



## **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: January 11, 2025**

**To,**

**BSE Limited**

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort,

Mumbai – 400 001

**BSE SCRIP CODE: 541402**

**To,**

**NSE Limited**

“Exchange Plaza”,

Bandra – Kurla Complex,

Bandra (EAST), Mumbai – 400051

**NSE SYMBOL: AFFORDABLE**

**Subject: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

With reference to the subject captioned, we wish to update you regarding our communication dated January 9, 2025, in which the company had previously informed about Mr. Rahul Milind Padole, Director of Affordable Robotic & Automation Limited, participating as a guest speaker at the event “BHARAT 3.0 – Emergence of Mega Trends”. The event took place today, January 11, 2025, at Sahara Star, Mumbai, from 9:30 AM to 5:00 PM, and was hosted by Avinya Global Ventures.

During the event, Mr. Rahul Padole delivered a presentation and engaged with attendees through an interactive session focused on the robotics sector. The presentation shared at the event is attached for your reference.

We kindly request you to take this intimation on record.

Thank you.

Yours faithfully,

**For Affordable Robotic & Automation Limited**

**Ruchika Shinde**

**Company Secretary**



in ASEAN, Australasia & India

# ARAPL RaaS

*Artificially Intelligent*



ARAPL RaaS International LLC

Incubated by CII Initiative - Centre for Innovation Incubation & Entrepreneurship

(IIM Ahmedabad)



# AGENDA

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## Company Overview

About ARAPL & ARAPL RaaS

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Our Trusted Clientele

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Think, Observe, Learn, Move

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Real world and the Virtual World

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AI, ML, Deep Learning

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## Our Journey into Robotics

How did we contribute to robotics

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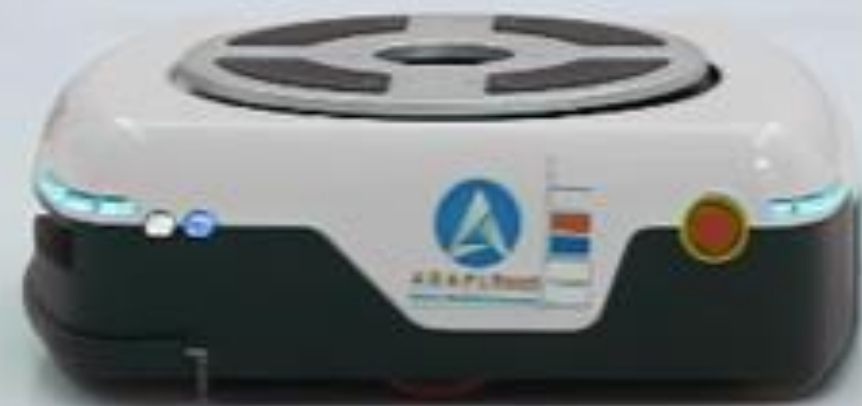
## Large & Growing Market Opportunity

Huge Market Potential

11

## Proven Go To Market Engine

The Strategic Move





# COMPANY OVERVIEW



ARAPL is the 1<sup>st</sup> robotic company to be listed in Indian stock exchange, valued at ~USD 100 M



17 years since inception  
State of the art facility covering 350,000 Sq .Ft. area  
Workforce of 400+.



Welding automation  
Robotic Multilevel parking automation.

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



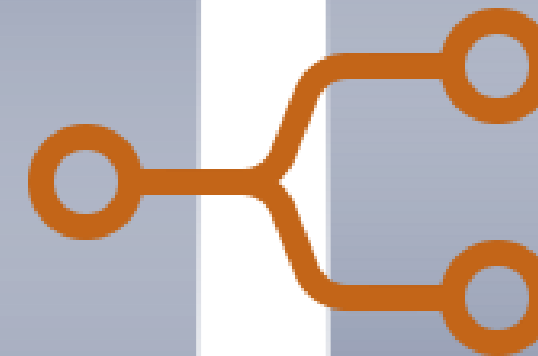
Growth Trajectory  
- Proven growth of Min 30% in last couple of Years  
- Continuing growth target in current year



