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CIN:L31400WB1986PLC091621
Email:contact@ushamartin.co.in
Website:www.ushamartin.com

Date : 3rd November 2023

The Manager
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No.C/1, G Block,
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
[*Scrip Code: USHAMART*]

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai – 400 001
[*Scrip Code: 517146*]

Societe de la Bourse de
Luxembourg
35A Bouleverd Joseph II
L-1840, Luxembourg
[*Scrip Code: US9173002042*]

Dear Sirs,

Sub : Earning Presentation - Q2H1FY24

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), please find enclosed an Earning presentation for Q2 H1 FY 2023-24 of the Company on the un-audited Financial Results of the Company for the quarter and half year ended 30th September 2023.

The presentation is also being hosted on the website of the Company i.e. www.ushamartin.com

You are requested to take the same on record.

Yours sincerely,
For Usha Martin Limited

SHAMPA GHOSH RAY
Digitally signed by SHAMPA GHOSH RAY
Date: 2023.11.03 18:13:00 +05'30'

Shampa Ghosh Ray
Company Secretary

Encl: as above

usha martin®

Specialty Wire Rope Solutions Provider

Q2 & H1 FY24 Earnings Presentation

3rd November, 2023

Disclaimer

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Usha Martin Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this presentation may contains certain forward looking statements concerning the Company's future business prospects and business profitability. Such forward-looking statements are not guarantees of future performance and are subject to a number of risks and uncertainties that are difficult to predict. These risks and uncertainties include, but are not limited to, the Company's ability to manage growth, the fluctuations in earnings, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, the Company's ability to manage its international operations, Government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Company Overview

Leading global and India's no.1 specialty steel wire rope solutions provider

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Offering wide range of:

- Specialty wire ropes
- High-quality wires
- Low relaxation prestressed concrete steel strand (LRPC)
- Bespoke end-fitments, accessories and related services

Rich Legacy Of
~60 years

6
Manufacturing Facilities

Presence across
6
Continents

30+
Distribution Centers

~3,100
Worldwide Employees

Rs. 3,268 crore
Consolidated Revenue

21.2%
Consolidated ROCE

Rs. 351 crore
Consolidated PAT

Note: *As on 31st March 2023*

We are undergoing a strategic transformation and are poised for growth

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Turnaround

- Divestment of steel business resulting in:
  - Sharp deleveraging
  - Reshaped balance sheet

Net debt to equity improved to 0.4x in FY20 from 4.3x in FY19

Consolidation

- Renewed focus on specialty wire rope business
- Strategic initiatives to consolidate leadership

Significant earnings turnaround:
PBT improved to Rs. 346 crore in FY22 from Rs. 149 crore[2] in FY20

Growth

- Value accretive capex
- Enhance specialty offerings across industry segments
- Increase geographical spread in strategic markets
- Drive sustainable growth

Target to achieve topline CAGR of ~15% & Operating EBITDA margins ~18% over the next 2-3 years

Note 1: *All figures mentioned in the slide are consolidated financials*

Note 2: *PBT from continuing operations*

Multi-faceted growth strategy continue to drive our performance

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- Capex initiatives focused on value-migration
- Expand international market share through overseas subsidiaries
- Remain financially prudent
- Strong focus on digital initiatives

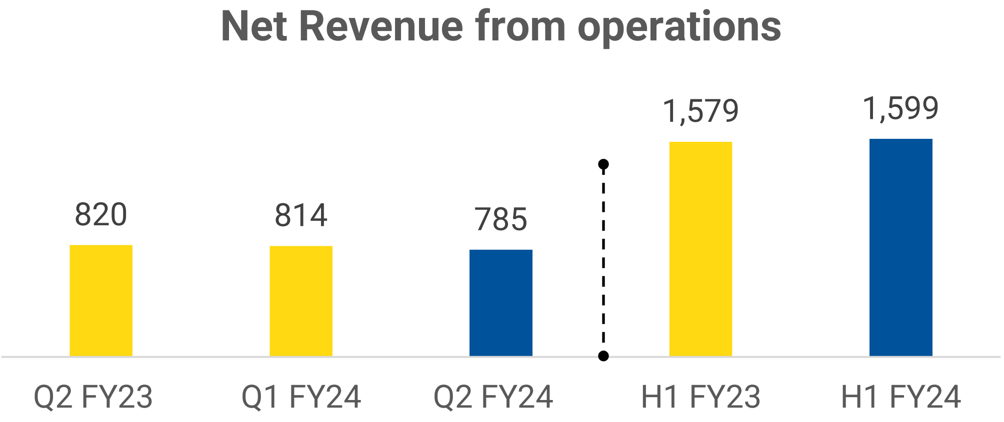
Our vision echoes our long-term growth agenda

To be the global leader in the wire rope industry by delivering customer delight, adopting modern technology and ensuring sustainable growth for all of its stakeholders

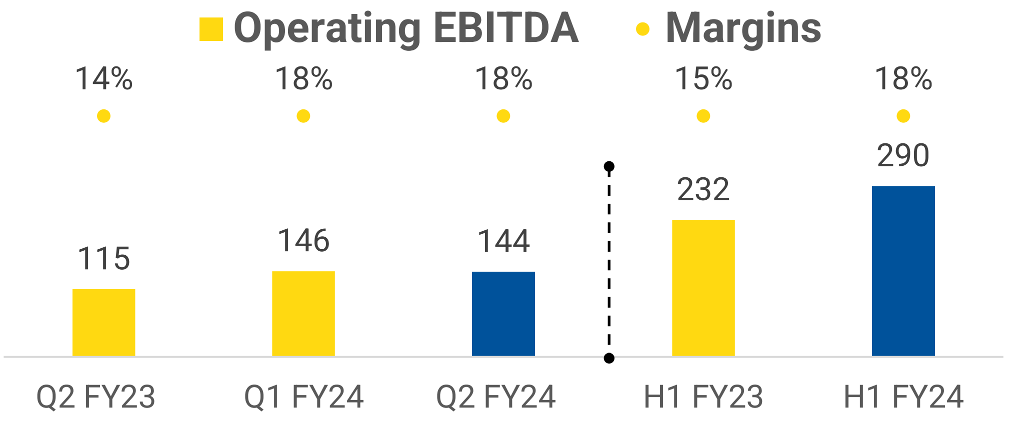
Q2 & H1 FY24 Results Overview

Key Financial Highlights – Consolidated Q2 & H1 FY24

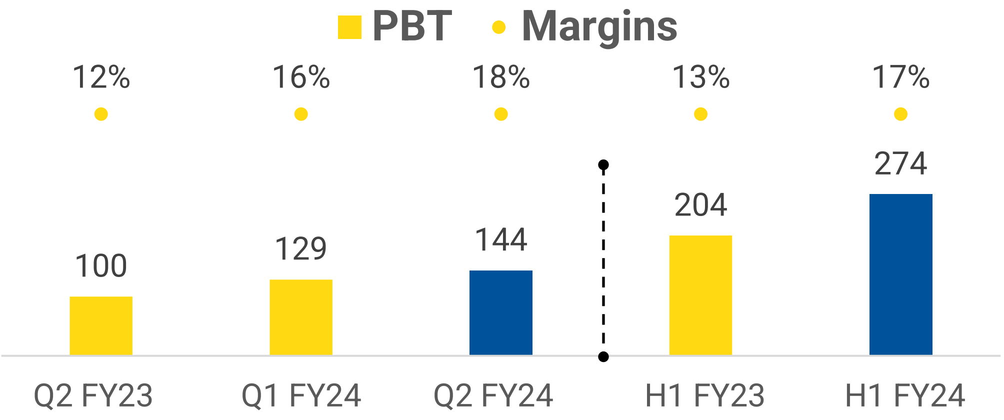
In Rs. crore



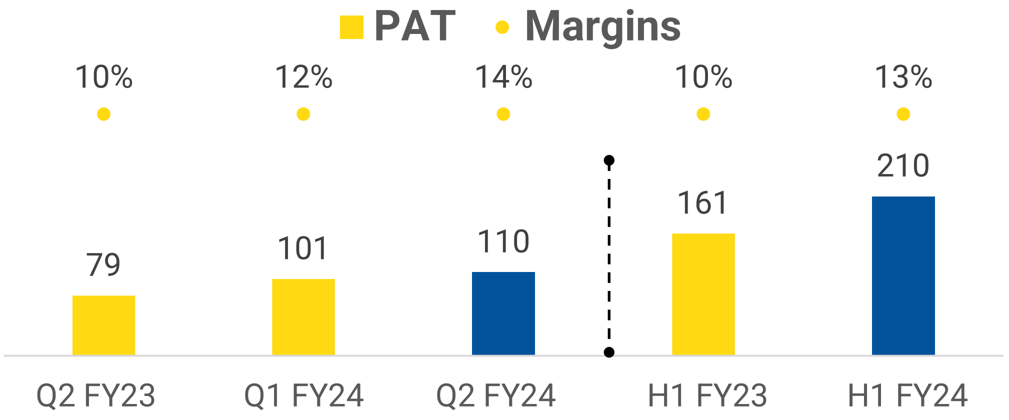
Shift (%)	QoQ: 3.6% ↓	YoY: 4.3% ↓	1.3% ↑



