

MACFOS LIMITED

(Formerly known as Macfos Pvt Ltd ,CIN-U29309PN2017PTC172718)

Reg. office Add : S. NO. 78/1, Dynamic Logistics Trade Park,
Sumant Building, Bhosari Alandi Rd, Dighi, Pune, Maharashtra 411015
CIN-U29309PN2017PLC172718 | GST- 27AALCM3536H1ZA
🌐: www.robust.in ✉: info@robust.in
☎: 1800 266 6123 / +91 20 68197600

Dated: 29/07/2024

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 ended on 30 June 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(ICSIS)SAGAR GULHANE
Company Secretary and Compliance Officer
Membership No: - A67610

Date: 29/07/2024

Place: Pune

Encl: As above.

MACFOS LIMITED



Q1 FY25 MANAGEMENT
PRESENTATION



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

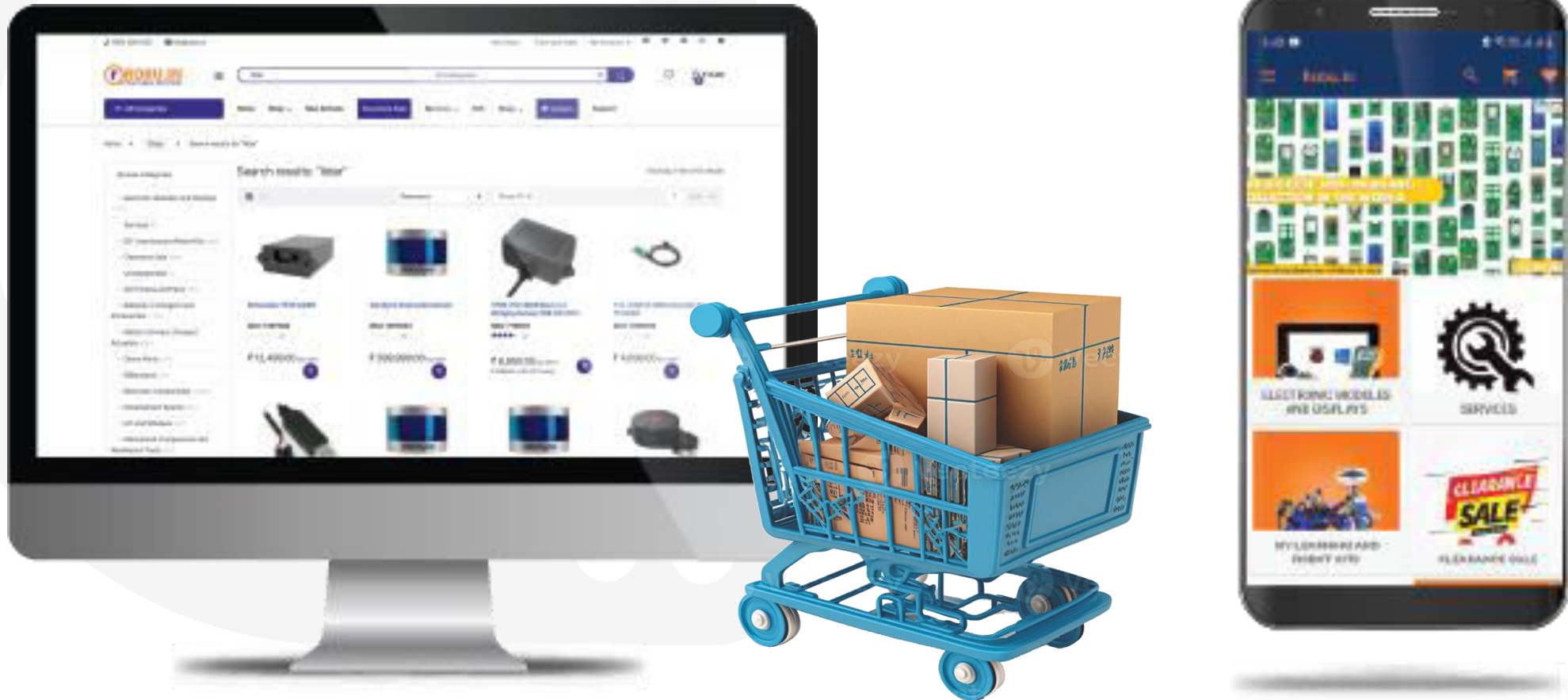




**BUSINESS
OVERVIEW**

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.

