



# RAMKRISHNA FORGINGS LIMITED

REGD. & CORPORATE OFFICE:

"RAMKRISHNA CHAMBERS"  
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WESTBENGAL, INDIA

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WEBSITE : www.ramkrishnaforgings.com

CIN NO. : L74210WB1981PLC034281

Date: 18<sup>th</sup> February, 2016

To,  
The Listing Department  
Bombay Stock Exchange Limited  
P.J. Towers  
Dalal Street  
Mumbai-400 001

Dear Sir,

**Ref: Symbol: RKFORGE**

**Sub: - Announcement**

Please refer to our letter dated 12<sup>th</sup> Feb, 2016 regarding Schedule of Conference Call/meet with the Analyst/Institutional Investors.

With regard to the same, please find attached the presentation made at the abovementioned conference calls.

This is for the information of the exchange and the members.

Thanking you,  
Yours faithfully,  
**For Ramkrishna Forgings Limited**

*Alena Gupta*  
**Authorised Signatory**

Encl: As above

## WORKS

**PLANT- I:** PLOT NO. M-6, PHASE VI, GAMARIA, JAMSHEDPUR -832108,  
JHARKHAND (INDIA); **FAX:** (+91 657) 2202814  
**PH:** (+91 657) 3984900, 3204242, 3204249  
**EMAIL:** forgings-division@ramkrishnaforgings.com



ISO 9001:2008

BUREAU VERITAS  
Certification



**PLANT- II:** 7/40, DUFFER STREET, LILUAH, HOWRAH – 711204  
WEST BENGAL (INDIA)  
**PH:** (+91 33) 2654 8062/063

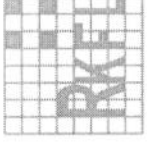
**PLANT- III & IV:** PLOT NO. M-15, 16 & NS-26, PHASE VII, INDUSTRIAL AREA,  
ADITYAPUR; JAMSHEDPUR -832109, JHARKHAND (INDIA) **FAX:** (+91 657)3984998  
**PH:** (+91 657) 3984900/999, **EMAIL:** cnc-division@ramkrishnaforgings.com

**PLANT- V:** VILL: BALIGUMA, P.O.: KOLABERA, THANA: SARAİKELA, DIST.: SARAİKELA KHARSWAN;  
JAMSHEDPUR -833220, JHARKHAND (INDIA) **PH:** (+91657) 3984900  
**EMAIL:** pressplant5@ramkrishnaforgings.com

# Ramkrishna Forging Limited

Corporate Presentation





## AGENDA

### History & Profile

- About Our Company
- Product Lines
- Key Milestones
- Key Financial Indicator

### Strategy & Approach

- Market Opportunities
- Key Differentiators
- Strategic Priorities

### Business Operations

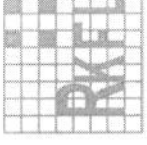
- Manufacturing Facilities

### Governance & Financials

- Board of Directors & Key Management Personnel
- Awards & Recognition
- Corporate Social Responsibility
- Financial Snapshot and Shareholding Pattern

