

Dated: 30.05.2022

The Manager
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C-1, Block-G
Bandra Kurla Complex, Bandra (E)
Mumbai- 400 051

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai – 400 001

NSE Scrip Name: MALLCOM / BSE Scrip Code : 539400

Dear Sir/Madam,

Sub: Investor Presentation

We are forwarding herewith Earnings Presentation of Mallcom (India) Limited for the year ended 31st March, 2022.

This is for your kind information and record.

Thanking you,

For Mallcom (India) Limited



Shuvanki Purakayastha
Company Secretary & Compliance Officer

Encl.: As above





Mallcom (India) Limited

Earnings Presentation - Q4FY22/ FY22

SNAPSHOT



Experienced Management with over 38 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 2600+ 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



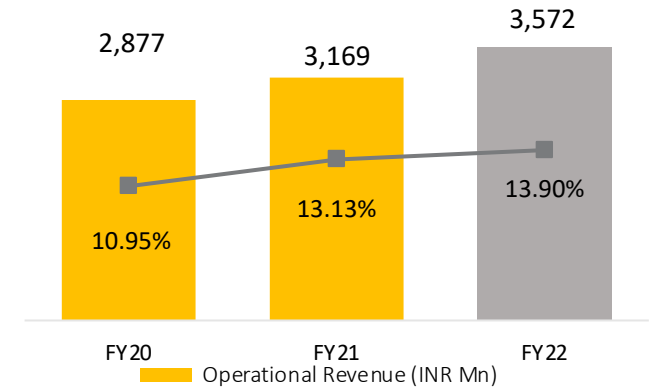
Dedicated R&D centers and teams for product innovation and improvements



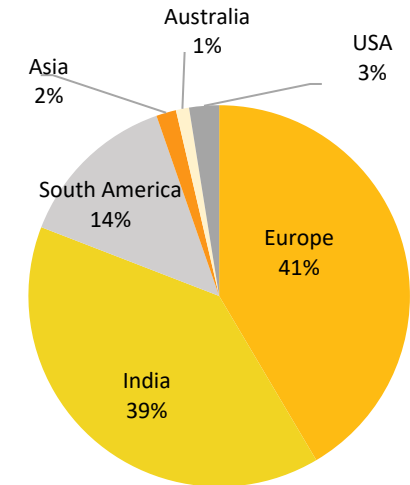
New range of product launches every season

- 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 (%)

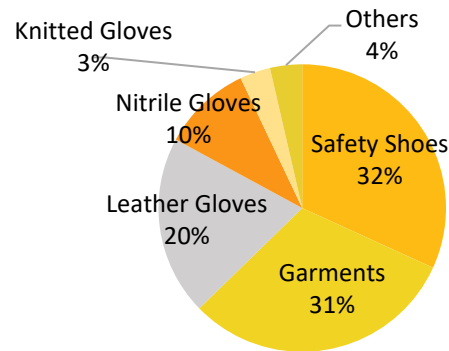


FY22 Geographical Revenue Mix (%)



- 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.

FY22 Product Revenue Matrix



Production & Servicing Annual Capacity	600K Helmets	2.2M 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

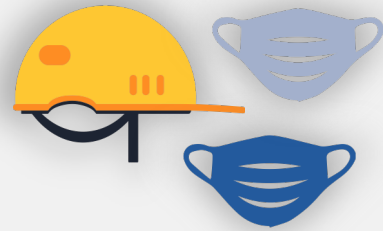
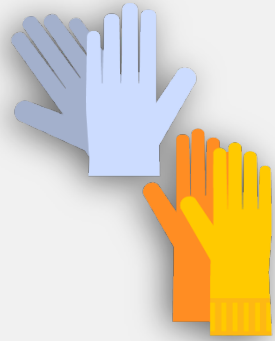
- Mallcom's exclusive workwear ranges from light-weight to heavy-duty industrial work wear. It also makes winter protection, uniforms, and corporate casual wear.
- These provide high protection and are utilized in several sectors such as hospitality, health-care and for general industrial purposes.
- 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

Q4 – FY22/FY22

Q4-FY22 Financial Performance:

FY22 Financial Performance:

