

Ref: MIL/BSE/NSE/23

Date: May 29, 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 Audited Financial Results of the Company for the quarter and financial year ended March 31, 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.**

AJAY KUMAR MALL
Digitally signed by
AJAY KUMAR MALL
Date: 2023.05.29
17:17:37 +05'30'

Ajay Kumar Mall
Managing Director
DIN:00470184





Mallcom (India) Limited

Earnings Presentation – Q4FY23 / FY23

SNAP SHOT



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 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



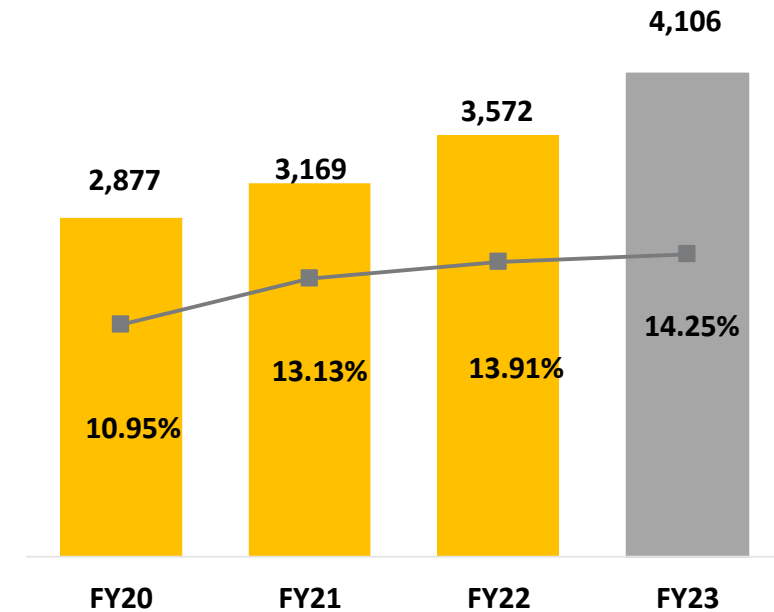
Dedicated R&D centers and teams for product innovation and improvements



New range of product launches every season

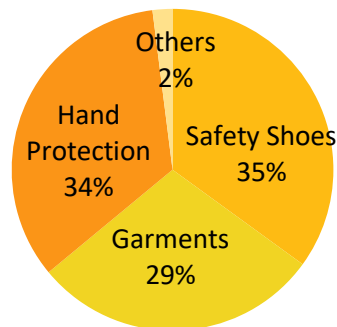
- Mallcom India Ltd was founded in 1983 by Mr. Ajay Mall as a small leather gloves manufacturer headquartered out of Kolkata, India.
- Today it has grown to become one of the largest manufacturers and distributors of Personal Protective Equipment (PPE) products in India, with over 90% of orders coming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



- 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.

FY23 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.

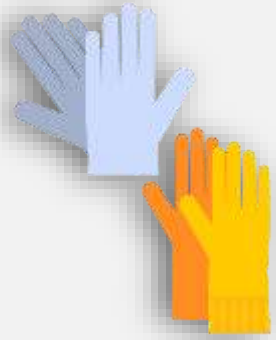
From driving to welding to cut resistant, it is able to meet crucial industrial applications.

- 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.

