

Dated: 28/01/2026

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 Unaudited Financial Results for Q3 FY 2025-26.

Dear Sir,

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 Unaudited Standalone and consolidated Financial Statement for Q3 FY 2025-26.

This intimation is also being uploaded on the website of the Company and can be accessed at the website: www.robu.in

We request you to kindly take the same on record.

Thanking you.
Yours faithfully,
For Macfos Limited

Name: Binod Prasad
Whole Time Director & CFO
DIN:- 07938828

Date; 28/01/2026
Place: Pune

MACFOS LIMITED

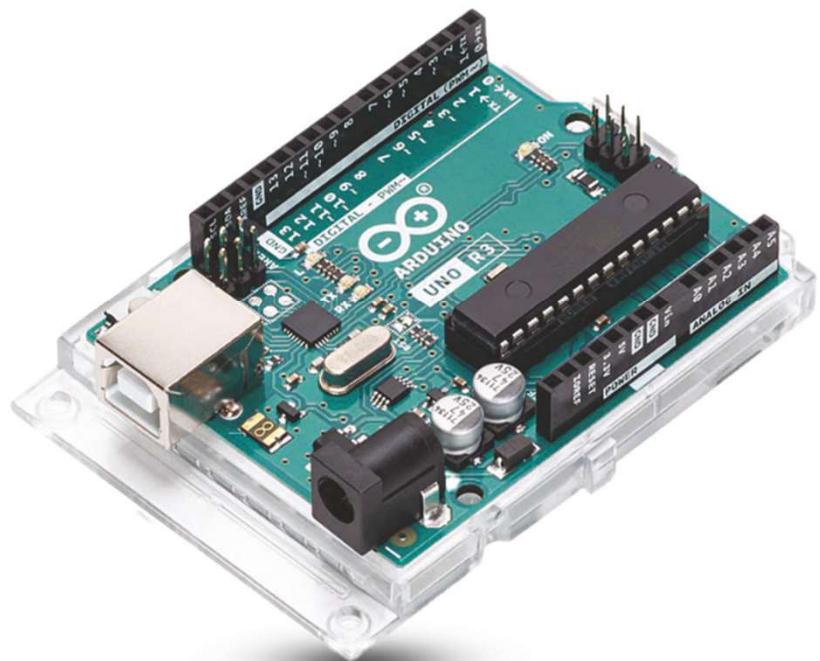


Q3 FY 2025-26 MANAGEMENT
PRESENTATION