## HISTORY & PROFILE





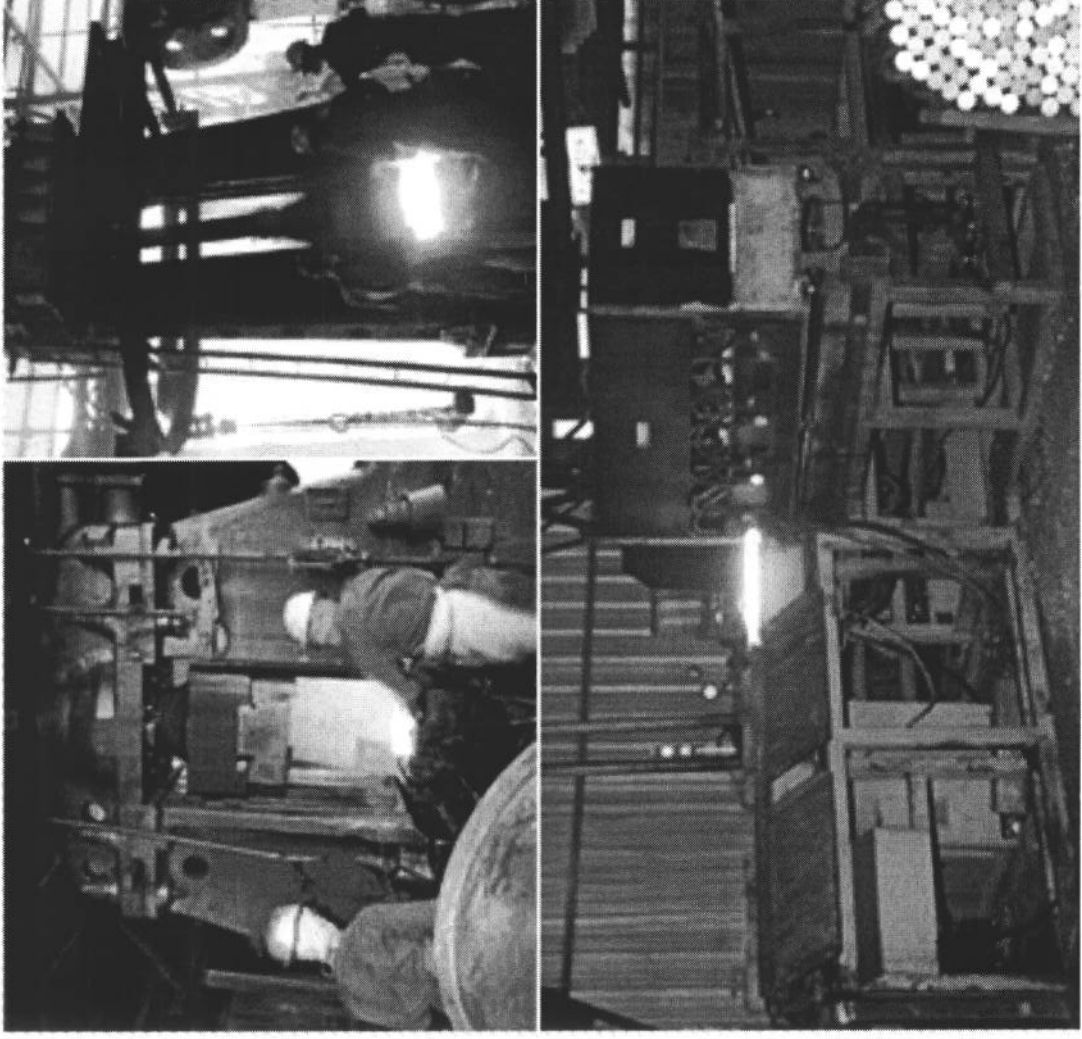
## ABOUT OUR COMPANY

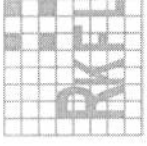
### The Beginning

- Incorporated in 1981 by first generation entrepreneur Mr. M P Jalan, Chairman, a technocrat by profession from BITS Pilani, with a vision to create a world class Auto Component Manufacturing facility

### The Company Today

- Company is one of the leading players in Indian Forging Industry with technical capabilities to manufacture high end forge and machined components supplying products to CV, Railways, and industrial markets
- Diversified product profile with almost 85% of total component needed by a truck, manufactured in house
- Strong operational results with consistent track record of profitability and growth
- Aply supported by Mr. Naresh Jalan, MBA Finance, MD, having more then 15 year experience of managing the forging business





# OUR PRODUCT PORTFOLIO



**Rolled  
Products**

**Applications**  
Automotive  
Earth Moving & Mining  
Farm Equipments  
General Engineering  
Railways  
Steel Plants  
Oil Exploration  
Wind Energy

