



usha martin[®]

Usha Martin Limited

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Date: 11th February 2023

The Manager
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: Earnings 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 “Q3 & 9M FY23 Earnings Presentation”.

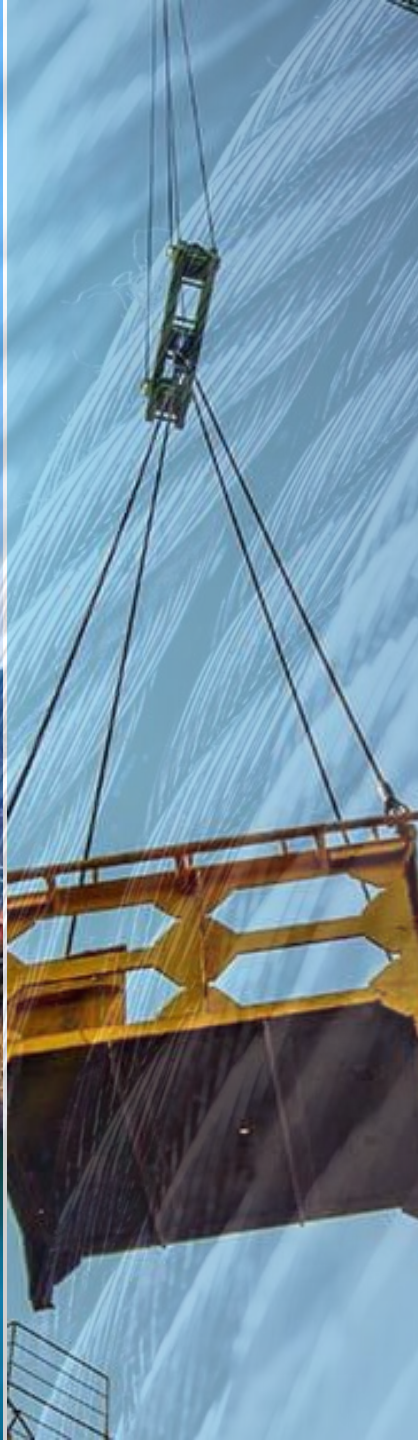
The presentation is also being hosted on the website of the Company i.e. www.ushamartin.com

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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***Specialty Wire Rope
Solutions Provider***

**Q3 & 9M FY23
Earnings Presentation**

February 11, 2023

Disclaimer

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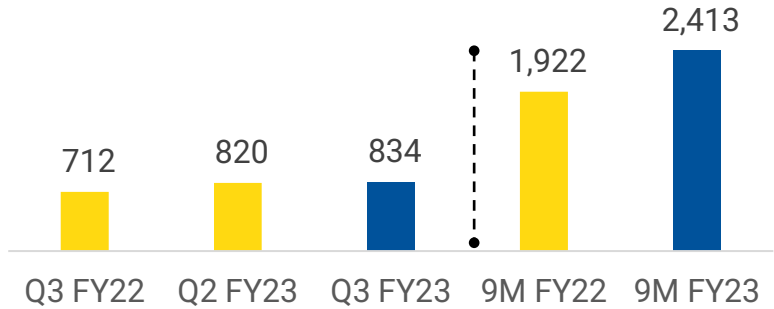
Q3 & 9M FY23
Results Overview

Key Financial Highlights – Consolidated Q3 & 9M FY23



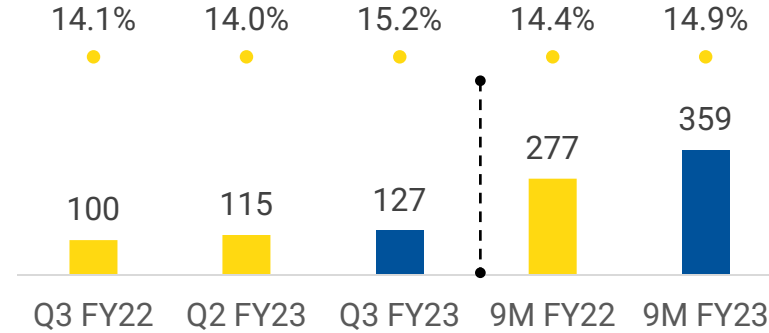
In Rs. crore

Net Revenue from operations



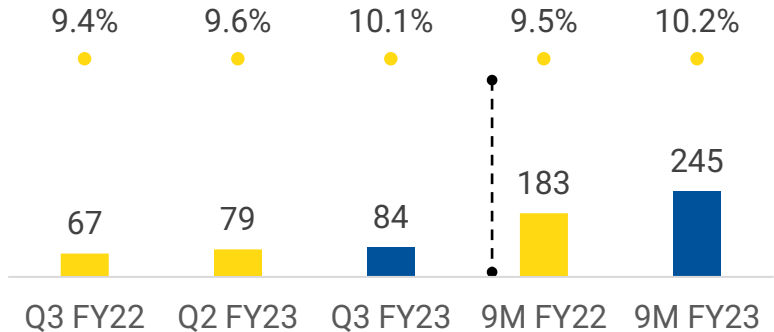
Shift (%)	QoQ: 1.6% ↑	YoY: 17.1% ↑	25.6% ↑
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EBITDA¹ & Margins



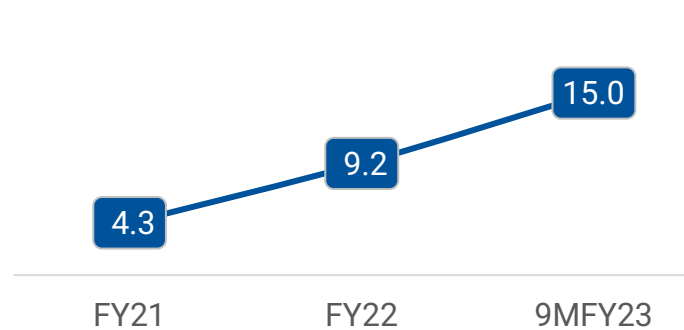
Shift (%)	QoQ: 10.4% ↑	YoY: 26.5% ↑	29.7% ↑
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PAT & Margins

