

17<sup>th</sup> May 2022

To,  
Department of Corporate Services  
**BSE Limited,**  
P. J. Towers, Dalal Street,  
Mumbai - 400 001  
**Security Code: 542460**  
**Security ID: ANUP**

To,  
Listing Department  
**National Stock Exchange of India Limited,**  
Exchange Plaza, 5th Floor Plot No. C/1,  
G. Block Bandra - Kurla Complex, Bandra (E),  
Mumbai - 400 051  
**Symbol: ANUP**

Dear Sir/Madam,

**Sub. : Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended on 31<sup>st</sup> March 2022 and outcome of the Board Meeting held on 17<sup>th</sup> May 2022**

We hereby inform you that the Board of Directors of the Company at its meeting held today, *inter alia*:

- 1 Approved the audited standalone and consolidated financial results of the Company for the quarter and year ended on 31<sup>st</sup> March 2022.
- 2 Recommended a dividend at 80 % i.e. Rs. 8/- per Equity Share of Rs. 10/- each of the Company for the year ended on 31<sup>st</sup> March, 2022.

Pursuant to Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the following:

- 1 The audited standalone and consolidated financial results of the Company for the quarter and year ended on 31<sup>st</sup> March, 2022 alongwith Auditors' Reports thereon issued by M/s. Sorab S. Engineers & Co., Chartered Accountant, Statutory Auditors of the Company;
- 2 A copy of the press release; and
- 3 Investor Presentation.

The above documents will also be uploaded on company's website at [www.anupengg.com](http://www.anupengg.com).



In compliance with the provisions of Regulation 33(3)(d) of the LODR Regulations, the Company hereby declares that the Statutory Auditors, M/s. Sorab S. Engineers & Co., Chartered Accountant, have issued the Audit Reports with "Unmodified Opinion" on Audited Standalone and Consolidated Financial Results of the company for the year ended 31<sup>st</sup> March, 2022.


We shall inform you in due course the date on which the Company will hold Annual General Meeting for the year ended 31<sup>st</sup> March, 2022 and the date from which dividend, if approved by the shareholders, will be paid to the shareholders.

The Board meeting commenced today at 03:00 p.m. and concluded at 04:00 p.m. (IST).

You are requested to take the above on your records and bring this to the Notice of all concerned.

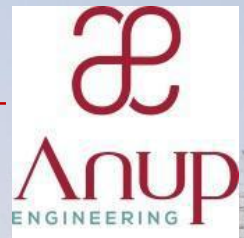
Thanking you,

**Yours faithfully,  
For, The Anup Engineering Limited**

  
**Chintankumar Patel  
Company Secretary  
Encl.: As above**



**Engineering Infinite possibilities**



**The Anup Engineering Limited**

**Investor Presentation Q4 FY22  
17<sup>th</sup> May 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



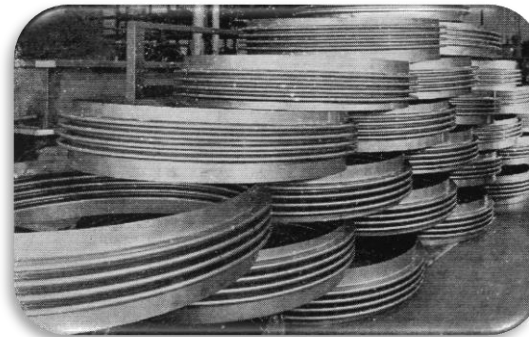
## Reactors

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



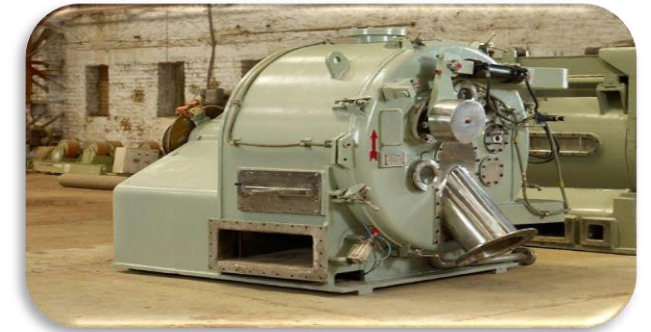
## Pressure Vessels

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



## Dished Ends, Expansion Bellows

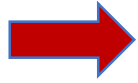
- Spinning, Point Press and Hot Forming



## Centrifuge

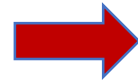
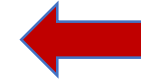
- For starch and chemical industries
- Sizes upto 1600mm diameter

