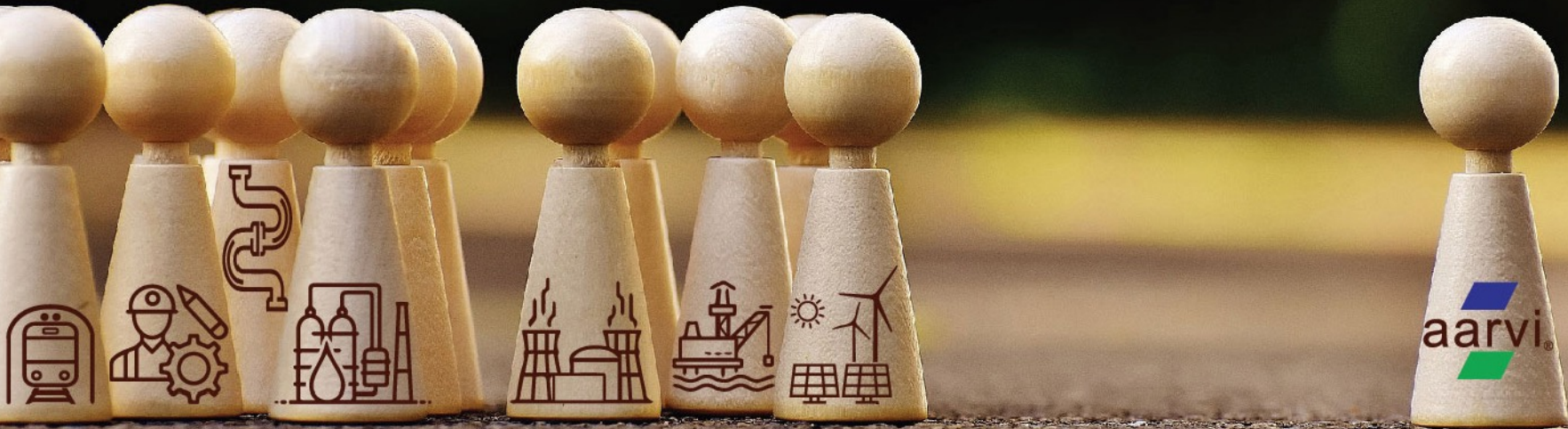




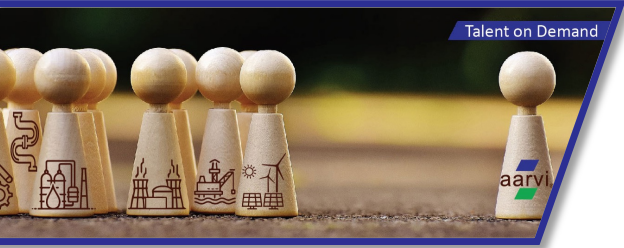
Engineering . Manpower . Outsourcing

Talent on Demand



Earnings Presentation | Q2/H1-FY23

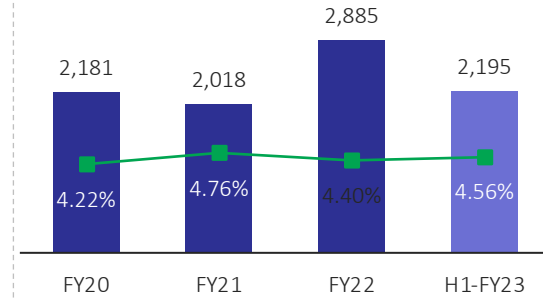
Company Overview



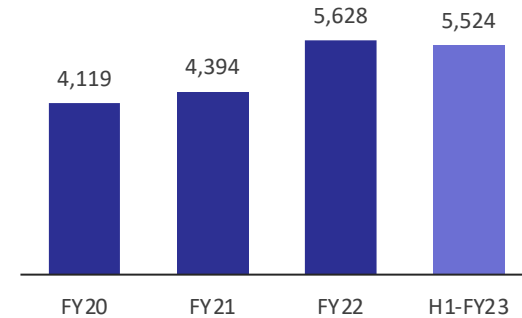
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 6,000 engineers/ technical personnel on payroll and working at the client location.

- 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 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 (%)



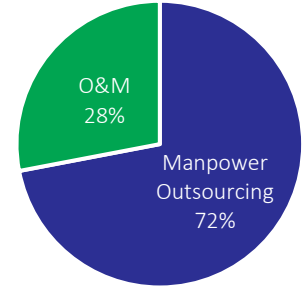
Manpower Deputation



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.

