

# USHA MARTIN LIMITED

Registered Office : 2A, Shakespeare Sarani, Kolkata - 700 071

Unaudited Financial Results for the quarter and nine months ended  
31st December, 2007 on Standalone basis

Segment wise Revenue, Results and Capital Employed  
on Standalone basis

Particulars	(Rs. in Crores)				
	Quarter ended		Nine months ended		Previous Year ended
	31st December, 2007	31st December, 2006	31st December, 2007	31st December, 2006	31st March, 2007 ( Audited )
1. Gross Sales / Income from Operations	448.69	392.52	1,303.64	1,123.66	1,573.74
2. Less : Excise Duty	46.04	41.13	140.81	116.92	165.14
3. Net Sales / Income from Operations ( 1-2 )	402.65	351.39	1,162.83	1,006.74	1,408.60
4. Other Income	1.65	1.22	9.24	12.45	14.33
5. Total Income ( 3+4 )	404.30	352.61	1,172.07	1,019.19	1,422.93
6. Expenditure					
a. (Increase) / decrease in Stock-in-Trade and Work-in-Progress	(44.93)	(30.10)	(50.43)	(55.41)	(46.18)
b. Consumption of Raw Materials	203.74	156.14	537.22	433.32	603.93
c. Purchase of Traded Goods	0.59	0.35	1.46	0.91	1.53
d. Power and Fuel	40.94	36.39	112.44	109.69	142.91
e. Consumption of Stores and Spare Parts	25.90	25.98	80.84	79.15	107.37
f. Employees Cost	26.55	20.65	71.40	61.24	82.05
g. Depreciation (including amortisation)	19.36	19.06	56.23	57.22	76.28
h. Other Expenditure (Note 4 below)	70.50	66.45	168.74	183.64	245.34
i. Total Expenditure	342.65	294.92	977.90	869.76	1,213.23
7. Interest (Net)	19.63	18.58	56.40	53.62	71.30
8. Exceptional Items	-	-	-	-	-
9. Profit from Ordinary Activities before Tax ( 5 ) - ( 6+7+ 8 )	42.02	39.11	137.77	95.81	138.40
10. Tax Expense (Note 5 below)	9.57	10.70	37.24	23.35	36.92
11. Net Profit from Ordinary Activities after Tax ( 9-10 )	32.45	28.41	100.53	72.46	101.48
12. Extraordinary Items	-	-	-	-	-
13. Net Profit for the period ( 11-12 )	32.45	28.41	100.53	72.46	101.48
14. Paid-up Equity Share Capital [ Face value Re.1/- each ] (Note 2 below)	25.09	23.64	25.09	23.64	24.00
15. Reserves excluding Revaluation Reserve (as per Balance Sheet of the previous accounting year)					693.67
16. Earning per Share (EPS) Before and After Extraordinary Items (Note 2 below)					
Basic EPS - Rs.	1.30	1.28	4.02	3.27	4.51
Diluted EPS - Rs.	1.30	1.27	4.02	3.26	4.48
17. Public Shareholding					
- Number of Shares (Note 2 below)	129,080,275	127,219,865	129,080,275	127,219,865	127,969,865
- Percentage of Shareholding	51.58%	53.97%	51.58%	53.97%	53.46%