Subsidiary of ARAPL  
83% ARAPL Holdings  
17% Investors + Cofounders



Warehouse Automation Products  
Presence in USA & Europe



# MARQUEE CLIENTELE



# OUR SOLUTIONS

3 key robotic and automation segments

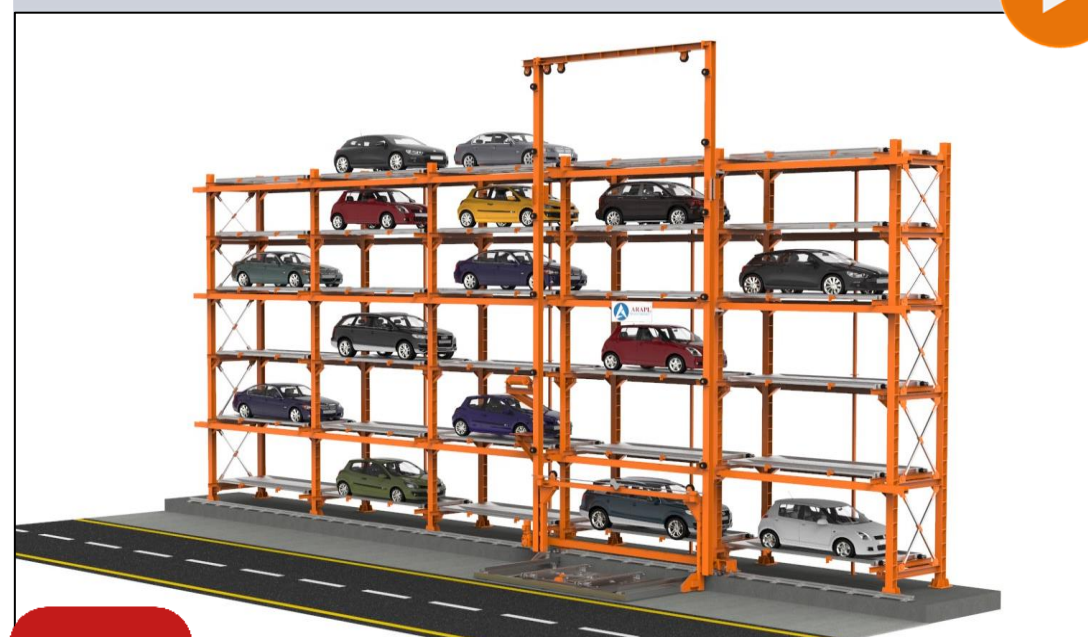
## Automated Robotic Welding

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.



