



usha martin®

Usha Martin Limited

2A, Shakespeare Sarani, Kolkata - 700 071, India

Phone : (00 91 33) 71006300, Fax : (00 91 33) 71006400

CIN:L31400WB1986PLC091621

Email:contact@ushamartin.co.in

Website:www.ushamartin.com

Date: 9th August 2022

The Secretary
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 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 Un-audited Financial Results of the Company for the quarter ended 30th June 2022.

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
Company Secretary

Encl: as above



um usha martin

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

Results Presentation
Quarter ended June 30, 2022

1 Key Highlights

2 Operating Performance

3 Financial Performance

4 Annexures

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



Key Highlights



Maintained strong profitability through margin expansion and met customer commitments despite continuing volatility in input costs
Strong growth in revenue and profitability across all international subsidiaries



Focused capex program underway to increase capacity and capability across product segments



India Ratings revises company's Outlook to Positive from Stable, while affirming Long-Term Issuer Rating at 'IND A'



Health and safety of employees and partners remains key focus area for the company – ~100% employees across locations fully vaccinated



Plants continue operating normally but COVID-19 protocols in place



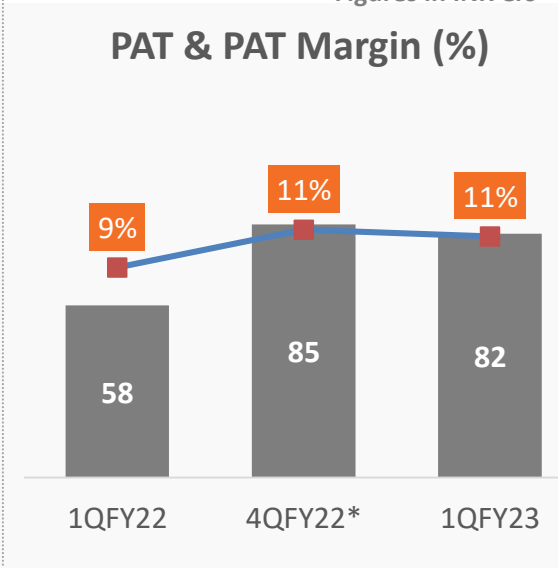
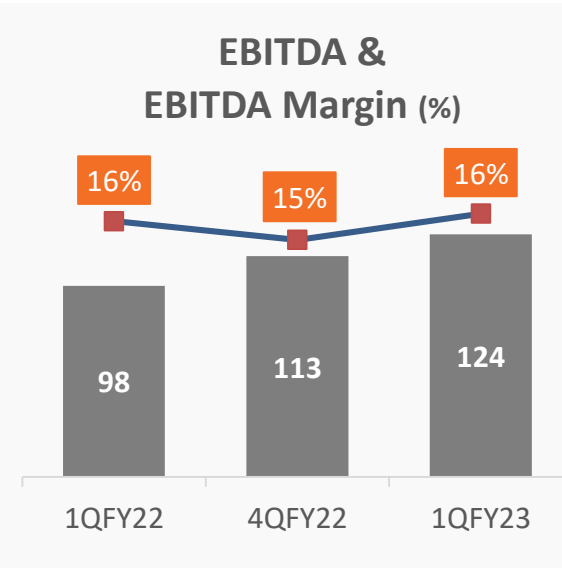
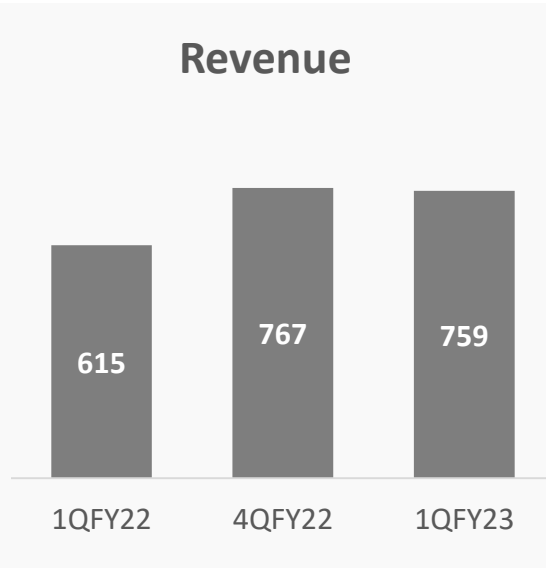
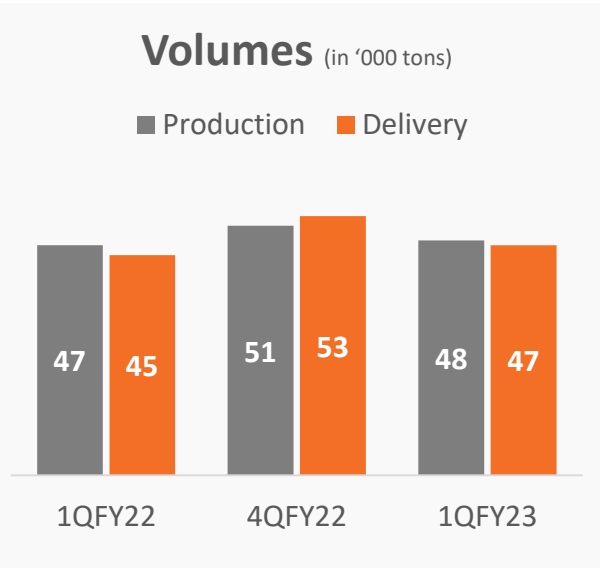
Anchor Mooring Ropes delivered to one of the largest rigs in the world located in China