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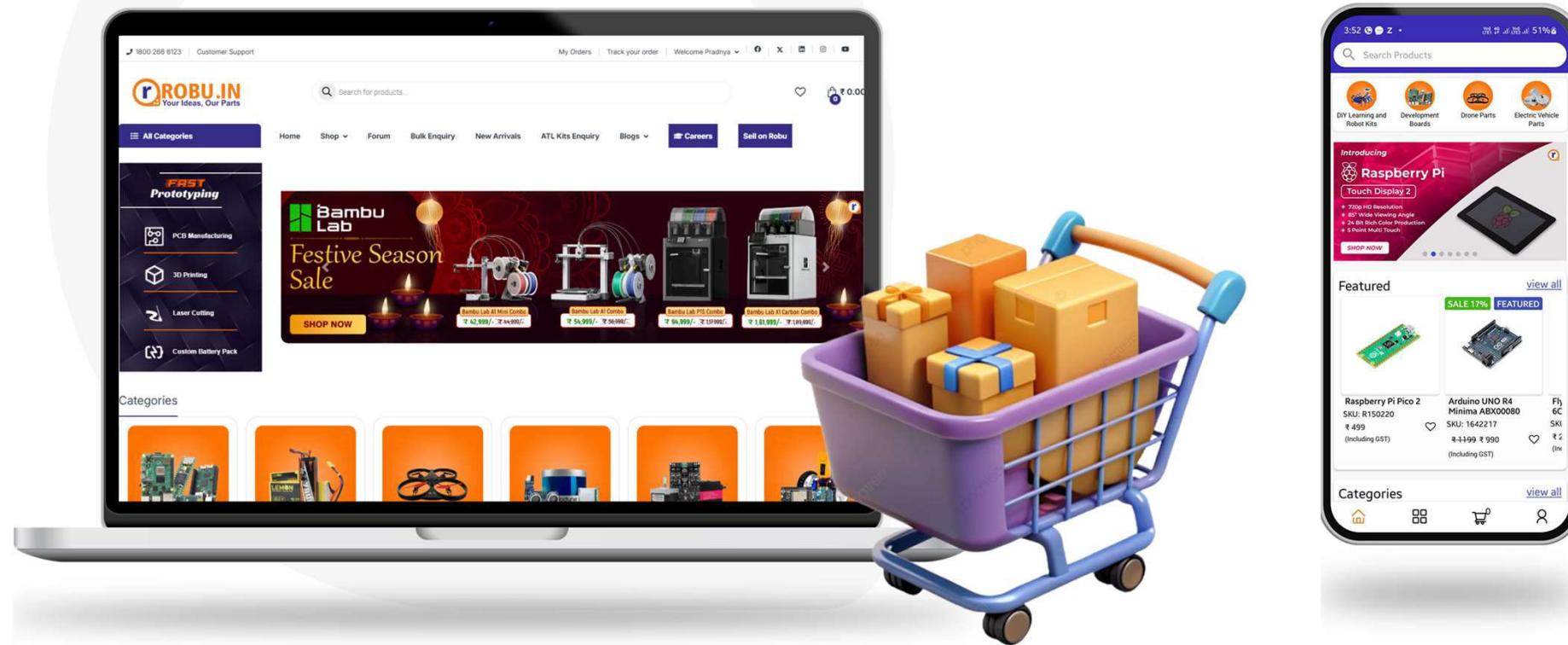
- ▶ **BUSINESS OVERVIEW**
- ▶ **OPERATING AND FINANCIAL PERFORMANCE**
- ▶ **MANAGEMENT PERSPECTIVE**
- ▶ **STRATEGIC PRIORITIES FOR FUTURE**



BUSINESS OVERVIEW

WHAT IS ROBU?

SPECIALISED ELECTRONIC PARTS E-COMMERCE STORE WEBSITE & APPLICATION



OVERVIEW

Specialized 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.

50,000+ Sq. ft Dedicated warehouse, 250+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



EXPERIENCED
PROMOTERS
WITH STRONG
MANAGEMENT
TEAM HAVING
DOMAIN
KNOWLEDGE

STRONG
DIVERSE &
GROWING
CUSTOMER
BASE



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 Dambre
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

