



ASSOCIATED ALCOHOLS & BREWERIES LIMITED

EARNING PRESENTATION

Q1-FY24



Company

Snapshot

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

FY23 Return Ratio
12% ROCE

Zero

Net Debt

5-year Revenue
CAGR:
17%

5-year Net
Profit CAGR:
11%

CARE Credit Rating
A/A1

Strategic Snapshot

Long standing
strategic
relationship with
Diageo - USL

Diversified
**Product
Portfolio**

Expanding
**Proprietary
Brand**
Reach

Ongoing
**Capex of 40
MLPA**
Ethanol plant

ASSOCIATED

Business Segments

B2B Business (56% of Revenue*)



Merchant ENA
19%



Contract Manufacturing
2%



By Products
5%



IMIL
30%

B2C Business (44% of Revenue*)

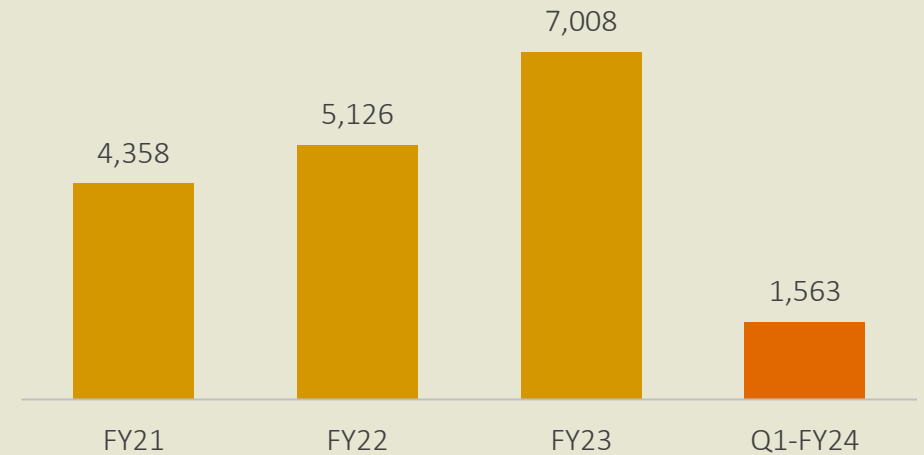


IMFL
(Proprietary Brands)
17%



Licensed Brands
27%

Net Revenue From Operations
(INR Mn)



* As of Q1-FY24

Products and Brands

Proprietary Brands



James McGill Whisky



Central Province Whisky



Jamaican Magic Rum



Bombay Special Series



Superman Series



Titanium Triple Distilled Vodka



Apple & Orange Titanium Triple Distilled Vodka



Licensed brands/ franchised brands



Bagpiper Deluxe Whisky



Blue Riband Gin



Flavored White Mischief



Director's Special Gold Whisky



McDowell's No. 1 Rum

Contract Manufacturing



Black Dog Whiskey



VAT 69 Whiskey



Smirnoff Vodka



Black & White Whiskey



Mc Dowell's No. 1 Rum



Royal Challenge



Antiquity Blue



Signature Whiskey



Competitive

Edge

Superior Quality

Multi Grain-based process manufacturer

Diversified

Presence across alcohol value chain

Resource Efficient

Lower consumption of water, power and steam

Flexibility

Grain-based processes enhance feed flexibility from one grain type to another resulting in higher yields

Process residue

Converted into monetizable by-products, accounting for almost 5% of company's revenue



