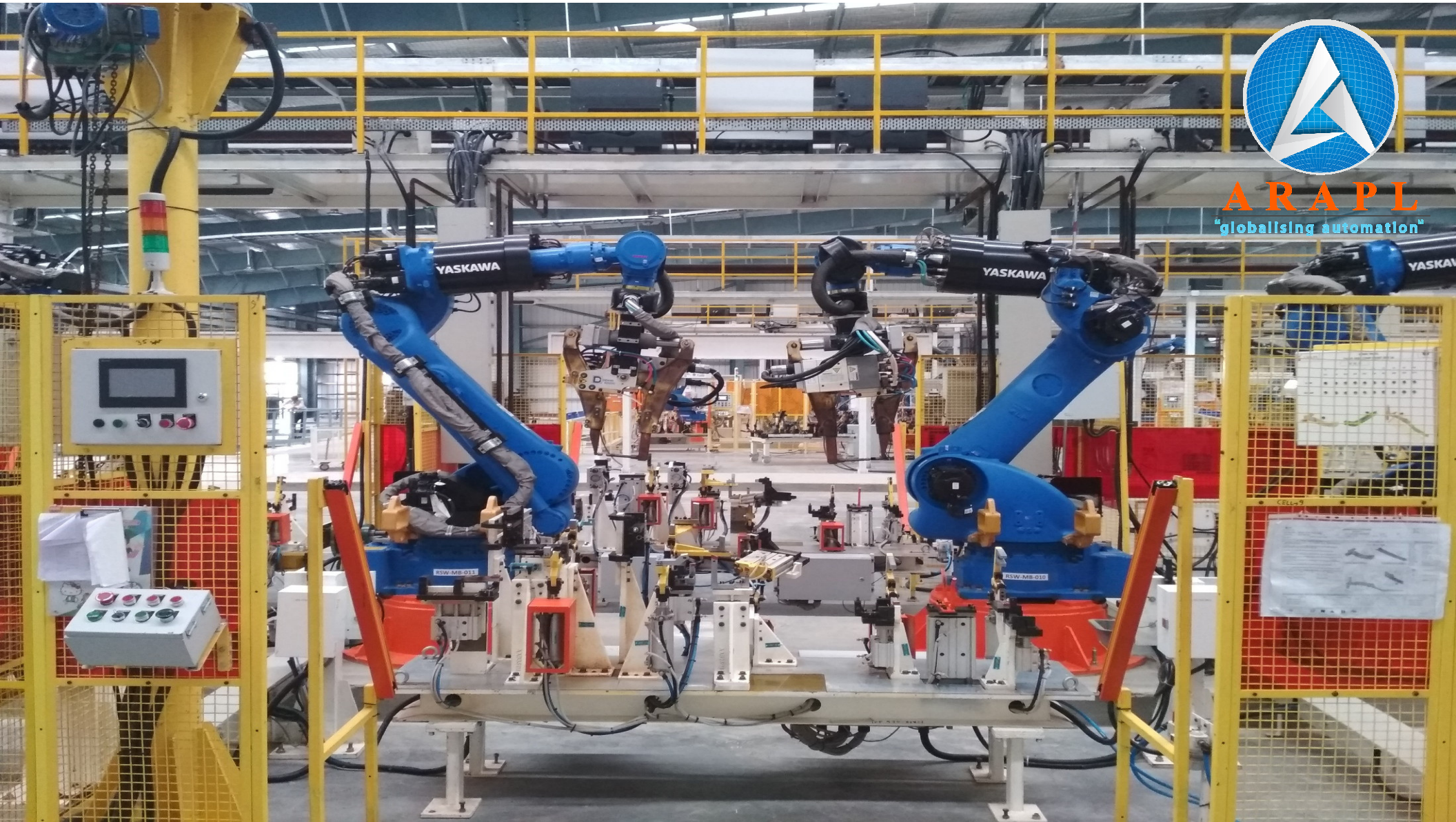




ARAPL
"globalising automation"



AFFORDABLE ROBOTIC & AUTOMATION LTD.

Investors and analysts call on 22.12.2022

1st Half F.Y. 2022-2023



ARAPL

“globalising automation”

High points



Key Points

- We are on track to achieve INR 120 CR.
- We are building organization capabilities to maintain the same rate of growth over the next couple of years.
- We have a good head start in US Market for ARAPL Raas Pvt Ltd, and we have started building resources.

