# ralicon

#### December 14, 2018

То
The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbal — 400 051
Scrip Symbol: ALICON

Dear Sir/ Madam,

#### Sub: Intimation of Analyst / Investor Meetings

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosures Requirements) Regulations, 2015, we would like to inform you that the management of Alicon Castalloy is scheduled to meet investors and Analysts on December 13, 2018 and December 14, 2018 in Mumbai

Kindly find attached the Investor Presentation, which would be discussed during the meetings. The presentation is also uploaded on the Company's website.

We would request you to take this information on record.

Thanking you,

Necton Chousens

Yours faithfully,

For Alicon Castalloy Ltd

Alicon Castalloy Limited, Gat No. 1426, Shikrapur, Tel. Shirur, District Pune - 112208, Meharashtra - INDIA.

T: +91 21 3767 7100

www.alicongroup.co.in CIN No. : L99999PN 1990PLC059487



December 2018



### 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

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### 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 – Blending the best attributes

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

#### Enkei Corporation

Leading Japanese motor cycle and passenger car wheel manufacturer

> 70+ years of experience

#### Illichmann Castalloy

European subsidiary - improving Alicon's presence in US and European markets

89+ years of proven global track record

#### Alicon Castalloy

Largest Foundry in India – offering frugal engineering solutions

#### 50+ years of track record

#### Silicon Meadows

Support in Engineering, Tool Design and manufacturing

20+ years of experience

230+ Years of Cumulative Experience



### Milestones





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



Aerospace



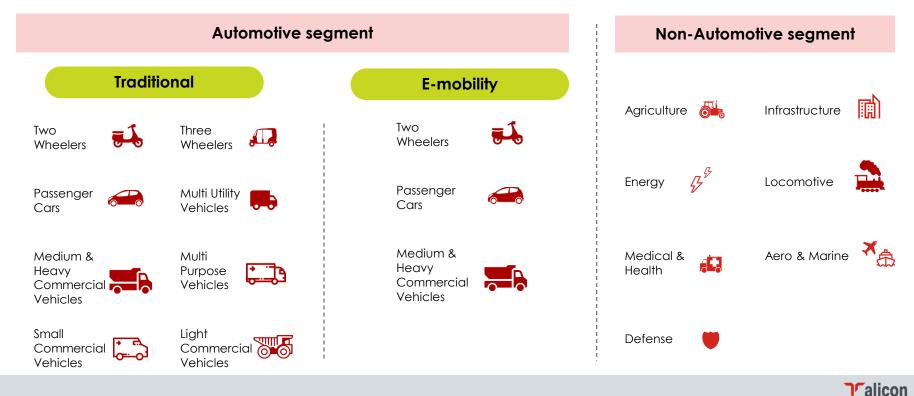


**Automobile** 

Infrastructure

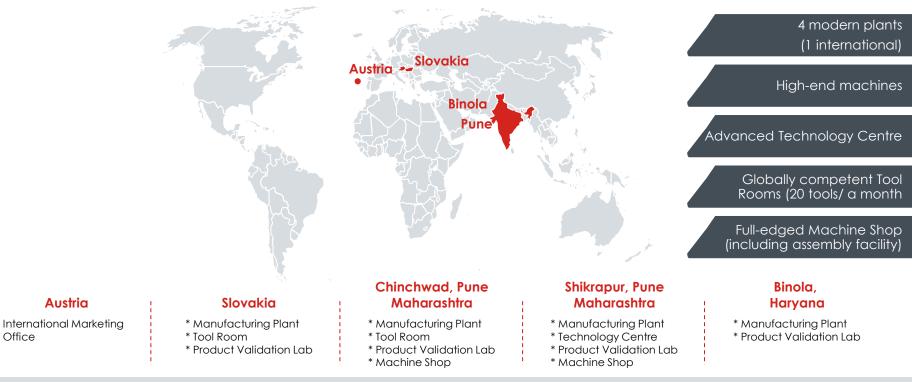
### **End-** user Industries

#### Strategically diversifying presence in various segments



### Global Presence : Close-to-Demand

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



Office

