RAMKRISHNA FORGINGS LIMITED

Date: 21 July, 2022

To The Listing Department **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 **BSE SCRIP CODE: 532527**	To The Listing Department **National Stock Exchange of India Limited** "Exchange Plaza" C-1, Block G, Bandra-Kurla Complex, Bandra (E), Mumbai- 400 051 **NSE SYMBOL: RKFORGE**

Dear Sir/Madam,

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

Please find enclosed herewith the copy of the Q1 FY 23 Earnings Presentation of the Company for the First Quarter ended 30 June, 2022

This is for your kind information and records.

Thanking You

Yours truly,
For Ramkrishna Forgings Limited

RAMKRISHNA FORGINGS LIMITED KOLKATA

Rajesh Mundhra
Company Secretary & Compliance Officer
A12991

Encl.: As above

THE ECONOMIC TIMES INDIA'S GROWTH CHAMPIONS 2020 statista

RAMKRISHNA FORGINGS LIMITED

Q1 FY23 Earnings Presentation

21 July 2022

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FINANCIAL HIGHLIGHTS

Q1FY23 RESULTS AT A GLANCE

		YoY Growth
Revenue	**₹65,074.59 Lakhs**	**57.62%**
EBDITA*	**₹ 14,369.56 Lakhs**	**50.75%**
PAT	**₹4,725.84 Lakhs**	**92.01 %**
EBITDA Margin	**22.08 %**	**-101 BPS**
Dividend (FV of Rs. 2/- each)	**₹ 0.50/Share**	

*** Excluding Other Income**

KEY OPERATIONAL MATRIX

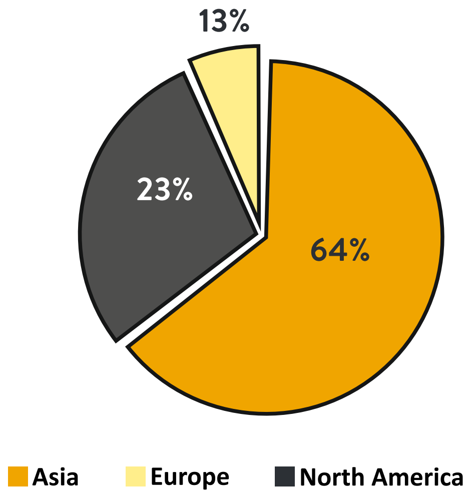
Total Sales Volume Breakup - (In tons)					
Particulars	**Q1FY23**	**Q1FY22**	**YoY**	**Q4FY22**	**QoQ**
Domestic Markets	20,726	11,684	77.39%	21,459	-3.42%
Export Markets	9,770	10,221	-4.41%	10,579	-7.65%
Total	**30,496**	**21,905**	**39.22%**	**32,038**	**-4.81%**

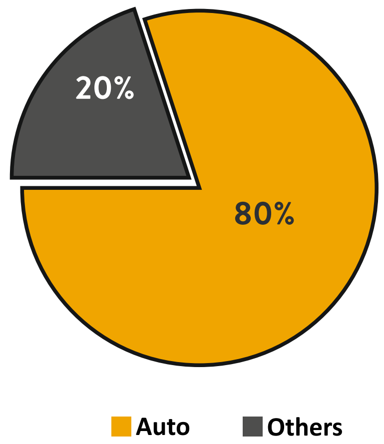
Sales Realisations (Rs. / ton)					
Particulars	**Q1FY23**	**Q1FY22**	**YoY**	**Q4FY22**	**QoQ**
Domestic Markets*	1,86,368	1,62,700	14.55%	1,80,406	3.30%
Export Markets**	2,39,968	2,13,507	12.39%	2,32,035	3.42%

Total Revenue Breakup (Rs. Lakhs)					
Particulars	**Q1FY23**	**Q1FY22**	**YoY**	**Q4FY22**	**QoQ**
Domestic Markets	39,924.76	19,010.50	110.01%	41,758.31	-4.39%
Export Markets	24,739.42	21,823.14	13.36%	26,169.36	-5.46%
Other Income	66.03	79.72	-17.17%	—	100.00%
Export Incentive	410.41	452.36	-9.27%	396.32	3.55%
Total	**65,140.62**	**41,365.72**	**57.47%**	**68,323.99**	**-4.66%**

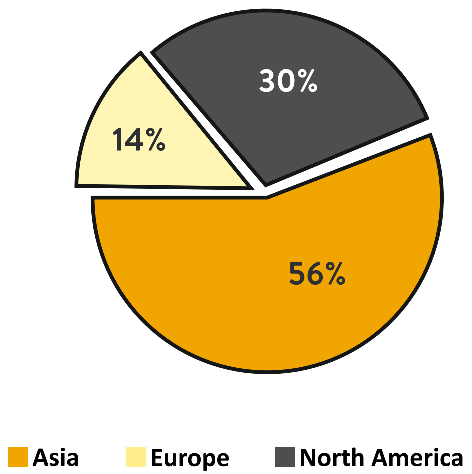
**Excluding Fabrication sales & price increase for earlier period*
***Excluding ocean freight & price increase for earlier period*

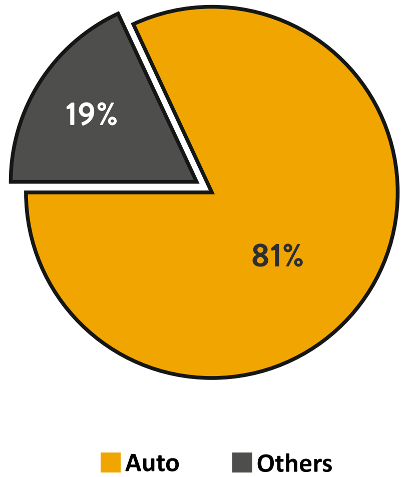
REVENUE MIX - Q1FY23





REVENUE MIX - FY22





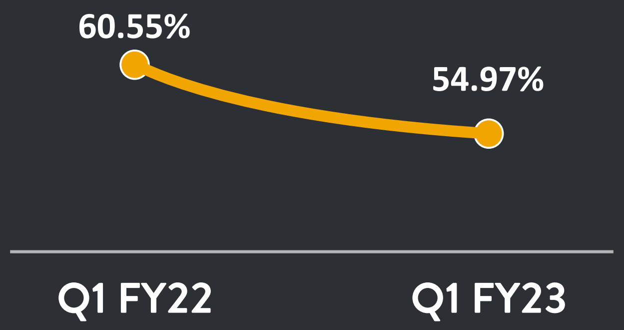
MANUFACTURING CAPACITY AND UTILIZATION

Products	Installed Capacity	Q1 FY23		Q4 FY22		Q3 FY22		Q2 FY22		Q1 FY22	
		Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)	Production (MT)	Utilization (%)
Ring Rolling	24,000	7,018	116.97%	6,841	114.02%	6,918	115.30%	6,990	116.50%	7,528	125.47%
Forgings	46,000	10,963	95.33%	12,104	105.25%	10,766	93.62%	11,606	100.92%	12,037	104.67%
Press	1,17,100	18,489	63.15%	19,038	65.03%	16,473	56.27%	18,267	62.40%	15,871	54.21%
Total Capacity	**1,87,100**	**36,470**	**77.97%**	**37,983**	**81.20%**	**34,157**	**73.02%**	**36,863**	**78.81%**	**35,436**	**75.76%**

