



alicon

alicon group company

February 7, 2019

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 and Press release on Q3 & 9M FY19

Pursuant to the SEBI (listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the presentation and press release on the financials for the quarter and nine months ended December 31, 2018.

This is for your information and records.

Thanking you,

V. K. Subbar

Yours faithfully,

For **Alicon Castalloy Ltd**

Alicon Castalloy Ltd.

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Maharashtra, INDIA.

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Alicon Castalloy Ltd

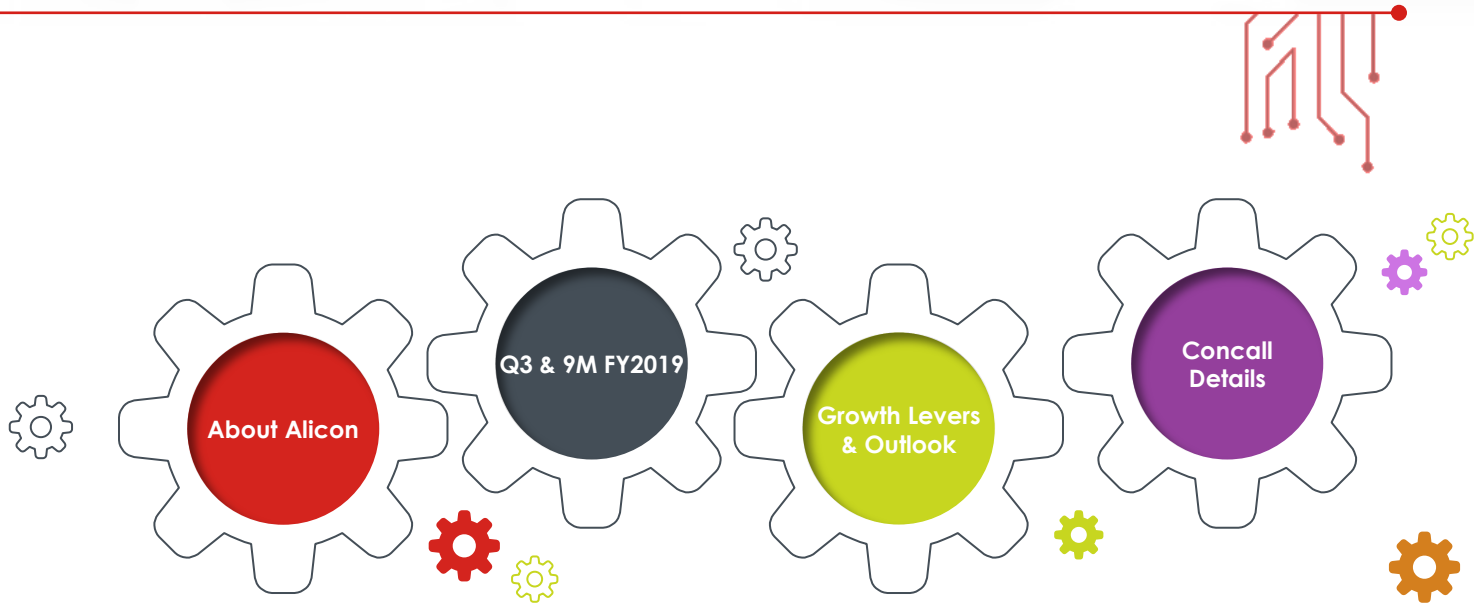
Q3 & 9M FY19 Results Presentation

February 7, 2019

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 44 years, further enriched by 89 year legacy of Illichmann Castalloy