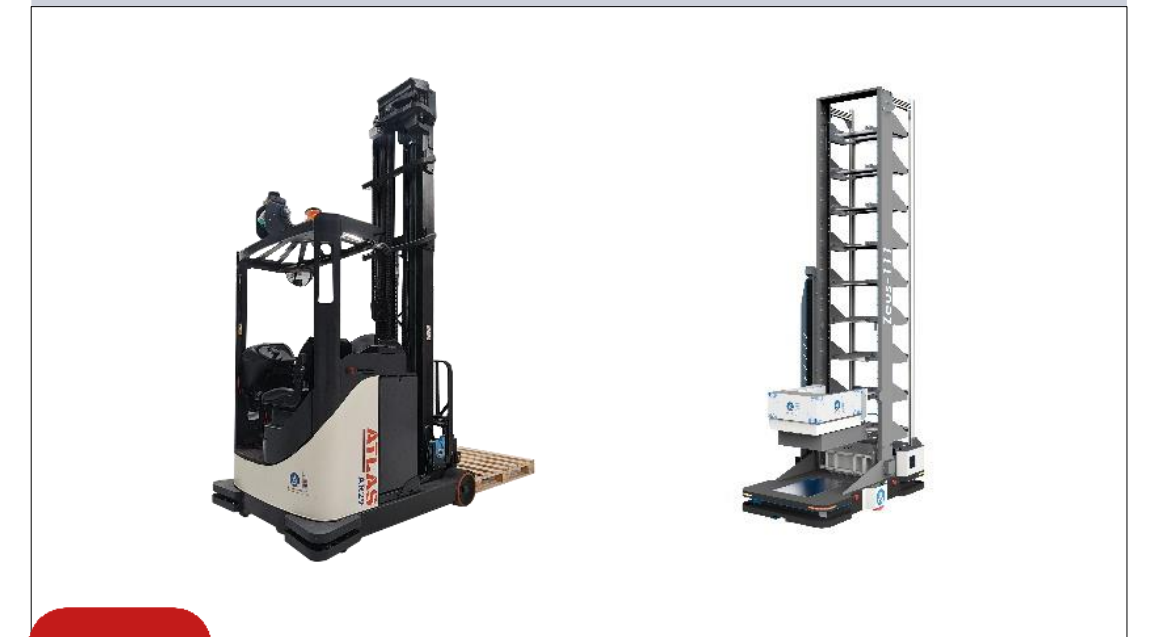
## Robotic Multilevel Parking

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





# ROBOTS VS HUMANOIDS

## Evolution of Robots & Humanoids

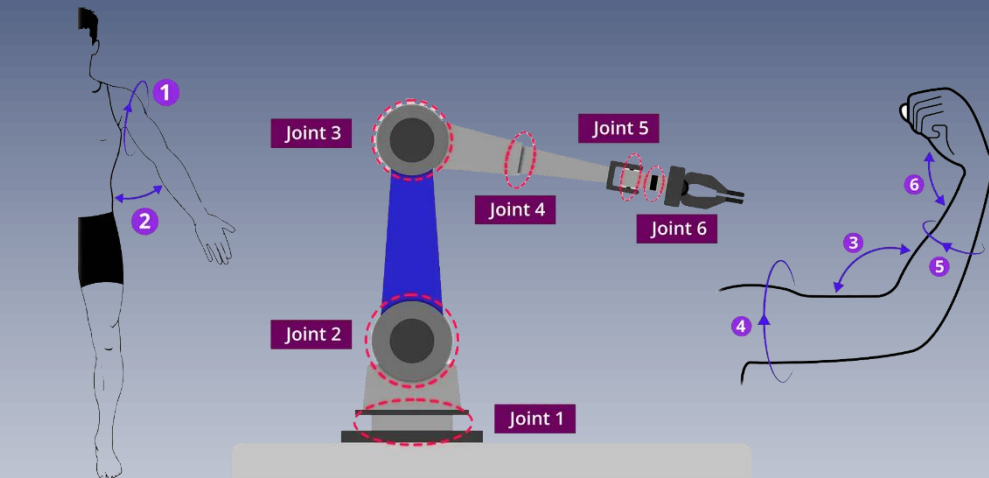
### Robots

A robot is a machine capable of executing a complex series of tasks automatically with utmost speed & precision

The essential characteristics of robot includes sensing, movement, power & intelligence.

A robot comes in variety of shapes & sizes

The first programmable robot was an industrial robot named UNIMATE

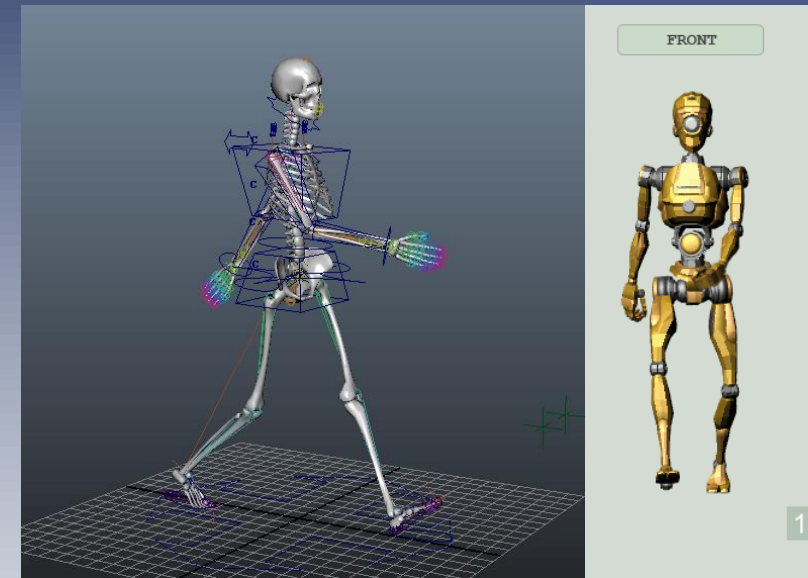


### Humanoids

A humanoid is a robot with human like appearance that allows interaction with tools or environments made for humans

