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, Maharshtra, India.
● Email: account@arapl.co.in ● Mobile: 7720018914 ● Website : www.arapl.co.in
● CIN : L29299PN2010PLC135298

Date: November 09, 2024

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001
BSE SCRIP CODE: 541402

To,
The Manager
Listing Department
The National Stock Exchange of India Limited
"Exchange Plaza", Bandra – Kurla Complex,
Bandra (EAST), Mumbai – 400051
NSE SYMBOL: AFFORDABLE

Subject: Press release on H1FY2025 performance

Dear Sir/Madam,

This is with reference to our half yearly unaudited financial results declared on Friday, November 08, 2024 attaching herewith the clarification on the performance.

Kindly refer the same.

Thanking you,

Yours faithfully,

For Affordable Robotic & Automation Limited

Milind Manohar Padole

Digitally signed by Milind Manohar Padole
Date: 2024.11.09 17:29:06 +05'30'

Milind Manohar Padole
Managing Director
DIN: 02140324

Attached: As above

ARAPL
"globalising automation"

Affordable Robotic and Automation Limited

Pune, November 9, 2024, Affordable Robotic and Automation Limited (ARAPL) (BSE: 541402), One of the leading Automotive Project based line builder, Automated Multilevel Car Parking System provider and Warehousing Automation Solution provider in India, announced its Half Yearly unaudited Financial Results for the FY 2025.

Performance of H1- FY 2025 - Standalone			
		Year Ended (INR in Lacs)	
Sr. No.	**Particulars**	**As on 30.09.2024 (Unaudited)**	**As on 30.09.2023 (Unaudited)**
I	**Net Revenue (I+II)**	**4139.32**	**4265.23**
II	Other Income	6.72	4.17
III	**Total Revenue (I+II)**	**4146.04**	**4269.40**
	Expenses:		
	Cost of materials consumed	2889.04	2989.07
	Employee benefits expense	1089.54	970.35
	Other Expense	693.08	589.53
IV	**Total Expenses**	**4671.66**	**4548.95**
V	**EBITDA**	**(525.62)**	**(279.55)**
	Depreciation & amortization expense	57.48	61.25
	Finance costs	208.09	157.82
VI	**Profit Before Tax**	**(791.20)**	**(498.62)**
VII	Tax Expenses	-	-
VIII	**Profit After Tax**	**(791.20)**	**(498.62)**

Performance Overview and Outlook

We started this financial year with a strong order book of INR 82 Crore, with an anticipated delivery of approximately INR 60 Crore for the first half of 2025 (H1-2025). The balance was scheduled for delivery by the end of Q3. However, due to certain additional project requirements, some of the deliveries initially planned for Q2 have been rescheduled to Q3. As a result, H1 (Standalone) closed at INR 41.40 Crore in deliveries, and we are on track to meet our full-year delivery objectives.

As previously communicated, we are focused on maintaining a year-over-year (YoY) growth trajectory at the standalone level, and we remain confident in our ability to achieve this target.

Expense Management and Operational Efficiency

In terms of expenses, H1 was higher than anticipated, primarily driven by increased consumption levels due to the delivery spillover from Q2 to Q3. However, we expect these higher costs to be leveraged in the second half of the year, ensuring improved cost efficiency and alignment with our overall targets.

Manpower Investment:

The 12% YoY increase in salary costs in H1 is attributable to strategic investments in strengthening our workforce, particularly in the expansion of our product development team. This investment is designed to support the company's long-term growth objectives, and we view the increase in labor costs as a critical asset to help us achieve future targets. Going forward, we expect our year-over-year costs to align more closely with our planned objectives.

R&D and New Product Development:

Additionally, other expenses in H1 include INR 1.30 Crore allocated towards R&D for new product development, which is currently a work in progress. Should these developments succeed, we anticipate they will generate an incremental 10% revenue growth in the coming years.

Order Book and Future Prospects

During the first half of the year, we successfully secured new orders worth INR 50 Crore, bringing our total order book to INR 130 Crore. Of this, INR 41 Crore has already been delivered, with the balance deliveries remaining on track for the coming months. We also expect to close additional orders worth INR 35 to INR 40 Crore during Q3, further strengthening our position for the remainder of the year.

Outlook for the Second Half

With a strong order book and delivery schedules aligned, we are confident that the challenges faced in H1 will be mitigated through improved operational efficiency in H2. We expect to recover the losses from the first half and maintain strong year-over-year growth, positioning us well for continued success in the years ahead.

On Consolidatation Level with the Development at ARAPL RaaS India Limited:

Performance of H1- FY 2025 – Consolidated

Sr. No.	Particulars	Year Ended (In Lakhs) As on 31.03.2024 (Audited)	As on 31.03.2023 (Audited)
I	**Net Revenue (I+II)**	**4372.29**	**4280.93**
II	Other Income	23.34	7.67
III	**Total Revenue (I+II)**	**4395.63**	**4288.60**
	Expenses:		
	Cost of materials consumed	**2958.40**	**2991.49**
	Employee benefits expense	**1350.48**	**974.26**
	Other Expense	**1041.29**	**783.90**
IV	**Total Expenses**	**5350.17**	**4749.66**
V	**EBITDA**	**(954.54)**	**(461.06)**
	Depreciation & amortization expense	**65.64**	**61.25**
	Finance costs	**208.31**	**157.99**
VI	**Profit Before Tax**	**(1228.50)**	**(680.30)**
VII	Tax Expenses	-	-
VIII	**Profit After Tax**	**(1228.50)**	**(680.30)**

Consolidated Financial Performance, Strategic Outlook, and Global Expansion

At the consolidated level, it includes a loss of INR 437.30 Lakhs from ARAPL RaaS, primarily due to strategic investments in employment and business development costs. We view these expenditures as crucial investments in building the foundation for future growth within this division. These investments are expected to drive revenue growth and profitability as we achieve our targeted milestones.

As previously communicated, we are on track to close an order book exceeding USD 10 million for the current financial year. We are currently nearing the finalization of a USD 4 million order with several prominent customers in the USA. In addition, we have several other orders in the pipeline, which we expect to close and announce by the end of Q3 or early Q4.

European Footprint and Market Expansion

In parallel with our growth in the US, we are planning to establish a strategic footprint in Europe. This expansion is aimed at strengthening our global presence and diversifying our customer base. We are actively pursuing opportunities across key markets in the region. We are confident that this new operational thirst will drive both regional growth and global synergies, further enhancing our ability to meet the increasing demand for our solutions.

Path to Profitability

We remain confident that the operational investments made thus far will be effectively leveraged and will translate into profitability once the division reaches its revenue targets. Our focus on strategic market expansion, particularly in the US and Europe, combined with ongoing investments in business development, positions us for sustainable long-term growth.

Thank you.

For any further information please contact:
Email: Info@arapl.co.in