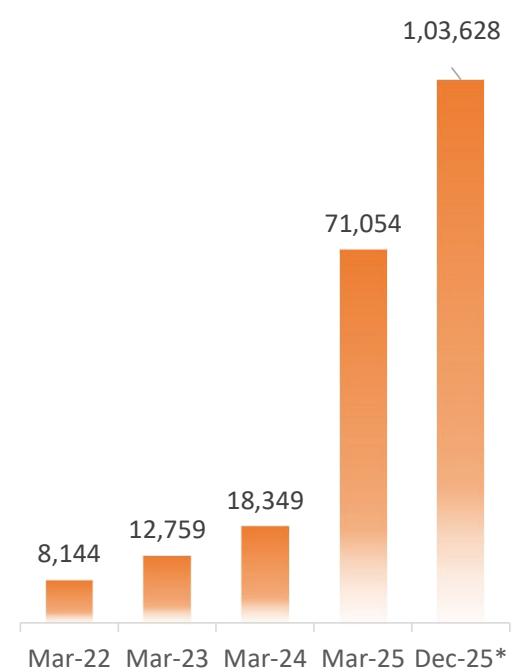
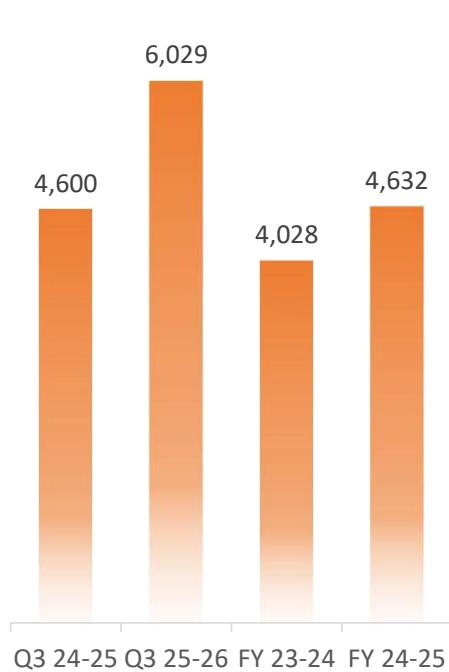
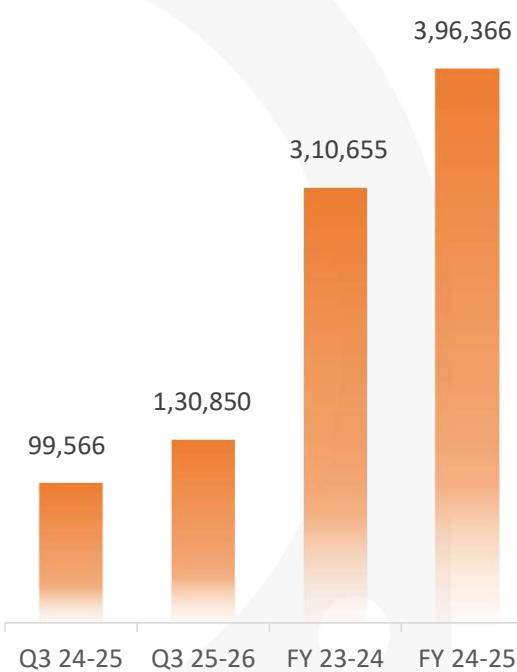
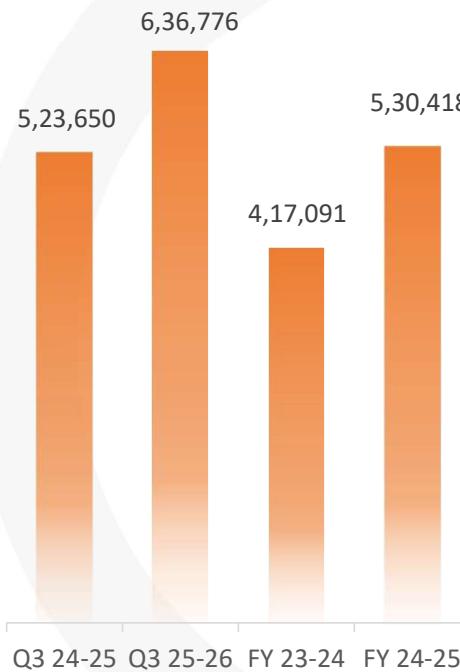


