

17th May 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. : Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended on 31st March 2023 and outcome of the Board Meeting held on 17th May 2023

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 31st March 2023.
- 2 Recommended a dividend at 150% i.e. Rs. 15/- per Equity Share of Rs. 10/- each of the Company for the year ended on 31st March, 2023.
- 3 Appointed Mr. Punit Lalbhai, Non-Executive Director (DIN: 05125502) of the company as Vice Chairman of the board of directors to be re-designated as Vice Chairman & Non-Executive Director, with effect from 17th May 2023.

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 31st March, 2023 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.

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 31st March, 2023.



THE ANUP ENGINEERING LIMITED
CIN: L29306GJ2017PLC099085

Behind 66 KV Elec. Sub Station, Odhav Road,
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E: anup@anupengg.com


We shall inform you in due course the date on which the Company will hold Annual General Meeting for the year ended 31st March, 2023 and the date from which dividend, if approved by the shareholders, will be paid to the shareholders.

The Board meeting commenced today at 10:30 a.m. and concluded at 13:00 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
Membership No. A29326



Encl.: As above

Investor Presentation

Q4 2022-23



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 FY23
3. Outlook

PRESENTATION FLOW



- 1. Introduction**
2. Financials FY23
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

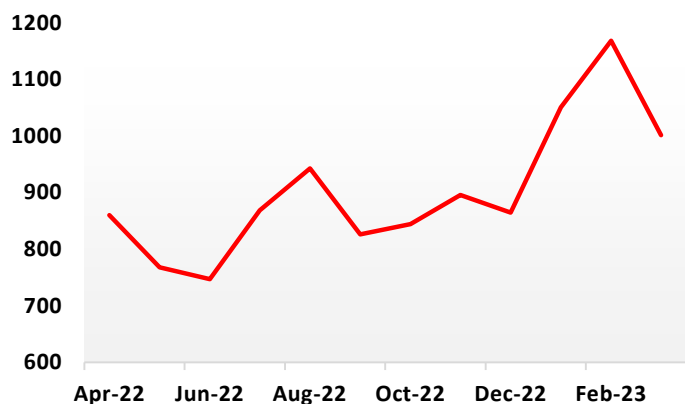


CUSTOMER BASE

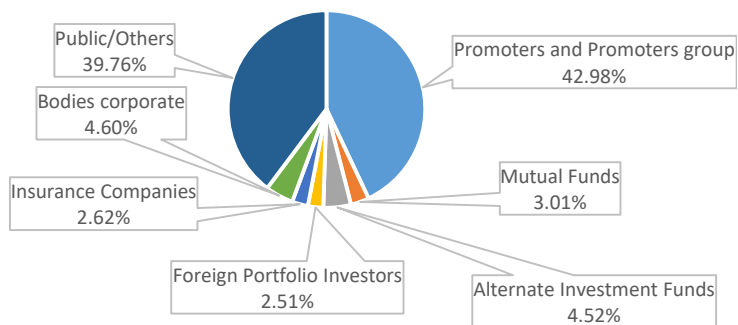


SHARE HOLDING PATTERN

Share Price ₹ - Performance at NSE



Shareholding % As on 31st March 2023



Market data at NSE	As on 31 st March 2023
No. of Shares Outstanding (Cr)	0.99
Face Value (₹)	10.00
Price (₹)	1007.70
52 week High / Low (₹)	High Price 1229.20 (24-02-23) Low Price 615.90 (14-06-22)
Market Capitalisation (₹ Cr)	991.29

