Mafatlal

MAFATLAL INDUSTRIES LIMITED

Regd. Office : 301-302, Heritage Horizon, 3rd Floor, off. C.G. Road, Navrangpura, Ahmedabad 380009.Email : <u>ahmedabad@mafatlals.com</u> Tel. 079-26444404–06, Fax : 079 26444403 Corp. Off. : Mafatlal House, 5th Floor, H.T. Parekh Marg, Backbay Reclamation, Churchgate, Mumbai – 400 020. Tel. 91 022 6617 3636, Fax : 91 022 6635 7633 CIN : L17110GJ1913PLC000035 Website : www.mafatlals.com

October 26, 2024

To, **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001

BSE Code: 500264

Dear Sir / Madam,

Sub: Investor Presentation for Q2 of FY 2024-25.

Pursuant to Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investors Presentation on the Financial Highlights for the quarter and half year ended on 30th September 2024.

The aforementioned Presentation has been uploaded on the Company's website viz., <u>www.mafatlals.com.</u>

We request you to kindly take the same on record.

Thanking you,

Yours faithfully, For Mafatlal Industries Limited

Amish Shah Company Secretary Encl.: a/a

ARVIND MAFATLAL GROUP The ethics of excellence



REVIND MAFATLAL GROUP The ethics of excellence

Safe Harbour



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• Index



01

Financial Highlights

Company Brief

02

03

Initiatives For Transformation

04

Business Overview

05

Our Team



Annexures

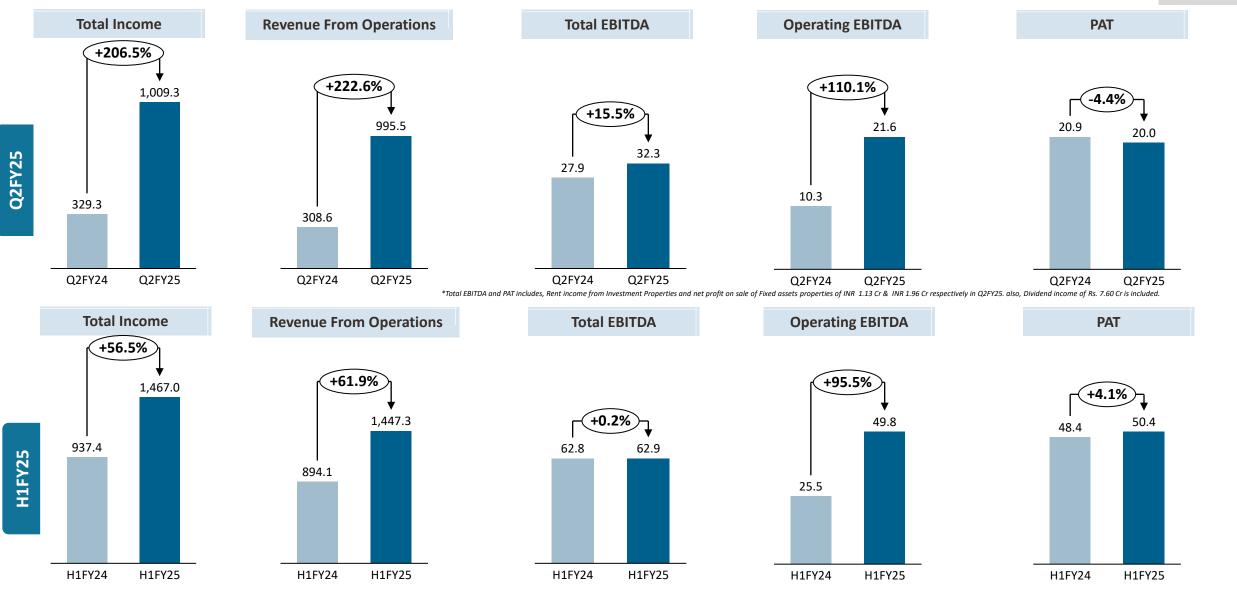


Financial Highlights H1FY25 & Q2FY25



INR in Cr

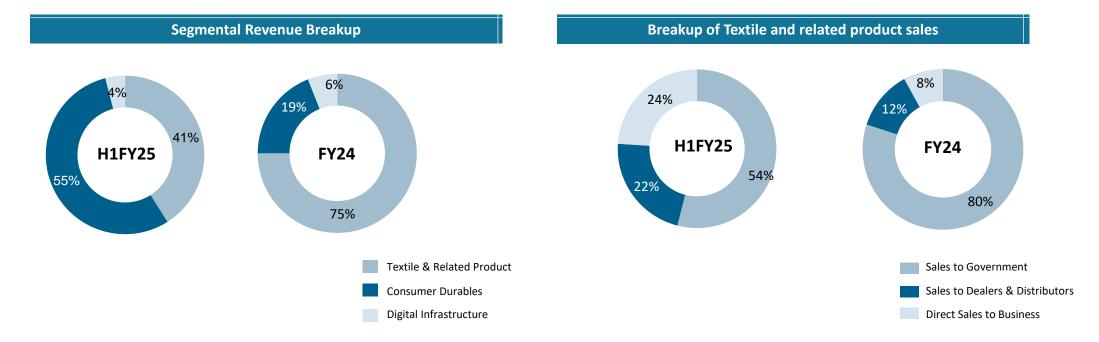
• Financial Highlights – Q2FY25 & H1FY25



*Total EBITDA and PAT includes, Rent income from Investment Properties and net profit on sale of Fixed assets properties of INR 2.2 Cr & INR 3.2 Cr respectively in H1FY25. also Dividend income of Rs. 7.60 Cr is included.



Segment Reporting



Note: Consumer durable and digital infrastructure revenue are mainly derived from government contracts

Particulars (INR in Cr)	Revenue from Operation*			EBIT from Segment*				EBIT Margin from Segment*			
Segments	H1FY25	H1FY24	YoY	FY24	H1FY25	H1FY24	ΥοΥ	FY24	H1FY25	H1FY24	FY24
