

Ref: MIL/BSE/NSE/23
Date: August 07, 2023

The Manager Corporate Relationship Department BSE Limited 1 st Floor, New Trading Wing, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai - 400001	The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400051
BSE Security Code: 539400	NSE Symbol: MALLCOM

Dear Sir/Madam,

Sub: Investor Presentation

With reference to the captioned subject and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed a copy of Presentation on Unaudited Financial Results of the Company for the quarter ended June 30, 2023.

The Presentation will also be available on the Company's website, www.mallcom.in.

This is for your kind information and record.

Thanking you

Yours faithfully
For **Mallcom (India) Ltd.**

SHALINI OJHA Digitally signed
by SHALINI OJHA
Date: 2023.08.07
18:34:25 +05'30'

Shalini Ojha
Company Secretary & Compliance Officer

Enclosed: As above





Mallcom (India) Limited

Earnings Presentation – Q1-FY24

SNAPSHOT



Experienced Management with over 40 years of Industry experience



Largest integrated Indian Personal Protective Equipment (PPE) manufacturer



One of the widest protective gear product range catering to diversified industries



Employing 2,800+ skilled and semi-skilled workers of which 36% are women



13 manufacturing units across India, equipped with best in-class machinery



Manufacturing Plants (DTA, EOU & SEZ units) located in West Bengal, Uttarakhand & Gujarat with easy access to local markets, sea & airports



Dedicated R&D centers and teams for product innovation and improvements



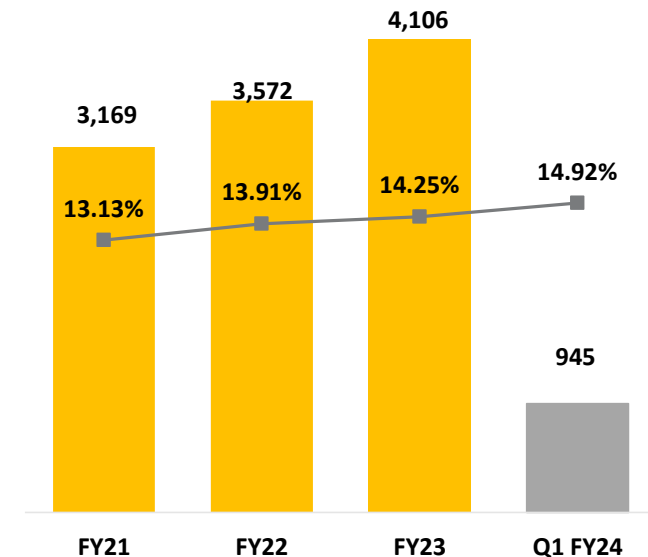
New range of product launches every season

COMPANY OVERVIEW



- Mallcom India Ltd was founded in 1983 by Mr. Ajay Mall as a small leather gloves manufacturer headquartered out of Kolkata, India.
- Today it has grown to become one of the largest manufacturers and distributors of Personal Protective Equipment (PPE) products in India, with over 90% of orders coming from repeat customers.
- An ISO certified and government-registered trading house, Mallcom provides a one-stop solution for manufacturing one of the widest range of head-to-toe PPE products from helmets, eyewear, ear protection, face masks, safety garments, gloves, to shoes, and many more.
- The company is also one of the largest exporters of PPE products from India exporting to 55+ countries across 6 continents.
- It has an expansive manufacturing footprint with 13 production facilities spread across India and captive test labs that ensure quality standards.
- Over the year the company has focused on backward integration wherever possible resulting into significant cost savings and gradual margin expansions.

