

December 14, 2018

To

The Manager

The Department of Corporate Services

BSE Limited

Floor 25, P. J. Towers,

Dalai Street, Mumbai — 400 001

Scrip Code: 531147

To

The Manager

The Listing Department

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,

Bandra (East), Mumbai — 400 051

Scrip Symbol: ALICON

Dear Sir/ Madam,

Sub: Intimation of Analyst / Investor Meetings

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosures Requirements) Regulations, 2015, we would like to inform you that the management of Alicon Castalloy is scheduled to meet investors and Analysts on December 13, 2018 and December 14, 2018 in Mumbai

Kindly find attached the Investor Presentation, which would be discussed during the meetings. The presentation is also uploaded on the Company's website.

We would request you to take this information on record.

Thanking you,

Neelan Chavani

Yours faithfully,

For Alicon Castalloy Ltd

Alicon Castalloy Ltd

Corporate Presentation

December 2018

Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to, "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Contents





About Alicon Castalloy



Alicon Castalloy - Overview

Offers end-to-end solutions spanning the entire spectrum of aluminum casting needs across multiple user industries

Offers - Design, Engineering, Casting, Machining and Assembly, Painting and Surface Treatment of Aluminum Components

Pioneer in India for processes of Low Pressure Die Casting (LPDC) and Gravity Die Casting (GDC)

Operates one of the largest Aluminum foundries in India

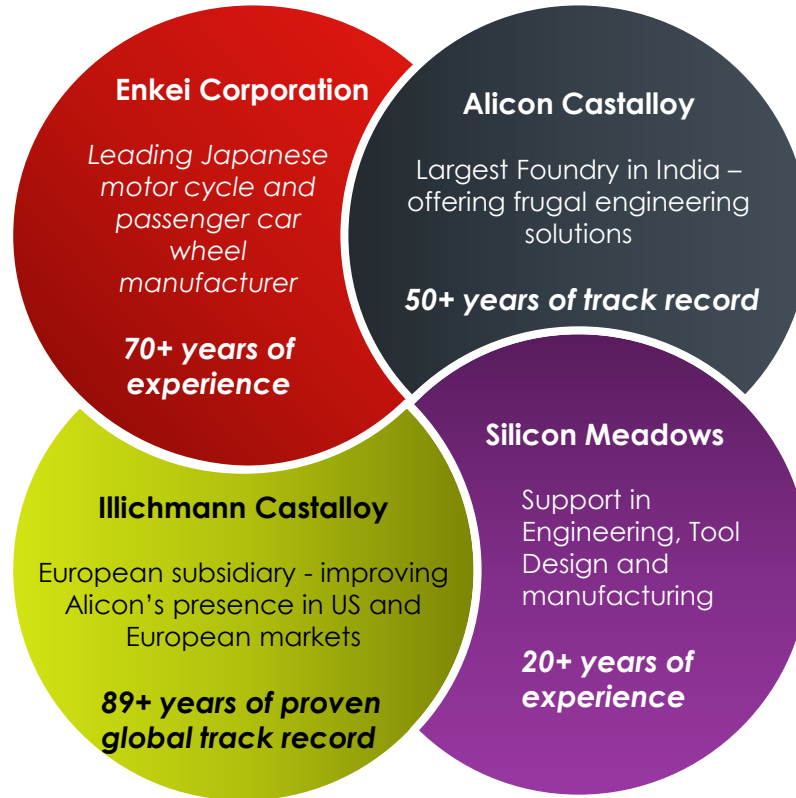
Leaders in the development of Pro-Cast and Magma space in India

Diversified marquee Customer base across core sectors in India coupled with steady rise in International presence

Robust track record of 44 years, further enriched by 89 year legacy of Illichmann Castalloy

Alicon Castalloy – Blending the best attributes

*A blend of
European
engineering skills,
Japanese quality
and inherent
Indian ingenuity
and frugality*



Milestones

1969

Atlas Automotives established in Chinchwad with Technical collaboration with Carl Smith – Germany for Low Pressure Die Casting Technology transfer

1992

Pegasus Castalloy Limited established at Shikrapur Pune

1995

Pegasus Castalloy and Enkei Corporation Japan join hands together for operations in India and bring Alloy Wheel Technology to India - Pegasus Castalloys Limited changed to Enkei Castalloy Limited

1996

Silicon Meadows Design Limited set up for support in Tool Design and manufacturing

2006

New plant set up in Binola (Haryana – outskirts of Delhi) to cater to the additional capacity demand in Auto sector

2009

Silicon Meadows Engineering Services established to cater to engineering and design needs

Demerger of Enkei Castalloy into Alicon Castalloy for all types of Auto/ Non auto Business and Enkei Wheels India for Alloy Wheels Manufacturing

2010

Illichmann Castalloy merger with the Alicon Group

2011

TS16949, ISO 9001, ISO 14001 & OHSAS 18001 certified

In-house R&D Unit recognized by the Department of Scientific and Industrial Research, Ministry of Science & Technology, Government of India

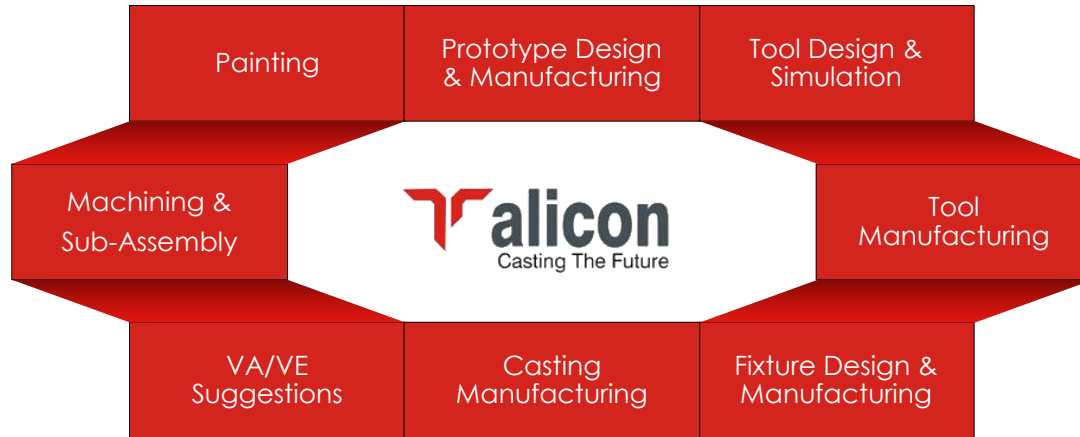
2017

Merger of Atlas Castalloy with Alicon Group

2018

Turnover crosses Rs. 1000 cr

One-stop shop for all engineering solutions related to aluminum alloy castings



Catering to key sectors of the Indian economy



Automobile



Infrastructure



Aerospace



Medical



Energy



Agriculture

End-user Industries

Strategically diversifying presence in various segments

Automotive segment

Traditional

Two Wheelers



Three Wheelers



Passenger Cars



Multi Utility Vehicles



Medium & Heavy Commercial Vehicles



Multi Purpose Vehicles



Small Commercial Vehicles



Light Commercial Vehicles



E-mobility

Two Wheelers



Passenger Cars



Medium & Heavy Commercial Vehicles



Non-Automotive segment

Agriculture



Infrastructure



Energy



Locomotive



Medical & Health



Aero & Marine



Defense



Global Presence : Close-to-Demand

Strategic locations enable better speed-to-market and increased cost optimization



4 modern plants
(1 international)

High-end machines

Advanced Technology Centre

Globally competent Tool
Rooms (20 tools/ a month)

Full-edged Machine Shop
(including assembly facility)

Austria

International Marketing
Office

Slovakia

- * Manufacturing Plant
- * Tool Room
- * Product Validation Lab

Chinchwad, Pune Maharashtra

- * Manufacturing Plant
- * Tool Room
- * Product Validation Lab
- * Machine Shop

Shikrapur, Pune Maharashtra

- * Manufacturing Plant
- * Technology Centre
- * Product Validation Lab
- * Machine Shop

Binola, Haryana

- * Manufacturing Plant
- * Product Validation Lab

Diversified base of marquee customers

Diversity across markets and industries provides a natural hedge

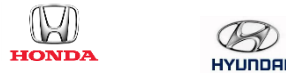
TWO WHEELER OEM



Not reliant on a single 'anchor' customer

None of the customers contribute >15% of turnover

FOUR WHEELER OEM



TIER 1 & NON AUTO



MANY MORE...

