

MACFOS LIMITED

Reg. office Add : S. NO. 78/1, Dynamic Logistics Trade Park,
Sumant Building, Bhosari Ajandi Rd, Dighi, Pune, Maharashtra 411015
CIN-L29309PN2017PLC172718 | GST- 27AALCM3536H1ZA
🌐: www.robust.in 📧: info@robust.in
☎: 1800 266 6123 / +91 20 68197600

Dated: 12/11/2024

To,
The General Manager
DCS-CRD
(Corporate Relationship Department)
BSE Ltd.
Rotunda Building
P.J. Tower, Dalal Street, Fort
Mumbai-400001

BSE SCRIP Code: ROBU | 543787

Subject: Presentation on the financial result for the quarter and Half-year ended on 30th September 2024.

Dear Sir(s),

This intimation is given pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 read with Part A of Schedule III to the said Regulations

Please find enclosed the presentation on financial statement.

We request you to kindly take the same on record.

Thanking you.

For, MACFOS LIMITED

CS DCG(ICSI)SAGAR GULHANE
Company Secretary and Compliance Officer
Membership No: - A67610

Date: 12-11-2024

Place: Pune

Encl: As above.

MACFOS LIMITED

BSE SCRIIP Code: ROBU | 543787

ROBU CORDIALLY INVITES YOU TO THE
CONFERENCE CALL

4:00 PM
Wednesday **13 | 11 | 2024**

AGENDA

An Invitation to the
H1 FY24-25 Earning Call of
MacFos Limited

to discuss Company's Financial/Business/Future Overview

OPTION: 1

Express Join with

DiamondPass™
No Wait Time

JOIN HERE

OPTION: 2

▶ Universal DialIn

+91 22 6280 1361
+91 22 7115 8084

▶ UK	08081011573
▶ USA	18667462133
▶ Singapore	8001012045
▶ Hong Kong	800964448
▶ Australia	1800053698

*When using dial-in numbers mentioned below please do so 10 minutes prior to the conference schedule to ensure that you are connected to your call in time.

We look forward to your participation

For further information contact: Mr. Ramadhin Rane
Ramadhin.r@hemsecurities.com | +91 89769 61772



Organised by:

Hem Securities

Building your wealth through values

MACFOS LIMITED



H1 FY24-25 MANAGEMENT
PRESENTATION



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- ▶ **BUSINESS OVERVIEW**
- ▶ **OPERATING AND FINANCIAL PERFORMANCE**
- ▶ **MANAGEMENT PERSPECTIVE**
- ▶ **STRATEGIC PRIORITIES FOR FUTURE**

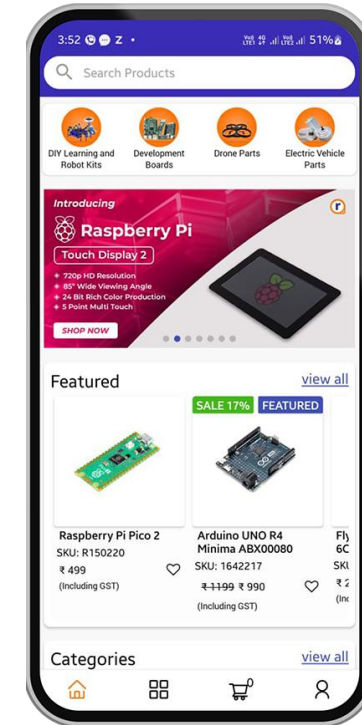
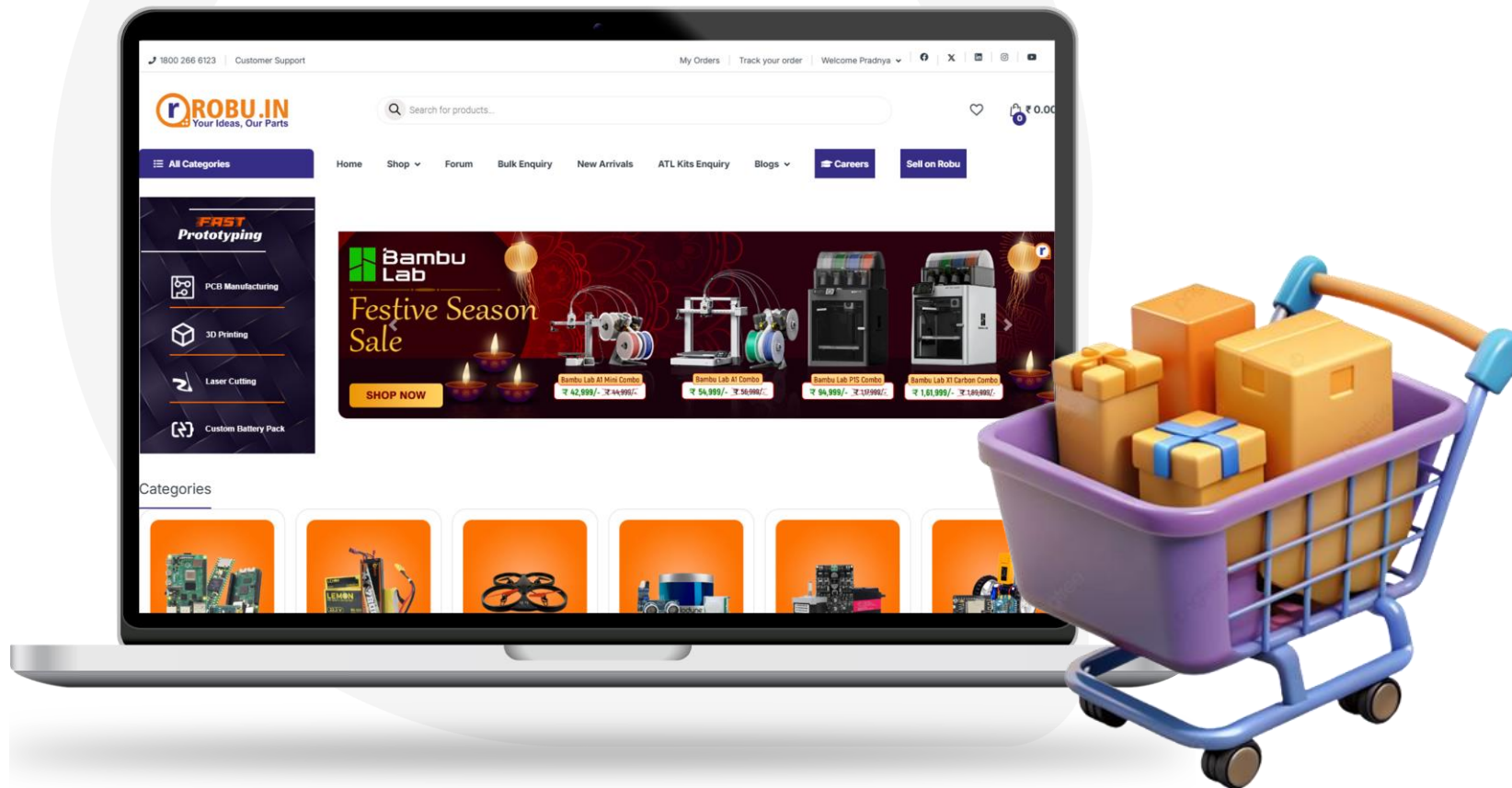




