

Ref: MIL/BSE/NSE/25

Date: May 19, 2025

The Manager Corporate Relationship Department BSE Limited 1st 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, 5th 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

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation on the Audited Financial Results of the Company for the quarter and financial year ended 31st March 2025.

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

This is for your kind information and record.

For MALLCOM (INDIA) LTD.

GAURAV RAJ

Company Secretary & Compliance Officer



Mallcom (India) Limited

Earnings Presentation – Q4-FY25/FY25

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 33% are women



13 state-of-the-art
manufacturing facilities
across India, equipped with
best-in-class machinery
and spanning over 1
million sq. ft of floor space



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



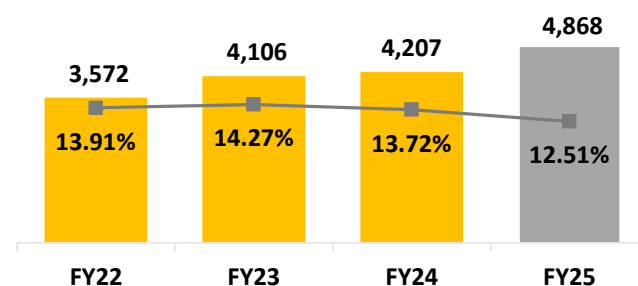
New range of product
launches every season

COMPANY OVERVIEW

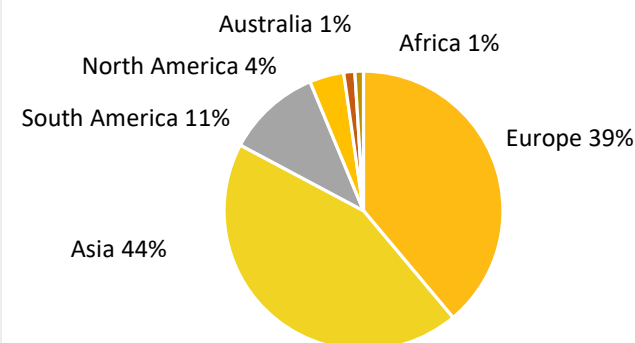


- Mallcom India Ltd was founded in 1983 by Mr. Ajay Mall as a small leather gloves manufacturer headquartered out of Kolkata, India.
- Today it has grown to become one of the largest manufacturers and distributors of Personal Protective Equipment (PPE) products in India, with over 90% of orders coming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



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.

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 protect 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.



