

Engineering Infinite Possibilities

# PRESENTATION TO INVESTORS

07<sup>th</sup> February, 2020

AHMEDABAD



## Safe harbour statement

Certain statements contained in this document may be statements of future expectations and other forward looking statements that are based on management's current view and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. None of Anup Engineering, or any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its content or otherwise arising in connection with this document. This document does not constitute an offer or invitation to purchase or subscribe for any shares and neither it nor any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

# CONTENTS



- Q3 FY20 SUMMARY FINANCIAL PERFORMANCE
- OUTLOOK

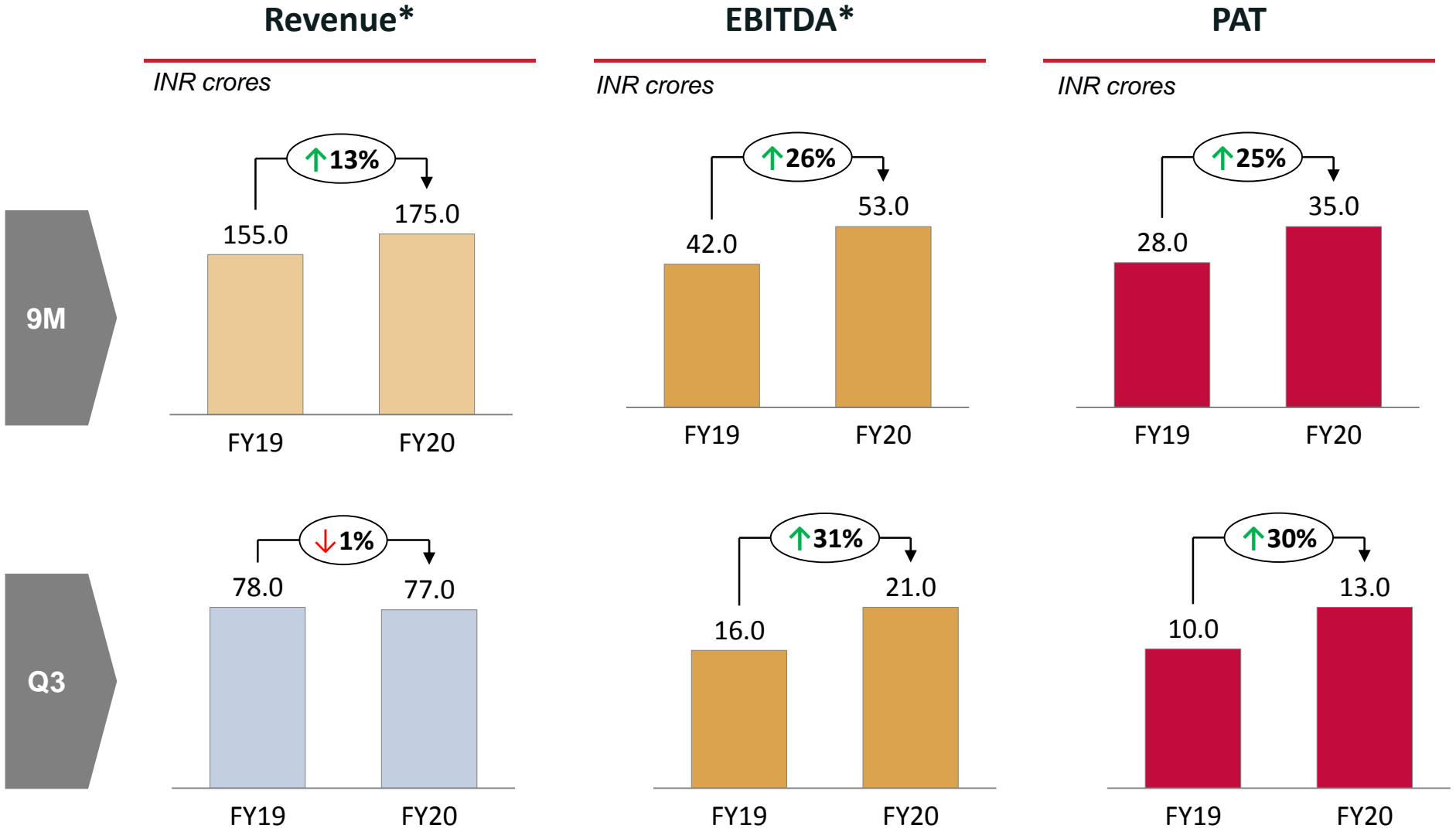
## Q3 and 9M FY20 Executive summary: Modest growth while maintaining robust margins



INR Crs	Q3 FY20	9M FY20	Remarks
Revenue	77 (↓1%)	175 (↑13%)	Steady and optimum utilization of manufacturing capacities and capabilities.
EBITDA	21 (↑31%)	53 (↑26%)	
PAT	13 (↑30%)	35 (↑25%)	
Cash Surplus	16 (↑26%)	41 (↑24%)	



