

30<sup>th</sup> January 2021

To,  
Department of Corporate Services  
**BSE Limited,**  
Floor 25, 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.: Outcome of the Board Meeting held on 30<sup>th</sup> January 2021**

**Ref.: Regulations 30, 33 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

We hereby inform you that the Board of Directors of the Company at its meeting held on today has approved the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended on 31<sup>st</sup> December 2020.

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


1. Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended on 31<sup>st</sup> December 2020.
2. Limited Review Reports on Unaudited Standalone Financial Results for the quarter and nine months ended on 31<sup>st</sup> December 2020 issued by the M/s. Sorab S. Engineers & Co., Statutory Auditors of the Company.
3. A copy of the Press Release being issued by the Company in respect of Unaudited Financial Results for the quarter and nine months ended on 31<sup>st</sup> December 2020.
4. Investor Presentation.

The meeting of the Board of Directors of the Company commenced at 11:00 a.m. and concluded at 12:40 p.m.

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

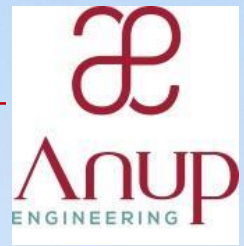
Thanking you,

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

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



Engineering Infinite possibilities



The Anup Engineering Limited

Investor Presentation Q3 FY21  
30th January 2021

# 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



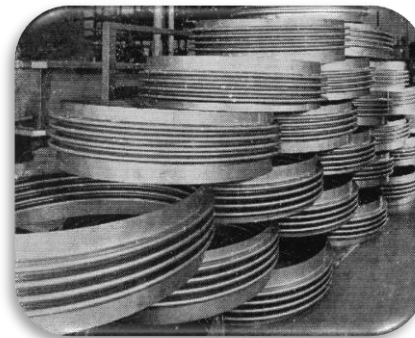
## Reactors

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



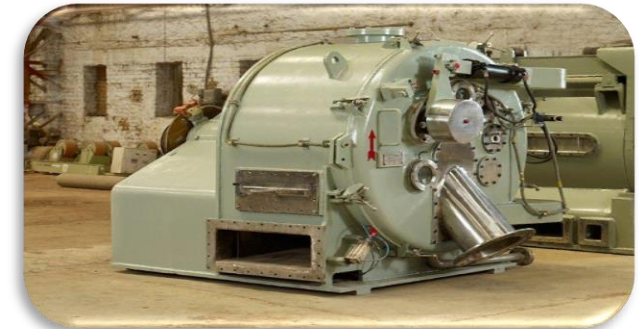
## Pressure Vessels

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



## Dished Ends, Expansion Bellows

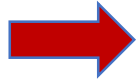
- Spinning, Point Press and Hot Forming



## Centrifuge

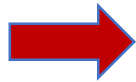
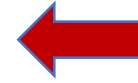
- For starch and chemical industries
- Sizes upto 1600mm diameter

# Industry



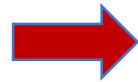
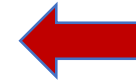
**Oil & Gas**

