



Kalyani Forge Limited

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www.kalyaniforge.co.in



KALYANI FORGE LTD
REGISTERED TO
ISO/TS : 16949 : 2002
FILE NUMBER : A10090-01

February 13, 2025

To,

Bombay Stock Exchange Limited,
Phiroze Jeejeebhoy Tower, Dalal Street,
Fort, Mumbai-400001
Scrip Code: **513509**

National Stock Exchange Of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai-400051
Symbol: **KALYANIFRG**

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith Investor Presentation used for the Analyst / Investor Conference Call held on February 13, 2025.

The presentation shall also be available on the website of the company www.kalyaniforge.co.in.

We request you to take the same on records.

Thanking you,

Yours Faithfully,
For **Kalyani Forge Limited**

Rachana Agarwal
Company Secretary &
Compliance Officer
Encl.: As mentioned above.

CIN : L28910MH1979PLC020959

REGD OFFICE: Shangrila Gardens, 1st Floor, 'C' Wing, Opp. Bund Garden, Pune : 411001

KALYANI FORGE



KALYANI FORGE

Investor Presentation

Q3 FY25

13th February 2025

**GAINING
STRENGTH**

Safe Harbour Statement

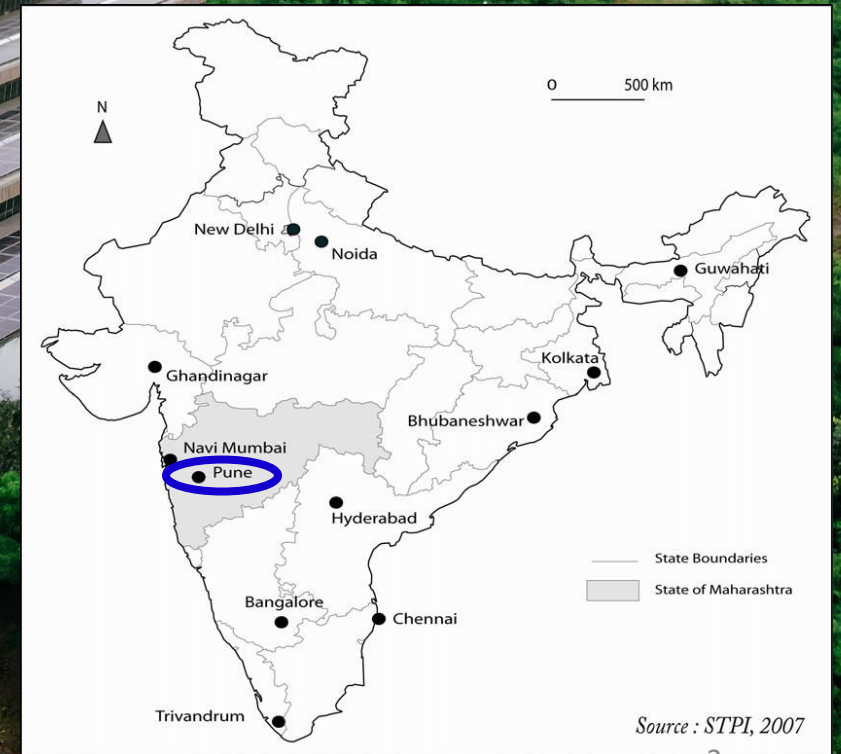
This presentation contains forward-looking statements regarding **Kalyani Forge Ltd.**'s outlook, strategies, business plans, expectations, and potential growth in the Indian and global markets. These statements are based on assumptions and information currently available to management, including expectations of growth in sectors such as automotive, agriculture, and industrial equipment where Kalyani Forge's products are applied.

Forward-looking statements are inherently uncertain and subject to risks that could cause actual results to differ materially from those anticipated. Factors affecting these outcomes include economic conditions in India and globally, fluctuating demand within our key industries, changes in government regulations and policies, and potential shifts in customer preferences and needs. Additionally, competitive pressures, raw material price volatility, foreign exchange fluctuations, and challenges in adapting to evolving technological standards could impact the company's performance.

While Kalyani Forge Ltd. endeavors to ensure accuracy in its forward-looking statements, the company assumes no obligation to update any statements as a result of new information or future events. We caution investors to consider these factors when making investment decisions and to refer to the company's regulatory filings for additional information on potential risks.

