



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



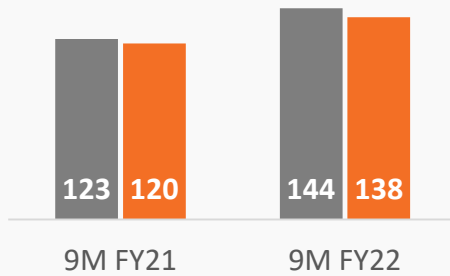
Continued focus on value added products to generate maximum contribution

# Strong profitability despite supply chain disruptions...

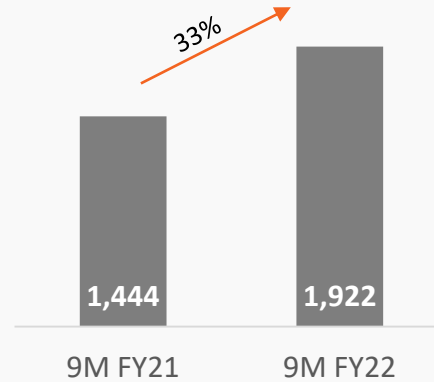
Consolidated – Nine months

## Volumes (in '000 tons)

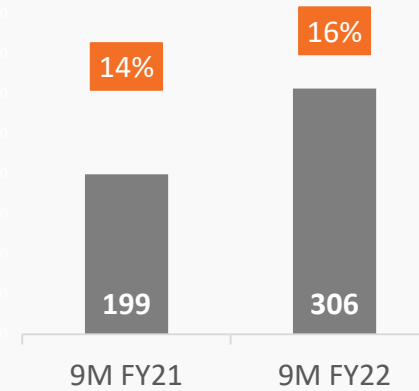
■ Production ■ Delivery



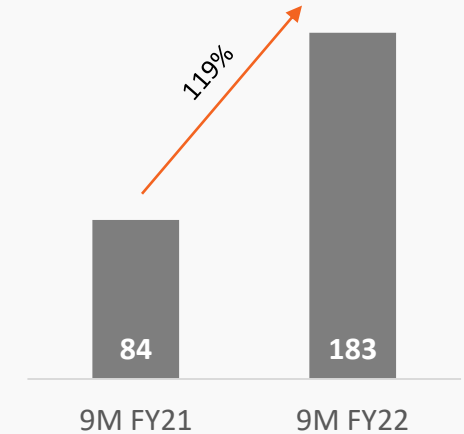
## Revenue



## EBITDA & EBITDA Margin (%)



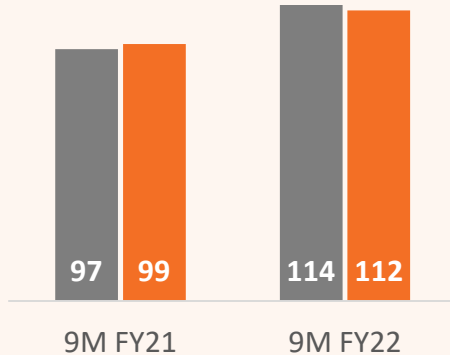
## PAT



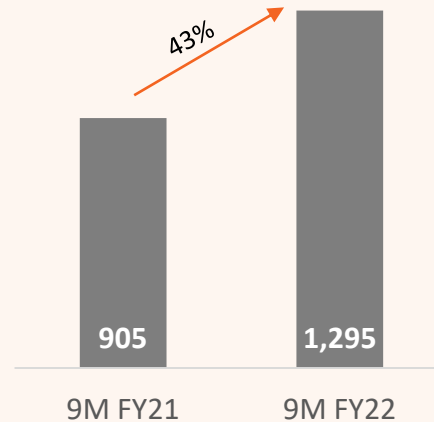
Standalone – Nine months

## Volumes (in '000 tons)

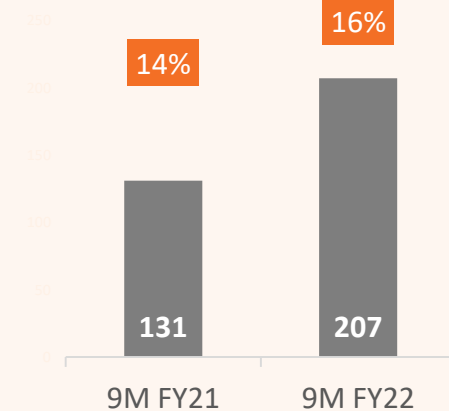
■ Production ■ Delivery



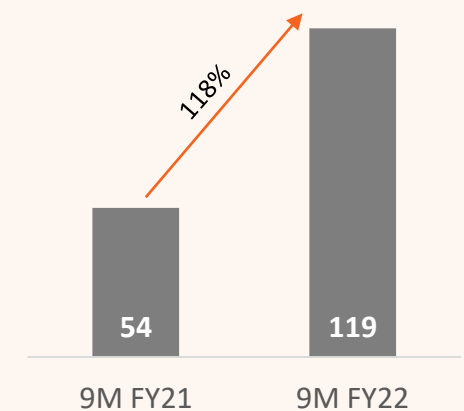
## Revenue



## EBITDA & EBITDA Margin (%)



## PAT



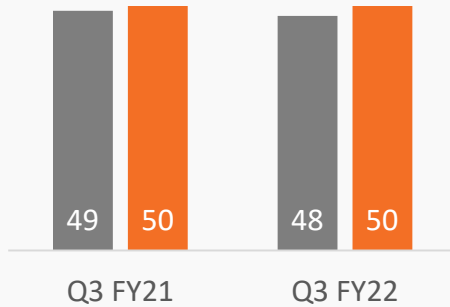
EBITDA is adjusted for profit/(loss) from discontinued business

