



**STORAGE TECHNOLOGIES AND  
AUTOMATION LIMITED**

CIN: U74900KA2010PLC052918  
GST: 29AAOCS1579F1ZU  
PAN: AAOCS1579F



**RACKS &  
ROLLERS**  
STORAGE TECHNOLOGIES AND AUTOMATION

**STORAGE TECHNOLOGIES AND AUTOMATION LIMITED**

Invites you for a Conference Call to discuss  
FY 2023-24 / Q4 FY24 earnings of the Company

DAY/DATE: On Thursday 13<sup>th</sup> Day of June, 2024  
TIME: 4:30p.m. (IST)

With continuation to Letter dated 08.06.24, Storage Technologies And Automation Limited's  
Management will be represented by:

*Mr. Afzal Hussain –Chief Executive Officer*  
&

*Mr. Mohammad Arif Abdul Gaffar Dor -Managing Director*

Click below to connect your call without having to wait for an operator!

Diamond Pass link –

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3689779&linkSecurityString=173c644745>

*Investor presentation is enclosed*

**For STORAGE TECHNOLOGIES AND AUTOMATION LIMITED**

Mohammad Arif Abdul Gaffar Dor  
Managing Director  
DIN: 02943466



**REGISTERED OFFICE**

No 10, Survey No 21/6A, 21/7A, 21/7B and 21/8, Singanayakanahalli  
Yelahanka Post, Bangalore - 560064. Karnataka, INDIA.



[info@racksandrollers.com](mailto:info@racksandrollers.com)



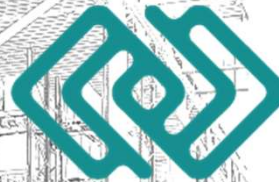
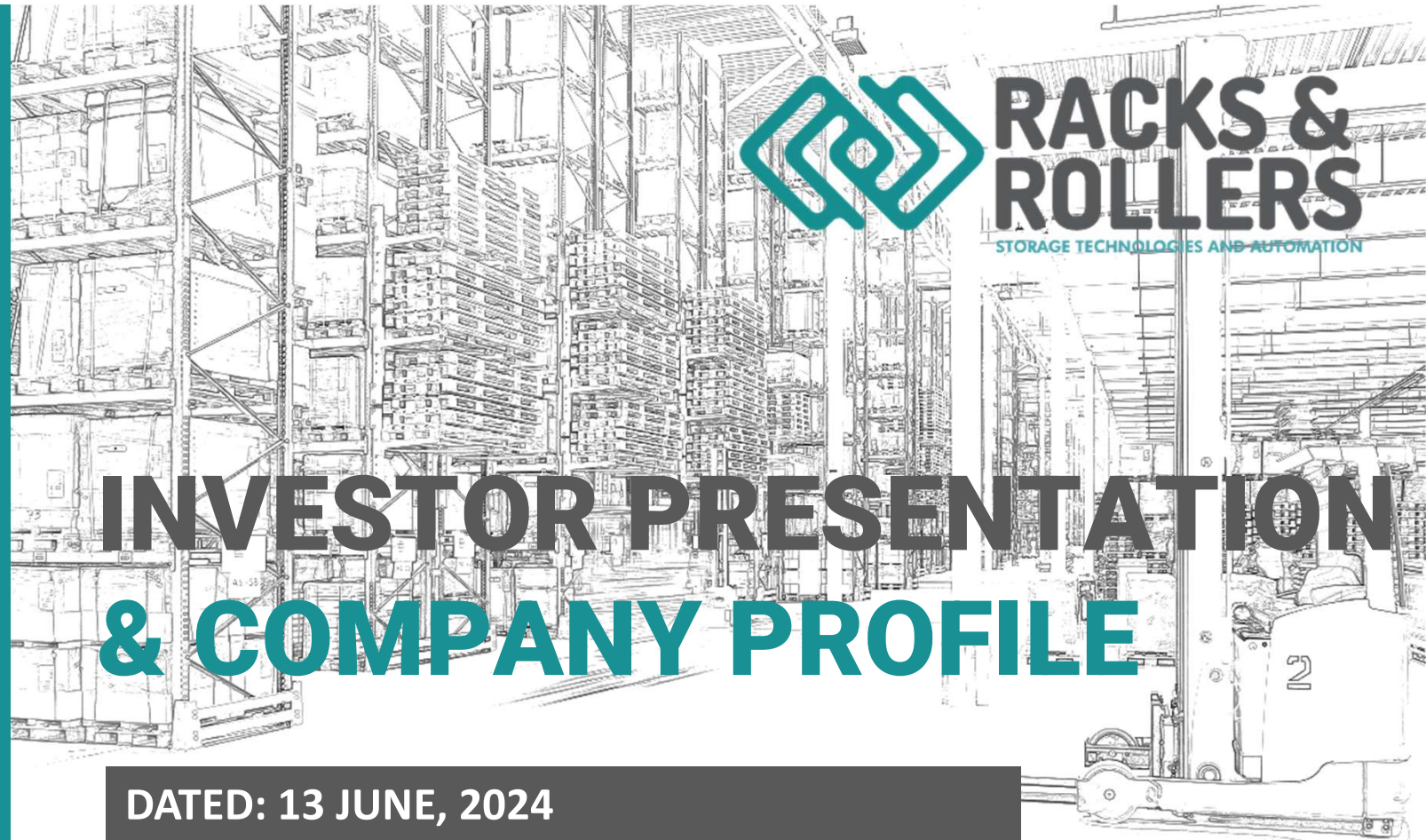
+91 9019 11 33 55

