

February 12, 2025

To

The Manager

The Department of Corporate Services

BSE Limited

Floor 25, P. J. Towers,

Dalai Street, Mumbai — 400 001

Scrip Code: 531147

To

The Manager

The Listing Department

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,

Bandra (East), Mumbai — 400 051

Scrip Symbol: ALICON

Dear Sir/ Madam,

Sub: Earnings Presentation on Q3 & 9M FY2025

Pursuant to the SEBI (listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the presentation on the financials for the quarter and nine months ended December 31, 2024.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Alicon Castalloy Ltd**

Vimal Gupta
Chief Finance Officer

Alicon Castalloy Ltd

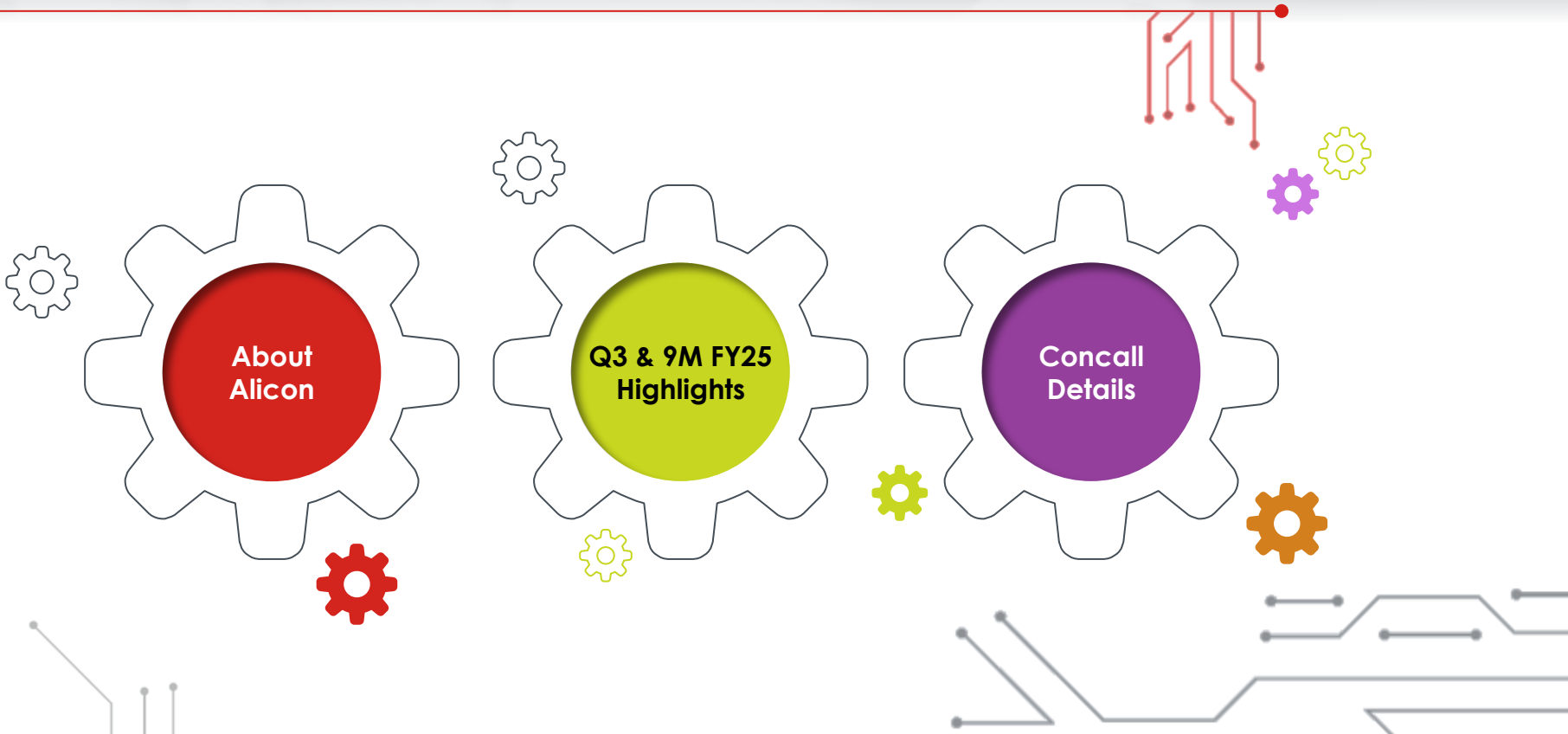
Q3 & 9M FY25 Results Presentation

February 12, 2025

Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to, "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Contents





