

Date: May 30, 2026

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 the Company for the quarter and year ended March 31, 2026.

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

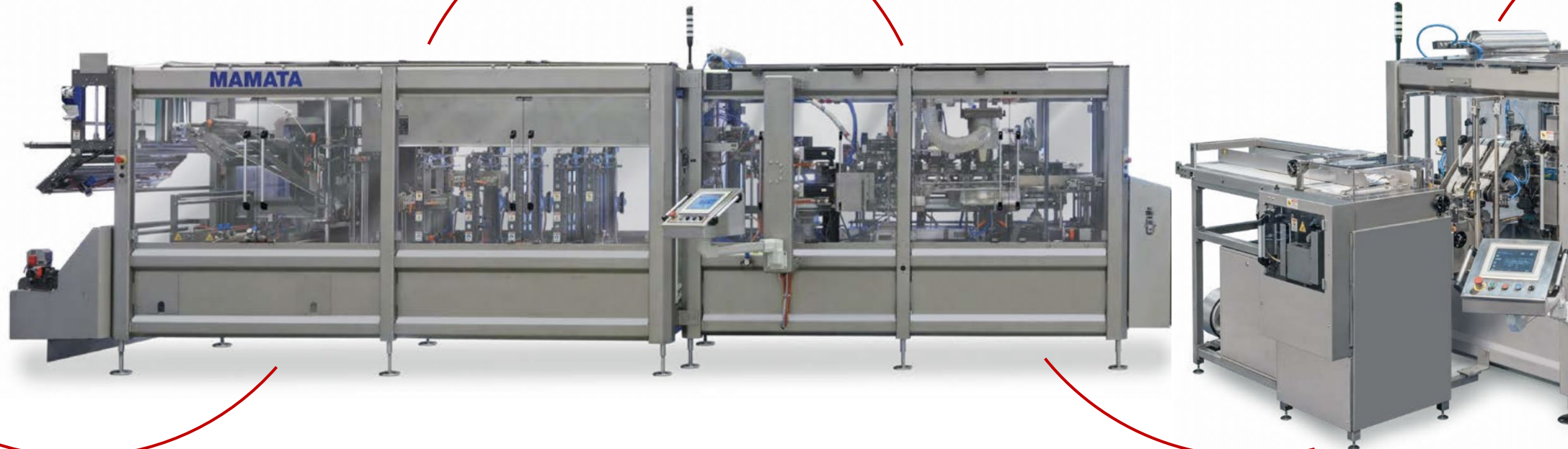
Encl.: A/a

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



TOTAL SOLUTIONS FOR FLEXIBLE PACKAGING

Earnings Presentation
Q4 & FY26 | May 2026



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Management Commentary

FY26 was a year of consolidation for Mamata Machinery. Revenue from Operations declined about 8%, and profitability compressed more sharply. These results do not reflect the underlying health of the business. The decline in revenue is entirely attributable to our US business, which fell close to 50% in absolute terms during the year. The US is our largest export market, and the tariff disruption hit during Q2 & Q3, our highest order intake period. The tariff situation remained unresolved through this window, and by the time it began to ease, the conflict in West Asia created fresh uncertainty that put customer projects on hold. Further, a sharp rise in polymer prices during the last quarter stretched our customers' working capital cycles and delayed their capital expenditure decisions. As these headwinds emerged, the organisation moved quickly to offset the shortfall through our other geographies and business segments and recovered a meaningful part of the gap. We could not recover all of it, largely because the West Asia disruption arrived before the US market had fully stabilised. The agility we demonstrated in absorbing a large part of a near 50% decline in the US market within the same year is the central takeaway from FY26 performance.

The margin compression was driven by a lower export mix, which reduced our blended profitability margins as exports are a higher margin business, along with an adverse product mix and some commodity price inflation. In addition, we absorbed a one-time provisioning of about ₹3.05 crore in Employee Benefit Expenses on account of the recent labour code amendments, while exhibition expenses rose to ₹10.2 crore from ₹6.2 crore, as several marquee exhibitions fell within FY26. The lower top line also resulted in negative operating leverage. We expect profitability to normalise in the coming year itself as the top line recovers and these one-off costs roll off.

Operationally, FY26 was a strong year, particularly in our packaging division, which remains our key growth driver. We secured a significant multi-machine order for our VFFS packaging machines from one of India's leading snacks and namkeen brands. We also received our first ever packaging machine order from a market outside our traditional US & India markets, from a customer in South Africa. Africa is the first of our new markets to come through, and we expect others to follow. We made our maiden appearance at Interpack 2026 in Düsseldorf, where we showcased our complete packaging technology portfolio to strengthen our international footprint and open the European market. On the technology front, we launched RecTech at Plastindia 2026, an advanced, fully recyclable mono-material film that delivers superior barrier protection and mechanical performance compared to conventional non-recyclable composite structures such as PET+PE and PET+MPET+PE. These developments position us well for growth in the coming year.

Looking ahead, we expect FY27 to be a year in which we return to the growth track, with profitability normalising alongside. Our priority in the US is to recoup the lost ground. The US market is becoming more conducive following the amendments to tariff policy. Alongside the US recovery, we are pursuing growth in our domestic converting business and our core growth engine i.e. packaging businesses, where we are scaling through new geographies, new channel partners and other strategic initiatives. Our packaging growth story and our strategic direction remain intact, and we enter FY27 confident in our direction and in the agility of the organisation demonstrated through a difficult year.

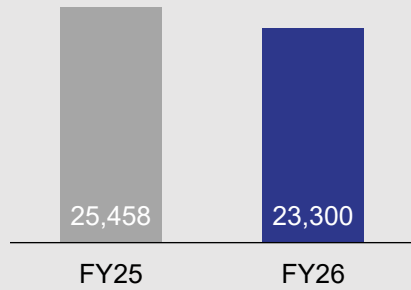


Apurva Kane
Chief Executive Officer

Q4 & FY26 Performance Highlights (Consolidated)

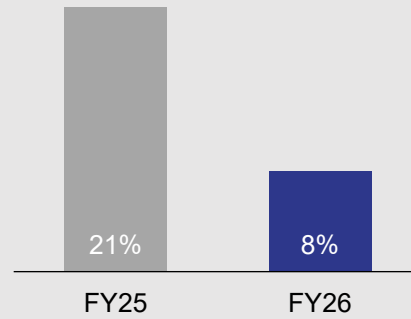
FY26 Performance

Revenue
(IN ₹ LAKHS)



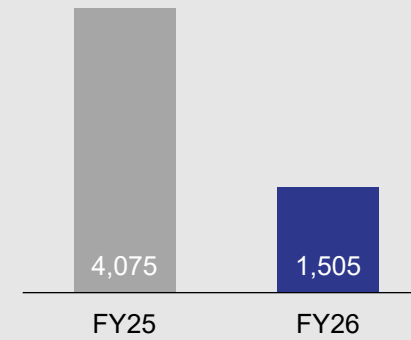
(8%) ▼
YoY Growth

EBITDA Margin
(IN %)



(1,327 BPS) ▼
YoY Growth

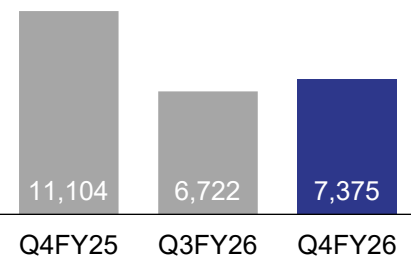
PAT
(IN ₹ LAKHS)



(63%) ▼
YoY Growth

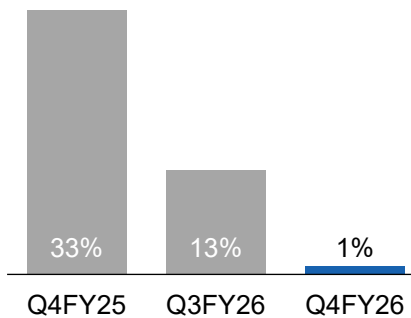
Q4FY26 Performance

Revenue
(IN ₹ LAKHS)



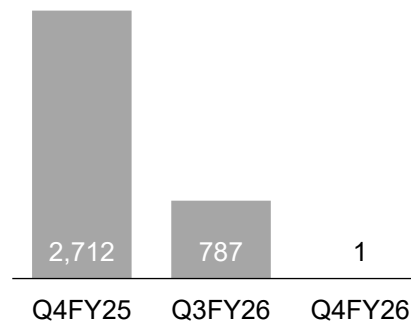
(34%) ▼
YoY Growth

EBITDA Margin
(IN %)



(3,206 BPS) ▼
YoY Growth

PAT
(IN ₹ LAKHS)



(100%) ▼
YoY Growth

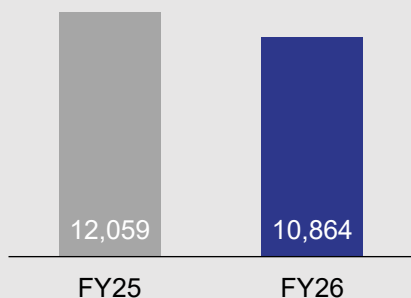


Product Vertical Performance (Consolidated)

