



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, Maharashtra, India.

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● CIN : L29299PN2010PLC135298

Date: August 07, 2023

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

Scrip Code: 541402

**Subject: General Disclosure under Regulation 30 of the SEBI (LODR) Regulations,
2015.-Participation in Investor's Conference**

Dear Sir/Madam,

With reference to our previous communication, regarding our participation in conference organized by Philip capital India Private Limited has been attended today with different investors and their analysts. Please find enclosed herewith PPT on which discussions happened. Below is the information of Investors/their analysts, also few senior representatives of Philip Capital were present:

Fund Name	Representatives/Analysts
Edelweiss AMC	Ashish Sood
Nippon life India Mutual Fund	Dhrumil Shah
ICICI Pru Life	Keyur Pandya
Abakkus Investment	Nikhil Gada
MIV Investments - PCG	Sanchit Chawla
Xponent Tribe - ARMG	Sagar Arya
BOI Axa Investment Managers	Piyush Khandelwel
Canara Robeco AMC	Ennette Fernandes
Mahindra Asset Management	Renjith Sivaram
Motilal Oswal AMC	Niket Shah
Kotak Life Insurance	Rohit Agarwal

We will be expecting to meet few more Investors/analysts tomorrow also.

Kindly take the above information on record.

Thanking you,

Yours faithfully,

For Affordable Robotic & Automation Limited

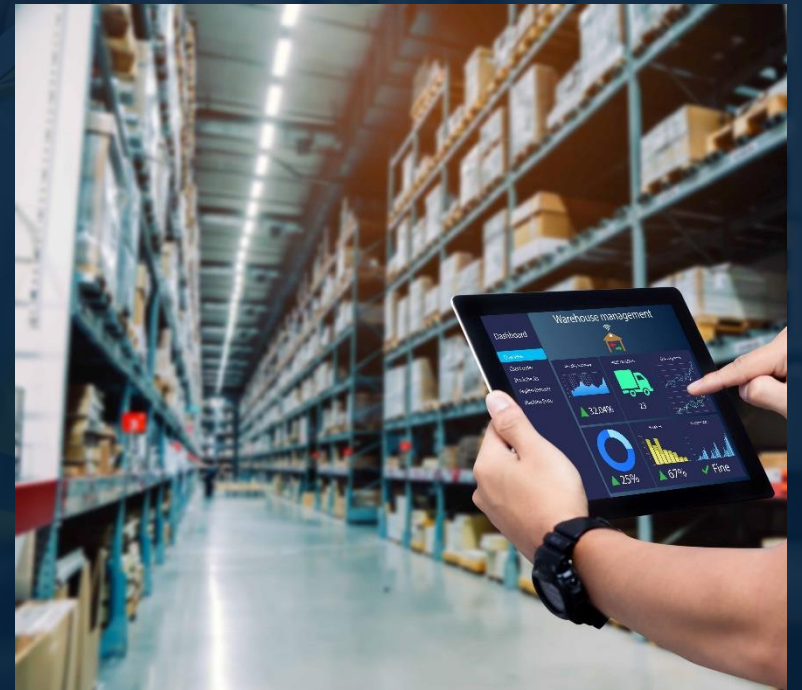
Manohar Padole
Whole-time Director
DIN: 02738236



ARAPL
"globalising automation"

Affordable Robotic & Automation Ltd (ARAPL)

Company Overview – Investor Deck
Aug 2023



INTRODUCTION TO ARAPL



Podcast _ Milind Padole



ARAPL – At A Glance

Key highlights



ARAPL is a 1st robotic company to be BSE listed valued at ~INR 500 Crores



Present in 3 segments – Automated Robotic Welding, Robotic Multilevel Parking & Warehouse Automation (as a subsidiary)



17 years since inception



Entered new segment -Warehouse Automation in 2021



More than 5000 Robots & 10K car park installed in last 10 years



Workforce of 350+ employees



Targeting INR 200+ Crore revenue in FY 2024
- 40% growth last year
- 40% growth target in current year



