

BHARAT FORGE



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INVESTOR PRESENTATION

September 2017 | Bharat Forge Ltd.



Bharat Forge: A Snapshot

BHARAT FORGE



REVENUE

Consolidated Revenue: US\$ 1.1 B
Standalone Revenue: 4,066 INR Crores



10 Manufacturing locations across 5 countries



WORKFORCE

Global Workforce of 5,000+ employees



MARQUEE CUSTOMERS

Leading Automotive OEMs & Tier 1 Suppliers |
Leading Engineering Organizations



LARGEST EXPORTER

of Auto Components from India



GLOBAL LEADERSHIP

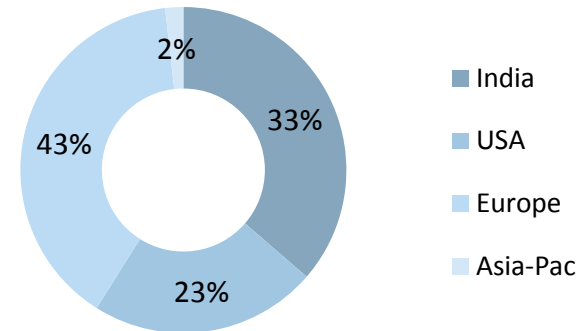
In Powertrain & chassis components



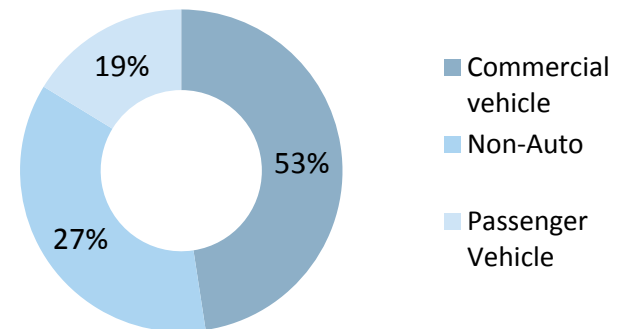
TRANSFORMATION

From Preferred Supplier to Development Partners

REVENUE BREAK-UP BY GEOGRAPHY – FY 2017



REVENUE BREAK-UP BY SEGMENTS – FY 2017



Global Manufacturing Footprint

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CDP BHARAT FORGE GmbH



Capacity : Forging 90,000 TPA
Sectors : CV, PV, Industrials

BHARAT FORGE DAUN



Capacity : Specialty Machining
Sectors : CV, PV, Industrials

BF ALUMINUMTECHNIK



Capacity : Forging 15,000 TPA
Sectors : Premium Passenger Vehicles (Aluminum)

BHARAT FORGE KILSTA



Capacity : Forging 80,000 TPA
Sectors : Commercial Vehicles

BHARAT FORGE PMT Inc.



