

**Dated: 28/07/2025**

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: Q1 FY 2025-26 MANAGEMENT PRESENTATION IN CONNECTION WITH UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30<sup>TH</sup> JUNE, 2025.**

Dear Sir(s),

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Management Presentation in connection with Unaudited Standalone and consolidated Financial Statement for Quarter ended 30<sup>th</sup> June, 2025. This is for your information and record

Thanking you.

**For, MACFOS LIMITED**

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

Date: 28/07/2025  
Place: Pune

Encl: 1. **Q1 FY 2025-26 MANAGEMENT PRESENTATION**



MACFOS LIMITED



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**Q1 FY 2025-26 MANAGEMENT  
PRESENTATION**

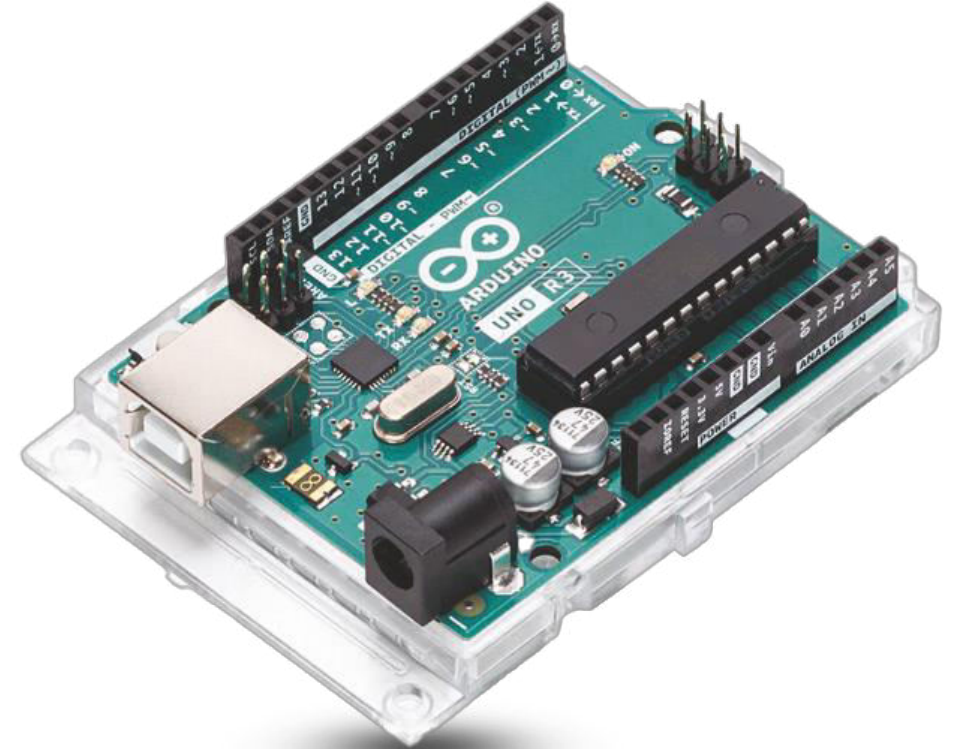
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- ▶ **MANAGEMENT PERSPECTIVE**
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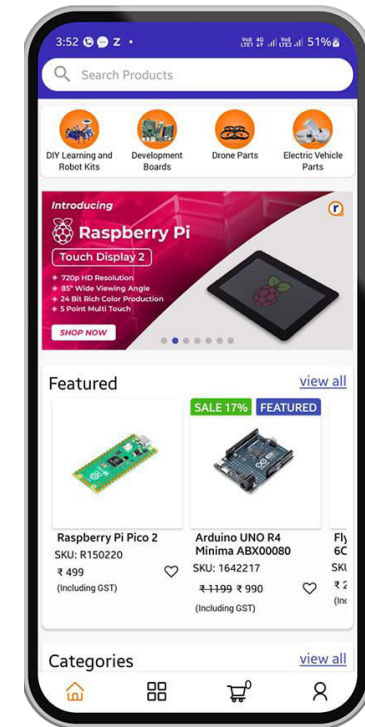
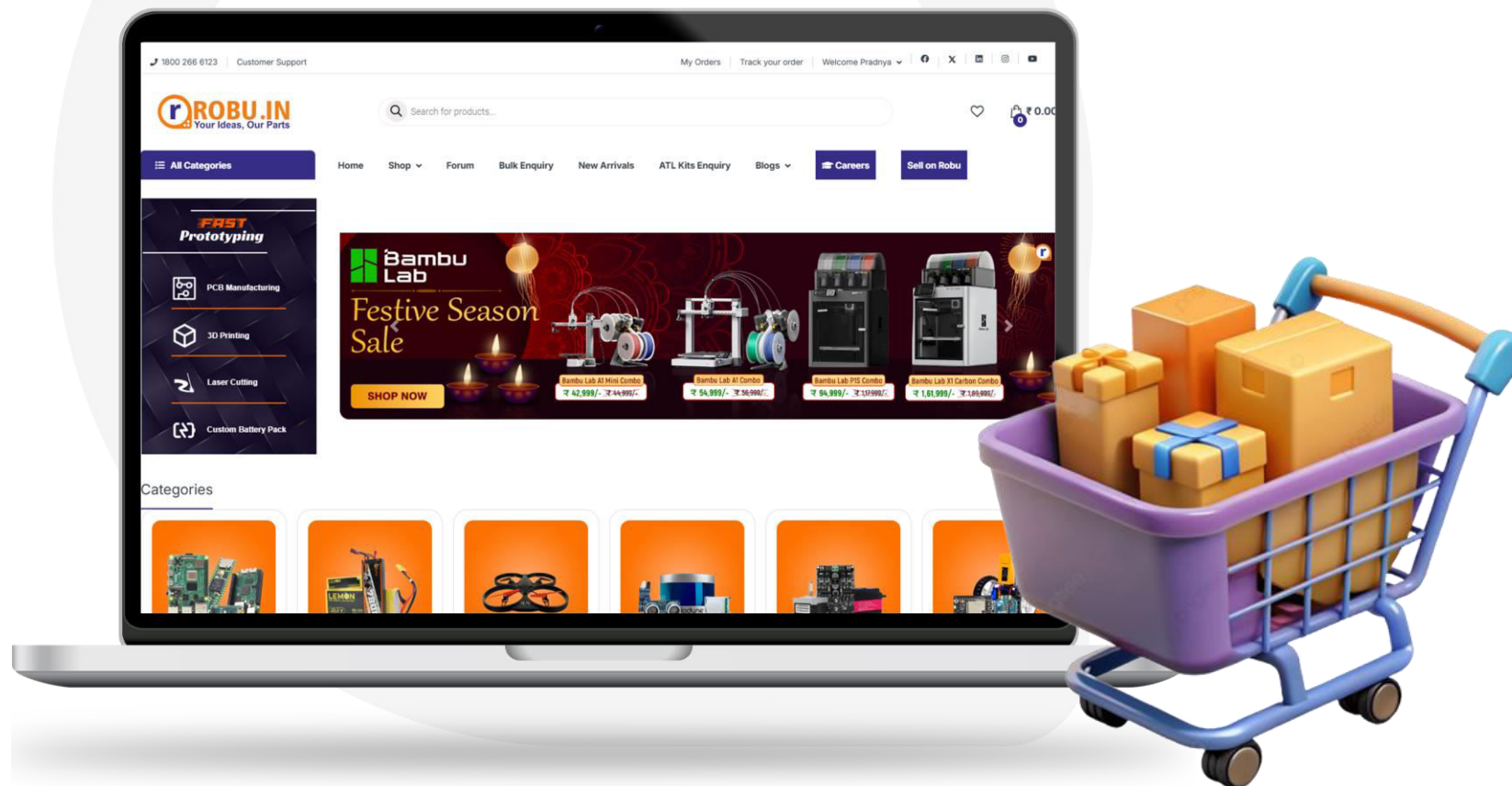


