

Usha Martin Limited



Investor Presentation

30th July 2015



ushamartin.com

The image features a solid orange background. A diagonal line runs from the bottom-left towards the top-right. The area above this line is a lighter shade of orange, while the area below is a darker shade. The word "Highlights" is written in white, bold, sans-serif font, positioned in the upper right quadrant of the image.

Highlights

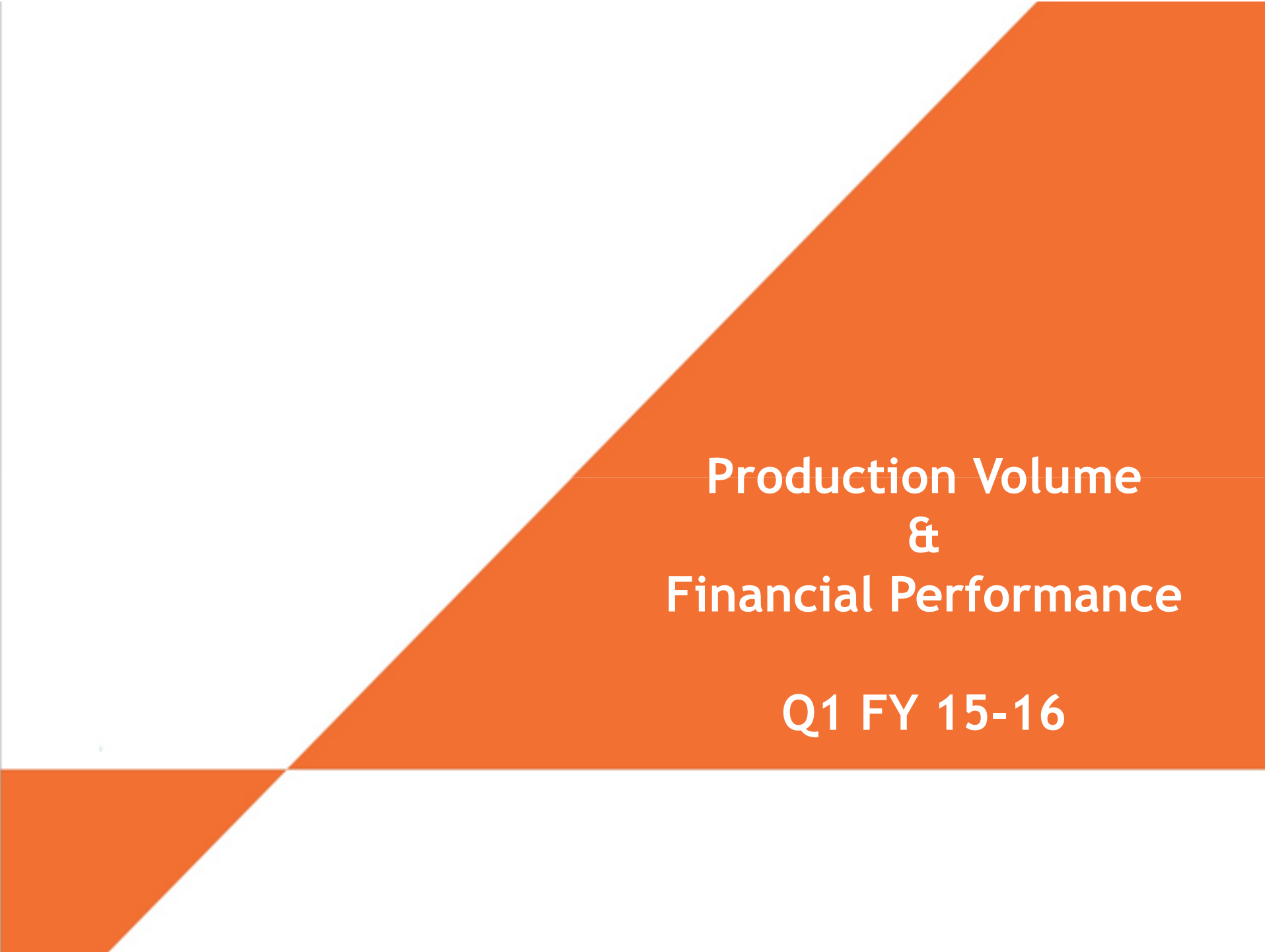
Achievement & Awards

- Excellent Performance Award for 2014 at DP World, won by BWWR, a subsidiary of the company in Dubai.
- Ranchi unit received Green Manufacturing Excellence Award in Frost & Sullivan's Believers Category.
- Manufacture of first reel of Oceanmax rope weighing 176 MT from new facilities at Usha Martin UK Ltd, a subsidiary of the company