Textile and Related Products	591.5	869.7	-32.0%	1556.1	34.8	26.1	33.4%	45.8	5.9%	3.0%	2.9%
Digital Infrastructure	61.7	24.5	152.3%	130.1	11.2	2.4	360.5%	12.9	18.2%	9.9%	9.9%
Consumer Durables and Others	794.1	-	-	392.2	11.5	-	-	5.1	1.4%	-	1.3%
Total	1,447.3	894.1	61.9%	2,078.4	57.4	28.5	101.5%	63.9	4.0%	3.2%	3.1%

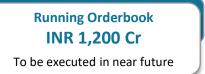
*Excluding other Income; EBIT from segment is as per the segment working excluding unallocable income and expenditure



Profit and Loss – Q2FY25 & H1FY25

	Q2FY25	Q2FY24	Y-o-Y	Q1FY25	Q-o-Q	H1FY25	H1FY24	Y-o-Y
Revenue from Operations	995.5	308.6	222.6%	451.8	120.3%	1,447.3	894.1	61.9%
Other Income	11.8	11.7		4.5		16.3	15.7	
Other gains / (losses) (net)	2.0	9.0		1.4		3.5	27.5	
Total Income	1,009.3	329.3	206.5%	457.7	120.5%	1,467.0	937.3	56.5%
Cost of materials consumed	25.5	30.8		27.9		53.4	71.4	
Purchases of stock-in-trade	809.8	228.5		357.3		1,167.2	645.1	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	52.6	-4.0		-58.8		-6.2	9.8	
Total Raw Material	887.9	255.3		326.5		1,214.4	726.3	
Gross Profit	121.4	74.0	64.1%	131.2	-7.5%	252.7	211.0	19.8%
GP Margin (%)	12.0%	22.5%		28.7%		17.2%	22.5%	
Employee Expenses	15.2	15.6		15.0		30.2	31.8	
Net impairment loss on financial assets	0.5	-1.1		0.0		0.6	2.0	
Other Expenses	73.5	31.6		85.6		159.0	114.4	
EBITDA	32.3	27.9	15.5%	30.6	5.3%	62.9	62.8	0.2%
EBITDA Margin (%)	3.2%	8.5%		6.7%		4.3%	6.7%	
Depreciation	3.7	3.8		3.5		7.3	7.7	
EBIT	28.5	24.1	18.4%	27.1	5.3%	55.6	55.1	1.0%
EBIT Margin (%)	2.8%	7.3%		5.9%		3.8%	5.9%	
Finance Cost	2.6	3.2		3.5		6.2	6.6	
Exceptional Item	-6.0	0.0		0.0		-6.0	0.0	
Profit before Tax	19.9	20.9	-4.8%	23.6	-15.5%	43.5	48.4	-10.1%
PBT Margin (%)	2.0%	6.4%		5.1%		3.0%	5.2%	
Тах	0.0	0.0		-6.8		-6.8	0.0	
Profit After Tax	20.0	20.9	-4.6%	30.4	-34.3%	50.4	48.4	4.0%
PAT Margin (%)	2%	6%		7%		3%	5%	
Cash PAT	23.7	24.8		33.9		57.7	56.2	
Operating EBITDA ^	21.6	10.3	110.1%	28.3	-23.6%	49.8	25.5	95.5%
Operating EBITDA Margin (%) ^	2.2%	3.3%		6.3%		3.4%	2.9%	

