



## AFFORDABLE ROBOTIC AND AUTOMATION LIMITED

(Previously Known as Affordable Robotic and Automation Pvt. Ltd)

Gat No 1209, Village Wadaki, Tal Haveli, Pune-Saswad Road, Pune 412308, Maharashtra, India.

● Email: [account@arapl.co.in](mailto:account@arapl.co.in) ● Mobile: 7720018914 ● Website : [www.arapl.co.in](http://www.arapl.co.in)

● CIN : L29299PN2010PLC135298

Date: June 22, 2023

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400001

**Script Code: 541402**

**Subject: Outcome with reference to Conference call with Investors and Analysts**

Dear Sir/Madam,

With reference to our previous communication dated June 09, 2023, about Conference call with Investors and Analysts which held today, please find enclosed herewith Investor Presentation of the same.

To access recording of Zoom meeting click on link given below:

[http://server.skillman.in/downloads/ARAPL\\_Invester\\_call\\_final.zip](http://server.skillman.in/downloads/ARAPL_Invester_call_final.zip)

Kindly take the same on record.

Thanking you.

Yours truly,

**For Affordable Robotic & Automation Limited**

MANOHAR  
PANDURAN  
G PADOLE  
Digitally signed by  
MANOHAR  
PANDURANG  
PADOLE  
Date: 2023.06.22  
16:49:04 +05'30'

**Manohar Padole**

**Whole-time Director**

**DIN: 02738236**

**Encl: as stated**

# AFFORDABLE ROBOTIC & AUTOMATION LTD.

Investors and analysts call on 22.06.2023

F.Y. 2022-2023



**ARAPL**  
“globalising automation”

## Agenda

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### ARAPL Financials and Update



