

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: 31/01/2025

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 ended on 31st December 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 Result For the Quarter ended on 31st December 2024.

We request you to kindly take the same on record.

Thanking you.
Yours Faithfully,
For, Macfos Limited

Name: SAGAR GULHANE
Company Secretary & Compliance Officer
ACS: - 67610

Encl: Presentation on the financial result.

MACFOS LIMITED



**Q3 FY24-25 MANAGEMENT
PRESENTATION**



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

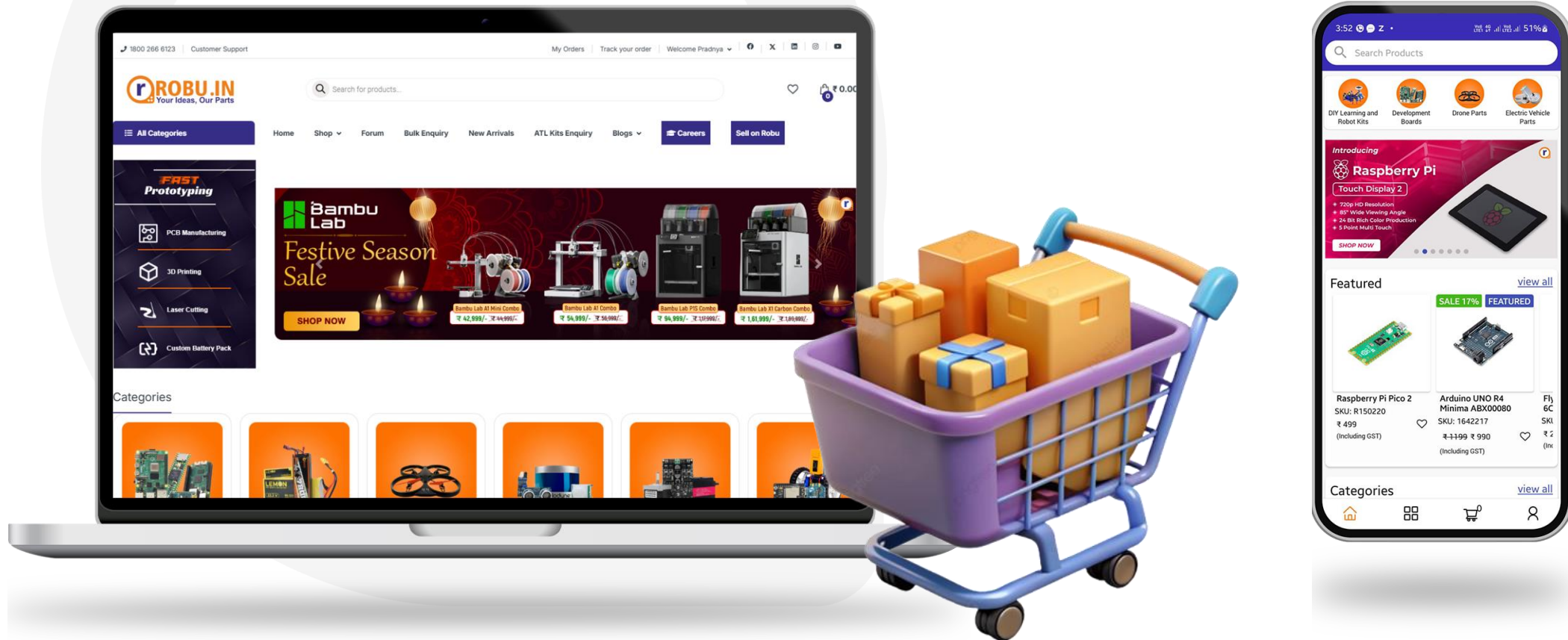




**BUSINESS
OVERVIEW**

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.

50,000+ SKU's 150+ Brands, 210+ vendor tie ups in India & Abroad.

