

BHARAT FORGE



KALYANI

INVESTOR PRESENTATION

August 2018 | Bharat Forge Ltd. | Pune

MAKING IN
INDIA
FOR THE WORLD



A Snapshot

BHARAT FORGE



REVENUE - Consolidated Revenue : US\$ 1.3 Billion; Standalone Revenue: US\$ 780 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



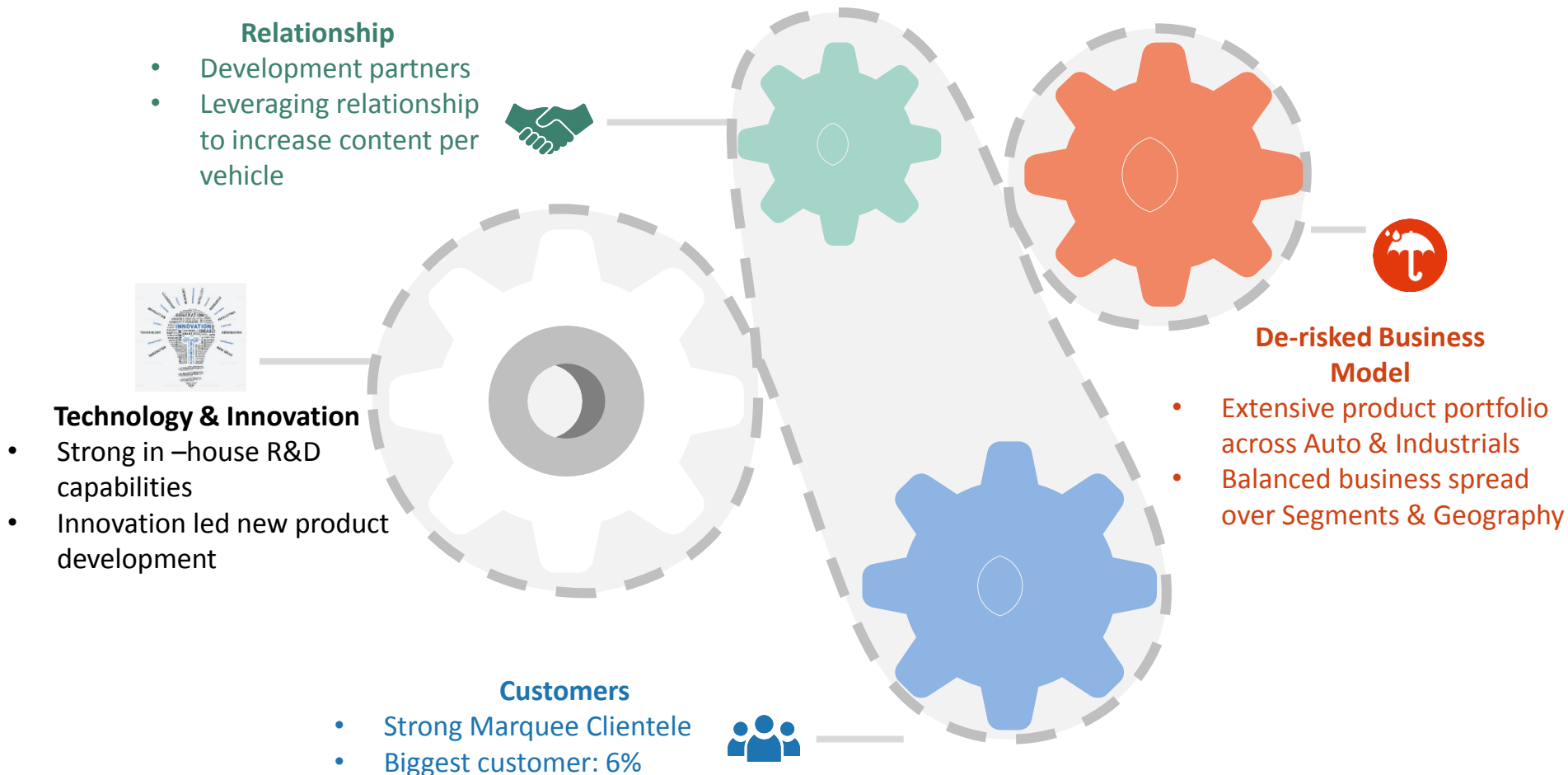
GLOBAL LEADERSHIP - In Powertrain & chassis components



