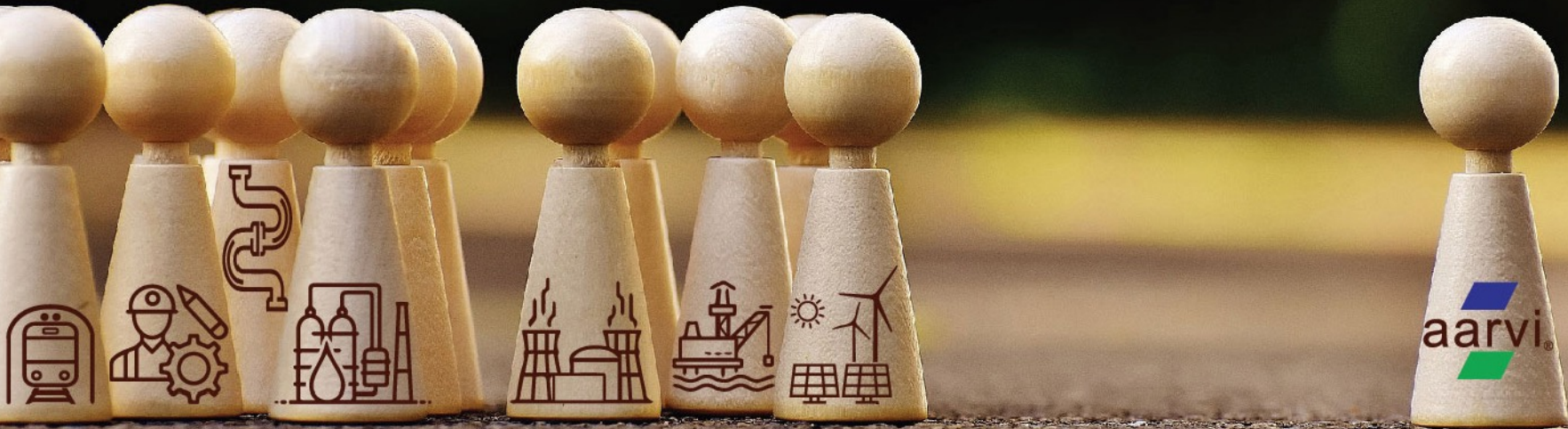




Engineering . Manpower . Outsourcing

Talent on Demand



Earnings Presentation | FY22 / Q4-FY22

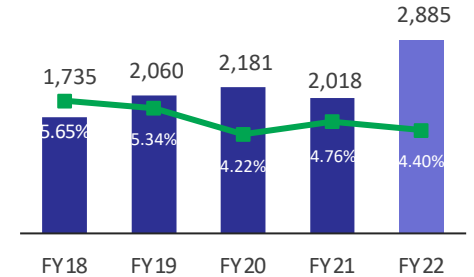
Company Overview



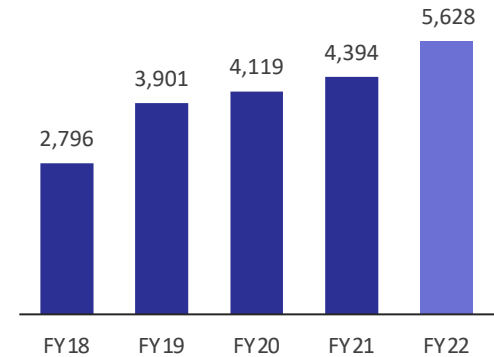
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 4,800 engineers/ technical personnel on payroll and working at the client location.

- 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 (%)



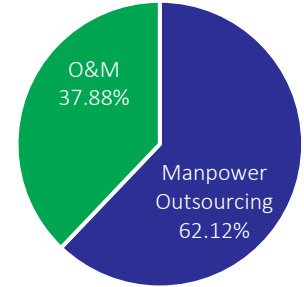
Manpower Deputation



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.