# Catering to Wide Spectrum of Industries



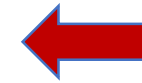
**Refining/Oil & Gas**

**Chemical**



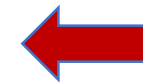
**Fertilizer**

**Paper & Pulp**



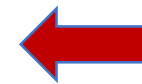
**Power**

**Water treatment**



**Mines & Mineral**

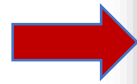
**Aerospace**



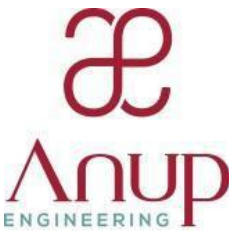


# Global Footprint

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



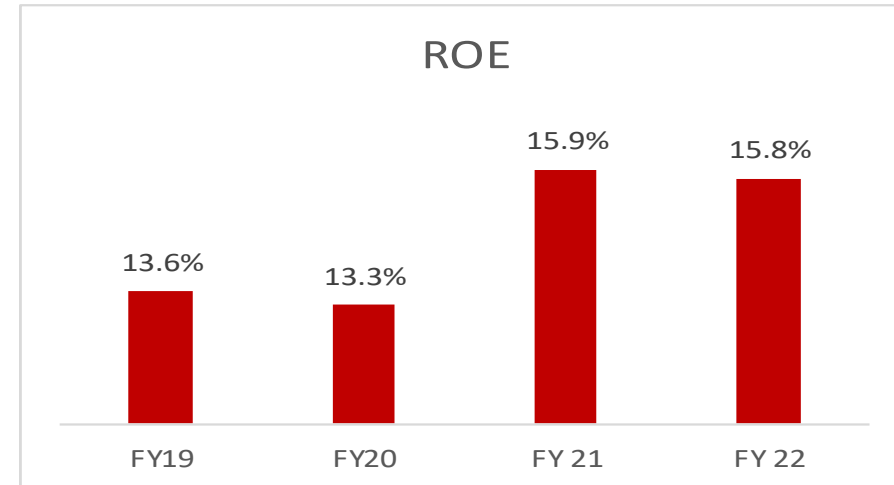
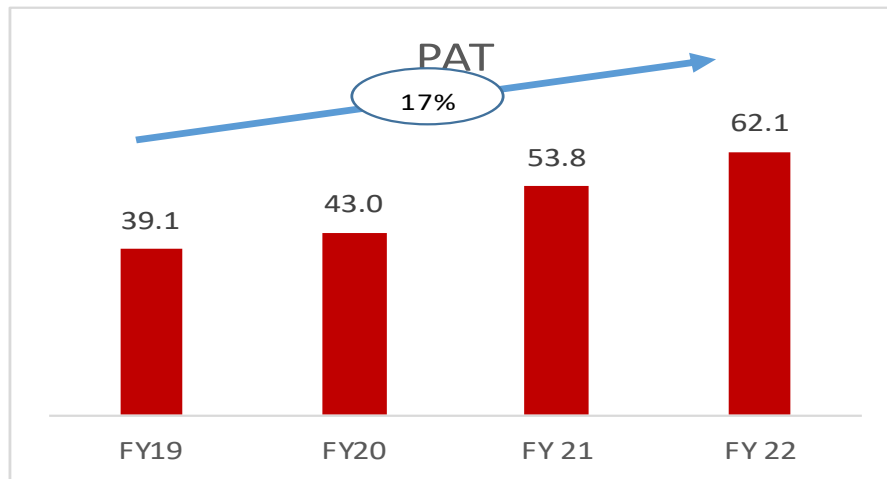
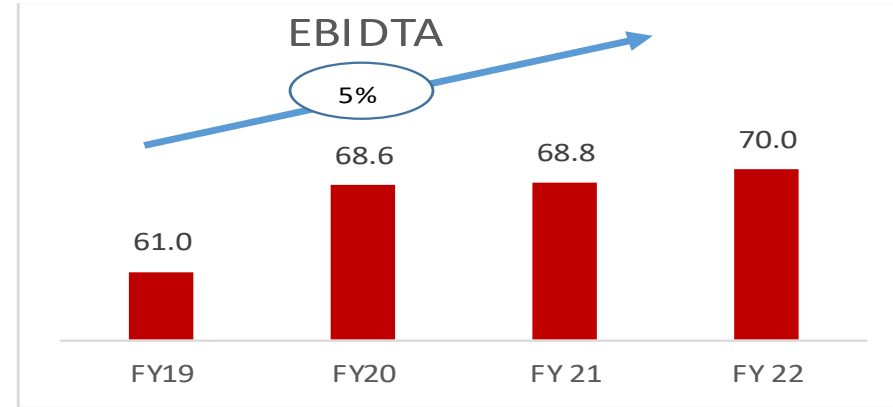
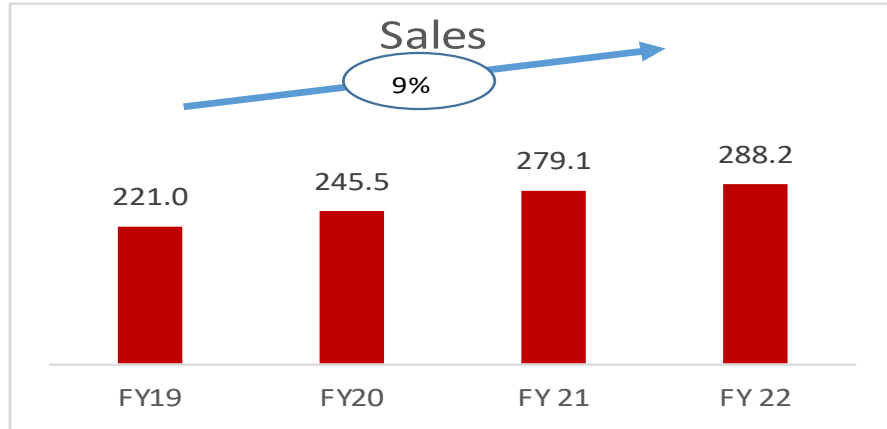
# Marquee Clients



