



Delivering Manufacturing And Supply Chain
Solutions From India To The World

CORPORATE PRESENTATION

This presentation has confidential and forward looking statements and information.

Bombay Metrics Supply Chain Limited - Confidential

Please do not forward

Company

1. What We Do
2. Who makes our world go round!
3. Why we are different
4. Financials
5. Pipeline of Activities
6. Plans for Expansion and Future Use of Funds
7. Why you should Invest and right types of Investors for us

Company Awards



1. What do we do?

Delivering Manufacturing Solutions from India to the World



01

Sourcing

Research, Perform Sourcing Audit
and help find best suppliers in
India



02

Quality Audits

Perform Quality Audits and
Ongoing Process Audits as well as
Finished Goods Inspection



03

Manage Supply Chain

Execute Optimized supply chain
and logistics solutions to move
goods from India

Long Term Vision

- ▶ Long term vision to be best-in-class supply chain manager and sourcing leader from India to the world, supporting Indian government's "Make in India" initiative

2.

Our people – Making
our world go round!

Locations and Roles

- ▶ Mumbai
- ▶ Coimbatore
- ▶ Pune
- ▶ Delhi
- ▶ Faridabad
- ▶ Kolhapur
- ▶ Trichi
- ▶ Sourcing Engineers
- ▶ Quality Engineers
- ▶ Supply Chain Managers
- ▶ Transportation Managers
- ▶ Administration – HR, Finance

Key People – Management Team



Nipul Keniya

Managing Director

- 20 Years of experience in wholesale trade and supply chain management
- Intricate knowledge of India's Port network and Regulatory requirements such as GST, Duty Drawbacks
- Manage CSR and Metrics Charitable Operations – contributed to Covid cases



Hiten Shah

Executive Director

- Engineering / MBA in US
- Founded Inc.500/Fast 50 company in US / India
- Setup business operations in 9 countries
- Sales and operational experience



Heena Shah

Executive Director

- Chief People Officer – Maintains Best-In-Class work cultures
- Volunteers time for various causes in India and US
- Finance and HR experience for almost 20 years



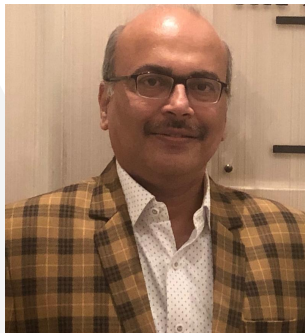
Thangaraj Kutty

India Sourcing Manager

- Strong Engineering and manufacturing background
- Experience in setting up world-class sourcing, quality and supply chain teams and operations

Confidential – Please do not Forward

Independent Directors



Hiten S Shah
Independent Director

- Fellow Member – ICAI
- Practicing Chartered Accountant with more than 33 years of experience in the field of Audit, tax and Management Consultancy



Bhavin Gandhi
Independent Director

- Bachelor of Engineering – Electronics
- Passionate Entrepreneur with successful IT company having global presence and customers



Vivek Vyas
Independent Director

- Having 30 years exposure in Capital Markets Senior Risk Management Professional.
- Qualified Risk Analyst of Forex and intermediaries

