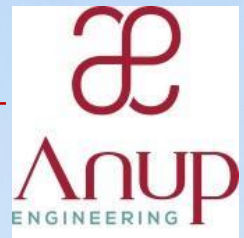


Engineering Infinite possibilities



CONTRACTOR : TECHNIP INDIA LIMITED  
CONTRACT NO. NO. : 07021-820-PO-1005-00124-10-051  
PART OF INSTALLATION : INDIA/INDIA/INDIA  
CONTRACTOR : HINDUSTAN VANASDA & RASAYANA LIMITED  
VENDOR'S ADDRESS : PLOT 28/29/30/31/32, BARAKHURJI/SHARDA NAGAR,  
BEZURGANI, WHAR, 531110, INDIA  
THE ANUP ENGINEERING LIMITED, SHARDA NAGAR  
VENDOR'S NAME : TECHNIP INDIA LIMITED  
PO REGISTRATION NUMBER : 127455-820-AN-000-0002A  
ITEM DESCRIPTION : W/ SEPARATOR SEPARATOR HOLDER  
ITEM TAG NUMBER : 820-V-1002-820-E-1002 A & B & C-1-1002  
FACT SHIPMENT FULL : F.S.A.  
SHIPMENT FULL SHIPMENT : F.S.A.  
PACKING COT NUMBER : 820-01  
PACKAGE NUMBER : 820-01  
NET WEIGHT : 110500 KG (APPROX)  
GROSS WEIGHT : 110774 KG (APPROX)  
DIMENSIONS IN METRE : (L) 22.21 (W) 3.752 (H) 4.81  
COUNTRY OF ORIGIN : INDIA (INDIA)  
STORAGE CODE : C

The Anup Engineering Limited

Investor Presentation Q1 FY22  
27<sup>th</sup> July 2021



# 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 The Anup Engineering Limited 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.

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# Product Range



## Heat Exchangers

- Shell and Tube; Helical Baffle
- Critical waste heat, RG boilers
- Steam surface condensers



## Columns / Towers

- Packed Column
- Tray Column



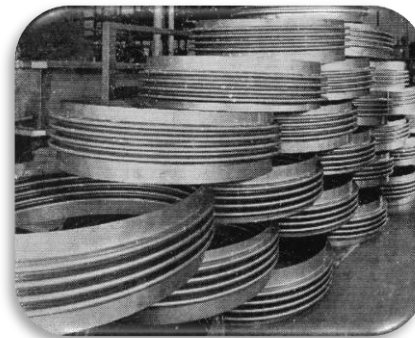
## Reactors

- High Thickness Pressure Vessels (upto 160mm)
- Clad Pressure Vessels



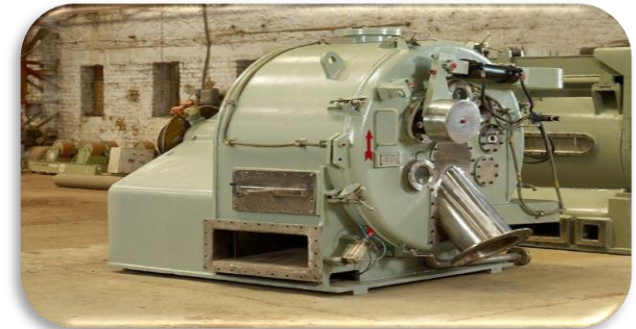
## Pressure Vessels

- High Thickness Pressure Vessels (upto 160mm)
- Clad Pressure Vessels



## Dished Ends, Expansion Bellows

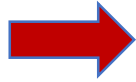
- Spinning, Point Press and Hot Forming



## Centrifuge

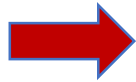
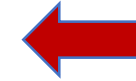
- For starch and chemical industries
- Sizes upto 1600mm diameter

# Catering to Wide Spectrum of Industries



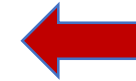
**Refining/Oil & Gas**

**Chemical**



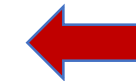
**Fertilizer**

**Paper & Pulp**



**Power**

**Water treatment**

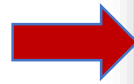


**Aerospace**



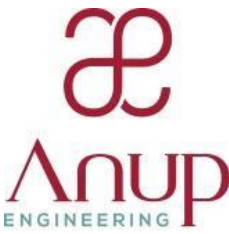
# Global Footprint

- India
- Middle East, South East Asia
- CIS Countries
- Americas (including USA)
- South Africa , Nigeria,  
Algeria





