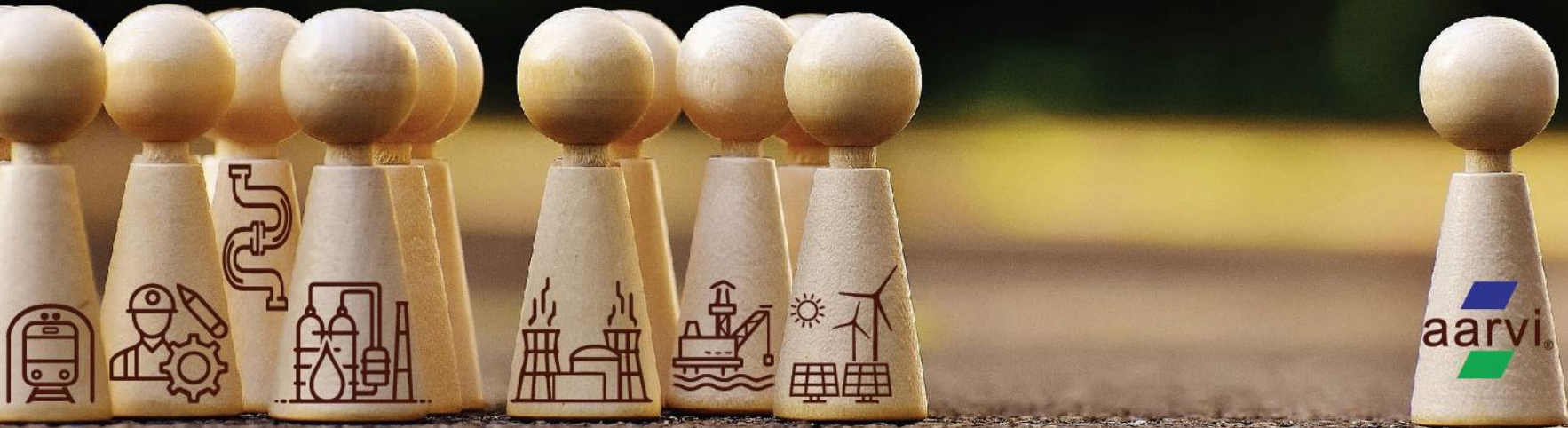




Engineering . Manpower . Outsourcing

Talent on Demand



Earnings Presentation | Q4-FY26/FY26

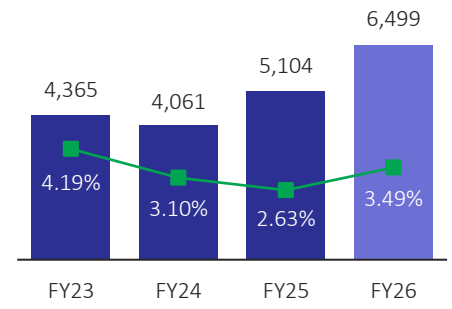
2 Company Overview



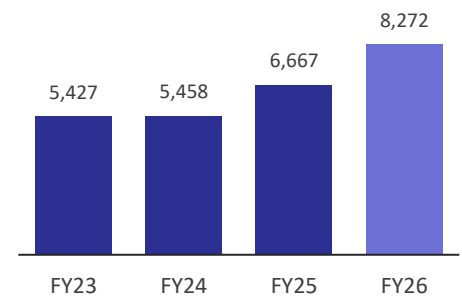
- Incorporated in 1987, Aarvi Encon pioneered the concept of Technical staffing services in India.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 5,000+ engineers/ technical personnel on payroll and working at the client location.

- 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 (%)



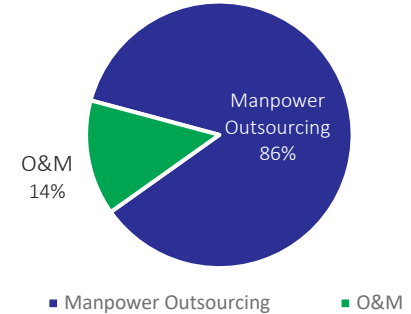
Total Manpower Deputation



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.