Shift (%)	QoQ: 0.9% ↓	YoY: 25.5% ↑	24.8% ↑



Shift (%)	QoQ: 11.9% ↑	YoY: 44.2% ↑	34.4% ↑



Shift (%)	QoQ: 8.7% ↑	YoY: 38.7% ↑	30.4% ↑

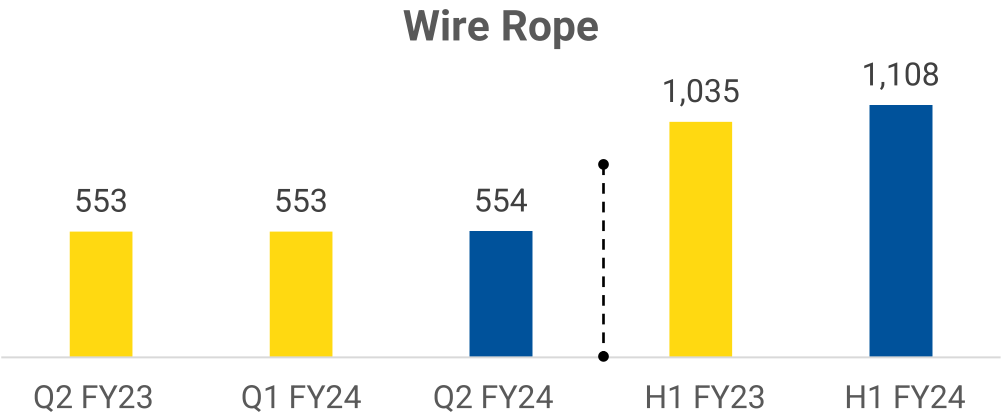
Note 1: *All figures mentioned in the slide are consolidated financials*

Note 2: *Operating EBITDA & EBITDA Margins calculated without other income*

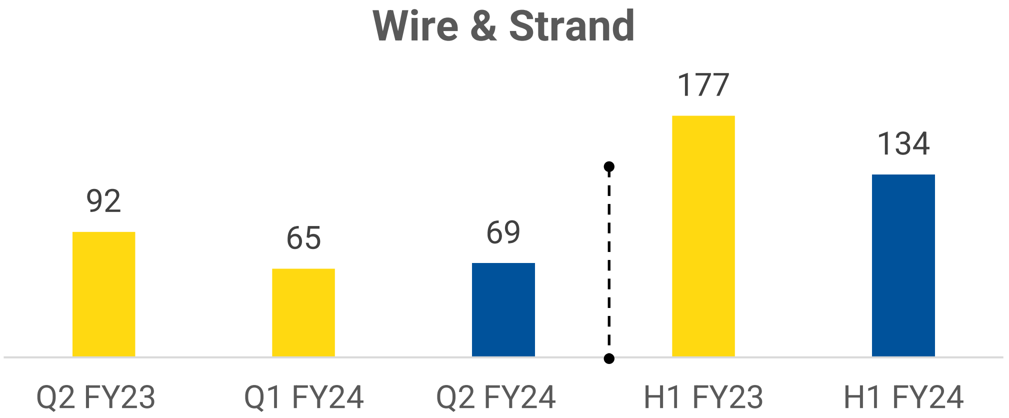
Note 3*: PBT includes insurance claim of Rs. 10 crore and sales tax refund receivable Rs. 8 crore in Q2 FY24*

Segmental revenue overview for consolidated business

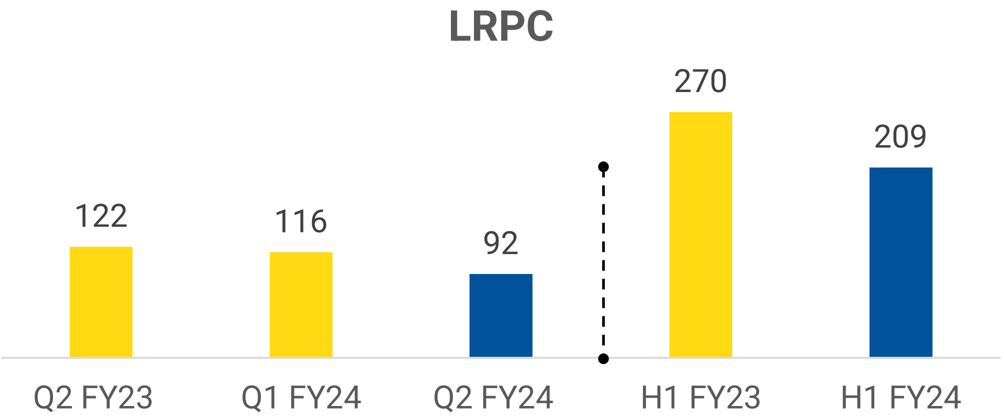
In Rs. crore



Shift (%)	QoQ: 0.2%↑	YoY : 0.2%↑	7.1%↑



Shift (%)	QoQ: 5.5%↑	YoY: 24.9%↓	24.4%↓



Shift (%)	QoQ: 20.5%↓	YoY : 24.2%↓	22.8%↓

- Increase in half-yearly YoY rope sales by 7% in line with the company's strategy to focus on value added products and increased contribution from international operations of the wire rope segment
- In Q2, LRPC volumes declined primarily due to seasonal factors
- Segment wise contribution to overall sales H1FY24:
  - Wire Rope – 69% (H1FY23 66%)
  - Wire & Strand – 9% (H1FY23 11%)
  - LRPC – 13% (H1FY23 17%)

Note 1: *All figures mentioned in the slide are consolidated financials*

Key Operational Highlights – Consolidated Q2 & H1 FY24

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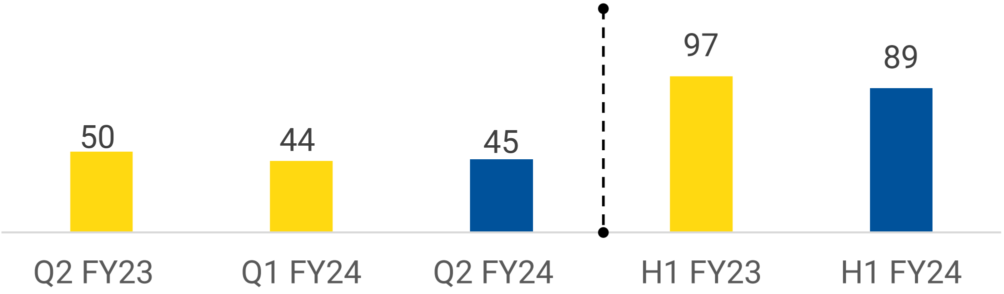
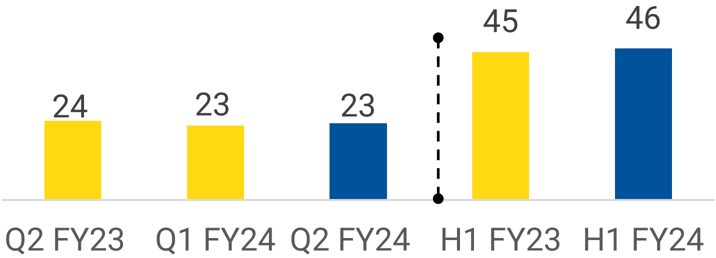
Sales Volumes[1] ('000 MT)



Shift (%)	QoQ: 1.9%↑	YoY: 10.2%↓	7.7%↓

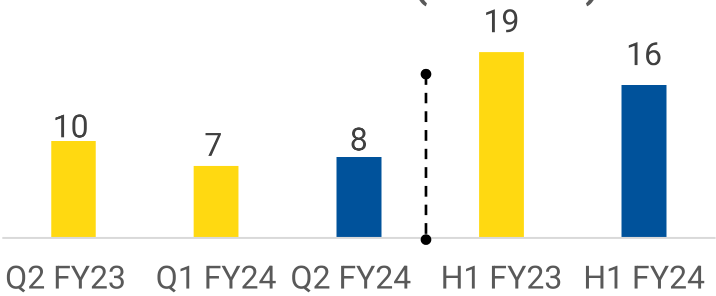
- Decrease in overall volumes YoY, primarily due to a decline in LRPC and Wire volumes
- Segment wise contribution to overall volumes H1FY24:
  - Wire Rope – 52% (H1FY23 47%)
  - Wire & Strand – 17% (H1FY23 19%)
  - LRPC – 31% (H1FY23 34%)

Wire Rope Sales Volumes ('000 MT)



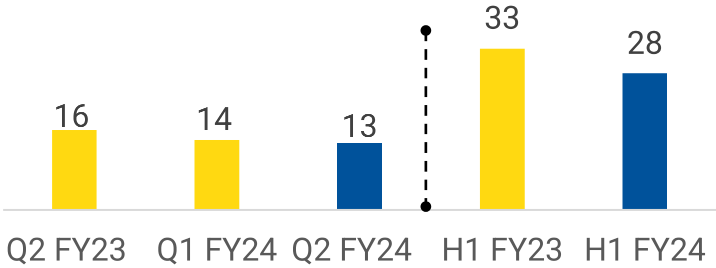
Shift (%)	QoQ: 3.0%↑	YoY: 3.0%↓	2.2%↑

Wire & Strand Sales Volumes ('000 MT)



QoQ: 11.9%↑	YoY: 16.8%↓	17.7%↓

LRPC Sales Volumes ('000 MT)



QoQ: 5.1%↓	YoY : 16.8%↓	15.6%↓

Note 1: *For all product segments*
Note 2: *All figures mentioned in the slide are consolidated volumes*

