

# RAMKRISHNA FORGINGS LIMITED

Date: 22 October, 2022

To  
The Listing Department  
**BSE Limited**  
PJ Towers  
Dalal Street  
Mumbai – 400 001

To  
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: Announcement under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investors Presentation**

Please find enclosed herewith the copy of the Q2 & H1 FY 23 Earnings Presentation of the Company for the Quarter and Half Year ended 30 September, 2022.

This is for your kind information and records.

Thanking You.

Yours truly,  
**For Ramkrishna Forgings Limited**

Rajesh Mundhra  
**Company Secretary & Compliance Officer**  
**ACS: 12991**

Encl.: As above



REGISTERED & CORPORATE OFFICE

23 CIRCUS AVENUE, KOLKATA 700017, WEST BENGAL, INDIA

PHONE : (+91 33)4082 0900 / 7122 0900, FAX : (+91 33)4082 0998 / 7122 0998, EMAIL : info@ramkrishnaforgings.com, WEB : www.ramkrishnaforgings.com

CIN NO. : L74210WB1981PLC034281



**Ramkrishna Forgings Limited**



**Q2 & H1 FY23**

**Earnings Presentation**

**OCTOBER 2022**



# **FINANCIAL HIGHLIGHTS**



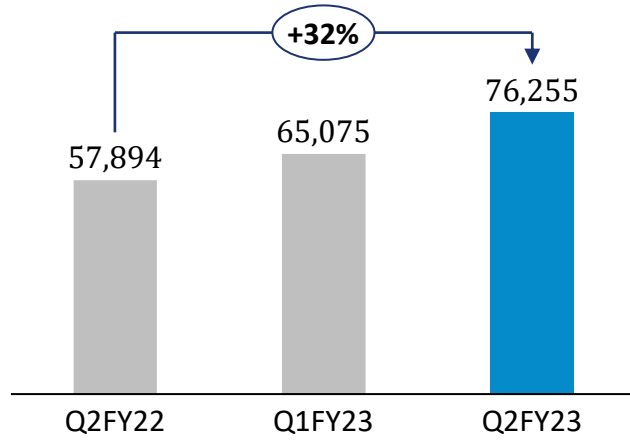
# Strong growth backed by profitability



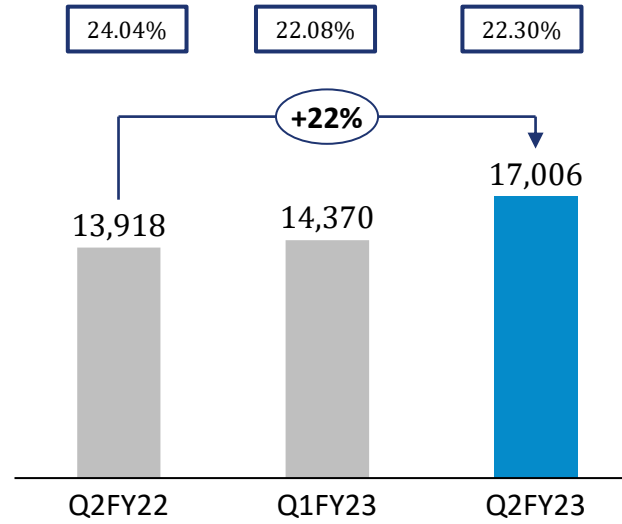
(₹ in LAKHS)

(Standalone)

