

Ref: MIL/BSE/NSE/24

Date: July 26, 2024

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, 2024.

Additionally, we would like to inform you that the Presentation will be made available on the Company's official website at www.mallcom.in.

This is for your kind information and record.

Thanking you

Yours faithfully

For **Mallcom (India) Ltd.**

GAURAV RAJ

Digitally signed by GAURAV
RAJ
Date: 2024.07.26 18:14:33
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Gaurav Raj

Company Secretary & Compliance Officer

Enclosed: As above



Mallcom (India) Limited

Earnings Presentation – Q1 FY25

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 3,000+ skilled and semi skilled workers of which 33% 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



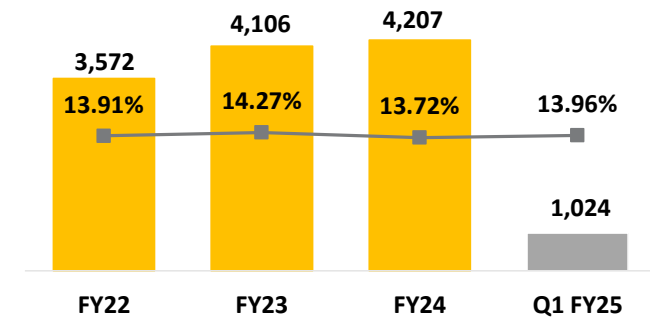
New range of product launches every season

COMPANY OVERVIEW

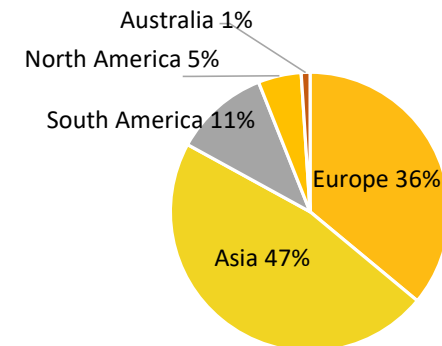


- Mallcom India Ltd was founded in 1983 by Mr. Ajay Mall as a small leather gloves manufacturer headquartered out of Kolkata, India.
- Today it has grown to become one of the largest manufacturers and distributors of Personal Protective Equipment (PPE) products in India, with over 90% of orders coming 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 (%)



Q1 FY25 Geographical Revenue Mix

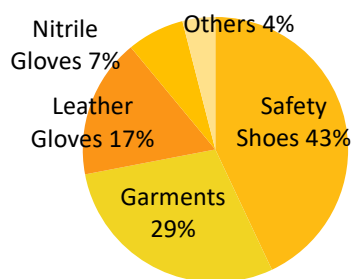


BUSINESS OVERVIEW



- 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 FY25 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

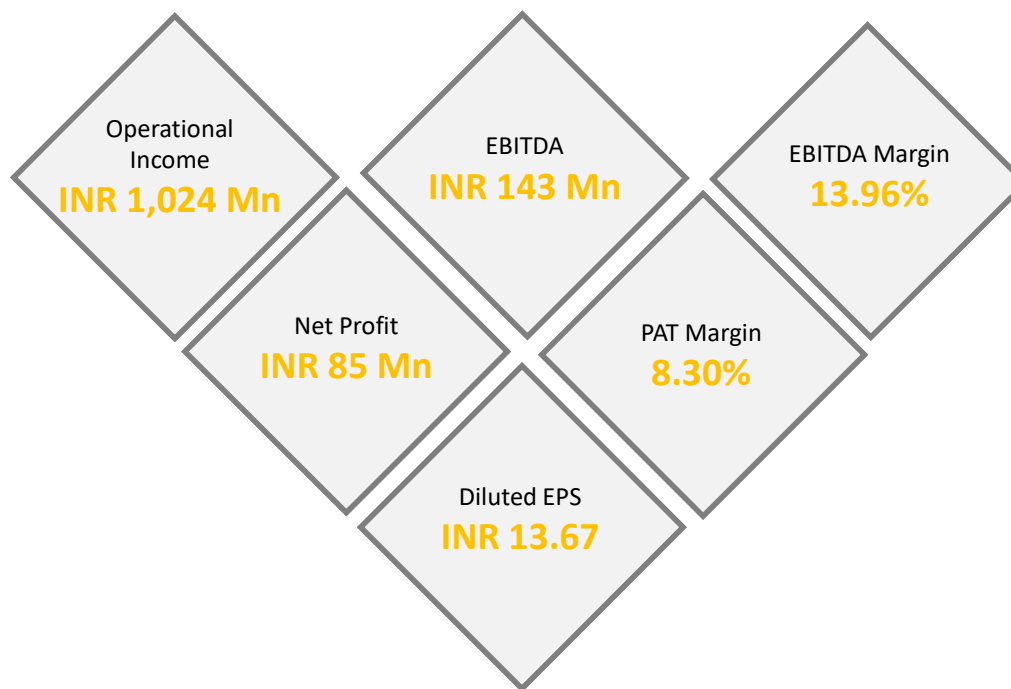
- Mallcom works in close coordination with the designers and the users to provide dynamic head protection gear.
- The company manufactures helmets, face masks, eyewear, ear protection etc.