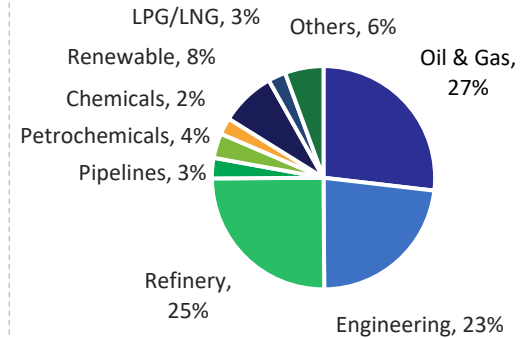
H1-FY23 Business Mix



Niche Area of Service



H1-FY23 Industry Wise Revenue



Financial Highlights

Q2-FY23 Financial Performance (Consolidated):

Operational Income INR 1,127 Mn	EBITDA INR 54 Mn	EBITDA Margin 4.79%	Net Profit INR 41 Mn	PAT Margin 3.64%	Diluted EPS INR 2.77
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H1-FY23 Financial Performance (Consolidated):

Operational Income INR 2,193 Mn	EBITDA INR 100 Mn	EBITDA Margin 4.56%	Net Profit INR 84 Mn	PAT Margin 3.83%	Diluted EPS INR 5.69
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Q2/H1-FY23 Operational Highlights

- Consolidated Revenue for H1-FY23 grew by 77% from H1-FY22
- Consolidated Profits for H1-FY23 grew by 50% from H1-FY22
- Consolidated EBITDA for H1-FY23 grew by 55% from H1-FY22
- Consolidated EPS for H1-FY23 grew by 50% from H1-FY22
- Added office space at Dombivali for placement division
- During the Quarter, Company on boarded 9 New Clients
- Company has now 26k+ Followers on Facebook and 199k+ Followers on the LinkedIn platform
- Company has been assigned CRISIL SME 1 rating by CRISIL Rating Limited

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q2-FY23	Q2-FY22	Y-o-Y	Q1-FY23	Q-o-Q
Operational Income	1,127	654	72.3%	1,066	5.7%
Total Expenses	1,073	620	73.1%	1,020	5.2%
EBITDA	54	34	58.8%	46	17.4%
<i>EBITDA Margins (%)</i>	<i>4.79%</i>	<i>5.20%</i>	<i>(41) Bps</i>	<i>4.32%</i>	<i>47 Bps</i>
Other Income	4	4	NA	3	33.3%
Depreciation	3	3	NA	3	NA
Finance Cost	4	1	NA	3	33.3%
Exceptional Items	9	-	NA	-	NA
PBT	42	34	23.5%	43	(2.3)%
Tax	1	-	NA	0	NA
Profit After tax	41	34	20.6%	43	(4.7)%
<i>PAT Margins (%)</i>	<i>3.64%</i>	<i>5.20%</i>	<i>(156) Bps</i>	<i>4.03%</i>	<i>(39) Bps</i>
Other Comprehensive Income	4	0	NA	5	(20.0)%
Total Comprehensive Income	45	34	32.4%	48	(6.3)%
Diluted EPS (INR)	2.77	2.28	21.5%	2.92	(5.1)%

7 Half Yearly Consolidated Income Statement

Particulars (INR Mn)	H1-FY23	H1-FY22	Y-o-Y
Operational Income	2,193	1,239	77.0%
Total Expenses	2,093	1,180	77.4%
EBITDA	100	59	69.5%
<i>EBITDA Margins (%)</i>	<i>4.56%</i>	<i>4.76%</i>	<i>(20) Bps</i>
Other Income	7	5	40.0%
Depreciation	5	5	NA
Finance Cost	8	3	NA
Exceptional Items	9	-	NA
PBT	85	56	51.8%
Tax	1	0	NA
Profit After tax	84	56	50.0%
<i>PAT Margins (%)</i>	<i>3.83%</i>	<i>4.52%</i>	<i>(69) Bps</i>
Other Comprehensive Income	9	2	NA
Total Comprehensive Income	93	58	60.3%
Diluted EPS (INR)	5.69	3.78	50.5%

