



RAMKRISHNA FORGINGS LIMITED

REGD. & CORPORATE OFFICE:

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CIN NO. : L74210WB1981PLC034281

Date: 11th March 2017

The Listing Department
Bombay Stock Exchange
PJ Towers
Dalal Street
Mumbai – 400 001

BSE SCRIP CODE: 532527

The Listing Department
National Stock Exchange of India Limited
"Exchange Plaza" C-1, Block G
Bandra- Kurla Complex, Bandra (E)
Mumbai- 400051

NSE SYMBOL: RKFORGE

Dear Sir / Madam,

Sub: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 for Schedule of Analyst/institutional call.

Please be informed that pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, that the Officials of the Company will be participating in a Non Deal Road Show (NDR) to meet investors. Following are the details:

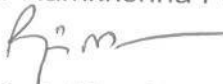
Date	Organized By	Place
16 th March 2017	Axis Bank	Mumbai

The investor presentation to be made at the NDR is attached for the record of the exchanges and public at large.

Kindly note that changes may happen due to exigencies on the part of the Organizer/Company.

Thanking You,

Yours truly,
For Ramkrishna Forgings Limited


Rajesh Mundhra
Company Secretary

Encl. As above

WORKS

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ISO 9001:2008

BUREAU VERITAS
Certification



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PLANT- III & IV: PLOT NO. M-15, 16 & NS-26, PHASE VII, INDUSTRIAL AREA, ADITYAPUR; JAMSHEDPUR -832109, JHARKHAND (INDIA) **FAX:** (+91 657)3984998
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RAMKRISHNA FORGINGS LIMITED



MARCH 2017



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Introduction

Introduction To Ramkrishna Forgings



- Incorporated in 1981 by Mr. Mahabir Prasad Jalan, a technocrat from BITS Pilani
- Aply supported by Mr. Naresh Jalan (MBA Finance), having more than 20 years of forging experience and a professional management team
- Based out of Kolkata with five manufacturing facilities located in Eastern India close to key automobile manufacturing hubs, manufacturing with a capacity of 150,000 tonnes
- We are a leading forging player in India with best in class infrastructure recently completed capacity addition for a 12,500 tonne press, only second company in India to have this press
- Manufacture forged and machined components for Commercial Vehicles, Earth Moving Equipment, Railways, General Engineering, Defence, etc., will cater to Oil and Gas Segment soon
- Marquee customer base of more than 17 OEMs and Tier – I companies, successfully completed several audits with international OEMs and Tier I component manufacturer
- Leveraging existing relationship to expand into new product lines, focus on expanding presence with international OEMs and Tier I
- Diversified product portfolio with complimentary products focus on more complex products with higher margins
- Ability to manufacture 100% of forged component required for a commercial vehicles
- Company's Statutory Auditor are M/s Singhi & Co. and Internal Auditors are M/s. Deloitte Haskins & Sells

