

# TOWARDS NEW HORIZONS



 **usha martin**

Annual Report 2013-14



Factory opening ceremony at Tesac Usha Wirerope Co. Ltd., Thailand

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# CORPORATE INFORMATION

## Board of Directors

Mr. B K Jhawar	- Chairman Emeritus
Mr. Prashant Jhawar	- Chairman
Mr. Brij K Jhawar	- Director
Mr. S Singhal	- Director
Mrs. Ramni Nirula	- Director
Mr. G N Bajpai	- Director
Mr. Jitender Balakrishnan	- Director
Mr. Nripendra Misra	- Director (upto 26th May, 2014)
Mr. R S Thakur	- Director
Mr. Rajeev Jhawar	- Managing Director
Mr. P K Jain	- Jt. Managing Director [Wire & Wire Ropes Business]
Dr. Vijay Sharma	- Jt. Managing Director [Steel Business] (upto 25th May, 2014)

## Senior Management

### India

Mr. A K Somani	- Chief Financial Officer & Company Secretary
Mr. Pavan Trivedi	- President [Commercial & Accounts]
Mr. Debasish Mazumder	- Associate President [Steel]
Mr. Ashutosh Dixit	- Associate President [Wire & Wire Rope Business]
Mr. Sanjay Nath	- Sr. Vice President [Sales & Marketing]
Mr. D J Basu	- Sr. Vice President [HR]
Mr. S K Jala	- Sr. Vice President [IT]
Mr. Anjan Kumar Dey	- Sr. Vice President [Iron Making]
Mr. Malay Kumar De	- Sr. Vice President [Metallurgical Services]
Mr. Arvind Kapoor	- Vice President [Marketing]

### Europe

Mr. S Jodhawat	- Chief Executive Officer – Usha Martin International Limited
Mr. Paul Scutt	- Divisional Managing Director – European Management & Marine Corporation Limited
Mr. Len Allen	- Director Operations – Brunton Shaw UK
Mr. Henk Steenberg	- General Manager – De Ruiter Staalkabel B.V
Mr. Franco Clerici	- Director - Group R & D and Technical Services- Usha Martin Italia SRL

### South East Asia

Mr. Amogh Sharma	- Managing Director – Usha Siam Steel Industries Public Co. Ltd.
Mr. Tapas Ganguly	- Chief Executive Officer – Usha Martin Singapore Pte Ltd.

### Middle East

Mr. S. Mazumder	- GM, Sales & Marketing – Brunton Wolf Wire Ropes, Fzco.
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### United States of America

Mr. Jeffrey Schipani	- President – Usha Martin Americas Inc.
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## Registered & Corporate Office :

2A, Shakespeare Sarani  
Kolkata – 700 071, India  
CIN : L31400WB1986PLC091621  
Phone : 033 – 39800300; Fax : 033 – 39800400  
Email : investor\_relation@ushamartin.co.in  
Website : www.ushamartin.com

## Works :

### India

Adityapur, Jamshedpur  
Tatilswai, Ranchi  
Hoshiarpur, Punjab  
Sri Perumbudur, Tamil Nadu  
Silvassa, (U M Cables)

### Overseas

Navanakoran Industrial Estate, Thailand (Usha Siam Steel Industries)  
Jebel Ali Free Zone, Dubai, UAE (Brunton Wolf Wire Ropes)  
Worksop, Nottinghamshire, UK (Usha Martin UK)

## Mines :

Barajamda, Jharkhand  
Daltonganj, Jharkhand

## Bankers :

State Bank of India  
Axis Bank Limited  
ICICI Bank Limited  
HDFC Bank Limited  
IndusInd Bank Limited  
Bank of Baroda

## Auditors :

Price Waterhouse  
Kolkata

## Share Listings :

NSE – Scripcode – USHAMART  
BSE – Scripcode – 517146  
Societe de la Bourse de Luxembourg - GDRs  
ISIN No.INE228A01035

## Registrar & Transfer Agent :

MCS Limited  
77/2A, Hazra Road, Kolkata – 700 029  
Phone : 033 – 24541892-93 / 40724051-53  
Fax : 033 – 24541961 / 24747674 / 40724050  
Email : mcskol@rediffmail.com

# REPORT OF THE BOARD OF DIRECTORS

*Dear Shareholders,*

The Board of Directors of Usha Martin Limited presents the 28th Annual Report and audited accounts for the financial year ended 31st March, 2014.

