

**Date: August 10, 2025**

**To  
BSE Limited  
P J Towers,  
Dalal Street,  
Mumbai – 400 001  
Scrip Code: 544318**

**To  
The National Stock Exchange of India Limited  
“Exchange Plaza”,  
Bandra – Kurla Complex,  
Bandra (E), Mumbai – 400 051  
Scrip Code: MAMATA**

**Sub: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Earnings Presentation**

Dear Sir,

In terms of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Earnings Presentation pertaining to Financial Results of quarter ended June 30, 2025.

The aforesaid presentation will also be made available on the website of the Company at [www.mamata.com](http://www.mamata.com).

Thanking you.

Yours faithfully.

**For, Mamata Machinery Limited**

**Madhuri Sharma  
Company Secretary & Compliance Officer**

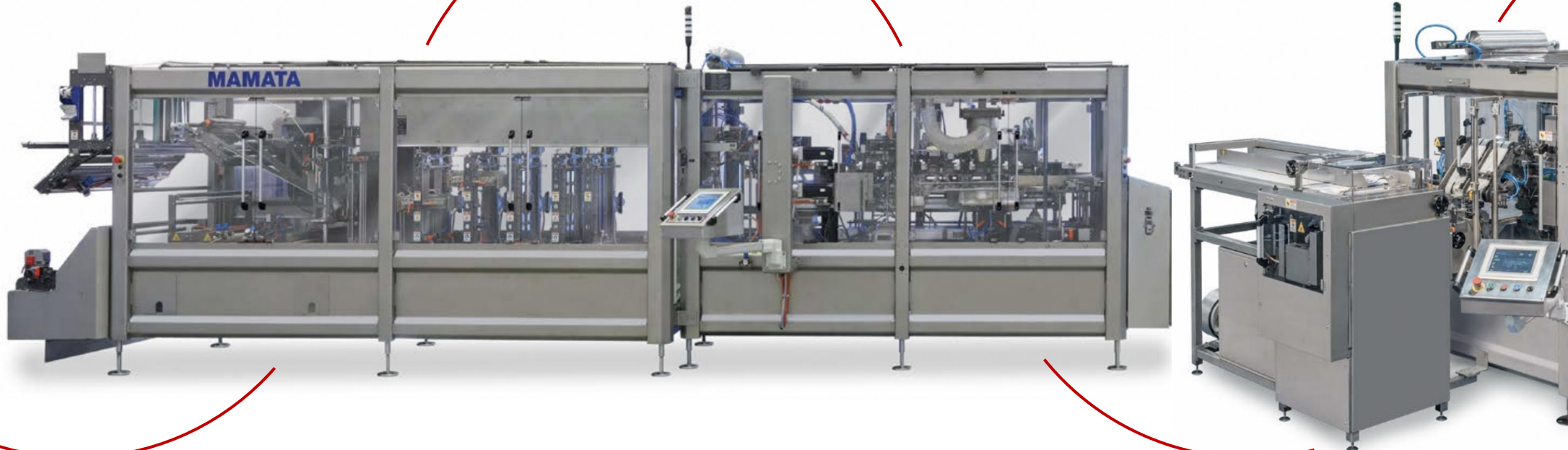
**Encl.: A/a**

**MAMATA MACHINERY LIMITED**  
NSE: MAMATA | BSE: 544318 | Bloomberg: MAMATA:IN



# TOTAL SOLUTIONS FOR FLEXIBLE PACKAGING

Earnings Presentation  
Q1FY26 | August 2025



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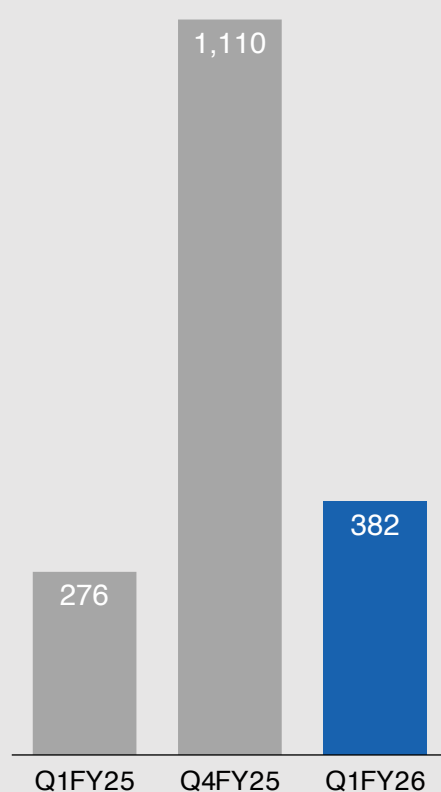


# Q1FY26 Performance Highlights (Consolidated)

## Q1FY26 Performance

### Revenue

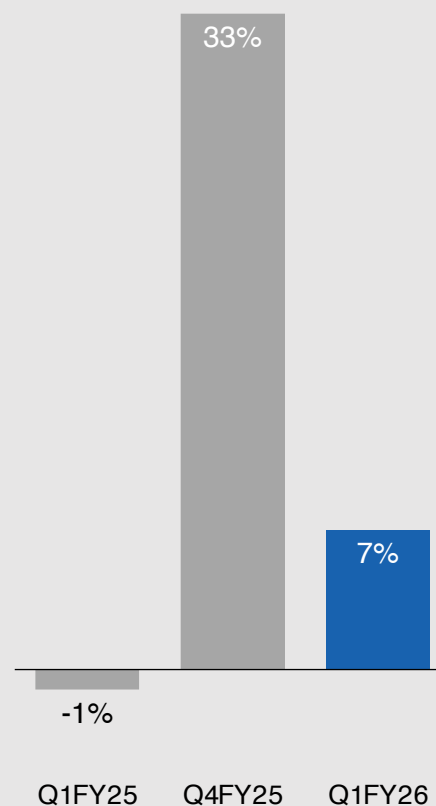
(IN ₹ MILLION)



**38%** ▲  
YoY Growth

### EBITDA Margin

(IN %)



**778 BPS** ▲  
YoY Growth

### PAT

(IN ₹ MILLION)



**1112%** ▲  
YoY Growth



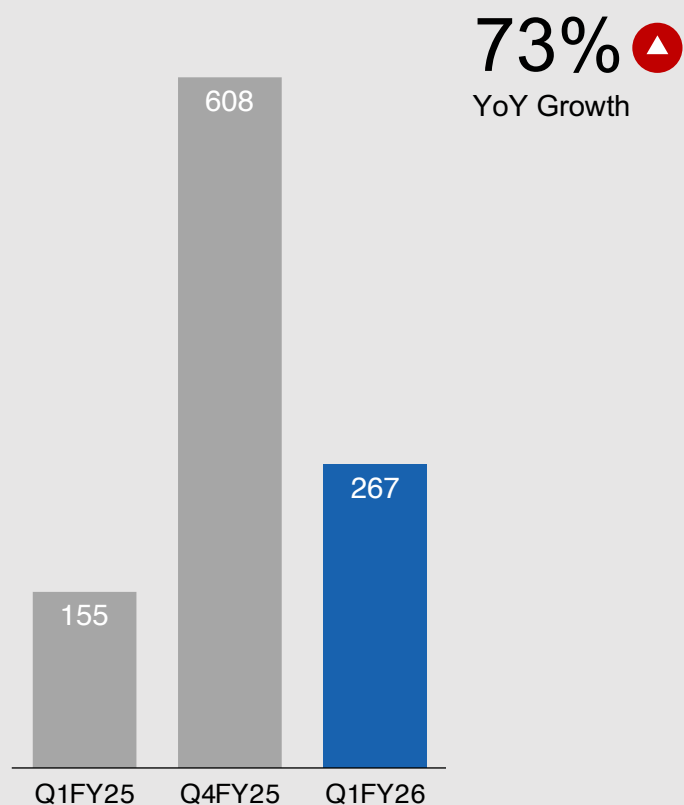


# Product Vertical Performance (Consolidated)

Q1FY26 Performance

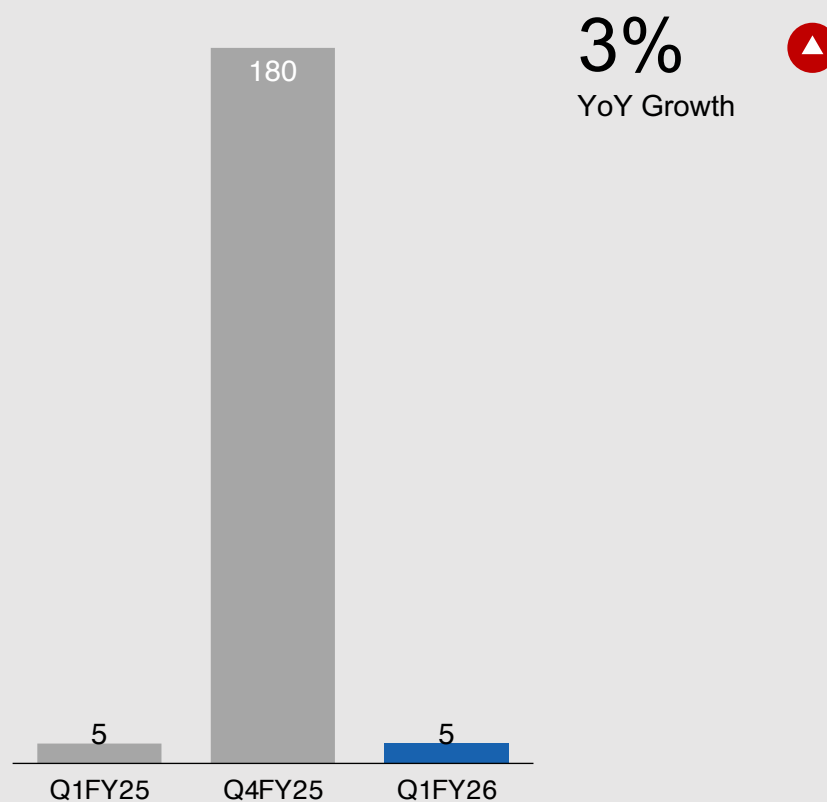
## Converting - Revenue

(IN ₹ MILLION)



