



AIA Engineering Limited

March 12, 2018

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,

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 Company shall be having meetings with Institutional Investors between 13th and 19th March, 2018 in USA and UK.

We would further like to inform that the Company has updated its Corporate Presentation which is enclosed herewith and the same is also uploaded 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
Encl.: As Above



CIN : L29259GJ1991PLC015182

An ISO 9001 Certified Company

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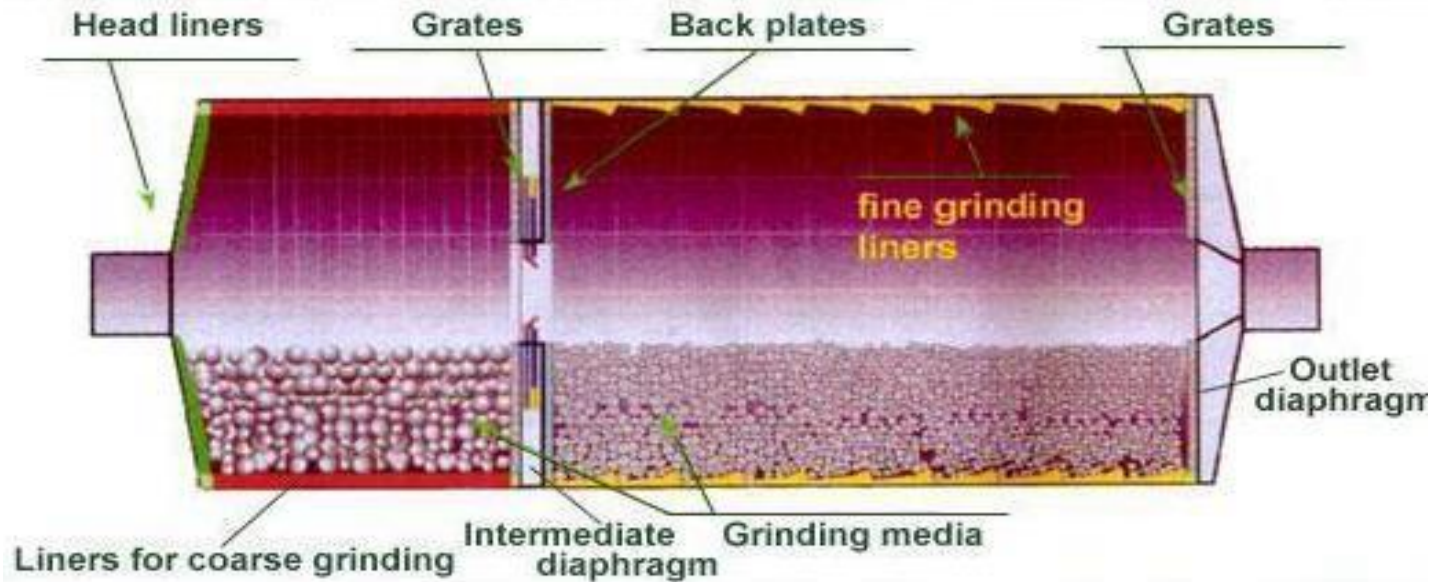
AIA Engineering Limited

Company Presentation

March 2018

Sections

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High Chromium wear resistant parts for grinding & crushing equipment

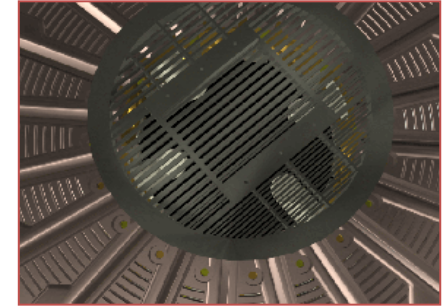
Grinding Media



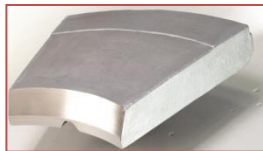
Liners



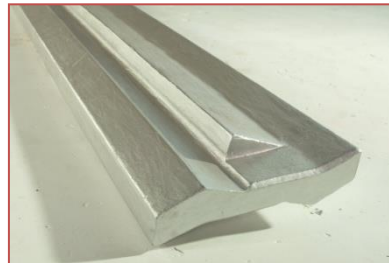
Diaphragm



Rollers & Table liners



Blow bars / Hammers



Dipping Tubes



Cement as key end-user industries



Grinding Media

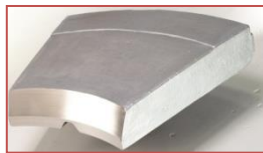
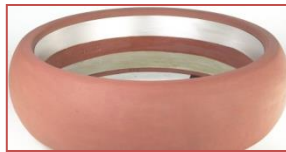


