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## USHA MARTIN LIMITED

Registered Office : 2A Shakespeare Sarani, Kolkata - 700071
Unaudited Consolidated Financial Results for the quarter and nine months ended 31st December, 2010
(Rs. in Lakhs)

| Particulars | Quarter ended |  | Nine months ended |  | Previous Year ended 31st March, 2010 (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { 31st December, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 31st December, } \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 31st December, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 31st December, } \\ 2009 \\ \hline \end{gathered}$ |  |
| 1. Gross Sales / Income from Operations | 80,059 | 61,820 | 233,930 | 195,152 | 263,033 |
| 2. Less: Excise Duty | 5,488 | 2,646 | 15,689 | 8,157 | 11,592 |
| 3. (a) Net Sales / Income from Operations (1-2) | 74,571 | 59,174 | 218,241 | 186,995 | 251,441 |
| (b) Other Operating Income | 120 | 17 | 1,144 | 1,444 | 2,001 |
|  | 74,691 | 59,191 | 219,385 | 188,439 | 253,442 |
| 4. Expenditure |  |  |  |  |  |
| a. (Increase) / decrease in Stock-in-Trade and Work-in-Progress | $(1,794)$ | $(7,183)$ | $(11,113)$ | $(6,795)$ | $(8,155)$ |
| b. Consumption of Raw Materials | 34,019 | 28,720 | 93,602 | 87,341 | 115,450 |
| c. Purchase of Traded Goods | 67 | 57 | 182 | 383 | 597 |
| d. Power and Fuel | 8,600 | 5,993 | 25,398 | 16,511 | 22,716 |
| e. Consumption of Stores and Spare Parts | 4,683 | 4,179 | 15,010 | 11,041 | 15,644 |
| f. Employees Cost | 5,535 | 4,960 | 16,585 | 14,198 | 19,186 |
| g. Depreciation (including amortisation) | 5,330 | 3,508 | 14,605 | 9,450 | 12,947 |
| h. Other Expenditure | 11,788 | 9,428 | 37,543 | 30,686 | 39,052 |
| i. Total Expenditure | 68,228 | 49,662 | 191,812 | 162,815 | 217,437 |
| 5. Profit from Operations before Other Income, Interest and Exceptional Items (3-4) | 6,463 | 9,529 | 27,573 | 25,624 | 36,005 |
| 6. Other Income | 131 | 182 | 258 | 322 | 549 |
| 7. Profit before Interest and Exceptional Items (5+6) | 6,594 | 9,711 | 27,831 | 25,946 | 36,554 |
| 8. Interest (Net) | 4,758 | 3,683 | 13,082 | 9,200 | 12,550 |
| 9. Profit after Interest but before Exceptional Items (7-8) | 1,836 | 6,028 | 14,749 | 16,746 | 24,004 |
| 10. Exceptional Items | - | - | - | - |  |
| 11. Profit from Ordinary Activities before Tax ( $9+10$ ) | 1,836 | 6,028 | 14,749 | 16,746 | 24,004 |
| 12. Tax Expense (Note 4 below) | 455 | 2,489 | 4,433 | 6,585 | 6,852 |
| 13. Net Profit from Ordinary Activities after Tax and before Minority Interest (11-12) | 1,381 | 3,539 | 10,316 | 10,161 | 17,152 |
| 14. Minority Interest | 71 | 61 | 228 | 219 | 290 |
| 15. Net Profit from Ordinary Activities after Tax and Minority Interest (13-14) | 1,310 | 3,478 | 10,088 | 9,942 | 16,862 |
| 16. Extraordinary Items | - | - | - | - | - |
| 17. Net Profit for the period (15-16) | 1,310 | 3,478 | 10,088 | 9,942 | 16,862 |
| 18. Paid-up Equity Share Capital [ Face value Re. 1 each ] | 3,054 | 2,509 | 3,054 | 2,509 | 3,054 |
| 19. Reserves excluding Revaluation Reserve (as per Balance Sheet of the previous accounting year) |  |  |  |  | 161,840 |
| 20. Earning Per Share (EPS) Before and After Extraordinary Items Basic EPS - Rs. Diluted EPS - Rs. | $\begin{aligned} & 0.43 \\ & 0.43 \end{aligned}$ | $\begin{aligned} & 1.39 \\ & 1.39 \end{aligned}$ | 3.31 3.31 | $\begin{aligned} & 3.96 \\ & 3.96 \end{aligned}$ | 6.46 6.46 |
| 21. Public Shareholding <br> - Number of Shares <br> - Percentage of Shareholding | $\begin{array}{r} 183047806 \\ 60.07 \% \\ \hline \end{array}$ | $\begin{array}{r} 129174806 \\ 51.62 \% \\ \hline \end{array}$ | $\begin{array}{r} 183047806 \\ 60.07 \% \\ \hline \end{array}$ | $\begin{array}{r} 129174806 \\ 51.62 \% \\ \hline \end{array}$ | $\begin{array}{r} 183824806 \\ 60.32 \% \end{array}$ |
| 22. Promoters and Promoter Group Shareholding <br> a) Pledged / Encumbered |  |  |  |  |  |
| - Number of Shares <br> - Percentage of shares ( as a \% of the total shareholding of promoter and promoter group) <br> - Percentage of shares ( as a \% of the total share capital of the company) <br> b) Non-encumbered | - . . | 20187195 $17.48 \%$ $8.07 \%$ | - | 20187195 $17.48 \%$ $8.07 \%$ | 5187195 $4.49 \%$ $1.70 \%$ |
| - Number of Shares <br> - Percentage of shares ( as a \% of the total shareholding of promoter and promoter group) <br> - Percentage of shares ( as a \% of the total share capital of the company) | 116964604 $100.00 \%$ $38.38 \%$ | $\begin{array}{r} 95325409 \\ 82.52 \% \\ 38.09 \% \\ \hline \end{array}$ | 116964604 $100.00 \%$ $38.38 \%$ | 95325409 $82.52 \%$ $38.09 \%$ | 110325409 $95.51 \%$ $36.20 \%$ |