**Notes :**

- On 21st December, 2007, the Company has allotted on preferential basis, to certain companies in the promoter group 3,85,00,000 Convertible Equity Warrants against receipt of 10% of the consideration of Rs.87/- per warrant. Each Warrant is convertible into one equity share of nominal value of Re.1/- each at a price of Rs.87/- per share in lots at the option of the holders within eighteen months from the date of allotment in accordance with the relevant SEBI guidelines and the terms of the issue. The shares to be allotted would rank pari passu in all respect with the then existing Equity Shares. In view of the average market price of equity shares of the Company being less than the applicable conversion price, the conversion option embedded in the said Equity Warrants is considered as anti-dilutive and accordingly not considered for computation of diluted earnings per share.
- In terms of the resolution passed at the Annual General Meeting held on 25th July 2007, the Company sub-divided each of the equity shares of Rs.5/- each fully paid-up into five equity shares of Re.1/- each fully paid-up. Pursuant to such sub-division of shares, earning per share for the previous periods has been restated based on revised number of shares. Further, comparative figures relating to number of shares shown under 'Public Shareholding' have also been restated.
- During the quarter under review, Usha Martin International Limited, UK (UMIL) a wholly owned subsidiary of the Company has made a buy back of 1,417,000 Ordinary 'A' Shares of GBP 1 each pursuant to the related Share Buy Back Agreement. However, UMIL continues to be a wholly owned subsidiary.
- Pursuant to the Companies (Accounting Standards) Rules, 2006 becoming applicable to the Company with effect from 1st April 2007 read with the recent Announcement made by the Institute of Chartered Accountants of India relating to Accounting Standard 11 (Revised 2003), foreign exchange fluctuations (gain) of Rs.24.21 crores for the nine months and Rs.5.98 crores for the quarter under review on outstanding liabilities, relating to acquisition of imported fixed assets (hitherto adjusted in the carrying amount of such assets) have now been recognised as an revenue item and netted off against 'Other Expenditure' above ; thereby increasing Profit for the quarter and the nine months under review by the respective amounts.
- Tax Expense comprises Current Tax, Deferred Tax and Fringe Benefit Tax.
- Figures for the previous periods have been regrouped / rearranged wherever necessary.
- Details of number of investor complaints during the quarter ended 31st December, 2007 : beginning - Nil, Received - 12, attended to/disposed of - 12 and pending - Nil.
- The above results, after review by the Audit Committee, have been approved and taken on record by the Board of Directors at its meeting held on 29th January, 2008.

Place : Kolkata  
Date : 29th January, 2008

Dr. P. Bhattacharya  
Jt. Managing Director

Particulars	(Rs. in Crores)				
	Quarter ended		Nine months ended		Previous Year ended
	31st December, 2007	31st December, 2006	31st December, 2007	31st December, 2006	31st March, 2007 ( Audited )
1. Segment Revenue (Net Sales / Income from Operations)					
a. Steel	293.56	252.31	842.44	724.70	1,006.16
b. Wire and Wire Ropes	212.24	197.41	637.56	561.30	777.29
c. Unallocated	8.93	2.52	10.75	7.80	10.63
Total Segment Revenue	514.73	452.24	1,490.75	1,293.80	1,794.08
Less: Inter-Segment Revenue	112.08	100.85	327.92	287.06	385.48
Net Sales / Income from Operations	402.65	351.39	1,162.83	1,006.74	1,408.60
2. Segment Results [Profit(+)/Loss(-) before tax and interest from each segment]					
a. Steel	40.34	40.73	110.19	96.23	137.16
b. Wire and Wire Ropes	23.60	22.13	85.22	64.76	90.17
c. Unallocated	0.65	0.07	(0.20)	0.79	0.52
Total	64.59	62.93	195.21	161.78	227.85
Less:					
a. Interest (Net)	19.63	18.58	56.40	53.62	71.30
b. Other Un-allocable Expenditure (Net of Un-allocable Income)	2.94	5.24	1.04	12.35	18.15
Total Profit before Tax	42.02	39.11	137.77	95.81	138.40
3. Capital Employed (Segment Assets less Segment Liabilities)					
a. Steel	1,213.91	989.96	1,213.91	989.96	987.87
b. Wire and Wire Ropes	655.51	576.24	655.51	576.24	542.71
c. Unallocated	64.15	50.69	64.15	50.69	57.94
Total	1,933.57	1,616.89	1,933.57	1,616.89	1,588.52

# USHA MARTIN LIMITED

Unaudited Consolidated Financial Results for the quarter and the nine months ended  
31st December, 2007

(Rs. in Crores)

