

ASSOCIATED

EARNINGS PRESENTATION | 9M/Q3 FY21



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 : 22%



3 year Net Profit CAGR: 43%



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 4 to 6 states

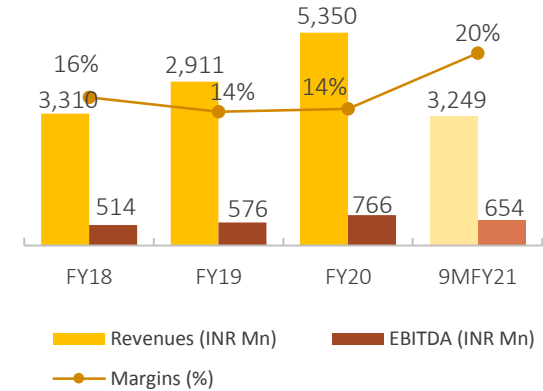
Company Overview



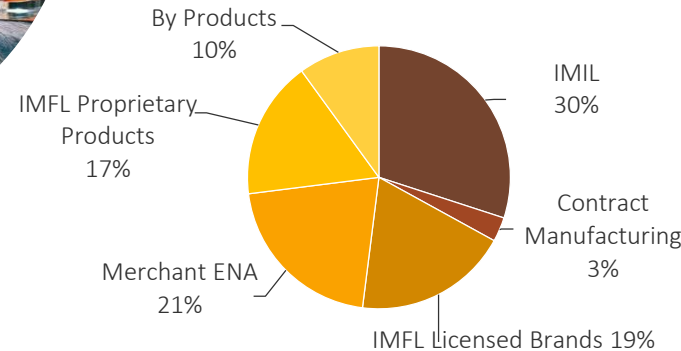
- Associated Alcohols and Breweries Ltd. (AABL) was founded by the late Shri Bhagwati Prasad Kedia in 1989.
- It is run today under the stewardship of his two sons, Mr. Anand Kedia and Mr. Prasann Kedia.
- AABL is one of the largest distillers in India with a state-of-the-art integrated alcoholic beverages 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.

