



**Usha Martin Limited**

2A, Shakespeare Sarani, Kolkata (formerly Calcutta) - 700 071, India

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CIN : L31400WB1986PLC091621

Website : [www.ushamartin.com](http://www.ushamartin.com)

Date: 6<sup>th</sup> August, 2021

The Secretary  
National Stock Exchange of India Ltd  
Exchange Plaza, 5<sup>th</sup> 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 Boulevard Joseph II  
L-1840, Luxembourg  
[Scrip Code: US9173002042]

Dear Sirs,

**Sub : Investor Presentation**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), please find enclosed investor presentation of the Company on the unaudited Financial Results of the Company for the quarter ended 30<sup>th</sup> June, 2021.

The presentation is also being hosted on the website of the Company i.e. [www.ushamartin.com](http://www.ushamartin.com).

You are requested to take the same on record.

Yours sincerely,  
For Usha Martin Limited

Shampa Ghosh Ray  
Company Secretary

Encl: as above



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STEEL WIRE ROPE | WIRE & STRAND | LRPC |  
PRE-STRESSING ACCESSORIES & SERVICES |  
ALLIED MACHINERY | TELECOM CABLE |

**Q1 FY2021-22**  
**Results Presentation**

**1** Key Highlights

**2** Operating Performance

**3** Financial Performance

*Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors*





# 1

## Key Highlights





In Q1FY22, business was impacted by second wave of covid-19 pandemic. Overall market demand remained subdued due to lockdown and restriction on mobility



Health and safety of employees and partners remains key focus area for the company



90%+ employees in corporate office and plants vaccinated



Plants operating with strict COVID-19 protocols with contingency planning



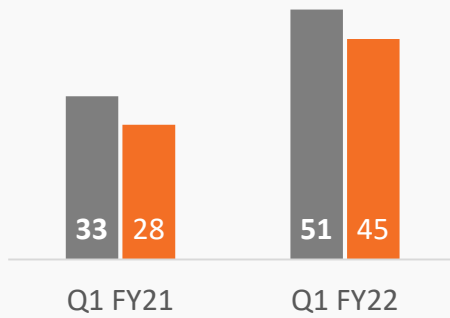
Continued focus on value added products to generate maximum contribution at lesser volumes