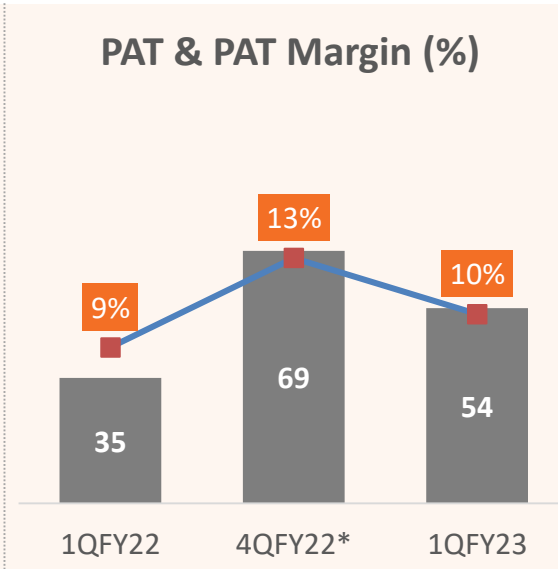
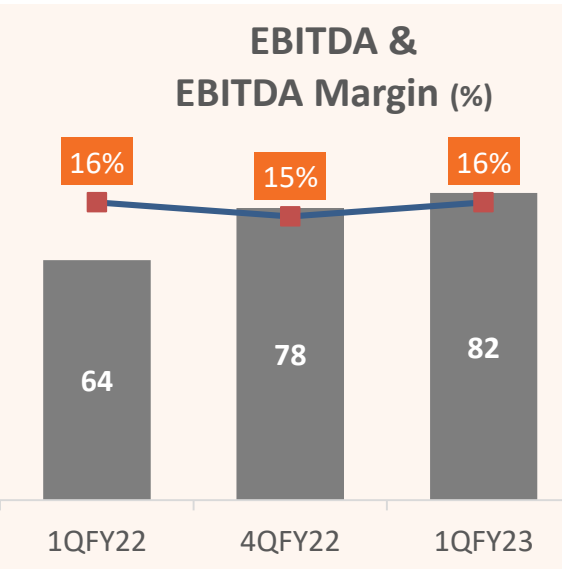
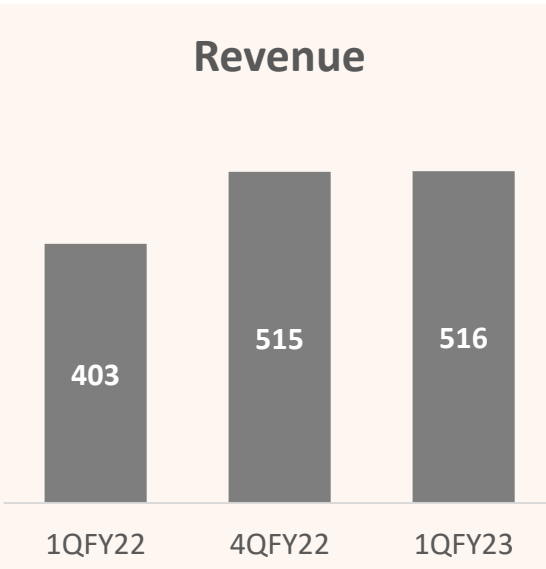
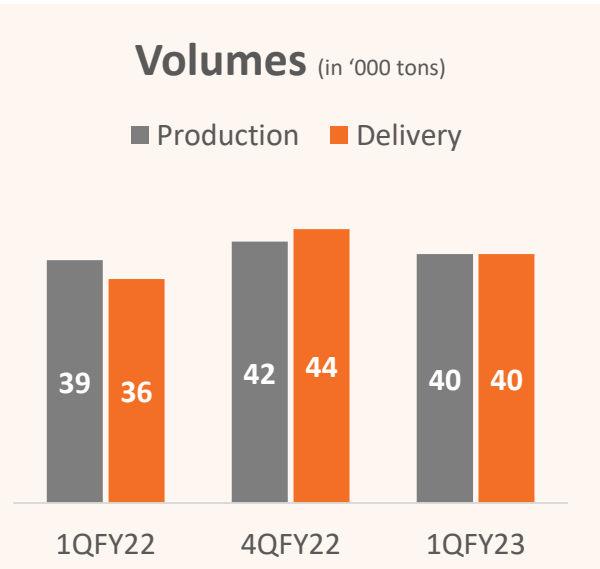
Suspension Cables and sockets delivered to one of the longest adventure bridges in the world located in Italy

