usha martin

Business Profile H1 FY'12

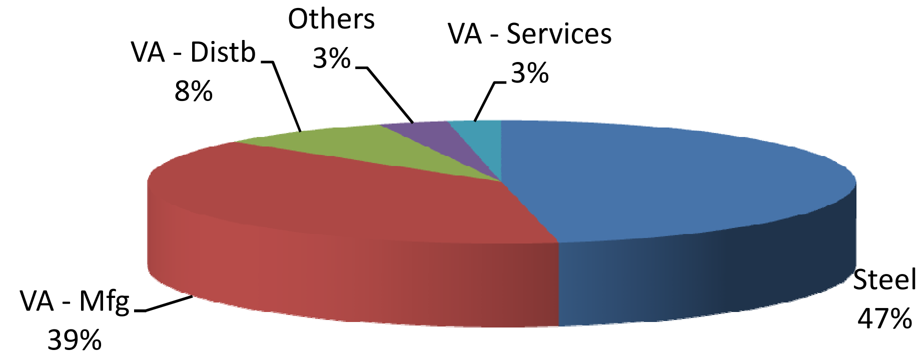
Global Turnover
Rs 2,329 Crs
(USD 512 Mn)

Value Added Products
Rs 1,168 Crs
(USD 256 Mn)

- Manufacturing
  Rs 907 Crs
  (USD 199 Mn)
- Distribution
  Rs 187 Crs
  (USD 41 Mn)
- Services
  Rs 74 Crs
  (USD 16 Mn)

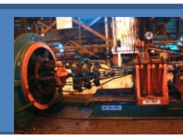
Steel
Rs 1,104 Crs
(USD 243 Mn)

Others
Rs 57 Crs
(USD 13 Mn)



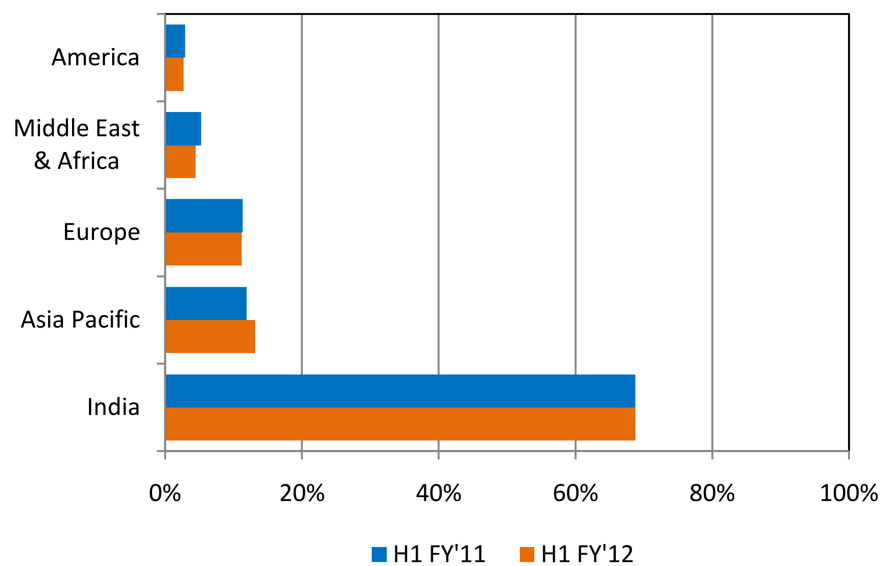
Net Turnover	
Stand Alone Rs 1,295 Crs (USD 284 Mn)	Consolidated Rs 1,592 Crs (USD 350 Mn)



