



usha martin®

Usha Martin Limited

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Phone : (00 91 33) 71006300, Fax : (00 91 33) 2282 9029, 71006400/500
CIN:L31400WB1986PLC091621
Website:www.ushamartin.com

Date: 15th February 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 unaudited Financial Results of the Company for the quarter and nine months ended 31st December 2021.

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



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

Results Presentation

**Quarter and Nine months ended
December 31, 2021**

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



Generated strong profitability despite supply chain disruptions
Continued to protect margins even with volatility in input costs and freight cost



Health and safety of employees and partners remains key focus area for the company –
~100% employees in corporate office and plants fully vaccinated



Plants continue operating with strict COVID-19 protocols with contingency planning



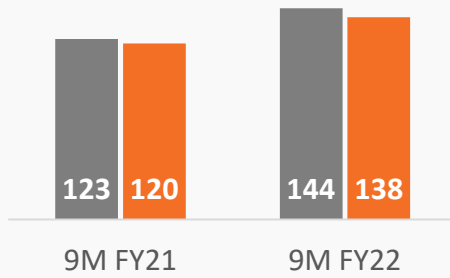
Continued focus on value added products to generate maximum contribution

Strong profitability despite supply chain disruptions...

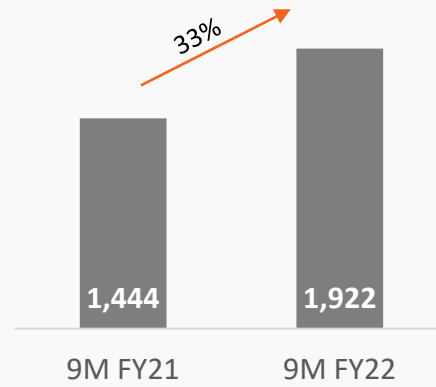
Consolidated – Nine months

Volumes (in '000 tons)

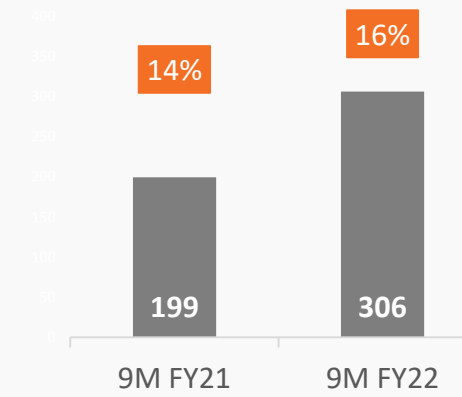
■ Production ■ Delivery



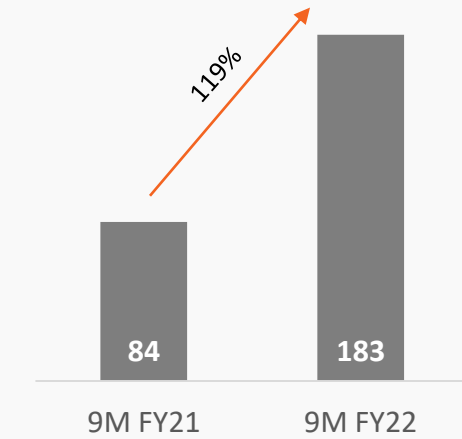
Revenue



EBITDA & EBITDA Margin (%)



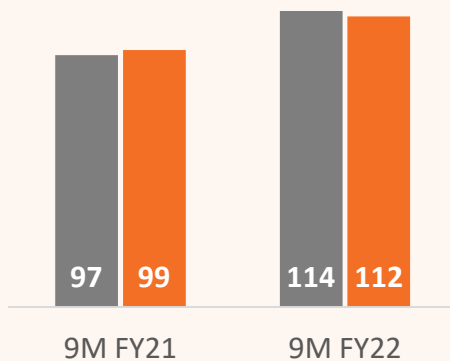
PAT



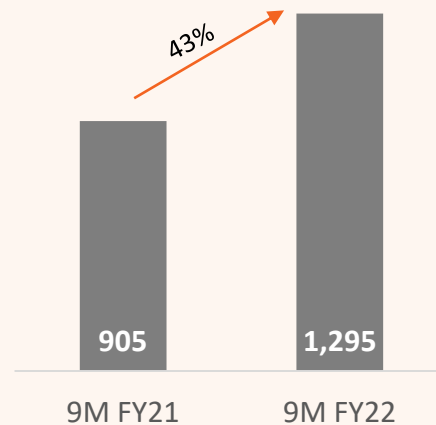
Standalone – Nine months

Volumes (in '000 tons)