Company Stats

- Established in 1978, around 50 years in the industry
- Publicly Listed on National Stock Exchange and Bombay Stock Exchange India
 - NSE: KALYANIFRG
 - BOM: 513509
- Workforce Headcount: 1,000+
- Location: Pune, Maharashtra, India
- Nearest Sea Port: Mumbai (190km)
- No. of Plants 5:
 - Hot Forging Division HFD1
 - Hot Forging Division HFD2
 - Machined Components Division MCD1
 - Machined Components Division MCD2
 - Cold and Warm Forging Division MFD



Company Milestones



- 1980 and 90s**
- Founded in 1979 by **Dr. Neelkanth Kalyani (Founder of Kalyani Group)**
 - Major focus on **Two Wheeler** forged components
 - **IPO** on BSE and NSE as Kalyani Forge Ltd.

- 2000s:**
- **1st Fracture Split Conrod** developed in India
 - Forayed into **Passenger Car segment**
 - Forayed into **Truck Segment**
 - Started Warm Forging (1st in India)
 - Installed mid-sized presses 1600T and 2500T
 - Established Machining Division

- 2010s:**
- Established lines for **marquee global OEMs**
 - **1st Euro-6/BS VI** compliant conrod in India
 - Expanded driveline and industrial business
 - Launched **Wheel Hub** business
 - **Kalyani Studio** established, tech vertical of the group

- 2020s:**
- **Scaling up** Machining Business
 - Started sales to **EV platforms**
 - Record order wins from target customers
 - Launched **higher value add** processes like spline rolling, induction hardening
 - Exports pipeline
 - **Digital Shopfloor** project with Kalyani Studio

★ Leadership transition to next generation

Our Product Offerings

Critical, high performance components, leveraging decades of expertise

Engine

Connectingrod



Crankshaft



Driveline

Outer Race



Tulip



Inner Race



Tripod



Double Yoke



Yoke Shaft



Gear Blanks



Axle

Stub Axle



Steering Knuckle



Wheel Hub



Well diversified, leveraging common strengths

Trucks

High volume and high value forgings in every truck

Large and mature market



Cars

High volume and high value forgings in every car

Large and mature market



Industrial

Steady and growing market for large engines

Hedge against cyclicity of automotive markets

Leverage automotive standards expertise to differentiate with com



Agro

High volume market of Agro Engines

Hedge against automotive cyclicity

Leverage automotive standards expertise to differentiate with competitors



Leadership - Board of Directors



Rohini Kalyani
Executive Chairperson



Viraj Kalyani
Managing Director

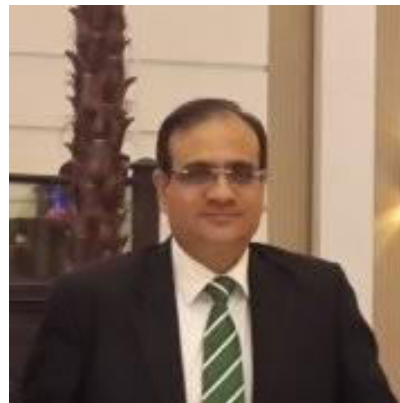


Gaurishankar N. Kalyani
Director

- Deep Experience at scale
- Automotive and manufacturing domain knowledge
- Global exposure
- Strong strategic and leadership skills



Ajay Tandon
Independent Director
13th February 2025

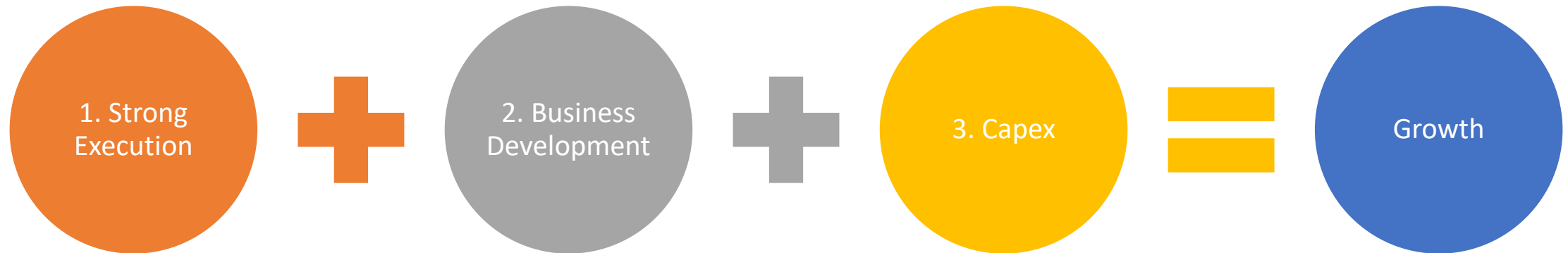


Jeevan Mahaldar
Independent Director



Abhijit Sen
Independent Director

KFL Growth Formula



KFL Growth Formula

Strong Execution

- Cost Control
- Product Profitability
- Lean Production Lines
- Superior Machine Capabilities
- Digitized Shopfloor
- Superior PPC
- Cash Flow Management
- High Performance Culture