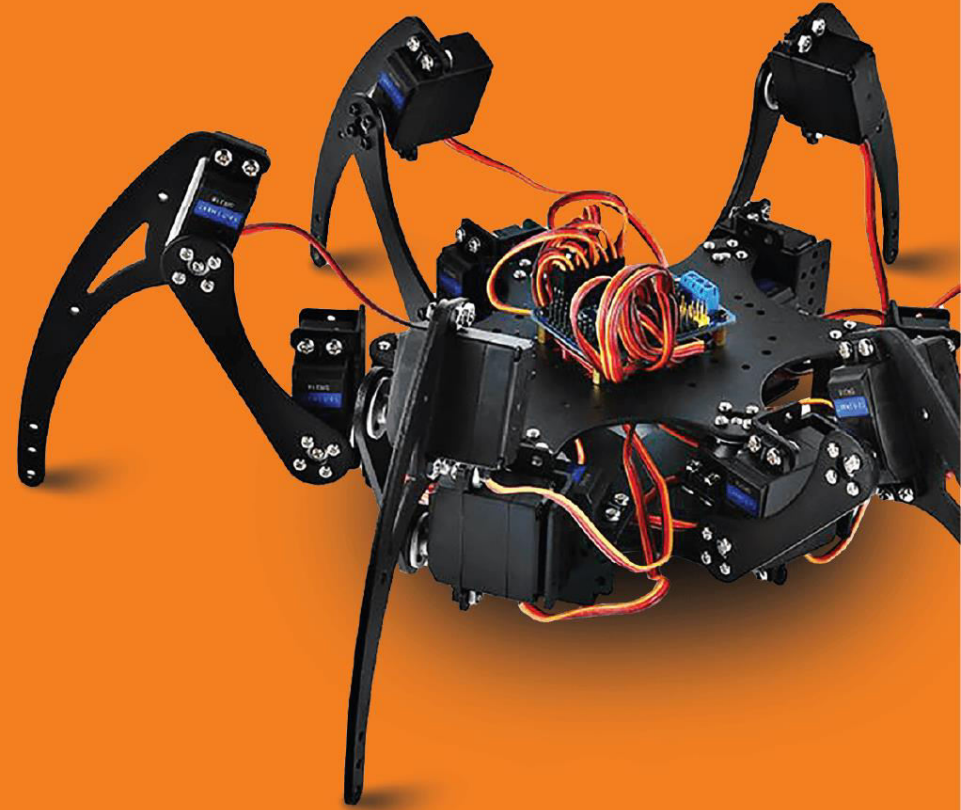
Launched E-commerce store website Robu.in in 2014 and Mobile application in 2017.

24,000+ SKU's 135+ Brands, 180+ vendor tie ups in India & Abroad, 35,000+ sq. ft

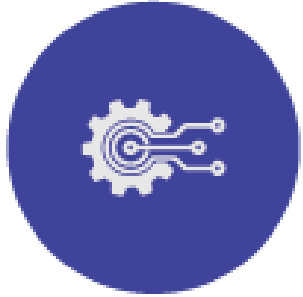
Dedicated warehouse, 200+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

