



Engineering . Manpower . Outsourcing

Talent on Demand



Earnings Presentation | Q4-FY23/FY23

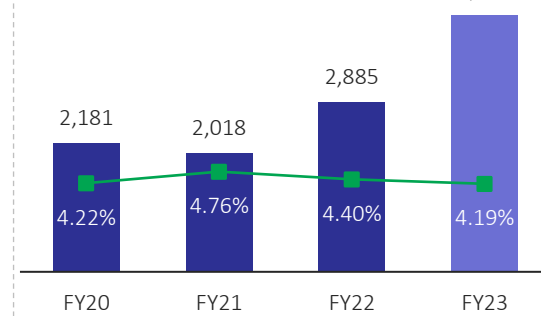
2 Company Overview



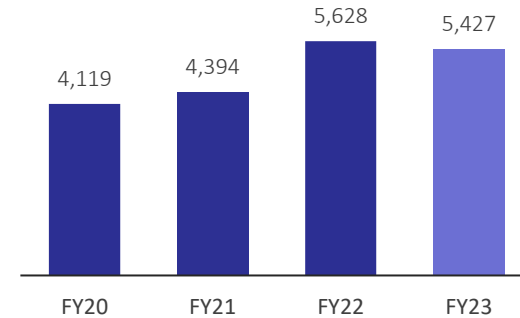
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 5,000 engineers/ technical personnel on payroll and working at the client location.

- Aarvi is India's leading technical staffing company, which specializes in providing expert engineering staffing solutions.
- Services Offered include Deputation of Technical Staffing, Project Management, Construction supervision, Inspection Services, Pre-Commissioning & Commissioning Assistance and O&M Services.
- Aarvi offers services that are highly effective and affordable, giving significant cost savings to clients.
- The company has deployed over 30,000 personnel since inception and has a current deployed team strength of more than 5,000 professionals.
- It has leveraged its track record in India to successfully expand its operations internationally, providing a wide range of engineering services on various international projects, particularly in the UAE, and United Kingdom.
- The company has an esteemed clientele list including marquee names like, Larsen & Turbo Industries, Cairn, Reliance Industries Limited, Engineering India Limited, Indian Oil, Technip etc.

Operational Revenue (INR Mn) & EBITDA Margins (%)



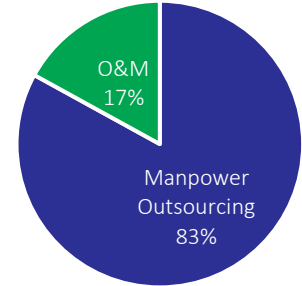
Manpower Deputation



Business Overview

- Aarvi provides engineers /designers/technicians right from conceptualization of the project to Design to Construction to Pre-commissioning & Commissioning to Operations and Maintenance of the plant.
- It can also mobilize large manpower for shutdown assignment of 15 days to a few months.
- Aarvi has a large in-house database i.e. more than 800,000 resume data base and a very strong referral program to attract talent from the industry.
- Its recruiters are well trained and can identify the candidates meeting the client’s project requirements.
- The company targets sectors like oil & gas, power, LNG, PNG, refinery, petrochemical, pipeline, wind power, solar power, offshore, E&P, infrastructure, ports & terminals, telecom, fertilizers, cement, automobile, metro & monorail, railway, metals and minerals, information technology.

