

Usha Martin Limited



Investor Presentation

25th MAY 2016



ushamartin.com



Highlights

- 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 12th 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.





**Production Volume
&
Financial Performance**

12M FY 15-16

Production - Products



Billets



Rolled Products



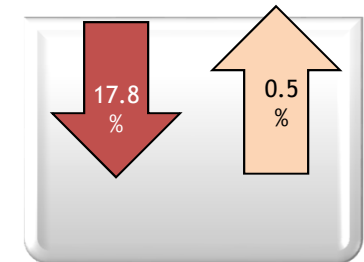
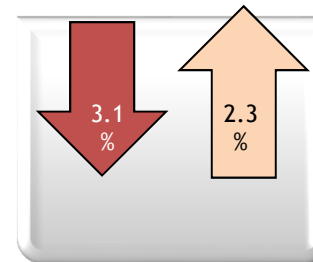
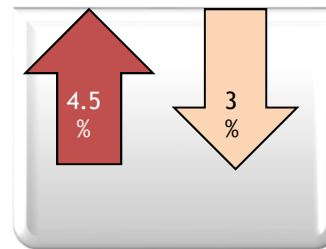
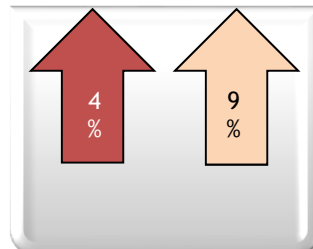
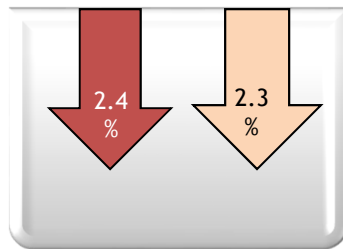
Bright Bars