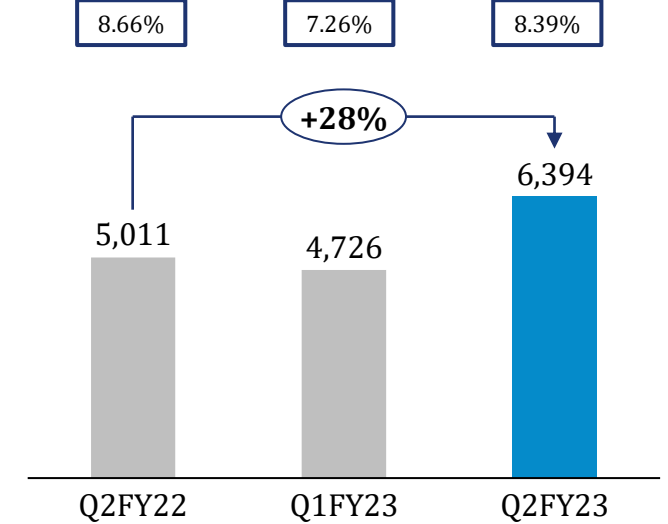
## Revenue



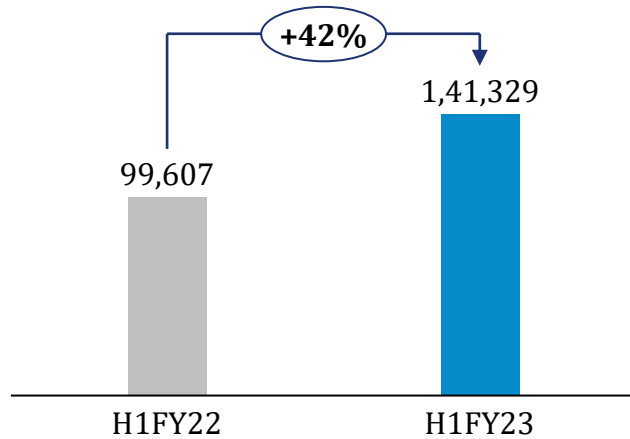
## EBITDA\* & EBITDA Margin



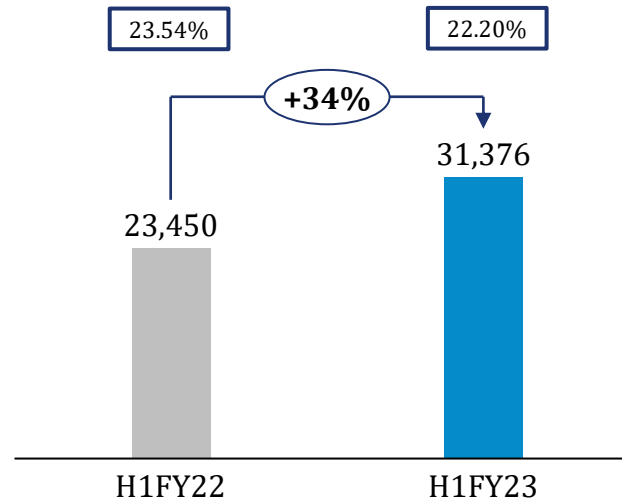
## PAT & PAT Margin



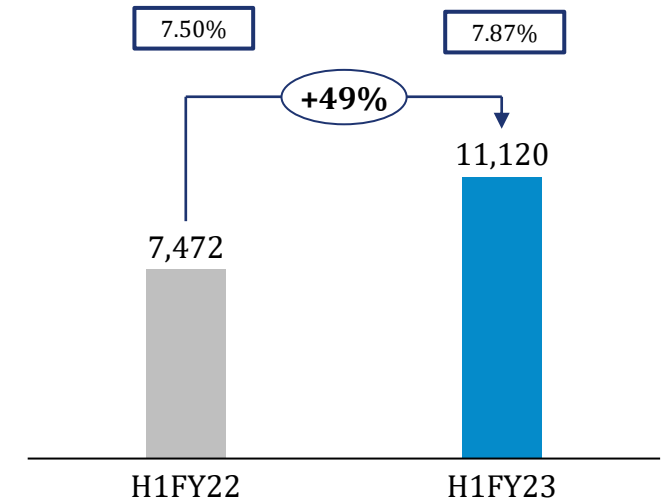
## Revenue



## EBITDA\* & EBITDA Margin



## PAT & PAT Margin



\*Excluding Other Income

Note: Rounded off to the nearest whole number

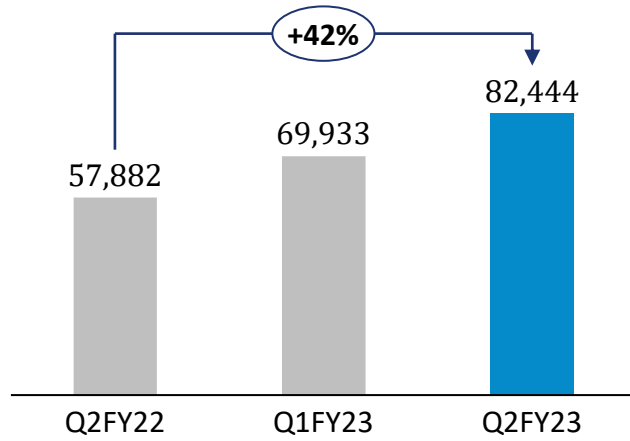
# Strong growth backed by profitability



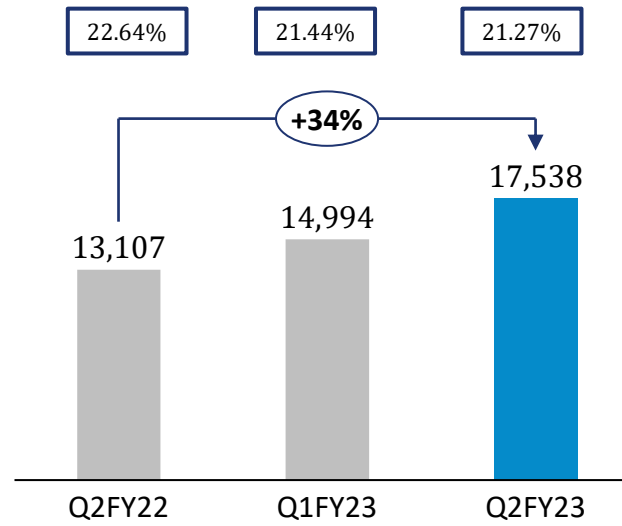
(₹ in LAKHS)

(Consolidated)

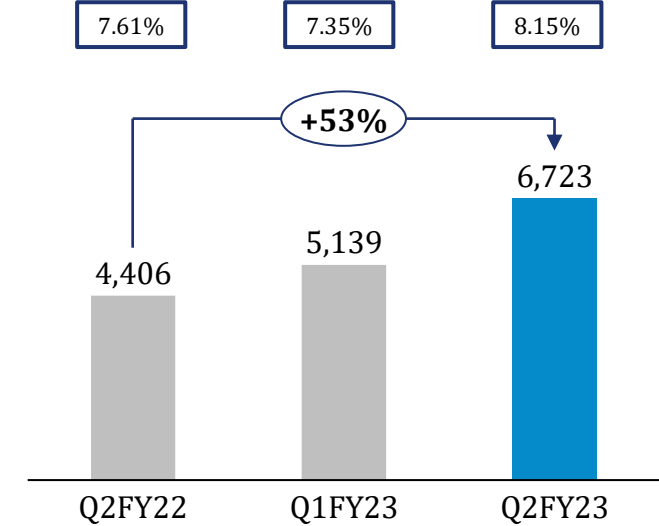
## Revenue



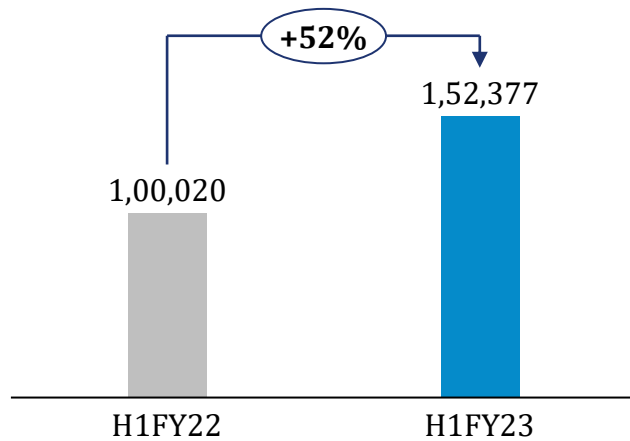
## EBITDA\* & EBITDA Margin



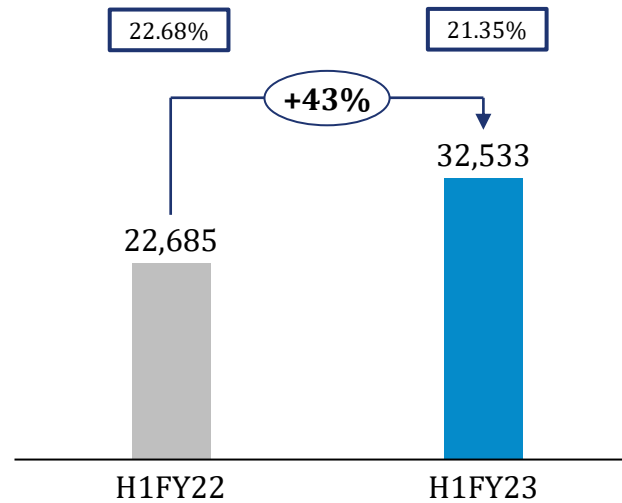
## PAT & PAT Margin



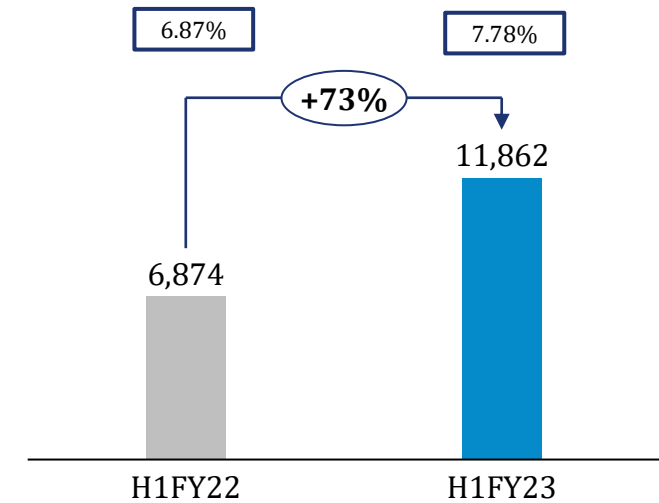
## Revenue



## EBITDA\* & EBITDA Margin



## PAT & PAT Margin



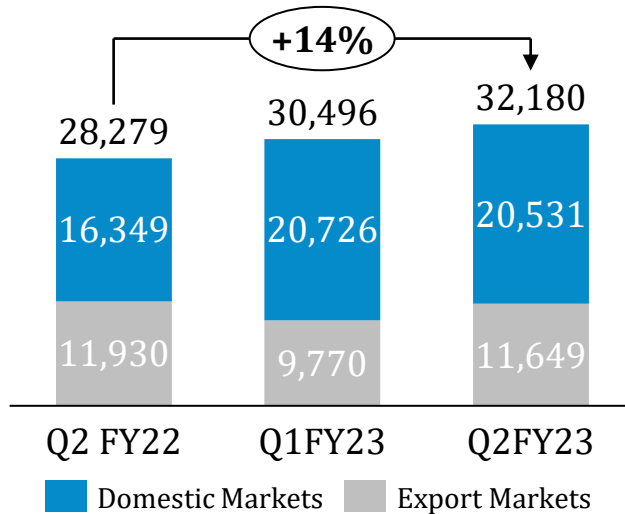
\*Excluding Other Income

Note: Rounded off to the nearest whole number

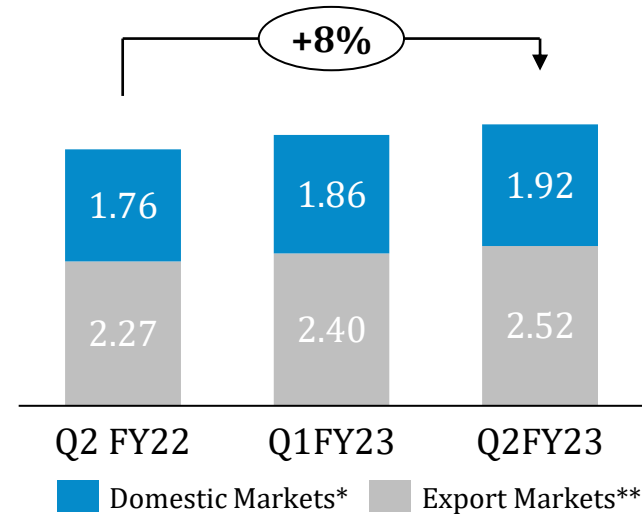
# ... backed by strong volume growth



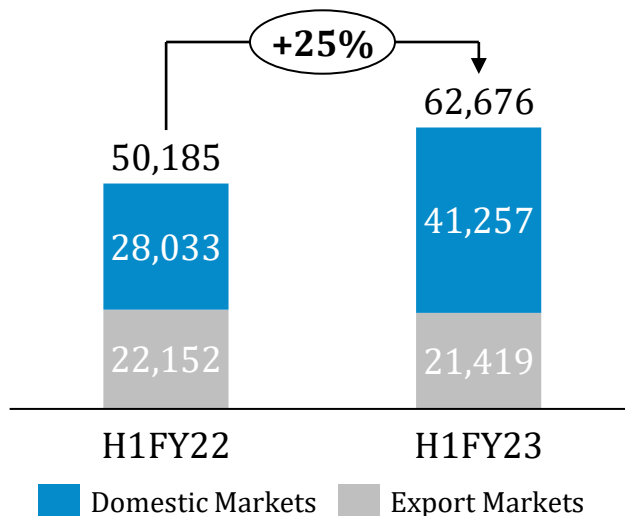
### Volume (tons)