**Nileshkumar Purshottam
Chavhan**
Whole Time Director

Qualifications:
Master of Engineering
(Mechanical), IISc Bangalore

Experience – 14 years

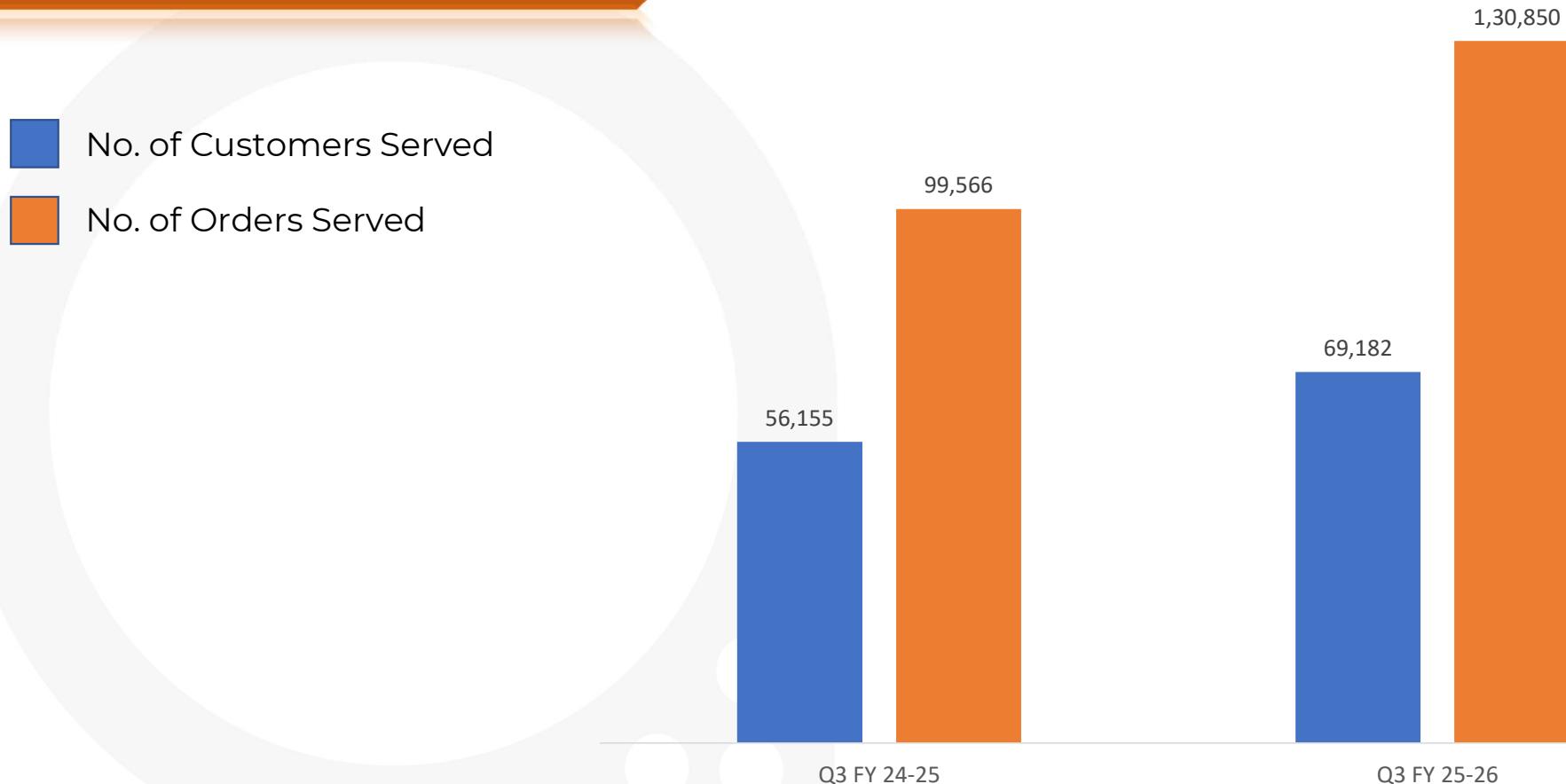
STEEP RISING CUSTOMER ENGAGEMENT



***Total Visitors Dec-25= 7,23,582

* *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 Dec-25) Only 5.60 % Inventory is Very Slow-moving*
(Compared to 2.56 % as of Sep-25).**

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

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

* Slow moving inventory is slightly higher in this Quarter compared to last Quarter.