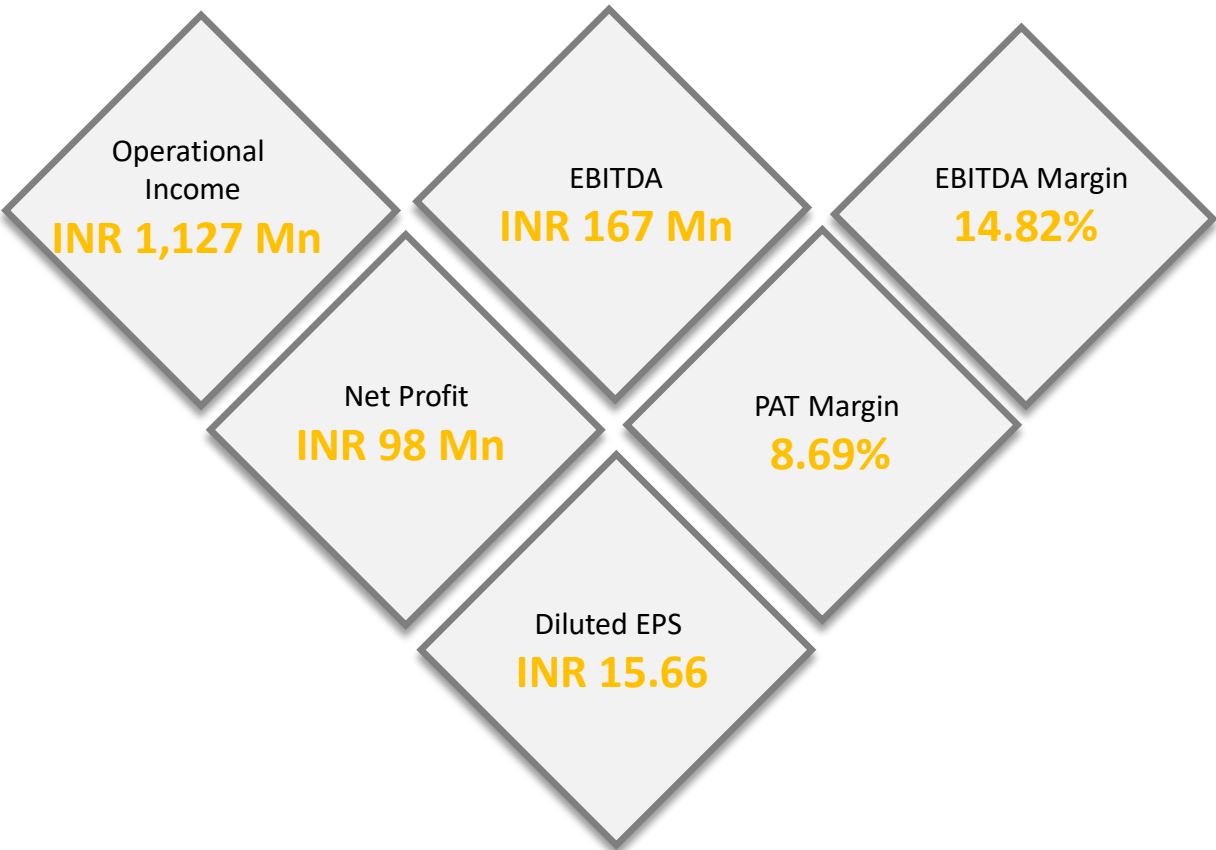
The company manufactures helmets, face masks, eyewear, ear protection etc.



FINANCIAL OVERVIEW

Q4 FY23 / FY23

Q4-FY23 Financial Performance:



FY23 Financial Performance:



Q4 FY23 / FY23 OPERATIONAL HIGHLIGHTS

Highest ever turnover and PAT achieved in history of company

Generated cash flow of Rs.53cr & Invested Rs.46cr in Fixed Assets

Ghatakpukur project made operational during Q2 FY23

Signed MOU with Gujarat Govt for investing Rs. 108cr in 50K sqm land at SANAND-II GIDC for ProTech

Awarded an upgraded certificate of 3-star export house by DGFT, Ministry of Commerce

Received approval from RD, MCA for merging 100% subsidiary "BSPL" with retrospective effective (FY22)

Additional investment of Rs. 12.5cr in buying out JV partner in MSPL, becoming 100% subsidiary

Productivity of MSPL has significantly improved leading to better turnover and profitability

ICRA enhanced company's long-term rating to A with stable outlook as against A-

Conferred with SME Empowering Award by Sh. Bhanu Pratap Singh, MoS, Ministry of MSME, GoI

Increased investment in R&D, brand promotion, business development, product certifications & e-com