Strong growth in YoY revenue - Consolidated EBITDA growth both YoY & QoQ

Consolidated



Standalone



*Excluding tax adjusted exceptional income

2

Operating Performance



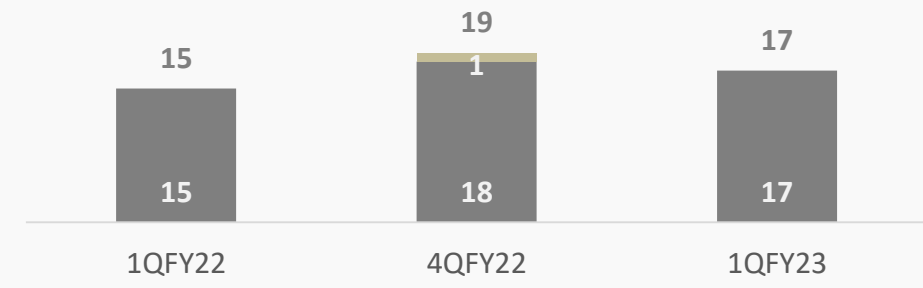
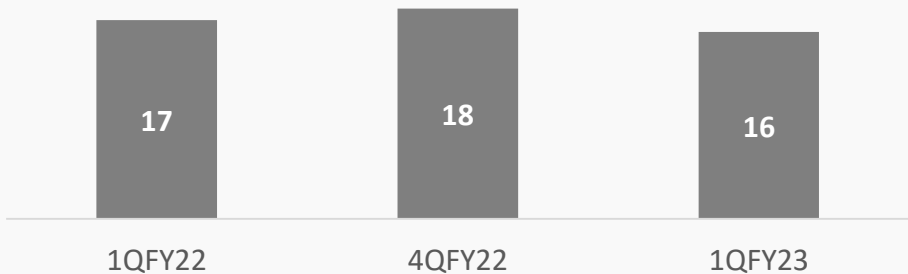
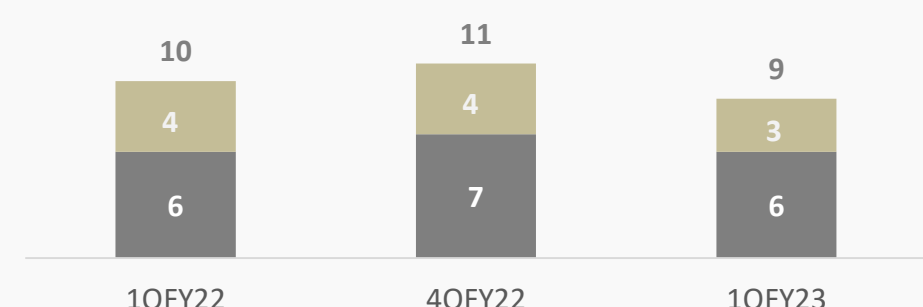
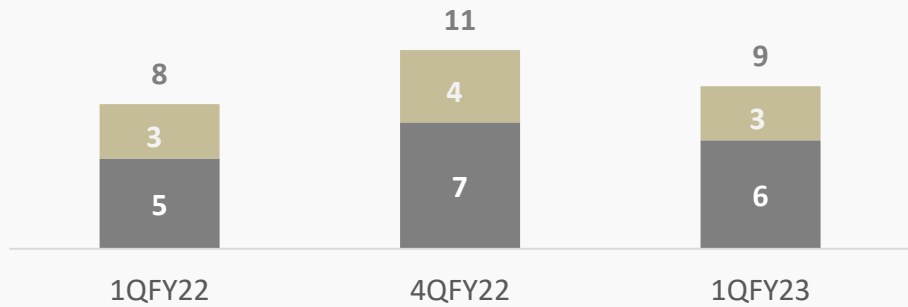
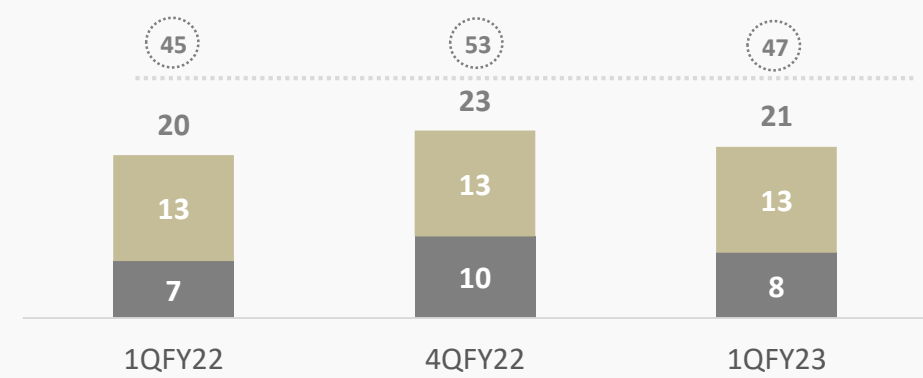
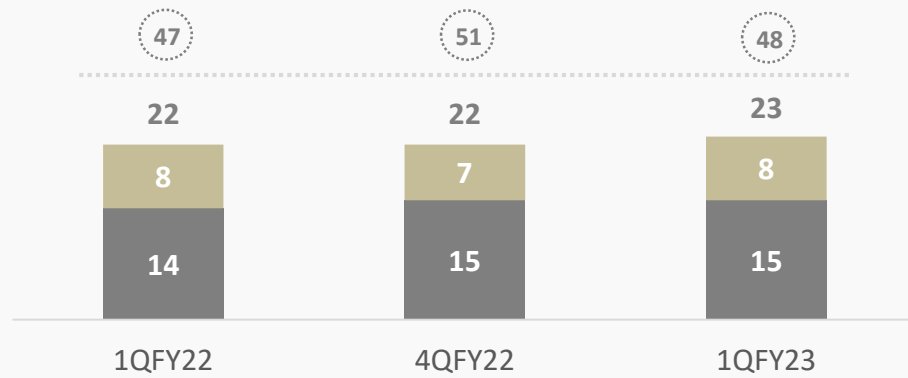
Consolidated delivery volumes increased 4% YoY, demand subdued QoQ