FY26 Performance

Converting - Revenue

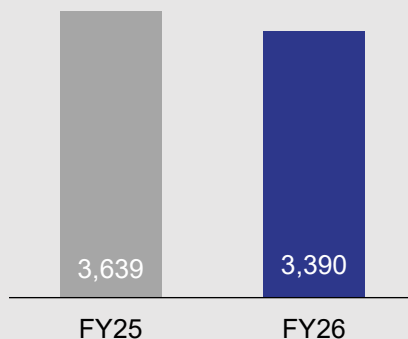
(IN ₹ LAKHS)



(10%)
YoY Growth

Co-extrusion - Revenue

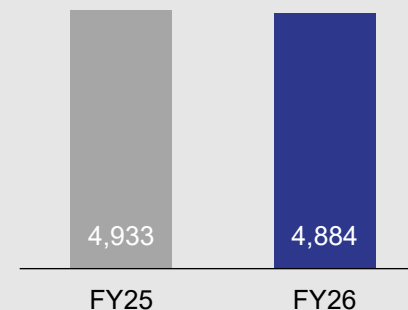
(IN ₹ LAKHS)



(7%)
YoY Growth

Packaging - Revenue

(IN ₹ LAKHS)



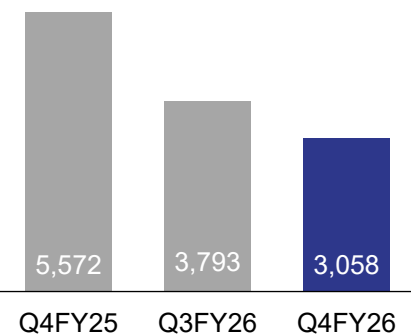
(1%)
YoY Growth

Note – Above revenue break-up is only for machinery sales. It does not include Attachments & Spares and After-Sales Services.

Q4FY26 Performance

Converting - Revenue

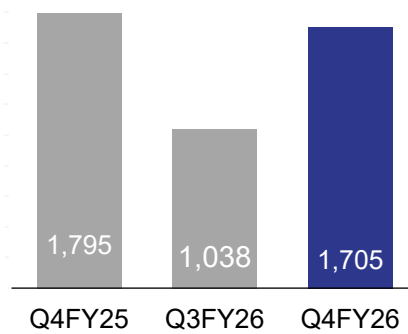
(IN ₹ LAKHS)



(45%)
YoY Growth

Co-extrusion - Revenue

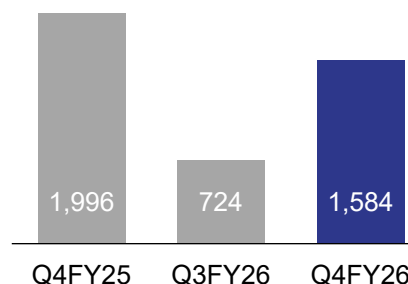
(IN ₹ LAKHS)



(5%)
YoY Growth

Packaging - Revenue

(IN ₹ LAKHS)



(21%)
YoY Growth

P&L Snapshot (Consolidated)

Particulars (₹ IN LAKHS)	FY25	FY26	YoY Change	Q4FY25	Q3FY26	Q4FY26	YoY Change
Revenue from Operations	25,458	23,300	(8%)	11,104	6,722	7,375	(34%)
Other Income	477	568	19%	134	249	90	(33%)
COGS	9,987	10,583	6%	3,977	3,400	3,587	(10%)
Gross Profit	15,471	12,717	(18%)	7,127	3,322	3,788	(47%)
Gross Margin (%)	60.77%	54.58%	(619 bps)	64.19%	49.42%	51.37%	(1,282 bps)
Operating Expenses	10,006	10,806	8%	3,460	2,470	3,717	7%
EBITDA	5,465	1,911	(65%)	3,668	852	71	(98%)
EBITDA Margin (%)	21.47%	8.20%	(1,327 bps)	33.03%	12.68%	0.97%	(3,206 bps)
Finance Cost	79	90	14%	16	23	31	91%
Depreciation	331	430	30%	86	121	125	46%
Profit before Tax	5,532	1,960	(65%)	3,699	956	5	(100%)
Profit after Tax	4,075	1,505	(63%)	2,712	787	1	(100%)
PAT Margins (%)	15.71%	6.31%	(941 bps)	24.13%	11.29%	0.01%	(2,412 bps)
Basic EPS (in ₹)	16.56	6.12	(63%)	11.02	3.20	0.00	(100%)

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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'

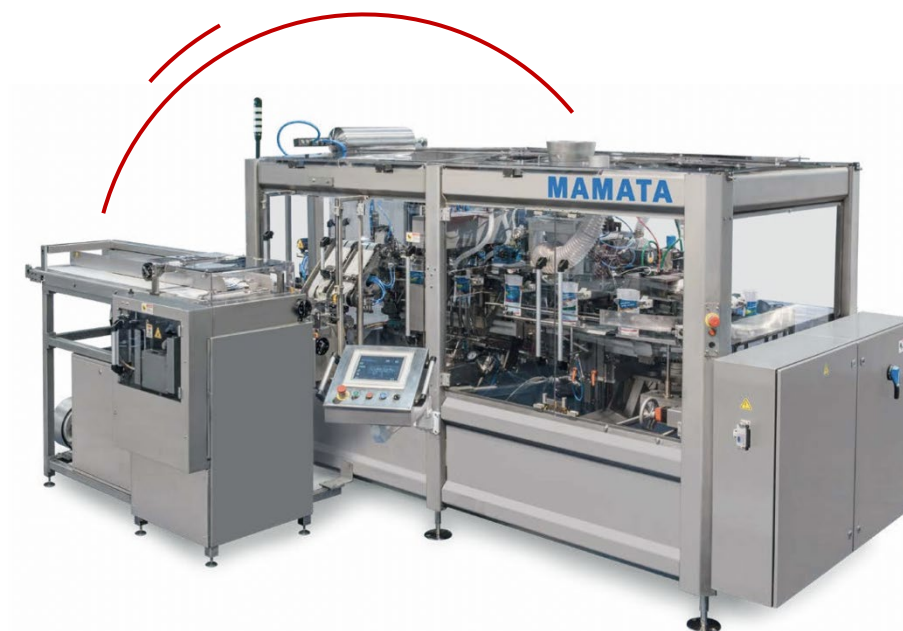
Focus on import substitution, while effectively competing in sophisticated export markets: *US, EU, Middle-East & Africa*

