



RAMKRISHNA FORGINGS LIMITED

Investor Presentation

January
2019





India's Auto sales is down in last two months due to weak consumer sentiment on account of increase in pay load, high interest rate and liquidity crunch.

The liquidity situation is likely to improve over the next two quarters. However the lag effect of this is likely to be seen in near term.

We expect industry to witness revival, owing to improvement in liquidity and governments push towards high agricultural spending.

Pre- Buying due to change in emission norms from April, 2020 to boost volume in next two to three quarters

Implementation of scrappage policy is likely to spur additional demand.

There was a slow down in November and December, we expect continuation of strong trucking market in North America throughout the first half of 2019. Some moderation and normalisation can be seen in second half.

RKFL maintains its last quarter guidance for revenue and EBDITA growth.



Net Revenue from Operations (excl. other income)(INR Crs)

491.47
+ 23.18% growth ↑

(Previous Q3- FY18- 398.97)

EBDITA (excl. other income) (INR Crs)

105.82
+ 37.74 % growth ↑

(Previous Q3- FY18- 76.83)

Operating Margin EBDITA (%)

21.53 %
+ 228bps growth ↑

(Previous Q3- FY18- 19.26%)

PAT (Rs Crs)

33.88
22.19% growth ↑

(Previous Q3- FY18- 27.73)

During the quarter depreciation is increased by Rs 4.90 Cr mainly on account of capitalisation of Rs 90.31 Crores done in last two quarters

Note: % change of YoY basis

Particulars	Q3FY19	Q2FY19	Q3FY18
Total Tonnage (in Tons)	37301	35038	33107
Domestic Tonnage	28003	27563	25749
Export Tonnage	9298	7475	7358
Total Net Revenue (INR, Crs)	492.43	462.08	399.92
Domestic Operating Revenue	342.02	342.20	290.89
Export Revenue	149.45	119.27	108.09
Other Income	0.96	0.61	0.94



Net Revenue from Operations
(excl. other income)(INR Crs)

1363.42
+ 36.98% growth

(Previous 9M- FY18- 995.36)

EBDITA (excl. other income)
(INR Crs)

290.18
+ 50.67 % growth

(Previous 9M- FY18- 192.59)

Operating Margin EBDITA (%)

21.28 %
+ 193bps growth

(Previous 9M- FY18-19.35%)

PAT (Rs Crs)

94.38
+ 56.41% growth

(Previous 9M- FY18- 60.34)



INR, Crs

Particulars	FY18-19			FY17-18				FY 16-17			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Net Revenue from Operations (TOI)	491.47	461.47	410.48	440.11	398.97	338.22	258.17	280.98	212.12	155.69	217.45
EBIDTA (excl. other Income)	105.82	97.87	86.48	91.65	76.83	65.61	50.14	46.56	40.58	27.85	42.68
EBDITA/TOI (%)	21.53	21.21	21.07	20.82	19.26	19.40	19.42	16.57	19.13	17.88	19.62
Interest	20.72	20.59	17.50	17.70	14.59	18.99	18.54	18.22	20.79	17.68	18.29
Depreciation	32.89	28.00	26.74	24.61	20.50	19.83	19.46	19.13	18.93	18.62	18.05
PBT	53.17	49.90	42.82	50.18	42.69	27.44	13.90	15.50	1.08	(7.38)	7.07
PAT	33.88	32.78	27.72	34.32	27.73	23.53	9.08	8.68	1.96	(4.99)	5.28



Particulars	FY18-19			FY17-18				FY16-17			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
EBIDTA/TOI (%)	21.53	21.21	21.07	20.82	19.26	19.40	19.42	16.57	19.13	17.88	19.62
Interest Cover Ratio	5.11	4.75	4.94	5.18	5.27	3.45	2.70	2.56	1.95	1.58	2.33
PBT/TOI (%)	10.82	10.81	10.43	11.40	10.70	8.11	5.38	5.52	0.51	(4.74)	3.25
PAT/TOI (%)	6.89	7.10	6.75	7.80	6.95	6.96	3.52	3.09	0.92	(3.21)	2.43

Mr. Mahabir Prasad
Jalan
(Chairman)

Mr. Naresh Jalan
(Managing Director)

Mr Pawan Kumar Kedia
(Director Finance)

Mr Padam Kumar
Khaitan
(Independent Director)

Mr. Ram Tawakya Singh
(Independent Director)

Mr. Sandipan
Chakravortty
(Independent Director)

Mr. Partha Sarathi
Bhattacharyya
(Independent Director)

Mr. Amitabha Guha
(Independent Director)

Mr. Yudhisthir Lal
Madan
(Independent Director)

Ms. Aditi Bagri
(Independent Director)

New induction

Mr Ranaveer Sinha has joined as an Independent Director with effect from February 02, 2019. He retired from the position of Managing Director of Tata Hitachi Construction Machinery Co. Ltd. He is B.E (Mechanical), PGDBM (XLRI). He is a Member of Board of Governors of XLRI and had also been a Chairman of Serviplem SA and Comoplesa Lebrero SA, Spain and North Baryval Special Vehicles (NBSV) in China. He is also associated with several National and International bodies.

Auditors

Statutory Auditor

S.R. Batliboi & Co. LLP
(a member of Ernst & Young)

Internal Auditor

CELEBRATING
7 YEARS
Singhi & Co.
Chartered Accountants

Bankers

Standard Chartered

DBS

ICICI Bank

IFC
International
Finance
Corporation
WORLD BANK GROUP

HDFC BANK

YES BANK



State Bank of India

KVB Karur Vysya Bank
Smart way to bank

AXIS BANK

एक्झिम बँक
EXIM BANK
भारतीय निर्यात-आयात बैंक
EXPORT-IMPORT BANK OF INDIA

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IDFC
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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.