

28th July 2023

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.: Investor Presentation on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended on 30th June 2023 under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation issued by the Company in respect of Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended 30th June 2023.

The copy of Investor Presentation will also be made available on Company's website i.e. <https://www.anupengg.com/quarterly-report/>.

You are requested to take the above on your records.

Thanking you,

Yours faithfully,
For, The Anup Engineering Limited

Chintankumar Patel
Company Secretary
Membership No.: A29326

Encl.: Copy of Investor Presentation

Investor Presentation

Q1 2023-24



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.

PRESENTATION FLOW



1. Introduction
2. Financials Q1 FY24
3. Outlook

- 1. Introduction**
2. Financials Q1 FY24
3. Outlook

OUR PRODUCT PORTFOLIO



Heat Exchangers

- Shell and Tube; Helical Baffle, Critical waste heat



Columns

- Packed Column, Tray Column



Reactors & Vessels

- High Thickness Pressure Vessels (up to 180mm)



Centrifuge (Anup Design)

- For starch and chemical industries.



Others

- Piping spools +

OUR GEOGRAPHICAL BASE

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



CUSTOMER PROFILE



EPC (32%), END USER (65%), LICENSOR (3%)

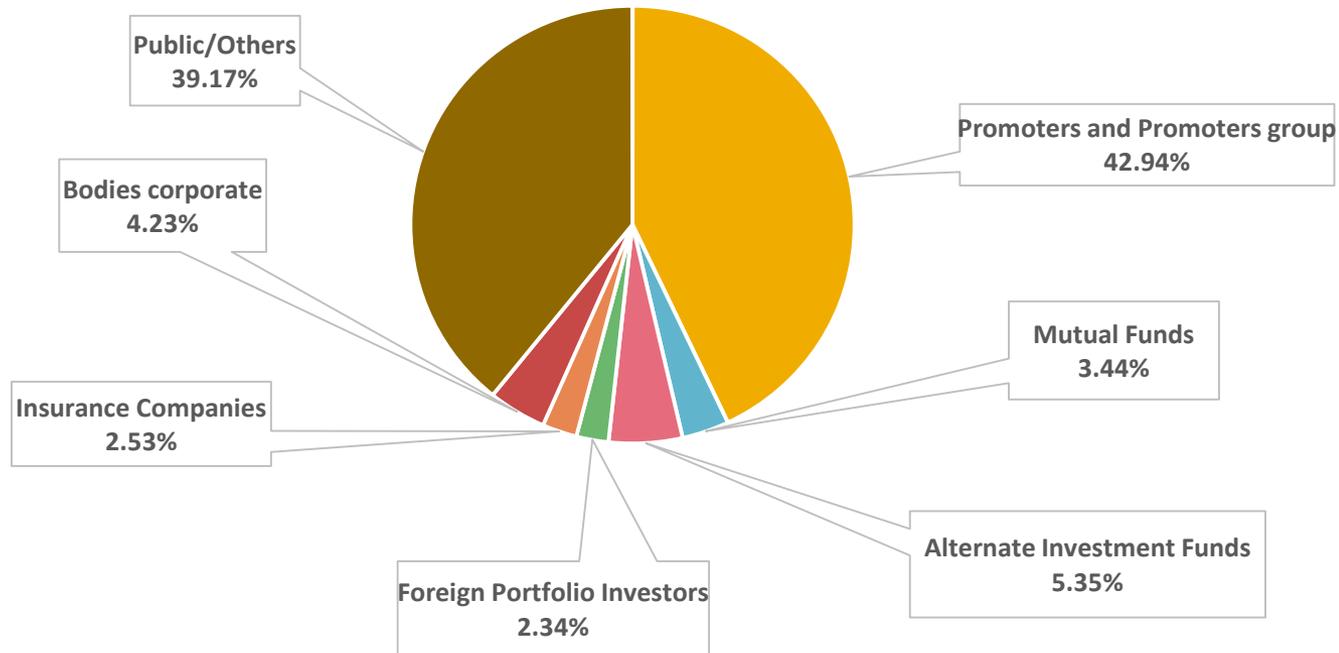


Added in FY24 – (~ 100 Cr)