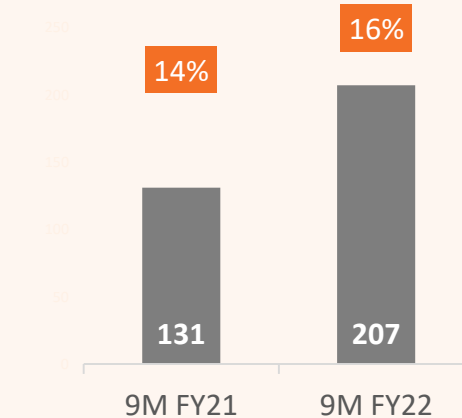
■ Production ■ Delivery



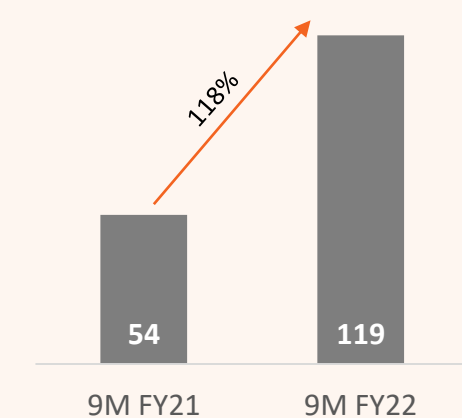
Revenue



EBITDA & EBITDA Margin (%)



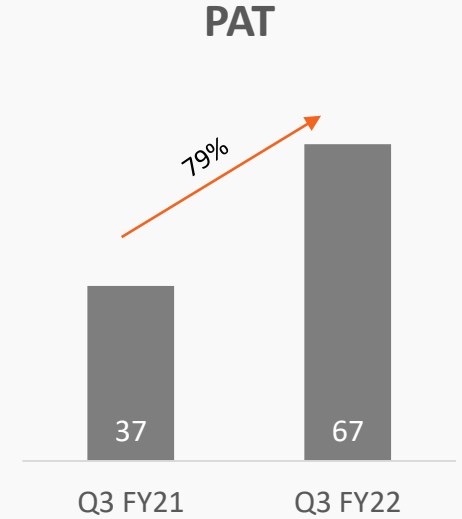
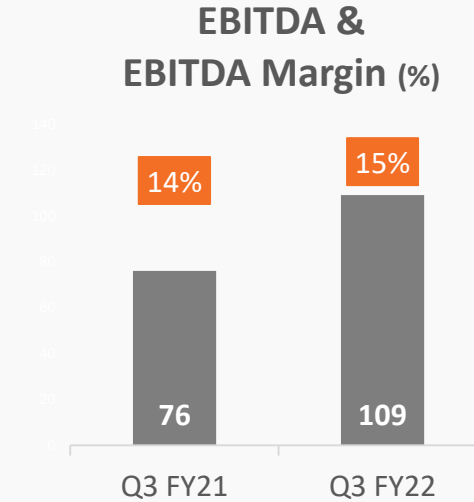
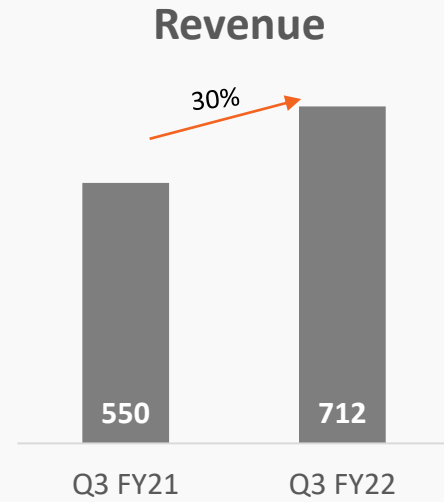
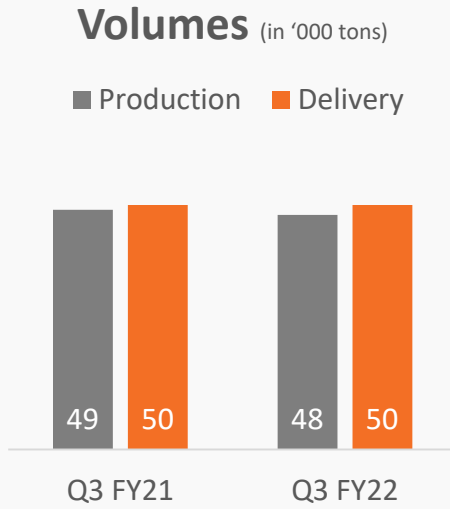
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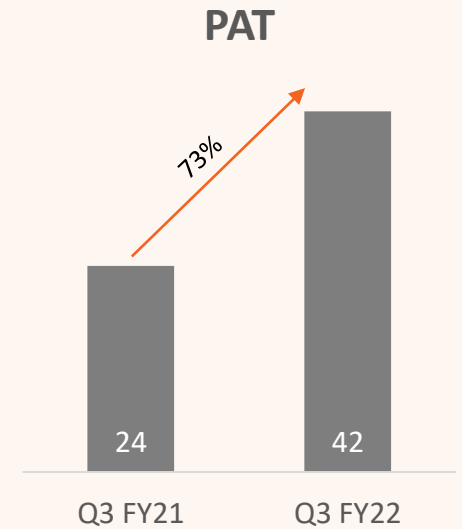
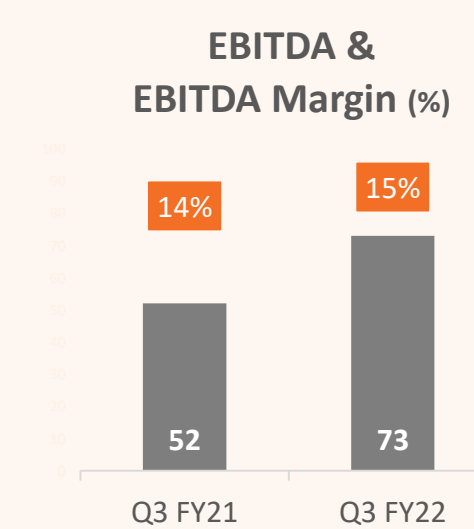
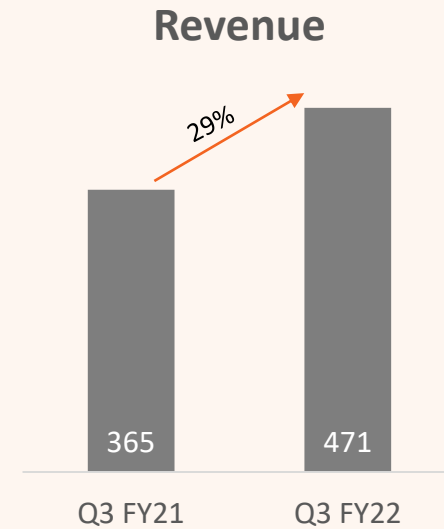
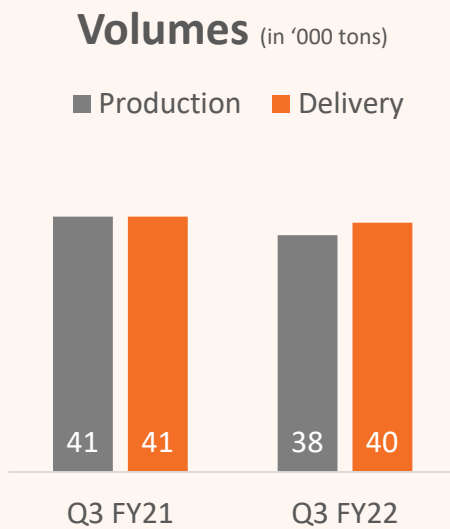
EBITDA is adjusted for profit/(loss) from discontinued business

