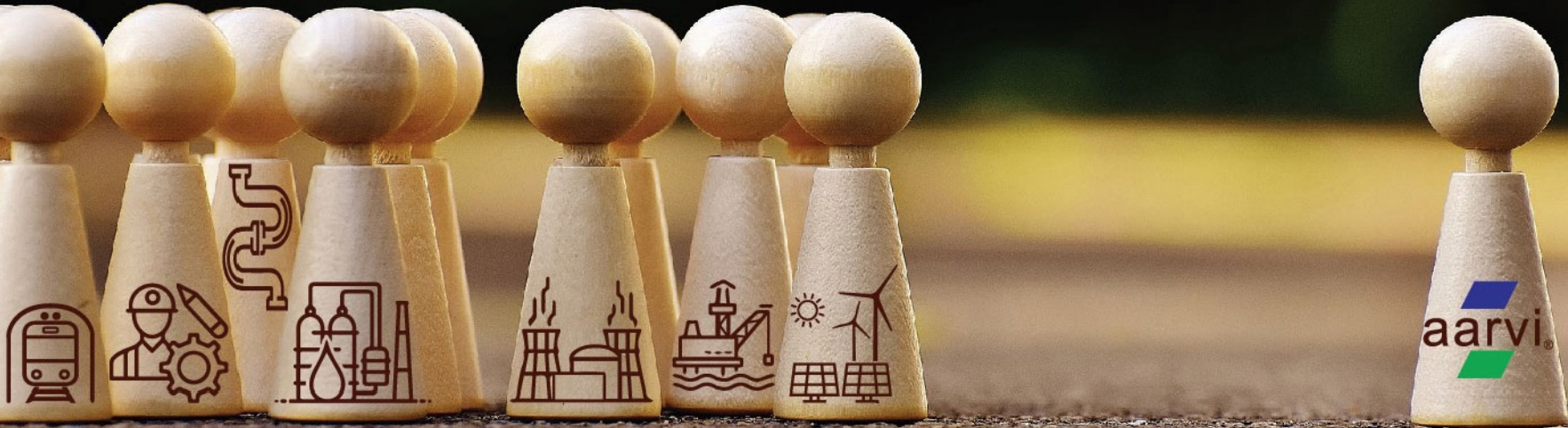




Engineering . Manpower . Outsourcing

Talent on Demand



Earnings Presentation | FY21 / Q4-FY21

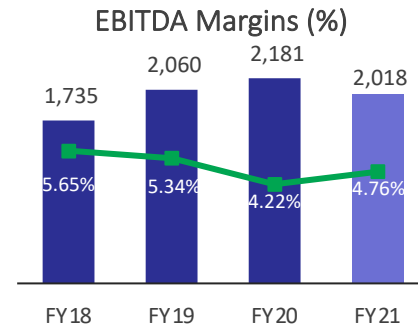
Company Overview



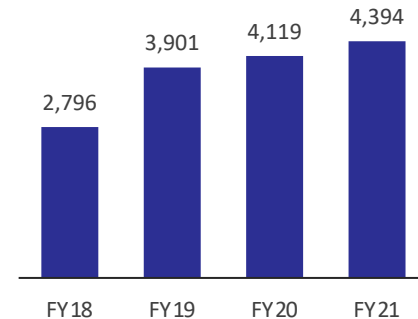
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 4,000 engineers/ technical personnel on payroll and working at the client location.

- 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 4,000 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 Kingdom of Saudi Arabia.
- 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) &



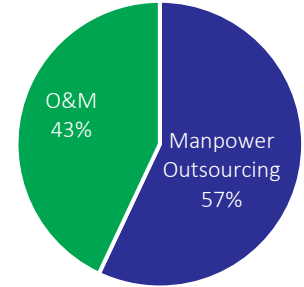
Manpower Deputation



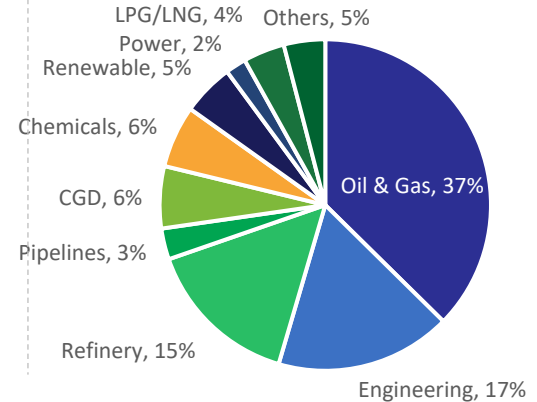
Business Overview

- 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 700,000 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.