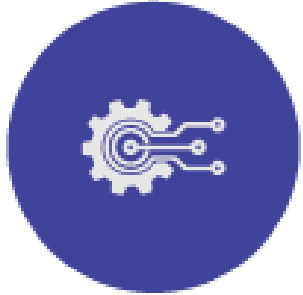
35,000+ Sq. ft Dedicated warehouse, 200+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

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**



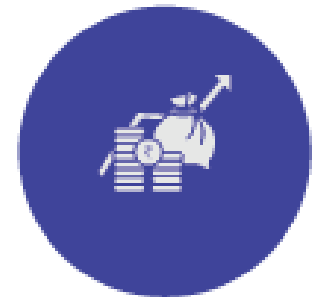
**SCALABLE
& RELIABLE
TECHNOLOGY
PLATFORM**



**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

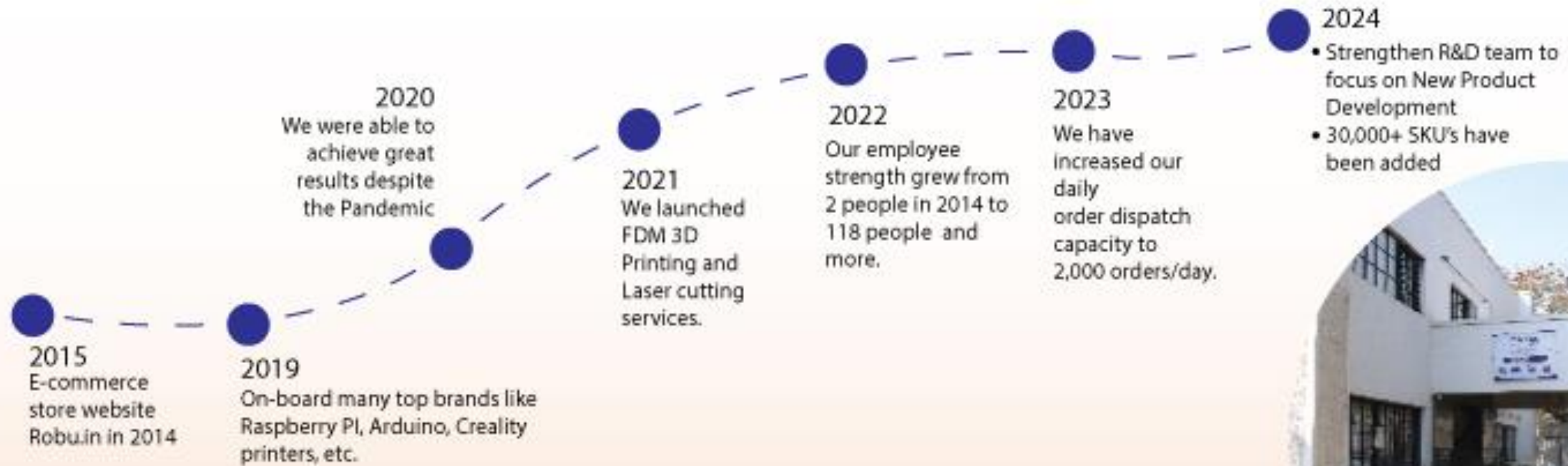
16.22

27.12

55.51

80.80

126.36