TRANSFORMATION - From Preferred Supplier to Development Partners

Key Differentiators help create an efficient organization

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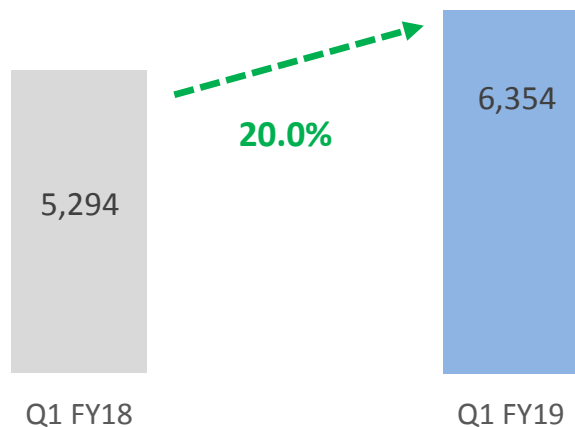


Standalone Results – Q1 FY 2019

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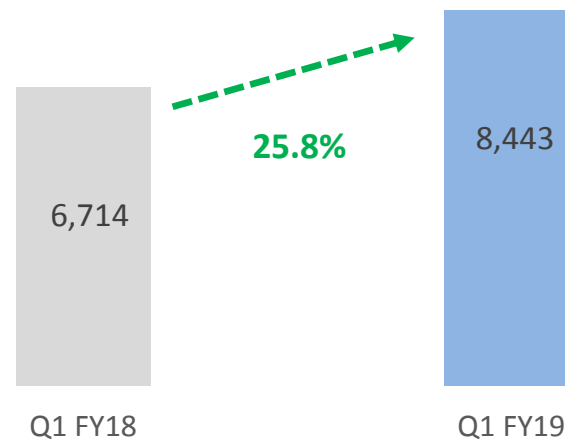


Domestic Sales

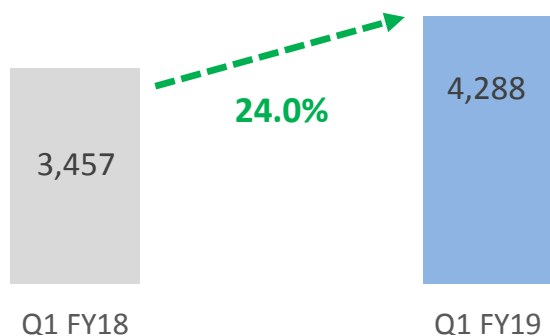


Export Sales

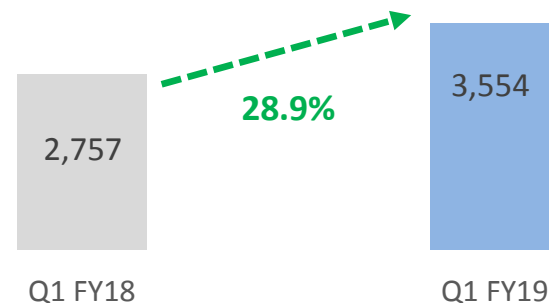
(INR Million)



EBITDA



Profit Before Tax*



Before exchange gain/(loss)

