

31<sup>st</sup> January, 2025

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 Financial Results of the Company for the quarter and nine months ended on 31<sup>st</sup> December, 2024**

**Ref.: Regulation 30 of the 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 and nine months ended 31<sup>st</sup> December, 2024.

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**

**Lay Desai**  
**Company Secretary**  
**Membership No.: A57117**

**Encl.: As Above**



# THE ANUP ENGINEERING LTD

INVESTOR PRESENTATION – Q3 - FY 25



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# 01 INTRODUCTION

An overview of about the company



## 62 YEARS OF EXPERIENCE (ESTABLISHED IN 1962)

### We offer an extensive product range



Heat Exchangers



Reactors & Separators



Columns & Towers



Silos



Pressure Vessels & Drums



Industrial Centrifuges



Piping spools and Custom Fabrication

### Industries we serve



Oil & Gas



Fertilizer



Chemicals /  
Petrochemicals



Hydrogen



Power



LNG



Water / Wastewater



## KHEDA FACILITY

### HIGHLIGHTS

- Total shop area: 125,000 m<sup>2</sup>
- Covered area (under the hook): 10,000 m<sup>2</sup> PHASE 1+
- Under the hook height: up to 17 m
- Maximum diameter: 8.5 m (Transportation Limitation)
- Production length: up to 100 m
- Weight capacity: up to 1000 MT for single-piece equipment
- Operational from June 2023

Phase 1 (2 bays) - commissioned in June 2023

Phase 2A (2 bays) - Construction started on 1st Oct 2024

Phase 3 (3 bays) - Future Plan





## MABEL ENGINEERING CHENNAI FACILITY

### HIGHLIGHTS

- Total shop area: 20,000 m<sup>2</sup>
- Covered area (under the hook): 5,100 m<sup>2</sup>
- Under the hook height: up to 10 m
- Maximum diameter: 5.0 m (Larger dimensions Site fab)
- Weight capacity: up to 75 MT
- U Stamp Certified
- Manufactures and qualified under EIL for SILOS.
- Has Site fabrication capabilities





# LICENSES & COLLABORATIONS



GERMANY POLYMERIZATION REACTORS (Licensee)



ITALY: EM BAFFLE HEAT EXCHANGERS (Licensee)



NETHERLANDS: HELIXCHANGERS (Licensee)



USA: HEAT EXCHANGERS & PRESSURE VESSELS  
(Manufacturing Collaboration)







# 02 FINANCIALS Q3 FY25



## STANDALONE FINANCIALS INDICATORS

INR in Crore

P&L	9M FY25	9M FY24	Change	Q3 FY25	Q3 FY24	Change	FY24
Revenue from operation	503.0	393.5	27.8%	170.9	128.4	33.1%	550.3
EBIDTA	115.9	89.4	29.7%	40.2	30.0	34.0%	126.7
<b>EBIDTA %</b>	<b>23.0%</b>	<b>22.7%</b>		<b>23.6%</b>	<b>23.4%</b>		<b>23.0%</b>
PBT	100.8	80.6	25.0%	34.2	26.4	29.7%	116.2
<b>PBT %</b>	<b>20.0%</b>	<b>20.5%</b>		<b>20.0%</b>	<b>20.6%</b>		<b>21.1%</b>
PAT	87.5	60.4	44.8%	31.4	20.2	55.5%	103.5
<b>PAT %</b>	<b>17.4%</b>	<b>15.4%</b>		<b>18.4%</b>	<b>15.7%</b>		<b>18.8%</b>
PAT w/o Tax reversal	84.1	62.0	35.7%	27.9	20.2	38.4%	89.0
<b>PAT %</b>	<b>16.7%</b>	<b>15.7%</b>		<b>16.3%</b>	<b>15.7%</b>		<b>16.2%</b>



## STANDALONE REVENUE BIFURCATION

Product	9M FY25	
	Inr in Crs	in %
Heat Exchangers	342.7	68.1%
Vessels	65.1	12.9%
Towers & Reactors	88.8	17.6%
Centrifuge & Others	6.7	1.3%
<b>Total</b>	<b>503.4</b>	<b>100.0%</b>

Market	9M FY25	
	Inr in Crs	in %
Domestic	203.5	41.2%
Exports	258.4	52.4%
DE/SEZ	31.6	6.4%
<b>Total</b>	<b>493.5</b>	<b>100.0%</b>

Product	Q3 FY25	
	Inr in Crs	in %
Heat Exchangers	97.9	56.0%
Vessels	27.6	15.8%
Towers & Reactors	46.8	26.8%
Centrifuge & Others	2.6	1.5%
<b>Total</b>	<b>174.9</b>	<b>100.0%</b>

Market	Q3 FY25	
	Inr in Crs	in %
Domestic	58.5	33.4%
Exports	101.3	57.9%
DE/SEZ	15.1	8.6%
<b>Total</b>	<b>174.9</b>	<b>100.0%</b>



## CONSOLIDATED FINANCIALS INDICATORS

**INR in Crore**

Particulars	CONSOL	
	9M FY25	Q3 FY25
Revenues	510.7	171.6
EBITDA	115.3	38.9
<b>EBITDA %</b>	<b>22.57%</b>	<b>22.68%</b>
PBT	99.8	32.8
<b>PBT %</b>	<b>19.54%</b>	<b>19.11%</b>
PAT	86.8	30.2
<b>PAT %</b>	<b>16.99%</b>	<b>17.61%</b>
PAT W/O Tax reversal	83.3	26.8
<b>PAT W/O Tax reversal %</b>	<b>16.31%</b>	<b>15.59%</b>



# 03 OUTLOOK



## ORDERBOOK AND MARKET OUTLOOK

### HIGHLIGHTS

- Pending Orderbook as on 31 JAN 2025 is INR 831 Crore including Mabel.
- Now Phase-2(A) construction at Kheda is in progress with capex of INR 50 Crore, which will have TWO Bays (1 complete bay and 1 open bay) and likely to commission in Oct-25.
- Working capital usage has been at encouraging level of 3.90 times.

Product Category	As on 31 Dec 24	
	INR in Crs	in %
Heat Exchangers	405	52.6%
Vessels	255	33.1%
Towers & Reactors	103	13.4%
Centrifuge & Others	7	0.9%
<b>Total</b>	<b>770</b>	<b>100.0%</b>

Market	As on 31 Dec 24	
	INR in Crs	in %
Domestic	227	29.5%
Exports	469	60.9%
DE/SEZ	74	9.6%
<b>Total</b>	<b>770</b>	<b>100.0%</b>



# THANK YOU

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[www.anupengg.com](http://www.anupengg.com)

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