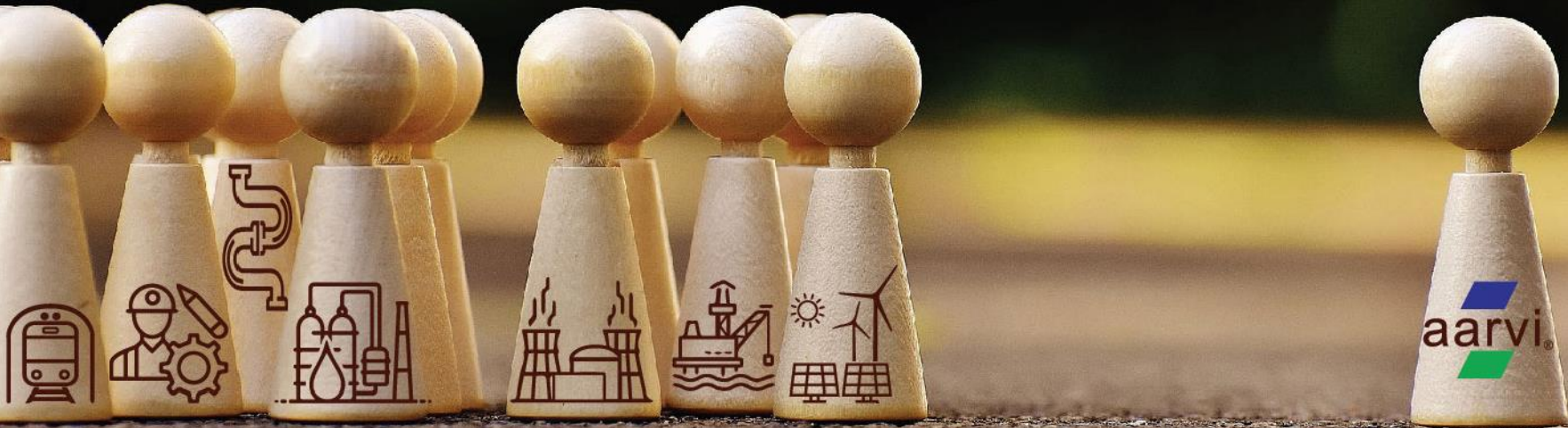




Engineering . Manpower . Outsourcing

Talent on Demand



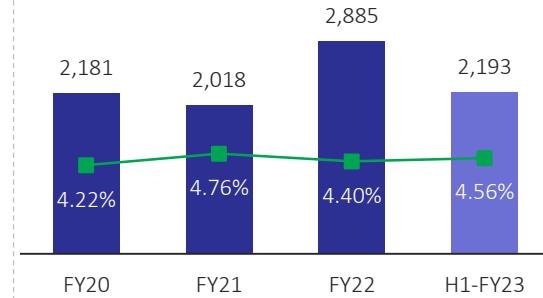
Earnings Presentation | Q2/H1-FY23



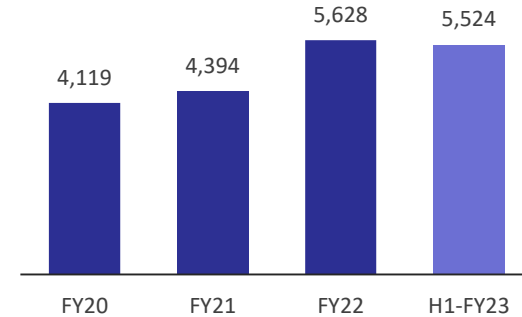
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 6,000 engineers/ technical personnel on payroll and working at the client location.

- 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 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 (%)



