

USHA MARTIN BACK IN BLACK IN Q4 FY18, REPORTS RS. 13 CRS PBT.

Kolkata, May 21, 2018: 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, 2018.

*Production Data (Stand Alone)*

	Qty in MT			
	Q4 FY18	Q3 FY18	12M FY18	12M FY17
Iron Ore	508,737	841,411	2,499,658	2,496,483
Coke	88,447	74,068	335,549	336,551
Billet	157,414	140,305	620,904	670,405
Rolled Products	155,982	143,171	599,514	601,018
Hot Metal	151,432	131,520	546,346	542,295
Sinter	210,906	205,543	818,412	815,850
DRI	130,629	84,334	458,409	390,593
VA Products	45,518	50,338	191,625	178,653

Key Highlights

- Usha Martin Ltd. Reported an EBITDA of Rs. 225.34 crs for Q4 FY18 compared to Rs. 106.40 in Q3 FY18 on standalone basis on the back of significant improvement in its Steel business performance
- Net Turnover on standalone basis was up in Q4FY18 by 17.7% compared to Q3FY18 and was up by 24.4% in FY18 compared to FY17.
- Consolidated EBITDA figures for Q4 FY 18 at Rs.234.11 crs as against Rs. 119.00 crs in the previous quarter.
- Annual standalone EBITDA was Rs. 562.21 crs in FY 2018 as against Rs. 462.64 crs in FY 2017 on account of improvement in both WWR and Steel business performance.
- Annual consolidated EBITDA figures for Rs.618.17 crs as against Rs. 509.33 crs in FY17.
- Achieved DRI production at 130,629 MT in Q4FY18 and 458,409 MT in FY 18, up by 54.9% and 17.4% compared to Q3 FY18 and FY17 respectively.
- Achieved Rolled Product (Steel Divn.) production at 155,982 MT, up by by 8.9% and sales at 155,203 MT, up by 4.0% % in Q4 FY18 compared to Q3FY18.
- Achieved Wire, Wire Rope, Strands & B/Bar (WWR Divn.) production in FY18 at 191,625 MT, up by 7.3% and sales 193,452 MT, up by 8.4% compared FY 17.

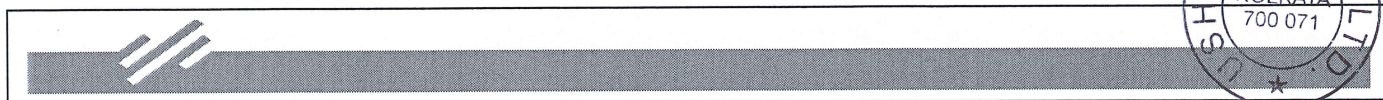
Financials

*Consolidated*

	Rs.in Cr			
Particulars	Q4 FY18	Q3 FY18	12M FY18	12M FY17
Net Sales	1319.83	1126.84	4657.78	3881.94
Operating EBITDA	195.18	111.09	542.87	389.42
Other Income	38.93	7.91	85.30	119.91
Total EBITDA	234.11	119.00	628.17	509.33
Depreciation	78.73	74.46	304.87	299.98
Finance costs	145.55	154.73	586.98	564.24
PBT	9.83	(110.19)	(263.68)	(354.89)
PAT	11.38	(111.60)	(271.23)	(358.91)

*Stand Alone*

	Rs.in Cr			
Particulars	Q4 FY18	Q3 FY18	12M FY18	12M FY17
Net Sales	1162.09	987.30	4038.97	3246.54
Operating EBITDA	187.26	98.28	475.76	345.88
Other Income	38.08	8.12	86.45	116.76
Total EBITDA	225.34	106.40	562.21	462.64
Depreciation	70.65	66.54	273.57	268.58
Finance costs	141.34	150.46	570.98	549.01
PBT	13.35	(110.60)	(282.34)	(354.95)
PAT	13.35	(110.60)	(282.34)	(354.95)



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

**For further information please contact:**

Mr. Rohit Nanda - Chief Financial Officer  
Usha Martin Ltd, Kolkata  
Tel: 033-39800403 / 39800453  
Fax: 033-39800415/22822283  
E-mail: [cfo@ushamartin.co.in](mailto:cfo@ushamartin.co.in)



**USHA MARTIN BACK IN BLACK IN Q4 FY18, REPORTS RS. 13 CRS PBT.**

Kolkata, May 21, 2018: 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, 2018.

