



RAMKRISHNA FORGINGS LIMITED

Date: 3 May, 2022

To,
The Listing Department
BSE Limited
PJ Towers
Dalal Street
Mumbai - 400 001

BSE SCRIP CODE: 532527

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

NSE SYMBOL: RKFGGE

Dear Sir/Madam,

Sub: Announcement under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Q4 & FY 2021-22 Earnings Presentation

Please find enclosed herewith the copy of the Earnings Presentation of the Company for the Fourth Quarter and Financial Year 2021-22.

This is for your kind information and records.

Thanking You.

Yours truly,
For Ramkrishna Forgings Limited

Rajesh Mundhra
Company Secretary & Compliance Officer ★
A12991



Encl.: As above

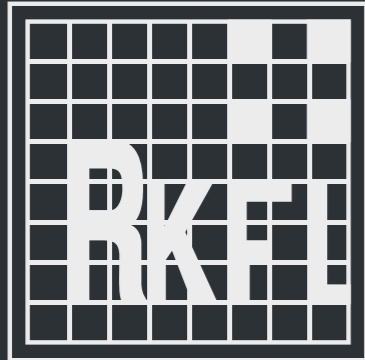


REGISTERED & CORPORATE OFFICE

23 CIRCUS AVENUE, KOLKATA 700017, WEST BENGAL, INDIA

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CIN NO. :L74210WB1981PLC034281




**RAMKRISHNA
FORGINGS
LIMITED**

Q4 & FY22 Earnings Presentation

03 May 2022

RESULTS AT A GLANCE



Q4FY22 RESULTS AT A GLANCE

₹ 68,323.99
Lakhs

31.93%

Revenue | YoY Growth

₹ 15,215.49
Lakhs

41.32%

EBITDA | YoY Growth

₹ 8,665.27
Lakhs

142.87%

PAT | YoY Growth

22.27% | **148 BPS**

EBITDA Margin | YoY Growth

₹ 0.20

Per Share
(FV of Rs. 2/- each)

Final
Dividend

FY22 RESULTS AT A GLANCE

₹ 2,28,536.55 | **77.38%**
Lakhs
Revenue | YoY Growth

₹ 52,696.92 | **129.19%**
Lakhs
EBITDA | YoY Growth

₹ 20,650.18 | **638.68%**
Lakhs
PAT | YoY Growth

23.06% | **521 BPS**
EBITDA Margin | YoY Growth

25% | Dividend
for the Year



FINANCIAL HIGHLIGHTS

KEY OPERATIONAL MATRIX

Total Sales Volume Break-up (In tons)

Particulars	Q4FY22	Q4FY21	YoY	Q3FY22	QoQ	FY22	FY21	YoY
Domestic Markets	21,459	21,217	1.14%	19,172	11.93%	68,664	51,603	33.06%
Export Markets	10,579	9,693	9.14%	10,348	2.23%	43,078	26,977	59.68%
Total	32,038	30,910	3.65%	29,520	8.53%	1,11,742	78,580	42.20%

Sales Realisations (Rs. / ton)

Particulars	Q4FY22	Q4FY21	YoY	Q3FY22	QoQ	FY22	FY21	YoY
Domestic Markets*	1,80,406	1,52,522	18.28%	1,74,821	3.19%	1,75,180	1,44,759	21.01%
Export Markets**	2,32,035	1,95,800	18.51%	2,27,049	2.20%	2,24,643	1,94,851	15.29%

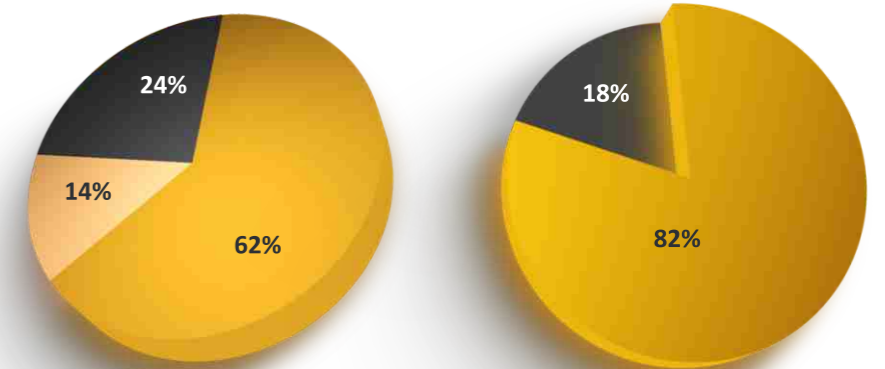
Total Revenue Breakup (Rs. Lakhs)

