

**Dated: 30/10/2025**

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 EARNING CALL WITH RESPECT TO H1 F.Y. 2025-26.**

**Reference: Investors Meeting to be scheduled on the 31<sup>st</sup> day of October 2025, as intimated to BSE Ltd. On 28<sup>th</sup> October, 2025**

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Investor Presentation in connection with the Earnings Call with Respect to H1 F.Y. 2025-26.

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



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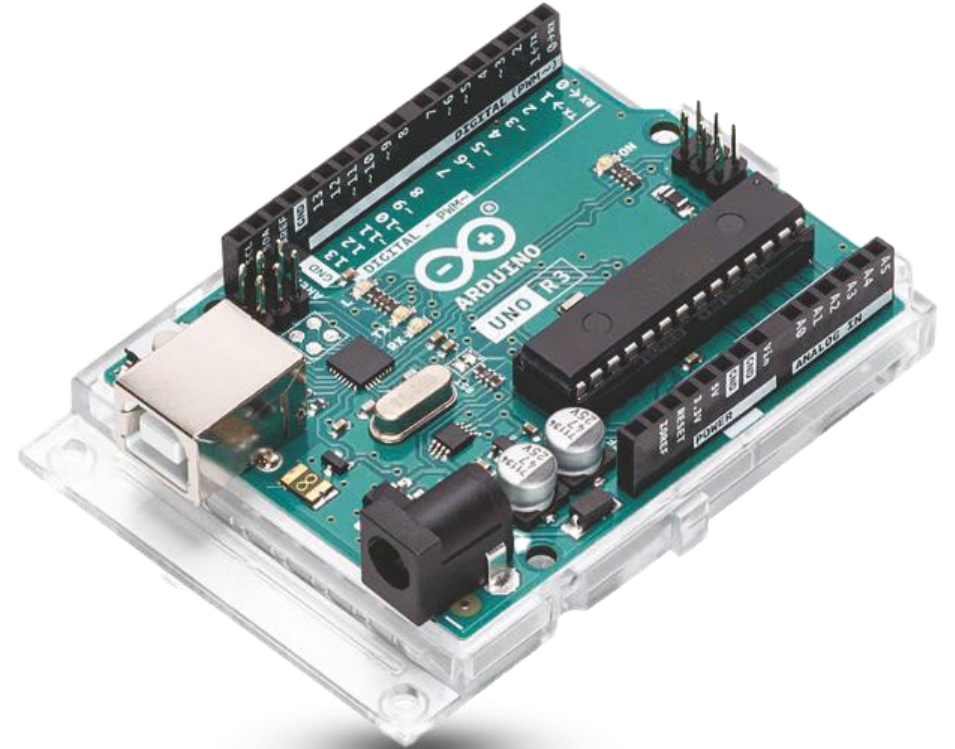
## H1 FY 2025-26 MANAGEMENT PRESENTATION

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- ▶ **BUSINESS OVERVIEW**
- ▶ **OPERATING AND FINANCIAL PERFORMANCE**
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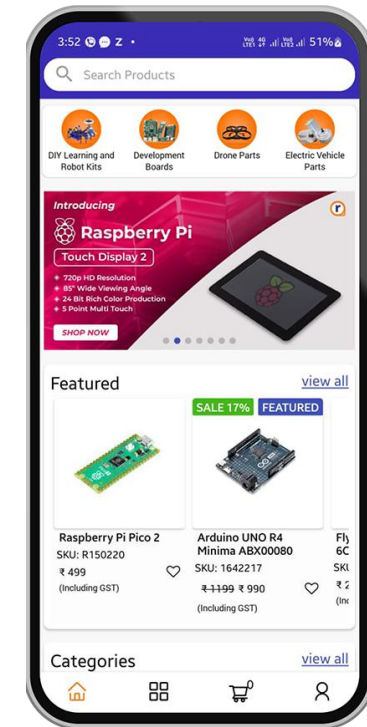
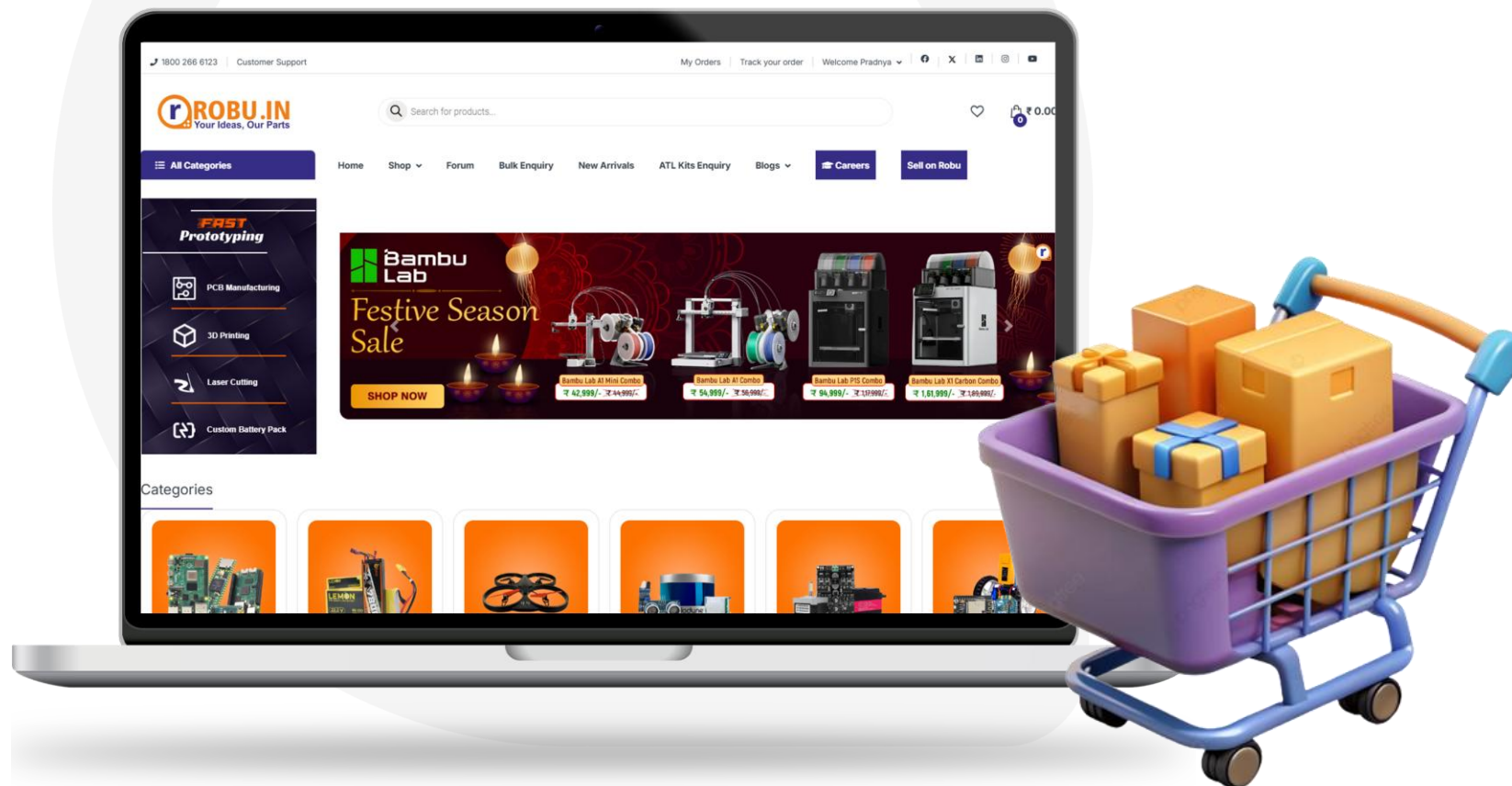


