



# RAMKRISHNA FORGINGS LIMITED

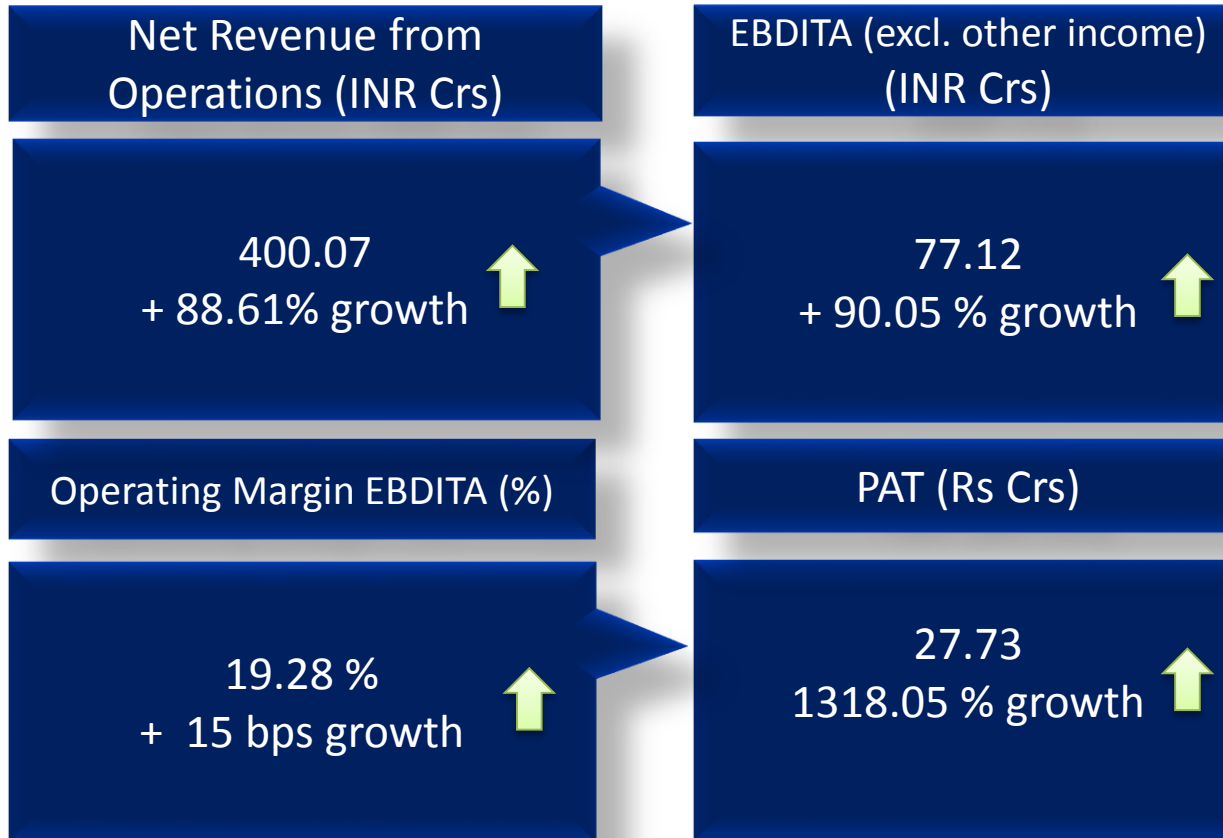
EARNING Q3 FY17

January  
2018



Stock Code: **BSE: 532527** | **NSE: RKFORGE**  
**BLOOMBERG: RMKF:IN** | **Reuters: RKFO.NS**

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Note: % change of YoY basis

# Tonnage & Revenue Details



Particulars	Q3FY18	Q2FY18	Q3FY17	% Change
Total Tonnage (in Tons)	<b>33107</b>	<b>29738</b>	<b>20360</b>	62.61
Domestic Tonnage	25749	23112	15760	63.38
Export Tonnage	7358	6626	4600	59.96
Total Net Revenue (INR in Cr)	<b>400.73</b>	<b>334.41</b>	<b>212.34</b>	<b>88.72</b>
Domestic Revenue	286.61	239.77	144.27	98.66
Export Revenue	108.09	89.34	56.70	90.63
Other operating Income	5.38	4.15	11.16	(51.79)
Other Income	0.65	1.15	0.21	209.52

Note: % change of YoY basis

# Income Statement



(Rs in Cr)

Q3		Particulars	9M	
FY18	FY17		FY18	FY17
400.07	212.12	Net Revenue from Operations (TOI)	990.94	585.26
77.12	40.58	EBIDTA (excl. other Income)	193.02	111.06
19.28%	19.13%	EBDITA/TOI	19.48%	18.98%
14.59	20.79	Interest	52.12	56.76
20.50	18.93	Depreciation	59.79	55.60
42.69	1.08	PBT	84.03	0.77
27.73	1.96	PAT	60.34	2.24