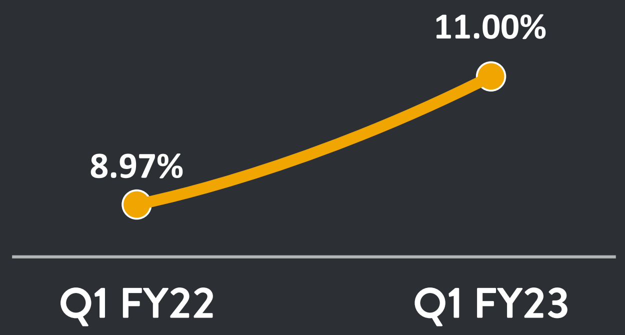
Note- Utilzation (%) has been calculated on installed capacity

KEY RATIOS (YoY)

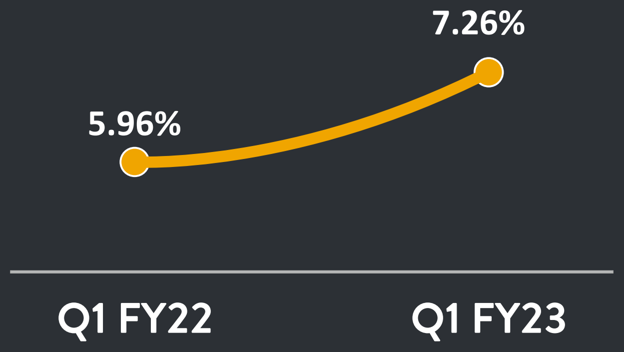
GROSS MARGIN (%)



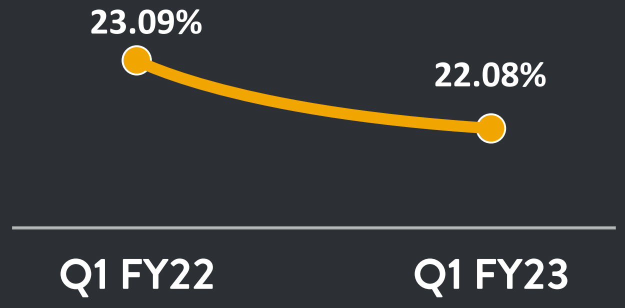
PBT MARGIN (%)



PAT MARGIN (%)

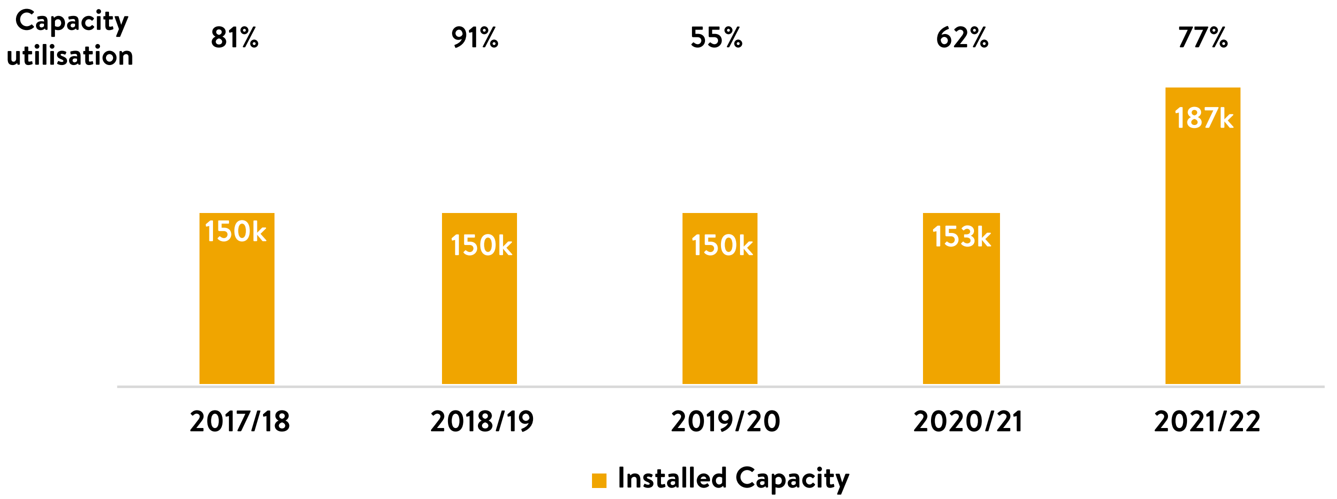


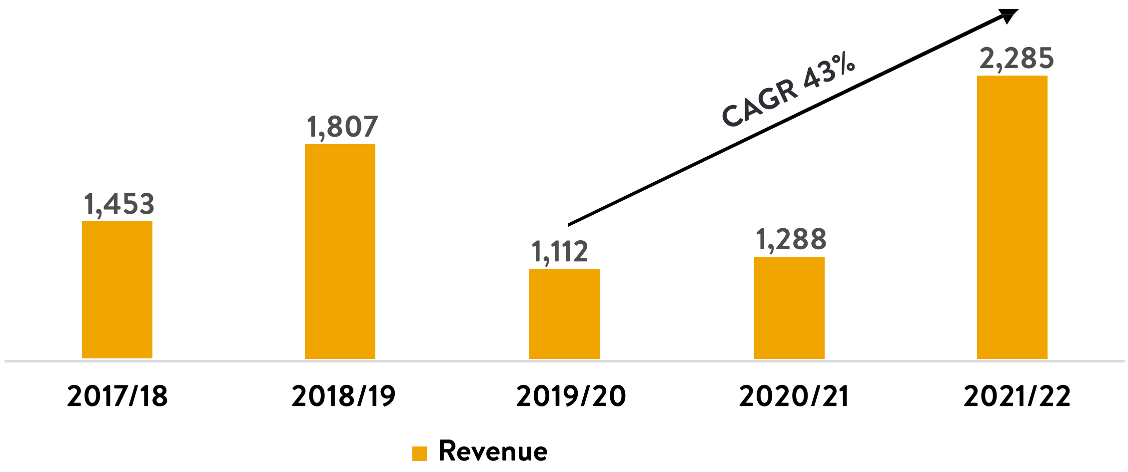
EBITDA MARGIN (%)