...Strong profitability despite supply chain disruptions

Consolidated – Quarterly



Standalone – Quarterly



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

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Operating Performance

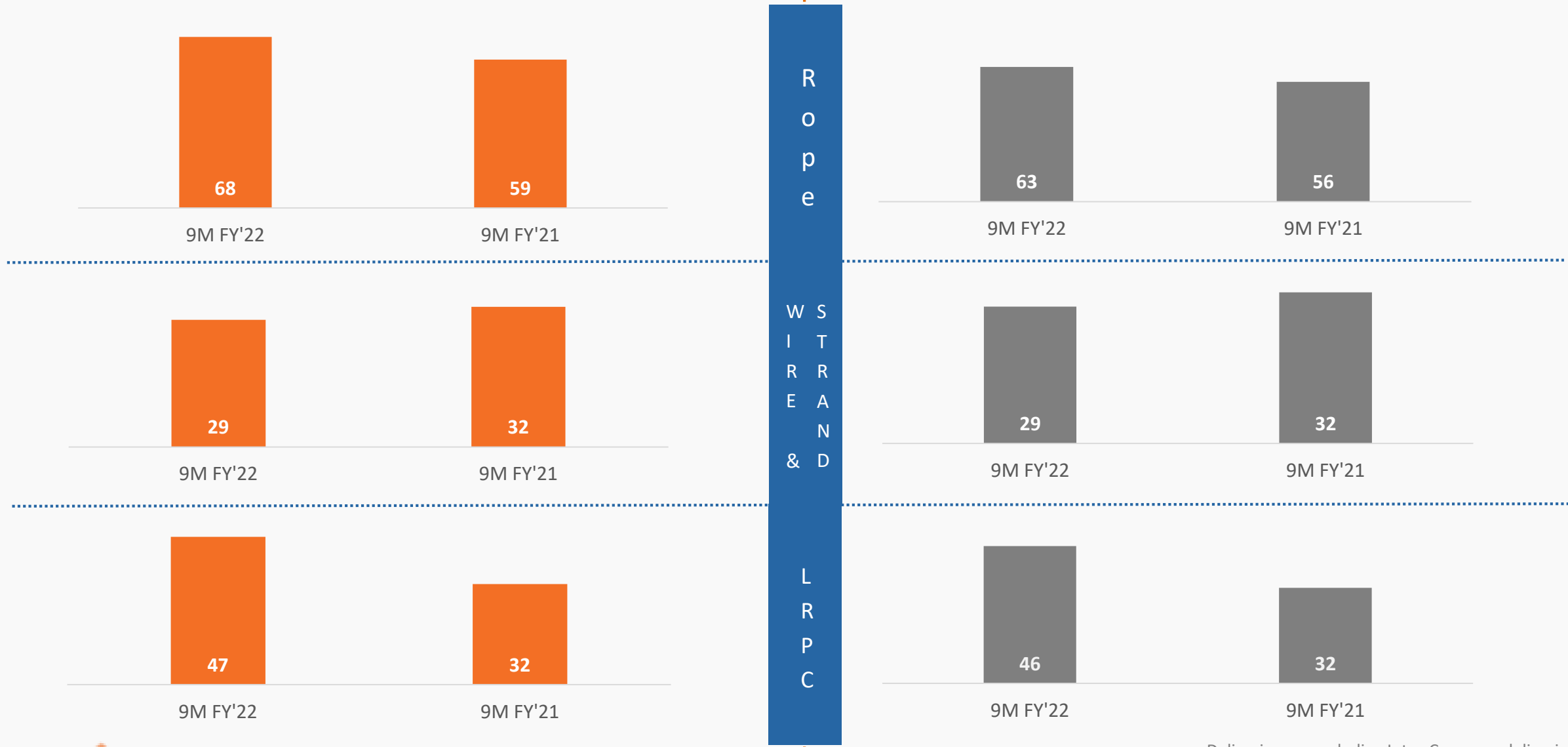


Volumes – Nine months Consolidated

Production

Delivery

Figures in '000 tons



Deliveries are excluding Inter-Company deliveries

Volumes – Nine months Standalone

Production

Delivery

Figures in '000 tons

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9M FY'22



9M FY'21



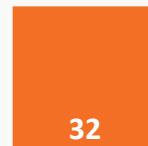
9M FY'22



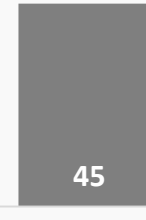
9M FY'21



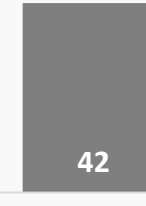
9M FY'22



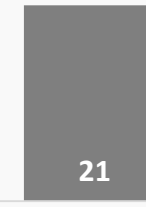
9M FY'21



9M FY'22



9M FY'21



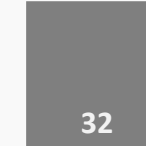
9M FY'22



9M FY'21



9M FY'22



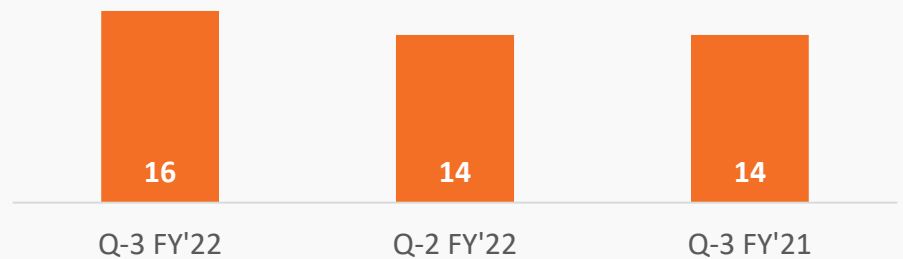
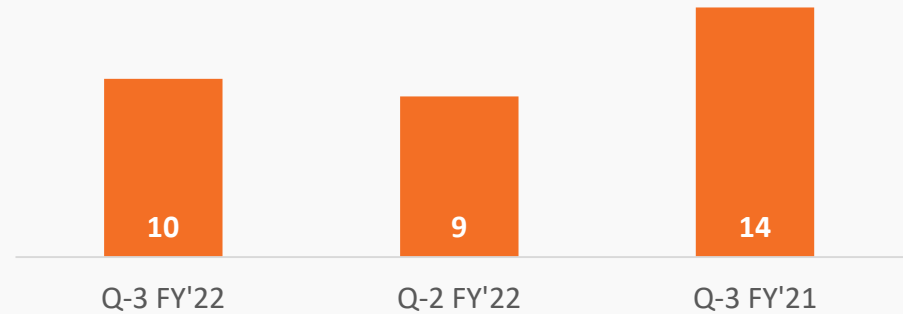
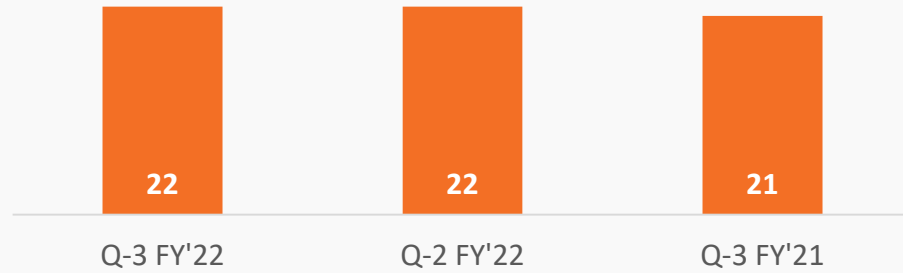
9M FY'21

