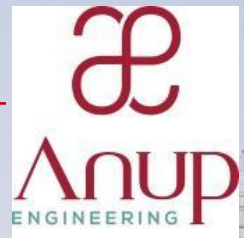


Engineering Infinite possibilities



The Anup Engineering Limited

**Investor Presentation Q2 FY22
26th October 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.

Contents

Introduction

Operational Review

Financial Statement Review

Outlook

Contents

Introduction

Operational Review

Financial Statement Review

Outlook

Product Range



Heat Exchangers

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



Columns / Towers

- Packed Column
- Tray Column



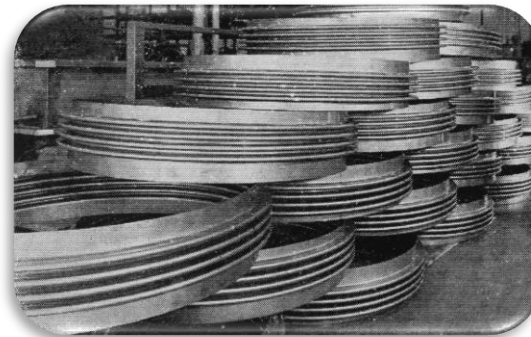
Reactors

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



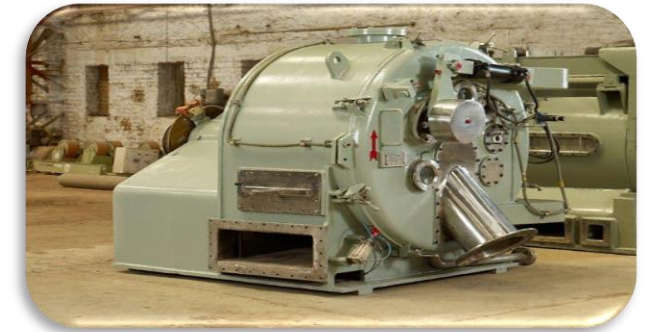
Pressure Vessels

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



Dished Ends, Expansion Bellows

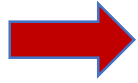
- Spinning, Point Press and Hot Forming



Centrifuge

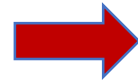
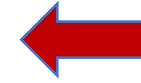
- For starch and chemical industries
- Sizes upto 1600mm diameter