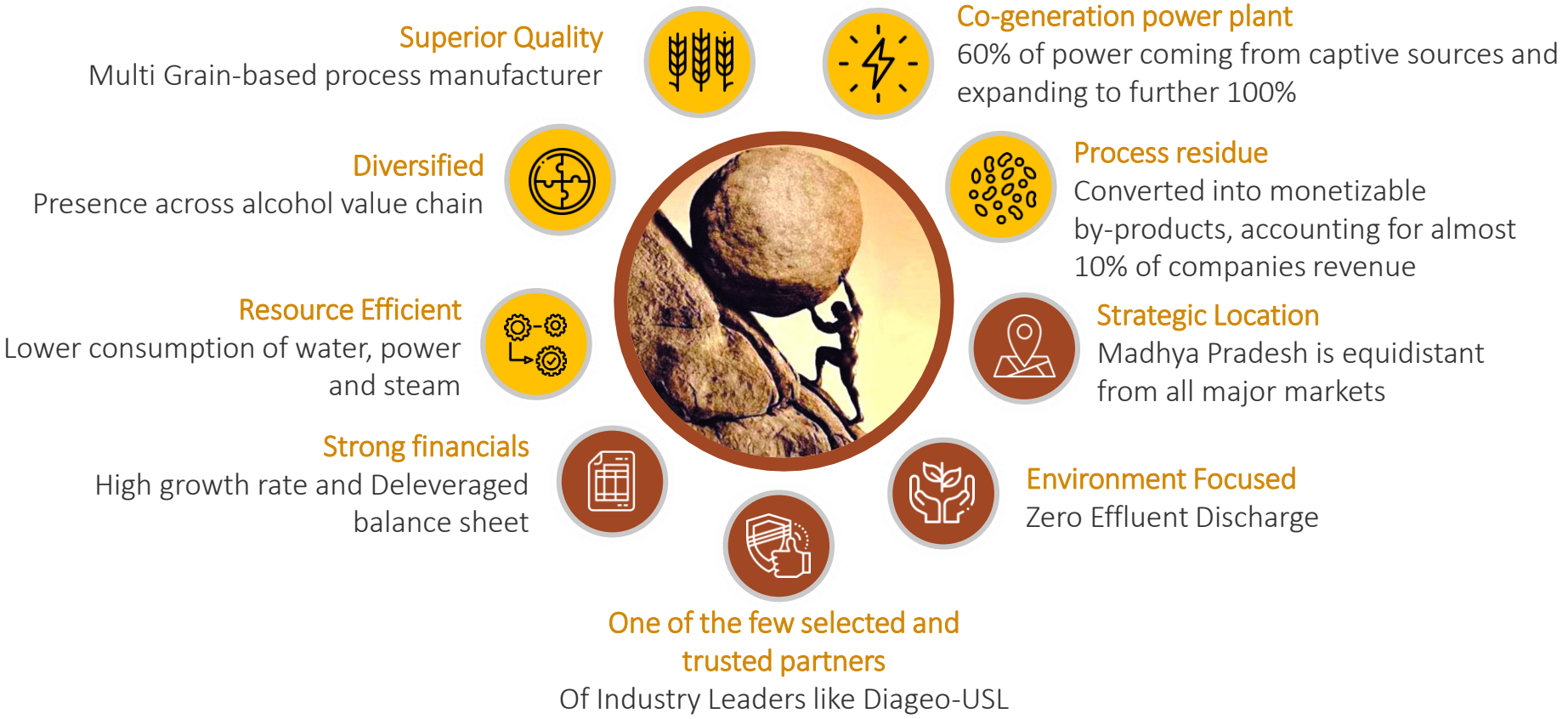


Financial Highlights



Segmental Revenue Breakup (9MFY21)





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FINANCIAL OVERVIEW



Q3/9M-FY21 Financial Highlights



Q3-FY21 Financial Performance

Operational
Income
INR 1,612 Mn
Y-o-Y
11%

Net Profit
INR 249 Mn
Y-o-Y
57.6%

EBITDA
INR 360 Mn
Y-o-Y
41.2%

PAT Margin
15.45%

EBITDA Margin
22.33%

Diluted EPS
INR 13.79

9M-FY21 Financial Performance

Operational
Income
INR 3,249 Mn
Y-o-Y
(19%)