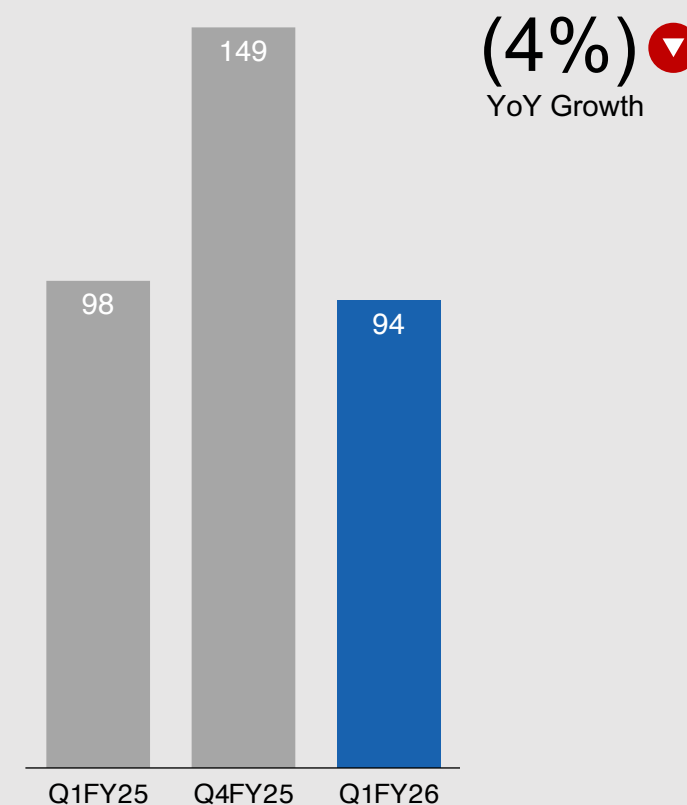
## Co-extrusion - Revenue

(IN ₹ MILLION)



## Packaging - Revenue

(IN %)



# P&L Snapshot (Consolidated)

Particulars (₹ IN MILLION)	Q1FY25	Q4FY25	Q1FY26	YoY Change
<b>Revenue from Operations</b>	<b>276</b>	<b>1,110</b>	<b>382</b>	<b>38%</b>
Other Income	16	13	15	(5%)
COGS	83	398	145	75%
<b>Gross Profit</b>	<b>193</b>	<b>713</b>	<b>237</b>	<b>22%</b>
<b>Gross Margin (%)</b>	<b>70%</b>	<b>64%</b>	<b>60%</b>	<b>(1,036) bps</b>
Operating Expenses	196	346	210	7%
<b>EBITDA</b>	<b>(3)</b>	<b>367</b>	<b>26</b>	<b>935%</b>
<b>EBITDA Margin (%)</b>	<b>(1%)</b>	<b>33%</b>	<b>7%</b>	<b>778 bps</b>
Finance Cost	2	2	1	(34%)
Depreciation	7	9	8	9%
Profit before Tax	3	370	37	1,030%
<b>Profit after Tax</b>	<b>2</b>	<b>271</b>	<b>26</b>	<b>1,112%</b>
<b>PAT Margins (%)</b>	<b>1%</b>	<b>24%</b>	<b>7%</b>	<b>588 bps</b>
<b>Basic EPS (in ₹)</b>	<b>0.09</b>	<b>11.02</b>	<b>0.95</b>	<b>973%</b>

# Management Commentary

I am pleased to report that the Company has made a good start to the new financial year, with revenue growth of 38% YOY in Q1. While we had expected to record most of the deferred orders from the previous quarter, some of these orders, particularly in packaging and exports, are now expected to be booked in Q2. Nevertheless, we have successfully booked the bulk of our converting machinery orders in Q1.

The evolving US tariff policy environment introduces a degree of uncertainty, and we remain vigilant in monitoring potential risks. The situation remains very fluid, and we are awaiting the announcement of the final policy changes. Nonetheless, we are fully committed to our presence in the US market, which we have built over the last 2 decades.

We are also intensifying our efforts to grow in other export markets, with a particular focus on expanding the reach of our Packaging Machinery portfolio in key international markets such as Africa, the Middle East, Europe, Asia, and South & Central America.

Another notable recent milestone was the receipt of our first-ever orders for 9-layer blown film plants, one from an existing domestic customer and another from a new client in Latin America. These achievements underscore our unique position in the Co-Extrusion segment and validate our reputation as the go-to provider for customized, and high-end solutions.

We remain committed to sustainable and diversified growth. With several important industry trade shows on the horizon, including our participation in the prestigious K trade show in Germany, we look forward to positive demand signals during the upcoming order intake period at the end of Q2. Looking ahead, we are confident in building our growth momentum through the scaling of our packaging machines division and our ongoing commitment to product innovation.



**Apurva Kane**  
Chief Executive Officer

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# 07

## Company Overview



# Executive Summary

Unique value proposition

**Total flexible packaging machinery solutions provider with presence across value chain: *co-extrusion > converting > packaging***

IP-driven business

**Intellectual, R&D, and engineering prowess resulting in industry-first product introductions & innovations**

Highly capital-efficient business model

**IP generation, asset-light manufacturing, robust value propositions leading to healthy margins & capital return ratios**

Market leadership

**India's leading converting machinery player and amongst top 5 globally. Leading domestic player in Packaging machinery as well**

Generating healthy cash flows

**Minimal capital requirements to grow, lean balance sheet, and healthy cash-reserves**

Championing 'Make in India, for the World'

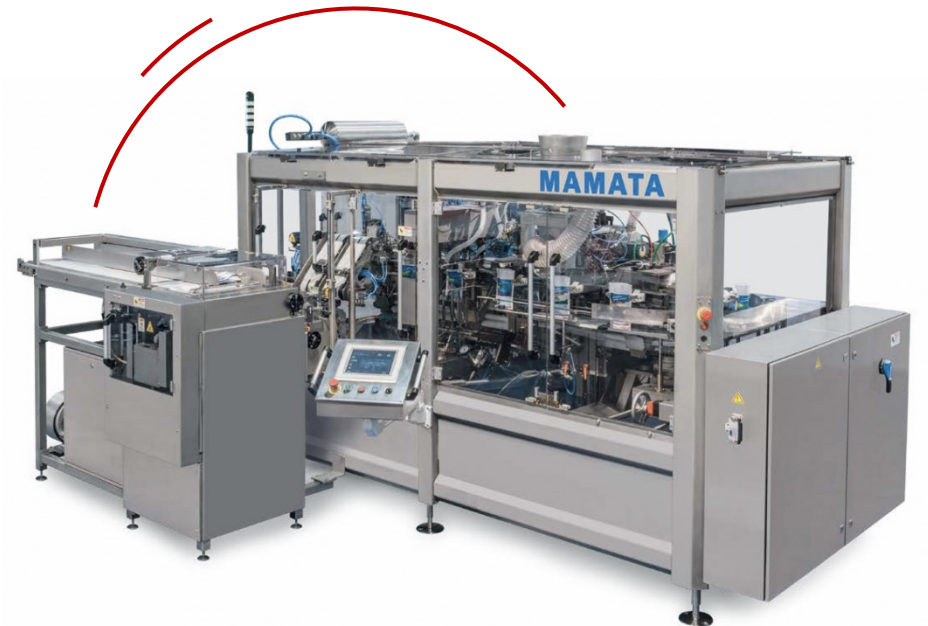
**Focus on import substitution, while effectively competing in sophisticated export markets: *US, EU, Middle-East & Africa***

At forefront of recyclable technology

**Developed specialised technology compatible with recyclable films, without compromising on quality & speed**

Industry tailwinds

**Rising consumption, e-commerce growth, growing packaged foods, rigid to flexible packaging shift, and growing export potential**



# Mamata At a Glance

5,000+

Global  
installations

80+

Delivered machinery  
to 80+ countries

71%+

Export  
top line

## Industry- Leading

Profitability metrics &  
capital return ratios

## Net-Debt Free

Balance Sheet with  
healthy cash reserves

2

International offices &  
agents in Africa, Middle  
East, Europe, Asia and  
South-Central America