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

5,400+

Global
installations

80+

Delivered machinery
to 80+ countries

63%

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

198

Team Strength in India with
17 in USA subsidiary

35+

Years old,
established brand

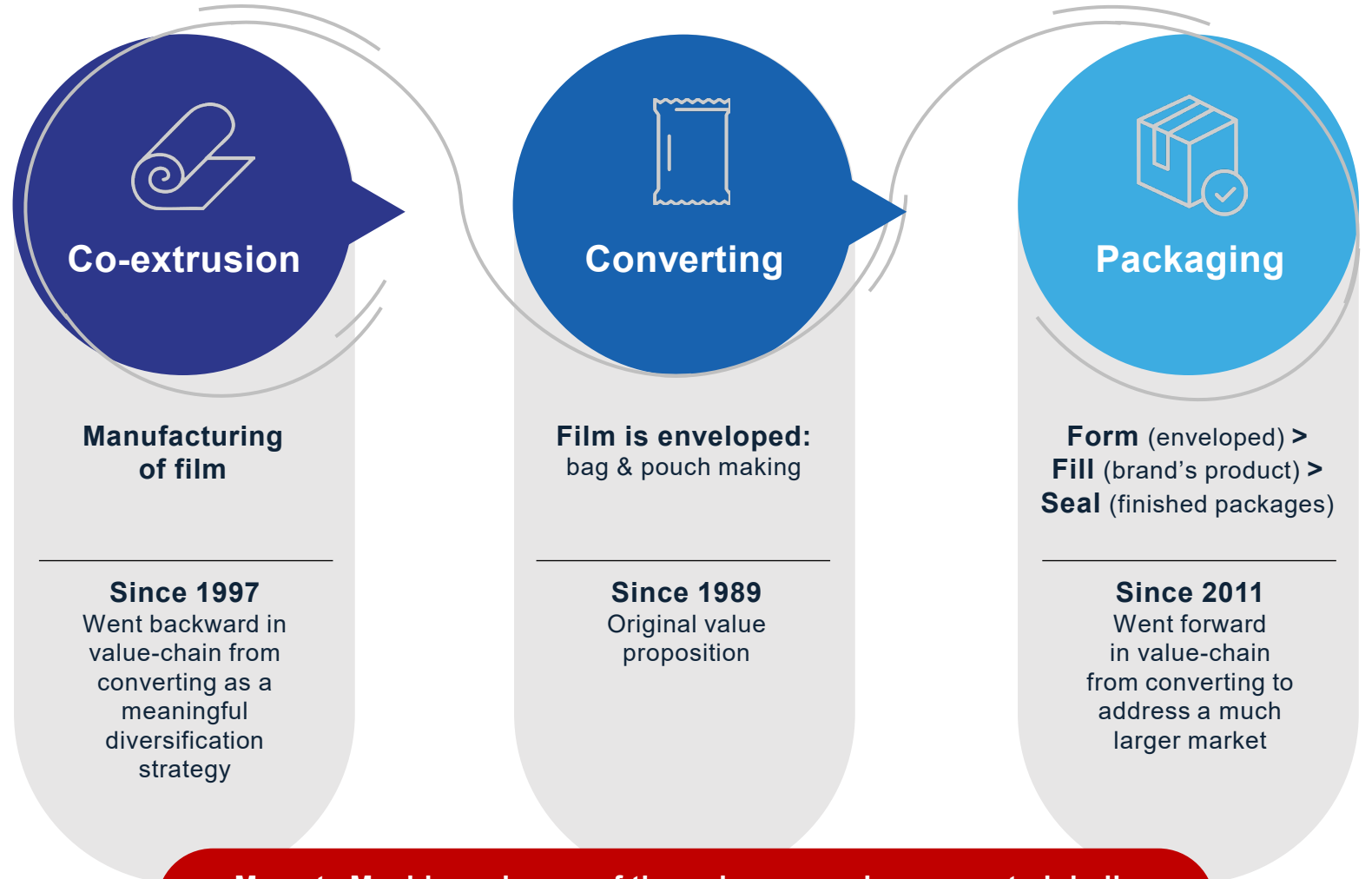


Unique Value Proposition: Total Flexible Packaging Solutions

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

One-stop solution provider for brand owners & convertors alike

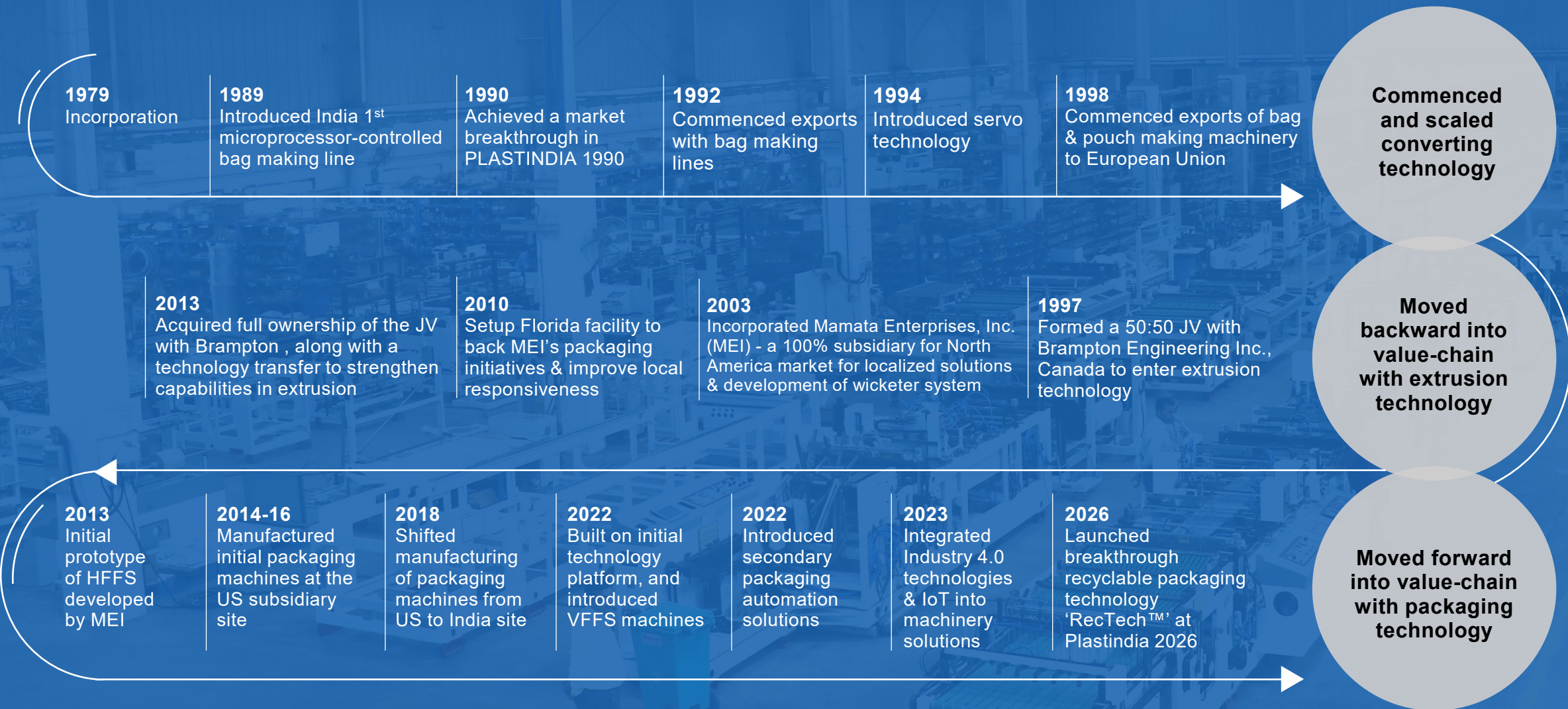
Unique understanding of all key technologies in flexible packaging solutions: polymer processing; plastic rheology; converting, filling, and sealing systems



Mamata Machinery is one of the only companies present globally across the flexible packaging machinery value-chain.

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 1st microprocessor-controlled 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
- Launched Vega 500 SF at K 2026: Solution for processing mono material films at high speed & accuracy

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

Robust & continuous pipeline of new solutions

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

1st

Indian player to offer converting machines in EU & US



Robust, Asset-Light Manufacturing Model

ROBUST SUPPLY-CHAIN MANAGEMENT

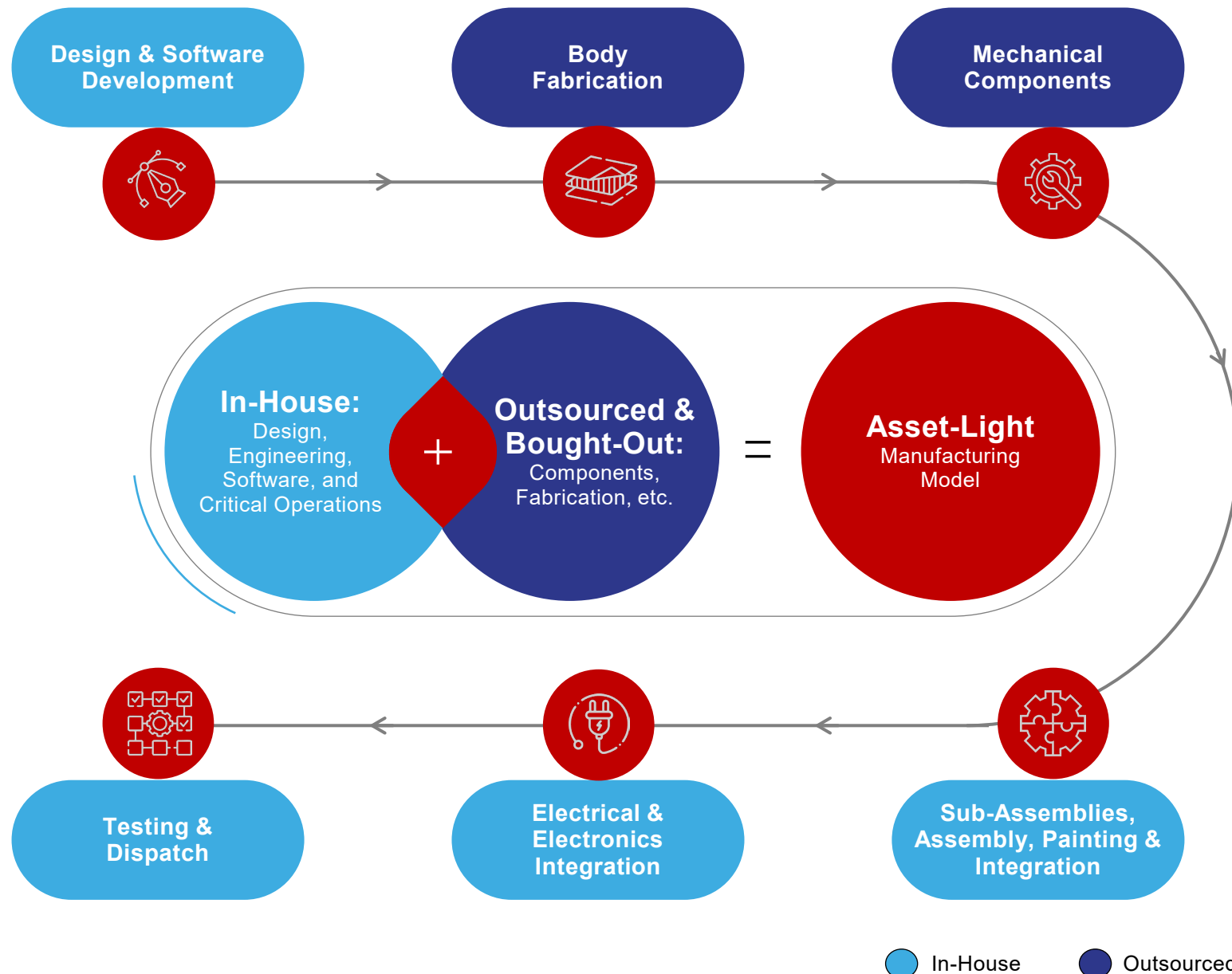
- 250+ curated vendors 1

- Standard bought-out components (servo drives, controls, pneumatics, electronics) from global brands 2