A light gray, stylized illustration of a laptop serves as the background. It features a large circular screen area and a base with two small circular details representing feet or ports.

# **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.

1,00,000+ SKU's 150+ Brands, 210+ vendor tie ups in India & Abroad.

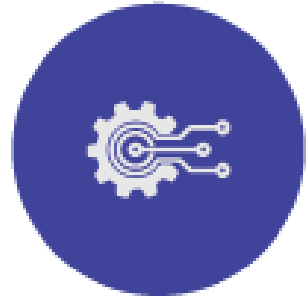
40,000+ Sq. ft Dedicated warehouse, 220+staff (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

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**



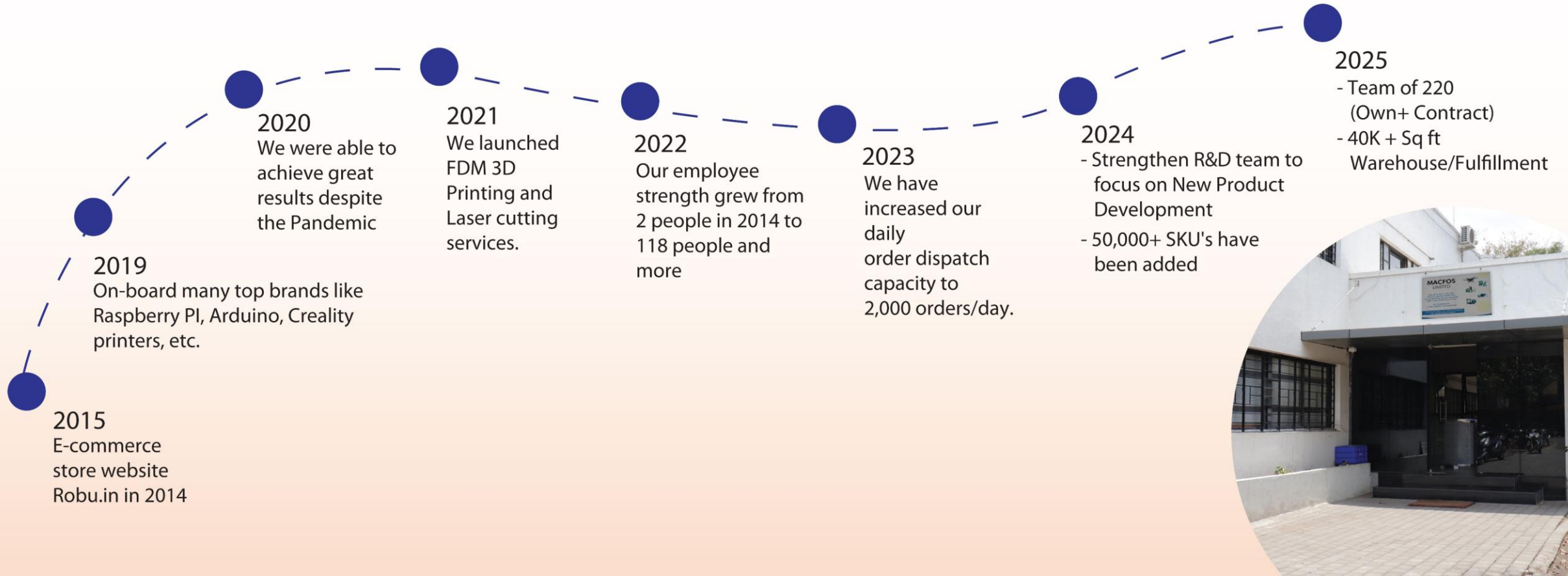
**EXPERIENCED  
PROMOTERS  
WITH STRONG  
MANAGEMENT  
TEAM HAVING  
DOMAIN  
KNOWLEDGE**