# ...Strong profitability despite supply chain disruptions

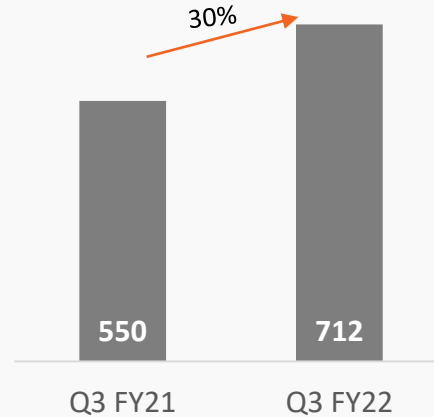
## Consolidated – Quarterly

### Volumes (in '000 tons)

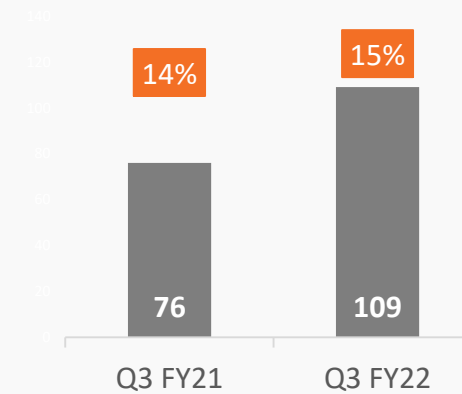
■ Production ■ Delivery



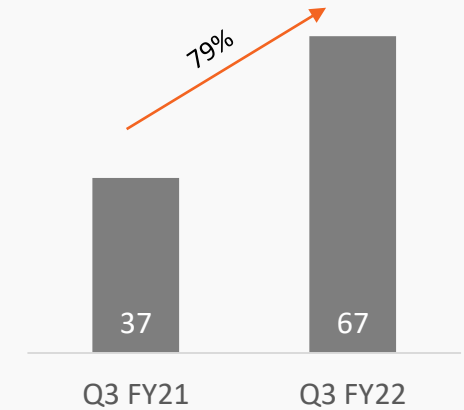
### Revenue



### EBITDA & EBITDA Margin (%)



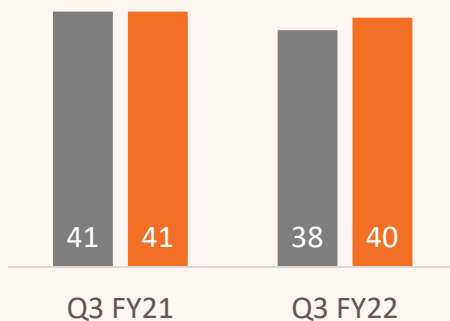
### PAT



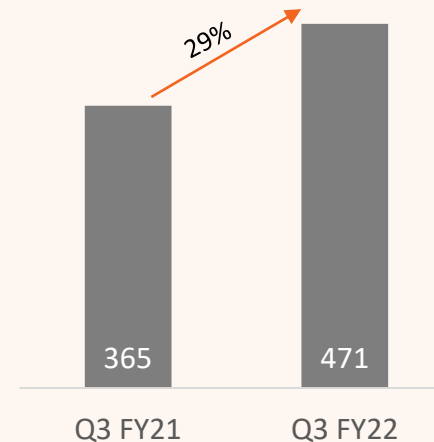
## Standalone – Quarterly

### Volumes (in '000 tons)

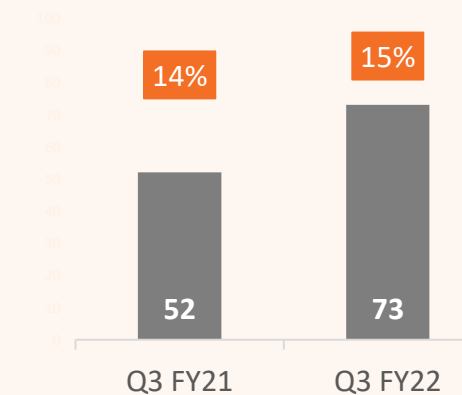
■ Production ■ Delivery



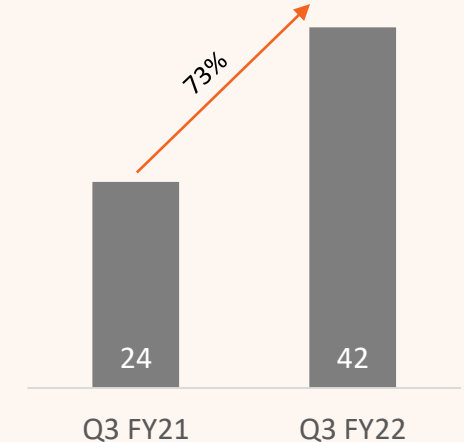
### Revenue



### EBITDA & EBITDA Margin (%)



### PAT



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



# 2

## Operating Performance



# Volumes – Nine months Consolidated

## Production

## Delivery

Figures in '000 tons

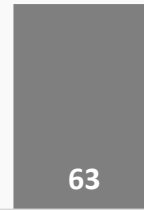
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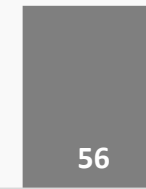
9M FY'22



9M FY'21