# Strong profitability despite covid-19 related disruptions

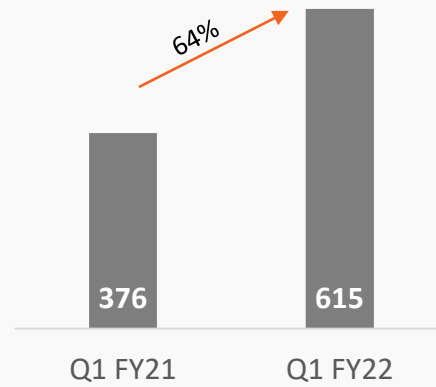
Consolidated

## Volumes (in '000 tons)

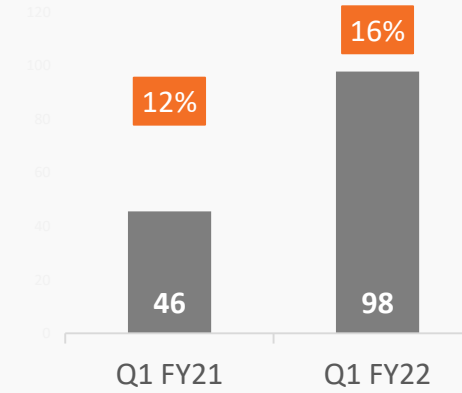
■ Production ■ Delivery



## Revenue

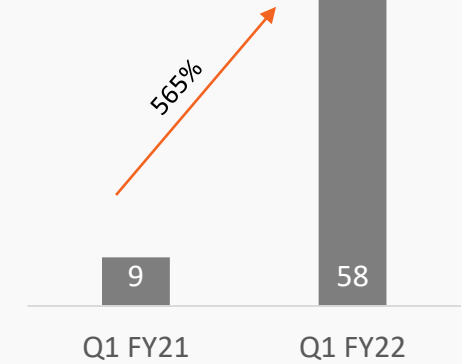


## EBITDA & EBITDA Margin (%)



## PAT

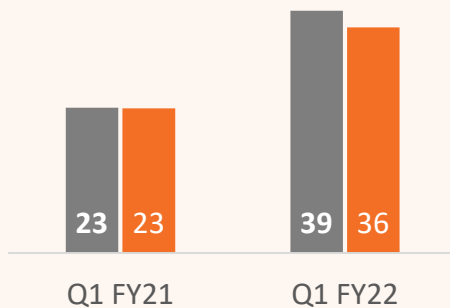
Figures in INR Crs



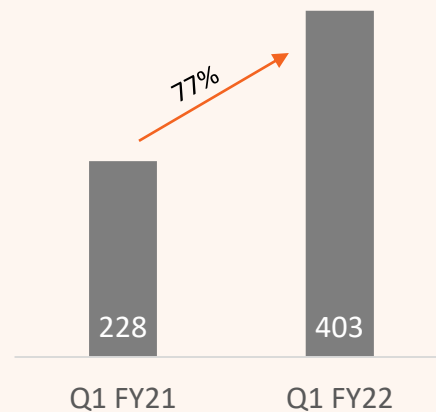