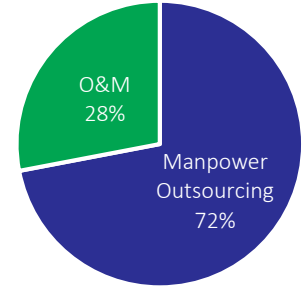
Manpower Deputation



# 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.

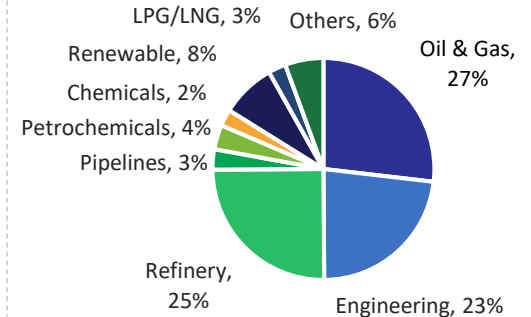
H1-FY23 Business Mix



## 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%
<b>EBITDA</b>	<b>54</b>	<b>34</b>	<b>58.8%</b>	<b>46</b>	<b>17.4%</b>
<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
<b>PBT</b>	<b>42</b>	<b>34</b>	<b>23.5%</b>	<b>43</b>	<b>(2.3)%</b>
Tax	1	-	NA	0	NA
<b>Profit After tax</b>	<b>41</b>	<b>34</b>	<b>20.6%</b>	<b>43</b>	<b>(4.7)%</b>
<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)%
<b>Total Comprehensive Income</b>	<b>45</b>	<b>34</b>	<b>32.4%</b>	<b>48</b>	<b>(6.3)%</b>
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
<b>Operational Income</b>	2,193	1,239	77.0%
Total Expenses	2,093	1,180	77.4%
<b>EBITDA</b>	100	59	69.5%
<b>EBITDA Margins (%)</b>	4.56%	4.76%	(20) Bps
Other Income	7	5	40.0%
Depreciation	5	5	NA
Finance Cost	8	3	NA
Exceptional Items	9	-	NA
<b>PBT</b>	85	56	51.8%
Tax	1	0	NA
<b>Profit After tax</b>	84	56	50.0%
<b>PAT Margins (%)</b>	3.83%	4.52%	(69) Bps
Other Comprehensive Income	9	2	NA
<b>Total Comprehensive Income</b>	93	58	60.3%
Diluted EPS (INR)	5.69	3.78	50.5%

# Consolidated Income Statement

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

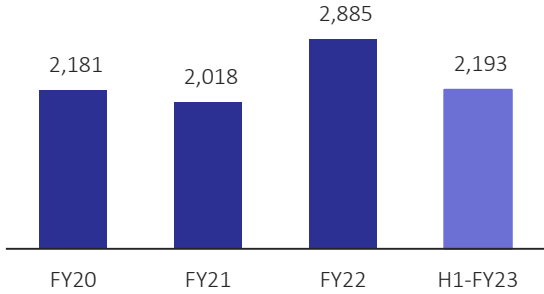


# Consolidated Balance Sheet

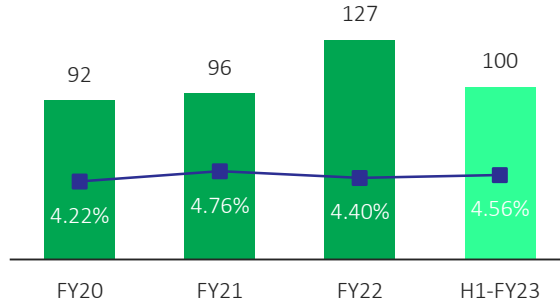
Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>EQUITIES &amp; LIABILITIES</b>			
Shareholder Funds	851	947	1,018
(A) Share Capital	148	148	148
(B) Other Equity	703	799	870
<b>Non-Current Liabilities</b>	<b>16</b>	<b>19</b>	<b>20</b>
(A) Financial Liabilities			
i. Others	13	16	16
(B) Deferred Tax Liabilities	3	3	4
<b>Current Liabilities</b>	<b>335</b>	<b>524</b>	<b>592</b>
(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
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,202</b>	<b>1,490</b>	<b>1,630</b>

Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>361</b>	<b>447</b>	<b>475</b>
(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
<b>Current Assets</b>	<b>841</b>	<b>1,043</b>	<b>1,155</b>
(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
<b>GRAND TOTAL- ASSETS</b>	<b>1,202</b>	<b>1,490</b>	<b>1,630</b>

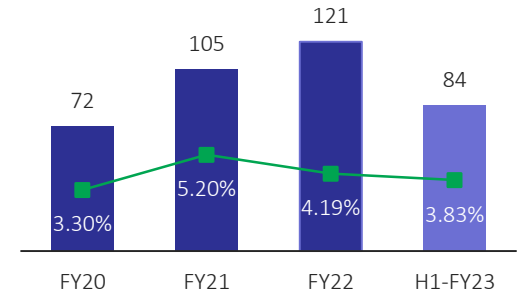
Operational Revenue (INR Mn)



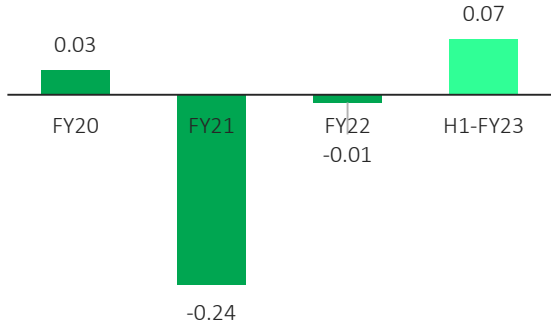
EBITDA (INR Mn and EBITDA Margin (%))



