



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.

● Email: account@arapl.co.in ● Mobile: 7720018914 ● Website : www.arapl.co.in

● CIN : L29299PN2010PLC135298

Date: September 26, 2024

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai - 400001.

Script: 541402

Subject: Proceedings of the 15th Annual General Meeting held on Thursday, September 26, 2024

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III (Part A) (13) and any other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2075, we wish to inform you that in terms of the Notice of the 15th Annual General Meeting (AGM) of the Company dated August 28, 2024, the Company held its AGM on Thursday, September 26, 2024, of Affordable Robotic & Automation Limited (Company), at its registered office of the Company, situated at Village Wadki, Gat No.1209, Taluka Haveli, Dist. Pune – 412308 Maharashtra, India at 11.00 am.

For the said AGM, following 2 (Two) options were provided by the Company to the Members to cast their votes:

1. Remote e-voting through the platform of "<https://instavote.linkintime.co.in/>" (Instavote Link Intime) from 09.00 a.m. (IST) on Monday, September 23,2024 to Wednesday, September 25, 2024 till 5.00 p.m. (IST); and
2. Physical Ballot Paper voting at the AGM (members who present at meeting but who not voted through e-voting, if any);

At the AGM, the following business items were considered, discussed.

Ordinary Business:

1. To receive, consider and adopt the Standalone and Consolidated Audited Financial Statements of the Company for the financial year ended 31st March 2024, together with the Reports of the Board of Directors and Auditors thereon.
2. To reappoint a Director in place of Mr. Manohar Padole (DIN 02738236), as Director who is liable to retire by rotation in terms of Section 152(6) of the Companies Act 2013 and who, being eligible, offers himself for re-appointment.
3. To reappoint a Director in place of Mr. Milind Padole (DIN 02140324), as Director who is liable to retire by rotation in terms of Section 152(6) of the Companies Act 2013 and who, being eligible, offers himself for re-appointment
4. To reappoint a Director in place of Mrs. Bhagirathi Padole (DIN 08048862), as Director who is liable to retire by rotation in terms of Section 152(6) of the Companies Act 2013 and who, being eligible, offers herself for re-appointment.

Special Business:

5. Ratification of Remuneration of Cost Auditors
6. To Approve Related Party Transactions

The Scrutinizer will submit the report on the Voting to the Company by 28th September, 2024. As soon as the said Report is received by the Company, it will be conveyed to the Stock Exchange. Subject to receipt of requisite number of votes, the Resolutions shall be deemed to be passed on the date of this Meeting i.e., September 26, 2024. The meeting was concluded at 1.30. p.m.

We have enclosed the presentation that was given during the meeting.

For Affordable Robotic & Automation Limited

Milind Manohar Padole
(Managing Director)
(DIN: 02140324)

Date: 26th Septemebr,2024
Place: Pune



ARAPL
"globalising automation"

Affordable Robotic & Automation Ltd (ARAPL)

15th AGM of ARAPL



ARAPL – At A Glance

Key highlights



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 250,000 sq ft



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

Workforce of 350+



Growth Trajectory

- 40% growth last year
- 40% growth target in current year



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



Entered new segment - Warehouse Automation in 2021



Incorporated office in US
Participated in Promat



Started identifying dealers and sign ups with clients for Trial and Purchase

Product launch in US by June 2024

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 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