Liners

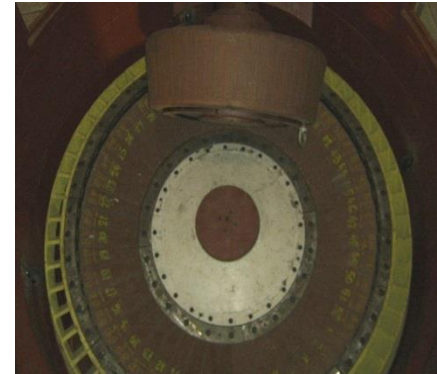


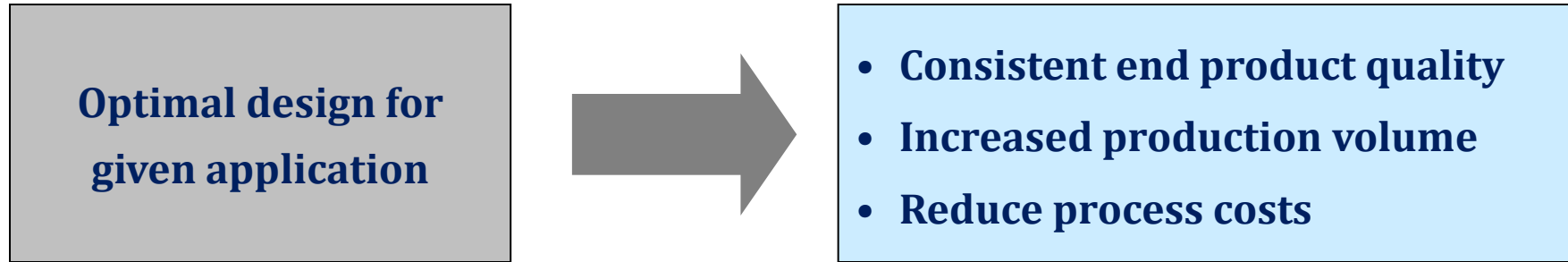
Mining Industry - key growth driver

Rollers & Table liners

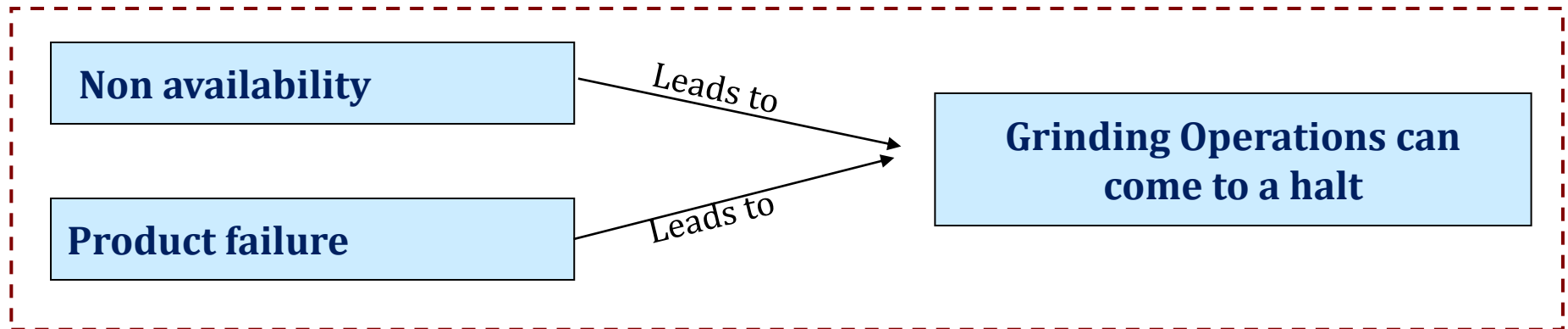


Bull ring segment





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
Total	2500	300,000

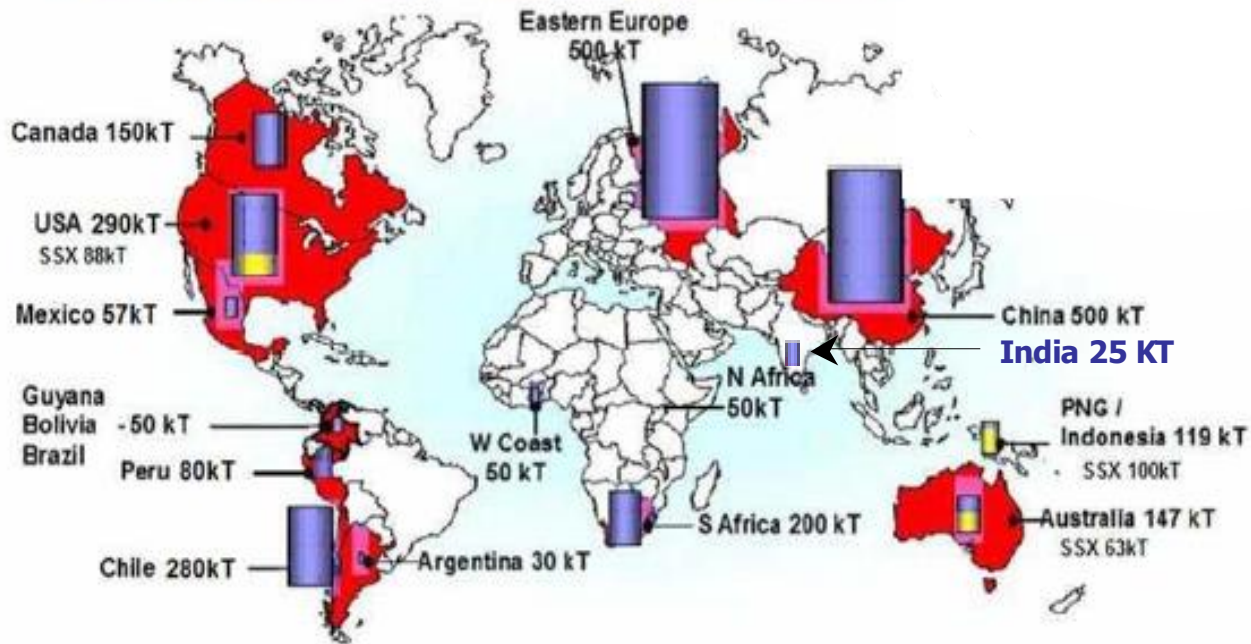
Cement Sector demand - 300,000 MT per annum

- 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



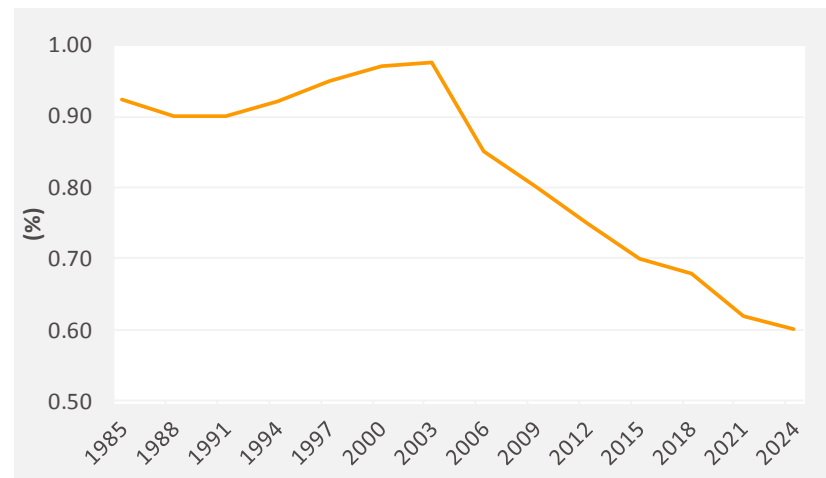
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Consumable wear part demand in mining sector estimated to be 3 mn MT

- 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
 - ❑ Design and properties (abrasion, corrosion, impact resistance) are critical to grinding process efficiency
- 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

- Key major players in the copper mining space such as Codelco, Anglo American, BHP and Glencore, have healthy capex programs and new capacity additions leading to strong demand for grinding media.
- Barrick Gold has also guided for a capex of \$ 1.5 billion per year from FY 17, 18 and 19.
- Strip ratio of Copper ore has been falling consistently, implying higher mining/ grinding media demand.



