

14<sup>th</sup> May 2021

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 31<sup>st</sup> March 2021 and outcome of the Board Meeting held on 14<sup>th</sup> May 2021**

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 31<sup>st</sup> March 2021.
- 2 Recommended a dividend at 70 % i.e. Rs. 7/- per Equity Share of Rs. 10/- each of the Company for the year ended on 31<sup>st</sup> March, 2021.

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 31<sup>st</sup> March, 2021 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.

The Board meeting commenced today at 11:15 a.m. and concluded at 13:15 p.m. (IST)

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 the Standalone and Consolidated Financial Results of the Company for the year ended 31<sup>st</sup> March, 2021.

We shall inform you in due course the date on which the Company will hold Annual General Meeting for the year ended 31<sup>st</sup> March, 2021 and the date from which dividend, if approved by the shareholders, will be paid to the shareholders.

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**

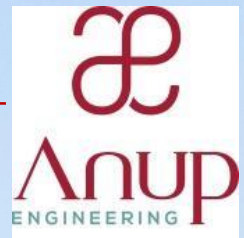
Digitally signed by  
CHINTANKUMAR  
MAHENDRABHAI PATEL  
Date: 2021.05.14 13:10:38  
+05'30'

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

**THE ANUP ENGINEERING LIMITED**  
**CIN: L29306GJ2017PLC099085**

Behind 66 KV Elec. Sub Station, Odhav Road,  
Ahmedabad-382 415, Gujarat, India.  
**F: +91 79 2287 0642 T: +91 79 2287 2823, 2287 0622**  
**E: anup@anupengg.com**

Engineering Infinite possibilities



The Anup Engineering Limited

Investor Presentation Q4 FY21  
14<sup>th</sup> May 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



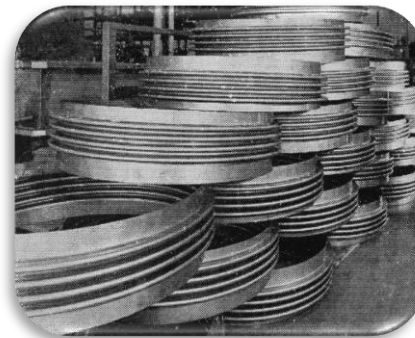
## Reactors

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



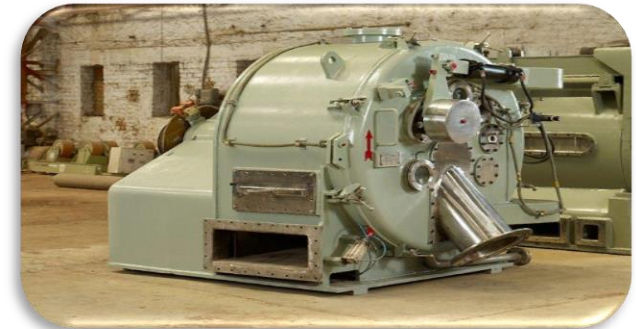
## Pressure Vessels

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



## Dished Ends, Expansion Bellows

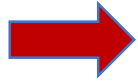
- Spinning, Point Press and Hot Forming



## Centrifuge

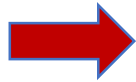
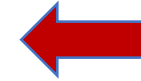
- For starch and chemical industries
- Sizes upto 1600mm diameter

# Catering to Wide Spectrum of Industries



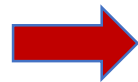
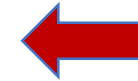
**Oil & Gas**