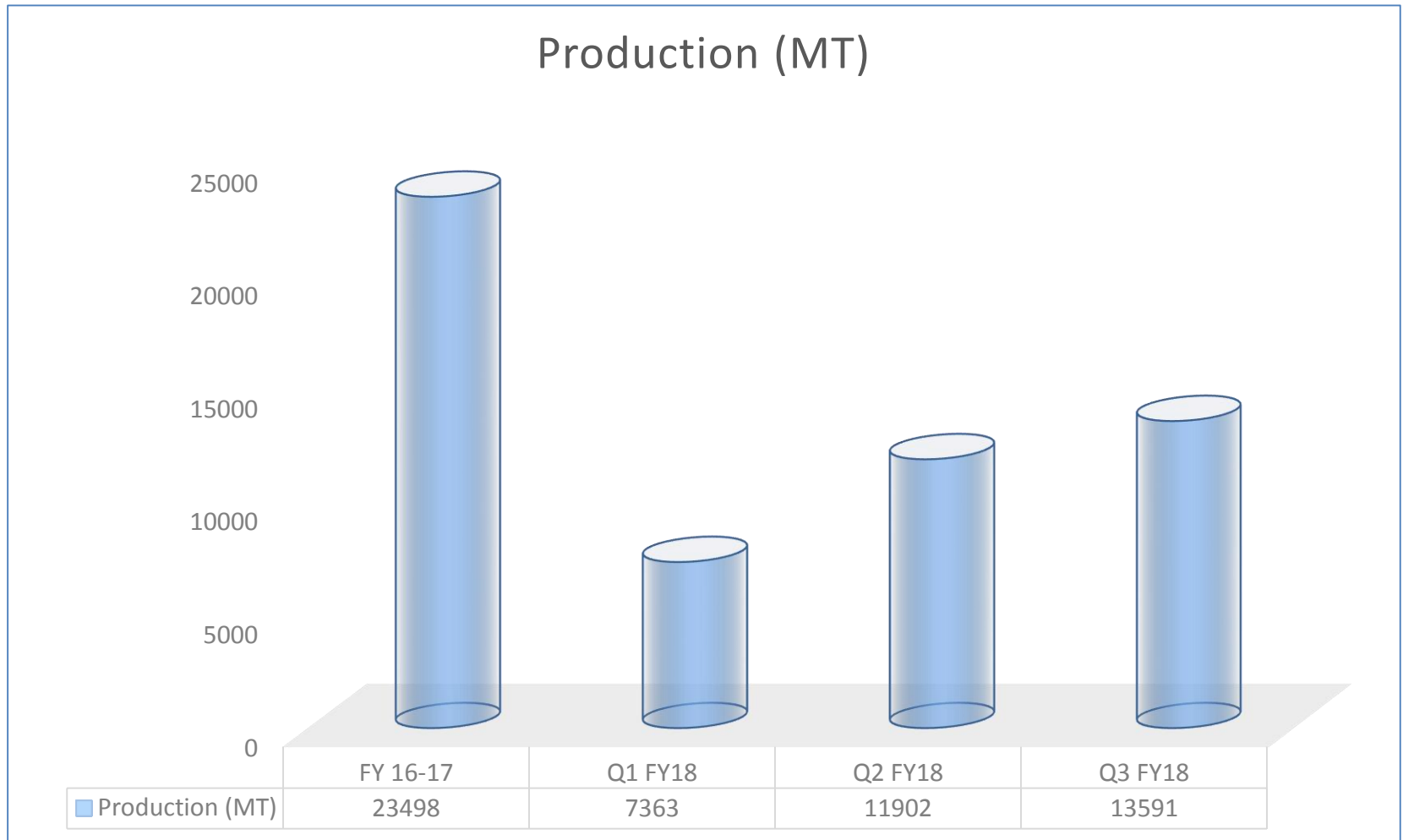
**Why we  
did well  
in Q3?**

- Controlled processing charges, finance & employee cost.

**We could  
have done  
Better in Q3?**

- Increase in alloy Steel @ 4000 per MT from December 01, 2017. Pass through with our customers getting delayed.

# Performance of Press Plant



Capacity-80000T

Precision Rules Production

RAMKRISHNA FORGINGS LIMITED

# ENCOURAGING – Economic and Internal Factors



Demand forecast of Class 8 Trucks in North American Market moving into CY19 is predicted to be extremely Good.



Continuous enrichment of the product mix with leading OEM customers.



Foray in Oil & Gas sector. Expect considerable growth in FY19.



Demand in domestic market extremely robust, expect further improvement in Q4.



Received sample approvals for 139 new items as on 31- Dec-17, out of which 83 items are for leading OEM's in India and 56 items towards export.

*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 mark is clearly visible. The background is a plain, light-colored surface.





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