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Q1 13-14

Business Profile Q1 FY'14

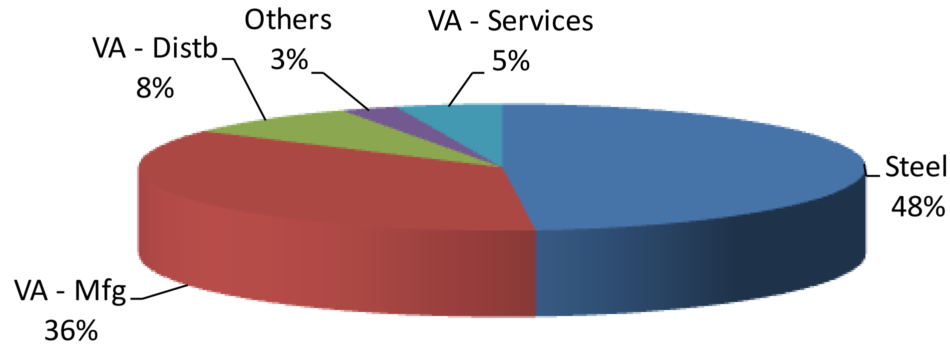
Global Turnover
Rs 1,375 Crs
(USD 243 Mn)

Value Added Products
Rs 672 Crs
(USD 119 Mn)

- **Manufacturing**
  Rs 496 Crs
  (USD 88 Mn)
- **Distribution**
  Rs 111 Crs
  (USD 20 Mn)
- **Services**
  Rs 65 Crs
  (USD 11 Mn)

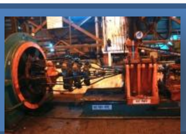
Steel
Rs 667 Crs
(USD 118 Mn)

Others
Rs 35 Crs
(USD 6 Mn)