Marquee Clientele



Key Products



Front Axle Components



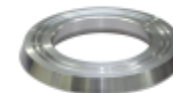
Rear Axle Components



Engine Components



Transmission Components

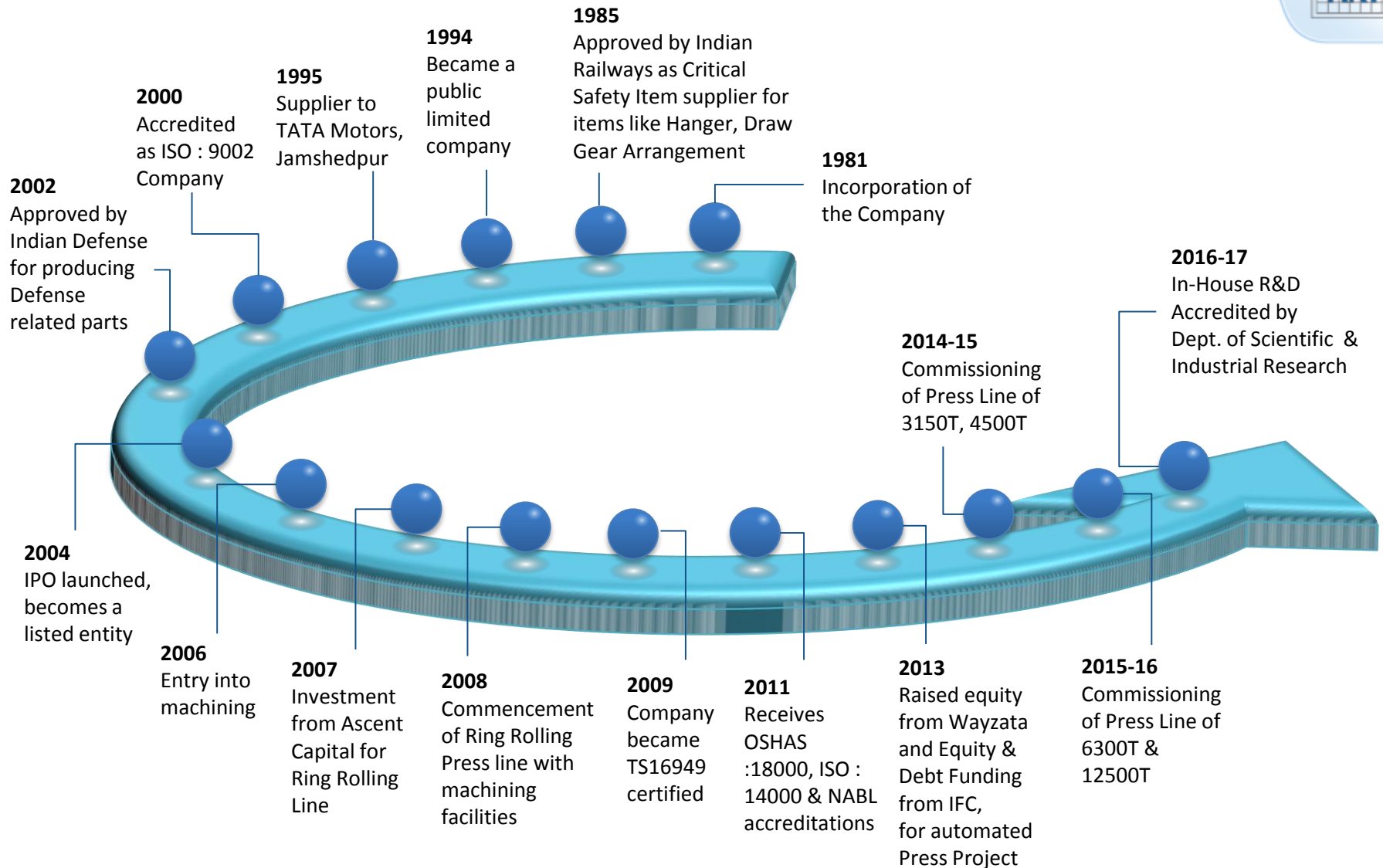


Crown Wheels

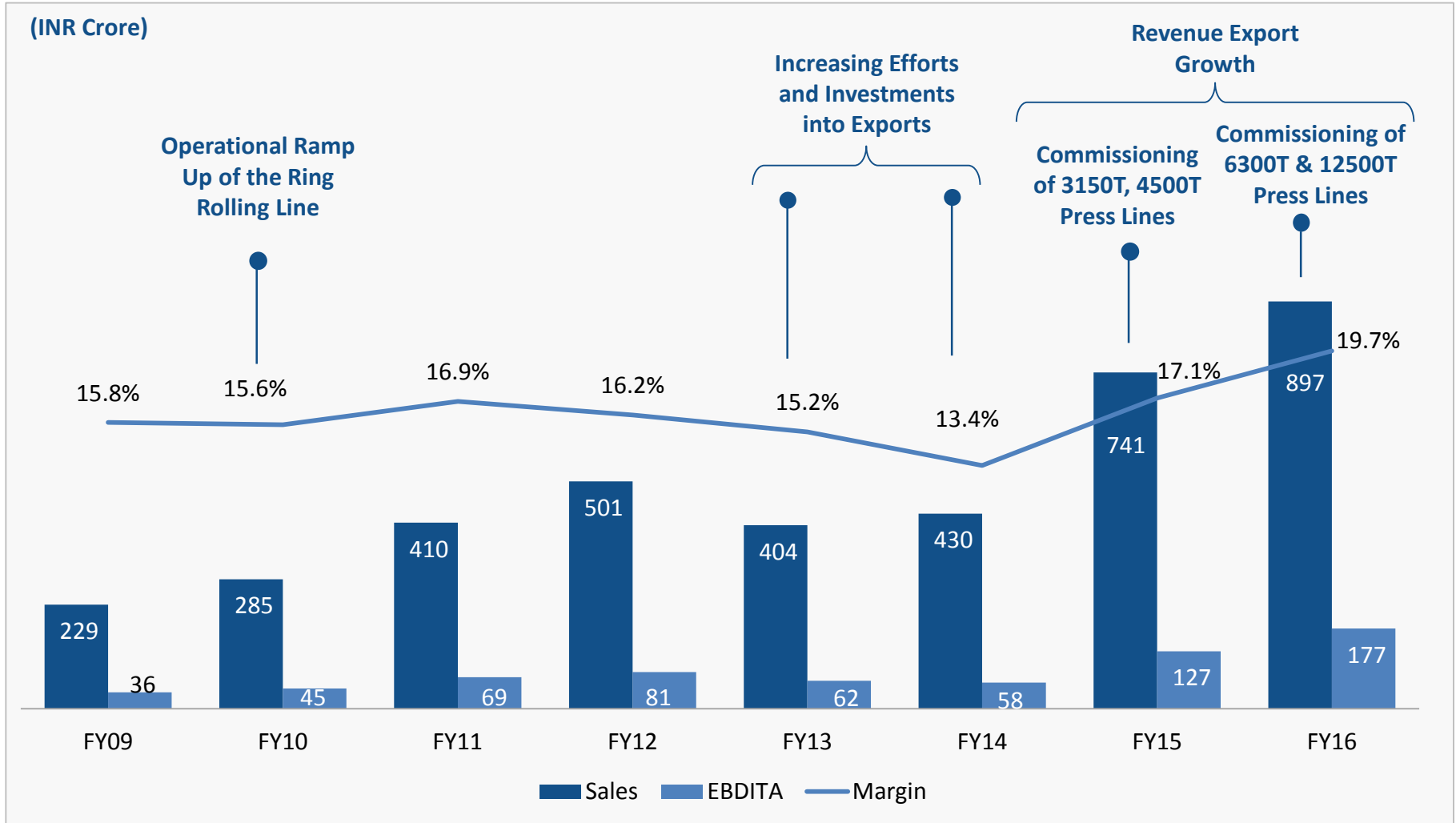


Crankshaft Assembly

Ramkrishna's Journey So Far



Consistent Growth in Revenue & EBITDA, through Investments





Company Highlights & Business Overview



Diversified Product Portfolio

Capacity to Manufacture Products between 2–200 KGs



Front Axle Products



Engine Components



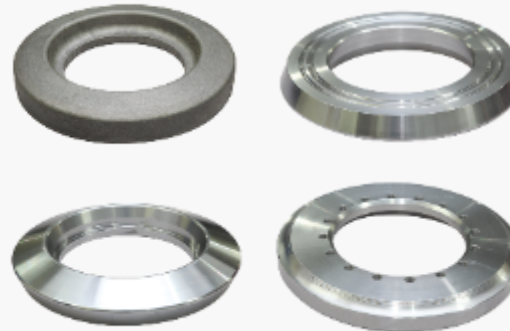
Transmission – Gears & Shafts



Rear Axle Products