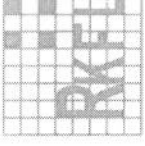


**Machined  
Products**

**Front Axle Beam,  
Crankshaft &  
Knuckle**

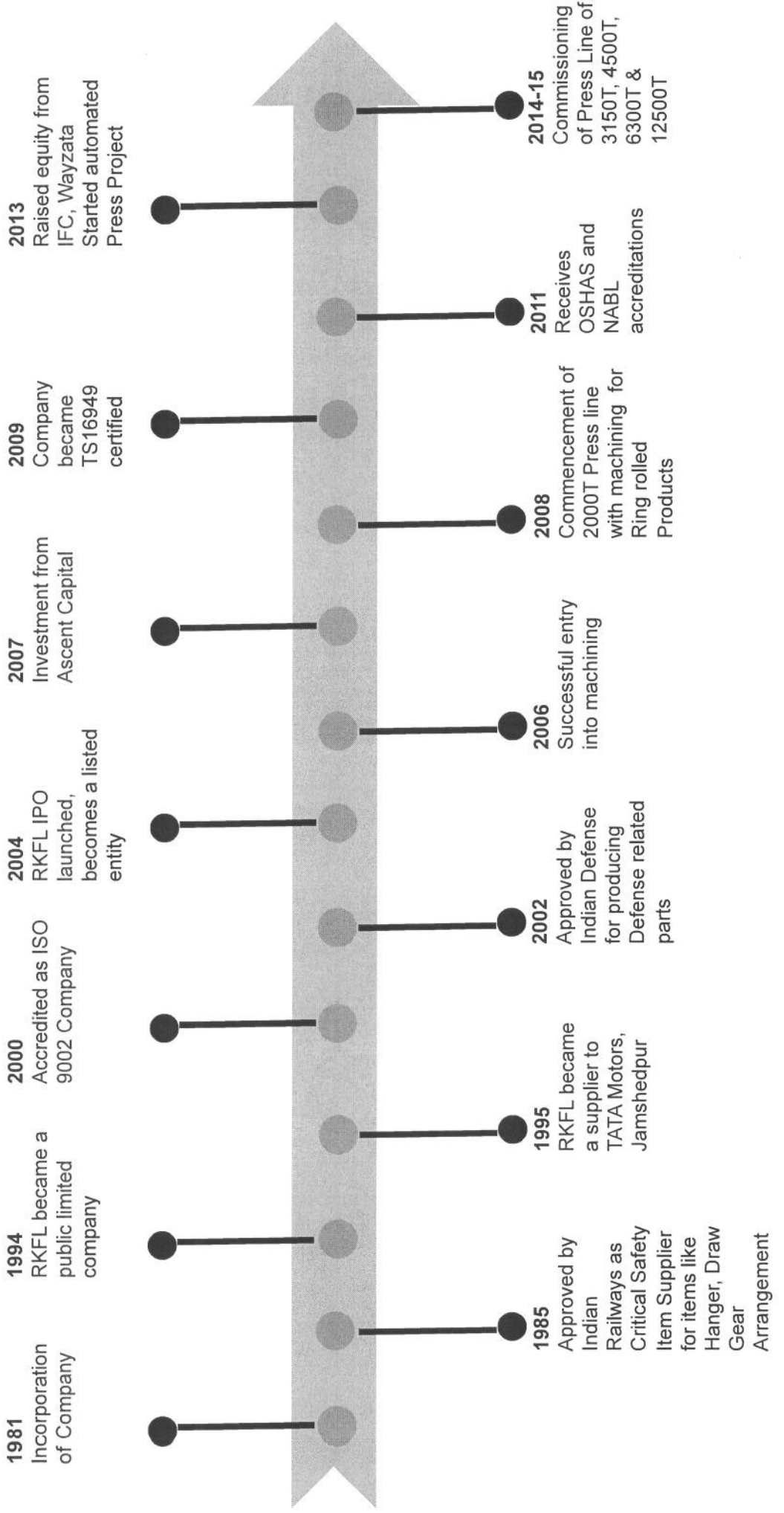


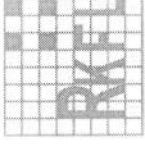
**Forged  
Products**