## FINANCIAL RESULTS

(Rs. in Crore)

	Stand Alone		Consolidated	
	31 March, 2014	31 March, 2013	31 March, 2014	31 March, 2013
Net Sales / Income from Operations	3,287.12	3,044.53	4,073.83	3,621.83
Other Income	77.83	43.22	92.49	89.08
Net Sales and Other Income	3,364.95	3,087.75	4,166.32	3,710.91
Profit Before Depreciation & Tax	266.65	245.56	359.87	367.34
Depreciation	303.51	235.24	333.20	263.84
Profit Before Tax	(-)36.86	10.32	26.67	103.50
Tax expenses (including MAT and deferred tax)	(-)11.18	3.27	13.45	21.24
Profit After Tax	(-)25.68	7.05	13.22	82.26
Minority Interest			(-)2.52	(-)3.42
Profit after Taxation and Minority interest			10.70	78.84
Profit Brought Forward from Previous Year	22.37	22.67	332.70	267.38
Appropriations are made as under:				
-General Reserve		2.00		4.08
- Transfer to Capital Redemption Reserve			8.00	4.00
-Proposed Dividend on Equity Shares and tax thereon		5.35	0.23	5.44
-Balance Carried Forward to next year	(-)3.31	22.37	335.17	332.70

## Review of Operations

The turnover for the year increased to Rs. 4,073.83 Crore on consolidated basis and Rs. 3,287.12 Crore on standalone basis against Rs. 3,621.83 Crore and Rs. 3,044.53 Crore respectively in the previous year.

The Company's operating profit increased to Rs. 799.43 Crore. on consolidated basis and Rs. 692.82 Crore on standalone basis from Rs. 705.20 Crore and Rs. 572.33 Crore respectively. On consolidated basis, the Company achieved profit after tax and minority interest of Rs. 10.70 Crore against Rs. 78.84 Crore in previous year, but on standalone basis, the Company reported loss of Rs 25.68 Crore against profit of Rs.7.05 Crore in the previous year.

## Dividend

In view of the above results, the Board of Directors are not in a position to recommend a dividend for the year under review.

## Business Outlook

Whilst the global economy has in general made a modest

recovery, growth in the Indian economy has declined and in certain key sectors remained in negative during the current financial year. The lower or negative growth and depressed productivity indices, when combined with the Company's investment in strengthening the vertical integration and transition has been taking its toll on the Company's performance.

However, after a prolonged period of economic gloom and concerns, the macro economic trends appear to be reversing as of the last quarter of FY'14. As this shift combines with a reduction of political uncertainty, we can expect a resulting improvement in the business conditions both for Usha Martin and wider Indian economy.

These shifts in the economic circumstances, when combined with Company's long term advantage of increasingly high levels of vertical integration from mineral resources to value added products - puts the Company in a good medium term position to yield increasingly better results.

In order to significantly strengthen its cost base and yield the



results from its capital assets, the Company is continuing to invest, as part of its long-term optimisation plan, in balancing equipments, plant infrastructure / facilities and strengthening the management team & process.

### Projects

The cost optimisation projects put to commercial use during the financial year 2013-14 include Coke Oven Plant, Ore Beneficiation and Pellet Plant, DRI IV, 35 MW Captive Power Plant.

### Subsidiaries

The international subsidiaries provide significant synergy and support to the Company's wire rope business and performance. Further, all the operating subsidiaries of the Company have continued to perform reasonably well in the economic and business circumstances prevailed during the year under review.

The Statement under Section 212 of the Companies Act, 1956 in respect of subsidiaries of the Company is given separately.