Business Development

- Lifetime Orderbook Growth
- Strong APQP Execution
- Strong Exports Pipeline
- Increase India Market Share
- New Customer Acquisition
- Leading Product Roadmap

Capex

- High return investments
- Capacity Management
- Capex Programs
- Sweating Assets

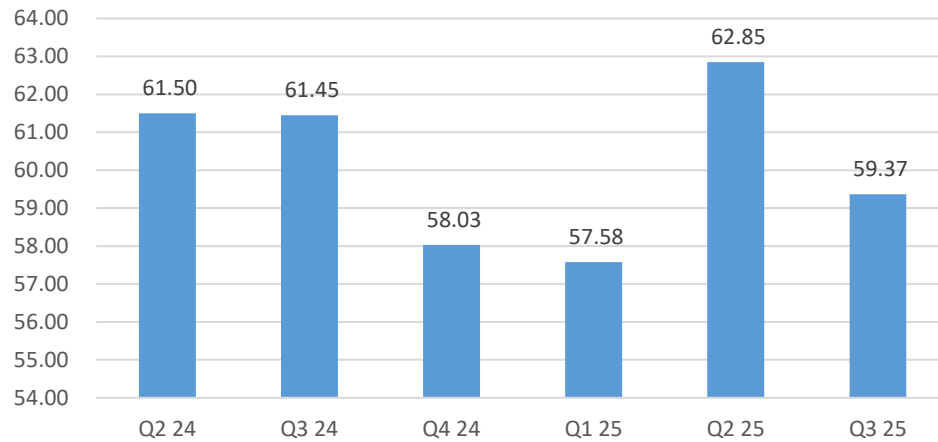
Growth

- Driveline components (xEV)
- Axle components (xEV)
- Engine components (ICE)
- Flagship OEM programs
- Exports
- Value Addition
- Profit Expansion