**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



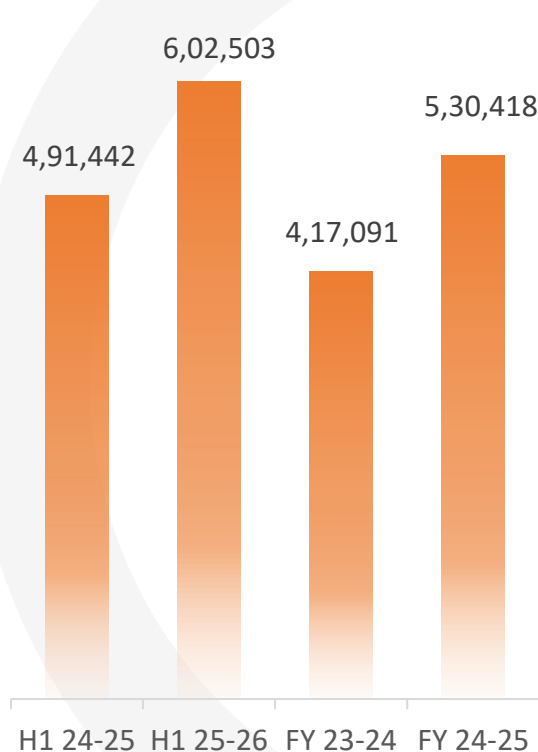
### **Nileshkumar Purshottam Chavhan**

Whole Time Director

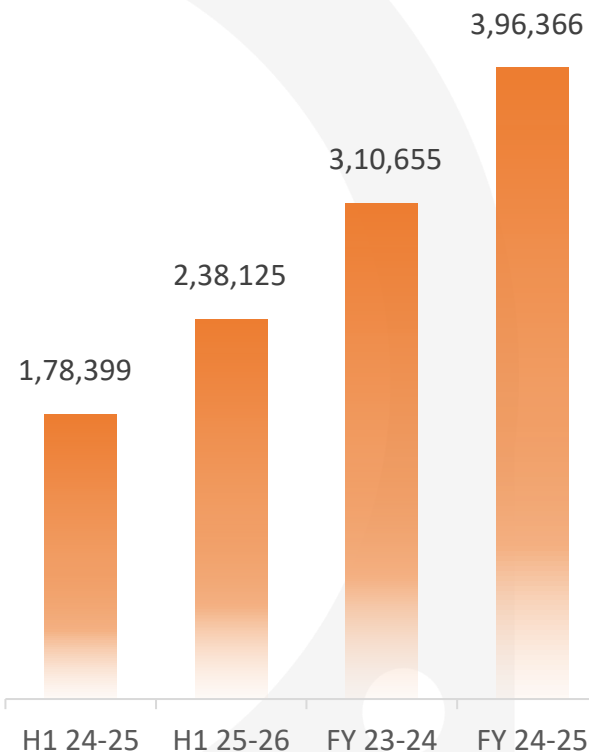
Qualifications:  
Master of Engineering  
(Mechanical), IISC Bangalore