About Alicon Castalloy



Alicon Castalloy - Overview

Offers end-to-end solutions spanning the entire spectrum of aluminum casting needs across multiple user industries

Offers - Design, Engineering, Casting, Machining and Assembly, Painting and Surface Treatment of Aluminum Components

Pioneer in India for processes of Low Pressure Die Casting (LPDC) and Gravity Die Casting (GDC)

Operates one of the largest Aluminum foundries in India

Leaders in the development of Pro-Cast and Magma space in India

Diversified marquee Customer base across core sectors in India coupled with steady rise in International presence

Robust track record of 49 years, further enriched by 89 year legacy of Illichmann Castalloy



Alicon Castalloy - At a Glance



1,563

INR crore of Total
Income in FY24



199

INR crore of
EBITDA in FY24



97

customers with..

877

Live Parts



4

Manufacturing
Units



50

No. of product
innovations FY24



18

Customers in
countries



952

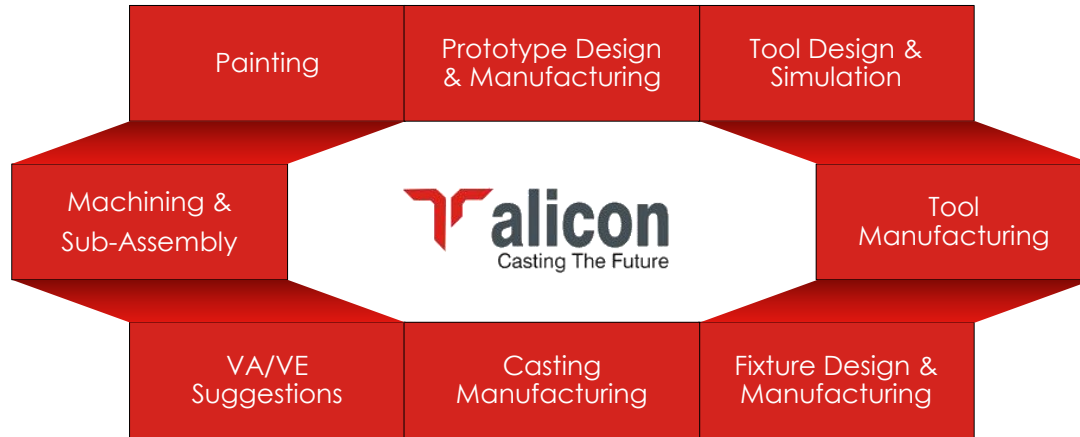
No. of permanent
Employees – FY24

Alicon Castalloy – Blending the best attributes

*A blend of
European
engineering skills,
Japanese quality
and inherent
Indian ingenuity
and frugality*



One-stop shop for all engineering solutions related to aluminum alloy castings



Catering to key sectors of the Indian economy



Automobile



Infrastructure



Defense



Medical



Energy



Agriculture



Aerospace



Carbon Neutral

Global Presence : Close-to-Demand

Strategic locations enable shorter time-to-market and enhanced cost optimization



4 modern plants
(1 international)

High-end machines

Advanced Technology Centre

Globally competent Tool
Rooms (20 tools/ a month)

Full-edged Machine Shop
(including assembly facility)

Austria

International Marketing
Office

Slovakia

- * Manufacturing Plant
- * Tool Room
- * Product Validation Lab

Chinchwad, Pune Maharashtra, India

- * Manufacturing Plant
- * Tool Room
- * Product Validation Lab
- * Machine Shop

Shikrapur, Pune Maharashtra, India

- * Manufacturing Plant
- * Technology Centre
- * Product Validation Lab
- * Machine Shop

Binola, Haryana, India

- * Manufacturing Plant
- * Product Validation Lab

Diversified base of marquee customers

Diversity across markets and industries provides a natural hedge

TWO WHEELER OEM



Not reliant on a single 'anchor' customer

None of the customers contribute >15% of turnover

FOUR WHEELER OEM



TIER 1 & NON AUTO



AND MANY MORE....

