

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: 15/05/2024

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: Investor Presentation in connection with Audited Financial Results for half year & year ended 31st March, 2024.

Reference: Investors Meeting to be scheduled on 16th day of May 2024, as intimated to BSE Ltd. on dated 10th May, 2024

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, 2024.

Kindly take the above on record.

Thanking you.
Yours Faithfully,
For, Macfos Limited

CS DCG(ICSI) SAGAR GULHANE
COMPANY SECRETARY & COMPLIANCE OFFICER
Mem. No. 67610

MACFOS LIMITED

BSE SCRIIP Code: ROBU | 543787

ROBU CORDIALLY INVITES YOU TO THE
CONFERENCE CALL

4:00 PM
Thursday **16 | 05 | 2024**

AGENDA

An Invitation to the
**FY24 Earning Call of
MacFos Limited**

to discuss Company's Financial/Business/Future Overview

OPTION: 1

Express Join with

**DiamondPass™
No Wait Time**

JOIN HERE

Or Copy this URL : <https://shorturl.at/hnoV3>

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



**H2 & FY 24 EARNINGS
PRESENTATION**



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

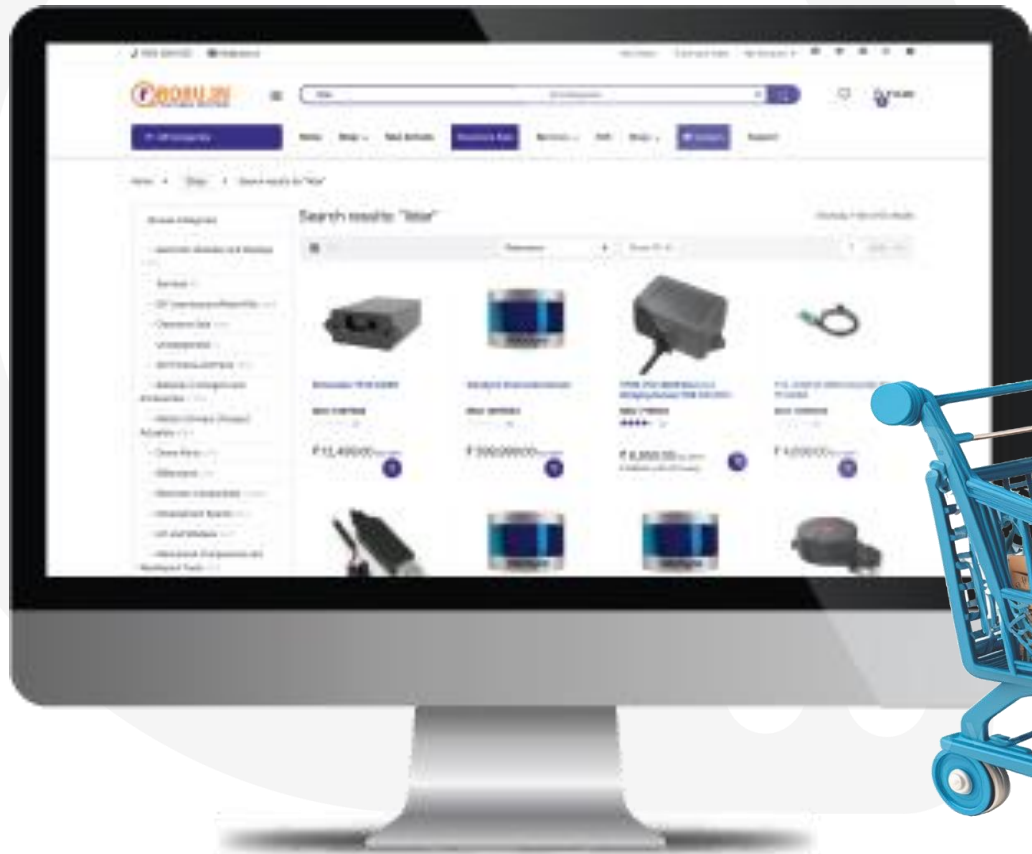




**BUSINESS
OVERVIEW**

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.