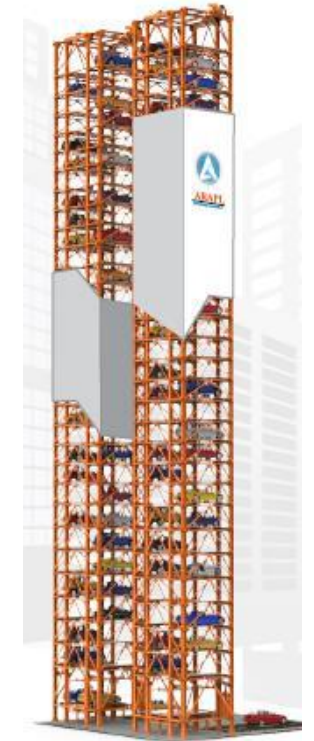
Chess parking



Alley Parking System



G+1-1 Stacker



Tower parking

Mobile Robot Solutions

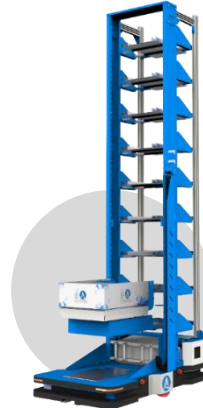
Offering 6 key products



Maia 1000
Autonomous
Driverless Pallet Jack



Maia 1500
Autonomous
Driverless Pallet Jack



Zeus
Autonomous Bin
Carrier



Atlas AR29
Autonomous
9M Reach Truck



Atlas AC1500
Autonomous
9M Reach Truck



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

Our Solutions for the Future

Port Automation

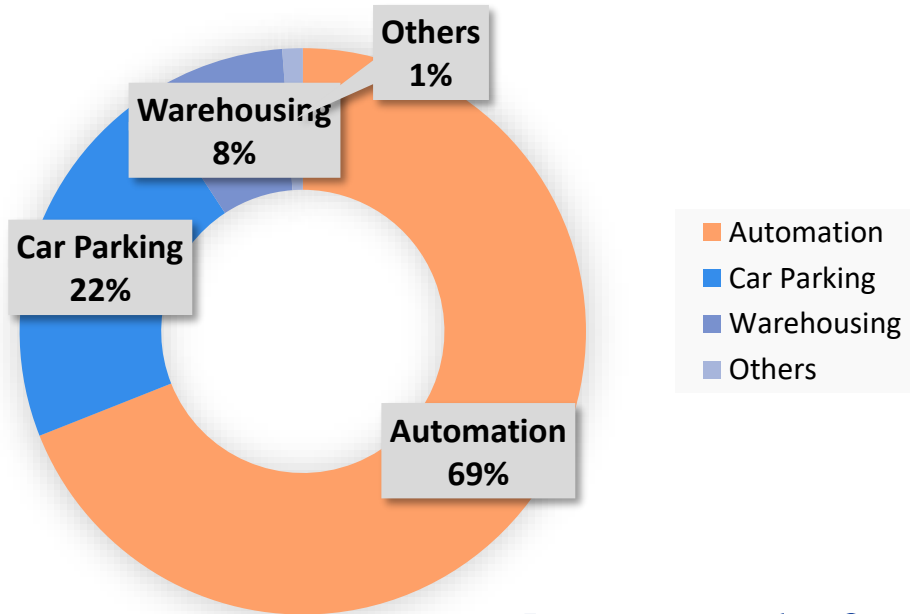
Port Automation

The port automation by ARAPL RaaS is a seamless orchestration of intelligence of machines powered by high tech software system i-ware. 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.



