

BHARAT FORGE



KALYANI

# INVESTOR PRESENTATION

June 2018 | Bharat Forge Ltd. | Pune

MAKING IN  
**INDIA**  
FOR THE WORLD



# A Snapshot

BHARAT FORGE



**REVENUE** - Consolidated Revenue : US\$ 1.3 Billion; Standalone Revenue: INR 53,160 Million



**MANUFACTURING LOCATIONS** - 10 Manufacturing locations across 5 countries



**WORKFORCE** - Global Workforce of 5,000+ employees



**MARQUEE CUSTOMERS** - Leading Automotive & Industrials OEMs & Tier 1 Suppliers



**LARGEST EXPORTER** - of Auto Components from India



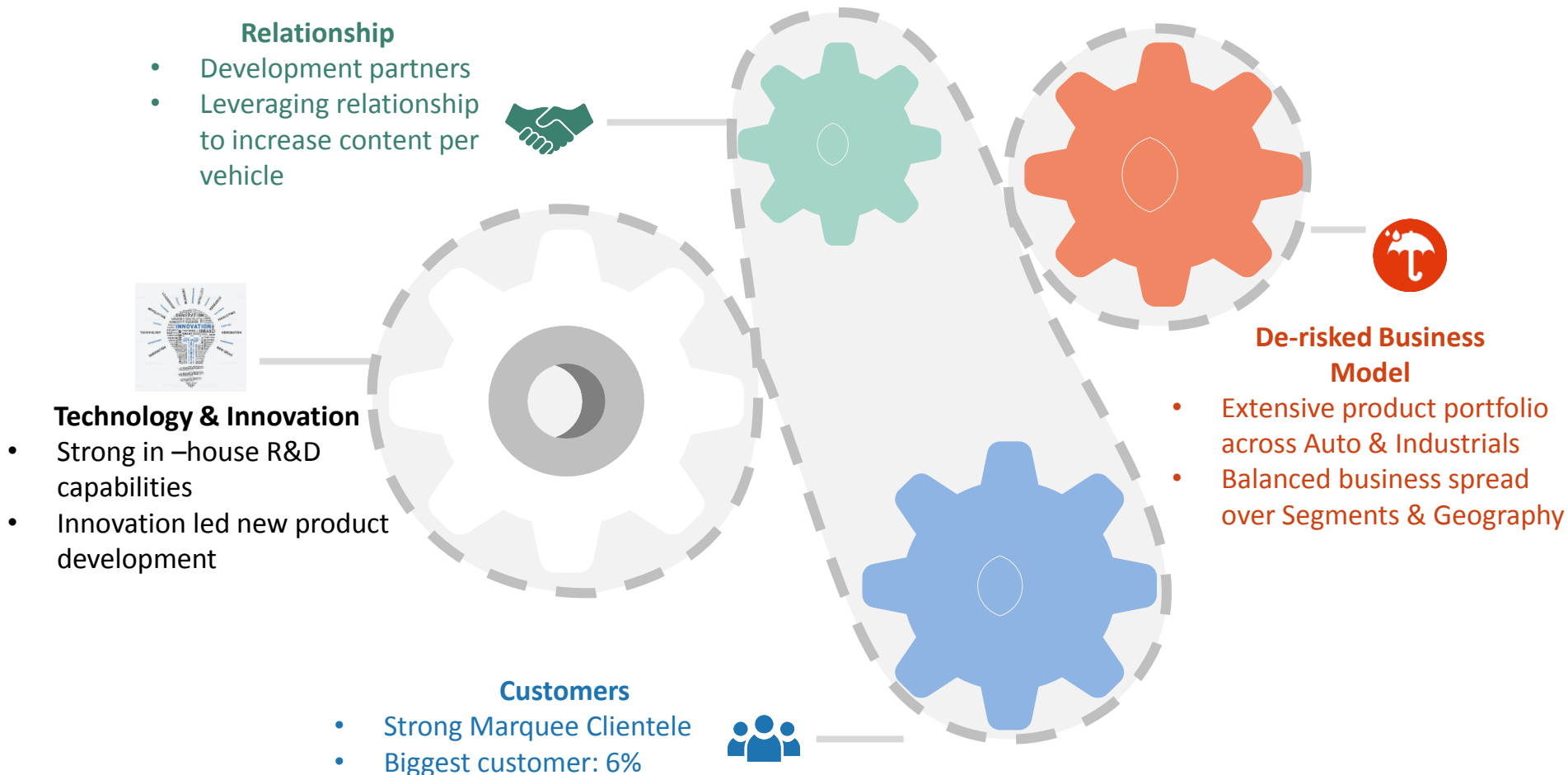
**GLOBAL LEADERSHIP** - In Powertrain & chassis components



