

RAMKRISHNA FORGINGS LIMITED

REGD. & CORPORATE OFFICE:

"RAMKRISHNA CHAMBERS"
72 SHAKESPEARE SARANI,
KOLKATA 700017
WESTBENGAL, INDIA

PHONE : (+91 33) 3984 0900 / 0999
FAX : (+91 33) 3984 0998

EMAIL : info@ramkrishnaforgings.com
WEBSITE : www.ramkrishnaforgings.com

CIN NO. : L74210WB1981PLC034281

Date: 7th June 2018

The Secretary BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai -400001 <u>BSE SCRIP CODE: 532527</u>	The Secretary National Stock Exchange of India Ltd. Exchange Plaza, Bandra -Kurla Complex Bandra (E) Mumbai -400051 <u>NSE SYMBOL: RKFORGE</u>
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Dear Sir / Madam,

Sub: Disclosure under Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Schedule of Analyst/Institutional Investor meet.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we do hereby inform the Stock Exchanges that the Officials of the Company will be participating in Edelweiss India Conference 2018 organized by Edelweiss Securities Limited on June 13, 2018 in USA.

The presentation to be made to the Analyst/Institutional Investor is attached.

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

Thanking you

Yours Sincerely
For Ramkrishna Forgings Limited

Rajesh Mundhra
(Company Secretary)

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



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



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

MACHINE READABLE FORMAT

Date: 7th June 2018

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RAMKRISHNA FORGINGS LIMITED



June 2018

Introduction

Introduction To Ramkrishna Forgings



Overview

- Incorporated in 1981, led by Mr. Mahabir Prasad Jalan, a Technocrat from BITS Pilani, along with Mr. Naresh Jalan having more than 4 decades and 2 decades of experience in the forgings industry, respectively.
- Based out of Kolkata with four out of five manufacturing facilities located in eastern India close to key automobile manufacturing hubs.
- Manufacturing capacity of 150,000 tonne annually.
- We are a leading forging player in India with best in class infrastructure and a 12,500 tonne press, only second company in India to have this press.
- Ability to manufacture products between 0.5–200 KGs.
- Manufacturing products for commercial vehicles and having presence across Auto, Engineering, Mining, Defence and Earth Moving.
- Made foray into Oil & Gas sector.
- Marquee customer base of more than 14 OEMs and 15 Tier – 1 companies.
- Focus on export markets. Expects substantial presence in the European markets.
- Diversified geographically revenue base and product portfolio. Focus on more complex products with higher margins.
- Ability to manufacture **95%** of forged component required for a commercial vehicles.
- Company's Statutory Auditor are S.R. Batliboi & Co. LLP (a member of Ernst & Young) and Internal Auditors are M/s Singhi & Co.
- Has a market capitalization of Rs 2500 Cr as on Mar 31, 2018.

