



Engineering . Manpower . Outsourcing

Talent on Demand



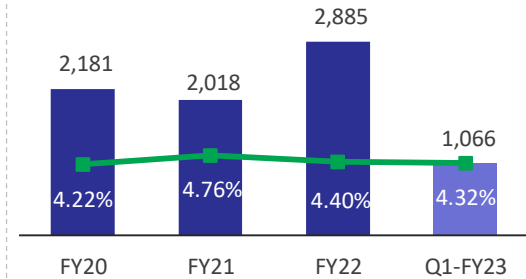
Earnings Presentation | Q1-FY23



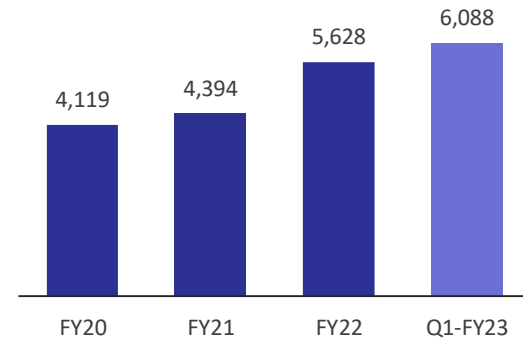
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 6,000 engineers/ technical personnel on payroll and working at the client location.

- 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 6,000 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) & EBITDA Margins (%)



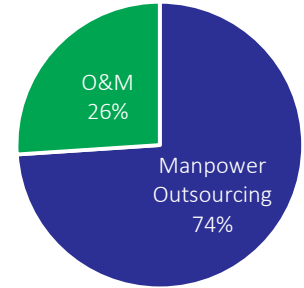
Manpower Deputation



# 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.

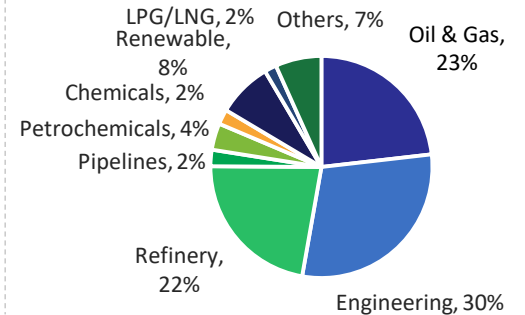
Q1-FY23 Business Mix



## Niche Area of Service



Q1-FY23 Industry Wise Revenue



## Q1-FY23 Financial Performance (Consolidated):

Operational Income  
**INR 1,066 Mn**

EBITDA  
**INR 46 Mn**

EBITDA Margin  
**4.32%**

Net Profit  
**INR 43 Mn**

PAT Margin  
**4.03%**

Diluted EPS  
**INR 2.92**

# Q1-FY23 Operational Highlights

- Consolidated revenue grew by 82% Y-o-Y
- Consolidated EBITDA grew by 100% Y-o-Y
- Consolidated PAT grew by 95.5% Y-o-Y
- On boarded 5 new clients in this quarter
- Head count increased from 5,628 to 6,088
- Added new office space in Dombivali for placement division
- Company now has 25k+ Followers on Facebook and 175k+ Followers on the LinkedIn platform
- Aarvi Encon FZE, UAE Wholly Owned Subsidiary of Aarvi Encon Limited has been awarded a work Contract of approx. INR 57 Cr for Manpower Outsourcing Services for the project duration valid up to July 2023

# Quarterly Financial Performance - Consolidated

Particulars (INR Mn)	Q1-FY23	Q1-FY22	Y-o-Y	Q4-FY22	Q-o-Q
Operational Income	1,066	585	82.2%	910	17.1%
Total Expenses	1,020	562	81.5%	881	15.8%
EBITDA	46	23	100.0%	29	58.6%
<i>EBITDA Margins (%)</i>	<i>4.32%</i>	<i>3.93%</i>	<i>39 Bps</i>	<i>3.19%</i>	<i>113 Bps</i>
Other Income	3	2	50.0%	3	NA
Depreciation	3	2	50.0%	2	50.0%
Finance Cost	3	1	NA	3	NA
PBT	43	22	95.5%	27	59.3%
Tax	0	-	NA	0	NA
Profit After tax	43	22	95.5%	27	59.3%
<i>PAT Margins (%)</i>	<i>4.03%</i>	<i>3.76%</i>	<i>27 Bps</i>	<i>2.97%</i>	<i>106 Bps</i>
Other Comprehensive Income	5	2	NA	2	NA
Total Comprehensive Income	48	24	100.0%	29	65.5%
Diluted EPS (INR)	2.92	1.50	94.7%	1.80	62.2%

# Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	Q1-FY23
Operational Income	2,181	2,018	2,885	1,066
Total Expenses	2,089	1,922	2,758	1,020
<b>EBITDA</b>	<b>92</b>	<b>96</b>	<b>127</b>	<b>46</b>
<i>EBITDA Margins (%)</i>	<i>4.22%</i>	<i>4.76%</i>	<i>4.40%</i>	<i>4.32%</i>
Other Income	6	23	12	3
Depreciation	12	10	10	3
Finance Cost	16	6	7	3
<b>PBT</b>	<b>70</b>	<b>103</b>	<b>122</b>	<b>43</b>
Tax	(2)	(2)	1	0
<b>Profit After tax</b>	<b>72</b>	<b>105</b>	<b>121</b>	<b>43</b>
<i>PAT Margins (%)</i>	<i>3.30%</i>	<i>5.20%</i>	<i>4.19%</i>	<i>4.03%</i>
Other Comprehensive Income	7	(3)	5	5
<b>Total Comprehensive Income</b>	<b>79</b>	<b>102</b>	<b>126</b>	<b>48</b>
Diluted EPS (INR)	4.86	7.08	8.16	2.92

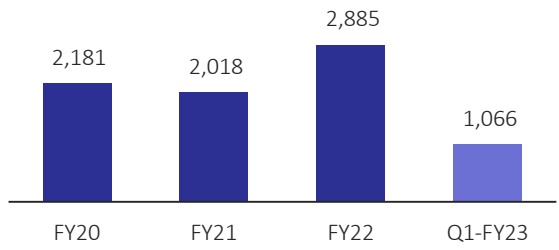
# Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	Q1-FY23
<b>EQUITIES &amp; LIABILITIES</b>			
<b>Shareholder Funds</b>	<b>851</b>	<b>947</b>	<b>995</b>
(A) Share Capital	148	148	148
(B) Other Equity	703	799	847
<b>Non-Current Liabilities</b>	<b>16</b>	<b>19</b>	<b>20</b>
(A) Financial Liabilities			
i. Others	13	16	16
(B) Deferred Tax Liabilities	3	3	3
<b>Current Liabilities</b>	<b>335</b>	<b>524</b>	<b>572</b>
(A) Financial Liabilities			
i. Borrowings	35	65	125
ii. Trade Payables	54	102	115
iii. Others	172	245	262
(B) Other Current Liabilities	74	112	69
(C) Provisions	0	0	1
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,202</b>	<b>1,490</b>	<b>1,587</b>

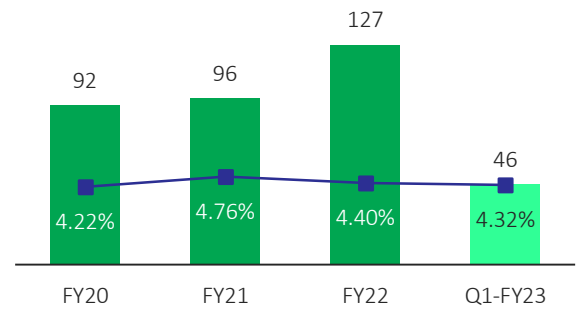
Particulars (INR Mn)	FY21	FY22	Q1-FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>330</b>	<b>447</b>	<b>448</b>
(A) Property, Plant and Equipment	100	98	98
(B) Goodwill on Consolidation	2	2	2
(C) Other Intangible Assets	-	1	1
(D) Intangible Asset Under Development	2	-	3
(E) Financial Assets			
i. Loans and Advances	18	24	24
ii. Others	132	183	163
(F) Deferred Tax Asset	2	2	2
(G) Other Non-Current Assets	74	137	154
<b>Current Assets</b>	<b>872</b>	<b>1,043</b>	<b>1,139</b>
(A) Financial Assets			
i. Investments	3	3	4
ii. Trade Receivable	534	810	670
iii. Cash and Cash Equivalents	164	51	54
iv. Other Bank Balances	72	22	22
v. Loans and Advances	3	4	4
vi. Others	78	135	371
(B) Other Current Assets	18	18	15
<b>GRAND TOTAL-ASSETS</b>	<b>1,202</b>	<b>1,490</b>	<b>1,587</b>



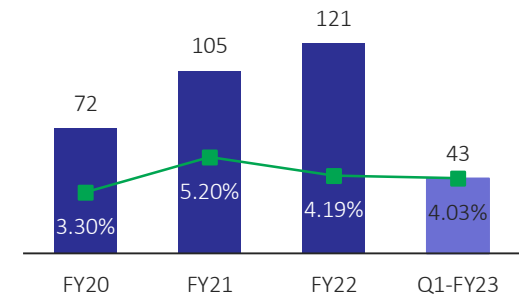
Operational Revenue (INR Mn)



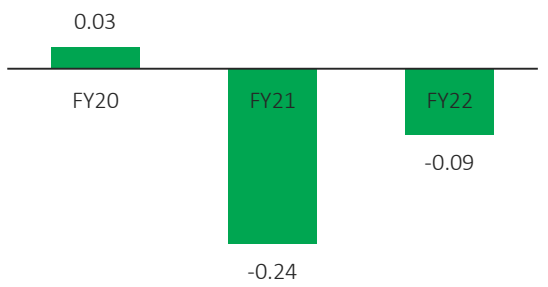
EBITDA (INR Mn and EBITDA Margin (%))