# KEY MILESTONES

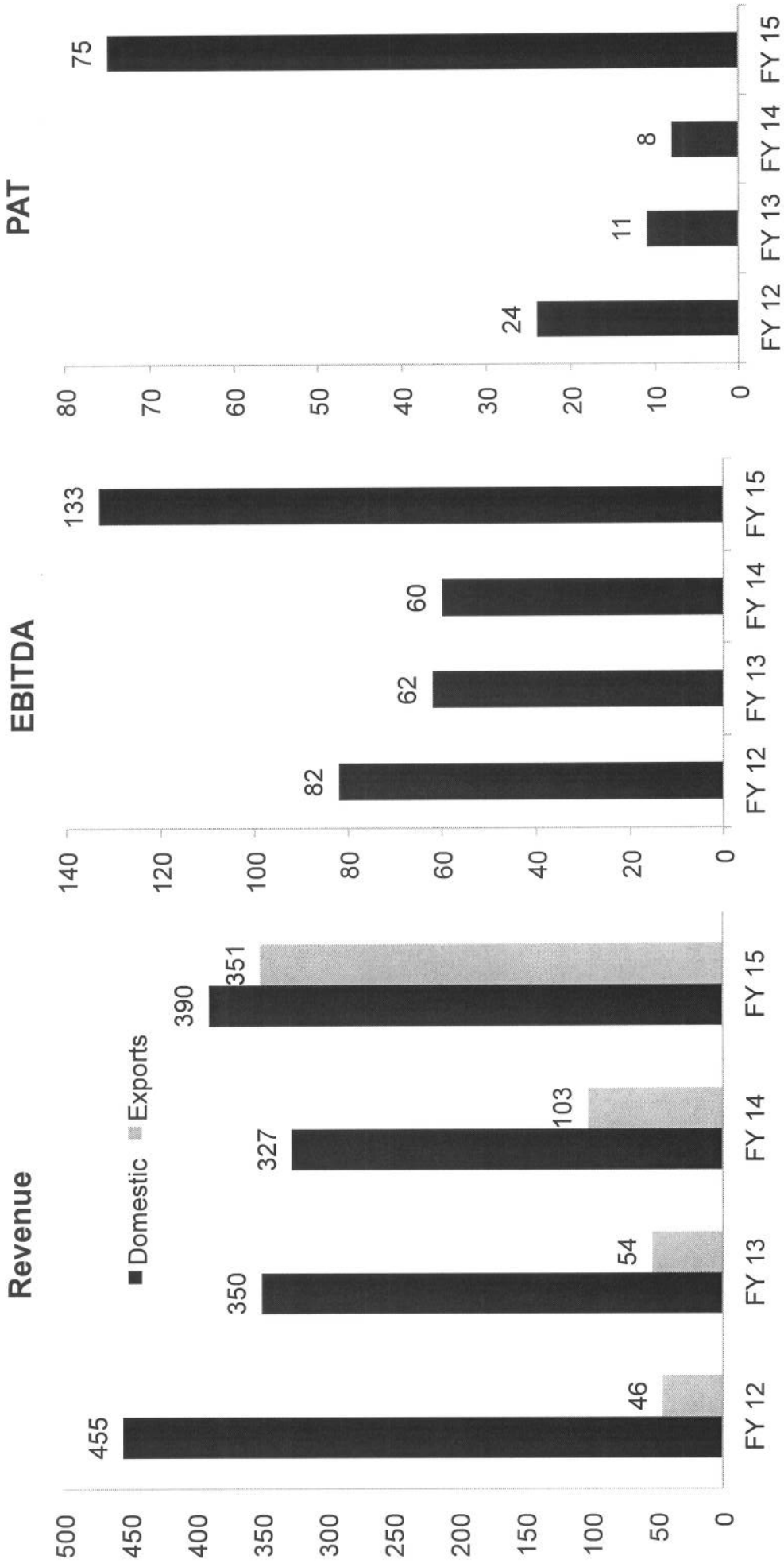
## Creating Shareholder Value





# KEY FINANCIAL PARAMETERS (YoY)

Figures In cr



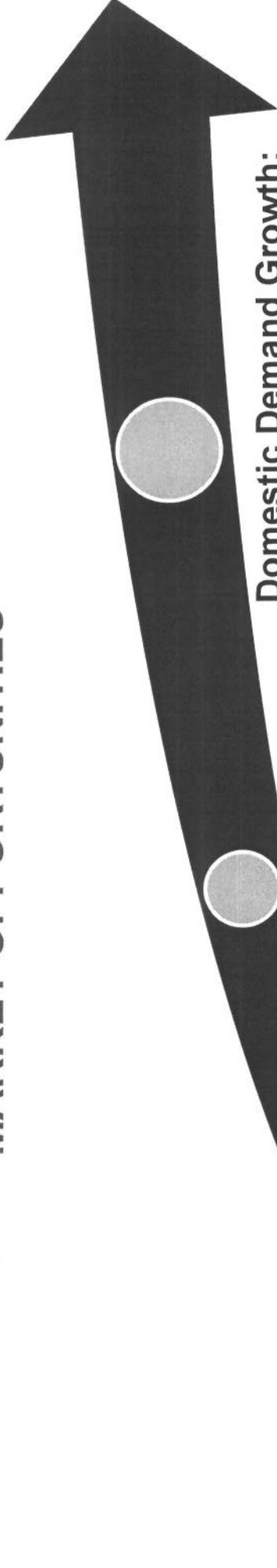
**Sustained Growth with improving top-line, EBITDA and bottom-line**