Strong balance sheet

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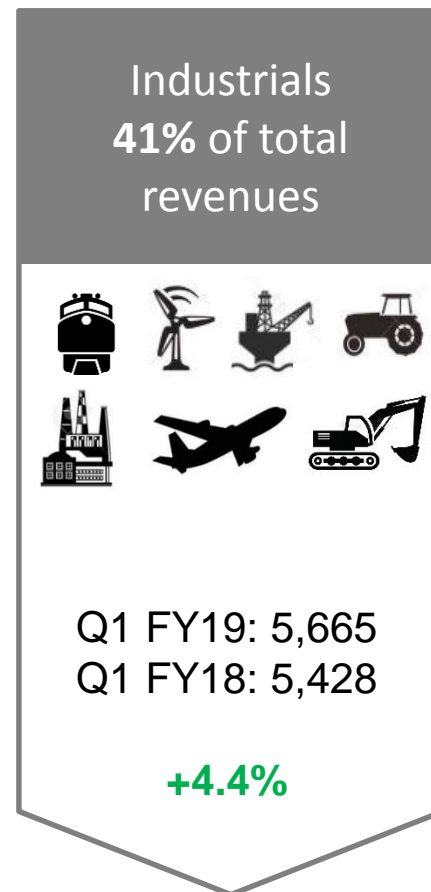
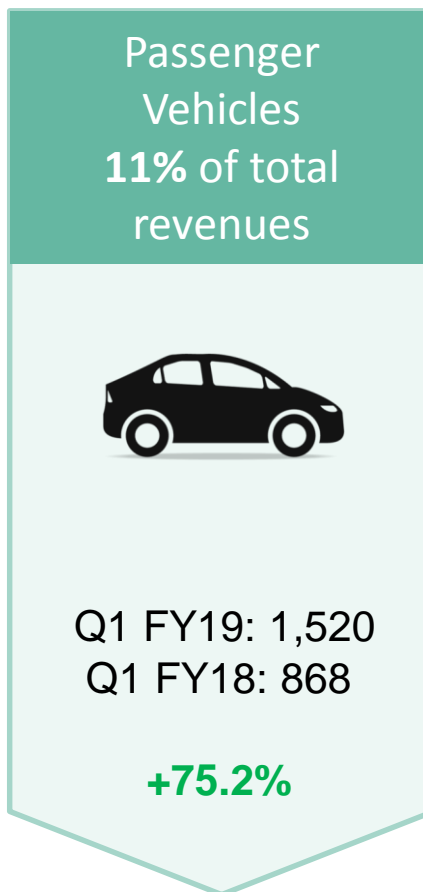
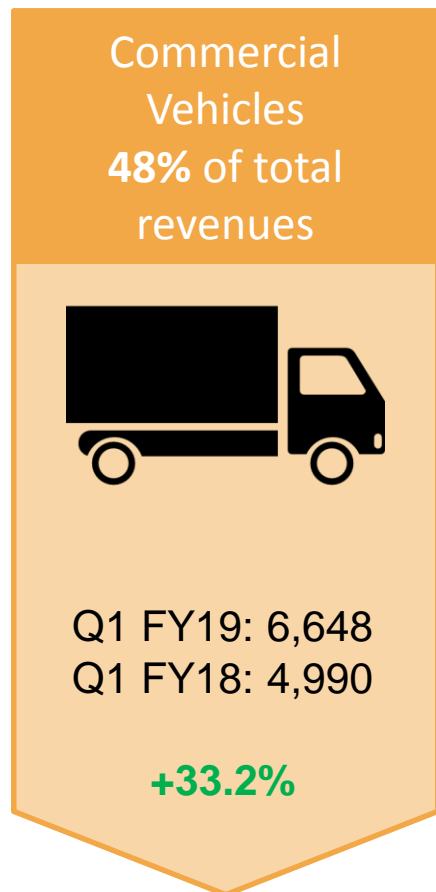


(INR Million)

Particulars	June 30, 2018	March 31, 2018
Long Term Debt	15,744	13,462
WC & Bill Discounting	12,519	11,666
Equity	47,230	46,143
Cash	18,108	16,008
D/E	0.60	0.54
D/E (Net)	0.22	0.20
Long Term D/E (Net)	(0.05)	(0.06)
ROCE (Net of Cash)	24.8%	22.5%
RONW	19.8%	17.7%