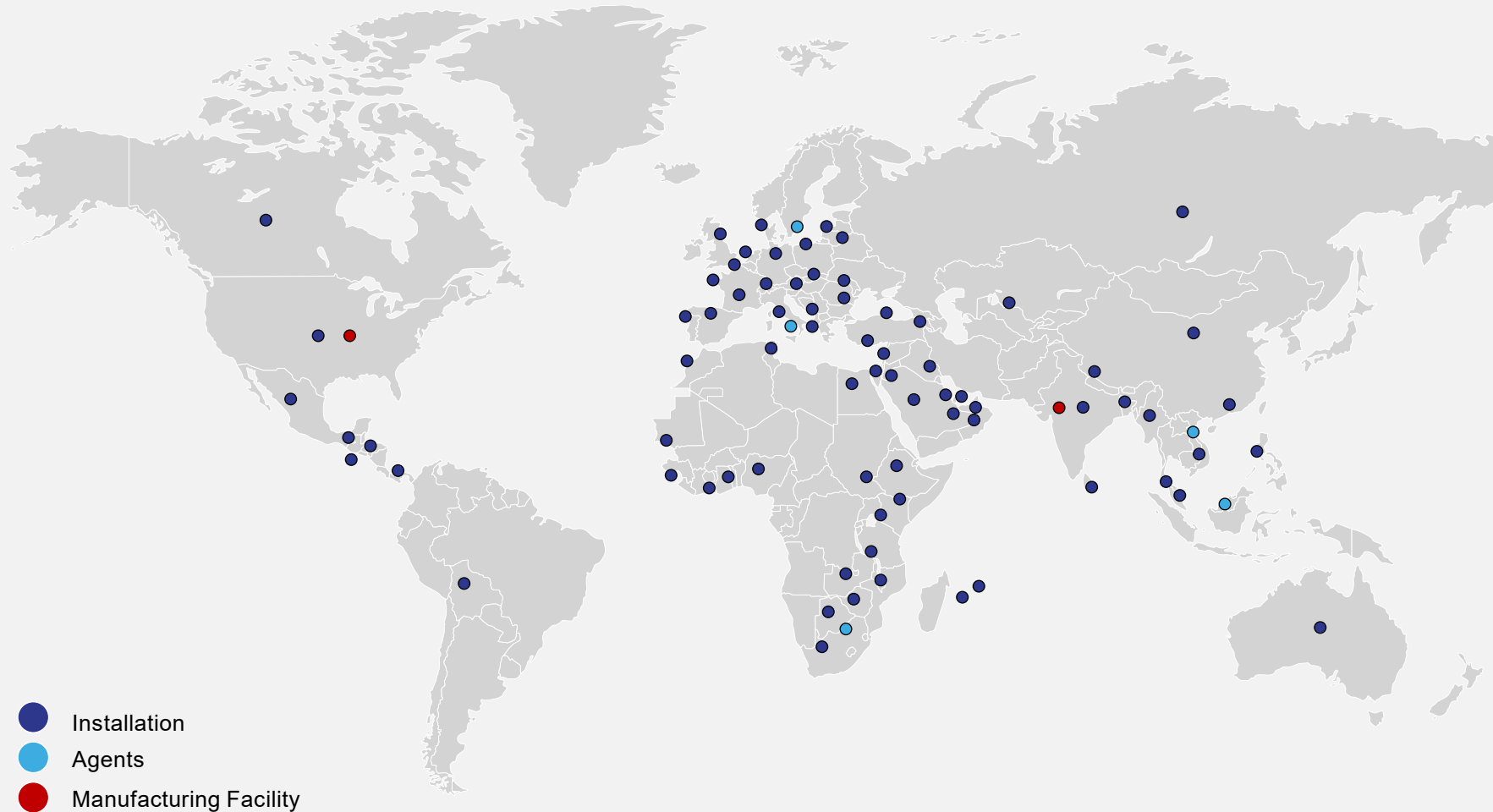
- Multiple dedicated vendors for fabrication, machining, and sheet metal parts 3

- 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

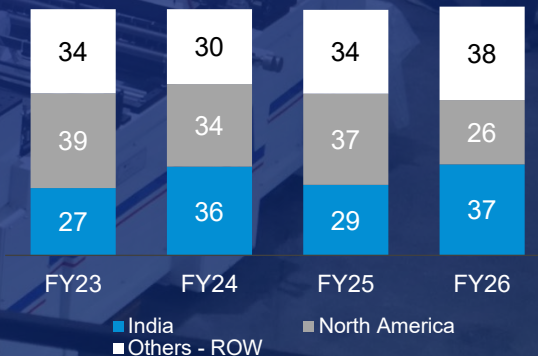
Installations in
80+ Countries

5,400+ 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 (%)



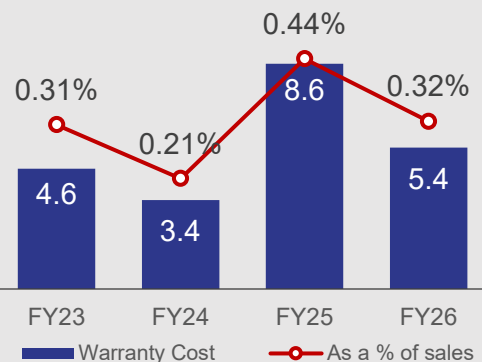
Quality-First Approach

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

<p>7 Quality Assurance Team</p>	<p>26 Service Engineers</p>
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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



~198

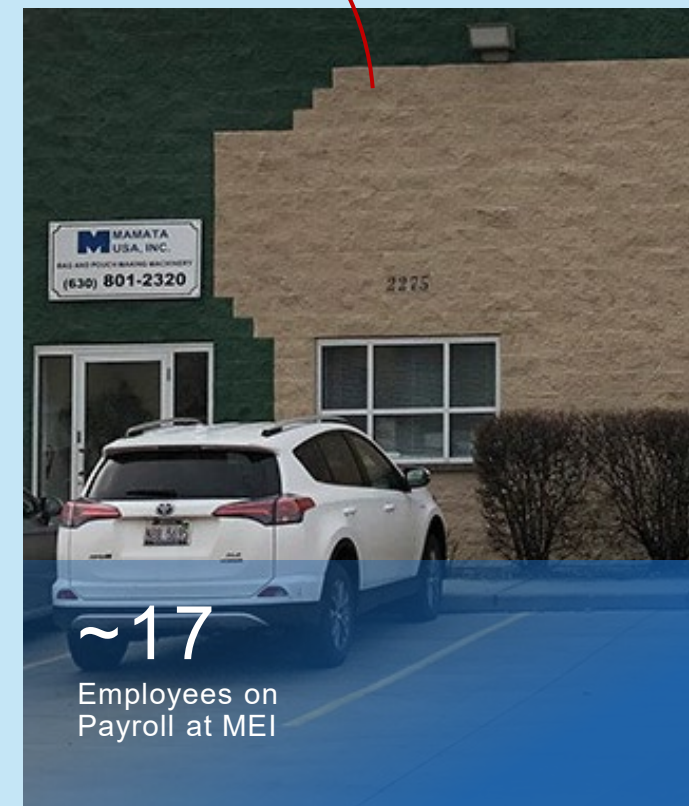
Employees on Payroll

~45

Workers Employed

USA

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



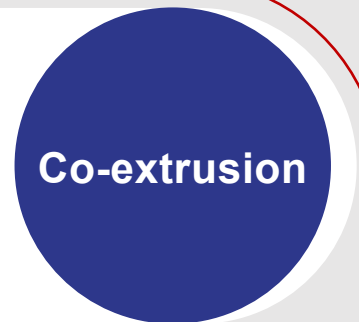
~17

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



BANSAL INDUSTRIES



KPI GROUP



KQALAGADI PLASTIC INDUSTRIES (PTI) LTD



Granular sales composition, with top 5 accounts contributing ~21% of top line



Long-standing relationship with majority key accounts

Board of Directors

Mahendra Patel

Chairman & Managing Director

41+

Years of experience



Chandrakant Patel

Joint Managing Director

41+

Years of experience



Neha Nowlakha

Independent Director

21+

Years of experience



Subba Bangera

Independent Director

36+

Years of experience



Munjal Patel

Independent Director

21+

Years of experience



Varun Patel

Non-Executive & Non-Independent Director

14+

Years of experience

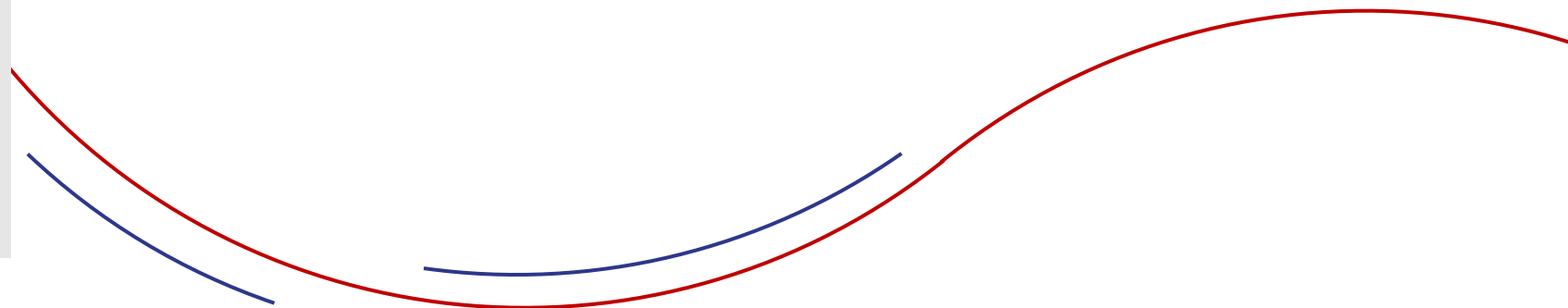


Ruchita Patel

Independent Director

9+

Years of experience



Senior Leadership

● Work Experience (Years)

