



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q1 FY 2021-22



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1. Financial Snap Shot – Consolidated

(Rs. In lacs)



AIA Engineering Ltd.

Particulars	F.Y. 2021-22	F.Y. 2020-21				
	Q1	Q1	Q2	Q3	Q4	F.Y. 2020-21
Production (MT)	64,893	49,922	76,936	73,680	62,431	262,969
Sales (MT)	60,318	53,177	68,575	65,173	79,377	266,302
1. INCOME						
a) Sales	73,032	56,142	71,989	68,714	85,033	281,878
b) Other operating income (export benefits)	962	1,893	2,243	1,151	984	6,271
Total income from operations	73,994	58,035	74,232	69,865	86,017	288,149
c) Other non operating income	3,952	7,476	2,477	4,943	2,324	17,220
Total Income	77,946	65,510	76,709	74,808	88,341	305,369
2. EXPENDITURE						
a) Raw material consumed	35,786	20,848	30,965	31,291	30,401	113,505
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(7,508)	2,768	(4,534)	(7,455)	9,977	755
c) Employee benefit expenses	3,385	3,316	3,337	3,443	3,255	13,350
d) Other expenses	25,142	18,755	25,436	25,361	25,462	95,014
3. EBIDTA	21,142	19,823	21,505	22,169	19,247	82,744
4. EBIDTA (Percentage on income from operation)	28.57%	34.16%	28.97%	31.73%	22.38%	28.72%
5. Depreciation and amortising expenses	2,417	2,511	2,332	2,304	2,204	9,350
6. Finance cost	74	141	125	95	69	429
7. Exceptional items	-	-	369	(-369)	-	-
8. PBT	18,651	17,172	18,679	20,139	16,975	72,965
9. Tax	3,742	4,239	4,334	4,159	3,662	16,394
10. PAT (after Minority Interest)	14,933	12,927	14,397	15,912	13,377	56,612

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2021-22	F.Y. 2020-21				
	Q1	Q1	Q2	Q3	Q4	2020-21
1. Other Operating Income						
a) Export benefits & others	962	1,893	2,243	1,151	984	6,271
2. Other income						
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	2,272	3,675	2,027	2,258	2,109	10,070
b) Foreign exchange gain	1,680	3,801	450	2,685	215	7,150
Total of Other Income	3,952	7,476	2,477	4,943	2,324	17,220

3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2021-22	F.Y. 2020-21				
	Q1	Q1	Q2	Q3	Q4	2020-21
1. Inventories						
a) Raw material – Amount	11,913	15,010	10,864	14,491	8,213	8,213
No. of days	23	57	39	46	30	30
b) WIP & FG – Amount	66,184	55,686	59,667	68,364	58,146	58,146
No. of days	78	92	83	87	75	75
2. Receivables – Amount	61,296	48,584	50,183	51,944	64,097	64,097
No. of days	78	92	82	81	84	84

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2021-22	F.Y. 2020-21				
	Q1	Q1	Q2	Q3	Q4	2020-21
i) Mining	36,967	41,055	46,750	43,397	49,642	180,844
ii) Others	23,351	12,122	21,825	21,776	29,735	85,458
Total	60,318	53,177	68,575	65,173	79,377	266,302



5. Business Update

- a) Company's business continues to face uncertainty in terms of outlook on account of the continued impact of Covid in most parts of the world. Our marketing efforts continue to be hampered by restricted ability of our sales team to travel.
- b) As the economy settles and adjusts to the New Normal, we expect mining and cement industries to pick up the activity and in turn drive requirements for our products.
- c) Canada: During current quarter, CBSA has completed its review and has proposed to imposed duty of 22.0% on certain grades of Grinding Media exported from India into Canada subject to the final decision in this behalf by the The Canadian International Trade Tribunal (CIIT) with respect to determination of the Injury/damage if any, which is expected by end of August 2021. The company has taken appropriate steps to defend its position before the said Tribunal.

5. Business Update

d) Sharp increase in raw materials: In line with sharp run-up in commodity prices generally, we have seen our input costs go up significantly which is reflected in our Cost of Goods sold for the quarter. Company will make efforts to pass-through these costs over next few quarters.

e) Capex: For F.Y. 2021-2022, Company estimates capex of INR 200 Cr which includes Mill Lining Project and 5.4 MW wind power in addition to general capex.

6. CAPEX/PROJECTS IN PIPELINE

1. The Present Installed Capacity 3,90,000 TPA.

2. Mining Liner Projects:
The company is in midst of setting up a manufacturing plant of Mill Liners with a capacity of 50,000 Mt with an estimated capex of Rs. 250 Crore and it is expected to be commissioned in H2 of F.Y. 2021-2022.

Post this expansion, total installed capacity will be 4,40,000 TPA.

3. Kerala GIDC Projects:
The company has paused its last phase of Grinding Media expansion of 50,000 Mt at this time.

4. Capex incurred till Q-1 FY 2022 : Rs. 55 Crores

7. Key Highlights/Developments

- A. Order book as at 1st July 2021: Rs. 682 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 12/08/2021): US\$ 67.05 MIO, ZAR 39.7 MIO, AUD 14.9 MIO.