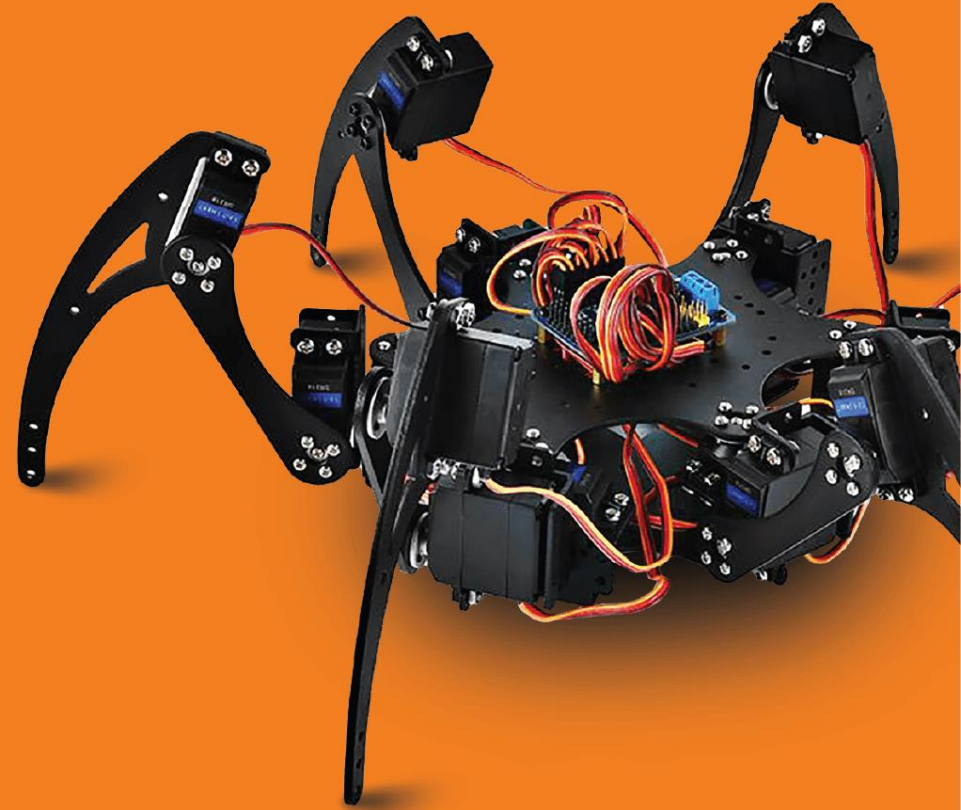
Launched E-commerce store website Robu.in in 2014 and Mobile application in 2017.

18200+ SKU's 135+ Brands, 180+ vendor tie ups in India & Abroad, 20,000 sq. ft

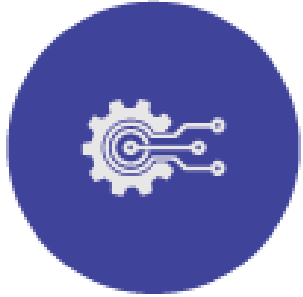
(Expandable) dedicated warehouse, 200+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

