INVESTORS' PRESENTATION

MAY 2025

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H2FY25 Earning Highlights (Standalone)

Revenue from Operations

The company posted revenue from operations of ₹508.0 Mn in H2FY25, marking a modest YoY decline of 2.4% from ₹520.6 Mn in H2FY24. Sequentially, revenue grew by 16.5% from ₹436.2 Mn in H1FY25, reflecting improved execution. For FY25, total revenue stood at ₹944.2 Mn, representing a 6.2% YoY growth over ₹888.7 Mn in FY24. Despite higher processing volumes during the year, the overall revenue growth was partially offset by softer steel prices, leading to lower realizations per ton.

EBITDA

EBITDA for H2FY25 was ₹52.1 Mn, down 51.9% YoY from ₹108.4 Mn, but up 29% HoH from ₹40.4 Mn in H1FY25. FY25 EBITDA stood at ₹92.5 Mn, lower by 22.4% YoY versus ₹119.1 Mn in FY24. The decline was largely driven by a spike in employee and other expenses, attributed to one-time costs incurred on a large project—specifically, contractual staffing and machinery-related charges booked in H2FY25, which are not expected to recur in H1FY26.

EBITDA Margin

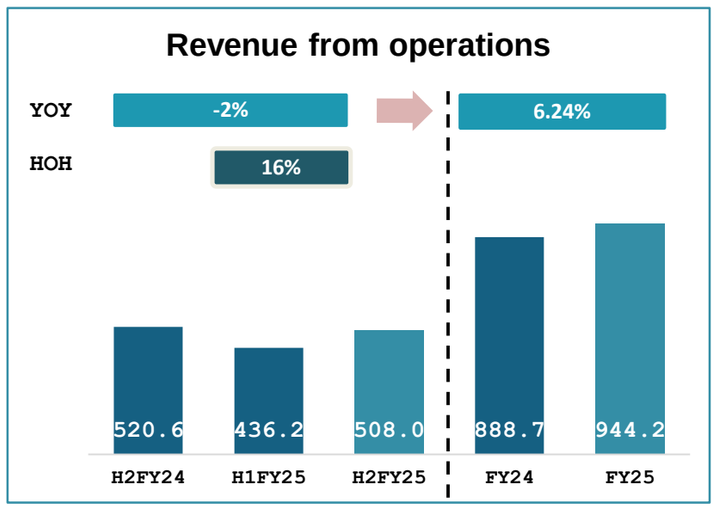
EBITDA margin compressed to 10.3% in H2FY25 from 20.8% in H2FY24, impacted by temporary project-linked costs and subdued realizations. However, margins improved from 9.3% in H1FY25. On an annual basis, EBITDA margin for FY25 stood at 9.8%, down from 13.4% in FY24.

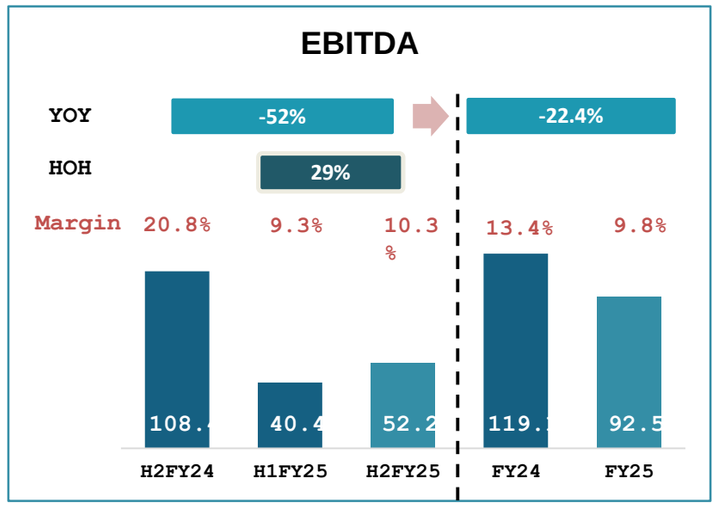
Profit After Tax (PAT)

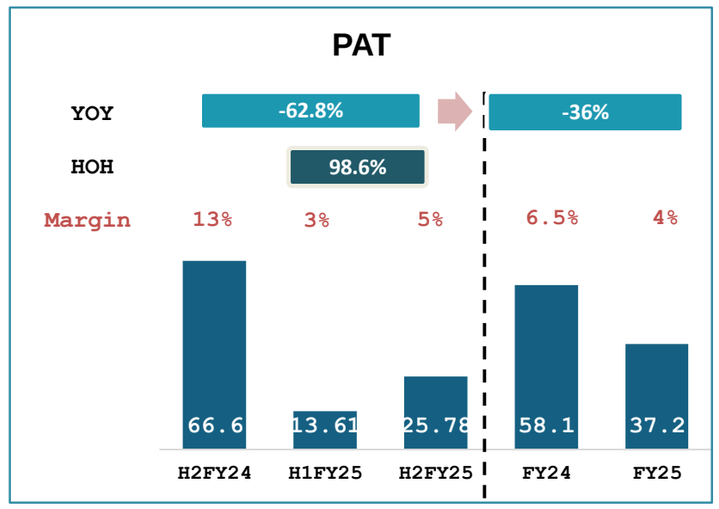
PAT for H2FY25 stood at ₹24.8 Mn, declining 62.8% YoY from ₹66.6 Mn. However, it nearly doubled HoH from ₹12.5 Mn in H1FY25. For FY25, PAT was ₹37.2 Mn, a 36% decline YoY from ₹58.1 Mn in FY24. The contraction in PAT mirrors the drop in EBITDA, partially cushioned by lower finance costs and effective tax optimization.