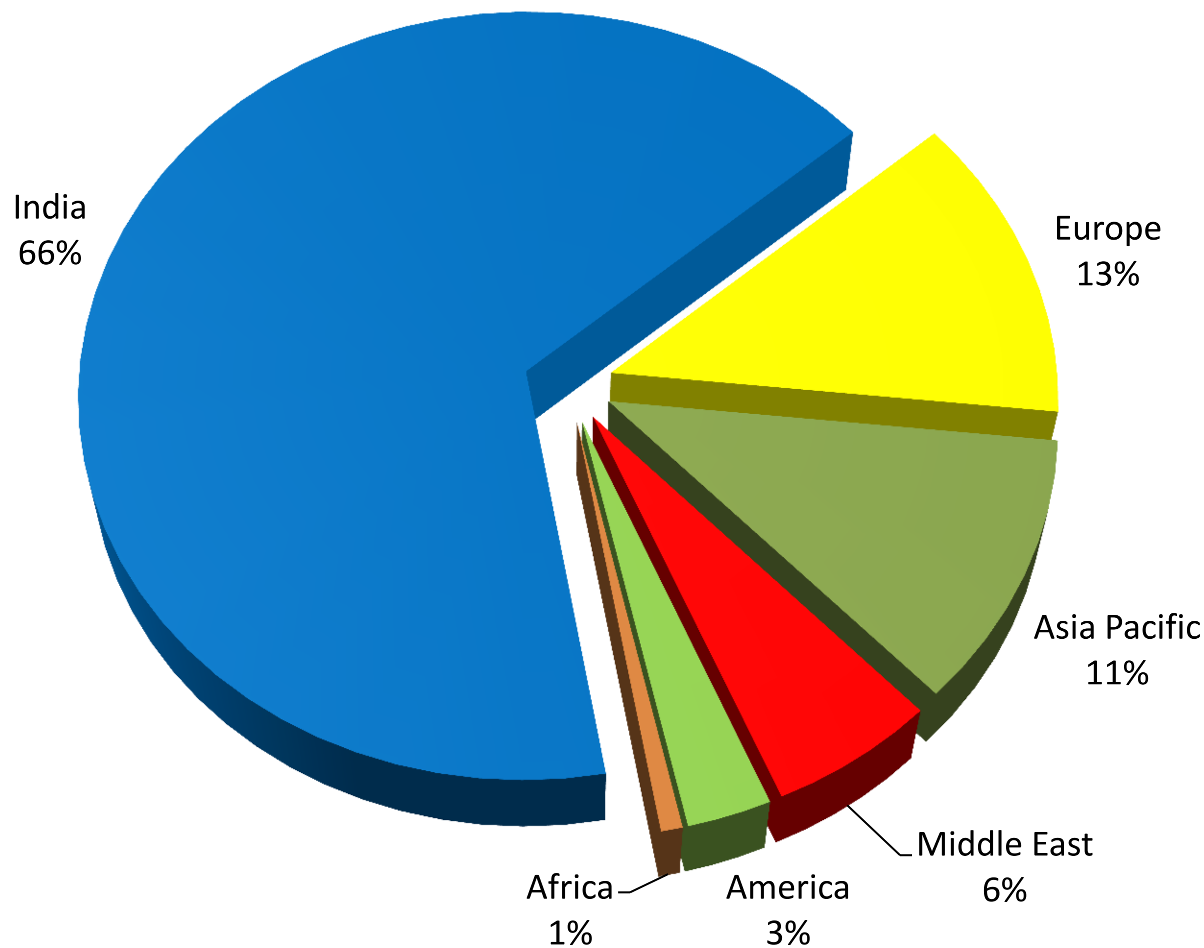


Net Turnover	
Stand Alone Rs 740 Crs (USD 131 Mn)	Consolidated Rs 929 Crs (USD 164 Mn)

