



# RAMKRISHNA FORGINGS LIMITED

REGD. & CORPORATE OFFICE:

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CIN NO. : L74210WB1981PLC034281

Date: 17<sup>th</sup> January 2017

<p>The Secretary BSE Ltd. Phiroze Jeejeebhoy Towers , Dalal Street, Mumbai -400001</p> <p><b><u>BSE SCRIP CODE: 532527</u></b></p>	<p>The Secretary National Stock Exchange of India Ltd. Exchange Plaza, Bandra -Kurla Complex Bandra (E) Mumbai -400051</p> <p><b><u>NSE SYMBOL: RKFORGE</u></b></p>
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Dear Sir / Madam,

**Sub: Intimation of Schedule of Road Show**

Pursuant to regulation 30(6) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Company, in continuance with its investor engagement activities, is planning to meet institutional investors on January 18, 2017 and January 19, 2017. A copy of the presentation to be made at such meetings is enclosed herein for your records.

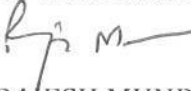
The aforesaid information is also disclosed on the website of the Company i.e. [www.ramkrishnaforgings.com](http://www.ramkrishnaforgings.com).

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



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# RAMKRISHNA FORGINGS LIMITED



January 2017



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# Introduction

# Introduction To Ramkrishna Forgings



- Incorporated in 1981 by Mr. Mahabir Prasad Jalan, a technocrat from BITS Pilani
- Aply supported by Mr. Naresh Jalan (MBA Finance), having more than 20 years of forging experience and a professional management team
- Based out of Kolkata with five manufacturing facilities located in Eastern India close to key automobile manufacturing hubs, manufacturing with a capacity of 150,000 tonnes
- 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
- Manufacture forged and machined components for Commercial Vehicles, Earth Moving Equipment, Railways, General Engineering, Defence, etc., will cater to Oil and Gas Segment soon
- Marquee customer base of more than 17 OEMs and Tier – I companies, successfully completed several audits with international OEMs and Tier I component manufacturer
- Leveraging existing relationship to expand into new product lines, focus on expanding presence with international OEMs and Tier I
- Diversified product portfolio with complimentary products focus on more complex products with higher margins
- Ability to manufacture 100% of forged component required for a commercial vehicles
- Company's Statutory Auditor are M/s Singhi & Co. and Internal Auditors are M/s. Deloitte Haskins & Sells