Building Organization



Key Appointments

- **Appointment of CEO (ARAPL).**

We have Appointed Industry Veteran Mr. Mukund Shah as CEO of Affordable Robotic and Automation Limited.

- **Appointment of Separate Manufacturing Head for Car Parking Division (ARAPL).**

Two main verticals of our activity, Automation and Car parking are made separate entities each led by two separate manufacturing heads.

- **Appointments at ARAPL RaaS**

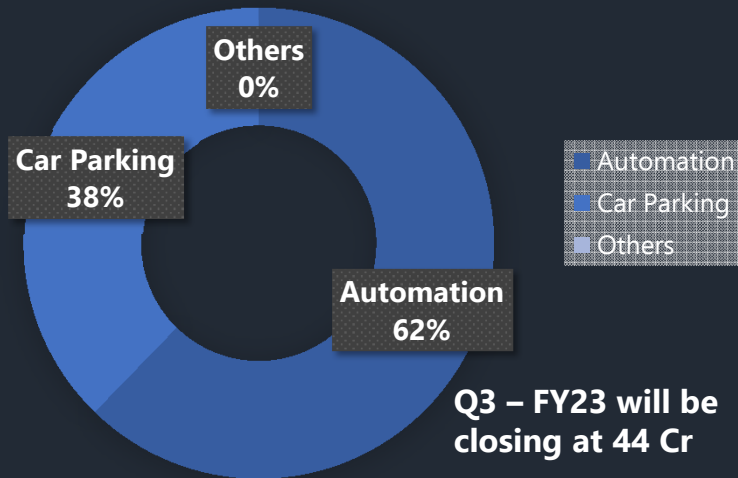
- US Operations currently headed by Milind Padole
- Hired 2 resource in US for Pilot operations
- Hired EnY and Solomon & Company for agreements and Tax consultation for US Transactions
- Hired Investment Banker to raise next fund raise

Financial – Revenue (by Vertical)

Affordable Robotic & Automation Limited

Details of Revenue (in Crores)

1st Half -FY 2022-2023

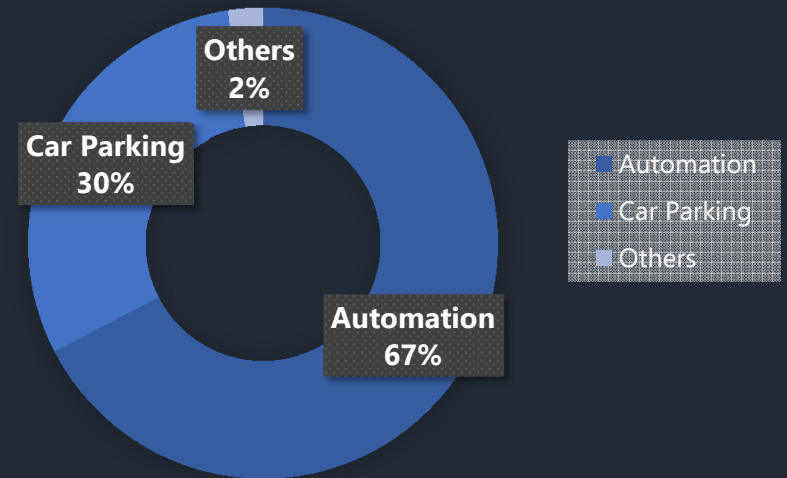


1st Half FY 23 : 18.13 Cr

Total in FY 23 will be 120 Cr

Q3 – FY23 will be closing at 44 Cr

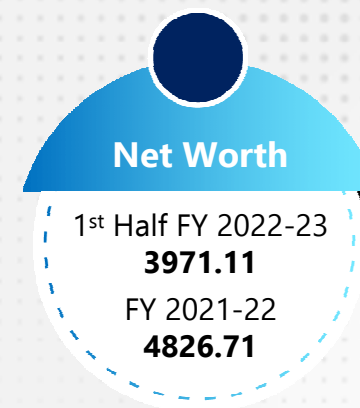
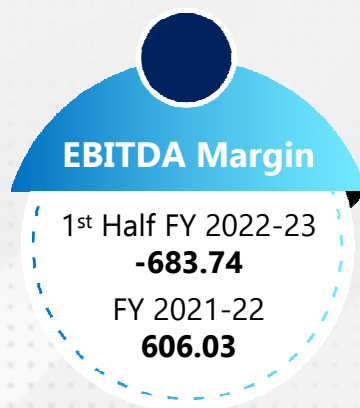
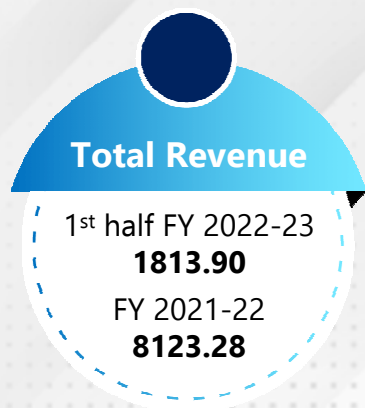
FY 2021-2022



