

## Usha Martin's consolidated turnover crosses Rs. 4,000Cr

**Kolkata, May 27, 2014** : Usha Martin Limited, leading producer of Specialty Steel and one of the largest Wire Rope manufacturer globally announced its result for the fourth quarter and twelve months ended 31<sup>st</sup> March, 2014.

### Consolidated

#### Financials

Rs..in Crs

Particulars	Q4 FY14	Q4 FY13	12M FY14	12M FY13
Net Sales	1252.56	947.71	4073.83	3621.83
EBIDTA	192.05	192.41	799.43	705.20
PBT	(22.76)	29.60	26.67	103.50
PAT	(9.68)	22.11	10.70	78.84
Annualised EPS [Rs.]	(1.28)	2.92	0.35	2.59

#### Key Highlights – FY'14

- Turnover increased by 12.5% on consolidated basis and 8.0% on stand alone basis.
- EBIDTA up by 13.4% on consolidated basis and 21.1% on stand alone basis.
- Coal production up by 36.0%.
- Achieved highest ever yearly production of DRI & Billets.
- VA Products production up by 8.6 %.
- Export sales up by 61.4%.
- Stand alone EBIDTA margin at 21.1% against 18.8% in corresponding period of last year.
- The modernization projects undertaken by the company had been completed and are in the process of stabilising.
- Profitability suffered on account of higher charge of depreciation and interest.
- Negative growth in the industry and user industry affected the business in general and of the company.
- The change in the government at centre is expected to improve business sentiment and restore growth.
- Political unrest in Thailand continues.

### Stand Alone

#### Financials

Rs. in Crs

Particulars	Q4 FY14	Q4 FY 13	12M FY14	12M FY13
Net Sales	1009.67	801.60	3287.12	3044.53
EBIDTA	158.92	165.64	692.82	572.33
PBT	(45.37)	13.38	(36.86)	10.32
PAT	(30.57)	9.00	(25.68)	7.05
Annualised EPS [Rs.]	(4.00)	1.20	(0.84)	0.23

### Operational Data (Stand Alone)

	Q4 FY14 MT	Q4 FY 13 MT	12M FY14 MT	12M FY13 MT
<b>Production</b>				
Coal	196,248	162,600	761,940	560,232
Iron Ore	233,890	487,775	1,644,200	1,786,770
Billet	180,022	164,673	645,240	600,115
Rolled Products	131,562	135,657	497,628	543,754
VA Products	54,088	50,365	217,227	200,001
<b>Sales</b>				
Rolled Products	141,830	107,784	423,454	371,200
VA Products	50,846	46,665	194,974	180,467

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
Iron Ore Mine	-	Barajamda, India
Coal Mine	-	Daltonganj, India
Steel Plant	-	Jamshedpur, India Agra, India
Wire & Wire Rope Plant	-	Ranchi, India Hoshiarpur, India Thailand, UK & Dubai
Bright Bar Plant	-	Ranchi, India Chennai, India
Distribution & Marketing	-	United States, Europe, Middle East, South East Asia, China& Australia
R & D Centre	-	Italy

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