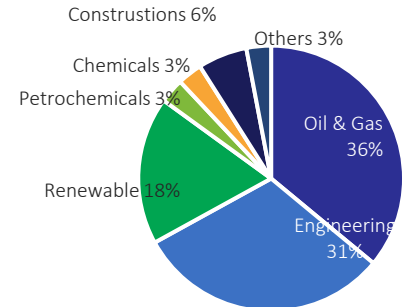
FY26 Business Mix



Niche Area of Service



FY26 Industry Wise Revenue



Q4-FY26/FY26 Financial Highlights

Q4-FY26 Financial Performance (Consolidated):

Operational Income
INR 1,723 Mn

EBITDA
INR 68 Mn

EBITDA Margin
3.95%

Net Profit
INR 46 Mn

PAT Margin
2.67%

Diluted EPS
INR 3.07

FY26 Financial Performance (Consolidated):

Operational Income
INR 6,499 Mn

EBITDA
INR 227 Mn

EBITDA Margin
3.49%

Net Profit
INR 176 Mn

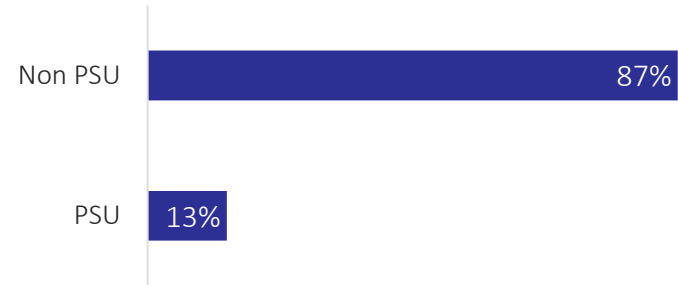
PAT Margin
2.71%

Diluted EPS
INR 11.79

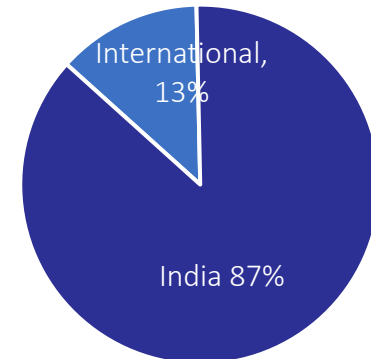
Q4-FY26/FY26 Operational Highlights

- International business continued to witness strong momentum, with sales and Profit After Tax increasing by 73% YoY and 179% YoY, respectively.
- Added more than 10 new clients during Q4 across diversified sectors, while maintaining a strong client retention rate of 97%.
- Secured major domestic orders aggregating to more than INR 200 crore during Q4 FY26, strengthening revenue visibility.
- Secured major manpower and engineering services contracts in UAE and Indonesia, further strengthening the Company's international presence and growth opportunities.
- Established a new office in Malaysia to support international business expansion and continued efforts towards operational stabilization in Qatar operations.
- Successfully deployed manpower for Operation & Maintenance (O&M) activities across solar module and cell manufacturing projects for more than four clients.
- Established a new engineering office in Chennai to strengthen engineering and project execution capabilities.
- Continued focus on increasing the share of higher-margin Operation & Maintenance services within the business mix.
- Maintained a balanced mix of domestic and international operations, supporting diversified revenue streams.

PSU v/s Non PSU Sales



Geographical Sales %



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY26	Q4-FY25	Y-o-Y	Q3-FY26	Q-o-Q
Operational Income	1,723	1,445	19.2%	1,674	2.9%
Total Expenses	1,655	1,401	18.1%	1,620	2.2%
EBITDA	68	44	54.5%	54	25.9%
<i>EBITDA Margins (%)</i>	<i>3.95%</i>	<i>3.04%</i>	<i>91 Bps</i>	<i>3.23%</i>	<i>72 Bps</i>
Other Income	5	5	NA	5	NA
Depreciation	5	5	NA	5	NA
Finance Cost	7	8	(12.5)%	7	NA
Profit Before Exceptional Items	61	36	69.4%	47	29.8%
Exceptional Items	(3)	-	NA	7	NA
PBT	64	36	77.8%	40	60.0%
Tax	18	6	NA	-	NA
Profit After tax	46	30	53.3%	40	15.0%
<i>PAT Margins (%)</i>	<i>2.67%</i>	<i>2.08%</i>	<i>59 Bps</i>	<i>2.39%</i>	<i>28 Bps</i>
Other Comprehensive Income	6	(1)	NA	2	NA
Total Comprehensive Income	52	29	79.3%	42	23.8%
Diluted EPS (INR)	3.07	1.98	55.1%	2.69	14.1%