Net Profit
INR 429 Mn
Y-o-Y
11.1%

EBITDA
INR 654 Mn
Y-o-Y
8.6%

PAT Margin
13.20%

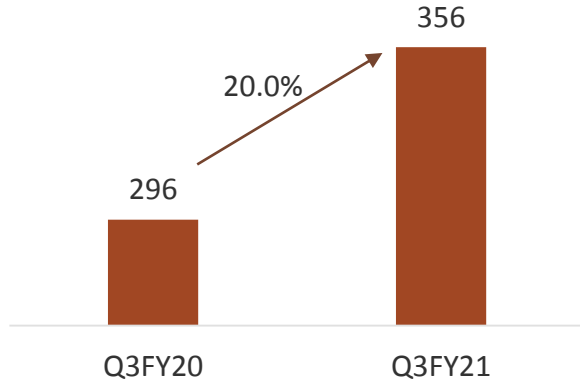
EBITDA Margin
20.13%

Diluted EPS
INR 23.72

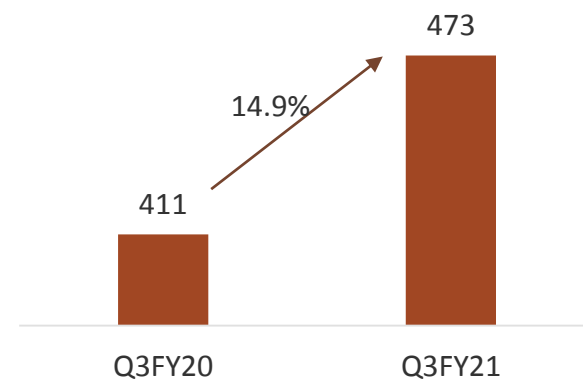
Q3-FY21 Segmental Revenue Highlights



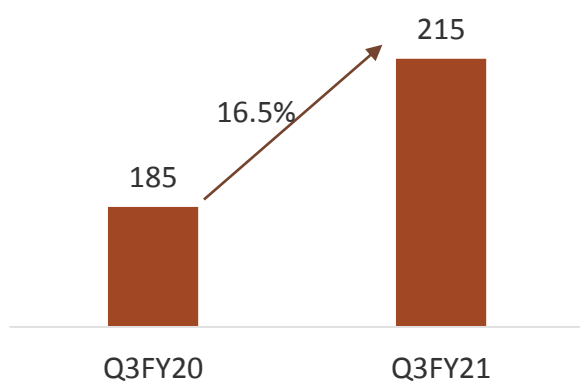
Merchant ENA (INR Mn)



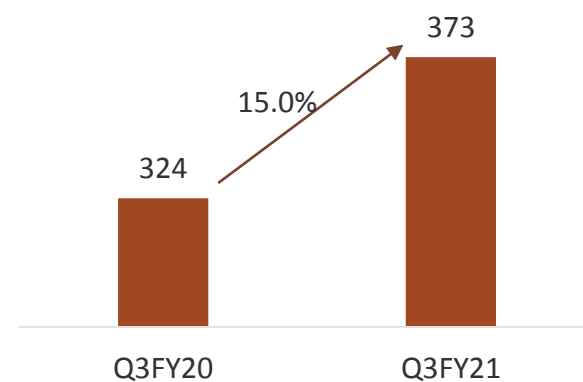
IMIL (INR Mn)



IMFL Proprietary (INR Mn)



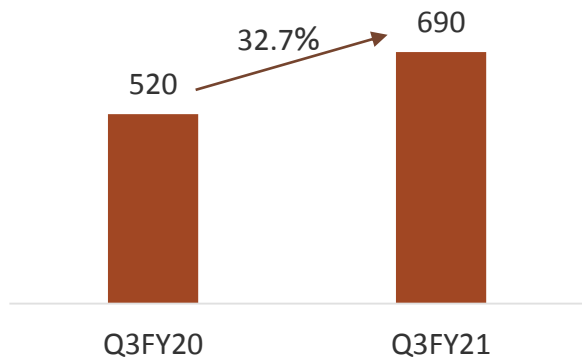
IMFL Licensed Brands (INR Mn)



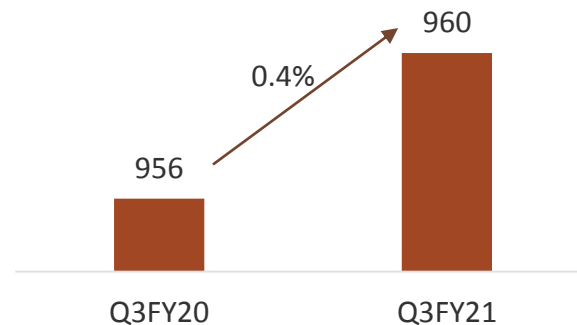
Q3-FY21 Segmental Volume Highlights



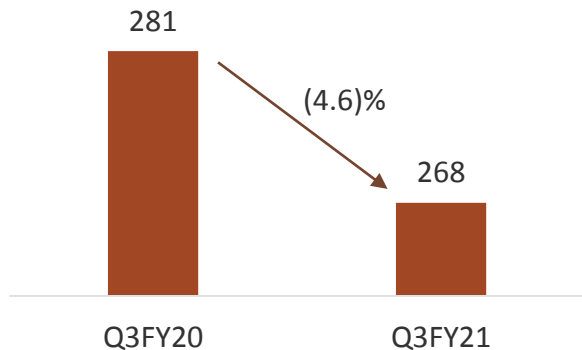
Merchant ENA ('000 Litres)