## Notes

1. The above consolidated financial results have been prepared in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules 2006 as per section 211(3C) of the Companies Act, 1956. The Group comprises the Company and its eight subsidiaries and four joint ventures.
2. During the quarter under review, performance of the Steel plant was adversely affected due to breakdown of 30MW Captive Power Plant and inadequate supply of power from the grid besides some disruption in transportation of coal for DRI production. The situation has since normalised.
3. The figures pertaining to previous periods ended 31st December, 2009 were not subjected to limited review, as the Company has opted for publishing consolidated financial results from the quarter ended 30th June, 2010 pursuant to the option made available as per Clause 41 of the Listing Agreement with Stock Exchanges. The stand-alone financial results are being forwarded to the Stock Exchanges (BSE and NSE) for uploading on their respective websites and the same are also being made available on the Company's website viz. www.ushamartin.com.
4. Tax Expense comprises Current Tax (net of MAT credit entitlement) and Deferred Tax.
5. Figures for the previous periods have been regrouped / rearranged wherever necessary.
6. Details of number of investor complaints of the Company (holding company) during the quarter ended 31st December, 2010 : beginning - Nil , received - 17, attended to / disposed of - 17 and pending - Nil.
7. The above results, after review by the Audit Committee, have been approved and taken on record by the Board of Directors at its meeting held on 25th January, 2011.
8. The Auditors of the Company have carried out a 'Limited Review' of the aforesaid financial results for the periods ended 31st December, 2010 in terms of Clause 41 of the Listing Agreement with Stock Exchanges.
9. The unaudited particulars of Turnover, Profit before Tax and Profit after Tax on stand-alone basis are furnished hereunder :
(Rs. in Lakhs)

| Particulars | Quarter ended |  | Nine months ended |  | Previous Year ended 31st March, 2010 (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { 31st December, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { 31st December, } \\ & 2009 \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { 31st December, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { 31st December, } \\ & 2009 \\ & \hline \end{aligned}$ |  |
| Turnover (Net of Excise Duty) | 61,261 | 43,985 | 180,247 | 132,724 | 185,039 |
| Profit before Tax | 487 | 3,916 | 9,863 | 9,713 | 13,921 |
| Profit after Tax | 357 | 1,842 | 6,650 | 4,647 | 9,221 |

