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Business Profile Q1 FY'13

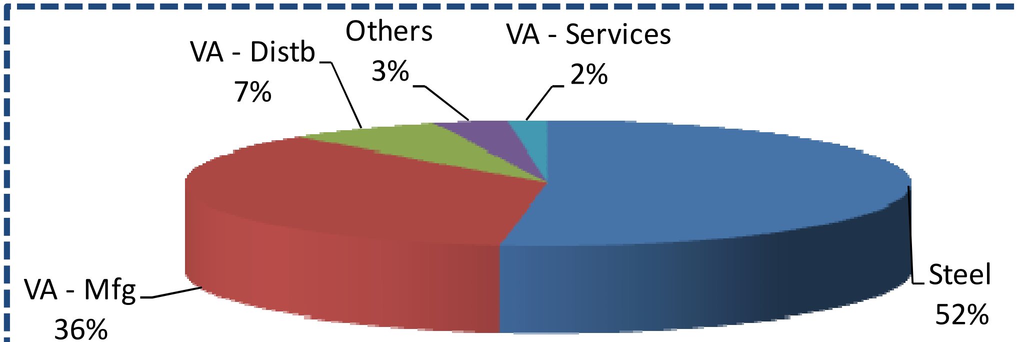
Global Turnover
Rs 1,373 Crs
(USD 246 Mn)

Value Added Products
Rs 633 Crs
(USD 114 Mn)

- **Manufacturing**
  Rs 492 Crs
  (USD 89 Mn)
- **Distribution**
  Rs 96 Crs
  (USD 17 Mn)
- **Services**
  Rs 45 Crs
  (USD 8 Mn)

Steel
Rs 715 Crs
(USD 128 Mn)

Others
Rs 25 Crs
(USD 4 Mn)

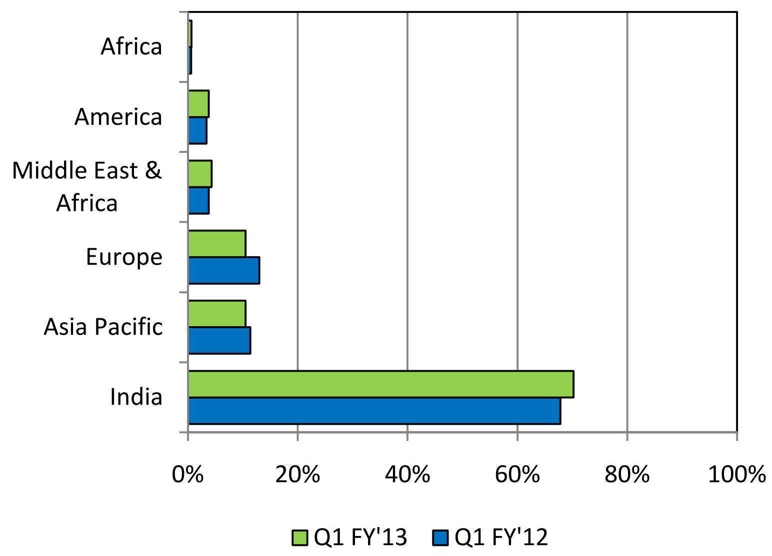


Net Turnover	
Stand Alone Rs 728 Crs (USD 131 Mn)	Consolidated Rs 846 Crs (USD 152 Mn)

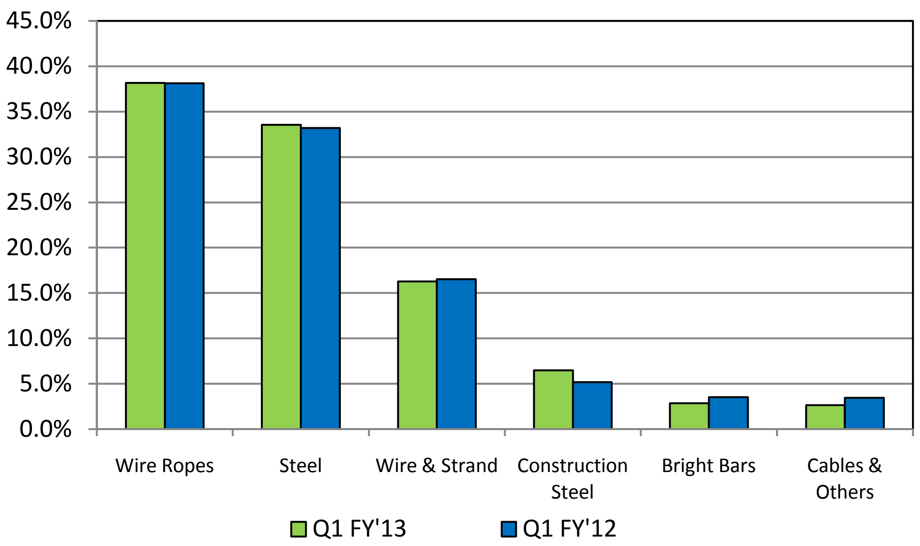





Revenue Distribution



By Geographies



By Product



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Architecture of Integrated Business