- **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

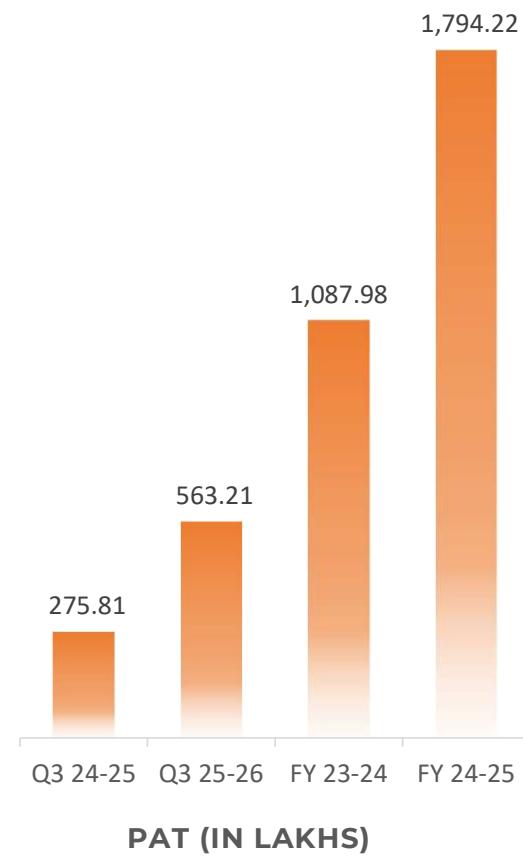
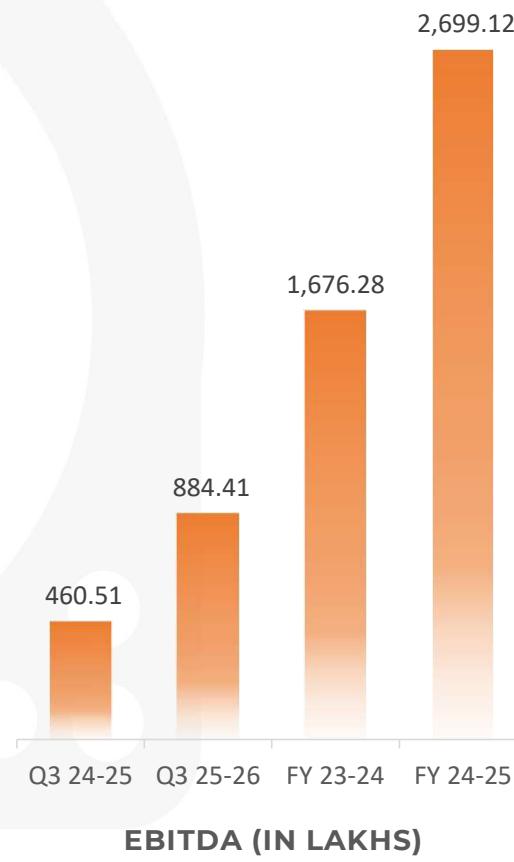
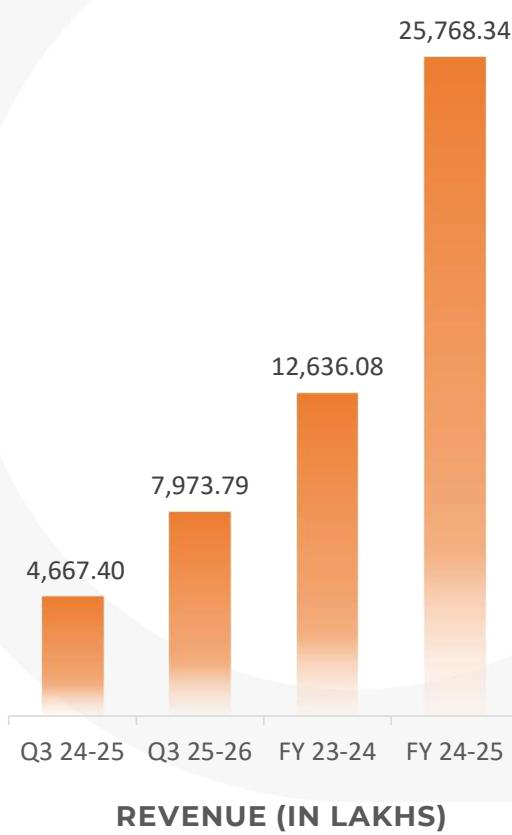
COST TO COMPANY (Amt in Lakhs)