199

Team Strength in India with  
18 in USA subsidiary

35+

Years old,  
established brand

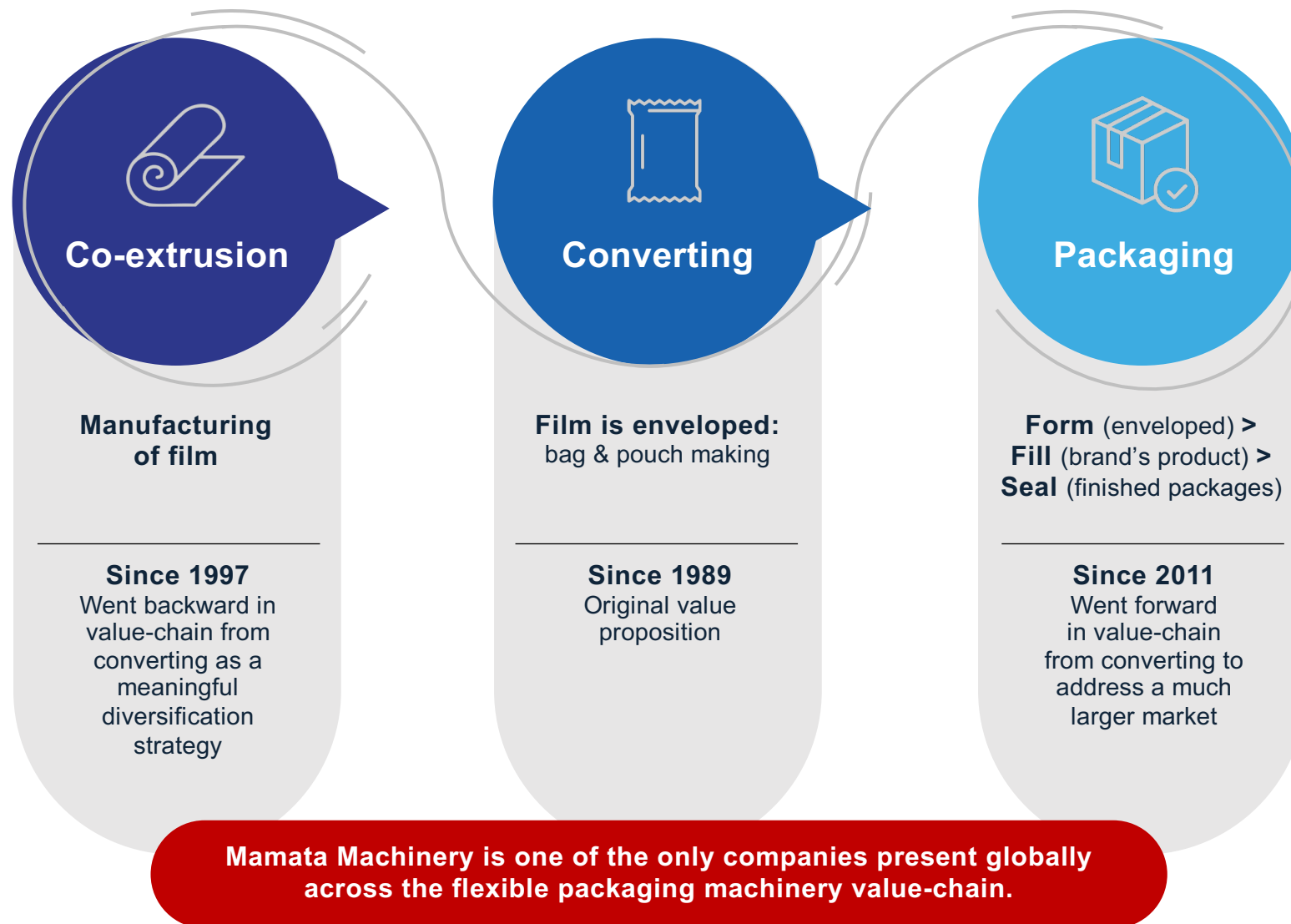


# Unique Value Proposition: Total Flexible Packaging Solutions

Unique value proposition with **sustainable flexible packaging** solution under one-roof

One-stop solution provider for brand owners & convertors alike

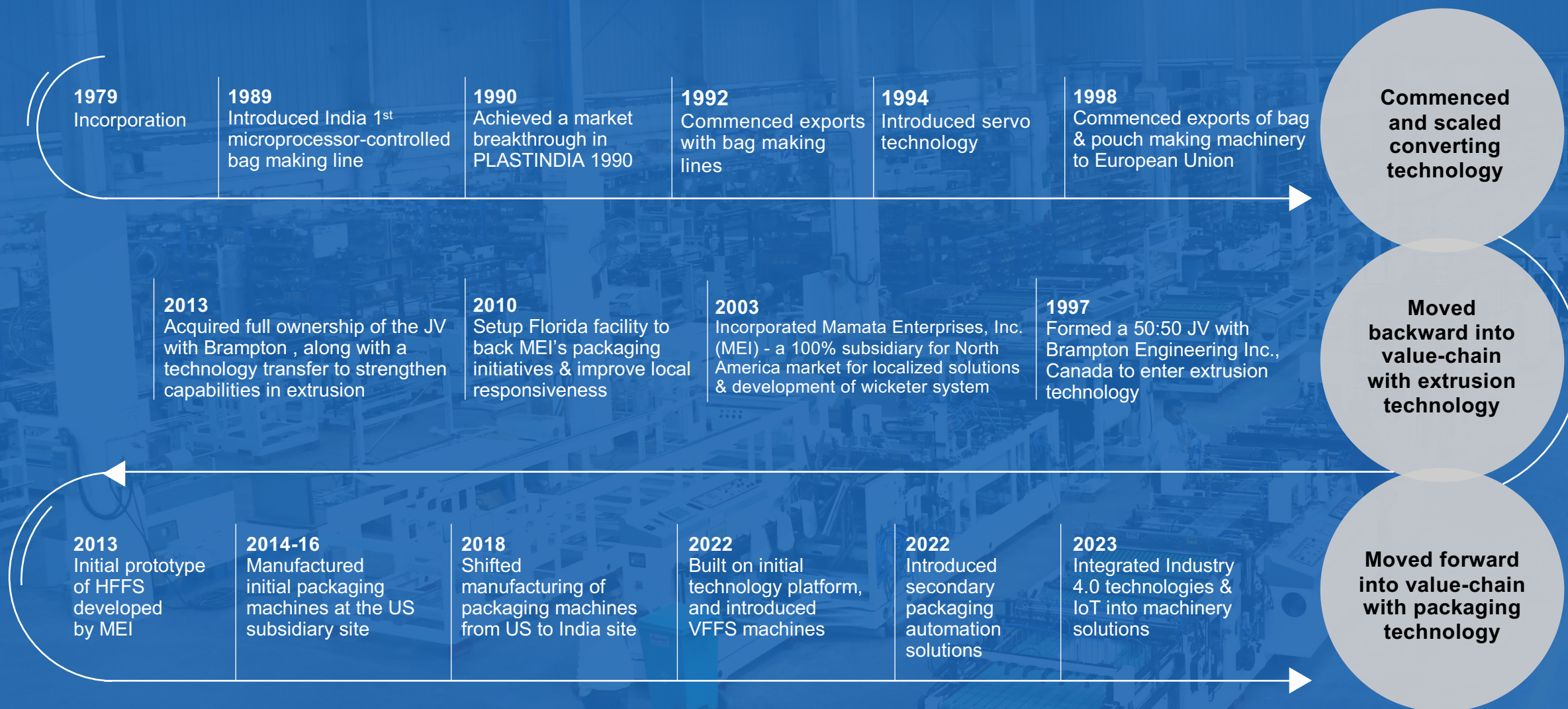
Unique understanding of all key technologies in flexible packaging solutions: polymer processing; plastic rheology; converting, filling, and sealing systems





# Evolution:

## Becoming a Globally Recognized Packaging Machinery Brand





# Intellectual and R&D Driven Leadership

## Talent & Tools

- **91** engineers & application experts at Mamata with avg. **15** years of experience
- R&D-centric, engineering-focused organisation
- Attracting & retaining good talent across multiple domains
- Employing cutting-edge 3D designing tools: Inventor & AutoCAD
- DSIR recognised in-house R&D centre
- In-house electronics lab

### Dedicated talent

Design & Ideations – **17**

Software & Coding – **3**

## Capabilities & Expertise

- Design & Ideation
- Software & Coding
- Hardware & Electronics
- Assembly & Integration
- Testing
- Industry 4.0
- Plastic Rheology
- Product Filling Technology
- Sealing Technology

Only Indian flexible packaging machinery player with dedicated in-house software & coding

In-house coding & electronics lab significantly reduces hardware-software inertia

## Innovation Leadership

### Track record of industry-first product introduction & innovations:

- India 1<sup>st</sup> microprocessor-controlled bag making machine
- World's fastest non-woven bag and back seam maker
- Ultra-fast VFFS machine with 200 cycles
- World's 1<sup>st</sup> HFSS Simplex machine with 120+ cycles

Proven track record of multiple successful product launches since inception, tailored to target applications and markets

Robust & continuous pipeline of new solutions

## Company Overview

5

National & International Patents Received

3

Patents Pending

#1

India's #1 converting machinery player

Top 5

Top 5 globally in converting machinery market

#1

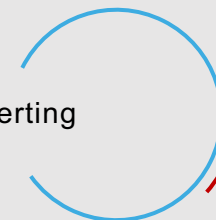
India's #1 packaging machinery player

Leading

Leading flexible packaging solution exporter

1<sup>st</sup>

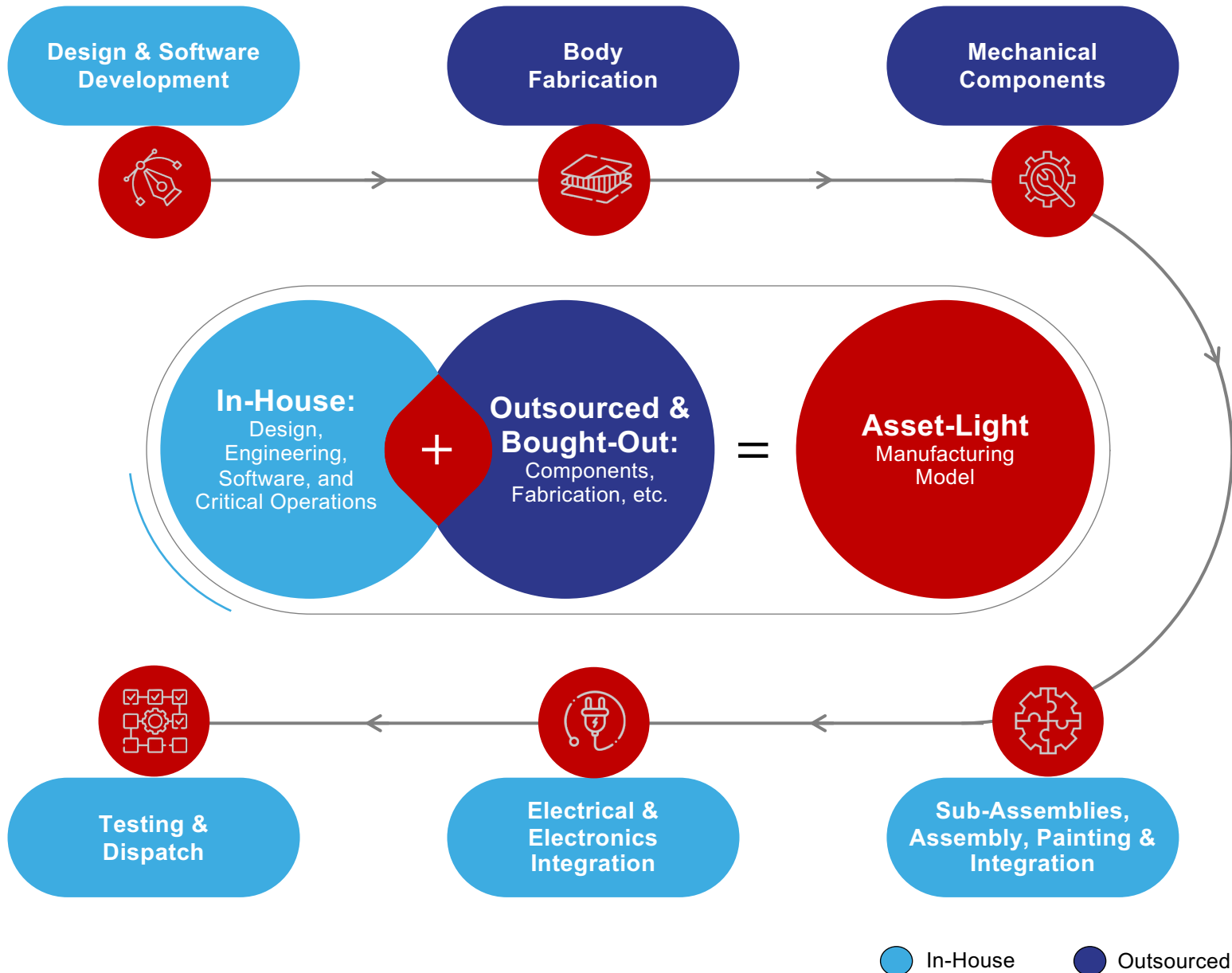
Indian player to offer converting machines in EU & US



