



Bombay Metrics Supply Chain Limited

Earnings Presentation | November 2023



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Table of Content

01

Semi-Annual
Update
Page: 04

04

Investment
Proposition
Page: 16

02

Division-Wise
performance
Page: 06

05

Financial
Performance – FY 23
Page: 24

03

Segment-Wise
performance
Page: 07

06

Shareholders'
Information
Page: 30

Semi-Annual Update

Bombay Metrics has forayed into trading of Aluminum & Zinc Ingots, Copper Based Alloy, Cutting Tools and Gauges & Measuring Instruments

Trading Division - Products

Aluminum and Zinc Ingots

Bombay Metrics trading division deals all kinds of standard and special Aluminum and Zinc Alloys to the Aluminum Die casting Industries



Copper Based Alloys

We work with Copper manufacturer globally, Develop and Buy the Copper alloys in various forms like Wires, Rods, Profiles, etc.

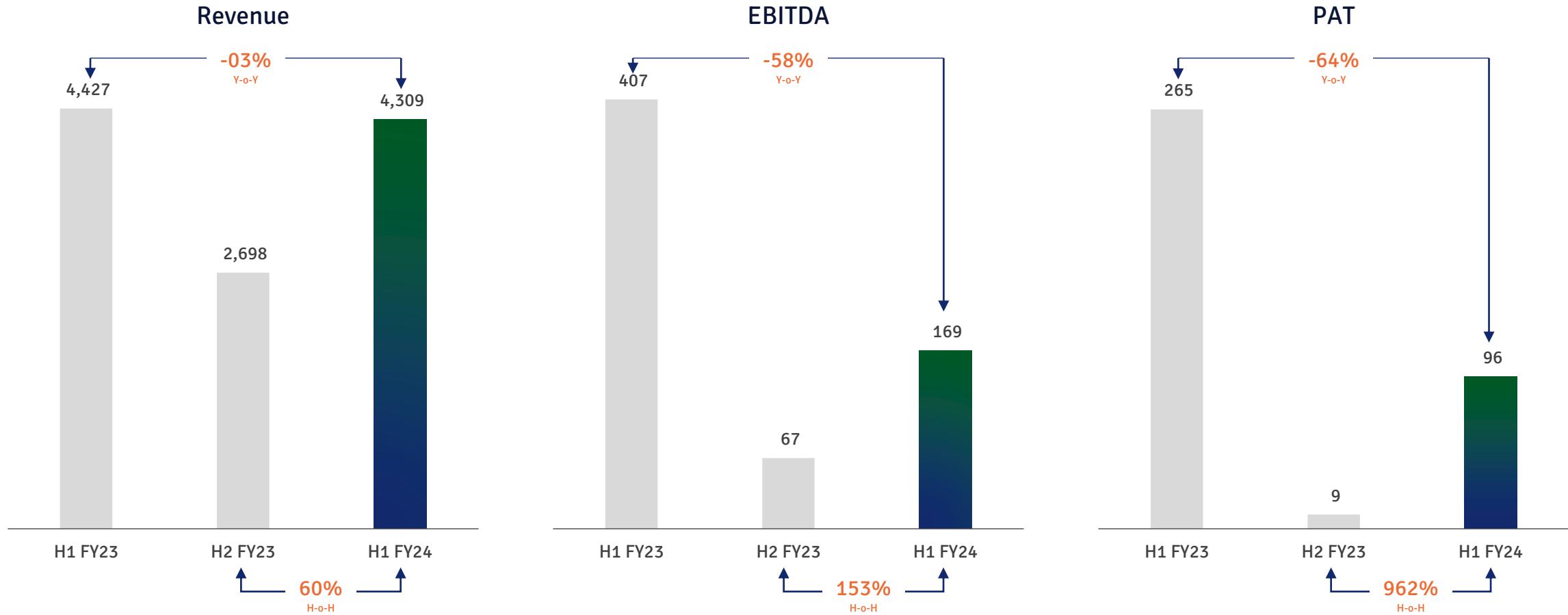
Cutting Tools

Bombay Metrics Develop and supply the Cutting tools to the manufacturing industries, like CNC Machining and OEMs etc.






Gauges and Measuring Instruments

Bombay Metrics into trading the standard and special gauges as well as Measuring Instruments to the manufacturing industries






Results Update: H1 FY24



Divisional Revenue Performance: H1 FY24

			Y-O-Y				H-O-H			
	Sale of Products	– 83%	H1 FY24	3,470	▲	07%	H1 FY24	3,470	▲	51%
			H1 FY23	3,236			H2 FY23	2,304		
	Sale of Services	– 04%	H1 FY24	160	▼	-65%	H1 FY24	160	▼	-39%
			H1 FY23	461			H2 FY23	261		
	Technical Engineers Support	– 02%	H1 FY24	83	▲	-	H1 FY24	83	▲	-
			H1 FY23	-			H2 FY23	-		
	Export Incentives	– 01%	H1 FY24	55	▼	-31%	H1 FY24	55	▲	11%
			H1 FY23	80			H2 FY23	50		
	R&D Charges	– 10%	H1 FY24	432	▼	-08%	H1 FY24	432	▲	686%
			H1 FY23	470			H2 FY23	55		

Industry Revenue Performance: H1 FY24

			Y-O-Y				H-O-H			
	Light	– 26%	H1 FY24	907	▼	-48%	H1 FY24	907	▼	-14%
			H1 FY23	1,733			H2 FY23	1,055		
	Transportations & Automobile	– 21%	H1 FY24	717	▲	17%	H1 FY24	717	▼	-03%
			H1 FY23	615			H2 FY23	741		
	Construction & Agriculture	– 02%	H1 FY24	80	▼	-55%	H1 FY24	80	▲	18%
			H1 FY23	176			H2 FY23	67		
	Electrical & Power	– 27%	H1 FY24	937	▲	32%	H1 FY24	937	▲	113%
			H1 FY23	712			H2 FY23	440		
	Trading	– 24%	H1 FY24	829	▲	-	H1 FY24	829	▲	-
			H1 FY23	-			H2 FY23	-		

Profit & Loss – H1 FY24



Supply Chain Ltd.

(₹ in Lakhs)

Particulars	H1 FY24 (Un-Audited)	H2 FY23 (Audited)	H1 FY23 (Un-Audited)	Y-o-Y (%)	H-o-H (%)	FY23 (Audited)	FY22 (Audited)	Y-o-Y (%)
Revenue from Operations	4,266.96	2,669.64	4,247.25	0.46%	60%	6,916.89	6,150.23	12%
Other Income	41.64	28.46	179.38	-77%	46%	207.84	52.73	294%
Total Revenue	4,308.60	2,698.10	4,426.63	-3%	60%	7,124.73	6,202.96	15%
Purchases of Stock-in-trade	3,434.91	2,150.22	3,032.93	13%	60%	5,183.15	5,538.16	-6%
Changes in inventories of stock-in-trade	58.88	-71.03	183.68	-68%	-183%	112.65	-162.43	169%
Employee benefit expenses	200.88	139.36	138.28	45%	44%	277.64	239.89	16%
Depreciation & Amortization expenses	34.01	38.86	15.03	126%	-12%	53.89	17.34	211%
Finance Cost	10.95	12.11	20.79	-47%	-10%	32.90	1.71	1824%
Other expenses	444.65	412.63	665.22	-33%	8%	1,077.85	388.66	177%
Total Expenses	4,184.28	2,682.15	4,055.92	3%	56%	6,738.07	6,023.33	12%
Profit Before Tax (PBT)	124.32	15.95	370.70	-66%	679%	386.65	179.63	115%
Tax Expenses	28.13	6.89	105.25	-73%	308%	112.14	55.13	103%
Profit After Tax (PAT)	96.19	9.06	265.45	-64%	962%	274.51	124.50	120%
EPS	1.56	0.15	17.25	-91%	940%	4.46	9.57	-53%

Balance Sheet – H1 FY24

Particulars	H1 FY24
EQUITY & LIABILITIES	
Share Capital	615.70
Reserves & Surplus	642.22
Non-Current Liabilities	229.45
Short-Term Borrowings	27.60
Trade Payables	2,188.57
Other Current Liabilities	40.33
Short-Term Provisions	15.84
Total	3,759.72
ASSETS	
Property, Plant & Equipments	548.86
Intangible Assets	38.13
Deferred Tax Assets	4.38
Other Non-Current Assets	8.46
Inventories	39.50
Trade Receivables	2,200.49
Cash & Cash Equivalents	57.98
Short-Term, Loans & Advances	736.48
Other Current Assets	125.44
Total	3,759.72



Management Commentary



Sahil Hiten Shah
Chairman & Non-Executive Director



Mr. Nipul Hirji Keniya
Managing Director



Mr. Hiten Talakchand Shah
Non-Executive Director

“ We are proud to announce that our company has embarked on an exciting venture into the world of trading, specializing in Aluminum and Zinc Ingots, Copper Based Alloys, Cutting tools, and Gauges and Measuring Tools ”

Dear Shareholders,

We are pleased to present an overview of our company's financial performance for the first half of the fiscal year 2024 (H1 FY24). It is with great satisfaction that we share the remarkable progress we have made in this period.