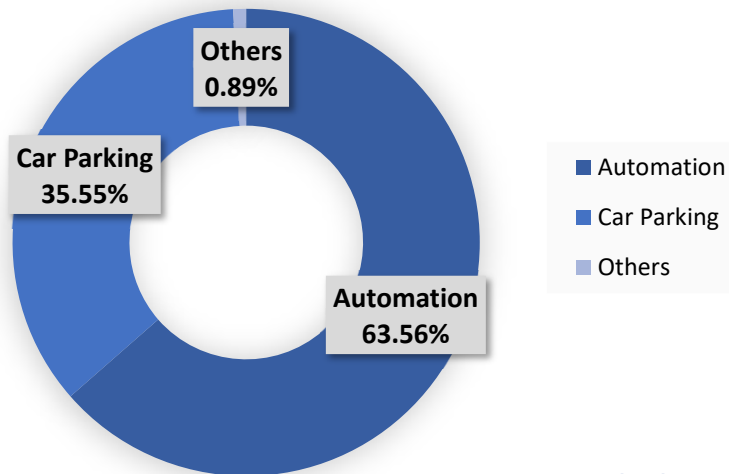
### ARAPL RaaS Updates



### Masterji.AI Updates

## Financials – Revenue (by Vertical)

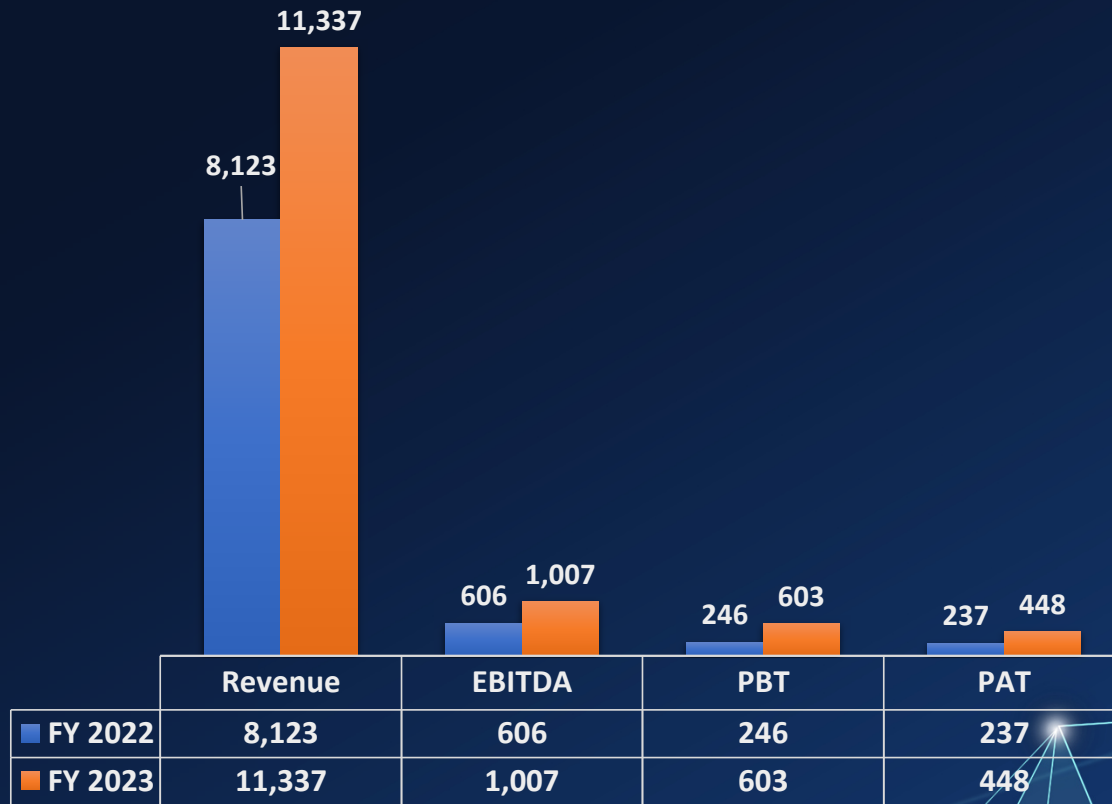
FY 2022-2023



**Total Amt: 113.37 Crs**

Segment	FY 22 INR Crs	FY 23 INR Crs	% Change
Total Revenue	81.2	113.4	40%
Automation	56.2	72.1	28%
Car Parking	24.4	40.3	65.2
Others	0.6	1.0	

## Performance - Standalone



■ FY 2022 ■ FY 2023 Figures in Lakhs

➤ **40% Growth in Revenue - YoY** ↑

➤ **66% Growth in EBITDA - YoY** ↑

➤ **145% Growth in PBT - YoY** ↑

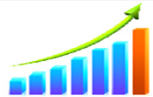
➤ **89% Growth in PAT - YoY** ↑

## Key Ratios

Current ratio	Debt-Equity ratio	Return on equity ratio	Inventory turnover ratio	Trade receivables turnover -days	Trade payables turnover -days
Current Year Ratio <b>1.46</b> Previous Year Ratio <b>1.64</b>	Current Year Ratio <b>0.73</b> Previous Year Ratio <b>0.64</b>	Current Year Ratio <b>8.49%</b> Previous Year Ratio <b>4.91</b>	Current Year Ratio <b>150.53</b> Previous Year Ratio <b>156.56</b>	Current Year Ratio <b>212.78</b> Previous Year Ratio <b>183.57</b>	Current Year Ratio <b>157.27</b> Previous Year Ratio <b>114.62</b>

- Increase in Trade Receivable and Trade payable days are due to major billing happened in March month and realization of the same happen till June, we have taken the target to reduce **debtors days below to 120 days and Creditors Days to below 100 in FY 23-24.**
- Likewise, we strive to do improvement in Inventory turnover ratio also – ultimate target is to keep it below 90 days.

## Key Points



### Building Business

- FY 23-24 Revenue plan is 77% higher than Previous year, similar growth is planned for following year too.
- Focus on New Customer acquisition. – 3 New Customers already added in Qtr 1.
- Focus on New market Segments and exports- exploring European markets.
- Focus on Improving Customer Experience. – Part of KRA.
- In Car Parking Segment, we are working to develop new innovative and advanced robotic parking system.



### Building Organizational Capabilities

- **Additional factory shed of 5200 Sq mts** adjacent to existing facility will be made available in 2<sup>nd</sup> Quarter. (on rental basis).
- Enhancing Customer experience at all level of interactions and product delivery.
- Additional 50 experienced professionals are already on board to cater ambitious growth plan.
- Strong Review mechanism in place to ensure planned achievements.
- Key Employees covered under ESOP Scheme.

### What is the order book looking like, is that executable?

- Our total opening order book as on 1<sup>st</sup> April 23 is around INR 80 Crs,
- Additional Orders booked in Q1 INR 20 Crs. – Total INR 100 Crs.
- Orders in Pipe line – Additional 120 to 140 Crores.

### What does Q1 of FY 24 look like?

- Revenue of INR 30 Crs. – Which is 150% growth YoY

### What are Margins forecast for FY 24 ?

- Blended Margins would be approximately in the range of 32% to 34%.

### When we are planning to go main Board?

- Process for migration to main board of both the exchanges already started, we look forward to complete the same by July 2023.

### How does FY 24 look like?

- FY23-24 Revenue Target is INR 200 Crs which is 77% higher than previous year.

### Any Planning for FPO?

- Immediately it is not, will let you know in future if anything will be there.