**BUSINESS
OVERVIEW**

WHAT IS ROBU?

SPECIALISED ELECTRONIC PARTS E-COMMERCE STORE WEBSITE & APPLICATION



OVERVIEW

Specialized Ecom Store of only electronics items including robotic parts, drone parts, E-bike parts, IoT & Wireless items, 3d printer & parts, DIY learning kits, development boards, raspberry Pi (Single board computers & Peripherals), sensors, motors, motor drivers, pumps, batteries, chargers, electronic modules & displays and various other mechanical and electronic components.

Easy access to hard-to-find electronic items under one roof at a reasonable price

Strong online presence, efficient order delivery capabilities across PAN India complemented by robust product sourcing network

Facilitate consumers such as Manufacturers, Corporates, Educational institutions, researchers and developers, to Speed up their entire R&D to Manufacturing Cycle.

Launched E-commerce store website Robu.in in 2014, Android Mobile application in 2017 & IOS Application in Jan 2023.

30,000+ SKU's 150+ Brands, 210+ vendor tie ups in India & Abroad.

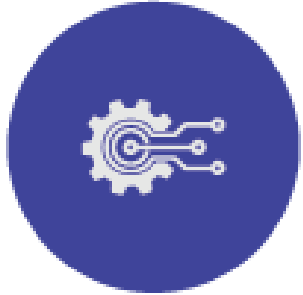
35,000+ Sq. ft Dedicated warehouse, 200+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

Consistent growth in Turnover, EBITDA and PAT at a CAGR of 67%, 77% & 88% respectively (For last 3 years). Reaching Turnover of 80 Cr in FY 22-23 and 125 Cr in FY 23-24

Inhouse R&D and Product development Team



CORE STRENGTHS



**EXTENSIVE &
DIVERSED
PORTFOLIO OF
ELECTRONIC
ITEMS & PARTS**



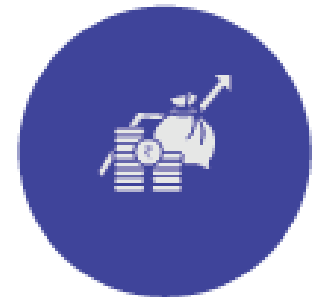
**SCALABLE
& RELIABLE
TECHNOLOGY
PLATFORM**



**STRONG
DIVERSE &
GROWING
CUSTOMER
BASE**



**EXPERIENCED
PROMOTERS
WITH STRONG
MANAGEMENT
TEAM HAVING
DOMAIN
KNOWLEDGE**



**CONSISTENT
TRACK
RECORD OF
PROFITABLE
GROWTH
& STRONG
FINANCIAL
PERFORMANCE**

COMPANY EVOLUTION

FINANCIAL YEAR

2017-18

2018-19

2019-20

2020-21

2021-22

2022-23

2023-24

REVENUE (INR Crore)

