



AIA Engineering Limited

February 7, 2025

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, 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 Unaudited Financial Results of the Company for the Quarter/Nine Months ended December 31, 2024 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 LIMITED

PRESENTATION TO INVESTORS

EARNINGS : Q3 FY 2024-25

Disclaimer/Safe Harbor

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1. Financial Snap Shot – Consolidated



(Rs. In lacs)

AIA Engineering Ltd.

Particulars	F.Y. 2024-25				F.Y. 2023-24					
	Q1	Q2	Q3	Up to Dec-24	Q1	Q2	Q3	Up to Dec-23	Q4	F.Y. 2023-24
Production (MT)	68,609	54,952	63,561	187,122	73,702	75,042	82,708	231,452	64,057	295,509
Sales (MT)	60,592	60,330	65,780	186,702	74,046	77,725	74,140	225,911	71,434	297,345
1. INCOME										
a) Sales	100,474	103,051	105,005	308,529	122,029	127,386	114,672	364,087	113,096	477,182
b) Other operating income (export benefits)	1,523	1,370	1,617	4,511	1,929	2,094	2,244	6,268	1,926	8,194
Total income from operations	101,997	104,420	106,623	313,040	123,959	129,480	116,916	370,354	115,022	485,376
c) Other non operating income	8,201	9,010	6,732	23,943	5,951	6,232	8,310	20,494	7,646	28,140
Total Income	110,198	113,431	113,354	336,983	129,910	135,712	125,226	390,848	122,668	513,516
2. EXPENDITURE										
a) Raw material consumed	46,534	37,433	43,719	127,685	49,244	49,834	55,428	154,506	41,188	195,694
b) Change in inventories of Finished goods, W.I.P. and stock-in-trade	(6,645)	5,515	(376)	(1,506)	4,895	4,862	(7,367)	2,390	9,182	11,571
c) Employee benefit expenses	4,599	4,654	4,654	13,906	4,063	4,334	4,322	12,720	4,421	17,140
d) Other expenses	28,624	29,252	30,319	88,195	31,453	32,240	33,412	97,105	30,490	127,595
Share of Profit of Joint Venture	144	42	418	605	-	-	75	75	76	151
3. EBIDTA	37,232	36,619	35,457	109,307	40,255	44,442	39,507	124,204	37,463	161,667
4. EBIDTA (Percentage on income from operation)	36.50%	35.07%	33.25%	34.92%	32.47%	34.32%	33.79%	33.54%	32.57%	33.31%
5. Depreciation and amortisation expenses	2,536	2,358	2,618	7,513	2,425	2,451	2,699	7,574	2,453	10,027
6. Finance cost	638	527	99	1,264	750	742	708	2,199	639	2,838
7. PBT	34,057	33,735	32,740	100,531	37,080	41,250	36,101	114,430	34,372	148,802
8. Tax	8,116	8,092	6,850	23,058	9,828	8,841	8,110	26,779	8,324	35,103
9. PAT (after Minority Interest)	25,958	25,672	25,922	77,552	27,234	32,308	27,961	87,503	26,054	113,557

2. Break-up of Certain Key Items – Consolidated



AIA Engineering Ltd.

(Rs. In lacs)

Particulars	F.Y. 2024-25				F.Y. 2023-24					
	Q1	Q2	Q3	Up to Dec-24	Q1	Q2	Q3	Up to Dec-23	Q4	2023-24
1. Other Operating Income										
a) Export benefits & others	1,523	1,370	1,617	4,511	1,929	2,094	2,244	6,268	1,926	8,194
2. Other income										
a) Dividend / profit on sale of MF / Interest income / Fair value of investments/others	7,296	7,368	5,872	20,537	5,665	6,318	6,570	18,555	7,223	25,777
b) Foreign exchange gain	905	1,642	859	3,406	286	(86)	1,740	1,939	423	2,363
Total of Other Income	8,201	9,010	6,732	23,943	5,951	6,232	8,310	20,494	7,646	28,140

3. Working Capital – Consolidated

(Rs. In lacs)

Particulars	F.Y. 2024-25				F.Y. 2023-24					
	Q1	Q2	Q3	Up to Dec-24	Q1	Q2	Q3	Up to Dec-23	Q4	2023-24
1. Inventories										
a) Raw material – Amount	28,410	20,120	16,044	16,044	16,905	17,024	20,083	20,083	26,464	26,464
No. of days	52	55	50	50	31	31	32	32	38	38
b) WIP & FG – Amount	90,093	85,481	85,886	85,886	89,823	84,746	93,094	93,094	83,030	83,030
No. of days	79	76	75	75	69	66	71	71	68	68
2. Receivables – Amount	80,843	75,938	77,381	77,381	89,732	89,245	87,580	87,580	88,097	88,097
No. of days	77	74	73	73	66	64	65	65	67	67

4. Segmental Sales (in MT) – Consolidated

Particulars	F.Y. 2024-25				F.Y. 2023-24					
	Q1	Q2	Q3	Up to Dec- 24	Q1	Q2	Q3	Up to Dec-23	Q4	2023-24
i) Mining	36,786	39,896	42,919	119,601	53,256	52,093	53,395	158,744	44,932	203,677
ii) Others	23,806	20,434	22,861	67,101	20,790	25,632	20,745	67,167	26,501	93,668
Total	60,592	60,330	65,780	186,702	74,046	77,725	74,140	225,911	71,433	297,345

5. CAPEX/PROJECTS IN PIPELINE

- The Present Installed Capacity 4,60,000 TPA.
- Capex incurred till Nine Months FY –2025 : Rs. 129 Crores.
- The company is to establish Grinding Media manufacturing facilities in China and Ghana with capacity of 50,000 MT at each location. This will support the company for effective mitigation of logistics and supply chain constraints, improved market access, better product availability and reduce cost.

6. Key Highlights/Developments

- A. Order book as at 1st January 2025: Rs. 585 Crores.
- B. Outstanding foreign currency forward contracts (sales contract, as on date i.e.(06/02/2025): US\$ 52.20 MIO, AUD 11.30 MIO.