

RAMKRISHNA FORGINGS LIMITED

REGD. & CORPORATE OFFICE:

"RAMKRISHNA CHAMBERS"

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CIN NO. : L74210WB1981PLC034281

Date: 6th March 2018

The Secretary
BSE Ltd.
Phiroze Jeejeebhoy Towers ,
Dalal Street,
Mumbai -400001

BSE SCRIP CODE: 532527

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza,
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- Investors Meet.

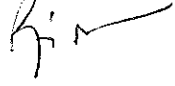
Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Company, in continuance with its investor engagement activities, will participate in "Auto Ancillary Day organized by Prabhudas Lilladhar on March 9, 2018 (Friday) in Mumbai. A copy of the presentation to be made at such meetings is enclosed herein for your records.

Please note that the above shall be subject to changes in case of exigencies, if any, on the part of Investors/Company.

This is for your information and records.

Thanking you

Yours Sincerely
For Ramkrishna Forgings Limited


(Rajesh Mundhra)
Company Secretary

WORKS

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SEARCHABLE FORMAT

Date: 6th March 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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(Rajesh Mundhra)
Company Secretary



RAMKRISHNA FORGINGS LIMITED



March 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 40 years and 20 years 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 recently completed capacity addition for 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 – I 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 and Internal Auditors are M/s Singhi & Co.

