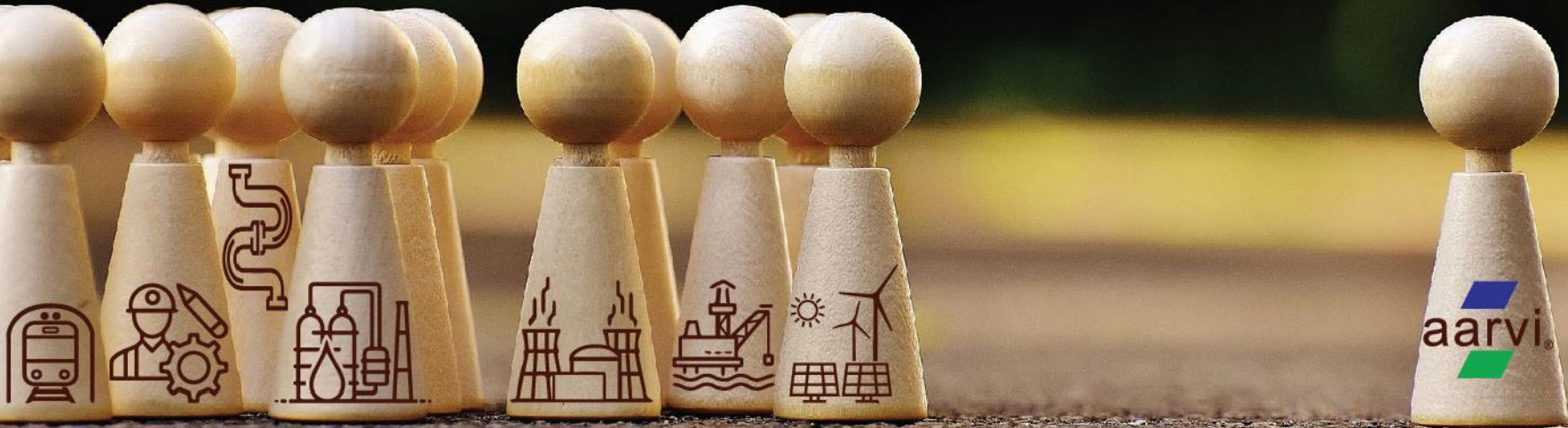




Engineering . Manpower . Outsourcing

Talent on Demand



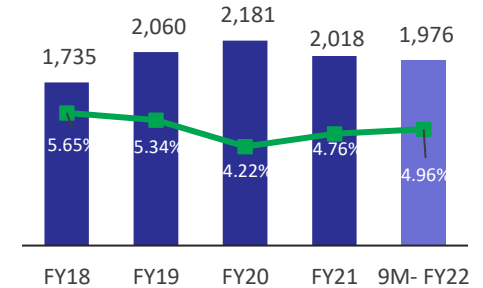
Earnings Presentation | 9M/Q3-FY22



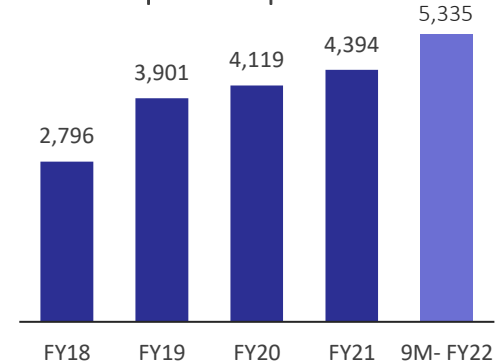
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 4,800 engineers/ technical personnel on payroll and working at the client location.

- 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 4,800 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) & EBITDA Margins (%)



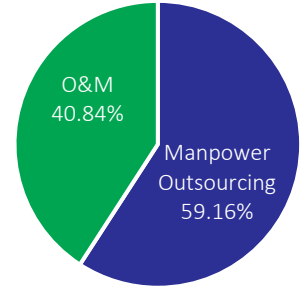
Manpower Deputation



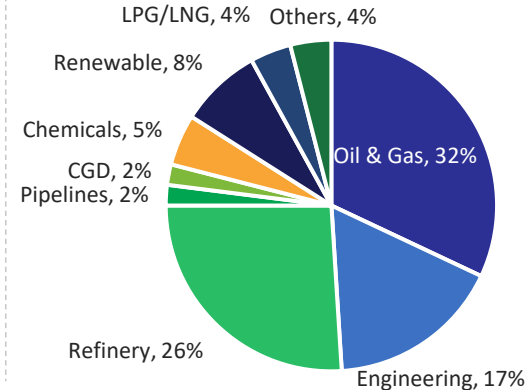
Business Overview

- 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 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-FY22 Business Mix