The background is split into two main sections. The top right section is white and contains a faint, light gray graphic of a circuit board with various lines and dots. The bottom left section is a solid dark red color, which serves as the background for the main title text.

Q3 & 9M FY2025 Operational & Financial Highlights

Q3 & 9M FY25: Overview of Operating Environment (1/2)

Business & Macro-demand Highlights:

- In Q3 FY25, Global Auto Industry witnessed 4.6% YoY degrowth in volumes.
- In contrast, the Indian Auto Industry reported a healthy performance with 6.4% volume growth, driven by the 2W segment.
 - 8% growth in 2W segment on a yoy basis
 - 2.8% growth in PV segment on a yoy basis
 - 2% de-growth in CV segment on a yoy basis
- PV inventory levels improved marginally, indicating a better supply-demand balance but still requiring close monitoring.
- Growth in the 2W segment was driven by new model launches, strong wedding season demand, and improved financing options.
- The outlook for PV sales is aided by December purchases spilling over into January for a "2025 model year" advantage; edging up of urban sales and rural demand showing signs of stronger YoY growth.
- The CV segment is expected to benefit from resumption of infrastructure spending as well as from higher freight rates and strong passenger carrier demand.



Q3 & 9M FY25 - Operational Resilience

- Lower fixed expenses
- Lean and Agile manufacturing processes
- Focus on reducing overheads
- Program to reduce interest cost
- Plan to diversify energy mix

Sustainable Cost-optimisation

- Manufacturing facilities operated at utilization levels of around 72%
- Persistent inflation coupled with continuation of Russia-Ukraine conflict and intensification of middle east conflict have impacted sentiment. Freight costs have also risen impacting cost of doing exports. The domestic business continues to do well with slight slowing in larger vehicles offset by pick up in two wheeler business.

Manufacturing processes

New Business Wins:

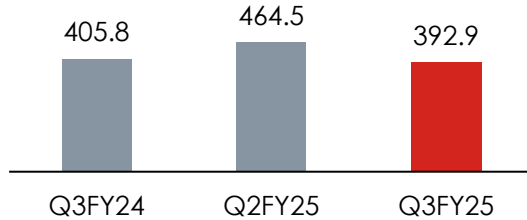
- In Q3 FY25, the Company has booked 7 new parts from 7 customers
- This includes 4 parts from ICE, 1 part from the structural business and 2 parts from Non-Auto business
- 5 parts are for domestic business and 2 parts are for global business

Future Ready

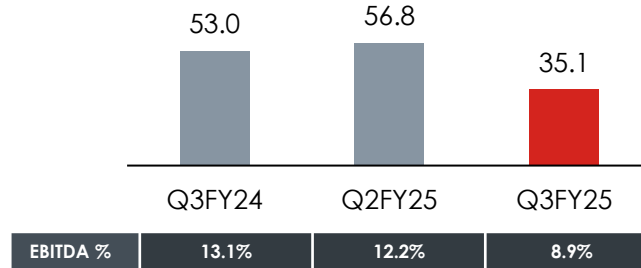
- Alicon, as an organization is Future Ready to tap opportunities arising from:
- Preference for Carbon Neutral tech such as hybrid, EV, fuel cells and hydrogen cells
- Staggered introduction of vehicle scrappage policy
- Thrust on higher fuel efficiency
- Cost-optimisation & light-weighting of products

