

14<sup>th</sup> November, 2022

To,  
The Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza C-1 G Block  
Bandra Kurla Complex  
Mumbai - 400051  
NSE Symbol: ASALCBR

The Department of Corporate Services  
BSE Limited  
PJ Tower Dalal Street  
Mumbai - 400001  
  
Scrip Code 507526

**Sub: Earnings Presentation Q2 (quarter and half year ended 30<sup>th</sup> September, 2022) FY 2022-23**

Dear Sir / Madam,

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure requirements) regulations, 2015 please find attached herewith Earnings Presentation for the quarter and half year ended 30<sup>th</sup> September, 2022.

The aforesaid presentation is also available on the website of the company [www.associatedalcohols.com](http://www.associatedalcohols.com)

This is for your information and record.

Thanking You

Yours Faithfully,  
**For Associated Alcohols & Breweries Limited**

**Sumit Jaitely**  
**Company Secretary & Compliance Officer**



## EARNINGS PRESENTATION | Q2/H1-FY23



## Operational Snapshot



3 Decades of rich industry domain experience



Largest Single Location integrated manufacturing Facility



ENA manufacturing capacity is of 45 MLPA



32 Bottling Lines



12.5 Mn cases capacity



6 proprietary brands

## Financial Snapshot



Industry Best Return Ratios



Net Debt Free



3-year Revenue CAGR : 7.7%



3-year Net Profit CAGR: 26.1%



CARE reaffirmed its A-/A2+ credit rating for borrowings

## Strategic Snapshot



Long standing strategic relationship with Diageo - USL



Diversified Product Portfolio



Expanding proprietary brand reach from 5 to 6 states



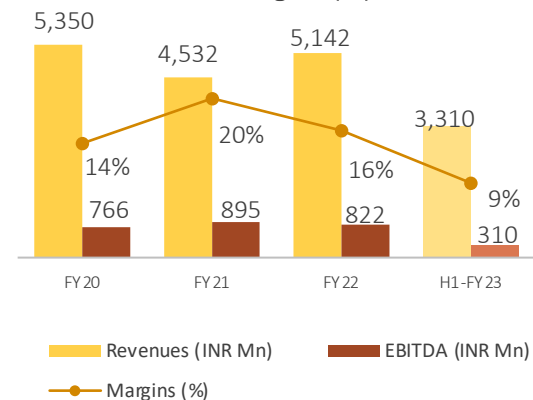
# Company Overview



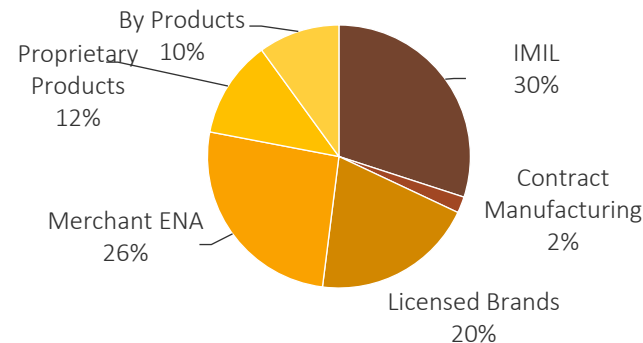
- Associated Alcohols and Breweries Ltd. (AABL) was founded by the late Shri Bhagwati Prasad Kedia in 1989.
- It is run today under the stewardship of his two sons, Mr. Anand Kedia and Mr. Prasann Kedia.
- AABL is one of the largest distillers in India with a state-of-the-art integrated alcoholic beverages manufacturing facility located in Central India near Indore, Madhya Pradesh.
- The company manufactures premium Extra Neutral Alcohol (ENA)/triple distilled/rectified spirit, IMIL and IMFL.
- AABL has diversified business segments, from manufacturing and supply of ENA to contract manufacturing for Diageo-USL, to manufacturing and marketing of licensed brands, as well as IMIL and 6 IMFL brands.