9M-FY22 Industry Wise Revenue



Niche Area of Service

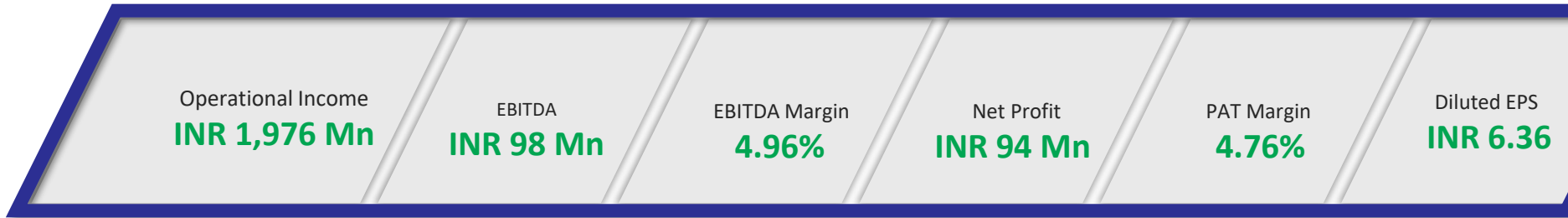


Financial Highlights

Q3-FY22 Financial Performance (Consolidated):



9M-FY22 Financial Performance (Consolidated):



- Consolidated revenue for Q3-FY22 was reported at INR 73.7 Cr., which represents an increase of 48% YoY and 12.7% QoQ basis and the consolidated Net Profit was INR 3.8 Cr, an increase of 46.2% YoY and 11.8% QoQ basis.
- The EBITDA margin for Q3-FY22 is 5.43%, a significant increase of 222 Bps YoY and 23 Bps QoQ
- During the quarter company on boarded five new clients
- Company has successfully incorporated an entity in Qatar, as “Aarvi Encon Staffing Services.”
- Old clients such as AKER, GNFC, GSFC, and Fluor have returned to the company.
- During the quarter, the company won a work order worth INR 25.84 Cr. from Gujarat State Petronet Ltd (GSPL). And overall major order received INR 52.07 Cr, during the quarter.
- Pleased to announce that the Company has received the Award by Economic Times under the Category of “Leader of Change” 2021.
- In Gujarat, the company opened a new branch office in Jamnagar.

Quarterly Financial Performance - Consolidated

Particulars (INR Mn)	Q3-FY22	Q3-FY21	Y-o-Y	Q2-FY22	Q-o-Q
Operational Income	737	498	48.0%	654	12.7%
Total Expenses	697	482	44.6%	620	12.4%
EBITDA	40	16	NA	34	17.6%
<i>EBITDA Margins (%)</i>	<i>5.43%</i>	<i>3.21%</i>	<i>222 Bps</i>	<i>5.20%</i>	<i>23 Bps</i>
Other Income	3	10	(70.0)%	4	(25.0)%
Depreciation	3	2	50%	3	NA
Finance Cost	2	1	NA	1	NA
PBT	38	23	65.2%	34	11.8%
Tax	-	(3)	NA	-	NA
Profit After tax	38	26	46.2%	34	11.8%
<i>PAT Margins (%)</i>	<i>5.16%</i>	<i>5.22%</i>	<i>(6) Bps</i>	<i>5.20%</i>	<i>(4) Bps</i>
Other Comprehensive Income	1	-	NA	-	NA
Total Comprehensive Income	39	26	50.0%	34	14.7%
Diluted EPS (INR)	2.58	1.79	44.1%	2.28	13.2%

7 YTD Financial Performance - Consolidated

Particulars (INR Mn)	9M-FY22	9M-FY21	Y-o-Y
Operational Income	1,976	1,448	36.5%
Total Expenses	1,878	1,377	36.4%
EBITDA	98	71	38.0%
<i>EBITDA Margins (%)</i>	<i>4.96%</i>	<i>4.90%</i>	<i>6 Bps</i>
Other Income	9	17	(47.1)%
Depreciation	8	7	14.3%
Finance Cost	5	4	25.0%
PBT	94	77	22.1%
Tax	-	3	NA
Profit After tax	94	74	27.0%
<i>PAT Margins (%)</i>	<i>4.76%</i>	<i>5.11%</i>	<i>(35) Bps</i>
Other Comprehensive Income	2	(4)	NA
Total Comprehensive Income	96	70	37.1%
Diluted EPS (INR)	6.36	5.02	26.7%

