



**AIA Engineering Limited**

January 27, 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 /nine months ended December 31, 2022**

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, 2022 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: 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 - 382415. 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 : Q3 FY 2022-23**

# Disclaimer/Safe Harbor



AIA Engineering Ltd.

## Cautionary statement regarding forward-looking statements

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# 1. Financial Snap Shot – Consolidated

(Rs. In lacs)



AIA Engineering Ltd.

Particulars	F.Y. 2022-23				F.Y. 2021-22					
	Q1	Q2	Q3	Up to Dec-22	Q1	Q2	Q3	Up to Dec-21	Q4	F.Y. 2021-22
Production (MT)	68,336	80,224	64,854	213,414	64,893	67,542	75,764	208,199	70,391	278,590
Sales (MT)	67,898	78,500	71,439	217,837	60,318	69,064	58,111	187,493	72,976	260,469
<b>1. INCOME</b>										
a) Sales	106,467	131,159	120,995	358,621	73,032	87,111	83,304	243,447	107,999	351,447
b) Other operating income (export benefits)	1,503	1,707	1,690	4,900	962	1,406	1,506	3,874	1,334	5,208
<b>Total income from operations</b>	<b>107,970</b>	<b>132,866</b>	<b>122,685</b>	<b>363,521</b>	<b>73,994</b>	<b>88,517</b>	<b>84,810</b>	<b>247,321</b>	<b>109,334</b>	<b>356,655</b>
c) Other non operating income	2,064	3,214	11,795	17,073	3,952	3,572	4,230	11,754	3,875	15,629
<b>Total Income</b>	<b>110,034</b>	<b>136,080</b>	<b>134,480</b>	<b>380,594</b>	<b>77,946</b>	<b>92,090</b>	<b>89,040</b>	<b>259,076</b>	<b>113,208</b>	<b>372,284</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	52,995	58,424	40,979	152,398	35,786	42,895	53,697	132,378	51,859	184,237
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,017)	(947)	3,375	(3,590)	(7,508)	(3,497)	(21,624)	(32,629)	(4,498)	(37,128)
c) Employee benefit expenses	3,672	3,740	3,785	11,197	3,385	3,424	3,548	10,357	3,580	13,937
d) Other expenses	32,601	40,450	37,974	111,025	25,142	29,503	33,069	87,714	35,801	123,514
<b>3. EBIDTA</b>	<b>26,782</b>	<b>34,413</b>	<b>48,368</b>	<b>109,563</b>	<b>21,142</b>	<b>19,765</b>	<b>20,349</b>	<b>61,256</b>	<b>26,467</b>	<b>87,724</b>
<b>4. EBIDTA ( Percentage on income from operation )</b>	<b>24.81%</b>	<b>25.90%</b>	<b>39.42%</b>	<b>30.14%</b>	<b>28.57%</b>	<b>22.33%</b>	<b>23.99%</b>	<b>24.77%</b>	<b>24.20%</b>	<b>24.59%</b>
<b>5. Depreciation and amortising expenses</b>	2,080	2,456	2,444	6,979	2,417	2,175	2,491	7,083	2,129	9,212
<b>6. Finance cost</b>	109	387	524	1,021	74	81	252	406	(21)	385
<b>7. PBT</b>	<b>24,593</b>	<b>31,570</b>	<b>45,399</b>	<b>101,563</b>	<b>18,651</b>	<b>17,509</b>	<b>17,607</b>	<b>53,767</b>	<b>24,360</b>	<b>78,127</b>
<b>8. Tax</b>	5,447	7,079	10,153	22,679	3,742	3,710	3,756	11,208	4,958	16,165
<b>9. PAT (after Minority Interest)</b>	<b>190,47</b>	<b>24,481</b>	<b>35,246</b>	<b>78,774</b>	<b>14,933</b>	<b>13,759</b>	<b>13,816</b>	<b>42,507</b>	<b>19,460</b>	<b>61,968</b>

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



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2022-23				F.Y. 2021-22					
	Q1	Q2	Q3	Up to Dec-22	Q1	Q2	Q3	Up to Dec-21	Q4	2021-22
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,503	1,707	1,690	4,900	962	1,406	1,506	3,874	1,334	5,208
<b>2. Other income</b>										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	1,447	2,972	4,208	8,627	2,272	2,857	2,884	8,013	1,724	9,736
b) Foreign exchange gain	617	242	7,588	8,446	1,680	715	1,346	3,741	2,151	5,893
<b>Total of Other Income</b>	<b>2,064</b>	<b>3,214</b>	<b>11,795</b>	<b>17,073</b>	<b>3,952</b>	<b>3,572</b>	<b>4,230</b>	<b>11,754</b>	<b>3,875</b>	<b>15,629</b>

### 3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2022-23				F.Y. 2021-22					
	Q1	Q2	Q3	Up to Dec- 22	Q1	Q2	Q3	Up to Dec-21	Q4	2021-22
<b>1. Inventories</b>										
a) Raw material – Amount	21,986	15,806	13,852	13,852	11,913	15,272	15,164	15,614	18,084	18,084
No. of days	32	28	30	30	23	25	23	23	25	25
b) WIP & FG – Amount	100,585	101,041	99,114	99,114	66,184	69,023	90,440	90,440	94,931	94,931
No. of days	84	75	74	74	78	72	84	84	79	79
<b>2. Receivables – Amount</b>	77,601	87,334	85,353	85,353	61,296	64,336	66,037	66,037	80,556	80,556
No. of days	68	64	63	63	78	73	73	73	75	75

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

Particulars	F.Y. 2022-23				F.Y. 2021-22					
	Q1	Q2	Q3	Up to Dec- 22	Q1	Q2	Q3	Up to Dec-21	Q4	2021-22
i) Mining	45,710	54,109	44,284	144,103	36,967	48,333	41,147	126,447	44,395	<b>170,842</b>
ii) Others	22,188	24,391	27,155	73,734	23,351	20,731	16,964	61,046	28,581	<b>89,627</b>
<b>Total</b>	<b>67,898</b>	<b>78,500</b>	<b>71,439</b>	<b>217,837</b>	<b>60,318</b>	<b>69,064</b>	<b>58,111</b>	<b>187,493</b>	<b>72,976</b>	<b>260,469</b>

## 5. CAPEX/PROJECTS IN PIPELINE

1. The Present Installed Capacity 4,40,000 TPA.
  
2. Mining Liner Projects:  
The Company has already commissioned Mill Liners plant with a capacity of 50,000 Mt per Annum.
  
3. Kerala GIDC Projects:  
The company has decided to go ahead with its brownfield capacity expansion of grinding media. It plans to add 80,000 Mt of capacity at an estimated capex of Rs. 200 Crores and commissioning by end of F.Y.2024.
  
4. Capex incurred till Nine Months FY- 2023: Rs. 133 Crores



## 6. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> January 2023: Rs. 683 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(21/01/2023): US\$ 33.90 MIO, AUD 15.25 MIO.