



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q4 FY 2023-24



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1. Financial Snap Shot – Consolidated



(Rs. In lacs) AIA Engineering Ltd.

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	F.Y. 2023-24	Q1	Q2	Q3	Q4	F.Y. 2022-23
Production (MT)	73,702	75,042	82,708	64,057	295,509	68,336	80,224	64,854	74,674	288,088
Sales (MT)	74,046	77,725	74,140	71,434	297,345	67,898	78,500	71,439	73,505	291,342
1. INCOME										
a) Sales	122,029	127,386	114,672	113,096	477,182	106,467	131,159	120,995	125,182	483,802
b) Other operating income (export benefits)	1,929	2,094	2,244	1,926	8,194	1,503	1,707	1,690	2,175	7,074
Total income from operations	123,959	129,480	116,916	115,022	485,376	107,970	132,866	122,685	127,356	490,877
c) Other non operating income	5,951	6,232	8,310	7,646	28,140	2,064	3,214	11,795	6,381	23,454
Total Income	129,910	135,712	125,226	122,668	513,516	110,034	136,080	134,480	133,737	514,331
2. EXPENDITURE										
a) Raw material consumed	49,244	49,834	55,428	41,188	195,694	52,995	58,424	40,979	51,678	204,076
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	4,895	4,862	(7,367)	9,182	11,571	(6,017)	(947)	3,375	6,096	2,506
c) Employee benefit expenses	4,063	4,334	4,322	4,421	17,140	3,672	3,740	3,785	3,993	15,190
d) Other expenses	31,453	32,240	33,412	30,490	127,595	32,601	40,450	37,974	34,015	145,041
Share of Profit of Joint Venture	-	-	75	76	151	-	-	-	-	-
3. EBIDTA	40,255	44,442	39,507	37,463	161,667	26,782	34,413	48,368	37,955	147,518
4. EBIDTA (Percentage on income from operation)	32.47%	34.32%	33.79%	32.57%	33.31%	24.81%	25.90%	39.42%	29.80%	30.05%
5. Depreciation and amortisation expenses	2,425	2,451	2,699	2,453	10,027	2,080	2,456	2,444	2,325	9,304
6. Finance cost	750	742	708	639	2,838	109	387	524	989	2,010
7. PBT	37,080	41,250	36,101	34,372	148,802	24,593	31,570	45,399	34,641	136,204
8. Tax	9,828	8,841	8,110	8,324	35,103	5,447	7,079	10,153	7,875	30,554
9. PAT (after Minority Interest)	27,234	32,308	27,961	26,054	113,557	190,47	24,481	35,246	26,819	105,593

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	2023-24	Q1	Q2	Q3	Q4	2022-23
1. Other Operating Income										
a) Export benefits & others	1,929	2,094	2,244	1,926	8,194	1,503	1,707	1,690	2,175	7,074
2. Other income										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	5,665	6,318	6,570	7,223	25,777	1,447	2,972	4,207	4,853	13,480
b) Foreign exchange gain	286	(86)	1,740	423	2,363	617	242	7,588	1,528	9,974
Total of Other Income	5,951	6,232	8,310	7,646	28,140	2,064	3,214	11,795	6,381	23,454

3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	2023-24	Q1	Q2	Q3	Q4	2022-23
1. Inventories										
a) Raw material – Amount	16,905	17,024	20,083	26,464	26,464	21,986	15,806	13,852	16,707	16,707
No. of days	31	31	32	38	38	32	28	30	31	31
b) WIP & FG – Amount	89,823	84,746	93,094	83,030	83,030	100,585	101,041	99,114	95,020	95,020
No. of days	69	66	71	68	68	84	75	74	72	72
2. Receivables – Amount	89,732	89,245	87,580	88,097	88,097	77,601	87,334	85,353	86,095	86,095
No. of days	66	64	65	67	67	68	64	63	63	63

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	2023-24	Q1	Q2	Q3	Q4	2022-23
i) Mining	53,256	52,093	53,395	44,932	203,677	45,710	54,109	44,284	48,249	192,352
ii) Others	20,790	25,632	20,745	26,501	93,668	22,188	24,391	27,155	25,256	98,990
Total	74,046	77,725	74,140	71,433	297,345	67,898	78,500	71,439	73,505	291,342

5. CAPEX/PROJECTS IN PIPELINE

- The Present Installed Capacity 4,40,000 TPA.
- Capex incurred during FY-2024 : Rs. 211 Crores.
- Investment made for acquisition of 43% Shares of MPS during FY-2024: Rs. 64 Crores.

6. Key Highlights/Developments

- A. Order book as at 1st April 2024: Rs. 558 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(10/05/2024): US\$ 49.65 MIO, AUD 13.30 MIO.

- C. Subsequent to 31st March 2024, the Company and Vega Industries Limited – U.S.A. (“VEGA USA”) have received a notice from the United States International Trade Commission, seeking some information from the Company and VEGA USA, in relation to the investigations around alleged dumping and subsidizing of certain grinding media from India based on complaint filed by Magotteux Inc. The Company and VEGA USA are in the process of taking the required steps for defending the matter in due course.