State of the art facilities covering 200,000 sq ft

ARAPL History & Background

Affordable Robotic & Automation Ltd. (ARAPL) is a Pune, India based company

01

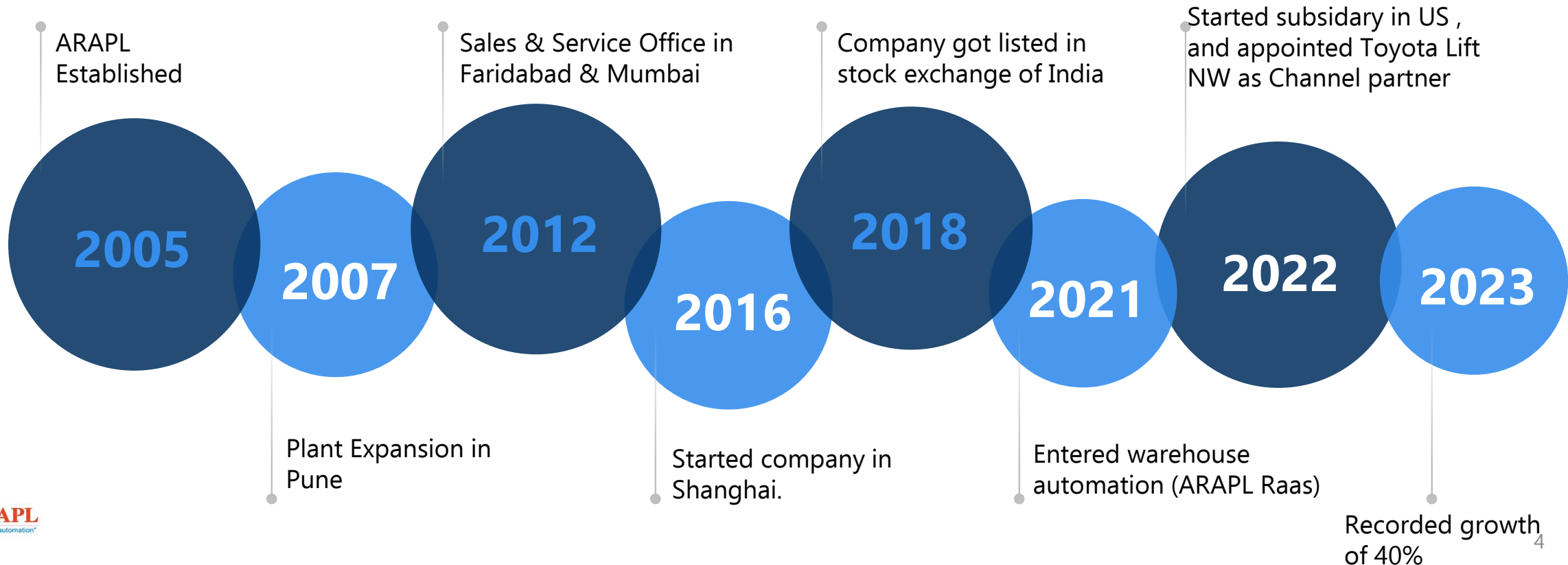
A Leader in automation from more than a decade

02

We serve Automotive, Non-Automotive, General Industries, Real Estate & also the Government Sector

03

ARAPL has a customer base in India, China & other parts of Asia



We are trusted by some of the leading companies in India



Our Solutions

ARAPL is present in 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



Robotic Welding Solutions

01

Improved productivity through standardization and implementing best practices – rev per manpower increased from 30 lakhs to 40 lakhs

02

Tech enhancement - software to control machinery or processes through autonomous systems

03

Hybrid control loop - open control loop that allow for human input & closed control loop which are fully automatic

Different types of robotic line (expertise) expanded from 2 lines to 6 different lines of automation in past 2 years and now plans to expand to 15 lines in the next 2 years with foray into heavy engineering , ship building , and aerospace engg



Single Piece Flow Line Mode Operation



Bus Assembly Welding Fixture of size 12M



Indexing Arrangement for Spot Welding Line



Material Handling System for Line Mode



Handling System for Single Station



Custom made SPM for MIG Welding

Robotic Parking Solutions

Different types of Parking products (expertise) expanded from 3 products to 7 different types of parking in past 2 years and now plans to expand to 10 new product lines in the next 2 years