Our Team



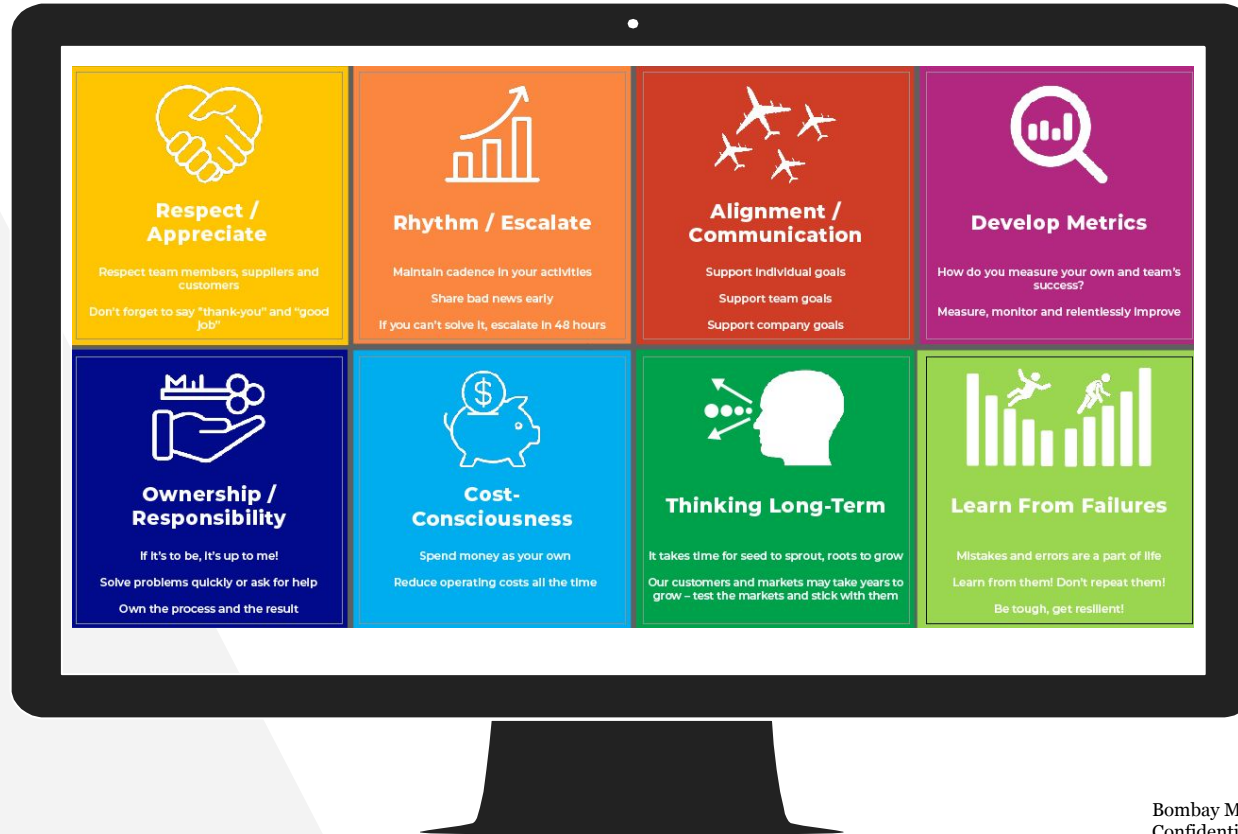
Bombay Metrics Advantage

- ▶ Sales and Marketing Partner in US and Mexico
- ▶ Customers in Europe
- ▶ Customers in Lighting, Automotive, Agriculture, Aggregates, Industrial and Electrical Industries
- ▶ Current Commodities include Aluminum die castings, gravity castings, iron castings, steel castings, investment castings, forgings, rubber components

Bombay Metrics Advantage

- ▶ Approved shipper from 13 Dry and Wet Ports in India
- ▶ GST and all other compliances In-place
- ▶ SAP B-1 ERP and MRP System
- ▶ VMI programs with leading suppliers
- ▶ Local trucking expediting experience and capabilities
- ▶ Complete Sourcing Audit, Quality Audit and Quality management capabilities
- ▶ Experienced Level 3, 4 and 5 PPAP processes

