Usha Martin Limited

usha martin

Investor Presentation

8th February 2016

Highlights

Operational Highlights - 9M FY 15-16

- Net Turnover was down by 8.4 % on consolidated basis and 6.2 % on stand alone basis.
- Consolidated EBIDTA margin at 10.3 % and stand alone at 11.1 %.
- Achieved Billet production at 514,129 MT, down by 3.1 %.
- Achieved Rolled Product (Steel Divn.) production at 432,409 MT, growth 0.4% and sales at 407,028 MT, down by 1.7%.
- Achieved Wire, Wire Rope, Strands & B/Bar (WWR Divn.) production at 135,568 MT, down by 9.0% and sales 132,651 MT, down by 10.8%
- The prices of Intermediates and Finished Goods in Steel segment saw a further slide during the quarter due to continued import of cheaper steel from China and other markets.
- Sliding oil prices were a dampener for the wire ropes business which saw contraction both in volume and prices as compared to the last year.
- Reduction in cost of input material and the Company's efforts to reduce cost helped it to offset the decline in selling prices to some extent.

Production Volume
&
Financial Performance

9M FY 15-16

Production - Products

Billets

Rolled Products

Bright Bars

Wires & Strands

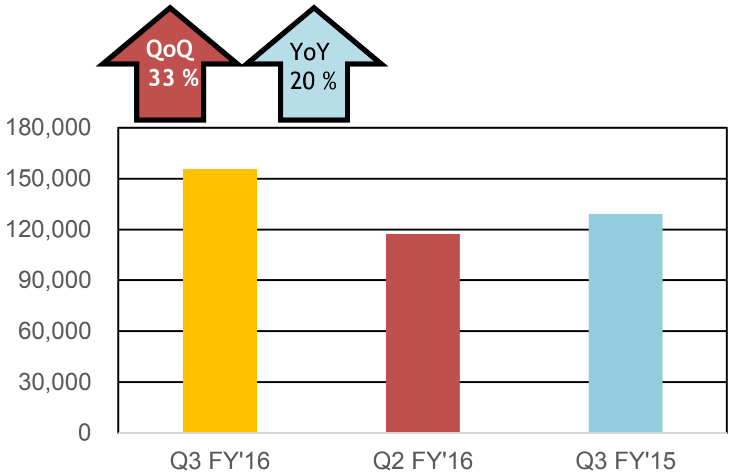
Wire Ropes

	Billets	Rolled Products	Bright Bars	Wires & Strands	Wire Ropes
9 Month Y o Y	↓ 3 %	↑ 0.4 %	↓ 1 %	↓ 7 %	↓ 21 %
3 Months (Q3) Q o Q	↑ 9 %	↓ 13 %	↓ 9 %	↑ 6 %	↑ 0.5 %

