Bombay Metrics Supply Chain Ltd.

Bombay Metrics Supply Chain Limited

EARNINGS PRESENTATION

MAY 2026

Safe Harbour Statement

This presentation contains forward looking statements that reflect management's current views with respect to certain future events and potential financial performance. Forward looking statements are other than statements of historical facts. The words believe, expect, anticipate, intend, estimate, outlook, will, may, continue, should and similar expressions identify forward looking statements.

Forward looking statements include statements regarding objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of the Company's markets; the impact of regulatory initiatives; and the strength of competitors. The forward looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in records and other data available from third parties.

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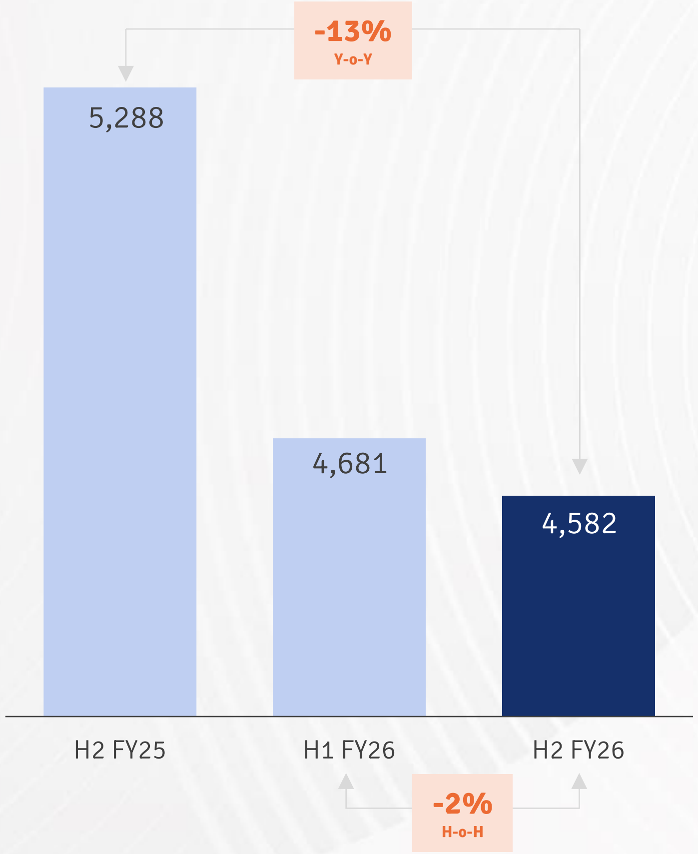
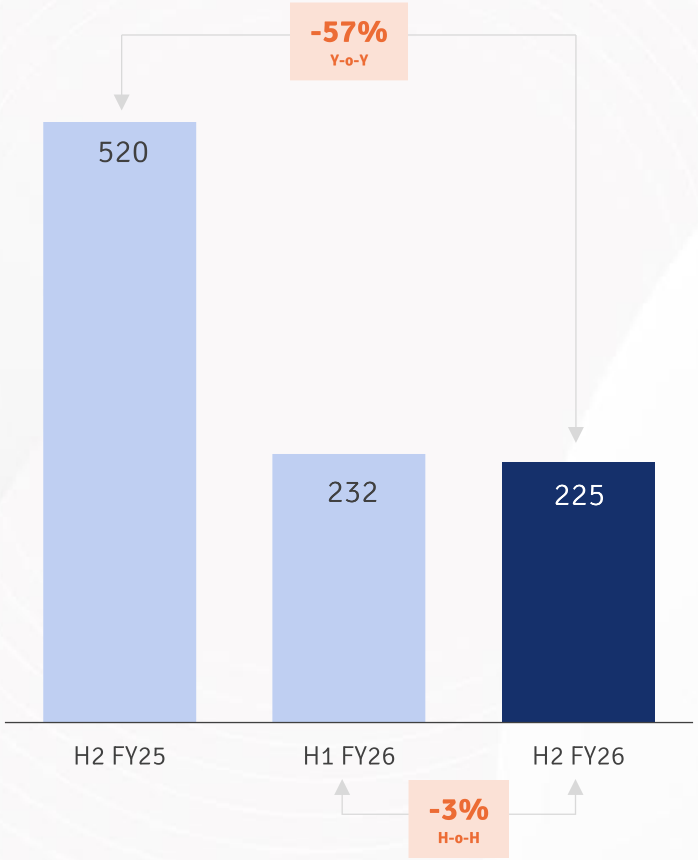
Results Update: H2 FY26 (Consolidated)

(₹ in Lakhs)

