

**USHA MARTIN'S CONSOLIDATED EBITDA AT RS.511 CRORE**

Kolkata, May 30, 2017 : Usha Martin Limited, leading producer of specialty steel and one of the largest wire rope manufacturer globally, announced its results for the financial year ended 31<sup>st</sup> March, 2017.

*Production Data (Stand Alone)*

	Qty in MT			
	Q4 FY17	Q3 FY17	12M FY17	12M FY16
Iron Ore	654,418	752,424	2,496,483	2,044,572
Coke	72,682	75,486	336,551	373,587
Billet	166,883	154,498	670,405	693,699
Rolled Products	152,636	148,216	601,018	577,063
Hot Metal	124,104	113,008	542,295	565,114
Sinter	196,676	184,379	815,850	840,919
DRI	117,311	103,509	390,593	402,653
VA Products	48,306	38,891	176,804	181,125

Key Highlights

- Net Turnover on standalone basis was up in Q4FY17 by 10% compared to Q3FY17 and was lower by 5.8% in FY17 compared to FY16.
- Consolidated and standalone EBITDA margins at 13.2% and 14.2% as against 9.0% and 9.5% respectively on YoY basis.
- Highly volatile coking coal prices had an adverse impact on the profitability of the Company both in Q42017 as well as the full year 2016-17.
- Achieved Hot Metal production at 124,104 MT in Q4FY17, up by 9.8% compared to Q3FY17.
- Achieved Rolled Product (Steel Divn.) production at 601,018 MT, up by 4.2% and sales at 587,687 MT, up by 5.1% in FY17 compared to FY16.
- Achieved Billet production at 166,883 in Q4FY17, up by 8.0% compared to Q3FY17.
- Achieved Wire, Wire Rope, Strands & B/Bar (WWR Divn.) production at 176,804 MT, down by 2.4% and sales 177,556 MT, down by 1.4% due to sluggish overseas market conditions.

Financials

*Consolidated*

	Rs.in Cr			
Particulars	Q4 FY17	Q3 FY17	12M FY17	12M FY16
Net Sales	1015.1	931.5	3881.9	4112.2
EBITDA	78.8	112.1	511.3	371.5
EBITDA %	7.8%	12.0%	13.2%	9.0%
Depreciation	75.4	75.4	300.0	308.0
Interest	149.9	143.6	564.2	546.6
PBT	(146.4)	(107.0)	(353.0)	(483.1)
PAT	(147.9)	(109.4)	(357.6)	(428.4)

*Stand Alone*

	Rs.in Cr			
Particulars	Q4 FY17	Q3 FY17	12M FY17	12M FY16
Net Sales	860.9	782.9	3246.5	3431.8
EBITDA	64.0	99.4	462.6	325.3
EBITDA %	7.4%	12.7%	14.2%	9.5%
Depreciation	67.7	67.6	268.6	273.1
Interest	145.4	139.9	549.0	531.1
PBT	(149.0)	(108.2)	(355.0)	(478.9)
PAT	(149.0)	(108.2)	(355.0)	(419.5)



Usha Martin Limited (UML) a leading Integrated Speciality Steel company and one of the largest Wire Rope manufacturers globally with facilities spread across major global markets -

Corporate Office	-	Kolkata, India
Steel Plant	-	Jamshedpur, India
Wire & Wire Rope Plants	-	Ranchi, India Hoshiarpur, India Thailand, UK & Dubai
Bright Bar Plants	-	Ranchi, India Chennai, India
Iron Ore Mine	-	Barajamda, India
Coal Mine	-	Brinda & Sasai, India
Distribution & Marketing Centres	-	Singapore Dubai Glasgow, UK Aberdeen, UK Rotterdam, Netherlands Houston, USA Sydney, Australia Shanghai, China Jakarta, Indonesia Vietnam
R & D Centre	-	Italy

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