# **BUSINESS OVERVIEW**



# 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.

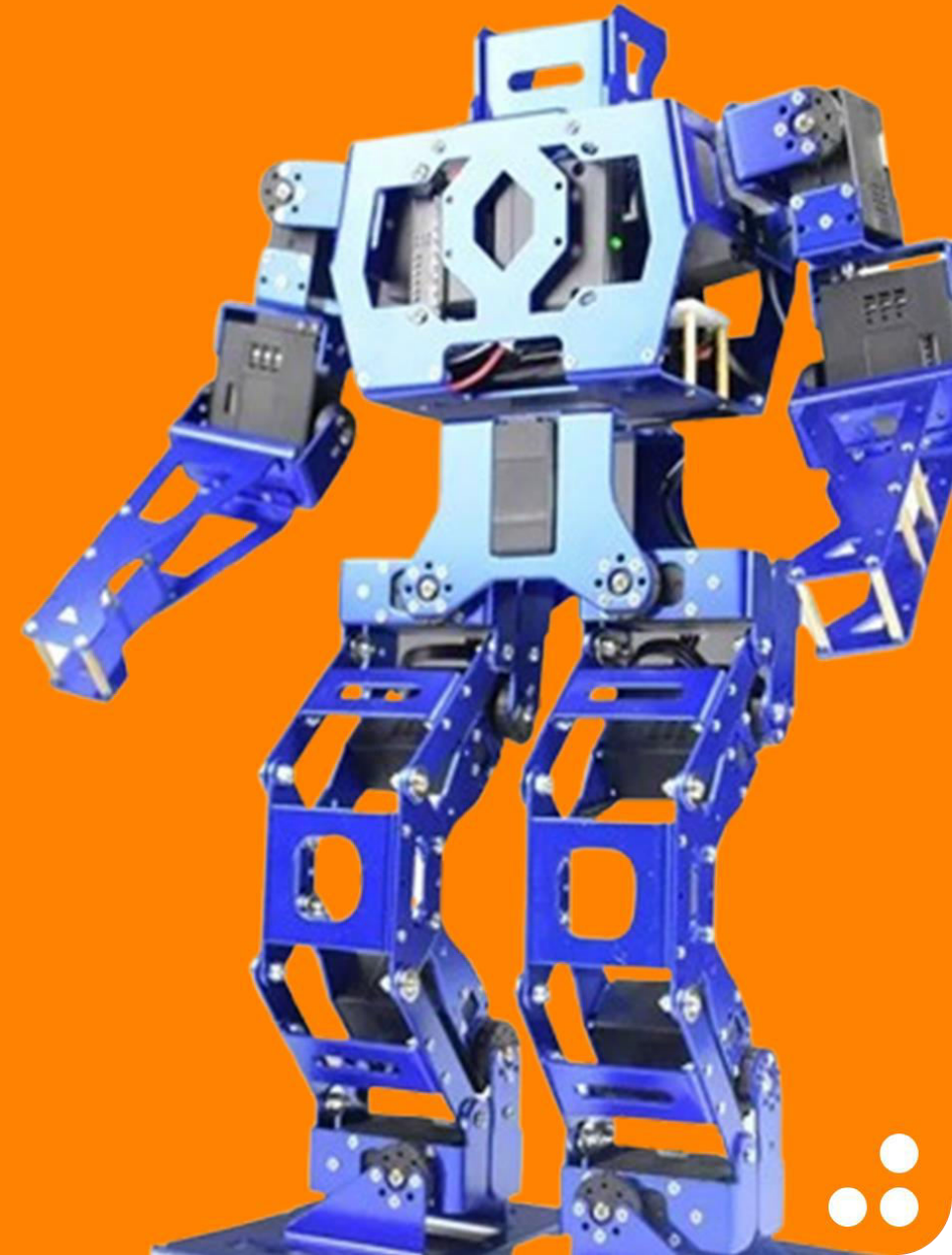
Launched E-commerce store website Robu.in in 2014, Android Mobile application in 2017 & IOS Application in Jan 2023.