Particulars	Q4FY22	Q4FY21	YoY	Q3FY22	QoQ	FY22	FY21	YoY
Domestic Markets	41,758.31	32,360.58	29.04%	34,271.93	21.84%	1,24,086.10	74,700.02	66.11%
Export Markets	26,169.36	18,978.89	37.89%	25,968.58	0.77%	1,02,836.84	52,565.04	95.64%
Other Income	-	220.77	-100.00%	146.15	-100.00%	160.93	461.46	-65.13%
Export Incentive	396.32	448.95	-11.72%	364.93	8.60%	1,613.61	1,572.46	2.62%
Total	68,323.99	52,009.19	31.37%	60,751.59	12.46%	2,28,697.48	1,29,298.98	76.87%

*Excluding fabrication sales & price increase for earlier period.

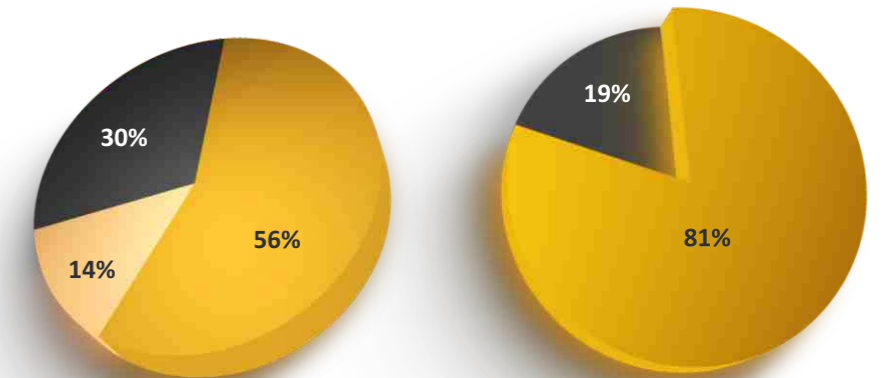
** Excluding ocean freight

REVENUE MIX - Q4FY22



■ Asia ■ Europe ■ North America ■ Auto ■ Others

REVENUE MIX - FY22



■ Asia ■ Europe ■ North America ■ Auto ■ Others

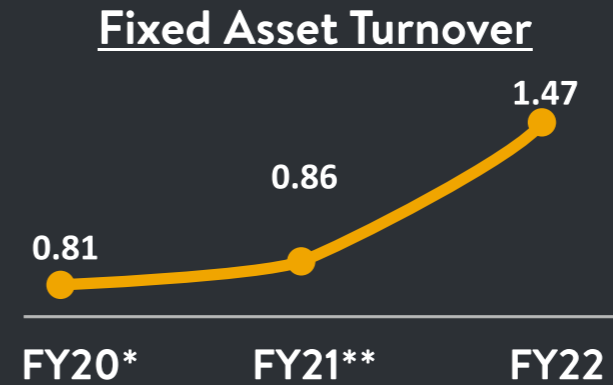
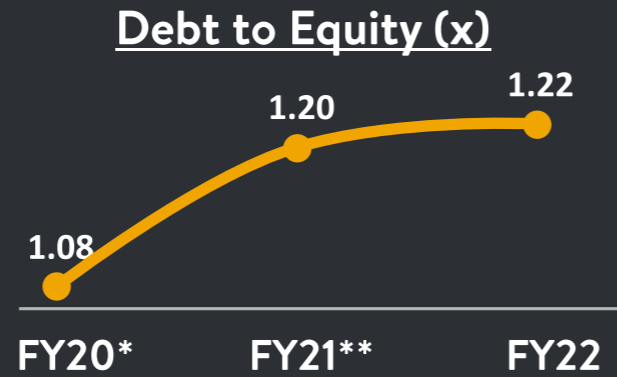
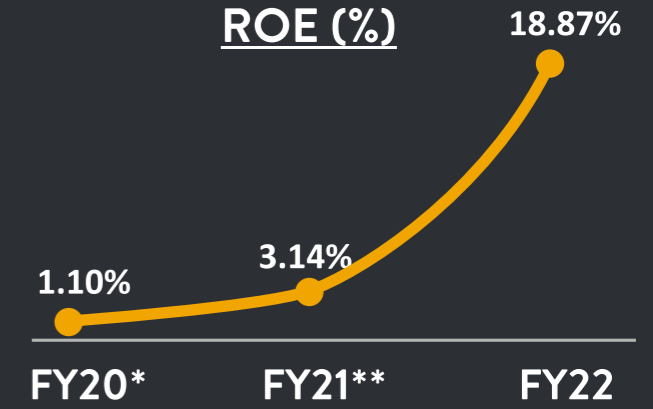
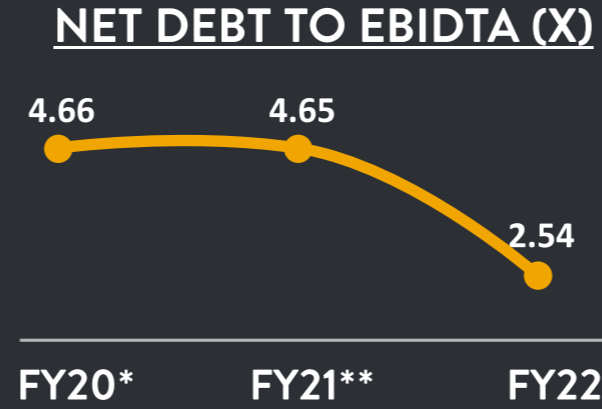
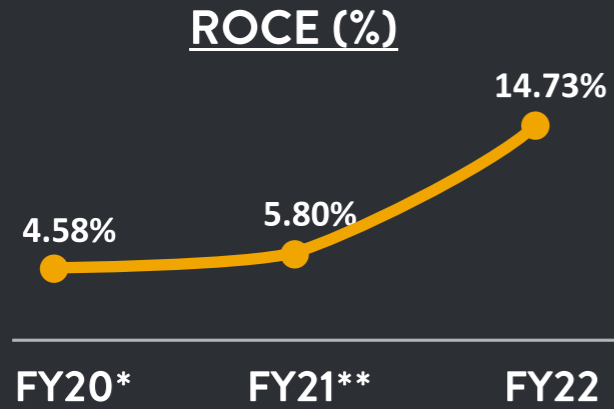
MANUFACTURING CAPACITY AND UTILIZATION