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



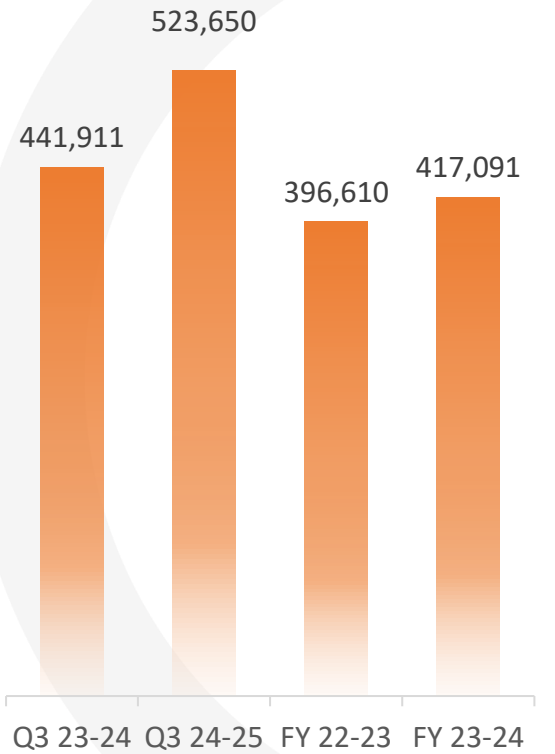
Nileshkumar Purshottam Chavhan

Whole Time Director

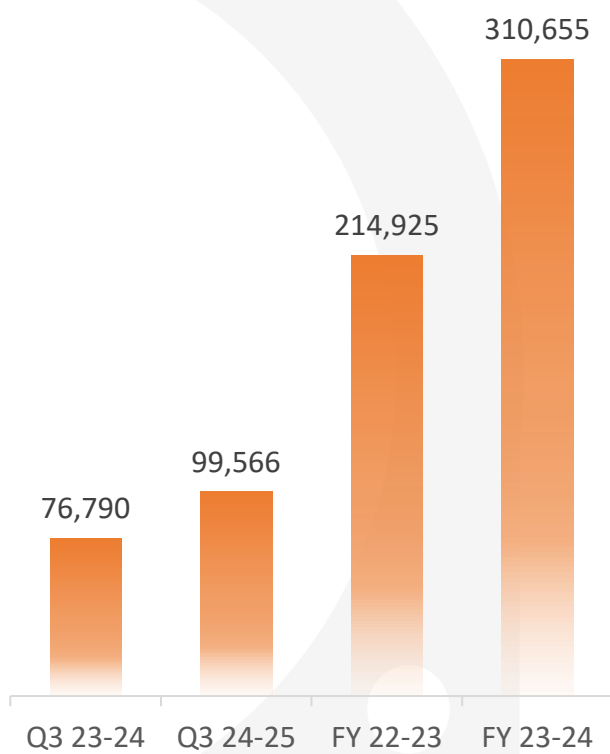
Qualifications:
Master of Engineering
(Mechanical), IISC Bangalore

Experience – 14 years

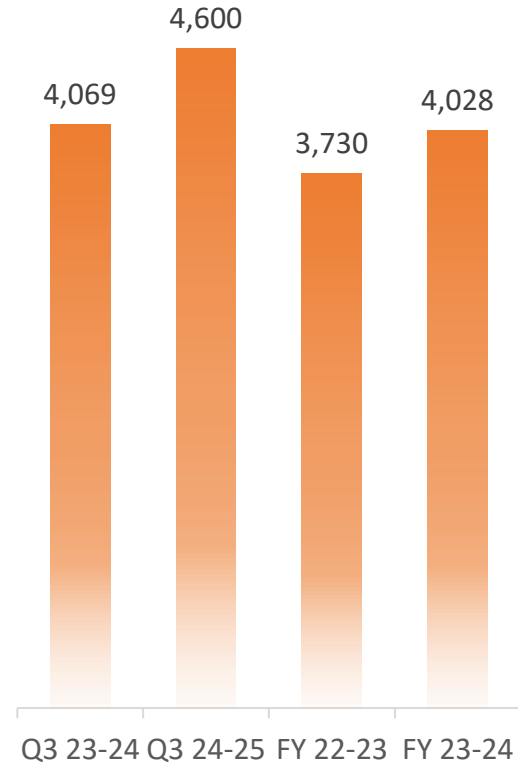
STEEP RISING CUSTOMER ENGAGEMENT



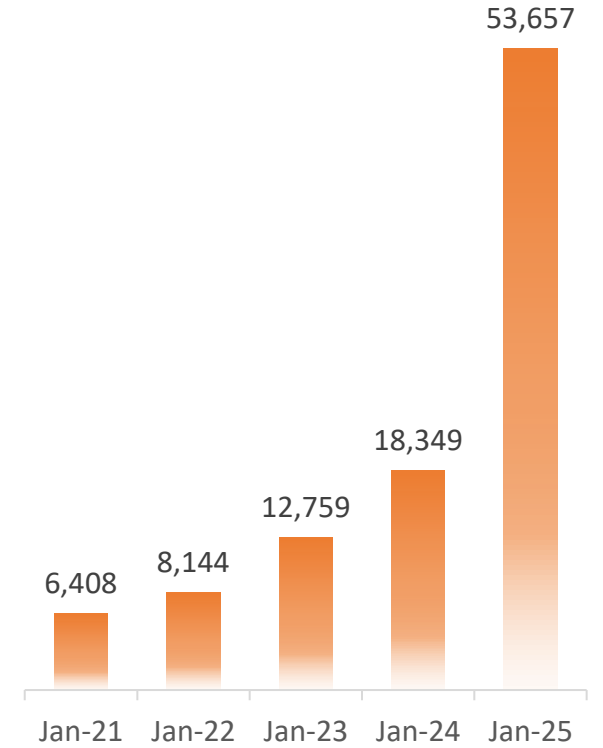
AVG. MONTHLY WEBSITE AND APP VISITORS (NOS)