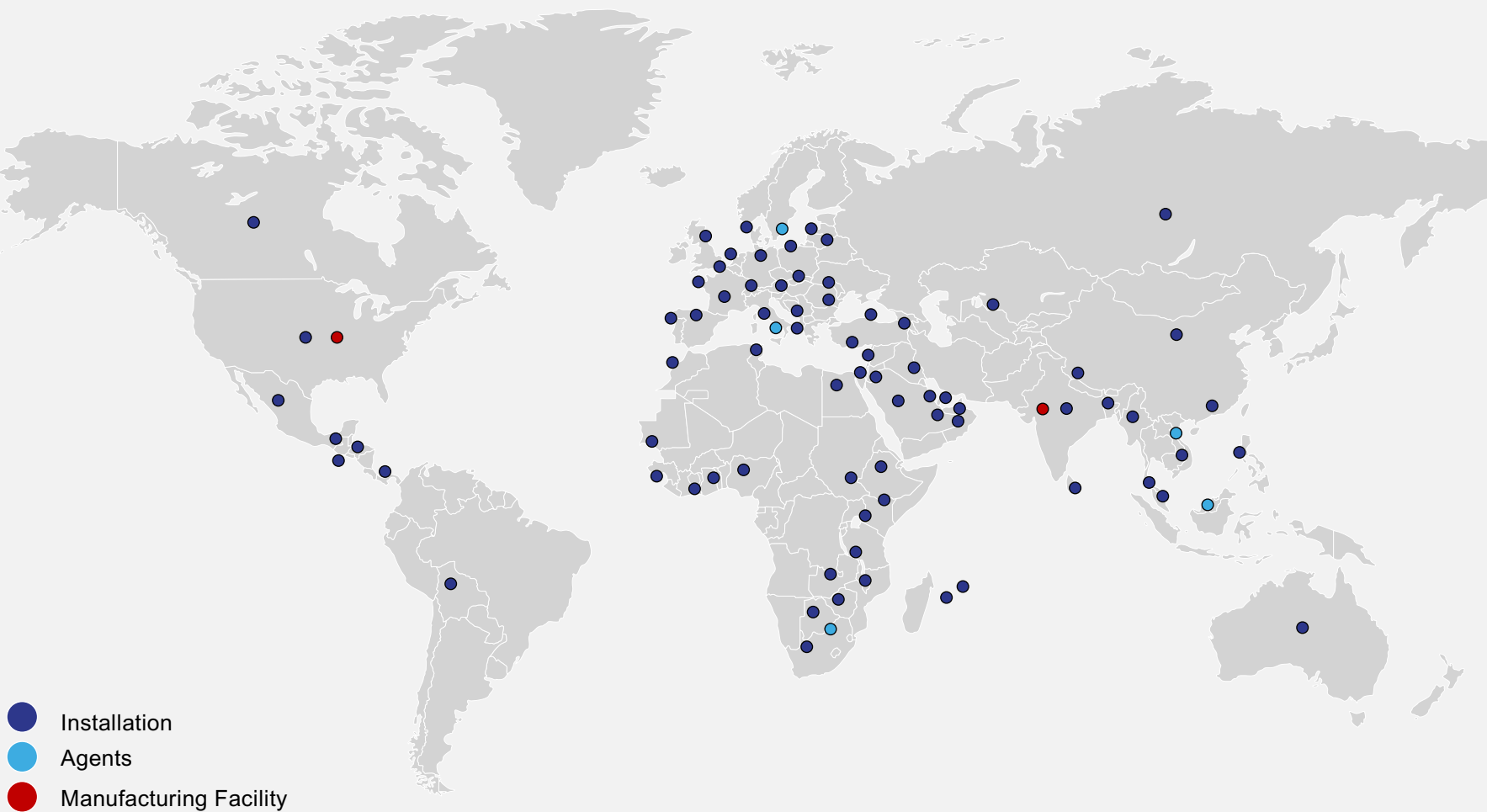
# Robust, Asset-Light Manufacturing Model

## ROBUST SUPPLY-CHAIN MANAGEMENT

- |   |   |
|---|---|
| 250+ curated vendors  | 1 |
| Standard bought-out components (servo drives, controls, pneumatics, electronics) from global brands                         | 2 |
| Multiple dedicated vendors for fabrication, machining, and sheet metal parts  | 3 |
| In-house designed ERP for workflow management   | 4 |
| Through its asset-light model, Mamata gains the agility to quickly respond to market demand & the capacity to scale-up fast | 5 |



# Made in India, for the World



- Installation
- Agents
- Manufacturing Facility

Map not to scale, only for illustration purpose

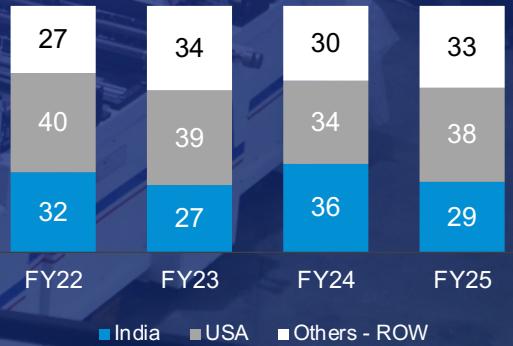
Installations in  
**80+** Countries

**5,000+** Global Machine  
Installations

**2 International Offices:**  
Bradenton, Florida, USA  
Montgomery, Illinois, USA

- Agent Network Across:**
- Africa
  - Middle East
  - Europe
  - Asia
  - South-Central America

Geographical Revenue Split (%)



# Quality-First Approach

Our “Quality-First” approach is embedded in every stage – from design and component selection to in-house testing and global certification – delivering unmatched reliability, low ownership costs, and industry-leading warranty coverage

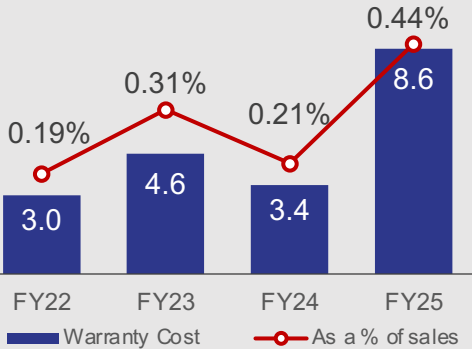
7

Quality Assurance Team

26

Service Engineers

**Warranty Cost**  
**Consistently <0.5% of Sales**  
(₹ IN MILLIONS & % OF STANDALONE SALES)



## Quality Begins with Design

Each solution engineered with quality as the foundation

Deploying robust design methodologies to ensure reliability & performance from the outset

1

## In-House Comprehensive Testing

All machines undergo rigorous in-house testing

Identifying & resolving issues before delivery

Comprehensive component-level testing for all inputs (not just on sampling basis)

2

## Low Cost of Ownership

Built for durability, efficiency and versatility

Ranks very high on price-performance parameters

Minimum after-sales service needs & low cost of ownership

3

## Industry-Leading Warranty

Only Indian player to offer an 18-month comprehensive warranty

Industry standard is 9-month electricals & 12-month mechanical warranty

4

## Low Warranty Cost

Despite comprehensive warranty, cost of warranty is consistently <0.5% of top line

Reliability & peace of mind for customers

5

## Global Certifications

All products are certified to ISO 9001:2015

Safety certification (CE, CSA) available on customer needs

6



# State-of-Art Infrastructure

## India

State-of-art manufacturing facility & corporate HQ in Ahmedabad

### Salient Features

*Capacity to make 250+ machines annually*

*Potential to expand further within existing facility, as and when needed*

*Land – 20,662 sqm.*

*Built-up Area – 9,235 sqm.*

*Surrounded by an extensive vendor ecosystem in its proximity*

*DSIR, GOI recognised in-house R&D Centre*

*Dedicated in-house electrical & electronic lab*

*Modern testing infrastructure*



~199

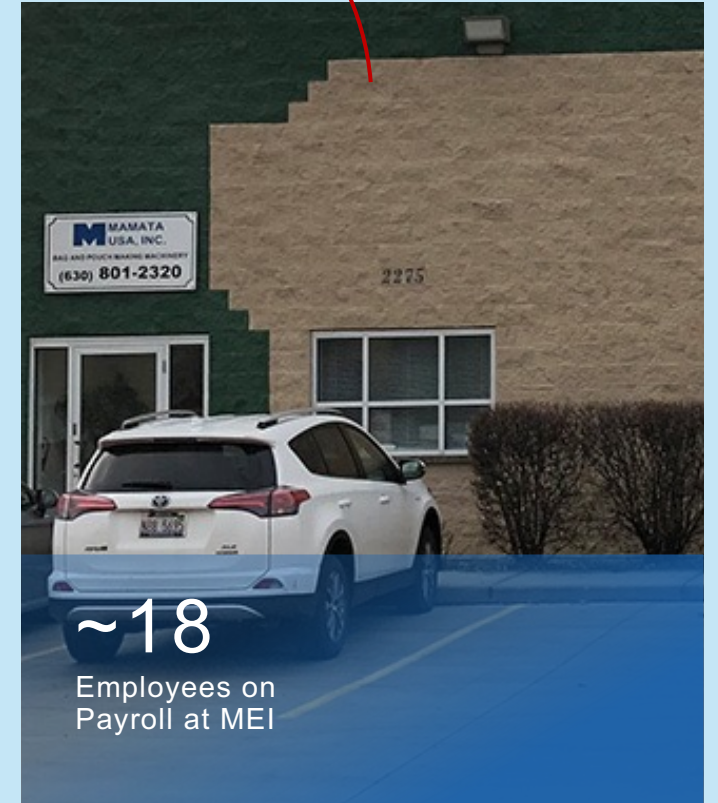
Employees on Payroll

~48

Workers Employed

## USA

- **Bradenton, Florida:**  
After-sales service and product applications
- **Montgomery, Illinois:**  
After-sales service