Total FY 22: 81.09 Cr

P & L - Standalone

(Amt in Lakhs)



| Particulars | (Amt in Lakhs) | | | |
|-------------------|-----------------------------------|---------|----------------|------|
| | FY 2022-23 (1 st Half) | | FY 2021-22 | |
| | Amt (INR) | % | Amt (INR) | % |
| Total Revenue | 1813.90 | | 8123.28 | |
| EBITDA Margin | -683.74 | -37.69% | 606.03 | 7.5% |
| Profit Before Tax | -859.60 | -47.39% | 245.68 | 3.0% |
| Profit After Tax | -855.60 | -47.17% | 236.92 | 2.9% |
| Net Worth | 3971.11 | | 4826.71 | |

Key Points



Building Business

- We have executable Orders for the year 2022-23 of INR138 Crore.
- We are gearing up the activities to conclude business worth INR120 Cr For the year FY 2022-23.
- We are focusing in improving the share of High Technology Product for Car Parking Division to improve the margins.



Customer Acquisition

- We continue to enjoy the confidence of large Auto manufactures who have placed large orders in current financial year.
- We are focusing on getting orders from Prominent players in EV manufacturers.

Key Points

How does FY 23 look like?

The Revenue for the year FY 2022-23 is pegged at INR 120 CR (50% Growth YoY). The same growth story will continue for FY 2023-24.

What are Margins forecast vertical wise:

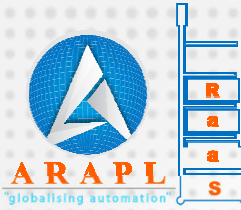
Margins in Automation Division are as expected in the range of 35%.

Margins in Car Parking Division is yet to be improved as the product mix is being changed towards high technology products.

ARAPL RaaS at a Glance.....

- **ARAPL RaaSThe story so far**
 - 1 M + USD raised as seed fund
 - Developed solutions for Dark Store, B2B, B2C - Live display in Experience Zone for customers
 - IP – 2 patents applied for Product and Solutions and 4 in process
 - Software developed for Warehouse Control Systems
 - QR code based navigation robot developed
 - Established subsidiary in US

- **ARAPL RaaSway forward**
 - Preparing for multiple pilots in US
 - Business Development activities in US
 - Showcasing products and solutions to Indian warehousing companies.



Key Points – ARAPL RaaS

How does FY 23 look like?

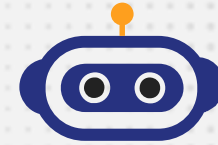
Currently we are doing conditional pilot in US and exploring domestic market.
We are expecting to start generating revenue in FY 2023-24.
Total Revenue Target for the period 2023 to 25 (2 years) is planned to be USD 70 M

What are Margins forecast:

Being a high technology product the expected margin would be upwards of 40%



** MASTERJI.AI The Story so far **



MAXIMUM SCORE WITH MINIMUM TIME

▶▶ **Key Points** ◀◀

We have done soft launch with Class 9 and 10 (in Android version) for CBSE and Class 8 will be live on 15th Jan 2023.

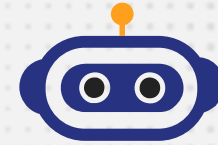
Some Key Features have been added to enhance the overall efficiency of the product and to attract Schools

We are in discussion with 15 Tutions Centres with approx 200+ students for the pilot batch.

IOS version of our app will be launched by Jan 2023



**** MASTERJI.AIway forward****



MAXIMUM SCORE WITH MINIMUM TIME

▶▶ **Going Forward** ◀◀

We are looking to on board 2700 students, for the same we are in discussions with 10 Schools in collaboration with them for their upcoming 2023 New Session.

Partnering with a Performance Marketing Agency in the 1st Quarter 2023 for direct marketing.

Continuing Participation in Various Education Conclaves/Meets for Brand Awareness



ARAPL
"globalising automation"

Thank you



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