



MOPSHOP

MOPSHOP DISTRIBUTION LIMITED

Investor Presentation



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About The Company



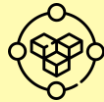
- **Mopshop Distribution Limited** (the Company, Mopshop) is one of India's trusted names in digital procurement integration, offering facility management supplies including cleaning tools, hygiene consumables, safety products, and allied solutions through a reliable, technology-driven platform.
- Incorporated in 2018 and Registered office in Vasai, Maharashtra, the Company operates an asset-light, distribution-led business model supported by a strong logistics and digital infrastructure.
- The Company serves institutional clients across corporate, industrial, healthcare, education, and commercial sectors through a wide product portfolio and a pan-India warehousing network.
- Its customized, cloud-based Online Order Management Platform enables efficient procurement, real-time inventory visibility, and timely order fulfillment.

Key Facts & Figures



2018

Year Of Incorporation



Asset-light
Business Model



9,000
Sites Serviced



7
Warehouses



~20,000 sq. ft.
Warehousing Capacity



300+
Clients Across India



89
Total Employees

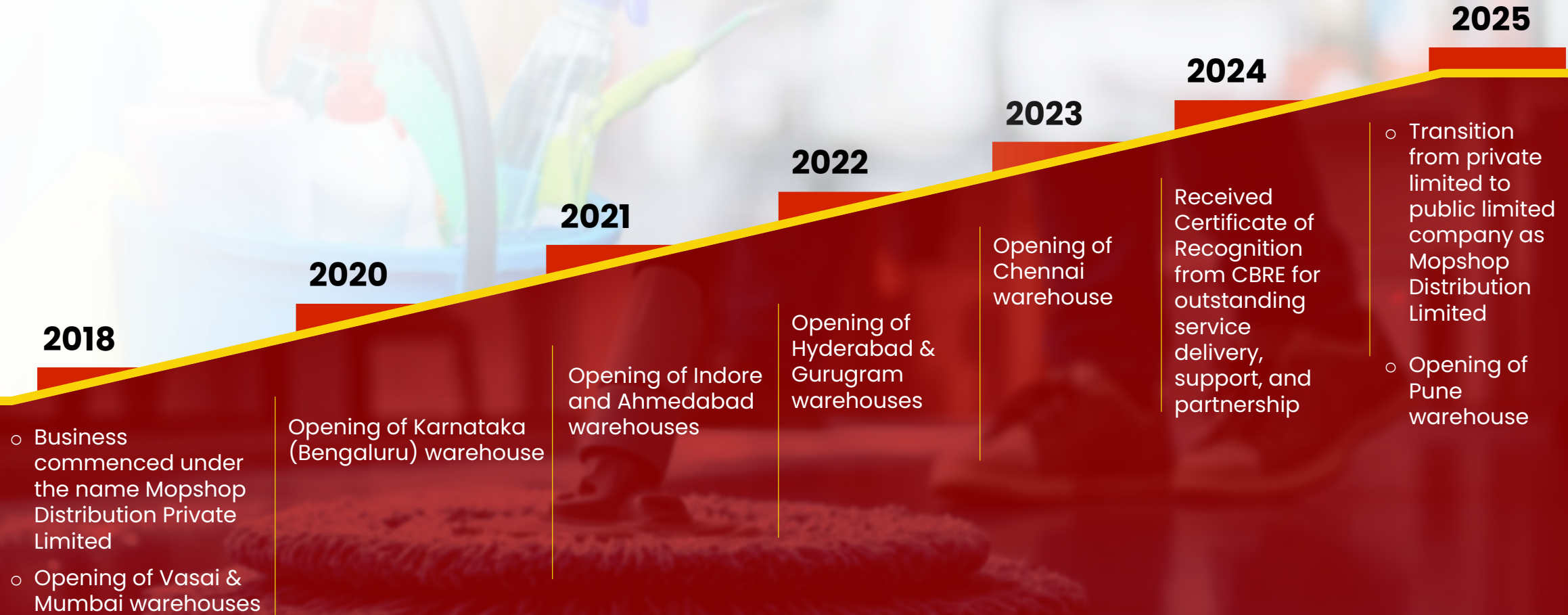


Feb'26 (In %)
ROE - **43.43**
ROCE - **32.35**



Feb'26 (In ₹ Lakhs)
Revenue - **4,459.74**
EBITDA - **795.79**
PAT - **517.71**

Major Events And Milestones



MANAGEMENT OVERVIEW



Mr. Prakash Hakim Singh
Whole-time Director
16+ years of experience



Mr. Bunt Singh Gaur
Whole-time Director
16+ years of experience



Mr. Rahul Jain
CEO
15+ years of experience



Ms. Anju Prakash Singh
Non-Executive Director
10+ years of experience



Mr. Nilesh Mishra
Independent Director
10+ years of experience



Mr. Vikas Paliwal
Independent Director
11+ years of experience



- ❖ **Authorized Channel Partner for Norton Saint-Gobain**
- ❖ **Best Channel Partner Award from Rossari Professional**
- ❖ **CBRE Certificate of Recognition for Outstanding Service Delivery, Support & Partnership**
- ❖ **Star Channel Partner designation by Kimberly-Clark Professional**

VERTICALS & KEY PRODUCTS



Paper & Tissue Products

Toilet tissue rolls, C-fold/M-fold tissue packets, Paper napkins, Hand roll tissues