Financials – Revenue (by Vertical) - Consolidated

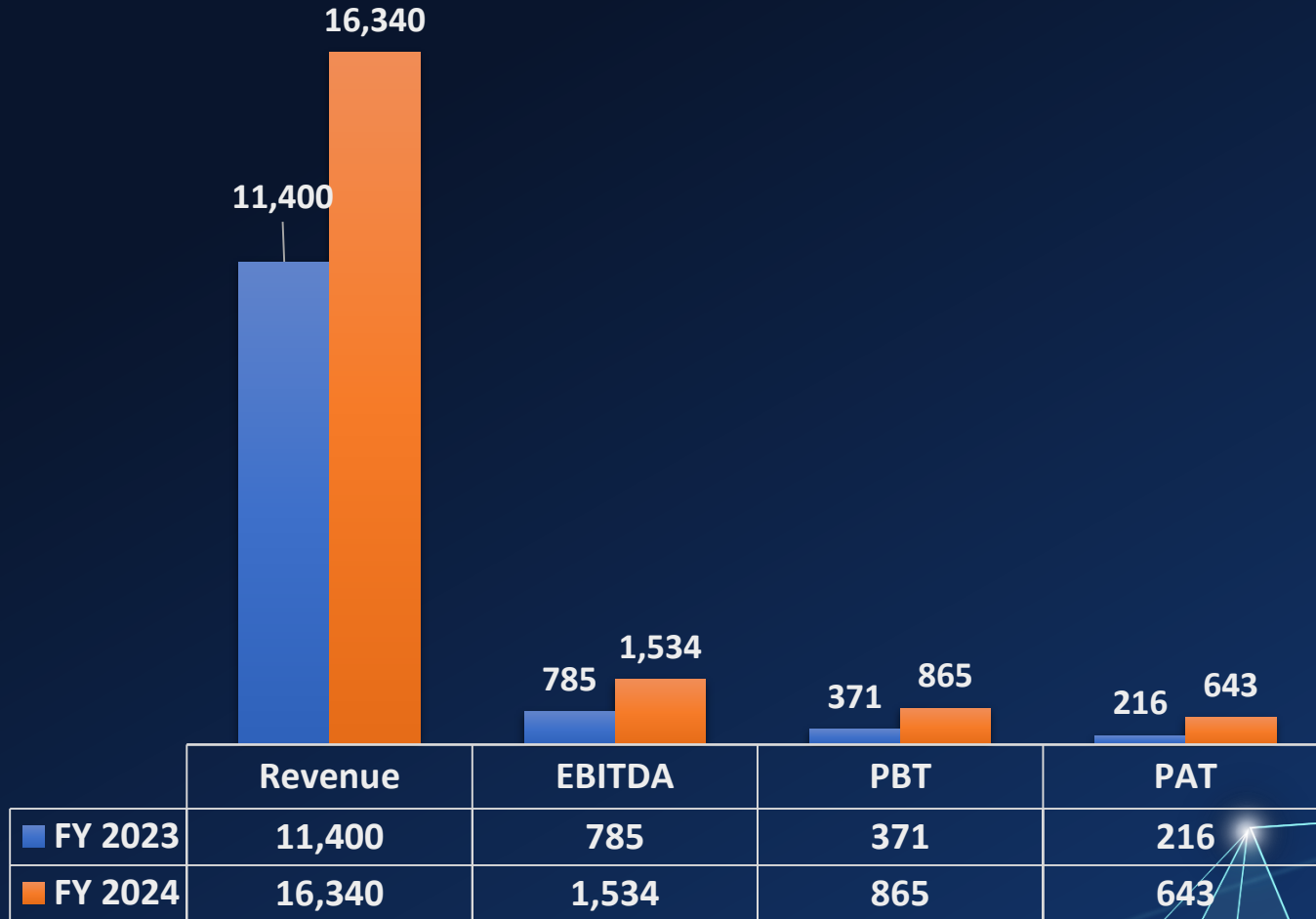
FY 2023-2024



Total Amt: 150.0 Cr

Segment	FY 23 INR Crs	FY 24 INR Crs	% Change
Total Revenue	114.0	163.4	43%
Automation	72.1	112.6	56%
Car Parking	40.3	35.5	(12%)
Warehouse Auto	0.6	13.2	2100%
Others	1.0	2.1	