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

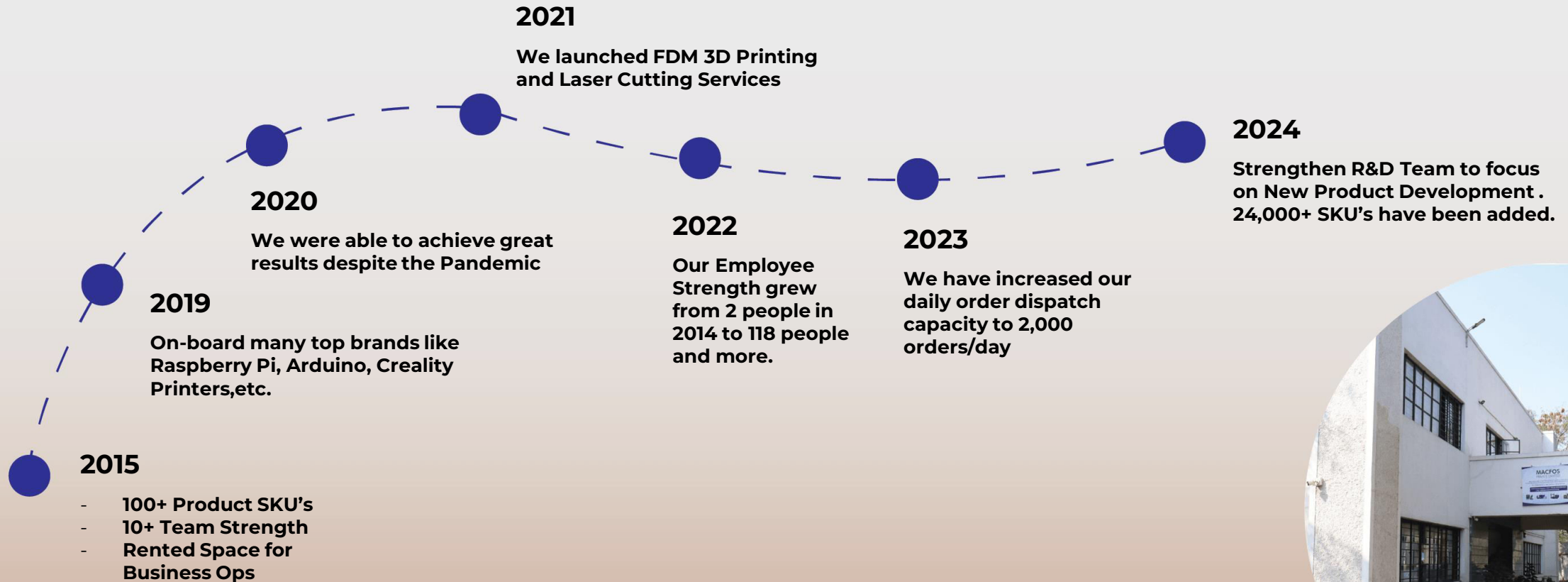
16.22

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



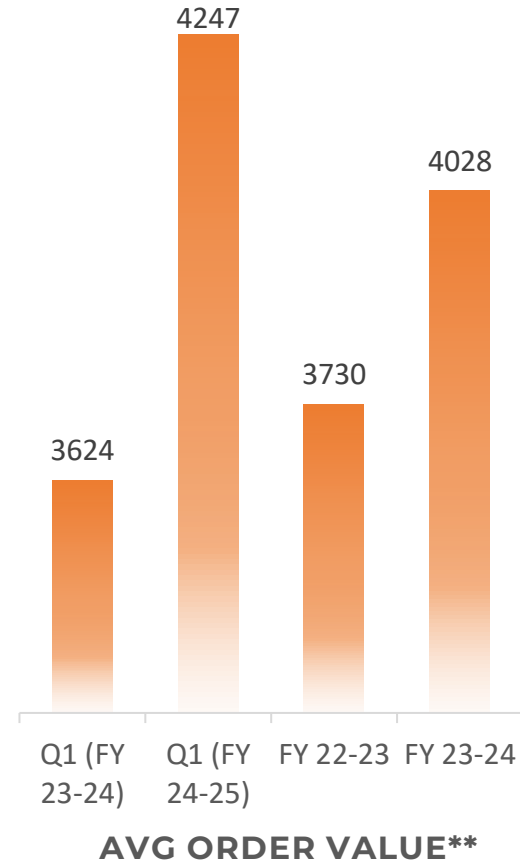
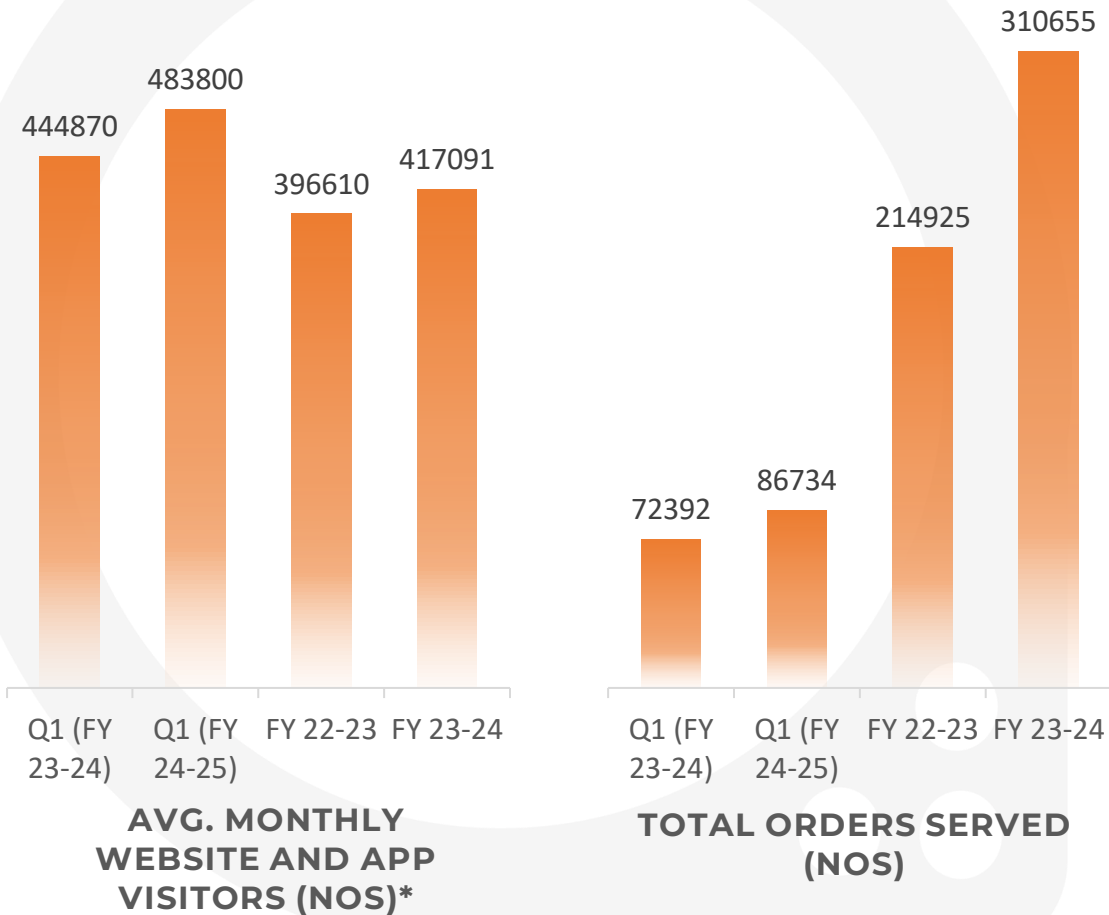
Nileshkumar Purshottam Chavhan

Whole Time Director

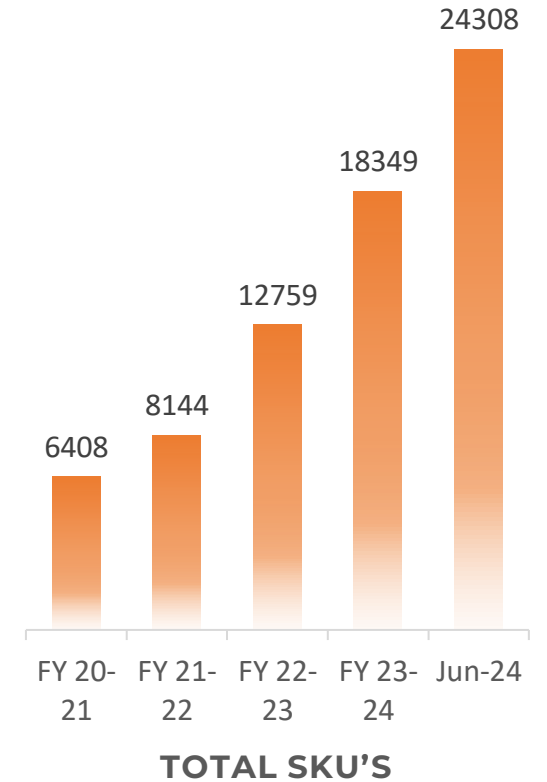
Qualifications:
Master of Engineering
(Mechanical), IISC Bangalore