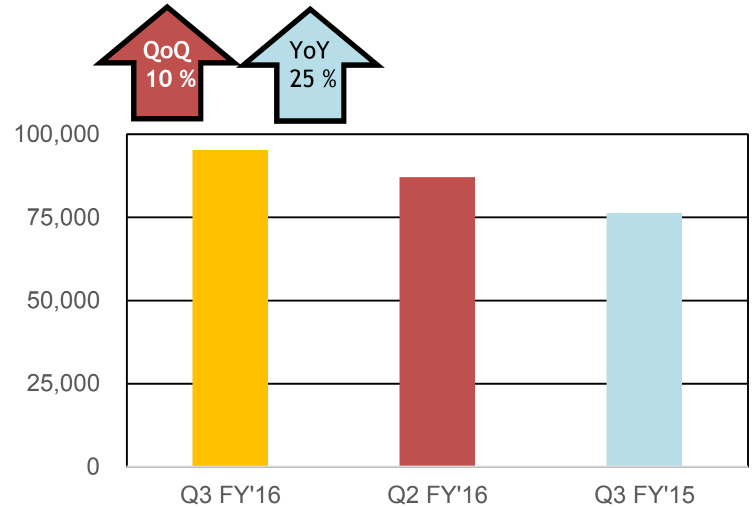
9 Month Y o Y

3 Months (Q3) Q o Q

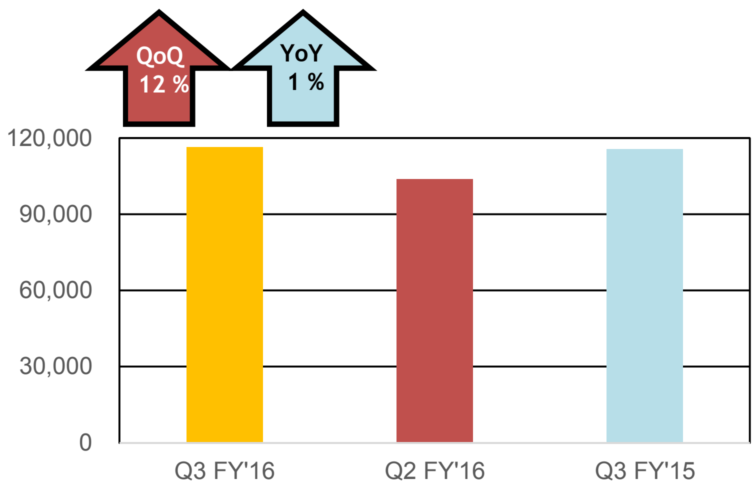
Production - Metallics (Quarterly Comparison)



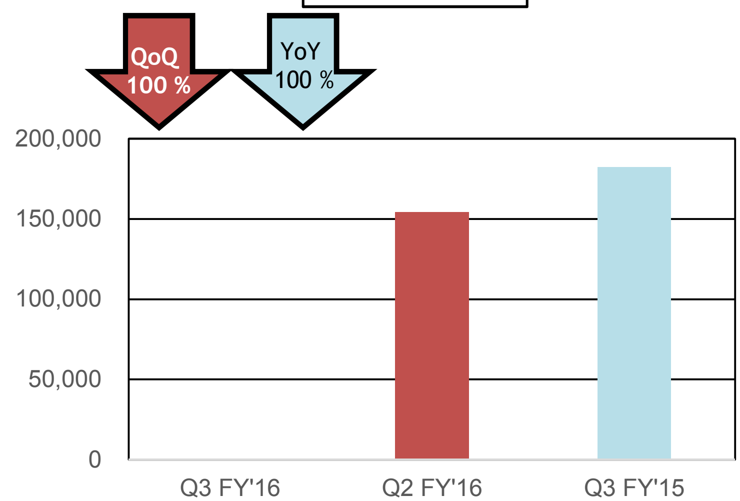
Hot Metal



Coke

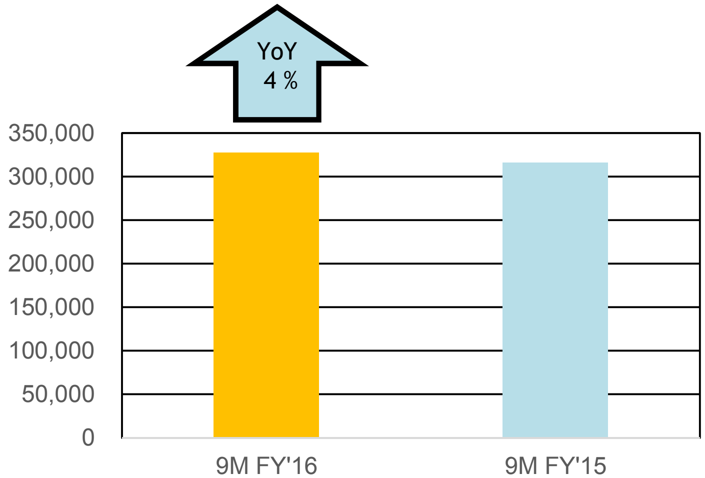


DRI



Pellet

Production - Metallics (9 Months Comparison)