Capacity : Forging 30,000 TPA
Sectors : CV, PV, Industrials

MECANIQUE GENERALE LANGROISE

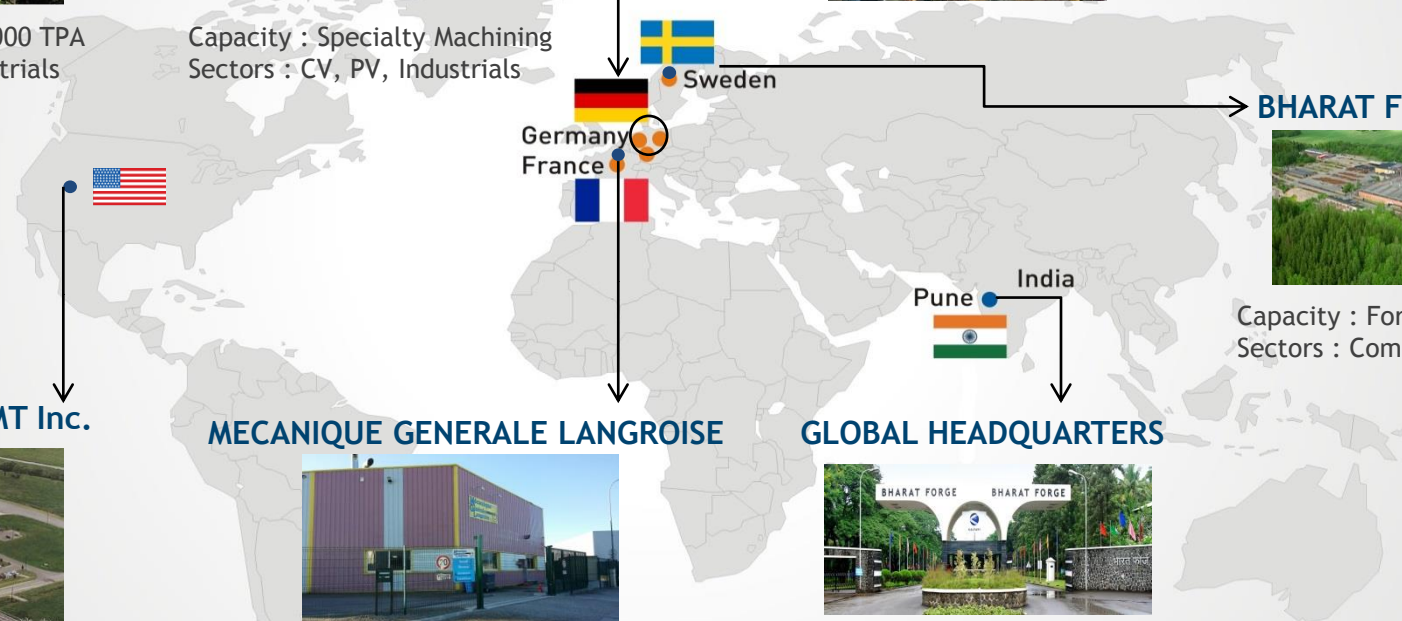


Capacity : Precision machining capacity
Sectors : Industrial (Oil & Gas)

GLOBAL HEADQUARTERS

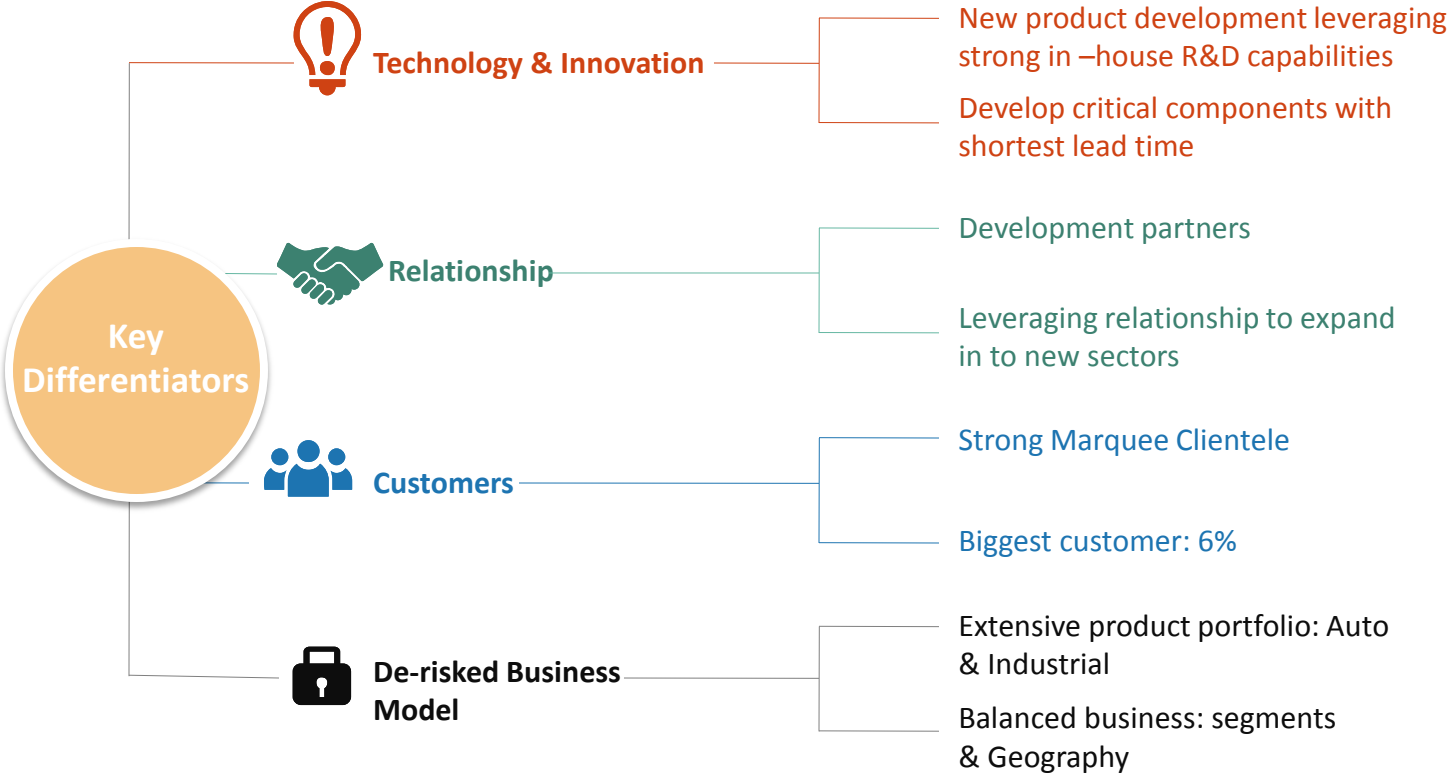


Capacity: 403,750 TPA
Sectors : CV, PV, Industrials
Forging, Machining, Innovation Center