- Revenue growth was primarily a result of successful execution of consumer durable institutional orders, contributing to 67% of the total revenue for Q2FY25. During the quarter, gross margins in percentage terms reduced on a YoY basis. However, increased on an absolute basis.
- In continuation of its initiatives of reducing fixed cost, the company has given VRS to 133 workers working in the manufacturing setup at cost of Rs. 5.96 Crs. Which is reported under exceptional items.
- In H1FY25, the major institutional orders included:
 - Supply of consumable durable articles to almost 7.50 Lakhs beneficiaries in 358 talukas in the state of Maharashtra.
 - Supply of around 10,600 lakh meters of uniform fabric (School & Workwear) to various states.
 - Supply of 15.7 Lakhs pieces of Dhoti, Saree & Lungi in the state of Jharkhand.
- The running order book includes institutional orders from the Government of Maharashtra, Jharkhand and Tripura, largely in the textile and Consumer durable segment. However, execution of these orders may depend on the applicability of the code of conduct in the respective states for assembly elections.



FY24 ROCE^ 32.5%

^AOperating EBITDA excludes income from Investments, Income from Investment Property and Income from Non-Core Asset. EBITDA margin is calculated on Revenue from Operations. *Total EBITDA and PAT includes, Rent income from Investment Properties and net profit on sale of Fixed assets properties of INR 1.13 Cr & INR 1.96 Cr respectively in Q2FY25. also, Dividend income of Rs. 7.6 Cr is included.

*Total EBITDA and PAT includes, Rent income from Investment Properties and net profit on sale of Fixed assets properties of INR 2.2 Cr & INR 3.2 Cr respectively in H1FY25. also, Dividend income of Rs. 7.6 Cr is included.

7

• Balance Sheet –H1FY25

Assets (INR in Cr)	Sep - 24	Mar - 24
Non - Current Assets	861.6	758.0
Property Plant & Equipments	77.6	79.8
Intangible assets	2.8	3.3
Right-of-use assets	2.1	0.4
Investments	2.0	2.1
Financial Assets		
(i) Investment in subsidiaries	0.3	0.3
(ii) Other investments	735.5	631.5
(iii) Trade receivables	0.9	1.1
(iv) Other Financial Assets	4.8	3.6
Deferred tax assets (Net)	14.9	14.9
Non- Current tax assets (net)	0.5	0.5
Other Non - Current Assets (Net)	20.2	20.6
Current Assets	1,234.8	1,048.4
Inventories	86.1	79.9
Financial Assets		
(i) Trade receivables	975.1	638.1
(ii) Cash and bank balance	7.6	182.2
(iii) Bank balance	117.2	85.4
(iv) Other Financial Assets	10.0	16.9
Other Current Assets	38.8	45.9
Total Assets	2,096.4	1,806.4

Equity & Liabilities (INR in Cr)	Sep - 24	Mar-24
Total Equity	948.4	814.6
Share Capital	14.4	14.3
Other Equity	934.0	800.3
Non-Current Liabilities	53.7	49.8
Financial Liabilities		
(i) Borrowings	21.9	27.2
(ii) Lease Liabilities	1.5	0.2
(iii) Other Financial Liabilities	19.7	19.7
Deferred tax liabilities (net)	8.7	0.0
Other Non Current Liabilities	2.0	2.8
Current Liabilities	1,094.4	942.1
Financial Liabilities		
(i) Borrowings	64.1	54.5
(ii) Lease Liabilities	0.7	0.3
(iii) Trade Payables	906.5	765.7
(iv) Other Financial Liabilites	97.3	77.9
Other Current Liabilities	15.8	31.4
Provision	10.0	12.2
Total Equity & Liabilities	2,096.4	1,806.4