The defining characteristics of humanoids are to perform a complex series of physical tasks & to operate tools & manipulate objects designed for humans

The world's first humanoid robot to be able to communicate with humans was WABOT-1



# HUMAN ATTRIBUTES IN ROBOTS

Think, Observe, Learn & Move



## HUMAN BRAIN



VISION



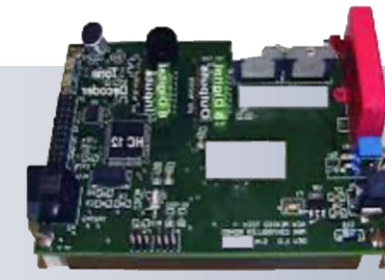
HEARING



SPEECH



MOTION



## CONTROLLER

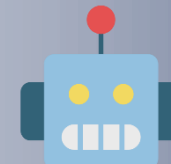
PERCEPTION



NLP



LLM/SLM



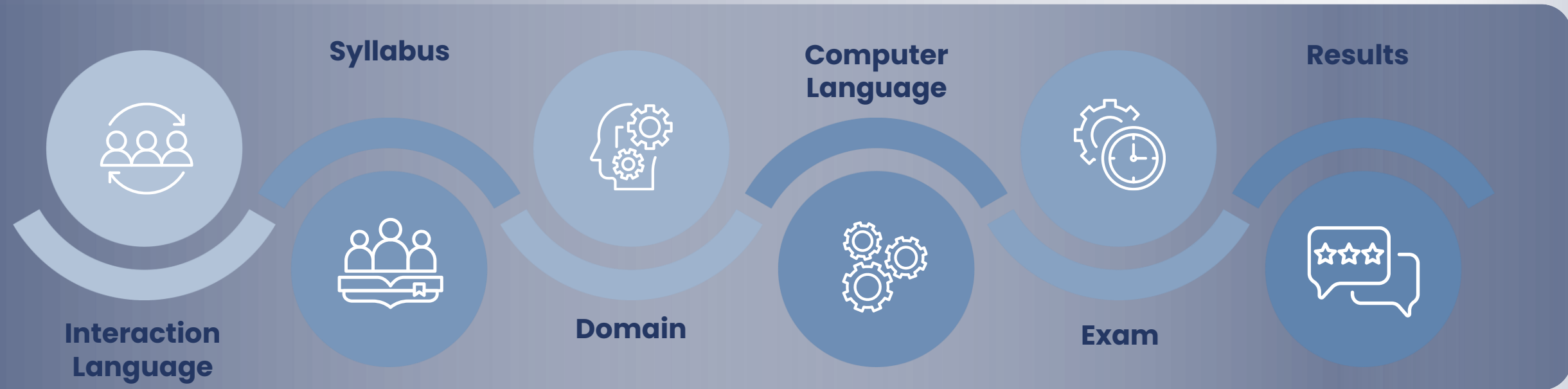
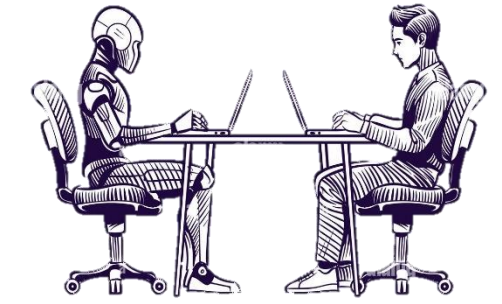
Natural/SLAM & QR Nav