**Chemical**



**Fertilizer**

**Paper & Pulp**

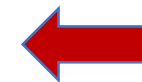


**Power**

**Water treatment**

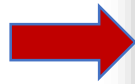


**Aerospace**



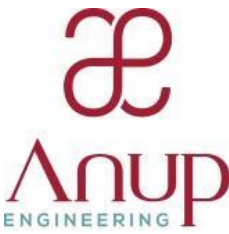
# Global Footprint

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





# Marquee Clients

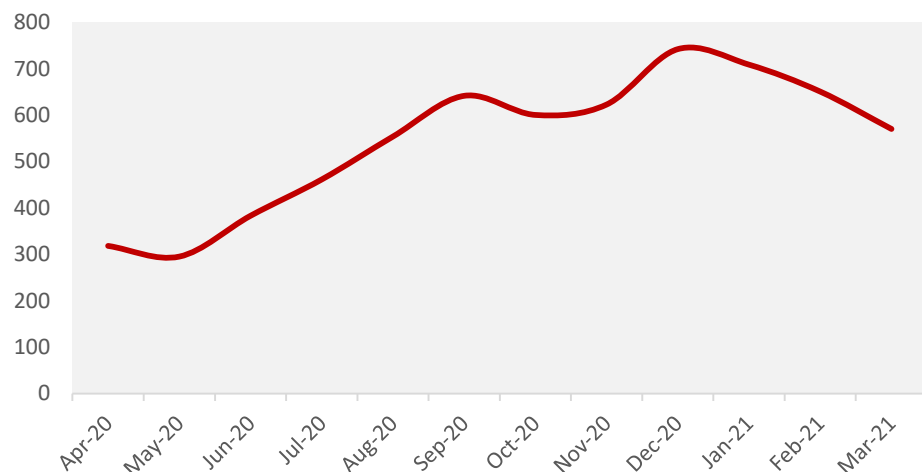


Indian Oil Corporation Limited

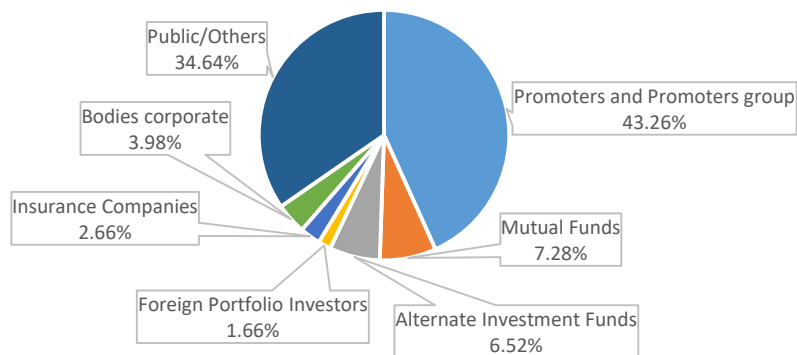


# Shareholding Structure

Share price - Performamce



Shareholding % As on 31st March 2021



Market data	As on 31 <sup>st</sup> March 2021
No. of Shares Outstanding (Cr)	0.98
Face Value ( ₹ )	10.0
Price ( ₹ )	570.2
52 week High/Low ( ₹ )	839.2 /261.0
Market Capitalization ( ₹ Cr)	560.6

Key Institutional Investors as on 31 <sup>st</sup> March 2021	Holding
ABAKKUS EMERGING OPPORTUNITIES FUND-1	5.85%
HDFC TRUSTEE COMPANY LTD - A/C HDFC MID – CAP OPPORTUNITIES FUND	4.66%
THE NEW INDIA ASSURANCE COMPANY LIMITED	2.66%
HABROK INDIA MASTER LP	1.61%

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# Q4 and FY21 Exec. summary: Best ever performance in a Single Quarter

	Quarter -4					Financial Year					Remarks
	Rs Cr			% from		Rs Cr			% from		
	FY19	FY20	FY21	FY 19	FY20	FY19 *	FY20	FY21	FY 19	FY20	
Revenues	65.6	70.1	132.8	↑102%	↑89%	221.0	245.5	279.1	↑26%	↑14%	Highest ever turnover backed with excellent execution
EBITDA	18.2	15.9	35.6	↑95%	↑124%	61.0	68.6	68.8	↑13%	0%	EBIDTA margin at 25%
PAT	11.3	8.4	27.8	↑147%	↑229%	39.1	43.0	53.8	↑38%	↑25%	Reversal of taxation of Rs 6.9 Cr on account of adoption of Sec-115-BAA(Rs 4.4 Cr) and reversal of previous year provision of Tax (Rs 2.5 Cr) based on assessment order
Free Cash Flow	13.4	10.7	28.7	↑114%	↑168%	47.0	51.9	57.4	↑22%	↑11%	Fixed Deposit Balance of Rs 20.5 Cr

