

MACFOS LIMITED

Reg. office Add : S. NO. 78/1, Dynamic Logistics Trade Park,
Sumant Building, Bhosari Alandi Rd, Dighi, Pune, Maharashtra 411015
CIN- L29309PN2017PLC172718 | GST- 27AALCM3536H1ZA
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Dated: 19/05/2025

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: Investor Presentation in connection with Audited Financial Results for half year & year ended 31st March, 2025.

Reference: Investors Meeting to be scheduled on 20th day of May 2025, as intimated to BSE Ltd. On dated 14th May, 2025

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Investor Presentation in connection with Audited Standalone and consolidated Financial Statement for half year & year ended 31st March, 2025.

This is for your information and record

Thanking you.
Yours Faithfully,
For, Macfos Limited

Name: CS DCG (ICSI) Sagar Gulhane
Company Secretary & Compliance Officer

Encl:- Investor Presentation

MACFOS LIMITED

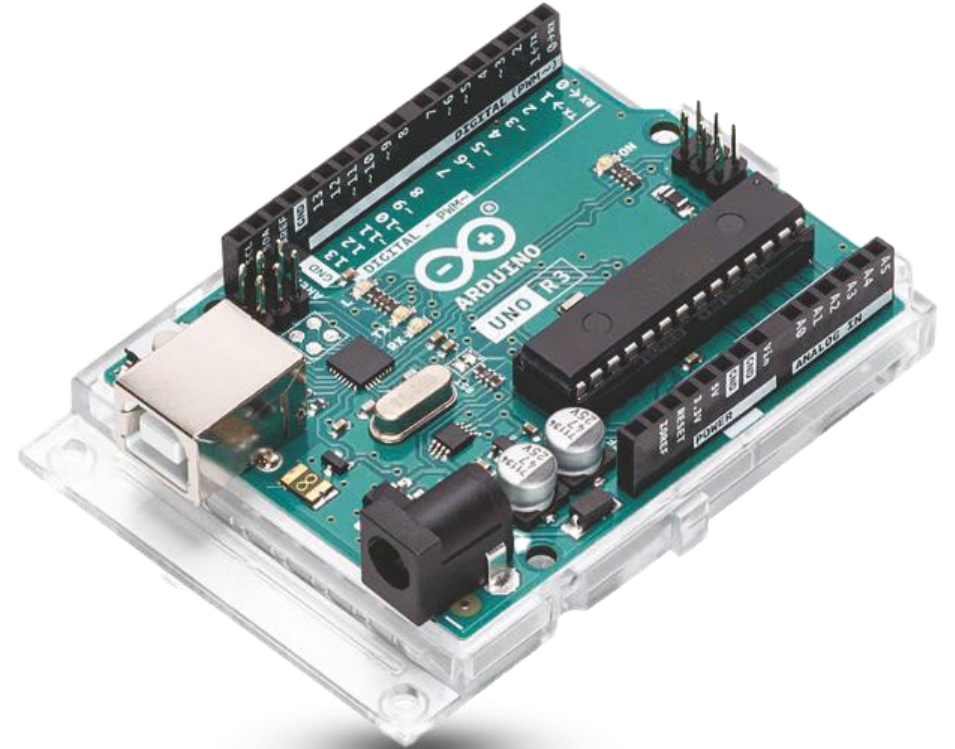