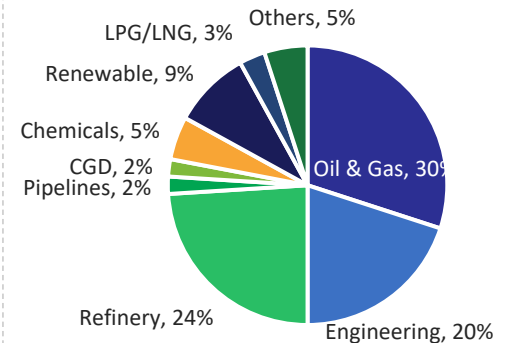
FY22 Business Mix



Niche Area of Service



FY22 Industry Wise Revenue



Financial Highlights

Q4-FY22 Financial Performance (Consolidated):

Operational Income INR 910 Mn	EBITDA INR 30 Mn	EBITDA Margin 3.30%	Net Profit INR 27 Mn	PAT Margin 2.97%	Diluted EPS INR 1.8
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FY22 Financial Performance (Consolidated):

Operational Income INR 2,885 Mn	EBITDA INR 127 Mn	EBITDA Margin 4.40%	Net Profit INR 121 Mn	PAT Margin 4.19%	Diluted EPS INR 8.16
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Operational Highlights

- Consolidated revenue for Q4-FY22 grew by 59.6% on Y-o-Y basis and 23.5% on Q-o-Q basis
- Consolidated revenue for FY22 grew by 42.9% Y-o-Y and the consolidated Net Profit grew by 15.2% Y-o-Y basis
- During the year the company on boarded 93 New Clients
- Successfully completed setting up offices in Indonesia, Qatar & Oman
- Won a large order worth INR 570 Mn for Manpower Deputation in UAE
- Won a couple of large projects in India namely, Chennai Petroleum Corporation Limited (CPCL) for approx. INR 396 Mn and HPCL-Mittal Energy Limited (HMEL) for approx. INR 91 Mn
- Internal data base of applicants crossed 8,00,000
- Total Head Count as on Q4-FY22 was 5,628, which increased by 15% YoY and 22% Q-o-Q basis
- The Board of Directors recommended a 15% final Dividend subject to Shareholders Approval, in addition to 5% of Interim Dividend declared on November 12, 2021 resulting into a total 20% Dividend for F.Y. 2021-2022.

Quarterly Financial Performance - Consolidated

Particulars (INR Mn)	Q4-FY22	Q4-FY21	Y-o-Y	Q3-FY22	Q-o-Q
Operational Income	910	570	59.6%	737	23.5%
Total Expenses	880	547	60.9%	697	26.3%
EBITDA	30	23	30.4%	40	(25.0)%
<i>EBITDA Margins (%)</i>	<i>3.30%</i>	<i>4.04%</i>	<i>(74) Bps</i>	<i>5.43%</i>	<i>(213) Bps</i>
Other Income	3	6	(50.0)%	3	-
Depreciation	2	2	-	3	(33.3)%
Finance Cost	3	1	NA	2	50.0%
PBT	28	26	7.7%	38	(26.3)%
Tax	1	(4)	NA	-	NA
Profit After tax	27	30	(10.0)%	38	(28.9)%
<i>PAT Margins (%)</i>	<i>2.97%</i>	<i>5.26%</i>	<i>(229) Bps</i>	<i>5.16%</i>	<i>(219) Bps</i>
Other Comprehensive Income	2	2	-	1	100.0%
Total Comprehensive Income	29	32	(9.4)%	39	(25.6)%
Diluted EPS (INR)	1.80	2.05	(12.2)%	2.58	(30.2)%

7 YTD Financial Performance - Consolidated

Particulars (INR Mn)	FY22	FY21	Y-o-Y
Operational Income	2,885	2,018	42.9%
Total Expenses	2,758	1,922	43.5%
EBITDA	127	96	32.3%
<i>EBITDA Margins (%)</i>	<i>4.40%</i>	<i>4.76%</i>	<i>(36) Bps</i>
Other Income	12	23	(47.8)%
Depreciation	10	10	-
Finance Cost	7	6	16.7%
PBT	122	103	18.5%
Tax	1	(2)	NA
Profit After tax	121	105	15.2%
<i>PAT Margins (%)</i>	<i>4.19%</i>	<i>5.20%</i>	<i>(101) Bps</i>
Other Comprehensive Income	5	(3)	NA
Total Comprehensive Income	126	102	23.5%
Diluted EPS (INR)	8.16	7.08	15.3%