Cleaning Chemicals & Solutions

Hand wash, Floor cleaners, Disinfectants, Acids, Phenyles, Air fresheners



Cleaning Equipment & Tools

Mops, Brushes, Scrapers, Wipers, Brooms, Extension poles



Safety & PPE

Hand gloves, Face masks, Safety helmets, Goggles, Safety belts

VERTICALS & KEY PRODUCTS



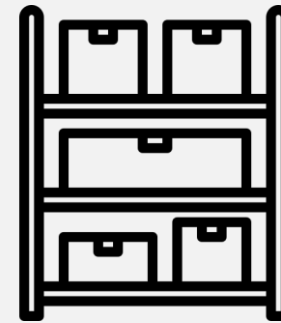
Waste Management Solutions

Garbage bags, Dustbins, Waste containers, Trolleys



Consumables & Disposables

Scouring pads, Scrubbers, Sponges, Cleaning cloths



Storage & Organization

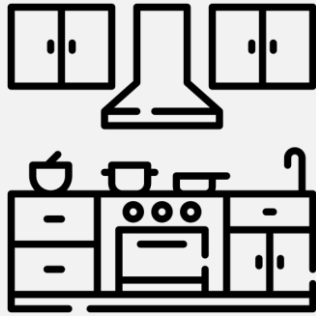
Buckets, Carry baskets, Caddies, Dispensers



Facility Management Supplies

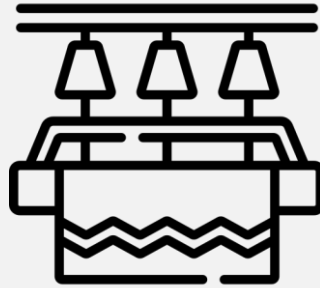
Dispensers, Hand dryers, Automated systems, Signage

VERTICALS & KEY PRODUCTS



Kitchen & Pantry Supplies

Dishwashing liquids, Kitchen cleaning tools, Wipes



Textile & Fabric Care

Cleaning cloths, Dusters, Glass cleaning materials



Uniforms

Corporate uniforms, Industrial workwear, Safety apparel

Vertical Wise Revenue Bifurcation

(In % of revenue)

Business Verticals	Feb'26	FY25	FY24	FY23
Waste Management Solutions	20.79	22.5	19.54	20.11
Paper & Tissue Products	20.45	20.09	20.74	22.41
Kitchen & Pantry Supplies	17.79	17.81	18.13	18.01
Cleaning Chemicals & Solutions	14.43	12.89	14.5	13.39
Cleaning Equipment & Tools	14.01	14.74	14.07	12.72
Textile & Fabric Care	7.61	7.67	8.08	7.92
Safety & PPE	2.76	2.46	2.54	2.76
Facility Management Supplies	0.87	0.87	1.46	0.92
Storage & Organization	0.73	0.57	0.58	0.44
Uniforms	0.21	0.27	0.19	0
Consumables & Disposables	0.05	0.03	0.05	1.15

Client-Centric Operating Framework



Understanding Client Requirements

- Initial Assessment and Engagement
- Sector-Specific Focus
- Customization of Services
- Ongoing Communication and Feedback



Providing Housekeeping and Hygiene Supplies to Clients

- Daily Housekeeping
- Deep Cleaning
- Waste Management
- Sanitization & Disinfection



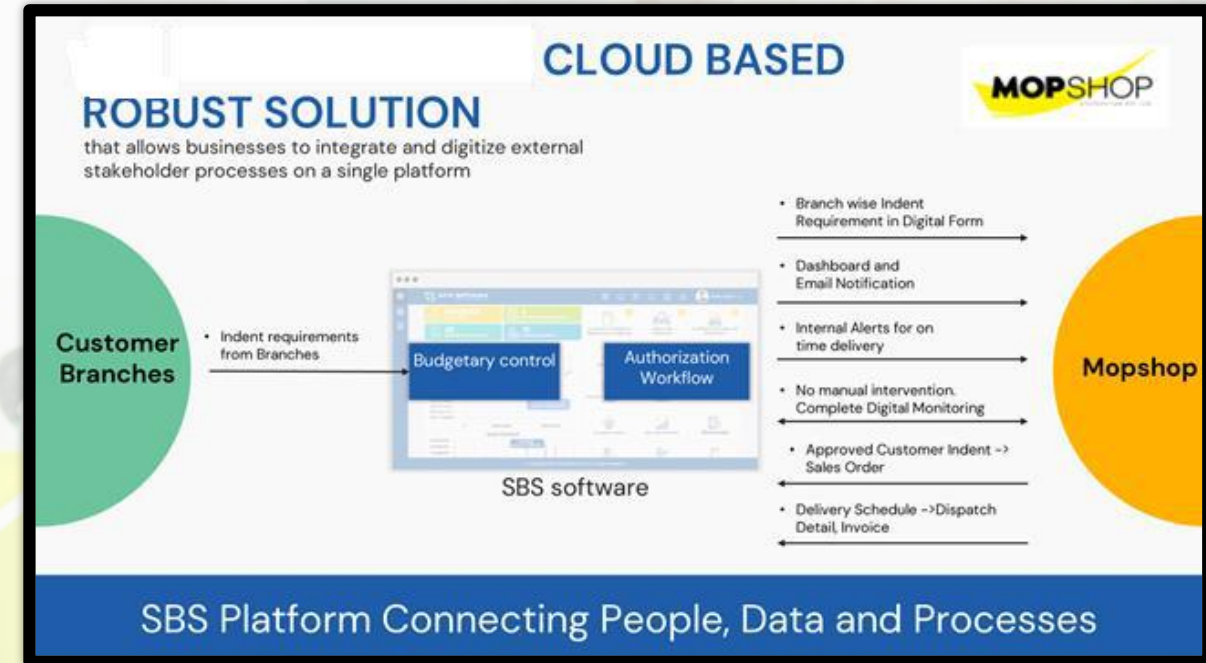
Logistics Support

- Warehousing and Inventory Management
- Transportation and Distribution Support
- Material Handling and Packaging Support



