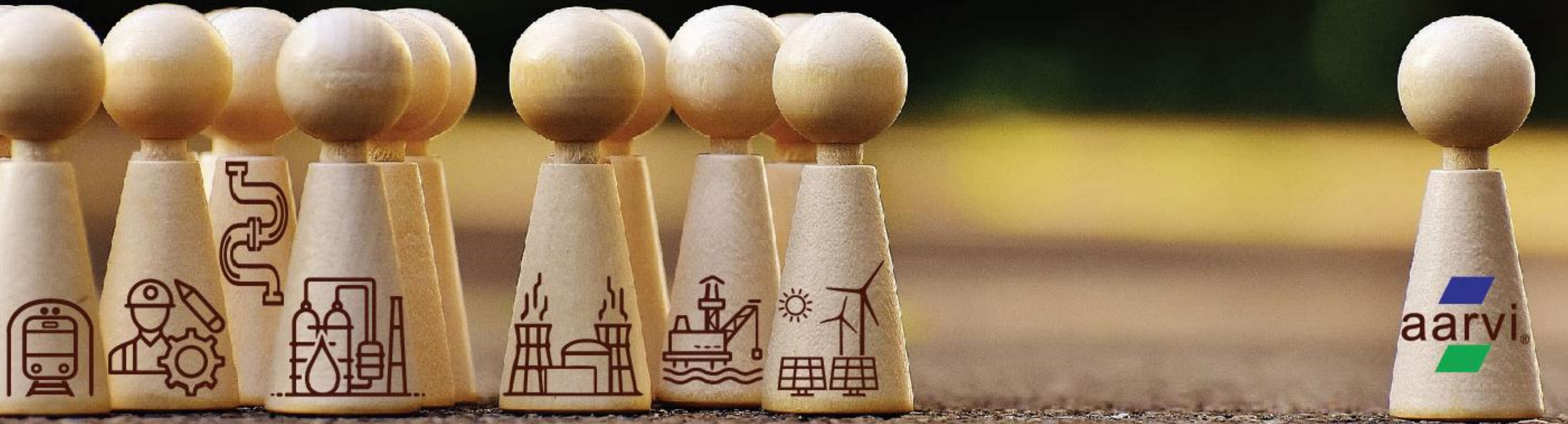
aarvi

Engineering . Manpower . Outsourcing

Talent on Demand

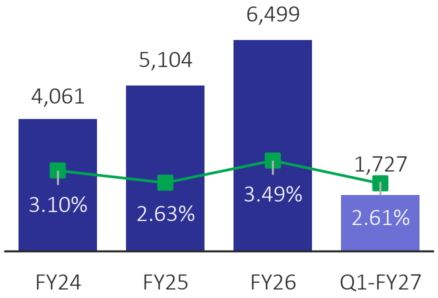


Earnings Presentation | Q1-FY27

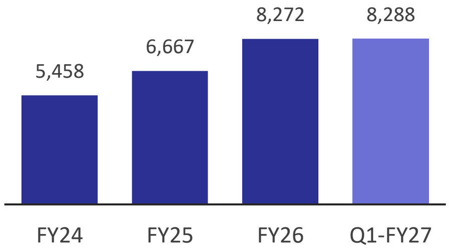
Company Overview

- 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 8,000+ 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 (%)



Total Manpower Deputation

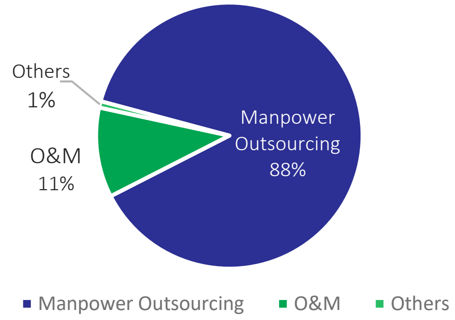


Business Overview

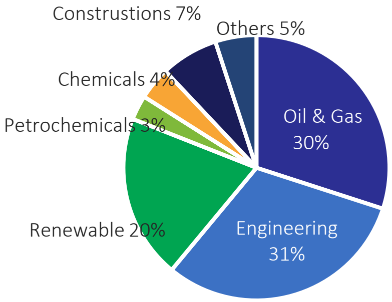
- Aarvi provides engineers /designers/technicians right from conceptualization of the project to Design to Construction to Pre-commissioning & Commissioning to Operations and Maintenance of the plant.
- It can also mobilize large manpower for shutdown assignment of 15 days to a few months.
- Aarvi has 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.

