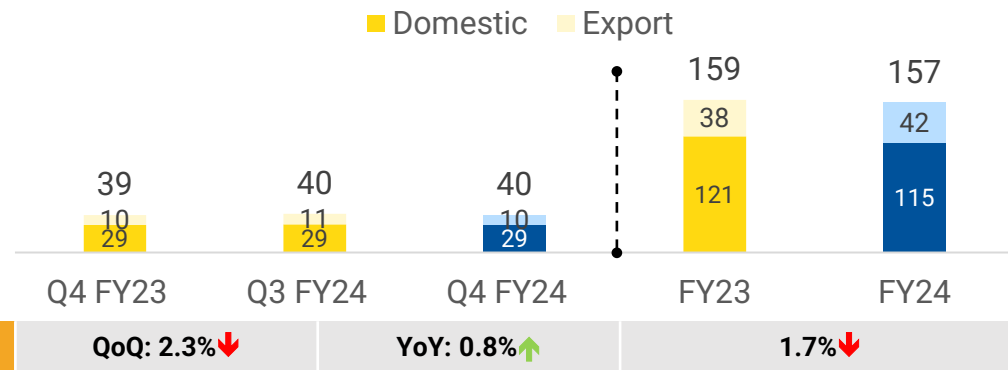


Note 1: For all product segments

Note 2: All figures mentioned in the slide are consolidated volumes

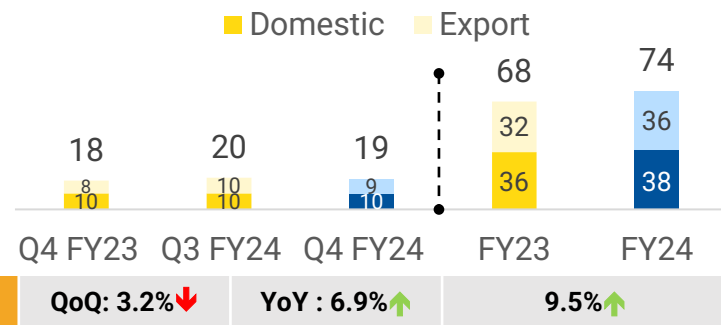
Key Operational Highlights – Standalone Q4 & FY24

Sales Volumes¹ ('000 MT)

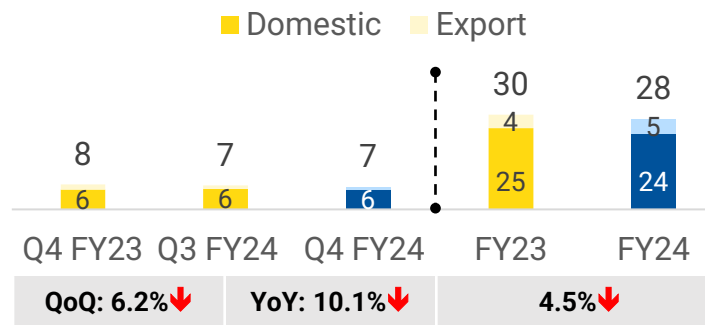


- Decrease in overall volumes YoY, primarily due to a decline in LRPC volumes
- Segment wise contribution to overall volumes FY24:
 - Wire Rope – 47% (FY23: 43%)
 - Wire & Strand – 18% (FY23: 19%)
 - LRPC – 35% (FY23: 38%)

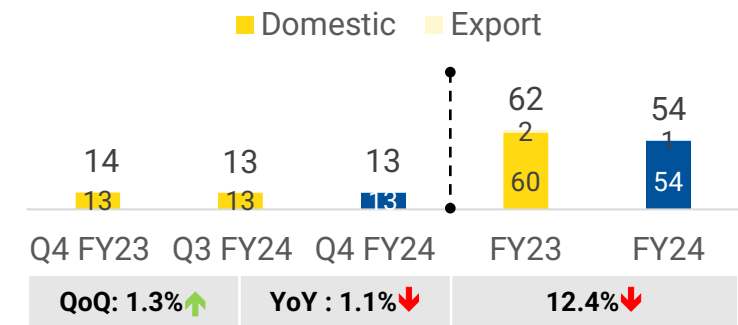
Wire Rope Sales Volumes ('000 MT)



Wire & Strand Sales Volumes ('000 MT)



LRPC Sales Volumes ('000 MT)



