

RESULTS PRESS RELEASE

For Immediate Release

Bombay Metrics Supply Chain Limited announces Financial Results For the Six months ended September 2024

Mumbai, India, Wednesday, November 13, 2024: Bombay Metrics Supply Chain Limited is a leading full-service provider of global manufacturing, engineering and supply chain management services, today announced their audited financial results for the six months ended September 2024.

(₹ in lakhs)

Particulars	H1 FY25	H2 FY24	H1 FY24	Y-o-Y (%)	H-o-H (%)	FY24	FY23	Y-o-Y (%)
Revenue from Operations	4,763.25	4,369.04	4,199.33	13%	9%	8,568.37	6,916.89	24%
EBITDA	319.93	394.35	154.21	107%	-19%	548.57	473.44	16%
EBITDA Margin (%)	6.63%	9.00%	3.64%			6.36%	6.65%	
PAT	149.85	257.61	81.12	85%	-42%	338.74	274.51	23%
PAT Margin (%)	3.11%	5.88%	1.91%			3.93%	3.85%	
EPS	1.22	4.18	1.32			5.50	4.46	

Half Year Financial Review (Y-o-Y):

Revenue Performance:

The revenue from operations soared to ₹ 4,763.25 lakhs in H1 FY25, marking an impressive 13% increase from ₹ 4,199.33 lakhs in H1 FY24.

Profit Growth:

EBITDA surged by a remarkable 107% to ₹ 319.93 lakhs in H1 FY25, compared to ₹ 154.21 lakhs in H1 FY24. Profit before tax (PBT) saw a staggering growth of 88%, reaching ₹ 204.89 lakhs in H1 FY25 from ₹ 109.26 lakhs in H1 FY24. Profit after tax (PAT) catapulted by 85%, standing at ₹ 149.85 lakhs in H1 FY25, up from ₹ 81.12 lakhs in H1 FY24.

Profit Margins:

EBITDA margin expanded to 6.63% in H1 FY25, significantly higher than the 3.64% reported in H1 FY24. PBT margin climbed to 4.25%, a rise from 2.58%, while PAT margin advanced to 3.11%, up from 1.91% in H1 FY24.

Finance Costs:

Finance costs soared to ₹ 48.06 lakhs in H1 FY25 from ₹ 10.95 lakhs in H1 FY24.

Depreciation and amortization:

Depreciation and amortization charges risen by 97%, amounting to ₹ 66.99 lakhs in H1 FY25 compared to ₹ 34.01 lakhs in H1 FY24.

Earnings Per Share:

Earnings Per Share (EPS) stands at ₹ 1.22 in H1 FY25, down from ₹ 1.32 in H1 FY24.

Half Year Financial Review (H-o-H):

Revenue Performance:

The revenue from operations increased to ₹ 4,763.25 lakhs in H1 FY25, showcasing an increase of 9% from ₹ 4,369.04 lakhs in H2 FY24.

Profit Growth:

EBITDA declined by 19% to ₹ 319.93 lakhs in H1 FY25, compared to ₹ 394.35 lakhs in H2 FY24. Profit before tax (PBT) declined by 41%, reaching ₹ 204.89 lakhs in H1 FY25 from ₹ 347.34 lakhs in H2 FY24. Profit after tax (PAT) decreased by 42%, standing at ₹ 149.85 lakhs in H1 FY25, up from ₹ 257.61 lakhs in H2 FY24.

Profit Margins:

EBITDA margin stood at 6.63% in H1 FY25, down from 9% in H2 FY24. PBT margin decreased to 4.25%, compared to 7.93%, while PAT margin declined to 3.11%, from 5.88% in H2 FY24.

Finance Costs:

Finance costs were ₹ 48.06 lakhs in H1 FY25, as against ₹ 11.61 lakhs in H2 FY24.

Depreciation and Amortization:

Depreciation and amortization charges for H1 FY25 amounted to ₹ 66.99 lakhs, compared to ₹ 35.40 lakhs in H2 FY24.

Earnings Per Share:

Earnings Per Share (EPS) saw a decline, standing at ₹ 1.22 in H1 FY25, down from ₹ 4.18 in H2 FY24.

