



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q3 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	Q2	Q3	Up to Dec-21	Q1	Q2	Q3	Up to Dec-20	Q4	F.Y. 2020-21
Production (MT)	64,893	67,542	75,764	208,199	49,922	76,936	73,680	200,538	62,431	262,969
Sales (MT)	60,318	69,064	58,111	187,493	53,177	68,575	65,173	186,925	79,377	266,302
<b>1. INCOME</b>										
a) Sales	73,032	87,111	83,304	243,447	56,142	71,989	68,714	196,845	85,033	281,878
b) Other operating income (export benefits)	962	1,406	1,506	3,874	1,893	2,243	1,151	5,287	984	6,271
<b>Total income from operations</b>	<b>73,994</b>	<b>88,517</b>	<b>84,810</b>	<b>247,321</b>	<b>58,035</b>	<b>74,232</b>	<b>69,865</b>	<b>202,132</b>	<b>86,017</b>	<b>288,149</b>
c) Other non operating income	3,952	3,572	4,230	11,754	7,476	2,477	4,943	14,895	2,324	17,220
<b>Total Income</b>	<b>77,946</b>	<b>92,090</b>	<b>89,040</b>	<b>259,076</b>	<b>65,510</b>	<b>76,709</b>	<b>74,808</b>	<b>217,028</b>	<b>88,341</b>	<b>305,369</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	35,786	42,895	53,697	132,378	20,848	30,965	31,291	83,104	30,401	113,505
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(7,508)	(3,497)	(21,624)	(32,629)	2,768	(4,534)	(7,455)	(9,221)	9,977	755
c) Employee benefit expenses	3,385	3,424	3,548	10,357	3,316	3,337	3,443	10,096	3,255	13,350
d) Other expenses	25,142	29,503	33,069	87,714	18,755	25,436	25,361	69,552	25,462	95,014
<b>3. EBIDTA</b>	<b>21,142</b>	<b>19,765</b>	<b>20,349</b>	<b>61,256</b>	<b>19,823</b>	<b>21,505</b>	<b>22,169</b>	<b>63,497</b>	<b>19,247</b>	<b>82,744</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>28.57%</b>	<b>22.33%</b>	<b>23.99%</b>	<b>24.77%</b>	<b>34.16%</b>	<b>28.97%</b>	<b>31.73%</b>	<b>31.41%</b>	<b>22.38%</b>	<b>28.72%</b>
<b>5. Depreciation and amortising expenses</b>	2,417	2,175	2,491	7,083	2,511	2,332	2,304	7,147	2,204	9,350
<b>6. Finance cost</b>	74	81	252	406	141	125	95	361	69	429
<b>7. Exceptional items</b>	-	-	-	-	-	369	(369)	-	-	-
<b>8. PBT</b>	<b>18,651</b>	<b>17,509</b>	<b>17,607</b>	<b>53,767</b>	<b>17,172</b>	<b>18,679</b>	<b>20,139</b>	<b>55,990</b>	<b>16,975</b>	<b>72,965</b>
<b>9. Tax</b>	3,742	3,710	3,756	11,208	4,239	4,334	4,159	12,733	3,662	16,394
<b>10. PAT (after Minority Interest)</b>	<b>14,933</b>	<b>13,759</b>	<b>13,816</b>	<b>42,507</b>	<b>12,927</b>	<b>14,397</b>	<b>15,912</b>	<b>43,236</b>	<b>13,377</b>	<b>56,612</b>

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



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2021-22				F.Y. 2020-21					
	Q1	Q2	Q3	Up to Dec-21	Q1	Q2	Q3	Up to Dec-20	Q4	2020-21
<b>1. Other Operating Income</b>										
a) Export benefits & others	962	1,406	1,506	3,874	1,893	2,243	1,151	5,287	984	6,271
<b>2. Other income</b>										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	2,272	2,857	2,884	8,013	3,675	2,027	2,258	7,960	2,109	10,070
b) Foreign exchange gain	1,680	715	1,346	3,741	3,801	450	2,685	6,935	215	7,150
<b>Total of Other Income</b>	<b>3,952</b>	<b>3,572</b>	<b>4,230</b>	<b>11,754</b>	<b>7,476</b>	<b>2,477</b>	<b>4,943</b>	<b>14,895</b>	<b>2,324</b>	<b>17,220</b>

### 3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2021-22				F.Y. 2020-21					
	Q1	Q2	Q3	Up to Dec- 21	Q1	Q2	Q3	Up to Dec- 20	Q4	2020-21
<b>1. Inventories</b>										
a) Raw material – Amount	11,913	15,272	15,164	15,164	15,010	10,864	14,491	14,491	8,213	8,213
No. of days	23	25	23	23	57	39	46	46	30	30
b) WIP & FG – Amount	66,184	69,023	90,440	90,440	55,686	59,667	68,364	68,364	58,146	58,146
No. of days	78	72	84	84	92	83	87	87	75	75
<b>2. Receivables – Amount</b>	61,296	64,336	66,037	66,037	48,584	50,183	51,944	51,944	64,097	64,097
No. of days	78	73	73	73	92	82	81	81	84	84

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

Particulars	F.Y. 2021-22				F.Y. 2020-21					
	Q1	Q2	Q3	Up to Dec- 21	Q1	Q2	Q3	Up to Dec- 20	Q4	2020-21
i) Mining	36,967	48,333	41,147	126,447	41,055	46,750	43,397	131,202	49,642	<b>180,844</b>
ii) Others	23,351	20,731	16,964	61,046	12,122	21,825	21,776	55,723	29,735	<b>85,458</b>
<b>Total</b>	<b>60,318</b>	<b>69,064</b>	<b>58,111</b>	<b>187,493</b>	<b>53,177</b>	<b>68,575</b>	<b>65,173</b>	<b>186,925</b>	<b>79,377</b>	<b>266,302</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.
- c) Sharp increase in Raw Materials & Freight Charges :- In line with sharp run-up in commodity prices generally, we have seen our input costs & freight 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.
- d) Capex: For F.Y. 2021-2022, Company estimates capex of INR 200 Cr which includes Mill Lining Project and 5.4 MW wind power/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 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 March/April 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 Nine Months FY-2022 : Rs. 107 Crores





## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> January 2022: Rs. 682 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 25/01/2022): US\$ 30.15 MIO, AUD 9.85 MIO.