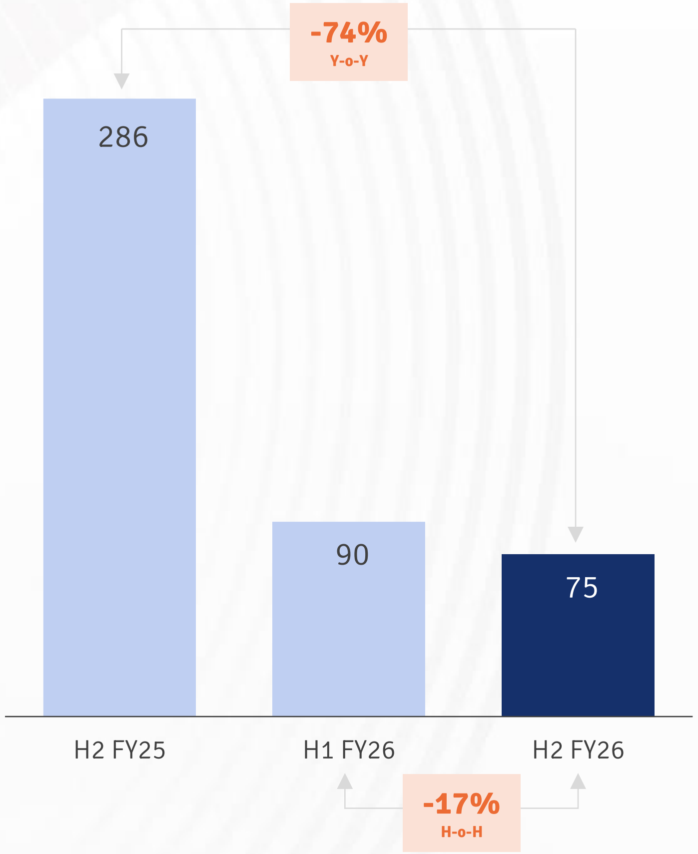
Revenue from Operations



EBITDA

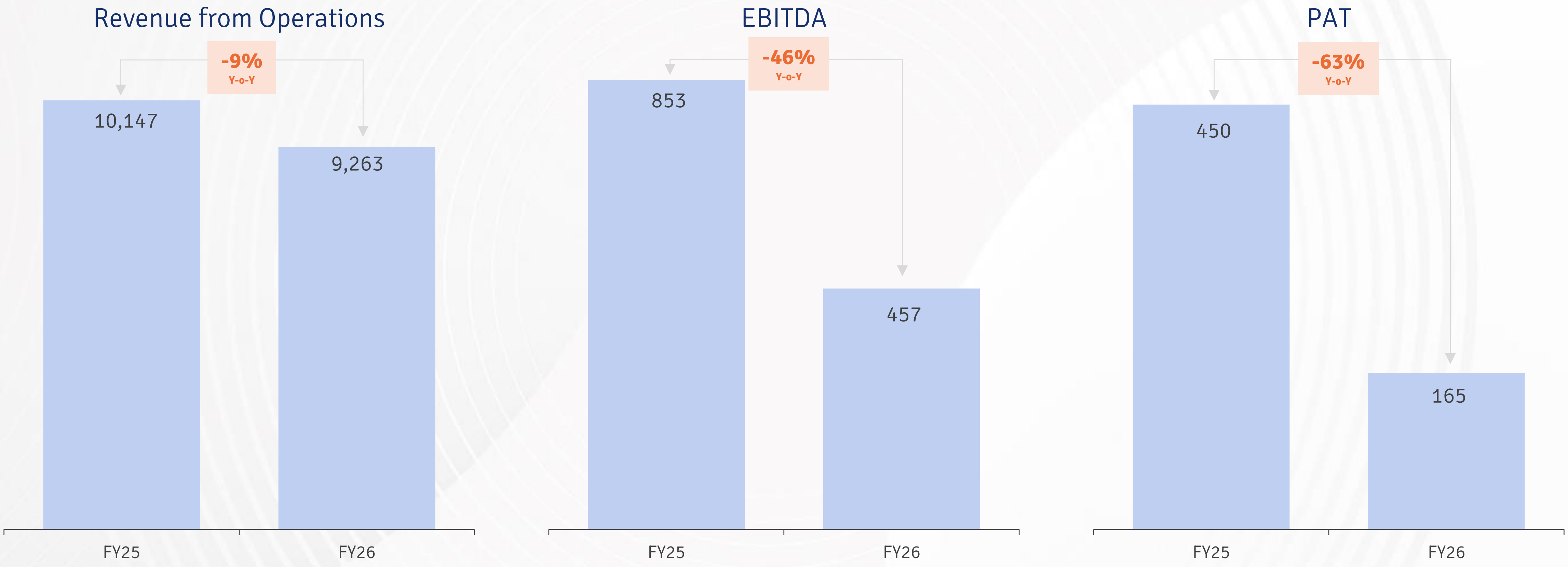


PAT



Results Update: FY26 (Consolidated)

(₹ in Lakhs)

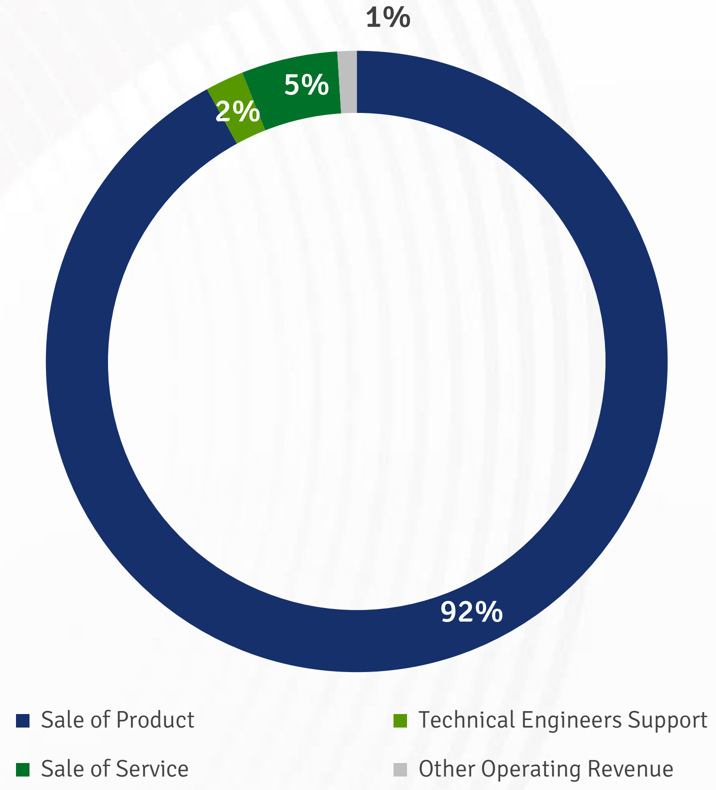


Divisional Revenue Performance: H2 FY26

(₹ in Lakhs)

	H2FY26	H1FY26	H2FY25	Y-o-Y Change (%)	H-o-H Change (%)	FY26	FY25	Y-o-Y Change (%)
Sale of Product	4,210	4,046	3,973	+6%	+4%	8,256	7,884	+5%
Technical Engineers Support	98	61	182	-46%	+62%	159	543	-71%
Sale of Service	229	505	626	-63%	-55%	735	1,048	-30%
Other Operating Revenue	44	69	507	-91%	-36%	113	577	-80%
Total	**4,582**	**4,681**	**5,288**	**-13%**	**-2%**	**9,263**	**10,052**	**-8%**