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**



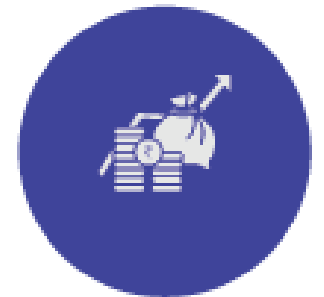
**SCALABLE
& RELIABLE
TECHNOLOGY
PLATFORM**



**STRONG
DIVERSE &
GROWING
CUSTOMER
BASE**



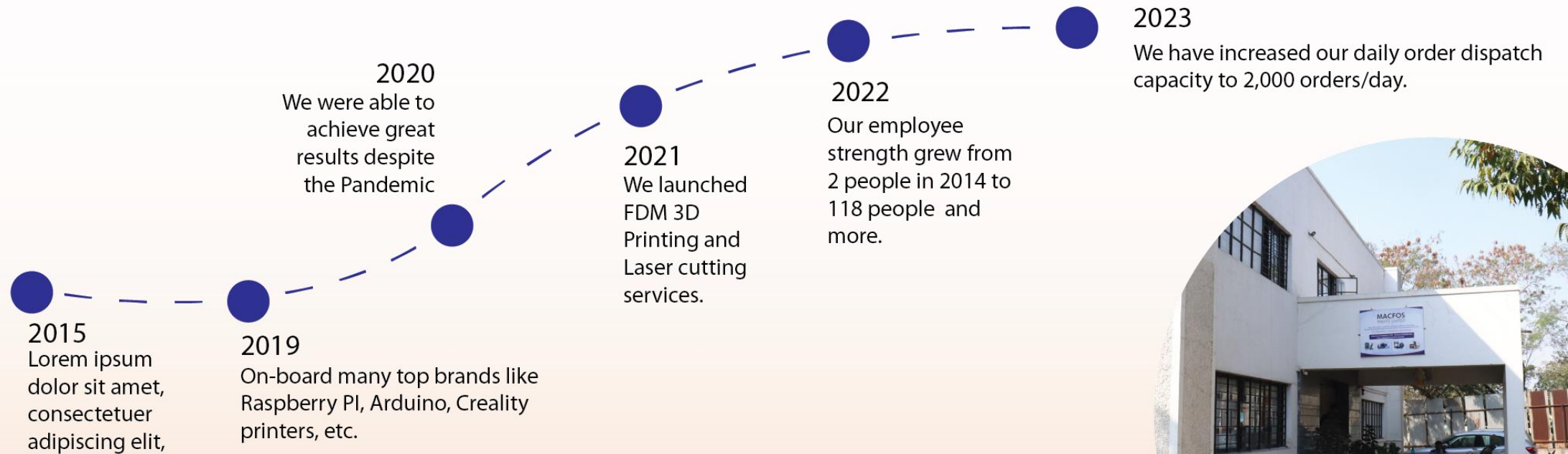
**EXPERIENCED
PROMOTERS
WITH STRONG
MANAGEMENT
TEAM HAVING
DOMAIN