80,000+ SKU's 150+ Brands, 210+ vendor tie ups in India & Abroad.

40,000+ Sq. ft Dedicated warehouse, 220+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

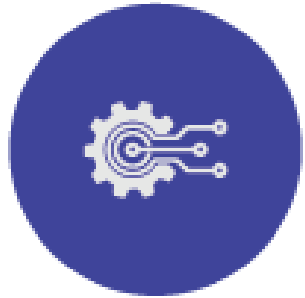
Consistent growth in Turnover, EBITDA and PAT at a CAGR of 67%, 45% & 45% respectively (For last 3 years). Reaching Turnover of 126 Cr in FY 23-24 and 256 Cr in FY 24-25

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**

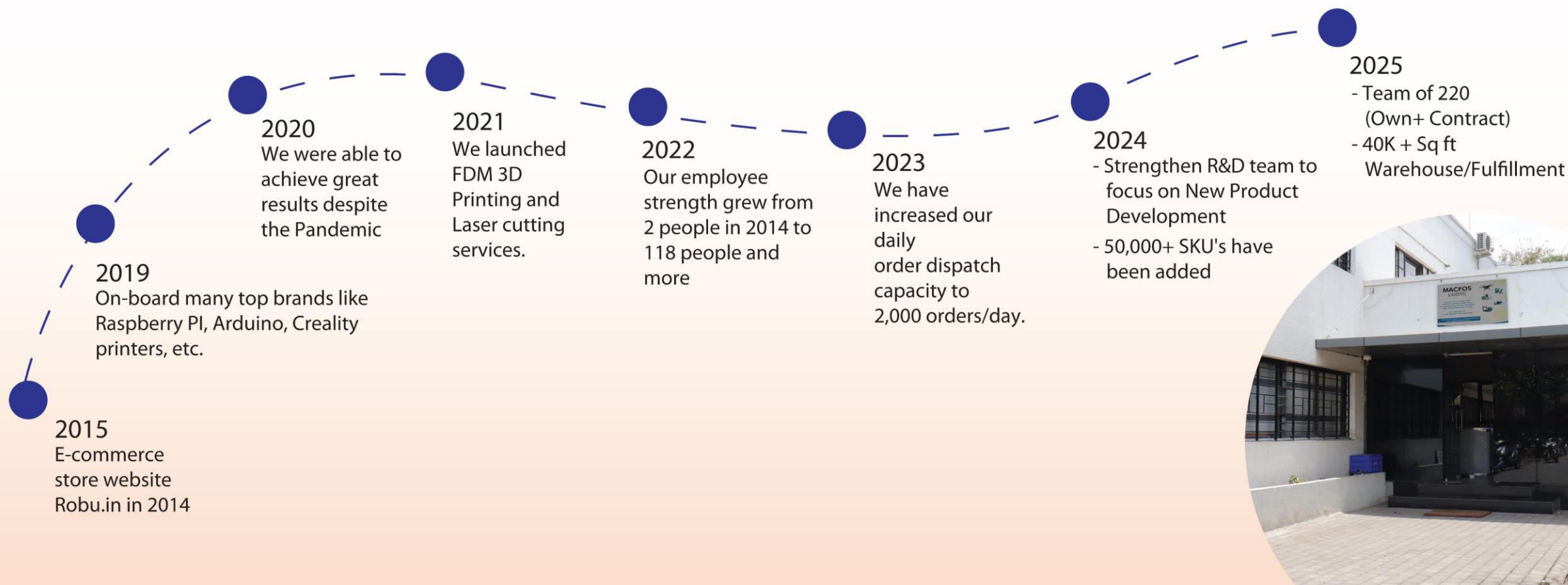


**CONSISTENT  
TRACK  
RECORD OF  
PROFITABLE  
GROWTH  
& STRONG  
FINANCIAL  
PERFORMANCE**



# 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**

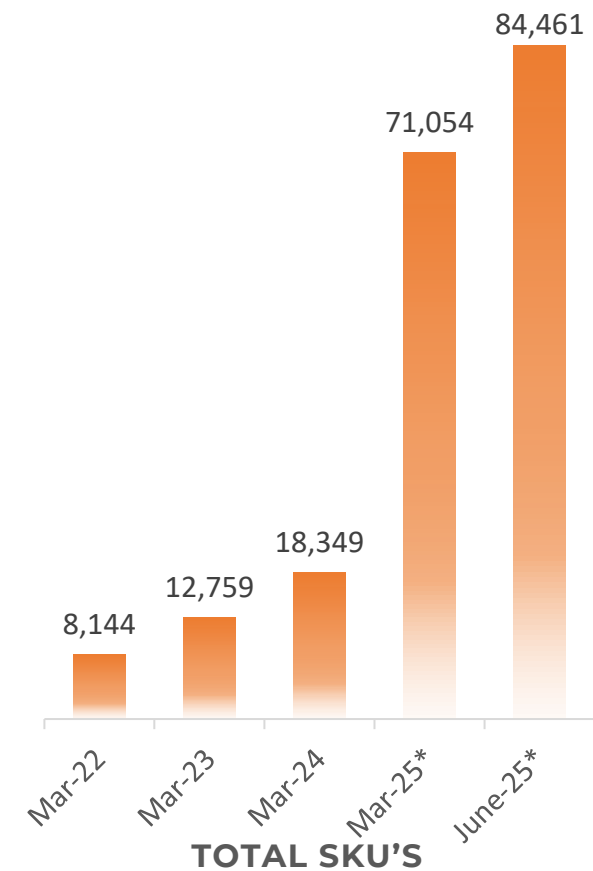
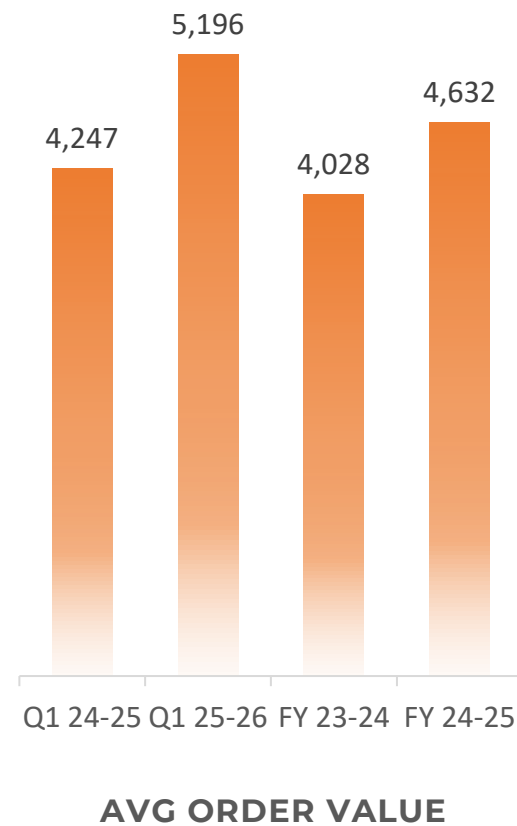
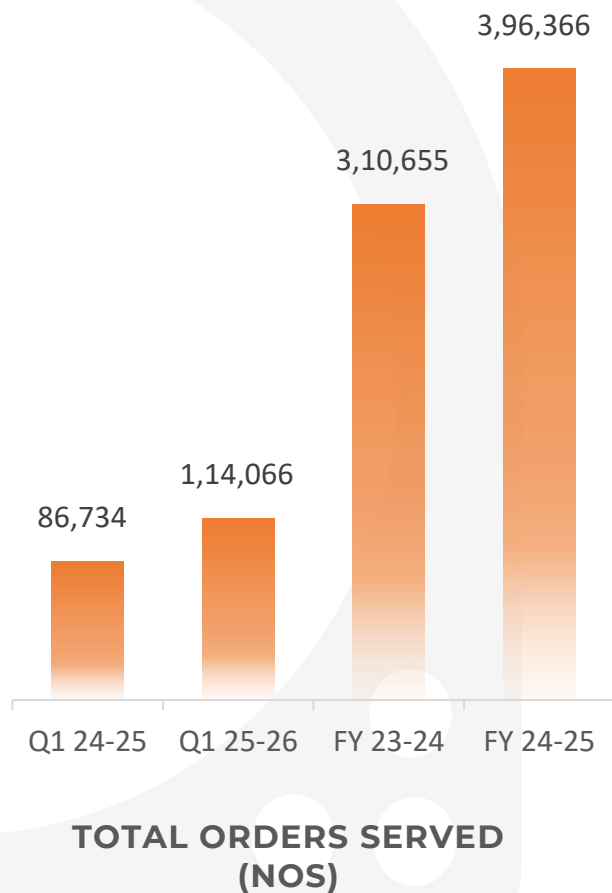
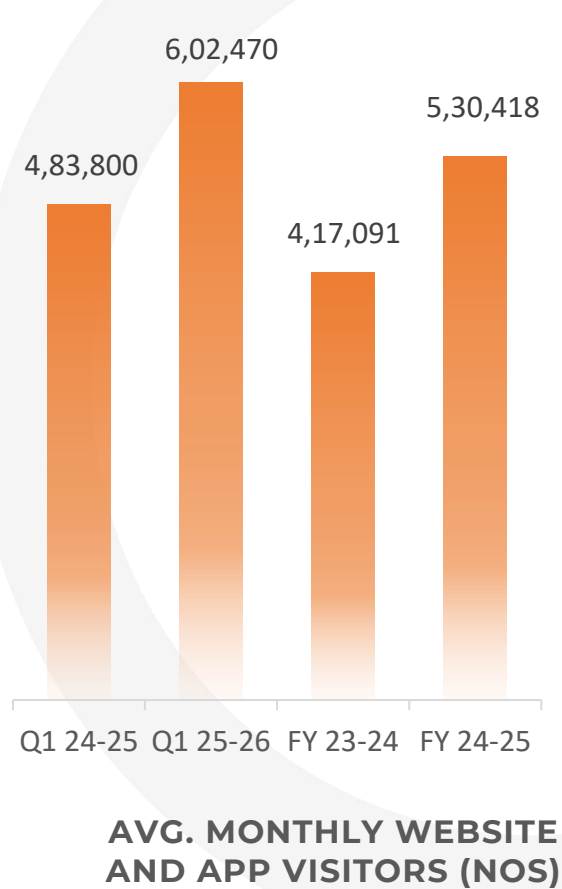
Whole Time Director

