



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q3 FY 2019-20**



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# 1. Financial Snap Shot – Consolidated



(Rs. In lacs)

AIA Engineering Ltd.

Particulars	F.Y. 2019-20				F.Y. 2018-19					F.Y. 2018-19
	Q1	Q2	Q3	Up to Dec-19	Q1	Q2	Q3	Up to Dec-18	Q4	
Production (MT)	68,055	59,078	67,228	194,361	69,843	72,262	74,619	216,724	72,942	289,666
Sales (MT)	63,618	61,220	60,263	185,101	64,211	61,695	59,235	185,141	80,033	265,174
<b>1. INCOME</b>										
a) Sales	71,374	67,635	67,091	206,100	69,094	71,528	70,021	210,643	86,100	296,743
b) Other operating income (export benefits)	1,952	2,024	2,318	6,294	2,457	2,505	2,623	7,585	2,457	10,042
<b>Total income from operations</b>	<b>73,326</b>	<b>69,659</b>	<b>69,409</b>	<b>212,394</b>	<b>71,551</b>	<b>74,033</b>	<b>72,644</b>	<b>218,228</b>	<b>88,557</b>	<b>306,785</b>
c) Other non operating income	3,864	2,808	4,598	11,270	1,988	4,848	2,892	9,728	2,526	12,254
<b>Total Income</b>	<b>77,190</b>	<b>72,467</b>	<b>74,007</b>	<b>223,664</b>	<b>73,539</b>	<b>78,881</b>	<b>75,536</b>	<b>227,956</b>	<b>91,083</b>	<b>319,039</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	30,368	24,820	26,903	82,091	33,437	35,438	36,616	105,491	36,321	141,812
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(1,695)	2,982	(3,585)	(2,298)	(4,785)	(4,669)	(11,270)	(20,724)	1,459	(19,265)
c) Employee benefit expenses	3,205	3,430	3,367	10,002	3,083	3,097	3,226	9,406	3,233	12,639
d) Other expenses	24,587	23,021	25,438	73,046	24,229	25,415	27,549	77,193	28,581	105,774
<b>3. EBIDTA</b>	<b>20,725</b>	<b>18,214</b>	<b>21,884</b>	<b>60,823</b>	<b>17,575</b>	<b>19,600</b>	<b>19,416</b>	<b>56,590</b>	<b>21,489</b>	<b>78,079</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>28.26%</b>	<b>26.15%</b>	<b>31.53%</b>	<b>28.63%</b>	<b>24.57%</b>	<b>26.47%</b>	<b>26.73%</b>	<b>25.94%</b>	<b>24.27%</b>	<b>25.44%</b>
<b>5. Depreciation and amortising expenses</b>	2,362	2,221	2,519	7,103	1,655	1,805	2,159	5,619	2,265	7,884
<b>6. Finance cost</b>	142	153	127	422	183	170	203	557	198	755
<b>7. PBT</b>	<b>18,220</b>	<b>15,840</b>	<b>19,238</b>	<b>53,298</b>	<b>15,737</b>	<b>17,625</b>	<b>17,053</b>	<b>50,414</b>	<b>19,026</b>	<b>69,440</b>
<b>8. Tax</b>	4,265	641	3,602	8,508	5,255	5,474	4,131	14,861	3,436	18,296
<b>9. PAT (after Minority Interest)</b>	<b>14,040</b>	<b>15,224</b>	<b>15,609</b>	<b>44,873</b>	<b>10,504</b>	<b>12,102</b>	<b>12,896</b>	<b>35,502</b>	<b>15,581</b>	<b>51,083</b>

## 2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2019-20				F.Y. 2018-19					
	Q1	Q2	Q3	Up to Dec-19	Q1	Q2	Q3	Up to Dec-18	Q4	2018-19
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,952	2,024	2,318	6,294	2,457	2,505	2,623	7,585	2,457	10,042
<b>2. Other income</b>										
a) Dividend / profit on sale of MF / Interest income	505	445	822	1,772	284	579	211	1,073	731	1,805
b) Foreign exchange gain	1,371	551	2,068	3,990	172	2,570	417	3,158	(190)	2,968
c) Others (including fair value of Investments)	1,988	1,812	1,708	5,508	1,532	1,699	2,266	5,497	1,983	7,480
<b>Total of Other Income</b>	<b>3,864</b>	<b>2,808</b>	<b>4,598</b>	<b>11,270</b>	<b>1,988</b>	<b>4,848</b>	<b>2,892</b>	<b>9,728</b>	<b>2,526</b>	<b>12,254</b>

### 3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2019-20				F.Y. 2018-19					
	Q1	Q2	Q3	Up to Dec-19	Q1	Q2	Q3	Up to Dec- 18	Q4	2018-19
<b>1. Inventories</b>										
a) <b>Raw material – Amount</b>	12,256	11,246	8,995	8,995	10,793	13,079	18,285	18,285	8,195	8,195
No. of days	33	35	30	30	27	32	43	43	21	21
b) <b>WIP &amp; FG – Amount</b>	61,288	59,116	63,176	63,176	43,772	52,065	61,416	61,416	59,671	59,671
No. of days	77	78	82	82	55	59	65	65	61	61
<b>2. Receivables – Amount</b>	65,808	54,324	53,557	53,557	63,495	71,408	54,417	54,417	71,027	71,027
No. of days	87	82	83	83	82	85	74	74	81	81

#### 4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2019-20				F.Y. 2018-19					
	Q1	Q2	Q3	Up to Dec- 19	Q1	Q2	Q3	Up to Dec-18	Q4	2018-19
i) Mining	40,649	40,358	41,162	122,168	39,726	40,007	40,084	119,817	50,407	<b>170,224</b>
ii) Others	22,969	20,862	19,101	62,932	24,485	21,688	19,151	65,324	29,626	<b>94,950</b>
<b>Total</b>	<b>63,618</b>	<b>61,220</b>	<b>60,263</b>	<b>185,101</b>	<b>64,211</b>	<b>61,695</b>	<b>59,235</b>	<b>185,141</b>	<b>80,033</b>	<b>265,174</b>

## 5. Business Update

- a) Company successfully completed its first trial for SAG mill liners for a large Gold Mine in Africa under its collaboration with EEMS, USA.
- b) The company is setting up a dedicated plant for manufacturing the above products. Till the dedicated plant is set up the above products are being manufactured in the existing plants of the company.
- c) Company commissioned its 2<sup>nd</sup> phase of greenfield capacity at its facility in GIDC Kerala, Gujarat with rated capacity of 50,000 Mt. With this expansion, Company's capacity stands at 390,000 Mt of annual production.

## 6. CAPEX/PROJECTS IN PIPELINE

1. The Present Installed Capacity 3,90,000 TPA.
  
2. Mining Liner Projects:  
The company has planned to set up manufacturing plant of SAG mill liners with capacity of 50,000 Mt with estimated capex of Rs. 250 crore and is expected to be commissioned by December 2020. Post this expansion, total installed capacity will be at 440,000 TPA.
  
3. Kerala GIDC Projects:  
The company plans to enhance Grinding Media capacity of 50,000 Mt; taking installed capacity to 4,90,000 TPA when it is commissioned.
  
4. Capex incurred till Nine Months FY-2020: Rs. 86 Crores.



## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> January 2020: Rs. 737 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on today i.e. 27/01/2020): US\$ 43.75 MIO, ZAR 78.00 MIO.