



Associated Alcohols & Breweries Ltd.

Corporate Office :
BPK Star Tower, 4th Floor,
Above Shoppers Stop, A.B. Road,
Indore - 452 008, (M.P.) India
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E-mail : gen@aabl.in
CIN No. : L15520WB1989PLC047211

02nd March, 2017

AABL/CS/BSE/2017

To,
The General Manager,
Listing Department
The BSE Ltd.,
P.J.Towers, Dalal Street Fort
Mumbai 400001

Dear Sir / Madam,

SUBJECT: INVESTOR/COPRORATE PRESENTATION MARCH, 2017

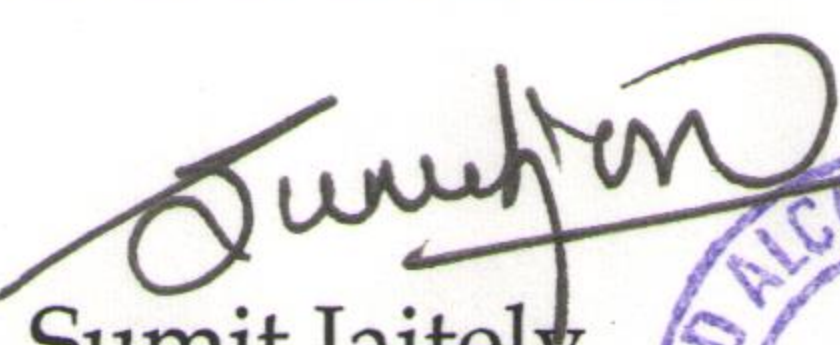
With reference to above captioned subject, we hereby enclose Investor/Corporate Presentation for the month of March, 2017 request you to kindly take the same on record.

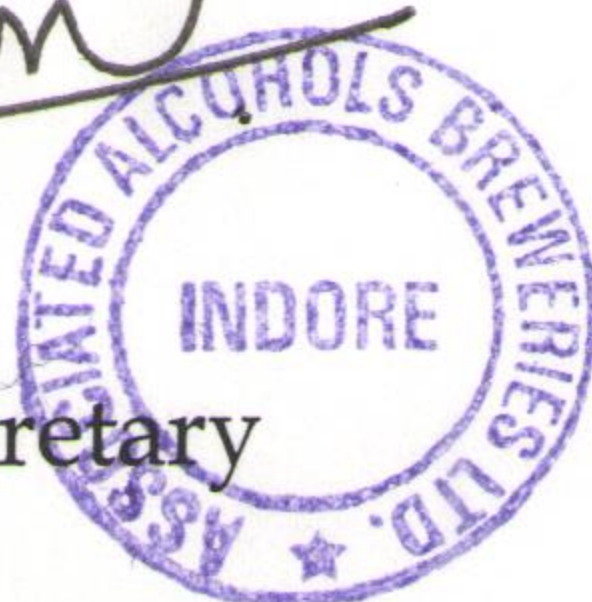
Kindly acknowledge the receipt of same.

Thanking You

Yours Faithfully

For: Associated Alcohols & Breweries Limited


Sumit Jaitley
Company Secretary





ASSOCIATED

Dreams Determination Dexterity

SPIRITED RESPONSE!

ASSOCIATED ALCOHOLS & BREWERIES LIMITED

Q3 FY 17 performance

Associated Alcohols &
Breweries Limited
is an integrated
alco-beverages
player.

We manufacture
branded spirits
products as well
as the raw material
that goes into
these products.

Two unprecedented events transpired in FY17 that could have adversely affected our performance.

01

The cost of our principal raw material (maize and rice) increased from an average Rs 12.5 per kg (FY16) to a peak of Rs 17 per kg in FY17.

02

The demonetization affected the offtake of branded spirits (that could have affected both our businesses).

And yet, Associated
Alcohols & Breweries
Limited strengthened
its business.

*When compared with the
previous corresponding quarter.*

REVENUE (Rs Lacs)

Growth 12.5% 

Q3 FY17
8520.64

Q3 FY16
7577.11

EBIDTA (Rs Lacs)

Growth 14% 

Q3 FY17
1144.63

Q3 FY16
1004.52


EBIDTA MARGIN (%)

Growth 17 bps 

Q3 FY17
13.43

Q3 FY16
13.26

PAT (Rs Lacs)

Growth 8% 

Q3 FY17
491.22

Q3 FY16
454.73

FINANCIALS

Unaudited Financial Results for the Quarter and Nine Months ended as on 31.12.2016

(Rs. In lacs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31-Dec-16	30-Sep-16	31-Dec-15	31-Dec-16	31-Dec-15	31-Mar-16
	(Reviewed)			(Reviewed)		Audited)
INCOME FROM OPERATIONS						
Net Sales/Income from operations	8517.30	6216.46	7556.09	22832.43	21531.86	28752.40
Other Operating Income	3.34	3.34	21.02	10.02	51.94	0.00
Total Income From Operations	8520.64	6219.80	7577.11	22842.45	21583.80	28752.40
EXPENSES						
Cost of materials consumed	3519.90	4356.71	4103.68	11678.21	11783.55	15457.97
Purchase of stock-in-trade	401.41	26.46	19.72	748.18	28.55	337.49
Changes in inventories of finished goods, work-in-progress and stock-in-trade	1493.29	(985.42)	125.72	767.24	172.04	35.38
Employee benefit expenses	480.09	419.80	432.45	1373.13	1210.07	1700.36
Depreciation and amortisation expense	277.45	276.62	263.40	823.13	770.35	1034.16
Other expenses (Any extra items exceeding 10% of the total expenses relating to continuing operations to be shown separately)	1678.47	1739.02	1891.02	5429.67	5647.41	7414.50
Total expenses	7851.22	5833.19	6835.99	20819.55	19611.97	25979.86

