



# RAMKRISHNA FORGINGS LIMITED

Date: 26<sup>th</sup> June, 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> March, 2020**

Please find enclosed the Investor Presentation on the financial results of the Company for the quarter ended 31<sup>st</sup> March, 2020.

Request to kindly take the same into record.

Thanking You,

Yours truly,  
For Ramkrishna Forgings Limited

Rajesh Mundhra  
Company Secretary

REGISTERED & CORPORATE OFFICE

23 CIRCUS AVENUE, KOLKATA 700017, WEST BENGAL, INDIA

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EMAIL : info@ramkrishnaforgings.com, Website : www.ramkrishnaforgings.com

CIN NO. :L74210WB1981PLC034281



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# RAMKRISHNA FORGINGS LIMITED

Investor Presentation

June  
2020





All Plants' have started operations in phased manner from 3<sup>rd</sup> week of April 2020.

All necessary precautions and safety measures related to COVID 19 have been taken at all our Plant and Offices and a detailed SOP has been issued in this regard.

The current CV market continues to be weak due to COVID-19 impact on industrial activity and consumer sentiment.

Domestic and export customers have started opening up from June 2020 and we see a gradual recovery in sales from Q2 onwards.

RKFL is continuously making effort to increase presence in overseas market as well as Railway segment which are expected to give good results in near future.

Going forward Export to constitutes around 50% of the total sales.

The company has reduced salary and other overhead cost as part of cost reduction initiative. Continuously taking further measures to optimise other cost.

RKFL has recalibrated its capex plan according to market dynamics.

The Company has adequate liquidity to meet all its near term obligations.

The guidance for revenue and profitability remains uncertain due to COVID-19, and same will be updated after Q2 results.



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

222.51  
-49.80% ↓

(Previous Q4- FY19 – 443.27 )

EBIDTA (excl. other income)  
(INR Crs)

36.76  
- 58.85 % ↓

(Previous Q4- FY19- 89.32)

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

16.52 %  
- 363 bps ↓

(Previous Q4- FY19- 20.15%)

PBT (Rs Crs)

-8.69  
- 123.78 % ↓

(Previous Q4- FY19- 36.55)

Note: % change of YoY basis

Particulars	Q4FY20	Q3FY20	Q4FY19
<b>Total Tonnage (in Tons)</b>	<b>16089</b>	<b>18730</b>	<b>30416</b>
Domestic Tonnage	10284	11532	20506
Export Tonnage	5805	7198	9910
<b>Total Net Revenue (INR, Crs)</b>	<b>226.46</b>	<b>252.01</b>	<b>444.11</b>
Domestic Revenue	127.01	138.82	278.22
Export Revenue	92.68	107.42	155.92
Other Income	3.96	1.31	0.84
Export Incentive	2.81	4.46	9.13

Sales Realisation / Forged Tonnage	Q4FY20	Q3FY20
Domestic	119897	121722
Export	165361	170556

Note: Fall in realisations is due to passing of reduction in raw material prices.

INR, Crs

Particulars	Q4FY20	Q3FY20
Sales to Railway	9.33	9.93



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

1,111.82  
-38.46% ↓

(Previous FY19 –1,806.69 )

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

203.72  
- 46.32% ↓

(Previous FY19- 379.50)

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

18.32 %  
- 268 bps ↓

(Previous FY19- 21.01%)

### PBT (Rs Crs)

14.42  
- 92.10% ↓

(Previous FY19- 182.44)





INR, Crs

Particulars	FY19-20			FY18-19			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Net Revenue from Operations (TOI)	250.69	260.66	379.25	443.27	491.47	461.47	410.48
EBIDTA (excl. other Income)	47.51	47.29	72.16	89.32	105.82	97.99	86.48
EBDITA/TOI (%)	18.95	18.14	19.03	20.15	21.53	21.23	21.07
Interest	17.98	18.06	19.81	20.41	20.72	20.59	17.50
Depreciation	29.09	28.41	32.57	33.20	32.89	28.00	26.74
PBT	1.76	1.22	20.13	36.55	53.17	49.90	42.82
PAT	1.70	0.71	13.47	24.93	33.88	32.78	27.72



Particulars	FY19-20				FY18-19			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
EBIDTA/TOI (%)	16.52	18.95	18.14	19.03	20.15	21.53	21.23	21.07
Interest Cover Ratio	1.90	2.64	2.62	3.64	4.38	5.11	4.75	4.94
PBT/TOI (%)	-3.91	0.70	0.47	5.31	8.25	10.82	10.81	10.43
PAT/TOI (%)	-2.82	0.68	0.27	3.55	5.62	6.89	7.10	6.75

Particulars	FY19-20		FY18-19	
	H2	H1	H2	H1
RONW (%)	1.10	3.22	13.67	14.82
ROCE (%)	5.80	7.80	17.48	18.11
Debt/EBIDTA	4.67	3.83	2.32	2.20
Long Term Debt/Net Worth	0.55	0.52	0.52	0.55
Total Debt/Net Worth	1.09	1.04	1.01	1.00
TOL/TNW	1.48	1.42	1.46	1.52



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

CELEBRATING  
7 YEARS  
*Singhi & Co.*  
Chartered Accountants

## Bankers

Standard Chartered

DBS

ICICI Bank

IFC  
International  
Finance  
Corporation  
WORLD BANK GROUP

HDFC BANK

AXIS BANK



State Bank of India

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

IDBI BANK

kotak<sup>®</sup>  
Kotak Mahindra Bank

IDFC

IDFC BANK

DCB BANK

RBL BANK

LB≡BW

IndusInd Bank



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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 mark is clearly visible.