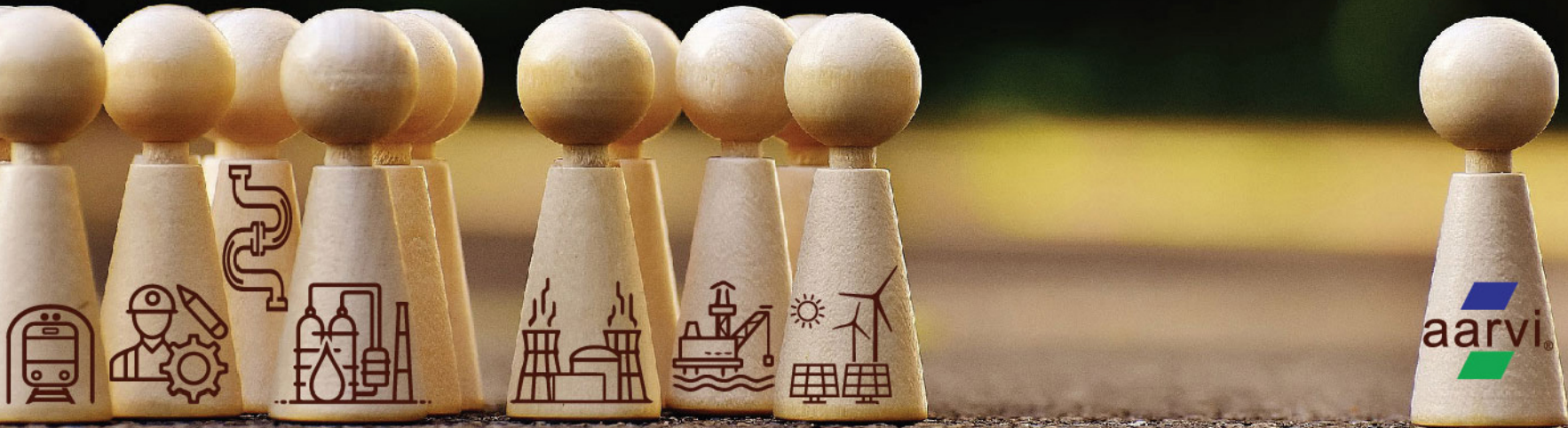


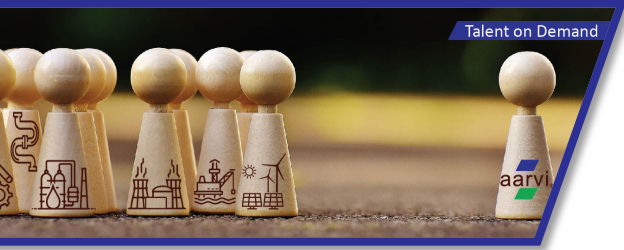


Engineering . Manpower . Outsourcing

Talent on Demand



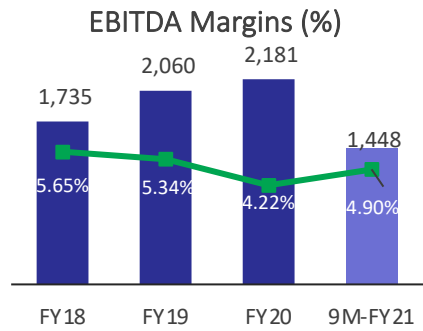
Earnings Presentation | 9M/Q3-FY21



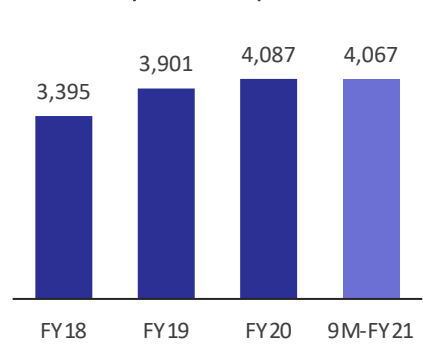
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 4,000 engineers/ technical personnel on payroll and working at the client location.