Bombay Metrics Values & Operating Philosophy



4. Financials

Financial Summary

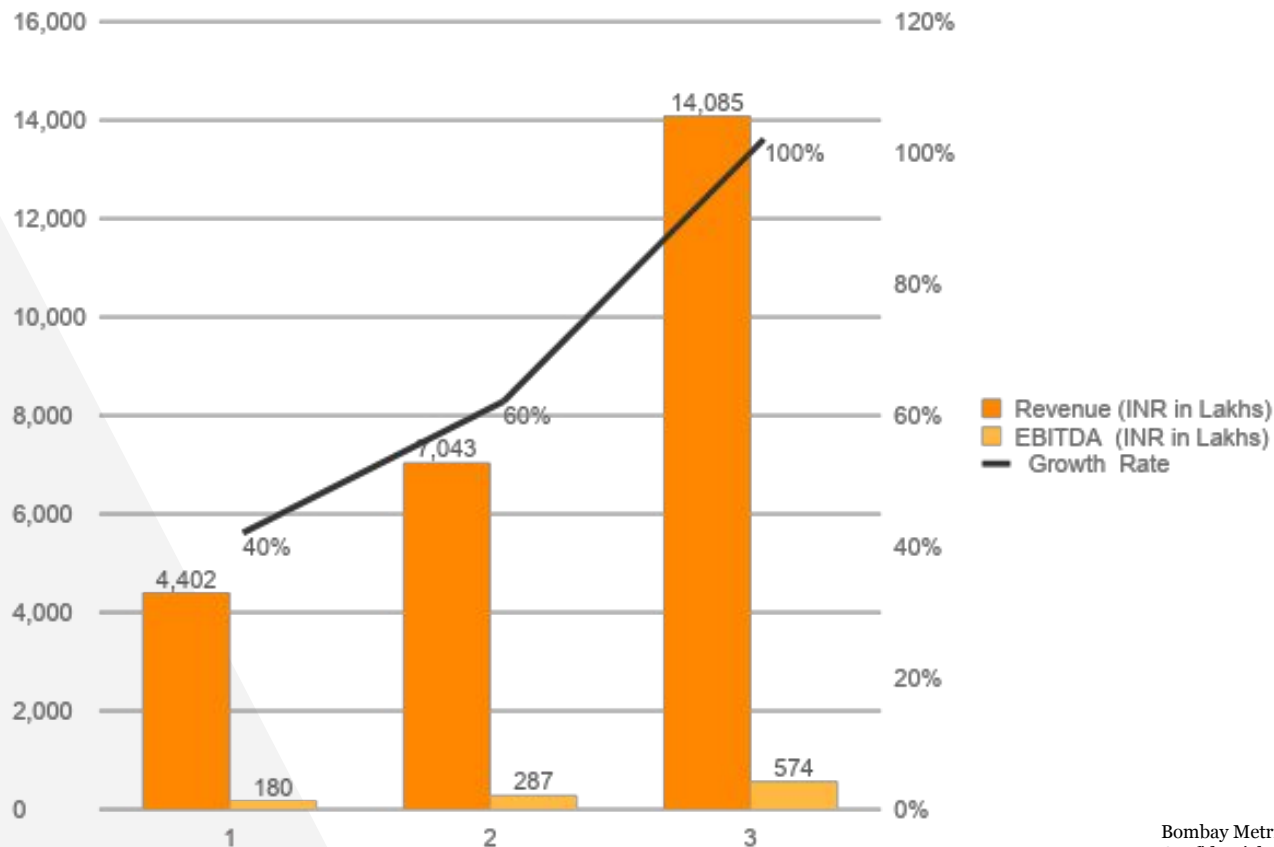
Particulars	Year ended 31.03.2020	Year ended 31.03.2019	Year ended 31.03.2018
Revenue <i>(INR in Lakhs)</i>	2976.97	2002.74	763.99
EBITDA <i>(INR in Lakhs)</i>	191.26	132.50	61.07
EBITDA Margin (%)	6.42	6.62	7.99
Profit after Tax <i>(INR in Lakhs)</i>	139.45	93.43	43.98
PAT Margin (%)	4.68	4.67	5.76
Avg. RONW (%)	67	91	119
EPS (INR) <i>(Before Bonus effect)</i>	1394.49	934.32	439.77
EPS (INR) <i>(After Bonus effect)</i>	12.98	8.70	4.09
Operating Cash Flow <i>(INR In Lakhs)</i>	83.39	5.00	-38.27
Debtors <i>(no. of days)</i>	1.80	68.77	115.60
Working Capital <i>(no. of days)</i>	28.57	18.34	11.81

Bombay Metrics IPO Snapshot

Fresh Issue			4,56,000	Shares					
Issue Size in Amount (Cr.)					Objects of Fresh Issue		Amount Allocated		
Face Value			INR 10		Working Capital Requirements		4 Cr		
Price Band			INR 90 - INR 95		General Corporate Purposes*		(*)		
Pre Issue No. of Shares			10,78,440 Shares		Issue Expenses		(*)		
Post Issue No. of Shares			15,34,440 Shares						
Pre-Issue Paid up Capital			INR 1,07,84,400						
Post Issue Paid up Capital			INR 1,53,44,400						
Pre Issue Market Cap (Cr.)				INR	Issue Open Date				2021
Post Issue Market Cap (Cr.)				INR	Issue Close Date				2021
					Listing On				NSE
Shareholding Pattern	Shares	Pre-IPO	Shares	Post IPO					
Promotor & Promoter Group	10,78,440	100%	10,78,440	70.28%					
Public			4,56,000	29.72%					

Bombay Metrics Supply Chain Ltd
Confidential – Please do not Forward

Bombay Metrics – Projection (2022-2024 – Based on Awarded Business)