**FY 2024-25 MANAGEMENT
PRESENTATION**



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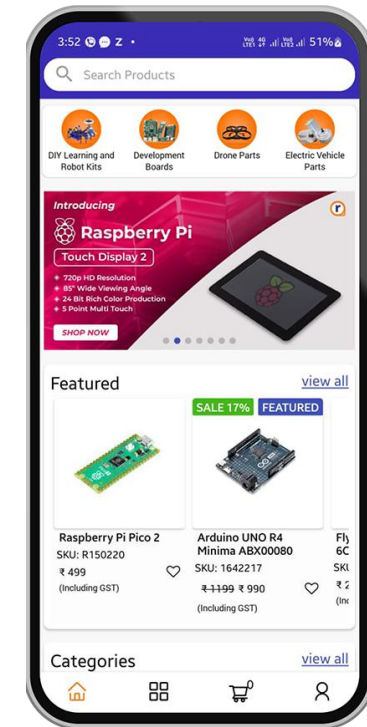
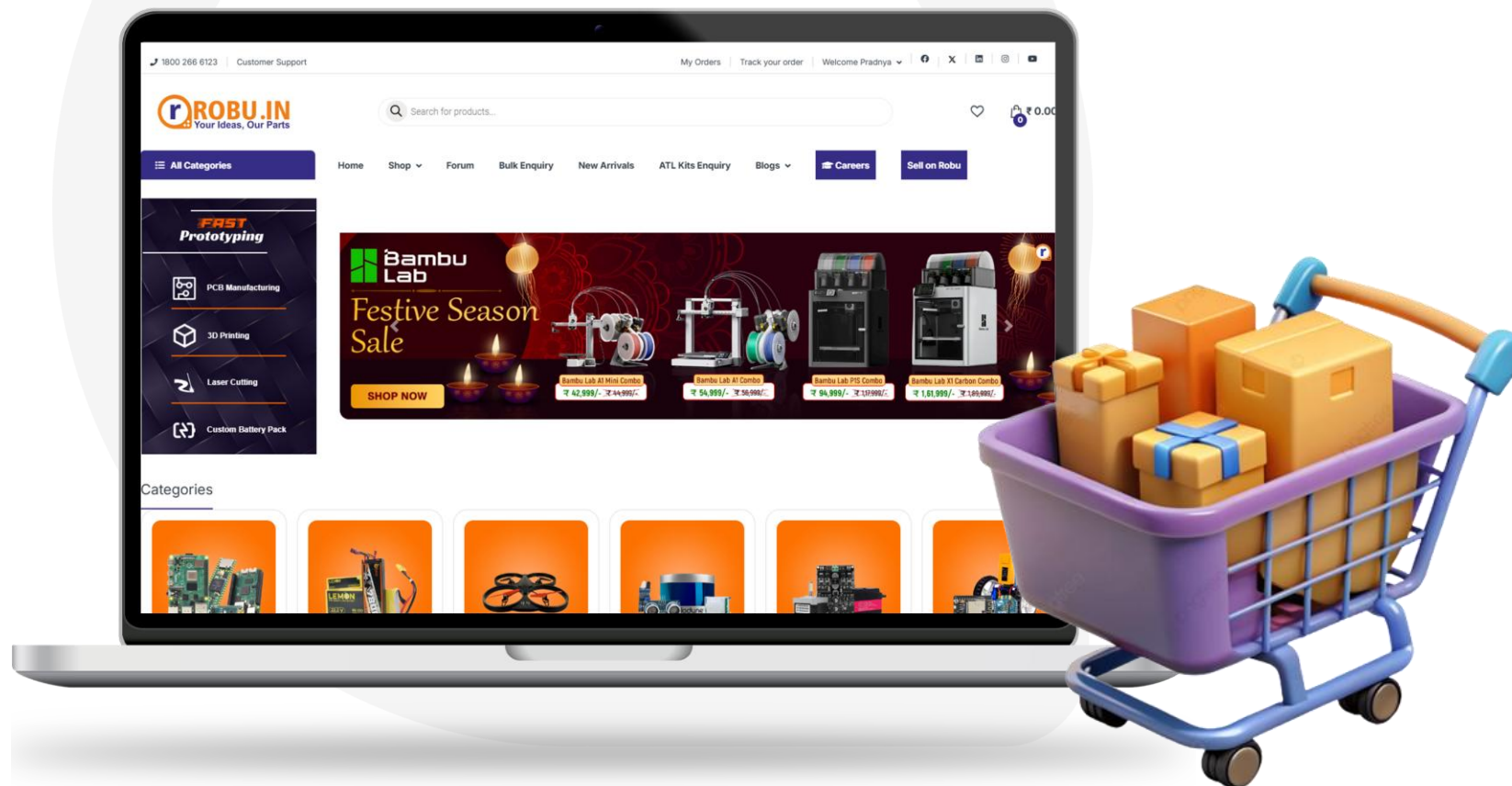


A light gray, stylized illustration of a laptop serves as the background. It features a large circular screen area and a base with two small circular ports. Centered on the screen is an orange rounded rectangle containing the text.

BUSINESS OVERVIEW

WHAT IS ROBU?

SPECIALISED ELECTRONIC PARTS E-COMMERCE STORE WEBSITE & APPLICATION



OVERVIEW

Specialized E-Com Store for 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 and its 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.

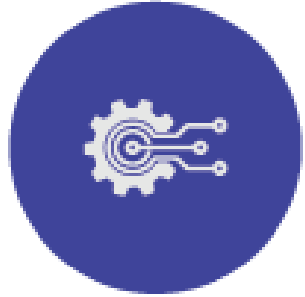
35,000+ Sq. ft Dedicated warehouse, 200+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

Consistent growth in Turnover, EBITDA and PAT at a CAGR of 67%, 45% & 45% respectively (For last 3 years). Reaching Turnover of 126 Cr in FY 23-24 and 256 Cr in FY 24-25

