



Ramkrishna Forgings Limited



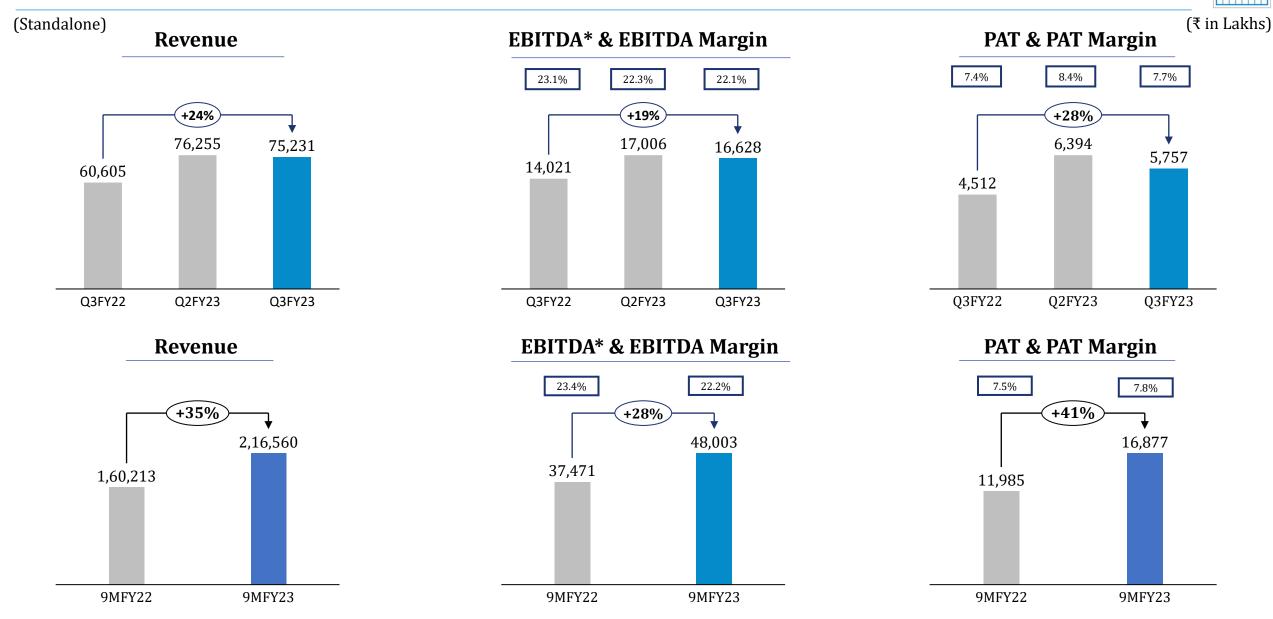
Earnings Presentation: Q3 & 9M FY23



# Q3 & 9M FY23 Highlights

### Strong growth backed by profitability

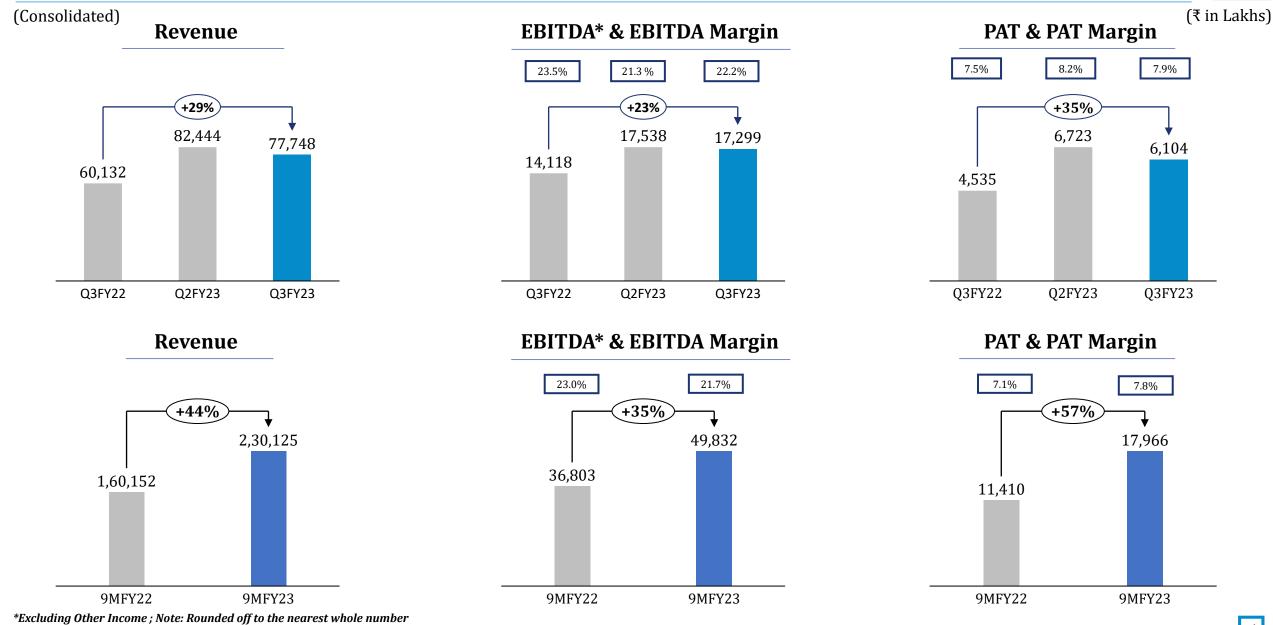




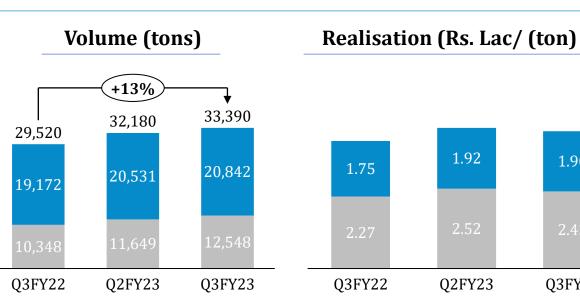
\*Excluding Other Income ; Note: Rounded off to the nearest whole number