Strip Ratio

Incremental growth coming out of capex will further push up replacement demand on which AIA is focused upon



2. Introduction

- AIA currently has current capacity to manufacture 340,000 MT of high chromium wear parts and pursuing capacity expansion program to reach 440,000 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
- **Supply contracts:** global Mining and Cement majors such as Anglo, Rio Tinto, Vale, Arcelor Mittal, Barrick Gold, Holcim, Lafarge, Cemex, etc.
- **OEM supplies:** FLS, ThyssenKrupp, Outotec, Losche, Pfeiffer, etc

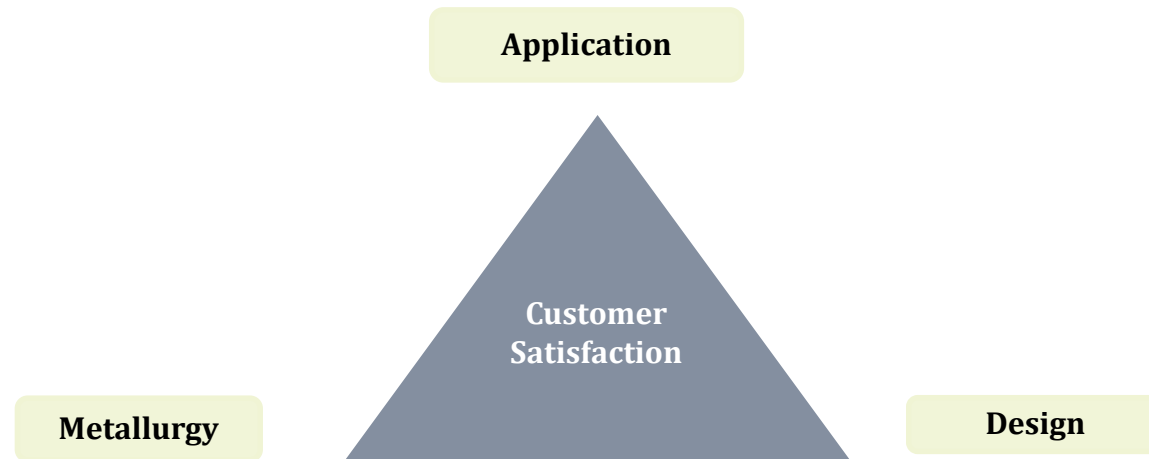
Milestones

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



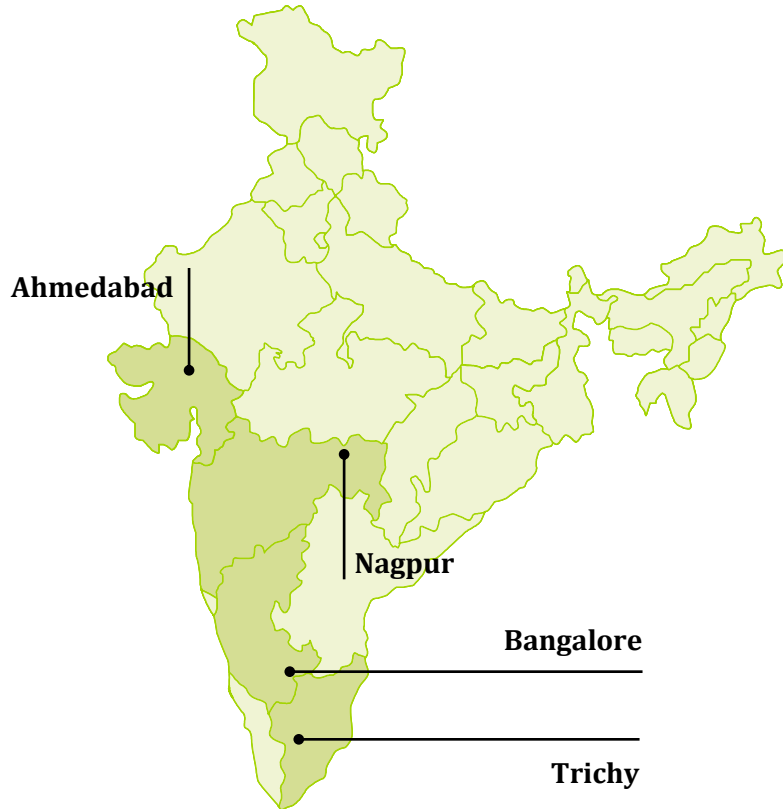
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Application	<ul style="list-style-type: none"> ■ Understanding size reduction parameters of the crushing/milling equipment in view of optimization of grinding process and maintenance costs
Design	<ul style="list-style-type: none"> ■ Precise design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

