

#### STORAGE TECHNOLOGIES AND AUTOMATION LIMITED

RACKING || SHELVING || AUTOMATION || STRUCTURAL || CONSULTING

Date: 15th November 2025

To The Bombay Stock Exchange Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400001

BSE Script Code/Script ID: 544171/STAL

ISIN: INEORGM01016

Dear Sir/Madam,

We would like to inform you that the Company has prepared an Investor Presentation for the benefit of its shareholders and stakeholders, providing an overview of the Company's operational and financial performance.

As the Company is listed on the SME Platform, the Company is making this submission voluntarily in the interest of enhanced transparency and better communication with stakeholders.

The Investor Presentation is enclosed herewith for your information and records.

For Storage Technologies and Automation Limited

Mohammad Arif Abdul Gaffar Dor Managing Director DIN: 02943466

Encl. a/a

PAN: AAOCS1579F1ZU GSTIN: 29AAOCS1579F1ZU



### **Safe Harbor**

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### H1FY26 Earning Highlights (Standalone)

#### Revenue from Operations

Revenue from operations stood at ₹470.53 Mn, registering a 7.9% YoY increase over ₹436.15 Mn in H1 FY25. On a sequential basis, revenue was 7.4% lower HoH versus ₹508.01 Mn in H2 FY25, largely due to elongation in execution timelines for certain projects.

#### **Gross Profit**

Gross profit improved to ₹137.01 Mn, up 11.8% YoY, with gross margin expanding to 29.1% (vs 28.1% in H1 FY25). Sequentially, gross margin moderated from 36.0% in H2 FY25, reflecting a lower share of high-margin milestones during the period

#### **EBITDA**

EBITDA stood at ₹3.25 Mn, compared with ₹40.36 Mn in H1 FY25 and ₹52.10 Mn in H2 FY25, reflecting higher on-site manpower costs, rentals and execution-related overheads on delayed projects.

#### EBITDA Margin

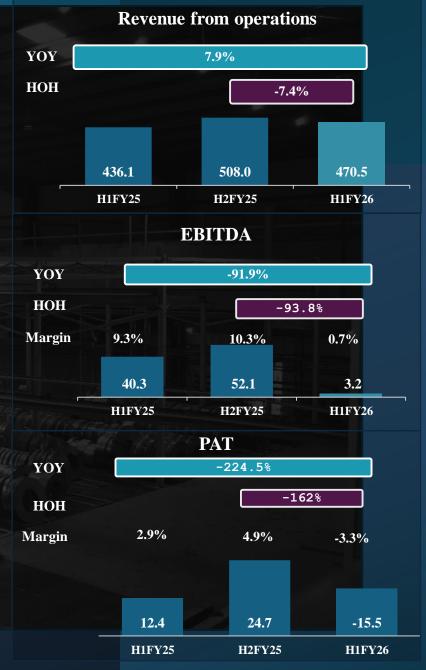
EBITDA margin was 0.7% in H1 FY26 versus 9.3% in H1 FY25 and 10.3% in H2 FY25; margins are expected to improve as revenue scales up in the seasonally stronger H2 and cost overhangs ease.

#### Profit After Tax (PAT)

Profit after tax (PAT) was a loss of ₹15.50 Mn in H1 FY26, compared with a profit of ₹12.45 Mn in H1 FY25 and ₹24.78 Mn in H2 FY25.

#### PAT Margin

PAT margin stood at -3.3%, versus 2.9% in H1 FY25 and 4.9% in H2 FY25, primarily due to muted EBITDA and interest costs; profitability is expected to recover as deferred projects are completed and billed in H2.