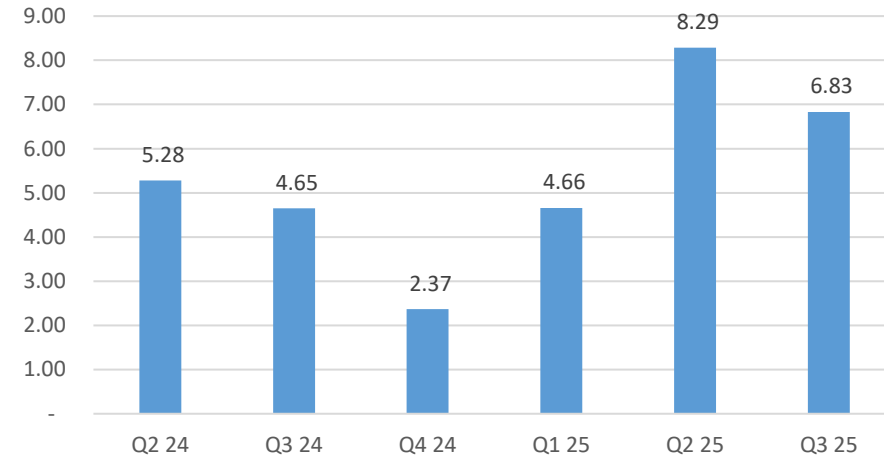


1. Strong Execution - Financial Results

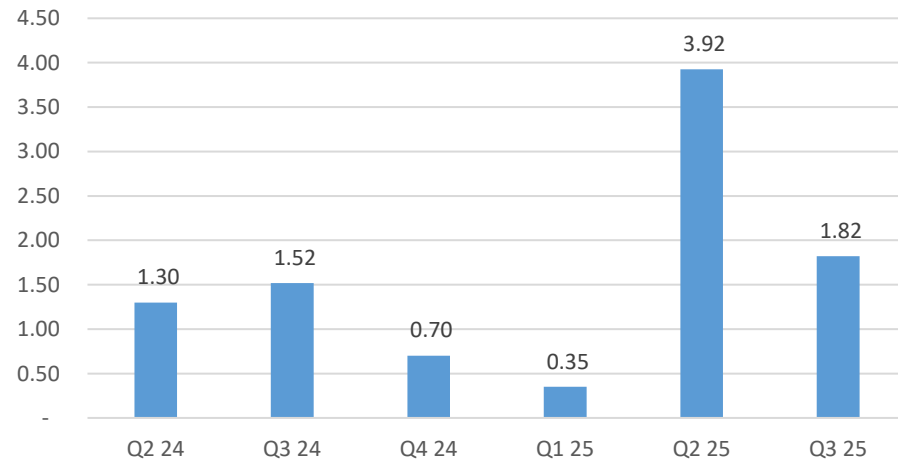
Total Income



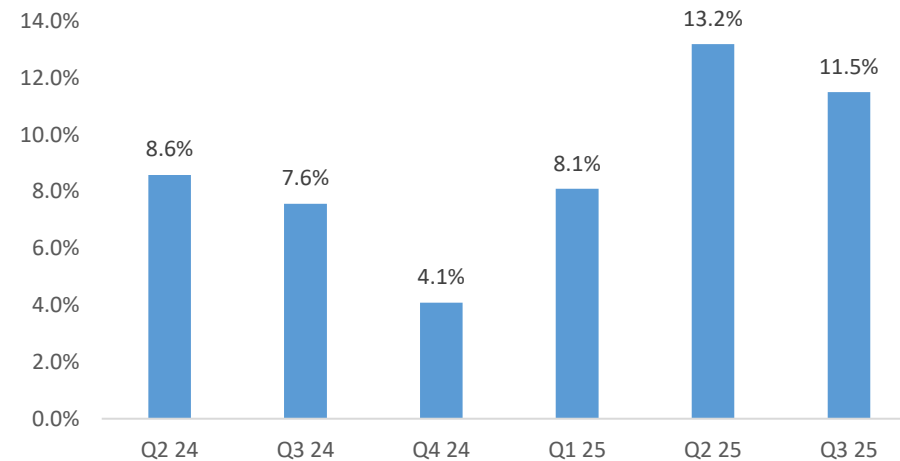
EBITDA Rs. Cr.



PAT Rs. Cr.



EBITDA %



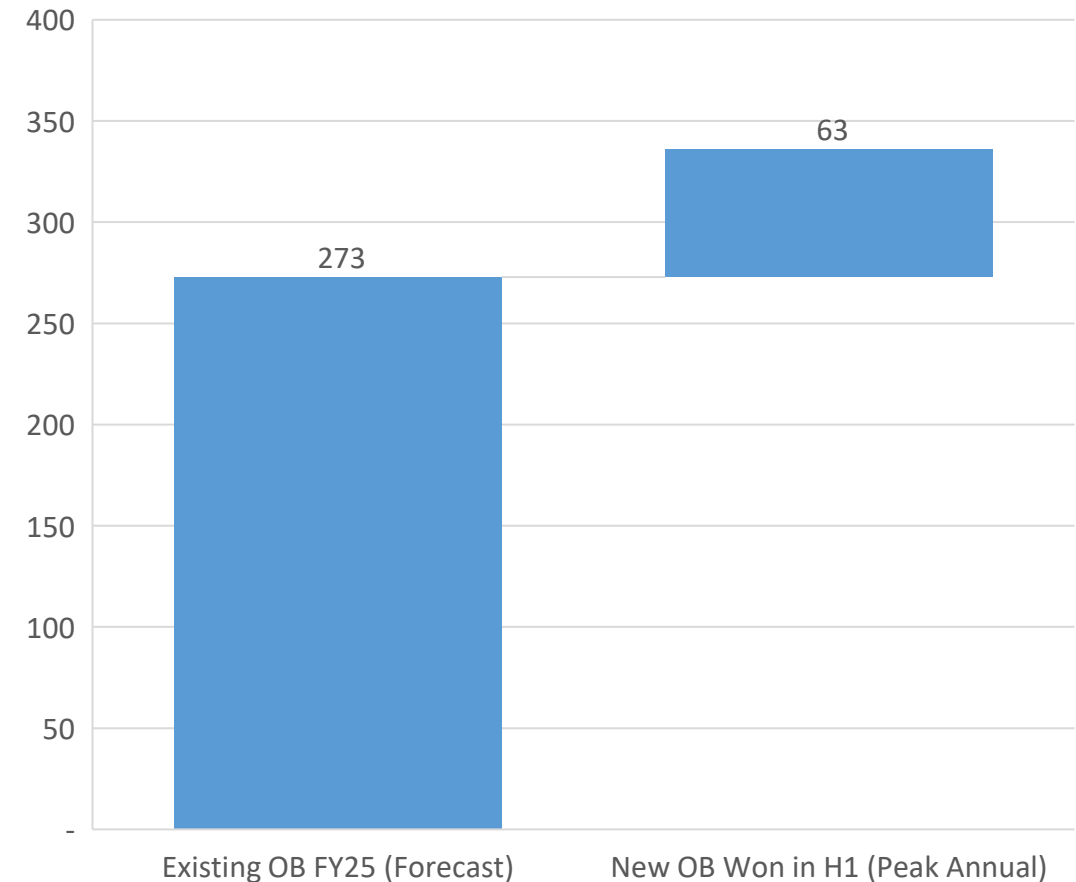
1. Strong Execution – Strong Shareholder Returns