TOTAL ORDERS SERVED (NOS)



AVG ORDER VALUE

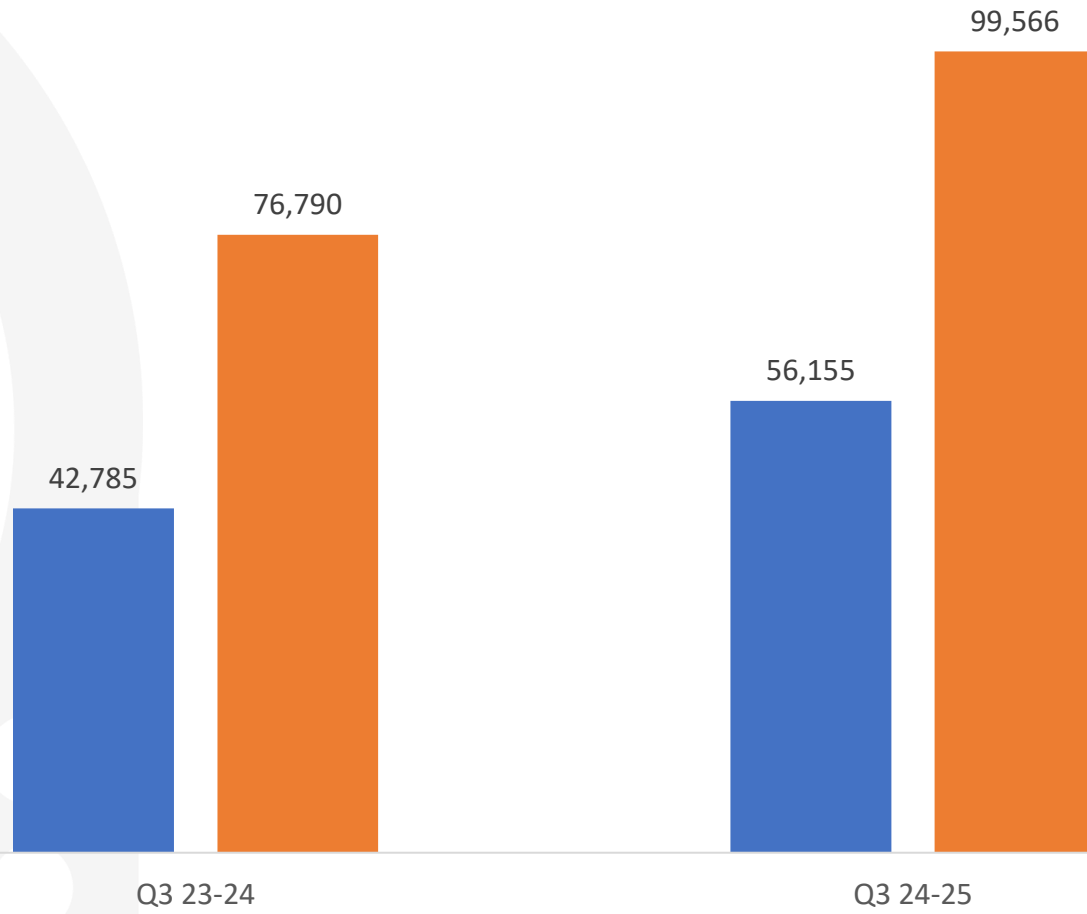


TOTAL SKU'S

***Total Visitors December-24=
6,61,949

CUSTOMER / ORDERS SERVED

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



INVENTORY MANAGEMENT

▶ **Out of Total Inventory (as on Dec-24), Only 1.96% Inventory is Very Slow-moving* (Compared to 3.08 % as of Sep-24)**

