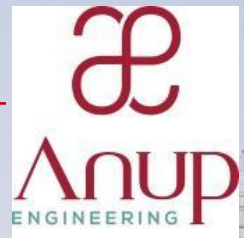


Engineering Infinite possibilities



The Anup Engineering Limited

**Investor Presentation Q3 FY22
18th January 2022**

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



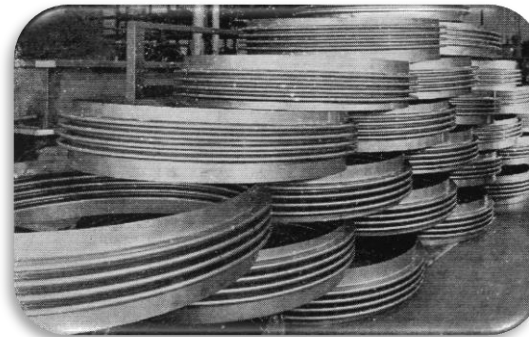
Reactors

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



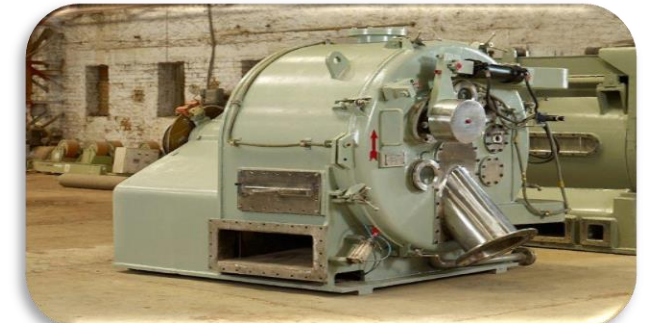
Pressure Vessels

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



Dished Ends, Expansion Bellows

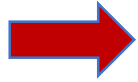
- Spinning, Point Press and Hot Forming



Centrifuge

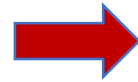
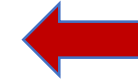
- For starch and chemical industries
- Sizes upto 1600mm diameter

