MedPlus Health Services Limited

July 21, 2026

The Listing Department	**The Listing Department**
BSE Limited	**National Stock Exchange of India Limited**
Phiroze Jeejeebhoy Towers	**Exchange Plaza,**
Dalal Street, Fort,	**Bandra Kurla Complex,**
Mumbai 400 001	**Bandra (East), Mumbai – 400 051**
BSE Scrip Code: 543427	**NSE Symbol: MEDPLUS**

Dear Sir/ Madam,

Sub: Presentation for Earnings Call with Analysts/Institutional Investors on Un-Audited Financial Results for the quarter ended June 30, 2026

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in furtherance to our letter dated July 15, 2026 please find enclosed herewith the presentation for Earnings Call with Analysts/Institutional Investors on Un-audited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2026 scheduled to be held on Wednesday, July 22, 2026 at 16:00 Hrs. (IST).

The same will be available on the website of the Company at www.medplusindia.com and also on the websites of BSE Limited and National Stock Exchange of India Ltd. viz. www.bseindia.com and www.nseindia.com respectively.

Thanking You
Yours faithfully

For MedPlus Health Services Limited

Gangadi Madhukar Reddy

Digitally signed by Gangadi Madhukar Reddy
Date: 2026.07.21 18:58:09 +05'30'

Gangadi Madhukar Reddy
Managing Director and CEO
(DIN: 00098097)

Encl: a/a

Performance – Q1 FY27

FY27 Q1 Executive Summary

- Revenue has grown by 21.8% from ₹ 15,426 million in Q1 FY26 to ₹ 18,796 million in Q1 FY27
- During the quarter 146 new stores have been added (including 131 new franchisees)
- Gross margin decreased by 160 bps from 26.1% in Q1 FY26 to 24.5% in Q1 FY27
- Operating EBITDA has decreased from ₹ 728 million in Q1 FY26 to ₹ 651 million in Q1 FY27
- Operating EBITDA margin for Q1 FY27 has decreased by 120 bps YoY from 4.7% to 3.5%
- AOP vs Actual – Revenue ₹ 18,796 million / ₹ 18,993 million (99.0% achievement)
- AOP vs Actual – Op. EBITDA ₹ 651 million / ₹ 798 million (81.6% achievement)

Income Statement : All Segments ₹m

Particulars	Q1 FY27	Q1 FY26	Q4 FY26	Q1 FY27 AOP	YoY	QoQ	AOP Variance
Revenue	**18,796.0**	**15,426.3**	**18,643.8**	**18,993.5**	**21.8%**	**0.8%**	**-1.0%**
Gross Margin	4,603.1	4,029.0	4,934.4	4,913.9	14.3%	-6.7%	-6.3%
Gross Margin%	*24.5%*	*26.1%*	*26.5%*	*25.9%*	*-1.6%*	*-2.0%*	*-1.4%*
Shoplevel Expenses	**2,695.7**	**2,365.4**	**2,595.4**	**2,817.7**	**14.0%**	**3.9%**	**-4.3%**
Salaries	1,221.5	941.2	1,120.6	1,248.0	29.8%	9.0%	-2.1%
Rent	609.5	532.3	588.6	620.6	14.5%	3.5%	-1.8%
Others	864.7	891.9	886.1	949.1	-3.0%	-2.4%	-8.9%
Shoplevel EBITDA	**1,907.4**	**1,663.6**	**2,339.0**	**2,096.1**	**14.7%**	**-18.5%**	**-9.0%**
Shoplevel EBITDA%	*10.1%*	*10.8%*	*12.5%*	*11.0%*	*-0.6%*	*-2.4%*	*-0.9%*
Other Expenses	**1,256.2**	**935.5**	**1,262.7**	**1,298.0**	**34.3%**	**-0.5%**	**-3.2%**
PSD	794.5	583.4	751.3	786.3	36.2%	5.8%	1.0%
Corporate	413.5	347.5	474.2	459.6	19.0%	-12.8%	-10.0%
Marketing	16.8	15.8	29.3	30.0	6.0%	-42.8%	-44.1%
Others	31.4	(11.3)	8.0	22.1	-378.9%	295.3%	42.1%
Operating EBITDA	**651.2**	**728.1**	**1,076.3**	**798.1**	**-10.6%**	**-39.5%**	**-18.4%**
Operating EBITDA%	3.5%	4.7%	5.8%	4.2%	-1.3%	-2.3%	-0.7%
EBITDA	1,530.7	1,457.6	1,897.7	1,647.9	5.0%	-19.3%	-7.1%
PBT	418.8	527.8	803.4	536.7	-20.7%	-47.9%	-22.0%
PBT%	*2.2%*	*3.4%*	*4.3%*	*2.8%*	*-1.2%*	*-2.1%*	*-0.6%*
PAT	**331.7**	**423.5**	**639.7**	**401.7**	**-21.7%**	**-48.2%**	**-17.4%**
PAT%	*1.8%*	*2.7%*	*3.4%*	*2.1%*	*-1.0%*	*-1.7%*	*-0.4%*

- Revenue for Q1FY27 has grown by 21.8% YoY and QoQ has grown by 0.8%
- Gross margin % decreased by 160 bps YoY from 26.1% in Q1FY26 to 24.5% in Q1FY27
- Gross margin % decreased by 200 bps QoQ from 26.5% in Q4FY26 to 24.5% in Q1FY27
- Operating EBITDA Margin decreased by 130 bps YoY from 4.7% in Q1FY26 to 3.5% in Q1FY27
- Operating EBITDA Margin decreased by 230 bps QoQ from 5.8% in Q4FY26 to 3.5% in Q1FY27

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Income Statement : Pharmacy ₹m

