



## AIA Engineering Limited

June 1, 2019

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: Advance intimation of Schedule of Analyst/Institutional Investors Meet under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

We wish to inform you that pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Schedule of the proposed Analyst or Investors Meet is as under:

Date	Particulars	Venue	Type of Meeting
5 <sup>th</sup> June, 2019 & 6 <sup>th</sup> June, 2019	Investors' Conference organised by Edelweiss Securities Limited (Edelweiss India Conference 2019)	New York	Investors' Meeting
7 <sup>th</sup> June, 2019		London	

**NOTE:** Dates are subject to changes. Changes may happen due to exigencies on the part of Organizer/Investor/Company.

We would further like to inform that Presentation to be made at the Meeting is already available on the website of the Company.

The information is issued to the members of the Stock Exchanges and in the interest of the public at large.

Thanking you.

Yours faithfully,  
**For AIA Engineering Limited**

  
**S. N. Jetheliya**  
Company Secretary



**CIN : L29259GJ1991PLC015182**

**An ISO 9001 Certified Company**

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AIA Engineering Limited

# Company Presentation

*JUNE 2019*



# Disclaimer/Safe Harbor

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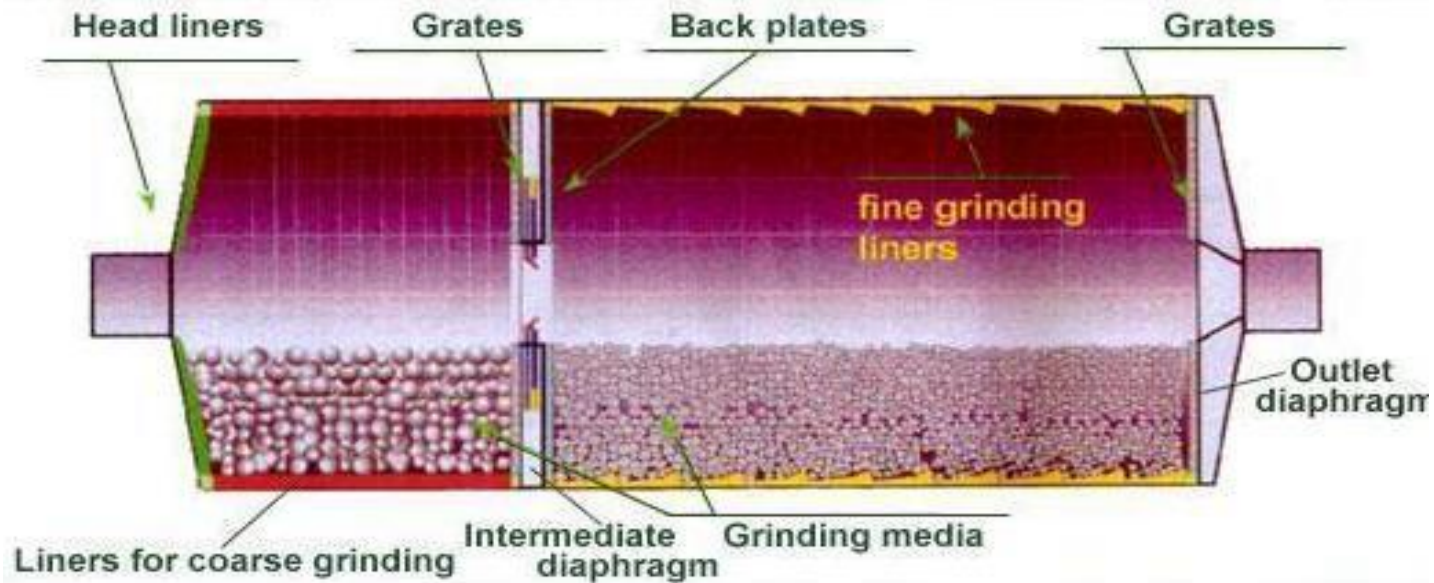
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High Chromium wear resistant parts for grinding & crushing equipment