Experience – 14 years

STEEP RISING CUSTOMER ENGAGEMENT



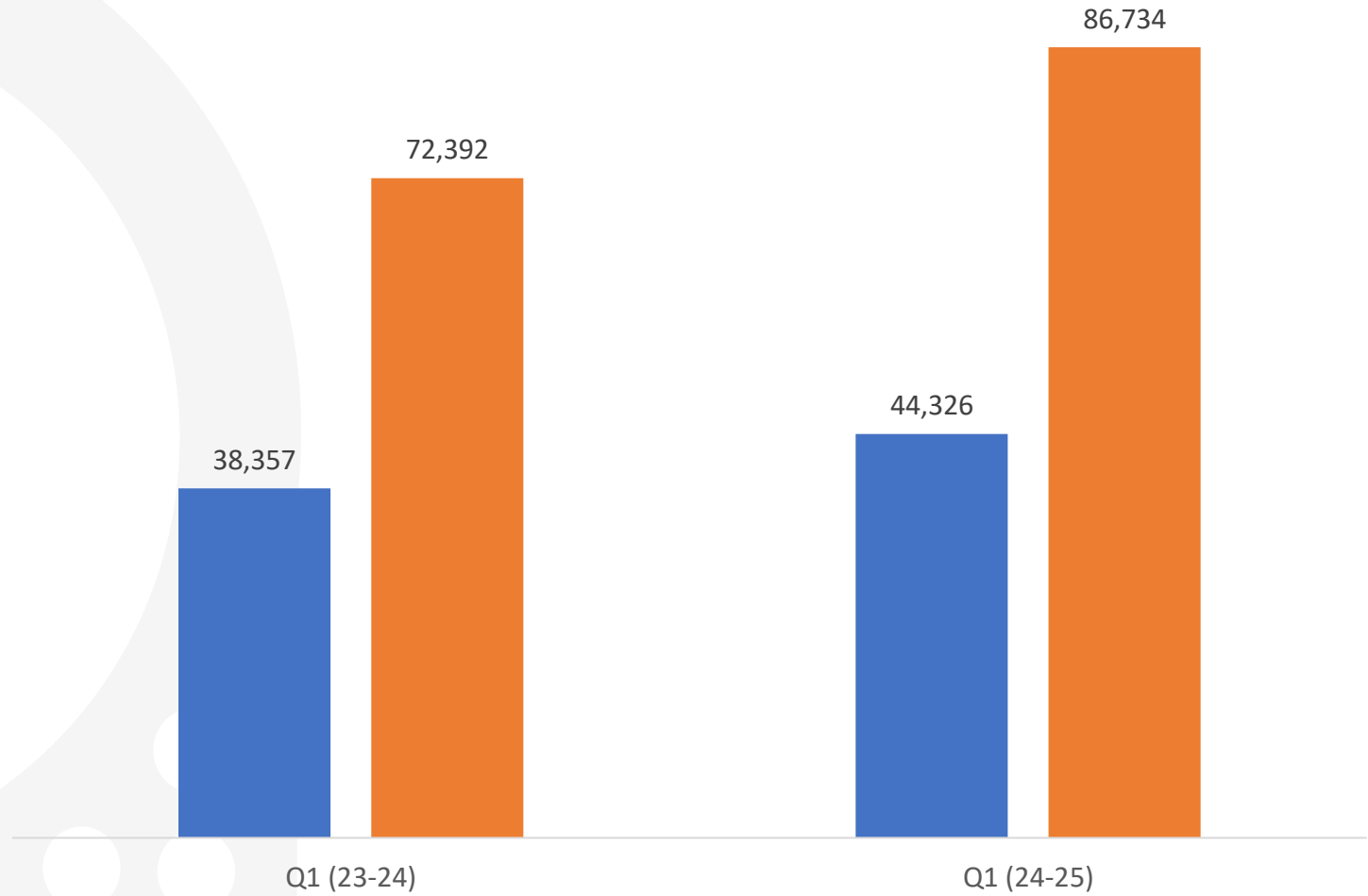
** To keep figures comparable some sales of last quarter has been removed