## \*\* Financials (Standalone)

Particulars (Rs Mn.)	H1FY26	H1FY25	YOY	H2FY25	HOH	FY25	FY24	YOY
Revenue from operations	470.53	436.15	7.9%	508.01	-7.4%	944.16	888.75	6.2%
Cost of goods Sold	333.52	313.62		325.34		638.97	616.07	
Gross Profit	137.01	122.53	11.8%	182.67	-25.0%	305.20	272.68	11.9%
Gross Margin	29.1%	28.1%		<i>36.0%</i>		32.3%	<i>30.7%</i>	
Employee benefit expenses	65.12	37.31		72.58		109.89	74.06	
Other Expenses	68.64	44.86		57.98		102.84	79.55	
Total expenses	133.76	82.17		130.56		212.73	153.61	
EBITDA	3.25	40.36	-91.9%	52.10	-93.8%	92.46	119.07	-22.3%
<b>EBITDA Margin</b>	0.7%	9.3%		10.3%		9.8%	13.4%	
Depreciation and amortization	10.26	8.51		9.55		18.05	19.89	
BIT	-7.00	31.85		42.56		74.41	99.18	
Finance cost	9.44	12.12		11.18		23.30	23.10	
Other income	1.60	0.24		1.37		1.61	3.76	
Profit before tax	-14.84	19.97		32.75		52.72	79.85	
Total tax expense	0.66	7.52		7.97		15.49	21.73	
Profit after tax	-15.50	12.45	-224.5%	24.78	-162.5%	37.23	58.12	-35.9%
PATMargin PATMargin	-3.3%	2.9%		4.9%		3.9%	6.5%	



## Financial Statement over the years (Standalone)

#### **Income Statement**

income statement				
Particulars (Rs Mn.)	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	
<b>B</b> T	20.6	99.3	74.4	
Otherincome	0.5	3.8	1.6	
Finance cost	16.5	23.1	23.3	I
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	
PATMargin	0.4%	6.6%	3.9%	

		Bal	lance	$\mathbf{e}[\mathbf{S}]$	heet
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Dalance 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			
Longterm borrowings	34.6	34.5	7.6
Deffered tax liabilities	1.6	3.1	2.7
Longterm 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



### H1FY26 Earning Highlights (Consolidated)

#### **Revenue from Operations**

Revenue from operations on a consolidated basis was ₹472.13 Mn, down 4.5% YoY from ₹494.25 Mn in H1 FY25 and 7.3% lower HoH than ₹509.54 Mn in H2 FY25, reflecting execution slippages and the business' inherent seasonality with a stronger second half.

#### **Gross Profit**

Gross profit increased to ₹138.08 Mn, a 2.8% YoY rise, with gross margin at 29.2% versus 27.2% in H1 FY25. Sequentially, margin moderated from 36.2% in H2 FY25, as certain high-margin orders are scheduled for execution and billing in H2 FY26.

#### **EBITDA**

EBITDA came in at ₹4.26 Mn, compared with ₹44.06 Mn in H1 FY25 and ₹53.17 Mn in H2 FY25, impacted by elevated employee expenses, rentals and subcontracting costs on projects under implementation.

#### **EBITDA Margin**

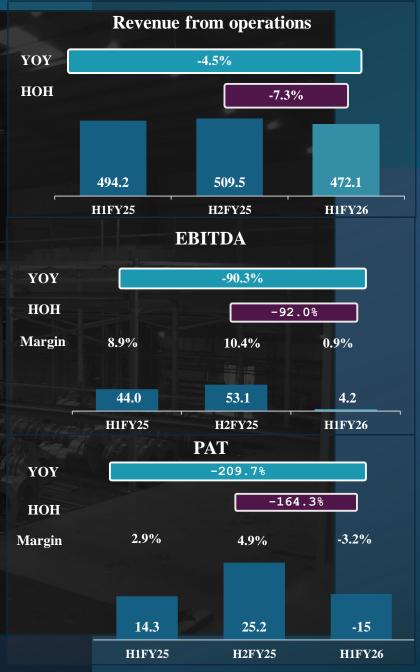
EBITDA margin stood at 0.9%, versus 8.9% in H1 FY25 and 10.4% in H2 FY25, reflecting the weaker first half, cost overhangs and lower operating leverage.

#### Adjusted Profit After Tax (PAT)

Adjusted PAT for H1 FY26 was a loss of ₹15.02 Mn, compared with a profit of ₹14.33 Mn in H1 FY25 and ₹25.21 Mn in H2 F

#### Adjusted PAT Margin

Adjusted PAT margin was -3.2%, versus 2.9% in H1 FY25 and 4.9% in H2 FY25; as revenues pick up in the seasonally stronger second half, the Company expects improved operating leverage and a better earnings trajectory.