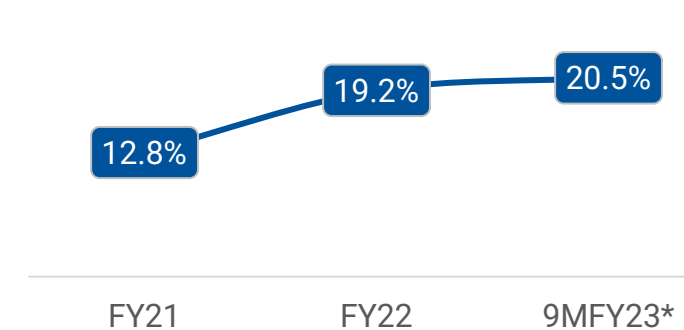


Shift (%)	QoQ: 6.4% ↑	YoY: 25.3% ↑	34.2% ↑
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Interest Coverage Ratio (x)



Return on Capital Employed

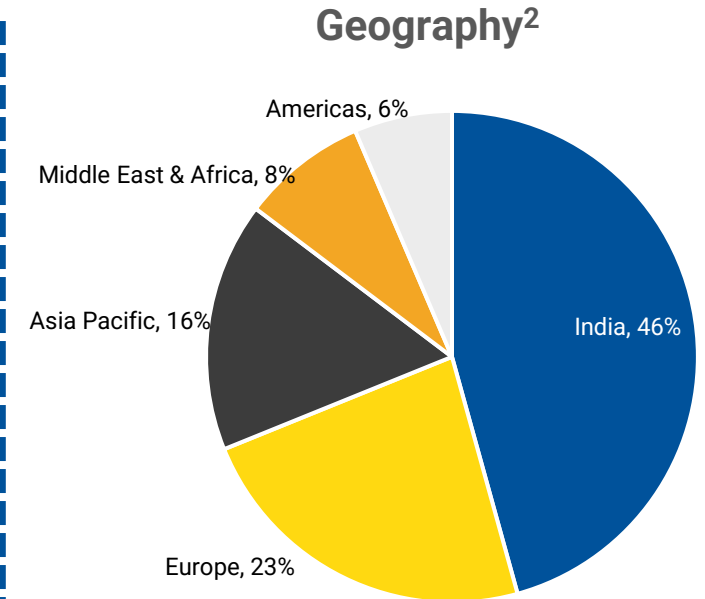
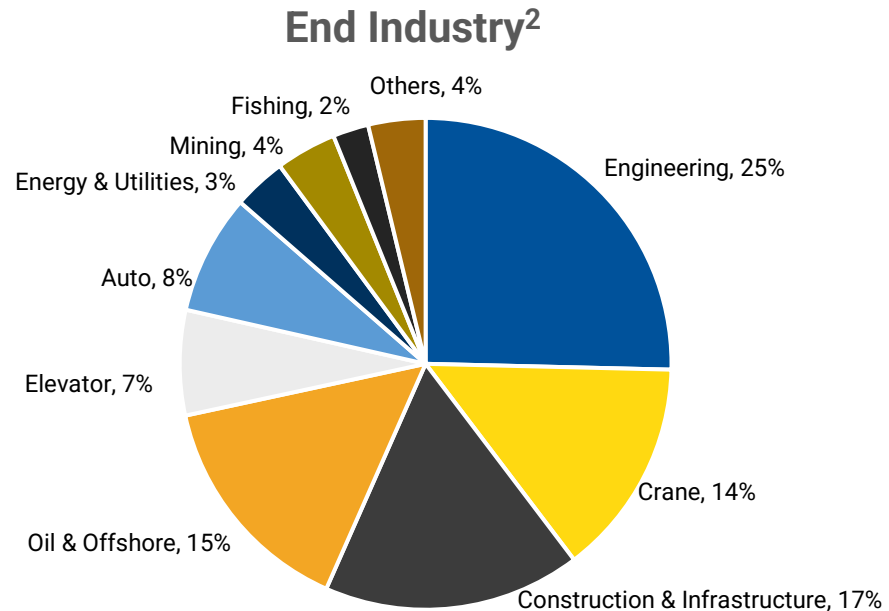
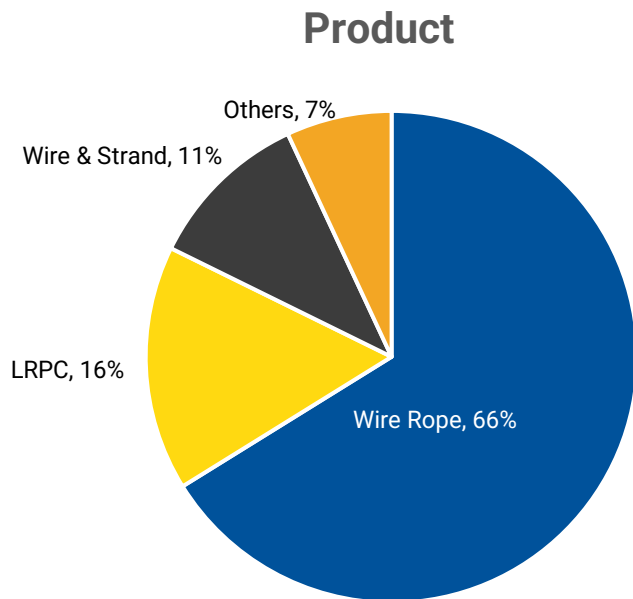


Note 1: EBITDA calculated without other income

* Annualized

Diversified presence across geographies and segments

Revenue Segmentation¹



- Share of Wire rope increased to 66% in 9M FY23 vs. 61% in FY22
- Share of Value-added segments (crane, oil & offshore, elevator, mining) rose to 40% in 9M FY23 from 34% in FY22
- Share of International business stood higher at 54% in 9M FY23 as against 51% in FY22

