



SOM Distilleries & Breweries Limited
(BSE: 507514, NSE: SDBL)

Earnings Presentation
12M FY2020



This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to SOM Distilleries & Breweries’ future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

SOM Distilleries & Breweries undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

Conference Call Details: Tuesday, June 30, 2020 at 5:00 PM IST

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The numbers listed above are universally accessible from all networks and all countries

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Highlights

Financial Highlights

Operational Highlights

Major Developments

Company Profile



Performance Highlights



12M FY2020 vs. 12M FY2019

Beer Sales Volume

85.5 Lakh Cases
+12.6%

IMFL Volume

11.9 Lakhs Cases
+22.7%

Total Volume

97.5 Lakhs Cases
+13.8%

Total Income

Rs. 4,635 mn
+16.8%

EBITDA

Rs. 479 mn
Margin: 10.3%

PAT

Rs. 150 mn
Margin: 3.2%



Management Commentary



We had a strong start to the year, but the growth pace was impacted in the fourth quarter due to outbreak of pandemic. Despite the challenges, we recorded total income growth of 16.8% during FY2020. This performance was supported by volume increase of 12.6% and 22.7%, for beer and IMFL, respectively. The pandemic resulted in double whammy for our profitability. It impacted our topline growth as well as resulted in higher COGS due to exceptional write-off.

As our peak season has been impacted by lockdown and other restrictions, for FY2021 we plan to focus only on the profitable markets. Management has also undertaken various other initiatives to streamline operational costs with focus on sustaining margins.

We believe that the long-term growth story of the Company remains intact. The pandemic may have created challenges in the short-term, we are confident to bounce back and restore historical performance trend in the medium to long term.

Mr. JK Arora, Chairman (SOM Group of Companies)



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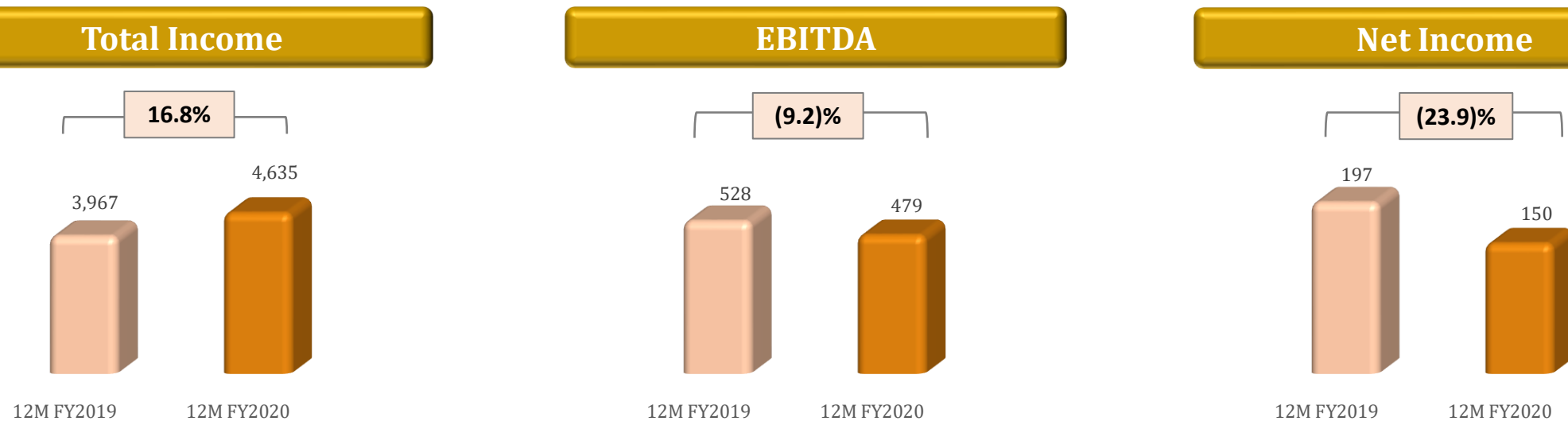
Performance – 12M FY2020



	Q4		y-o-y	Twelve Months		y-o-y
(Rs. Million)	FY2020	FY2019	Growth (%)	FY2020	FY2019	Growth (%)
Total Income	969	1,149	(15.7)%	4,635	3,967	16.8%
EBITDA	(2)	80	nm	479	528	(9.2)%
<i>Margin (%)</i>	<i>nm</i>	<i>7.0%</i>		<i>10.3%</i>	<i>13.3%</i>	
Interest	38	37	3.1%	154	124	23.7%
Depreciation	38	26	47.6%	117	88	33.3%
Net Profit	(50)	10	nm	150	197	(23.9)%
<i>Margin (%)</i>	<i>nm</i>	<i>0.9%</i>		<i>3.2%</i>	<i>5.0%</i>	