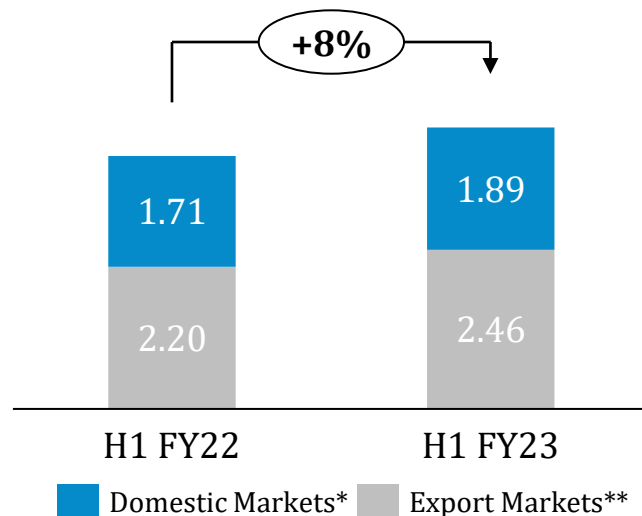
### Realisation (Rs. Lac/ (ton))



### Volume (tons)



### Realisation (Rs. Lac/ (ton))



### Total Revenue Breakup (Rs. Lakhs.)

Particulars	Q2FY23	Q2FY22	YoY	Q1FY23	QoQ
Domestic Markets	43,626	28,820	51.4%	39,925	9.3%
Export Markets	32,109	28,674	12.0%	24,739	29.8%
Other Income	59	38	55.3%	66	-10.6%
Export Incentive	520	400	30.0%	410	26.8%
<b>Total</b>	<b>76,314</b>	<b>57,932</b>	<b>31.7%</b>	<b>65,140</b>	<b>17.2%</b>

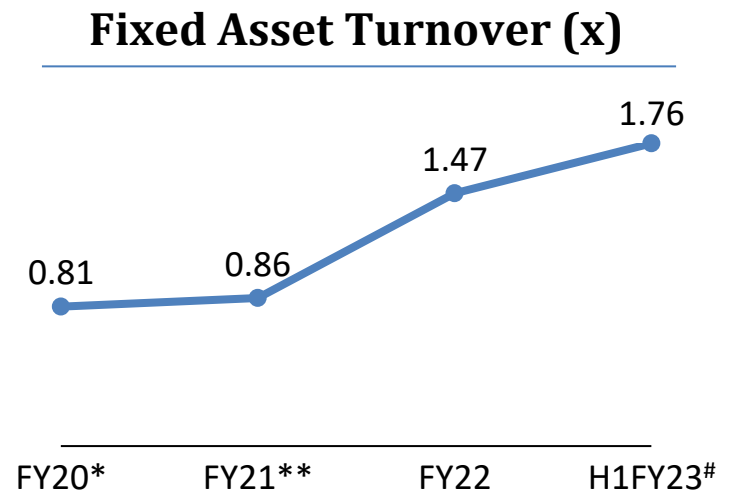
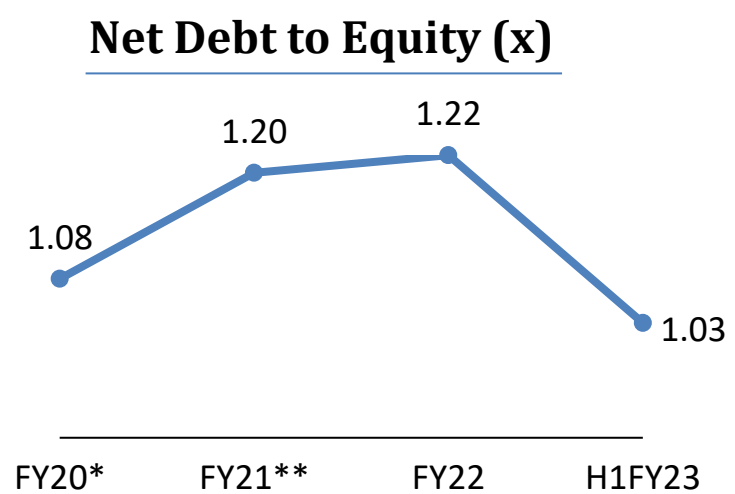
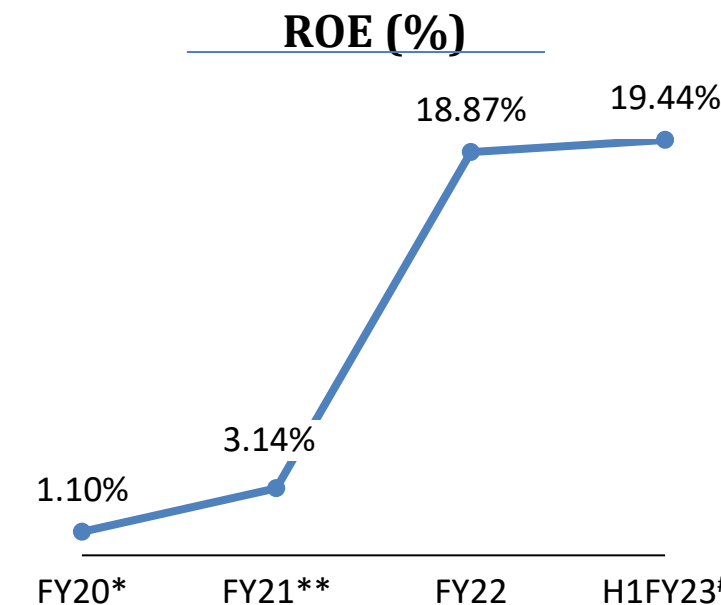
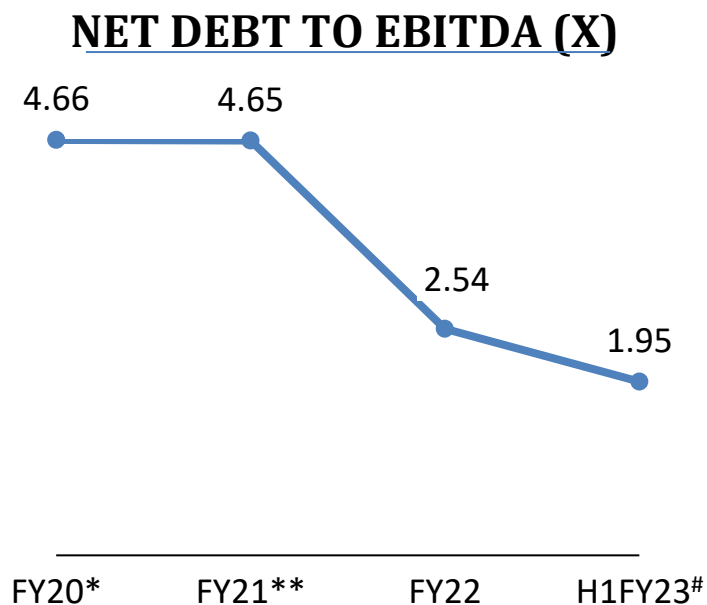
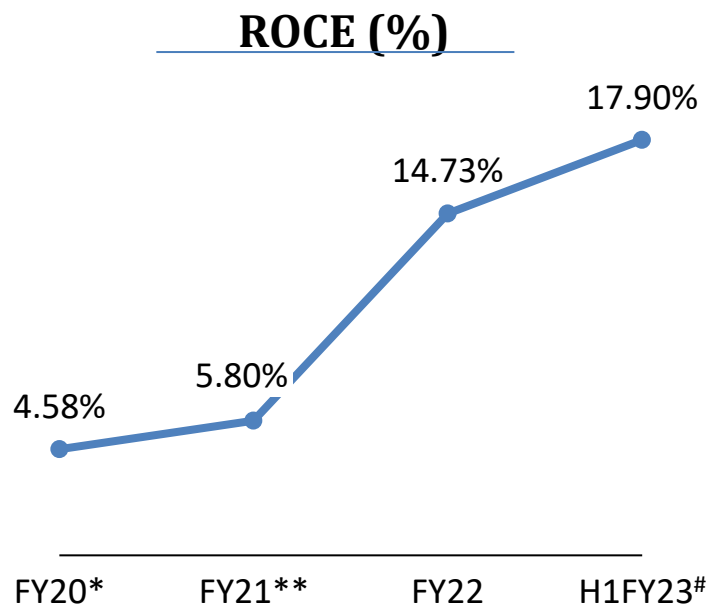
### Total Revenue Breakup (Rs. Lakhs.)