## STRATEGY AND APPROACH



# MARKET OPPORTUNITIES



## Make in India :

- India has been positioned as a global manufacturing hub with the 'Make in India' campaign
- Easier tax structures and better approval structures can boost manufacturing

## International Opportunity

- Indian Forging Industry has gained recognition due to its technical capabilities and cost advantage
- Push for cleaner and safer transportation with emphasis on emission norms with Euro 6 implementation
- Global economic recovery and reduced fuel prices world over can boost commercial vehicle demand

## Domestic Demand Growth:

- Expanding city perimeters leading to increase in demand for mass transportation which is mainstay for Indian forging sector
- Increase in industrial production and revival of passenger vehicle market
- Increasing need to transport products between production centers and consuming markets with massive growth in Indian logistics sector
- Revival of mining sector in specific states like Orissa, Karnataka would benefit commercial vehicle industry which is showing growth after slowdown
- Lowering of interest rates to further strengthen domestic demand
- Stricter anti-overloading and ABS braking norms to contribute to demand
- Consolidation of Indian Forging Industry with few large players dominating the market

## KEY DIFFERENTIATORS

### Manufacturing Capability & Economies of Scale

- 5 manufacturing set ups with 45,000T Hammers and Upsetters, 24000T ringrolling pressline and 4 presslines of totaling to 80,000T capacity (3,150T, 5,400T, 6,300T and 12,500T)
- Best in class technology for precision and industry leading cycle time

### Rich Product Portfolio & Proximity to Raw Material Source

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

### Innovation Capability

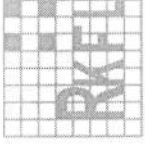
- Successfully transformed from a forging company to an integrated product development firm providing cutting edge solutions
- Developed expertise in ring-rolling and machining complementing the forging business

### Demonstrated Growth & Profitability

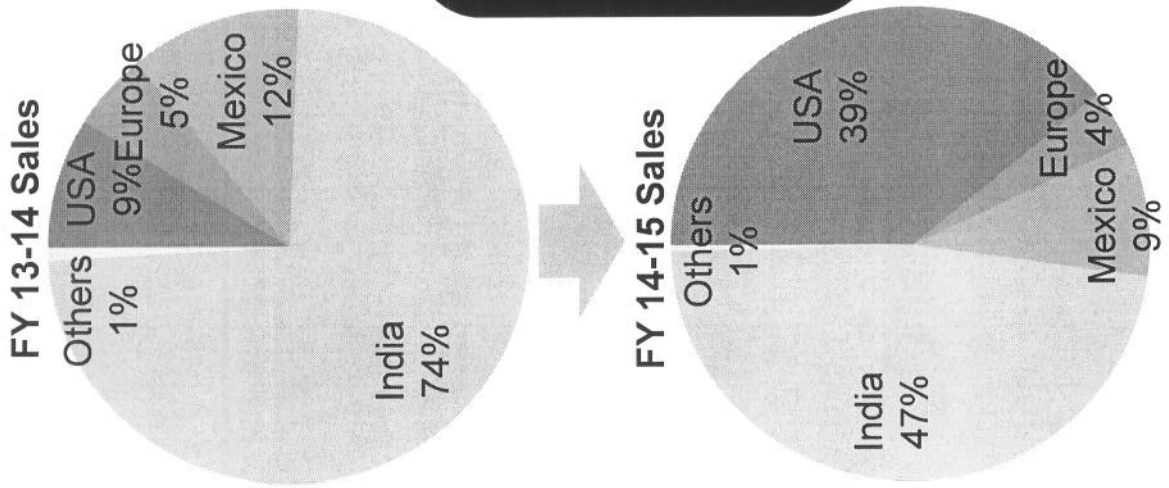
- Revenues growth by over 72% from FY 14 to FY 15 with commissioning of new capacity with healthy EBITDA margin of 17%
- EBITDA growth of over 120% from FY 14 to FY 15 with a RoACE of 10.7% and an RoE of 20.4%