- 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) &



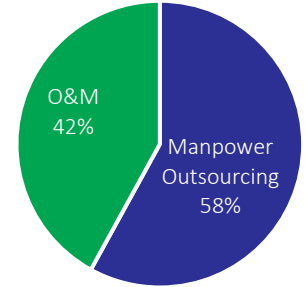
Manpower Deputation



# 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.

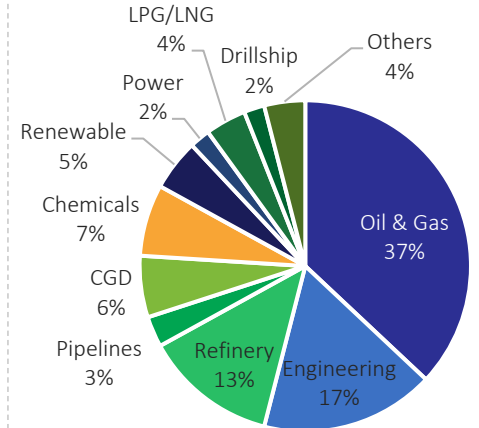
9M-FY21 Business Mix



## Niche Area of Service



9M-FY21 Industry Wise Revenue



# Q3- FY21 Financial Highlights

## Q3-FY21 Financial Performance (Consolidated):



## 9M-FY21 Financial Performance (Consolidated):



- The total revenue has grown by 6.9% Q-o-Q and declined by 2% Y-o-Y largely due to the pandemic, the engineering companies had low manpower requirement and Due to the pandemic the countries borders were sealed hence low contribution from high margins international projects, although the situation is gradually normalising.
- Margin decline can be attributed to increase in employee cost which was normalised after a cut for first two quarters due to the ongoing pandemic scenario and also due to the lower contribution from International projects due to the ongoing pandemic as well which command better margins.
- Increase in other income is attributed to an IT refund awarded in favour of the company.
- During the quarter the company was awarded from The Times Group as “ Leading Technical Staffing Company”
- The company also setup a JV in Oman to market and provide Aarvi’s services in the high growth middle east market for manpower deputation and operation and maintenance services across the Middle East.
- During the quarter the company signed 10+ new contracts with private companies
- Major Order Wins during the quarter:
  - Won an order of approximately INR 53 Crores from Bharat Oman Refineries for O&M services of a Tank Terminal
  - Won an order of INR 30.69 Crores from Nayara Energy for manpower deputation services
  - Won an order of INR 8.2 Crores from Shell Energy for technical manpower and insulation services

# Q3-FY21 Income Statement- Consolidated

Particulars (INR Mn)	Q3-FY21	Q3-FY20	Y-o-Y	Q2-FY21	Q-o-Q
Operational Income	498	508	(2.0) %	466	6.9 %
Total Expenses	482	490	(1.6) %	441	9.3 %
<b>EBITDA</b>	<b>16</b>	<b>18</b>	<b>(11.1) %</b>	<b>25</b>	<b>(36.0) %</b>
<i>EBITDA Margins (%)</i>	<i>3.21 %</i>	<i>3.54 %</i>	<i>(33) Bps</i>	<i>5.36%</i>	<i>(215) Bps</i>
Other Income	10	2	NA	1	900.0 %
Depreciation	2	3	(33.3) %	2	NA
Finance Cost	1	5	(80.0) %	1	NA
<b>PBT</b>	<b>23</b>	<b>12</b>	<b>91.7 %</b>	<b>23</b>	<b>NA</b>
Tax	(3)	-	NA	4	NA
<b>Profit After tax</b>	<b>26</b>	<b>12</b>	<b>116.7 %</b>	<b>19</b>	<b>36.8 %</b>
<i>PAT Margins (%)</i>	<i>5.22 %</i>	<i>2.36 %</i>	<i>286 Bps</i>	<i>4.08 %</i>	<i>114 Bps</i>
Other Comprehensive Income	-	1	NA	(3)	NA
<b>Total Comprehensive Income</b>	<b>26</b>	<b>13</b>	<b>100.0 %</b>	<b>16</b>	<b>62.5 %</b>
Diluted EPS (INR)	1.79	0.81	121.0%	1.31	36.6 %

# 9M-FY21 Consolidated Performance

Particulars (INR Mn)	9M-FY21	9M-FY20	Y-o-Y
Operational Income	1,448	1,494	(3.1) %
Total Expenses	1,377	1,445	(4.7) %
<b>EBITDA</b>	<b>71</b>	<b>49</b>	<b>44.9 %</b>
<i>EBITDA Margins (%)</i>	<i>4.90%</i>	<i>3.28%</i>	<i>162 Bps</i>
Other Income	17	5	240.0 %
Depreciation	7	9	(22.2) %
Finance Cost	4	14	(71.4) %
<b>PBT</b>	<b>77</b>	<b>31</b>	<b>148.4 %</b>
Tax	3	-	NA
Profit After tax	74	31	138.7 %
<i>PAT Margins (%)</i>	<i>5.11%</i>	<i>2.07%</i>	<i>304 Bps</i>
Other Comprehensive Income	(4)	2	NA
<b>Total Comprehensive Income</b>	<b>70</b>	<b>33</b>	<b>112.1 %</b>
Diluted EPS (INR)	5.02	2.11	137.9%

