ASSOCIATED
Dreams Determination Dexterity

Associated
Alcohols & Breweries Ltd.

Corporate Office :
BPK Star Tower, 4th Floor,
Above Shoppers Stop, A.B. Road,
Indore - 452 008, (M.P.) India
Contact No. +91 731 6662400 / 500
Fax : +91 731 6662410
E-mail : gen@aabl.in
CIN No. : L15520WB1989PLC047211

August 29, 2018

AABL/CS/BSE/August-2018

To,
General Manager, Listing Department
BSE Ltd.
PJ Tower, Dalal Street Fort,
Mumbai - 400001

Dear Sir / Madam,

SUBJECT: INVESTOR/COPRORATE PRESENTATION AUGUST 2018

With reference to above captioned subject, we hereby enclose Investor/Corporate Presentation for the month of August, 2018 request you to kindly take the same on record.

Kindly acknowledge the receipt of same.

Thanking You

Yours Faithfully

For: **Associated Alcohols & Breweries Limited**

Sumit Jaitely

Company Secretary

ASSOCIATED ALCOHOLS BREWERIES LTD. INDORE

BIGGER. BETTER.

RESULT UPDATE, Q1, FY2018-19

ASSOCIATED ALCOHOLS & BREWERIES LIMITED

FINANCIAL PROFILE (Q1FY19 VS. Q1 FY18)

56

% growth in operating income to Rs 17.68 cr from Rs 11.28 cr in Q1, FY2017-18

55

% growth in net profit to Rs. 11.46 cr from Rs 7.38 cr in Q1, FY2017-18

41

% growth in EBIDTA to Rs 21.00 cr from Rs 14.83 cr in Q1, FY2017-18

46

% growth in cash accruals to Rs. 20.58 cr from Rs 14.03 cr in Q1, FY2017-18

REASONS FOR IMPROVED PERFORMANCE

Growing share of premium brands

Diageo-USL franchisee business impact coming in

Rationalised employee cost

Improved realisations

Stable grain prices

REASONS FOR IMPROVED PERFORMANCE

IMPROVE MARGINS

21.13 EBITDA margin Q1, FY2018-19	**17.20** EBITDA margin, Q1, FY2017-18	**14.71** EBITDA margin, Q4, FY2017-18

HIGHER CONTRIBUTION FROM THE VALUE-ADDED SEGMENT

25% Revenue contribution Q1, FY2018-19	**10%** Revenue contribution Q1, FY2017-18	**18%** Revenue contribution Q4, FY2017-18

EXPANDING CAPACITIES

The Company is expected to complete the expansion of ENA capacity from **31.4 million litres to 45 million litres** per annum by August. The commercial operation of expanded capacity is expected to start in September, 2018


One of the largest ENA capacities
Wideproduct range with B2b & B2C impact
Cost competitrve manufacturing; scale & efficiency
Superior quality
Asset-light
Environmentally responsible
AABL'S COMPETITIVE EDGE

HOW ARE WE TRANSFORMING AABL...

By augmenting our production process	By focusing on value-added branded and premium products	By automating our manufacturing process	By overcoming our locational barriers and expanding our presence

EXPECTED OUTCOME

Increased extra neutral alcohol volumes	Widened footprint	Enhanced credibility	Assured volumes	Enhanced people productivity

Sustained sales and financial performance

OUR PERFORMANCE AMBITION

GOAL

Most promising, growing and leading liquor company in Central India

DEMAND DRIVERS

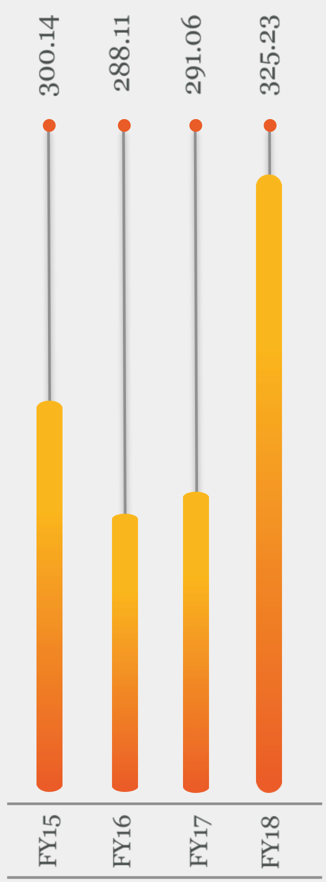
Lifestyle changes driving consumption	Highly under-penetrated market	Demand for premium brands is rising	Growing young population	Exposure to global trends

ENA capacity augmentation	Increase merchant supply of ENA	Drive proprietary brand offtake	Grow franchisee agreement with Diageo-USL	Complete plant automation	Captive use of expanded ENA capacity

BETTER RESULTS OVER THE YEARS

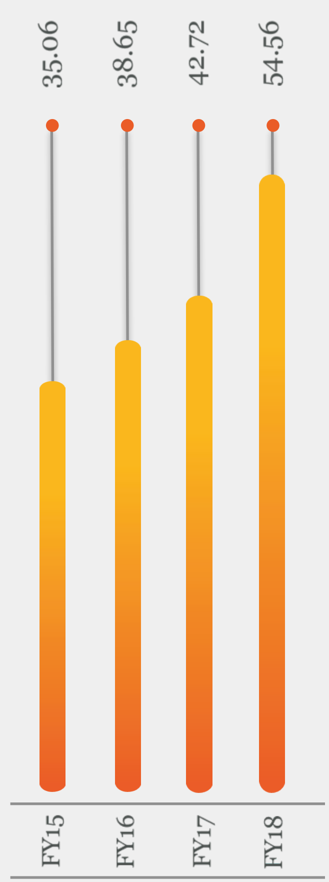
HIGHER REVENUES
+ 34.17cr

Revenues (Rs/cr)