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

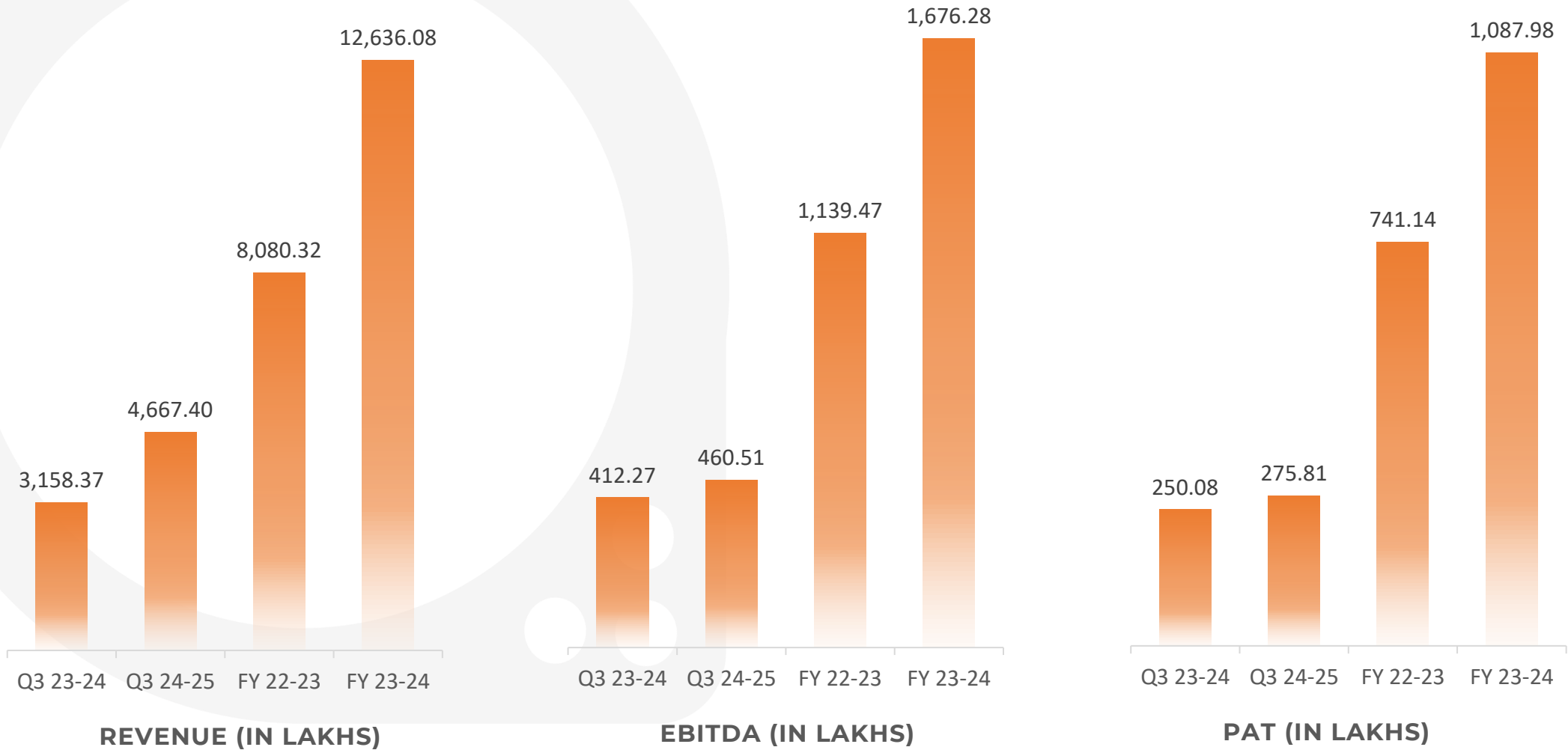
▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

