



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: June 13, 2017

The National Stock Exchange of India Limited Listing Department Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai 400 051 NSE Script: RKFORGE	BSE Limited Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 BSE Script: 532527
---	---

Sub: Intimation of meetings with Analysts/ Institutional Investors

Dear Sir/ Madam,

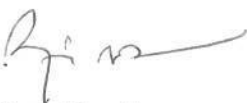
With reference to the captioned subject and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Company, as part of its routine business and continuance with its investor engagement activities, is planning to meet analysts and institutional investors within the next fortnight. A copy of the presentation to be made at such meetings is enclosed herein for your records. The same is also available on the Company's website www.ramkrishnaforgings.com.

You are requested to take the same on record for information of your members and the public at large.

Thanking you,

Yours Faithfully,

For RAMKRISHNA FORGINGS LIMITED


Rajesh Mundhra
[Company Secretary]

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: SARAIKELA, DIST.: SARAIKELA KHARSWAN, JAMSHEDPUR -833220, JHARKHAND (INDIA) **PH:** (+91 657) 3984900
EMAIL: pressplant5@ramkrishnaforgings.com

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



RAMKRISHNA FORGINGS LIMITED



June 2017

© 2017 Ramkrishna Forgings Limited

DISCLAIMER

The information contained in this presentation has been prepared by Ramkrishna Forgings Limited (the “Company”) solely for your reference and may not be distributed, copied, reproduced, or redistributed or passed on directly or indirectly to any other person, whether within or outside your organization or firm, or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. By accessing this presentation, you agree to be bound by the following restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any persons of such change or changes. This presentation and its contents are confidential and may not be copied, published, reproduced or disseminated in any manner.

This presentation may contain certain forward looking statements based on the currently held beliefs and assumptions of the management of the Company which are expressed in good faith and in their opinion, reasonable. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. Many factors could cause the actual results, performances, or achievements of the Company to be materially different from any future results, performances, or achievements. Significant factors that could make a difference to the Company’s operations include, but are not restricted to, domestic and international economic conditions, changes in government regulations, tax regime and other statutes. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company

This presentation contains certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian GAAP, and should not be considered an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian GAAP or an alternative to cash flow from operations as a measure of liquidity of the Company.

In no event shall the Company or its directors be responsible to any person or entity for any loss or damage, whether direct, indirect, incidental, consequential or otherwise, arising out of access or use or dissemination of information contained in this presentation, including, but not limited to, loss of profits. No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its advisors and representative and any of its or their affiliates, officers, directors, employees or agents, and anyone acting on behalf of such persons accepts any responsibility or liability whatsoever, in negligence or otherwise, arising directly or indirectly from this presentation or its contents or otherwise arising in connection therewith.

You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent analysis as you may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice and past performance is not indicative of future results. By attending this presentation you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company’s business.

This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force) or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended. This presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer, or solicitation of an offer to purchase or subscribe, for securities for sale. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. None of the Company’s securities may be offered or sold in the United States without registration under the U.S. Securities Act of 1933, as amended, except pursuant to an exemption from registration there from.

By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in Kolkata, and no other courts, shall have jurisdiction over the same.

Introduction

Introduction To Ramkrishna Forgings



Overview

- Incorporated in 1981, led by Mr. Mahabir Prasad Jalan 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
- Fully automated 12,500 tonne press line
- Ability to manufacture products between 0.5–200 KGs
- Manufacturing products for commercial vehicles and having presence across Engineering, Oil & Gas, Mining, Defence and Earth Moving
- 14 OEMs and 15 Tier – I companies as customers
- Focus on export markets including the European markets
- Geographically Diversified Revenue Base

