



ARAPL
"globalising automation"

ARAPL Investors Conference call



AFFORDABLE ROBOTIC & AUTOMATION LTD.

Investors and analysts call on 17.06.2022

F.Y. 2021-2022

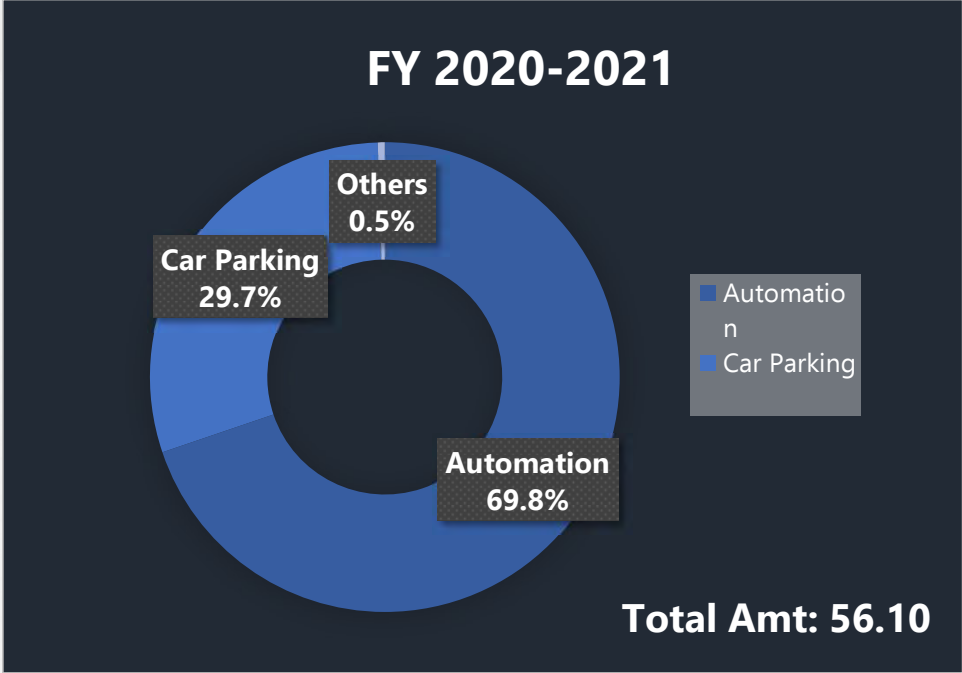
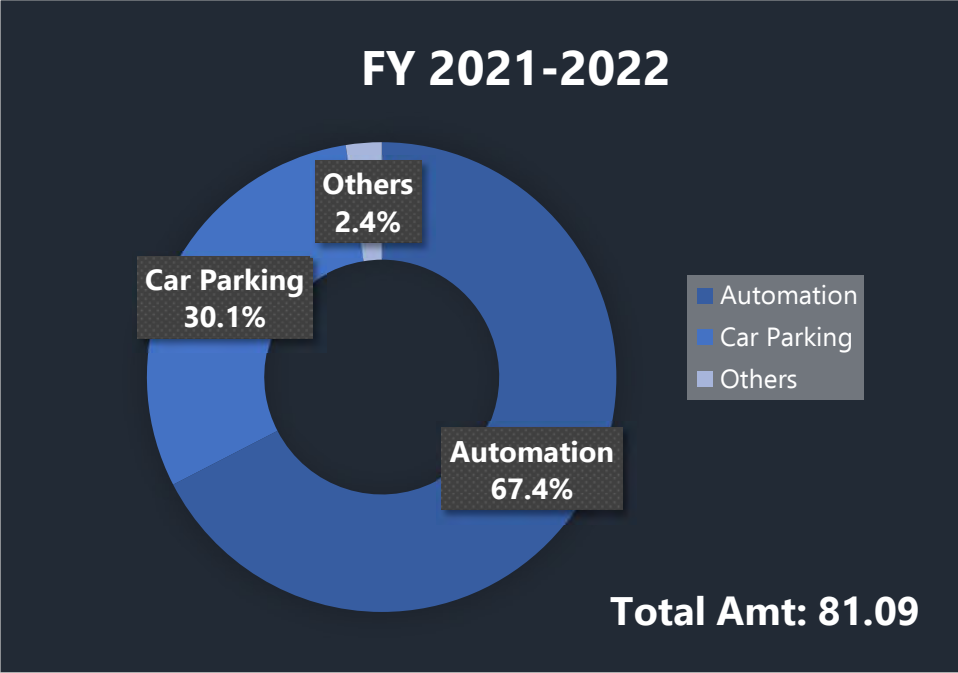