Consolidated Income Statement

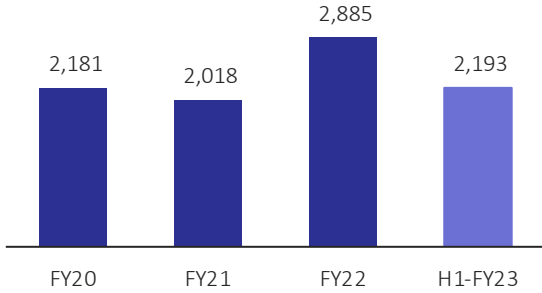
Particulars (INR Mn)	FY20	FY21	FY22	H1-FY23
Operational Income	2,181	2,018	2,885	2,193
Total Expenses	2,089	1,922	2,758	2,093
EBITDA	92	96	127	100
<i>EBITDA Margins (%)</i>	<i>4.22%</i>	<i>4.76%</i>	<i>4.40%</i>	<i>4.56%</i>
Other Income	6	23	12	7
Depreciation	12	10	10	5
Finance Cost	16	6	7	8
Exceptional Items	-	-	-	9
PBT	70	103	122	85
Tax	(2)	(2)	1	1
Profit After tax	72	105	121	84
<i>PAT Margins (%)</i>	<i>3.30%</i>	<i>5.20%</i>	<i>4.19%</i>	<i>3.83%</i>
Other Comprehensive Income	7	(3)	5	9
Total Comprehensive Income	79	102	126	93
Diluted EPS (INR)	4.86	7.08	8.16	5.69

Consolidated Balance Sheet

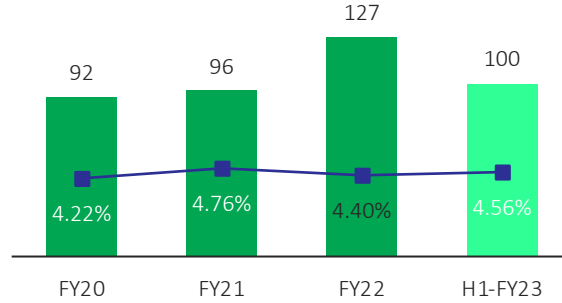
Particulars (INR Mn)	FY21	FY22	H1-FY23
EQUITIES & LIABILITIES			
Shareholder Funds	851	947	1,018
(A) Share Capital	148	148	148
(B) Other Equity	703	799	870
Non-Current Liabilities	16	19	20
(A) Financial Liabilities			
i. Others	13	16	16
(B) Deferred Tax Liabilities	3	3	4
Current Liabilities	335	524	592
(A) Financial Liabilities			
i. Borrowings	35	65	143
ii. Trade Payables	54	102	108
iii. Others	172	245	269
(B) Other Current Liabilities	74	112	72
(C) Provisions	0	0	0
GRAND TOTAL - EQUITIES & LIABILITIES	1,202	1,490	1,630

Particulars (INR Mn)	FY21	FY22	H1-FY23
ASSETS			
Non-Current Assets	361	447	475
(A) Property, Plant and Equipment	100	98	100
(B) Goodwill on Consolidation	2	2	2
(C) Other Intangible Assets	0	1	4
(D) Intangible Asset Under Development	2	-	-
(E) Financial Assets			
i. Loans and Advances	18	24	25
ii. Others	163	183	169
(F) Deferred Tax Asset	2	2	2
(G) Other Non-Current Assets	74	137	173
Current Assets	841	1,043	1,155
(A) Financial Assets			
i. Investments	3	3	4
ii. Trade Receivable	534	810	752
iii. Cash and Cash Equivalents	164	51	54
iv. Other Bank Balances	41	22	22
v. Loans and Advances	3	4	5
vi. Others	78	135	299
(B) Other Current Assets	17	18	19
GRAND TOTAL- ASSETS	1,202	1,490	1,630

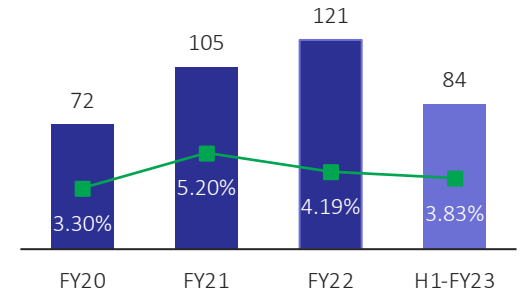
Operational Revenue (INR Mn)



EBITDA (INR Mn and EBITDA Margin (%))