# Marquee Clients

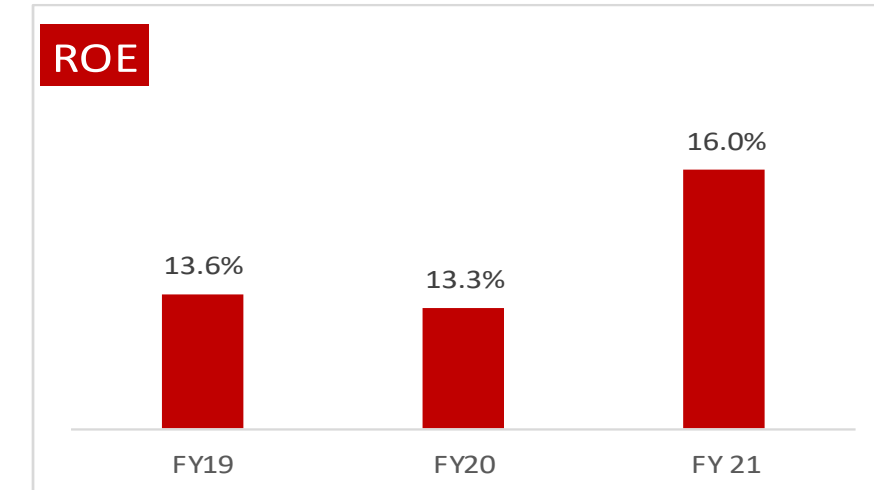
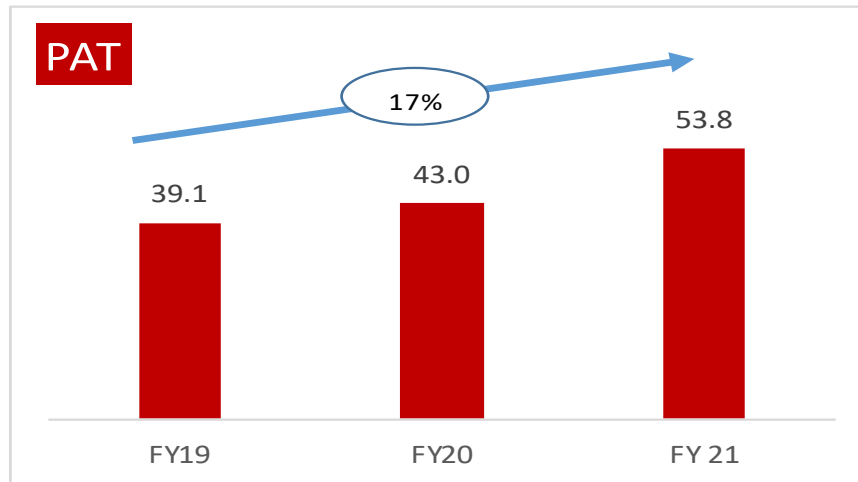
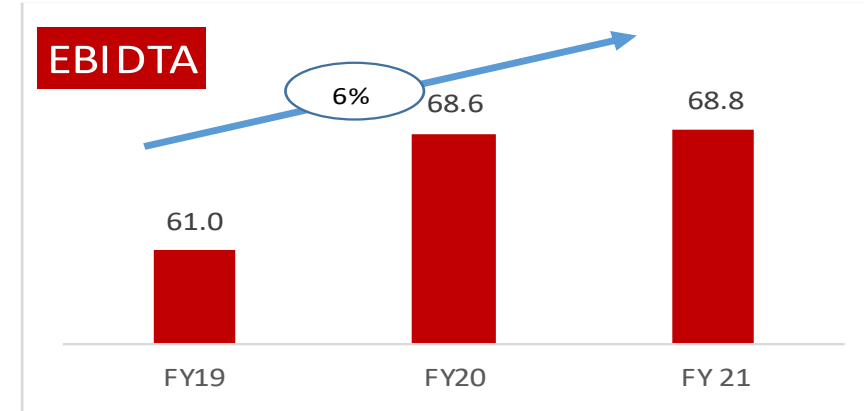
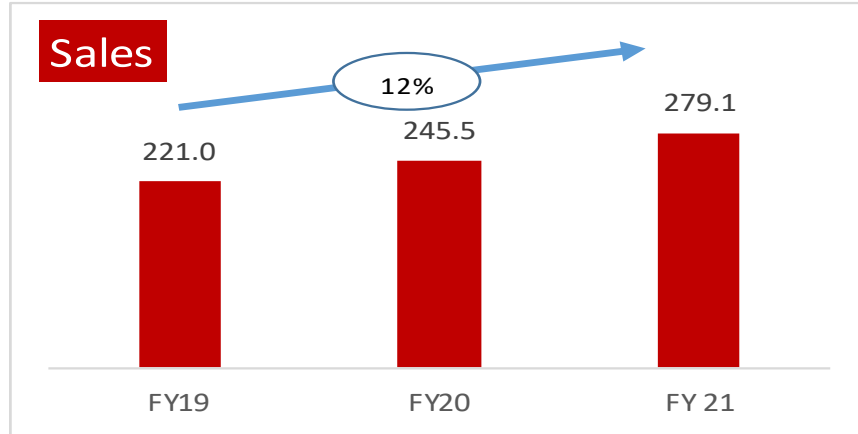