Co-generation power plant

60% of power coming from captive sources and expanding to further 100%

Strategic Location

125 acres land at Madhya Pradesh, is equidistant from all major markets

Strong financials

High growth rate and Deleveraged balance sheet

Environment Focused

Zero Effluent Discharge

One of the few selected and trusted partners

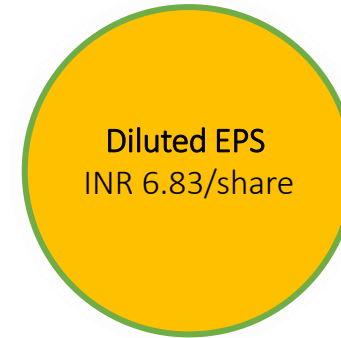
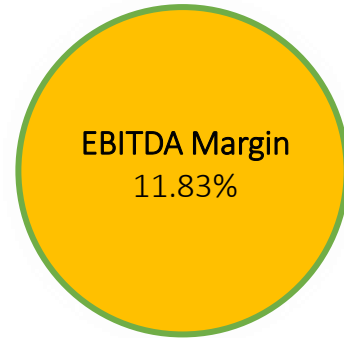
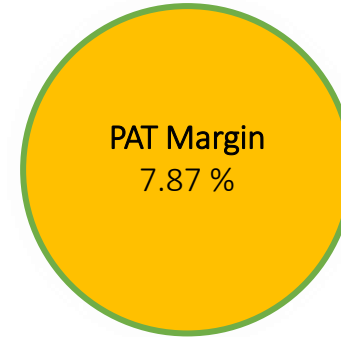
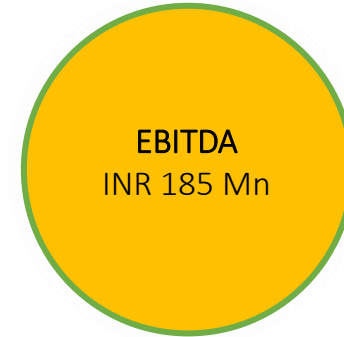
Of Industry Leaders like Diageo-USL



Financial Overview

Q1-FY24 Financial Highlights

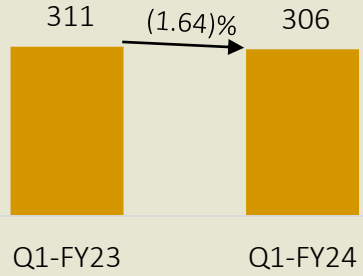
Q1-FY24 Financial Performance



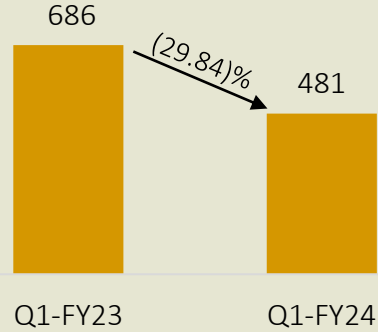
Quarterly Segmental Highlights

REVENUE (INR Mn)

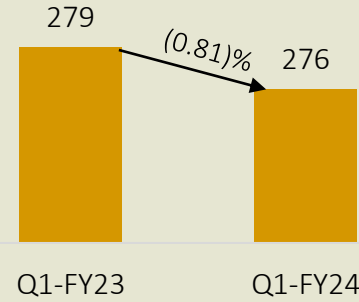
Merchant ENA



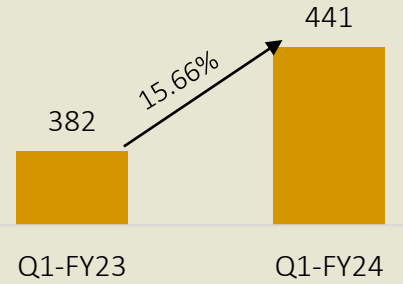
IMIL



IMFL Proprietary

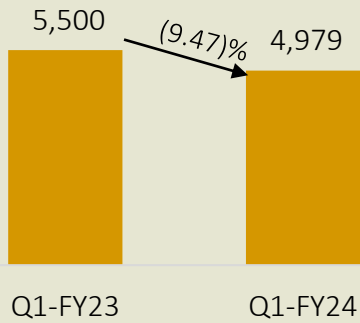


IMFL Licensed

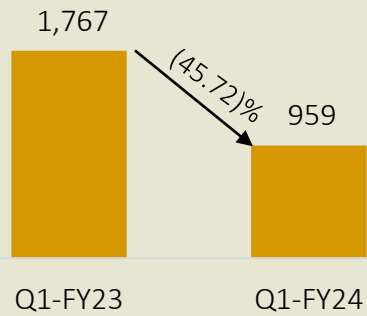


VOLUME ('000s)