Catering to Wide Spectrum of Industries



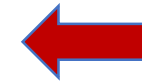
Refining/Oil & Gas

Chemical



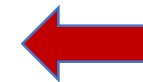
Fertilizer

Paper & Pulp



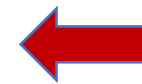
Power

Water treatment



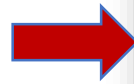
Mines & Mineral

Aerospace

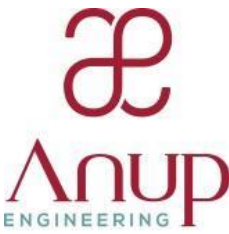


Global Footprint

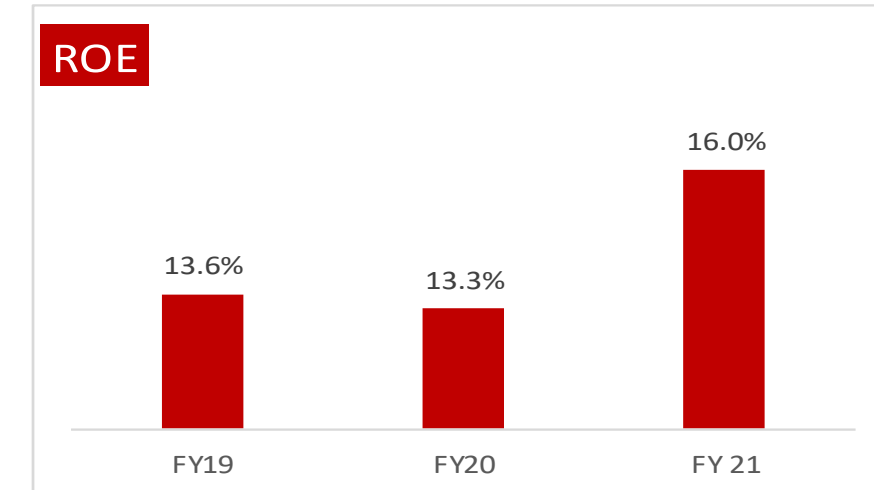
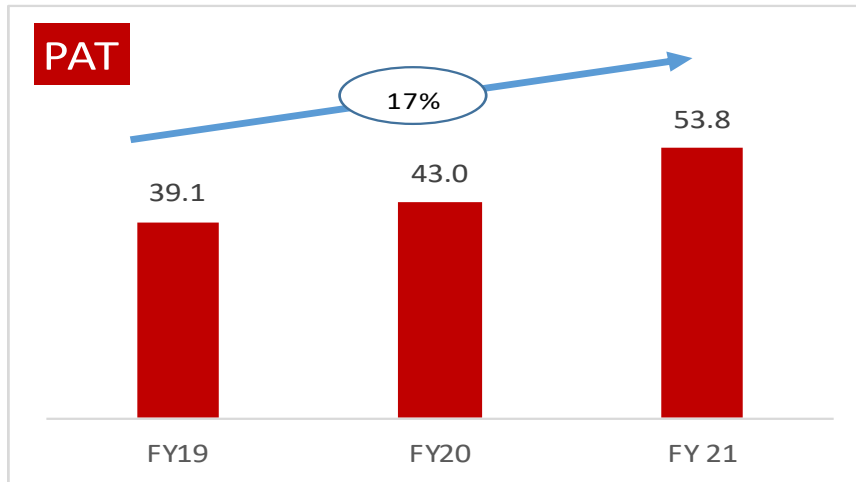
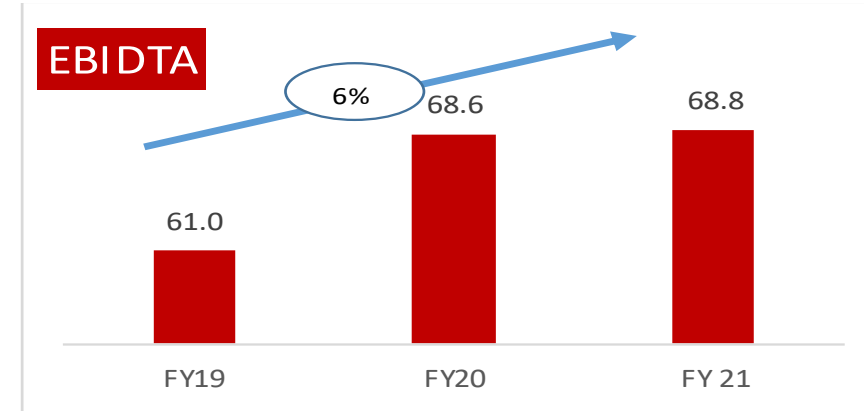
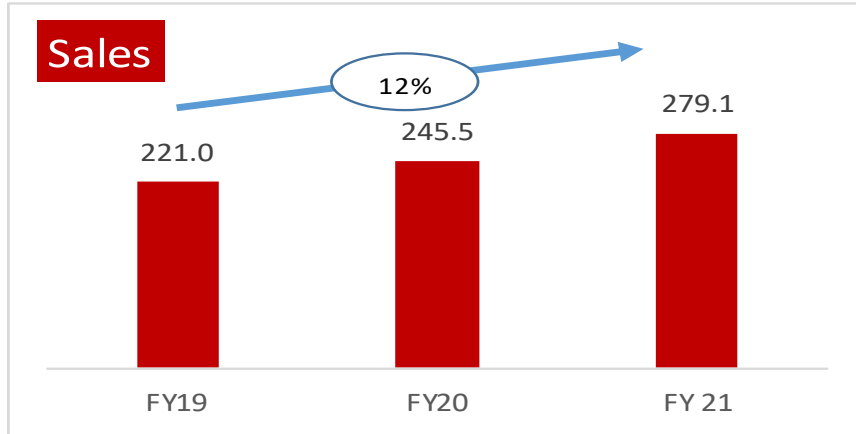
- India
- Middle East, South East Asia
- CIS Countries
- Americas (including USA)
- South Africa , Nigeria,
Algeria