Newest Manufacturing Facility



Key Products



Rear Axle Components



Front Axle Components



Engine Components



Transmission Components

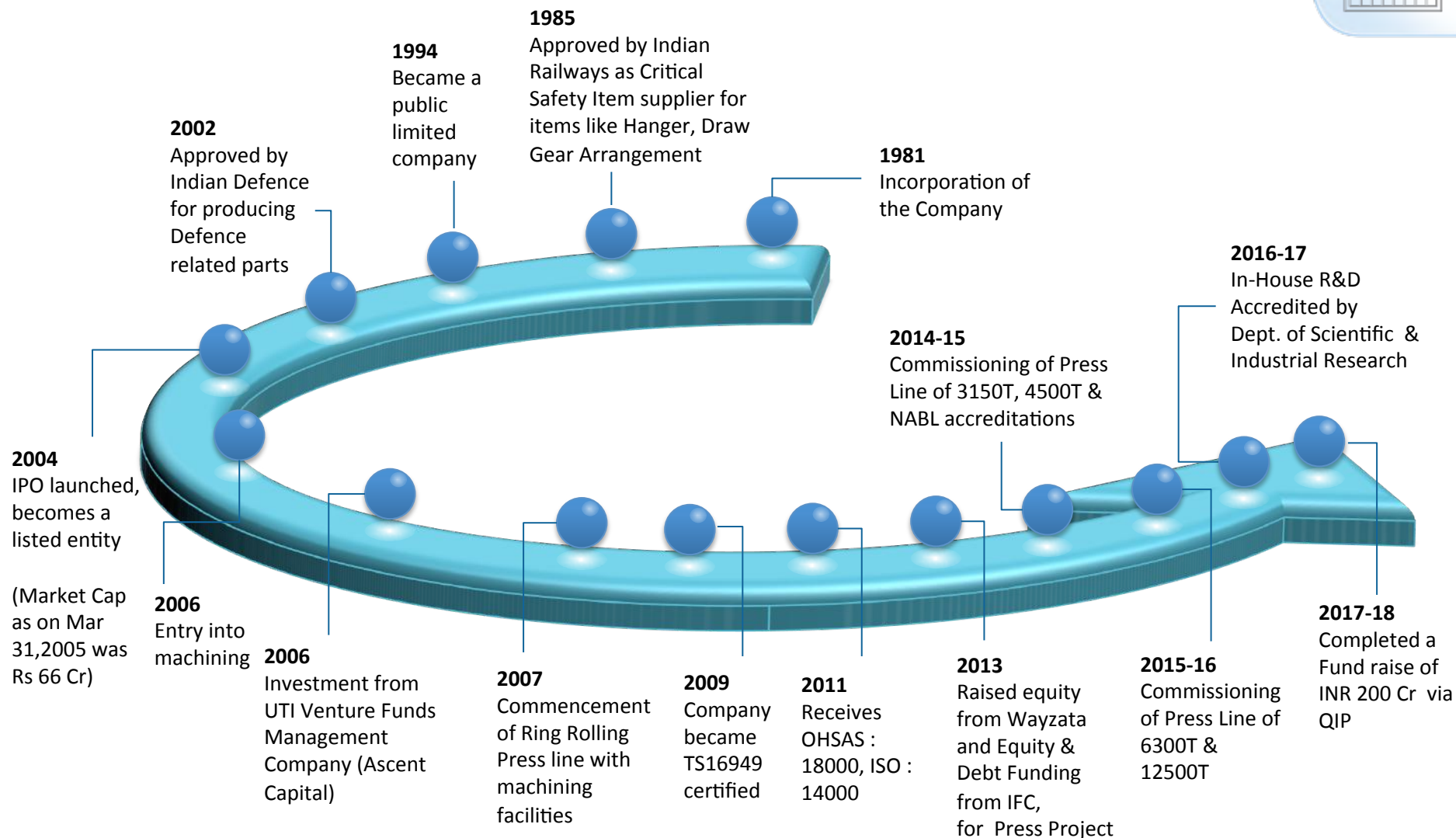


Crown Wheels



Bell Crank Assembly

Ramkrishna's Journey So Far



Company Highlights & Business Overview





Diversified Product Portfolio

Capacity to Manufacture Products between 0.5–200 KGs



Front Axle Products



Engine Components



Transmission – Gears & Shafts



Rear Axle Products



Crown Wheels



Bell Crank Assembly



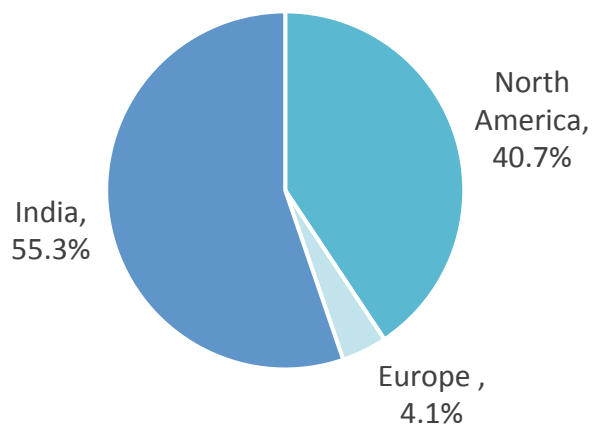