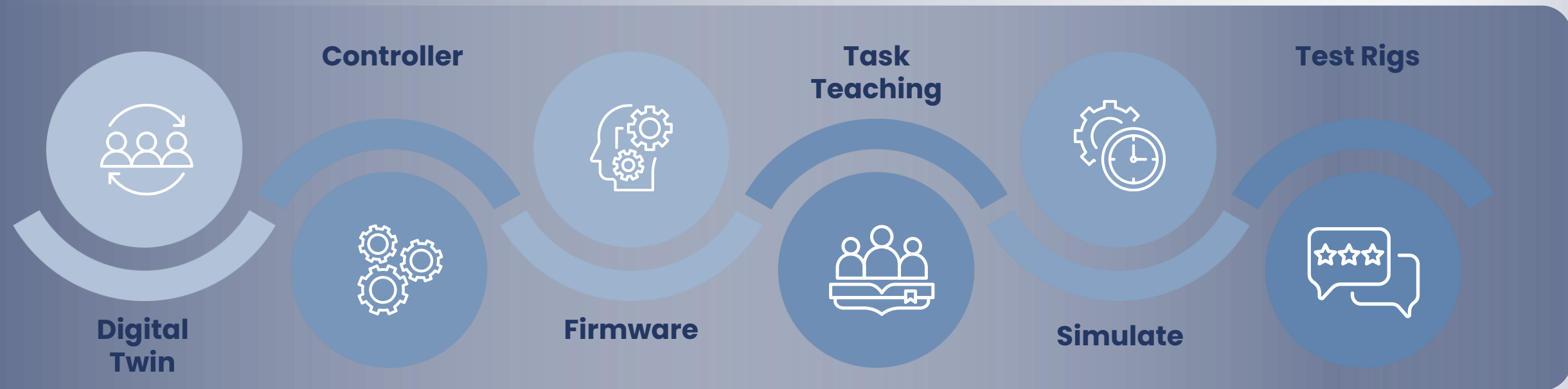


# SOFTWARE BOTS

Simulation, Bots, Digital Twins



**HUMAN  
LEARNING  
CURVE**



**ROBOT  
LEARNING  
CURVE**

# ADJECTIVES OF ROBOTS-AI,ML,.....

Continuous Learning Made **Them** **Wiser**



## HUMAN

INTELLIGENCE  
QUOTIENT



LEARNING  
FROM PEERS &  
FRIENDS



SEARCHING  
INFO FROM  
INTERNET



DOING  
RESEARCH



## ROBOTS

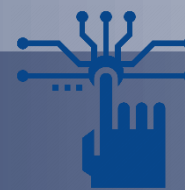
ARTIFICIAL  
INTELLIGENCE



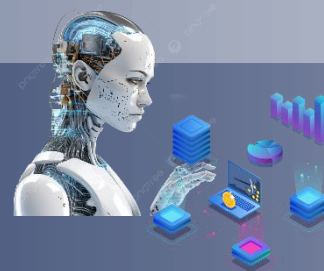
MACHINE  
LEARNING



DATA  
MINING



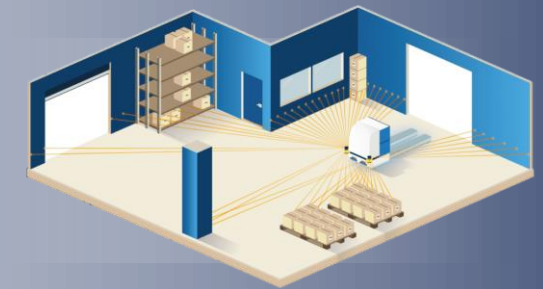
DEEP  
LEARNING



## ARAPL's ENGINES

### OR AI ENGINE

Enables Robot To Choose Shortest Path



### ML ENGINE

Enables Cross Learning Amongst Robots. One trained Robot Trains All The Other Robots Globally