Particulars	H1FY23	H1FY22	YoY
Domestic Markets	83,551	48,056	73.9%
Export Markets	56,849	50,699	12.1%
Other Income	125	117	6.8%
Export Incentive	930	852	9.2%
<b>Total</b>	<b>1,41,455</b>	<b>99,724</b>	<b>41.8%</b>

\*Excluding Fabrication sales & price increase for earlier period

\*\*Excluding ocean freight & price increase for earlier period

# ... with improving return ratios



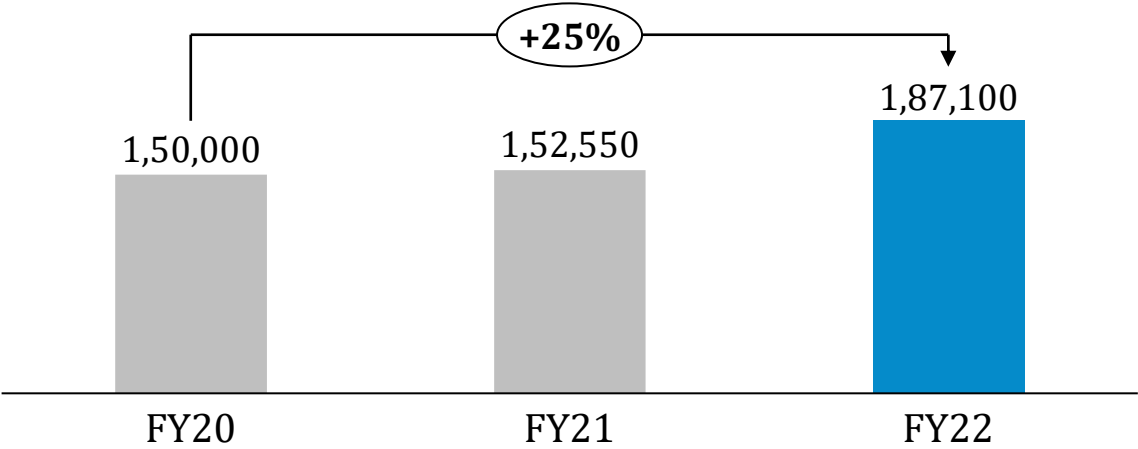
# Annualized.  
 ROCE- EBIT Less Other Income / (Net Debt + Equity)  
 ROE- PAT/ Net Worth  
 Net Debt to Equity- Net Debt/ Net worth FATR- Revenue / Fixed Assets (Net)  
 \* - FY20 Performance impacted due to economic slowdown leading to sluggish demand for CVs  
 \*\* - FY21 Performance impacted due to COVID-19 induced lockdown

# Strong Operating and Financial Performance

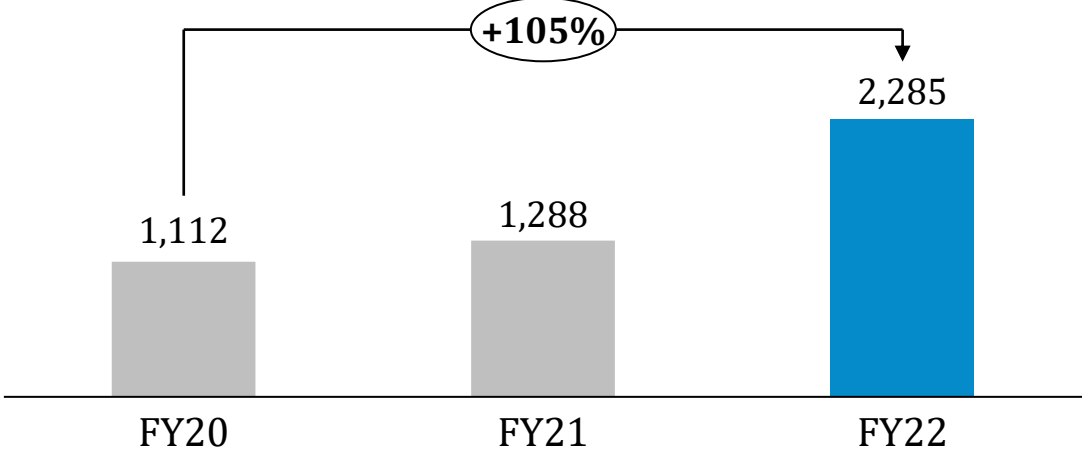


(₹ in Crores)