Annual Consolidated Financial Performance

Particulars (INR Mn)	FY26	FY25	Y-o-Y
Operational Income	6,499	5,104	27.3%
Total Expenses	6,272	4,970	26.2%
EBITDA	227	134	69.4%
<i>EBITDA Margins (%)</i>	<i>3.49%</i>	<i>2.63%</i>	<i>86 Bps</i>
Other Income	23	25	(8.0)%
Depreciation	18	16	12.5%
Finance Cost	29	31	(6.5)%
Profit Before Exceptional Items	203	112	81.3%
Exceptional Items	4	-	NA
PBT	199	112	77.7%
Tax	23	12	91.7%
Profit After tax	176	100	76.0%
<i>PAT Margins (%)</i>	<i>2.71%</i>	<i>1.96%</i>	<i>75 Bps</i>
Other Comprehensive Income	15	5	NA
Total Comprehensive Income	191	105	81.9%
Diluted EPS (INR)	11.79	6.73	75.2%

Historical Consolidated Income Statement

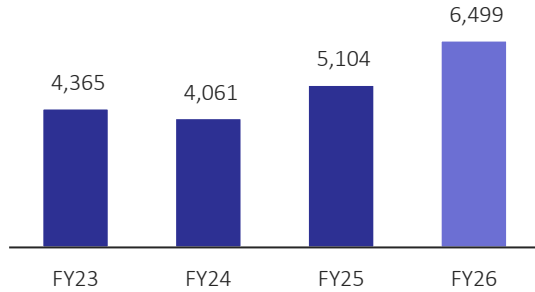
Particulars (INR Mn)	FY23	FY24	FY25	FY26
Operational Income	4,365	4,061	5,104	6,499
Total Expenses	4,182	3,935	4,970	6,272
EBITDA	183	126	134	227
<i>EBITDA Margins (%)</i>	<i>4.19%</i>	<i>3.10%</i>	<i>2.63%</i>	<i>3.49%</i>
Other Income	13	23	25	23
Depreciation	12	13	16	18
Finance Cost	18	15	31	29
Profit Before Exceptional Items	166	121	112	203
Exceptional Items	9	-	-	4
PBT	157	121	112	199
Tax	12	8	12	23
Profit After tax	145	113	100	176
<i>PAT Margins (%)</i>	<i>3.32%</i>	<i>2.78%</i>	<i>1.96%</i>	<i>2.71%</i>
Other Comprehensive Income	11	-	5	15
Total Comprehensive Income	156	113	105	191
Diluted EPS (INR)	9.79	7.60	6.73	11.79

Consolidated Balance Sheet

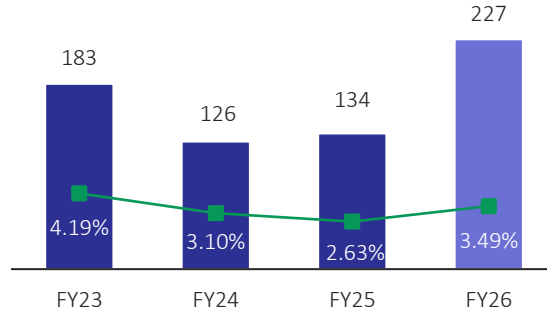
Particulars (INR Mn)	FY24	FY25	FY26
EQUITIES & LIABILITIES			
Shareholder Funds	1,167	1,253	1,421
(A) Share Capital	148	148	148
(B) Other Equity	1,019	1,105	1,273
Non-Current Liabilities	18	76	93
(A) Financial Liabilities			
i. Borrowings	-	33	24
ii. Others	15	39	66
(B) Deferred Tax Liabilities	3	3	2
(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

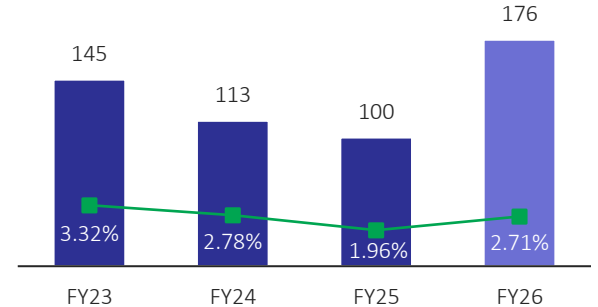
Operational Revenue (INR Mn)



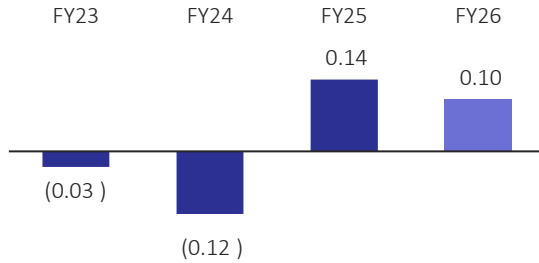
EBITDA (INR Mn and EBITDA Margin (%))



