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Dated: 29/10/2026

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 Financial Results for the half year & year ended 30th September, 2026.

Reference: Investors Meeting to be scheduled on the 03rd day of November 2026, as intimated to BSE Ltd. dated 29th October, 2026

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 unaudited financial result for the half year & year ended 30th September, 2026.

This is for your information and record

Thanking you.

Yours Faithfully,

For, Macfos Limited

SAGAR
SUBHASH
GULHANE

Digitally signed by
SAGAR SUBHASH
GULHANE
Date: 2026.10.29
19:54:57 +05'30'

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

Encl:- Investor Presentation

MACFOS LIMITED



H1 FY 2026-27 MANAGEMENT PRESENTATION



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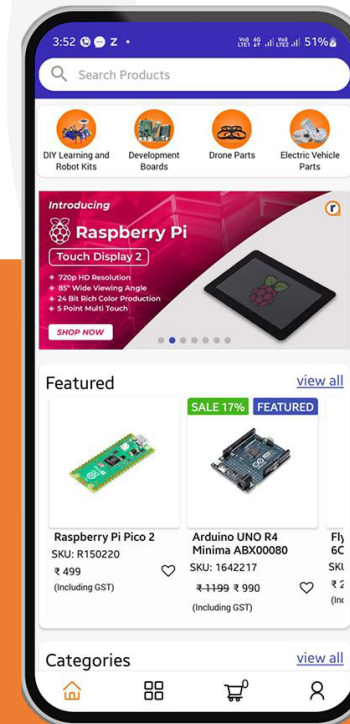
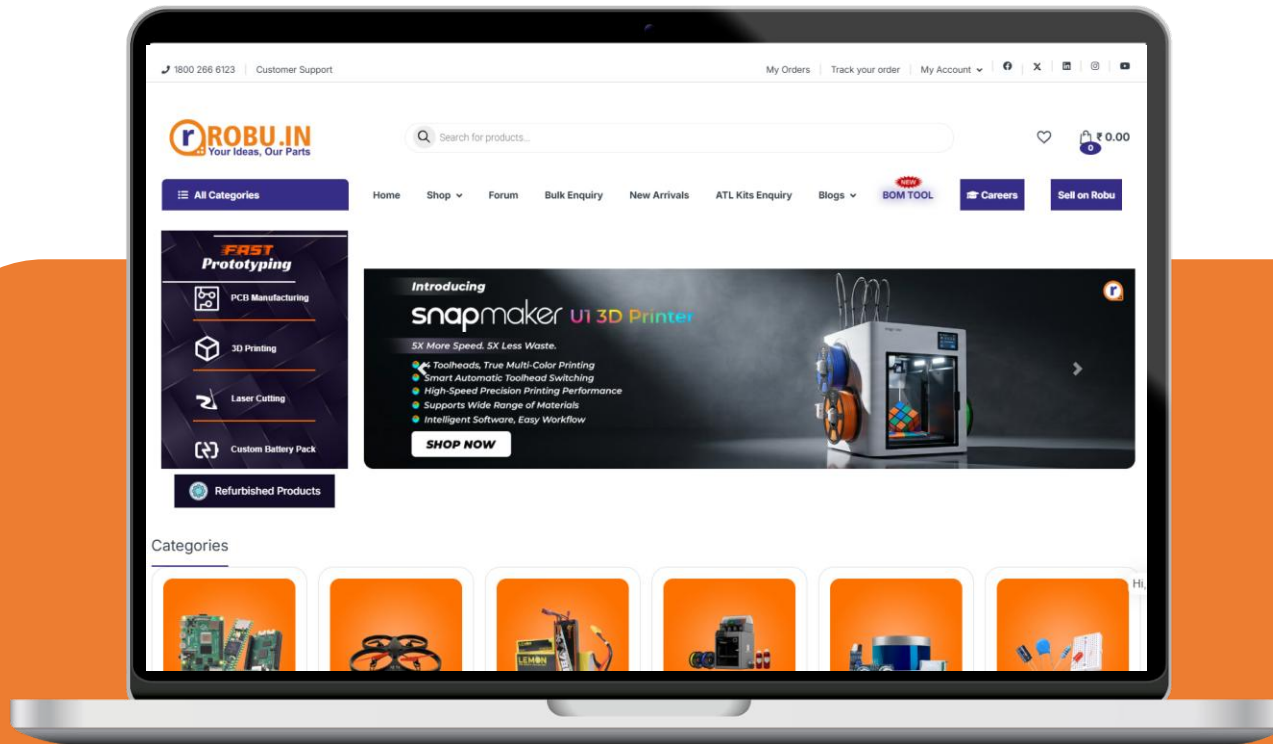
- ▶ **BUSINESS OVERVIEW**
- ▶ **OPERATING AND FINANCIAL PERFORMANCE**
- ▶ **STRATEGIC PRIORITIES FOR FUTURE**
- ▶ **MANAGEMENT PERSPECTIVE**



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.