Technology and Digital Support

- Enhanced Operational Efficiency
- Real-Time Visibility and Control
- Tailored to Business Needs
- Improved Cost Management
- Scalability and Flexibility
- Client Satisfaction and Service Reliability
- Data-Driven Decision Making



Warehouse Facilities & Locations



Total warehousing capacity of approximately **20,000 sq. ft.**

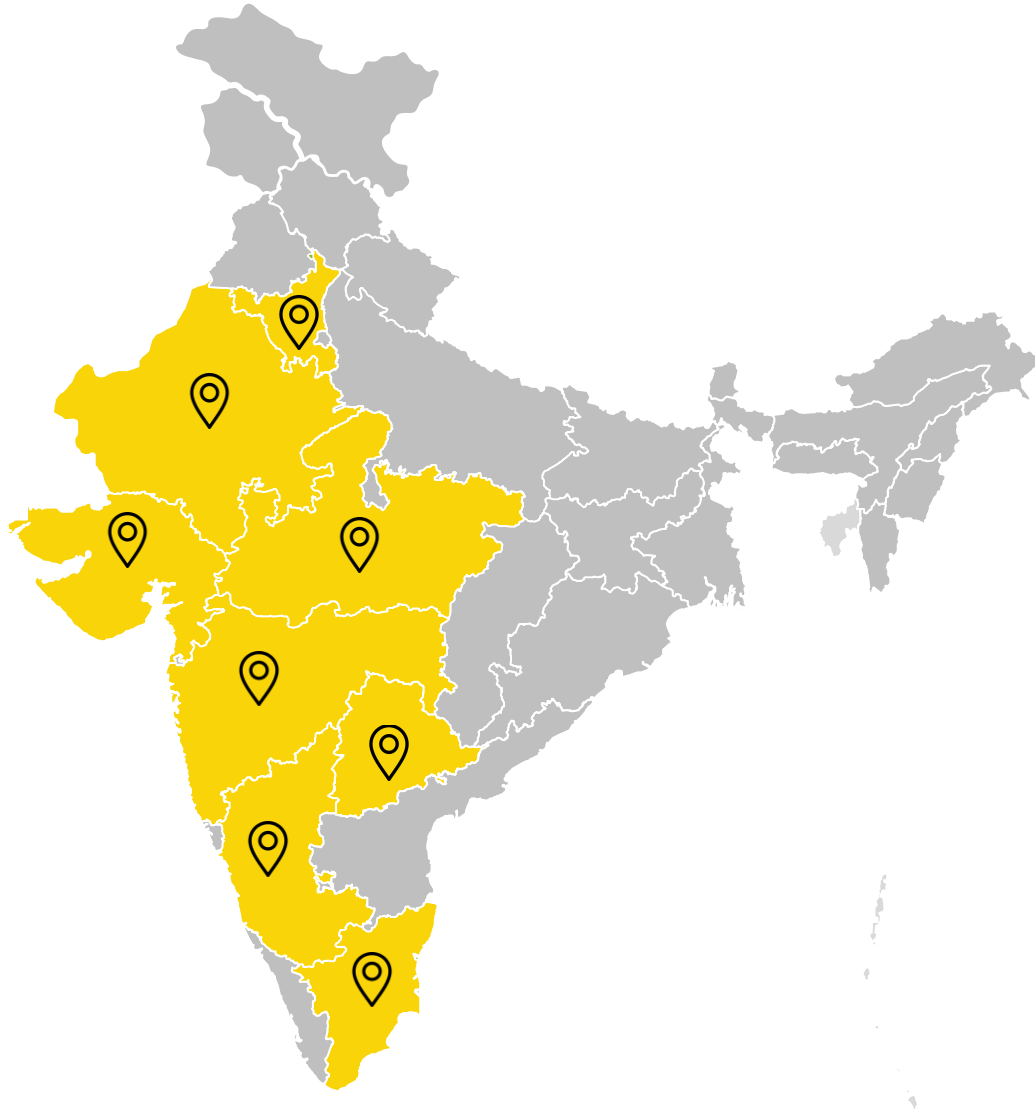
Warehouses used for storage of finished goods including housekeeping materials and hygiene consumables

Facilities support inventory management, order fulfillment, and timely dispatch

Strategic locations enable proximity to clients and faster turnaround times

Warehouses located at **Ahmedabad, Hyderabad, Bangalore, Gurugram, Chennai, Pune and Indore, Vasai.**

Geographical Wise Revenue Bifurcation



Particular	Feb'26	FY25	FY24	FY23
Maharashtra	2,989.68	2,803.55	2,465.33	2,060.18
Haryana	464.20	498.26	431.16	304.78
Karnataka	288.42	308.38	308.03	302.71
Tamil Nadu	279.45	223.90	158.34	-
Telangana	236.27	254.63	299.47	162.42
Gujarat	174.90	177.25	172.91	165.88
Madhya Pradesh	29.82	15.49	29.19	14.03
Rajasthan	-	-	-	-
Total	4,459.74	4,198.82	3,785.03	3,002.30

Disclaimer: The map of India shown here is for illustrative and representational purposes only. It does not purport to represent the political boundaries of India accurately and should not be construed as authoritative or to scale.