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**



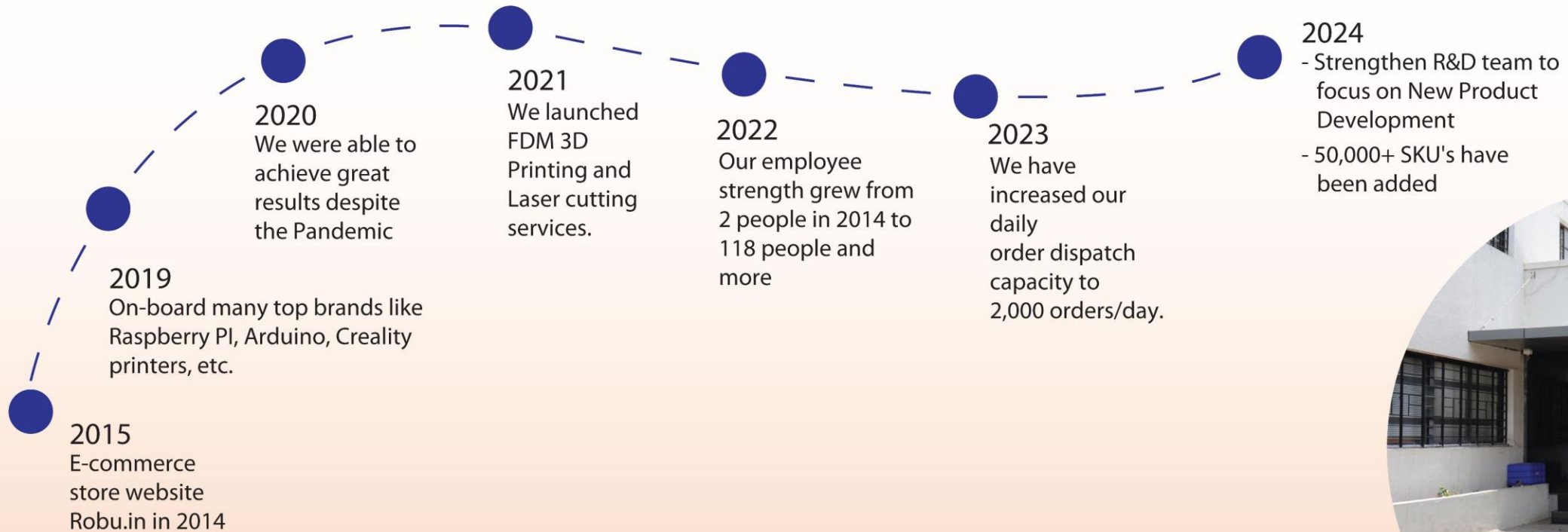
**EXPERIENCED
PROMOTERS
WITH STRONG
MANAGEMENT
TEAM HAVING
DOMAIN
KNOWLEDGE**



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

COMPANY EVOLUTION

FINANCIAL YEAR	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25
REVENUE (INR Crore)	7.36	16.22	27.12	55.51	80.80	126.36	257.68



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



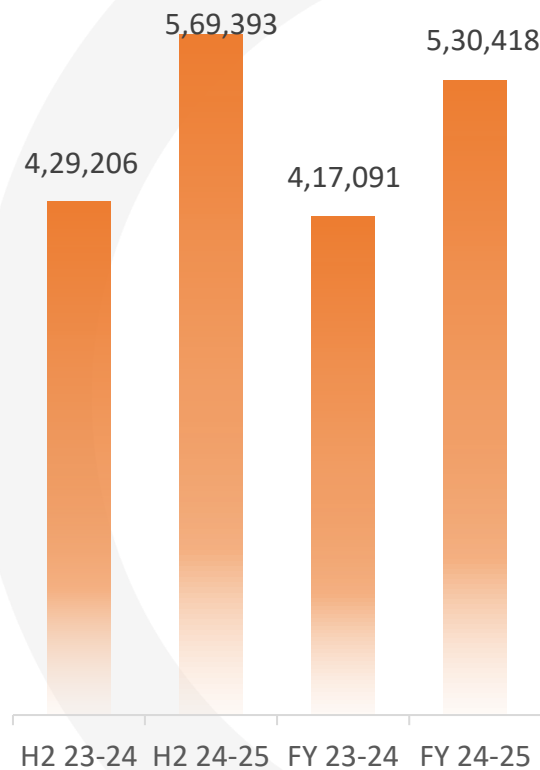
Nileshkumar Purshottam Chavhan

Whole Time Director

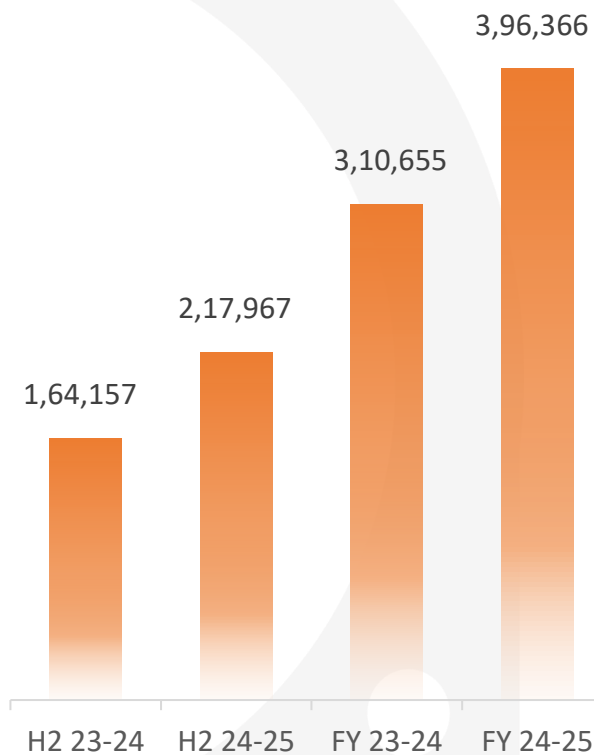
Qualifications:
Master of Engineering
(Mechanical), IISC Bangalore

