



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q4 FY 2019-20



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1. Financial Snap Shot – Consolidated



(Rs. In lacs)

AIA Engineering Ltd.

Particulars	F.Y. 2019-20					F.Y. 2018-19				
	Q1	Q2	Q3	Q4	F.Y. 2019-20	Q1	Q2	Q3	Q4	F.Y. 2018-19
Production (MT)	68,055	59,078	67,228	76,913	271,274	69,843	72,262	74,619	72,942	289,666
Sales (MT)	63,618	61,220	60,263	82,128	267,229	64,211	61,695	59,235	80,033	265,174
1. INCOME										
a) Sales	71,374	67,635	67,091	83,032	289,132	69,094	71,528	70,021	86,265	296,908
b) Other operating income (export benefits)	1,952	2,024	2,318	2,662	8,956	2,457	2,505	2,546	2,534	10,042
Total income from operations	73,326	69,659	69,409	85,694	298,088	71,551	74,033	72,567	88,799	306,950
c) Other non operating income	3,864	2,808	4,598	2,921	14,191	1,988	4,848	2,969	2,287	12,092
Total Income	77,190	72,467	74,007	88,615	312,279	73,539	78,881	75,536	91,086	319,042
2. EXPENDITURE										
a) Raw material consumed	30,368	24,820	26,903	29,498	111,590	33,437	35,438	36,615	36,300	141,790
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(1,695)	2,982	(3,585)	8,055	5,757	(4,785)	(4,669)	(11,270)	1,459	(19,265)
c) Employee benefit expenses	3,205	3,430	3,367	3,436	13,439	3,083	3,097	3,226	3,233	12,639
d) Other expenses	24,587	23,021	25,438	26,229	99,274	24,229	25,415	27,549	28,606	105,799
3. EBIDTA	20,725	18,214	21,884	21,397	82,219	17,575	19,600	19,416	21,488	78,079
4. EBIDTA (Percentage on income from operation)	28.26%	26.15%	31.53%	24.97%	27.58%	24.57%	26.47%	26.73%	24.27%	25.44%
5. Depreciation and amortising expenses	2,362	2,221	2,519	2,685	9,788	1,655	1,805	2,159	2,265	7,884
6. Finance cost	142	153	127	137	559	183	170	203	198	754
7. PBT	18,220	15,840	19,238	18,575	71,872	15,737	17,625	17,053	19,025	69,440
8. Tax	4,265	641	3,602	4,332	12,840	5,255	5,474	4,131	3,436	18,296
9. PAT (after Minority Interest)	14,040	15,224	15,609	14,164	59,036	10,504	12,102	12,896	15,581	51,083

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2019-20					F.Y. 2018-19				
	Q1	Q2	Q3	Q4	2019-20	Q1	Q2	Q3	Q4	2018-19
1. Other Operating Income										
a) Export benefits & others	1,952	2,024	2,318	2,662	8,956	2,457	2,505	2,546	2,534	10,042
2. Other income										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments	2,489	2,260	2,531	3,212	10,492	1,816	2,278	2,477	2,714	9,285
b) Foreign exchange gain	1,375	548	2,067	(291)	3,699	172	2,570	492	(427)	2,807
Total of Other Income	3,864	2,808	4,598	2,921	14,191	1,988	4,848	2,969	2,287	12,092

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2019-20					F.Y. 2018-19				
	Q1	Q2	Q3	Q4	2019-20	Q1	Q2	Q3	Q4	2018-19
1. Inventories										
a) Raw material – Amount	12,256	11,246	8,995	9,561	9,561	10,793	13,079	18,285	8,195	8,195
No. of days	33	35	30	31	31	27	32	43	21	21
b) WIP & FG – Amount	61,288	59,116	63,176	57,182	57,182	43,772	52,065	61,416	59,671	59,671
No. of days	77	78	82	74	74	55	59	65	61	61
2. Receivables – Amount	65,808	54,324	53,557	65,083	65,083	63,495	71,408	54,417	71,027	71,027
No. of days	87	83	83	86	86	82	85	74	75	75

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2019-20					F.Y. 2018-19				
	Q1	Q2	Q3	Q4	2019-20	Q1	Q2	Q3	Q4	2018-19
i) Mining	40,649	40,358	41,162	55,105	177,274	39,726	40,007	40,084	50,407	170,224
ii) Others	22,969	20,862	19,101	27,023	89,955	24,485	21,688	19,151	29,626	94,950
Total	63,618	61,220	60,263	82,128	267,229	64,211	61,695	59,235	80,033	265,174

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 70% to 80% of Pre-Covid utilization.
- 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 Q-4 FY 2020 (YTD): Rs. 124 Crores.



7. Key Highlights/Developments

- A. Order book as at 1st April 2020: Rs. 603 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 16/06/2020): US\$ 42.70 MIO, ZAR 13.00 MIO.