Experience – 14 years

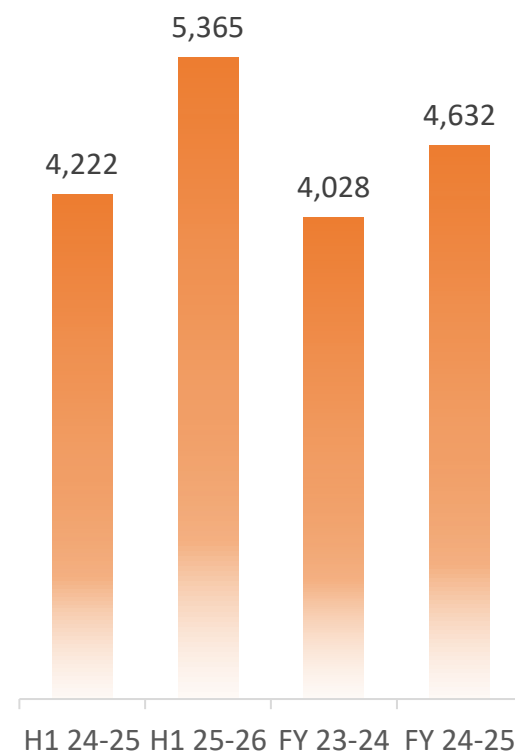
# STEEP RISING CUSTOMER ENGAGEMENT



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

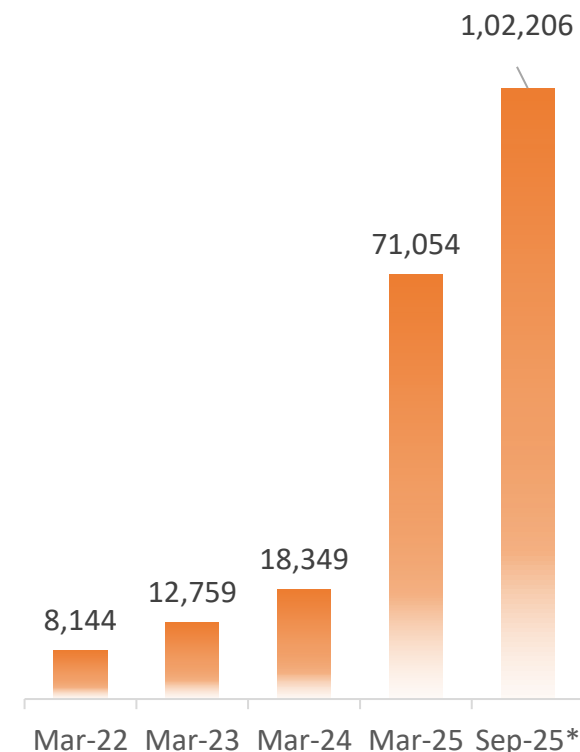


**TOTAL ORDERS SERVED  
(NOS)**



**AVG ORDER VALUE\***

\* To make Figure comparable some sale of H1 24-25 has been removed

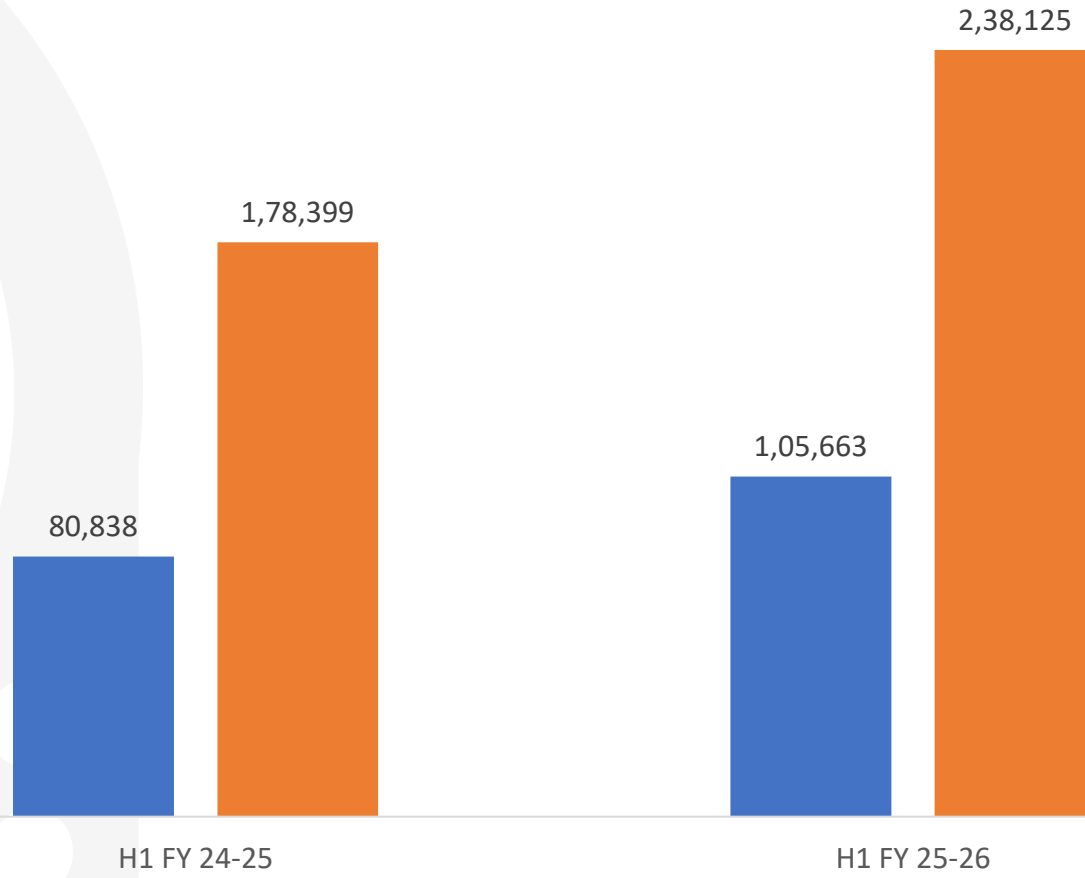
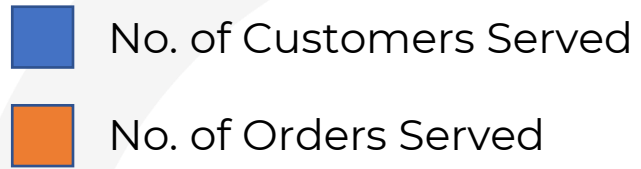


**TOTAL SKU'S\*\***

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

\*\*\*Total Visitors Sep-25= 7,73,482

## CUSTOMER / ORDERS SERVED



## INVENTORY MANAGEMENT

▶ **Out of Total Inventory (as on Sep-25), Only 2.56 % Inventory is Very Slow-moving\*  
(Compared to 3.01 % as of June-25)**