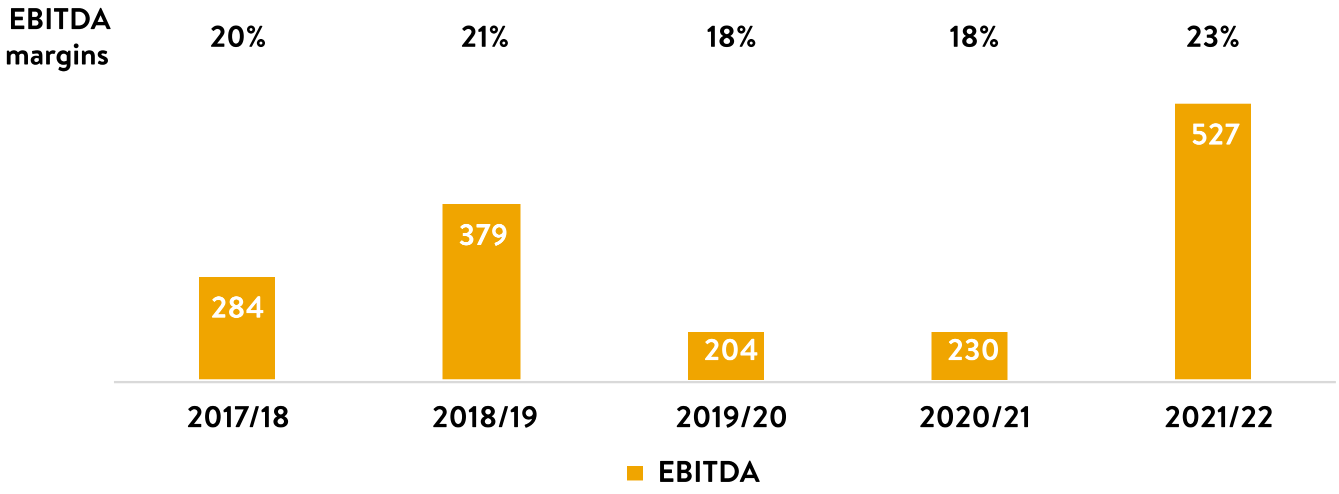
STRONG OPERATING AND FINANCIAL PERFORMANCE

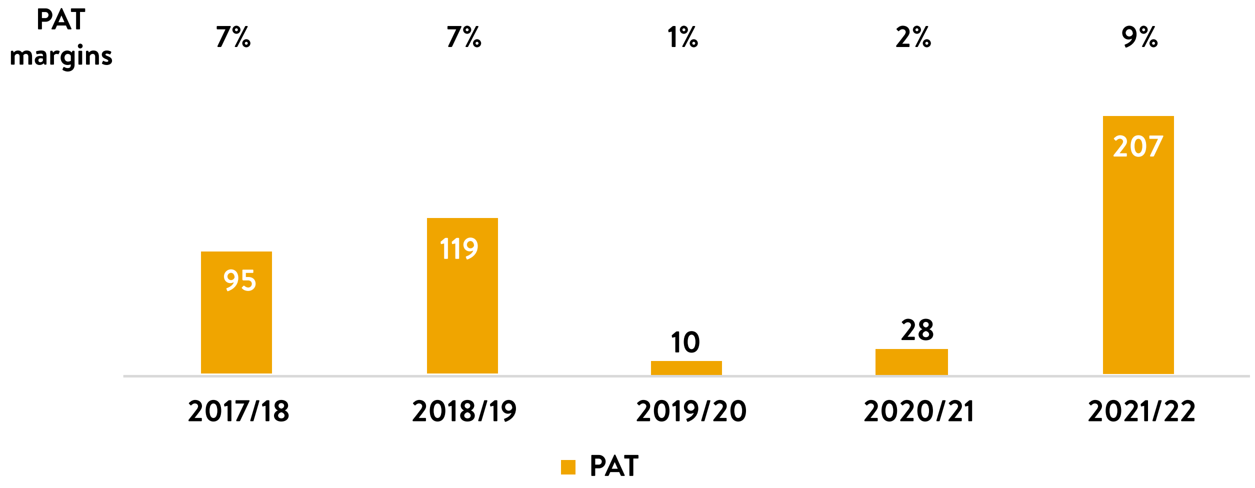
SUBSTANTIAL CAPACITY AUGMENTATION WITH HIGHEST REVENUE CLOCKING IN LAST 5 FINANCIAL YEARS, MUCH AHEAD OF PRE-COVID LEVELS...