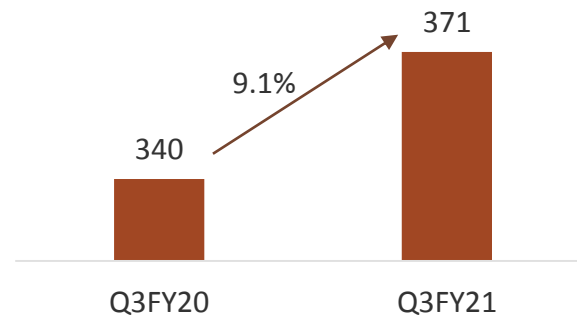
IMIL ('000 Cases)



IMFL Proprietary ('000 Cases)



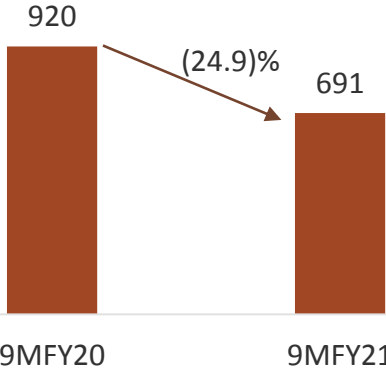
IMFL Licensed Brands ('000 Cases)



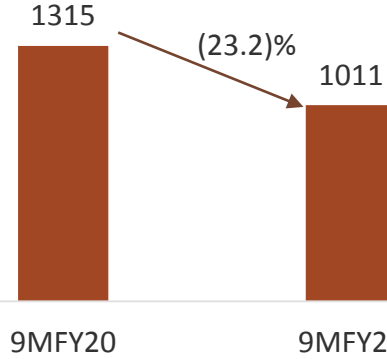
9M-FY21 Segmental Revenue Highlights



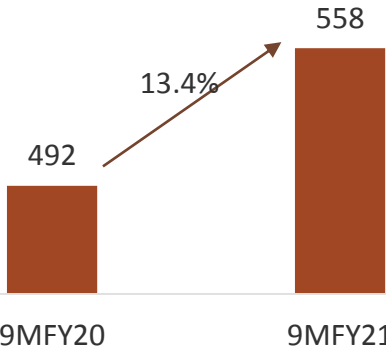
Merchant ENA (INR Mn)



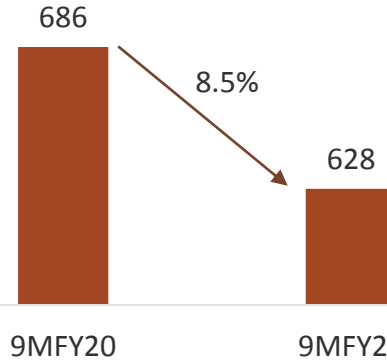
IMIL (INR Mn)



IMFL Proprietary (INR Mn)



IMFL Licensed Brands (INR Mn)

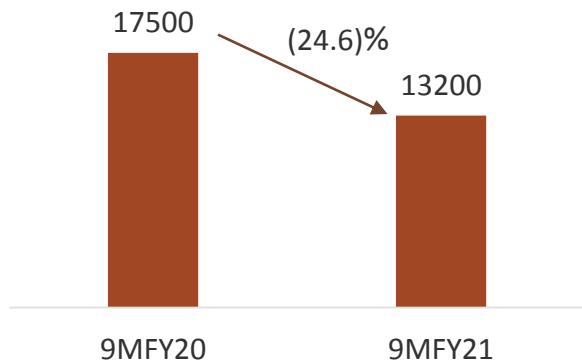


* In view of the impact of the ongoing Covid-19 Pandemic the 9M numbers are not comparable against same period last years