3.3 Well poised to leverage volume recovery with capacity in place

Plant locations

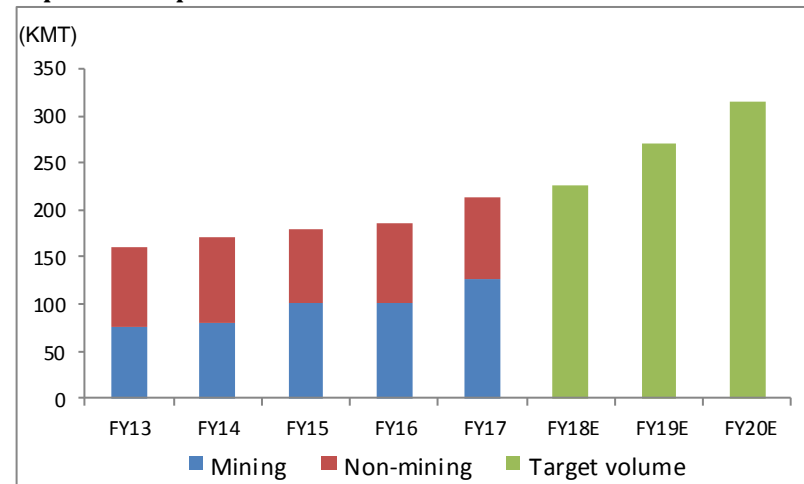


Capacity (MT)

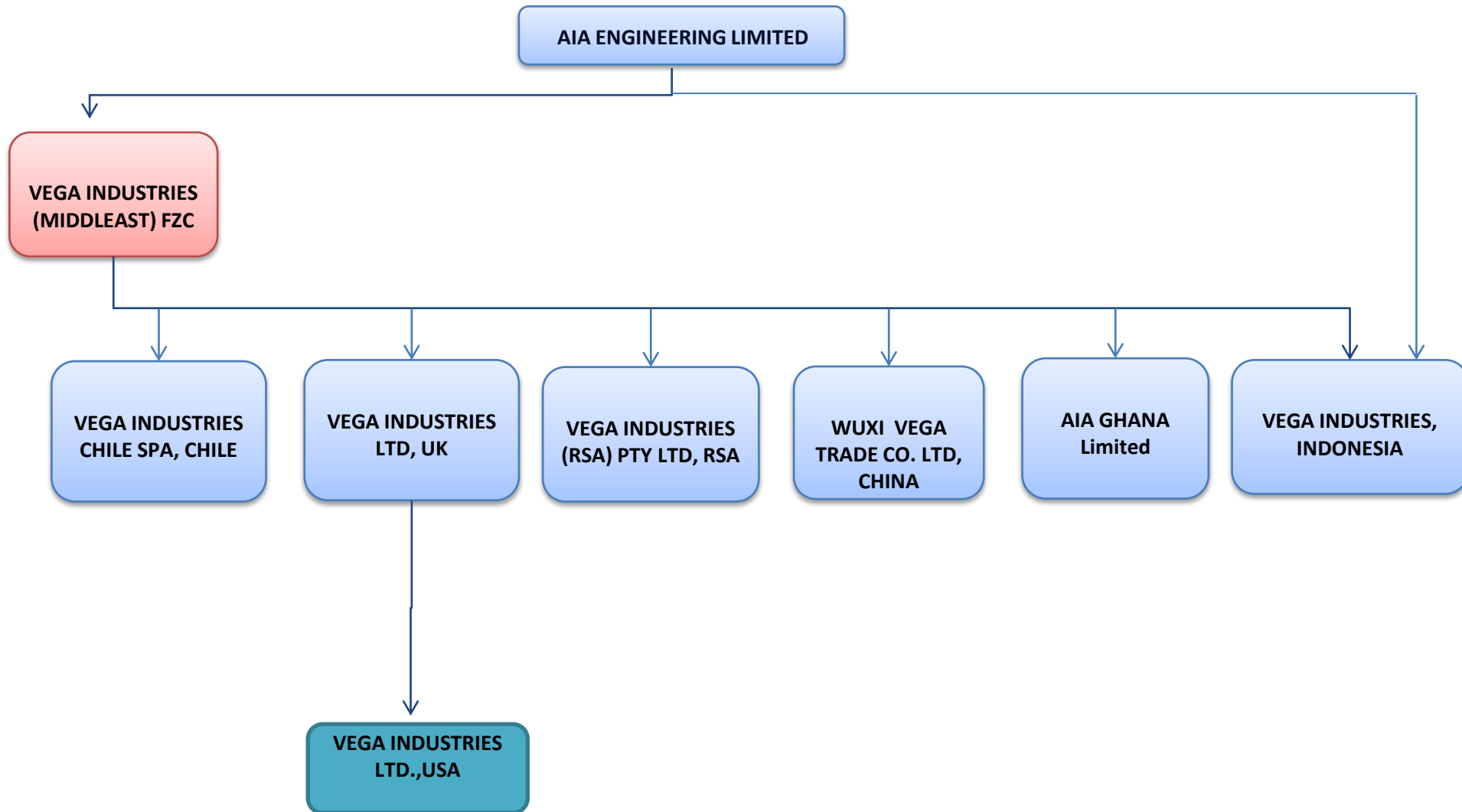
Current installed capacity	Proposed addition (Greenfield)	Total capacity post addition
340,000	100,000	440,000