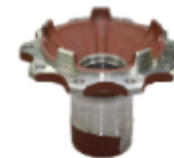
Newest Manufacturing Facility



Key Products



Rear Axle Components



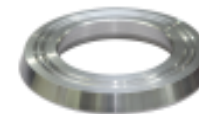
Front Axle Components



Engine Components



Transmission Components

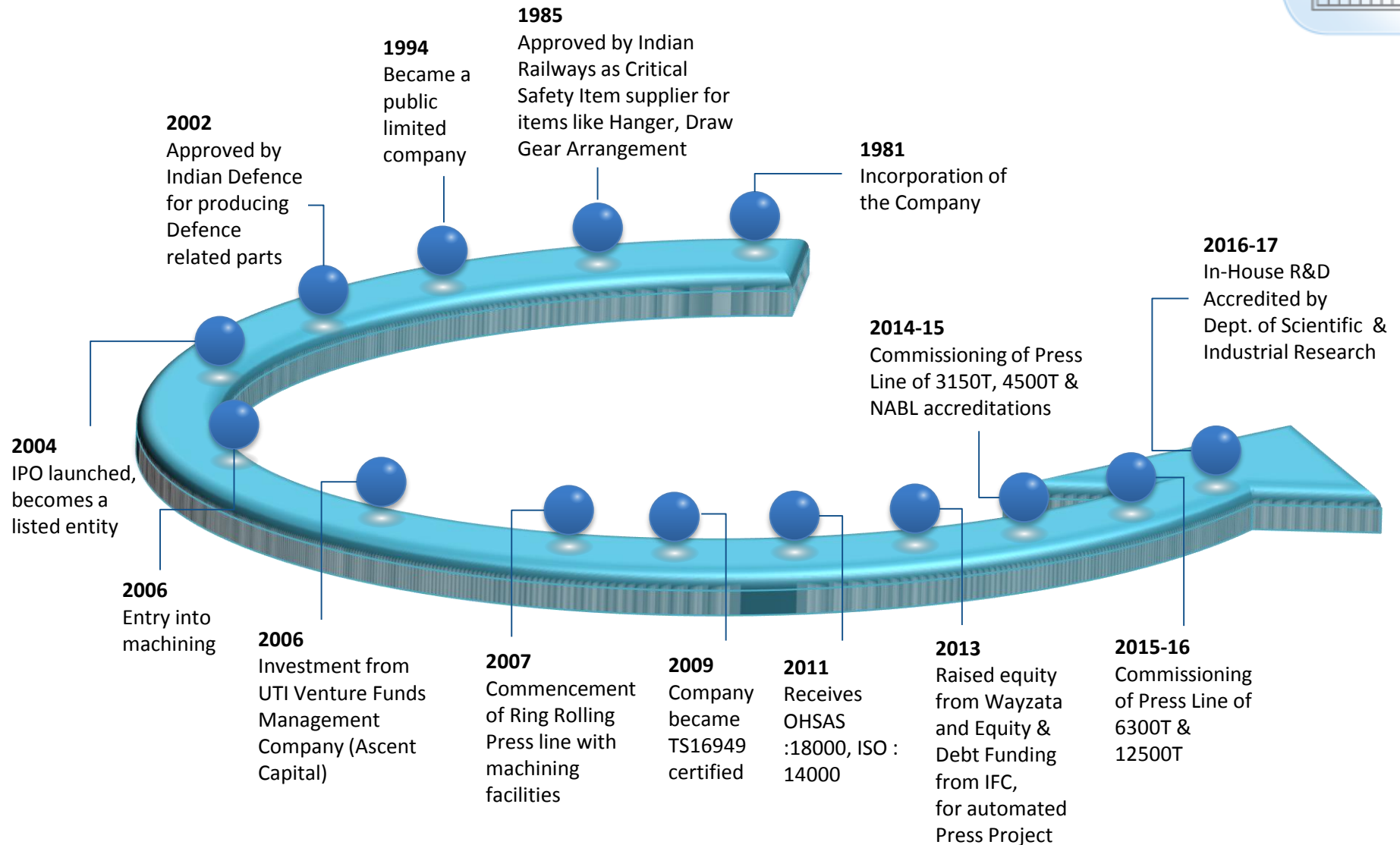


Crown Wheels



Bell Crank Assembly

Ramkrishna's Journey So Far



Company Highlights & Business Overview



Front Axle Products