Alicon Castalloy - At a Glance



17%

Revenue CAGR
(5 yr)



20%

EBITDA CAGR
(5 yr)



20%

PAT CAGR
(5 yr)



4

Manufacturing
Units



1,014

INR crore of
Revenue in FY18



76

customers with..

685

Live Parts



60

No. of product
innovations during FY18



Serving customers in

15

countries



1,037

No. of permanent
employees

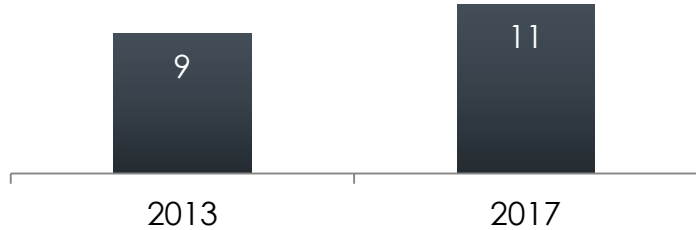
Industry Characteristics



Indian Foundry Industry & Key Characteristics

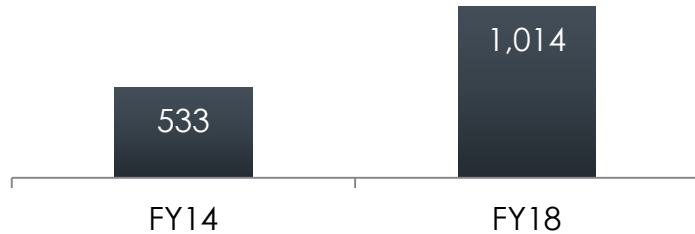
Production of castings in Million (M.T)

CAGR: 5%



Alicon's Net Sales (Rs. Crore)

CAGR: 17%



Fragmented market

- The foundry industry is largely dominated by unorganized sector and small scale players

Highly labor- intensive

- Generates employment for ~2 million people
- Potential to generate additional employment of 2 Million in next 10 years

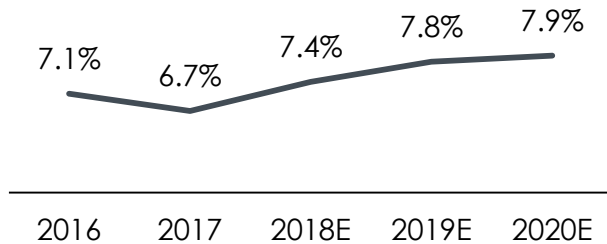
Major Consumers of Castings

- Automobile sector accounts for about one-third of the sector's demand, followed by Agriculture, Pipes & Fittings, Railways, Power, Infrastructure
- India the second largest casting producers in the World followed by China
- Healthy export trends bode well for the industry

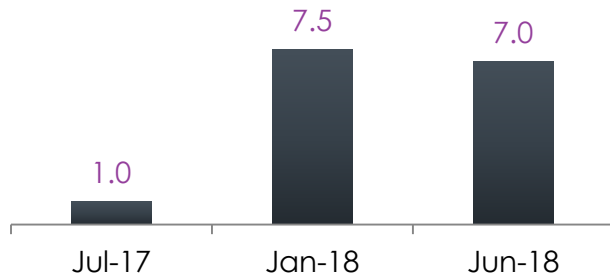
Source : Foundry Informatics Centre

Industry Growth drivers

India – GDP Growth



IIP (%)



Outlook

- Initiatives like 'Make in India', 'Housing for All', 'Smart Cities Mission', 'Automotive Mission Plan 2026', and NEMMP 2020 - a huge boost to the automobile, defense, and infrastructure sectors
- New manufacturing policy envisages the increase in the share of manufacturing in GDP to 25% from current 15% - the role of foundry industry to support manufacturing remains very vital
- Auto, Auto Components & Capital Goods expected to grow three folds in next 10 years – to drive the demand for metal casting industry
 - Buoyant sentiment in the automobile segment led by new launches from various established automobile and two-wheeler manufacturers
 - Relaxed financing schemes: Carmakers have started providing customized finance to customers through NBFCs
- Robust pace of construction of roads & rural housing etc. to push demand for earthmoving & allied equipment
- Barring China, the global growth in the foundry sector has been stagnant - provides a suitable opportunity for the Indian foundry sector to increase its share of exports

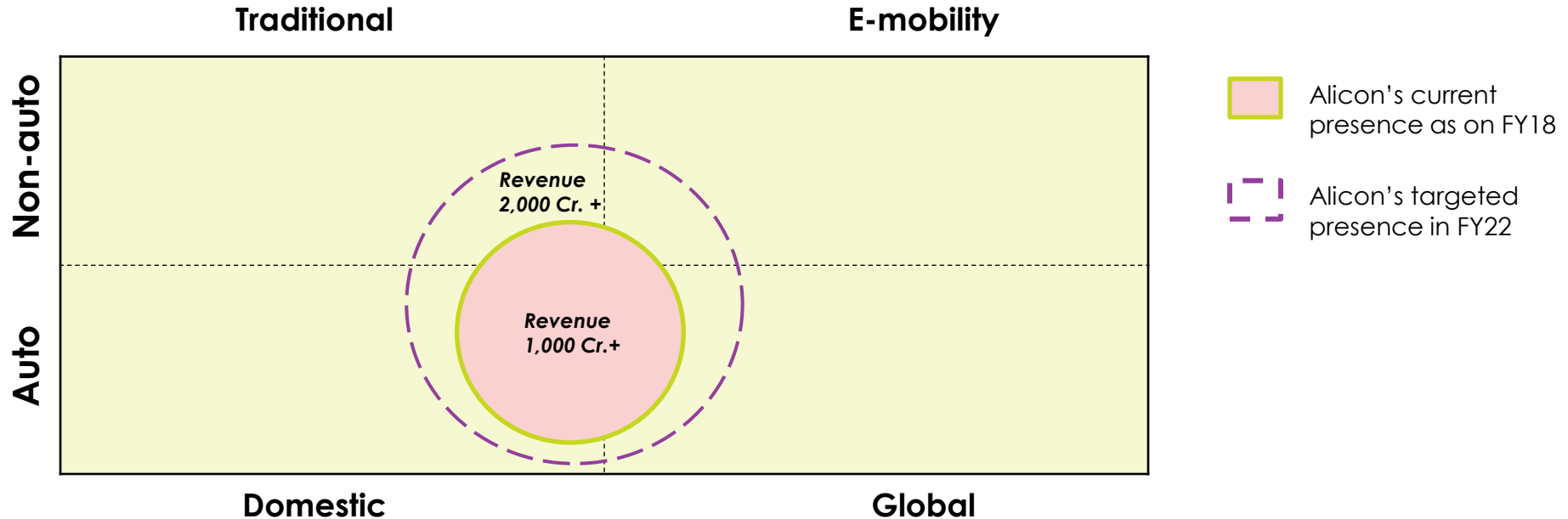
Source : Statista 2018, Trading Economics

