AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q4 FY 2024-25

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1. Financial Snap Shot – Consolidated

(Rs. In lacs) AIA Engineering Ltd.

Particulars	F.Y. 2024-25					F.Y. 2023-24				
	Q1	Q2	Q3	Q4	F.Y. 2024-25	Q1	Q2	Q3	Q4	F.Y. 2023-24
Production (MT)	68,609	54,952	63,561	61,078	248,200	73,702	75,042	82,708	64,057	295,509
Sales (MT)	60,592	60,330	65,780	68,741	255,443	74,046	77,725	74,140	71,434	297,345
1. INCOME										
a) Sales	100,474	103,051	105,005	114,133	422,662	122,029	127,386	114,672	113,096	477,182
b) Other operating income (export benefits)	1,523	1,370	1,617	1,571	6,082	1,929	2,094	2,244	1,926	8,194
Total income from operations	**101,997**	**104,420**	**106,623**	**115,704**	**428,744**	**123,959**	**129,480**	**116,916**	**115,022**	**485,376**
c) Other non operating income	8,201	9,010	6,732	9,220	33,163	5,951	6,232	8,310	7,646	28,140
Total Income	**110,198**	**113,431**	**113,354**	**124,924**	**461,907**	**129,910**	**135,712**	**125,226**	**122,668**	**513,516**
2. EXPENDITURE										
a) Raw material consumed	46,534	37,433	43,719	38,093	165,779	49,244	49,834	55,428	41,188	195,694
b)Purchases of stock-in-trade	-	-	-	283	283	-	-	-	-	-
c) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,645)	5,515	(376)	9,215	7,709	4,895	4,862	(7,367)	9,182	11,571
d) Employee benefit expenses	4,599	4,654	4,654	4,642	18,548	4,063	4,334	4,322	4,421	17,140
e) Other expenses	28,624	29,252	30,319	33,310	121,505	31,453	32,240	33,412	30,490	127,595
Share of Profit of Joint Venture	144	42	418	571	1,175	-	-	75	76	151
3. EBIDTA	**37,232**	**36,619**	**35,457**	**39,952**	**149,260**	**40,255**	**44,442**	**39,507**	**37,463**	**161,667**
4. EBIDTA (Percentage on income from operation)	**36.50%**	**35.07%**	**33.25%**	**34.53%**	**34.81%**	**32.47%**	**34.32%**	**33.79%**	**32.57%**	**33.31%**
5. Depreciation and amortisation expenses	2,536	2,358	2,618	2,795	10,307	2,425	2,451	2,699	2,453	10,027
6. Finance cost	638	527	99	845	2,109	750	742	708	639	2,838
7. PBT	**34,057**	**33,735**	**32,740**	**36,312**	**136,843**	**37,080**	**41,250**	**36,101**	**34,372**	**148,802**
8. Tax	8,116	8,092	6,850	7,777	30,836	9,828	8,841	8,110	8,324	35,103
9. PAT (after Minority Interest)	**25,958**	**25,672**	**25,922**	**28,522**	**106,074**	**27,234**	**32,308**	**27,961**	**26,054**	**113,557**

2. Break-up of Certain Key Items – Consolidated

AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2024-25					F.Y. 2023-24				
	Q1	Q2	Q3	Q4	2024-25	Q1	Q2	Q3	Q4	2023-24
1. Other Operating Income										
a) Export benefits & others	1,523	1,370	1,617	1,571	6,082	1,929	2,094	2,244	1,926	8,194
2. Other income										
a)Dividend / profit on sale of MF / Interest income / Fair value of investments/others	7,296	7,368	5,872	7,333	27,870	5,665	6,318	6,570	7,223	25,777
b) Foreign exchange gain	905	1,642	859	1,887	5,293	286	(86)	1,740	423	2,363
Total of Other Income	**8,201**	**9,010**	**6,732**	**9,220**	**33,163**	**5,951**	**6,232**	**8,310**	**7,646**	**28,140**

3. Working Capital – Consolidated

AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2024-25					F.Y. 2023-24				
	Q1	Q2	Q3	Q4	2024-25	Q1	Q2	Q3	Q4	2023-24
1. Inventories										
a) **Raw material** – Amount	28,410	20,120	16,044	13,616	13,616	16,905	17,024	20,083	26,464	26,464
No. of days	52	55	50	48	48	31	31	32	38	38
b) WIP & FG – Amount	90,093	85,481	85,886	76,697	76,697	89,823	84,746	93,094	83,030	83,030
No. of days	79	76	75	69	69	69	66	71	68	68
2. Receivables – Amount	80,843	75,938	77,381	82,666	82,666	89,732	89,245	87,580	88,097	88,097
No. of days	77	74	73	74	74	66	64	65	67	67

4. Segmental Sales (in MT) – Consolidated

AIA Engineering Ltd.

Particulars	F.Y. 2024-25					F.Y. 2023-24				
	Q1	Q2	Q3	Q4	2024-25	Q1	Q2	Q3	Q4	2023-24
i) Mining	36,786	39,896	42,919	46,452	166,053	53,256	52,093	53,395	44,932	203,677
ii) Others	23,806	20,434	22,861	22,289	89,390	20,790	25,632	20,745	26,501	93,668
Total	**60,592**	**60,330**	**65,780**	**68,741**	**255,443**	**74,046**	**77,725**	**74,140**	**71,433**	**297,345**

5. CAPEX/PROJECTS IN PIPELINE

AIA Engineering Ltd.

- The Present Installed Capacity 4,60,000 TPA.

- Capex incurred during FY –2025 : Rs. 155 Crores.

6. Key Highlights/Developments

AIA Engineering Ltd.

A. Order book as at 1st April 2025: Rs. 652 Crores.

B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(22/05/2025): US$ 19.15 MIO, AUD 2.15 MIO.