Engine Components



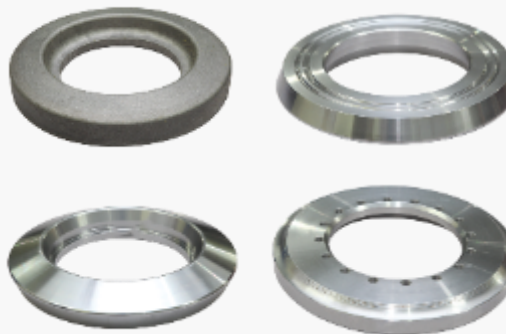
Transmission – Gears & Shafts



Rear Axle Products



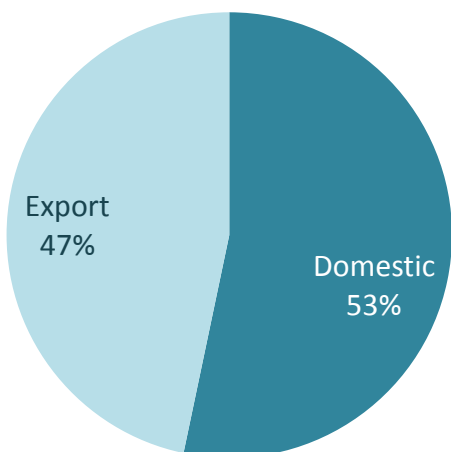
Crown Wheels



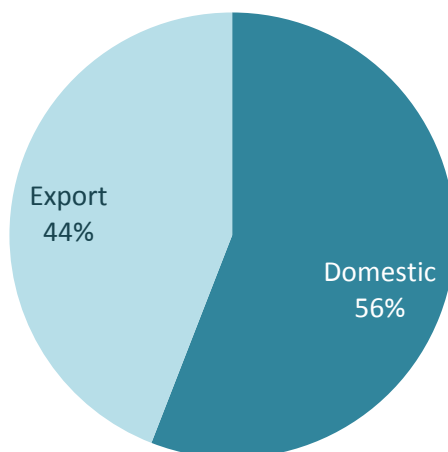
Bell Crank Assembly



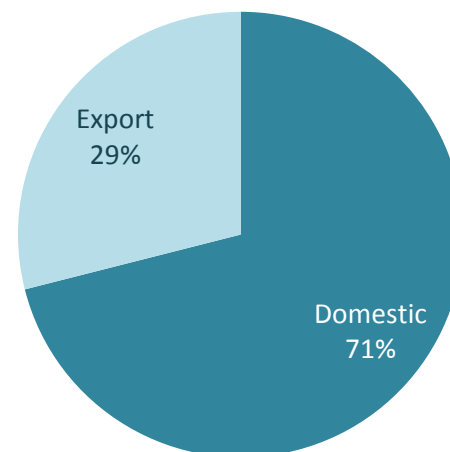
FY14-15 | Sales*



FY15-16 | Sales*

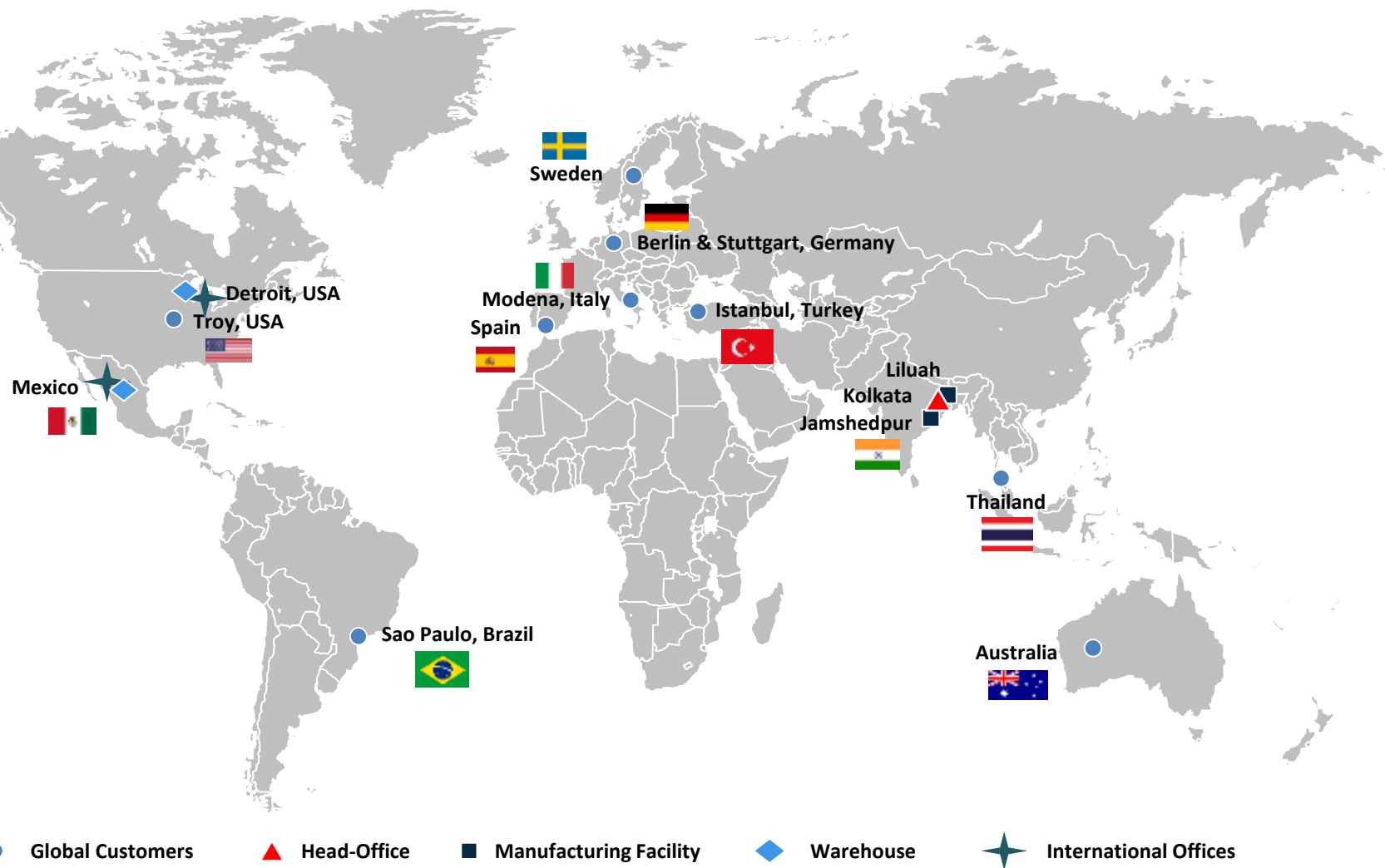


FY16-17 | Sales*



- 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

* Figures mentioned above have been rounded off to the closest decimal



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
Forging-Turning Section	167	43
Forging-Gear Section	13	52
Forging-HMC/VMC Section	10	-
Ring Rolling Line	90	25

Key Customers

Leading Domestic
Auto OEMs

Leading International
Auto OEMs

Leading Engineering
Cos.

Leading Domestic
Tier 1 Auto Cos.