# Consolidated Income Statement

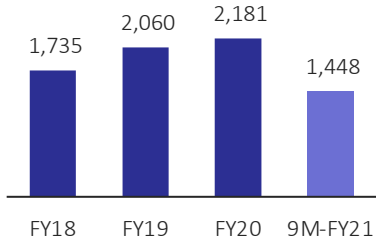
Particulars (INR Mn)	FY18	FY19	FY20	9M-FY21
Operational Income	1,735	2,060	2,181	1,448
Total Expenses	1,637	1,950	2,089	1,377
<b>EBITDA</b>	<b>98</b>	<b>110</b>	<b>92</b>	<b>71</b>
<i>EBITDA Margins (%)</i>	<i>5.65%</i>	<i>5.34%</i>	<i>4.22%</i>	<i>4.90%</i>
Other Income	15	12	6	17
Depreciation	7	10	12	7
Finance Cost	10	11	16	4
<b>PBT</b>	<b>96</b>	<b>101</b>	<b>70</b>	<b>77</b>
Tax	18	15	(2)	3
<b>Profit After tax</b>	<b>78</b>	<b>86</b>	<b>72</b>	<b>74</b>
<i>PAT Margins (%)</i>	<i>4.50%</i>	<i>4.17%</i>	<i>3.30%</i>	<i>5.11%</i>
Other Comprehensive Income	–	3	7	(4)
<b>Total Comprehensive Income</b>	<b>78</b>	<b>89</b>	<b>79</b>	<b>70</b>
Diluted EPS (INR)	6.04	5.84	4.86	5.02



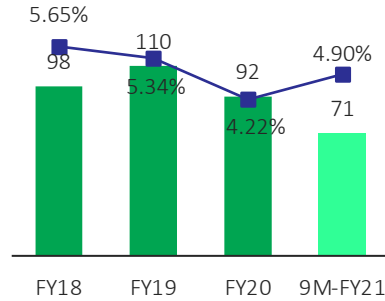
# Consolidated Balance Sheet

Particulars (INR Mn)	FY19	FY20	9M-FY21	Particulars (INR Mn)	FY19	FY20	9M-FY21
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Shareholder Funds</b>	<b>702</b>	<b>763</b>	<b>819</b>	<b>Non-Current Assets</b>	<b>473</b>	<b>472</b>	<b>370</b>
(A) Share Capital	148	148	148	(A) Property, Plant and Equipment	113	106	101
(B) Other Equity	554	615	671	(B) Goodwill on Consolidation	2	2	2
<b>Non-Current Liabilities</b>	<b>38</b>	<b>19</b>	<b>14</b>	(C) Right of Use Asset	8	6	-
(A) Financial Liabilities				(D) Other Intangible Assets	-	-	-
i. Borrowings	1	1	-	(E) Intangible Asset Under Development	1	1	1
ii. Lease Liability	7	5	-	(F) Financial Assets			
iii. Others	26	10	10	i. Loans and Advances	19	23	22
(B) Provisions	-	-	-	ii. Others	106	91	124
(C) Deferred Tax Liabilities	4	3	4	(G) Deferred Tax Asset	2	2	2
(D) Other Non Current-Liabilities	-	-	-	(H) Other Non-Current Assets	222	241	118
<b>Current Liabilities</b>	<b>324</b>	<b>398</b>	<b>250</b>	<b>Current Assets</b>	<b>591</b>	<b>708</b>	<b>713</b>
(A) Financial Liabilities				(A) Inventories	-	-	-
i. Borrowings	70	87	12	(B) Financial Assets			
ii. Lease Liability	2	2	-	i. Investments	-	3	3
iii. Trade Payables	42	95	51	ii. Trade Receivable	487	580	345
iv. Others	140	141	148	iii. Cash and Cash Equivalents	36	49	111
(B) Other Current Liabilities	70	72	38	iv. Other Bank Balances	12	16	74
(C) Provisions	-	1	1	v. Loans and Advances	3	3	3
(D) Liabilities for Current Tax	-	-	-	vi. Others	42	46	162
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,064</b>	<b>1,180</b>	<b>1,083</b>	(C) Other Current Assets	11	11	15
				<b>GRAND TOTAL- ASSETS</b>	<b>1,064</b>	<b>1,180</b>	<b>1,083</b>

