

17th May 2022

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 2022 and outcome of the Board Meeting held on 17th May 2022

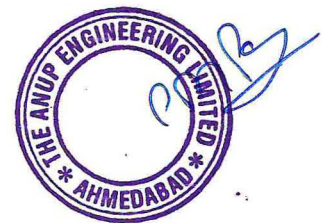
We hereby inform you that the Board of Directors of the Company at its meeting held today, *inter alia*:

- 1 Approved the audited standalone and consolidated financial results of the Company for the quarter and year ended on 31st March 2022.
- 2 Recommended a dividend at 80 % i.e. Rs. 8/- per Equity Share of Rs. 10/- each of the Company for the year ended on 31st March, 2022.

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, 2022 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, 2022.

We shall inform you in due course the date on which the Company will hold Annual General Meeting for the year ended 31st March, 2022 and the date from which dividend, if approved by the shareholders, will be paid to the shareholders.

The Board meeting commenced today at 03:00 p.m. and concluded at 04:00 p.m. (IST).

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

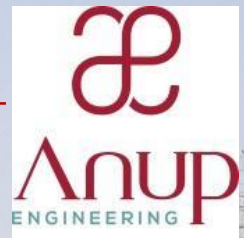
Thanking you,

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

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



Engineering Infinite possibilities



The Anup Engineering Limited

**Investor Presentation Q4 FY22
17th May 2022**

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



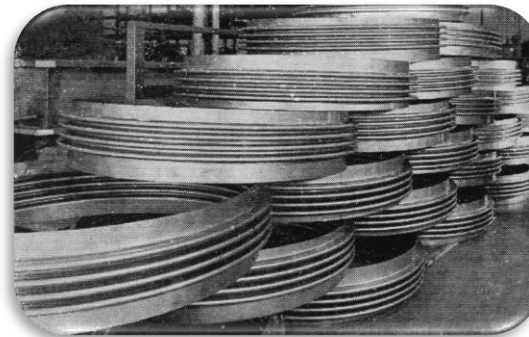
Reactors

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



Pressure Vessels

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



Dished Ends, Expansion Bellows

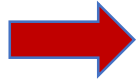
- Spinning, Point Press and Hot Forming



Centrifuge

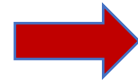
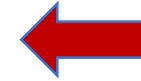
- For starch and chemical industries
- Sizes upto 1600mm diameter