Q3 FY25 Highlights – Consolidated

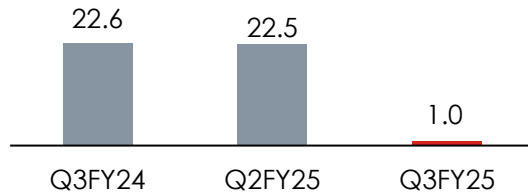
Total Income



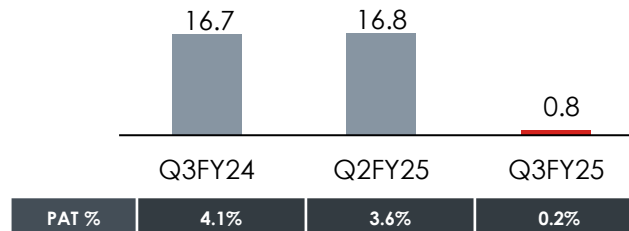
EBITDA



PBT



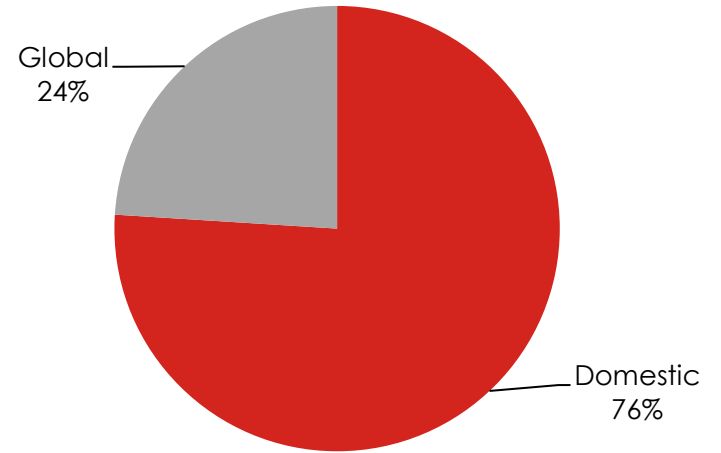
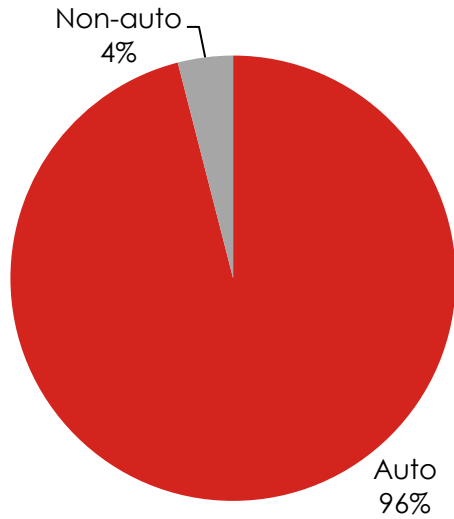
PAT



- In Q3, Alicon delivered a de-growth in Total Income of 3% on a yoy basis and of 15% on a qoq basis. This was due to softness in demand in certain geographies and business segments accompanied by some customer specific challenges.
- Gross profit was Rs. 180 crore, with the gross margin at 45.81%. **Gross Margin has compressed by 543 Bps on a yoy basis** due to adverse product and geography mix with some upfront costs incurred in new lines.
- EBITDA of Rs. 35 crore, was lower by 34% on a yoy basis. The **EBITDA margin stood at 8.9%** as compared to 13.1% in Q3 last year. This is due to adverse product and geography mix and flow through of gross margin impact.
- Profit after tax stood at Rs. 1 crore in Q3 FY25.