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## USHA MARTIN LIMITED

Registered Office : 2A, Shakespeare Sarani, Kolkata - 700071
Segment wise Revenue, Results and Capital Employed on Consolidated basis

| Particulars | Quarter ended |  | Nine months ended |  | Previous Year ended 31st March, 2010 (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { 31st December, } \\ 2010 \end{gathered}$ | $\begin{gathered} \text { 31st December, } \\ 2009 \end{gathered}$ | $\begin{gathered} \hline \text { 31st December, } \\ 2010 \end{gathered}$ | 31st December, 2009 |  |
| 1. Segment Revenue (Net Sales / Income from Operations) <br> a. Steel <br> b. Wire and Wire Ropes <br> c. Unallocated | $\begin{array}{r} 48179 \\ 40945 \\ 2456 \end{array}$ | $\begin{gathered} 30681 \\ 38334 \\ 3,606 \end{gathered}$ | $\begin{array}{r} 140461 \\ 123638 \\ 6009 \end{array}$ | $\begin{array}{r} 92994 \\ 122907 \\ 11,176 \end{array}$ | $\begin{array}{r} 132054 \\ 162893 \\ 13416 \end{array}$ |
| Total Segment Revenue <br> Less: Inter-Segment Revenue | $\begin{aligned} & 91580 \\ & 17009 \end{aligned}$ | $\begin{aligned} & 72620 \\ & 13447 \end{aligned}$ | $\begin{array}{r} 270108 \\ 51867 \end{array}$ | $\begin{array}{r} 227076 \\ 40082 \end{array}$ | $\begin{array}{r} 308363 \\ 56922 \end{array}$ |
| Net Sales / Income from Operations | 74571 | 59173 | 218241 | 186994 | 251441 |
| 2. Segment Results [Profit( + )/Loss $(-)$ before tax and interest from each segment] <br> a. Steel <br> b. Wire and Wire Ropes <br> c. Unallocated | 1858 <br> 5676 <br> (66) | $\begin{array}{r} 2652 \\ 6608 \\ 164 \end{array}$ | $\begin{array}{r} 13101 \\ 17189 \\ 206 \end{array}$ | $\begin{array}{r} 6644 \\ 20135 \\ 719 \end{array}$ | $\begin{array}{r} 8159 \\ 27445 \\ 1127 \end{array}$ |
| Total | 7468 | 9424 | 30496 | 27498 | 36731 |
| Less: <br> a. Interest (Net) <br> b. Other Un-allocable Expenditure (Net of Un-allocable Income) | $\begin{array}{r} 4758 \\ 874 \end{array}$ | $\begin{gathered} 3683 \\ (287) \end{gathered}$ | $\begin{array}{r} 13082 \\ 2665 \end{array}$ | $\begin{aligned} & 9200 \\ & 1552 \end{aligned}$ | $\begin{array}{r} 12550 \\ 177 \end{array}$ |
| Total Profit before Tax | 1836 | 6028 | 14749 | 16746 | 24004 |
| 3. Capital Employed (Segment Assets less Segment Liabilities) <br> a. Steel <br> b. Wire and Wire Ropes <br> c. Unallocated | $\begin{array}{r} 247548 \\ 114423 \\ 5957 \end{array}$ | $\begin{array}{r} 202865 \\ 97952 \\ 6083 \end{array}$ | $\begin{array}{r} 247548 \\ 114423 \\ 5957 \end{array}$ | $\begin{array}{r} 202865 \\ 97952 \\ 6083 \end{array}$ | $\begin{array}{r} 180496 \\ 91278 \\ 6013 \end{array}$ |
| Total | 367928 | 306900 | 367928 | 306900 | 277787 |
| Place : Ranchi <br> Date : 25th January, 2011 |  |  |  |  | Dr. P. Bhattacharya Jt. Managing Director |

