



Engineering . Manpower . Outsourcing

Talent on Demand



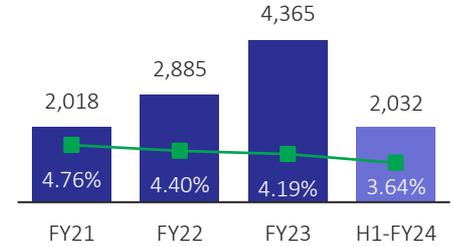
Earnings Presentation | Q2/H1-FY24

## 2 Company Overview



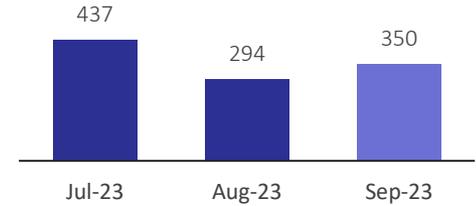
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 5,000+ engineers/ technical personnel on payroll and working at the client location.

Operational Revenue (INR Mn) & EBITDA Margin (%)

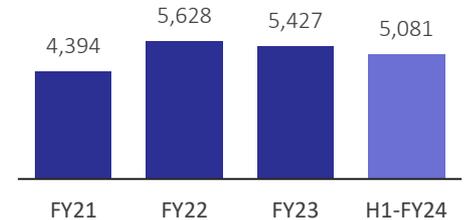


- Aarvi is India's leading technical staffing company, which specializes in providing expert engineering staffing solutions.
- Services Offered include Deputation of Technical Staffing, Project Management, Construction supervision, Inspection Services, Pre-Commissioning & Commissioning Assistance and 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 4,500 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, United Kingdom, Qatar, Indonesia and Oman.
- 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.

Monthly Deputation



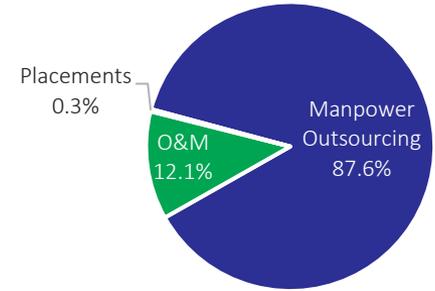
Total Manpower Deputation



# 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.

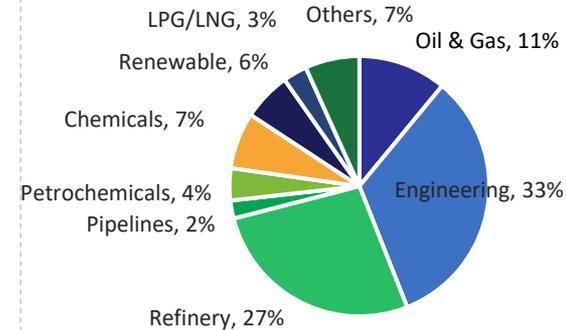
H1-FY24 Business Mix



## Niche Area of Service



H1-FY24 Industry Wise Revenue



# Q2-FY24 Financial Highlights

## Q2-FY24 Financial Performance (Consolidated):

Operational Income  
INR 1,023 Mn

EBITDA  
INR 31 Mn

EBITDA Margin  
3.03%

Net Profit  
INR 26 Mn

PAT Margin  
2.54%

Diluted EPS  
1.77

## H1-FY24 Financial Performance (Consolidated):

Operational Income  
INR 2,032 Mn

EBITDA  
INR 74 Mn

EBITDA Margin  
3.64%

Net Profit  
INR 59 Mn

PAT Margin  
2.90%

Diluted EPS  
4.01

# Q2/H1-FY24 Operational Highlights

- Company signed 15 new clients during the quarter.
- The company received major new Orders from IOCL, Panipat, Saipem India, Aditya Birla Group etc. in Q2-FY24.
- New Association with OEM with a large pump manufacturing to supply field service Engineers for their pump installations.
- The company initiated the opening of new offices in Surat and Pune.
- Company has appointed a Business Developer for the IT sector to explore business opportunities.
- The company appointed O&M BD Manager for Metal, Minerals & Power Sector.
- Appointed BD Manager in Qatar for technical staffing business.
- Retained work order from large EPC company in UAE office.

# Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q2-FY24	Q2-FY23	Y-o-Y	Q1-FY24	Q-o-Q
Operational Income	1,023	1,127	(9.2)%	1,009	1.4%
Total Expenses	992	1,073	(7.5)%	967	2.6%
EBITDA	31	54	(42.6)%	42	(26.2)%
<i>EBITDA Margins (%)</i>	<i>3.03%</i>	<i>4.79%</i>	<i>(176)Bps</i>	<i>4.16%</i>	<i>(113)Bps</i>
Other Income	3	4	(25.0)%	1	NA
Depreciation	3	3	NA	3	NA
Finance Cost	3	4	(25.0)%	3	NA
Exceptional Items	-	9	NA	-	NA
<b>PBT</b>	<b>28</b>	<b>42</b>	<b>(33.3)%</b>	<b>37</b>	<b>(24.3)%</b>
Tax	2	1	NA	4	(50.0)%
<b>Profit After tax</b>	<b>26</b>	<b>41</b>	<b>(36.6)%</b>	<b>33</b>	<b>(21.2)%</b>
<i>PAT Margins (%)</i>	<i>2.54%</i>	<i>3.64%</i>	<i>(110)Bps</i>	<i>3.27%</i>	<i>(73)bps</i>
Other Comprehensive Income	2	4	(50.0)%	-	NA
<b>Total Comprehensive Income</b>	<b>28</b>	<b>45</b>	<b>(37.8)%</b>	<b>33</b>	<b>(15.2)%</b>
Diluted EPS (INR)	1.77	2.77	(36.1)%	2.24	(21.0)%

# Historical Consolidated Income Statement

Particulars (INR Mn)	H1-FY24	H1-FY23	Y-o-Y
Operational Income	2,032	2,193	(7.3)%
Total Expenses	1,958	2,093	(6.5)%
<b>EBITDA</b>	<b>74</b>	<b>100</b>	<b>(26.0)%</b>
<i>EBITDA Margins (%)</i>	<i>3.64%</i>	<i>4.56%</i>	<i>(92)Bps</i>
Other Income	4	7	(42.9)%
Depreciation	6	5	20.0%
Finance Cost	7	8	(12.5)%
Exceptional Items	0	9	NA
<b>PBT</b>	<b>65</b>	<b>85</b>	<b>(23.5)%</b>
Tax	6	1	NA
<b>Profit After tax</b>	<b>59</b>	<b>84</b>	<b>(29.8)%</b>
<i>PAT Margins (%)</i>	<i>2.90%</i>	<i>3.83%</i>	<i>(93)Bps</i>
Other Comprehensive Income	2	9	(77.8)%
<b>Total Comprehensive Income</b>	<b>61</b>	<b>93</b>	<b>(34.4)%</b>
Diluted EPS (INR)	4.01	5.69	(29.5)%

# Historical Consolidated Income Statement

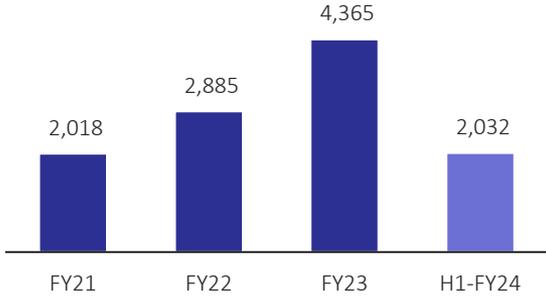
Particulars (INR Mn)	FY21	FY22	FY23	H1-FY24
Operational Income	2,018	2,885	4,365	2,032
Total Expenses	1,922	2,758	4,182	1,958
<b>EBITDA</b>	<b>96</b>	<b>127</b>	<b>183</b>	<b>74</b>
<i>EBITDA Margins (%)</i>	<i>4.76%</i>	<i>4.40%</i>	<i>4.19%</i>	<i>3.64%</i>
Other Income	23	12	13	4
Depreciation	10	10	12	6
Finance Cost	6	7	18	7
Exceptional Items	-	-	9	0
<b>PBT</b>	<b>103</b>	<b>122</b>	<b>157</b>	<b>65</b>
Tax	(2)	1	12	6
<b>Profit After tax</b>	<b>105</b>	<b>121</b>	<b>145</b>	<b>59</b>
<i>PAT Margins (%)</i>	<i>5.20%</i>	<i>4.19%</i>	<i>3.32%</i>	<i>2.90%</i>
Other Comprehensive Income	(3)	5	11	2
<b>Total Comprehensive Income</b>	<b>102</b>	<b>126</b>	<b>156</b>	<b>61</b>
Diluted EPS (INR)	7.08	8.16	9.82	4.01