3.69

7.36

16.22

27.12

55.51

80.80

126.36

2015
E-commerce
store website
Robu.in in 2014

2019
On-board many top brands like
Raspberry Pi, Arduino, Creality
printers, etc.

2020
We were able to
achieve great
results despite
the Pandemic

2021
We launched
FDM 3D
Printing and
Laser cutting
services.

2022
Our employee
strength grew from
2 people in 2014 to
118 people and
more.

2023
We have
increased our
daily
order dispatch
capacity to
2,000 orders/day.

2024
• Strengthen R&D team to
focus on New Product
Development
• 30,000+ SKU's have
been added



PROMOTERS PROFILE



Atul Maruti Dumbre

Chairman & Managing
Director

Qualifications:
Master of Technology
(Energy Studies), MIT Pune

Experience – 14 years



Binod Prasad

Whole Time Director
& CFO

Qualifications:
Bachelor of Engineering
(Mechanical), MIT Pune

Experience – 14 years



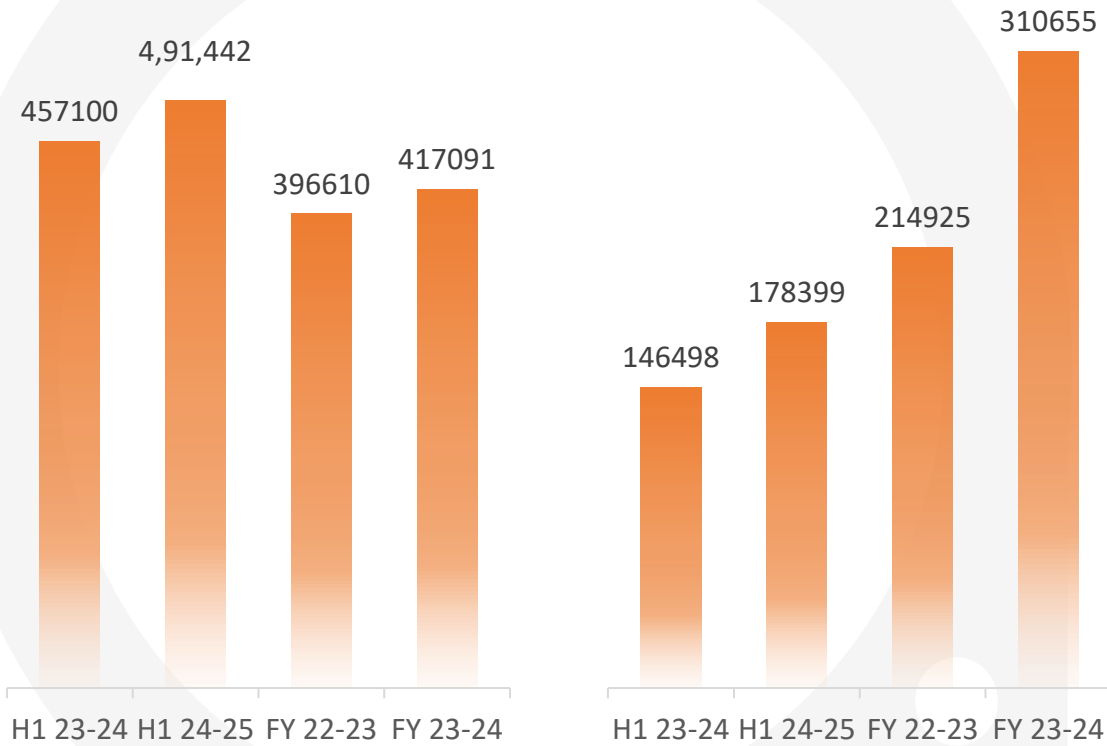
Nileshkumar Purshottam Chavhan

Whole Time Director

Qualifications:
Master of Engineering
(Mechanical), IISC Bangalore

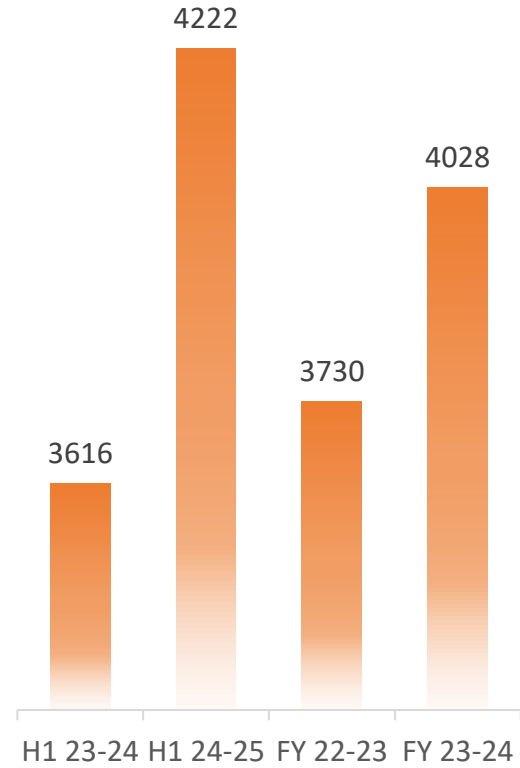
Experience – 14 years

STEEP RISING CUSTOMER ENGAGEMENT

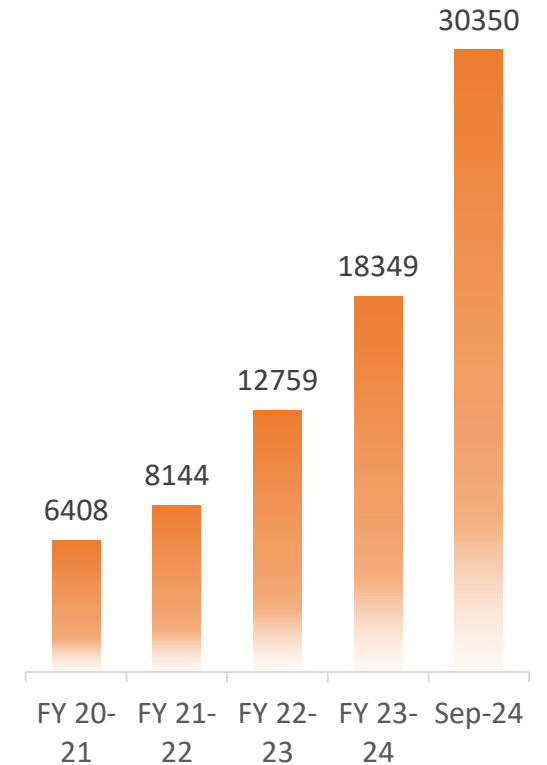


AVG. MONTHLY WEBSITE AND APP VISITORS (NOS)

TOTAL ORDERS SERVED (NOS)