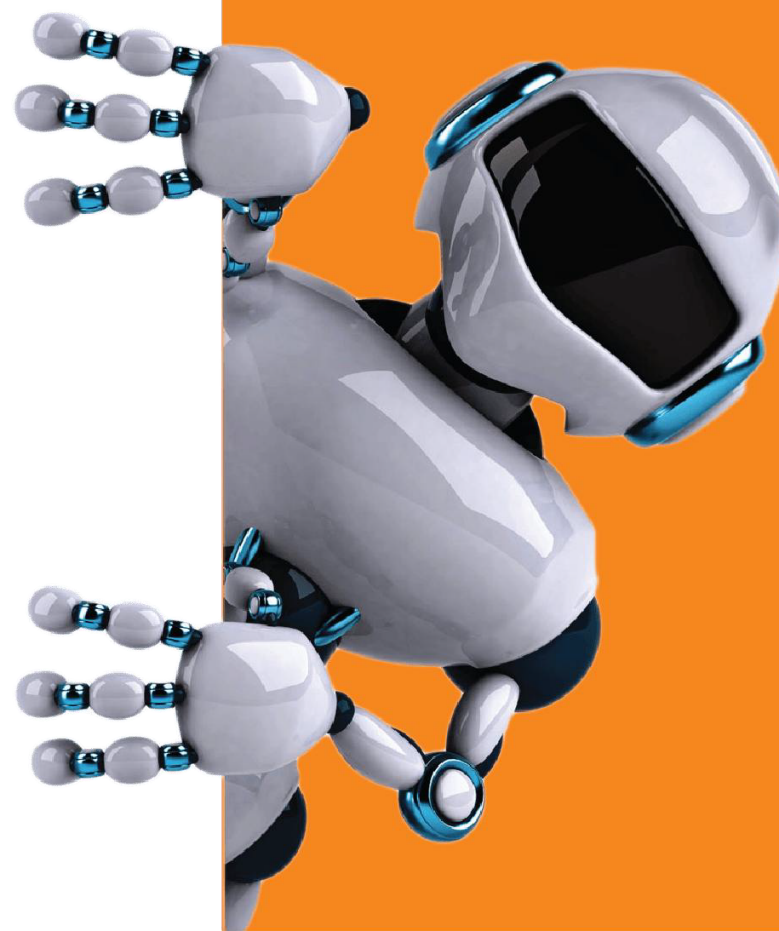
Launched E-commerce store website Robu.in in 2014, Android Mobile application in 2017 & IOS Application in Jan 2023.

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

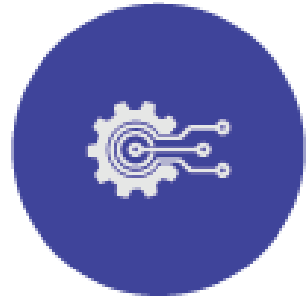
60,000+ Sq. ft Dedicated warehouse, 300+staffs (Own + Contract). Targeted online marketing (Digital +Social), dedicated tech support, superfast shipping, experienced sales team for customer education & quick order closure

Consistent growth in Turnover, EBITDA and PAT at a CAGR of 58%, 53% & 53% respectively (For last 3 years). Reaching Turnover of 256 Cr in FY 24-25 and 312 Cr in FY 25-26.