Particulars	Q1 FY27	Q1 FY26	Q4 FY26	Q1 FY27 AOP	YoY	QoQ	AOP Variance
Revenue	**18,398.7**	**15,106.4**	**18,265.9**	**18,599.6**	**21.8%**	**0.7%**	**-1.1%**
Gross Margin	4,282.0	3,772.6	4,627.5	4,597.2	13.5%	-7.5%	-6.9%
Gross Margin%	*23.3%*	*25.0%*	*25.3%*	*24.7%*	*-1.7%*	*-2.1%*	*-1.4%*
Shoplevel Expenses	**2,498.0**	**2,201.3**	**2,403.6**	**2,616.2**	**13.5%**	**3.9%**	**-4.5%**
Salaries	1,149.8	887.8	1,050.7	1,173.9	29.5%	9.4%	-2.1%
Rent	572.3	503.1	551.9	583.6	13.7%	3.7%	-1.9%
Others	775.9	810.4	801.1	858.6	-4.3%	-3.1%	-9.6%
Shoplevel EBITDA	**1,784.1**	**1,571.3**	**2,223.9**	**1,981.1**	**13.5%**	**-19.8%**	**-9.9%**
Shoplevel EBITDA%	*9.7%*	*10.4%*	*12.2%*	*10.7%*	*-0.7%*	*-2.5%*	*-1.0%*
Other Expenses	**1,196.0**	**881.1**	**1,202.0**	**1,220.6**	**35.7%**	**-0.5%**	**-2.0%**
PSD	761.7	554.0	719.2	745.1	37.5%	5.9%	2.2%
Corporate	389.0	326.4	449.0	429.0	19.2%	-13.4%	-9.3%
Marketing	13.4	12.0	25.6	25.0	11.6%	-47.4%	-46.2%
Others	31.9	(11.3)	8.3	21.6	-382.8%	284.5%	47.8%
Operating EBITDA	**588.1**	**690.1**	**1,021.8**	**760.4**	**-14.8%**	**-42.4%**	**-22.7%**
Operating EBITDA%	3.2%	4.6%	5.6%	4.1%	-1.4%	-2.4%	-0.9%

- Revenue for Q1FY27 has grown by 21.8% YoY and QoQ has grown by 0.7%
- Gross margin % decreased by 170 bps YoY from 25.0% in Q1FY26 to 23.3% in Q1FY27.
    - Decrease of 120 bps is due to lower sales mix of Private Label products and
    - Decrease of 50 bps is due to lower margin realized in franchisee business
- Gross margin % decreased by 210 bps QoQ from 25.3% in Q4FY26 to 23.3% in Q1FY27
    - Decrease of 100 bps is due to lower sales mix of Private Label products
    - Decrease of 70 bps is due to lower inventory loss in the previous quarter
    - Decrease of 40 bps is due to year end related supplier discounts received in the previous quarter
- Operating EBITDA Margin decreased by 140 bps YoY from 4.6% in Q1FY26 to 3.2% in Q1FY27
- Operating EBITDA Margin decreased by 240 bps QoQ from 5.6% in Q4FY26 to 3.2% in Q1FY27

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Revenue by category

₹ million

Particulars	FY25Q1	FY25Q2	FY25Q3	FY25Q4	FY25	FY26Q1	FY26Q2	FY26Q3	FY26Q4	FY26	FY27Q1
Branded Pharma	10,333	10,594	10,330	9,543	**40,800**	9,987	10,736	11,245	11,598	**43,566**	11,981
Branded Non Pharma	1,672	1,679	1,620	1,424	**6,395**	1,421	1,463	1,627	1,634	**6,146**	1,665
Pvt Label Pharma	1,357	1,663	1,774	2,043	**6,837**	1,976	2,031	2,101	2,115	**8,223**	2,009
Pvt Label Non Pharma	1,004	1,240	1,291	1,463	**4,997**	1,347	1,621	1,908	1,979	**6,855**	1,754
Total	**14,366**	**15,176**	**15,014**	**14,473**	**59,029**	**14,731**	**15,850**	**16,882**	**17,326**	**64,790**	**17,409**
Franchisee and B2B	126	138	145	146	**555**	224	379	580	722	**1,905**	859
Others[1]	137	146	166	179	**628**	152	210	253	217	**832**	130
Grand Total	**14,629**	**15,460**	**15,325**	**14,798**	**60,212**	**15,106**	**16,440**	**17,715**	**18,266**	**67,527**	**18,399**

Others mainly include

- Membership fee of Rs.97.6 million in FY27 Q1 (Rs.87.2 million in FY26 Q4)
- Other charges collected Rs.9.0 million in FY27 Q1 (Rs.8.4 million in FY26 Q4)

Category Mix (Net Sales)

Particulars	FY25Q1	FY25Q2	FY25Q3	FY25Q4	FY25	FY26Q1	FY26Q2	FY26Q3	FY26Q4	FY26	FY27Q1
Branded Pharma	71.9%	69.8%	68.8%	65.9%	**69.1%**	67.8%	67.7%	66.6%	66.9%	**67.2%**	68.8%
Branded Non Pharma	11.6%	11.1%	10.8%	9.8%	**10.8%**	9.6%	9.2%	9.6%	9.4%	**9.5%**	9.6%
Pvt Label Pharma	9.4%	11.0%	11.8%	14.1%	**11.6%**	13.4%	12.8%	12.4%	12.2%	**12.7%**	11.5%
Pvt Label Non Pharma	7.0%	8.2%	8.6%	10.1%	**8.5%**	9.1%	10.2%	11.3%	11.4%	**10.6%**	10.1%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

