

BHARAT FORGE



# INVESTOR PRESENTATION

November 2018 | Bharat Forge Ltd. | Pune

MAKING IN  
**INDIA**  
FOR THE WORLD



# Bharat Forge Overview

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## ROBUST FINANCIALS

Consolidated Revenues  
US\$ 1.4 B



## GLOBAL MANUFACTURING

10 locations across  
5 countries –  
US, Germany, Sweden,  
France and India



## VERTICALLY INTEGRATED

With end-to-end capabilities



## GLOBAL LEADERSHIP

In Powertrain &  
chassis  
components



## MARQUEE CUSTOMERS

Leading Automotive  
OEMs & Tier 1 Suppliers  
  
Leading industrial  
Organizations

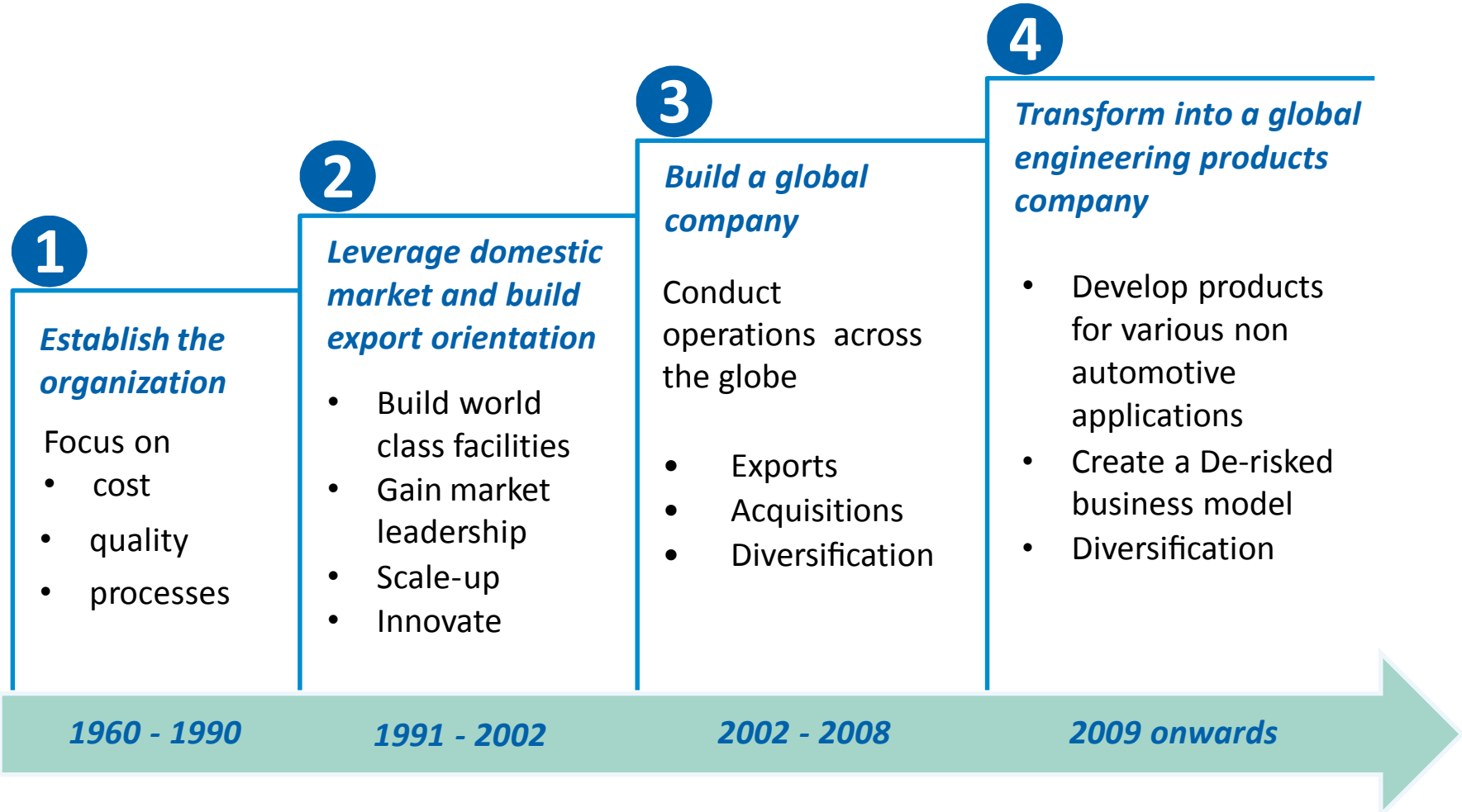


## LARGEST

Single location  
forging capacity in  
the world

# Step-by-step approach in building the business...

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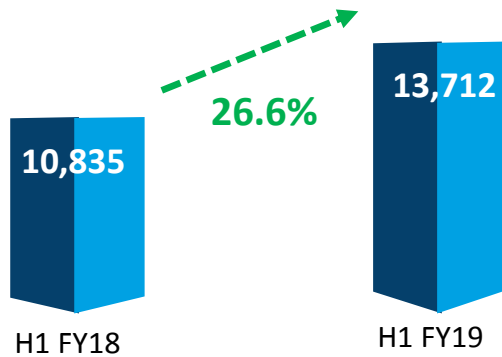
# Standalone Numbers – H1 FY 2019

(INR Million)

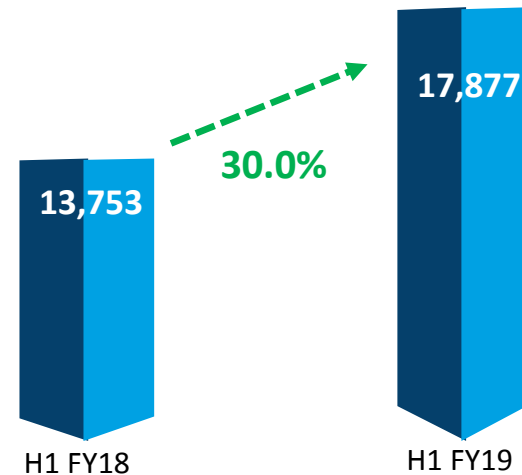
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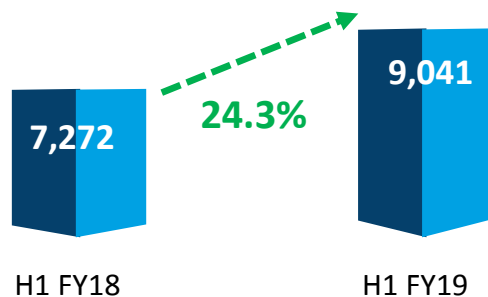
## DOMESTIC SALES



## EXPORT SALES

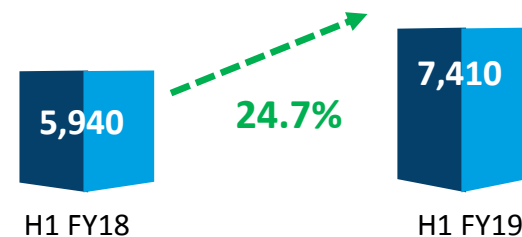


## EBITDA



## PROFIT BEFORE TAX

Before exchange Gain/(Loss)