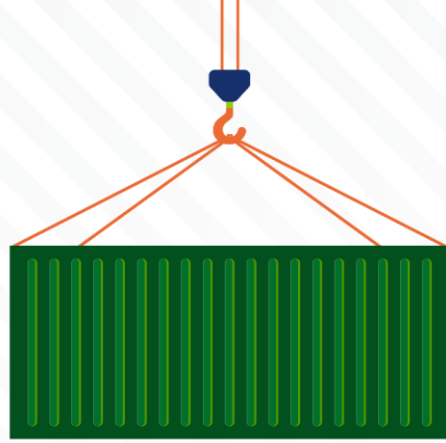
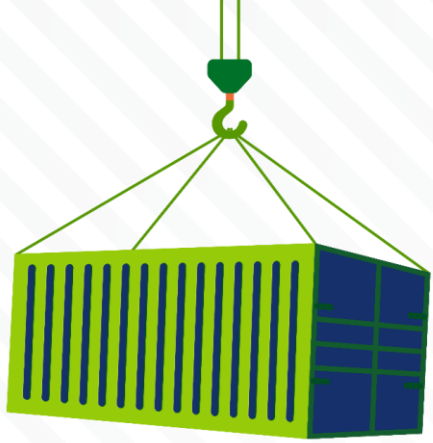
Our revenue from operations has witnessed substantial growth, reaching ₹4,266.96 lakhs in H1 FY24. This represents a 60% increase compared to ₹2,669.64 lakhs in H2 FY23. This significant upturn underscores our commitment to expanding our market presence and delivering value to our stakeholders. The EBITDA for H1 FY24 surged to ₹169.28 lakhs, marking a remarkable 153% growth from the ₹66.92 lakhs in H2 FY23. Furthermore, our profit before tax (PBT) exhibited exceptional growth, reaching ₹124.32 lakhs, a substantial increase of 679% compared to ₹15.95 lakhs in H2 FY23. Profit after tax (PAT) displayed an impressive 962% increase, reaching ₹96.19 lakhs during H1 FY24, as compared to ₹9.06 lakhs in H2 FY23. These figures emphasize our robust financial performance and our ability to generate consistent and

substantial profits. Our focus on operational efficiency is reflected in improved margins. The EBITDA margin for H1 FY24 stands at 3.93%, compared to 2.48% in H2 FY23. The PBT margin increased to 2.89% from 0.59% in H2 FY23, and the PAT margin increased to 2.23% from 0.34% in H2 FY23. These improvements demonstrate our commitment to optimizing our cost structure and enhancing overall profitability.

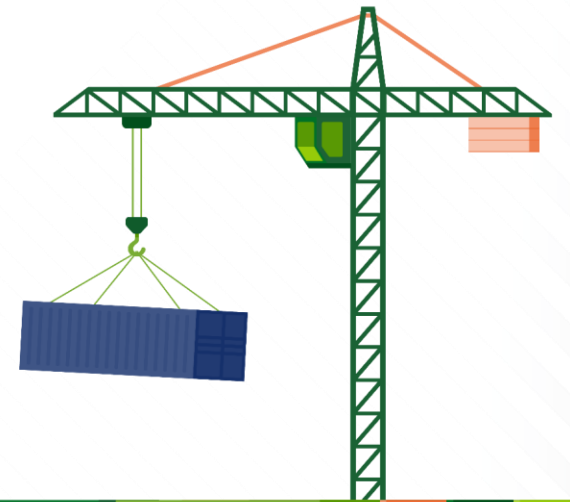
We are proud to announce that our company has embarked on an exciting venture into the world of trading, specializing in Aluminum and Zinc Ingots, Copper Based Alloys, Cutting tools, and Gauges and Measuring Tools. With a deep commitment to quality and precision, we aim to provide our customers in India and North America with customized & top-notch materials and tools to meet their diverse industrial needs. Our dedication to excellence is underlined by our rigorous quality control processes and a comprehensive product range that caters to a wide array of industries like Die-casting, Electrical Components, CNC Cutting and Milling, and OEM Manufacturers. We are excited to serve our customers with the utmost professionalism, integrity, and an

unwavering focus on meeting their requirements. As we venture into these exciting markets, we look forward to building lasting partnerships and driving success in various industries.

In our constant endeavor to introduce newer and commercially viable products, our main objectives revolve around retaining customers, enhancing research and development, expanding our business operations to new regions, and broadening our range of solutions and products. This commitment is further underscored by our outstanding performance in H1 FY24, with substantial growth in revenue, profitability, and improved margins. Our dedication to operational efficiency, cost control, and strategic initiatives positions us for a promising future, as we aim to strengthen our business, provide greater value to customers, and achieve sustainable long-term growth. We deeply appreciate the trust and support of our shareholders and stakeholders as we continue on this path of sustainable growth and long-term value creation.



Annexure



Company Overview

Bombay Metrics Supply Chain Limited 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 “Make in India” governmental initiative by developing supplier capabilities in India. BMSCL also offer 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.



Vision

Our vision is to be a best-in-class supply chain management company and sourcing leader from India to the world, supporting the Indian government’s “Make In India” Initiative.



Mission

Our mission is to develop small and medium enterprise suppliers in India and deliver top quality components in a timely and efficient manner to global customers.



Bombay Metrics - At a Glance



30+

Total Workforce/Employee



40+

Total Number of Process



4 +

Number of Industries Served



4 +

Number of Geographies Served



100+

Total Number of Products



150 cr +

Total Value of Products Supplied*



450+

Total RFQ*



5000 +

Supplied Cargo MMT



12 +

Total Number of Process



5000 +

Total Number of Orders Served*



*Since incorporation (2015)
Data as of 31st March 2023

History & Milestones

2015

Incorporated as “Bombay Metrics Supply Chain Private Limited”

Set up our first branch office in Coimbatore, Tamil Nadu

Established supplier base for high Pressure die casting and Gravity Die casting

2016

First-year turnover was ₹ 80.4 Lakhs by doing export to USA and Mexico.

2017

Annual revenues from operations crossed ₹3 Crores

2018

Established the supplier base for Non-Ferrous parts

2019

Receipt of ISO 9001:2015 certification in respect of providing sourcing, trading and supply chain services

Annual revenues from operations crossed ₹ 20 Crores for the first time

New business opportunity from major lighting manufacturer from USA

2020

Company was awarded as “One Star Export House” by Government of India

2021

Floated IPO and got listed on NSE Emerge platform

2022

Set up branch office in Ahmedabad, Gujarat
Acquired 100% Stake in Metric Vietnam Company Limited

2023

Forayed into Copper Import

Ventured into trading of Aluminum & Zinc Ingots, Copper Based Alloy, Cutting Tools and Gauges & Measuring Instruments