**STORAGE TECHNOLOGIES AND  
AUTOMATION LIMITED**

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# INVESTOR PRESENTATION & COMPANY PROFILE

DATED: 13 JUNE, 2024

## Safe Harbor

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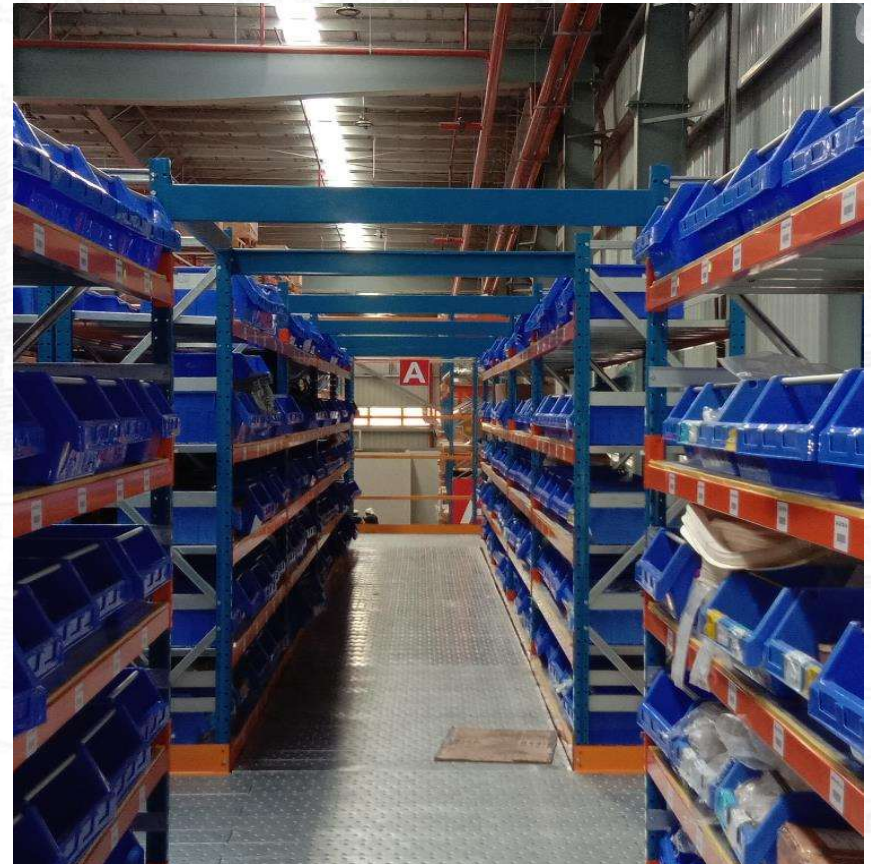
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## Storage and Warehousing industry

Warehousing or storage refers to “holding and preservation of goods until they are dispatched to the consumers”. A large variety of commodities create demand for suitable storage facilities, post-harvest or post-production or post-manufacturing. The primary objective for storage is to make commodities available for final (or intermediate) consumption to meet consumers (or food processing industry) demand independent of time and space barriers, since the production of several commodities is seasonal in nature (mostly agricultural produce).