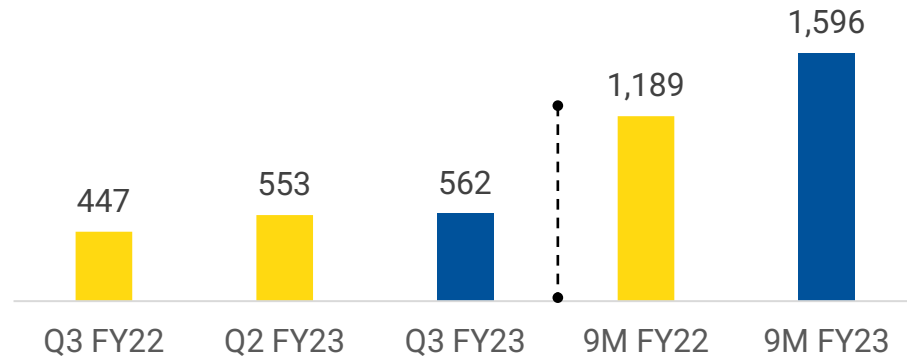
Note 1: 9M FY23 figures

Note 2: For all business segments

Segmental Revenue Overview

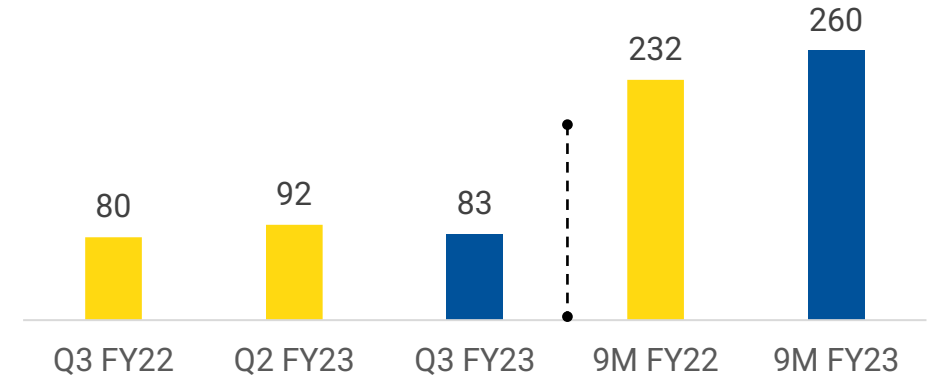
In Rs. crore

Wire Rope



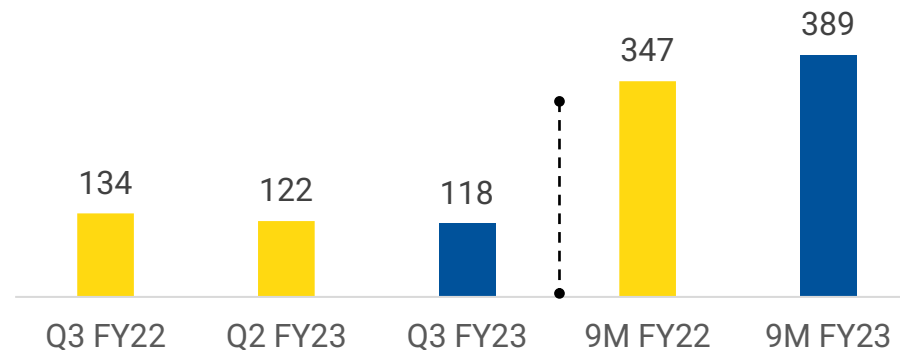
Shift (%)	QoQ: 1.5% ↑	YoY: 25.8% ↑	34.3% ↑
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Wire & Strand



Shift (%)	QoQ: (9.3%) ↓	YoY: 3.6% ↑	12.3% ↑
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LRPC



Shift (%)	QoQ: (2.8%) ↓	YoY: (11.5%) ↓	11.9% ↑
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Discussion on Financial and Operational Performance

Net Revenues

- Revenue from operations increased by 17.1% Y-o-Y in Q3FY23 to Rs. 833.6 crore
 - The Company reported an increase in revenues on account of better realizations despite registering a 1.6% Y-o-Y decline in volumes
 - Focus on value-added and solutions-based offerings supported increase in realizations
 - Witnessed positive demand for certain value-added offerings in Europe during the period

EBITDA

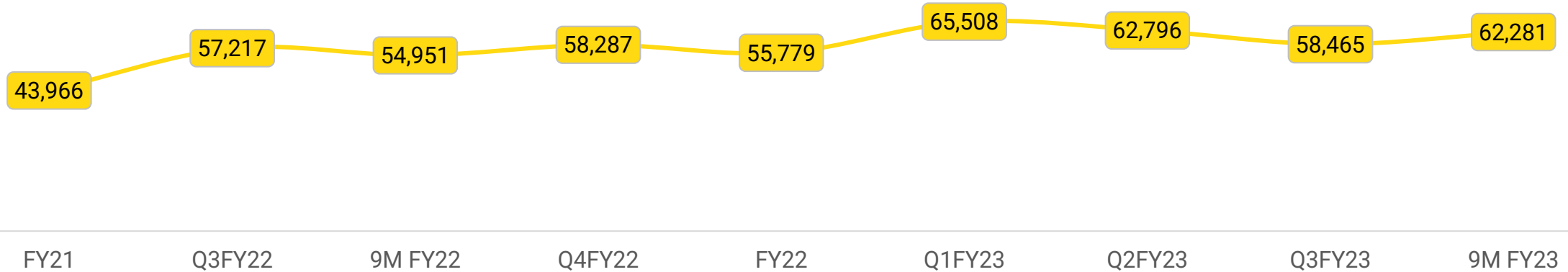
- In Q3FY23, EBITDA stood at Rs. 131.4 crore as against Rs. 109.3 crore, increasing 20.2% on a Y-o-Y basis
 - EBITDA margin for the quarter was 15.8% vs. 15.3% Y-o-Y
 - Steel and Coal costs registered a Y-o-Y increase of 2% and 28% respectively
 - Robust pass-on mechanism enabled the Company to effectively manage its margins