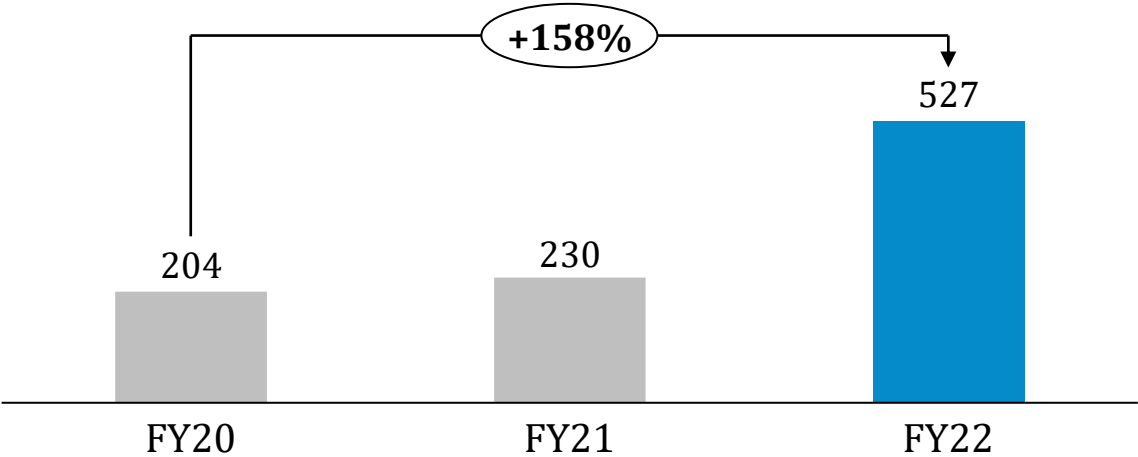
### Installed Capacity



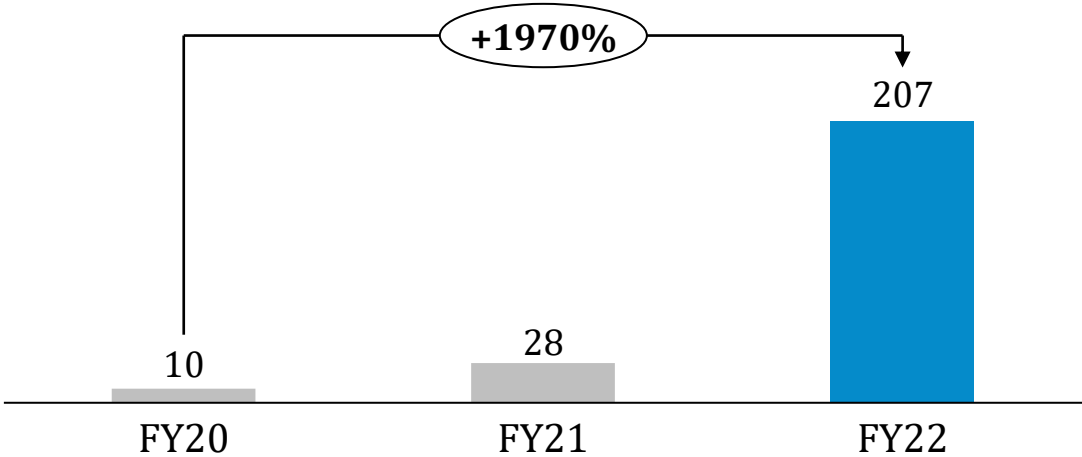
### Revenue



### EBITDA\*



### PAT



\*Excluding Other Income  
Note: Rounded off to the nearest whole number



# Manufacturing capacity and utilization trend



Particulars	Installed Capacity	Q2FY23		Q1FY23		Q4FY22		Q3FY22		Q2FY22		Q1FY22	
		Production Capacity (MT)	Utilisation (%)*	Production Capacity (MT)	Utilisation (%)*	Production Capacity (MT)	Utilisation (%)*	Production Capacity (MT)	Utilisation (%)*	Production Capacity (MT)	Utilisation (%)*	Production Capacity (MT)	Utilisation (%)*
Ring Rolling	24,000	7,042	117%	7,018	117%	6,841	114%	6,918	115%	6,990	117%	7,528	125%
Forgings	46,000	11,732	102%	10,963	95%	12,104	105%	10,766	94%	11,606	101%	12,037	105%
Press	117,100	19,696	67%	18,489	63%	19,038	65%	16,473	56%	18,267	62%	15,871	54%
Total Capacity	187,100	38,470	82%	36,470	78%	37,983	81%	34,157	73%	36,863	79%	35,436	76%

\*Utilization (%) has been calculated on installed capacity on Annualized basis

# Capital allocation - update



₹ in LAKHS

Particulars	Mar'22	Sep'22
Long Term Debt (incl. current Maturities of Long Term Debt)	99,185	93,536
Short Term Debt	58,554	38,389
<b>Total Debt</b>	<b>1,57,740</b>	<b>1,31,925</b>

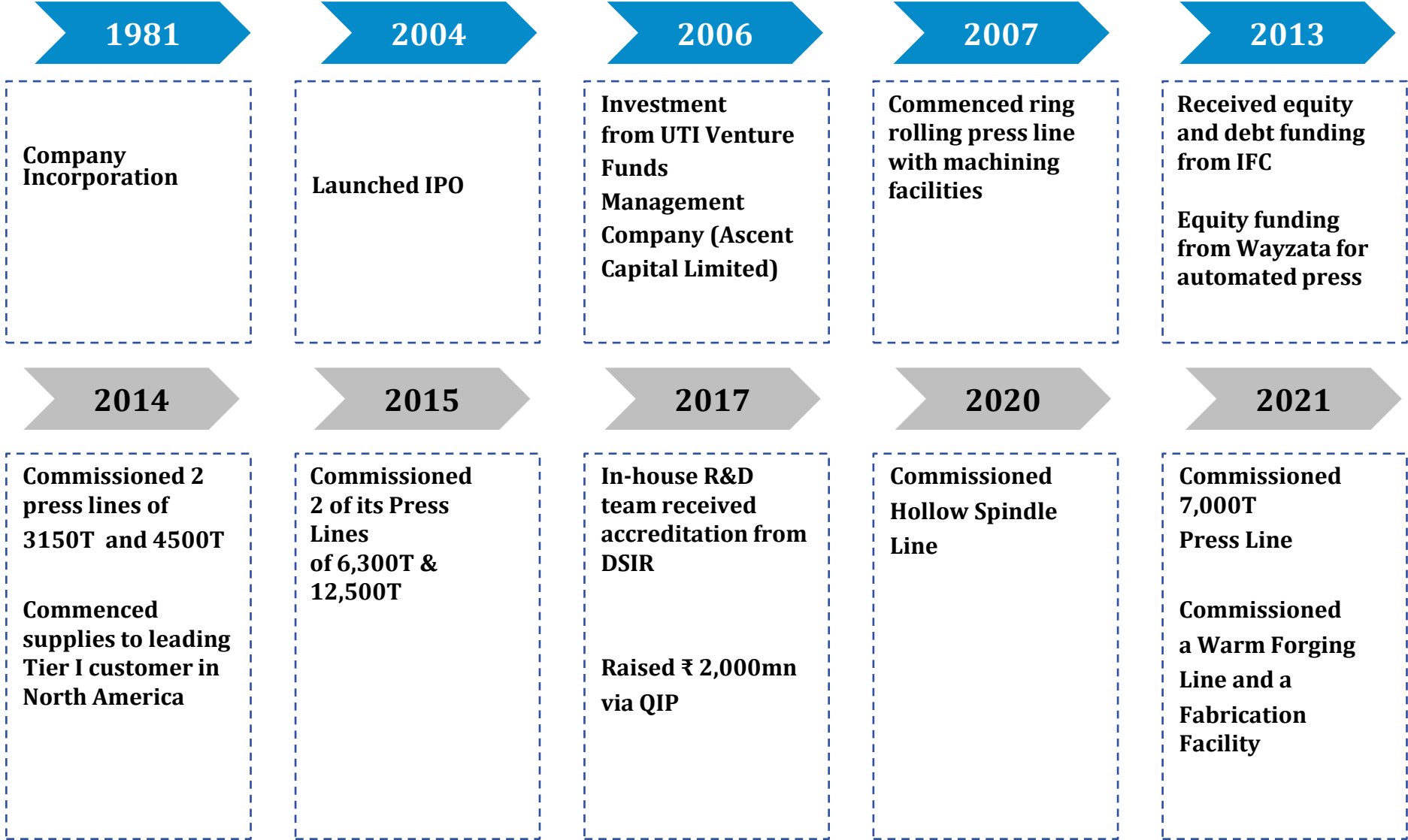
**01**

**The Company expect to achieve a revenue growth of 20% CAGR over a period of next 3 years**

**The repayment of debt and payment of dividend will be commensurate with increased cash flow in line with the above growth.**