Operational
Income
INR 1,060 Mn

EBITDA
INR 140 Mn

EBITDA Margin
13.21%

Net Profit
INR 93 Mn

PAT Margin
8.77%

Diluted EPS
INR 14.84

Operational
Income
INR 3,572 Mn

EBITDA
INR 497 Mn

EBITDA Margin
13.90%

Net Profit
INR 316 Mn

PAT Margin
8.84%

Diluted EPS
INR 50.57

- The operations were initially hit by the sudden surge in Covid-19 cases during the quarter, but the company was able to bounce back supported by better realisations.
- Margins declined due to higher Raw Material costs and Freight costs.
- Depreciation has increased on quarterly and yearly basis as a result of the ongoing capital expenditure projects and commencement of operations at MSPL, Ahmedabad.
- Operation commenced at Ahmedabad plant in FY22. With regular orders being shipped to Europe productivity and shipments expected to improve further in FY23.
- Phase -1 of Ghatakpukur plant expected to be inaugurated on 1st July 22.
- High turnover during last two months of the quarters, has lead to increased receivables in FY22.
- The company could reduce its debt by increasing cash flow from operations.
- The signing of FTA agreements in Australia and UAE has opened up these markets and the company is expecting breakthrough with new contracts being signed in current FY in these geographies and is targetting the UK and Canada and expansion in USA subsequently.
- The Board of Directors has recommended a dividend of INR 3/- per equity share for FY22, subject to shareholders approval.

CONSOLIDATED QUARTERLY FINANCIAL PERFORMANCE

Income Statement (INR Mn)	Q4-FY22	Q4-FY21	Y-o-Y	Q3-FY22	Q-o-Q
Operational Income	1,060	982	7.9%	921	15.1%
Total Expenses	920	844	9%	793	16%
EBITDA	140	138	1.4%	128	9.4%
<i>EBITDA Margins (%)</i>	<i>13.21%</i>	<i>14.05%</i>	<i>(84) Bps</i>	<i>13.89%</i>	<i>(69) Bps</i>
Depreciation	25	16	56.3%	22	13.6%
Finance Cost	3	4	(25)%	10	(70)%
Other Income	8	18	(55.6)%	13	(38.5)%
Exceptional Item	-	-	NA	-	NA
PBT	120	136	(11.8)%	109	10.1%
Tax	27	32	(15.6)%	32	(15.6)%
Profit After Tax	93	104	(10.6)%	77	20.8%
<i>PAT Margins (%)</i>	<i>8.77%</i>	<i>10.59%</i>	<i>(182) Bps</i>	<i>8.36%</i>	<i>41 Bps</i>
Other Comprehensive Income	(1)	(5)	(80)%	(2)	(50)%
Total Comprehensive Income	92	99	(7.1)%	75	22.7%
Diluted EPS (INR)	14.84	16.65	(10.9)%	12.33	20.4%

CONSOLIDATED ANNUAL FINANCIAL PERFORMANCE

Income Statement (INR Mn)	FY22	FY21	Y-o-Y
Operational Income	3,572	3,169	12.7%
Total Expenses	3,075	2,753	11.7%
EBITDA	497	416	19.5%
<i>EBITDA Margins (%)</i>	<i>13.90%</i>	<i>13.13%</i>	<i>78 Bps</i>
Depreciation	83	58	43.1%
Finance Cost	20	16	25%
Other Income	31	32	(3.1)%
Exceptional Item	-	-	NA
PBT	425	374	13.6%
Tax	109	91	19.8%
Profit After Tax	316	283	11.7%
<i>PAT Margins (%)</i>	<i>8.84%</i>	<i>8.93%</i>	<i>(8) Bps</i>
Other Comprehensive Income	-	-	NA
Total Comprehensive Income	316	283	11.7%
Diluted EPS (INR)	50.57	45.30	11.6%

CONSOLIDATED HISTORICAL INCOME STATEMENT

Income Statement (INR Mn)	FY20	FY21	FY22
Operational Income	2,877	3,169	3,572
Total Expenses	2,562	2,753	3,075
EBITDA	315	416	497
<i>EBITDA Margins (%)</i>	<i>10.95%</i>	<i>13.13%</i>	<i>13.90%</i>
Depreciation	56	58	83
Finance Cost	26	16	20
Other Income	5	32	31
Exceptional Item	15	-	-
PBT	253	374	425
Tax	64	91	109
Profit After Tax	189	283	316
<i>PAT Margins (%)</i>	<i>6.57%</i>	<i>8.93%</i>	<i>8.84%</i>
Other Comprehensive Income	-	-	-
Total Comprehensive Income	189	283	316
Diluted EPS (INR)	30.26	45.30	50.57