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**



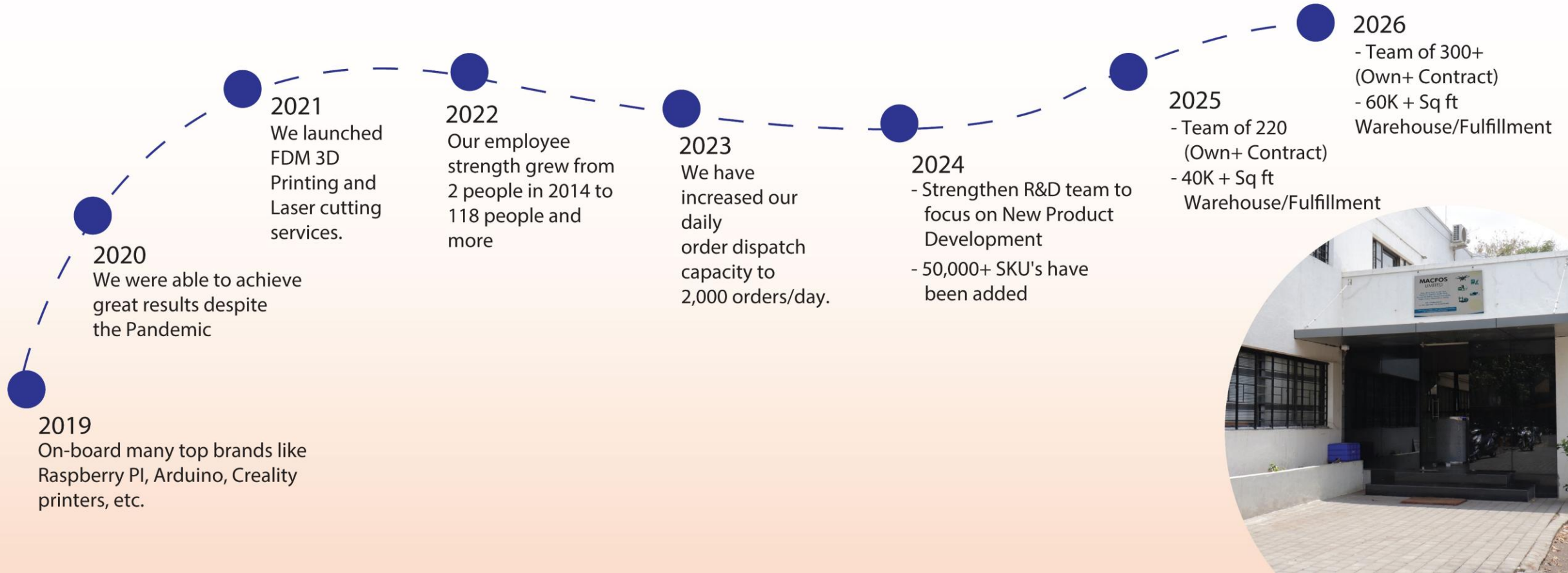
**EXPERIENCED
PROMOTERS
WITH STRONG
MANAGEMENT
TEAM HAVING
DOMAIN
KNOWLEDGE**



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

COMPANY EVOLUTION

FINANCIAL YEAR	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
REVENUE (INR Crore)	16.22	27.12	55.51	80.80	126.36	257.68	311.74