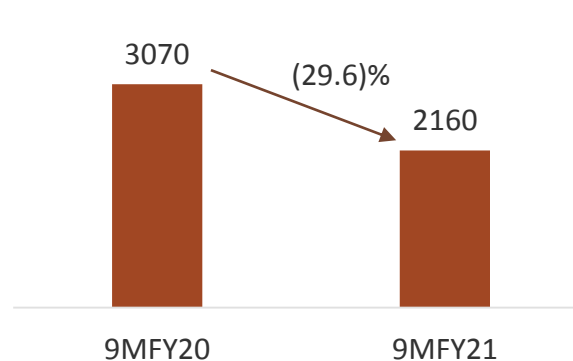
9M-FY21 Segmental Volume Highlights



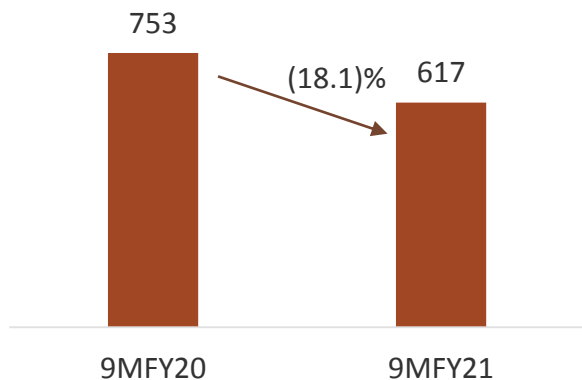
Merchant ENA ('000 Litres)



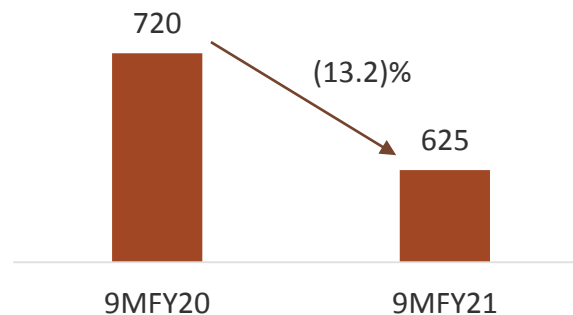
IMIL ('000 Cases)



IMFL Proprietary ('000 Cases)



IMFL Licensed Brands ('000 Cases)



* In view of the impact of the ongoing Covid-19 Pandemic the 9M numbers are not comparable against same period last years

- The company achieved its highest ever quarterly Revenues and Profit Before Tax in Q3-FY21.
- The third quarter seasonally remains the best quarter, which has aided the pick up in sales and normalcy has also been restored to pre-Covid-19 levels.
- The Plant reached 100% capacity utilisation during the quarter.
- Substantial reduction in raw material prices this quarter versus a year ago as well as improvement in price realization of IMIL and IMFL resulted in improvement in margins.
- Company commenced sales of its IMFL products in state of Uttar Pradesh during the quarter

Quarterly Financial Performance



Particulars (INR Mn)	Q3-FY21	Q3-FY20	Y-o-Y	Q2-FY21	Q-o-Q
Operational Income	1,612	1,454	10.9%	1,034	55.9%
Total Expenses	1,252	1,119	4.4%	827	51.4%
EBITDA	360	255	41.2%	207	73.9%
<i>EBITDA Margins (%)</i>	22.33%	17.54%	479 bps	20.02%	231 bps
Other Income	13	6	116.7%	9	44.4%
Depreciation	36	36	NA	36	NA
Interest	3	4	(25.0)%	3	(25.0)%
PBT	334	221	51.1%	177	88.7%
Tax	85	63	34.9%	45	88.9%
Profit After tax	249	158	57.6%	132	88.6%
<i>PAT Margins (%)</i>	15.45%	10.87%	458 bps	12.77%	268 bps
Other Comprehensive Income	-	1	NA	-	NA
Total Comprehensive Income	249	159	56.6%	132	88.6%
Diluted EPS (INR)	13.79	8.75	57.6%	7.28	89.4%

9M Financial Performance



Particulars (INR Mn)	9M-FY21	9M-FY20	Y-o-Y
Operational Income	3,249	3,992	(18.6)%
Total Expenses	2,595	3,390	(23.5)%
EBITDA	654	602	8.6%
<i>EBITDA Margins (%)</i>	20.13%	15.08%	505 bps
Other Income	32	16	100.0%
Depreciation	102	106	(3.8)%
Interest	8	15	(46.7)%
PBT	576	497	15.9%
Tax	147	111	32.4%
Profit After tax	429	386	11.1%
<i>PAT Margins (%)</i>	13.20%	9.67%	353 bps
Other Comprehensive Income	-	2	NA
Total Comprehensive Income	429	388	10.6%
Diluted EPS (INR)	23.72	21.35	11.1%