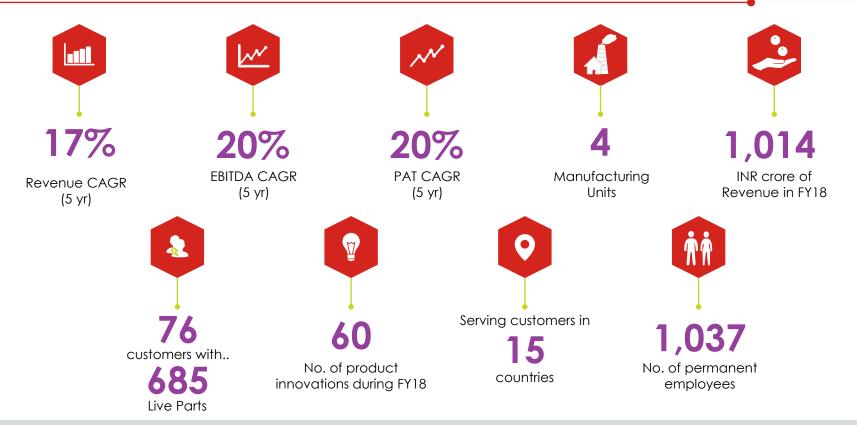
### **Diversified base of marquee customers**

#### Diversity across markets and industries provides a natural hedge





### Alicon Castalloy - At a Glance







# Industry Characteristics

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### **Indian Foundry Industry & Key Characteristics**

#### Production of castings in Million (M.T)



#### **Fragmented market**

• The foundry industry is largely dominated by unorganized sector and small scale players

#### Highly labor- intensive

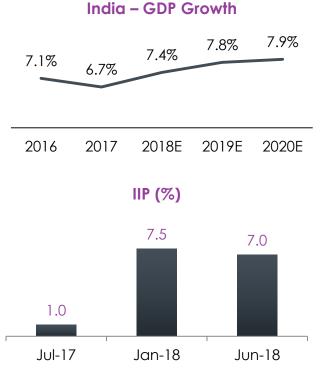
- Generates employment for ~2 million people
- Potential to generate additional employment of 2 Million in next10 years

#### Major Consumers of Castings

- Automobile sector accounts for about one-third of the sector's demand, followed by Agriculture, Pipes & Fittings, Railways, Power, Infrastructure
- India the second largest casting producers in the World followed by
  China
- Healthy export trends bode well for the industry



### **Industry Growth drivers**



Source : Statista 2018, Trading Economics

#### Outlook

- Initiatives like 'Make in India', 'Housing for All', 'Smart Cities Mission', Automotive Mission Plan 2026', and NEMMP 2020 - a huge boost to the automobile, defense, and infrastructure sectors
- New manufacturing policy envisages the increase in the share of manufacturing in GDP to 25% from current 15% the role of foundry industry to support manufacturing remains very vital
- Auto, Auto Components & Capital Goods expected to grow three folds in next 10 years – to drive the demand for metal casting industry
  - Buoyant sentiment in the automobile segment led by new launches from various established automobile and two-wheeler manufacturers
  - Relaxed financing schemes: Carmakers have started providing customized finance to customers through NBFCs
- Robust pace of construction of roads & rural housing etc. to push demand for earthmoving & allied equipment
- Barring China, the global growth in the foundry sector has been stagnant provides a suitable opportunity for the Indian foundry sector to increase its share of exports