# Historical Consolidated Balance Sheet

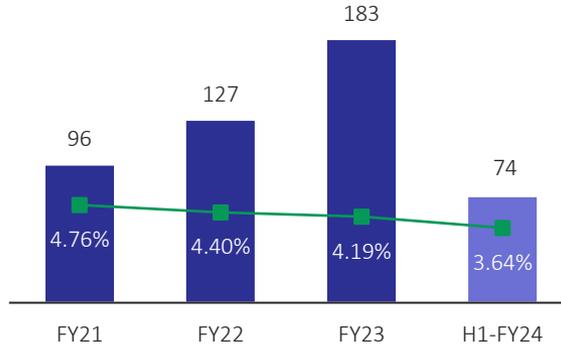
Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>EQUITIES &amp; LIABILITIES</b>			
Shareholder Funds	947	1,081	1,112
(A) Share Capital	148	148	148
(B) Other Equity	799	933	964
<b>Non-Current Liabilities</b>	<b>19</b>	<b>8</b>	<b>8</b>
(A) Financial Liabilities			
i. Others	16	4	4
(B) Deferred Tax Liabilities	3	4	4
<b>Current Liabilities</b>	<b>524</b>	<b>495</b>	<b>487</b>
(A) Financial Liabilities			
i. Borrowings	65	34	105
ii. Trade Payables	102	102	102
iii. Others	245	212	206
(B) Other Current Liabilities	112	146	73
(C) Provisions	0	1	1
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,490</b>	<b>1,584</b>	<b>1,607</b>

Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>447</b>	<b>451</b>	<b>490</b>
(A) Property, Plant and Equipment	98	96	95
(B) Goodwill on Consolidation	2	2	2
(C) Other Intangible Assets	1	3	3
(D) Intangible Asset Under Development	-	-	-
(E) Financial Assets			
i. Loans and Advances	24	23	22
ii. Others	183	145	148
(F) Deferred Tax Asset	2	2	2
(G) Other Non-Current Assets	137	180	218
<b>Current Assets</b>	<b>1,043</b>	<b>1,133</b>	<b>1,117</b>
(A) Financial Assets			
i. Investments	3	4	4
ii. Trade Receivable	810	950	643
iii. Cash and Cash Equivalents	51	44	101
iv. Other Bank Balances	22	23	26
v. Loans and Advances	4	8	9
vi. Others	135	80	318
(B) Other Current Assets	18	24	16
<b>GRAND TOTAL- ASSETS</b>	<b>1,490</b>	<b>1,584</b>	<b>1,607</b>

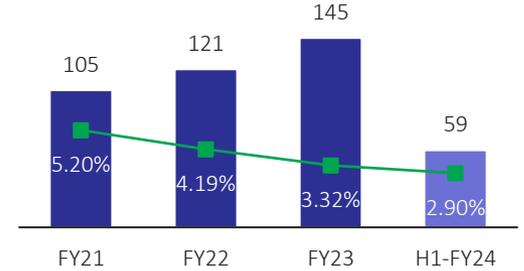
Operational Revenue (INR Mn)



EBITDA (INR Mn and EBITDA Margin (%))



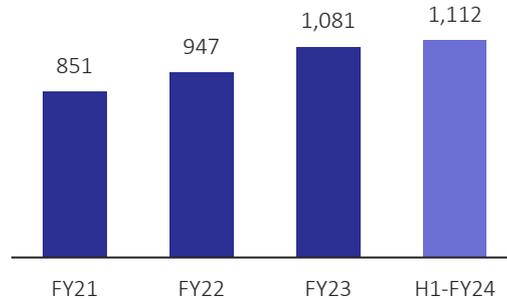
PAT (INR Mn) and PAT Margin (%)