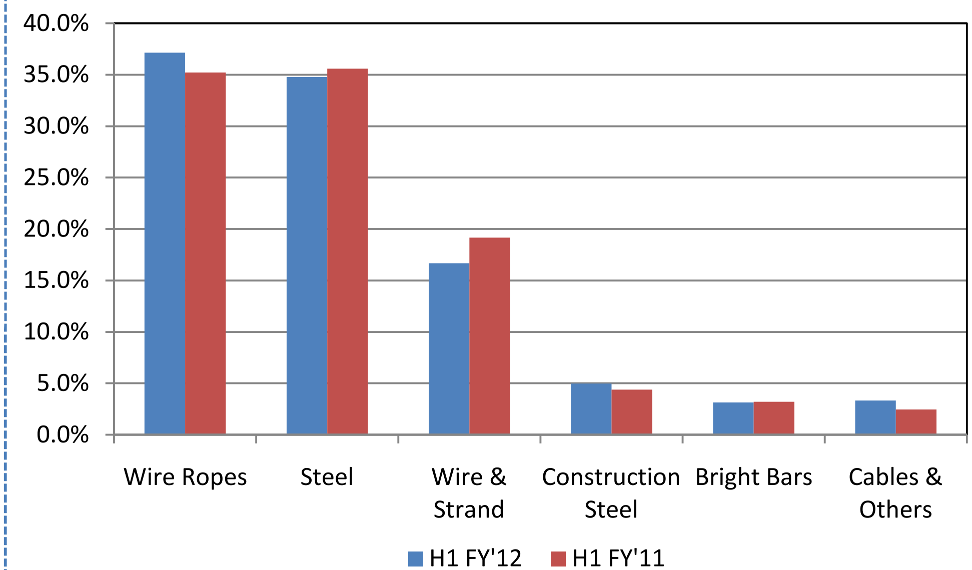



usha martin

Revenue Distribution

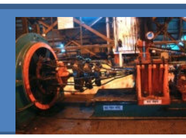


By Geographies



By Product



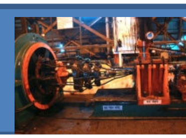
Consolidated Key Financials

Particulars		05-06(A)	06-07(A)	07-08(A)	08-09 (A)	09-10 (A)	10-11 (A)	CAGR %	Trail 12M
Gross Turnover		1,969	2,148	2,528	3,147	2,630	3,268	10.7%	3,438
Net Turnover		1,802	1,965	2,309	2,950	2,514	3,047	11.1%	3,202
PBDIT		313	368	445	531	495	587	13.4%	575
PBT		126	183	247	281	240	204	10.0%	144
PAT		84	137	175	185	169	137	10.2%	132
Cash Profit		207	243	278	271	347	383	13.1%	340
ROCE	(%)	14.1%	16.9%	20.1%	24.1%	18.2%	13.7%		9.6%
RONW	(%)	20.3%	22.3%	21.6%	19.2%	13.7%	8.1%		7.4%
EPS (FV Rs 1/-)	(Rs)	4.2	6.1	7.0	7.4	6.5	4.5		4.3
★ Debt Equity Ratio	(x)	1.32	1.18	1.20	1.90	0.99	1.12		1.43
★ Debt / EBIDTA Ratio	(x)	2.5	2.5	2.6	4.1	3.4	3.4		4.4
Interest Cover	(x)	3.4	4.0	4.4	3.7	3.9	3.2		2.7

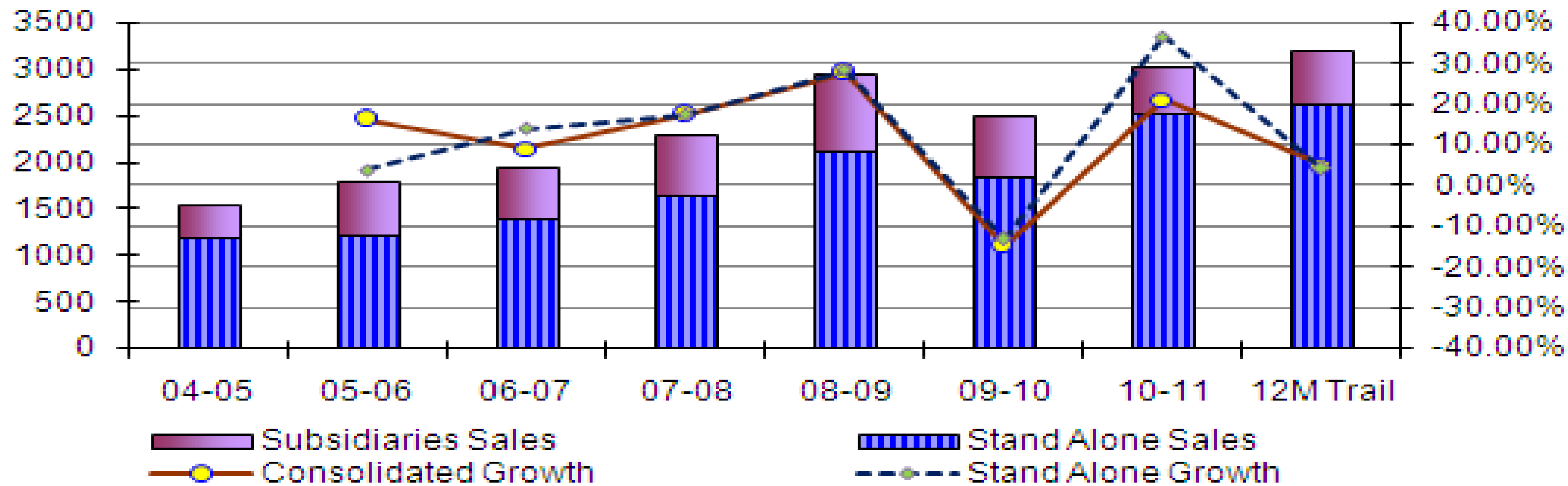
Note : Trail 12M fig is without considering exceptional item (forex loss) in Q2 FY'12 of Rs 120 Crs