Catering to Wide Spectrum of Industries



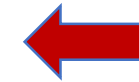
Refining/Oil & Gas

Chemical



Fertilizer

Paper & Pulp



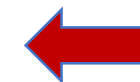
Power

Water treatment



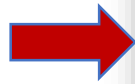
Mines & Mineral

Aerospace

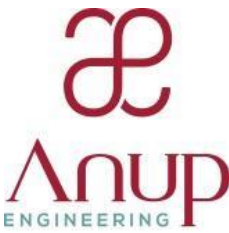


Global Footprint

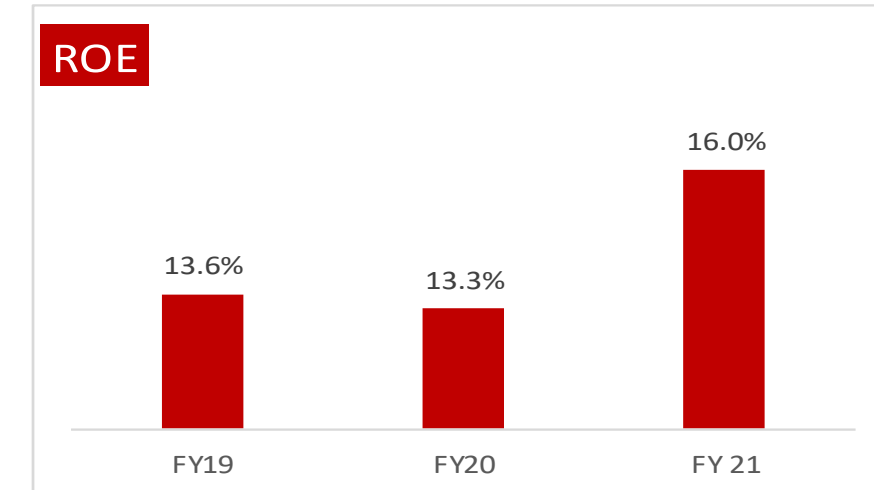
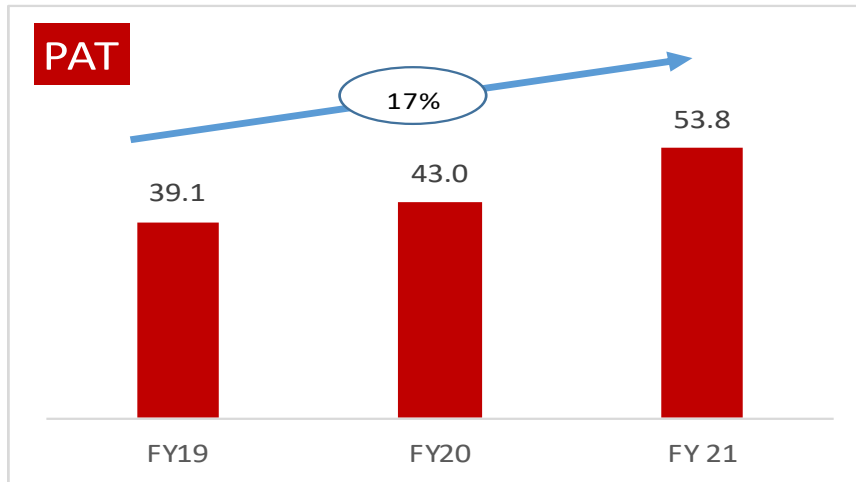
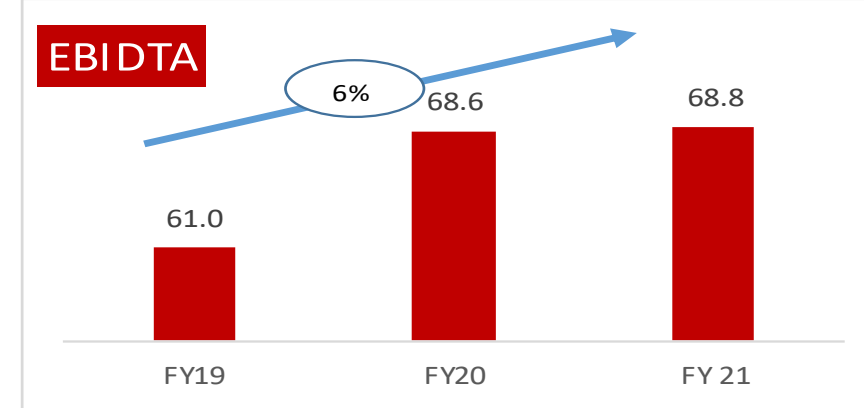
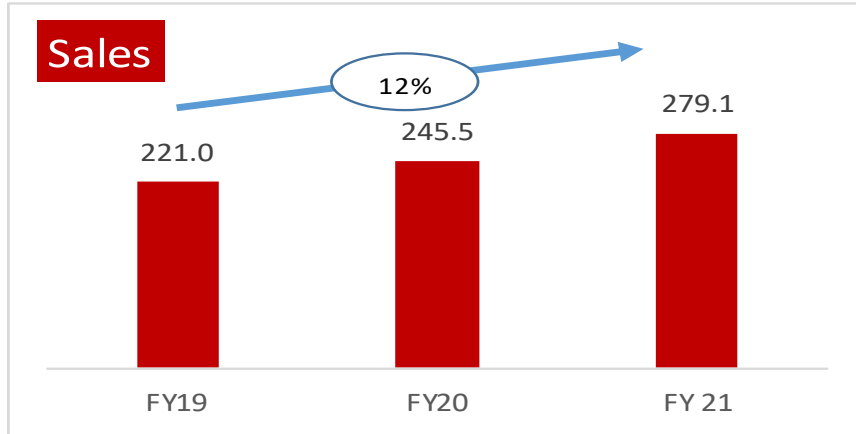
- India
- Middle East, South East Asia
- CIS Countries
- Americas (including USA)
- South Africa , Nigeria,
Algeria