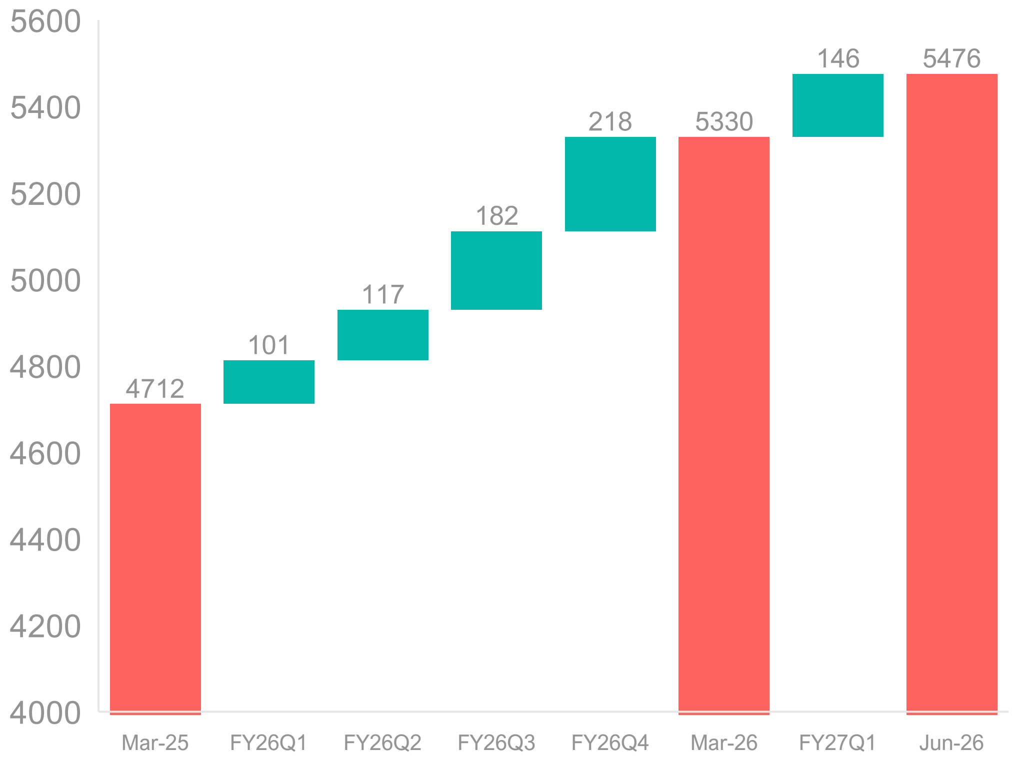
1. Others include Membership fee, Data fee, display income, etc.

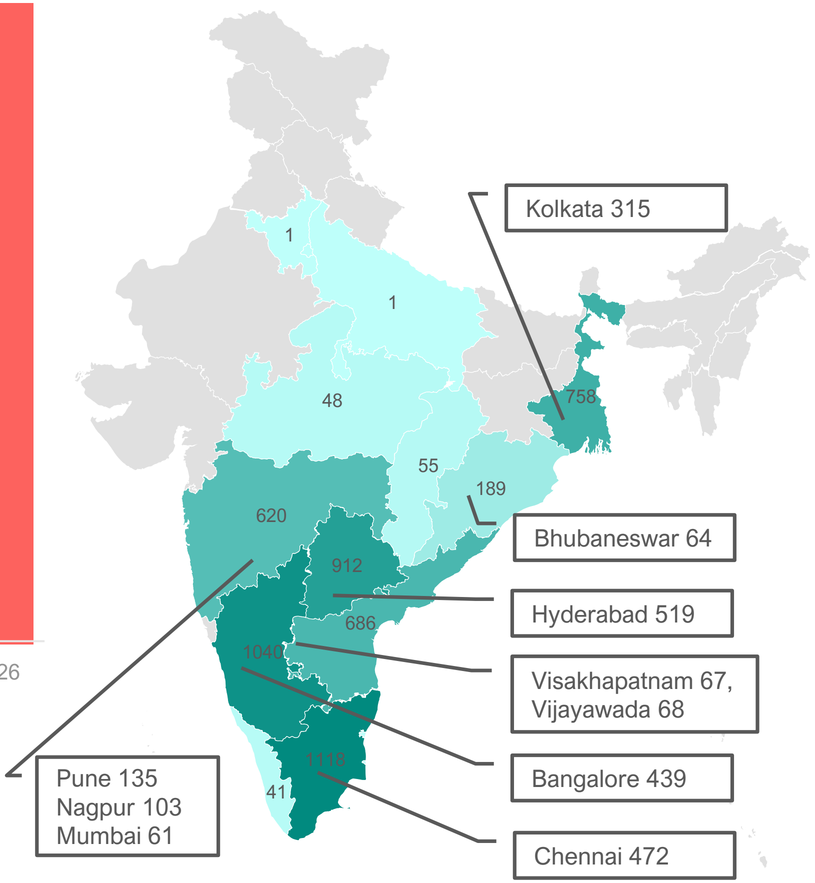
Market Estimates vs Performance

₹ million

	Axis Cap	Nuvama	Spark	HDFC Sec	Elara Cap	MedPlus
Revenue	**18,512.0**	**18,203.0**	**18,737.0**	**18,510.0**	**18,112.0**	**18,796.0**
Cost of sales						14,192.9
Gross Profit						4,603.1
Gross Margin %						24.5%
Op.EBITDA		**608.0**				**651.2**
Op.EBITDA %		3.3%		3.1%		3.5%
EBITDA	1,204.0		1,264.0	1,203.0	1,600.0	1,332.4
EBITDA margin	6.5%		6.9%	6.5%	8.8%	7.1%
PBT			334.0			418.8
PAT	**226.0**	**316.0**	**260.0**	**204.0**	**537.0**	**331.7**