...LEADING TO GROWTH IN PROFITABILITY



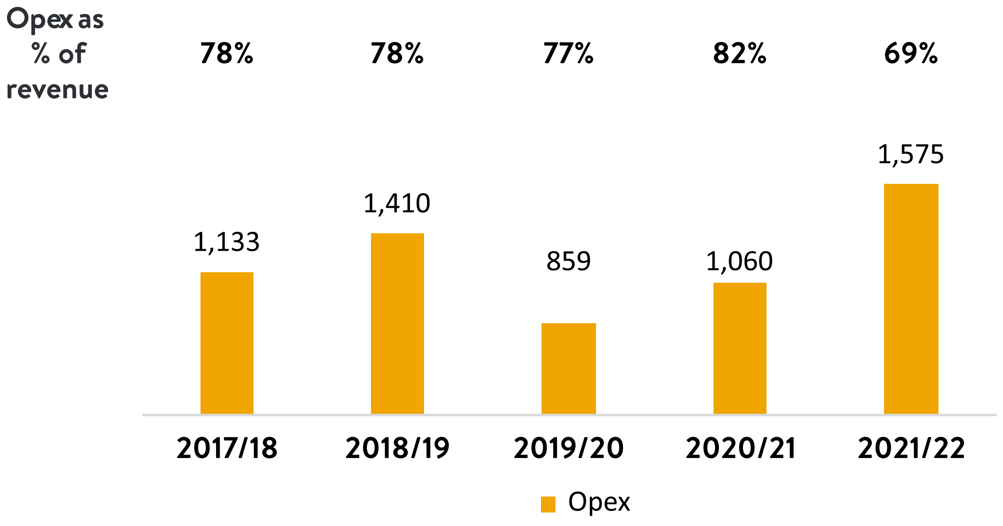


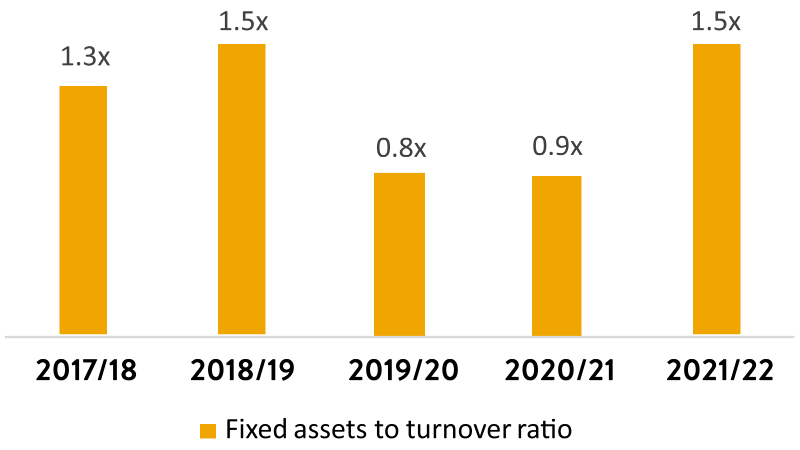
NOTE: ROUNDED OFF TO THE NEAREST WHOLE NUMBER, K REPRESENTS '000

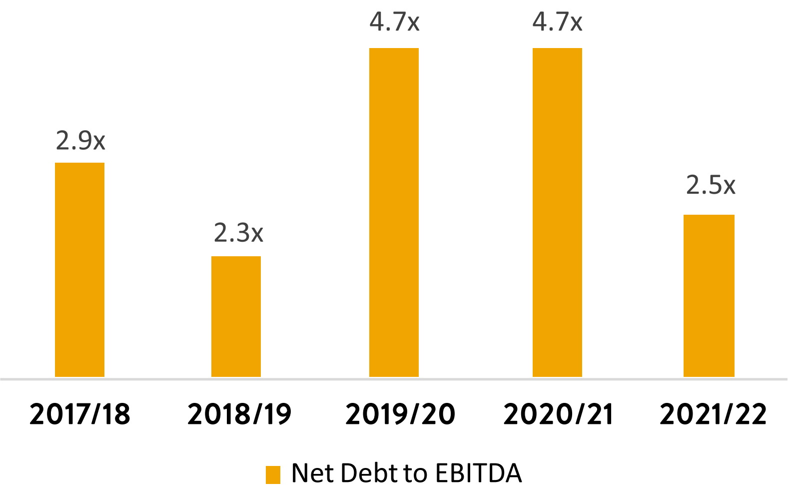
STRONG OPERATING AND FINANCIAL PERFORMANCE

IMPROVING OPERATING AND FINANCIAL LEVERAGE...