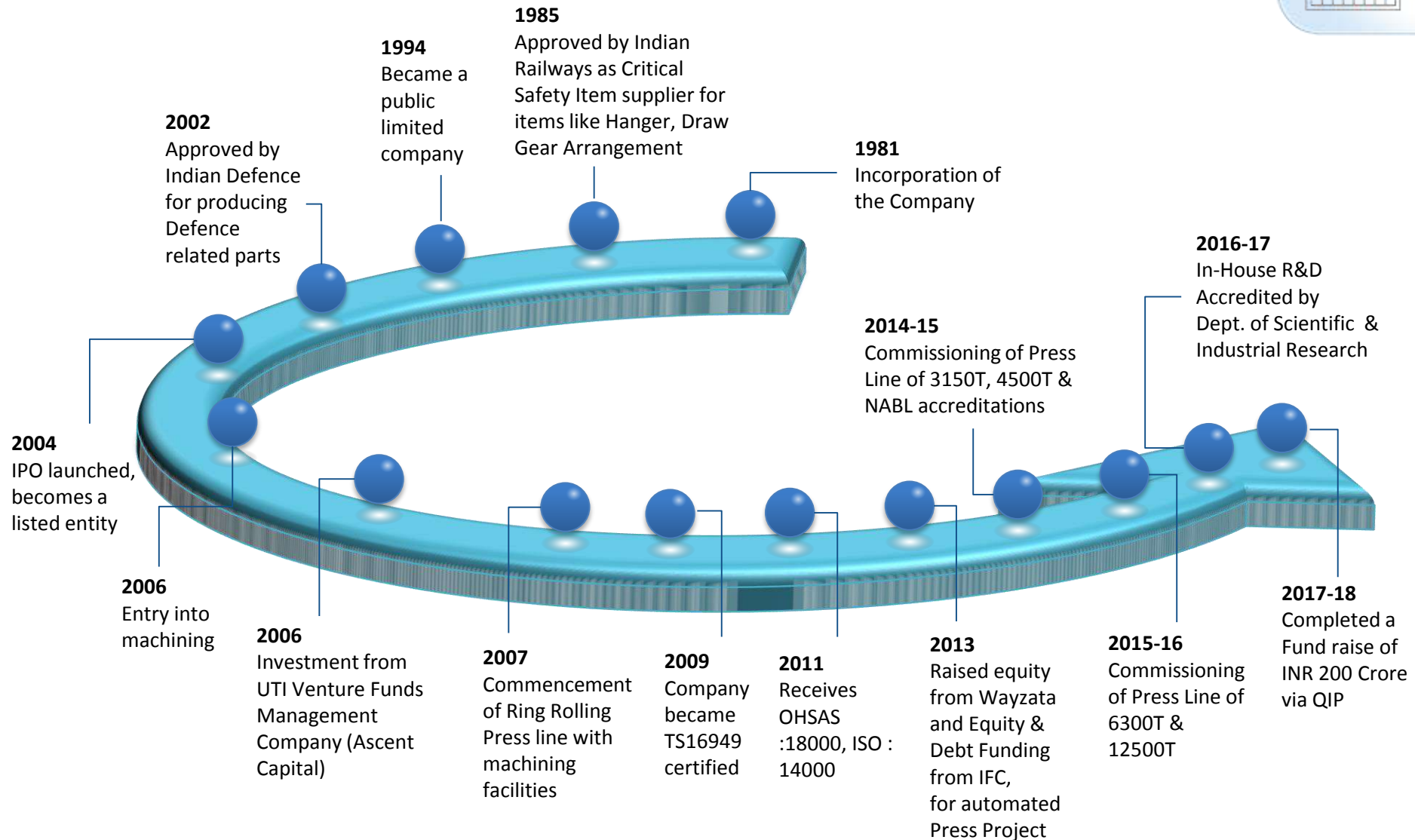
Newest Manufacturing Facility



Key Clientele



Ramkrishna's Journey So Far



Company Highlights & Business Overview

Front Axle Products



Engine Components



Transmission – Gears & Shafts



Rear Axle Products



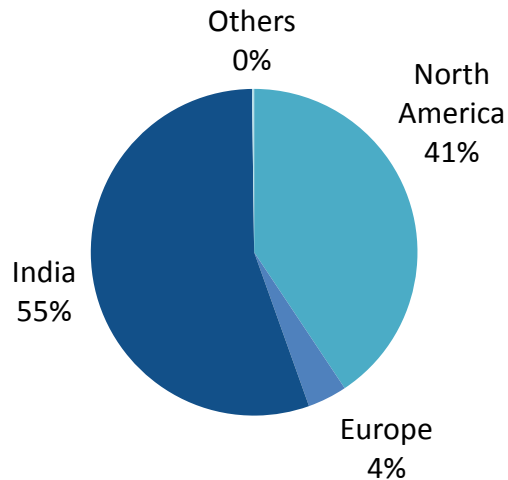
Crown Wheels



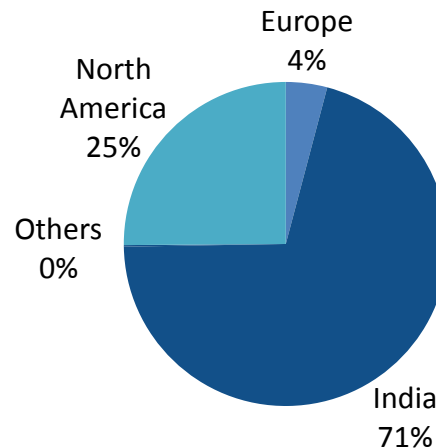
Bell Crank Assembly