Growth Strategy

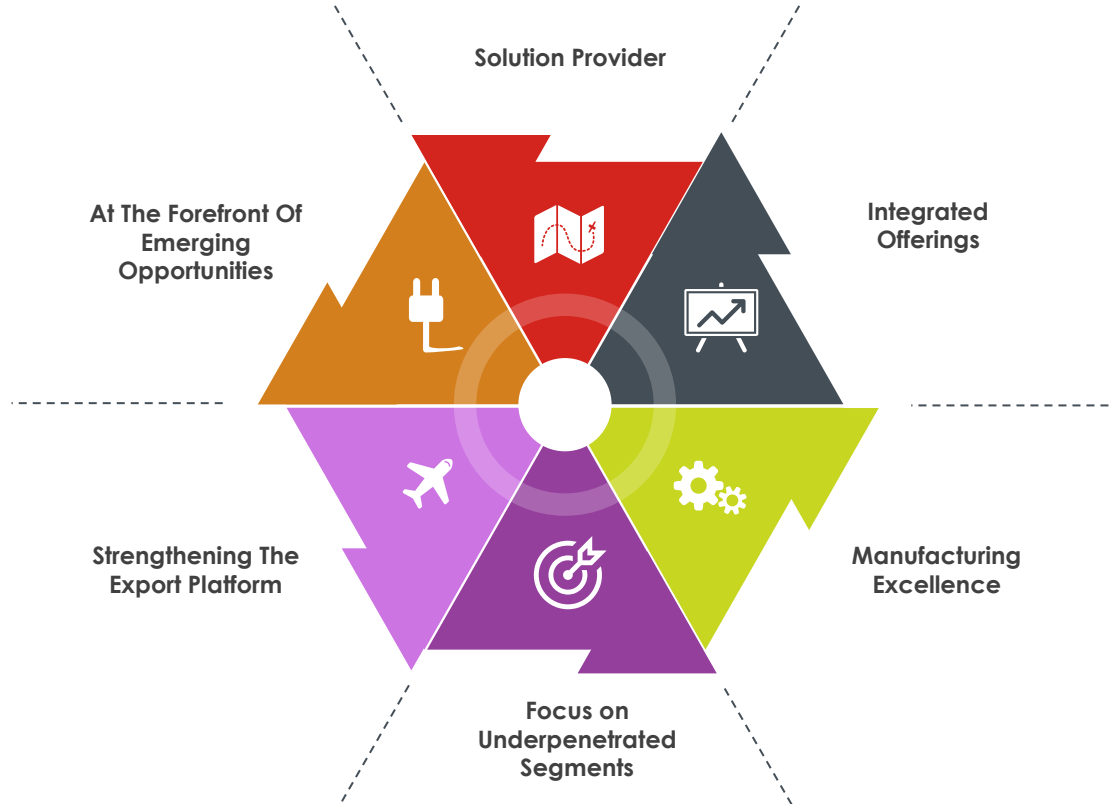


Vision G5 2021-22

In FY16, Alicon unveiled its vision G5 2021-22, which spells out the Company's ambition to be among the Top 5 global foundries by FY2021-22



Growth Enablers



Growth Enablers

Solution
Provider



Integrated
Offerings



Manufacturing
Excellence



Focus on
underpenetrated
segments



Strengthening The
Export Platform



At The Forefront Of
Emerging
Opportunities



- Alicon has moved up the value chain from product vendor to solution provider
- Deeper engagement with customers at the technical specification stage itself incorporating evaluation on parameters such as:
 - *Identifying the most suitable process (GDC, LPDC, etc.) to optimize production efficiency*
 - *Inputs on ergonomics to enhance quality and reliability of components*
- Recommendations on right material and alloy mix to reduce RM costs while optimizing performance
- Thrust remains on meeting the diverse needs of varied customers through continuous technological developments and innovations

Growth Enablers

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Strengthening The
Export Platform

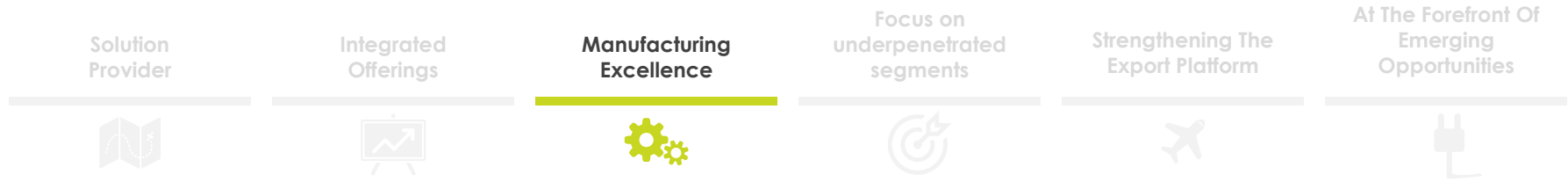


At The Forefront Of
Emerging
Opportunities



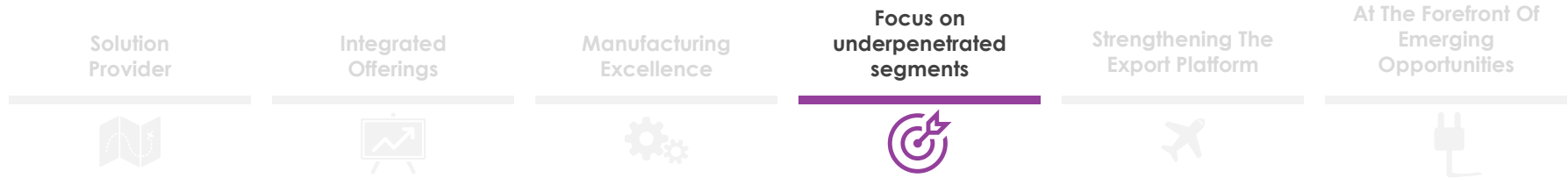
- Have deepened design capabilities and enhanced simulation and software imprint resulting in better outcomes
- Enhanced prototyping and elevated tool room capabilities have compressed design and production lifecycle
- Deeply engaged with clients to design-to-cost and deliver across parameters of quality, efficiency, reliability while supplying within budget
- Partnership approach with vendors and clients - involved at every stage of product development and has emerged as a one stop shop for customers

Growth Enablers



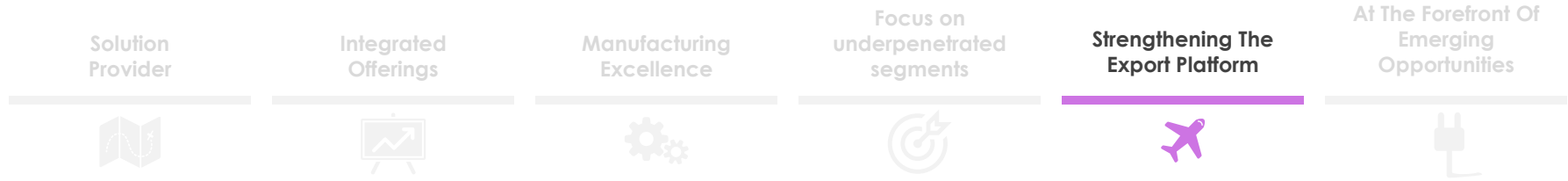
- **Four best-in-class manufacturing facilities – located in Shikrapur, Chinchwad and Binola in India, and Slovakia (Europe)**
 - **Highly automated, state-of-the-art foundries operating modern equipment**
 - **Higher efficiencies and more optimized costs**
- **Leveraging track record, global presence and industry best practices such as analytics, yield enhancement and lean manufacturing to serve key customer objectives**

Growth Enablers



- **Targeting high potential growth industries across the non-auto segment**
 - **Alicon operates one of the few foundries in India to provide components for the non-auto segment**
- **Developed Aluminum parts in sectors like Defense, Healthcare and Power enabling weight reduction and performance enhancements of end-products**
- **Partnered with the world's leading technical service providers to elevate offerings to the non-auto segment**

