

Usha Martin Limited



Investor Presentation

8th AUGUST 2016



ushamartin.com

The image features a large, solid orange shape that is roughly rectangular but has a diagonal cut. The top-left corner is cut off by a diagonal line extending from the top edge towards the bottom-left. The bottom-left corner is also cut off by a diagonal line extending from the bottom edge towards the top-left. The word "Highlights" is written in white, bold, sans-serif font in the center of the orange area.

Highlights

- Net Turnover was lower by 2.2 % on QoQ and 5.1% on YoY basis.
- Hot Metal production was lower by 2.3% on QoQ and higher by 17.1% on YoY basis.
- Rolled Product production was higher by 7.4% on QoQ and 6.0% on YoY basis.
- WWR production was higher by 3.3% on QoQ and 2.6% on YoY basis.
- There was an improvement in average price realization of finished goods both in Steel as well as WWR businesses.
- Slackness in exports segment continues to be a drag on WWR business.
- EBIDTA was significantly higher at Rs.161 Cr against Rs.46 Cr in Q4FY16.
- On an after tax basis, the Company reported a lower loss of Rs.32.6 Cr against Rs.172.2 Cr in 4QFY16 and Rs.91.6 Cr in 1QFY16.
- Other Income of the Company was higher at Rs.58.58 Cr against Rs.9.73 Cr in 1QFY16, mainly on account of the following :
 - Rs.32.21 Cr on account of recognition of accumulated CENVAT Credit in Steel business.
 - Rs.11.87 Cr on account of profit on sale of tangible assets in WWR business.



The graphic consists of a large orange shape on a white background. A diagonal line starts from the bottom-left corner and extends towards the top-right. A horizontal line intersects this diagonal line, creating a smaller orange triangle to the left and a larger orange trapezoid to the right. The text is centered within the larger trapezoid.

**Production Volume
&
Financial Performance**

Q1 FY 16-17

Production - Products



Billets



**Rolled
Products**



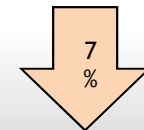
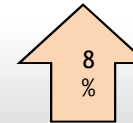
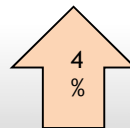
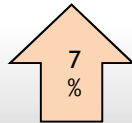
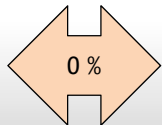
**Bright
Bars**