FINANCIALS *(contd.)*

Unaudited Financial Results for the Quarter and Nine Months ended as on 31.12.2016

(Rs. In lacs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31- Dec-16	30- Sep-16	31- Dec-15	31- Dec-16	31- Dec-15	31- Mar-16
	(Reviewed)			(Reviewed)		Audited)
Profit from operations before other income, finance costs and exceptional items (1-2)	669.42	386.61	741.12	2022.91	1971.83	2772.54
Other income	197.76	78.12	0.00	310.01	0.00	58.69
Profit from ordinary activities before finance costs and exceptional items (3+4)	867.18	464.73	741.12	2332.91	1971.83	2831.23
Finance costs	93.11	106.91	144.55	324.66	417.52	518.96
Profit from ordinary activities before finance costs but before exceptional items (5-6)	774.06	357.83	596.57	2008.25	1554.31	2312.27
Profit from ordinary activities before tax (7+8)	774.06	357.83	596.57	2008.25	1554.31	2312.27
Tax expense	282.84	125.12	141.84	727.74	559.62	883.12
Net profit after tax (9-10) but before minority interest	491.22	231.71	454.73	1280.52	994.69	1429.15

FINANCIALS *(contd.)*

Unaudited Financial Results for the Quarter and Nine Months ended as on 31.12.2016

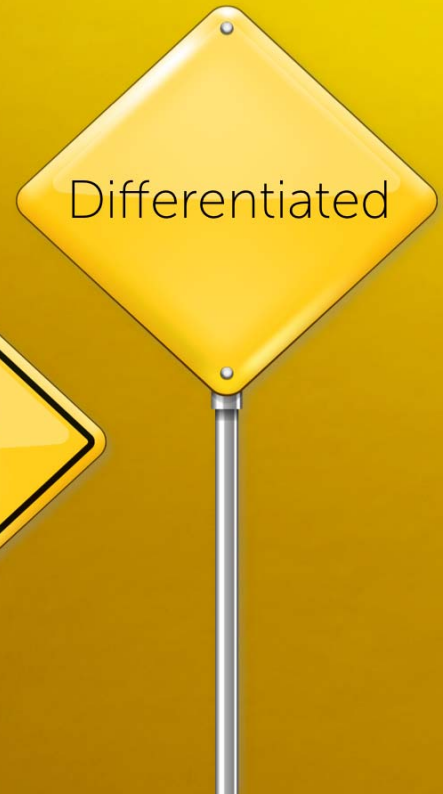
(Rs. In lacs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31- Dec-16	30- Sep-16	31- Dec-15	31- Dec-16	31- Dec-15	31- Mar-16
	(Reviewed)			(Reviewed)		Audited)
Net profit for the period (11+12-13)	491.22	232.71	454.73	1280.52	994.69	1429.15
Paid-up equity share capital (Face Value of Rs.10 per share)	1807.92	1807.92	1807.92	1807.92	1807.92	1807.92
Reserves excluding revaluation reserves as per BS of Previous accounting year						
Earnings per share (of Rs.10/- each) (not annualised):						
a) Basic	2.72	1.29	2.52*	7.08	5.50*	7.90
a) Diluted	2.72	1.29	2.82*	7.08	5.50*	7.90

