

RESULTS PRESS RELEASE

For Immediate Release

Bombay Metrics Supply Chain Limited announces Financial Results For the First Half ended September 2022

Mumbai, India, Friday, November 11, 2022: Bombay Metrics Supply Chain Limited is a leading full-service provider of global manufacturing, engineering and supply chain management services, today announced their unaudited financial results for the first half ended September 2022.

(₹ in lakhs)

Particulars	H1 FY23	H2 FY22	H1 FY22	Y-o-Y (%)	FY22	FY21	Y-o-Y (%)
Revenue from Operations	4,247.25	3,272.72	2,877.51	48%	6,150.23	3,230.13	90%
EBITDA	406.52	114.84	83.83	385%	198.68	200.67	-1%
EBITDA Margin (%)	9.18%	3.46%	2.91%		3.20%	6.19%	
PAT	265.45	69.12	55.37	379%	124.50	130.19	-4%
PAT Margin (%)	6.00%	2.08%	1.92%		2.01%	4.02%	
EPS	17.25	4.54	5.13	236%	9.57	12.12	-21%

Financial Review (Y-o-Y):

Revenue:

Revenue from operations increased to ₹ 4,247.25 lakhs in the H1 FY23 from ₹ 2,877.51 lakhs in the H1 FY22, showcasing a slight increase of 48%.

Profit:

EBITDA during H1 FY23 stands at ₹ 406.52 lakhs as compared to ₹ 83.83 lakhs during H1 FY22, increase of 385%.

Profit before tax stands at ₹ 370.70 lakhs during H1 FY23 as against ₹ 78.36 lakhs in H1 FY22, increase of 373%.

Profit after tax grew by 379% and stands at ₹ 265.45 lakhs during H1 FY23 as compared to ₹ 55.37 lakhs during the H1 FY22.

EBITDA margin stands at 9.18%, PBT margin stands at 8.37% and PAT margin stands at 6.00% during H1 FY23 as compared to 2.91%, 2.72% and 1.92% respectively during H1 FY22

Finance Costs:

Finance costs stood at ₹ 20.79 lakhs during H1 FY23 as against ₹ 0.83 lakhs in H1 FY22

Depreciation and Amortization:

Depreciation and Amortization charge for the H1 FY23 is ₹ 15.03 lakhs as compared to ₹4.64 lakhs in the first half previous year.

Earnings Per Share:

Earnings Per Share during H1 FY23 stands at ₹17.25 as compared to ₹5.13 in H1 FY22.

Financial Review (H-o-H):

Revenue:

Revenue from operations increased to ₹ 4,247.25 lakhs in the H1 FY23 from ₹ 3,272.72 lakhs in the H2 FY22, showcasing a slight increase of 30%.

Profit:

EBITDA during H1 FY23 stands at ₹406.52 lakhs as compared to ₹114.84 lakhs during H2 FY22, increase of 254%.

Profit before tax stands at ₹370.70 lakhs during H1 FY23 as against ₹ 101.26lakhs in H2 FY22, increase of 266%.

Profit after tax grew by 284% and stands at ₹ 265.45 lakhs during H1 FY23 as compared to ₹ 69.12 lakhs during the H2 FY22.

EBITDA margin stands at 9.18%, PBT margin stands at 8.37% and PAT margin stands at 6.00% during H1 FY23 as compared to 3.46%, 3.05% and 2.08% respectively during H2 FY22

Finance Costs:

Finance costs stood at ₹ 20.79 lakhs during H1 FY23 as against ₹ 0.88 lakhs in H2 FY22

Depreciation and Amortization:

Depreciation and Amortization charge for the H1 FY23 is ₹ 15.03 lakhs as compared to ₹12.70 lakhs in the previous half.

Earnings Per Share:

Earnings Per Share during H1 FY23 stands at ₹17.25 as compared to ₹4.54 in H2 FY22.

Management Commentary:

Dear Shareholders,

Our festive wishes to all our shareholders and their families. The first half of FY 2023 saw heightened economic and geopolitical uncertainty globally after the tough start of the year. While we continue to see some disruptions and inflationary pressure on some operating costs such as fuel and power, the global supply chain logistics scenario has slightly eased in the recent past. The COVID lockdowns may be behind us, but the China / US trouble is likely to get worse benefiting us as India continues to escalate in most executives' consideration in North America and Europe.