Catering to Wide Spectrum of Industries



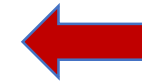
Refining/Oil & Gas

Chemical



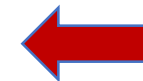
Fertilizer

Paper & Pulp



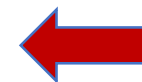
Power

Water treatment



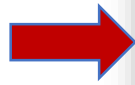
Mines & Mineral

Aerospace

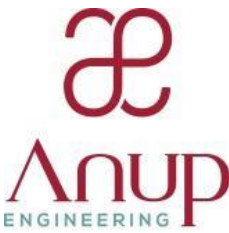


Global Footprint

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



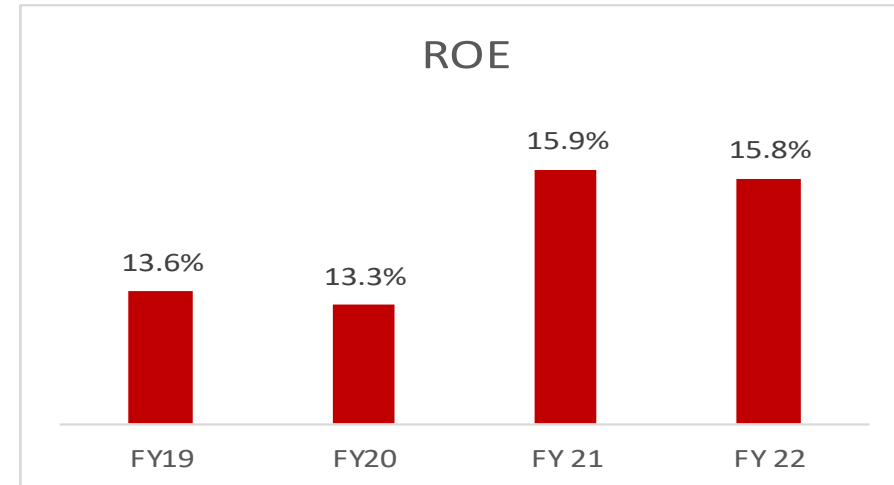
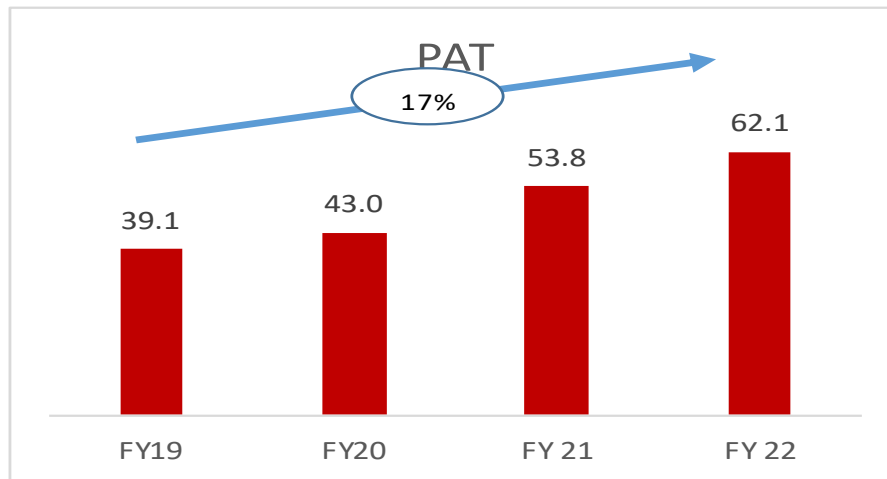
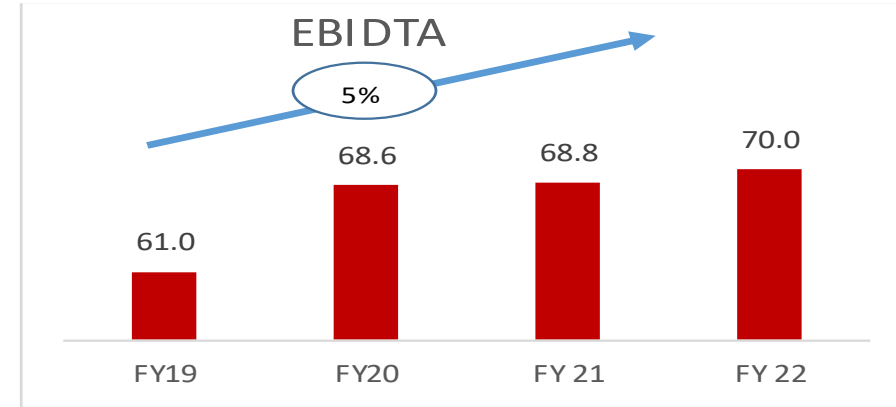
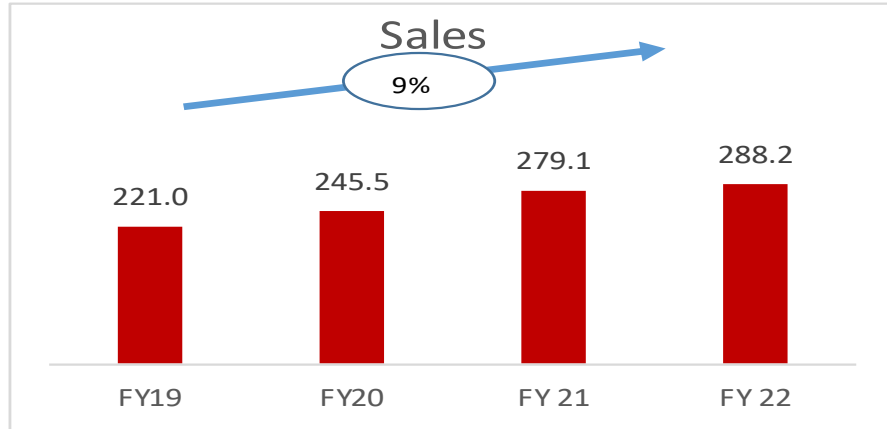
Marquee Clients



