



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q3 FY 2022-23

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AIA Engineering Ltd.

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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	Up to Dec-22	Q1	Q2	Q3	Up to Dec-21	Q4	F.Y. 2021-22
Production (MT)	68,336	80,224	64,854	213,414	64,893	67,542	75,764	208,199	70,391	278,590
Sales (MT)	67,898	78,500	71,439	217,837	60,318	69,064	58,111	187,493	72,976	260,469
1. INCOME										
a) Sales	106,467	131,159	120,995	358,621	73,032	87,111	83,304	243,447	107,999	351,447
b) Other operating income (export benefits)	1,503	1,707	1,690	4,900	962	1,406	1,506	3,874	1,334	5,208
Total income from operations	107,970	132,866	122,685	363,521	73,994	88,517	84,810	247,321	109,334	356,655
c) Other non operating income	2,064	3,214	11,795	17,073	3,952	3,572	4,230	11,754	3,875	15,629
Total Income	110,034	136,080	134,480	380,594	77,946	92,090	89,040	259,076	113,208	372,284
2. EXPENDITURE										
a) Raw material consumed	52,995	58,424	40,979	152,398	35,786	42,895	53,697	132,378	51,859	184,237
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,017)	(947)	3,375	(3,590)	(7,508)	(3,497)	(21,624)	(32,629)	(4,498)	(37,128)
c) Employee benefit expenses	3,672	3,740	3,785	11,197	3,385	3,424	3,548	10,357	3,580	13,937
d) Other expenses	32,601	40,450	37,974	111,025	25,142	29,503	33,069	87,714	35,801	123,514
3. EBIDTA	26,782	34,413	48,368	109,563	21,142	19,765	20,349	61,256	26,467	87,724
4. EBIDTA (Percentage on income from operation)	24.81%	25.90%	39.42%	30.14%	28.57%	22.33%	23.99%	24.77%	24.20%	24.59%
5. Depreciation and amortising expenses	2,080	2,456	2,444	6,979	2,417	2,175	2,491	7,083	2,129	9,212
6. Finance cost	109	387	524	1,021	74	81	252	406	(21)	385
7. PBT	24,593	31,570	45,399	101,563	18,651	17,509	17,607	53,767	24,360	78,127
8. Tax	5,447	7,079	10,153	22,679	3,742	3,710	3,756	11,208	4,958	16,165
9. PAT (after Minority Interest)	190,47	24,481	35,246	78,774	14,933	13,759	13,816	42,507	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	Q3	Up to Dec-22	Q1	Q2	Q3	Up to Dec-21	Q4	2021-22
1. Other Operating Income										
a) Export benefits & others	1,503	1,707	1,690	4,900	962	1,406	1,506	3,874	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	4,208	8,627	2,272	2,857	2,884	8,013	1,724	9,736
b) Foreign exchange gain	617	242	7,588	8,446	1,680	715	1,346	3,741	2,151	5,893
Total of Other Income	2,064	3,214	11,795	17,073	3,952	3,572	4,230	11,754	3,875	15,629

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2022-23				F.Y. 2021-22					
	Q1	Q2	Q3	Up to Dec- 22	Q1	Q2	Q3	Up to Dec-21	Q4	2021-22
1. Inventories										
a) Raw material – Amount	21,986	15,806	13,852	13,852	11,913	15,272	15,164	15,614	18,084	18,084
No. of days	32	28	30	30	23	25	23	23	25	25
b) WIP & FG – Amount	100,585	101,041	99,114	99,114	66,184	69,023	90,440	90,440	94,931	94,931
No. of days	84	75	74	74	78	72	84	84	79	79
2. Receivables – Amount	77,601	87,334	85,353	85,353	61,296	64,336	66,037	66,037	80,556	80,556
No. of days	68	64	63	63	78	73	73	73	75	75

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2022-23				F.Y. 2021-22					
	Q1	Q2	Q3	Up to Dec- 22	Q1	Q2	Q3	Up to Dec-21	Q4	2021-22
i) Mining	45,710	54,109	44,284	144,103	36,967	48,333	41,147	126,447	44,395	170,842
ii) Others	22,188	24,391	27,155	73,734	23,351	20,731	16,964	61,046	28,581	89,627
Total	67,898	78,500	71,439	217,837	60,318	69,064	58,111	187,493	72,976	260,469

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 till Nine Months FY- 2023: Rs. 133 Crores

6. Key Highlights/Developments

- A. Order book as at 1st January 2023: Rs. 683 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(21/01/2023): US\$ 33.90 MIO, AUD 15.25 MIO.