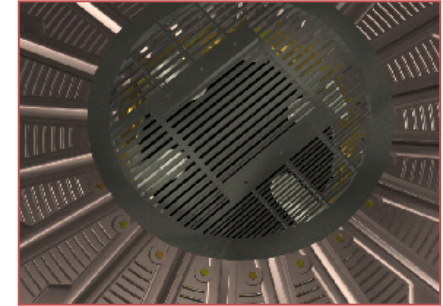
## Grinding Media



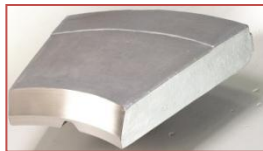
## Liners



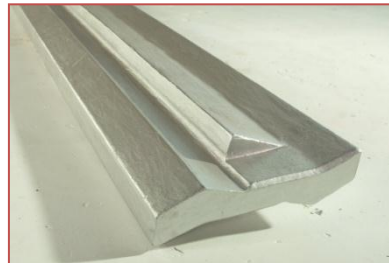
## Diaphragm



## Rollers & Table liners



## Blow bars / Hammers



## Dipping Tubes



Cement as key end-user industries



**Grinding Media**

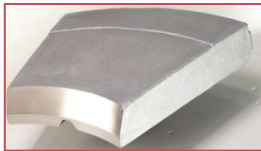


**Liners**

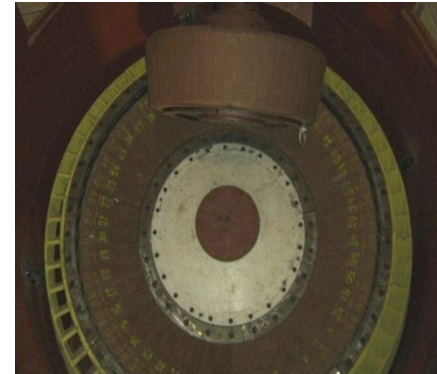


Mining Industry - key growth driver

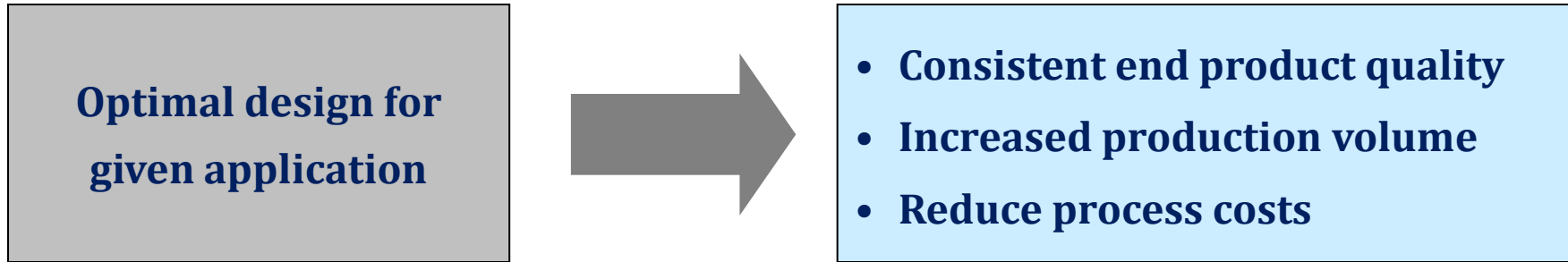
## Rollers & Table liners



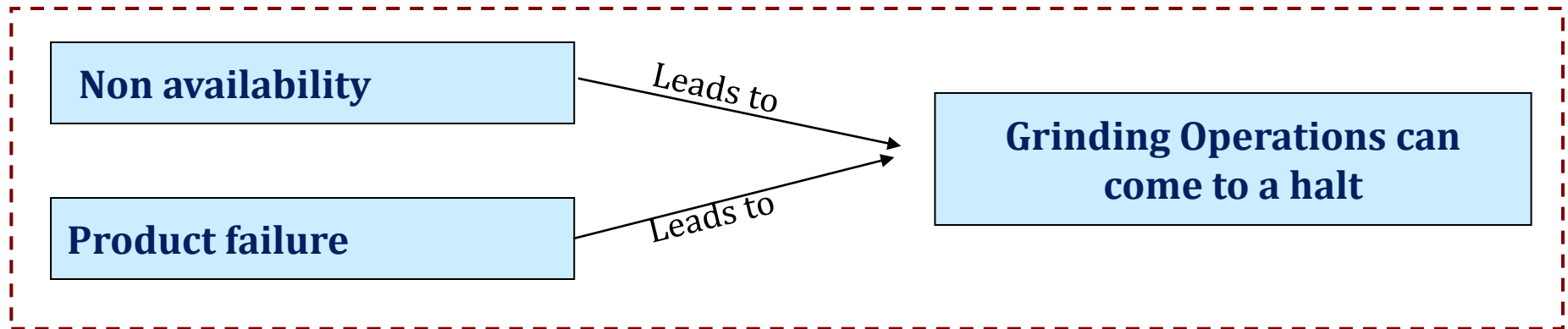
## Bull ring segment







A small component of grinding cost, but essential for continuous production





# Cement Industry Size

Segment wise	Estimated Cement Production (mn MT)	Estimated Consumable Wear Parts (MT)
World wide	1500	180,000
China	1000	120,000
<b>Total</b>	<b>2500</b>	<b>300,000</b>