### Strong growth backed by profitability



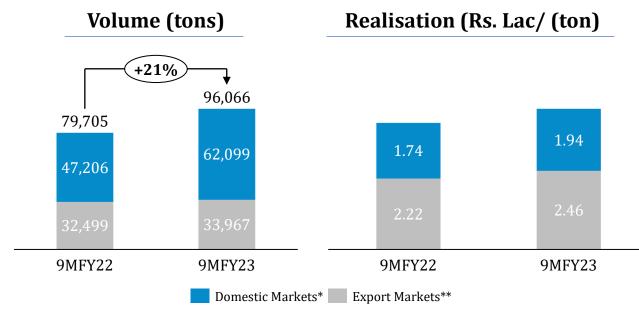


### ... coupled with increasing volumes



		Particulars	Q3FY
		Domestic Markets	41,9
1.92	1.90	Export Markets	32,69
		Other Income	81
2.52	2.43	Export Incentive	629
		Total	75,3
Q2FY23	Q3FY23		

Total Revenue Breakup (Rs. Lakhs.)									
Particulars	Q3FY23	Q3FY22	YoY	Q2FY23	QoQ				
Domestic Markets	41,911	34,272	22.3%	43,626	-3.9%				
Export Markets	32,691	25,969	25.9%	32,109	1.8%				
Other Income	81	168	-51.8%	59	36.0%				
Export Incentive	629	365	72.4%	520	21.1%				
Total	75,312	60,774	23.9%	76,314	-1.3%				



Total Revenue Breakup (Rs. Lakhs.)								
Particulars	9MFY23	9MFY22	YoY					
Domestic Markets	125,462	82,328	52.4%					
Export Markets	89,539	76,667	16.8%					
Other Income	206	285	-27.6%					
Export Incentive	1559	1217	28.1%					
Total	216,766	160,497	35.0%					

\*Realisation excluding Fabrication sales \*\* Realisation excluding ocean freight

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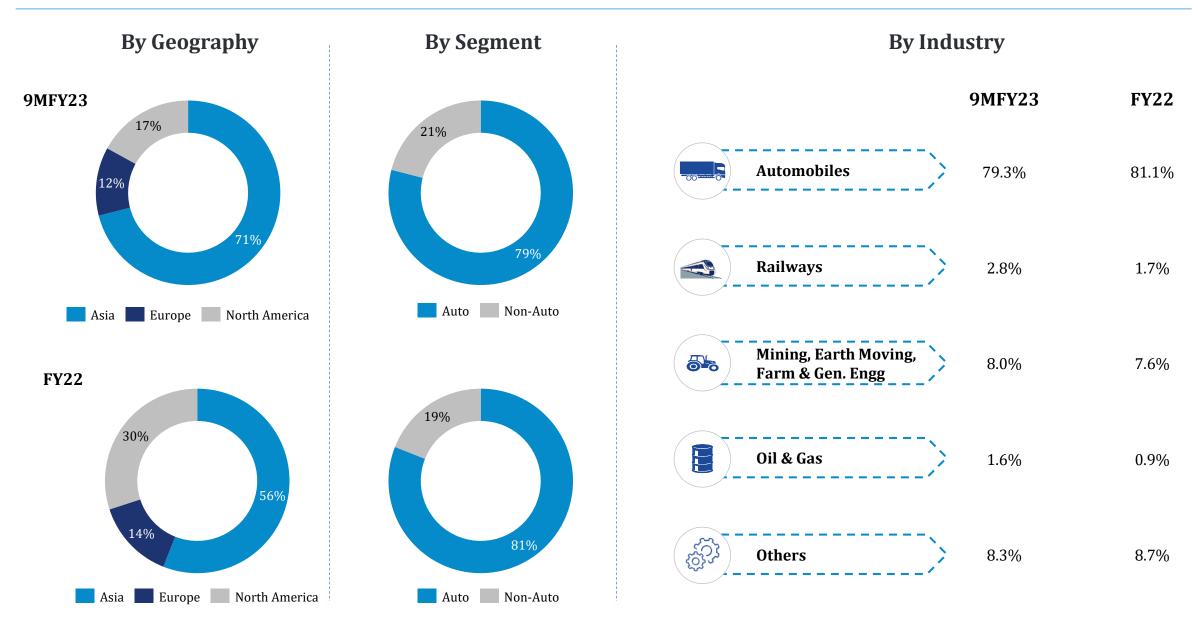
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	Installed	Q3FY23 stalled		Q2FY23		Q1FY.	Q1FY23		Q4FY22		Q3FY22		Q2FY22	
Particulars	Capacity	Production Capacity (MT)	Utilisation (%)*											
Ring Rolling	24,000	7,390	123%	7,042	117%	7,018	117%	6,841	114%	6,918	115%	6,990	117%	
Forgings	46,000	12,810	111%	11,732	102%	10,963	95%	12,104	105%	10,766	94%	11,606	101%	
Press	117,100	19.880	68%	19,696	67%	18,489	63%	19,038	65%	16,473	56%	18,267	62%	
Total Capacity	187,100	40,080	86%	38,470	82%	36,470	78%	37,983	81%	34,157	73%	36,863	79%	