Experience – 14 years

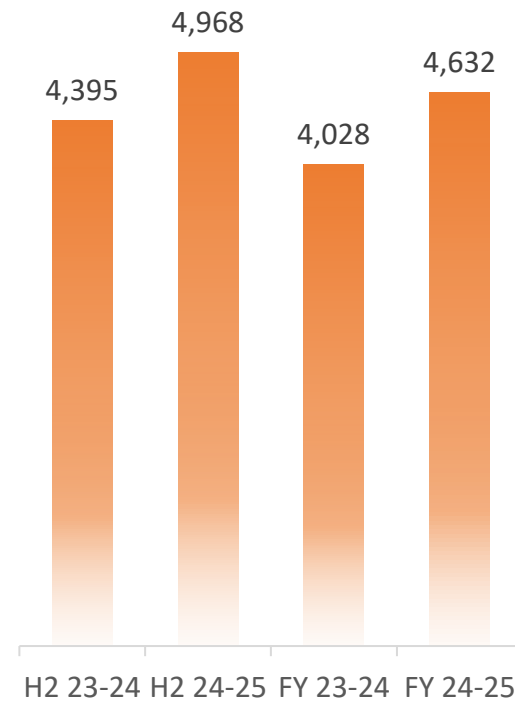
STEEP RISING CUSTOMER ENGAGEMENT



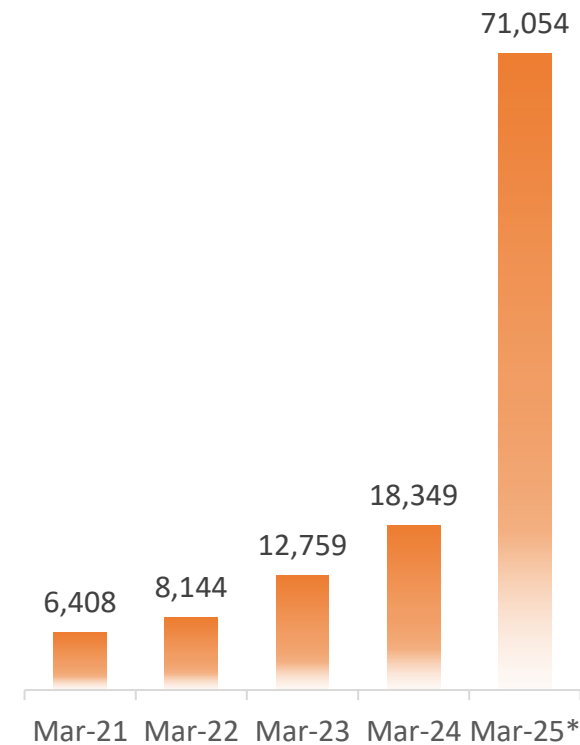
**AVG. MONTHLY WEBSITE
AND APP VISITORS (NOS)**