**TRANSFORMATION** - From Preferred Supplier to Development Partners

# Key Differentiators help create an efficient organization

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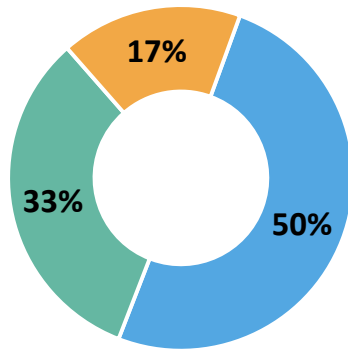


# Consolidated Financials

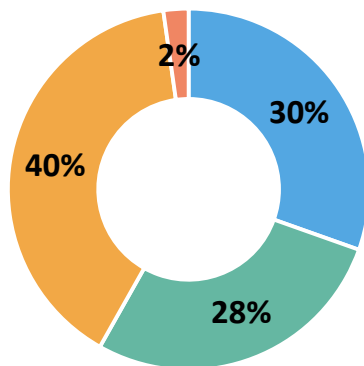
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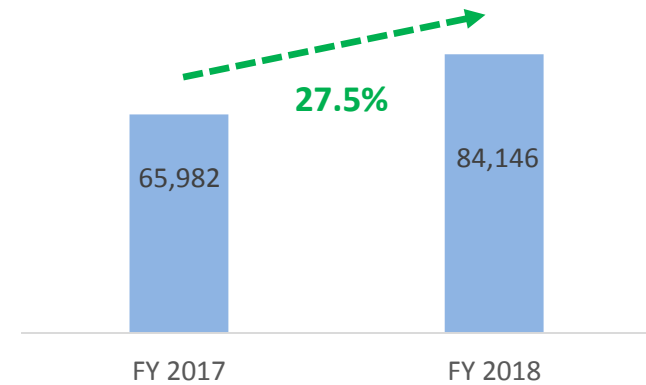
■ Commercial Vehicles ■ Non-Auto ■ Passenger Vehicles