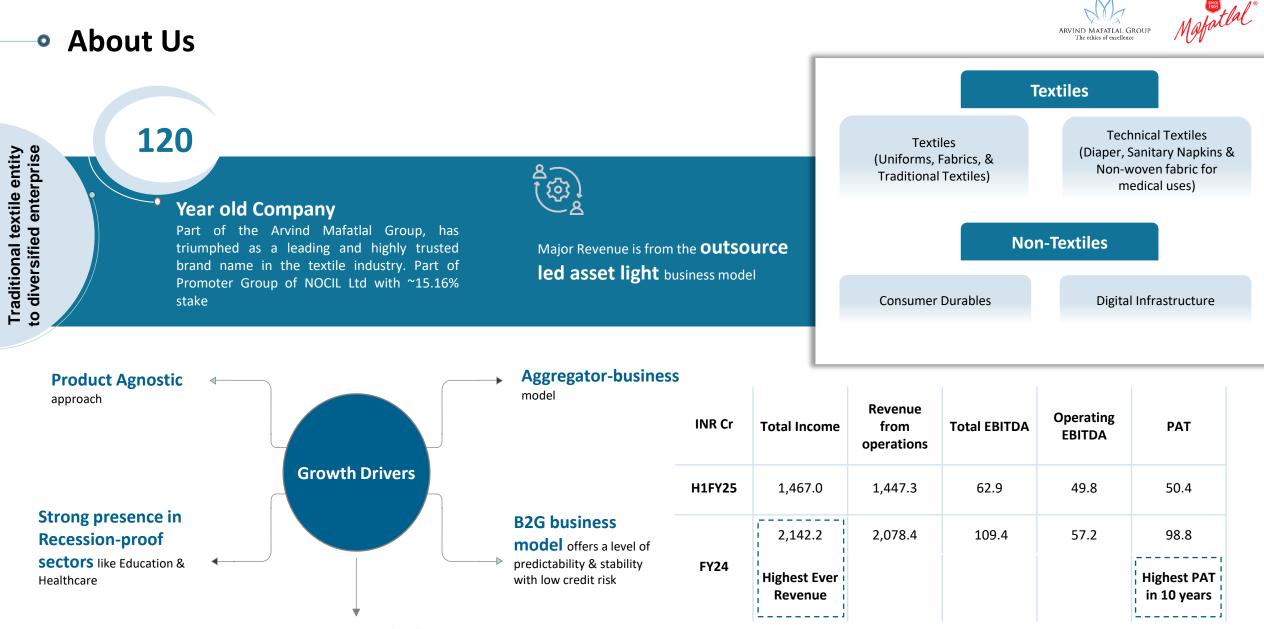


Cashflow Statement –H1FY25

Particulars (Rs. Crs)	Sep-24	Sep-23
Net Profit Before Tax	43.5	48.4
Adjustments for: Non - Cash Items / Other Investment or Financial Items	-9.8	-25.1
Operating profit before working capital changes	39.7	23.3
Changes in working capital	-181.8	-34.9
Cash generated from Operations	-148.0	-11.6
Direct taxes paid (net of refund)	0.6	-1.8
Net Cash from Operating Activities	-147.4	-13.4
Net Cash from Investing Activities	-19.0	30.6
Net Cash from Financing Activities	-8.3	-23.9
Net Increase / Decrease in Cash and Cash equivalents	-174.7	-6.7
Cash & Cash equivalents at the beginning of the period	182.3	48.8
Cash & Cash equivalents at the end of the period	7.6	42.1



Company Brief



Prominent presence in multiple states like Odisha,

Maharashtra, Andhra Pradesh, Himachal Pradesh, Jharkhand, Rajasthan, and Telangana

Current Business Model







Initiatives For Transformation

Setting Stage for Sustainable Growth



Expanding Horizons

- Diversified product portfolio by entering new sectors such as health and hygiene, digital infrastructure, and consumer durables
- Undertook strategic initiatives to optimize resource utilization, capitalizing on the vast supply chain network, and aligning with the broader growth vision, ensuring efficient allocation and management

Transforming the Management

Mafatlar

- Strategically restructured leadership to chart a transformative course towards success
- Established a diverse Board with an emphasis on responsible governance practices, ensuring transparency and ethical standards
- Implemented a flat and lean organizational structure to enhance speed and nimbleness in management processes, fostering agility and efficiency

Embracing Unique Strengths

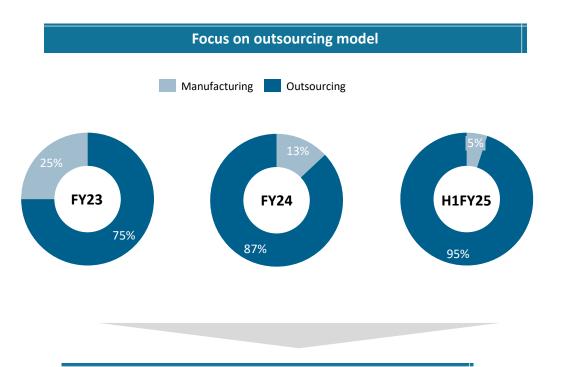
- Strategically embraced an outsource-led asset-light model to enhance growth prospects in a capital-intensive textile industry characterized by high operating leverage
- Aligned offerings to meet the demands arising from government and institutional segments with a focus on strengthening the outsourcing-led product portfolio