**TOTAL ORDERS SERVED
(NOS)**



AVG ORDER VALUE

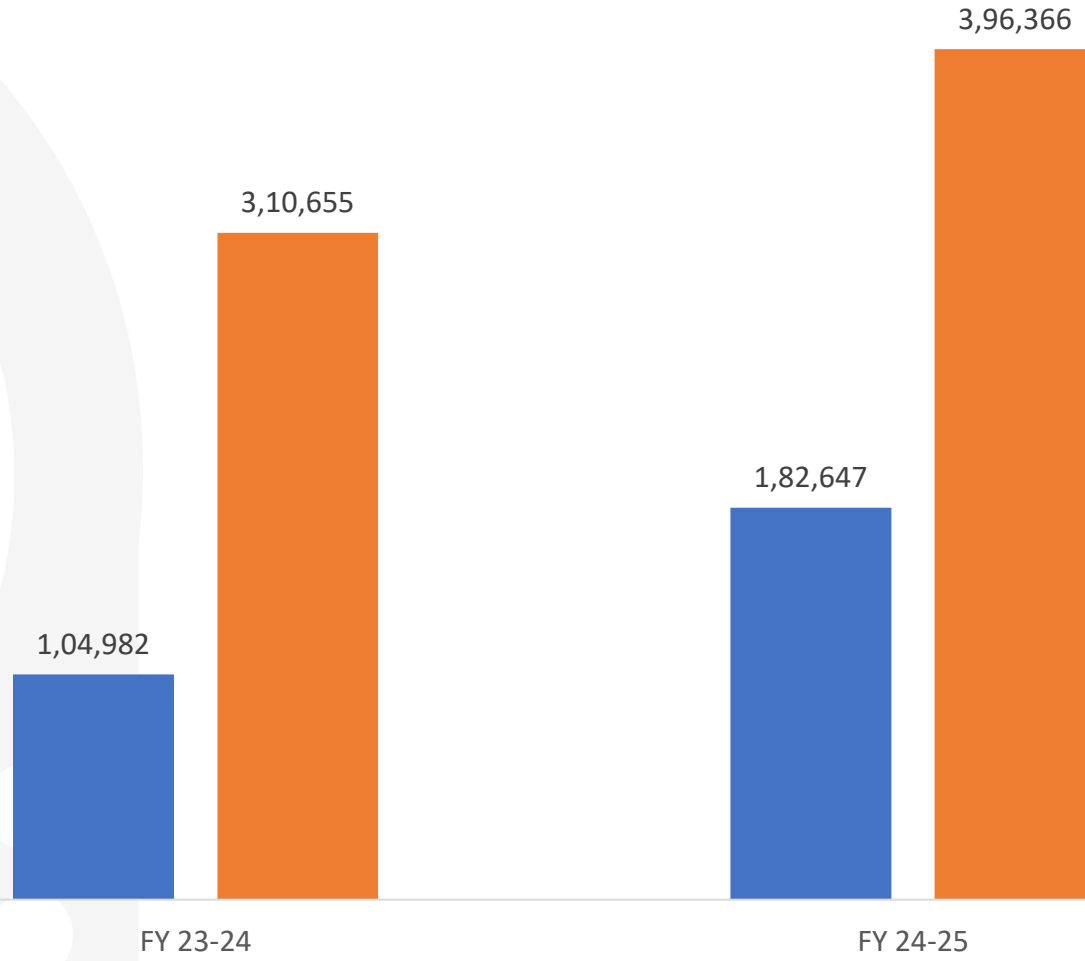
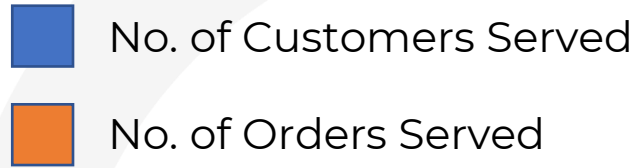


TOTAL SKU'S

***Total Visitors March-25= 7,43,480

* The increase in SKUs is primarily driven by the addition of small and low-cost items.

CUSTOMER / ORDERS SERVED



INVENTORY MANAGEMENT

▶ **Out of Total Inventory (as on March-25), Only 2.64 % 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

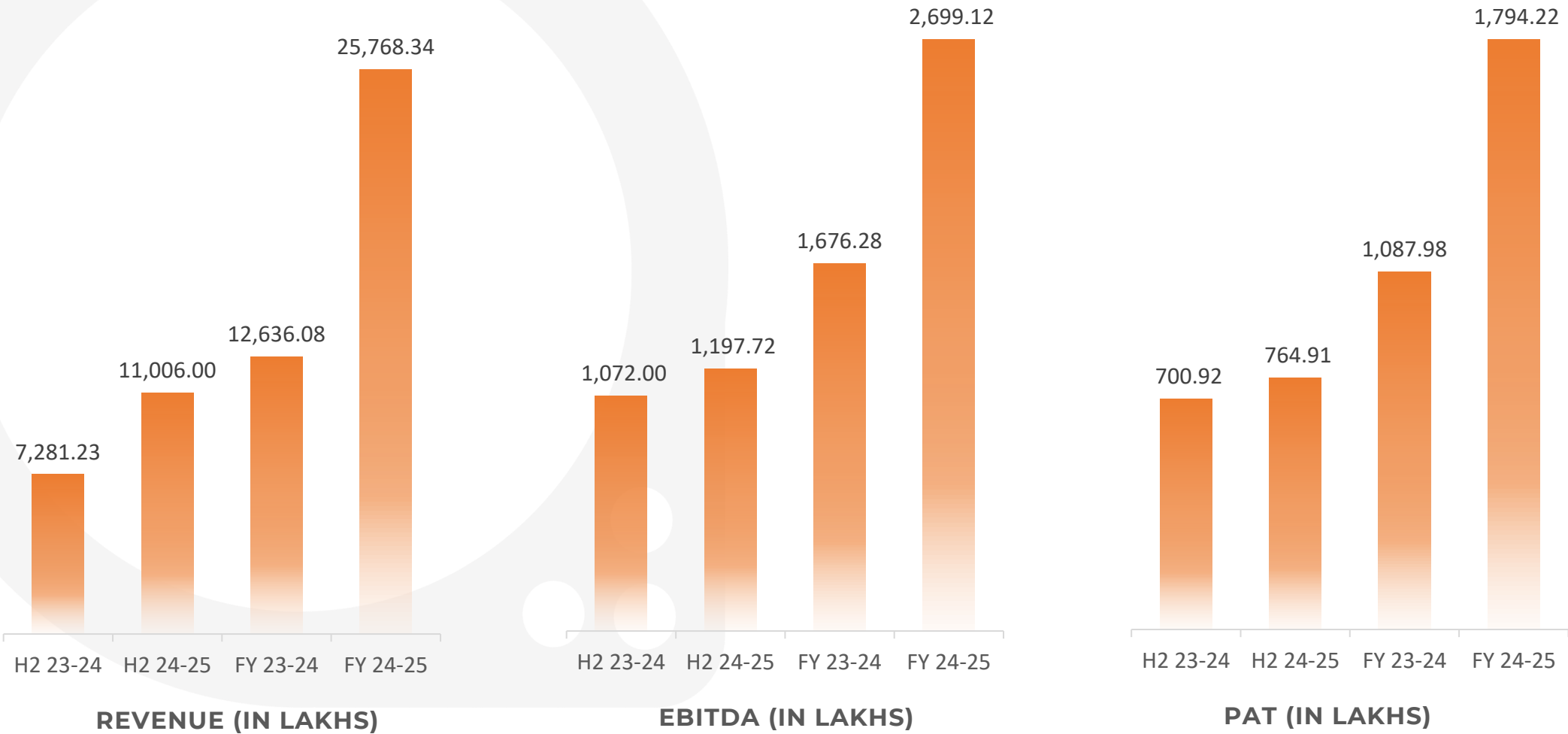
▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