Division-wise Revenue

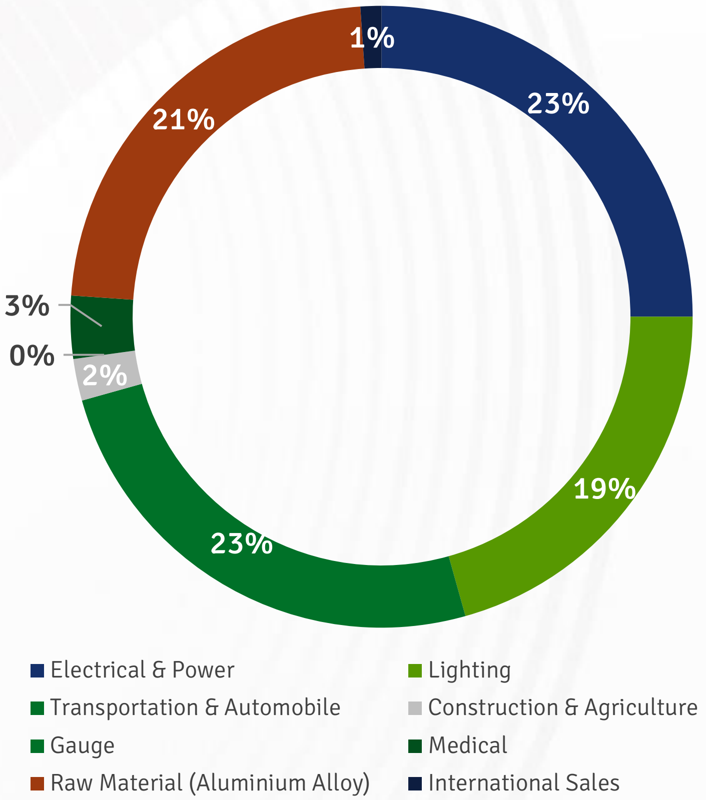


Industry Revenue Performance: H2 FY26

(₹ in Lakhs)

	H2FY26	H1FY26	H2FY25	Y-o-Y Change (%)	H-o-H Change (%)	FY26	FY25	Y-o-Y Change (%)
Electrical & Power	1,070	1,008	999	+7%	+6%	2,077	2,111	-2%
Lighting	855	1,210	1,213	-30%	-29%	2,065	2,489	-17%
Transportation & Automobile	1,055	778	1,331	-21%	+36%	1,833	2,472	-26%
Construction & Agriculture	85	69	84	+2%	+24%	154	177	-13%
Gauge	15	28	0.12	+12786%	-46%	43	5	+710%
Medical	149	48	13	+1061%	+211%	197	95	+109%
Raw Material (Aluminium Alloy)	980	907	332	+195%	+8%	1,887	535	+253%
International Sales	63	76	79	-20%	-17%	139	175	-20%
Total	**4,273**	**4,122**	**4,052**	**+5%**	**+4%**	**8,256**	**7,884**	**+4%**

Product-wise Revenue



Profit & Loss – H2 FY26 (Consolidated)

(₹ in Lakhs)

Particulars	H2 FY26 (Audited)	H1 FY26 (Un-audited)	H2 FY25 (Audited)	Y-o-Y (%)	H-o-H (%)	FY26 (Audited)	FY25 (Audited)	Y-o-Y (%)
Revenue from Operations	4,581.99	4,681.20	5,288.33	-13%	-2%	9,263.19	10,147.48	-9%
Other Income	31.45	77.78	64.49	-51%	-60%	109.23	124.99	-13%
Total Revenue	**4,613.44**	**4,758.98**	**5,352.82**	**-14%**	**-3%**	**9,372.42**	**10,272.46**	**-9%**
Purchases of Stock-in-trade	3,603.83	3,938.88	3,894.72	-7%	-9%	7,542.71	7,433.54	1%
Changes in inventories of stock-in-trade	9.93	-223.22	28.71	-65%	104%	-213.28	12.70	-1779%
Employee benefit expenses	255.42	242.25	232.48	10%	5%	497.67	455.51	9%
Depreciation & Amortization expenses	63.60	52.94	62.12	2%	20%	116.54	129.11	-10%
Finance Cost	55.86	58.63	68.45	-18%	-5%	114.49	116.50	-2%
Other expenses	519.17	568.78	677.33	-23%	-9%	1,087.95	1,517.46	-28%
Total Expenses	**4,507.81**	**4,638.26**	**4,963.81**	**-9%**	**-3%**	**9,146.08**	**9,664.83**	**-5%**
Profit Before Tax (PBT)	105.63	120.72	389.01	-73%	-12%	226.34	607.65	-63%
Tax Expenses	30.57	30.41	102.59	-70%	1%	60.98	157.63	-61%
Profit After Tax (PAT)	**75.06**	**90.31**	**286.42**	**-74%**	**-17%**	**165.36**	**450.01**	**-63%**
EPS	**0.61**	**0.73**	**2.33**	**-74%**	**-16%**	**1.34**	**3.66**	**-63%**

Management Commentary

Sahil Hiten Shah
Chairman & Non-Executive Director

Mr. Nipul Hirji Keniya
Managing Director

Mr. Hiten Talakchand Shah
Non-Executive Director

> Looking ahead, the Company retains a positive medium-term outlook. Domestic market regained its momentum and remained strong, supported by sustained manufacturing activity and healthy capex cycles.

Dear Shareholders,

The global business environment is still uncertain owing to continuing geopolitical uncertainty, changes in tariff structures, export concerns, rising energy costs and volatility in raw material prices. The above factors continue to influence the flow of trade and supply chain efficiencies across industries. In terms of the above factors, it should be noted that certain tariff issues and export issues may continue to create some challenges in the near term. At the same time, Bombay Metrics Supply Chain Limited is focused on handling these disruptions through efficient execution and strong customer interactions.

In FY 26, we witnessed a 9% decline in our operating revenue, which stood at ₹ 9,263.19 lakhs. These subdued numbers were primarily driven by contracted demand in our export-oriented markets. Our EBITDA declined to ₹ 457.37 lakhs, reflecting a 46% year-on-year de-growth, while our Profit After Tax (PAT) decreased to ₹ 165.36 lakhs, down 63% from ₹ 450.02 lakhs in FY 25. Consequently, our EBITDA and PAT margins for FY 26 stood at 4.88% and 1.76%, respectively. While the year remained challenging, we continued to focus on operational discipline, cost optimization, and efficiency enhancement measures to strengthen the business and support long-term profitability.

In the period under review, there were some issues surrounding deliveries and exports due to logistical problems and increased costs of inputs. However, notwithstanding these constraints, we have maintained our focus on safeguarding customer relations and executing our plans to the best of our ability. By implementing strategic cost management and planning, coupled with effective pricing strategies, the Company has managed to overcome most of these issues. While export revenues witnessed a decline during the period amid global uncertainties and demand-related challenges, the Company's domestic business delivered strong performance, registering growth of about 253%, reflecting improving market traction and increasing opportunities in the domestic segment.