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

### **Diversified revenues across segments & geographies**







# About Ramkrishna Forgings

### One of the largest forging player in India



### Key Highlights

















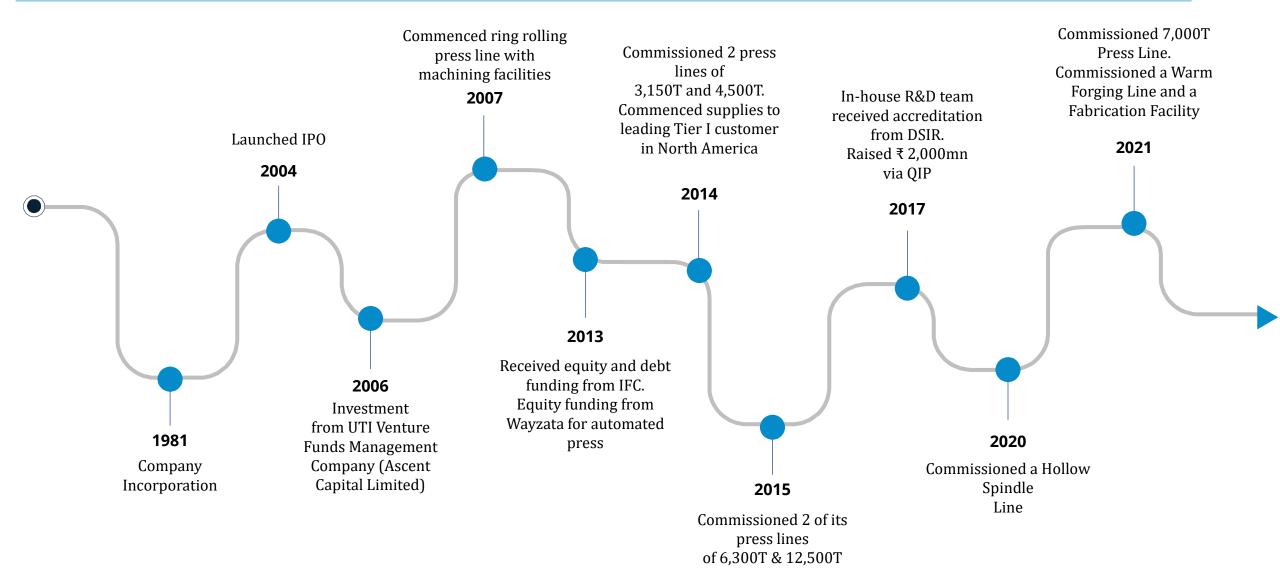
Manufacturer and supplier of a variety of auto and non-auto components Global presence with footprints in North America and Europe 2nd largest forging player in India with over 30 years of experience Promoter possessing multidecade forgings industry experience Continued focus on diversification with foray into EV Longstanding relationship with marquee customers

### Vision, Mission & Core Values

- -	Vision	Mission	 Core Values
	To be the most dependable and preferred supplier of forged and rolled components for the railways, automobile, mining, earthmoving, oil exploration, farm equipment, bearing and general engineering industry by providing world class products at competitive prices through a knowledge-based organization	Create value for all business associates, shareholders and customers in all the areas of business in which we are associated with and to become an active partner in employee well-being and philanthropic causes	Customer centric approach Continual improvements in systems Commitment to human development

### ... with over four decades of unique capabilities





### ... with state of the art manufacturing facilities





#### **Ring Rolling**

- Ring Rolling facility with robotics which can roll crown wheels upto 500mm diameter and a capacity to forge components from 15-70 kgs
- Ability to forge one component in 25-40seconds



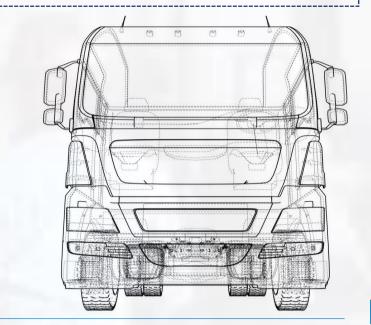
#### Press

- First company in India to have fully automated 12,500T wedge press line
- Capability to manufacture complex and heavy forged components



#### Machined

State of the art machinery and capabilities which includes turning Center, gear hobbing, shaping, shaving and broaching.



**1** 6 large modern facilities in India >> Strategic location benefits coupled with economies of scale

2

Technology led operations better solutions, optimum yield and enhanced quality of products

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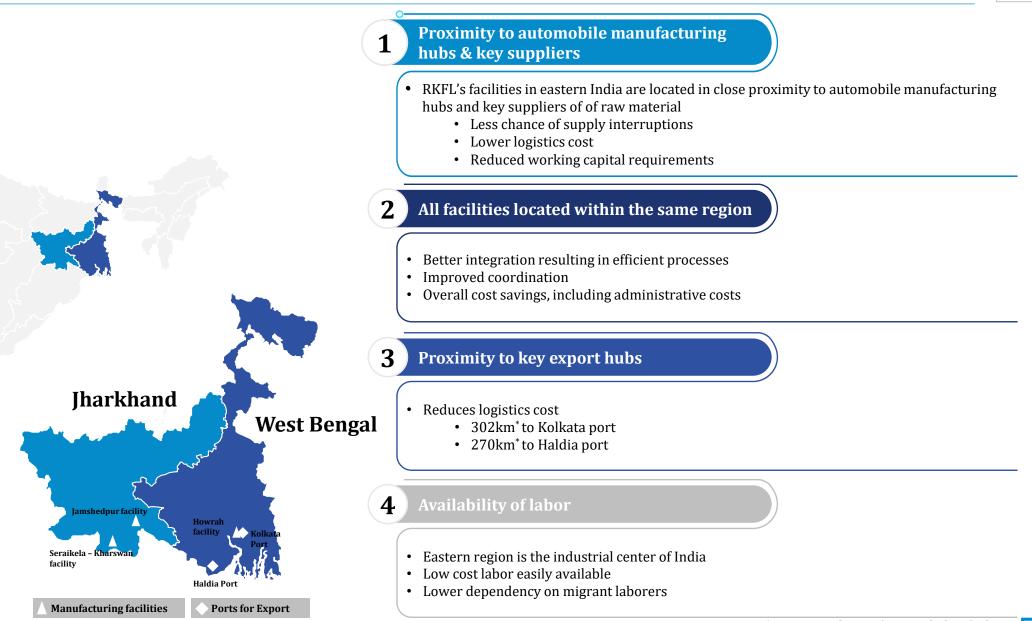
Extensive manufacturing capabilities >> Ability to manufacture diverse products

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Agile, flexible operations >> Customized customer centric solutions