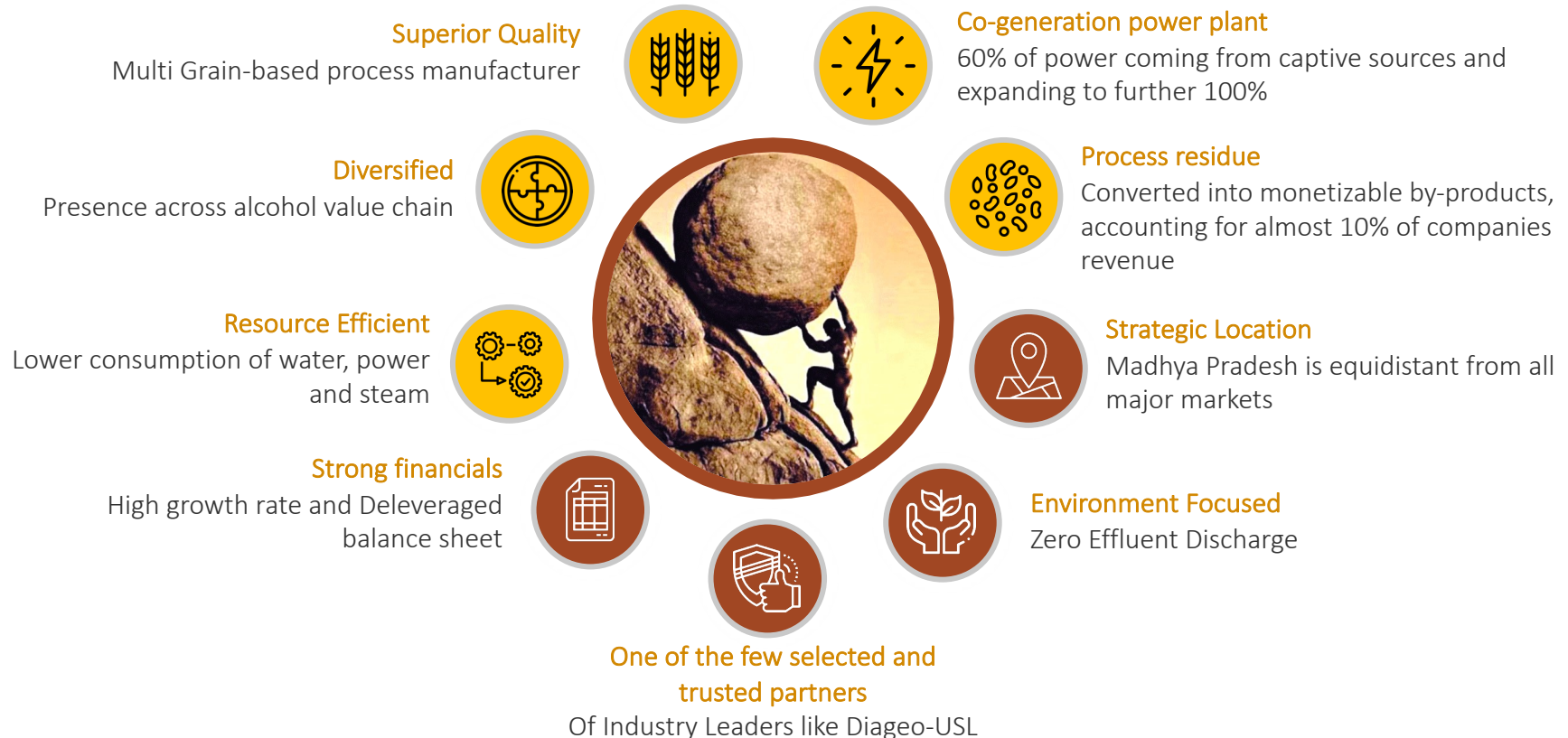


### Operational Revenues and EBITDA Margins (%)



### Segmental Revenue – FY22





ASSOCIATED

## FINANCIAL OVERVIEW



# Q2/H1-FY23 Financial Highlights



## Q2-FY23 Financial Performance

### Operational Income

INR 1,467  
Y-o-Y  
+22%

### Net Profit

INR 75 Mn  
Y-o-Y  
-48%

### EBITDA

INR 108 Mn  
Y-o-Y  
-47%

### PAT Margin

5.11%

### EBITDA Margin

7.36%

### Diluted EPS

INR 4.17

## H1-FY23 Financial Performance

### Operational Income

INR 3,310 Mn  
Y-o-Y  
+65%

### Net Profit

INR 209 Mn  
