



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q3 FY 2024-25**

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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. 2024-25   |                |                |                | F.Y. 2023-24   |                |                |                |                |                |
|-----------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                                       | Q1             | Q2             | Q3             | Up to Dec-24   | Q1             | Q2             | Q3             | Up to Dec-23   | Q4             | F.Y. 2023-24   |
| Production (MT)                                                       | 68,609         | 54,952         | 63,561         | 187,122        | 73,702         | 75,042         | 82,708         | 231,452        | 64,057         | 295,509        |
| Sales (MT)                                                            | 60,592         | 60,330         | 65,780         | 186,702        | 74,046         | 77,725         | 74,140         | 225,911        | 71,434         | 297,345        |
| <b>1. INCOME</b>                                                      |                |                |                |                |                |                |                |                |                |                |
| a) Sales                                                              | 100,474        | 103,051        | 105,005        | 308,529        | 122,029        | 127,386        | 114,672        | 364,087        | 113,096        | 477,182        |
| b) Other operating income (export benefits)                           | 1,523          | 1,370          | 1,617          | 4,511          | 1,929          | 2,094          | 2,244          | 6,268          | 1,926          | 8,194          |
| <b>Total income from operations</b>                                   | <b>101,997</b> | <b>104,420</b> | <b>106,623</b> | <b>313,040</b> | <b>123,959</b> | <b>129,480</b> | <b>116,916</b> | <b>370,354</b> | <b>115,022</b> | <b>485,376</b> |
| c) Other non operating income                                         | 8,201          | 9,010          | 6,732          | 23,943         | 5,951          | 6,232          | 8,310          | 20,494         | 7,646          | 28,140         |
| <b>Total Income</b>                                                   | <b>110,198</b> | <b>113,431</b> | <b>113,354</b> | <b>336,983</b> | <b>129,910</b> | <b>135,712</b> | <b>125,226</b> | <b>390,848</b> | <b>122,668</b> | <b>513,516</b> |
| <b>2. EXPENDITURE</b>                                                 |                |                |                |                |                |                |                |                |                |                |
| a) Raw material consumed                                              | 46,534         | 37,433         | 43,719         | 127,685        | 49,244         | 49,834         | 55,428         | 154,506        | 41,188         | 195,694        |
| b) Change in inventories of Finished goods, W.I.P. and stock-in-trade | (6,645)        | 5,515          | (376)          | (1,506)        | 4,895          | 4,862          | (7,367)        | 2,390          | 9,182          | 11,571         |
| c) Employee benefit expenses                                          | 4,599          | 4,654          | 4,654          | 13,906         | 4,063          | 4,334          | 4,322          | 12,720         | 4,421          | 17,140         |
| d) Other expenses                                                     | 28,624         | 29,252         | 30,319         | 88,195         | 31,453         | 32,240         | 33,412         | 97,105         | 30,490         | 127,595        |
| Share of Profit of Joint Venture                                      | 144            | 42             | 418            | 605            | -              | -              | 75             | 75             | 76             | 151            |
| <b>3. EBIDTA</b>                                                      | <b>37,232</b>  | <b>36,619</b>  | <b>35,457</b>  | <b>109,307</b> | <b>40,255</b>  | <b>44,442</b>  | <b>39,507</b>  | <b>124,204</b> | <b>37,463</b>  | <b>161,667</b> |
| <b>4. EBIDTA ( Percentage on income from operation )</b>              | <b>36.50%</b>  | <b>35.07%</b>  | <b>33.25%</b>  | <b>34.92%</b>  | <b>32.47%</b>  | <b>34.32%</b>  | <b>33.79%</b>  | <b>33.54%</b>  | <b>32.57%</b>  | <b>33.31%</b>  |
| <b>5. Depreciation and amortisation expenses</b>                      | 2,536          | 2,358          | 2,618          | 7,513          | 2,425          | 2,451          | 2,699          | 7,574          | 2,453          | 10,027         |
| <b>6. Finance cost</b>                                                | 638            | 527            | 99             | 1,264          | 750            | 742            | 708            | 2,199          | 639            | 2,838          |
| <b>7. PBT</b>                                                         | <b>34,057</b>  | <b>33,735</b>  | <b>32,740</b>  | <b>100,531</b> | <b>37,080</b>  | <b>41,250</b>  | <b>36,101</b>  | <b>114,430</b> | <b>34,372</b>  | <b>148,802</b> |
| <b>8. Tax</b>                                                         | 8,116          | 8,092          | 6,850          | 23,058         | 9,828          | 8,841          | 8,110          | 26,779         | 8,324          | 35,103         |
| <b>9. PAT (after Minority Interest)</b>                               | <b>25,958</b>  | <b>25,672</b>  | <b>25,922</b>  | <b>77,552</b>  | <b>27,234</b>  | <b>32,308</b>  | <b>27,961</b>  | <b>87,503</b>  | <b>26,054</b>  | <b>113,557</b> |