GAIL (India) Limited



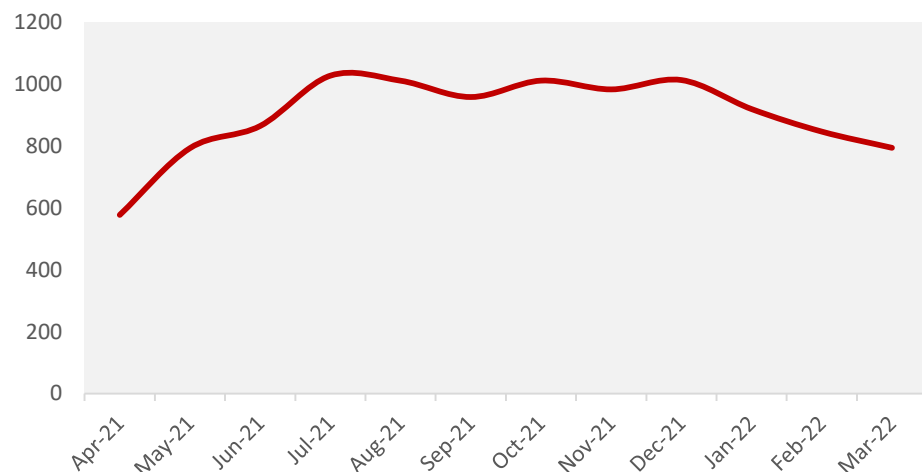
Historical Trend



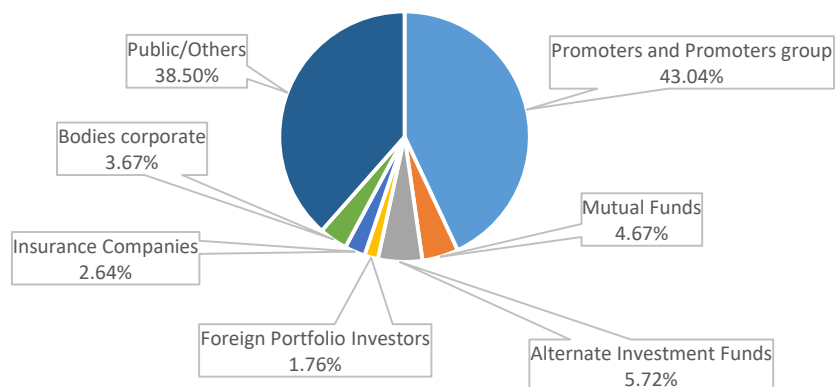
* Excluding Trading Revenue & Profit in FY19

Shareholding Structure

Share price – Performance NSE



Shareholding % As on 31st March 2022



| Market data (NSE) | As on 31 st March 2022 |
|--------------------------------|--|
| No. of Shares Outstanding (Cr) | 0.98 |
| Face Value (₹) | 10.0 |
| Price (₹) | 794.3 |
| 52 week High/Low (₹) | High Price – 1236.9 (17-01-22) Low Price – 551.4 (19-04-21) |
| Market Capitalization (₹ Cr) | 784.91 |

| Key Institutional Investors as on 31 st March 2022 | Holding |
|--|---------|
| ABAKKUS EMERGING OPPORTUNITIES FUND-1 | 5.72% |
| HDFC TRUSTEE CO LTD A/C HDFC RETIREMENT SAVINGS FUND-EQUITY PLAN | 3.05% |
| THE NEW INDIA ASSURANCE COMPANY LIMITED | 2.64% |
| HABROK INDIA MASTER LP | 1.72% |
| PGIM INDIA TRUSTEE PRIVATE LIMITED A/C - PGIM INDIA SMALL CAP FUND | 1.61% |

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FY22 | Executive summary

| | | | | Remarks |
|----------------|-------|-------|-------|--|
| | 12 M | | | |
| | FY21 | FY22 | % | |
| Revenues | 279.1 | 288.2 | ↑ 3% | Healthy WIP as on March end to ensure strong execution levels and sales in next financials |
| EBITDA | 68.8 | 70.0 | ↑ 2% | EBIDTA margin at 24.3% |
| PAT | 53.5 | 62.1 | ↑ 16% | |
| Free Cash Flow | 57.4 | 73.7 | ↑ 28% | Bank Balance of Rs 51.5 Cr |

- Strong order pipeline of Rs 393 Cr as on Q4 end to provide good execution visibility. Additional order worth Rs 25 Cr already received since 1st April till date.