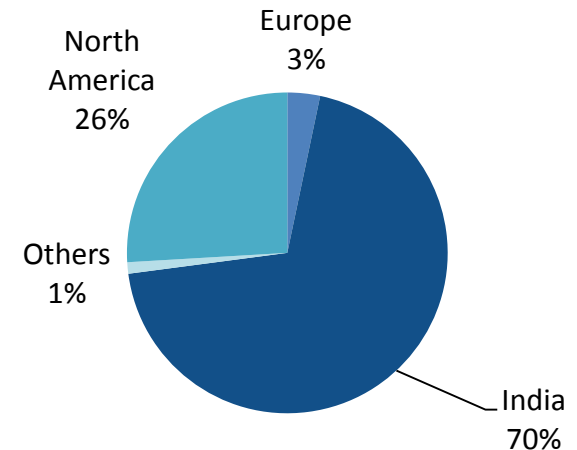
FY15-16 | Sales



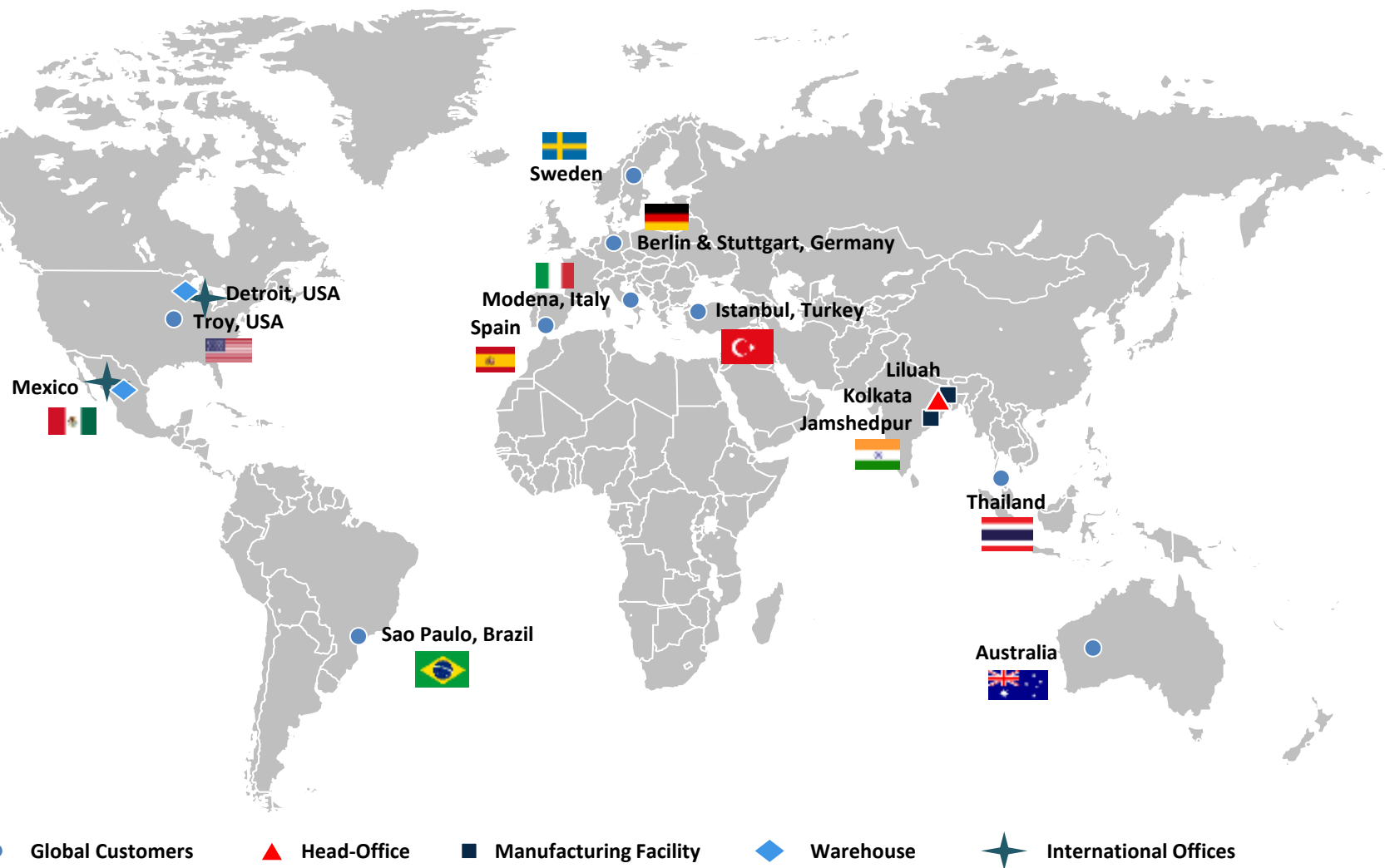
FY16-17 | Sales



9M FY17-18 | Sales



- Recently entered into a multiyear LTA with a Leading European OEM for Commercial vehicles with a value of Euro 4 Mn annually
- 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 completed audit with several OEMs and Tier I which is expected to lead to contracts