Indian Oil Corporation Limited





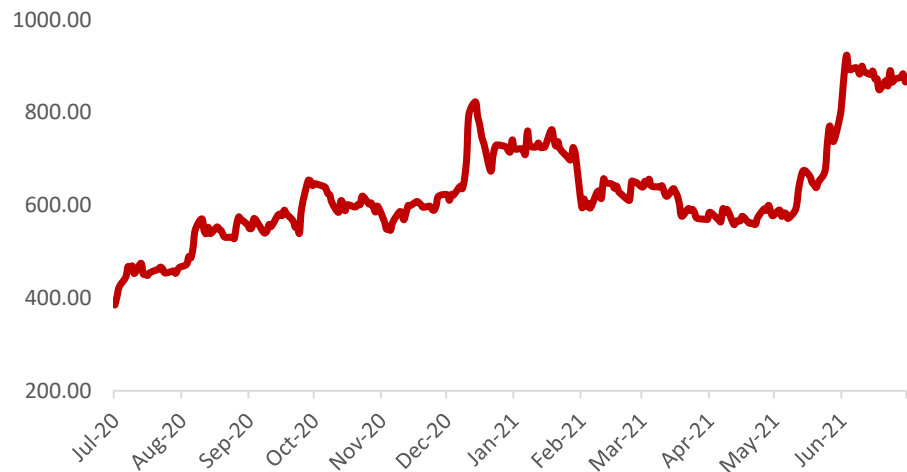
# Historical Trend



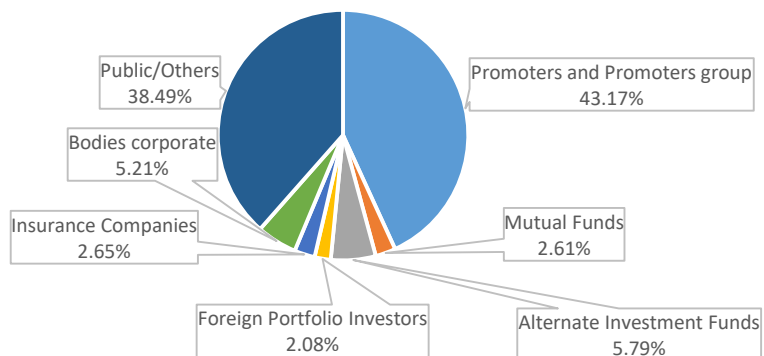
\* Excluding Trading Revenue & Profit in FY19

# Shareholding Structure

Share price



Shareholding % As on 30<sup>th</sup> June 2021



Market data	As on 30 <sup>th</sup> June 2021
No. of Shares Outstanding (Cr)	0.99
Face Value ( ₹ )	10
Price ( ₹ )	865
52 week High/Low ( ₹ )	975 /373
Market Capitalization ( ₹ Cr)	852.8

