

Engineering Infinite possibilities



**The Anup Engineering Limited**

Investor Presentation Q1 FY23  
8th August 2022

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## Heat Exchangers

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



## Columns / Towers

- Packed Column
- Tray Column



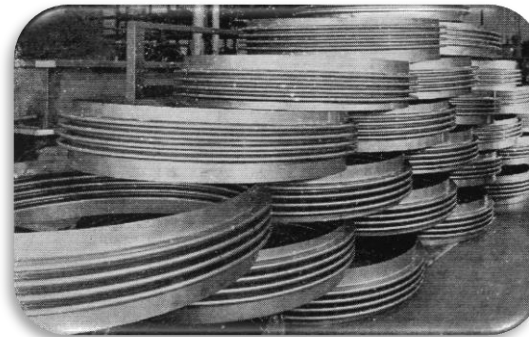
## Reactors

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



## Pressure Vessels

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



## Dished Ends, Expansion Bellows

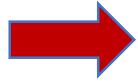
- Spinning, Point Press and Hot Forming



## Centrifuge

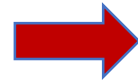
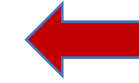
- For starch and chemical industries
- Sizes upto 1600mm diameter

# Catering to Wide Spectrum of Industries



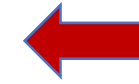
**Refining/Oil & Gas**

**Chemical**



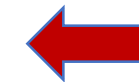
**Fertilizer**

**Paper & Pulp**



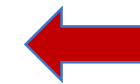
**Power**

**Water treatment**

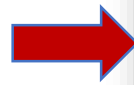


**Mines & Mineral**

**Aerospace**



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

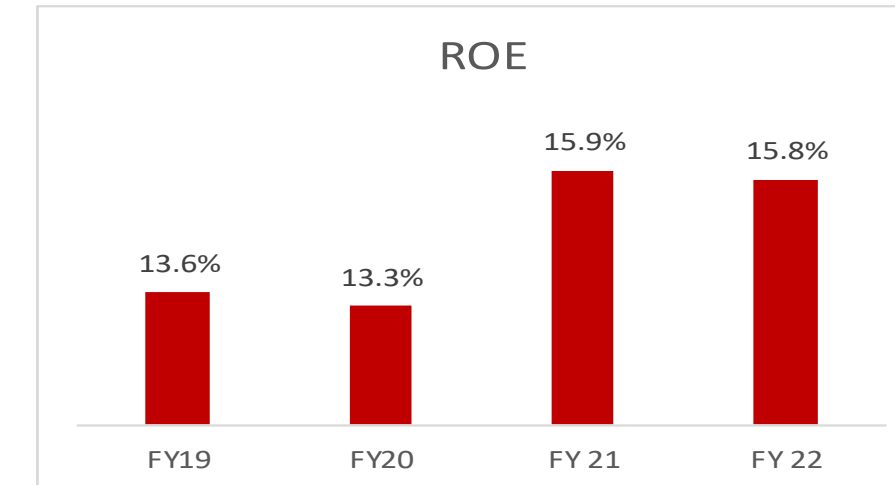
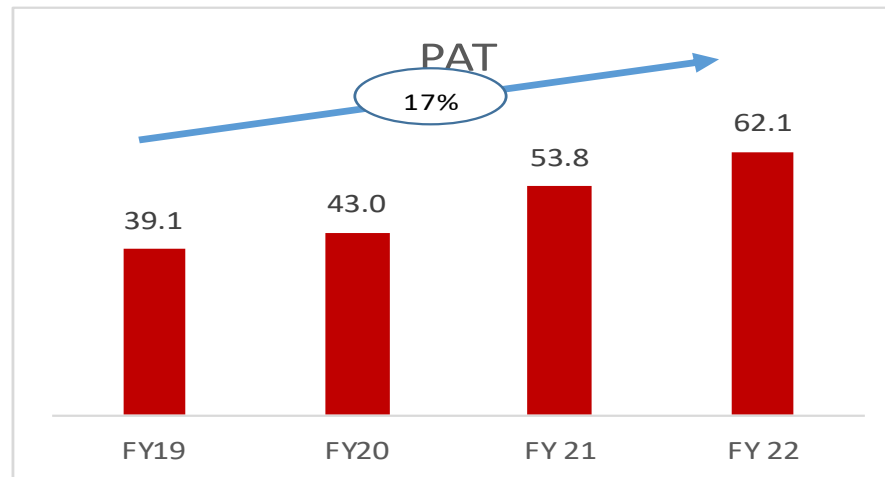
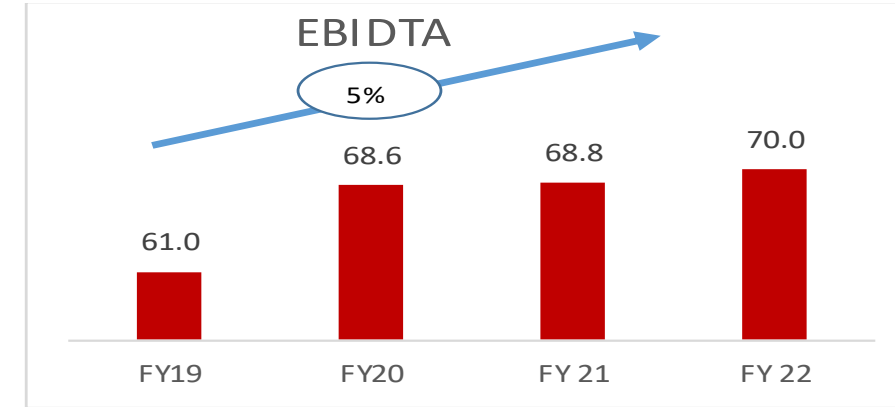
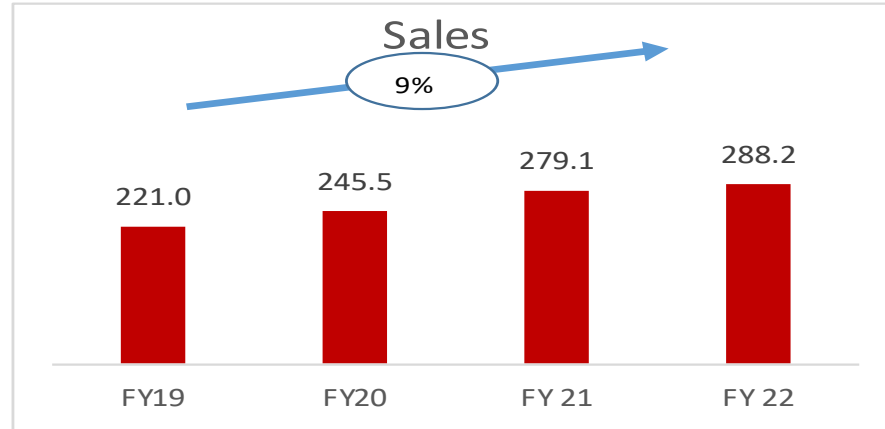