**02**

# Journey over four decades

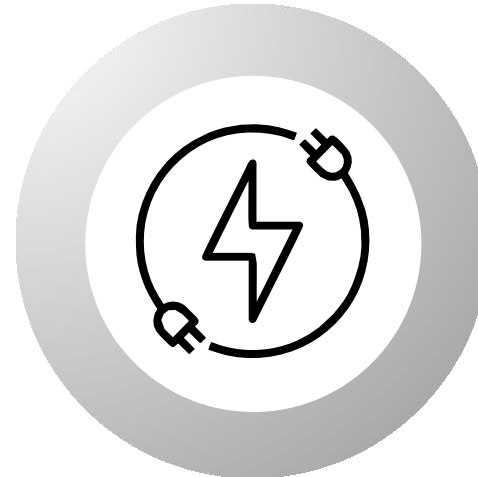


# **KEY INITIATIVES**





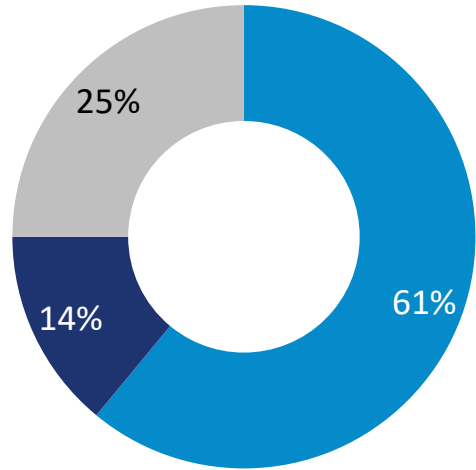
**IMPROVING  
REVENUE MIX**



# Diversified Revenues

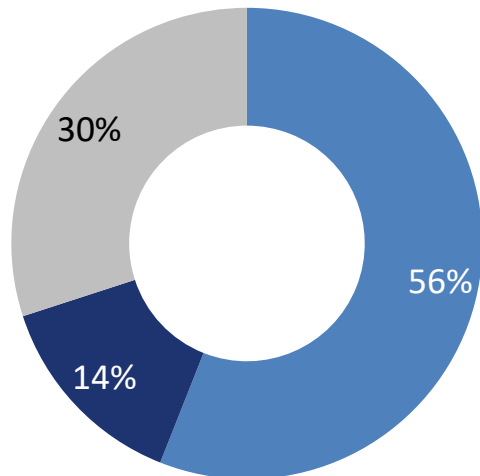


H1 FY23 By Geography



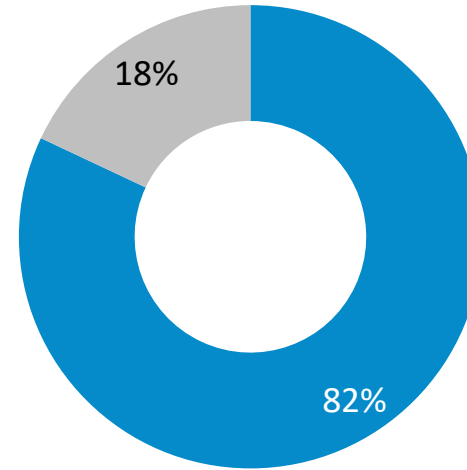
Asia Europe North America

FY22



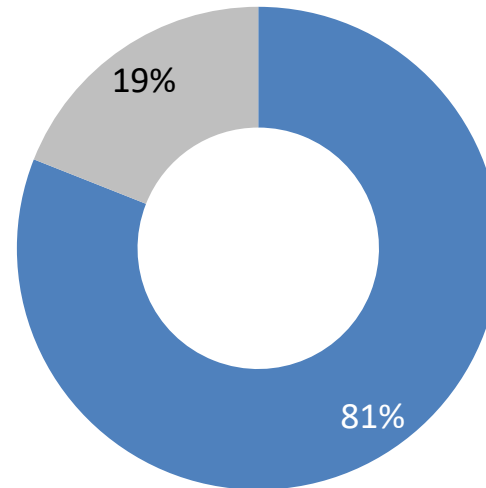
Asia Europe North America

H1 FY23 By Segment



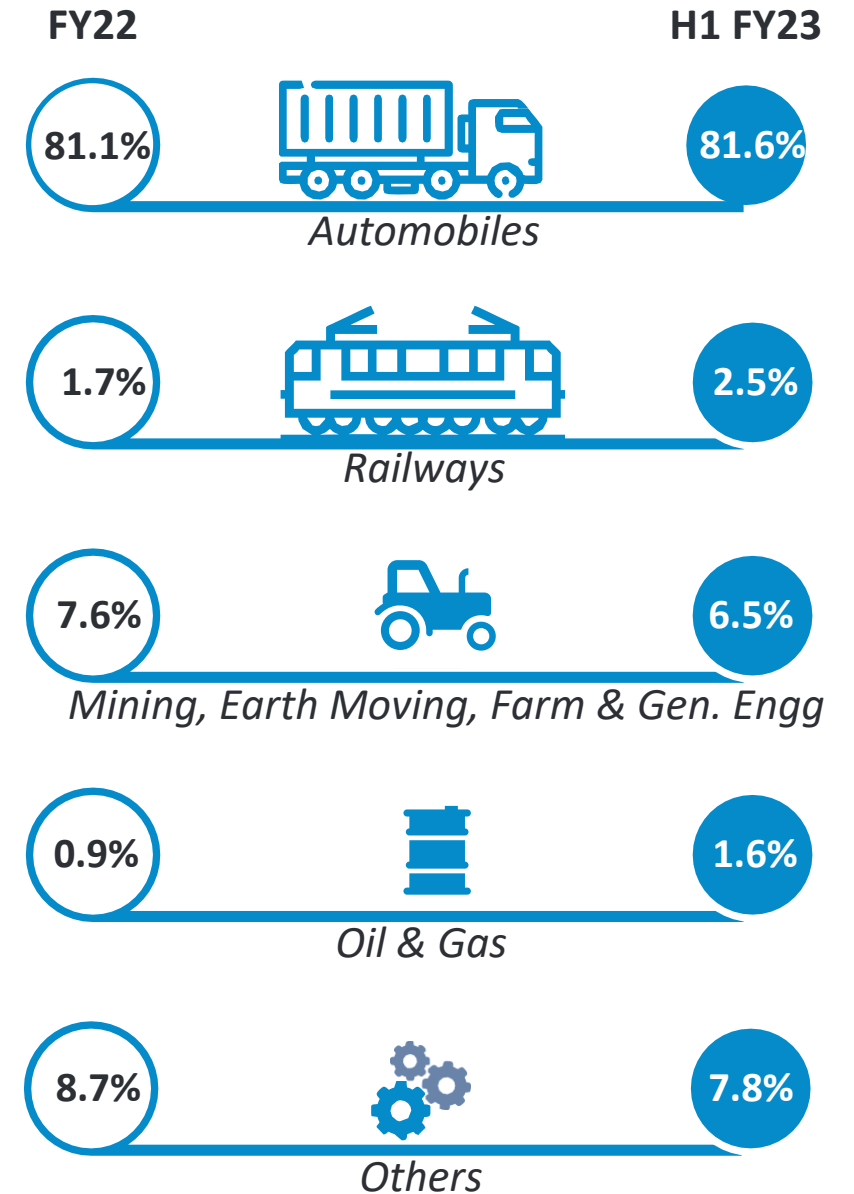
Auto Non-Auto

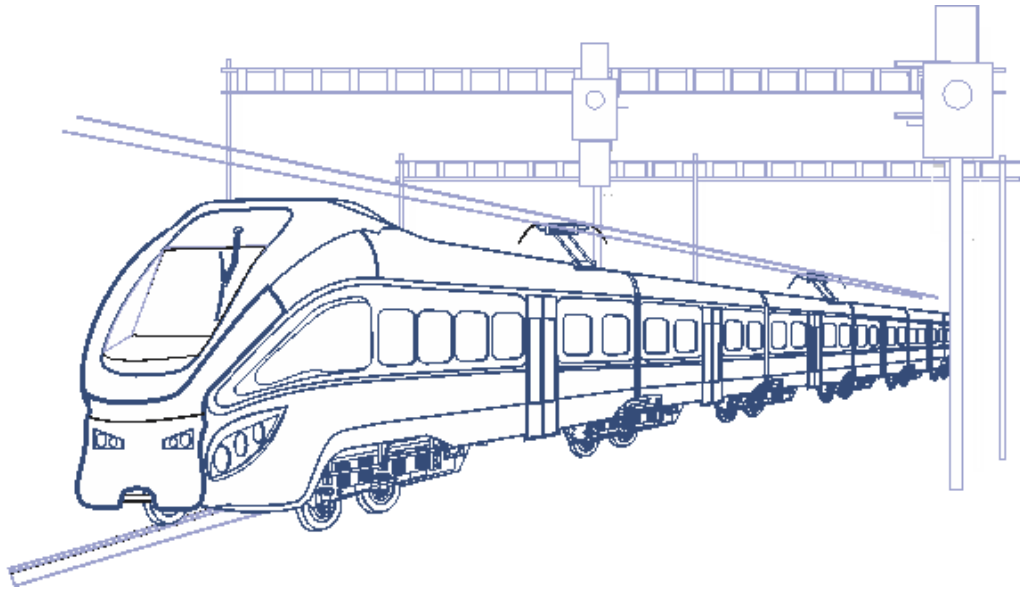
FY22



Auto Non-Auto

By Industry



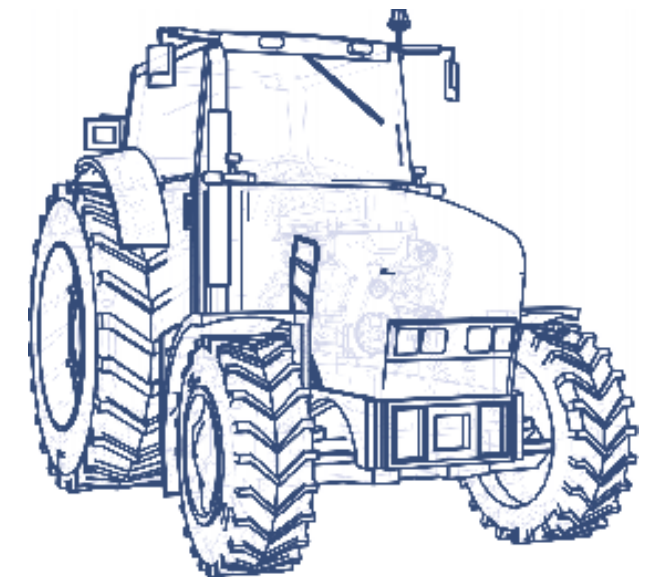


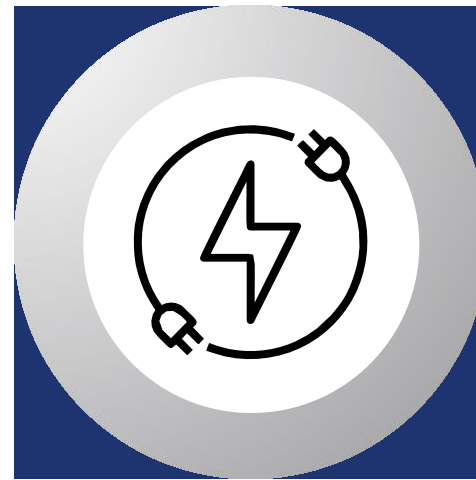
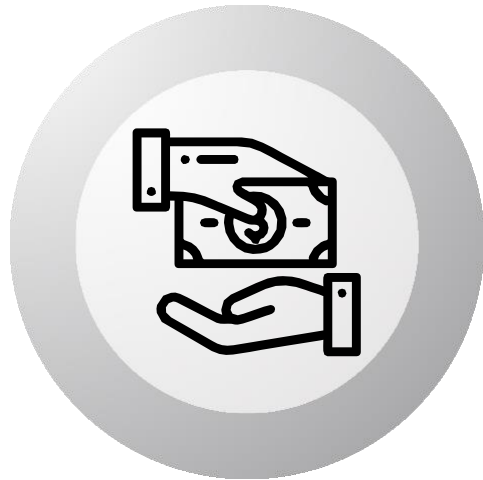
## Rail Road Update

Railway Passenger coaches undercarriage items like Bogie frame & Bogie bolster with strong quality adding to robust performance and RKFL gets enlisted in the Preferred Category

## Farm Equipment Update

Biggest Northern India based Tractor manufacture awarded a Prime Gear business worth Rs. 15 Crore per annum.





**EV PRESENCE**





# EV programs running Globally



## India / Asia Pacific

- 3 Customer
- ✓ 6 Programs
- 3 Programs

## Europe

- 2 Customer
- 3 Programs

## North America

- 1 Customer
- ✓ 5 Programs
- 4 Programs

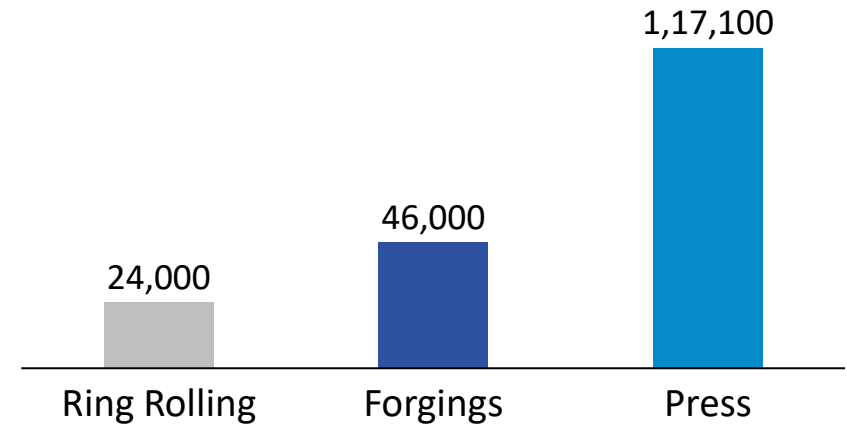
- ✓ Programs in Serial Productions
- Programs in Order book
- Swedish OEM awards business worth 15 million Euros for component of EV truck for European Market to commence their development & supplies till 2030 for the awarded business.

# Well positioned to capture future growth



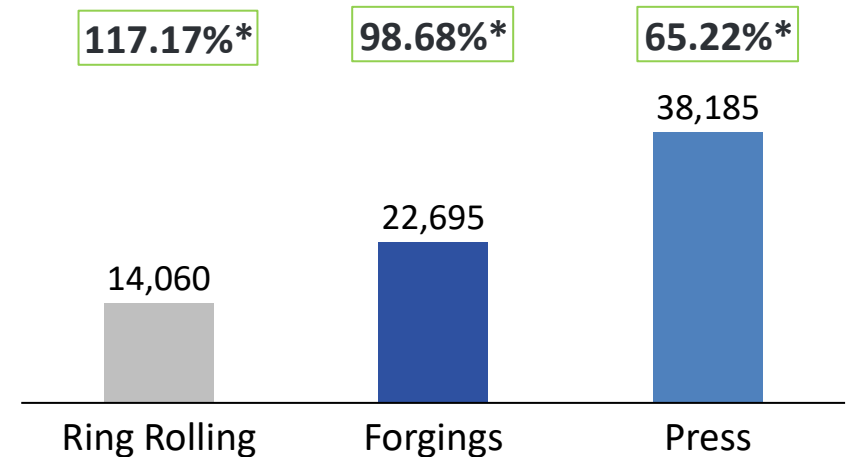
- We are adding the following Capacities - Enomoto 630T Press  
RA Shaft -Press line  
6000 T Press line  