Operational Revenue (INR Mn) and EBITDA Margins (%)

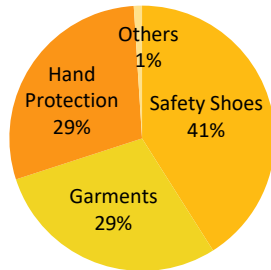


BUSINESS OVERVIEW



- Mallcom is a one-stop solution for all types of personal protective equipment providing the entire gamut of protection from Head to Toe.
- Mallcom is one of the few companies to have an indigenous expertise with various raw materials such as textile, leather, rubber, and plastic.
- Over three decades, the firm has gained immense knowledge and skillset to deal in an array of products such as safety helmets, face masks, leather gloves, textile gloves, nitrile gloves, safety apparels, rainwear, and safety shoes.
- The company also offers eyewear, ear protection equipment, latex gloves, neoprene gloves, and harnesses in its brand.

Q1-FY24 Product Revenue Matrix



Production & Servicing Annual Capacity	1.2M Helmets	3.6M Apparel	150M Masks	14M NBR Gloves
	12M Leather Gloves		2.8M Knitted Gloves	3M Shoes

FOOT PROTECTION

- Mallcom produces sturdy shoes that can tackle challenges in construction, mining, metallurgical and other manufacturing industries.

With an annual production capacity of more than three million pairs, Mallcom is the leading safety shoe manufacturer and distributor from India.

BODY PROTECTION

- Mallcom's exclusive workwear ranges from light-weight to heavy-duty industrial work wear. It also makes winter protection, uniforms, and corporate casual wear.

These provide high protection and are utilized in several sectors such as hospitality, health-care and for general industrial purposes.

- Special fabrics protects the wearer in environments such as heat, fire, and extremely cold temperatures.

HAND PROTECTION

- Mallcom has gained expertise in production of hand gear suiting the application requirement.

From driving to welding to cut resistant, it is able to meet crucial industrial applications.

- A wide range of hand protection gears lie in the repertoire of Mallcom, including leather gloves, string knit gloves and nitrile gloves.

HEAD PROTECTION

- Mallcom works in close coordination with the designers and the users to provide dynamic head protection gear.

The company manufactures helmets, face masks, eyewear, ear protection etc.



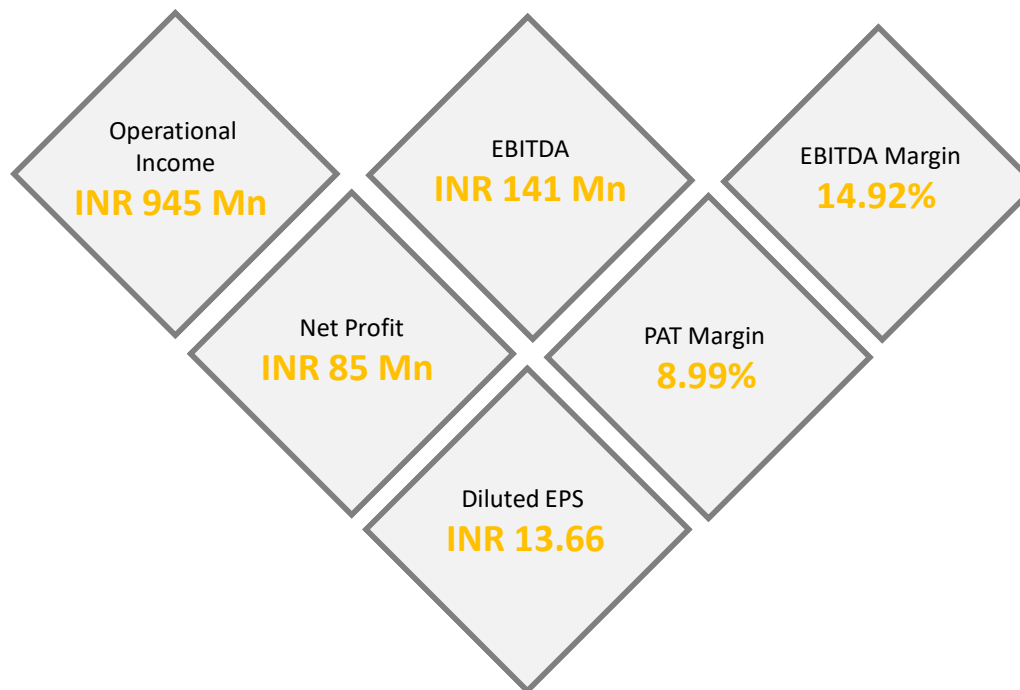
FINANCIAL OVERVIEW

Q1-FY24

Q1-FY24 CONSOLIDATED FINANCIAL HIGHLIGHTS



Q1-FY24 Financial Performance:



Q1-FY24 OPERATIONAL HIGHLIGHTS

- The Consolidated Topline and PAT growth during the Q1-FY24 recorded a Y-o-Y growth of 8.11% and 23.28%, respectively.
- EBITDA Margin for Q1-FY24 further improved to 14.92% from 13.62% during the same quarter previous year.
- The increase in EBITDA Margins by 135 bps has been primarily on account of 213 bps savings in Manufacturing & other operational expenses arising out of consolidation & optimization of manufacturing facilities.
- Net Profit Margin (PAT) for Q1-FY24, further improved to 9.02% from 7.94% during the same quarter the previous year.
- During the Quarter “Mallcom (India) Limited” and “KJN Housing LLP” entered into a “Joint Development Agreement” (JDA) for development of its land parcel at Kolkata, West Bengal. As per the agreement the Company will be entitled to receive 30% of the net sale revenue from the said projects sales.
- During the quarter, the company commenced land development & construction work at the SANAND-II, Gujarat Unit and expects to complete the Civil Work within the current Financial Year.
- Launched certified synthetic thermal gloves for export market being one of the first companies in India to do so.

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



Income Statement (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Operational Income	945	874	8.1%	1,127	(16.1)%
Total Expenses	804	755	6.5%	960	(16.3)%
EBITDA	141	119	18.5%	167	(15.6)%
EBITDA Margins (%)	14.92%	13.62%	135 bps	14.82%	10 bps
Depreciation	24	21	14.3%	24	0.0%
Finance Cost	11	4	NA	10	10.0%
Other Income	9	1	NA	14	(35.7)%
PBT	115	95	21.1%	147	(21.8)%
Tax	30	26	15.4%	49	(38.8)%
Profit After Tax	85	69	23.2%	98	(13.3)%
PAT Margins (%)	8.99%	7.89%	110 bps	8.70%	30 bps
Other Comprehensive Income	3	(1)	NA	(2)	NA
Total Comprehensive Income	88	68	29.4%	96	(8.3)%
Diluted EPS (INR)	13.66	11.12	22.8%	15.66	(12.8)%

CONSOLIDATED HISTORICAL INCOME STATEMENT



Income Statement (INR Mn)	FY21	FY22	FY23	Q1 FY24
Operational Income	3,169	3,572	4,106	945
Total Expenses	2,753	3,075	3521	804
EBITDA	416	497	585	141
EBITDA Margins (%)	13.13%	13.91%	14.25%	14.92%
Depreciation	58	83	83	24
Finance Cost	16	20	25	11
Other Income	32	31	31	9
PBT	374	425	509	115
Tax	91	109	140	30
Profit After Tax	283	316	369	85
PAT Margins (%)	8.93%	8.85%	8.99%	8.99%
Other Comprehensive Income	-	(1)	1	3
Total Comprehensive Income	283	315	370	88
Diluted EPS (INR)	45.30	52.28	59.19	13.66

