



CONFERENCE & EVENTS

EXPERIENCES UNFORGETTABLE

# MACH

Conferences And Events Limited

Investor Presentation

A LEADING PLAYER IN MICE INDUSTRY



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# MANAGEMENT COMMENT



*“The first half of FY26 was a period of resilience for Mach Conferences and Events Limited. While the macro environment remained uncertain due to the India–Pakistan conflict, which brought cross-border travel and several outbound programs to a temporary halt, we continued to demonstrate operational discipline and financial prudence.*

*During the period, we reported revenue from operations of ₹9,708 lakh with a EBITDA of ₹1,134 lakh and a Profit After Tax (PAT) of ₹782 lakh. The overall topline was impacted by deferred project executions and delays in travel-related activities; however, we maintained healthy margins with a EBITDA margin of 11.49% indicating an improvement of 91 BPS. PAT margin of **8.16%**, underscoring our ability to optimize costs and preserve profitability even in a soft operating quarter. **Cash and bank balances stood at ₹2,165 lakh**, reflecting continued liquidity discipline, though receivables were higher due to timing of collections from large event contracts.*

*On the operational front, we have strengthened our positioning in the MICE and corporate events segment by adding several new marquee clients. Within a span of just 15 days, we secured **seven high-value mandates worth nearly ₹40 crore** across the BFSI, Cement, and Auto sectors, involving over **6,100 participants** across global and domestic destinations. These contracts will be executed progressively in FY26, providing strong revenue visibility for the second half.*

*In line with our diversification strategy, we also launched a **dedicated Government Projects Division**, marking our formal entry into the institutional and public sector event management space. A key milestone for this vertical is our appointment as the **official Hospitality Management Partner for the International Film Festival of India (IFFI) 2025**, organized annually by the Ministry of Information & Broadcasting, Government of India.*

*While H1 was a softer half operationally, we have used this period to strengthen our systems, vendor partnerships, and working capital management. we sustained healthy margins and continued to execute high-value projects across domestic and international markets.”*

**- Amit Bhatia**

Chairman & Managing Director

A close-up photograph of two hands shaking in a firm grip, symbolizing a business agreement or partnership. The hands are wearing blue business suits. The background is a bright, out-of-focus office environment with windows and architectural lines.

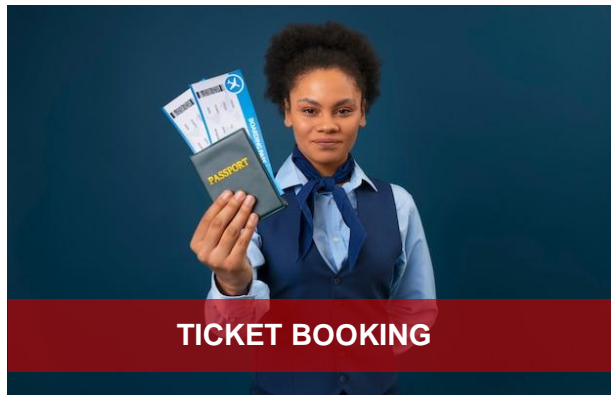
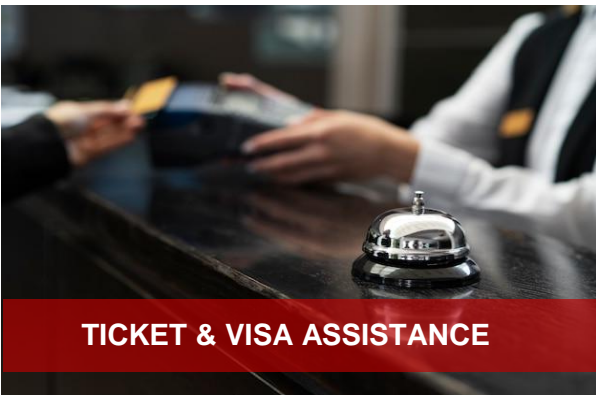
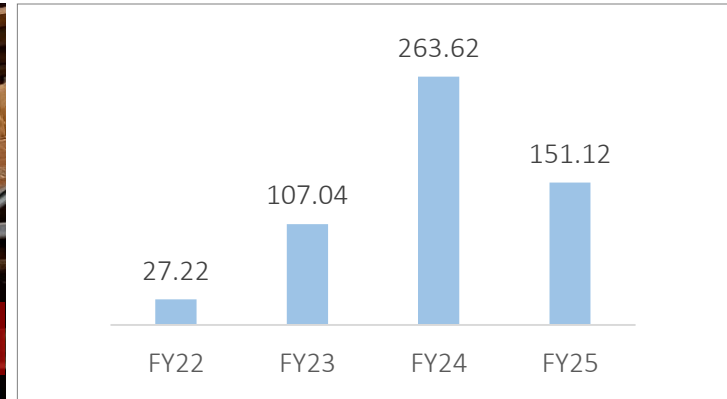
# Business