Performance - Consolidated



■ FY 2023 ■ FY 2024 Figures in Lakhs

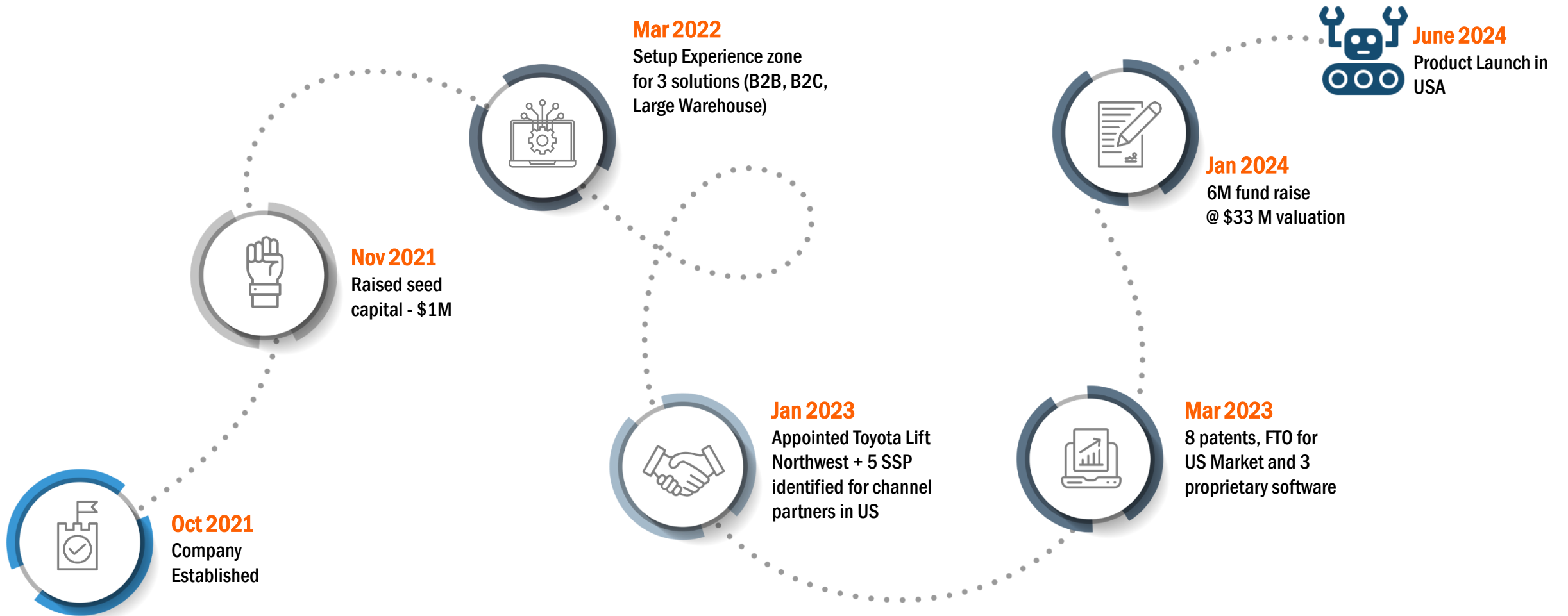
➤ 43% Growth in Revenue - YoY ↑

➤ 95% Growth in EBITDA - YoY ↑

➤ 133% Growth in PBT - YoY ↑

➤ 197% Growth in PAT - YoY ↑

ARAPL Raas - The journey so far



Order Book Position

Affordable Robotic & Automation Limited			
Details of Order Booking			
	(Amt in INR Crore)		
Particulars	Car Parking	Automation	Total
Opening as on 01.04.2024	32.59	24.73	57.32
Orders Booked during the year till Aug-24	15.51	43.27	58.78
Total Orders for execution as on date	48.10	68.00	116.10

Resolutions in 15th AGM

Sr. No.	Resolution
Ordinary Business	
1.	To receive, consider and adopt the Standalone and Consolidated Audited Financial Statements of the Company for the financial year ended 31st March 2024, together with the Reports of the Board of Directors and Auditors thereon (Ordinary Resolution)
2.	To reappoint a Director in place of Mr. Manohar Padole (DIN 02738236), as Director who is liable to retire by rotation in terms of Section 152(6) of the Companies Act 2013 and who, being eligible, offers himself for re-appointment.
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Special Business	
5.	Ratification of Remuneration of Cost Auditors (Ordinary Resolution)
6.	To Approve Related Party Transactions (Ordinary Resolution)

The revenue targets which we have shared in our presentation. What makes us so confident of achieving those no's?

➤ We have kept our target with benchmarking with peers

Do we see any need for raising funds in the future or the internal accruals will be enough for us to grow

➤ As we have kept very aggressive target, to achieve the same and faster scale up fund raising will help further to the internal accruals.

What are the sustainable gross & ebitda margins that we foresee in the future?

There will be improvement in the Margin levels from the current level, expected growth is around 25% to 30 YoY.

Revenue & PAT targets for Fy25?

- 30% Growth from last Year

The future guidance that we have shared in the presentation dtd.07 August,2023. Does it still stand firm, or do we see some change in it?

- We are planning to achieve the targets every year as planned growth of 25% to 30% every year at parent level, and at subsidiary level there will be multifold growth once we achieved this year target.

What advantages do we have over our competitors & how is the competition intensity scaling up?

As of now there is very less competition and we are clearly 6 to 8 months ahead of competition.

The revenue targets which we have shared in our presentation. What makes us so confident of achieving those no's?

➤ We have kept our target with benchmarking with peers

How much more stake dilution do we foresee in ARAPL RAAS? What minimum stake does ARAPL plan to hold in ARAPL RAAS?

➤ Dillution will be based on the basis of fund needs for future expansion and scale up.

➤ ARAPL will try to hold maximum holding at any level.

What are the sustainable gross & ebitda margins that we foresee in the future?

There will be improvement in the Margin levels from the current level, expected growth is around 25% to 30% YoY.

How do we plan to fund our expansion plans as we are expecting huge revenue growth in the coming years?

➤ This is will be in the mix of fund raising through equity and debt fund.

How is the 1st half of FY25.

➤ There is 40% growth in the revenue of H1-YoY.

We request you to kindly increase communication with the investor community.

➤ Yes, sure we will plan to have frequent calls with the investor and analysts' community.



THANK YOU