Segmental Breakup - Standalone

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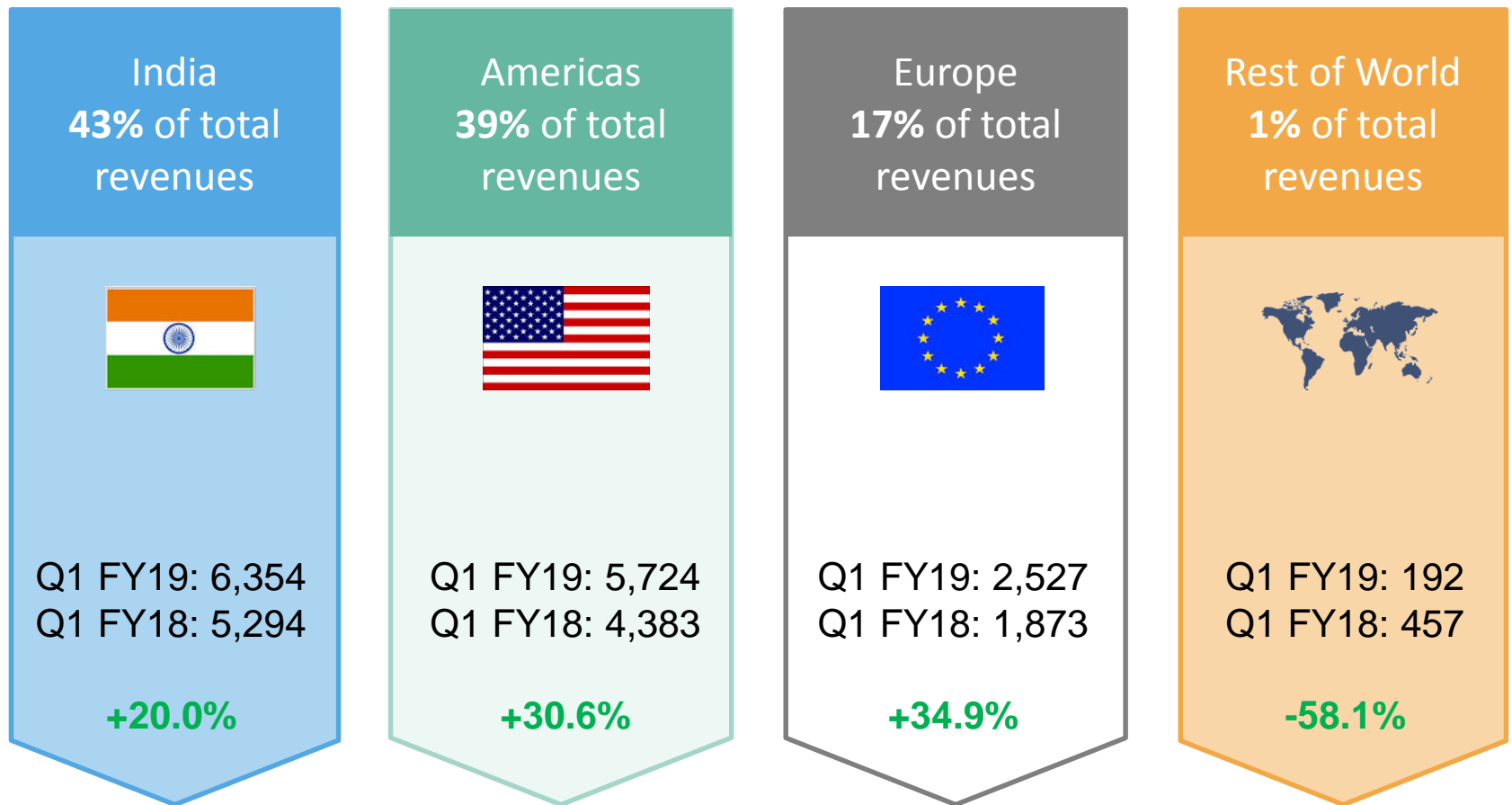


- Highest Revenue recorded in the Auto segment.

