



ASSOCIATED ALCOHOLS & BREWERIES LIMITED

EARNING PRESENTATION

Q2/H1-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



Business Segments

B2B Business (58% of Revenue*)



Merchant ENA
23%



Contract Manufacturing
2%



By Products
6%



IMIL
27%

B2C Business (42% of Revenue*)

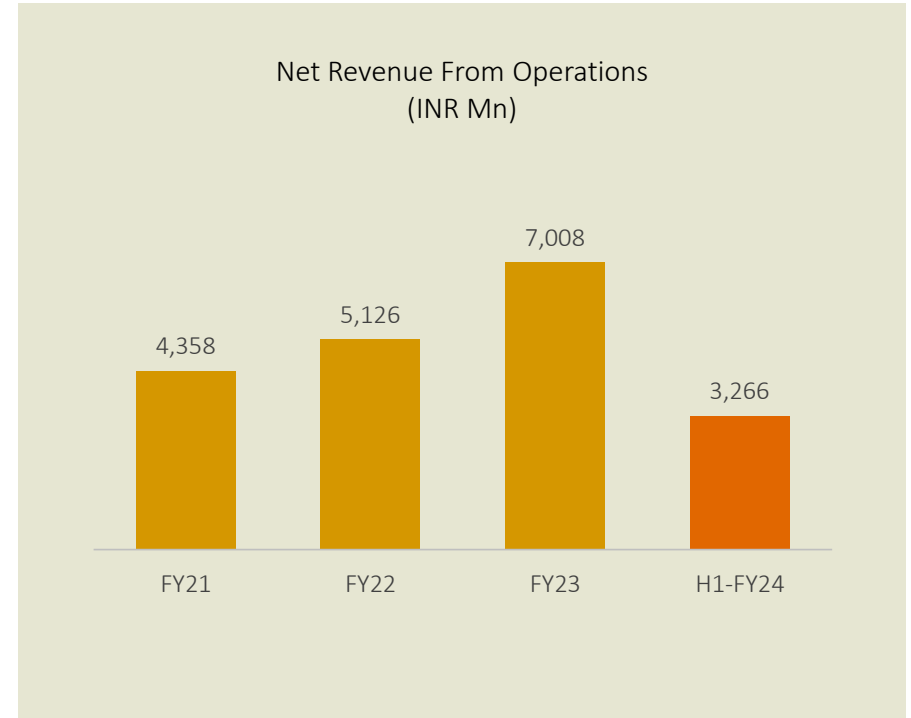


IMFL
(Proprietary Brands)
16%



Licensed Brands
26%

