

Automation Made Easy
ARAPL



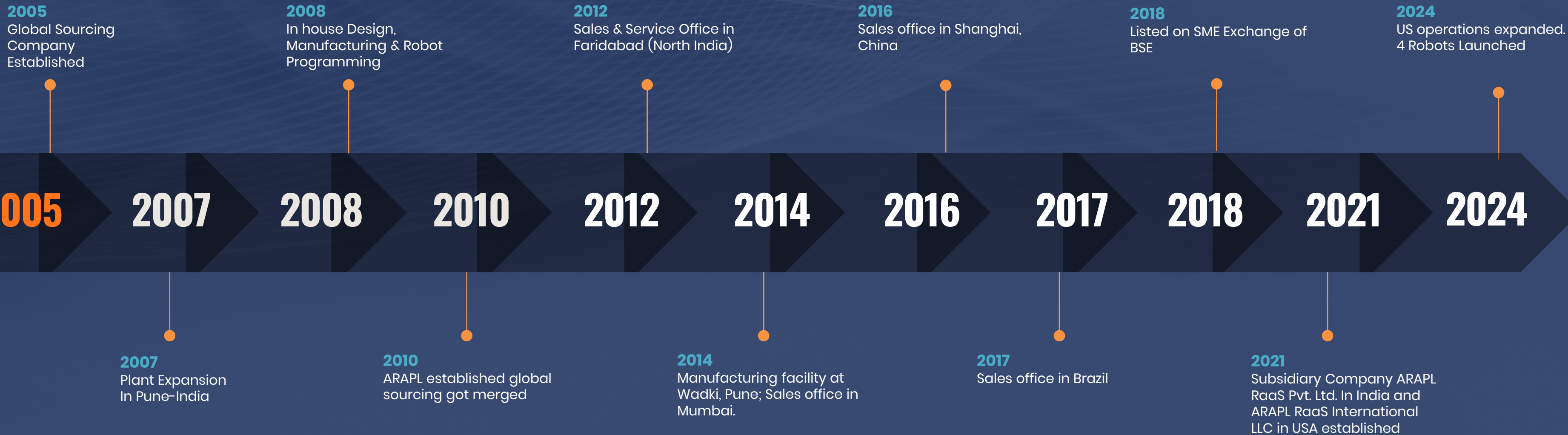
ARAPL
"globalising automation"

AFFORDABLE ROBOTIC & AUTOMATION LIMITED

EARNINGS PRESENTATION

H1 FY 2025

THE JOURNEY



COMPANY OVERVIEW



ARAPL is the 1st robotic company to be listed in Indian stock exchange, valued at ~USD 80 M



17 years since inception
State of the art facility covering 350,000 Sq .Ft. area

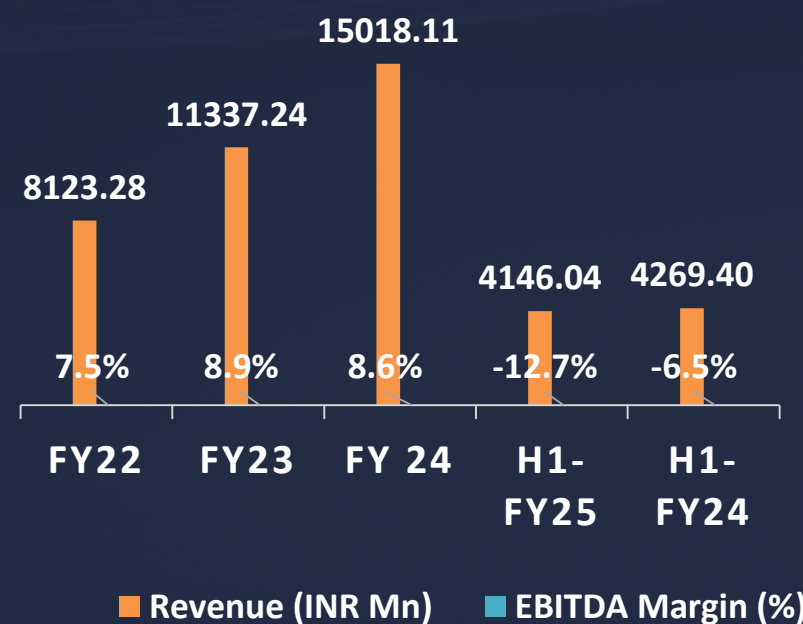


More than 5000 Robots & 10K car park installed in last 10 years. Workforce of 350+.

