



## AIA Engineering Limited

May 14, 2024

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 Audited Financial Results for the quarter and year ended March 31, 2024**

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 Audited Financial Results of the Company for the quarter and year ended March 31, 2024 to be made to Investors/Analysts.

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: a/a.



CIN : L29259GJ1991PLC015182

**An ISO 9001 Certified Company**

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AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q4 FY 2023-24**



# 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. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	F.Y. 2023-24	Q1	Q2	Q3	Q4	F.Y. 2022-23
Production (MT)	73,702	75,042	82,708	64,057	295,509	68,336	80,224	64,854	74,674	288,088
Sales (MT)	74,046	77,725	74,140	71,434	297,345	67,898	78,500	71,439	73,505	291,342
<b>1. INCOME</b>										
a) Sales	122,029	127,386	114,672	113,096	477,182	106,467	131,159	120,995	125,182	483,802
b) Other operating income (export benefits)	1,929	2,094	2,244	1,926	8,194	1,503	1,707	1,690	2,175	7,074
<b>Total income from operations</b>	<b>123,959</b>	<b>129,480</b>	<b>116,916</b>	<b>115,022</b>	<b>485,376</b>	<b>107,970</b>	<b>132,866</b>	<b>122,685</b>	<b>127,356</b>	<b>490,877</b>
c) Other non operating income	5,951	6,232	8,310	7,646	28,140	2,064	3,214	11,795	6,381	23,454
<b>Total Income</b>	<b>129,910</b>	<b>135,712</b>	<b>125,226</b>	<b>122,668</b>	<b>513,516</b>	<b>110,034</b>	<b>136,080</b>	<b>134,480</b>	<b>133,737</b>	<b>514,331</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	49,244	49,834	55,428	41,188	195,694	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	4,862	(7,367)	9,182	11,571	(6,017)	(947)	3,375	6,096	2,506
c) Employee benefit expenses	4,063	4,334	4,322	4,421	17,140	3,672	3,740	3,785	3,993	15,190
d) Other expenses	31,453	32,240	33,412	30,490	127,595	32,601	40,450	37,974	34,015	145,041
Share of Profit of Joint Venture	-	-	75	76	151	-	-	-	-	-
<b>3. EBIDTA</b>	<b>40,255</b>	<b>44,442</b>	<b>39,507</b>	<b>37,463</b>	<b>161,667</b>	<b>26,782</b>	<b>34,413</b>	<b>48,368</b>	<b>37,955</b>	<b>147,518</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>32.47%</b>	<b>34.32%</b>	<b>33.79%</b>	<b>32.57%</b>	<b>33.31%</b>	<b>24.81%</b>	<b>25.90%</b>	<b>39.42%</b>	<b>29.80%</b>	<b>30.05%</b>
<b>5. Depreciation and amortisation expenses</b>	2,425	2,451	2,699	2,453	10,027	2,080	2,456	2,444	2,325	9,304
<b>6. Finance cost</b>	750	742	708	639	2,838	109	387	524	989	2,010
<b>7. PBT</b>	<b>37,080</b>	<b>41,250</b>	<b>36,101</b>	<b>34,372</b>	<b>148,802</b>	<b>24,593</b>	<b>31,570</b>	<b>45,399</b>	<b>34,641</b>	<b>136,204</b>
<b>8. Tax</b>	9,828	8,841	8,110	8,324	35,103	5,447	7,079	10,153	7,875	30,554
<b>9. PAT (after Minority Interest)</b>	<b>27,234</b>	<b>32,308</b>	<b>27,961</b>	<b>26,054</b>	<b>113,557</b>	<b>190,47</b>	<b>24,481</b>	<b>35,246</b>	<b>26,819</b>	<b>105,593</b>

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



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	2023-24	Q1	Q2	Q3	Q4	2022-23
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,929	2,094	2,244	1,926	8,194	1,503	1,707	1,690	2,175	7,074
<b>2. Other income</b>										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	5,665	6,318	6,570	7,223	25,777	1,447	2,972	4,207	4,853	13,480
b) Foreign exchange gain	286	(86)	1,740	423	2,363	617	242	7,588	1,528	9,974
<b>Total of Other Income</b>	<b>5,951</b>	<b>6,232</b>	<b>8,310</b>	<b>7,646</b>	<b>28,140</b>	<b>2,064</b>	<b>3,214</b>	<b>11,795</b>	<b>6,381</b>	<b>23,454</b>

### 3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	2023-24	Q1	Q2	Q3	Q4	2022-23
<b>1. Inventories</b>										
a) Raw material – Amount	16,905	17,024	20,083	26,464	26,464	21,986	15,806	13,852	16,707	16,707
No. of days	31	31	32	38	38	32	28	30	31	31
b) WIP & FG – Amount	89,823	84,746	93,094	83,030	83,030	100,585	101,041	99,114	95,020	95,020
No. of days	69	66	71	68	68	84	75	74	72	72
<b>2. Receivables – Amount</b>	89,732	89,245	87,580	88,097	88,097	77,601	87,334	85,353	86,095	86,095
No. of days	66	64	65	67	67	68	64	63	63	63

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

Particulars	F.Y. 2023-24					F.Y. 2022-23				
	Q1	Q2	Q3	Q4	2023-24	Q1	Q2	Q3	Q4	2022-23
i) Mining	53,256	52,093	53,395	44,932	203,677	45,710	54,109	44,284	48,249	192,352
ii) Others	20,790	25,632	20,745	26,501	93,668	22,188	24,391	27,155	25,256	98,990
<b>Total</b>	<b>74,046</b>	<b>77,725</b>	<b>74,140</b>	<b>71,433</b>	<b>297,345</b>	<b>67,898</b>	<b>78,500</b>	<b>71,439</b>	<b>73,505</b>	<b>291,342</b>

## **5. CAPEX/PROJECTS IN PIPELINE**

- The Present Installed Capacity 4,40,000 TPA.
- Capex incurred during FY-2024 : Rs. 211 Crores.
- Investment made for acquisition of 43% Shares of MPS during FY-2024: Rs. 64 Crores.



## 6. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> April 2024: Rs. 558 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(10/05/2024): US\$ 49.65 MIO, AUD 13.30 MIO.
  
- C. Subsequent to 31<sup>st</sup> March 2024, the Company and Vega Industries Limited – U.S.A. (“VEGA USA”) have received a notice from the United States International Trade Commission, seeking some information from the Company and VEGA USA, in relation to the investigations around alleged dumping and subsidizing of certain grinding media from India based on complaint filed by Magotteux Inc. The Company and VEGA USA are in the process of taking the required steps for defending the matter in due course.