● Association with Mamata (Years)

Apurva Kane

Chief Executive Officer

41+ | 41+



Rajashekar Venkat

President

28+ | 1+



Dipak Modi

Chief Financial Officer

33+ | 26+



Dharmisth Patel

President – MEI

21+ | 21+



Madhuri Sharma

CS & Compliance Officer

15+ | 15+



Hemang Mistry

Senior Manager Design

28+ | 28+



Dharmendra Panchal

Business Head – Converting

37+ | 35+



Snehal Patel

Business Head – HFFS Division

34+ | 34+



Prashant H. Pandya

Business Head – VFSS Division

41+ | 4+



Jignesh Shah

IT Head

26+ | 26+



Kishan Patel

HR & Admin Head

34+ | 20+





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
WICKETERS**

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



9 LAYER RECTECH LINE

USP

Advanced 9-
layer line
capable of
processing
advanced, fully
recyclable
mono-material
films



03



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

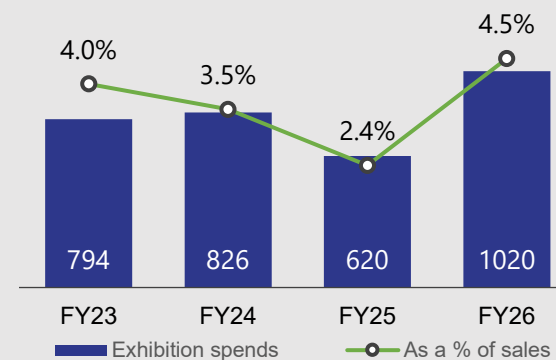


K TRADE FAIR Düsseldorf, Germany

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 LAKHS & % 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

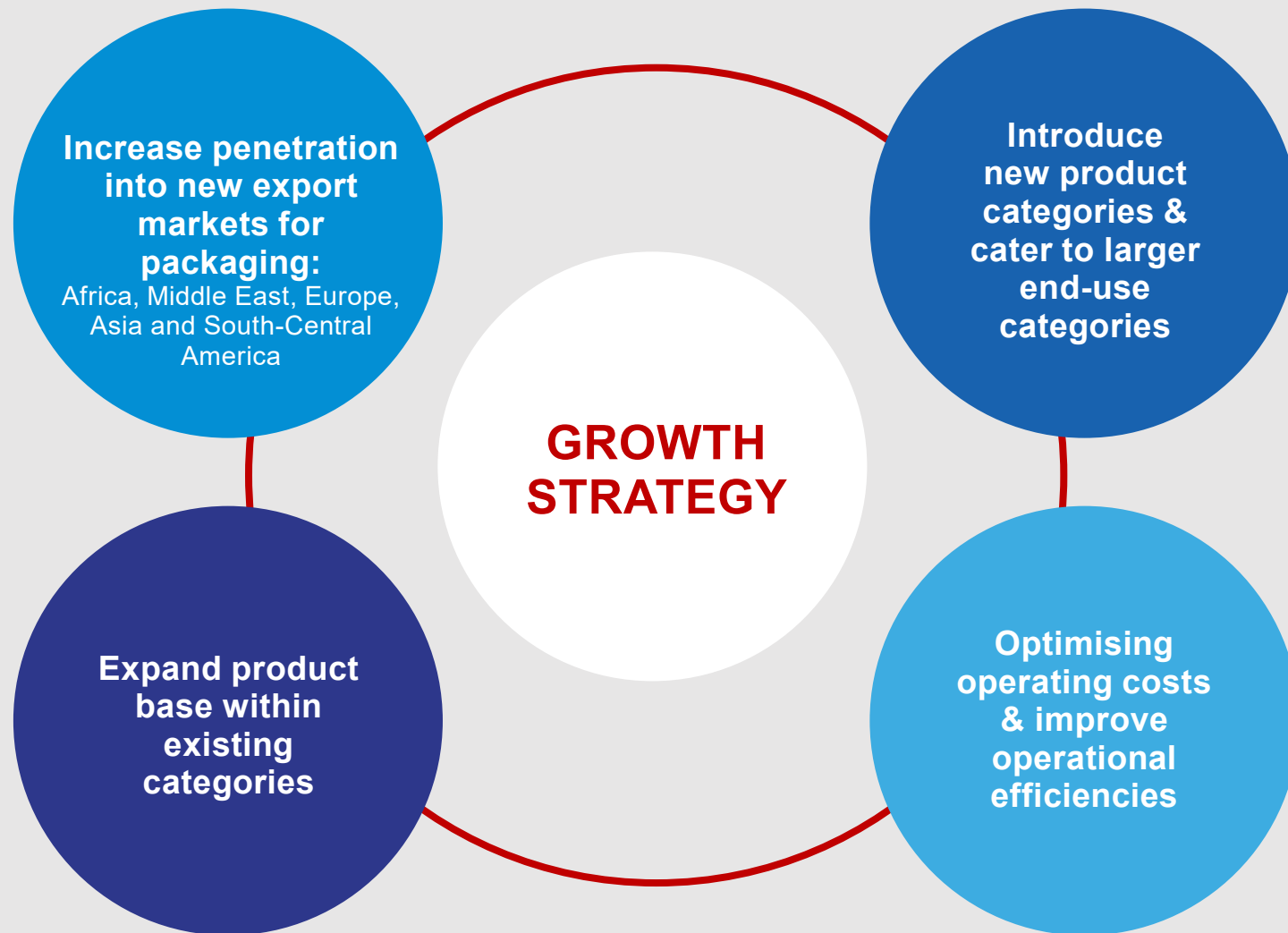
Best-in-class on Price-Performance with presence across value chain

Strong Financial Profile

Capital Efficient Business Model

Experienced & Professional Management

Growth Strategy



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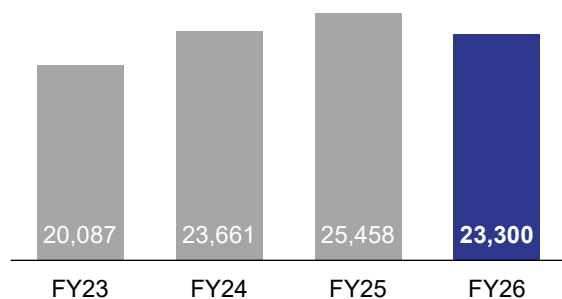
Financial Profile



Key Performance Indicators (Consolidated)

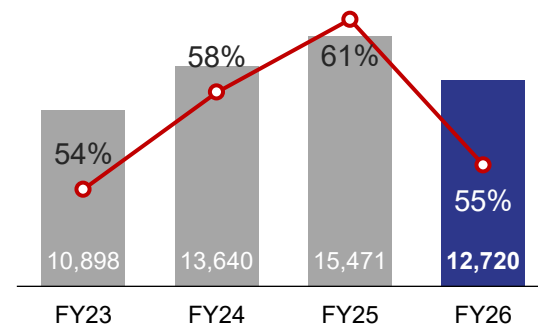
Revenue from Operations

(IN ₹ LAKHS)



Gross Profit & Gross Margin

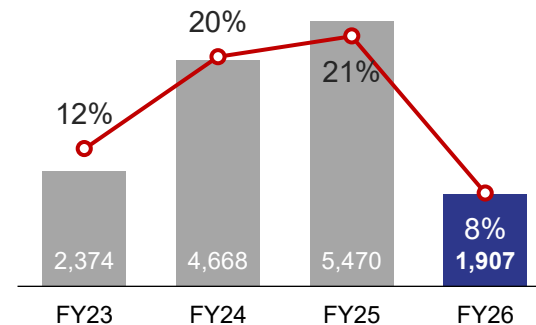
(IN ₹ LAKHS & IN %)



■ Gross Profit ○ Gross Margins

EBITDA & EBITDA Margin

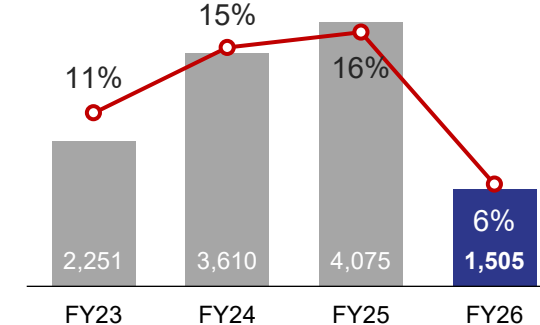
(IN ₹ LAKHS & IN %)