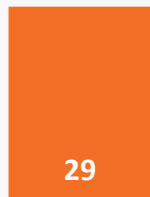


9M FY'22



9M FY'21

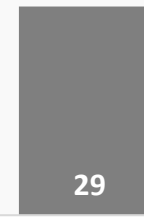
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9M FY'22



9M FY'21



9M FY'22

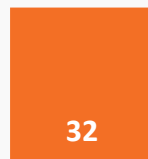


9M FY'21

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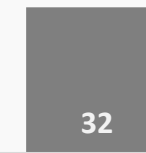
9M FY'22



9M FY'21



9M FY'22



9M FY'21

Deliveries are excluding Inter-Company deliveries



# Volumes – Nine months Standalone

## Production

## Delivery

Figures in '000 tons

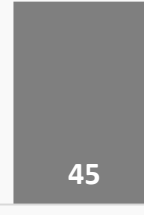
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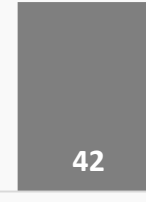
9M FY'22



9M FY'21



9M FY'22



9M FY'21

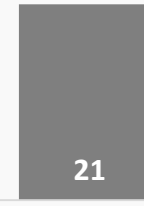
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9M FY'22



9M FY'21



9M FY'22

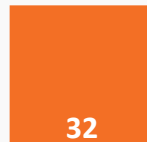


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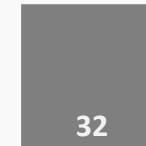
9M FY'22