Qualifications:  
Master of Engineering  
(Mechanical), IISC Bangalore

Experience – 14 years



## STEEP RISING CUSTOMER ENGAGEMENT

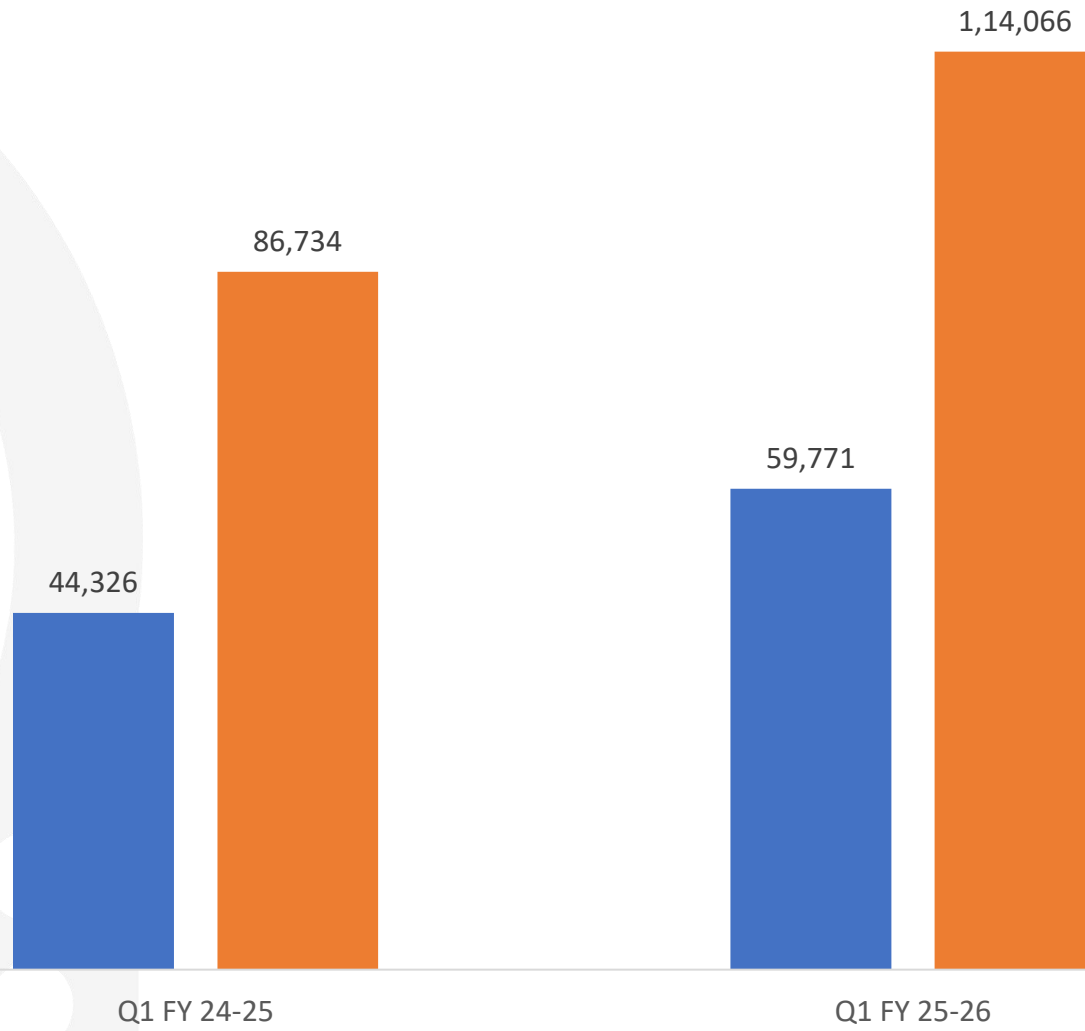
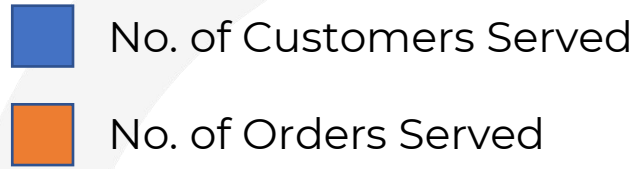


\*\*\*Total Visitors June-25= 6,86,519

\* 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 June-25), Only 3.01 % Inventory is Very Slow-moving\*  
(Compared to 2.64 % as of March-25)**

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

\*These are not perishable in Nature, neither Obsolete Items.

▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

### COST TO COMPANY (Amt in Lakhs)

FY 23-24	52.28
FY 24-25	58.19
Q1 FY 25-26	25.11

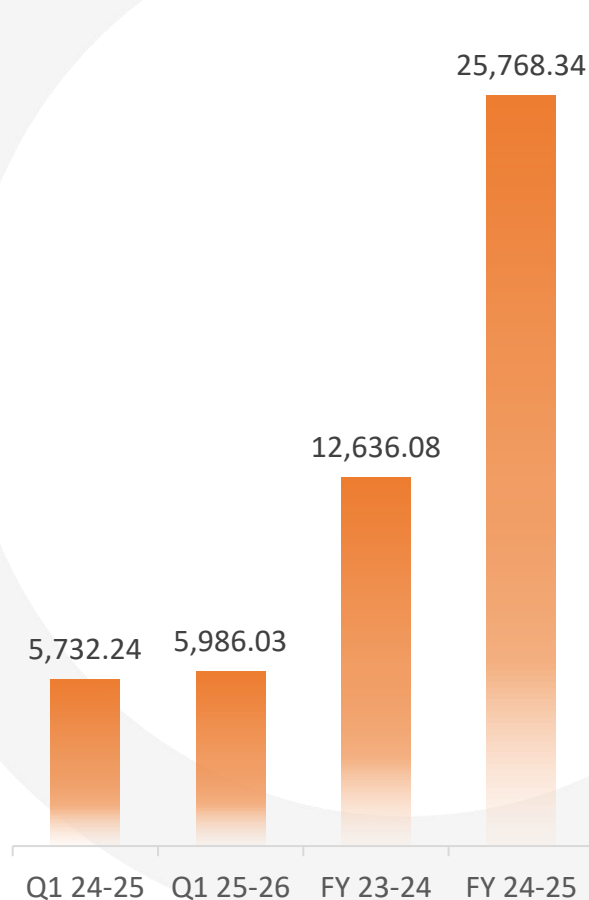




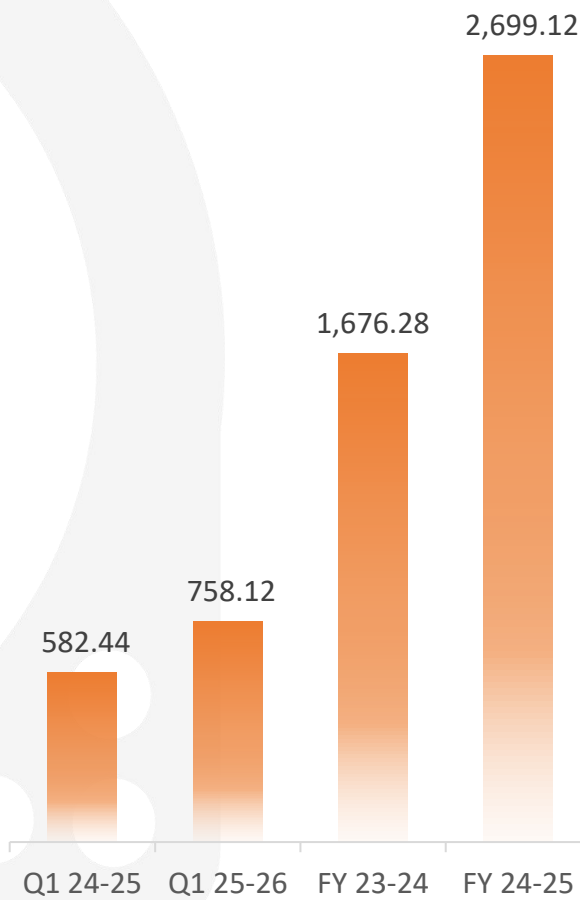
# **OPERATING AND FINANCIAL PERFORMANCE**



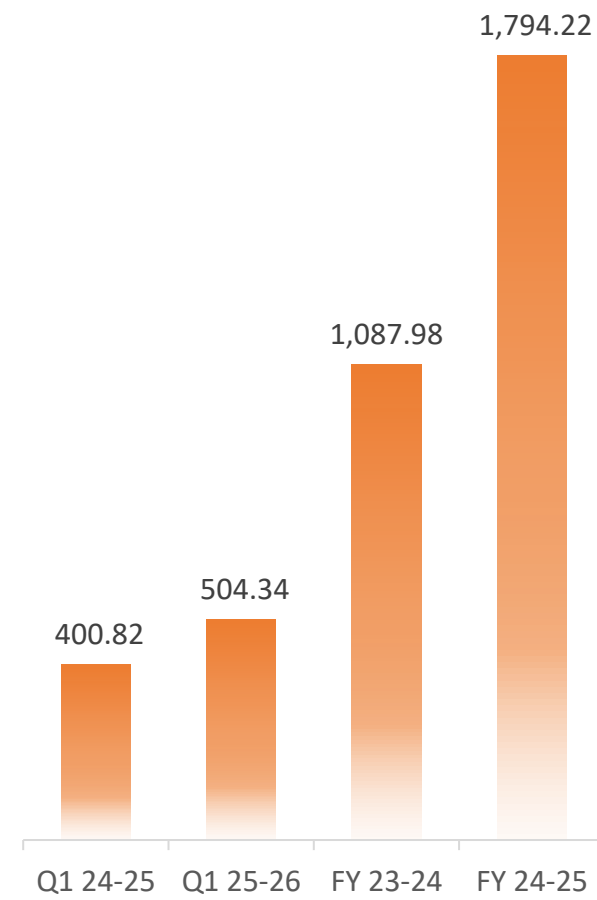
## GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



REVENUE (IN LAKHS)