Consolidated Income Statement

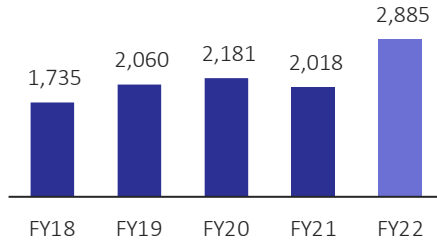
Particulars (INR Mn)	FY19	FY20	FY21	FY22
Operational Income	2,060	2,181	2,018	2,885
Total Expenses	1,950	2,089	1,922	2,758
EBITDA	110	92	96	127
<i>EBITDA Margins (%)</i>	<i>5.34%</i>	<i>4.22%</i>	<i>4.76%</i>	<i>4.40%</i>
Other Income	12	6	23	12
Depreciation	10	12	10	10
Finance Cost	11	16	6	7
PBT	101	70	103	122
Tax	15	(2)	(2)	1
Profit After tax	86	72	105	121
<i>PAT Margins (%)</i>	<i>4.17%</i>	<i>3.30%</i>	<i>5.20%</i>	<i>4.19%</i>
Other Comprehensive Income	3	7	(3)	5
Total Comprehensive Income	89	79	102	126
Diluted EPS (INR)	5.84	4.86	7.08	8.16

Consolidated Balance Sheet

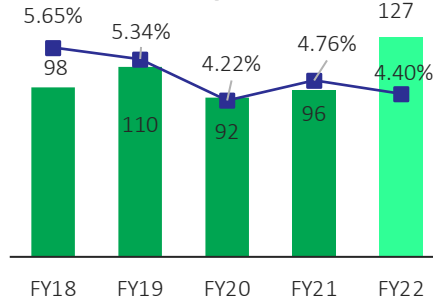
Particulars (INR Mn)	FY20	FY21	FY22
EQUITIES & LIABILITIES			
Shareholder Funds	763	851	947
(A) Share Capital	148	148	148
(B) Other Equity	615	703	799
Non-Current Liabilities	19	16	19
(A) Financial Liabilities			
i. Borrowings	1	-	-
ii. Lease Liability	5	-	-
iii. Others	10	13	16
(B) Provisions	-	-	-
(C) Deferred Tax Liabilities	3	3	3
(D) Other Non Current-Liabilities	-	-	-
Current Liabilities	398	335	524
(A) Financial Liabilities			
i. Borrowings	87	35	65
ii. Lease Liability	2	-	-
iii. Trade Payables	95	54	102
iv. Others	141	172	245
(B) Other Current Liabilities	72	74	112
(C) Provisions	1	-	-
(D) Liabilities for Current Tax	-	-	-
GRAND TOTAL - EQUITIES & LIABILITIES	1,180	1,202	1,490

Particulars (INR Mn)	FY20	FY21	FY22
ASSETS			
Non-Current Assets	472	330	447
(A) Property, Plant and Equipment	106	100	98
(B) Goodwill on Consolidation	2	2	2
(C) Right of Use Asset	6	-	-
(D) Other Intangible Assets	-	-	1
(E) Intangible Asset Under Development	1	2	-
(F) Financial Assets			
i. Loans and Advances	23	18	24
ii. Others	91	132	183
(G) Deferred Tax Asset	2	2	2
(H) Other Non-Current Assets	241	74	137
Current Assets	708	872	1,043
(A) Financial Assets			
i. Investments	3	3	3
ii. Trade Receivable	580	534	810
iii. Cash and Cash Equivalents	49	164	51
iv. Other Bank Balances	16	72	22
v. Loans and Advances	3	3	4
vi. Others	46	78	135
(B) Other Current Assets	11	18	18
GRAND TOTAL- ASSETS	1,180	1,202	1,490

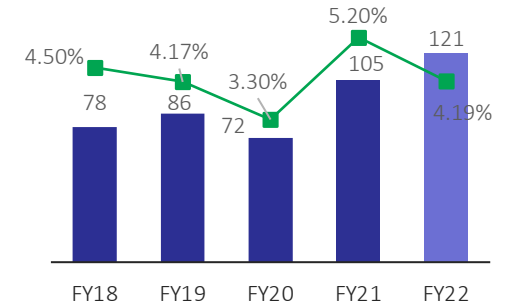
Operational Revenue (INR Mn)