* As of H1-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

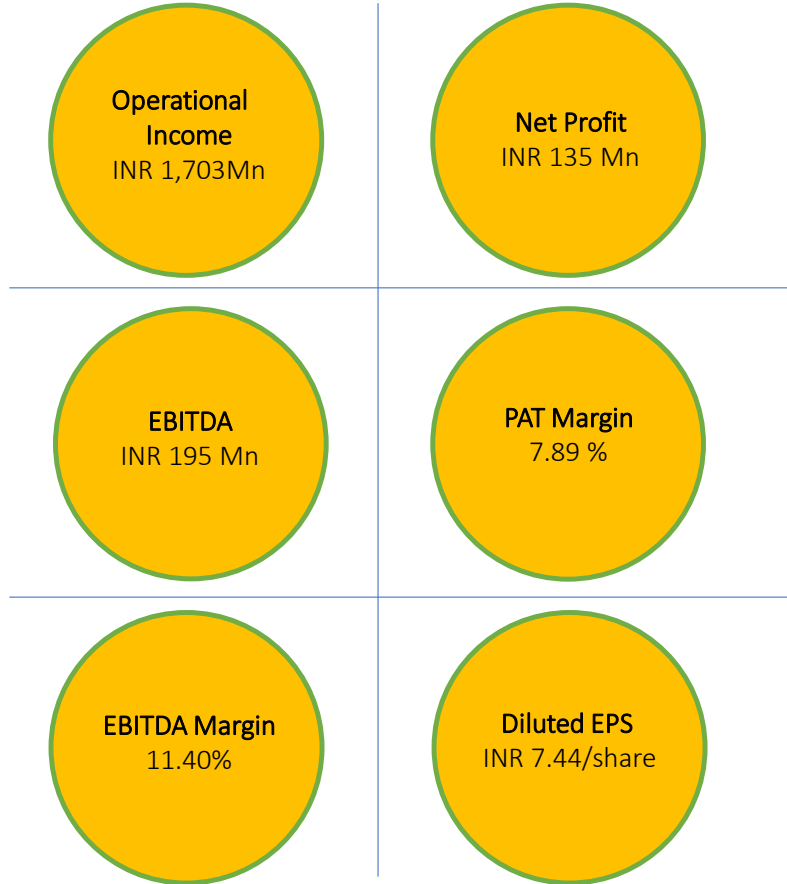




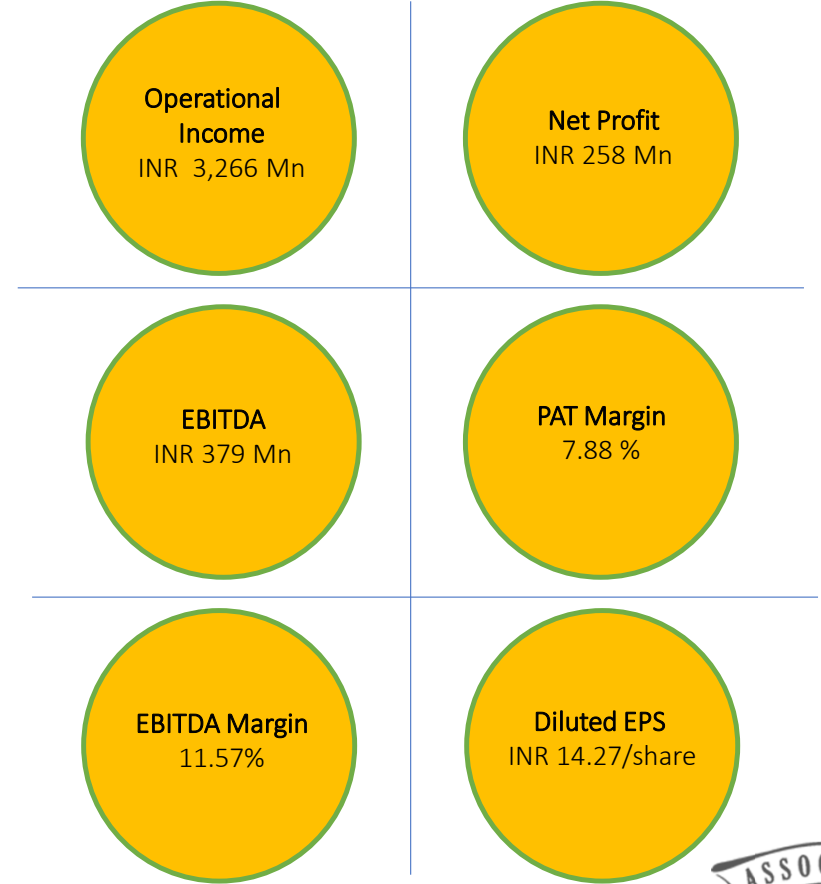
Financial Overview

Q2/H1-FY24 Financial Highlights

Q2-FY24 Financial Performance



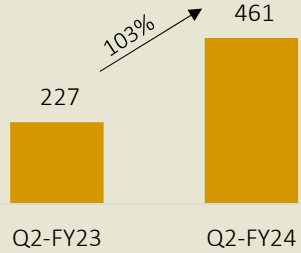
H1-FY24 Financial Performance



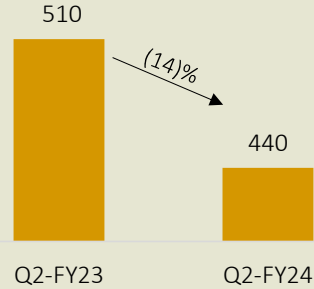
Q2-FY24 Segmental Highlights

REVENUE (INR Mn)