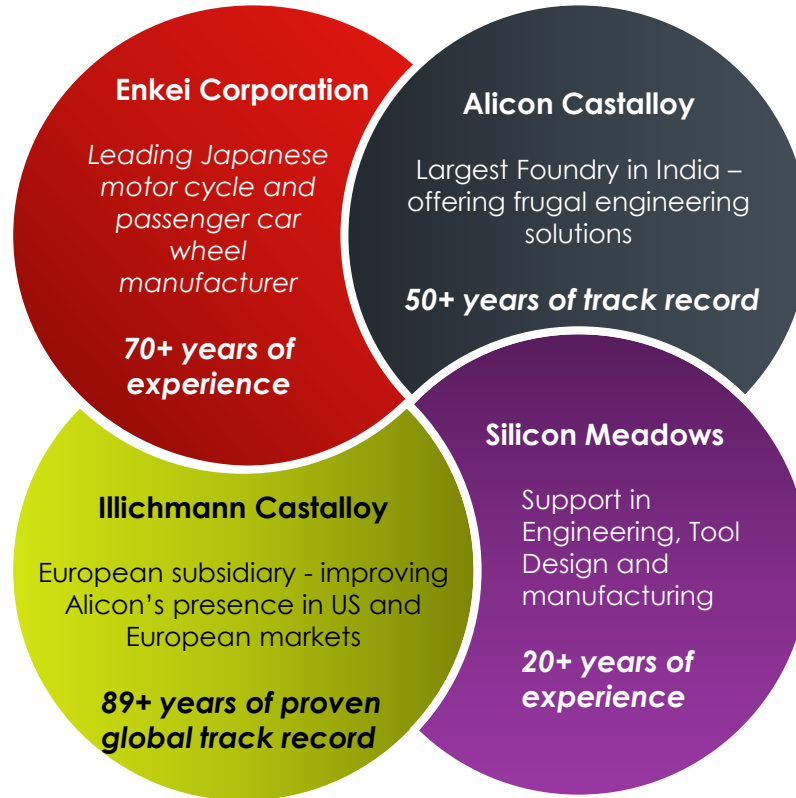


Alicon Castalloy - At a Glance

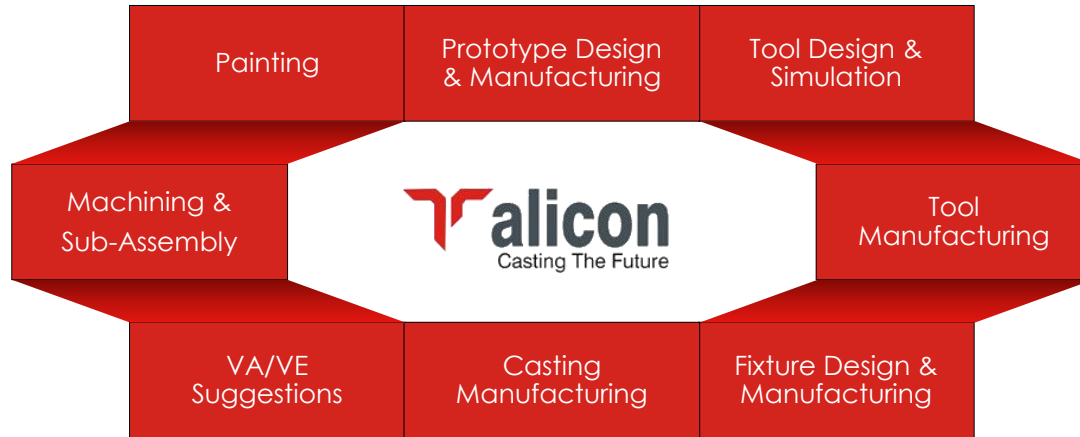
<p>17% </p> <p>Revenue CAGR (5 yr)</p>	<p>20% </p> <p>EBITDA CAGR (5 yr)</p>	<p>20% </p> <p>PAT CAGR (5 yr)</p>
<p>4 </p> <p>Manufacturing Units</p>	<p>1,014 </p> <p>INR crore of Revenue in FY18</p>	<p>76 customers with..</p> <p>685 Live Parts </p>
<p>60 </p> <p>No. of product innovations during FY18</p>	<p>Presence in</p> <p>15 </p> <p>countries</p>	<p>1,037 </p> <p>No. of permanent employees</p>

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



Aerospace



Medical



Energy



Agriculture

Global Presence : Close-to-Demand

Strategic locations enable better speed-to-market and increased cost optimization



4 modern plants
(including 1 international)

High-end machines

Advanced Technology Centre

Globally competent Tool
Rooms (20 tools/ a month)

Full-fledged Machine Shop
(including assembly facility)

Austria

International Marketing
Office

Slovakia

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

Chinchwad, Pune Maharashtra

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

Shikrapur, Pune Maharashtra

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

Binola, Haryana

- * 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

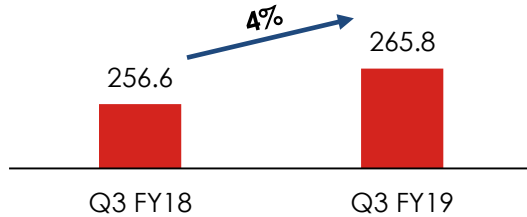


The background is split into three main sections: a large red triangle on the left, a white area on the right containing a grey circuit board pattern, and a dark grey triangle at the bottom right.