Precision Rules Production



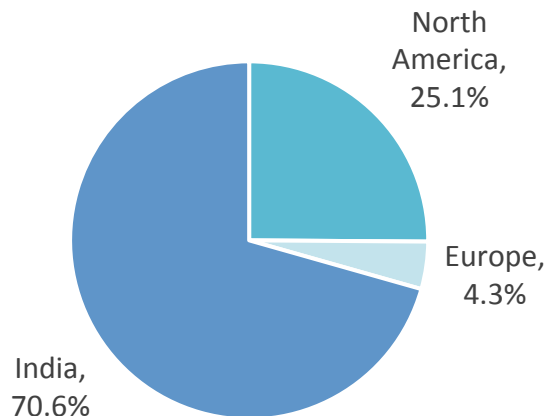
Geographic Diversification



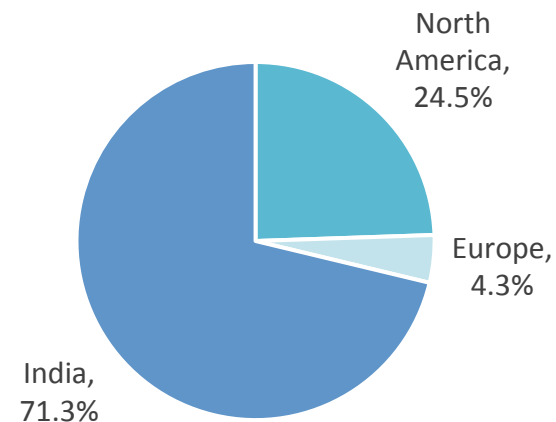
FY15-16 | Sales



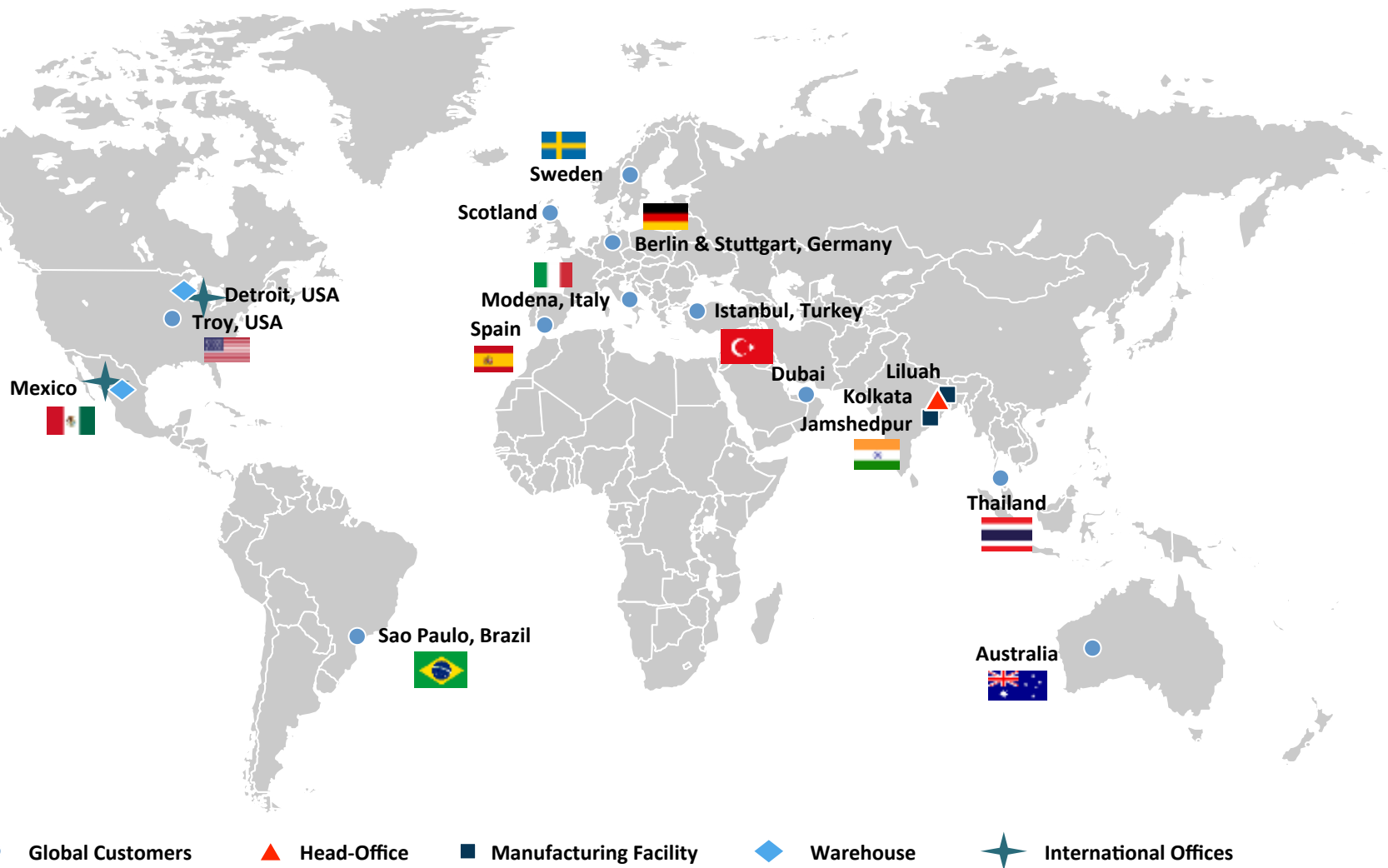
FY16-17 | Sales



FY17-18 | Sales



- Company has entered into a multiyear LTA with a Leading European OEM for Commercial vehicles with a value of Euro 4 million annually and has submitted samples for approval.
- Company has focused on exports over the last few years due to significant competitive advantage over international peers
- Bagged few marquee export orders from international Tier 1 and OEMs
- Has initiated audit with several OEMs and Tier 1 which is expected to lead to contracts





Continuous Focus on Product Development



Strong Engineering Capabilities



Strong in-house engineering capabilities for tooling & forgings design utilising processes including 2D drawing, 3D modelling, reverse engineering, etc.

New Products Development

	FY16	FY17	FY18
Forging-Turning Section	43	87	84
Forging-Gear Section	52	37	07
Forging-HMC/VMC Section	-	-	11
Ring Rolling Line	25	33	38
Press Facility	-	52	35

