



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q4 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	Q2	Q3	Q4	F.Y. 2022-23	Q1	Q2	Q3	Q4	F.Y. 2021-22
Production (MT)	68,336	80,224	64,854	74,674	288,088	64,893	67,542	75,764	70,391	278,590
Sales (MT)	67,898	78,500	71,439	73,505	291,342	60,318	69,064	58,111	72,976	260,469
<b>1. INCOME</b>										
a) Sales	106,467	131,159	120,995	125,182	483,802	73,032	87,111	83,304	107,999	351,447
b) Other operating income (export benefits)	1,503	1,707	1,690	2,175	7,074	962	1,406	1,506	1,334	5,208
<b>Total income from operations</b>	<b>107,970</b>	<b>132,866</b>	<b>122,685</b>	<b>127,356</b>	<b>490,877</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	3,214	11,795	6,381	23,454	3,952	3,572	4,230	3,875	15,629
<b>Total Income</b>	<b>110,034</b>	<b>136,080</b>	<b>134,480</b>	<b>133,737</b>	<b>514,331</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	58,424	40,979	51,678	204,076	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)	(947)	3,375	6,096	2,506	(7,508)	(3,497)	(21,624)	(4,498)	(37,128)
c) Employee benefit expenses	3,672	3,740	3,785	3,993	15,190	3,385	3,424	3,548	3,580	13,937
d) Other expenses	32,601	40,450	37,974	34,015	145,041	25,142	29,503	33,069	35,801	123,514
<b>3. EBIDTA</b>	<b>26,782</b>	<b>34,413</b>	<b>48,368</b>	<b>37,955</b>	<b>147,518</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>25.90%</b>	<b>39.42%</b>	<b>29.80%</b>	<b>30.05%</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>	2,080	2,456	2,444	2,325	9,304	2,417	2,175	2,491	2,129	9,212
<b>6. Finance cost</b>	109	387	524	989	2,010	74	81	252	(21)	385
<b>7. PBT</b>	<b>24,593</b>	<b>31,570</b>	<b>45,399</b>	<b>34,641</b>	<b>136,204</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>	5,447	7,079	10,153	7,875	30,554	3,742	3,710	3,756	4,958	16,165
<b>9. PAT (after Minority Interest)</b>	<b>190,47</b>	<b>24,481</b>	<b>35,246</b>	<b>26,819</b>	<b>105,593</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	Q2	Q3	Q4	2022-23	Q1	Q2	Q3	Q4	2021-22
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,503	1,707	1,690	2,175	7,074	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	2,972	4,207	4,853	13,480	2,272	2,857	2,884	1,724	9,736
b) Foreign exchange gain	617	242	7,588	1,528	9,974	1,680	715	1,346	2,151	5,893
<b>Total of Other Income</b>	<b>2,064</b>	<b>3,214</b>	<b>11,795</b>	<b>6,381</b>	<b>23,454</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	Q2	Q3	Q4	2022-23	Q1	Q2	Q3	Q4	2021-22
<b>1. Inventories</b>										
a) Raw material – Amount	21,986	15,806	13,852	16,707	16,707	11,913	15,272	15,164	18,084	18,084
No. of days	32	28	30	31	31	23	25	23	25	25
b) WIP & FG – Amount	100,585	101,041	99,114	95,020	95,020	66,184	69,023	90,440	94,931	94,931
No. of days	84	75	74	72	72	78	72	84	79	79
<b>2. Receivables – Amount</b>	77,601	87,334	85,353	86,095	86,095	61,296	64,336	66,037	80,556	80,556
No. of days	68	64	63	63	63	78	73	73	75	75

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

Particulars	F.Y. 2022-23					F.Y. 2021-22				
	Q1	Q2	Q3	Q4	2022-23	Q1	Q2	Q3	Q4	2021-22
i) Mining	45,710	54,109	44,284	48,249	192,352	36,967	48,333	41,147	44,395	<b>170,842</b>
ii) Others	22,188	24,391	27,155	25,256	98,990	23,351	20,731	16,964	28,581	<b>89,627</b>
<b>Total</b>	<b>67,898</b>	<b>78,500</b>	<b>71,439</b>	<b>73,505</b>	<b>291,342</b>	<b>60,318</b>	<b>69,064</b>	<b>58,111</b>	<b>72,976</b>	<b>260,469</b>

## 5. CAPEX/PROJECTS IN PIPELINE

1. The Present Installed Capacity 4,40,000 TPA.
  
2. Mining Liner Projects:  
The Company has already commissioned Mill Liners plant with a capacity of 50,000 Mt per Annum.
  
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 during FY- 2023: Rs. 195 Crores



## 6. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> April 2023: Rs. 770 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(22/05/2023): US\$ 38.10 MIO, AUD 15.70 MIO.