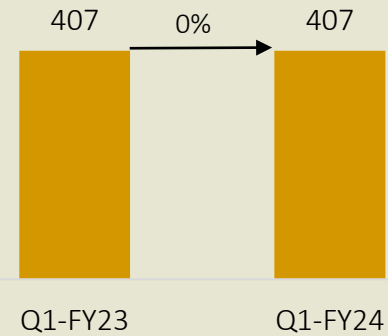
Merchant ENA (MLPA)



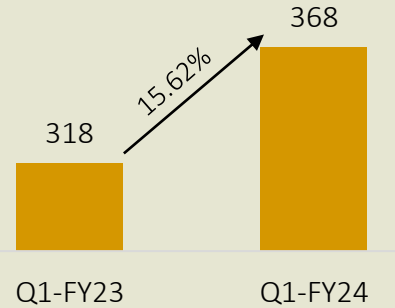
IMIL (Cases)



IMFL Proprietary (Cases)



IMFL Licensed (Cases)



Operational Highlight & Outlook

- The EBITDA for the quarter stood at INR 185 Mn with an impressive margin of 11.83%,
 - Margin expanded by 400 Bps from Q4 FY 23
- The revenue for the quarter stood at INR 1,563 Mn, a decline of 15% from Q1 FY23
 - Revenue dip is primarily due to a reduction in IMIL volume stemming from a shift in government policy.
- We are expanding our reach into new geographical regions and introduction of new products in the premium range
 - These strategic steps aim to recover lost volume and enhance the overall margin
- The price of crucial input materials like Grain and Glass has remained elevated
 - Encouragingly, Glass prices are indicating early signs of decline
- The ethanol facility is currently in its trial stage and expected to commence operations from October 23
- Considering the present business scenario, Board has decided to withdraw the Scheme of Arrangement for the amalgamation of the company with Mount Everest Breweries Limited; company's strategic trajectory and growth prospects remain steadfast, unaffected by the action

Quarterly Financial Performance

Particulars (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Gross Revenues	1,564	1,843	(15.1)%	1,858	(15.8)%
Excise duty	1	-	NA	10	(90.0)%
Net Revenue from Operations	1,563	1,843	(15.2)%	1,848	(15.4)%
Total Operating Expenses	1,378	1,642	(16.1)%	1,701	(19.0)%
EBITDA	185	201	(8.0)%	147	25.9%
<i>EBITDA Margins (%)</i>	<i>11.83%</i>	<i>10.91%</i>	<i>92 Bps</i>	<i>7.95%</i>	<i>388 Bps</i>
Other Income	21	18	16.7%	19	10.5%
Depreciation	33	37	(10.8)%	32	3.1%
Interest	6	2	NA	5	20.0%
Profit Before Tax	167	180	(7.2)%	129	29.5%
Tax	44	46	(4.3)%	31	41.9%
Profit After tax	123	134	(8.0)%	98	26.0%
<i>PAT Margins (%)</i>	<i>7.87%</i>	<i>7.27%</i>	<i>60 Bps</i>	<i>5.30%</i>	<i>257 Bps</i>
Other Comprehensive Income	0	0	NA	4	NA
Total Comprehensive Income	123	134	(8.2)%	102	20.6%
Diluted EPS (INR)	6.83	7.42	(8.0)%	5.42	26.0%

