



Engineering . Manpower . Outsourcing

Talent on Demand



Earnings Presentation | Q3/9M-FY24

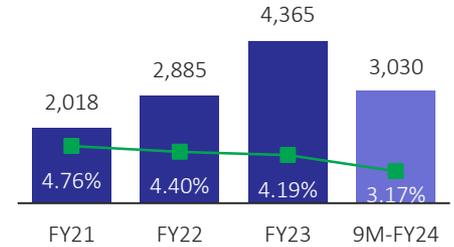
# 2 Company Overview



- 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.

- 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, 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.

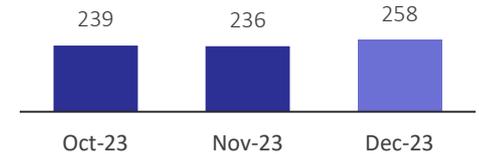
Operational Revenue (INR Mn) & EBITDA Margin (%)



Manpower Deputation



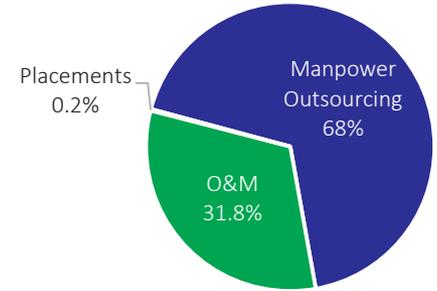
Monthly Deputation



# 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.

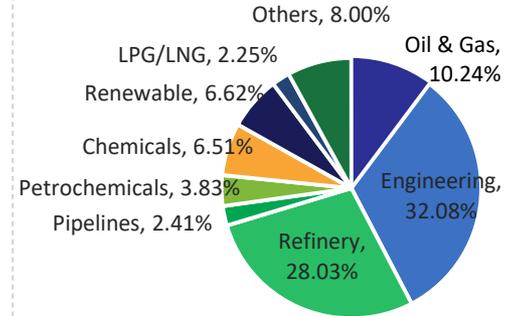
9M-FY24 Business Mix



## Niche Area of Service



9M-FY24 Industry Wise Revenue



# Q3/9M-FY24 Financial Highlights

## Q3-FY24 Financial Performance (Consolidated)

Operational Income  
INR 999 Mn

EBITDA  
INR 22 Mn

EBITDA Margin  
2.20%

Net Profit  
24 Mn

PAT Margin  
2.40%

Diluted EPS  
1.61

## 9M-FY24 Financial Performance (Consolidated):

Operational Income  
INR 3,030 Mn

EBITDA  
INR 96 Mn

EBITDA Margin  
3.17%

Net Profit  
INR 83 Mn

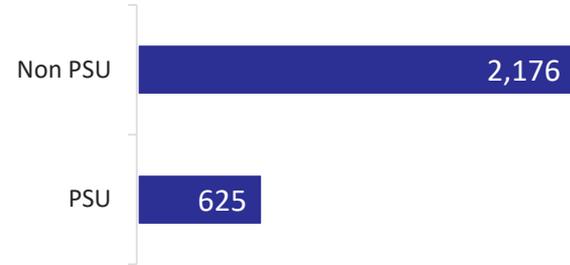
PAT Margin  
2.74%

Diluted EPS  
5.62

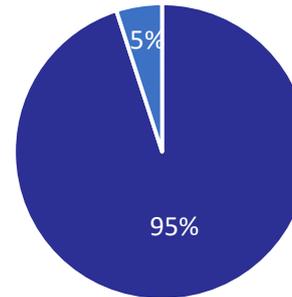
# Q3/9M-FY24 Operational Highlights

- Company Signed 22 New Clients during the Quarter
- The company received major new Orders from Mahanagar Gas Ltd., HPCL Mahul Refinery, Mudra Solar, etc. in Q3-FY24
- Internationally, PT Aarvi Encon LLC, Indonesia Received Major Work Order during the Quarter
- Wins "The Times Exemplary Leaders Award 2023" under the Category of Excellence in Human Resource Services