## Marquee Clientele



## Key Products



Front Axle Components



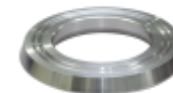
Rear Axle Components



Engine Components



Transmission Components

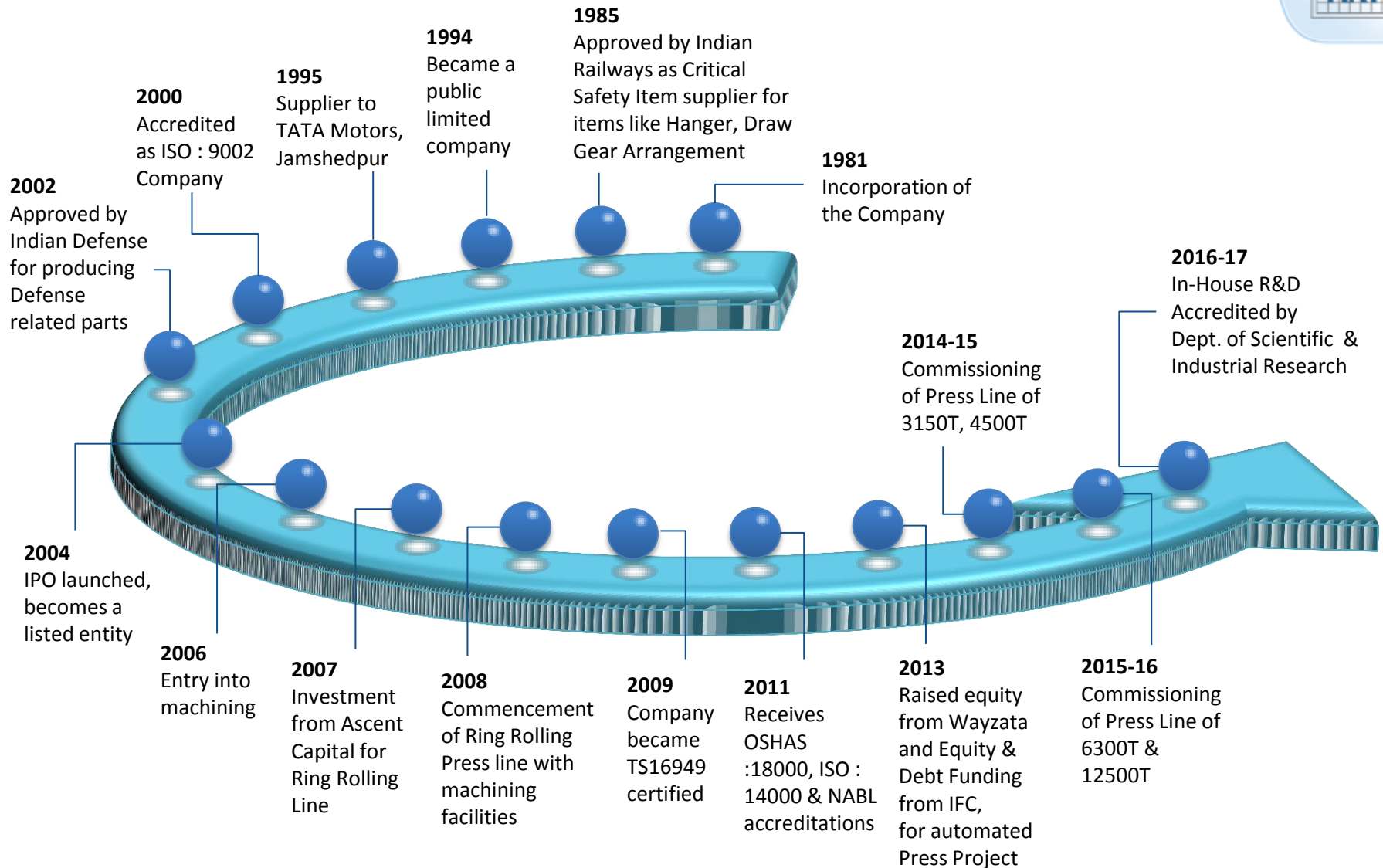


Crown Wheels

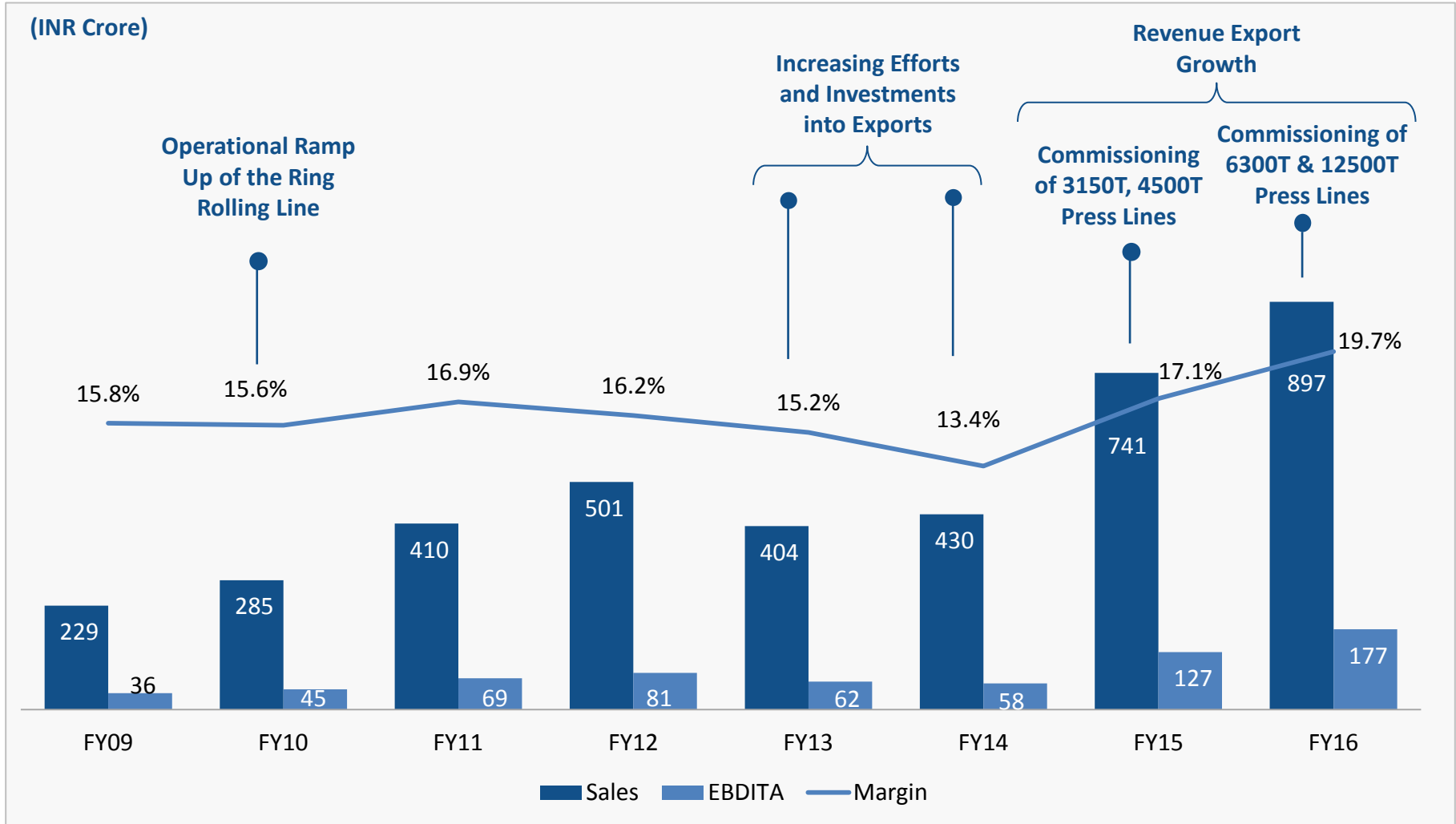


Crankshaft Assembly

# Ramkrishna's Journey So Far



# Consistent Growth in Revenue & EBITDA, through Investments





## Company Highlights & Business Overview



# Diversified Product Portfolio

Capacity to Manufacture Products between 2–200 KGs



Front Axle Products



Engine Components



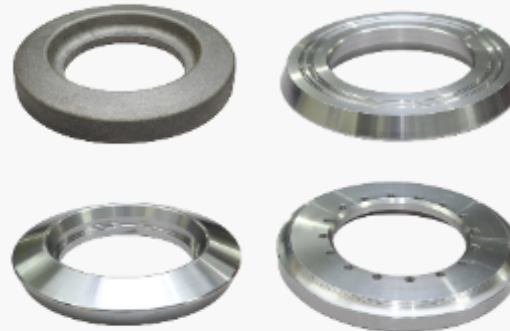
Transmission – Gears & Shafts



Rear Axle Products



Crown Wheels

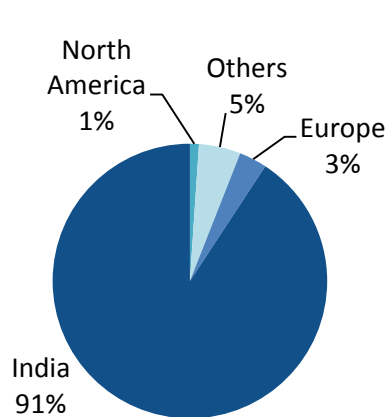


Bell Crank Assembly

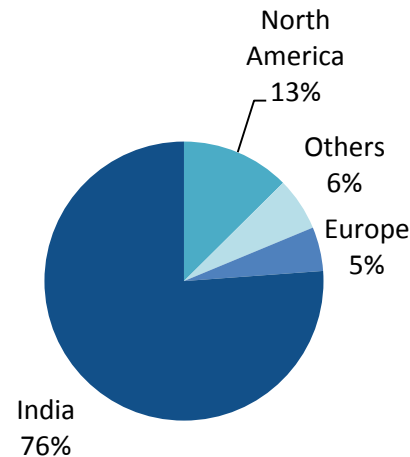


Precision Rules Production