Products	Installed Capacity	Q4 FY22		Q3 FY22		Q2 FY22		Q1 FY22	
		Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)
Ring Rolling	24,000	6,841	114.02%	6,918	115.30%	6,990	116.50%	7,528	125.47%
Forgings	46,000	12,104	105.25%	10,766	93.62%	11,606	100.92%	12,037	104.67%
Press	1,17,100	19,038	65.03%	16,473	56.27%	18,267	62.40%	15,871	59.22%
Total Capacity	1,87,100	37,983	81.20%	34,157	73.02%	36,863	78.81%	35,436	79.99%

Products	Installed Capacity	Q4 FY21		Q3 FY21		Q2 FY21		Q1 FY21	
		Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)
Ring Rolling	24,000	7,345	122.42%	7,130	118.83%	4,793	79.88%	1,599	26.65%
Forgings	46,000	13,276	115.44%	11,112	96.63%	7,470	64.96%	3,182	27.67%
Press	82,550*	16,606	73.64%	12,845	64.23%	6,158	30.79%	3,129	15.65%
Total Capacity	1,52,550	37,227	92.95%	31,087	82.90%	18,421	49.12%	7,910	21.09%

* Note:- Annualized installed capacity after commissioning of Hollow Spindle Line

KEY RATIOS



* - FY20 Performance impacted due to economic slowdown leading to sluggish demand for CVs

** - FY21 Performance impacted due to COVID-19 induced lockdown

ROCE- EBIT/(Net Debt + Equity)

ROE- PAT/ Net Worth

Net Debt to Equity- Net Debt/ Net worth

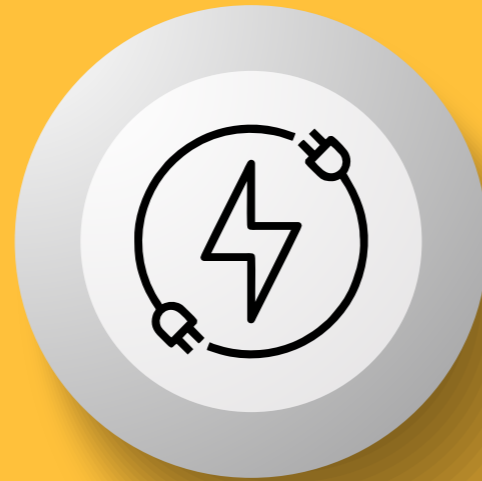
FATR- Revenue / Fixed Assets (Net)