The Storage and Warehousing (S&W) industry is one of a critical link in a country’s overall logistics value chain, whose growth and modernization are imperative to overall economic growth. S&W units have evolved rapidly from the traditional four-walled godowns to modern and sophisticated multi-purpose, non-refrigerated, and climate controlled refrigerated (cold) stores which are equipped with modern facilities for collecting, segregating, sorting, and storing agricultural perishable and non-perishable goods, raw materials and finished manufactured goods.

Warehouses can be classified into different types on the basis of criteria such as its stage in the supply chain, geographic area, product type, function performed, type of ownership, company usage (dedicated or shared-user), area, height and equipment



## About our company

Our Company was incorporated in the year 2010. We are an ISO 9001:2015 certified and one of a leading storage solution manufacturing company, which specialize in design, manufacturing, installation services of metal storage racks, automated warehouses and other storage solutions.

We are a customer-centric business driven company. Our manufacturing process, combined with our competitive strengths and strategic business approaches, positions us to meet the evolving needs of our clients effectively. We are dedicated to innovation, quality, and providing economically feasible solutions that don't just meet but exceed our clients' expectations.

Our expansive manufacturing facility, spanning approximately 56,240 square feet in Singanayakanahalli, Yelahanka Hobli, Bangalore-560064, Karnataka and approximately 20,000 square feet of storage facility which supports a streamlined manufacturing process.

**Our Factory  
External view**



**Our Factory  
Internal view**





**ISO 14001:2015**  
Environmental



**ISO 9001:2015**  
Quality Management



**ISO 45001:2018**  
Occupational  
Health & Safety

We adhere to guidelines specified in the following  
International Design standards

*Our products are CE Compliant*  
*Our design standards are compliant with EN 15512*



**Our Quality Certifications**



# Storage Solutions we provide

## RACKING

*Our racking solutions comprise of recommendation and provision of exceptional quality racks of all kinds and structures for a holistic racking solution.*

## SHELVING

*Our world-class, holistic shelving solutions are recommended and supplied to clients based exclusively on their unique requirements and overall organizational perspective.*

## AUTOMATION

*We Integrate automation along with storage facility leading to reduction in labour, higher efficiency, overall intralogistics optimisation and faster operations along with minimized error.*

## STRUCTURAL

*Our expertise persists in various categories of warehouse design but specifically, it would be on rack supported warehouses (RSW) from simple to semi to fully automated.*

## CONSULTING

*Consultancy is the core principle by which we work as an organisation. Our team has vast experience in designing warehouses & delivering value for various.*

## Industries we cater

Our range of products and services demonstrates our commitment in providing innovative, efficient solutions for diverse warehousing needs, catering to a wide range of industries each with its own specific storage and logistical requirements.



**Automotive  
Components**



**Food and  
Beverages**



**Cold  
Storage**



**Pharma  
Sector**



**Incense &  
Fragrance**



**FMCG**



**Textile and  
Apparel**



**Automotive  
Components**



**Retail and  
Ecommerce**



**Manufacturing**



**Education**



**Consumer  
Electronics**



**Oil and Gas**



**Chemicals &  
Agrochemicals**



## Development after our IPO fund raising



**EBITDA Improvement:** Transition towards cash purchases, hence reduction in cost of material consumed by 5%



**Market Expansion:** The company is expanding its market reach into the Middle East. Opening new sales & service office in Thane.



**Comprehensive product development:** The company is actively working on developing new products



**Well experienced Sales team:** A new Vice President of Sales has been appointed, and the sales team is growing



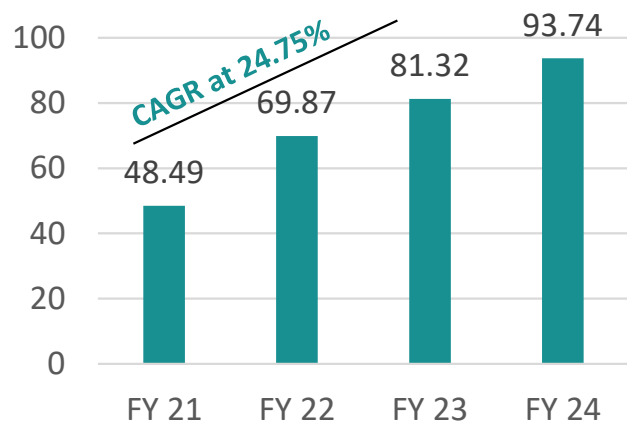
**New Orders:** In May 2024, the company received a new orders worth Rs 919.65 Lakhs.