### Joint Ventures

All the key joint ventures formed by the Company namely, Pengg Usha Martin Wires Pvt. Ltd., Gustav Wolf Specialty Cords Ltd. and Dove Airlines Pvt. Ltd., have reported satisfactory results in the year under review.

### TPM & Quality

Steel Division and Wire Ropes & Speciality Products Division continue to have certification for its quality management systems being in accordance with ISO 9001 2000 from BVQI.

The TQM journey of Wire & Wire Rope Division for further strengthening competitiveness is progressing well to ensure long term benefits to the Company.

### Environment

Steel Division and Wire Ropes & Speciality Products Division operate under ISO 14001 Environment Management Systems (EMS) Standards from Det Norske Veritas (DNV), of U.K. The effectiveness of these systems is evident from reduced oil and water consumption, reuse of waste oils and water, utilization of iron containing wastes.

Wire Rope & Specialty Products Division is driving improvements in effluent treatment plant to eliminate sludge carry over by incorporation of filter press, the output of which is being used for non-critical applications, and continues to target zero discharge condition. The Division is also focused on reducing air pollution by converting from oil to LPG and eliminating emission of un-burnt fuels in atmosphere.

### Human Resources

The information required under Section 217(2A) of the

Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975, forms part of this Report.

### Deposits

As on 31st March, 2014, there are no unclaimed deposits with the Company.

### Corporate Governance

Your Company has complied with requirements of Clause 49 of Listing Agreement and followed practice of getting disclosures from directors and senior management personnel relating to any material financial and commercial transactions where they have any personal interest with a potential conflict of interest with the Company at large.

A detailed report on Corporate Governance is annexed.

### Directors

Mr. P Jhawar and Mr. P K Jain are retiring by rotation and offer themselves for reappointment.

Pursuant to the provisions of Section 149 of the Companies Act, 2013 the existing independent directors namely Mr. G N Bajpai, Mr. Jitender Balakrishnan, Mr. Salil Singhal and Mrs. Ramni Nirula are being appointed for a term of 5 years w.e.f 31st July 2014. Mr. R S Thakur ceased to be an independent director w.e.f 27th May, 2014 but continues to be on the board as a non executive director w.e.f 28th May, 2014.

Mr. Nripendra Misra ceased to be a director w.e.f 26th May, 2014. Your Directors place on record their deep appreciation for the valuable contribution made by him for the progress of your Company. We sincerely wish him great success in his new role in serving the country.

Further, it is noted that in the current year Dr. Vijay Sharma, Jt. Managing Director (Steel Business) resigned from the services of the Company. Your Directors place on record their appreciation for his contribution in the development of the Company.

### Directors' Responsibility Statement

Pursuant to requirements under Section 217 (2AA) of the Companies Act, 1956 with respect to Directors Responsibility Statement, it is hereby confirmed that:

- (i) the applicable accounting standards have been followed in preparation of annual accounts for financial year ended 31st March, 2014 and proper explanations have been furnished relating to material departures;
- (ii) the accounting policies have been selected and applied consistently and reasonably except to the extent of change in Accounting Policy mentioned hereinafter, and prudent judgments and estimates have been made so as to give a true and fair view of state of affairs of the Company at end

of financial year and of profit/loss of the Company for year under review;

- (iii) proper and sufficient care has been taken for maintenance of adequate accounting records in accordance with provisions of the Companies Act, 1956 for safeguarding assets of the Company and for preventing and detecting fraud and other irregularities; and
- (iv) the annual accounts for financial year ended 31st March, 2014 have been prepared on a going concern basis.

#### **CEO / CFO Certification**

The Managing Director and Chief Financial Officer of the Company submitted a certificate to Board of Directors as required under Clause 49 of Listing Agreement for the year ended 31st March, 2014.

#### **Additional Disclosures**

In line with requirements of Listing Agreements and Accounting Standards issued by the Institute of Chartered Accountants of India, your Company made additional disclosures in respect of Consolidated Financial Statements, Related Party Transactions and Segmental Reporting.