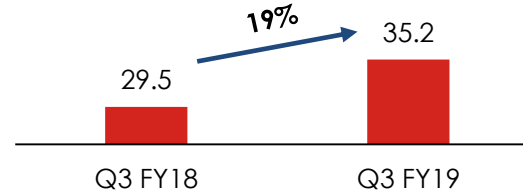
Q3 & 9M FY2019 Financial Performance

Q3 FY19 Highlights – Consolidated

Net Revenue from Operations

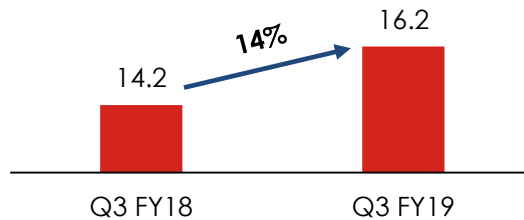


EBITDA

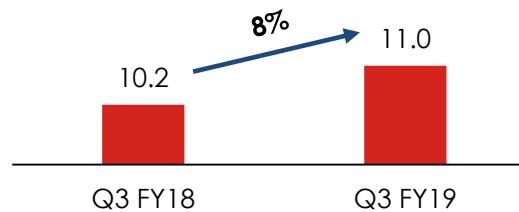


EBITDA %	11%	13%
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PBT



PAT



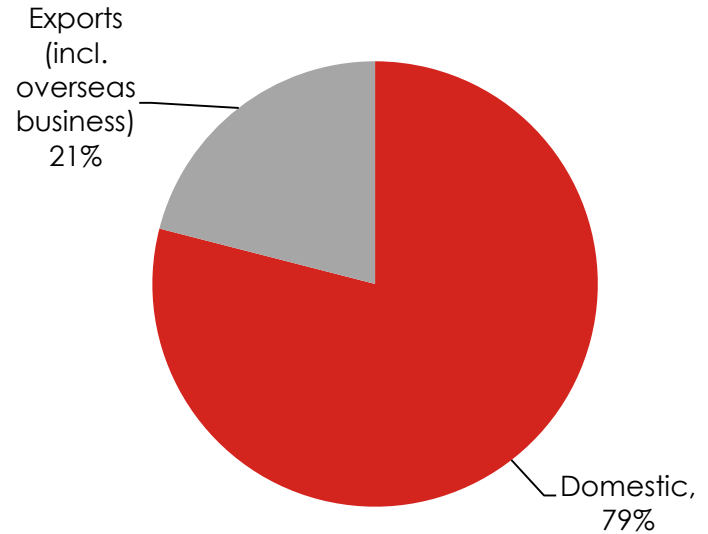
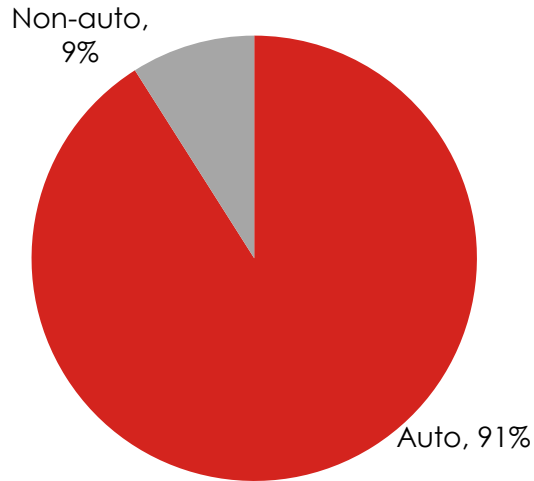
PAT %	4%	4%
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- Revenue from Operations stood at Rs. 266 crore, higher by 4%
- Domestic Revenues higher by 2% YoY
- Export* segment reported growth of 9% YoY
- Gross profit margins stable at 49%
- EBITDA stood at Rs. 35 crore
 - EBITDA margins improve by 178 bps to 13.1%
- PAT margins improved to 4.1%
- EPS (Diluted) stood at Rs. 7.84, as against Rs. 7.63 in Q3 FY18