Marquee Clients



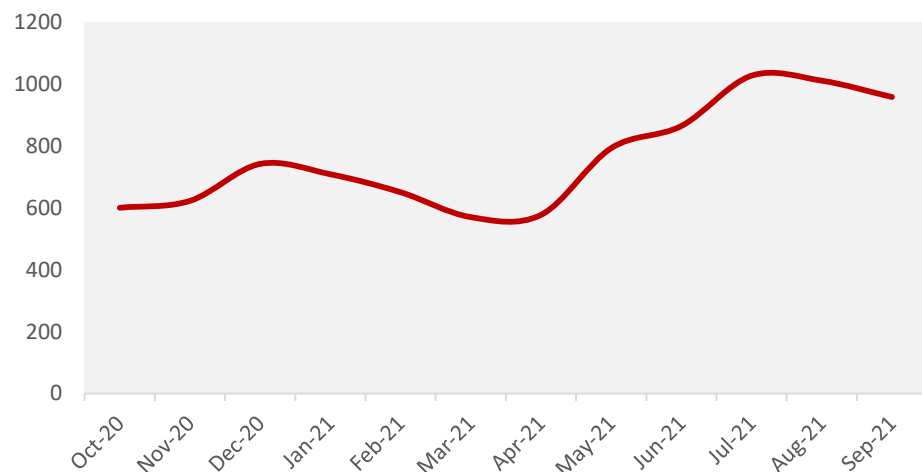
Historical Trend



* Excluding Trading Revenue & Profit in FY19

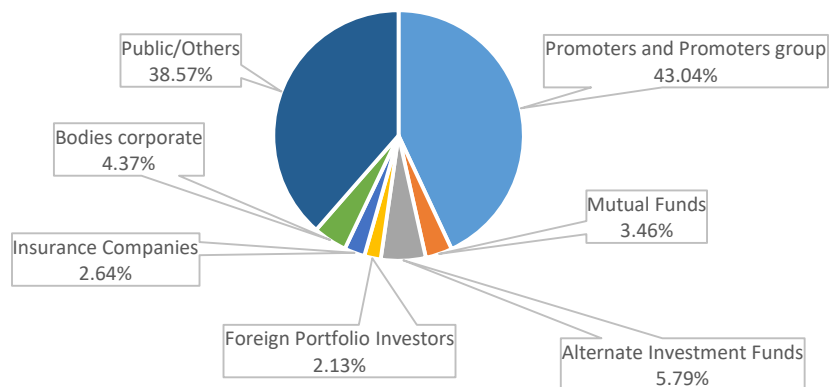
Shareholding Structure

Share price – Performance NSE



Market data (NSE)	As on 30 th September 2021
No. of Shares Outstanding (Cr)	0.98
Face Value (₹)	10.0
Price (₹)	958.6
52 week High/Low (₹)	High Price - 1111.9 (15-09-21) Low Price – 537.0 (04-11-20)
Market Capitalization (₹ Cr)	947.2

Shareholding % As on 30th September 2021



Key Institutional Investors as on 30th September 2021	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	5.79%
HDFC TRUSTEE CO LTD A/C HDFC RETIREMENT SAVINGS FUND-EQUITY PLAN	2.60%
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.64%
HABROK INDIA MASTER LP	1.72%