Growth Enablers



- Tapping potential across Export Markets & deepening engagement with existing base of global customers to scale export volumes
- Auto products are being offered across multiple countries and regions and OEMs are seeking capable and cost efficient partners under a global sourcing model
- Diversification into international markets insulates the Company from the impact of domestic business cycles
- Targeting presence across newer export markets to widen customer base

Growth Enablers

Solution
Provider



Integrated
Offerings



Manufacturing
Excellence



Focus on
underpenetrated
segments



Strengthening The
Export Platform



At The Forefront Of
Emerging
Opportunities



- The emerging E-mobility sector provides huge propensity for growth
- Proactively involved with the domestic and global OEM's, from concept to design stage for the development of parts for electric vehicles
- Developed Motor Housing, Battery Housing and Gear Box Housing for customers in Europe to be used in Electric Vehicles
- Working on design and development for other parts for Electric Vehicles
- Steadily growing the customer base

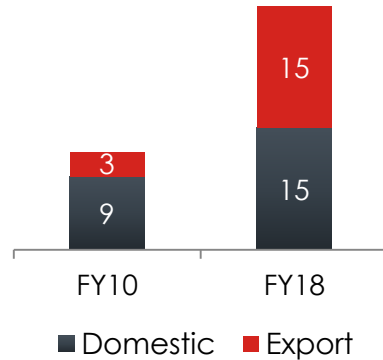
Growth Journey so far...

Total customers significantly increased from 38 in FY10 to 87 in FY18

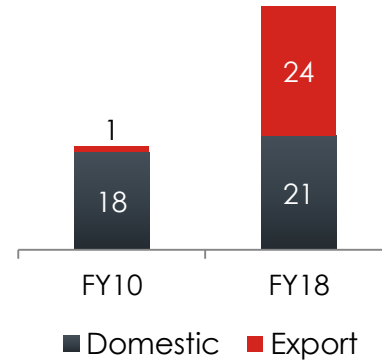
2W & 3W Customers



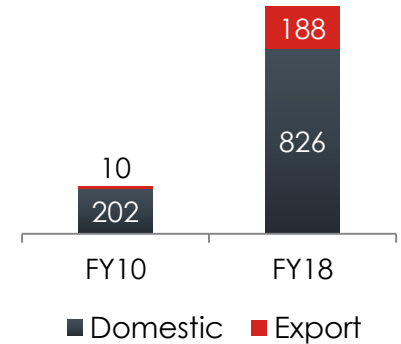
4W Customers



Non Auto Customers

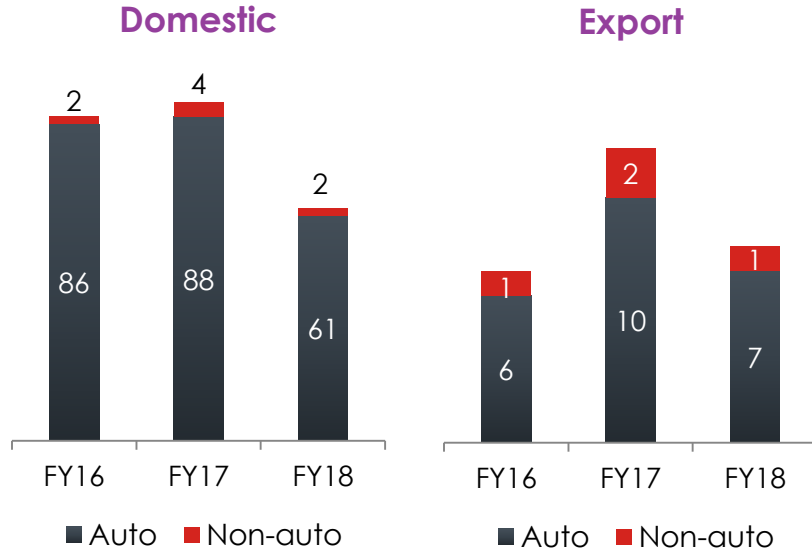


Total Turnover (Rs in crore)

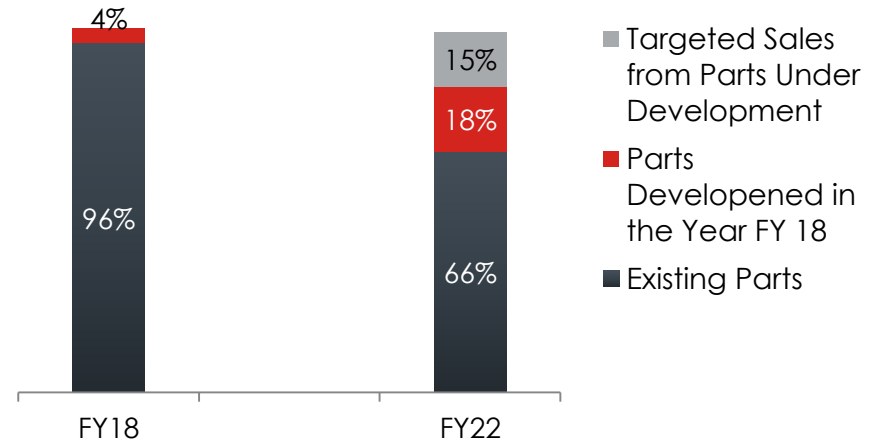


Innovation backed Growth

Number of Parts Developed in Last 3 Years



Targeted Proportion of Sale of Newly Developed Parts



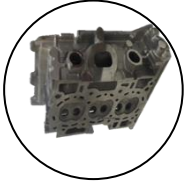
Strong Pipeline of New Products – SOP*



Honeywell



HMSI
KOLA Pipe



Renault
Nissan
Cylinder
head



MSIL
Cylinder
head



Honeywell
Turbo
Charger



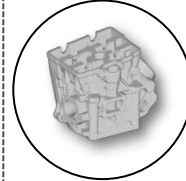
HCIL
Engine
Parts



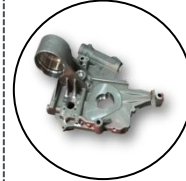
Ather
Swing Arm



Toyota
Intake
Manifold



KTM
Cylinder
head



Magneti
Marelli
Base plate

Augmenting solutions for the auto segment through increased R&D and innovation to match new trends

Launched products in sectors like Defense, Healthcare and Power

* SOP– These are parts which are recently developed and are now in production

Strong Pipeline of New Products – Proposed*

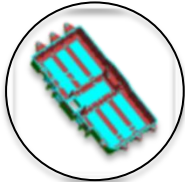
SAMSUNG SAMSUNG SDI



Honeywell



TRIUMPH



Samsung
Battery
Housing



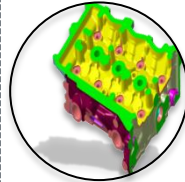
JLR
Knuckles



Bosch
Housing



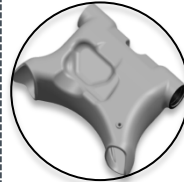
Honeywell
Turbo
charger



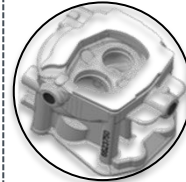
Renault
Nissan
Cylinder
heads



Magneti
Marelli
Base Plate



Samsung
Housing



Rotax
Cylinder
head



Audi
Knuckles

Developing path-breaking products and solutions for electric vehicles and new platforms

Strong growth in order book and visibility

* Proposed– These are parts which are in discussion with customer and LOI is expected