Overview

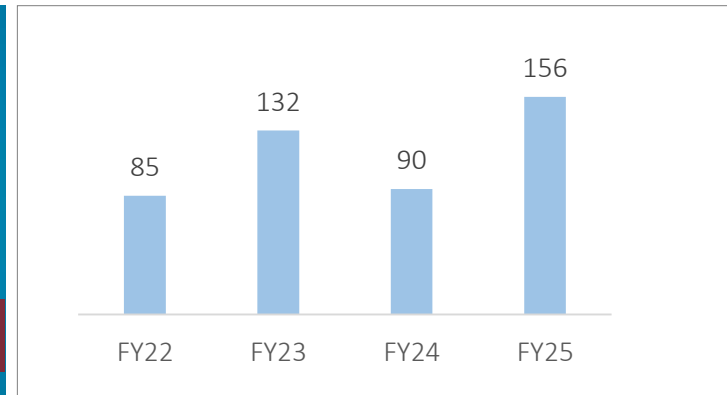
# Comprehensive MICE Solutions



Average revenue generated per event  
(in ₹ Lakhs)



Number of events



# H1 FY26 Key Projects



## Business Event

– Chennai, Aug 2025

Mach Conferences successfully organized a grand event for a leading bank, hosting 1500 attendees with Cordelia Cruises.

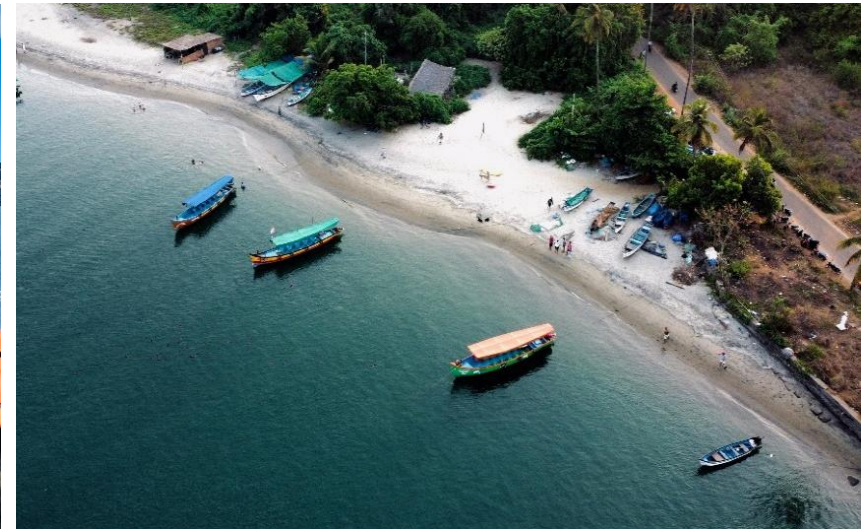
Event Value: INR 932.55 Lakh



## Incentive Tour & Event

– Argentina, Sep 2025

Mach Conferences conducted an extensive incentive tour for 101 participants from a top Indian Insurance company. Event Value: INR 1,074.44 Lakh



## Incentive Tour & Event

– Goa, Jul 2025

Mach Conferences curated an incentive event for 1300 attendees from a leading Indian Bank. Event Value: INR 921.71 Lakh

# Recently Managed Events in Last One Year

	<b>Bali</b>	<b>Argentina</b>	<b>Mexico</b>	<b>Goa</b>	<b>Aamby vally</b>	<b>Chennai</b>
	Jul 2025	Sep 2025	Apr 2025	Jul 2025	Jul 2025	Aug 2025
	980	101	38	1,300	1250	1500
	1,151.32	1,074.44	584.50	921.71	525.84	932.55
	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Cordelia cruise
	Banking Sector	Insurance Sector	Insurance Sector	Banking Sector	Banking Sector	Banking Sector
	<b>Kenya</b>	<b>Punjab</b>	<b>Bali</b>	<b>Sikkim</b>	<b>Bangkok</b>	<b>Delhi - Agra</b>
	Aug 2025	Aug 2025	Aug 2025	Apr 2025	Jun 2025	Aug 2025
	57	120	240	270	400	800
	445.50	359.19	278.05	258.07	251.52	207.06
	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Tour	Incentive Tours/Event
	Banking Sector	Insurance Sector	Manufacturing Sector	Insurance Sector	Home Appliances Sector	Cement Sector



Location



Period



Pax



Event Value  
(in ₹ Lakhs)



Service Category



Client Industry



# Industry

Overview

# Indian MICE Industry Overview

The India MICE market size reached **USD 110.30 Billion** in 2024. Looking forward, IMARC Group expects the market to reach **USD 183.10 Billion** by 2033, exhibiting a growth rate (**CAGR**) of **5.20%** during 2025-2033.