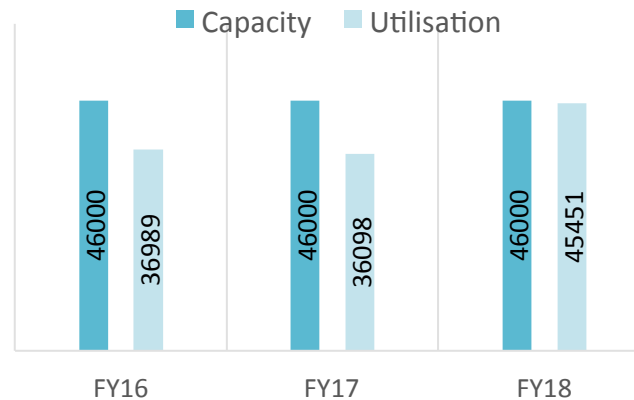
Key Customers



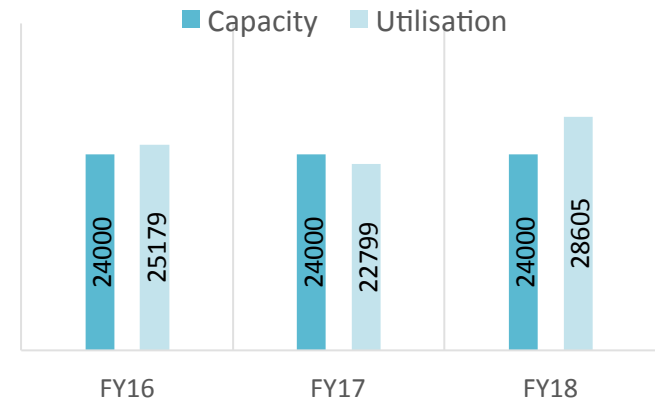


- Continuous focus on investments to augment capacity
- Operating leverage to Drive Revenue Growth
- Investments in manufacturing higher value and quality products
- Conservative capital funding through mix of equity and long term debt during expansion

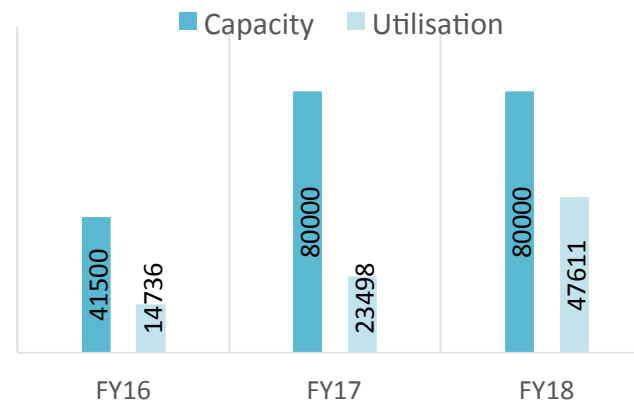
Forging Capacity & Production (In Tonnes)



Ring Rolling Capacity & Production (In Tonnes)



Press Line Capacity & Production (In Tonnes)





Plants	Process	Facilities
Plant 1 - Jamshedpur	• Hammer Forging • Upset Forging • Die Making • Heat Treatment • Shot Blasting • Testing	
Plant 2 - Liluah	• Machining/Assembly • Light Fabrication • Functional Testing	
Plant 3 & 4 - Jamshedpur	• CNC Machining • Gear Cutting • HMCs • VMCs • Broaching Machine • Shaving Machine • Shaping Machine • ISO Annealing • Sealed Quenching • Plug Quenching • Induction Hardening • Ring Rolling Press line	
Plant 5 - Jamshedpur	• Press Forging • Integrated Paint Shop • Horizontal Machining Centers (HMC) • Vertical Machining Centers (VMC) • Die Making and Heat Treatment Facilities • Integrated Front Axle Beam Machining Line	

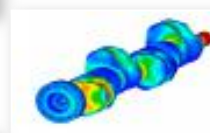


Press Forge Machinery Details

#.	Machine Details	Weight Range (In KGs)
1	Press – 12500 Tons	80 - 200
2	Press – 6300 Tons	40 - 65
3	Press – 4500 Tons	20 - 40
4	Press – 3150 Tons	10 - 20
5	Press – 2000 Tons	05 - 10

- Commissioned in FY 2015-16
- **Fully automated 12,500 tonne Press line**
- Funding from **Private Equity investor Wayzata Partners** and **International Finance Corporation**
- Capability to manufacture complex and heavy-forged components
- High value products enabling higher margins and returns
- **Larger and Higher Valued Product has improved content per vehicle** for the company
- Leveraged relationships to tap new opportunities with OEMs and Tier 1 players across India, USA and Europe
- Latest technology used has helped to manufacture better quality products and drive raw-material savings