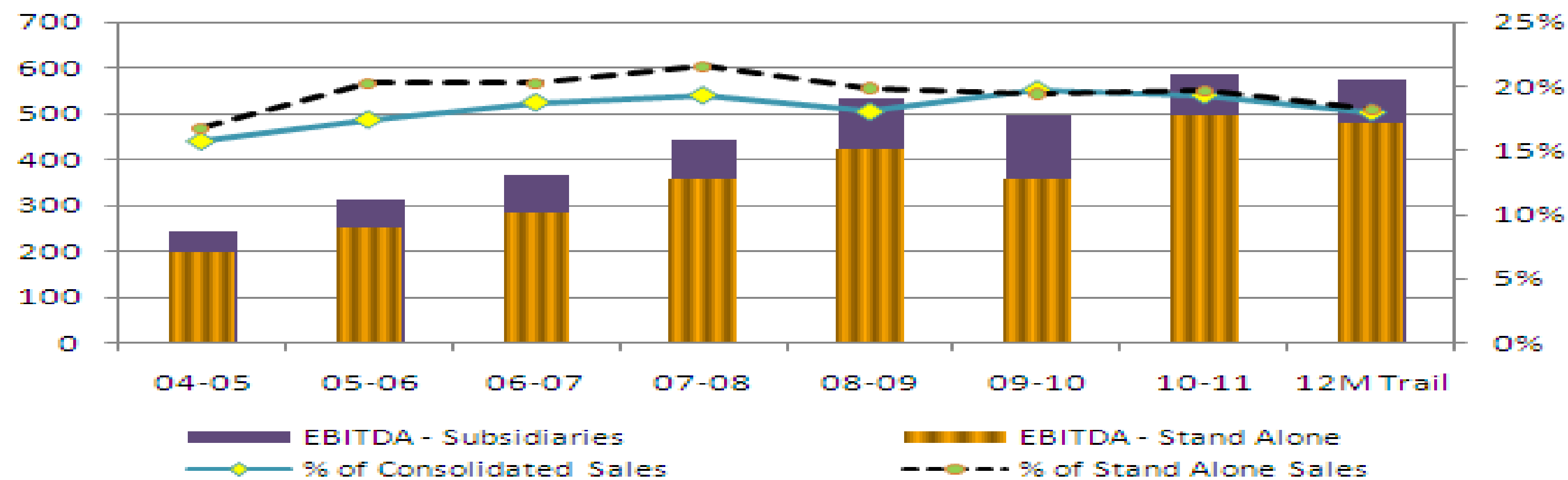
★ Debt figures are net of cash & cash equivalents and includes capex LCs