## India's Thriving MICE Sector



### Strong Growth

The MICE industry in India is expanding outpacing GDP growth.



### Global Ranking

India ranks **28th** in **ICCA meetings** and has hosted **200+** **G20 events**.



### Sustainability & Technology

Increasing focus on **eco-friendly initiatives** and **AR/VR integration** in events.



### Key Venues

Prominent MICE locations include **Jio World Convention Center** and **Bharat Mandapam**.



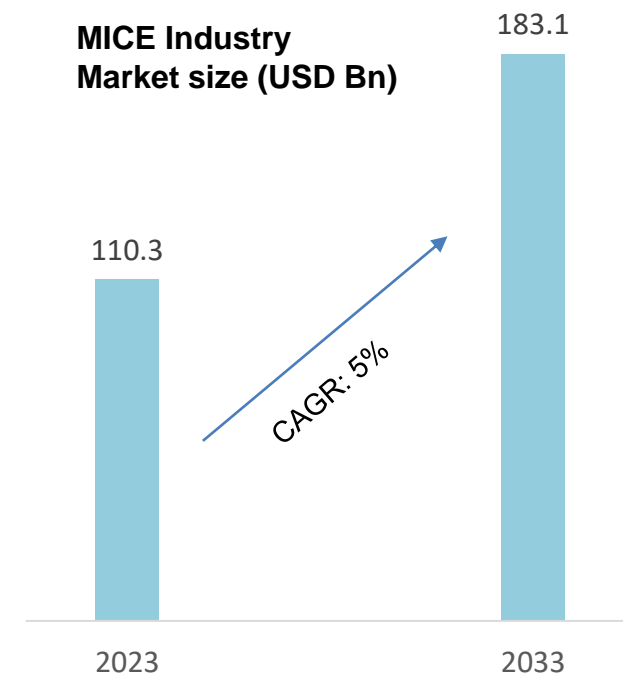
### Hybrid & Digital Events

Adoption of **virtual and hybrid formats** is enhancing engagement.



### Future Outlook

Growth fueled by **infrastructure upgrades**, **e-Tourist visas**, and **Tier-II city development**.



[India MICE Market Size, Share, Trends and Forecast by Type and Region, 2025-2033](#)

# Government Initiatives Boosting Tourism

## Incredible India Campaign

Promotes India as a global travel destination.

## Dekho Apna Desh Campaign

Encourages domestic tourism with travel incentives.

## Swadesh Darshan Scheme

Develops integrated tourism circuits across India.

## PRASAD Scheme

Focuses on pilgrimage tourism infrastructure.

## E-Visa Facility

Available for citizens from over **160 countries**, simplifying entry for tourists.

## G20 Presidency (2023)

Positioned India as a global tourism hub with international events and increased visibility.