PROMOTERS PROFILE



Atul Maruti Dumbre

Chairman & Managing
Director

Qualifications:
Master of Technology
(Energy Studies), MIT Pune

Experience – 15 years



Binod Prasad

Whole Time Director
& CFO

Qualifications:
Bachelor of Engineering
(Mechanical), MIT Pune

Experience – 15 years



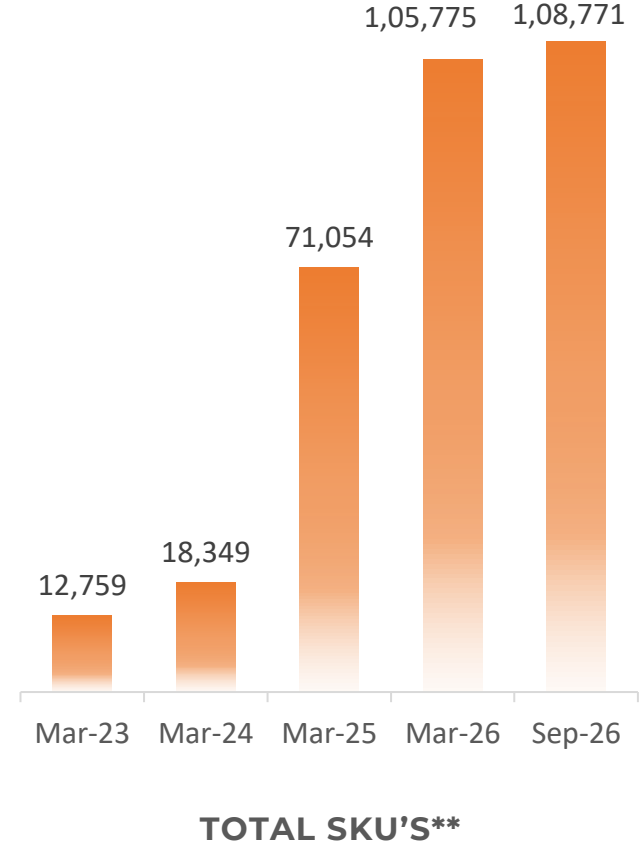
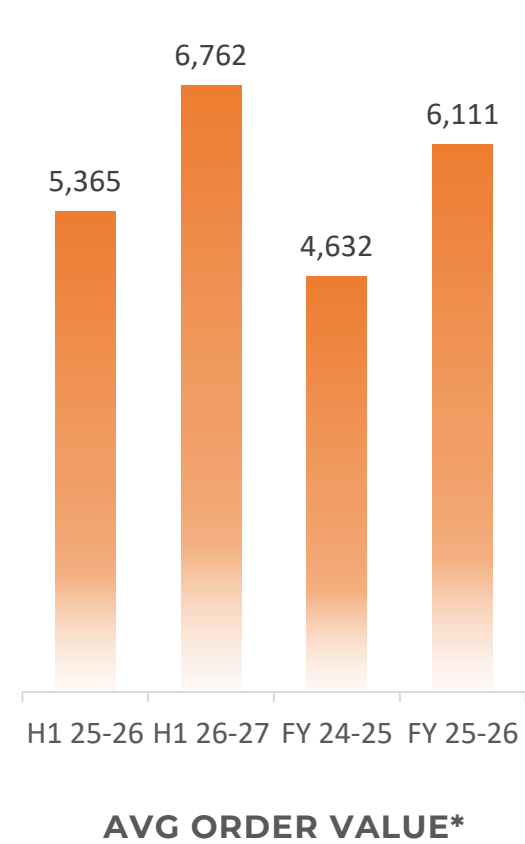
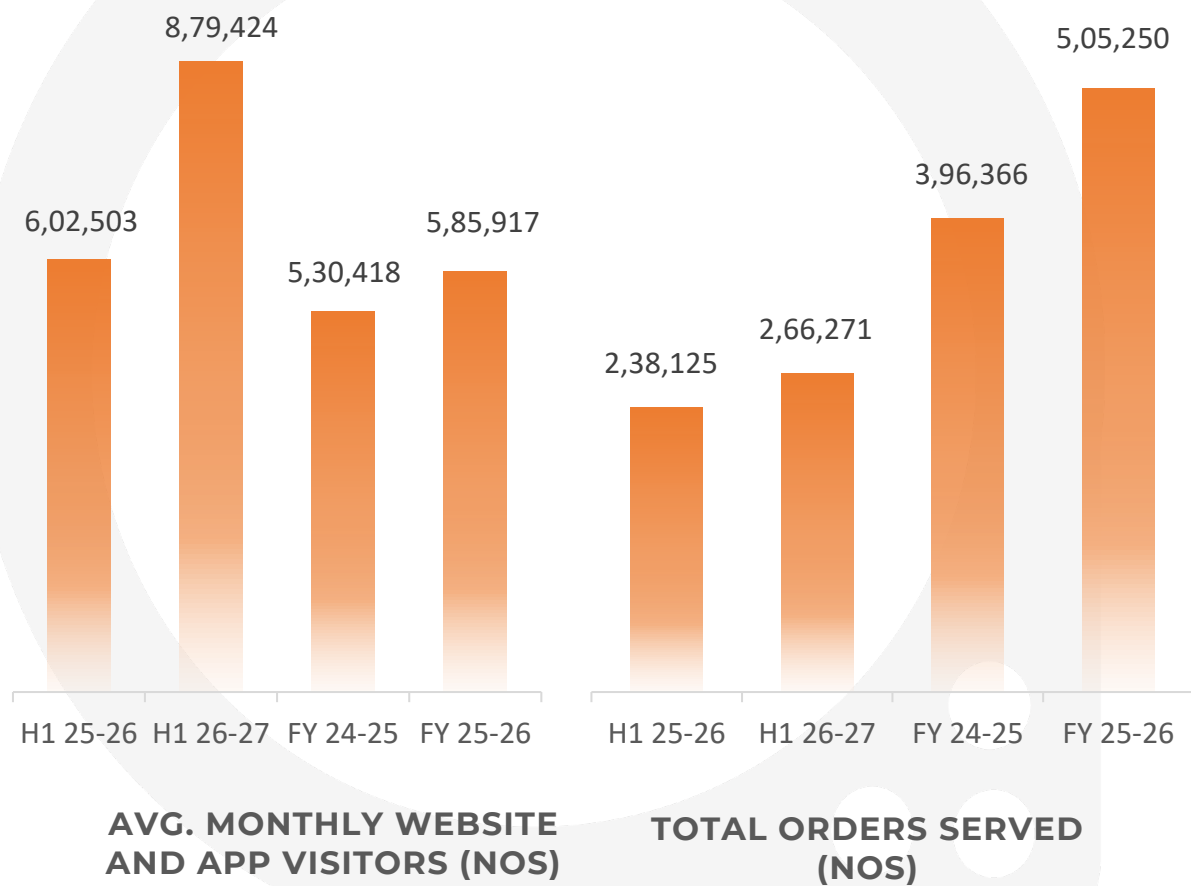
Nileshkumar Purshottam Chavhan