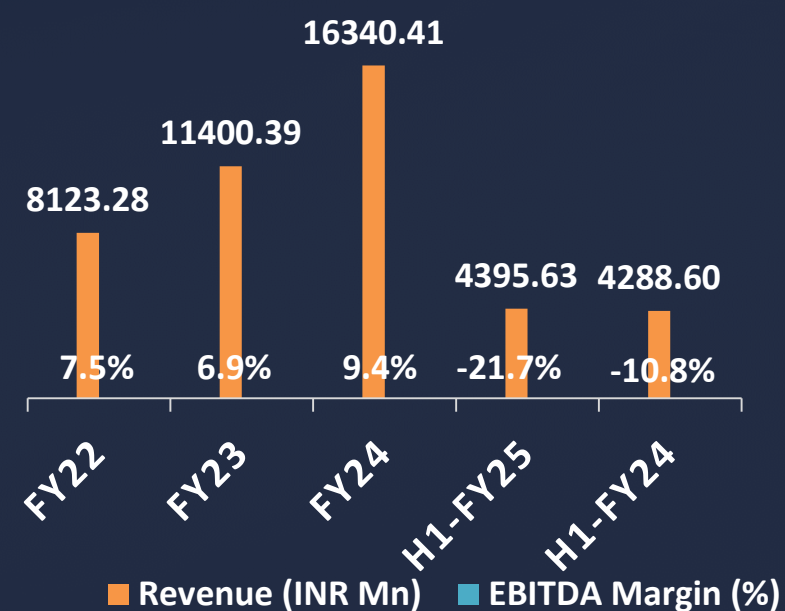


Growth Trajectory
- Proven growth of Min 30% in last couple of Years
- Continuing growth target in current year

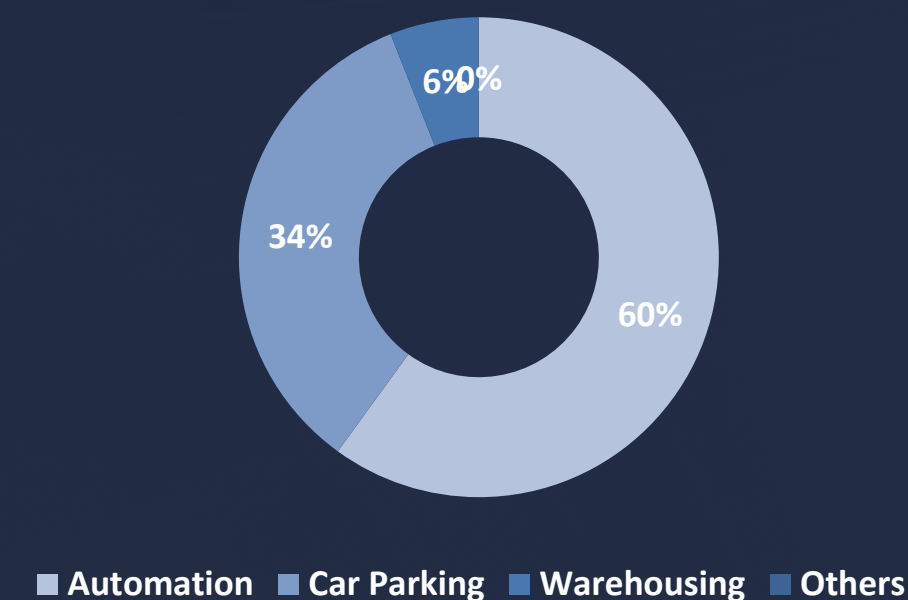
REVENUE & EBITDA - STANDALONE



REVENUE & EBITDA - CONSOLIDATED



VERTICAL WISE REVENUE CONTRIBUTION – H1 FY25



OUR SOLUTIONS

3 KEY ROBOTIC AND AUTOMATION SEGMENTS

Automated Robotic Welding

Automates the welding process to increase accuracy, enhance safety and reduces the through put time. These benefits make the robotic welding process a popular alternative to manual metal joining.