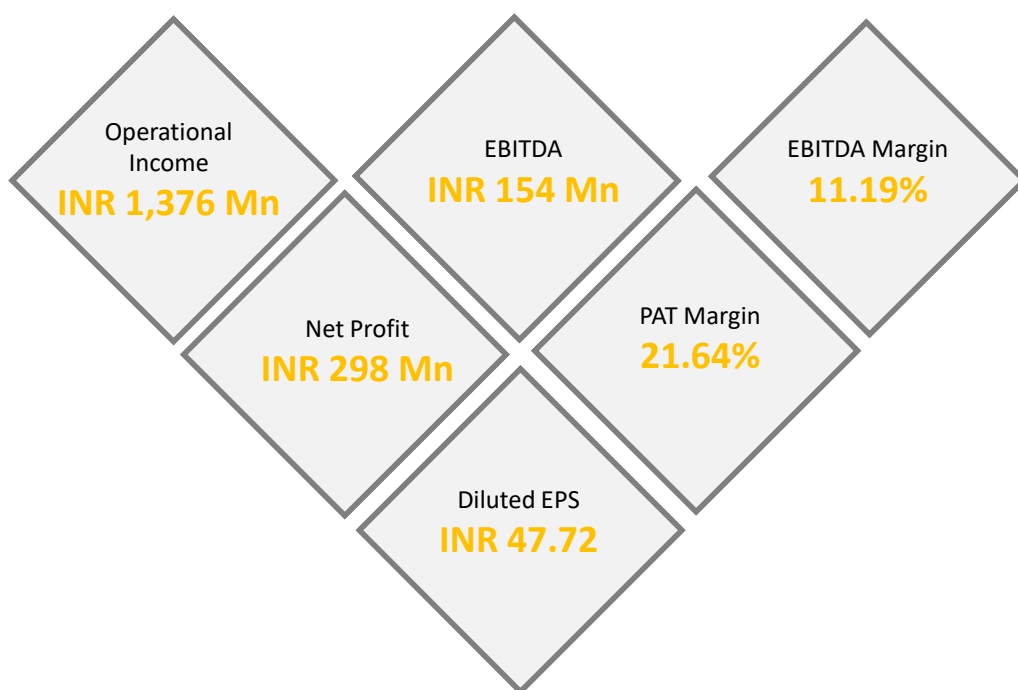
FINANCIAL OVERVIEW

Q4-FY25/FY25

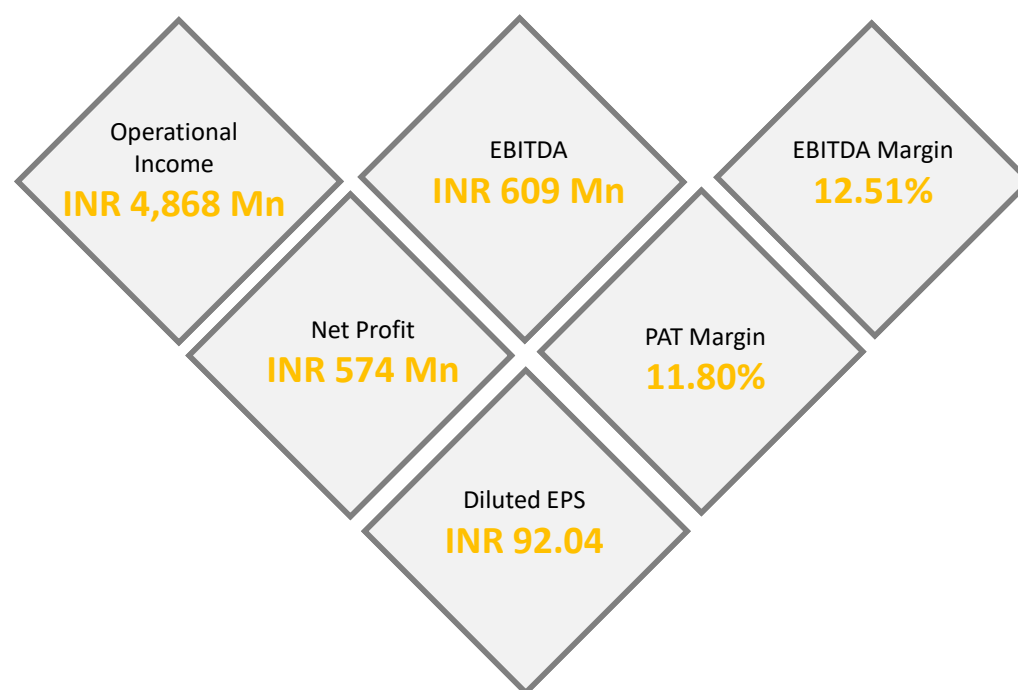
CONSOLIDATED FINANCIAL HIGHLIGHTS



Q4-FY25 Financial Performance



FY25 Financial Performance



Q4-FY25 / FY25 OPERATIONAL HIGHLIGHTS



- Increase in Other Income in Q4-FY25 of Rs.25.40 Crore was due to outright sale of Land & Building of an erstwhile garment unit Kolkata-700039.
- Decrease in EBITDA Margin in FY25 was mainly due to higher Marketing, Branding & Consultancy fee incurred during the year in line with company's effort to increase operational efficiency and market share.
- The first phase of Sanand-II, Gujarat (Greenfield Project) set-up for manufacturing of Protec work wear is now complete and undergoing trial runs. The Project cost for this unit stand at Rs.95 Cr. With the basic infrastructure ready the company plan to install additional line of machinery during the year as well as projects further addition as per market requirement and response.
- The Greenfield Project for manufacturing of Industrial Safety Shoes "A DIPP approved Design Studio" being set up at Chandpur, West Bengal is also complete and undergoing trial runs. The Project Cost for this Unit stands at Rs.25 Cr. against which company will be getting a total subsidy of Rs.7.20 Cr. out of which Rs.5.10 Cr. is already received during the FY 25.
- During FY25, the company has made a Consolidated Investment of Rs.78.67 Crores on cash basis in Fixed Assets, the entire fund has been generated and utilized through internal accruals.
- The Company received various awards and accolades in FY25 like: "Great Place to Work certification" - on the 1st attempt for the company and Safety Leadership Award at the Outlook Business Spotlight Achievers Award 2024.
- During the year ICRA the rating agency re-affirmed the long-term credit rating of the company assigned as "A" with stable outlook. The company also continued to enjoy status as "Three Star Export House" granted by Ministry of Commerce and Industry and "AEO T1", status holder, assigned by CBIC, Ministry of Finance.
- The company launched wider-toe safety shoe in ergonomically designed single density GARUD(r) sole and introduced a new range of aesthetically created premium leather gloves range called "Kaala Peela" for the Indian market during FY25, both getting significant response.
- Also launched a revamped platform for own e-commerce marketplace offering head-to-toe PPE, which has been well appreciated by the users.
- Entered into a IPR agreement and getting sole rights to Chacha Chaudhary/ Sabu, both renowned cartoon characters, helping in increased visibility for company's marketing efforts for its products as well as in promoting the social awareness about safety and use of safety products at workplace.
- As a part of CSR initiative, the company among other had opportunity of sponsoring Para-Badminton star Manasi Joshi helping her participate in her maiden Paralympics representing India.