Market Size & Growth

Global facility management market valued at **USD 1,606.80 billion in 2025**

Expected to reach **USD 2,858.05 billion by 2035, growing at a CAGR of 5.93%.**

Growth in FM supplies is proportionate to outsourcing and formalization of facility services



Key Growth Drivers

Urbanization and smart infrastructure development

Increased hygiene and health awareness post-COVID

Sustainability compliance and green procurement mandates

Technology-enabled procurement, IoT-based monitoring, and automated dispensers



Regional Insights

Asia-Pacific: Largest market share (~40%) driven by China and India

North America: High adoption of tech-integrated and green-certified FM supplies

Europe: Strong policy push toward sustainability and eco-labels

Middle East & Africa: Demand driven by large infrastructure and smart city projects



Indian Facility Management Supplies Industry

Market Size & Growth

Organized FM industry in India recorded **estimated revenue of INR 2.83 lakh crore in FY2025**

FM supplies segment has grown at an **estimated CAGR of 8-10%** over the last four years

Growth supported by increasing outsourcing of FM services across sectors

Demand Structure

Outsourced Integrated Facility Management (IFM) contracts drive consolidated and recurring demand

Outsourced FM services accounted for **~60-65% of organized market revenue in FY2024**

Shift toward centralized procurement and standardized supplies

Contribution to India's Services-Led Growth

Services exports **estimated at US\$ 348.4 billion** during April-January 2025-26, supported by sustained global demand

Services sector grew **9.1% in FY26**, with major sub-segments registering **8.0%-9.9% growth**

Rising demand across **commercial, healthcare, hospitality & retail infrastructure** supporting FM requirements

Growing infrastructure driving demand for **cleaning, hygiene & maintenance solutions**

Key End-Use Sectors

Commercial real estate (office complexes, IT parks, SEZs)

Healthcare (hospitals and diagnostic centers)

