

BHARAT FORGE



KALYANI

INVESTOR PRESENTATION

August 2017 | Bharat Forge Ltd. | Pune

MAKING IN
INDIA
FOR THE WORLD



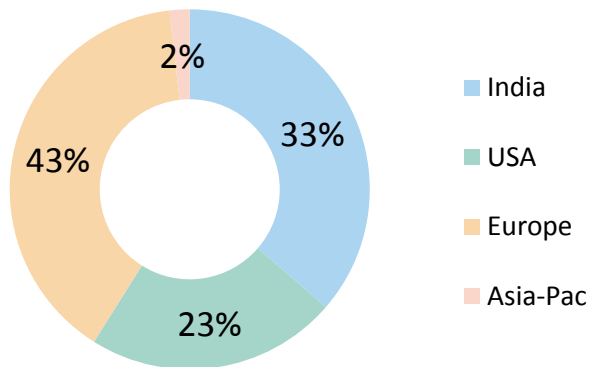
Bharat Forge Limited - A Global Industrial Conglomerate



BHARAT FORGE: PROFILE

- Consolidated Revenues: ~ US\$ 1 Bn
- 10 Manufacturing locations across 5 countries.
- Global Marquee Customer base of more than 35 OEM's & Tier-1 companies across automotive & industrial applications.
- No single customer exceeds 6% of consolidated revenues.