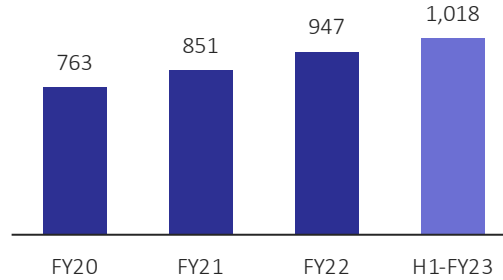
PAT (INR Mn) and PAT Margin (%)



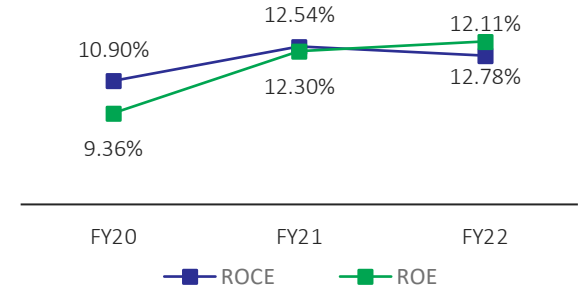
Debt to Equity (x)



Net worth (INR Mn)

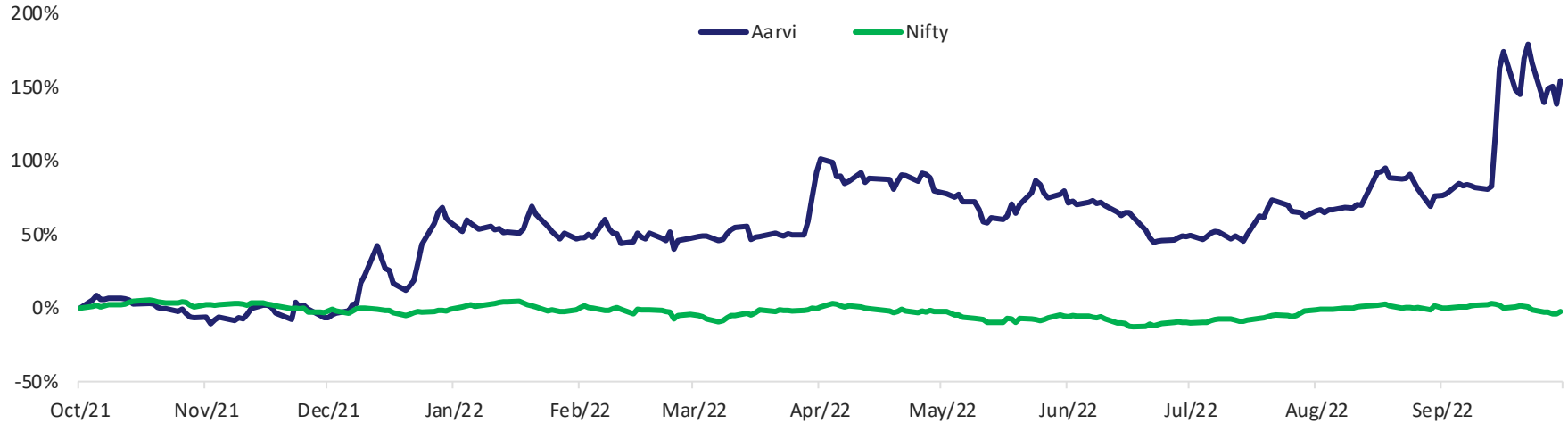


ROE and ROCE (%)



Capital Market Data

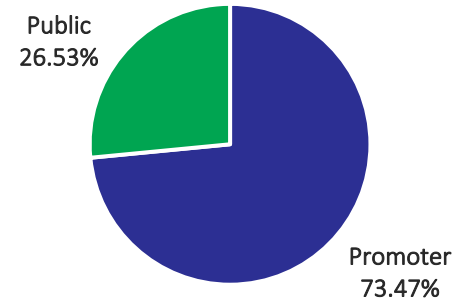
1 Year Stock Performance (as on 30th September, 2022)



Price Data (30th September, 2022)

Face Value	10.00
Market Price	153.30
52 Week H/L	178.70/51.95
Market Cap(Mn)	2,266.39
Equity Share Outstanding (Mn)	14.78
1 Year Avg Trading Volume ('000)	43.05

Shareholding Pattern as on 30th September, 2022



Aarvi Encon Limited

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Thank
You