# Strong balance sheet

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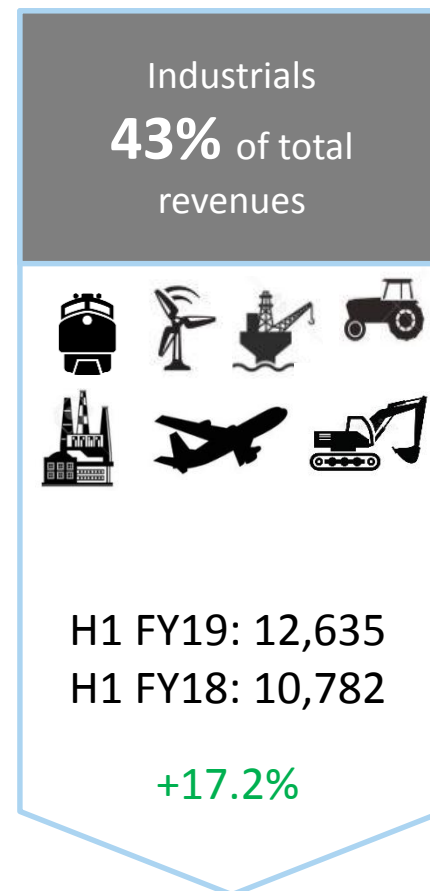
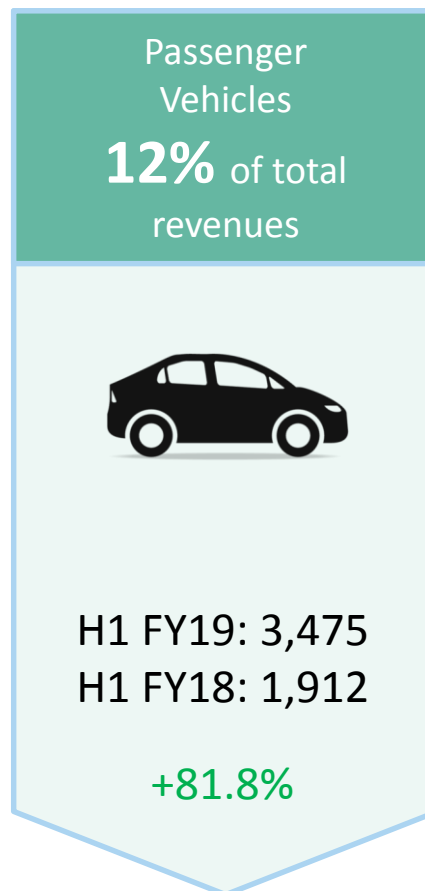
(INR Million)

Particulars	September 30, 2018	March 31, 2018
Long Term Debt	16,639	13,462
WC & Bill Discounting	14,227	11,666
Equity	46,480	46,143
Cash	15,687	16,008
D/E	0.66	0.54
D/E (Net)	0.33	0.20
Long Term D/E (Net)	0.02	(0.06)
ROCE ( Net of Cash)	24.5%	22.5%
RONW	20.8%	17.7%

# Segmental Breakup – Standalone

(INR Million)