#### **Auditors**

The auditors, M/s. Price Waterhouse, Chartered Accountants, retire at conclusion of forthcoming Annual General Meeting and being eligible, have offered themselves for re-appointment for a further period of 2 years.

With reference to remarks made by Auditors vide clause (xvii) in the Annexure to their report of 27th May, 2014; the directors are of the view the use of short-term funds namely credit facilities, reduction of current assets and increase of credits to support ongoing projects was required to avail benefits of mineral integration. The appropriate action will be taken to reduce /correct the imbalance caused.

#### **Cost Auditors**

During the year, Board appointed M/s. Guha, Ghosh, Kar & Associates, Cost Accountants, to conduct cost audit of

the Company. The Company filed application with Central Government for financial year 2013-14 for appointment of Cost Auditor and the approval is deemed to have been received.

#### **Energy Conservation**

As required under Section 217(1)(e) of the Companies Act, 1956, details regarding conservation of energy, technology absorption and foreign exchange earnings and outgo are given in the Annexure attached hereto and form part of this Report.

#### **Corporate Social Responsibility**

Usha Martin is alive to its' Corporate Social Responsibility and understands the critical role it plays in ensuring the long terms sustainability of a resource based company, and it has accordingly been giving this a high priority.

In compliance with the requirement of the Companies Act, 2013, the Company has formed a Corporate Social Responsibility Committee.

USSIL was awarded TLS 8001-2010 Certificate for having achieved requirements of Thai Corporate Social Responsibility by Ministry of Labour, Royal Thai Government.

A detailed report on various initiatives in this regard is attached and forms part of this report.

#### **Appreciation**

Your directors place on record their appreciation for the valuable co-operation and support of customers, suppliers, contractors, shareholders, investors, government authorities, financial institutions, banks, partners and collaborators.

On behalf of the Board of Directors

Kolkata  
27th May 2014

**P. Jhawar**  
Chairman

## ANNEXURE TO THE DIRECTORS' REPORT

Information as per Section 217(1) (e) of the Companies Act, 1956 read with Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988, and forming part of the Directors' Report for the year ended 31st March, 2014.

### 1. Conservation of Energy

#### a) Energy conservation measures taken:

- i. Company has installed Producer Gas Plants and effective utilization of BF Gas and Producer Gas in re-heating furnace at Bar Mill, Wire Rod Mill and Blooming Mill reducing oil requirement by more than 90%.
- ii. Effective implementation of Coal Injection replaced coke by 80 kg/t of hot metal in Blast Furnace operation in BF-I.
- iii. Use of washed Iron Ore Fines in sinter resulting in higher Fe in sinter leading to 10 kg/t of hot metal saving in fuel rate of Blast furnace.
- iv. Commissioning of Coke Oven battery (96 Ovens).
- v. Use of oxygen in electric arc furnace resulting in lower power consumption.
- vi. Improved heat recovery by installing new Recuperator with modified design at rolling mill heating furnace.
- vii. Replacing heavier metallic blades by lighter FRP blades & hollow hub for cooling tower fans.
- viii. Effective utilization of waste heat recovery for power generation from DRI 1-5.
- ix. Company has installed char processing plant. This helps to consume entire char generation from DRI 1-5 as a fuel for power generation at CPP.
- x. Installed water flow meter for monitoring & judicious utilization of water thereby reducing pumping requirement.
- xi. Cooling tower fan operation at CPP has been interlocked with water temperature at CPP resulting in saving of power.
- xii. Variable Frequency Drives (VFD) has been installed in various blowers in the Wire Rod Mill and also in ID Fans and Vibro-Feeders in Captive Power Plants.
- xiii. Use of soft starters for heavy duty fan application.
- xiv. Replacement of drive arrangements and old motors & pumps in furnace area resulting in conservation of power.
- xv. Upgradation of BF-I with introduction of Stave Coolers & increase in useful volume from 215m<sup>3</sup> to 245m<sup>3</sup> and introduction of PCI.