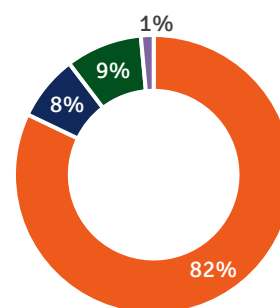
Operational Review (Y-o-Y):

Division-wise Performance:

(₹ in lakhs)

Particulars	H1 FY25	H1 FY24	(%) Change
Sale of Product	3,910.29	3,470.41	+13%
Technical Engineers Support	360.93	172.14	+110%
Sale of Service	421.77	348.35	+21%
Other Operating Revenue	70.26	208.43	-66%
Total	4,763.25	4,199.33	

Division-wise Revenue



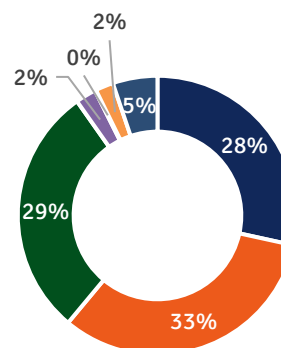
- Sale of Product
- Technical Engineers Support
- Sale of Service
- Other Operating Revenue

Industry-wise Performance:

(₹ in lakhs)

Particulars	H1 FY25	H1 FY24	(%) Change
Electrical & Power	1,111.62	936.78	+19%
Lighting	1,275.91	907.06	+41%
Transportation & Automobile	1,140.76	717.45	+59%
Construction & Agriculture	93.17	79.75	+17%
Gauge	5.19	2.06	+151%
Medical	81.16	-	-
Raw Material (Aluminium Alloy)	202.49	751.40	-73%
Raw Material (Zinc Alloy)	-	75.90	-100%
Total	3,910.29	3,470.41	

Product-wise Revenue



- Electrical & Power
- Lighting
- Transportation & Automobile
- Construction & Agriculture
- Gauge
- Medical
- Raw Material (Aluminium Alloy)

Management Commentary:

Dear Shareholders,

Warm greetings to our cherished shareholder family. We are excited to share the financial performance of our company for the first half of FY25. It fills us with pride to report on the substantial progress and key milestones we have accomplished during this period. As we celebrate these achievements, we also take this opportunity to wish you joyous festivities and a season filled with prosperity and happiness.

We are delighted to report that your company has achieved strong performance across key industries, including Lighting, Transportation & Automobile, and Medical sectors. These positive results highlight our effective strategies and ability to adapt in a dynamic market environment. Additionally, our investment in in-house tool manufacturing has proven highly beneficial, enhancing our production processes, further improving our margins, and boosting overall efficiency. This initiative is part of our broader commitment to drive sustainable growth and operational excellence.

We are also pleased to note that our Vietnam subsidiary has begun generating returns, underscoring the effectiveness of our global diversification strategy. In terms of future investments, we have a capital expenditure plan of ₹ 4-5 Crores slated for the near term. This will be directed toward furthering our infrastructure and supporting our growth ambitions.

The global supply chain has faced significant disruptions, leading to a sharp increase in container freight costs. This ongoing crisis has affected logistics and the movement of goods across borders, impacting operational expenses. The rise in shipping rates, driven by a combination of container shortages, port congestion, and geopolitical tensions, has posed challenges to maintaining cost efficiency. Despite these hurdles, we have taken proactive measures to mitigate the impact through strategic planning, partnerships with reliable logistics providers, and exploring alternative routes to ensure minimal disruption to our supply chain operations.

In line with our commitment to maintaining a healthy financial position and operational efficiency, we have written off old receivables that were deemed unrecoverable and cleared out unwanted inventory. This decisive action helps streamline our balance sheet, eliminate legacy inefficiencies, and focus on higher-yield opportunities. While these write-offs have an impact on short-term results, they enhance our ability to manage working capital effectively and position us for stronger financial stability in the long term.

With a robust order book in hand and strong momentum in the first half, we are optimistic about maintaining this positive trajectory into the second half of the year. Our strategic initiatives, coupled with our ongoing commitment to efficiency and expansion, set a solid foundation for continued success and value creation for our stakeholders.

Sincerely,
Mr. Sahil Shah, Chairman
Mr. Nipul Keniya, 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, Vietnam 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.

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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.