Diversified presence across geographies and segments

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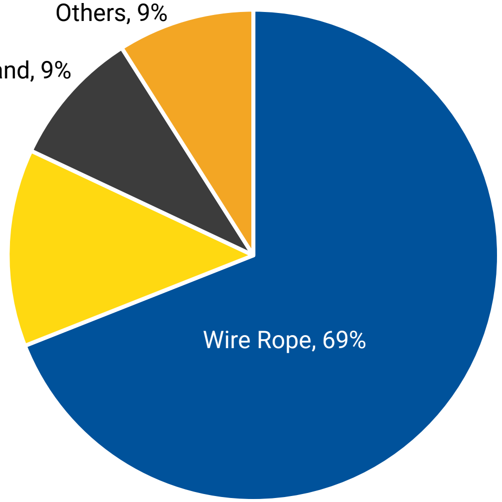
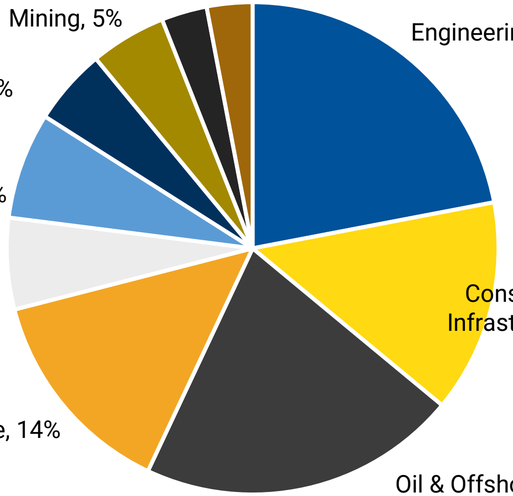
Revenue Segmentation for H1 FY24

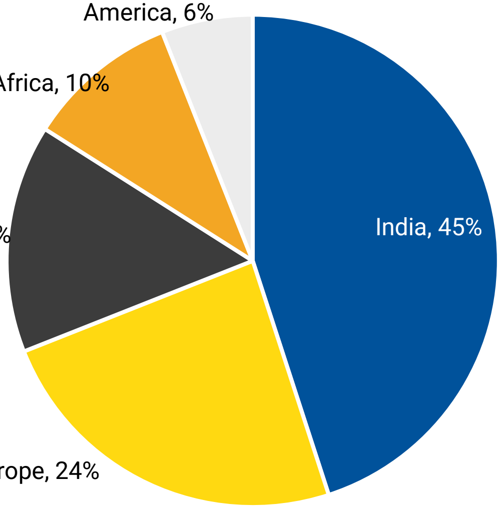
Product



End Industry[1]



Geography[1]



- Wire rope segments contribution to overall revenues increased to 69% in H1FY24 vs. 67% in FY23
  - Within Wire rope, the value-added segments (crane, oil & offshore, elevator, mining, fishing) share rose to 70% in H1FY24 from 65% in FY23
- Share of International business stood at 55% in H1FY24 with International operations recording a Y-o-Y revenue growth of 3%

Note 1: *For all product segments*

Note 2: *All figures mentioned in the slide are consolidated financials*

Profitability indicators remain strong

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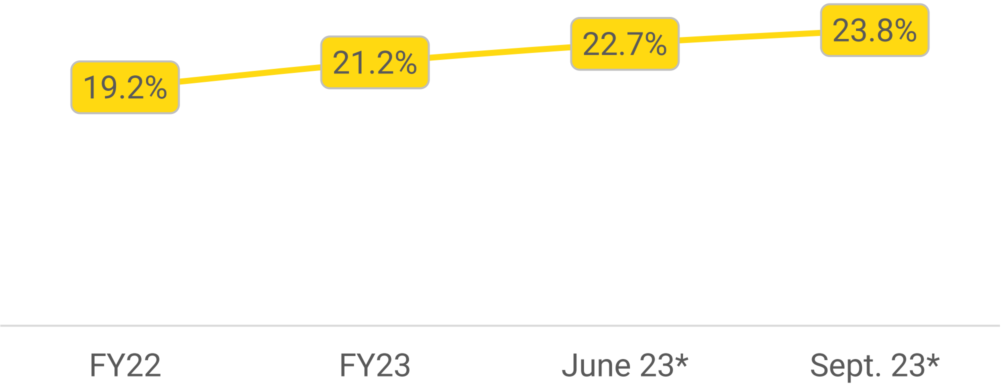
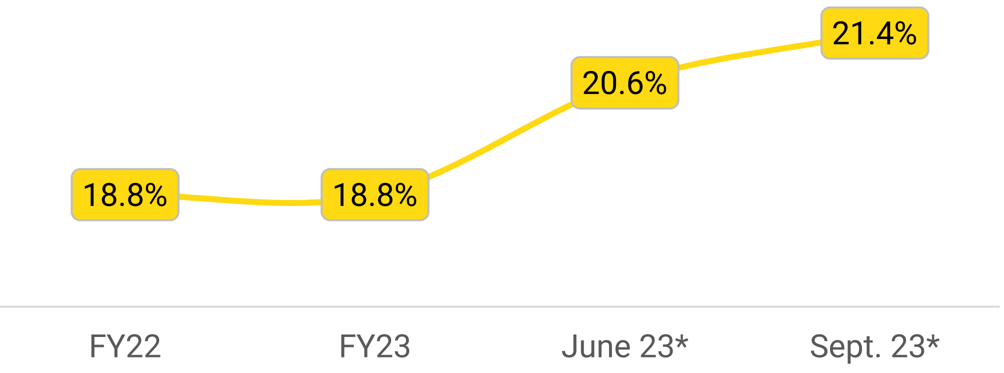
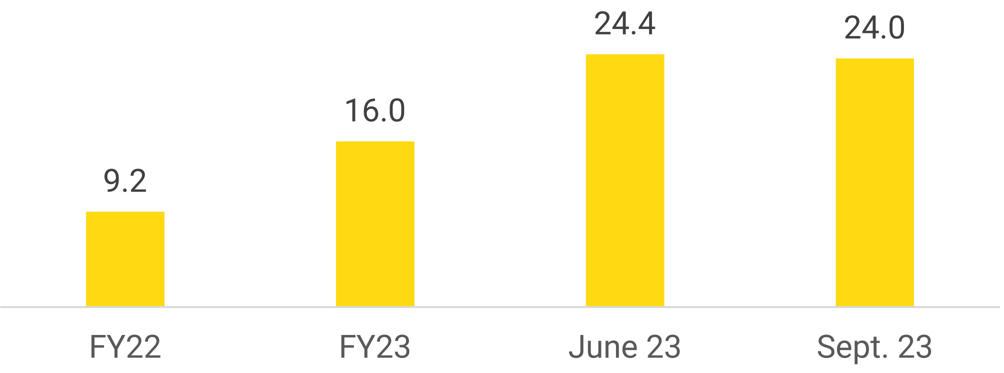
ROCE (%)



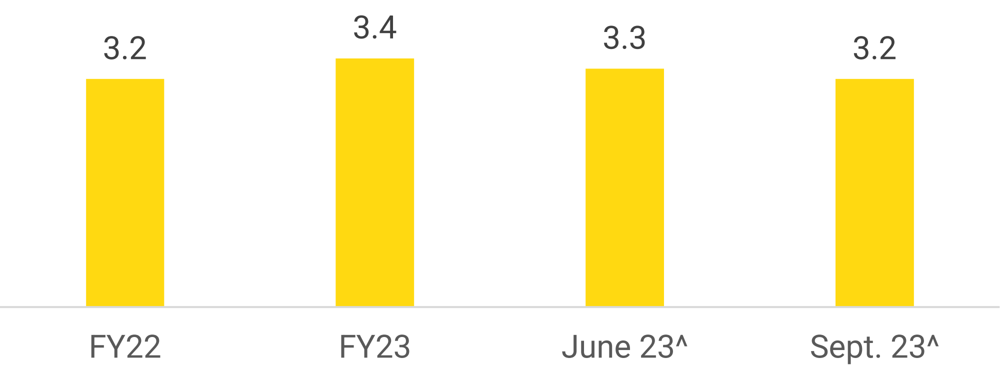
ROE (%)



Interest Coverage (x)



Fixed Asset Turnover Ratio (x)



Note 1: *All figures mentioned in the slide are consolidated financials*

** Annualized*

^ LTM

Discussion on Financial and Operational Performance

Net Revenues

- Revenue from operations increased by 1.3% Y-o-Y in H1FY24 to Rs. 1,599.1 crore. In Q2FY24, revenues stood at Rs. 784.7 crore, registering a 4.3% Y-o-Y de-growth
    - Despite a Y-o-Y decline in both sales volumes and raw material prices, revenue performance was supported by increased realizations in wire rope segment, resulting from a sustained emphasis on value-added offerings

EBITDA

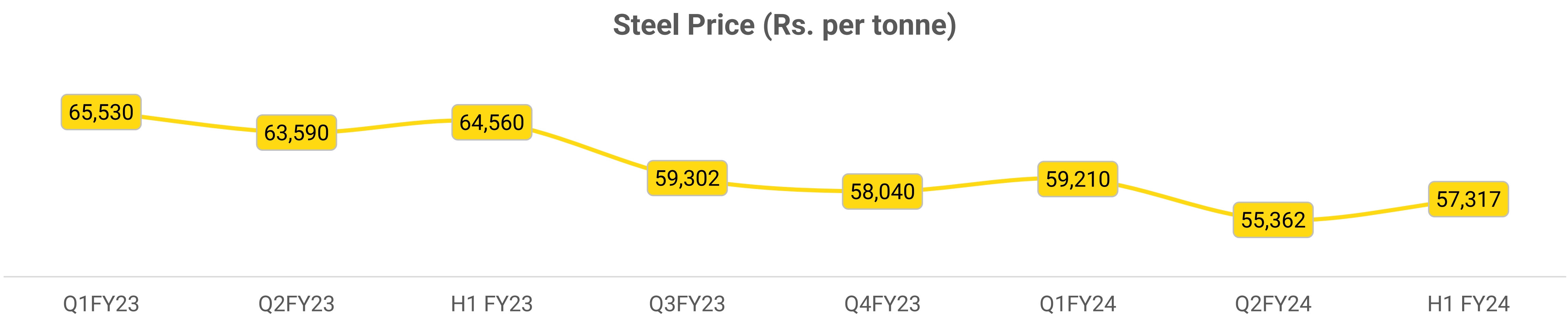
- H1FY24 Operating EBITDA stood at Rs. 290.0 crore as against Rs. 232.4 crore, increasing 24.8% on a Y-o-Y basis. In Q2FY24, Operating EBITDA stood at Rs. 144.3 crore, increasing 25.5% on a Y-o-Y basis
- Operating EBITDA margin for the quarter was 18.4% vs. 14.0% Y-o-Y. EBITDA margins including other income stood at 21.1% in Q2FY24 as against 14.7% in Q2FY23
    - The Company's continuing strategic focus on value-added products, in addition to its growing global footprint, has contributed to a marked enhancement in margin performance

