

USHA MARTIN'S CONSOLIDATED TURNOVER AT RS.3338 CRORE

Kolkata, February 5, 2018 : Usha Martin Limited, leading producer of specialty steel and one of the largest wire rope manufacturers globally, announced its results for the quarter and nine months ended 31st December 2017.

Key Highlights

Production Data (Stand Alone)

	Qty in MT				
	Q3 FY18	Q3FY17	9MFY18	9M FY17	12M FY17
Iron Ore	841,411	752,424	1,990,921	1,842,066	2,496,483
Coke	74,068	75,486	247,101	263,869	336,551
Billet	140,305	153,089	463,490	503,522	670,405
Rolled Products	143,171	152,122	443,532	460,813	601,018
Hot Metal	131,520	113,008	394,914	418,191	542,295
Sinter	205,543	184,379	607,506	619,174	815,850
DRI	84,334	103,509	327,780	273,282	390,593
VA Products	50,338	38,950	146,107	129,179	176,804

Financials

Stand Alone

	Rs.in Cr				
Particulars	Q3 FY18	Q3 FY17	9MFY18	9MFY17	12MFY17
Net Sales	987.3	782.9	2876.9	2385.7	3246.5
EBITDA*	106.4	99.3	336.9	398.6	462.6
EBITDA %	10.8	12.7	11.7	16.7	14.2
Depreciation	66.5	67.6	202.9	200.9	268.6
Interest	150.5	139.9	429.6	403.6	549.0
PBT	(110.6)	(108.2)	(295.7)	(205.9)	(355.0)
PAT	(110.6)	(108.2)	(295.7)	(205.9)	(355.0)

* Including Other Income

Consolidated

	Rs.in Cr				
Particulars	Q3FY18	Q3FY17	9MFY18	9MFY17	12MFY17
Net Sales	1126.8	931.5	3338.0	2866.8	3881.9
EBITDA*	119.4	112.3	394.5	433.5	511.3
EBITDA %	10.6	12.1	11.8	15.1	13.2
Depreciation	74.5	75.4	226.1	224.6	300.0
Interest	154.7	143.9	441.4	415.4	564.2
PBT	(109.8)	(107.0)	(273.0)	(206.5)	(352.9)
PAT	(111.6)	(109.9)	(282.6)	(210.4)	(358.9)

* Including Other Income

- Net Turnover on standalone basis for the quarter was up by 26.1% on YoY and 3.5% on QoQ, and for nine months period it was up by 20.6%.
- Net turnover on consolidated basis for the quarter was up by 21.0% on YoY and 0.4% on QoQ, and for nine months period it was up by 16.4%.
- EBIDTA for the quarter on standalone basis was Rs.106.4 crore as against Rs.99.3 crore in corresponding period last year.
- EBIDTA for the quarter on consolidated basis was Rs.119.4 crore as against Rs.112.3 crore in corresponding period last year.
- Achieved Wire, Wire Rope, Strands, LRPC & B/Bar (WWR Divn.) production at 50,338 MT, up by 29.2% and 4.6% on YoY and QoQ basis respectively and sales for the quarter at 49,914 MT, up by 25.1% on YoY and for 9 months at 146,088, up by 13.7%.
- Achieved Hot Metal production at 131,520 MT in Q3FY18, up by 16.4% and 9.1% on YoY and QoQ basis respectively.
- Achieved DRI production at 327,780 MT in 9MFY18, up by 19.9% compared to 9MFY17.
- Metallics sales at 291,931 MT in 9MFY18 compared to 108,694 MT in corresponding period last year.
- Rolled Products sales at 459,859 MT in 9MFY18, up by 4.8% compared to corresponding period last year.



Usha Martin Limited (UML) a leading Integrated Speciality Steel company and one of the largest Wire Rope manufacturers globally with facilities spread across major global markets -

Corporate Office	-	Kolkata, India
Steel Plant	-	Jamshedpur, India
Wire & Wire Rope Plants	-	Ranchi, India Hoshiarpur, India Thailand, UK & Dubai
Bright Bar Plants	-	Ranchi, India Chennai, India
Iron Ore Mine	-	Barajamda, India
Coal Mine	-	Brinda & Sasai, India
Distribution & Marketing Centres	-	Singapore Dubai Glasgow, UK Aberdeen, UK Rotterdam, Netherlands Houston, USA Sydney, Australia Shanghai, China Jakarta, Indonesia Vietnam
R & D Centre	-	Italy

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