Production

Delivery

Figures in '000 tons

Standalone
Subsidiaries



R
O
P
E

W
I
R
E
&
C
A
B
L
E
&
C
A
B
L
E
&
D

L
R
P
C

Deliveries are excluding Intra-Group deliveries

Standalone delivery volumes increased 11% YoY, demand subdued QoQ

Production

Delivery

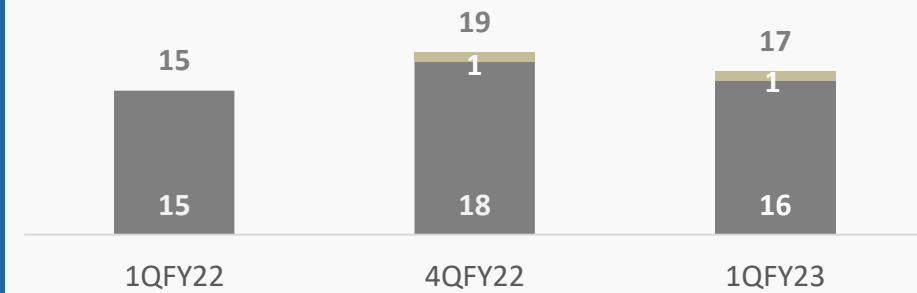
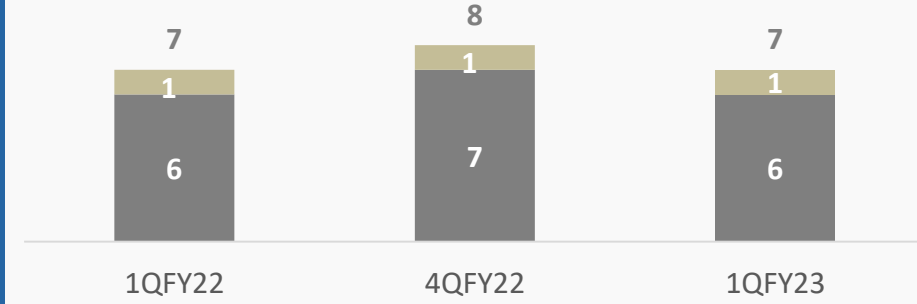
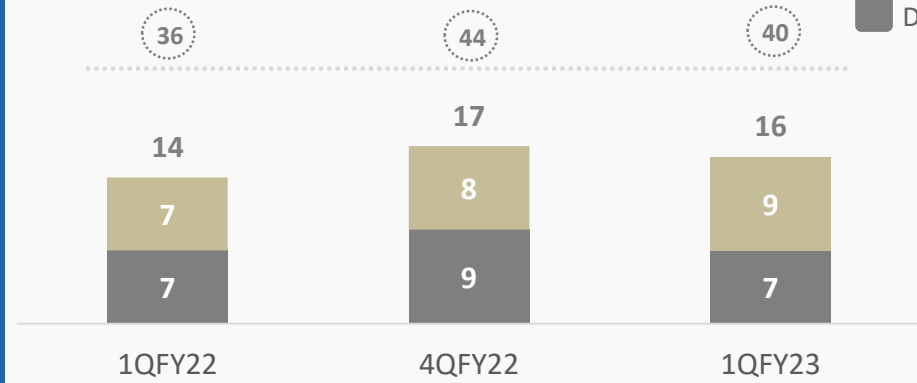
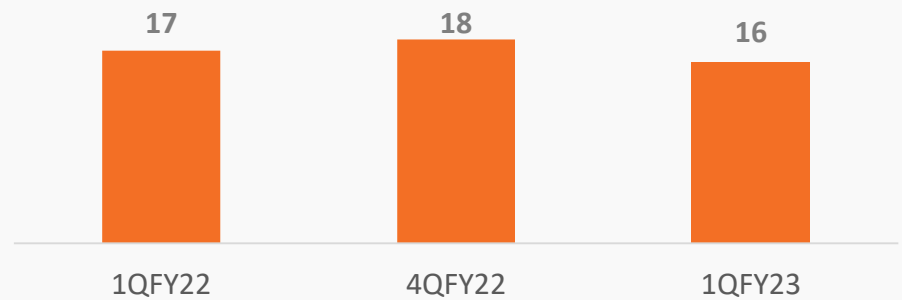
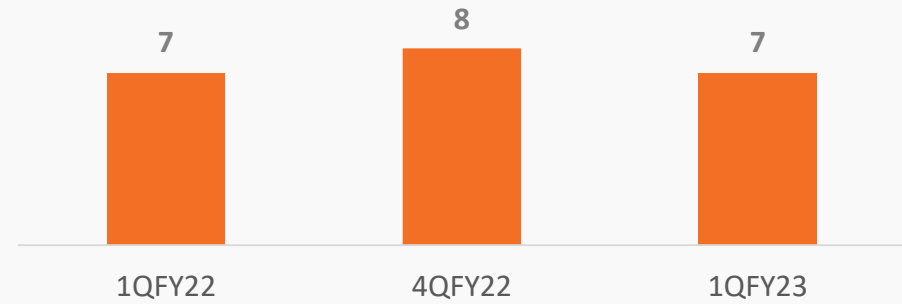
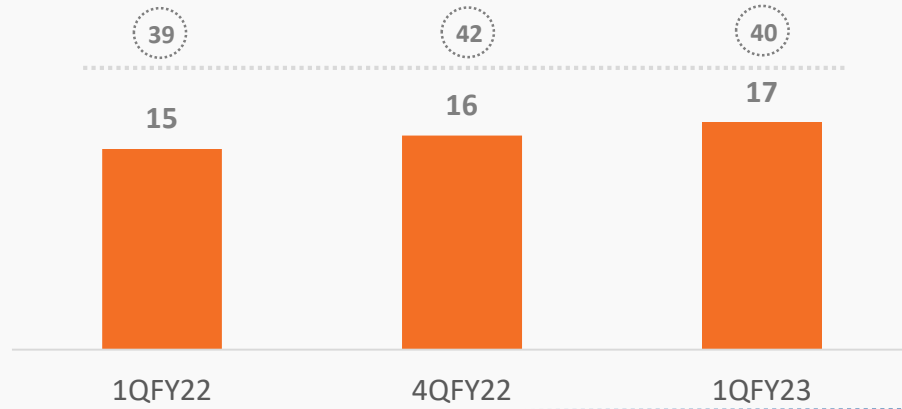
Figures in '000 tons