PAT Margin

PAT margin for H2FY25 stood at 4.9%, compared to 12.8% in H2FY24 and 3% in H1FY25. For the full year, PAT margin was 3.9%, compared to 6.5% in FY24.







H2FY25 Earning Highlights (Consolidated)

Revenue from Operations

The company reported consolidated revenue of ₹509.54 Mn in H2FY25, down 9% YoY from ₹560.87 Mn in H2FY24. On a sequential basis, revenue grew 3% from ₹494.25 Mn in H1FY25, indicating improved execution momentum. For the full year FY25, revenue reached ₹1,003.80 Mn, a 7.08% increase over ₹937.41 Mn in FY24. While the volume of metal tonnage processed increased YoY, realizations remained under pressure due to softer steel prices.

EBITDA

EBITDA stood at ₹53.2 Mn in H2FY25, a 55% YoY decline from ₹117.58 Mn in H2FY24, though sequentially it improved by 21% over ₹44.08 Mn in H1FY25. On a full-year basis, FY25 EBITDA was ₹97.1 Mn, down 21.9% compared to ₹124.31 Mn in FY24. The YoY decline was largely due to higher employee benefit costs and other expenses linked to a large client project. This included contractual staff costs and machinery-related expenses, which are not expected to recur in H1FY26.

EBITDA Margin

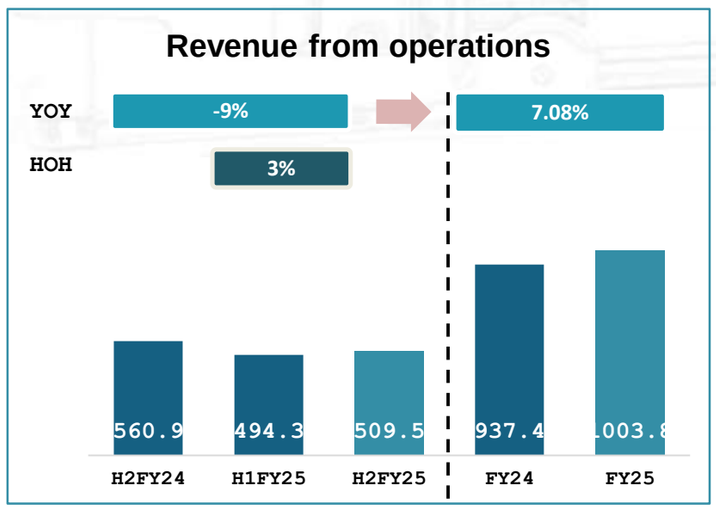
EBITDA margin declined sharply to 10% in H2FY25 from 21% in H2FY24 but improved slightly from 9% in H1FY25. For FY25, the EBITDA margin stood at 9.68%, lower than 13% in FY24, reflecting elevated cost pressures and lower average billing per ton due to commodity softness.

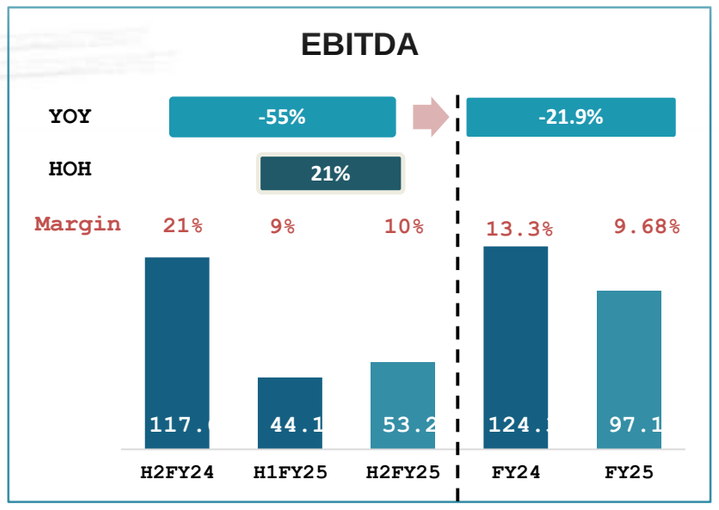
Profit After Tax (PAT)

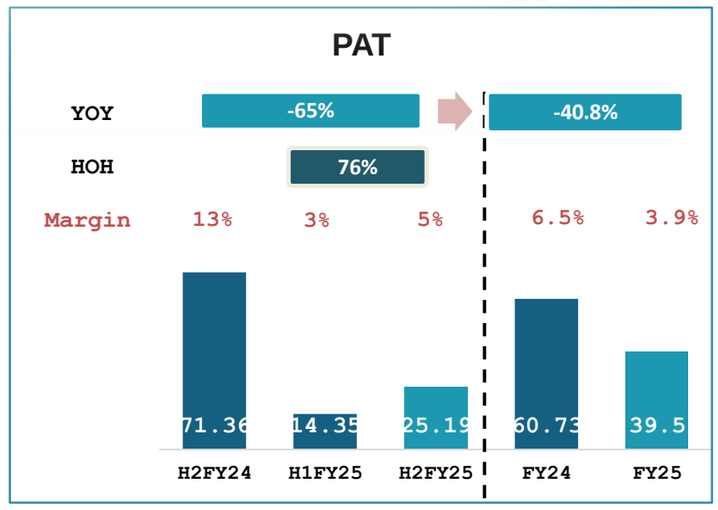
PAT for H2FY25 came in at ₹25.19 Mn, a steep 65% YoY decline from ₹73.48 Mn in H2FY24, but up 64% from ₹15.39 Mn in H1FY25. For FY25, PAT stood at ₹40.5 Mn, compared to ₹60.99 Mn in FY24, marking a 33.6% YoY decline. Adjusted PAT (after accounting for minority interest) was ₹39.5 Mn in FY25, down 35% YoY.