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 Capabilities

	FY15	FY16	FY17
Forging-Turning Section	167	43	87
Forging-Gear Section	13	52	37
Forging-HMC/VMC Section	10	-	-
Ring Rolling Line	90	25	33
Press Facility	-	-	52

Bankers



State Bank of India



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 • Vertical Machining Centers • Die Making and Heat Treatment Facilities • Integrated Front Axle Beam Machining Line	

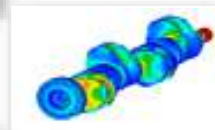


Press Forge Machinery Details

#.	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 I 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



7 Trusted Partner For Auto OEMs



Precision Rules Production



Opportunity & Strategy

Manufacturing Capability & Economies of Scale

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

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

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, 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

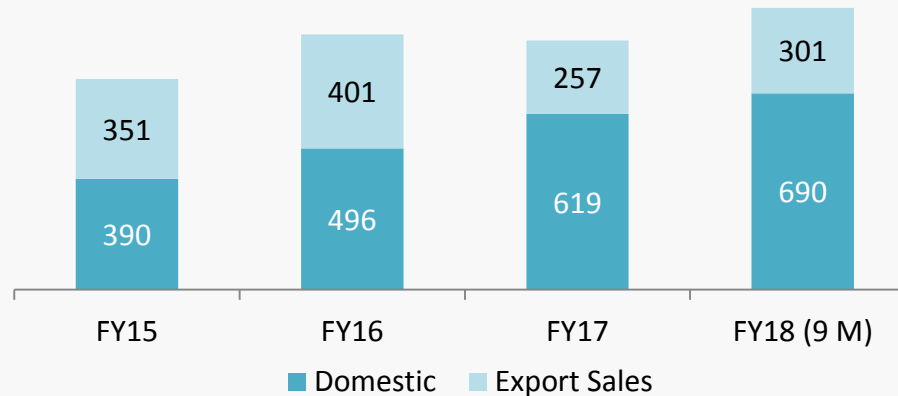
- Developed new products across category diversifying revenue profile
- Ability to leverage existing relationship to cross-sell new products

Leadership

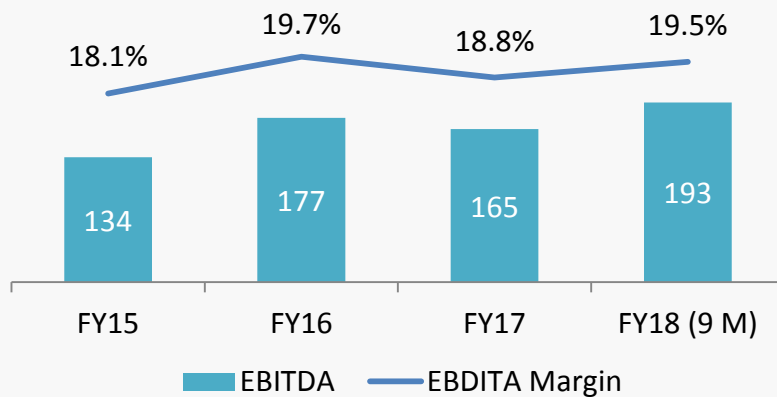
Name	Designation	Brief Background & Experience
Mr. Mahabir Prasad Jalan	Chairman Director	- Completed his graduation in Mechanical Engineering from BITS, Pilani - More than 45 years of work experience in Forgings sector having started his Career from the shop floor - First independent venture as Managing Partner of Tribeni Steel Forgings in the Year 1974 - Started Ramkrishna Forgings in 1981 and leading the organisation
Mr. Naresh Jalan	Managing Director	20 years of experience in Forging industry - Dynamic leader his vision has helped company achieve significant growth
Mr. Pawan Kumar Kedia	Director (Finance)	- 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	- 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	- 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	- 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	- 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 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	- 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