(Values In INR Million)

Geographical Breakup - Standalone

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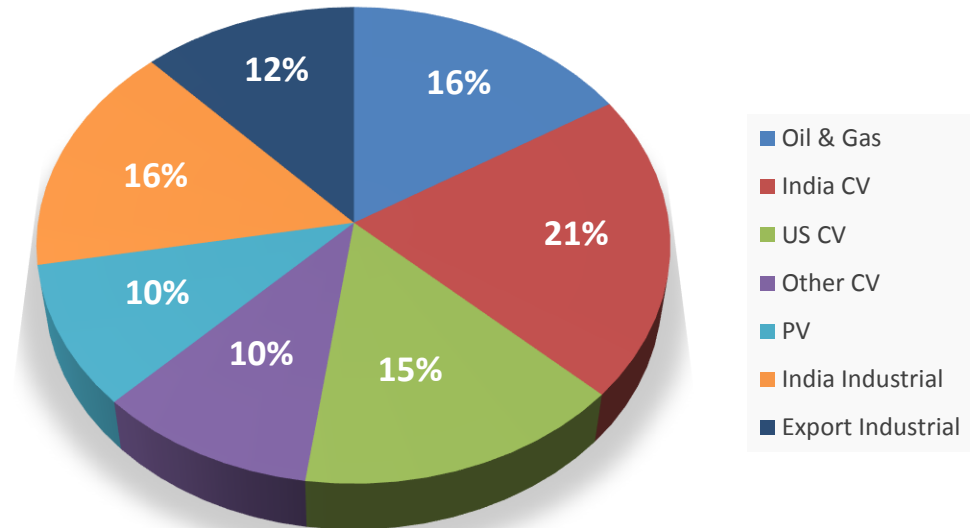
De-risking and Growing

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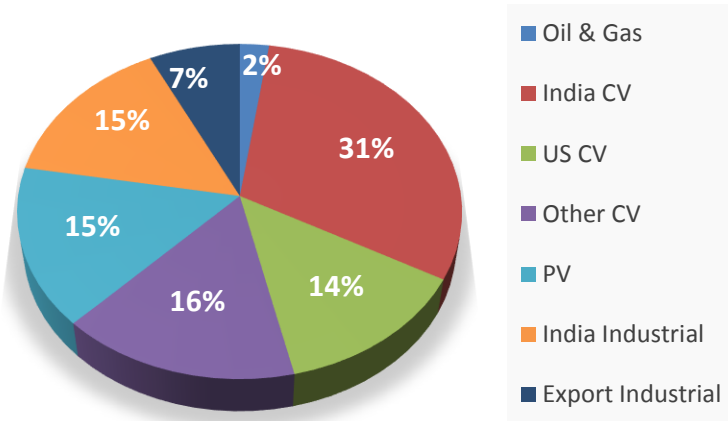
- Reduced dependence on Auto sector
- Diversified Industrials business across geographies
- Strong growth in Export Industrials and Passenger Vehicles