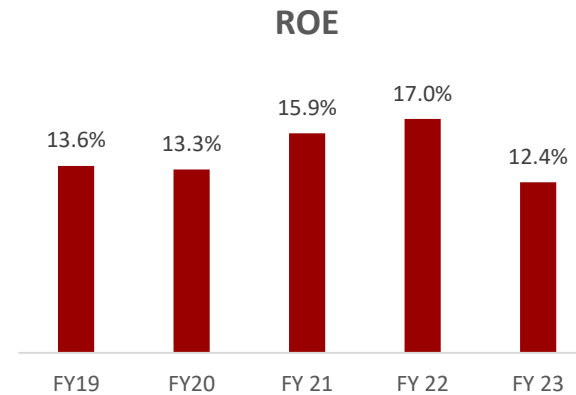
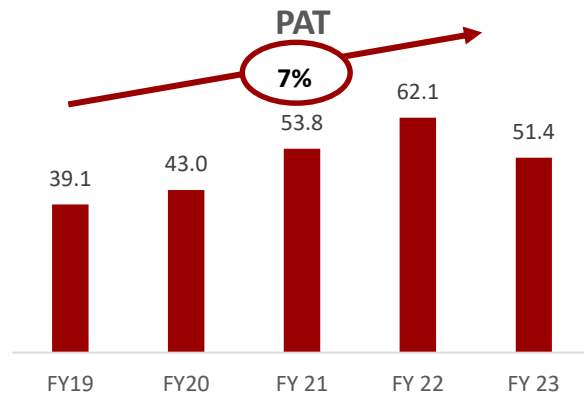
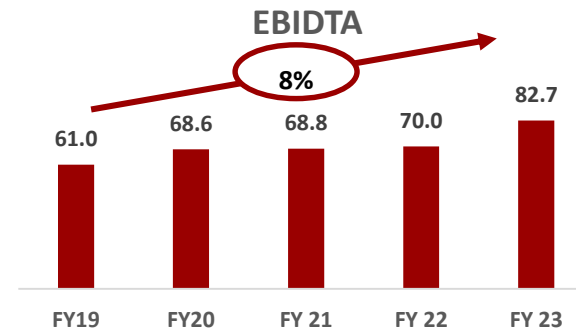
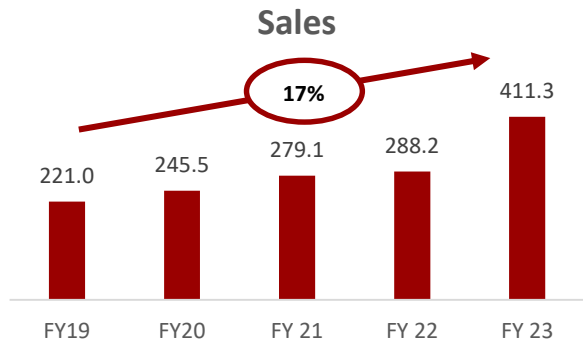
Key Institutional Investors as on 31 st March 2023	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	4.06%
HDFC TRUSTEE CO LTD A/C HDFC RETIREMENT SAVINGS FUND-EQUITY PLAN	3.01%
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.62%
HABROK INDIA MASTER LP	1.72%

PRESENTATION FLOW



1. Introduction
- 2. Financials FY23**
3. Outlook

HISTORICAL TREND



* Excluding Trading Revenue & Profit in FY19

REVENUE BIFURCATION

Product Wise Bifurcation

Category	INR in Crs	%
Heat exchanger	305.8	74%
Vessels	44.5	11%
Towers & Reactors	30.6	7%
Others	26.7	7%
Centrifuge	3.6	1%
Total	411.3	

Geographical Bifurcation

Category	INR in Crs	%
Domestic	332.6	81%
Export/DE/SEZ	78.7	19%
Total	411.3	

KEY INDICATORS



INR in Crore

Particulars	Q4 FY22	Q4 FY23	Change	FY22	FY23	Change
REVENUE	100.0	144.2	44.2%	288.2	411.3	42.7%
EBIDTA	23.8	30.2	26.8%	70.0	82.7	18.2%
EBIDTA %	23.8%	20.9%		24.3%	20.1%	
PBT	22.7	26.8	17.9%	61.1	70.0	14.5%
PBT %	22.7%	18.6%		21.2%	17.0%	
PAT	32.4	19.5	-39.9%	62.1	51.4	-17.1%
PAT %	32.4%	13.5%		21.5%	12.5%	
PAT WITHOUT TAX REVERSAL*	16.78	19.45	15.9%	46.49	51.43	10.6%
PAT WITHOUT TAX REVERSAL %	16.8%	13.5%		16.1%	12.5%	