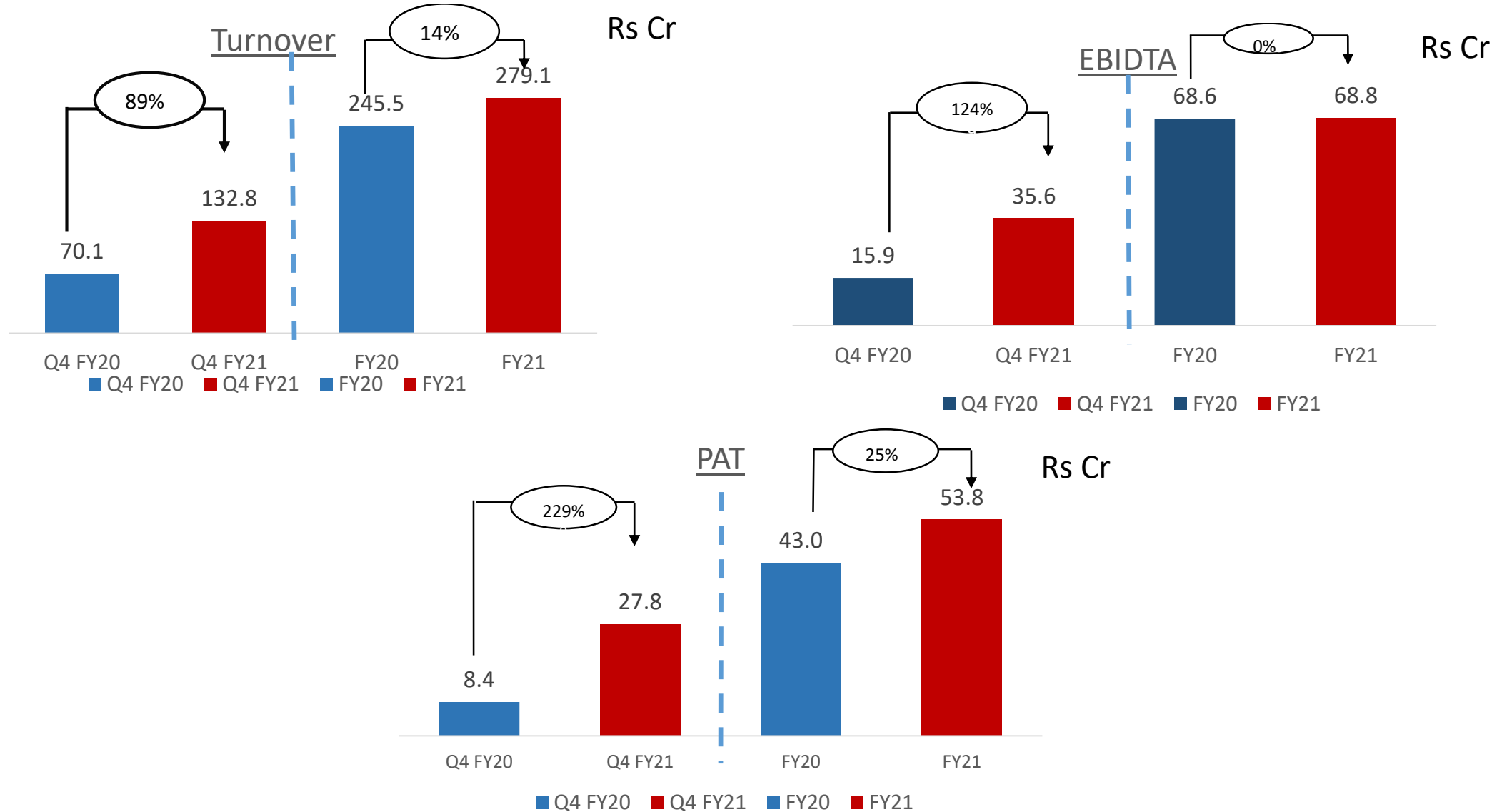
\* Excluding Trading revenue & profit in FY19

Strong order pipeline of Rs 256 Cr to provide good execution visibility in the coming year. Infact since 1<sup>st</sup> April till date we have already booked further orders worth Rs 46 Cr.

## H2 Comparative

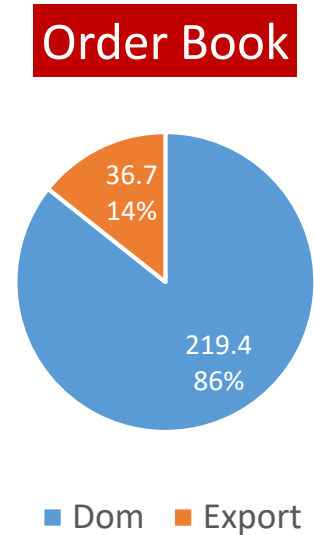
	H2			Remarks
	FY20	FY21	%	
Revenues	146.8	162.2	↑ 11%	Growth over last year H2 despite impact of night curfew in Q3 FY21.
EBITDA	36.9	42.3	↑ 15%	