*Since incorporation (2015)
Data as of 30th September 2023

Board of Directors



Mr. Sahil Hiten Shah
Chairman &
Non-Executive Director



Mr. Nipul Hirji Keniya
Managing Director



Mr. Hiten Talakchand Shah
Non-Executive Director



Ms. Heena Hiten Shah
Non-Executive Director



Mr. Hiten Sanmukhlal Shah
Non-Executive and
Independent Director



Mr. Bhavin Gopal Gandhi
Non-Executive and
Independent Director



Mr. Vivek Shreevallabh Vyas
Non-Executive and
Independent Director



Mr. Prateek jaju
Independent Director

Key Managerial Personnel



Ms. Ankita Solanki
Chief Financial Officer



Mr. Thangaraj Nanjukutty
India Sourcing Head



**Ms. Shruti
Chandrashekhar Chavan**
Company Secretary and
Compliance Officer

Investment Proposition



Integrated Business Model



Wide product and services portfolio with focus on quality



Existing well established relationship with well-connected customer



Asset light business model as a result of wide supplier base



Technologically Equipped Model



Fast growing industry



Robust financial performance



1. Integrated Business Model

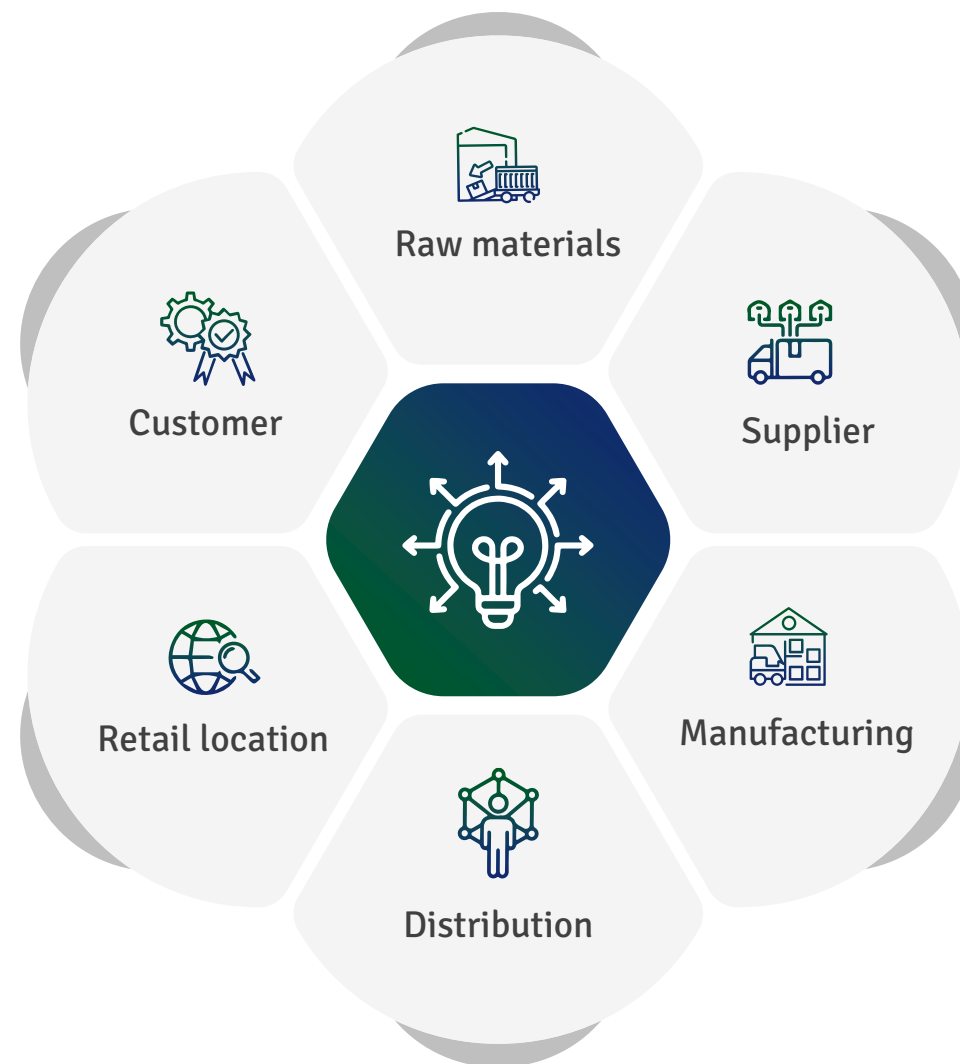
Our services span the entire value chain of manufacturing of engineering goods and supply chain management

Offer efficient services in advanced engineering, 3D scanning, rapid prototyping, flow simulation, project management and quality management.

Help customers find the right manufacturing source in India for their products and ensure optimal execution and quality by working with qualified and ISO-certified suppliers

Oversee the operations, manage supply chain process and choose the right logistics partners to be close to ports connecting us to customer locations.

Approved shipper from 13 Dry and Wet Ports in India



2. Wide product and services portfolio with focus on quality

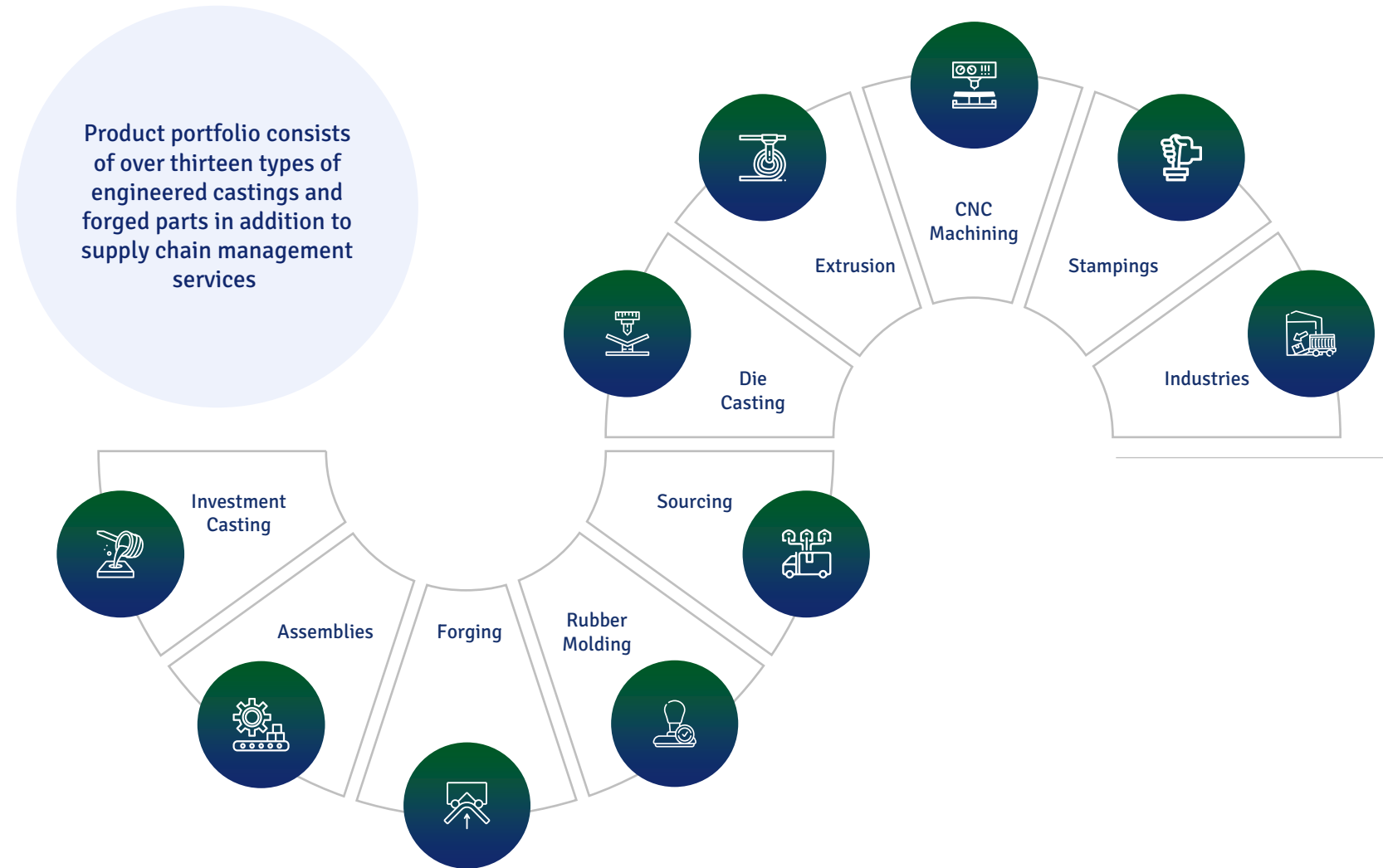
Engage in facilitating and monitoring continuous manufacturing of bespoke products based on the orders of customers and meet their specifications and requirements

Provide services like reverse engineering, rapid prototyping, flow simulation, and 3D printing services and quality audits such as Inspections & Process Audit and Supplier Assessments

Involved in trading of Aluminium & Zinc Ingots, Copper Based Alloy, Cutting Tools and Gauges & Measuring Instruments

Maintaining a wide range of products and services in business provides us with an opportunity to cater to diverse needs of customers and provide end-to-end assistance