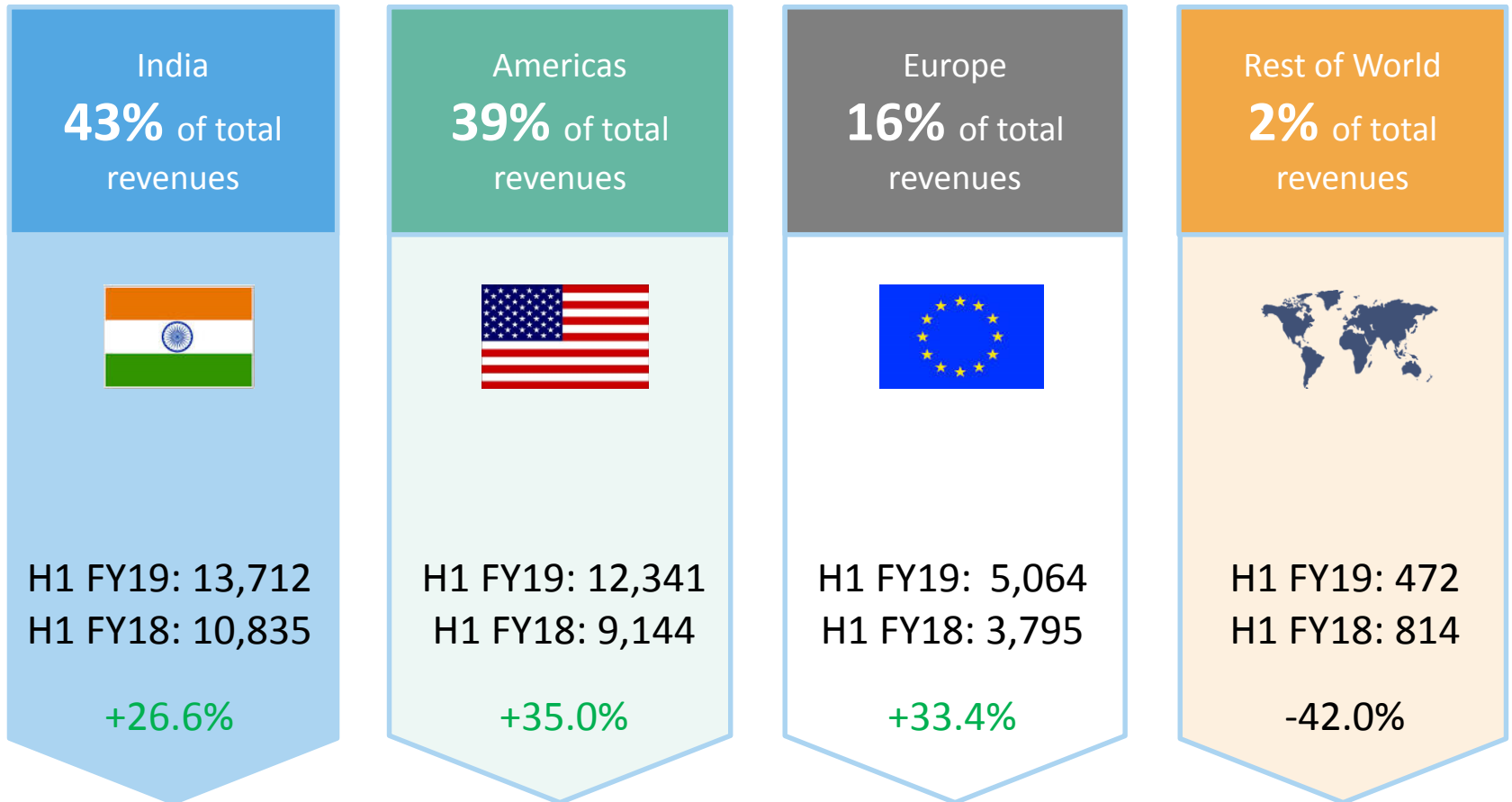
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# Geographical Breakup – Standalone