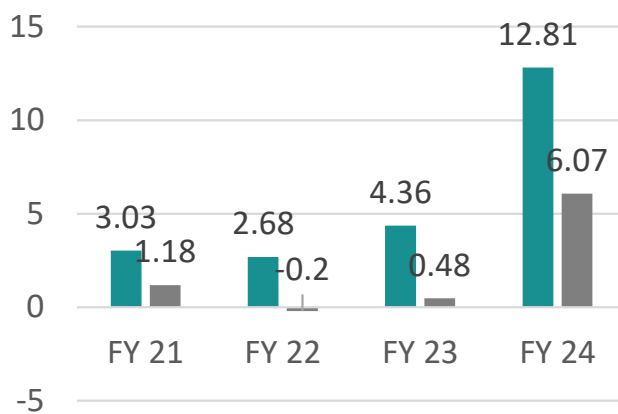
**Orders in hand:** As of June 1, 2024, the total orders on hand amount to Rs 2918.72 Lakhs

## Our Growth trends

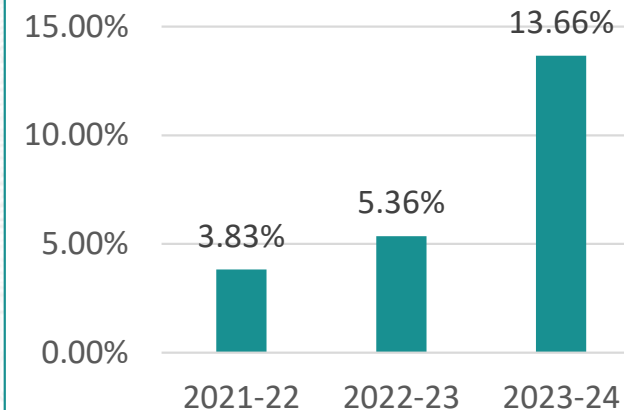
Revenue (in Crore)



EBITDA PAT Rs. in crore



EBITDA margin



## Profit and Loss Statement

Particulars	FY 24	FY23	FY22	FY 21
<b>Income</b>				
Revenue from Operations	93.74	81.32	69.87	48.49
Other Income	0.38	0.05	0.03	0.03
<b>Total Income</b>	<b>94.12</b>	<b>81.37</b>	<b>69.90</b>	<b>48.52</b>
<b>Increment in revenue</b>	<b>15.27%</b>	<b>16.39%</b>	<b>44.09%</b>	
<b>Expenditure</b>				
Cost of Goods Sold	60.85	53.01	47.97	33.00
Gross Profit (GP)	32.89	28.31	19.54	15.49
GP %	35.08%	34.81%	21.90%	31.94%
Employee benefits expense	8.05	8.27	8.78	6.53
Other Expenses	9.41	12.89	8.00	3.81
<b>EBITDA</b>	<b>12.81</b>	<b>4.36</b>	<b>2.68</b>	<b>3.03</b>
EBITDA Margin (%)	13.66%	5.36%	3.83%	6.24%
Interest Cost	2.34	1.65	0.66	0.26
Depreciation Cost	2.07	2.24	2.11	1.01
<b>Profit before tax</b>	<b>8.40</b>	<b>0.79</b>	<b>-1.57</b>	<b>1.87</b>
<b>Tax Expense</b>				
(i) Current tax	2.15	0.11	0.14	0.45
(ii) Deferred tax expenses	0.15	0.07	0.05	0.21
(iii) Minority Interest	0.03	0.12	-0.004	0.03
<b>Profit After Tax</b>	<b>6.07</b>	<b>0.48</b>	<b>-0.20</b>	<b>1.18</b>
Net Profit Margin (%)	6.47%	0.59%	(0.20%)	2.44%