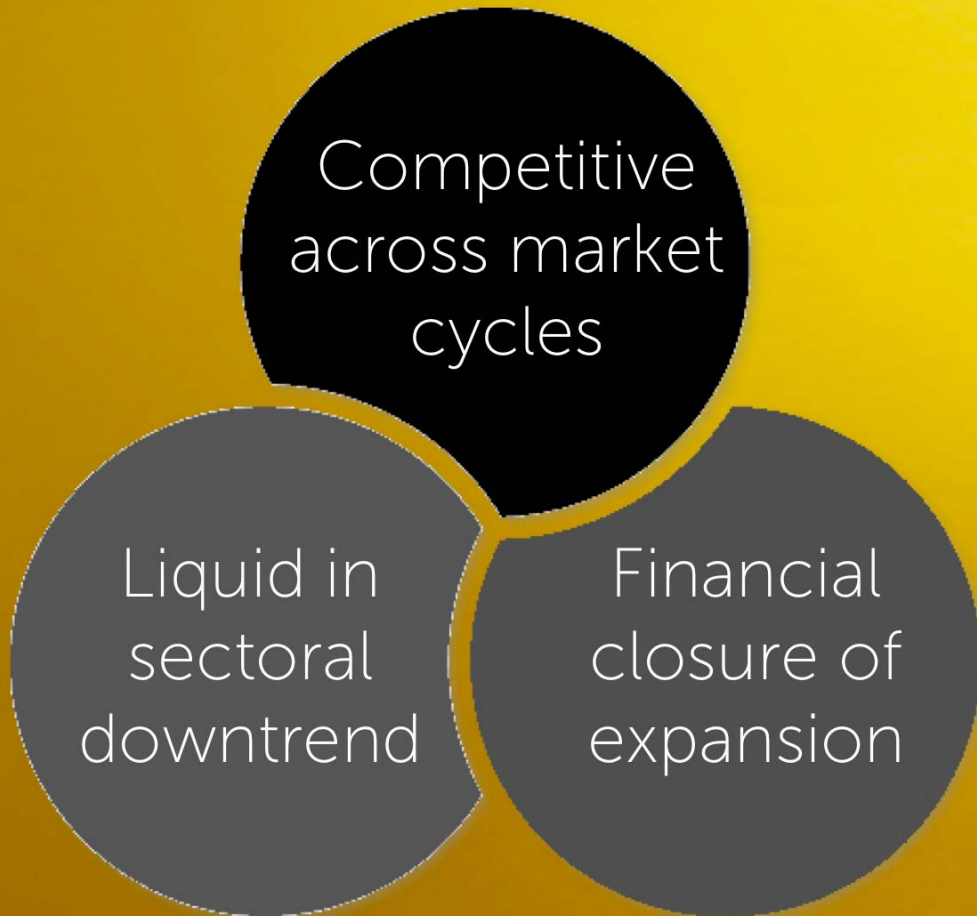
- 1) The above results have been reviewed by the Statutory Auditors and reviewed by the Audit Committee and approved by the Board of Directors in their meeting held on 4th February, 2017.
- 2) The Company is engaged primarily in the Businessod – Potable Alcohols. Accordingly, there is no separate reportable with the current period figures.
- 3) Previous year / period figures have been regrouped / rearranged, wherever necessary to make them comparable with the current period figures.

* In Accordance with AS-20 Earnings Per Share for the purpose of earning per share calculations, the number of equity shares outstanding has been adjusted with the issue of 90,39,600 equity shares of Rs.10/- each issued as fully paid bonus (1:1) to the existing equity shareholders which were approved by the shareholders at the EGM held on 22.02.2016.