Contents









Introduction

Operational Review

Financial Statement Review

Outlook

Q2 and H1 FY22 Executive summary | Continuing the momentum

	Q2			H1			Remarks
	FY21	FY22	%	FY21	FY22	%	
	Revenues	86.8	89.1  3%	116.9	141.1  21%	Continuing good execution throughout the H1	
EBITDA	18.2	22.7  25%	26.5	35.2  33%	EBIDTA margin at 25% despite increasing input cost		
PAT	11.7	15.7  35%	16.9	23.6  40%			
Free Cash Flow	13.9	18.6  34%	21.4	29.4  38%	Fixed Deposit Balance of Rs 56.5 Cr		

- Strong order pipeline of Rs 299 Cr as on Q2 end to provide good execution visibility. Also since 1st Oct till date we have booked further orders worth Rs 26 Cr.

Revenue Bifurcation

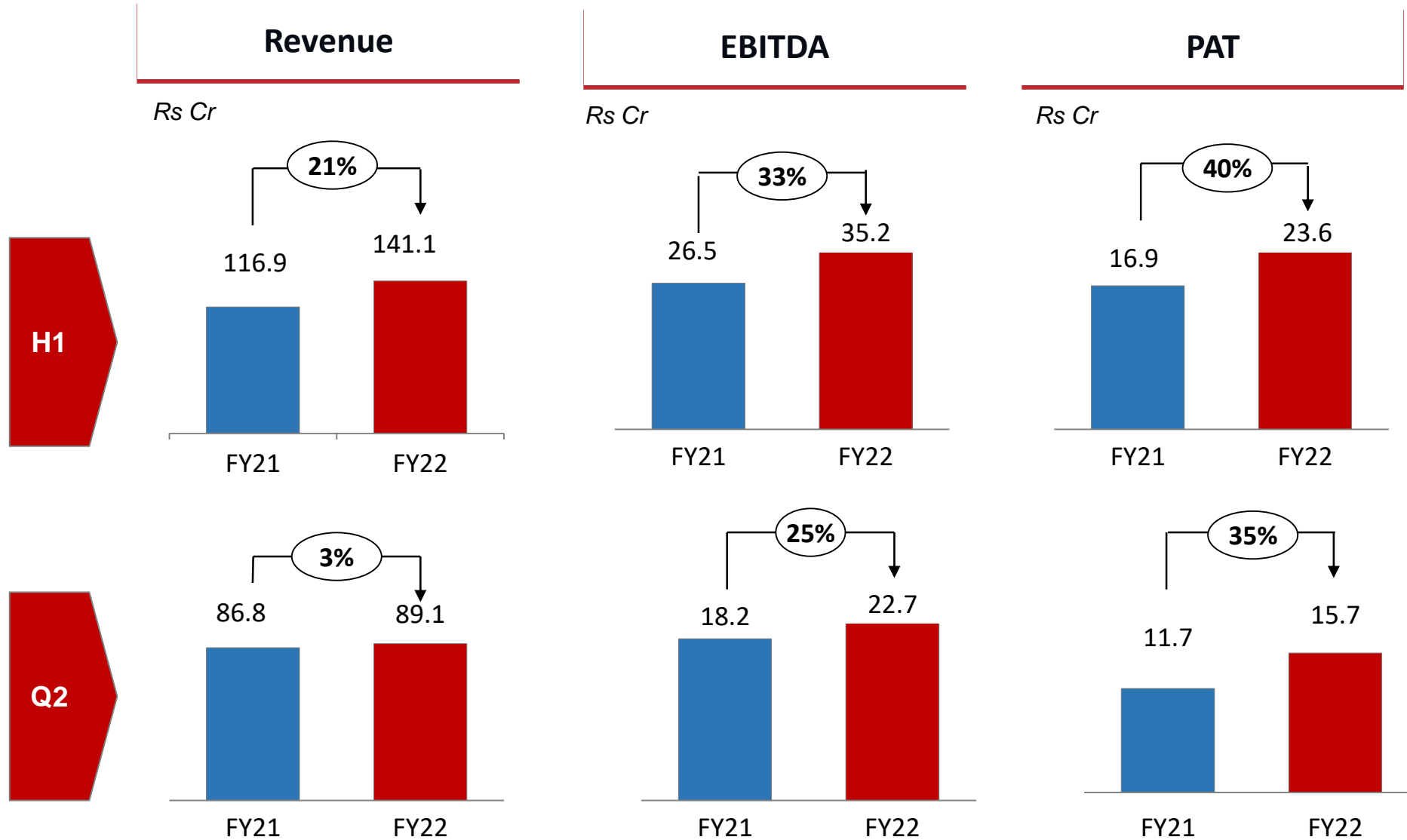