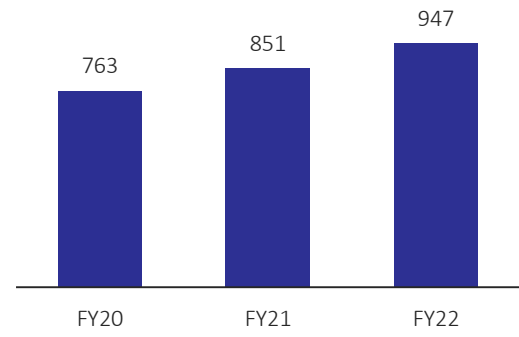
PAT (INR Mn) and PAT Margin (%)



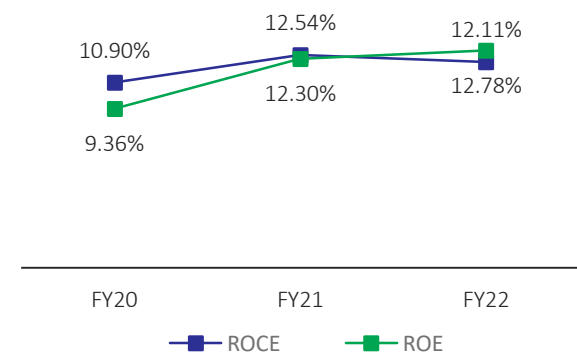
Debt to Equity (x)



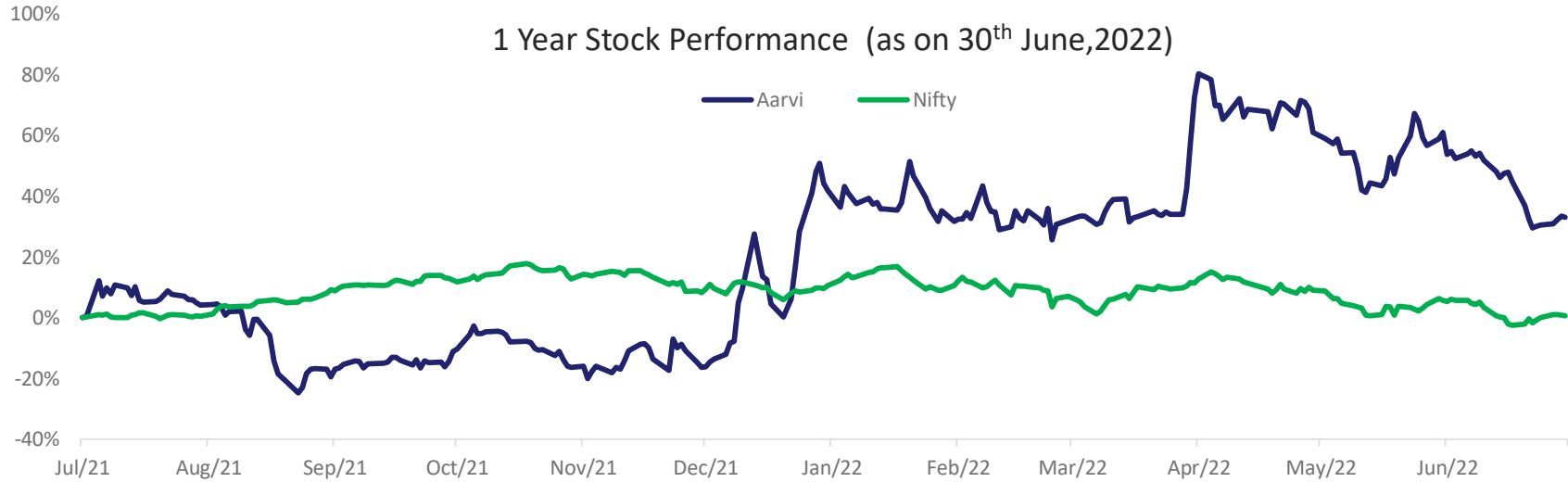
Net worth (INR Mn)



ROE and ROCE (%)



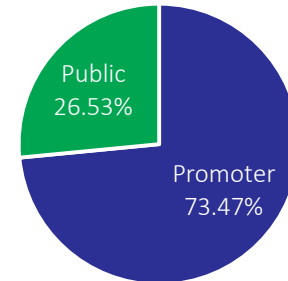
# Capital Market Data



## Price Data (30<sup>th</sup> June, 2022)

Face Value	10.0
Market Price	89.45
52 Week H/L	127.25/50.3
Market Cap(Mn)	1,322.43
Equity Share Outstanding (Mn)	14.78
1 Year Avg Trading Volume ('000)	40.75

## Shareholding Pattern as on 30<sup>th</sup> June, 2022



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Thank  
You