CONSOLIDATED BALANCE SHEET



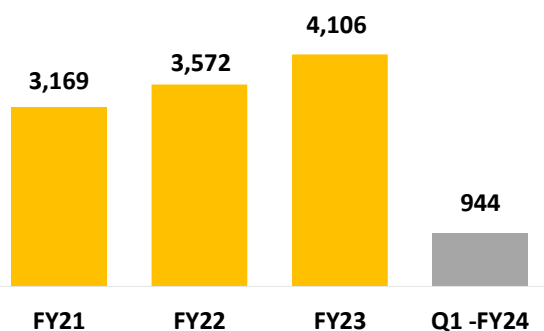
PARTICULARS (INR MN)	FY21	FY22	FY23
Assets			
1. Non-Current Assets:	695	857	1,184
(a) Property, Plant and Equipment's	474	629	1,070
(b) Intangible Assets	45	43	1
(c) Capital Work In Progress	146	147	83
(d) Financial Assets			
(i) Loans	10	10	13
(e) Non - Current Tax Assets (Net)	20	28	18
2. Current Assets	1,830	1,934	2,358
Inventories	572	715	857
Financial Assets			
(a) Investments	188	-	270
(b) Trade Receivable	482	694	588
(c) Cash and Cash Equivalent's	40	39	42
(d) Other Bank Balances	267	247	359
(e) Loans	1	1	1
Other Current Assets	280	238	242
Total Assets	2,525	2,791	3,542

PARTICULARS (INR MN)	FY21	FY22	FY23
Equity and Liabilities			
1. Equity	1,468	1,764	2,032
Equity Share Capital	62	62	62
Other Equity	1,353	1,660	1,970
Minority Interest	53	42	-
2. Non-Current Liabilities	42	124	112
(a) Long Term Borrowings	36	60	40
(b) Other Financial Liabilities	-	60	63
(c) Deferred Tax Liabilities	6	4	9
3. Current Liabilities	1,015	903	1,398
(i) Financial Liabilities			
(a) Short-Term Borrowings	533	474	868
(b) Trade Payables	363	354	413
(c) Other Financial Liabilities	37	10	51
(ii) Other Current Liabilities	81	65	66
(iii) Provisions	1	-	1
Total Equity and Liabilities	2,525	2,791	3,542

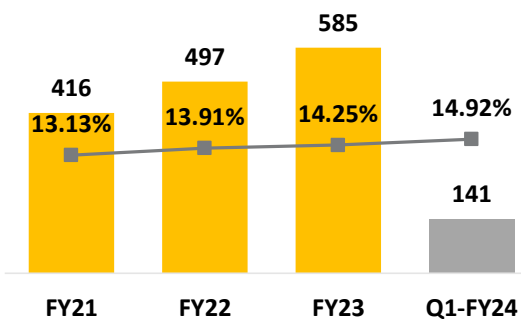
CONSOLIDATED FINANCIAL PERFORMANCE



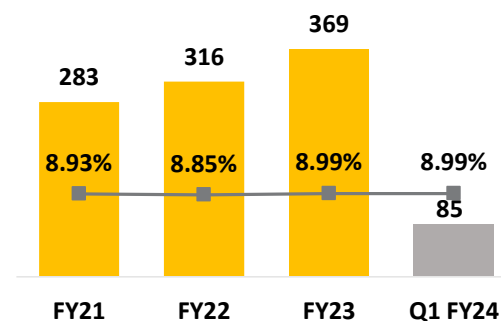
Operational Income (INR Mn)



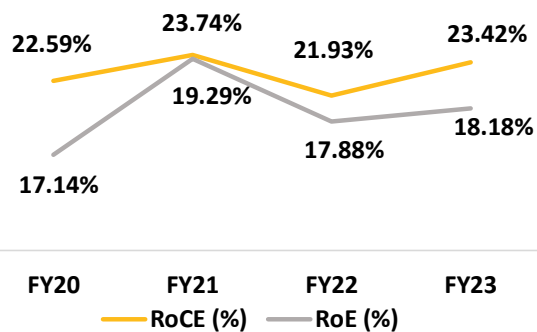
EBITDA (INR Mn) and EBITDA Margins (%)



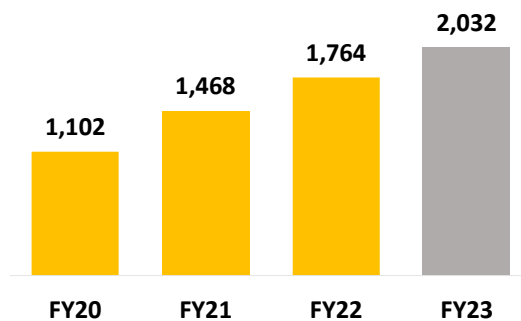
PAT (INR Mn) and PAT Margins (%)