Network of 5,476 Pharmacies[1]…





Net Additions

City Category	FY27Q1
Metro	-1
Tier-1	34
Tier-2	57
Tier-3	56
Total	**146**
Beyond Tier-2	77%

- Network of stores as on 30th June 2026 is 5,476 (COCO stores 4,812 and Franchisee stores 664)
- Net addition of 146 stores in Q1FY27 (Q1FY26 101)
- Operating in 850+ Cities and towns, covering 2,520+ PIN codes
- Total Retail area is 2.9 Mn Sft with average store size is 528 Sft
- Average area of the stores opened in Q1FY27 is 539 Sft
- In addition to the pharmacies, company is operating 30 optical counters
- In Q1FY27 we have closed 52 stores out of which
  - Relocations are 9
  - Franchisee withdrawn are 27
  - Others are 16 due to performance issues, landlord issues and others like road widening/blockage/visibility
- Another 24 stores are in the process of conversion from COCO stores to Franchisee stores
- Average age of the closed stores is 4 years

1. Including Franchisee Stores

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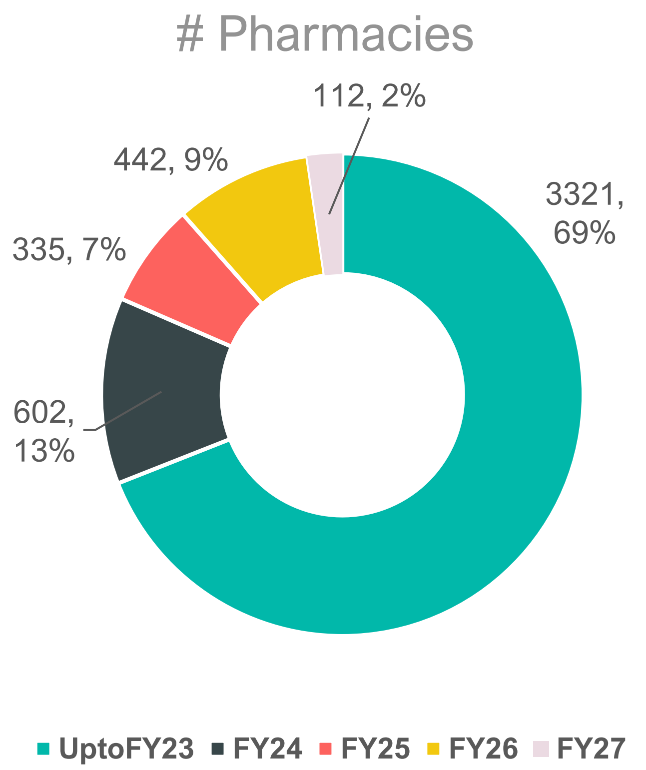
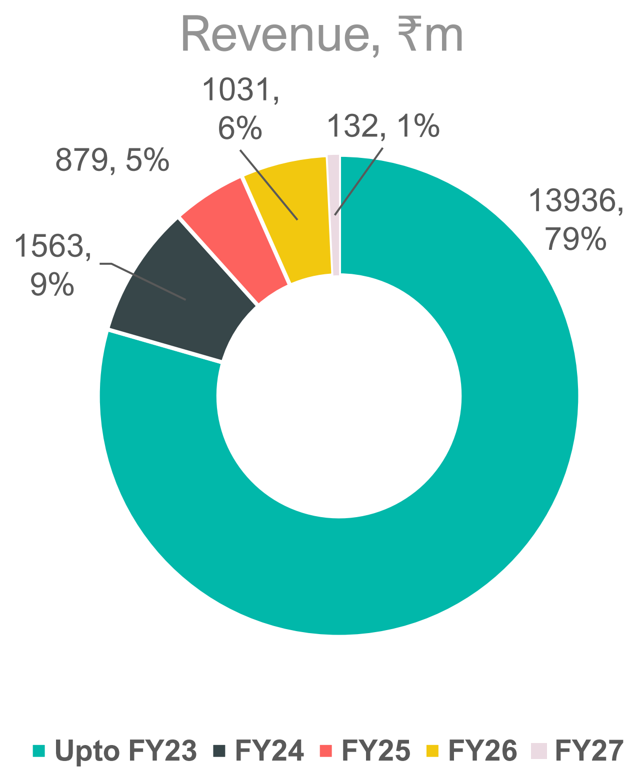
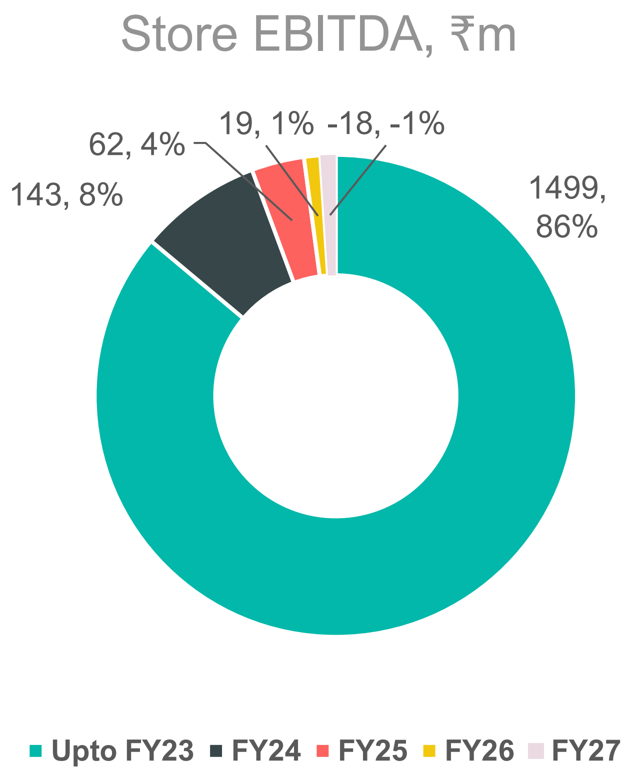
Q1 FY27 Performance by Cohort







