

Date: November 07, 2025

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BSE Limited The National Stock Exchange of India Limited

P J Towers, "Exchange Plaza",
Dalal Street, Bandra – Kurla Complex,
Mumbai – 400 001 Bandra (E), Mumbai – 400 051

Scrip Code: 544318 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 and half year ended September 30, 2025.

The aforesaid presentation will also be made available on the website of the Company at www.mamata.com.

Thanking you.

Yours faithfully.

For, Mamata Machinery Limited

Madhuri Sharma
Company Secretary & Compliance Officer

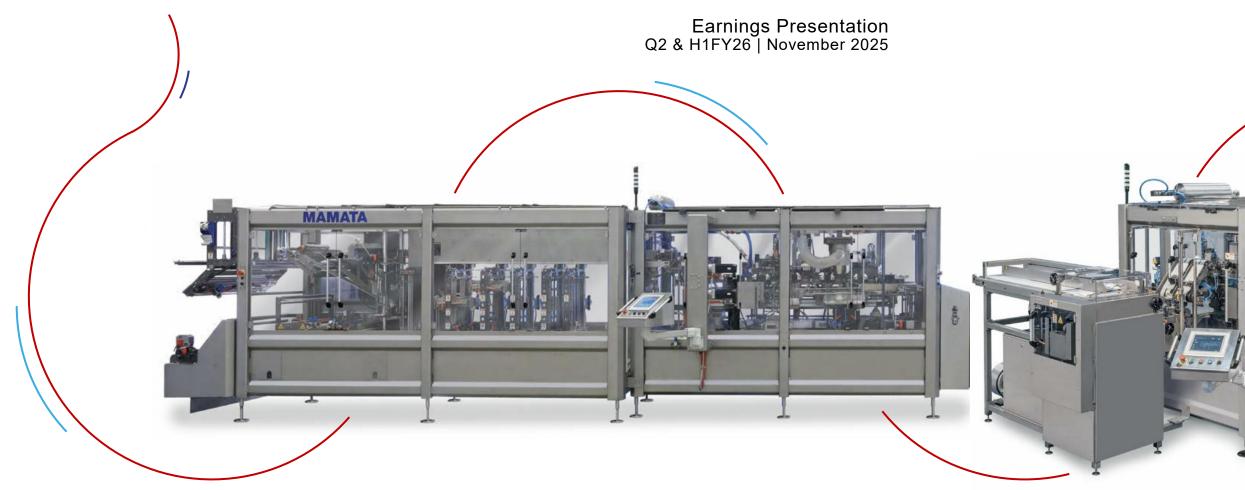
Encl.: A/a



NSE: MAMATA | BSE: 544318 | Bloomberg: MAMATA:IN



TOTAL SOLUTIONS FOR FLEXIBLE PACKAGING



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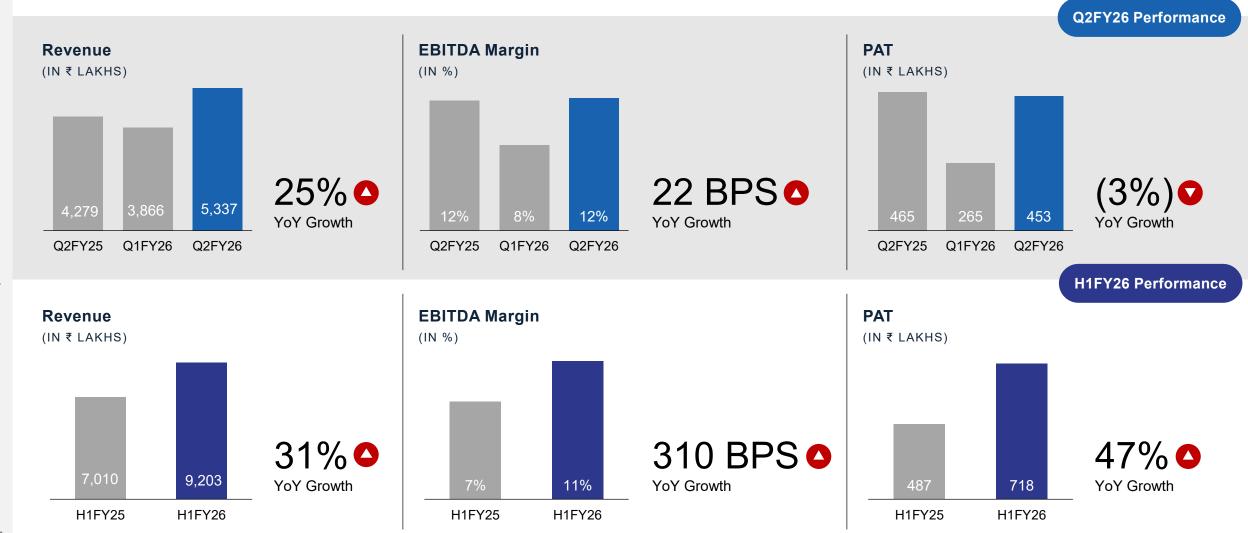
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Financial Profile