Note 1: For all product segments

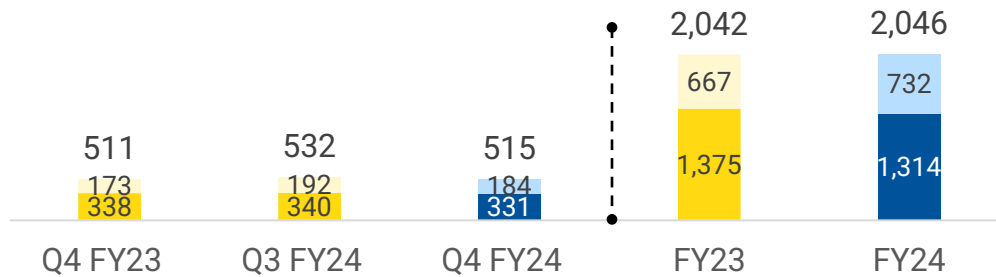
Note 2: All figures mentioned in the slide are standalone volumes

Key Financial Highlights – Standalone Q4 & FY24

In Rs. crore

Net Revenue from operations

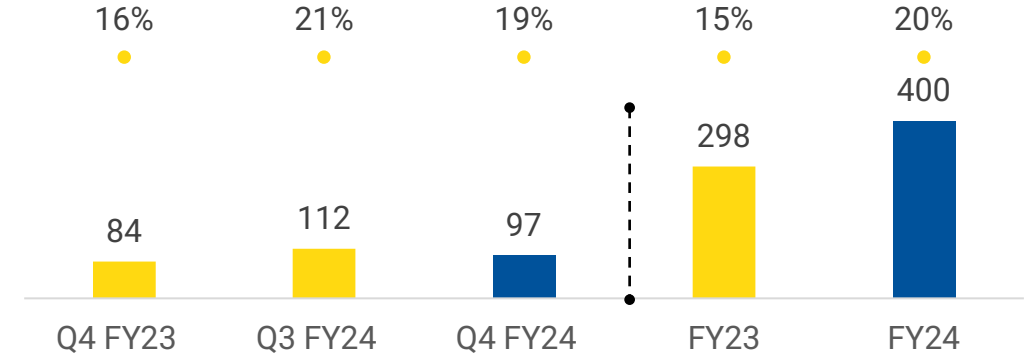
■ Domestic ■ Export



Shift (%) QoQ: 3.2%↓ YoY : 0.8%↑ 0.2%↑

Operating EBITDA

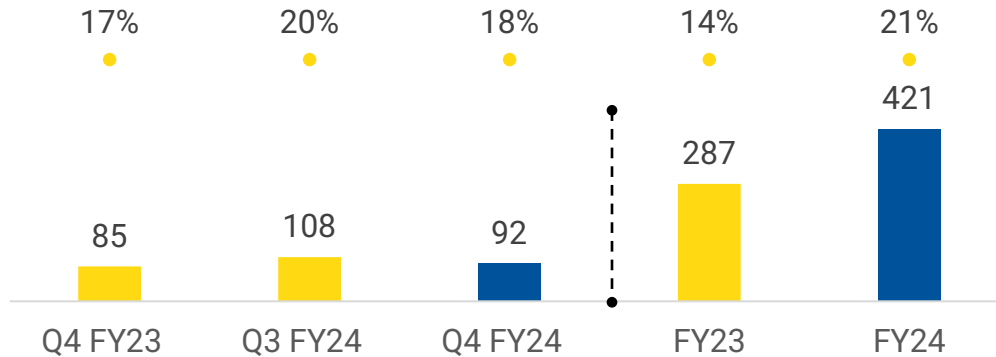
Margins



Shift (%) QoQ: 13.6%↓ YoY: 16.1%↑ 34.3%↑

PBT

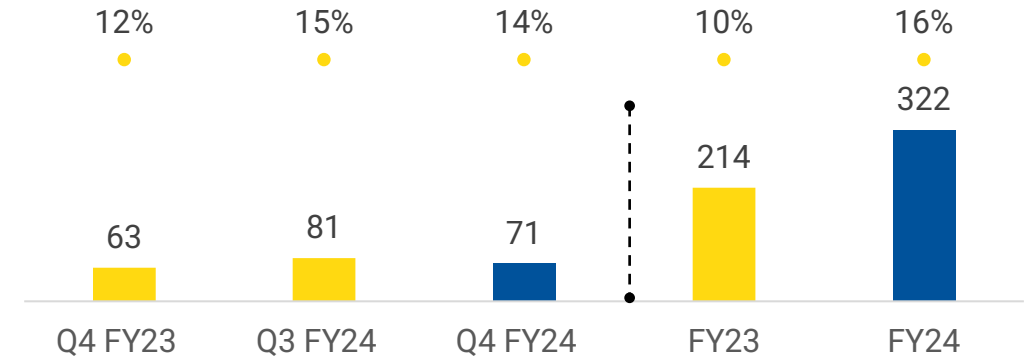
Margins



Shift (%) QoQ: 14.2%↓ YoY : 8.8%↑ 46.5%↑

PAT

Margins

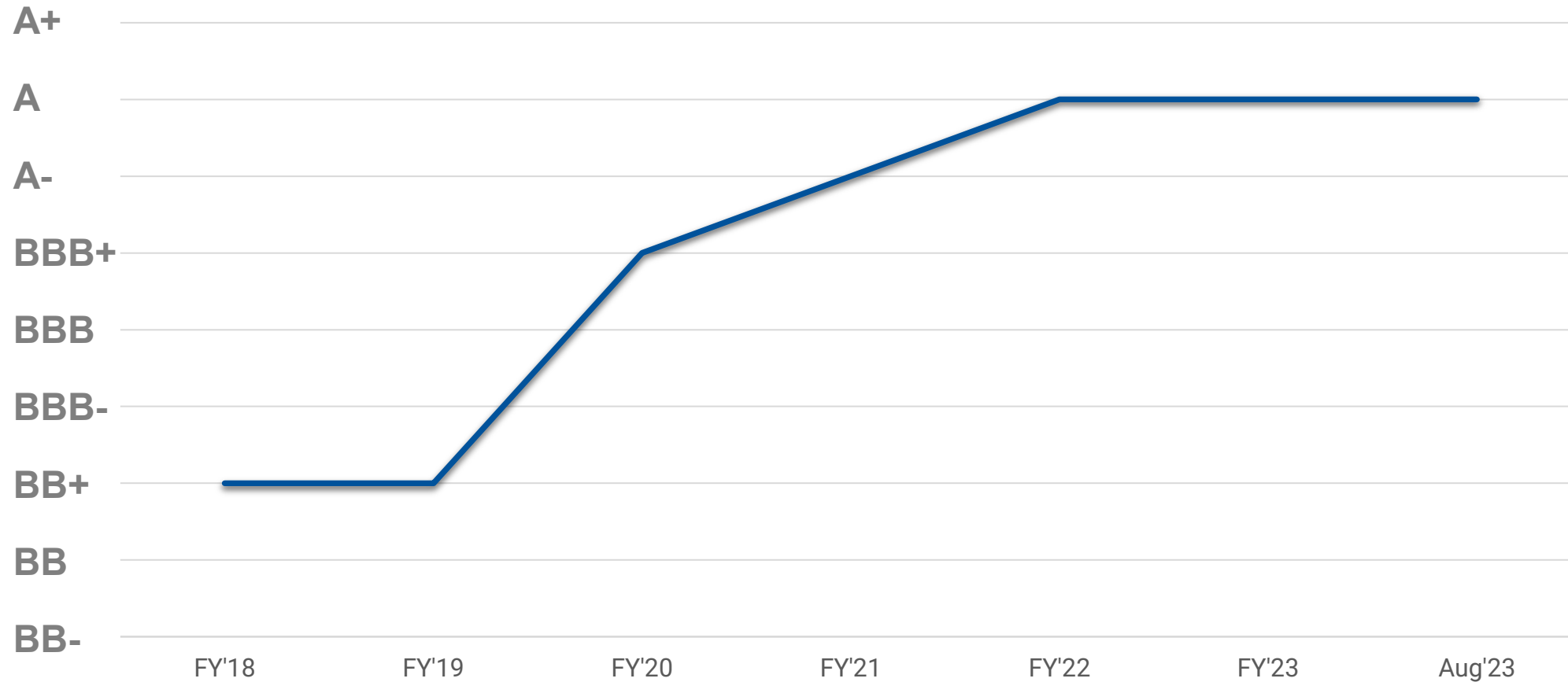


Shift (%) QoQ: 12.6%↓ YoY: 12.8%↑ 50.7%↑

Note 1: All figures mentioned in the slide are standalone financials

Note 2: Operating EBITDA & EBITDA Margins calculated without other income

Long term issuer rating at 'IND A' / Outlook : Positive

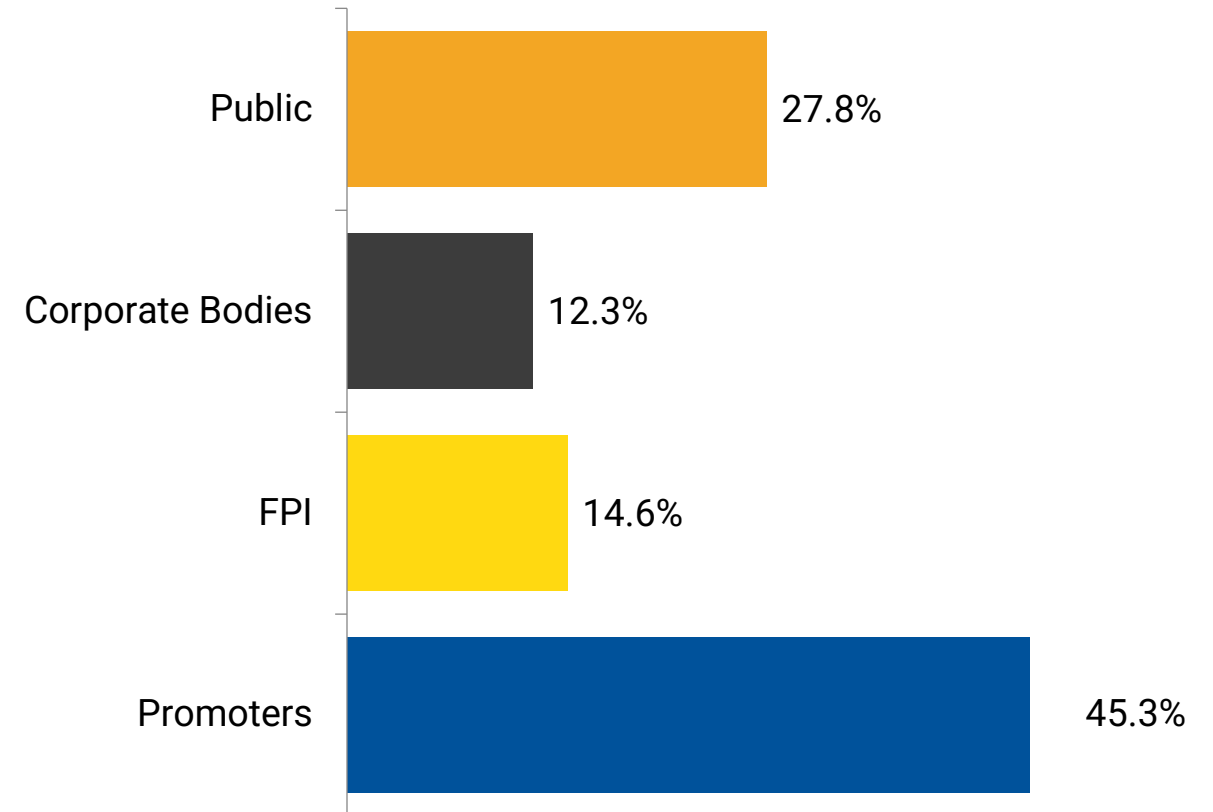


Current Rating	A
Outlook	Positive
Last Review	Aug'23

Market snapshot

Key Market Statistics	As on 31 st March 2024