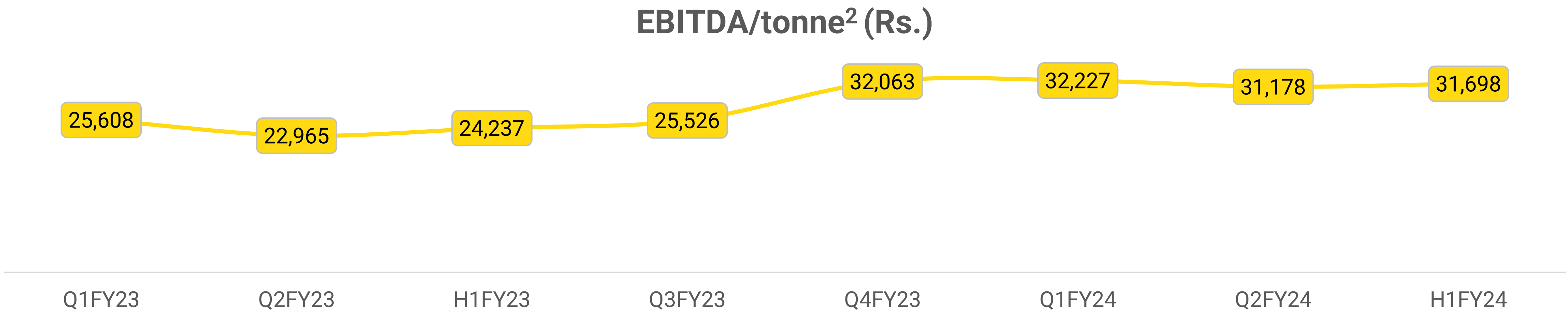
PBT & PAT

- H1FY24 PBT stood at Rs. 273.6 crore vs. Rs. 203.5 crore in H1FY23 registering a 34.4% Y-o-Y increase
- In Q2FY24, the PBT amounted to Rs. 144.5 crore, registering a 44.2% Y-o-Y increase from Rs. 100.2 crore
- H1FY24 PAT stood at Rs. 210.3 crore as against Rs. 161.2 crore in H1FY23, registering a 30.4% Y-o-Y increase. In Q2FY24, PAT stood at Rs. 109.5 crore as against Rs. 79.0 crore, registering a 38.7% Y-o-Y increase
- Basic EPS stood Rs. 6.90 for H1FY24 as against Rs. 5.29 in H1FY23

***Note 1:** All figures mentioned in the slide are consolidated financials*

Successfully Managing Raw-Material Volatility



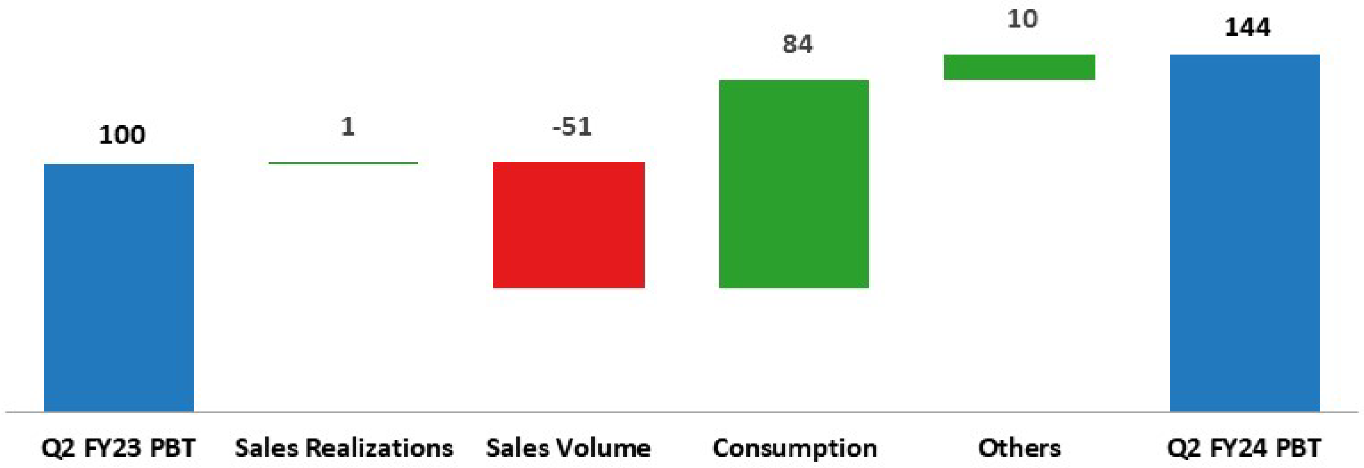


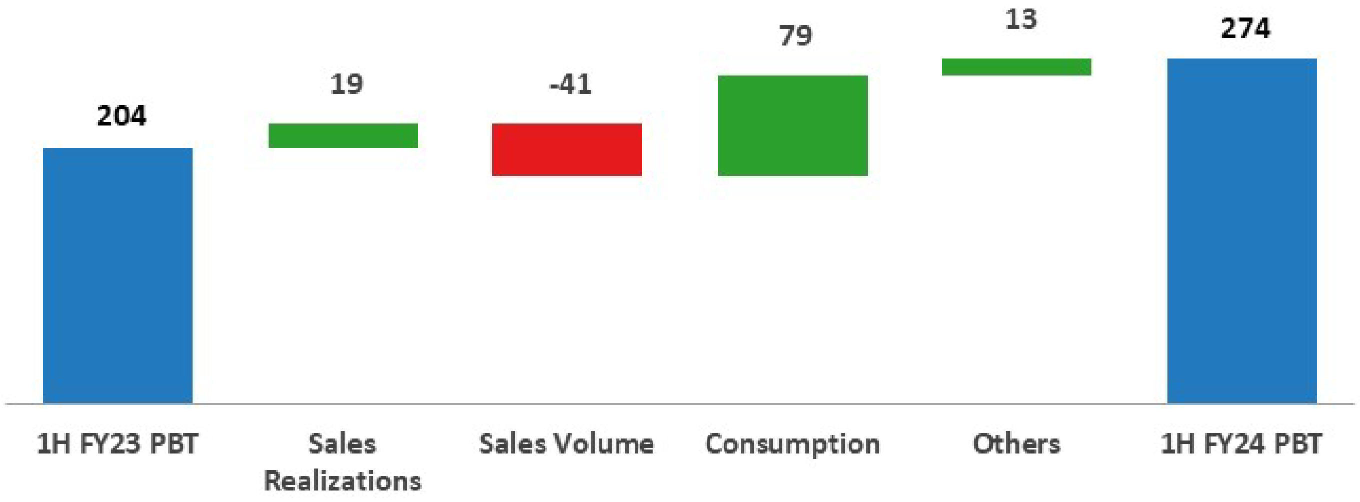
Note 1: *All figures mentioned in the slide are consolidated financials*