FY 23-24	52.28
FY 24-25	58.19
Q3 FY 25-26	31.46

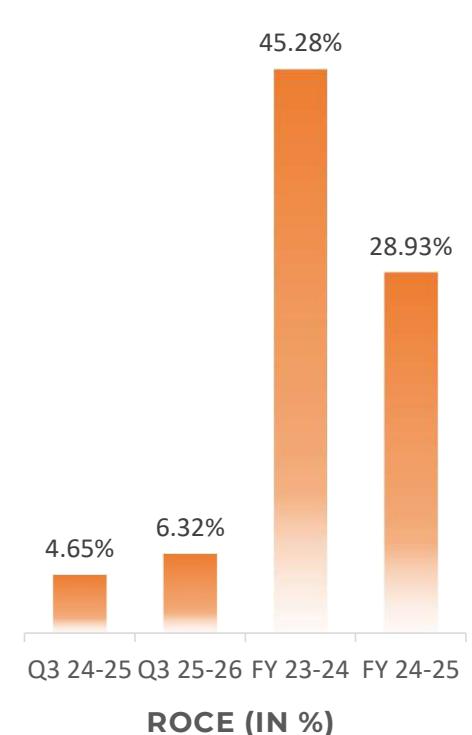
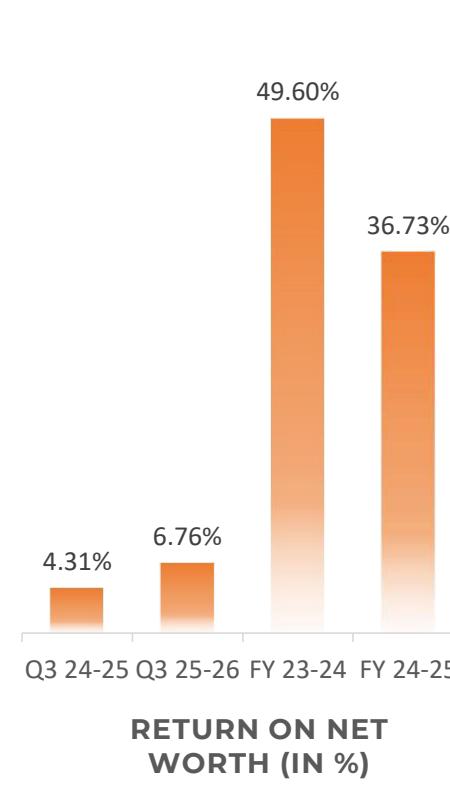
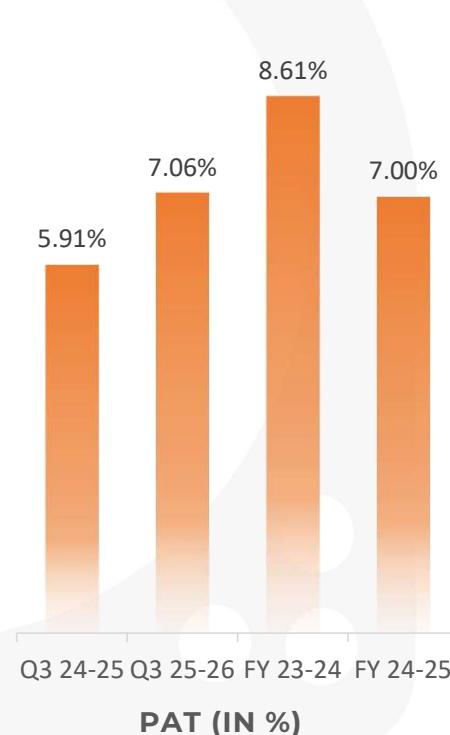
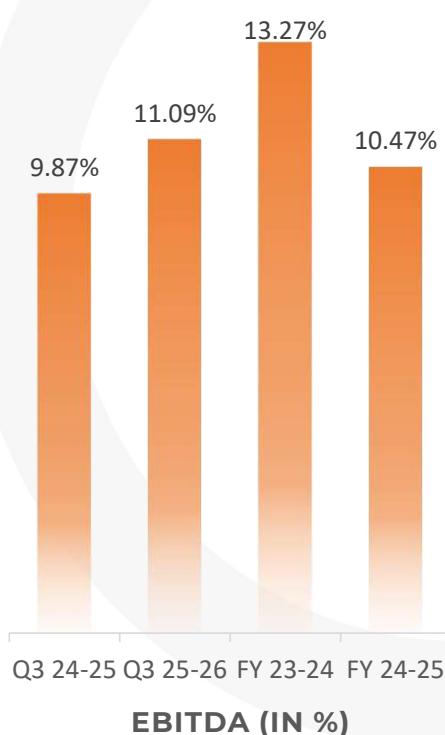