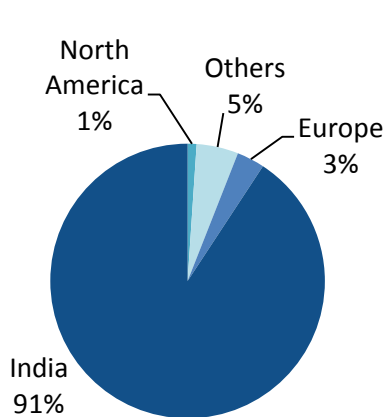
Crown Wheels



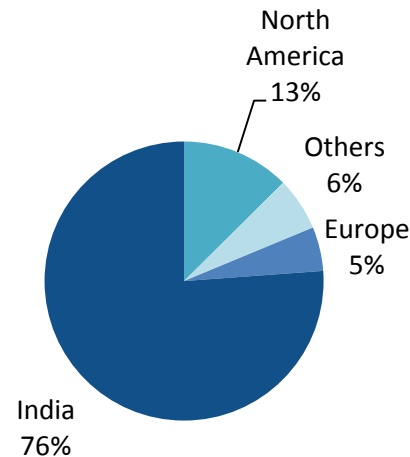
Bell Crank Assembly



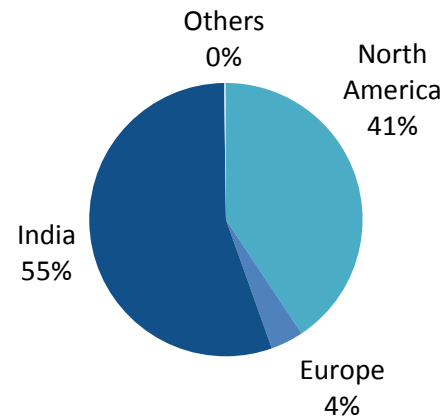
FY11-12 | Sales



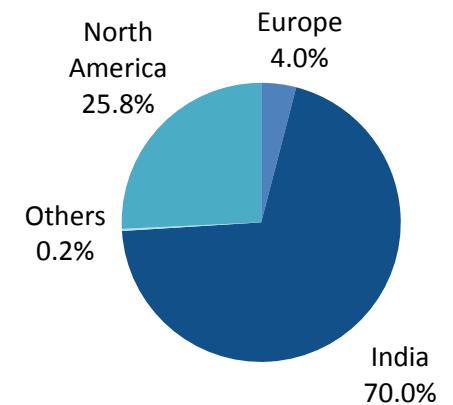
FY13-14 | Sales



FY15-16 | Sales

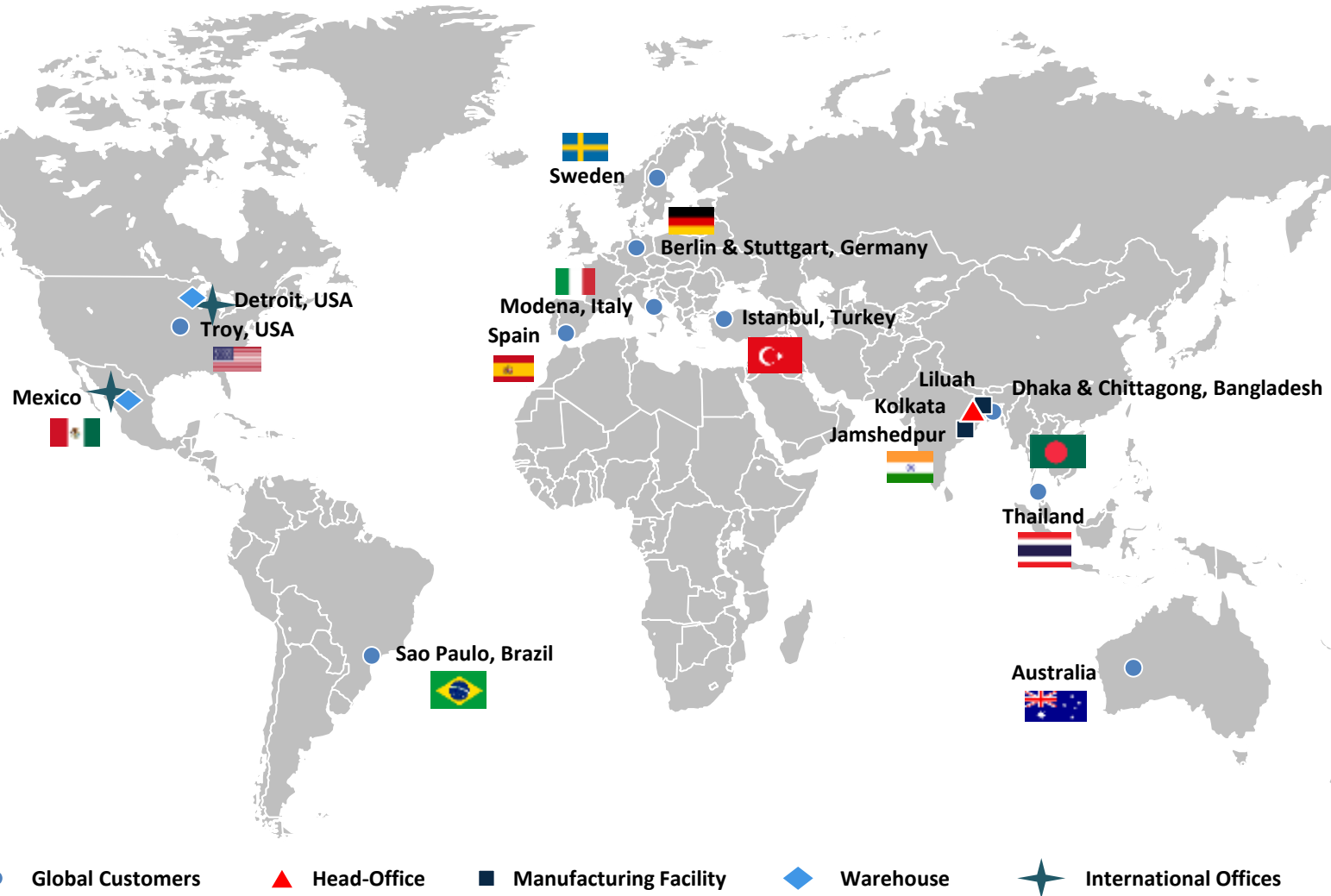


FY16-17 | 9M Sales



- Company has focused on exports over the last few years due to significant competitive advantage over international peers
- Exports as a percentage of sales has kept on expanding
- Bagged few marquee export orders from international Tier 1 and OEMs
- Has completed audit with several OEMs and Tier I which is expected to lead to contracts