■ Domestic ■ Export

R
o
p
e

W
S
I
R
E
&
D

L
R
P
C

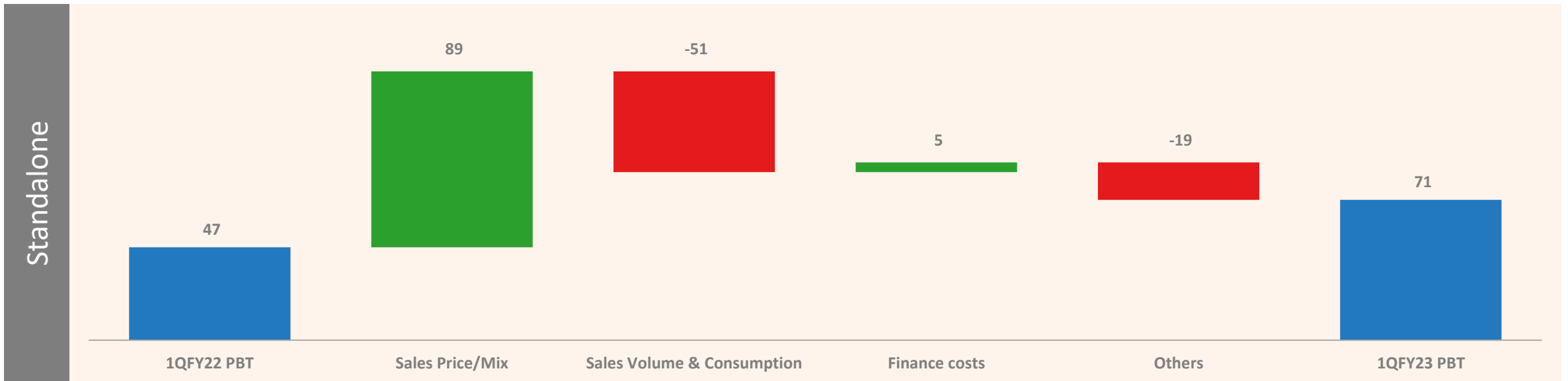
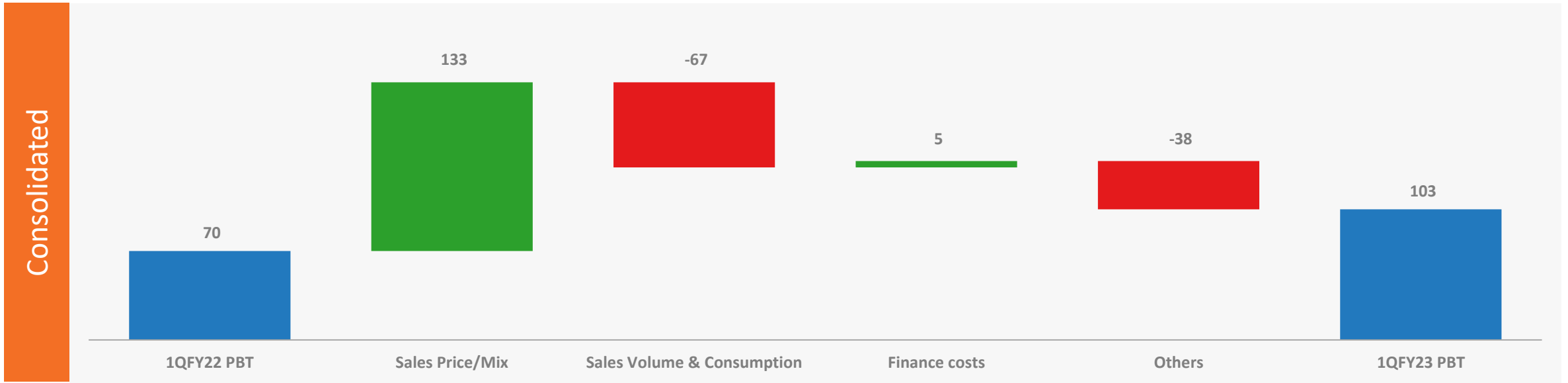


