

Usha Martin Limited



Investor Presentation

4th November 2015



ushamartin.com



Highlights

Operational Highlights - H1 FY 15-16

- Net Turnover was down by 10.0 % on consolidated basis and 7.6 % on stand alone basis.
- Consolidated EBIDTA margin at 9.5 % and stand alone at 9.9 %.
- Achieved Billet production at 330,316 MT, down by 3.2 %.
- Achieved growth in production of Rolled Products, DRI, Hot Metal, Coke, Pellet & Sinter.

Factors which affected performance in Q2 & H1 of FY15-16 :

- Provision for additional royalty on iron ore effective from September, 2014 ;
- Procurement of coal from the market post deallocation of the Company's Kathautia coal block w.e.f 1st April, 2015.
- Reduction in value of closing inventories consequent to lower depreciation charge based upon componentization valuation.
- Continuing pressure of cheaper imports and depressed demand across business segments.
- Unabated reduction in prices of finished and intermediate goods in global and domestic markets.
- Additionally, slide in oil prices keeping projects on hold affecting the wire rope markets.





**Production Volume
&
Financial Performance**

H1 FY 15-16

Production - Products



Billets



Rolled Products



Bright Bars



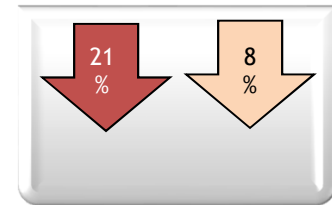
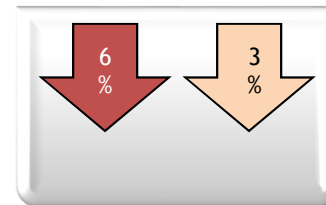
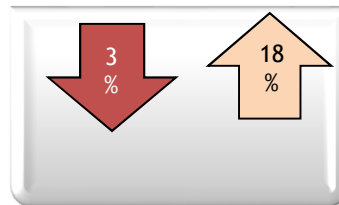
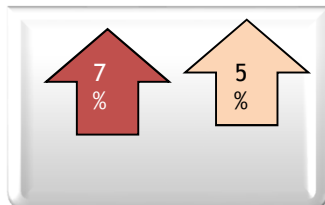
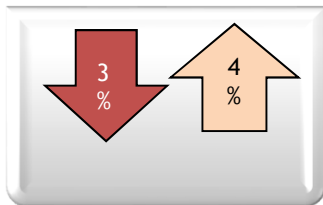
Wires & Strands