AVG ORDER VALUE



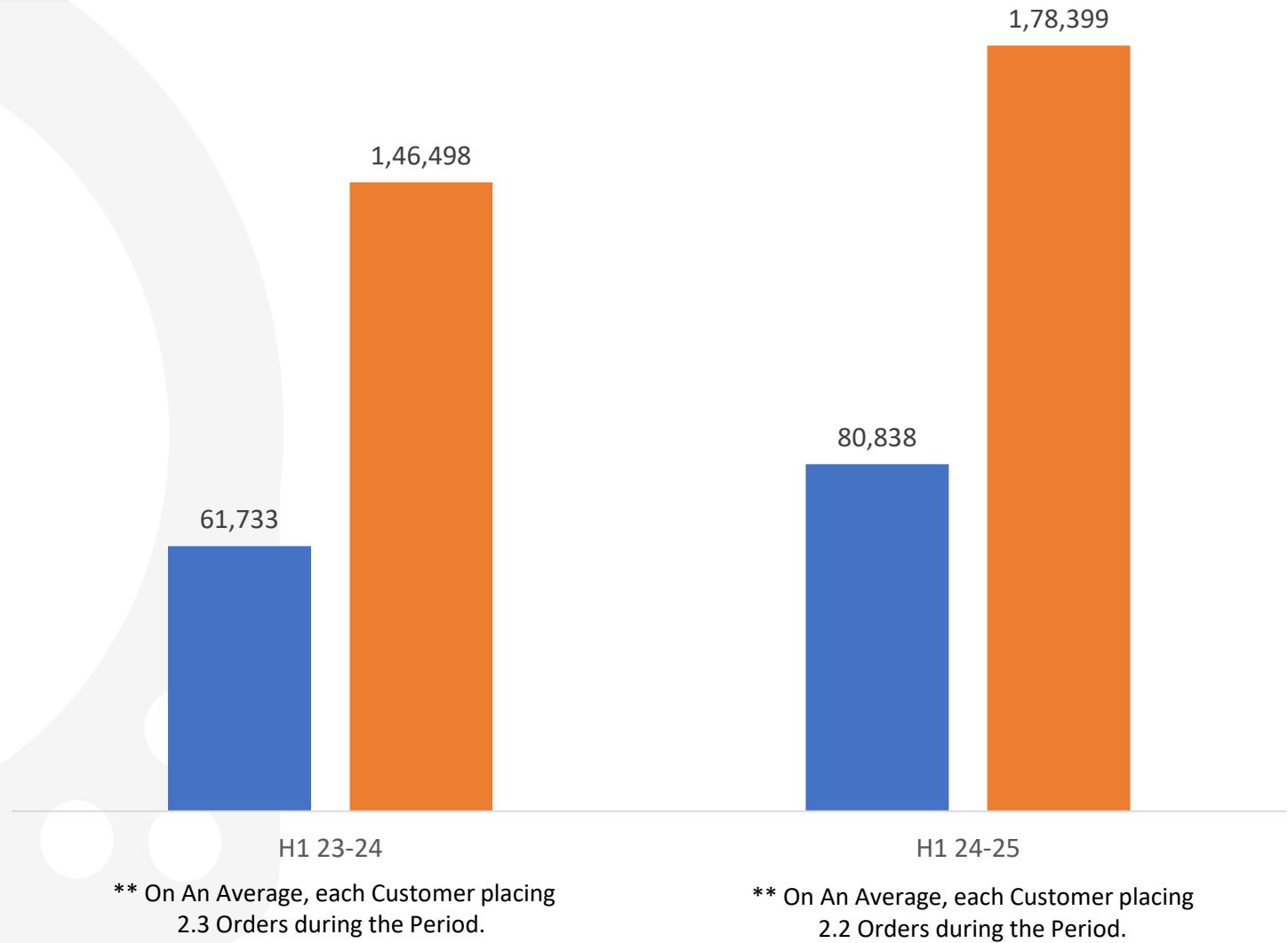
TOTAL SKU'S

***Total Visitors September-24= 5,27,607

*To make figures comparable some sales of H1 have been removed

CUSTOMER / ORDERS SERVED

- No. of Customers Served
- No. of Orders Served



CATEGORY CONTRIBUTION TO REVENUE



CATEGORY	% CONTRIBUTION TO REVENUE	
	H1 (FY 24-25)	FY 23-24
Development Boards	19.59%	22.54%
Drone Parts	14.85%	16.57%
Batteries Chargers & Accessories	9.37%	11.00%
Electronic Modules & Displays	11.94%	10.72%
Motors Drivers Pumps Actuators	8.48%	7.31%
Sensors	7.33%	8.06%
IoT and Wireless	1.11%	3.47%
3D Printers and Parts	13.11%	6.17%