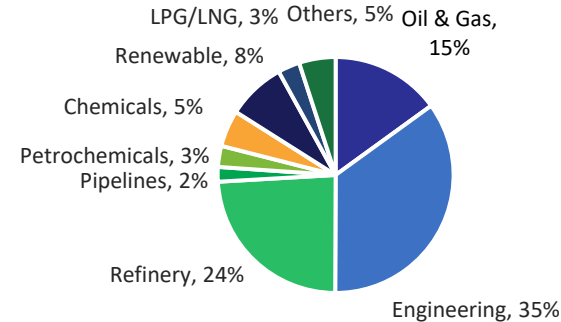
FY23 Business Mix



Niche Area of Service

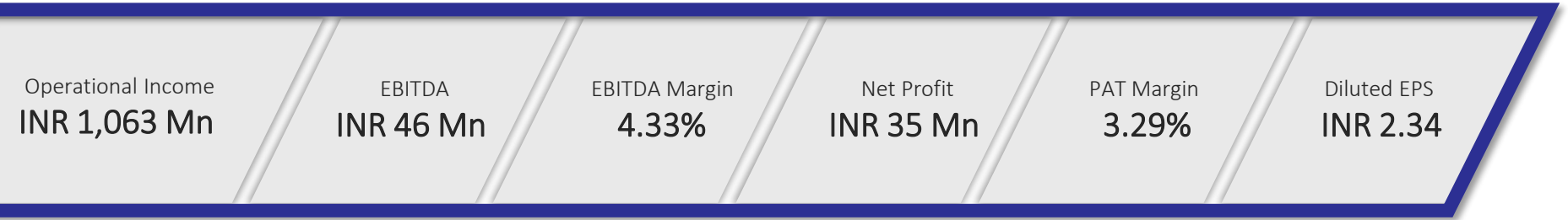


FY23 Industry Wise Revenue

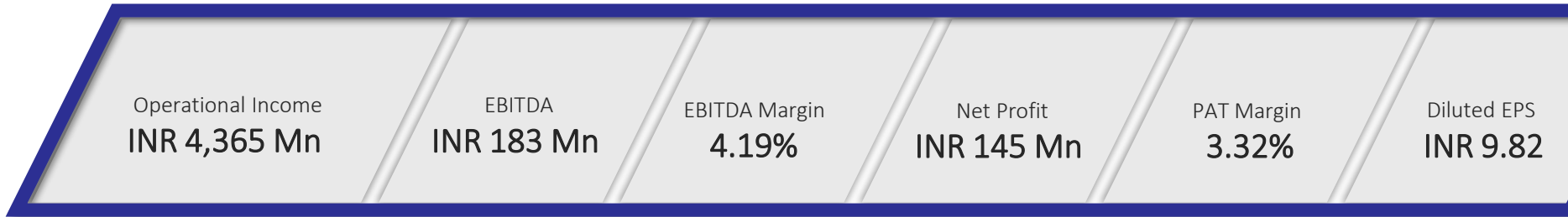


Q4-FY23/FY23 Financial Highlights

Q4-FY23 Financial Performance (Consolidated):



FY23 Financial Performance (Consolidated):



Q4-FY23/FY23 Operational Highlights

- Consolidated revenue for FY23 grew by 51% YoY, while EBITDA grew by 44% and Net Profit grew by 20% YoY
- The company expanded the scope of services on social media marketing activity as well SEO activities
- Onboarded 50+ new clients during the year
- Received major orders from the companies like Numaligarh Refineries Ltd, Technip Energies, Hindustan Urvarak & Rasayan Ltd, BPCL, etc
- Obtained security clearance from Bureau of Civil Aviation (BCAS) to operate as auxiliary service provider for providing technical professional services at BIAL (Banglore airport) project
- Executed single work order of USD 7 Million at Aarvi Encon FZE
- Appreciations received from various clients on successful completion of manning of shutdown projects
- Started permanent placement division

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
Operational Income	1,063	910	16.8%	1,109	(4.1)%
Total Expenses	1,017	881	15.4%	1,073	(5.2)%
EBITDA	46	29	58.6%	36	27.8%
<i>EBITDA Margins (%)</i>	<i>4.33%</i>	<i>3.19%</i>	<i>114 bps</i>	<i>3.25%</i>	<i>108 bps</i>
Other Income	3	3	NA	3	NA
Depreciation	3	2	50.0%	3	NA
Finance Cost	5	3	66.7%	5	NA
Exceptional Items	-	-	NA	-	NA
PBT	41	27	51.9%	31	32.3%
Tax	6	0	NA	4	50.0%
Profit After tax	35	27	29.6%	27	29.6%
<i>PAT Margins (%)</i>	<i>3.29%</i>	<i>2.97%</i>	<i>32 bps</i>	<i>2.43%</i>	<i>86 bps</i>
Other Comprehensive Income	(1)	2	NA	1	NA
Total Comprehensive Income	34	29	17.2%	28	21.4%
Diluted EPS (INR)	2.34	1.80	30.0%	1.79	30.7%

7 Annual Consolidated Income Statement

Particulars (INR Mn)	FY23	FY22	Y-o-Y
Operational Income	4,365	2,885	51.3%
Total Expenses	4,182	2,758	51.6%
EBITDA	183	127	44.1%
<i>EBITDA Margins (%)</i>	<i>4.19%</i>	<i>4.40%</i>	<i>(21) bps</i>
Other Income	13	12	8.3%
Depreciation	12	10	20.0%
Finance Cost	18	7	NA
Exceptional Items	9	-	NA
PBT	157	122	28.7%
Tax	12	1	NA
Profit After tax	145	121	19.8%
<i>PAT Margins (%)</i>	<i>3.32%</i>	<i>4.19%</i>	<i>(87) Bps</i>
Other Comprehensive Income	11	5	NA
Total Comprehensive Income	156	126	23.8%
Diluted EPS (INR)	9.82	8.16	20.3%