**In last Q4, Provision of tax was reversed by INR 15.57 Crore which led to higher PAT in last Q4 and Last FY*

PROFITABILITY



INR in Crore

Particulars	Q4 FY22		Q4 FY23		FY22		FY23	
	Amount	%	Amount	%	Amount	%	Amount	%
Revenue from Operations	100.0		144.2		288.2		411.3	
Raw Material Consumed	57.6	57.6%	75.6	52.5%	162.7	56.5%	233.2	56.7%
(Increase) / Decrease in Stock	-2.5	-2.5%	4.2	2.9%	-22.6	-7.8%	-11.4	-2.8%
Employees' Emoluments	4.7	4.7%	5.6	3.9%	20.4	7.1%	21.0	5.1%
Others Expenses	16.4	16.4%	28.6	19.8%	57.7	20.0%	85.8	20.9%
Operating Expense	76.2	76.2%	114.0	79.1%	218.3	75.7%	328.6	79.9%
EBIDTA	23.8	23.8%	30.2	20.9%	70.0	24.3%	82.7	20.1%
Other Income	2.4	2.4%	0.5	0.3%	3.8	1.3%	1.2	0.3%
Finance Cost	0.5	0.5%	0.3	0.2%	1.0	0.4%	1.4	0.3%
Cash Accruals	25.7	25.7%	30.3	21.0%	72.7	25.2%	82.5	20.1%
Depreciation	2.9	2.9%	3.5	2.4%	11.6	4.0%	12.5	3.0%
Profit Before Taxes	22.7	22.7%	26.8	18.6%	61.1	21.2%	70.0	17.0%
Tax Expense	-9.6	-9.6%	7.4	5.1%	-0.9	-0.3%	18.6	4.5%
Profit After Tax	32.4	32.4%	19.5	13.5%	62.1	21.5%	51.4	12.5%

In last Q4, Provision of tax was reversed by INR 15.57 Crore which led to higher PAT in last Q4 and Last FY

BALANCE SHEET REVIEW



INR in Crore

Particulars	Mar-22	Mar-23	Change	Remarks
Share Capital	9.9	9.9	0.0	
Other Equity	383.5	427.8	44.3	
Net Worth	393.4	437.7	44.3	
Non Current Liabilities	12.0	42.1	30.1	Term loan disbursement
Current Liabilities	119.9	163.1	43.2	Tax-5, Adv from customer – 10, Crs-23
Total Equity and liabilities	525.3	642.9	117.6	
Net Fix. Assets and CWIP	213.6	287.7	74.1	Kheda Expansion
Intangible Assets	20.2	16.7	-3.5	
Other Non-Current Asset	12.0	4.3	-7.7	Reduction in capital advance
Total Non Current Assets	245.8	308.7	62.9	
Current Assets	279.5	334.2	54.7	Increase in inventory and pre-paid exp.
Total Assets	525.3	642.9	117.6	

PRESENTATION FLOW



1. Introduction
2. Our Performance in FY23
3. Financials FY23
- 4. Outlook**

ORDER BOOK REVIEW

Equipment wise	INR in Crs	%
Heat Exchanger	343.3	65%
Vessels	89.5	17%
Tower & Reactor	90.3	17%
Centrifuge	3.9	1%
Others	3.0	1%
	530.0	100%

Market	INR in Crs	%
Domestic	373.6	70%
Export	156.4	30%
	530.0	100%

*As on 31st March 2023

OUR ESTABLISHED CAPACITY



ODHAV - GUJARAT



KHEDA - GUJARAT



Kheda Plant is ready with trial production and awaiting for final approvals for full scale production, which is expected to be received in month of May-23

- Strong Order book and Enquiry pipeline
- Targeting strong execution with focus on consistent performance and reducing the skewness of volume between the quarter.
- Kheda plant is ready to start production
- Merger of subsidiary (Kheda plant company) initiated. This would support the execution of the existing order book at Kheda plant

THANKS

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