*Total Visitors June-24= 5,29,756

CUSTOMER / ORDERS SERVED

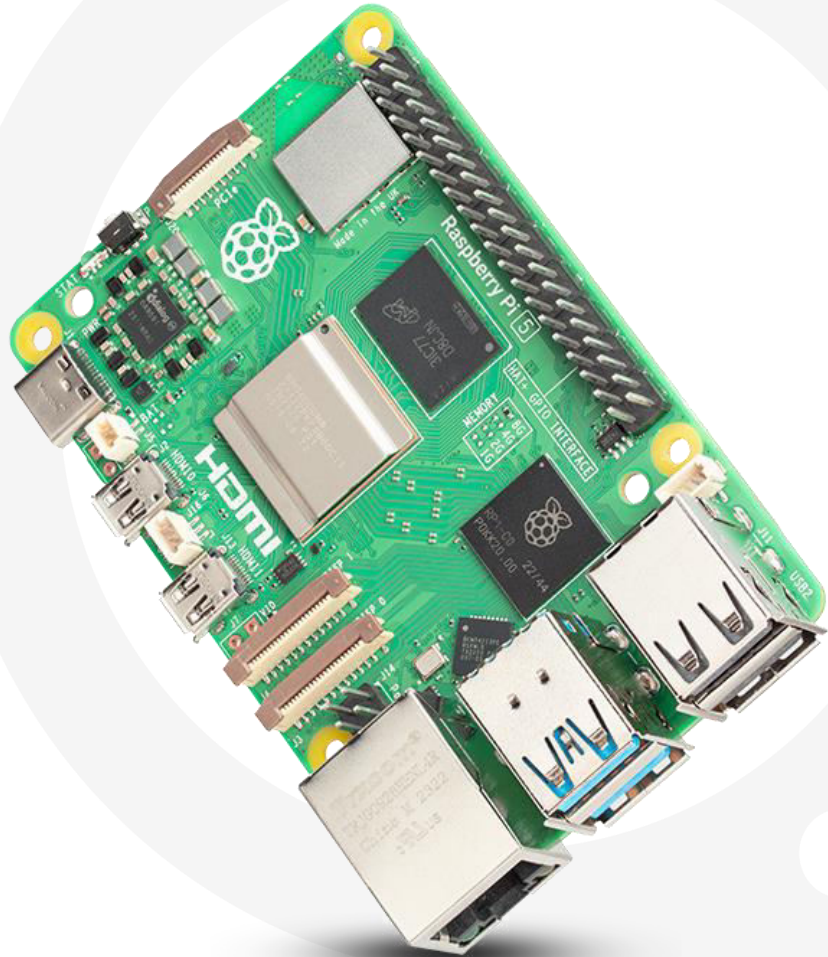
- No. of Customers Served
- No. of Orders Served



** On An Average, each Customer placing 1.9 Orders during the Period.

** On An Average, each Customer placing 2 Orders during the Period.

CATEGORY CONTRIBUTION TO REVENUE



CATEGORY	% CONTRIBUTION TO REVENUE	
	Q1 (FY 24-25)	FY 23-24
Development Boards	19.78%	22.54%
Drone Parts	14.51%	16.57%
Batteries Chargers & Accessories	9.40%	11.00%
Electronic Modules & Displays	12.71%	10.72%
Motors Drivers Pumps Actuators	9.32%	7.31%
Sensors	7.86%	8.06%
IoT and Wireless	0.22%	3.47%
3D Printers and Parts	12.25%	6.17%
Electronic Components	8.97%	4.70%
Mechanical Components & Workbench Tools	2.33%	3.06%
E-Bike Parts	0.04%	0.57%
DIY Learning & Robotic Kits	0.70%	2.09%
Services & Others	1.92%	3.80%

*To keep figures comparable some sales of last quarter has been removed

INVENTORY MANAGEMENT

Out of Total Inventory (as on June -24), Only 2.94 % Inventory is Very Slow-moving *(Compared to 3.68 % as on March-24)

*Very Slow-moving is, Inventory/Material older than 9 Month.