Electronic Components	8.72%	4.70%
Mechanical Components & Workbench Tools	2.33%	3.06%
E-Bike Parts	0.05%	0.57%
DIY Learning & Robotic Kits	1.26%	2.09%
Others	1.86%	3.80%

*SOME SIMILAR CATEGORIES ARE CLUBBED TOGETHER WRT TO LAST YEAR

INVENTORY MANAGEMENT

▶ **Out of Total Inventory (as on Sep-24), Only 3.08 % Inventory is Very Slow-moving*
(Compared to 3.68 % as of March-24)**

*Very Slow-moving is, Inventory/Material older than 9 Month.
*These are not perishable in Nature, neither Obsolete Items

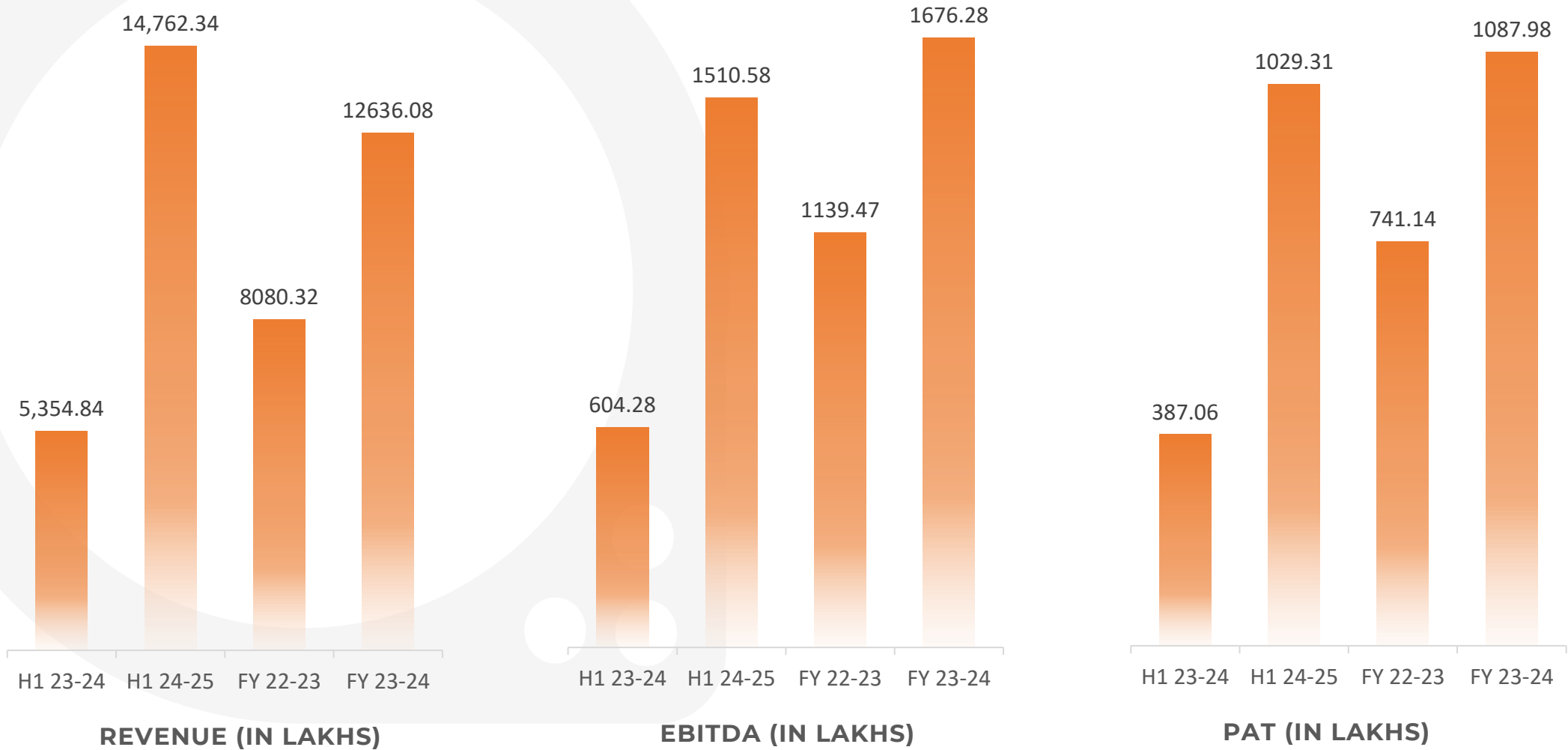
▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