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

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

▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

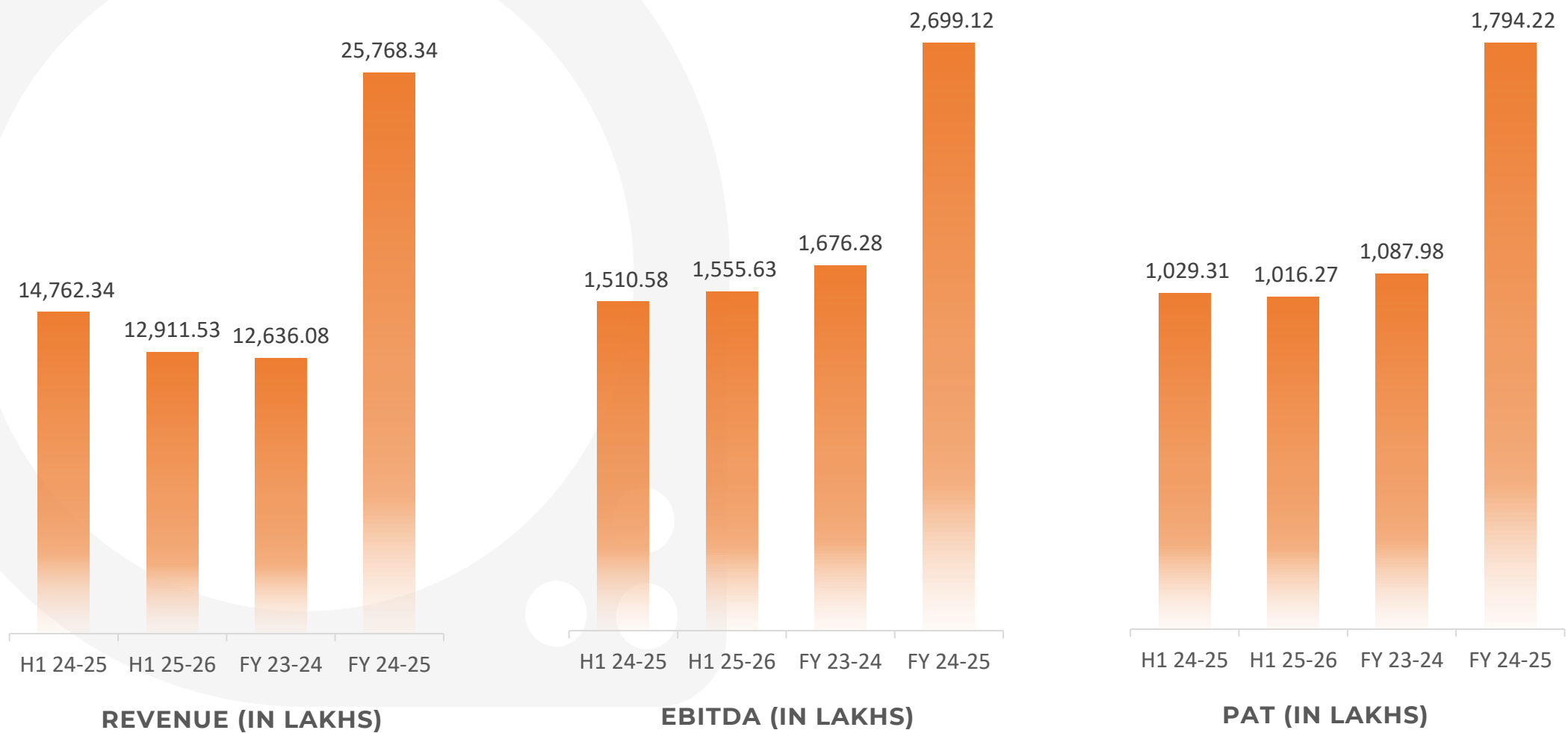
### COST TO COMPANY (Amt in Lakhs)