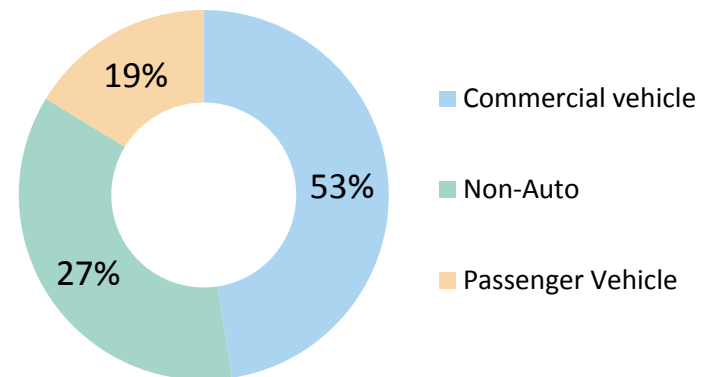
REVENUE BREAK-UP BY GEOGRAPHY – FY 2017



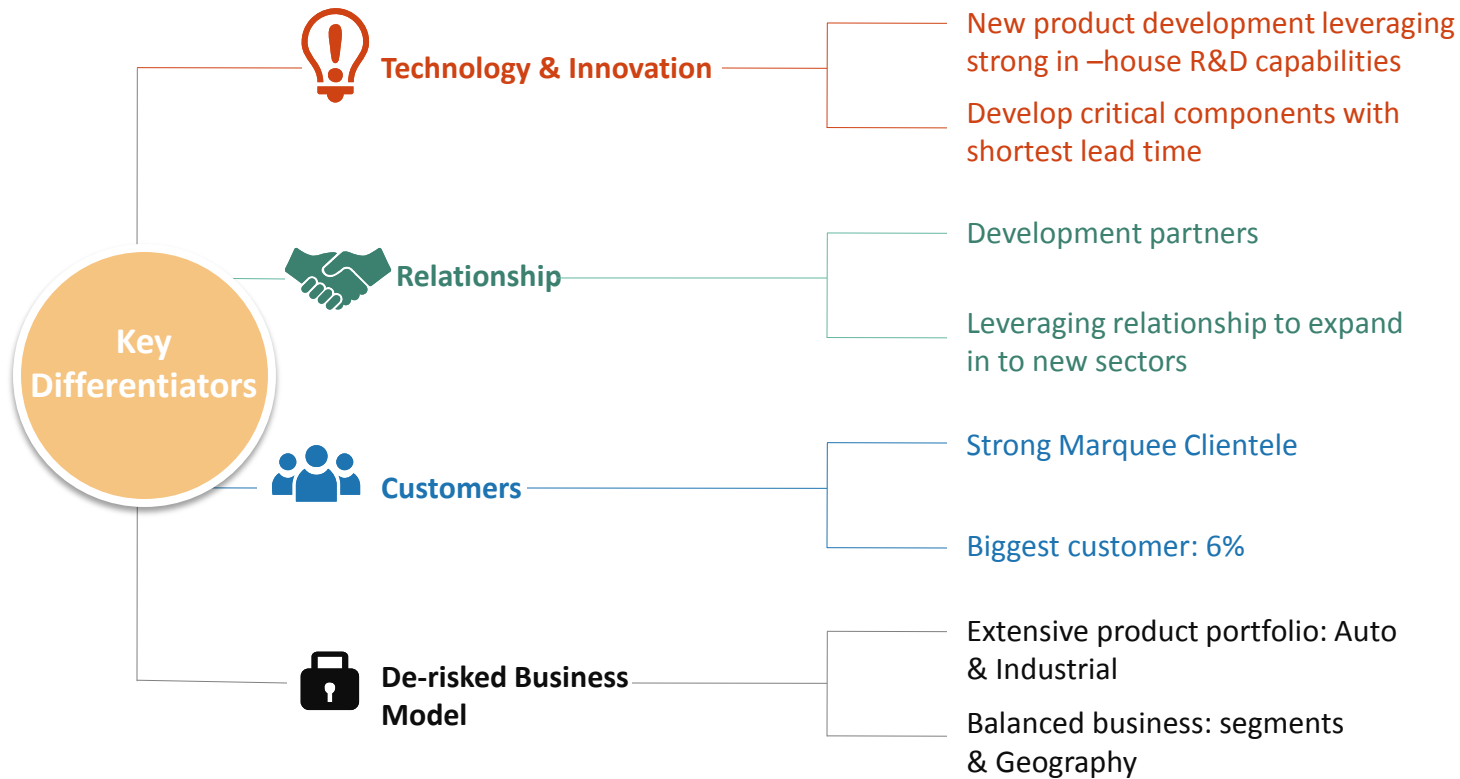
GLOBAL FORGING CONGLOMERATE

Geography	Capacity (TPA)
	403,750
	185,000
	30,000

REVENUE BREAK-UP BY SEGMENTS – FY 2017

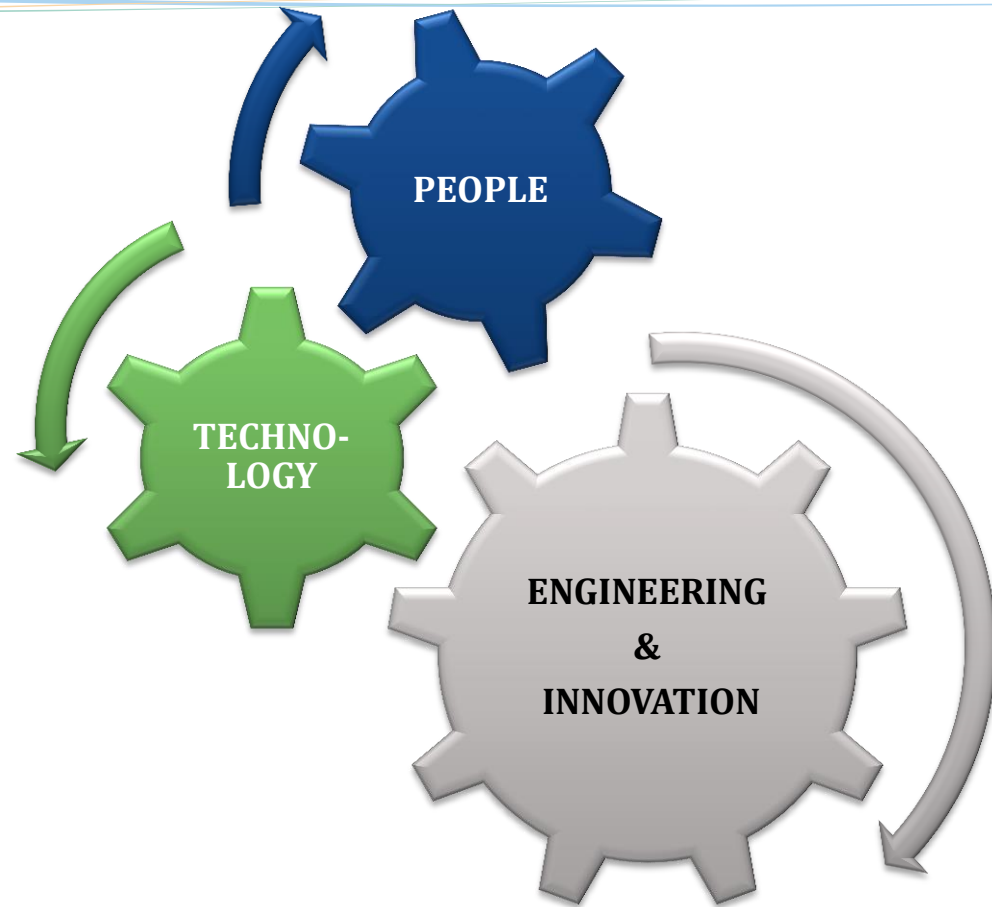


Bharat Forge Limited – Key Differentiators



Transformational Shifts around three Success Levers

1. From 'Muscle Power' to 'Brain Power'
2. Creating a 'Knowledge Workforce'
3. Modernizing 'Technology & Operations'
