

31st July 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 Standalone and Consolidated Financial Results of the Company for the quarter ended on 30th June 2024 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 Standalone and Consolidated Financial Results of the Company for the quarter ended 30th June 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

Chintankumar Patel
Company Secretary
Membership No.: A29326

Encl.: Copy of Investor Presentation



Engineering Infinite possibilities



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.

- 1. Introduction**
2. Financials Q1 FY25
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 Q1 FY25**
3. Outlook

KEY INDICATORS



INR in Crore

Particulars	Q1 FY25	Q1 FY24	Change	FY24
Revenues	146.0	125.2	16.6%	550.4
EBITDA	33.0	28.0	17.9%	126.8
EBITDA %	22.6%	22.4%		23.0%
PBT	29.1	25.0	16.4%	116.2
PBT %	19.9%	20.0%		21.1%
PAT	24.0	18.6	29.4%	103.5
PAT %	16.5%	14.8%		18.8%

PROFITABILITY



INR in Crore

Particulars	Q1 FY25		Q1 FY24		FY24	
	INR	%	INR	%	INR	%
Revenue from Operations	146.0		125.2		550.4	
Raw Material Consumed	93.5	64.0%	62.9	50.2%	271.7	49.4%
(Increase) / Decrease in Stock	-12.7	-8.7%	-5.3	-4.2%	13.3	2.4%
COGS	80.8	55.4%	57.6	46.0%	285.0	51.8%
Employees' Emoluments	8.4	5.8%	8.7	6.9%	31.0	5.6%
Others Expenses	23.7	16.2%	30.9	24.7%	107.7	19.6%
Operating Expense	113.0	77.4%	97.2	77.6%	423.6	77.0%
EBIDTA	33.0	22.6%	28.0	22.4%	126.8	23.0%
Other Income	2.6	1.8%	0.5	0.4%	9.1	1.6%
Interest & Finance Cost	1.0	0.7%	0.0	0.0%	2.2	0.4%
Cash Accruals	34.6	23.7%	28.5	22.7%	133.6	24.3%
Depreciation	5.5	3.7%	3.5	2.8%	17.5	3.2%
Profit Before Taxes	29.1	19.9%	25.0	20.0%	116.2	21.1%
Tax Expense	5.1	3.5%	6.4	5.1%	12.7	2.3%
Profit After Tax	24.0	16.5%	18.6	14.8%	103.5	18.8%

CONSOLIDATED – Q1 FY25



INR in Crore

Particulars	STANDALONE	MABEL	CONSOL
Revenue from Operations	144.3	1.7	146.0
Raw Material Consumed	92.2	1.3	93.5
(Increase) / Decrease in Stock	-12.6	-0.1	-12.7
COGS	79.6	1.3	80.8
Employees' Emoluments	8.3	0.2	8.4
Others Expenses	23.7	0.0	23.7
Operating Expense	111.5	1.5	113.0
EBIDTA	32.8	0.3	33.0
Other Income	2.6	0.0	2.6
Interest & Finance Cost	1.0	0.0	1.0
Cash Accruals	34.3	0.3	34.6
Depreciation	5.5	0.0	5.5
Profit Before Taxes	28.9	0.2	29.1
Tax Expense	5.0	0.1	5.1
Profit After Tax	23.8	0.2	24.0

Mabel acquisition is completed on 20th June, 2024. Accordingly Mabel P&L of 11 days is considered for consolidation.

REVENUE BIFURCATION - Q1 FY25

Product Wise Bifurcation

Category	INR in Crs	%
Heat exchanger	134.4	92.1%
Towers & Reactors	5.1	3.5%
Vessels	3.0	2.1%
Others	3.5	2.3%
Total	146.0	100%

Geographical Bifurcation

Market	INR in Crs	%
Domestic	75.1	51.4%
Export	70.9	48.6%
Total	146.0	100%

PRESENTATION FLOW



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ORDER BOOK AS ON 30 JUNE 2025

Product Wise Bifurcation

Category	INR in Crs	%
Heat Exchanger	490.5	60.6%
Tower & Reactor	186.5	23.0%
Vessels	119.9	14.8%
Centrifuge & Others	13.1	1.6%
Total	810.0	100%

Geographical Bifurcation

Market	INR in Crs	%
Export	469.2	57.9%
Domestic	196.9	24.3%
SEZ	143.9	17.8%
Total	810.0	100.0%

- ✓ Transaction of acquisition of Mabel is completed on 20th June 2024.
- ✓ Installing Roof Top Solar at Kheda plant to the tune of 1 MW (Approx.) in addition to Roof Top Solar at Odhav Plant (900 KW).
- ✓ Extension of PS Bay at Kheda will be commissioned in Q2 FY25. This will provide 2 complete bays for manufacturing at Kheda.
- ✓ Cash Net of Debt at INR 51.40 Crores
- ✓ Working capital usage has remained at 3.90 times



THANKS

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