# Marquee Clients





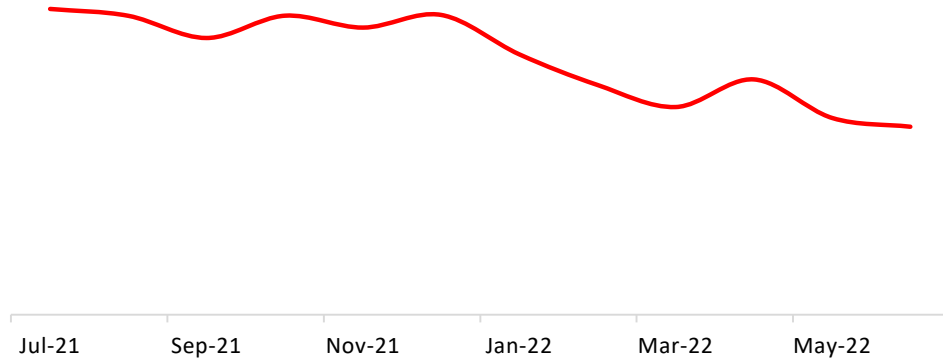
# Historical Trend



\* Excluding Trading Revenue & Profit in FY19

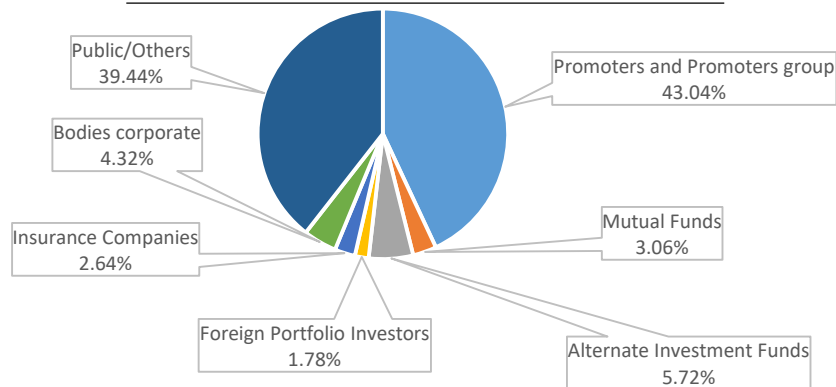
# Shareholding Structure

## Share Price ₹ - Performance at NSE



Market data at NSE	As on 30 <sup>th</sup> June 2022
No. of Shares Outstanding (Cr)	0.98
Face Value ( ₹ )	10.00
Price ( ₹ )	747.40
52 week High/Low ( ₹ )	High Price 1236.95 (17-01-22) Low Price 615.90 (14-06-22)
Market Capitalization ( ₹ Cr)	738.51

## Shareholding % As on 30<sup>th</sup> June 2022



Key Institutional Investors as on 30th June 2022	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	5.72%
HDFC TRUSTEE COMPANY LTD - A/C HDFC MID – CAP OPPORTUNITIES FUND	3.05%
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.64%
HABROK INDIA MASTER LP	1.72%



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# Executive summary | Highest ever order book

				Remarks
	Q1			
	FY22	FY23	%	
Revenues	52.0	51.8	0%	Excellent order book and WIP provides good revenue visibility
EBITDA	12.5	9.4	 -25%	EBDITA margin at 18.2%. Margin impacted due to material prices. New order booked at historical margin level.
PAT	7.9	5.2	 -35%	Bank Balance of Rs 31 Cr

- Strong order pipeline of Rs 537 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 69 Cr.



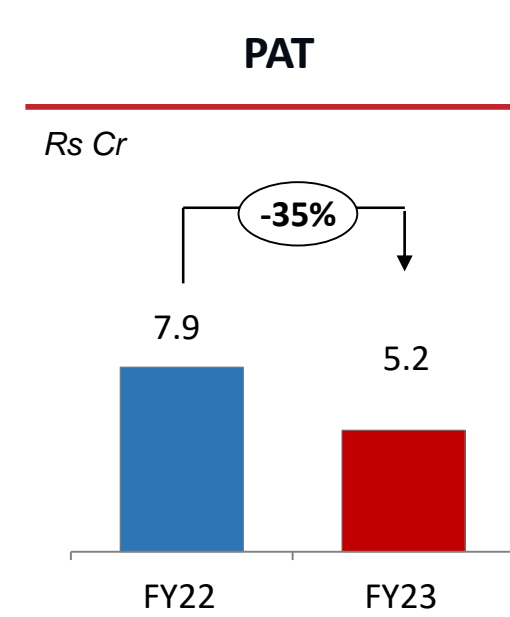
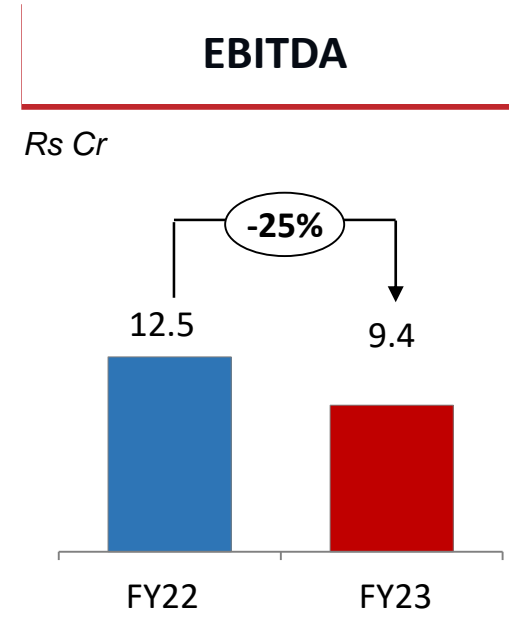
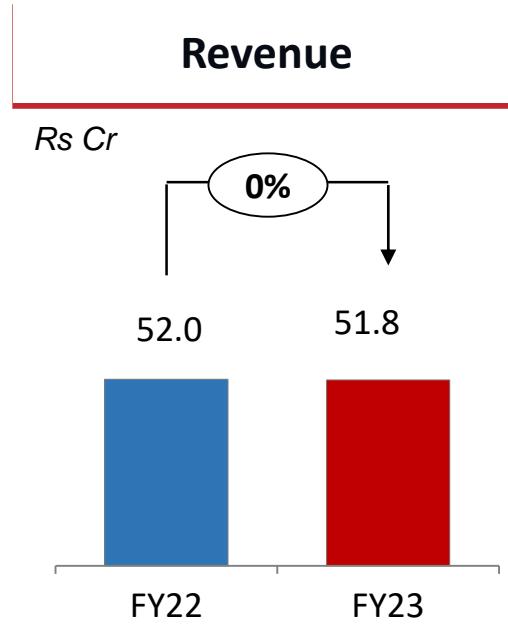
## Product Wise Bifurcation