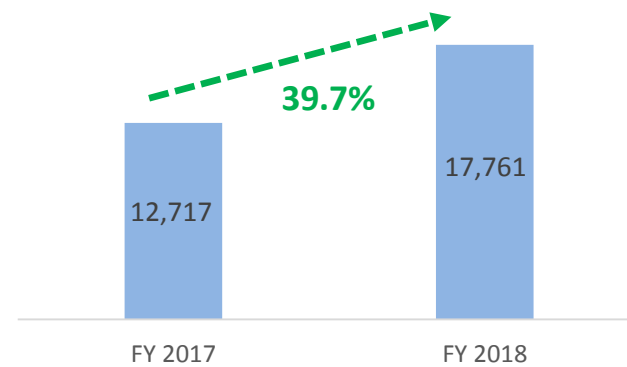
■ India ■ USA ■ Europe ■ Asia-Pac



## REVENUES



## EBITDA



# Strong balance sheet

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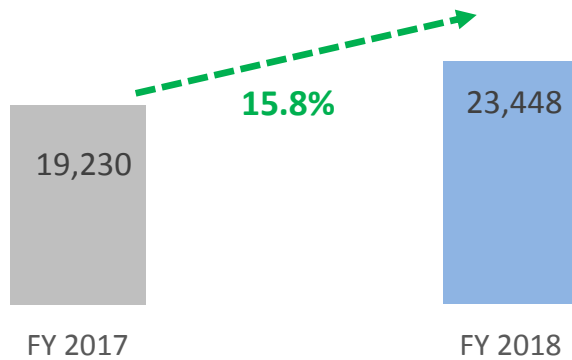
Particulars	Standalone		Consolidated	
	FY 2018	FY 2017	FY 2018	FY 2017
Long Term D/E (Net)	(0.06)	0.02	(0.01)	0.10
ROCE (Net)	22.5%	14.9%	19.8%	15.3%
Return on Net Worth	17.7%	12.9%	16.1%	17.2%

# Standalone Results - FY 2018

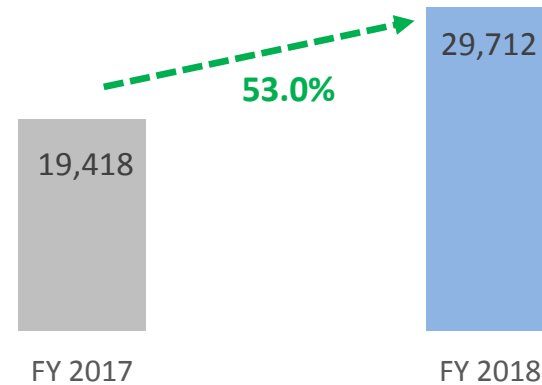
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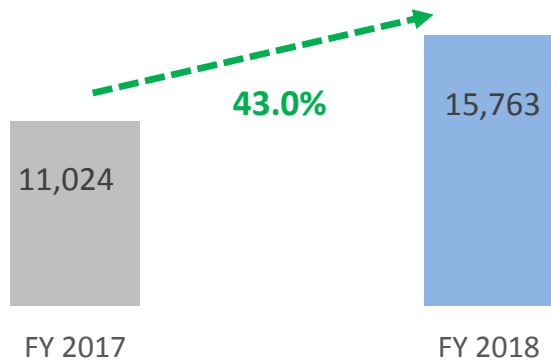
Domestic sales