# ARAPL RaaS Update

A Hardware agnostic  
Tech Company , driving  
warehouse automation  
through robotics



**HERCULES**



**ATLAS**



**ZEUS**



## Key Takeaway

### Traction

- Raised 650 K USD in FnF round at 30 M valuation
- Appointed Toyota lift north west as Sales and Service Partners for US
- 5 new SSP shortlisted each with a team of 100 + people
- Started development of Autonomous forklift and Autonomous Pallet truck
- Sharpened GTM strategy – targeting low hanging fruits (next slide)

### USP

- 4X increase in human productivity
- Upto 40% saving in Rentals
- **Upto 70% lesser robots required**
- Novelty – Lights out operations, Autonomous forklift, Telescopic Bin Picker,
- Easy of Integration – ready with all key wms providers
- Payback 6 to 10 months
- Preliminary agreement with 3<sup>rd</sup> party finance for funding RaaS

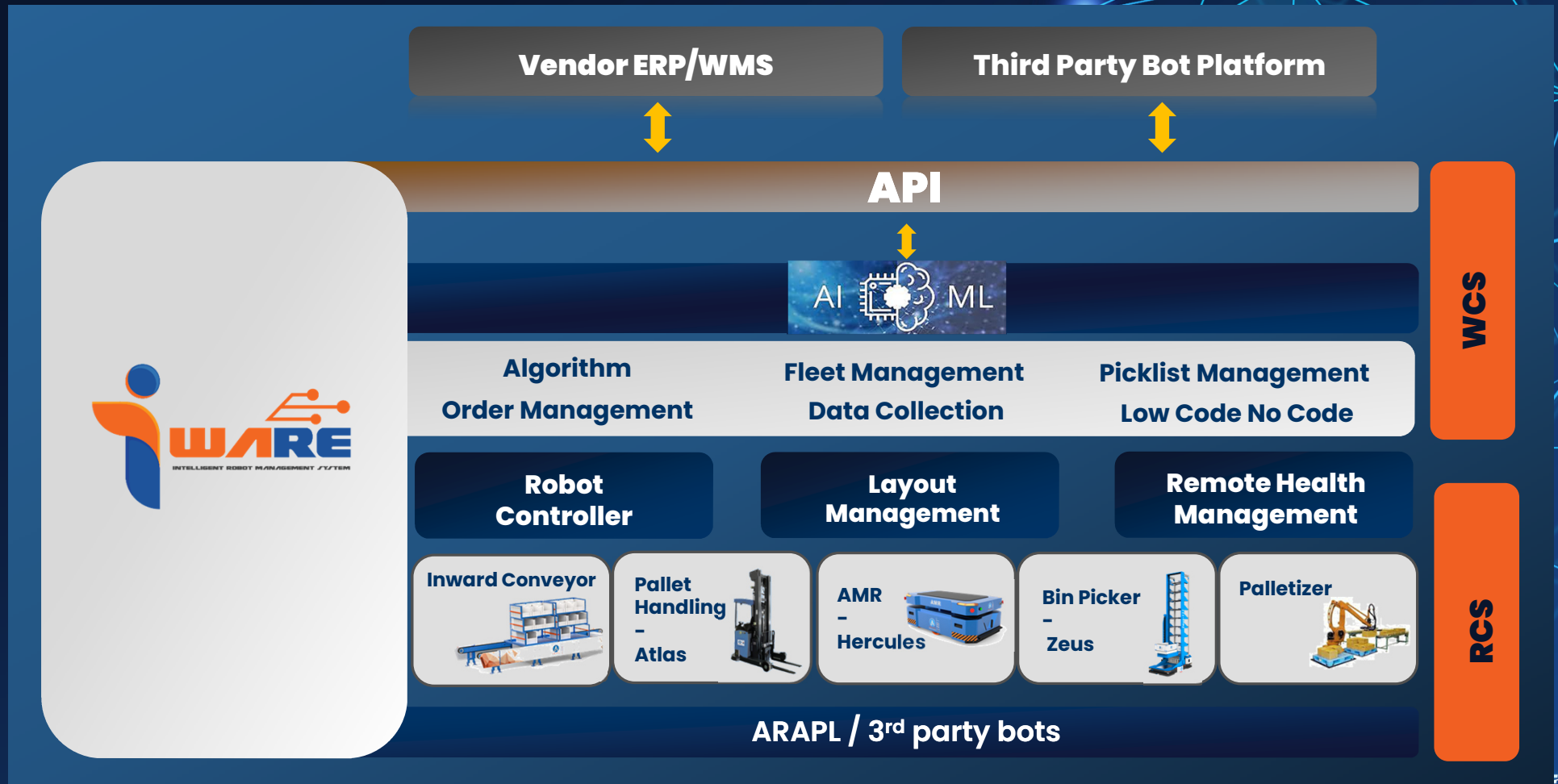
### Capabilities

- 8 patents and 3 proprietary software
- Proven DNA of Robot and tech Building
- Tech and solution designed for a payback of less than 6 months
- I-Ware integration ready for plug and play with all key WMS providers like Logiwa, Fishbowl, SVT

### FY 24 Revenue Target

- Revenue Projection of US \$ 4 Mn.

