

12th February 2024

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 31st December 2023 under Regulation 30 of 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 Financial Results of the Company for the quarter and nine months ended 31st December 2023.

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

Chintankumar Patel
Company Secretary
Membership No.: A29326

Encl.: Copy of Investor Presentation

Investor Presentation

Q3 FY24



12 February 2024

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 Q3 FY24
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.

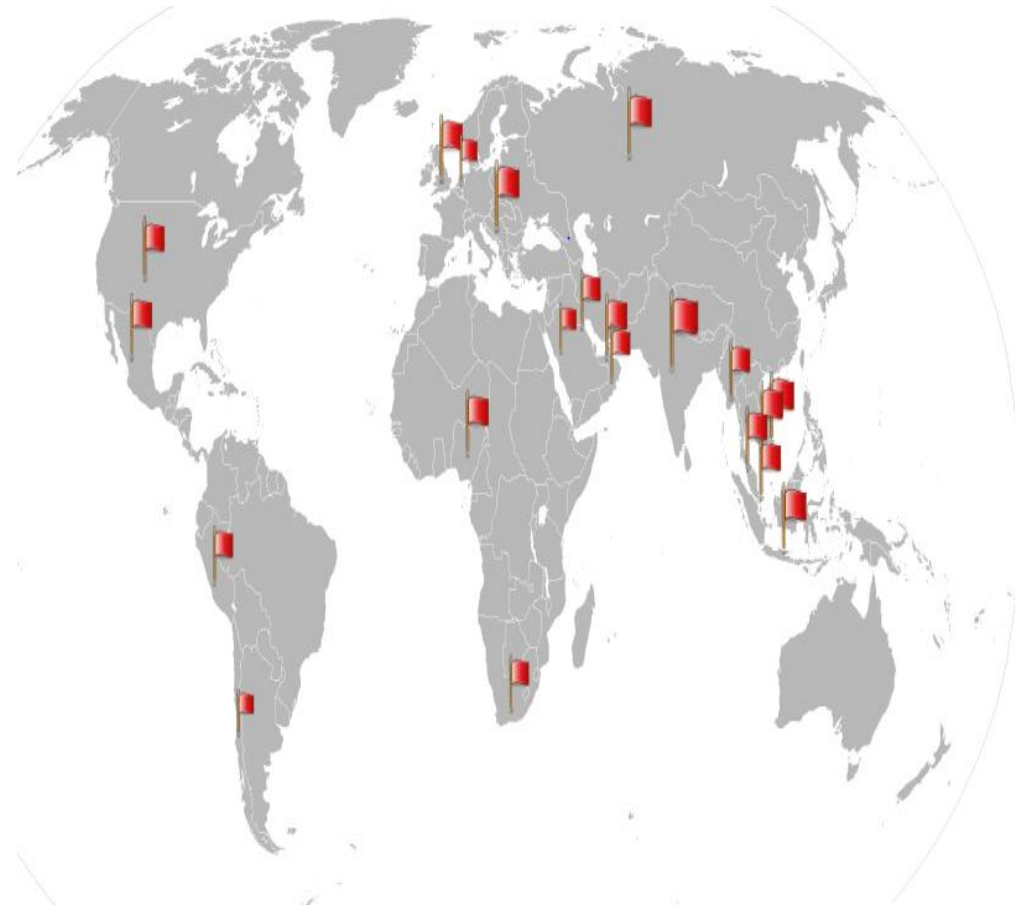


Others

- Piping spools +

OUR GEOGRAPHICAL REACH

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



PRESENTATION FLOW



1. Introduction
- 2. Financials Q3 FY24**
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KEY INDICATORS



INR in Crore

Particulars	Q3 FY24	Q3 FY23	Change	9M FY24	9M FY23	Change	FY23
Revenues	128.4	114.4	12.2%	393.5	267.2	47.3%	411.3
EBITDA	30.0	22.6	32.7%	89.4	52.5	70.2%	82.7
EBITDA %	23.4%	19.8%		22.7%	19.7%		20.1%
PBT	26.4	19.1	38.1%	80.6	43.2	86.7%	70.0
PBT %	20.6%	16.7%		20.5%	16.2%		17.0%
PAT	20.2	13.9	45.3%	60.4	32.0	89.1%	51.4
PAT %	15.7%	12.1%		15.4%	12.0%		12.5%