## \*\* Financials (Consolidated)

Particulars (Rs Mn.)	H1FY26	H1FY25	YOY	H2FY25	нон	FY25	FY24	YOY
Revenue from operations	472.13	494.25	-4.5%		-7.3%	Mitalian Indiana	937.41	7.1%
Cost of goods Sold	334.05	359.90		324.96		684.94	638.46	(0)3403310
Gross Profit	138.08	134.35	2.8%	184.58	-25.2%	318.86	298.95	6.7%
Gross Margin	29.2%	27.2%	- 50100	36.2%	WARREST	31.8%	31.9%	CONTRACTOR OF THE PARTY OF THE
Employee benefit expenses	65.11	39.71		72.93		112.65	80.50	
Other Expenses	68.71	50.58		58.48		109.00	94.14	
Total expenses	133.82	90.29		131.41		221.65	174.64	
EBITDA	4.26	44.06	-90.3%	53.17	-92.0%	97.21	124.31	-21.8%
EBITDA Margin	0.9%	8.9%		10.4%		9.7%	13.3%	
Depreciation and amortization	10.42	8.77		9.80		18.57	20.67	
EBIT	-6.16	35.29		43.37		78.64	103.64	
Finance cost	9.49	12.32		11.29		23.62	23.35	
Otherincome	1.60	0.50		1.29		1.80	3.77	
Profit before tax	-14.05	23.47		33.37		56.82	84.06	
Total tax expense	0.92	8.10		8.14		16.25	23.07	
Profit after tax	-14.97	15.37	-197.4%	25.23	-159.3%	40.57	60.99	-33.5%
Minority Interest	0.05	1.04		0.02		1.06	0.26	
Adj PAT	-15.02	14.33	-204.8%	25.21	-159.6%	39.51	60.73	-34.9%
Adj PAT Margin	-3.2%	2.9%		4.9%		3.9%	6.5%	



### Financial Statement over the years (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	<i>5.7%</i>	13.3%	9.7%
Depreciation and amortization	22.4	20.7	18.6
⊞T	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%

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Bal	lance	Sheet

FY2023	FY2024	FY2025
93.1	83.3	80.2
14.8	15.0	16.8
0.0	0.1	0.1
0.0	0.0	0.0
1.2	0.0	0.0
109.0	98.4	97.1
63.4	120.0	134.4
157.1	323.9	434.7
14.1	17.9	38.2
56.6	49.2	32.1
0.1	0.9	0.0
291.2	511.8	639.4
400.2	610.2	736.5
30.0	90.0	128.4
29.5	30.0	300.1
1.6	1.8	2.9
61.0	121.8	431.4
35.9	39.7	12.7
1.5	3.1	2.7
4.5	6.4	7.9
41.9	49.3	23.4
57.3	135.9	118.8
191.5	221.0	97.8
7.6	23.8	24.3
41.1	58.4	40.7
297.5	439.1	281.7
400.4	610.2	736.5
	93.1 14.8 0.0 0.0 1.2 109.0 63.4 157.1 14.1 56.6 0.1 291.2 400.2 30.0 29.5 1.6 61.0 35.9 1.5 4.5 41.9	93.1 83.3 14.8 15.0 0.0 0.1 0.0 0.0 1.2 0.0 109.0 98.4 63.4 120.0 157.1 323.9 14.1 17.9 56.6 49.2 0.1 0.9 291.2 511.8 400.2 610.2 30.0 90.0 29.5 30.0 1.6 1.8 61.0 121.8 35.9 39.7 1.5 3.1 4.5 6.4 41.9 49.3 57.3 135.9 191.5 221.0 7.6 23.8 41.1 58.4 297.5 439.1



### Our Current Infrastructure

The current factory is spread over 5 acres within Bangalore city limits in Yelahanka and is 20 minutes away from the International Airport

MULTIPLE ROLL FORMING LINES

SHEARING & BENDING (PRESS BRAKE)

**MACHINES** 

ROBOTIC WELDING LINE

MANUFACTURING FACILITY 164,000 SQ. FT. PLASMA & LASER MACHINES

FULLY AUTOMATED POWDER COATING LINES

OTHER MACHINERY

OFFICE SPACE 4500 SQ. FT.