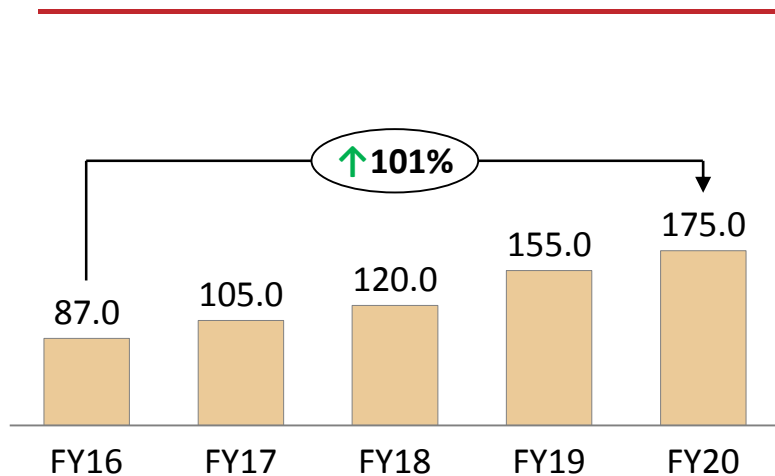
# Key indicators – FY19 Vs FY20



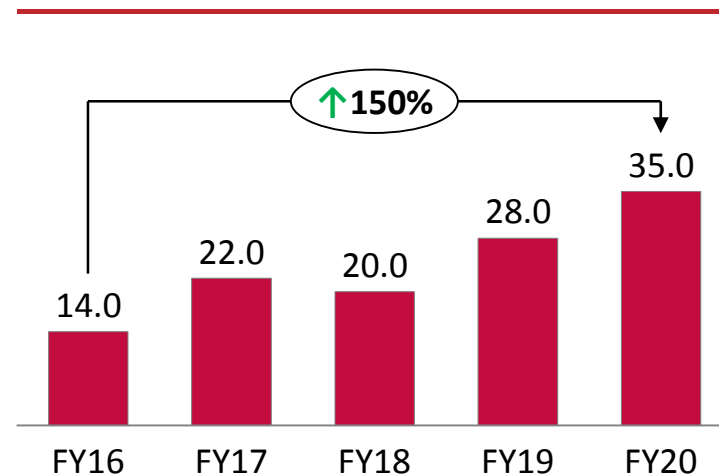
\* Excluding trading revenues of ~6.62 Crs in Q3FY19 and ~21.88 Crs from the parent company in 9MFY19.

# Anup's financial performance – 9M of last 5 Years

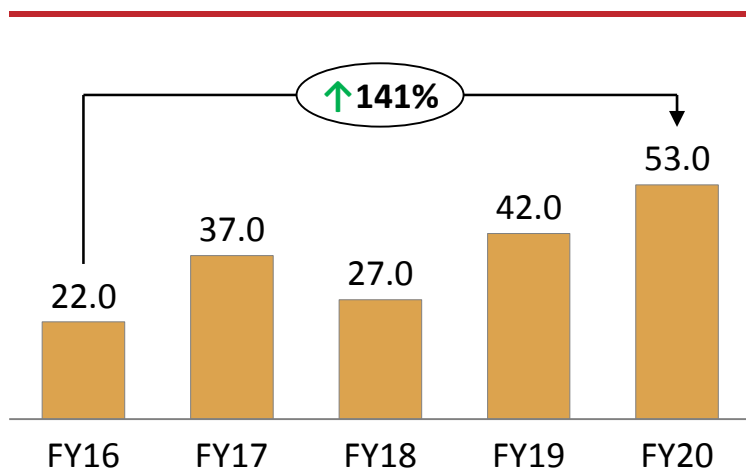
## Revenues



## PAT



## EBITDA



## Q3, FY20 V/s FY19 Performance



<i>All figures in INR Crs</i>	Q3 FY20	Q3 FY19	9M FY20	9M FY19
Sales	76	74	170	146
Other Operating Income	1	4	5	9
<b>Revenue from Operations</b>	<b>77</b>	<b>*78</b>	<b>175</b>	<b>*155</b>
Raw Material Consumed	40	34	111	80
(Increase) / Decrease in Stock	(2)	12	(43)	(14)
Employees' Emoluments	4	4	12	12
Others Expenses	14	12	42	35
	<b>56</b>	<b>62</b>	<b>122</b>	<b>113</b>
<b>EBIDTA</b>	<b>21</b>	<b>16</b>	<b>53</b>	<b>42</b>
Margin	<b>27%</b>	<b>21%</b>	<b>30%</b>	<b>27%</b>
Other Income	1	1	3	4
Interest & Finance Cost	0	1	1	1
<b>Cash Accruals</b>	<b>22</b>	<b>16</b>	<b>55</b>	<b>45</b>
Depreciation	3	2	7	6
<b>Profit Before Taxes</b>	<b>19</b>	<b>14</b>	<b>48</b>	<b>39</b>
Provision for Taxes - Current tax	6	4	13	11
- Deferred tax	0	0.2	0.3	0.3
<b>Tax</b>	<b>6</b>	<b>4</b>	<b>13</b>	<b>11</b>
<b>Profit After Tax</b>	<b>13</b>	<b>10</b>	<b>35</b>	<b>28</b>

\* Excluding trading revenues of ~6.62 Crs in Q3FY19 and ~21.88 Crs from the parent company in 9MFY19.



# CONTENTS

- Q3 FY20 SUMMARY FINANCIAL PERFORMANCE

- **OUTLOOK**





## EXPANSION STRATEGY

- **The Heavy Bay Extension at its Odhav Plant is completed with good pace in line with the Schedule. This is helping the company in its pursuit of the desired product mix.**



# OUTLOOK



## On- Going Capex:

- During the 3<sup>rd</sup> Quarter, the Company has successfully completed extension of its Heavy Bay at Odhav and it has been commissioned .
- Kheda Capex has been progressing as per the planned schedule .

## Market Reach & Order Book:

- Company continues to generate strong pipeline of enquiries and should be on track to book good orders in next 3-6 Months for FY 21 and subsequent periods.
- The augmented capacities & capabilities should accelerate sustainable & profitable growth of the company in medium to long term.
- Sustained and multi-pronged efforts to enlist with new customers globally and to obtain strategic approvals / collaborations, are moving in the right direction and augur well for the company in medium to long term.



# THANK YOU...



**The Anup Engineering Limited  
B/H, 66 KV Electric Sub station, Odhav Road,  
Ahmedabad – 382415, Gujarat India**