GAIL (India) Limited



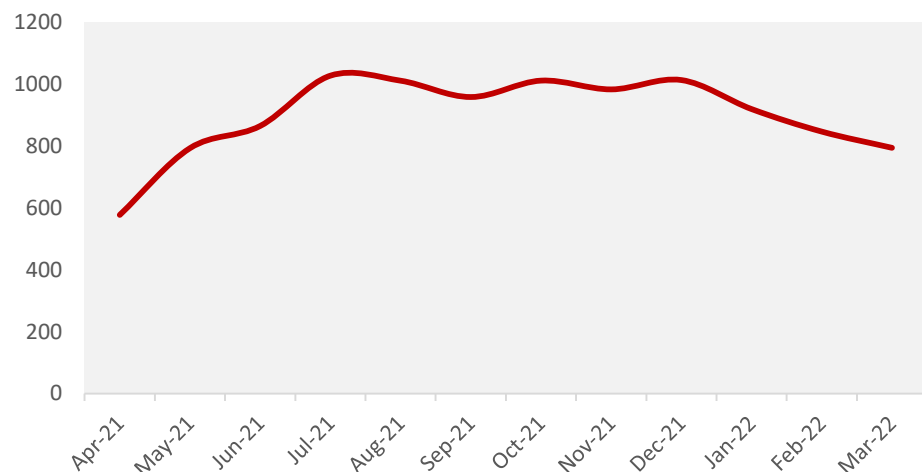
# Historical Trend



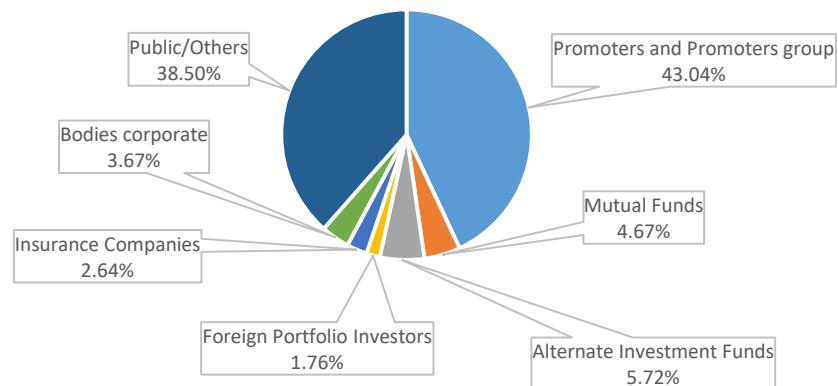
\* Excluding Trading Revenue & Profit in FY19

# Shareholding Structure

Share price – Performance NSE



Shareholding % As on 31<sup>st</sup> March 2022



Market data (NSE)	As on 31 <sup>st</sup> March 2022
No. of Shares Outstanding (Cr)	0.98
Face Value ( ₹ )	10.0
Price ( ₹ )	794.3
52 week High/Low ( ₹ )	High Price – 1236.9 (17-01-22) Low Price – 551.4 (19-04-21)
Market Capitalization ( ₹ Cr)	784.91

Key Institutional Investors as on 31 <sup>st</sup> March 2022	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	5.72%
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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# FY22 | Executive summary

				Remarks
	12 M			
	FY21	FY22	%	
Revenues	279.1	288.2	↑ 3%	Healthy WIP as on March end to ensure strong execution levels and sales in next financials
EBITDA	68.8	70.0	↑ 2%	EBIDTA margin at 24.3%
PAT	53.5	62.1	↑ 16%	
Free Cash Flow	57.4	73.7	↑ 28%	Bank Balance of Rs 51.5 Cr

- Strong order pipeline of Rs 393 Cr as on Q4 end to provide good execution visibility. Additional order worth Rs 25 Cr already received since 1<sup>st</sup> April till date.