MTPA	FY17	FY18E	FY19E	FY20E
Installed capacity	340,000	340,000	390,000	440,000
Production	214,500	225,000	270,000	315,000
Utilization (%)	63%	66%	69%	72%

Strong expected recovery in volume; well positioned with additional capacities in place



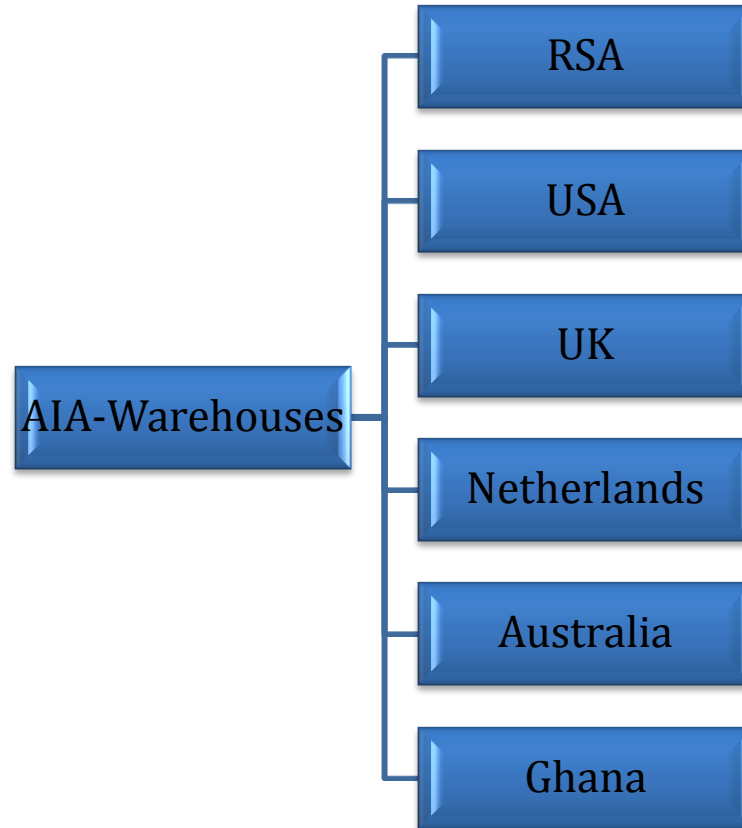
3.4 AIA Group Structure



3.5 Global Logistic Network



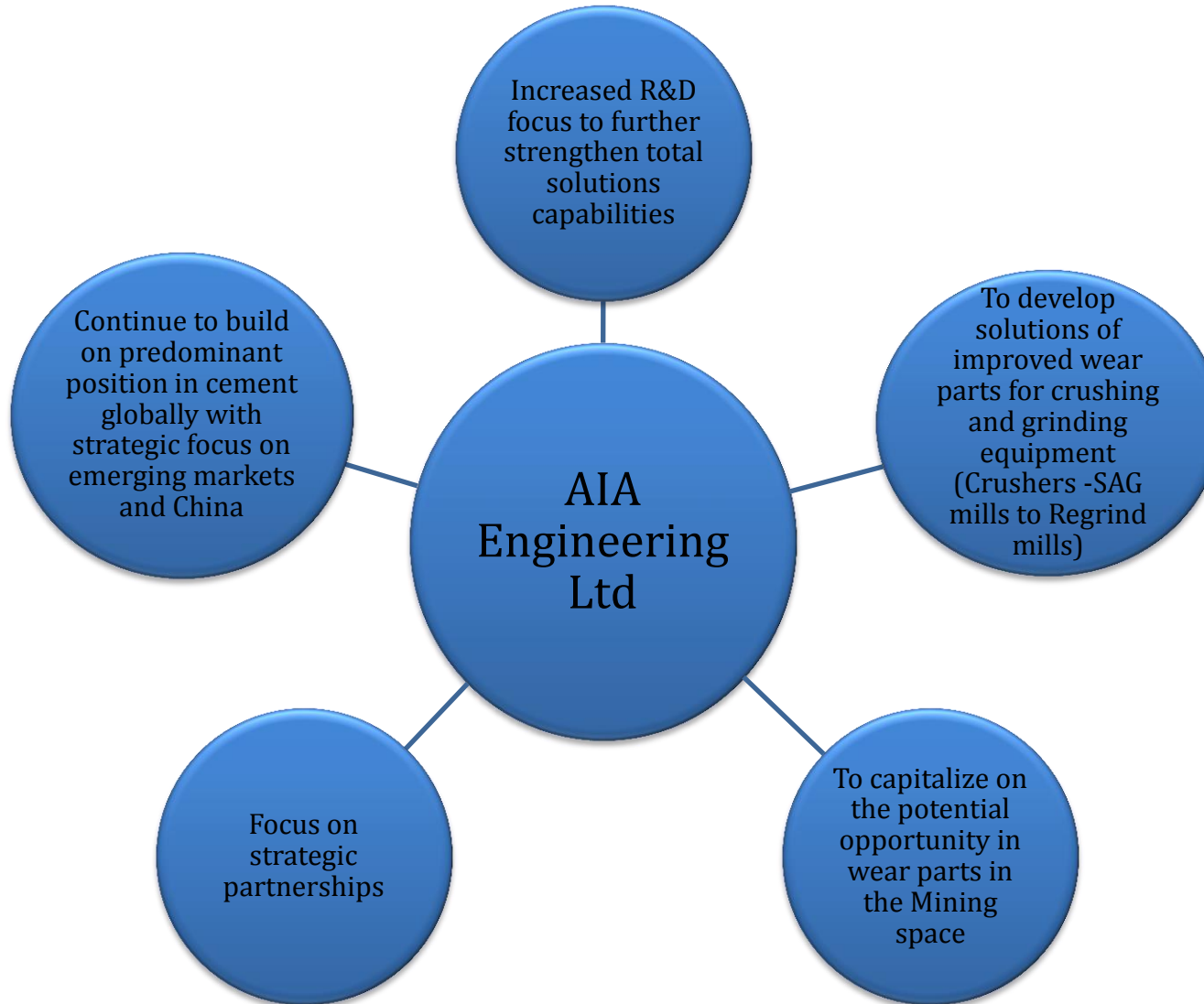
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3.6 Well laid out strategy to tap the market



AIA Engineering Ltd.



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



- Expected volume growth will arise from mining industry.
- Incremental volume growth from mining estimated to be in the range of 40,000-50,000 MT per year in approaching 2-3 years.
- Main focus is on metals like Gold, Copper, Platinum and Iron ore as growth driver.
- AIA has already established global footprint in major mining companies like Barrick ,Goldfield, Anglo, BHP Billiton, Vale, Newmont, Rio Tinto & others.