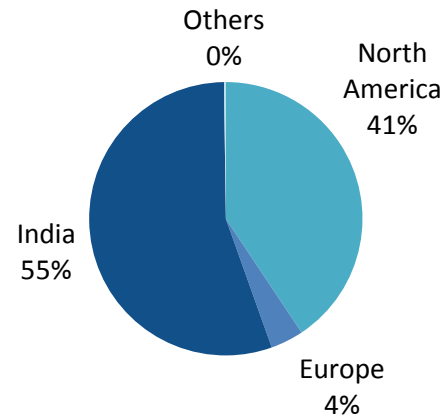
FY11-12 | Sales



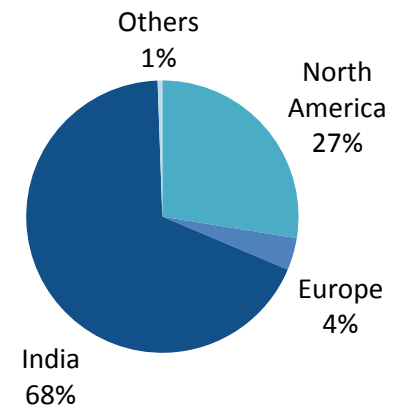
FY13-14 | Sales



FY15-16 | Sales

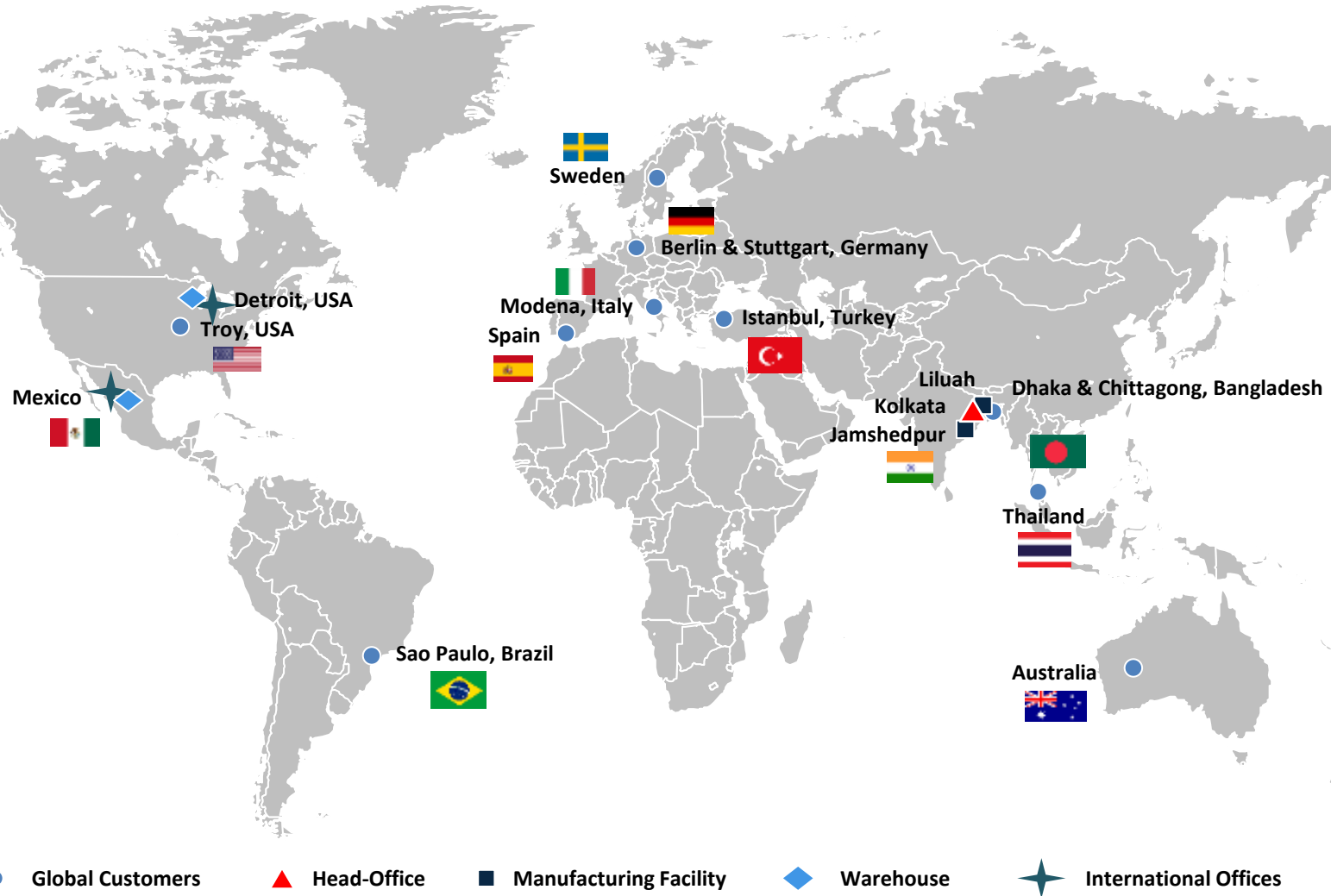


FY16-17 | H1 Sales



- Company has focused on exports over the last few years due to significant competitive advantage over international peers
- Exports as a percentage of sales has kept on expanding
- 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

# Global Footprints, Focus on Intl. OEM's & Tier I Customers



# Continuous Focus on Product Development

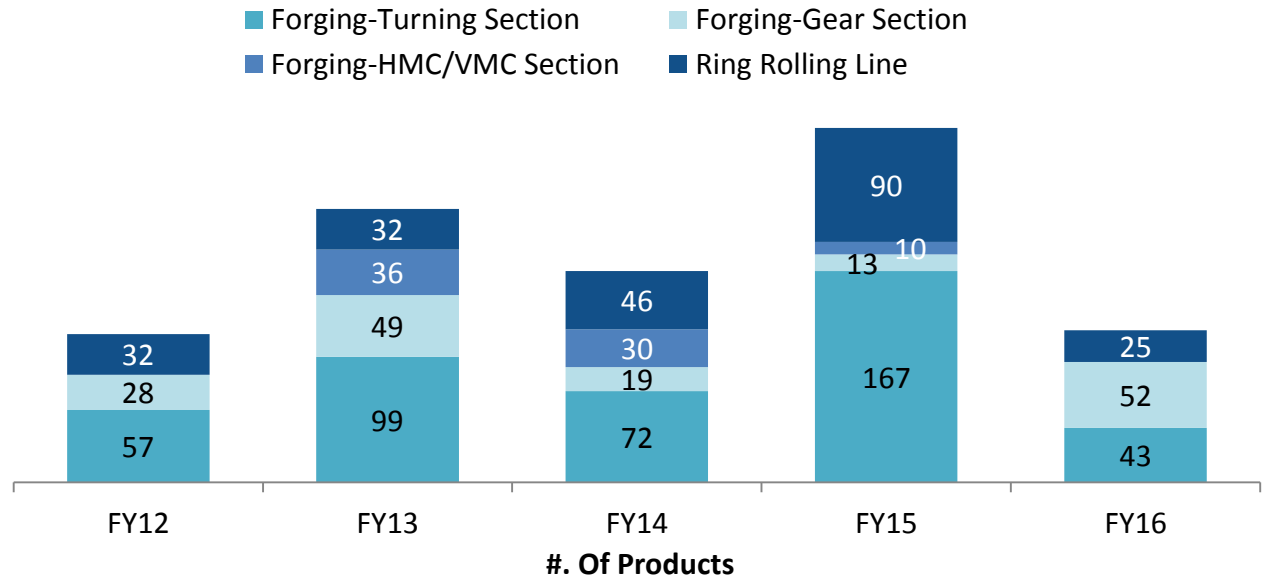


## Strong Engineering Capabilities



- Strong in-house engineering capabilities for product design – 2D Drawing, 3D Modelling, Reverse engineering, etc.
- Investment on in-house Rig Testing Facility planned from 2017 onwards as part of R&D efforts