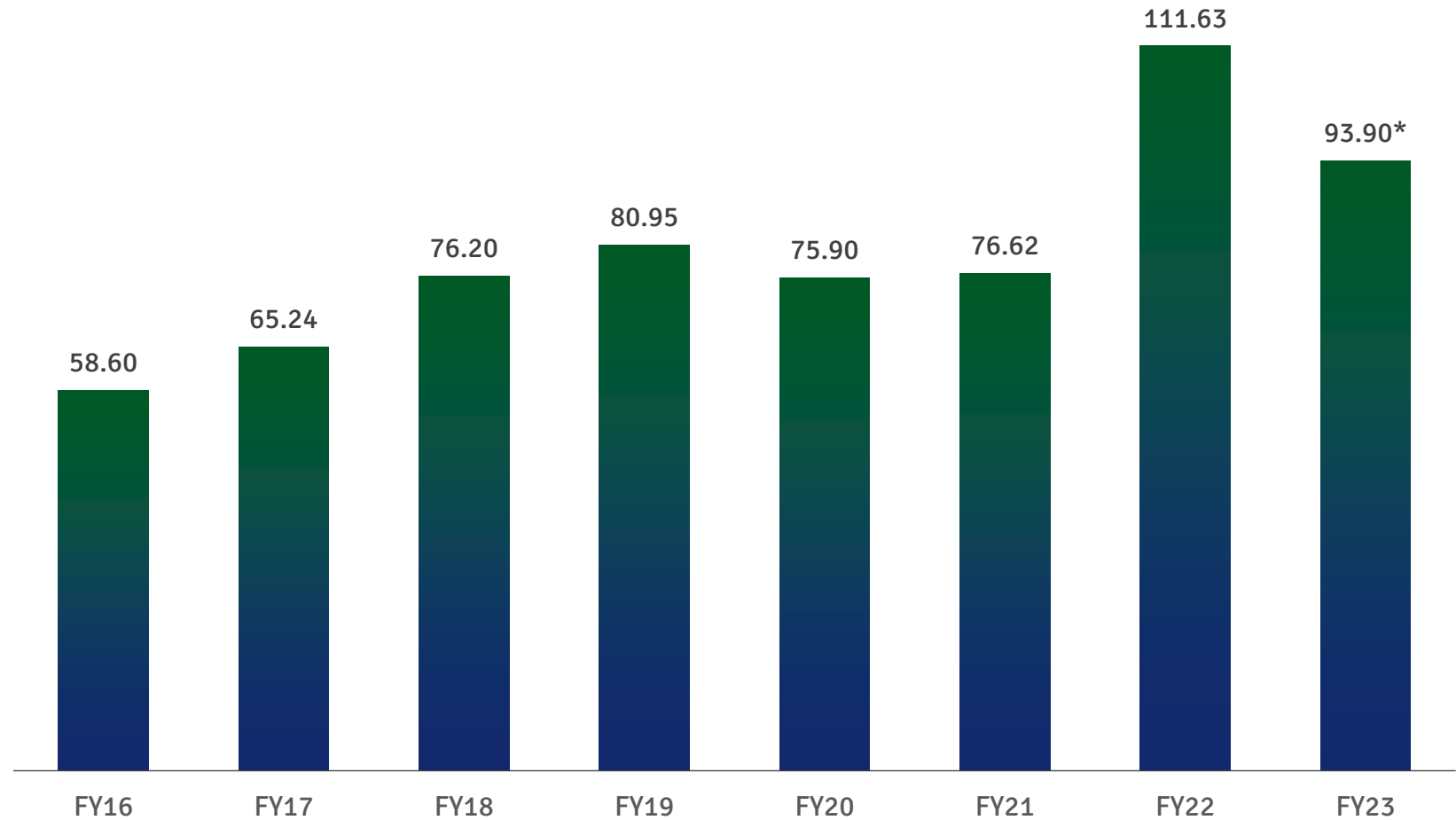
We believe in qualitative manufacturing and adheres to various qualitative standards. Our products are compliant with quality standards including ISO 9001 and IATF 2016



3. Industry Opportunity

- The engineering sector is the largest of the industrial sectors in India and accounts for 3% of the India's Gross Domestic Product (GDP)
- It accounts for 27% of the total factories in the industrial sector and represents 63% of the overall foreign collaborations
- Turnover of the capital goods industry is forecast to reach US\$115.17billion by 2025
- In FY22, India exported engineering goods worth US\$111.63 billion, a 45.51% YoY growth
- Export of engineering goods is expected to reach US\$200 billion by 2030

India's Engineering Goods Exports (US\$ billion)



*till February 2023

Growth Drivers



POLICIES

De-licensing

Reduction in tariff and customs

Supportive Government policies leading to higher investments



INVESTMENT

Increasing FDI inflows

Higher M&As

Easy credit facilities for manufacturing companies



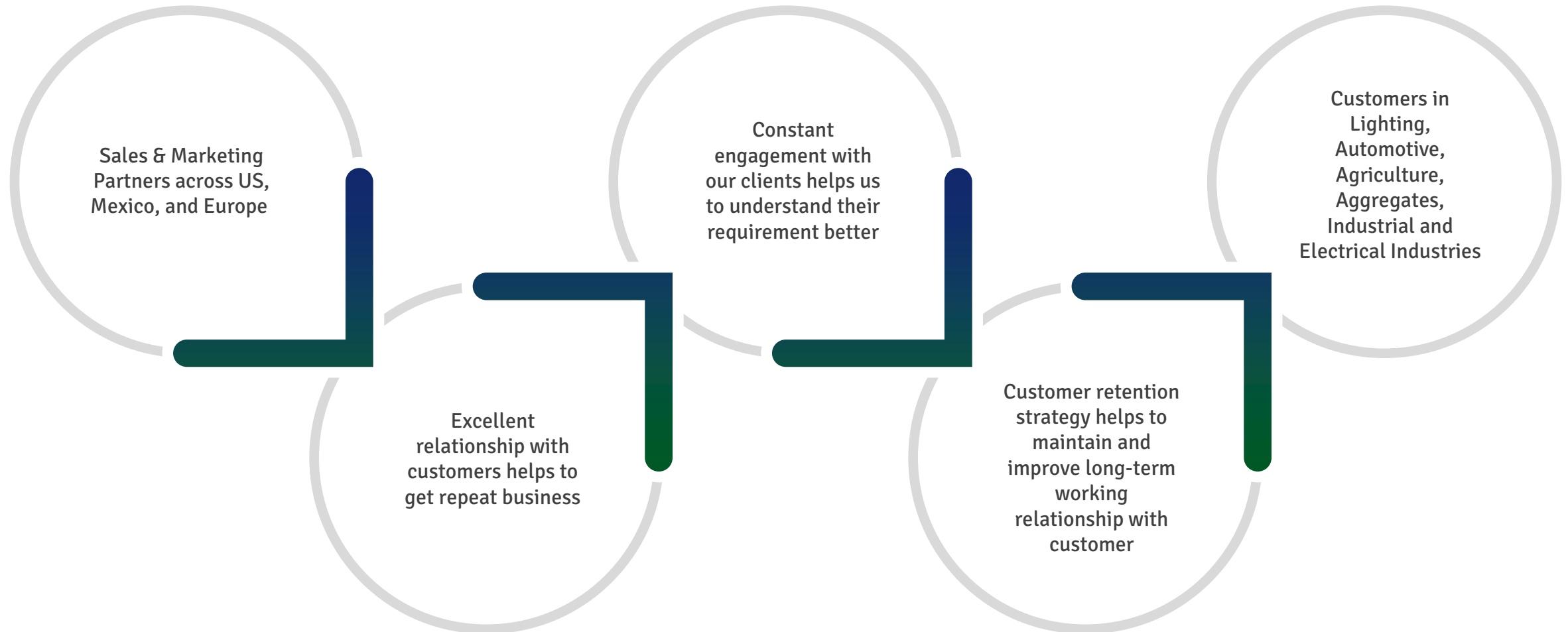
DEMAND-SIDE DRIVERS

Capacity addition for power generation

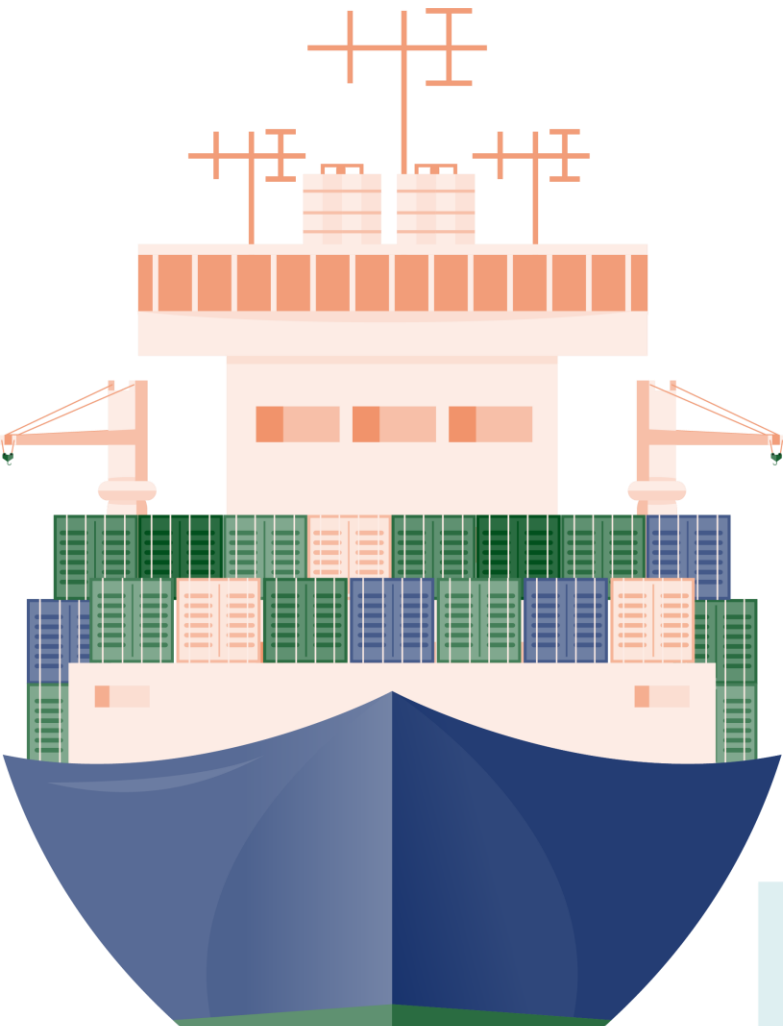
Increase in infrastructure spending

Rise in exports, which touched US\$ 111.63 billion in FY22

4. Existing well established relationship with well-connected customer



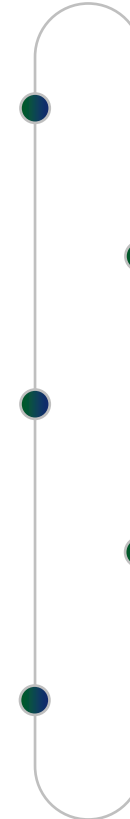
5. Asset light business model as a result of wide supplier base



Operate on an asset light business model which does not require us to invest heavily on physical assets such as plant and machinery etc.