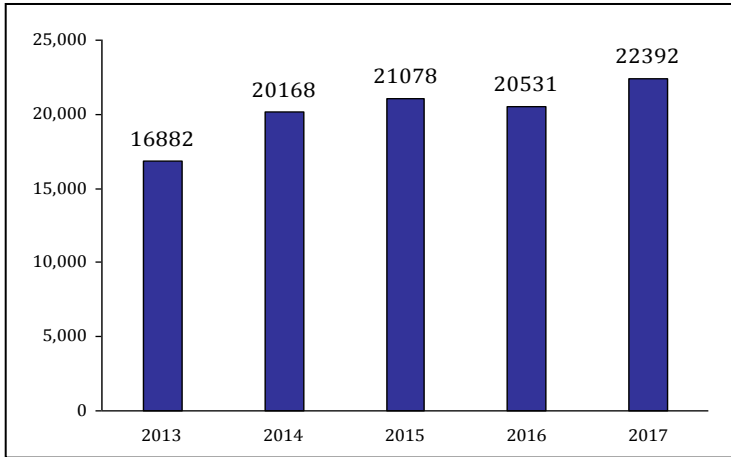
4. Financial & Operational Snapshot

4.1 Financial overview

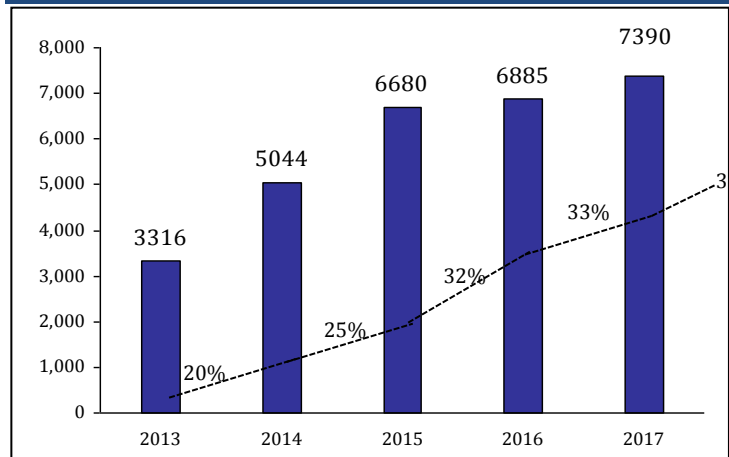


Performance Indicators

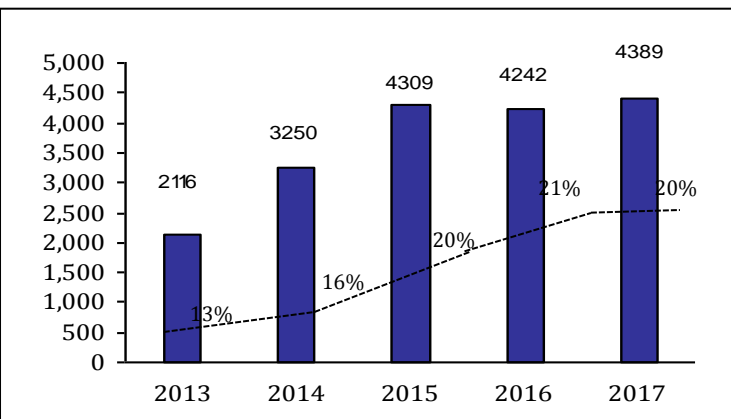
Sales Growth (INR) m



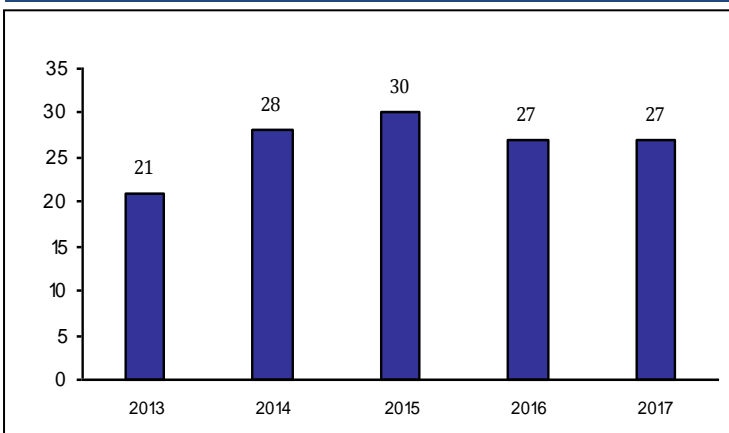
EBIDTA (INR) m and EBIDTA margin (%)



PAT (INR) m and PAT margin (%)



ROCE (%)



Thank You