OUR STRATGIES



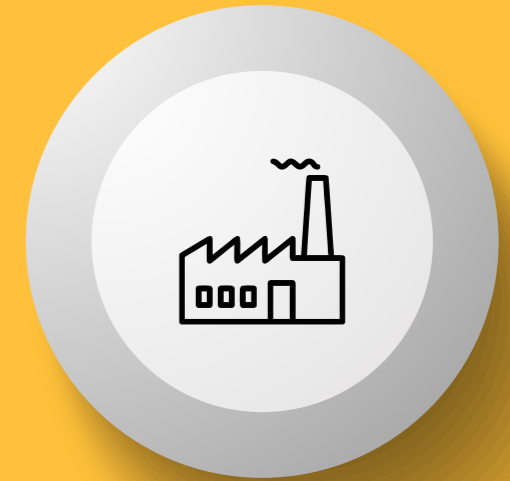
**IMPROVING
REVENUE MIX**



**EV
PRESENCE**



**CAPITAL
ALLOCATION**

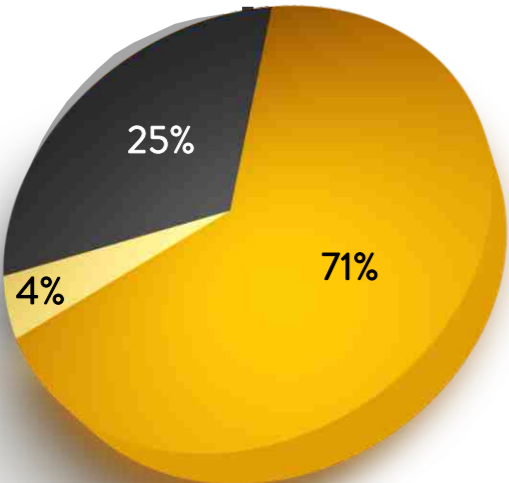


**CAPEX
READY**

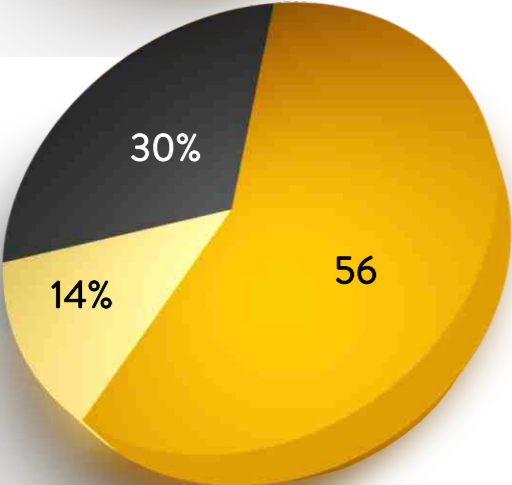
REVENUE MIX ACROSS SEGMENT

By Geography

FY'17



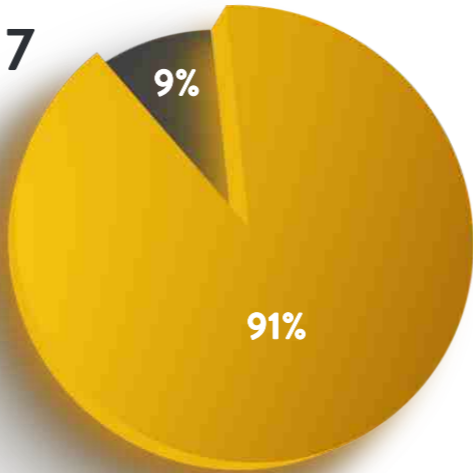