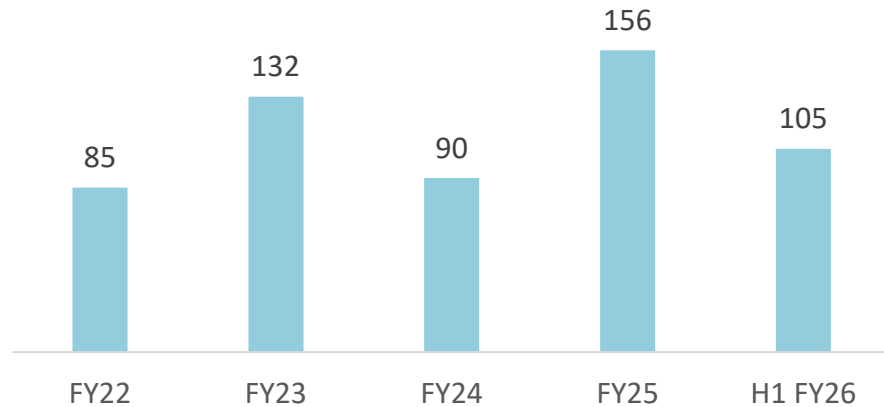


# Financial performance



# Operational KPIs Overview / Revenue visibility

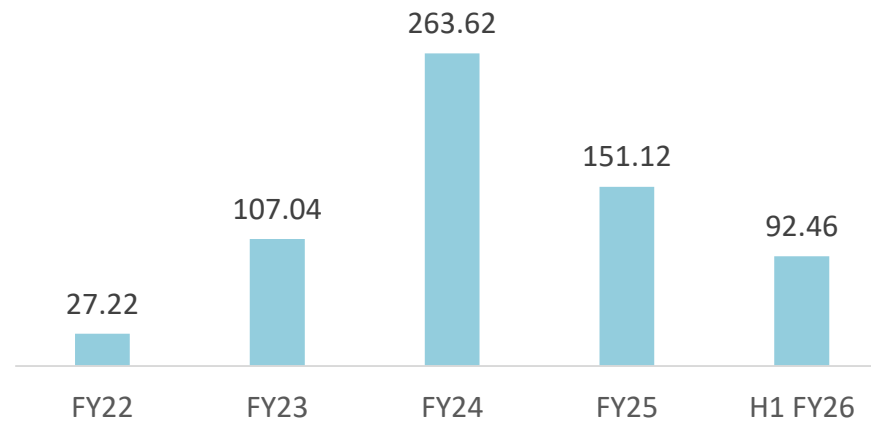
Number of events



Employee count



Average revenue generated per event (in ₹ Lakhs)



# Financial Highlights H1 FY26

H1 FY26		FY25	
Revenue ₹ 9,708 Lakh	EBITDA ₹ 1,134 Lakh	Revenue ₹ 23,575 Lakh	EBITDA ₹ 2,196 Lakh
PAT ₹ 782 Lakh	EPS ₹ 3.70	PAT ₹ 1,417 Lakh	EPS ₹ 7.07

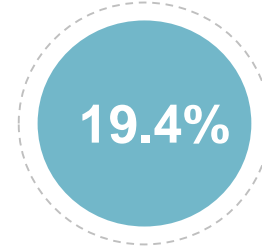
As on 30<sup>th</sup> September 2025



Number of events



ROE\*%



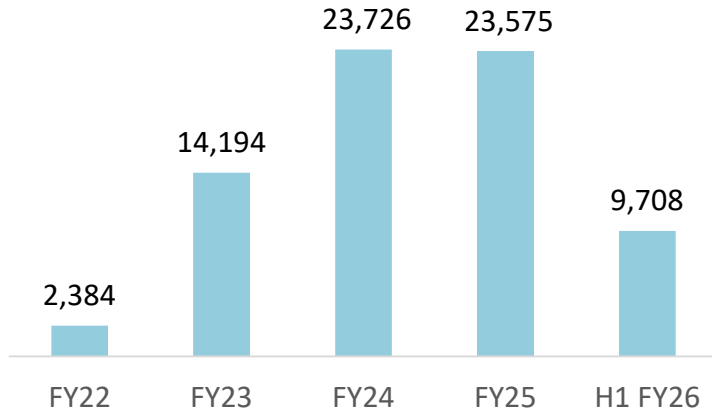
ROCE\*%



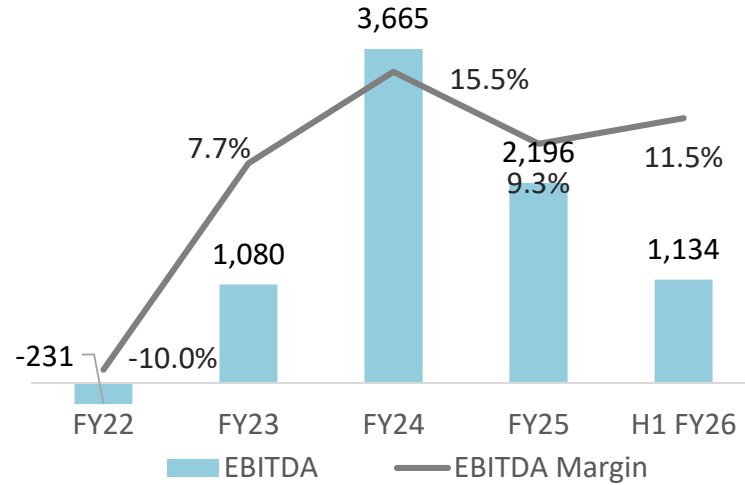
Working Capital  
Days\*

# Key Financial Ratios

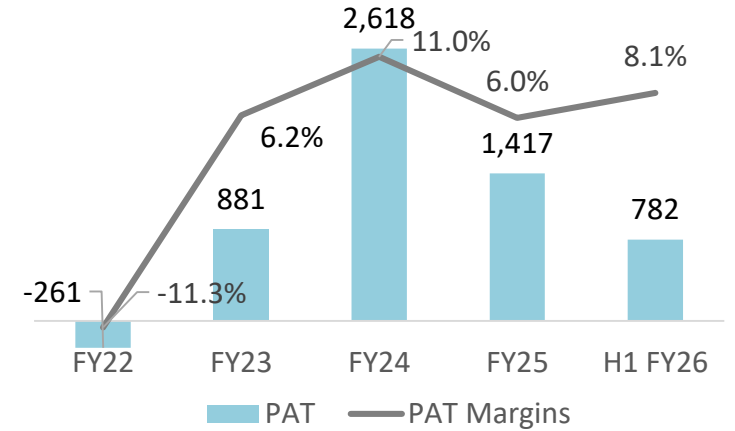
### Total Income (₹ Lakhs)