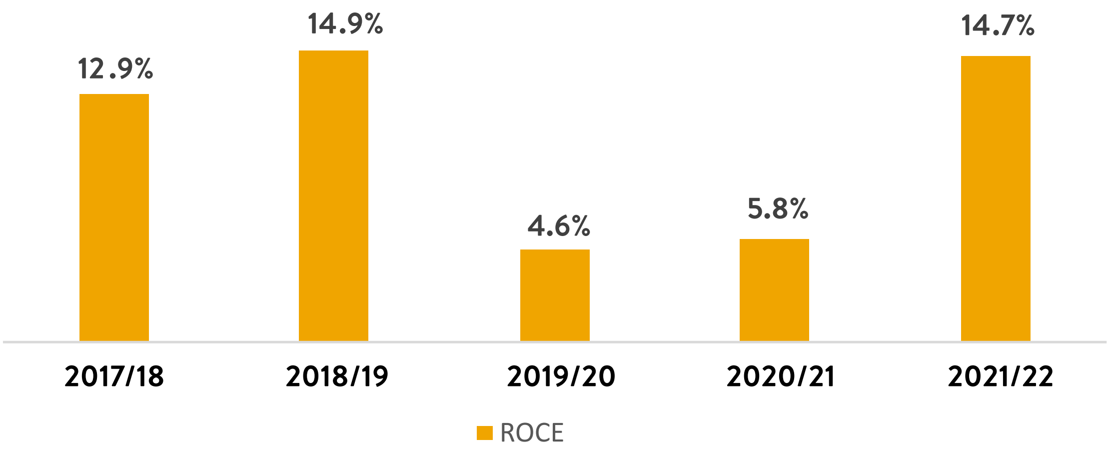
₹ / crores

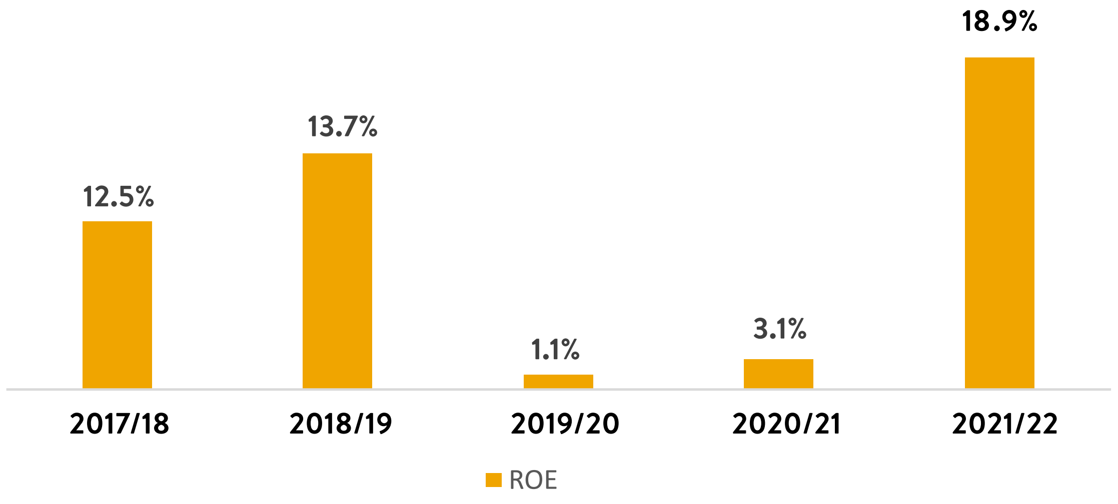






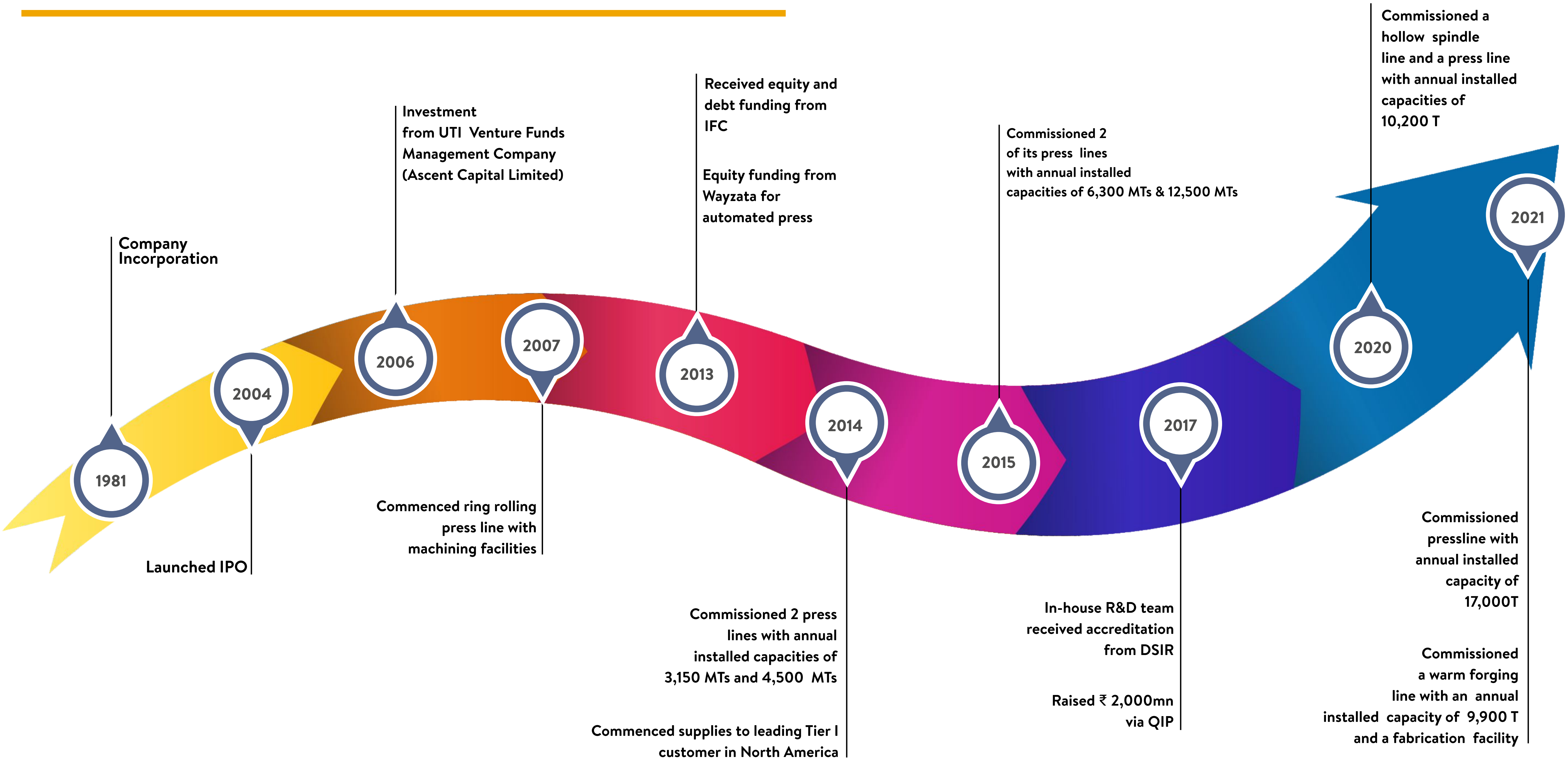
...LEADING TO A HIGHER ROCE AND ROE





ROUNDED OFF TO THE NEAREST WHOLE NUMBER
OPEX = TOTAL EXPENSES EXCLUDING DEPRECIATION & INTEREST AND CHANGE IN INVENTORY/ REVENUE
FIXED ASSETS TO TURNOVER RATIO = REVENUE / FIXED ASSETS
ROCE = EBIT LESS OTHER INCOME / (NET DEBT + EQUITY)
ROE = NET PROFIT / NET WORTH

BRIEF CORPORATE JOURNEY



OUR CORE STRENGTHS

CONTINUED FOCUS ON DIVERSIFICATION

- Geographical - Further diversification into international markets
- Sector -Increasing the gamut of products that are currently manufactured towards non-automotive customers
- Product - Diversification into high margin, niche products and EV

CONTINUED INVESTMENT IN INNOVATION AND TECHNOLOGY

- Enhancing R&D capabilities to further provide competitive edge with respect to quality and cost
- Investment in modern technology and equipments solidifying the competitive edge

CONTINUED COST AND PROCESS OPTIMIZATION DRIVING OPERATING LEVERAGE

- Accelerated efforts to optimize and improve process efficiency.
- Focus on achieving economies of scale

