### **Usha Martin Limited**



### **Investor Presentation**

25<sup>th</sup> MAY 2016



ushamartin.com



#### Operational Highlights - 12M FY 15-16

- Net Turnover was down by 9.1% and 8.0% on consolidated and stand alone basis respectively.
- Consolidated EBIDTA margin at 9.4 % and stand alone at 9.7 %.
- Achieved Hot Metal production at 565,114 MT, up by 9.7%
- Achieved Billet production at 693,699 MT, down by 2.4 %.
- Achieved Rolled Product (Steel Divn.) production at 577,063 MT, up by 4.0%.
- Achieved Rolled Product (Steel Divn.) sales at 559,384 MT, up by 2.5%.
- Achieved Wire, Wire Rope, Strands & B/Bar (WWR Divn.) production at 181,125 MT, down by 6.4% and sales at 180,105 MT, down by 7.4%.
- The average price realisation was lower as compared to FY15-16 leading to significantly lower profitability.
- Profit for the year was lower to the extent of Rs.25.66 Crs due to additional royalty levied during the year, which was applied w.e.f September'14.
- Profitability was adversely affected to the extent of Rs.19 Crs due to contribution to District Mineral Foundation Trust which was applied w.e.f 12<sup>th</sup> Jan'15.
- The Government announced Minimum Import Price on 173 steel products in Feb'16 for 6 months. This is expected to be supportive of steel prices in certain product categories for the Company.

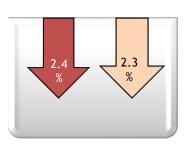
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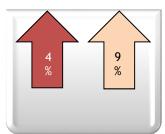
Production Volume & Einancial Performance