FY'22



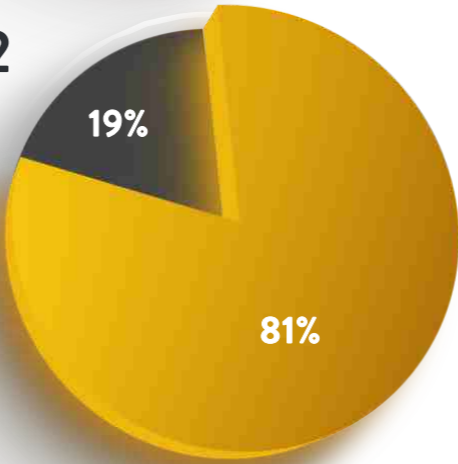
■ Asia ■ Europe ■ North America

By Segment

FY'17



FY'22



■ Auto ■ Non Auto

By Industry

FY'17



Automobiles

FY'22



4.5%



Railways

1.8%

4%



Mining, Earth Moving & Farm

6.8%

0%

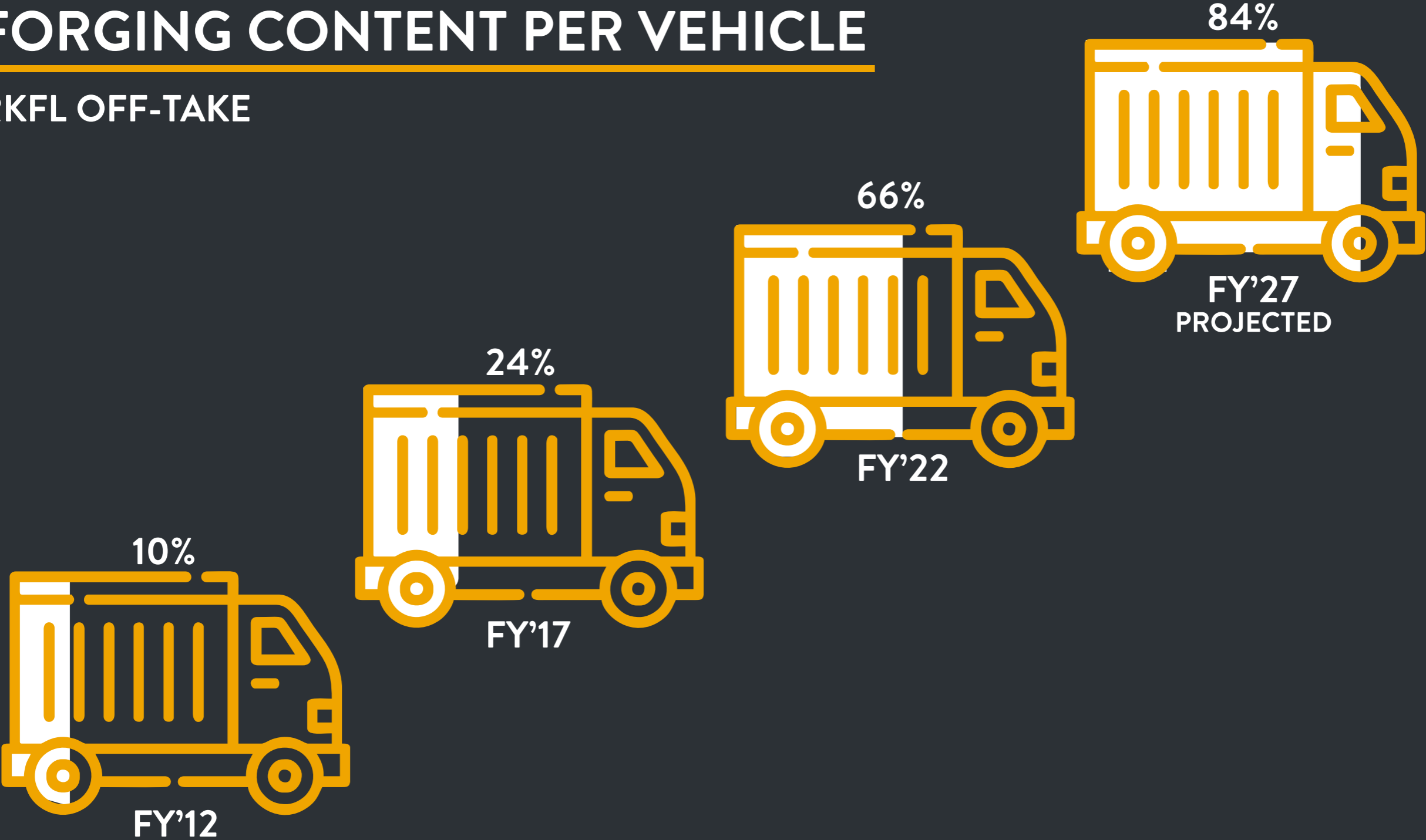


Oil & Gas and Gen. Engg.

