

AFFORDABLE ROBOTIC & AUTOMATION LTD.

Investors and analysts call on 22.06.2023

F.Y. 2022-2023



ARAPL

“globalising automation”

Agenda



ARAPL Financials and Update



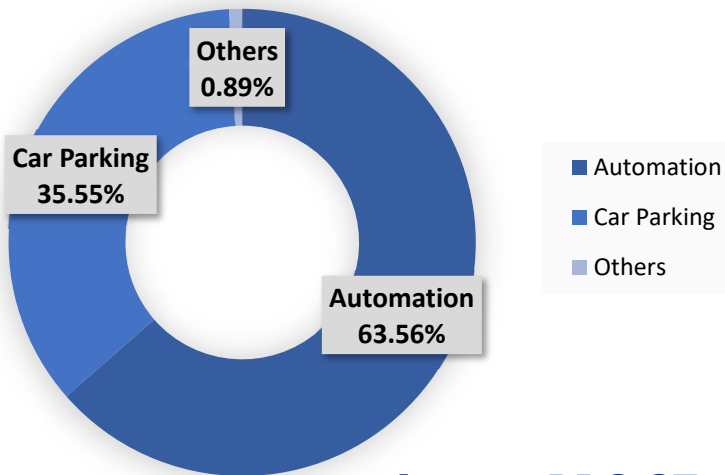
ARAPL RaaS Updates



Masterji.AI Updates

Financials – Revenue (by Vertical)