Education institutions

Hospitality and retail

Industrial and manufacturing facilities

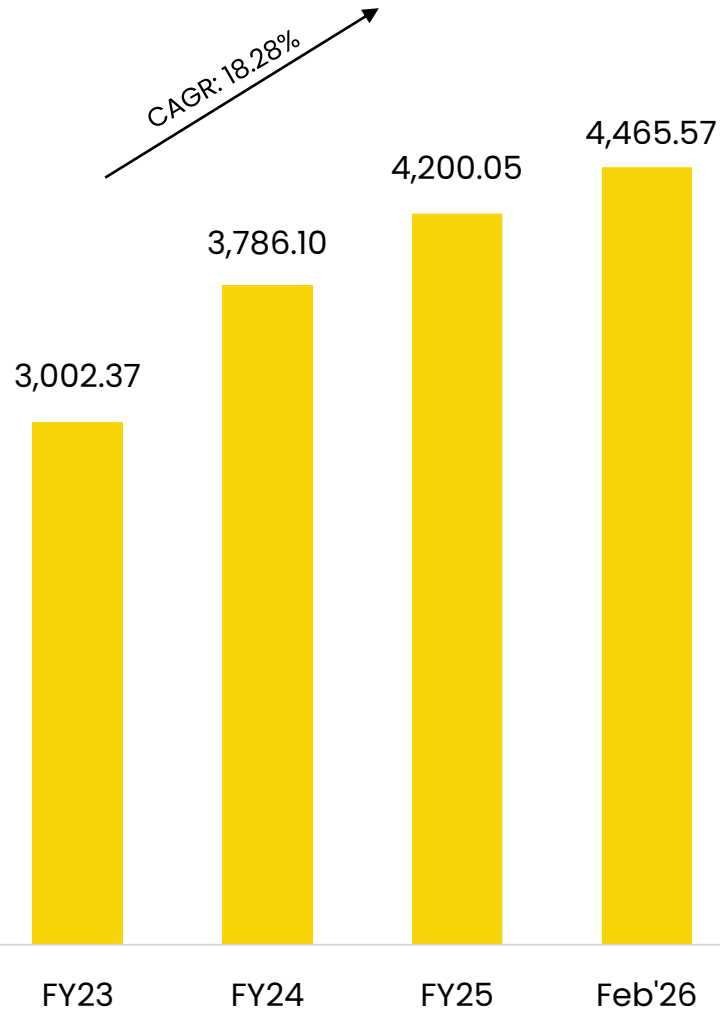


Peers Comparison: Industry Peer Analysis

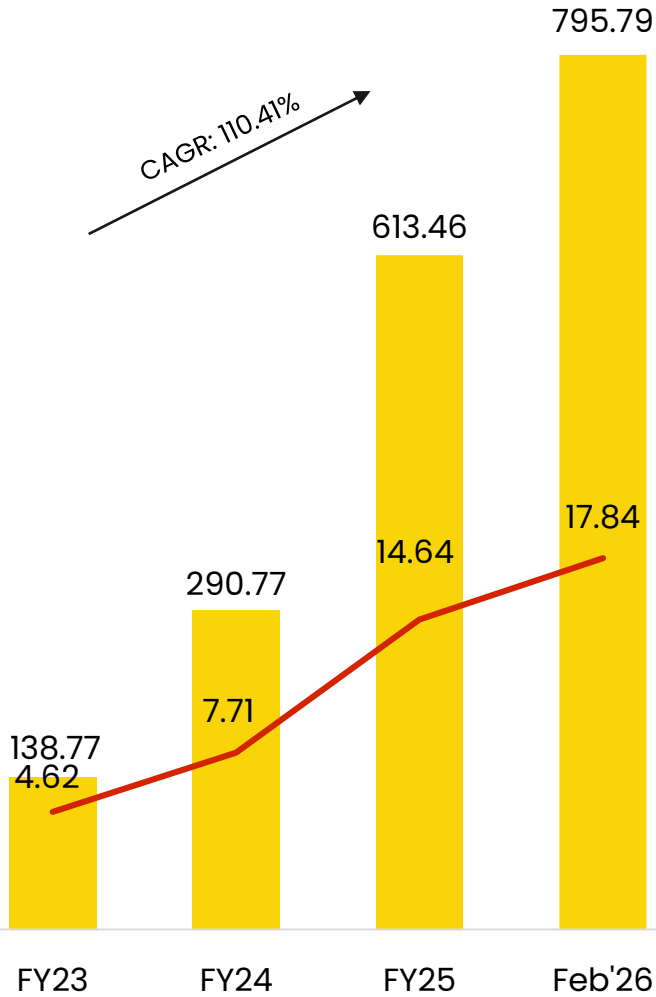
Particulars	Mopshop Distribution Limited	NIPARO Trading Private Limited	Miraclean Tools Private Limited
Revenue from Operations (₹ In Lakhs)	4,198.82	1,521.28	864.64
Face Value per equity share (₹)	10.00	10.00	10.00
P/E	22.10	[•]	[•]
EPS (Basic) (₹)	10.11	10.66	92.86
EPS (Diluted) (₹)	10.11	10.66	92.86
RoNW (%)	51.56	3.17	4.50