Mineral Resource
- Iron Ore Mine Crushing & Screening
- Coal Block – "A- C" grade
- Washing Plant
- Beneficiation Plant

Power Module
- 48.3 MW WHRB
- 55 MW Thermal JSR
- 26 MW WHRB
- 9 MW Thermal
- 20 MW Thermal - Ranchi
- Total - 158.3 MW

Iron Making Module
- Blast Furnace 600 KT
- DRI 400 KT
- 100 KT
- Sinter Plant 800 KT
- O_2 & Lime Kiln Plant
- Coke Oven 400 KT
- Pellet Plant 1200 KT

Distribution Marketing & Service Module

Singapore	Netherlands
Bangkok	South Africa
Indonesia	Glasgow (UK)
Vietnam	Houston/ (USA)
Australia	Canada
Dubai	Aberdeen (UK)
	Norway
	Russia

Value Addition Module
- Bright Bar 26 KT
- Cord 4 KT
- 10 KT
- OT Wire 6 KT

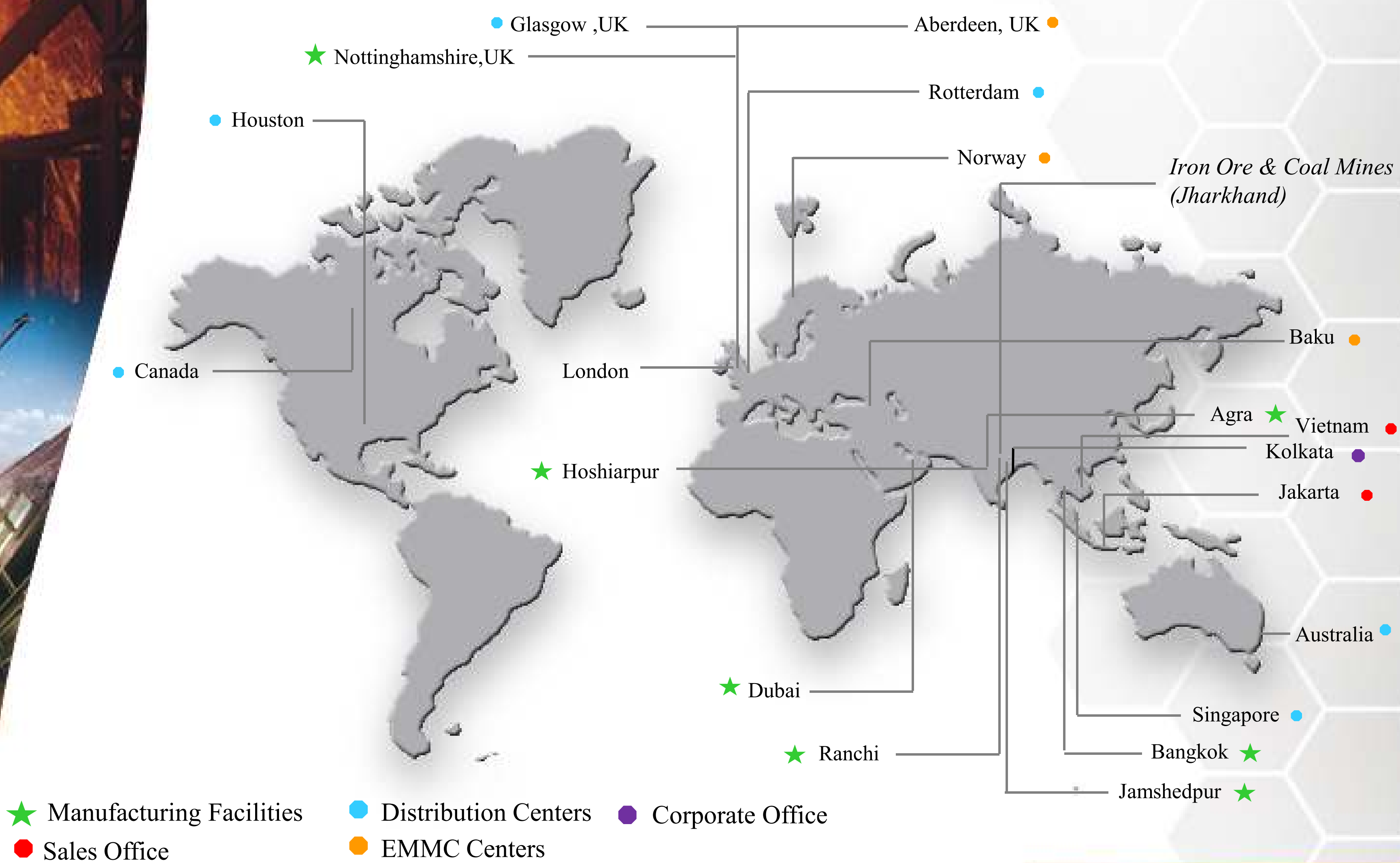
Ranchi	174 KT
Hoshiarpur	48 KT
Jamshedpur	30 KT
Bangkok	44 KT
UK	10 KT
Dubai	16 KT