PAT Margin

PAT margin was 5% in H2FY25, compared to 13% in H2FY24 and 3% in H1FY25. On an annual basis, PAT margin stood at 3.9% in FY25 versus 6.48% in FY24.







Financials (Standalone)

Particulars (Rs Mn.)	H2FY25	H2FY24	YOY	H1FY25	HOH	FY25	FY24	YOY
Revenue from operations	**508.0**	**520.6**	**-2.4%**	**436.2**	**16.5%**	**944.2**	**888.7**	**6.2%**
Material cost	315.1	272.9		270.7		585.8	586.1	
Diirect Expenses	30.5	32.3		25.1		55.6	51.9	
Change in inventories	-20.2	18.2		17.8		-2.4	-21.9	
Cost of goods Sold	325.3	323.4		313.6		639.0	616.1	
Gross Profit	**182.7**	**197.2**		**122.6**		**305.2**	**272.7**	
Gross Margin	***36.0%***	***37.9%***		***28.1%***		***32.3%***	***30.7%***	
Employee benefit expenses	72.6	37.4		37.3		109.9	74.1	
Other expenses	58.0	51.4		44.9		102.8	79.5	
Total expenses	130.6	88.7		82.2		212.7	153.6	
EBITDA	**52.1**	**108.4**	**-51.9%**	**40.4**	**29.0%**	**92.5**	**119.1**	**-22.4%**
EBITDA Margin	***10.3%***	***20.8%***		***9.3%***		***9.8%***	***13.4%***	
Depreciation and amortization	9.5	10.2		8.5		18.1	19.9	
EBIT	**42.6**	**98.2**		**31.9**		**74.4**	**99.2**	
Other income	1.4	2.9		0.2		1.6	3.8	
Finance cost	11.2	13.9		12.1		23.3	23.1	
Profit before tax	**32.8**	**87.2**	**-62.4%**	**20.0**	**63.9%**	**52.7**	**79.9**	**-34.0%**
Current tax expense	8.9	20.2		7.0		15.9	20.2	
Deffered tax	-0.9	0.4		0.5		-0.4	1.6	
Profit after tax	**24.8**	**66.6**	**-62.8%**	**12.5**	**98.6%**	**37.2**	**58.1**	**-36.0%**
PAT Margin	***4.9%***	***12.8%***		***2.9%***		***3.9%***	***6.5%***	

Financial Statement (Standalone)

Income Statement

Particulars	FY2023	FY2024	FY2025
Revenue from operations	**766.9**	**888.7**	**944.2**
Material cost	511.7	586.1	585.8
Direct Expenses	49.7	51.8	55.6
Change in inventories	0.9	-21.9	-2.4
Cost of goods Sold	562.3	616.0	639.0
Gross Profit	**204.6**	**272.7**	**305.2**
Gross Margin	***26.7%***	***30.7%***	***32.3%***
Employee benefit expenses	76.4	74.1	109.9
Other expenses	86.0	79.5	102.8
Total expenses	162.4	153.6	212.7
EBITDA	**42.2**	**119.2**	**92.5**
EBITDA Margin	***5.5%***	***13.4%***	***9.8%***
Depreciation and amortization	21.6	19.9	18.1
EBIT	**20.6**	**99.3**	**74.4**
Other income	0.5	3.8	1.6
Finance cost	16.5	23.1	23.3
Profit before tax	**4.6**	**80.0**	**52.7**
Current tax expense	0.9	20.2	15.9
Deffered tax	0.8	1.6	-0.4
Profit after tax	**2.9**	**58.2**	**37.2**
PAT Margin	***0.4%***	***6.6%***	***3.9%***

Balance Sheet

Particulars (Rs Mn.)	FY2023	FY2024	FY2025
Non-current assets			
Fixed & Tangible Assets	90.7	81.2	78.6
Other non current assets	14.8	14.9	16.7
Non-current investments	0.1	0.1	0.1
Long-term loans and advavnces	1.3	0.0	0.0
Total non-current assets	**106.9**	**96.3**	**95.5**
Current assets			
Inventories	61.1	116.0	131.5
Trade receivables	182.8	310.1	415.4
Cash and bank balances	11.5	10.3	37.8
Loan and advances	26.9	48.9	17.0
Other current assets	0.1	0.0	0.0
Total current assets	**282.3**	**485.4**	**601.7**
Total assets	**389.2**	**581.6**	**697.2**
Equity			
Equity share capital	30.0	90.0	128.4
Reserves & surplus	24.1	22.3	291.1
Total equity	**54.1**	**112.3**	**419.5**
Non-current liabilities			
Long term borrowings	34.6	34.5	7.6
Deffered tax liabilities	1.6	3.1	2.7
Long term provisions	4.5	6.4	7.9
Total non-current liabilities	**40.7**	**44.0**	**18.3**
Current liabilities			
Short term borrowings	57.3	134.3	118.0
Trade payables	193.5	219.6	88.6
Short term Provisions	6.1	22.4	22.0
Other current liabilities	37.4	49.1	30.9
Total current liabilities	**294.3**	**425.4**	**259.5**
Total equity and liabilities	**389.2**	**581.6**	**697.2**

Financials (Consolidated)