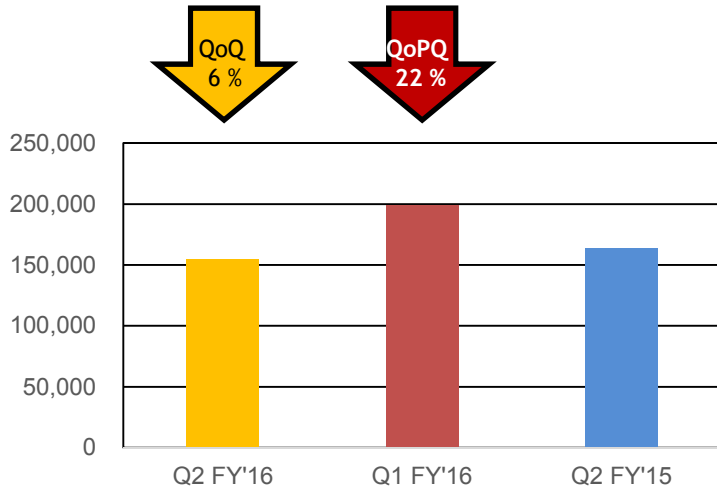
Wire Ropes

H o H

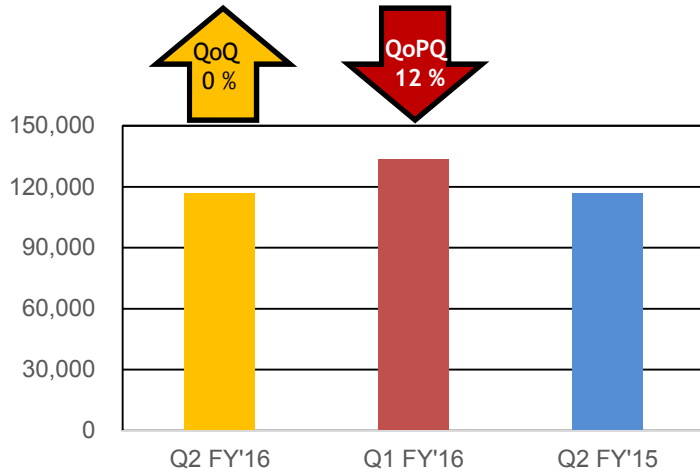
Q o PQ



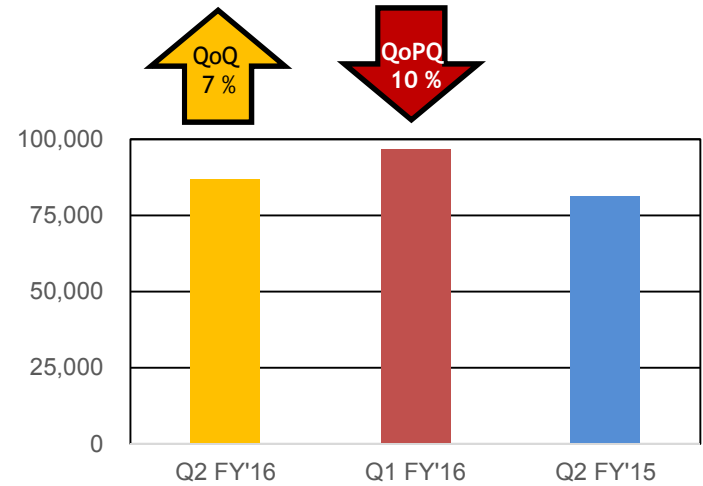
Production - Metallics



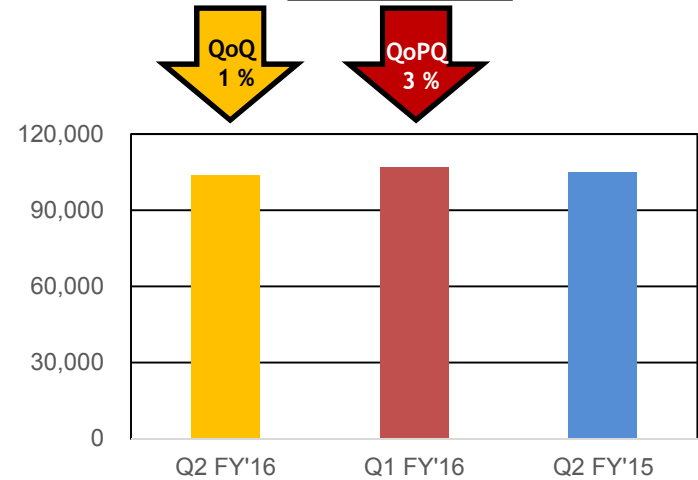
Pellet



Hot Metal



Coke

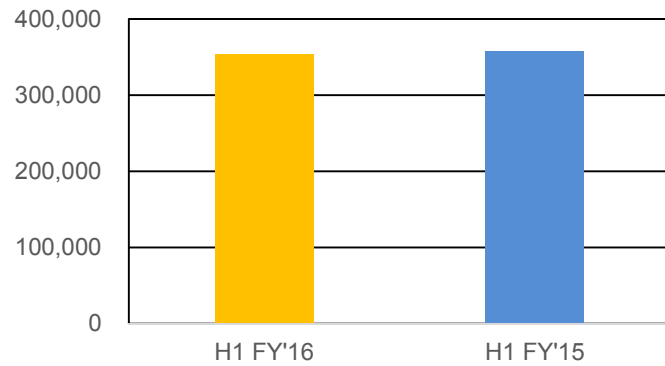


DRI



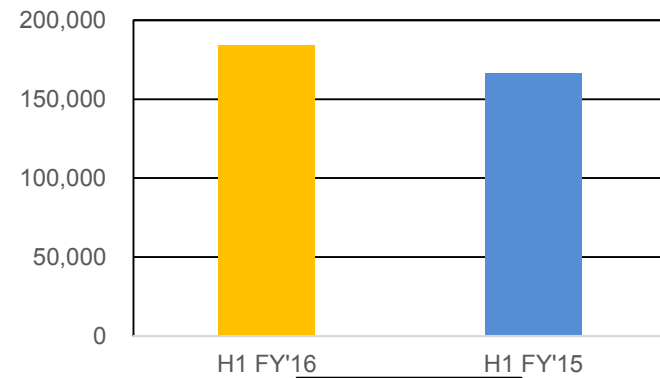
Production - Metallics

HoH
3%



Pellet

HoH
10%