Marquee Clients



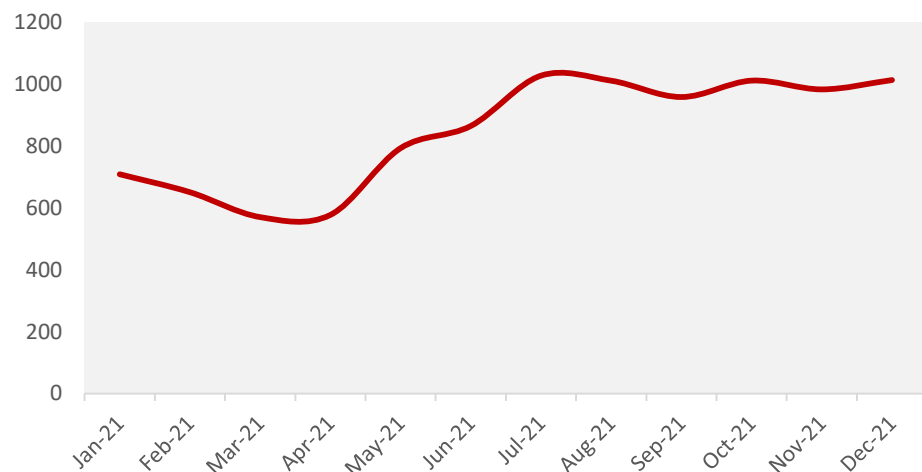
Historical Trend



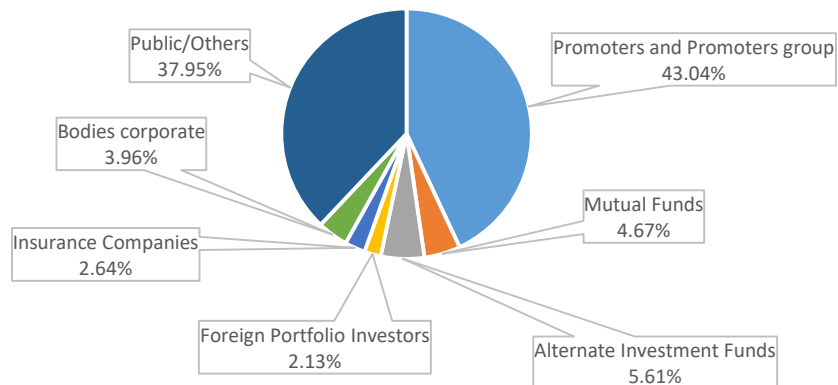
* Excluding Trading Revenue & Profit in FY19

Shareholding Structure

Share price – Performance NSE



Shareholding % As on 31st December 2021



| Market data (NSE) | As on 31 st December 2021 |
|--------------------------------|--|
| No. of Shares Outstanding (Cr) | 0.98 |
| Face Value (₹) | 10.0 |
| Price (₹) | 1,013.5 |
| 52 week High/Low (₹) | High Price – 1160.6 (08-11-21) Low Price – 548.0 (19-03-21) |
| Market Capitalization (₹ Cr) | 1001.4 |

| Key Institutional Investors as on 31 st December 2021 | Holding |
|--|---------|
| ABAKKUS EMERGING OPPORTUNITIES FUND-1 | 5.61% |
| HDFC TRUSTEE CO LTD A/C HDFC RETIREMENT SAVINGS FUND-EQUITY PLAN | 3.05% |
| THE NEW INDIA ASSURANCE COMPANY LIMITED | 2.64% |
| HABROK INDIA MASTER LP | 1.72% |
| PGIM INDIA TRUSTEE PRIVATE LIMITED A/C - PGIM INDIA SMALL CAP FUND | 1.61% |

