



**Associated
Alcohols & Breweries Ltd.**

Corporate Office :
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Above Shoppers Stop, A.B. Road,
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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/COPROPRATE PRESENTATION AUGUST 2018

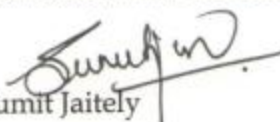
With reference to above captioned subject, we hereby enclose Investor/Corporate Presentation for the month of August, 2018 request you to kindly take the same on record.

Kindly acknowledge the receipt of same.

Thanking You

Yours Faithfully

For: Associated Alcohols & Breweries Limited


Sumit Jaitley

Company Secretary



The background of the slide is a composite image. The top half shows a field of golden wheat stalks under a warm, yellowish light. The bottom half is a close-up of beer bubbles rising in a glass, with a slice of citrus fruit visible on the right. The text is overlaid on this background.

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%

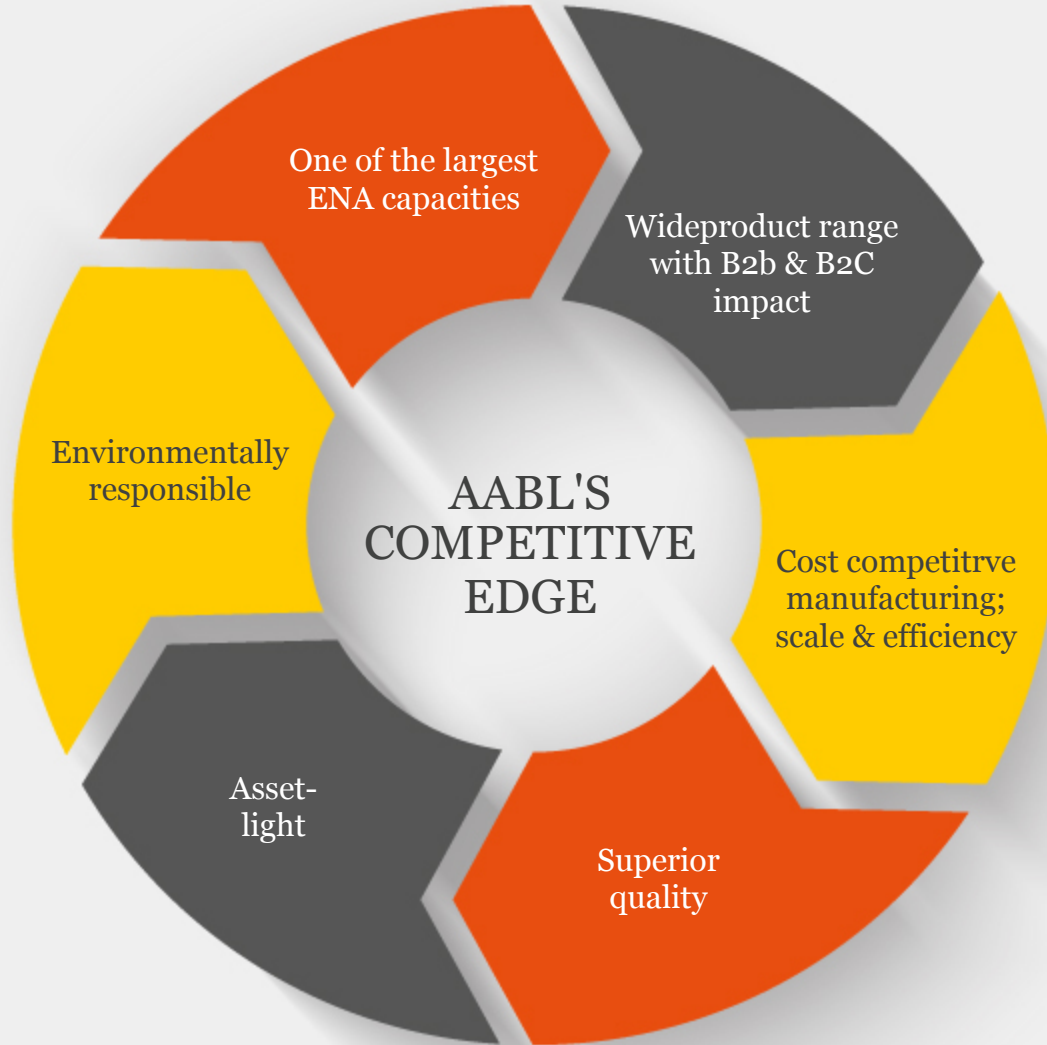
Revenue contribution
Q1, FY2017-18

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