0.9%

FORGING CONTENT PER VEHICLE

RKFL OFF-TAKE





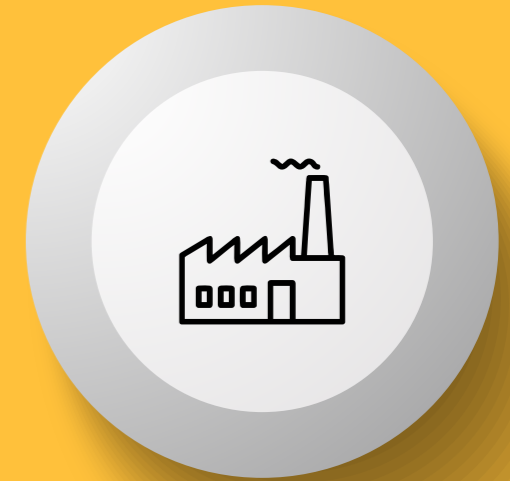
**IMPROVING
REVENUE MIX**



**EV
PRESENCE**



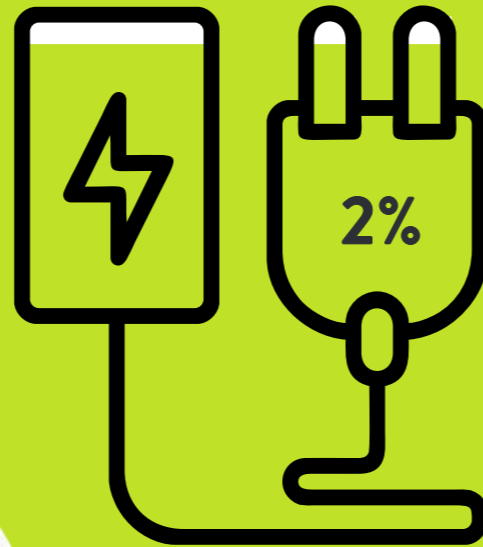
**CAPITAL
ALLOCATION**



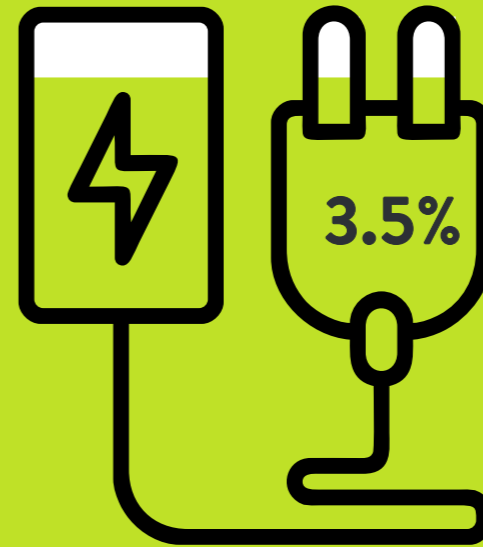
**CAPEX
READY**

PRESENCE IN EV

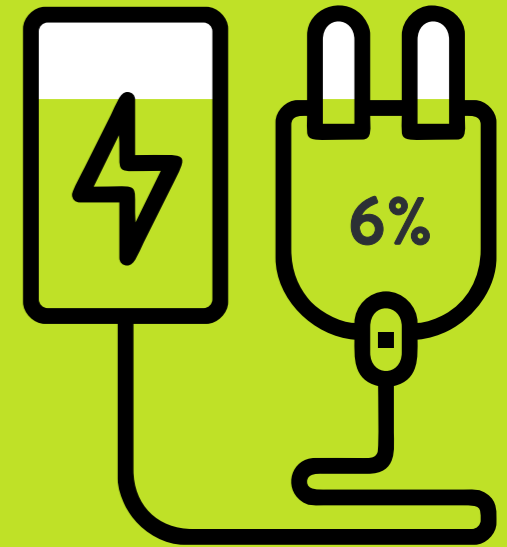
IN FY21-22,
2% OF TOTAL TURNOVER COMES FROM EV SEGMENT



FY 22



FY 23



FY 24

PROJECTED IN FUTURE YEARS

EV PROGRAMS RUNNING GLOBALLY

NORTH AMERICA

- 1 Customer
- ✓ 4 Programs
- 2 Programs



EUROPE

- 1 Customer
- 1 Program



INDIA / ASIA PACIFIC

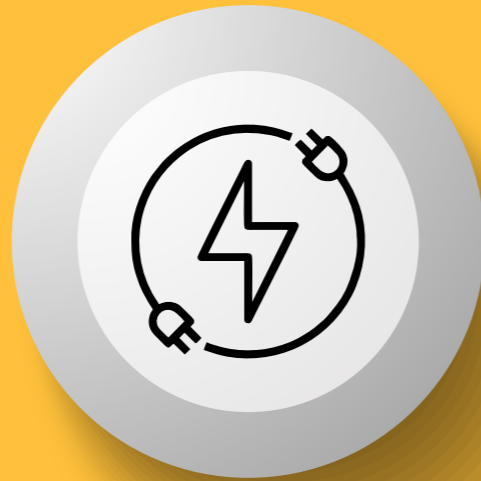
- 3 Customer
- ✓ 6 Programs
- 3 Programs