### ... at strategic locations giving us competitive edge





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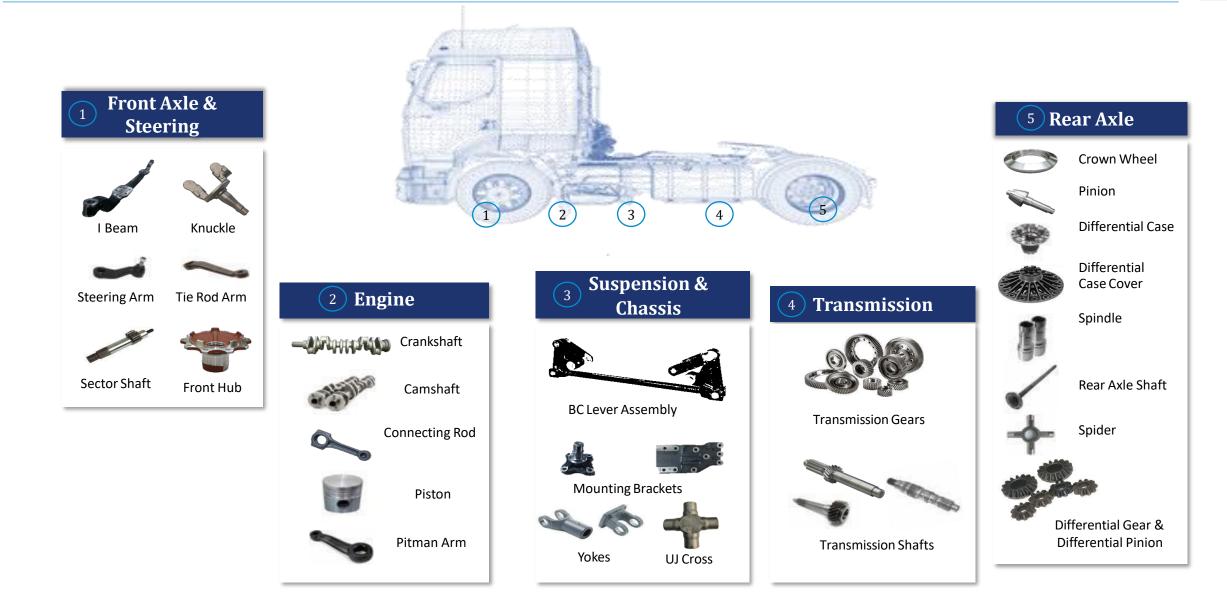
### ... demonstrating superior performance\*





