

Engineering Infinite Possibilities

PRESENTATION TO INVESTORS

1st August, 2020

AHM EDABAD



Safe harbour statement

Certain statements in this release concerning our future growth prospects, financial expectations and plans for navigating the COVID-19 impact on our employees, clients and stakeholders are forward-looking statements intended to qualify for the 'safe harbor' under the Private Securities Litigation Reform Act of 1995, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding COVID-19 and the effects of government and other measures seeking to contain its spread, risks related to an economic downturn or recession in India and other countries around the world, changes in political, business, and economic conditions, fluctuations in earnings, fluctuations in foreign exchange rates. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company unless it is required by law. None of Anup Engineering, 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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- **Anup Overview**
- Q1 FY 2020-2021 Summary Financial Performance
- Outlook



Anup Engineering overview



INDUSTRIES

- Oil & Gas
- Fertilizer
- Power
- Process / Chemical
- Water

PRODUCTS

- Shell and Tube Heat Exchangers
- Pressure Vessels / Reactor/ Columns
- Tailor Made Equipment
- Centrifuge
- Technology Product - Helixchanger®



GEOGRAPHIES

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



Marquee customer list with multiple repeat buyers and long-standing relationships



EPC / LSTK / PMC



Process Licensors



End Users



Longstanding
Relationships going
back to 10+ years

Repeat Buys
Consistently for last
7 years



Product range



Heat Exchangers

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



Columns / Towers

- Packed Column
- Tray Column



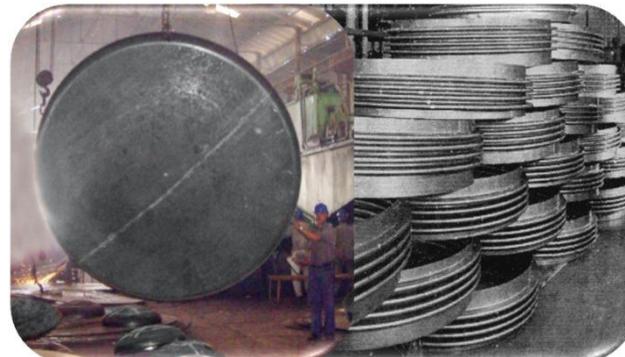
Reactors

- 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

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Executive summary: Covid-19 impacted Q1 numbers



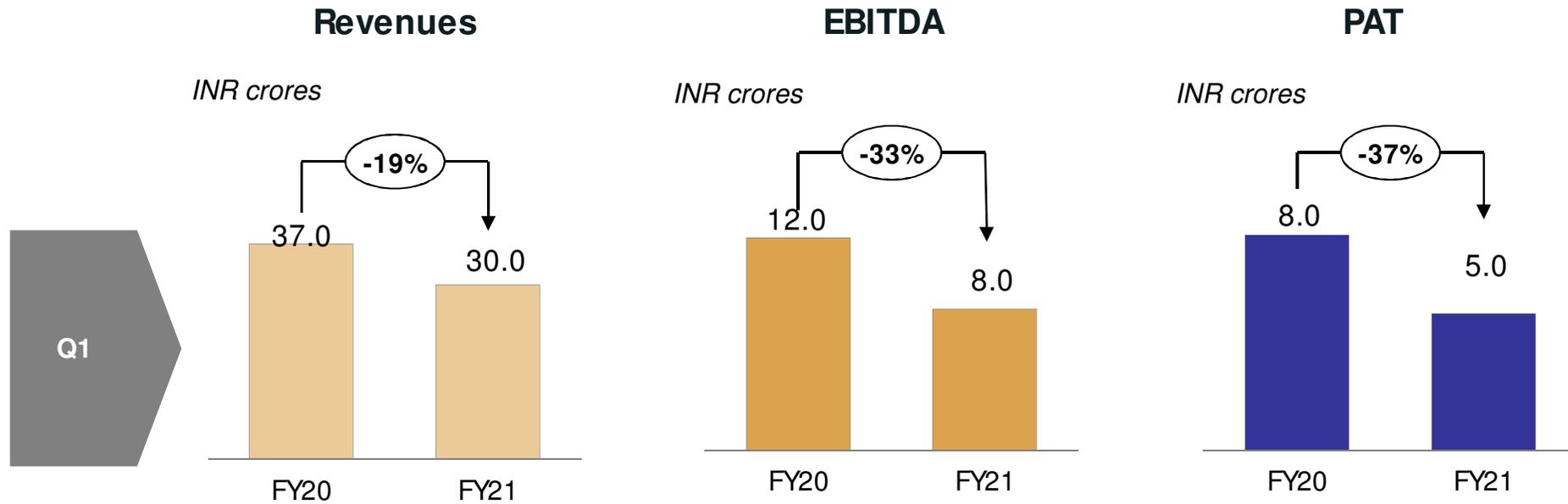
Rs. in Crs.

Particulars	Q1 FY21	Remarks
Revenue	30.00 (↓19%)	Lower Production Utilization on backdrop of Lockdown- Covid. Margin maintained at 28%.
EBITDA	8.32 (↓33%)	
PAT	5.20 (↓37%)	Because of lower sales, PAT is low in terms of value. In percentage terms, it is line with our range of 16%
Cash Surplus	7.43	Total cash balance Rs.72 Crs

Other highlights:

Anup's order book has witnessed a healthy improvement of 41% from Rs. 267 Cr as on 1.4.2020 to Rs.377 Cr as on 30.06.2020.