Bharat Forge Limited Key Differentiators

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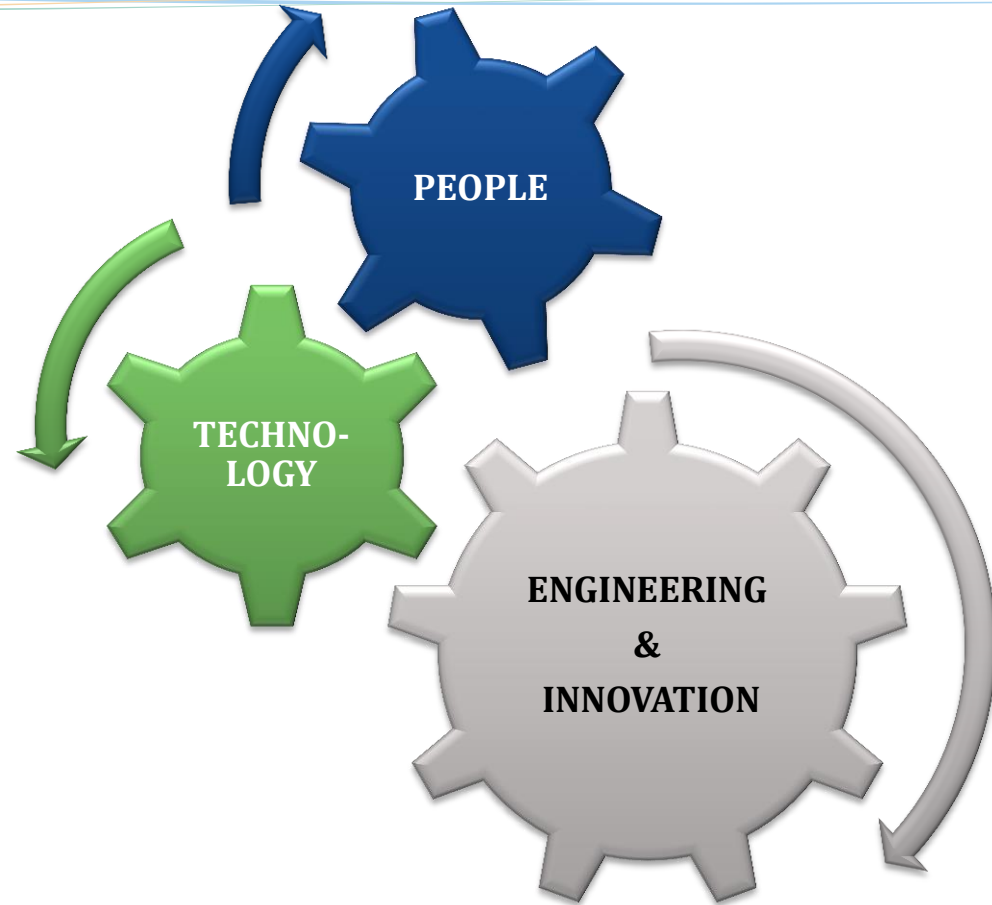
Transformational Shifts