Engineering & Designing	• Capability to design parts as per customer requirement, provide testing and engineering capabilities for newly developed parts • Develop high quality products for better yield
Tool & Die	• Complete facilities of die making using software • Best in class machines and technical knowhow for design & development
Forging	• Belt Drop Hammers • Pneumatic Close die Hammer & Pneumatic Open die hammer • 5 inch Upsetter & 6 inch Upsetter
Press Forging	• Capacity to forge components upto 200 KGs through 5 Presses • Fully automated 12,500 tonne Press line
Ring Rolling	• State of the art Ring-Rolling Facility which can roll crown wheels upto 500 mm dia • Capacity to forge components from 15 -70 KGs • Ability to forge one component in 25 - 40 Seconds
Heat Treatment	• State-of-the-art hardening and tempering furnaces • New Press Plant furnace is run by SCADA and heat treatment is automatic
Machining	• State of the art machinery and capabilities which includes Turning Center, Gear Hobbing, Shaping, Shaving, Broaching and Rolling





Trusted Partner For Auto OEMs



Precision Rules Production



Trusted Partner For Auto OEMs



Precision Rules Production

RAMKRISHNA FORGINGS LIMITED

Opportunity & Strategy

Manufacturing Capability & Economies of Scale

- Manufacturing set ups with 46,000T Hammers and Upsetters, 24,000T ring rolling and 80,000T press line capacity
- Modern precision technology leading to efficient cycle time

Diversified Product Portfolio & Proximity to Raw Material Source

- Diversified product portfolio comprising of axle components, transmissions components, engine components, front and rear axle assemblies, etc.
- Large set up in Jamshedpur, Baliguma and Howrah

Developed from only Forgings to Integrated Products

- Evolved from plain forging manufacturer to providing complete components, with capabilities across all stages
- 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
- Marquee client base with Domestic and International OEMs, Domestic and International Tier 1 Auto Component manufacturers as clients

Increasing Content per Vehicle

- Focus on large and complex products including assemblies, 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 1 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

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

Leadership

Name	Designation	Brief Background & Experience
Mr. Mahabir Prasad Jalan	Chairman	- Completed his graduation in Mechanical Engineering from BITS, Pilani - More than 4 decades of work experience in Forgings sector having started his Career from the shop floor - Started Ramkrishna Forgings in 1981 and leading the organisation
Mr. Naresh Jalan	Managing Director	- More than 2 decades of experience in Forging industry - Dynamic leadership and vision has helped company achieve significant growth
Mr. Pawan Kumar Kedia	Director (Finance)	- Bachelor in Commerce and a diploma holder in Taxation - Possesses experience of more than 2 decades in accounting & taxation.
Mr. Padam Kumar Khaitan	Independent Director	- An Attorney-at-law - Has experience of more than 3 decades in the legal profession - Currently he is one of the leading Partner of M/s. Khaitan & Co.
Mr. Ram Tawakya Singh	Independent Director	- B.Sc. Engg in Metallurgy from RIT Jamshedpur - Forging experience of more than 5 decades in 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	- B.tech and M.tech from IIT Kharagpur - Had been associated with TATA group Companies for more than 4 decades. - 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	- 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	- 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	- MBA (Finance), M.Sc. (Physics) and a CAIIB from Institute of Bankers, Mumbai - Retired banker with more than 3 decades 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	- A LLB holder and a Diploma in IPR from Mumbai University - Has more than 1 decade of experience in the legal field - Currently associated with M/s. Juris Corp as Senior Associate

Auditors

Statutory Auditor

S.R. Batliboi & Co. LLP
(a member of Ernst & Young)