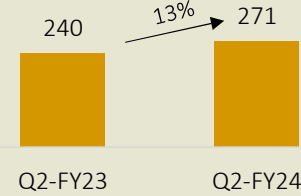
Merchant ENA



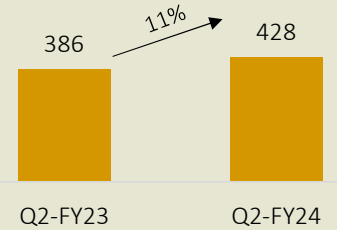
IMIL



IMFL Proprietary

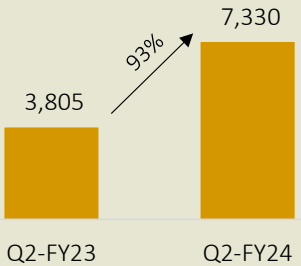


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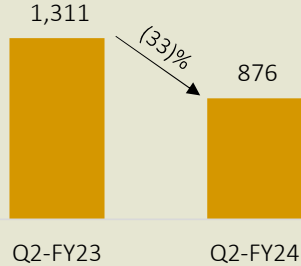


VOLUME ('000s)

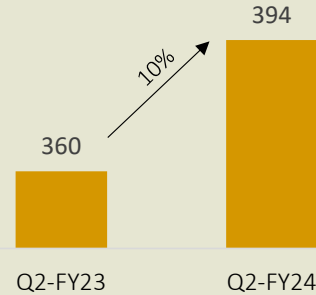
Merchant ENA (MLPA)



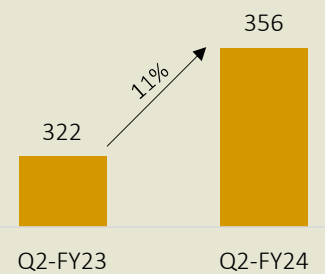
IMIL (Cases)



IMFL Proprietary (Cases)



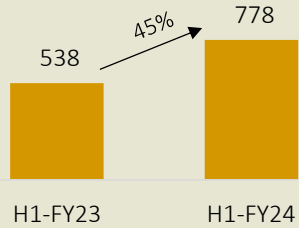
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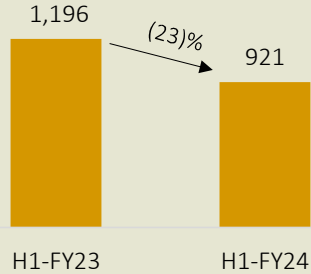
H1-FY24 Segmental Highlights

REVENUE (INR Mn)

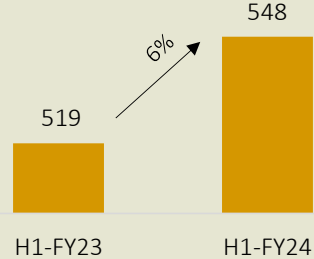
Merchant ENA



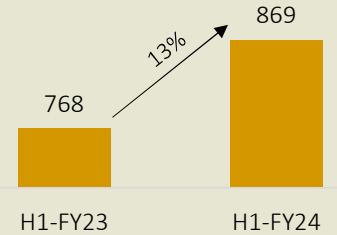
IMIL



IMFL Proprietary

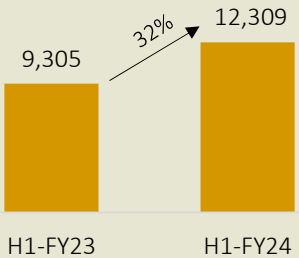


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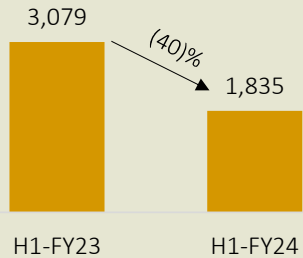


VOLUME ('000s)

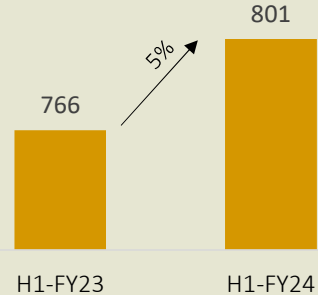
Merchant ENA (MLPA)