*These are not perishable in Nature, neither Obsolete Items

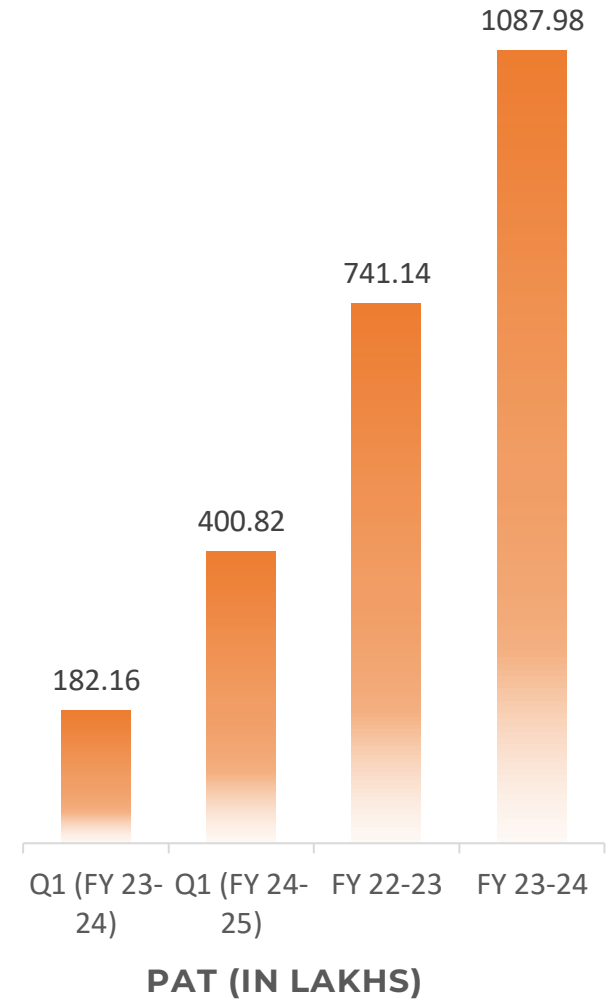
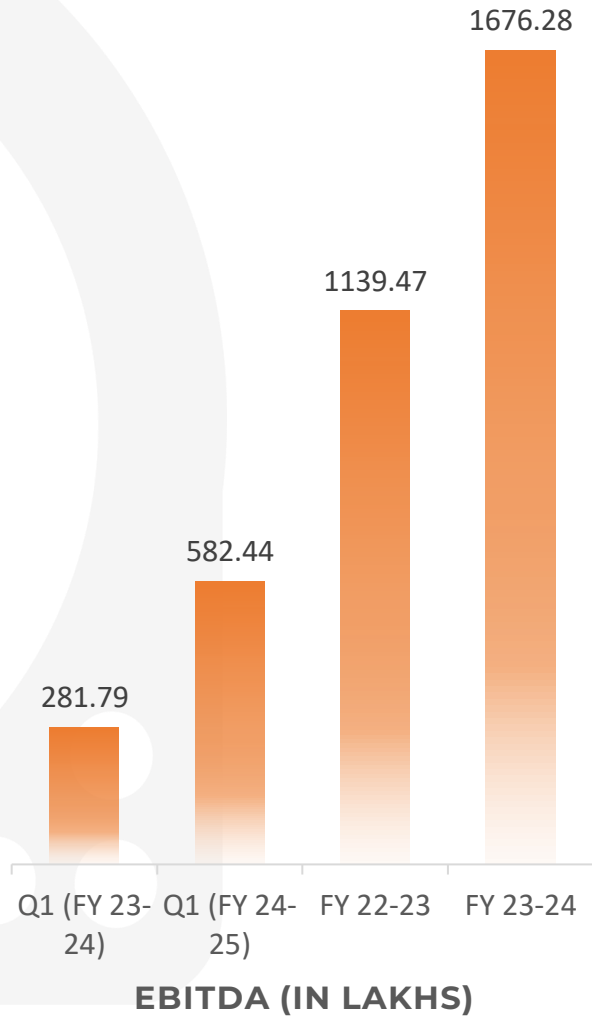
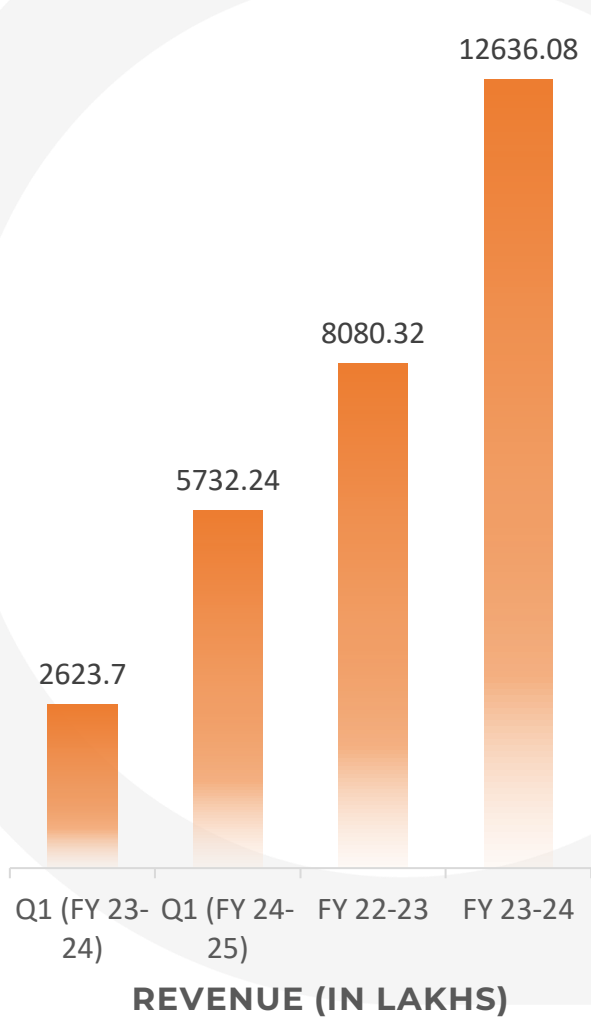
RETURN/REPLACEMENT MANAGEMENT STATISTICS

	<u>COST TO COMPANY</u> <u>(Amt. in lakhs)</u>
FY 22-23	22.62
FY 23-24	52.28
Q1 (FY 24-25)	15.67