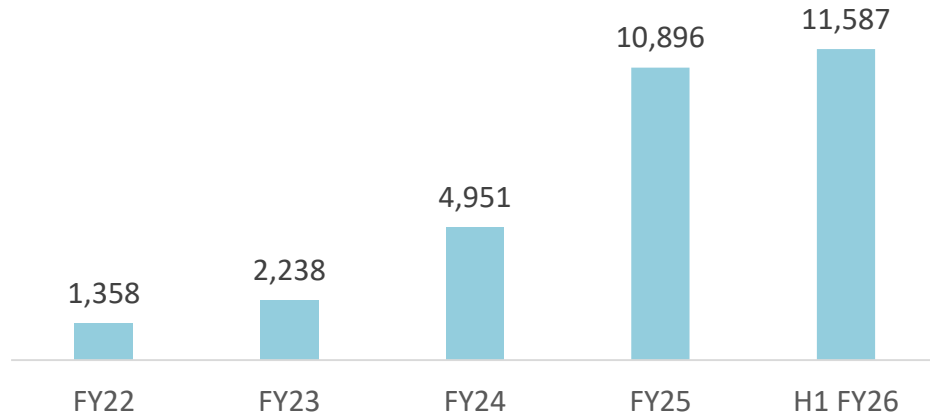
### EBITDA (₹ Lakhs) & EBITDA Margin (%)



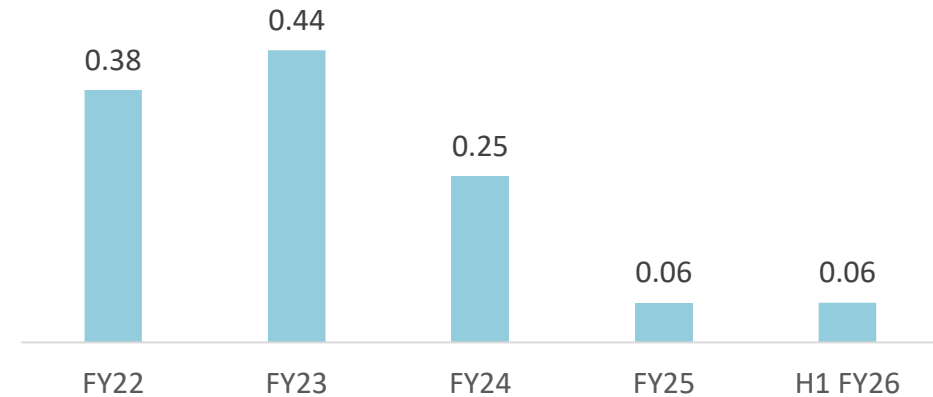
### PAT (₹ Lakhs) & PAT Margin(%)