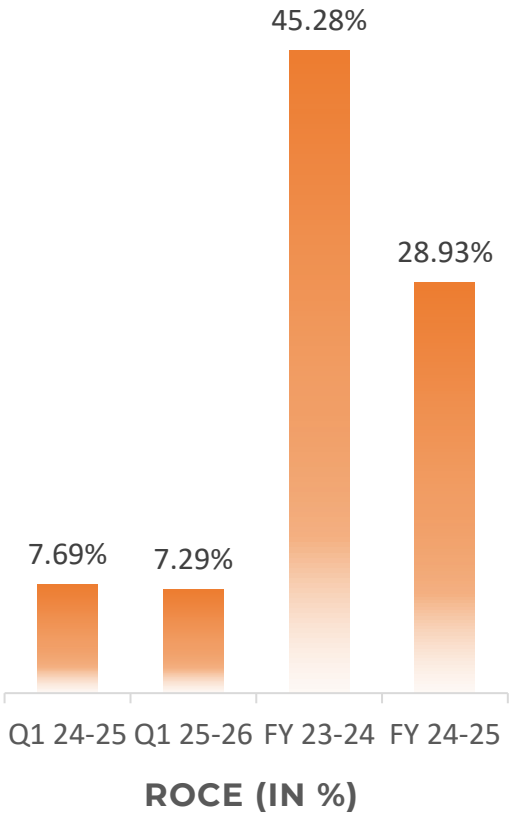
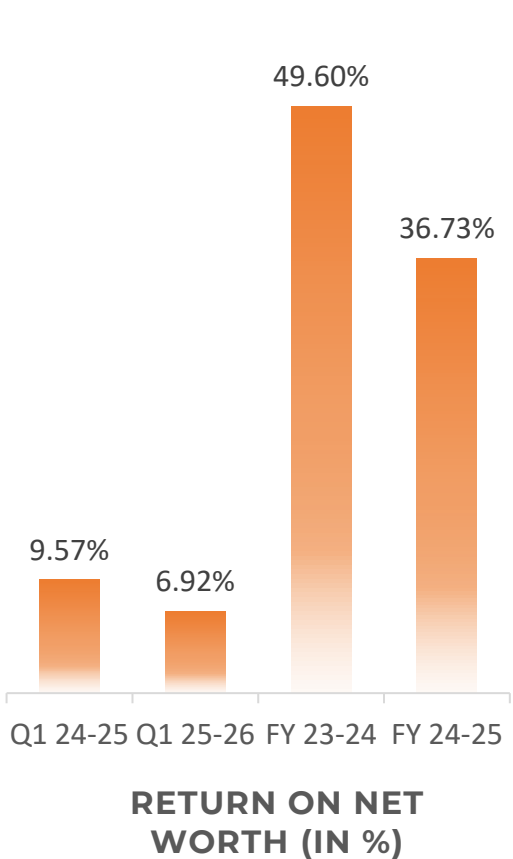
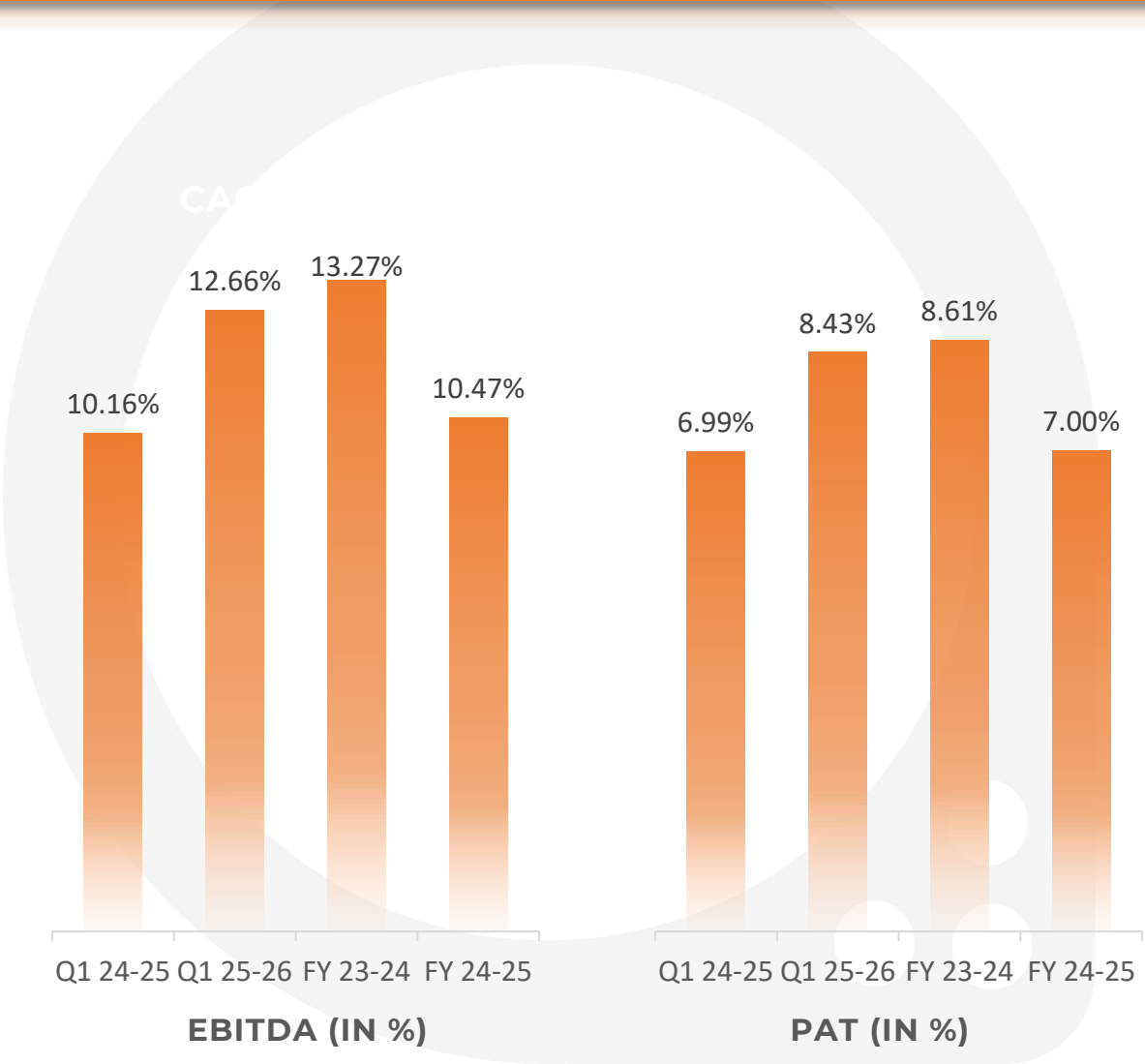
EBITDA (IN LAKHS)