Wires & Strands



Wire Ropes

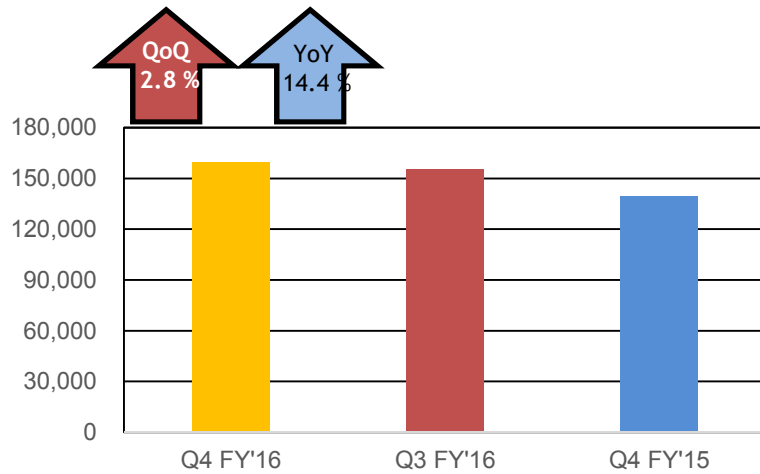


12 Month Y o Y

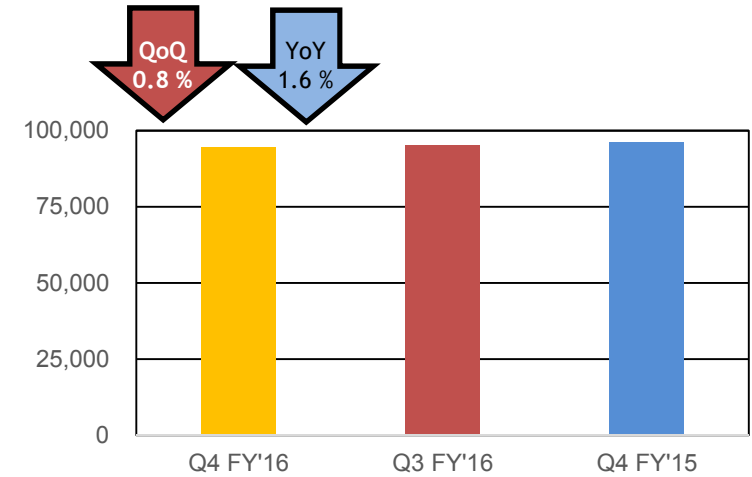
3 Months (Q4) Q o Q



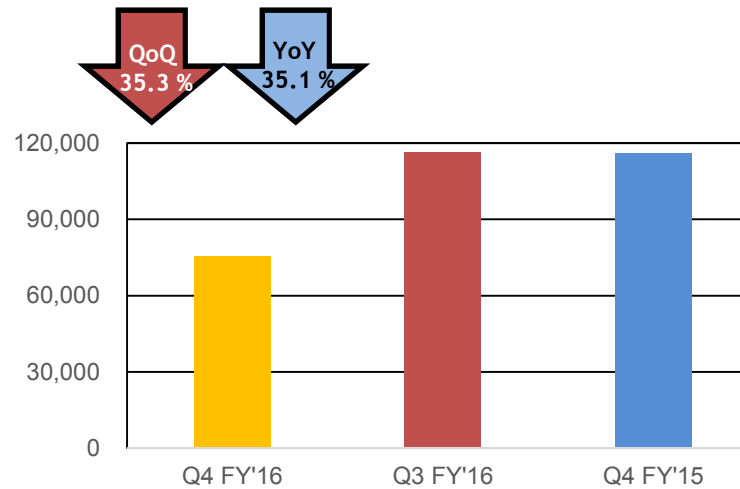