### ... offering diversified products





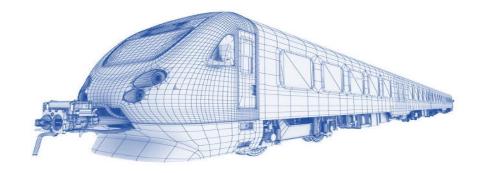
### ... across diversified segments

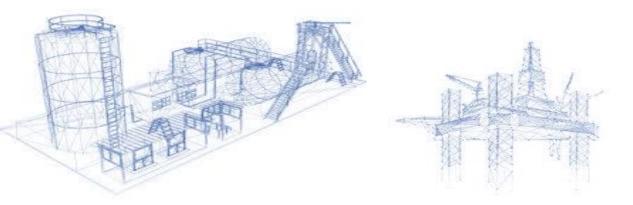


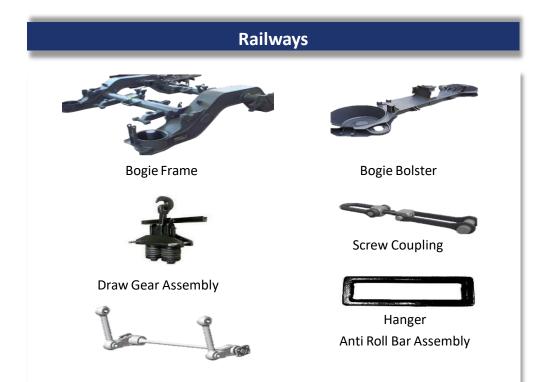


### ... across diversified industries









### Energy



Wing Nut



Valve Bonnet



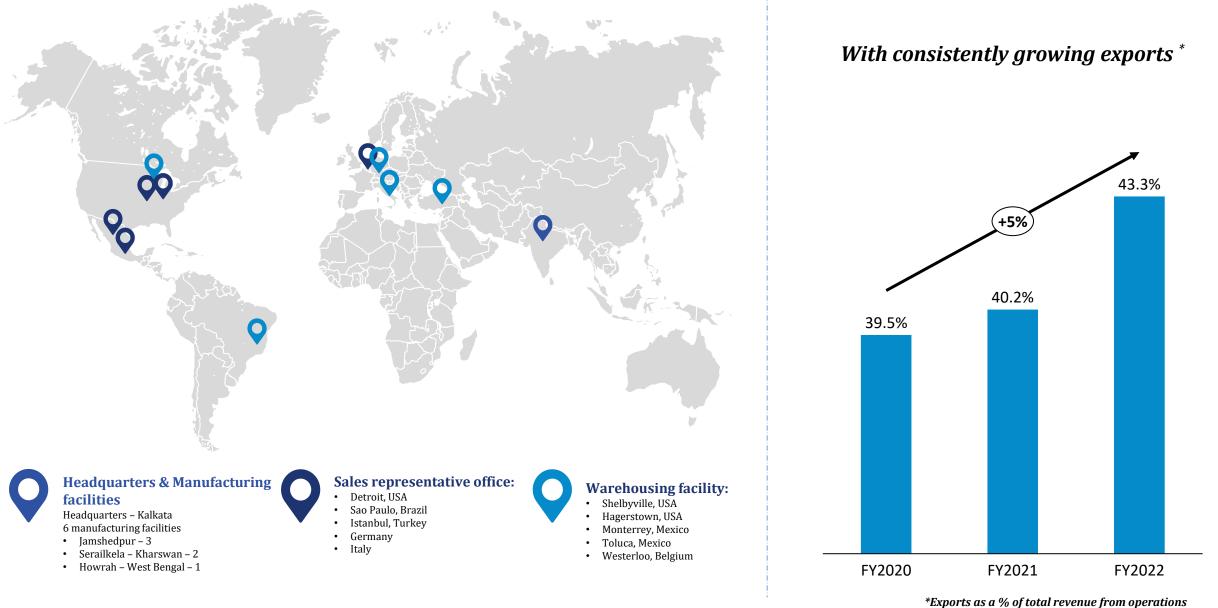
T Bolt Socket Joint



Toothed Crusher Hammer

### ... with growing global footprints





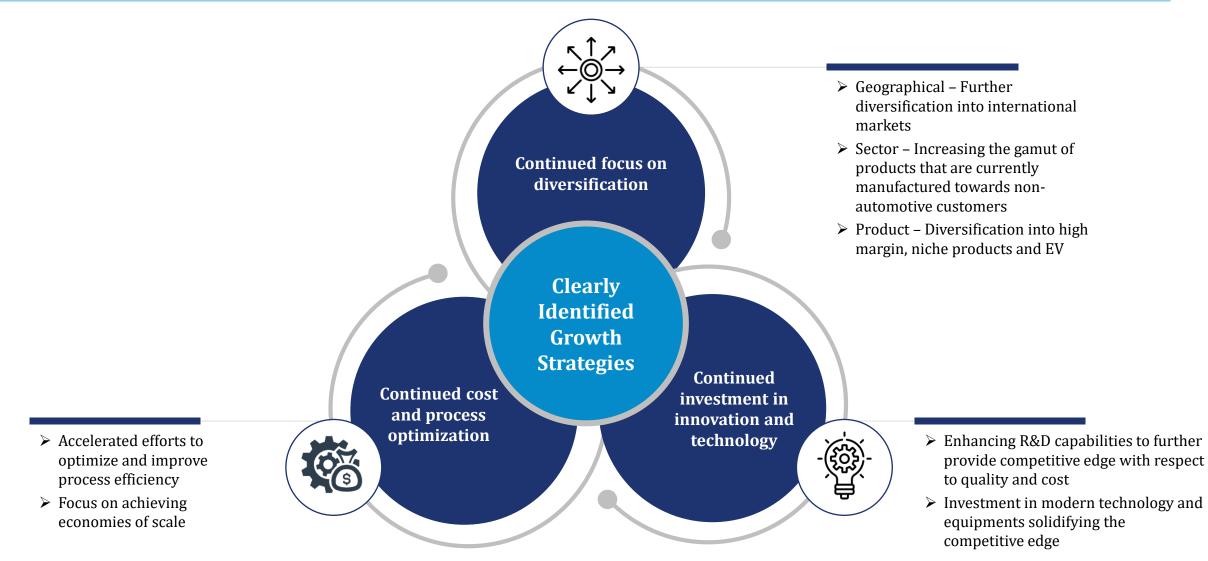
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### Multiple vectors to accentuate growth and increase profit

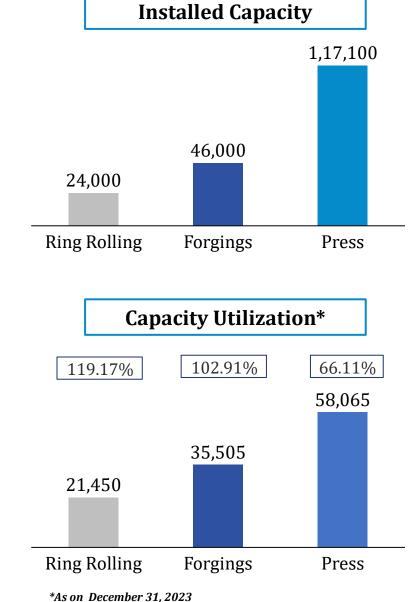




### Well positioned to capture future growth



- We are adding 56300 Tons capacity. •
- Will be ready by the above new Capacities by September 2023 and with this ٠ capacities, we will be able to achieve a topline of Rs 5000 Crores (at current commodity price)
- Capacity sufficient for the next phase of growth. .
- Capacity ramp-up along with operating leverage will result in faster improvement in profitability.



### **EV programs running globally**



RKFI

### 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 to their EV truck for European Market to commence their development & supplies till 2030 for the awarded business.

### **Disciplined capital allocation priorities**



₹ in Lakhs

*02* 

Particulars	Mar'22	Dec'22
Long Term Debt (incl. current Maturities of Long Term Debt)	99,185	91,756
Short Term Debt	58,554	36,933
Total Debt	1,57,740	1,28,689

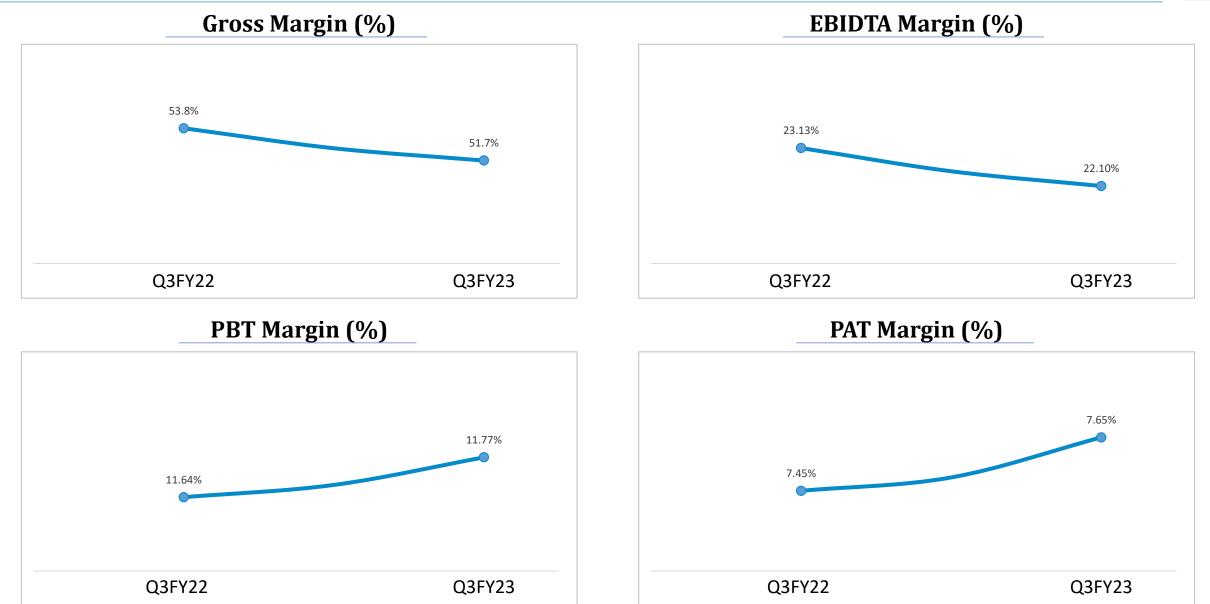
The Company expect to achieve a revenue growth of 20% CAGR over a period of next 3 years