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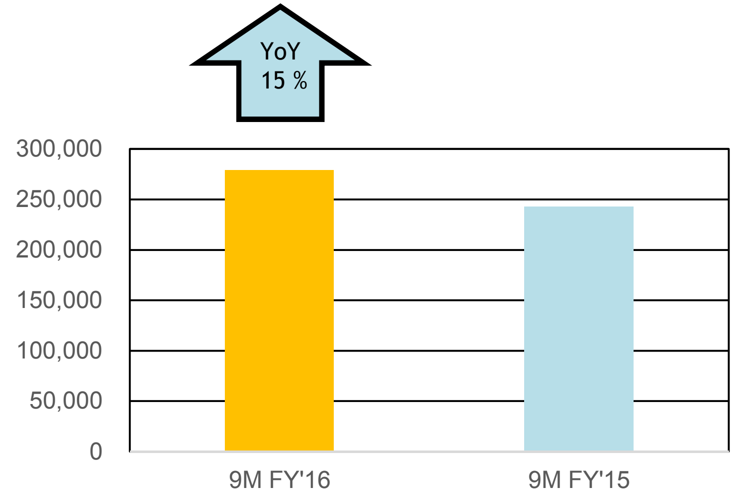

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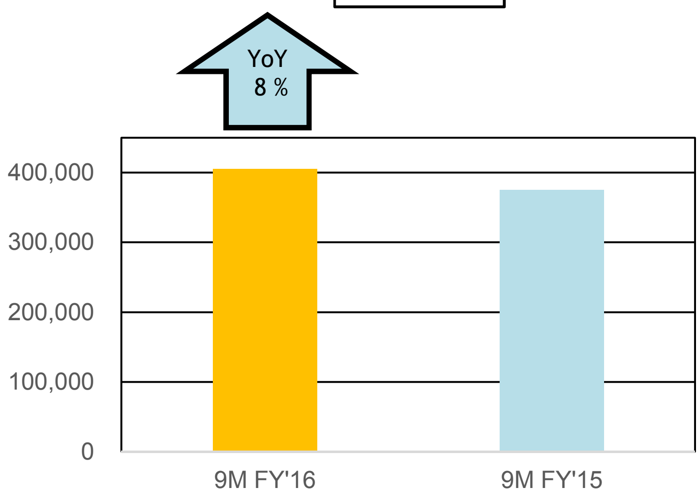
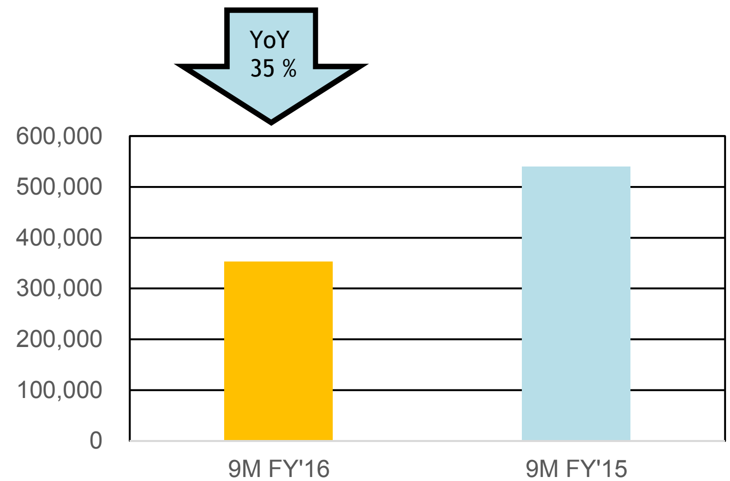