Y-o-Y  
-14%

### EBITDA

INR 310 Mn  
Y-o-Y  
-14%

### PAT Margin

6.31%

### EBITDA Margin

9.37%

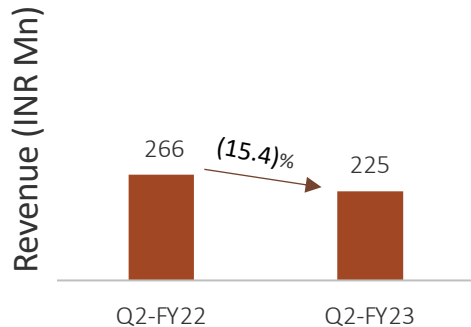
### Diluted EPS

INR 11.59

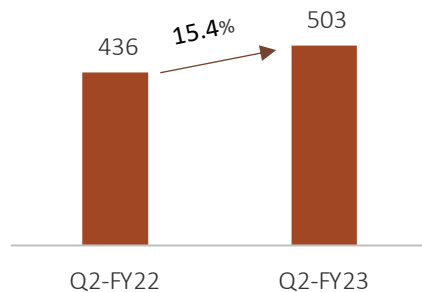
# Q2-FY23 Segmental Highlights



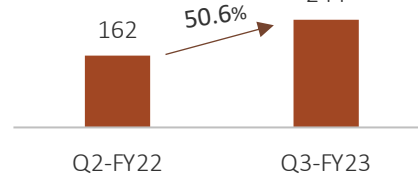
## Merchant ENA



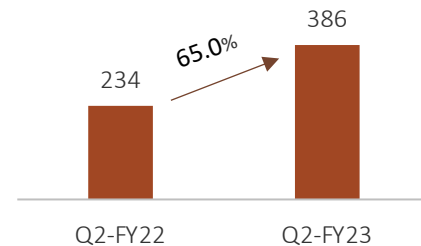
## IMIL



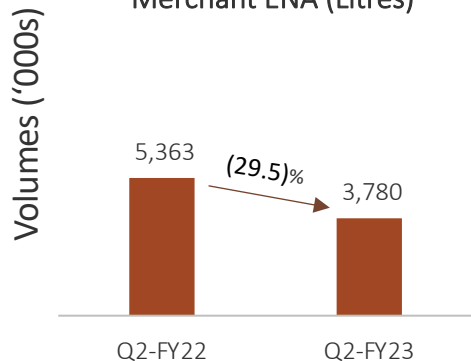
## IMFL Proprietary



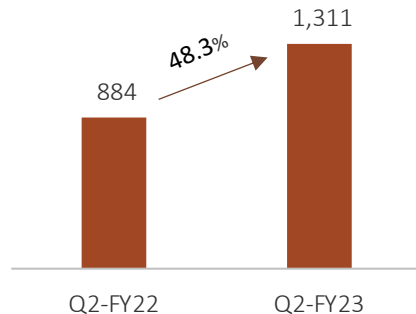
## IMFL Licensed Brands



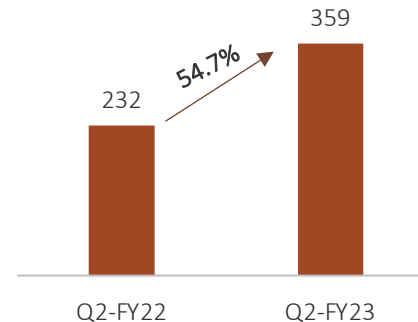
## Merchant ENA (Litres)