*Production Data (Stand Alone)*

	Qty in MT			
	Q4 FY18	Q3 FY18	12M FY18	12M FY17
Iron Ore	508,737	841,411	2,499,658	2,496,483
Coke	88,447	74,068	335,549	336,551
Billet	157,414	140,305	620,904	670,405
Rolled Products	155,982	143,171	599,514	601,018
Hot Metal	151,432	131,520	546,346	542,295
Sinter	210,906	205,543	818,412	815,850
DRI	130,629	84,334	458,409	390,593
VA Products	45,518	50,338	191,625	178,653

Key Highlights

- Usha Martin Ltd. Reported an EBITDA of Rs. 225.34 crs for Q4 FY18 compared to Rs. 106.40 in Q3 FY18 on standalone basis on the back of significant improvement in its Steel business performance
- Net Turnover on standalone basis was up in Q4FY18 by 17.7% compared to Q3FY18 and was up by 24.4% in FY18 compared to FY17.
- Consolidated EBITDA figures for Q4 FY 18 at Rs.234.11 crs as against Rs. 119.00 crs in the previous quarter.
- Annual standalone EBITDA was Rs. 562.21 crs in FY 2018 as against Rs. 462.64 crs in FY 2017 on account of improvement in both WWR and Steel business performance.
- Annual consolidated EBITDA figures for Rs.618.17 crs as against Rs. 509.33 crs in FY17.
- Achieved DRI production at 130,629 MT in Q4FY18 and 458,409 MT in FY 18, up by 54.9% and 17.4% compared to Q3 FY18 and FY17 respectively.
- Achieved Rolled Product (Steel Divn.) production at 155,982 MT, up by by 8.9% and sales at 155,203 MT, up by 4.0% % in Q4 FY18 compared to Q3FY18.
- Achieved Wire, Wire Rope, Strands & B/Bar (WWR Divn.) production in FY18 at 191,625 MT, up by 7.3% and sales 193,452 MT, up by 8.4% compared FY 17.

Financials

*Consolidated*

	Rs.in Cr			
Particulars	Q4 FY18	Q3 FY18	12M FY18	12M FY17
Net Sales	1319.83	1126.84	4657.78	3881.94
Operating EBITDA	195.18	111.09	542.87	389.42
Other Income	38.93	7.91	85.30	119.91
Total EBITDA	234.11	119.00	628.17	509.33
Depreciation	78.73	74.46	304.87	299.98
Finance costs	145.55	154.73	586.98	564.24
PBT	9.83	(110.19)	(263.68)	(354.89)
PAT	11.38	(111.60)	(271.23)	(358.91)

*Stand Alone*

	Rs.in Cr			
Particulars	Q4 FY18	Q3 FY18	12M FY18	12M FY17
Net Sales	1162.09	987.30	4038.97	3246.54
Operating EBITDA	187.26	98.28	475.76	345.88
Other Income	38.08	8.12	86.45	116.76
Total EBITDA	225.34	106.40	562.21	462.64
Depreciation	70.65	66.54	273.57	268.58
Finance costs	141.34	150.46	570.98	549.01
PBT	13.35	(110.60)	(282.34)	(354.95)
PAT	13.35	(110.60)	(282.34)	(354.95)



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

**For further information please contact:**

Mr. Rohit Nanda - Chief Financial Officer  
Usha Martin Ltd, Kolkata  
Tel: 033-39800403 / 39800453  
Fax: 033-39800415/22822283  
E-mail: [cfo@ushamartin.co.in](mailto:cfo@ushamartin.co.in)