The Company's order book continues to remain healthy, providing encouraging visibility for the upcoming period. We are also witnessing improving business momentum, in the recent months demonstrating stronger revenue trends and operational traction. Management remains optimistic about sustaining this momentum supported by a diversified business pipeline, strong customer engagement and improving execution efficiencies

Over the years, the Company has developed strong expertise in handling operational disruptions and adapting to evolving market conditions. While several external factors remain beyond our control, we continue to focus sharply on areas where we can create meaningful impact through execution excellence, responsiveness and customer centricity.

At Bombay Metrics Supply Chain Limited, we believe in building for the long run. Consistent with this approach, the Company kept developing its people, systems, and organization throughout the year. Even during a period where many businesses remained cautious and downsized their teams, the Company managed to increase its strength. This decision was based on management's optimism regarding the future prospects. Moreover, the Company has been working on aligning ESOPs so that employees are more connected to long-term value generation.

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

45,000 Lakhs+
Value of Products Supplied*

40+
Suppliers

35+
Employees

12+
Processes

5+
Industries Served

13
Port Approved Shipper in India

15+
Customers

300+
Products

1,390+
Request for Quote*

5
Geographies Served

7,200+
Orders Served*

10,500 MMT+
Cargo Supplied*

Note:
*Since Incorporation in 2015
Data as on March 31, 2026

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

2023

Acquired 100% Stake in Metric Vietnam Company Limited

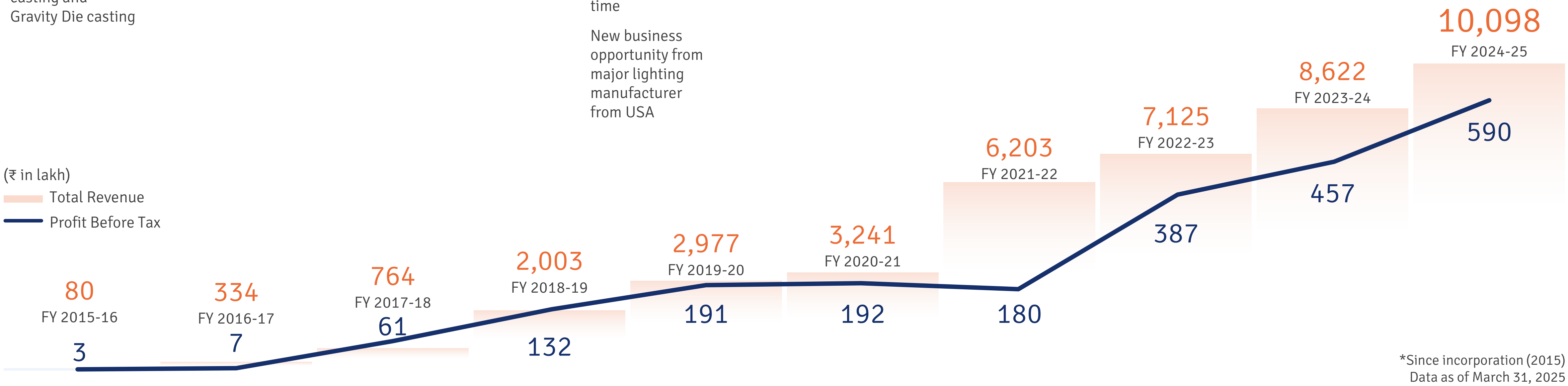
Forayed into Copper Import

2024

Set up warehouse in Coimbatore ,TN & Bhiwandi, MH Forayed into Reverse Engineering Services, Copper Import, Aluminium Ingots Trade Set up an office in Pune

2025

Crossed ₹100 Crore revenue mark Company was awarded as "Two Star Export House" by Government of India Established Bombay Metrics Metals Private Limited as an 80% subsidiary



*Since incorporation (2015)
Data as of March 31, 2025

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
Non-Executive
and Independent Director

Investment Proposition

- Integrated Business Model
- Wide product and services portfolio with focus on quality
- Fast growing industry
- Existing well established relationship with well-connected customer
- Asset light business model as a result of wide supplier base
- Technologically Equipped Model
- Robust financial performance

1. Integrated Business Model

Raw materials	Supplier	Manufacturing	Distribution	Customer
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 believes in qualitative manufacturing and adheres to various qualitative standards. Our products are compliant with quality standards including ISO 9001 and IATF 2016

Product portfolio consists of over thirteen types of engineered castings and forged parts in addition to supply chain management services

- Assemblies
- Forging
- Rubber Molding
- Sourcing
- Die Casting
- Extrusion
- CNC Machining
- Stampings
- Industries
- Investment Casting

3. Industry Opportunity (1/2)

The Indian engineering industry is a cornerstone of economic growth, marked by dynamic innovation, strategic investments, and strong R&D focus

Engineering goods constitute a significant ~27% of India's total goods exports, making them a major contributor to foreign exchange earnings

In FY26, engineering exports surged to an impressive $122 billion, achieving a 4.9% year-over-year rise.

The United States emerged as India's leading market for engineering exports, contributing $19.60 billion, while UAE & Saudi Arabia showed resilience due to geo-political pressures.

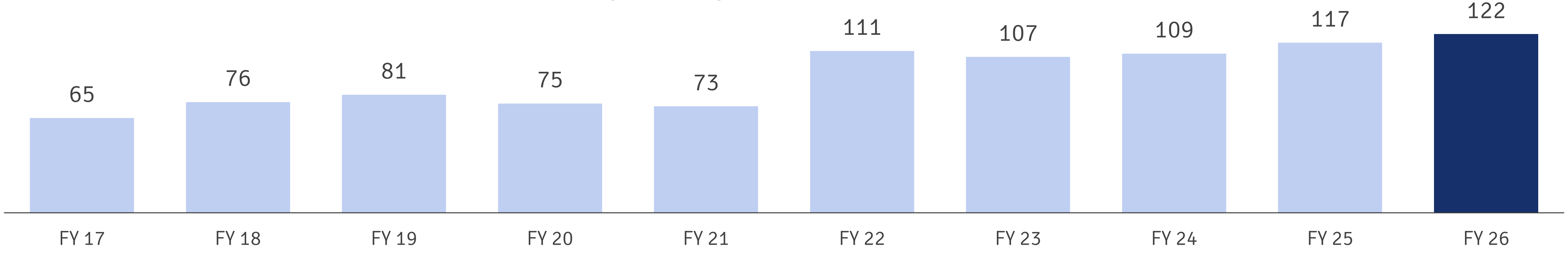
North America and the EU maintained their leadership as primary destinations of India's engineering exports

During April-June 2026, growth was recorded across 26 of 34 engineering panels, yet challenges persisted in non-ferrous metals such aluminum, zinc products which saw a decline

With projections set for engineering exports to soar to $200 billion by 2030, the industry’s role as a critical engine of economic growth and international trade is more prominent than ever

CAGR
7.2%

India's Engineering Goods Exports (US$ billion)



3. Growth Drivers (2/2)

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$ 109.20 billion in FY24

4. Existing well established relationship with well-connected customer

- Sales & Marketing Partners across US, Mexico, and Europe
- Excellent relationship with customers helps to get repeat business
- Constant engagement with our clients helps us to understand their requirement better
- Customer retention strategy helps to maintain and improve long-term working relationship with customer
- Customers in Lighting, Automotive, Agriculture, Aggregates, Industrial and Electrical Industries

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.