4. From a 'Generic Supplier' to a 'Partner of Choice'
5. From an 'Indian Company' to a 'Global Company'
6. Steadfast 'Focus on R&D' to develop new capabilities and sustain competitive edge.

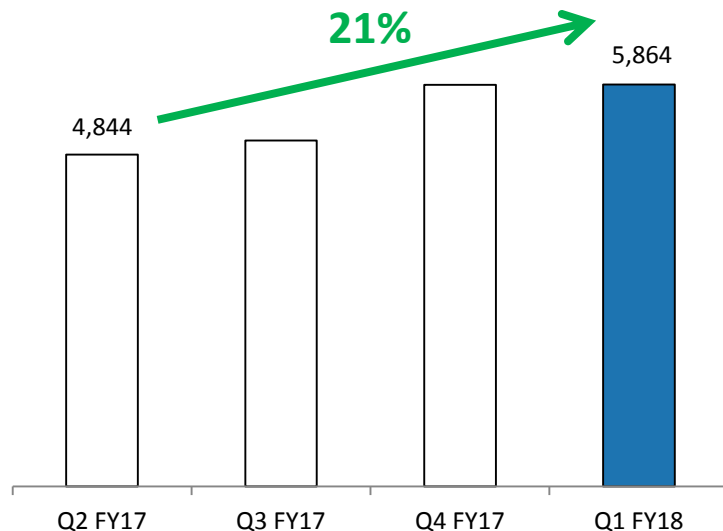


Q1 FY 2018 : Continuation of the recovery

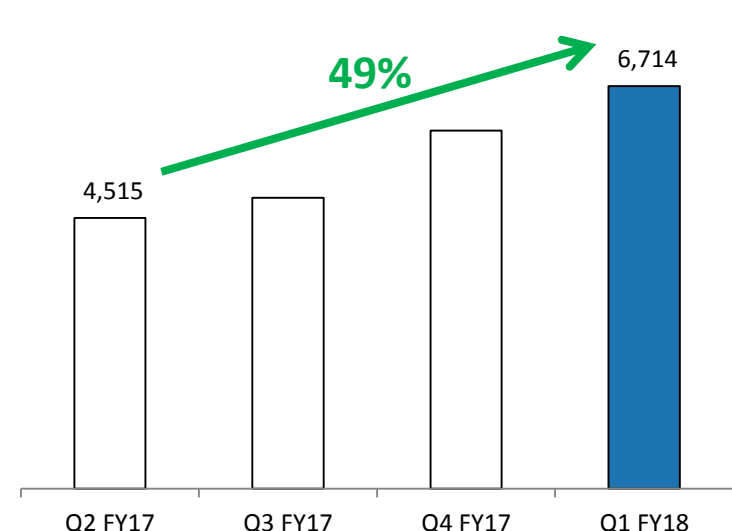


- Export Markets - Strong growth momentum on account of revival in Industrial segment and US Class 8 truck market.
- Domestic Markets - Growth in Industrial segment helped to overcome temporary slowdown in M&HCV market demand.

