

April 19, 2019

To
The Manager
The Department of Corporate Services
BSE Limited
Floor 25, P. J. Towers,
Dalai Street, Mumbai — 400 001

To
The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai — 400 051

Scrip Code: 531147

Scrip Symbol: ALICON

Sub: Investor Presentation Alicon Castalloy Limited.

Sir/ Madam,

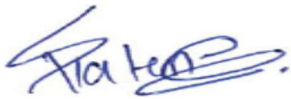
Please find enclosed herewith the Investor Presentation of Alicon Castalloy Limited for the F Y 2018 -19.

Kindly take this information on your record.

Thanking you,

Yours faithfully,

For **Alicon Castalloy Ltd**

A handwritten signature in blue ink, appearing to read 'Swapnal Patane', with a flourish at the end.

Swapnal Patane
Company Secretary

Alicon Castalloy Ltd

Q4 & FY19 Results Presentation

April 19, 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

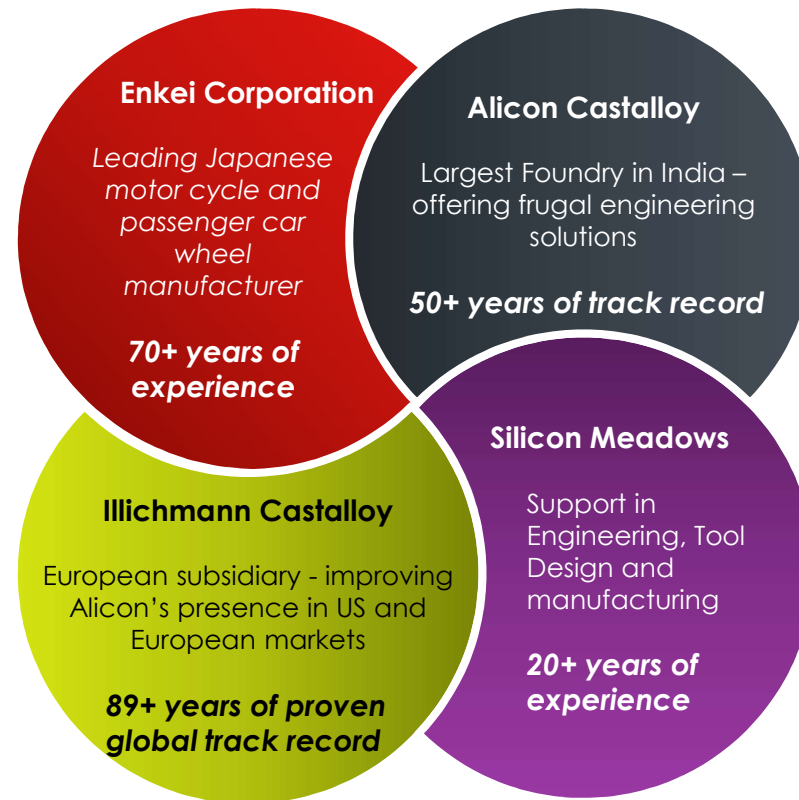


Alicon Castalloy - At a Glance

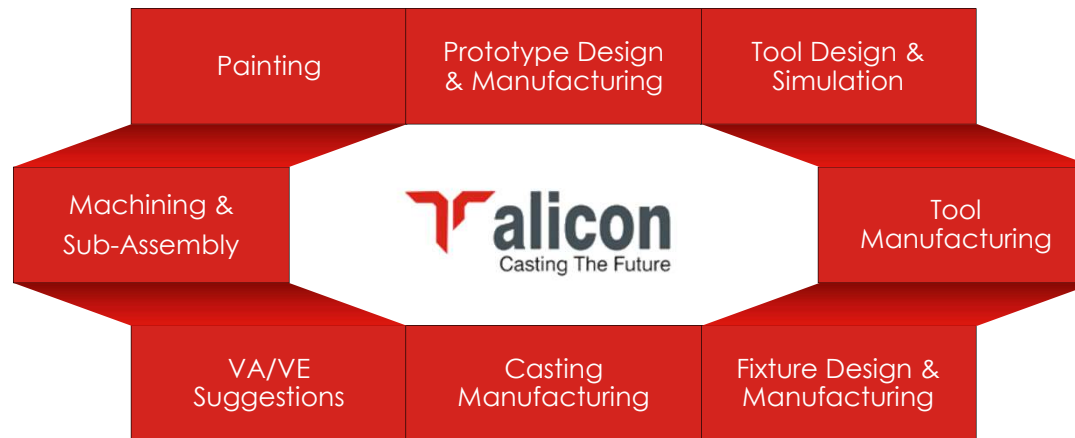
<p>17% </p> <p>Revenue CAGR (5 yr)</p>	<p>21% </p> <p>EBITDA CAGR (5 yr)</p>	<p>23% </p> <p>PAT CAGR (5 yr)</p>
<p>4 </p> <p>Manufacturing locations</p>	<p>1,192 Cr. </p> <p>FY19 Total Income (Cons.)</p>	<p>81 customers with..</p> <p>674 Live Parts </p>
<p>46 </p> <p>Product Innovations during FY19</p>	<p>Presence in</p> <p>18 </p> <p>countries</p>	<p>1,039 </p> <p>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

