August 16, 2017

To,

BSE Limited,
1st Floor, New Trading Ring,
Rotunda Building, P.J. Towers,
Dalal Street, Fort,
Mumbai - 400 001
BSE SCRIP CODE – 500493

National Stock Exchange of India Ltd.,
‘Exchange Plaza’,
Bandra-Kurla Complex, Bandra (East)
Mumbai- 400 051
Symbol: BHARATFORG
Series: EQ

Dear Sir,

Sub: Presentation made at Analyst meet

This is in furtherance of our letter dated August 9, 2017 wherein we had given you advance
intimation of Analyst meet scheduled on August 10, 2017 in terms of SEBI (Listing

Pursuant to above, we wish to inform that the Company conducted Analyst meet and the
presentation which was made to them is enclosed herewith for your record.

Kindly take note of the same and acknowledge receipt.

Thanking you,

Yours faithfully,
For Bharat Forge Limited

Tejaswini Chaudhari
Deputy Company Secretary

Encl: As Above
INVESTOR PRESENTATION
August 2017 | Bharat Forge Ltd. | Pune

MAKING IN INDIA FOR THE WORLD
BHARAT FORGE: PROFILE

- Consolidated Revenues: ~ US$ 1 Bn
- 10 Manufacturing locations across 5 countries.
- Global Marquee Customer base of more than 35 OEM’s & Tier-1 companies across automotive & industrial applications.
- No single customer exceeds 6% of consolidated revenues.

GLOBAL FORGING CONGLOMERATE

<table>
<thead>
<tr>
<th>Geography</th>
<th>Capacity (TPA)</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>403,750</td>
</tr>
<tr>
<td>USA</td>
<td>185,000</td>
</tr>
<tr>
<td>Europe</td>
<td>30,000</td>
</tr>
</tbody>
</table>

REVENUE BREAK-UP BY GEOGRAPHY – FY 2017

- India: 33%
- USA: 23%
- Europe: 2%
- Asia-Pac: 43%

REVENUE BREAK-UP BY SEGMENTS – FY 2017

- Commercial vehicle: 53%
- Non-Auto: 27%
- Passenger Vehicle: 19%
Bharat Forge Limited – Key Differentiators

**Key Differentiators**

- **Technology & Innovation**
  - New product development leveraging in-house R&D capabilities
  - Develop critical components with shortest lead time

- **Relationship**
  - Development partners
  - Leveraging relationship to expand into new sectors

- **Customers**
  - Strong Marquee Clientele
  - Biggest customer: 6%

- **De-risked Business Model**
  - Extensive product portfolio: Auto & Industrial
  - Balanced business: segments & Geography
Transformational Shifts around three Success Levers

1. From ‘Muscle Power’ to ‘Brain Power’
2. Creating a ‘Knowledge Workforce’
3. Modernizing ‘Technology & Operations’
4. From a ‘Generic Supplier’ to a ‘Partner of Choice’
5. From an ‘Indian Company’ to a ‘Global Company’
6. Steadfast ‘Focus on R&D’ to develop new capabilities and sustain competitive edge.
Q1 FY 2018: Continuation of the recovery

- **Export Markets** - Strong growth momentum on account of revival in Industrial segment and US Class 8 truck market.
- **Domestic Markets** - Growth in Industrial segment helped to overcome temporary slowdown in M&HCV market demand.

### Domestic Revenues

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Domestic Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY17</td>
<td>4,844</td>
</tr>
<tr>
<td>Q3 FY17</td>
<td>5,355</td>
</tr>
<tr>
<td>Q4 FY17</td>
<td>5,864</td>
</tr>
<tr>
<td>Q1 FY18</td>
<td>6,714</td>
</tr>
</tbody>
</table>

### Export Revenues

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Export Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY17</td>
<td>4,515</td>
</tr>
<tr>
<td>Q3 FY17</td>
<td>3,268</td>
</tr>
<tr>
<td>Q4 FY17</td>
<td>4,754</td>
</tr>
<tr>
<td>Q1 FY18</td>
<td>6,714</td>
</tr>
</tbody>
</table>