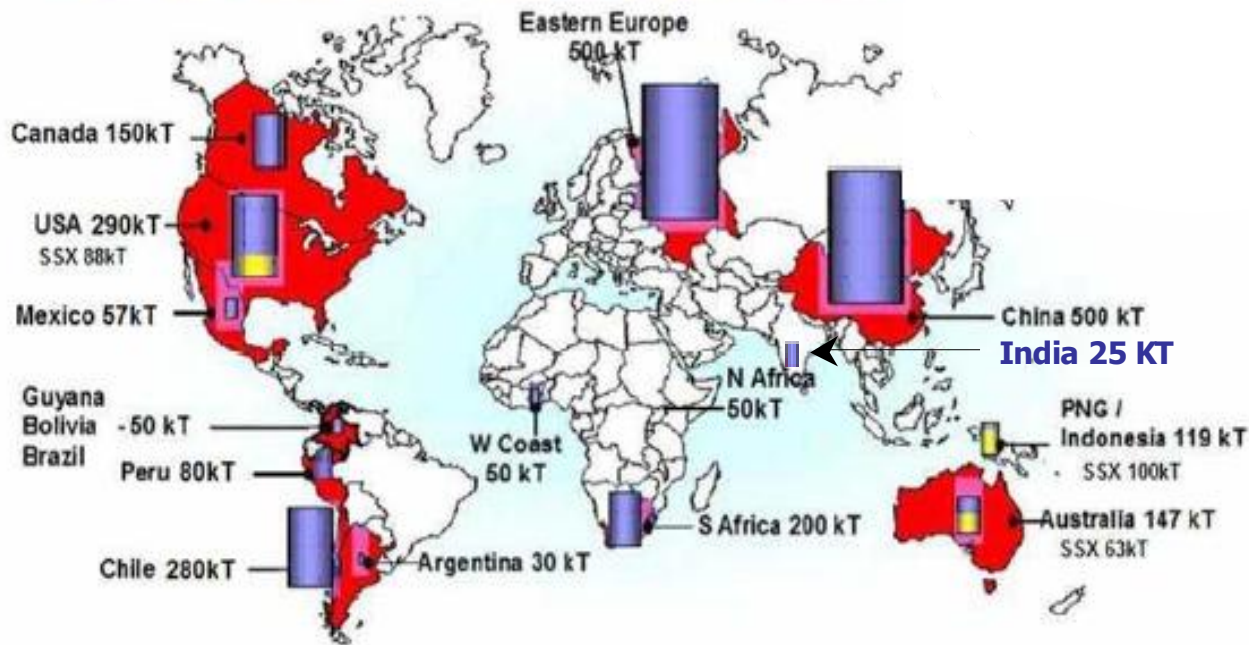
Cement Sector demand - 300,000 MT per annum

- Global market of Mill Internals for cement sector estimated at 300,000 MT and growing at 4-5% per annum
  - ❑ Mill internals are consumables in grinding mills
  - ❑ Their design and properties (abrasion, corrosion, impact resistance) are critical to grinding process efficiency
- Demand driven by new projects and replacement for wear parts
- Industry moving from cost of parts to total cost of ownership, driving innovation in product development and total solutions
  - ❑ Move from forged grinding media to high chrome cast media
  - ❑ Total solutions include design of parts, metallurgy to meet the specific requirement of the material being ground – varies from plant to plant

# Mining Industry Size



AIA Engineering Ltd.



Consumable wear part demand in mining sector estimated to be 3 mn MT

- Global market of Mill Internals for mining sector estimated at 3 mn MT
  - ❑ Mill internals are consumables in at primary, secondary and tertiary grinding mills in a typical mining process circuit
- Demand driven by benefits of High Chrome and replacement of wear parts in the mining sector.
- Industry moving from cost of parts to total cost of ownership, driving innovation in product development and total solutions
  - ❑ Move from forged grinding media to high chrome cast media



## 2. Introduction

- AIA currently has current capacity to manufacture 340,000 MT of high chromium wear parts and pursuing capacity expansion program to reach 490,000 MT.
  