	AMOUNT IN LAKHS
FY 22-23	22.62
FY 23-24	52.28
FY 24-25	58.19

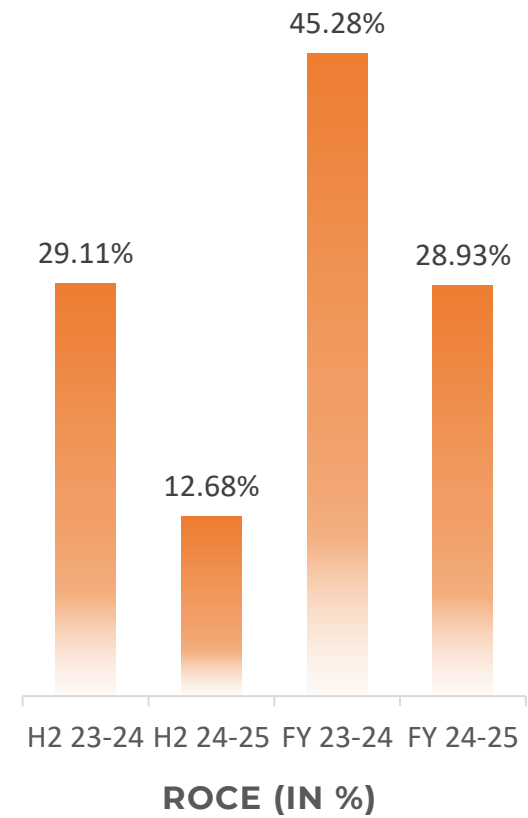
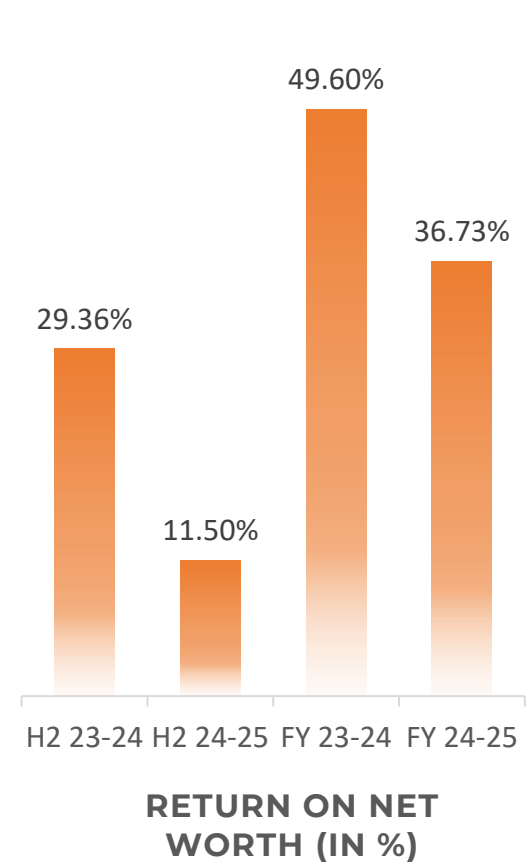
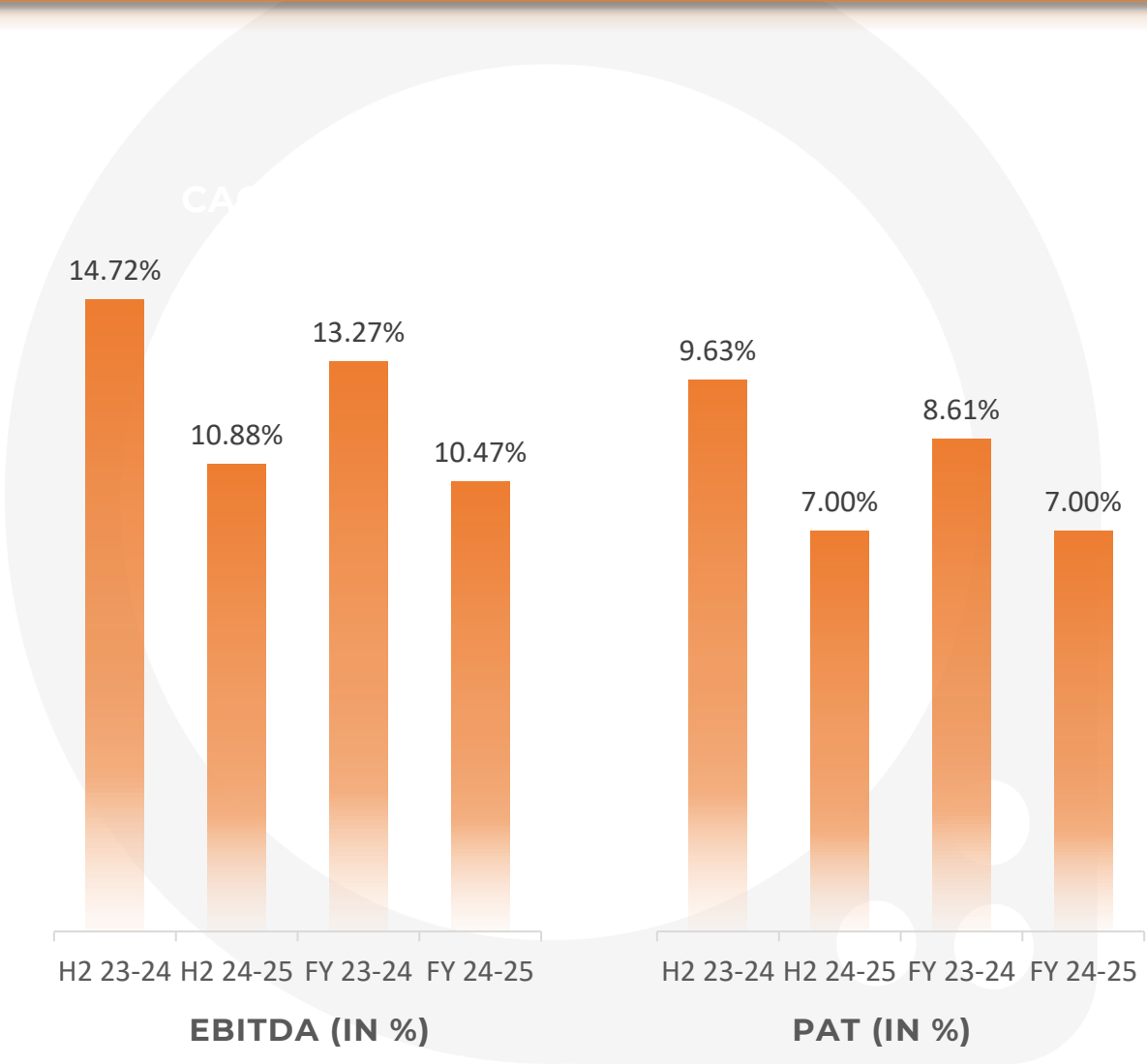