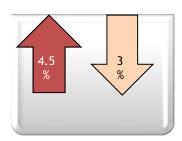
12M FY 15-16

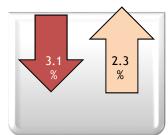
### **Production - Products**











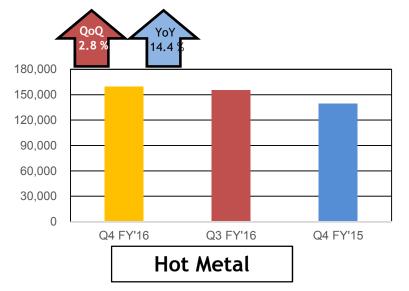


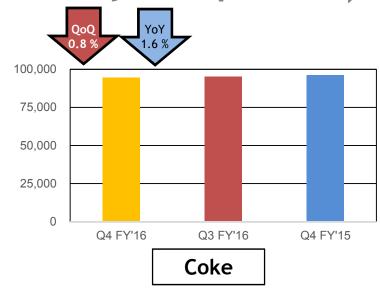
12 Month YoY

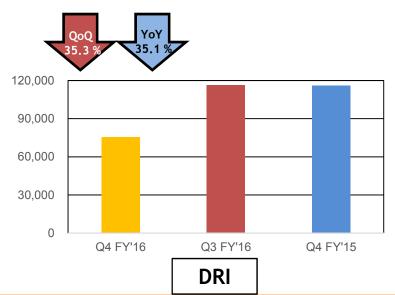
3 Months (Q4) Q o Q



## Production - Metallics (Quarterly Comparison)



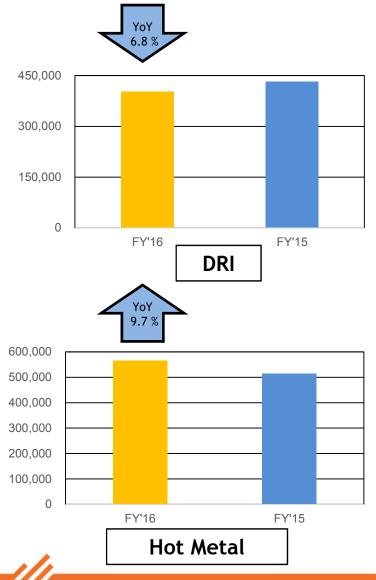


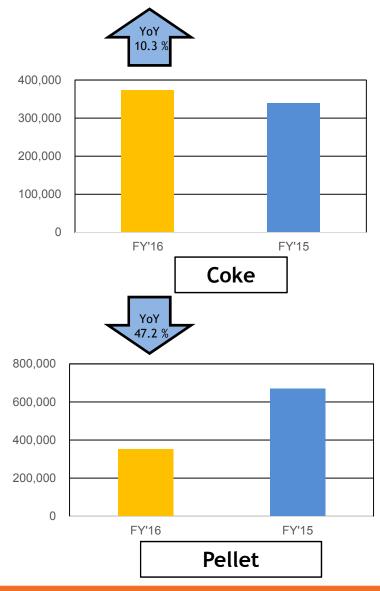




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### Production - Metallics (Full Year Comparison)





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## Financial Performance - Q4 & FY'16

	Stand Alone			Consolidated		
	Q4 FY'16	FY '16	FY ' 15	Q4 FY'16	FY '16	FY ' 15
Net Sales	854.6	3447.5	3746.1	1042.7	4147.9	4561.1
PBDIT	48.5	335.6	646.4	68.4	389.3	753.5
PBT	(157.6)	(480.0)	(344.2)	(149.4)	(480.7)	(287.0)
PAT	(157.6)	(404.4)	(292.4)	(152.7)	(415.0)	(253.1)



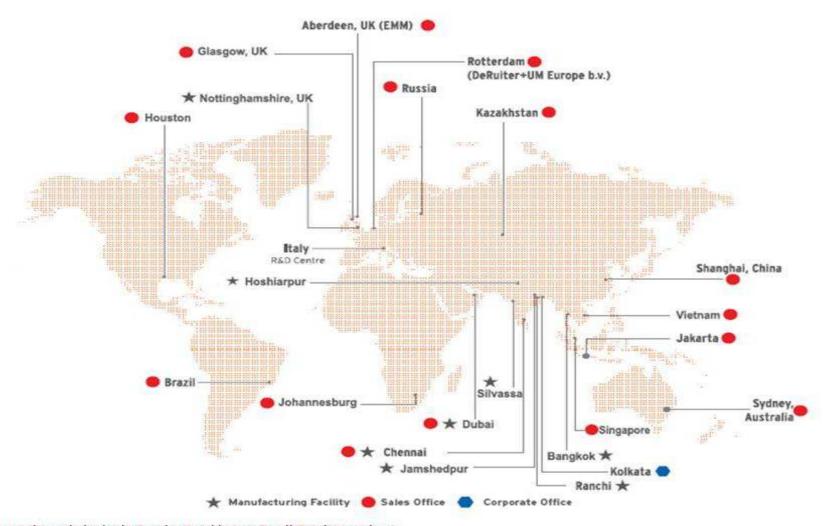
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**Business Spread** 

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Architecture

### **Global Footprints**



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

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### **Architecture of Integrated Business**

#### Mineral Resource

Iron Ore Mine Crushing & Screening

Washing Plant

**Beneficiation Plant** 

#### Power Module

71 MW WHRB JSR 64 MW Thermal JSR

20 MW Thermal - Ranchi

Total - 155 MW

#### Iron Making Module

BlastFurnace 600 KT DRI 500 KT

Sinter Plant 800 KT O<sub>2</sub> & Lime Kiln Plant

Coke Oven 400 KT Pellet Plant 1200 KT

#### Distribution Marketing & Service Module

Singapore	South Africa	
Bangkok	Glasgow (UK)	
Indonesia	Houston/ (USA)	
Vietnam	Aberdeen (UK)	
Australia	Russia	
Dubai	Italy	
Netherlands	Brazil	
China		

#### Value Addition Module

VA Products (Wire Ropes+Strand +Wire+Conveyor Cord)

Ranchi	197 KT		
Hoshiarpur	48 KT		
Jamshedpur	29 KT		
Bangkok	36 KT		
UK	9 KT		
Dubai	15 KT		

Bright Bars 22 KT

#### Steel Making Module

SMS I & II EAF 35 T & 40 T LF & VD 150 x 150 & 110x110 Caster SMS III EAF 70 T LF & VD 360 X 300 Bloom Caster

#### 1,000 KT Billets

Wire Rod Mill 400 KT Blooming & Section Mill 275 KT

Section Bar Mill 84 KT



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#### 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.