Global Footprints, Focus on Intl. OEM's & Tier I Customers



Continuous Focus on Product Development

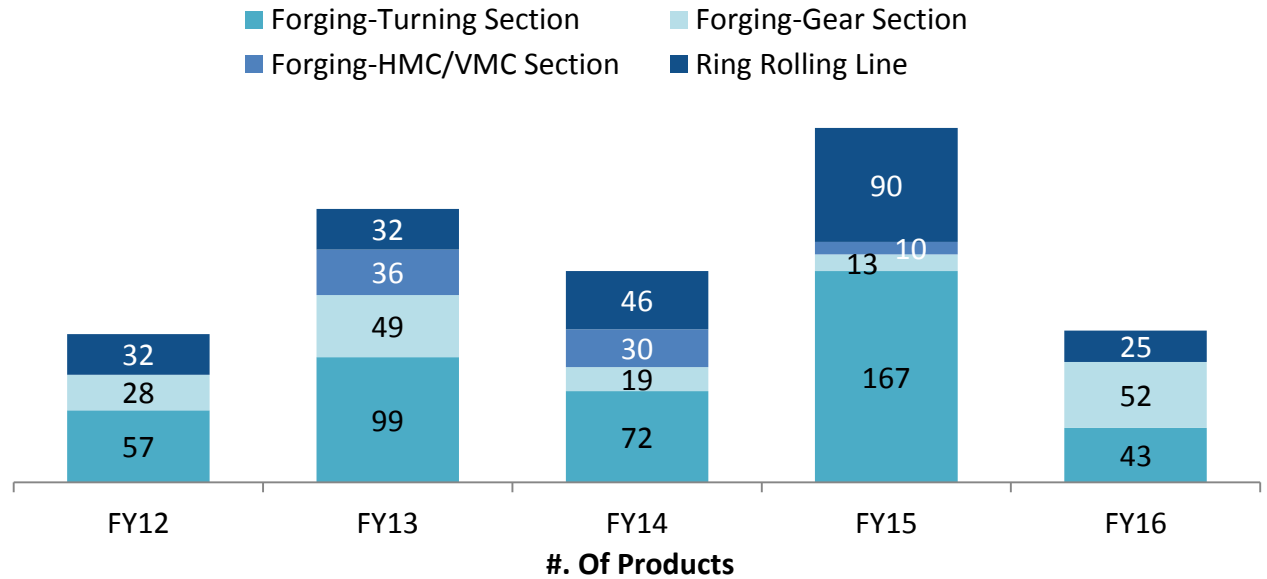


Strong Engineering Capabilities



- Strong in-house engineering capabilities for product design – 2D Drawing, 3D Modelling, Reverse engineering, etc.
- Investment on in-house Rig Testing Facility planned from 2017 onwards as part of R&D efforts

New Products Development Over the last 5 Years by Category



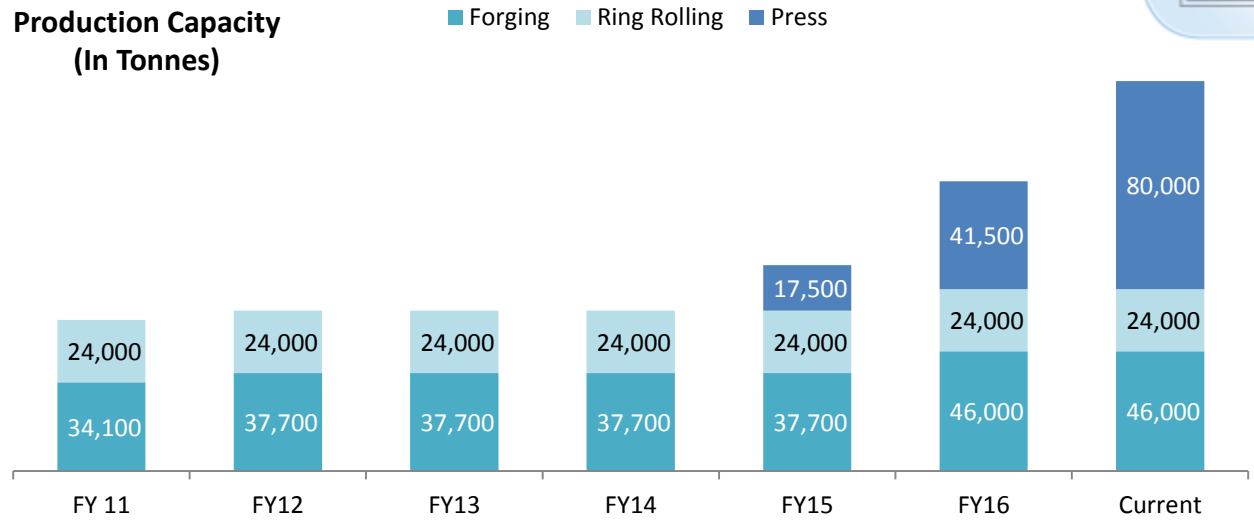
CUSTOMERS SHOWING INCREASED SALES FOR THE RESPECTIVE YEARS

Growth Through Investments

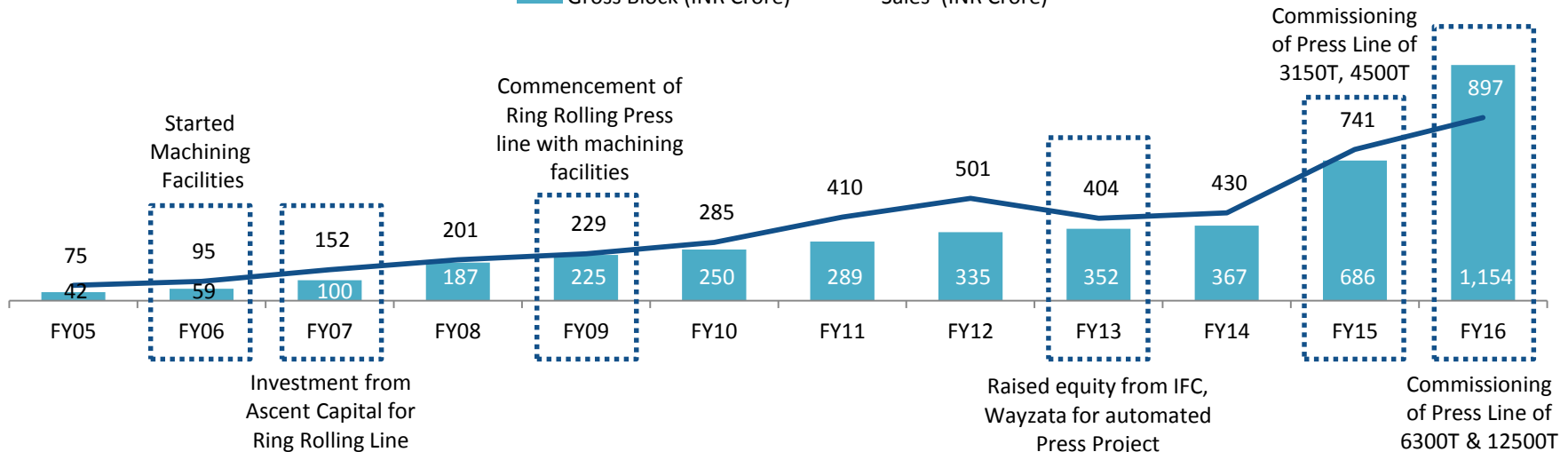



- Continuous focus on investments to augment capacity
- Investment Driving Revenue Growth
- Investments in manufacturing higher value and quality products
- Conservative capital funding through mix of equity and long term debt during expansion

Production Capacity (In Tonnes)



Gross Block (INR Crore) Sales (INR Crore)