Vendor Managed Inventory (VMI) programs with major suppliers

Rely on ability to design quality and technically sound products from a MESH certified, manufacturing standards of supplier performance, efficiency manufacturers



Long standing relationship with suppliers and continuously scope out new manufacturers

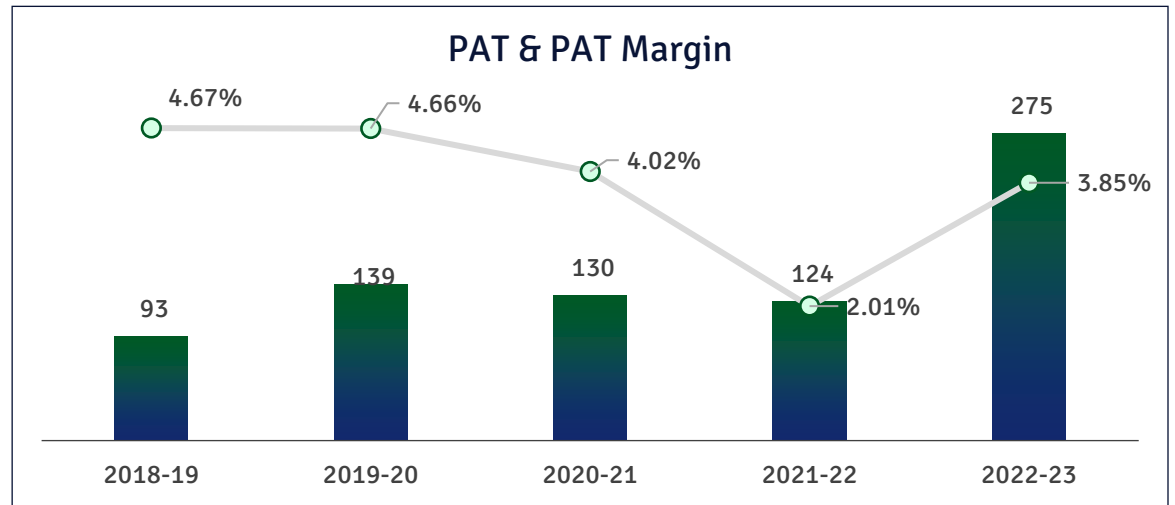
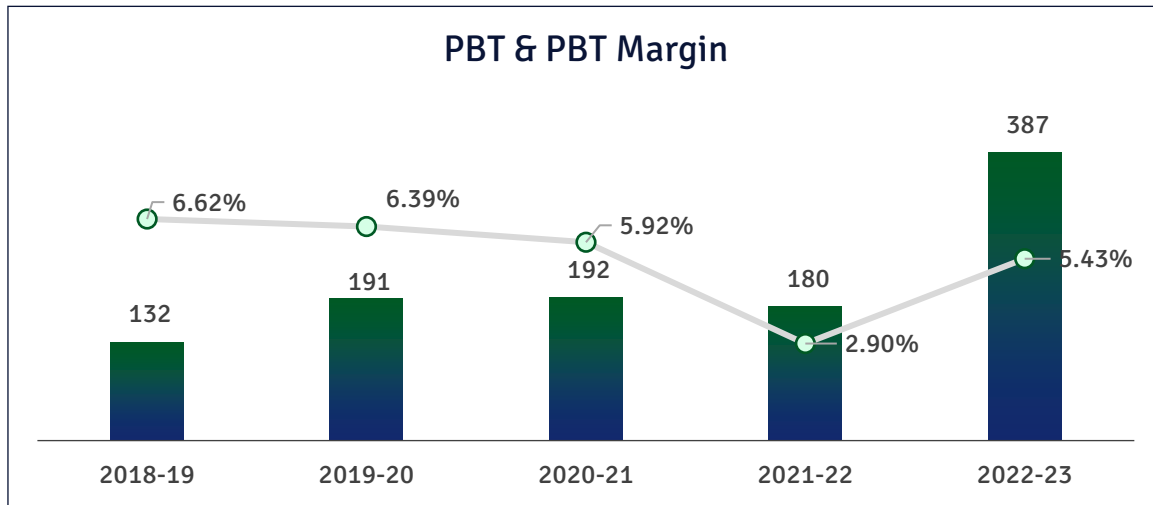
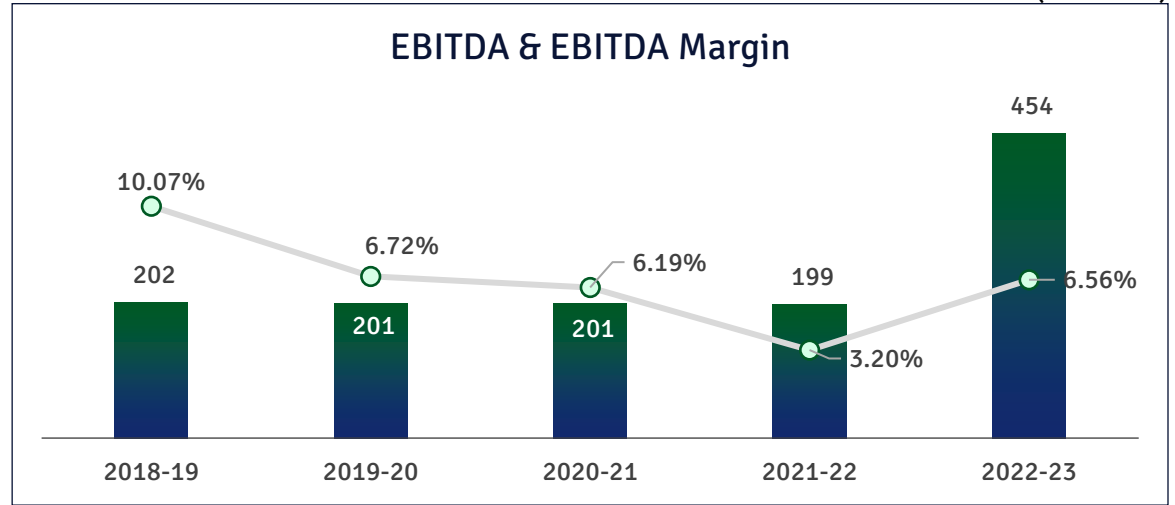
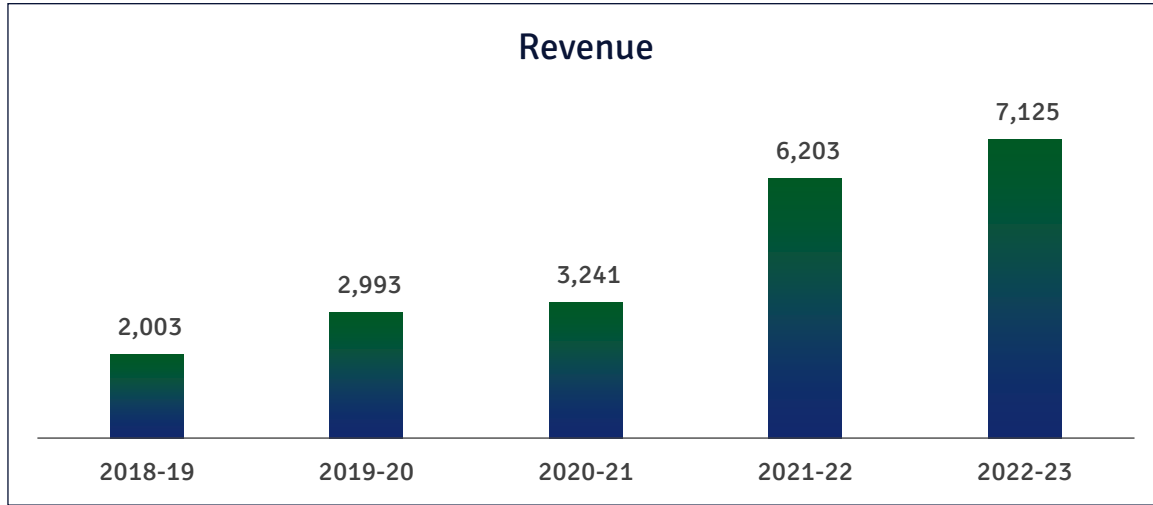
Focused on product R&D & work closely with suppliers for product designing & prototyping, reverse engineering, material selection and quality assessment