## Leaders in Storage & Warehousing

Racks and Rollers is known to be one of the most influential leaders and a coveted name in the Storage, Warehousing and Automation industry. Following our passion for developing state of the art, economically efficient storage systems for the past three decades, our company has gathered a pool of extensive experience, expert staff and valuable knowledge by challenging ourselves with some of the most demanding projects across the world.



# **Seamless Integration Solutions that Spearhead Growth**

## **Storage Technologies** and **Automation**

Noticing a dearth of modern and practical designs in the market, Mr. Arif Khatri and Khsaim sait laid the foundation under the able guidance of Hanif Khatri for Storage technologies and automation pvt ltd in 2010 leveraging his experience of over 20 years in the warehousing and logistics industry. Today, we are among the leading suppliers of Racking, Shelving and Automation solutions and have proudly served numerous organizations across the globe.

Our team is equipped with young and unrivalled subject matter specialists. We have made into the top league of the industry with correct guidance, hard work and devotion to our work. Our staff is united with a passion for perfection and swears by unparalleled work ethics, always striving to work relentlessly to deliver frontline solutions and services.

#### **VISION**

To deliver value engineered and highly optimized storage solutions for economical, truly operational and efficient warehouse operations.

#### **MISSION**

To provide the best product and services to the clients.

Provide the best environment to our employees through inclusive participation and growth. Taking care of the stakeholders by enhancing the value of their investment through business growth. Creating global footprint in business

### STORAGE SOLUTIONS

#### **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.

# **Racking Solutions**

Our racking solutions comprise of recommendation and provision of exceptional quality racks of all kinds and structures. Industrial storage racks are typically recommended in case of palletized goods or inventory.

Our approach towards racking solutions is based on an exhaustive study of the client's challenges and requirements like workflow dynamics, budget and required capacity among many others. Once the in-depth analysis is concluded, our team works on building a holistic racking solution that encompasses all the client's requirements seamlessly.

### Range Of Racking Solutions



SELECTIVE PALLET RACKING



RADIO SHUTTLE
RACKING SYSTEM



PALLET FLOW RACKING



DRIVE-IN
PALLET RACKING



CANTILEVER RACKING



MOBILE PALLET RACKING



PUSH BACK
PALLET RACKING

# **Shelving Solutions**

Our world-class, holistic shelving solutions are recommended and supplied to clients based exclusively on their unique requirements. We provide single tier and multi-tier shelving systems in case of goods stored in cartons, bins, boxes, totes etc.

After an extensive research into the client's business, product and the task at hand, a suitable shelving system is recommended that seamlessly fits all their necessary requirements and integrates harmoniously with their overall organisational perspective

### Range Of Shelving Solutions



SLOTTED ANGLE SHELVING



BOLTS FREE
SHELVING



HEAVY DUTY
SHELVING



LONG SPAN
SHELVING



MULTI-TIER
SHELVING



GARMENT ON HANGERS



ROLLER (LIVE)
SHELVING



SUPERMARKET SHELVING

# **Automation Solutions**

Growth in business leads to larger and larger warehouses with vaster number of SKUs. As the consumer market grows so does the need for advancing warehouses with latest automation systems that can convert a warehouse facility into a distribution centre as well as fulfilment centre in case of e-commerce business to make your business future ready.

Integrating automation along with storage facility leads to reduction in labour expenses, higher efficiency, overall intralogistics optimisation and faster operations along with minimized human error. Investing in your business today while having a vision of tomorrow, is what is required to keep up with an ever-changing market.

### Range Of Automation Solutions



CONVEYOR SYSTEMS



MERGE & SORT
SYSTEMS



ASRS CRANE BASED



RADIO SHUTTLE
SYSTEMS



VERTICAL GOODS LIFT



PICK / PUT TO LIGHT



ASRS SHUTTLE BASED

# **Structural** Solutions

Racks and Rollers is the leading manufacturer of racking, shelving and structural storage solutions. Our expertise persists in various categories of warehouse design but if we were to put a hat on a specific field, it would be on rack supported warehouses (RSW) which can be constructed on simple racking or semi to fully automated systems like drive-in, radio shuttle and also ASRS.

Other structures include mezzanine floors to increase storage by vertical expansion, Preengineered buildings and Temperature controlled facilities.