Production - Metallics (Quarterly Comparison)



Hot Metal



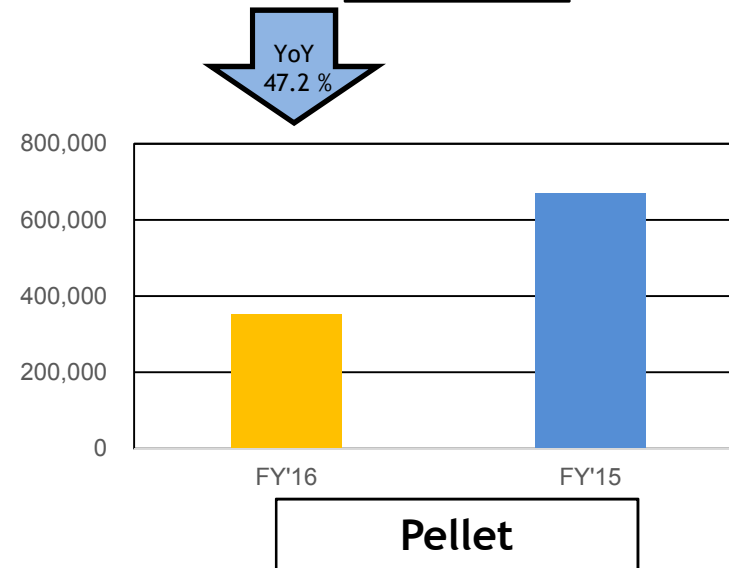
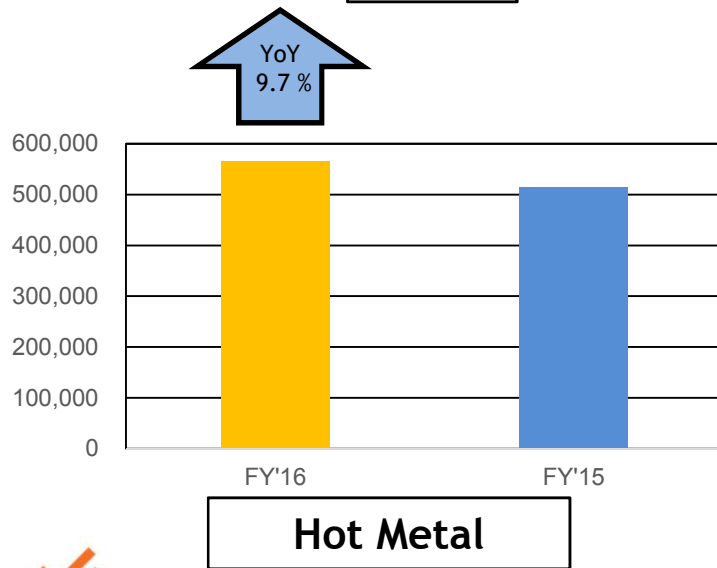
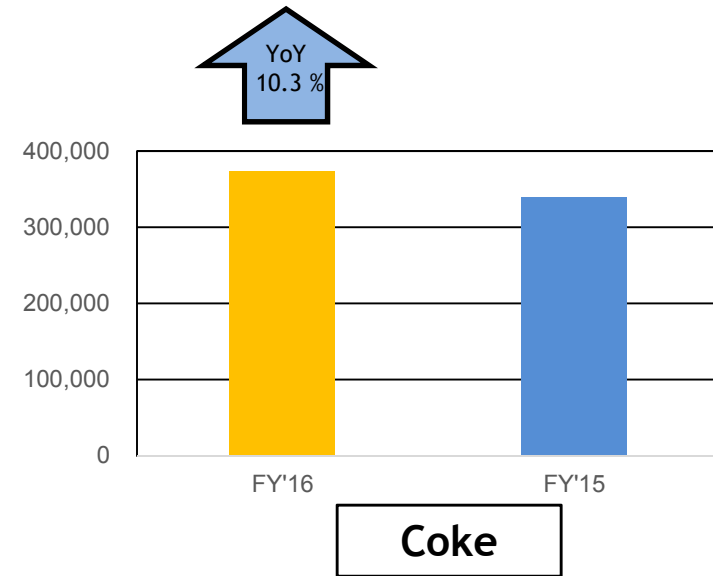
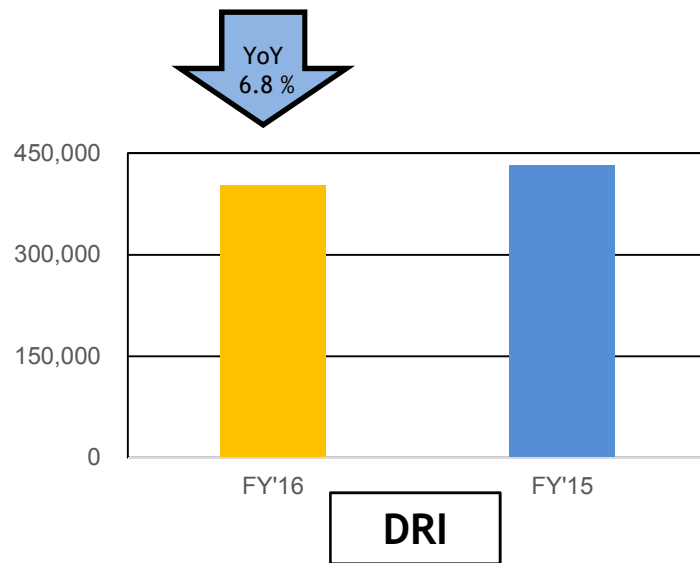
Coke