Upsetter
- Will be ready by the above new Capacities by the Financial year 2023-24. With this capacities, we will be able to achieve a topline of Rs 5000 Crores (at current commodity price)
- For above CAPEX, we have already incurred Rs 153 Crores.
- Capacity sufficient for the next phase of growth.
- Capacity ramp-up along with operating leverage will result in faster improvement in profitability.

## Installed Capacity

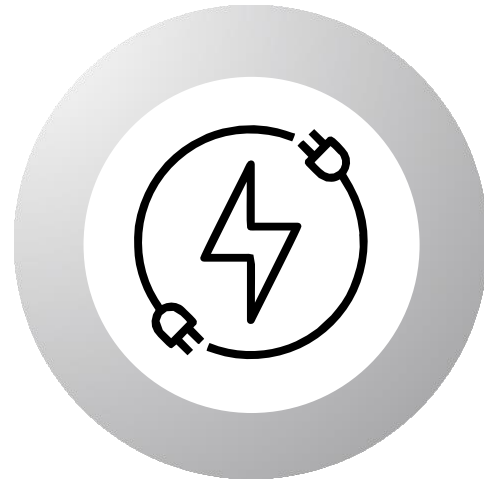
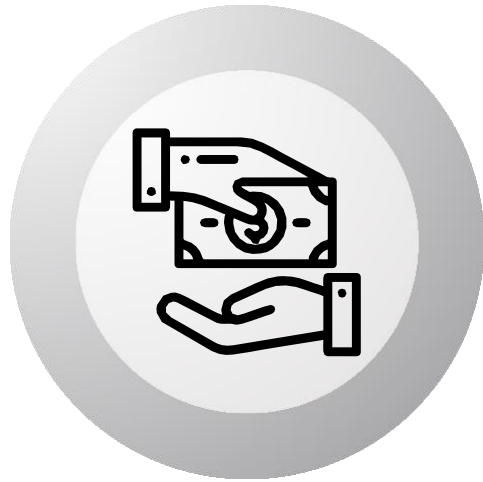


## H1 FY23

## Capacity Utilization



\* Utilization % calculated On Annualized basis



**ESG**

### ENVIRONMENTAL CONSCIOUSNESS

One of the most visible environmental effects of forging companies is energy and water use and industrial waste.

In FY2022, we committed to taking sustained efforts towards creating a healthy planet by reducing our carbon footprint, mitigating climate change and optimizing our business operations.

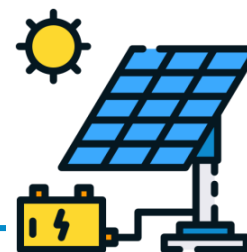
*We at RKFL are committed to a carbon neutral future and we will continue to work actively towards our commitments.*

Chaitanya Jalan  
Executive Director

#### Adopting Clean Energy Practices

Our commitment is to be powered by 50% green energy by 2028.

In an effort to meet our commitments we will be installing rooftop solar plant at our Plants in Jamshedpur.



#### INVESTING IN A 4 MW SOLAR PLANT

Our plant in Jamshedpur is spread across many acres. Given the roof space, it is best positioned to support our aspirations to install rooftop solar plants across our facilities.

This will help us further reduce our dependency on fossil fuels and shift to renewable energy helping us minimize our carbon footprint considerably.