Niche Area of Service

Q1-FY27 Business Mix



Q1-FY27 Industry Wise Revenue



Q1-FY27 Financial Highlights

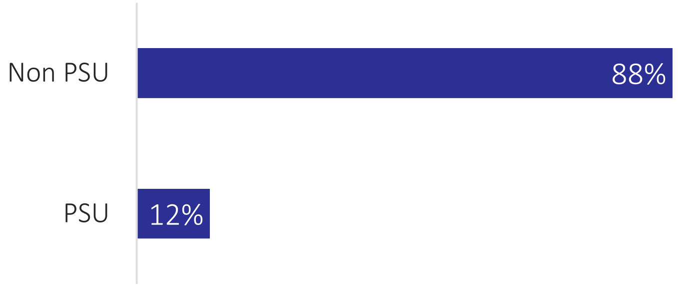
Q1-FY27 Financial Performance (Consolidated):

Operational Income	EBITDA	EBITDA Margin	Net Profit	PAT Margin	Diluted EPS
INR 1,727 Mn	INR 45 Mn	2.61 %	INR 60 Mn	3.47 %	INR 4.04

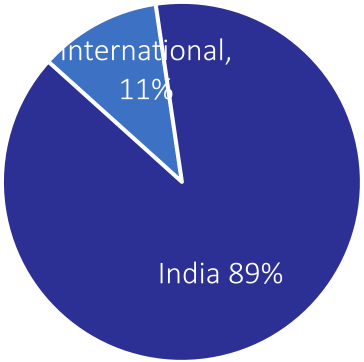
Q1-FY27 Operational Highlights

- Continued to strengthen execution capabilities with a technical workforce of approximately 8,500 personnel, enabling simultaneous project execution across multiple sectors and geographies.
- Secured 33 new orders during Q1-FY27, further strengthening revenue visibility.
- PT Aarvi Encon Services, the Company's step-down subsidiary in Indonesia, secured two manpower supply contracts worth approximately INR 159 million and INR 385 million from a leading multinational EPC company.
- Continued to increase focus on Operation & Maintenance (O&M), engineering services and specialised technical manpower, with the objective of improving revenue quality and enhancing margins.
- Continued to focus on expanding the client base while maintaining high client retention, adding more than 13 new clients during Q1-FY27 and achieving a 98% client retention rate.
- During Q1 FY27, the Company received recurring and periodic subsidy under the Pradhan Mantri Viksit Bharat Rojgar Yojana (PM-VBRY), for onboarding first-time employees into India's formal workforce.

PSU v/s Non PSU Sales



Geographical Sales %



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY27	Q1-FY26	Y-o-Y	Q4-FY26	Q-o-Q
Operational Income	**1,727**	**1,513**	14.1%	**1,723**	0.2%
Total Expenses	1,682	1,464	14.9%	1,655	1.6%
EBITDA	**45**	**49**	(8.2)%	**68**	(33.8)%
EBITDA Margins (%)	*2.61%*	*3.24%*	*(63) Bps*	*3.95%*	*(134) Bps*
Other Income	30	7	NA	5	NA
Depreciation	5	4	25.0%	5	NA
Finance Cost	8	8	NA	7	14.3%
Profit Before Exceptional Items	**62**	**44**	40.9%	**61**	1.6%
Exceptional Items	-	-	NA	(3)	NA
PBT	**62**	**44**	40.9%	**64**	(3.1)%
Tax	2	2	NA	18	(88.9)%
Profit After tax	**60**	**42**	42.9%	**46**	30.4%
PAT Margins (%)	*3.47%*	*2.78%*	*69 Bps*	*2.67%*	*80 Bps*
Other Comprehensive Income	2	(1)	(300.0)%	6	(66.7)%
Total Comprehensive Income	**62**	**41**	51.2%	**52**	19.2%
Diluted EPS (INR)	4.04	2.84	42.3%	3.09	30.7%

Historical Consolidated Income Statement

Particulars (INR Mn)	FY24	FY25	FY26	Q1-FY27
Operational Income	**4,061**	**5,104**	**6,499**	**1,727**
Total Expenses	3,935	4,970	6,272	1,682
EBITDA	**126**	**134**	**227**	**45**
EBITDA Margins (%)	***3.10%***	***2.63%***	***3.49%***	***2.61%***
Other Income	23	25	23	30
Depreciation	13	16	18	5
Finance Cost	15	31	29	8
Profit Before Exceptional Items	**121**	**112**	**203**	**62**
Exceptional Items	-	-	4	-
PBT	**121**	**112**	**199**	**62**
Tax	8	12	23	2
Profit After tax	**113**	**100**	**176**	**60**
PAT Margins (%)	***2.78%***	***1.96%***	***2.71%***	***3.47%***
Other Comprehensive Income	-	5	15	2
Total Comprehensive Income	**113**	**105**	**191**	**62**
Diluted EPS (INR)	7.60	6.73	11.79	4.04