**Chemical**



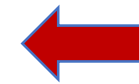
**Fertilizer**

**Paper & Pulp**



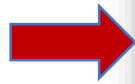
**Power**

**Water treatment**



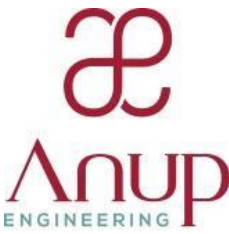
# Global Footprint

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





# Marquee Clients

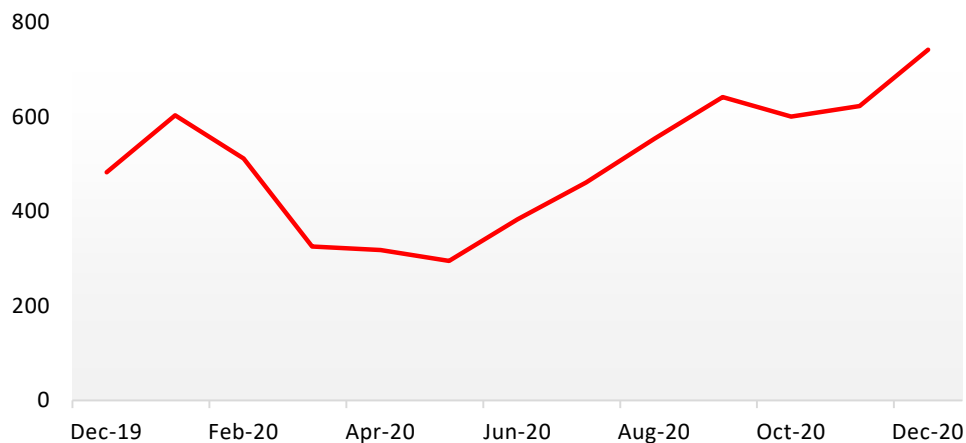


Indian Oil Corporation Limited

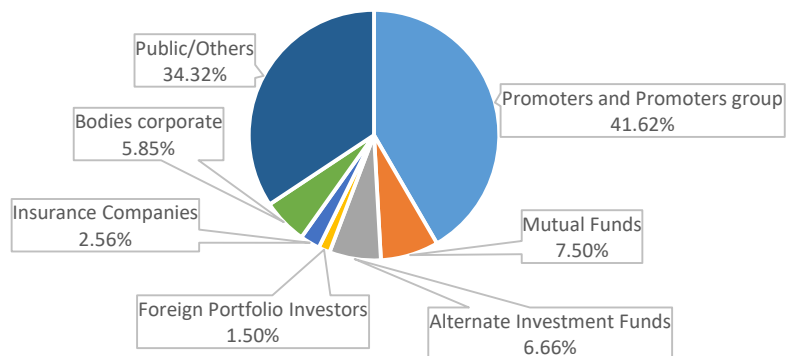


# Shareholding Structure

**Share Price ₹ - Performance**



**Shareholding % As on 31st Dec 20**



Market data	As on 31st Dec 20
No. of Shares Outstanding (Cr)	1.02
Face Value ( ₹ )	10.00
Price ( ₹ )	742.35
52 week High/Low ( ₹ )	839.20/225.05
Market Capitalisation ( ₹ Cr)	757.16

Key Institutional Investors as on 31st Dec 20	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	5.54%
HDFC TRUSTEE COMPANY LTD - A/C HDFC	4.98%
MID - CAPOPPORTUNITIES FUND	
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.56%
HDFC TRUSTEE CO LTD A/C HDFC RETIREMENT SAVINGS FUND-EQUITY PLAN	1.78%
HABROK INDIA MASTER LP	1.47%

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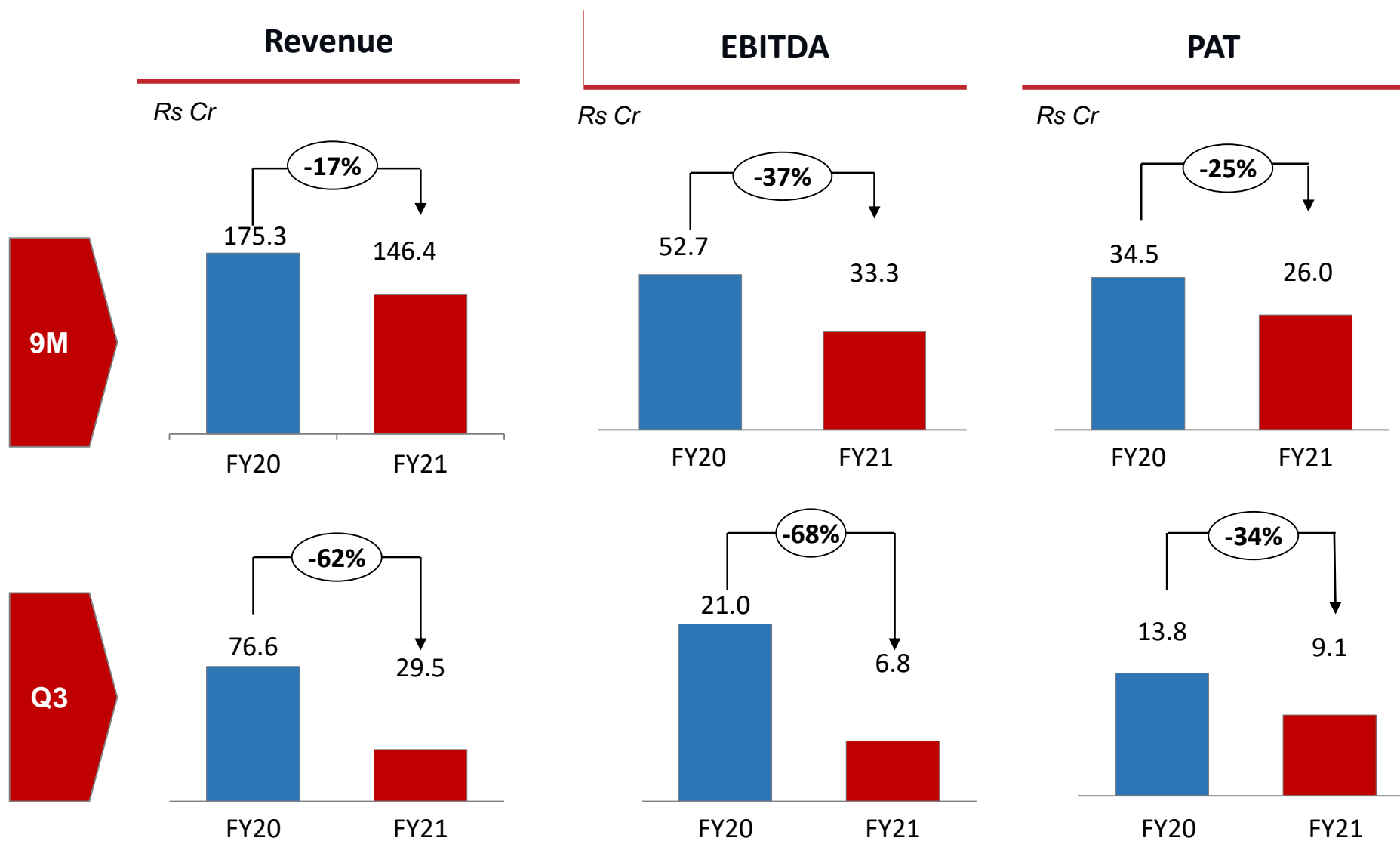
Financial Statement Review