# Growth Strategy

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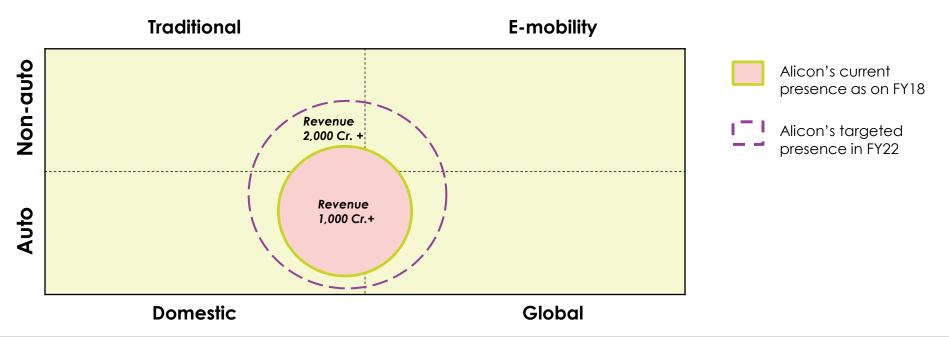
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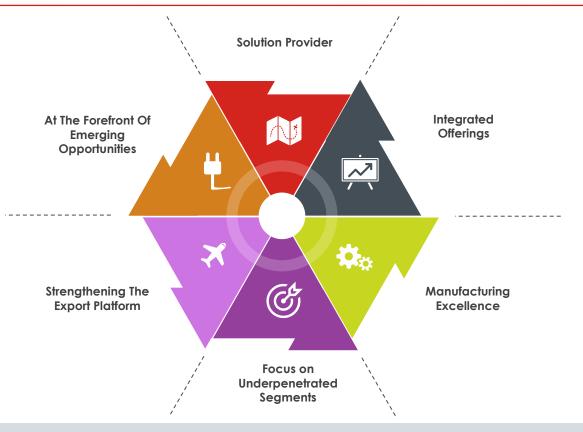
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### Vision G5 2021-22

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











- Alicon has moved up the value chain from product vendor to solution provider
- Deeper engagement with customers at the technical specification stage itself incorporating evaluation on parameters such as:
- Identifying the most suitable process (GDC, LPDC, etc.) to optimize production efficiency
- Inputs on ergonomics to enhance quality and reliability of components
- Recommendations on right material and alloy mix to reduce RM costs while optimizing performance
- Thrust remains on meeting the diverse needs of varied customers through continuous technological developments and innovations





- · Have deepened design capabilities and enhanced simulation and software imprint resulting in better outcomes
- Enhanced prototyping and elevated tool room capabilities have compressed design and production lifecycle
- Deeply engaged with clients to design-to-cost and deliver across parameters of quality, efficiency, reliability while supplying within budget
- Partnership approach with vendors and clients involved at every stage of product development and has emerged as a one stop shop for customers





- Four best-in-class manufacturing facilities located in Shikrapur, Chinchwad and Binola in India, and Slovakia (Europe)
  - Highly automated, state-of-the-art foundries operating modern equipment
  - Higher efficiencies and more optimized costs
- Leveraging track record, global presence and industry best practices such as analytics, yield enhancement and lean manufacturing to serve key customer objectives





- Targeting high potential growth industries across the non-auto segment
  - Alicon operates one of the few foundries in India to provide components for the non-auto segment
- Developed Aluminum parts in sectors like Defense, Healthcare and Power enabling weight reduction and performance enhancements of end-products
- Partnered with the world's leading technical service providers to elevate offerings to the non-auto segment





- Tapping potential across Export Markets & deepening engagement with existing base of global customers to scale export volumes
- Auto products are being offered across multiple countries and regions and OEMs are seeking capable and cost efficient partners under a global sourcing model
- Diversification into international markets insulates the Company from the impact of domestic business cycles
- Targeting presence across newer export markets to widen customer base



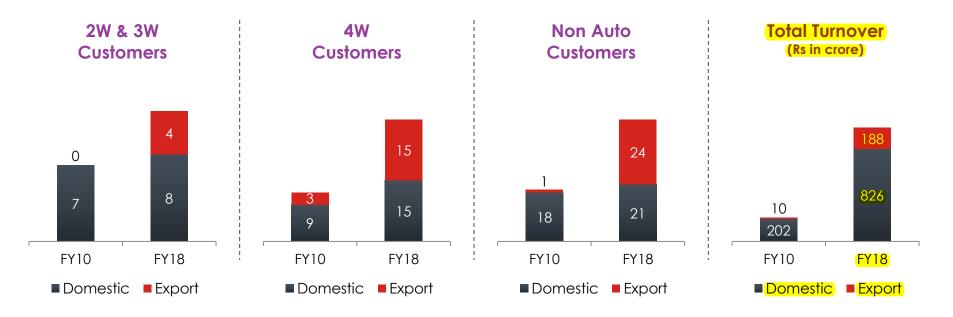


- The emerging E-mobility sector provides huge propensity for growth
- Proactively involved with the domestic and global OEM's, from concept to design stage for the development of parts for electric vehicles
- Developed Motor Housing, Battery Housing and Gear Box Housing for customers in Europe to be used in Electric Vehicles
- Working on design and development for other parts for Electric Vehicles
- Steadily growing the customer base