Historical Income Statement

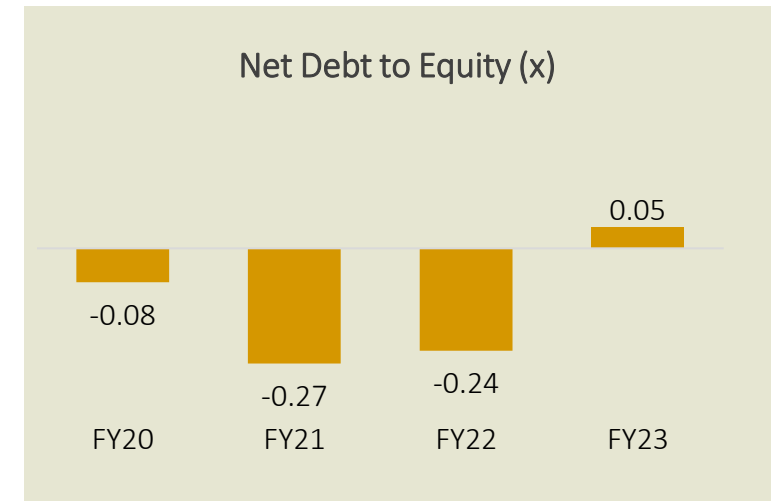
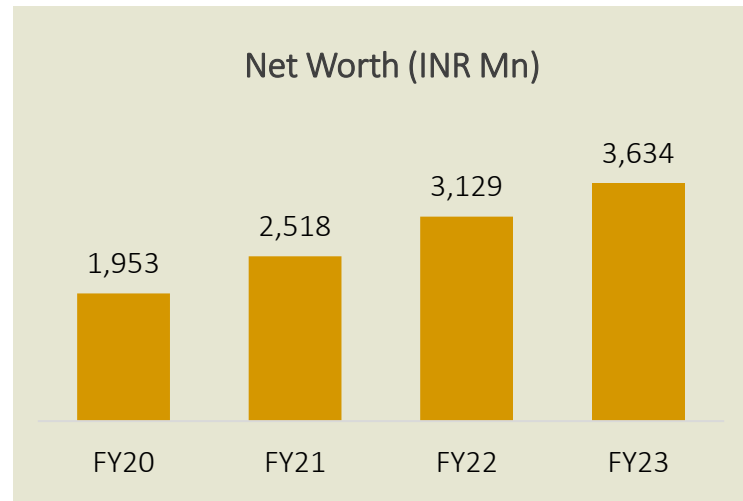
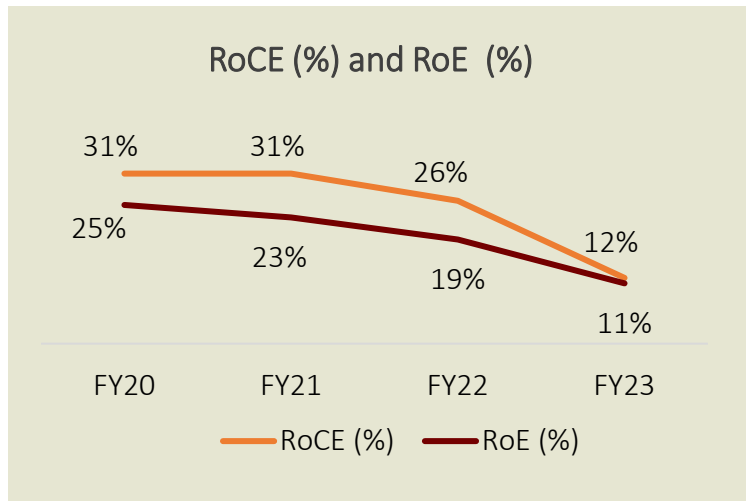
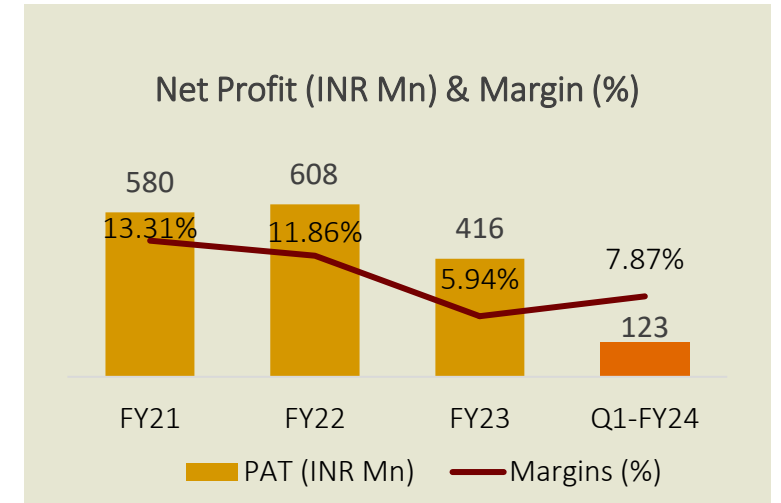
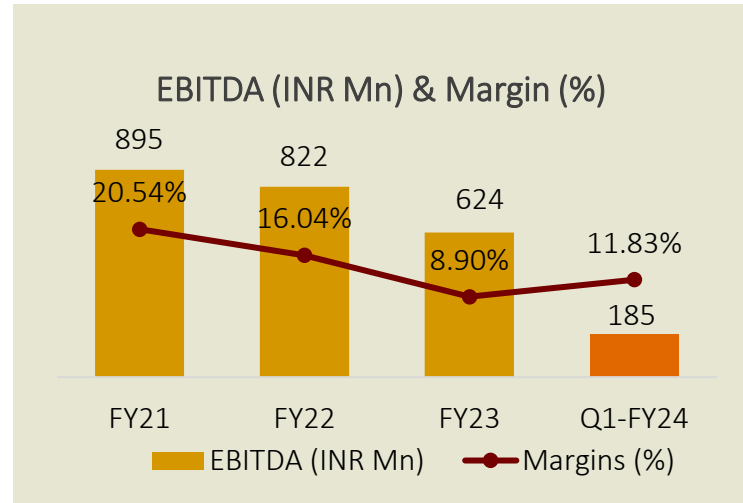
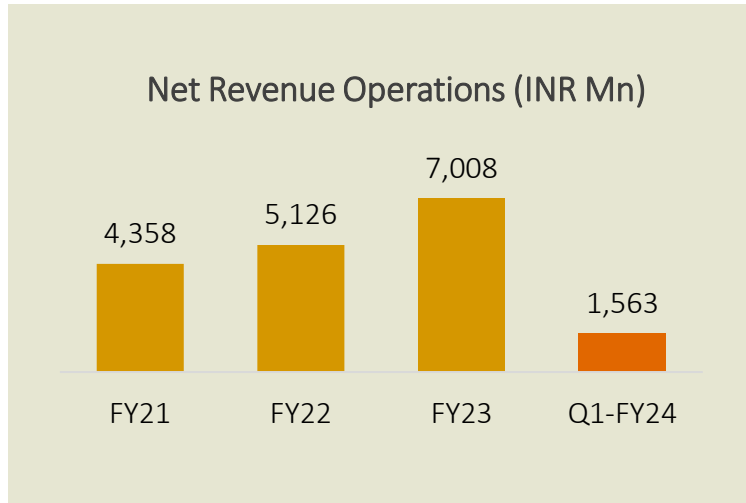
Particulars (INR Mn)	FY21	FY22	FY23	Q1-FY24
Gross Revenues	4,532	5,142	7,028	1,564
Excise duty	174	16	20	1
Net Revenue from Operations	4,358	5,126	7,008	1,563
Total Operating Expenses	3,463	4,304	6,384	1,378
EBITDA	895	822	624	185
<i>EBITDA Margins (%)</i>	<i>20.54%</i>	<i>16.04%</i>	<i>8.90%</i>	<i>11.83%</i>
Other Income	46	142	89	21
Depreciation	141	143	144	33
Interest	15	9	14	6
Profit Before Tax	785	812	555	167
Tax	205	204	139	44
Profit After tax	580	608	416	123
<i>PAT Margins (%)</i>	<i>13.31%</i>	<i>11.86%</i>	<i>5.94%</i>	<i>7.87%</i>
Other Comprehensive Income	4	20	108	0
Total Comprehensive Income	584	628	524	123
Diluted EPS (INR)	32.06	33.63	22.99	6.83