Geographical Bifurcation

	Rs Cr	%
Domestic	125.2	89%
Export	15.9	11%
Total	141.1	

Product Wise Bifurcation

	Rs Cr	%
Heat Exchanger	88.0	63%
Vessels	42.8	30%
Others	10.3	7%
Total	141.1	

Key indicators | FY21 Vs FY22



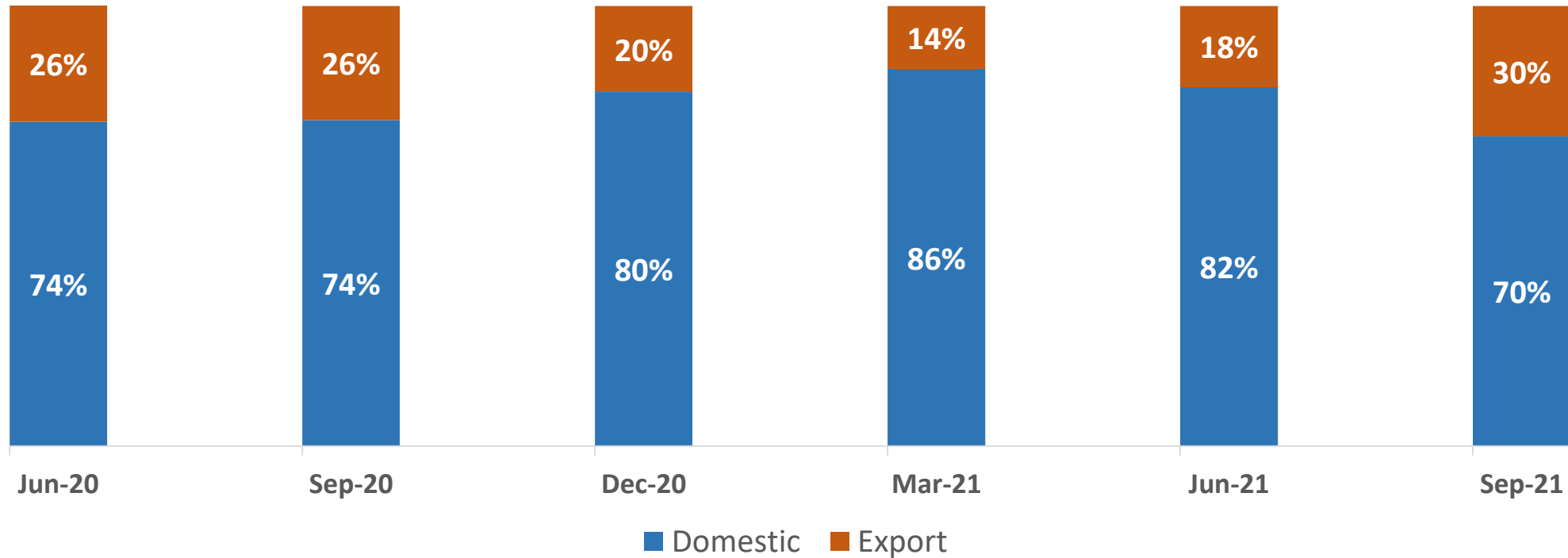
Order Book Review as on Date

Row Labels	Rs Cr	%
Heat Exchanger	220.5	74%
Vessels	48.4	16%
Tower & Reactor	27.8	9%
Centrifuge	1.8	1%
Grand Total	298.5	

Row Labels	Rs Cr	%
Refinery	224.9	75%
Paper	35.8	12%
Hydrogen	26.4	9%
Power	4.7	2%
Chemical	3.6	1%
Mining	1.6	1%
Fertilizer	1.5	0%
Grand Total	298.5	100%

- Strong overall Order book pipeline with industry diversification
- Since 1st Oct till date we have booked further orders worth Rs 26 Cr.