	<u>AMOUNT IN LAKHS</u>	<u>% OF TOTAL REVENUE</u>
FY 22-23	22.62	0.28
FY 23-24	52.28	0.42
H1 (FY 24-25)	33.35	-

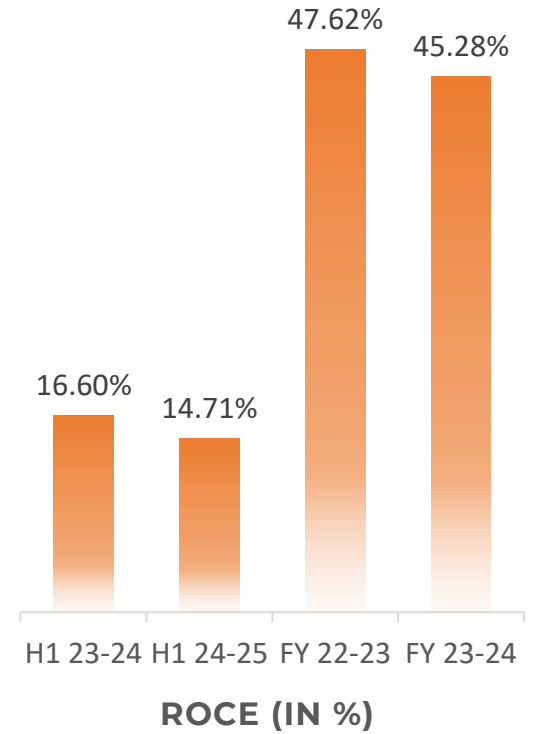
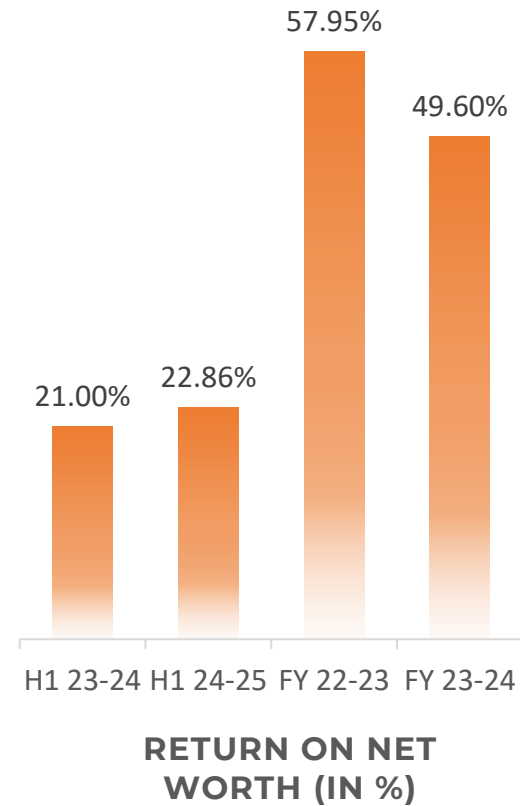
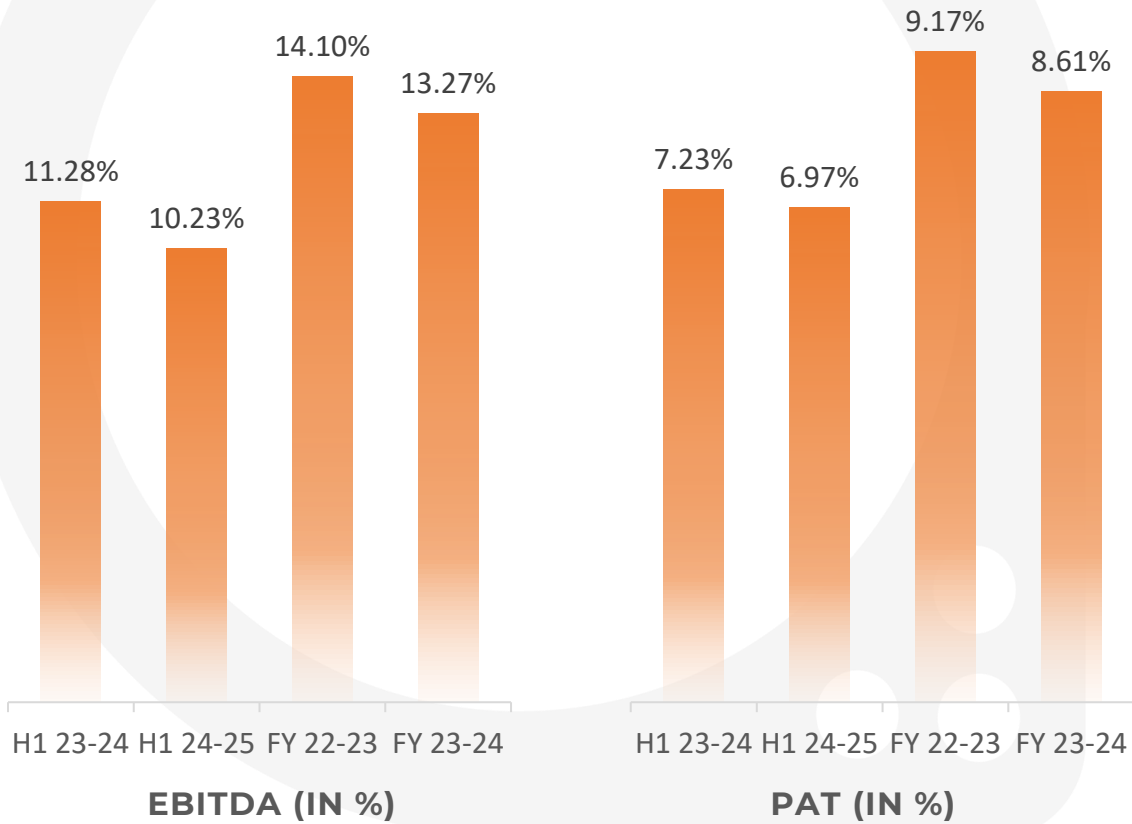