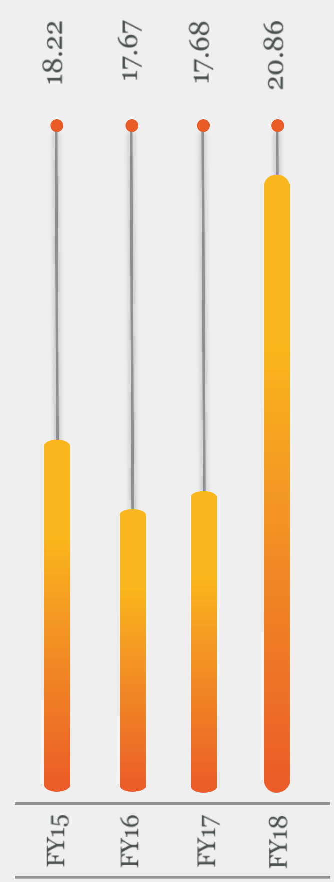
GROWING PROFITS
+ 11.84

EBIDTA

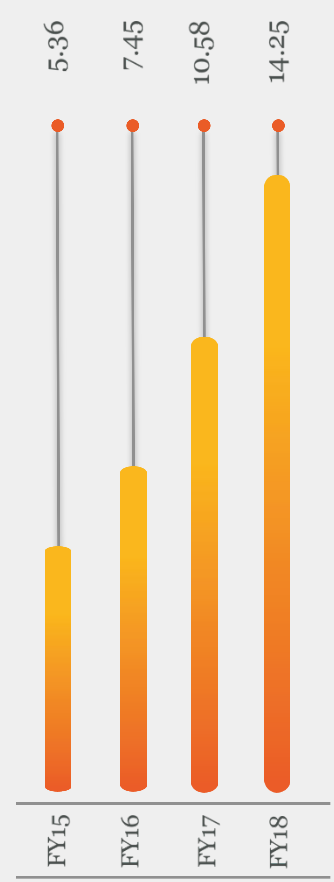


ROCE
+ 318 bps

ROE (%)



INTEREST COVER
+ 3.67x



SUMMARY OF FINANCIAL PERFORMANCE

Statement of Unaudited Financial Results for the Quarter ended 30th June, 2018

(₹ in Lakhs)

Sr. No.	Particulars	Quarter Ended			Year Ended
		30.06.2018	31.03.2018	30.06.2017	31.03.2018
		Unaudited	Unaudited	Unaudited	Audited
I.	Revenue from Operations	9940.88	7780.47	8626.05	32523.99
II.	Other Income	50.51	56.15	35.01	307.45
III.	**Total Income from Operations (I+II)**	**9991.39**	**7836.62**	**8661.06**	**32831.44**
IV.	**Expenses**				
	(a) Cost of materials consumed	4454.46	3558.45	4283.31	16427.85
	(b) Purchases of stock-in-trade	1.05	4.49	63.05	72.36
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	168.54	(100.30)	224.19	(308.10)
	(d) Employee benefits expense	447.68	597.15	526.75	2241.47
	(e) Finance Costs	42.29	117.96	80.25	382.88
	(f) Depreciation and amortisation expense	289.96	282.66	274.82	1131.71
	(g) Power & Fuel	753.22	745.78	696.34	2833.61
	(h) Other expenses	2066.09	1886.24	1384.15	6107.26
	Total Expenses (IV)	**8223.29**	**7092.43**	**7532.86**	**28889.04**
V.	**Profit /(Loss) before Tax (III-IV)**	**1768.10**	**744.19**	**1128.20**	**3942.40**
VI.	Exceptional Item	-	-	-	-
VII.	**Profit/(Loss) after Exceptional Item before Tax (V-VI)**	**1768.10**	**744.19**	**1128.20**	**3942.40**

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		Unaudited	Unaudited	Unaudited	Audited
VIII	**Tax Expenses**				
	- Current	658.72	343.40	416.89	1553.87
	- Income Tax for Earlier Years	-	26.73	-	55.40
	- Deferred tax	(37.52)	(90.03)	(26.89)	(185.79)
VIII.	**Profit/(Loss) for the period (V-VI)**	**1146.90**	**464.09**	**738.20**	**2518.92**
IX.	**Profit / (Loss for the Period (VII-VIII)**	**1146.90**	**464.09**	**738.20**	**2518.92**
X.	**Other Comprehensive Income**				
	A. Items that will not be reclassified to Profit/(Loss) (net of tax)				
	a) Remeasurement of defined benefit plan	(7.26)	94.50	(7.26)	72.72
	b) Equity Instrument through Other Comprehensive Income	8.21	8.81	8.01	32.84
	c) Income tax relating to above items	2.54	(32.95)	-	(25.41)
XI.	Total Comprehensive Income for the Period	1150.39	534.45	738.95	2599.09
XII.	Paid Up Equity Share Capital (Face Value of Rs.. 10/- each)	1807.92	1807.92	1807.92	1807.92
XIII.	Reserve excluding Revaluation Reserve	-	-	-	10269.02
	Earning per share (not annualised)				
	Basic	6.34	2.57	4.09	13.93
	Dilute	6.34	2.57	4.09	13.93

FOR ANY FURTHER INFORMATION, PLEASE CONTACT

Mr. Sumit Jaitely
Company Secretary & Compliance Officer
E-mail: cs@aabl.in
Phone: 0731-6662400-500
www.associatedalcohols.com

Disclaimer