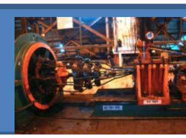



Financial Trends



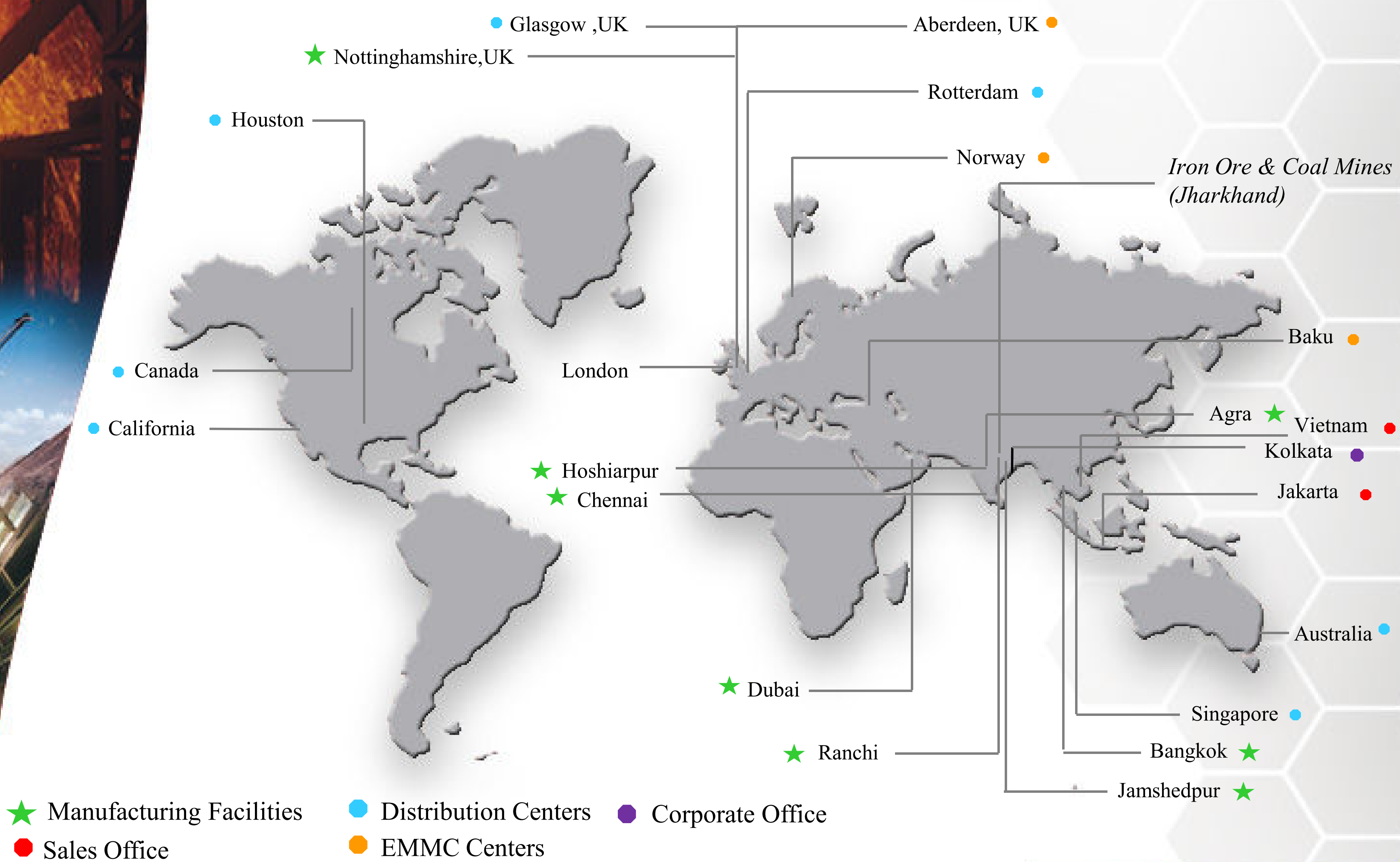




usha martin

Global Footprint



usha martin

Architecture of Integrated Business

Mineral Resource

- Iron Ore Mine
Est. Reserve 80 MnT
Crushing & Screening
- Coal Block – “A- C” grade
Est. Reserve 40 MT
- Washing Plant
- Beneficiation Plant

Power Module

- 18.3 MW WHRB
- 51 MW WHRB
- 55 MW Thermal JSR
- 9 MW Thermal
- 20 MW Thermal - Ranchi
- Total - 153.3 MW

Iron Making Module

- Blast Furnace 600 KT
- DRI 300 KT
- 200 KT
- Sinter Plant 800 KT
- O_2 & Lime Kiln Plant
- Coke Oven 400 KT
- Pellet Plant 1200 KT

Distribution Marketing & Service Module

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

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

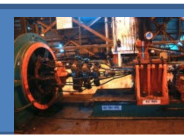
STRENGTH THROUGH INTEGRATION

usha martin

Performance Update

H1 & Q2 FY'12

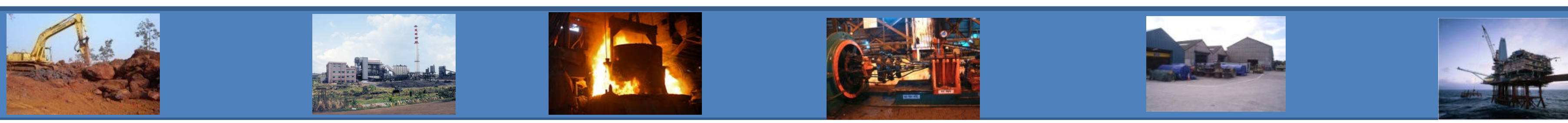


usha martin

Highlights
Q2 FY ’ 12

- Improved realisation and volume takes consolidated turnover up by 8.5% .
- Wire rope production up by 10 % .
- International business continues to do well .
- Excessive monsoon and rainfall impacted mining operations, resulted in lower availability of captive minerals .
- Bought out mettalics, higher cost of coking coal and slow down in auto and other sectors, kept margins under pressure.
- Consolidated EBITDA margin at 17.7%
- Unusual depreciation in INR against US dollar in Sept’11, resulted in notional exchange loss of Rs 120 crores. Treated as exceptional items.
- Current average rate of borrowings at 8.5% .
- Implementation of new capex plan for Rs 1200 Crores in progress.