✓ Programs in Serial Productions
□ Programs in Order book



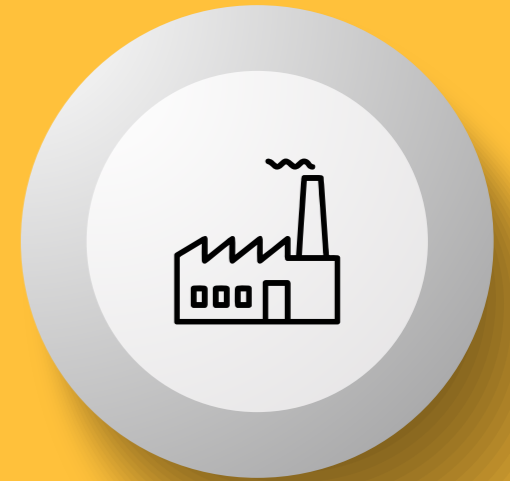
**IMPROVING
REVENUE MIX**



**EV
PRESENCE**



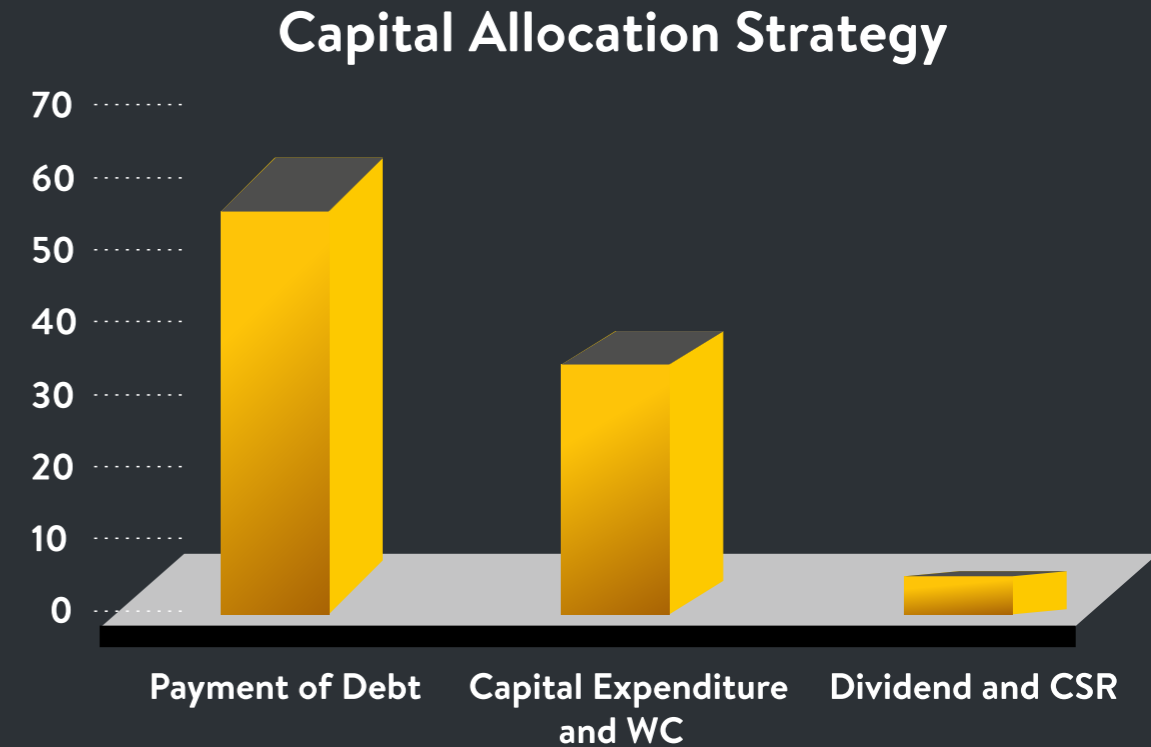
**CAPITAL
ALLOCATION**



**CAPEX
READY**

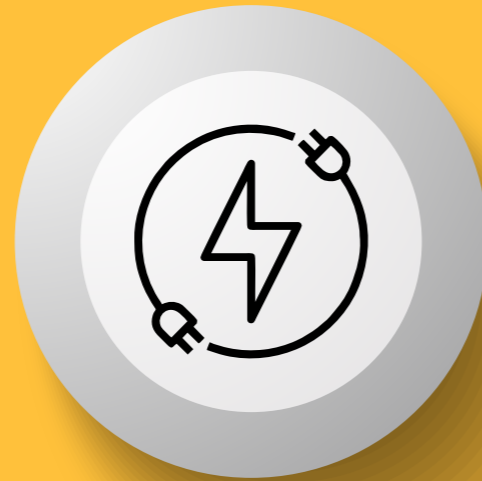
CAPITAL ALLOCATION STRATEGY

- 50%-60% of the cash profit will be utilized for payment of Debt.
- 30%-40% of the cash profit will be utilized for Capital Expenditure and Working Capital requirements.
- 5% of the cash profit will be utilized for Dividend and CSR.