Cohort	Stores#	Revenue[1]	Store EBITDA	Store EBITDA%
UptoFY23	3,321	13,935.6	1,498.7	10.8%
FY24	602	1,562.5	143.4	9.2%
FY25	335	878.6	61.5	7.0%
FY26	442	1,031.0	19.0	1.8%
FY27	112	131.6	(17.9)	-13.6%
Total	**4,812**	**17,539.3**	**1,704.8**	**9.7%**
Others[2]	664	859.4	79.3	9.2%
Grand Total	**5,476**	**18,398.7**	**1,784.1**	**9.7%**

1. Revenue includes Membership fee, Data fee, display income, etc.
2. Includes Franchisee and B2B business

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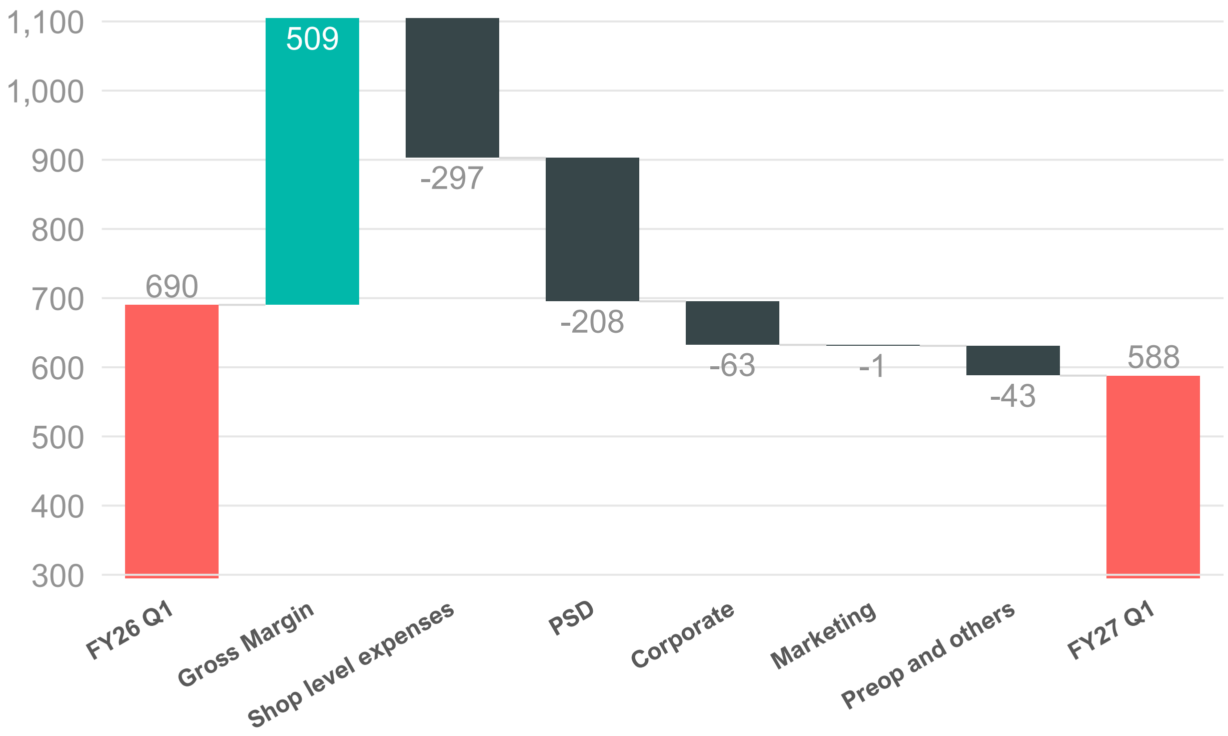
Pharmacy EBITDA – Q1 FY27 (Cause of change)