FY21 Business Mix



FY21 Industry Wise Revenue



Niche Area of Service



Manpower Outsourcing



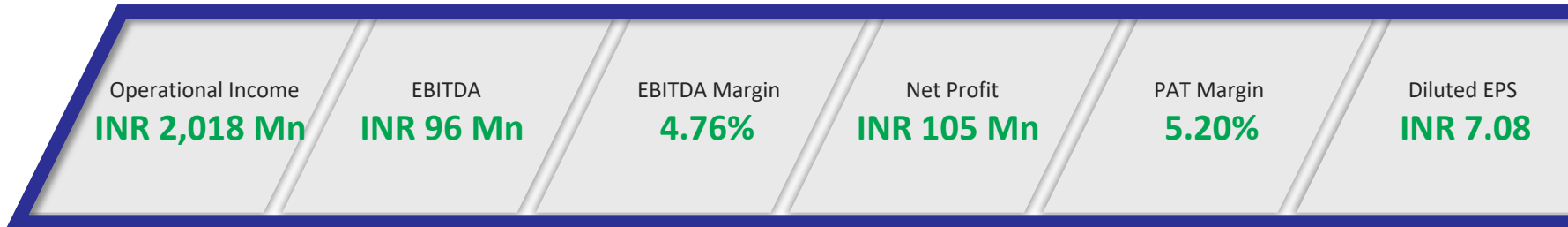
Operation and Maintenance

Financial Highlights

Q4-FY21 Financial Performance (Consolidated):



FY21 Financial Performance (Consolidated):



Operational Highlights

- Added more than 15 new clients during the financial year
- Won large and long-term contracts with companies like Nayara, BORL, IOCL, and Shell LNG.
- To expand the network in eastern India, a branch was opened in Kolkata.
- The formation of the subsidiary in Oman is nearing completion and is expected to be operational by Q2-FY22.
- The procedures for establishing an office in Indonesia has begun, and is expected to be operational by Q2-FY22
- Appointed an advisor in the United Kingdom to build a business strategy for growing in that geography
- The company is also in advance talks with agency agreement in Kuwait and Saudi Arabia
- Also expecting growth coming from Infrastructure and manufacturing sectors
- Received large IT refund for the financial years 2018 – 19 and 2019 – 20; Total IT Refund 20.28 Cr + Interest 1.70 Cr = Total Receipt 21.98 cr.
- Surplus cash is intended to be used for inorganic expansions

Quarterly Financial Performance - Consolidated

Particulars (INR Mn)	Q4-FY21	Q4-FY20	Y-o-Y	Q3-FY21	Q-o-Q
Operational Income	570	687	(17.0)%	498	14.5%
Total Expenses	547	644	(15.1)%	482	13.5%
EBITDA	23	43	(46.5)%	16	43.8%
<i>EBITDA Margins (%)</i>	<i>4.04%</i>	<i>6.26%</i>	<i>(222) Bps</i>	<i>3.21 %</i>	<i>83 Bps</i>
Other Income	6	1	NA	10	(40.0)%
Depreciation	2	3	(33.3)%	2	NA
Finance Cost	1	2	(50.0)%	1	NA
PBT	26	39	(33.3)%	23	13.0%
Tax	(4)	(2)	NA	(3)	NA
Profit After tax	30	41	(26.8)%	26	15.4%
<i>PAT Margins (%)</i>	<i>5.26%</i>	<i>5.97%</i>	<i>(71) Bps</i>	<i>5.22 %</i>	<i>4 Bps</i>
Other Comprehensive Income	2	5	(60.0)%	-	NA
Total Comprehensive Income	32	46	(30.4)%	26	23.1%
Diluted EPS (INR)	2.05	2.75	(25.5)%	1.79	14.5%