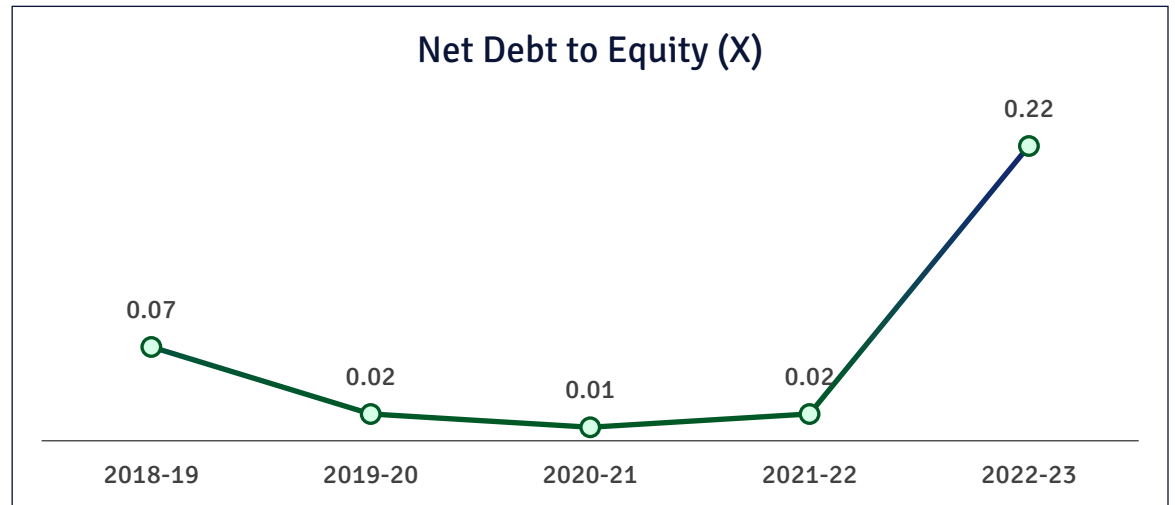
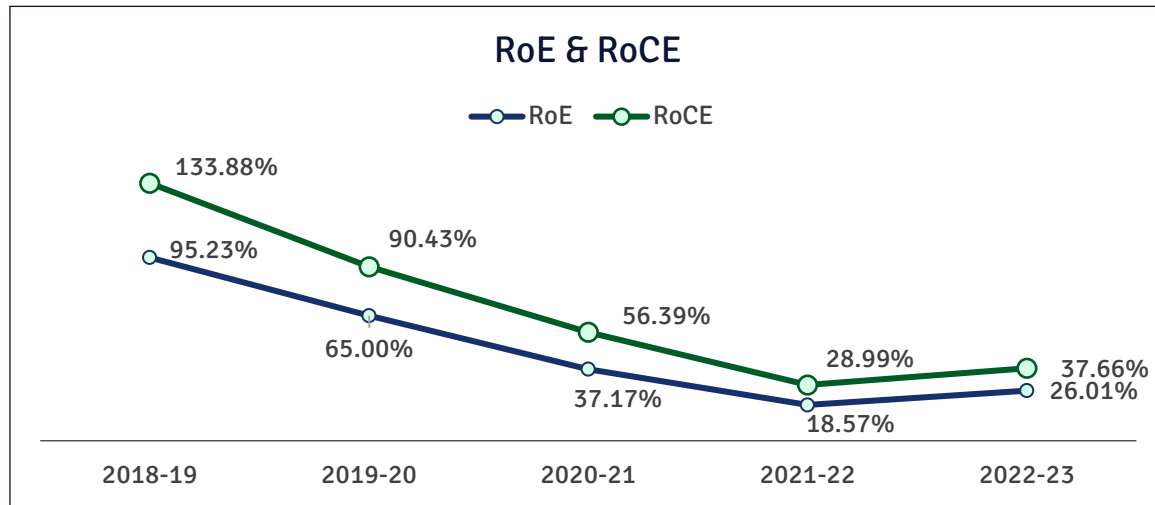
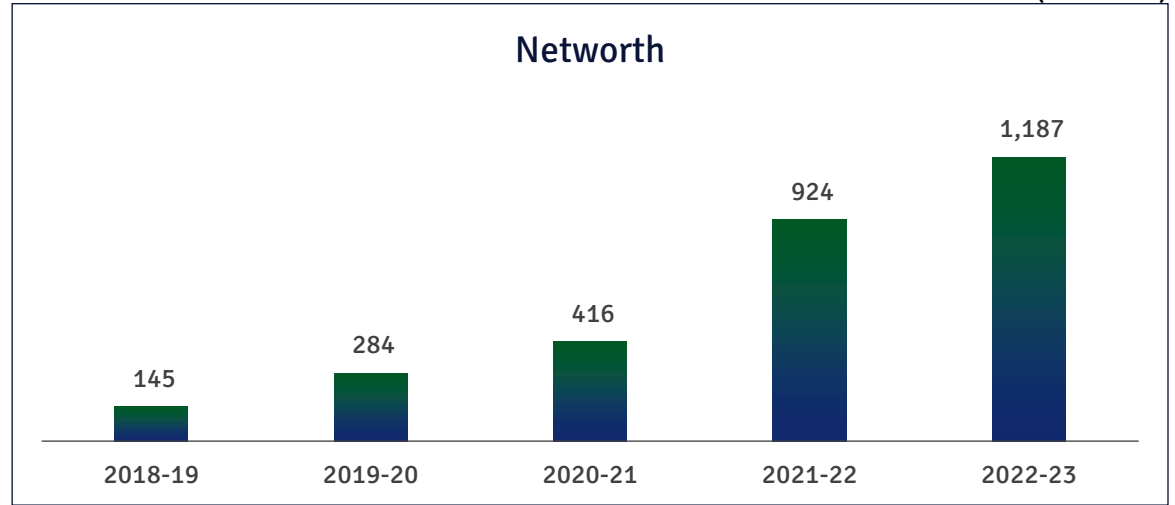
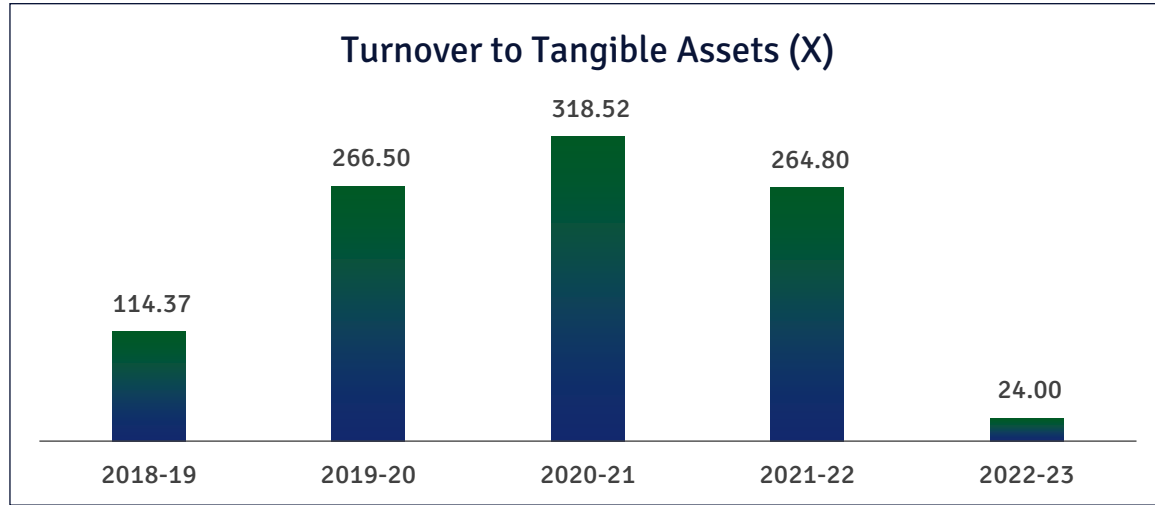
6. Technologically Equipped Model



7. Robust Financial Performance



Robust Financial Performance



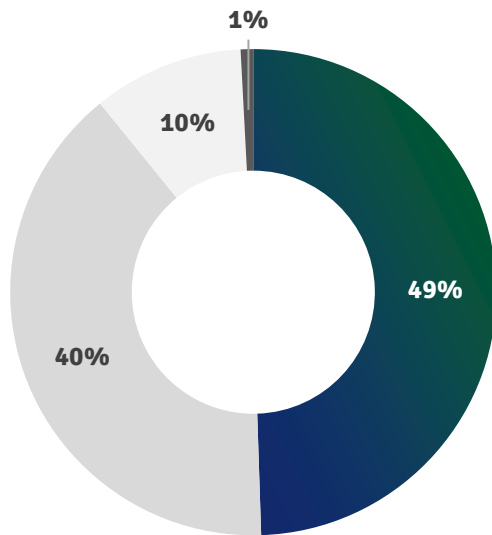
Balance Sheet

(₹ in Lakhs)