Particulars	Quarter ended		Nine months Ended		Previous Year ended
	31st December, 2007	31st December, 2006	31st December, 2007	31st December, 2006	31st March, 2007 ( Audited )
1. Gross Sales / Income from Operations	608.30	524.23	1,792.29	1,598.39	2,148.42
2. Less : Excise Duty	53.09	43.85	156.02	132.39	183.71
3. Net Sales / Income from Operations ( 1-2 )	555.21	480.38	1,636.27	1,466.00	1,964.71
4. Other Income	2.06	1.46	8.79	11.96	16.94
5. Total Income ( 3+4 )	557.27	481.84	1,645.06	1,477.96	1,981.65
6. Expenditure					
a. (Increase) / decrease in Stock-in-trade and Work-in-Progress	(56.71)	(33.29)	(55.88)	(32.76)	(25.31)
b. Consumption of Raw Materials	310.28	226.31	836.68	690.73	897.99
c. Purchase of Traded Goods	0.59	0.35	1.48	0.91	5.90
d. Power and Fuel	44.86	39.88	124.61	120.53	157.35
e. Consumption of Stores and Spare Parts	27.85	27.53	86.66	83.91	114.60
f. Employees Cost	44.53	39.87	130.24	117.15	157.63
g. Depreciation (including amortisation)	24.88	23.14	71.28	69.74	93.50
h. Other Expenditure	81.84	82.41	206.61	230.56	305.53
i. Total Expenditure	478.12	406.20	1,401.68	1,280.77	1,707.19
7. Interest (Net)	24.38	23.47	71.05	68.37	91.54
8. Exceptional Items	-	-	-	-	-
9. Profit from Ordinary Activities before Tax ( 5 ) - ( 6+7+ 8 )	54.77	52.17	172.33	128.82	182.92
10. Tax Expense (Note 5 below)	13.12	12.08	46.20	29.79	44.14
11. Net Profit from Ordinary Activities after Tax and before Minority Interest ( 9-10 )	41.65	40.09	126.13	99.03	138.78
12. Minority Interest	(0.42)	(0.14)	(1.27)	(0.88)	(1.34)
13. Net Profit from Ordinary Activities after Tax and Minority Interest ( 11-12 )	41.23	39.95	124.86	98.15	137.44
14. Extraordinary Items	-	-	-	-	-
15. Net Profit for the period ( 13-14 )	41.23	39.95	124.86	98.15	137.44
16. Paid-up Equity Share Capital ( Face value Re.1/- each ) (Note 4 below)	25.09	23.64	25.09	23.64	24.00
17. Reserves excluding Revaluation Reserve (as per Balance Sheet of the previous accounting year)					718.52
18. Earning per Share (EPS) Before and After Extraordinary Items (Note 4 below)					
Basic EPS - Rs.	1.65	1.80	4.99	4.43	6.10
Diluted EPS - Rs.	1.65	1.79	4.99	4.42	6.06

**Notes :**

1. The above consolidated financial results have been reviewed by the Audit Committee. The Board of Directors at its meeting held on 29th January, 2008 approved the above results and its release. However such results have not been subjected to "Limited Review" by the Auditors of the Company.
2. The above consolidated financial results of the Company have been compiled by following the principles set out in Accounting Standard 21 "Consolidated Financial Statements" together with Accounting Standard 27 " Financial Reporting of Interests in Joint Ventures " issued by the Institute of Chartered Accountants of India.
3. On 21st December, 2007, the Company has allotted on preferential basis, to certain companies in the promoter group 3,85,00,000 Convertible Equity Warrants against receipt of 10% of the consideration of Rs.87/- per warrant. Each Warrant is convertible into one equity share of nominal value of Re.1/- each at a price of Rs.87/- per share in lots at the option of the holders within eighteen months from the date of allotment in accordance with the relevant SEBI guidelines and the terms of the issue. The shares to be allotted would rank pari passu in all respect with the then existing Equity Shares. In view of the average market price of equity shares of the Company being less than the applicable conversion price, the conversion option embedded in the said Equity Warrants is considered as anti-dilutive and accordingly not considered for computation of diluted earnings per share.
4. In terms of the resolution passed at the Annual General Meeting held on 25th July 2007, the Company sub-divided each of the equity shares into five equity shares of Re.1/- each fully paid-up. Pursuant to such sub-division of shares, earning per share for the previous period has been restated based on revised number of shares.
5. Tax Expense comprises Current Tax, Deferred Tax and Fringe Benefit Tax.
6. Figures for the previous periods have been regrouped/rearranged wherever necessary.

Place : Kolkata

Date : 29th January, 2008

Dr. P Bhattacharya  
Jt. Managing Director