FY21 Consolidated Performance

Particulars (INR Mn)	FY21	FY20	Y-o-Y
Operational Income	2,018	2,181	(7.5)%
Total Expenses	1,922	2,089	(8.0)%
EBITDA	96	92	4.3%
<i>EBITDA Margins (%)</i>	<i>4.76%</i>	<i>4.22%</i>	<i>54 Bps</i>
Other Income	23	6	NA
Depreciation	10	12	(16.7)%
Finance Cost	6	16	(62.5)%
PBT	103	70	47.1%
Tax	(2)	(2)	NA
Profit After tax	105	72	45.8%
<i>PAT Margins (%)</i>	<i>5.20%</i>	<i>3.30%</i>	<i>190 Bps</i>
Other Comprehensive Income	(3)	7	NA
Total Comprehensive Income	102	79	29.1%
Diluted EPS (INR)	7.08	4.86	45.7%

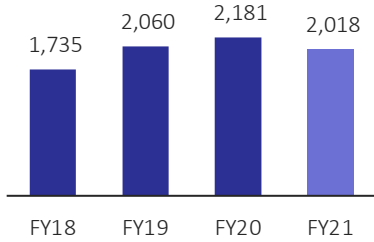
Consolidated Income Statement

Particulars (INR Mn)	FY19	FY20	FY21
Operational Income	2,060	2,181	2,018
Total Expenses	1,950	2,089	1,922
EBITDA	110	92	96
<i>EBITDA Margins (%)</i>	<i>5.34%</i>	<i>4.22%</i>	<i>4.76%</i>
Other Income	12	6	23
Depreciation	10	12	10
Finance Cost	11	16	6
PBT	101	70	103
Tax	15	(2)	(2)
Profit After tax	86	72	105
<i>PAT Margins (%)</i>	<i>4.17%</i>	<i>3.30%</i>	<i>5.20%</i>
Other Comprehensive Income	3	7	(3)
Total Comprehensive Income	89	79	102
Diluted EPS (INR)	5.84	4.86	7.08

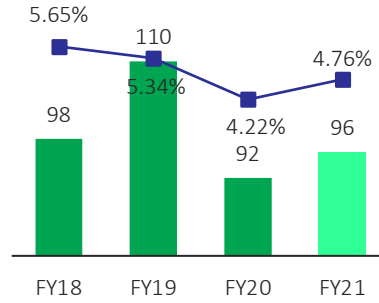
Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21	Particulars (INR Mn)	FY20	FY21
EQUITIES & LIABILITIES			ASSETS		
Shareholder Funds	763	851	Non-Current Assets	472	330
(A) Share Capital	148	148	(A) Property, Plant and Equipment	106	100
(B) Other Equity	615	703	(B) Goodwill on Consolidation	2	2
Non-Current Liabilities	19	16	(C) Right of Use Asset	6	-
(A) Financial Liabilities			(D) Other Intangible Assets	-	-
i. Borrowings	1	-	(E) Intangible Asset Under Development	1	2
ii. Lease Liability	5	-	(F) Financial Assets		-
iii. Others	10	13	i. Loans and Advances	23	18
(B) Provisions	-	-	ii. Others	91	132
(C) Deferred Tax Liabilities	3	3	(G) Deferred Tax Asset	2	2
(D) Other Non Current-Liabilities	-	-	(H) Other Non-Current Assets	241	74
Current Liabilities	398	335	Current Assets	708	872
(A) Financial Liabilities			(A) Financial Assets		
i. Borrowings	87	35	i. Investments	3	3
ii. Lease Liability	2	-	ii. Trade Receivable	580	534
iii. Trade Payables	95	54	iii. Cash and Cash Equivalents	49	164
iv. Others	141	172	iv. Other Bank Balances	16	72
(B) Other Current Liabilities	72	74	v. Loans and Advances	3	3
(C) Provisions	1	-	vi. Others	46	78
(D) Liabilities for Current Tax	-	-	(C) Other Current Assets	11	18
GRAND TOTAL - EQUITIES & LIABILITIES	1,180	1,202	GRAND TOTAL- ASSETS	1,180	1,202

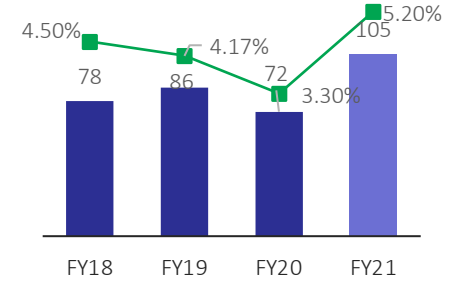
Operational Revenue
(INR Mn)