### Range Of Structural Solutions



MEZZANINE SINGLE-TIER & MULTI-TIER



RACK SUPPORTED WAREHOUSES



STACKABLE PALLETS



PRE-ENGINEERED
BUILDINGS



TEMPERATURE CONTROLLED WAREHOUSE

# **Consulting Solutions**

At Racks and Rollers, we believe in delivering value. Consultancy is the core principle by which we work as an organisation. Our team has vast experience in designing warehouses for various industries and requirements.

We understand supply chain and logistical needs of a customer better than anyone. Therefore, the systems that we recommend are advised after a thorough research of the customer's business and overall requirement. An implementation of the recommended solution can be shown in real time by simulation of warehouse models to understand the difference in efficiency, accuracy and speed.

### Range Of Consulting Solutions



TURN KEY
SOLUTIONS



SIMULATION MODELLING



INTRA-LOGISTICS

DESIGN



RACK INSPECTIONS



WAREHOUSE MANAGEMENT SYSTEMS



PROJECT COMMISSIONING



# **Project Consultancy**

At Racks and Rollers, we start with a deep dive into your needs, guided by experts in crafting superior storage solutions. We recommend tailored systems based on key business, product, and warehouse factors. Our solutions stem from a vision to drive holistic business growth, backed by rigorous analysis of your operations, products, and intralogistics.

# **Automation Solutions**

Business growth drives larger warehouses with more SKUs, demanding advanced automation to transform facilities into efficient distribution and e-commerce fulfillment centers for future readiness. Automation integrated with storage cuts labor costs, boosts efficiency, optimizes intralogistics, accelerates operations, and minimizes errors. Invest today with tomorrow's vision to thrive in a dynamic market.

# **Racking Solutions**

Our racking solutions deliver premium-quality racks in all types and structures, with industrial storage racks ideal for palletized goods or inventory. We conduct thorough analysis of your challenges—workflow, budget, capacity, and more—to design a seamless, holistic racking system tailored to your needs.

# Fire & Safety Solutions

Our world-class, holistic fire fighting, and plumbing team has experience in design and execution of all types of safety methodologies to help fight the any liabilities from fire and other hazards.

Our team is compliant to design systems with respect to the latest NFPA, FM Global, UBC, NBC, and India Standards to help customers offset their risks from hazards.