Consolidated Income Statement

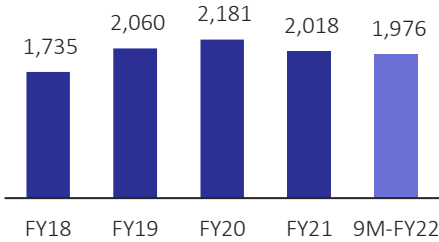
Particulars (INR Mn)	FY19	FY20	FY21	9M-FY22
Operational Income	2,060	2,181	2,018	1,976
Total Expenses	1,950	2,089	1,922	1,878
EBITDA	110	92	96	98
<i>EBITDA Margins (%)</i>	<i>5.34%</i>	<i>4.22%</i>	<i>4.76%</i>	<i>4.96%</i>
Other Income	12	6	23	9
Depreciation	10	12	10	8
Finance Cost	11	16	6	5
PBT	101	70	103	94
Tax	15	(2)	(2)	-
Profit After tax	86	72	105	94
<i>PAT Margins (%)</i>	<i>4.17%</i>	<i>3.30%</i>	<i>5.20%</i>	<i>4.76%</i>
Other Comprehensive Income	3	7	(3)	2
Total Comprehensive Income	89	79	102	96
Diluted EPS (INR)	5.84	4.86	7.08	6.36

Consolidated Balance Sheet

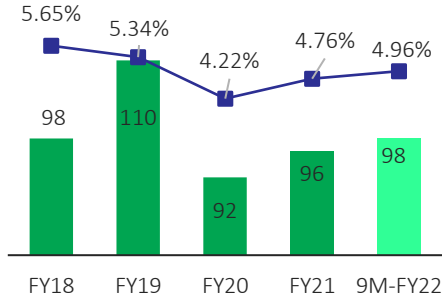
Particulars (INR Mn)	FY20	FY21	H1-FY22
EQUITIES & LIABILITIES			
Shareholder Funds	763	851	886
(A) Share Capital	148	148	148
(B) Other Equity	615	703	738
Non-Current Liabilities	19	16	16
(A) Financial Liabilities			
i. Borrowings	1	-	-
ii. Lease Liability	5	-	-
iii. Others	10	13	13
(B) Provisions	-	-	-
(C) Deferred Tax Liabilities	3	3	3
(D) Other Non Current-Liabilities	-	-	-
Current Liabilities	398	335	331
(A) Financial Liabilities			
i. Borrowings	87	35	22
ii. Lease Liability	2	-	-
iii. Trade Payables	95	54	70
iv. Others	141	172	189
(B) Other Current Liabilities	72	74	50
(C) Provisions	1	-	-
(D) Liabilities for Current Tax	-	-	-
GRAND TOTAL - EQUITIES & LIABILITIES	1,180	1,202	1,233

Particulars (INR Mn)	FY20	FY21	H1-FY22
ASSETS			
Non-Current Assets	472	330	389
(A) Property, Plant and Equipment	106	100	100
(B) Goodwill on Consolidation	2	2	2
(C) Right of Use Asset	6	-	-
(D) Other Intangible Assets	-	-	-
(E) Intangible Asset Under Development	1	2	1
(F) Financial Assets			
i. Loans and Advances	23	18	17
ii. Others	91	132	170
(G) Deferred Tax Asset	2	2	2
(H) Other Non-Current Assets	241	74	97
Current Assets	708	872	844
(A) Financial Assets			
i. Investments	3	3	4
ii. Trade Receivable	580	534	427
iii. Cash and Cash Equivalents	49	164	87
iv. Other Bank Balances	16	72	41
v. Loans and Advances	3	3	4
vi. Others	46	78	267
(B) Other Current Assets	11	18	14
GRAND TOTAL- ASSETS	1,180	1,202	1,233

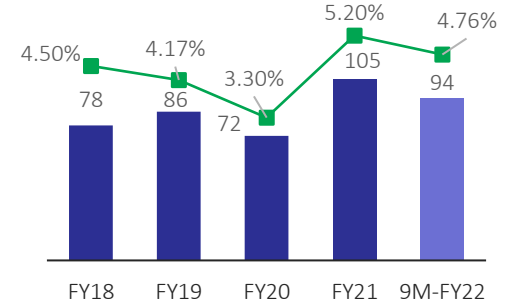
Operational Revenue (INR Mn)