Annual Consolidated Income Statement

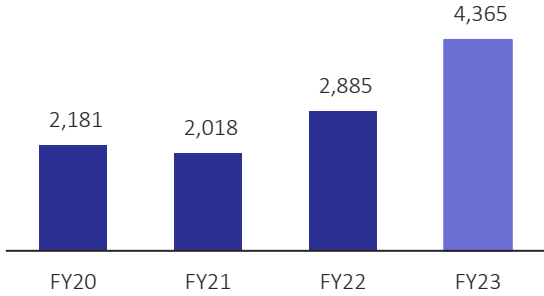
Particulars (INR Mn)	FY20	FY21	FY22	FY23
Operational Income	2,181	2,018	2,885	4,365
Total Expenses	2,089	1,922	2,758	4,182
EBITDA	92	96	127	183
<i>EBITDA Margins (%)</i>	<i>4.22%</i>	<i>4.76%</i>	<i>4.40%</i>	<i>4.19%</i>
Other Income	6	23	12	13
Depreciation	12	10	10	12
Finance Cost	16	6	7	18
Exceptional Items	-	-	-	9
PBT	70	103	122	157
Tax	(2)	(2)	1	12
Profit After tax	72	105	121	145
<i>PAT Margins (%)</i>	<i>3.30%</i>	<i>5.20%</i>	<i>4.19%</i>	<i>3.32%</i>
Other Comprehensive Income	7	(3)	5	11
Total Comprehensive Income	79	102	126	156
Diluted EPS (INR)	4.86	7.08	8.16	9.82

Consolidated Balance Sheet

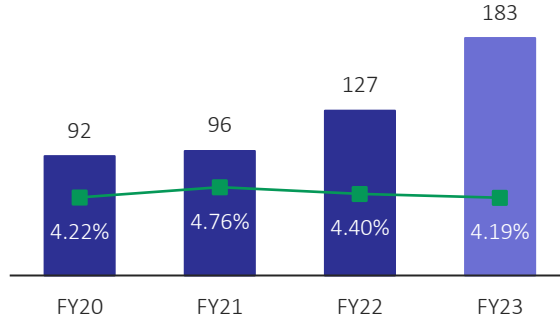
Particulars (INR Mn)	FY21	FY22	FY23
EQUITIES & LIABILITIES			
Shareholder Funds	851	947	1,081
(A) Share Capital	148	148	148
(B) Other Equity	703	799	933
Non-Current Liabilities	16	19	8
(A) Financial Liabilities			
i. Others	13	16	4
(B) Deferred Tax Liabilities	3	3	4
Current Liabilities	335	524	495
(A) Financial Liabilities			
i. Borrowings	35	65	34
ii. Trade Payables	54	102	102
iii. Others	172	245	212
(B) Other Current Liabilities	74	112	146
(C) Provisions	0	0	1
GRAND TOTAL - EQUITIES & LIABILITIES	1,202	1,490	1,584

Particulars (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Current Assets	361	447	451
(A) Property, Plant and Equipment	100	98	96
(B) Goodwill on Consolidation	2	2	2
(C) Other Intangible Assets	0	1	3
(D) Intangible Asset Under Development	2	-	-
(E) Financial Assets			
i. Loans and Advances	18	24	23
ii. Others	163	183	145
(F) Deferred Tax Asset	2	2	2
(G) Other Non-Current Assets	74	137	180
Current Assets	841	1,043	1,133
(A) Financial Assets			
i. Investments	3	3	4
ii. Trade Receivable	534	810	950
iii. Cash and Cash Equivalents	164	51	44
iv. Other Bank Balances	41	22	23
v. Loans and Advances	3	4	8
vi. Others	78	135	80
(B) Other Current Assets	18	18	24
GRAND TOTAL- ASSETS	1,202	1,490	1,584

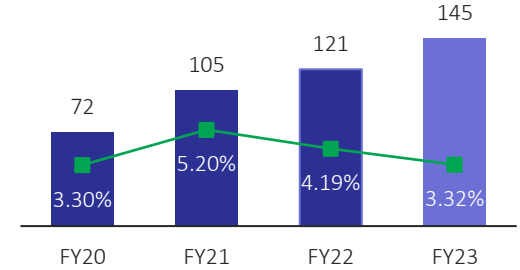
Operational Revenue (INR Mn)