Figures in Rs. Crore

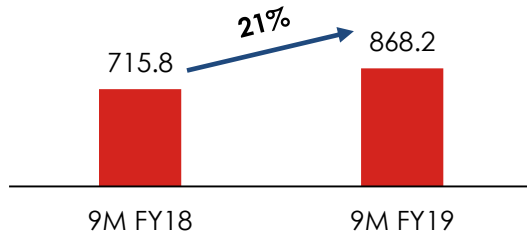
*Exports (incl. overseas business)

Revenue Mix – Q3 FY19

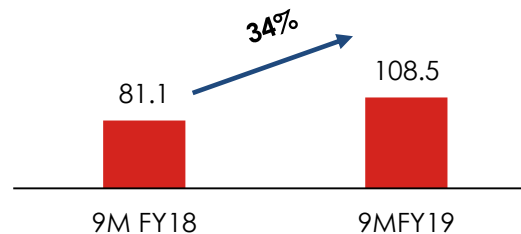


9M FY19 Highlights – Consolidated

Revenue from Operations

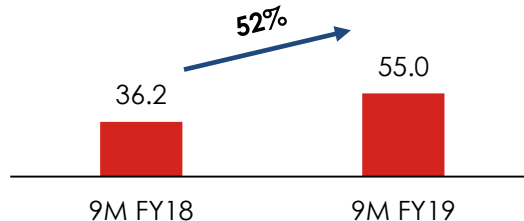


EBITDA

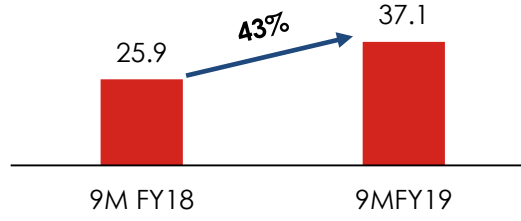


EBITDA %	11%	12%

PBT



PAT



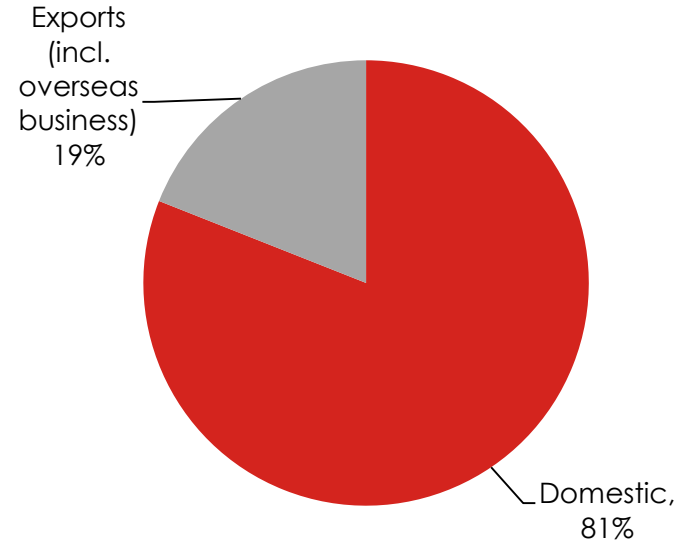
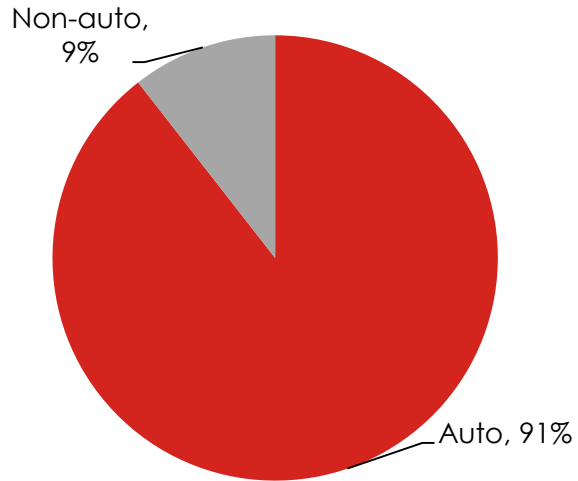
PAT %	4%	4%