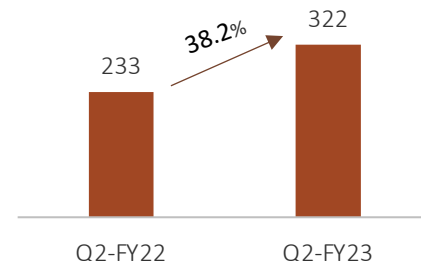
## IMIL (Cases)



## IMFL Proprietary (Cases)

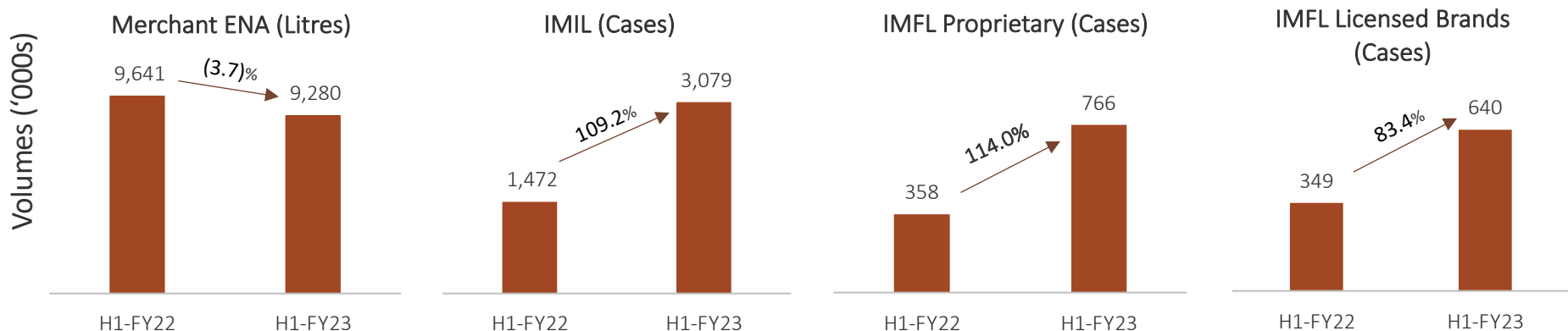
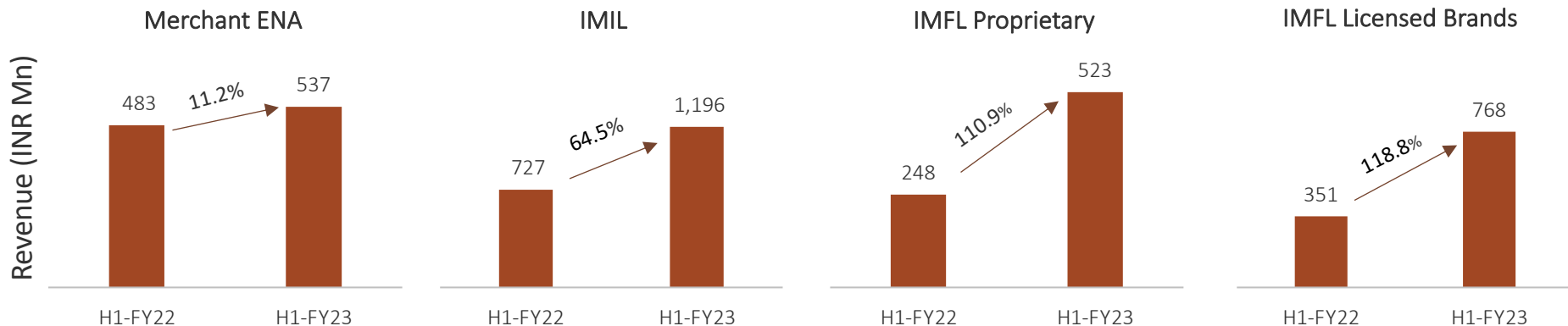