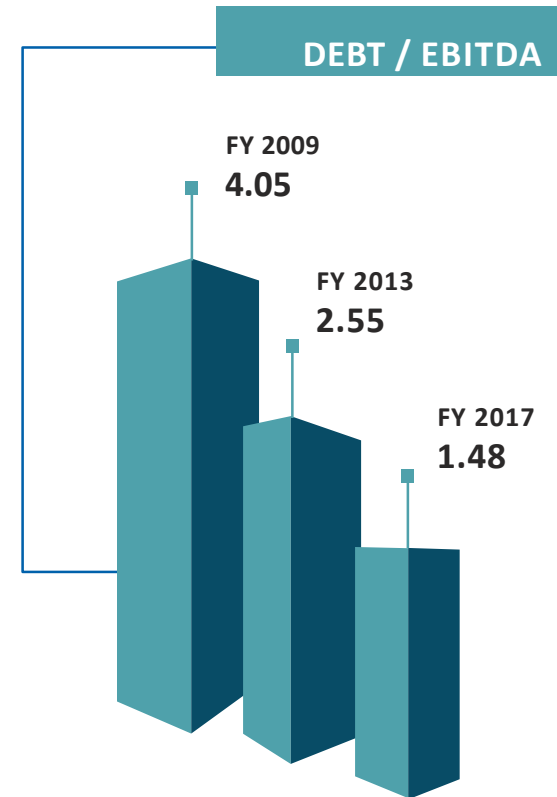
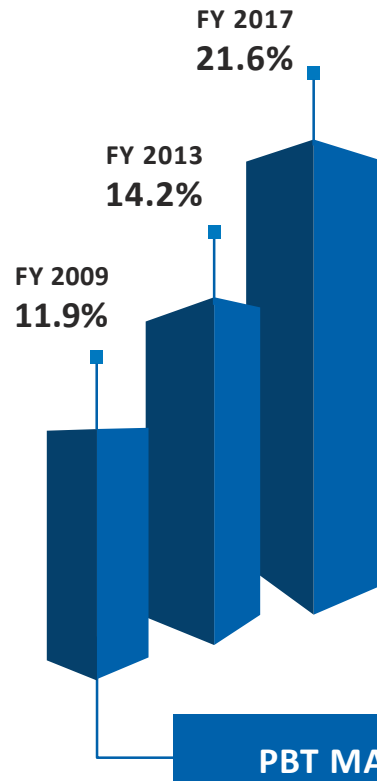
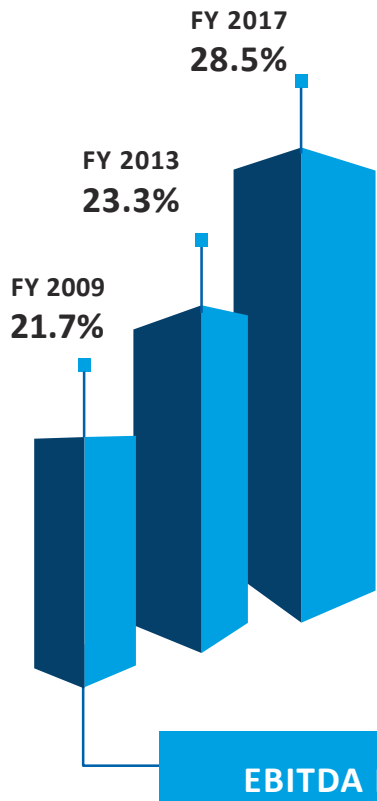
(INR Million)

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# Resilient Operating Model .....

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**FY18 KEY PARAMETERS**

EBITDA %: 29.7%  
 PBT %: 24.5%  
 Debt/EBITDA: 0.85



# ..... Driven by Segmental Diversification

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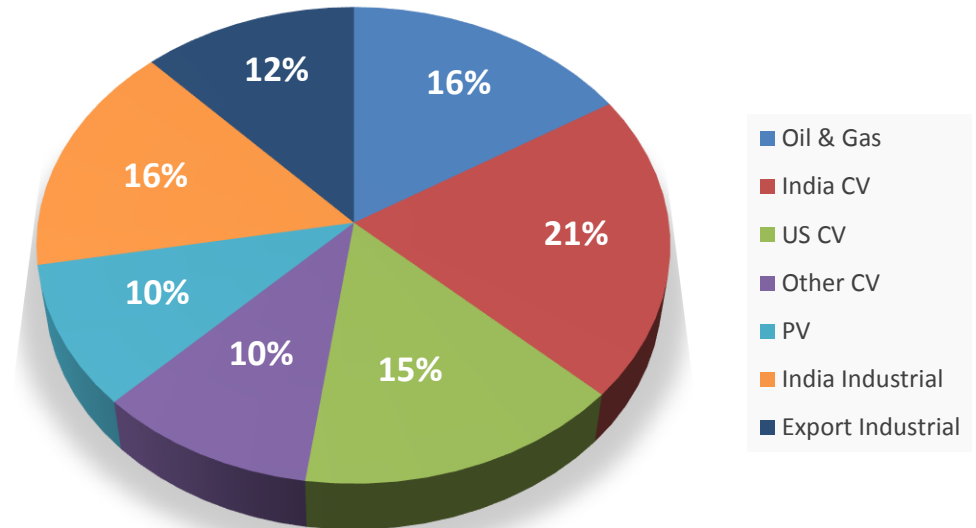
SECTOR	YEAR 2001	YEAR 2004	YEAR 2012	YEAR 2015	YEAR 2017
TRUCK	●	●	●	●	●
PASSENGER CAR		●	●	●	●
CONSTRUCTION & MINING			●	●	●
AGRICULTURE			●	●	●
OIL & GAS			●	●	●
AEROSPACE			●	●	●