Puzzle parking



Horizontal Circulation Car Parking System



Rotary Car Parking System



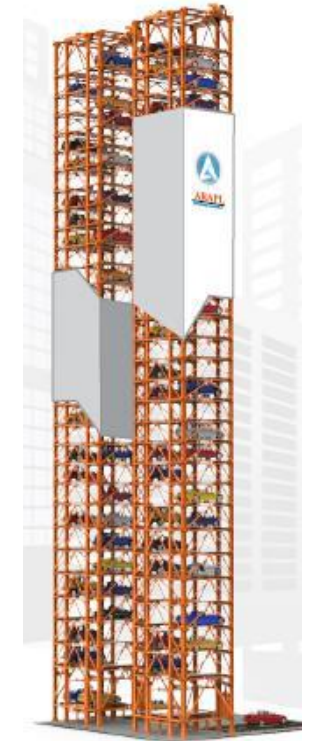
Chess parking



Alley Parking System



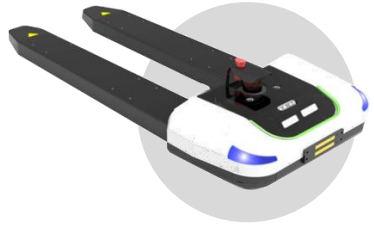
G+1-1 Stacker



Tower parking

Warehouse Automation Solutions – Incorporated as ARAPL Raas (subsidiary)

Offering 4 key products



Maia
Autonomous
Driverless
Pallet truck



Zeus
Autonomous Bin
carrier robot



Atlas
Autonomous
Driverless
Forklift



Hercules
High-speed
autonomous
mobile robot



Key Features

01

Offering Modular and Scalable

Add/shift Robotic Agents with changing scale, formats and locations; compatible with other operators

02

Safety and Compliance

High standards of safety (UL 3100 for automated mobile platform)

03

Heterogeneous

Various Robotic Agents for different processes (Move, Lift, Sort, Pick/Put), payloads and SKUs

Warehouse Automation (ARAPL Raas) – Our Capabilities & Problems Solved



Capabilities

01

8 patents and 3 proprietary software

02

Proven DNA of Robot and tech Building

03

Tech and solution designed for a payback of less than 6 months

04

I-Ware integration ready for plug and play with all key WMS providers like Logiwa, Fishbowl, SVT



Problems Solved

01

Conversion from manual forklift to driverless at no cost – and 6 months payback

02

Customers want automation but not willing to change process

03

Upto 40% saving in Rentals

04

Novelty - Lights out operations, Autonomous forklift, Telescopic Bin Picker,

05

Forklift operators need licence - which is difficult to get

06

Easy of Integration – ready with all key WMS providers

07

Very low productivity - 60 to 100 UPH / per person (we provide 4X increase in productivity)