# system architecture



## case studies **Proposed solutions**

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### 3PL

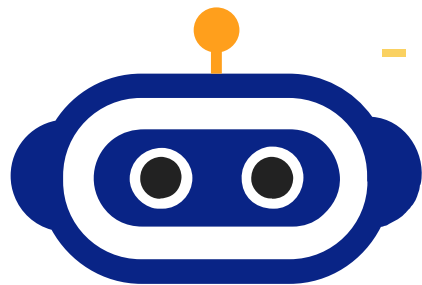
- Dispatch Units 15,000
- Manpower Reduction 25 Nos
- Area Savings 50,000 Sq.ft
- **Payback 6 Months**

### Fashion

- Dispatch Units 22,000
- Manpower Reduction 60 Nos
- Area Savings 100,000 Sq.ft
- **Payback 5 Months**

### TV Show Products

- Dispatch Units 20,000
- Manpower Reduction 15 Nos
- Area Savings 36,000 Sq.ft
- **Payback 8 Months**

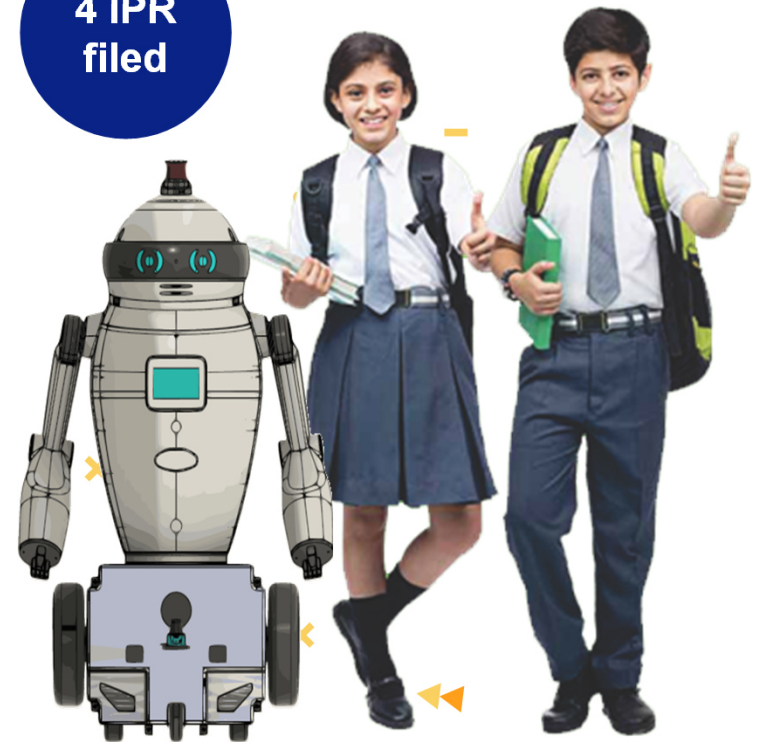


MasterJi.ai  
ONE CHILD ONE SCHOOL

PERSONALIZED ROBOTIC TEACHING TO PROVIDE

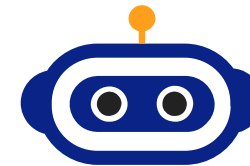
“Customized Pedagogy”, “Optional Flipped Classrooms” & “Micro Diagnostics” where AI , NLP Engine and Vision Tech formulates Curriculum for School and Home based on Individual Competencies, Target and Behavioural attributes.

4 IPR  
filed



# INVESTOR DECK

PRIVATE & CONFIDENTIAL



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demosthemeselection.com/materio-mui-react-nextjs-admin-template-free/

Apps Gmail Show Passwor... YouTube Maps Stack Overflow 10 Tips to Mak... www.itzgeek... View changes Backend custo... Morning stan... Evening standup Error codes - G...



kk

Stars 867

Dashboard

STUDENT

Schools

Students

Reports

CONTENT

Boards

Classes

Subjects

Previous Year Papers

### Schedules completed

Total students completed their studies

32

VIEW SALES



### Statistics Card

complete Analysis



Registrations

857



Schedules

1059



Diagnostics

4144



Hrs spent

416hrs

### Registrations by schools



Angels's School  
Pune

111

Students



New Wisdom International school  
Pune

81

Students

### Total Registrations

857

Compared to 100 last month



Eighth  
8th standard students

98



Ninth  
9th standard students

707



Tenth  
10th standard students

52



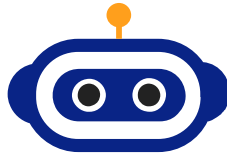
Average time spent

21hrs

per user

# THANK YOU

!



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