Historical Income Statement



Particulars (INR Mn)	FY18	FY19	FY20	9M-FY21
Operational Income	3,310	4,116	5,350	3,249
Total Expenses	2,796	3,540	4,584	2,595
EBITDA	514	576	766	654
<i>EBITDA Margins (%)</i>	<i>15.53%</i>	<i>13.99%</i>	<i>14.32%</i>	<i>20.13%</i>
Other Income	31	42	33	32
Depreciation	113	123	141	102
Interest	38	22	21	8
PBT	394	473	637	576
Tax	142	170	144	147
Profit After tax	252	303	493	429
<i>PAT Margins (%)</i>	<i>7.61%</i>	<i>7.36%</i>	<i>9.21%</i>	<i>13.20%</i>
Other Comprehensive Income	8	3	(9)	-
Total Comprehensive Income	260	306	484	429
Diluted EPS (INR)	13.93	16.74	27.29	23.72

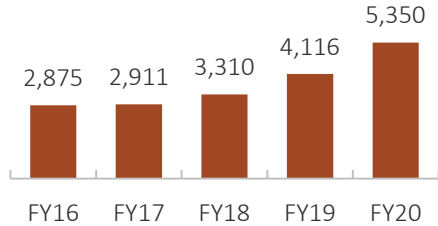
Balance Sheet



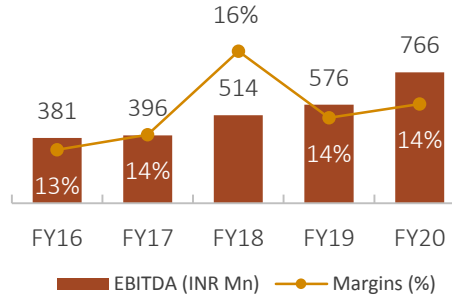
Particulars (INR Mn)	FY19	FY20	H1-FY21
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,163	1,070	1,018
Capital Work in progress	19	112	130
Intangible Assets	1	1	1
Rights of Use Assets	-	25	21
Financial Assets			
(i)Investments	31	22	22
(ii)Long-term Loans and Advances	10	11	13
(iii)Other financial Assets	4	4	128
Non current tax Assets	-	12	12
Other non-current assets	65	43	44
Sub Total Non Current Assets	1,293	1,300	1,389
Current Assets			
Inventories	559	573	555
Financial Assets			
(i)Trade Receivables	307	390	531
(ii)Cash and Bank Balance	55	219	120
(iii)Loans	163	213	193
(iv) Others	19	2	3
Other Current Assets	47	38	42
Sub Total Current Assets	1,150	1,435	1,444
TOTAL ASSETS	2,443	2,735	2,833

Particulars (INR Mn)	FY19	FY20	H1-FY21
EQUITY AND LIABILITIES			
Equity			
Share Capital	181	181	181
Other Equity	1,311	1,772	1,933
Total Equity	1,492	1,953	2,114
Non Current Liabilities			
Financial Liabilities			
(i)Borrowings	75	47	32
(ii)Lease Liabilities	-	16	13
Provisions	7	11	13
Deferred Tax Liabilities (net)	87	64	61
Non – current tax liabilities (Net)	1	2	2
Sub Total Non Current Liabilities	170	140	121
Current Liabilities			
(i)Borrowings	147	11	4
(ii)Lease Liabilities	-	8	8
(iii)Trade Payables	306	365	264
(iv)Other Financial Liabilities	151	127	142
Other current Liabilities	155	131	135
Provisions	-	-	1
Current Tax Liabilities	22	-	44
Sub Total Current Liabilities	781	642	598
TOTAL EQUITY AND LIABILITIES	2,443	2,735	2,833

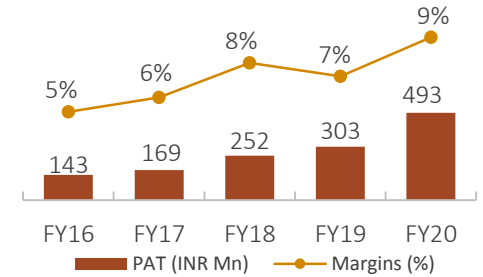
Revenue From Operations (INR Mn)