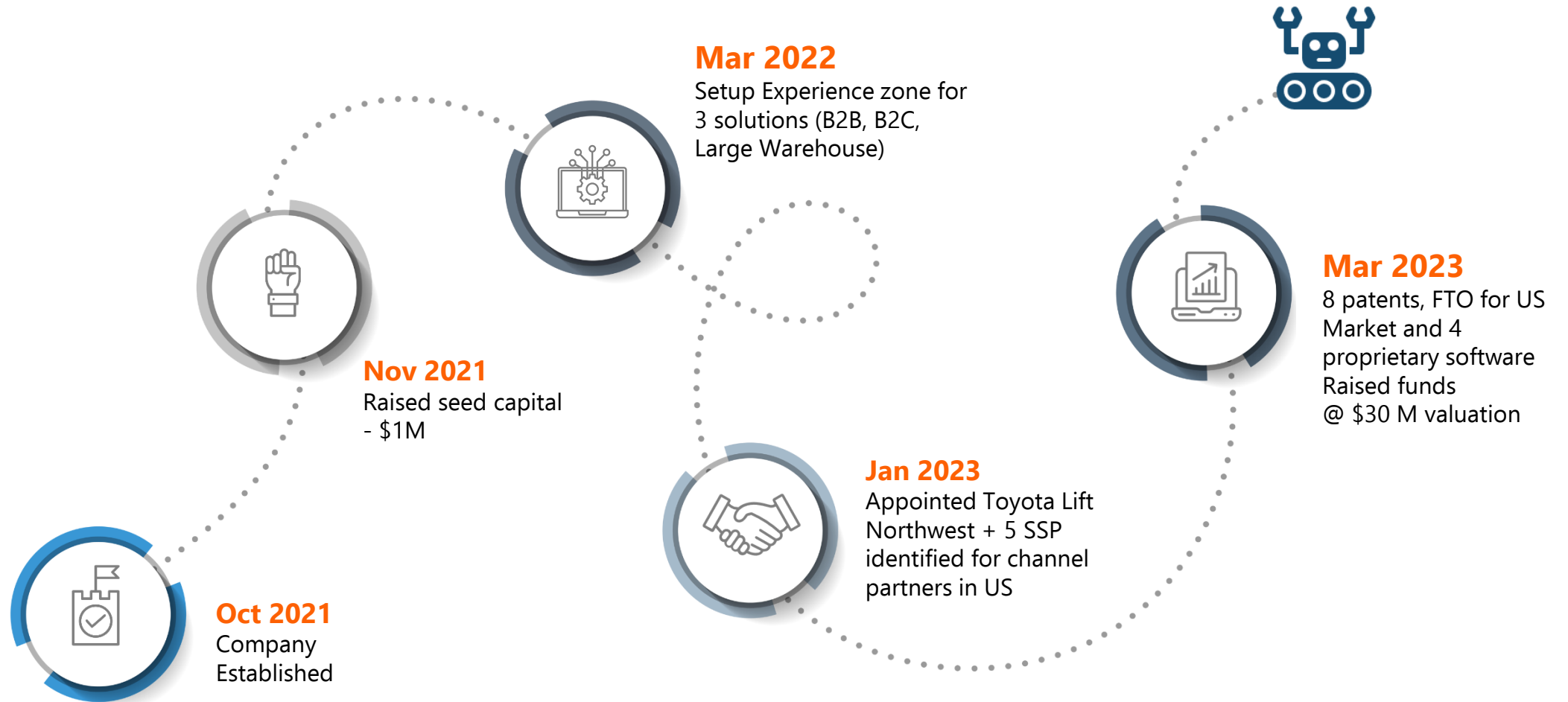
08

Needs up to 70% lesser robots
Saves up to 30% warehouse space

09

Autonomous working
Current robots need human assistance

The journey so far for ARAPL Raas



INVESTMENT HIGHLIGHTS



Investment Thesis

01

LARGE & GROWING MARKET OPPORTUNITY

Heavy engineering to grow exponentially with Robotic welding market to reach \$11.7Bn by 2026

Parking Robotics to grow at a CAGR of ~17.4% to reach \$33.5Bn by 2032

Warehouse automation to grow at 15% and reach \$300Bn by 2027

02

INNOVATION AT CORE; GROWING PATENT PORTFOLIO

Vision based inspection and Heavy engineering welding automation.

AGV based carparking for International Market

Use of in house developed proprietary software to drive robotics in warehouse.

Patents for systems as well as hardware for warehouse solutions.

03

PROVEN GO TO MARKET ENGINE

Focus on warehouse automation in near future with existing businesses growing at 40% CAGR.

Strong relationships already built with dealers and distributors

Next stage would be to build own team for sales and service

04

STRONG FINANCIAL PERFORMANCE & GROWTH ASPIRATIONS

Last year EBITDA grew by 66% and this year expected to grow at 80%

Significant traction with potential clients in warehouse vertical in past 6 months