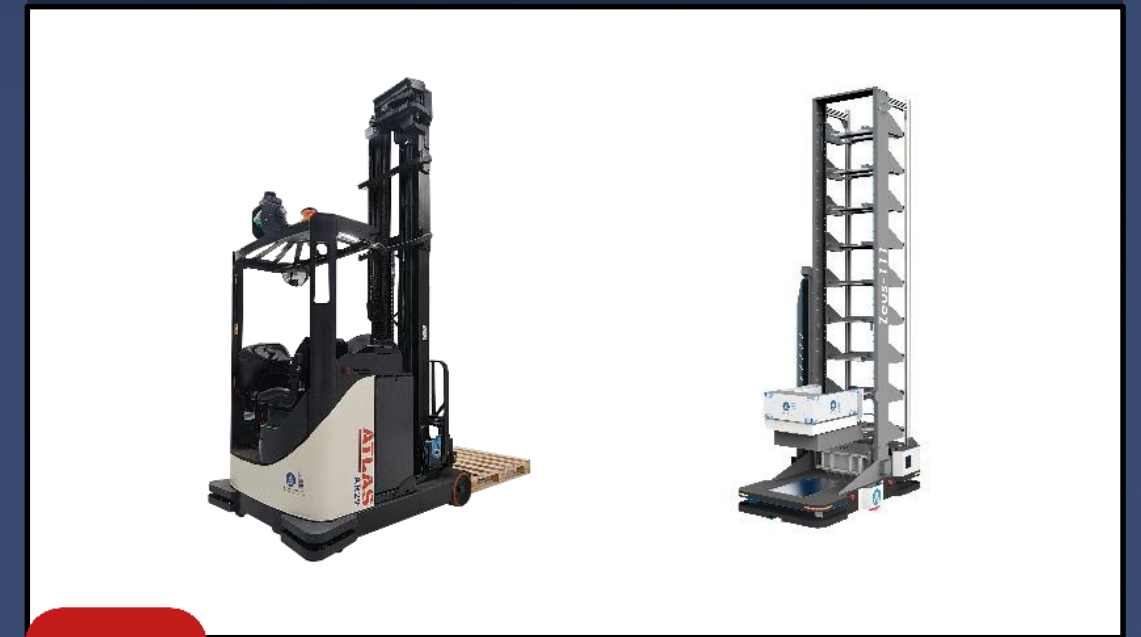
Robotic Multilevel Parking

Providing effective and efficient multi level car parking solutions for urban areas which are densely populated



Warehouse Automation (as a subsidiary)

Warehouse Execution Systems and Robotic Agents built together, creating a unique operating system designed for robots-led fulfillment