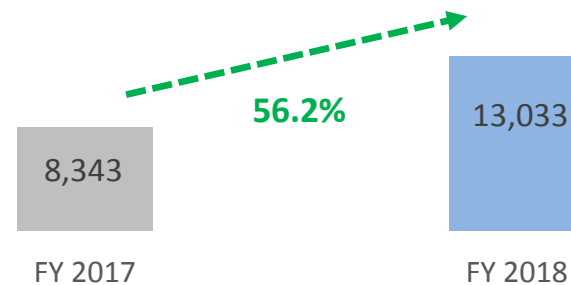
Export Sales



EBITDA



PBT before exchange Gain/(Loss) & Exceptional



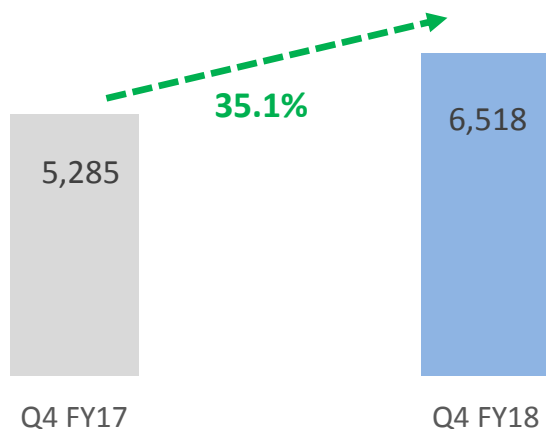
\* All values in Rs. Million

# Standalone Results - Q4 FY 2018

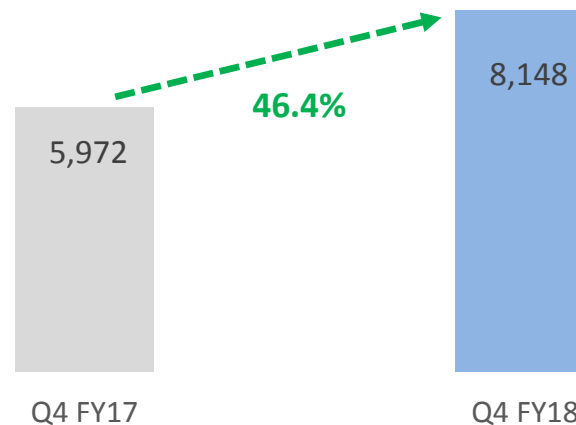
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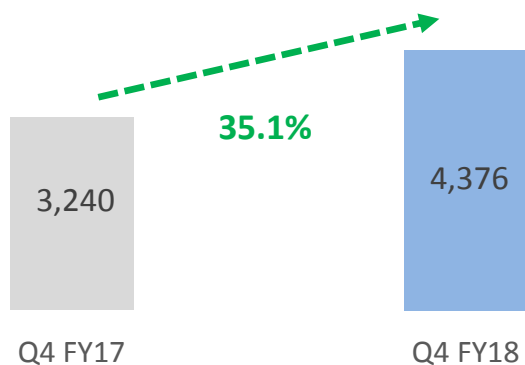
Domestic sales



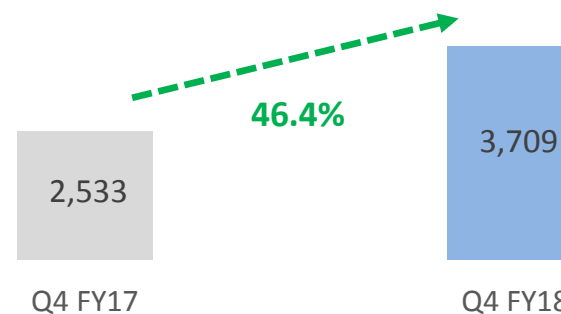
Export Sales



EBITDA



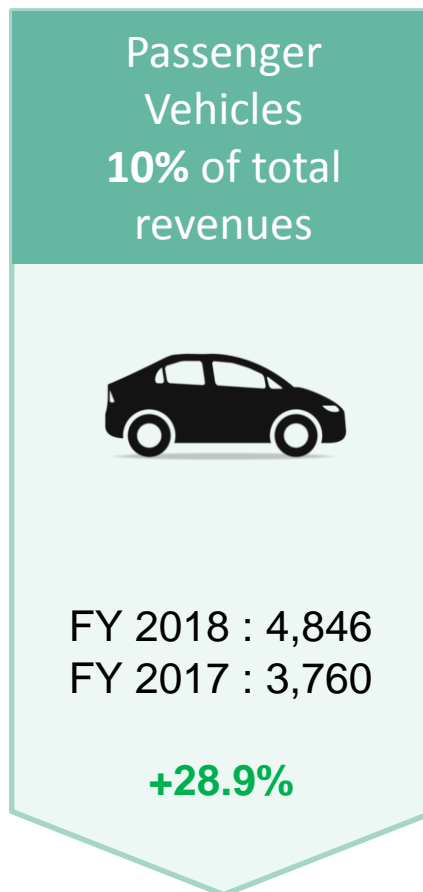
PBT before exchange Gain/(Loss) & Exceptional