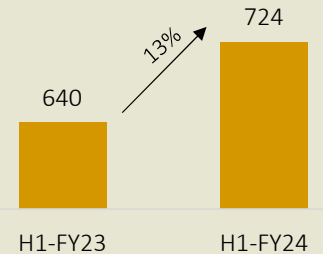
IMIL (Cases)



IMFL Proprietary (Cases)



IMFL Licensed (Cases)



Operational Highlight & Outlook

- The revenue for the quarter stood at INR 1,703 Mn, a growth of 16% from Q2 FY23
 - This growth underscores the company's market strength and customer demand for its products
 - Successful market penetration in new regions and strategic expansion in existing areas were pivotal in driving revenue growth
 - These efforts lay a solid foundation for long-term sustainability and market presence
- The EBITDA for the quarter stood at INR 194 Mn with a margin of 11.40%, margin expanded by 404 Bps from Q2 FY23
 - Highlights the efficacy of the company's cost management strategies, operational efficiencies, and improved sales realization
- The price of crucial input Grain is again headed north, and prices of other critical materials continuously remain at the elevated level
 - Focusing on operational efficiencies and prudent cost control measures, the company aims to counter the impact of rising input prices, ensuring stability and financial resilience
- A significant milestone was achieved with the completion of the Ethanol manufacturing facility within the existing factory premises at Barwah, M.P.
 - The facility has commenced its trial run, marking a crucial step towards full-scale commercial production in the upcoming months
 - This expansion aligns with the company's strategic growth initiatives, diversifying its product offerings and strengthening its position in the market

Quarterly Financial Performance

Particulars (INR Mn)	Q2-FY24	Q2-FY23	Y-o-Y	Q1-FY24	Q-o-Q
Gross Revenues	1,711	1,467	16.6%	1,564	9.4%
Excise duty	8	1	NA	1	NA
Net Revenue from Operations	1,703	1,466	16.2%	1,563	9.0%
Total Operating Expenses	1,508	1358	11.0%	1,378	9.4%
EBITDA	195	108	80.6%	185	5.4%
EBITDA Margins (%)	11.40%	7.36%	404 Bps	11.83%	(43) Bps
Other Income	25	32	(21.9)%	21	19.0%
Depreciation	34	37	(8.1)%	33	3.0%
Interest	5	3	66.7%	6	(16.7)%
Profit Before Tax	181	100	81.0%	167	8.4%
Tax	46	25	84.0%	44	4.5%
Profit After tax	135	75	80.0%	123	9.8%
PAT Margins (%)	7.89%	5.11%	278 Bps	7.86%	3 Bps
Other Comprehensive Income	(1)	104	NA	0	NA
Total Comprehensive Income	134	179	(25.1)%	123	8.9%
Diluted EPS (INR)	7.44	4.17	78.4%	6.83	8.9%

YTD Financial Performance

Particulars (INR Mn)	H1-FY24	H1-FY23	Y-o-Y
Gross Revenues	3,275	3,310	(1.1)%
Excise duty	9	1	NA
Net Revenue from Operations	3,266	3,309	(1.3)%
Total Operating Expenses	2,887	2,998	(3.7)%
EBITDA	379	311	21.9%
<i>EBITDA Margins (%)</i>	11.57%	9.40%	217 Bps
Other Income	46	49	(6.1)%
Depreciation	67	74	(9.5)%
Interest	11	5	NA
Profit Before Tax	347	281	23.5%
Tax	89	72	23.6%
Profit After tax	258	209	23.4%
<i>PAT Margins (%)</i>	7.88%	6.31%	157 Bps
Other Comprehensive Income	0	105	NA
Total Comprehensive Income	258	314	(17.8)%
Diluted EPS (INR)	14.27	11.59	23.1%

Historical Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	H1-FY24
Gross Revenues	4,532	5,142	7,028	3,275
Excise duty	174	16	20	9
Net Revenue from Operations	4,358	5,126	7,008	3,266
Total Operating Expenses	3,463	4,304	6,384	2,887
EBITDA	895	822	624	379
<i>EBITDA Margins (%)</i>	<i>20.54%</i>	<i>16.04%</i>	<i>8.90%</i>	<i>11.57%</i>
Other Income	46	142	89	46
Depreciation	141	143	144	67
Interest	15	9	14	11
Profit Before Tax	785	812	555	347
Tax	205	204	139	89
Profit After tax	580	608	416	258
<i>PAT Margins (%)</i>	<i>13.31%</i>	<i>11.86%</i>	<i>5.94%</i>	<i>7.88%</i>
Other Comprehensive Income	4	20	108	0
Total Comprehensive Income	584	628	524	258
Diluted EPS (INR)	32.06	33.63	22.99	14.27