	<u>AMOUNT IN LAKHS</u>	<u>% OF TOTAL REVENUE</u>
FY 22-23	22.62	0.28
FY 23-24	52.28	0.42
Q3 (FY 24-25)	32.10	0.70

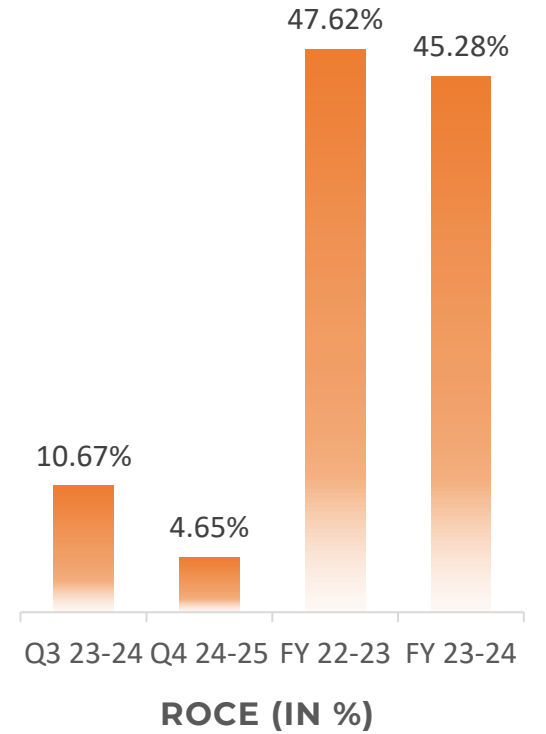
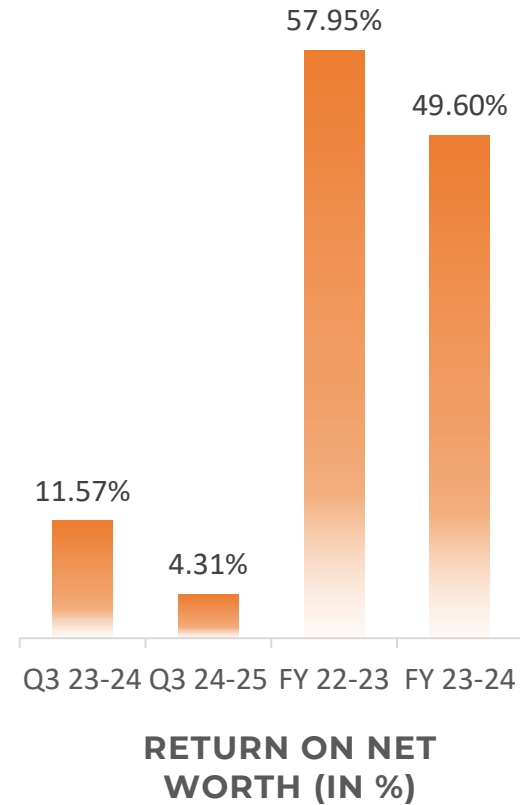
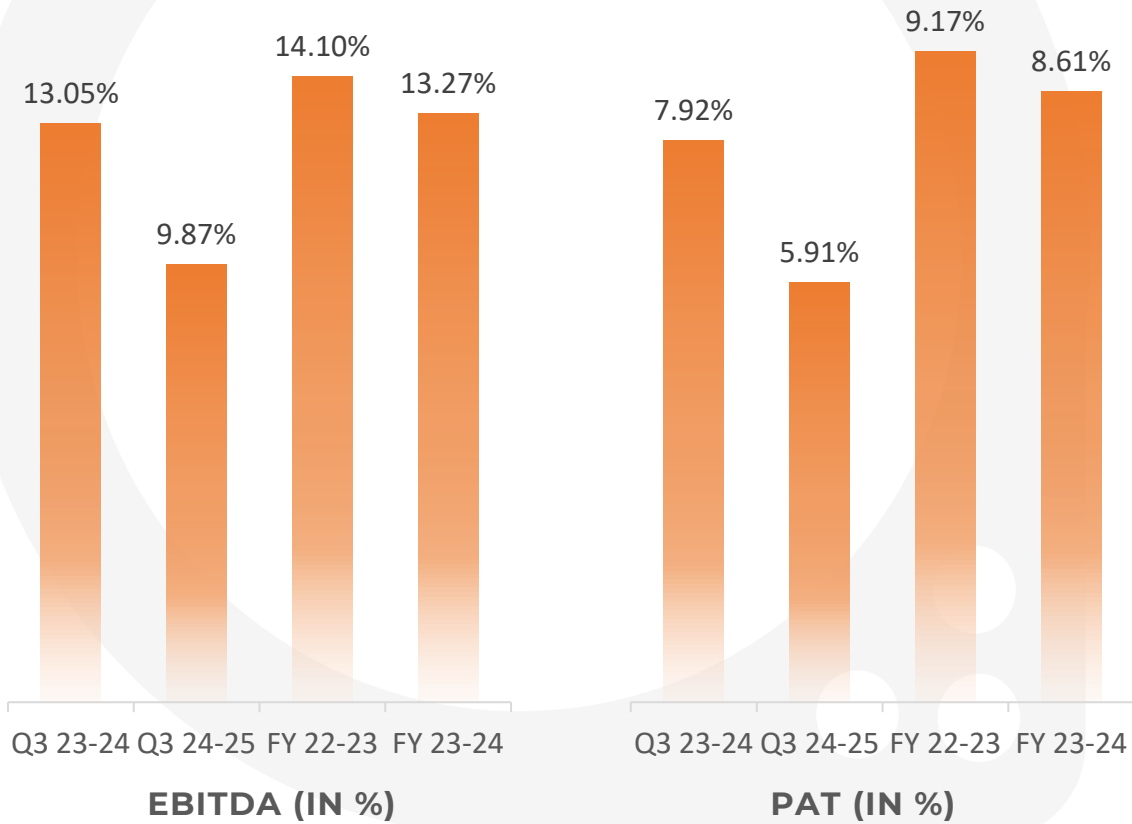