Three Success Levers

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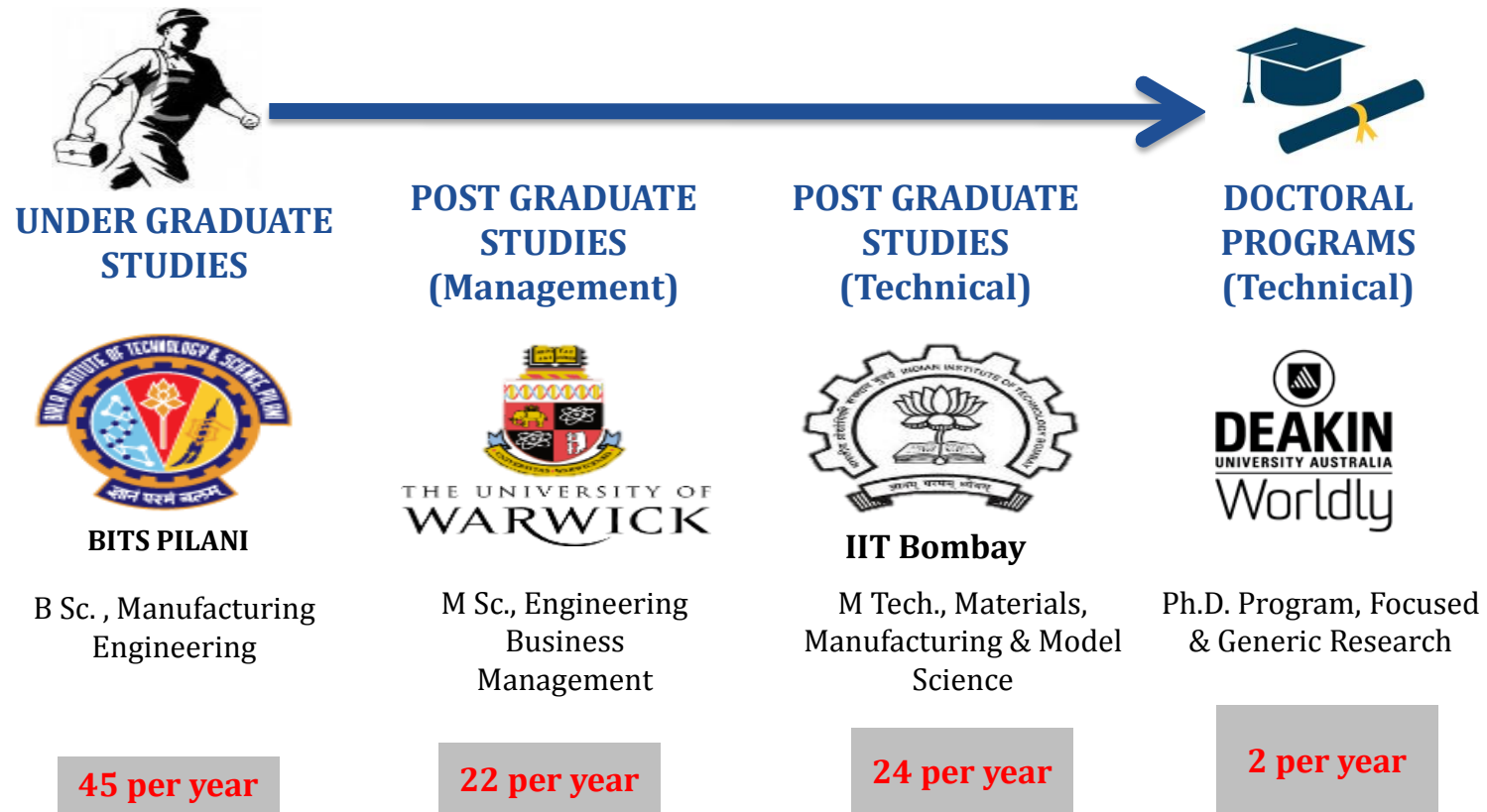
1. From 'Muscle Power' to 'Brain Power'
2. Creating a 'Knowledge Workforce'
3. Modernizing 'Technology & Operations'
4. From a 'Generic Supplier' to a 'Partner of Choice'
5. From an 'Indian Company' to a 'Global Company'
6. Steadfast 'Focus on R&D' to develop new capabilities and sustain competitive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



Talent Pipeline

Continuous learning & knowledge up-gradation

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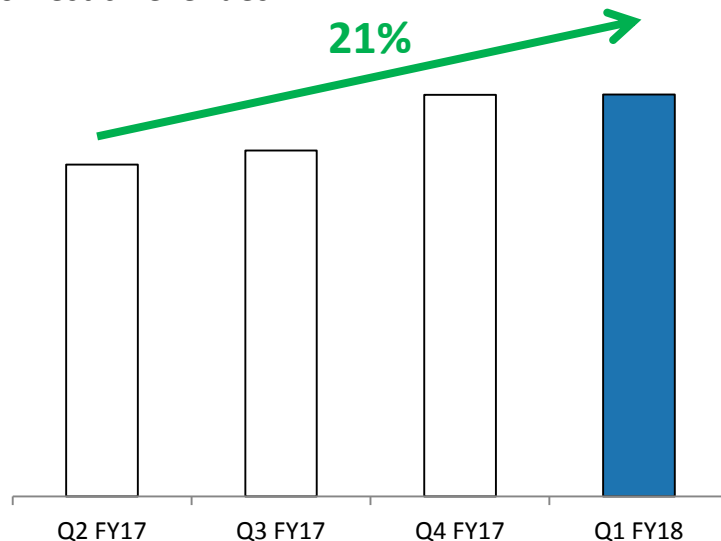
Q1 FY 2018 : Continuation of the recovery

