



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q4 FY 2021-22



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1. Financial Snap Shot – Consolidated

(Rs. In lacs)



AIA Engineering Ltd.

Particulars	F.Y. 2021-22					F.Y. 2020-21				
	Q1	Q2	Q3	Q4	F.Y. 2021-22	Q1	Q2	Q3	Q4	F.Y. 2020-21
Production (MT)	64,893	67,542	75,764	70,391	278,590	49,922	76,936	73,680	62,431	262,969
Sales (MT)	60,318	69,064	58,111	72,976	260,469	53,177	68,575	65,173	79,377	266,302
1. INCOME										
a) Sales	73,032	87,111	83,304	107,999	351,447	56,142	71,989	68,714	85,033	281,878
b) Other operating income (export benefits)	962	1,406	1,506	1,334	5,208	1,893	2,244	1,151	984	6,271
Total income from operations	73,994	88,517	84,810	109,334	356,655	58,035	74,232	69,865	86,017	288,149
c) Other non operating income	3,952	3,572	4,230	3,875	15,629	7,476	2,477	4,943	2,324	17,220
Total Income	77,946	92,090	89,040	113,208	372,284	65,510	76,709	74,808	88,341	305,369
2. EXPENDITURE										
a) Raw material consumed	35,786	42,895	53,697	51,859	184,237	20,848	30,965	31,291	30,401	113,505
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(7,508)	(3,497)	(21,624)	(4,498)	(37,128)	2,768	(4,534)	(7,455)	9,977	755
c) Employee benefit expenses	3,385	3,424	3,548	3,580	13,937	3,316	3,337	3,443	3,255	13,350
d) Other expenses	25,142	29,503	33,069	35,801	123,514	18,755	25,436	25,361	25,462	95,014
3. EBIDTA	21,142	19,765	20,349	26,467	87,724	19,823	21,505	22,169	19,247	82,744
4. EBIDTA (Percentage on income from operation)	28.57%	22.33%	23.99%	24.20%	24.59%	34.16%	28.97%	31.73%	22.38%	28.72%
5. Depreciation and amortising expenses	2,417	2,175	2,491	2,129	9,212	2,511	2,332	2,304	2,204	9,350
6. Finance cost	74	81	252	(21)	385	141	125	95	69	429
7. Exceptional items	-	-	-	-	-	-	369	(369)	-	-
8. PBT	18,651	17,509	17,607	24,360	78,127	17,172	18,679	20,139	16,975	72,965
9. Tax	3,742	3,710	3,756	4,958	16,165	4,239	4,334	4,159	3,662	16,394
10. PAT (after Minority Interest)	14,933	13,759	13,816	19,460	61,968	12,927	14,397	15,912	13,377	56,612

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2021-22					F.Y. 2020-21				
	Q1	Q2	Q3	Q4	2021-22	Q1	Q2	Q3	Q4	2020-21
1. Other Operating Income										
a) Export benefits & others	962	1,406	1,506	1,334	5,208	1,893	2,244	1,151	984	6,271
2. Other income										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/ot hers	2,272	2,857	2,884	1,724	9,736	3,675	2,027	2,258	2,109	10,070
b) Foreign exchange gain	1,680	715	1,346	2,151	5,893	3,801	450	2,685	215	7,150
Total of Other Income	3,952	3,572	4,230	3,875	15,629	7,476	2,477	4,943	2,324	17,220

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2021-22					F.Y. 2020-21				
	Q1	Q2	Q3	Q4	2021-22	Q1	Q2	Q3	Q4	2020-21
1. Inventories										
a) Raw material – Amount	11,913	15,272	15,164	18,084	18,084	15,010	10,864	14,491	8,213	8,213
No. of days	23	25	23	25	25	57	39	46	30	30
b) WIP & FG – Amount	66,184	69,023	90,440	94,931	94,931	55,686	59,667	68,364	58,146	58,146
No. of days	78	72	84	79	79	92	83	87	75	75
2. Receivables – Amount	61,296	64,336	66,037	80,556	80,556	48,584	50,183	51,944	64,097	64,097
No. of days	78	73	73	75	75	92	82	81	84	84

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2021-22					F.Y. 2020-21				
	Q1	Q2	Q3	Q4	2021-22	Q1	Q2	Q3	Q4	2020-21
i) Mining	36,967	48,333	41,147	44,395	170,842	41,055	46,750	43,397	49,642	180,844
ii) Others	23,351	20,731	16,964	28,581	89,627	12,122	21,825	21,776	29,735	85,458
Total	60,318	69,064	58,111	72,976	260,469	53,177	68,575	65,173	79,377	266,302

5. Business Update

- a) Company's business continues to face uncertainty in terms of outlook on account of the impact of Covid in some countries of the world like China and Ukraine Crisis. 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) Sharp increase in Raw Materials & Freight Charges :- In line with sharp run-up in commodity prices generally, we have seen our input costs & freight 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.
- d) Capex: For F.Y. 2022-2023, Company estimates capex of INR 300 Cr which includes Mill Lining Project, Grinding Media Expansion Project and Hybrid Power Project of 6.30 MW wind power and 5.67 MW of solar power in addition to general capex.

6. CAPEX/PROJECTS IN PIPELINE

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

2. Mining Liner Projects:

The company has nearly completed setting up a manufacturing plant of Mill Liners with a capacity of 50,000 Mt and it is expected to be commissioned in June 2022.

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

3. Kerala GIDC Projects:

The company has decided to go ahead with its brownfield capacity expansion of grinding media. It plans to add 80,000 Mt of capacity at an estimated capex of Rs. 200 Crores and commissioning by end of F.Y.2024.

4. Capex incurred during FY-2022 : Rs. 131 Crores

7. Key Highlights/Developments

- A. Order book as at 1st April 2022: Rs. 502 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 24/05/2022): US\$ 41.80 MIO, AUD 17.35 MIO.