



## **Mallcom plans constant growth with expansion and innovation in product line with adapting to digitization in parallel**

*In FY 21-22, on consolidated basis, the revenue from operations increased by 11.09% over FY 20-21*

**India, 20<sup>th</sup> September 2022:** Mallcom, the first PPE manufacturer in India with complete PPE range protecting industrial workers from “head to toe” today conducted its 38th Annual General Meeting. The company provided an audio-visual platform to its shareholders to participate in the AGM this time, still recovering from Covid effects. During the meeting, the shareholders were taken through some of the major developments in the Company and the industry.

### **Some of the developments are listed below:**

PPE sector gained momentum after Covid-19. In the wake of economic recovery and policies by the government, the industry for PPE improved as well.

In FY 21-22, Mallcom recorded a revenue growth of 12.36% and an increase in PAT of 20.93%. EBITDA increased to 4900.10 lakhs in FY2021-22 compared to 4023.39 lakhs in FY2020-21. Profit after tax increased by 20.93% from 2552.24 lakhs in FY20-21 to 3086.40 lakhs in FY2021-22.

The high cost associated with workplace hazards post unlocking the economy, technological innovations for improved PPE fabric resulting in reduction of weight of the equipment has increased PPE demand in the country, thereby giving a healthy push to the Indian Personal Protection Equipment Market.

Mallcom PPE business reports over 12.36% revenue growth in FY21-22. In just five years, the company increased its production capacity in almost all segments and further strengthening its leadership position in PPE segment.

Among other developments, the company’s credit rating has been upgraded from A-(Stable) to A (Stable) as assigned by ICRA. The company has also entered a new segment with the introduction of aesthetically designed safety shoes- “FREDDIE”. While the central government’s initiatives on worker’s safety and health have helped in the better acceptance of PPEs and other safety products, Mallcom India’s lifestyle safety shoe range have set up a benchmark for unparalleled quality which is crafted to perform exceptionally well in almost every work environment but in style.

Mallcom experienced solid domestic growth because of economic revival post the pandemic. Factors like, economic issues and lack of stable government in neighbouring countries such as Sri Lanka, Pakistan, Bangladesh are also causing importers to consider other options such as India. From business development point of view, the signing of FTA agreements in Australia and UAE has opened up these two markets exponentially and the company is expecting breakthrough with new contracts being signed in the coming financial year with the UK and Canada regions. Overall, some normalcy in



shipping cost is helping importers and exporters to pass on the cost to consumer and therefore easing the pressures on margins.

**Ajay Kumar Mall, Managing Director, Mallcom India** said, “With the Global trend of finding an alternative to Chinese manufacturers, we anticipate larger export order volumes. Our new protective apparel manufacturing plant at Ghatakpukur, Kolkata is operational and all set to ramp up the production capacity to produce 2 lac units per month. Our subsidiary Mallcom Safety Pvt. Ltd. has started production of high-performance outerwear and rainwear at its new unit at the Apparel Park SEZ in Ahmedabad, Gujarat. A new production line for nitrile gloves was started in Falta SEZ unit.”

### **About Mallcom:**

Mallcom India Limited ([www.mallcom.in](http://www.mallcom.in)) is a 39-year-old first-generation publicly listed enterprise dealing in manufacturing and distribution of personal protective equipment (PPE) for industrial and healthcare safety. Founded by Mr. Ajay Mall, headquartered in Kolkata, India, Mallcom has a workforce of 3,000 people including blue-collared workers. Mallcom serves as an original equipment manufacturer (OEM) to the world with customers across Europe, the USA, South America & Oceania. It also sells under its brand name ‘Mallcom’ in the Indian sub-continent, Middle East and SADC region through its trusted 80+ dealer network.

Mallcom is the largest integrated Indian PPE Brand with 12 Head-to-Toe manufacturing units across India. Having almost 300+ SKUs, Mallcom serves over 1,000 clients in 55+ Countries with products compliant to EN/BIS/NFPA standards with expertise in custom design, print and pack capability as per the consumer requirements.

### **Product Profile:**

Mallcom produces numerous product categories covering head to toe such as helmets, face masks, garments, rainwear, leather gloves, nitrile gloves, and shoes. To provide a one-stop solution, Mallcom also deals in eyewear, ear protection, disposable synthetic gloves, and harness.

### **Head Protection**

Mallcom has come up with comprehensive head protection in coordination with the designers and the users to provide dynamic head protection gear - covering the head and face.

### **Hand Protection**

Mallcom's meet crucial industrial applications in production of hand gear suiting the application requirement. From driving to welding to cut resistant, Mallcom provides a wide of leather skives, knitted gloves and nitrile supported gloves - both cut-n-stitch and seamless that can tackle challenges in construction, mining, metallurgical and manufacturing industries as per EN and BIS norms.



### **Body Protection**

Mallcom's exclusive work wear ranges from lightweight to heavy duty industrial work wear, profile clothing, winter protection, uniforms and corporate casual wear. Special custom-made fabric that protects the individual in environments such as heat, fire and extreme cot temperatures fabric that provide several degrees of protection and are utilized in hospitality, healthcare and for general industrial purposes.

### **Feet Protection**

Pioneering the manufacturing of Direct Injected Polyurethane Safety footwear, Mallcom produces sturdy shoes that can tackle challenges in construction, mining, metallurgical and other manufacturing industries.

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