Hot Metal



Pellet

Financial Performance – Q3 & 9M FY'16

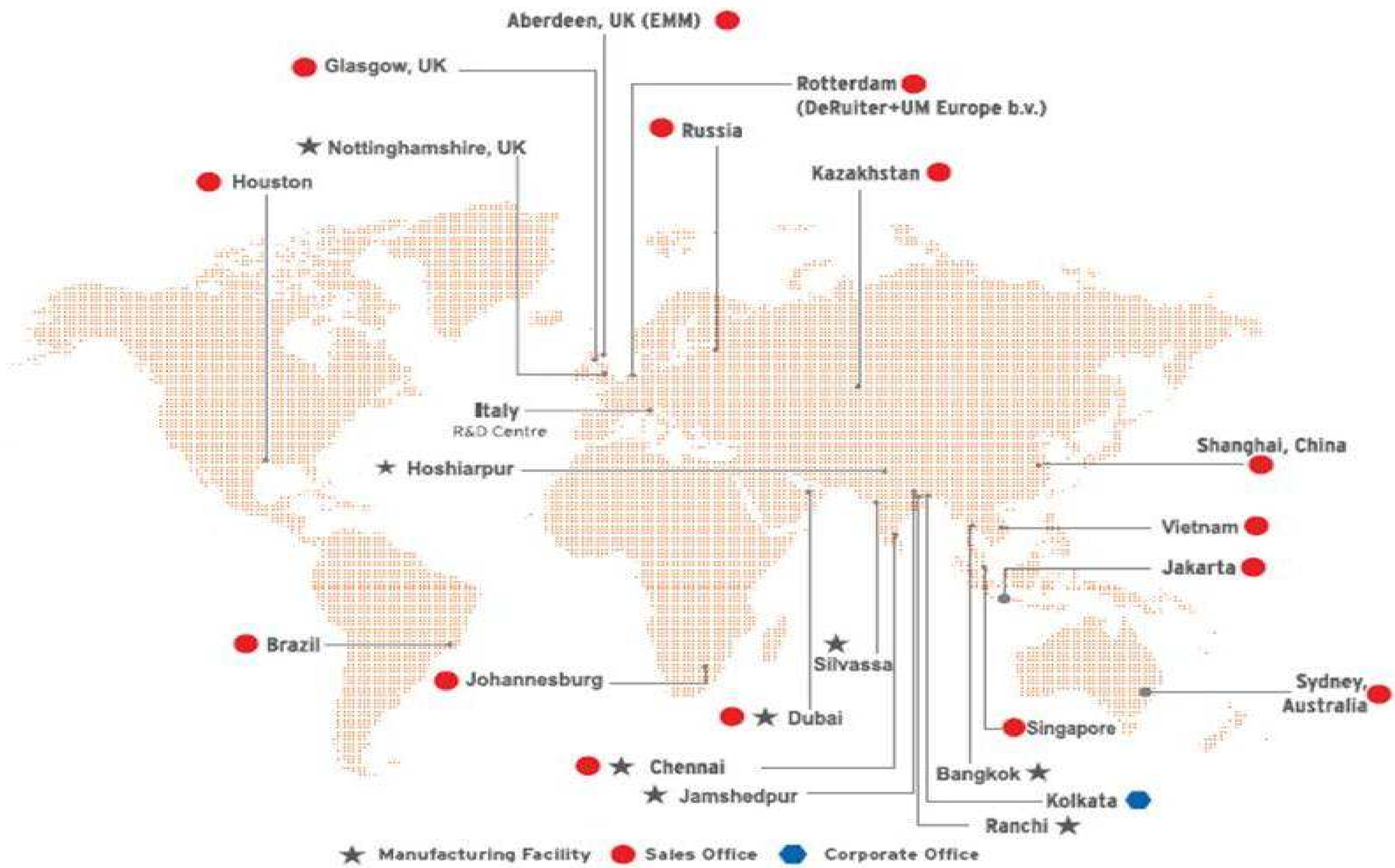
	Stand Alone			Consolidated		
	Q3 FY ' 16	9M FY '16	FY ' 15	Q3 FY ' 16	9M FY '16	FY ' 15
Net Sales	859.7	2592.9	3746.1	1024.4	3105.3	4561.1
PBDIT	115.2	287.0	646.4	124.3	320.9	753.5
PBT	(85.2)	(322.4)	(344.2)	(90.5)	(331.3)	(287.0)
PAT	(83.5)	(246.8)	(292.4)	(89.7)	(262.3)	(253.1)

Business Spread

&

Architecture

Global Footprints



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

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_2 & 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

THANK YOU

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