PAT

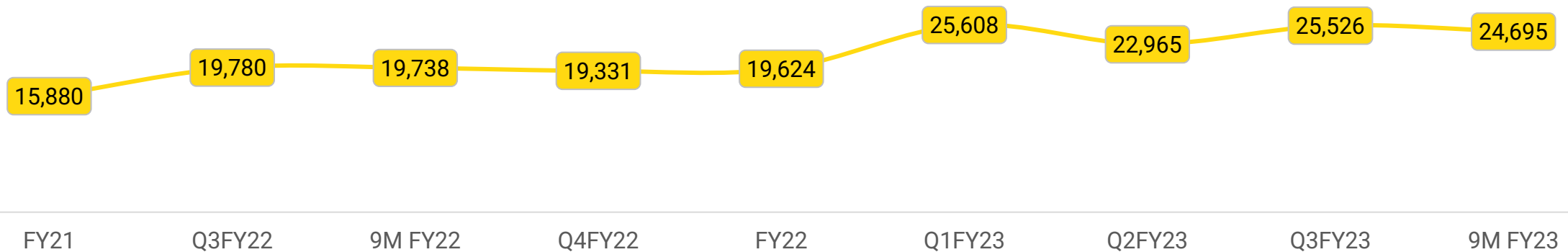
- In Q3FY23, PAT stood at Rs. 84.1 crore as against Rs. 67.1 crore, up 25.3% on a Y-o-Y basis
 - Interest cost registered a 32.6% Y-o-Y decrease
 - Sustained efforts to improve product portfolio, increased share of solution sales and other strategic initiatives largely enabled the Company to maintain profitability during the period
- Basic EPS stood Rs. 2.76 for the quarter as against Rs. 2.20 Y-o-Y

Successfully Managing Raw-Material Volatility

Steel Price¹ (Rs. per tonne)



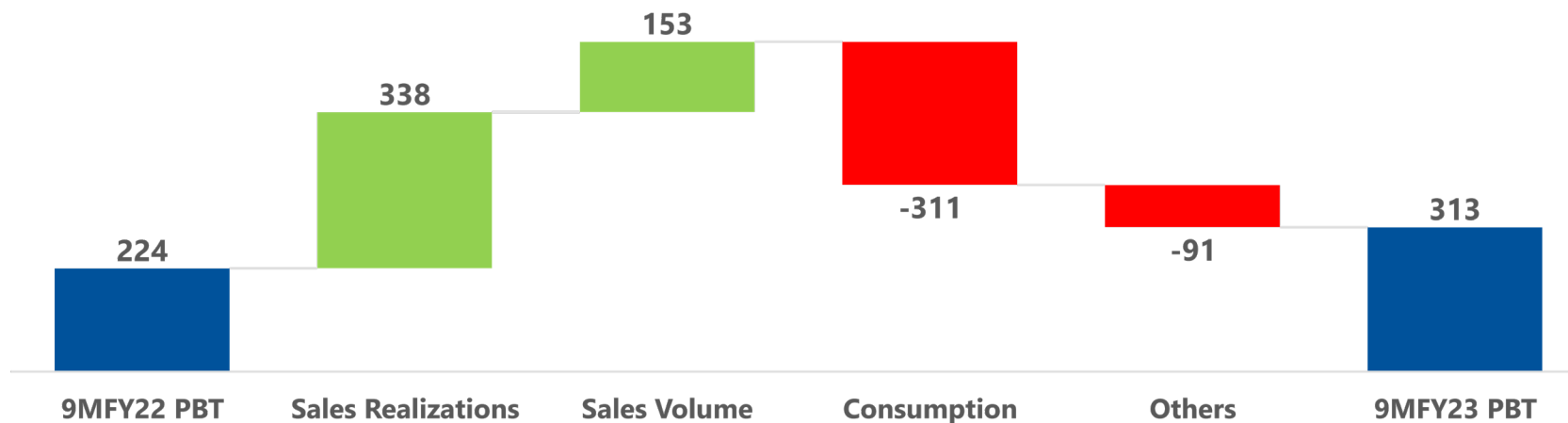
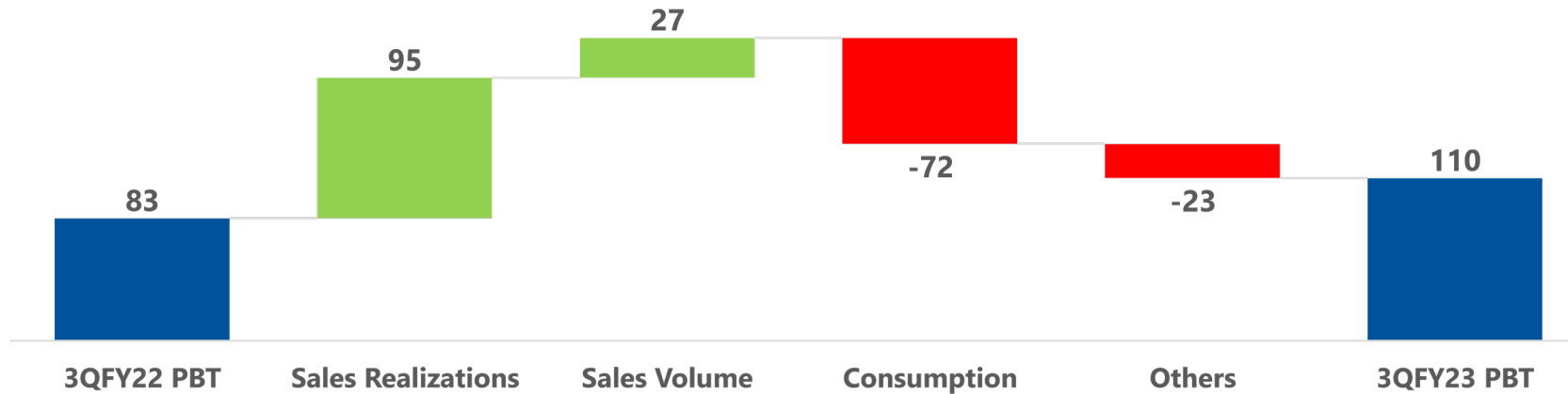
EBITDA/tonne² (Rs.)