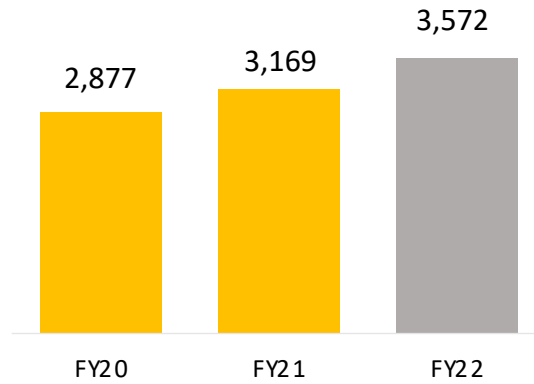
CONSOLIDATED BALANCE SHEET

PARTICULARS (INR MN)	FY20	FY21	FY22
Assets			
1. Non-Current Assets:	484	695	857
(a) Property, Plant and Equipment's	422	474	629
(b) Intangible Assets	3	45	43
(c) Capital Work In Progress	31	146	147
(d) Financial Assets	-	-	-
(i) Loans	8	10	10
(ii) Current Tax Assets (Net)	20	20	28
2. Current Assets	1,485	1,830	1,934
Inventories	757	572	715
Financial Assets			
(a) Investments	213	188	-
(b) Trade Receivable	222	482	694
(c) Cash and Cash Equivalentents	52	40	39
(d) Other Bank Balances	1	267	247
(e) Loans	3	1	1
Other Current Assets	237	280	238
Total Assets	1,969	2,525	2,791

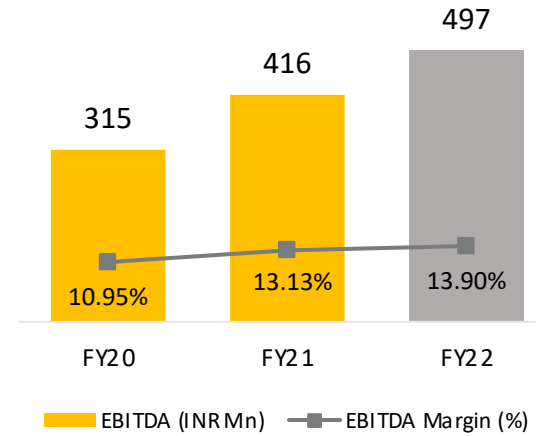
PARTICULARS (INR MN)	FY20	FY21	FY22
Equity and Liabilities			
1. Equity	1,102	1,468	1,764
Equity Share Capital	62	62	62
Other Equity	1,040	1,353	1,660
Minority Interest	-	53	42
2. Non-Current Liabilities	44	42	124
(a) Long Term Borrowings	36	36	60
(b) Other Financial Liabilities	-	-	60
(c) Deferred Tax Liabilities	8	6	4
3. Current Liabilities	823	1,015	903
(i) Financial Liabilities			
(a) Short-Term Borrowings	324	533	474
(b) Trade Payables	343	363	354
(c) Other Financial Liabilities	41	37	10
(ii) Other Current Liabilities	114	81	65
(iii) Provisions	1	1	-
Total Equity and Liabilities	1,969	2,525	2,791

CONSOLIDATED FINANCIAL PERFORMANCE

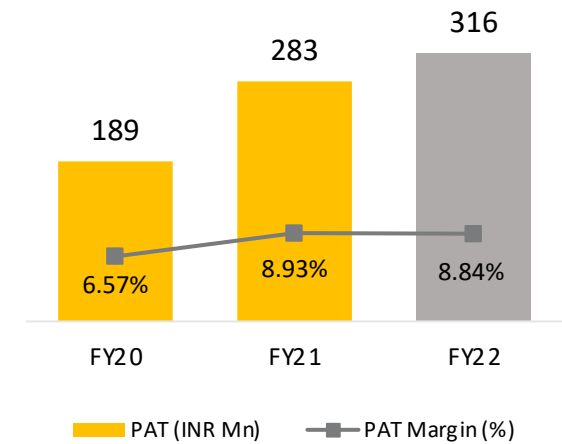
Operational Income (INR Mn)



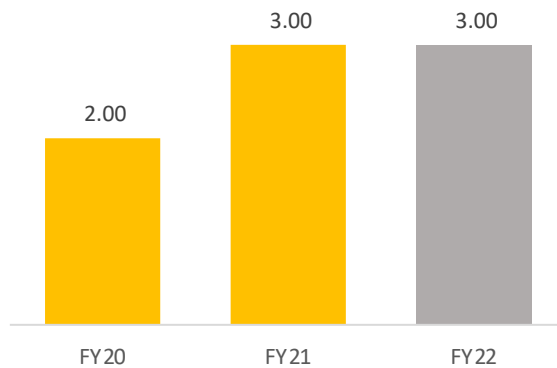
EBITDA (INR Mn) and EBITDA Margins (%)