Institutional Investors as on 30 <sup>th</sup> June 2021	% Total	% Free Float
ABAKKUS EMERGING OPPORTUNITIES FUND-1	5.79%	10.18%
HDFC TRUSTEE COMPANY LTD -(Holding under various schemes)	2.61%	4.59%
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.65%	4.67%
HABROK INDIA MASTER LP	1.73%	3.04%
Others	0.57%	1.00%
<b>Total</b>	<b>13.34%</b>	<b>23.48%</b>

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## Financial summary | Highest ever Top line in Quarter-1

	FY21	FY22	%	Remarks
Revenues	30.1	52.0	↑ 72%	Highest ever turnover in Q1 despite 2nd wave of COVID.
EBITDA	8.3	12.5	↑ 50%	EBIDTA margin at 24%
PAT	5.2	8.1	↑ 55%	
Free Cash Flow	7.4	11.0	↑ 48%	Fixed Deposit Balance of Rs 52.5 Cr

- Strong order pipeline of Rs 299 Cr as on Q1 end to provide good execution visibility. Also since 1<sup>st</sup> July till date we have booked further orders worth Rs 51 Cr.



# Revenue Bifurcation

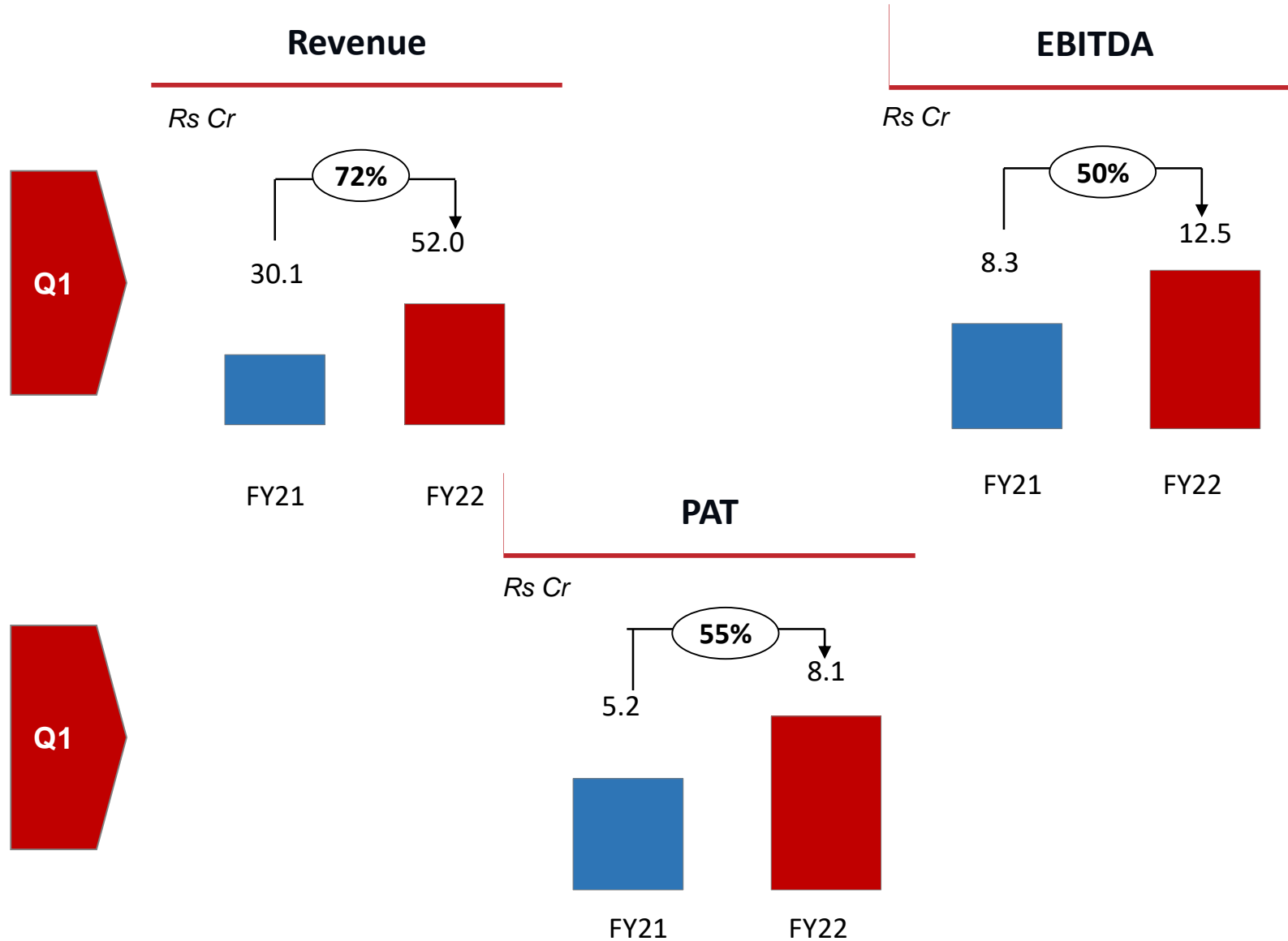
## Geographical Bifurcation

	Rs Cr	%
Domestic	44.3	85%
Export	7.7	15%
<b>Total</b>	<b>52.0</b>	

## Product Wise Bifurcation

	Rs Cr
Heat Exchanger	24.9