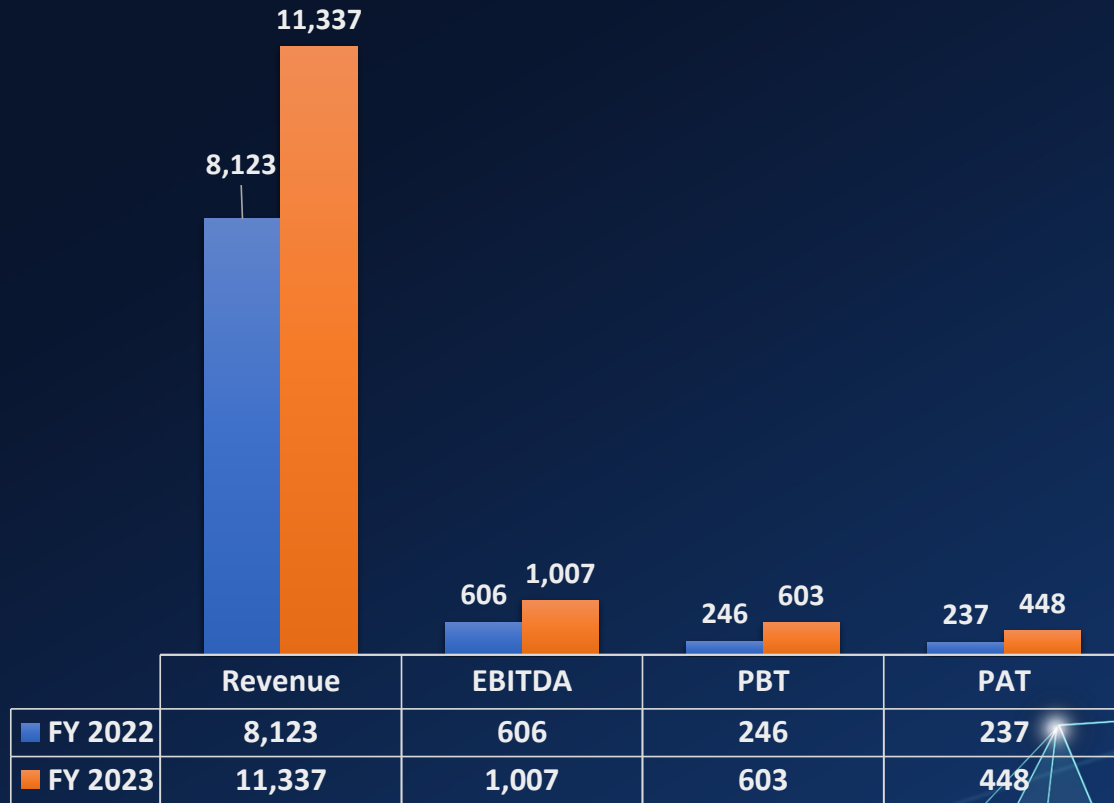
FY 2022-2023



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** ↑

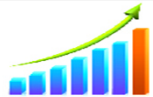
➤ **145% Growth in PBT - YoY** ↑

➤ **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 1.46 Previous Year Ratio 1.64	Current Year Ratio 0.73 Previous Year Ratio 0.64	Current Year Ratio 8.49% Previous Year Ratio 4.91	Current Year Ratio 150.53 Previous Year Ratio 156.56	Current Year Ratio 212.78 Previous Year Ratio 183.57	Current Year Ratio 157.27 Previous Year Ratio Ratio 114.62

- 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.



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 2nd 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 1st 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 3rd party finance for funding RaaS