\* All values in Rs. Million

# Segmental Breakup - Standalone

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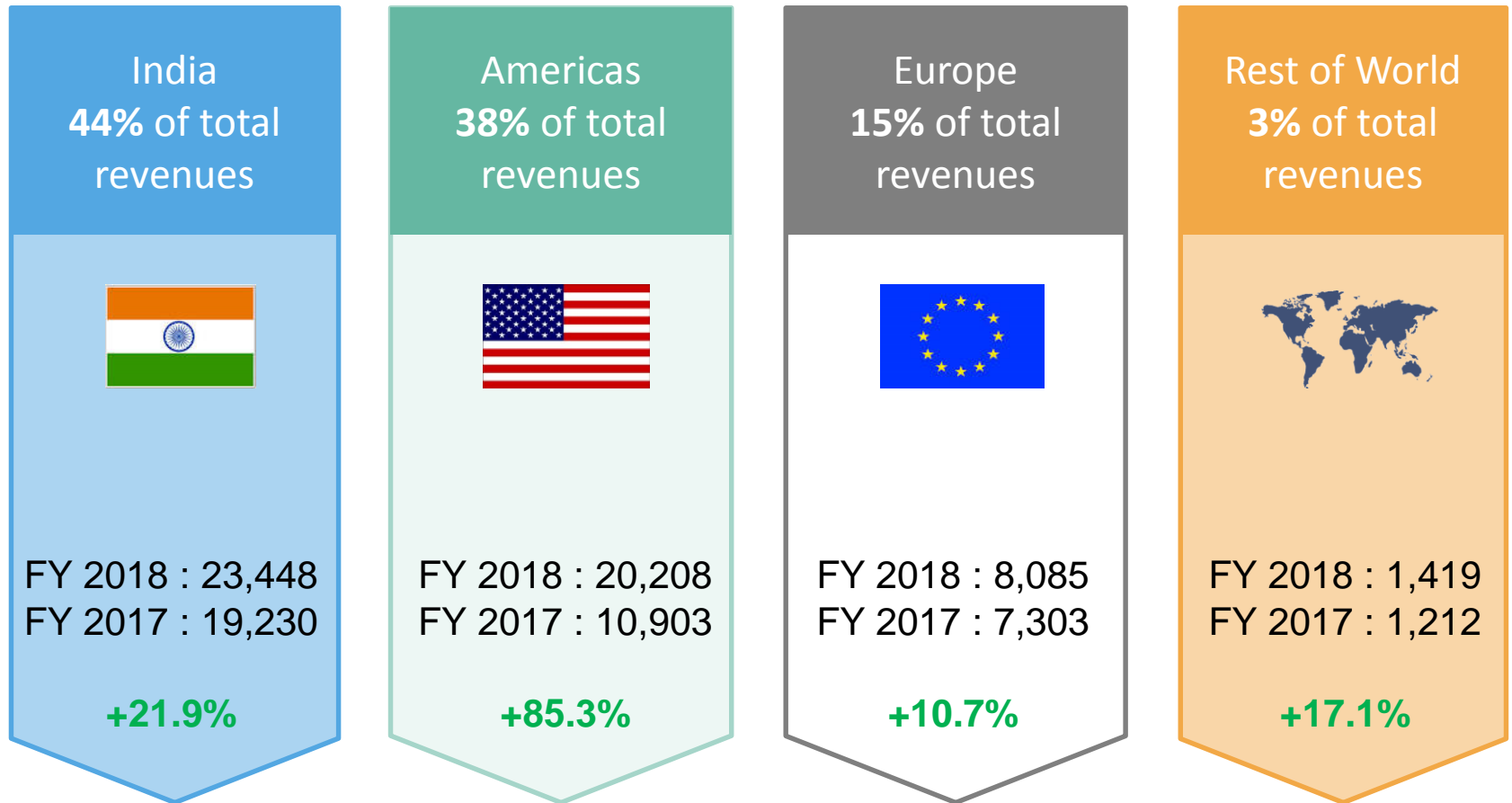
- Highest Revenue recorded in all the segments the company operates in.