Domestic Revenues



Export Revenues



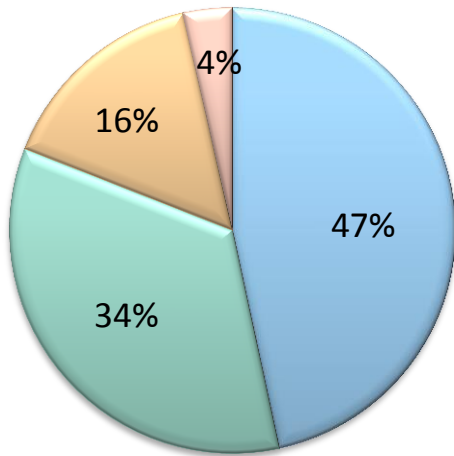
Standalone Results – Q1 FY 2018



(INR Million)

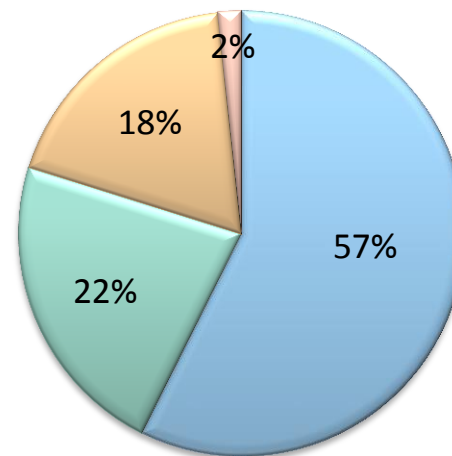
Particulars	Q1 FY18	Q1 FY17	% change
Shipment Tonnage	55,100	49,098	12.2
Domestic Revenue	5,864	5,492	6.8
Export Revenue	6,714	4,079	64.6
Total Revenue	12,578	9,571	31.4
EBITDA	3,457	2,537	36.3
EBITDA %	27.5%	26.5%	
PBT before Ex Gain/ (loss)	2,757	1,883	46.4
PAT	1,751	1,221	43.4

Geographical Breakup - Standalone



Q1 FY 2018

- India
- Americas
- Europe
- Asia-Pac

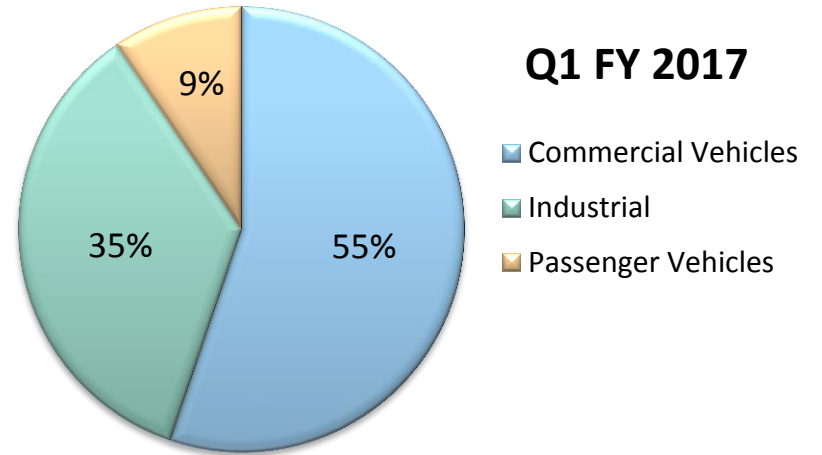
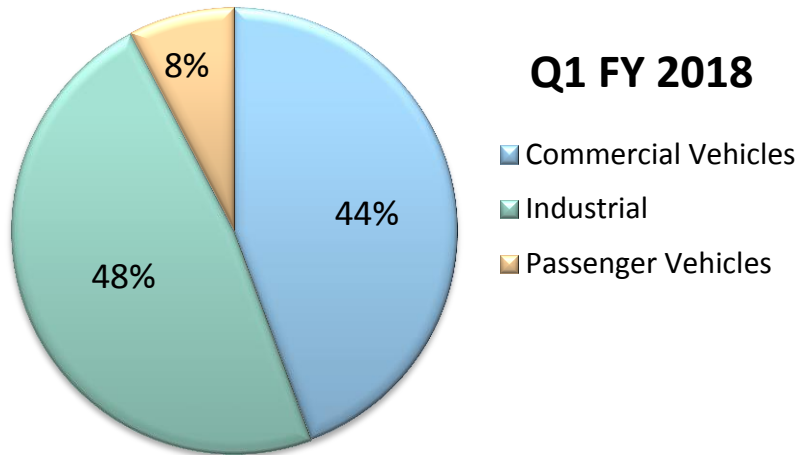