GoI signed FTA with UAE & Australia and progressed discussions with UK & EU leading to positive outlook

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



Income Statement (INR Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
Operational Income	1,127	1,060	6.3%	998	12.9%
Total Expenses	960	921	4.2%	853	12.5%
EBITDA	167	139	20.1%	145	15.2%
EBITDA Margins (%)	14.82%	13.11%	171 bps	14.43%	39 bps
Depreciation	24	25	-4.0%	17	41.2%
Finance Cost	10	3	NA	7	42.9%
Other Income	14	8	75.0%	16	-12.5%
PBT	147	119	23.5%	136	8.1%
Tax	49	26	88.5%	28	75%
Profit After Tax	98	93	5.4%	108	-9.3%
PAT Margins (%)	8.69%	8.77%	8 bps	10.82%	213 bps
Other Comprehensive Income	(2)	(2)	0.0%	2	NA
Total Comprehensive Income	96	91	5.5%	110	5.5%
Diluted EPS (INR)	15.66	15.75	5.5%	16.86	-7.1%

ANNUAL CONSOLIDATED FINANCIAL PERFORMANCE



Income Statement (INR Mn)	FY23	FY22	Y-o-Y
Operational Income	4,106	3,572	15.0%
Total Expenses	3,521	3,075	14.5%
EBITDA	585	497	17.7%
EBITDA Margins (%)	14.25%	13.91%	34 bps
Depreciation	83	83	0.0%
Finance Cost	25	20	25.0%
Other Income	31	31	0.0%
PBT	509	425	19.8%
Tax	140	109	28.4%
Profit After Tax	369	316	16.8%
PAT Margins (%)	8.99%	8.85%	14 bps
Other Comprehensive Income	1	(1)	NA
Total Comprehensive Income	370	315	17.5%
Diluted EPS (INR)	59.19	52.28	13.2%

CONSOLIDATED HISTORICAL INCOME STATEMENT



Income Statement (INR Mn)	FY20	FY21	FY22	FY23
Operational Income	2,877	3,169	3,572	4,106
Total Expenses	2,562	2,753	3,075	3,521
EBITDA	315	416	497	585
EBITDA Margins (%)	10.95%	13.13%	13.91%	14.25%
Depreciation	56	58	83	83
Finance Cost	26	16	20	25
Other Income	5	32	31	31
Exceptional Item	15	-	-	-
PBT	253	374	425	509
Tax	64	91	109	140
Profit After Tax	189	283	316	369
PAT Margins (%)	6.57%	8.93%	8.85%	8.99%
Other Comprehensive Income	-	-	(1)	1
Total Comprehensive Income	189	283	315	370
Diluted EPS (INR)	30.26	45.30	52.28	59.19

CONSOLIDATED BALANCE SHEET

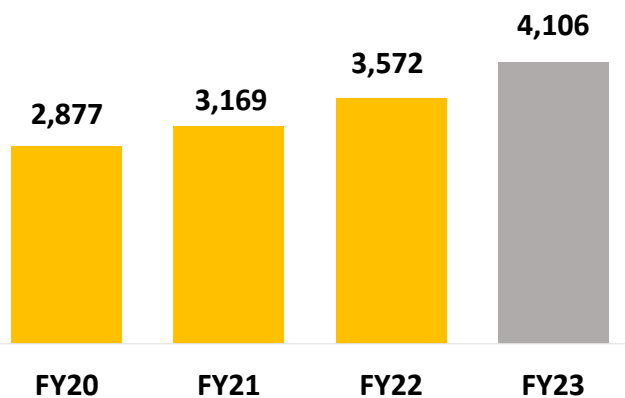


PARTICULARS (INR MN)	FY21	FY22	FY23
Assets			
1. Non-Current Assets:	695	815	1,184
(a) Property, Plant and Equipment's	474	629	1,070
(b) Intangible Assets	45	1	1
(c) Capital Work In Progress	146	147	83
(d) Financial Assets			
(i) Loans	10	10	13
(e) Non - Current Tax Assets (Net)	20	28	18
2. Current Assets	1,830	1,933	2,358
Inventories	572	715	857
Financial Assets			
(a) Investments	188	-	270
(b) Trade Receivable	482	694	588
(c) Cash and Cash Equivalentents	40	39	42
(d) Other Bank Balances	267	247	359
(e) Loans	1	1	1
Other Current Assets	280	237	242
Total Assets	2,525	2,748	3,542