Volumes – Quarterly Consolidated

Production

Delivery

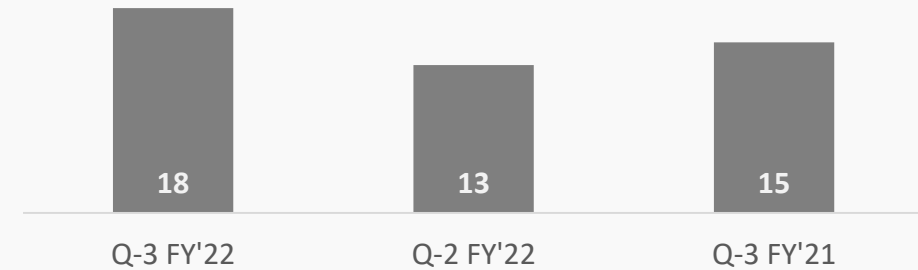
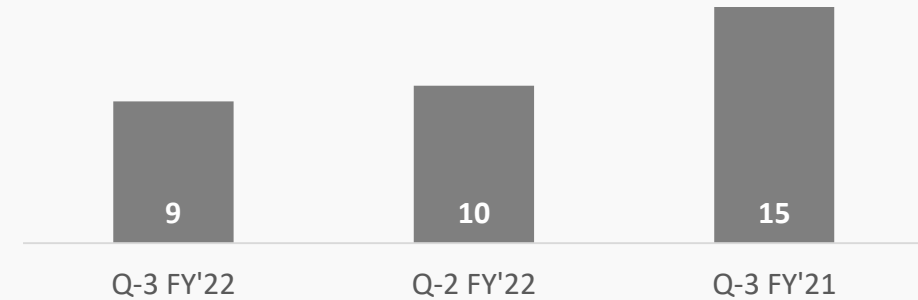
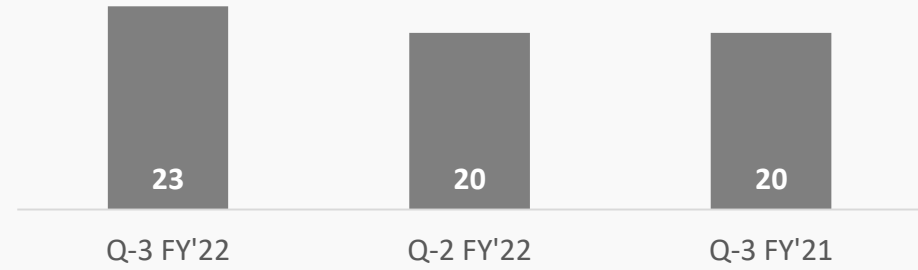
Figures in '000 tons



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Deliveries are excluding Inter-Company deliveries

