



## AIA Engineering Limited

May 25, 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 Audited Financial Results for the quarter and year ended March 31, 2023**

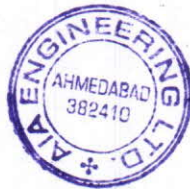
Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2023 to be made to Investors/Analysts.

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**

**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](http://www.aiaengineering.com), E-mail : [ric@aiaengineering.com](mailto:ric@aiaengineering.com)



AIA Engineering Ltd.



# **AIA ENGINEERING LIMITED**

## **PRESENTATION TO INVESTORS**

### **EARNINGS : Q4 FY 2022-23**



# Disclaimer/Safe Harbor

## Cautionary statement regarding forward-looking statements

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.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded.

This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, or a solicitation of any offer, to purchase or sell, any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of company’s securities in any jurisdiction. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under or in relation to the shares shall be deemed to constitute an offer of or an invitation by or on behalf of company. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any of company’s securities.

AIA assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. AIA may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.

No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of AIA.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.

# 1. Financial Snap Shot – Consolidated



(Rs. In lacs)

AIA Engineering Ltd.

Particulars	F.Y. 2022-23					F.Y. 2021-22				
	Q1	Q2	Q3	Q4	F.Y. 2022-23	Q1	Q2	Q3	Q4	F.Y. 2021-22
Production (MT)	68,336	80,224	64,854	74,674	288,088	64,893	67,542	75,764	70,391	278,590
Sales (MT)	67,898	78,500	71,439	73,505	291,342	60,318	69,064	58,111	72,976	260,469
<b>1. INCOME</b>										
a) Sales	106,467	131,159	120,995	125,182	483,802	73,032	87,111	83,304	107,999	351,447
b) Other operating income (export benefits)	1,503	1,707	1,690	2,175	7,074	962	1,406	1,506	1,334	5,208
<b>Total income from operations</b>	<b>107,970</b>	<b>132,866</b>	<b>122,685</b>	<b>127,356</b>	<b>490,877</b>	<b>73,994</b>	<b>88,517</b>	<b>84,810</b>	<b>109,334</b>	<b>356,655</b>
c) Other non operating income	2,064	3,214	11,795	6,381	23,454	3,952	3,572	4,230	3,875	15,629
<b>Total Income</b>	<b>110,034</b>	<b>136,080</b>	<b>134,480</b>	<b>133,737</b>	<b>514,331</b>	<b>77,946</b>	<b>92,090</b>	<b>89,040</b>	<b>113,208</b>	<b>372,284</b>
<b>2. EXPENDITURE</b>										
a) Raw material consumed	52,995	58,424	40,979	51,678	204,076	35,786	42,895	53,697	51,859	184,237
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,017)	(947)	3,375	6,096	2,506	(7,508)	(3,497)	(21,624)	(4,498)	(37,128)
c) Employee benefit expenses	3,672	3,740	3,785	3,993	15,190	3,385	3,424	3,548	3,580	13,937
d) Other expenses	32,601	40,450	37,974	34,015	145,041	25,142	29,503	33,069	35,801	123,514
<b>3. EBIDTA</b>	<b>26,782</b>	<b>34,413</b>	<b>48,368</b>	<b>37,955</b>	<b>147,518</b>	<b>21,142</b>	<b>19,765</b>	<b>20,349</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>29.80%</b>	<b>30.05%</b>	<b>28.57%</b>	<b>22.33%</b>	<b>23.99%</b>	<b>24.20%</b>	<b>24.59%</b>
<b>5. Depreciation and amortising expenses</b>	2,080	2,456	2,444	2,325	9,304	2,417	2,175	2,491	2,129	9,212
<b>6. Finance cost</b>	109	387	524	989	2,010	74	81	252	(21)	385
<b>7. PBT</b>	<b>24,593</b>	<b>31,570</b>	<b>45,399</b>	<b>34,641</b>	<b>136,204</b>	<b>18,651</b>	<b>17,509</b>	<b>17,607</b>	<b>24,360</b>	<b>78,127</b>
<b>8. Tax</b>	5,447	7,079	10,153	7,875	30,554	3,742	3,710	3,756	4,958	16,165
<b>9. PAT (after Minority Interest)</b>	<b>190,47</b>	<b>24,481</b>	<b>35,246</b>	<b>26,819</b>	<b>105,593</b>	<b>14,933</b>	<b>13,759</b>	<b>13,816</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	Q4	2022-23	Q1	Q2	Q3	Q4	2021-22
<b>1. Other Operating Income</b>										
a) Export benefits & others	1,503	1,707	1,690	2,175	7,074	962	1,406	1,506	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	4,207	4,853	13,480	2,272	2,857	2,884	1,724	9,736
b) Foreign exchange gain	617	242	7,588	1,528	9,974	1,680	715	1,346	2,151	5,893
<b>Total of Other Income</b>	<b>2,064</b>	<b>3,214</b>	<b>11,795</b>	<b>6,381</b>	<b>23,454</b>	<b>3,952</b>	<b>3,572</b>	<b>4,230</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	Q4	2022-23	Q1	Q2	Q3	Q4	2021-22
<b>1. Inventories</b>										
a) Raw material – Amount	21,986	15,806	13,852	16,707	16,707	11,913	15,272	15,164	18,084	18,084
No. of days	32	28	30	31	31	23	25	23	25	25
b) WIP & FG – Amount	100,585	101,041	99,114	95,020	95,020	66,184	69,023	90,440	94,931	94,931
No. of days	84	75	74	72	72	78	72	84	79	79
<b>2. Receivables – Amount</b>	77,601	87,334	85,353	86,095	86,095	61,296	64,336	66,037	80,556	80,556
No. of days	68	64	63	63	63	78	73	73	75	75

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

Particulars	F.Y. 2022-23					F.Y. 2021-22				
	Q1	Q2	Q3	Q4	2022-23	Q1	Q2	Q3	Q4	2021-22
i) Mining	45,710	54,109	44,284	48,249	192,352	36,967	48,333	41,147	44,395	<b>170,842</b>
ii) Others	22,188	24,391	27,155	25,256	98,990	23,351	20,731	16,964	28,581	<b>89,627</b>
<b>Total</b>	<b>67,898</b>	<b>78,500</b>	<b>71,439</b>	<b>73,505</b>	<b>291,342</b>	<b>60,318</b>	<b>69,064</b>	<b>58,111</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 during FY- 2023: Rs. 195 Crores





## 6. Key Highlights/Developments

- A. Order book as at 1<sup>st</sup> April 2023: Rs. 770 Crores.
  
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(22/05/2023): US\$ 38.10 MIO, AUD 15.70 MIO.