Particulars (Rs Mn. Except EPS)	H2FY25	H2FY24	YOY	H1FY25	HOH	FY25	FY24	YOY
Revenue from operations	**509.5**	**560.9**	**-9.2%**	**494.3**	**3.1%**	**1003.8**	**937.4**	**7.1%**
Material cost	314.7	292.5		317.0		631.7	608.5	
Direct Expenses	30.5	32.3		25.1		55.6	51.9	
Change in inventories	-20.2	18.2		17.8		-2.4	-21.9	
Cost of goods Sold	325.0	343.0		359.9		684.9	638.5	
Gross Profit	**184.6**	**217.9**		**134.4**		**318.9**	**299.0**	
Gross Margin	***36.2%***	***38.8%***		***27.2%***		***31.8%***	***31.9%***	
Employee benefit expenses	72.9	41.1		39.7		112.7	80.5	
Other expenses	58.5	59.1		50.6		109.1	94.1	
Total expenses	131.4	100.3		90.3		221.8	174.6	
EBITDA	**53.2**	**117.6**	**-54.8%**	**44.1**	**20.6%**	**97.1**	**124.3**	**-21.9%**
EBITDA Margin	***10.4%***	***21.0%***		***8.9%***		***9.7%***	***13.3%***	
Depreciation and amortization	9.8	10.9		8.8		18.6	20.7	
EBIT	**43.4**	**106.7**		**35.3**		**78.5**	**103.6**	
Finance cost	11.3	14.1		12.3		23.6	23.4	
Other income	1.3	2.8		0.5		1.8	3.8	
Profit before tax	**33.4**	**95.4**	**-65.0%**	**23.5**	**42.0%**	**56.7**	**84.1**	**-32.5%**
Current tax expense	9.0	21.5		7.6		16.6	21.5	
Deffered tax	-0.9	0.4		0.5		-0.4	1.5	
Profit after tax	**25.2**	**73.5**	**-65.7%**	**15.4**	**63.8%**	**40.5**	**61.0**	**-33.6%**
Minority Interest	**0.0**	**2.1**		**1.0**		**1.1**	**0.3**	
Adj PAT	**25.2**	**71.3**	**-64.7%**	**14.4**	**75.5%**	**39.5**	**60.7**	**-35.0%**
PAT Margin	***4.9%***	***12.7%***		***2.9%***		***3.9%***	***6.5%***	

Financial Statement (Consolidated)

Income Statement

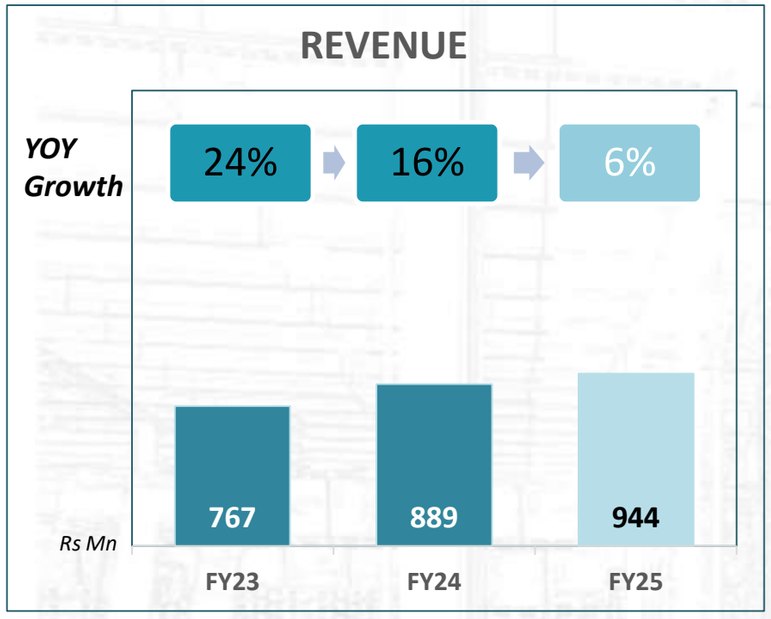
Particulars	FY2023	FY2024	FY2025
Revenue from operations	**813.2**	**937.4**	**1,003.8**
Material cost	567.9	608.5	631.7
Direct Expenses	24.4	51.9	55.6
Change in inventories	-36.9	-21.9	-2.4
Cost of goods Sold	555.4	638.5	684.9
Gross Profit	**257.8**	**299.0**	**318.9**
Gross Margin	***31.7%***	***31.9%***	***31.8%***
Employee benefit expenses	82.7	80.5	112.7
Other expenses	128.9	94.1	109.1
Total expenses	211.6	174.6	221.8
EBITDA	**46.3**	**124.3**	**97.1**
EBITDA Margin	***5.7%***	***13.3%***	***9.7%***
Depreciation and amortization	22.4	20.7	18.6
EBIT	**23.9**	**103.6**	**78.5**
Finance cost	16.5	23.4	23.6
Other income	0.5	3.8	1.8
Profit before tax	**7.9**	**84.1**	**56.7**
Current tax expense	1.1	21.5	16.6
Deffered tax	0.7	1.5	-0.4
Profit after tax	**6.1**	**61.0**	**40.5**
Minority intrest	1.2	0.3	1.1
Adj PAT	**4.9**	**60.7**	**39.5**
PAT Margin	***0.6%***	***6.5%***	***3.9%***