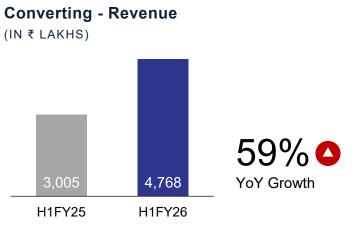
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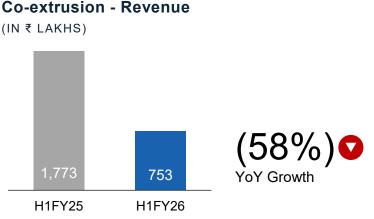
Q2 & H1FY26 Performance Highlights (Consolidated)

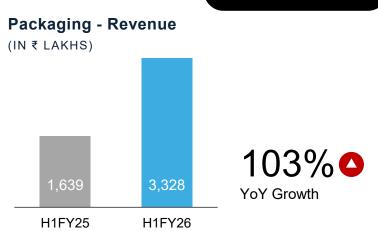


Product Vertical Performance (Consolidated)









P&L Snapshot (Consolidated)

Particulars (₹ IN LAKHS)	Q2FY25	Q1FY26	Q2FY26	YoY Change	H1FY25	H1FY26	YoY Change
Revenue from Operations	4,279	3,866	5,337	25%	7,010	9,203	31%
Other Income	115	150	80	(31%)	235	229	(2%)
COGS	1,685	1,454	2,143	27%	2,502	3,597	44%
Gross Profit	2,593	2,412	3,194	23%	4,508	5,606	24%
Gross Margin (%)	61%	62%	60%	(76) bps	64%	61%	(339) bps
Operating Expenses	2,071	2,102	2,531	22%	3,984	4,634	16%
EBITDA	522	310	663	27%	524	973	86%
EBITDA Margin (%)	12%	8%	12%	22 bps	7%	11%	310 bps
Finance Cost	21	12	8	(60%)	40	21	(48%)
Depreciation	79	82	102	29%	154	183	19%
Profit before Tax	537	365	633	18%	565	998	77%
Profit after Tax	465	265	453	(3%)	487	718	47%
PAT Margins (%)	11%	7%	8%	(222) bps	7%	8%	89 bps
Basic EPS (in ₹)	1.89	1.08	1.84	(3%)	1.98	2.92	47%

Management Commentary

Mamata Machinery continued to deliver healthy financial performance in Q2 and H1 of FY26, with well-rounded growth across key metrics. The Company recorded a 25% YoY increase in Revenue during Q2 and a 31% YoY increase in H1FY26 compared to the previous year. PAT for H1 rose by 47% YoY, although Q2FY26 profitability witnessed a marginal decrease on a YoY basis, largely due to higher exhibition expenses booked in Q2.

Among the key highlights of the recent quarter were the 3 orders secured for Mamata's 9-layer blown film plants, of which 2 are scheduled for delivery within the current financial year. 2 of these orders are also from export markets, namely the UAE and Latin America, while the third is from a domestic customer. This is a key development for our Co-Extrusion division, and validates Mamata's position as the go-to player for high-end & complex co-extrusion solutions.