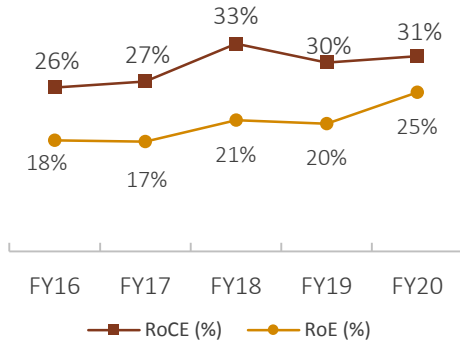
EBITDA (In INR Mn) & EBITDA Margins (%)



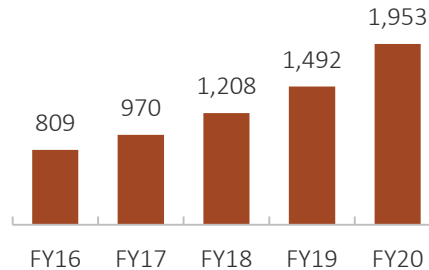
Net Profit (In INR Mn) & PAT Margins (%)



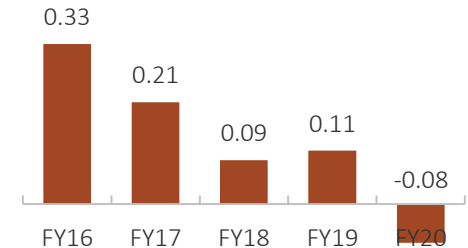
RoCE (%) and RoE (%)

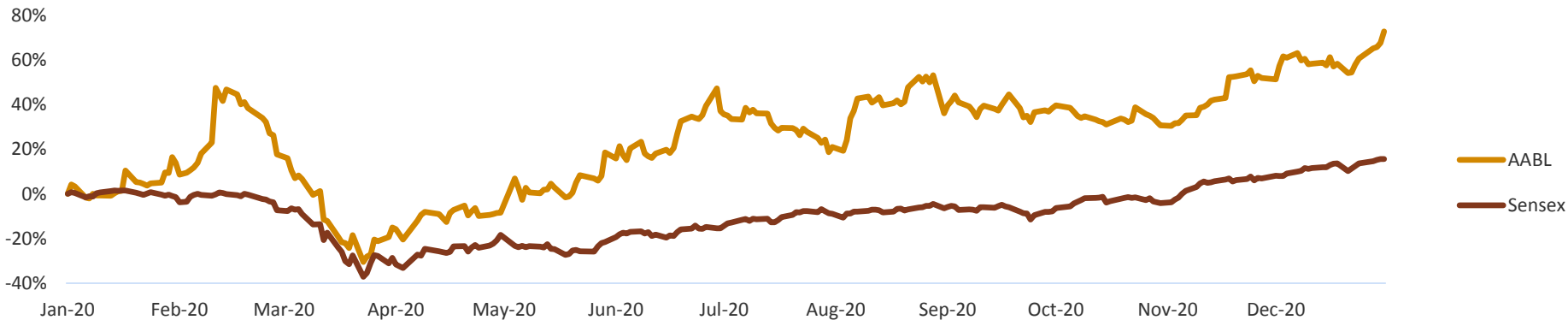


Net Worth (INR Mn)



Net Debt to Equity (x times)

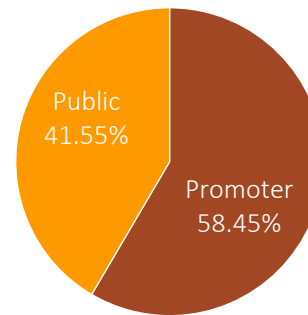




Price Data (31st December, 2020)

Face Value (INR)	10.0
Market Price (INR)	320.8
52 Week H/L (INR)	334.9/122.0
Market Cap (INR Mn)	5,799.80
Equity Shares Outstanding (Mn)	18.08
1 Year Avg. trading volume ('000)	82.03

Shareholding Pattern as on 31th December 2020



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