~18

Employees on Payroll at MEI



# Marquee Clientele: Brand Owners & Convertors Alike

Packaging machine sales  
to primarily Brand  
Owners – FMCG &  
Consumer Discretionary

Converting & co-  
extrusion sales to  
convertors (tier-1  
suppliers to FMCG),  
plastic & packaging  
industries

Granular sales  
composition, with top 5  
accounts contributing  
~20% of top line

Long-standing  
relationship with  
majority key accounts



**Dass Polymers**  
Pvt. Ltd. - Since 1986

**DHWANI**

**ENPI GROUP**

**Euphoria**  
Packaging Private Limited

**FLEXY**  
PACKAGING

**omflex**

**SUNRISE**

**Co-extrusion**



**SUDPACK**  
KAMAKSHI

**BANSAL INDUSTRIES**

**DHWANI**

**KPI**  
GROUP

**Converting**



**Chitale**  
FOODS

**Bites!**

**BALAJI**  
WAFERS

**Gits**  
Since 1963

**HERSHEY**  
THE HERSHEY COMPANY

**Dhalumal**  
Industrial Co. Ltd.

**nn** Print & Pack Pvt. Ltd.

**Ganges**  
Jute Pvt. Ltd.

**PolyPlast Pvt. Ltd.**  
We are always with you

**WENDERS**

**Packaging**

# Board of Directors

**Mahendra Patel**

Chairman &  
Managing Director

**40+**

Years of  
experience



**Chandrakant Patel**

Joint Managing  
Director

**40+**

Years of  
experience



**Neha Nowlakha**

Independent  
Director

**20+**

Years of  
experience



**Subba Bangera**

Independent  
Director

**35+**

Years of  
experience



**Munjal Patel**

Independent  
Director

**20+**

Years of  
experience



**Ruchita Patel**

Independent  
Director

**8+**

Years of  
experience





# Senior Leadership

● Work Experience (Years)

● Association with Mamata (Years)

**Apurva Kane**

Chief Executive Officer

40+ | 40+



**Dipak Modi**

Chief Financial Officer

32+ | 25+



**Madhuri Sharma**

CS & Compliance Officer

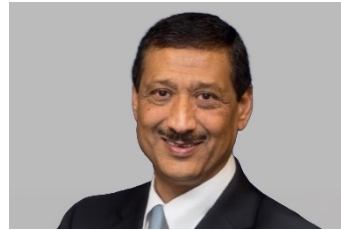
14+ | 14+



**Dharmisth Patel**

President – MEI

20+ | 20+



**Rajashekar Venkat**

President

27+ | <1



**Varun Patel**

Vice President - MEI

14+ | 13+



**Hemang Mistry**

Senior Manager Design

27+ | 27+



**Dharmendra Panchal**

Business Head – Converting

36+ | 34+



**Snehal Patel**

Business Head – HFFS Division

33+ | 33+



**Prashant H. Pandya**

Business Head – VFSS Division

40+ | 3+



**Jignesh Shah**

IT Head

25+ | 25+



**Kishan Patel**

HR & Admin Head

33+ | 19+







# Product Portfolio: Converting

Capable of making handle bags, garment bags, hygiene bags, and zipper bags



**SIDE SEAL  
BAG MAKER**

**USP**

Fastest, Modular, Best in  
Price-to-Performance Ratio



**BOTTOM SEAL  
BAG MAKER**

**USP**

Fast, Modular, Best in Price-to-  
Performance Ratio



**UNIVERSAL  
MACHINES**

**USP**

Modular, Runs 2 Printed  
Sizes at a Time



**SERVO  
WICKERS**

**USP**

Fast, Modular, Unique Seal  
Technology



**CENTER SEAL &  
THREE SIDE SEAL  
POUCH MAKERS**

**USP**

Fastest, Modular, Compact



**STAND  
UP ZIPPER  
POUCH MAKER**

**USP**

Only pouch maker to produce center,  
three-side, stand-up, and five-side seal  
pouches on the same platform



**IN LINE  
SPOUT POUCH  
MAKER**

**USP**

Only pouch maker to produce center,  
three-side, stand-up, and five-side seal  
pouches on the same platform



**VEGA PLUS  
& FLAT BOTTOM  
POUCH MAKING  
SYSTEM**

**USP**

Versatility, All Servo Tech, Flat  
Bottom Pouch Compatible



# Product Portfolio: Co-extrusion

## MONO AND 3-LAYER FILM LINES

### USP

High automation (resin handling to finished roll), low cost & high productivity, best output & cooling rates

01



02

## 5- AND 7- LAYER LINES

### USP

High automation (from resin handling to finished roll), best output & cooling rates







# Product Portfolio: Packaging

Catering to food, pet, home & personal care products

## HFFS POUCH MACHINES

### USP

High-speed, small footprint, laminate and co-extruded films



## VFFS MACHINES

### USP

Packaging for solids, powders granules



## MULTI-LANE SACHET PACKAGING MACHINE

### USP

Precise dosing & low wastage, easy changeovers, 100 cycles per minute, up to six lanes



## PICK-FILL-SEAL (PFS) MACHINES

### USP

High-speed, large format pouches, multiple changeovers



# Presence at Global Platforms

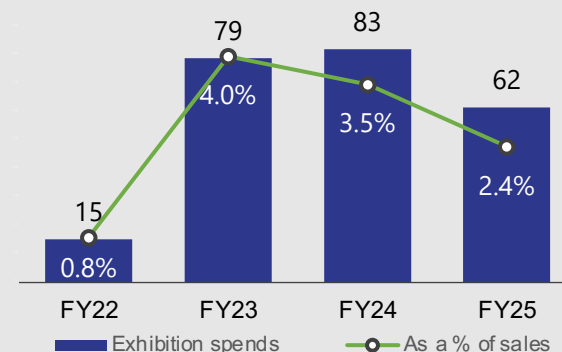


## K TRADE FAIR Düsseldorf, Germany

First Indian company to ever show a live machine at K in 1998 with “Made in India, for the World” slogan

Participating in K ever since, widely considered as the Mecca of global plastic industry