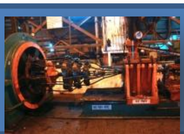


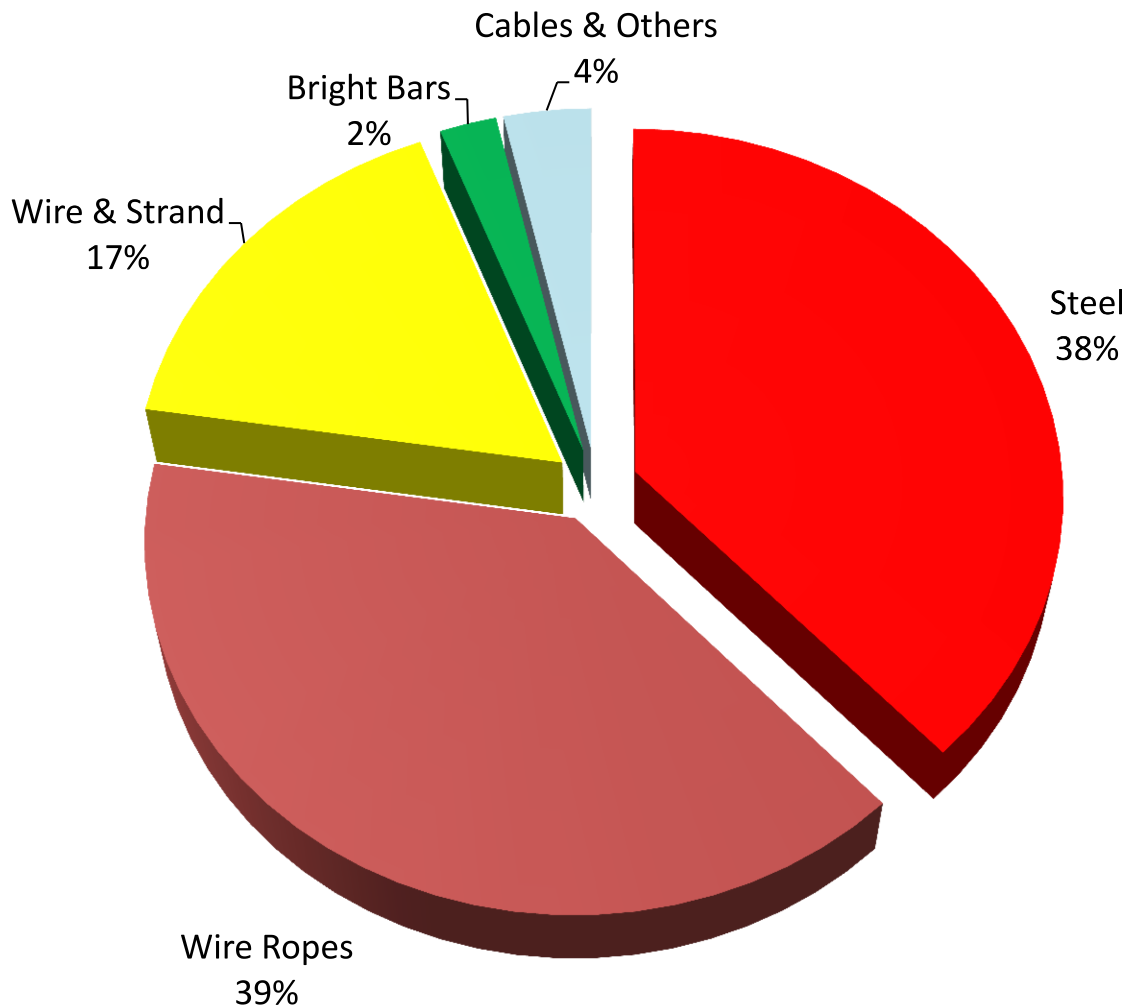
Revenue Distribution By Geographies



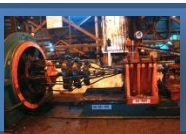


Revenue Distribution By Products





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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

- 39.3 MW WHRB
- 35 MW WHRB
- 64 MW Thermal JSR
- 20 MW Thermal - Ranchi
- Total - 158.3 MW

Iron Making Module

- Blast Furnace 600 KT
- DRI 600 KT
- Sinter Plant 800 KT
- O_2 & Lime Kiln Plant
- Coke Oven 200 KT
- 200 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 36 KT
- Cord 4 KT
- OT Wire 6 KT