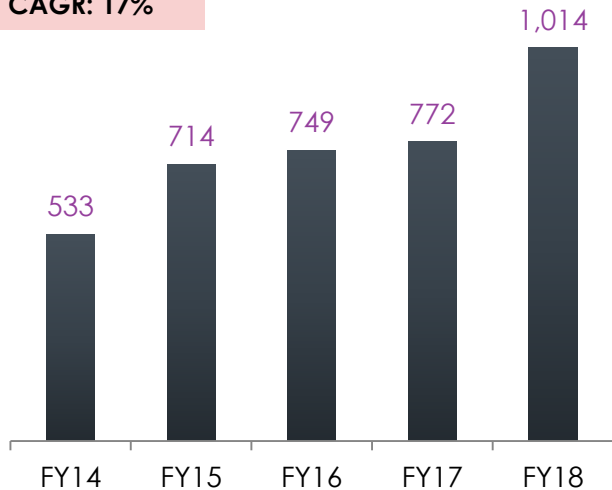
Financial Highlights



Consistent Growth - Consolidated

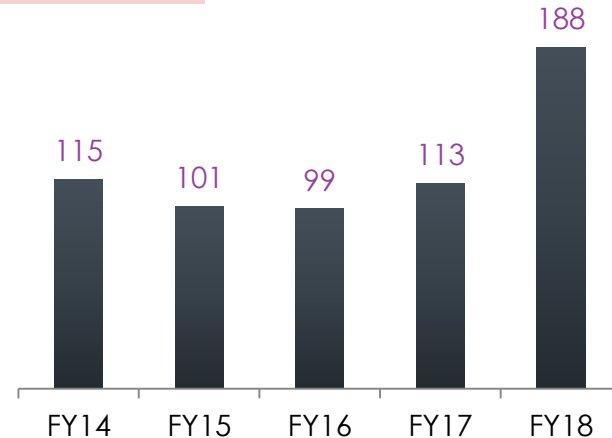
Net Sales (Rs. Crore)

CAGR: 17%



Exports – incl. overseas business (Rs. Crore)

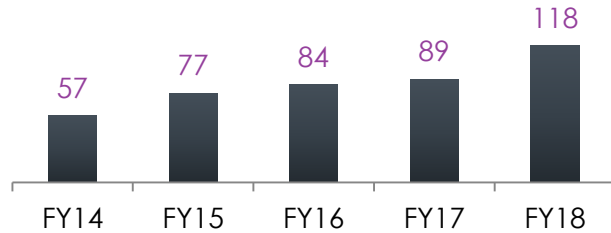
CAGR: 13%



Strong Profitability - Consolidated

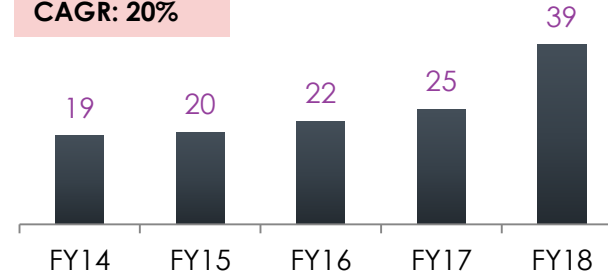
EBITDA* (Rs. Crore)

CAGR: 20%

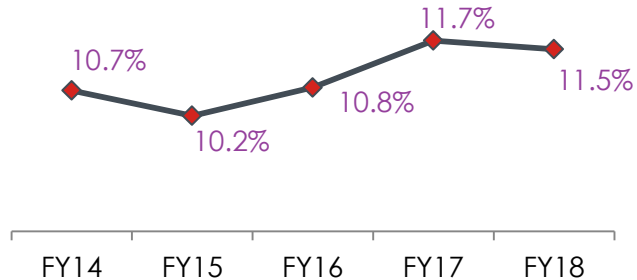


PAT (Rs. Crore)

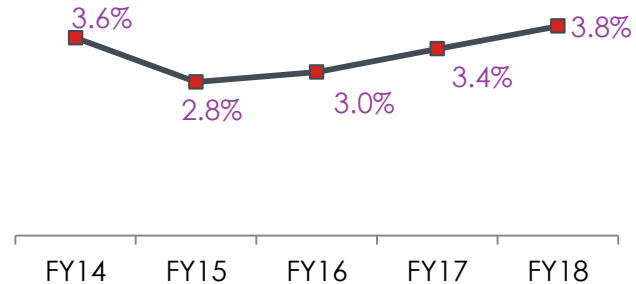
CAGR: 20%



EBITDA Margins



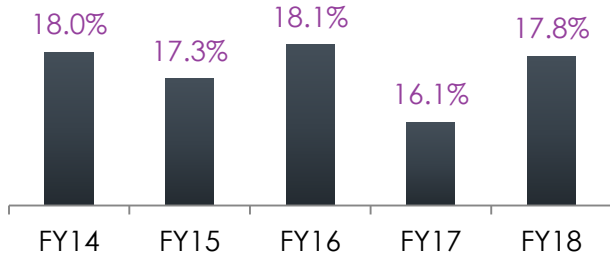
PAT Margins



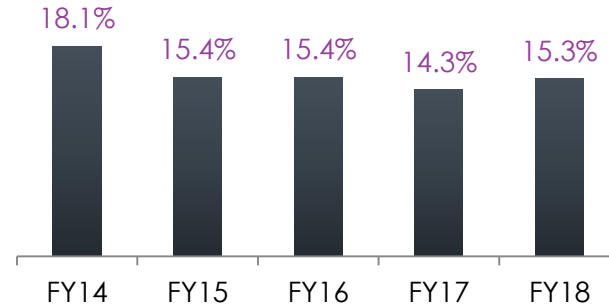
* Including other income

Financial Parameters - Consolidated

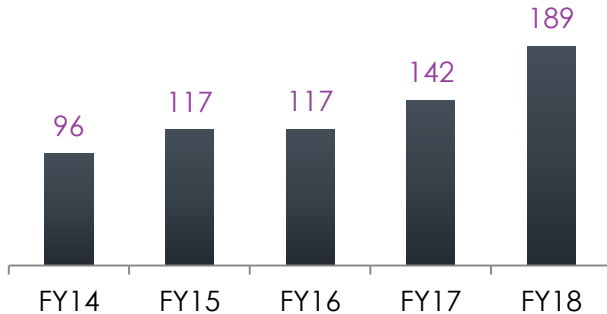
ROCE



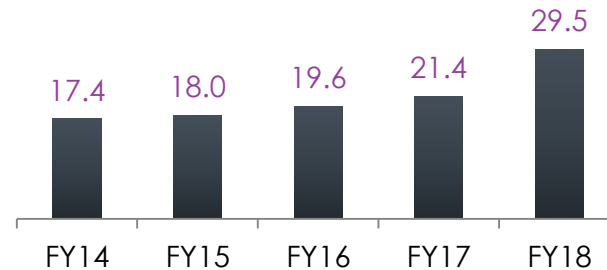
ROE



BVPS (Rs.)

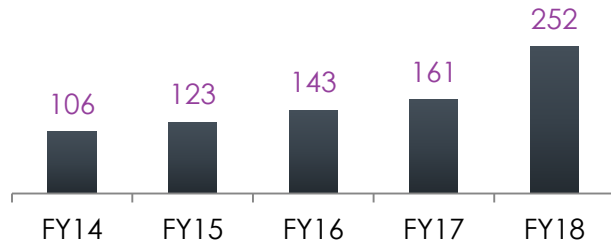


EPS (Rs.)