Registered Office: 2A, Shakespeare Sarani, Kolkata - 700071
Unaudited Financial Results for the quarter and nine months ended 31st December, 2010 on Stand-alone basis
(Rs. in Lakhs)

| Particulars | Quarter ended |  | Nine months ended |  | Previous Year ended 31st March, 2010 (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 31st December, } \\ 2010 \end{gathered}$ | $\begin{aligned} & \text { 31st December, } \\ & 2009 \end{aligned}$ | $\begin{gathered} \text { 31st December, } \\ 2010 \end{gathered}$ | $\begin{aligned} & \text { 31st December, } \\ & 2009 \end{aligned}$ |  |
| 1. Gross Sales / Income from Operations <br> 2. Less: Excise Duty | $\begin{array}{r} 66581 \\ 5320 \end{array}$ | $\begin{array}{r} 46523 \\ 2538 \end{array}$ | $\begin{array}{r} 195514 \\ 15267 \end{array}$ | $\begin{array}{r} 140444 \\ 7720 \end{array}$ | $\begin{array}{r} 196003 \\ 10964 \end{array}$ |
| 3. (a) Net Sales / Income from Operations (1-2) <br> (b) Other Operating Income | $\begin{array}{r} 61261 \\ 80 \\ \hline \end{array}$ | $\begin{array}{r} 43985 \\ 2 \end{array}$ | $\begin{array}{r} 180247 \\ 554 \\ \hline \end{array}$ | 132724 <br> 1008 | $\begin{array}{r} \hline 185039 \\ 1127 \\ \hline \end{array}$ |
|  | 61341 | 43987 | 180801 | 133732 | 186166 |
| 4. Expenditure <br> a. (Increase) / decrease in Stock-in-Trade and Work-in-Progress <br> b. Consumption of Raw Materials <br> c. Purchase of Traded Goods <br> d. Power and Fuel <br> e. Consumption of Stores and Spare Parts <br> f. Employees Cost <br> g. Depreciation (including amortisation) <br> h. Other Expenditure | $\begin{array}{r} (2142) \\ 27204 \\ 67 \\ 8139 \\ 4443 \\ 3532 \\ 4722 \\ 10383 \\ \hline \end{array}$ | $\begin{array}{r} (7419) \\ 21468 \\ 57 \\ 5468 \\ 3958 \\ 2842 \\ 2940 \\ 7394 \\ \hline \end{array}$ | $\begin{array}{r} (10965) \\ 75501 \\ 174 \\ 23979 \\ 14295 \\ 10513 \\ 12810 \\ 32519 \\ \hline \end{array}$ | $\begin{array}{r} (9181) \\ 60033 \\ 381 \\ 14981 \\ 10367 \\ 7767 \\ 7780 \\ 24034 \\ \hline \end{array}$ | $\begin{array}{r} (9112) \\ 83063 \\ 595 \\ 20732 \\ 14730 \\ 10858 \\ 10725 \\ 30240 \\ \hline \end{array}$ |
| i. Total Expenditure | 56348 | 36708 | 158826 | 116162 | 161831 |
| 5. Profit from Operations before Other Income, Interest and Exceptional Items (3-4) | 4993 | 7279 | 21975 | 17570 | 24335 |
| 6. Other Income | 50 | 8 | 360 | 351 | 889 |
| 7. Profit before Interest and Exceptional Items (5+6) | 5043 | 7287 | 22335 | 17921 | 25224 |