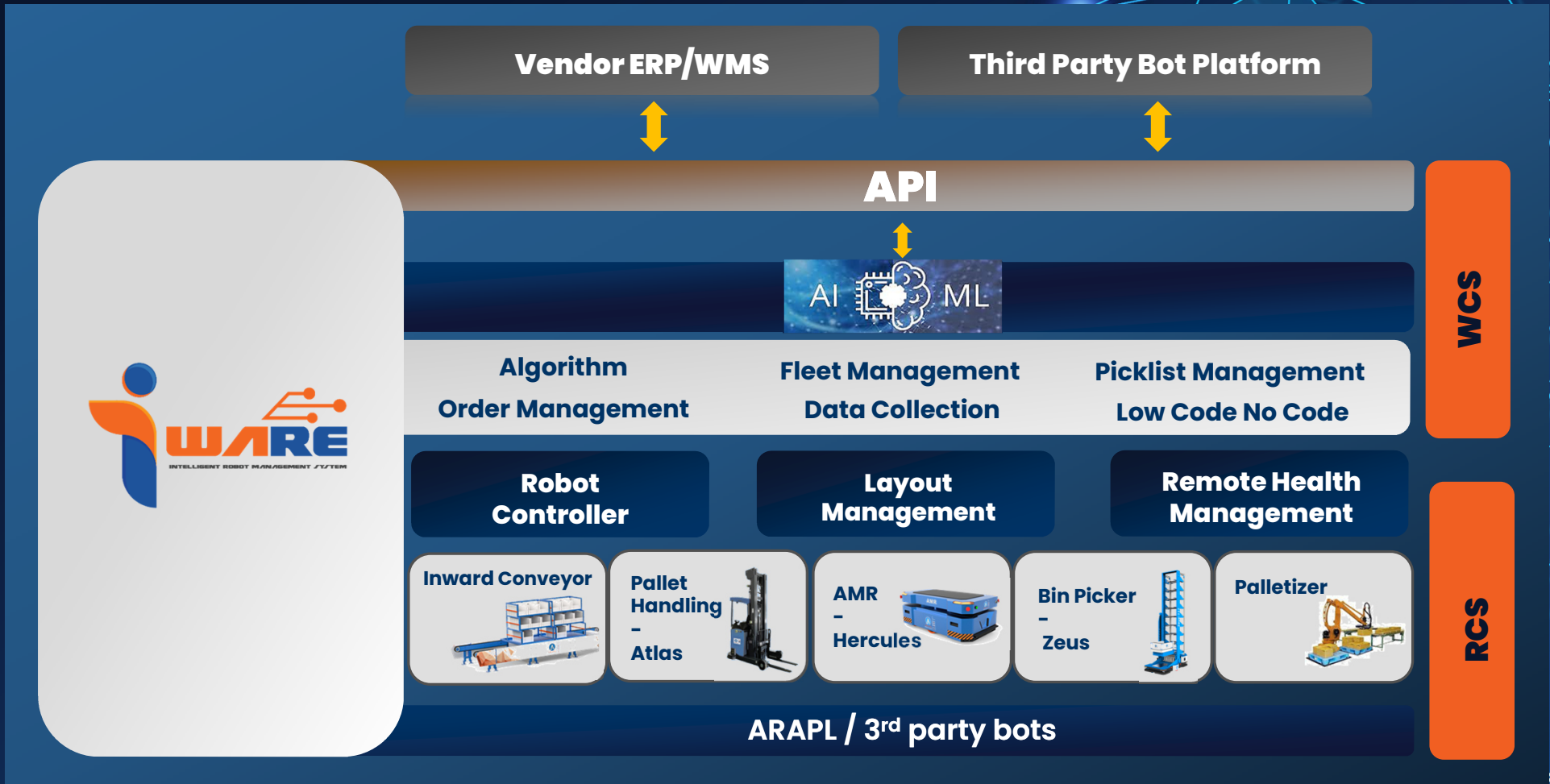
Capabilities

- 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



ARAPL / 3rd party bots



case studies **Proposed solutions**

3PL

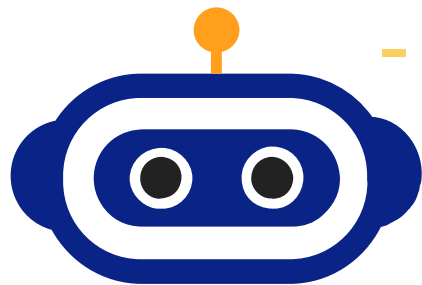
- Dispatch Units 15,000
- Manpower Reduction 25 Nos
- Area Savings 50,000 Sq.ft
- **Payback 6 Months**

Fashion

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

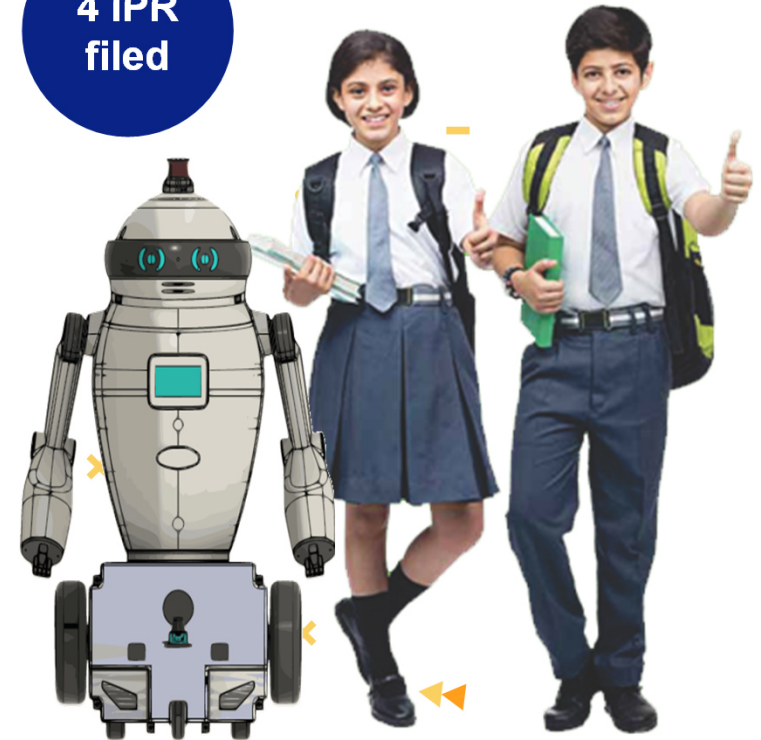
TV Show Products

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



MasterJi.ai
ONE CHILD ONE SCHOOL

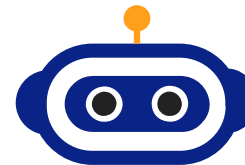
4 IPR
filed



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.

INVESTOR DECK

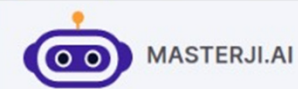
PRIVATE & CONFIDENTIAL



MasterJi.ai
ONE CHILD ONE SCHOOL

demos.themeselection.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...



Stars 867 [Refresh] [Bell] [Profile]

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

AS Angels's School Pune 111 Students

NS 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



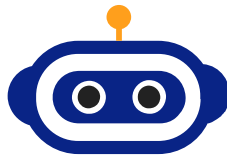
Average time spent

21hrs

per user

THANK YOU

!



MasterJi.ai
ONE CHILD ONE SCHOOL

MasterJi.ai Private Limited. Gat no 1209, Village Wadki,
Saswad Hadapsar Road.
Pune - 412 308. Maharashtra

+91
9172111144

info@masterji.ai

www.masterji.ai