Plants	Process	Facilities
Plant 1 - Jamshedpur	<ul style="list-style-type: none"> • Hammer Forging • Upset Forging • Die Making • Heat Treatment • Shot Blasting • Testing 	
Plant 2 - Liluah	<ul style="list-style-type: none"> • Machining/Assembly • Light Fabrication • Functional Testing 	
Plant 3 & 4 - Jamshedpur	<ul style="list-style-type: none"> • Computer Numerical Control Machining • Gear Cutting • Horizontal Machining Centers • Vertical Machining Centers • Broaching Machine • Shaving Machine • Shaping Machine • ISO Annealing • Sealed Quenching • Plug Quenching • Induction Hardening • Ring Rolling Press line with machining facilities 	
Plant 5 - Jamshedpur	<ul style="list-style-type: none"> • Press Forging • Integrated Paint Shop • Horizontal Machining Centers • Vertical Machining Centers • Die Making & Heat Treatment Facilities • Integrated Front Axle Beam Machining Line 	

Recent Capacity Addition in Press Forging (Plant V)



- IN FY 2015-16 Plant V was commissioned with a 12500 tonne press, only second company in India to have this press
- Funds were raised from Private Equity investor Wayzata Partners and also International Finance Corporation provided Equity and Debt to finance the project
- Plant V will help manufacture complex and heavy-forged components, these will be high value products which will earn a higher margin
- Will improve content per vehicle for the company and improve the supplier relationship with customers
- Will help tap new opportunities with OEMs and Tier I players across India, USA and Europe, ability to leverage current relationships for more complex and large products
- Will significantly enhance growth especially in FY18 and FY19 as the capacity utilisation levels improve
- Latest technology used will also help manufacture better quality product and raw-material saving

Press Forge Machinery Details

#.	Machine Details	Weight Range (In KGs)
1	Press – 12500 Tons	80 - 250
2	Press – 6300 Tons	40 - 65
3	Press – 4500 Tons	20 - 40
4	Press – 3150 Tons	10 - 20
5	Press – 2000 Tons	05 - 10

One-Stop-Shop, Complete Manufacturing Capabilities



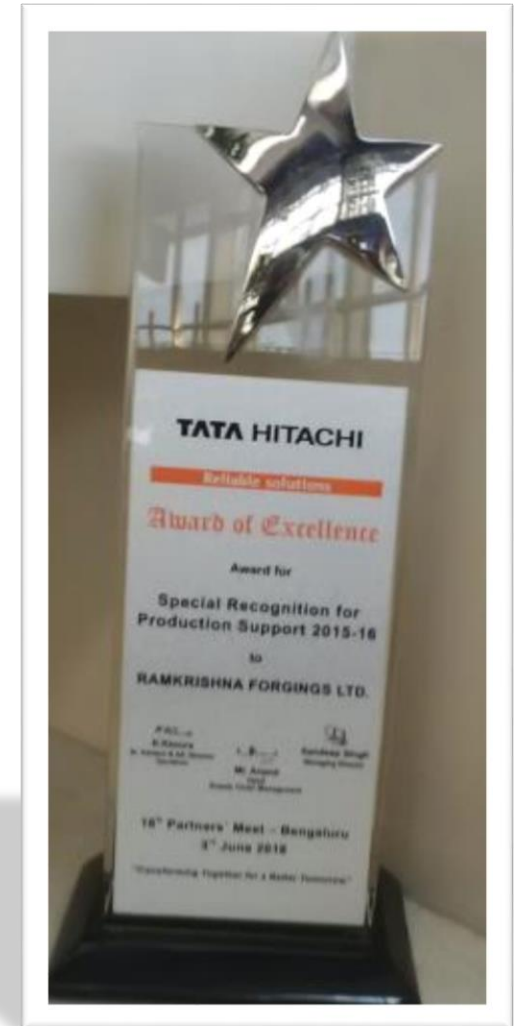
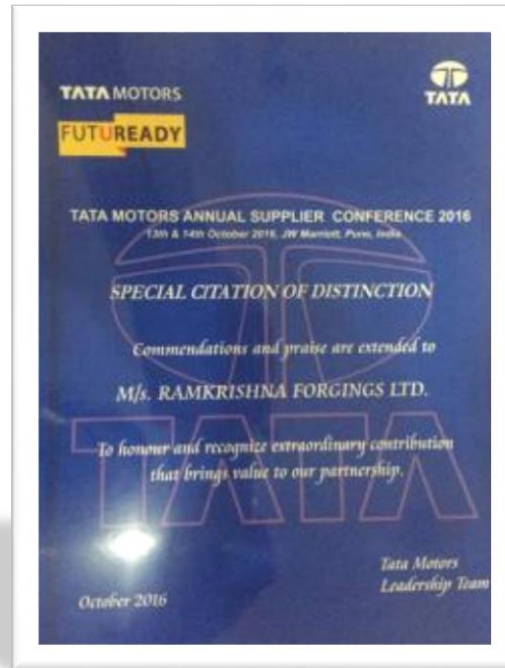
<p>Engineering & Designing</p>	<ul style="list-style-type: none"> • Capability to design parts as per customer requirement, provide testing and engineering capabilities for newly developed parts • Develop high quality products for better yield • Software's like Auto Cad, Forge 3D and Deform 3D , etc., help with design and development of parts • Investment on in-house Rig Testing Facility planned from 2017 onwards as part of R&D efforts 	
<p>Tool & Die</p>	<ul style="list-style-type: none"> • Complete facilities of die making using software for die designs and for die sinking • Best in class machines and technical knowhow for design and development 	
<p>Forging</p>	<ul style="list-style-type: none"> • 5 belt drop Hammers • 2 Pneumatic Close die Hammer • 2 Pneumatic Open die hammer • 2 Nos. 5 inch Upsetter • 1 Nos. 6 inch Upsetter • Production range from 500 gms to 130 KGs 	
<p>Press Forging</p>	<ul style="list-style-type: none"> • Capacity to forge components upto 250 KGs through 5 Presses • Only second company in India to have 12500 tonne presses 	
<p>Ring Rolling</p>	<ul style="list-style-type: none"> • State of The Art Ring-Rolling Facility can roll crown wheels upto 500 mm in diameter • Capacity to forge components from 20 -75 KGs • Ability to forge one component in 25 -32 Seconds 	

One-Stop-Shop, Complete Manufacturing Capabilities



<p>Heat Treatment</p>	<ul style="list-style-type: none"> • State-of-the-art hardening and tempering furnaces are PLC controlled and have integral graphic recorder • New Press Plant the furnace is run by SCADA control system and entire heat treatment is automatic 	
<p>Machining</p>	<ul style="list-style-type: none"> • Machinery for Turning Centre, Gear Hobbing, Gear Shaping / Shaving, Tooth Rounding, Broaching, Rolling, etc. • All machineries are CNC controlled, operational line also complements the plant's just-in time manufacturing practices 	
<p>Surface Treatment</p>	<ul style="list-style-type: none"> • Surface treatment is exclusively designed for the forging components like Front axle beam, Knuckles, Stub axle, Arms etc. • Pre-treatment and Surface Treatment process to meet the world class quality consisting of 8 stage Pretreatment process 	
<p>Quality Inspection</p>	<ul style="list-style-type: none"> • Partnerships with customers and suppliers for continuously improving the quality of our processes and products • Advanced technical machineries, on-board diagnostics and easy-to-setup measurement routine 	