KNOWLEDGE**



**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 – 13 years



Binod Prasad
Whole Time Director
& CFO

Qualifications:
Bachelor of Engineering
(Mechanical), MIT Pune

Experience – 13 years

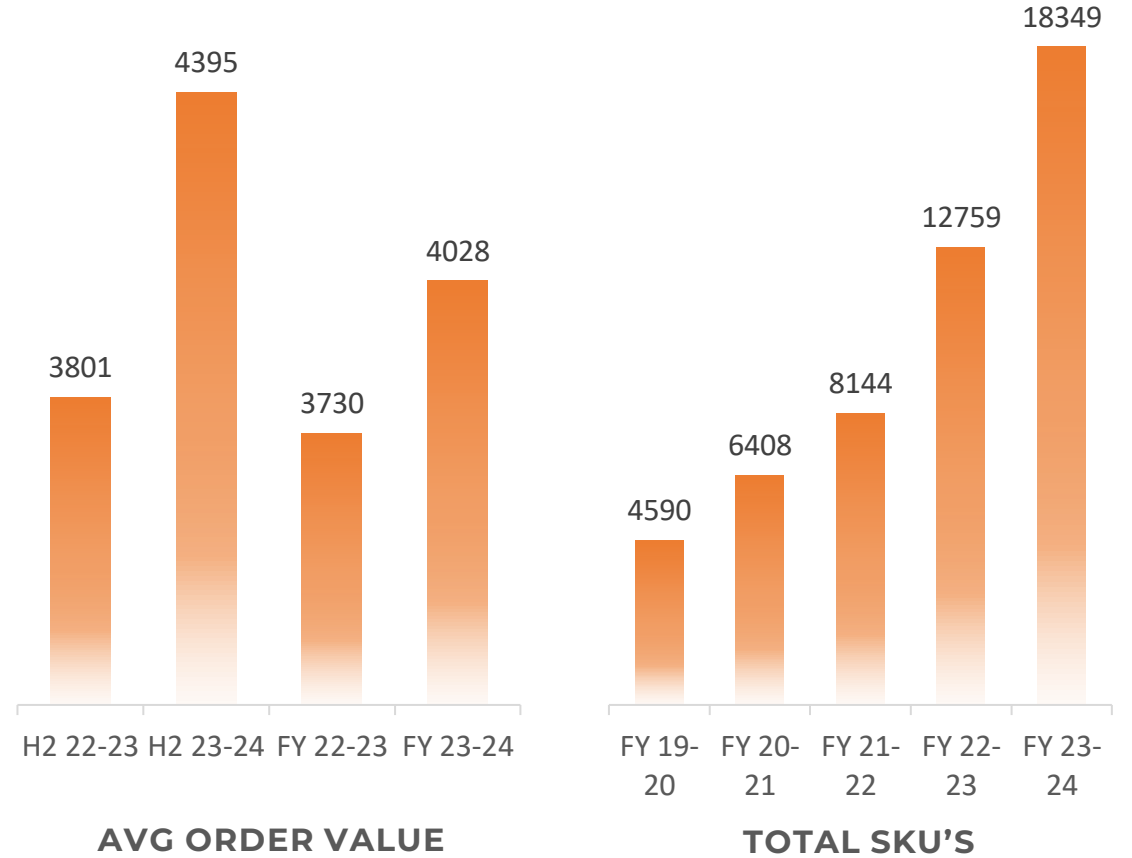
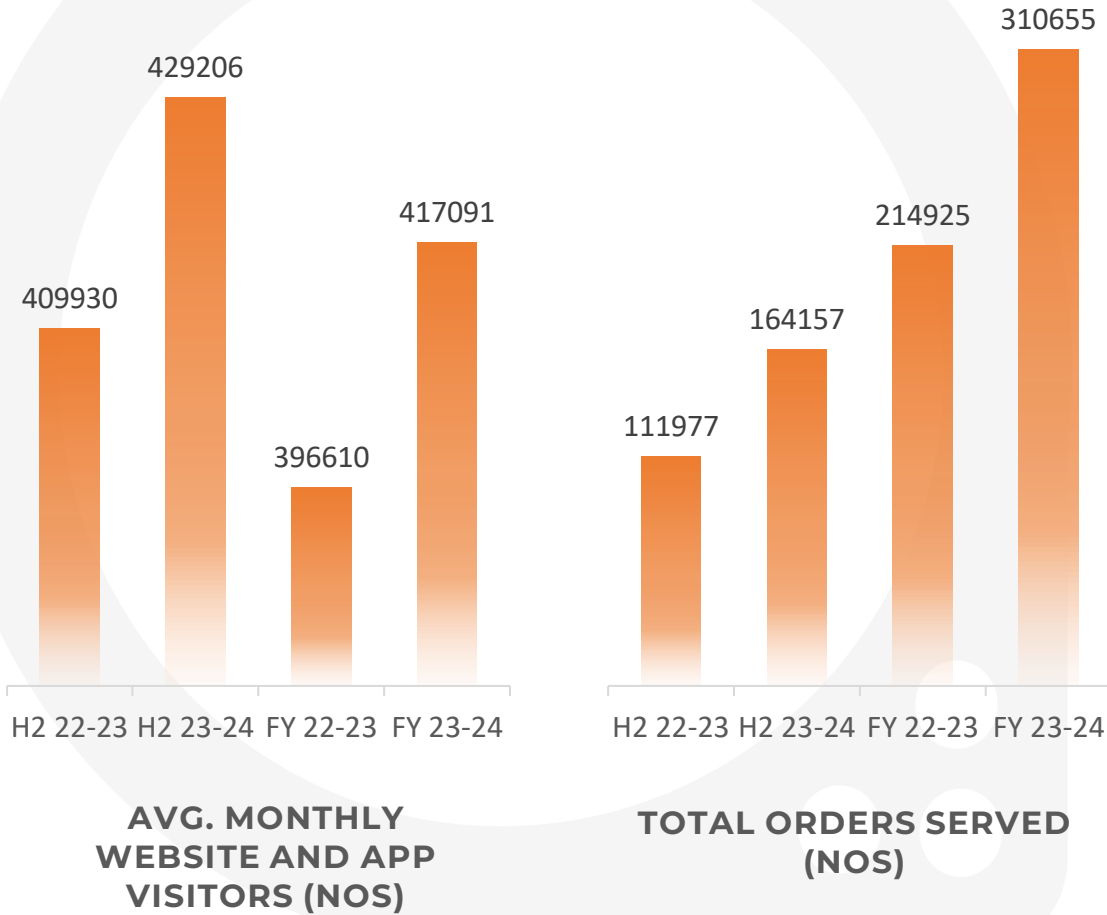