Note 2: *EBITDA calculated without other income & excluding UM Cables*

Consolidated PBT Bridge

In Rs. crore

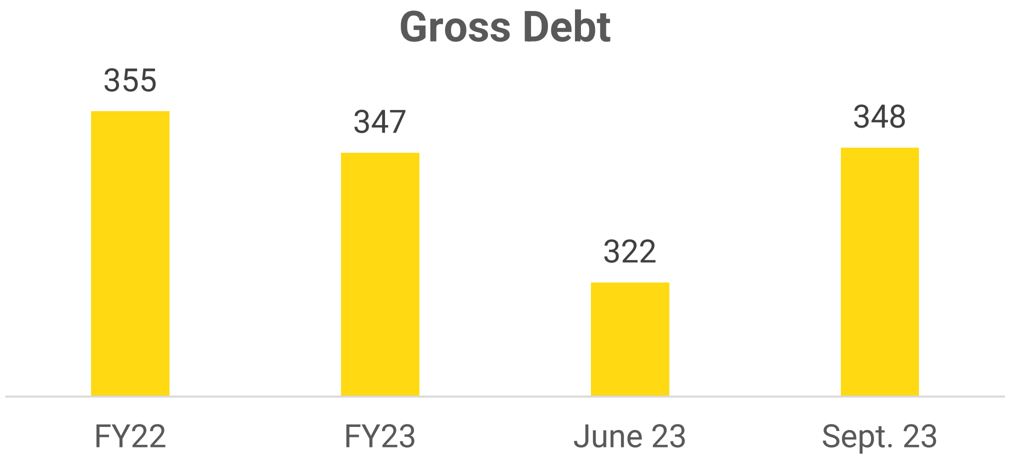


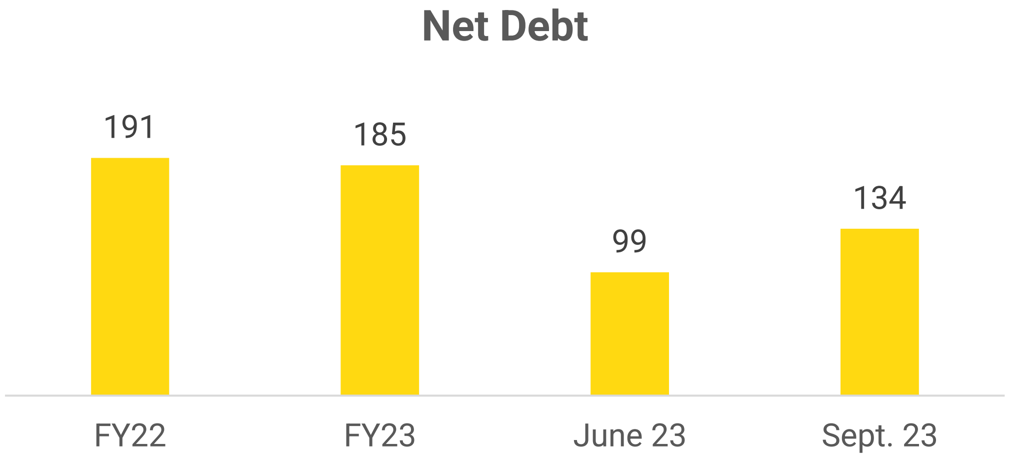


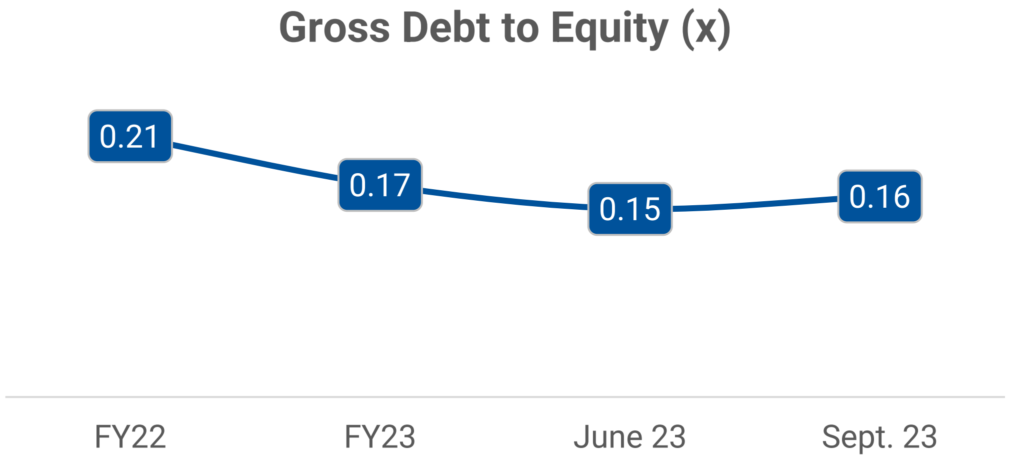
- **Sales Realizations:** Despite a Y-o-Y decline in raw material prices, revenue performance was supported by increased realizations in wire rope segment. This was achieved through a sustained emphasis on value-added offerings
- **Sales Volume:** In Q2 FY24, LRPC volumes witnessed a decline primarily due to heightened seasonal factors
- **Consumption:** Both Y-o-Y and Q-o-Q declines were observed in wire rod consumption

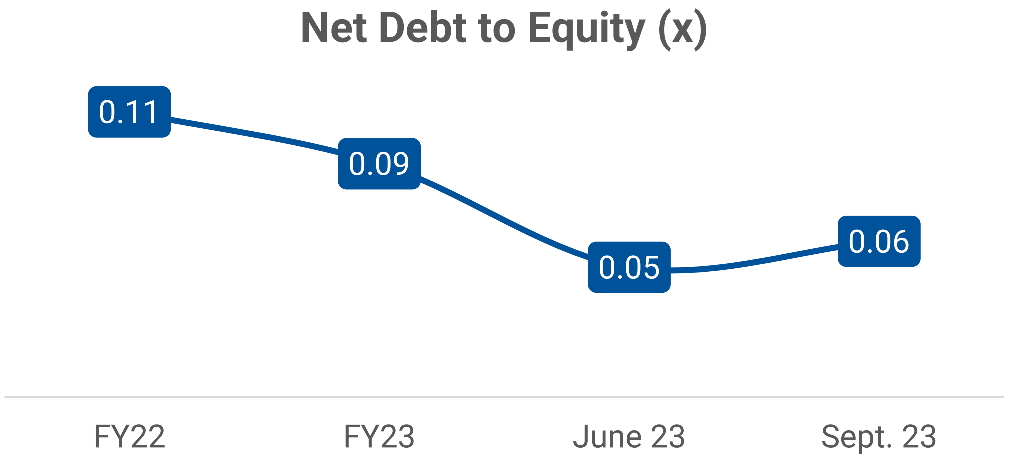
Balance Sheet remains significantly de-risked

In Rs. crore





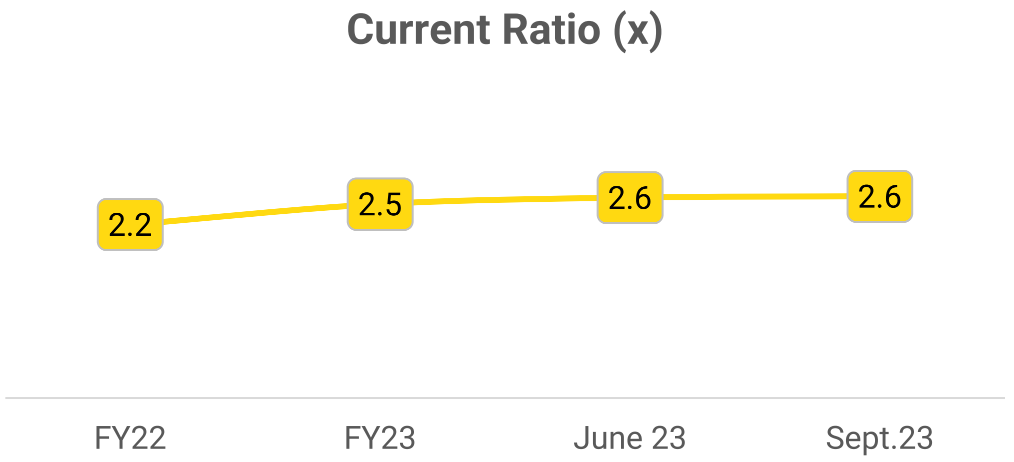


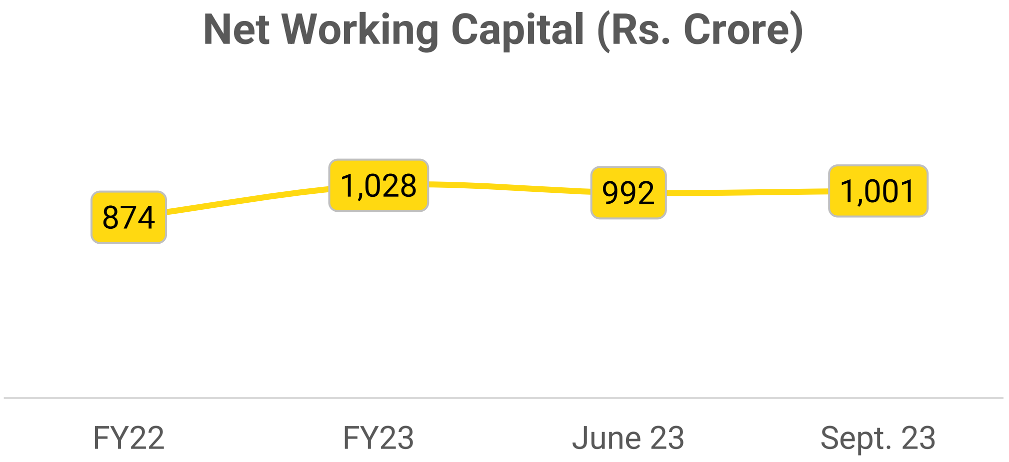


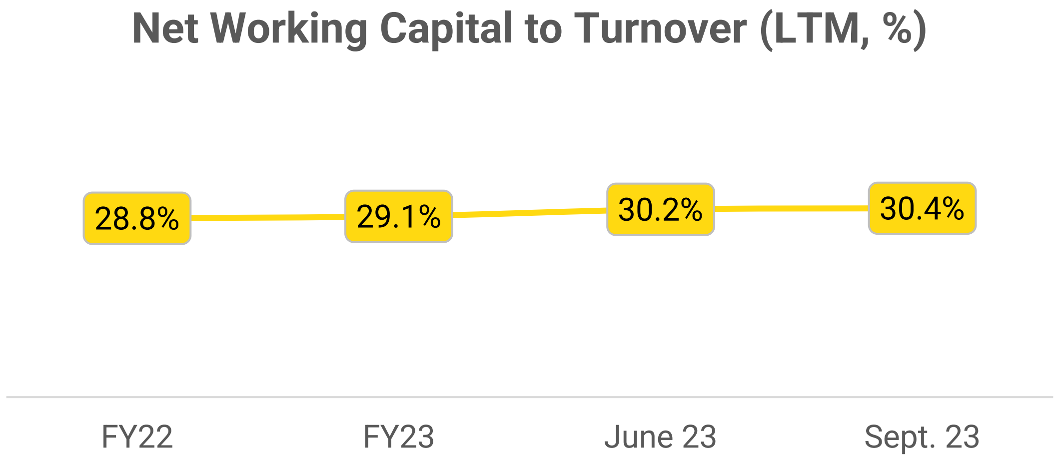
Note 1: *All figures mentioned in the slide are consolidated financials*