#### United Nations Sustainable Development Goals



Elements of our work impact each of the SDGs, but we focus our efforts on those which have the most material current and potential impact. Within this document we indicate where activity aligns with specific SDGs, although this is not exhaustive.

#### Reducing our GHG emissions

Our commitment is to reduce Scope 1 and Scope 2 emissions by 20% by 2030.

In an effort to meet our commitments we need to understand where we are. We put in motion a series of activities which will help us achieve our commitments.

Outcome	Initiatives Implemented
Efficiencies	Identified energy hotspots across plants
Monitoring	Introduced a standard data monitoring tool across plants
Awareness	A workshop was conducted to raise awareness across all plants on ESG
New Initiative	Actionable plan to recover exhaust gases from furnaces

### Case study: **Keep your city clean Project**

The Swachh Bharath Mission, of Clean India Mission, is a country wide campaign initiated by the government of India in 2014.

It is focused on eliminating open defecation and improving solid waste management across cities in India.

#### **The Challenge**

The soaring urban population and increasing consumption has led to rapid increase in waste across our cities in India. Segregation of waste into biodegradable and dry materials at the source is critical for sustainable waste management. Lack of access of recycling bins is the largest deterrent to recycling.

#### **Solution**

In an effort to support the Central governments efforts to improve solid waste management, RKFL launched the Keep your city Clean Project. A partnership was forged with Newage Clean Solutions to ensure that 45 bins will be installed across Jamshedpur and regularly maintained.

#### **Impact**

- ✓ Income opportunities were provided to the training team hired to maintain these bins in Jamshedpur
- ✓ E-Rickshaws are used for collection which ensures a lower carbon footprint

### SOCIAL

At RKFL, our approach to our social pillar is three-pronged :

#### 1. REWARDING WORKPLACE

We value a diverse workforce and work towards creating a healthy workplace where talent is developed, recognized and rewarded.

#### 2. EMPOWERED COMMUNITY

We place the welfare of the community at the heart of the operations including assurance of highest quality & safety of the end products.

#### 3. VALUABLE PARTNERSHIPS

We are also committed to building Sustainable Supply Chains through effective management, supplier audits and deepening supplier relationships.

#### Rewarding workplace

100% employees trained on ESG by 2023.

An engaged and aware workforce can help us achieve our ESG commitments as we embark on this journey.



#### ESG Capacity Building Across RKFL Plants

In the month of October, Ramakrishna Forging held a plant-wide online ESG Awareness Workshop to educate and engage employees across all levels about Environmental, Social and Governance topics. The interactive session introduced the ESG landscape, best practices among peers and RKFL's ESG strategy and initiatives.

#### United Nations Sustainable Development Goals



Elements of our work impact each of the SDGs, but we focus our efforts on those which have the most material current and potential impact. Within this document we indicate where activity aligns with specific SDGs, although this is not exhaustive.

#### Empowered Community

Increase Employee Volunteering to 55% by 2030.

Employees today are our biggest Brand ambassadors. Employee Volunteering has been part of DNA from the beginning. We identify opportune initiatives in our local Communities the support of people.

Outcome	Initiatives Implemented
Blood Donation	679 bottles of Blood donated to blood bank by RKFL Plant employees
Access to Healthcare	Medical Camp set up in Baliguma for the local community

## ROBUST GOVERNANCE

As an organization we at RKFL are Committed to following an effective governance model with a focus on business integrity to achieve business and our ESG goals.

In 2022, we committed to :

- Institute an Effective Corporate Governance structure addressing topics such as board composition, effectiveness, pay parity, tenure, etc.
- Deploy a Risk Management Framework covering all potential business & sustainability risks and having in place according mitigation measures.

### Effective Corporate Governance Structure

ESG Working Committee to help integrate ESG across the organization.

Chaitanya Jalan, Executive Director is the Sponsor for ESG at RKFL, ensuring Board Oversight.



### Cross Functional ESG Working Committee

RKFL recognizes that ESG cannot be integrated within an organization by a separate team. It needs a cross functional set of leaders to help deliver these initiatives and integrate ESG into its organization. Hence today a cross function of leaders from Sales, HR, Company Secretary, Plant Operations, Marketing and Procurement are part of the ESG working committee. Mr. Lalit Khetan oversees this Committee.

### United Nations Sustainable Development Goals



Elements of our work impact each of the SDGs, but we focus our efforts on those which have the most material current and potential impact. Within this document we indicate where activity aligns with specific SDGs, although this is not exhaustive.

Building effective policies and strengthening our outreach.

We will be revamping our critical company policies by the end of this year and have established a communication Strategy to raise awareness on ESG across our stakeholders.

Outcome	Initiatives Implemented
Refreshing Policies	We have refreshed our Anti Bribery and Anti-Money Laundering Policies
New Policies Upcoming	Human Rights Policy is being introduced this year
Targeted Communications	Our new communication strategy will ensure consistent engagement across our stakeholders and help in for long term relationships internally and externally.

# **Q2 & H1 FY23 EARNINGS CALL**

---

**SCHEDULED ON:  
THURSDAY, OCTOBER 27, 2022 AT 16:30 HOURS INDIA TIME**

**PRE-REGISTRATION LINK**

[CLICK HERE TO JOIN THE CALL](#)



THIS PRESENTATION (IS NOT AN OFFER TO SELL ANY SECURITIES OR A SOLICITATION TO BUY ANY SECURITIES OF RAMKRISHNA FORGINGS LIMITED (THE “COMPANY”) OR ITS SUBSIDIARIES (TOGETHER WITH THE COMPANY, THE “GROUP”)

The material that follows is a Presentation of general background information about the Company’s activities as at the date of the Presentation or as otherwise indicated. It is information given in summary form and does not purport to be complete and it cannot be guaranteed that such information is true and accurate. This Presentation has been prepared by and is the sole responsibility of the Company. By accessing this Presentation, you are agreeing to be bound by the trading restrictions.

It is for general information purposes only and should not be considered as a recommendation that any investor should subscribe to or purchase the Company’s equity shares or other securities. This Presentation includes statements that are, or may be deemed to be, “forward looking statements”. These forward-looking statements can be identified by the use of forward-looking terminology, including the terms “believes”, “ estimates”, “ anticipates”, “ projects”, “ expects”, “ intends”, “ may”, “ will”, “ or “ or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, aims, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this Presentation and include statements regarding the Company’s intentions, beliefs or current expectations concerning, amongst other things, its results or operations, financial condition, liquidity, prospects, growth, strategies and the industry in which the Company operates. By their nature, forward looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The factors which may affect the results contemplated by the forward-looking statements could include, among others, future changes or developments in the Group’s business, (the Group’s regulatory and competitive environment, and ( political, economic, legal and social conditions in India or the jurisdictions in which our Group operates. Forward looking statements are not guarantees of future performance including those relating to general business plans and strategy of the Company, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. No representation, warranty or undertaking, express or implied, is made or assurance given that such statements, views, projections or forecasts, if any, are correct or that the objectives of the Company will be achieved

There are some important factors that could cause material differences to Company’s actual results. These include our ability to successfully implement our strategy, changes in regulatory norms applicable to the Company, changes in technology, investment income, etc. The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this Presentation, unless otherwise specified is only current as of the date of this Presentation. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this Presentation, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the content of this Presentation without obligation to notify any person of such revision or changes.

This document is just a Presentation and is not intended to be and does not constitute a “ or “offer document” or a “private placement offer letter” or an “offering memorandum” or an “ or a solicitation of any offer to purchase or sell any securities. It is clarified that this Presentation is not intended to be a document offering for subscription or sale of any securities or inviting offers from the Indian public (including any section thereof) or from persons residing in any other jurisdiction including the United States for the subscription to or sale of any securities including the Company’s equity shares. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities.

This document has not been and will not be reviewed or approved by a regulatory authority in India or by any stock exchange in India. This document and its contents should not be forwarded or delivered or transmitted or disseminated in any manner to any person other than its intended recipient and should not be reproduced or copied in any manner whatsoever.

# THANK YOU

COMPANY :



**Ramkrishna Forgings Limited**  
**CIN: L74210WB1981PLC034281**

**Mr. Lalit Kumar Khetan**  
**Whole Time Director & CFO**  
**E: [lalit.khetan@ramkrishnaforgings.com](mailto:lalit.khetan@ramkrishnaforgings.com)**

**[www.ramkrishnaforgings.com](http://www.ramkrishnaforgings.com)**