Awards and Accolades



Opportunity & Strategy

Manufacturing Capability & Economies of Scale

- 5 manufacturing set ups with 48,000T Hammers and Upsetters, 24,000T ring rolling pressline and 4 presslines of totaling to 80,000T capacity (3150T, 4500T, 6300T and 12500T)
- Best in class technology for precision and industry leading cycle time

Diversified Product Portfolio & Proximity to Raw Material Source

- Diversified product portfolio comprising of axle components, transmissions components, crown wheels, engine components, front and rear axle assemblies, etc.
- Large set up in Jamshedpur, Baliguma and Howrah close to steel capital of India

Innovation Capability

- Successfully transformed from a forging company to an integrated product development firm providing cutting edge solutions
- Developed expertise in ring-rolling and machining complementing the forging business

Experienced Management & Marquee Client Base

- Strong management with experience in Innovation, Product Development and Manufacturing
- Has marquee client base with all Top OEMs as clients including TATA Motors, Ashok Leyland, VE Commercials, along with Tier I Vendors

Increasing Content per Vehicle

- Focus on large and complex products, requiring higher skills and technical capabilities
- Higher Value Products with better margins

Key Supplier across Value Chain

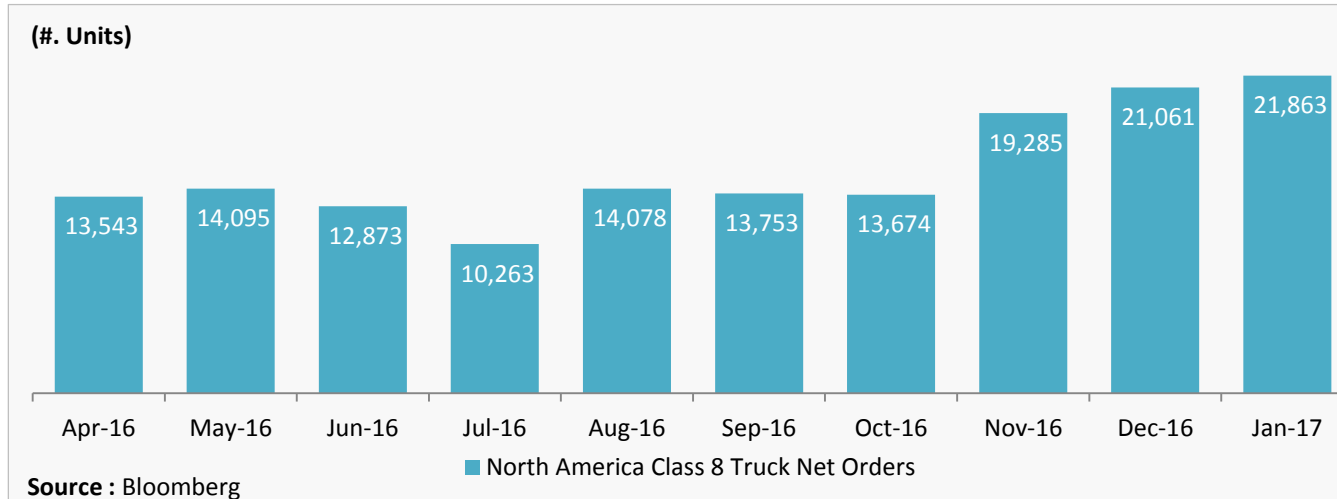
- Diversified product portfolio with ability to provide products across category
- Strong relationship with OEMs and Tier I players due to large and quality offering

Ability To Tap International Markets

- High quality products combined with lower cost - a key advantage for international clients
- Completed several audits from international OEMs and Tier 1 players

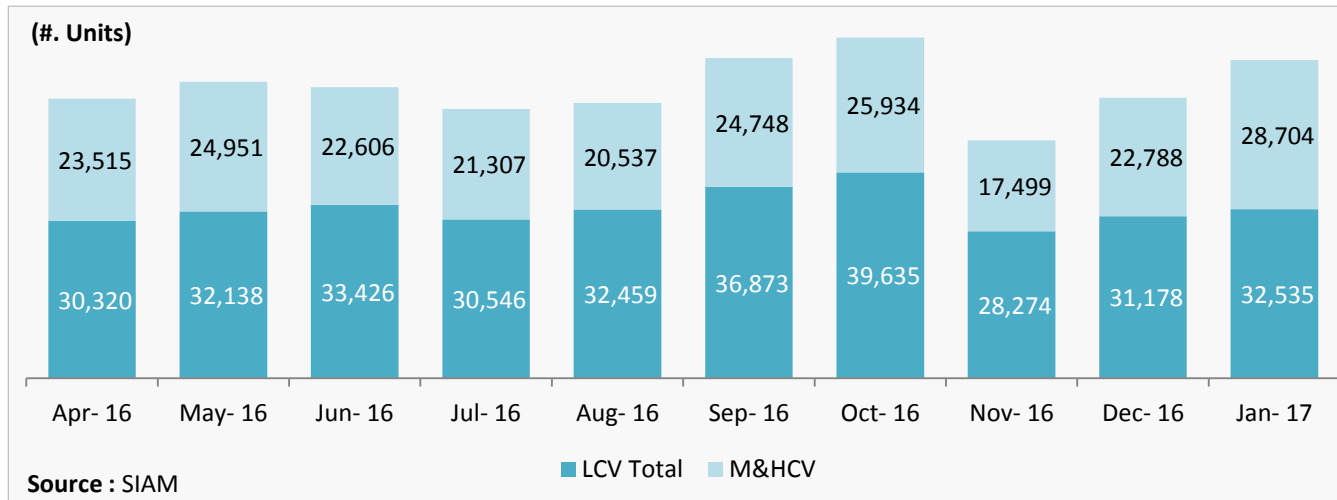
New Product offering

- Consistently developed new products across category diversifying revenue profile
- Ability to leverage existing relationship to cross-sell new products



North American Market Growth Drivers

- New Government to likely focus on Infrastructure through Capex spending
- Cyclical downturn seems to have bottomed-out



Domestic Market Growth Drivers

- Implementation of BS IV from April 1st 2017
- Commercial Vehicle older than 15 years likely to be scrapped