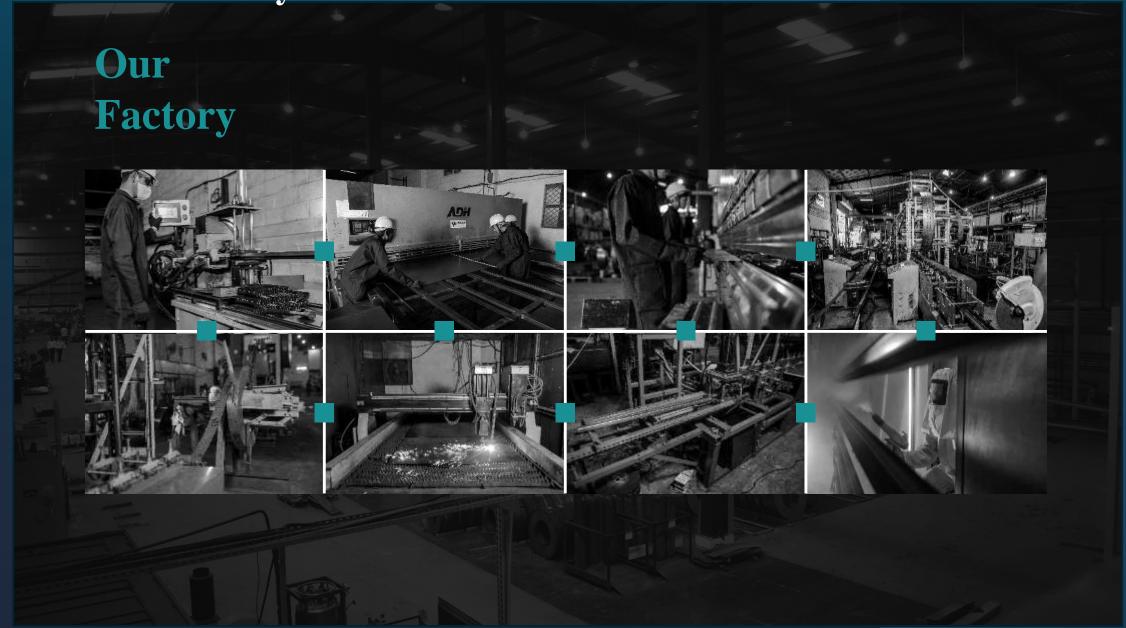
# **Structural Solutions**

Racks and Rollers leads in manufacturing racking, shelving, and structural storage solutions, excelling in warehouse design—especially rack-supported warehouses (RSW) built on simple racking or semi- to fully automated systems like drive-in, radio shuttle, and ASRS. We also specialize in mezzanine floors for vertical expansion, pre-engineered buildings, and temperature-controlled facilities.

# Civil & MEP

At Racks and Rollers, we deliver exceptional value through specialized expertise in innovative, non-traditional storage systems. Our deep knowhow enables comprehensive project planning and execution, tailored to your needs—especially for unconventional structures that demand a highly experienced design team.