## 2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

| Particulars                                                                             | F.Y. 2024-25 |              |              |               | F.Y. 2023-24 |              |              |               |              |               |
|-----------------------------------------------------------------------------------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|--------------|---------------|
|                                                                                         | Q1           | Q2           | Q3           | Up to Dec-24  | Q1           | Q2           | Q3           | Up to Dec-23  | Q4           | 2023-24       |
| <b>1. Other Operating Income</b>                                                        |              |              |              |               |              |              |              |               |              |               |
| a) Export benefits & others                                                             | 1,523        | 1,370        | 1,617        | 4,511         | 1,929        | 2,094        | 2,244        | 6,268         | 1,926        | 8,194         |
|                                                                                         |              |              |              |               |              |              |              |               |              |               |
| <b>2. Other income</b>                                                                  |              |              |              |               |              |              |              |               |              |               |
| a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others | 7,296        | 7,368        | 5,872        | 20,537        | 5,665        | 6,318        | 6,570        | 18,555        | 7,223        | 25,777        |
| b) Foreign exchange gain                                                                | 905          | 1,642        | 859          | 3,406         | 286          | (86)         | 1,740        | 1,939         | 423          | 2,363         |
| <b>Total of Other Income</b>                                                            | <b>8,201</b> | <b>9,010</b> | <b>6,732</b> | <b>23,943</b> | <b>5,951</b> | <b>6,232</b> | <b>8,310</b> | <b>20,494</b> | <b>7,646</b> | <b>28,140</b> |

### 3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

| Particulars                    | F.Y. 2024-25 |        |        |              | F.Y. 2023-24 |        |        |              |        |         |
|--------------------------------|--------------|--------|--------|--------------|--------------|--------|--------|--------------|--------|---------|
|                                | Q1           | Q2     | Q3     | Up to Dec-24 | Q1           | Q2     | Q3     | Up to Dec-23 | Q4     | 2023-24 |
| <b>1. Inventories</b>          |              |        |        |              |              |        |        |              |        |         |
| a) Raw material – Amount       | 28,410       | 20,120 | 16,044 | 16,044       | 16,905       | 17,024 | 20,083 | 20,083       | 26,464 | 26,464  |
| No. of days                    | 52           | 55     | 50     | 50           | 31           | 31     | 32     | 32           | 38     | 38      |
| b) WIP & FG – Amount           | 90,093       | 85,481 | 85,886 | 85,886       | 89,823       | 84,746 | 93,094 | 93,094       | 83,030 | 83,030  |
| No. of days                    | 79           | 76     | 75     | 75           | 69           | 66     | 71     | 71           | 68     | 68      |
| <b>2. Receivables – Amount</b> | 80,843       | 75,938 | 77,381 | 77,381       | 89,732       | 89,245 | 87,580 | 87,580       | 88,097 | 88,097  |
| No. of days                    | 77           | 74     | 73     | 73           | 66           | 64     | 65     | 65           | 67     | 67      |

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

| Particulars  | F.Y. 2024-25  |               |               |                | F.Y. 2023-24  |               |               |                |               |                |
|--------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|---------------|----------------|
|              | Q1            | Q2            | Q3            | Up to Dec- 24  | Q1            | Q2            | Q3            | Up to Dec-23   | Q4            | 2023-24        |
| i) Mining    | 36,786        | 39,896        | 42,919        | 119,601        | 53,256        | 52,093        | 53,395        | 158,744        | 44,932        | 203,677        |
| ii) Others   | 23,806        | 20,434        | 22,861        | 67,101         | 20,790        | 25,632        | 20,745        | 67,167         | 26,501        | 93,668         |
| <b>Total</b> | <b>60,592</b> | <b>60,330</b> | <b>65,780</b> | <b>186,702</b> | <b>74,046</b> | <b>77,725</b> | <b>74,140</b> | <b>225,911</b> | <b>71,433</b> | <b>297,345</b> |

## 5. CAPEX/PROJECTS IN PIPELINE

- The Present Installed Capacity 4,60,000 TPA.
- Capex incurred till Nine Months FY –2025 : Rs. 129 Crores.
- The company is to establish Grinding Media manufacturing facilities in China and Ghana with capacity of 50,000 MT at each location. This will support the company for effective mitigation of logistics and supply chain constraints, improved market access, better product availability and reduce cost.

## 6. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> January 2025: Rs. 585 Crores.
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(06/02/2025): US\$ 52.20 MIO, AUD 11.30 MIO.