3

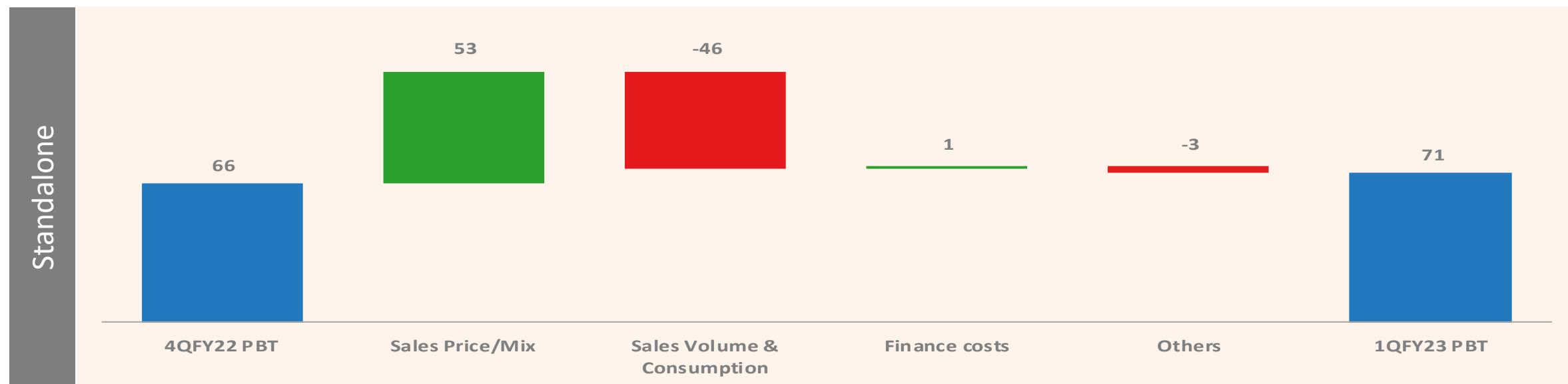
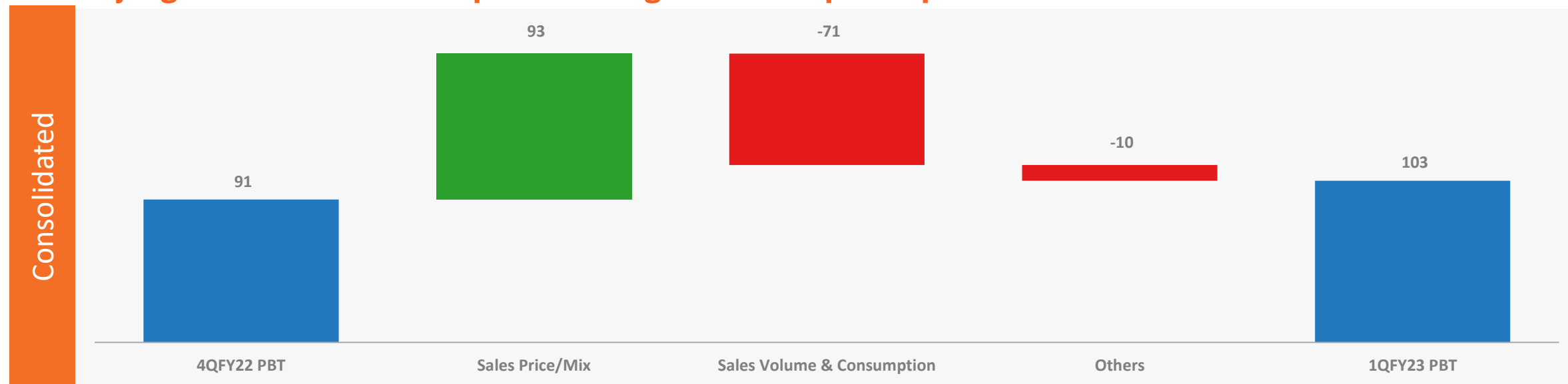
Financial Performance