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



Income Statement (INR Mn)	Q4-FY25	Q4-FY24	Y-o-Y	Q3-FY25	Q-o-Q
Operational Income	1,376	1,224	12.4%	1,177	16.9%
Total Expenses	1,222	1,059	15.4%	1,025	18.9%
EBITDA	154	165	(6.6)%	152	3.3%
EBITDA Margins (%)	11.19%	13.48%	(229) Bps	12.91%	(150) Bps
Depreciation	27	(8)	NA	25	8.0%
Finance Cost	24	13	84.6%	11	NA
Other Income	255	10	NA	6	NA
PBT	359	170	NA	122	NA
Tax	61	52	17.3%	32	90.6%
Profit After Tax	298	118	NA	90	NA
PAT Margins (%)	21.64%	9.64%	NA	7.65%	NA
Other Comprehensive Income	(1)	(10)	NA	5	(80.0)%
Total Comprehensive Income	297	108	NA	95	NA
Diluted EPS (INR)	47.72	18.92	NA	14.46	NA

ANNUAL CONSOLIDATED FINANCIAL PERFORMANCE



Income Statement (INR Mn)	FY25	FY24	Y-o-Y
Operational Income	4,868	4,207	15.7%
Total Expenses	4,259	3,630	17.3%
EBITDA	609	577	5.5%
EBITDA Margins (%)	12.51%	13.72%	(121) Bps
Depreciation	96	79	21.5%
Finance Cost	61	42	45.2%
Other Income	289	41	NA
PBT	741	497	49.1%
Tax	167	134	24.6%
Profit After Tax	574	363	58.1%
PAT Margins (%)	11.80%	8.63%	317 Bps
Other Comprehensive Income	6	(1)	NA
Total Comprehensive Income	580	362	60.2%
Diluted EPS (INR)	92.04	58.20	58.1%

CONSOLIDATED HISTORICAL INCOME STATEMENT



Income Statement (INR Mn)	FY22	FY23	FY24	FY25
Operational Income	3,572	4,106	4,207	4,868
Total Expenses	3,075	3,520	3,630	4,259
EBITDA	497	586	577	609
EBITDA Margins (%)	13.91%	14.27%	13.72%	12.51%
Depreciation	83	83	79	96
Finance Cost	20	25	42	61
Other Income	31	31	41	289
PBT	425	509	497	741
Tax	109	140	134	167
Profit After Tax	316	369	363	574
PAT Margins (%)	8.85%	8.99%	8.63%	11.80%
Other Comprehensive Income	(1)	1	(1)	6
Total Comprehensive Income	315	370	362	580
Diluted EPS (INR)	52.28	59.19	58.20	92.04