BSE/NSE Ticker	517146 / USHAMART
CMP (Rs)	318.35
Market Cap (Rs Crore)	9,700
Number of outstanding shares (Crore)	30.47
Face Value	1.00
52-week High / Low (Rs)	379.70 / 205.45

Shareholding pattern as on 31st March 2024



Usha Martin Ltd. Q4 & FY2024 Earnings Conference Call

Date & Time: 29 April, 2024 at 2.00 PM IST

To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link:

Pre-registration



You will receive dial in numbers, passcode and a pin for the concall on the registered email address provided by you. Kindly dial into the call on the Conference Call date and use the passcode & pin to connect to call

Conference dial-in Primary Number: +91 22 6280 1141 / +91 22 7115 8042

International Toll Free Number:
Hong Kong: 800 964 448
Singapore: 800 101 2045
UK: 0 808 101 1573
USA: 1 866 746 2133

Contact us

About Us:

Established in the year 1960, Usha Martin is a leading global and India's No. 1 specialty steel wire rope solutions provider. The Company is also engaged in the manufacturing of high-quality wires, low relaxation prestressed concrete steel strand (LRPC), bespoke end-fittings, accessories and related services.

Usha Martin's wire rope manufacturing facilities in Ranchi, Hoshiarpur, Dubai, Bangkok and UK produce the widest range of wire ropes that find application in various industries across the world. All of the company's facilities are equipped with the latest state-of-the-art high-capacity machines to manufacture world-class products.

Usha Martin's global R&D center located in Italy is actively engaged in designing of wire ropes and uses proprietary design software to develop products that are the best in class. The Company also has an extensive and dedicated network of distribution centers located across the globe.

Corporate Identification No: L31400WB1986PLC091621

Regd. Office: 2A, Shakespeare Sarani, Kolkata – 700 071, India

Mr. Anirban Sanyal (Chief Financial Officer)

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Thank You

 **usha martin**[®]