Note 1: Average consumption rate of the Company for the mentioned period

Note 2: EBITDA calculated without other income & excluding UM Cables

PBT Bridge: Q3 & 9M FY23



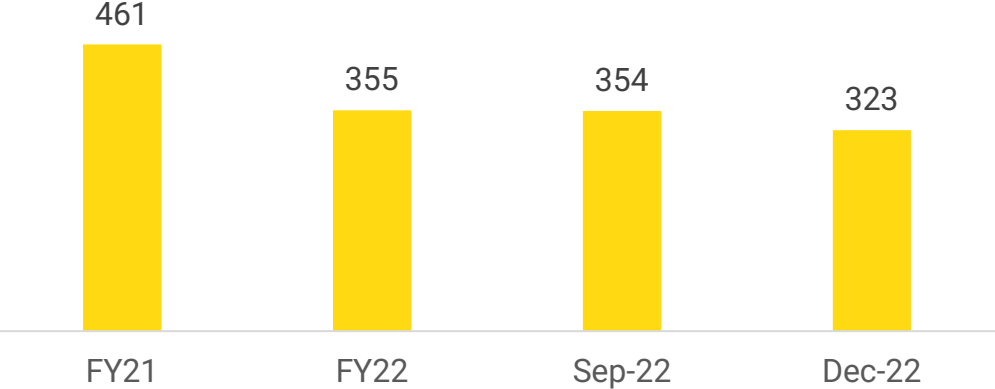
- **Sales Realizations:** Improvement in product portfolio and higher realizations from solution sales in Europe contributed to overall improvement
- **Sales Volume:** Higher wire rope sales assisted sales volumes performance
- **Consumption:** Increase in steel prices led to higher consumption
- **Others:** Registered an increase largely due to higher energy and selling costs

Balance Sheet remains significantly de-risked

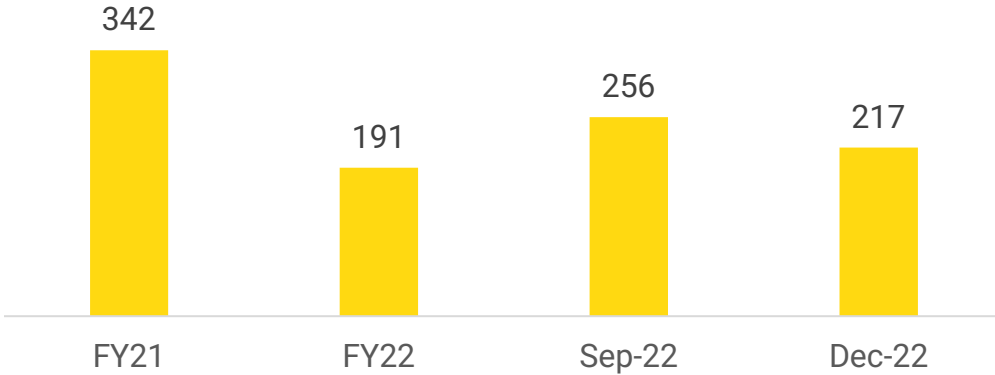


In Rs. crore

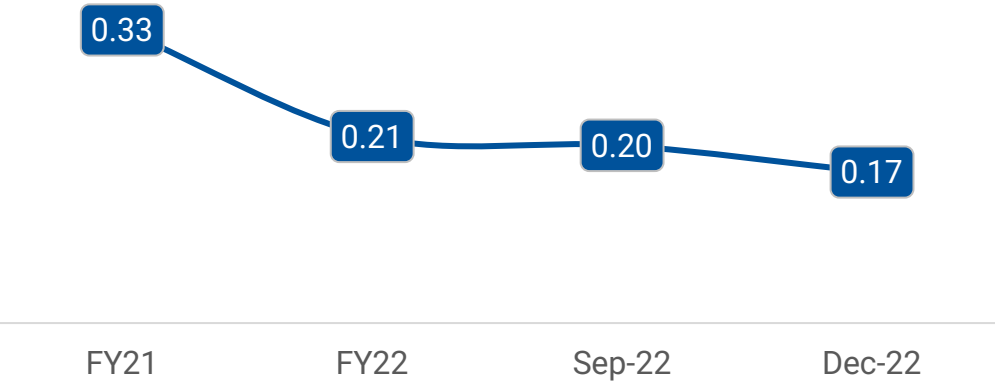
Gross Debt



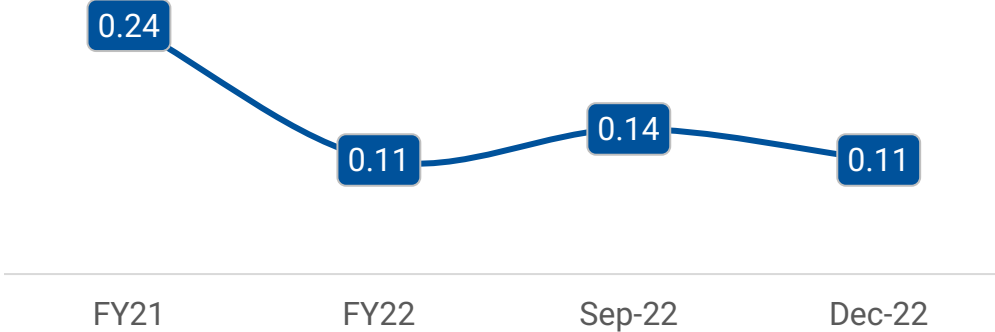
Net Debt



Gross Debt to Equity (x)