Vessels	23.0
Others	3.5
<b>Total</b>	<b>51.4</b>

# Key indicators | FY21 Vs FY22



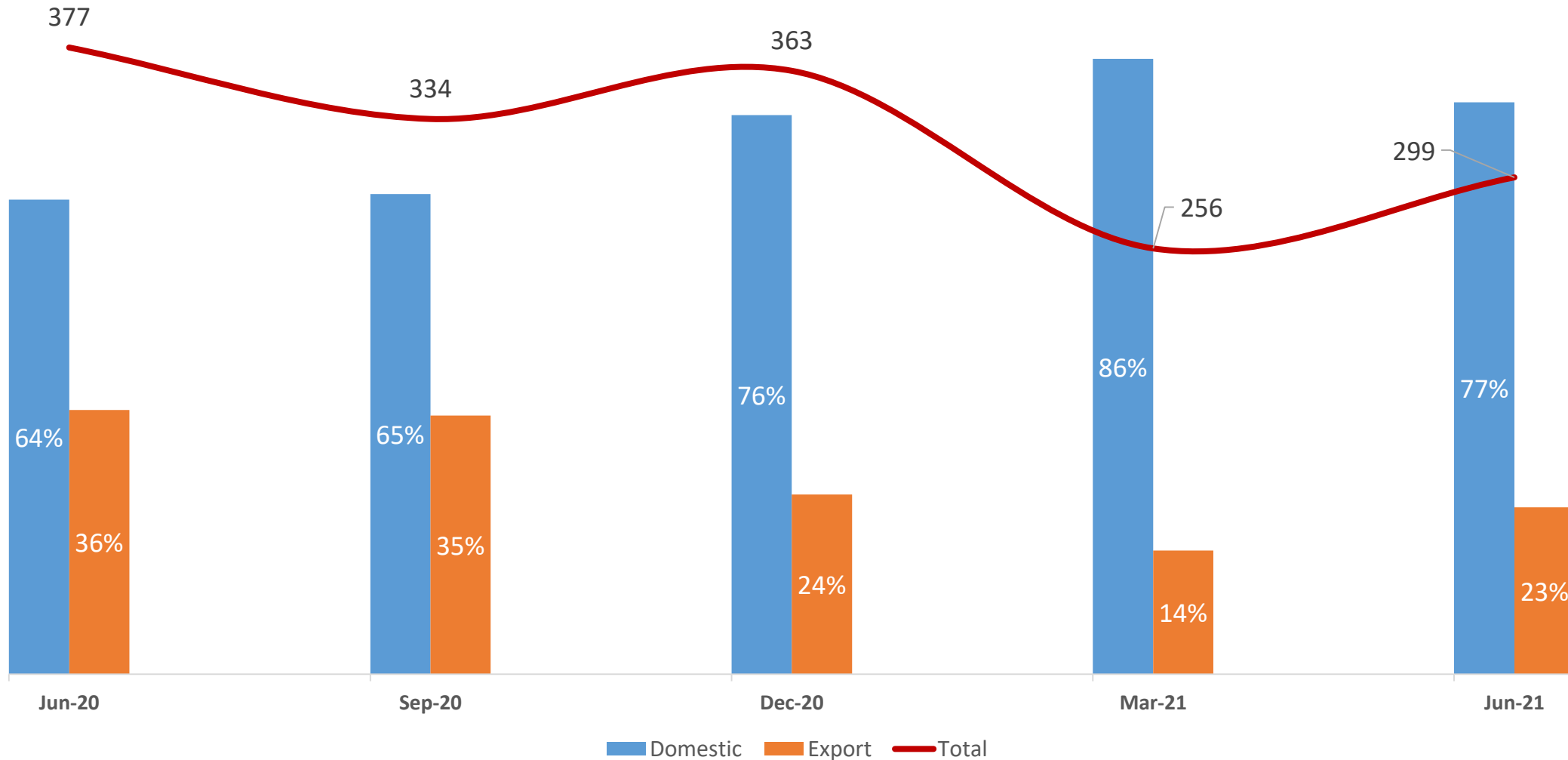
# Order Book Review

Product	Rs Cr	%
Heat Exchanger	230.1	77%
Vessels	46.4	16%
Centrifuge	2.9	1%
Tower & Reactor	19.5	7%
<b>Grand Total</b>	<b>298.9</b>	<b>100%</b>

Industry	Rs Cr	%
Refining	233.7	68%
Chemical	32.7	12%
Gas	24.0	7%
Power	7.3	2%
Fertizer	1.2	0%
<b>Grand Total</b>	<b>298.9</b>	<b>100%</b>

- Strong Order pipeline in Refining/Oil & Gas and Chemical segment
- Since 1<sup>st</sup> July till date we have booked further orders worth Rs 51 Cr.

# Order Book Trend



Export Order book is at 23% of the Total order book



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# Q1 | FY21 V/s FY22 Profitability

	Q1 FY21		Q1 FY22	
	Rs Cr	%	Rs Cr	%
<b>Revenue from Operations</b>	<b>30.1</b>		<b>52.0</b>	
Raw Material Consumed	12.9	43%	26.8	52%
(Increase) / Decrease in Stock	-0.1	0%	-1.5	-3%
Employees' Emoluments	3.2	11%	4.2	8%
Others Expenses	5.9	19%	9.9	19%
<b>Operating Expense</b>	<b>21.8</b>	<b>72%</b>	<b>39.5</b>	<b>76%</b>