## New Products Development Over the last 5 Years by Category



CUSTOMERS SHOWING INCREASED SALES FOR THE RESPECTIVE YEARS

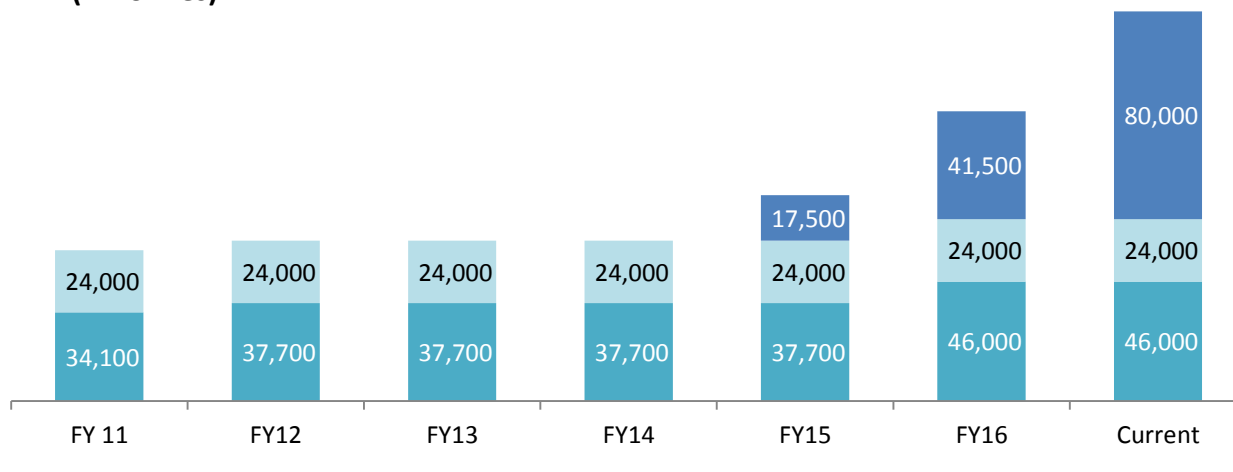
# Growth Through Investments



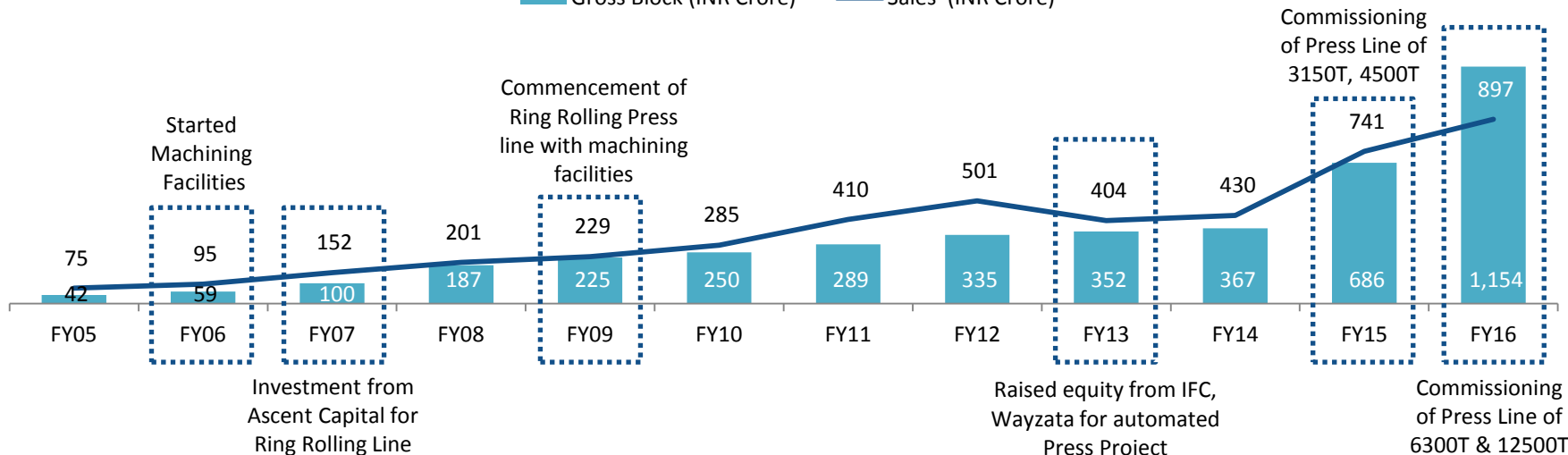
- Continuous focus on investments to augment capacity
- Investment Driving Revenue Growth
- Investments in manufacturing higher value and quality products
- Conservative capital funding through mix of equity and long term debt during expansion



**Production Capacity (In Tonnes)**

■ Forging ■ Ring Rolling ■ Press



■ Gross Block (INR Crore) — Sales (INR Crore)



