



## **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: February 10, 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: Press release on Q3 FY2025 performance**

Dear Sir/Madam,

This is with reference to our quarterly unaudited financial results declared on Monday, February 10, 2025 attaching herewith the clarification on the performance.

This is for your information and records.

Thanking you,

Yours faithfully

**For Affordable Robotic & Automation Limited**

**Manohar Padole**  
**Whole-time Director**  
**DIN: 02738236**

Encl: As stated



## Affordable Robotic and Automation Limited

**Pune, February 10, 2025, Affordable Robotic and Automation Limited (ARAPL) (BSE: 541402) (NSE:AFFORDABLE)**, One of the leading Automotive Project based line builders, Automated Multilevel Car Parking System provider and Warehousing Automation Solution provider on domestic and International market, announced its unaudited Financial Results for the period ended Dec-24 (Q3-FY25).

Affordable Robotic and Automation Limited					
Performance of Q3 ending- FY 2025 - Standalone					
Sr. No.	Particulars	As on	As on	INR In Lakhs	
		31.12.2024	31.12.2023	As on 30.09.2024	Change % Q3-YOY
		(Unaudited)	(Unaudited)	(Unaudited)	
I	Net Revenue (I+II)	7613.84	5696.56	4139.32	
II	Other Income	7.61	6.30	6.72	
III	Total Revenue (I+II)	7621.45	5702.86	4146.04	34%
	Expenses :				
	Cost of materials consumed	5140.55	4235.00	2889.05	
	Employee benefits expense	1555.81	1680.42	1089.54	
	Other Expense	867.53	1006.63	693.08	
IV	Total Expenses	7563.89	6922.05	4671.67	
V	EBITDA	57.56	(1,219.19)	(525.63)	105%
	Depreciation & amortization expense	94.37	124.16	57.48	
	Finance costs	307.62	229.31	208.09	
VI	Profit /(Loss) Before Tax	(344.43)	(1,572.66)	(791.20)	78%
VII	Tax Expenses	-	1.39	-	
VIII	Profit/(Loss) After Tax	(344.43)	(1,574.05)	(791.20)	78%

### Performance Overview and Outlook

We started this financial year with a strong order book of INR 82 Crore, after delivery of approx INR 42 Crore in H1, Q3 has witnessed additional delivery of INR 34.74 Crore. Our Total Revenue stand at INR 76.21 Crore as on Q3-FY25 Ending which is 34% Growth on Q3 YOY basis and 84% growth on QoQ basis Q2 Vs Q3 of FY25.

As per our earlier communication we will continue our growth momentum and definitely surpass our Last year revenue on annual basis.

### Expense Management and Operational Efficiency

In terms of expenses, H1 was higher than anticipated, primarily driven by increased consumption levels due to the delivery spillover from Q2 to Q3. Which we have recovered in Q3 and this will be further optimized till year end, ensuring improved cost efficiency and alignment with our overall targets.

**Manpower cost:**

Earlier in H1 our manpower cost was higher by 12% YoY which was attributed to strategic investments in strengthening our workforce, particularly in the expansion of our product development team.

We have leavargaged this cost also in Q3 YoY basis ( as it is lower by 7% on Q3 YoY basis), we still believe manpower cost is an investment which was designed to support the company's long-term growth objectives, and we view the labor costs as a critical asset to help us achieve future targets. Going forward, we expect our year-over-year costs to align more closely with our planned objectives.

**Order Book and Future Prospects**

Till the period Q3 (Dec end) of this FY25, we successfully secured new orders worth INR 110 Crore, bringing our total order book to INR 190 Crore. Of this, INR 76 Crore has already been delivered, with the balance deliveries remaining on track for the coming months. We also expect to close additional orders worth INR 25 to INR 30 Crore during Q4, further strengthening our position for the remainder of the year.

**Outlook for last quarter.**

With a robust order book and delivery schedules in place, we are confident that the challenges encountered in H1 will be addressed through enhanced operational efficiency in H2.

As a result of increased revenue and improved operational performance, we closed Q3-FY25 with a positive EBITDA. Looking ahead, we are optimistic that our PAT will also show positive growth, with significant year-over-year improvement compared to the previous year.

We anticipate maintaining strong year-over-year growth, positioning us for continued success in the years to come

**On Consolidatation Level with the Development at ARAPL RaaS Private Limited:**

Affordable Robotic and Automation Limited					
Performance of Q3 ending- FY 2025 - Consolidated					
Year Ended ( In Lakhs)					
Sr. No.	Particulars	As on 31.12.2024 (Unaudited)	As on 31.12.2023 (Unaudited)	As on 30.09.2024 (Unaudited)	Change % Q3-YOY
I	Net Revenue (I+II)	7814.21	5696.56	4372.29	
II	Other Income	55.75	6.30	23.34	
III	Total Revenue (I+II)	7869.96	5702.86	4395.63	38%
	Expenses :				
	Cost of materials consumed	5300.10	4235.00	2958.40	
	Employee benefits expense	2097.85	1685.54	1350.48	
	Other Expense	1461.40	1263.53	1041.29	
IV	Total Expenses	8859.36	7184.07	5350.17	
V	EBITDA	(989.39)	(1,481.21)	(954.54)	33%
	Depreciation & amortization expense	97.28	125.25	65.64	
	Finance costs	307.86	231.62	208.31	
VI	Profit /(Loss) Before Tax	(1,394.54)	(1,838.08)	(1,228.50)	24%
VII	Tax Expenses	-	1.39	-	
VIII	Profit/(Loss) After Tax	(1,394.54)	(1,839.47)	(1,228.50)	24%

## **Consolidated Financial Performance, Strategic Outlook, and Global Expansion**

At the consolidated level, the results reflect a loss of INR 1050.11 Lakhs from ARAPL RaaS, primarily driven by strategic investments in talent acquisition and business development. We consider these expenditures as essential investments to lay the groundwork for future growth within this division. We anticipate that these investments will contribute to revenue growth and profitability as we achieve our key milestones.

As previously communicated, we have successfully closed an order book worth USD 4 million and are on track to exceed USD 10 million in order book value over the next few months, with several high-profile customers in the USA. Additionally, we have a robust pipeline of orders, which we expect to close and announce by the end of Q4.

### **European Footprint and Market Expansion**

Simultaneously with our growth in the US, we are positioning ourselves to strategically expand into Europe. This move is designed to bolster our global footprint and broaden our customer base. We are targeting key markets across the region, with a focus on capitalizing on high-potential opportunities. We believe this expansion will not only fuel regional growth but also create valuable global synergies, further strengthening our ability to meet the rising demand for our solutions.

### **Path to Profitability**

We are confident that the operational investments made to date will be effectively utilized, leading to profitability as the division meets its revenue goals. Our strategic focus on expanding in key markets, especially in the US and Europe, along with continued investments in business development, positions us for sustained long-term growth.

Thank you.

**For any further information please contact:**

**Email: [Info@arapl.co.in](mailto:Info@arapl.co.in)**

### **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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