9M FY'21



9M FY'22



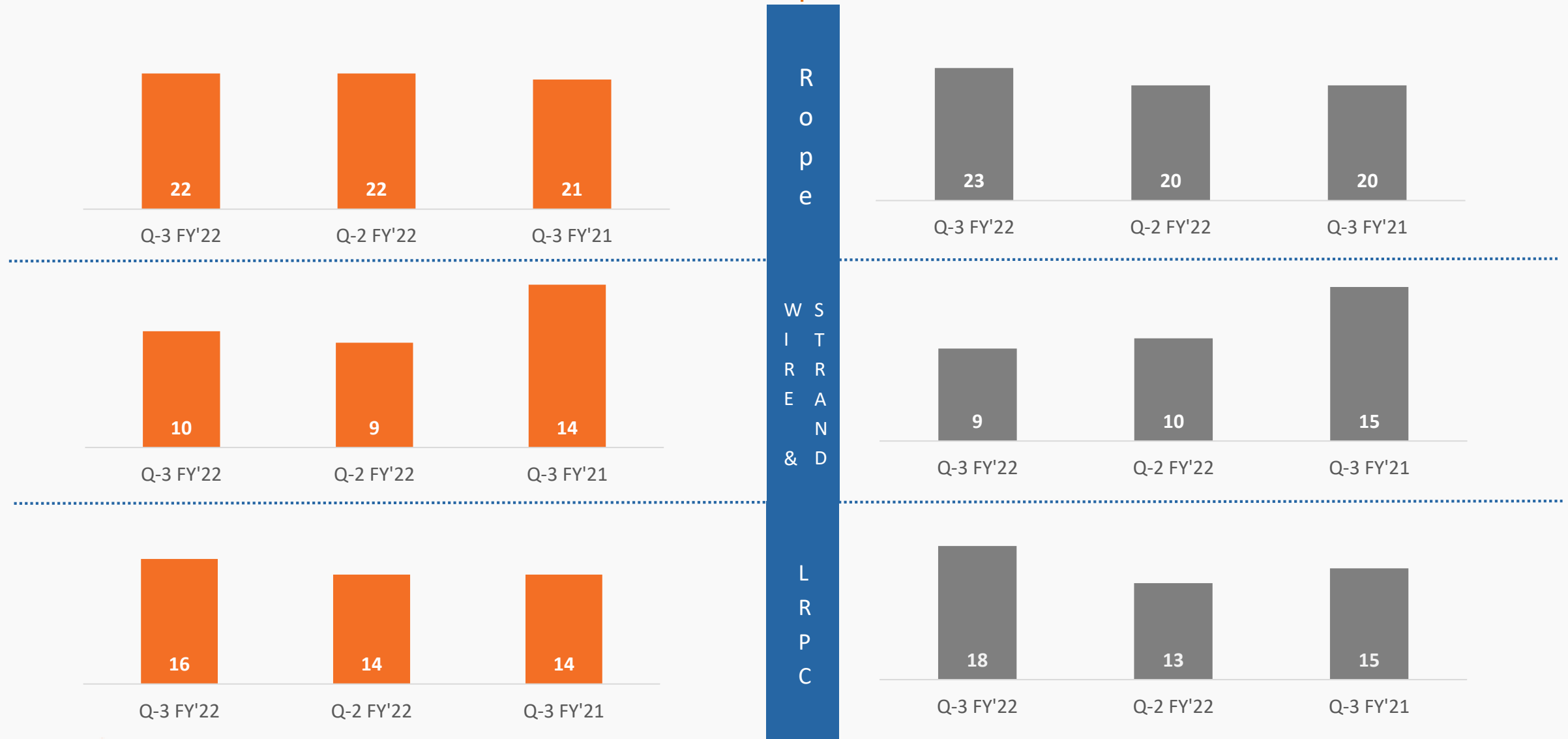
9M FY'21

# Volumes – Quarterly Consolidated

## Production

## Delivery

Figures in '000 tons



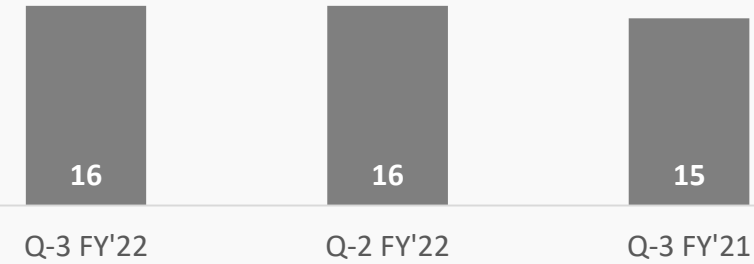