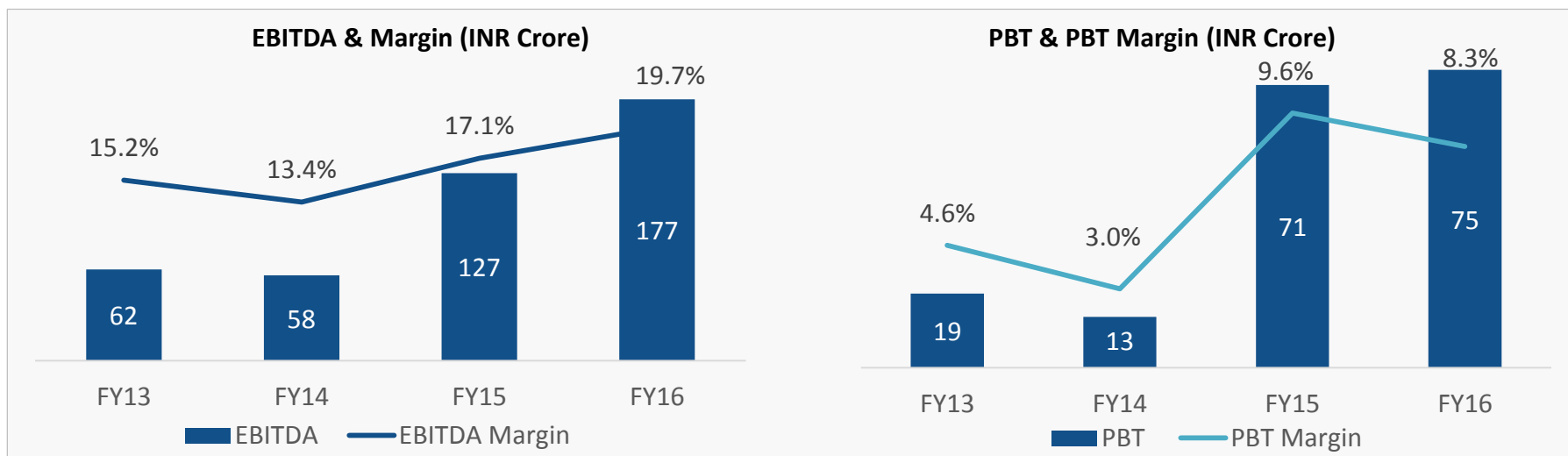
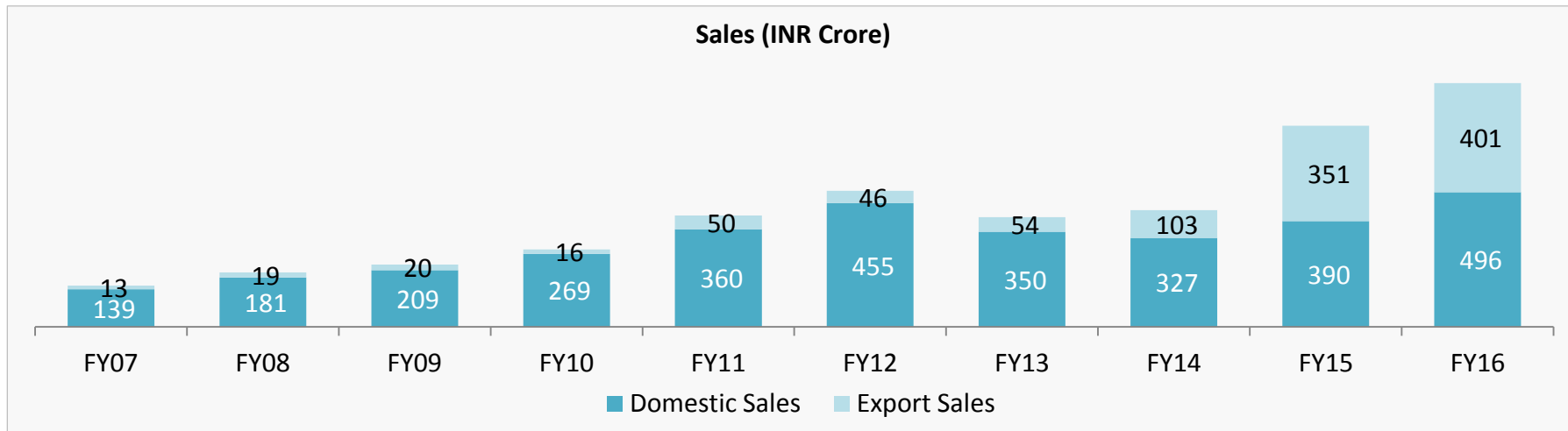
Leadership

Management Team Overview



Name	Designation	Brief Background & Experience
Mr. Mahabir Prasad Jalan	Chairman Director	<ul style="list-style-type: none"> Completed his graduation in Mechanical Engineering from BITS, Pilani More than 45 years of work experience in Forgings sector having started his Career from the shop floor First independent venture as Managing Partner of Tribeni Steel Forgings in the Year 1974 Started Ramkrishna Forgings in 1981 and leading the organisation
Mr. Naresh Jalan	Managing Director	<ul style="list-style-type: none"> Completed MBA in Finance and Marketing 20 years of experience in Forging industry Dynamic leader his vision has helped company achieve significant growth
Mr. Pawan Kumar Kedia	Director (Finance)	<ul style="list-style-type: none"> Bachelor in Commerce and a diploma holder in Taxation Possesses more than 28 years of experience in the accounting
Mr. Padam Kumar Khaitan	Independent Director	<ul style="list-style-type: none"> An Attorney-at-law Has more than 34 years of experience in the legal profession Currently he is one of the leading Partner of M/s. Khaitan & Co.
Mr. Ram Tawakya Singh	Independent Director	<ul style="list-style-type: none"> B.Sc. Engg in Metallurgy from RIT Jamshedpur More than 50 years of experience across various Companies During his tenure he rose to the level of VP in TATA Motors. He helped the company to reduce cost and improve plant Productivity
Mr. Sandipan Chakravorty	Independent Director	<ul style="list-style-type: none"> B.tech and M.tech from IIT Kharagpur Had been associated with TATA group Companies for more than 40 years. Has wide experience in materials management, mines and minerals, steel business – especially commercial activities, steel value added supply chain business, logistics, etc.
Mr. Partha Sarathi Bhattacharyya	Independent Director	<ul style="list-style-type: none"> M.Sc (Physics), FICMA Ex- Chairman, Coal India Ltd (CIL) Steered CIL through Miniratna (2007), Navratna (2008) and finally Maharatna (2011) Spearheaded the historic 10% stake sale thru IPO in 2010 - the largest so far in Indian Capital Market fetching Rs.15,200 crores for GOI. Post retirement, had a brief 15 month stint as MD of Haldia Petrochem till June 2012
Mr. Amitabha Guha	Independent Director	<ul style="list-style-type: none"> M.Sc. Physics Has been a banker throughout his life. Rose to level of Deputy Managing Director, SBI Was also the Non- Executive Chairman, South Indian Bank
Mr. Yudhisthir Lal Madan	Independent Director	<ul style="list-style-type: none"> MBA (Finance), M.Sc. (Physics) and a CAIIB from Institute of Bankers, Mumbai Retired banker with 38 years of rich and varied experience in the field of General Banking, with expertise in Corporate finance, Retail finance, SME lending, Risk management with focus on Credit monitoring, etc.
Ms. Aditi Bagri	Independent Director	<ul style="list-style-type: none"> A LLB holder and a Diploma in IPR from Mumbai University Has 10 years of experience in the legal field Currently associated with M/s. Juris Corp as Senior Associate