### Growth Journey so far...

Total customers significantly increased from 38 in FY10 to 87 in FY18

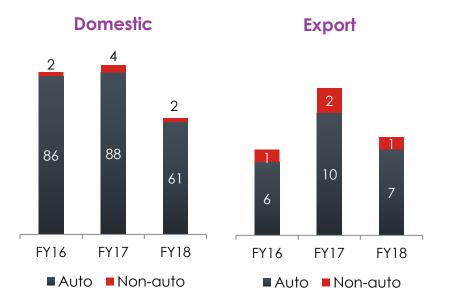


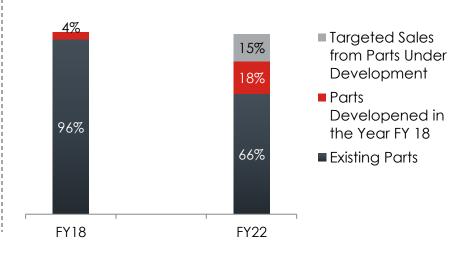


### **Innovation backed Growth**

#### Number of Parts Developed in Last 3 Years

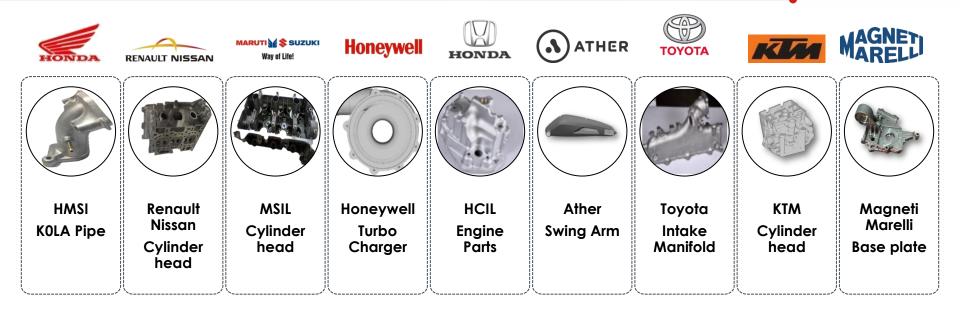
#### Targeted Proportion of Sale of Newly Developed Parts







### **Strong Pipeline of New Products – SOP\***



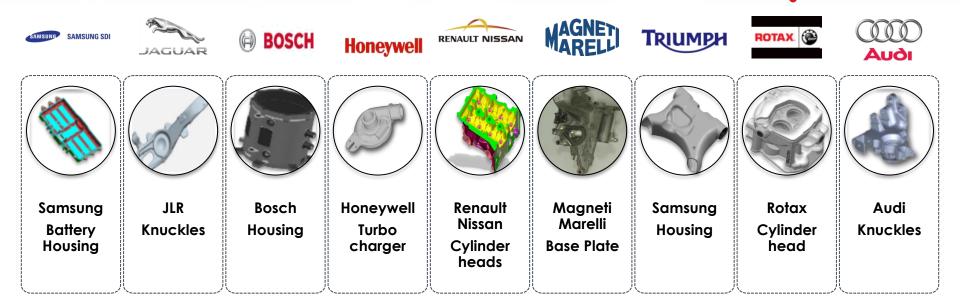
Augmenting solutions for the auto segment through increased R&D and innovation to match new trends

Launched products in sectors like Defense, Healthcare and Power

\* SOP- These are parts which are recently developed and are now in production



### **Strong Pipeline of New Products – Proposed\***



Developing path-breaking products and solutions for electric vehicles and new platforms

Strong growth in order book and visibility

\* Proposed- These are parts which are in discussion with customer and LOI is expected