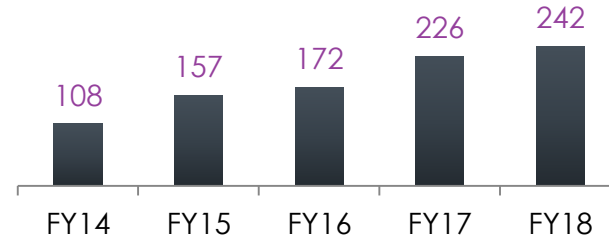


Disciplined Financial Position - Consolidated

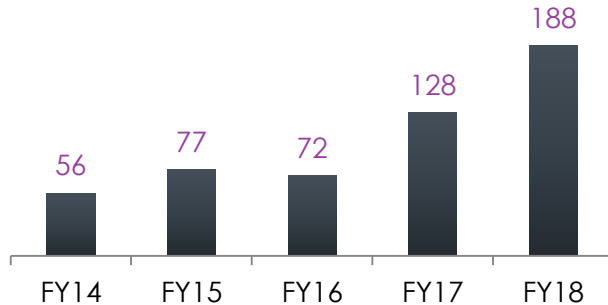
Networth (Rs. Crore)



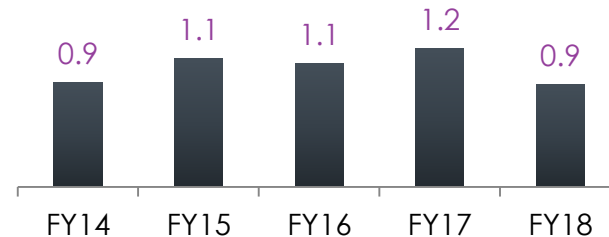
Gross Debt (Rs. Crore)



Working Capital (Rs. Crore)

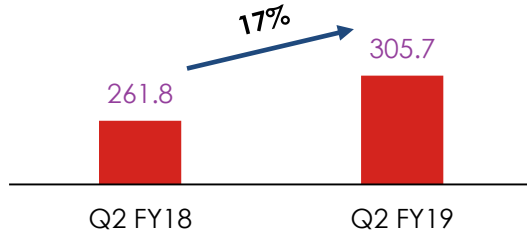


Net debt to equity (x)

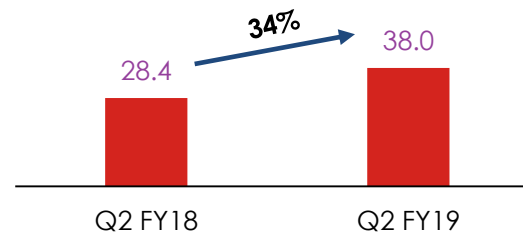


Q2 FY19 Highlights – Consolidated

Revenue from Operations

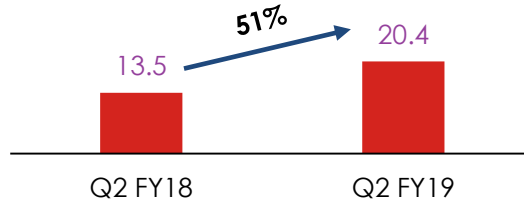


EBITDA

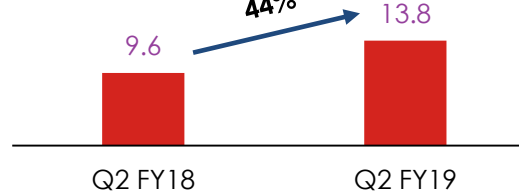


EBITDA %	Q2 FY18	Q2 FY19
	10.7%	12.4%

PBT



PAT



PAT %	Q2 FY18	Q2 FY19
	3.6%	4.5%

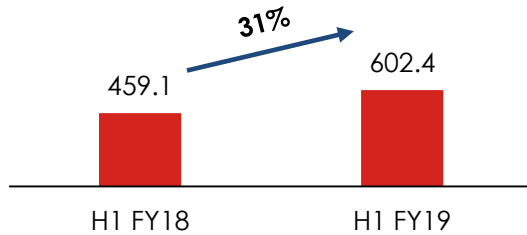
- Revenue from Operations stood at Rs. 306 crore, higher by 17%
- Domestic Revenues higher by 16% YoY
- Export* segment reported strong growth of 22% YoY
- Gross profit margins improve by 237 bps to 49%
- EBITDA stood at Rs. 38 crore
- EBITDA margins improve by 170 bps to 12.4%
- PAT margins up by 89 bps to 4.5%
- EPS (Diluted) stood at Rs. 9.82, as against Rs. 7.35 in Q2 FY18

Figures in Rs. Crore

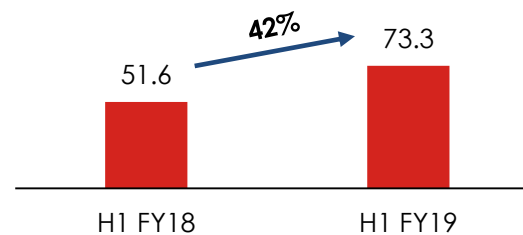
*Exports (incl. overseas business)

H1 FY19 Highlights – Consolidated

Revenue from Operations

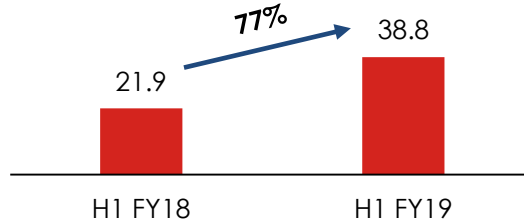


EBITDA

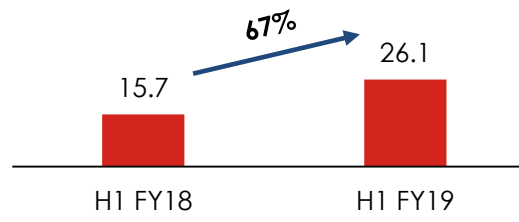


EBITDA %	H1 FY18	H1 FY19
	11.1%	12.1%

PBT



PAT



PAT %	H1 FY18	H1 FY19
	3.4%	4.3%

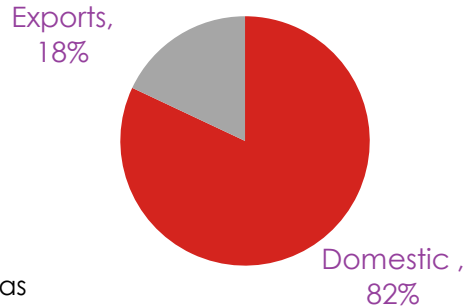
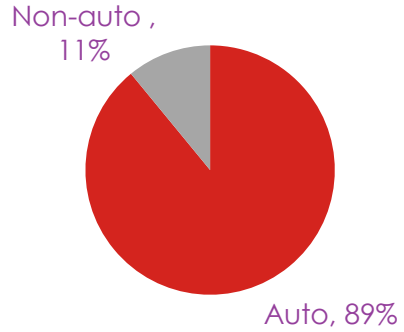
- Revenue from Operations higher by 31% to Rs. 602 crore
- Domestic Revenues stood at Rs. 495 crore, up by 30% YoY
- Export* segment up by 38% YoY at Rs. 107 crore
- Gross profit margins steady at 49%
- EBITDA stood at Rs. 73 crore, higher by 42%
 - Margins higher by 99 bps to 12%
- PAT margins up by 94 bps to 4.3%
 - EPS (Diluted) at Rs. 18.56 vs Rs. 12.03 in H1 FY18

Figures in Rs. Crore

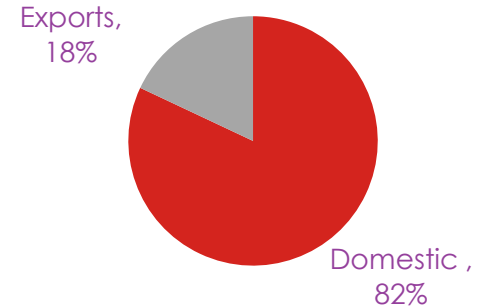
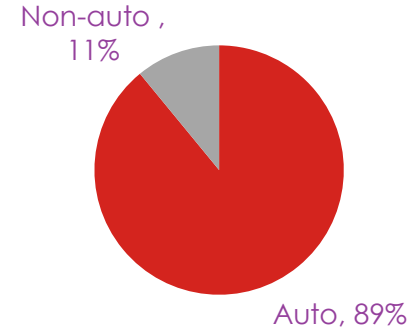
*Exports (incl. overseas business)