Key Financial Highlights

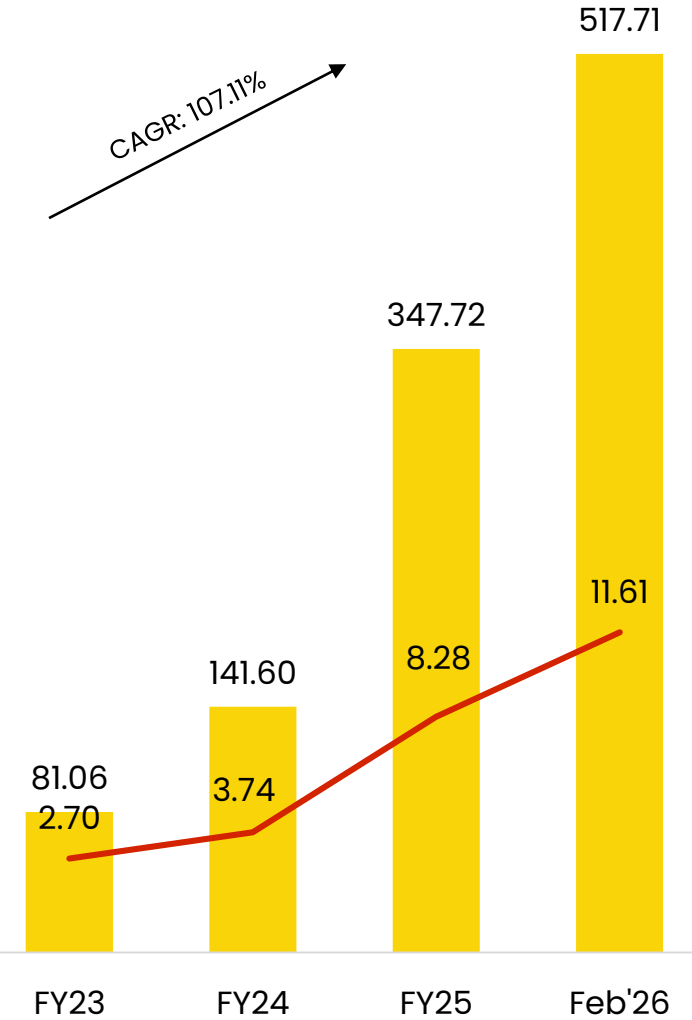
Total Income



EBITDA EBITDA Margin

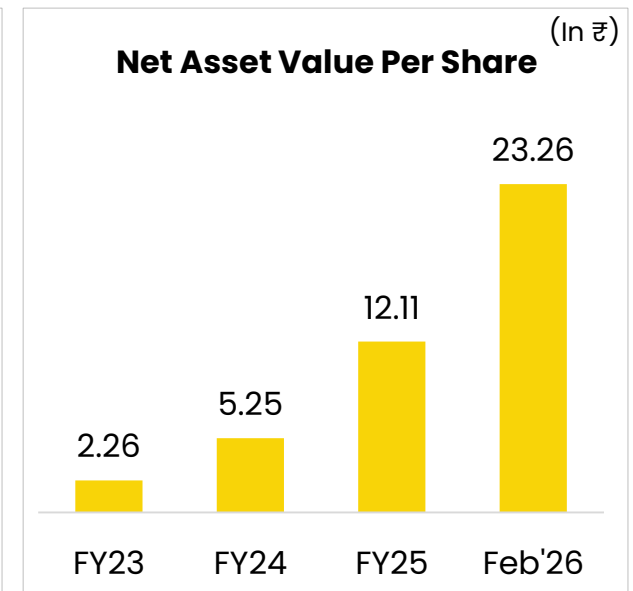
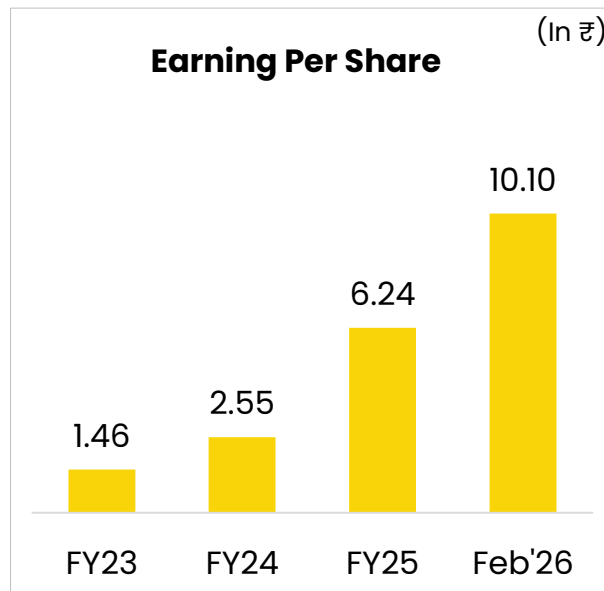
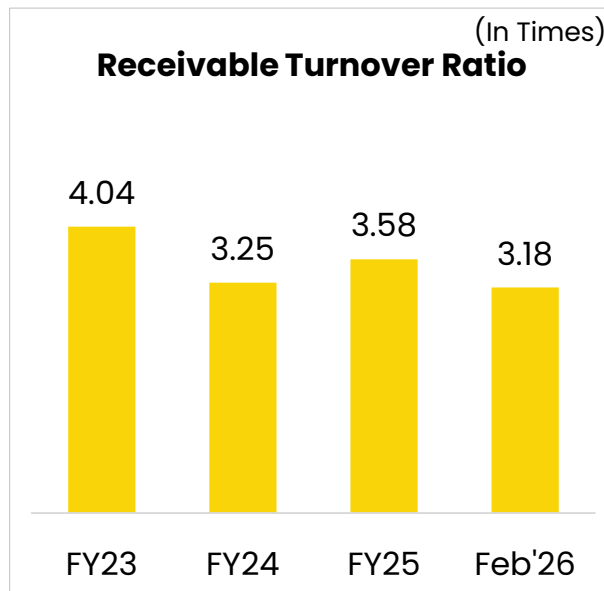
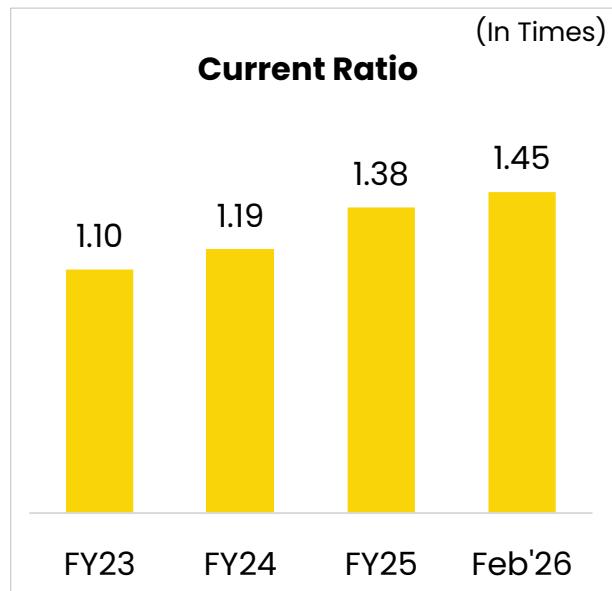
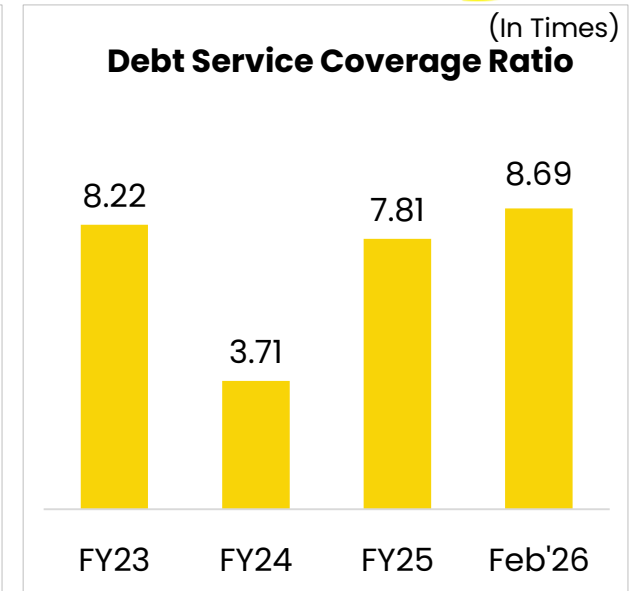
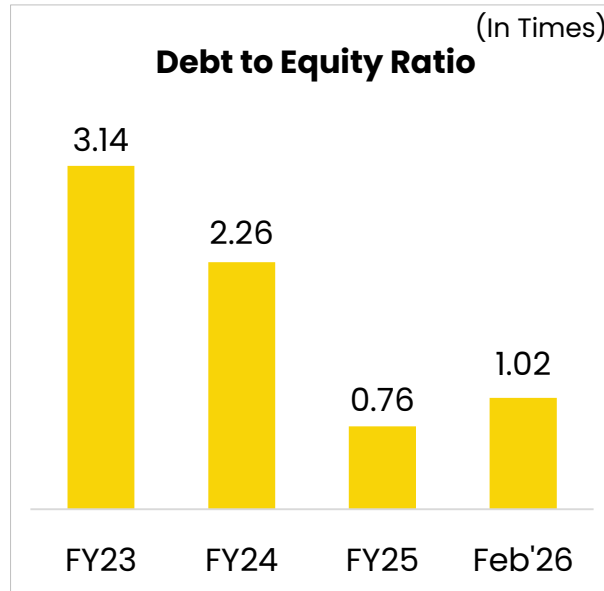
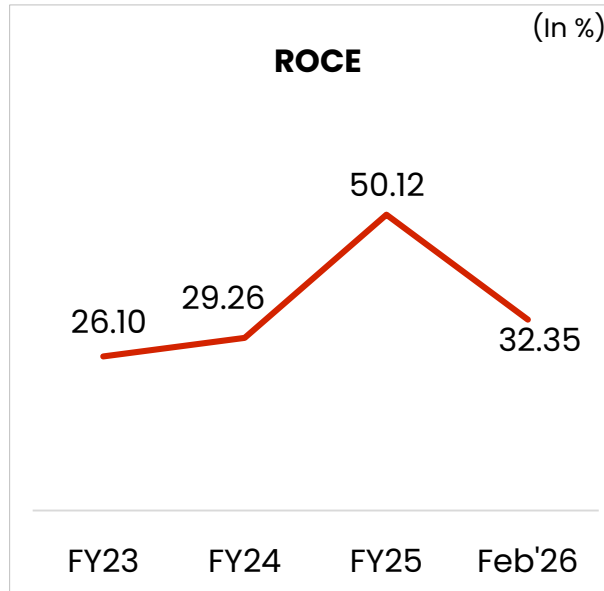
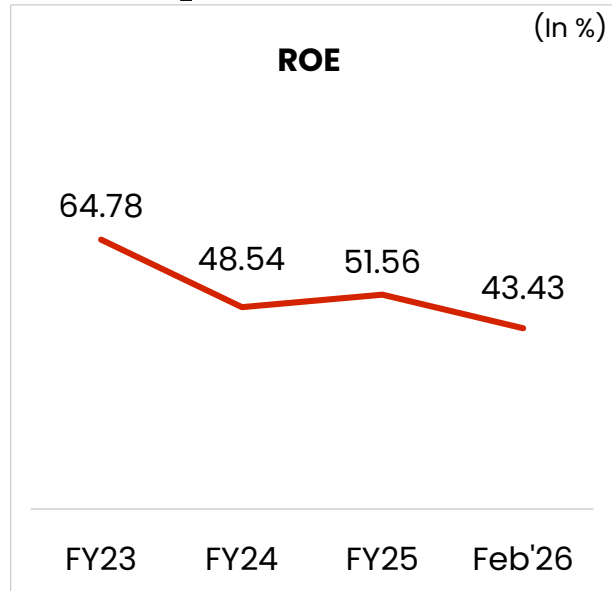