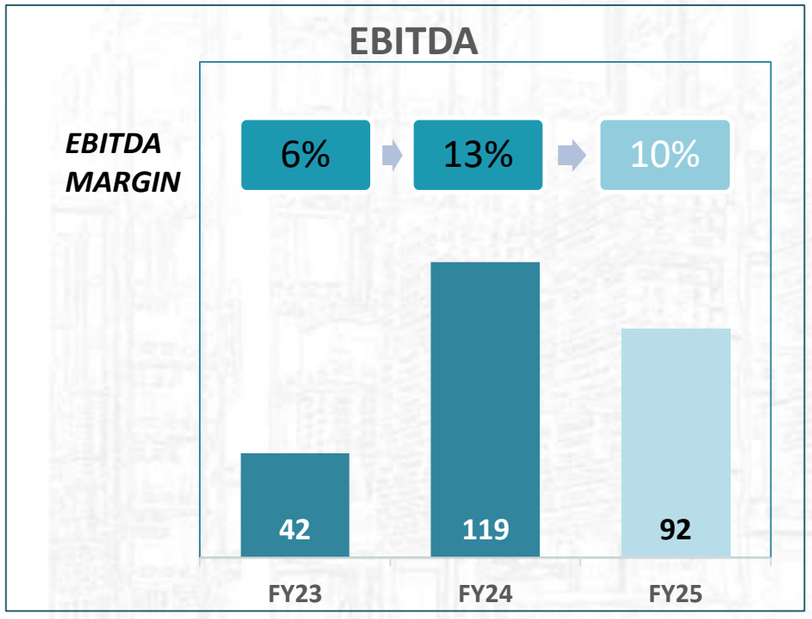
Balance Sheet

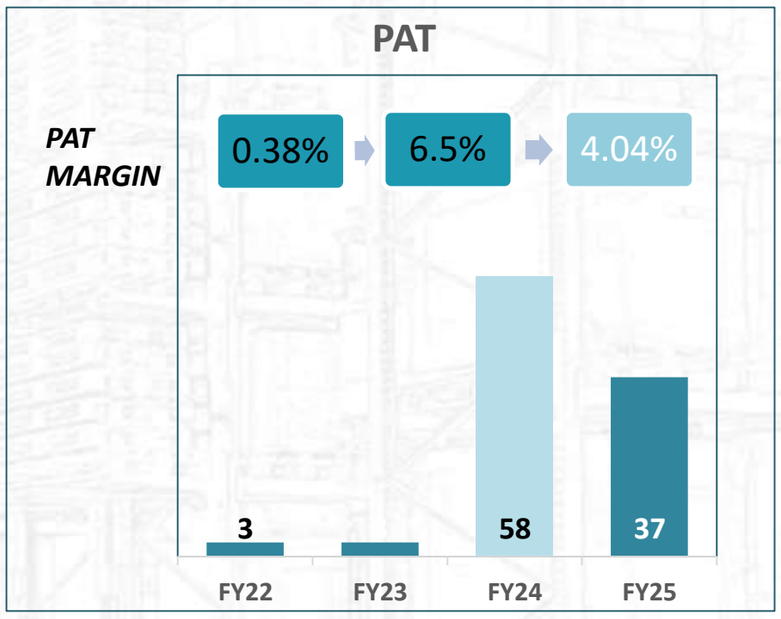
Particulars (Rs Mn.)	FY2023	FY2024	FY2025
Non-current assets			
Fixed & Tangible Assets	93.1	83.3	80.2
Other non current assets	14.8	15.0	16.8
Deffered tax assets	0.0	0.1	0.1
Non-current investments	0.0	0.0	0.0
Long-term loans and advavnces	1.2	0.0	0.0
Total non-current assets	**109.0**	**98.4**	**97.1**
Current assets			
Inventories	63.4	120.0	134.4
Trade receivables	157.1	323.9	434.7
Cash and bank balances	14.1	17.9	38.2
Loan and advances	56.6	49.2	32.1
Other current assets	0.1	0.9	0.0
Total current assets	**291.2**	**511.8**	**639.4**
Total assets	**400.2**	**610.2**	**736.5**
Equity			
Equity share capital	30.0	90.0	128.4
Reserves & surplus	29.5	30.0	300.1
Minority Interest	1.6	1.8	2.9
Total equity	**61.0**	**121.8**	**431.4**
Non-current liabilities			
Long term borrowings	35.9	39.7	12.7
Deffered tax liabilities	1.5	3.1	2.7
Long term provisions	4.5	6.4	7.9
Total non-current liabilities	**41.9**	**49.3**	**23.4**
Current liabilities			
Short term borrowings	57.3	135.9	118.8
Trade payables	191.5	221.0	97.8
Short term Provisions	7.6	23.8	24.3
Other current liabilities	41.1	58.4	40.7
Total current liabilities	**297.5**	**439.1**	**281.7**
Total equity and liabilities	**400.4**	**610.2**	**736.5**