Order Book Trend



Export Order book improving at 30% of the total order book

Contents

Introduction

Operational Review

Financial Statement Review

Outlook

Q2 & H1 | FY21 V/s FY22 Profitability

	Q2 FY21		Q2 FY22		H1 FY21		H1 FY22	
	Rs Cr	%	Rs Cr	%	Rs Cr	%	Rs Cr	%
Revenue from Operations	86.8		89.1		116.9		141.1	
Raw Material Consumed	40.7	47%	42.7	48%	53.5	46%	69.5	49%
(Increase) / Decrease in Stock	11.9	14%	-1.4	-2%	11.8	10%	-2.8	-2%
Employees' Emoluments	5.3	6%	7.0	8%	8.4	7%	11.2	8%
Others Expenses	10.7	12%	18.1	20%	16.6	14%	28.0	20%
Operating Expense	68.5	79%	66.4	75%	90.4	77%	105.9	75%
EBIDTA	18.2	21%	22.7	25%	26.5	23%	35.2	25%
Other Income	0.8	1%	0.6	1%	1.6	1%	1.0	1%
Interest & Finance Cost	0.2	0%	0.0	0%	0.3	0%	0.2	0%
Cash Accruals	18.8	22%	23.2	26%	27.8	24%	35.9	25%
Depreciation	2.3	3%	2.9	3%	4.5	4%	5.8	4%
Profit Before Taxes	16.5	19%	20.3	23%	23.3	20%	30.2	21%
Tax Expense	4.8	6%	4.6	5%	6.4	6%	6.5	5%
Profit After Tax	11.7	13%	15.7	18%	16.9	14%	23.6	17%

Top Line higher by 21% and EBIDTA up by 33% compared to H1 FY21

H1 | Balance Sheet Review

<i>Rs Cr</i>	Mar-21	Sep-21
Share Capital	9.8	9.9
Other Equity	327.3	344.9
Net Worth	337.1	354.8
Non Current Liabilities	12.6	11.9
Current Liabilities	81.0	90.6
Total (A)	430.7	457.3
Net Fix. Assets and CWIP	189.6	188.2
Intangible Assets	23.7	22.0
Other Non-Current Asset	1.2	1.2
Total Non Current Assets	214.5	211.3
Current Assets	216.2	246.0
Total (B)	430.7	457.3

- Strong liquidity with FD of Rs 56.5 Cr as on Sept-21 against Rs 20.5 Cr in Mar-21

Contents

Introduction

Operational Review

Financial Statement Review

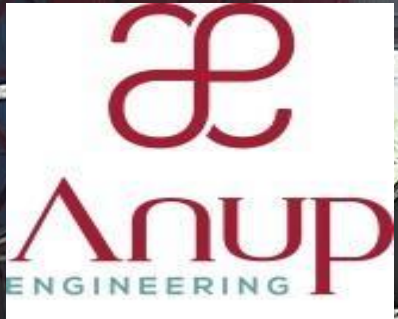
Outlook

Outlook



- Order Book as well as enquiry pipeline continues to remain strong & encouraging.
- Impact of COVID-19 is behind us, we are poised for better execution in 2nd Half year.
- Ongoing Capex for development of Clean room Shed at Odhav is delayed due to cascading COVID impact. Likely to be completed by Q3 end.
- We have started the construction work at Kheda in the wholly owned subsidiary (Anup Heavy Engineering Ltd) from Sept-21.

New H7 Bay



THANK YOU

Engineering Infinite possibilities

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