Empowering & Engaging Workforce

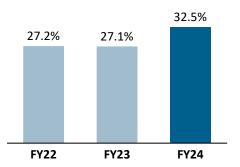
- Focused on developing a people-centric approach, which is the cornerstone of the Company's achievements, by placing the workforce at the heart of its success
- Dedicated to the workforce and cultivating enduring relationships evident through a low attrition rate, decreasing average employee age, and supportive policies
- Committed to cost efficiency and operational effectiveness through right-sizing measures in the permanent labor strength at manufacturing operations



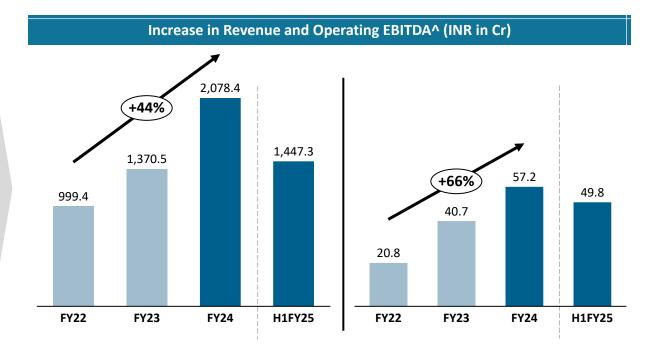
Strategy Translating Into Numbers (1/2)

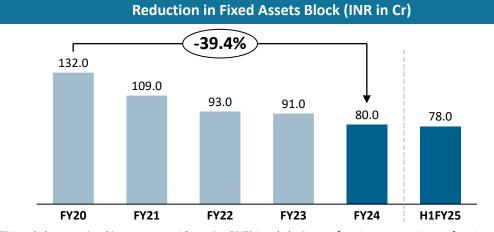


Healthy Return on Capital Employed*



*excluding dividend income and investment of NOCIL and after exceptional item

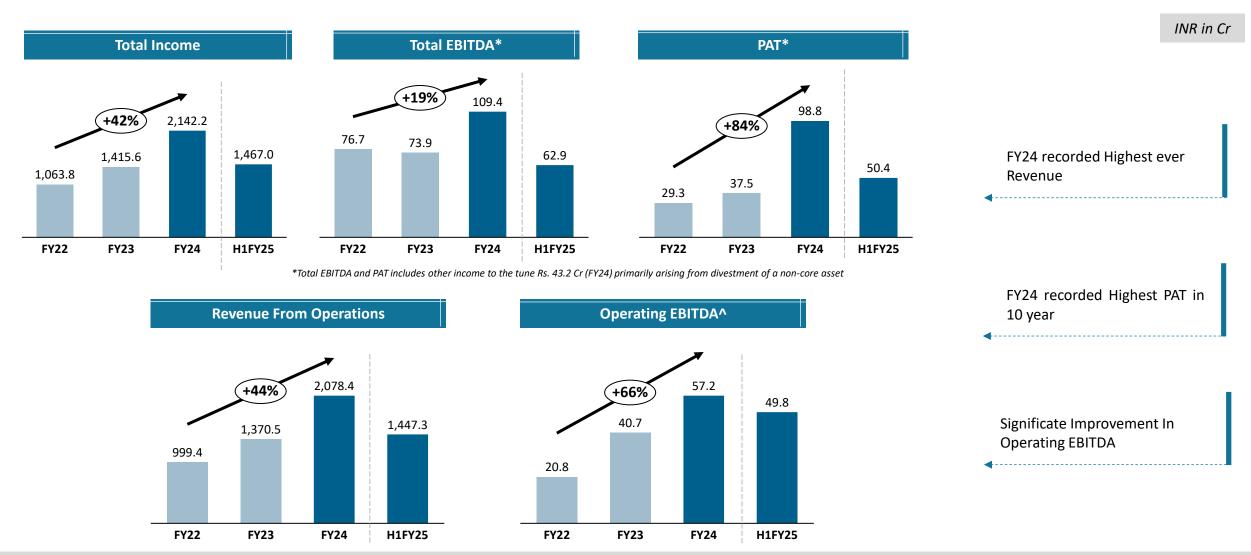




EBITDA excludes exceptional item. ^Operating EBITDA excludes income from Investments, Income from Investment Property and Income from Non Core Asset. EBITDA margin is calculated on Revenue from Operations



Strategy Translating Into Numbers (2/2)