Particulars	FY23	FY22	FY21
EQUITY & LIABILITIES			
Share Capital	615.70	153.92	107.84
Reserves & Surplus	570.95	770.52	308.40
Non-Current Liabilities	237.48	19.15	9.38
Short-Term Borrowings	26.37	6.77	-
Trade Payables	1,829.09	2,538.40	1,036.37
Other Current Liabilities	12.58	29.30	39.20
Short-Term Provisions	26.18	5.48	56.72
Total	3,318.35	3,523.54	1,557.91
ASSETS			
Property, Plant & Equipments	576.02	39.88	11.67
Deferred Tax Assets	2.51	9.39	7.80
Long-Term Loans & Advances	1.50	-	34.26
Other Non-Current Assets	57.67	24.16	7.47
Inventories	98.38	211.02	48.59
Trade Receivables	1,633.56	2,274.35	239.75
Cash & Cash Equivalents	117.94	22.45	44.14
Short-Term, Loans & Advances	705.27	786.97	1,006.40
Other Current Assets	125.51	155.31	157.83
Total	3,318.35	3,523.54	1,557.91

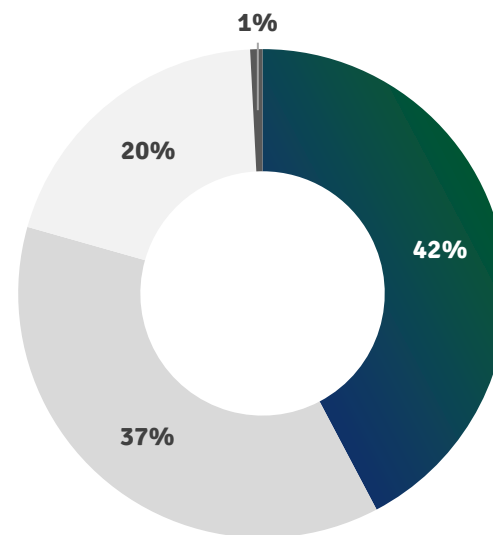
Product Revenue Mix

2020-21



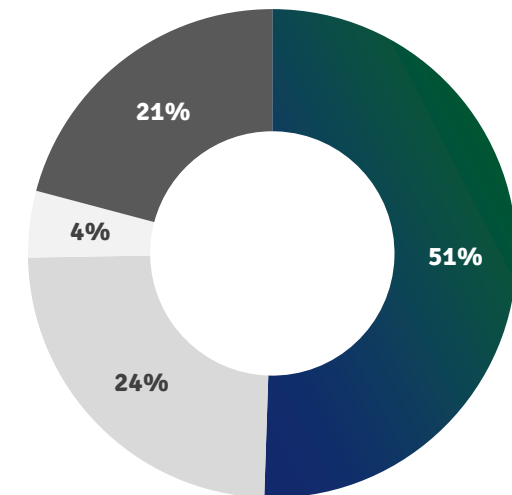
- Lighting
- Automobile & Transportations
- Construction & Agriculture
- Electrical & Power

2021-22



- Lighting
- Automobile & Transportations
- Construction & Agriculture
- Electrical & Power

2022-23

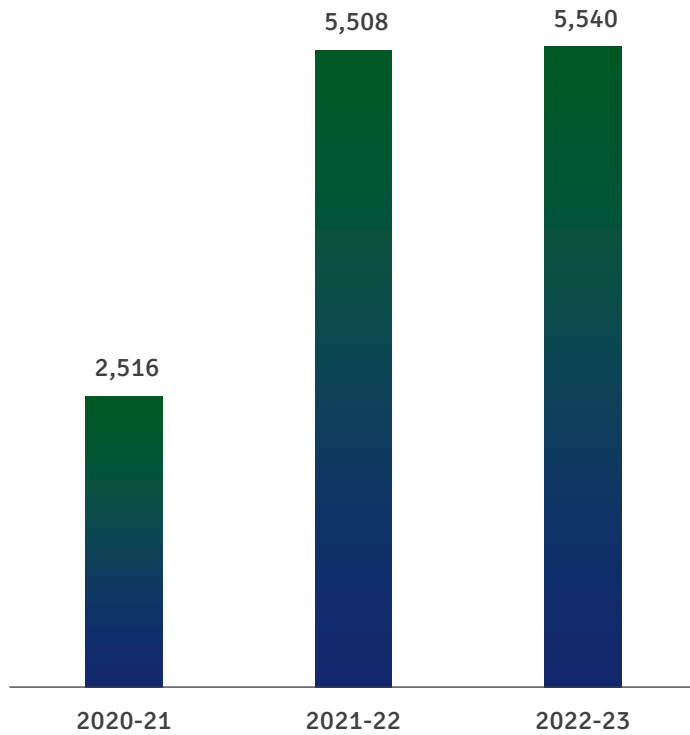


- Lighting
- Transportation & Automobile
- Construction & Agriculture
- Electrical & Power

Divisional Revenue Mix

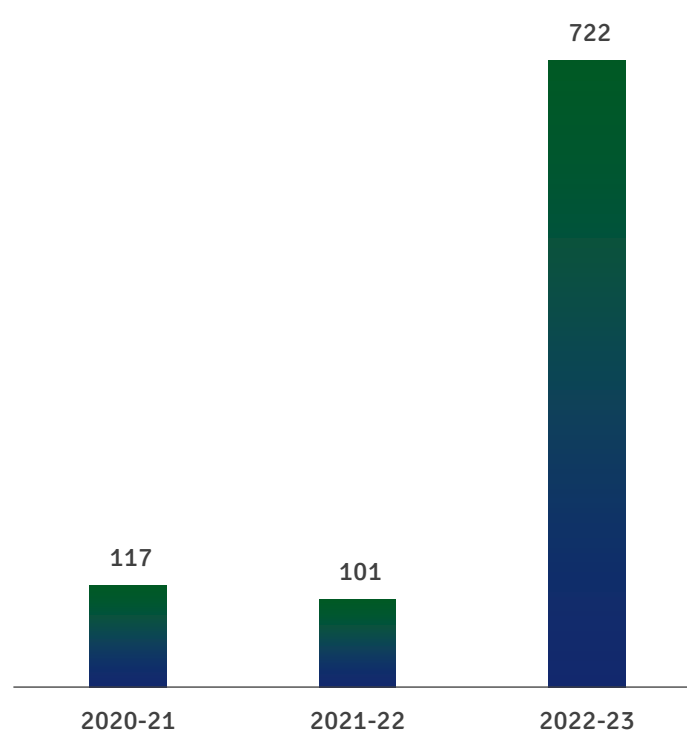
80%

Sale of Products



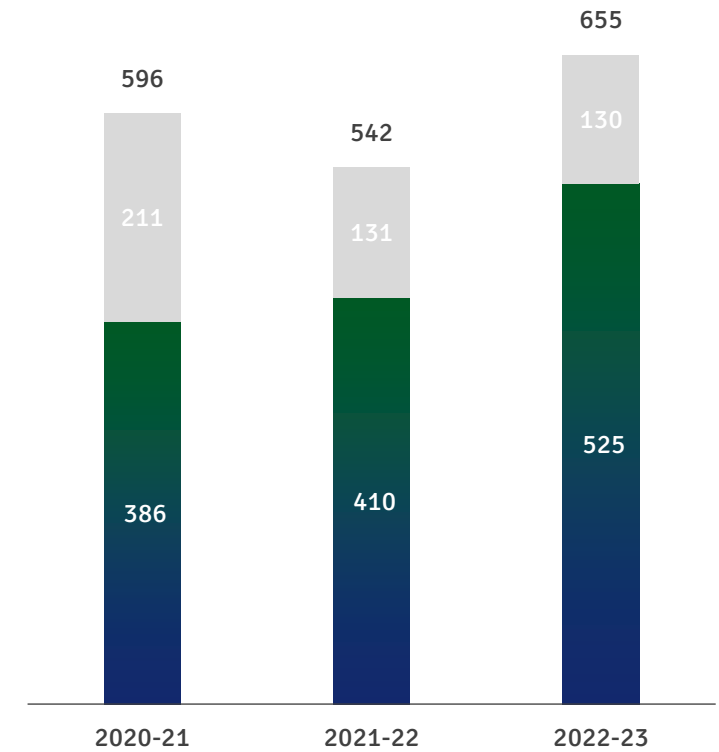
10%

Sale of Services



09%

Other Operating Revenues



*Export Incentives also includes duty drawback and license MEIS sales

Strategy Going Forward

Increase geographical reach by exploring other international markets

Explore other international markets and source opportunities with varied businesses across different geographies