High level of visibility into revenues over next 12-18 months

05

CORE FOUNDING TEAM WITH DEEP TECHNICAL EXPERTISE

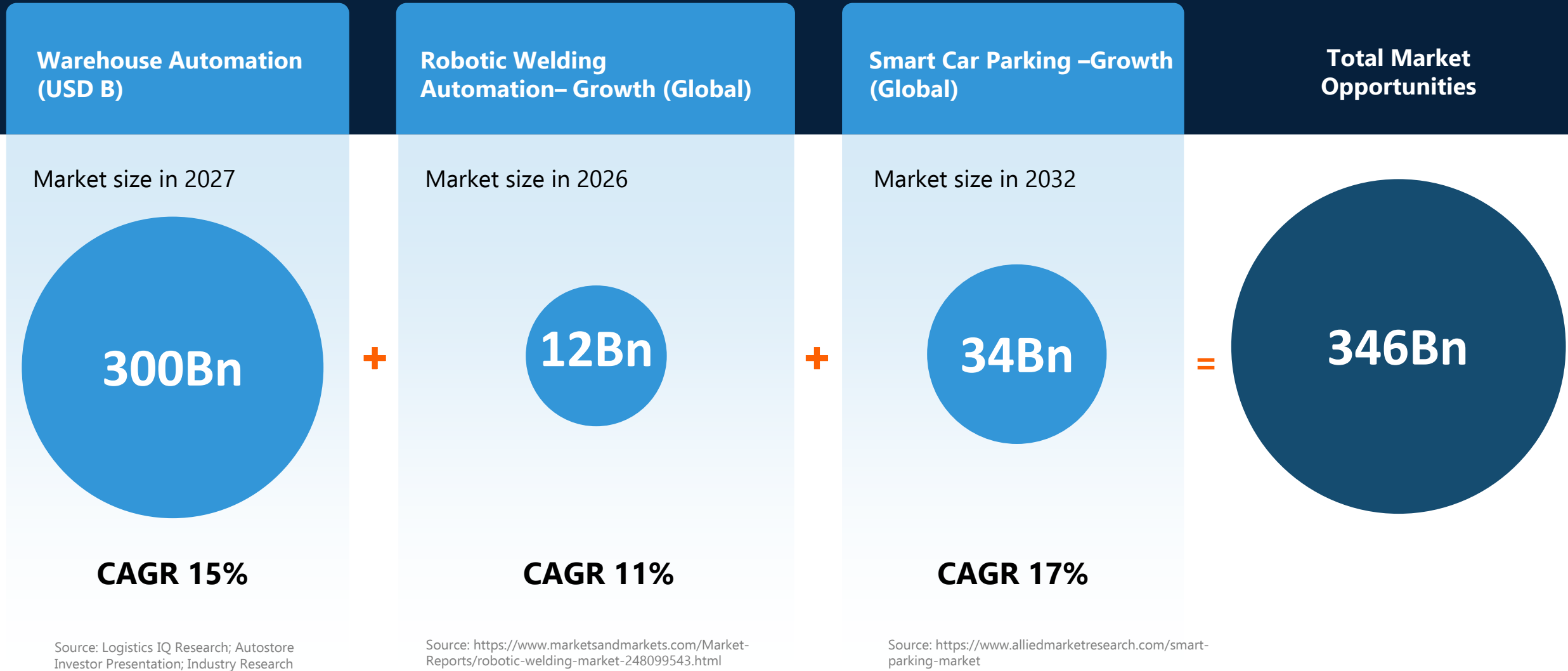
Increased Talent pool in design and tech by 50 people

Core team has significant previous experience in robotics and warehouse design

Team has worked with target clients and understands day to day issues

More than 5000 Robots and 10 K Car park installed

01. Large & Growing Market Opportunity



02. Innovation At Core; Growing Patent Portfolio

Attractive Patent Build Up Driving Innovation

Patent domain	Description
ALGORITHM	High throughput system and method for picking goods from a warehouse inventory
PROCESS	System and method for Smart Stock Reorganization
PROCESS	System and method for Smart Stock Audit
UTILITY	Multi-core Carousel - Auto item retrieval & 30% Space saver system
ALGORITHM	Order Fulfilment Method -Micro fulfilment high throughput in less manpower method
PROCESS	Automated system and method for transferring and storage of goods to a warehouse inventory
PROCESS	An integrated system of robot assy and a method thereof



4 Proprietary Software (iWare developed as umbrella technology)

QR code Navigation

Specifically designed for Autonomous Mobile Robots (AMR), enables seamless navigation and location tracking by utilizing QR codes.