EBITDA (INR Mn and EBITDA Margin (%))



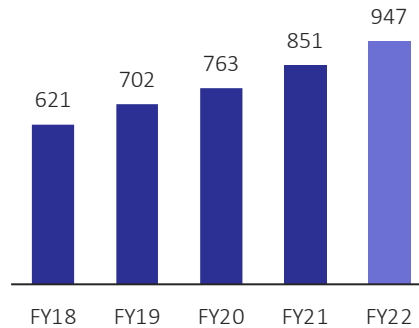
PAT (INR Mn) and PAT Margin (%)



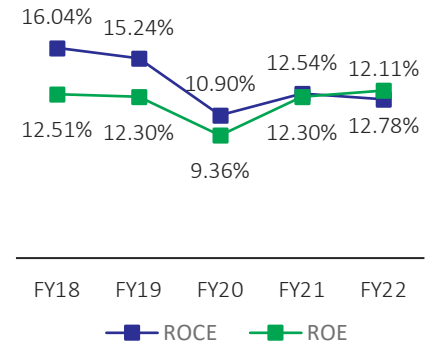
Debt to Equity (x)



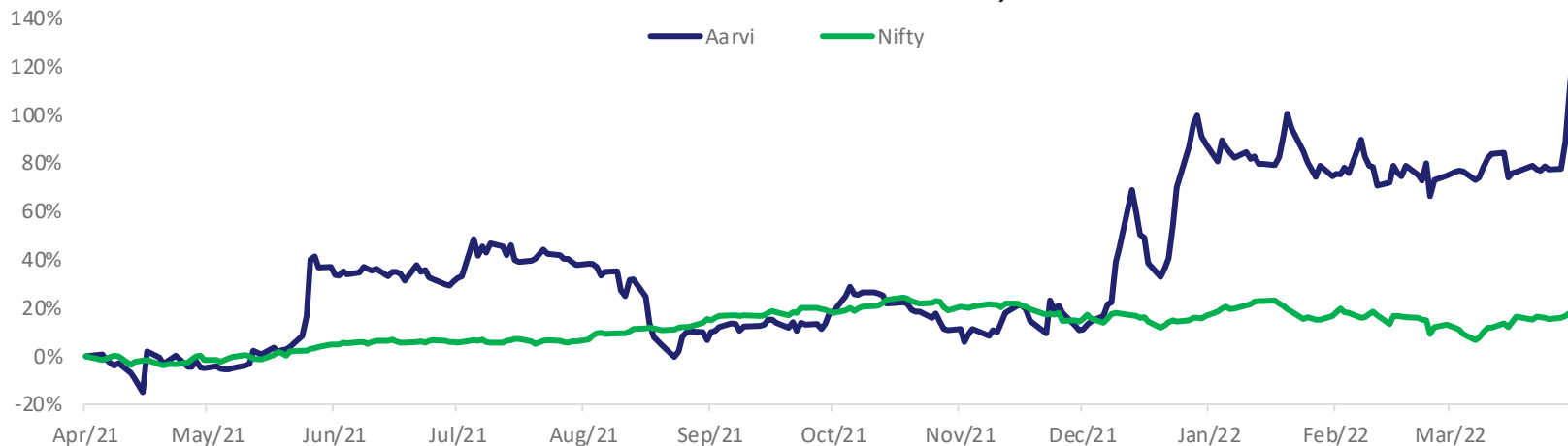
Net worth (INR Mn)



ROE and ROCE (%)



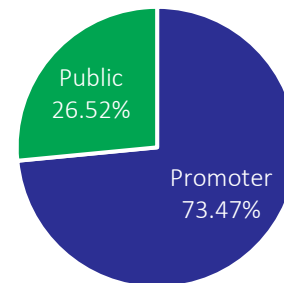
Share Price Data as on 31st March, 2022



Price Data (31st March, 2022)

Face Value	10.0
Market Price	115.9
52 Week H/L	115.9/41.95
Market Cap(Mn)	1,713.47
Equity Share Outstanding (Mn)	14.7
1 Year Avg Trading Volume ('000)	54.67

Shareholding Pattern as on 31st March, 2022



Aarvi Encon Limited

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Thank
You