Not reliant on a single 'anchor' customer
None of the customers contribute >15% of turnover

TWO WHEELER OEM

FOUR WHEELER OEM

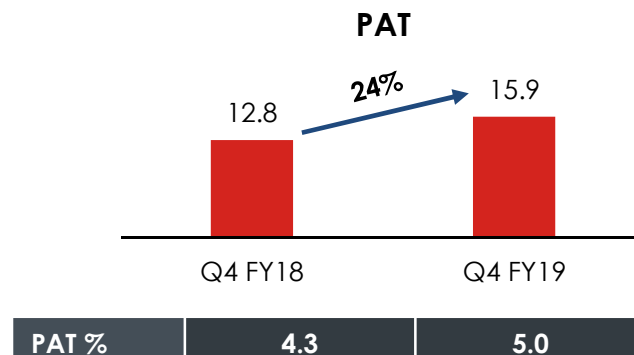
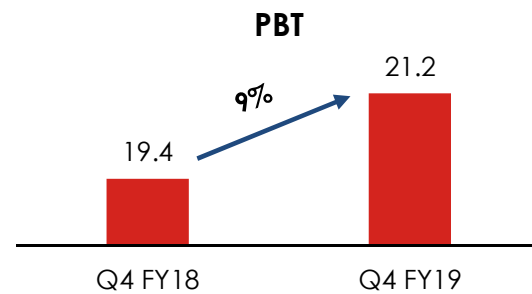
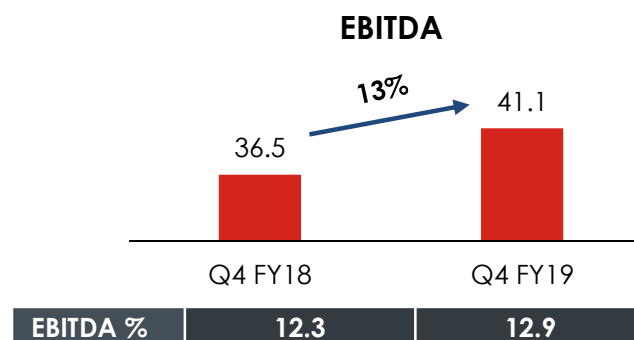
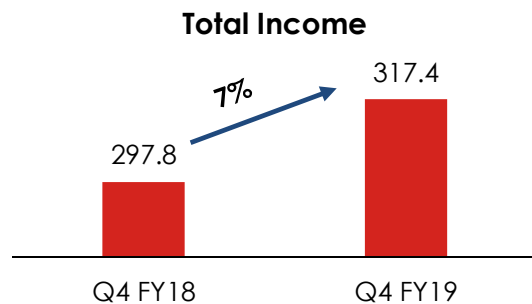
TIER 1 & NON AUTO

And Others....