**Nileshkumar Purshottam
Chavhan**
Whole Time Director

Qualifications:
Master of Engineering
(Mechanical)

Experience – 13 years

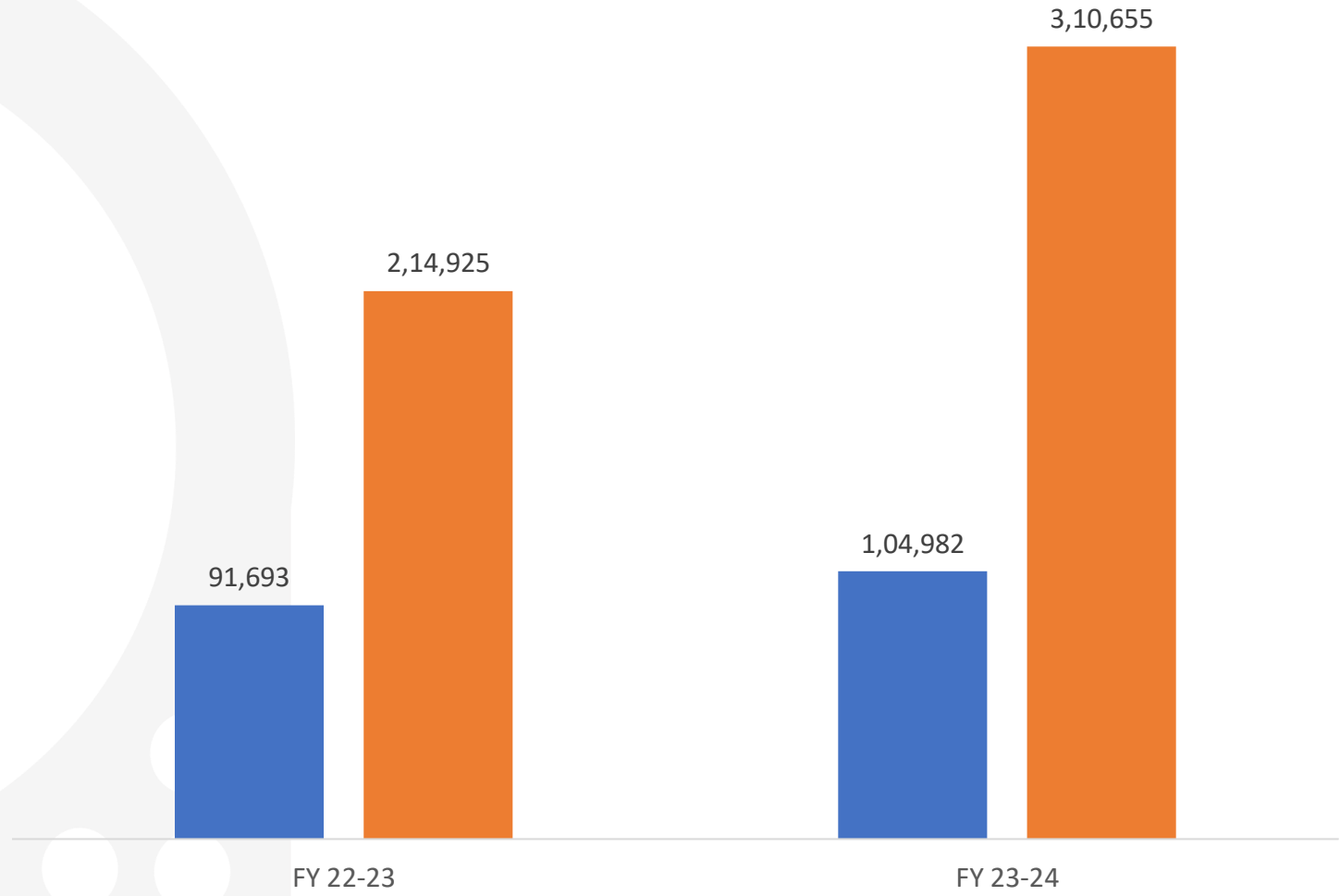
STEEP RISING CUSTOMER ENGAGEMENT



***Total Visitors March-24= 5,44,281

CUSTOMER / ORDERS SERVED

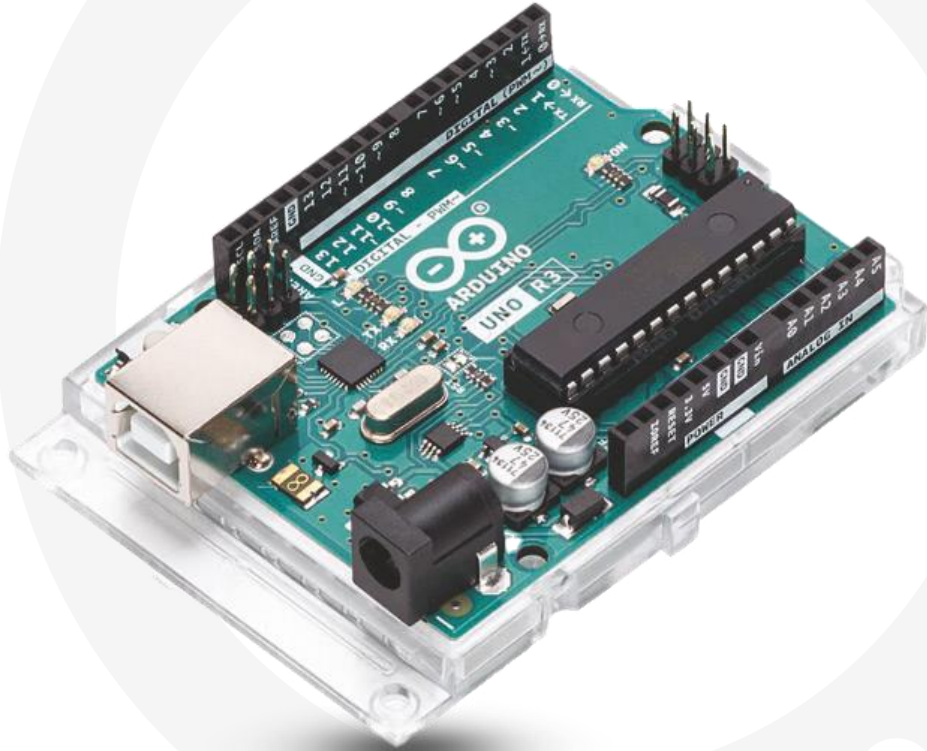
- No. of Customers Served
- No. of Orders Served



** On An Average, each Customer placing 2.3 Orders during the Period.

** On An Average, each Customer placing 3 Orders during the Period.

CATEGORY CONTRIBUTION TO REVENUE



CATEGORY	% CONTRIBUTION TO REVENUE	
	FY 22-23	FY 23-24
Development Boards	21.23%	22.54%
Drone Parts	15.35%	16.57%
Batteries Chargers & Accessories	12.76%	11.00%
Electronic Modules & Displays	12.59%	10.72%
Motors Drivers Pumps Actuators	8.89%	7.31%
Sensors	8.88%	8.06%
IoT and Wireless	6.89%	3.47%
3D Printers and Parts	5.43%	6.17%
Electronic Components	3.35%	4.70%
Mechanical Components & Workbench Tools	2.86%	3.06%
E-Bike Parts	1.02%	0.57%
DIY Learning & Robotic Kits	0.76%	2.09%
Others	-	3.80%