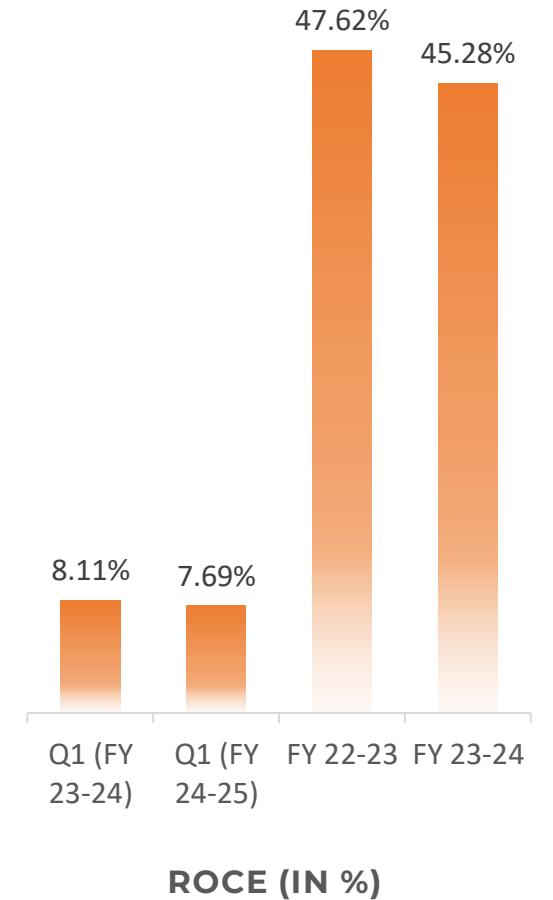
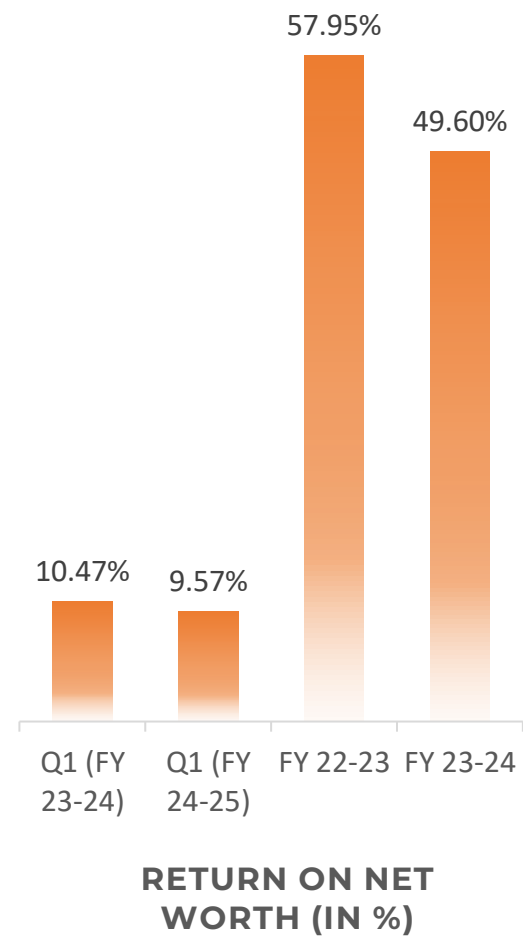
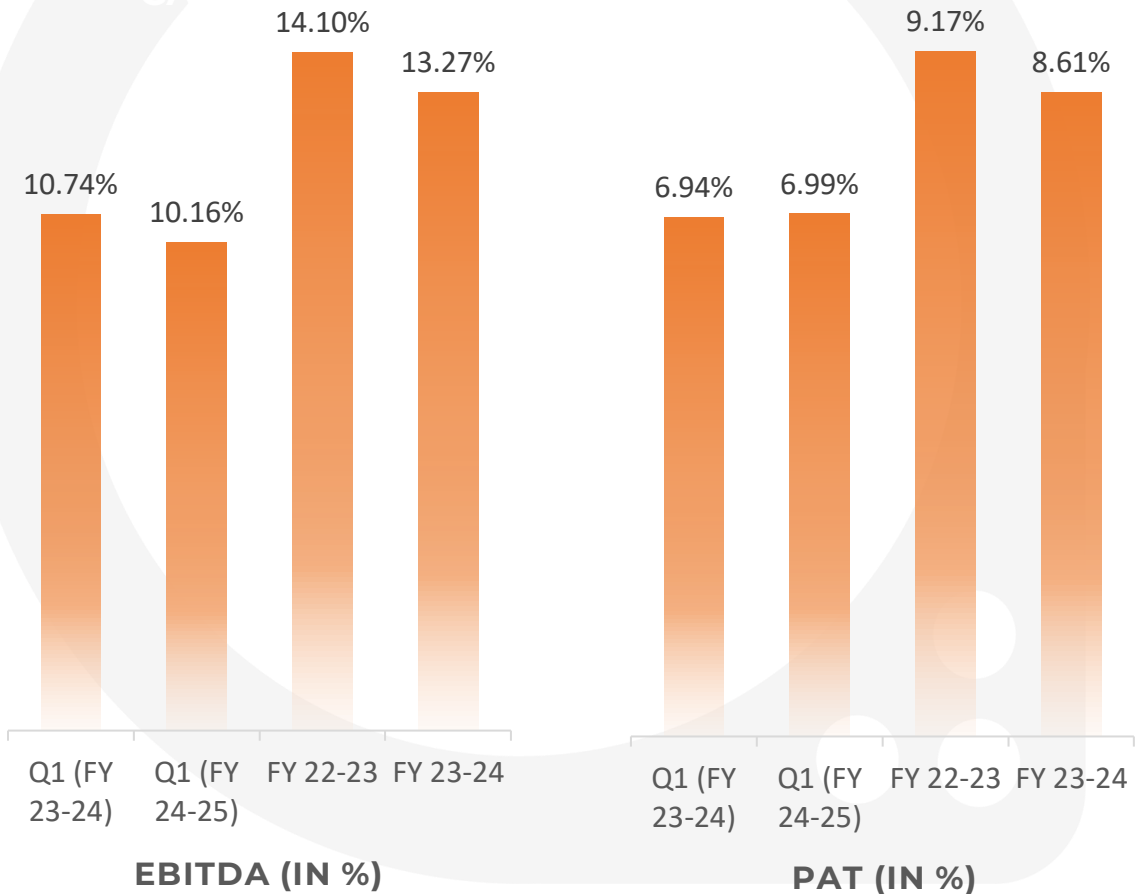


**OPERATING AND
FINANCIAL
PERFORMANCE**

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



LIABILITIES



(Rs in lakhs)