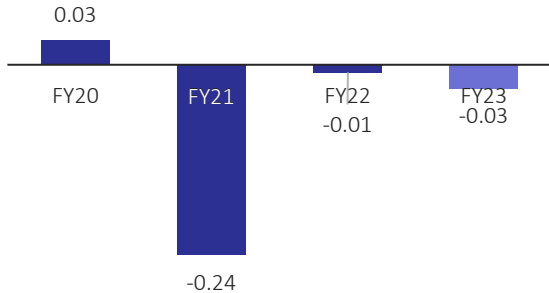
EBITDA (INR Mn and EBITDA Margin (%))



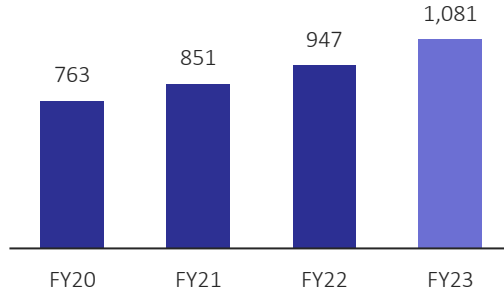
PAT (INR Mn) and PAT Margin (%)



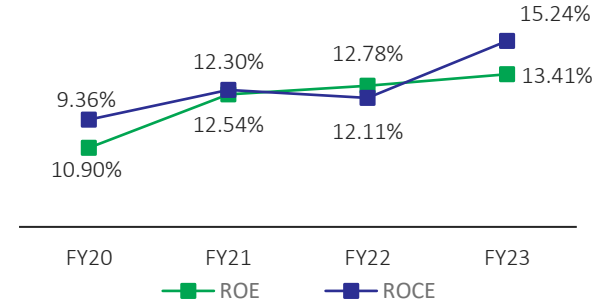
Debt to Equity (x)



Networth (INR Mn)

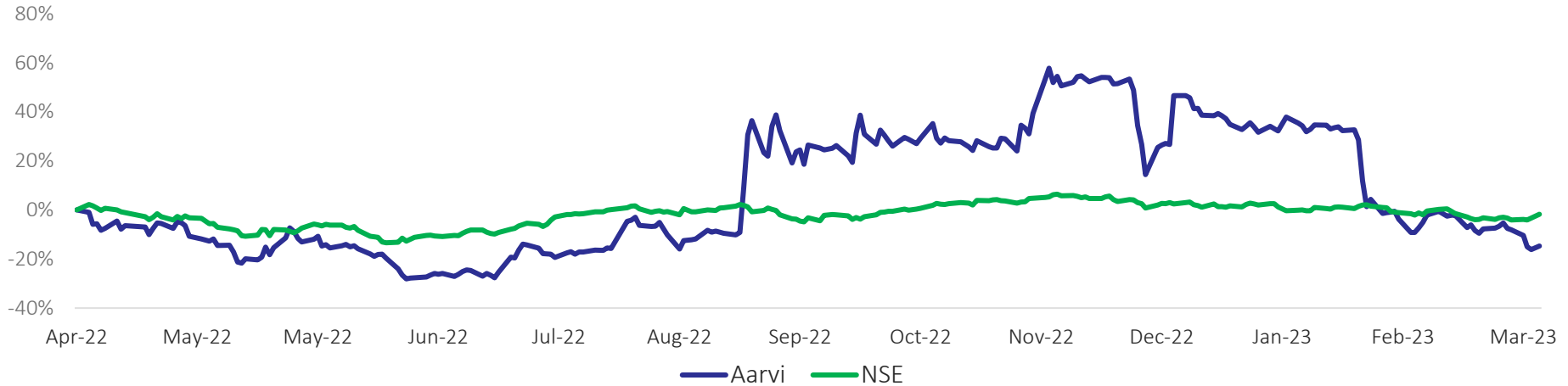


ROE and ROCE (%)



Capital Market Data

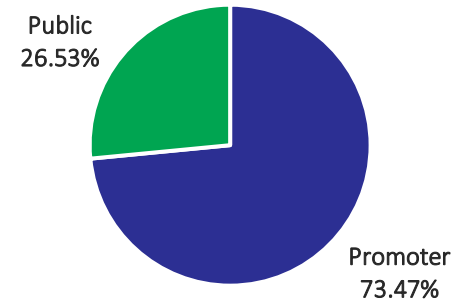
Share Price Data (upto 31st March 2023)



Price Data (As on 31st March, 2023)

Face Value	10.00
Market Price	103.3
52 Week H/L	203/84.6
Market Cap(Mn)	1,527.19
Equity Share Outstanding (Mn)	14.78
1 Year Avg Trading Volume ('000)	36.15

Shareholding Pattern (As on 31st March, 2023)



Aarvi Encon Limited

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Thank
You