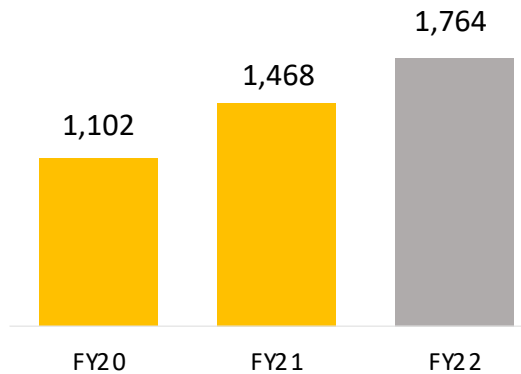
PAT (INR Mn) and PAT Margins (%)



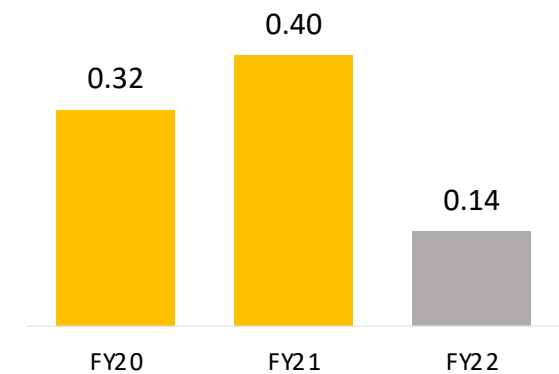
Dividend (INR/share)



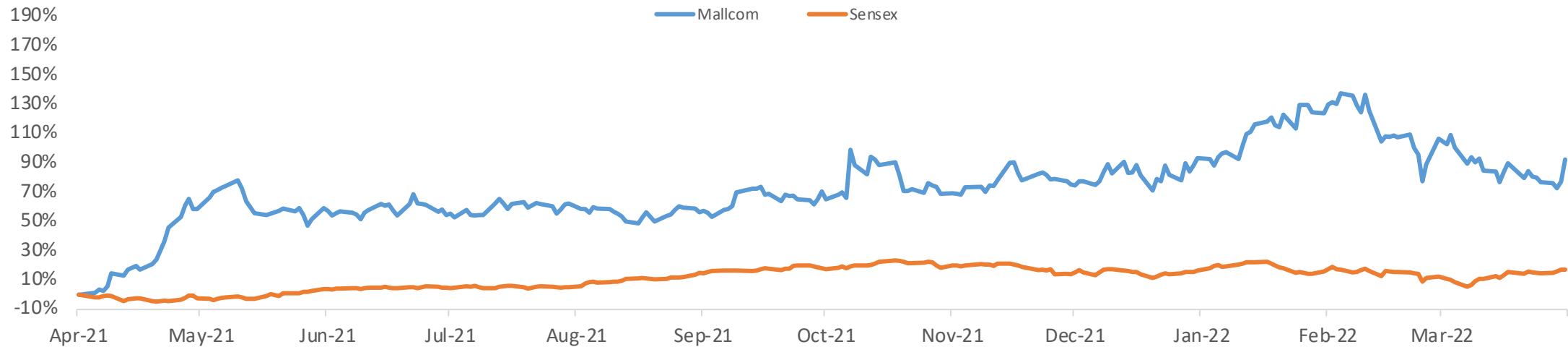
Net Worth (INR Mn)



Net Debt to Equity (x)

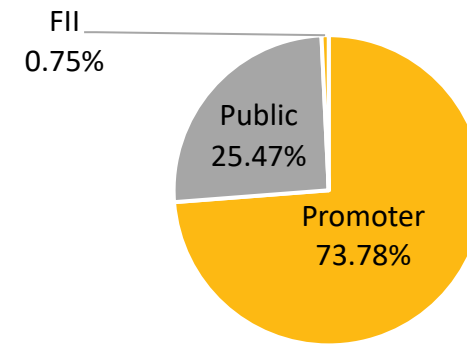


Share Price Return as on 31st March, 2022



Price Data (As on 31st March, 2022)	
Face Value (INR)	10.0
Market Price (INR)	758.1
52 Week H/L (INR)	985.0/373.2
Market Cap (INR Mn)	4,730.54
Equity Shares Outstanding (Mn)	6.2
1 Year Avg. Trading Volume ('000)	3.2

Shareholding Pattern as on 31st March, 2022



Mallcom India Ltd.

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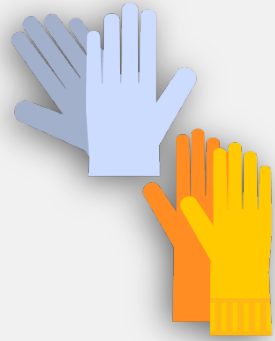
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**THANK
YOU**