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

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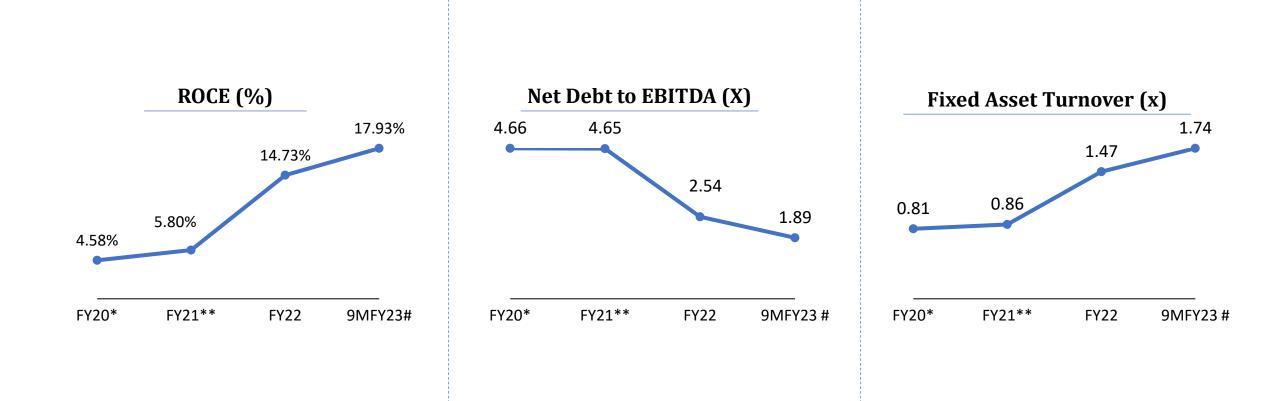
### ... with improving key ratios





### ... with improving return ratios





# Annualized.

ROCE- EBIT Less Other Income / (Net Debt + Equity)

Net Debt to Equity- Net Debt/ Net worth

FATR- Revenue / Fixed Assets (Net)

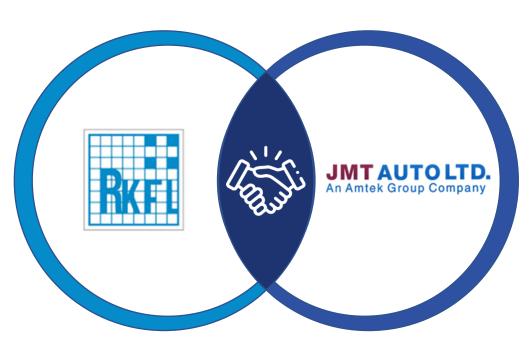
\*- Fy20 Performance impacted due to economic slowdown leading to sluggish demand for CVs

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



#### Details of the acquisition

- Lenders to JMT Auto, a unit of Amtek Auto group, have approved a resolution plan by Ramkrishna Forgings Limited.
- The acquisition plan had been duly approved by 84.61% Committee of Creditors, subject to approval of NCLT Delhi.
- Transfer is expected to be completed within 60 days of the order.
- The acquisition will be financed through internal accruals and debt.



#### About JMT Auto

- JMT Auto has significant expertise in the auto sector with capabilities in heat treatment and gear
- It also specializes in manufacturing a variety of components for the Oil and Gas industry.
- It is one of the leading producer of over 2000 different components which range from Engine components, gears, shaft, Pins and Pipe Assemblies, among others.

The acquisition will create a larger, more diversified company with increased scale and market reach.



# **Historical Performance**

### **Income Statement**

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Particulate (₹ in lakhs)	FY20	FY21	FY22
Revenue from Operations	1,11,182	1,28,838	2,28,537
Cost of Material Consumed	55,611	64,083	121,423
Change in Inventories of Finished goods & Work in Progress	(4,938)	157	(18,345)
Cost of services	-	-	-
Purchases of stock-in-trade	-	-	-
Total Raw Material	50,673	64,240	1,03,077
Gross Profit	60,509	64,597	1,25,459
Gross Profit Margin (%)	54.4%	50.1%	54.9%
Employee Expenses	9,424	9,037	12,028
Power and fuel	9,719	9,354	15,240
Other Expenses	20,995	23,214	45,493
EBITDA	20,372	22,993	52,697
EBITDA Margin (%)	18.3%	17.8%	23.1%
Other Income	602	461	161
Depreciation	12,016	11,628	16,906
EBIT	8,957	11,826	35,952
EBIT Margin (%)	8.1%	9.2%	15.7%
Finance Cost	7,515	7,678	9,335
Profit before Tax	1,442	4,148	26,617
Profit before Tax(%)	1.3%	3.2%	11.6%
Tax	480	1,352	5,967
Profit After Tax	961	2,796	20,650
PAT Margin (%)	0.9%	2.2%	9.0%
EPS (As per Profit after Tax)	2.95	1.74	12.91