- Revenue from Operations higher by 21% to Rs. 868 crore
- Domestic Revenues stood at Rs. 706 crore, up by 20% YoY
- Export* segment up by 27% YoY
- Gross profit margins steady at 49%
- EBITDA stood at Rs. 109 crore, higher by 34%
 - Margins higher by 122 bps to 12.4%
- PAT margins up by 67 bps to 4.2%
- EPS (Diluted) at Rs. 26.70 vs Rs. 19.37 in 9M FY18

Figures in Rs. Crore

*Exports (incl. overseas business)

Revenue Mix – 9M FY19



Abridged P&L – Consolidated

Particulars (Rs. crore)	Q3FY19	Q3FY18	Y-o-Y Shift	9MFY19	9MFY18	Y-o-Y Shift
Net Revenue from Operations	265.8	256.6	4%	868.2	715.8	21%
Other Income	2.5	3.3	-26%	6.4	9.4	-32%
Total Income	268.3	260.0	3%	874.6	725.2	21%
Total Expenditure	233.1	230.5	1%	766.1	644.0	19%
Raw Material expenses	135.3	131.7	3%	444.0	366.3	21%
Employee benefits expense	39.8	42.6	-6%	125.9	113.0	11%
Other expenses	58.0	56.2	3%	196.2	164.7	19%
EBITDA	35.2	29.5	19%	108.5	81.1	34%
EBITDA margin (%)	13.1%	11.3%	+178 bps	12.4%	11.2%	+122 bps
Finance Costs	9.4	7.4	27%	25.6	22.0	16%
Depreciation and Amortization	9.6	7.8	22%	27.9	23.0	22%
PBT	16.2	14.2	14%	55.0	36.2	52%
Tax Expenses	5.2	4.1	29%	17.9	10.3	74%
PAT	11.0	10.2	8%	37.1	25.9	43%
PAT Margin (%)	4.1%	3.9%	+16 bps	4.2%	3.6%	+67 bps

Management's Message

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

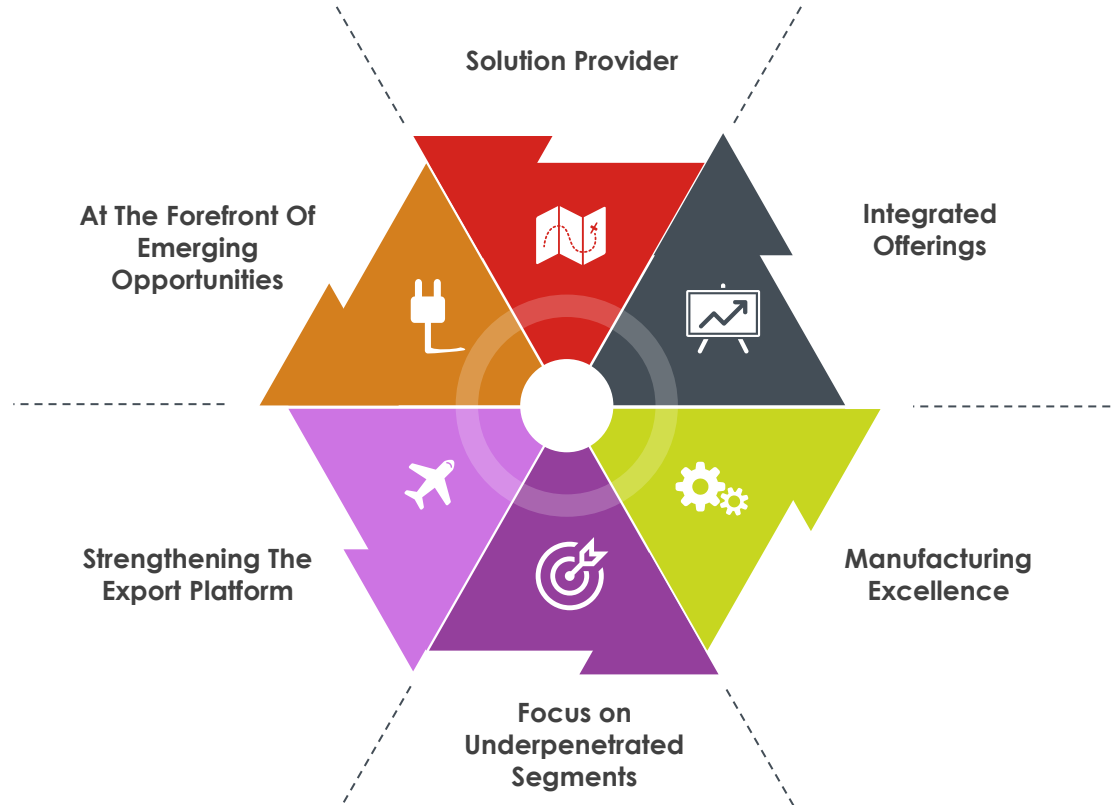
“We are pleased to report a steady performance during the quarter, despite a cyclical slowdown in the domestic auto industry. Revenues during the quarter were higher by 4% accompanied by EBITDA growth of 19% on a y-o-y basis. EBITDA growth was driven by improving product mix as well as the increasing value proposition that we provide to customers as an end-to-end solution provider.