Bombay Metrics – Balance Sheet Summary

Particulars	Year ended 31.03.2020	Year ended 31.03.2019	Year ended 31.03.2018
ASSETS			
Non-current Assets			
(a) Property , Plant & Equipment	10,82,124	13,62,089	23,18,980
(b) Loans and Advances	47,00,935	38,50,663	14,69,038
(c) Deferred Tax Asset (Net)	8,06,101	7,32,226	3,61,833
Total Non-current Assets	65,89,160	59,44,978	41,49,851
Current Assets			
(a) Inventories	9,03,603	18,74,700	5,85,887
(b) Trade Receivables	14,11,050	3,77,19,046	2,41,84,232
(c) Cash and Cash Equivalents	81,54,834	7,63,942	11,16,089
(d) Short Term Loan and Advance	7,37,86,959	3,15,79,970	76,87,760
Total Current Assets	8,42,56,446	7,19,37,659	3,35,73,968
Total Assets	9,08,45,606	7,78,82,677	3,77,23,819

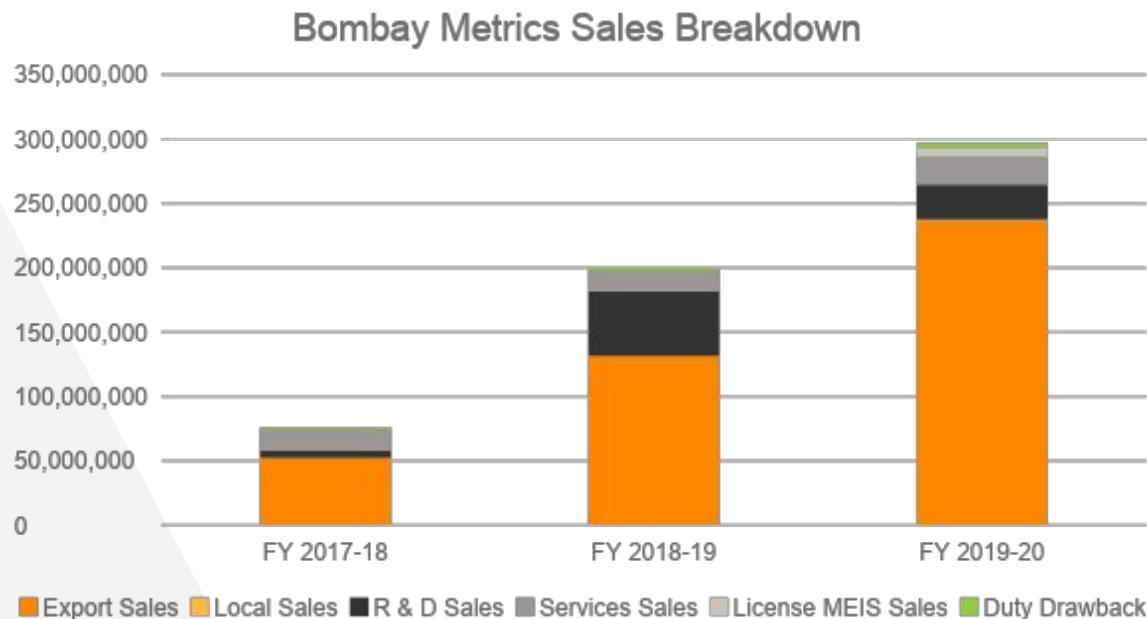
Bombay Metrics – Balance Sheet Summary

Particulars	Year ended 31.03.2020	Year ended 31.03.2019	Year ended 31.03.2018
Equity and Liabilities			
(a) Equity Share Capital	1,00,000	1,00,000	1,00,000
(b) Reserves & Surplus	2,83,27,587	1,43,82,646	50,39,416
Total Equity	2,84,27,587	1,44,82,646	51,39,416
Liabilities			
Non-current Liabilities			
(a) Financial Liabilities			
(i) Long-term borrowings	5,00,000	7,38,028	10,90,970
(b) Provisions	10,93,137	7,89,224	3,90,616
Current liabilities			
(a) Financial Liabilities			
(i) Short-term borrowings			
(ii) Trade payables - total dues of:			
small and micro enterprises			
others than small and micro enterprises	5,24,77,358	4,72,64,697	1,87,61,715
(b) Other current liabilities	30,13,896	1,03,56,492	1,03,90,323
(c) Provisions	53,33,628	42,51,589	19,50,779
Total Liabilities	9,08,45,606	7,78,82,676	3,77,23,819