OPERATING AND FINANCIAL PERFORMANCE

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



LIABILITIES



(Rs in lakhs)

As at			
	PARTICULARS	31/03/2025 (Audited)	31/03/2024 (Audited)
I	EQUITY AND LIABILITIES		
1.	Shareholder' Funds		
	(a) Share Capital	941.68	883.54
	(b) Reserves & Surplus	6,090.08	1,854.00
	Total	7,031.77	2,737.54
2.	Non-Current Liabilities		
	(a) Long Term Borrowings	137.21	220.38
	(b) Long Term Provisions	49.45	48.98
	Total	186.66	269.36
3.	Current Liabilities		
	(a) Short Term Borrowings	1,859.32	593.70
	(b) Trade Payables		
	Due to micro and small enterprises	60.70	24.03
	Due to others	959.68	751.15
	(c) Other Current Liabilities	41.94	228.80
	(d) Short Term Provisions	642.46	412.11
	Total	3,574.11	2,009.78
	Total Equity and Liabilities	10,792.54	5,016.68

ASSETS



(Rs in lakhs)

PARTICULARS		As at	
		31/03/2025 (Audited)	31/03/2024 (Audited)
II	ASSETS		
1.	Non-Current Assets		
(a)	Property, Plant and Equipment and Intangible Assets		
i)	Property, Plant and Equipment	1,004.19	566.51
ii)	Intangible Assets	39.30	34.86
(b)	Non-current Investments	3.25	3.25
(c)	Deferred Tax Assets (Net)	28.77	19.97
(d)	Other Non Current Assets	1,317.10	569.85
	Total	2,392.61	1,194.44
2.	Current Assets		
(a)	Trade Receivables	571.86	348.20
(b)	Cash and Cash Equivalent	50.15	65.57
(c)	Inventories	5,559.77	2,439.32
(d)	Short-Term Loans and Advancement	2,141.77	908.78
(e)	Other Current Assets	76.38	60.38
	Total	8,399.93	3,822.24
	Total Assets	10,792.54	5,016.69