Internal Auditor

CELEBRATING
7 YEARS
Singhi & Co.
Chartered Accountants

Bankers

Standard
Chartered

DBS

ICICI Bank

IFC
International
Finance
Corporation
WORLD BANK GROUP

HDFC BANK

YES BANK

State Bank of India

KVB Karur Vysya Bank
Smart way to bank

AXIS BANK

एक्झिम बैंक
EXIM BANK
भारतीय निर्यात-आयात बैंक
EXPORT-IMPORT BANK OF INDIA

IDBI BANK

kotak
Kotak Mahindra Bank

IDFC BANK

DCB BANK

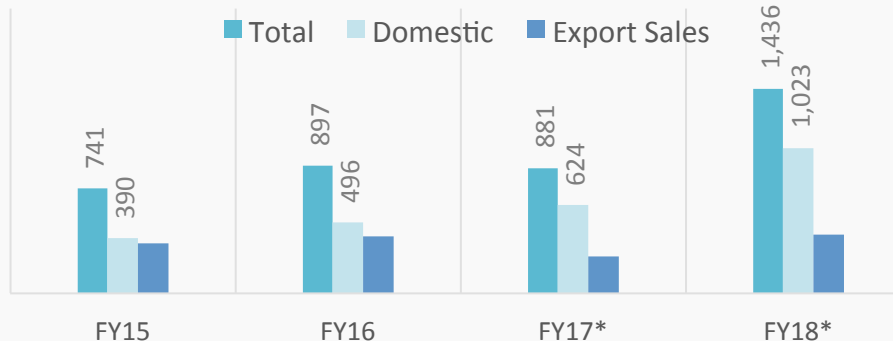
RBL BANK

LB BW

IndusInd Bank

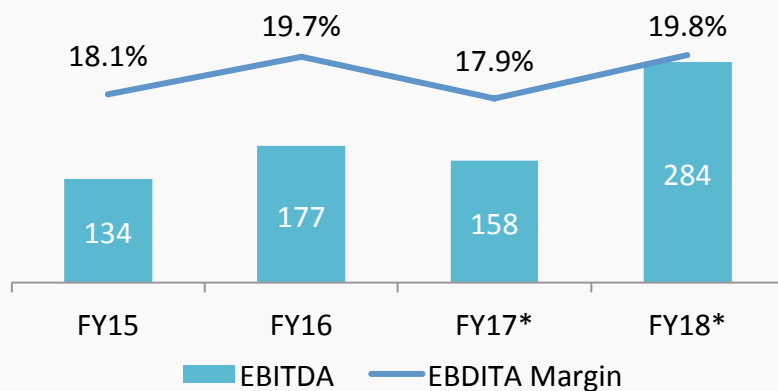
Financials & Shareholding

Sales (INR Crore)

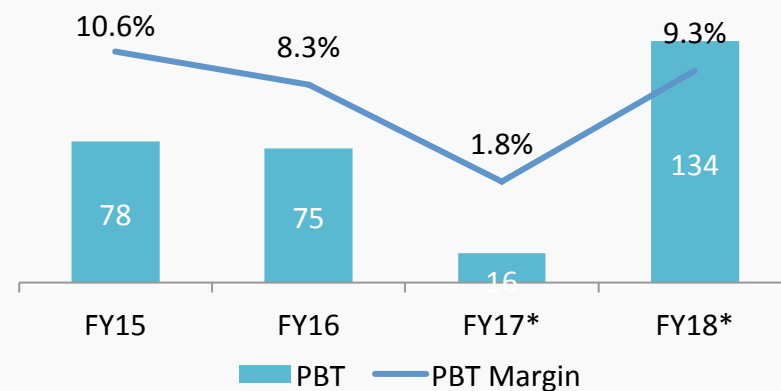


* As per IND AS

EBITDA & Margin (INR Crore)



PBT & PBT Margin (INR Crore)