WMS extend

WMS (Warehouse Management System) is primarily designed for managing various aspects of warehouse operations, including inventory management, order fulfillment, and resource allocation



WCS extend

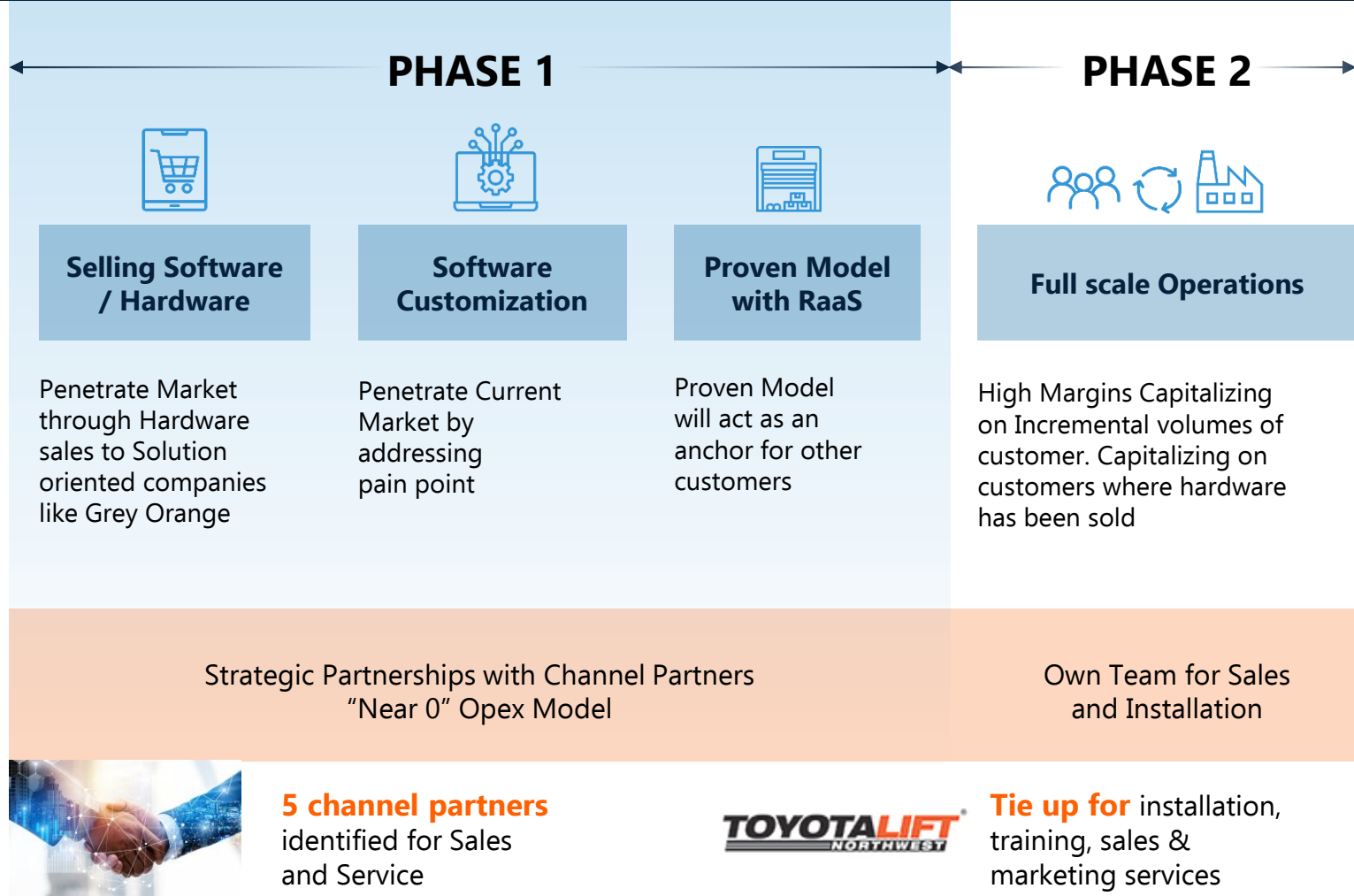
WCS (Warehouse Control System) plays a crucial role in controlling and coordinating automated systems such as robots, conveyors, and AGVs within the warehouse, ensuring efficient material flow and optimal utilization of these systems



RCS

RCS (Robot Control System) is a specialized software system designed to control and coordinate the actions and behaviors of robots. It provides the necessary algorithms, logic, and communication protocols to facilitate robot movements