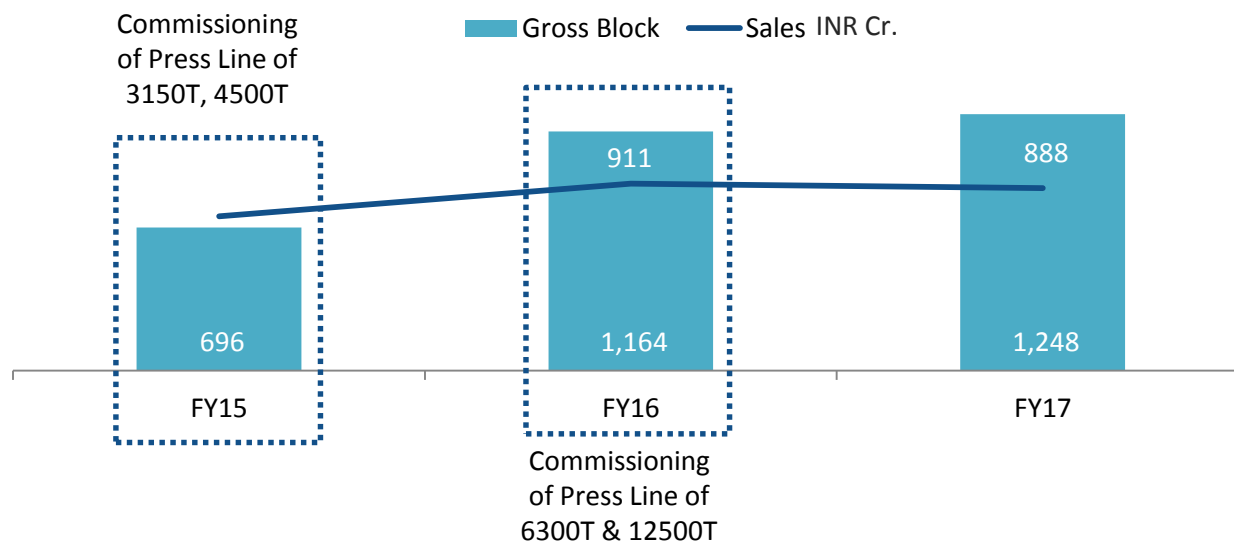
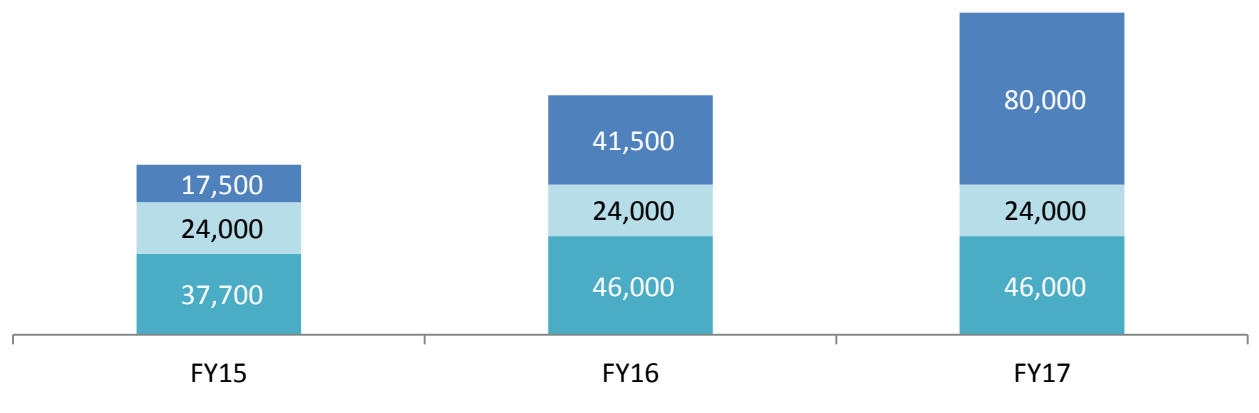
Leading Intl. Tier 1
Auto Comps.

Railway Sector

- 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

Production Capacity (In Tonnes)

■ Forging ■ Ring Rolling ■ Press



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	

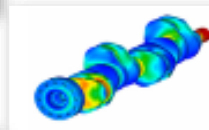


Press Forge Machinery Details

#.	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 to Improve content per vehicle** for the company
- Will help leverage current relationships to tap new opportunities with OEMs and Tier I players across India, USA and Europe
- Will help 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







SAP ACE AWARDS
2012 - Best Run in
R&D, Design &
New Product
Development

Tata Motors
Appreciation
for Excellence in
New Product
Development &
Cost Reduction

Automotive Axles
Supplier of the
Year Award

EEPC INDIA -
Eastern Region
Award for Export
Excellence

SISAMEX Award
for Excellent
Supplier

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

Management Team Overview



	Name	Designation
	Mr. Mahabir Prasad Jalan	Chairman Director
	Mr. Naresh Jalan	Managing Director
	Mr. Sikander Yadav	Chief Financial Officer
	Mr. Pawan Kumar Kedia	Director – Finance
	Mr. Rajesh Mundhra	Sr. GM (Finance) and Company Secretary