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

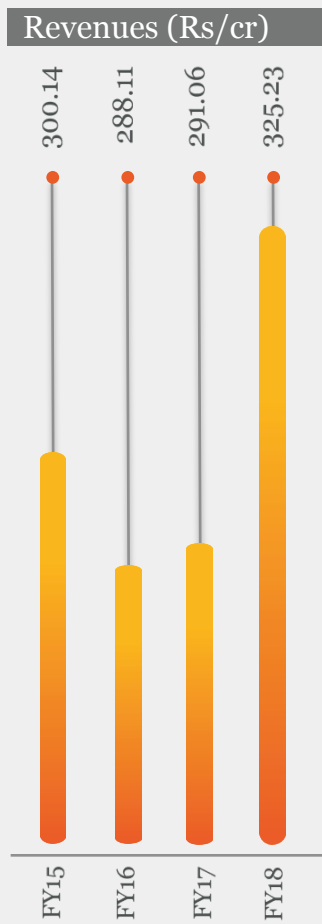
Grow
franchisee
agreement
with Diageo-
USL

Complete
plant
automation

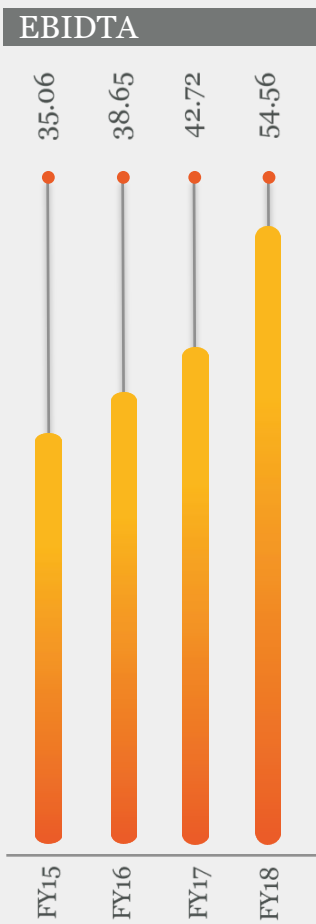
Captive use
of expanded
ENA capacity

BETTER RESULTS OVER THE YEARS

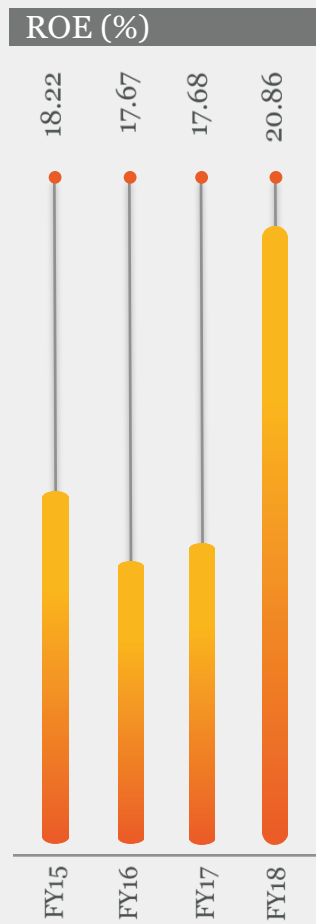
HIGHER REVENUES
+ **34.17cr**



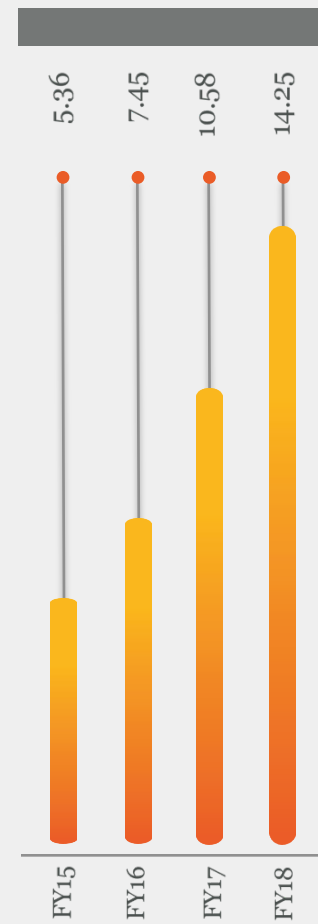
GROWING PROFITS
+ **11.84**



ROCE
+ **318 bps**



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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(₹ in Lakhs)

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		30.06.2018	31.03.2018	30.06.2017	31.03.2018
		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
	Other Comprehensive Income				
X.	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

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Company Secretary & Compliance Officer

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www.associatedalcohols.com

Disclaimer

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Associated Alcohols & Breweries Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.