ARAPL

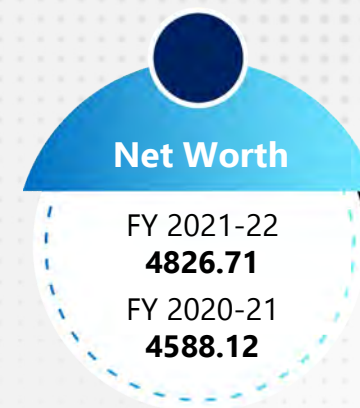
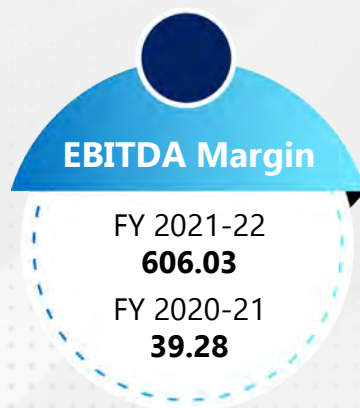
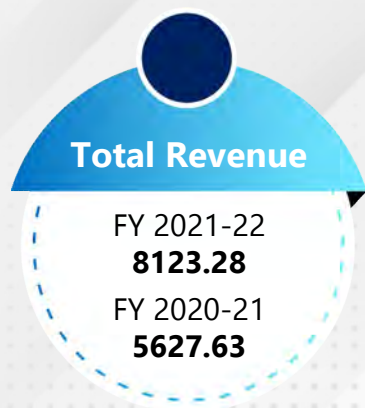
“globalising automation”

Financial – Revenue (by Vertical)

Affordable Robotic & Automation Limited
Details of Revenue (in Crores)



P & L - Standalone



| Particulars | (Amt in Lakhs) | | | |
|-------------------|----------------|------|----------------|-------|
| | FY 2021-22 | | FY 2020-21 | |
| | Amt (INR) | % | Amt (INR) | % |
| Total Revenue | 8123.28 | | 5627.63 | |
| EBITDA Margin | 606.03 | 7.5% | 39.28 | 0.7% |
| Profit Before Tax | 245.68 | 3.0% | -360.15 | -6.4% |
| Profit After Tax | 236.92 | 2.9% | -353.33 | -6.3% |
| Net Worth | 4826.71 | | 4588.12 | |

Key Ratios

| Current ratio |
|--------------------------------------|
| •Current Year Ratio •1.64 |
| •Previous Year Ratio •1.53 |

| Debt-Equity ratio |
|--------------------------------------|
| •Current Year Ratio •0.32 |
| •Previous Year Ratio •0.25 |

| Return on equity ratio |
|--------------------------------------|
| •Current Year Ratio •4.91% |
| •Previous Year Ratio •0.00 |



| Inventory turnover ratio |
|----------------------------------------|
| •Current Year Ratio •156.56 |
| •Previous Year Ratio •226.10 |



| Trade receivables turnover ratio |
|----------------------------------------|
| •Current Year Ratio •183.57 |
| •Previous Year Ratio •274.25 |



| Trade payables turnover ratio |
|----------------------------------------|
| •Current Year Ratio •114.62 |
| •Previous Year Ratio •169.20 |

Key Points



Building Business

- Year Started with 25% Growth in H1 (YoY) – Closed at 45% Growth (YoY).
- Focus on High Value Order – Order above 5 Crore increased by 42.85% (YoY).
- EPS – Recovered from Negative (-3.47) to Positive which is 2.33.
- Customer Eccentricity – 20% Weightage of KRA, Based on Customer satisfaction.