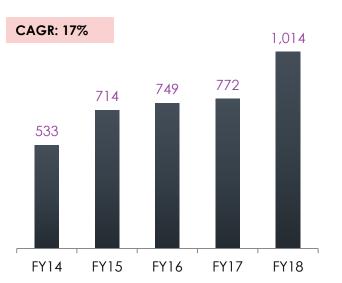
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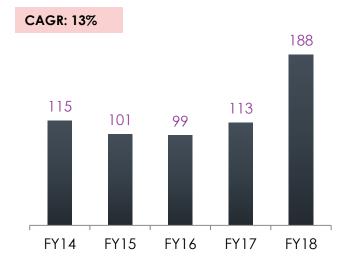
# Financial Highlights

### **Consistent Growth - Consolidated**



#### Net Sales (Rs. Crore)

#### Exports – incl. overseas business (Rs. Crore)





### Strong Profitability - Consolidated

EBITDA\* (Rs. Crore)



**EBITDA Margins** 

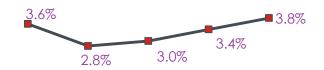


FY14 FY15 FY16 FY17 FY18

PAT (Rs. Crore)



**PAT Margins** 





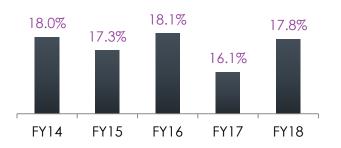
\* Including other income



### **Financial Parameters - Consolidated**

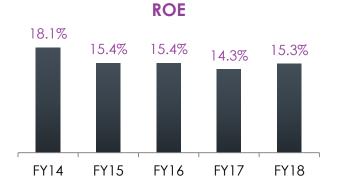
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ROCE















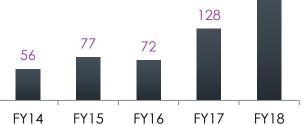
### **Disciplined Financial Position - Consolidated**

Networth (Rs. Crore)



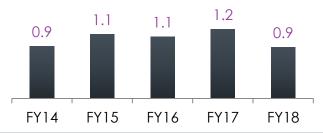


Working Capital (Rs. Crore)



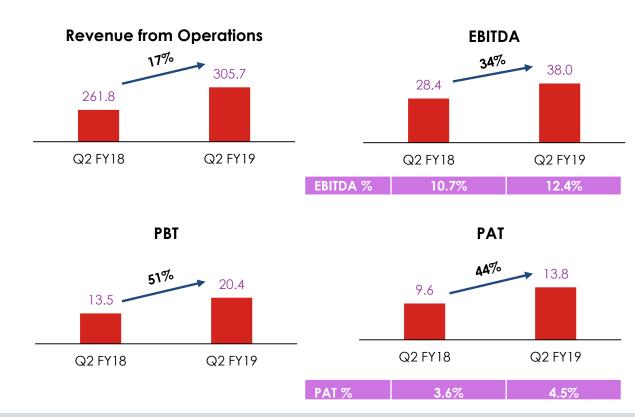








### Q2 FY19 Highlights – Consolidated

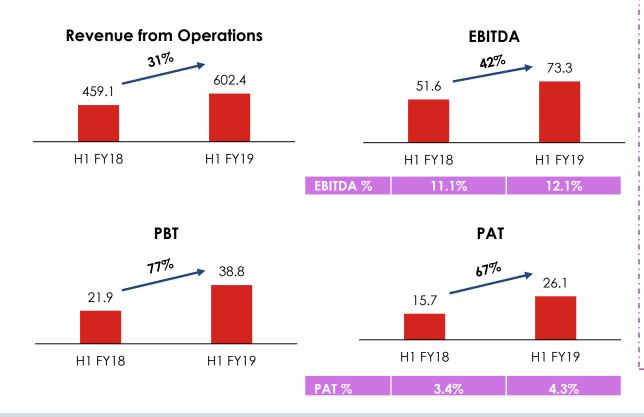


- Revenue from Operations stood at Rs. 306 crore, higher by 17%
  - Domestic Revenues higher by 16% YoY
  - Export\* segment reported strong growth of 22% YoY
- Gross profit margins improve by 237 bps to 49%
- EBITDA stood at Rs. 38 crore
- EBITDA margins improve by 170 bps to 12.4%
- PAT margins up by 89 bps to 4.5%
- EPS (Diluted) stood at Rs. 9.82, as against Rs. 7.35 in Q2 FY18