In terms of operations, we are better positioned than ever to set a higher growth target for ourselves. We have strengthened our team and added several engineers in different places. We are also adding resources to help North American companies with managing supply chain and engineering activities. We have conducted 150+ audits in Q2 FY23, adding a few more processes to our arsenal for our customers. We have developed and deployed an automation portal to keep track of various metrics utilizing a software company in Mumbai. It is fully operational and reduces a considerable amount of labor and time for our team.

Your company reported robust operating revenue of ₹ 4,247 lakhs, a significant increase of 48% on year basis while on sequential basis it grew by 30%. PAT grew substantially by 397% on annual basis and 284% on sequential basis. Your company has experienced an increase of about 3x in the margin profile, where EBITDA margin stood at 9.18% and PAT margin at 6%. The growth is supplemented by stellar performance in revenue from Lighting, Automobile & Transportation, and Construction & Agriculture industry as it grew by 65%, 52% and 294% respectively during H1 FY23 in comparisons to same period last year. Earnings per share of the company grew ~2.5x to ₹ 17.25.

Our customers in the North American region are deferring deliveries of some of the orders by 30-90 days due to excessive inventory. Our working capital requirement has inched up a notch mainly due to delays in payments from a few of our customers. Our receivables for years have had 100% reimbursement and we don't expect it to change anytime soon. These are marquee customers with temporary blips or operational / accounting issues.

We are engaged with at least 6 different customers in advanced engineering and design-for-manufacturing activities. These activities are precursors for winning business in the future. We have entered in an arrangement to buy a Vietnam sourcing company to add to our suite of replacing China options. Vietnam in many ways has similar VAT, custom duties processes and advantages. Many Bombay Metrics team members have had experience working with Vietnam and they will continue to help bring this entity into our fold by the end of this year. We are excited to build the Gross merchandise value by leveraging our Vietnam exports as well as in due time, setting up our purchasing and shipping in local currency as well.

To summaries, the Company intends to build on its H1 FY23 performance and deliver a significantly improved FY23.

Sincerely,
Mr. Nipul Keniya, Chairman & Managing Director
Mr. Hiten Shah, Non-executive Director

Outlook:

We remain focused on growing our Make in India sales and supplier enablement for North American and European markets with a special focus on Ferrous commodities and more engineered applications for Electrical Vehicles. In line with our long-term perspective, we will continue to push for four broad business goals:

- Diversification in OEMs where our products are used
- Diversification in Industries where our products are used
- Variety of commodities that we develop for our end customers
- Number of suppliers we develop export markets for

While **Make in India** and exports will dominate our efforts, we also see India continue to import commodities. We are evaluating several opportunities to represent and import selected high-quality engineered products into India. With our global network and access to manufacturers in India, we can serve as a strong sales and distribution partner for many global manufacturers of primary materials in India.

About Bombay Metrics Supply Chain Limited:

Bombay Metrics Supply Chain Limited (BMSCL) is a full-service provider of global manufacturing, engineering and supply chain management services to and from India. The primary focus of the company remains to support the “Make in India” governmental initiative by developing supplier capabilities in India. BMSCL also offers efficient services in advanced engineering, 3D scanning, rapid prototyping, flow simulation, project management and quality management in India. The company partner with sales organizations in North America, Europe and China. BMSCL helps its customers understand the benefits and savings of global manufacturing and help many OEMs and Tier-1 customers manage their entire manufacturing and supply chain processes.

For further information, please contact:

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Safe Harbour Statement:

Statements made in this Press release may contain certain forward-looking statements based on various assumptions about the Company’s present and future business strategies and the environment in which it operates. Actual results may differ substantially or materially from those expressed or implied due to risk and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India and abroad, volatility in interest rates and in the securities market, new regulations and Government policies that may impact the Company’s businesses as well as the ability to implement its strategies. The information contained herein is as of the date referenced and the Company does not undertake any obligation to update these statements. The Company has obtained all market data and other information from sources believed to be reliable or its internal estimates, although its accuracy or completeness cannot be guaranteed.