SHAREHOLDING STRUCTURE

Shareholding % As on 30th June 2023



Key Institutional Investors as on 30 th June 2023	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	3.83%
HDFC Mutual Fund through HDFC TRUSTEE CO LTD	3.43%
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.53%
HABROK INDIA MASTER LP	1.52%

PRESENTATION FLOW



1. Introduction
- 2. Financials Q1 FY24**
3. Outlook

KEY INDICATORS



INR in Crore

Particulars	Q1 FY24	Q1 FY23	Change	FY23
REVENUE	125.2	51.8	141.8%	411.3
EBIDTA	28.0	9.4	197.1%	82.7
EBIDTA %	22.4%	18.2%		20.1%
PBT	25.0	6.5	282.4%	70.0
PBT %	20.0%	12.6%		17.0%
PAT	18.6	5.2	259.7%	51.4
PAT %	14.8%	10.0%		12.5%

PROFITABILITY



INR in Crore

Particulars	Q1 FY24		Q1 FY23		FY23	
	Amount	%	Amount	%	Amount	%
Revenue from Operations	125.2		51.8		411.3	
Raw Material Consumed	62.9	50.2%	45.8	88.5%	233.2	56.7%
(Increase) / Decrease in Stock	-5.3	-4.2%	-19.6	-37.8%	-11.4	-2.8%
COGS	57.6	46.0%	26.2	50.6%	221.8	53.9%
Employees' Emoluments	8.8	7.1%	4.6	8.9%	21.0	5.1%
Others Expenses	30.8	24.6%	11.6	22.3%	85.8	20.9%
Operating Expense	97.2	77.6%	42.4	81.8%	328.6	79.9%
EBIDTA	28.0	22.4%	9.4	18.2%	82.7	20.1%
Other Income	0.5	0.4%	0.4	0.7%	1.2	0.3%
Finance Cost	0.0	0.0%	0.3	0.6%	1.4	0.3%
Cash Accruals	28.5	22.7%	9.5	18.3%	82.5	20.1%
Depreciation	3.5	2.8%	2.9	5.7%	12.5	3.0%
Profit Before Taxes	25.0	20.0%	6.5	12.6%	70.0	17.0%
Tax Expense	6.4	5.1%	1.4	2.7%	18.6	4.5%
Profit After Tax	18.6	14.8%	5.2	10.0%	51.4	12.5%

REVENUE BIFURCATION



Product Wise Bifurcation

Category	INR in Crs	%
Heat exchanger	95.6	76%
Vessels	26.6	21%
Others	3.0	3%
Total	125.2	

Geographical Bifurcation

Category	INR in Crs	%
Domestic	80.0	64%
Export/DE/SEZ	45.2	36%
Total	125.2	

PRESENTATION FLOW



1. Introduction
2. Financials Q1 FY24
- 3. Outlook**

ORDER BOOK REVIEW*



Equipment wise	INR in Crs	%
Heat Exchanger	439.0	67%
Tower & Reactor	109.0	17%
Vessels	78.1	12%
Job work	19.3	3%
Centrifuge	5.8	1%
Total	651.3	100%

Market	INR in Crs	%
Domestic	332.3	51%
Export/DE/SEZ	319.0	49%
Total	651.3	100%

*As on 30th June 2023

MANUFACTURING FACILITY

Kheda Plant



Odhav Plant



OUTLOOK

- Strong Order book and Enquiry pipeline.
- Targeting strong execution with focus on consistent performance and reducing the skewness of volume between the quarters.
- 1st dispatch from Kheda plant is expected in Q2 FY24.
- Merger of subsidiary (Kheda Plant Company) is expected to be completed in 3 to 4 months.

THANKS

The Anup Engineering Limited
Behind 66 KV Electric Sub station, Odhav Road,
Ahmedabad – 382415, Gujarat India
T: +91 79 4025 8900
Email: chintankumar.patel@anupengg.com
Website: www.anupengg.com