Whole Time Director

Qualifications:
Master of Engineering
(Mechanical), IISC Bangalore

Experience – 15 years

STEEP RISING CUSTOMER ENGAGEMENT

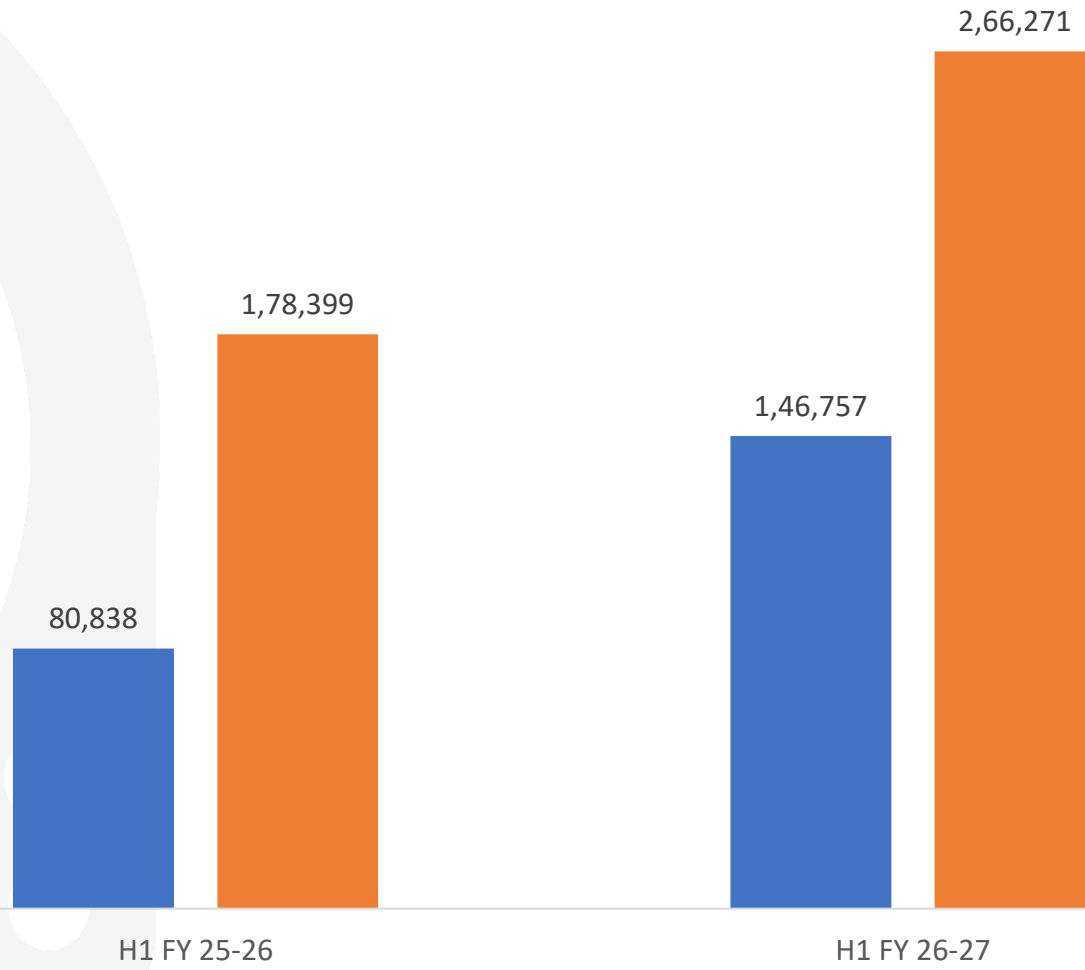


***Total Visitors Sep-26= 9,10,322

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

CUSTOMER / ORDERS SERVED

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



INVENTORY MANAGEMENT

- ▶ **Out of Total Inventory (as on Sep-26) 4.48 % Inventory is Very Slow-moving*
(Compared to 5.52 % as of June-26).**

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

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

* These are primarily low-cost SKUs with a longer rotation cycle.