* As per IND AS

Note : 1) PBT includes exceptional items
2) EBITDA Excludes Other Income

Financials | Profit & Loss Statement



Sl. No.	Particulars (INR Crore)	FY17-18 (as per IND AS)	FY16-17 (as per IND AS)	FY15-16	FY14-15
1	Total Revenue (Net)	1435	881	897	741
2.	Expenses				
	a) Consumption of Raw Materials	732	422	407	355
	b) Changes in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(18)	(54)	(36)	15
	c) Employees Benefit Expenses	87	79	74	45
	d) Power & Fuel	122	87	71	56
	e) Depreciation & Amortisation	84	75	53	31
	f) Other Expenses	228	190	204	144
	g) Total	1,235	799	773	645
3.	Profit from operations before other income, finance costs, exceptional items and Tax (1-2)	200	82	124	96
4.	Other Income	4	8	3	6
5.	Profit from operations before finance costs, exceptional items and tax (3+4)	204	90	127	101
6.	EBITDA	284	158	177	127
7.	Finance costs	70	75	52	30
8.	Profit before exceptional items and tax (5-7)	134	16	75	71
9.	Exceptional items	-	-	-	7
10.	Profit before tax (8+9)	134	16	75	78
11.	Tax Expenses	40	5	20	4
	Net Profit After Tax (10-11)	95	11	55	75



Particulars (INR Crore)	As at 31st March, 2018	As at 31st March, 2017	As at April 01, 2016
EQUITY AND LIABILITIES			
Equity			
Equity Share Capital	33	29	29
Other Equity	727	441	434
	759	470	463
Liabilities			
Non-Current Liabilities			
Financial Liabilities			
Borrowings	386	423	499
Other Financial Liabilities	0	10	10
Deferred Tax Liabilities	34	23	23
Other Non- Current Liabilities	38	21	23
	459	477	555
Current Liabilities			
Financial Liabilities			
Borrowings	345	431	351
Trade Payables	283	276	148
Other Financial Liabilities	155	149	128
Provisions	3	2	2
Current Tax Liabilities (net)	4	0	0
Other Current Liabilities	6	8	5
	796	865	635
Total Equity & Liabilities	2,014	1,812	1,653



Particulars (INR Crore)	As at 31st March, 2018	As at 31st March, 2017	As at April 01, 2016
ASSETS			
Non-Current Assets			
Property, plant and equipment	1,065	1,013	978
Capital work-in-progress	44	50	59
Intangible assets	2	3	3
Financial assets			
Investments	19	19	7
Other Non –Current Financial Assets	12	26	21
Other Non- Current Assets	20	5	24
	1,164	1,118	1,092
Current Assets			
Inventories	299	229	151
Financial Assets			
Trade Receivables	472	394	335
Cash and cash equivalents	0	0	1
Other Bank Balances	0	1	0
Other current financial assets	40	4	12
Other Current Assets	38	66	61
	851	694	561
Total Assets	2,014	1,812	1,653

Shareholding As on March 31, 2018



S. No	Description			Shares	% Equity
A	Promoters & Promoters Group - A			1,44,63,844	44.38%
	Promoters & Promoters Group			1,44,63,844	44.38%
B	Institutions - B			1,14,87,796	35.25%
	International Finance Corporation		8,61,185		2.64%
	Foreign Portfolio Investors, FII's & Insurance Companies		57,82,031		17.74%
	Amansa Holdings Private Limited	23,72,440			
	India Midcap (Mauritius) Ltd.	9,58,733			
	ICG Q Limited	6,61,230			
	Indus India Fund (SV)Limited	3,72,076			
	Mutual Funds		44,75,514		13.73%
	Franklin India Smaller Companies Fund	9,29,347			
	Reliance Capital Trustee Co. Ltd. - A/C Reliance Tax Saver (ELSS) Fund	9,00,000			
	Aditya Birla Sunlife Trustee Private Limited –A/C Aditya Birla Small and Midcap Fund	7,36,838			
C	Non-Institutions - C			66,39,868	20.37%
	Total			3,25,91,508	100.0%

Annexures



Blood Donation Camp

Organised Blood Donation Camp at Plant V and 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



Boundary Wall (Joharstan)

Construction of a Boundary Wall and Tube well to help tribal people especially women and children used as palace of worship for many festivities



CSR Initiative at Plant 5

Under the CSR activity company has Renovated the temple at Kolabira



Organised Free Health Camp

Organised free health camp for patients belonging to the weaker sections of the society with free treatment

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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 words are underlined with a double line.