### **Balance Sheet**



Equity & Liabilities (₹ in lakhs)	FY20	FY21	FY22	Assets (₹ in lakhs)	FY20	FY21	FY22
Equity				Non - Current Assets			
Equity Share Capital	3,261	3,193	3,198	Property, plant and equipment	1,15,732	1,22,183	1,43,394
		-	,	Capital work-in-progress	21,644	27,202	12,509
Other Equity	84,382	85,804	1,06,210	Right of use assets	841	1,009	3,058
Total Equity	87,643	88,997	1,09,408	Goodwill on Amalgamation	-	-	-
Non-Current Liabilities				Intangible assets	82	79	113
Financial Liabilities				Financial Assets			
Borrowings	47,903	66,360	85,945	Investments	1,930	1,938	1,938
Lease Liabilities	353	378		Trade Receivables	371	-	-
			2,280	Loans	1,350	170	222
Deferred Tax Liabilities	5,945	6,588	7,927	Other Financial Assets	71	1,270	1,324
Provisions	-	-	-	Non-current Tax Assets	250	250	250
Other Non Current Liabilities	1,678	1,699	1,568	Deferred Tax Assets	-	-	-
Total Non-Current Liabilities	55,878	75,026	97,720	Other non-current assets	2,232	1,485	5,316
Current Liabilities				Total Non - Current Assets	1,44,502	1,55,585	1,68,123
Financial Liabilities				Current Assets			
	36,425	54,160	71,794	Inventories	35,719	42,994	68,267
Borrowings		-	-	Financial Assets			
Lease Liabilities	40	22	429	Investments	-	-	5,500
Trade Payables	20,693	42,916	57,457	Trade receivables	30,260	55,993	87,781
Other Current Financial Liabilities	15,791	4,886	3,594	Cash and cash equivalents	226	6,659	3,102
				Bank balances other than (iii) above	7	22	134
Other current liabilities	759	1,228	2,401	Loans	732	12	112
Provisions	534	520	595	Other current financial assets	3,231	1,082	3,488
Current Tax Liabilities (net)	-	170	213	Other current assets	3,072	5,563	7,089
Total Current Liabilities	74,242	1,03,901	1,36,484	Current Tax Assets	14	14	14
				Total Current Assets	73,261	1,12,339	1,75,489
Total Equity & Liabilities	2,17,763	2,67,923	3,43,612	TOTAL ASSETS	2,17,763	2,67,923	3,43,612

### **Cash Flow**

Particulate (₹ in lakhs)	FY20	FY21	FY22
Cash Flow from Operating Activities			
Profit before Tax	1,442	4,148	26,617
Adjustment for Non-Operating Items	-17,667	-18,453	-23,621
Operating Profit before Working Capital Changes	19,109	22,601	50,238
Changes in Working Capital	6,678	-9,394	-41,774
Cash Generated from Operations	25,786	13,207	8,464
Less: Direct Taxes paid	-670	-557	-4,556
Net Cash from Operating Activities	25,116	12,650	3,908
Cash Flow from Investing Activities	-22,493	-22,622	-35,348
Cash Flow from Financing Activities	-2,590	16,405	27,884
Net increase/ (decrease) in Cash & Cash equivalent	33	6,432	-3,556
Add: Cash and cash equivalents as at 1st April	194	226	6,659
Cash and cash equivalents as at 31st March	226	6,659	3,102



# Our Commitment

## Our Commitments | Q3 2022 Highlights



#### **Environmental Consciousness**

RKFL is committed to taking sustained efforts towards creating a healthy planet by reducing our carbon footprint, mitigating climate change and optimizing our business operations



### Valuable Partnership

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

#### Our Transformational Journey



#### **Rewarding Workplace**

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

#### **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



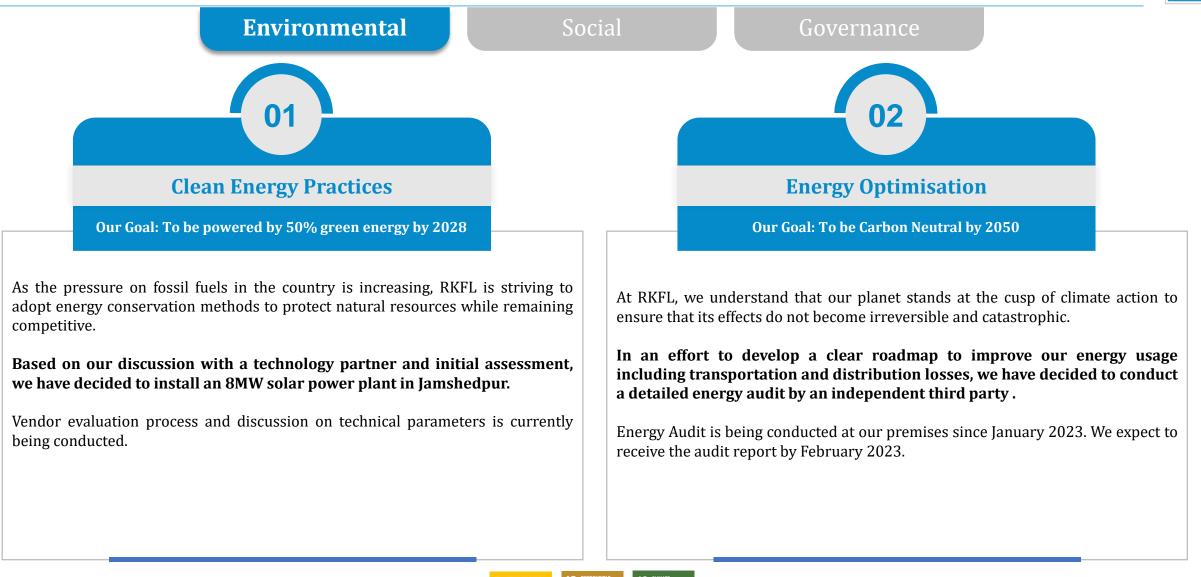
#### **Robust Governance**

As an organization RKFL is committed to following an effective governance model with a focus on business integrity to achieve business and ESG goals by institutionalizing an effective corporate governance structure and deploying a Risk Management Framework covering mitigation measures for all potential business and sustainability risks

We understand that our ambitions cannot be achieved in isolation which is why we have aligned all our commitments to United Nations Sustainable Development Goals (SDGs). Within this document we indicate where our activity aligns with specific SDGs, although this is not exhaustive.