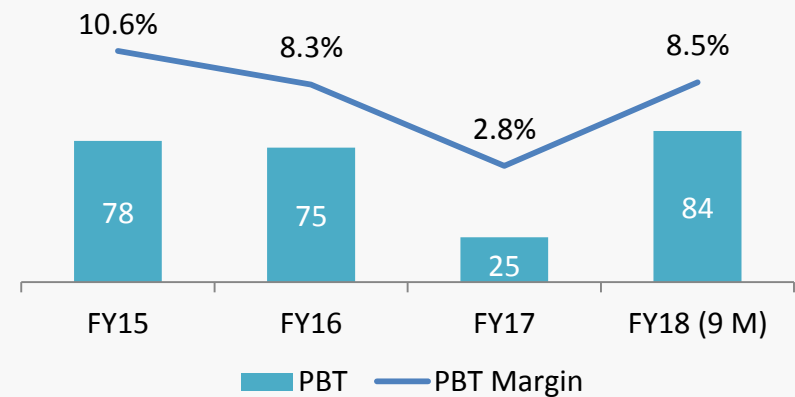
Sales (INR Crore)



EBITDA & Margin (INR Crore)



PBT & PBT Margin (INR Crore)



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

Sl. No.	Particulars (INR Crore)	9M- FY17-18 (as per IND AS)	Year Ended 31-Mar-17	Year Ended 31-Mar-16	Year Ended 31-Mar-15
1	Total Income from Operations (Net)	991	876	897	741
2.	Expenses				
	a) Consumption of Raw Materials	502	422	407	355
	b) Changes in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(21)	(76)	(36)	15
	c) Employees Benefit Expenses	68	81	74	45
	d) Power & Fuel	89	88	71	56
	e) Depreciation & Amortisation	60	69	53	31
	f) Other Expenses	160	197	204	144
	g) Total	773	780	773	645
3.	Profit from operations before other income, finance costs, exceptional items and Tax (1-2)	133	96	124	96
4.	Other Income	3	3	3	6
5.	Profit from operations before finance costs, exceptional items and tax (3+4)	136	98	127	101
6.	EBITDA	193	165	177	127
7.	Finance costs	52	73	52	30
8.	Profit before exceptional items and tax (5-7)	84	25	75	71
9.	Exceptional items	-	-	-	7
10.	Profit before tax (8+9)	84	25	75	78
11.	Tax Expenses	24	6	20	4
	Net Profit After Tax (10-11)	60	19	55	75

Shareholding as on December 31, 2017



S. No	Description			Shares	% Equity
A	Promoters & Promoters Group - A			1,44,58,169	44.36
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B	Institutions - B			11,378,116	34.91
	International Finance Corporation		10,44,215		3.20
	Foreign Portfolio Investors, FIIs & Insurance Companies		60,16,948		18.46
	Amansa Holdings Private Limited	23,72,440			
	India Midcap (Mauritius) Limited	9,58,733			
	ICG Q Limited	7,00,000			
	Indus India Fund (SV)Limited	4,12,503			
	Mutual Funds		43,16,953		13.25
	Franklin India Smaller Companies Fund	10,29,347			
	Reliance Capital Trustee Co. Ltd. - A/C Reliance Tax Saver (ELSS) Fund	9,00,000			
	BNP Paribas Monthly Income Plan	8,55,069			
C	Non-Institutions - C			67,55,223	20.73
	Total			3,25,91,508	100.00

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 right hand holding a silver-colored ballpoint pen. The hand is in the process of writing the words 'Thank You!' in a cursive script on a white surface. The words are underlined with two parallel lines. The pen is positioned at the end of the underlines.