(Values In INR Million)



# Geographical Breakup - Standalone

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- Strong growth across all geographies on the back of improved end markets and increased customer traction

(Values In INR Million)

# New order wins

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**1,500**  
INR  
Crores

## New Business wins

Won over past two years (FY 2016 – FY 2018)  
Driven by new product development

**48%**

## Of new order wins from Industrials

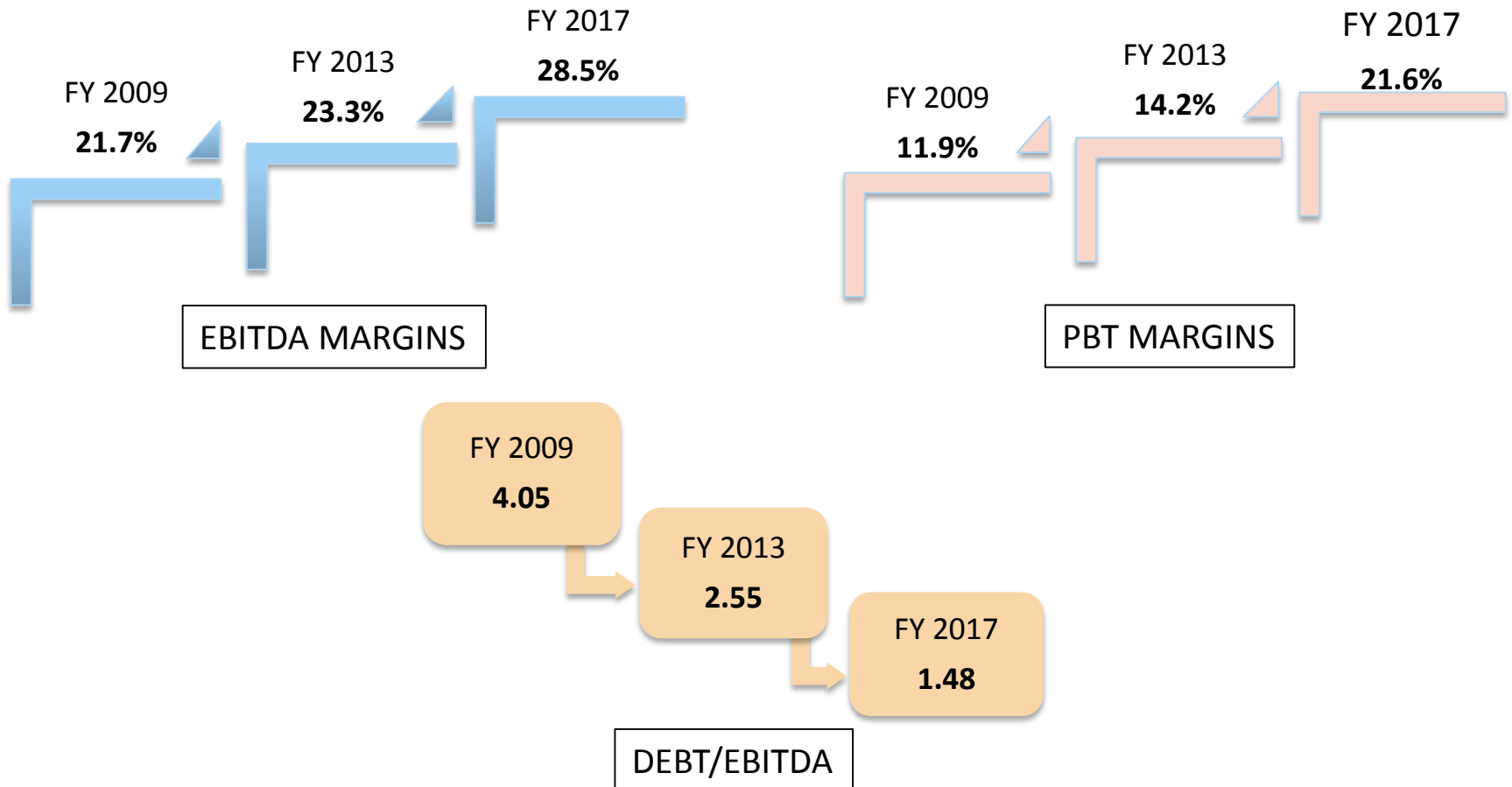
De-risking the revenue stream within Industrials  
sector-wise and customer-wise

**40%**

## Of new order wins from Passenger Vehicles

Increasing contribution from Passenger Vehicles by  
new customer additions and value added products

