



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q3 FY 2020-21**

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AIA Engineering Ltd.

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# 1. Financial Snap Shot – Consolidated

(Rs. In lacs)



AIA Engineering Ltd.

Particulars	F.Y. 2020-21				F.Y. 2019-20					
	Q1	Q2	Q3	Up to Dec-20	Q1	Q2	Q3	Up to Dec-19	Q4	F.Y. 2019-20
Production (MT)	49,922	76,936	73,680	200,538	68,055	59,078	67,228	194,361	76,913	271,274
Sales (MT)	53,177	68,575	65,173	186,925	63,618	61,220	60,263	185,101	82,128	267,229
<b>1. INCOME</b>										
a) Sales	56,142	71,989	68,714	196,845	71,374	67,635	67,091	206,100	83,032	289,132
b) Other operating income (export benefits)	1,893	2,243	1,151	5,287	1,952	2,024	2,318	6,294	2,662	8,956
<b>Total income from operations</b>	<b>58,035</b>	<b>74,232</b>	<b>69,865</b>	<b>202,132</b>	<b>73,326</b>	<b>69,659</b>	<b>69,409</b>	<b>212,394</b>	<b>85,694</b>	<b>298,088</b>
c) Other non operating income	7,476	2,477	4,943	14,895	3,864	2,808	4,598	11,270	2,921	14,191
<b>Total Income</b>	<b>65,510</b>	<b>76,709</b>	<b>74,808</b>	<b>217,028</b>	<b>77,190</b>	<b>72,467</b>	<b>74,007</b>	<b>223,664</b>	<b>88,615</b>	<b>312,279</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	20,848	30,965	31,291	83,104	31,717	26,087	28,187	85,991	30,351	116,342
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	2,768	(4,534)	(7,455)	(9,221)	(1,695)	2,982	(3,585)	(2,298)	8,055	5,757
c) Employee benefit expenses	3,316	3,337	3,443	10,096	3,205	3,430	3,367	10,002	3,436	13,439
d) Other expenses	18,755	25,436	25,361	69,552	23,238	21,754	24,154	69,146	25,376	94,522
<b>3. EBIDTA</b>	<b>19,823</b>	<b>21,505</b>	<b>22,169</b>	<b>63,497</b>	<b>20,725</b>	<b>18,214</b>	<b>21,884</b>	<b>60,823</b>	<b>21,397</b>	<b>82,219</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>34.16%</b>	<b>28.97%</b>	<b>31.73%</b>	<b>31.41%</b>	<b>28.26%</b>	<b>26.15%</b>	<b>31.53%</b>	<b>28.63%</b>	<b>24.97%</b>	<b>27.58%</b>
<b>5. Depreciation and amortising expenses</b>	2,511	2,332	2,304	7,147	2,362	2,221	2,519	7,103	2,685	9,788
<b>6. Finance cost</b>	141	125	95	361	142	153	127	422	137	559
<b>7. Exceptional items</b>	-	369	(-369)	-	-	-	-	-	-	-
<b>8. PBT</b>	<b>17,172</b>	<b>18,679</b>	<b>20,139</b>	<b>55,990</b>	<b>18,220</b>	<b>15,840</b>	<b>19,238</b>	<b>53,298</b>	<b>18,575</b>	<b>71,872</b>
<b>9. Tax</b>	4,239	4,334	4,159	12,732	4,265	641	3,602	8,508	4,332	12,840
<b>10. PAT (after Minority Interest)</b>	<b>12,927</b>	<b>14,397</b>	<b>15,912</b>	<b>43,236</b>	<b>14,040</b>	<b>15,224</b>	<b>15,609</b>	<b>44,873</b>	<b>14,164</b>	<b>59,036</b>

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



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2020-21				F.Y. 2019-20					
	Q1	Q2	Q3	Up to Dec-20	Q1	Q2	Q3	Up to Dec-19	Q4	2019-20
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,893	2,243	1,151	5,287	1,952	2,024	2,318	6,294	2,662	8,956
<b>2. Other income</b>										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	3,675	2,027	2,258	7,960	2,489	2,260	2,531	7,280	3,212	10,492
b) Foreign exchange gain	3,801	450	2,685	6,936	1,375	548	2,067	3,990	(291)	3,699
<b>Total of Other Income</b>	<b>7,476</b>	<b>2,477</b>	<b>4,943</b>	<b>14,895</b>	<b>3,864</b>	<b>2,808</b>	<b>4,598</b>	<b>11,270</b>	<b>2,921</b>	<b>14,191</b>

### 3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2020-21				F.Y. 2019-20					
	Q1	Q2	Q3	Up to Dec-20	Q1	Q2	Q3	Up to Dec-19	Q4	2019-20
<b>1. Inventories</b>										
a) Raw material – Amount	15,010	10,864	14,491	14,491	14,222	13,145	10,799	10,799	11,481	11,481
No. of days	57	39	46	46	37	40	35	35	36	36
b) WIP & FG – Amount	55,686	59,667	68,364	68,364	61,288	59,116	63,176	63,176	57,182	57,182
No. of days	92	83	87	87	77	78	82	82	74	74
<b>2. Receivables – Amount</b>	48,584	50,183	51,944	51,944	65,808	54,324	53,557	53,557	65,083	65,083
No. of days	92	82	81	81	87	83	83	83	86	86

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

Particulars	F.Y. 2020-21				F.Y. 2019-20					
	Q1	Q2	Q3	Up to Dec-20	Q1	Q2	Q3	Up to Dec-19	Q4	2019-20
i) Mining	41,055	46,750	43,397	131,202	40,649	40,358	41,162	122,168	55,105	<b>177,274</b>
ii) Others	12,122	21,825	21,776	55,723	22,969	20,862	19,101	62,932	27,023	<b>89,955</b>
<b>Total</b>	<b>53,177</b>	<b>68,575</b>	<b>65,173</b>	<b>186,925</b>	<b>63,618</b>	<b>61,220</b>	<b>60,263</b>	<b>185,101</b>	<b>82,128</b>	<b>267,229</b>



## 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.

## 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 H1 2021.  
  
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 which is now expected to taken up in F.Y. 2021-2022.
  
4. Capex incurred till Nine Months FY-2021: Rs. 88 Crores.



## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> January 2021: Rs. 560 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 31/01/2021): US\$ 27.75 MIO, ZAR 36.00 MIO, AUD 7.25 MIO.