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

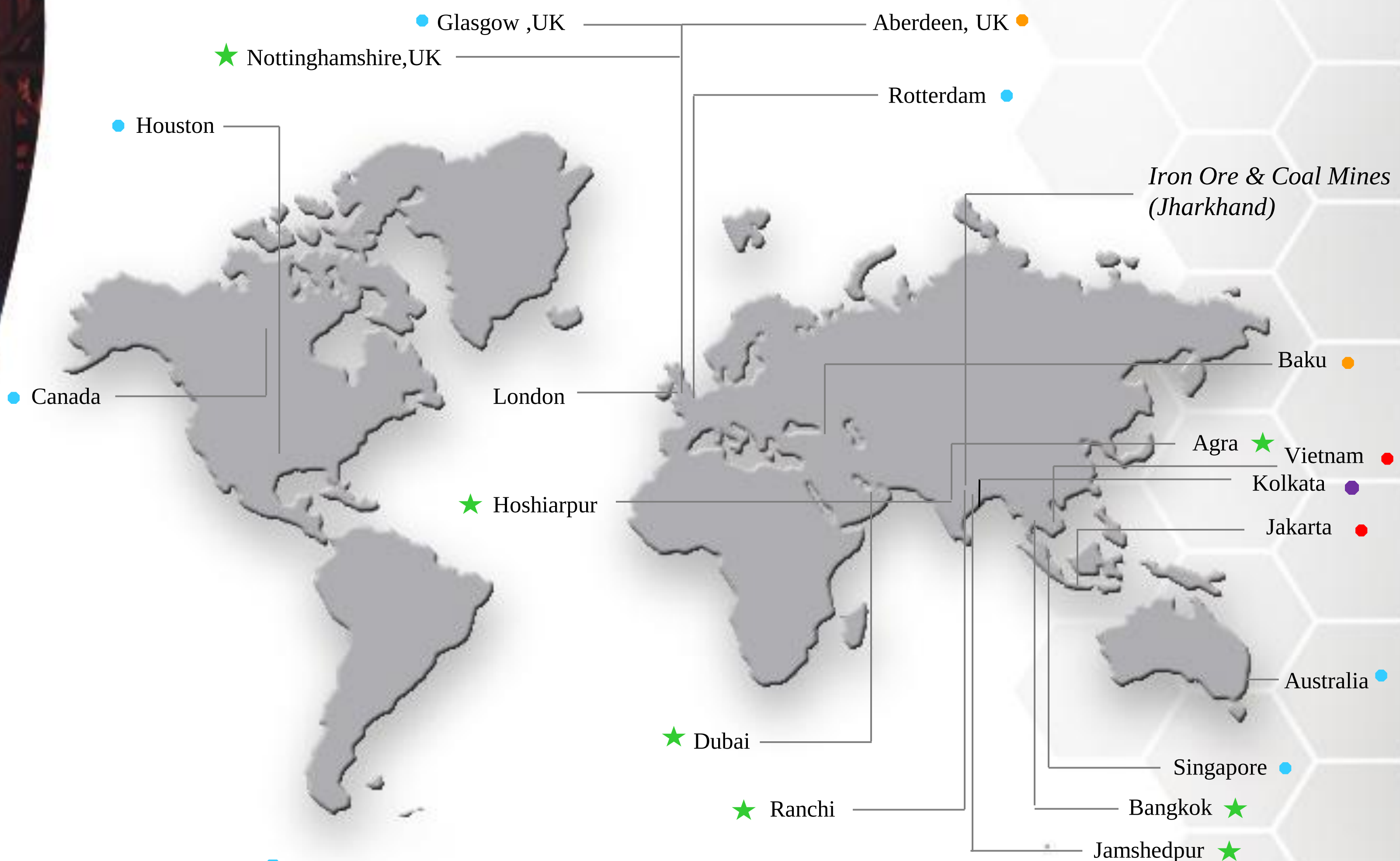
VA Products – 50 KT

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



Manufacturing Facilities
Distribution Centers
Corporate Office
Sales Office
EMMC Centers

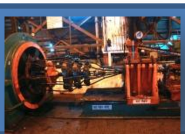
Further setting up R & D Centre in Italy

Consolidated Key Financials Trend

Rs in Crs

Particulars	08-09 (A)	09-10 (A)	10-11 (A)	11-12 (A)	12-13 (A)	13-14 (Trail 12M)
Net Turnover	2,950	2,514	3,046	3,361	3,622	3,704
PBDIT	531	495	595	498	705	746
PBT	281	240	204	11	103	114
PAT	185	169	137	4	79	79
Cash Profit	271	347	383	214	347	365
ROCE (%)	24.1%	18.2%	13.9%	7.2%	10.0%	10.1%
RONW (%)	19.2%	13.7%	8.1%	0.2%	4.3%	4.3%
EPS (Rs)	7.4	6.5	4.5	0.1	2.6	2.6



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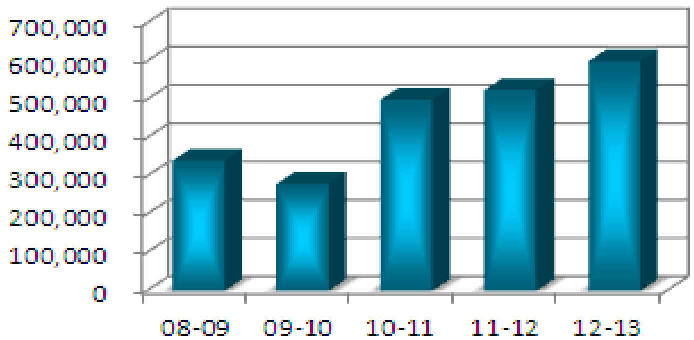
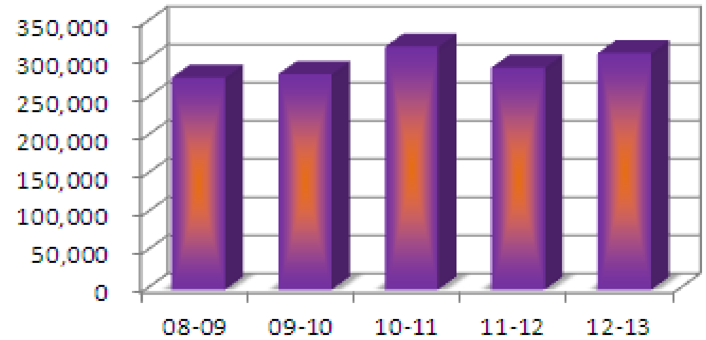
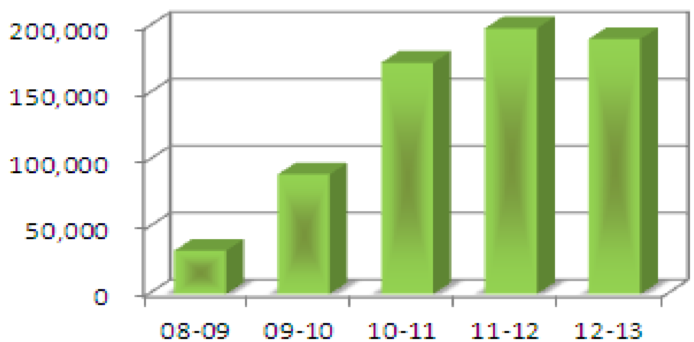
Production Trends



