



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q2 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	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	F.Y. 2019-20
Production (MT)	49,922	76,936	126,858	68,055	59,078	127,133	67,228	76,913	271,274
Sales (MT)	53,177	68,575	121,752	63,618	61,220	124,838	60,263	82,128	267,229
<b>1. INCOME</b>									
a) Sales	56,142	71,989	128,131	71,374	67,635	139,009	67,091	83,032	289,132
b) Other operating income (export benefits)	1,893	2,243	4,136	1,952	2,024	3,976	2,318	2,662	8,956
<b>Total income from operations</b>	<b>58,035</b>	<b>74,232</b>	<b>132,267</b>	<b>73,326</b>	<b>69,659</b>	<b>142,985</b>	<b>69,409</b>	<b>85,694</b>	<b>298,088</b>
c) Other non operating income	7,476	2,477	9,953	3,864	2,808	6,672	4,598	2,921	14,191
<b>Total Income</b>	<b>65,510</b>	<b>76,709</b>	<b>142,220</b>	<b>77,190</b>	<b>72,467</b>	<b>149,657</b>	<b>74,007</b>	<b>88,615</b>	<b>312,279</b>
<b>2. EXPENDITURE</b>									
a) Raw material consumed	20,017	29,639	49,656	30,368	24,820	55,188	26,903	29,498	111,590
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	2,768	(4,534)	(1,766)	(1,695)	2,982	1,287	(3,585)	8,055	5,757
c) Employee benefit expenses	3,316	3,337	6,653	3,205	3,430	6,635	3,367	3,436	13,439
d) Other expenses	19,586	26,762	46,348	24,587	23,021	47,608	25,438	26,229	99,274
<b>3. EBIDTA</b>	<b>19,823</b>	<b>21,505</b>	<b>41,329</b>	<b>20,725</b>	<b>18,214</b>	<b>38,939</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>31.25%</b>	<b>28.26%</b>	<b>26.15%</b>	<b>27.23%</b>	<b>31.53%</b>	<b>24.97%</b>	<b>27.58%</b>
<b>5. Depreciation and amortising expenses</b>	2,511	2,332	4,843	2,362	2,221	4,583	2,519	2,685	9,788
<b>6. Finance cost</b>	141	125	266	142	153	295	127	137	559
<b>7. Exceptional items</b>	-	369	369	-	-	-	-	-	-
<b>8. PBT</b>	<b>17,172</b>	<b>18,679</b>	<b>35,851</b>	<b>18,220</b>	<b>15,840</b>	<b>34,060</b>	<b>19,238</b>	<b>18,575</b>	<b>71,872</b>
<b>9. Tax</b>	4,239	4,334	8,573	4,265	641	4,906	3,602	4,332	12,840
<b>10. PAT (after Minority Interest)</b>	<b>12,927</b>	<b>14,397</b>	<b>27,323</b>	<b>14,040</b>	<b>15,224</b>	<b>29,264</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	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2019-20
<b>1. Other Operating Income</b>									
a) Export benefits & others	1,893	2,243	4,136	1,952	2,024	3,976	2,318	2,662	8,956
<b>2. Other income</b>									
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	3,675	2,027	5,702	2,489	2,260	4,749	2,531	3,212	10,492
b) Foreign exchange gain	3,801	450	4,251	1,375	548	1,923	2,067	(291)	3,699
<b>Total of Other Income</b>	<b>7,476</b>	<b>2,477</b>	<b>9,953</b>	<b>3,864</b>	<b>2,808</b>	<b>6,672</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	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2019-20
<b>1. Inventories</b>									
a) <b>Raw material</b> – Amount	13,436	9,415	9,415	12,256	11,246	11,246	8,995	9,561	9,561
No. of days	51	35	35	33	35	35	30	31	31
b) <b>WIP &amp; FG</b> – Amount	55,686	59,667	59,667	61,288	59,116	59,116	63,176	57,182	57,182
No. of days	92	83	83	77	78	78	82	74	74
<b>2. Receivables</b> – Amount	48,584	50,183	50,183	65,808	54,324	54,324	53,557	65,083	65,083
No. of days	92	82	82	87	83	83	83	86	86

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

Particulars	F.Y. 2020-21			F.Y. 2019-20					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2019-20
i) Mining	41,055	46,750	87,805	40,649	40,358	81,007	41,162	55,105	177,274
ii) Others	12,122	21,825	33,947	22,969	20,862	43,831	19,101	27,023	89,955
<b>Total</b>	<b>53,177</b>	<b>68,575</b>	<b>121,752</b>	<b>63,618</b>	<b>61,220</b>	<b>124,838</b>	<b>60,263</b>	<b>82,128</b>	<b>267,229</b>

## 5. Business Update

- a) Company faced plant closures for a brief period when the country was placed under Government-mandated lockdown. Our plants were started in a staggered manner from mid of April 2020 and, now running at pre-Covid utilization levels.
- b) 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.
- c) 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.

## 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 by March 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 which is now expected to taken up in F.Y. 2021-2022.
  
4. Capex incurred till Half Year: Rs. 65 Crores.



## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> October 2020: Rs. 545 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 31/10/2020): US\$ 28.75 MIO, ZAR 48.00 MIO, EURO 1.50 MIO, AUD 0.40 MIO.