- In this presentation we have shared an overview and AIA Engineering (“AIA”) in the following three sections:
  - Company overview
  
  - Financial snapshot
  
  - Growth strategy



## 3. Company overview



## 3.1 Niche player with Global footprint



AIA Engineering Ltd.

### Description

- **Core Competence:** Design, develop, manufacture and service impact, abrasion and corrosion resistant castings
- **Focus:**
  - Metallurgy
  - New Product Development
  - Grinding Process Technology
- **Metallurgical Solutions:**
  - Steels and Irons having upto 32% Chrome
  - Ceramic composites with steel or chrome iron base
- **Products:** grinding media, mill liners, diaphragms, vertical mill parts and crusher parts
- **Customers:** Cement, Mining, Thermal Power Plants and Aggregates in more than 120 countries
- **Global Presence:** offices, warehouses, sales network

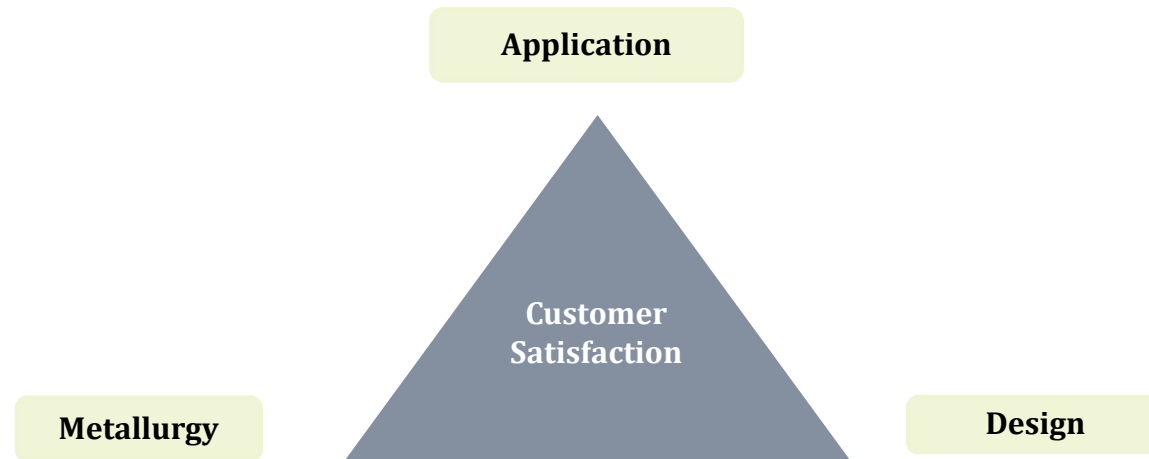
### Milestones

2001	Exit from JV : Capacity 20,000 Mt
2008	Commissioned 100,000 Mt Grinding Media Plant
2009	Started supply to Mining Companies
2011	Enhanced capacity to 200,000 Mt
2013	100,000 Mt annual sales to Mining Companies
2016	Commissioning of Greenfield GIDC Kerala, Gujarat Site
2017	Completed GIDC Kerala Plant Phase I