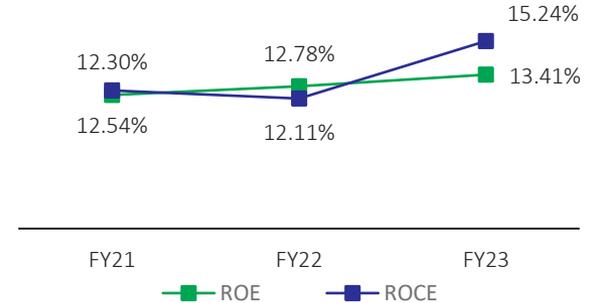
Debt to Equity (x)



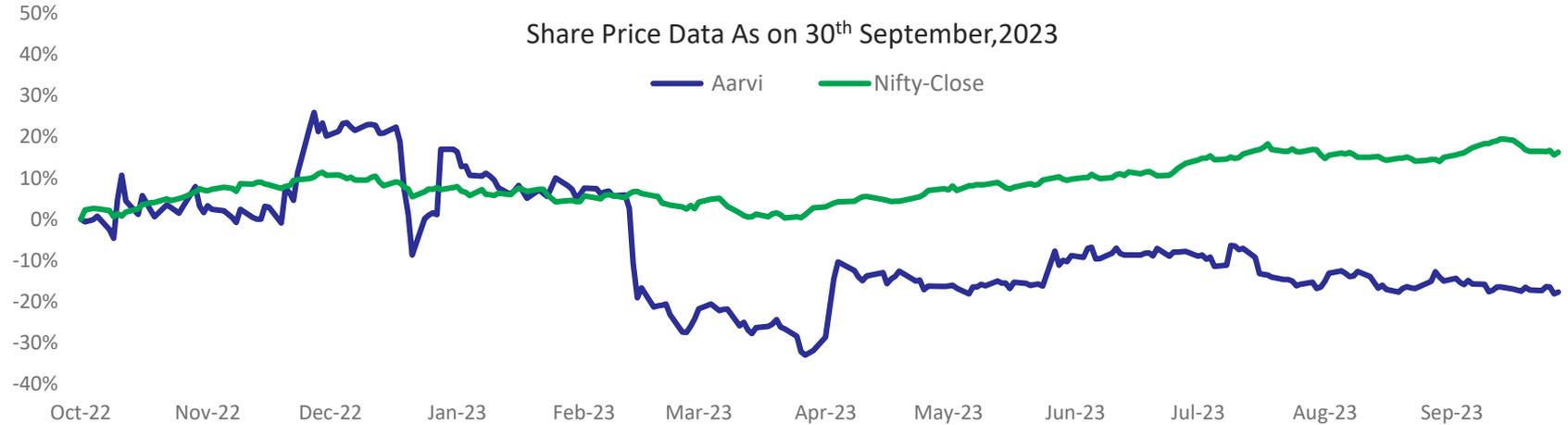
Networth (INR Mn)



ROE and ROCE (%)



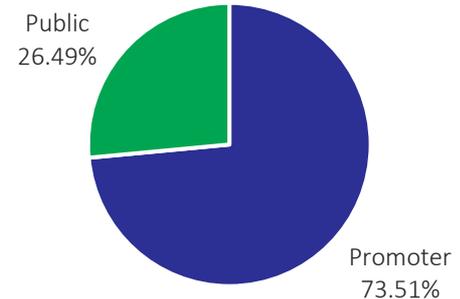
# Capital Market Data



## Price Data (As on 30<sup>th</sup> September, 2023)

Face Value	10.00
Market Price	124.9
52 Week H/L	203/100
Market Cap(Mn)	1,846.52
Equity Share Outstanding (Mn)	14.78
1 Year Avg Trading Volume ('000)	29.52

## Shareholding Pattern (As on 30<sup>th</sup> September, 2023)



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Thank  
You