FINANCIAL OVERVIEW

Q1 FY25

Q1 FY25 Financial Performance



Q1-FY25 OPERATIONAL HIGHLIGHTS

- During the 1st Quarter ended 30th June 2024, the Company recorded consolidated Operating Income of INR 1,024 Mn as against INR 945 Mn during Previous year, resulting in a growth of 8.4% Y-o-Y basis.
- EBITDA & PAT for the similar period stood at and INR 143 Mn and 85 Mn respectively as against INR 141 Mn and 85 Mn respectively for the previous year, recording a growth of 1.4% and 0.1% respectively.
- Decline in EBITDA Margin Y-o-Y basis from 14.92% to 13.96% i.e. by 96 Bps was mainly attributable to higher operating cost majorly off-set by savings in cost of goods sold.
- The Sanand-II project in Gujarat being set-up for manufacturing of protec work wear is progressing as per schedule and the production is likely to commence from September, 2024. The Company has already invested INR 52 Crores. in this project and will be investing further INR 30 Crores. before the unit commences it's operations.
- During the Q1 FY25, the Company has also commenced expansion at 2nd phase of expansion at Ghatakpur, West Bengal and is in the process of setting up a new unit for designing and manufacturing of Industrial Safety Shoes, with built up floor area of 50,000 Sq. Ft and Capex involving INR 20 Crores. The project is likely to be completed during the FY25. For this project, the Company has also received conditional financial grant of INR 7.17 Crores from DPIIT (Ministry of Commerce and Industry).
- The Garment facility at Chandipur (Ghatakpur), West Bengal is now operating at full capacity installed and further capacity addition is planned during the current financial year.
- During the Q1 FY25, the Company has made a total capex of INR 20 Crores. and has plans of investing further INR 50 Crores during the current Financial Year. The entire capex is planned to be funded from internal accruals.
- To cater to the ever-growing demand for it's products in both export and domestic markets the Company is taking all out efforts by increasing manufacturing capacities as well as investing majorly into marketing and branding efforts. The Company remains confident of achieving it's yearly targets based on market conditions and efforts being made by it.

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



Income Statement (INR Mn)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q
Operational Income	1,024	945	8.4%	1,224	(16.3)%
Total Expenses	881	804	9.6%	1,059	(16.8)%
EBITDA	143	141	1.4%	165	(13.3)%
EBITDA Margins (%)	13.96%	14.92%	(96) Bps	13.48%	48 Bps
Depreciation	21	24	(12.5)%	(8)	NA
Finance Cost	14	11	27.3%	13	7.7%
Other Income	7	9	(22.2)%	10	(30.0)%
PBT	115	115	NA	170	(32.4)%
Tax	30	30	NA	52	(42.3)%
Profit After Tax	85	85	NA	118	(28.0)%
PAT Margins (%)	8.30%	8.99%	(69) Bps	9.64%	(134) Bps
Other Comprehensive Income	2	3	(33.3)%	(10)	NA
Total Comprehensive Income	87	88	(1.1)%	108	(19.4)%
Diluted EPS (INR)	13.67	13.66	0.1%	18.92	(27.7)%