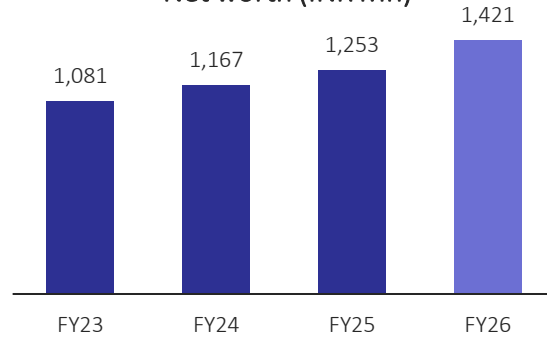
PAT (INR Mn) and PAT Margin (%)



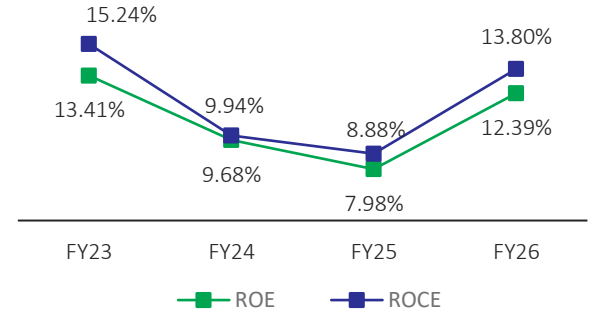
Net Debt to Equity (x)



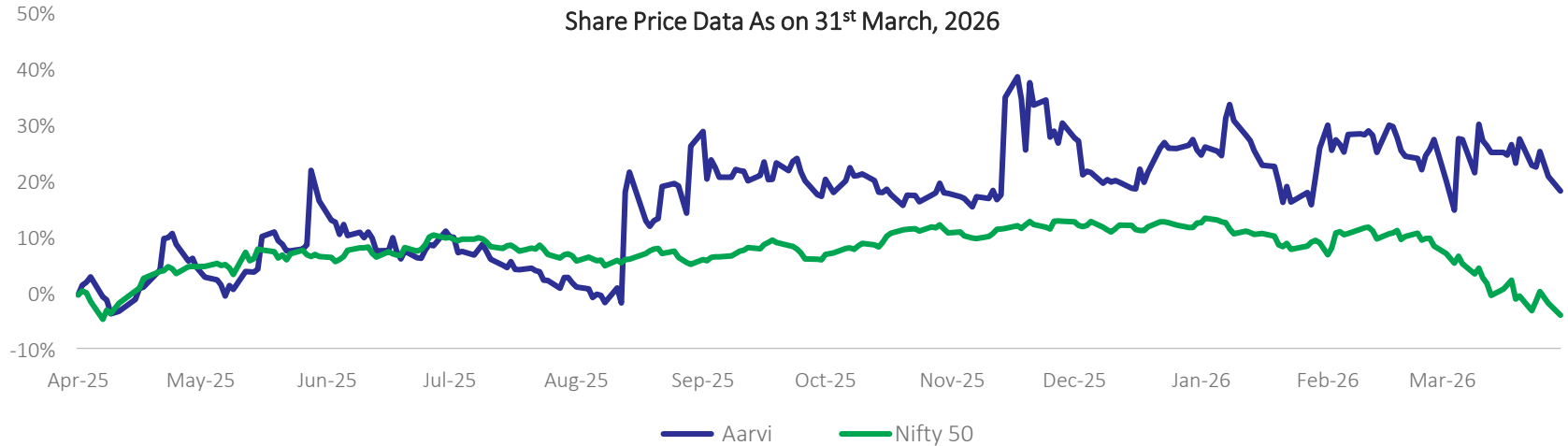
Net worth (INR Mn)



ROE and ROCE (%)



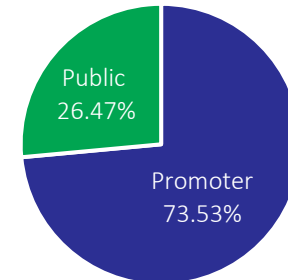
Capital Market Data



Price Data (As on 31st March, 2026)

Face Value	10.0
Market Price	120.7
52 Week H/L	152.0/88.0
Market Cap(Mn)	1,787.5
Equity Share Outstanding (Mn)	14.8
1 Year Avg Trading Volume ('000)	32.6

Shareholding Pattern (As on 31st March, 2026)



Aarvi Encon Limited

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Thank
You