usha martin

Production Volume Growth Consolidated


Billets

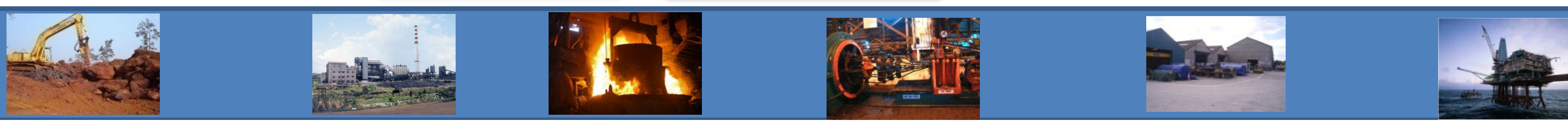

Rolled Products


Bright Bars

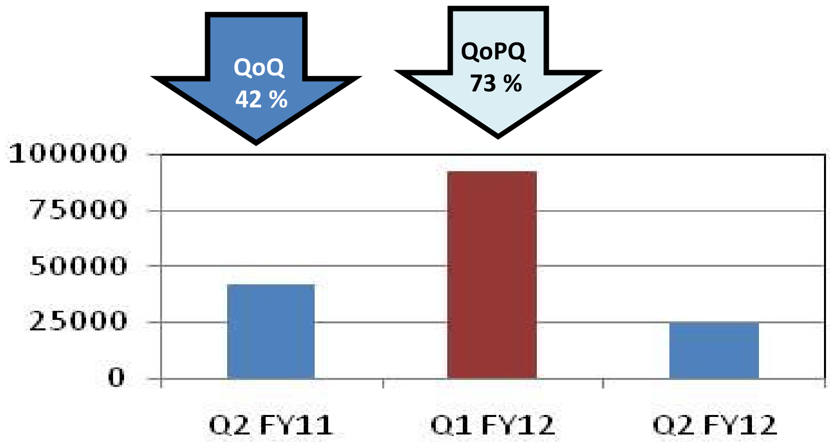

Wires & Strands


Wire Ropes

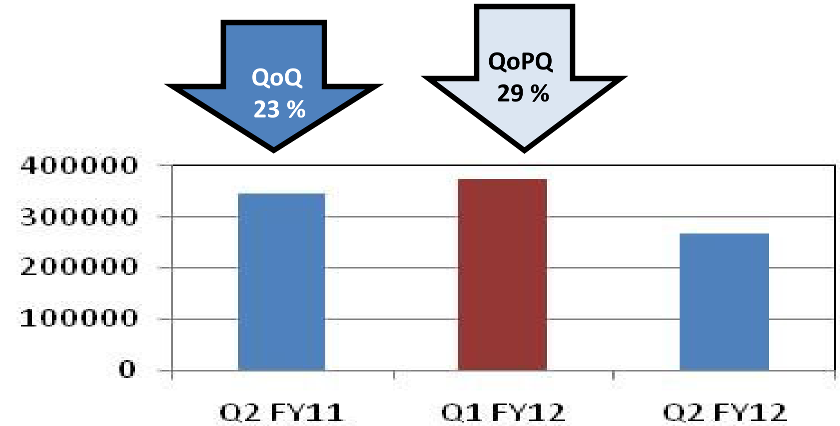
	Billets	Rolled Products	Bright Bars	Wires & Strands	Wire Ropes
Q o Q / Q o PQ	124,105 MT 4 % / 8 %	120,182 MT 9 %	3,667 MT 30 % / 23 %	31,785 MT 5 % / 4 %	27,352 MT 10 % / 10 %
H1 o H1	239,319 MT 4 %	230,366 MT 3 %	8,440 MT 14 %	62,457 MT 10 %	52,298 MT 10 %