■ EBITDA ○ EBITDA Margin

PAT & PAT Margin

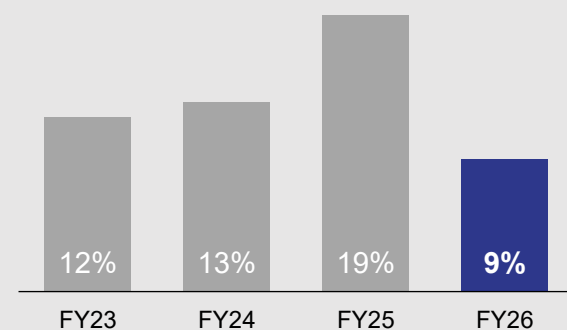
(IN ₹ LAKHS & IN %)



■ PAT ○ PAT Margin

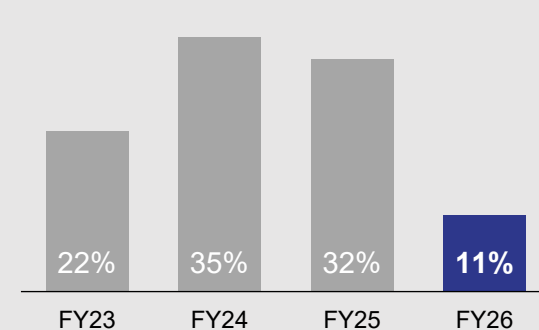
Operating Working Capital

(% of Revenue)



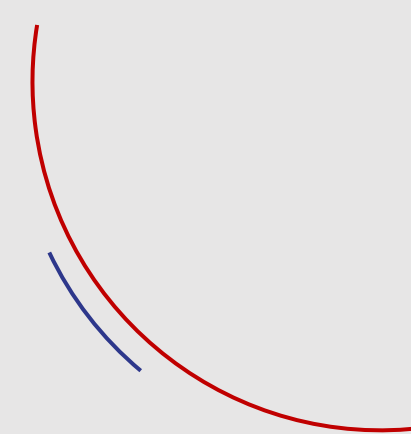
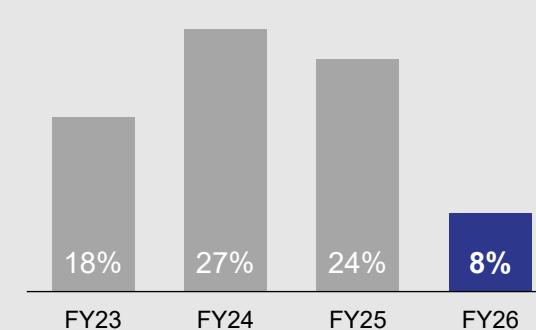
ROCE

(IN %)



ROE

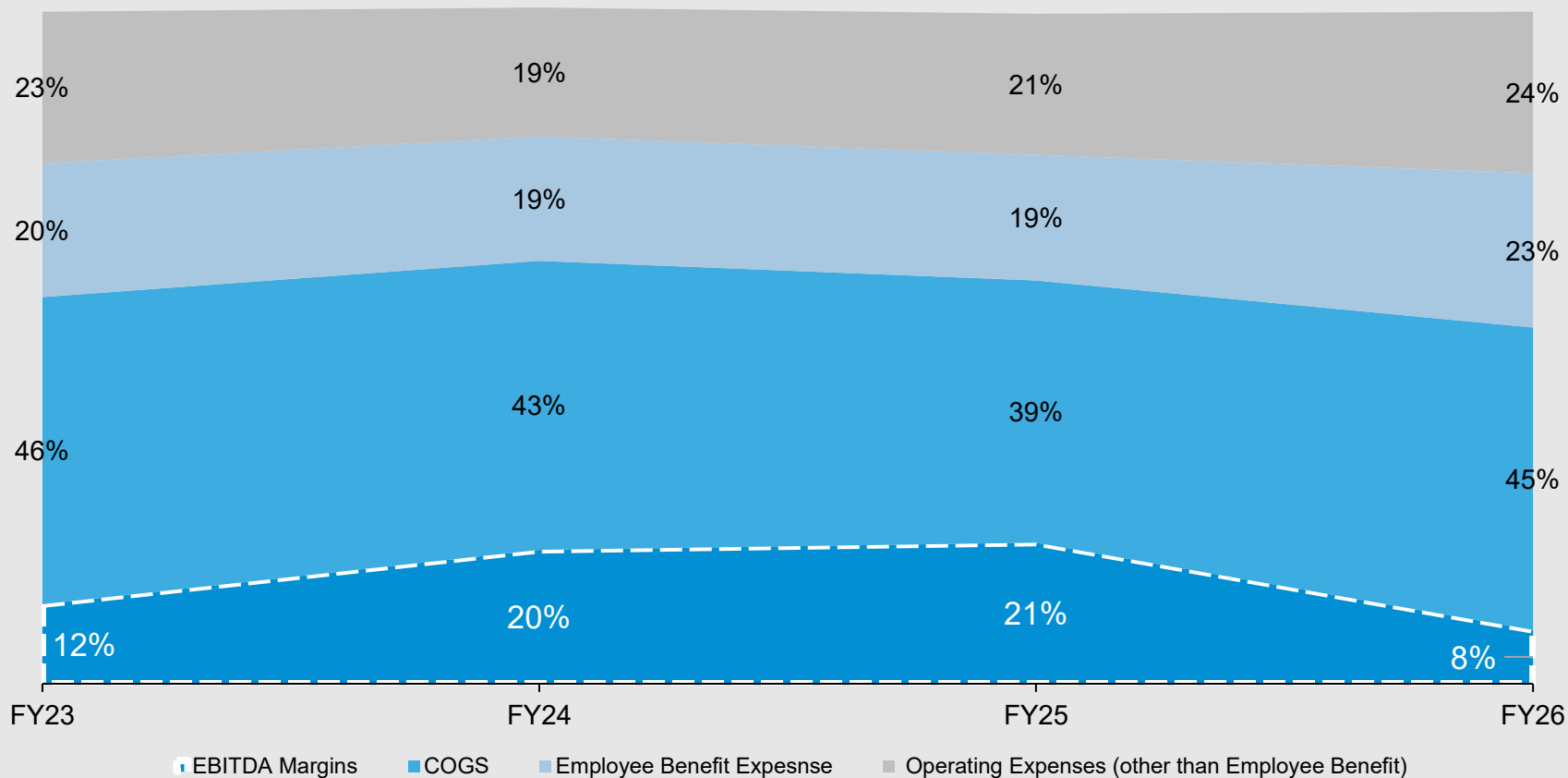
(IN %)