FOCUS ON A DE- RISKED BUSINESS MODEL	
GEOGRAPHICAL DIVERSIFICATION	✓
SECTOR DIVERSIFICATION	✓
PRODUCT EXPANSION	✓

# De-risking and Growing

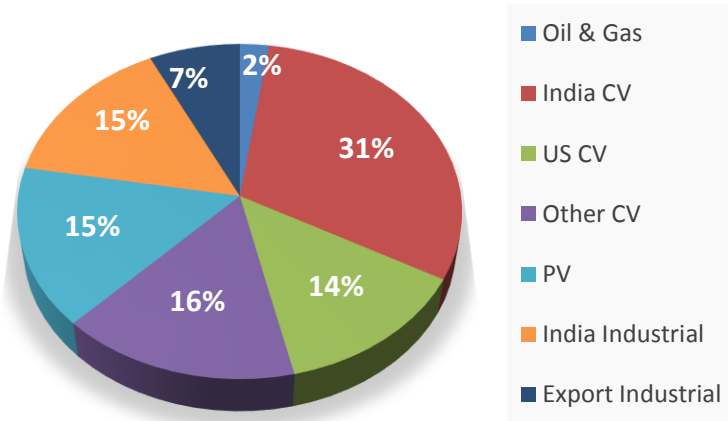
- Reduced dependence on Auto sector
- Diversified Industrials business across geographies
- Strong growth in Export Industrials and Passenger Vehicles

**FY 2018**



**REVENUES**  
**FY 2018 : INR 53,160 million**

**FY 2008**



**REVENUES**  
**FY 2008 : INR 21,965 million**

# EMPLOYEES

## Strength of our past and present and the key to our future

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### SKILL UPGRADATION



**BITS Pilani**

700+ Graduates -  
Since 2001

**UNDER GRADUATE STUDIES**

**IIT Bombay**

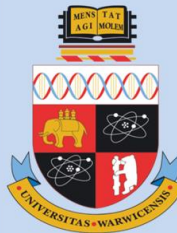
200+ Post Grads -  
Since 2007



**POST GRADUATE STUDIES**



### MANAGEMENT DEVELOPMENT



**Warwick University**

- Developing Future  
Business Leaders  
- 25+ Graduates  
every year

**POST GRADUATE STUDIES**



### TECHNOLOGY DEVELOPMENT



**COEP**



**The Welding  
Institute**



**DEAKIN  
UNIVERSITY**

Two PhD/yr



**AMRC**  
ADVANCED MANUFACTURING  
RESEARCH CENTRE



**The University  
Of Sheffield.**

**TECHNOLOGY SPECIFIC PROGRAMS**



Materials | Manufacturing Processes |  
Advanced Products

### ADVANCED TECHNICAL SKILLS



**INDUSTRY 4.0**

**Accelerated Training Programs**

Hydraulics	PLC & Control Wiring
Pneumatics	Mechatronics
Sensor Technology	AR & VR
Human Machine Interface	Big Data Analytics
	IOT

**5 & 7 AXIS MACHINING DEVELOPMENT**



**At any given point of time, 10% of our employee group are under intensive academic or training programs**

# New Strategic Business

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## 1 Light Weighting Center



## 2 e-Mobility



## 3 Transmissions



## 4 New Technologies



# New order wins

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**1,620**  
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