# Key indicators – FY20 Vs FY21



# Order Book Review

Equipment wise	Rs Cr	%
Heat Exchanger	178.3	70%
Vessels	56.8	22%
Tower & Reactor	18.0	7%
Centrifuge	2.9	1%
<b>Total</b>	<b>256.1</b>	<b>100%</b>



- Strong Enquiry pipeline in traditional customer sectors viz. Petrochemical, refining, fertilizers etc. Infact since 1<sup>st</sup> April till date we have already booked further orders worth Rs 46 Cr.
- Robust Order book gives us a good platform for execution in the coming year

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# FY20 V/s FY21 Profitability

Rs Cr	Q4 FY20	Q4 FY21	FY20	FY21
<b>Revenue from Operations</b>	<b>70.1</b>	<b>132.8</b>	<b>245.5</b>	<b>279.1</b>
Raw Material Consumed	31.9	50.3	142.9	140.4
(Increase) / Decrease in Stock	10.0	28.5	-32.6	7.7
Employees' Emoluments	4.0	4.3	16.2	17.4
Others Expenses	8.5	14.0	50.3	44.9
	<b>54.3</b>	<b>97.2</b>	<b>176.8</b>	<b>210.3</b>
<b>EBIDTA</b>	<b>15.9</b>	<b>35.6</b>	<b>68.6</b>	<b>68.8</b>
Margin	<b>23%</b>	<b>27%</b>	<b>28%</b>	<b>25%</b>
Other Income	1.0	1.3	4.1	3.7
Interest & Finance Cost	0.0	0.1	0.8	0.3
<b>Cash Accruals</b>	<b>16.9</b>	<b>36.8</b>	<b>71.9</b>	<b>72.2</b>
Depreciation	2.2	3.3	8.9	10.5
<b>Profit Before Taxes</b>	<b>14.7</b>	<b>33.5</b>	<b>63.0</b>	<b>61.7</b>
<b>Tax Expense *</b>	<b>6.2</b>	<b>5.7</b>	<b>20.0</b>	<b>7.9</b>
<b>Profit After Tax</b>	<b>8.4</b>	<b>27.8</b>	<b>43.0</b>	<b>53.8</b>

\* Tax Expense reinstated for Rs 6.9 Cr on adoption of Sec-115 BAA of Income tax(Rs 4.4 Cr) & reversal of previous year provision of Tax(Rs 2.5 Cr) based on assessment order

# Balance Sheet Review

<i>Rs Cr</i>	Mar-20	Mar-21
Share Capital	10.2	9.8
Other Equity	312.7	327.6
<b>Net Worth</b>	<b>322.9</b>	<b>337.4</b>
<b>Non Current Liabilities</b>	15.1	12.6
<b>Current Liabilities</b>	84.1	81.0
<b>Total (A)</b>	<b>422.1</b>	<b>431.0</b>
Net Fix. Assets and CWIP	156.4	189.6
Intangible Assets	27.1	23.7
Other Non-Current Asset	22.3	1.2
<b>Total Non Current Assets</b>	<b>205.9</b>	<b>214.5</b>
Current Assets	216.2	216.4
<b>Total (B)</b>	<b>422.1</b>	<b>431.0</b>

- Successfully completed the buy back of Rs 24.9 Cr (excluding tax and expense) reducing the no. of shares by 3.88 Lac.
- Strong liquidity in form of FD of Rs 20.5 Cr.

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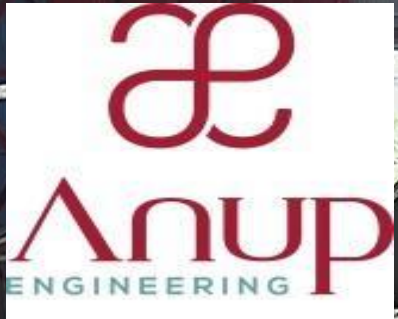
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# Outlook

- Strong Order book & Enquiry Pipeline.
- Due to increase in COVID-19 intensity and various restriction been put by Govt.(including diverting oxygen for healthcare) to mitigate it, has resulted into difficulty in predicting the supply side constraint going forward.
- Ongoing Capex for development of clean room facility is likely to complete in H1 FY22.
- Now that we have obtained all necessary statutory/regulatory approvals, we are pro-actively working to mobilise actual construction work at site in Kheda at the earliest opportunity.

New H7 Bay



THANK YOU

Engineering Infinite possibilities

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