Plants	Process	Facilities
<b>Plant 1 - Jamshedpur</b>	<ul style="list-style-type: none"> <li>• Hammer Forging</li> <li>• Upset Forging</li> <li>• Die Making</li> <li>• Heat Treatment</li> <li>• Shot Blasting</li> <li>• Testing</li> </ul>	
<b>Plant 2 - Liluah</b>	<ul style="list-style-type: none"> <li>• Machining/Assembly</li> <li>• Light Fabrication</li> <li>• Functional Testing</li> </ul>	
<b>Plant 3 &amp; 4 - Jamshedpur</b>	<ul style="list-style-type: none"> <li>• Computer Numerical Control Machining</li> <li>• Gear Cutting</li> <li>• Horizontal Machining Centers</li> <li>• Vertical Machining Centers</li> <li>• Broaching Machine</li> <li>• Shaving Machine</li> <li>• Shaping Machine</li> <li>• ISO Annealing</li> <li>• Sealed Quenching</li> <li>• Plug Quenching</li> <li>• Induction Hardening</li> <li>• Ring Rolling Press line with machining facilities</li> </ul>	
<b>Plant 5 - Jamshedpur</b>	<ul style="list-style-type: none"> <li>• Press Forging</li> <li>• Integrated Paint Shop</li> <li>• Horizontal Machining Centers</li> <li>• Vertical Machining Centers</li> <li>• Die Making &amp; Heat Treatment Facilities</li> <li>• Integrated Front Axle Beam Machining Line</li> </ul>	

# Recent Capacity Addition in Press Forging (Plant V)



- IN FY 2015-16 Plant V was commissioned with a 12500 tonne press, only second company in India to have this press
- Funds were raised from Private Equity investor Wayzata Partners and also International Finance Corporation provided Equity and Debt to finance the project
- Plant V will help manufacture complex and heavy-forged components, these will be high value products which will earn a higher margin
- Will improve content per vehicle for the company and improve the supplier relationship with customers
- Will help tap new opportunities with OEMs and Tier I players across India, USA and Europe, ability to leverage current relationships for more complex and large products
- Will significantly enhance growth especially in FY18 and FY19 as the capacity utilisation levels improve
- Latest technology used will also help manufacture better quality product and raw-material saving





## Press Forge Machinery Details

#.	Machine Details	Weight Range (In KGs)
1	Press – 12500 Tons	80 - 250
2	Press – 6300 Tons	40 - 65
3	Press – 4500 Tons	20 - 40
4	Press – 3150 Tons	10 - 20
5	Press – 2000 Tons	05 - 10

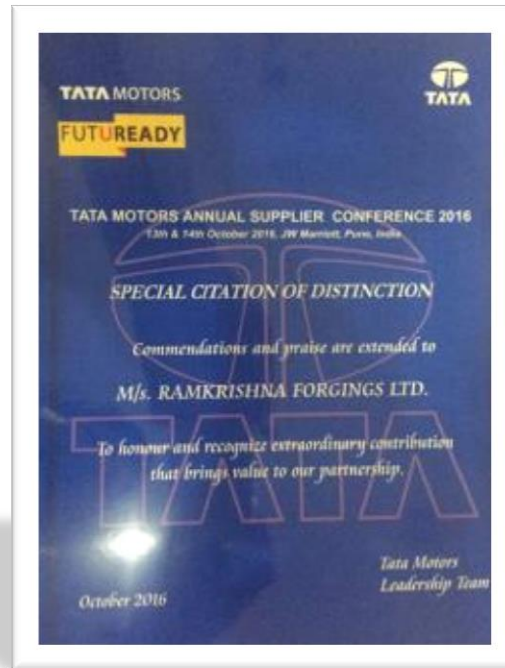
# One-Stop-Shop, Complete Manufacturing Capabilities



<p><b>Engineering &amp; Designing</b></p>	<ul style="list-style-type: none"> <li>• Capability to design parts as per customer requirement, provide testing and engineering capabilities for newly developed parts</li> <li>• Develop high quality products for better yield</li> <li>• Software's like Auto Cad, Forge 3D and Deform 3D , etc., help with design and development of parts</li> <li>• Investment on in-house Rig Testing Facility planned from 2017 onwards as part of R&amp;D efforts</li> </ul>	
<p><b>Tool &amp; Die</b></p>	<ul style="list-style-type: none"> <li>• Complete facilities of die making using software for die designs and for die sinking</li> <li>• Best in class machines and technical knowhow for design and development</li> </ul>	
<p><b>Forging</b></p>	<ul style="list-style-type: none"> <li>• 5 belt drop Hammers</li> <li>• 2 Pneumatic Close die Hammer</li> <li>• 2 Pneumatic Open die hammer</li> <li>• 2 Nos. 5 inch Upsetter</li> <li>• 1 Nos. 6 inch Upsetter</li> <li>• Production range from 500 gms to 130 KGs</li> </ul>	
<p><b>Press Forging</b></p>	<ul style="list-style-type: none"> <li>• Capacity to forge components upto 250 KGs through 5 Presses</li> <li>• Only second company in India to have 12500 tonne presses</li> </ul>	
<p><b>Ring Rolling</b></p>	<ul style="list-style-type: none"> <li>• State of The Art Ring-Rolling Facility can roll crown wheels upto 500 mm in diameter</li> <li>• Capacity to forge components from 20 -75 KGs</li> <li>• Ability to forge one component in 25 -32 Seconds</li> </ul>	

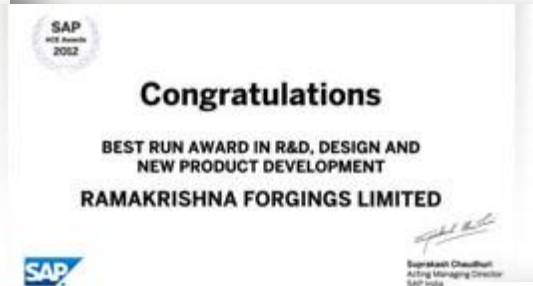
<p><b>Heat Treatment</b></p>	<ul style="list-style-type: none"> <li>• State-of-the-art hardening and tempering furnaces are PLC controlled and have integral graphic recorder</li> <li>• New Press Plant the furnace is run by SCADA control system and entire heat treatment is automatic</li> </ul>	
<p><b>Machining</b></p>	<ul style="list-style-type: none"> <li>• Machinery for Turning Centre, Gear Hobbing, Gear Shaping / Shaving, Tooth Rounding, Broaching, Rolling, etc.</li> <li>• All machineries are CNC controlled, operational line also complements the plant's just-in time manufacturing practices</li> </ul>	
<p><b>Surface Treatment</b></p>	<ul style="list-style-type: none"> <li>• Surface treatment is exclusively designed for the forging components like Front axle beam, Knuckles, Stub axle, Arms etc.</li> <li>• Pre-treatment and Surface Treatment process to meet the world class quality consisting of 8 stage Pretreatment process</li> </ul>	
<p><b>Quality Inspection</b></p>	<ul style="list-style-type: none"> <li>• Partnerships with customers and suppliers for continuously improving the quality of our processes and products</li> <li>• Advanced technical machineries, on-board diagnostics and easy-to-setup measurement routine</li> </ul>	