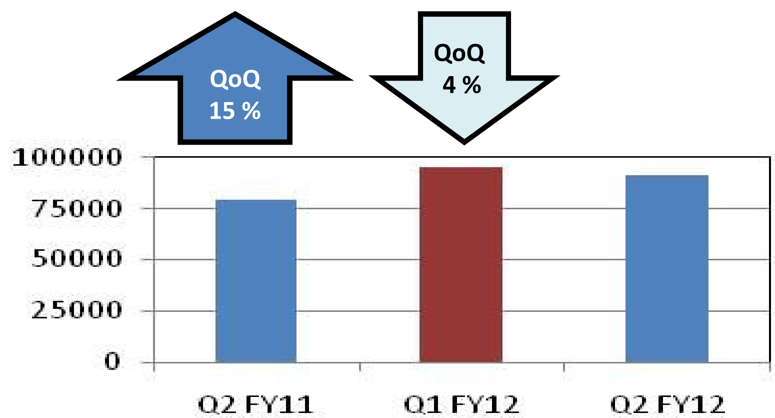
Production Performance



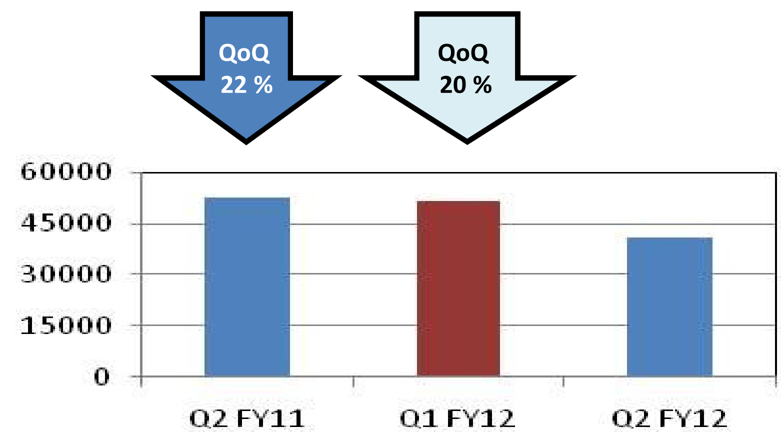
Coal



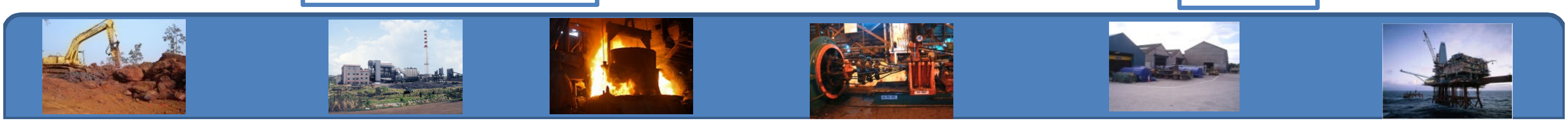
Iron Ore



Hot Metal

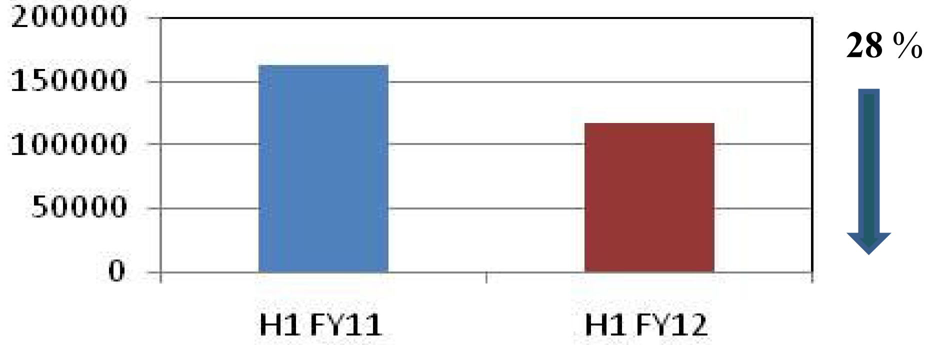


DRI

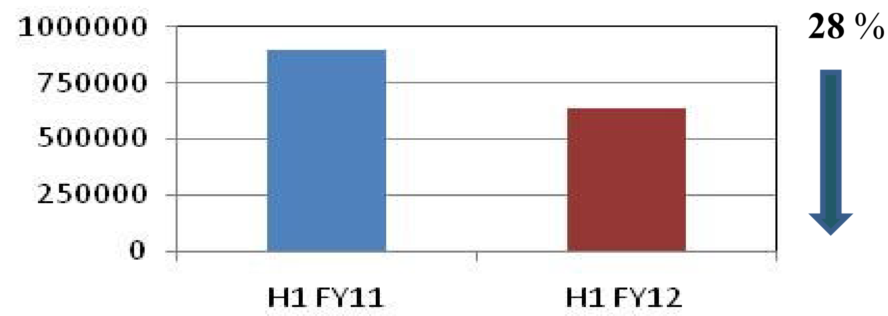


usha martin

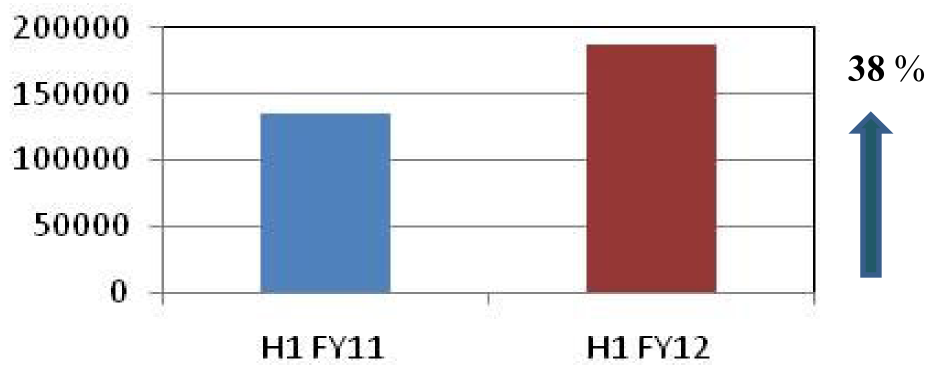
Production Performance