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Executive summary | Continuing the momentum

| | 9M | | | Remarks |
|----------------|----------|-------|-------|--|
| | FY21 | FY22 | % | |
| | Revenues | 146.4 | 188.3 | |
| EBITDA | 33.3 | 46.2 | ↑ 39% | EBIDTA margin at 24.5% |
| PAT | 26.0 | 29.7 | ↑ 14% | PAT last year has reversal of Rs 6.9 Cr on account of adoption of Sec-115-BAA(Rs 4.4 Cr) and reversal of provision of tax (Rs 2.5 Cr)based on the assesment order |
| Free Cash Flow | 26.2 | 38.4 | ↑ 46% | Fixed Deposit Balance of Rs 60.8 Cr |

- Strong order pipeline of Rs 283.5 Cr as on Q3 end to provide good execution visibility. Further order worth Rs 17.8 Cr has been received in January till date.

Revenue Bifurcation

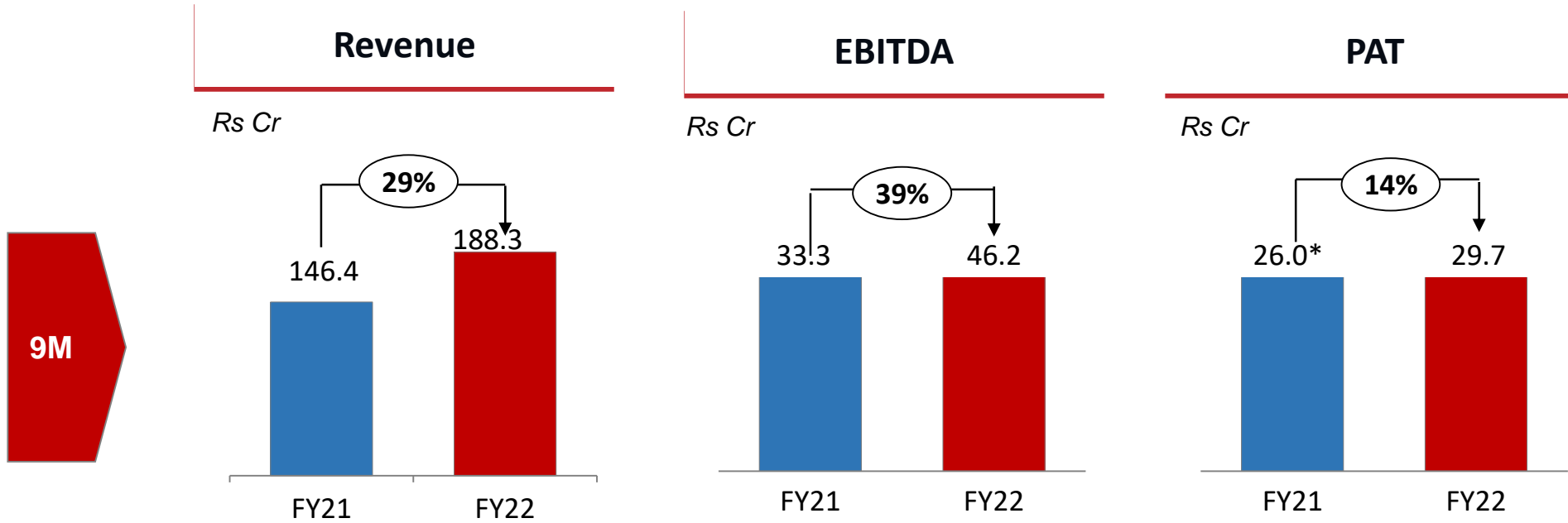
Geographical Bifurcation

| | Rs Cr | % |
|--------------|--------------|-----|
| Domestic | 162.3 | 86% |
| Export | 26.0 | 14% |
| Total | 188.3 | |