Volumes – Quarterly Standalone

Production

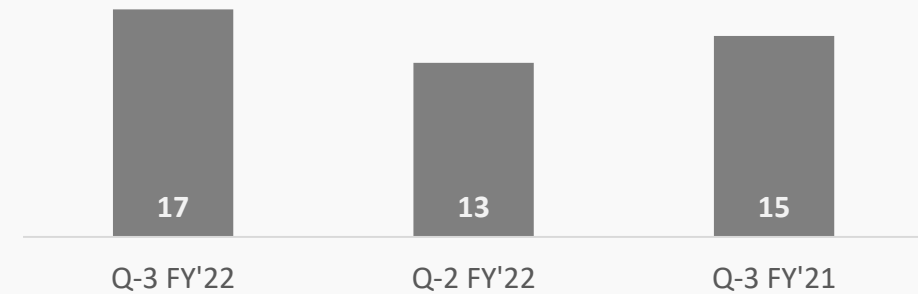
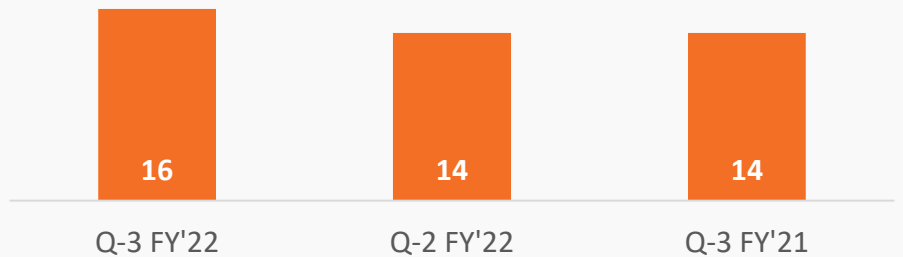
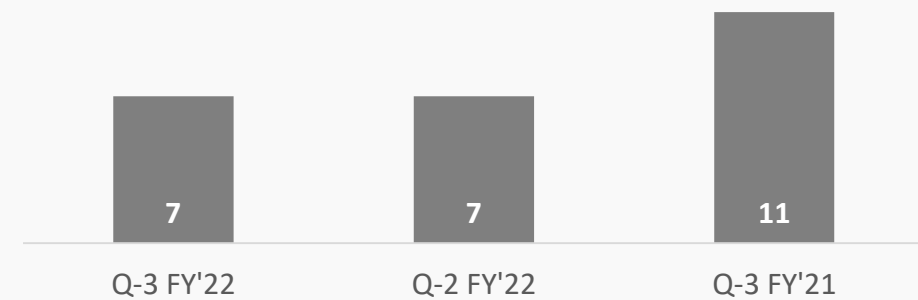
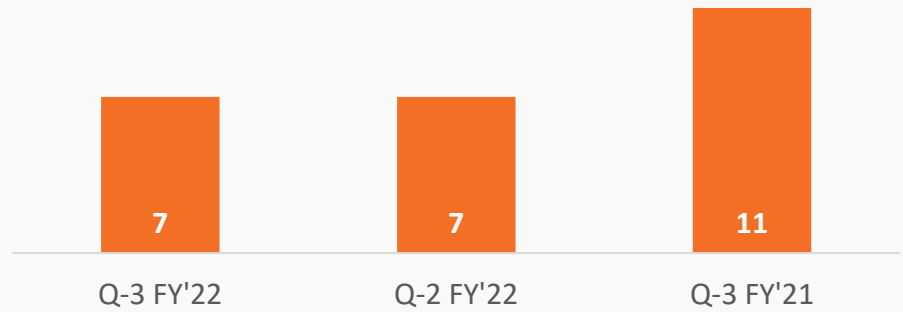
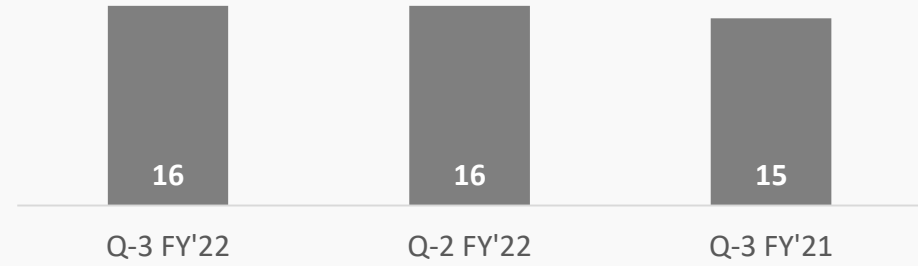
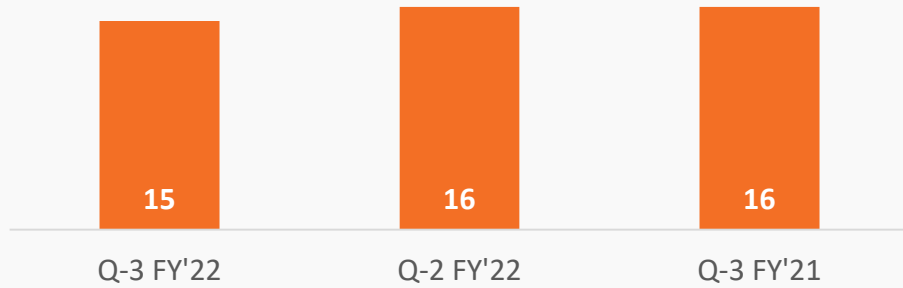
Delivery