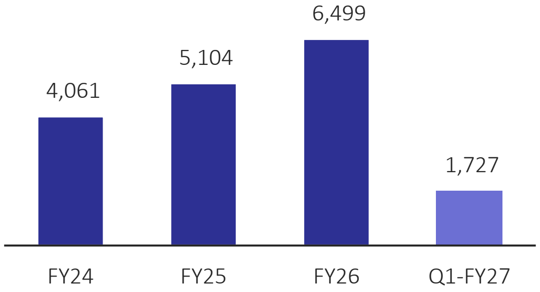
Consolidated Balance Sheet

Particulars (INR Mn)	FY24	FY25	FY26
EQUITIES & LIABILITIES			
Shareholder Funds	**1,167**	**1,253**	**1,421**
(A) Share Capital	148	148	148
(B) Other Equity	1,019	1,105	1,273
Non-Current Liabilities	**18**	**76**	**93**
(A) Financial Liabilities			
i. Borrowings	-	33	24
ii. Others	15	39	66
(B) Deferred Tax Liabilities	3	3	2
(C) Other Non-current liabilities	-	1	1
Current Liabilities	**525**	**801**	**855**
(A) Financial Liabilities			
i. Borrowings	97	235	243
ii. Trade Payables	80	127	79
iii. Others	237	292	361
(B) Other Current Liabilities	107	140	144
(C) Provisions	4	7	28
GRAND TOTAL - EQUITIES & LIABILITIES	**1,710**	**2,130**	**2,369**

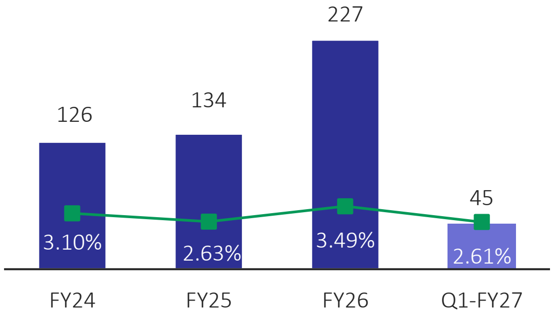
Particulars (INR Mn)	FY24	FY25	FY26
ASSETS			
Non-Current Assets	**365**	**504**	**619**
(A) Property, Plant and Equipment	90	172	164
(B) Goodwill on Consolidation	3	3	3
(C) Other Intangible Assets	4	3	2
(D) Intangible Asset Under Development	-	-	2
(E) Financial Assets			
i. Loans and Advances	24	27	26
ii. Others	155	203	226
(F) Deferred Tax Asset	1	1	1
(G) Other Non-Current Assets	88	95	195
Current Assets	**1,345**	**1,626**	**1,750**
(A) Financial Assets			
i. Investments	4	55	49
ii. Trade Receivable	830	1,155	1,024
iii. Cash and Cash Equivalents	107	67	92
iv. Other Bank Balances	126	28	32
v. Loans and Advances	19	21	42
vi. Others	226	259	472
(B) Other Current Assets	33	41	39
GRAND TOTAL- ASSETS	**1,710**	**2,130**	**2,369**

Key Metrics

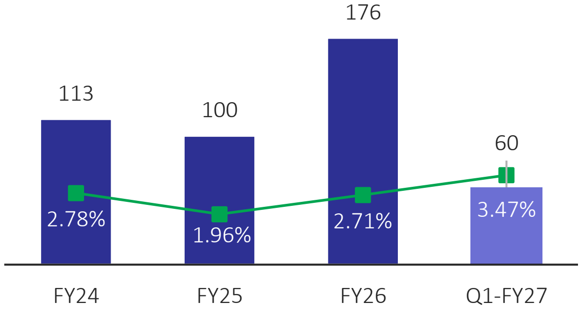
Operational Revenue (INR Mn)



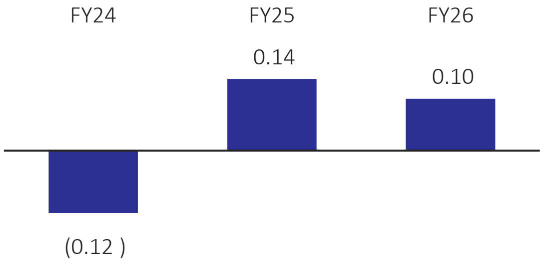
EBITDA (INR Mn and EBITDA Margin (%)