Q1 FY 2017

- India
- Americas
- Europe
- Asia-Pac

Particulars (INR Million)	Q1 FY 2018	Q1 FY 2017	% Change
India	5,864	5,492	6.8%
Americas	4,318	2,149	101.0%
Europe	1,952	1,769	10.4%
Asia Pacific	443	161	174.9%

Segmental Breakup - Standalone



Particulars (INR Million)	Q1 FY 2018	Q1 FY 2017	% Change
Commercial Vehicles	5,005	4,688	6.8%
Industrial	5,412	3,003	80.2%
Passenger Vehicles	868	802	8.2%

Performance of International Operations

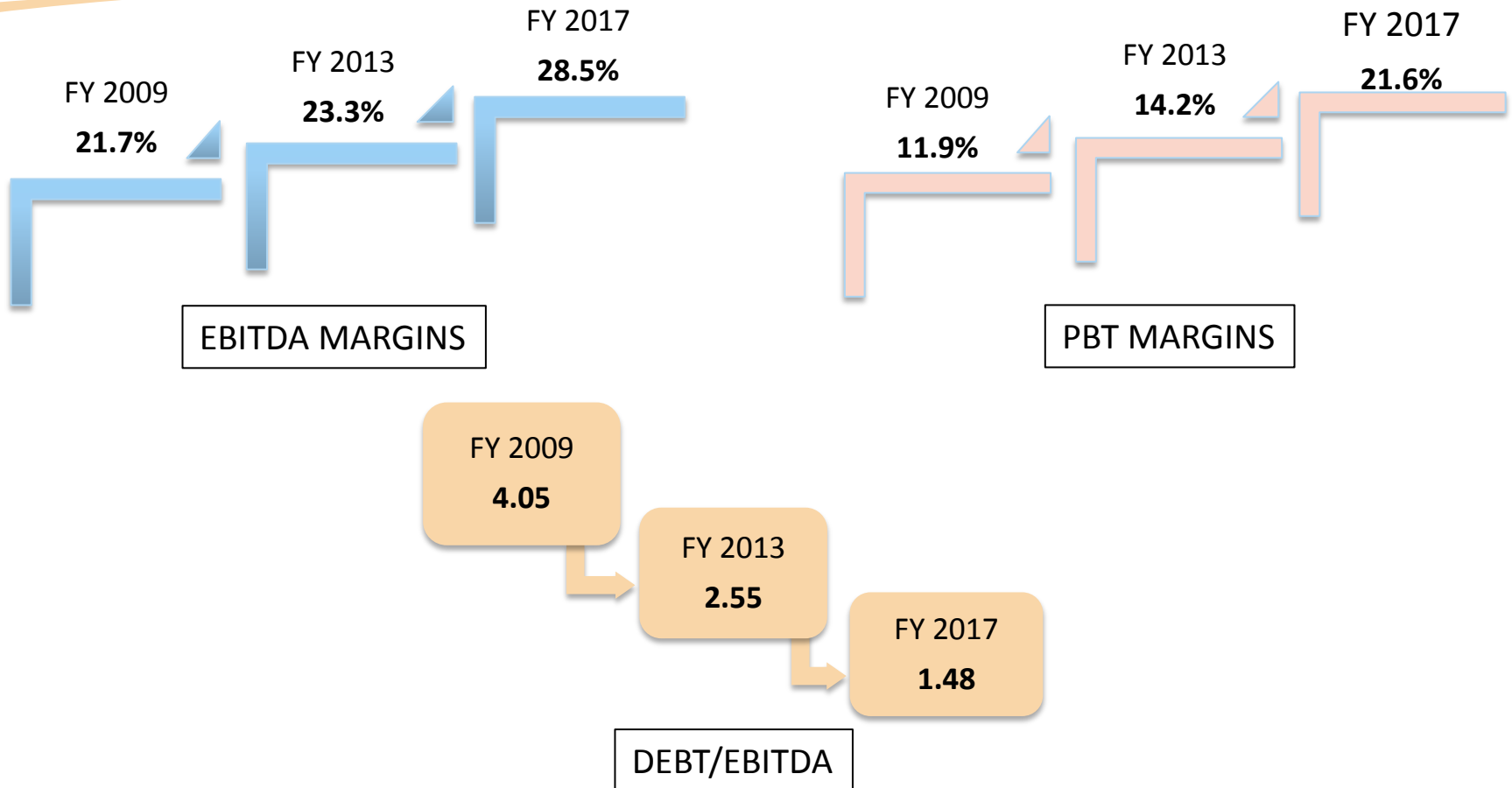


(INR Million)

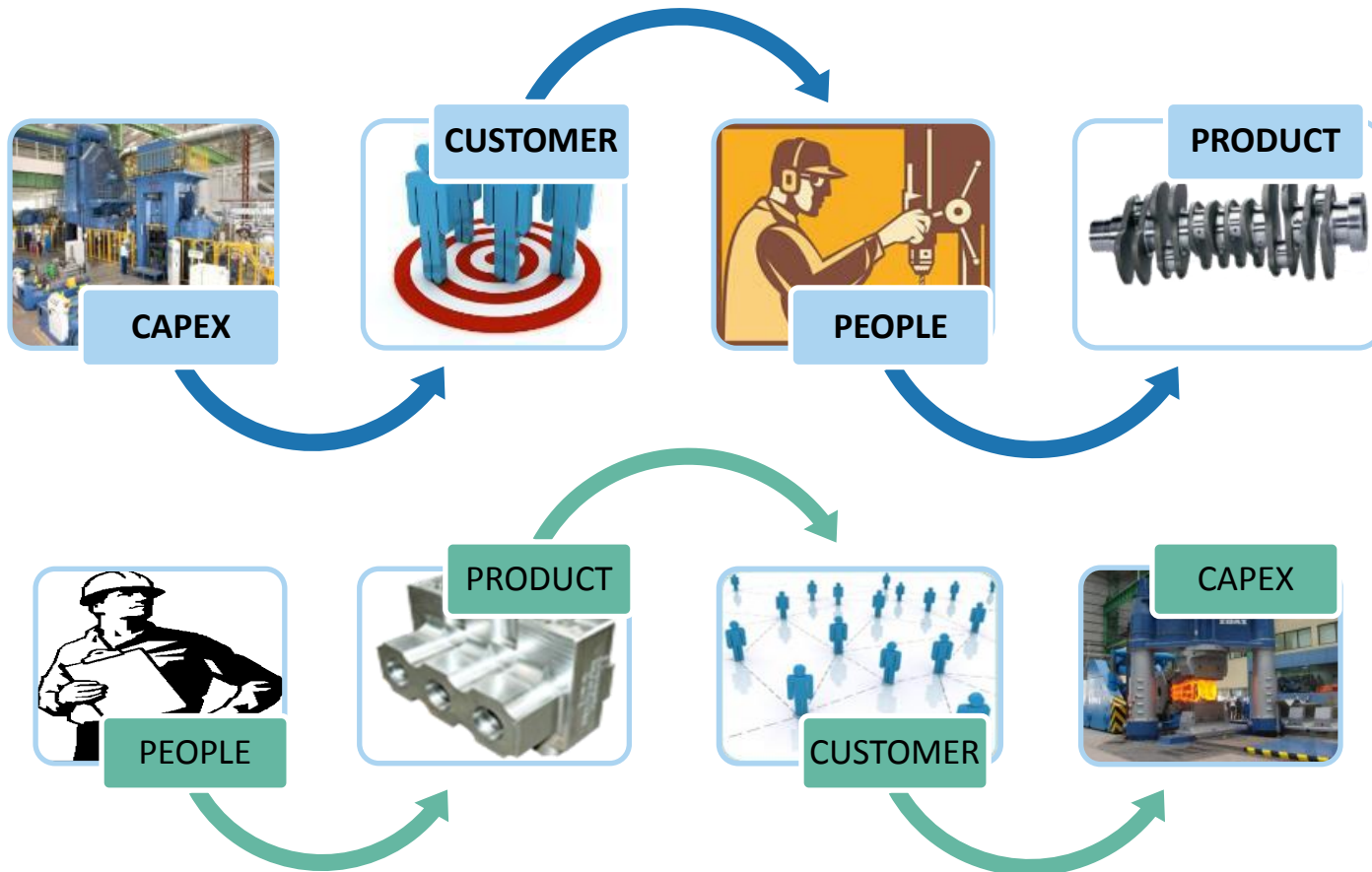
Particulars	Apr - Jun 2017	Apr - Jun 2016	% change
Total Income	6,874	6,318	8.8
EBITDA	506	492	2.9
EBITDA %	7.4%	7.8%	
PBT	104	101	3.0