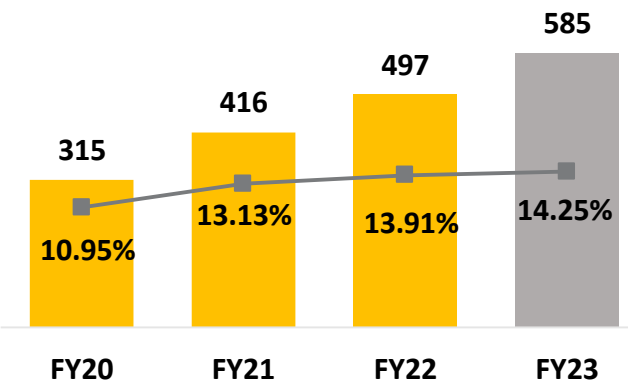
PARTICULARS (INR MN)	FY21	FY22	FY23
Equity and Liabilities			
1. Equity	1,468	1,721	2,032
Equity Share Capital	62	62	62
Other Equity	1,353	1,617	1,970
Minority Interest	53	42	-
2. Non-Current Liabilities	42	124	112
(a) Long Term Borrowings	36	60	40
(b) Other Financial Liabilities	-	60	63
(c) Deferred 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	2,748	3,542

CONSOLIDATED FINANCIAL PERFORMANCE

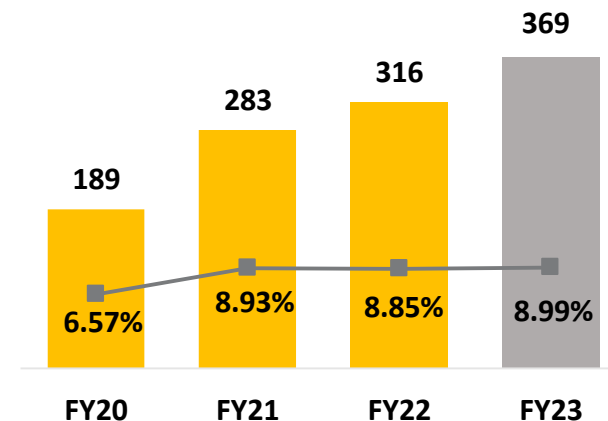
Operational Income (INR Mn)



EBITDA (INR Mn) and EBITDA Margins (%)



PAT (INR Mn) and PAT Margins (%)

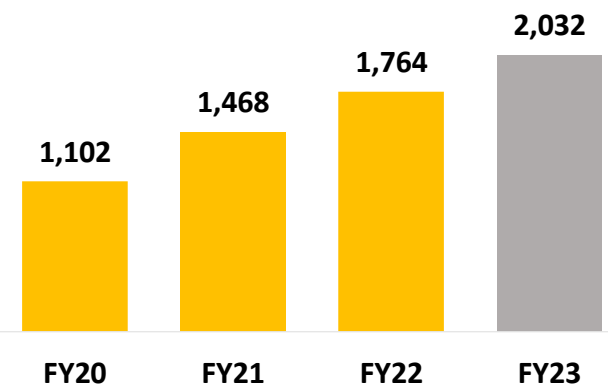


Dividend (INR/share)