#### b) Additional investments and proposals, if any, being implemented for reduction of consumption of energy:

- i. Various steps are being taken including hydraulic electrode regulation in SMS to reduce power consumption through process improvements.
- ii. Digital Medium Voltage Ac drive will be installed on BF cold blast blowers for energy saving.
- iii. Power distribution system is augmented for reliability and energy saving.
- iv. Retrofitting of lighting saver in lighting loads and AC saver to reduce power consumption.
- v. Company is setting up two more Producer Gas Plants in Steel Melting Shop for reducing oil consumption in ladle and tundish heating.
- vi. Energy audit being conducted and action plan is initiated.
- vii. BF Gas based 3 MW CPP is augmented with synchronization scheme.

viii The Company has been selected by Bureau of Energy Efficiency (BEE) as a designated consumer under the Government Perform, Achieve and Trade (PAT) Scheme whereby it has been given target to reduce specific energy consumption in the year 2012-13 to 2014-15.

ix Enhancing the present capacity of WHRB 1 to 5 steam generation upto 20% by providing additional air into the Boiler for complete combustion of Loss of Ignition and Carbon Monoxide in Flue Gas.

Energy conservation is an ongoing process and there is a continuous programme to create awareness and motivate the employees to conserve energy through small group activities.

#### c) Impact of measures at (a) and (b) above for reduction of energy consumption and consequent impact on the cost of production of goods:

With the implementation of the above measures, energy cost is expected to be reduced and consequently there will be impact on the cost of production.

#### d) Total energy consumption and energy consumption per unit of production as per Form-A of the Annexure to the Rules in respect of industries specified in the Schedule thereto annexed.

### 2. Technology Absorption

#### I. Research and Development (R&D)

##### a) Specified areas in which R & D carried out by the Company :

The Company is constantly striving to set global benchmark in terms of Quality, Cost & Performance and remains committed to TPM. The improvement and development activities carried out are:

- i. Development of various grades of steel required by Auto, Auto Ancillaries, Engineering Application, Oil & Gas Sector, Defense and Railways including rolling and further processing.
- ii. Development of Steel Bars for anode & cathode bar application used in Aluminum Smelters.
- iii. Development of CHQ Wire for high end wire application for various OEM's.
- iv. Higher utilization of steel plant waste like Mill scale, BF Flue dust, ESP dust, SMS Slag, DRI fines in sinter.
- v. Use of EAF Slag in Sinter & Blast furnace to reduce specific consumption.
- vi. Beneficiation of Iron ore fines to upgrade Fe content in iron ore.
- vii. Development of steel products with improved surface integrity.
- viii. Integration of R & D activities with U M Italia.
- ix. Production of cleaner steel with low residual.
- x. Developed a new variant of 8 strand compacted parallel closed rope. This rope is being promoted as a special crane rope for electric winches with the advantages of improved & consistent working hours as well as with better safety compared to their standard counterpart.
- xi. Developed and supplied Galfan coated road safety barrier rope. The rope based products are the future in road safety as well as rapidly growing market.
- xii. Developed variants of LRPC namely, galvanized wax filled PE coated for stay cable application, grease filled PE coated for other structural application, as well as indented and compacted stands to strengthen our foot prints in the structural sector.

#### b) Benefits derived as a result of above R&D :

- i. Development and supply of critical steel for medium & heavy commercial vehicles and auto ancillary producers which is a fast growing sector in India.

- ii Micro alloyed steel developed has higher strength to weight ratio enabling production of wire ropes with increased load carrying capacity, higher product life cycle, etc.
- iii Cleaner steel development has enabled manufacturing products having higher field life specifically with improved fatigue properties.
- iv Higher productivity and reduction of processing cost during wire drawing.
- v Efficient and productive utilization of iron Ore through conventional DRI & BF plants.
- vi Introduction of new & improved products to stay ahead of competition and technology driven obsolescence.
- vii Increase in market share of high end products.
- viii Improved product performance especially in highly demanding high end product market.
- ix Improved product performance has helped in achieving higher customer satisfaction level especially in highly demanding high end product market.
- x Integration of R & D activities with U M Italia has strengthened the Company's position in the selected category of special wire ropes, especially in the Crane and Structural sectors which has resulted into significant improvement in product performance and expansion of customer base.