## 3.2 Business Approach- Unique Method



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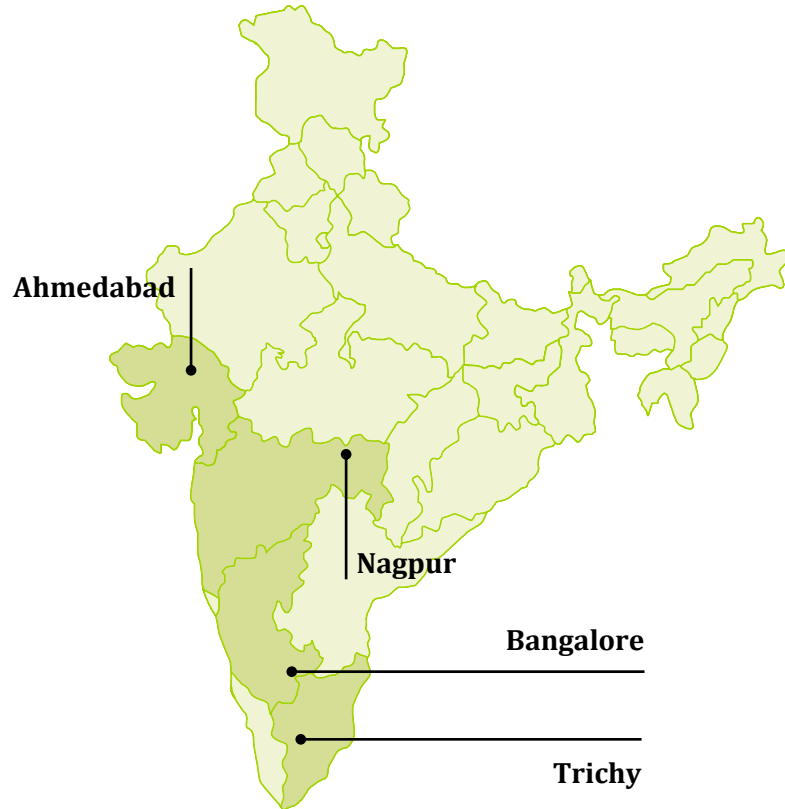
<b>Application</b>	<ul style="list-style-type: none"> <li>■ Understanding size reduction parameters of the crushing/milling equipment in view of optimization of grinding process and maintenance costs</li> </ul>
<b>Design</b>	<ul style="list-style-type: none"> <li>■ Precise design for the perfect application</li> </ul>
<b>Alloy Selection</b>	<ul style="list-style-type: none"> <li>■ Taking into consideration the three wear mechanisms – Impact, Corrosion &amp; Abrasion, and Design</li> </ul>
<b>Supervising Installation</b>	<ul style="list-style-type: none"> <li>■ The installation of the wear parts supplied by the company is done under the supervision of AIA technicians</li> </ul>
<b>Optimizing of grinding system</b>	<ul style="list-style-type: none"> <li>■ Visits to plants to conduct mill studies to Learn and Control operating parameters</li> <li>■ Fine tuning of operations</li> </ul>

### 3.3 Well poised to leverage volume recovery with capacity in place



AIA Engineering Ltd.

