

Usha Martin Limited



Investor Presentation

8th AUGUST 2016



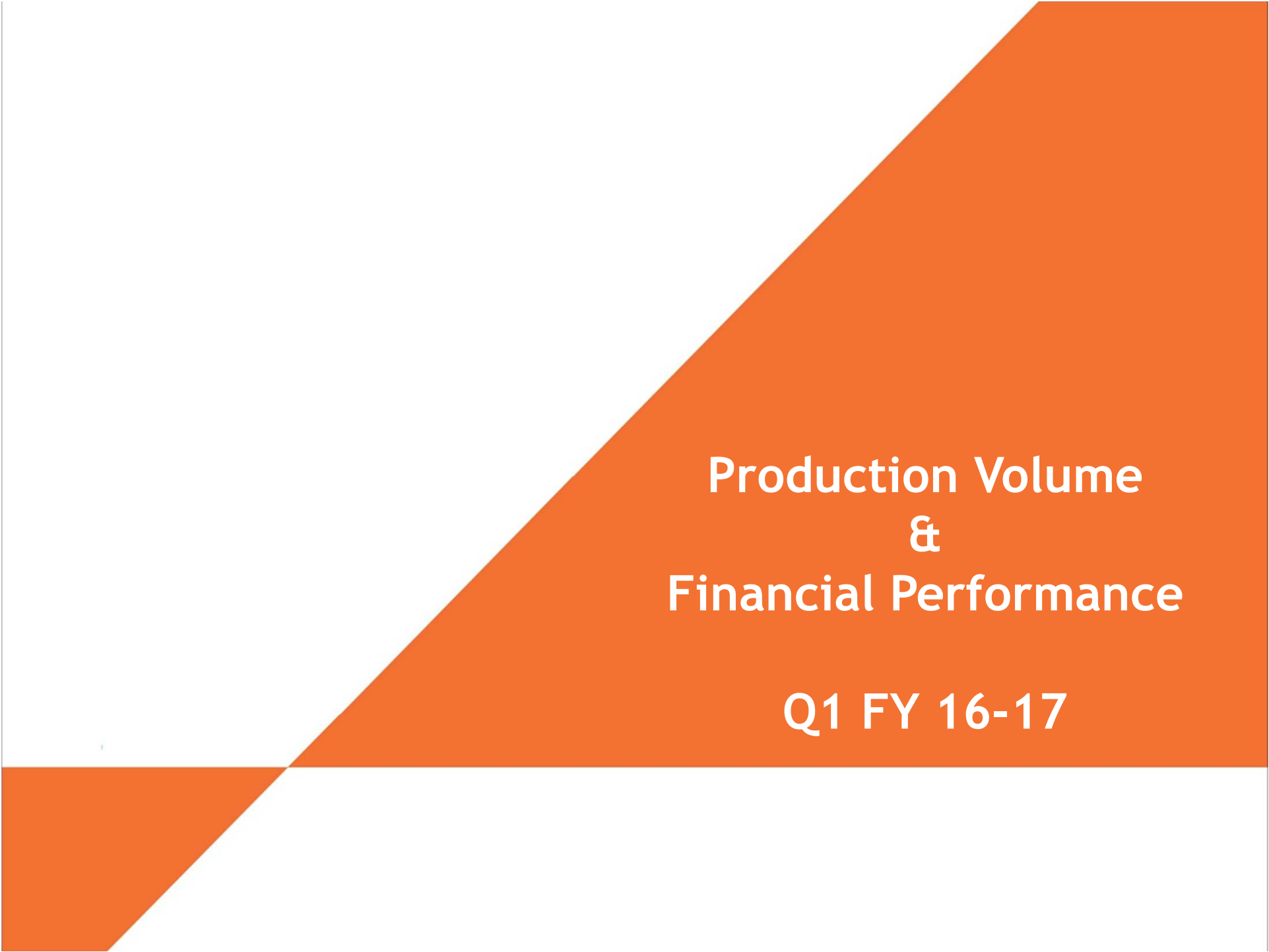
ushamartin.com



Highlights

- Net Turnover was lower by 2.2 % on QoQ and 5.1% on YoY basis.
- Hot Metal production was lower by 2.3% on QoQ and higher by 17.1% on YoY basis.
- Rolled Product production was higher by 7.4% on QoQ and 6.0% on YoY basis.
- WWR production was higher by 3.3% on QoQ and 2.6% on YoY basis.
- There was an improvement in average price realization of finished goods both in Steel as well as WWR businesses.
- Slackness in exports segment continues to be a drag on WWR business.
- EBIDTA was significantly higher at Rs.161 Cr against Rs.46 Cr in Q4FY16.
- On an after tax basis, the Company reported a lower loss of Rs.32.6 Cr against Rs.172.2 Cr in 4QFY16 and Rs.91.6 Cr in 1QFY16.
- Other Income of the Company was higher at Rs.58.58 Cr against Rs.9.73 Cr in 1QFY16, mainly on account of the following :
 - Rs.32.21 Cr on account of recognition of accumulated CENVAT Credit in Steel business.
 - Rs.11.87 Cr on account of profit on sale of tangible assets in WWR business.