Standalone

## Volumes (in '000 tons)

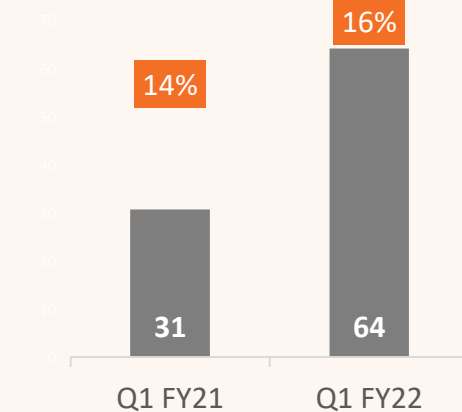
■ Production ■ Delivery



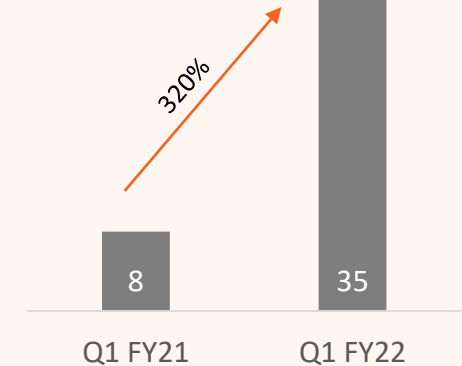
## Revenue



## EBITDA & EBITDA Margin (%)



## PAT



EBITDA is adjusted for profit/(loss) from discontinued business

# 2

## Operating Performance

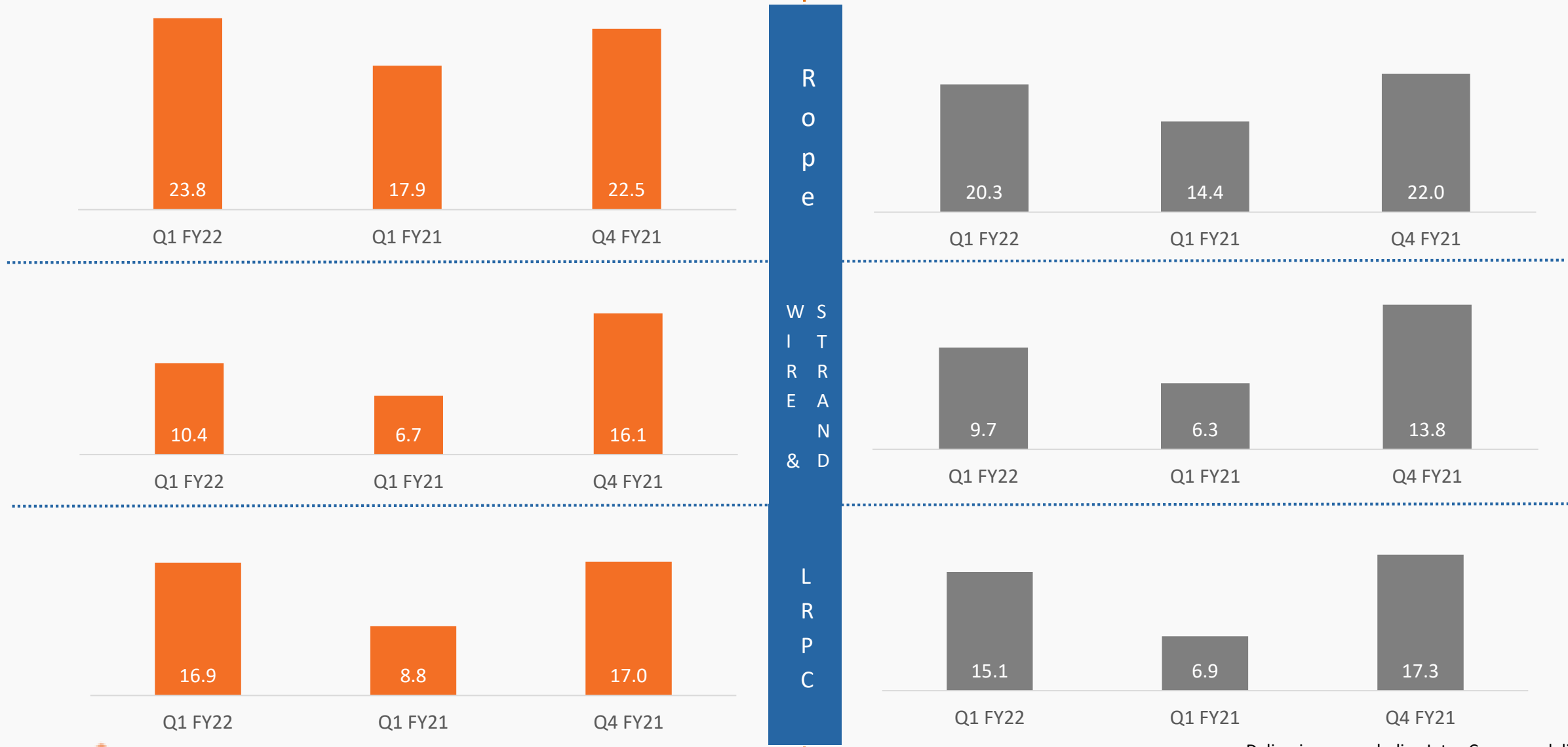


# Quarterly Volumes – Consolidated

## Production

## Delivery

Figures in '000 tons