Figures in '000 tons

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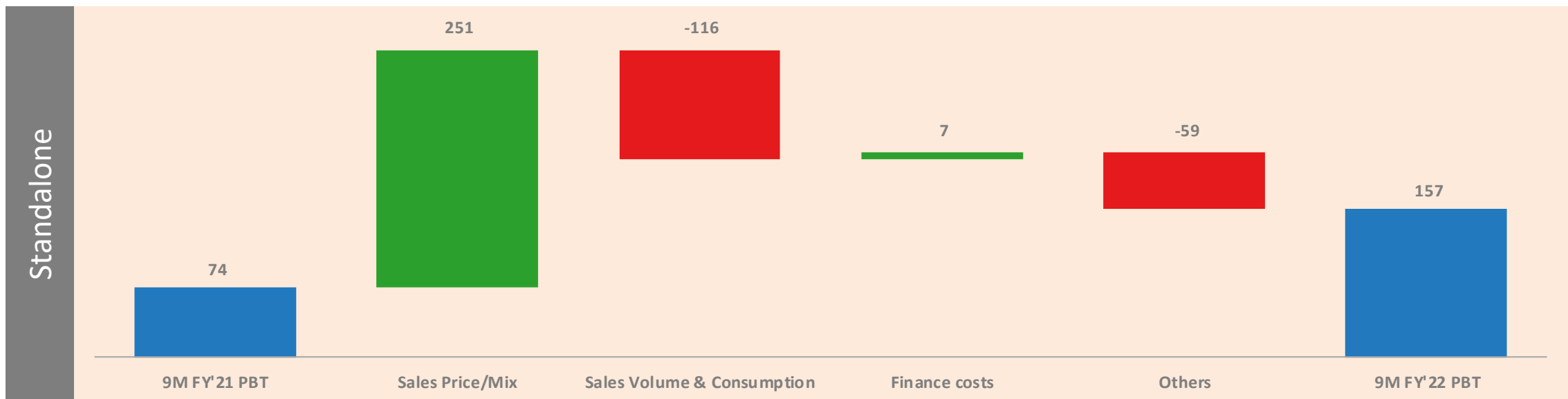
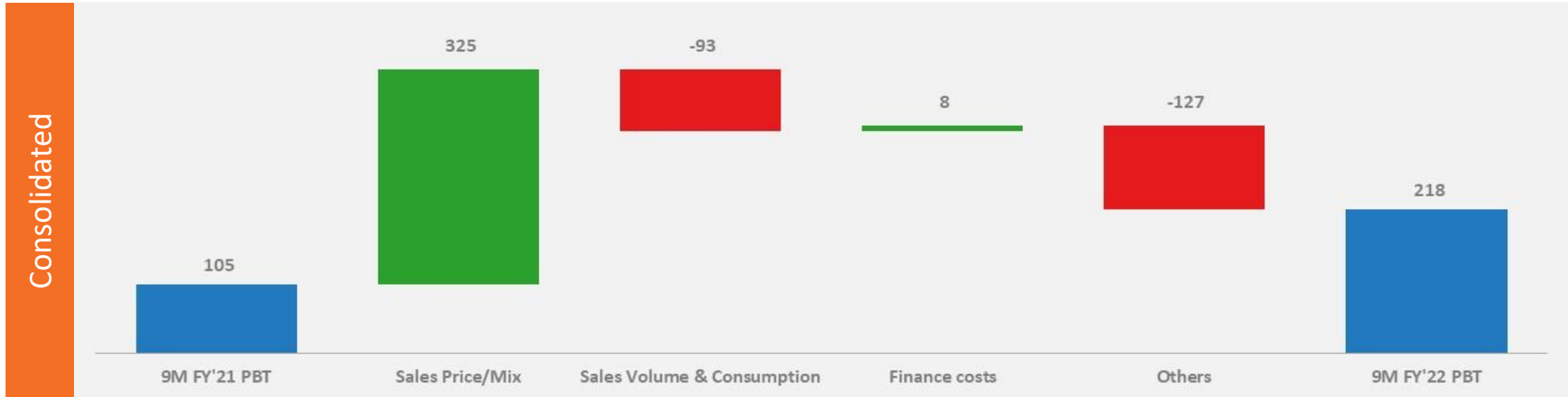


