



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q1 FY 2022-23**



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# 1. Financial Snap Shot – Consolidated

(Rs. In lacs)



AIA Engineering Ltd.

Particulars	F.Y. 2022-23	F.Y. 2021-22				
	Q1	Q1	Q2	Q3	Q4	F.Y. 2021-22
Production (MT)	68,336	64,893	67,542	75,764	70,391	278,590
Sales (MT)	67,898	60,318	69,064	58,111	72,976	260,469
<b>1. INCOME</b>						
a) Sales	106,467	73,032	87,111	83,304	107,999	351,447
b) Other operating income (export benefits)	1,503	962	1,406	1,506	1,334	5,208
<b>Total income from operations</b>	<b>107,970</b>	<b>73,994</b>	<b>88,517</b>	<b>84,810</b>	<b>109,334</b>	<b>356,655</b>
c) Other non operating income	2,064	3,952	3,572	4,230	3,875	15,629
<b>Total Income</b>	<b>110,034</b>	<b>77,946</b>	<b>92,090</b>	<b>89,040</b>	<b>113,208</b>	<b>372,284</b>
<b>2. EXPENDITURE</b>						
a) Raw material consumed	52,995	35,786	42,895	53,697	51,859	184,237
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,017)	(7,508)	(3,497)	(21,624)	(4,498)	(37,128)
c) Employee benefit expenses	3,672	3,385	3,424	3,548	3,580	13,937
d) Other expenses	32,601	25,142	29,503	33,069	35,801	123,514
<b>3. EBIDTA</b>	<b>26,782</b>	<b>21,142</b>	<b>19,765</b>	<b>20,349</b>	<b>26,467</b>	<b>87,724</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>24.81%</b>	<b>28.57%</b>	<b>22.33%</b>	<b>23.99%</b>	<b>24.20%</b>	<b>24.59%</b>
<b>5. Depreciation and amortising expenses</b>	<b>2,080</b>	<b>2,417</b>	<b>2,175</b>	<b>2,491</b>	<b>2,129</b>	<b>9,212</b>
<b>6. Finance cost</b>	<b>109</b>	<b>74</b>	<b>81</b>	<b>252</b>	<b>(21)</b>	<b>385</b>
<b>7. PBT</b>	<b>24,593</b>	<b>18,651</b>	<b>17,509</b>	<b>17,607</b>	<b>24,360</b>	<b>78,127</b>
<b>8. Tax</b>	<b>5,447</b>	<b>3,742</b>	<b>3,710</b>	<b>3,756</b>	<b>4,958</b>	<b>16,165</b>
<b>9. PAT (after Minority Interest)</b>	<b>190,47</b>	<b>14,933</b>	<b>13,759</b>	<b>13,816</b>	<b>19,460</b>	<b>61,968</b>

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



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2022-23	F.Y. 2021-22				
	Q1	Q1	Q2	Q3	Q4	2021-22
<b>1. Other Operating Income</b>						
a) Export benefits & others	1,503	962	1,406	1,506	1,334	5,208
<b>2. Other income</b>						
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	1,447	2,272	2,857	2,884	1,724	9,736
b) Foreign exchange gain	617	1,680	715	1,346	2,151	5,893
<b>Total of Other Income</b>	<b>2,064</b>	<b>3,952</b>	<b>3,572</b>	<b>4,230</b>	<b>3,875</b>	<b>15,629</b>

### 3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2022-23	F.Y. 2021-22				
	Q1	Q1	Q2	Q3	Q4	2021-22
<b>1. Inventories</b>						
a) Raw material – Amount	21,986	11,913	15,272	15,164	18,084	18,084
No. of days	32	23	25	23	25	25
b) WIP & FG – Amount	100,585	66,184	69,023	90,440	94,931	94,931
No. of days	84	78	72	84	79	79
<b>2. Receivables – Amount</b>	77,601	61,296	64,336	66,037	80,556	80,556
No. of days	68	78	73	73	75	75

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

Particulars	F.Y. 2022-23	F.Y. 2021-22				
	Q1	Q1	Q2	Q3	Q4	2021-22
i) Mining	45,710	36,967	48,333	41,147	44,395	<b>170,842</b>
ii) Others	22,188	23,351	20,731	16,964	28,581	<b>89,627</b>
<b>Total</b>	<b>67,898</b>	<b>60,318</b>	<b>69,064</b>	<b>58,111</b>	<b>72,976</b>	<b>260,469</b>

## 5. Business Update

- a) Company has been able to navigate Covid linked supply chain interruptions in raw material pricing, customer demand and shipping costs by engaging with the customers on the same. Shipping costs continue to remain elevated but we remain optimistic about rates normalizing in coming quarters as port closure, port constraints on container clearances and vessels and container availability become better and in sync with demand. Company has made very focussed efforts in sharpening its offerings to mining customers, especially in Gold and Copper and hope to continue the journey of converting forged grinding media to high chrome.
- 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) Capex: For F.Y. 2022-2023, Company estimates capex of INR 300 Cr which includes Mill Lining Project, Grinding Media Expansion Project and Hybrid Power Project Wind and Solar 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 has nearly completed setting up a manufacturing plant of Mill Liners with a capacity of 50,000 Mt and it is expected to be commissioned in Q2 FY 2022-23. Company is awaiting statutory clearances to commission the plant and expects to receive the same in Q2 FY 2022-23.

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

3. Kerala GIDC Projects:

The company has decided to go ahead with its brownfield capacity expansion of grinding media. It plans to add 80,000 Mt of capacity at an estimated capex of Rs. 200 Crores and commissioning by end of F.Y.2024.

4. Capex incurred till Q1 FY 2023 : Rs. 41 Crores





## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> July 2022: Rs. 700 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 08/08/2022): US\$ 18.40 MIO, AUD 11.85 MIO.