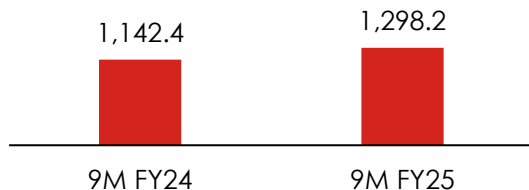
Figures in Rs. Crore

Revenue Mix – Q3 FY25

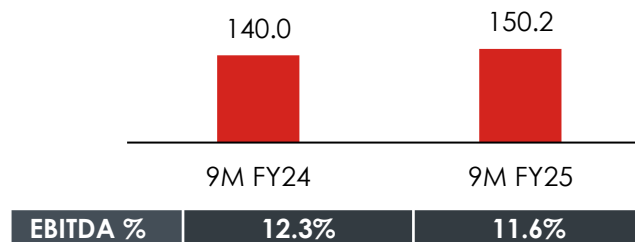


9M FY25 Highlights – Consolidated

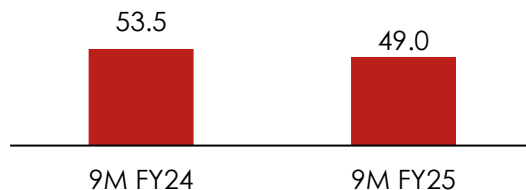
Total Income



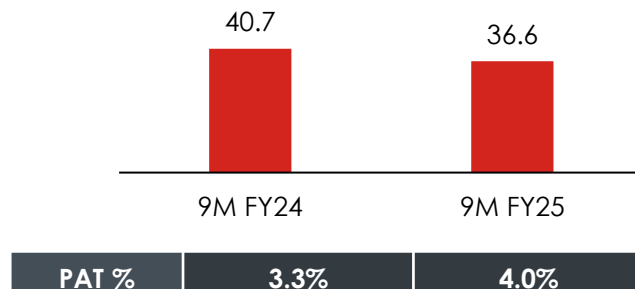
EBITDA



PBT



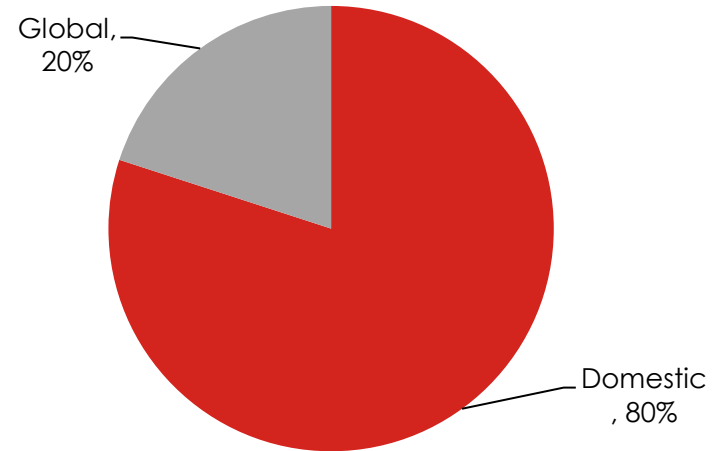
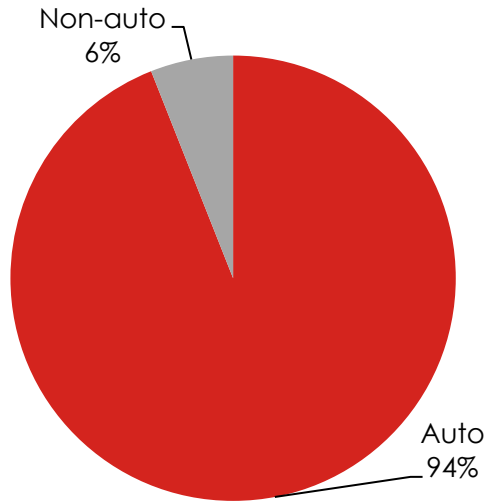
PAT



- Alicon has reported an increase in Total Income **by 14% YoY in 9M FY25**. After a strong performance in first half of the year, there was demand weakness in Q3 with some customer specific issues which have impacted the growth momentum.
- Gross profit of Rs. 621 crore, was **higher by 8% YoY**. Gross margin compressed by **268 basis points** to 47.91% due to shift in product mix to include more 2W components.
- EBITDA **rises 7% YoY** to Rs. 150 crore. Reported an EBITDA margin of 11.6% in 9M FY25, lower **by 70 basis points YoY** due to adverse product and geography mix in Q3 with impact of upfront costs of new lines.
- PBT and PAT have remained resilient on the back of a strong first half.