FY 23-24	52.28
FY 24-25	58.19
H1 FY 25-26	43.29



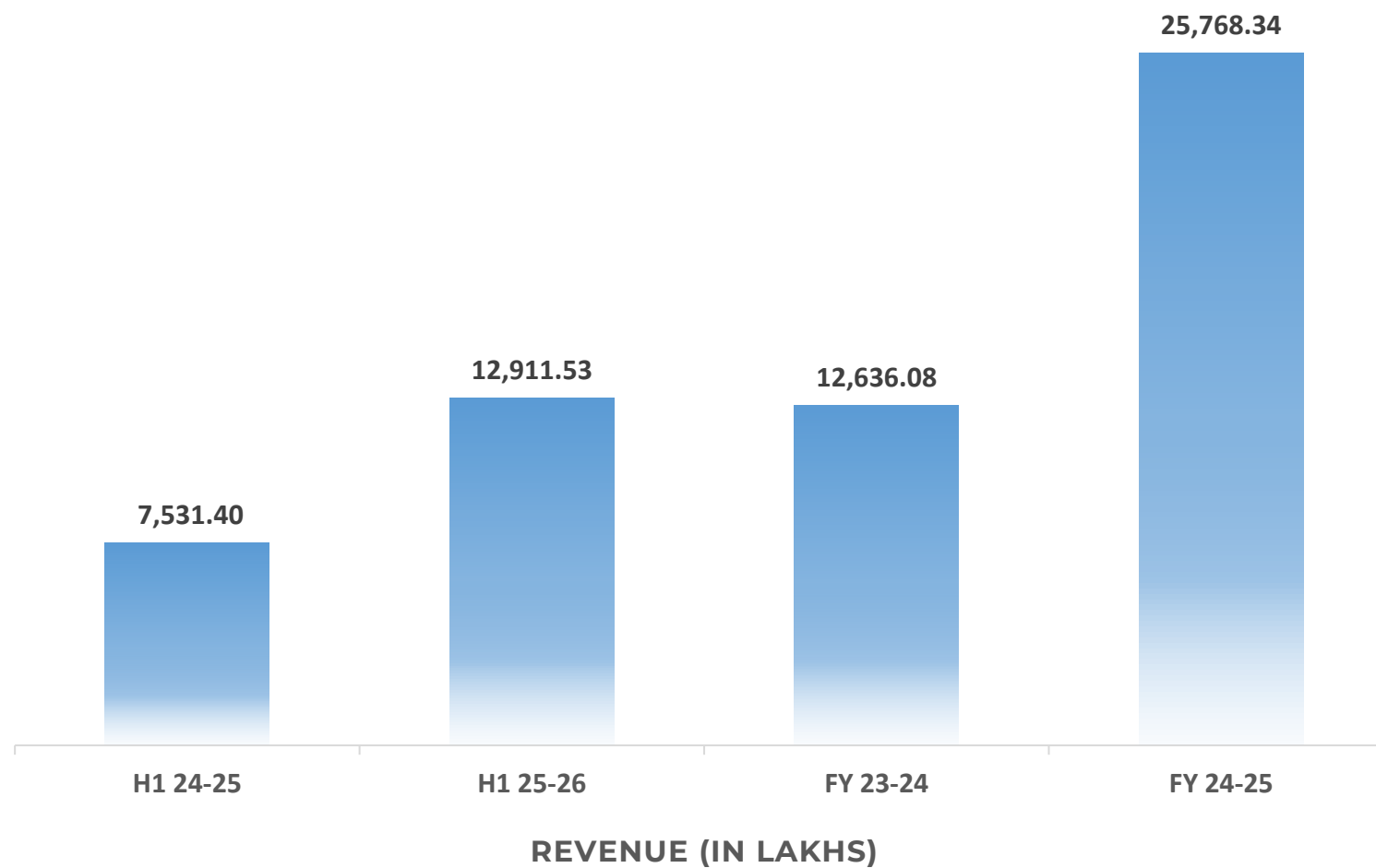
# **OPERATING AND FINANCIAL PERFORMANCE**

# GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY

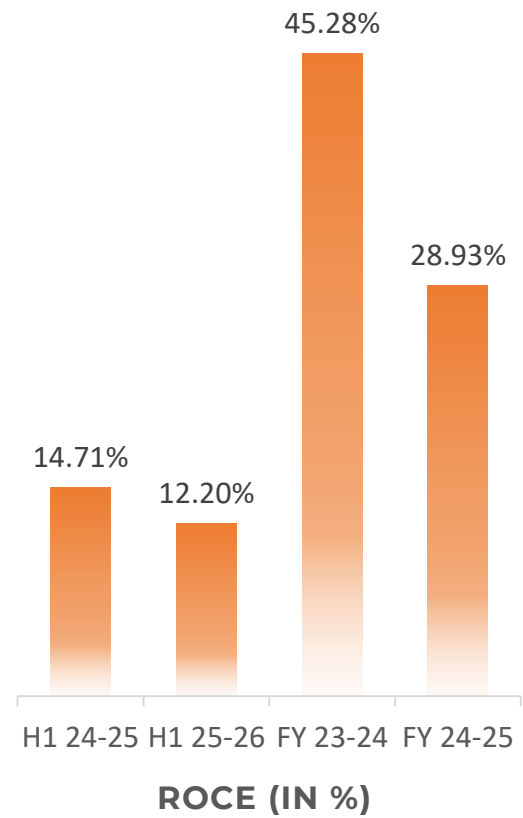
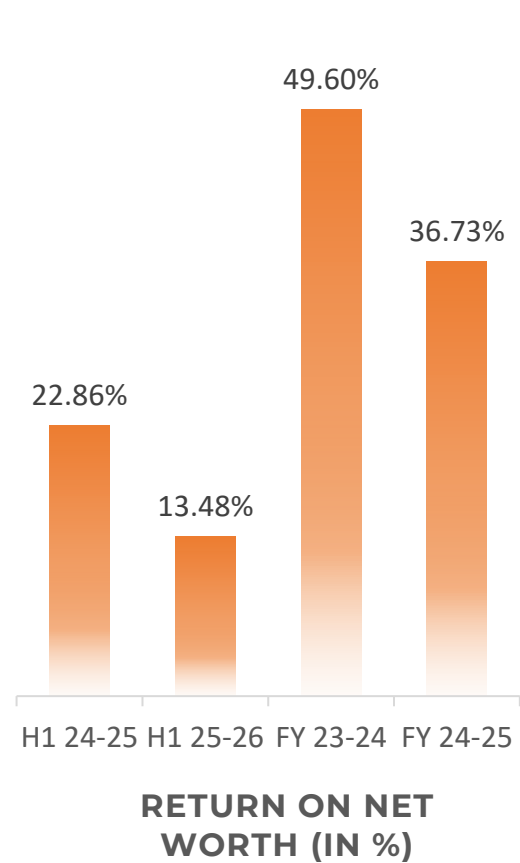
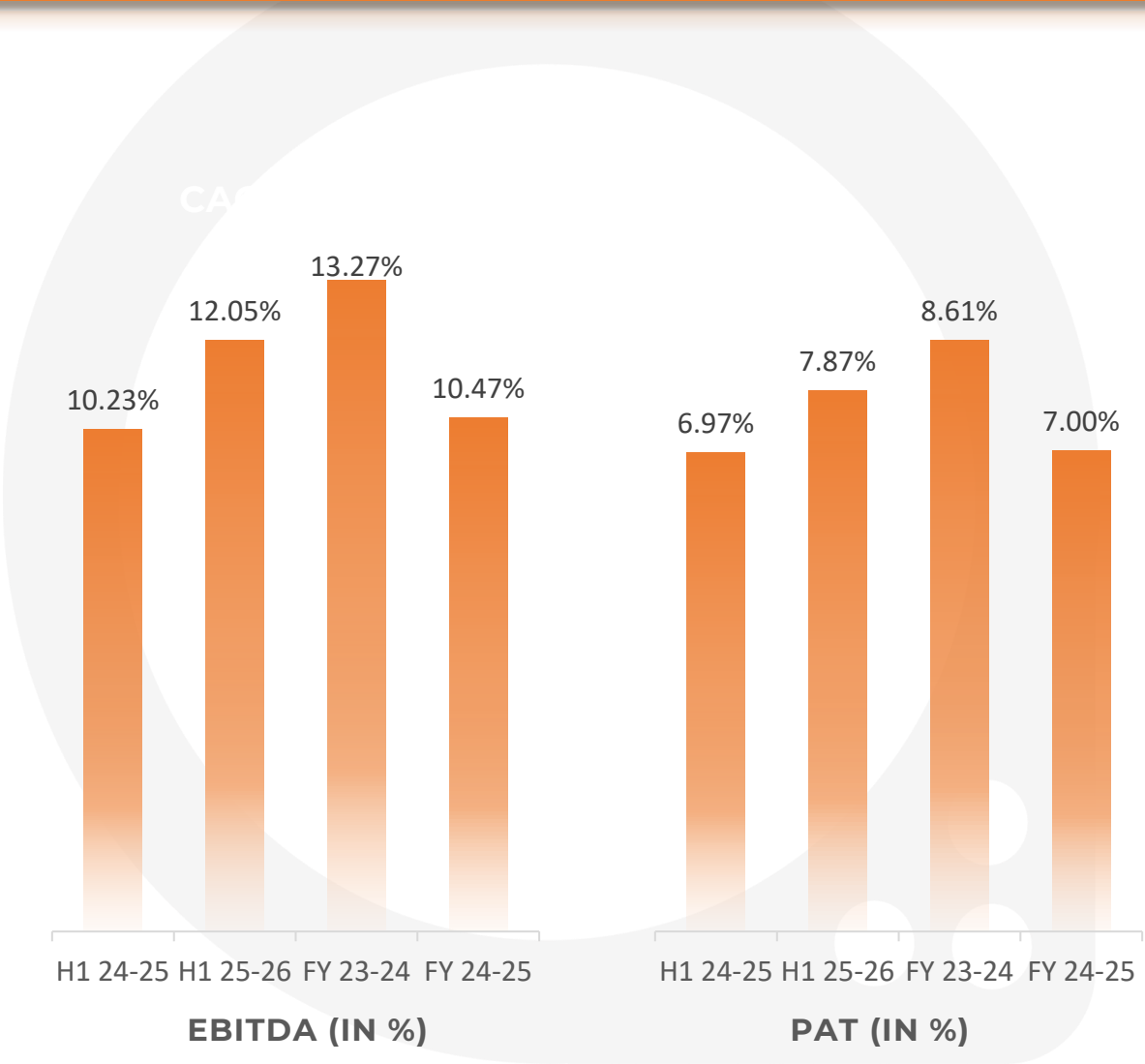




## GROWTH IN REVENUE (EXCLUDING ONE TIME BULK ORDER, DURING H1 FY 24-25)



# KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



# PROFIT AND LOSS



LOSS

		Half Year Ended		Year Ended	
		(Rs in lakhs)			
	PARTICULARS	30/09/2025 (Unaudited)	30/09/2024 (Unaudited)	31/03/2025 (Audited)	31/03/2024 (Audited)
1.	Revenue from Operations	12,774.87	14,669.08	25,498.68	12,512.76
2.	Other Income	136.65	93.27	269.66	123.32
3.	Total Revenue (1+2)	12,911.53	14,762.34	25,768.34	12,636.08
4.	Expenses				
(a)	Cost of Material Consumed	24.65	15.75	46.79	27.45
(b)	Purchase of Stock in Trade	11,339.22	13,316.04	23,812.00	10,139.62
(c)	Change in Inventories of Work in Progress and Finished Goods	-1,574.22	-1,097.44	-3,120.45	-774.89
(d)	Employee benefit expenses	562.11	416.76	897.50	633.39
(e)	Finance Costs	117.97	101.23	223.76	129.83
(f)	Depreciation and Amortisation Expenses	75.13	34.04	86.81	67.98
(g)	Other Expenses	1,004.15	594.42	1,417.48	934.23
5.	Total Expense from 4(a) to 4(g)	11,549.00	13,380.80	23,363.89	11,157.60
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	1,362.53	1,381.55	2,404.45	1,478.47
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	1,362.53	1,381.55	2,404.45	1,478.47
8.	Profit/(Loss) before Tax (8-9-10)	1,362.53	1,381.55	2,404.45	1,478.47
9.	Tax Expenses	346.25	352.24	610.23	390.49
	Total	1,016.27	1,029.31	1,794.22	1,087.98