**c) Future plan of action :**

- i Additional vacuum degassing system in SMS-1 & 2 shop will reduce ladle holding time and improve steel quality.
- ii Introduction of induction heating of tundish in Caster-3 will facilitate casting of critical clogging prone grades at a constant superheat thus improving blooms internal quality.
- iii In CCM-3 trials with different quality and different designs (four port) of black refractory are being planned to avoid clogging in medium carbon re-sulphurized grades to improve steel quality and productivity.
- iv Refurbish existing eddy current setup for increasing effectiveness of detecting surface defect of wire rods at high speed rolling.
- v Additional De-scaler at Wire Rod Mill to avoid secondary scale & better surface quality.
- vi To install Induction heating coil at Wire Rod Mill before Stand No.-6 to homogenize the temperature of rolled bars and to roll spring steel at lower temperature for controlling decarburization without damaging the plant equipment.
- vii Addition of rollers in between the nozzles at Wire Rod Mill for controlling scratches of coils during garret rolling.
- viii Installation of Orbis Gauge at Blooming Mill and additional De-scaler for improved section control and to avoid secondary scale for better surface quality.
- ix Introduction of guides in Reversing Mill (Blooming Mill) to control collaring and kink bend.
- x Replacement of friction guide by roller guide (Blooming Mill) to control twisting of bars during RCS rolling.
- xi Capital Repair of BF1 with increased volume for higher hot metal production and improved cooling technology to improve furnace campaign life. Introduction of pulverized coal injection to replace coke in BF1.
- xii To increase performance and manufacturing capability of special wire ropes particularly for the crane industry as this segment is expected to grow rapidly.

- xiii Development of products and increase of market share of special products for use in crane, fishing, elevator, construction and mining industry in both domestic and overseas markets.
- xiv Work closely with experts in the file of polymer engineering to develop improved polymers for our plasticated wire ropes.
- xv Installation of high pressure De-scaler at Bar Mill for improved surface of rolled product.
- xvi Upgradation at Bar Mill with higher capacity of reheating furnace, additional roller table to improve the internal as well as surface quality of bars.
- xvii Relining of BF-II for stable and higher production.

**d) Expenditure on R & D:**

(Rs. in lacs)

i	Capital	-
ii	Recurring	289.19
iii	Total	289.19
iv	Total R & D expenditure as a Percentage of total turnover	0.08%

**II. Technology absorption, adoption and innovation :**

**i. Technology absorption, adoption and innovation include the following :**

- (a) Bloom casting through continuous casting machine for production of special grade alloy steel and carbon steel. Caster standardized and taken into commercial production.
- (b) Static Var Compensation (SVC) installed in the main power distribution system for improving power factor.
- (c) Installation and stabilization of continuous cold drawing machine for production of bars from wire rod coils through on line descaling system and on line surface quality evaluating system.

**ii. Benefits derived as a result of the above efforts :**

- (a) Approvals received from various OEM such as Arvind Meritor, Tata International, Volvo construction, JCB, Automotive Axle, Caterpillar, WIPRO, Mahindra Sona, Eicher Volvo for supply of bars (including bright bars) for the forging & machining industry.
- (b) Metallurgical preparedness for the future business of alloy & specialty steel.

**iii. Information regarding technology imported during last 5 years:**

Entered into technical assistance agreement with AICHI STEEL CORPORATION, Japan for improving steel quality and process control in Steel Melting Shops, Rolling Mills and Finishing Area.