KEY INITIATIVES

IMPROVING
REVENUE MIX

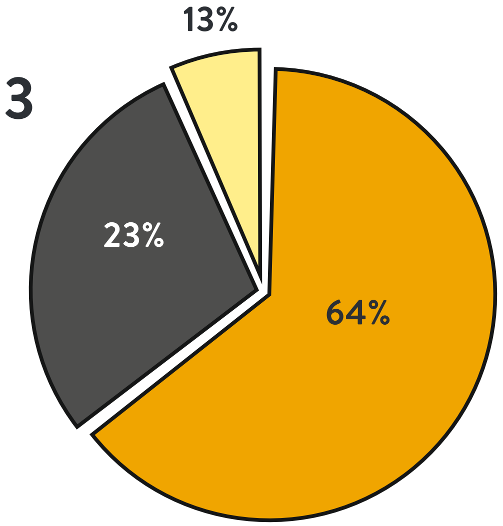
EV
PRESENCE

ESG
VISION

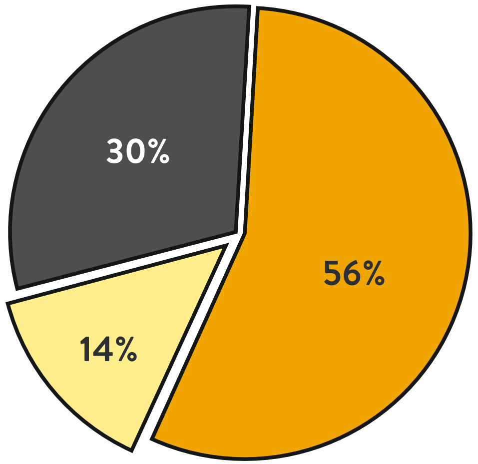
REVENUE MIX ACROSS SEGMENT

By Geography

Q1 FY23



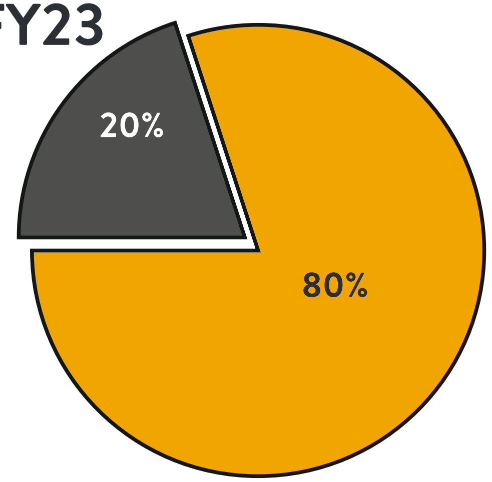
FY22



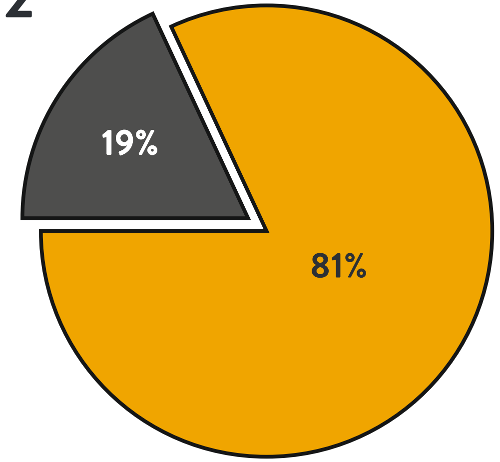
Asia Europe North America

By Segment

Q1 FY23

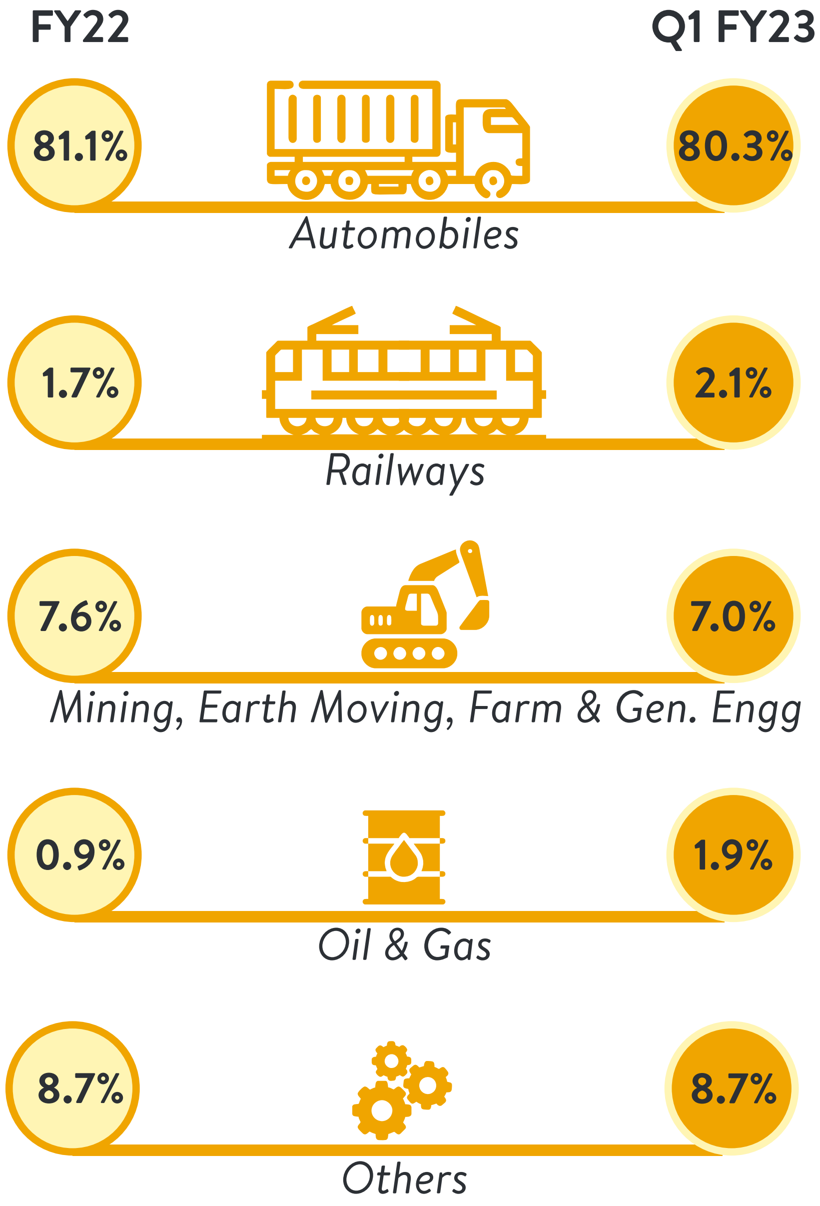


FY22

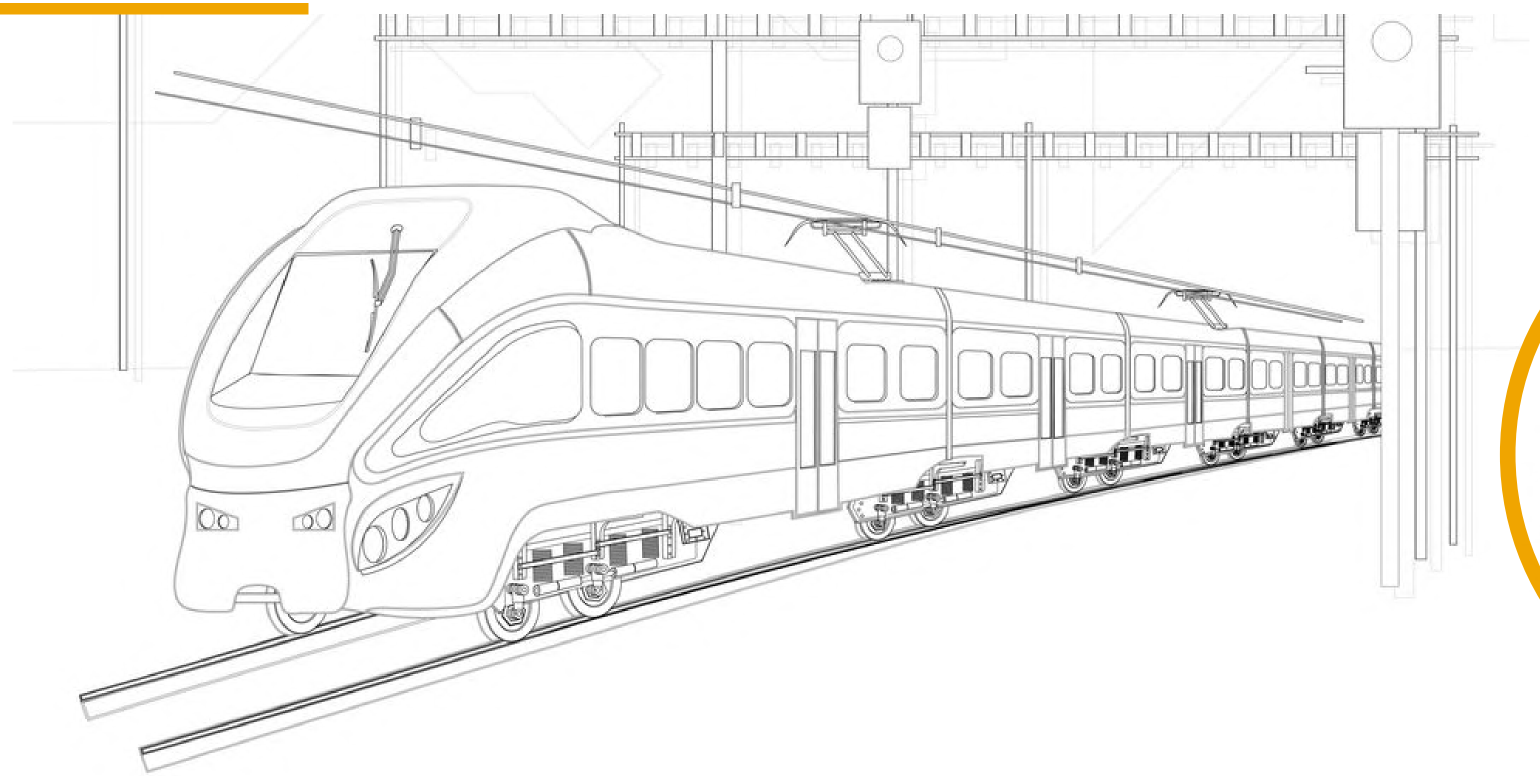


Auto Non Auto

By Industry



RAIL ROAD UPDATE