PSU v/s Non PSU Sales (INR Mn)

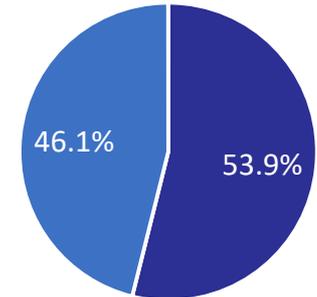


Workers



■ Male ■ Women

Cost Plus V/s Lumpsum Sales



■ Cost plus ■ Lumpsum

# Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q
Operational Income	999	1,109	(9.9)%	1,023	(2.3)%
Total Expenses	977	1,073	(8.9)%	992	(1.5)%
EBITDA	22	36	(38.9)%	31	(29.0)%
<i>EBITDA Margins (%)</i>	<i>2.20%</i>	<i>3.25%</i>	<i>(105) Bps</i>	<i>3.03%</i>	<i>(83) Bps</i>
Other Income	9	3	NA	3	NA
Depreciation	3	3	0.0%	3	0.0%
Finance Cost	4	5	(20.0)%	3	33.3%
PBT	24	31	(22.6)%	28	(14.3)%
Tax	0	4	NA	2	NA
Profit After tax	24	27	(11.1)%	26	(7.7)%
<i>PAT Margins (%)</i>	<i>2.40%</i>	<i>2.43%</i>	<i>(3) Bps</i>	<i>2.54%</i>	<i>(14) Bps</i>
Other Comprehensive Income	0	1	NA	2	NA
Total Comprehensive Income	24	28	(14.3)%	28	(14.3)%
Diluted EPS (INR)	1.61	1.79	(10.1)%	1.77	(9.0)%

# Historical Consolidated Income Statement

Particulars (INR Mn)	9M-FY24	9M-FY23	Y-o-Y
Operational Income	3,030	3,302	(8.2)%
Total Expenses	2,934	3165	(7.3)%
<b>EBITDA</b>	<b>96</b>	<b>137</b>	<b>(29.9)%</b>
<i>EBITDA Margins (%)</i>	<i>3.17%</i>	<i>4.15%</i>	<i>(98) Bps</i>
Other Income	13	10	30.0%
Depreciation	9	9	0.0%
Finance Cost	11	13	(15.4)%
Exceptional Items	-	(9)	NA
<b>PBT</b>	<b>89</b>	<b>116</b>	<b>(23.3)%</b>
Tax	6	5	20.0%
<b>Profit After tax</b>	<b>83</b>	<b>111</b>	<b>(25.2)%</b>
<i>PAT Margins (%)</i>	<i>2.74%</i>	<i>3.36%</i>	<i>(62) Bps</i>
Other Comprehensive Income	2	11	(81.8)%
<b>Total Comprehensive Income</b>	<b>85</b>	<b>122</b>	<b>(30.3)%</b>
Diluted EPS (INR)	5.62	7.48	(24.9)%

# Historical Consolidated Income Statement

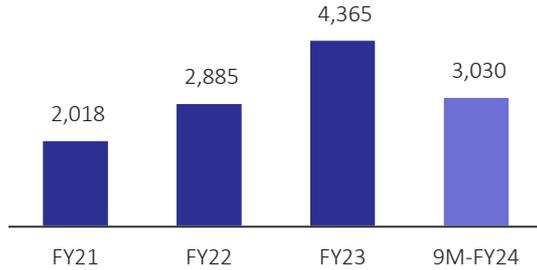
Particulars (INR Mn)	FY21	FY22	FY23	9M-FY24
Operational Income	2,018	2,885	4,365	3,030
Total Expenses	1,922	2,758	4,182	2,934
<b>EBITDA</b>	<b>96</b>	<b>127</b>	<b>183</b>	<b>96</b>
<i>EBITDA Margins (%)</i>	<i>4.76%</i>	<i>4.40%</i>	<i>4.19%</i>	<i>3.17%</i>
Other Income	23	12	13	13
Depreciation	10	10	12	9
Finance Cost	6	7	18	11
Exceptional Items	-	-	9	-
<b>PBT</b>	<b>103</b>	<b>122</b>	<b>157</b>	<b>89</b>
Tax	(2)	1	12	6
<b>Profit After tax</b>	<b>105</b>	<b>121</b>	<b>145</b>	<b>83</b>
<i>PAT Margins (%)</i>	<i>5.20%</i>	<i>4.19%</i>	<i>3.32%</i>	<i>2.74%</i>
Other Comprehensive Income	(3)	5	11	2
<b>Total Comprehensive Income</b>	<b>102</b>	<b>126</b>	<b>156</b>	<b>85</b>
Diluted EPS (INR)	7.08	8.16	9.82	5.62