Deliveries are excluding Inter-Company deliveries



# Quarterly Volumes – Standalone

## Production

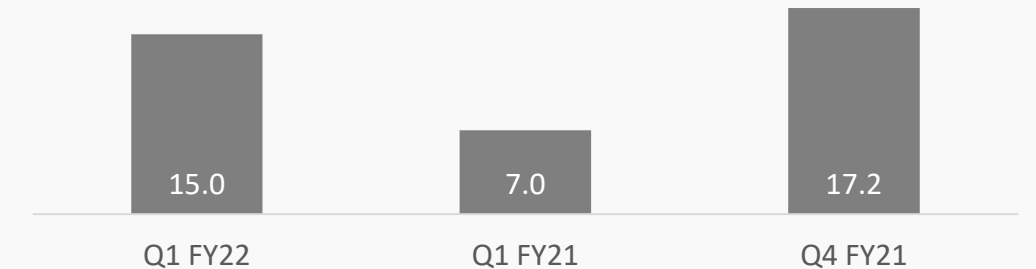
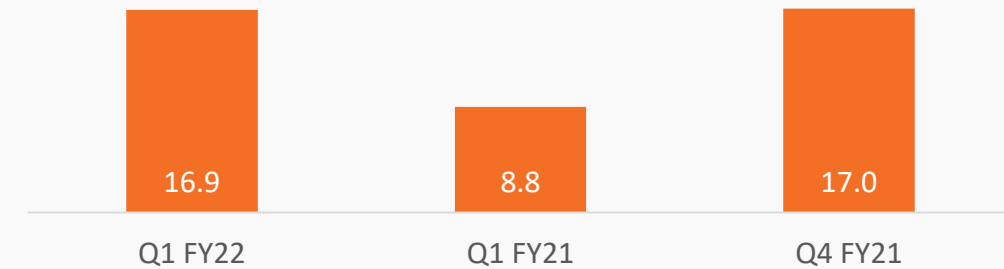
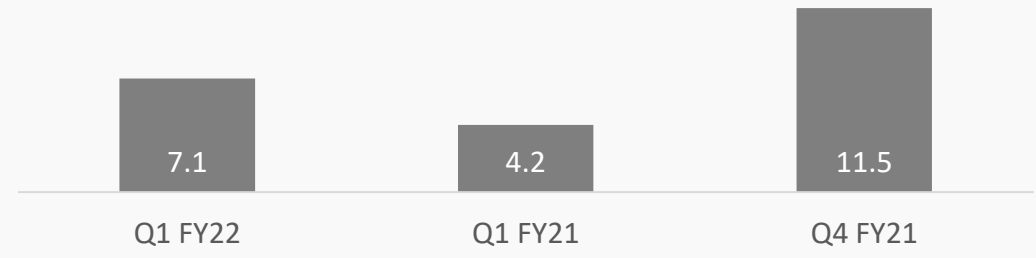
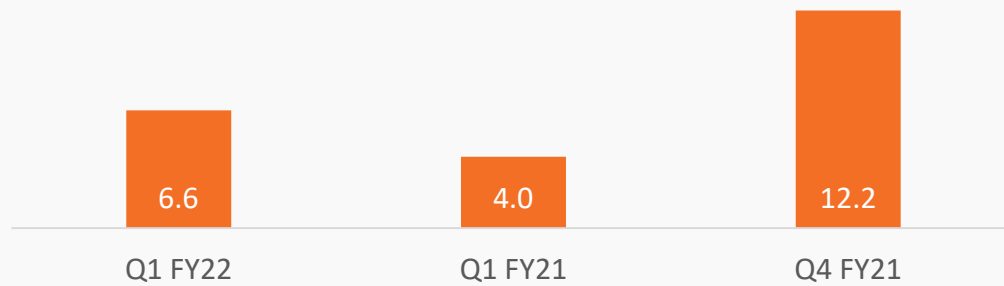
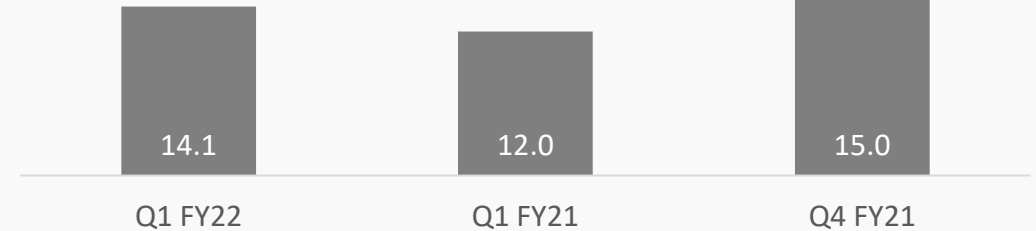
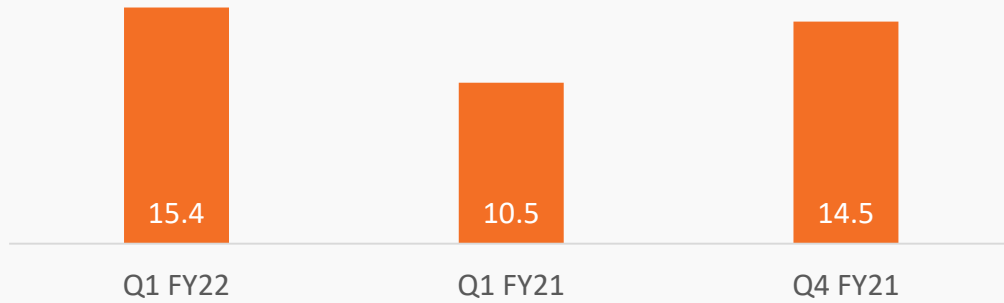
## Delivery