FY 2018



REVENUES
FY 2018 : INR 53,160 million

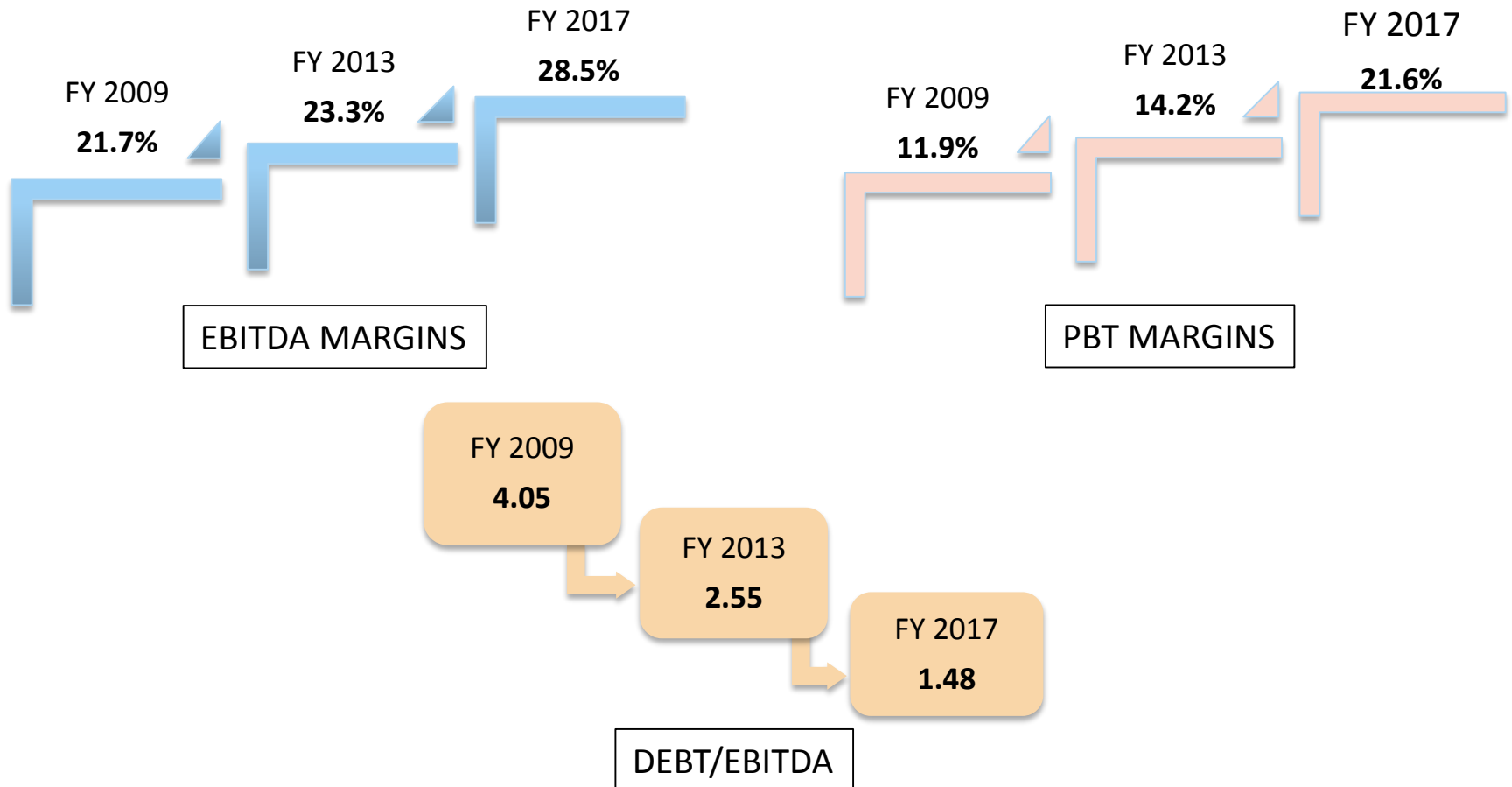
FY 2008



REVENUES
FY 2008 : INR 21,965 million

Increasing resilience in every trough

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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

Performance of International Operations

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(INR Million)

Particulars	Apr – Jun 18	Apr – Jun 17
Total Income	8,741	6,874
EBITDA	696	506
EBITDA %	8.0%	7.4%
PBT before Exceptional Item	241	104