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



### H1 FY19 Highlights – Consolidated



Revenue from Operations higher by 31% to Rs. 602 crore

- Domestic Revenues stood at Rs. 495 crore, up by 30% YoY
- Export\* segment up by 38% YoY at Rs. 107 crore

Gross profit margins steady at 49%

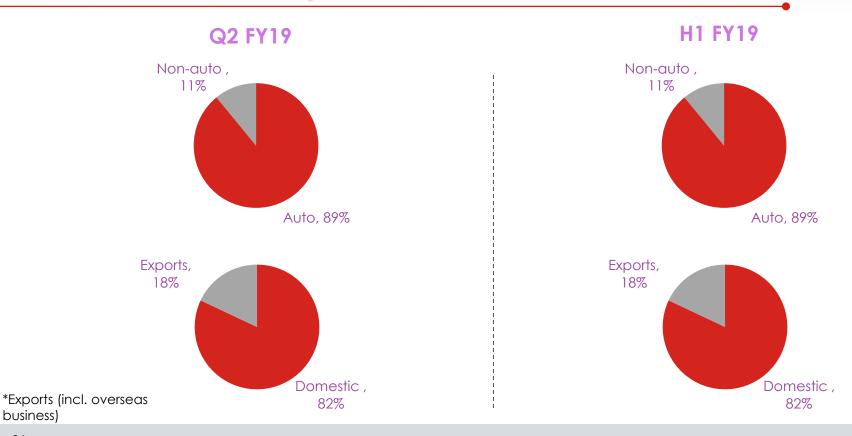
EBITDA stood at Rs. 73 crore, higher by 42%

- Margins higher by 99 bps to 12%
- PAT margins up by 94 bps to 4.3%
- EPS (Diluted) at Rs. 18.56 vs Rs. 12.03 in H1 FY18

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



### Revenue Mix – Q2 & H1 FY19





business)

# $Abridged \ P\&L-Consolidated$

Particulars (Rs. crore)	Q2FY19	Q2FY18	Y-o-Y Shift	H1FY19	H1FY18	Y-o-Y Shift
Revenue from Operations	305.7	261.8	17%	602.4	459.1	31%
Other Income	1.2	3.6	-68%	4.0	6.1	-35%
Total Income	306.8	265.5	16%	606.3	465.2	30%
Total Expenditure	268.8	237.1	13%	533.0	413.6	<b>29</b> %
Raw Material expenses	156.8	140.5	12%	308.7	234.6	32%
Employee benefits expense	43.9	37.6	17%	86.1	70.4	22%
Other expenses	68.1	59.0	15%	138.2	108.6	27%
EBITDA	38.0	28.4	34%	73.3	51.6	<b>42</b> %
EBITDA margin (%)	12.4%	10.7%	+170 bps	1 <b>2</b> .1%	11.1%	+99 bps
Finance Costs	8.3	7.1	16%	16.2	14.6	11%
Depreciation and Amortization	9.4	7.8	21%	18.3	15.1	21%
PBT	20.4	13.5	51%	38.8	21.9	77%
Tax Expenses	6.6	3.9	69%	12.7	6.2	104%
ΡΑΤ	13.8	9.6	44%	26.1	15.7	67%
PAT Margin (%)	4.5%	3.6%	+89 bps	4.3%	3.4%	+94 bps



# Abridged Balance Sheet – Consolidated

Liabilities (Rs. Crore)	As on Sept 30, 2018	As on March 31, 2018	
a) Shareholders' Funds	283.6	252.4	
b) Non-current Liabilities (NCL)	88.4	96.9	
- Long-term Borrowings	57.5	68.6	
- Other NCL	30.9	28.2	
c) Current Liabilities (CL)	470.6	430.6	
- Short-term Borrowings	233.2	173.8	
- Trade Payables	165.1	183.0	
- Other CL	72.3	73.8	
Total	842.5	779.9	

Assets (Rs. Crore)	As on Sept 30, 2018	As on March 31, 2018	
a) Non-current Assets	353.2	335.3	
a) Current Assets	489.3	444.5	
- Inventories	115.8	89.7	
- Trade Receivables	317.7	301.2	
- Cash & Bank balance	18.8	16.2	
- Others	37.0	37.5	
Total	842.5	779.9	