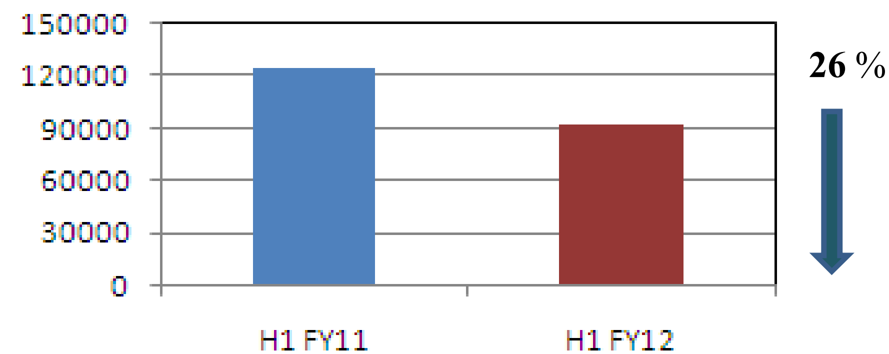
Coal



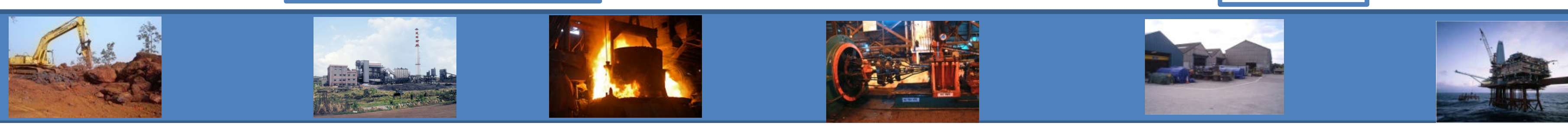
Iron Ore



Hot Metal



DRI



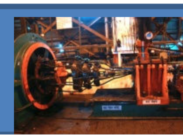
usha martin

Financial Highlights
Consolidated

Growth	Sales	PBDIT	PBT	PAT ★
Qtr II QoQ	9%	8%	53%	236%
H1 YoY	11%	4%	47%	142%

★ PAT figures includes exceptional item arising out of forex loss in Q2 FY'12 of Rs 120 Crs