	Rs Cr	%
Heat Exchanger	38.0	73%
Vessels	8.5	16%
Tower/Reactor	0.7	1%
Centrifuge	0.0	0%
Others	4.6	9%
<b>Total</b>	<b>51.8</b>	

## Geographical Bifurcation

	Rs Cr	%
Domestic	51.8	100%
Export	0.0	0%
<b>Total</b>	<b>51.8</b>	

# Q1 FY23 | Key Indicators



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# Q1 FY22 V/s Q1 FY23 Profitability

	Q1 FY22		Q1 FY23	
	Rs Cr	%	Rs Cr	%
<b>Revenue from Operations</b>	<b>52.0</b>		<b>51.8</b>	
Raw Material Consumed	26.8	51.6%	45.8	88.5%
(Increase) / Decrease in Stock	-1.5	-2.8%	-19.6	-37.8%
Employees' Emoluments	4.2	8.0%	4.6	8.9%
Others Expenses	10.0	19.1%	11.6	22.3%
<b>Operating Expense</b>	<b>39.5</b>	<b>76.0%</b>	<b>42.4</b>	<b>81.8%</b>
<b>EBIDTA</b>	<b>12.5</b>	<b>24.0%</b>	<b>9.4</b>	<b>18.2%</b>
Other Income	0.4	0.8%	0.4	0.7%
Interest & Finance Cost	0.2	0.3%	0.3	0.6%
<b>Cash Accruals</b>	<b>12.7</b>	<b>24.5%</b>	<b>9.5</b>	<b>18.3%</b>
Depreciation	2.9	5.6%	2.9	5.7%
<b>Profit Before Taxes</b>	<b>9.8</b>	<b>18.9%</b>	<b>6.5</b>	<b>12.6%</b>
<b>Tax Expense</b>	<b>1.9</b>	<b>3.7%</b>	<b>1.4</b>	<b>2.7%</b>
<b>Profit After Tax</b>	<b>7.9</b>	<b>15.2%</b>	<b>5.2</b>	<b>10.0%</b>



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# Order Book Review

Equipment Type wise	Rs Cr	%
Heat Exchanger	424.4	79%
Vessels	65.5	12%
Tower/Reactor	30.9	6%
Others	15.4	3%
Centrifuge	1.3	0%
<b>Total</b>	<b>537.5</b>	<b>100%</b>

Industry Wise	Rs Cr	%
Refinery	353.0	66%
Petrochemical	107.6	20%
Paper	17.9	3%
Renewable	24.0	4%
Offshore	14.0	3%
Fertilizer	18.6	3%
Metal	2.4	0%
<b>Total</b>	<b>537.5</b>	<b>100%</b>

Market	Rs Cr	%
Domestic	481.9	90%
Export	55.6	10%
<b>Total</b>	<b>537.5</b>	<b>100%</b>

- Strong Enquiry pipeline in Refining, Petrochemical sector.
- Booked largest order of Rs 102.9 Cr for heat exchangers from Public Sector Refinery
- Booked further order of Rs 69 Cr in Q2 FY23 till date.



- On track for commissioning in H2 FY23.
- Equipment Order suitable for execution at Kheda been booked/under booking

- Highest ever Order book and WIP
- Since sharp improvement in order book started from Q4 FY22, revenue to improve in coming quarters.
- Margins lower on account of higher material prices. However new orders booked are at historical margin level.
- For better synergy, fungibility and optimally utilize the capacity of Odhav and Kheda plant, we would be operating Kheda as plant to the existing company rather than subsidiary of the company.



Kheda 1<sup>st</sup> Bay

THANK YOU

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