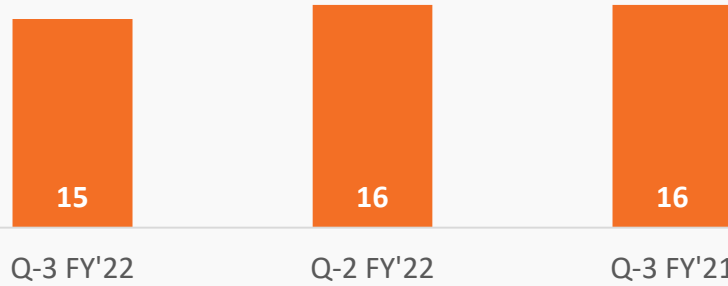
# Volumes – Quarterly Standalone

## Production

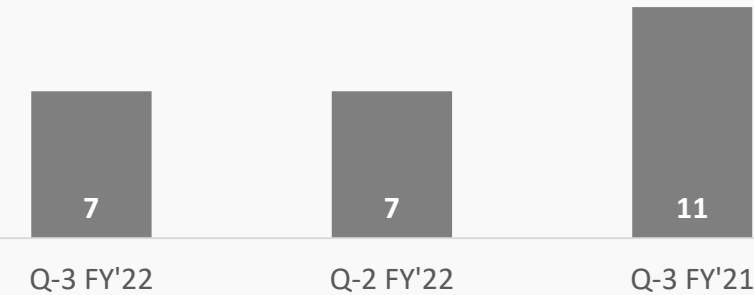
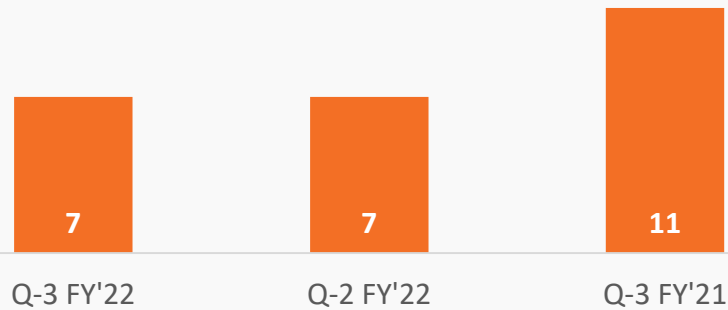
## Delivery