**PBT YoY increased 47% consolidated and 51% standalone
driven by higher realization across product categories and improved product mix**



**PBT QoQ increased 13% consolidated and 8% standalone
driven by higher realization across product categories and improved product mix**

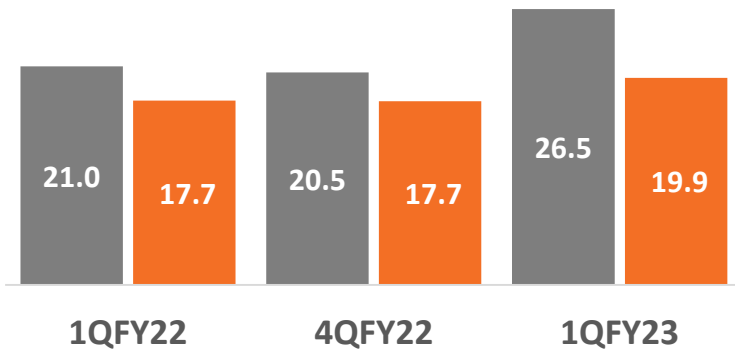


4QFY22 PBT does not include exceptional income of Rs. 31 Cr

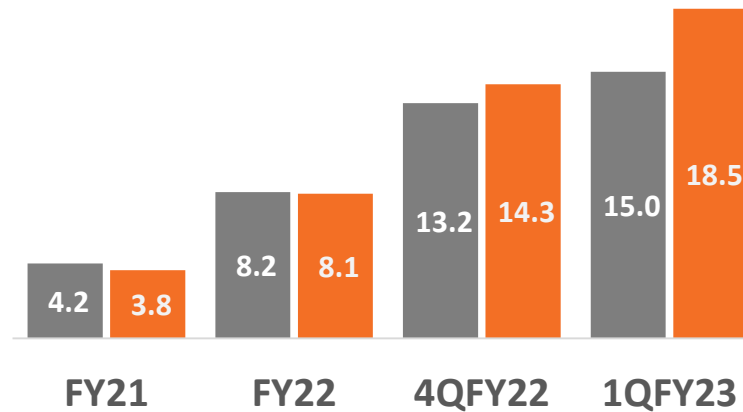
Profitability indicators remain strong

Consolidated Standalone

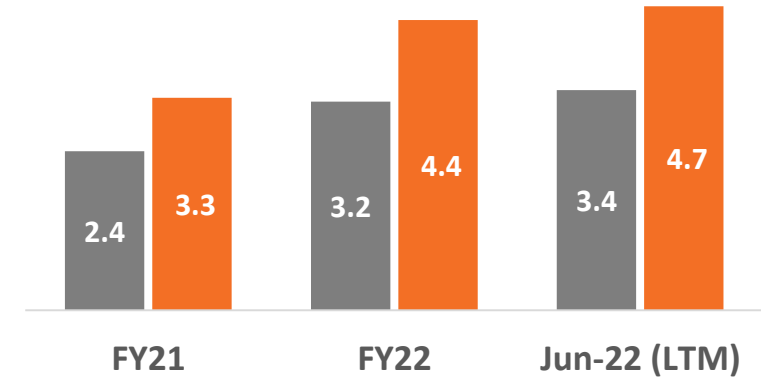
EBITDA/MT (in ₹ '000)^



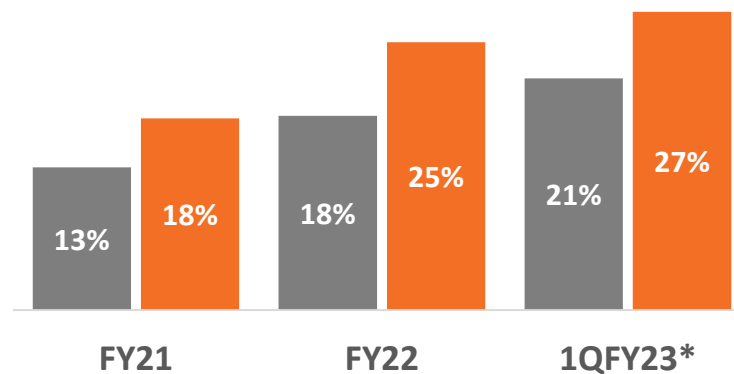
Interest Coverage (x)



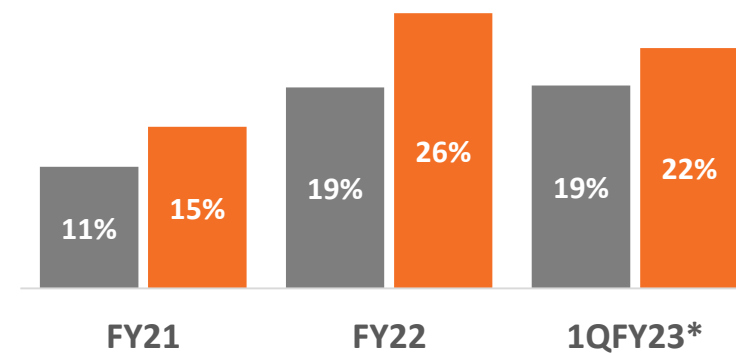
Fixed Asset Turnover Ratio (x)



Return on Capital Employed



Return on Net Worth



^Excluding standalone dividend income and UM Cables in consolidated

*Annualized

4

Annexures



Profit and Loss Statement Summary - Consolidated

	1QFY23	1QFY22	Y-o-Y Change	4QFY22	Q-o-Q Change
Revenue from Operations	758.7	615.3	23.3%	766.6	-1.0%
EBITDA	124.1	97.7	26.9%	112.9	9.9%
<i>EBITDA Margin (%)</i>	<i>16.4%</i>	<i>15.9%</i>	<i>47bps</i>	<i>14.7%</i>	<i>162bps</i>
Depreciation	16.5	17.5	-5.6%	17.3	-4.3%
Finance Costs	7.2	11.7	-38.8%	7.2	-0.7%
PBT	100.3	68.5	46.5%	88.4	13.5%
<i>PBT Margin (%)</i>	<i>13.2%</i>	<i>11.1%</i>	<i>209bps</i>	<i>11.5%</i>	<i>170bps</i>