**OPERATING AND
FINANCIAL
PERFORMANCE**

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



LIABILITIES



(Rs in lakhs)

		As at	
		30/09/2024 (Unaudited)	31/03/2024 (Audited)
	PARTICULARS		
I	EQUITY AND LIABILITIES		
1.	Shareholder' Funds		
	(a) Share Capital	941.68	883.54
	(b) Reserves & Surplus	5,325.18	1,854.00
	Total	6,266.86	2,737.54
2.	Non-Current Liabilities		
	(a) Long Term Borrowings	175.94	220.38
	(b) Long Term Provisions	52.41	48.98
	Total	228.35	269.36
3.	Current Liabilities		
	(a) Short Term Borrowings	3,594.21	593.70
	(b) Trade Payables		
	Due to micro and small enterprises	52.16	24.03
	Due to others	2,835.03	751.15
	(c) Other Current Liabilities	79.25	228.80
	(d) Short Term Provisions	388.45	412.11
	Total	6,949.10	2,009.78
	Total Equity and Liabilities	13,444.31	5,016.68

ASSETS



(Rs in lakhs)

PARTICULARS		As at	
		30/09/2024 (Unaudited)	31/03/2024 (Audited)
II	ASSETS		
1.	Non-Current Assets		
(a)	Property, Plant and Equipment and Intangible Assets		
i)	Property, Plant and Equipment	601.18	566.51
ii)	Tangible Assets	34.07	34.86
(b)	Non-current Investments	3.25	3.25
(c)	Deferred Tax Assets (Net)	25.41	19.97
(d)	Other Non Current Assets	1,359.97	569.85
	Total	2,023.88	1,194.44
2.	Current Assets		
(a)	Trade Receivables	6,226.96	348.20
(b)	Cash and Cash Equivalent	8.53	65.57
(c)	Inventories	3,536.76	2,439.32
(d)	Short-Term Loans and Advancement	1,582.62	908.78
(e)	Other Current Assets	65.55	60.38
	Total	11,420.43	3,822.24
	Total Assets	13,444.31	5,016.68

PROFIT AND LOSS



Half Year Ended

Year Ended

(Rs in lakhs)