Focus on Light Weight Materials

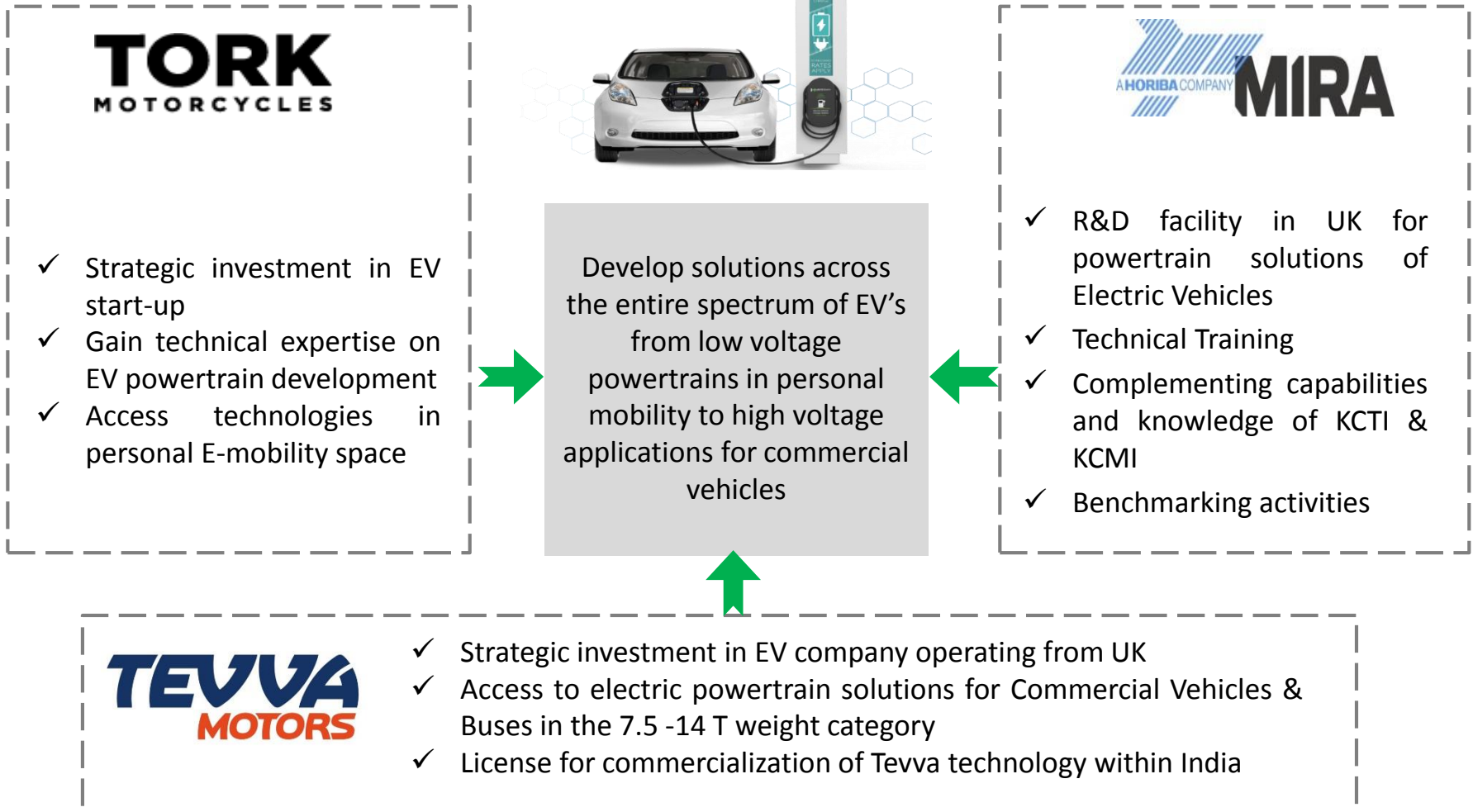
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- Current revenues from Al Forgings ~ € 60 million.
- CDP BF (Germany) has won new business of € 40 million for supply of Aluminum Forgings to a marquee premium vehicle manufacturer.
- Setting up Aluminum Forging facility at BF PMT in Tennessee, USA at a cost of US\$ 55 million. This facility in addition to Al forgings in Europe will help us to enhance our presence in the light weighting technology used in passenger vehicles.
- New order wins coupled with improved operational efficiencies will aid profitability of international operations.

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