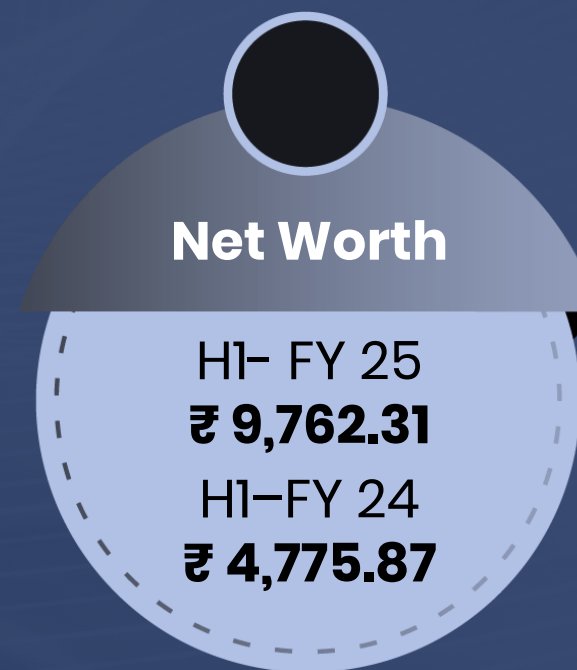
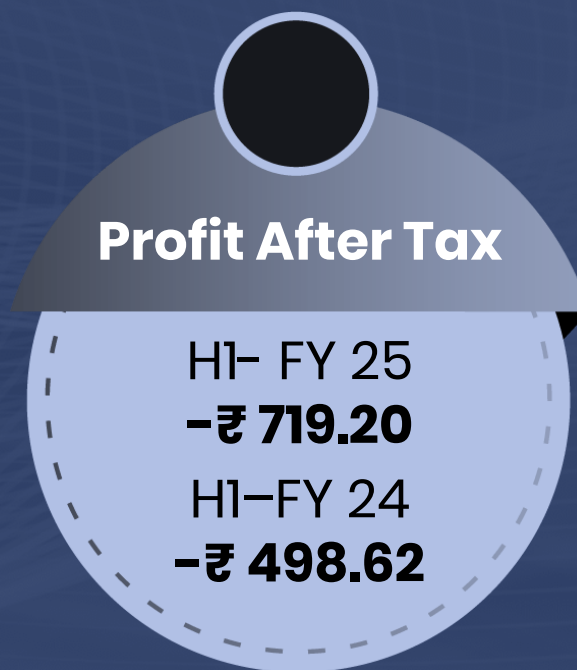
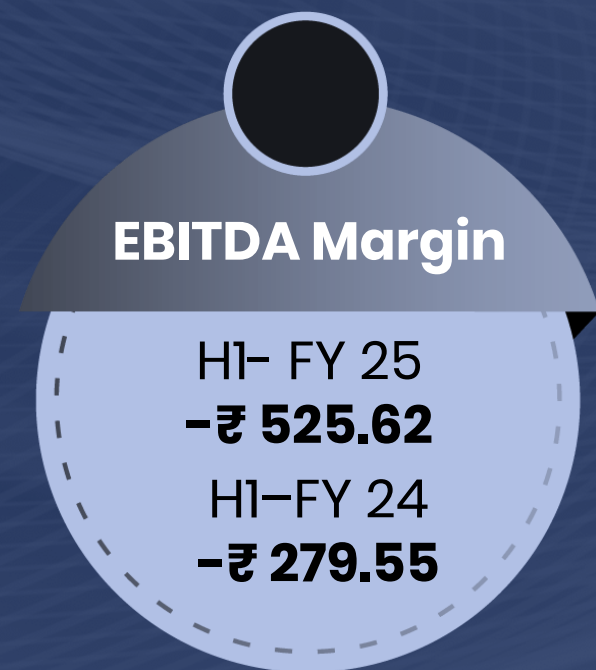
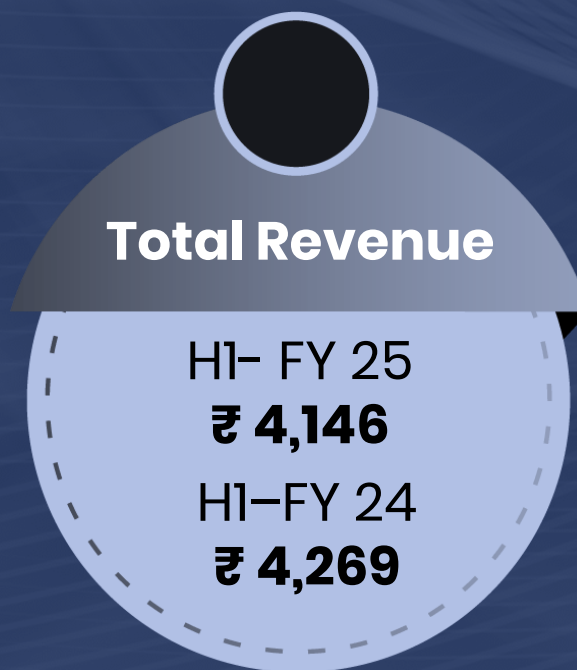
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STRATEGIC OVERVIEW