Revenue Mix – Q2 & H1 FY19

Q2 FY19



H1 FY19



*Exports (incl. overseas business)

Abridged P&L – Consolidated

Particulars (Rs. crore)	Q2FY19	Q2FY18	Y-o-Y Shift	H1FY19	H1FY18	Y-o-Y Shift
Revenue from Operations	305.7	261.8	17%	602.4	459.1	31%
Other Income	1.2	3.6	-68%	4.0	6.1	-35%
Total Income	306.8	265.5	16%	606.3	465.2	30%
Total Expenditure	268.8	237.1	13%	533.0	413.6	29%
Raw Material expenses	156.8	140.5	12%	308.7	234.6	32%
Employee benefits expense	43.9	37.6	17%	86.1	70.4	22%
Other expenses	68.1	59.0	15%	138.2	108.6	27%
EBITDA	38.0	28.4	34%	73.3	51.6	42%
EBITDA margin (%)	12.4%	10.7%	+170 bps	12.1%	11.1%	+99 bps
Finance Costs	8.3	7.1	16%	16.2	14.6	11%
Depreciation and Amortization	9.4	7.8	21%	18.3	15.1	21%
PBT	20.4	13.5	51%	38.8	21.9	77%
Tax Expenses	6.6	3.9	69%	12.7	6.2	104%
PAT	13.8	9.6	44%	26.1	15.7	67%
PAT Margin (%)	4.5%	3.6%	+89 bps	4.3%	3.4%	+94 bps

Abridged Balance Sheet – Consolidated

Liabilities (Rs. Crore)	As on Sept 30, 2018	As on March 31, 2018
a) Shareholders' Funds	283.6	252.4
b) Non-current Liabilities (NCL)	88.4	96.9
- Long-term Borrowings	57.5	68.6
- Other NCL	30.9	28.2
c) Current Liabilities (CL)	470.6	430.6
- Short-term Borrowings	233.2	173.8
- Trade Payables	165.1	183.0
- Other CL	72.3	73.8
Total	842.5	779.9

Assets (Rs. Crore)	As on Sept 30, 2018	As on March 31, 2018
a) Non-current Assets	353.2	335.3
a) Current Assets	489.3	444.5
- Inventories	115.8	89.7
- Trade Receivables	317.7	301.2
- Cash & Bank balance	18.8	16.2
- Others	37.0	37.5
Total	842.5	779.9



Corporate Profile

The Alicon DNA

To become the globally preferred supplier for Light Alloy Casting Solutions



Our Mission

Grow the employees, associates and suppliers

Ensure total customer satisfaction

Increase shareholder value



Our Values

Quality, Integrity and Respect

Encourage Entrepreneurship

Ownership and Accountability

Commitment to the Environment and Community

North Star philosophy - Alicon endeavors to promote Indian self-reliance in the present domains

“ We are proud to be Indians, we work to make India proud ”

The North Star philosophy aligns the Company's Corporate Pledge, Vision, Mission, Values, DNA and future growth Strategy

Board of Directors

Robust corporate governance – 50% of the Board comprised of Independent Directors

Promoter Directors

Shailendrajit Rai
Managing Director

Non Executive Directors

Junichi Suzuki
Director

Mrs. Pamela Rai
Director

Independent Directors

A.D. Harollikar
Independent Director

Vinay Panjabi
Independent Director

Ajay Nanavati
Independent Director

Management Team

Strong and Able Management Team

Shailendrajit Rai

Managing Director

Rajeev Sikand

Group CEO

Vimal Gupta

Group CFO

Ravinder Mehra

Group COO

Omprakash Agnihotri

Chief Business Counselling Officer

Shekhar Dravid

VP – Business Development

Andreas Heim

Managing Director - Illichmann

CSR Activities

Since 2010, Alicon has supported and engaged in various social initiatives through its implementing partner, Bansuri Foundation

Rural Development Initiatives

- 4th year of engagement with People's Empowering Movement (PEM) - focusings on subsistence farming and irrigation projects in rural India
- Partnered with the Sanshil Foundation for Welfare for a project in village Pukharpur, Haryana - aims to empower local women to develop new skills

Education Initiatives

- 3rd year of supporting iTeach Schools
- 5th year supporting preprimary education programme at Aseema's Education Centre for tribal children at Igatpuri, Maharashtra
- Spearheaded Tarang Plus, a project to introduce regular counselling sessions for students in PCMC schools



Green Initiatives

Alicon practices several green initiatives which includes maintaining green areas with treated effluent water and enhancing green cover around our premises.



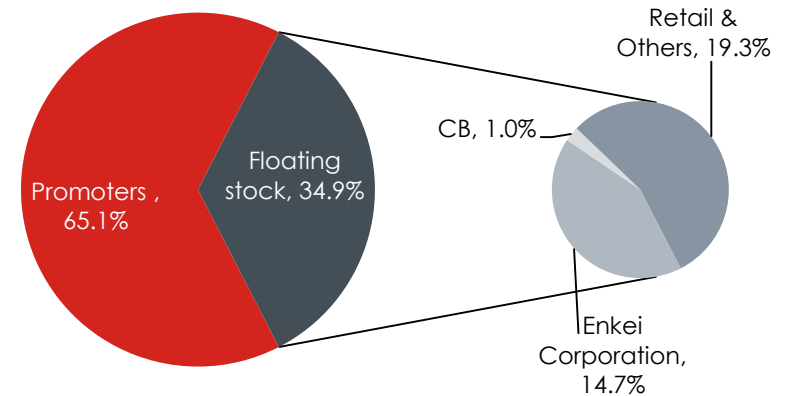
Awards & Recognition – FY18

- *Felicitated by Honda Cars India Limited for 'Most Impressive Circle' of 7th NH Circle India Convention*
- *Conferred with an award for Quality Management 2017-18 by Honda Motorcycles & Scooter India Pvt. Ltd.*
- *Bestowed with the Sanjeevani Award from Eicher Engines (A Unit of Tafe Motors & Tractors Ltd.)*



Key Market Statistics

Key Market Statistics	As on Oct 31, 2018
BSE/NSE Ticker	531147 / ALICON
Industry	Aluminium / Steel Products
CMP (Rs.)	599.95
Market Cap (Rs. Crore)	801.9
Number of outstanding shares (Crore)	1.34
Face Value	5.00
52-week High / Low (Rs.)	729.65/555.15



*Shareholding as on Sept., 30 2018

Key Processes & Products



Die Casting – LPDC process

Strong focus towards streamlining processes and systems to deliver quality solutions, making Alicon a partner of choice for customers worldwide

Industry leader in unique Pie system for low pressure die casting

- Advanced technology with latest feature for temperature control, pressure control and metal quality
- No exposure to atmosphere, ensuring negligible moisture contamination
- Enhances productivity
- Minimum utilization of resources
- Low Maintenance
- Low rejection rate of manufactured products