# FY22 | Revenue Bifurcation

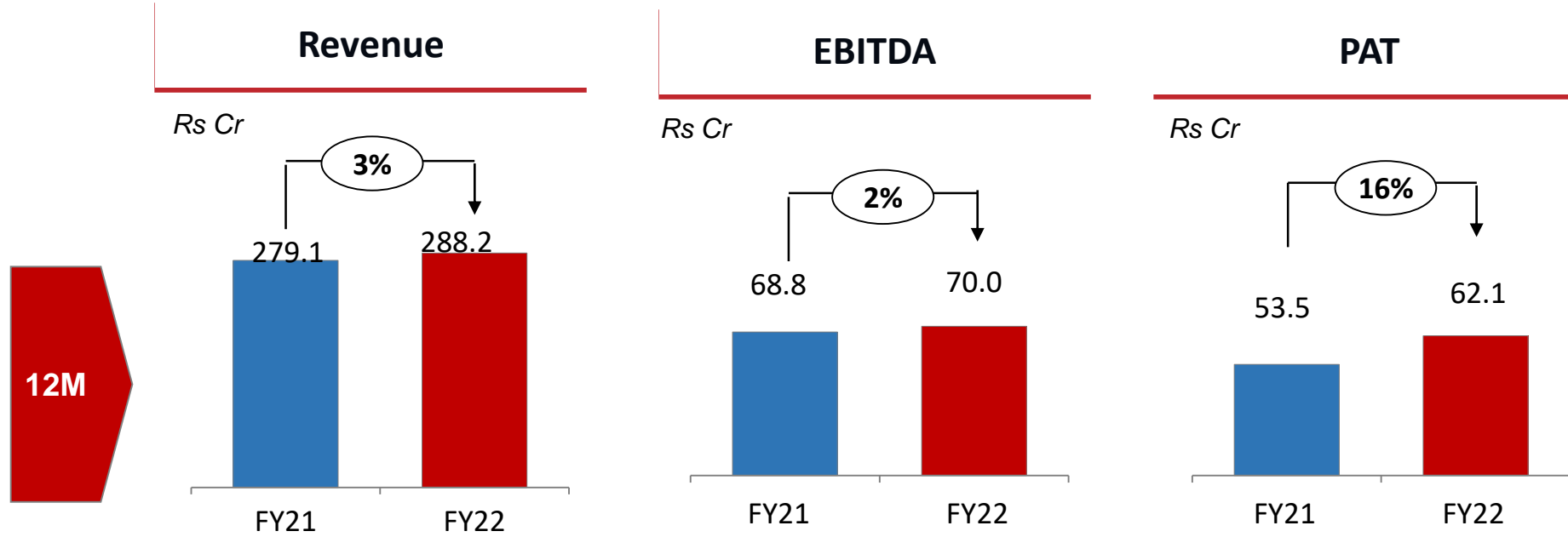
## Product Bifurcation

	Rs Cr	%
Heat Exchanger	195.6	68%
Vessels	53.2	18%
Tower/Reactor	22.0	8%
Centrifuge	2.7	1%
Others	14.7	5%
<b>Total</b>	<b>288.2</b>	

## Geographical Bifurcation

	Rs Cr	%
Domestic	260.7	90%
Export	27.5	10%
<b>Total</b>	<b>288.2</b>	

# FY22 | Key Indicators





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# FY22 | P & L Statement

	Q4 FY21		Q4 FY22		FY21		FY22	
	Rs Cr	%	Rs Cr	%	Rs Cr	%	Rs Cr	%
<b>Revenue from Operations</b>	<b>132.8</b>		<b>100.0</b>		<b>279.1</b>		<b>288.2</b>	
Raw Material Consumed	50.3	37.9%	57.6	57.6%	140.4	50.3%	162.7	56.5%
(Increase) / Decrease in Stock	28.5	21.5%	-2.5	-2.5%	7.7	2.7%	-22.6	-7.8%
Employees' Emoluments	4.3	3.3%	4.7	4.7%	17.4	6.2%	20.4	7.1%
Others Expenses	14.1	10.6%	16.4	16.4%	44.9	16.1%	57.7	20.0%
<b>Operating Expense</b>	<b>97.3</b>	<b>73.3%</b>	<b>76.2</b>	<b>76.2%</b>	<b>210.4</b>	<b>75.4%</b>	<b>218.3</b>	<b>75.7%</b>
<b>EBIDTA</b>	<b>35.5</b>	<b>26.7%</b>	<b>23.8</b>	<b>23.8%</b>	<b>68.8</b>	<b>24.6%</b>	<b>70.0</b>	<b>24.3%</b>
Other Income	1.2	0.9%	2.4	2.4%	3.6	1.3%	3.8	1.3%
Interest & Finance Cost	0.1	0.1%	0.5	0.5%	0.3	0.1%	1.0	0.4%
<b>Cash Accruals</b>	<b>36.6</b>	<b>27.6%</b>	<b>25.7</b>	<b>25.7%</b>	<b>72.0</b>	<b>25.8%</b>	<b>72.7</b>	<b>25.2%</b>
Depreciation	3.3	2.5%	2.9	2.9%	10.5	3.8%	11.6	4.0%
<b>Profit Before Taxes</b>	<b>33.2</b>	<b>25.0%</b>	<b>22.7</b>	<b>22.7%</b>	<b>61.5</b>	<b>22.0%</b>	<b>61.1</b>	<b>21.2%</b>
<b>Tax Expense</b>	<b>5.7</b>	<b>4.3%</b>	<b>-9.6</b>	<b>-9.6%</b>	<b>7.9</b>	<b>2.8%</b>	<b>-0.9</b>	<b>-0.3%</b>
<b>Profit After Tax</b>	<b>27.6</b>	<b>20.8%</b>	<b>32.4</b>	<b>32.4%</b>	<b>53.5</b>	<b>19.2%</b>	<b>62.1</b>	<b>21.5%</b>