# ASSETS



(Rs in lakhs)

As at			
	PARTICULARS	30/09/2025 (Unaudited)	31/03/2025 (Audited)
<b>II</b>	<b>ASSETS</b>		
<b>1.</b>	<b>Non-Current Assets</b>		
(a)	Property, Plant and Equipment and Intangible Assets		
i)	Property, Plant and Equipment	1,053.15	1,004.19
ii)	Intangible Assets	41.50	39.30
(b)	Non-current Investments	3.25	3.25
(c)	Deferred Tax Assets (Net)	34.70	28.77
(d)	Other Non Current Assets	1,339.85	1,317.10
	<b>Total</b>	<b>2,472.45</b>	<b>2,392.61</b>
<b>2.</b>	<b>Current Assets</b>		
(a)	Trade Receivables	758.00	571.86
(b)	Cash and Cash Equivalent	17.61	50.15
(c)	Inventories	7,134.00	5,559.77
(d)	Short-Term Loans and Advancement	3,300.63	2,141.77
(e)	Other Current Assets	83.10	76.38
	<b>Total</b>	<b>11,293.35</b>	<b>8,399.93</b>
	<b>Total Assets</b>	<b>13,765.80</b>	<b>10,792.54</b>

# LIABILITIES



(Rs in lakhs)

As at			
	PARTICULARS	30/09 /2025 (Unaudited)	31/03/2025 (Audited)
<b>I</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1.</b>	<b>Shareholder' Funds</b>		
	(a) Share Capital	941.68	941.68
	(b) Reserves & Surplus	7,106.35	6,090.08
	<b>Total</b>	<b>8,048.04</b>	<b>7,031.77</b>
<b>2.</b>	<b>Non-Current Liabilities</b>		
	(a) Long Term Borrowings	84.35	137.21
	(b) Long Term Provisions	46.11	49.45
	<b>Total</b>	<b>130.46</b>	<b>186.66</b>
<b>3.</b>	<b>Current Liabilities</b>		
	(a) Short Term Borrowings	4,005.37	1,859.32
	(b) Trade Payables		
	Due to micro and small enterprises	80.23	60.70
	Due to others	1,031.02	959.68
	(c) Other Current Liabilities	69.04	41.94
	(d) Short Term Provisions	401.64	652.46
	<b>Total</b>	<b>5,587.31</b>	<b>3,574.11</b>
	<b>Total Equity and Liabilities</b>	<b>13,765.80</b>	<b>10,792.54</b>



# **MANAGEMENT PERSPECTIVE**



## MANAGEMENT PERSPECTIVE

**Dear Shareowners,**

We are pleased to present our financial results for the first half of FY 2025–26, reflecting the steady and strong progress, we continue to make across key areas of our business

During this period, your company recorded total revenue of ₹129.11 crore, an EBITDA of ₹15.56 crore, and a PAT of ₹10.16 crore. To make a fair comparison, excluding the one-time bulk sales of ₹71.37 crore in H1 FY 2024–25, our revenue has grown by an impressive 71% year-on-year.

Compared to Q1 FY 2025–26, our PAT declined marginally by about 1%, primarily due to temporary factors such as promotional offers during the Independence Day Sale and salary revisions following our July appraisal cycle.

We continue to see strong and growing demand for our products. Notably, we are witnessing increased traction from corporate customers and encouraging repeat purchases from our existing customer base. This growing trust reaffirms our optimism about the sustained demand for our offerings.

A key driver of our growth remains our well-curated and expanding product portfolio, supported by competitive pricing and strong customer support. During the quarter, we added over 20,000 new SKUs, significantly broadening our portfolio and strengthening Robu.in's position as a comprehensive and preferred platform for customers.

In addition to our digital marketing initiatives, we have actively participated in several domestic exhibitions. These efforts have enhanced our brand visibility, strengthened our market presence, and allowed us to explore more organic and cost-effective marketing channels.

To support our growth, we are proactively strengthening our IT infrastructure, enhancing order fulfillment capacity and speed, and improving intra- and inter-warehouse management systems. 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.

- **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. We are deepening supplier partnerships and investing in IT systems to improve procurement efficiency and shorten delivery timelines. The continued expansion of our SKU base reflects our commitment to making Robu.in a reliable and wide-ranging platform in our segment.
- **Robu 2.0** focuses on building and scaling our proprietary range of products, with special focus in the drone category. Over the past two years, this area has gained strong momentum, with growing acceptance of our in-house developed products. We have successfully supplied drones to few Defense establishments—while volumes are still modest, the response has been encouraging.

We are also conducting trials and working in collaborations with these units, aimed at developing indigenous products and solutions for the future.

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



# **STRATEGIC PRIORITIES**



## **STRENGTHEN & ACCELERATE CORE BUSINESS (ROBU 1.0)**

- ▶ INCREASE ORDER FULFILMENT SPEED AND CAPABILITY. STRENGTHEN INTRA/INTERR WAREHOUSE MANAGEMENT.
- ▶ CATEGORY/BRAND/PRODUCT EXPANSION (WITH SPECIAL FOCUS ON 3 CATEGORIES)
- ▶ INCREASE CORPORATE CUSTOMER REACH AND FACILITATE EASE OF ORDERING.



## **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**
- **270 SKUs Added, across 5 Categories, till Sep 25.**
- **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!**