## Balance Sheet

Particulars	FY24	FY23	FY22	FY21
<b>EQUITY AND LIABILITIES</b>				
<b>Shareholder's Funds</b>				
a. Share Capital	9.00	3.00	3.00	1.00
b. Reserves & Surplus	3.00	2.95	2.46	4.67
c. Minority Interest	0.18	0.16	0.04	0.04
<b>Non - Current Liabilities</b>				
a. Long-term Borrowings	3.97	3.59	5.67	2.05
b. Deferred tax Liabilities	0.31	0.15	0.08	0.03
c. Long-term Provisions	0.64	0.45	0.34	0.34
<b>Current Liabilities</b>				
a. Short Term Borrowings	13.59	5.73	3.04	1.42
b. Trade Payables	22.10	19.15	14.39	16.31
c. Other Current liabilities	5.84	4.11	5.79	4.59
d. Short Term Provisions	2.38	0.76	0.87	0.68
<b>Total Liabilities</b>	<b>61.02</b>	<b>40.05</b>	<b>35.68</b>	<b>31.13</b>

Particulars	FY 24	FY 23	FY 22	FY 21
<b>ASSETS</b>				
<b>Non-Current Assets</b>				
a. Property, Plant & Equipment and Intangible Assets				
- Property, Plant & Equipment	8.33	9.31	9.91	6.18
- Intangible Assets	-	0.02	0.02	-
b. Long-term Loans & Advances	-	0.12	0.50	-
c. Other Non-current assets	1.50	1.48	1.48	1.25
<b>Current Assets</b>				
a. Inventories	11.20	6.34	5.44	3.82
b. Trade Receivables	32.39	15.71	14.32	16.17
c. Cash and Bank Balance	1.79	1.41	1.21	0.91
d. Short-term loan and advances	4.92	5.66	2.81	2.79
e. Other current assets	0.09	0.006	0.006	0.006
<b>Total Liabilities</b>	<b>61.02</b>	<b>40.05</b>	<b>35.68</b>	<b>31.13</b>

## FY23 and FY24 Comparison (Consolidated Financials)

### **Increase in Total Expenses**

*The Total Expenses for the Fiscal year 2024 stood at ₹ 8,571.45 Lakhs. The total expenses represented an increase of 6.36 % as compared to previous year which is ₹ 8058.34 Lakhs. The increase in total expenses was mainly due to increase in Direct expenses and Finance costs.*

### **Increase in Revenue**

*Total income for the Fiscal year March 31, 2024, stood at ₹ 9411.90 Lakhs. Total income for the financial year 2022-23 stood at ₹ 8137.12 Lakhs representing an increase of 15.67%. The main reason for the increase was an increase in the business operations of the company and increase in number of customers.*

### **Increase in Other Income**

*During the Fiscal year 2024, other income was ₹ 37.73 Lakhs. For the financial year 2023, it was ₹ 5.18 Lakhs representing a increase of 93.70%. The increase was mainly due to discount Received of Rs 17.65 Lakhs , Reversal of Grautity liability Of Rs 7.19 Lakhs , Duty Draw Back Rs 3.74 lakhs ,*

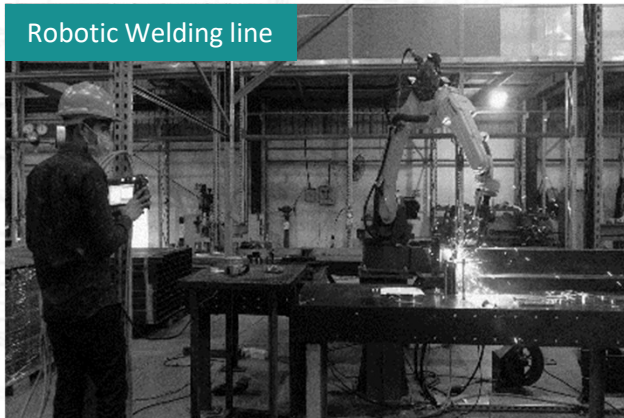
### **Decrease in Employee benefit expenses**

*Our Company has incurred ₹ 805.00 Lakhs as Employee benefits expense for the Fiscal year 2024. It stood at ₹ 826.76 Lakhs during the financial year 2023, representing a decrease of (2.70%). The said decrease is due to automation of machinery.*