PROFIT AND LOSS



Loss

		Half Year Ended		Year Ended	
		(Rs in lakhs)			
	PARTICULARS	31/03/2025 (Audited)	31/03/2024 (Audited)	31/03/2025 (Audited)	31/03/2024 (Audited)
1.	Revenue from Operations	10,829.61	7,214.46	25,498.68	12,512.76
2.	Other Income	176.39	66.78	269.66	123.32
3.	Total Revenue (1+2)	11,006.00	7,281.23	25,768.34	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	31.04	12.77	46.79	27.45
(b)	Purchase of Stock in Trade	10,495.96	5,047.64	23,812.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-2,023.01	293.03	-3,120.45	-774.89
(d)	Employee benefit expenses	480.74	356.05	897.50	633.39
(e)	Finance Costs	120.91	74.41	223.76	129.83
(f)	Depreciation and Amortisation Expenses	52.76	38.01	86.81	67.98
(g)	Other Expenses	823.07	499.74	1,417.48	934.23
5.	Total Expense from 4(a) to 4(g)	9,981.47	6,321.66	23,363.89	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	1,024.53	959.57	2,404.45	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	1,024.53	959.57	2,404.45	1,478.47
8.	Profit/(Loss) before Tax (8-9-10)	1,024.53	959.57	2,404.45	1,478.47
9.	Tax Expenses	259.63	258.66	610.23	390.49
	Total	764.91	700.92	1,794.22	1,087.98



MANAGEMENT PERSPECTIVE

MANAGEMENT PERSPECTIVE

Dear Shareowners,

We are pleased to share our financial results for FY 2024–25, which highlight the significant progress we have made across key areas of our business.

During the year, we achieved a revenue of ₹257.68 crore, an EBITDA of ₹27.00 crore, and a PAT of ₹17.94 crore. These results represent robust year-on-year growth of 104% in revenue, 61% in EBITDA, and 65% in PAT—underscoring the strength of our business model and operational execution.

The overall year was marked by healthy demand for our product offerings, and we remain optimistic about the continued traction and relevance of our portfolio in the market.

A notable progress this year has been the expansion of our product catalog, with the addition of over 50,000 new SKUs—primarily comprising small and low-cost items. This has significantly enhanced the breadth of our offerings. Along with our digital marketing initiatives, we have actively participated in multiple domestic exhibitions, collectively enhancing our brand visibility and market presence.

Our core business indicators—Website and app traffic, Total orders served, Average order value, and Customer retention—continue to show strong and positive trends. As we look to the future, we remain guided by our strategic frameworks, **Robu 1.0** and **Robu 2.0**, which will continue to shape our roadmap for 2025 and beyond.

Robu 1.0 Represents our core electronics distribution business. Here, our focus remains on delivering cutting-edge tech products at competitive prices, backed by robust customer support and minimal lead times. To support this, we are investing in IT infrastructure enhancements and strengthening supplier partnerships to optimize procurement and reduce lead times. The expansion of our SKU base this year reflects our ongoing efforts to build a comprehensive and reliable store in our domain.

Robu 2.0 Marks our strategic shift toward developing and scaling proprietary brands and products. Over the past two years, this area has become an increasing focus, and in FY 2024–25, we invested approximately ₹40 lakhs in R&D. This initiative is central to our long-term vision and positions Robu.in for sustainable growth over the next 5 to 10 years.

In the past year alone, we successfully launched around 186 new SKUs under our in-house development program. Key additions include Agri-drone frames, Ready-to-fly FPV drone kits (assembled), Telemetry modules, and TFT & HMI displays. These products have been well-received by our customers, reaffirming the quality and innovation.

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

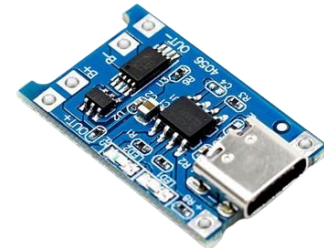


DRIVE DIGITAL INNOVATION

- ▶ 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.



Our Own Electronics Products

- **Motor driver series**
- **179 SKUs across 5 Categories, Added during the year.**
- **Major Launch:**
 - TFT & HMI Displays
 - Raspberry Pi Neo Dev. Board



Our Own Mechanical Products

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



Our Own Drone Products

Launched 7 SKUs in 2 category.

Major Launch:
Agri-Drone Frame Ready to Fly FPV Kits.
Telemetry for Drone Remote.



Our OEM Products

- **638 SKU Added during the year**



THANK YOU!