VA Products – 50 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 50 KT
- TMT Bars 72 KT

Under Implementation

Global Footprint



STRENGTH THROUGH INTEGRATION

Consolidated Key Financials Trend

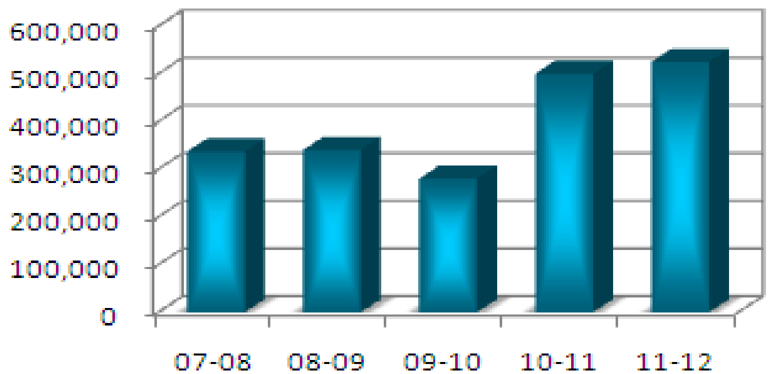
Rs in Crs

Particulars		06-07(A)	07-08(A)	08-09 (A)	09-10 (A)	10-11 (A)	11-12 (A)	Trail 12M
Gross Turnover		2,148	2,528	3,147	2,630	3,268	3,615	3,716
Net Turnover		1,965	2,309	2,950	2,514	3,046	3,361	3,444
PBDIT		368	445	531	495	595	498	493
PBT		183	247	281	240	204	11	(22)
PAT		137	175	185	169	137	4	(19)
Cash Profit		243	278	271	347	383	214	190
ROCE	(%)	16.9%	20.1%	24.1%	18.2%	13.9%	7.2%	6.4%
RONW	(%)	22.3%	21.6%	19.2%	13.7%	8.1%	0.2%	-1.0%
EPS (FV Rs 1/-)	(Rs)	6.1	7.0	7.4	6.5	4.5	0.1	0.6
Net Debt Equity Ratio	(x)	1.18	1.20	1.90	0.99	1.12	1.40	1.77
Interest Cover	(x)	4.0	4.4	3.7	3.9	3.1	1.9	1.7