### **Increase in Finance cost and decrease in other expenses**

*Finance costs was increased 41.22 %, which is mainly due to the increase in borrowings for the purpose of working capital. Other expenses was decreased 26.96 % by subcontracting commissioning of projects..*

## Our factory infrastructure



# Our Competitive strength

## Long-term brand loyalty and positive consumer experience

*We believe that quality is a pre-requisite for a positive consumer experience and long-term brand loyalty. Our focus on quality is maintained at all stages right from the sourcing of raw materials to the product manufacturing and assembly.*

## Experienced Promoters supported by senior management team

*Led by qualified and experienced senior management team with expertise in our industry. This assist us to capture market opportunities, formulate and execute business strategies and manage client expectations.*

## Wide range of products and solutions for our client

*Our wide range of products and ability to develop new ones based on client requirements, coupled with our extensive resources of engineers, positions us uniquely in the market. Our design prioritizes ergonomics & economic feasibility,*

## Product development and design optimisation capabilities

*The evolution of our product portfolio and our ability to provide customised manufacturing solutions to our customers have been driven by our product development and design capabilities. We rely on our integrated location-focused manufacturing operations.*

## Highest standard manufacturing process approach

*Our manufacturing process is followed by tried and tested process. We have set our manufacturing flow guidelines start from client approach, problem assessment, budget decision, research and design, raw material, final order installation, service & maintenance, training/consultancy and more.*

# Our Business Strategies for growth

## Focus on Quality, and ability to respond to any demand volatility

*We focus on quality of our products by maintaining highest manufacturing standards. We strive to offer our customers value added and customised products and solutions*

**Goal: Sustainable Growth**

## Strengthen customer relationship and adding new customers

*We intend to strengthen our relationships with our existing customers and explore opportunities to expand the array of our existing products and solutions as per need of new clients and new sectors.*

**Goal: Become a preferred supplier**

## Optimal Utilization of team and other resources

*Skill up gradation of workers, and take corrective measures for smooth and efficient working. We regularly analyse our material procurement policy, employee skills and manufacturing process.*

**Goal: De-bottle neck the grey areas**

## Reduce operating costs and improve operational efficiencies

*Enhancing our operational efficiencies, to increase economies of scale, better absorb our fixed costs, reduce our other operating costs and strengthen our competitive position.*

**Goal: offering quality products at attractive prices**

## Adopting technological advancement approach

*leveraging cutting-edge tools and solutions,, Incorporating automated design and planning through advanced software and CAD technologies to enhance various business aspects.*

**Goal: Remain ahead of market**



## Future Outlook



**Dealer Alliances:** Forge strategic associations with dealers in India and Globally.



**Export Advantages:** Capitalize on Indian manufacturing for export benefits.



**Global Presence:** Participation in International exhibitions.



**Industrial Focus:** Target industrial sectors for market expansion..



**Competitive Edge:** Leveraging competitive pricing, quick turnaround times.



### Strategic Move

Establishment of Strategic Partnership in MENA region



### International Clientele Expansion

Onboarding major international clients, and prominent Indian and Fortune 500 entities.

## Diversification and new product development

Since our manufacturing facilities are equipped with most of the metal fabrication machinery we tend to diversify in new product development to cater Retail and machine manufacturing.

Also, our prowess extends beyond storage solutions and automation to include a dedicated future plan on machinery manufacturing



### **Diversification in Retail Shelving and Supermarkets Rack Market**

We tend to diversify in Retail Shelving and supermarket rack market as we expect to witness 8.8% CAGR (2023 - 2030) primarily driven by the growing consumer spends