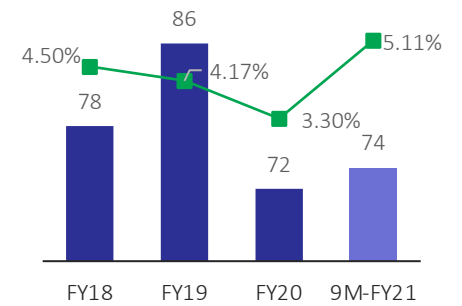
Operational Revenue  
(INR Mn)



EBITDA (INR Mn and  
EBITDA Margin (%))



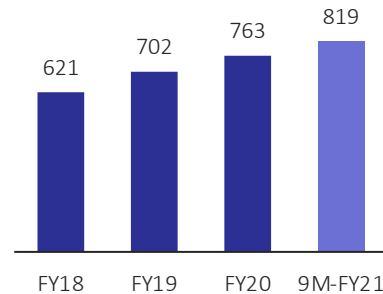
PAT (INR Mn) and PAT  
Margin (%)



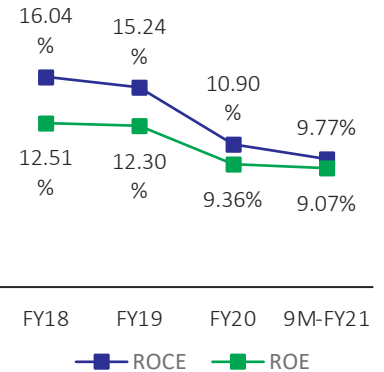
Debt to Equity (x)



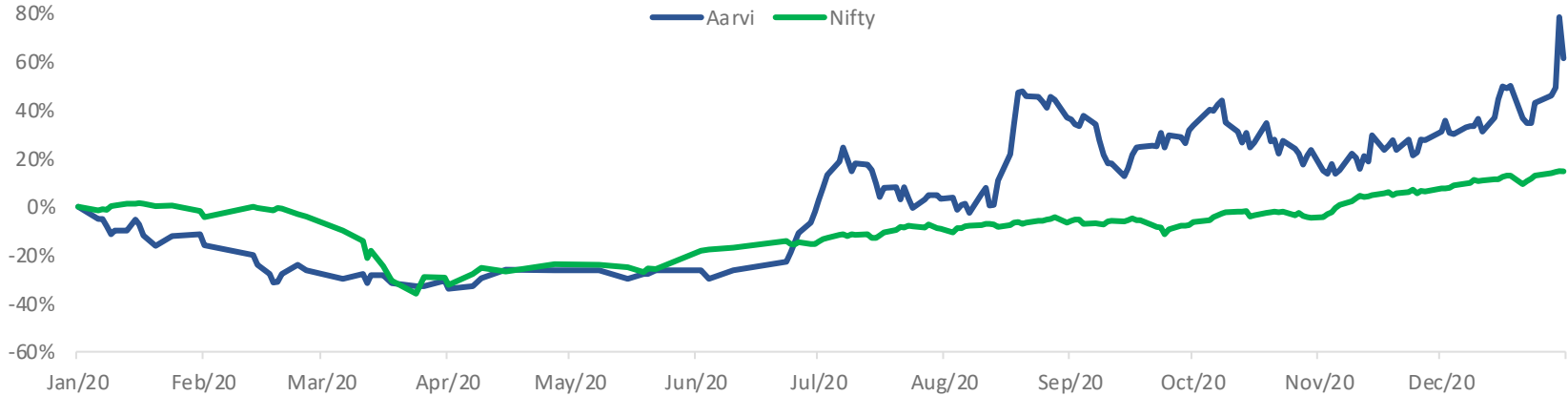
Net worth (INR Mn)



ROE and ROCE (%)



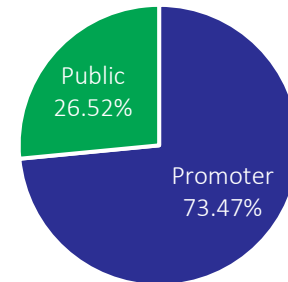
### Share Price Data as on 31<sup>st</sup> December, 2020



#### Price Data ( 31<sup>st</sup> December, 2020)

Face Value	10.0
Market Price	49.25
52 Week H/L	54.65/20.15
Market Cap(Mn)	728.11
Equity Share Outstanding (Mn)	14.7
1 Year Avg Trading Volume ('000)	4.7

#### Shareholding Pattern as on 31<sup>st</sup> December, 2020



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Thank  
You