Figures in '000 tons

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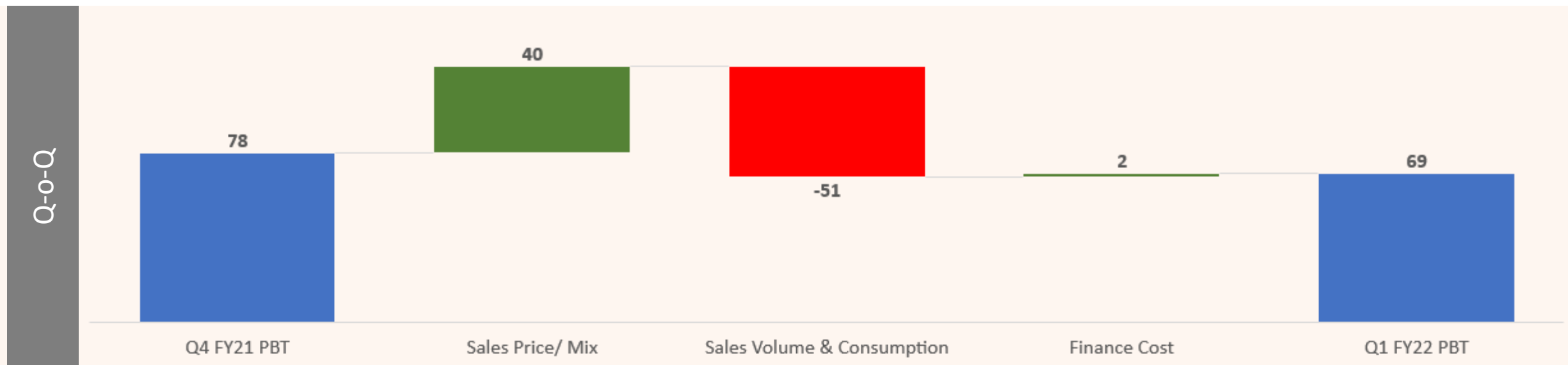
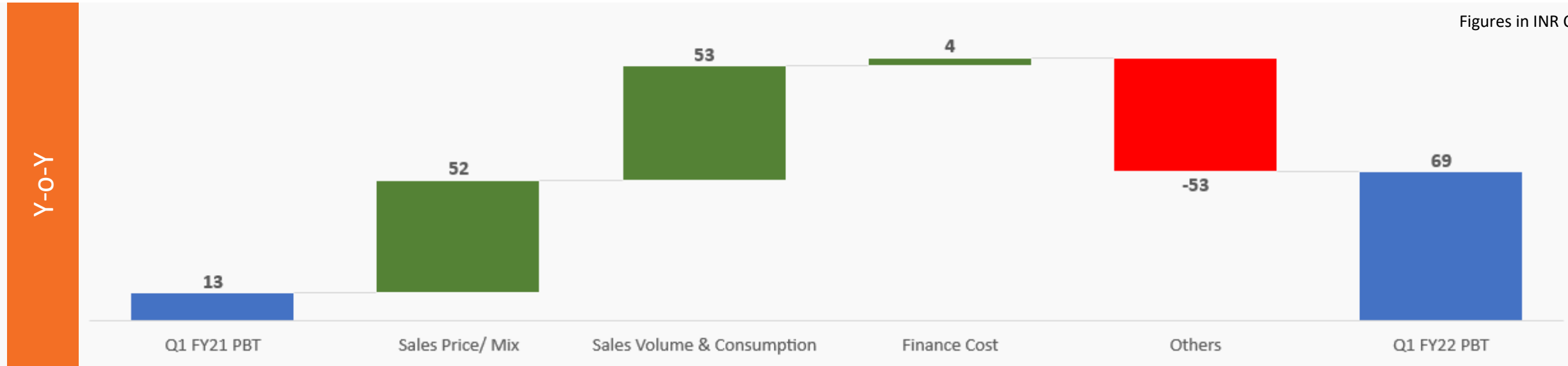
# 3