<b>EBIDTA</b>	<b>8.3</b>	<b>28%</b>	<b>12.5</b>	<b>24%</b>
Other Income	0.8	3%	0.6	1%
Interest & Finance Cost	0.1	0%	0.2	0%
<b>Cash Accruals</b>	<b>9.0</b>	<b>30%</b>	<b>12.9</b>	<b>25%</b>
Depreciation	2.2	7%	2.9	6%
<b>Profit Before Taxes</b>	<b>6.8</b>	<b>23%</b>	<b>10.0</b>	<b>19%</b>
<b>Tax Expense</b>	<b>1.6</b>	<b>5%</b>	<b>1.9</b>	<b>4%</b>
<b>Profit After Tax</b>	<b>5.2</b>	<b>17%</b>	<b>8.1</b>	<b>16%</b>

- Strong Topline despite of 2<sup>nd</sup> wave of COVID.
- EBIDTA Margins at 24%

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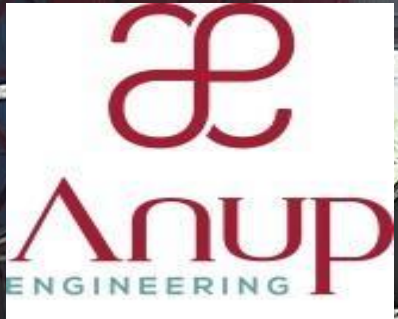
# Outlook

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- Strong Order book & Enquiry Pipeline.
- Impact of COVID-19 2<sup>nd</sup> wave is behind us, we are poised for better execution in coming Quarters.
- Ongoing Capex for development of Clean room facility at Odhav is likely to complete by end of Q2.
- We will be mobilizing the actual construction work at site in Kheda during the Q2.



New H7 Bay



THANK YOU

Engineering Infinite possibilities

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