OPERATING AND FINANCIAL PERFORMANCE

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



PROFIT AND LOSS



	PARTICULARS	31/12/2025 (Unaudited)	Quarter Ended		Year Ended	
			31/12/2024 (Unaudited)	31/03/2025 (Audited)	31/03/2024 (Audited)	
1.	Revenue from Operations	7,888.85	4,580.34	25,498.68	12,512.76	
2.	Other Income	84.94	87.06	269.66	123.32	
3.	Total Revenue (1+2)	7,973.79	4,667.40	25,768.34	12,636.08	
4.	Expenses					
(a)	Cost of Material Consumed	20.47	26.22	46.79	27.45	
(b)	Purchase of Stock in Trade	6,907.23	5,196.67	23,812.00	10,139.62	
(c)	Change in Inventories of Work in Progress and Finished Goods	-755.39	-1,601.48	-3,120.45	-774.89	
(d)	Employee benefit expenses	316.68	231.82	897.50	633.39	
(e)	Finance Costs	91.81	67.18	223.76	129.83	
(f)	Depreciation and Amortisation Expenses	41.54	23.03	86.81	67.98	
(g)	Other Expenses	595.02	353.18	1,417.48	934.23	
5.	Total Expense from 4(a) to 4(g)	7,217.35	4,296.61	23,363.89	11,157.60	
6.	Profit/(loss) Exceptional and Extraordinary Items and Tax (3-5)	756.44	370.79	2,404.45	1,478.47	
7.	Profit/(Loss) before Extraordinary Items and Tax (6-7)	756.44	370.79	2,404.45	1,478.47	
8.	Profit/(Loss) before Tax (8-9-10)	756.44	370.79	2,404.45	1,478.47	
9.	Tax Expenses	193.24	94.97	610.23	390.49	
	Total	563.21	275.81	1,794.22	1,087.98	

Quarter Ended

Year Ended

(Rs in lakhs)



**MANAGEMENT
PERSPECTIVE**

MANAGEMENT PERSPECTIVE

Dear Shareowners,

We are pleased to share our business progress and financial performance for the third quarter (Q3) of FY 2025–26. This quarter reflects the steady and focused efforts our team continues to make across all areas of the business.

During the quarter, we achieved **revenue of ₹79.73 crore**, **EBITDA of ₹8.84 crore**, and **Profit After Tax of ₹5.63 crore**. Compared to Q3 of last year, this translates into strong year-on-year growth of **71% in revenue**, **92% in EBITDA**, and **104% in PAT**. These numbers give us confidence that our business fundamentals and execution are on the right track.

Demand for our products remains strong. We are seeing increased interest from corporate customers, along with encouraging repeat purchases from our existing customers. This growing trust in Robu.in is reassuring and gives us confidence in the sustainability of our growth.

Our expanding product range, competitive pricing, and reliable customer support continue to be key growth drivers. We have also remained active in offline marketing by participating in domestic exhibitions, which has helped improve brand visibility and allowed us to explore more organic and cost-effective marketing opportunities.

To support our growth, we are strengthening our IT systems, improving order fulfilment speed and capacity, and enhancing warehouse operations. Key business indicators such as website and app traffic, number of orders, average order value, and customer retention continue to show positive trends.

Our business is being built around two clear focus areas:

Robu 1.0, Our core electronics distribution business, remains the backbone of the Company. Our focus here is on providing quality technology products at competitive prices, with quick deliveries and dependable customer service. We are working closely with suppliers and investing in systems to improve procurement efficiency and reduce delivery timelines. The steady expansion of our product catalogue reflects our aim to make Robu.in a dependable one-stop platform for our customers.

Robu 2.0 focuses on developing our own products, especially in the drone segment. Over the past two years, this vertical has gained good momentum, with increasing acceptance of our in-house developed products. These capabilities have enabled us to take up customized development work, leading to orders from Government and Defense organizations. We have already supplied drones to select Defense units and are currently engaged in trials and collaborative development efforts. In addition, we have launched a few key drone-related products under our proprietary brand **Simplify**.

I sincerely thank you for your continued trust and support. It motivates us to keep improving, innovating, and building a stronger and future-ready Robu.in.

Regards

Team 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 5Categories, till Sep 25.
- Major Launch:
-TFT & HMI Displays
-Raspberry Pi Neo Dev. Board



Our Own Mechanical Products

- Launched 16 Litre, X8 Compatible Agri Drone
- 30 New SKU Added
- Mechanical Accessories
- Drone Frames- (launched 6 new SKUs)



Our Own Drone Products

- Launched Flight controller (3 models) and ESC for FPV
- GPS for FPV and Quadcopters
- 10 Channel Drone Remote
- 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!