Financial Performance Over the Years

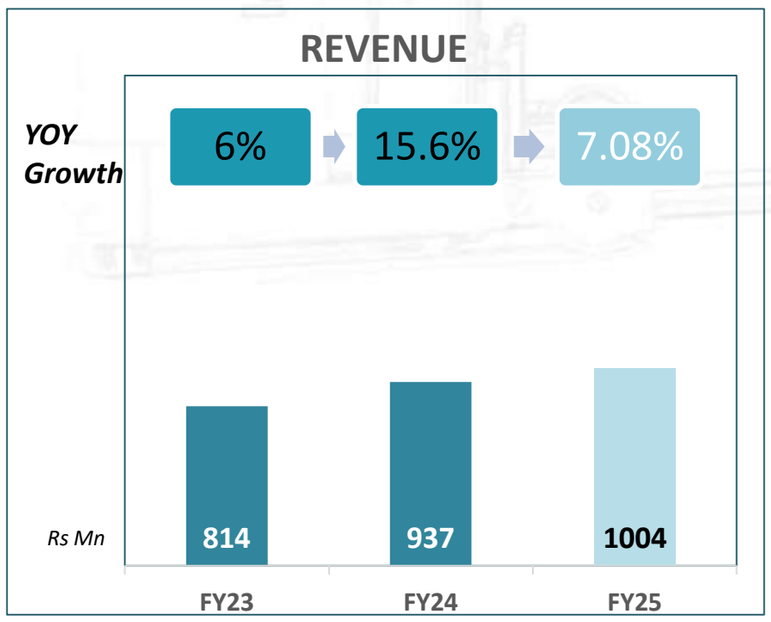
Standalone

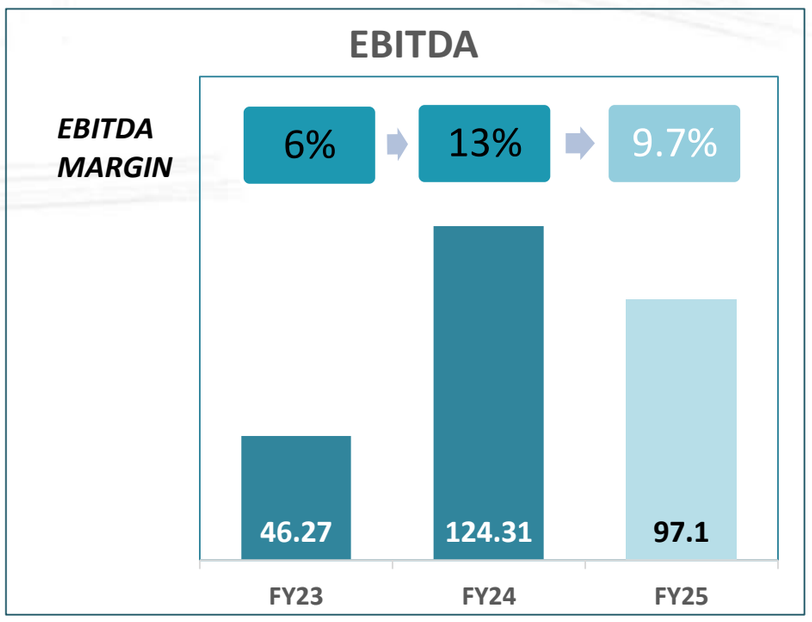


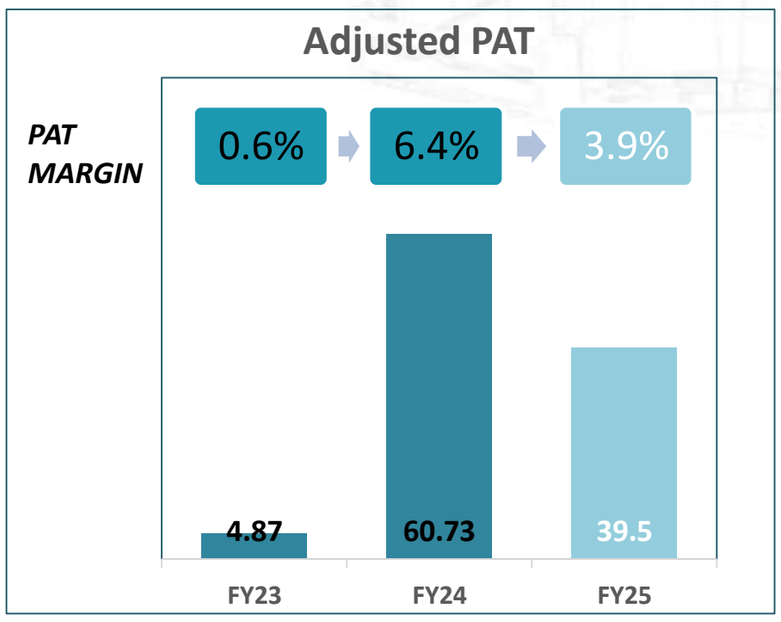




Consolidated







Company Overview

About the Company

- **Established in 2010**, headquartered in **Bangalore, Karnataka**.
- ISO-certified company specializing in **storage and warehouse automation solutions**.
- State-of-the-art manufacturing facility spanning **56,240 sq. ft.**, supported by **20,000 sq. ft. of storage space**.
- Certified for:
  - **ISO 9001:2015** – Quality Management
  - **ISO 14001:2015** – Environmental Management
  - **ISO 45001:2018** – Occupational Health & Safety
- Products are **CE compliant** and designed in accordance with **EN 15512 standards**.
- Known for a **customer-centric approach**, innovation, and reliable execution across industries.

Products and Services

Racking Solution	Shelving Systems	Warehouse Automation	Structural Solutions	Consulting Services	Industries Served
• Custom-designed heavy-duty racks for diverse warehousing needs	•Modular and efficient shelving tailored to customer operations.	•Seamless integration of automation for optimized intralogistics, reduced errors, and faster operations.	•Design and execution of rack-supported warehouses—from simple to fully automated facilities.	•Expert advisory on warehouse layout, space utilization, and operational flow.	•Automotive, Retail, E-commerce, Cold Storage, FMCG, Pharma, Education, Electronics, Oil & Gas, Chemicals & Agrochemicals.

Vision

At Rack N Rollers, our vision is to revolutionize the future of warehousing by delivering cutting-edge Automated Storage and Retrieval Systems (AS/RS) that redefine efficiency and productivity. We are committed to creating intelligent, reliable, and highly innovative automation solutions that empower businesses to maximize operational efficiency, optimize space utilization, and streamline inventory management.

By combining advanced technology with deep industry insight, we aim to become a trusted partner for organizations looking to transform their warehousing operations into smart, future-ready ecosystems. Our relentless pursuit of innovation drives us to develop scalable and sustainable solutions that not only meet the demands of today's dynamic supply chains but also anticipate the needs of tomorrow.

Mission

Deliver exceptional value through high-quality, reliable services that enhance customer experience and satisfaction.

Contribute positively to our employees, clients, stakeholders, and society at large, guided by a spirit of trust, goodwill, and ethical responsibility.

Empower individuals by nurturing the leaders of tomorrow, fostering a mindset of growth, innovation, and self-employment.

Create global employment opportunities by building scalable solutions and expanding our reach across international markets.