**OPERATING AND
FINANCIAL
PERFORMANCE**

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



PROFIT AND LOSS



	PARTICULARS	Quarter Ended		Year Ended	
		31/12/2024 (Unaudited)	31/12/2023 (Audited)	31/03/2023 (Audited)	31/03/2024 (Audited)
					(Rs in lakhs)
1.	Revenue from Operations	4,580.34	3,124.84	8,016.82	12,512.76
2.	Other Income	87.06	33.53	63.49	123.32
3.	Total Revenue (1+2)	4,667.40	3,158.37	8,080.32	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	26.22	6.34	22.82	27.45
(b)	Purchase of Stock in Trade	5,196.67	2,335.60	6,295.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-1,601.48	23.64	-479.55	-774.89
(d)	Employee benefit expenses	231.82	167.99	457.08	633.39
(e)	Finance Costs	67.18	39.25	89.26	129.83
(f)	Depreciation and Amortisation Expenses	23.03	19.72	45.18	67.98
(g)	Other Expenses	353.18	212.53	645.50	934.23
5.	Total Expense from 4(a) to 4(g)	4,296.61	2,805.58	7,075.29	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	370.79	352.79	1,005.03	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	370.79	352.79	1,005.03	1,478.47
8.	Profit/(Loss) before Tax (8-9-10)	370.79	352.79	1,005.03	1,478.47
9.	Tax Expenses	94.97	102.71	263.9	390.49
	Total	275.81	250.08	741.14	1,087.98



**MANAGEMENT
PERSPECTIVE**

MANAGEMENT PERSPECTIVE

Dear Shareowners

We are delighted to share our financial results for Q3 FY25, highlighting the significant progress we have made. This quarter, we reported a revenue of ₹46.67 crore, an EBITDA of ₹4.61 crore, and a PAT of ₹2.76 crore. These figures reflect robust growth compared to Q3 FY24, with revenue increasing by 48%, EBITDA by 12%, and PAT by 10%.

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

During this quarter, our revenue mix included (relatively) a higher proportion of low-margin products compared to Q2 FY25. Additionally, our marketing and website-related expenses were relatively higher than in the previous quarter (Q2 FY25), reflecting our strategic investments in brand visibility and digital presence.

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 15,000 plus 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

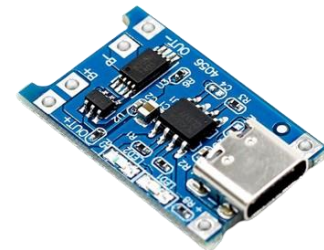


DRIVE DIGITAL INNOVATION

- ▶ 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



Our Own Electronics Products

- **Motor driver series**
- **Sensors and modules (Launched 53 new SKUs)**
- **Launched 46 new SKUs across 4 Categories**
- **Launched 31 new SKUs across 5 Categories.**



Our Own Mechanical Products

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



Our Own Drone Products

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



Our OEM Products

- **Batteries, motors, encoders, Propellers, Sensors.**
- **41 SKUs added in 2 category**
- **Tools & Measuring Instrument (TMI)- launched 1 new SKU**



THANK YOU!