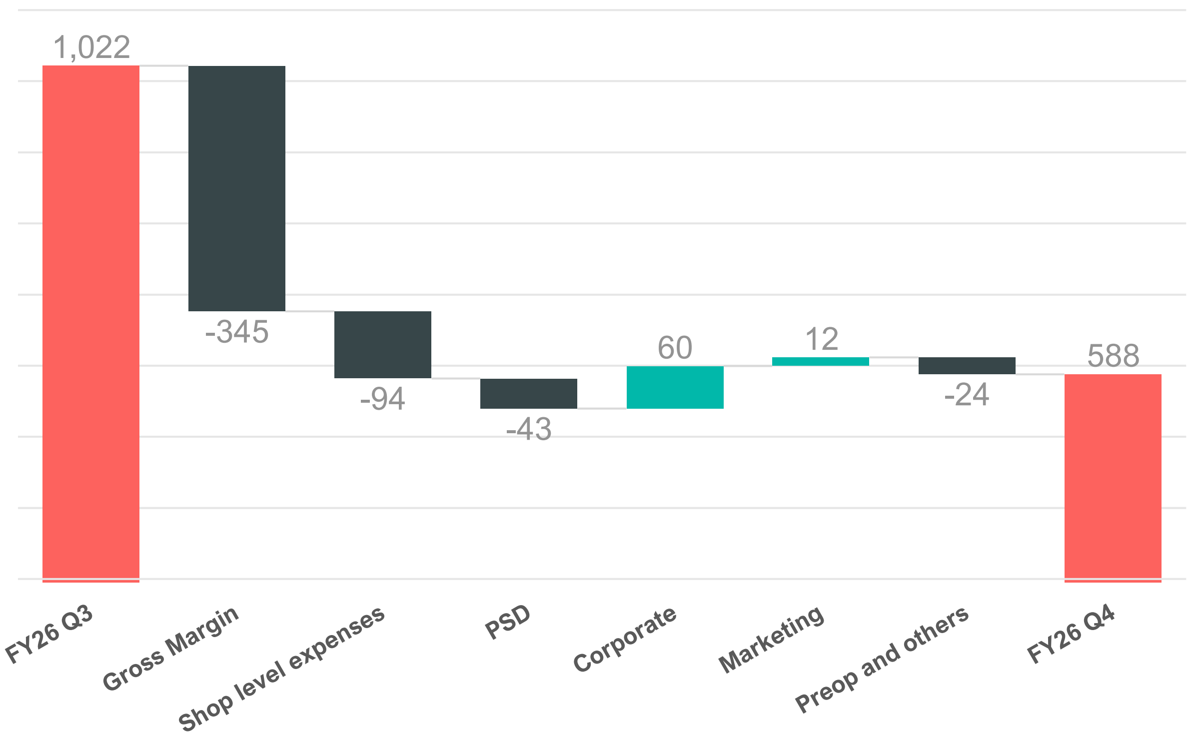
Operating EBITDA YoY, ₹m



- Operating EBITDA margin decreased by ~14% YoY from 4.6% to 3.2%

- Gross Margin decrease
    - Decrease of 120 bps is due to lower sales mix of Private Label products and
    - Decrease of 50 bps is due to lower margin realized in franchisee business.

Operating EBITDA QoQ, ₹m



- Operating EBITDA margin decreased by ~42% QoQ from 5.6% to 3.2%

- Gross Margin decrease
    - Decrease of 100 bps is due to lower sales mix of Private Label products
    - Decrease of 70 bps is due to lower inventory loss in the previous quarter
    - Decrease of 40 bps is due to year end related supplier discounts received in the previous quarter

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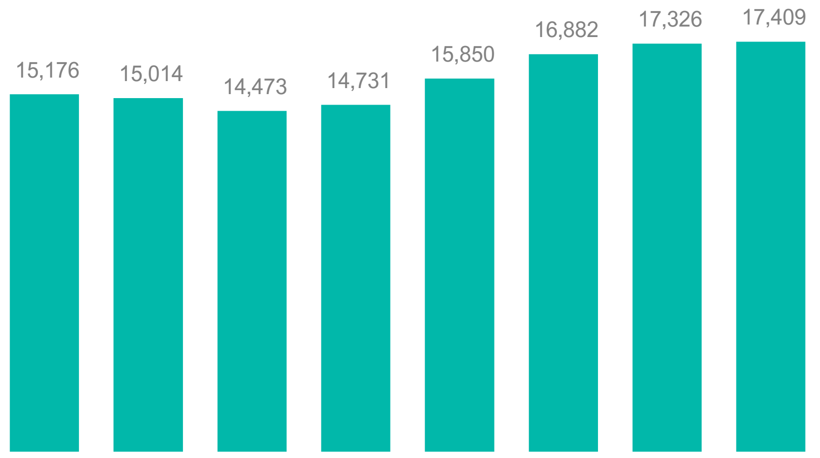
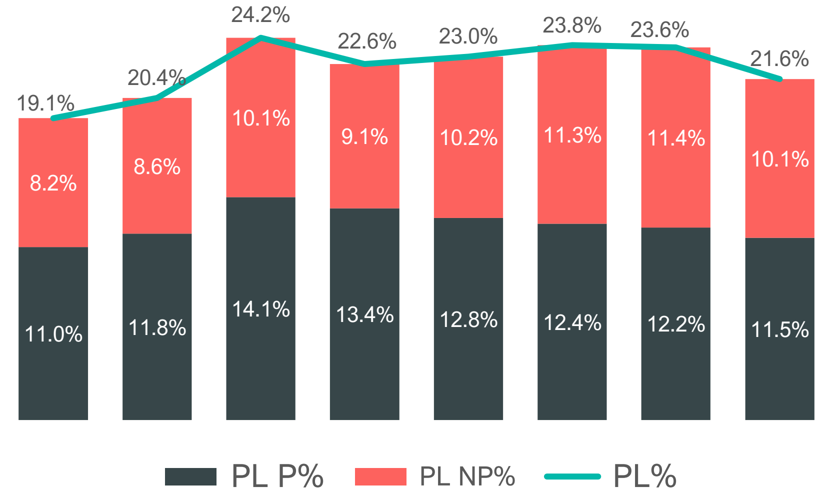
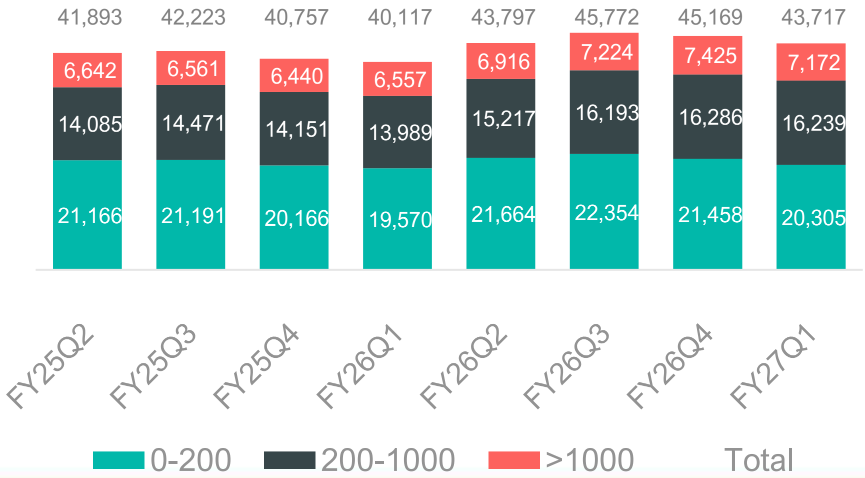
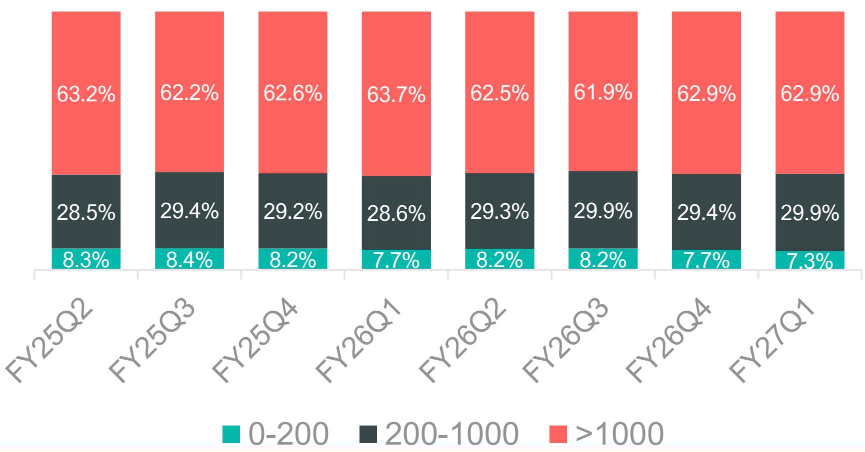
COCO Stores: 4,812 Stores