## Financial Performance



# PBT Bridge - Consolidated

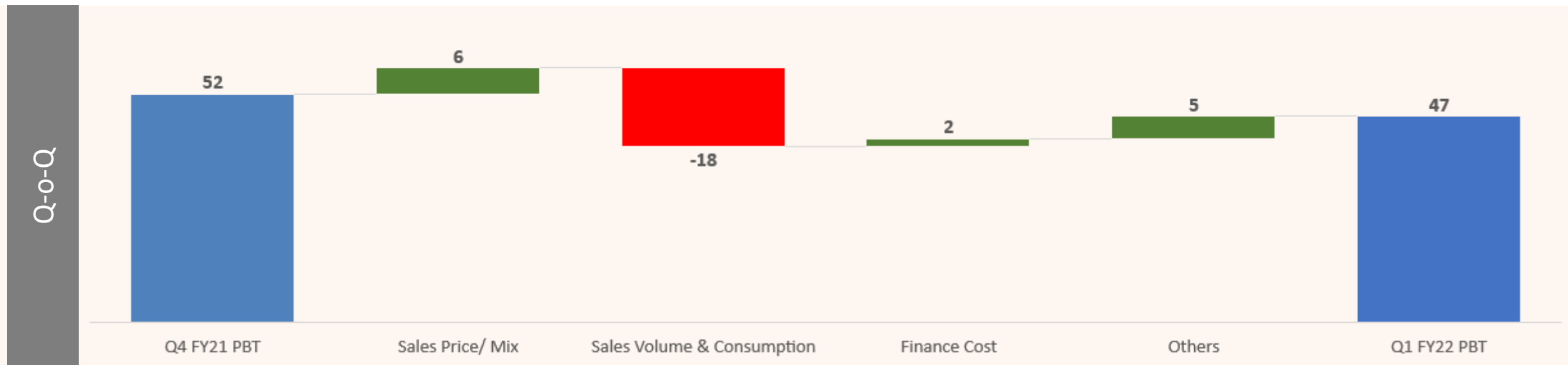
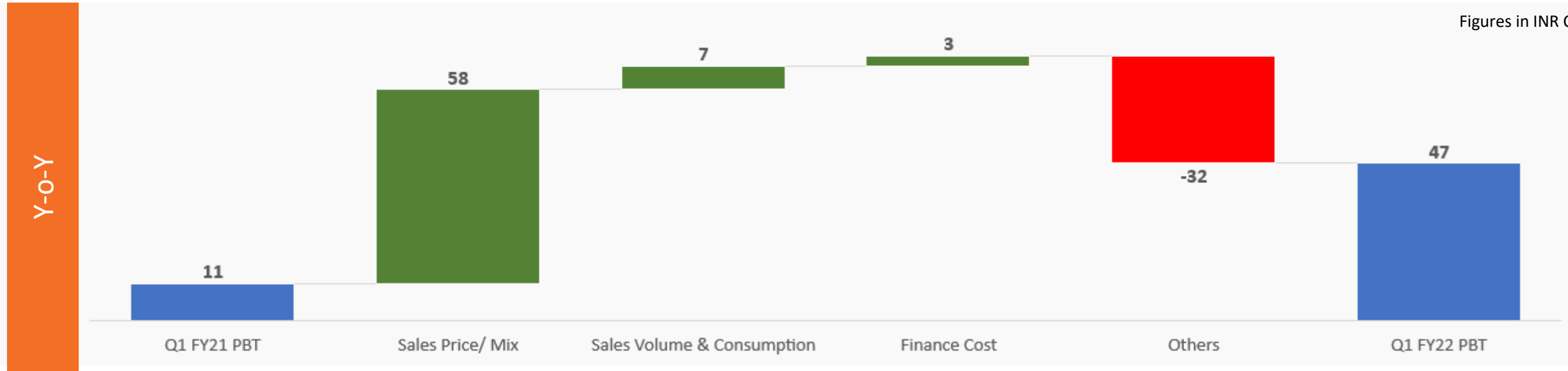
Figures in INR Crs