**Growth:**

- **Export Markets:** 21%
- **Domestic Markets:** 49%
## Standalone Results – Q1 FY 2018

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q1 FY18</th>
<th>Q1 FY17</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shipment Tonnage</td>
<td>55,100</td>
<td>49,098</td>
<td>12.2</td>
</tr>
<tr>
<td>Domestic Revenue</td>
<td>5,864</td>
<td>5,492</td>
<td>6.8</td>
</tr>
<tr>
<td>Export Revenue</td>
<td>6,714</td>
<td>4,079</td>
<td>64.6</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>12,578</strong></td>
<td><strong>9,571</strong></td>
<td><strong>31.4</strong></td>
</tr>
<tr>
<td>EBITDA</td>
<td>3,457</td>
<td>2,537</td>
<td>36.3</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>27.5%</td>
<td>26.5%</td>
<td></td>
</tr>
<tr>
<td>PBT before Ex Gain/ (loss)</td>
<td>2,757</td>
<td>1,883</td>
<td>46.4</td>
</tr>
<tr>
<td>PAT</td>
<td>1,751</td>
<td>1,221</td>
<td>43.4</td>
</tr>
</tbody>
</table>
Geographical Breakup - Standalone

<table>
<thead>
<tr>
<th>Particulars (INR Million)</th>
<th>Q1 FY 2018</th>
<th>Q1 FY 2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>5,864</td>
<td>5,492</td>
<td>6.8%</td>
</tr>
<tr>
<td>Americas</td>
<td>4,318</td>
<td>2,149</td>
<td>101.0%</td>
</tr>
<tr>
<td>Europe</td>
<td>1,952</td>
<td>1,769</td>
<td>10.4%</td>
</tr>
<tr>
<td>Asia-Pacific</td>
<td>443</td>
<td>161</td>
<td>174.9%</td>
</tr>
</tbody>
</table>
Segmental Breakup - Standalone

<table>
<thead>
<tr>
<th>Particulars (INR Million)</th>
<th>Q1 FY 2018</th>
<th>Q1 FY 2017</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Vehicles</td>
<td>5,005</td>
<td>4,688</td>
<td>6.8%</td>
</tr>
<tr>
<td>Industrial</td>
<td>5,412</td>
<td>3,003</td>
<td>80.2%</td>
</tr>
<tr>
<td>Passenger Vehicles</td>
<td>868</td>
<td>802</td>
<td>8.2%</td>
</tr>
</tbody>
</table>
Performance of International Operations

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Apr - Jun 2017</th>
<th>Apr - Jun 2016</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>6,874</td>
<td>6,318</td>
<td>8.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>506</td>
<td>492</td>
<td>2.9</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>7.4%</td>
<td>7.8%</td>
<td></td>
</tr>
<tr>
<td>PBT</td>
<td>104</td>
<td>101</td>
<td>3.0</td>
</tr>
</tbody>
</table>

- Growth in revenues outperformed the growth in the underlying markets on account of increased customer penetration.

- Continue to focus on productivity improvement and cost control measures to improve margins.
Increasing resilience in every trough

EBITDA MARGINS

FY 2009: 21.7%
FY 2013: 23.3%
FY 2017: 28.5%

PBT MARGINS

FY 2009: 11.9%
FY 2013: 14.2%
FY 2017: 21.6%

DEBT/EBITDA

FY 2009: 4.05
FY 2013: 2.55
FY 2017: 1.48
Asset Light Capex: Changing the Approach
Way forward ..... 

**De-risk**
Focus on increasing share of counter-cyclical sectors.

**Develop**
New product development to increase content per equipment. New products to lead growth over the next 5-7 years.

**Demonstrate**
Focus on assimilation & implementation of new technologies & processes to increase stickiness with customers.

**Deleverage**
Continue to focus on asset light model & lean balance sheet.
Disclaimer

This presentation contains certain forward looking statements concerning Bharat Forge’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, interest rates and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company. No part of this presentation shall be reproduced, copied, forwarded to any third party either in print or in electronic form without prior express consent of the company.
THANK YOU