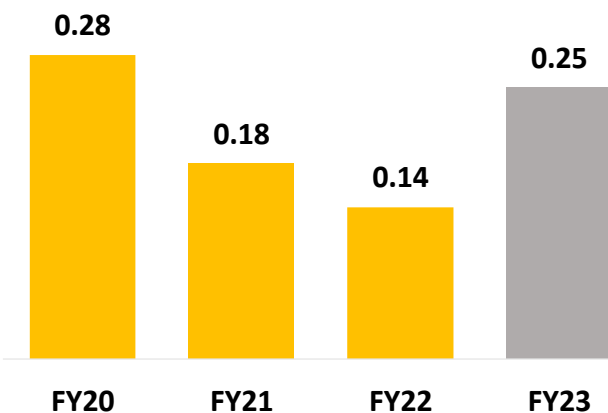


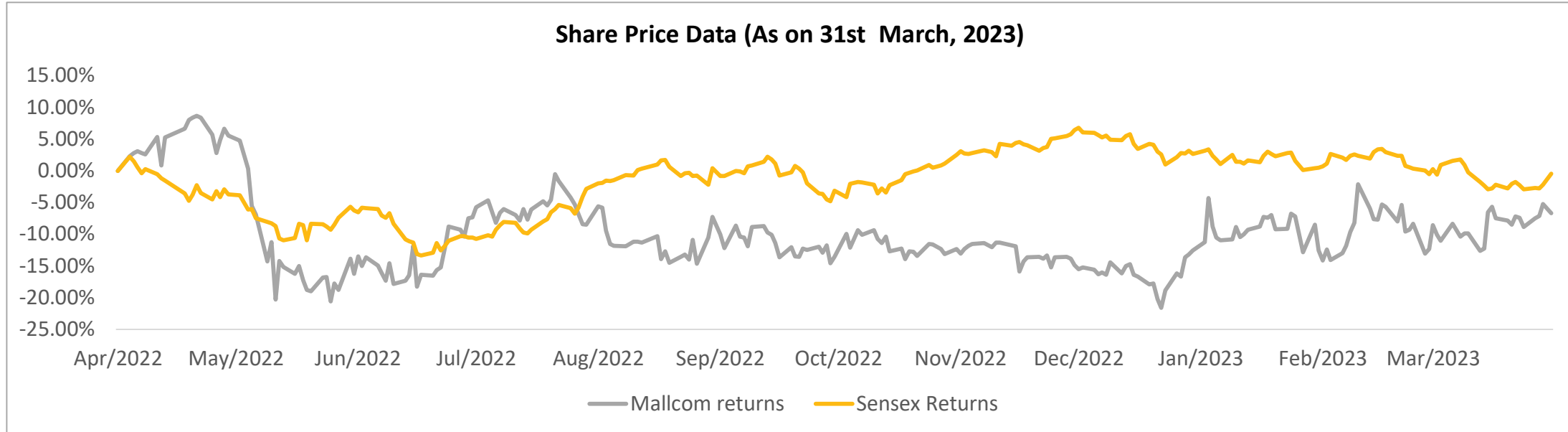
* Board Recommended

Net Worth (INR Mn)



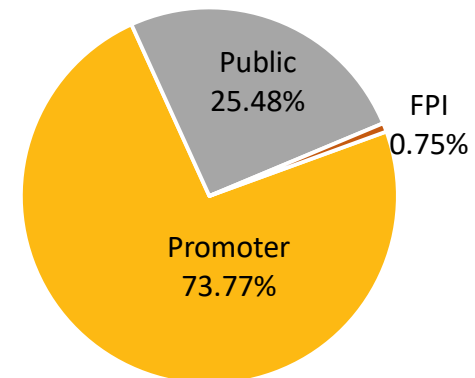
Net Debt to Equity (x)





Price Data (As on 31st March, 2023)	
Face Value (INR)	10.0
Market Price (INR)	735.3
52 Week H/L (INR)	897.4 / 590.0
Market Cap (INR Mn)	4,588.3
Equity Shares Outstanding (Mn)	6.2
1 Year Avg. Trading Volume ('000)	3.5

Shareholding Pattern (As on 31st March, 2023)



Mallcom India Ltd.

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**THANK
YOU**