



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q2 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	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	F.Y. 2021-22
Production (MT)	68,336	80,224	148,560	64,893	67,542	132,435	75,764	70,391	278,590
Sales (MT)	67,898	78,500	146,398	60,318	69,064	129,382	58,111	72,976	260,469
1. INCOME									
a) Sales	106,467	131,159	237,626	73,032	87,111	160,143	83,304	107,999	351,447
b) Other operating income (export benefits)	1,503	1,707	3,209	962	1,406	2,368	1,506	1,334	5,208
Total income from operations	107,970	132,866	240,836	73,994	88,517	162,511	84,810	109,334	356,655
c) Other non operating income	2,064	3,214	5,278	3,952	3,572	7,524	4,230	3,875	15,629
Total Income	110,034	136,080	246,114	77,946	92,090	170,036	89,040	113,208	372,284
2. EXPENDITURE									
a) Raw material consumed	52,995	58,424	111,419	35,786	42,895	78,681	53,697	51,859	184,237
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,017)	(947)	(6,964)	(7,508)	(3,497)	(11,005)	(21,624)	(4,498)	(37,128)
c) Employee benefit expenses	3,672	3,740	7,412	3,385	3,424	6,809	3,548	3,580	13,937
d) Other expenses	32,601	40,450	73,051	25,142	29,503	54,645	33,069	35,801	123,514
3. EBIDTA	26,782	34,413	61,195	21,142	19,765	40,907	20,349	26,467	87,724
4. EBIDTA (Percentage on income from operation)	24.81%	25.90%	25.41%	28.57%	22.33%	25.17%	23.99%	24.20%	24.59%
5. Depreciation and amortising expenses	2,080	2,456	4,536	2,417	2,175	4,592	2,491	2,129	9,212
6. Finance cost	109	387	497	74	81	155	252	(21)	385
7. PBT	24,593	31,570	56,163	18,651	17,509	36,160	17,607	24,360	78,127
8. Tax	5,447	7,079	12,526	3,742	3,710	7,452	3,756	4,958	16,165
9. PAT (after Minority Interest)	190,47	24,481	43,528	14,933	13,759	28,692	13,816	19,460	61,968

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	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2021-22
1. Other Operating Income									
a) Export benefits & others	1,503	1,707	3,209	962	1,406	2,368	1,506	1,334	5,208
2. Other income									
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	1,447	2,972	4,419	2,272	2,857	5,129	2,884	1,724	9,736
b) Foreign exchange gain	617	242	859	1,680	715	2,395	1,346	2,151	5,893
Total of Other Income	2,064	3,214	5,278	3,952	3,572	7,524	4,230	3,875	15,629

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2022-23			F.Y. 2021-22					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2021-22
1. Inventories									
a) Raw material – Amount	21,986	15,806	15,806	11,913	15,272	15,272	15,164	18,084	18,084
No. of days	32	28	28	23	25	25	23	25	25
b) WIP & FG – Amount	100,585	101,041	101,041	66,184	69,023	69,023	90,440	94,931	94,931
No. of days	84	75	75	78	72	72	84	79	79
2. Receivables – Amount	77,601	87,334	87,334	61,296	64,336	64,336	66,037	80,556	80,556
No. of days	68	64	64	78	73	73	73	75	75

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2022-23			F.Y. 2021-22					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2021-22
i) Mining	45,710	54,109	99,819	36,967	48,333	85,300	41,147	44,395	170,842
ii) Others	22,188	24,391	46,579	23,351	20,731	44,082	16,964	28,581	89,627
Total	67,898	78,500	146,398	60,318	69,064	129,382	58,111	72,976	260,469

5. Business Updates

1. Company has entered into a Supply Agreement for Three Years with SAL Steel Limited (SAL) for supply of Ferro Chrome by SAL to the Company on non-exclusive basis.
2. Company has started Commercial Production as its Greenfield Project of Mill Liners at GIDC, Kerala, Ahmedabad (Gujarat) having an Installed Capacity of 50,000 MT per Annum.
3. The Canada Border Services Agency (CBSA) has decided to carry out a review of the on-going administration of the anti-dumping finding for export of certain grinding media to Canada. The company will continue to co-operate with CBSA in this process and will comply with any new guidelines that will be published in this regard.



5. Business Updates

4. Capex: For F.Y. 2022-2023, Company estimates capex of INR 300 Cr which includes Mill Lining Project, Grinding Media Expansion Project and Hybrid Power Project Wind and Solar Power in addition to general capex.

6. 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 till Half Year : Rs. 70 Crores



7. Key Highlights/Developments

- A. Order book as at 1st July 2022: Rs. 784 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 06/11/2022): US\$ 19.60 MIO, AUD 8.75 MIO.