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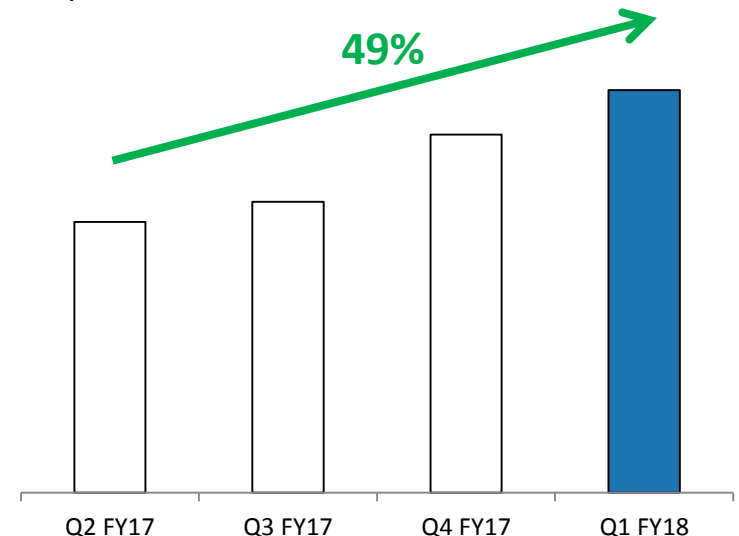


- Export Markets - Strong growth momentum on account of revival in Industrial segment and US Class 8 truck market.
- Domestic Markets - Growth in Industrial segment helped to overcome temporary slowdown in M&HCV market demand.

Domestic Revenues

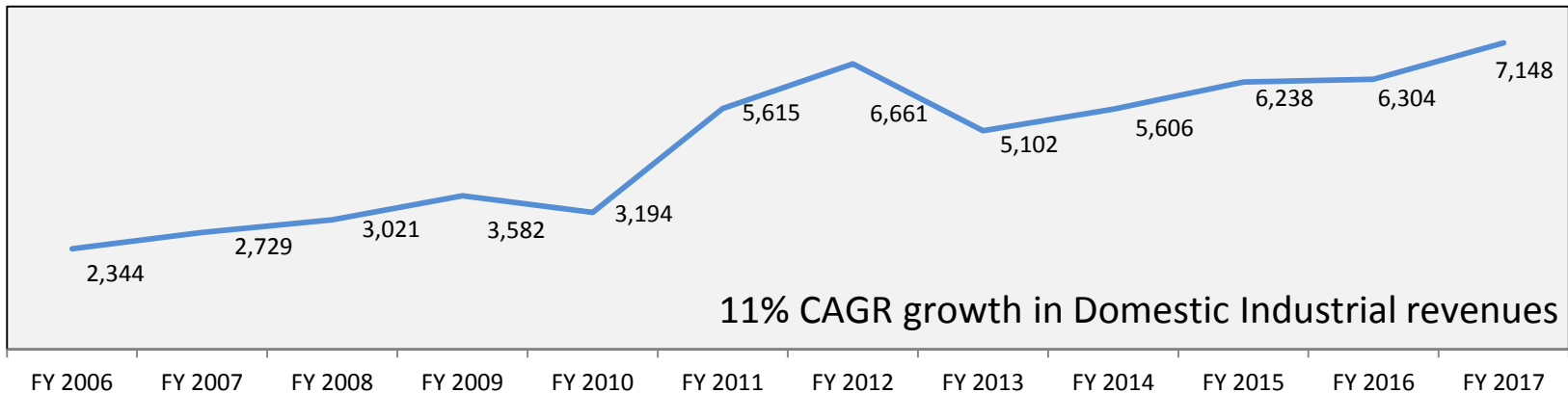
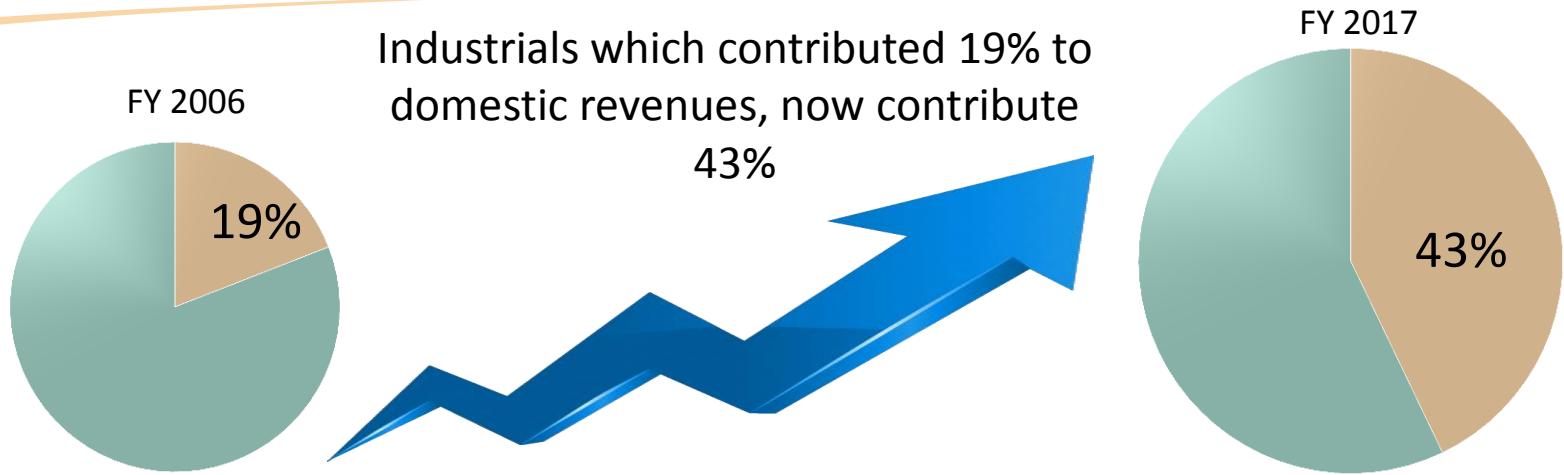