EBITDA (INR Mn and
EBITDA Margin (%))



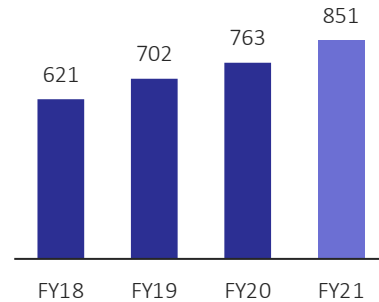
PAT (INR Mn) and PAT
Margin (%)



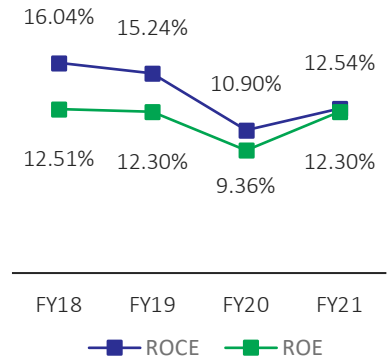
Debt to Equity (x)



Net worth (INR Mn)

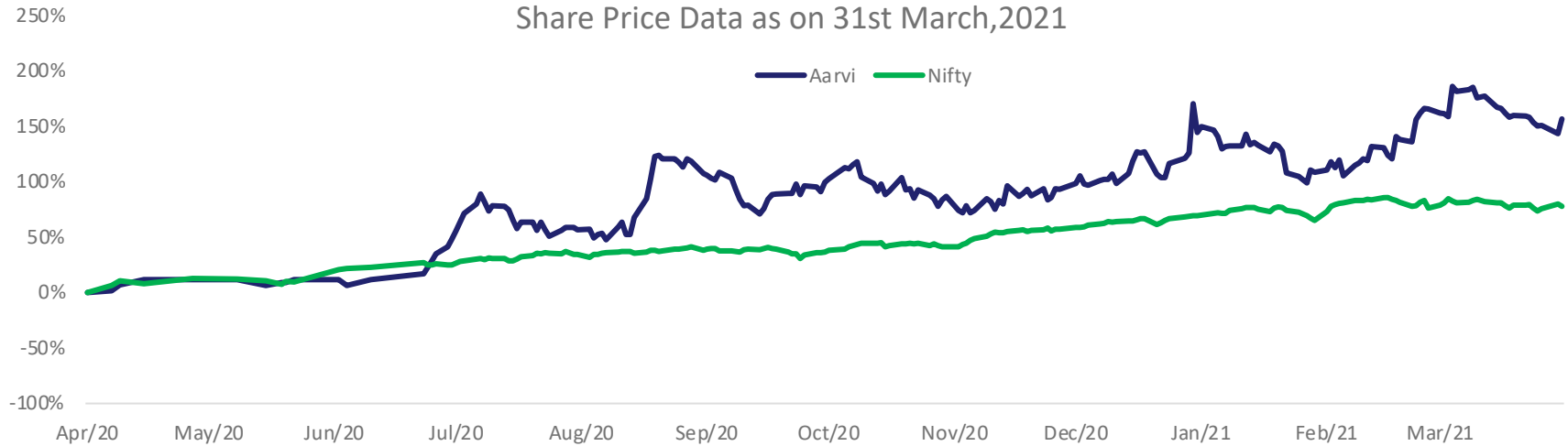


ROE and ROCE (%)



Capital Market Data

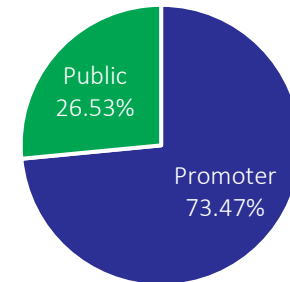
Share Price Data as on 31st March, 2021



Price Data (31st March, 2021)

Face Value	10.0
Market Price	51.7
52 Week H/L	62.50/20.15
Market Cap(Mn)	764.33
Equity Share Outstanding (Mn)	14.7
1 Year Avg Trading Volume ('000)	11.83

Shareholding Pattern as on 31st March, 2021



Aarvi Encon Limited

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Thank
You