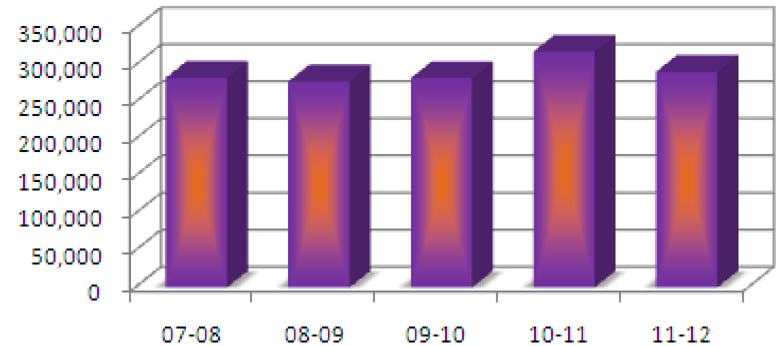




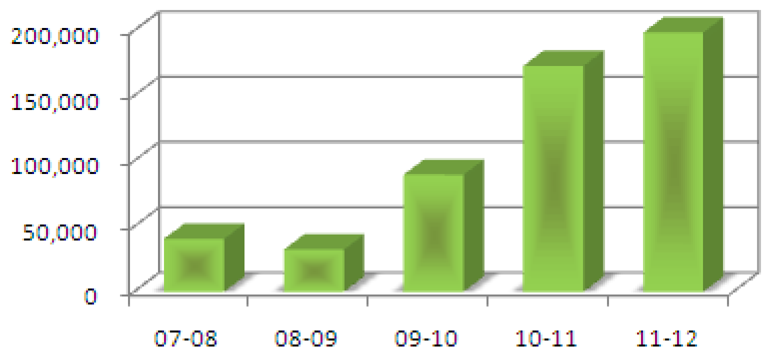

Production Trends



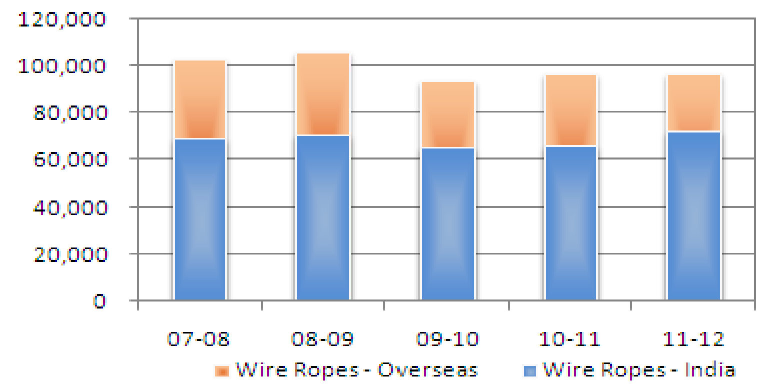
Billets



Wire Rods



Blooms & Bars



Wire Ropes



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Performance Update

Q1 FY'13






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Economic Overview

- Global uncertainty continues to impact economic environment
- Higher interest rates and volatile forex market in the quarter
- Domestic business conditions remain difficult
- Significant slowdown in domestic auto sector kept sales and margins under pressure






Highlights Q1’13

- **Turnover increased by 11% on consolidated basis & 20% on stand alone over Q1’12**
- **Consolidated EBITDA margin at 16.7 %**
- **Achieved highest ever quarterly production of Coal**
- **Crossed 150,000 MT production of Billet in a quarter**
- **Achieved significant growth in sales volume over Q1’12**
- **Successful commissioning of Caster IV, DRI V & 30 MW CPP**
- **Usha Siam getting back to normal operations , produced over 5000 MT in Q1’13**
- **Implementation of new projects to further perpetuate advantage of cost competitiveness are under progress**






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Production Volume Growth Consolidated

Billets

Rolled Products

Bright Bars

Wires & Strands

Wire Ropes

Q o Q

Billets	Rolled Products	Bright Bars	Wires & Strands	Wire Ropes
150,140 MT	138,819 MT	3,750 MT	32,937 MT	24,744 MT
30 %	16 %	20 %	7 %	1 %

Q o PQ

Billets	Rolled Products	Bright Bars	Wires & Strands	Wire Ropes
3 %	1 %	8 %	1 %	10 %