# Historical Consolidated Balance Sheet

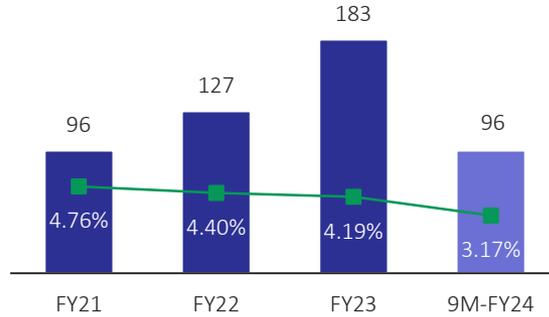
Particulars (INR Mn)	FY22	FY23	9M-FY24
<b>EQUITIES &amp; LIABILITIES</b>			
<b>Shareholder Funds</b>	<b>947</b>	<b>1,081</b>	<b>1,136</b>
(A) Share Capital	148	148	148
(B) Other Equity	799	933	988
<b>Non-Current Liabilities</b>	<b>19</b>	<b>8</b>	<b>8</b>
(A) Financial Liabilities			
i. Others	16	4	5
(B) Deferred Tax Liabilities	3	4	3
<b>Current Liabilities</b>	<b>524</b>	<b>495</b>	<b>468</b>
(A) Financial Liabilities			
i. Borrowings	65	34	86
ii. Trade Payables	102	102	103
iii. Others	245	212	215
(B) Other Current Liabilities	112	146	63
(C) Provisions	0	1	1
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>1,490</b>	<b>1,584</b>	<b>1,612</b>

Particulars (INR Mn)	FY22	FY23	9M-FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>447</b>	<b>451</b>	<b>436</b>
(A) Property, Plant and Equipment	98	96	93
(B) Goodwill on Consolidation	2	2	2
(C) Other Intangible Assets	1	3	2
(D) Intangible Asset Under Development	-	-	1
(E) Financial Assets			
i. Loans and Advances	24	23	27
ii. Others	183	145	139
(F) Deferred Tax Asset	2	2	2
(G) Other Non-Current Assets	137	180	170
<b>Current Assets</b>	<b>1,043</b>	<b>1,133</b>	<b>1,176</b>
(A) Financial Assets			
i. Investments	3	4	4
ii. Trade Receivable	810	950	670
iii. Cash and Cash Equivalents	51	44	122
iv. Other Bank Balances	22	23	27
v. Loans and Advances	4	8	19
vi. Others	135	80	308
(B) Other Current Assets	18	24	26
<b>GRAND TOTAL- ASSETS</b>	<b>1,490</b>	<b>1,584</b>	<b>1,612</b>

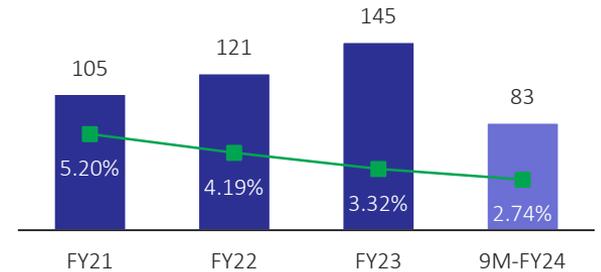
Operational Revenue (INR Mn)