Exceptional income	-	-	-	31.2	-
PBT after exceptional income	100.3	68.5	46.5%	119.6	-16.1%
Current/Deferred Tax	21.1	12.3	70.7%	13.8	52.7%
Share of (profit) /loss of joint ventures	-2.9	-1.9	55.8%	-3.0	-0.2%
Profit After Tax	82.2	58.1	41.6%	108.7	-24.4%
Basic EPS (in INR)	2.69*	1.90*	41.6%	3.57*	-24.6%

*EPS is not annualized

Profit and Loss Statement Summary - Standalone

	1QFY23	1QFY22	Y-o-Y Change	4QFY22	Q-o-Q Change
Revenue from Operations	515.6	402.7	28.0%	514.7	0.2%
EBITDA	82.2	64.2	28.1%	78.2	5.2%
<i>EBITDA Margin (%)</i>	<i>15.9%</i>	<i>15.9%</i>	<i>0bps</i>	<i>15.2%</i>	<i>76bps</i>
Depreciation	6.7	7.9	-15.3%	7.7	-13.2%
Finance Costs	4.1	8.9	-54.3%	4.9	-17.4%
PBT	71.4	47.4	50.7%	65.5	9.0%
<i>PBT Margin (%)</i>	<i>13.9%</i>	<i>11.8%</i>	<i>209bps</i>	<i>12.7%</i>	<i>112bps</i>
Exceptional Income	-	-	-	31.2	-
PBT after exceptional income	71.4	47.4	50.7%	96.7	-26.1%
Current/Deferred Tax	17.8	12.9	38.1%	4.0	348.9%
Profit After Tax	53.7	34.5	55.4%	92.7	-42.1%
Basic EPS (in INR)	1.76*	1.13*	55.8%	3.05*	-42.3%

*EPS is not annualized

Thank You

USHA MARTIN LIMITED

2A, Shakespeare Sarani, Kolkata – 700 071, India

CIN: L31400WB1986PLC091621

Phone: 033 – 7100 6300

[Email: investor@ushamartin.co.in](mailto:investor@ushamartin.co.in)

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