Net Debt to Equity (x)



NWC Turnover reduction through active rationalization of inventory



Continuous focus on optimizing working capital to reduce cash conversion cycle over the next few quarters

Current Ratio (x)



Dec-21 Mar-22 Sep-22 Dec-22

Net Working Capital (Rs. Crore)



Dec-21 Mar-22 Sep-22 Dec-22

Net Working Capital to Turnover (LTM, %)



Dec-21 Mar-22 Sep-22 Dec-22



Annexure

Abridged Consolidated P&L Statement



In Rs. crore

	3QFY23	3QFY22	Y-o-Y Change (%)	2QFY23	Q-o-Q Change (%)	9MFY23	9MFY22	Y-o-Y Change (%)
Revenue from Operations	833.6	712.2	17.1%	820.2	1.6%	2,412.5	1,921.5	25.6%
Operating EBITDA	127.0	100.4	26.5%	115.0	10.4%	359.4	277.0	29.7%
Operating EBITDA Margin (%)	15.2%	14.1%	113bps	14.0%	121bps	14.9%	14.4%	48bps
Operating EBITDA / ton [^]	25,526	19,780	29.1%	22,965	11.2%	24,695	19,738	25.1%
Other Income	4.4	8.9	-50.4%	5.6	-21.6%	16.7	29.1	-42.4%
EBITDA	131.4	109.3	20.2%	120.6	8.9%	376.1	306.0	22.9%
EBITDA Margin (%)	15.8%	15.3%	50bps	14.7%	105bps	15.6%	15.9%	-30bps
Depreciation	17.0	17.4	-2.5%	16.8	1.5%	50.3	52.5	-4.1%
Finance Costs	7.6	11.3	-32.6%	7.5	1.7%	22.3	35.2	-36.7%
Share of profit(-) /loss(+) of joint ventures	-2.9	-2.7	-7.4%	-3.8	24.7%	-9.7	-5.5	-77.6%
PBT	109.6	83.2	31.8%	100.2	9.4%	313.1	223.8	39.9%
PBT Margin (%)	13.2%	11.7%	147bps	12.2%	93bps	13.0%	11.6%	133bps
Tax	25.6	16.1	58.6%	21.2	20.6%	67.9	41.1	65.3%
PAT	84.1	67.1	25.3%	79.0	6.4%	245.3	182.7	34.2%
PAT Margin (%)	10.1%	9.4%	66bps	9.6%	45bps	10.2%	9.5%	66bps
Basic EPS (in INR)	2.76*	2.20*	25.3%	2.59*	6.4%	8.05*	5.99*	34.4%

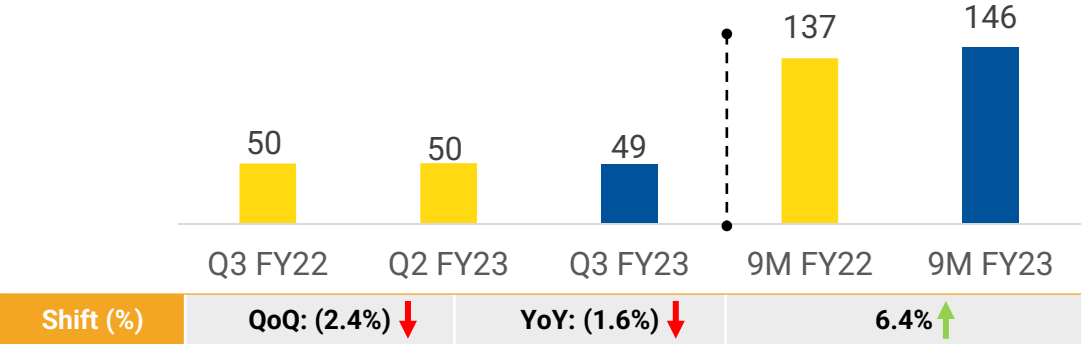
[^] Excluding UM Cables

*EPS is not annualized

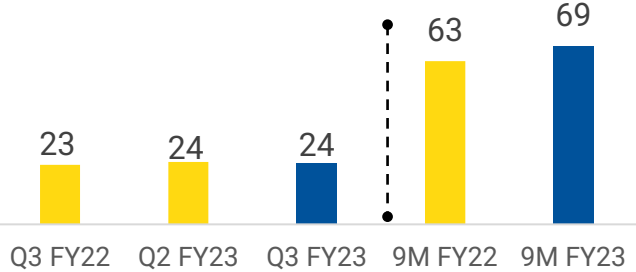
Key Operational Update – Consolidated Q3 & 9M FY23



Sales Volumes¹ ('000 MT)

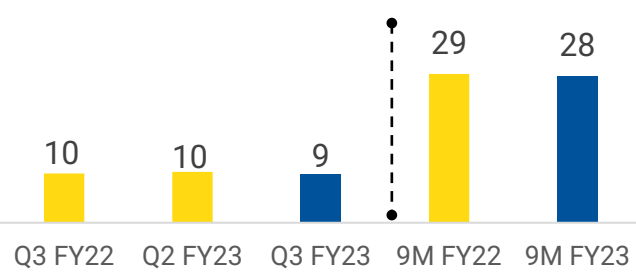


Wire Rope Sales Volumes ('000 MT)



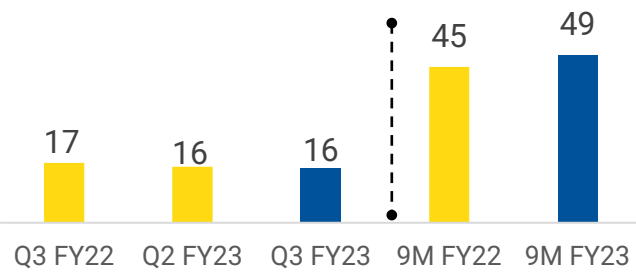
Shift (%)	QoQ	YoY	9M
	(1.4%) ↓	3.6% ↑	9.3% ↑