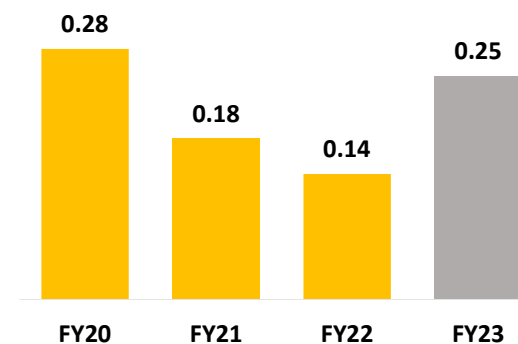
ROE and ROCE



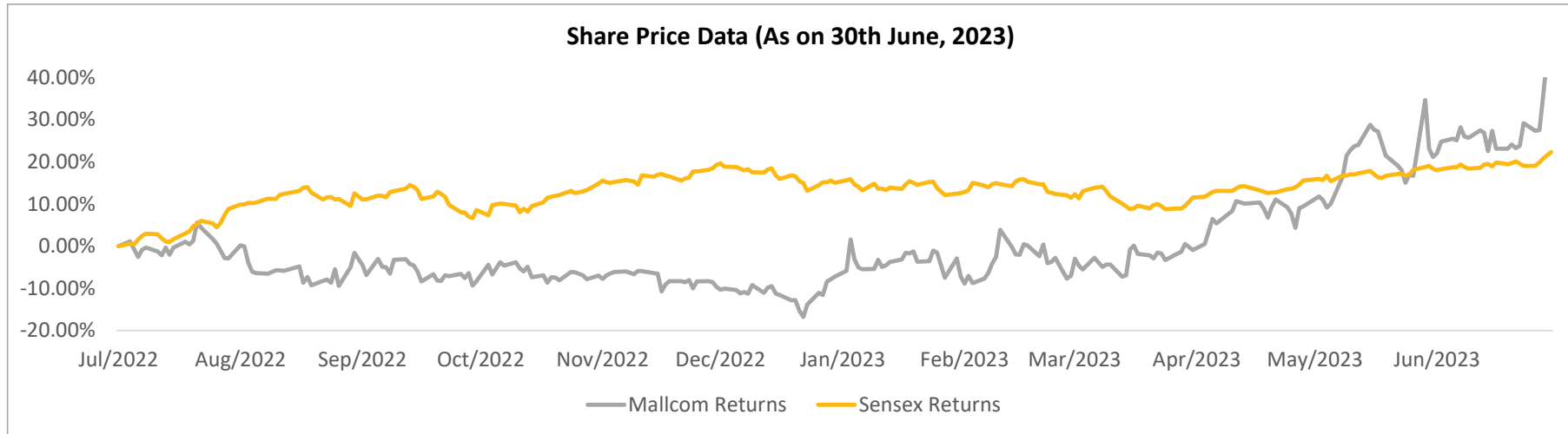
Net Worth (INR Mn)



Net Debt to Equity (x)

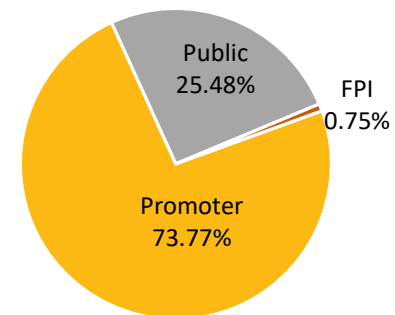


CAPITAL MARKET DATA



Price Data (As on 30th June, 2023)	
Face Value (INR)	10.0
Market Price (INR)	1,146.4
52 Week H/L (INR)	1198.8 / 590.0
Market Cap (INR Mn)	7,153.5
Equity Shares Outstanding (Mn)	6.2
1 Year Avg. Trading Volume ('000)	6.8

Shareholding Pattern (As on 30th June, 2023)



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**THANK
YOU**