#### Plant locations

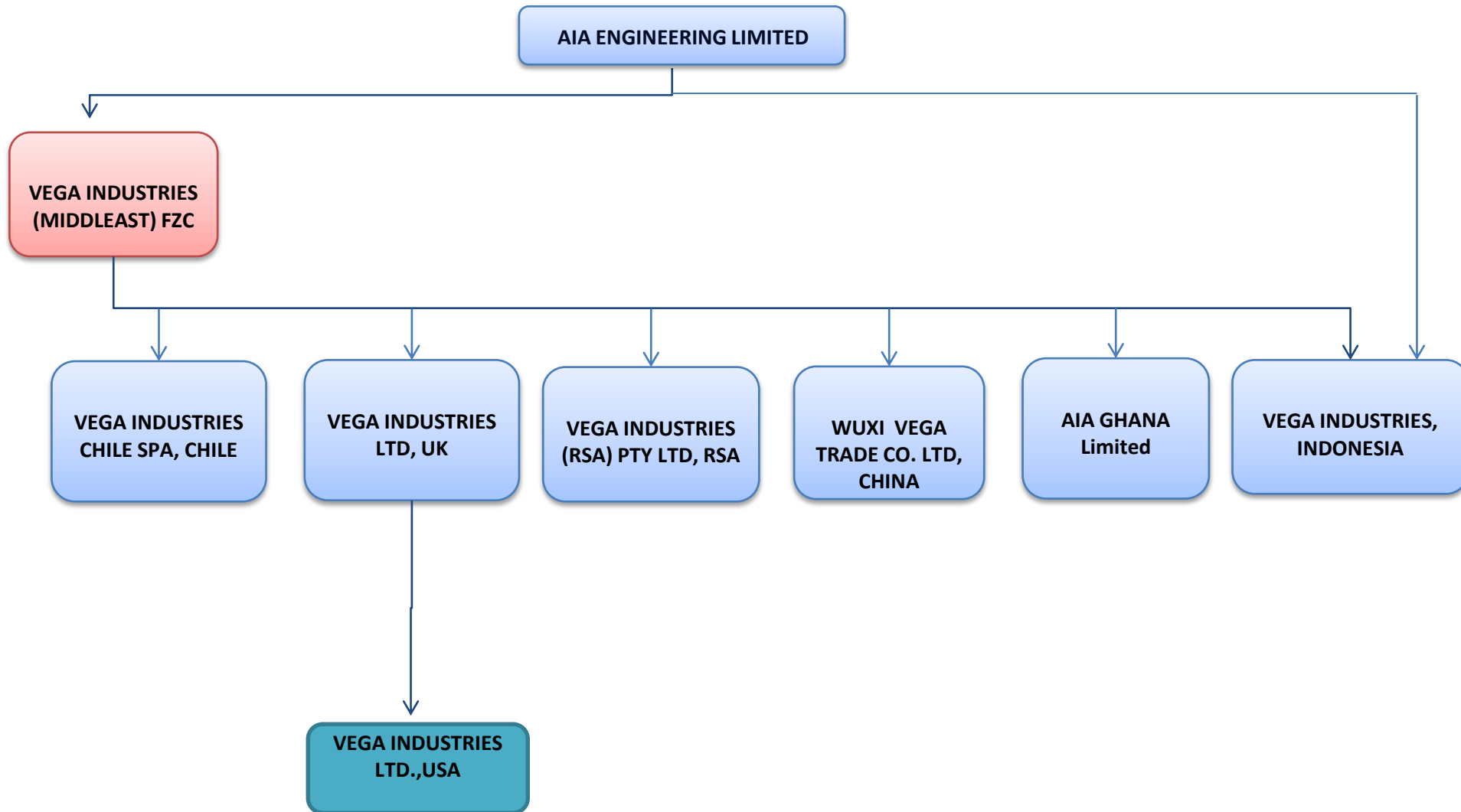


#### Capacity (MT)

Current installed capacity	Proposed addition (Greenfield)	Total capacity post addition
340,000	Media: 100,000 Linings: 50,000	490,000

MTPA	FY18	FY19	FY20E
Installed capacity	340,000	340,000	390,000
Production	229,814	289,666	300,000
Utilization (%)	68%	85%	77%