The Company also received a strong response at two marquee trade shows recently. The first was PACK EXPO, Las Vegas 2025, where Mamata launched its new HFSS Duplex packaging line. The product was well received by North American customers, and initial orders are expected shortly. The second was K 2025 in Düsseldorf. The Company showcased two machines at K. A wicketer capable of running conventional wicketed bags as well as normal side-seal bags with non-wicket flat stacking. Thus, making our offering more versatile. The second machine was a pouch maker running on mono material recyclable film. The highlight was full job set-up automation, drastically reducing set-up time & wastage. The Company saw healthy order inflows and customer inquiries from European markets for its converting and co-extrusion portfolios.

The recent headwinds in the US market are challenges viewed as transient. Mamata Machinery's diversified portfolio and global presence positions the company to navigate these challenges well.



Apurva KaneChief Executive Officer

Recent Trade Shows

Successful customer engagements at recent marquee trade shows & exhibitions:

- PACK EXPO, Las Vegas, USA | 2025
- K 2025, Düsseldorf, Germany | 2025





















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 +08

Delivered machinery to 80+ countries

71%+

Export top line

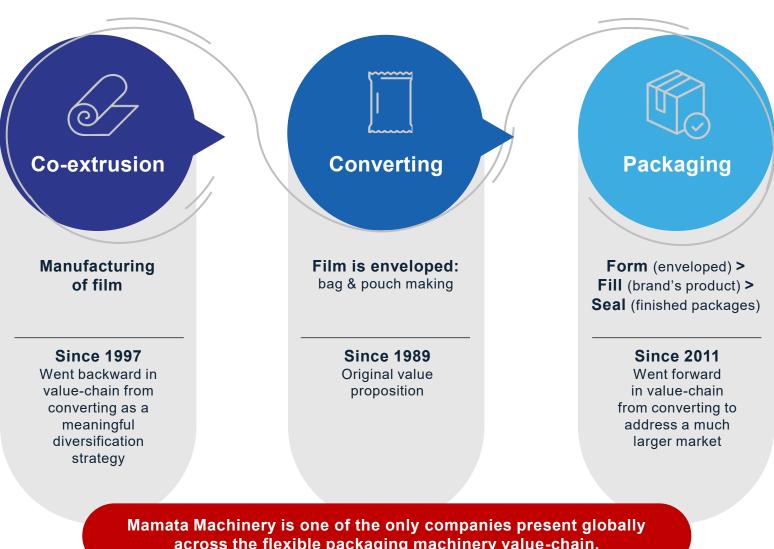


Unique Value Proposition: **Total Flexible Packaging Solutions**

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



across the flexible packaging machinery value-chain.

Evolution:

Becoming a Globally Recognized Packaging Machinery Brand

1992 1989 1990 1994 1998 Introduced India 1st Achieved a market Commenced exports of bag Incorporation Commenced exports Introduced servo microprocessor-controlled breakthrough in & pouch making machinery with bag making technology bag making line PLASTINDIA 1990 to European Union lines

2013

Acquired full ownership of the JV with Brampton, along with a technology transfer to strengthen capabilities in extrusion

2010

Setup Florida facility to back MEI's packaging initiatives & improve local responsiveness 2003

Incorporated Mamata Enterprises, Inc. (MEI) - a 100% subsidiary for North America market for localized solutions & development of wicketer system

1997

Formed a 50:50 JV with Brampton Engineering Inc., Canada to enter extrusion technology Moved backward into value-chain with extrusion

technology

Commenced

and scaled

converting

technology

2013 Initial prototype of HFFS developed by MEI 2014-16
Manufactured
initial packaging
machines at the US
subsidiary site

2018
Shifted
manufacturing of
packaging machines
from US to India site

2022

Built on initial technology platform, and introduced VFFS machines 2022

Introduced secondary packaging automation solutions 2023

Integrated Industry 4.0 technologies & IoT into machinery solutions Moved forward into value-chain with packaging technology

Intellectual and R&D Driven Leadership

Talent & Tools

- 91 engineers & application experts at Mamata with avg.
 15 years of experience
- R&D-centric, engineeringfocused 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 1st microprocessorcontrolled bag making machine
- World's fastest non-woven bag and back seam maker
- Ultra-fast VFFS machine with 200 cycles
- World's 1st 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