### 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 component manufacturers like Automotive Axels etc.



# STRATEGIC PRIORITIES



**Global Diversification**  
Contribution of export to increase going forward which have higher margins

**Product & Capacity Expansion**  
Capacity expansion in forging as well as machining and commissioning of state of art 12,500T Press

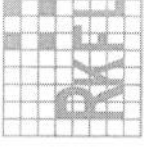
Commissioning of State of Art 12,500T Press with a capability of churning out high precision products every 40 sec

Addition will take total forging capacity to 150,000T along with sufficient machining capacity

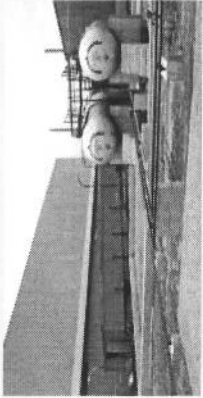
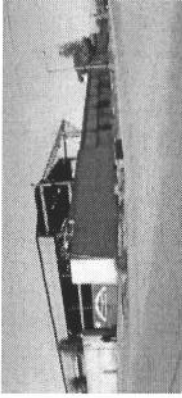
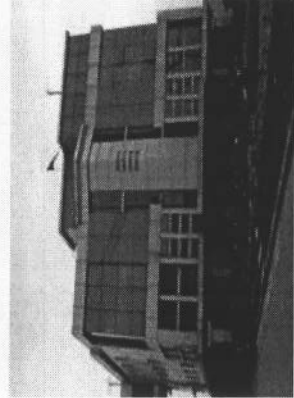
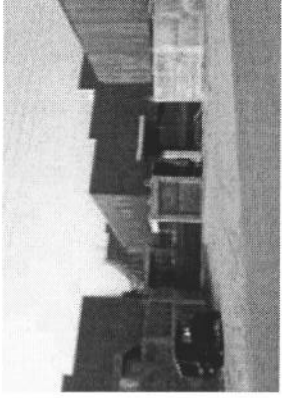
Forging and machining together provides capability to foray into high precision and weightage parts

# BUSINESS AND OPERATIONS



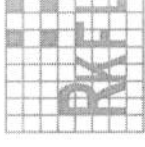


# MANUFACTURING FACILITIES

Plants	Process	Facilities
<p><b>Plant 1 - Jamshedpur</b></p>	<p>Hammer Forging Upset Forging Die Making</p>	
<p><b>Plant 2-Liluah</b></p>	<p>Machining/Assembly Light Fabrication Functional Testing</p>	
<p><b>Plant 3 &amp; 4- Jamshedpur</b></p>	<p>1) CNC Machining MHC &amp; VMC Machining Gear Cutting 2) Press line with machining</p> <p>ISO Annealing Sealed Quenching Plug Quenching Induction Hardening</p>	
<p><b>Plant 5 - Jamshedpur</b></p>	<p>Press Project 2000T, 3150T, 4500T, 6300 T Presses 12500T Press, Integrated Paint Shop HMC &amp; VMC Machining, Die Making &amp; Heat Treatment Facilities</p>	

## GOVERNANCE AND FINANCIALS

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## KEY MANAGEMENT PERSONNEL

### Board of Directors

Mr. Mahabir Prasad Jalan  
(Chairman)

Mr. Naresh Jalan  
(Managing Director)

Mr. Satish Kumar  
Mehta  
(Non Executive  
Director)

Ms. Aditi Bagri  
(Independent Director)

Mr. Amitabha Guha  
(Independent Director)

Mr. Pawan Kumar  
Kedia  
(Wholesale Director)

Mr. Padarm Kumar  
Khaitan  
(Independent Director)

Mr. Yudhishthir Lal  
Madan  
(Independent Director)