NWC to turnover steady through active rationalization of inventory

Continuous focus on optimizing working capital to reduce cash conversion cycle







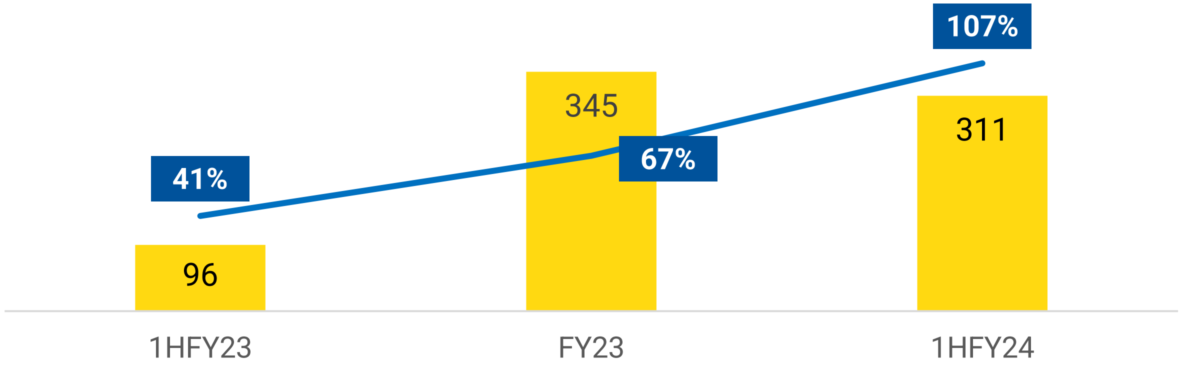
The Company judiciously augmented its inventory levels during Q2FY24 in anticipation of the forthcoming demand in a relatively stronger H2

Note 1: *All figures mentioned in the slide are consolidated financials*

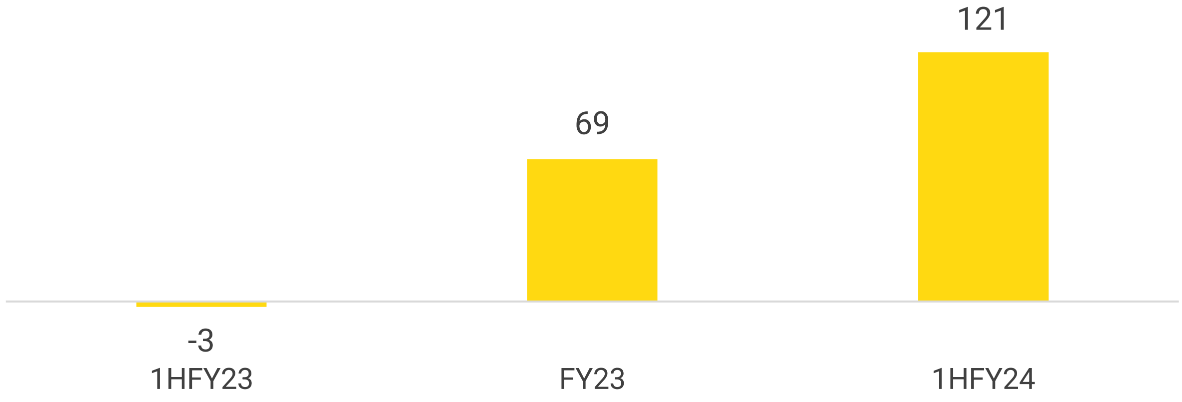
Significant improvement in Cash flows

In Rs. crore

Operating Cash Flow (OCF) before Income Tax and % to EBITDA[2]



Free cash flow



- Healthy OCF generation supports Company's capital allocation plans
  - The OCF to EBITDA[2] in H1FY24 recorded a healthy improvement, standing at 107% compared to 67% in FY23
- Focus on optimizing working capital to continue generating healthy OCF

Note 1: *All figures mentioned in the slide are consolidated financials*
Note 2: *EBITDA calculated without other income*

Management Comment

Mr. Tapas Gangopadhyay

Non-Executive Director

Commenting on the performance Mr. Tapas Gangopadhyay, Non-Executive Director said:

"We are pleased to report a strong first half, characterized by significant operational advancements and robust growth in overall profitability. Notably, during Q2FY24, our Operating EBITDA grew by an impressive 25.5%, with our EBITDA margins showing a 4.4 pps increase to 18.4%, year-on-year basis. This remarkable margin performance can be attributed to our consistent focus on value-added products and the successful expansion of our international presence, which accounted for 55% of our H1FY24 revenue.

Furthermore, despite witnessing a decline in the prices of key raw materials, our wire rope realizations have consistently trended upward. The Company remains dedicated to expanding its share of value-added wire rope volumes, which will enable us to mitigate the inherent volatility in raw material prices. We have confidence that the enhanced production capabilities from our ongoing Capex program - Wave1 expected to be commissioned by end of current fiscal - will enable us to meet the increasing demand for a diverse range of value-added products, such as mining ropes, non-rotating ropes, compacted ropes, and plasticated ropes.

Looking ahead, we are closely monitoring the evolving macroeconomic landscape, including current geopolitical issues. We believe Usha Martin is well-equipped to address any business challenges, on the back of its extensive experience, strong R&D capabilities and geographical spread. In the long term, we remain optimistic about the potential of our offerings and are confident in achieving sustained growth in the years ahead."

Annexure

Abridged Consolidated P&L Statement

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In Rs. crore

	Q2 FY24	Q2 FY23	Y-o-Y Change (%)	Q1 FY24	Q-o-Q Change (%)	H1 FY24	H1 FY23	Y-o-Y Change (%)
Revenue from Operations	**784.7**	**820.2**	**-4.3%**	**814.4**	**-3.6%**	**1,599.1**	**1,578.9**	**1.3%**
Operating EBITDA	**144.3**	**115.0**	**25.5%**	**145.7**	**-0.9%**	**290.0**	**232.4**	**24.8%**
Operating EBITDA Margin (%)	***18.4%***	***14.0%***	***4.4 pps***	***17.9%***	***0.5 pps***	***18.1%***	***14.7%***	***3.4 pps***
Operating EBITDA / ton^ (Rs.)	***31,178***	***22,965***	**35.8%**	***32,227***	**-3.3%**	***31,698***	***24,237***	**30.8%**
Other Income @	21.3	5.6	**279.7%**	3.6	**491.7%**	24.9	12.3	101.9%
EBITDA	**165.6**	**120.6**	**37.3%**	**149.3**	**10.9%**	**314.9**	**244.7**	**28.7%**
EBITDA Margin (%)	***21.1%***	***14.7%***	***6.4 pps***	***18.3%***	***2.8 pps***	***19.7%***	***15.5%***	***4.2 pps***
Depreciation	18.0	16.8	**7.3%**	17.6	**2.0%**	35.6	33.3	**7.0%**
Finance Costs	6.4	7.5	**-14.8%**	5.5	**15.9%**	11.9	14.7	**-18.8%**
Share of profit(-) /loss(+) of joint ventures	-3.2	-3.8	**-15.6%**	-3.0	**9.1%**	-6.2	-6.8	**-8.5%**
PBT	**144.5**	**100.2**	**44.2%**	**129.1**	**11.9%**	**273.6**	**203.5**	**34.4%**
PBT Margin (%)	***18.4%***	***12.2%***	***6.2 pps***	***15.9%***	***2.6 pps***	***17.1%***	***12.9%***	***4.2 pps***
Tax	35.0	21.2	**64.8%**	28.3	**23.3%**	63.3	42.3	**49.7%**
PAT	**109.5**	**79.0**	**38.7%**	**100.8**	**8.7%**	**210.3**	**161.2**	**30.4%**
PAT Margin (%)	***14.0%***	***9.6%***	***4.3 pps***	***12.4%***	***1.6 pps***	***13.1%***	***10.2%***	***2.9 pps***
Basic EPS (in Rs.)	**3.59***	**2.59***	**38.7%**	**3.31***	**8.7%**	**6.90***	**5.29***	**30.4%**

^ *Excluding UM Cables*

@ *Includes insurance claim of Rs. 10 crore and sales tax refund receivable Rs. 8 crore in Q2 FY24*

* *EPS is not annualized*

Abridged Standalone P&L Statement

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In Rs. crore

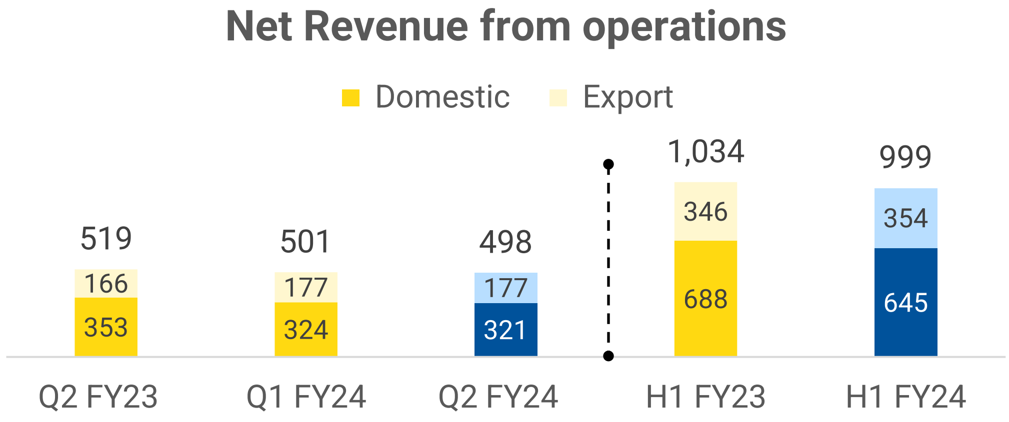
	Q2 FY24	Q2 FY23	Y-o-Y Change (%)	Q1 FY24	Q-o-Q Change (%)	H1 FY24	H1 FY23	Y-o-Y Change (%)
Revenue from Operations	**498.4**	**518.8**	**-3.9%**	**500.6**	**-0.4%**	**999.0**	**1,034.4**	**-3.4%**
Operating EBITDA	**99.9**	**68.0**	**46.8%**	**91.1**	**9.6%**	**191.0**	**138.7**	**37.7%**
Operating EBITDA Margin (%)	***20.0%***	***13.1%***	***6.9 pps***	***18.2%***	***1.8 pps***	***19.1%***	***13.4%***	***5.7 pps***
Operating EBITDA / ton (Rs.)	***25,741***	***16,665***	**54.5%**	***24,084***	**6.9%**	***24,923***	***17,286***	**44.2%**
Other Income @	29.5	3.7	**708.8%**	17.3	**71.0%**	46.8	15.1	209.4%
EBITDA	**129.4**	**71.7**	**80.5%**	**108.4**	**19.4%**	**237.8**	**153.9**	**54.6%**
EBITDA Margin (%)	***26.0%***	***13.8%***	***12.1 pps***	***21.7%***	***4.3 pps***	***23.8%***	***14.9%***	***8.9 pps***
Depreciation	7.2	6.8	**5.5%**	7.0	**2.9%**	14.1	13.5	**4.8%**
Finance Costs	1.8	3.8	**-52.4%**	1.2	**48.0%**	3.1	7.9	**-61.3%**
PBT	**120.4**	**61.1**	**97.2%**	**100.2**	**20.2%**	**220.7**	**132.5**	**66.5%**
PBT Margin (%)	***24.2%***	***11.8%***	***12.4 pps***	***20.0%***	***4.1 pps***	***22.1%***	***12.8%***	***9.3 pps***
Tax	29.3	16.0	**83.0%**	21.8	**34.2%**	51.1	33.8	**51.3%**
PAT	**91.2**	**45.1**	**102.2%**	**78.4**	**16.3%**	**169.6**	**98.8**	**71.7%**
PAT Margin (%)	***18.3%***	***8.7%***	***9.6 pps***	***15.7%***	***2.6 pps***	***17.0%***	***9.5%***	***7.4 pps***
Basic EPS (in Rs.)	**3.00***	**1.48***	**102.9%**	**2.57***	**16.8%**	**5.57***	**3.24***	**71.7%**