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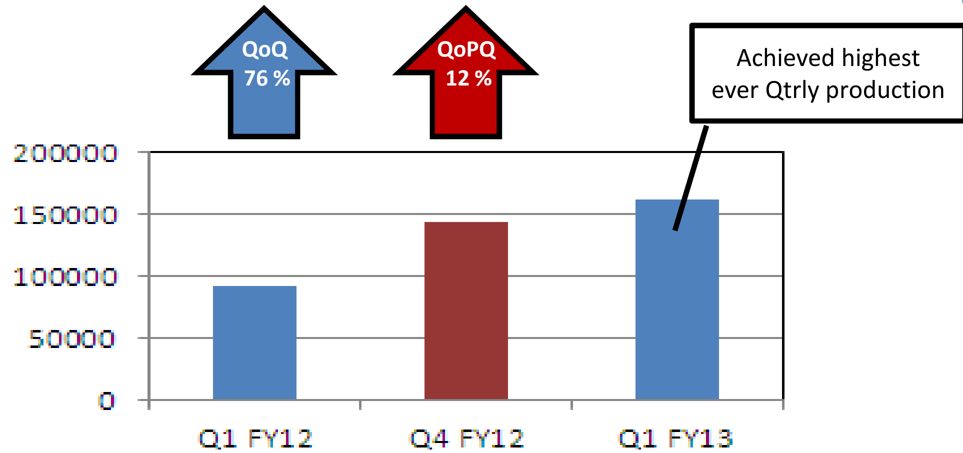
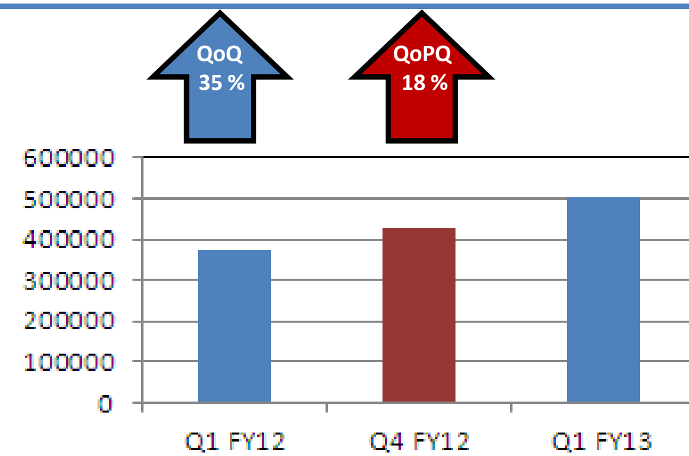
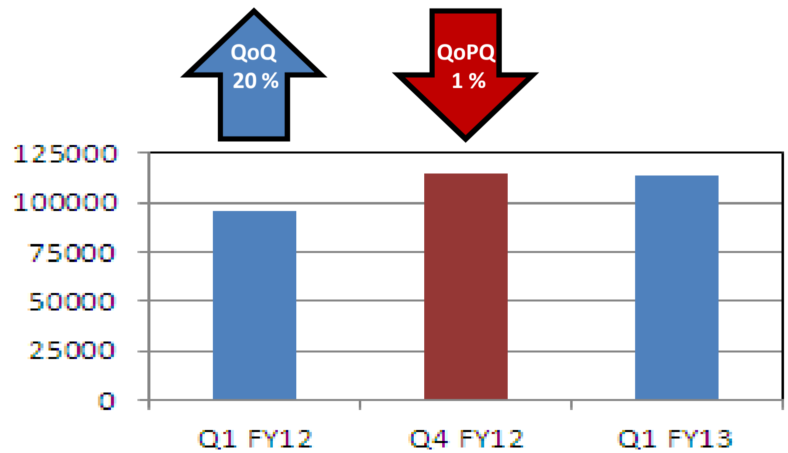
Production Performance



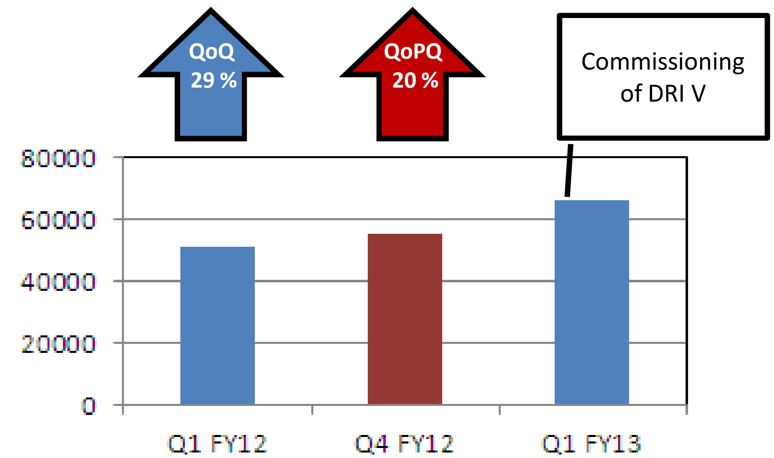
Coal



Iron Ore



Hot Metal



DRI

Quarterly Financial Performance Q1’13

Rs in Crs

Particulars	Consolidated			Stand Alone		
	Q1’13	Q4’12	Q1’12	Q1’13	Q4’12	Q1’12
Net Sales	846.09	954.41	762.55	728.48	831.01	607.58
PBDIT	140.90	123.05	147.25	111.51	95.73	114.23
PBT	3.23	(6.28) ★	36.57	(17.14)	(24.49) ★	11.43

★ Without considering reversal of exceptional items



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Project Implementation

DRI V with 30 MW CPP Commissioned

DRI IV

Major Projects	Expected Commissioning by
DRI – 5	Commissioned
30 MW CPP (With DRI)	Commissioned
DRI – 4	Q3 FY ' 13
Coke Oven with 35 MW Power Plant	Q4 FY' 13
Pellet Plant	H1 FY' 14

Pellet Plant

Coke Oven






Thanks

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