Q4 & FY2019 Financial Performance

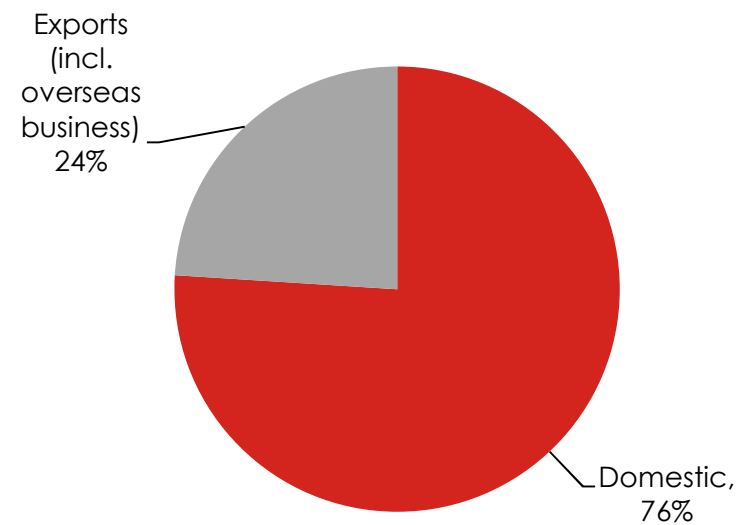
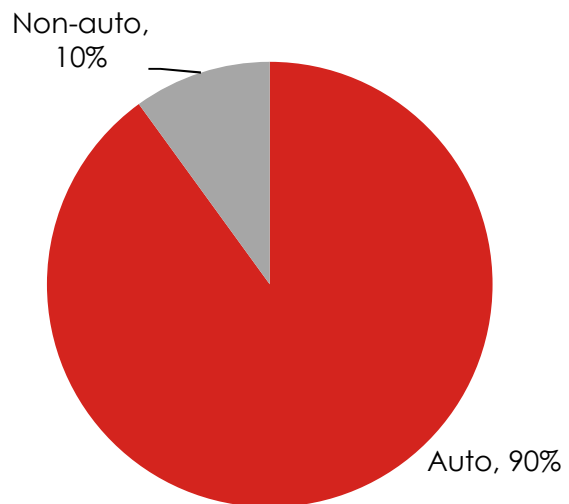
Q4 FY19 Highlights – Consolidated



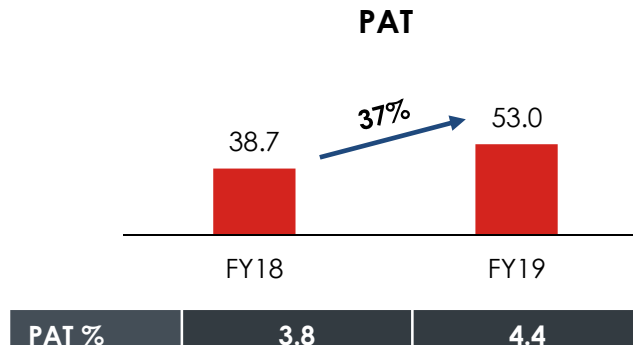
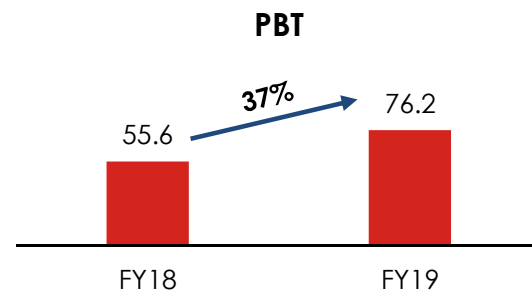
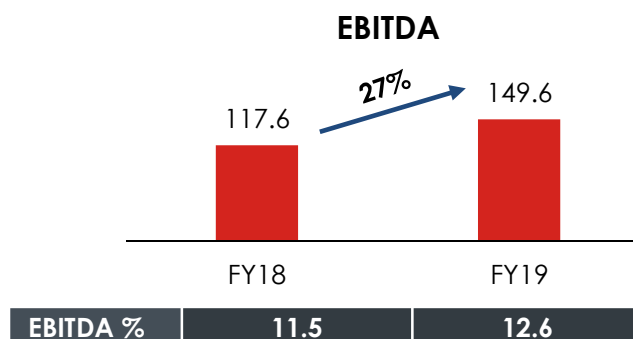
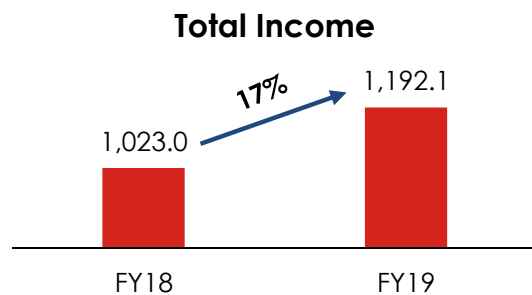
- Total Income stood at Rs. 317.41 crore, higher by 7%
- Domestic Revenues came in at Rs. 238.85 crore
- Export* revenues higher by 24% YoY to Rs. 74.55 crore
- Other income stood at Rs. 4.02 crore as compared to Rs. 0.06 crore in Q4 FY18
- Gross margins at 50.4%
- EBITDA stood at Rs. 41.1 crore
- EBITDA margins improve by 69 bps to 12.9%
- PAT margins improved to 5.0%
- EPS (Diluted) stood at Rs. 11.29, as against Rs. 9.17 in Q4 FY18