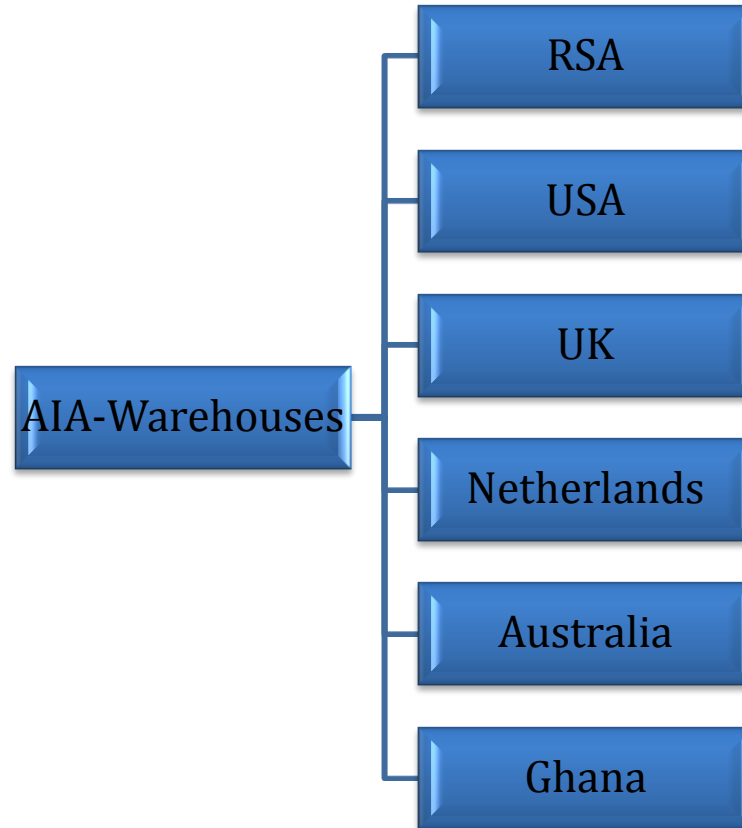
## 3.4 AIA Group Structure



## 3.5 Global Logistic Network



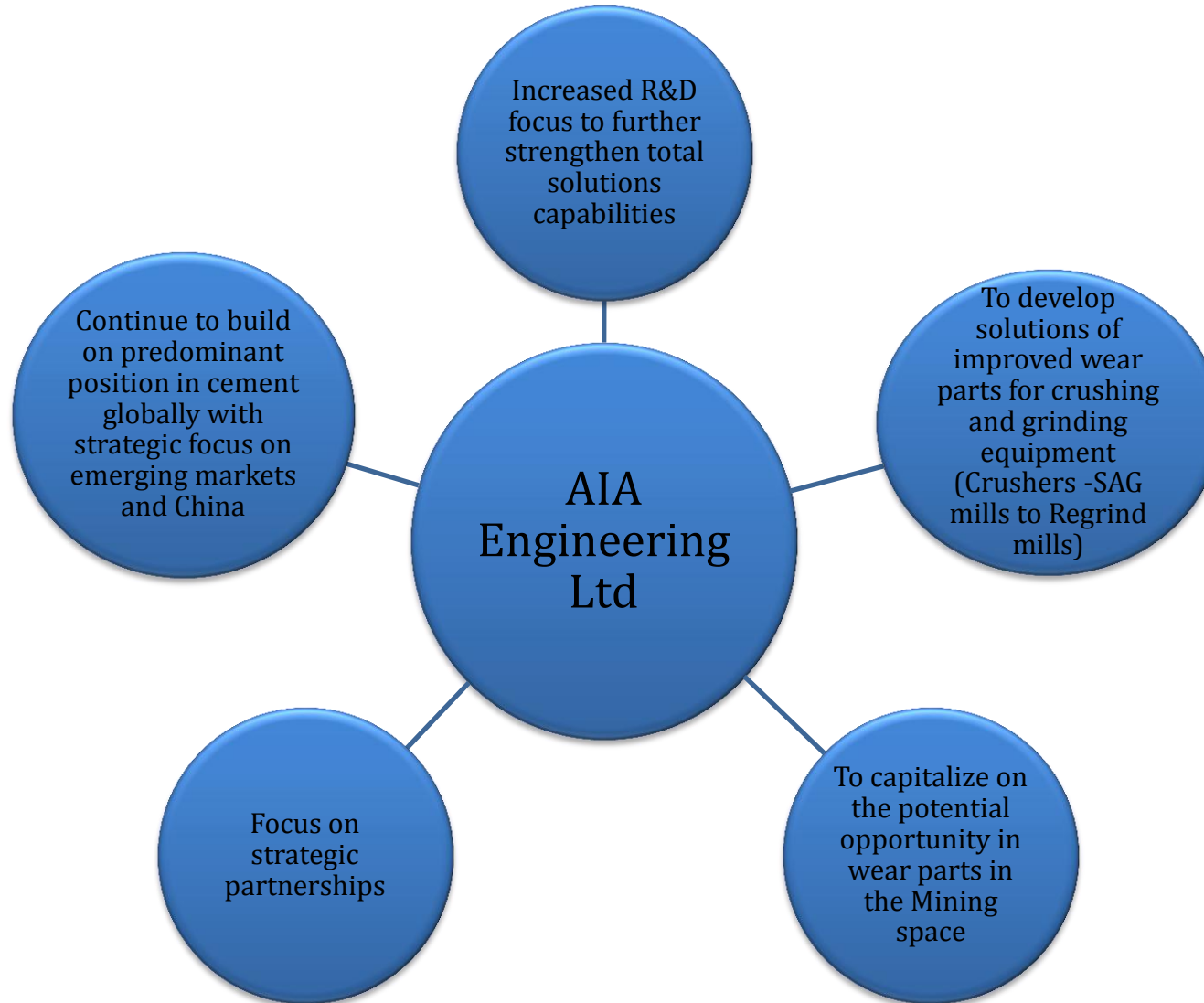
AIA Engineering Ltd.



## 3.6 Well laid out strategy to tap the market



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## 3.7 Growth Strategy – Focus on Mining Industry

- Annual replacement market in Mining Industry which can be targeted as estimated to be around 3 million TPA.
- High chrome penetration is less than 15%, hence large conversation opportunity available for growth.
- AIA passes significant benefits to mining industry stated as below:

### Advantages

- Lower wear rate
- Improving process efficiency
- Reduction in other consumables
- Environmental friendly
- Improvement in Recovery
- Reduction in operational cost-OPEX
- Process optimization
- One Stop Solution for entire process



- AIA has already established global footprint in major global mining companies

- Solution with improved mill lining design (JV with a US based Company)
- Mill linings designed under this initiative will offer improvements in:
  - Throughput of mill
  - Power consumption
- Global market of 300,000 MT
- Company is setting up a Greenfield facility with rated capacity of 50,000 MT which is estimated to be commissioned by December 2020.
- Company has already procured land for this project and obtained necessary approvals for building this plant