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

Potential for Operating Leverage

Common-Size P&L Statement

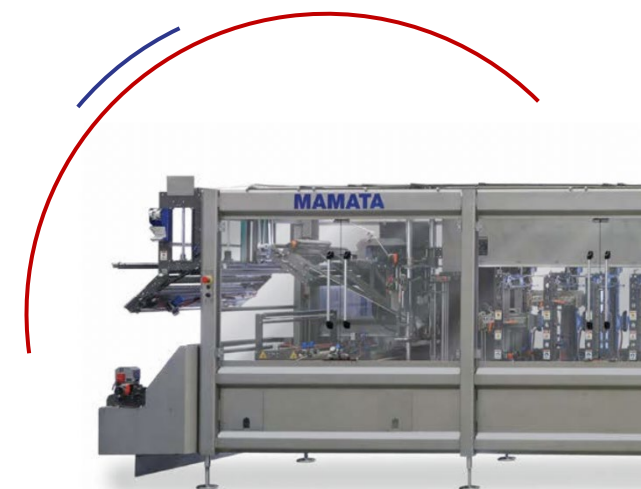


Note - Consolidated Figures

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

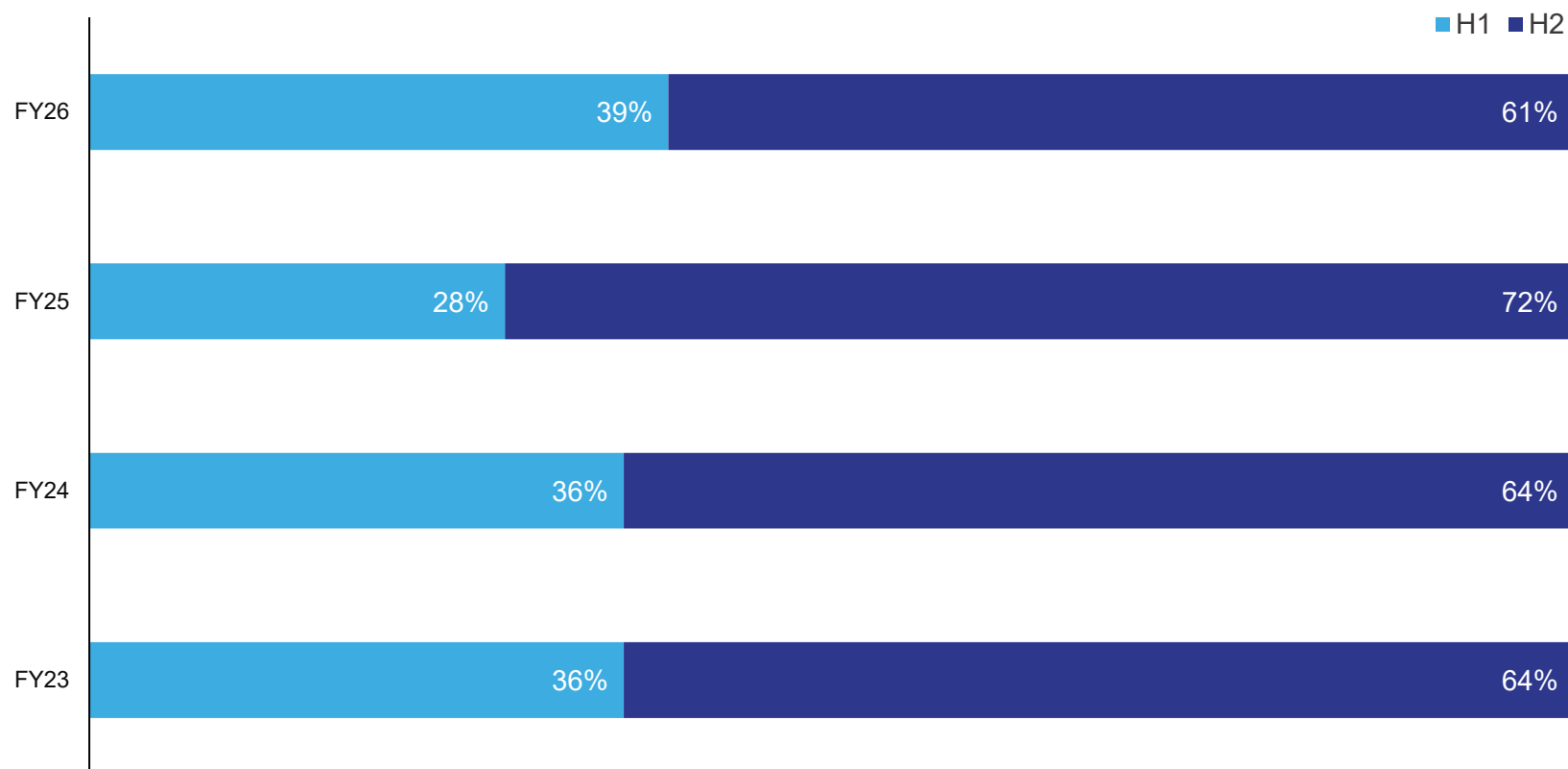
Potential for rationalisation of Employee Benefit & OPEX on a higher revenue base

Potential to grow from existing facility without incurring significant CAPEX



Inherent Business Seasonality

ANNUAL REVENUE SPLIT – H1 vs. H2



Note – Consolidated Figures

Delivery of machinery solutions is inherently seasonal & lumpy

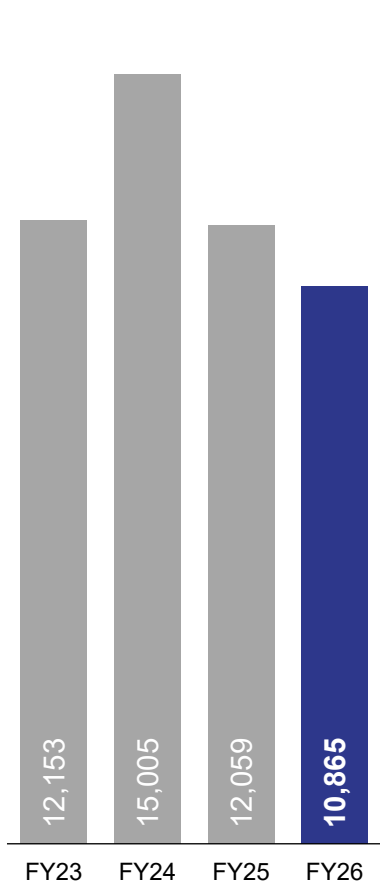
Seasonality of business, skewed towards H2, in both domestic & exports:

- 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

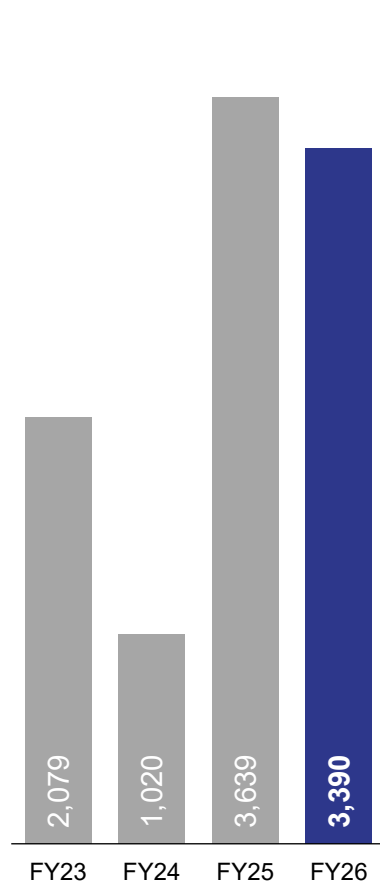
4Y Average 65% of annual top line booked in second-half of the year

Revenue Breakdown (Consolidated)

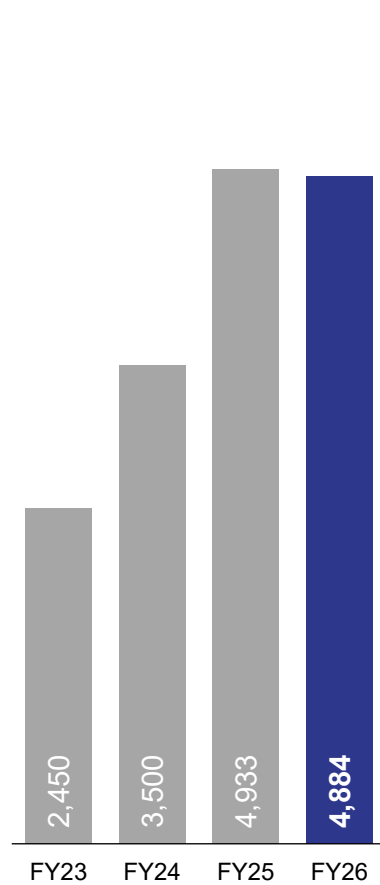
Converting Machinery Sales
(IN ₹ LAKHS)



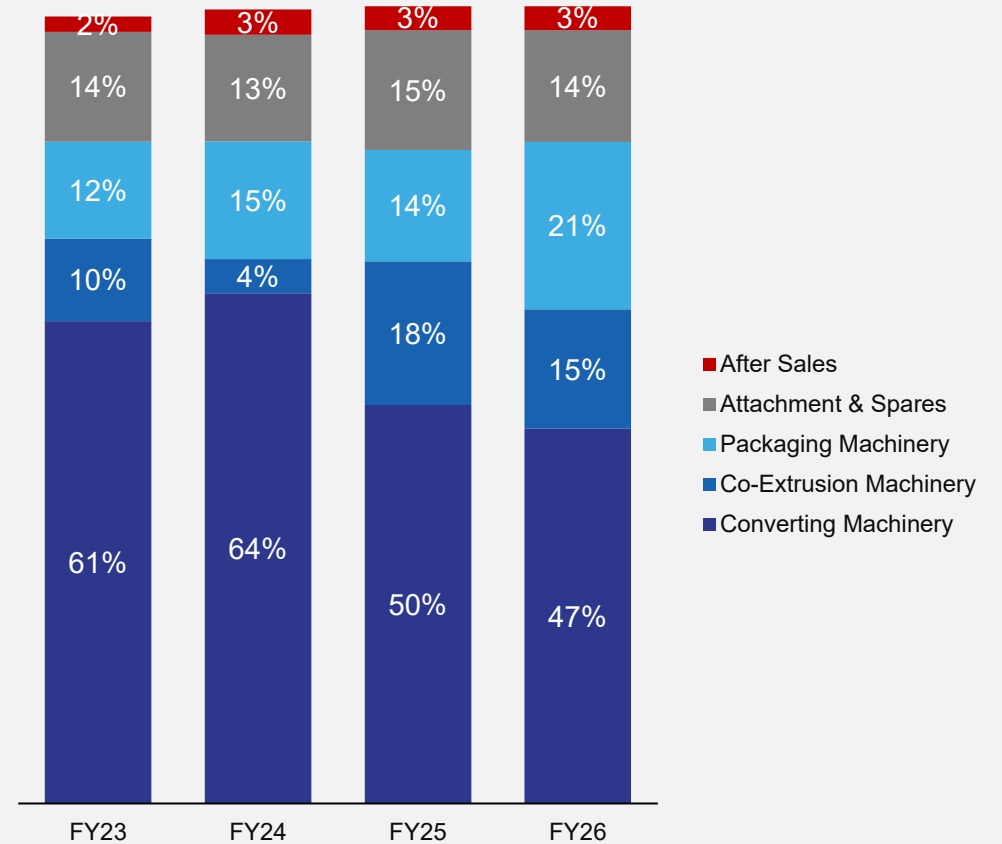
Co-Extrusion Machinery Sales
(IN ₹ LAKHS)



Packaging Machinery Sales
(IN ₹ LAKHS)



Product-Wise Revenue Breakdown
(IN %)



4Y P&L Snapshot (Consolidated)