**III. Foreign Exchange earnings and outgo:**

- i Activities relating to exports, initiatives taken to increase exports, development of new export market for products and services and export plans already explained in Directors' Report and MD & A.
- ii Total Foreign exchange earned and used for the year is as follows:

(Rs. in lacs)

Foreign exchange earned	80,673
Foreign exchange used	76,541



## FORM A

### Conservation of Energy

Annexure to Directors' Report-Information Under Section 217 (1)(e) of The Companies Act, 1956 read with Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988 and forming Part of Directors' Report.

#### A) Power and Fuel Consumption

	31st March 2014	31st March 2013
<b>(1) Electricity</b>		
<b>a) Purchased</b>		
Units (Thousand KWH)	175,509	266,262
Total amount (Rs.in Lacs)	11,569	16,361
Average Rate/Unit (Rs./KWH)	6.59	6.14
<b>b) Own Generation</b>		
(i) Through Diesel Generator		
Units (Thousand KWH)	1,205	1,407
Units per Ltr. of Diesel Oil (KWH)	2.37	2.30
Average Cost/Unit (Rs./KWH)	46.39	33.69
(ii) Through Coal based Power Plant		
Units (Thousand KWH)	665,116	495,426
Units per Kg. of Coal/Char	1.04	0.91
Average Cost/Unit (Rs./KWH)	1.47	1.83
(iii) Through Steam Turbine/Generator		
Units (Thousand KWH)	3,003	18,352
Units per Ltr. of Fuel Oil/BF Gas	33.00	84.38
Average Cost/Unit (Rs./KWH)	1.87	0.75
(iv) Through Natural Gas		
Units (Thousand KWH)	-	-
Units per CuM. of Natural Gas	-	-
Average Cost/Unit (Rs./CuM)	-	-

	31st March, 2014			31st March, 2013		
	Process	Power		Process	Power	
<b>(2) Coal</b>						
(Specify Quality & Where Used)						
(Grade 'A','B','C','D', 'E','F', 'Char/Fines')						
Quantity (M.T.)	973,776	642,612	1,616,388	629,230	542,826	1,172,056
Total Cost (Rs.in Lacs)			41,930			25,643
Avg. Rate (Rs./Tonne)			2,594.05			2,187.87
<b>(3) Furnace Oil</b>						
Quantity (Kilo Ltrs.)			8,161			16,043
Total Cost (Rs.in Lacs)			3,572			6,640
Avg. Rate (Rs./Litre)			43.77			41.39
<b>(4) Light Diesel Oil /HSD Oil</b>						
Quantity (Kilo. Ltrs.)			2,527			3,671
Total Cost (Rs.in Lacs)			1,494			2,175
Avg. Rate (Rs./Litre)			59.13			59.24
<b>(5) Propane/Butane</b>						
Quantity (Tonne)			4,822			4,765
Total Cost (Rs.in Lacs)			3,400			3,145
Avg. Rate (Rs./Tonne)			70,501			65,992

	31st March, 2014			31st March, 2013		
	Process	Power		Process	Power	
<b>(6) Natural Gas</b>						
Quantity (Thousand CuM)			484			2,612
Total Cost (Rs.in Lacs)			94			371
Avg.Rate (Rs./CuM)			19.52			14.21

## B) CONSUMPTION PER UNIT OF PRODUCTION

Particulars	Wire/Wire Ropes/Strand/Bright Bar/Conveyor-cords (per tonne)	Wire Rods (per tonne)	Billets (per tonne)	Pig/Hot Metal (per tonne)	Sponge Iron (per tonne)	Rolled Products (per tonne)	Bloom (per tonne)	Sinter (per tonne)	Pellet (per tonne)	Coke Oven (per tonne)	Own Power Generation (per kwh)
Electricity (Units)	539	182	629	148	108	165	123	66	94	9	-
	(563)	(164)	(617)	(170)	(108)	(117)	(120)	(49)	-	-	-
Furnace Oil (Litres)	0.715	8.270	2.564	-	-	-	10.782	-	2.885	-	-
	(0.906)	(21.199)	(5.533)	-	-	-	(35.430)	-	-	-	-
Light Diesel Oil/HSD (Litres)	3.011	-	2.179	0.030	0.145	-	-	0.088	0.147	-	-
	(3.380)	-	(4.193)	(0.029)	(0.205)	-	-	(0.131)	-	-	-
Propane/Butane (Tonnes)	0.022	-	-	-	-	-	-	-	-	-	-
	(0.024)	-	-	-	-	-	-	-	-	-	-
Natural Gas (Thousand CuM)	-	-	-	-	-	0.057	-	-	-	-	-
	-	-	-	-	-	(0.050)	-	-	-	-	-
Coal (Tonnes)	-	0.042	0.011	0.103	2.461	-	0.022	-	6.167	0.091	0.966
	-	-	-	-	(2.551)	-	-	-	-	-	(1.096)