The turnaround and improved return ratios gives us flexibility to leverage various opportunities



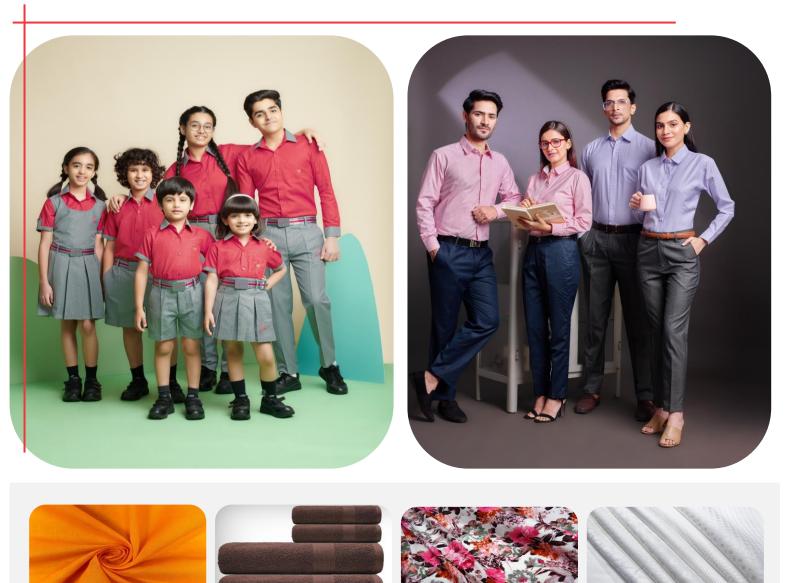
Business Overview



Textiles – Traditional & Technical

• Textiles and Fabrics





Uniforms

- A leading position in the uniform segment, offering a wide range of fabric and ready-made uniforms tailored for schools, institutions and corporates
- The Company's expertise spans outsourcing, branding and distribution making it a trusted contender in government tenders
- MIL has introduced two new sustainable uniform brands: Eco Knits and Mafatlal Greens. These address the growing global emphasis on sustainability within the textile industry

Fabrics

- Woven white fabric sector includes whites and Rubia caters to semi-urban and rural areas
- Polyester-cotton segment caters to the demands of rural and tier III/II population clusters
- > Voile exporter to the Middle Eastern market



• Technical Textiles : Health and Hygiene Products









- Portfolio of products includes, sanitary napkins, baby diapers and adult diapers designed to meet the varied needs of consumers across different age groups
- Operating under a unified brand umbrella, the Company's strategic focus is on delivering affordable and superiorquality hygiene solutions to the customers
- MIL is well positioned to capture the state government's strong commitment of improving hygiene practices in the country, reduce the incidence of hygiene-related illnesses and promote overall well-being with enhanced quality of life



Non - Textiles

• Non-Textiles : Digital Infrastructure and Consumer Durables





MIL has created the subsidiary known Pieflowtech Solutions Pvt. Ltd with 60% stake to enhance its capabilities and service offerings in the digital infrastructure space. The subsidiary will carry out the development of software, digital applications & ERPs

Digital Infrastructure

- > Forayed into the digital infrastructure domain
- Product & Services include Digital Classroom and Hardware Solutions
- Participates in government tenders. These tenders are a part of the government's vision to bring reforms in education and emphasis on leveraging digital tools and platforms to enhance learning
- Clientele includes Education Department Himachal Pradesh, Education Department Maharashtra, Education Department Odisha

Consumer Durables

- Leveraging its decades of experience, the Company has emerged as an aggregator for state governments, enabling its entry into the consumer durables sector
- Aimed at identifying optimal adjacencies for customerdriven growth, aligns with the overall business strategy
- Products include various items included in welfare schemes: Kits & Toys, Utensils, Furniture



Our Team

Experienced Board Of Directors



Mr. Hrishikesh A.Mafatlal

Promoter & Chairman Years of Experience : 47 +

- Graduation in commerce from Mumbai's Sydenham College in 1975. Studied Advance Management Program (AMP) at Harvard Business School in 1993
- Served on the Board of Governors of IIM Ahmedabad for 12 years
- Worked as a Vice Chairman of the Cotton Textiles Export Promotion Council (TEXPROCIL)
- Chairman and Promoter Director of NOCIL Ltd

Mr. Priyavrata H.Mafatlal

Managing Director Years of Experience : 16+

- M. Com. From Mumbai University (in Marketing)
- Experience in manufacturing, marketing, and general management
- Alumni of Harvard Business School, USA
- Director on the Board of NOCIL Ltd