#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

1st

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

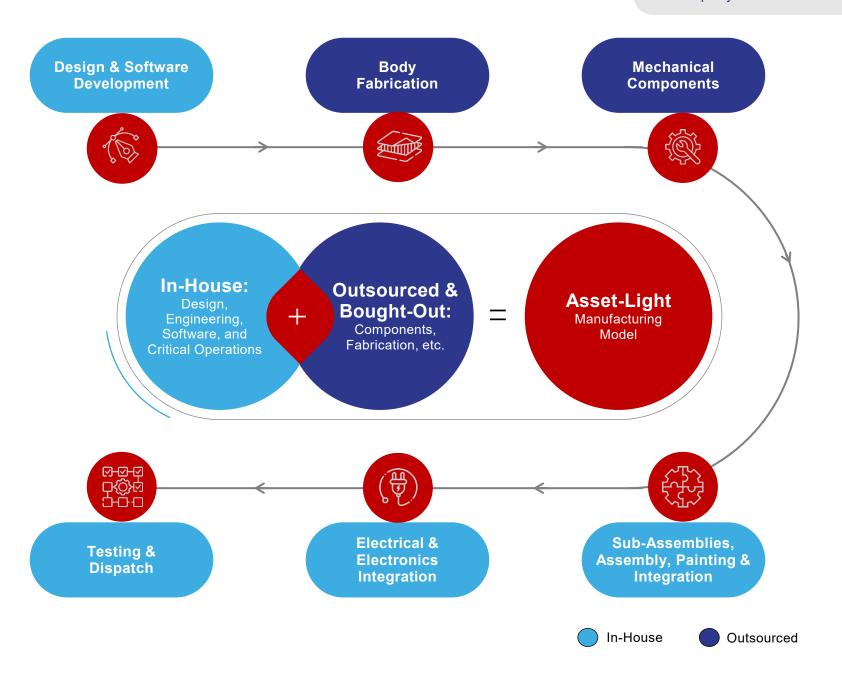
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In-house designed ERP for workflow management

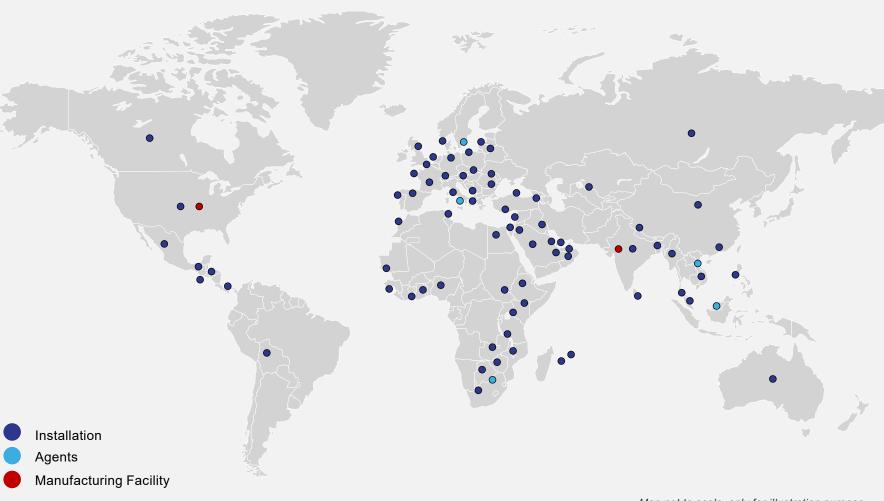
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Through its asset-light model, Mamata gains the agility to quickly respond to market demand & the capacity to scale-up fast

5



Made in India, for the World



Installations in **80+** Countries

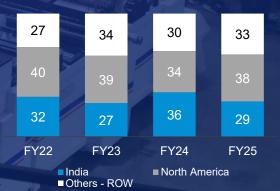
5,000+ Global Machine Installations

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 componentlevel testing for all inputs (not just on sampling basis)

2

Low Cost of Ownership

Built for durability, efficiency and versatility

Ranks very high on priceperformance 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

Ö

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



USA

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



Marquee Clientele: Brand Owners & Convertors Alike

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

Converting & coextrusion 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



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



Varun Patel

Non-Executive & Non-Independent Director

13+

Years of experience



Ruchita Patel Independent Director

8+

Years of experience





Association with Mamata

Senior Leadership

Apurva KaneChief Executive
Officer

40+| 40+



Dipak ModiChief Financial
Officer

32+| 25+



Madhuri Sharma

CS & Compliance Officer

14+| 14+



Dharmisth Patel

President – MEI

20+| 20+



Rajashekar Venkat

Work Experience

President

(Years)