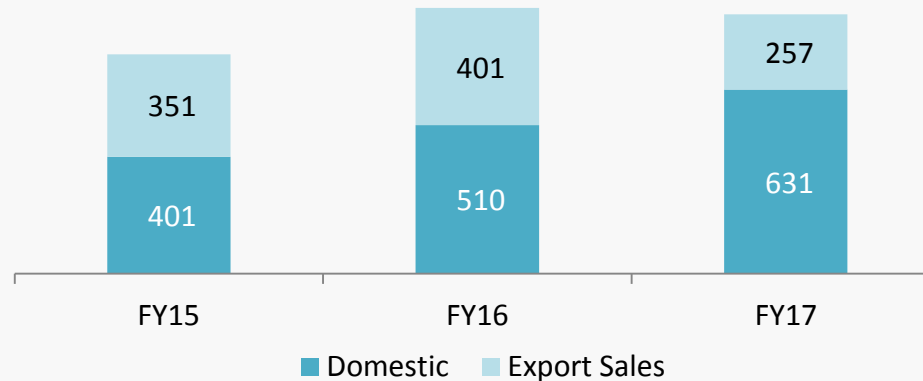
Name	Designation
Mr. Mahabir Prasad Jalan	Chairman Director
Mr. Naresh Jalan	Managing Director
Mr. Pawan Kumar Kedia	Director (Finance)
Mr. Padam Kumar Khaitan	Independent Director
Mr. Ram Tawakya Singh	Independent Director
Mr. Sandipan Chakravorty	Independent Director
Mr. Partha Sarathi Bhattacharyya	Independent Director
Mr. Amitabha Guha	Independent Director
Mr. Yudhisthir Lal Madan	Independent Director
Ms. Aditi Bagri	Independent Director

Auditors	Statutory Auditor		Internal Auditor	
	Singhi & Co.	Since : 2004	Deloitte	Since : 2011

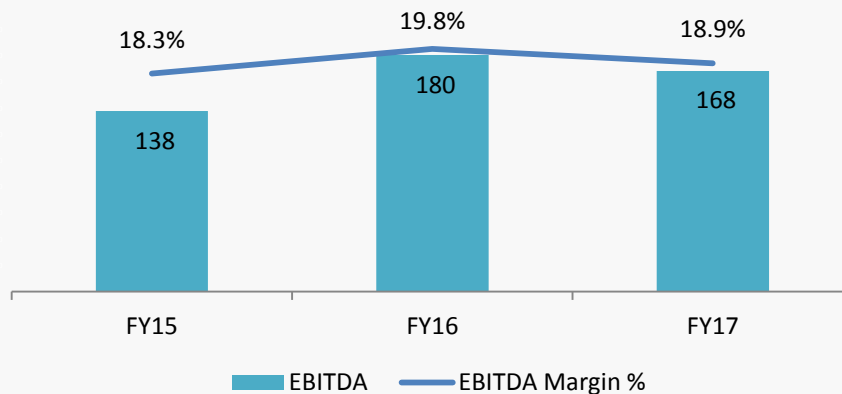
Bankers	Standard Chartered	DBS	International Finance Corporation
	Karur Vysya Bank	ICICI Bank	Export Import Bank of India
	IDBI Bank	Landesbank Baden Wurttemberg	State Bank Of India
	RBL Bank	Development Credit Bank	

Financials & Shareholding

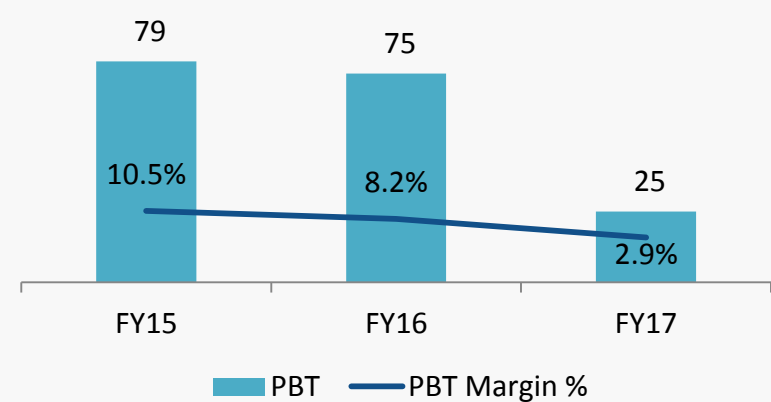
Sales (INR Crore)