CONSOLIDATED BALANCE SHEET



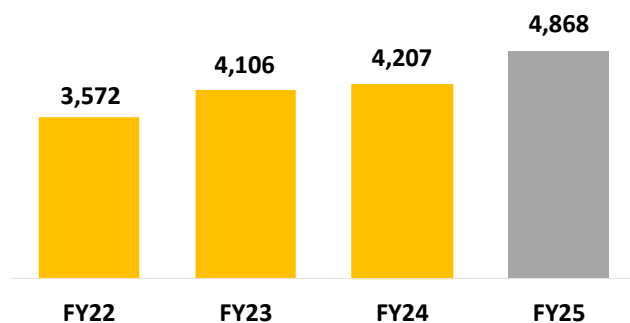
PARTICULARS (INR Mn)	FY23	FY24	FY25
Assets			
1. Non Current Assets	1,184	1,373	2,068
(a) Property, Plant and Equipment's	1,070	1,235	1,285
(b) Intangible Assets	1	1	-
(c) Capital Work In Progress	82	102	743
(d) Financial Assets			
(i) Loans	13	12	15
(e) Non-Current Tax Assets (Net)	18	23	25
2. Current Assets	2,358	2,504	2,860
(a) Inventories	857	1,068	1,432
(b) Financial Assets			
(i) Investments	270	145	127
(c) Trade Receivable	588	665	841
(d) Cash and Cash Equivalents	42	2	42
(e) Other Bank Balances	359	322	21
(f) Loans	-	2	2
Other Current Assets	242	300	395
Total Assets	3,542	3,877	4,928

PARTICULARS (INR Mn)	FY23	FY24	FY25
Equity and Liabilities			
1. Equity	2,032	2,375	2,996
Equity Share Capital	62	62	62
Other Equity	1,970	2,313	2,924
Minority Interest	-	-	-
2. Non-Current Liabilities	112	118	51
(a) Long Term Borrowings	40	37	25
(b) Other Financial Liabilities	63	63	-
(c) Deferred Tax Liabilities	9	18	26
3. Current Liabilities	1,398	1,384	1,891
(i) Financial Liabilities			
(a) Short-Term Borrowings	868	890	1,133
(b) Trade Payables	413	394	574
(c) Other Financial Liabilities	51	10	10
(ii) Other Current Liabilities	66	88	169
(iii) Provisions	-	2	5
Total Equity and Liabilities	3,542	3,877	4,928

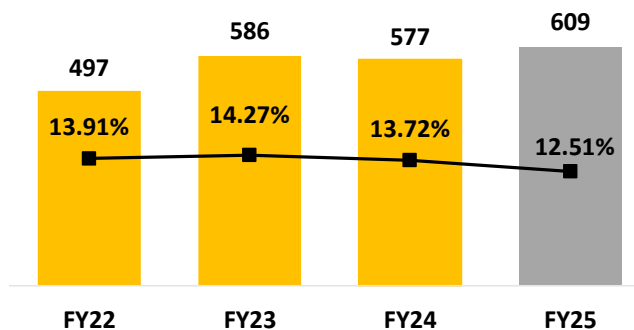
CONSOLIDATED FINANCIAL PERFORMANCE



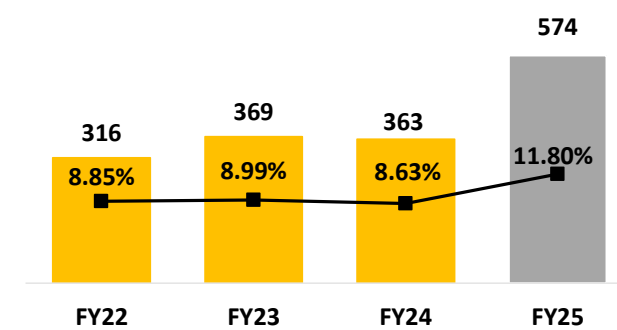
Operational Income (INR Mn)



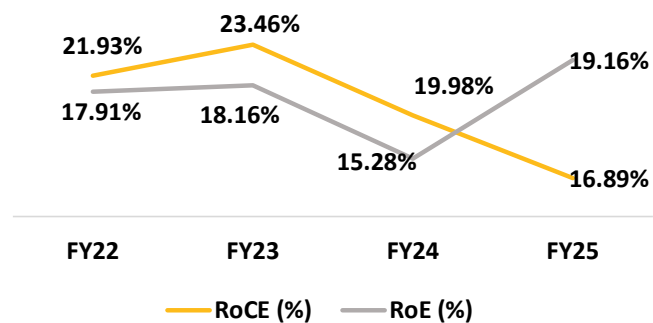
EBITDA (INR Mn) and EBITDA Margins (%)