27+| <1



Hemang Mistry

(Years)

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



USP

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



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



Modular, Runs 2 Printed Sizes at a Time



Fast, Modular, Unique Seal Technology



USP

Fastest, Modular, Compact



USP

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



USP

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



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



)2

5- AND 7-LAYER LINES

USP

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



01

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



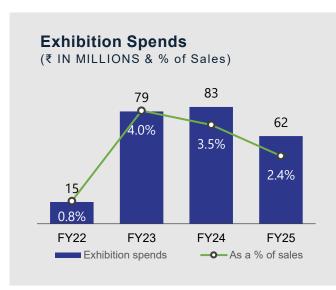
Presence at Global Platforms



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





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

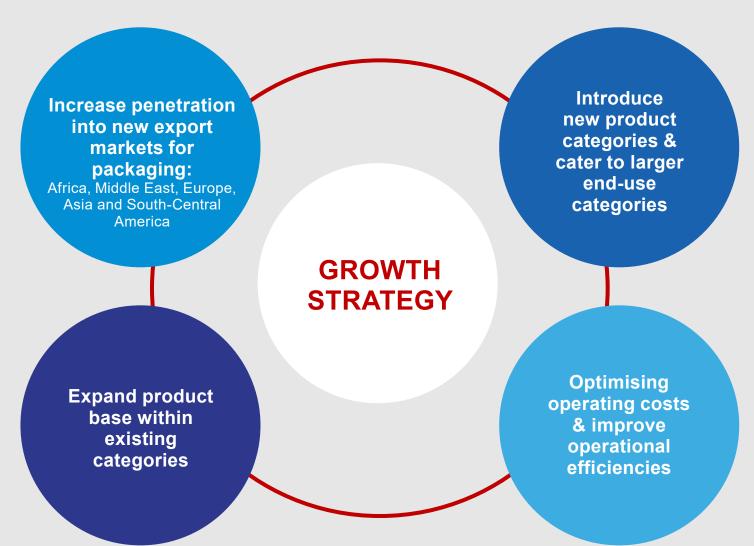
Strong Financial Profile

Capital Efficient Business Model

Experienced & Professional Management

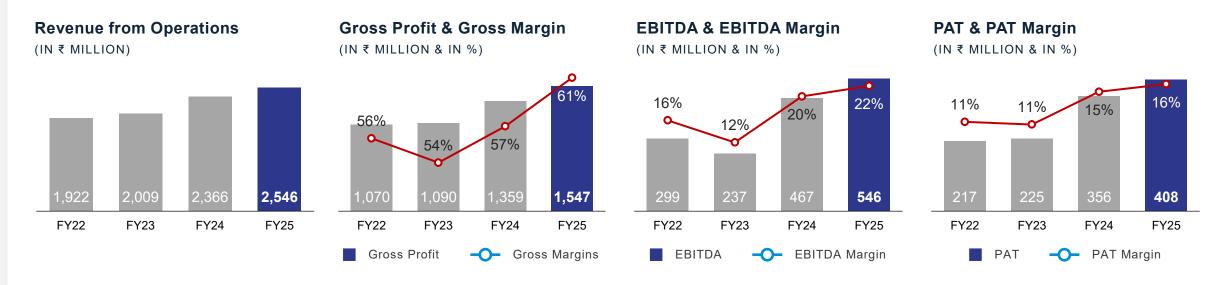
Growth Strategy

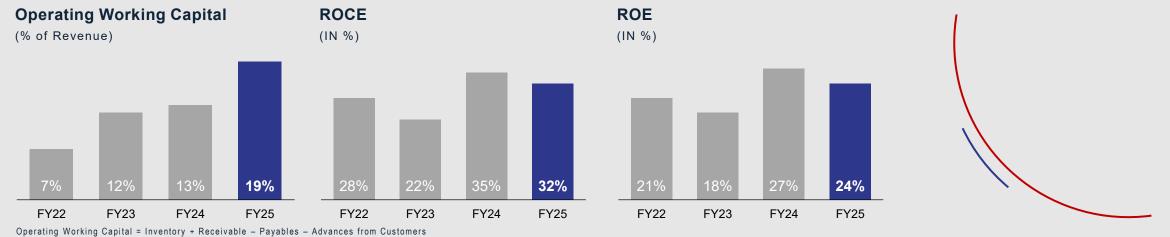






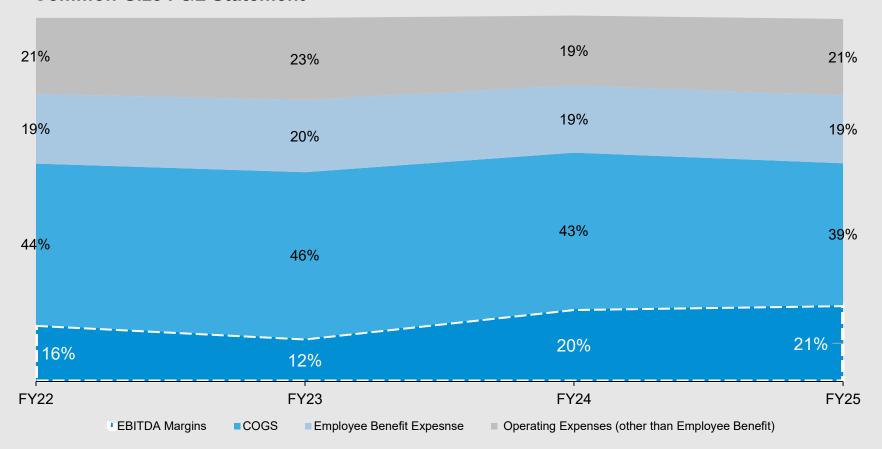
Key Performance Indicators (Consolidated)





Potential for Operating Leverage

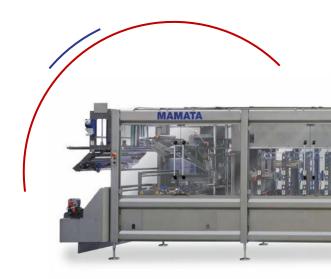
Common-Size P&L Statement



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

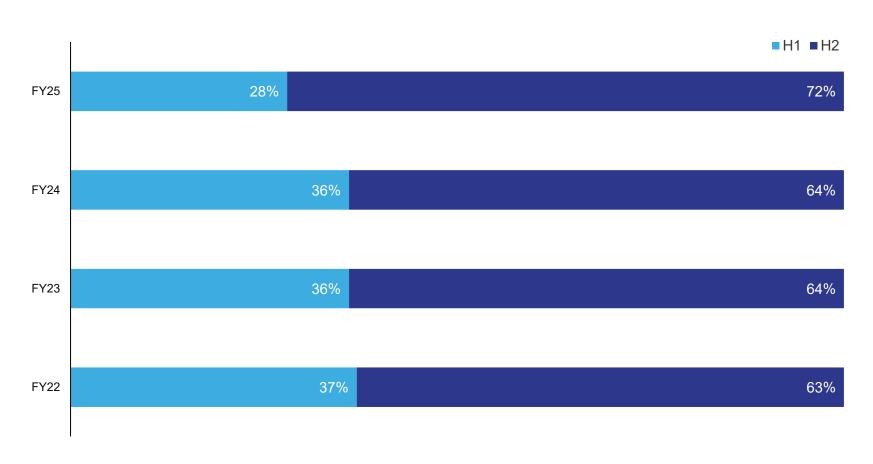
Potential for rationalisation of Employee Benefit & OPEX on a higher revenue base