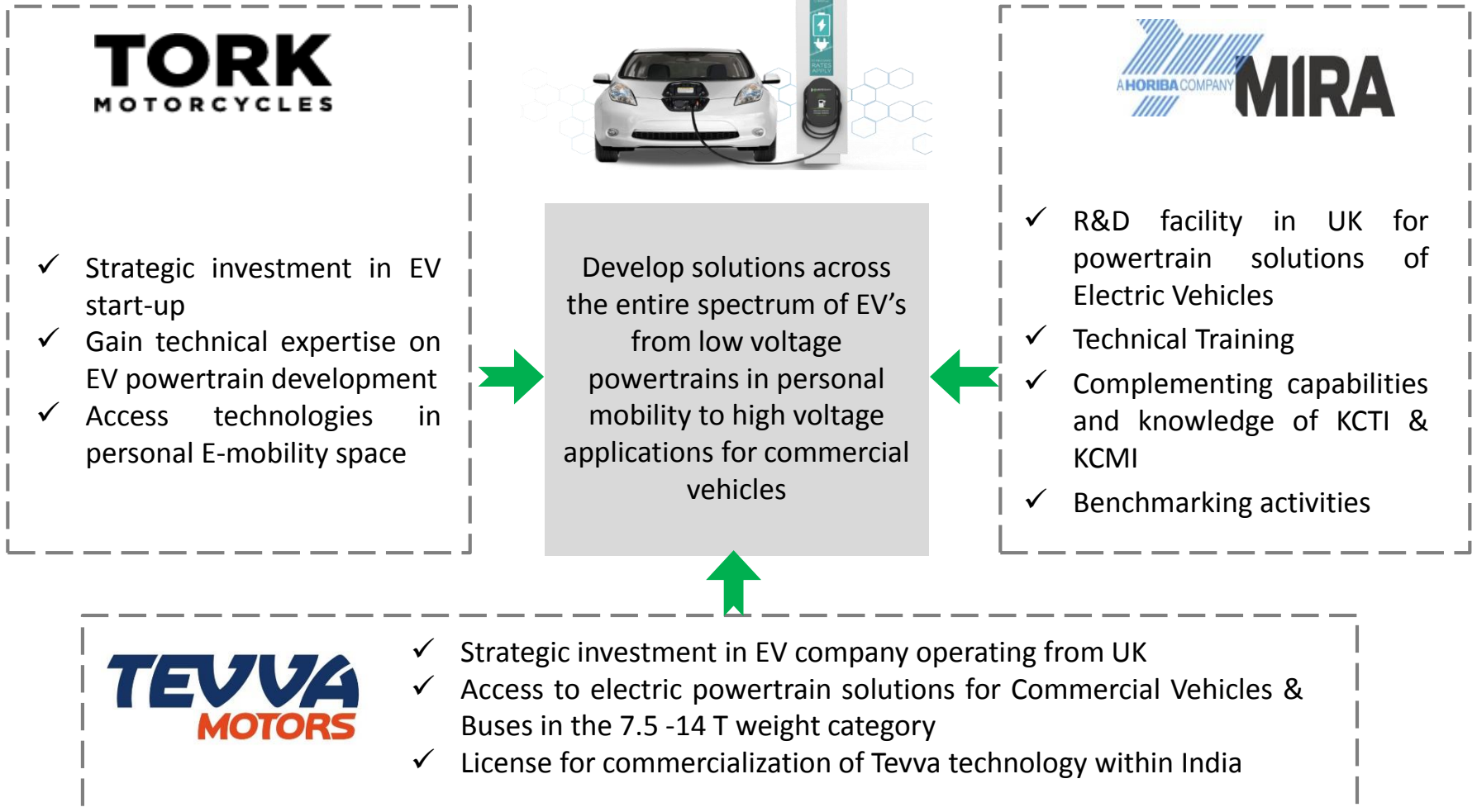
**40%**

## Of new order wins from Passenger Vehicles

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

# Addressing e-Mobility Opportunity

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# Way forward

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**KALYANI**

**THANK YOU**