Customer Acquisition

- Focus for New Customer Segment – EV Market and Bigger Ticket size.
- Added 20% of New Customers (YoY).



Building Organizational Capabilities

Talent Retention and acquisition.

- ESOP Granted to 15 out of top 22 Management Executives, Based on their KRA Achievement.
- New Appointment Hired Ex Kuka MD Mr. Rajendra Phatak to focus on high value orders.
- Hired Ms. Dilraj Kaur as CEO of Masterji.ai Pvt. Ltd.
- Moved Mr. Robinson Phillipose (Ex VP Telenor) as Co-Founder and CEO of ARAPL RaaS Pvt. Ltd.

Transparent Review System and Building Trust.

- KRA Based Appraisal for all 110 Management Employees.

Process

- Employee Productivity Enhancement through Keka. (GPS Based Automated Attendance System).

Key Points

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

Apart from business of ARAPL RaaS Pvt Ltd our Total Opening Order Book as on 1st April 22 is around INR 68 Cr (20% Increase YoY), of which executable is around INR 50 Cr Immediately Executable. and Qtr1 Order Booking is around 35 Cr (250% Increase YoY) which will be fully executable in this FY23

Order in Pipe line – It is around 95 to 100 Crore.

How does FY 23 look like?

We expect 2X revenues with substantial contribution from ARAPL RaaS Pvt. Ltd. (warehousing automation).

What are Margins forecast vertical wise:

Blended Margins would be approximately in the range of 35%.

Emerging competition and plan

Focus on New Customer acquisition.

Focus on New market Segment EV and Bigger ticket size

Building on Customer Confidence with customer eccentricity.

Future Outlook

1



Best FY23 Performance

**2x Growth
vs 2021-22**

2



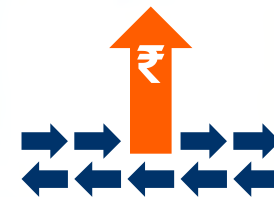
ARAPL RaaS

(fully owned Subsidiary of ARAPL)

**Foray Into Warehousing
Automation**

- 20k Sq Ft Experience Zone will be live by end of Jun-22.
- Tech Development – QR Code Navigation, Natural Navigation, WCS and Vision Based Ambient Intelligence is ready to deploy.
- Tech Team operational from Bangalore, Mumbai and Pune – 40. Robotic Engineers currently working on this project.

3



MasterJi.ai

**Expecting soft launch by
Q2 of this year**

Will seek Investments post soft launch
Traction

FAQ

Why new subsidiary for warehousing automation and not in ARAPL.

ARAPL RaaS is a Technology Company, focused on Developing solutions and technology. To develop the same and to further scale up faster it would require large amount of funds. By forming a new subsidiary the company will have access to Venture Capitals. Also as a talent acquisition many advisory boards and co-founders needs to be added which would practically not be possible in the Parent company.

ARAPL is Hardware Robotics company. ARAPL RaaS will complement with outsourcing of its hardware manufacturing thru ARAPL.

How do you plan to fund your new subsidiaries – ARAPL RaaS Pvt. Ltd and Masterji.ai Pvt. Ltd.

ARAPL RaaS had raised 1st round of 0.7 Mn USD from Mr. Vijay Kedia. Masterji.ai being funded by ARAPL. Post revenue we plan to fund the future expansion with a combination of internal accruals, Debt and Equity.

FAQ

Would any receipts taken in listed enterprise be diverted to unlisted company going forward through change in client relationships?

No, Customer segment is entirely different.



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Thank you



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