PAT PAT Margin



(All Amount In ₹ Lakh & Margin In %)

Key Ratios



Note: Feb'26 Ratios are not annualized

Profit & Loss & Cash Flow Statement

(In ₹ Lakhs & Margins In %)

Particulars	Feb'26	FY25	FY24	FY23
Revenue from Operations	4,459.74	4,198.82	3,785.03	3,002.30
Other Income	5.58	1.23	1.07	0.07
Total Income	4,459.74	4,200.05	3,786.10	3,002.37
Raw Material Expenses	2,812.00	2,825.47	2,907.46	2,432.03
Employee Costs	368.39	374.50	330.27	120.03
Other Expenses	483.56	385.40	256.54	311.47
Finance Costs	89.66	127.72	88.82	25.94
Depreciation	21.19	19.08	13.73	3.76
Total Expenditure	3,774.61	3,732.15	3,596.81	2,893.23
PBT	690.77	467.90	189.29	109.13
Tax	173.06	120.18	47.69	28.07
PAT	517.71	347.72	141.60	81.06
PAT Margin (%)	11.61	8.28	3.74	2.70

Cash Flow Statement

(In ₹ Lakhs)

Particulars	Feb'26	FY25	FY24	FY23
Cash Flow from Operating Activities	(410.12)	394.76	(49.80)	(328.23)
Cash Flow from Investing Activities	(300.17)	(8.94)	(22.45)	(15.08)
Cash Flow from Financing Activities	561.16	(264.34)	180.66	349.86
Net Increase in Cash & Cash Equivalents	(149.13)	121.48	108.41	6.56

Balance Sheet

Equities & Liabilities	Feb'26	FY25	FY24	FY23
Equity	560.00	70.00	35.00	10.00
Reserves	632.06	604.47	256.74	115.14
Total Equity	1,192.06	674.47	291.74	125.14
Non Current Liabilities				
Long Term borrowings	18.99	25.87	29.78	10.00
Long Term Provisions	-	5.90	3.85	1.24
Other Non Current Liabilities	-	-	-	-
Total Non Current Liabilities	35.03	31.77	33.63	11.24
Current Liabilities				
Short term borrowings	1,201.65	487.96	628.83	382.34
Trade Payables	1,148.56	1,006.32	666.23	753.03
Short Term Provisions	125.59	130.28	22.42	21.09
Other Current Liabilities	76.67	50.39	137.52	47.68
Total Current Liabilities	2,552.78	1,658.03	1,455.00	1,204.14
Total Equity & Liabilities	3,779.87	2,364.28	1,780.38	1,340.53