- Share price reached all time high of Rs. 823
- Cost Reduction Program
 - Consolidating Supplier Base
 - Improved procurement
- Ramp Up Programs
 - Machined Tulips
 - Machined Conrods
 - Wheel Hubs
- Our Culture: “Strong Products, Fast Service”

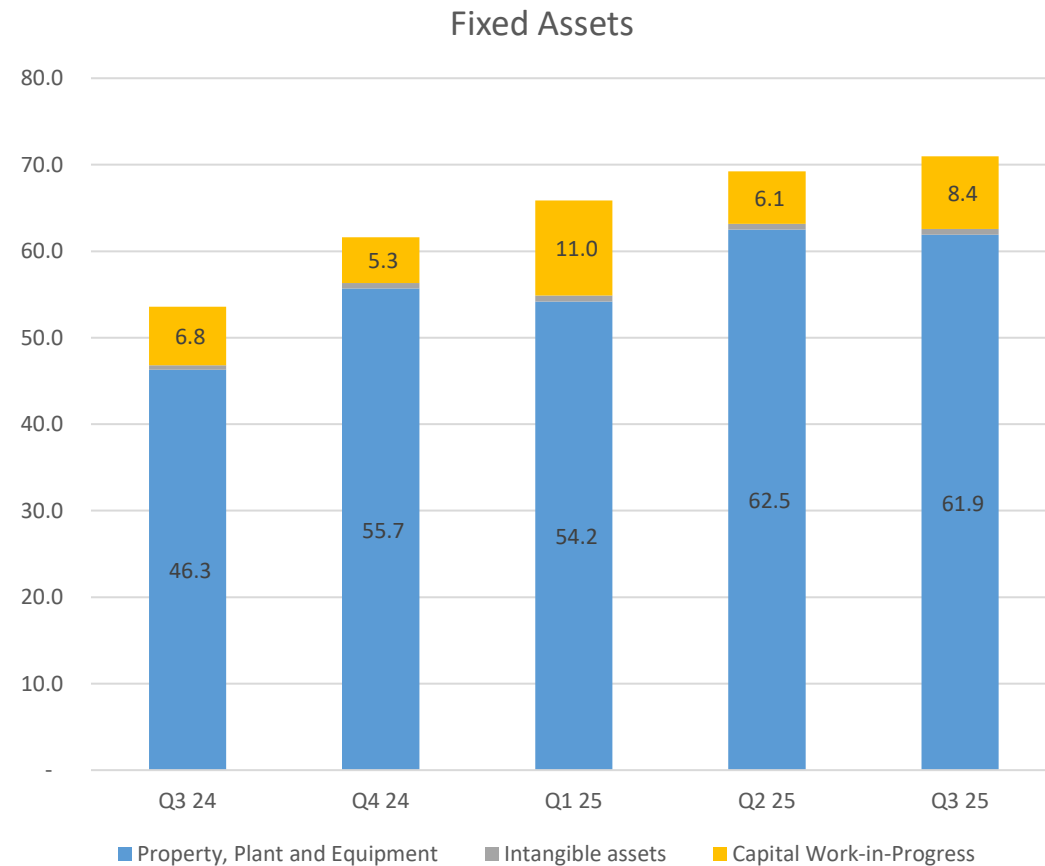


2. Business Development - New Orders Won

- **3 New Customers Acquired**
 - New Tier-1 Automotive Customer acquired with orders worth
 - New MNC Customer acquired in xEV product group
 - New Export Customer for transmission parts
- New large order won from a leading Passenger Car OEM
- Kalyani Forge enjoys an entrenched position with multi-decade relationships with OEMs



3. Capex



- Machining Expansion Phase 2 is underway for growth programs
- Forging Modernization Program initiated for profitability improvement
- Utilities Modernization Project for energy efficiency, OEE improvements
- Capital Allocation Policy framework revamped
- Rooftop Solar Project commissioned at PAD (Precision Autocomp Division)



3. Capex - Machining Capacity Expansion

Driveline Machining Cells increased

All machining units shifted to one site for lean efficiency gains

50% of existing shopfloor space freed up for new expansion

GAINING STRENGTH

Thank You

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