Performance – 12M FY2020 vs 12M FY2019



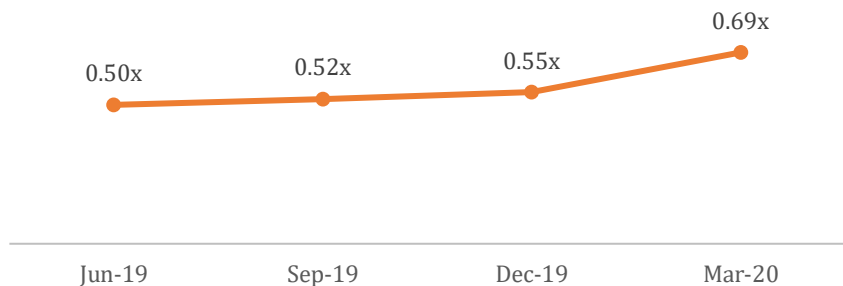
- Beer Revenue increased by 17.0% y-o-y while Beer volumes increased by 12.6% compared to last year
- IMFL Revenue increased by 26.7% y-o-y while IMFL volumes increased by 22.7% compared to same period last year
- Sales volume was impacted during the month of March 2020 due to Covid-19 outbreak. Seasonally beer sales are high in March
- COGS was also higher due to write-off of inventory which could not be sold on account of the pandemic related shutdown
- Both Karnataka and Odisha facility recorded operating profit during the year



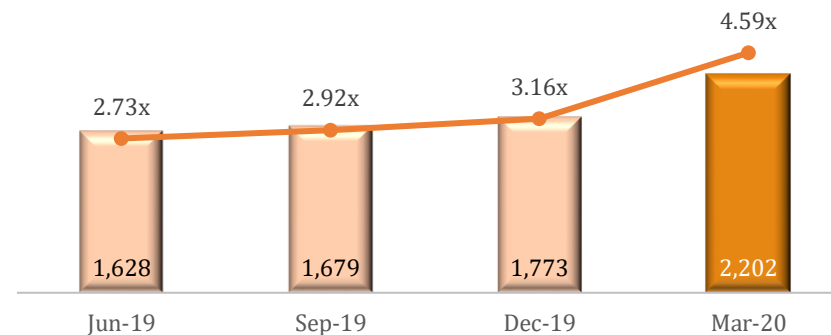
Conservative Balance Sheet



Gross Debt / Equity



Gross Debt / LTM EBITDA



Transformational growth investments funded without risking Balance Sheet

(Rs. Million)	Mar 31 2020	Dec 31 2019	Sep 30 2019
Secured Borrowings	1,463	1,383	980
Unsecured Borrowings	739	390	699
Gross Debt-Consolidated	2,202	1,773	1,679
Less: Cash & Cash Equivalents	219	107	182
Net Debt	1,983	1,666	1,497



Covid-19 Impact



Impact	<ul style="list-style-type: none">• Operations were impacted from mid-March to early May. Operations continue to be impacted in key states• Very limited sales in the key summer months which contribute majority of our annual sales• Point of sales reduced significantly as all retail outlets across states have not opened yet. We expect more outlets to open gradually in the coming months• Beer has a short shelf life due to which some inventory had to be written-off. The loss on account of this write-off was ~Rs. 80 million, which is reflected in Q4 FY2020 financials
Response	<ul style="list-style-type: none">• Implemented employee health and safety measures across all our manufacturing facilities and corporate office• To manage cost during this period, senior management has taken reduction in their remuneration• The Company has also availed moratorium on its debt from all the banks for six months• The management has decided to focus on key markets to further strengthen its foothold and reduce investment in relatively new markets to ensure profitability
Position	<ul style="list-style-type: none">• No sales in April and limited sales in May and June• We anticipate y-o-y growth of sales in later part of the fiscal year• The Company has a conservative leverage profile and feels that current balance sheet strength is adequate to overcome such short-term challenges• During FY2020, the Company reported positive cashflow from operations of Rs. 409 million



Industry Dynamics

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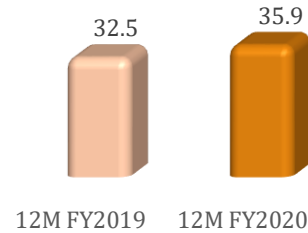
Company Profile