## IMFL Licensed Brands (Cases)





# H1-FY23 Segmental Highlights



- Reported revenue growth of 22% YoY during Q2 FY23 and 65% during H1 FY23.
- In the quest for higher market share, the company deployed an aggressive strategy to push sales resulting in lower sales realisations during the period; this move would help the company maintain its leadership position in Madhya Pradesh and consolidate its brand position in the market.
- Inflationary pressures continued to be severe during Q2 FY23 for critical inputs like rice, pet resin, and coal; this was partially mitigated by the ongoing operational improvement measures taken by the company
- EBITDA margins were lower due to lower sales realization and inflationary pressure on input material
- In recent weeks, there has been a reversal in commodity prices from the elevated levels witnessed during Q2 FY 23. We expect the input prices to reach a normalized level, which will favorably impact our business's economics, enabling us to improve margins and overall profitability. Combined with the strong sales momentum witnessed, the outlook is favorable regarding sustained growth and improved profitability.
- The process of the company merger with Mount Everest Breweries Limited is on track, and we are awaiting approval from the stock exchanges

# Quarterly Financial Performance



Particulars (INR Mn)	Q2-FY23	Q2-FY22	Y-o-Y	Q1-FY23	Q-o-Q
Operational Income	1,467	1,206	21.6%	1,843	(20.4)%
Total Operating Expenses	1,359	1,002	35.6%	1,642	(17.2)%
EBITDA	108	204	(47.1)%	201	(46.3)%
<i>EBITDA Margins (%)</i>	<i>7.36%</i>	<i>16.92%</i>	<i>(956) Bps</i>	<i>10.91%</i>	<i>(355) Bps</i>
Other Income	32	24	33.3%	18	77.8%
Depreciation	37	35	5.7%	37	NA
Interest	3	1	NA	2	50.0%
Profit Before Tax	100	192	(47.9)%	180	(44.4)%
Tax	25	49	(49.0)%	46	(45.7)%
Profit After tax	75	143	(47.6)%	134	(44.0)%
<i>PAT Margins (%)</i>	<i>5.11%</i>	<i>11.86%</i>	<i>(675) Bps</i>	<i>7.27%</i>	<i>(216) Bps</i>
Other Comprehensive Income	104	-	NA	-	NA
Total Comprehensive Income	179	143	25.2%	134	33.6%
Diluted EPS (INR)	4.17	7.89	(47.1)%	7.42	(43.8)%

# YTD Financial Performance



Particulars (INR Mn)	H1-FY23	H1-FY22	Y-o-Y
Operational Income	3,310	2,009	64.8%
Total Operating Expenses	3,000	1,649	81.9%
EBITDA	310	360	(13.9)%
<i>EBITDA Margins (%)</i>	<i>9.37%</i>	<i>17.92%</i>	<i>(855) Bps</i>
Other Income	50	42	19.0%
Depreciation	74	70	5.7%
Interest	5	4	25.0%
Profit Before Tax	281	328	(14.3)%
Tax	72	84	(14.3)%
Profit After tax	209	244	(14.3)%
<i>PAT Margins (%)</i>	<i>6.31%</i>	<i>12.15%</i>	<i>(584) Bps</i>
Other Comprehensive Income	105	-	NA
Total Comprehensive Income	314	244	28.7%
Diluted EPS (INR)	11.59	13.50	(14.1)%



# Historical Income Statement



Particulars (INR Mn)	FY20	FY21	FY22	H1-FY23
Operational Income	5,350	4,532	5,142	3,310
Total Operating Expenses	4,584	3,637	4,320	3,000
EBITDA	766	895	822	310
<i>EBITDA Margins (%)</i>	<i>14.32%</i>	<i>19.75%</i>	<i>15.99%</i>	<i>9.37%</i>
Other Income	33	46	142	50
Depreciation	141	141	143	74
Interest	21	15	9	5
<b>Profit Before Tax</b>	<b>637</b>	<b>785</b>	<b>812</b>	<b>281</b>
Tax	144	205	204	72
<b>Profit After tax</b>	<b>493</b>	<b>580</b>	<b>608</b>	<b>209</b>
<i>PAT Margins (%)</i>	<i>9.21%</i>	<i>12.80%</i>	<i>11.82%</i>	<i>6.31%</i>
Other Comprehensive Income	(9)	4	20	105
<b>Total Comprehensive Income</b>	<b>484</b>	<b>584</b>	<b>628</b>	<b>314</b>
Diluted EPS (INR)	27.29	32.06	33.63	11.59