Operational Highlights - Q1 FY 15-16

- Challenges of subdued steel demand and competition with cheaper imports became more severe in quarter affecting business and margins.
- Value Added Product business, domestic & global, also suffered due to poor off take in infra, oil sector and business conditions remaining sub-normal.
- Net Turnover was down by 7.6 % on consolidated basis and 4.3 % on stand alone basis.
- Consolidated EBIDTA margin at 12.4 % and stand alone at 13.4%.
- Achieved Billet production at 161,874 MT, down by 4% YoY & 10.3% on QoQ basis .
- Achieved growth in production of Rolled Products, DRI, Hot Metal, Coke & Pellet on YoY basis.



A large orange geometric shape, resembling a stylized 'L' or a right-angled triangle with a diagonal cut, serves as the background. It is positioned on the right side of the slide, with its hypotenuse facing left. The shape is a solid orange color.

Production Volume & Financial Performance

Q1 FY 15-16

Production - Products



Billets



**Rolled
Products**



**Bright
Bars**



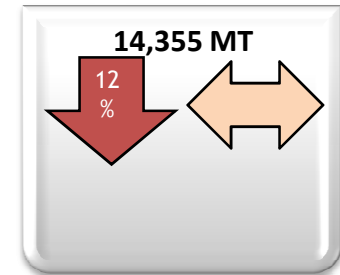
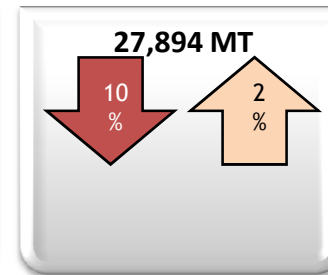
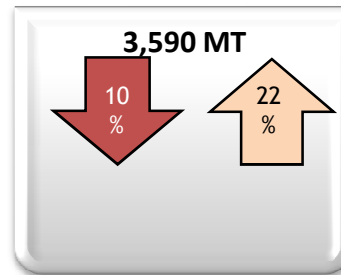
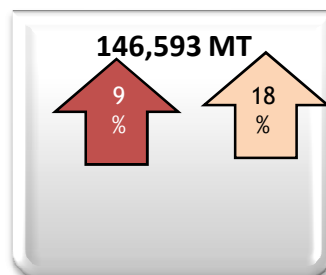
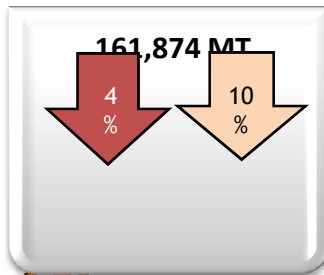
**Wires &
Strands**