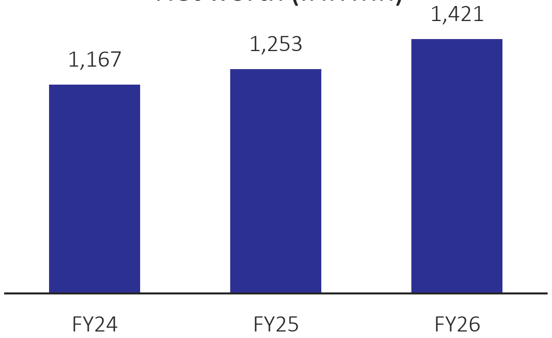
PAT (INR Mn) and PAT Margin (%)



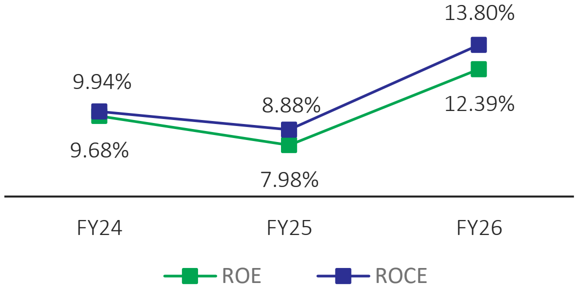
Net Debt to Equity (x)



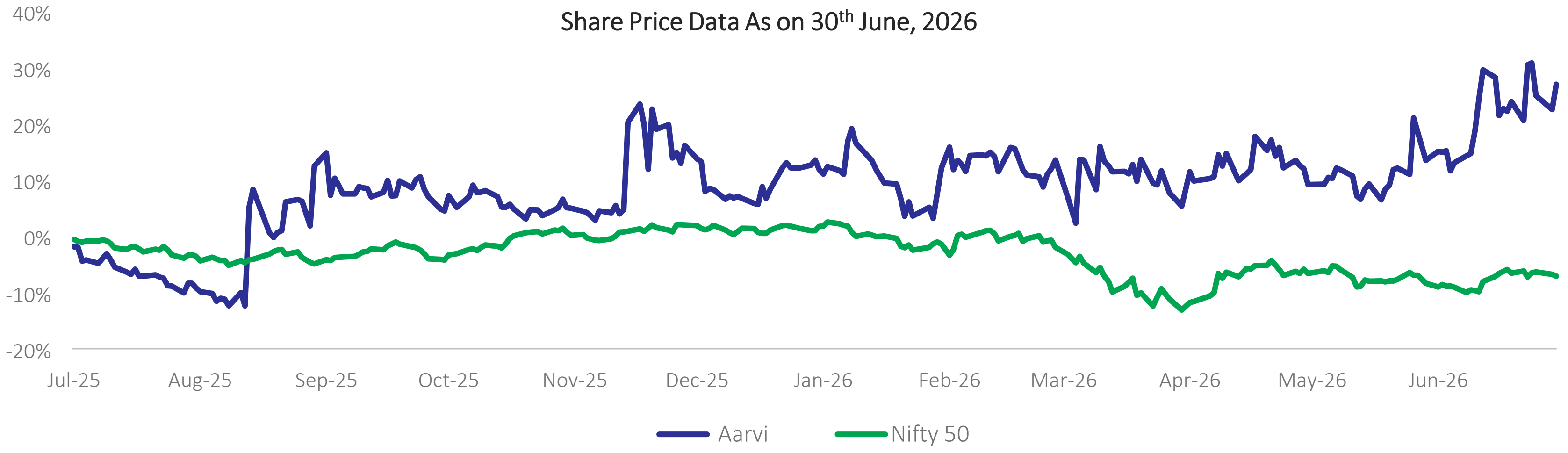
Net worth (INR Mn)



ROE and ROCE (%)

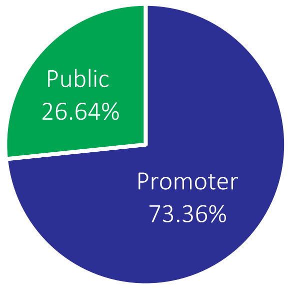


Capital Market Data



Price Data (As on 30th June, 2026)	
Face Value	10.0
Market Price	145.9
52 Week H/L	154.7/97.0
Market Cap(Mn)	2,158.8
Equity Share Outstanding (Mn)	14.8
1 Year Avg Trading Volume ('000)	38.3

Shareholding Pattern (As on 30th June, 2026)



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