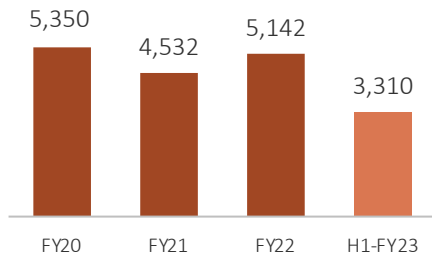
# Historical Balance Sheet



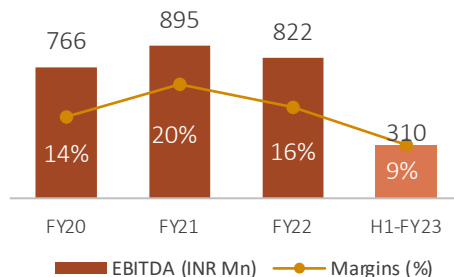
Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Property, Plant & Equipment	1,087	1,116	1,101
Capital Work in progress	92	236	669
Intangible Assets	1	1	1
Rights of Use Assets	17	10	53
<b>Financial Assets</b>			
(i)Investments	26	249	357
(iii)Other financial Assets	15	256	54
Noncurrent tax Assets	12	6	6
Other non-current assets	40	192	197
<b>Sub Total Non Current Assets</b>	<b>1,290</b>	<b>2,066</b>	<b>2,439</b>
<b>Current Assets</b>			
Inventories	577	650	840
Financial Assets	-	-	-
(i)Trade Receivables	389	236	204
(ii)Cash and Bank Balance	784	810	1,089
(iii)Loans	156	67	69
(iv) Others	23	47	33
Other Current Assets	78	126	190
<b>Sub Total Current Assets</b>	<b>2,007</b>	<b>1,936</b>	<b>2,425</b>
<b>TOTAL ASSETS</b>	<b>3,297</b>	<b>4,002</b>	<b>4,864</b>

Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	181	181	181
Other Equity	2,337	2,948	3,243
<b>Total Equity</b>	<b>2,518</b>	<b>3,129</b>	<b>3,424</b>
<b>Non Current Liabilities</b>			
<b>Financial Liabilities</b>			
(i)Borrowings	19	13	273
(ii)Lease Liabilities	10	8	40
Provisions	16	11	8
Deferred Tax Liabilities (net)	52	44	39
Non – current tax liabilities (Net)	2	3	3
<b>Sub Total Non Current Liabilities</b>	<b>99</b>	<b>79</b>	<b>363</b>
<b>Current Liabilities</b>			
(i)Borrowings	76	32	23
(ii)Lease Liabilities	7	1	13
(iii)Trade Payables	327	475	563
(iv)Other Financial Liabilities	143	187	173
Other current Liabilities	100	99	287
Provisions	1	-	1
Current Tax Liabilities	26	-	16
<b>Sub Total Current Liabilities</b>	<b>680</b>	<b>794</b>	<b>1,077</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>3,297</b>	<b>4,002</b>	<b>4,864</b>

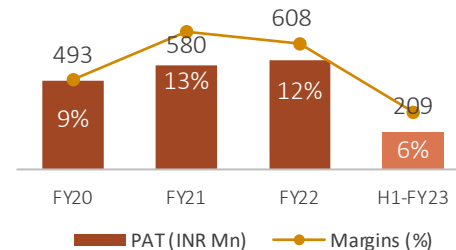
Revenue From Operations  
(INR Mn)



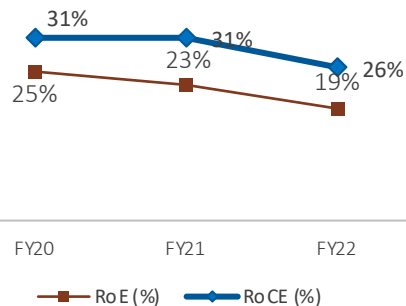
EBITDA (In INR Mn) &  
EBITDA Margins (%)