Wire & Strand Sales Volumes ('000 MT)



Shift (%)	QoQ	YoY	9M
	(4.4%) ↓	(0.7%) ↓	(1.7%) ↓

LRPC Sales Volumes ('000 MT)



Shift (%)	QoQ	YoY	9M
	(2.1%) ↓	(8.7%) ↓	7.7% ↑

Note 1: For all business segments

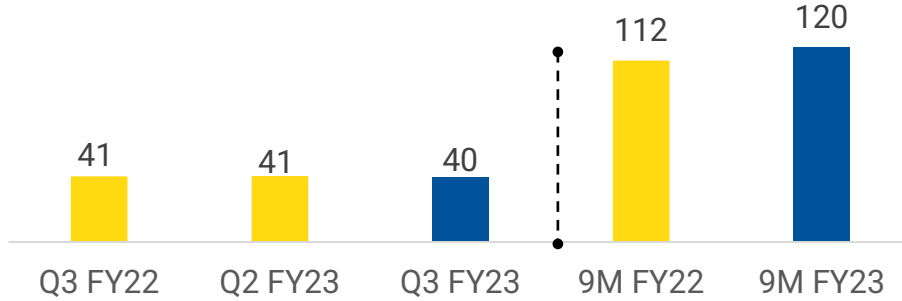
Abridged Standalone P&L Statement

In Rs. crore

	3QFY23	3QFY22	Y-o-Y Change (%)	2QFY23	Q-o-Q Change (%)	9MFY23	9MFY22	Y-o-Y Change (%)
Revenue from Operations	496.1	471.5	5.2%	518.8	-4.4%	1,530.5	1,295.4	18.2%
Operating EBITDA	75.8	63.9	18.7%	68.0	11.4%	214.5	178.9	19.9%
Operating EBITDA Margin (%)	15.3%	13.5%	174bps	13.1%	217bps	14.0%	13.8%	21bps
Operating EBITDA / ton	19,027	15,769	20.7%	16,665	14.2%	17,864	15,933	12.1%
Other Income	3.9	8.7	-55.1%	3.7	6.6%	19.0	27.8	-31.7%
EBITDA	79.7	72.5	9.9%	71.7	11.2%	233.5	206.7	13.0%
EBITDA Margin (%)	16.1%	15.4%	68bps	13.8%	225bps	15.3%	16.0%	-70bps
Depreciation	6.5	7.9	-16.8%	6.8	-3.7%	20.0	23.7	-15.7%
Finance Costs	3.4	8.1	-57.4%	3.8	-10.2%	11.3	26.2	-56.8%
PBT	69.7	56.6	23.2%	61.1	14.2%	202.2	156.7	29.0%
PBT Margin (%)	14.1%	12.0%	205bps	11.8%	228bps	13.2%	12.1%	111bps
Tax	17.8	14.6	22.2%	16.0	11.6%	51.6	38.2	35.2%
PAT	51.9	42.0	23.5%	45.1	15.1%	150.6	118.6	27.0%
PAT Margin (%)	10.5%	8.9%	155bps	8.7%	177bps	9.8%	9.2%	69bps
Basic EPS (in INR)	1.70*	1.38*	23.5%	1.48*	15.1%	4.94*	3.89*	27.0%

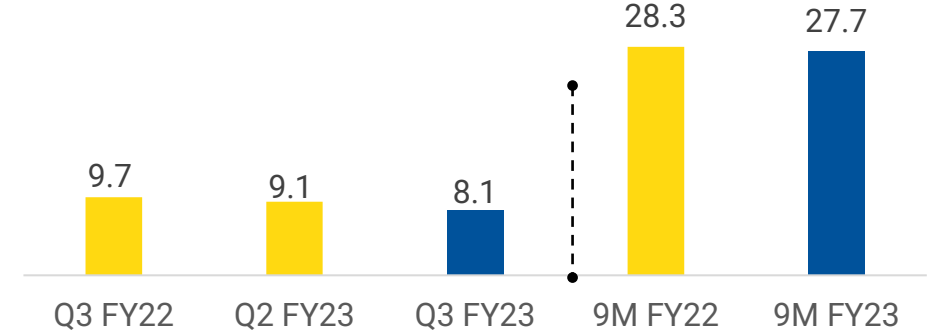
Key Operational Update – Standalone Q3 & 9M FY23

Sales Volumes¹ ('000 MT)



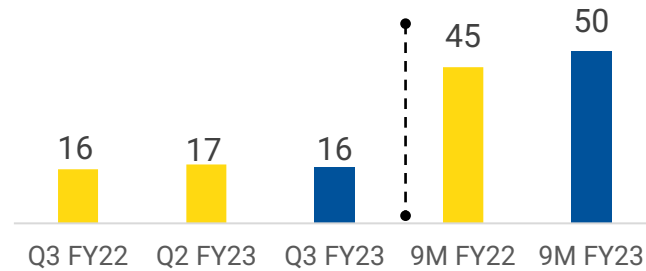
Shift (%)	QoQ: (2.4%) ↓	YoY: (1.6%) ↓	6.4% ↑
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Export Volumes¹ ('000 MT)



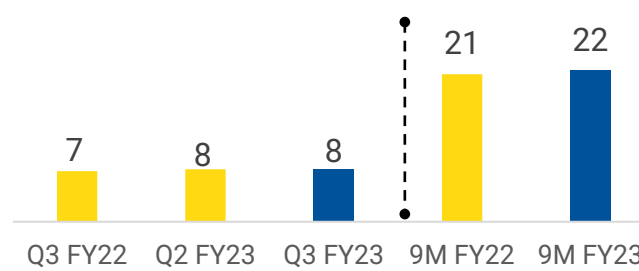
Shift (%)	QoQ: (11.4%) ↓	YoY: (16.4%) ↓	(2.0%) ↓
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Wire Rope Sales Volumes ('000 MT)