- ▶ **RETURN/REPLACEMENT MANAGEMENT STATISTICS**

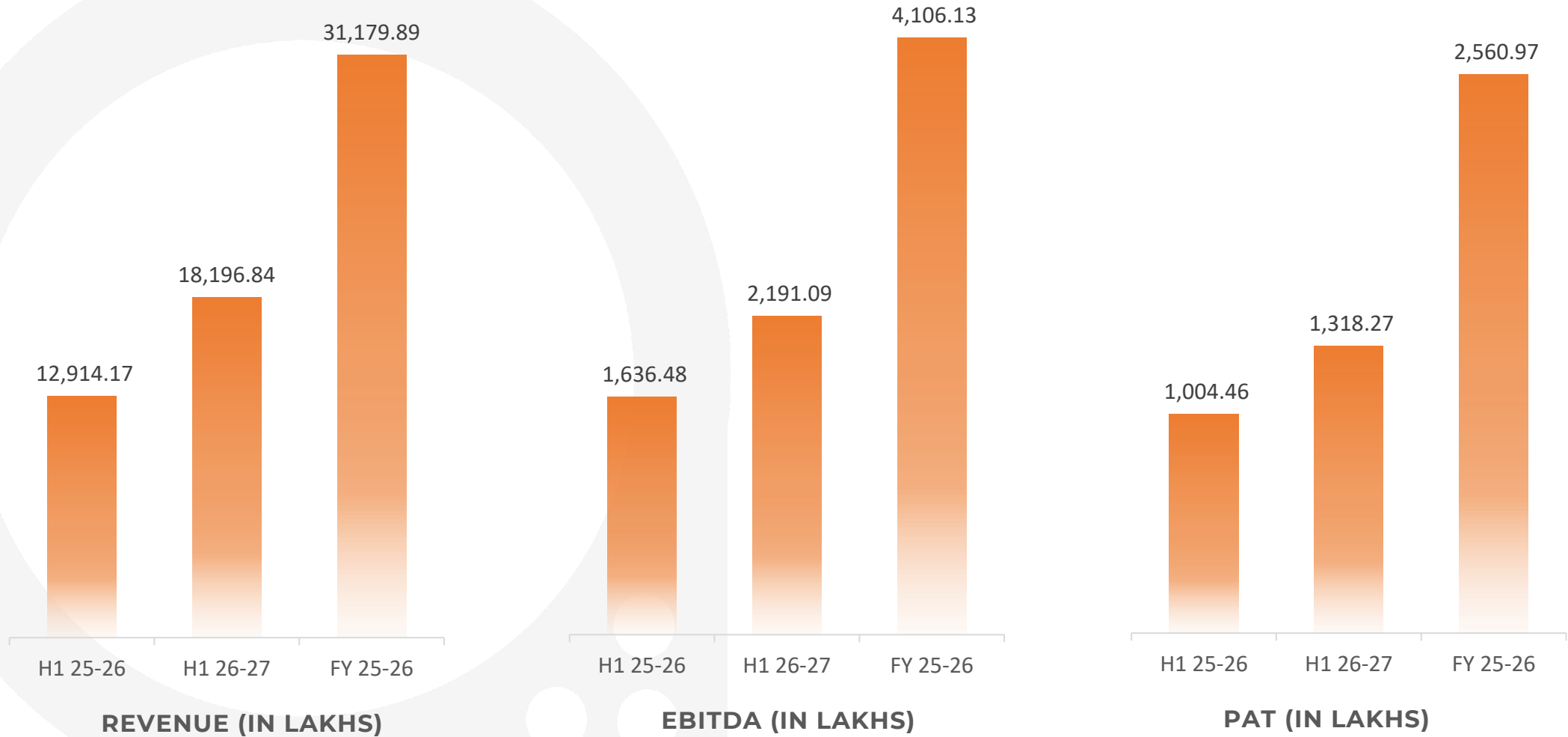
COST TO COMPANY (Amt in Lakhs)