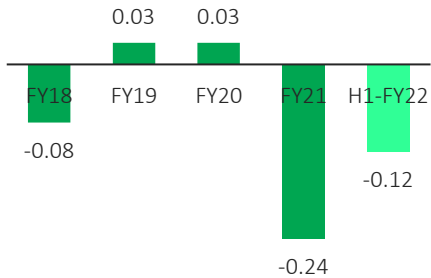
EBITDA (INR Mn and EBITDA Margin (%))



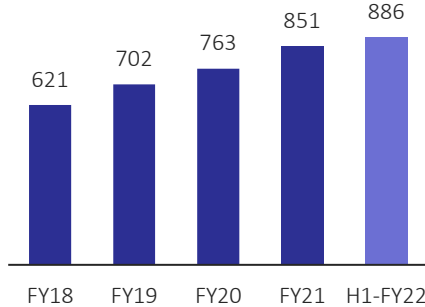
PAT (INR Mn) and PAT Margin (%)



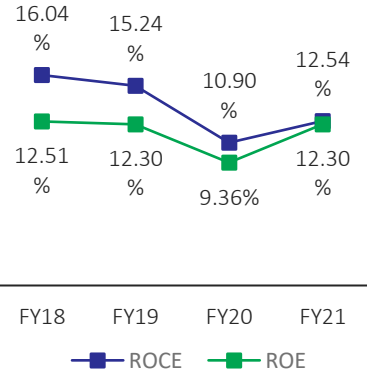
Debt to Equity (x)



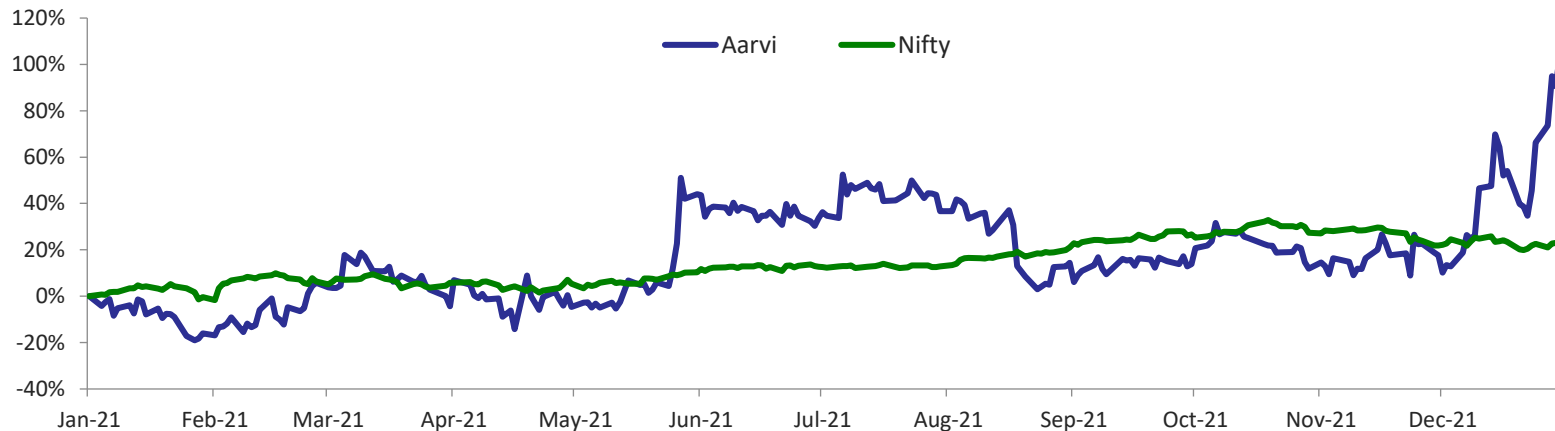
Net worth (INR Mn)



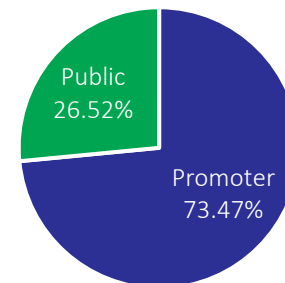
ROE and ROCE (%)



Share Price Data as on 31st December, 2021

Price Data (31st December, 2021)

Face Value	10.0
Market Price	95.35
52 Week H/L	103.9/38.2
Market Cap(Mn)	1,409.65
Equity Share Outstanding (Mn)	14.7
1 Year Avg Trading Volume ('000)	50.71

Shareholding Pattern as on 31st December, 2021

Aarvi Encon Limited

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Thank
You