Figures in Rs. Crore

Revenue Mix – 9M FY25



Abridged P&L – Consolidated

Particulars (Rs. crore)	Q3 FY25	Q2 FY24	Y-o-Y Shift	9M FY25	9M FY24	Y-o-Y Shift
Net Revenue from Operations	392.10	404.97	-3%	1,295.83	1,140.07	14%
Other Income	0.83	0.78	8%	2.35	2.33	1%
Total Income	392.93	405.75	-3%	1,298.18	1,142.40	14%
Total Expenditure	357.84	352.77	1%	1,148.02	1,002.37	15%
Raw Material expenses	212.46	197.45	8%	674.98	563.24	20%
Employee benefits expense	48.98	49.95	-2%	154.70	146.55	6%
Other expenses	96.40	105.36	-9%	318.35	292.58	9%
EBITDA	35.09	52.97	-34%	150.16	140.03	7%
EBITDA margin (%)	8.9%	13.1%	-413 Bps	11.6%	12.3%	-69 Bps
Finance Costs	10.54	10.24	3%	32.18	29.84	8%
Depreciation and Amortization	23.50	20.12	17%	68.93	56.68	22%
PBT	1.05	22.62	-95%	49.04	53.51	-8%
Tax Expenses	0.27	5.88	-95%	12.42	12.77	-3%
PAT	0.78	16.74	-95%	36.63	40.74	-10%
PAT Margin (%)	0.2%	4.1%	-393 Bps	2.8%	3.6%	-74 Bps

Management Message

Commenting on the performance, Mr. Rajeev Sikand, Group CEO, Aicon Castalloy said,

"In the backdrop of a challenging macroeconomic environment, Aicon Castalloy has delivered a resilient performance in the third quarter, recording revenues of ₹393 crore. The quarter was marked by weakness in demand, softening of consumer sentiment and caution due to uncertainty around tariffs and regulations. Topline growth was impacted by softer demand in key export markets such as Europe and North America, weakness in certain segments like EVs and CVs as well as production shutdowns at customer facilities. While this was partially offset by improved demand for two-wheelers in India, the increased 2W business could not fully compensate for the overall revenue impact.

Profitability and margins were affected due to an unfavorable product mix, as higher-margin volumes from EVs and CVs declined, while the share of two-wheeler products increased. Additionally, an adverse geographic mix, coupled with some upfront investments has further impacted margins. Despite these near-term challenges, we continue to take strategic measures to mitigate cost pressures and optimize our operations, ensuring a more balanced portfolio across vehicle segments and regions.

We believe we are nearing the bottom of this slowdown in the global industrial cycle. The long-term growth potential of our industry remains intact, and we are well-positioned to capitalize on emerging opportunities. Our strategic initiatives focused on product diversification, expanding market reach, and strengthening our leadership position, will drive sustained success and value creation for all stakeholders."



Concall Details

Conference Call Details

Alicon Castalloy's Q3 & 9M FY25 Earnings Conference Call

Time & Date

- 2:00 pm IST on Thursday, February 13, 2025
-

Local dial-in numbers

- +91 22 6280 1141
-

International Toll Free Number

- Hong Kong: 800 964 448
 - Singapore: 800 101 2045
 - UK: 0 808 101 1573
 - USA: 1 866 746 2133
-

Pre-registration Link

- [Diamond Pass](#)
-



Thank You

For further information, please contact:

Vishnu Patel

Alicon Castalloy Ltd

Tel: +91 94273 23890

E-mail: vishnu.patel@alicongroup.co.in

Mayank Vaswani / Mit Shah

CDR, India

Tel: +91 98209 40953 / 99201 68314

Email: mayank@cdr-india.com

mit@cdr-india.com

For more information, visit www.alicongroup.co.in