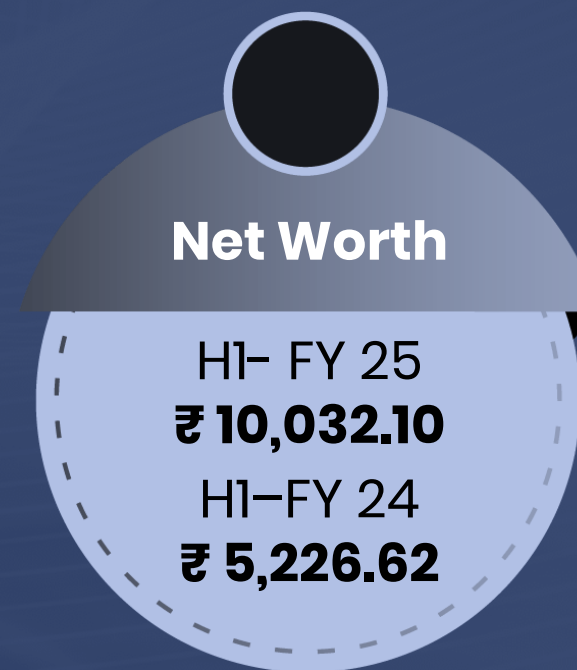
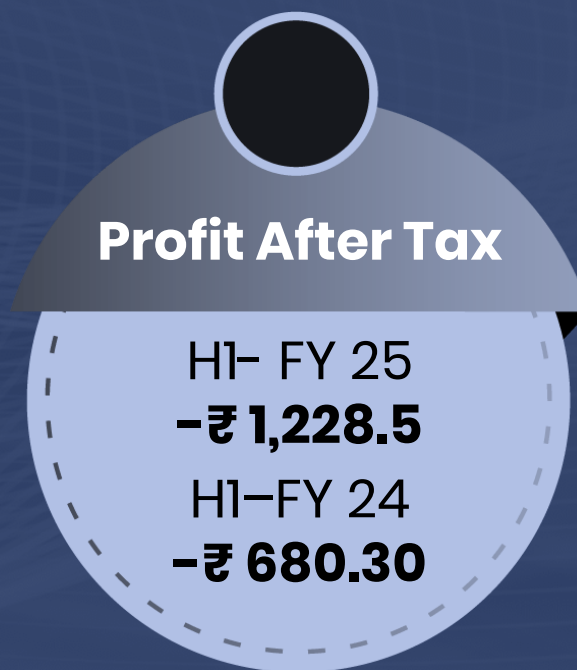
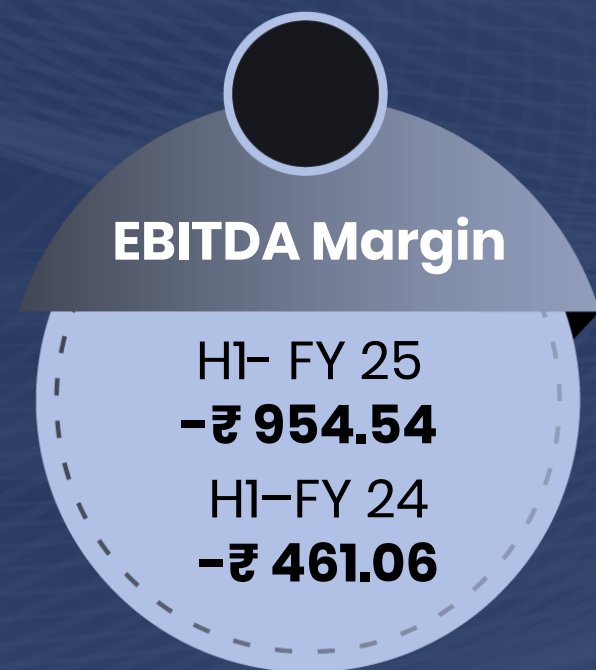
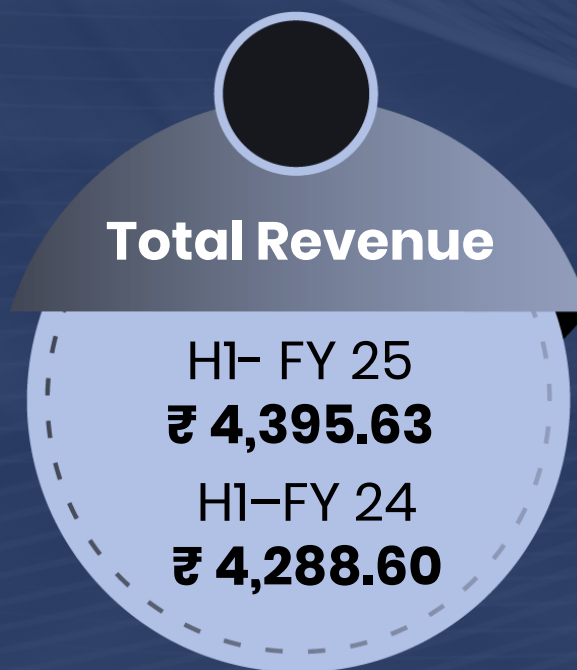
P&L-STANDALONE