03. Proven Go To Market Engine

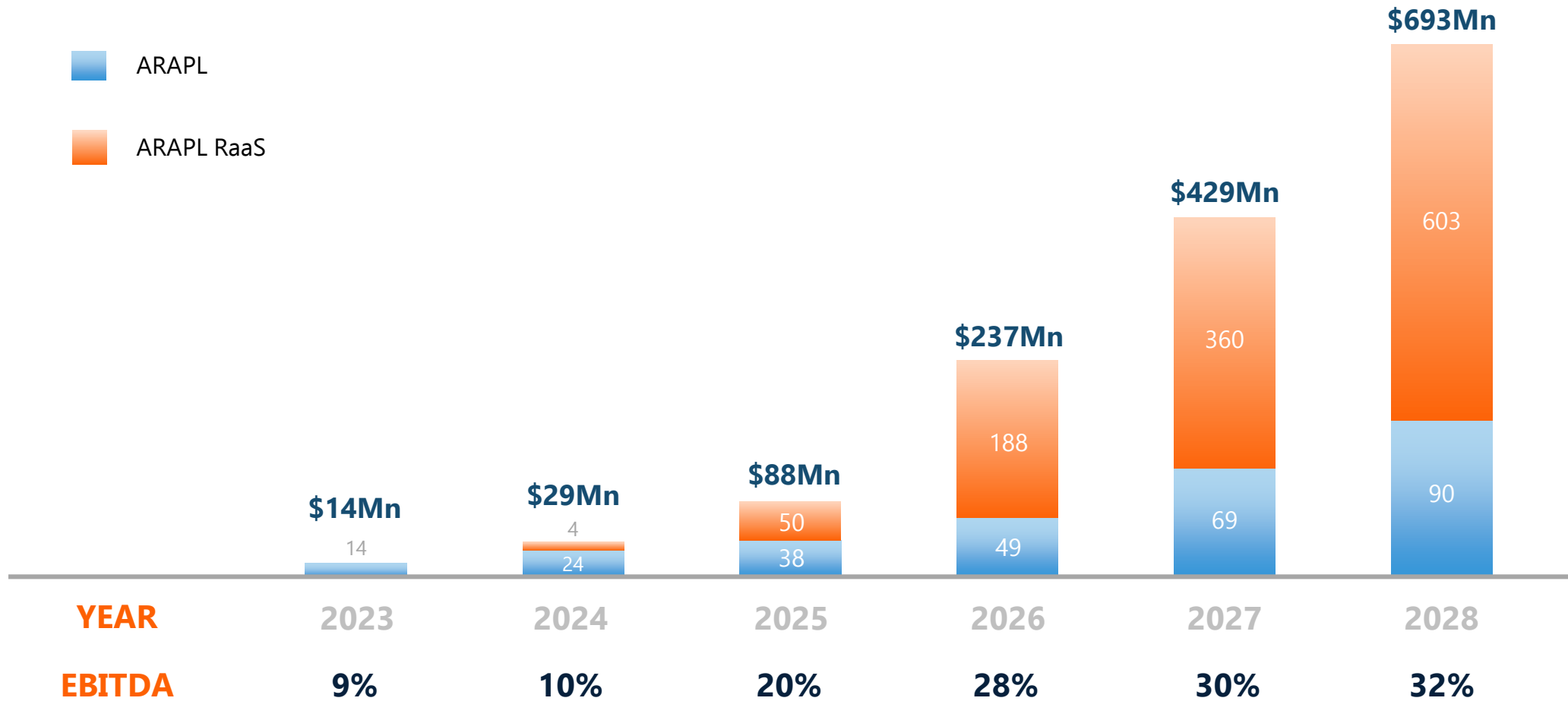


Additional Customer Channels*

SAIL - Solution for Autonomous Interconnected Logistics

Complete autonomous Solution for Logistics including Port automation

04. Strong Financial Performance & Growth Aspirations (Revenues & Margins)



Competition



AMRs for Order Fulfillment



Description	Autonomous Robots	Cobots	Autonomous Robots	Cobots
Business Model	RaaS/ CapEx	CapEx to Raas	CapEx	CapEx
Lights Off Operations	●	●	●	●
Space Savings	●	●	●	●
Productivity Enhancement	4 X	1 X	2 X	2X
No of SKU per Trip	9	NA	4	1
Height of Storage (ft)	24	8	14	14
Transparent & Real-time Visibility	●	●	●	●

05. Founding Team – Deep Technical Expertise



Milind Padole

Founder

Milind Padole strength - Big thinking , Vision , future readiness, design , risk taking appetite

- BTech from VJTI ,and underwent warehouse design program at IIM Ahmedabad.
- Hands on experience in deploying 2000 robots for Ford in Germany in 1999.
- Introduced welding robotic automation in India when India had zero robotic market penetration.
- Introduced new vertical of carparking and material handling.
- Promulgated future readiness by developing advance modules for robot like navigation, Natural language processing , vision in robots.
- Launched ARAPL RaaS with the idea of productizing automation for scalability and growth.