### DATA MINING

Analyzes Relevant Inventory Data

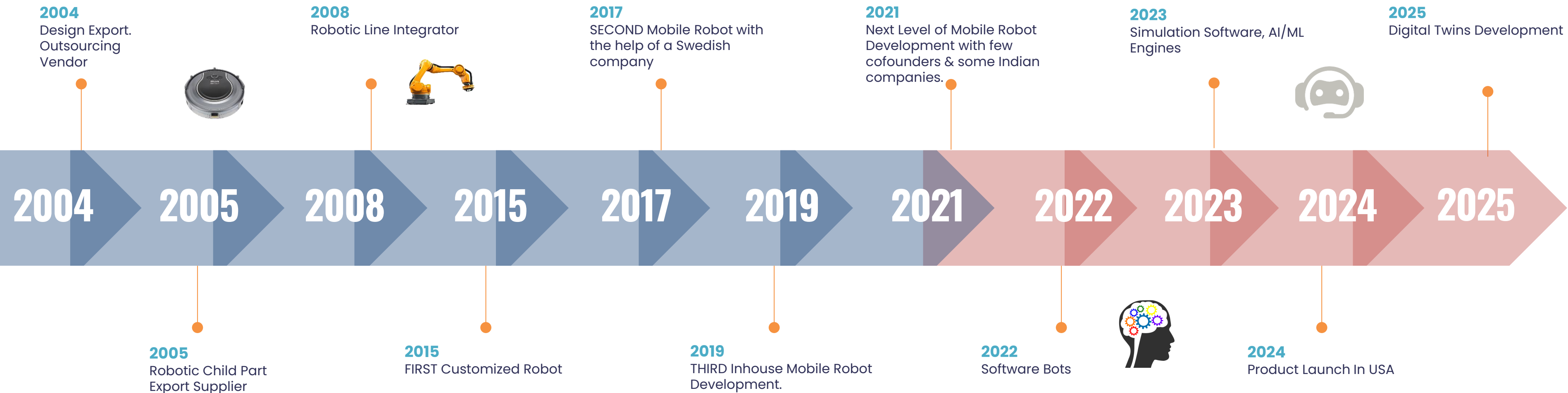


### DEEP LEARNING

Analyzes Seasonal Inventory Data



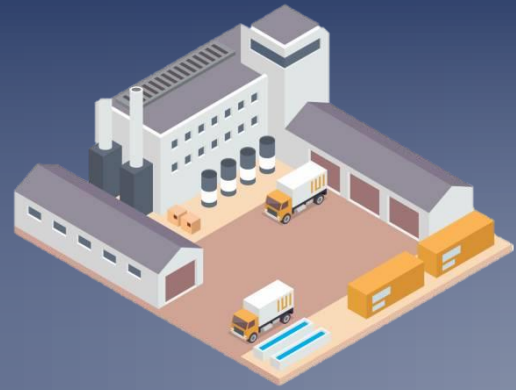
# OUR ROBOTIC JOURNEY





# OUR VISION

Solution for  
Autonomous  
Interconnected  
Logistics



**FACTORY**



**PORT AUTOMATION**



The port automation by ARAPL RaaS is a seamless orchestration of intelligence of machines. Cutting age AMR's in combination impart to the complete port automation. Autonomously navigating from multiple gamma rays gates they assure of safer and swifter delivery of the truck loading.



**WAREHOUSE**



ARAPL RaaS is a pioneering force in the world of autonomous forklifts.

We revolutionize logistics with intelligent, driverless forklifts that maximize efficiency, improve safety, and lower operational costs



**LAST MILE**



**OUR CENTRALIZED  
SOFTWARE  
SYSTEM**



**9 PATENTS, 3  
PROPRIETARY  
SOFTWARE SYSTEMS**

# LARGE & GROWING MARKET OPPORTUNITY

## WAREHOUSE AUTOMATION

Market size\* in 2032

\$ 300 B

CAGR 15%

Source: Logistics IQ Research; Autostore Investor Presentation; Industry Research  
\* Includes potential sales of manual forklift and reach trucks



## Robotic Welding Automation – Growth (Global)

Market size \* in 2032

\$12 B

CAGR 11%

Source: <https://www.marketsandmarkets.com/Market-Reports/robotic-welding-market-248099543.html>



## Smart Car Parking –Growth (Global)

Market size \* in 2032

\$ 34 B

CAGR 17%

Source: <https://www.alliedmarketresearch.com/smart-parking-market>



## Total Market Opportunities

\$ 346 B

### GreyOrange - Industry

The global AI in logistics market reached USD 7.96 billion in 2022. Straits Research's forecasts project significant growth to USD 238.89 billion by 2031, featuring a robust compound annual growth rate of 45.93% over the 2023–2031 forecast period. The key drivers of this expansion are the increasing demands of the e-commerce industry and the expanding global trade scene.