Long standing relationship with suppliers and continuously scope out new manufacturers

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

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

6. Technologically Equipped Model

SAP B-1 ERP and MRP System

Experienced Level 3, 4 and 5 PPAP processes

Robust APQP process portal with comprehensive documentation management system

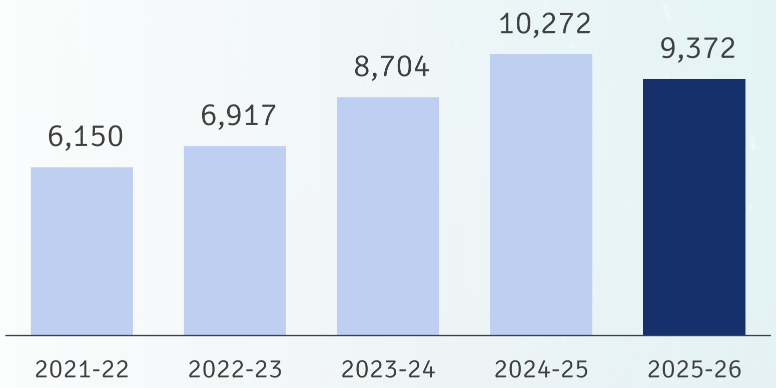
Complete Sourcing Audit, Quality Audit and Quality management capabilities

GST and all other compliances In-place

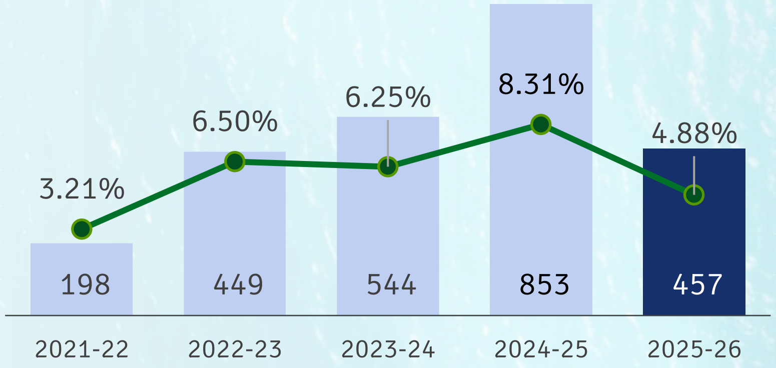
7. Robust Financial Performance

(₹ in Lakhs)

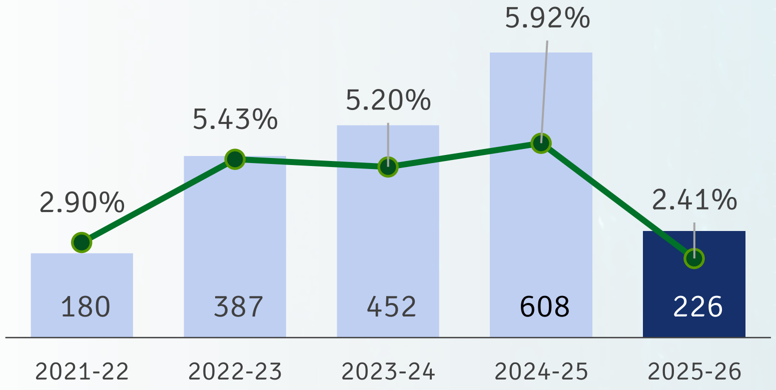
Revenue



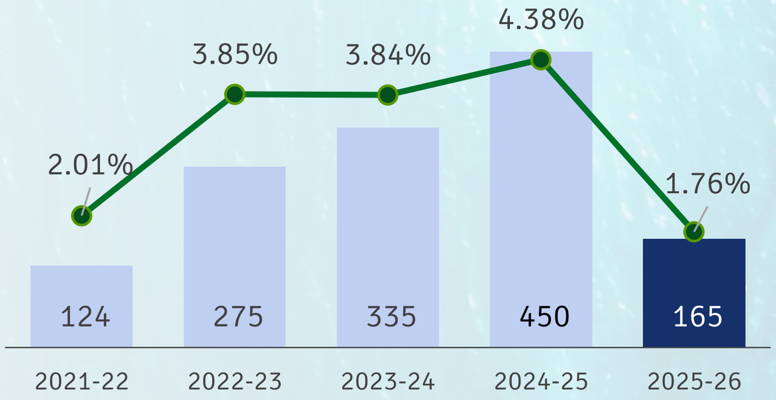
EBITDA & EBITDA Margin



PBT & PBT Margin



PAT & PAT Margin

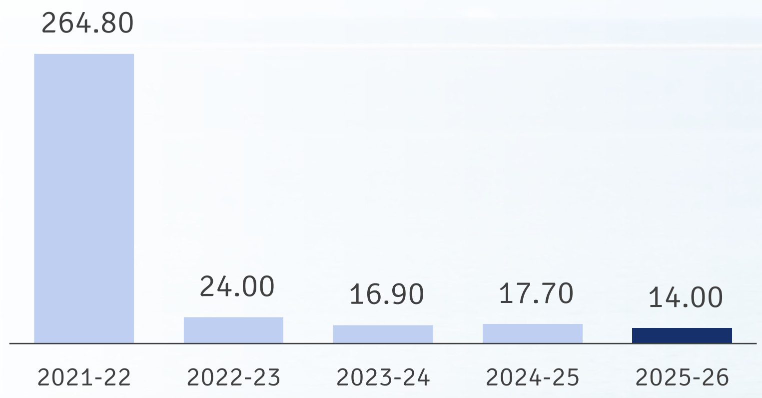


Note: Figures are on a consolidated basis (FY 2023–24 onwards)