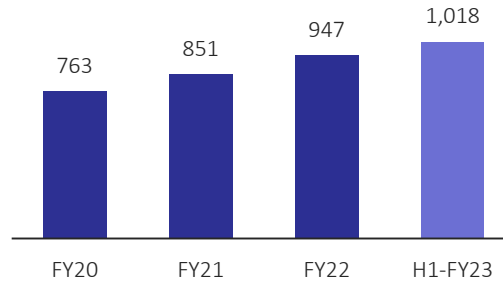
PAT (INR Mn) and PAT Margin (%)



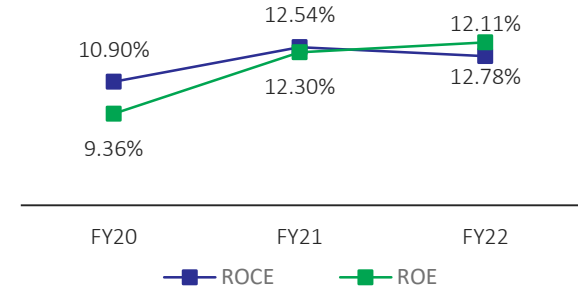
Debt to Equity (x)



Net worth (INR Mn)

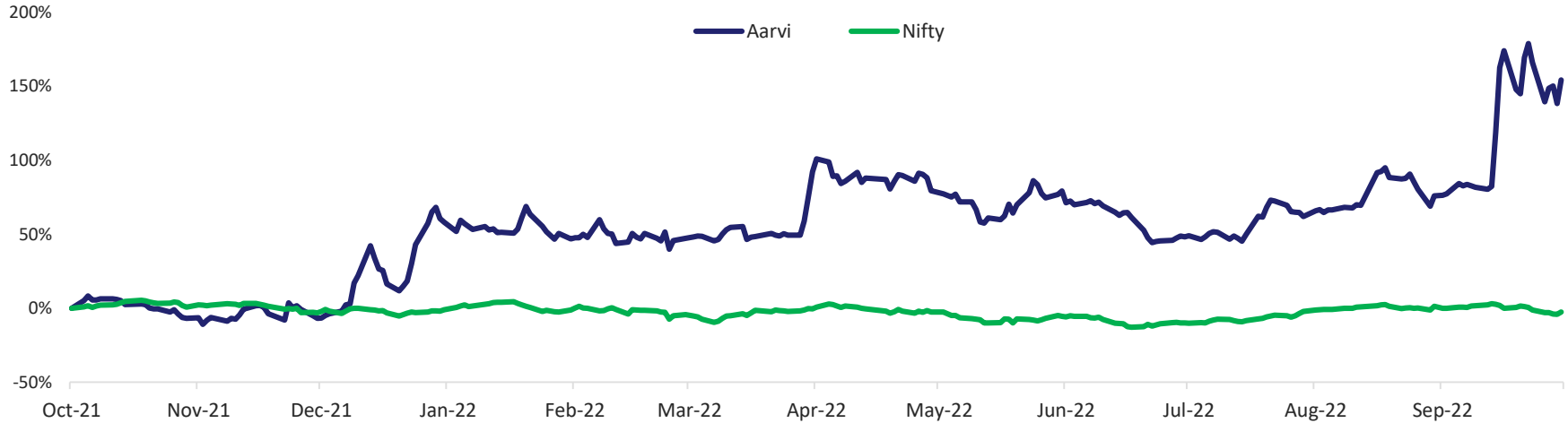


ROE and ROCE (%)



# Capital Market Data

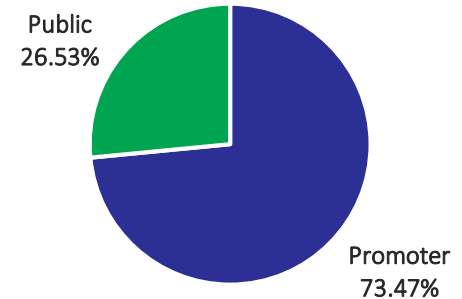
## 1 Year Stock Performance (As on 30th September, 2022)



### Price Data (As on 30<sup>th</sup> 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 30<sup>th</sup> September, 2022)



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Thank  
You