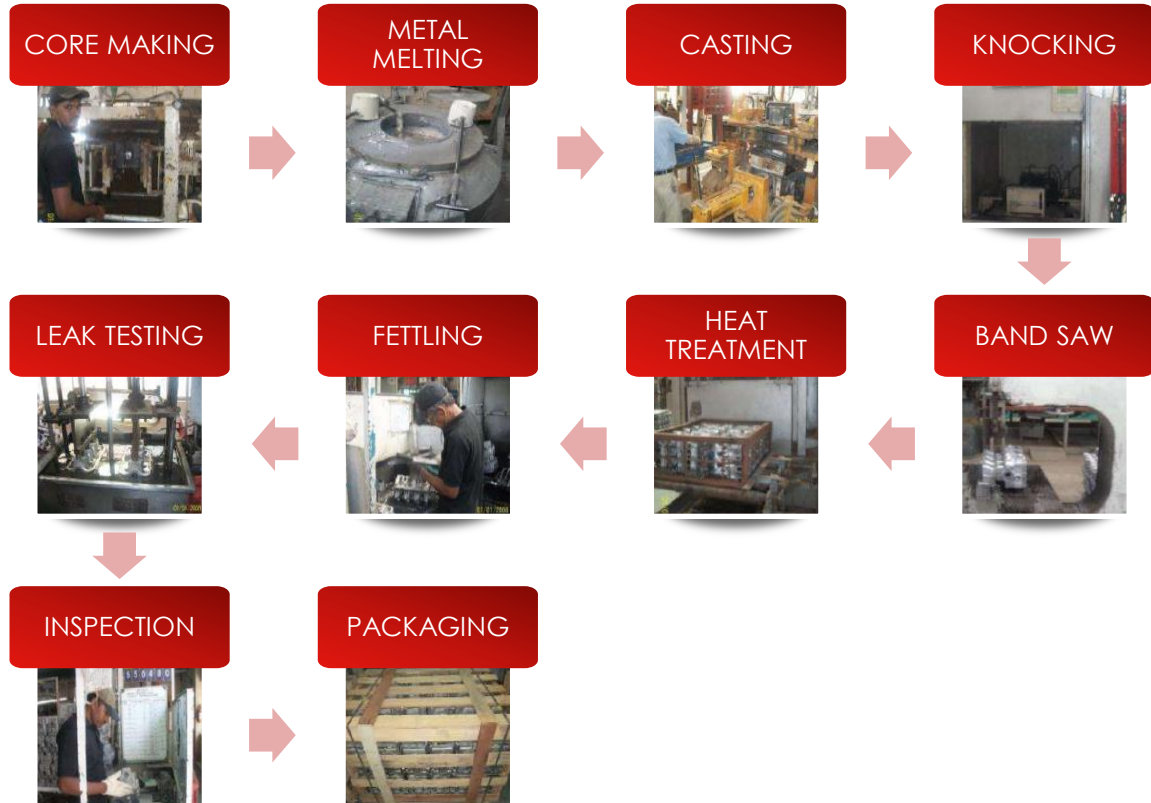


Die Casting – GDC process

Seamless manufacturing process through one piece flow enables early detection of even slight defects, leading to reduced rejection rate

Gravity Die Casting - a permanent mould casting Process

- Better surface finish than sand casting
- Improved mechanical properties
- Faster production times
- Enhanced customer satisfaction
- Repeatable product quality once tooling is approved



Cylinder Heads

Cylinder Heads constitute about 54% of the products manufactured at Alicon

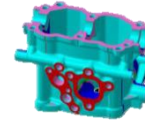
4W



Four Cylinder;
PETROL; GDC



Two Cylinder;
DIESEL; LPDC



Single Cylinder;
DIESEL; LPDC

2W



Single Cylinder;
PETROL; LPDC

Manufactured
7.75 million
cylinder heads,
in the past 4
decades

Trucks &
Non-Auto



Truck
Single Cylinder
DIESEL; LPDC

Non-Auto
Single Cylinder;
DIESEL; GDC



Non-Auto
Single Cylinder;
DIESEL; LPDC

Product Portfolio – 4W Products

Intake Manifold



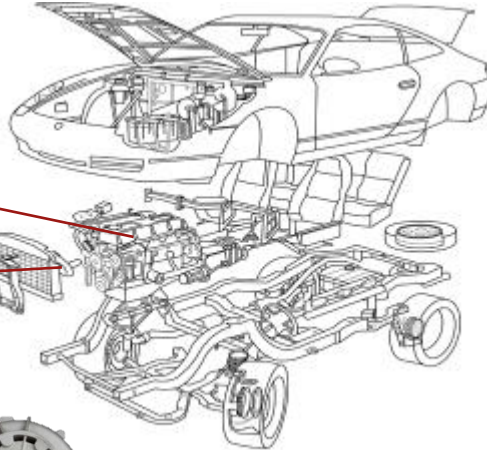
Damper Flap Connector



Air Intake Passage B



Joint Intercooler Inlet



Air Flow Joint Comp



Transmission Casting Lh & Rh



Air Intake Passage A



Joint Intercooler Outlet



Product Portfolio – 2W Products

Alicon Business share in the Indian Two wheeler segment is about 36%

Head Lamp Cover



Bridge Fork Top



Carrier Foot Rest



Wheel Hub

Every 3rd Cylinder Head in the 2-wheeler segment on Indian roads is an Alicon product

Front Wheel Hub



Cylinder Head Cover



Rear Wheel Hub



Swing Arm



Product Portfolio – Others

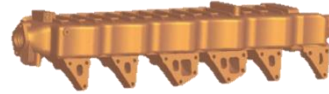
Trucks



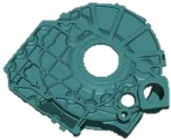
Connection Water Inlet



Oil Sump



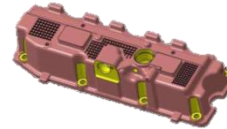
Water Distribution Rail



Flywheel Housing



Thermostat Cover



Cover Valve - Rocker Arm Cover

AGRICULTURE



Inspection Cover



Pipe



Bearing Housing



Valve Cover



Clutch Cover Front

Product Portfolio – Others

Railway



Energy

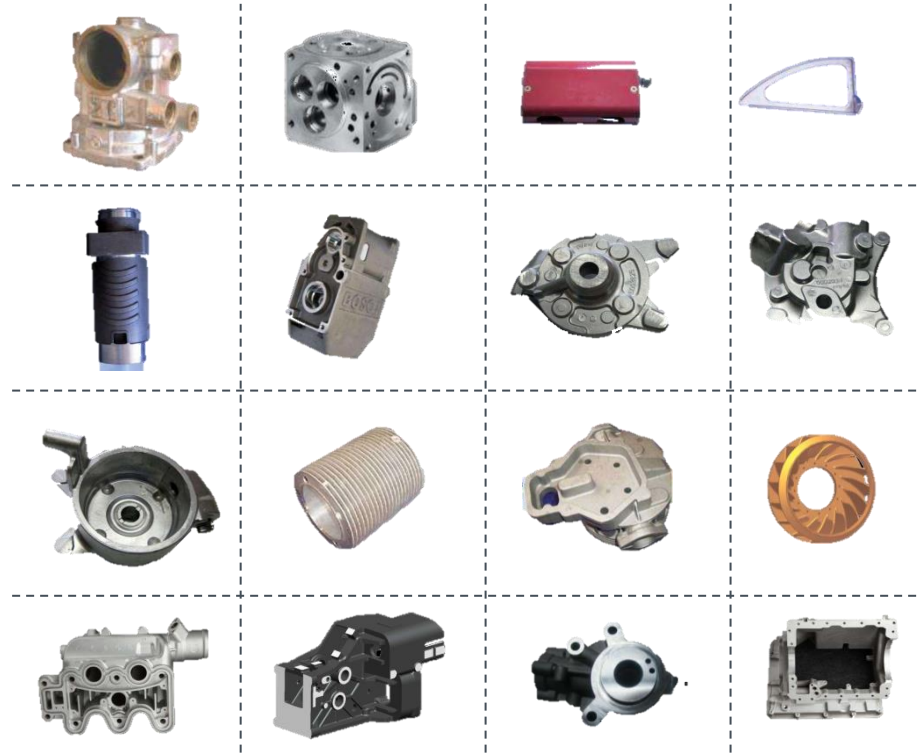


Aero & Marine



Product Portfolio – Non-Auto

PULLEY FOR AERIAL TRAMS & ROPEWAYS





Thank You

For further information, please contact:

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