AABL COUNTERED
THE BROAD SECTORAL
TREND ON ACCOUNT
OF ITS BUSINESS
MODEL

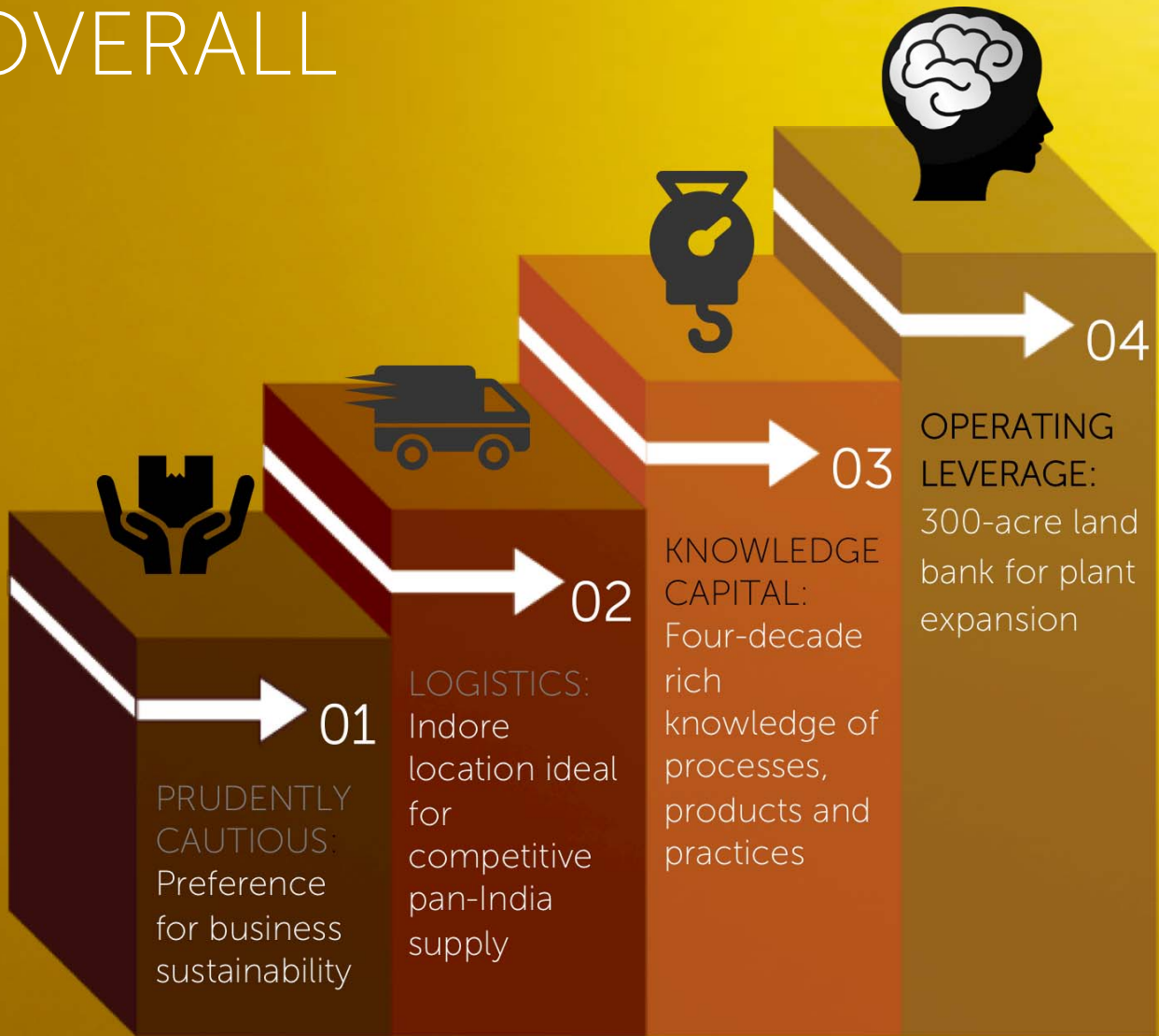


PAYOFF OF OUR DIFFERENTIATED MODEL