Export Revenues



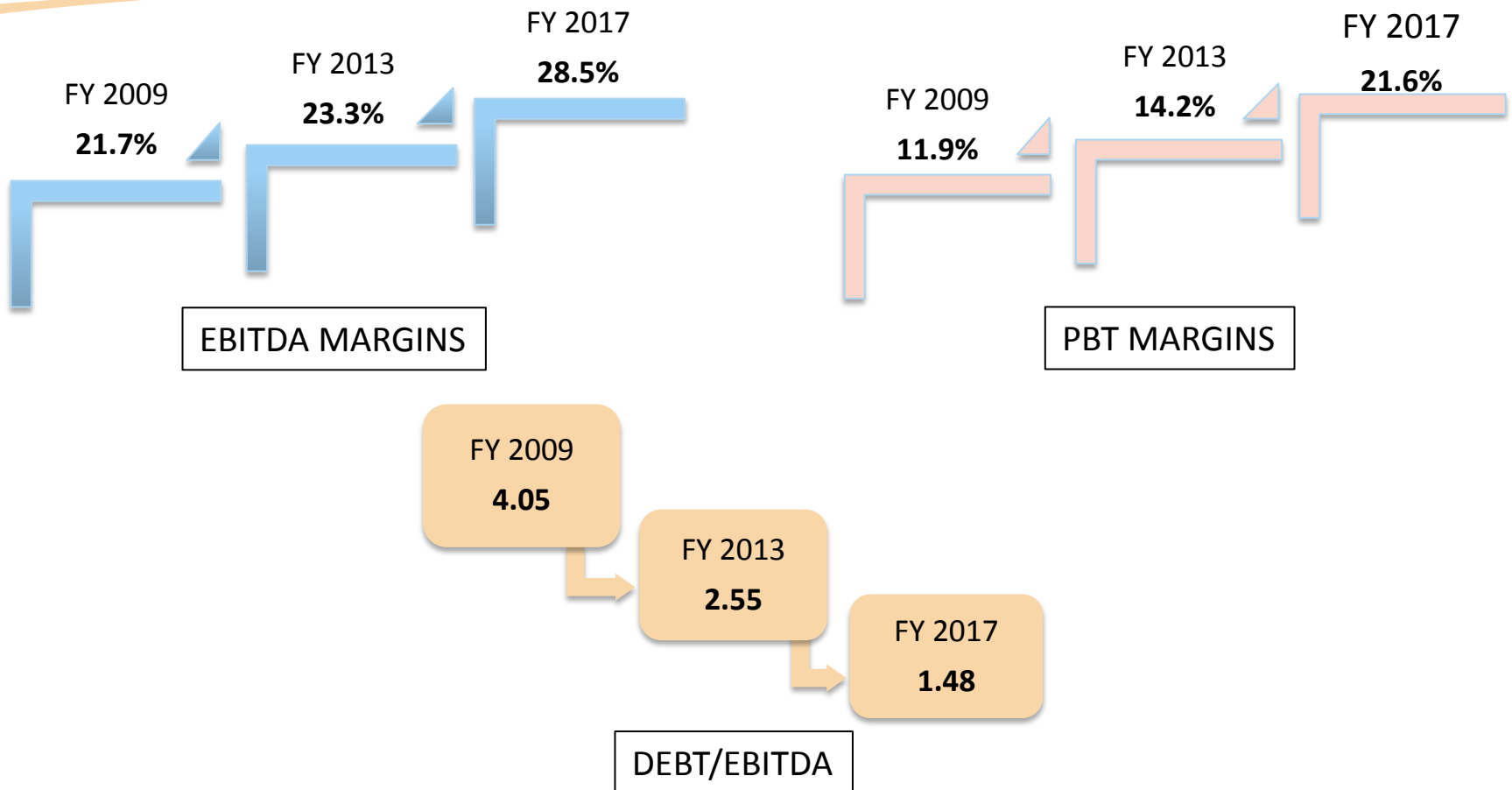
“Make in India” Thrust to the Industrial business

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Increasing resilience in every trough

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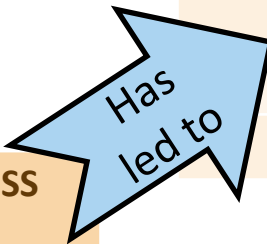