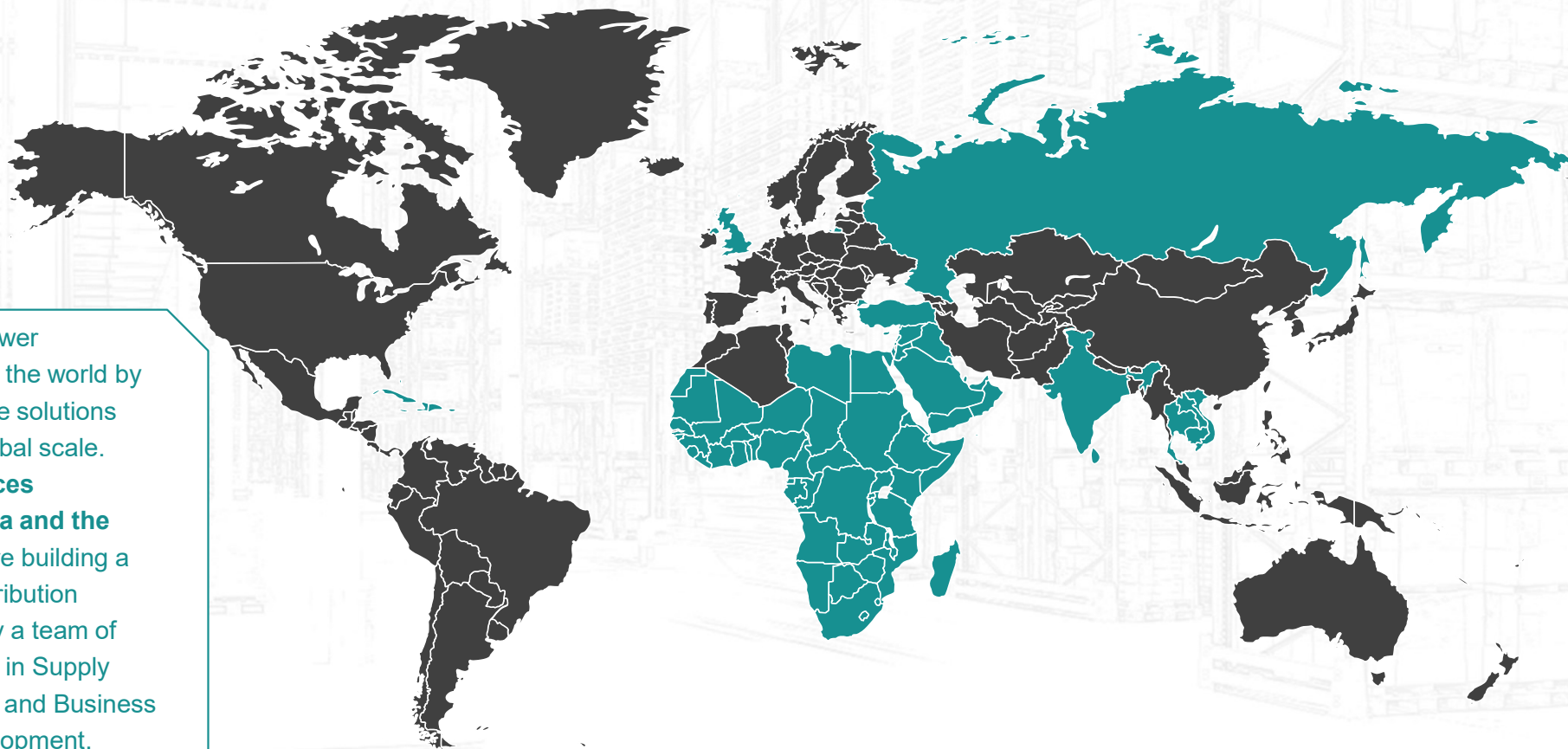
### **Machines manufacturing unit**

Our in-house expertise encompasses the design and fabrication of roll forming machines, Rack Beam Welding machines and Inline Punching Press. These machines are precision-engineered to shape materials with accuracy and efficiency, catering to a wide spectrum of industry needs

## Some of our esteemed clients



## To countries we have provided our services



Our aim is to empower businesses all over the world by making cutting edge solutions accessible on a global scale. Backed by our **offices set up across India and the Middle East**, we are building a self-expanding distribution network manned by a team of experts specialized in Supply Chain Optimization and Business Performance Development.



Thank You

No 10, Survey No 21/6A, 21/7A, 21/7B and 21/8 Singanayakanahalli, Yelahanka, Bangalore, Karnataka, 560064  
[www.racksandrollers.com](http://www.racksandrollers.com)

E-Mail: [cs@racksandrollers.com](mailto:cs@racksandrollers.com) Telephone No: +91 98444 86300

Company Secretary and Compliance Officer: Ms. Theja Raju