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Financial Performance

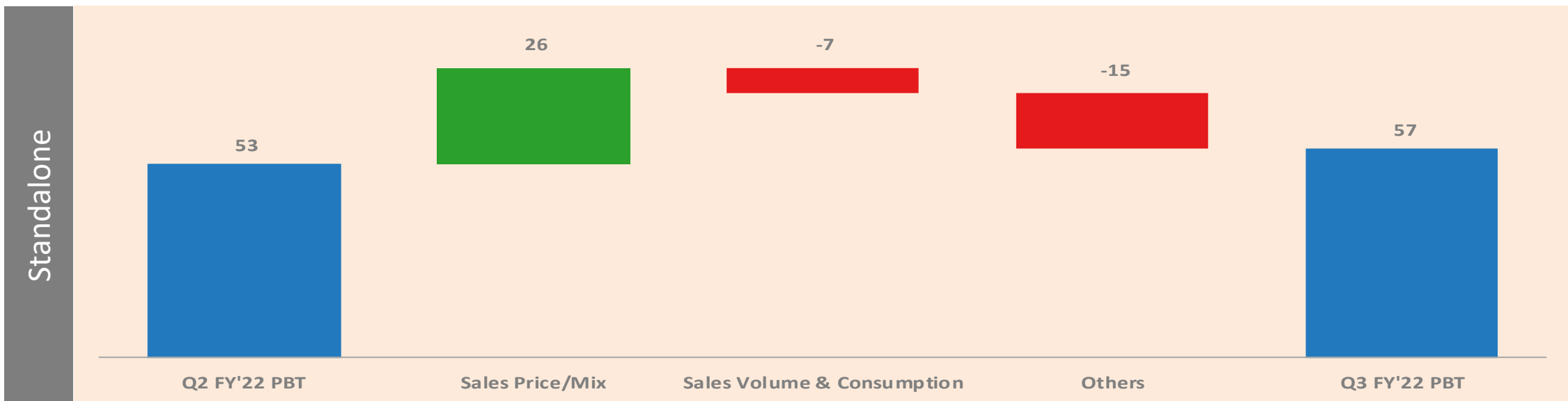
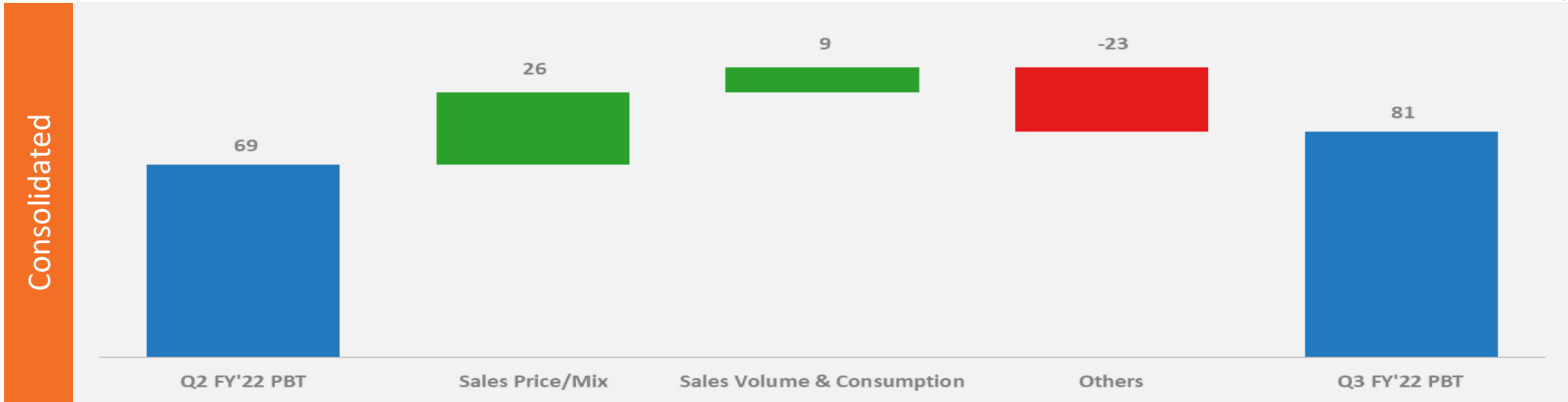