	PARTICULARS	30/09/2024 (Unaudited)	30/09/2023 (Audited)	31/03/2023 (Audited)	31/03/2024 (Audited)
1.	Revenue from Operations	14,669.08	5,298.30	8,016.82	12,512.76
2.	Other Income	93.27	56.54	63.49	123.32
3.	Total Revenue (1+2)	14,762.34	5,354.84	8,080.32	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	15.75	14.67	22.82	27.45
(b)	Purchase of Stock in Trade	13,316.04	5,091.99	6,295.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-1,097.44	-1,067.92	-479.55	-774.89
(d)	Employee benefit expenses	416.76	277.33	457.08	633.39
(e)	Finance Costs	101.23	55.42	89.26	129.83
(f)	Depreciation and Amortisation Expenses	34.04	29.97	45.18	67.98
(g)	Other Expenses	594.42	434.49	645.50	934.23
5.	Total Expense from 4(a) to 4(g)	13,380.80	4,835.95	7,075.29	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	1,381.55	518.89	1,005.03	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	1,381.55	518.89	1,005.03	1,478.47
8.	Profit/(Loss) before Tax (8-9-10)	1,381.55	518.89	1,005.03	1,478.47
9.	Tax Expenses	352.23	131.83	263.9	390.49
	Total	1,029.31	387.06	741.14	1,087.98



**MANAGEMENT
PERSPECTIVE**

MANAGEMENT PERSPECTIVE

Dear Shareowners,

We are pleased to present our financial results for the first half of FY25, underscoring the strong progress we have made. During this period, we achieved a revenue of ₹147.62 crore, an EBITDA of ₹15.11 crore, and a PAT of ₹10.29 crore. This marks significant growth compared to H1 FY24, with revenue up by 176%, EBITDA by 150%, and PAT by 166%.

The revenue increase is partly driven by certain one-time corporate orders that were fully executed in this period. We acknowledge that such orders may/may not recur in the future.

Looking forward, we remain optimistic about sustained demand for our products.

In Recent H1 FY25 financials our trade receivables saw a notable rise, these were temporary. By November 10, 2024, we had collected 90% of these receivables, allowing us to settle corresponding payments to our creditors and banks.

Our core business indicators—website and app visitors, total orders served, average order value, and customer retention—continue to show positive growth trends. As previously outlined, we are excited about the future and remain committed to our strategic initiatives for 2025 and beyond, guided by our Robu 1.0 and Robu 2.0 frameworks.

Robu 1.0 represents our existing electronic distribution business. Here, we focus on delivering cutting-edge tech products at competitive prices, with minimal lead time and robust customer support. To support this, we are investing in IT infrastructure improvements and strengthening our supplier relationships to optimize procurement and lead times. Our SKU offerings have expanded significantly this quarter, with approximately 6,000 new SKUs added. Our goal is to continue building a comprehensive store in our domain.

Robu 2.0 focuses on creation and expansion of our proprietary brands and products, alongside growth in our distribution business. This strategy aligns with our long-term vision and positions us for sustained success over the next 5 to 10 years.

Thank you for your continued trust and support as we work towards a bright and innovative future for Robu.in.



**STRATEGIC
PRIORITIES**



STRENGTHEN & ACCELERATE CORE BUSINESS (ROBU 1.0)

- ▶ EXPLORING WAYS AND MEANS TO SPEED UP THE SUPPLY CHAIN CYCLE
- ▶ CATEGORY/BRAND/PRODUCT EXPANSION (WITH SPECIAL FOCUS ON 3 CATEGORIES)
- ▶ INCREASE CORPORATE CUSTOMER REACH



FOCUS ON PRODUCT INNOVATION (ROBU 2.0)

- ▶ NEW PRODUCTS TO BE DESIGNED AND DEVELOPED WITH SPECIAL FOCUS ON DRONE AND IT'S PARTS

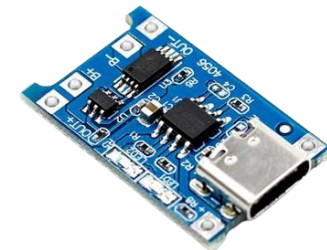


DRIVE DIGITAL INNOVATION

- ▶ MAXIMIZE USE OF ERP IN OPERATIONS (TO INCREASE EFFICIENCY & ACCOUNTABILITY)
- ▶ SCALABLE IN-HOUSE IT INFRASTRUCTURE

ROBU 1.0

Robu 1.0 is our existing electronic distribution business. Here we are committed to provide new tech products at affordable prices, providing minimum lead time and excellent customer support. To support this we always strive to work on improving our IT infrastructure to achieve better efficiency.



ROBU 2.0

In Robu 2.0 we are focused to create and develop more of our own brands and products while expanding our current distribution business. This will give us a competitive edge in the future, aligning with our long-term goals for the next 5 to 10 years.

 PAST ACCOMPLISHED

 RECENT ACCOMPLISHED


SmartElex

Our Own Electronics
Products

- **Motor driver series**
- **Sensors and modules (Launched 53 new SKUs)**
- **Launched 4 new categories and 46 new SKUs**


EasyMech

Our Own Mechanical
Products

- **Mechanical Accessories**
- **Drone Frames- (launched 6 new SKUs)**


Simplify


VAYUCRAFT INNOVATIONS

Our Own Drone
Products

- **Newly Taken Trademarks**
- **Products under development**


Pro Range

Our OEM
Products

- **Batteries, motors, encoders, Propellers, Sensors.**
- **Tools & Measuring Instrument (TMI)- launched 1 new SKU**



THANK YOU!