FY 24-25	58.19
FY 25-26	109.89
H1 FY 26-27	107.50



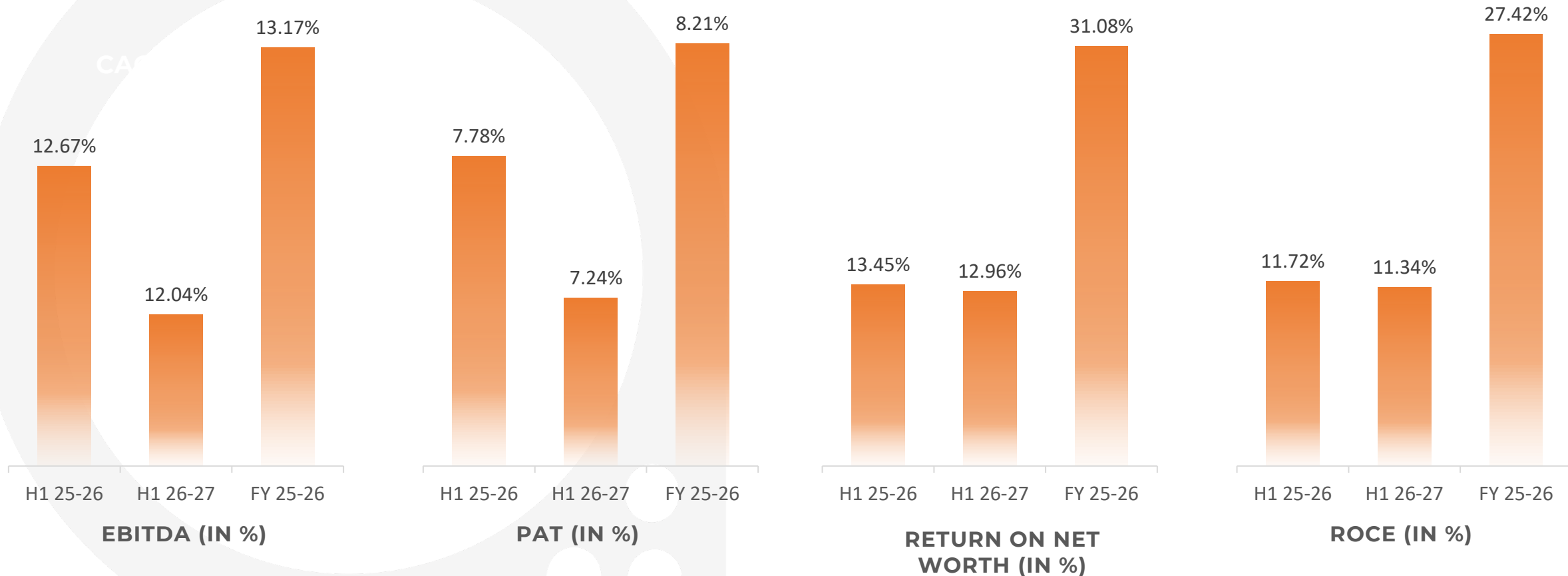
OPERATING AND FINANCIAL PERFORMANCE

GROWTH TREND IN TOTAL REVENUE AND PROFITABILITY



Note: Ind AS adopted from 1 April 2026. FY 2025–26 figures restated; FY 2024–25 full-year figures not presented.

KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH



Note: Ind AS adopted from 1 April 2026. FY 2025–26 figures restated; FY 2024–25 full-year figures not presented.

ASSETS



Particulars	As at September 30th, 2026	As at March 31st, 2026
ASSETS		
Non-current assets		
Property, Plant and Equipment	1,198.49	1,090.55
Capital work-in-progress	23.58	8.78
Right-of-use-assets	541.22	625.98
Other Intangible Assets	35.20	37.11
Financial Assets		
i) Investments	2.57	3.25
ii) Trade Receivables	58.91	29.36
iii) Loans	13.00	13.00
iv) Other financial assets	1,468.28	1,444.51
Deferred tax assets (Net)	86.28	80.74
Other non-current assets	100.00	-
Total non-current assets	3,527.52	3,333.27
Current assets		
Inventories	11,594.20	7,957.15
Financial Assets		
i) Trade Receivables	1,515.37	1,295.76
ii) Cash and cash equivalents	151.12	184.48
iii) Other financial assets	58.30	38.07
Other current assets	3,411.77	3,028.12
Total current assets	16,730.76	12,503.58
Total Assets	20,258.29	15,836.86

Note: Ind AS adopted from 1 April 2026; FY 2025–26 figures restated.

EQUITY & LIABILITIES



Particulars	As at September 30th, 2026	As at March 31st, 2026
EQUITY		
(a) Equity Share capital	1,035.85	1,035.85
(b) Other Equity	9,794.63	8,476.36
Total Equity	10,830.48	9,512.21
LIABILITIES		
Non-current liabilities		
Financial Liabilities		
i) Borrowings	34.01	59.01
ii) Lease liabilities	442.25	527.04
iii) Trade Payables		
(a) MSME	-	-
(b) Other than MSME	2.35	1.04
Provisions	93.12	87.29
Total Non-current liabilities	571.73	674.38
Current liabilities		
Financial Liabilities		
i) Borrowings	6,312.47	3,538.38
ii) Lease liabilities	164.48	153.46
iii) Trade payables		
(a) MSME	190.46	209.55
(b) Other than MSME	1,907.68	1,448.98
Other current liabilities	174.92	111.63
Provisions	88.28	65.65
Current Tax Liabilities (Net)	17.80	122.61
Total Current liabilities	8,856.07	5,650.26
Total	20,258.29	15,836.86

Note: Ind AS adopted from 1 April 2026; FY 2025–26 figures restated.

PROFIT & LOSS



Sr. No.	Particulars	Half year ended		Year ended
		30-09-2026 Unaudited	30-09-2025 Unaudited	31-03-2026 Audited
1	Revenue from operations	18,006.38	12,774.87	30,874.84
2	Other income	190.46	139.29	305.05
3	Total income (1 + 2)	18,196.84	12,914.17	31,179.89
4	Expenses			
a.	Cost of Material Consumed	61.39	24.65	75.21
b.	Purchase of Stock-in-Trade	17,264.34	11,339.22	26,032.07
c.	Changes in Inventory of Stock-in-Trade	(3,637.05)	(1,574.22)	(2,397.38)
d.	Employee benefits expenses	799.49	562.11	1,246.84
e.	Finance cost	250.02	141.75	361.72
f.	Depreciation and Amortization Expenses	174.51	154.16	325.13
g.	Other expenses	1,501.93	916.82	2,100.78
5	Total Expense from 4(a) to 4(g)	16,414.64	11,564.47	27,744.37
6	Profit/(Loss) before Exceptional Item and Tax (3 - 5)	1,782.20	1,349.69	3,435.52
7	Exceptional Item	-	-	-
8	Profit/(Loss) before tax (6-7)	1,782.20	1,349.69	3,435.52
9	Tax expenses	463.93	345.23	874.55
10	Profit for the year (8 - 9)	1,318.27	1,004.46	2,560.97
11	Other Comprehensive Income, Net of Tax	-	-	(16.47)
12	Total Comprehensive Income and Net of Tax for the period (10 + 11)	1,318.27	1,004.46	2,544.50

Note: Ind AS adopted from 1 April 2026. H1 FY 2025–26 restated; FY 2024–25 full-year Ind AS figures not presented.