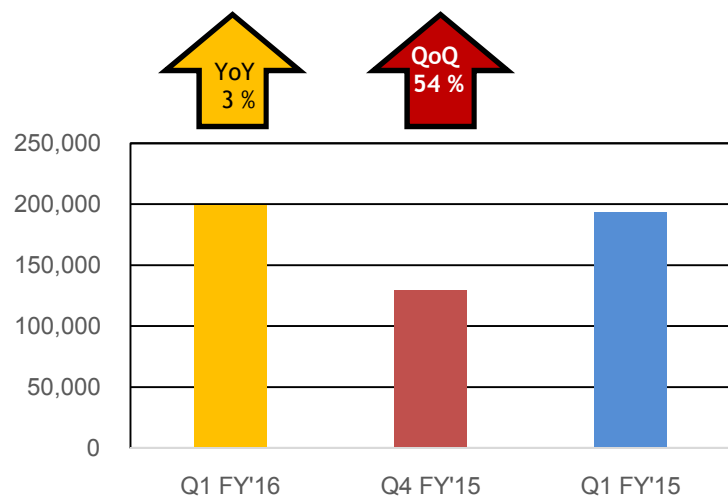
**Wire
Ropes**

Y o Y

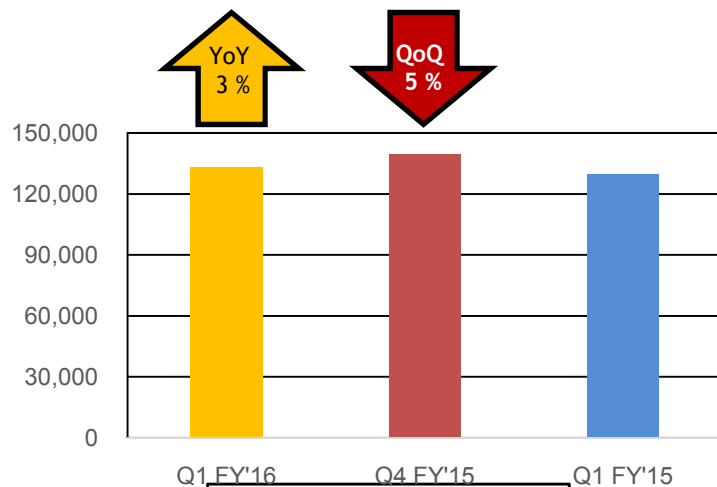
Q o Q



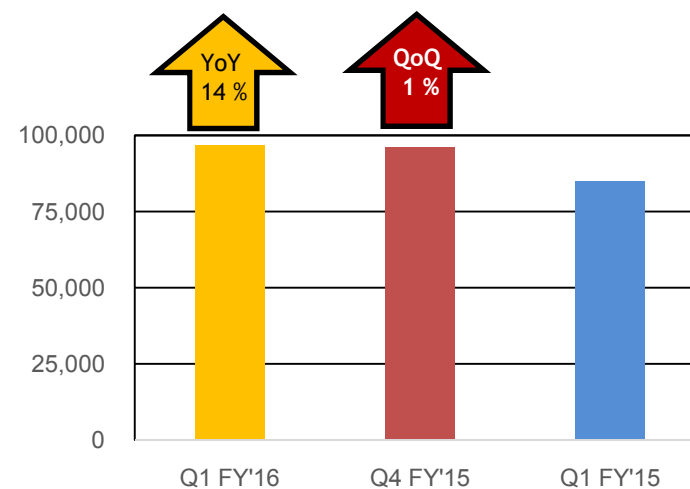
Production - Metallics



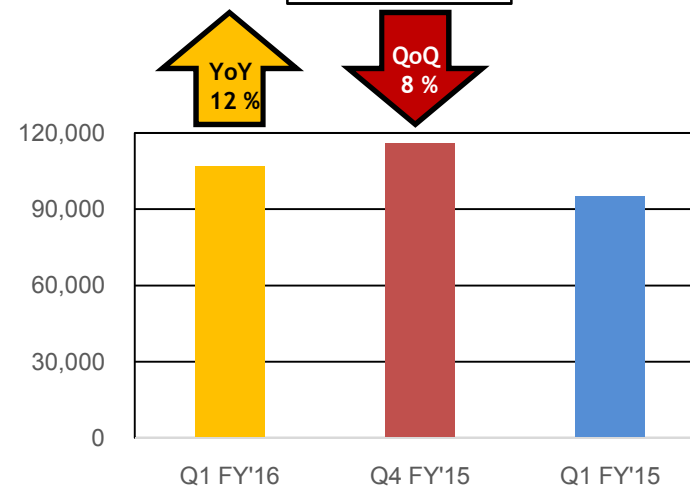
Pellet



Hot Metal



Coke



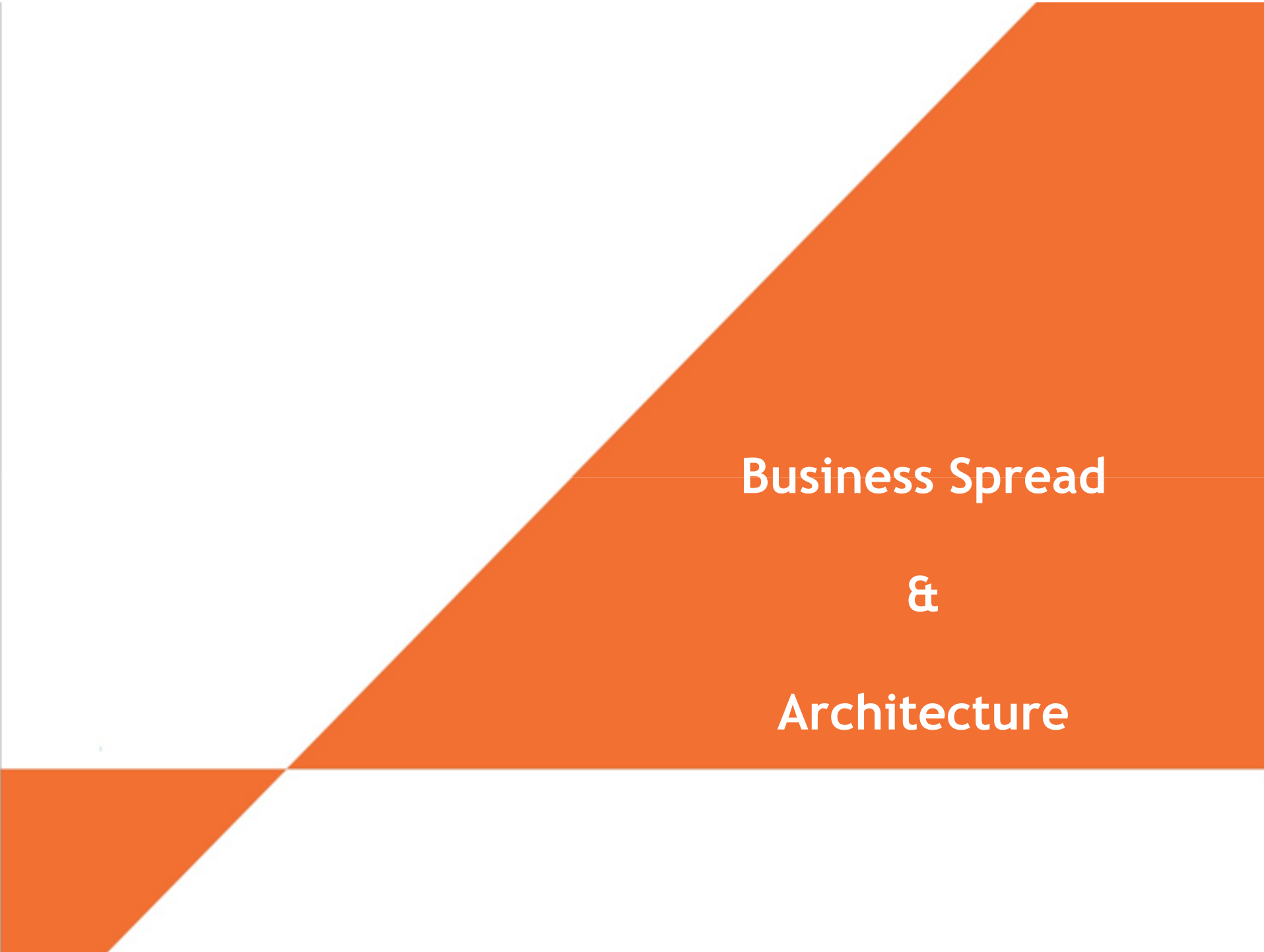
DRI



Financial Performance - Q1 FY'16

	Stand Alone		Consolidated	
	FY ' 16	FY ' 15	FY ' 16	FY ' 15
	Q1	Q4	Q1	Q4
Net Sales	880.40	982.02	1067.82	1,171.06
PBDIT	118.01	130.15	132.39	156.93
PBT	(103.07)	(118.31)	(103.26)	(106.88)
PAT	(71.24)	(139.79)	(73.32)	(130.48)