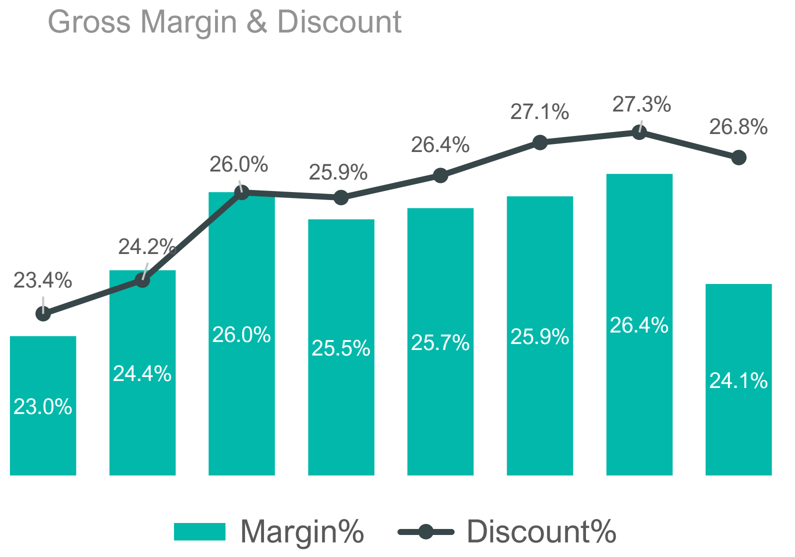


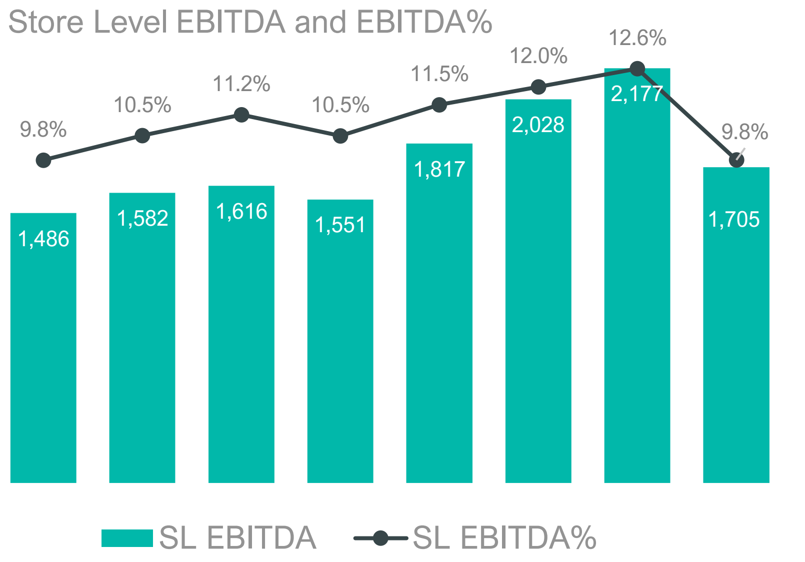




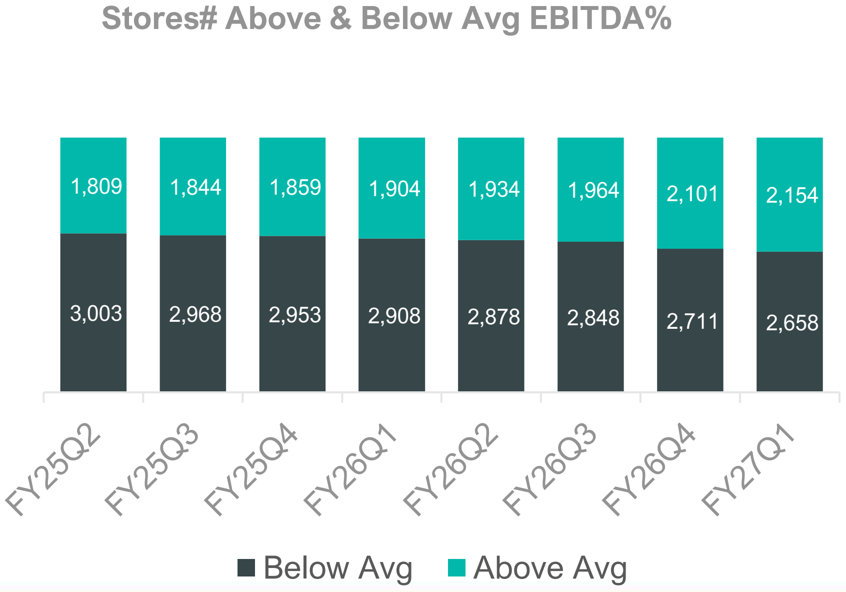


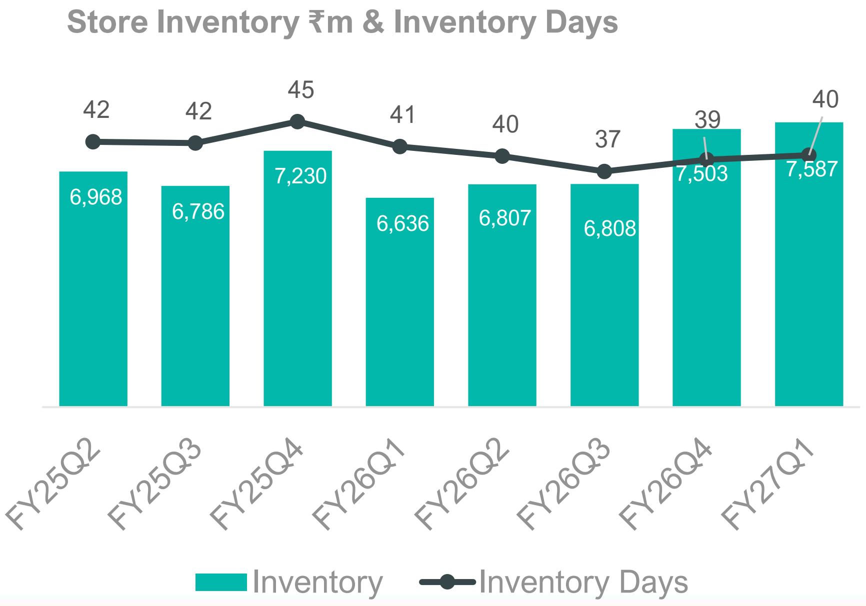
COCO Stores: 4,812 Stores





- SL EBITDA 9.8% in FY27Q1 (PY:10.5%)
- Out of 2,658 stores which are below 9.8%
  - 1406 stores have less than 5% EBITDA
  - 674 stores are having 5-8% EBITDA
- Upto FY23 cohort has 242 loss making stores out of 3,321 stores
- FY24 cohort has 87 loss making stores out of 602 stores





COCO Stores: 4,812 Stores

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₹ million

Cohort	Stores#	Net Revenue FY27Q1	Net Revenue FY26Q1	Net Revenue FY26Q4	Net Growth YoY	Net Growth YoY%	Net Growth QoQ	Net Growth QoQ%
Upto FY23	3321	13,729.4	12,236.9	13,928.1	1,492.5	12%	-198.78	-1.4%
FY24	602	1,521.3	1,196.9	1,514.8	324.3	27%	6.48	0.4%
FY25	335	871.6	601.0	860.4	270.6	45%	11.20	1.3%
FY26	442	1,024.5	26.2	720.2	998.3	3816%	304.27	42.2%
FY27	112	131.2	-	-	131.2		131.17	
Closed/Conversions		131.5	670.0	302.6	-538.6	-80%	-171.17	-56.6%
Grand Total	**4812**	**17,409.3**	**14,731.0**	**17,326.2**	**2,678.3**	**18.2%**	**83.17**	**0.5%**