Key indicators – Q1 FY20 Vs FY21



- Covid Impact on the Quarter resulting in Lower Sales and pertaining key results.

Q1, FY21 V/ s FY20 Performance



Lower Capacity
Utilization due to
Covid.

<i>All figures in INR Crs</i>	Q1 FY21	Q1 FY20
Sales	30	35
Other Operating Income	0	2
Revenue from Operations	30	37
Raw Material Consumed	13	27
(Increase) / Decrease in Stock	(0)	(19)
Employees' Emoluments	3	4
Others Expenses	6	13
	22	25
EBIDTA	8	12
Margin	28%	32%
Other Income	1	1
Interest & Finance Cost	0	0
Cash Accruals	9	13
Depreciation	2	2
Profit Before Taxes	7	11
Provision for Taxes - Current tax	3	3
- Deferred tax	(1)	(0)
Tax	2	3
Profit After Tax	5	8



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OUTLOOK



On- Going Capex:

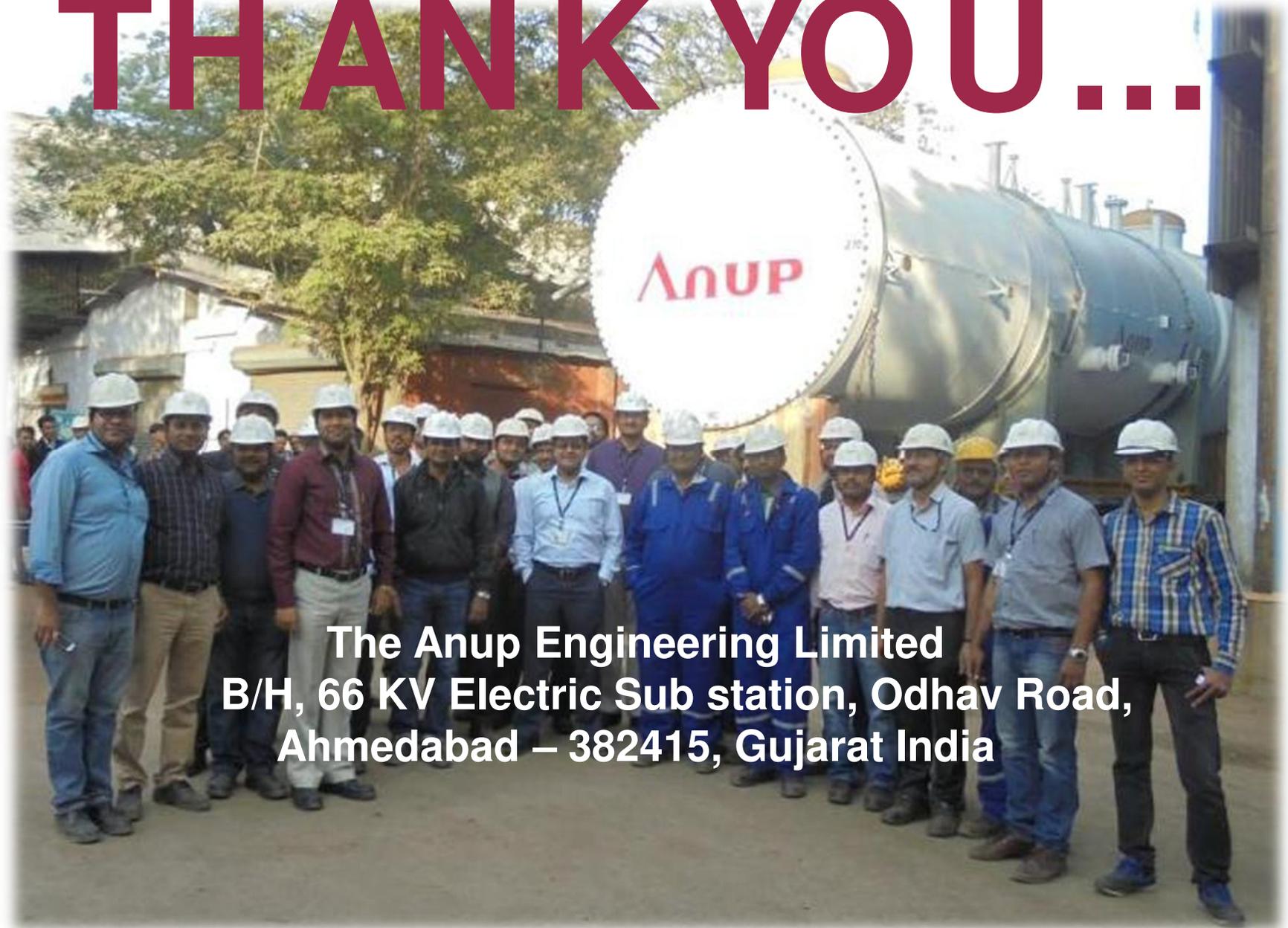
- On our CAPEX front, we have successfully completed the extension of our heavy bay at Odhav which has further strengthened the manufacturing capabilities. This will help the company to execute larger and more complex equipment orders.
- The Kheda Project Team has begun the work in full earnest to make up the lost time and begin the site work by November,2020.

Order Book & Outlook

- We were able to make rapid strides in booking significant orders with a product mix strategically pursued by the company. Anup's order book had witnessed a healthy improvement of 41% from Rs. 267 Cr as on 1.4.2020 to Rs.377 Cr as on 30.06.2020.
- The company continues to focus its efforts on maintaining its strong liquidity and holds on to its consistent cash position, which at the end of the quarter stood at INR 72 crore.



THANK YOU...



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