# FY22 | Balance Sheet

<i>Rs Cr</i>	Mar-21	Mar-22
Share Capital	9.8	9.9
Other Equity	327.3	383.5
<b>Net Worth</b>	<b>337.1</b>	<b>393.4</b>
<b>Non Current Liabilities</b>	12.6	12.0
<b>Current Liabilities</b>	81.0	119.9
<b>Total (A)</b>	<b>430.7</b>	<b>525.3</b>
Net Fix. Assets and CWIP	189.6	213.6
Intangible Assets	23.7	20.2
Other Non-Current Asset	1.2	10.5
<b>Total Non Current Assets</b>	<b>214.5</b>	<b>244.3</b>
Current Assets	216.2	281.0
<b>Total (B)</b>	<b>430.7</b>	<b>525.3</b>

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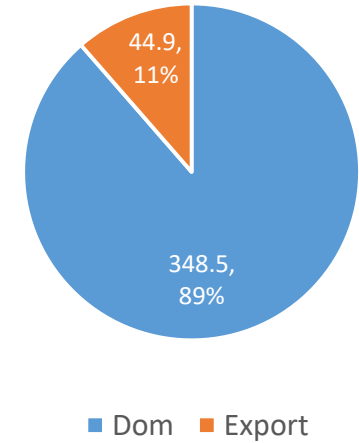
Outlook

# Order Book Review

Equipment Type wise	Rs Cr	%
Heat Exchanger	295.2	75%
Vessels	63.3	16%
Tower/Reactor	15.7	4%
Others	17.8	5%
Centrifuge	1.3	0%
<b>Total</b>	<b>393.3</b>	<b>100%</b>

Industry Wise *	Rs Cr	%
Refinery	235.2	60%
Petrochemical	74.2	19%
Paper	35.8	9%
Renewable	24.0	6%
Offshore	14.0	4%
Fertilizer	7.8	2%
Metal	2.4	1%
<b>Total</b>	<b>393.3</b>	<b>100%</b>

Geographical Bifurcation\*



\* Reclassified wherever required

- Strong Order book pipeline in Refining, Petrochemical and Paper segment
- Additional order worth Rs 25 Cr already received since 1<sup>st</sup> April till date.

# Outlook | Order Book

- All time high opening order book of approx. Rs 400 Cr. Additional orders worth Rs 25 Cr already received since 1<sup>st</sup> April till date.
- Margin are expected to be impacted due to volatility in the metal prices.
- Highest ever order booking during last year at Rs 437 Cr.
- All time high avg. equipment value.
- Highest ever proportion of specialty/proprietary equipment in order mix.
- Added New customer from South America, Europe & Middle East
- Enquiry pipeline continues to be robust.

# Outlook | Odhav Capex

L1 Shed Odhav



- Capex for development of L1 shed/Clean room Shed at Odhav would be completed in May-22
- This clean room facility powers Anup into the elite group of global fabricators having the necessary infrastructure for fabrication of exotic materials.
- Opens the door to new product segment

# Outlook | Kheda Capex

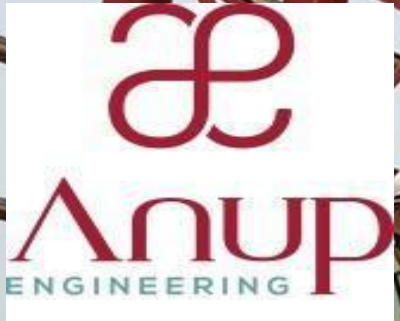
Kheda Site



- The construction is going in full swing at Kheda. On track for commissioning in H2 FY23.
- Significant progress made in securing key machineries for the Kheda plant



Kheda 1<sup>st</sup> Bay



THANK YOU



Engineering Infinite possibilities

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Website: [www.anupengg.com](http://www.anupengg.com)