



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q4 FY 2020-21**

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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. 2020-21					F.Y. 2019-20				
	Q1	Q2	Q3	Q4	F.Y. 2020-21	Q1	Q2	Q3	Q4	F.Y. 2019-20
Production (MT)	49,922	76,936	73,680	62,431	262,969	68,055	59,078	67,228	76,913	271,274
Sales (MT)	53,177	68,575	65,173	79,377	266,302	63,618	61,220	60,263	82,128	267,229
<b>1. INCOME</b>										
a) Sales	56,142	71,989	68,714	85,033	281,878	71,195	67,433	66,946	82,853	288,427
b) Other operating income (export benefits)	1,893	2,243	1,151	984	6,271	2,131	2,226	2,463	2,841	9,661
<b>Total income from operations</b>	<b>58,035</b>	<b>74,232</b>	<b>69,865</b>	<b>86,017</b>	<b>288,149</b>	<b>73,326</b>	<b>69,659</b>	<b>69,409</b>	<b>85,694</b>	<b>298,088</b>
c) Other non operating income	7,476	2,477	4,943	2,324	17,220	3,864	2,808	4,598	2,921	14,191
<b>Total Income</b>	<b>65,510</b>	<b>76,709</b>	<b>74,808</b>	<b>88,341</b>	<b>305,369</b>	<b>77,190</b>	<b>72,467</b>	<b>74,007</b>	<b>88,615</b>	<b>312,279</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	20,848	30,965	31,291	30,401	113,505	31,717	26,087	28,187	30,351	116,342
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	2,768	(4,534)	(7,455)	9,977	755	(1,695)	2,982	(3,585)	8,055	5,757
c) Employee benefit expenses	3,316	3,337	3,443	3,255	13,350	3,205	3,430	3,367	3,436	13,439
d) Other expenses	18,755	25,436	25,361	25,462	95,014	23,238	21,754	24,154	25,376	94,522
<b>3. EBIDTA</b>	<b>19,823</b>	<b>21,505</b>	<b>22,169</b>	<b>19,247</b>	<b>82,744</b>	<b>20,725</b>	<b>18,214</b>	<b>21,884</b>	<b>21,397</b>	<b>82,219</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>34.16%</b>	<b>28.97%</b>	<b>31.73%</b>	<b>22.38%</b>	<b>28.72%</b>	<b>28.26%</b>	<b>26.15%</b>	<b>31.53%</b>	<b>24.97%</b>	<b>27.58%</b>
<b>5. Depreciation and amortising expenses</b>	2,511	2,332	2,304	2,204	9,350	2,362	2,221	2,519	2,685	9,788
<b>6. Finance cost</b>	141	125	95	69	429	142	153	127	137	559
<b>7. Exceptional items</b>	-	369	(-369)	-	-	-	-	-	-	-
<b>8. PBT</b>	<b>17,172</b>	<b>18,679</b>	<b>20,139</b>	<b>16,975</b>	<b>72,965</b>	<b>18,220</b>	<b>15,840</b>	<b>19,238</b>	<b>18,575</b>	<b>71,872</b>
<b>9. Tax</b>	4,239	4,334	4,159	3,662	16,394	4,265	641	3,602	4,332	12,840
<b>10. PAT (after Minority Interest)</b>	<b>12,927</b>	<b>14,397</b>	<b>15,912</b>	<b>13,377</b>	<b>56,612</b>	<b>14,040</b>	<b>15,224</b>	<b>15,609</b>	<b>14,164</b>	<b>59,036</b>

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



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2020-21					F.Y. 2019-20				
	Q1	Q2	Q3	Q4	2020-21	Q1	Q2	Q3	Q4	2019-20
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,893	2,243	1,151	984	6,271	2,131	2,226	2,463	2,841	9,661
<b>2. Other income</b>										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	3,675	2,027	2,258	2,109	10,070	2,489	2,260	2,531	3,212	10,492
b) Foreign exchange gain	3,801	450	2,685	215	7,150	1,375	548	2,067	(291)	3,699
<b>Total of Other Income</b>	<b>7,476</b>	<b>2,477</b>	<b>4,943</b>	<b>2,324</b>	<b>17,220</b>	<b>3,864</b>	<b>2,808</b>	<b>4,598</b>	<b>2,921</b>	<b>14,191</b>

### 3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2020-21					F.Y. 2019-20				
	Q1	Q2	Q3	Q4	2020-21	Q1	Q2	Q3	Q4	2019-20
<b>1. Inventories</b>										
a) Raw material – Amount	15,010	10,864	14,491	8,213	8,213	14,222	13,145	10,799	11,481	11,481
No. of days	57	39	46	30	30	37	40	35	36	36
b) WIP & FG – Amount	55,686	59,667	68,364	58,146	58,146	61,288	59,116	63,176	57,182	57,182
No. of days	92	83	87	75	75	77	78	82	74	74
<b>2. Receivables – Amount</b>	48,584	50,183	51,944	63,748	63,748	65,808	54,324	53,557	65,083	65,083
No. of days	92	82	81	83	83	87	83	83	86	86

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

Particulars	F.Y. 2020-21					F.Y. 2019-20				
	Q1	Q2	Q3	Q4	2020-21	Q1	Q2	Q3	Q4	2019-20
i) Mining	41,055	46,750	43,397	49,642	<b>180,844</b>	40,649	40,358	41,162	55,105	<b>177,274</b>
ii) Others	12,122	21,825	21,776	29,735	<b>85,458</b>	22,969	20,862	19,101	27,023	<b>89,955</b>
<b>Total</b>	<b>53,177</b>	<b>68,575</b>	<b>65,173</b>	<b>79,377</b>	<b>266,302</b>	<b>63,618</b>	<b>61,220</b>	<b>60,263</b>	<b>82,128</b>	<b>267,229</b>



## 5. Business Update

- a) Company's business continues to face uncertainty in terms of outlook on account of the continued impact of Covid in most parts of the world. Our marketing efforts continue to be hampered by restricted ability of our sales team to travel.
- b) As the economy settles and adjusts to the New Normal, we expect mining and cement industries to pick up the activity and in turn drive requirements for our products.
- c) Canada: Interim duty of 32.2% got applied for imports of grinding media from India. Final adjudication on this is expected by August 2021. Company is fully co-operating with authorities in their investigation.

## 5. Business Update

d) Sharp increase in raw materials: In line with sharp run-up in commodity prices generally, we have seen our input costs go up significantly which is reflected in our Cost of Goods sold for the quarter. Company will make efforts to pass-through these costs over next few quarters.

e) Capex: Company did capex of INR 118 crs in FY20-21, mostly towards the Mill Lining project. For FY 21-22, Company estimates capex of INR 210 cr which includes balance spend for the Mill Lining project and 5.4 MW of wind power in addition to general capex.

f) Dividend: Company announced dividend of 450% or INR 9 per share for total outflow of INR 84 crs.



## 6. CAPEX/PROJECTS IN PIPELINE

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

2. Mining Liner Projects:

The company is in midst of setting up a manufacturing plant of Mill Liners with a capacity of 50,000 Mt with an estimated capex of Rs. 250 Crore and it is expected to be commissioned in H2 2021.

Post this expansion, total installed capacity will be 4,40,000 TPA.

3. Kerala GIDC Projects:

The company has paused its last phase of Grinding Media expansion of 50,000 Mt at this time.

## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> April 2021: Rs. 632 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 21/05/2021): US\$ 102.00 MIO, ZAR 47.00 MIO, AUD 12.45 MIO.