Historical Balance Sheet

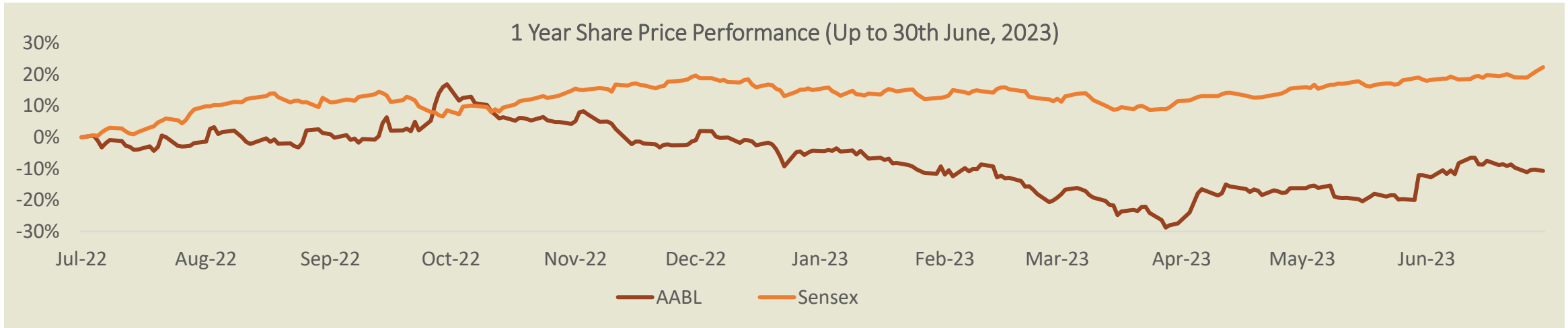
Particulars (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,087	1,116	1,055
Capital Work in progress	92	236	1,105
Intangible Assets	1	1	0
Rights of Use Assets	17	10	49
Financial Assets			
(i)Investments	26	249	448
(iii)Other financial Assets	15	256	32
Non-current tax Assets	12	6	6
Other non-current assets	40	192	251
Sub Total Non Current Assets	1,290	2,066	2,946
Current Assets			
Inventories	577	650	842
Financial Assets			
(i)Investments	-	-	156
(ii)Trade Receivables	389	236	185
(iii)Cash and Bank Balance	784	810	618
(iv)Loans	156	67	311
(v) Others	23	47	63
Other Current Assets	78	126	259
Sub Total Current Assets	2,007	1,936	2,434
TOTAL ASSETS	3,297	4,002	5,380

Particulars (INR Mn)	FY21	FY22	FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	181	181	181
Other Equity	2,337	2,948	3,453
Total Equity	2,518	3,129	3,634
Non Current Liabilities			
Financial Liabilities			
(i)Borrowings	19	13	667
(ii)Lease Liabilities	10	8	46
Provisions	16	11	14
Deferred Tax Liabilities (net)	52	44	32
Non – current tax liabilities (Net)	2	3	4
Sub Total Non Current Liabilities	99	79	763
Current Liabilities			
(i)Borrowings	76	32	282
(ii)Lease Liabilities	7	1	5
(iii)Trade Payables	327	475	259
(iv)Other Financial Liabilities	143	187	277
Other current Liabilities	100	99	155
Provisions	1	0	0
Current Tax Liabilities	26	-	5
Sub Total Current Liabilities	680	794	983
TOTAL EQUITY AND LIABILITIES	3,297	4,002	5,380

Financial Overview



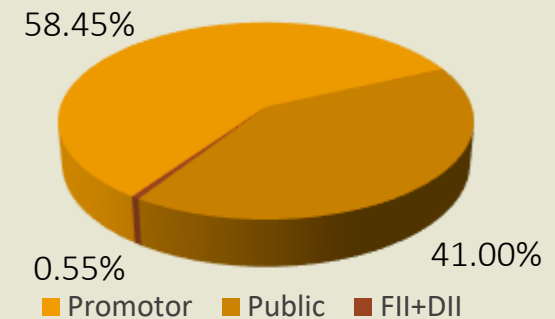
Capital Market



Price Data (As on 30th June, 2023)

Face Value (INR)	10.0
Market Price (INR)	397.4
52 Week H/L (INR)	528.8/311.4
Market Cap (INR Mn)	7,184.7
Equity Shares Outstanding (Mn)	18.1
1 Year Avg. trading volume ('000)	48.1

Shareholding Pattern (As on 30th June, 2023)



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Thank You



ASSOCIATED