Product Wise Bifurcation

| | Rs Cr | % |
|----------------|--------------|-----|
| Heat Exchanger | 111.6 | 59% |
| Vessels | 48.3 | 26% |
| Tower/Reactor | 13.9 | 7% |
| Centrifuge | 2.2 | 1% |
| Others | 12.3 | 7% |
| Total | 188.3 | |

Key indicators | FY21 Vs FY22



*Reversal of taxation of Rs 6.9 Cr on account of adoption of Sec-115-BAA (Rs 4.4 Cr) and reversal of previous year provision of Tax (Rs 2.5 Cr) based on assessment order

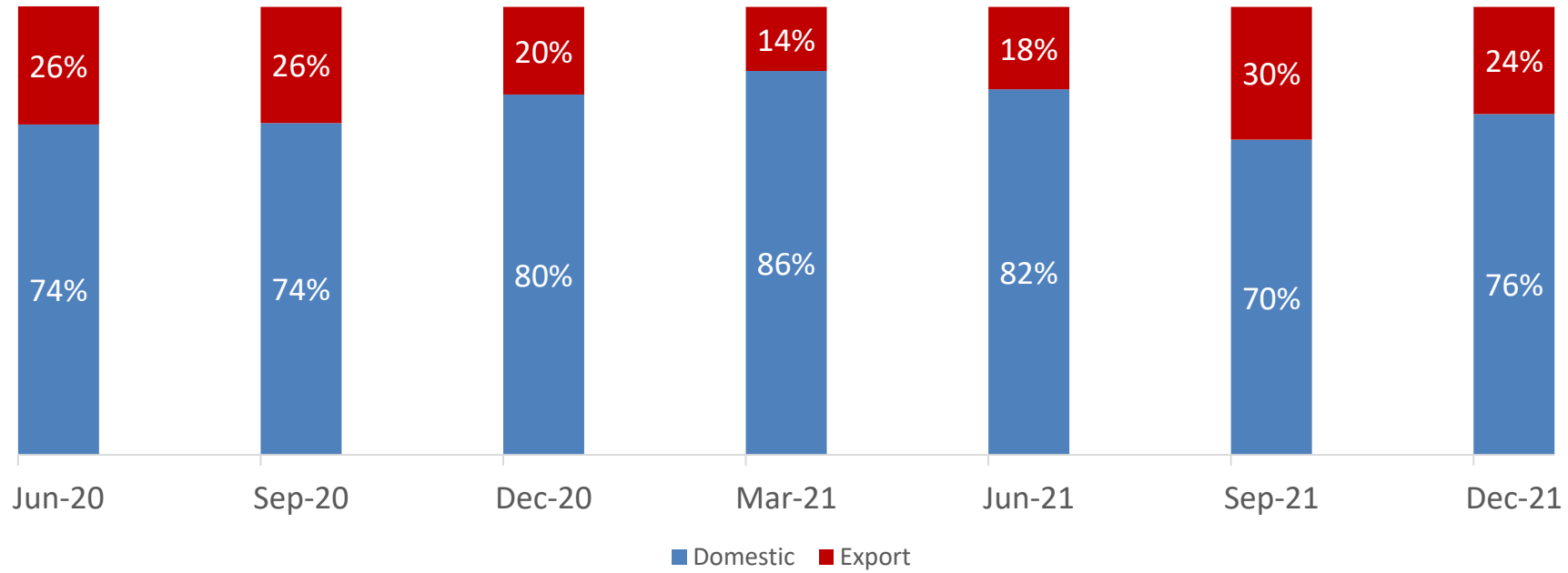
Order Book Review

| Equipment Type wise | Rs Cr | % |
|---------------------|--------------|-------------|
| Heat Exchanger | 205.4 | 72% |
| Vessels | 49.5 | 17% |
| Tower/Reactor | 26.1 | 9% |
| Centrifuge | 2.5 | 1% |
| Total | 283.5 | 100% |

| Industry Wise | Rs Cr | % |
|---------------|--------------|-------------|
| Refinery | 209.1 | 74% |
| Paper & Pulp | 35.8 | 13% |
| Hydrogen | 26.5 | 9% |
| Chemical | 6.5 | 2% |
| Mining | 4.1 | 1% |
| Fertilizer | 1.6 | 1% |
| Total | 283.5 | 100% |

- Strong Order book pipeline in Refining, Paper & Pulp and Hydrogen sector
- Further order of Rs 17.8 Cr received in January till date.