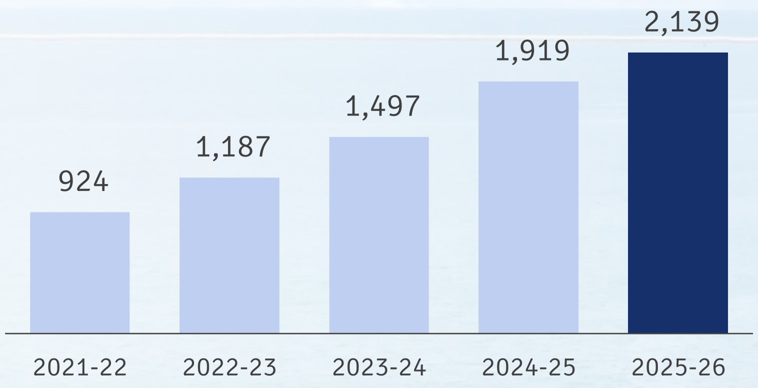
Robust Financial Performance

(₹ in Lakhs)

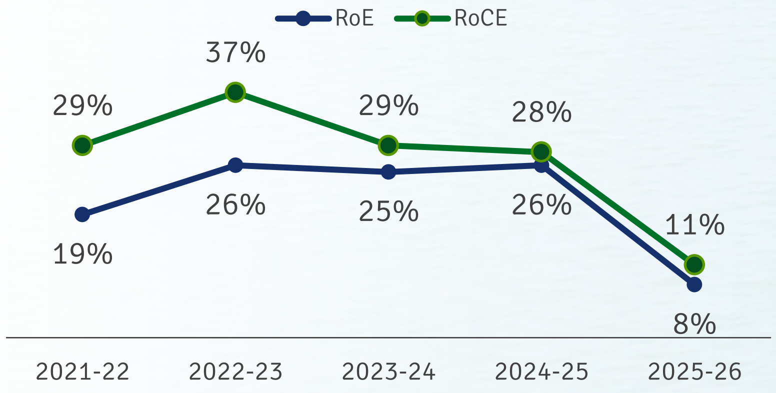
Turnover to Tangible Assets (X)



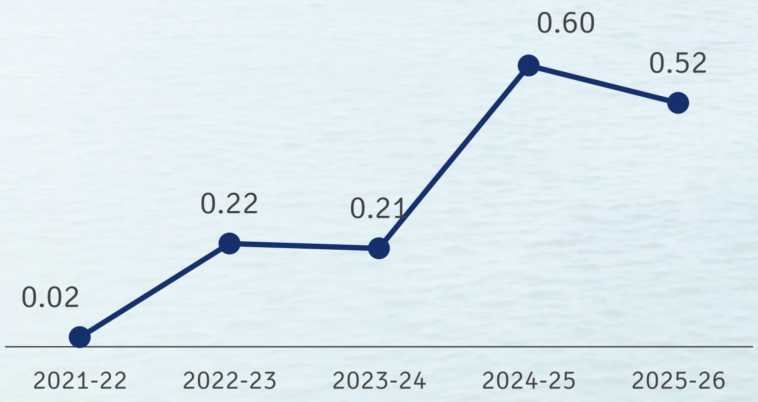
Networth



RoE & RoCE



Net Debt to Equity (X)



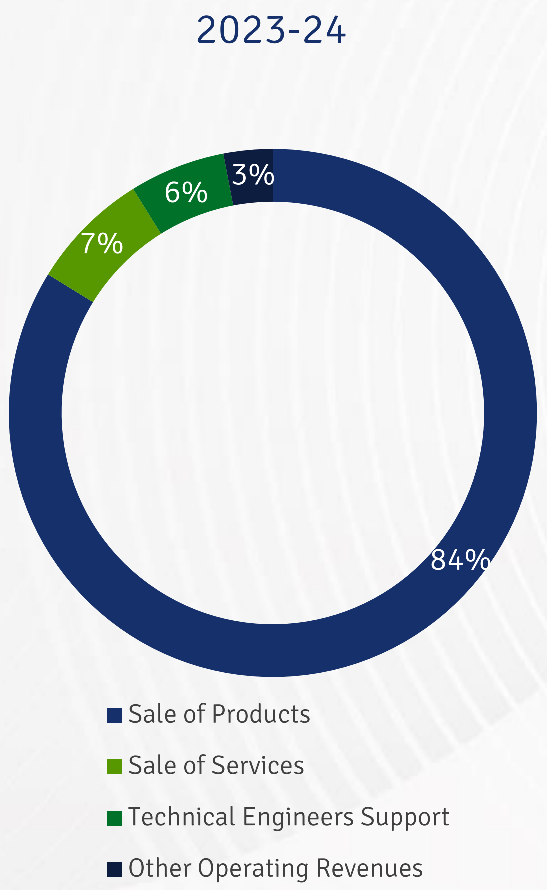
Note: Figures are on a consolidated basis (FY 2023–24 onwards)