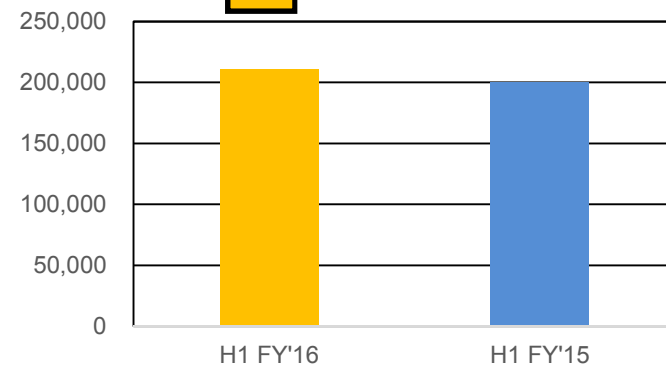
Coke

HoH
2%



Hot Metal

HoH
5%



DRI



Financial Performance - Q2 & H1 FY'16

	Stand Alone			Consolidated		
	Q2 FY '16	H1 FY '16	FY '15	Q2 FY '16	H1 FY '16	FY '15
Net Sales	852.8	1733.2	3746.0	1013.0	2080.8	4561.1
PBDIT	53.8	171.8	646.4	64.2	196.7	753.5
PBT	(134.2)	(237.3)	(344.2)	(137.7)	(240.9)	(287.0)
PAT	(92.1)	(163.4)	(292.4)	(99.3)	(172.6)	(253.1)