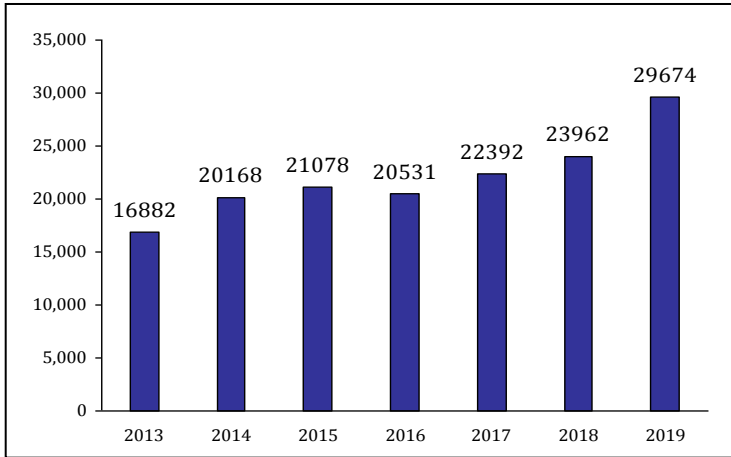
## 4. Financial & Operational Snapshot

# 4.1 Financial overview

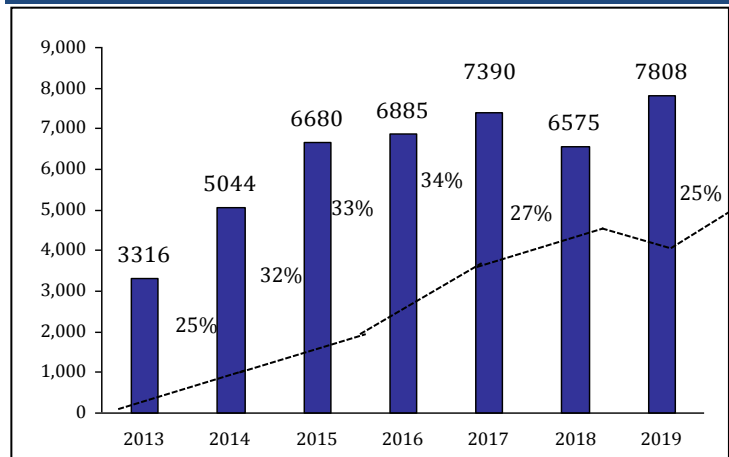


## Performance Indicators

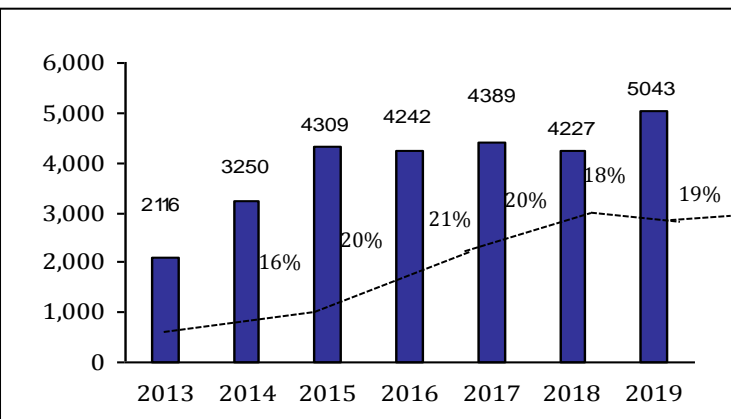
### Sales Growth (INR) m



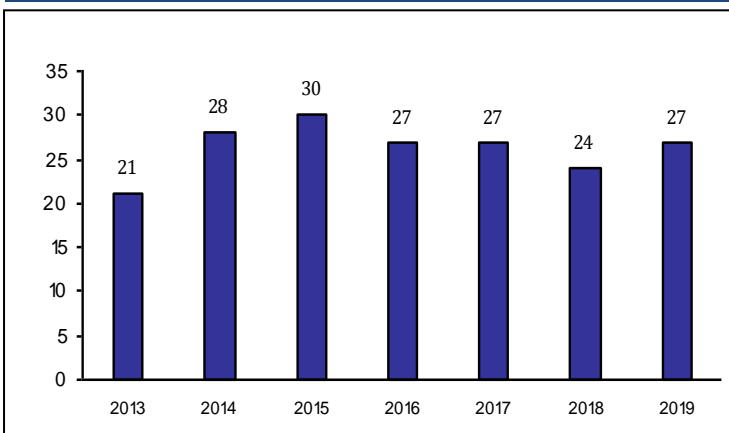
### EBIDTA (INR) m and EBIDTA margin (%)



### PAT (INR) m and PAT margin (%)



### ROCE (%)



**Thank You**