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# Corporate Profile

## The Alicon DNA

To become the globally preferred supplier for Light Alloy Casting Solutions



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

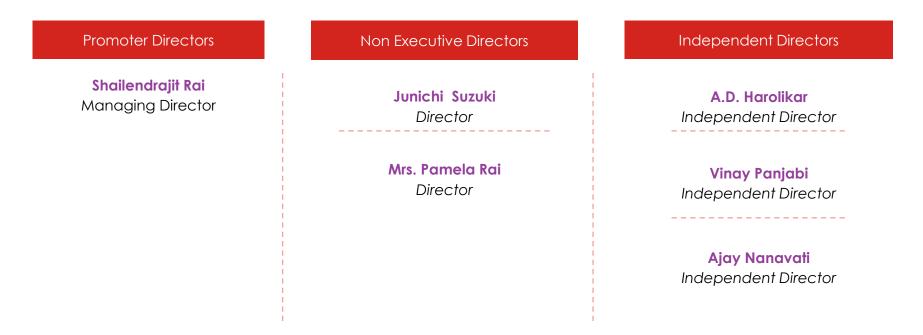
*we we are proud to be Indians, we work to make India proud* 

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



### **Board of Directors**

Robust corporate governance - 50% of the Board comprised of Independent Directors





### Management Team

#### Strong and Able Management Team

### Shailendrajit Rai

Managing Director

### **Rajeev Sikand**

Group CEO

### Vimal Gupta

Group CFO

### **Ravinder Mehra**

Group COO

### **Omprakash Agnihotri**

Chief Business Counselling Officer

### **Andreas Heim**

Managing Director - Illichmann

### **Shekhar Dravid**

VP – Business Development



## **CSR** Activities

# Since 2010, Alicon has supported and engaged in various social initiatives through its implementing partner, Bansuri Foundation

#### **Rural Development Initiatives**

- 4<sup>th</sup> year of engagement with People's Empowering Movement (PEM) - focusings on subsistence farming and irrigation projects in rural India
- Partnered with the Sanshil Foundation for Welfare for a project in village Pukharpur, Haryana aims to empower local women to develop new skills

#### **Education Initiatives**

- 3<sup>rd</sup> year of supporting iTeach Schools
- 5<sup>th</sup> year supporting preprimary education programme at Aseema's Education Centre for tribal children at Igatpuri, Maharashtra
- Spearheaded Tarang Plus, a project to introduce regular counselling sessions for students in PCMC schools





## **Green Initiatives**

Alicon practices several green initiatives which includes maintaining green areas with treated effluent water and enhancing green cover around our premises.





### Awards & Recognition – FY18

- Felicitated by Honda Cars India Limited for 'Most Impressive Circle' of 7th NH Circle India Convention
- Conferred with an award for Quality Management 2017-18 by Honda Motorcycles & Scooter India Pvt. Ltd.
- Bestowed with the Sanjeevani Award from Eicher Engines (A Unit of Tafe Motors & Tractors Ltd.)

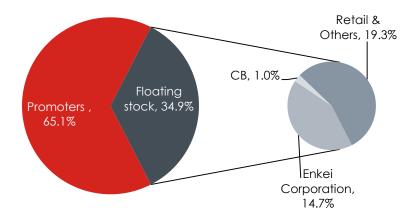






## **Key Market Statistics**

Key Market Statistics	As on Oct 31, 2018	
BSE/NSE Ticker	531147 / ALICON	
Industry	Aluminium / Steel Products	
CMP (Rs.)	599.95	
Market Cap (Rs. Crore)	801.9	
Number of outstanding shares (Crore)	1.34	
Face Value	5.00	
52-week High / Low (Rs.)	729.65/555.15	



\*Shareholding as on Sept., 30 2018





# Key Processes & Products

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# **Die Casting – LPDC process**

Strong focus towards streamlining processes and systems to deliver quality solutions, making Alicon a partner of choice for customers worldwide