CONSOLIDATED HISTORICAL INCOME STATEMENT



Income Statement (INR Mn)	FY22	FY23	FY24	Q1 FY25
Operational Income	3,572	4,106	4,207	1,024
Total Expenses	3,075	3,520	3,630	881
EBITDA	497	586	577	143
EBITDA Margins (%)	13.91%	14.27%	13.72%	13.96%
Depreciation	83	83	79	21
Finance Cost	20	25	42	14
Other Income	31	31	41	7
PBT	425	509	497	115
Tax	109	140	134	30
Profit After Tax	316	369	363	85
PAT Margins (%)	8.85%	8.99%	8.63%	8.30%
Other Comprehensive Income	(1)	1	(1)	2
Total Comprehensive Income	315	370	362	87
Diluted EPS (INR)	52.28	59.19	58.20	13.67

CONSOLIDATED BALANCE SHEET



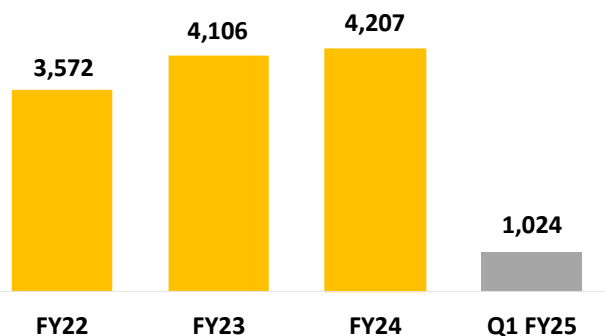
PARTICULARS (INR Mn)	FY22	FY23	FY24
Assets			
1. Non Current Assets	857	1,184	1,373
(a) Property, Plant and Equipment's	629	1,070	1,235
(b) Intangible Assets	43	1	1
(c) Capital Work In Progress	147	82	102
(d) Financial Assets			
(i) Loans	10	13	12
(e) Non-Current Tax Assets (Net)	28	18	23
2. Current Assets	1,934	2,358	2,504
(a) Inventories	715	857	1,068
(b) Financial Assets			
(i) Investments	-	270	145
(b) Trade Receivable	694	588	665
(c) Cash and Cash Equivalent	39	42	2
(d) Other Bank Balances	247	359	322
(e) Loans	1	-	2
Other Current Assets	238	242	300
Total Assets	2,791	3,542	3,877

PARTICULARS (INR Mn)	FY22	FY23	FY24
Equity and Liabilities			
1. Equity	1,764	2,032	2,375
Equity Share Capital	62	62	62
Other Equity	1,660	1,970	2,313
Minority Interest	42	-	-
2. Non-Current Liabilities	124	112	118
(a) Long Term Borrowings	60	40	37
(b) Other Financial Liabilities	60	63	63
(c) Deferred Tax Liabilities	4	9	18
3. Current Liabilities	903	1,398	1,384
(i) Financial Liabilities			
(a) Short-Term Borrowings	474	868	890
(b) Trade Payables	354	413	394
(c) Other Financial Liabilities	10	51	10
(ii) Other Current Liabilities	65	66	88
(iii) Provisions	-	-	2
Total Equity and Liabilities	2,791	3,542	3,877

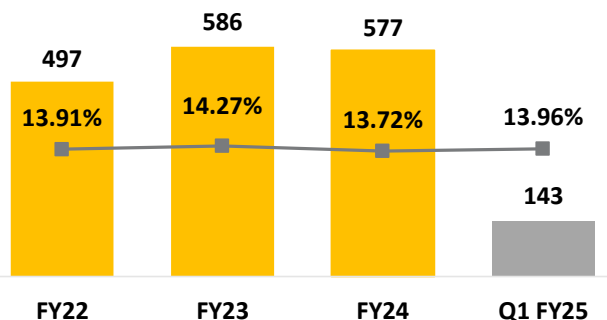
CONSOLIDATED FINANCIAL PERFORMANCE



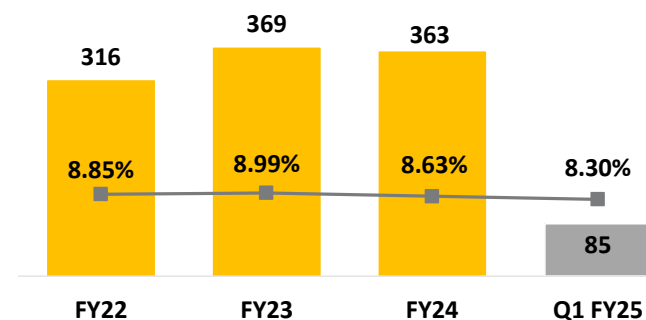
Operational Income (INR Mn)



