



# RAMKRISHNA FORGINGS LIMITED

REGD. & CORPORATE OFFICE:

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WESTBENGAL, INDIA

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CIN NO. : L74210WB1981PLC034281

Date: 12<sup>th</sup> February, 2020

The Listing Department  
Bombay Stock Exchange  
PJ Towers  
Dalal Street  
Mumbai - 400 001

The Listing Department  
National Stock Exchange of India Limited  
"Exchange Plaza" C-1, Block G  
Bandra- Kurla Complex, Bandra (E)  
Mumbai- 400051

**BSE SCRIP CODE: 532527**

**NSE SYMBOL: RKFORGE**

Dear Sir / Madam,

**Sub: Investor Presentation for the quarter and year ended 31<sup>st</sup> December, 2019**

Please find enclosed the Investor Presentation on the financial results of the Company for the quarter ended 31<sup>st</sup> December, 2019.

Request to kindly take the same into record.

Thanking You,

Yours truly,  
For Ramkrishna Forgings Limited

*for* *Rajesh Mundhra*  
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

ISO 9001:2008  
ISO 14001:2004  
OHSAS 18001:2007  
BUREAU VERITAS  
Certification



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

Date: 12<sup>th</sup> February, 2020

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Rajesh Mundhra  
Company Secretary



# RAMKRISHNA FORGINGS LIMITED

## Investor Presentation

February  
2020





The current CV and particularly M&HCV market continues to be weak due to subdued industrial activity and weak consumer sentiment.

As per recent announcements by GOI, scrappage policy is expected in short term and that is expected to improve demand.

RKFL is continuously making effort to increase presence in overseas market and same are expected to yield results in FY-21.

US Class 8 trucks order inflow has shown improvement of 12% (Y-O-Y) in January 20. This trend is expected to continue.

We expect marginal improvement in Q4 over Q3.

RKFL capex plan is flexible enough to adjust according to market dynamics of domestic and export CV market.

The long term guidance for revenue and profitability remains positive for Auto sector.



Net Revenue from Operations (excl. other income)(INR Crs)	EBIDTA (excl. other income) (INR Crs)
252.25 -48.67% ↓ (Previous Q3- FY19 – 491.47 )	47.51 - 55.10 % ↓ (Previous Q3- FY19- 105.82)
Operating Margin EBIDTA (excl. other Income) (%)	PBT (Rs Crs)
18.83 % - 270 bps ↓ (Previous Q3- FY19- 21.53%)	1.76 - 96.69 % ↓ (Previous Q3- FY19- 53.17)

Note: % change of YoY basis



Particulars	Q3FY20	Q2FY20	Q3FY19
<b>Total Tonnage (in Tons)</b>	<b>18730</b>	<b>18517</b>	<b>37301</b>
Domestic Tonnage	11532	11498	28003
Export Tonnage (incl. VMI dispatch)	7198	7019	9298
<b>Total Net Revenue (INR, Crs)</b>	<b>253.56</b>	<b>261.06</b>	<b>492.43</b>
Domestic Revenue	140.37	139.85	335.13
Export Revenue	107.42*	115.55	149.45
Other Income	1.31	0.40	0.96
Export Incentive	4.46	5.26	6.89

\* Export Revenue does not include VMI despatch of Rs 14.97 Crores.



Sales Realisation / Forged Tonnage	Q3FY20	Q2FY20
Domestic	121722	121639
Export	170556	164622

Note: During this quarter there was a reduction in raw material price by Rs 4750 per ton with effect from October 01, 2019.

INR, Crs

Particulars	Q3FY20	Q2FY20
Sales to Railway	10.66	7.99

Note: Company expects to achieve a sales of Rs 15 Crs to railway during the Q4FY20



## Net Revenue from Operations (excl. other income)(INR Crs)

892.16  
-34.56% ↓

(Previous 9M- FY19 –1363.42 )

## EBIDTA (excl. other income) (INR Crs)

166.96  
- 42.46% ↓

(Previous 9M- FY19- 290.18)

## Operating Margin EBIDTA (excl. other Income) (%)

18.71 %  
- 257 bps ↓

(Previous - FY19- 21.28%)

## PBT (Rs Crs)

23.11  
- 84.16% ↓

(Previous 9M- FY19- 145.89)





INR, Crs

Particulars	FY19-20		FY18-19				FY17-18	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Net Revenue from Operations (TOI)	260.66	379.25	443.27	491.47	461.47	410.48	440.11	398.97
EBIDTA (excl. other Income)	47.29	72.16	89.32	105.82	97.99	86.48	91.65	76.83
EBDITA/TOI (%)	18.14	19.03	20.15	21.53	21.23	21.07	20.83	19.26
Interest	18.06	19.81	20.41	20.72	20.59	17.50	17.70	14.59
Depreciation	28.41	32.57	33.20	32.89	28.00	26.74	24.61	20.50
PBT	1.22	20.13	36.55	53.17	49.90	42.82	50.18	42.69
PAT	0.71	13.47	24.93	33.88	32.78	27.72	34.32	27.73



Particulars	FY19-20			FY18-19				FY17-18	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
EBIDTA/TOI (%)	18.83	18.14	19.03	20.15	21.53	21.23	21.07	20.83	19.26
Interest Cover Ratio	2.64	2.62	3.64	4.38	5.11	4.75	4.94	5.18	5.27
PBT/TOI (%)	0.70	0.47	5.31	8.25	10.82	10.81	10.43	11.40	10.70
PAT/TOI (%)	0.67	0.27	3.55	5.62	6.89	7.10	6.75	7.80	6.95

Particulars	FY19-20	FY18-19		FY17-18
	H1	H2	H1	H2
RONW (%)	3.22	13.67	14.82	12.47
ROCE (%)	7.80	17.48	18.11	15.58
Debt/EBIDTA	3.83	2.32	2.20	2.90
Long Term Debt/Net Worth	0.52	0.52	0.55	0.51
Total Debt/Net Worth	1.04	1.01	1.00	1.08
TOL/TNW	1.42	1.46	1.52	1.65



Mr. Mahabir Prasad  
Jalan  
(Chairman)

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)

Mr Ranaveer Sinha  
(Independent Director)

Mr Chaitanya Jalan  
(Executive Director)



## Auditors

### Statutory Auditor

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

### Internal Auditor



## Bankers



State Bank of India



भारतीय निर्यात-आयात बैंक  
EXPORT-IMPORT BANK OF INDIA





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*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 point is clearly visible.