Note :- Previous year's figures are given in brackets.

## Information as per Section 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules 1975, and forming part of the Directors' Report for the year ended 31st March, 2014.

Name; Age (Years); Designation / Nature of Duties; Gross Remuneration (Rs.); Qualifications; Experience (Years); Date of Commencement of Employment; Previous Employment – Designation

(A) Employed throughout the financial year and was in receipt of remuneration for the year which in the aggregate was not less than Rs.6,000,000.

(i) Rajeev Jhawar; 49; Managing Director; Rs.17,007,979; B. Com (Hons.); 29; 1-Oct-97; Usha Martin Industries Limited (Since merged with the Company) -Jt. Managing Director. (ii) Dr Vijay Sharma ; 59; Jt. Managing Director (Steel Business); Rs.29,569,279; B.Tech, MS, MBA, PhD; 37; 6-Jan-10; JSW Steel Ltd -Jt. Managing Director and Chief Executive Officer. (iii) Pravin Kumar Jain; 60; Jt. Managing Director (Wire and Wire Ropes Business); Rs. 21,773,370; B.Tech, MBA; 37; 1-Sep-09; Brunton Wolf Wire Ropes, Fzco, Managing Director. (iv) A K Somani ; 60; Chief Financial Officer & Company Secretary; Rs. 10,662,613; B. Com., C.A. C.S; 35; 3-Apr-90; Emami Paper Mills, Vice President – Commercial. (v) Debasish Mazumdar; 50; Associate President (Steel); Rs. 7,314,740; B.E.(Metallurgy);27; 1-Sep-11;Electrotherm India Limited -President-Works. (vi) Kannan K; 53; Vice President (Engineering & Projects); Rs. 6,792,062; B.E.(Electronics & Communication), ME (Software Engineering) ;29; 20-Sep-10; JSW Steel Limited, Asst. Vice President - Engineering & Projects. (vii) Sanjay Nath; 60; Sr. Vice President Marketing (Steel); Rs. 6,175,127; B.E.(Metallurgy), D.I.M. (IGNOU);36; 4-Sep-10; Kalyani Steels Limited, Sr. Vice President -HOD Marketing & Sales.

(B) Employed for a part of the financial year and was in receipt of remuneration for any part of the year at a rate which in the aggregate was not less than Rs.500,000 per month. Ashutosh Dixit; 44; Associate President (Wire & Wire Ropes Business); Rs. 4,634,826; B.Tech.(Mech. Engg.), MBA (General Management), PG Certificate (Metallurgy);21; 25-July-13; Hindalco Industries Limited - Vice President Operations.

Notes: (1) The terms of appointment of Managing Director and Joint Managing Directors are contractual. All other appointments are non-contractual and terminable by notice on either side; (2) Remuneration includes basic salary, allowances, taxable value of perquisites etc. The term remuneration has the meaning assigned to it in the Explanation to Section 198 of the Companies Act, 1956.; (3) None of the employees named above is a relative of any Director of the Company except, Mr Rajeev Jhawar who is a relative of Mr Brij K Jhawar, a Director of the Company.

Kolkata  
27th May, 2014

On behalf of the Board of Directors  
**P. Jhawar**  
Chairman