| 8. Interest (Net) | 4556 | 3371 | 12472 | 8208 | 11303 |
| 9. Profit after Interest but before Exceptional Items (7-8) | 487 | 3916 | 9863 | 9713 | 13921 |
| 10. Exceptional Items | - | - | - | - | - |
| 11. Profit from Ordinary Activities before Tax (9+10) | 487 | 3916 | 9863 | 9713 | 13921 |
| 12. Tax Expense (Note 2 below) | 130 | 2074 | 3213 | 5066 | 4700 |
| 13. Net Profit from Ordinary Activities after Tax (11-12) | 357 | 1842 | 6650 | 4647 | 9221 |
| 14. Extraordinary Items | - | - | - | - |  |
| 15. Net Profit for the period (13-14) | 357 | 1842 | 6650 | 4647 | 9221 |
| 16. Paid-up Equity Share Capital [ Face value Re. 1 each] | 3054 | 2509 | 3054 | 2509 | 3054 |
| 17. Reserves excluding Revaluation Reserve (as per Balance Sheet of the previous accounting year) |  |  |  |  | 146915 |
| 18. Earning Per Share (EPS) before and after Extraordinary Items <br> Basic EPS - Rs. <br> Diluted EPS - Rs. | $\begin{aligned} & 0.12 \\ & 0.12 \end{aligned}$ | $\begin{aligned} & 0.74 \\ & 0.74 \end{aligned}$ | 2.18 <br> 2.18 | $\begin{aligned} & 1.86 \\ & 1.86 \end{aligned}$ | 3.53 <br> 3.53 |
| 19. Public Shareholding <br> - Number of Shares <br> - Percentage of Shareholding | $\begin{array}{r} 183047806 \\ 60.07 \% \\ \hline \end{array}$ | $\begin{array}{r} 129174806 \\ 51.62 \% \\ \hline \end{array}$ | $\begin{array}{r} 183047806 \\ 60.07 \% \\ \hline \end{array}$ | $\begin{array}{r} 129174806 \\ 51.62 \% \\ \hline \end{array}$ | $\begin{array}{r} 183824806 \\ 60.32 \% \\ \hline \end{array}$ |
| 20. Promoters and Promoter Group Shareholding <br> a) Pledged / Encumbered <br> - Number of Shares <br> - Percentage of shares ( as a \% of the total shareholding of promoter and promoter group) <br> - Percentage of shares ( as a \% of the total share capital of the company) <br> b) Non-encumbered <br> - Number of Shares <br> - Percentage of shares ( as a \% of the total shareholding of promoter and promoter group) <br> - Percentage of shares ( as a \% of the total share capital of the company) | 116964604 $100.00 \%$ $38.38 \%$ | $\begin{array}{r} 20187195 \\ 17.48 \% \\ 8.07 \% \\ 95325409 \\ 82.52 \% \\ 38.09 \% \end{array}$ | 116964604 $100.00 \%$ $38.38 \%$ | $\begin{array}{r} 20187195 \\ 17.48 \% \\ 8.07 \% \\ 95325409 \\ 82.52 \% \\ 38.09 \% \end{array}$ | $\begin{array}{r} 5187195 \\ 4.49 \% \\ 1.70 \% \\ 110325409 \\ 95.51 \% \\ 36.20 \% \end{array}$ |