*SOME SIMILAR CATEGORIES ARE CLUBBED TOGETHER WRT TO LAST YEAR

INVENTORY MANAGEMENT

▶ **Out of Total Inventory (as on March-24), Only 3.68 % Inventory is Very Slow-moving *(Compared to 2.33% as on March-23)**

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

*These are not perishable in Nature, neither Obsolete Items

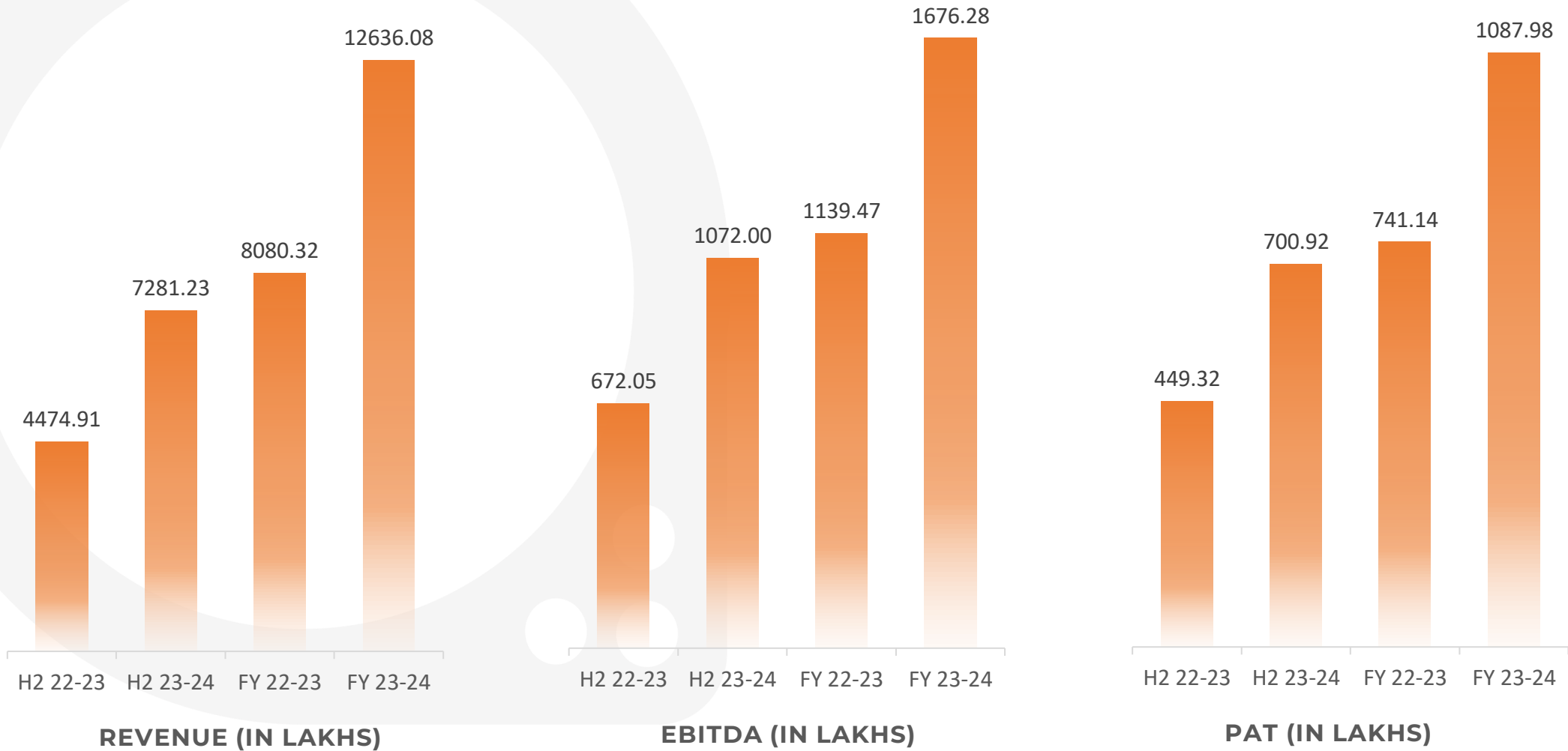
▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