# Awards and Accolades



## Opportunity & Strategy

## Manufacturing Capability & Economies of Scale

- 5 manufacturing set ups with 48,000T Hammers and Upsetters, 24,000T ring rolling pressline and 4 presslines of totaling to 80,000T capacity (3150T, 4500T, 6300T and 12500T)
- Best in class technology for precision and industry leading cycle time

## 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 close to steel capital of India

## Innovation Capability

- Successfully transformed from a forging company to an integrated product development firm providing cutting edge solutions
- 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
- Has marquee client base with all Top OEMs as clients including TATA Motors, Ashok Leyland, VE Commercials, along with Tier I Vendors

## 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

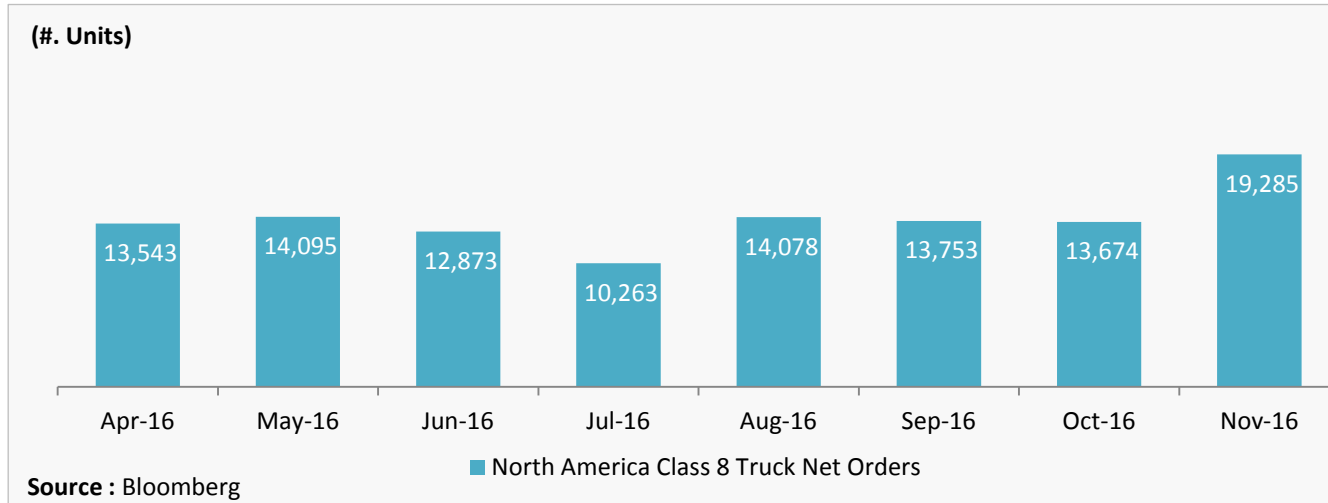
- Diversified product portfolio with ability to provide products across category
- Strong relationship with OEMs and Tier I players due to large and quality offering

## 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

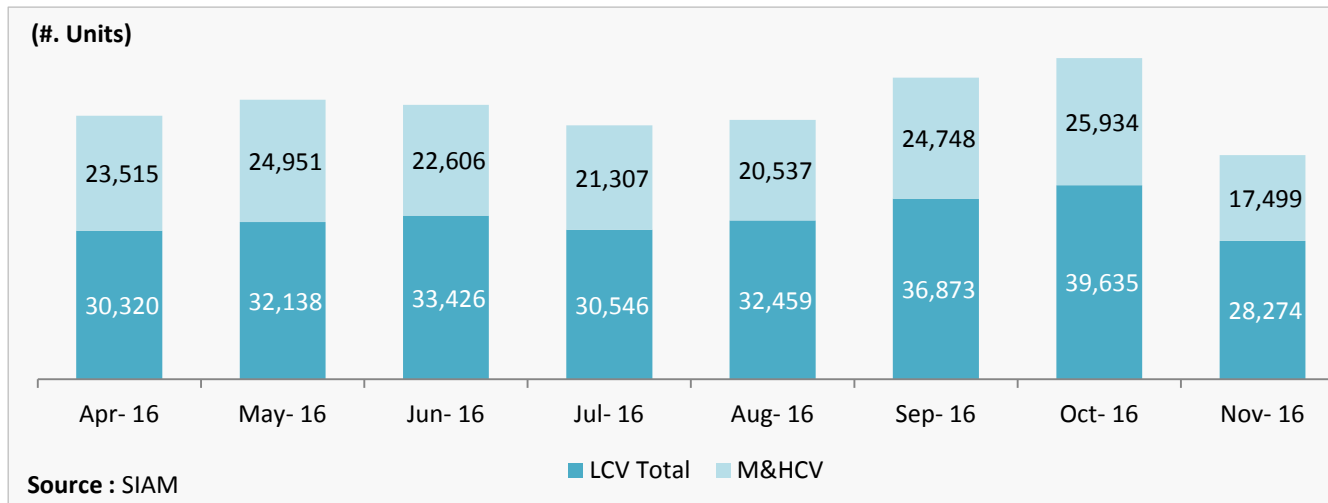
## New Product offering

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



## North American Market Growth Drivers

- New Government to likely focus on Infrastructure through Capex spending
- Cyclical downturn seems to have bottomed-out



## Domestic Market Growth Drivers

- Implementation of BS IV from April 1<sup>st</sup> 2017
- Commercial Vehicle older than 15 years likely to be scrapped