Particulars	Standalone					
	FY 2024-25 (H1)		FY 2023-24 (H1)		FY 2023-24	
	Amount	%	Amount	%	Amount	%
Total Revenue	₹ 4,146		₹ 4,269		₹ 15,018	
EBITDA Margin	-₹ 526	-12.68%	-₹ 280	-6.55%	₹ 1,284	8.55%
Profit Before Tax	-₹ 791	-19.08%	-₹ 499	-11.68%	₹ 830	5.52%
Profit After Tax	-₹ 791	-19.08%	-₹ 499	-11.68%	₹ 607	4.04%
Net Worth	₹ 9,762		₹ 4,776		₹ 10,554	

(All amount in Lakhs)

P&L-CONSOLIDATED



Particulars	Consolidated					
	FY 2024-25 (H1)		FY 2023-24 (H1)		FY 2023-24	
	Amount	%	Amount	%	Amount	%
Total Revenue	₹ 4,395.63		₹ 4,288.60		₹ 16,340.41	
EBITDA Margin	-₹ 954.54	-21.72%	-₹ 461.06	-10.75%	₹ 1,533.51	9.38%
Profit Before Tax	-₹ 1228.50	-27.95%	-₹ 680.30	-15.86%	₹ 865.29	5.30%
Profit After Tax	-₹ 1228.50	-27.95%	-₹ 680.30	-15.86%	₹ 642.75	3.93%
Net Worth	₹ 10032.10		₹ 5,266.62		₹ 11,260.60	

H1 FY25 OPERATIONAL HIGHLIGHTS

TILL NOVEMBER 2024

At ARAPL :

- New Customer Acquisition – Orders Worth **INR 30 Crores at ARAPL and INR 33 Crores in RaaS** received. With this our total order book stands **at INR 190 Crores**. Previous year till this period the order book was around **INR 140 Crores**.
- We are launching a new type of robot capable for low volume production.

At ARAPL RaaS :

- Launched **3 Autonomous Battery-Operated Forklifts** in US.
- Booked **\$4M** orders.
- Onboarded COO for India, Mr. Nitin Gupta & COO for Europe, Mr. Harsh Khera.
- Onboarded head of Battery Development.
- Onboarded Marketing Head for East coast and West Coast in RaaS USA.
- Total Team size of RaaS USA now stands at Marketing – 4, Deployment – 3, Pre-sales – 1. This team is lead by Co-Founder Mr. Robinson Philipose who is stationed in USA.

FY25 ORDER BOOKING STATUS

Order Booking Status as on 30.11.2024

Amount (in INR Lakhs)

Verticals	Opening as on 01.04.2024	New Booking	Delivered in H1	Closing as on 30.11.2024
Automation	₹ 2,555	₹ 6,960	₹ 2,629	₹ 6,887
Car Parking	₹ 2,593	₹ 3,401	₹ 1,511	₹ 4,483
Warehousing	₹ 0	₹ 3,570	₹ 250	₹ 3,320
Total	₹ 5,148	₹ 13,931	₹ 4,389	₹ 14,690

DISCLAIMER

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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