Figures in '000 tons

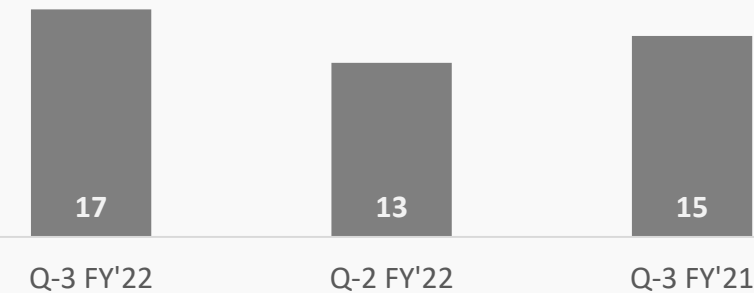
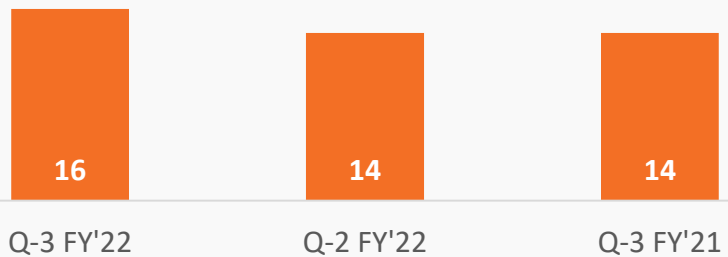
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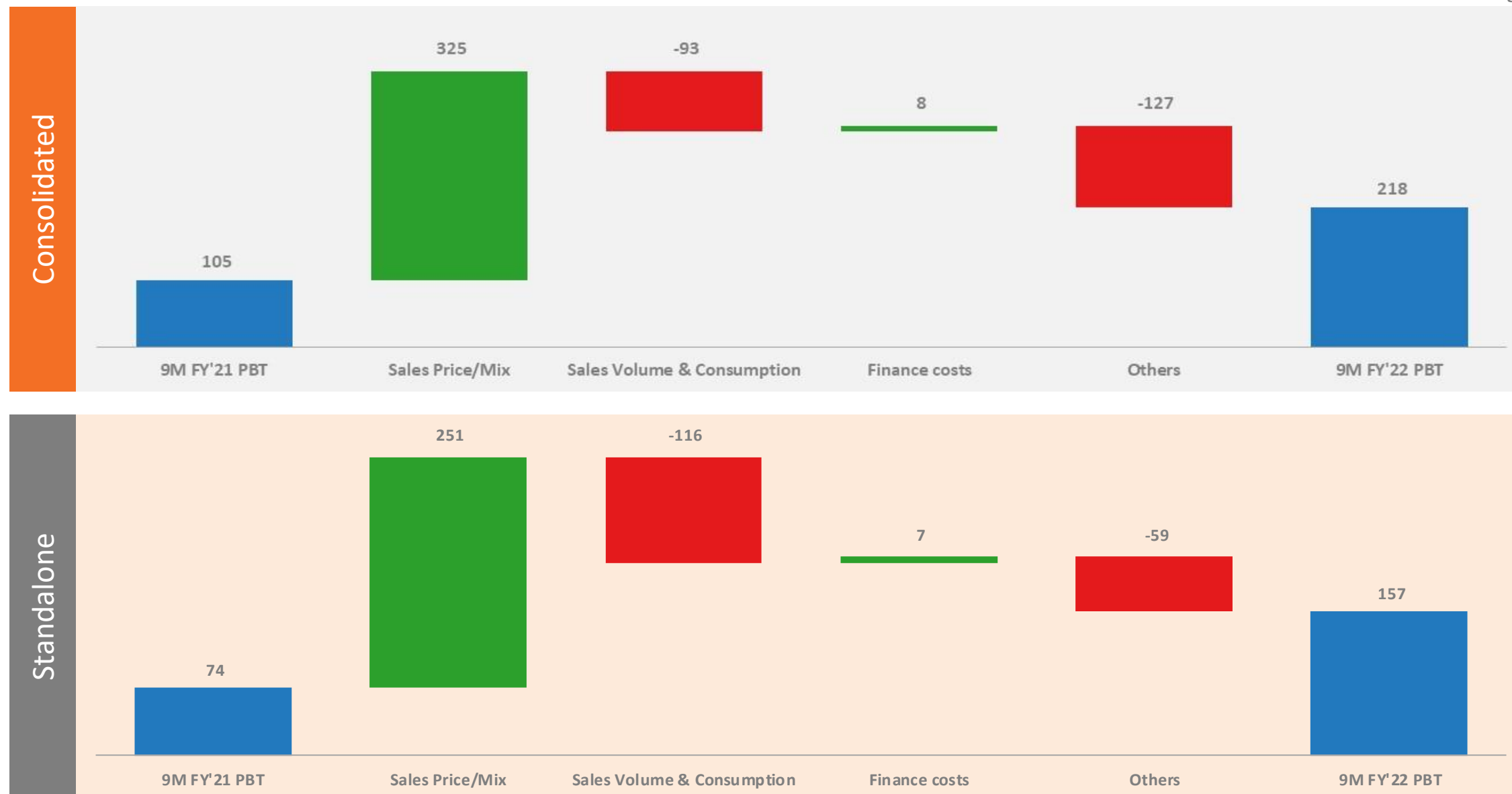
# 3