EBITDA (INR Mn and EBITDA Margin (%))



PAT (INR Mn) and PAT Margin (%)



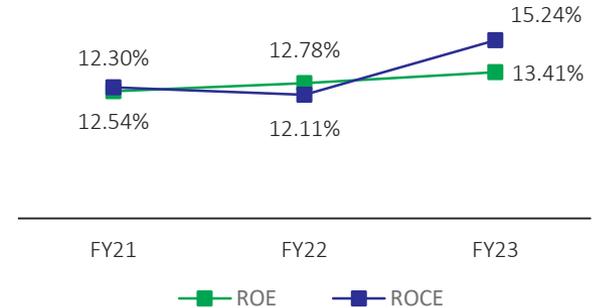
Net Debt to Equity (x)



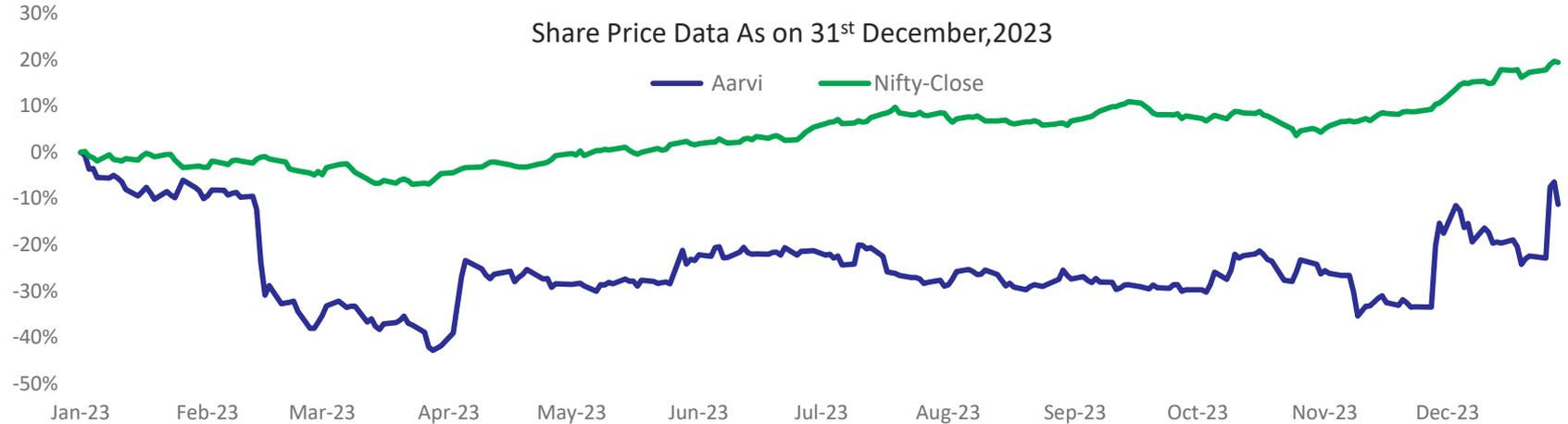
Networth (INR Mn)



ROE and ROCE (%)



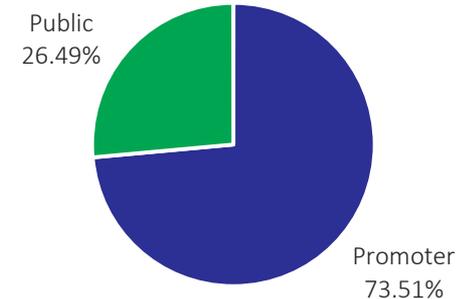
# Capital Market Data



## Price Data (As on 31<sup>st</sup> December, 2023)

Face Value	10.00
Market Price	157.75
52 Week H/L	184.8/100.5
Market Cap(Mn)	2,332.18
Equity Share Outstanding (Mn)	14.78
1 Year Avg Trading Volume ('000)	33.61

## Shareholding Pattern (As on 31<sup>st</sup> December, 2023)



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Thank  
You