Mr. Gautam Chakrvarti

Independent Director

Years of Experience : 48+

- Masters in Economics & MBA from IIM Ahmedabad. He has completed Executive Development Programs with Wharton Business School, USA and MIT, USA
- Experienced in the fields of Procurement, Internal Audit, Business Controller, leading an Exports SBU, Mergers and Acquisitions

Mr. Sujal A. Shah Independent Director

- Years of Experience : 33+
- Commerce graduate and member of the Institute of Chartered Accountants of India
- Experience of over 33 years in valuation, due diligence, corporate restructuring, audit and advisory

Experienced Board Of Directors



Mr. Atul K. Srivastava Independent Director Years of Experience : 47+

- Science Graduate and a Fellow Chartered Accountant B.SC (Hons), FCA
- Experienced large corporates, in the areas of finance, accounting, taxation and commerce
- Science Graduate, B. Sc (Hons)

Mrs. Latika Pradhan Independent Director Years of Experience : 43+

- Chartered accountant, Cost and Management Accountant, Company Secretary & Bachelor of Laws
- Experience in heading finance, legal and secretarial, internal audit and information technology functions
- In the past, she has been associated with various Companies

Mr. Ashutosh Bishnoi Independent Director Years of Experience : 40+

- MBA degree from Symbiosis Institute of Business
 Management, Pune
- Experience of over 40 years in the fields of financial services and consumer marketing
- Associated with well-known Indian corporate houses such as Mahindra, L&T Finance, UTI Mutual Fund, DSP Merrill Lynch, and JM Mutual Fund

Mr. Abhay Jadeja

Independent Director

Years of Experience : 19+

- LLB & Member of Bar Council of Maharashtra & Goa, Bombay Bar Association and Supreme Court Bar Association
- Experience in the fields of complex commercial civil litigations, family and succession disputes, estate, trust and succession planning, white collar crimes, foreign exchange regulation matters, securities laws, insolvency, pharmaceutical & pricing related matters

Mr. Jyotin Mehta Additional Director Years of Experience : 40+

- Chartered Accountant, Company Secretary and Management Accountant.
- Versatile finance and GRC professional with excellent academic credentials, held leadership positions in Tata Group, ICICI Group and Shell group of companies

Professional Management Team



Mr. Priyavrata H.Mafatlal Managing Director Years of Experience : 15+

- M. Com. From Mumbai University (in Marketing)
- Experience in manufacturing, marketing, and general management.
- Alumni of Harvard Business School, USA
- Director on the Board of NOCIL Ltd

Mr. M B Raghunath Chief Executive Officer

Years of Experience : 36+

• Masters in marketing management at Narsee Monjee Institute of Management Studies Mumbai

• Plethora of experience in marketing and business

Mr. Milan Shah CFO & CHRO Years of Experience : 39+

- B.Com , Chartered Accountant & Company Secretary
- Expertise in area of finance, taxation and accounting

Recalibrated the management team to bring fresh perspectives and expertise to navigate the evolving business landscape and guide company towards long-term success







• Key Strategic Initiatives Taken

INR in Cr	FY19	FY20	FY21	FY22	FY23	FY24
Total Income	1,054.6	1,062.1	637.8	1,063.8	1,415.6	2,142.2
Revenue From Operations	1,023.7	1,005.4	602.2	999.4	1,370.5	2,078.4
Total EBITDA	-30.3	49.8	-11.1	76.67	73.9	109.4
	-2.9%	4.7%	-1.7%	7.2%	5.2%	5.1%
Operating	-43.6	10.2	-35.3	20.8	40.7	57.2
EBITDA^	-4.3%	1.0%	-5.9%	2.1%	3.0%	2.8%
DAT	-180.1	-13.7	-93.8	29.3	37.5	98.8
ΡΑΤ	-17.6%	-1.4%	-15.6%	2.9%	2.6%	4.6%
Comments	 Difficult year for the entire Denim industry Performance of denim unit reached its lowest To stop Denim unit losses, the company made the strategic decision to exit denim business and thus reduced its operations and its workforce by paying VRS 	 Operations of the capital intensive , low return yielding Denim Unit at Navsari shut down Thus, a massive reduction in the cost and reduction in losses Repaid bank liabilities pertaining to Denim unit For the repayment of banking liabilities & Ex-Gratia payment to workforce, the Company sold of surplus assets situated at Navsari and Nadiad Introducing a new product range for the Health Segment 	 Loss of production, order cancellations & substantial loss of revenue along with the burden of high fixed cost as the school uniform and textile industry affected due to Covid Rationalize the size of the permanent workforce at the Nadiad manufacturing Strategic initiatives for reduction in fixed costs including manpower costs Expanding its range of Health & Hygiene products 	 Resumed its spinning and weaving operations at the Nadiad unit. This helped the Company to absorb fixed costs 	 Mr. M.B. Raghunath appointed as CEO Disinvestment in subsidiary Vrata Tech Solutions Private Limited for consideration INR 4.08 Cr Foray into the Digital Infrastructure space to capitalize on channel partner relationship 	 Targeted sales efforts of execution of large institutional Order The order book remains healthy to maintain the current growth momentum in the coming quarters. A large part of the other income is non operating in nature, which includes net profit on sale of investment property and sale of TDR