Order Book Trend



Export Order book at 24% of the order book

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Q3 & 9M | FY21 V/s FY22 Profitability

| | Q3 FY21 | | Q3 FY22 | | 9M FY21 | | 9M FY22 | |
|--------------------------------|-------------|-------------|-------------|------------|--------------|------------|--------------|------------|
| | Rs Cr | % | Rs Cr | % | Rs Cr | % | Rs Cr | % |
| Revenue from Operations | 29.5 | | 47.2 | | 146.4 | | 188.3 | |
| Raw Material Consumed | 36.5 | 124% | 35.6 | 75% | 90.1 | 62% | 105.2 | 56% |
| (Increase) / Decrease in Stock | -32.6 | -111% | -17.2 | -36% | -20.8 | -14% | -20.1 | -11% |
| Employees' Emoluments | 4.6 | 16% | 4.5 | 10% | 13.1 | 9% | 15.7 | 8% |
| Others Expenses | 14.2 | 48% | 13.3 | 28% | 30.8 | 21% | 41.3 | 22% |
| Operating Expense | 22.7 | 77% | 36.2 | 77% | 113.1 | 77% | 142.1 | 75% |
| EBIDTA | 6.8 | 23% | 11.0 | 23% | 33.3 | 23% | 46.2 | 25% |
| Other Income | 0.8 | 3% | 0.41 | 1% | 2.39 | 2% | 1.40 | 1% |
| Interest & Finance Cost | 0.0 | 0% | 0.3 | 1% | 0.3 | 0% | 0.5 | 0% |
| Cash Accruals | 7.6 | 26% | 11.1 | 24% | 35.4 | 24% | 47.1 | 25% |
| Depreciation | 2.6 | 9% | 2.9 | 6% | 7.2 | 5% | 8.7 | 5% |
| Profit Before Taxes | 4.9 | 17% | 8.2 | 17% | 28.2 | 19% | 38.4 | 20% |
| Tax Expense | -4.2 | -14% | 2.2 | 5% | 2.3 | 2% | 8.7 | 5% |
| Profit After Tax | 9.1 | 31% | 6.1 | 13% | 26.0 | 18% | 29.7 | 16% |

Top Line higher by 29% and EBIDTA up by 39% compared to 9M FY21

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Clean room Shed Odhav

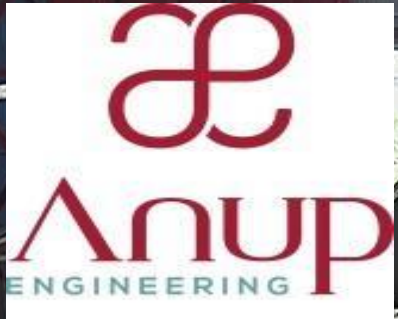


Kheda Site



- Order Book as well as enquiry pipeline continue to remain strong & encouraging.
- We are taking all the preemptive measures to vaccinate 100% employees including staff and workmen with strict COVID-19 protocols reinstated in full.
- Ongoing Capex for development of Clean room Shed at Odhav is about to complete by Q4. (COVID impact on supply chain)
- The construction is going in full swing at Kheda in the wholly owned subsidiary (Anup Heavy Engineering Ltd).

New H7 Bay



THANK YOU

Engineering Infinite possibilities

The Anup Engineering Limited
Behind 66 KV Electric Sub station, Odhav Road,
Ahmedabad – 382415, Gujarat India
T: +91 79 22872823, 2287 0622
Website: www.anupengg.com