## Exhibition Spends (₹ IN MILLIONS & % of Sales)



**PLAST INDIA**  
New Delhi, India



**IPLEX**  
Bengaluru, India



**PLASTVISION INDIA**  
Mumbai, India



**PACKEXPO EXHIBITION**  
Chicago & Las Vegas, USA



**GULFOOD**  
Dubai, UAE



# Right to Win

## Intellectual Capital

Indigenously developed product platforms

## Engineering Prowess

Frugal Engineering Capabilities in the DNA

## Superior Value Propositions

Best-in-class on Price-Performance with presence across value chain

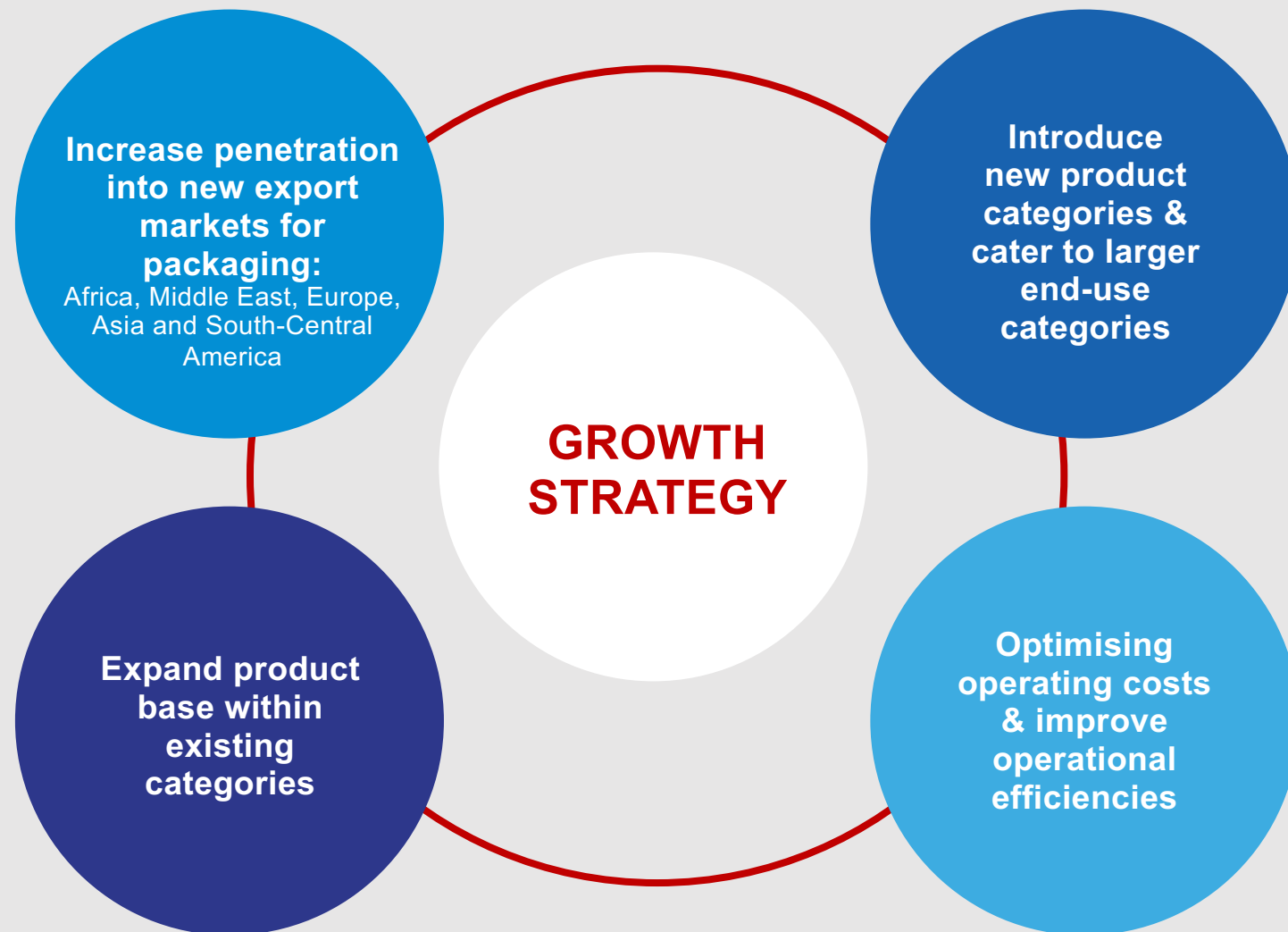
## Strong Financial Profile

## Capital Efficient Business Model

## Experienced & Professional Management



# Growth Strategy



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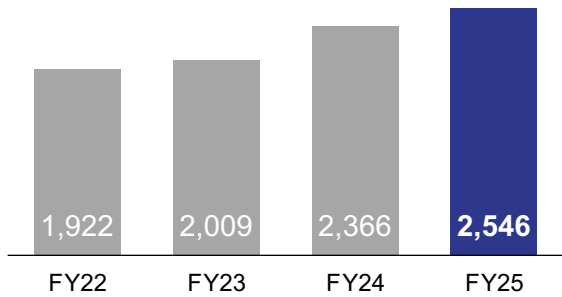
# 26

## Financial Profile

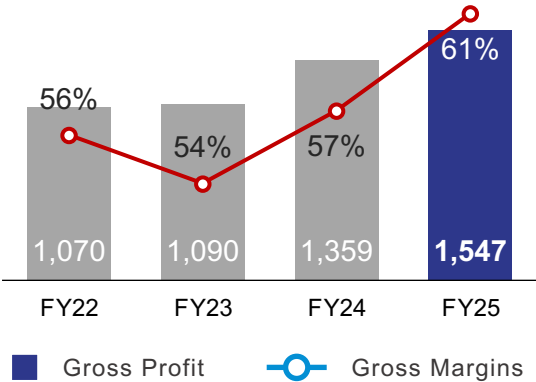


# Key Performance Indicators (Consolidated)

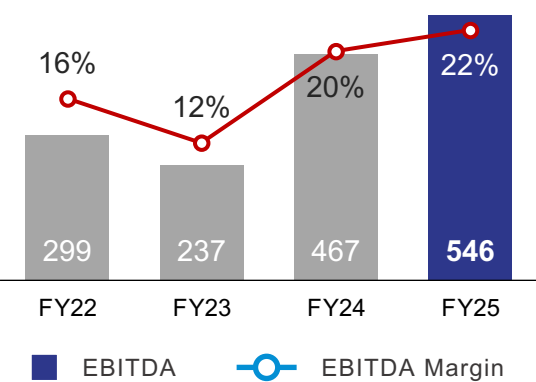
Revenue from Operations  
(IN ₹ MILLION)



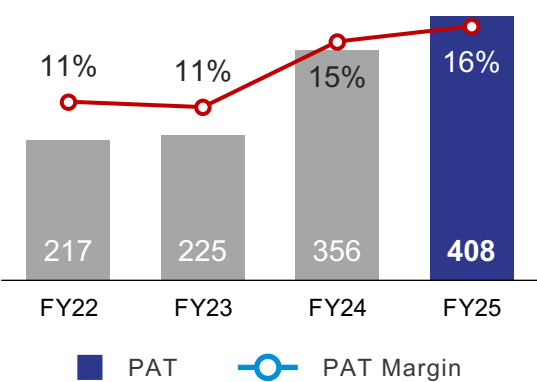
Gross Profit & Gross Margin  
(IN ₹ MILLION & IN %)



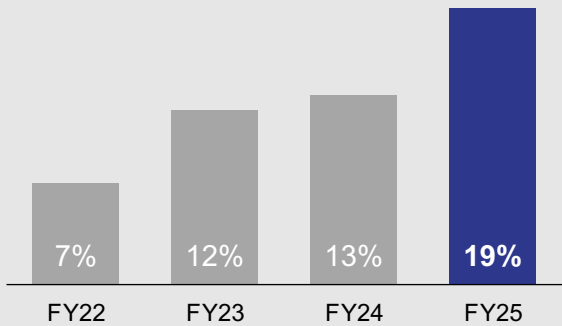
EBITDA & EBITDA Margin  
(IN ₹ MILLION & IN %)



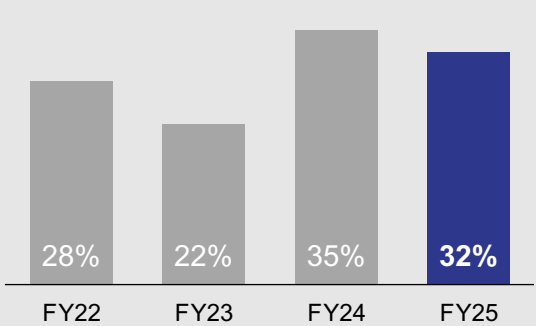
PAT & PAT Margin  
(IN ₹ MILLION & IN %)



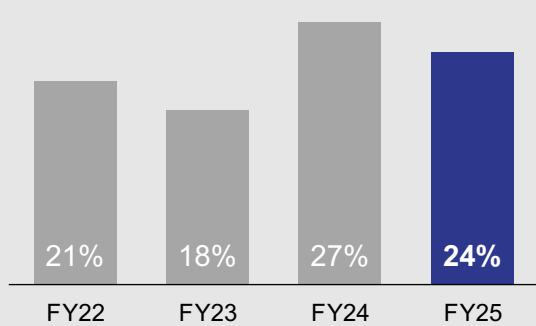
Operating Working Capital  
(% of Revenue)



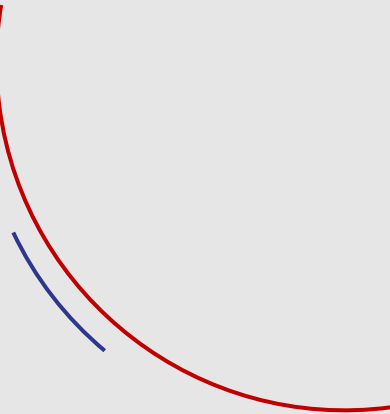
ROCE  
(IN %)



ROE  
(IN %)

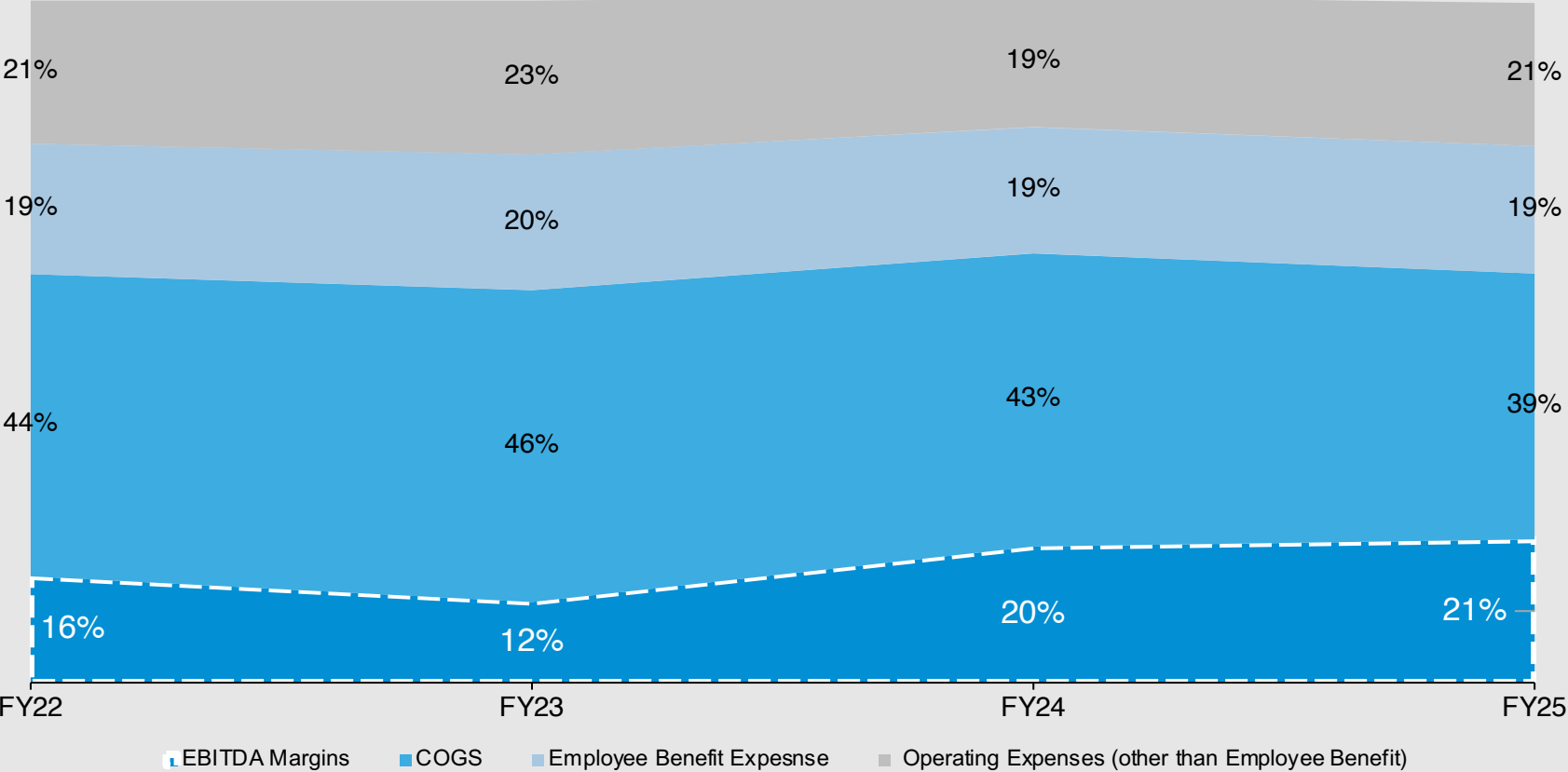


Operating Working Capital = Inventory + Receivable – Payables – Advances from Customers