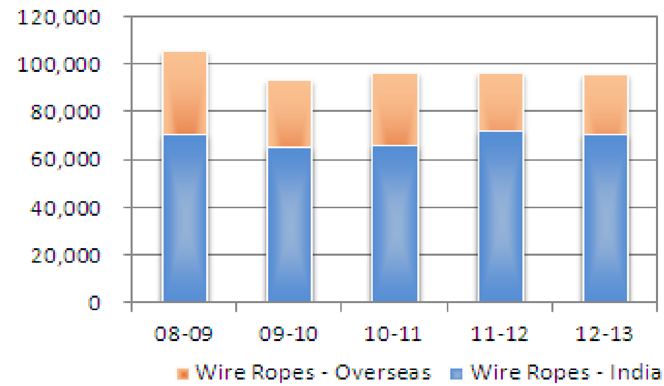
Billets



Wire Rods

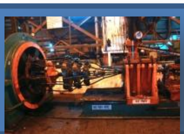


Blooms & Bars



Wire Ropes



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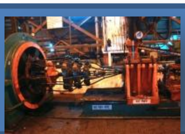
Performance Update

Q1 FY'14

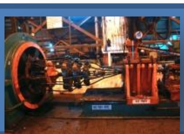


Economic Overview

- Uncertainty continues in global markets
- Higher interest rates and higher depreciation of INR in the quarter in India
- Domestic business conditions remain difficult
- Continuing slowdown in domestic auto sector
- Lack of policy initiatives by government to support demand
- Recent steps by RBI, set to further squeeze liquidity and increase interest rates, beside adding market pressures



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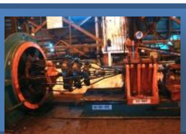
Highlights Q1’14

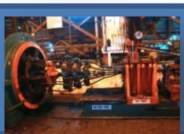
- **Turnover increased by 10% on consolidated basis & 2% on stand alone over Q1’13**
- **Consolidated EBITDA margin at 19.5 %**
- **Achieved highest ever quarterly production of Coal, up by 46 %**
- **Iron ore production up by 10%**
- **Coke oven (48 Oven) plant commissioned, produced 30,000 Mt in the quarter**
- **Achieved significant growth in sales volume over Q1’13**
- **UML enters in technical tie up with Aichi Steel Corporation (ASC), a leading specialty steel and forging company of Japan, would help improve quality of specialty steel produced by steel division.**
- **Projects to further perpetuate advantage of cost competitiveness in advanced stages of implementation**