- Growth in revenues out performed the growth in the underlying markets on account of increased customer penetration.
- Continue to focus on productivity improvement and cost control measures to improve margins.

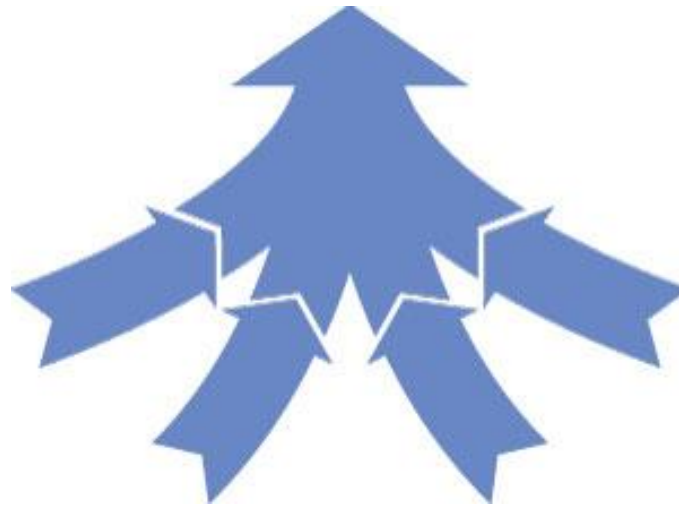
Increasing resilience in every trough



Asset Light Capex: Changing the Approach



Way forward



De-risk

Focus on increasing share of counter-cyclical sectors.

Deleverage

Continue to focus on asset light model & lean balance sheet.

Develop

New product development to increase content per equipment.
New products to lead growth over the next 5-7 years.

Demonstrate

Focus on assimilation & implementation of new technologies & processes to increase stickiness with customers.

Disclaimer



This presentation contains certain forward looking statements concerning Bharat Forge's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, interest rates and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company. No part of this presentation shall be reproduced, copied, forwarded to any third party either in print or in electronic form without prior express consent of the company.

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THANK YOU