Mr. Ram Tawakya  
Singh  
(Independent Director)

### Key Management Personnel

Mr. K Choudhary,  
COO, 30 yrs exp  
Bharat Forge

Mr. J. Patasani,  
Plant Head, 21 Yrs  
exp,  
ABB, Paharpur

Mr. Sibaji Mitra,  
CPO 21 yrs exp,  
Outotec, Ispat

Mr. Mitesh Gandhi,  
Sr GM Marketing,  
12 yrs exp

Mr. A. N.  
Chandramouli, Plant  
Head, 29 yrs exp  
Kalyani Forge

Mr. Alok Sharda, ED &  
CFO, 21 yrs exp,  
Adhunik, Usha Martin

Mr. Rajat Dutta, CIO  
24 yrs exp, Adhunik,  
Usha Martin, IIT Kgp

Mr. Rajesh Mundhra,  
CS & Sr GM Finance,  
14 yrs exp, UT  
Wireless, Carnation  
Ind



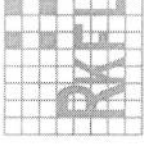
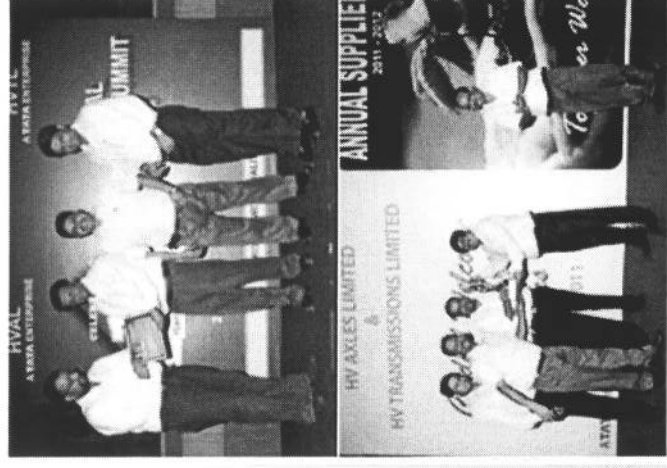
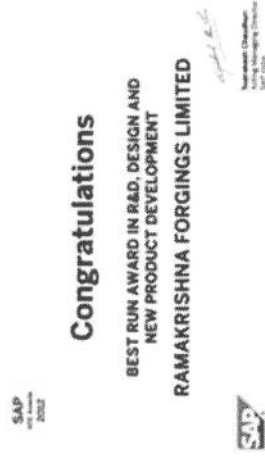
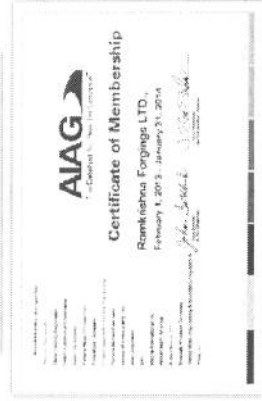
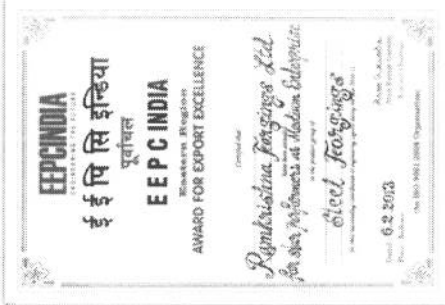
# AWARDS AND RECOGNITION

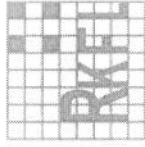
## Awards & Accolades

- **SAP ACE AWARDS 2012** - Best Run in R&D, Design and New Product Development
- **HVAL**
  - Appreciation - New Product Development
  - Appreciation - Overall Best Performance
- **HVTL**
  - Appreciation - Quality
  - Appreciation - Delivery & Ramp up of Gears and Shafts
  - Appreciation - New Product Development

## Certificates & Recognitions

- **EEPC INDIA** - Eastern Region Award for export excellence
- **CII** - Confederation of India Industry Certificate of appreciation
- **AIAG** - The Catalyst for Peak Performance Ramkrishna Forgings Limited