- Railway Passenger coaches undercarriage items like Bogie frame & Bogie bolster with strong quality adding to robust performance is making RKFL on its verge of entering in the preferred category.
- Locomotive undercarriage capacity assessment completed with positive results for supplies.
- Metro undercarriage approval process underway.

IMPROVING
REVENUE MIX

EV
PRESENCE

ESG
VISION

EV PROGRAMS RUNNING GLOBALLY

NORTH AMERICA

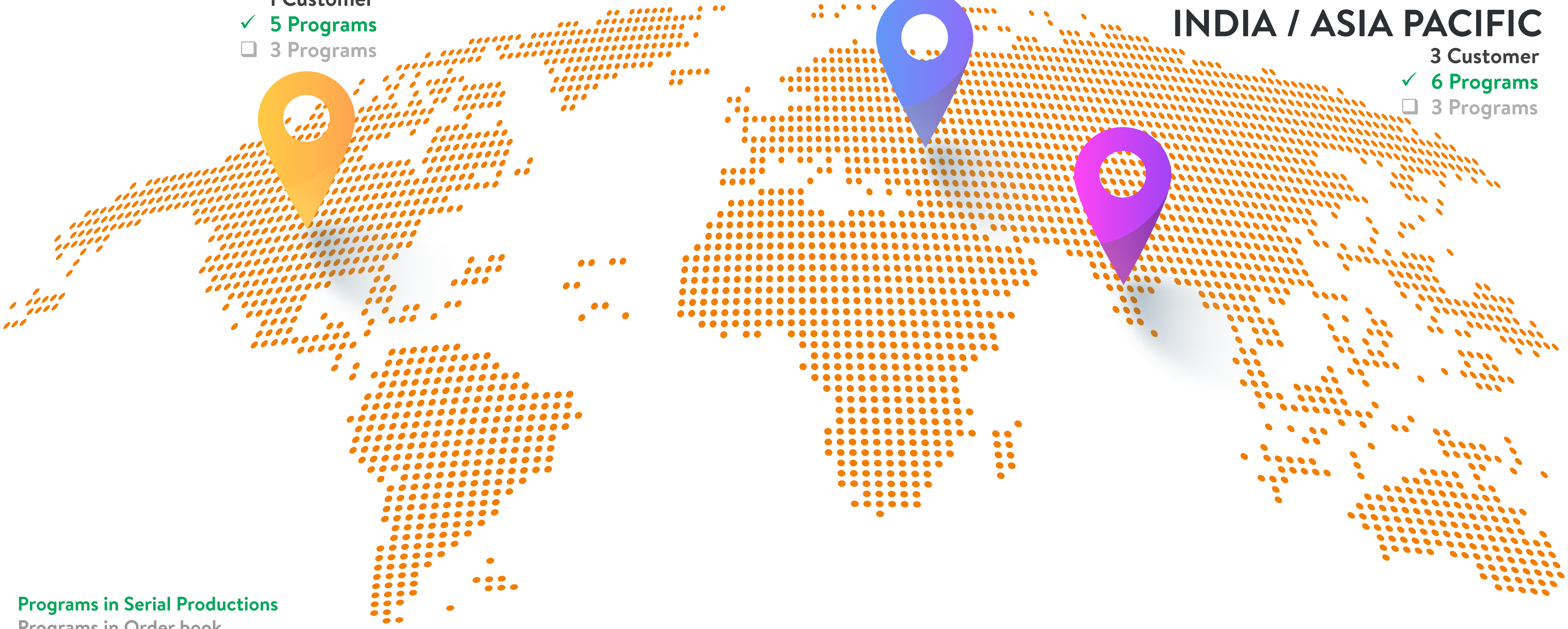
1 Customer
- ✓ 5 Programs
- ❑ 3 Programs