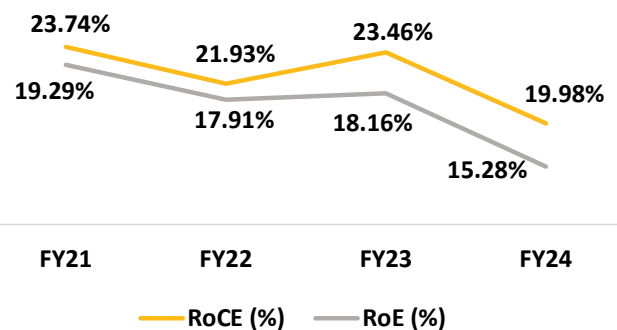
EBITDA (INR Mn) and EBITDA Margins (%)



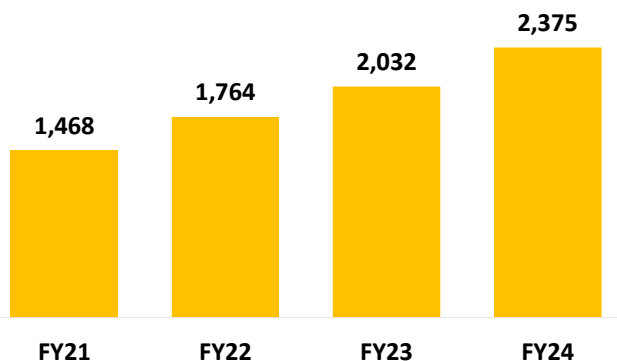
PAT (INR Mn) and PAT Margins (%)



ROE and ROCE (%)



Net Worth (INR Mn)



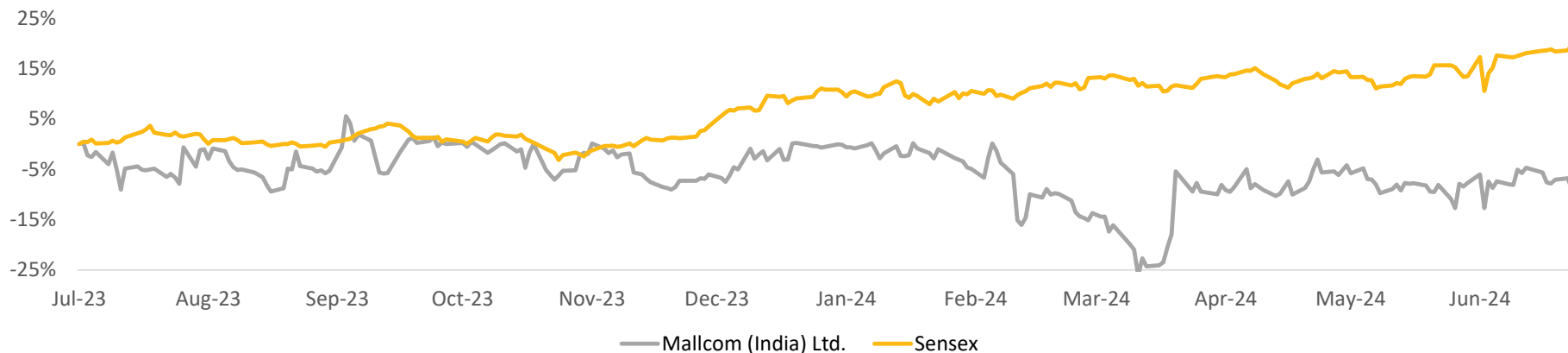
Net Debt to Equity (x)



CAPITAL MARKET DATA

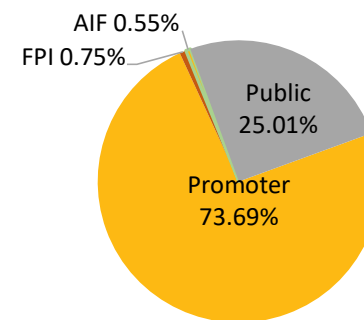


Share Price Data (As on 30th June, 2024)



Price Data (As on 30 th June, 2024)	
Face Value (INR)	10.0
Market Price (INR)	1,145.4
52 Week H/L (INR)	1,249.9 / 800.1
Market Cap (INR Mn)	7,147.0
Equity Shares Outstanding (Mn)	6.2
1 Year Avg. Trading Volume ('000)	13.1

Shareholding Pattern (As on 30th June, 2024)



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**THANK
YOU**