



AIA Engineering Limited

August 2, 2023

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, 2023

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, 2023 to be made to Investor/Analyst.

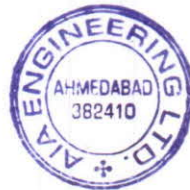
The aforesaid presentation is also being hosted on the website of the Company, www.aiaengineering.com in accordance with the Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the same on record.

Thanking you.

Yours faithfully,
For AIA Engineering Limited

S. N. Jetheliya
Company Secretary
Encl: As above



CIN : L29259GJ1991PLC015182

Corporate Office : 11-12, Sigma Corporates, B/h. HOF Showroom, Off S. G. Highway, Sindhu Bhavan Road, Bodakdev, Ahmedabad 380 054. Gujarat, INDIA. Ph.: +91-79-66047800 Fax: +91-79-29900194

Registered Office : 115, G.V.M.M. Estate, Odhav Road, Odhav, Ahmedabad - 382415. Gujarat, INDIA.
Ph.: +91-79-22901078 Fax : +91-79-22901077 | www.aiaengineering.com, E-mail : ric@aiaengineering.com

An ISO 9001 Certified Company



AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q1 FY 2023-24



Disclaimer/Safe Harbor

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1. Financial Snap Shot – Consolidated



(Rs. In lacs)

AIA Engineering Ltd.

Particulars	F.Y. 2023-24	F.Y. 2022-23				
	Q1	Q1	Q2	Q3	Q4	F.Y. 2022-23
Production (MT)	73,702	68,336	80,224	64,854	74,674	288,088
Sales (MT)	74,046	67,898	78,500	71,439	73,505	291,342
1. INCOME						
a) Sales	122,029	106,467	131,159	120,995	125,182	483,802
b) Other operating income (export benefits)	1,929	1,503	1,707	1,690	2,175	7,074
Total income from operations	123,959	107,970	132,866	122,685	127,356	490,877
c) Other non operating income	5,951	2,064	3,214	11,795	6,381	23,454
Total Income	129,910	110,034	136,080	134,480	133,737	514,331
2. EXPENDITURE						
a) Raw material consumed	49,244	52,995	58,424	40,979	51,678	204,076
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	4,895	(6,017)	(947)	3,375	6,096	2,506
c) Employee benefit expenses	4,063	3,672	3,740	3,785	3,993	15,190
d) Other expenses	31,453	32,601	40,450	37,974	34,015	145,041
3. EBIDTA	40,255	26,782	34,413	48,368	37,955	147,518
4. EBIDTA (Percentage on income from operation)	32.47%	24.81%	25.90%	39.42%	29.80%	30.05%
5. Depreciation and amortising expenses	2,425	2,080	2,456	2,444	2,325	9,304
6. Finance cost	750	109	387	524	989	2,010
7. PBT	37,080	24,593	31,570	45,399	34,641	136,204
8. Tax	9,828	5,447	7,079	10,153	7,875	30,554
9. PAT (after Minority Interest)	27,234	190,47	24,481	35,246	26,819	105,593

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2023-24	F.Y. 2022-23				
	Q1	Q1	Q2	Q3	Q4	2022-23
1. Other Operating Income						
a) Export benefits & others	1,929	1,503	1,707	1,690	2,175	7,074
2. Other income						
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	5,665	1,447	2,972	4,207	4,853	13,480
b) Foreign exchange gain	286	617	242	7,588	1,528	9,974
Total of Other Income	5,951	2,064	3,214	11,795	6,381	23,454

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2023-24	F.Y. 2022-23				
	Q1	Q1	Q2	Q3	Q4	2022-23
1. Inventories						
a) Raw material – Amount	16,905	21,986	15,806	13,852	16,707	16,707
No. of days	31	32	28	30	31	31
b) WIP & FG – Amount	89,823	100,585	101,041	99,114	95,020	95,020
No. of days	69	84	75	74	72	72
2. Receivables – Amount	89,732	77,601	87,334	85,353	86,095	86,095
No. of days	66	68	64	63	63	63

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2023-24	F.Y. 2022-23				
	Q1	Q1	Q2	Q3	Q4	2022-23
i) Mining	53,256	45,710	54,109	44,284	48,249	192,352
ii) Others	20,790	22,188	24,391	27,155	25,256	98,990
Total	74,046	67,898	78,500	71,439	73,505	291,342



5. Key Highlights/Developments

- A. Order book as at 1st July 2023: Rs. 661 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(27/07/2023): US\$ 65.95 MIO, AUD 34.90 MIO.