## **Environmental Initiatives | Q3 2022 Highlights**

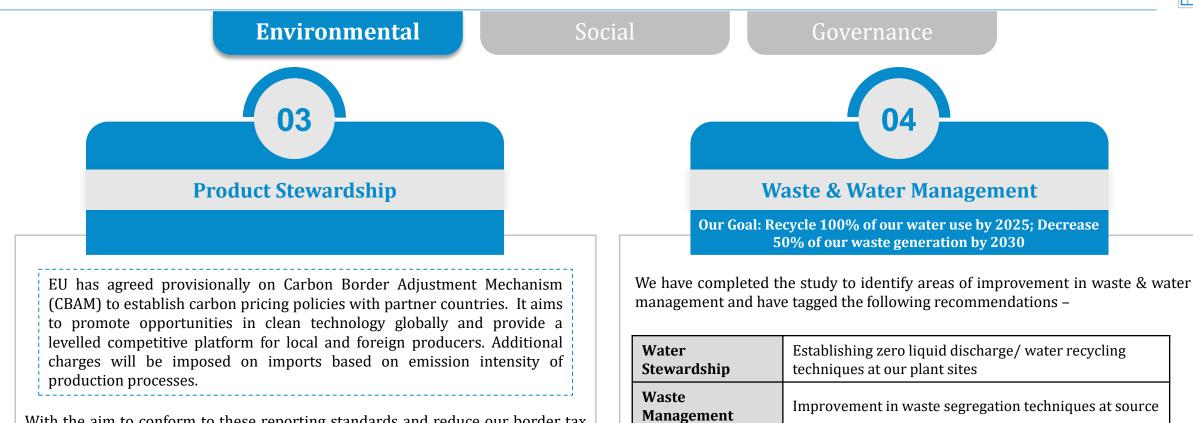






## **Environmental Initiatives | Q3 2022 Highlights**





With the aim to conform to these reporting standards and reduce our border tax liabilities, we will be conducting a Life Cycle Assessment for three of our products including front axle beam and crown wheel.

We are currently evaluating the product portfolio to finalize the third product for this assessment.

Our technical team is currently reviewing the approach to implement these recommendations

(CEMS) at all plant sites

Installation of Continuous Emission Monitoring System

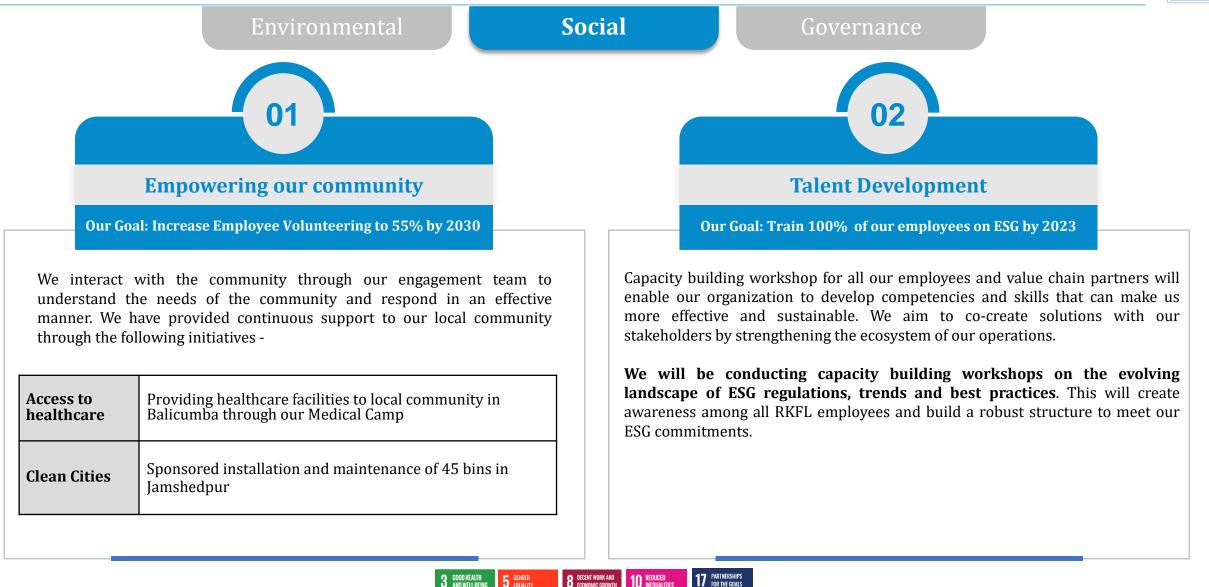


**Carbon Neutral** 

Strategy

### Social Initiatives | Q3 2022 Highlights

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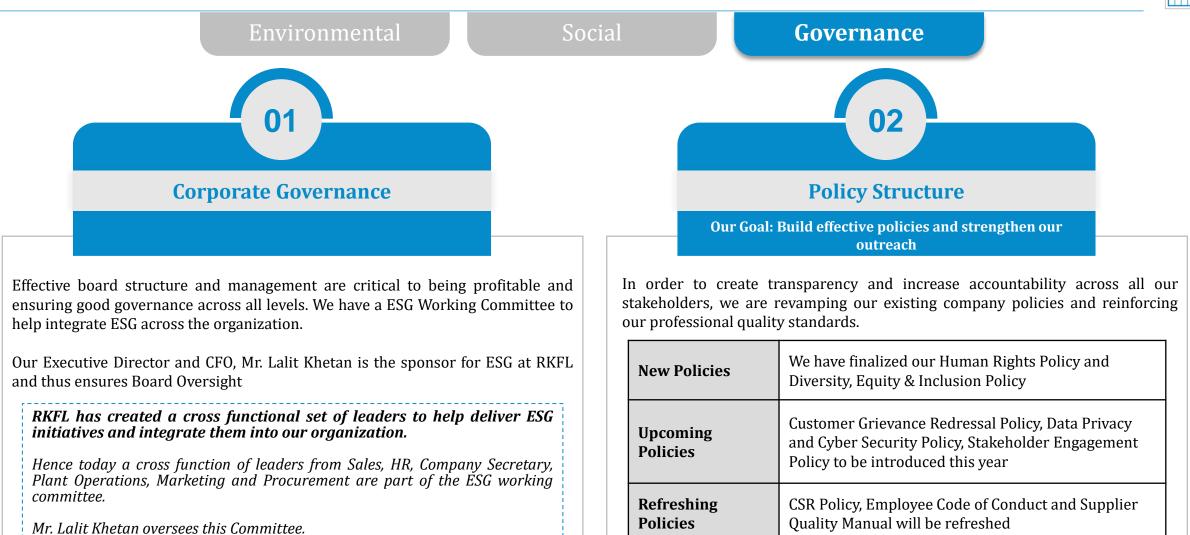


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### **Governance Initiatives | Q3 2022 Highlights**









## Q3 & 9M FY23 EARNINGS CALL

#### SCHEDULED ON: Friday, January 20, 2023 AT 16:30 HOURS INDIA TIME

### **PRE-REGISTRATION LINK**

CLICK HERE TO JOIN THE CALL

### Safe harbor



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