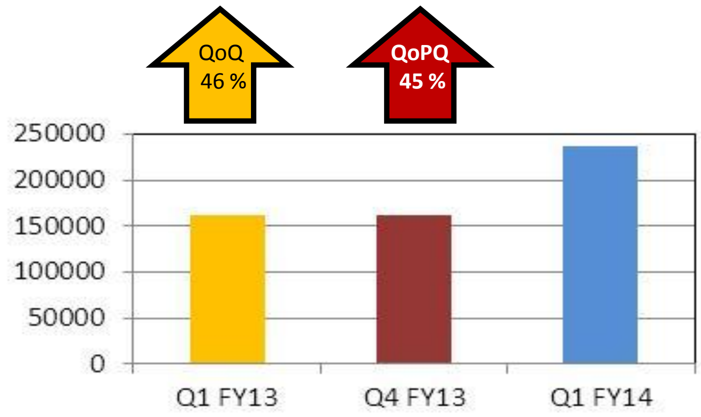



Production Volume Growth Consolidated

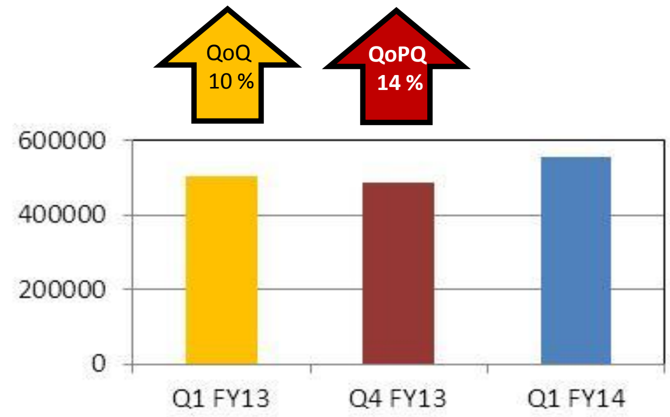
	Billets	Rolled Products	Bright Bars	Wires & Strands	Wire Ropes
Q o Q	140,021 MT	117,665 MT	3,507 MT	36,044 MT	27,117 MT
	7 %	15 %	6 %	9 %	10 %
Q o PQ	15 %	13 %	18 %	6 %	12 %



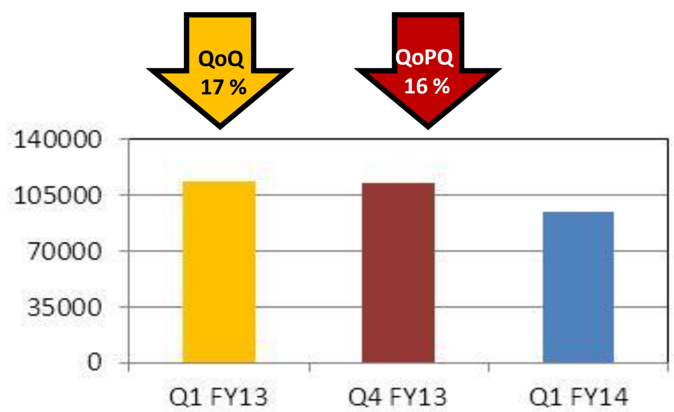
Production Performance



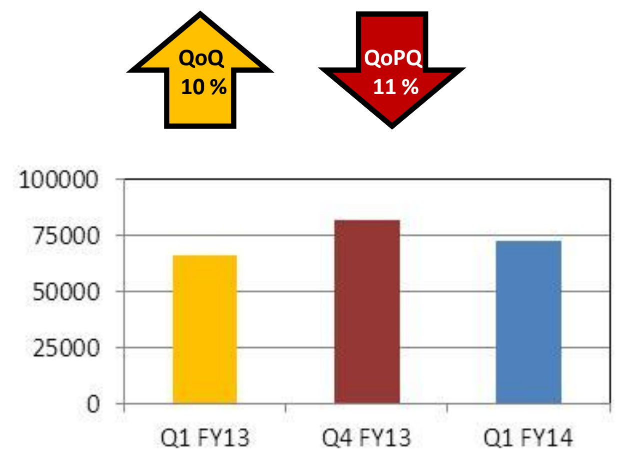
Coal



Iron Ore



Hot Metal



DRI



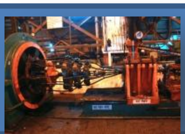



Quarterly Financial Performance Q1’14

Rs in Crs

Particulars	Consolidated			Stand Alone		
	Q1’14	Q4’13	Q1’13	Q1’14	Q4’13	Q1’13
Net Sales	928.72	947.71	846.09	739.95	801.60	728.48
PBDIT	181.32	192.41	140.90	161.38	165.64	111.51
PBT	13.54	29.60	3.23	4.02	13.38	(17.14)
PAT	4.09	22.11	3.47	2.20	9.00	(10.86)

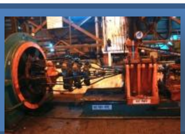


Project Status

Major Projects	Completion Status
Coke oven (48 Ovens)	Commissioned
Coke Oven (48Ovens) & 35 MW Power Plant	August' 13
Pellet Plant	September' 13
Lohari Coal Block	Sep / Oct'13



THANKS

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STRENGTH THROUGH INTEGRATION

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