



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q2 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					F.Y. 2018-19
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	
Production (MT)	68,055	59,078	127,133	69,843	72,262	142,105	74,619	72,942	289,666
Sales (MT)	63,618	61,220	124,838	64,211	61,695	125,906	59,235	80,033	265,174
1. INCOME									
a) Sales	71,374	67,635	139,009	69,094	71,527	140,622	70,021	86,101	296,743
b) Other operating income (export benefits)	1,952	2,024	3,977	2,404	2,505	4,909	2,599	2,534	10,042
Total income from operations	73,326	69,659	142,986	71,498	74,033	145,531	72,620	88,635	306,785
c) Other non operating income	3,864	2,808	6,672	2,041	4,848	6,889	2,916	2,448	12,254
Total Income	77,190	72,467	149,657	73,539	78,881	152,420	75,536	91,083	319,039
2. EXPENDITURE									
a) Raw material consumed	30,368	24,820	55,187	33,438	35,438	68,875	36,616	36,321	141,812
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(1,695)	2,982	1,287	(4,785)	(4,669)	(9,454)	(11,270)	1,458	(19,265)
c) Employee benefit expenses	3,205	3,430	6,635	3,083	3,097	6,180	3,226	3,233	12,639
d) Other expenses	24,587	23,022	47,608	24,229	25,415	49,644	27,549	28,581	105,774
3. EBIDTA	20,725	18,214	38,939	17,575	19,601	37,175	19,416	21,489	78,079
4. EBIDTA (Percentage on income from operation)	28.26%	26.15%	27.23%	24.57%	26.47%	25.53%	26.73%	24.22%	25.44%
5. Depreciation and amortising expenses	2,362	2,221	4,584	1,655	1,805	3,460	2,159	2,266	7,885
6. Finance cost	143	152	295	183	170	354	203	198	755
7. PBT	18,220	15,840	34,060	15,737	17,625	33,362	17,053	19,025	69,440
8. Tax	4,265	641	4,906	5,255	5,474	10,730	4,131	3,436	18,296
9. PAT (after Minority Interest)	14,040	15,224	29,264	10,505	12,102	22,606	12,896	15,580	51,082

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	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2018-19
1. Other Operating Income									
a) Export benefits & others	1,952	2,024	3,977	2,404	2,505	4,909	2,599	2,534	10,042
2. Other income									
a) Dividend / profit on sale of MF / Interest income	505	445	950	284	579	863	211	731	1,805
b) Foreign exchange gain	1,371	551	1,922	172	2,570	2,742	417	(190)	2,968
c) Others (including fair value of Investments)	1,988	1,811	3,799	1,585	1,699	3,284	2,289	1,907	7,480
Total of Other Income	3,864	2,808	6,672	2,041	4,848	6,889	2,916	2,448	12,254

3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2019-20			F.Y. 2018-19					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2018-19
1. Inventories									
a) Raw material – Amount	12,256	11,246	11,246	10,793	13,079	13,079	18,285	8,195	8,195
No. of days	33	35	35	27	32	32	43	21	21
b) WIP & FG – Amount	61,288	59,116	59,116	43,772	52,065	52,065	61,416	59,671	59,671
No. of days	77	78	78	55	59	59	65	61	61
2. Receivables – Amount	65,808	54,324	54,324	63,495	71,408	71,408	54,417	71,027	71,027
No. of days	87	82	82	82	85	85	74	81	81

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2019-20			F.Y. 2018-19					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2018-19
i) Mining	40,649	40,358	81,007	39,726	40,007	79,733	40,084	50,407	170,224
ii) Others	22,969	20,862	43,831	24,485	21,688	46,173	19,151	29,626	94,950
Total	63,618	61,220	124,838	64,211	61,695	125,906	59,235	80,033	265,174

5. Business Update

- a) Company successfully completed its first trial for SAG mill liners for a large Gold Mine in Africa under its collaboration with EEMS, USA.
- b) The company is setting up a dedicated plant for manufacturing the above products. Till the dedicated plant is set up the above products are being manufactured in the existing plants of the company.
- c) Company commissioned its 2nd phase of greenfield capacity at its facility in GIDC Kerala, Gujarat with rated capacity of 50,000 Mt. With this expansion, Company's capacity stands at 390,000 Mt of annual production.

6. CAPEX/PROJECTS IN PIPELINE

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

2. Kerala GIDC Projects:
Third phase of greenfield capacity of 50,000 Mt is expected to be commissioned by December 2020; taking installed capacity to 4,40,000 TPA.

3. Mining Liner Projects:
The company has planned to set up manufacturing plant of SAG mill liners with capacity of 50,000 Mt with estimated capex of Rs. 250 crore and is expected to be commissioned by December 2020. Post this expansion, total installed capacity will be at 490,000 Mt.

4. Capex incurred till Half Year: Rs. 68 Crores.

7. Key Highlights/Developments

- A. Order book as at 1st October 2019: Rs. 732 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on today i.e. 31/10/19): US\$ 49.75 MIO, ZAR 7.00 MIO & option contracts of US\$ 1.00 MIO during month of November.