We are now better positioned than before to counter heightened volatility in the macro environment given the deeper technology imprint in our business model and focus on transformative solutions. Further, our initiatives to diversify our offerings across multiple user industries provide us with more levers for growth. We are also pursuing opportunities from the emerging e-mobility focus in order to be at the forefront of industry trends as we strive to firmly establish Alicon Castalloy as the globally preferred supplier for alloy casting solutions.”

Business Growth Levers & Outlook

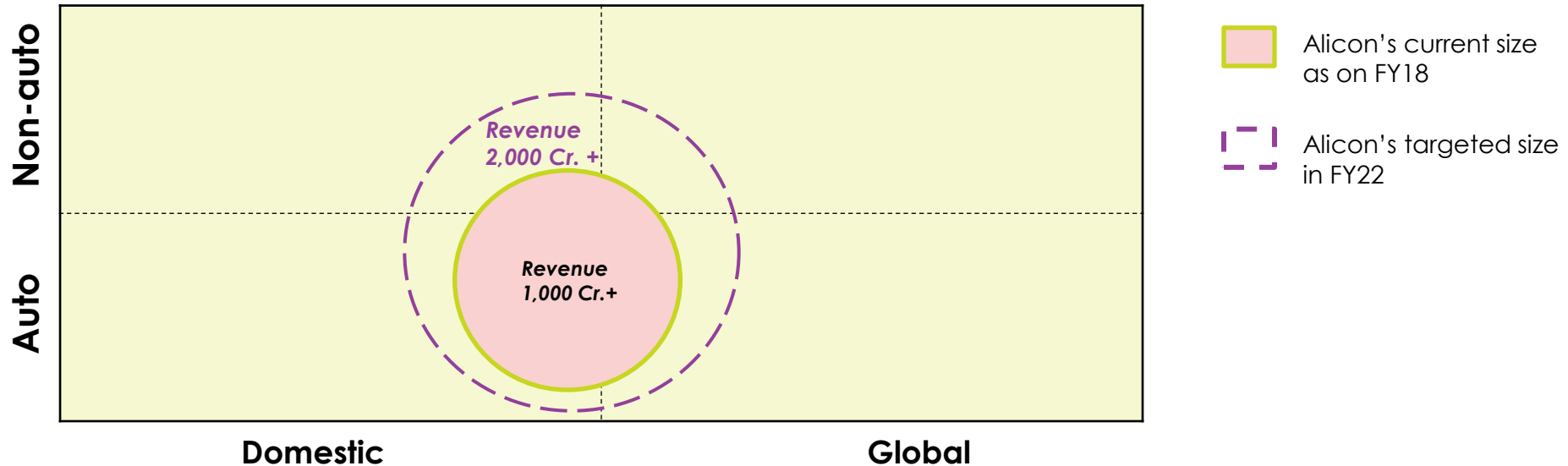


Growth Enablers



Vision G5 2021-22

In FY16, Alicon unveiled its vision G5 2021-22, which spells out the Company's ambition to be among the Top 5 global foundries by FY2021-22