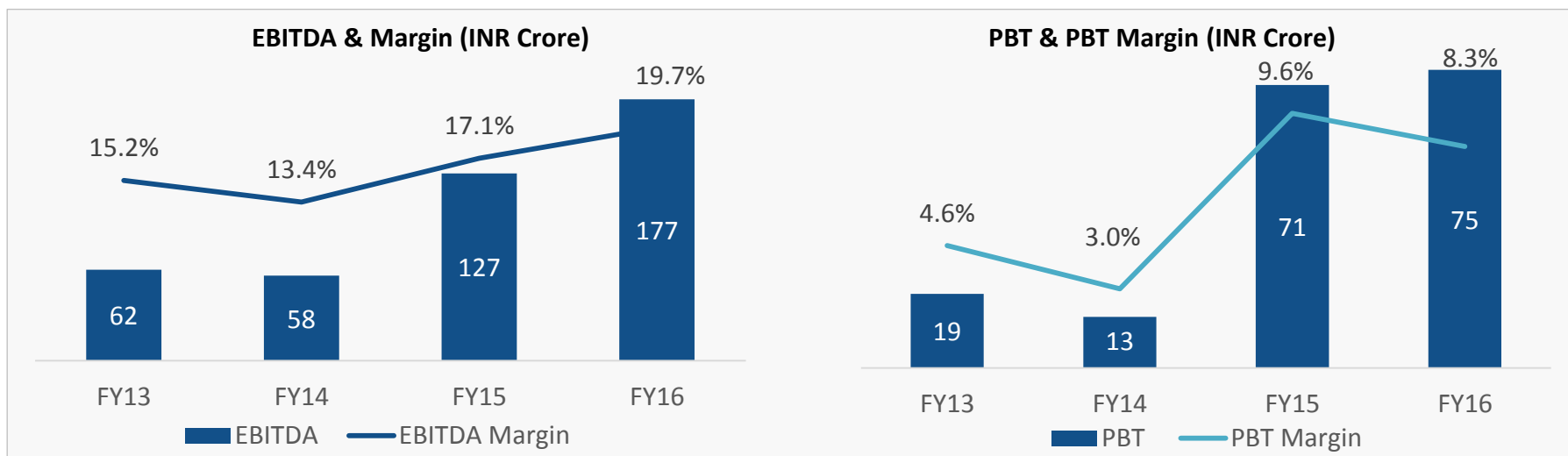
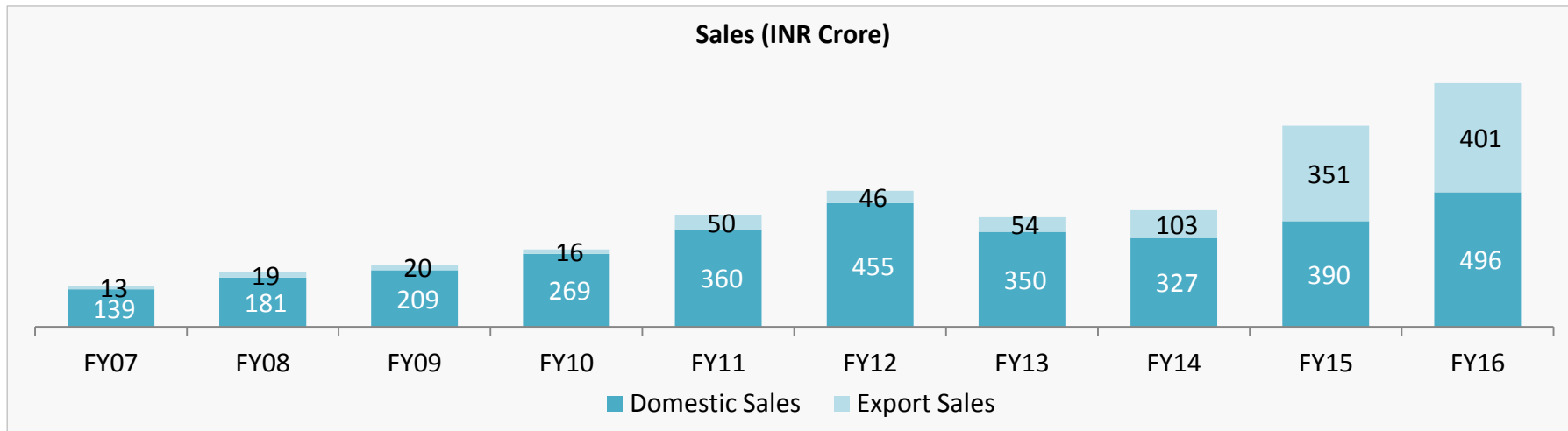
# Leadership

# Management Team Overview



Name	Designation	Brief Background & Experience
Mr. Mahabir Prasad Jalan	Chairman Director	<ul style="list-style-type: none"> <li>Completed his graduation in Mechanical Engineering from BITS, Pilani</li> <li>More than 45 years of work experience in Forgings sector having started his Career from the shop floor</li> <li>First independent venture as Managing Partner of Tribeni Steel Forgings in the Year 1974</li> <li>Started Ramkrishna Forgings in 1981 and leading the organisation</li> </ul>
Mr. Naresh Jalan	Managing Director	<ul style="list-style-type: none"> <li>Completed MBA in Finance and Marketing</li> <li>20 years of experience in Forging industry</li> <li>Dynamic leader his vision has helped company achieve significant growth</li> </ul>
Mr. Pawan Kumar Kedia	Director (Finance)	<ul style="list-style-type: none"> <li>Bachelor in Commerce and a diploma holder in Taxation</li> <li>Possesses more than 28 years of experience in the accounting</li> </ul>
Mr. Padam Kumar Khaitan	Independent Director	<ul style="list-style-type: none"> <li>An Attorney-at-law</li> <li>Has more than 34 years of experience in the legal profession</li> <li>Currently he is one of the leading Partner of M/s. Khaitan &amp; Co.</li> </ul>
Mr. Ram Tawakya Singh	Independent Director	<ul style="list-style-type: none"> <li>B.Sc. Engg in Metallurgy from RIT Jamshedpur</li> <li>More than 50 years of experience across various Companies</li> <li>During his tenure he rose to the level of VP in TATA Motors. He helped the company to reduce cost and improve plant Productivity</li> </ul>
Mr. Sandipan Chakravortty	Independent Director	<ul style="list-style-type: none"> <li>B.tech and M.tech from IIT Kharagpur</li> <li>Had been associated with TATA group Companies for more than 40 years.</li> <li>Has wide experience in materials management, mines and minerals, steel business – especially commercial activities, steel value added supply chain business, logistics, etc.</li> </ul>
Mr. Partha Sarathi Bhattacharyya	Independent Director	<ul style="list-style-type: none"> <li>M.Sc (Physics), FICMA</li> <li>Ex- Chairman, Coal India Ltd (CIL)</li> <li>Steered CIL through Miniratna (2007), Navratna (2008) and finally Maharatna (2011)</li> <li>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</li> </ul>
Mr. Amitabha Guha	Independent Director	<ul style="list-style-type: none"> <li>M.Sc. Physics</li> <li>Has been a banker throughout his life. Rose to level of Deputy Managing Director, SBI</li> <li>Was also the Non- Executive Chairman, South Indian Bank</li> </ul>
Mr. Yudhisthir Lal Madan	Independent Director	<ul style="list-style-type: none"> <li>MBA (Finance), M.Sc. (Physics) and a CAIIB from Institute of Bankers, Mumbai</li> <li>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.</li> </ul>
Ms. Aditi Bagri	Independent Director	<ul style="list-style-type: none"> <li>A LLB holder and a Diploma in IPR from Mumbai University</li> <li>Has 10 years of experience in the legal field</li> <li>Currently associated with M/s. Juris Corp as Senior Associate</li> </ul>