@ Includes insurance claim of Rs. 10 cr, sales tax refund receivable Rs. 8 cr, dividend income of Rs. 9 cr in Q2 FY24 and Rs. 13 cr in Q1 FY24

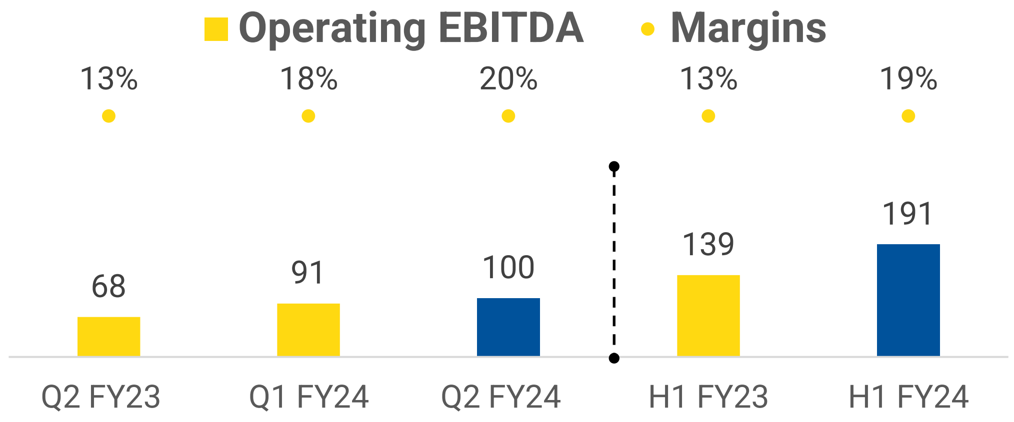
** EPS is not annualized*

Key Financial Highlights – Standalone Q2 & H1 FY24

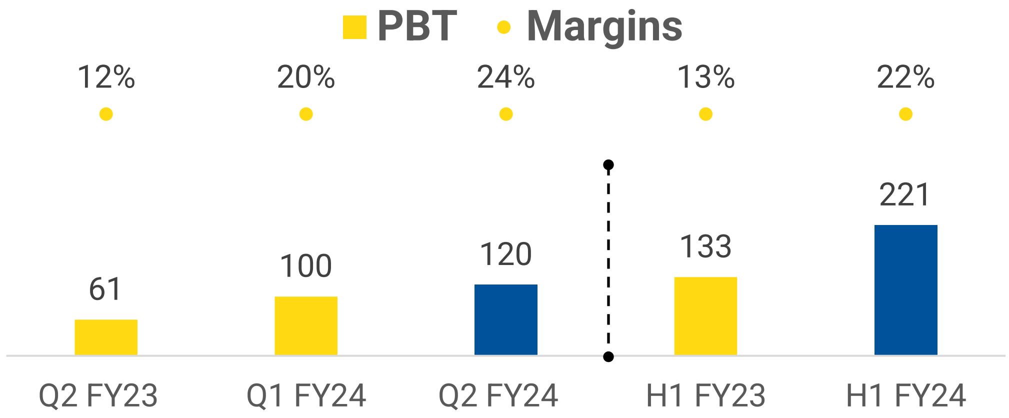
In Rs. crore



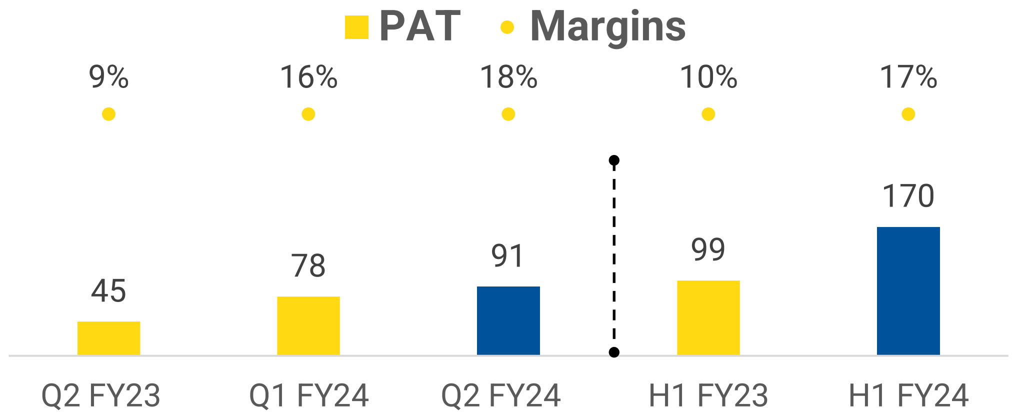
Shift (%)	QoQ: 0.4%↓	YoY : 3.9%↓	3.4%↓



Shift (%)	QoQ: 9.6%↑	YoY: 46.8%↑	37.7%↑



Shift (%)	QoQ: 20.2%↑	YoY : 97.2%↑	66.5%↑



Shift (%)	QoQ: 16.3%↑	YoY: 102.2%↑	71.7%↑

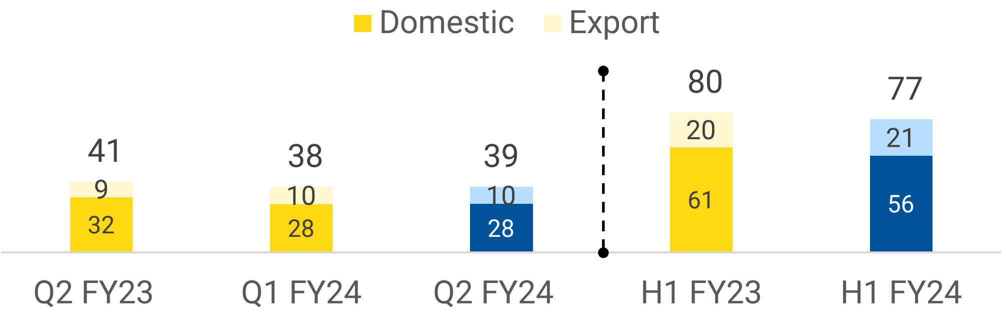
Note 1: *All figures mentioned in the slide are standalone financials*

Note 2: *Operating EBITDA & EBITDA Margins calculated without other income*

Note 3*: PBT includes insurance claim of Rs. 10 crore, sales tax refund receivable Rs. 8 crore, dividend income of Rs. 9 crore in Q2 FY24 and Rs. 13 crore in Q1 FY24*

Key Operational Highlights – Standalone Q2 & H1 FY24

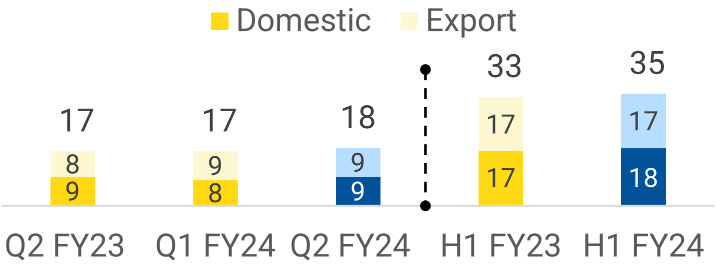
Sales Volumes[1] ('000 MT)



Shift (%)	QoQ: 2.5%↑	YoY: 4.9%↓	4.5%↓

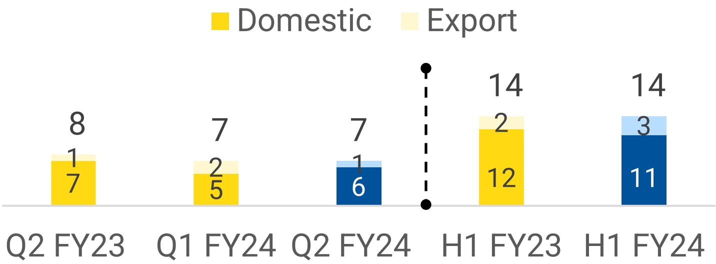
- Decrease in overall volumes YoY, primarily due to a decline in LRPC volumes
- Segment wise contribution to overall volumes H1FY24:
  - Wire Rope – 46% (H1FY23 42%)
  - Wire & Strand – 18% (H1FY23 18%)
  - LRPC – 36% (H1FY23 41%)