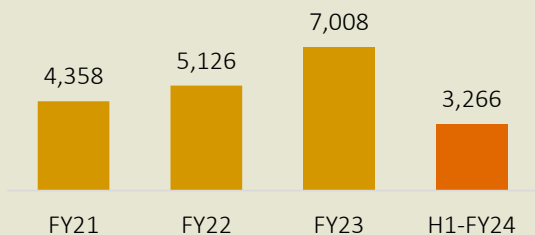
Historical Balance Sheet

Particulars (INR Mn)	FY22	FY23	H1-FY24
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,116	1,055	1,046
Capital Work in progress	236	1,105	1,491
Intangible Assets	1	0	0
Rights of Use Assets	10	49	45
Financial Assets			
(i)Investments	249	448	454
(iii)Other financial Assets	256	32	65
Non-current tax Assets	6	6	6
Other non-current assets	192	251	195
Sub Total Non Current Assets	2,066	2,946	3,302
Current Assets			
Inventories	650	842	1,007
Financial Assets			
(i)Investments	-	156	226
(ii)Trade Receivables	236	185	210
(iii)Cash and Bank Balance	810	618	502
(iv)Loans	67	311	54
(v) Others	47	63	62
Other Current Assets	126	259	340
Sub Total Current Assets	1,936	2,434	2,401
TOTAL ASSETS	4,002	5,380	5,703

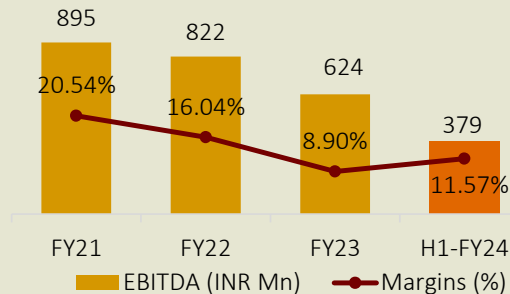
Particulars (INR Mn)	FY22	FY23	H1-FY24
EQUITY AND LIABILITIES			
Equity			
Share Capital	181	181	181
Other Equity	2,948	3,453	3,693
Total Equity	3,129	3,634	3,874
Non Current Liabilities			
Financial Liabilities			
(i)Borrowings	13	667	602
(ii)Lease Liabilities	8	46	43
Provisions	11	14	17
Deferred Tax Liabilities (net)	44	32	30
Non – current tax liabilities (Net)	3	4	3
Sub Total Non Current Liabilities	79	763	695
Current Liabilities			
(i)Borrowings	32	282	273
(ii)Lease Liabilities	1	5	6
(iii)Trade Payables	475	259	304
(iv)Other Financial Liabilities	187	277	224
Other current Liabilities	99	155	286
Provisions	0	0	2
Current Tax Liabilities	-	5	39
Sub Total Current Liabilities	794	983	1,134
TOTAL EQUITY AND LIABILITIES	4,002	5,380	5,703

Financial Overview

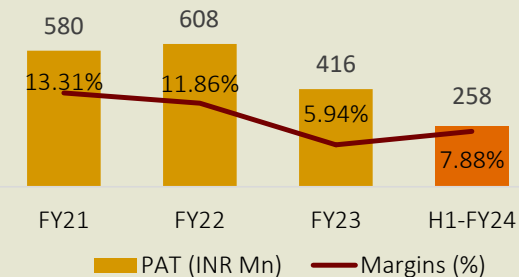
Net Revenue Operations (INR Mn)



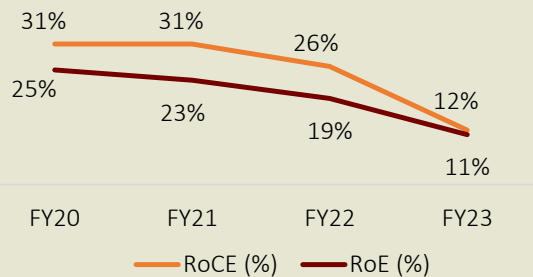
EBITDA (INR Mn) & Margin (%)