Figures in Rs. Crore
*Exports (incl. overseas business)

Revenue Mix – Q4 FY19



FY19 Highlights – Consolidated

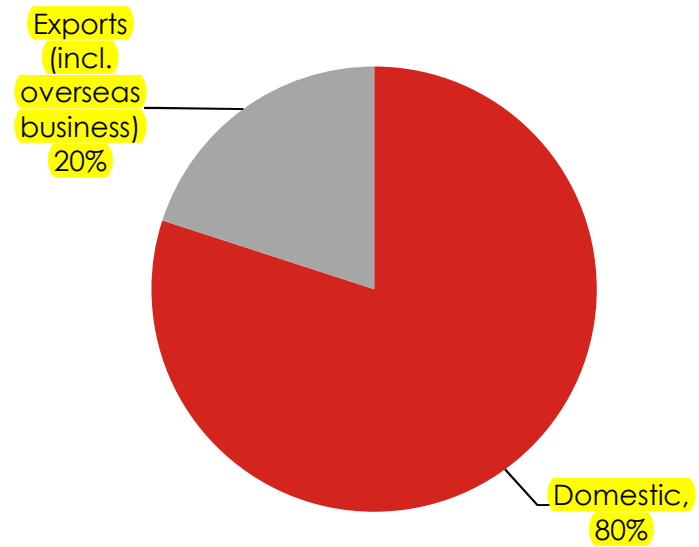
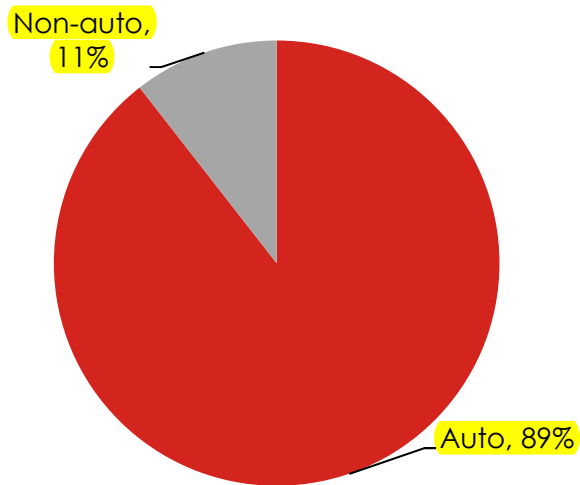


- Total Income higher by 17% to Rs. 1,192.05 crore
- Domestic Revenues stood at Rs. 944.5 crore, up by 14.5% YoY
- Export* revenues up by 26% YoY to Rs. 237.1 crore
- Other income stood at Rs. 10.45 crore as compared to Rs. 9.47 crore in FY18
- Gross margins at 49.3%
- EBITDA stood at Rs. 149.61 crore, higher by 27%
- Margins higher by 105 bps to 12.6%
- PAT margins up by 66 bps to 4.4%
- EPS (Diluted) at Rs. 38.06 vs Rs. 28.49 in FY18

Figures in Rs. Crore

*Exports (incl. overseas business)

Revenue Mix – FY19



Abridged P&L – Consolidated

Particulars (Rs. crore)	Q4FY19	Q4FY18	Y-o-Y Shift	FY19	FY18	Y-o-Y Shift
Net Revenue from Operations	313.40	297.74	5%	1,181.60	1,013.49	17%
Other Income	4.02	0.06	7188%	10.45	9.47	10%
Total Income	317.41	297.79	7%	1,192.05	1,022.97	17%
Total Expenditure	276.31	261.28	6%	1,042.44	905.32	15%
Raw Material expenses	155.51	133.20	17%	599.50	499.53	20%
Employee benefits expense	39.12	41.11	-5%	165.04	154.10	7%
Other expenses	81.68	86.97	-6%	277.90	251.69	10%
EBITDA	41.10	36.51	13%	149.61	117.64	27%
EBITDA margin (%)	12.9%	12.3%	+69 bps	12.6%	11.5%	+105 bps
Finance Costs	9.77	7.89	24%	35.34	29.87	18%
Depreciation and Amortization	10.15	9.22	10%	38.09	32.21	18%
PBT	21.18	19.40	9%	76.19	55.57	37%
Tax Expenses	5.29	6.58	-20%	23.24	16.89	38%
PAT	15.89	12.82	24%	52.95	38.68	37%
PAT Margin (%)	5.0%	4.3%	+70 bps	4.4%	3.8%	+66 bps