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

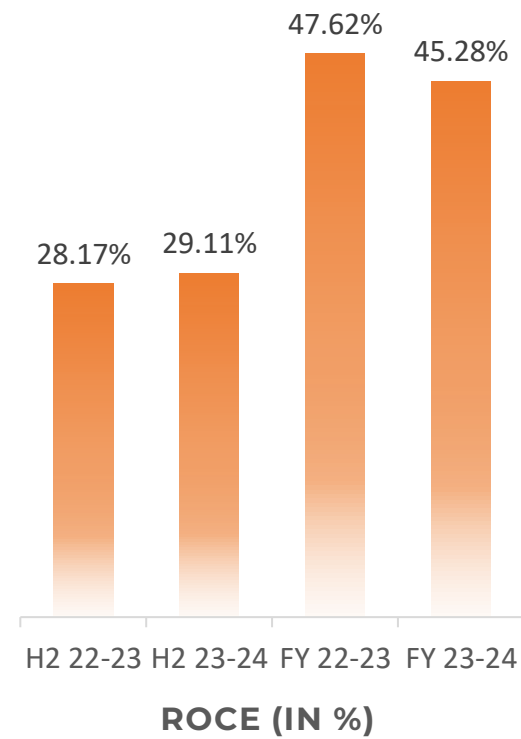
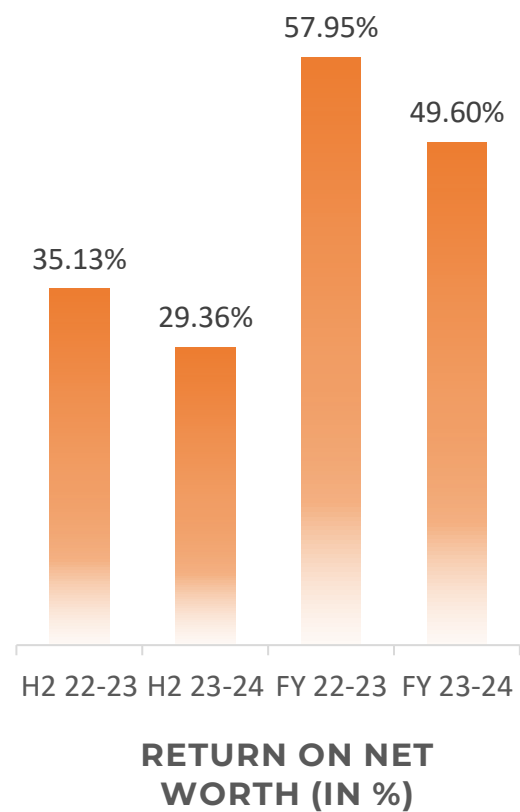
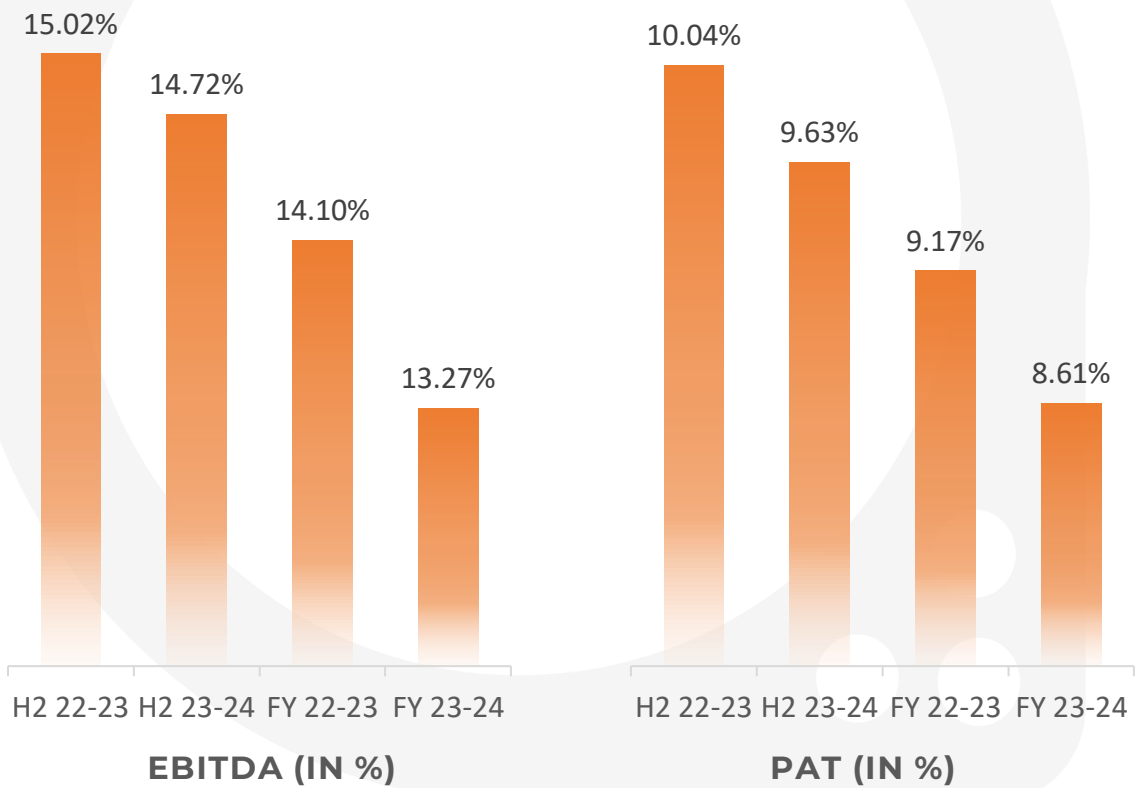