## Financial Performance



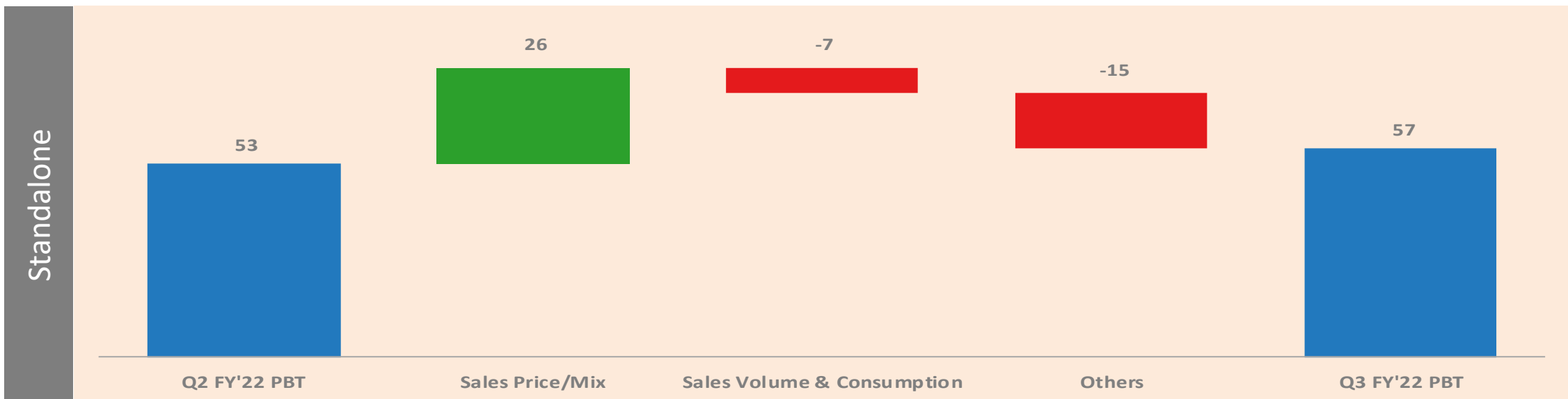
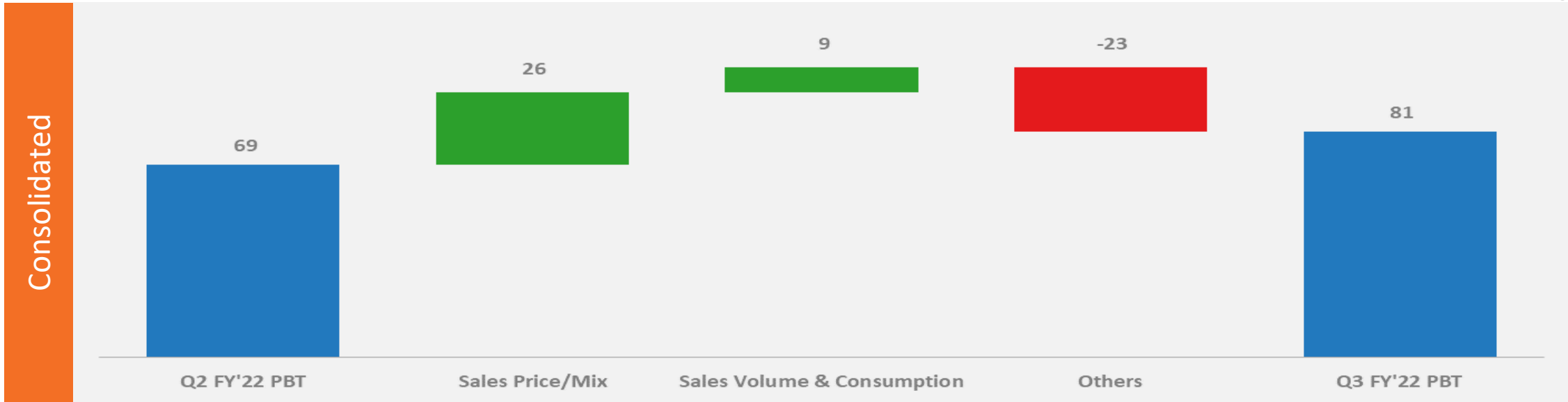


# PBT Bridge – Nine months Y-o-Y



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

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)