A large orange geometric shape, resembling a stylized 'L' or a right-angled triangle with a slanted top, serves as the background for the text. It is positioned on the right side of the slide, with its bottom-left corner at the center of the slide.

Production Volume & Financial Performance

Q1 FY 16-17

Production - Products



Billets



**Rolled
Products**



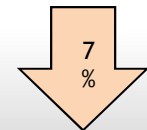
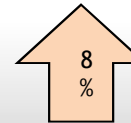
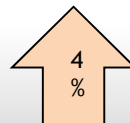
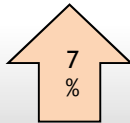
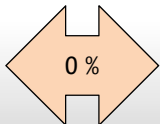
**Bright
Bars**



**Wires &
Strands**



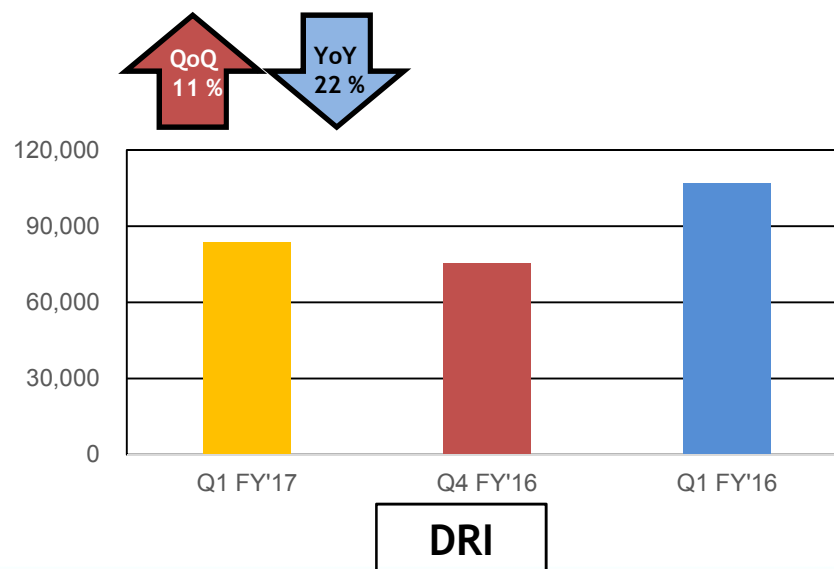
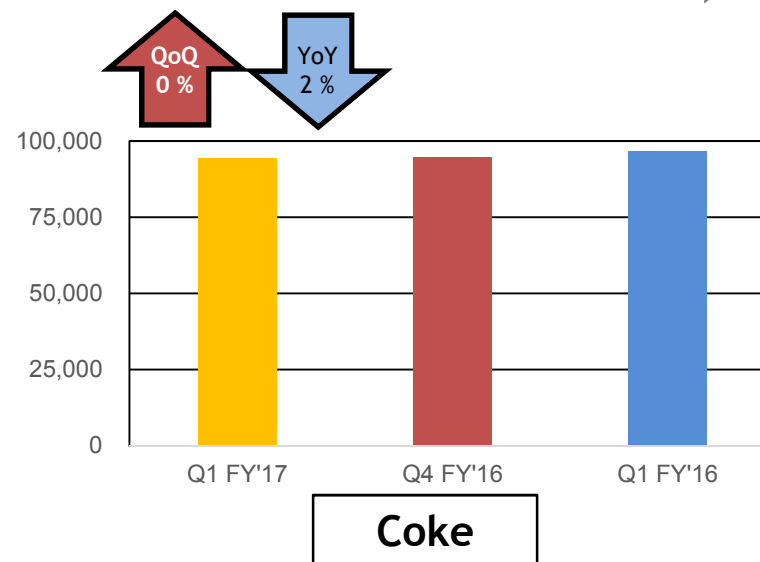
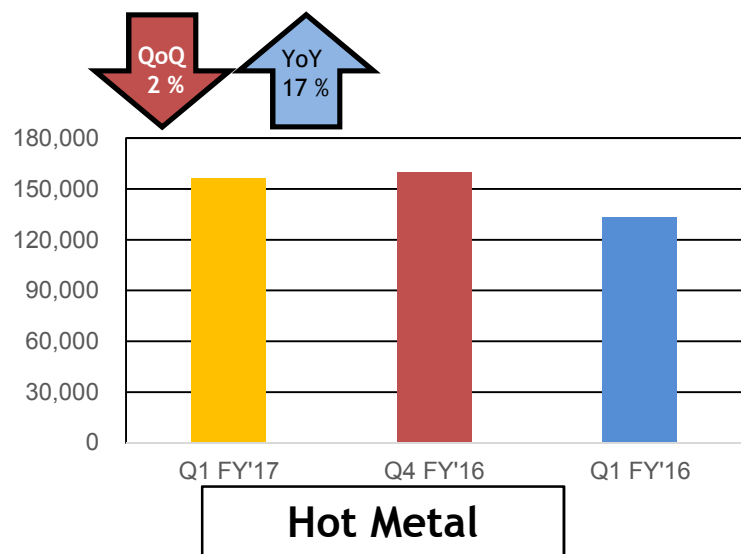
**Wire
Ropes**