PBT Bridge – Nine months Y-o-Y



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

PBT Bridge - Q-o-Q



4

Annexures



Profit and Loss Statement Summary - Consolidated

	Q3FY22	Q3FY21	Y-o-Y Change	Q2FY22	Q-o-Q Change	9MFY22	9MFY21	Y-o-Y Change
Revenue from Operations	712.2	549.8	29.5%	594.1	19.9%	1,921.5	1,444.4	33.0%
EBITDA	109.3	75.7	44.5%	99.0	10.4%	306.0	199.4	53.5%
<i>EBITDA Margin (%)</i>	<i>15.3%</i>	<i>13.8%</i>	<i>159bps</i>	<i>16.7%</i>	<i>-132bps</i>	<i>15.9%</i>	<i>13.8%</i>	<i>212bps</i>
Depreciation	17.4	17.2	1.2%	17.5	-0.3%	52.5	51.1	2.7%
Finance Costs	11.3	13.0	-13.0%	12.2	-7.2%	35.2	43.3	-18.7%
PBT	80.5	45.4	77.4%	69.3	16.2%	218.3	104.9	108.1%
<i>PBT Margin (%)</i>	<i>11.3%</i>	<i>8.3%</i>	<i>305bps</i>	<i>11.7%</i>	<i>-36bps</i>	<i>11.4%</i>	<i>7.3%</i>	<i>410bps</i>
Current/Deferred Tax	16.1	10.1	60.3%	12.6	28.2%	41.1	23.1	77.5%
Share of profit /(loss) of joint ventures	2.7	2.1	31.2%	0.9	209.2%	5.5	1.8	201.1%
Profit After Tax	67.1	37.4	79.5%	57.6	16.5%	182.7	83.6	118.5%
Basic EPS (in INR)	2.20	1.23	78.9%	1.89	16.4%	5.99	2.68	123.5%

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

Profit and Loss Statement Summary - Standalone

	Q3FY22	Q3FY21	Y-o-Y Change	Q2FY22	Q-o-Q Change	9MFY22	9MFY21	Y-o-Y Change
Revenue from Operations	471.5	364.8	29.2%	421.2	11.9%	1295.4	905.1	43.1%
EBITDA	72.5	51.5	40.8%	70.0	3.6%	206.7	130.7	58.1%
<i>EBITDA Margin (%)</i>	<i>15.4%</i>	<i>14.1%</i>	<i>126bps</i>	<i>16.6%</i>	<i>-123bps</i>	<i>16.0%</i>	<i>14.4%</i>	<i>152bps</i>
Depreciation	7.8	8.0	-1.5%	8.0	-1.5%	23.7	23.1	2.5%
Finance Costs	8.1	10.4	-22.6%	9.3	-13.1%	26.2	33.7	-22.1%
PBT	56.6	33.1	70.9%	52.8	7.3%	156.8	73.9	112.1%
<i>PBT Margin (%)</i>	<i>12.0%</i>	<i>9.1%</i>	<i>293bps</i>	<i>12.5%</i>	<i>-52bps</i>	<i>12.1%</i>	<i>8.2%</i>	<i>394bps</i>
Current/Deferred Tax	14.6	8.8	66.3%	10.7	36.4%	38.2	19.5	95.8%
Profit After Tax	42.0	24.4	72.5%	42.1	-0.1%	118.6	54.4	117.9%
Basic EPS (in INR)	1.38	0.80	72.5%	1.38	0.0%	3.89	1.79	117.3%

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

Thank You

USHA MARTIN LIMITED

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