**OPERATING AND
FINANCIAL
PERFORMANCE**

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



LIABILITIES



(Rs in lakhs)

		As at	
	PARTICULARS	31/03/2023 (Audited)	31/03/2024 (Audited)
I	EQUITY AND LIABILITIES		
1.	Shareholder' Funds		
	(a) Share Capital	883.54	883.54
	(b) Reserves & Surplus	766.01	1,854.00
	Total	1,649.56	2,737.54
2.	Non-Current Liabilities		
	(a) Long Term Borrowings	405.59	220.38
	(b) Long Term Provisions	22.09	48.98
	Total	427.68	269.36
3.	Current Liabilities		
	(a) Short Term Borrowings	242.58	593.70
	(b) Trade Payables		
	Due to micro and small enterprises	37.54	24.03
	Due to others	554.76	751.15
	(c) Other Current Liabilities	86.84	228.80
	(d) Short Term Provisions	288.38	412.11
	Total	1,210.10	2,009.78
	Total Equity and Liabilities	3,287.33	5,016.68

ASSETS



(Rs in lakhs)

PARTICULARS		As at	
		31/03/2023 (Audited)	31/03/2024 (Audited)
II	ASSETS		
1.	Non-Current Assets		
(a)	Property, Plant and Equipment and Intangible Assets		
i)	Property, Plant and Equipment	523.36	566.51
ii)	Tangible Assets	29.29	34.86
(b)	Non-current Investments	-	3.25
(c)	Deferred Tax Assets (Net)	19.02	19.97
(d)	Other Non Current Assets	122.21	569.85
	Total	693.88	1,194.44
2.	Current Assets		
(a)	Trade Receivables	243.26	348.20
(b)	Cash and Cash Equivalent	113.39	65.57
(c)	Inventories	1,664.43	2,439.32
(d)	Short-Term Loans and Advancement	556.69	908.78
(e)	Other Current Assets	15.68	60.38
	Total	2,593.46	3,822.24
	Total Assets	3,287.33	5,016.69

PROFIT AND LOSS



		<u>Half Year Ended</u>		<u>Year Ended</u>	
		<u>(Rs in lakhs)</u>			
	PARTICULARS	31/03/2023 (Audited)	31/03/2024 (Audited)	31/03/2023 (Audited)	31/03/2024 (Audited)
1.	Revenue from Operations	4,438.70	7,214.46	8,016.82	12,512.76
2.	Other Income	36.21	66.78	63.49	123.32
3.	Total Revenue (1+2)	4,474.91	7,281.23	8,080.32	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	11.40	12.77	22.82	27.45
(b)	Purchase of Stock in Trade	3,359.72	5,047.64	6,295.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-79.32	293.03	-479.55	-774.89
(d)	Employee benefit expenses	246.70	356.05	457.08	633.39
(e)	Finance Costs	39.05	74.41	89.26	129.83
(f)	Depreciation and Amortisation Expenses	24.87	38.01	45.18	67.98
(g)	Other Expenses	264.35	499.74	645.50	934.23
5.	Total Expense from 4(a) to 4(g)	3,866.79	6,321.66	7,075.29	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	608.12	959.58	1,005.03	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	608.12	959.58	1,005.03	1,478.47
8.	Profit/(Loss) before Tax (8-9-10)	608.12	959.58	1,005.03	1,478.47
9.	Tax Expenses	158.8	258.65	263.9	390.49
	Total	449.32	700.92	741.14	1,087.98



**MANAGEMENT
PERSPECTIVE**

MANAGEMENT PERSPECTIVE

We are delighted to present our FY24 Financial Results, showcasing a robust performance in this period. During this period, we achieved a revenue of 126.36Cr, EBITDA of 16.76 Cr, and PAT of 10.88 Cr, marking remarkable growth with a 56% increase in Revenue, a 47% surge in EBITDA and PAT compared to FY23.

As we look ahead, we foresee growing demands for our products and are confident in sustaining our current growth trends in Revenue and Profitability.

The challenges of Semiconductor shortage and logistics delays witnessed in FY23 have been effectively normalized this year. We have worked well in strengthening supplier relationships and optimizing business terms, empowering us with better control over procurement costs and lead times.

Our prudent expense management has been instrumental in maintaining operational efficiency.

Furthermore, key business metrics such as website & App Visitors, Total orders served, Average order value, and repeat customers continue to exhibit positive growth. Our continuous enhancement of inventory management capabilities reflects our commitment to operational excellence.

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, 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

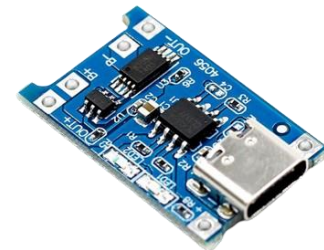


DRIVE DIGITAL INNOVATION

- ▶ 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

VCI
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!