Abridged Balance Sheet – Consolidated

Liabilities (Rs. Crore)	As on March 31, 2019	As on March 31, 2018
a) Shareholders' Funds	308.26	252.41
b) Non-current Liabilities (NCL)	114.28	96.86
- Long-term Borrowings	84.85	68.62
- Other NCL	29.43	28.23
c) Current Liabilities (CL)	451.68	431.85
- Short-term Borrowings	195.75	173.80
- Trade Payables	184.69	184.26
- Other CL	71.24	73.79
Total	874.23	781.12

Assets (Rs. Crore)	As on March 31, 2019	As on March 31, 2018
a) Non-current Assets	380.73	336.58
a) Current Assets	493.49	444.54
- Inventories	119.67	89.68
- Trade Receivables	337.57	322.08
- Cash & Bank balance	12.44	16.18
- Others	23.81	16.58
Total	874.23	781.12

Management's Message

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

"I am pleased to share that we have ended Fiscal 2019 on a solid note, with revenues rising 17% accompanied by growth in PAT of 37%. This robust performance has been achieved despite challenging demand conditions and a cyclical downtrend in the domestic auto industry. Our efforts to diversify the base of customers and industries served have yielded results as export revenues grew 25% in FY19, while non-auto revenues registered healthy growth with improved client metrics.

We have also made progress on strategic plans and initiatives. In the Auto segment, we have enhanced the proportion of innovation based products in the product mix enabling us to report improved margins. In the non-auto segment, our offerings to sectors like Defense, Aeronautical, Healthcare and Power are gaining traction. We evaluate and expand our product suite on an ongoing basis to align offerings with changing technologies and emerging trends.

We are confident of sustaining our growth trajectory by leveraging our comprehensive product portfolio, diverse customer base, depth of innovation & R&D as well as global operations. Our Board has recommended an increased final dividend of Rs. 5.0 per share to demonstrate our commitment to create significant value for all stakeholders."



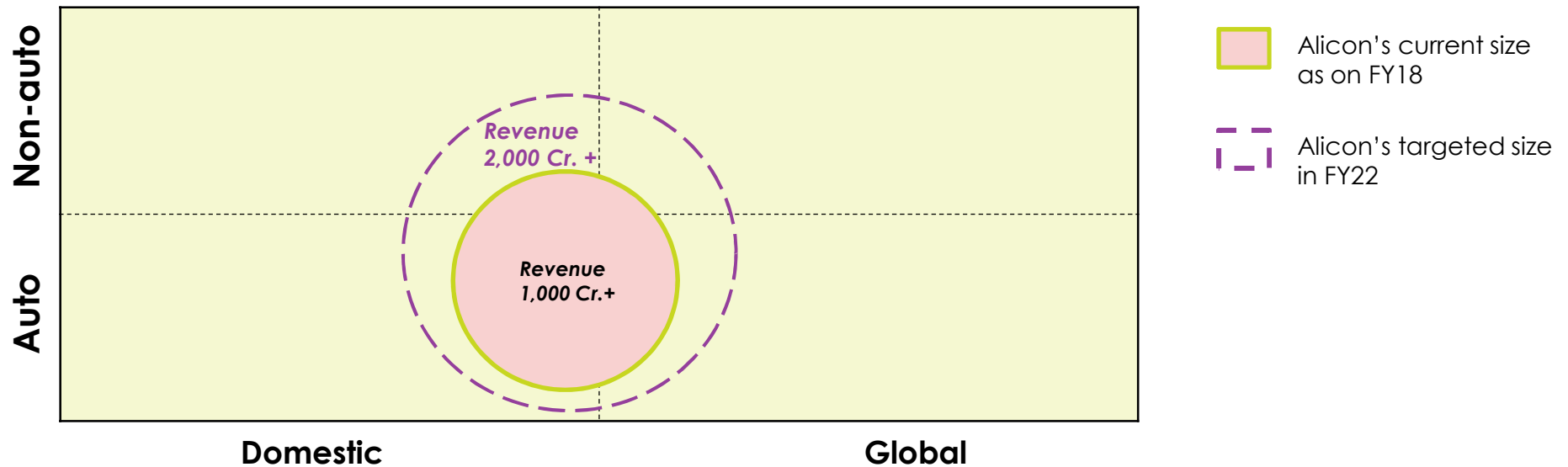
Business Growth Levers & Outlook

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 Q4 & FY19 Earnings Conference Call

Time & Date • 11.30 AM on Saturday, April 20, 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