PAT (IN LAKHS)



# KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH





# PROFIT AND LOSS



Loss

		Quarter Ended		Year Ended	
		(Rs in lakhs)			
	PARTICULARS	30/06/2025 (Unaudited)	30/06/2024 (Unaudited)	31/03/2025 (Audited)	31/03/2024 (Audited)
1.	Revenue from Operations	5,926.80	5,682.34	25,498.68	12,512.76
2.	Other Income	59.23	49.90	269.66	123.32
3.	Total Revenue (1+2)	5,986.03	5,732.24	25,768.34	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	10.18	4.42	46.79	27.45
(b)	Purchase of Stock in Trade	5,015.04	5,452.66	23,812.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-523.03	-786.91	-3,120.45	-774.89
(d)	Employee benefit expenses	254.98	190.12	897.50	633.39
(e)	Finance Costs	43.87	33.14	223.76	129.83
(f)	Depreciation and Amortisation Expenses	35.51	15.07	86.81	67.98
(g)	Other Expenses	4,70.74	289.52	1,417.48	934.23
5.	Total Expense from 4(a) to 4(g)	5,307.29	5,198.02	23,363.89	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	678.75	534.23	2,404.45	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	678.75	534.23	2,404.45	1,478.47
8.	Profit/(Loss) before Tax (8-9-10)	678.75	534.23	2,404.45	1,478.47
9.	Tax Expenses	174.42	133.41	610.23	390.49
	Total	504.34	400.82	1,794.22	1,087.98





# **MANAGEMENT PERSPECTIVE**



# MANAGEMENT PERSPECTIVE

**Dear Shareowners,**

We are pleased to share the financial results for Q1 FY 2025–26, which reflect the steady and strong progress we have made across key areas of our business. During the quarter, we have recorded total revenue of ₹59.86 crore, an EBITDA of ₹7.58 crore, and a PAT of ₹5.04 crore. Typically, our revenue and profit in Q1 are lower compared to Q4 of the preceding financial year. However, this year, we had set an internal goal to maintain the previous quarter’s revenue—while also improving profitability. We are happy to report that we have successfully delivered on that goal. This performance is a result of focused efforts across multiple fronts

We are seeing healthy and growing demand for our products, and we remain optimistic about the continued demand of our offerings.

A key driver of our growth has been our well-curated product portfolio, backed by competitive pricing and strong customer support. During the quarter, we added over 8,000 new SKUs— primarily comprising small and low-cost items —which has significantly broadened our portfolio. This positions **Robu.in** as a more comprehensive and preferred platform for our customers.

In addition to our digital marketing activities, we are actively participating in several domestic exhibitions. These efforts have not only enhanced our brand visibility and market presence but also helped us explore more organic and cost-effective channels of marketing.

Our Core business indicators—such as website and app traffic, total orders served, average order value, and customer retention—continue to show strong and encouraging trends.

As we look ahead, our strategic roadmap continues to be shaped by two key pillars: **Robu 1.0** and **Robu 2.0**.

**Robu 1.0** Represents our core electronics distribution business. Here, our focus remains on offering high-quality technology products at competitive prices, supported by responsive customer service and minimal lead times. To strengthen this, we are actively investing in IT infrastructure and deepening our supplier partnerships to optimize procurement efficiency and shorten delivery timelines. The continued expansion of our SKU base is a reflection of our commitment to making Robu.in a reliable and wide-ranging store in our domain.

**Robu 2.0** Focuses on building and scaling our own range of products—especially in the drone category and other emerging tech. Over the past two years, this has become a growing area of emphasis for us. We are seeing encouraging acceptance of our developed products, and we firmly believe that in the times ahead, locally developed solutions will play a vital role in many strategic applications.

Thank you, for your continued trust and support. It motivates us to keep pushing forward and to build a stronger, more innovative, and future-ready 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



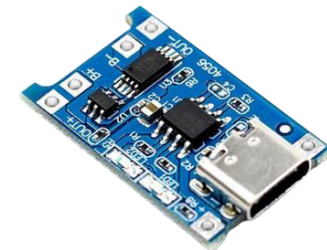
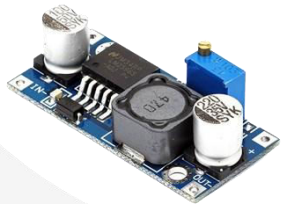
## **DRIVE DIGITAL INNOVATION**

- ▶ 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!**