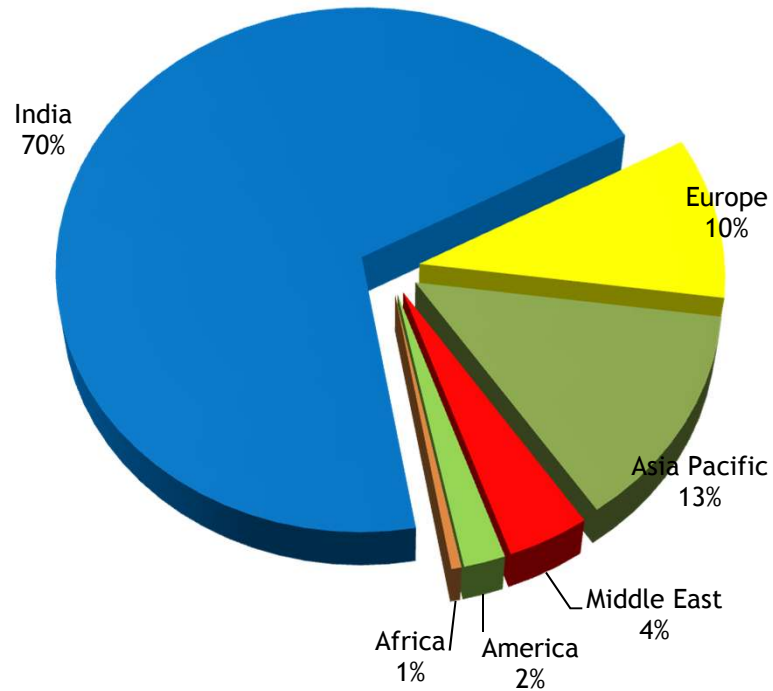


Business Spread

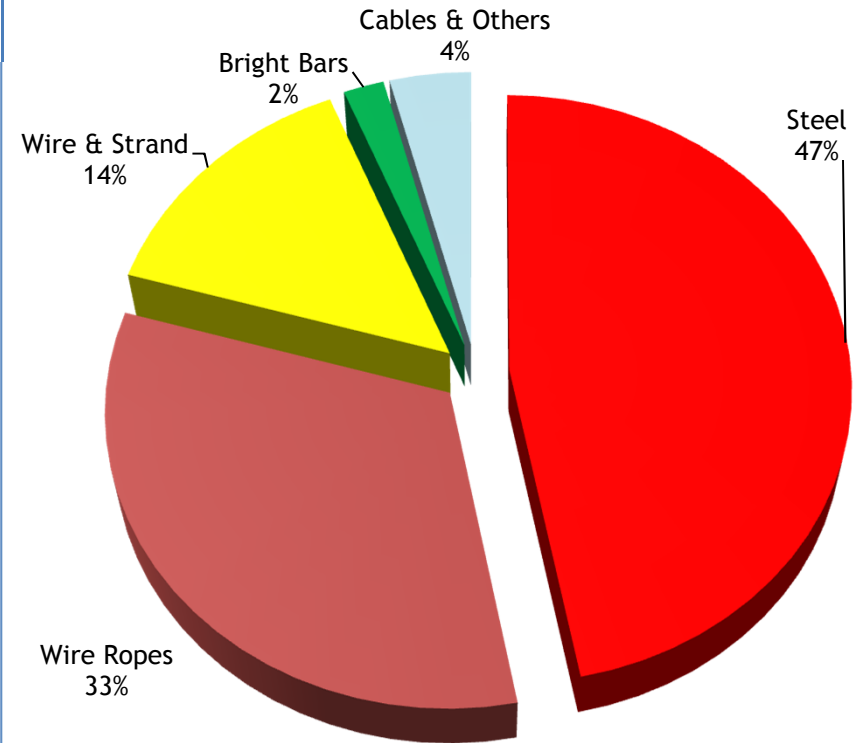
&

Architecture

Revenue Distribution (Value)