STRATEGIC PRIORITIES



STRENGTHEN & ACCELERATE CORE BUSINESS (ROBU 1.0)

- ▶ INCREASE ORDER FULFILMENT SPEED AND CAPABILITY. STRENGTHEN INTRA/INTERR WAREHOUSE MANAGEMENT.
- ▶ CATEGORY/BRAND/PRODUCT EXPANSION.
- ▶ 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

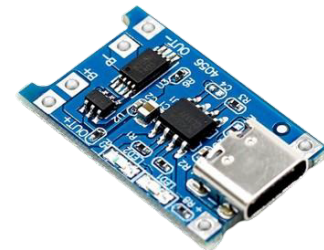
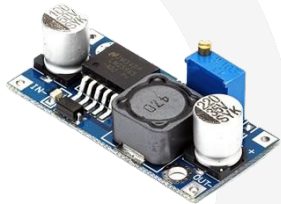


DRIVE DIGITAL INNOVATION

- ▶ 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.**
- **340 SKUs Added, across 5 Categories, till Sep- 26.**
- **Major Launch:**
 - TFT & HMI Displays
 - Raspberry Pi Neo Dev. Board



Our Own Mechanical Products

- **Mechanical Accessories Development.**



Our Own Drone Products

Launched 14 Drone frames SKU

Major Launch:
Agri-Drone Frame Ready to Fly FPV Kits.
Telemetry Drone RC Remote.
Flight Controller Stack.



Our OEM Products

- **2195 SKU Added, Till Sep-26 .**



MANAGEMENT PERSPECTIVE

MANAGEMENT PERSPECTIVE

Dear Shareholders,

We are pleased to share the business progress and financial performance of Macfos Limited for H1 FY 2026–27.

The Company delivered revenue of ₹181.96 crore, EBITDA of ₹21.91 crore and Profit After Tax of ₹13.18 crore during the First half. On a comparable basis using Ind AS-converted figures, this represents growth of 41% in revenue, 34% in EBITDA and 31% in PAT

(Compared to H1 FY 25-26).

We believe this performance reflects the continued strength of our underlying business and the focused execution of our strategy. Importantly, we have sustained our growth momentum despite an uncertain global environment, demonstrating the resilience and scalability of our business model.

We continue to see a strong and expanding market opportunity across the categories in which we operate. Our focus is therefore not only on capturing current demand, but also on building the capabilities required to serve this opportunity at greater scale.

During the period, we continued to invest in customer experience, product portfolio expansion, technology and IT systems, Marketing, fulfilment infrastructure and talent. These investments are intended to strengthen our operating platform and create the capacity required for the next phase of growth.

Demand across our business remains encouraging. We are witnessing increasing traction from corporate customers, along with healthy repeat purchases from our existing customer base. Our expanding product portfolio, competitive pricing and dependable customer support continue to strengthen customer engagement and trust in ROBU.IN.

Key operating indicators—including website and App traffic, Order volumes, Average order value and customer retention—continue to show positive trends, providing further confidence in the underlying health of the business.

ROBU 1.0 — Strengthening the Core

ROBU 1.0 remains the foundation of our business.

Our objective is to strengthen ROBU.IN as a comprehensive platform for specialized electronics and technology products by combining product availability, competitive pricing, efficient fulfilment and dependable customer service.

We continue to work closely with our supplier network to improve procurement efficiency and product availability, while investing in systems and processes that can reduce fulfilment timelines. At the same time, we are steadily expanding our product catalogue to address a wider range of customer requirements. We believe that strengthening these fundamentals will allow ROBU 1.0 to scale efficiently while creating a stronger and more durable competitive position.

ROBU 2.0 — From Distribution to Product Innovation

ROBU 2.0 represents our strategic focus on developing proprietary technology products and solutions.

Over the past three years, this vertical has gained significant momentum, particularly in the Drone ecosystem, with increasing acceptance of our in-house products and engineering capabilities.

We have introduced a range of proprietary products under our Simplify brand and continue to invest in R&D and product development. Our capabilities have also enabled us to undertake customized development projects, including engagements with Government and Defense organizations.

ROBU 2.0 provides an opportunity for Macfos to move further up the technology value chain—from distributing products to developing products of our own. We believe this will enable greater value addition, stronger differentiation and attractive long-term growth opportunities.

Looking Ahead

We remain confident about the long-term opportunity before us. Our immediate focus is on executing with discipline, strengthening our operating capabilities, developing products under 2.0 and making the investments required to support sustainable growth.

We would like to sincerely thank our shareholders, customers, suppliers, employees and other stakeholders for their continued trust and support. Their confidence inspires us to keep improving, innovating and building a stronger, more capable and future-ready ROBU.IN.

Regards,
Team ROBU.IN



THANK YOU!