**Wires &
Strands**



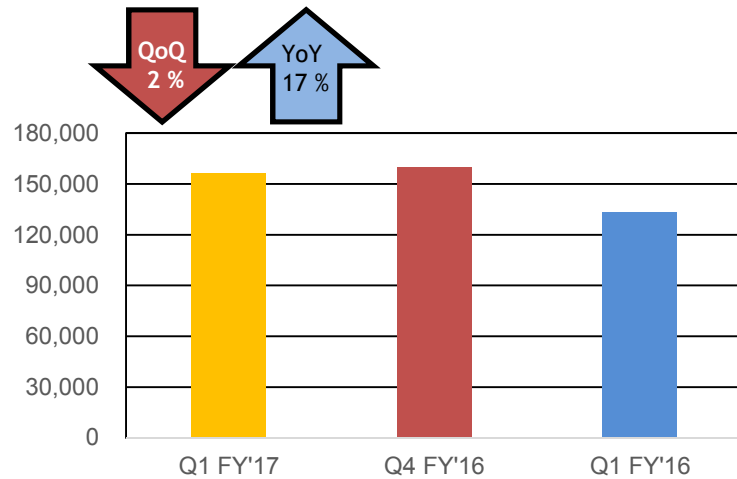
**Wire
Ropes**



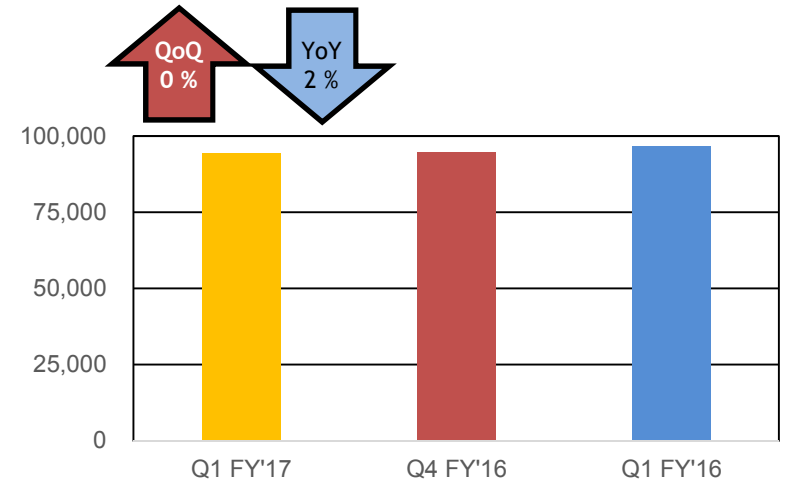
3 Months (Q1) Q o Q



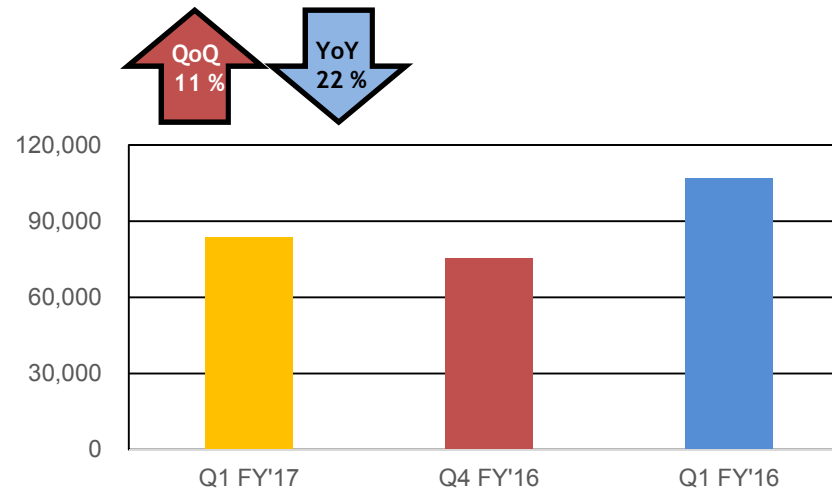
Production - Metallics (Quarterly Comparison)



Hot Metal



Coke



DRI



Financial Performance - Q1 & FY'17

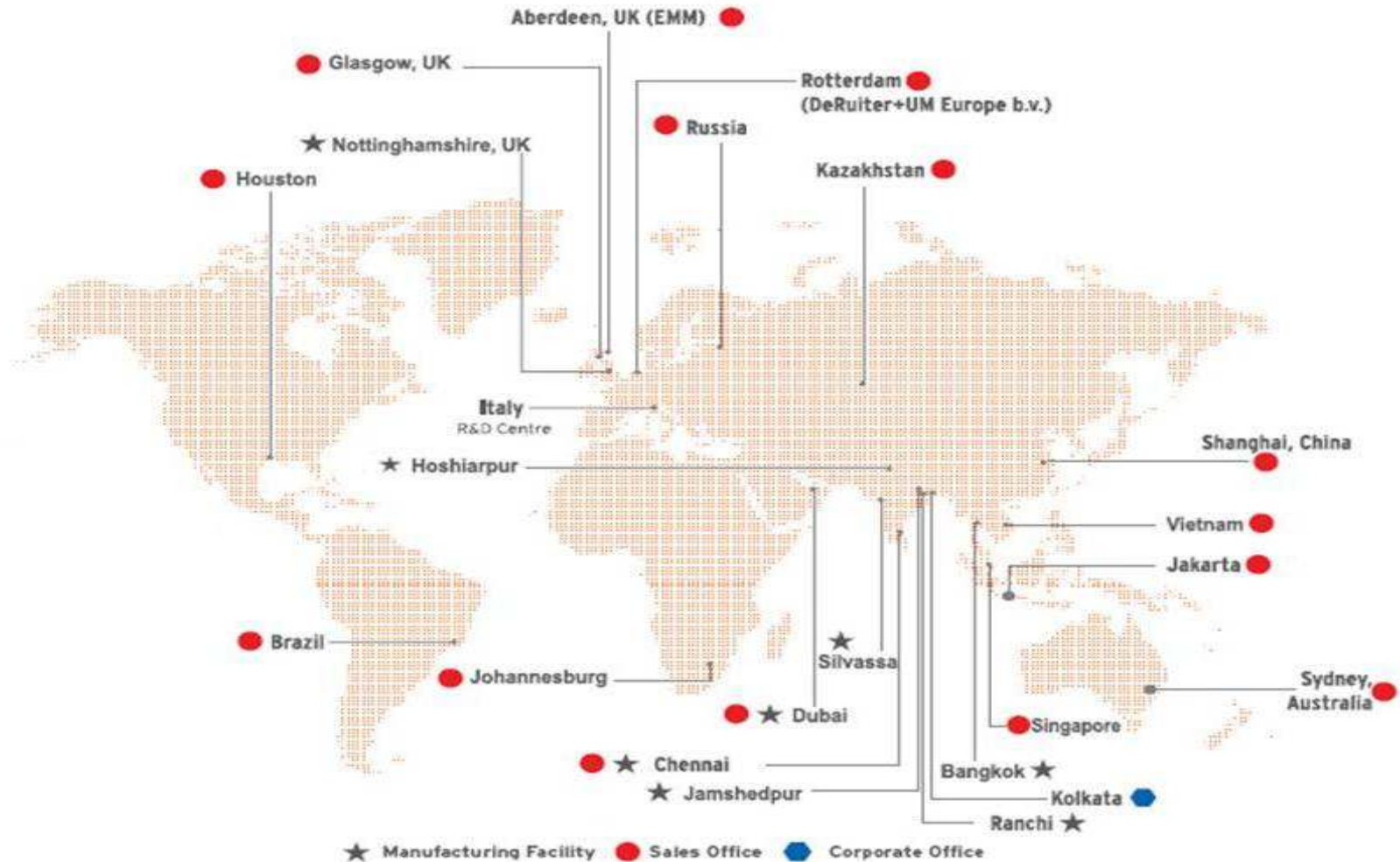
	Stand Alone		
	Q1 FY '17	Q4 FY '16	FY '16
Net Sales	832.0	850.5	3447.5
EBIDTA	161.1	46.3	335.6
PBT	(32.6)	(152.7)	(480.0)
PAT	(32.6)	(172.2)	(404.4)



The image features a large, solid orange shape that resembles a stylized arrow or a wedge pointing to the right. A diagonal line runs from the bottom-left corner towards the top-right corner, dividing the shape into two sections. The text "Business Spread" is written in white, bold, sans-serif font in the upper-right portion of the orange area. The background is white, and the entire graphic is framed by thin vertical lines on the left and right sides.

Business Spread

Global Footprints



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



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.