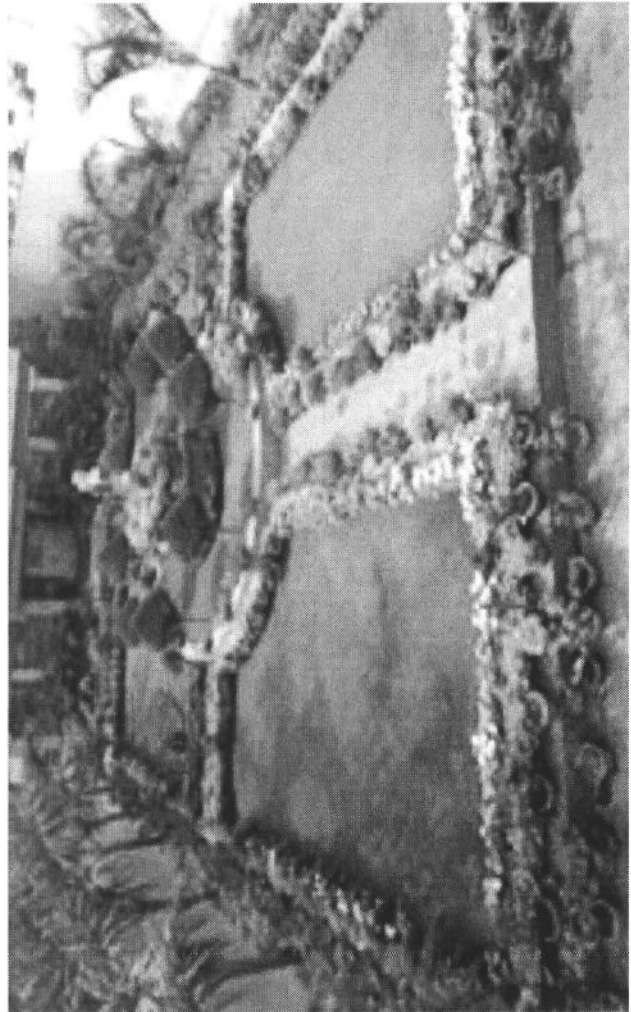




# CORPORATE SOCIAL RESPONSIBILITY

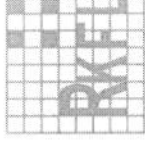
## Environmental Policy

- ▶ Create awareness for the environment which plays an integral role in day to day business activities.
- ▶ Undertake all reasonable and economical viable steps to minimize adverse effects upon the environment.
- ▶ Comply with the requirements of relevant environmental policies, regulations and codes of practices.



## Corporate Social Responsibility

- ▶ Embrace responsibility for impact of its operations and actions on all stakeholders including society and community at large.
- ▶ Encourage all its employees and other participants to ensure positive impact and its commitment towards CSR.
- ▶ Committed to develop and implement EMS (Environment Management System) throughout the plant, control and reduce the environment impact.



# FINANCIAL SNAPSHOT & SHAREHOLDING PATTERN

Figures in cr

## P&L Summary

Particulars (Standalone)	For the period ended 31 <sup>st</sup> March		
	9M – Dec 15	9M – Dec 14	Change (%) FY14-15
Net Sales	671	499	34%
EBITDA (Excl. Exceptional Item)	137	88	56%
EBITDA Margin	20%	18%	3%
Net Profit	44	40	9%

## Consolidated Balance Sheet Summary

Particulars	As on 31 <sup>st</sup> March	
	2014	2015
Shareholder Funds	323	411
Long term loans <sup>1</sup>	389	474
Short term loans	115	246
Net Fixed Assets	234	524
Current Assets	331	503
Current Liabilities <sup>2</sup>	152	234

## Shareholding Pattern

(as on December 31, 2015)

Shareholding of Promoter and Promoter Group	
Indian	50.40%
Foreign	0.00%
<b>Total</b>	<b>50.40%</b>

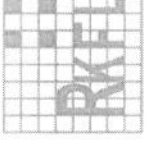
## Public Shareholding

Institution	21.25%
Non Institution	28.35%
-Bodies Corporate	8.84%
<b>Total</b>	<b>49.60%</b>

<sup>1</sup> includes current maturities of long term loan

<sup>2</sup> excludes short term debt and current maturities of long term loan

All figures are rounded off



**Thank You**

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