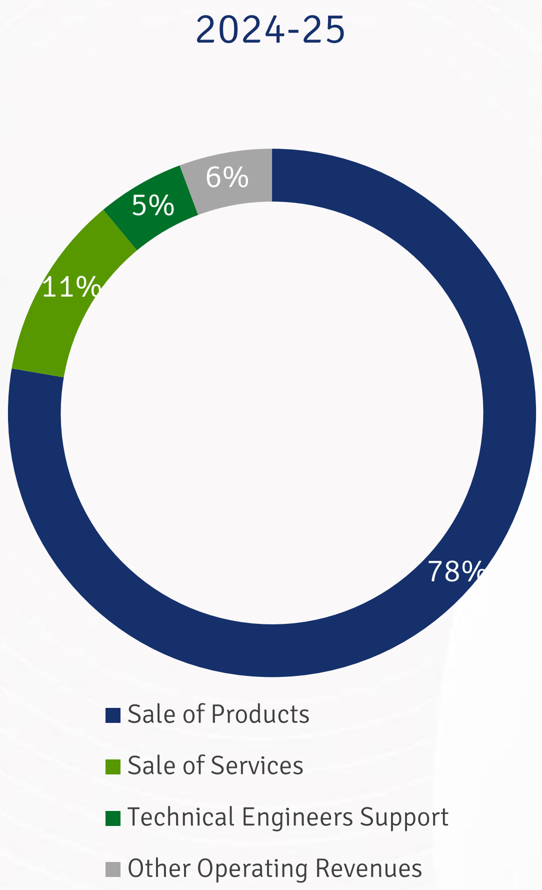
Balance Sheet

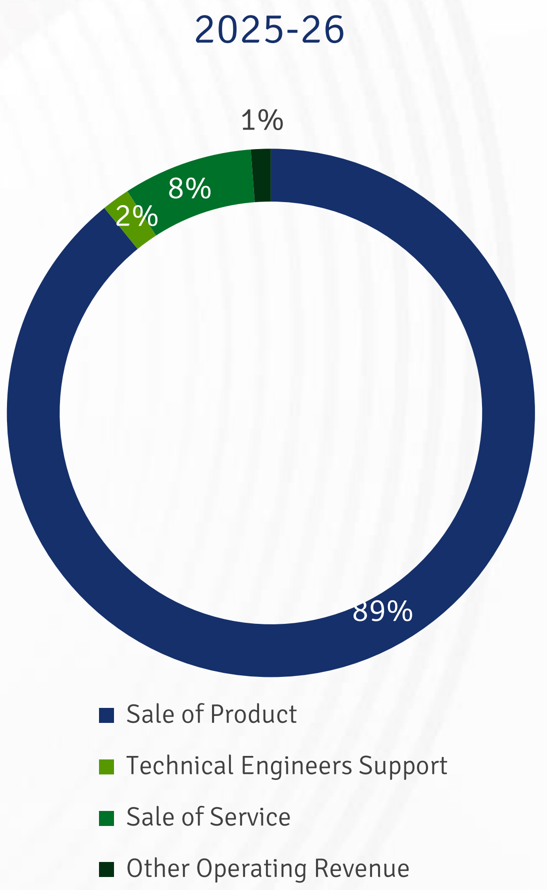
(₹ in Lakhs)

Particulars	FY26	FY25	FY24	FY23	FY22
EQUITY & LIABILITIES					
Share Capital	1,231.39	1,231.39	615.7	615.70	153.92
Reserves & Surplus	907.33	687.54	880.86	570.95	770.52
Minority Interest	-	0.12	-		
Non-Current Liabilities	32.23	44.10	215.87	237.48	19.15
Short-Term Borrowings	1,093.06	1,124.73	110.48	26.37	6.77
Trade Payables	1,783.90	2,191.10	2,619.67	1,829.09	2,538.40
Other Current Liabilities	52.36	65.30	35.09	12.58	29.30
Short-Term Provisions	23.40	100.35	77.65	26.18	5.48
Total	**5,123.67**	**5,444.63**	**4,555.32**	**3,318.35**	**3,523.54**
ASSETS					
Property, Plant & Equipments	1100.05	862.15	862.54	576.02	39.88
Deferred Tax Assets	15.34	13.74	4.84	2.51	9.39
Goodwill on Consolidation	38.13	38.13	38.13		
Long-Term Loans & Advances	170.16	235.21	93.45	1.50	-
Other Non-Current Assets	14.09	129.09	15.02	57.67	24.16
Inventories	276.57	63.28	75.98	98.38	211.02
Trade Receivables	2,497.92	3,196.71	2,328.14	1,633.56	2,274.35
Cash & Cash Equivalents	167.24	40.95	65	117.94	22.45
Short-Term, Loans & Advances	820.59	837.15	941.32	705.27	786.97
Other Current Assets	23.58	28.22	130.89	125.51	155.31
Total	**5,123.67**	**5,444.63**	**4,555.32**	**3,318.35**	**3,523.54**