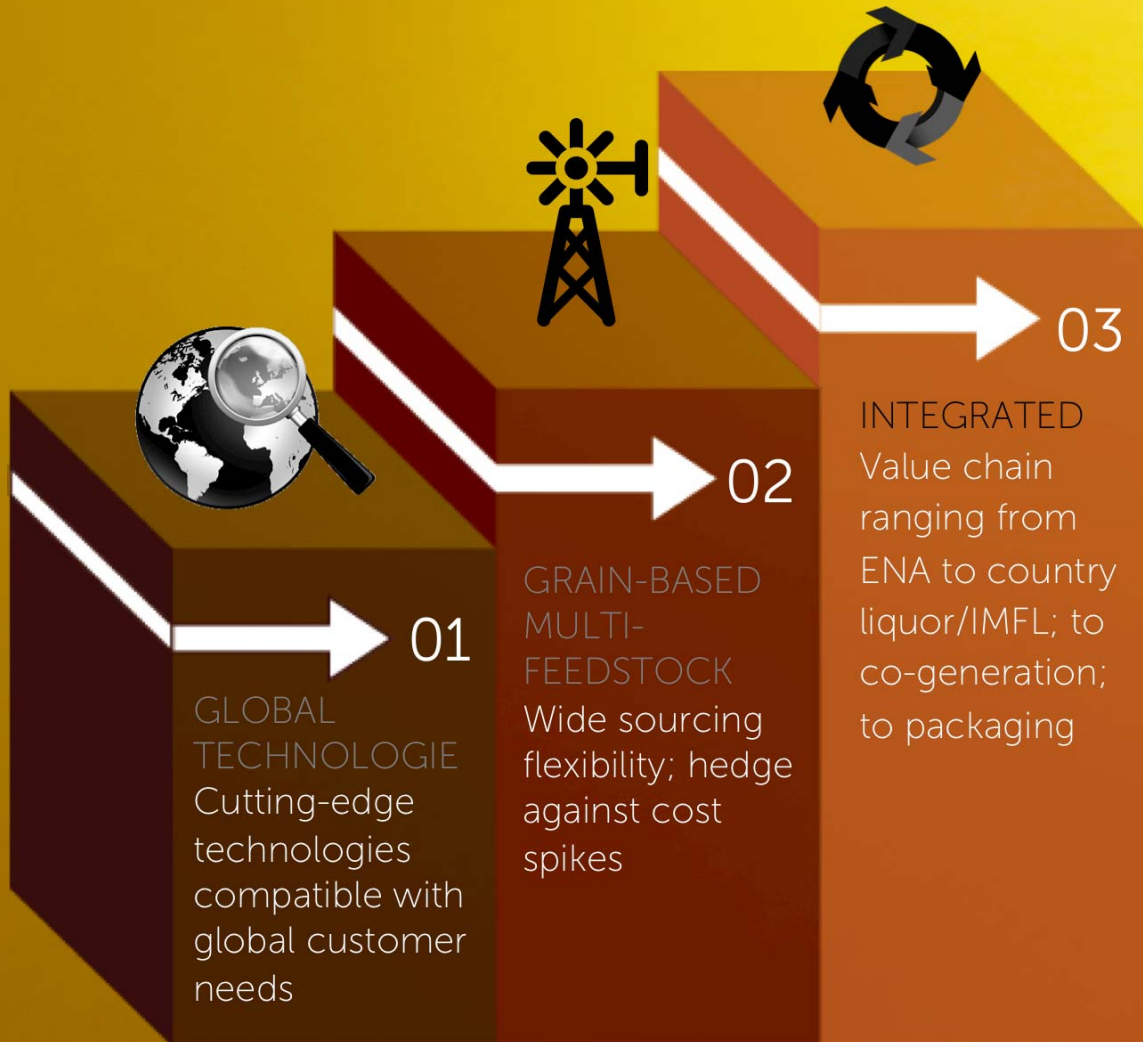


OUR BUSINESS MODEL

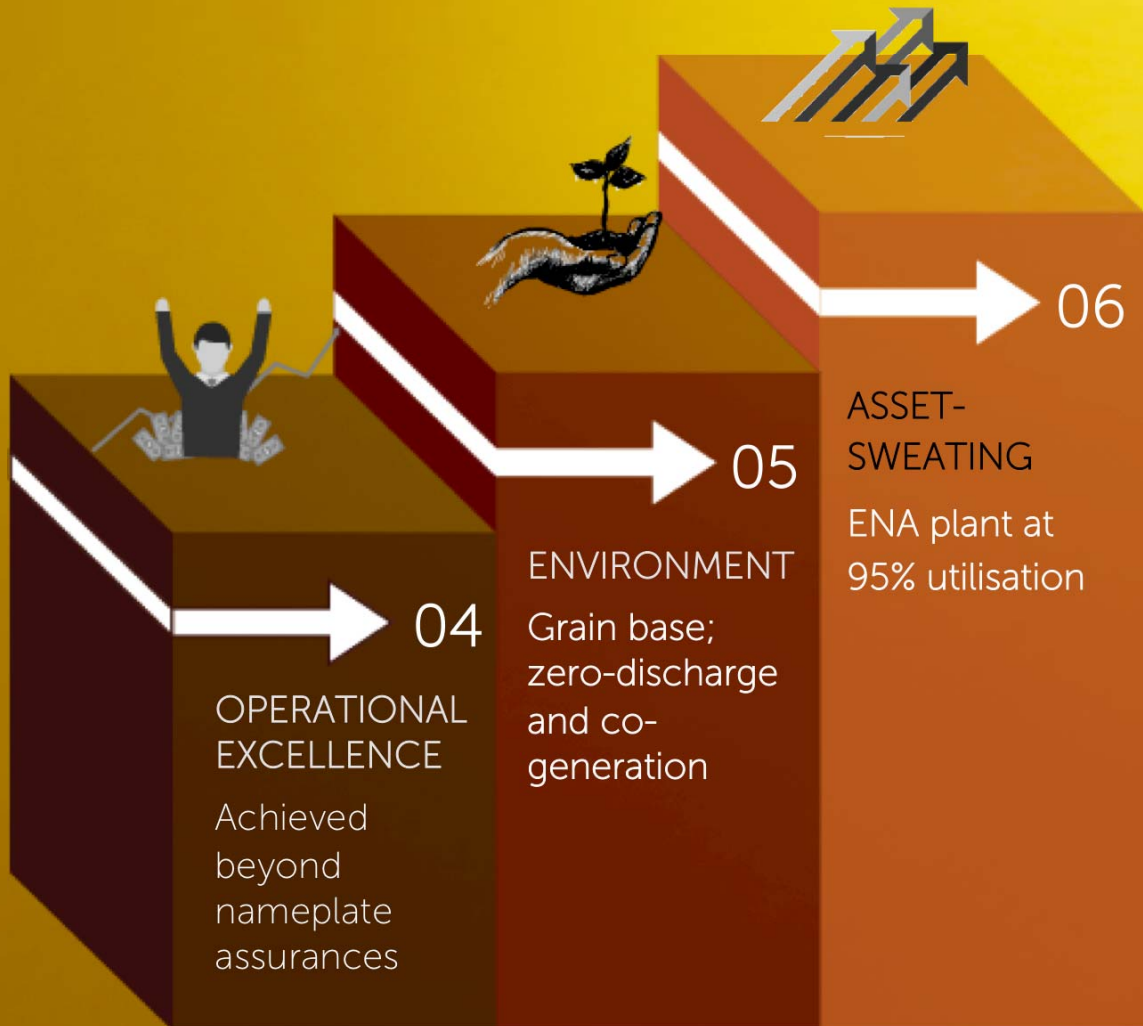
BUSINESS MODEL / OVERALL