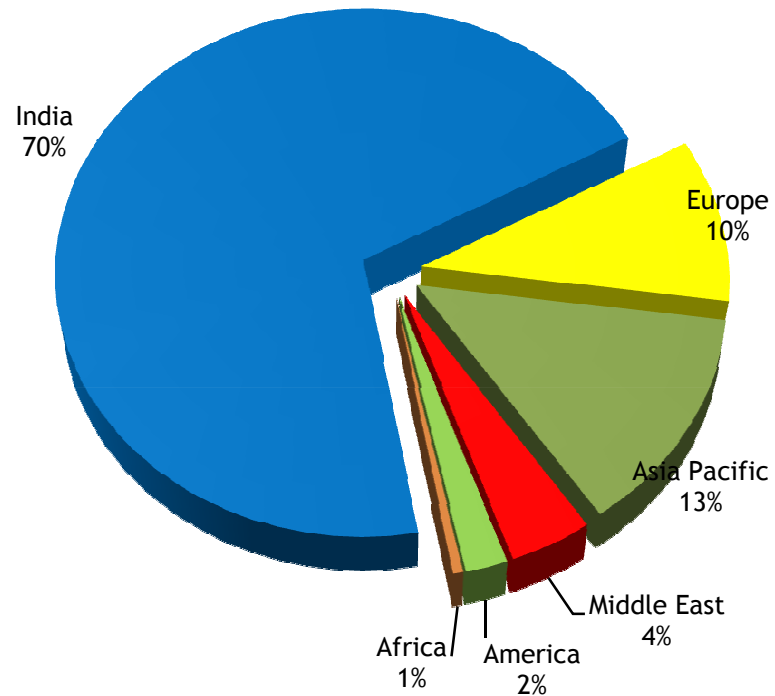
A large orange geometric shape, resembling a stylized 'A' or a wide triangle, is positioned on a white background. The shape has a horizontal base and a vertical right side. The top edge is a diagonal line sloping down from the right towards the left. The text 'Business Spread' is written in white, bold, sans-serif font, centered horizontally within the upper portion of the shape.

Business Spread

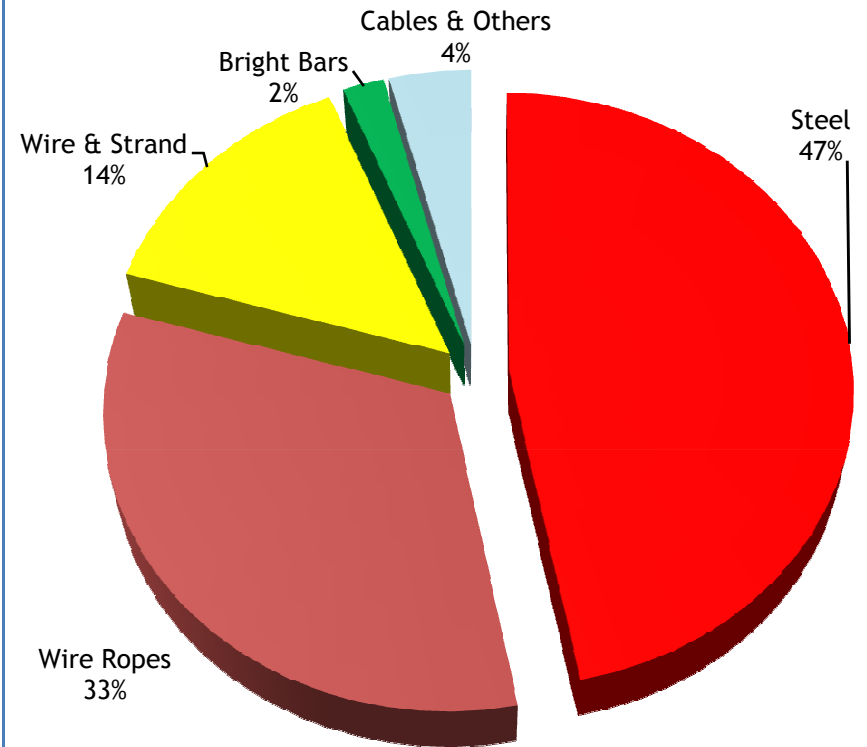
&

Architecture

Revenue Distribution (Value)