• Historical Balance Sheet

Assets (INR in Cr)	Mar-24	Mar-23	Mar-22	Equity & Liabilities (INR in Cr)	Mar-24	Mar-23	Mar-22
Non - Current Assets	758.0	646.8	760.9	Total Equity	814.6	614.6	685.9
Property Plant & Equipment	79.8	91.0	92.8	Share Capital	14.3	14.1	14.1
Intangible assets	3.3	0.7	1.4	Other Equity	800.3	600.5	671.9
Right-of-use assets	0.4	0.7	0.0				
Investments	2.1	2.3	2.4	Non-Current Liabilities	49.8	47.2	64.6
Financial Assets				Financial Liabilities			
(i) Investment in subsidiaries	0.3	0.3	0.7	(i) Borrowings	27.2	26.1	43.9
(ii) Other investments	631.5	522.9	633.0	(ii) Lease Liabilities	0.2	0.4	0.0
(iii) Trade receivables	1.1	-	0.0	(iii) Other Financial Liabilities	19.7	19.7	19.3
(iv) Other Financial Assets	3.6	7.0	7.5				19.3
Deferred tax assets (Net)	14.9	5.0	7.8	Other Non-Current Liabilities	2.8	1.0	1.4
Non-Current tax assets (net)	20.6	16.2	14.8	Current Liabilities	942.1	513.2	470.7
Other Non - Current Assets (Net)	0.5	0.7	0.5	Financial Liabilities			
Current Assets	1,048.5	528.2	460.3	(i) Borrowings	54.5	67.5	68.2
Inventories	79.9	106.2	72.0	(ii) Lease Liabilities	0.3	0.4	0.0
Financial Assets							
(i) Trade receivables	638.1	285.9	254.2	(iii) Trade Payables	765.7	370.8	346.7
(ii) Cash and bank balance	182.2	48.8	52.9	(iv) Other Financial Liabilites	77.9	30.4	24.1
(iii) Bank balance	85.4	24.2	36.9	Other Current Liabilities	31.4	34.0	13.9
(iv) Other Financial Assets	17.0	20.5	15.8	Provision	12.2	12.7	12.1
Other Current Assets	45.9	42.5	28.6				
Asset Held for Sale	-	0.1	0.0	Liabilities associated with assets under sale	-	0.4	5.682
Total Assets	1,806.4	1,175.0	1,221.2	Total Equity & Liabilities	1,806.4	1,175.0	1,221.2



• Historical Cash Flow Statement

Particulars (INR in Cr)	Mar-24	Mar-23	Mar-22
Net Profit Before Tax	79.0	40.8	42.41
Adjustments for: Non - Cash Items / Other Investment or Financial Items	(21.7)	0.2	(29.04)
Operating profit before working capital changes	57.3	41.0	13.37
Changes in working capital	105.5	(45.7)	10.54
Cash generated from Operations	162.8	(4.7)	23.92
Direct taxes paid (net of refund)	(4.0)	(1.6)	(14.16)
Net Cash from Operating Activities	158.8	(6.3)	9.76
Net Cash from Investing Activities	(2.3)	36.5	61.27
Net Cash from Financing Activities	(23.1)	(34.2)	(53.46)
Net Increase / Decrease in Cash and Cash equivalents	133.4	(4.0)	17.56
Cash & Cash equivalents at the beginning of the period	48.8	52.9	35.29
Cash & Cash equivalents at the end of the period	182.2	48.8	52.86



Thank You

Mafatlal

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Company

Mafatlal Industries Limited CIN L17110GJ1913PLC000035 Smita Jhanwar Email id: investors@mafatlals.com Tel No: 022-6771 3800/3900



Investor Relations Advisor

Strategic Growth Advisors Pvt Ltd. CIN: U74140MH2010PTC204285 Devika Shah / Shikha Puri Email id: devika.shah@sgapl.net / shikha.puri@sgapl.net Tel No: +91 9920764659 +91 9819282743