Bombay Metrics – Income Statement Summary

Particulars	Year ended 31.03.2020	Year ended 31.03.2019	Year ended 31.03.2018
Revenue			
Revenue from operations	29,71,68,611	20,01,86,799	7,63,62,604
Other income	5,28,433	86,923	36,086
Total Revenue	29,76,97,044	20,02,73,722	7,63,98,690
Expenses			
Purchase of Stock in trade	24,65,34,432	15,75,88,201	5,08,86,336
Changes in inventories of work-in-progress	9,71,097	-12,88,813	9,08,897
Employee benefits	1,60,13,906	1,22,49,563	99,50,654
Finance costs	39,046	60,546	24,162
Depreciation	9,55,554	8,70,271	9,25,095
Other expenses	1,40,56,691	1,75,44,290	75,96,846
Total expenses	27,85,70,726	18,70,24,058	7,02,91,990
Profit before tax	1,91,26,317	1,32,49,664	61,06,700
Tax expense:			
Current tax	52,50,000	42,50,000	19,50,000
Earlier years	5211	26,867	0
Deferred tax	-73,835	-3,70,433	-2,41,043
Profit for the year	1,39,44,941	93,43,230	43,97,743

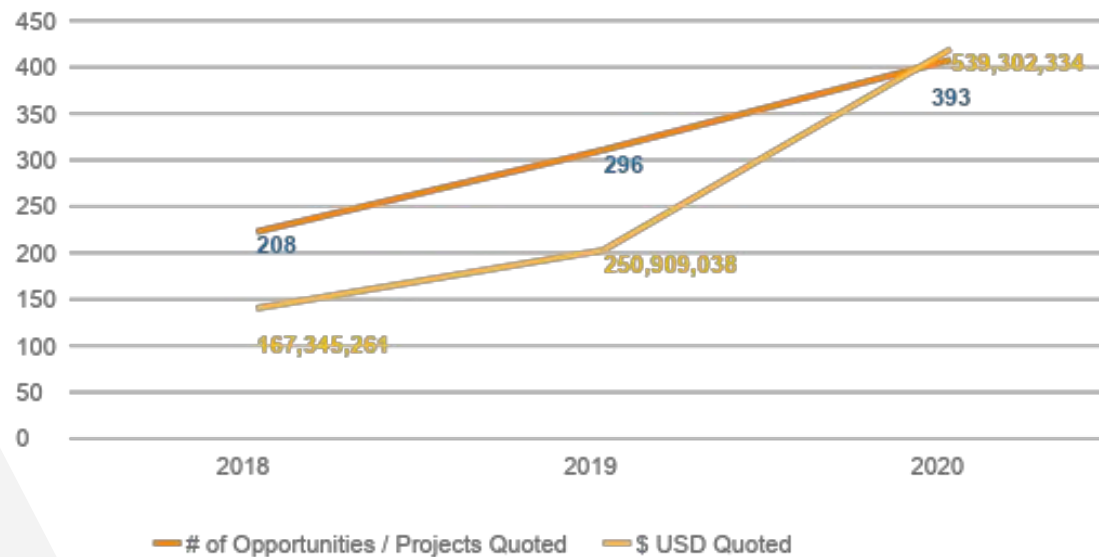
Bombay Metrics Sales Breakdown



5. Business Pipeline

Business Pipeline

Number of Projects Quoted (Pipeline) / Annual USD \$ Volume of Pipeline



6.

Expansion and Use of Funds

Fund Use – 4.5 Crores

- ▶ Looking for Additional Capital to invest in Supplier factories
- ▶ Scaling up with more quality engineers to perform MESH Supplier Assessments
- ▶ Building sales team to support growth of sales in India and Europe

7. Ideal Investors profile

How we view Investors and their money!

- ▶ We take money seriously!
- ▶ We take other people's money as a responsibility
- ▶ We will be stewards of your capital
- ▶ We are seriously committed to robust and reliable growth
- ▶ We will have focus on long term success over quarterly results
- ▶ We will invest with long term view
- ▶ Our markets are huge and our runway incredibly long

THANKS!



Corporate:

Office No: 307, 3rd Floor, Ashish
Udyog Bhavan, Ram Chandra Lane
Extn., Malad (West), Mumbai-
400064

nkeniya@bombaymetrics.com

Sourcing Office

No. : 9/1A5 – “S.S Towers”, 2nd
Floor, Palaniswamy Colony, Nehru
Nagar East, Kalappatti Main Road,
Coimbatore – 641014

Tamilnadu – India

info@bombaymetrics.com