# Potential for Operating Leverage

Common-Size P&L Statement



Consistently high contribution margins (4Y Avg. GPM if 57%)

Potential for rationalisation of Employee Benefit & OPEX on a higher revenue base

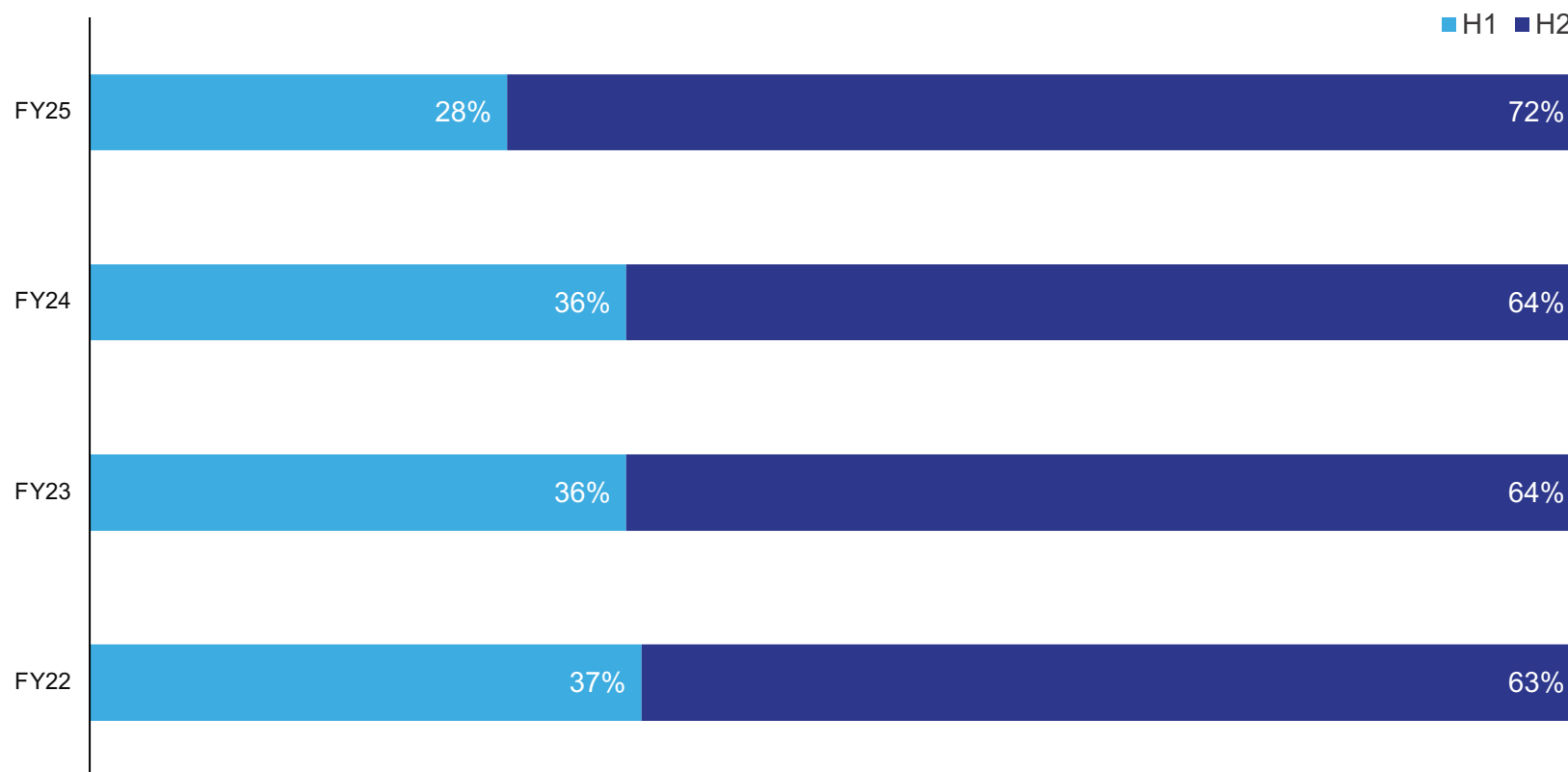
Potential to grow from existing facility without incurring significant CAPEX





# Inherent Business Seasonality

## ANNUAL REVENUE SPLIT – H1 vs. H2



Delivery of machinery solutions is inherently seasonal & lumpy

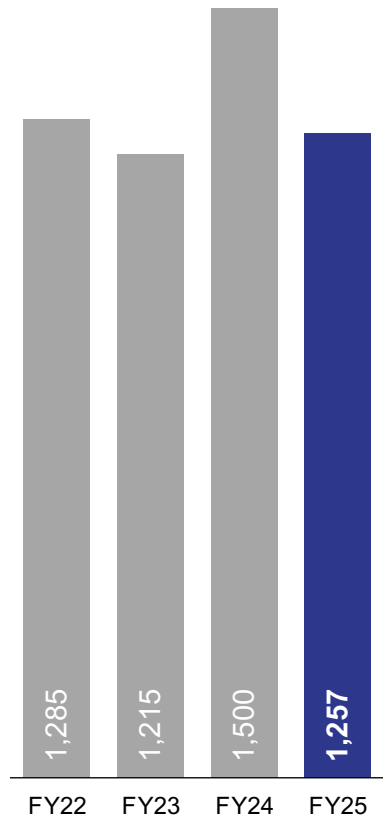
Seasonality of business, skewed towards H2, in both domestic & exports:

- Domestic – Skew on account of financial year-end deadlines to complete CAPEX projects
- Exports – Typically order intake picks up during August-September and thus, deliveries are scheduled in H2 of Indian FY

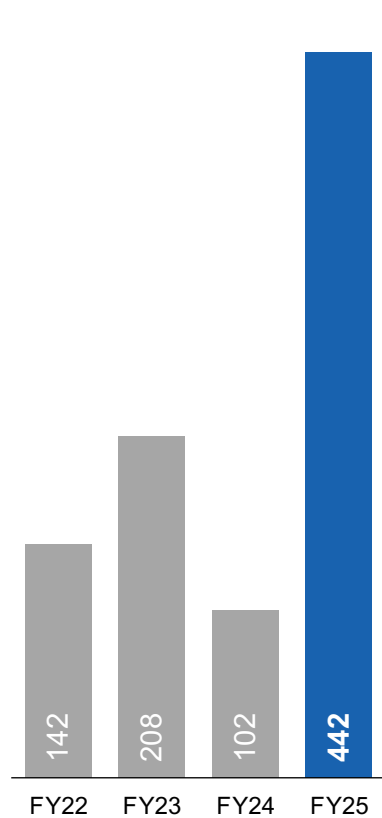
4Y Average 66% of annual top line booked in second-half of the year

# Revenue Breakdown (Consolidated)

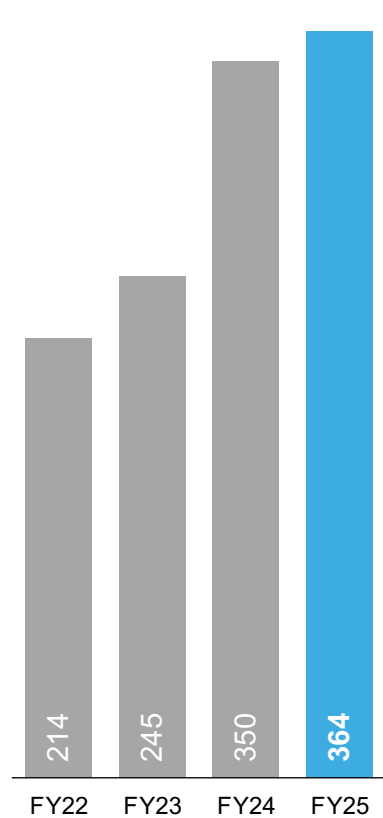
Converting Machinery Sales  
(IN ₹ MILLION)



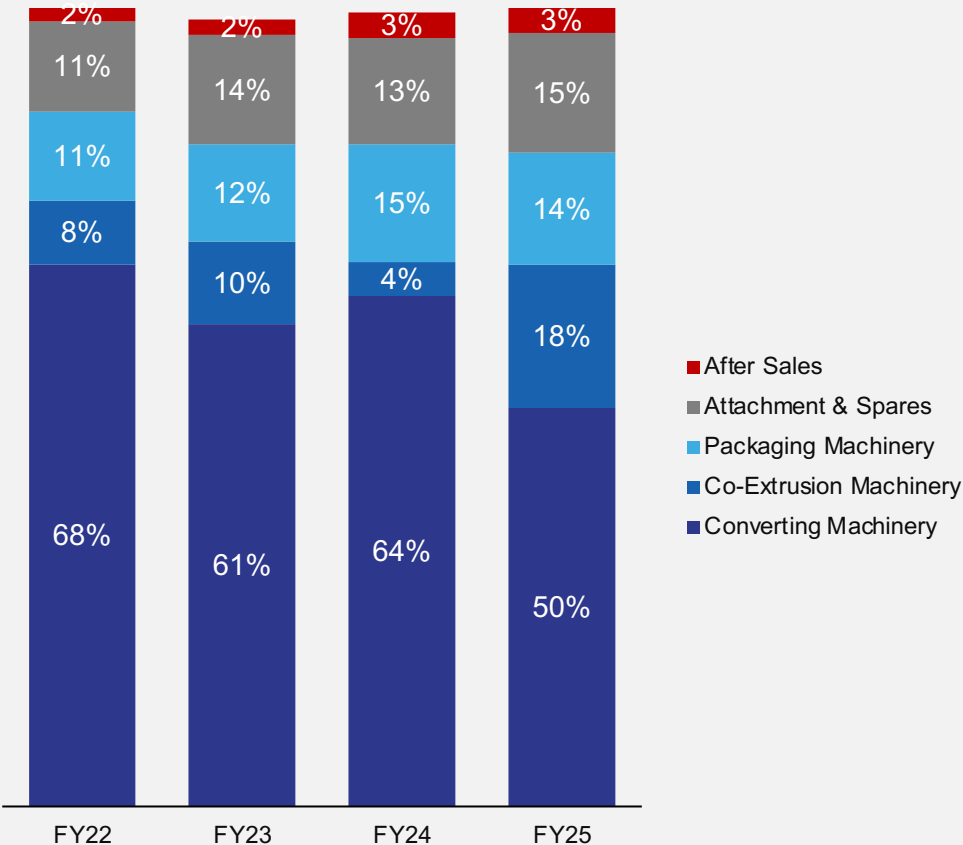
Co-Extrusion Machinery Sales  
(IN ₹ MILLION)