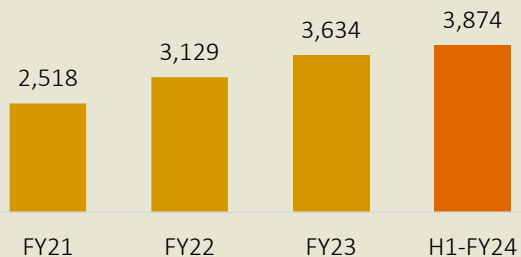
Net Profit (INR Mn) & Margin (%)



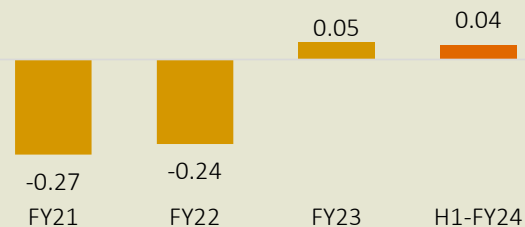
RoCE (%) and RoE (%)



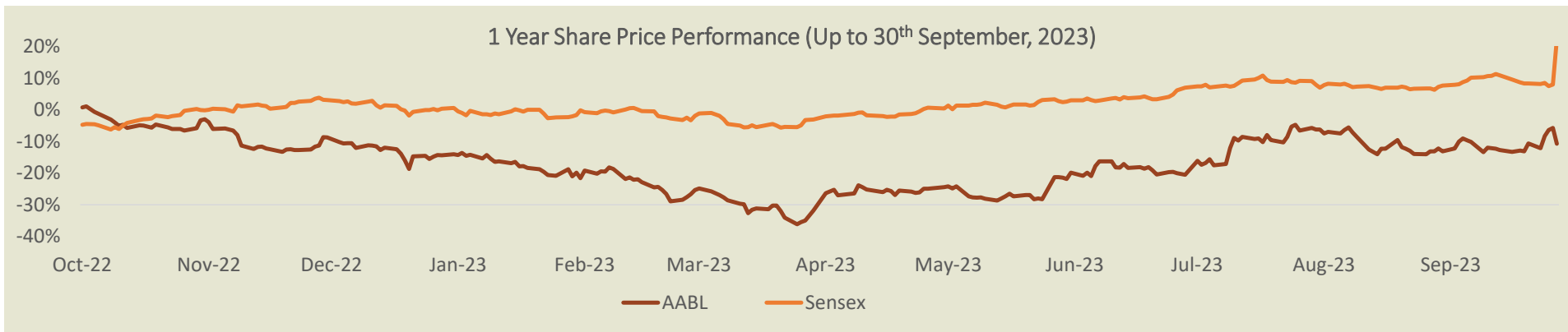
Net Worth (INR Mn)



Net Debt to Equity (x)



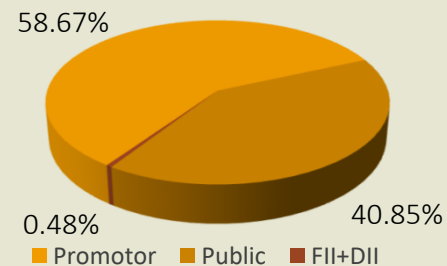
Capital Market



Price Data (As on 30th September, 2023)

Face Value (INR)	10.0
Market Price (INR)	468.65
52 Week H/L (INR)	528.0/311.4
Market Cap (INR Mn)	8,472.8
Equity Shares Outstanding (Mn)	18.1
1 Year Avg. trading volume ('000)	58.8

Shareholding Pattern (As on 30th September, 2023)



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For further information please contact our Investor Relations Representatives:



Valorem Advisors
Mr. Anuj Sonpal, CEO
Tel: +91-22-49039500
Email: aabl@valoremadvisors.com



Associated Alcohols & Breweries Limited
Mr. Ankit Agrawal, CFO
Tel: 0731-4780510
Email: aagrawal@aabl.in



Thank You



ASSOCIATED