Wire Rope Sales Volumes ('000 MT)



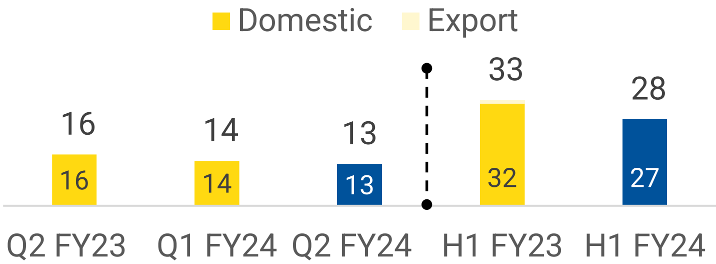
Shift (%)	QoQ: 5.6%↑	YoY : 6.2%↑	5.3%↑

Wire & Strand Sales Volumes ('000 MT)



QoQ: 10.3%↑	YoY: 4.6%↓	2.6%↓

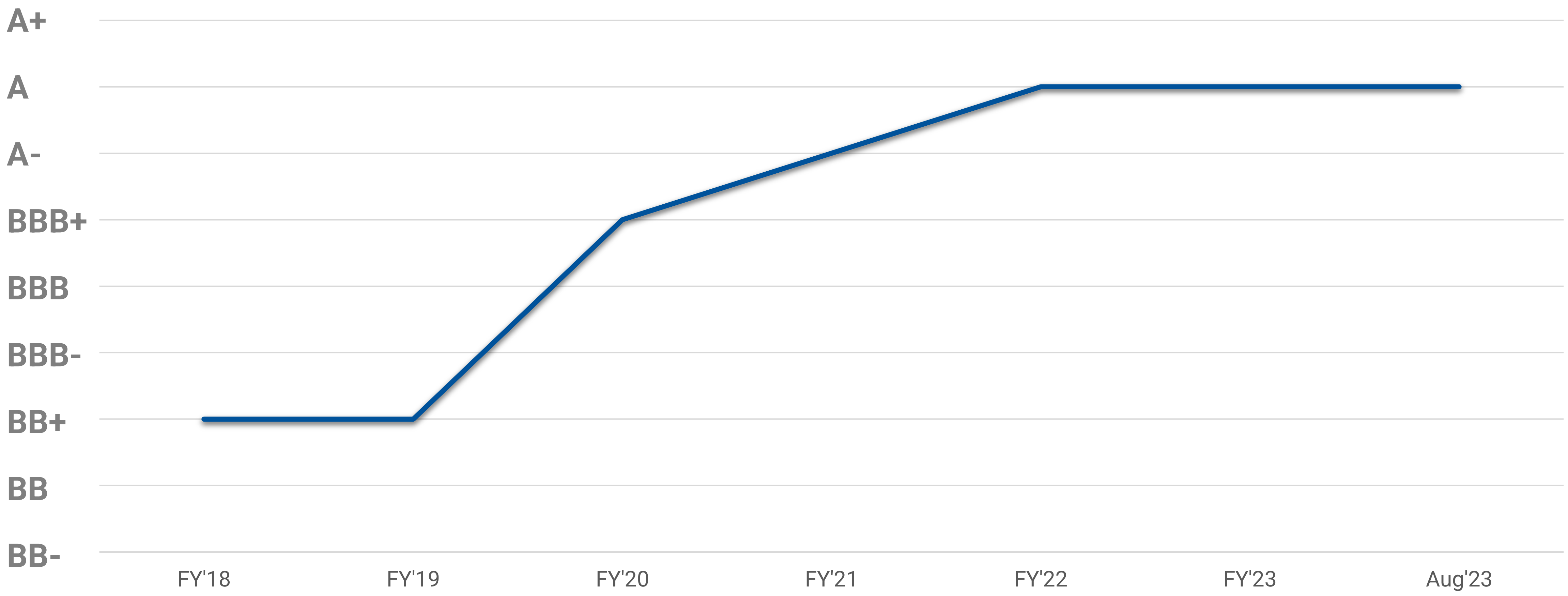
LRPC Sales Volumes ('000 MT)



QoQ: 4.8%↓	YoY : 16.7%↓	15.4%↓

Note 1: *For all product segments*
Note 2: *All figures mentioned in the slide are standalone volumes*

Long term issuer rating at ‘IND A’ / Outlook : Positive



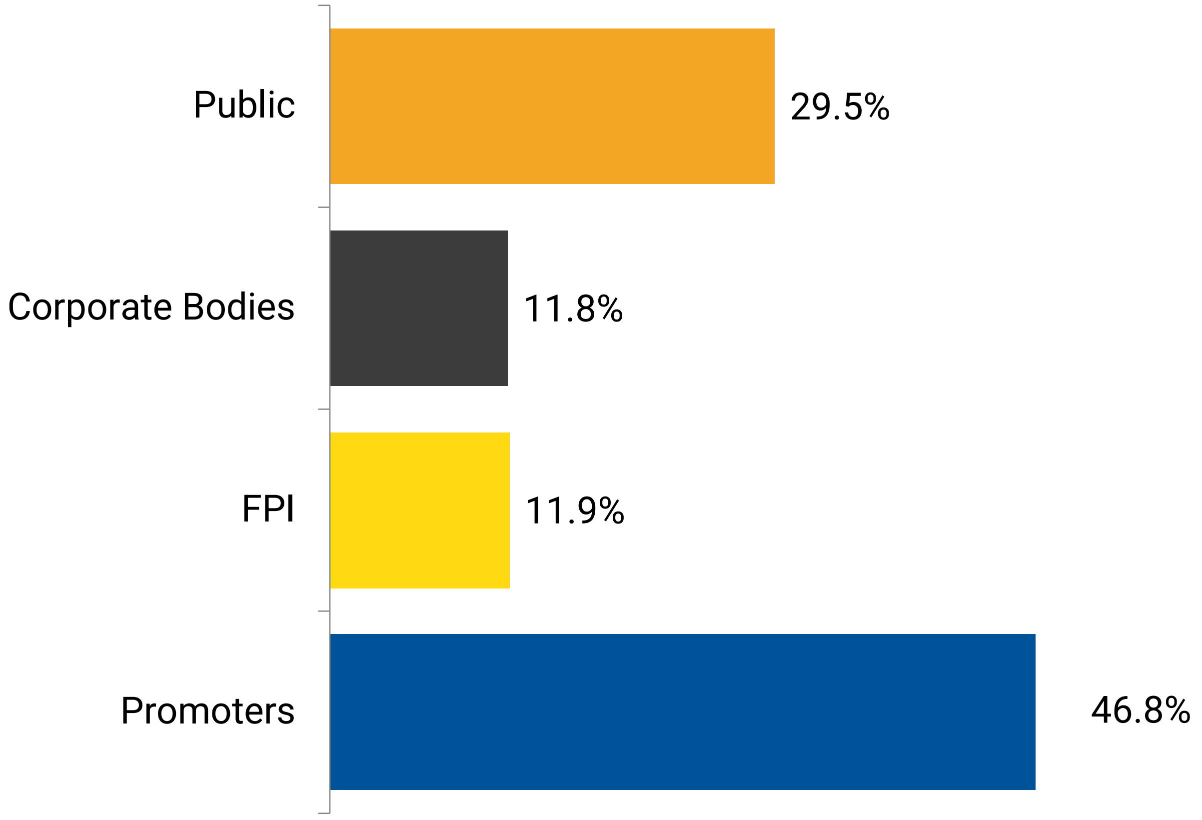
Current Rating	A
Outlook	Positive
Last Review	Aug’23

IndiaRatings & Research
A Fitch Group Company

Market snapshot

Key Market Statistics	As on 30th Sept. 2023
BSE/NSE Ticker	517146 / USHAMART
CMP (Rs)	343.35
Market Cap (Rs Crore)	9,837
Number of outstanding shares (Crore)	30.47
Face Value	1.00
52-week High / Low (Rs)	373.6 / 117.7

Shareholding pattern as on 30th Sept. 2023



Concall details

Usha Martin Ltd. Q2 & H1FY2024 Earnings Conference Call

Date & Time: November 6, 2023 at 3.30 PM IST

Pre-registration

To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link:

DiamondPass™ Click here to ExpressJoin the Call

You will receive dial in numbers, passcode and a pin for the concall on the registered email address provided by you. Kindly dial into the call on the Conference Call date and use the passcode & pin to connect to call

Conference dial-in Primary Number: +91 22 6280 1141 / +91 22 7115 8042

International Toll Free Number:

Hong Kong: 800 964 448

Singapore: 800 101 2045

UK: 0 808 101 1573

USA: 1 866 746 2133

Contact us

About Us:

Established in the year 1960, Usha Martin is a leading global and India's No. 1 specialty steel wire rope solutions provider. The Company is also engaged in the manufacturing of high-quality wires, low relaxation prestressed concrete steel strand (LRPC), bespoke end-fitments, accessories and related services.

Usha Martin's wire rope manufacturing facilities in Ranchi, Hoshiarpur, Dubai, Bangkok and UK produce the widest range of wire ropes that find application in various industries across the world. All of the company's facilities are equipped with the latest state-of-the-art high-capacity machines to manufacture world-class products.

Usha Martin's global R&D center located in Italy is actively engaged in designing of wire ropes and uses proprietary design software to develop products that are the best in class. The Company also has an extensive and dedicated network of distribution centers located across the globe.

Corporate Identification No: L31400WB1986PLC091621

Regd. Office: 2A, Shakespeare Sarani, Kolkata – 700 071, India

Mr. Anirban Sanyal (Chief Financial Officer)

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Thank You

usha martin®