FY22 | Revenue Bifurcation

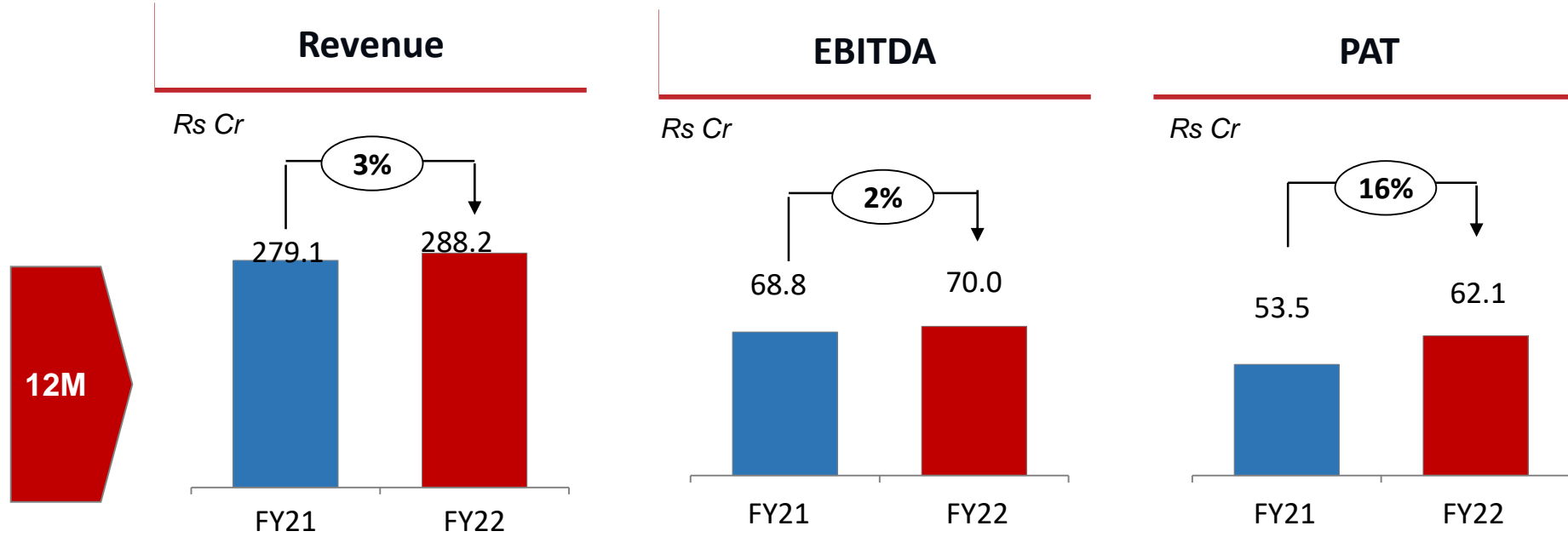
Product Bifurcation

| | Rs Cr | % |
|----------------|--------------|-----|
| Heat Exchanger | 195.6 | 68% |
| Vessels | 53.2 | 18% |
| Tower/Reactor | 22.0 | 8% |
| Centrifuge | 2.7 | 1% |
| Others | 14.7 | 5% |
| Total | 288.2 | |

Geographical Bifurcation

| | Rs Cr | % |
|--------------|--------------|-----|
| Domestic | 260.7 | 90% |
| Export | 27.5 | 10% |
| Total | 288.2 | |

FY22 | Key Indicators



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FY22 | P & L Statement

| | Q4 FY21 | | Q4 FY22 | | FY21 | | FY22 | |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Rs Cr | % | Rs Cr | % | Rs Cr | % | Rs Cr | % |
| Revenue from Operations | 132.8 | | 100.0 | | 279.1 | | 288.2 | |
| Raw Material Consumed | 50.3 | 37.9% | 57.6 | 57.6% | 140.4 | 50.3% | 162.7 | 56.5% |
| (Increase) / Decrease in Stock | 28.5 | 21.5% | -2.5 | -2.5% | 7.7 | 2.7% | -22.6 | -7.8% |
| Employees' Emoluments | 4.3 | 3.3% | 4.7 | 4.7% | 17.4 | 6.2% | 20.4 | 7.1% |
| Others Expenses | 14.1 | 10.6% | 16.4 | 16.4% | 44.9 | 16.1% | 57.7 | 20.0% |
| Operating Expense | 97.3 | 73.3% | 76.2 | 76.2% | 210.4 | 75.4% | 218.3 | 75.7% |
| EBIDTA | 35.5 | 26.7% | 23.8 | 23.8% | 68.8 | 24.6% | 70.0 | 24.3% |
| Other Income | 1.2 | 0.9% | 2.4 | 2.4% | 3.6 | 1.3% | 3.8 | 1.3% |
| Interest & Finance Cost | 0.1 | 0.1% | 0.5 | 0.5% | 0.3 | 0.1% | 1.0 | 0.4% |
| Cash Accruals | 36.6 | 27.6% | 25.7 | 25.7% | 72.0 | 25.8% | 72.7 | 25.2% |
| Depreciation | 3.3 | 2.5% | 2.9 | 2.9% | 10.5 | 3.8% | 11.6 | 4.0% |
| Profit Before Taxes | 33.2 | 25.0% | 22.7 | 22.7% | 61.5 | 22.0% | 61.1 | 21.2% |
| Tax Expense | 5.7 | 4.3% | -9.6 | -9.6% | 7.9 | 2.8% | -0.9 | -0.3% |
| Profit After Tax | 27.6 | 20.8% | 32.4 | 32.4% | 53.5 | 19.2% | 62.1 | 21.5% |