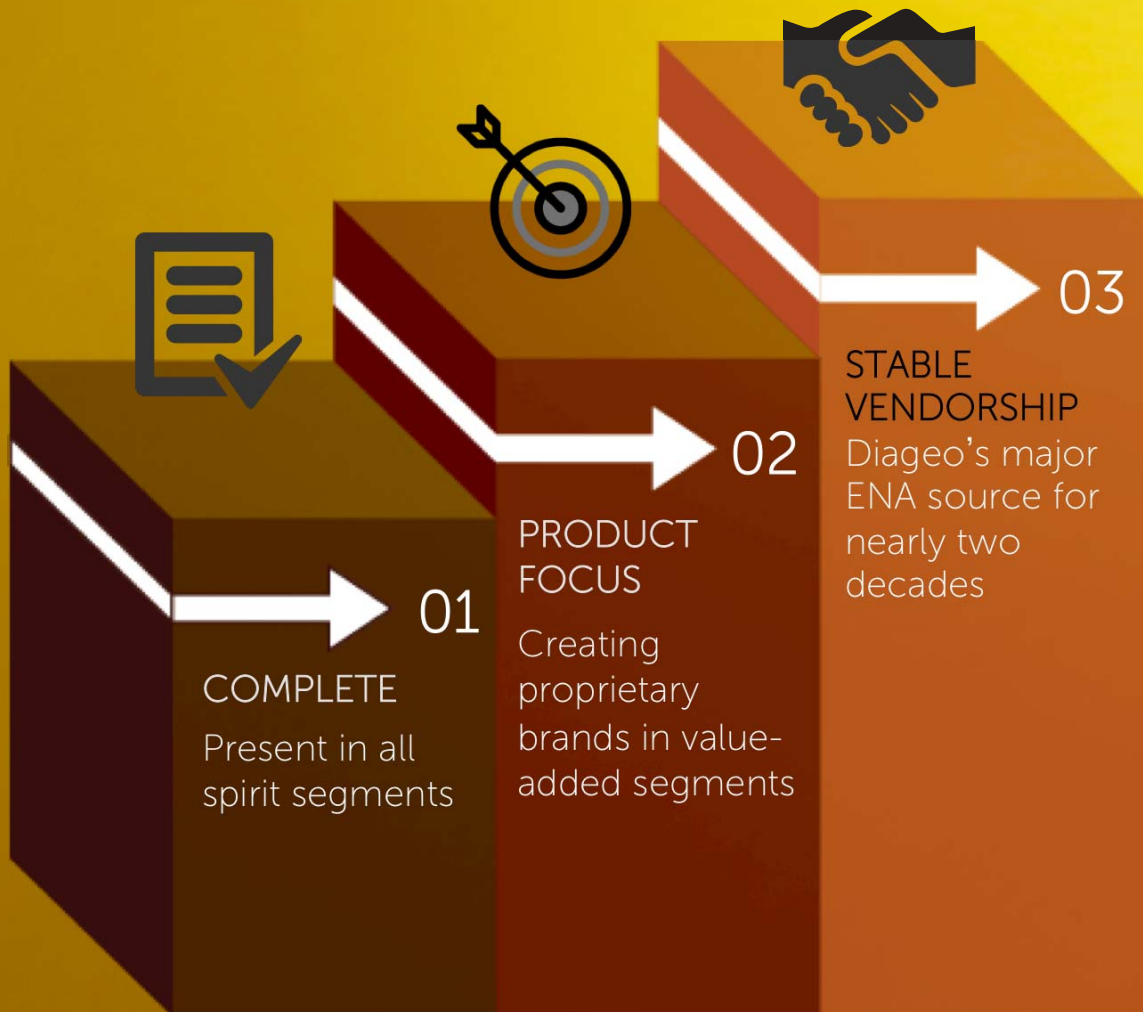
① BUSINESS MODEL / MANUFACTURING



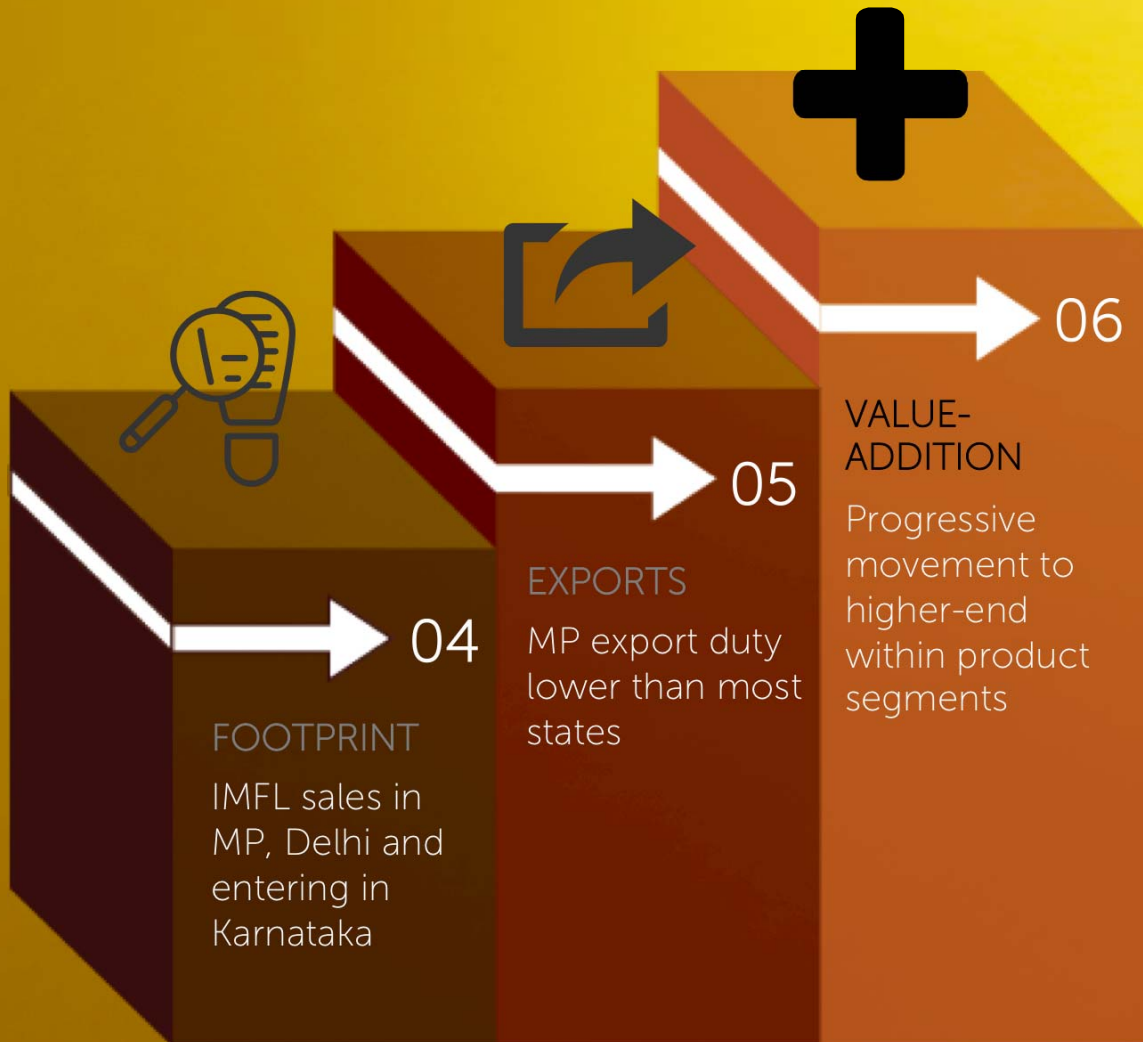
1 BUSINESS MODEL / MANUFACTURING *(continued)*