#### Industry leader in unique Pie system for low pressure die casting

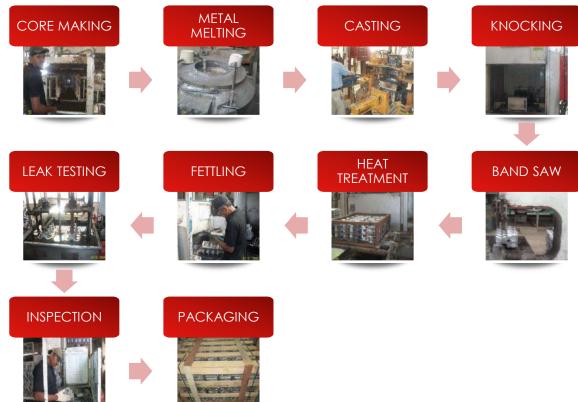
- Advanced technology with latest feature for temperature control, pressure control and metal quality
- No exposure to atmosphere, ensuring negligible moisture contamination
- Enhances productivity
- Minimum utilization of resources
- Low Maintenance
- · Low rejection rate of manufactured products





# **Die Casting – GDC process**

Seamless manufacturing process through one piece flow enables early detection of even slight defects, leading to reduced rejection rate



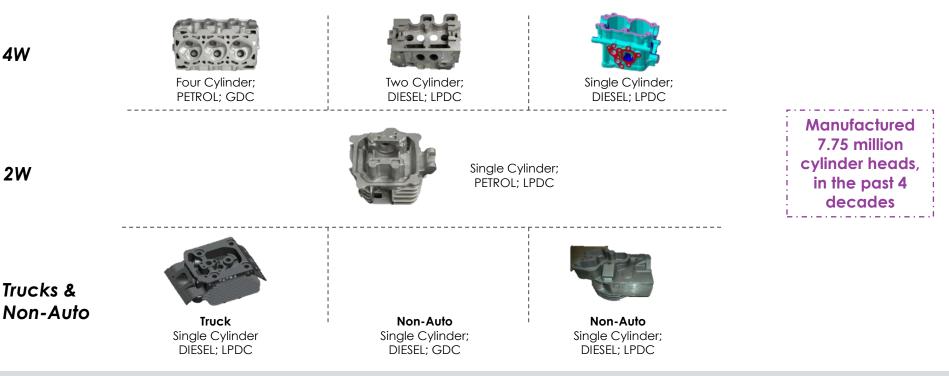
Gravity Die Casting - a permanent mould casting Process

- Better surface finish than sand casting
- Improved mechanical properties
- Faster production times
- Enhanced customer satisfaction
- Repeatable product quality once
  - tooling is approved



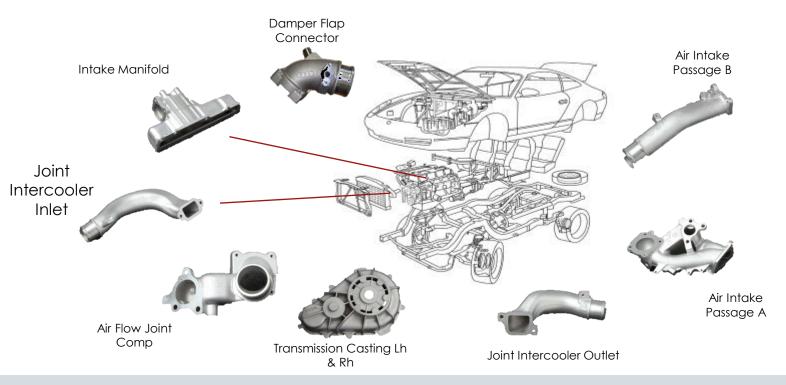
## **Cylinder Heads**

Cylinder Heads constitute about 54% of the products manufactured at Alicon





### **Product Portfolio – 4W Products**





### **Product Portfolio – 2W Products**

Alicon Business share in the Indian Two wheeler segment is about 36%



### **Product Portfolio – Others**



Connection Water Inlet



Flywheeel Housing



Oil Sump



Thermostat Cover



Water Distribution Rail



Cover Valve - Rocker Arm Cover









Valve Cover



Clutch Cover Front



AGRICULTURE

### **Product Portfolio – Others**





### **Product Portfolio – Non-Auto**

# PULLEY FOR AERIAL TRAMS & ROPEWAYS









# Thank You

For further information, please contact:

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