



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q1 FY 2020-21



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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	Q1	Q2	Q3	Q4	F.Y. 2019-20
Production (MT)	49,922	68,055	59,078	67,228	76,913	271,274
Sales (MT)	53,177	63,618	61,220	60,263	82,128	267,229
1. INCOME						
a) Sales	56,142	71,374	67,635	67,091	83,032	289,132
b) Other operating income (export benefits)	1,893	1,952	2,024	2,318	2,662	8,956
Total income from operations	58,035	73,326	69,659	69,409	85,694	298,088
c) Other non operating income	7,476	3,864	2,808	4,598	2,921	14,191
Total Income	65,510	77,190	72,467	74,007	88,615	312,279
2. EXPENDITURE						
a) Raw material consumed	20,017	30,368	24,820	26,903	29,498	111,590
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	2,768	(1,695)	2,982	(3,585)	8,055	5,757
c) Employee benefit expenses	3,316	3,205	3,430	3,367	3,436	13,439
d) Other expenses	19,586	24,587	23,021	25,438	26,229	99,274
3. EBIDTA	19,824	20,725	18,214	21,884	21,397	82,219
4. EBIDTA (Percentage on income from operation)	34.16%	28.26%	26.15%	31.53%	24.97%	27.58%
5. Depreciation and amortising expenses	2,511	2,362	2,221	2,519	2,685	9,788
6. Finance cost	141	142	153	127	137	559
7. PBT	17,172	18,220	15,840	19,238	18,575	71,872
8. Tax	4,239	4,265	641	3,602	4,332	12,840
9. PAT (after Minority Interest)	12,927	14,040	15,224	15,609	14,164	59,036

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	Q4	2019-20
1. Other Operating Income						
a) Export benefits & others	1,893	1,952	2,024	2,318	2,662	8,956
2. Other income						
a) Dividend / profit on sale of MF / Interest income / Fair value of investments	3,675	2,489	2,260	2,531	3,212	10,492
b) Foreign exchange gain	3,801	1,375	548	2,067	(291)	3,699
Total of Other Income	7,476	3,864	2,808	4,598	2,921	14,191

3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2020-21	F.Y. 2019-20				
	Q1	Q1	Q2	Q3	Q4	2019-20
1. Inventories						
a) Raw material – Amount	13,436	12,256	11,246	8,995	9,561	9,561
No. of days	51	33	35	30	31	31
b) WIP & FG – Amount	55,686	61,288	59,116	63,176	57,182	57,182
No. of days	92	77	78	82	74	74
2. Receivables – Amount	48,584	65,808	54,324	53,557	65,083	65,083
No. of days	92	87	83	83	86	86

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2020-21	F.Y. 2019-20				
	Q1	Q1	Q2	Q3	Q4	2019-20
i) Mining	41,055	40,649	40,358	41,162	55,105	177,274
ii) Others	12,122	22,969	20,862	19,101	27,023	89,955
Total	53,177	63,618	61,220	60,263	82,128	267,229

5. Business Update

- a) Company faced plant closures for a brief period when the country was placed under Government-mandated lockdown. Our plants were started in a staggered manner from mid of April 2020 and, now running at 70% to 80% of Pre-Covid utilization.
- b) 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.
- c) 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 by March 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 Q-1 FY 2021: Rs. 33 Crores.



7. Key Highlights/Developments

- A. Order book as at 1st July 2020: Rs. 742 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 31/07/2020): US\$ 23.50 MIO, ZAR 6.00 MIO, AUD 1.20 MIO.