EBITDA & Margin (INR Crore)



PBT & PBT Margin (INR Crore)



Note : PBT includes exceptional items



Sl. No.	Particulars (INR Crore)	Year Ended 31-Mar-17	Year Ended 31-Mar-16	Year Ended 31-Mar-15
1	Total Income from Operations (Net)	888	911	752
2.	Expenses			
	a) Consumption of Raw Materials	422	407	355
	b) Changes in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(76)	(31)	15
	c) Employees Benefit Expenses	87	81	50
	d) Power & Fuel	88	71	56
	e) Depreciation & Amortisation	69	53	32
	f) Other Expenses	199	202	146
	g) Total	790	784	654
3.	Profit from operations before other income, finance costs, exceptional items and Tax (1-2)	98	127	98
4.	Other Income	2	2	5
5.	Profit from operations before finance costs, exceptional items and tax (3+4)	100	129	103
6.	EBITDA	168	180	138
7.	Finance costs	75	54	31
8.	Profit before exceptional items and tax (5-7)	25	75	72
9.	Exceptional items	-	-	7
10.	Profit before tax (8+9)	25	75	79
11.	Tax Expenses	6	20	4
	Net Profit After Tax (10-11)	19	55	75



Particulars (INR Crore)	As at 31st March, 2017	As at 31st March, 2016	As at 31st March, 2015
EQUITY AND LIABILITIES			
Shareholders' Funds			
Share Capital	29	29	27
Reserves and Surplus	461	442	377
Money received against Share Warrants			6
	490	470	410
Non-Current Liabilities			
Long-Term Borrowings	430	507	443
Deferred Tax Liabilities	59	53	33
Other Long-Term Liabilities	11	11	5
Long-Term Provisions	2	2	1
	503	573	482
Current Liabilities			
Short-Term Borrowings	361	321	260
Trade Payables	295	176	156
Other Current Liabilities	168	138	126
Short-Term Provisions	1	8	8
	825	642	550
Total Equity & Liabilities	1,817	1,685	1,442



Particulars (INR Crore)	As at 31st March, 2017	As at 31st March, 2016	As at 31st March, 2015
ASSETS			
Non-Current Assets			
Fixed Assets			
Tangible Assets	954	940	524
Intangible Assets	9	8	9
Capital Work-in-Progress	28	35	316
Long-Term Loans and Advances	70	69	49
	1,061	1,052	898
Current Assets			
Inventories	322	220	176
Trade Receivables	353	338	299
Cash and Bank Balances	2	2	1
Short-Term Loans and Advances	65	55	51
Other Current Assets	15	17	18
	757	633	545
Total Assets	1,817	1,685	1,442

Shareholding As on March 31, 2017



S. No	Description			Shares	% Equity
A	Promoters & Promoters Group - A		1,44,53,146		50.4%
	Promoters & Promoters Group			1,44,53,146	50.4%
B	Institutions - B			65,97,066	23.01%
	International Finance Corporation		10,44,215		3.6%
	Foreign Portfolio Investors & FIIs		25,23,251		8.8%
	ICG Q Limited	7,00,000			2.44%
	India Midcap (Mauritius) Ltd.	9,58,733			3.34%
	Mutual Funds		30,06,470		10.49%
	Reliance Capital Trustee Co. Ltd. - A/C Reliance Tax Saver (ELSS) Fund	10,80,000			3.77%
	Kotak Mahindra Balance Unit Scheme 99	6,48,670			2.26%
	BNP Paribas Monthly Income Plan	7,98,592			2.79%
C	Non-Institutions - C			76,19,728	26.6%
	Total			2,86,69,940	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

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 just being completed.