Segmental Diversification

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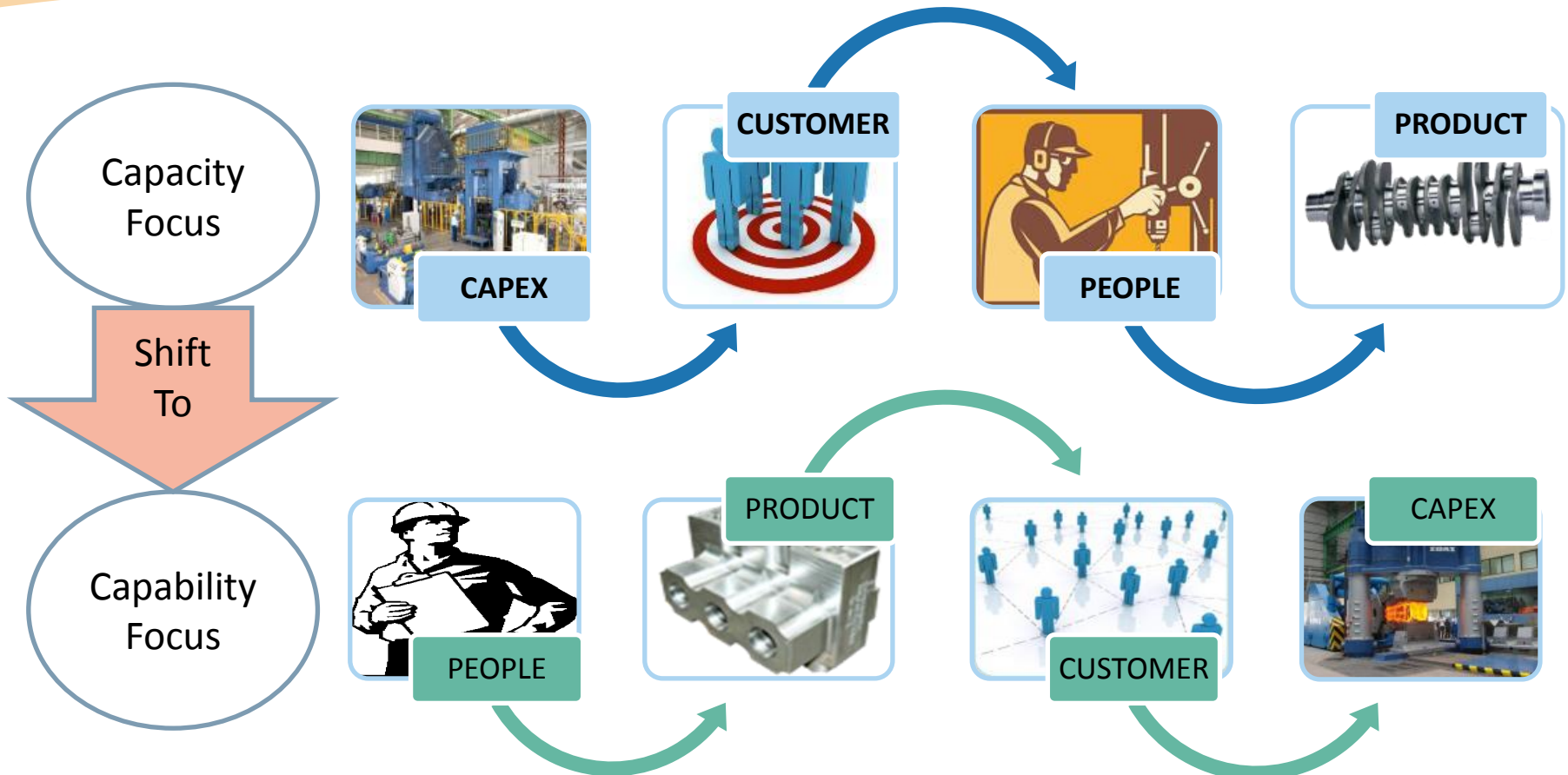
SECTOR	YEAR 2001	YEAR 2004	YEAR 2012	YEAR 2015	YEAR 2017
TRUCK	●	●	●	●	●
PASSENGER CAR		●		●	●
CONSTRUCTION & MINING			●	●	●
AGRICULTURE			●	●	●
OIL & GAS			●	●	●
AEROSPACE				●	●