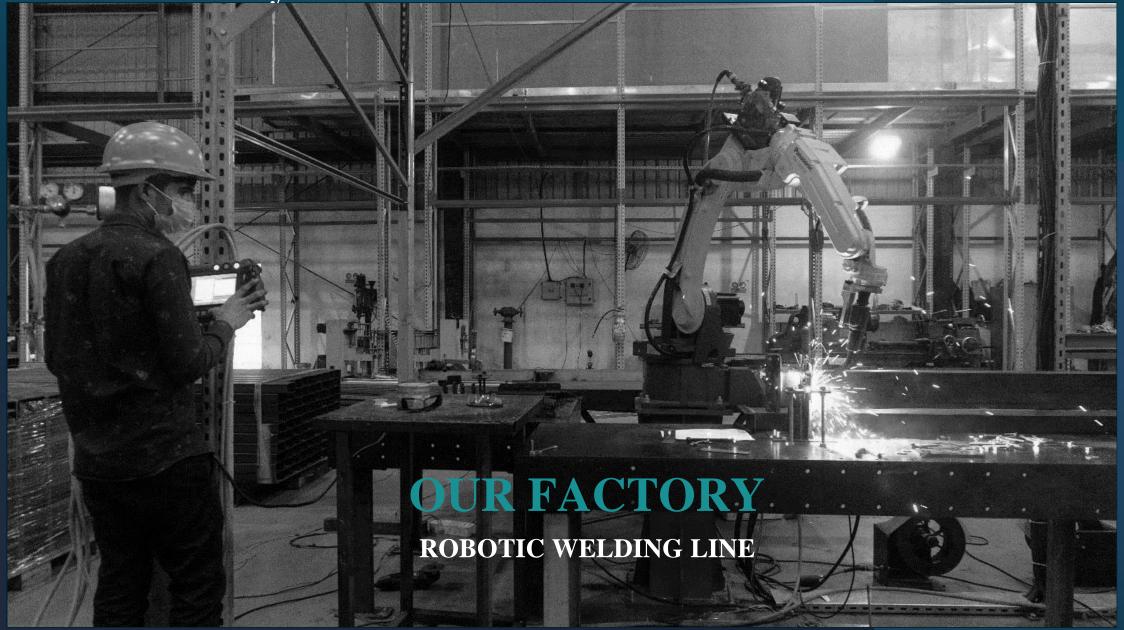




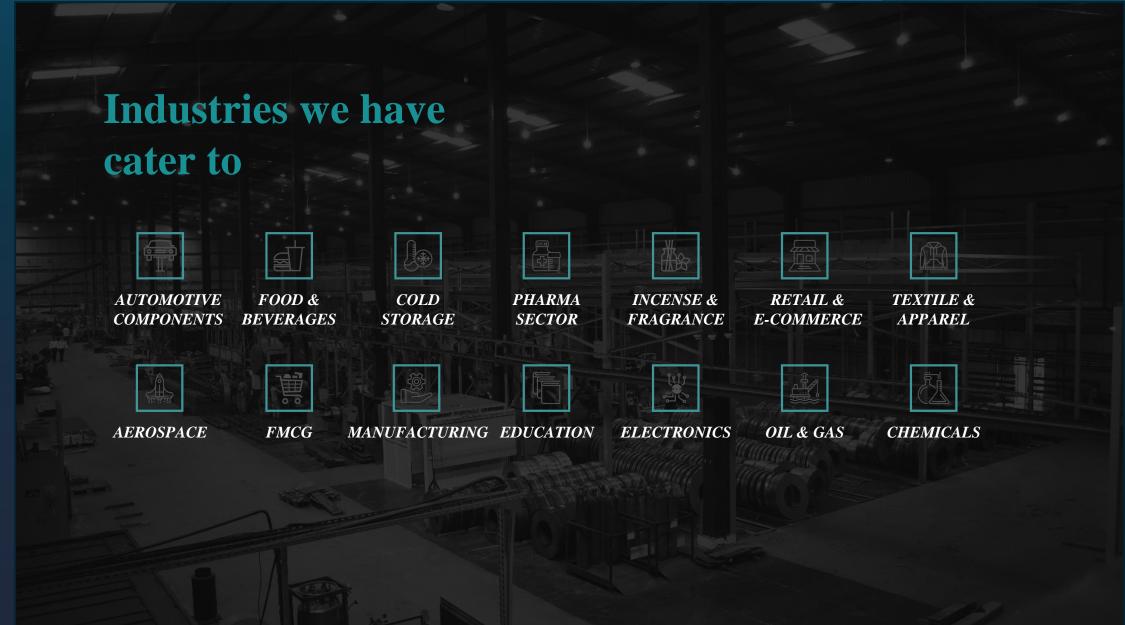
RACKS & Our Factory



RACKS & Our Factory







#### **AUTOMATION ADMINISTRATIVE AEROSPACE AUTOMATIVE GE** Aviation Addverb Purple Docs Records Goodyear Tyres CBSL Group TajSATS Air Catering Technologies Apollo Tyres UBS Publishers. **Dynamatics** System Logistics Kia Motors Writer Corporation LSG SkyChef Bastian Solutions Mahindra & Mahindra **ELECTRONICS & FASHION & LIFESTYLE FMCG** RK Foodland TELECOM Landmark Group PepsiCo International Arvind Brands Lenovo Perfetti van Melle Achi Masala Aditya Birla Fashion Unilever Unilever Samsung Voltas Beko ITC Limited RedTag International Motorola Ruosh Marico Popular Essential United Distributors Xiaomi LOGISTICS **MANUFACTURING OIL, GAS & CHEMICALS RETAIL & E-COMMERCE** Mahindra Logistics Schneider Electric Asian Paints Reliance Industries DHL Logistics Bonfiglioli IOCL Flipkart Kuehne+Nagel TVS-Sundaram India Glycol Limited Amazon Future Supply Chain Clayton NPPL Firstcry.com Polycab HENKEL Metro Cash & Carry Xpress Bees Ashirvad Pipes **ECOM Logistics** Wildkraft Borosil

#### **COLD STORAGE**

Karan Cold Storage Rinac Doles Asia Dazzale Cold Storage

#### **FOOD & BEVERAGES HEALTH & PHARMA**

Wellness Forever Natural Remedies Entero Healthcare Cipla Jyothi Pharma

AND MANY MORE...







### Future Outlook

#### **Revenue & Growth Visibility**

The Company remains confident of achieving ~₹1,200 Mn in revenue for FY26, supported by a strong order book and improving execution throughput.

Billing momentum is expected to accelerate in **H2 FY26** as several delayed installation projects reach completion.

#### **Cost Normalisation in H2 FY26**

Completion of the large installation project that drove cost overruns in H1 will enable:

Normalisation of contractual manpower costs

Reduction in machinery rental expenses

Lower outsourced execution costs

This will create a cleaner cost base and improve margin visibility for the second half.

#### **Profitability Outlook**

Management is targeting an **EBITDA margin of 7–9%** for FY26, supported by:

Normalisation of temporary H1 cost spike

Stronger billing and execution in H2

Better operating leverage from higher volumes

Continued growth from Middle East markets via the newly formed UAE entity

#### **Overall View**

H2 FY26 is expected to deliver a meaningful improvement in revenue and profitability.

The Company anticipates exiting FY26 on a stronger footing, establishing a solid platform for enhanced performance in FY27.