The Alicon DNA

To become the globally preferred supplier for Light Alloy Casting Solutions



Our Mission

Grow the employees, associates and suppliers

Ensure total customer satisfaction

Increase shareholder value



Our Values

Quality, Integrity and Respect

Encourage Entrepreneurship

Ownership and Accountability

Commitment to the Environment and Community

North Star philosophy - Alicon endeavors to promote Indian self-reliance in the present domains

“ We are proud to be Indians, we work to make India proud ”

The North Star philosophy aligns the Company's Corporate Pledge, Vision, Mission, Values, DNA and future growth Strategy



Concall Details

Conference Call Details

Alicon Castalloy's Q3 & 9M FY19 Earnings Conference Call

Time & Date

- 2.30 PM on Friday, February 8, 2019
-

Local dial-in numbers

- +91 22 6280 1141
 - +91 22 7115 8042
-

International Toll Free Number

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



Thank You

For further information, please contact:

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CDR India

Tel: +91 22 6645 1230/ 6645 1243

Email: mayank@cdr-india.com

shikha@cdr-india.com

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

Alicon Castalloy Ltd

Gate No. 1426, Shikrapur, Tal. Shirur, District Pune - 412208. Maharashtra, INDIA

Alicon announces Q3 & 9M FY19 Earnings

**Total Income increases by 21% to Rs. 875 crore in 9MFY19
PAT higher by 43% to Rs. 37 crore in 9MFY19**

Pune, February 7, 2019: Alicon Castalloy Ltd (Alicon), one of the largest integrated manufacturers of aluminium castings in India, announced its financial results for the quarter and nine months ended December 31, 2018.

Financial Performance Highlights

Performance Review for Q3 FY19 vs. Q3 FY18

- Total Income increases by 3% to Rs. 268.3 crore compared to Rs. 260.0 crore
- EBITDA higher by 19% Y-o-Y to Rs. 35.2 crore compared to Rs. 29.5 crore
- PBT higher by 14% Y-o-Y to Rs. 16.2 crore as compared to Rs. 14.2 crore
- Profit after Tax at Rs. 11.0 crore compared to Rs. 10.2 crore, higher by 8%

Performance Review for 9M FY19 vs. 9M FY18

- Total Income increases by 21% to Rs. 874.6 crore compared to Rs. 725.2 crore
- EBITDA higher by 34% Y-o-Y to Rs. 108.5 crore compared to Rs. 81.1 crore
- PBT higher by 52% Y-o-Y to Rs. 55.0 crore as compared to Rs. 36.2 crore
- Profit after Tax at Rs. 37.1 crore compared to Rs. 25.9 crore, higher by 43%

Commenting on the performance, **Mr. Rajeev Sikand, Group CEO - Alicon Castalloy**, said “We are pleased to report a steady performance during the quarter, despite a cyclical slowdown in the domestic auto industry. Revenues during the quarter were higher by 4% accompanied by EBITDA growth of 19% on a y-o-y basis. EBITDA growth was driven by improving product mix as well as the increasing value proposition that we provide to customers as an end-to-end solution provider.

We are now better positioned than before to counter heightened volatility in the macro environment given the deeper technology imprint in our business model and focus on

transformative solutions. Further, our initiatives to diversify our offerings across multiple user industries provide us with more levers for growth. We are also pursuing opportunities from the emerging e-mobility focus in order to be at the forefront of industry trends as we strive to firmly establish Alicon Castalloy as the globally preferred supplier for alloy casting solutions."

-ENDS-

About Alicon Castalloy Ltd

Alicon Castalloy Limited (Alicon) [BSE: 531147, NSE: ALICON] is one of India's largest integrated manufacturers of aluminium castings. Headquartered at Pune, the Company amalgamates the best of European Engineering, Japanese Quality and Indian Ingenuity and frugality to serve a diversified marquee customer base across sectors such as automobiles, infrastructure, aerospace, energy, agriculture, defence and healthcare. It operates one of the largest aluminium foundries in India and has developed a robust and innovative product pipeline, spanning 16 segments. Alicon enjoys a global presence encompassing facilities at Shikrapur, Chinchwad, Binola in India, and Slovakia in Europe.

For more information about us, please visit www.alicongroup.co.in or contact:

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DISCLAIMER:

Certain statements that may be made or discussed at the conference call 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 actual results to differ materially from those contemplated by the relevant forward-looking statements. Alicon Castalloy 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.