



## AIA Engineering Limited

October 31, 2021

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 /half year ended September 30, 2021**

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/half year ended September 30, 2021 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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**Registered Office : 115, G.V.M.M. Estate, Odhav Road, Odhav, Ahmedabad - 382410. Gujarat, INDIA. Ph.: +91-79-22901078 Fax : +91-79-22901077 | [www.aiaengineering.com](http://www.aiaengineering.com), E-mail : [ric@aiaengineering.com](mailto:ric@aiaengineering.com)**



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q2 FY 2021-22**



# Disclaimer/Safe Harbor

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# 1. Financial Snap Shot – Consolidated

(Rs. In lacs)



AIA Engineering Ltd.

Particulars	F.Y. 2021-22			F.Y. 2020-21					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	F.Y. 2020-21
Production (MT)	64,893	67,542	132,435	49,922	76,936	126,858	73,680	62,431	262,969
Sales (MT)	60,318	69,064	129,382	53,177	68,575	121,752	65,173	79,377	266,302
<b>1. INCOME</b>									
a) Sales	73,032	87,111	160,143	56,142	71,989	128,131	68,714	85,033	281,878
b) Other operating income (export benefits)	962	1,406	2,368	1,893	2,243	4,136	1,151	984	6,271
<b>Total income from operations</b>	<b>73,994</b>	<b>88,517</b>	<b>162,511</b>	<b>58,035</b>	<b>74,232</b>	<b>132,267</b>	<b>69,865</b>	<b>86,017</b>	<b>288,149</b>
c) Other non operating income	3,952	3,572	7,524	7,476	2,477	9,953	4,943	2,324	17,220
<b>Total Income</b>	<b>77,946</b>	<b>92,090</b>	<b>170,036</b>	<b>65,510</b>	<b>76,709</b>	<b>142,219</b>	<b>74,808</b>	<b>88,341</b>	<b>305,369</b>
<b>2. EXPENDITURE</b>									
a) Raw material consumed	35,786	42,895	78,681	20,848	30,965	51,813	31,291	30,401	113,505
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(7,508)	(3,497)	(11,005)	2,768	(4,534)	(1,766)	(7,455)	9,977	755
c) Employee benefit expenses	3,385	3,424	6,809	3,316	3,337	6,653	3,443	3,255	13,350
d) Other expenses	25,142	29,503	54,645	18,755	25,436	44,191	25,361	25,462	95,014
<b>3. EBIDTA</b>	<b>21,142</b>	<b>19,765</b>	<b>40,907</b>	<b>19,823</b>	<b>21,505</b>	<b>41,328</b>	<b>22,169</b>	<b>19,247</b>	<b>82,744</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>28.57%</b>	<b>22.33%</b>	<b>25.17%</b>	<b>34.16%</b>	<b>28.97%</b>	<b>31.24%</b>	<b>31.73%</b>	<b>22.38%</b>	<b>28.72%</b>
<b>5. Depreciation and amortising expenses</b>	2,417	2,175	4,592	2,511	2,332	4,843	2,304	2,204	9,350
<b>6. Finance cost</b>	74	81	155	141	125	266	95	69	429
<b>7. Exceptional items</b>	-	-	-	-	369	369	(369)	-	-
<b>8. PBT</b>	<b>18,651</b>	<b>17,509</b>	<b>36,160</b>	<b>17,172</b>	<b>18,679</b>	<b>35,851</b>	<b>20,139</b>	<b>16,975</b>	<b>72,965</b>
<b>9. Tax</b>	3,742	3,710	7,452	4,239	4,334	8,573	4,159	3,662	16,394
<b>10. PAT (after Minority Interest)</b>	<b>14,933</b>	<b>13,759</b>	<b>28,692</b>	<b>12,927</b>	<b>14,397</b>	<b>27,324</b>	<b>15,912</b>	<b>13,377</b>	<b>56,612</b>

## 2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2021-22			F.Y. 2020-21					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2020-21
<b>1. Other Operating Income</b>									
a) Export benefits & others	962	1,406	2,368	1,893	2,243	4,136	1,151	984	6,271
<b>2. Other income</b>									
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	2,272	2,857	5,129	3,675	2,027	5,702	2,258	2,109	10,070
b) Foreign exchange gain	1,680	715	2,395	3,801	450	4,251	2,685	215	7,150
<b>Total of Other Income</b>	<b>3,952</b>	<b>3,572</b>	<b>7,524</b>	<b>7,476</b>	<b>2,477</b>	<b>9,953</b>	<b>4,943</b>	<b>2,324</b>	<b>17,220</b>

### 3. Working Capital – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2021-22			F.Y. 2020-21					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2020-21
<b>1. Inventories</b>									
a) Raw material – Amount	11,913	15,272	15,272	15,010	10,864	10,864	14,491	8,213	8,213
No. of days	23	25	25	57	39	39	46	30	30
b) WIP & FG – Amount	66,184	69,023	69,023	55,686	59,667	59,667	68,364	58,146	58,146
No. of days	78	72	72	92	83	83	87	75	75
<b>2. Receivables – Amount</b>	61,296	64,336	64,336	48,584	50,183	50,183	51,944	64,097	64,097
No. of days	78	73	73	92	82	82	81	84	84

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

Particulars	F.Y. 2021-22			F.Y. 2020-21					
	Q1	Q2	HALF YEAR	Q1	Q2	HALF YEAR	Q3	Q4	2020-21
i) Mining	36,967	48,333	85,300	41,055	46,750	87,805	43,397	49,642	<b>180,844</b>
ii) Others	23,351	20,731	44,082	12,122	21,825	33,947	21,776	29,735	<b>85,458</b>
<b>Total</b>	<b>60,318</b>	<b>69,064</b>	<b>129,382</b>	<b>53,177</b>	<b>68,575</b>	<b>121,752</b>	<b>65,173</b>	<b>79,377</b>	<b>266,302</b>

## 5. Business Update

- a) 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. Our marketing efforts continue to be hampered by restricted ability of our sales team to travel.
- b) 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.
- c) Canada :-During the previous year, the Canada Border Service Agency ('CBSA') had initiated investigations with respect to alleged dumping and subsidizing of certain grinding media from India into Canada. Based on the applicable rules and regulations, the CBSA had levied an interim duty of 32.2% w.e.f. 1<sup>st</sup> May 2021 and subsequently reduced such duty to 22.0% upon completion of their investigation. It was subject to decision of the Canadian International Trade Tribunal ('CITT') with respect to determination of the injury/damage.



## 5. Business Update

d) South Africa Customs Duty :-The application was lodged for increase in General rate of custom duty for import of High Chrome Grinding Media in South Africa by local manufacturer. Based on the same 15% duty is imposed on all imports in South Africa from all countries except European Union and UK and under FTAs as a part of their internal policy reforms.

e) Sharp increase in Raw Materials & Freight Charges :- In line with sharp run-up in commodity prices generally, we have seen our input costs & freight go up significantly which is reflected in our Cost of Goods sold for the quarter. Company will make efforts to pass-through these costs over next few quarters.

f) Capex: For F.Y. 2021-2022, Company estimates capex of INR 200 Cr which includes Mill Lining Project and 5.4 MW wind power in addition to general capex.

## 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 in Q4 of F.Y. 2021-2022.  
  
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 at this time.
  
4. Capex incurred till Half Year : Rs. 88 Crores

## 7. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> October 2021: Rs. 772 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 27/10/2021): US\$ 40.20 MIO, ZAR 8.00 MIO, AUD 12.75 MIO.