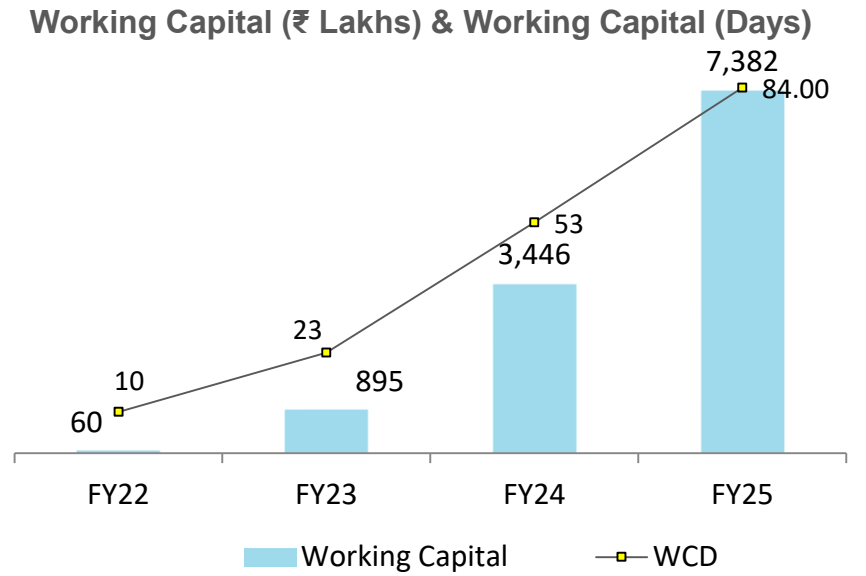
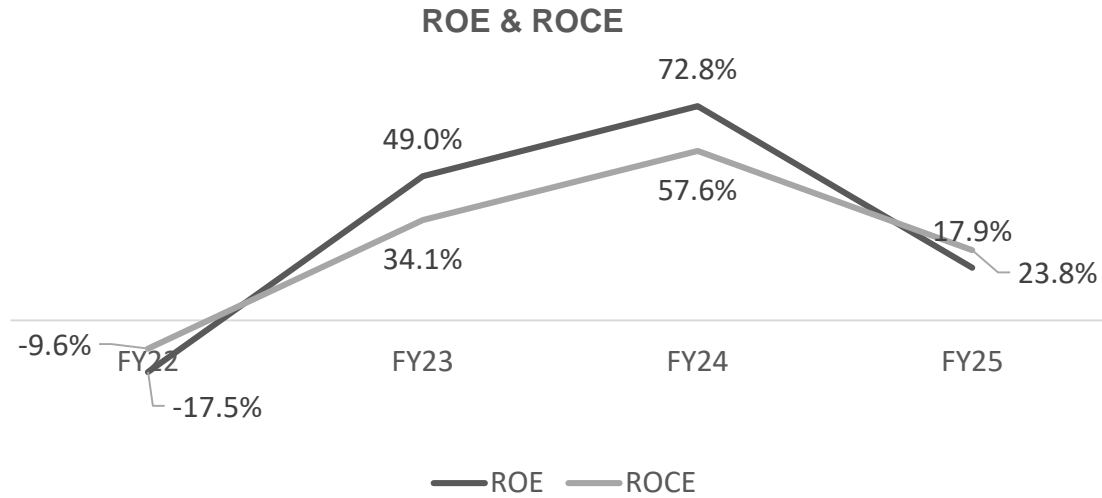
### Net Worth (₹ Lakhs)