Outlook

# Q3 and 9M FY21 Executive summary: Strong Order Pipeline

Rs Cr	Q3 FY21	9M FY21	Remarks
Order Book	363.4(+55%)		Robust Order book giving us good visibility of execution for coming quarters
Revenues	29.5 (-62%)	146.4 (-17%)	Sales impacted due to man-hours lost in Night lockdown post Diwali. FG stock of Rs 28 Cr sales value as on Dec-end.
EBITDA	6.8 (-68%)	33.3 (-37%)	EBIDTA margin at 23%.
PAT	9.1(-34%)	26.0(-25%)	Reversal of taxation on account of adoption of Sec-115-BAA
Free Cash Flow	7.3	28.7	Fixed Deposit Balance of Rs 76.6 Cr

# Key indicators – FY20 Vs FY21



# Q3 Sales Review

- Q3 sales were impacted due to lower execution on account of night curfew at Ahmedabad post Diwali due to sudden spike in COVID-19 cases
- We have finished stock of Rs 28 Cr sales value as on December end.

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# FY21 V/s FY20 Profitability

Rs Cr	Q3 FY21	Q3 FY20	9M FY21	9M FY20
<b>Revenue from Operations</b>	<b>29.5</b>	<b>76.6</b>	<b>146.4</b>	<b>175.3</b>
Raw Material Consumed	36.5	39.7	90.1	111.1
(Increase) / Decrease in Stock	-32.6	-2.5	-20.8	-42.5
Employees' Emoluments	4.6	3.7	13.1	12.2
Others Expenses	14.2	14.8	30.8	41.8
	<b>22.7</b>	<b>55.7</b>	<b>113.1</b>	<b>122.6</b>
<b>EBIDTA</b>	<b>6.8</b>	<b>21.0</b>	<b>33.3</b>	<b>52.7</b>
Margin	<b>23%</b>	<b>27%</b>	<b>23%</b>	<b>30%</b>
Other Income	0.8	1.1	2.4	3.0
Interest & Finance Cost	0.0	0.1	0.3	0.8
<b>Cash Accruals</b>	<b>7.6</b>	<b>22.0</b>	<b>35.4</b>	<b>55.0</b>
Depreciation	2.6	2.6	7.2	6.7
<b>Profit Before Taxes</b>	<b>4.9</b>	<b>19.4</b>	<b>28.2</b>	<b>48.3</b>
<b>Tax Expense</b>	<b>-4.2*</b>	<b>5.7</b>	<b>2.3*</b>	<b>13.8</b>
<b>Profit After Tax</b>	<b>9.1</b>	<b>13.8</b>	<b>26.0</b>	<b>34.5</b>

- Finished Inventory of Rs 28 Cr sales value and strong order pipeline to ensure robust top line in coming quarters

\* Tax Expense reinstated on adoption of Sec-115 BAA of Income tax



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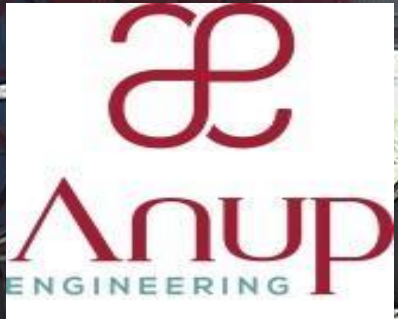
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# Outlook

- Strong Order book & Enquiry Pipeline and reduction in COVID-19 Intensity will ensure robust execution in the coming quarters.
- Upgradation/Strengthening of 2 Bays to enable handling of higher weight equipment in line with the evolving product mix.
- Ongoing Capex for development of clean room facility has already entered in the execution phase with the start of construction activity.
- Regulatory approvals for the Kheda Project are in place now, clearing the deck for the start of tendering process for Phase 1 execution at site at the earliest.

New H7 Bay



THANK YOU

Engineering Infinite possibilities

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