# Increasing resilience in every trough



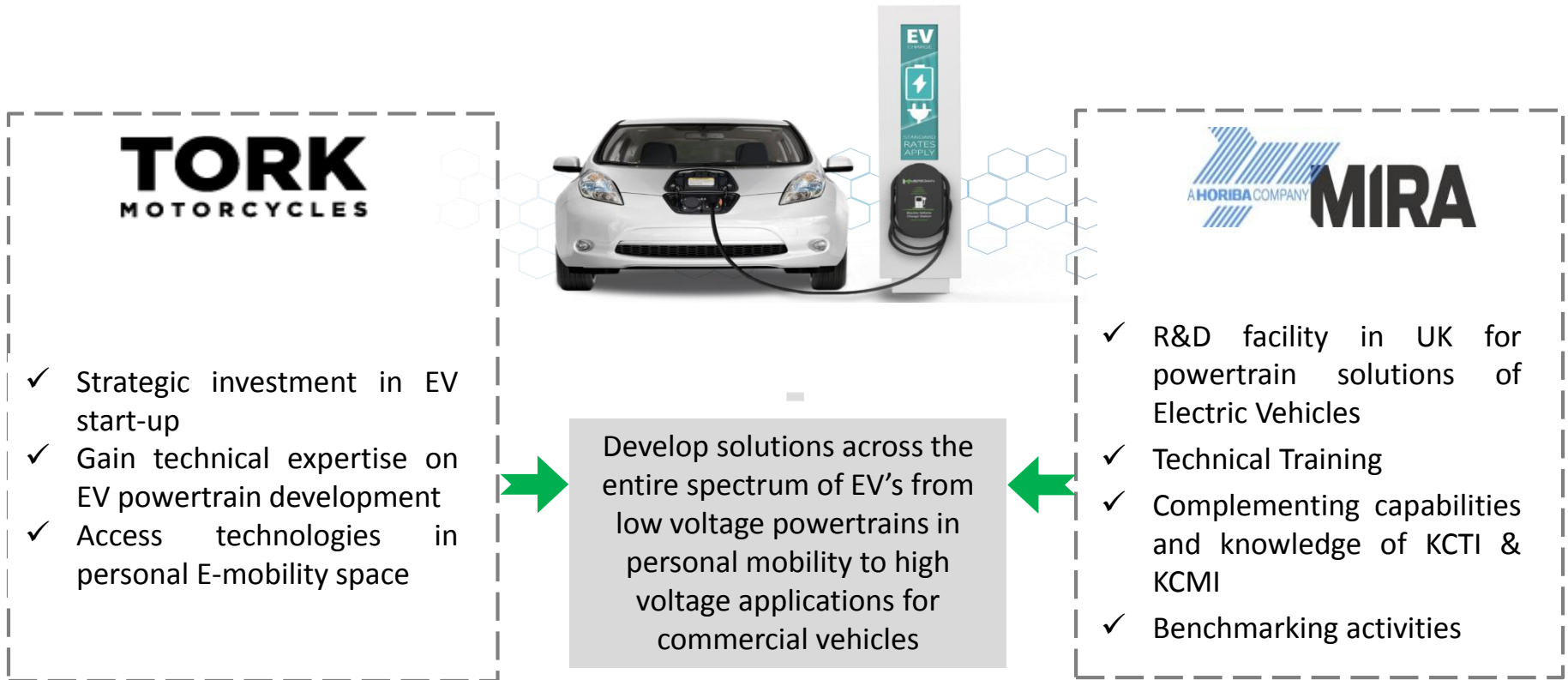
*(INR Million)*

Particulars	CY 2017	CY 2016
Total Income	26,807	22,566
EBITDA	1,823	1,689
<b>EBITDA %</b>	<b>6.8%</b>	<b>7.5%</b>
PBT before Exceptional Item	291	148

- The overseas operations continues to witness improvement in financial performance driven by product mix and focus on productivity and costs.

# Addressing e-Mobility Opportunity

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# Way forward

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*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**