Expand our supplier base

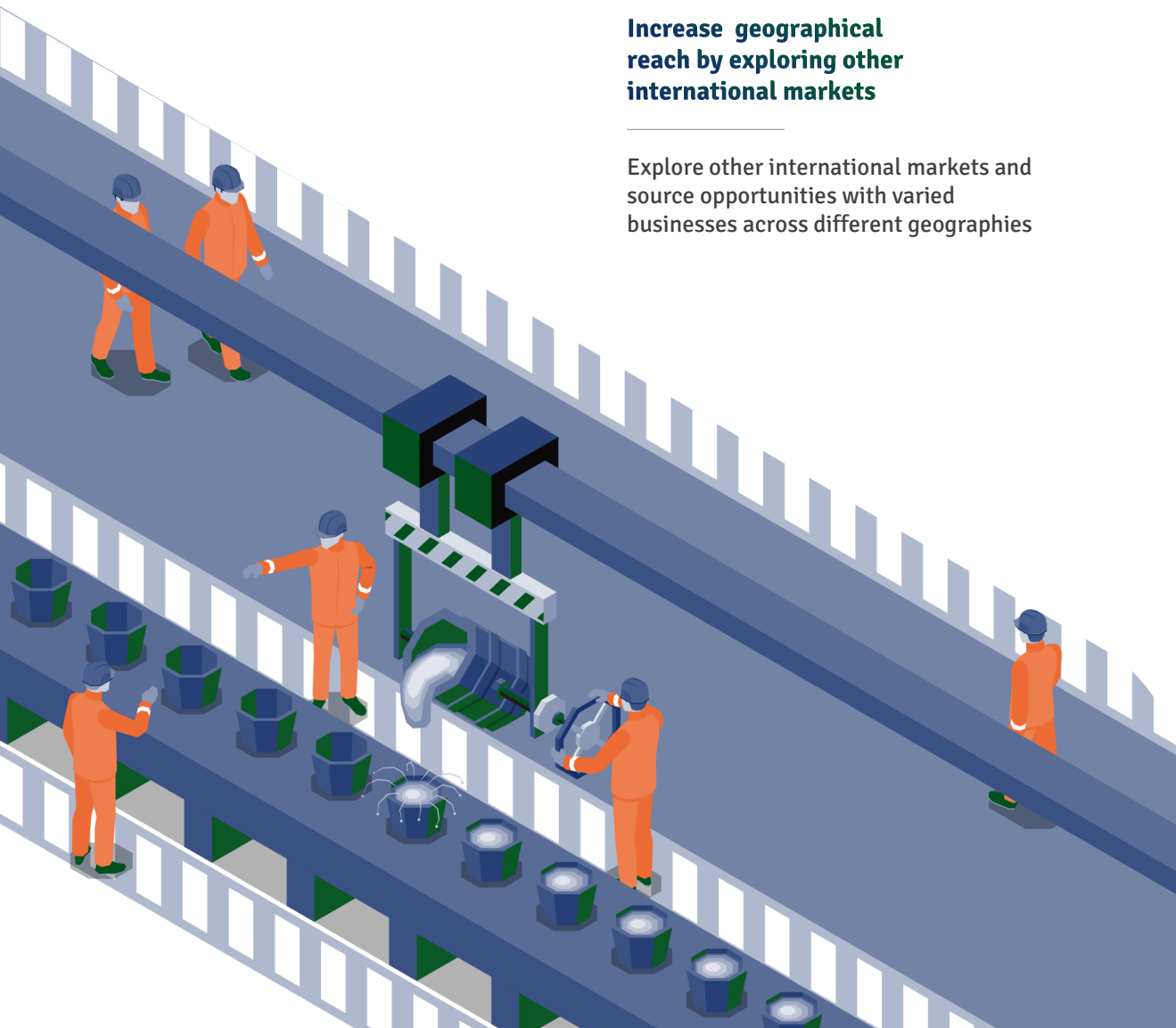
Continue to grow supplier network in line with the growth of business operations as well as provide supplier development and hand holding

Focus on establishing our presence in domestic market

Explore domestic entities seeking engineered products and the range of services we provide and thus creating a local presence

Improve operating efficiencies through technology enhancements & supplier development

Continue to further strengthen our operational and fiscal controls by enhancing suppliers' technology capabilities to develop customized systems and processes to ensure effective and efficient control over processes and products quality

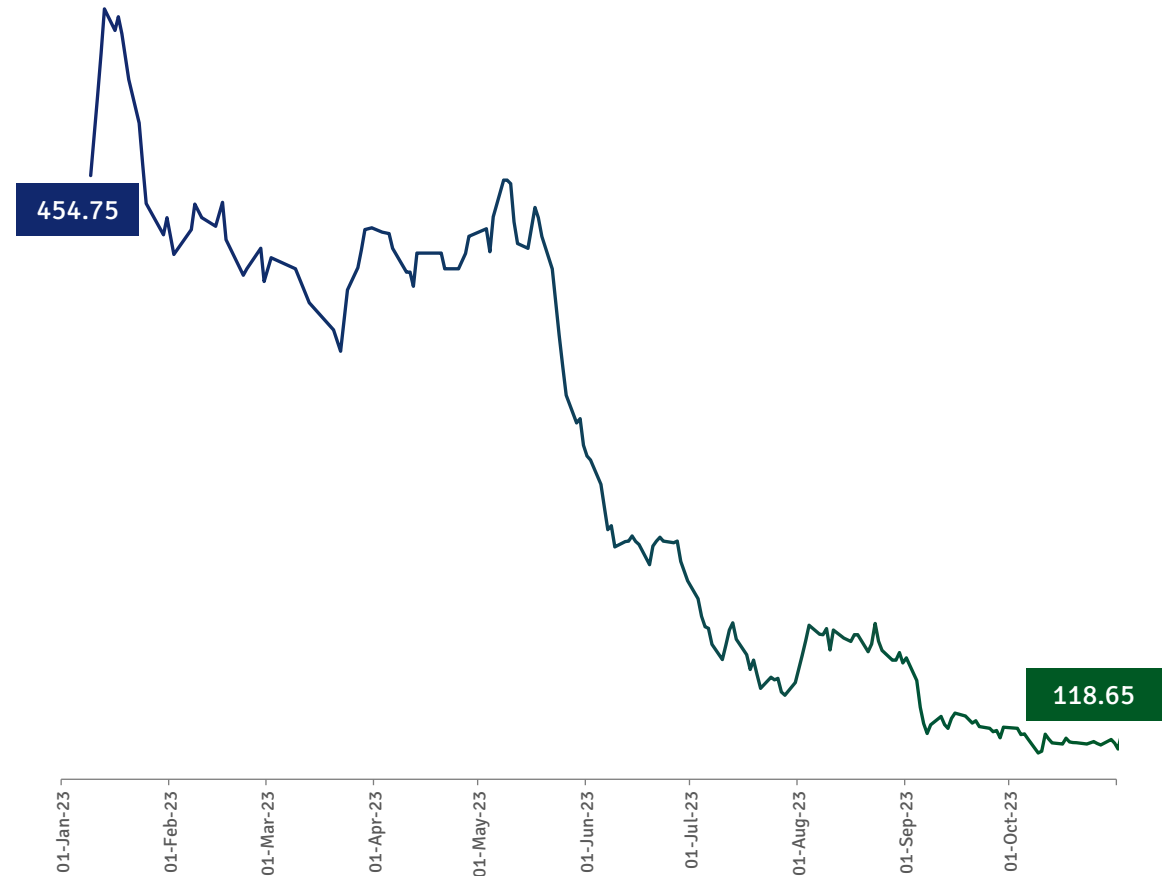


Shareholders' Information

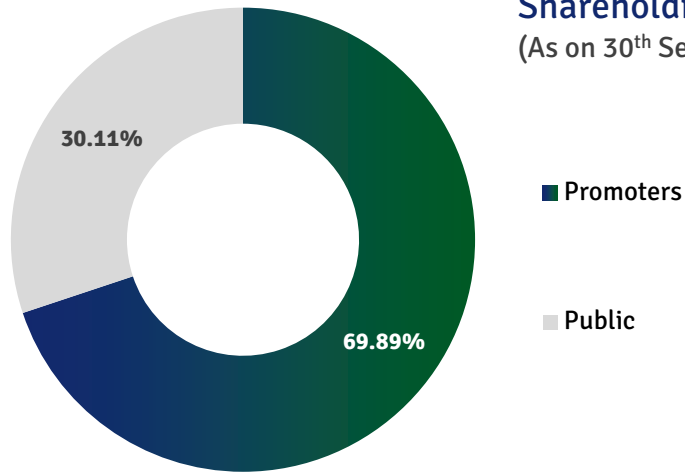
Stock Data (As on 23rd Nov 2023)

Market Capitalization (₹)	7,304 Lakhs
Shares Outstanding	61.57 Lakhs
Free Float	30.13%
Symbol (NSE EMERGE)	BMETRICS

Shareholders' Value Creation



Shareholding Pattern (%) (As on 30th Sept 2023)



Data as on 06th Nov 2023 unless otherwise stated



Thank You

Bombay Metrics Supply Chain Limited

ISIN: INE013Y01014

201/Quantum Towers, Ram Baug lane, Near Chincholi
Petrol Pump, S.V. Road, Malad (West), Mumbai - 400 064

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