EUROPE

1 Customer
- ❑ 1 Program

INDIA / ASIA PACIFIC

3 Customer
- ✓ 6 Programs
- ❑ 3 Programs



✓ Programs in Serial Productions
❑ Programs in Order book

IMPROVING
REVENUE MIX

EV
PRESENCE

ESG
VISION

Planet

Adopting Clean Energy

Reducing GHG Emissions

Raw Material Sourcing

Waste Management

Employees, Suppliers & Local Community

Valuable Partnerships

Rewarding Workplace

Empowered Community

Business Longevity & Profitability

Effective Corporate Governance

Effective Risk Management

ESG IS CORE TO HOW WE CONDUCT OURSELVES

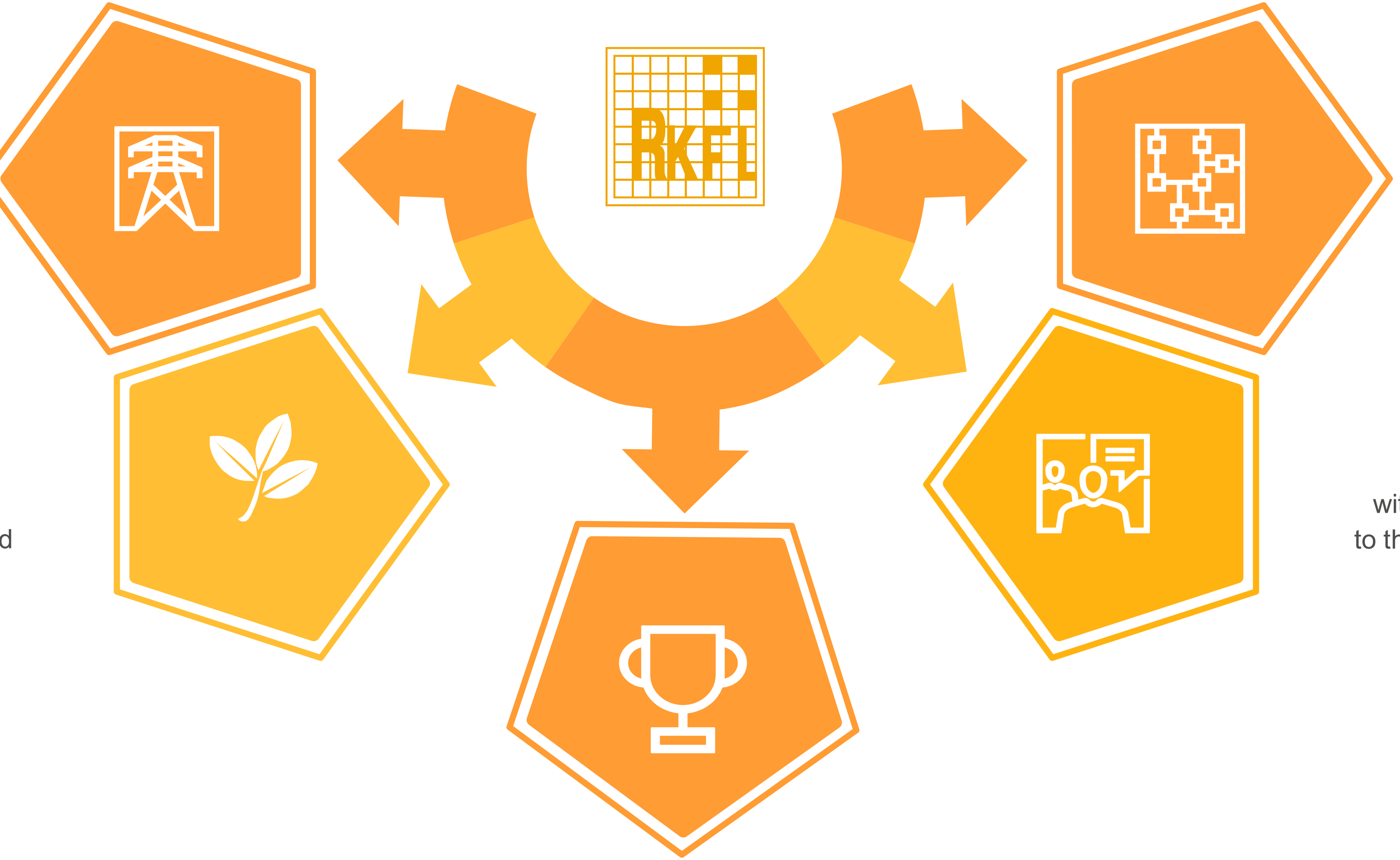
Over the last 12 months the company embarked on a transformational journey to engage with our Key Stakeholders, identify high priority ESG areas and set ambitious environmental, social and governance goals

ENVIRONMENTAL CONSCIOUSNESS

We will take sustained efforts towards creating a healthy planet by reducing our carbon footprint, mitigating climate change and optimizing our business operations

ROBUST GOVERNANCE

Following an effective governance model and focus on business integrity to achieve business & sustainability goals



VALUABLE PARTNERSHIPS

Develop relationships with our suppliers through assessments, collaborations, capacity building and develop a resilient supply chain.

EMPOWERED COMMUNITY

Ensuring positive relationships with our communities and contribute to their welfare by reducing inequality, promoting education, health and gender equality

REWARDING WORKPLACE

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

KEY METRICS TO ACHIEVE OUR ESG VISION

ENVIRONMENT

EMISSIONS

50%
Renewable energy mix by 2028

2050
Achieve Carbon Neutrality across Scope 1 & 2

WATER MANAGEMENT

100%
Recycling of water by 2025

WASTE MANAGEMENT

50%
Decrease in overall waste through 3 R's by 2030

SOCIAL

SUPPLY CHAIN MANAGEMENT

100%
Supplier Audits by 2024

HEALTH & SAFETY

ZERO
Accidents through incentive linked programs by 2024

EMPLOYEE DEVELOPMENT

100%
Employees trained on Human Rights by 2025

GOVERNENCE

BOARD DIVERSITY

10%
Women representation on Board by 2030

GENDER PAY GAP

ZERO
Gender pay disparity by 2030

FRAMEWORKS

TCFD
alignment 2023

OUR ESG ACHIEVEMENTS AS OF FY2022

ENVIRONMENT

The vision is to commit to preserving and protecting the environment across its operations

- Developed GHG inventory based on ISO 14064 and reported the removal of 45.17 tonnes CO_2e GHG emissions.
- In FY2022, scrap recycled monitoring was implemented - 50,000 tonnes of scrap is sold for recycling.
- Rainwater harvesting has been implemented at all plants as of FY2022 and the storage capacity of rainwater harvesting is 8,000 cubic meters
- Environmental management system is ISO 14001 certified.

SOCIAL

The vision is to be the employer and partner of choice for our employees and suppliers and help local communities thrive

- All plants are REACH compliant
- 22 people from neighboring villages have been trained and employed locally as of FY2022
- 80% of raw materials are sourced from domestic indigenous vendors
- RKFL is ISO 9001 and TS - 16949 certified to ensure highest product quality
- The company has a transparent employee grievance redressal mechanism (GRM) and a grievance redress committee (GRC)
- The company has provided a Group Floater Policy for employees

GOVERNANCE

The vision is to operate ethically and responsibly with transparency

- 61% of Board of Directors are Independent
- Board Meeting attendance rate is 94% in FY22
- A standalone whistle- blower policy is in place
- Environmental risks are assessed based on standards such as ISO 14001, ISO 45001, etc.

STEPS TOWARDS A SUSTAINABLE SUPPLY CHAIN

Localizing supply chains not only presents a tremendous opportunity to minimize emissions and energy use from storage to logistics. It also helps local communities thrive.

Ramkrishna Forgings Limited recognizes these advantages and tapped into a network of medium-sized suppliers around its factories which compliments their manufacturing capabilities without compromising on the quality of raw materials from local vendors. 80% of Ramkrishna Forgings raw materials are sourced locally as of 2022.

To also support neighboring communities with economic opportunities, we work with a local contractors that help train and employ workmen in our operations from local rural communities across our plants. As of 2022, 22 workmen work in Ramkrishna Forging's plants.

CONFERENCE CALL DETAILS

Q1 FY23 EARNINGS CALL

SCHEDULED ON:
THURSDAY, 21 JULY 2022 AT 16:30 HOURS INDIA TIME

PRE-REGISTRATION LINK

CLICK HERE TO JOIN THE CALL

SAFE HARBOR

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’)

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THANK YOU

COMPANY :

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