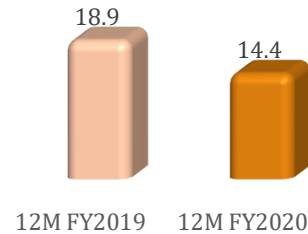
Millionaire Beer Brands - Meeting the aspirations of our consumers



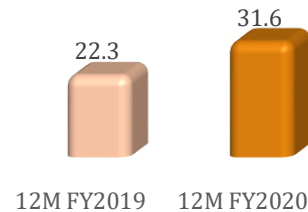
Quantity Sold (in lakh cases)



+10.4%

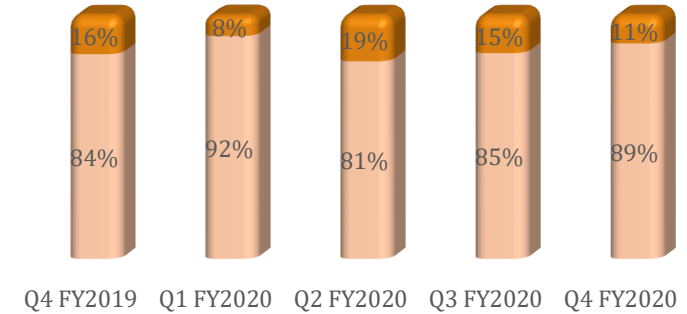


(23.9)%



41.4%

Volume Mix



Lakh cases	12M		y-o-y
	FY2020	FY2019	Growth (%)
Total Beer	85.5	75.9	12.6%
Total IMFL	11.9	9.7	22.7%

Rs. Mn	12M		y-o-y
	FY2020	FY2019	Growth (%)
Total Beer	3,807	3,255	17.0%
Total IMFL	788	622	26.7%



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Major Developments



Started supply of Woodpecker draught beer – filtered wheat beer to key markets in Bangalore (Oct 2019)

Acquired a brewery asset in Odisha with capacity of 42 lakh cases per annum (Jul 2018). Commenced operation from March 2019

Woodpecker Distilleries started canning line of beer and launched Blackfort Lager (Sep 2018), IMFL production (Oct 2018), production of Whitefox RTD (Jan 2019)

Received approval for CSD supply to Rajasthan, Uttar Pradesh, Punjab and Karnataka

Launched White Fox RTD Drink in new Cranberry flavour – Cosmo Cranberry - third flavor launched after the widespread acceptance of two earlier flavors – Lemon & Orange

Major Developments

Established team in Mumbai to give more impetus to the Southern and Western regions of the country

Woodpecker Distilleries and Breweries (Karnataka) commenced operation (Apr 2018)

Successfully raised Rs. 1,000 million through preferential allotment to Karst Peak Asia Master Fund and Vermilion Peak Master Fund (Jul 2018)

'Woodpecker' Beer approved in the Canteen Store Department (Mar 2017)

Beer brands have been approved by F.D.A for supplying beer to the United States of America (Nov 2017)



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SOM Distilleries – Who we are



The only listed Beer and IMFL company in India....

- SOM Distilleries & Breweries Limited (SDBL) is based in Bhopal and is one of the leading alcoholic beverages manufacturers in India. SDBL is primarily engaged in production of beer and blending and bottling of IMFL
- Offers a broad line of products at every price point to cater to varied preferences of the consumers. The product portfolio consists of various options across beer, rum, brandy, vodka and whisky
- The Company has three key millionaire brands (sales more than 1 mn cases per annum) – Hunter, Black Fort and Power Cool. Hunter and Woodpecker brands are supplied as draught beer to all major hotels in Madhya Pradesh and Chhattisgarh



Synergy Opportunities – Beer and IMFL Brands



- Hunter Super Strong Premium Beer
- Power Cool Super Strong Beer
- Black Fort Super Strong Beer
- Legend Premium Lager Beer
- Woodpecker Lager Beer

Beer Brands



IMFL Brands



- Pentagon Gold Edition Whisky
- Legend Premium Whisky
- 21st Century Pure Malted Whisky
- GS Genius Whisky
- Gypsy Whisky
- Sunny Malted Whisky
- Milestone 100 premium Whisky
- Super Master Whisky

- Pentagon Rum
- Black Fort XXX Rum
- Gypsy Rum
- Sunny Rum

- Blue Chip Vodka
- White Fox Vodka
- White Fox Refresh (RTD)

- Doctors Brandy

- *SOM's Beer and IMFL portfolio complements each other and reduce the risk of seasonality*
- *The Point of Sales for both IMFL and Beer is the same; thereby leading to marketing efficiencies*
 - *Generates significant growth opportunities for the combined portfolio*





SOM Distilleries & Breweries Limited
(BSE: 507514, NSE: SDBL)

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