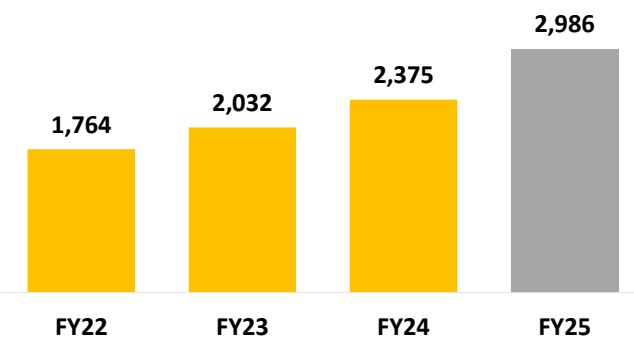
PAT (INR Mn) and PAT Margins (%)



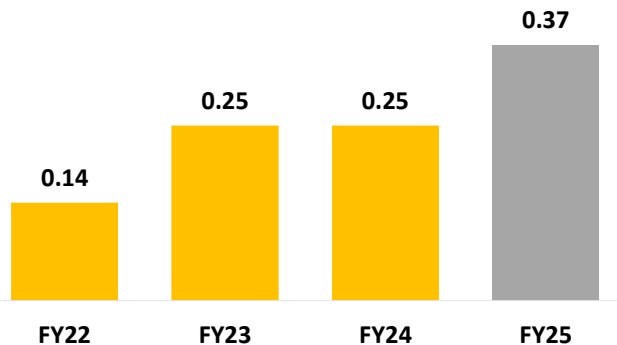
ROE and ROCE (%)



Net Worth (INR Mn)



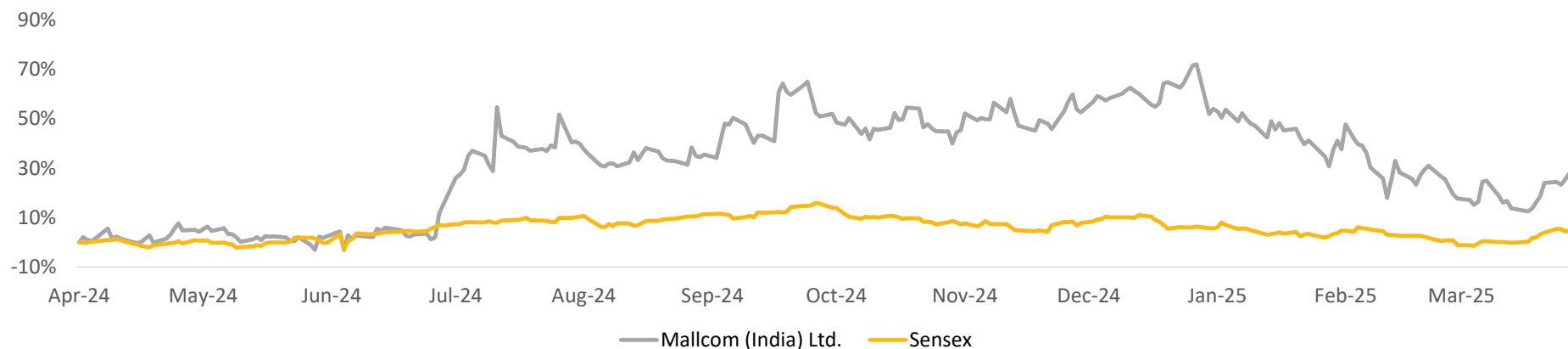
Net Debt to Equity (x)



CAPITAL MARKET DATA

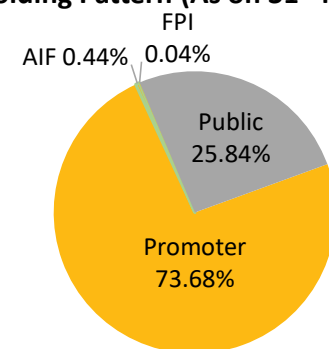


Share Price Data (As on 31st March, 2025)



Price Data (As on 31 st March, 2025)	
Face Value (INR)	10.0
Market Price (INR)	1,218.3
52 Week H/L (INR)	1,780.0/937.2
Market Cap (INR Mn)	7,602.2
Equity Shares Outstanding (Mn)	6.2
1 Year Avg. Trading Volume ('000)	11.9

Shareholding Pattern (As on 31st March, 2025)



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Mallcom (India) Ltd.

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**THANK
YOU**