



**AIA Engineering Limited**

August 11, 2020

To,  
The Manager (Listing),  
**The BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**Script Code: 532683**

To,  
The Manager (Listing),  
**National Stock Exchange of India Limited**  
“Exchange Plaza”, C-1, Block – G,  
Bandra-Kurla Complex, Bandra (E)  
Mumbai – 400 051  
**Script Code: AIAENG**

Dear Sir/Madam,

**Sub: Presentation on the Unaudited Financial Results for the quarter ended June 30, 2020**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 2020 to be made to Investor/Analyst.

The aforesaid presentation is also being hosted on the website of the Company, [www.aiaengineering.com](http://www.aiaengineering.com) in accordance with the Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the same on record.

Thanking you.

Yours faithfully,  
**For AIA Engineering Limited**

**S. N. Jetheliya**  
**Company Secretary**  
Encl: As above



  
**CIN : L29259GJ1991PLC015182**

**An ISO 9001 Certified Company**

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AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q1 FY 2020-21**



# Disclaimer/Safe Harbor

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This presentation may contain certain forward-looking statements relating to AIA Engineering Ltd. (“AIA”, or “Company” or “AIAE”) and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ materially from the statements made in this presentation. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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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            | Q1            | Q2            | Q3            | Q4            | F.Y. 2019-20   |
| Production (MT)   | 49,922        | 68,055        | 59,078        | 67,228        | 76,913        | 271,274        |
| Sales (MT)  | 53,177        | 63,618        | 61,220        | 60,263        | 82,128        | 267,229        |
| <b>1. INCOME</b>  |               |               |               |               |               |                |
| a) Sales  | 56,142        | 71,374        | 67,635        | 67,091        | 83,032        | 289,132        |
| b) Other operating income (export benefits)                           | 1,893         | 1,952         | 2,024         | 2,318         | 2,662         | 8,956          |
| <b>Total income from operations</b>                                   | <b>58,035</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         | 3,864         | 2,808         | 4,598         | 2,921         | 14,191         |
| <b>Total Income</b>   | <b>65,510</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  | 20,017        | 30,368        | 24,820        | 26,903        | 29,498        | 111,590        |
| b) Change in inventories of Finished goods, W.I.P. and stock-in-trade | 2,768         | (1,695)       | 2,982         | (3,585)       | 8,055         | 5,757          |
| c) Employee benefit expenses  | 3,316         | 3,205         | 3,430         | 3,367         | 3,436         | 13,439         |
| d) Other expenses   | 19,586        | 24,587        | 23,021        | 25,438        | 26,229        | 99,274         |
| <b>3. EBIDTA</b>  | <b>19,824</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>28.26%</b> | <b>26.15%</b> | <b>31.53%</b> | <b>24.97%</b> | <b>27.58%</b>  |
| <b>5. Depreciation and amortising expenses</b>                        | <b>2,511</b>  | <b>2,362</b>  | <b>2,221</b>  | <b>2,519</b>  | <b>2,685</b>  | <b>9,788</b>   |
| <b>6. Finance cost</b>  | <b>141</b>    | <b>142</b>    | <b>153</b>    | <b>127</b>    | <b>137</b>    | <b>559</b>     |
| <b>7. PBT</b>   | <b>17,172</b> | <b>18,220</b> | <b>15,840</b> | <b>19,238</b> | <b>18,575</b> | <b>71,872</b>  |
| <b>8. Tax</b>   | <b>4,239</b>  | <b>4,265</b>  | <b>641</b>    | <b>3,602</b>  | <b>4,332</b>  | <b>12,840</b>  |
| <b>9. PAT (after Minority Interest)</b>                               | <b>12,927</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           | 2019-20       |
| <b>1. Other Operating Income</b>   |              |              |              |              |              |               |
| a) Export benefits & others  | 1,893        | 1,952        | 2,024        | 2,318        | 2,662        | 8,956         |
|  |              |              |              |              |              |               |
| <b>2. Other income</b>   |              |              |              |              |              |               |
| a) Dividend / profit on sale of MF / Interest income / Fair value of investments | 3,675        | 2,489        | 2,260        | 2,531        | 3,212        | 10,492        |
| b) Foreign exchange gain   | 3,801        | 1,375        | 548          | 2,067        | (291)        | 3,699         |
| <b>Total of Other Income</b>   | <b>7,476</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           | Q1           | Q2     | Q3     | Q4     | 2019-20 |
| <b>1. Inventories</b>          |              |              |        |        |        |         |
| a) Raw material – Amount       | 13,436       | 12,256       | 11,246 | 8,995  | 9,561  | 9,561   |
| No. of days                    | 51           | 33           | 35     | 30     | 31     | 31      |
| b) WIP & FG – Amount           | 55,686       | 61,288       | 59,116 | 63,176 | 57,182 | 57,182  |
| No. of days                    | 92           | 77           | 78     | 82     | 74     | 74      |
| <b>2. Receivables – Amount</b> | 48,584       | 65,808       | 54,324 | 53,557 | 65,083 | 65,083  |
| No. of days                    | 92           | 87           | 83     | 83     | 86     | 86      |

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

| Particulars  | F.Y. 2020-21  | F.Y. 2019-20  |               |               |               |                |
|--------------|---------------|---------------|---------------|---------------|---------------|----------------|
|              | Q1            | Q1            | Q2            | Q3            | Q4            | 2019-20        |
| i) Mining    | 41,055        | 40,649        | 40,358        | 41,162        | 55,105        | 177,274        |
| ii) Others   | 12,122        | 22,969        | 20,862        | 19,101        | 27,023        | 89,955         |
| <b>Total</b> | <b>53,177</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 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-1 FY 2021: Rs. 33 Crores.



## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> July 2020: Rs. 742 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 31/07/2020): US\$ 23.50 MIO, ZAR 6.00 MIO, AUD 1.20 MIO.