Financials & Shareholding



* PBT with exceptional items

Financials | Profit & Loss Statement



Sl. No.	Particulars (INR Crore)	9 month Ended 30-Dec-16	Year Ended 31-Mar-16	Year Ended 31-Mar-15	Year Ended 31-Mar-14	Year Ended 31-Mar-13
1	Total Income from Operations (Net)	587	897	741	430	404
2.	Expenses					
	a) Consumption of Raw Materials	290	407	355	217	227
	b) Changes in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(74)	(31)	15	11	(18)
	c) Employees Benefit Expenses	63	74	45	29	28
	d) Power & Fuel	63	71	56	43	44
	e) Depreciation & Amortisation	51	53	31	25	23
	f) Other Expenses	137	200	144	72	61
	g) Total	530	773	645	397	365
3.	Profit from operations before other income, finance costs, exceptional items and Tax (1-2)	57	124	96	33	39
4.	Other Income	2	3	6	2	1
5.	Profit from operations before finance costs, exceptional items and tax (3+4)	59	127	101	35	40
6.	EBITDA	108	177	127	58	62
7.	Finance costs	55	52	30	22	22
8.	Profit before exceptional items and tax (5-7)	4	75	71	13	19
9.	Exceptional items	-	-	7	-	-
10.	Profit before tax (8+9)	4	75	78	13	19
11.	Tax Expenses	(1)	20	4	4	8
	Net Profit After Tax (10-11)	5	55	75	8	11



Particulars (INR Crore)	As at 31st Dec, 2016	As at 31st March, 2016	As at 31st March, 2015	As at 31st March, 2014	As at 31st March, 2013
EQUITY AND LIABILITIES					
Shareholders' Funds	29	29	27	26	21
Share Capital	448	443	378	291	220
Reserves and Surplus	-	-	6	7	13
	477	472	411	323	254
Non-Current Liabilities					
Long-Term Borrowings	426	507	443	357	128
Deferred Tax Liabilities	53	54	34	31	32
Other Long-Term Liabilities	12	11	5	2	-
Long-Term Provisions	2	1	1	0	0
	493	573	484	391	160
Current Liabilities					
Short-Term Borrowings	373	302	246	115	102
Trade Payables	218	145	133	102	53
Other Current Liabilities	182	135	125	78	54
Short-Term Provisions	1	8	7	4	3
	772	589	511	299	213
Total Equity & Liabilities	1,742	1,634	1,406	1,013	626



Particulars (INR Crore)	As at 31st Dec, 2016	As at 31st March, 2016	As at 31st March, 2015	As at 31st March, 2014	As at 31st March, 2013
ASSETS					
Non-Current Assets					
Fixed Assets					
Tangible Assets	946	937	521	231	240
Intangible Assets	4	3	3	3	3
Capital Work-in-Progress	32	35	316	347	40
Non-Current Investments	7	7	7	7	6
Long-Term Loans and Advances	60	77	57	95	68
Other Non-Current Assets	-	-	-	-	1
	1,049	1,058	903	682	356
Current Assets					
Inventories	318	220	176	157	149
Trade Receivables	289	285	262	115	80
Cash and Bank Balances	4	1	0	14	3
Short-Term Loans and Advances	67	55	48	32	24
Other Current Assets	16	15	17	12	14
	693	577	503	331	270
Total Assets	1,742	1,634	1,406	1,013	626

Shareholding As on December 31, 2016



S. No	Description			Shares	% Equity
A	Promoters & Promoters Group - A			1,44,51,069	50.4%
	Promoters & Promoters Group			1,44,51,069	50.4%
B	Institutions - B			66,50,389	23.2%
	International Finance Corporation			10,44,215	3.6%
	Foreign Portfolio Investors & FIIs			25,70,409	9.0%
	ICG Q Limited	7,00,000			
	India Midcap (Mauritius) Ltd.	9,58,733			
	Mutual Funds			30,35,765	10.6%
	Reliance Capital Trustee Co. Ltd. - A/C Reliance Tax Saver (ELSS) Fund	10,80,000			
	KOTAK EMERGING EQUITY SCHEME	5,41,566			
	BNP Paribas Dividend Yield Fund	3,85,500			
C	Non-Institutions - C			75,68,482	26.4%
	Total			2,86,69,940	100.0%

Annexures

Corporate Social Responsibility Strategy

- Developing innovative solutions to address large-scale societal problems by utilizing our core competence.
- Volunteering for projects that address the felt need of communities in which we operate, while aligning with the core themes of our CSR vision
- Participating in community development program championed by our clients
- Partnering with select non-government and civil society organizations and other government bodies
- Supporting large-scale causes such as disaster relief or any other cause as determined by the Corporate CSR Council





Blood Donation Camp 2016

Organised Blood Donation Camp in June 2016 at Plant V and on October 2016 at Plant III and IV



Medical Center (Swastya Yoga)

Established a Medical center on a land opposite to Plant V for providing medical facilities to the villagers at a subsidised cost



Joint Venture Between RKFL and Govt. of Jharkhand

Programme for Eradication of Malaria/Filaria at Villages near to Plant V



CSR Initiative at Plant 5

Under the CSR activity company has inaugurated the temple at Kolabira



World Environment Day 2015

Celebrated World Environment Day on June 05, 2015 at its factory premises at Jamshedpur



Organised Free Health Camp

Organised free health camp on May 23rd 2014

We are happy to serve you

Thank You!

A close-up photograph of a hand holding a silver pen, writing the words 'Thank You!' in a cursive script on a white surface. The pen is positioned at the end of the word 'You', and the exclamation mark is clearly visible.