Assets	Feb'26	FY25	FY24	FY23
Non Current Assets				
Fixed assets	66.00	73.07	46.97	12.18
Non Current Investments	-	-	-	-
Deferred Tax Assets	11.23	5.80	3.57	1.07
Long Term Loans & Advances	-	-	-	-
Other Non Current Assets	3.34	3.30	2.81	2.81
Total Non Current Assets	80.57	82.17	53.35	16.06
Current Assets				
Inventories	1,458.39	823.58	315.02	109.82
Trade Receivables	1,614.81	1,186.08	1,160.26	1,169.71
Cash & Bank Balance	101.59	250.72	129.24	20.83
Short-term loans and advances	520.28	21.13	122.51	24.11
Other Current Assets	4.24	0.60	-	-
Total Current Assets	3,699.30	2,282.11	1,727.03	1,324.48
Total Assets	3,779.87	2,364.28	1,780.38	1,340.53

Offer Highlights

Fresh Offer	Up to 16,00,000 Equity Shares
Offer for Sale	Up to 3,75,000 Equity Shares
Total Offer	Up to 19,75,000 Equity Shares
Face Value	₹ 10/- Each
Offer Size	₹ 27.26 Crore
Offer Price	₹ 138 per share
Lot Size	1,000 Equity Shares

Issue Period

Offer Opens On	19 th August, 2026 (Wednesday)
Offer Closes On	21 st August, 2026 (Friday)

Offer Structure

NII	Not less than 9,38,000 Equity Shares
Individuals Investors	Not less than 9,38,000 Equity Shares
Market Maker	99,000 Equity Shares

Pre Offer Equity Shares	56,00,000 Equity Shares
Post Offer Equity Shares	72,00,000 Equity Shares
Post Offer Implied Market Cap	₹ 99.36 Crore

Pre Issue Holding

Promoter & Promoter Group	55,99,990 Equity Shares	99.99%
Public	10 Equity Shares	Negligible

Post Issue Holding

Promoter & Promoter Group	52,24,990 Equity Shares	72.57%
Public	19,75,010 Equity Shares	27.43%
Listing On	BSE SME	

Offer Proceeds

Particulars	₹ In Lakhs
Gross Proceeds From The Offer	2,725.50
Less: Offer for Sale	517.50
Net Proceeds	2,208.00

Utilization Of The Net Proceeds

Repayment of all or a portion of certain outstanding borrowings availed by the Company	1,198.00
Purchase of Commercial Vehicles for transportation and logistical purposes	260.34
Funding of capital expenditure requirement towards setting up of Rooftop Grid Solar Power Plant at the Warehousing Facility located at Vasai, Palghar, Thane 401208	105.48
General Corporate Purpose	330.75
Offer related expenses	313.43



Presence at Multiple Geographical Locations

- Presence across multiple locations enabling proximity to clients
- Nationwide reach supporting scalability, standardized processes, & cost efficiency
- Single service partner model for multi-location clients



Online Order Management Platform

- End-to-end digital platform for order placement, tracking, inventory monitoring, & delivery scheduling
- Integration with logistics & inventory systems enabling faster response times & accurate fulfillment
- Data-driven insights and automation improving operational efficiency



Experienced Promoters

- Promoters possess extensive experience in facility management supplies
- Key role in development, growth, and profitability of the business



Logistics Support

- Comprehensive logistics management including warehousing and last-mile delivery
- Strategically located facilities enabling faster turnaround and uninterrupted supply



Effective Working Capital Management

- Repayment of working capital loans to reduce dependence on short-term borrowings
- Improved financial efficiency, reduced financing costs, and enhanced liquidity
- Utilization of a portion of net proceeds towards working capital requirements



Improving Logistics through Investment in Commercial Vehicles

- Investment in commercial vehicles to enhance fleet control and operational agility
- Improved cost management, route optimization, and timely deliveries
- Reduced risk of supply disruptions during peak demand periods



Investment in Rooftop Solar Power Plants

- Deployment of rooftop solar power plants at warehousing facilities
- Reduction in operational overheads and mitigation of power-related disruptions
- Support for sustainability and uninterrupted warehouse operations



Leveraging Marketing Skills and Industry Relationships

- Leveraging promoter-led marketing expertise and industry relationships
- Identification and onboarding of new customers across industries
- Expansion of customer base through referrals and long-term relationships

Key Investment Rationale



Growing Facility Management Market

Presence in a growing industry supported by increasing outsourcing, hygiene awareness, safety standards, and regulatory compliance.



Pan-India Rate Contracts

Unified pricing across regions, ensuring consistent rates and procurement efficiency.



Product Standardisation

Standardised products across client locations ensure consistency in quality, specifications, and procurement.



OEM-Direct Sourcing & Competitive Pricing

Access to products at direct OEM contract rates, supporting cost savings and competitive customer pricing.

Pan-India Network with In-house Logistics

Extensive reach supported by in-house logistics capabilities, enabling deliveries to 9,000+ sites monthly.



Technology-Enabled & Transparent

Digital procurement with real-time tracking, inventory visibility, and cost analytics.



Strong Customer Support & Vendor Convenience

Dedicated KAMs, customised solutions, and single-vendor convenience.



Scalable Platform & Industry Ecosystem

Asset-light business model supported by training centres across branches, experienced management, and strong client relationships, enabling scalable growth.



Thank You



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