



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q4 FY 2015-16



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1. Financial Snap Shot – Consolidated

(Rs. In lacs)

Particulars	2015-16				FOR THE YEAR	2014-15				FY
	Q4	Q3	Q2	Q1	2015.16	Q4	Q3	Q2	Q1	2014-15
Production (MT)	46399	50700	48637	43713	189449	51324	50648	51933	46310	200215
Sales (MT)	53502	44238	42876	45228	185844	50626	44211	49100	42719	186656
1. INCOME										
a) Income from operations	58085	48065	47600	51566	205316	58727	49293	55361	47394	210775
b) Other operating income	1112	1242	1022	1148	4524	1754	2138	1879	1818	7589
Total income from operations	59197	49307	48622	52713	209839	60481	51431	57240	49212	218364
c) Other non operating income	2144	699	1197	1873	5913	1702	2330	2006	2283	8321
Total Income	61341	50006	49610	54795	215752	62182	53761	59247	51495	226685
2. EXPENDITURE										
a) Raw material consumed	15174	16905	17780	17399	67258	21093	21354	22966	20650	86063
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	7158	(2258)	(1843)	1182	4239	645	(7003)	(473)	(3072)	(9903)
c) Employee benefit expenses	2532	2650	2494	2544	10220	2757	2401	2323	2330	9811
d) Other expenses	17199	17154	15640	16993	66986	20237	19456	17640	16578	73911
3. EBIDTA	19277	15555	15541	16676	67049	17450	17553	16790	15009	66803
4. EBIDTA (Percentage to total operating income)	32.56%	31.55%	31.96%	31.64%	31.95%	28.85%	34.13%	29.33%	30.50%	30.59%
5. Depreciation and amortising expenses	1809	1509	1688	1693	6699	1804	1811	2177	1183	6975
6. Finance cost	202	76	95	114	487	165	91	108	30	394
7. PBT	17266	13970	13758	14869	59863	15481	15651	14505	13797	59434
8. Tax	3833	4629	4405	4583	17450	4253	4149	3677	4262	16341
9. PAT (after Minority Interest)	13456	9335	9348	10283	42422	11269	11504	10807	9514	43094

2. Break-up of Certain Key Items – Consolidated

(Rs. In lacs)

Particulars	2015-16				FOR THE YEAR	2014-15				FY
	Q4	Q3	Q2	Q1	2015.16	Q4	Q3	Q2	Q1	2014-15
1. Other Operating Income										
a) Export benefits	1112	1242	1022	1148	4524	1754	2138	1879	1818	7589
2. Other income										
a) Dividend / profit on sale of MF / Interest income	722	455	1095	726	2998	839	497	1138	812	3286
b) Foreign exchange gain	1325	203	36	1057	2621	798	1783	915	1351	4847
c) Others	97	41	66	90	294	65	50	(47)	120	188
Total	2144	699	1197	1873	5913	1702	2330	2006	2283	8321

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	2015-16				2014-15			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
1. Inventories								
a) Raw material – Amount	5873	6947	6129	6685	8539	8248	6597	9413
No. of days	33 days	37 days	34 days	39 days	36 days	35days	29 days	32 days
b) WIP & FG – Amount	25930	33228	30882	29194	30410	31190	24260	23712
No. of days	46 days	61 days	56 days	52days	53 days	55 days	42 days	48 days
2. Receivables – Amount	43122	35181	28929	44393	39493	35607	40694	34885
No. of days	77 days	65 days	52 days	78 days	68 days	63days	71 days	67 days

4. Segmental Sales (in MT) – Consolidated

Particulars	2015-16				FOR THE YEAR	2014-15				FY
	Q4	Q3	Q2	Q1	2015.16	Q4	Q3	Q2	Q1	2014-15
i) Mining	28594	24094	24347	23649	100684	25326	24355	33742	22633	106056
ii) Others	24908	20144	18529	21523	85104	25300	19856	16327	19117	80600
Total	53502	44238	42876	45172	185788	50626	44211	50069	41750	186656

5. CAPEX/PROJECTS IN PIPELINE

- a. GIDC Kerala Greenfield Phase-I and Trichy Brownfield expansion effectively commissioned in Q-3 FY 2016. Present Installed Capacity 3,40,000 TPA.
- b. GIDC Kerala, Phase-II Greenfield expected to be commissioned by October, 2017 – estimated capacity addition in Phase-II: 1,00,000 TPA making total installed capacity up to 4,40,000 TPA; by October, 2017 for total Capex of Rs. 350 crores.
- c. Capex incurred during FY 2016 : Rs. 178 crores.
- d. Capex estimated to be incurred in FY 2016-17: Rs.150 crores.

6. Strategy

- a. The opportunity landscape over medium to long term horizon remaining unchanged with the total addressable annual mining replacement market estimated at around 3 million TPA coupled with a very low penetration of high chrome consumable wear parts in mining. Bulk of future growth is expected to come from outside India and that too mainly in mining segment.
- b. Apart from significant cost reduction due to much lower wear rates, high chrome solutions also bring about benefits like improved process efficiencies, reduction in other consumables (other than high chrome consumables), improved environmental benefits, etc. which are other key growth drivers.
- c. Targeted incremental volume growth over next 3 year horizon around 1,20,000 MT

6. Key Highlights/Developments

- a) FY 2016 sales volumes remained flat primarily attributable to certain strategic and conscious decisions viz. restricting sales to Ukraine; reduction in SA market volume owing to currency uncertainties; and volume reduction owing to closure of one particular iron ore mine in Brazil.
- b) Developmental activities of new mines in several key locations in full swing.
- c) Order book as at 1st April 2016: Rs. 534 crores
- d) Outstanding foreign currency forward contracts (sales contracts) as of 31st March-2016: US \$ 26.25 MIO, EURO 4.75 MIO.

6. Key Highlights/Developments contd....

- e) Cement sector outlook continues to remain flat with no near term signs of recovery visible either in India or outside India.
- f) The supplies of high chrome mill internals to Indian thermal power plants, although flat as of now, are expected to pick up from this fiscal, but the growth rate will be pegged to the growth rate achieved by thermal power segment in India.
- g) For the time being, AIA has a limited presence in China limited to the VSMS high chrome mill internal parts.