DRI



Production - Metallics (Full Year Comparison)



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)



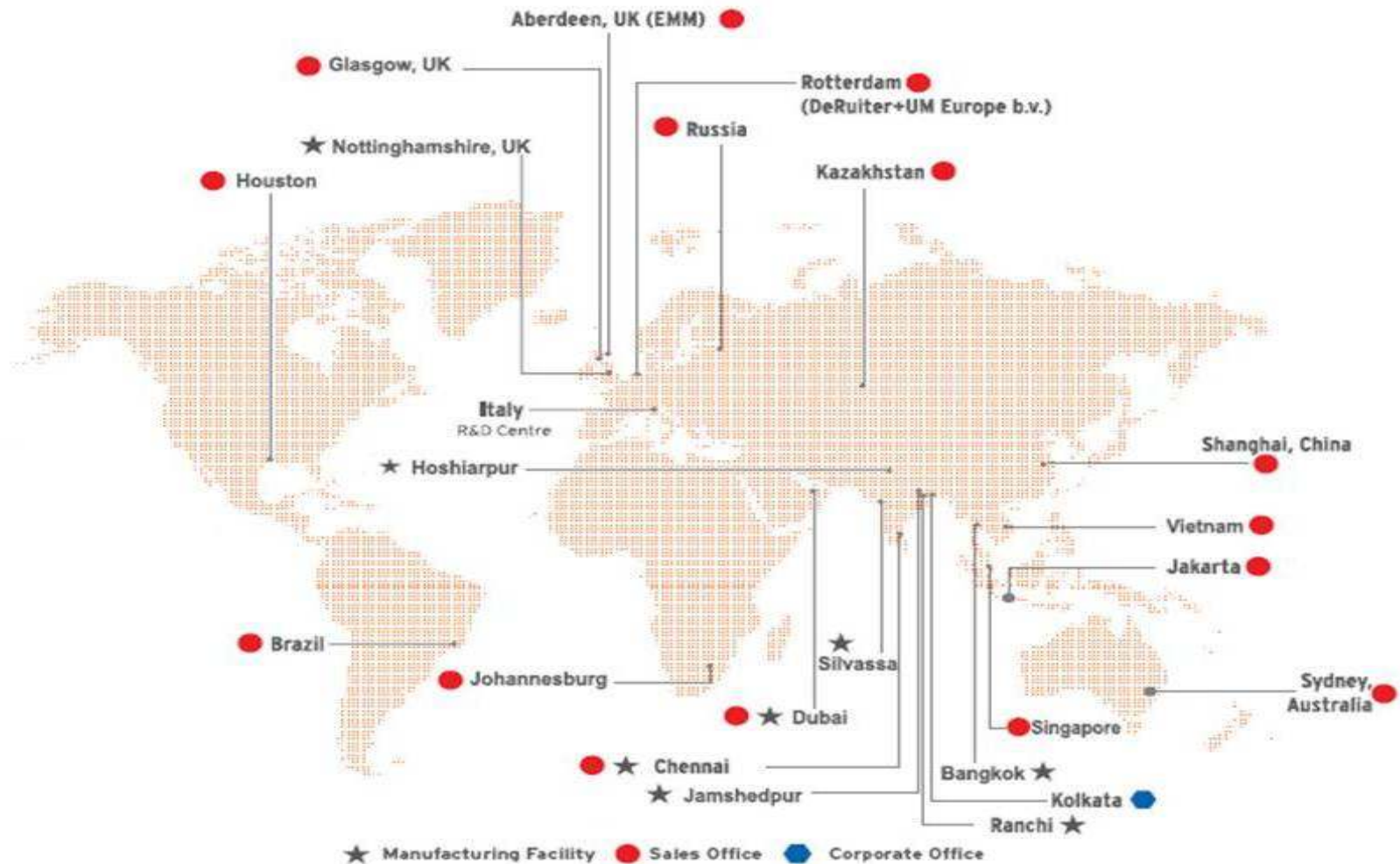


Business Spread

&

Architecture

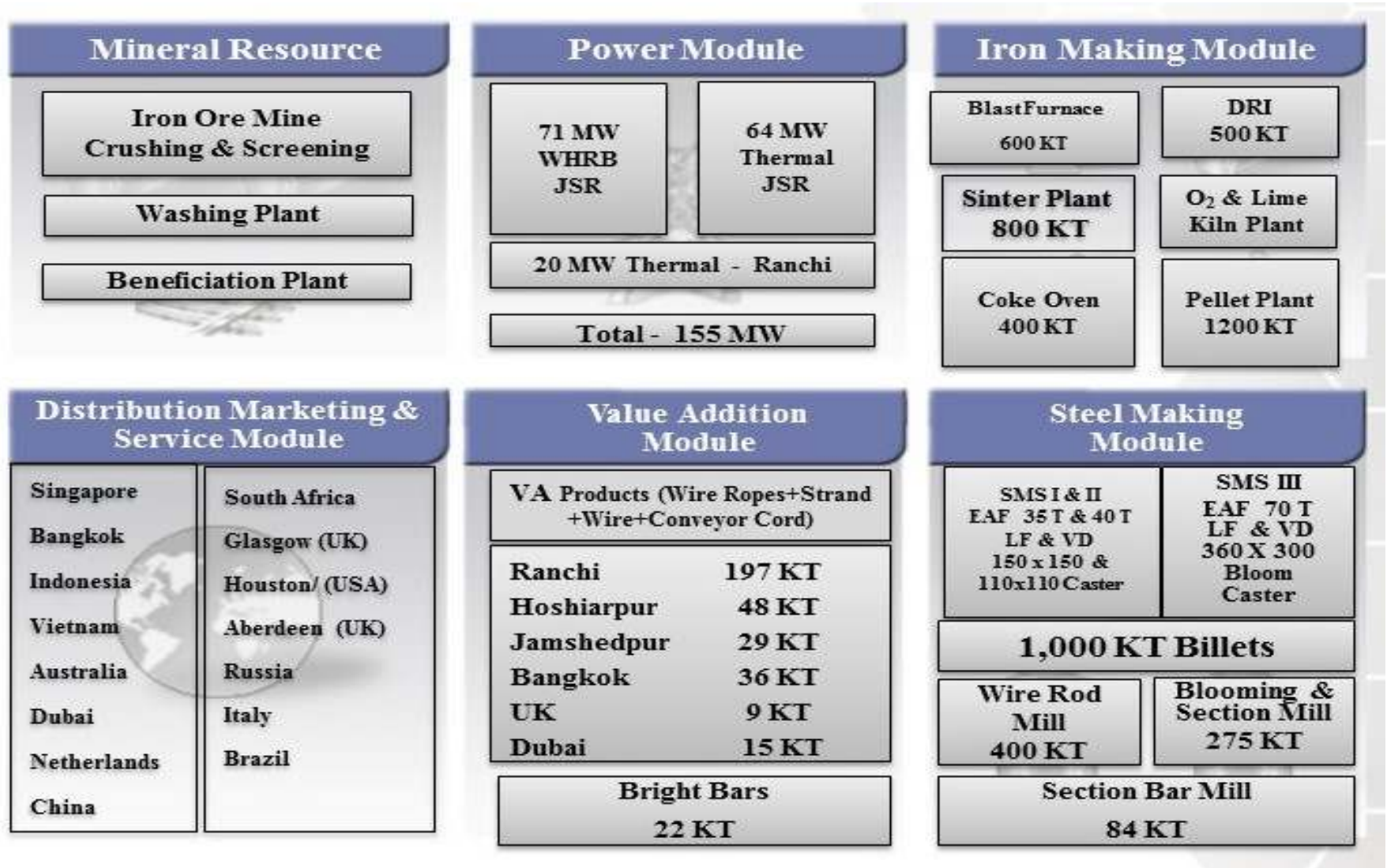
Global Footprints



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



Architecture of Integrated Business



THANK YOU

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