PBT is adjusted for profit/(loss) from discontinued business

# PBT Bridge - Standalone

Figures in INR Crs



PBT is adjusted for profit/(loss) from discontinued business



# Profit and Loss Statement Summary (Consolidated)

Figures in INR Crs

Profit and Loss Account	Q1FY22	Q1FY21	Y-o-Y Change	Q4FY21	Q-o-Q Change
Revenue from Operations	615.3	376.2	63.6%	652.9	-5.8%
EBITDA	97.7	45.5	114.7%	108.8	-10.1%
<i>EBITDA Margin (%)</i>	<i>15.9%</i>	<i>12.1%</i>	<i>380bps</i>	<i>16.7%</i>	<i>-80bps</i>
Depreciation	17.5	16.8	4.6%	16.8	4.6%
Finance Costs	11.7	15.6	-25.1%	13.6	-13.7%
<b>PBT</b>	<b>68.5</b>	<b>13.2</b>	<b>421.1%</b>	<b>78.4</b>	<b>-12.6%</b>
<i>PBT Margin (%)</i>	<i>11.1%</i>	<i>3.5%</i>	<i>760bps</i>	<i>12.0%</i>	<i>-90bps</i>
Current/Deferred Tax	12.3	4.5	174.2%	13.3	-7.3%
Share of profit /(loss) of joint ventures	1.9	0.1	-	2.8	-
<b>Profit After Tax</b>	<b>58.1</b>	<b>8.7</b>	<b>565.2%</b>	<b>67.9</b>	<b>-14.5%</b>
<b>Basic EPS (in INR)</b>	<b>1.90</b>	<b>0.27</b>	<b>603.7%</b>	<b>2.23</b>	<b>-14.8%</b>

EBITDA is adjusted for profit/(loss) from discontinued business  
EPS is not annualized

# Profit and Loss Statement Summary (Standalone)

Figures in INR Crs

Profit and Loss Account	Q1FY22	Q1FY21	Y-o-Y Change	Q4FY21	Q-o-Q Change
Revenue from Operations	402.7	227.9	76.7%	440.5	-8.6%
<b>EBITDA</b>	<b>64.2</b>	<b>30.7</b>	<b>109.3%</b>	<b>70.4</b>	<b>-8.8%</b>
<i>EBITDA Margin (%)</i>	<i>15.9%</i>	<i>13.5%</i>	<i>240bps</i>	<i>16.0%</i>	<i>-10bps</i>
Depreciation	7.9	7.5	4.9%	7.5	4.9%
Finance Costs	8.9	12.1	-26.2%	10.9	-18.0%
<b>PBT</b>	<b>47.4</b>	<b>11.1</b>	<b>327.7%</b>	<b>52.0</b>	<b>-8.9%</b>
<i>PBT Margin (%)</i>	<i>11.8%</i>	<i>4.9%</i>	<i>690bps</i>	<i>11.8%</i>	<i>-</i>
Current/Deferred Tax	12.9	2.9	350.0%	5.9	117.8%
<b>Profit After Tax</b>	<b>34.5</b>	<b>8.2</b>	<b>320.0%</b>	<b>46.1</b>	<b>-25.1%</b>
<b>Basic EPS (in INR)</b>	<b>1.13</b>	<b>0.27</b>	<b>318.5%</b>	<b>1.51</b>	<b>-25.2%</b>

EBITDA is adjusted for profit/(loss) from discontinued business  
EPS is not annualized

# Thank You

For Maximum Performance & Utmost Safety Rely  
On “USHA MARTIN PRODUCTS”

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