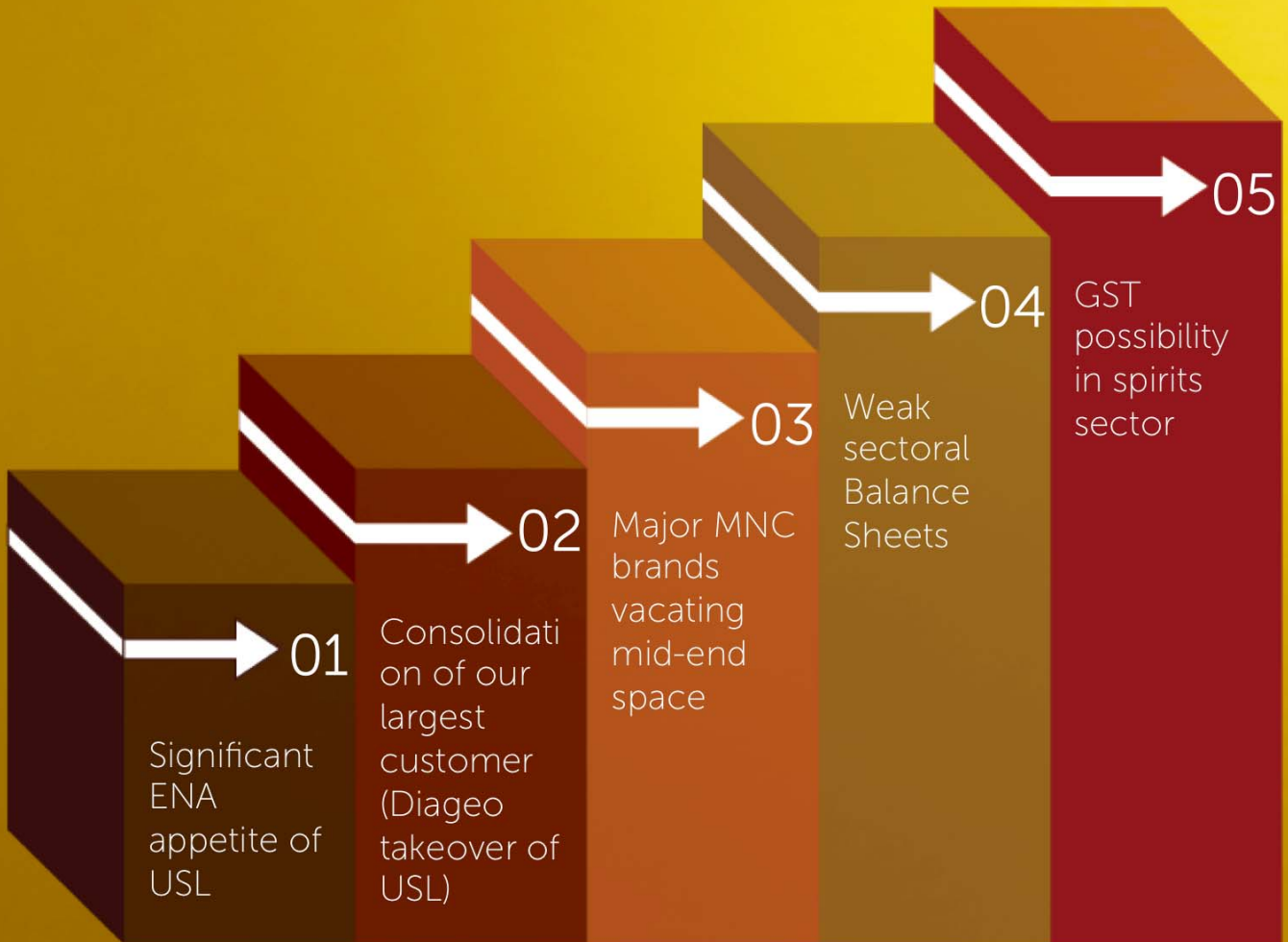
② BUSINESS MODEL / MARKETING



② BUSINESS MODEL / MARKETING *(continued)*



SECTORAL OPPORTUNITIES



PROACTIVE AABL INITIATIVES

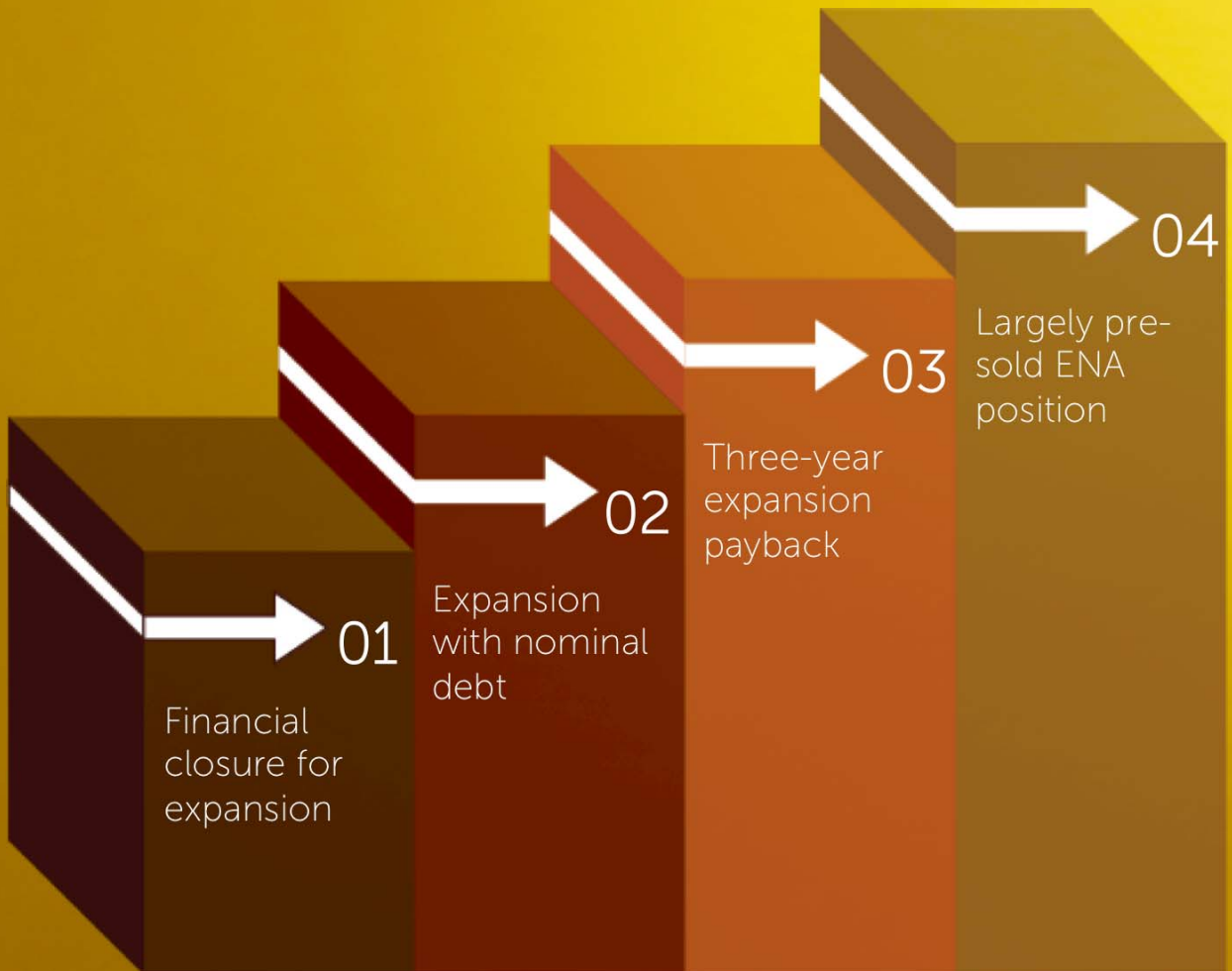
ENA EXPANSION:

Embarked on
doubling capacity
at half prevailing
capital cost
per litre

VOLUME AND VALUE PLAY:

Increase raw material
base; extending into
branded sales

ATTRACTIVELY-PLACED



OVERVIEW

Quicker
corporate
growth
projected

Cusp of
significant
value

POPULAR BRANDS

Popular in-house brands

- Central Province Whisky
- Titanium – Triple Distilled Vodka
- Bombay Special Whisky
- Lemount Strong Beer
- Superman Fine Whisky
- James Mc Gill Whisky
- Jamaican Magic Rum
- London Bridge Gin
- Red & White Whisky
- Desi Madira Masala
- Desi Madira Plain

Brands contract-manufactured by AABL

Diageo/USL

- Smirnoff Vodka
- Black Dog Whisky
- Signature Rare Aged Whisky
- Antiquity Blue Ultra Premium Whisky
- McDowell's No. 1 Whisky
- Royal Challenge Gold Whisky
- Bagpiper Deluxe Whisky
- White Mischief Flavoured Whisky
- Director's Special Gold Whisky
- DSP Black Special Whisky
- McDowell's Green Label Whisky
- McDowell's No. 1 Celebration Matured XXX Rum

OUR BRANDS

*Dil se
Crore Pati*



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.

THANK YOU

CORPORATE INFORMATION

Associated Alcohols & Breweries Limited
CIN: L15520WB1989PLC047211

Corporate office

BKP Star Tower, 4th Floor, AB Road
Indore – 452008

Registered office

106A Shyam Bazar Street
Kolkata – 700005

Facilities

State-of-the-art distillery with multiple bottling units along
with Captive Power Plant, CO₂ & DDGS Plant

For any further information, please contact:

Mr. Sumit Jaitely

Company Secretary & Compliance Officer

Email: cs@aabl.in

Phone: 0731-6662400-500