



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q1 FY 2024-25



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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	Q1	Q2	Q3	Q4	F.Y. 2023-24
Production (MT)	68,609	73,702	75,042	82,708	64,057	295,509
Sales (MT)	60,592	74,046	77,725	74,140	71,434	297,345
1. INCOME						
a) Sales	100,474	122,029	127,386	114,672	113,096	477,182
b) Other operating income (export benefits)	1,523	1,929	2,094	2,244	1,926	8,194
Total income from operations	101,997	123,959	129,480	116,916	115,022	485,376
c) Other non operating income	8,201	5,951	6,232	8,310	7,646	28,140
Total Income	110,198	129,910	135,712	125,226	122,668	513,516
2. EXPENDITURE						
a) Raw material consumed	46,534	49,244	49,834	55,428	41,188	195,694
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,645)	4,895	4,862	(7,367)	9,182	11,571
c) Employee benefit expenses	4,599	4,063	4,334	4,322	4,421	17,140
d) Other expenses	28,624	31,453	32,240	33,412	30,490	127,595
Share of Profit of Joint Venture	144	-	-	75	76	151
3. EBIDTA	37,232	40,255	44,442	39,507	37,463	161,667
4. EBIDTA (Percentage on income from operation)	36.50%	32.47%	34.32%	33.79%	32.57%	33.31%
5. Depreciation and amortisation expenses	2,536	2,425	2,451	2,699	2,453	10,027
6. Finance cost	638	750	742	708	639	2,838
7. PBT	34,057	37,080	41,250	36,101	34,372	148,802
8. Tax	8,116	9,828	8,841	8,110	8,324	35,103
9. PAT (after Minority Interest)	25,958	27,234	32,308	27,961	26,054	113,557

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2024-25	F.Y. 2023-24				
	Q1	Q1	Q2	Q3	Q4	2023-24
1. Other Operating Income						
a) Export benefits & others	1,523	1,929	2,094	2,244	1,926	8,194
2. Other income						
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	7,296	5,665	6,318	6,570	7,223	25,777
b) Foreign exchange gain	905	286	(86)	1,740	423	2,363
Total of Other Income	8,201	5,951	6,232	8,310	7,646	28,140

3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2024-25	F.Y. 2023-24				
	Q1	Q1	Q2	Q3	Q4	2023-24
1. Inventories						
a) Raw material – Amount	28,410	16,905	17,024	20,083	26,464	26,464
No. of days	52	31	31	32	38	38
b) WIP & FG – Amount	90,093	89,823	84,746	93,094	83,030	83,030
No. of days	79	69	66	71	68	68
2. Receivables – Amount	80,843	89,732	89,245	87,580	88,097	88,097
No. of days	77	66	64	65	67	67

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2024-25	F.Y. 2023-24				
	Q1	Q1	Q2	Q3	Q4	2023-24
i) Mining	36,786	53,256	52,093	53,395	44,932	203,677
ii) Others	23,806	20,790	25,632	20,745	26,501	93,668
Total	60,592	74,046	77,725	74,140	71,433	297,345

5. CAPEX/PROJECTS IN PIPELINE

- The Present Installed Capacity 4,60,000 TPA.
- Capex incurred during Q1 FY-2025 : Rs. 50 Crores.
- The company is happy to announce setting up of a Brownfield expansion project at an approximate capital outlay of Rs. 65 Cr. at its GIDC Kerala plant complex for creating facilities for manufacture of speciality light weight Metal and Rubber Composite Liners as an extension of the existing Liner Plant. This will support metal lining business apart from opening the field of rubber/composite liners used in some mills; and also simultaneously enhances company's ability to improve value addition to its customers in terms of improved efficiency for grinding equipment and reduced down time through innovative design. This project is expected to be commissioned in Q3 FY-2025.



6. Key Highlights/Developments

- A. Order book as at 1st July 2024: Rs. 738 Crores.
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(09/08/2024): US\$ 57.00 MIO, AUD 22.85 MIO.