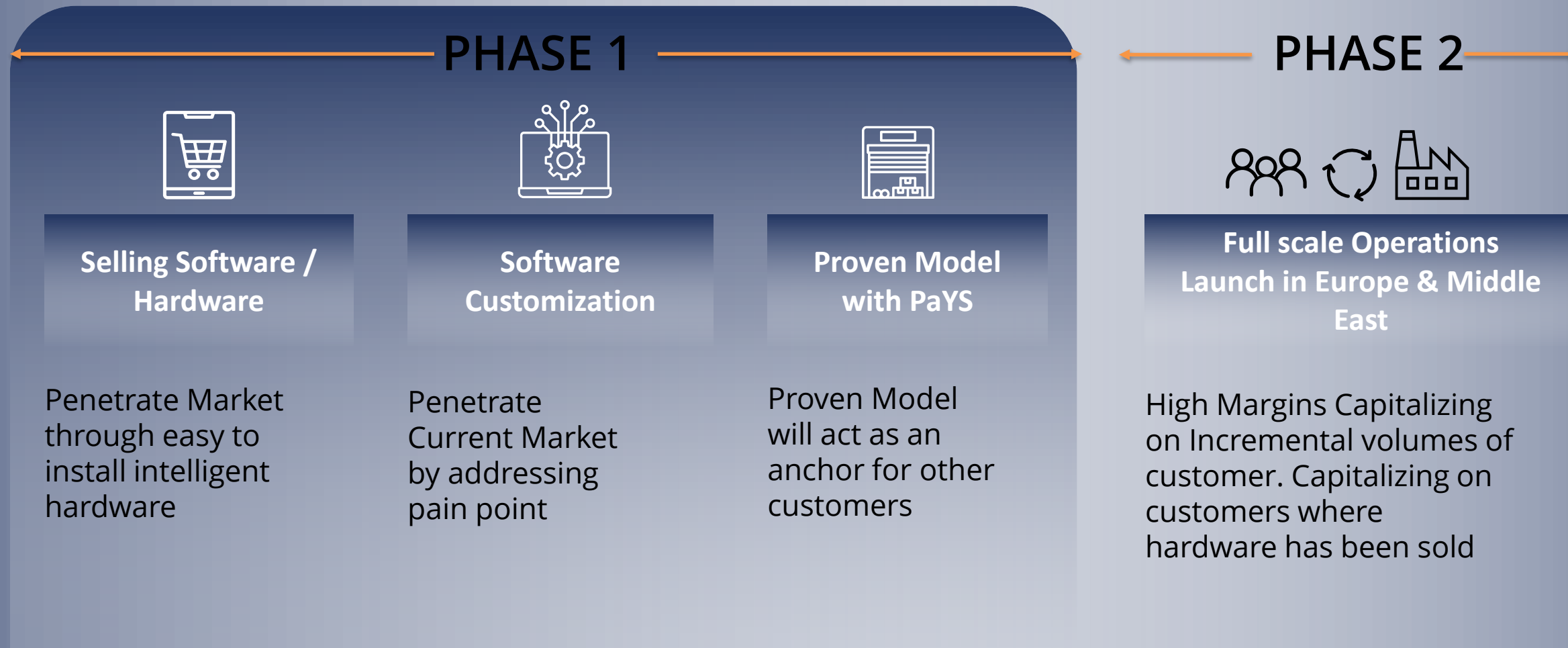
# PROVEN GO TO MARKET ENGINE

## 01 Focus Verticals

## 02 Key Themes

## 03 Sales Strategy

## 04 Recent Development



**Selling Software / Hardware**

Penetrate Market through easy to install intelligent hardware

**Software Customization**

Penetrate Current Market by addressing pain point

**Proven Model with PaYS**

Proven Model will act as an anchor for other customers

**Full scale Operations Launch in Europe & Middle East**

High Margins Capitalizing on Incremental volumes of customer. Capitalizing on customers where hardware has been sold

Strategic Partnerships with Channel Partners  
"Near 0" Capex Model

Own Team for Sales and Installation



**5 channel partners** identified for sales and services.



**Tie up for** installation, training, sales & marketing services

**Additional Customer Channels\***

SAIL - Solution for Autonomous Interconnected Logistics

Complete autonomous Solution for Logistics including Port automation



ARAPL RaaS International LLC

@arapltraas



Incubated by CIE Initiative – Centre for Innovation Incubation & Entrepreneurship (IIM Ahmedabad)

**THANK YOU!**

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