



AIA Engineering Limited

January 27, 2022

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 /nine months ended December 31, 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/nine months ended December 31, 2021 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

An ISO 9001 Certified Company

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AIA Engineering Ltd.



AIA ENGINEERING LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q3 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	Q3	Up to Dec-21	Q1	Q2	Q3	Up to Dec-20	Q4	F.Y. 2020-21
Production (MT)	64,893	67,542	75,764	208,199	49,922	76,936	73,680	200,538	62,431	262,969
Sales (MT)	60,318	69,064	58,111	187,493	53,177	68,575	65,173	186,925	79,377	266,302
1. INCOME										
a) Sales	73,032	87,111	83,304	243,447	56,142	71,989	68,714	196,845	85,033	281,878
b) Other operating income (export benefits)	962	1,406	1,506	3,874	1,893	2,243	1,151	5,287	984	6,271
Total income from operations	73,994	88,517	84,810	247,321	58,035	74,232	69,865	202,132	86,017	288,149
c) Other non operating income	3,952	3,572	4,230	11,754	7,476	2,477	4,943	14,895	2,324	17,220
Total Income	77,946	92,090	89,040	259,076	65,510	76,709	74,808	217,028	88,341	305,369
2. EXPENDITURE										
a) Raw material consumed	35,786	42,895	53,697	132,378	20,848	30,965	31,291	83,104	30,401	113,505
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(7,508)	(3,497)	(21,624)	(32,629)	2,768	(4,534)	(7,455)	(9,221)	9,977	755
c) Employee benefit expenses	3,385	3,424	3,548	10,357	3,316	3,337	3,443	10,096	3,255	13,350
d) Other expenses	25,142	29,503	33,069	87,714	18,755	25,436	25,361	69,552	25,462	95,014
3. EBIDTA	21,142	19,765	20,349	61,256	19,823	21,505	22,169	63,497	19,247	82,744
4. EBIDTA (Percentage on income from operation)	28.57%	22.33%	23.99%	24.77%	34.16%	28.97%	31.73%	31.41%	22.38%	28.72%
5. Depreciation and amortising expenses	2,417	2,175	2,491	7,083	2,511	2,332	2,304	7,147	2,204	9,350
6. Finance cost	74	81	252	406	141	125	95	361	69	429
7. Exceptional items	-	-	-	-	-	369	(369)	-	-	-
8. PBT	18,651	17,509	17,607	53,767	17,172	18,679	20,139	55,990	16,975	72,965
9. Tax	3,742	3,710	3,756	11,208	4,239	4,334	4,159	12,733	3,662	16,394
10. PAT (after Minority Interest)	14,933	13,759	13,816	42,507	12,927	14,397	15,912	43,236	13,377	56,612

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	Q3	Up to Dec-21	Q1	Q2	Q3	Up to Dec-20	Q4	2020-21
1. Other Operating Income										
a) Export benefits & others	962	1,406	1,506	3,874	1,893	2,243	1,151	5,287	984	6,271
2. Other income										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	2,272	2,857	2,884	8,013	3,675	2,027	2,258	7,960	2,109	10,070
b) Foreign exchange gain	1,680	715	1,346	3,741	3,801	450	2,685	6,935	215	7,150
Total of Other Income	3,952	3,572	4,230	11,754	7,476	2,477	4,943	14,895	2,324	17,220

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2021-22				F.Y. 2020-21					
	Q1	Q2	Q3	Up to Dec- 21	Q1	Q2	Q3	Up to Dec- 20	Q4	2020-21
1. Inventories										
a) Raw material – Amount	11,913	15,272	15,164	15,164	15,010	10,864	14,491	14,491	8,213	8,213
No. of days	23	25	23	23	57	39	46	46	30	30
b) WIP & FG – Amount	66,184	69,023	90,440	90,440	55,686	59,667	68,364	68,364	58,146	58,146
No. of days	78	72	84	84	92	83	87	87	75	75
2. Receivables – Amount	61,296	64,336	66,037	66,037	48,584	50,183	51,944	51,944	64,097	64,097
No. of days	78	73	73	73	92	82	81	81	84	84

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2021-22				F.Y. 2020-21					
	Q1	Q2	Q3	Up to Dec- 21	Q1	Q2	Q3	Up to Dec- 20	Q4	2020-21
i) Mining	36,967	48,333	41,147	126,447	41,055	46,750	43,397	131,202	49,642	180,844
ii) Others	23,351	20,731	16,964	61,046	12,122	21,825	21,776	55,723	29,735	85,458
Total	60,318	69,064	58,111	187,493	53,177	68,575	65,173	186,925	79,377	266,302

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) 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.
- d) Capex: For F.Y. 2021-2022, Company estimates capex of INR 200 Cr which includes Mill Lining Project and 5.4 MW wind power/solar 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 March/April 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 Nine Months FY-2022 : Rs. 107 Crores



7. Key Highlights/Developments

- A. Order book as at 1st January 2022: Rs. 682 Crores.

- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e. 25/01/2022): US\$ 30.15 MIO, AUD 9.85 MIO.