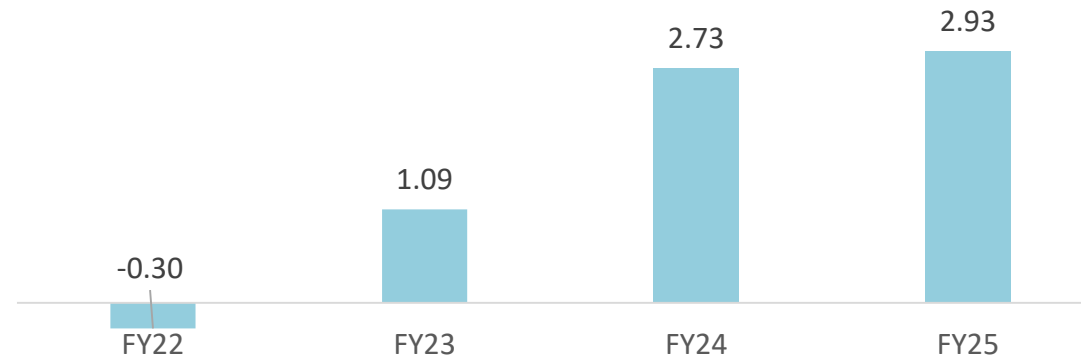
### Debt to Equity



# Key Balance Sheet Ratios

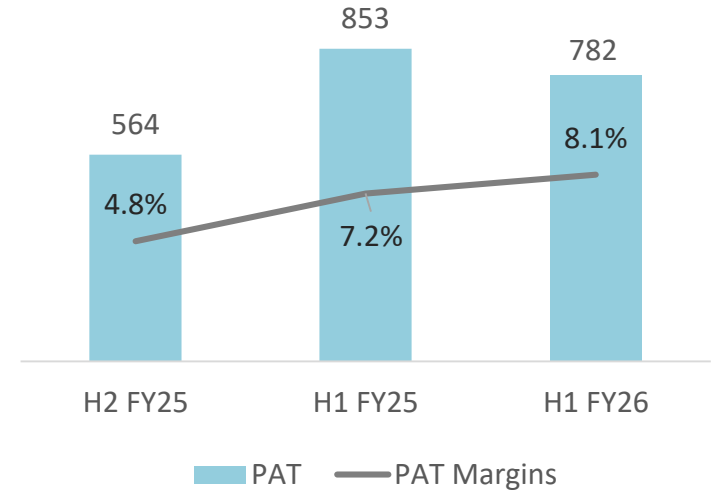
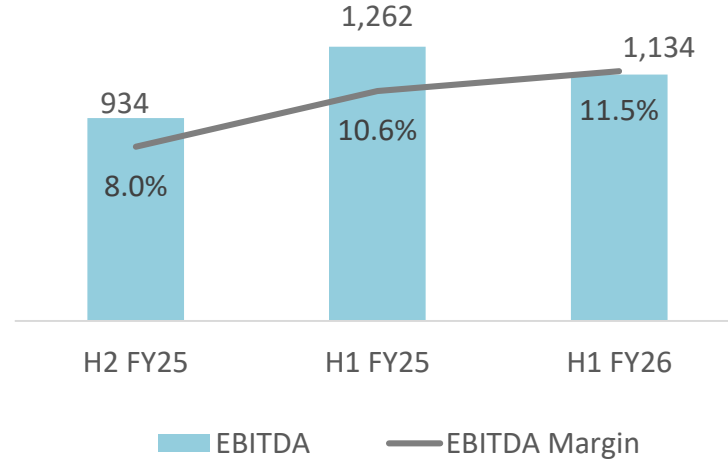
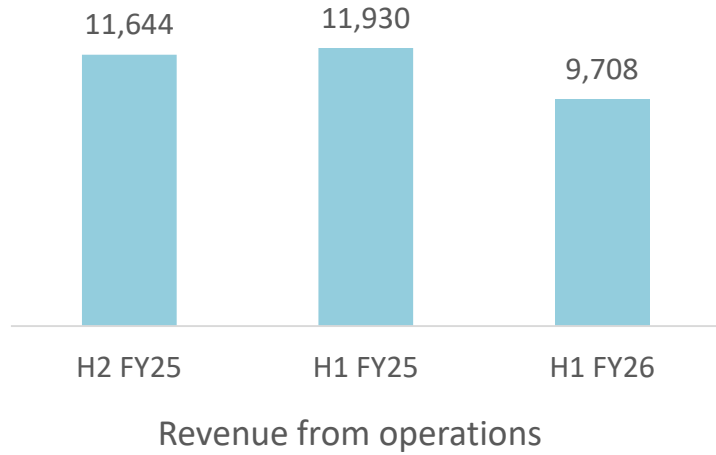


### Debt service coverage Ratio

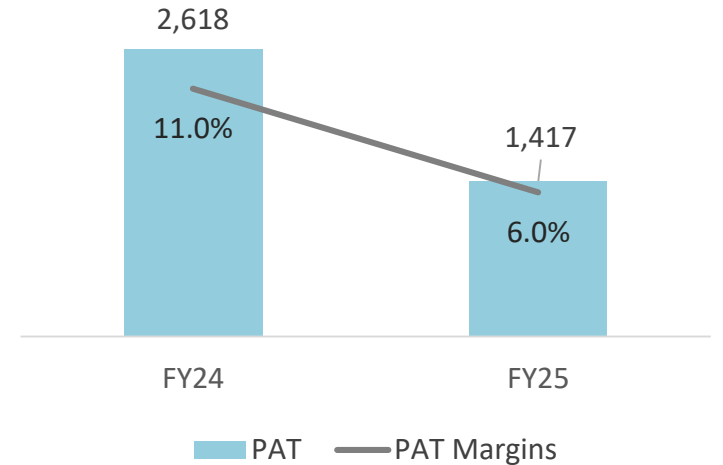
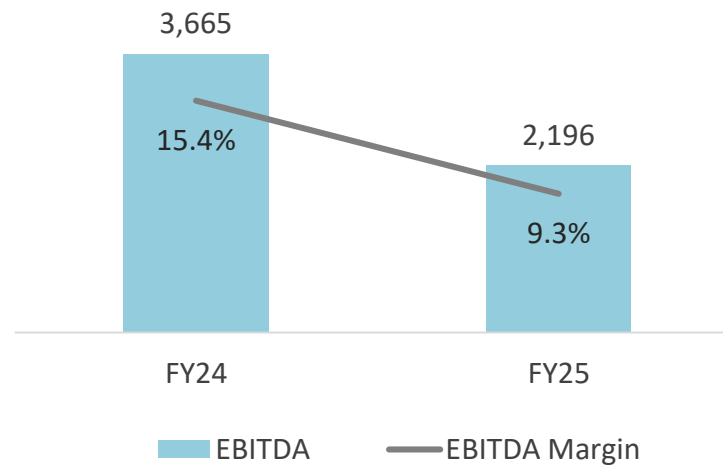
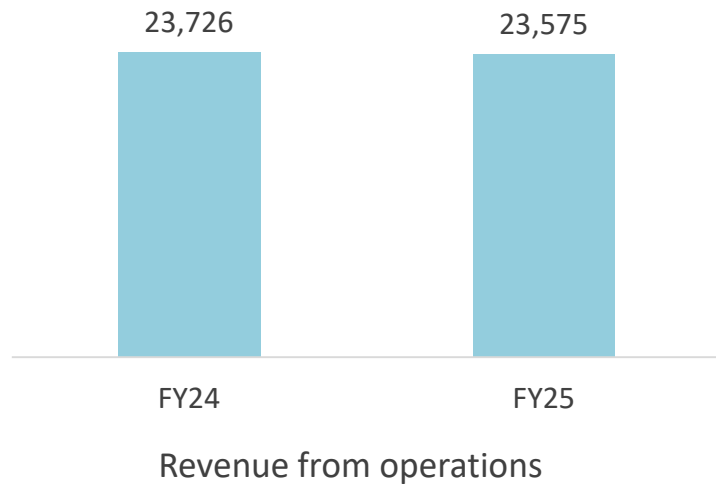