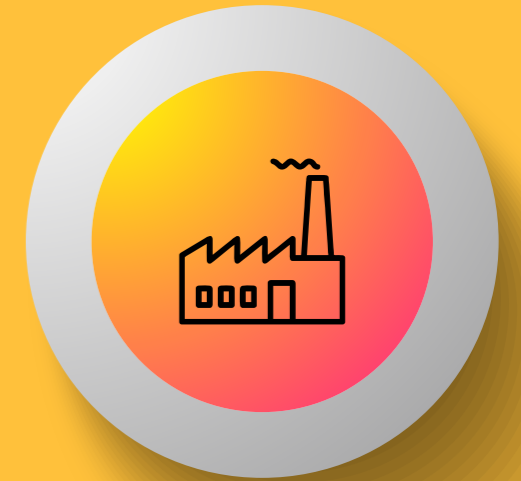
IMPROVING
REVENUE MIX



EV
PRESENCE



CAPITAL
ALLOCATION



**CAPEX
READY**

WELL POSITIONED TO CAPTURE FUTURE GROWTH

<u>PRODUCTS (FY22)</u>	<u>RING ROLLING</u>	<u>FORGINGS</u>	<u>PRESS</u>	<u>TOTAL</u>
INSTALLED CAPACITY (MT)	24,000	46,000	1,17,100	1,87,100
CAPACITY UTILIZATION (MT)	28,277	46,514	69,649	1,44,440
UTILIZATION (%)	117.82%	101.12%	59.48%	77.20%

- Capacity addition sufficient for the next phase of growth
- Capacity ramp-up along with operating leverage will result in faster improvement in profitability



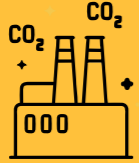
**ENVIRONMENTAL
SOCIAL
GOVERNANCE**

VISION

Planet



Adopting Clean Energy



Reducing GHG Emissions



Raw Material Sourcing



Waste Management

Employees, Suppliers & Local Community



Valuable Partnerships



Rewarding Workplace



Empowered Community

Business Longevity & Profitability



Effective Corporate Governance



Effective Risk Management

KEY ESG TARGETS FOR RKFL

RKFL FOR ENVIRONMENTAL CONSCIOUSNESS

THE VISION IS TO COMMIT TO PRESERVING AND PROTECTING THE ENVIRONMENT ACROSS ITS OPERATIONS



50%
Renewable energy
mix by 2028

2050
Achieve
Carbon Neutrality
across Scope 1 & 2

80%
of suppliers in same
state as
RKFL plants by 2024

100%
Recycling of water
by 2025

30%
reduction in specific
water use by 2025

50%
Decrease in overall waste
through 3 R's by 2030

RKFL FOR COMMUNITIES

THE VISION IS TO BE THE EMPLOYER AND PARTNER OF CHOICE FOR OUR EMPLOYEES AND SUPPLIERS AND HELP LOCAL COMMUNITIES THRIVE



100%
Supplier Audits
by 2024

ZERO
Accidents through
incentive linked
programs by 2024

100%
Employees trained
on ESG by 2023

2 DAYS
Paid volunteering leave
for all employees
by 2023

100
Employed and trained
from local villages
by 2030

100%
Employees trained on
Human Rights by 2025

RKFL FOR THE LONG RUN

THE VISION IS TO OPERATE ETHICALLY AND RESPONSIBLY WITH TRANSPARENCY



10%
Women representation
on Board by 2030

ZERO
Gender pay disparity
by 2030

TCFD
alignment 2023

CoC
Refresh for Employees
and Suppliers by 202

100%
Board attendance
by 2024

CONFERENCE CALL DETAILS



Q4 FY22 EARNINGS CALL

SCHEDULED ON: **WEDNESDAY, MAY 4 2022 AT 10:30 HOURS INDIA TIME**

PRE-REGISTRATION LINK

**CLICK HERE TO JOIN
THE CALL**

SAFE HARBOR

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THANK YOU

COMPANY :



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