Milestones

2010: Company incorporated as Storage Technologies and Automation Private Limited

2013: Commencement of factory operations.

2018:Received "Certificate of Recognition" under India 5000 Best MSME Awards.

2022: Crossed revenue of 50 Crs.

2025: Crossed revenue of 100Crs.

2024: Successful IPO, Listing on BSE SME board, Raised 29.95Cr

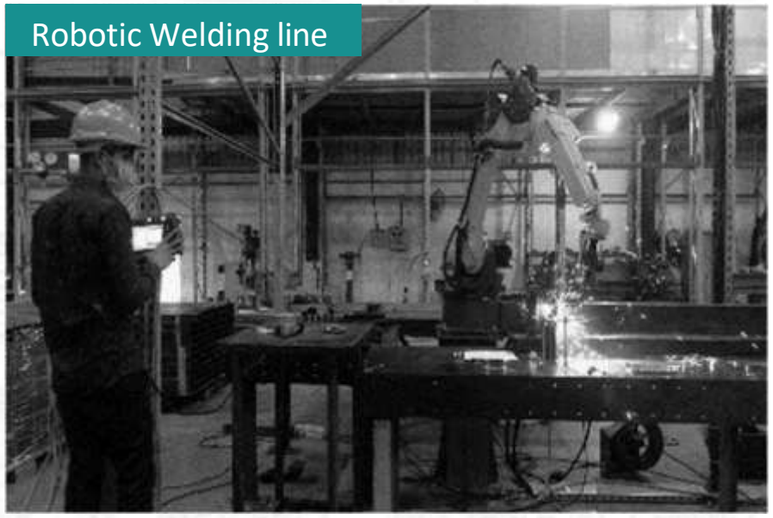
2025: Opened two sales offices in Delhi and Mumbai.

2010-2020

2020-2025

Our Factory Infrastructure

Robotic Welding line



Raw Material Storage



Laser Cutting



Press Brake



Powder Coating Line



Roll Forming line



Our Competitive strength

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,

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 loyaltyOur focus on quality is maintained at all stages right from the sourcing of raw materials to the product manufacturing and assembly.

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

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

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

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

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

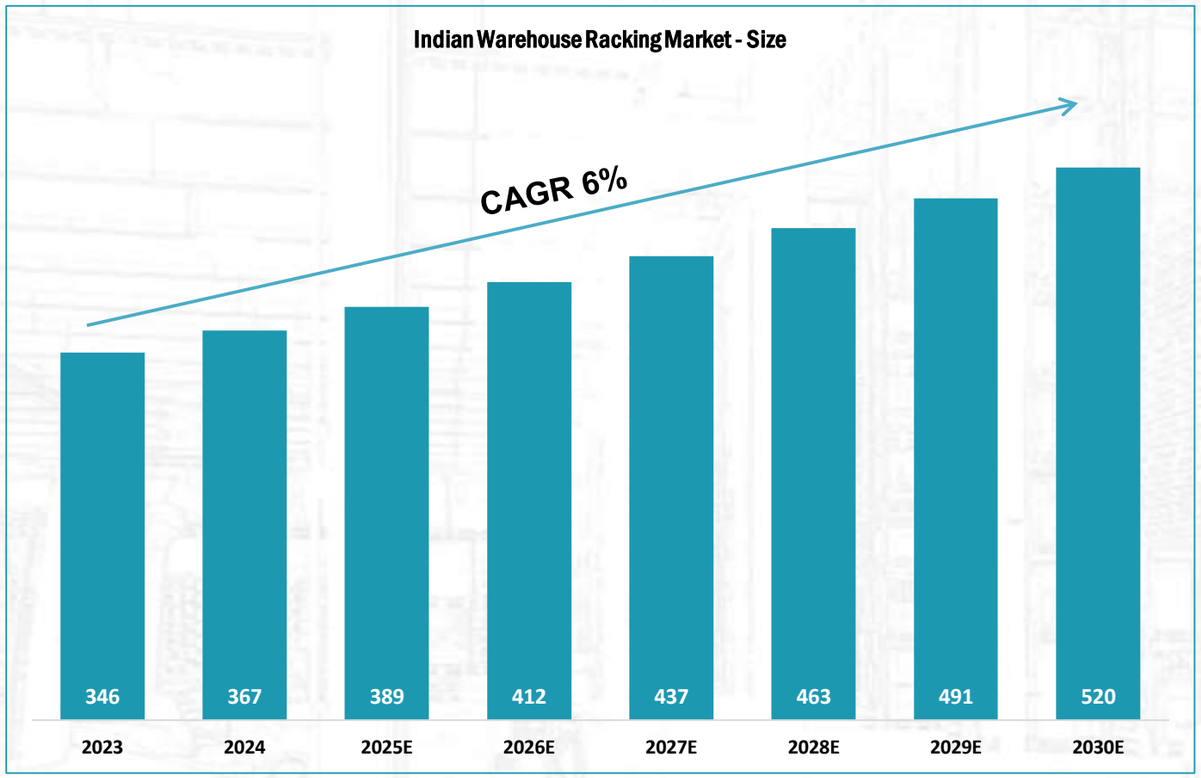
Adopting technological advancement approach

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

Industry Background

India Warehouse Racking Market



India Warehouse Racking Market: Growth Outlook & Segment Insights

- The India warehouse racking market generated revenue of USD 345.8 million in 2023 and is projected to reach USD 520.3 million by 2030.
- The market is anticipated to grow at a CAGR of 6% from 2024 to 2030.
- Among product segments, selective pallet racking accounted for the highest revenue share in 2023.
- Selective pallet racking is also expected to remain the fastest-growing and most lucrative segment throughout the forecast period.

In 2023, India contributed 3.7% to the global warehouse racking market revenue.