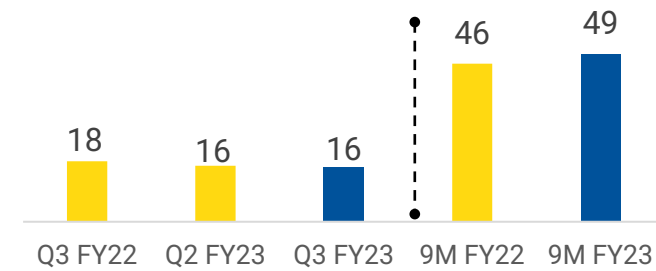
Shift (%)	QoQ: (3.7%) ↓	YoY: 3.6% ↑	9.3% ↑
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Wire & Strand Sales Volumes ('000 MT)



Shift (%)	QoQ: 0.5% ↑	YoY: 4.5% ↑	2.5% ↑
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LRPC Sales Volumes ('000 MT)



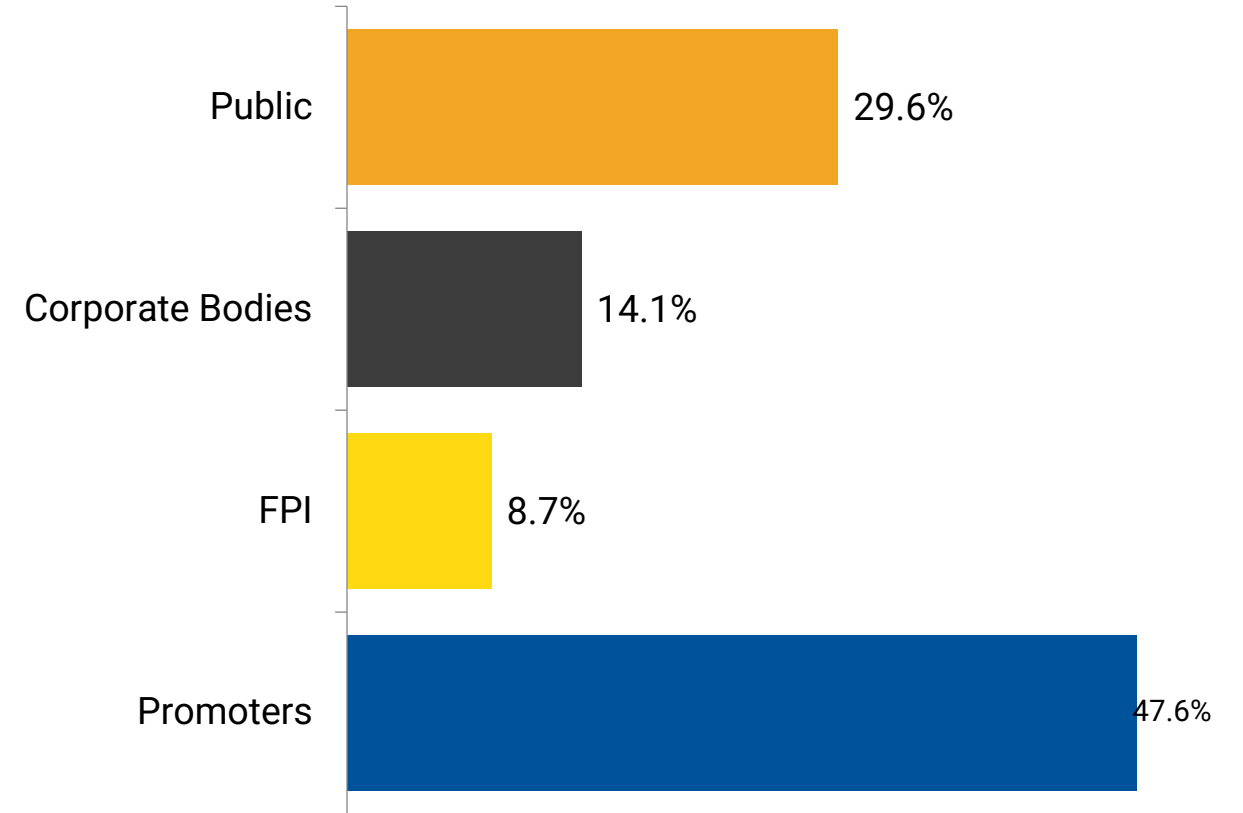
Shift (%)	QoQ: (2.4%) ↓	YoY: (9.7%) ↓	6.1% ↑
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Note 1: For all business segments

Market snapshot

Key Market Statistics	As on 31 st Dec. 2022
BSE/NSE Ticker	517146 / USHAMART
CMP (Rs)	171.2
Market Cap (Rs Crore)	5,248
Number of outstanding shares (Crore)	30.47
Face Value	1.00
52-week High / Low (Rs)	177.6 / 84.2

Shareholding pattern as on 31st Dec. 2022



Contact us

About Us:

Established in the year 1960, Usha Martin is a leading global and India's No. 1 specialty steel wire rope solutions provider. The Company is also engaged in the manufacturing of high-quality wires, low relaxation prestressed concrete steel strand (LRPC), bespoke end-fittings, accessories and related services.

Usha Martin's wire rope manufacturing facilities in Ranchi, Hoshiarpur, Dubai, Bangkok and UK produce the widest range of wire ropes that find application in various industries across the world. All of the company's facilities are equipped with the latest state-of-the-art high-capacity machines to manufacture world-class products.

Usha Martin's global R&D center located in Italy is actively engaged in designing of wire ropes and uses proprietary design software to develop products that are the best in class. The Company also has a comprehensive R&D facility in its manufacturing unit at Ranchi, India. Usha Martin has an extensive and dedicated network of distribution centers located across the globe.

Corporate Identification No: L31400WB1986PLC091621

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Mr. Anirban Sanyal (Chief Financial Officer)

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Thank You

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