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

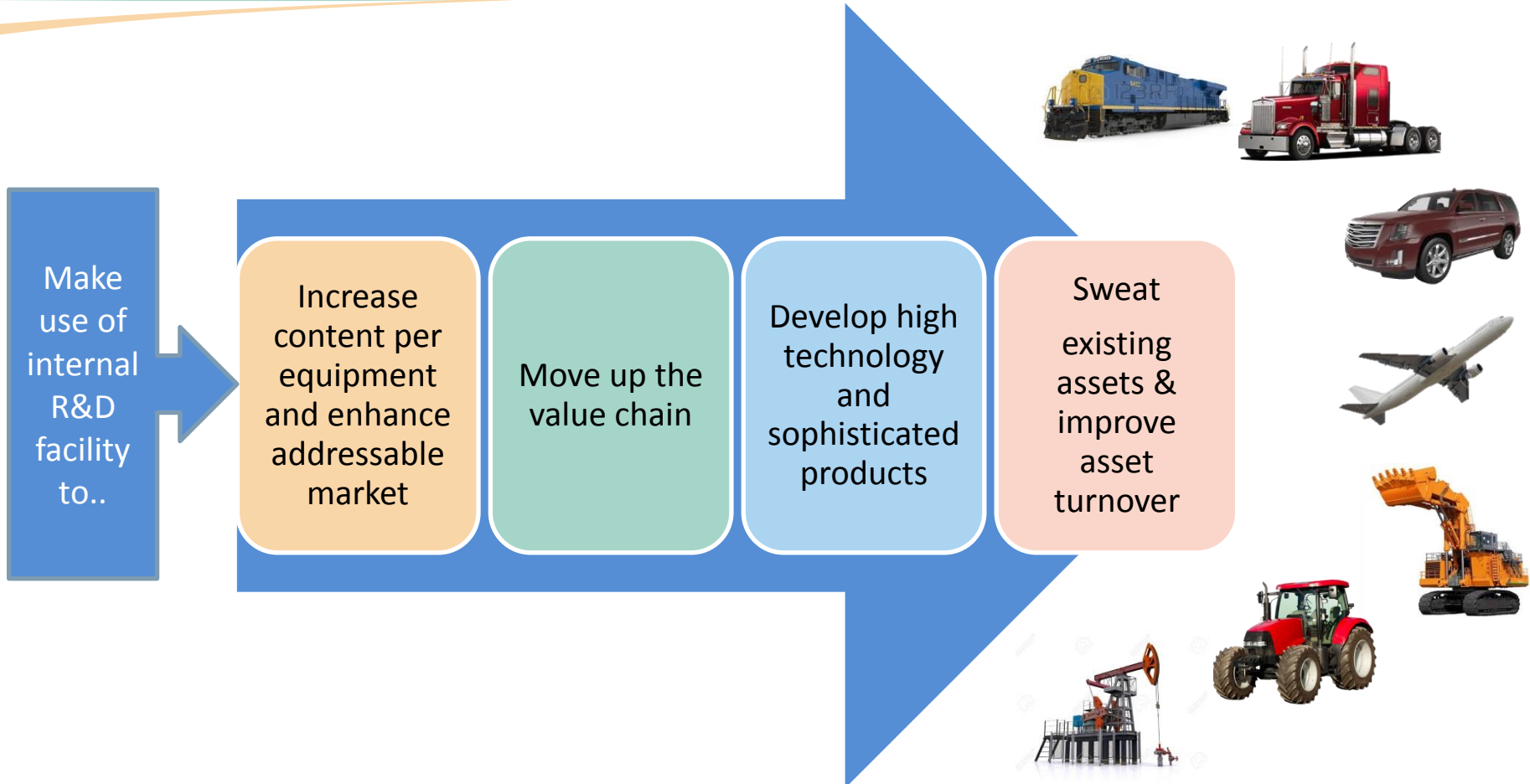
Asset Light Capex Changing the Approach

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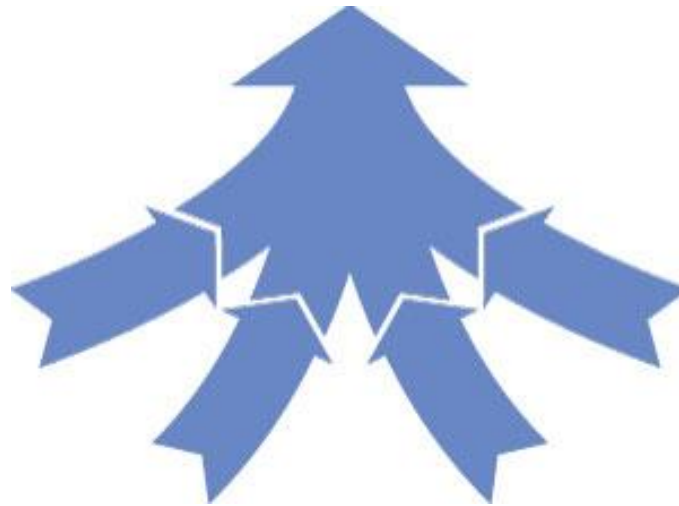
Direction going forward Across sectors

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Way forward

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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

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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