Robinson Philipose

Co-Founder & CEO

Robinson key strength – worked in 3PL and Big Bazar. finance acumen, algorithm architecture .execution , resourcefulness , adaptability , data analytics crunching and interpretation

- Masters in Business and honed skills at **Insead** (top 10 business school in the world)
- Hands on exposure to warehousing at then India's largest retail Big Bazar
- Introduced multiple modules of inventory management system line DMS, CMS, in Asian countries
- Exposure to handling large scale business operations of \$500 M per year
- Worked with key brands like Big Bazar; airtel, tata & Telenor.

Team & Bios



M.L. Shah
CEO

A highly accomplished industry expert with over four decades of experience, having excelled in competitive environments at reputed organizations. With a focus on growth, transformation, and cost reduction, he possesses multidisciplinary expertise and a track record of delivering exceptional results. He was a Group President in a large tier 1 company resulted in significant turnover growth and EBITDA expansion,



Amol Deshpande
Head Marketing
Robotics and controls

A highly experienced professional with over 30+ years of extensive expertise in BIW, Launch, Project Management, Quality Management, and TQM. Possessing a diverse career in major OEMs and MNCs of the automotive industry, including TATA Motors, M&M, and Magna, where he has held leadership and responsible positions.



Satish Chavan
Director Operation -
Automation

An accomplished professional with more than 25 years of experience in automation, product development, robotic welding assembly lines, quality management, and operations. Possessing a wealth of cumulative knowledge and strong leadership skills, he is a valuable asset in driving innovation and ensuring organizational success. His extensive working experience with large OEMs like GM, Ford and M&M further highlights his expertise in the industry.



Vinod Kudake
VP Car Parking Projects &
Installation

A competent professional with 25+ years of extensive experience in the Automobile sector, specializing in managing the entire gamut of activities in Product Lifecycle Development. Demonstrated expertise in design, manufacturing, and assembly of Vertical Car Parking Solutions.



Chetan Pathak
AVP -Car Parking
Operation

More than 14 years diverse experience in operations, auto manufacturing, procurement, product development, and business development costing indicates a well-rounded career in the automotive industry.



Nitasha Panigrahi
Director Commercial

Long association with the company and their vital roles in commercial handling and marketing suggest that they have been an influential figure in the organization's journey. Their in-depth knowledge of the company's history, culture, and operations can also be a valuable asset in ensuring continuity and maintaining the company's vision and values



Chetan Dake
GM Design -
Automation

A skilled professional with expertise in BIW (Body-in-White) welding process design and welding fixture line design. Proven experience in managing and implementing welding solutions for both 3-wheeler and 4-wheeler vehicles, including Electric Vehicle (EV) projects.



Deepak Pote
GM - Robotics and
controls

An accomplished expert with over 20+ years of experience in Automation robotics and PLC controls, demonstrating proficiency in working with a wide range of PLC systems and communication modes. A seasoned professional who has successfully executed diverse automation projects, leveraging in-depth knowledge in robotics and PLC technology to optimize industrial processes.

Team & Bios



Ashish Nikam
Head – Customer Solutions

More than 15 Years of experience in Automation Process, Design & development of Material Handling, Welding Robotic lines, Car Parking Expertise in Lean manufacturing



Pavan Rajput
Head - Software Engineering

More than 12 years of experience delivering numerous software & product development projects across a wide range of industries like E-commerce, Edutech, Fintech and Medtech.



Sachin Joshi
Head - Projects
US Operations

More than 2 decades of experience managing various Projects in USA



Parag Dighe
Chief Administrative Officer
US Operations

More than 2 decades of experience managing digital strategies, digital offerings, large engineering teams, project

Leadership Represent Reputed Enterprises & Educational Institutes





THANK YOU