3 Months (Q1) Q o Q



Production - Metallics (Quarterly Comparison)



Financial Performance - Q1 & FY'17

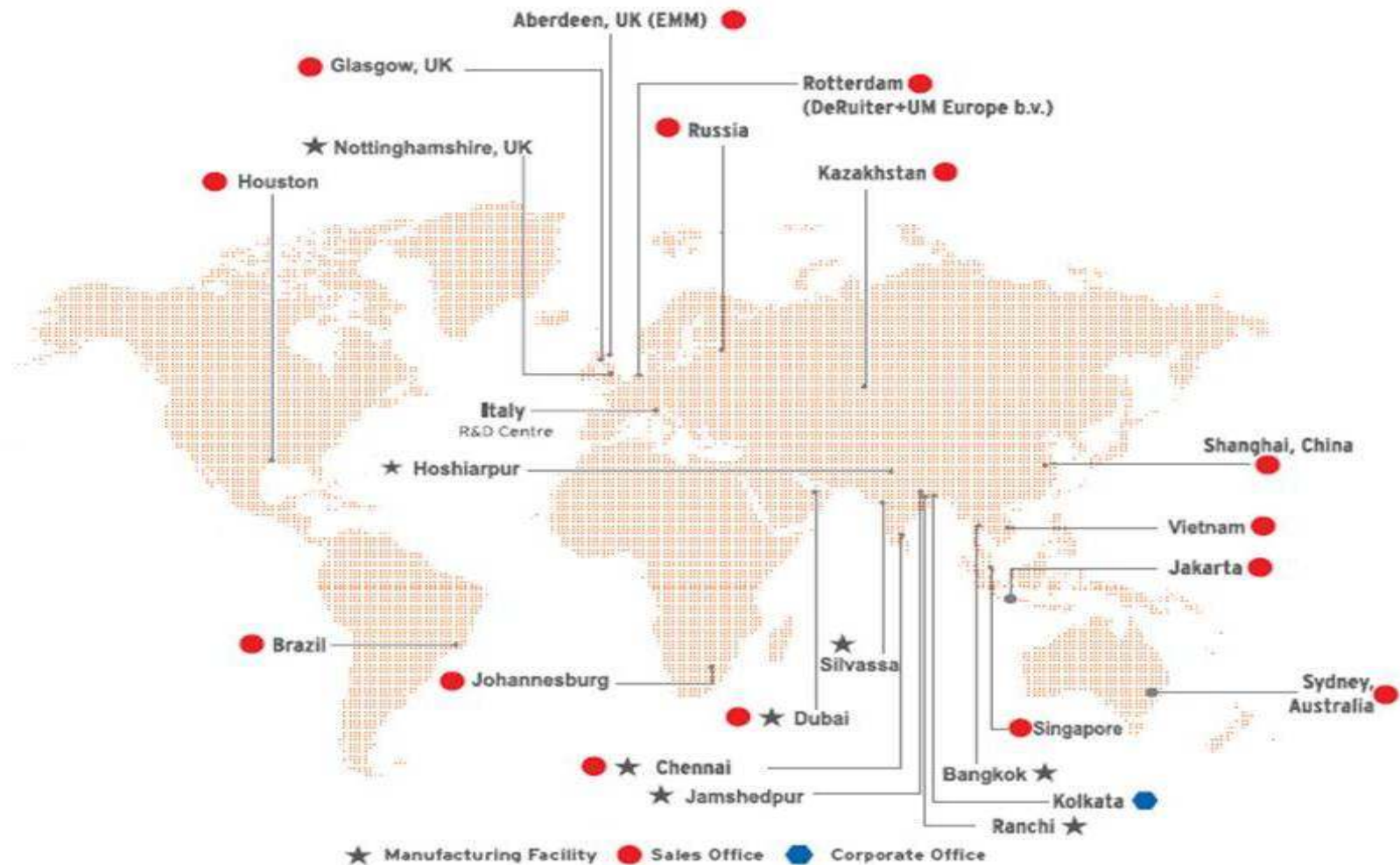
	Stand Alone		
	Q1 FY ' 17	Q4 FY '16	FY '16
Net Sales	832.0	850.5	3447.5
EBIDTA	161.1	46.3	335.6
PBT	(32.6)	(152.7)	(480.0)
PAT	(32.6)	(172.2)	(404.4)





Business Spread

Global Footprints



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



THANK YOU

Disclaimer:

This presentation may contain forward looking information that involves risk and uncertainties. Such projections and forward looking statements reflect various assumptions of management concerning future performance of the Company, and are subject to significant business, economic, environment, political, legal and competition risks, uncertainties and contingencies, many of which are unknown and beyond control of the Company and management. Accordingly, there can be no assurance that such projections and forward looking statements will be realized. The variations may be material. No representation or warranties are made as to the accuracy, completeness or reasonableness of such assumptions or the projections or forward looking statements based thereon, or with respect to any of the information contained in this presentation. The Company expressly disclaims any and all liability that may be based on any of the information contained herein, errors herein or omissions thereof.