FY22 | Balance Sheet

| <i>Rs Cr</i> | Mar-21 | Mar-22 |
|---------------------------------|--------------|--------------|
| Share Capital | 9.8 | 9.9 |
| Other Equity | 327.3 | 383.5 |
| Net Worth | 337.1 | 393.4 |
| | | |
| Non Current Liabilities | 12.6 | 12.0 |
| Current Liabilities | 81.0 | 119.9 |
| Total (A) | 430.7 | 525.3 |
| | | |
| Net Fix. Assets and CWIP | 189.6 | 213.6 |
| Intangible Assets | 23.7 | 20.2 |
| Other Non-Current Asset | 1.2 | 10.5 |
| Total Non Current Assets | 214.5 | 244.3 |
| Current Assets | 216.2 | 281.0 |
| Total (B) | 430.7 | 525.3 |

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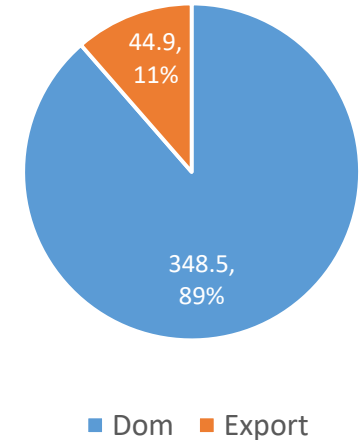
Outlook

Order Book Review

| Equipment Type wise | Rs Cr | % |
|---------------------|--------------|-------------|
| Heat Exchanger | 295.2 | 75% |
| Vessels | 63.3 | 16% |
| Tower/Reactor | 15.7 | 4% |
| Others | 17.8 | 5% |
| Centrifuge | 1.3 | 0% |
| Total | 393.3 | 100% |

| Industry Wise * | Rs Cr | % |
|-----------------|--------------|-------------|
| Refinery | 235.2 | 60% |
| Petrochemical | 74.2 | 19% |
| Paper | 35.8 | 9% |
| Renewable | 24.0 | 6% |
| Offshore | 14.0 | 4% |
| Fertilizer | 7.8 | 2% |
| Metal | 2.4 | 1% |
| Total | 393.3 | 100% |

Geographical Bifurcation*



* Reclassified wherever required

- Strong Order book pipeline in Refining, Petrochemical and Paper segment
- Additional order worth Rs 25 Cr already received since 1st April till date.

Outlook | Order Book

- All time high opening order book of approx. Rs 400 Cr. Additional orders worth Rs 25 Cr already received since 1st April till date.
- Margin are expected to be impacted due to volatility in the metal prices.
- Highest ever order booking during last year at Rs 437 Cr.
- All time high avg. equipment value.
- Highest ever proportion of specialty/proprietary equipment in order mix.
- Added New customer from South America, Europe & Middle East
- Enquiry pipeline continues to be robust.

Outlook | Odhav Capex

L1 Shed Odhav



- Capex for development of L1 shed/Clean room Shed at Odhav would be completed in May-22
- This clean room facility powers Anup into the elite group of global fabricators having the necessary infrastructure for fabrication of exotic materials.
- Opens the door to new product segment

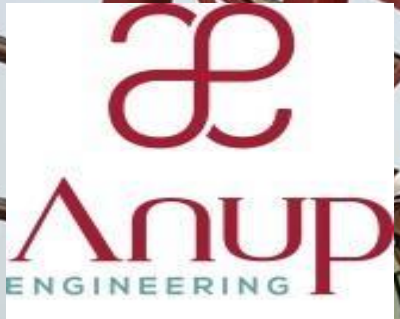
Outlook | Kheda Capex

Kheda Site



- The construction is going in full swing at Kheda. On track for commissioning in H2 FY23.
- Significant progress made in securing key machineries for the Kheda plant

Kheda 1st Bay



THANK YOU



Engineering Infinite possibilities

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Website: www.anupengg.com