Potential to grow from existing facility without incurring significant CAPEX



Inherent Business Seasonality

ANNUAL REVENUE SPLIT - H1 vs. H2



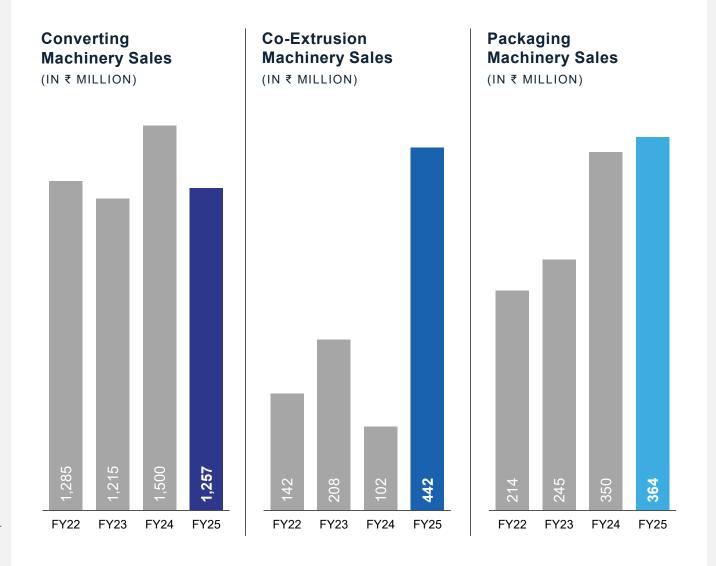
Delivery of machinery solutions is inherently seasonal & lumpy

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

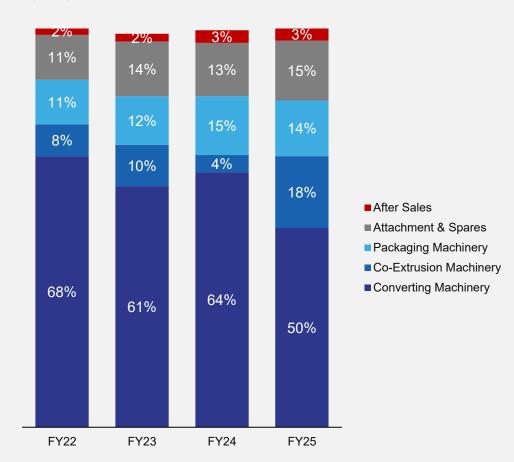
4Y Average 66% of annual top line booked in second-half of the year

Revenue Breakdown (Consolidated)



Product-Wise Revenue Breakdown

(IN %)



4Y P&L Snapshot (Consolidated)

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

4Y Balance Sheet Snapshot (Consolidated)

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

4Y Cash Flow Snapshot

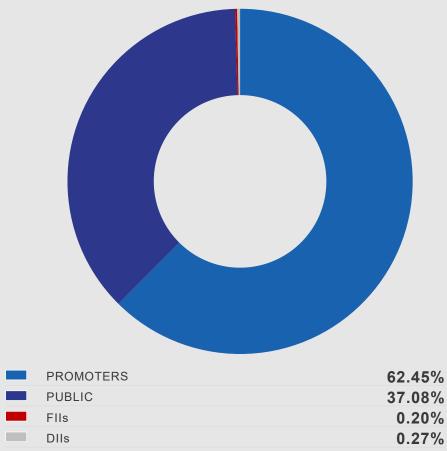
Particulars (₹ IN MILLION)	FY22	FY23	FY24	FY25
Cash Flow from Operating Activities	372	172	402	725
Cash Flow from Investing Activities	-350	-97	-1	-105
Cash Flow from Financing Activities	-33	-30	-446	-71
Net Cash Flows	-12	45	-45	549
Cash & Cash Equivalents at the Beginning of Year	44	20	39	-8
Cash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



Capital Markets Overview

Shareholding pattern

(IN %)



₹436
CURRENT MARKET PRICE

₹630/312

52 WEEK HIGH/LOW

₹1,073 Crore

MARKET CAPITALISATION

2.46 Crore

NO. OF SHARE OUTSTANDING

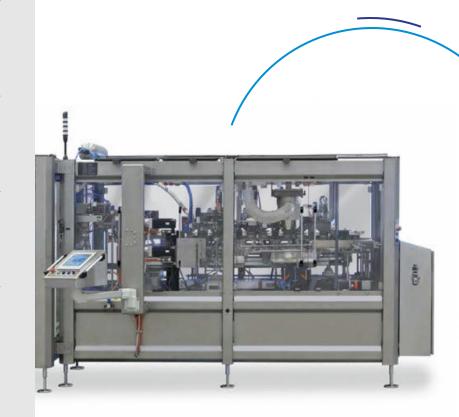
MAMATA

NSE

544318

BSE

Shareholding data as of 30th September 2025 Market price data as of 7th November 2025



Get in Touch

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MADHURI SHARMA

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