## Financials & Shareholding



\* PBT with exceptional items

# Financials | Profit & Loss Statement



Sl. No.	Particulars (INR Crore)	H1- Year Ended 30-Sep-16	Year Ended 31-Mar-16	Year Ended 31-Mar-15	Year Ended 31-Mar-14	Year Ended 31-Mar-13
1	Total Income from Operations (Net)	374	897	741	430	404
2.	Expenses					
	a) Consumption of Raw Materials	198	407	355	217	227
	b) Changes in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(70)	(31)	15	11	(18)
	c) Employees Benefit Expenses	43	74	45	29	28
	d) Power & Fuel	42	71	56	43	44
	e) Depreciation & Amortisation	34	53	31	25	23
	f) Other Expenses	92	200	144	72	61
	g) Total	339	773	645	397	365
3.	Profit from operations before other income, finance costs, exceptional items and Tax (1-2)	35	124	96	33	39
4.	Other Income	2	3	6	2	1
5.	Profit from operations before finance costs, exceptional items and tax (3+4)	37	127	101	35	40
6.	EBITDA	69	177	127	58	62
7.	Finance costs	35	52	30	22	22
8.	Profit before exceptional items and tax (5-7)	2	75	71	13	19
9.	Exceptional items	-	-	7	-	-
10.	Profit before tax (8+9)	2	75	78	13	19
11.	Tax Expenses	(0.2)	20	4	4	8
	<b>Net Profit After Tax (10-11)</b>	<b>2</b>	<b>55</b>	<b>75</b>	<b>8</b>	<b>11</b>



Particulars (INR Crore)	As at 30th Sept, 2016	As at 31st March, 2016	As at 31st March, 2015	As at 31st March, 2014	As at 31st March, 2013
<b>EQUITY AND LIABILITIES</b>					
Shareholders' Funds	29	29	27	26	21
Share Capital	445	443	378	291	220
Reserves and Surplus	-	-	6	7	13
	474	472	411	323	254
Non-Current Liabilities					
Long-Term Borrowings	448	507	443	357	128
Deferred Tax Liabilities	54	54	34	31	32
Other Long-Term Liabilities	10	11	5	2	-
Long-Term Provisions	2	1	1	0	0
	513	573	484	391	160
Current Liabilities					
Short-Term Borrowings	387	302	246	115	102
Trade Payables	151	145	133	102	53
Other Current Liabilities	180	135	125	78	54
Short-Term Provisions	1	8	7	4	3
	719	589	511	299	213
<b>Total Equity &amp; Liabilities</b>	<b>1,706</b>	<b>1,634</b>	<b>1,406</b>	<b>1,013</b>	<b>626</b>



Particulars (INR Crore)	As at 30th Sept, 2016	As at 31st March, 2016	As at 31st March, 2015	As at 31st March, 2014	As at 31st March, 2013
<b>ASSETS</b>					
<b>Non-Current Assets</b>					
Fixed Assets					
Tangible Assets	932	937	521	231	240
Intangible Assets	3	3	3	3	3
Capital Work-in-Progress	56	35	316	347	40
Non-Current Investments	7	7	7	7	6
Long-Term Loans and Advances	61	77	57	95	68
Other Non-Current Assets	-	-	-	-	1
	<b>1,059</b>	<b>1,058</b>	<b>903</b>	<b>682</b>	<b>356</b>
<b>Current Assets</b>					
Inventories	299	220	176	157	149
Trade Receivables	272	285	262	115	80
Cash and Bank Balances	4	1	0	14	3
Short-Term Loans and Advances	57	55	48	32	24
Other Current Assets	15	15	17	12	14
	<b>647</b>	<b>577</b>	<b>503</b>	<b>331</b>	<b>270</b>
<b>Total Assets</b>	<b>1,706</b>	<b>1,634</b>	<b>1,406</b>	<b>1,013</b>	<b>626</b>

# Shareholding As on Sep. 30<sup>th</sup>, 2016



S. No	Description		Shares	% Equity
<b>A</b>	<b>Promoters &amp; Promoters Group - A</b>		<b>1,44,51,069</b>	<b>22.9%</b>
	Promoters & Promoters Group		1,44,51,069	50.4%
<b>B</b>	<b>Institutions - B</b>		<b>65,71,577</b>	<b>22.9%</b>
	<b>International Finance Corporation</b>		<b>10,44,215</b>	<b>3.6%</b>
	<b>Foreign Portfolio Investors &amp; FIIs</b>		<b>24,12,585</b>	<b>8.4%</b>
	ICG Q Limited	4,60,000		
	India Midcap (Mauritius) Ltd.	10,09,058		
	<b>Mutual Funds</b>		<b>30,86,569</b>	<b>10.8%</b>
	Kotak Mahindra Balance Unit Scheme 99	3,88,782		
	Reliance Capital Trustee Co. Ltd. - A/C Reliance Tax Saver (ELSS) Fund	10,80,000		
	UTI- Mid Cap. Fund	4,18,794		
	BNP Paribas Dividend Yield Fund	5,28,430		
	<b>Financial Institutions/Banks</b>		<b>28,208</b>	<b>0.1%</b>
<b>C</b>	<b>Non-Institutions - C</b>		<b>76,47,294</b>	<b>26.7%</b>
	<b>Total</b>		<b>2,86,69,940</b>	<b>100.0%</b>

# Annexures

## Corporate Social Responsibility Strategy



- Developing innovative solutions to address large-scale societal problems by utilizing our core competence.
- Volunteering for projects that address the felt need of communities in which we operate, while aligning with the core themes of our CSR vision
- Participating in community development program championed by our clients
- Partnering with select non-government and civil society organizations and other government bodies
- Supporting large-scale causes such as disaster relief or any other cause as determined by the Corporate CSR Council





### Blood Donation Camp 2016

Organised Blood Donation Camp in June 2016 at Plant V and on October 2016 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



### Joint Venture Between RKFL and Govt. of Jharkhand

Programme for Eradication of Malaria/Filaria at Villages near to Plant V



### CSR Initiative at Plant 5

Under the CSR activity company has inaugurated the temple at Kolabira



### World Environment Day 2015

Celebrated World Environment Day on June 05, 2015 at its factory premises at Jamshedpur



### Organised Free Health Camp

Organised free health camp on May 23<sup>rd</sup> 2014

*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 point is clearly visible.