PROFITABILITY



INR in Crore

Particulars	Q3 FY24		Q3 FY23		9M FY24		9M FY23		FY23	
	Rs Cr	%	Rs Cr	%	Rs Cr	%	Rs Cr	%	Rs Cr	%
Revenue from Operations	128.4		114.4		393.5		267.2		411.3	
Raw Material Consumed	73.7	57.4%	54.5	47.6%	192.0	48.8%	157.6	59.0%	233.2	56.7%
Change in WIP	-6.4	-5.0%	4.2	3.7%	14.6	3.7%	-15.6	-5.8%	-11.4	-2.8%
COGS	67.3	52.4%	58.7	51.3%	206.6	52.5%	142.0	53.1%	221.8	53.9%
Employees' Emoluments	6.8	5.3%	5.9	5.1%	22.4	5.7%	15.4	5.7%	21.0	5.1%
Others Expenses	24.3	18.9%	27.2	23.8%	75.1	19.1%	57.3	21.4%	85.8	20.9%
Operating Expense	98.4	76.6%	91.8	80.2%	304.1	77.3%	214.6	80.3%	328.6	79.9%
EBITDA	30.0	23.4%	22.6	19.8%	89.4	22.7%	52.5	19.7%	82.7	20.1%
Other Income	2.6	2.0%	0.2	0.1%	4.7	1.2%	0.8	0.3%	1.2	0.3%
Interest & Finance Cost	1.1	0.9%	0.5	0.4%	1.3	0.3%	1.1	0.4%	1.4	0.3%
Cash Accruals	31.5	24.6%	22.3	19.5%	92.8	23.6%	52.2	19.5%	82.5	20.1%
Depreciation	5.1	4.0%	3.2	2.8%	12.2	3.1%	9.0	3.4%	12.5	3.0%
Profit Before Taxes	26.4	20.6%	19.1	16.7%	80.6	20.5%	43.2	16.2%	70.0	17.0%
Tax Expense	6.2	4.9%	5.2	4.6%	20.2	5.1%	11.2	4.2%	18.6	4.5%
Profit After Tax	20.2	15.7%	13.9	12.1%	60.4	15.4%	32.0	12.0%	51.4	12.5%

REVENUE BIFURCATION FOR FY24 Q3



Product Wise Bifurcation

Category	INR in Crs	%
Heat exchanger	65.4	51%
Vessels	25.4	20%
Towers & reactors	13.4	10%
Pipes	19.1	15%
Others	5.1	4%
	128.4	100%

Geographical Bifurcation

Category	INR in Crs	%
Domestic	96.4	75%
Export/DE/SEZ	32.0	25%
	128.4	100%

PRESENTATION FLOW



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ORDER BOOK AS ON 31 December 2023



Equipment wise	INR in Crs	%
Heat Exchanger	523.6	64%
Reactor / Vessels	191.4	24%
Vessels	93.3	11%
Centrifuge	5.2	1%
Total	813.5	100%

Market	INR in Crs	%
Domestic	245.0	30%
Export	425.4	52%
DE/SEZ	143.0	18%
Total	813.5	100%

UPDATES



- ✓ Strong Order book for FY25 and Enquiry pipeline on hand. Higher pie of exports.
- ✓ Preponement of Capex of INR 15 crore approx. is planned in FY24 for extension of PS Bay at Kheda, which will be commissioned in Q1 FY25. This will provide 2 complete bays for manufacturing at Kheda.
- ✓ Merger of subsidiary (Kheda plant company) has been completed in Q3 FY24.
- ✓ Cash Net of Debt at INR 106.30 Crores
- ✓ Working capital usage has improved to 4+ Turns



THANKS

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