India is the fastest-growing market in Asia Pacific and is projected to reach USD 520.3 million in warehouse racking revenue by 2030.

Growth Drivers

E-commerce Boom
- Rising online retail demand is driving the need for efficient warehousing and inventory management systems.

3PL & Logistics Expansion
- Growth of third-party logistics providers is fueling large-scale racking installations across distribution hubs.

Government Infrastructure Push
- Initiatives like PM Gati Shakti and National Logistics Policy are enhancing warehouse connectivity and capacity.

Growth of Organized Retail
- Modern retail formats require systematic back-end storage solutions, boosting demand for shelving systems.

Pharma & Cold Chain Demand
- Regulatory compliance and cold chain logistics are pushing for specialized racking in pharmaceuticals and healthcare.

Warehouse Automation & Smart Storage
- Adoption of ASRS (Automated Storage & Retrieval Systems) and IoT-driven solutions is encouraging modular, scalable racking.

Future Outlook

Revenue

Looking ahead to FY26, the company anticipates revenue of approximately ₹130 Cr, driven by strong domestic demand and the launch of its export vertical. Initial orders from the UAE, Saudi Arabia, and Oman have already been secured, setting a solid foundation for global expansion.

EBITDA

EBITDA margins are expected to improve to 11%–13%, supported by the tapering off of project-specific costs, operational efficiency gains, and scale benefits.

PAT

PAT margins are forecasted in the range of 6%–7%, reflecting improved profitability from a more diversified and margin-accretive business mix.

Over the medium term, the company is targeting a 20% revenue CAGR over the next five years, with a steady-state EBITDA margin of 14%–15%. This outlook is underpinned by capacity expansion, market penetration, international growth, and disciplined execution.

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.

The Team



Mr. Hanif Khatri
Chairman



Mohammad Arif
MD – Whole Time Director



Mr. Afzal Hussain
CEO – Whole Time Director



Syed Azeem
COO – Whole Time Director



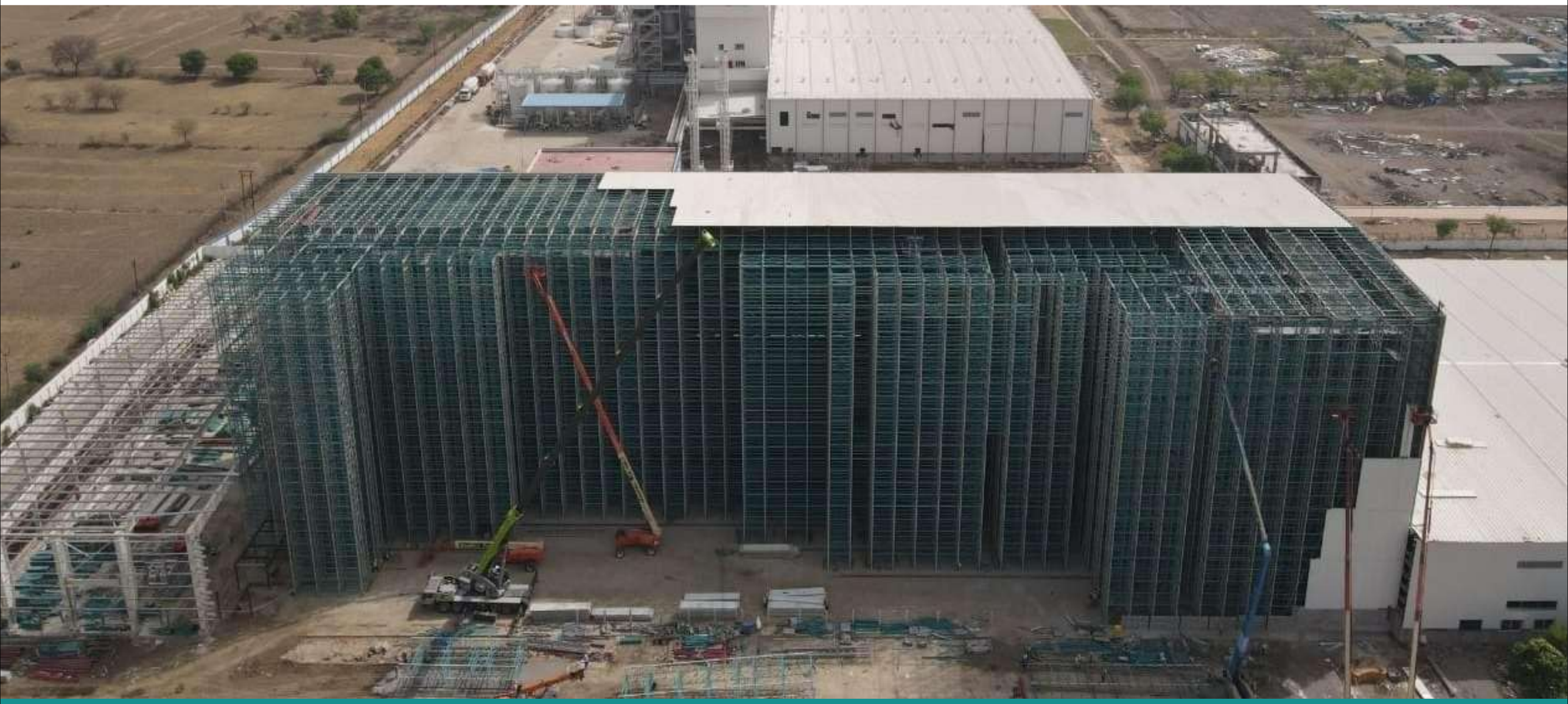
Mr. Nuumaan Khasim
CFO – Whole Time Director



Mr. Khasim Syet
Whole Time Director

OUR CLIENTELE

Thank You



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