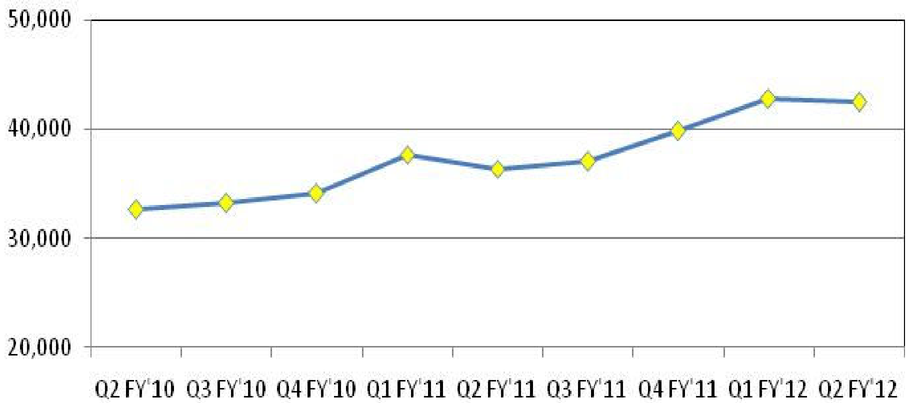



usha martin

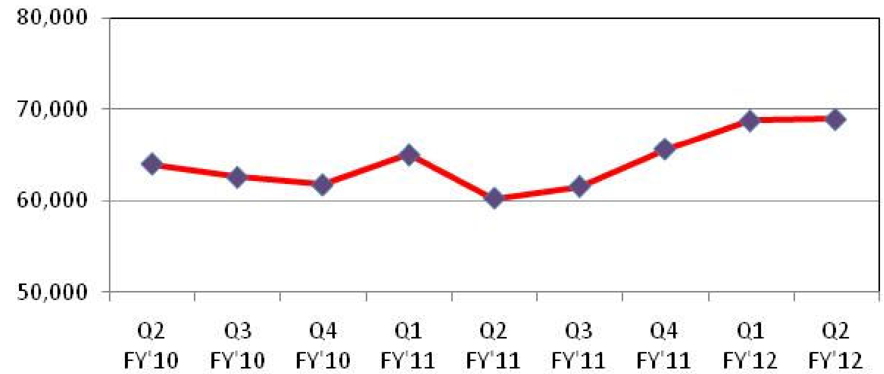
Financial Performance
Consolidated

Particulars	Qtr II FY 12	QoQ	H 1 FY 12	YoY
Gross Sales	890.37	↑ 9 %	1,707.89	↑ 11 %
Net Sales	828.40	↑ 9 %	1,591.77	↑ 11 %
PBDIT *% of Sales*	146.46 *17.7%*	↓ 8 %	292.49 *18.4 %*	↓ 4 %
PBT	32.01	↓ 53 %	68.58	↓ 47 %
Exceptional Item (Forex Loss)	(119.88)		(119.88)	
Net Profit	(62.69)	↓ 236 %	(37.02)	↓ 142 %

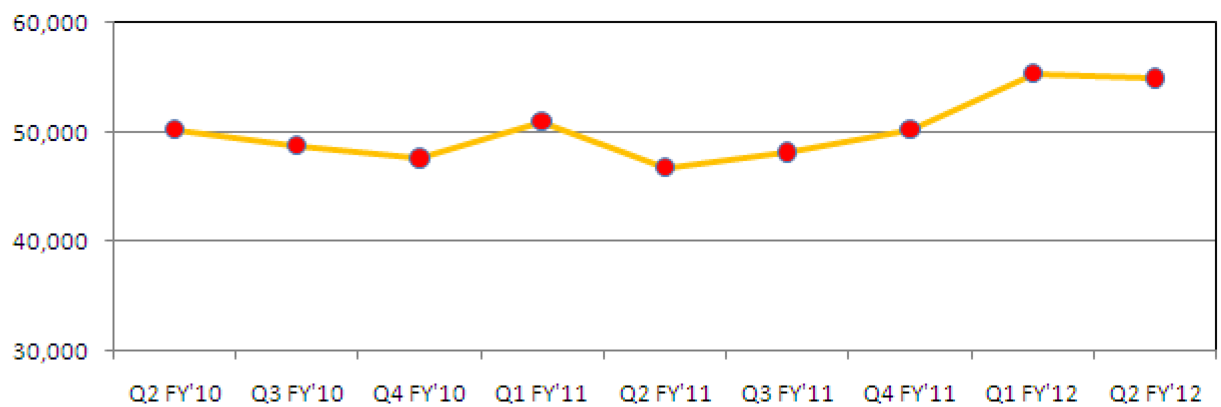
Sales Realisation Trend
Rs per MT (SA)



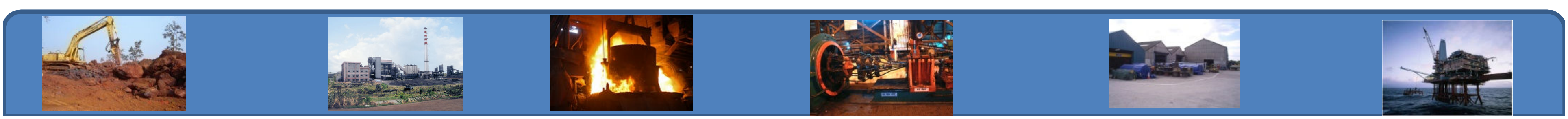
Wire Rods & Bar



Value Added Products



Integrated Business



Thanks

usha martin

STRENGTH THROUGH INTEGRATION