Notes:

1. During the quarter under review, performance of the Steel plant was adversely affected due to breakdown of 30MW Captive Power Plant and inadequate supply of power from the grid besides some disruption in transportation of coal for DRI production. The situation has since normalised.
2. Tax Expense comprises Current Tax (net of MAT credit entitlement) and Deferred Tax.
3. Figures for the previous periods have been regrouped / rearranged wherever necessary.
4. Details of number of investor complaints during the quarter ended 31st December, 2010 : beginning - Nil , received - 17, attended to / disposed of - 17 and pending - Nil.
5. The above results, after review by the Audit Committee, have been approved and taken on record by the Board of Directors at its meeting held on 25 th January, 2011.
6. The Auditors of the Company have carried out a 'Limited Review' of the aforesaid financial results for the period ended 31 st December, 2010 in terms of Clause 41 of the Listing Agreement with Stock Exchanges.

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## USHA MARTIN LIMITED

Registered Office : 2A, Shakespeare Sarani, Kolkata - 700071 Segment wise Revenue, Results and Capital Employed on Stand-alone basis
(Rs. in Lakhs)

| Particulars | Quarter ended |  | Nine months ended |  | Previous Year ended 31st March, 2010 (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 31st December, } \\ 2010 \end{gathered}$ | $\begin{aligned} & \text { 31st December, } \\ & 2009 \end{aligned}$ | $\begin{gathered} \text { 31st December, } \\ 2010 \end{gathered}$ | $\begin{aligned} & \text { 31st December, } \\ & 2009 \end{aligned}$ |  |
| 1. Segment Revenue <br> (Net Sales / Income from Operations) <br> a. Steel <br> b. Wire and Wire Ropes <br> c. Unallocated | $\begin{aligned} & 48179 \\ & 28936 \end{aligned}$ | $\begin{aligned} & 30681 \\ & 25654 \end{aligned}$ | $\begin{array}{r} 140461 \\ 87076 \end{array}$ | $\begin{aligned} & 92994 \\ & 76250 \end{aligned}$ | $\begin{aligned} & 132054 \\ & 105229 \end{aligned}$ |
| Total Segment Revenue Less: Inter-Segment Revenue | $\begin{aligned} & 77115 \\ & 15854 \end{aligned}$ | $\begin{aligned} & 56335 \\ & 12350 \end{aligned}$ | $\begin{array}{r} 227537 \\ 47290 \end{array}$ | $\begin{array}{r} 169244 \\ 36520 \end{array}$ | $\begin{array}{r} 237283 \\ 52244 \end{array}$ |
| Net Sales / Income from Operations | 61261 | 43985 | 180247 | 132724 | 185039 |
| 2. Segment Results [Profit(+)/Loss(-) before tax and interest from each segment] <br> a. Steel <br> b. Wire and Wire Ropes <br> c. Unallocated | $\begin{aligned} & 1742 \\ & 4176 \end{aligned}$ | $\begin{aligned} & 2270 \\ & 4730 \end{aligned}$ | $\begin{aligned} & 13147 \\ & 11854 \end{aligned}$ | $\begin{array}{r} 6212 \\ 13208 \end{array}$ <br> (5) | $\begin{array}{r} 7733 \\ 17429 \\ 117 \end{array}$ |
| Total | 5918 | 7000 | 25001 | 19415 | 25279 |
| Less: <br> a. Interest (Net) <br> b. Other Un-allocable Expenditure (Net of Un-allocable Income) | $\begin{array}{r} 4556 \\ 875 \end{array}$ | $\begin{gathered} 3371 \\ (287) \end{gathered}$ | $\begin{array}{r} 12472 \\ 2666 \end{array}$ | $\begin{aligned} & 8208 \\ & 1494 \end{aligned}$ | $\begin{array}{r} 11303 \\ 55 \end{array}$ |
| Total Profit before Tax | 487 | 3916 | 9863 | 9713 | 13921 |
| 3. Capital Employed (Segment Assets less Segment Liabilities) <br> a. Steel <br> b. Wire and Wire Ropes <br> c. Unallocated | $\begin{array}{r} 250006 \\ 88795 \\ 4110 \end{array}$ | $\begin{array}{r} 205205 \\ 77614 \\ 4220 \end{array}$ | $\begin{array}{r} 250006 \\ 88795 \\ 4110 \end{array}$ | $\begin{array}{r} 205205 \\ 77614 \\ 4220 \end{array}$ | $\begin{array}{r} 182421 \\ 69669 \\ 4116 \end{array}$ |
| Total | 342911 | 287039 | 342911 | 287039 | 256206 |

Date : 25th January, 2011