# H1 & FY26 Key Financial Highlights

H1 FY26



Annual



# H1 FY26 Income Statement

INR Lakhs	H1 FY26	H1 FY25	Y-o-Y %	H2 FY25
<b>Revenue From Operations</b>	<b>9,708</b>	<b>11,930</b>	<b>(18.6)%</b>	<b>11,644</b>
Other Income	160	118		211
<b>Total Income</b>	<b>9,868</b>	<b>12,048</b>	<b>(18.1)%</b>	<b>11,855</b>
<u>Expenses</u>				
Employee Benefit Expenses	638	530		521
Other Administrative Expenses	8,095	10,256		10,400
<b>Total Expenses</b>	<b>8,734</b>	<b>10,786</b>		<b>10,921</b>
<b>EBITDA</b>	<b>1,134</b>	<b>1,262</b>	<b>(10.1)%</b>	<b>934</b>
<b>EBITDA Margin (%)</b>	<b>11.49%</b>	<b>10.58%</b>	<b>91 Bps</b>	<b>8.02%</b>
Finance Cost	39	51		44
Depreciation	73	53		74
<b>PBT</b>	<b>1,022</b>	<b>1,158</b>	<b>(11.7)%</b>	<b>816</b>
Tax	240	305		252
<b>PAT</b>	<b>782</b>	<b>853</b>	<b>(8.3)%</b>	<b>564</b>
<b>PAT Margin (%)</b>	<b>8.06%</b>	<b>7.15%</b>	<b>91 Bps</b>	<b>4.84%</b>
<b>Basic EPS in Rs.</b>	<b>3.70</b>	<b>4.48</b>		<b>2.68</b>

# Balance sheet

INR Lakhs	As on 30 <sup>th</sup> Sep'25	As on 31 <sup>st</sup> Mar'25	INR Lakhs	As on 30 <sup>th</sup> Sep'25	As on 31 <sup>st</sup> Mar'25
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
Equity Share Capital	2,104	2,104	<b>Non-Current Assets</b>	<b>4,235</b>	<b>4,148</b>
Reserves and surplus	9,257	8,792	Property Plant & Equipment	1,940	1,974
Minority interest	226	-	Tangible Assets under development	-	-
<b>Shareholder's Fund</b>	<b>11,587</b>	<b>10,896</b>	Non Current Investments	-	-
			Deferred Tax Assets (Net)	-	-
<b>Non-current Liabilities</b>	<b>579</b>	<b>671</b>	Long Term Loans & Advances	143	22
Long Term Borrowing	477	529	Other Non-Current Assets	2,152	2,152
Long Term Provisions	87	83			
Deferred Tax Liabilities (net)	15	59	<b>Current Assets</b>	<b>10,327</b>	<b>9,758</b>
			Current Investments	293	720
<b>Current Liabilities</b>	<b>2,396</b>	<b>2,339</b>	Trade Receivables	4,298	4,295
Short Term Borrowings	150	127	Cash & Bank Balances	2,165	2,666
Trade Payables	571	611	Short Term Loans & Advances	3,529	1,955
Other Current Liabilities	823	933	Other Current Assets	42	122
Short Term Provisions	852	669			
<b>Total Equity &amp; Liabilities</b>	<b>14,562</b>	<b>13,906</b>	<b>Total Assets</b>	<b>14,562</b>	<b>13,906</b>



# Thank You



EXPERIENCES UNFORGETTABLE

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