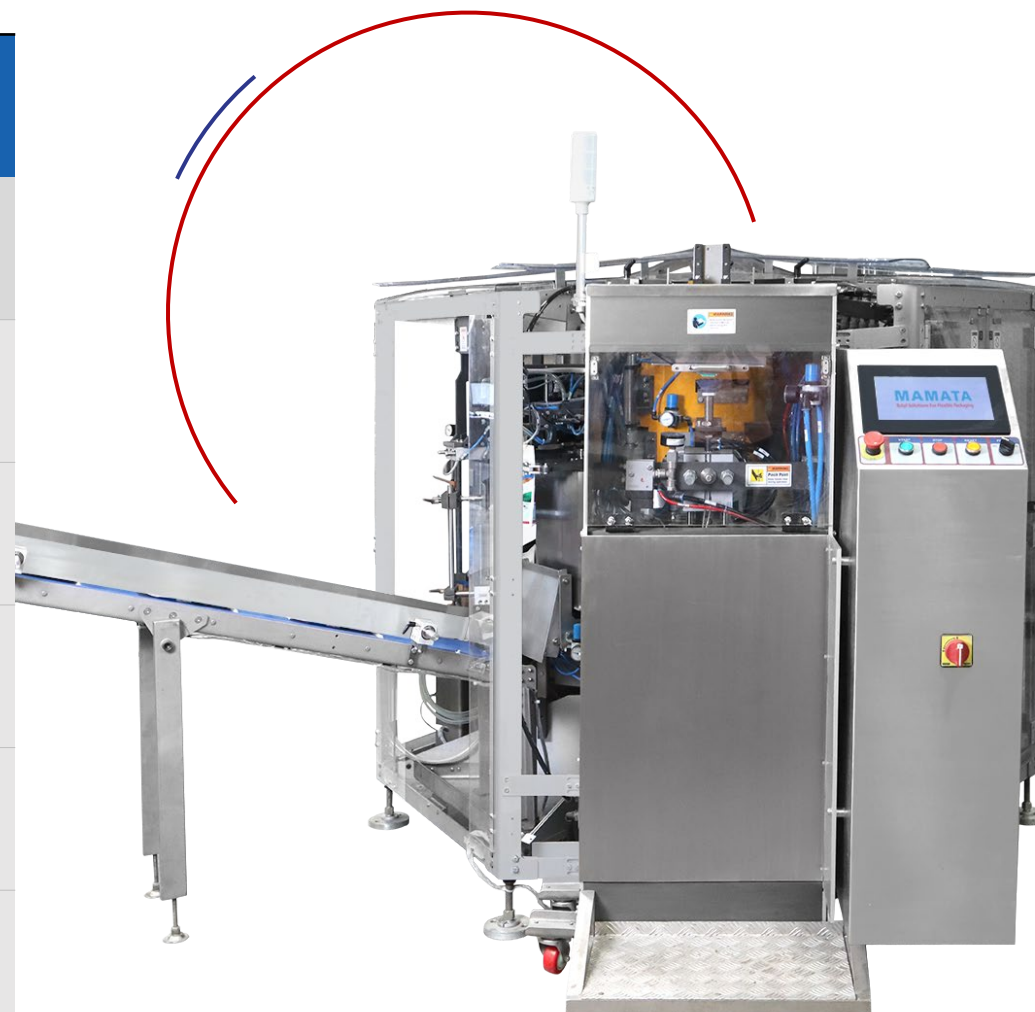
Particulars (₹ IN LAKHS)	FY23	FY24	FY25	FY26
Revenue from Operations	20,087	23,661	25,458	23,300
Other Income	926	470	477	568
COGS	9,189	10,024	9,987	10,583
Gross Profit	10,898	13,637	15,471	12,717
Gross Margin (%)	54%	58%	61%	55%
Operating Expenses	8,523	8,919	10,006	10,806
EBITDA	2,374	4,718	5,465	1,911
EBITDA Margin (%)	12%	20%	21%	8%
Finance Cost	106	153	79	90
Depreciation	343	341	331	430
Profit before Tax	2,852	4,693	5,532	1,960
Profit after Tax	2,251	3,613	4,075	1,505
PAT Margins (%)	11%	15%	16%	6%
Basic EPS (in ₹)	8.41	14.65	16.56	6.12

4Y Balance Sheet Snapshot (Consolidated)

Particulars (₹ IN LAKHS)	FY23	FY24	FY25	FY26
Equity Share Capital	12,788	13,238	17,116	18,507
Equity Share Capital	297	273	2,461	2,461
Other Equity	12,490	12,965	14,655	16,046
Non-Current Liabilities	437	469	493	987
Long Term Borrowings	282	257	334	677
Current Liabilities	9,622	10,042	8,306	7,268
Short Term Borrowings	1,582	902	42	117
Trade Payables	2,527	2,755	2,712	2,561
Total Equity and Liabilities	22,847	23,749	25,914	26,761
Non-Current Assets	12,923	11,633	6,888	11,238
Tangible Assets	6,141	6,152	6,115	6,443
CWIP	-	-	-	-
Current Assets	9,924	12,116	19,026	15,523
Inventories	7,028	6,980	8,149	7,311
Trade Receivables	1,760	3,728	3,161	4,051
Current Investments	-	-	-	-
Cash & Bank Balances	517	397	6,781	2,320
Total Assets	22,847	23,749	25,914	26,761

4Y Cash Flow Snapshot

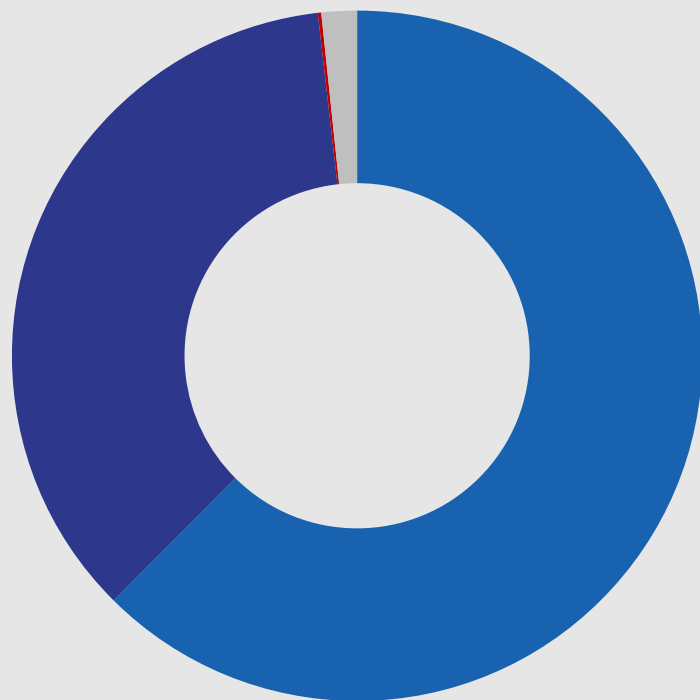
Particulars (₹ IN LAKHS)	FY23	FY24	FY25	FY26
Cash Flow from Operating Activities	1,717	1,937	7,255	244
Cash Flow from Investing Activities	(968)	1,243	(1,053)	(4,517)
Cash Flow from Financing Activities	(300)	(3627)	(714)	126
Net Cash Flows	449	(447)	5,488	(4,148)
Cash & Cash Equivalents at the Beginning of Year	203	393	(76)	5,394
Cash & Cash Equivalents at the End of Year	393	(76)	5,394	1,220



Capital Markets Overview

Shareholding pattern

(IN %)



■ PROMOTERS	62.45%
■ PUBLIC	35.72%
■ FIIs	0.16%
■ DIIs	1.66%

₹407

CURRENT MARKET PRICE

₹541/298

52 WEEK HIGH/LOW

₹1,002 Crore

MARKET CAPITALISATION

2.46 Crore

NO. OF SHARES OUTSTANDING

MAMATA

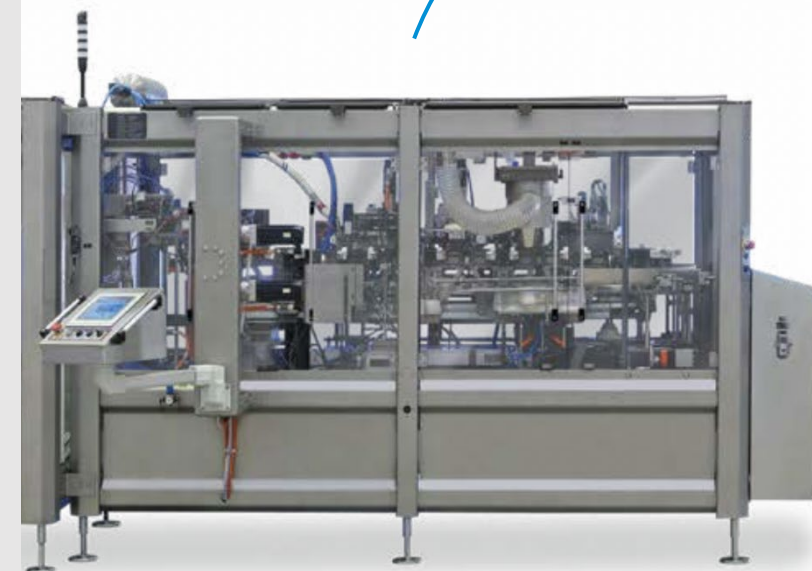
NSE

544318

BSE

Shareholding data as of 31st March 2026

Market price data as of 29th May 2026



Get in Touch

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