Packaging Machinery Sales  
(IN ₹ MILLION)



Product-Wise Revenue Breakdown  
(IN %)



# 4Y P&L Snapshot (Consolidated)

Particulars (₹ IN MILLION)	FY22	FY23	FY24	FY25
<b>Revenue from Operations</b>	<b>1,922</b>	<b>2,009</b>	<b>2,366</b>	<b>2,546</b>
Other Income	43	93	47	48
COGS	853	919	1,007	999
<b>Gross Profit</b>	<b>1,070</b>	<b>1,090</b>	<b>1,359</b>	<b>1,547</b>
<b>Gross Margin (%)</b>	<b>56%</b>	<b>54%</b>	<b>57%</b>	<b>61%</b>
Operating Expenses	770	852	892	1,001
<b>EBITDA</b>	<b>299</b>	<b>237</b>	<b>467</b>	<b>546</b>
<b>EBITDA Margin (%)</b>	<b>16%</b>	<b>12%</b>	<b>20%</b>	<b>21%</b>
Finance Cost	11	11	15	9
Depreciation	36	34	34	33
<b>Profit before Tax</b>	<b>295</b>	<b>285</b>	<b>464</b>	<b>553</b>
<b>Profit after Tax</b>	<b>217</b>	<b>225</b>	<b>356</b>	<b>408</b>
<b>PAT Margins (%)</b>	<b>11%</b>	<b>11%</b>	<b>15%</b>	<b>16%</b>
<b>Basic EPS (in ₹)</b>	<b>8.11</b>	<b>8.41</b>	<b>14.45</b>	<b>16.56</b>

# 4Y Balance Sheet Snapshot (Consolidated)

Particulars (₹ IN MILLION)	FY22	FY23	FY24	FY25
<b>Equity Share Capital</b>	<b>1,041</b>	<b>1,279</b>	<b>1,319</b>	<b>1,712</b>
Equity Share Capital	30	30	27	246
Other Equity	1,011	1,249	1,291	1,465
<b>Non-Current Liabilities</b>	<b>57</b>	<b>44</b>	<b>47</b>	<b>37</b>
Long Term Borrowings	39	28	26	22
<b>Current Liabilities</b>	<b>1,065</b>	<b>962</b>	<b>1,013</b>	<b>842</b>
Short Term Borrowings	170	158	90	16
Trade Payables	306	253	284	271
Advances from Customers	436	388	465	375
<b>Total Equity and Liabilities</b>	<b>2,163</b>	<b>2,285</b>	<b>2,378</b>	<b>2,591</b>
<b>Non-Current Assets</b>	<b>1,107</b>	<b>1,292</b>	<b>1,163</b>	<b>689</b>
Tangible Assets	593	614	615	612
CWIP	-	-	-	-
<b>Current Assets</b>	<b>1,056</b>	<b>992</b>	<b>1,215</b>	<b>1,903</b>
Inventories	718	703	693	815
Trade Receivables	163	176	373	316
Current Investments	70	-	-	-
Cash & Bank Balances	25	52	40	678
<b>Total Assets</b>	<b>2,163</b>	<b>2,285</b>	<b>2,378</b>	<b>2,591</b>



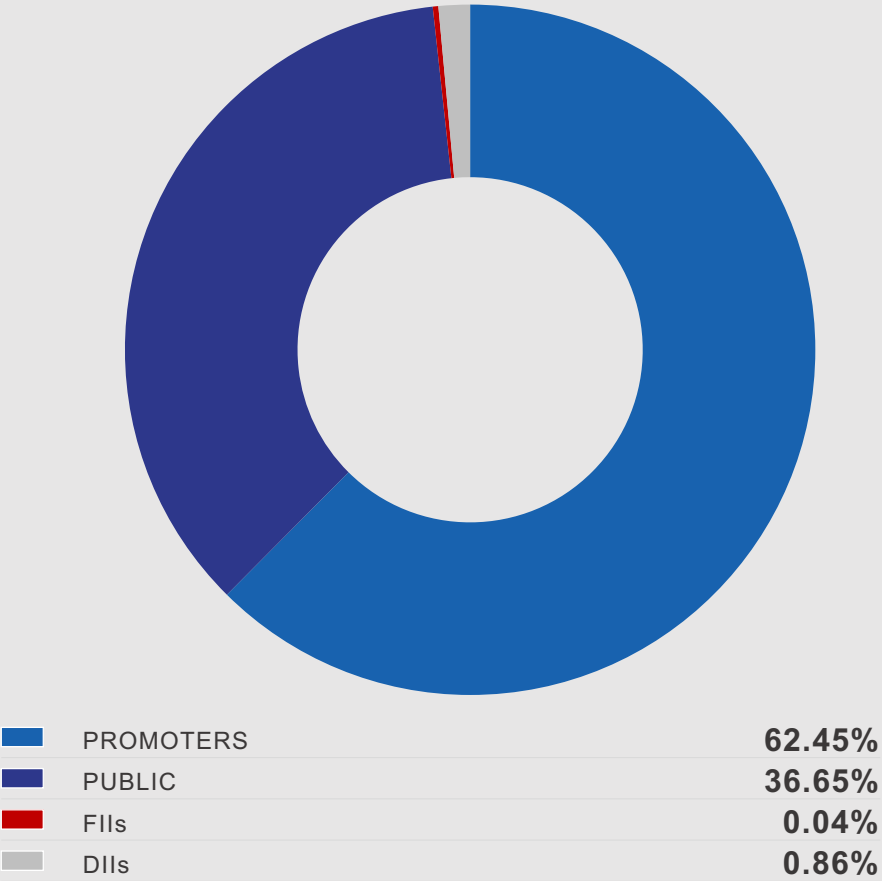
# 4Y Cash Flow Snapshot

Particulars (₹ IN MILLION)	FY22	FY23	FY24	FY25
Cash Flow from Operating Activities	372	172	402	725
Cash Flow from Investing Activities	-350	-97	-1	-105
Cash Flow from Financing Activities	-33	-30	-446	-71
Net Cash Flows	-12	45	-45	549
Cash & Cash Equivalents at the Beginning of Year	44	20	39	-8
Cash & Cash Equivalents at the End of Year	20	39	-8	539



# Capital Markets Overview

Shareholding pattern  
(IN %)



₹457

CURRENT MARKET PRICE

₹630/312

52 WEEK HIGH/LOW

₹1,125 Crore

MARKET CAPITALISATION

2.46 Crore

NO. OF SHARE OUTSTANDING

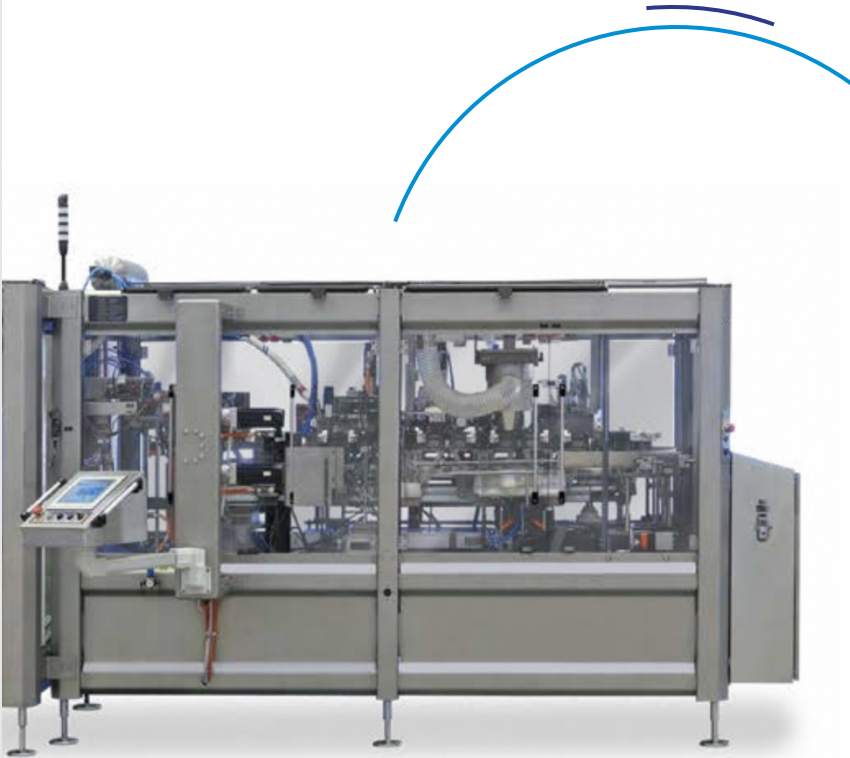
MAMATA

NSE

544318

BSE

Shareholding data as of 30<sup>th</sup> June 2025  
Market price data as of 8<sup>th</sup> August 2025



# Get in Touch

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