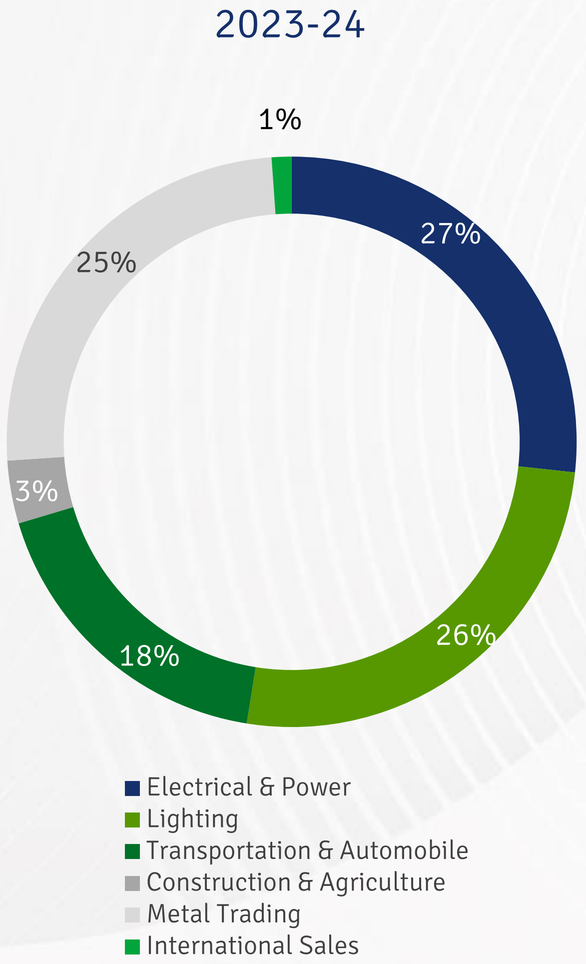
Divisional Revenue Mix

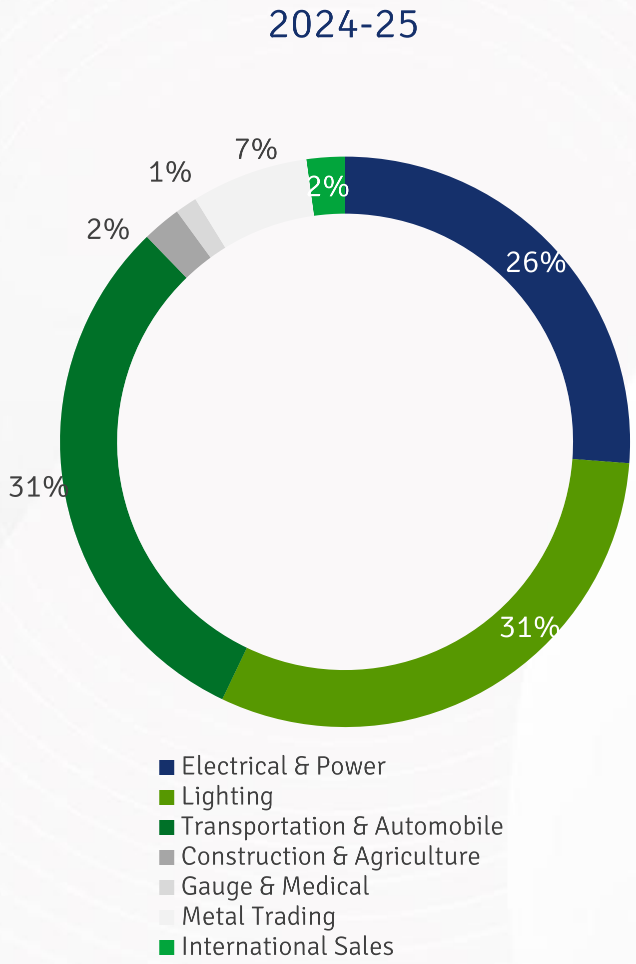


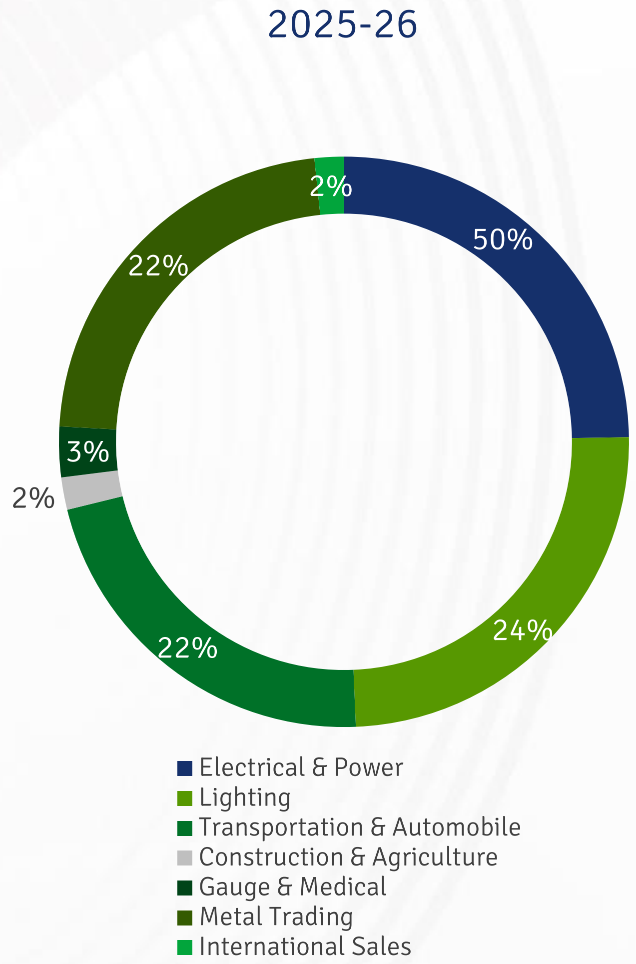




Industry Revenue Mix







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

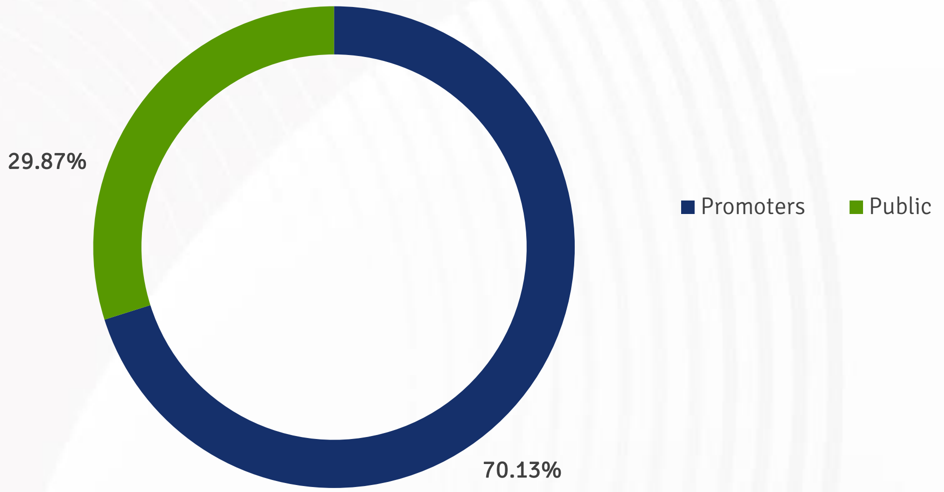
Stock Data (As on 31st March 2026)

4,926 Lakhs
Market Capitalization (₹)

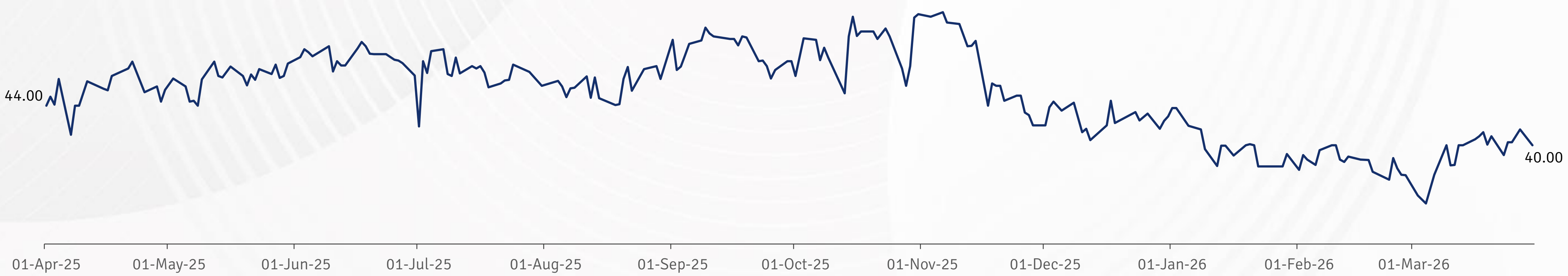
123.14 Lakhs
Shares Outstanding

BMETRICS
Symbol (NSE EMERGE)

Shareholding Pattern (%) (As on 31st March 2026)



Shareholders' Value Creation



Bombay Metrics Supply Chain Ltd.

Thank You

Bombay Metrics Supply Chain Limited
ISIN: INE0I3Y01014
201/Quantum Towers, Ram Baug lane,
Near Chincholi Petrol Pump, S.V.Road, Malad
(West), Mumbai - 400 064
nkeniya@bombaymetrics.com
+ 91-22-40120561