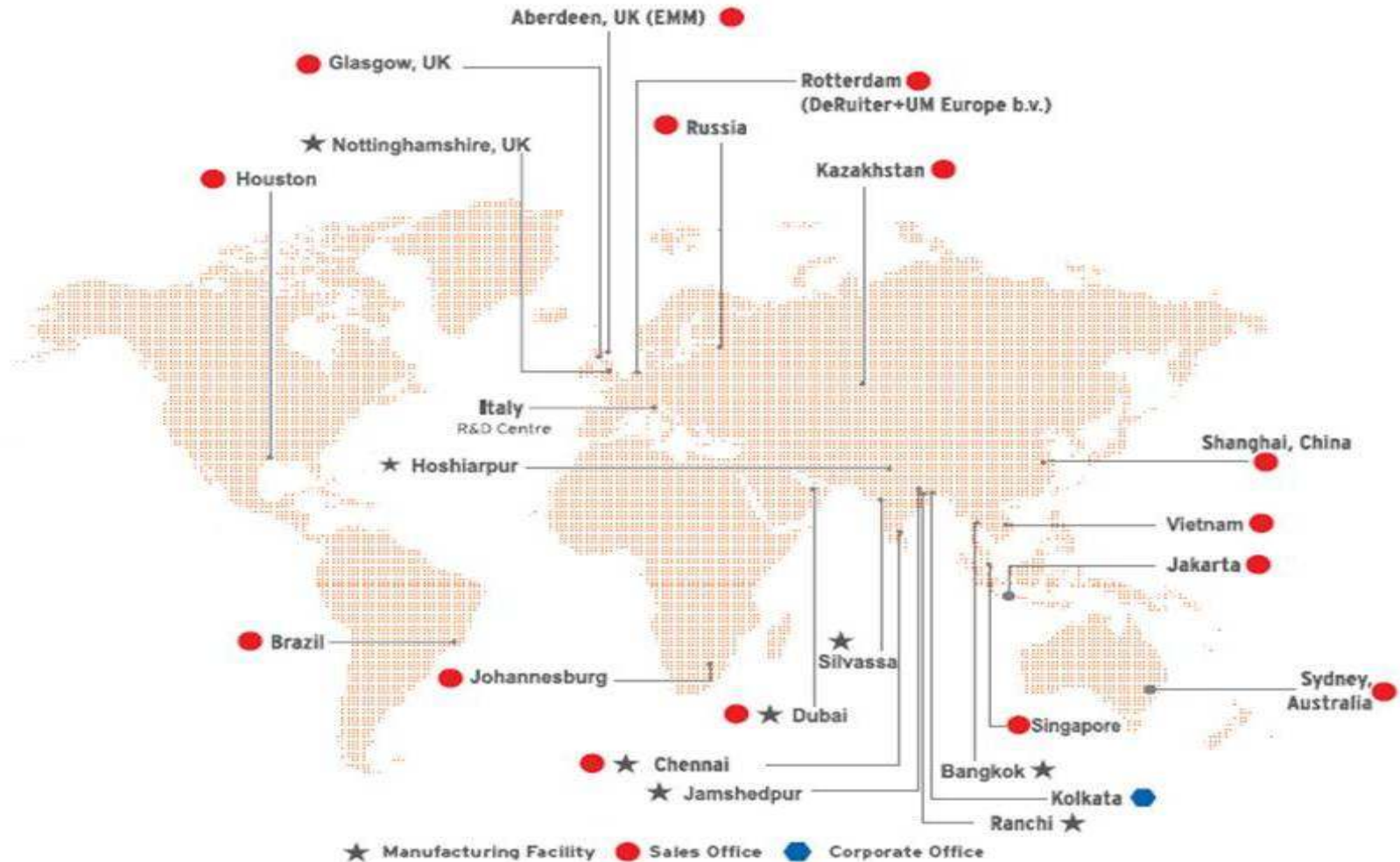
By Geographies



By Product



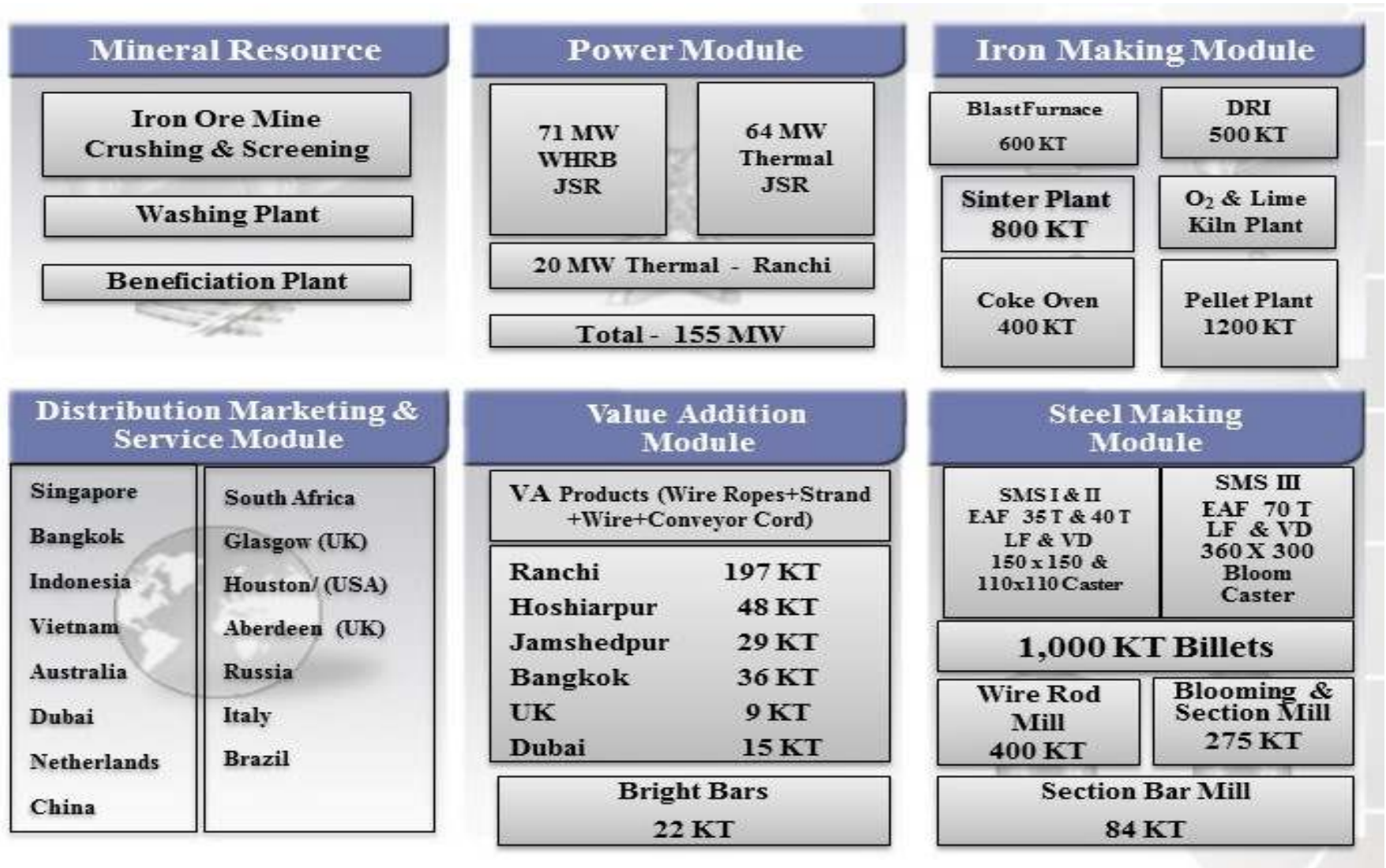
Global Footprints



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



Architecture of Integrated Business



THANK YOU

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