		As at	
	PARTICULARS	30/06/2024 (Unaudited)	31/03/2024 (Audited)
I	EQUITY AND LIABILITIES		
1.	Shareholder' Funds		
	(a) Share Capital	941.68	883.54
	(b) Reserves & Surplus	4696.69	1,854.00
	Total	5638.37	2,737.54
2.	Non-Current Liabilities		
	(a) Long Term Borrowings	196.39	220.38
	(b) Long Term Provisions	48.62	48.98
	Total	245.01	269.36
3.	Current Liabilities		
	(a) Short Term Borrowings	1544.70	593.70
	(b) Trade Payables		
	Due to micro and small enterprises	40.95	24.03
	Due to others	484.31	751.15
	(c) Other Current Liabilities	36.42	228.80
	(d) Short Term Provisions	162.40	412.11
	Total	2268.77	2,009.78
	Total Equity and Liabilities	8152.15	5,016.68

ASSETS



(Rs in lakhs)

PARTICULARS		As at	
		30/06/2024 (Unaudited)	31/03/2024 (Audited)
II	ASSETS		
1.	Non-Current Assets		
(a)	Property, Plant and Equipment and Intangible Assets		
i)	Property, Plant and Equipment	578.64	566.51
ii)	Tangible Assets	34.61	34.86
(b)	Non-current Investments	3.25	3.25
(c)	Deferred Tax Assets (Net)	24.29	19.97
(d)	Other Non Current Assets	694.01	569.85
	Total	1334.79	1,194.44
2.	Current Assets		
(a)	Trade Receivables	2771.48	348.20
(b)	Cash and Cash Equivalent	9.93	65.57
(c)	Inventories	3226.23	2,439.32
(d)	Short-Term Loans and Advancement	762.45	908.78
(e)	Other Current Assets	47.27	60.38
	Total	6817.36	3,822.24
	Total Assets	8152.15	5,016.69

PROFIT AND LOSS

Quarter Ended

Year Ended

(Rs in lakhs)

	PARTICULARS	30/06/2023 (Unaudited)	30/06/2024 (Unaudited)	31/03/2023 (Audited)	31/03/2024 (Audited)
1.	Revenue from Operations	2594.31	5682.34	8,016.82	12,512.76
2.	Other Income	29.39	49.90	63.49	123.32
3.	Total Revenue (1+2)	2623.70	5732.24	8,080.32	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	7.53	4.42	22.82	27.45
(b)	Purchase of Stock in Trade	2754.67	5452.66	6,295.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-767.80	-786.91	-479.55	-774.89
(d)	Employee benefit expenses	122.22	190.12	457.08	633.39
(e)	Finance Costs	22.34	33.14	89.26	129.83
(f)	Depreciation and Amortisation Expenses	12.75	15.07	45.18	67.98
(g)	Other Expenses	225.29	289.52	645.50	934.23
5.	Total Expense from 4(a) to 4(g)	2377.00	5198.02	7,075.29	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax	246.70	534.23	1,005.03	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax	246.70	534.23	1,005.03	1,478.47
8.	Profit/(Loss) before Tax	246.70	534.23	1,005.03	1,478.47
9.	Tax Expenses	64.53	133.41	263.9	390.49
	Profit After Tax	182.16	400.82	741.14	1,087.98





**MANAGEMENT
PERSPECTIVE**

MANAGEMENT PERSPECTIVE

Dear Shareowners,

We are delighted to share our Q1 FY25 financial results, highlighting our strong performance during this period. We recorded a revenue of 57.32 Cr, an EBITDA of 5.82 Cr, and a PAT of 4.01 Cr. This represents a significant growth compared to Q1 FY24, with revenue increasing by 118%, EBITDA by 107%, and PAT by 120%.

We achieved a revenue of 57.32 Cr, exceeding our internal forecast of 40 Cr. This increase is primarily attributed to several non-recurring orders, which may or may not occur again in the future.

Traditionally, our Q1 revenues (current year) are lower than Q4 (previous year). However, we have observed sustained demand, resulting in steady growth for our business.

Looking ahead, we anticipate continued strong demand for our products and are confident in maintaining our YoY growth trends in both revenue and profitability.

Again, our key business metrics such as website & App Visitors, Total orders served, Average order value, and repeat customers continue to exhibit positive growth.

As highlighted in our previous communications, our outlook for 2025 remains optimistic, underpinned by two key strategies: Robu 1.0 and Robu 2.0. These strategies are now addressed separately to cater to their individual requirements and bring in more focus.

ROBU 1.0 represents our existing electronic distribution business, where we are dedicated to offering new tech products at affordable prices with minimal lead time and exceptional customer support. We prioritize enhancing our IT infrastructure for better efficiency and have bolstered supplier relationships to optimize procurement costs and lead times. Additionally, we have expanded our SKU offerings (this quarter we have added approximately 6000 New SKU's) and focusing on Government/Corporate Customers.

ROBU 2.0 is centered on creating and developing more of our own brands and products while expanding our current distribution business. This strategic direction positions us favorably for long-term success, aligning seamlessly with our goals for the next 5 to 10 years.



**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

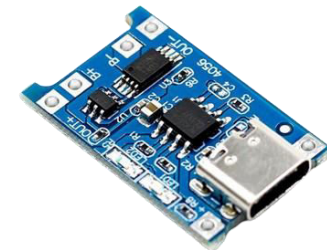


DRIVE DIGITAL INNOVATION

- ▶ 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)**


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!