

## Usha Martin's first nine months consolidated turnover crosses Rs. 3,350 Crs

**Kolkata, January 30, 2014:** Usha Martin Limited, leading producer of Specialty Steel and one of the largest Wire Rope manufacturer globally announced its results for the third quarter and nine months ended 31<sup>st</sup> December 2014.

### Financials

#### Consolidated

Particulars	Rs.in Crs			
	Q3 FY15	Q3 FY14	9M FY15	9M FY14
Net Sales	1,076.77	965.38	3,390.04	2,821.27
EBIDTA	185.07	230.82	596.55	607.38
PBT	(51.33)	26.00	(101.75)	49.43
PAT ✦	(35.99)	15.43	(122.64)	20.38
Annualised EPS [Rs.]	(4.72)	2.04	(5.36)	0.89

#### Key Highlights – 9M'15

- Turnover increased by over 20% on consolidated basis and 21% on stand alone basis.
- Steel production up by over 14%.
- DRI & Hot Metal production up by 36% and 22% respectively.
- Standalone EBIDTA margin at 18.7% and 17.6% on consolidated basis.
- The operating results would have been better but for subdued steel demand, competition with cheaper imports and higher charge of depreciation and interest.

#### Stand Alone

Particulars	Rs.in Crs			
	Q3 FY15	Q3 FY14	9M FY15	9M FY14
Net Sales	888.39	827.91	2,764.03	2,277.45
EBIDTA	160.01	195.13	516.23	533.90
PBT	(64.11)	1.47	(147.45)	8.51
PAT ✦	(43.59)	0.99	(152.62)	4.89
Annualised EPS [Rs.]	(5.72)	0.12	(6.68)	0.21

✦ Profit after tax for Q3 & 9M in FY 14-15 are after considering additional levy on coal of Rs 7.74 Crs & 78.41 Crs as exceptional item respectively

#### Production Data (Stand Alone)

	Qty in MT			
	Q3 FY15	Q3 FY 14	9M FY15	9M FY14
Coal	262,434	211,212	609,606	565,692
Iron Ore	269,977	442,929	640,959	1,410,310
Pellet	182,391	✦	539,945	✦
Coke	76,355	62,252	242,687	140,207
Billet	189,374	185,063	530,602	465,218
Rolled Products	150,860	130,076	430,732	366,066
VA Products	52,680	56,304	165,871	163,138

- The company plans to participate in auction of coal blocks to ensure long term security of key raw material.
- Improving business sentiments and RBI signaling interest rate cuts, should help the company to benefit and improve its operating performance.

✦ Commenced operations from Jan'14

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 Agra, 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	-	Daltonganj, 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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