



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q1 FY 2019-20



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1. Financial Snap Shot – Consolidated



(Rs. In lacs)

AIA Engineering Ltd.

Particulars	F.Y. 2019-20	F.Y. 2018-19				F.Y. 2018-19
	Q1	Q1	Q2	Q3	Q4	
Production (MT)	68,055	69,843	72,262	74,619	72,942	289,666
Sales (MT)	63,618	64,211	61,695	59,235	80,033	265,174
1. INCOME						
a) Sales	71,374	69,094	71,527	70,021	86,101	296,743
b) Other operating income (export benefits)	1,955	2,429	2,534	2,623	2,621	10,207
Total income from operations	73,329	71,523	74,061	72,644	88,722	306,950
c) Other non operating income	3,861	2,017	4,820	2,892	2,361	12,089
Total Income	77,190	73,539	78,881	75,536	91,083	319,039
2. EXPENDITURE						
a) Raw material consumed	30,212	33,438	39,062	34,697	36,033	143,230
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(1,539)	(4,785)	(8,293)	(9,351)	1,746	(20,683)
c) Employee benefit expenses	3,205	3,083	3,097	3,226	3,233	12,639
d) Other expenses	24,587	24,229	25,415	27,549	28,581	105,774
3. EBIDTA	20,725	17,575	19,601	19,416	21,489	78,079
4. EBIDTA (Percentage on income from operation excluding excise)	28.26%	24.57%	26.47%	26.73%	24.22%	25.44%
5. Depreciation and amortising expenses	2,362	1,655	1,805	2,159	2,266	7,885
6. Finance cost	143	183	170	203	198	755
7. PBT	18,220	15,737	17,625	17,053	19,025	69,440
8. Tax	4,265	5,255	5,474	4,131	3,436	18,296
9. PAT (after Minority Interest)	14,040	10,505	12,102	12,896	15,580	51,082

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2019-20	F.Y. 2018-19				
	Q1	Q1	Q2	Q3	Q4	2018-19
1. Other Operating Income						
a) Export benefits & others	1,955	2,429	2,534	2,623	2,621	10,207
2. Other income						
a) Dividend / profit on sale of MF / Interest income	505	284	579	211	731	1,805
b) Foreign exchange gain	1,371	172	2,570	417	(190)	2,968
c) Others (including fair value of Investments)	1,985	1,561	1,671	2,265	1,818	7,316
Total of Other Income	3,861	2,017	4,820	2,892	2,361	12,089

3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2019-2020	F.Y. 2018-19				
	Q1	Q1	Q2	Q3	Q4	2018-19
1. Inventories						
a) Raw material – Amount	12,256	10,793	13,079	18,285	8,195	8,195
No. of days	33	27	32	43	21	21
b) WIP & FG – Amount	61,288	43,772	52,065	61,416	59,671	59,671
No. of days	78	58	67	81	64	64
2. Receivables – Amount	65,808	63,495	71,408	54,417	71,027	71,027
No. of days	84	84	92	71	76	76

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2019-20	F.Y. 2018-19				
	Q1	Q1	Q2	Q3	Q4	2018-19
i) Mining	40,649	39,726	40,007	40,084	50,407	170,224
ii) Others	22,969	24,485	21,688	19,151	29,626	94,950
Total	63,618	64,211	61,695	59,235	80,033	265,174

5. Business Update

- a) Company successfully completed its first trial for SAG mill liners for a large Gold Mine in Africa under its collaboration with EEMS, USA.
- b) The company has also firmed up plans for setting up of a dedicated plant for manufacturing the above products. Till the dedicated plant is set up the above products are being manufactured in the existing plants of the company.
- c) Company commissioned its 2nd phase of greenfield capacity at its facility in GIDC Kerala, Gujarat with rated capacity of 50,000 Mt. With this expansion, Company's capacity stands at 390,000 Mt of annual production.

6. CAPEX/PROJECTS IN PIPELINE

1. The Present Installed Capacity 3,90,000 TPA.

2. Kerala GIDC Projects:
Third phase of greenfield capacity of 50,000 Mt is expected to be commissioned by December 2020; taking installed capacity to 4,40,000 TPA.

3. Mining Liner Projects:
The company has planned to set up manufacturing plant of SAG mill liners with capacity of 50,000 Mt with estimated capex of Rs. 250 crore and is expected to be commissioned by December 2020. Post this expansion, total installed capacity will be at 490,000 Mt.

4. Capex incurred till Q-1 FY-2020: Rs. 35 Crores.

7. Key Highlights/Developments

- A. Order book as at 1st July 2019: Rs. 593 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on today i.e. 05/08/19): US\$ 27.50 MIO, ZAR 44.00 MIO & option contracts of US\$ 13.00 MIO during August to November.