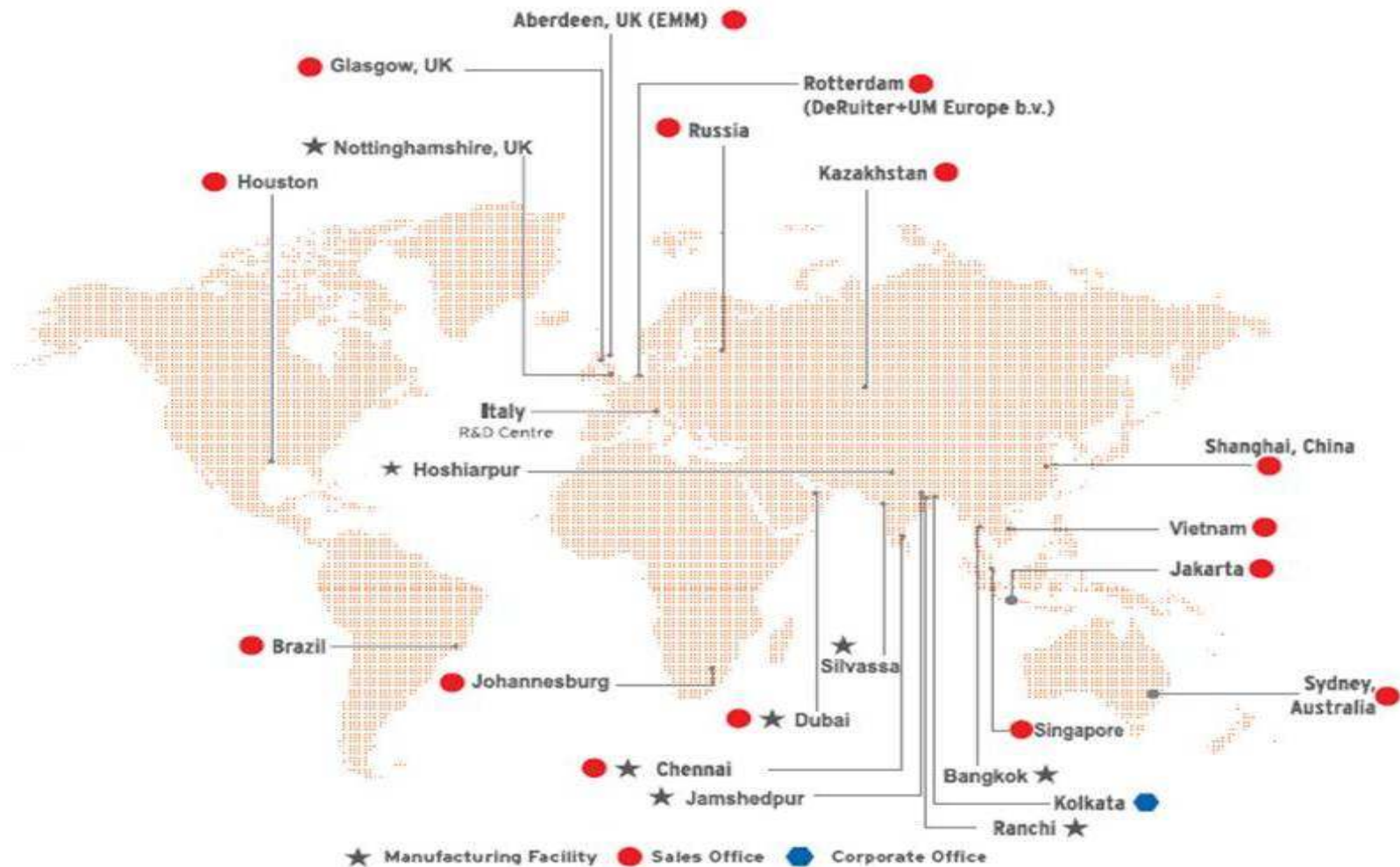
By Geographies



By Product



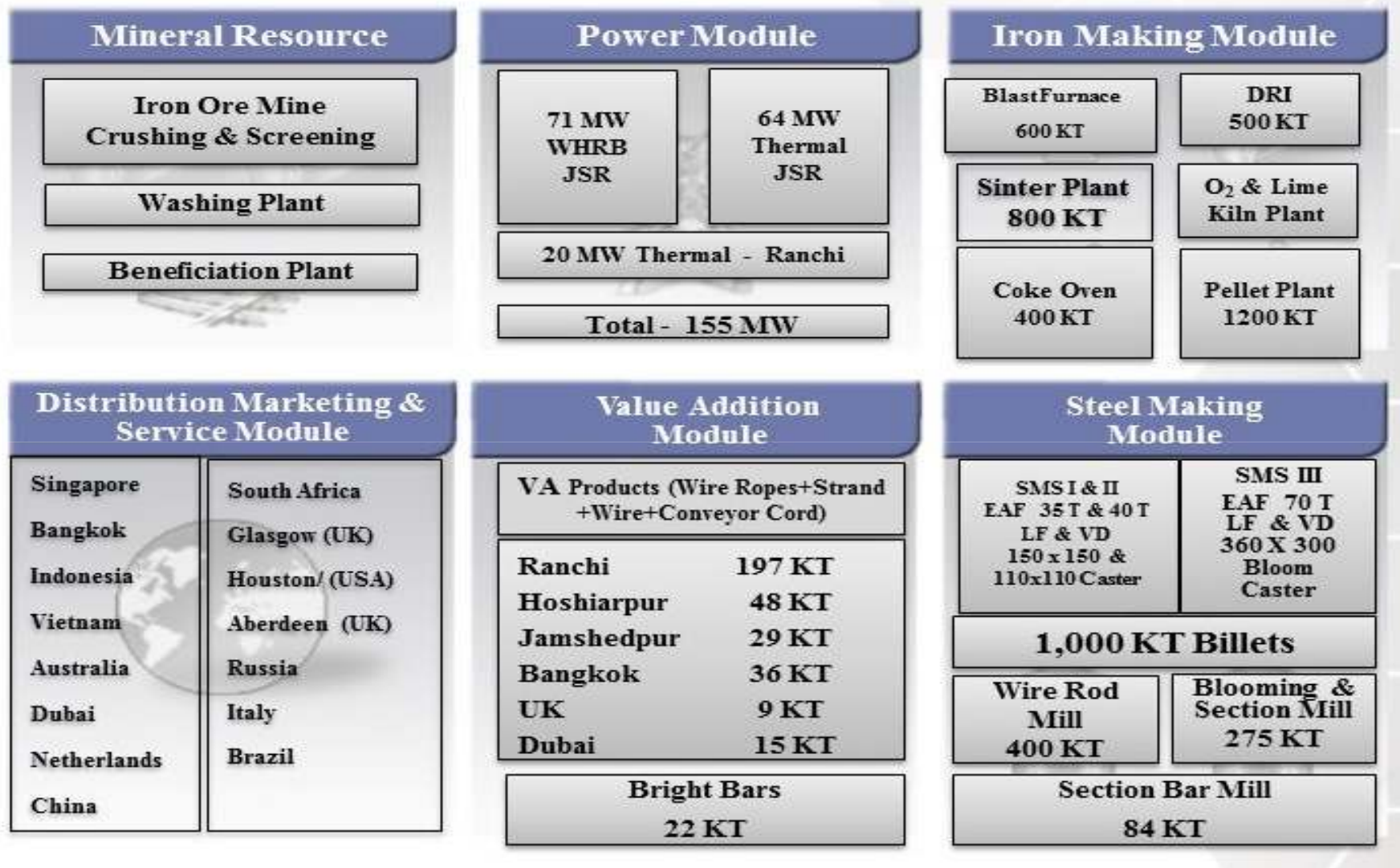
Global Footprints



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



Architecture of Integrated Business



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.