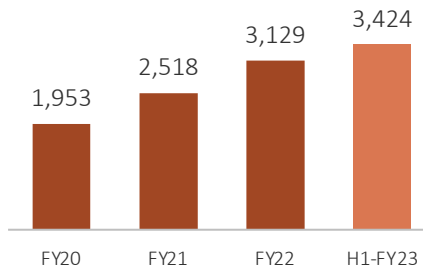
Net Profit (In INR Mn) &  
PAT Margins (%)



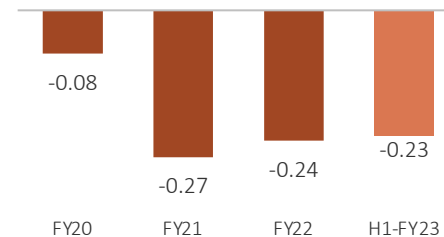
RoCE (%) and RoE (%)

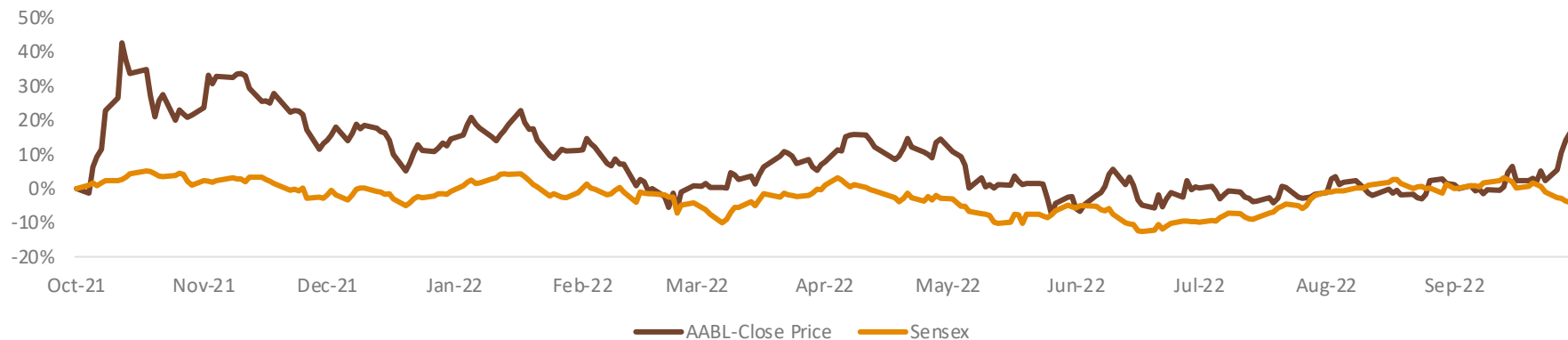


Net Worth (INR Mn)



Net Debt to Equity  
(x times)

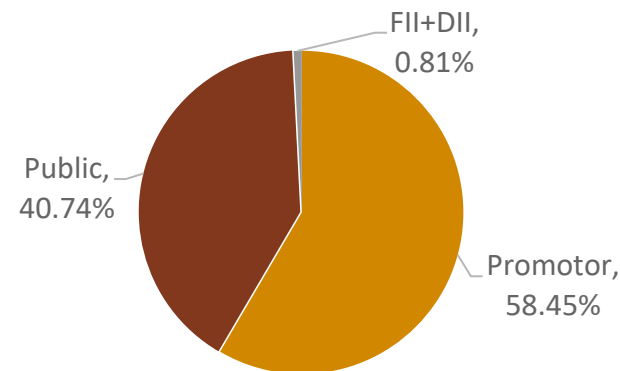




## Price Data (As on 30<sup>th</sup> September 2022)

Face Value (INR)	10.00
Market Price (INR)	520.25
52 Week H/L (INR)	653.35/380.05
Market Cap (INR Mn)	9,405.70
Equity Shares Outstanding (Mn)	18.08
1 Year Avg. trading volume ('000)	83.86

## Shareholding Pattern (As on 30<sup>th</sup> September 2022)





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