Revenue by category: Up to FY23 Cohort

₹ million

Particulars	Net Revenue FY27Q1	Net Revenue FY26Q1	Net Revenue FY26Q4	Net Growth YoY	Net Growth YoY%	Net Growth QoQ	Net Growth QoQ%
Branded Pharma	9,641.1	8,417.2	9,515.0	1,224.0	14.5%	126.1	1.3%
Branded Non-Pharma	1,214.5	1,133.9	1,230.7	80.6	7.1%	(16.2)	-1.3%
Pvt Label Pharma	1,600.1	1,636.3	1,710.7	(36.3)	-2.2%	(110.7)	-6.5%
Pvt Label Non Pharma	1,273.7	1,049.5	1,471.7	224.2	21.4%	(198.1)	-13.5%
Total	**13,729.4**	**12,236.9**	**13,928.1**	**1,492.5**	**12.2%**	**(198.8)**	**-1.4%**

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KPIs' by Cohort: New Stores Revenue Ramp up FY26 & FY27

Cohort	Stores#	Month-1	Month-3	Month-6	Month-9	Month-12	Month-15
Apr-25	18	17,596	14,484	19,174	23,660	25,272	25,714
May-25	15	14,591	23,613	32,317	36,965	37,793	
Jun-25	39	6,454	17,241	23,076	25,137	24,612	
Jul-25	16	29,452	17,846	25,574	28,581	29,529	
Aug-25	18	10,827	16,228	20,473	21,248		
Sep-25	49	15,466	19,659	25,629	26,396		
Oct-25	19	16,133	21,123	27,826	31,855		
Nov-25	39	9,425	17,636	20,804			
Dec-25	61	15,615	21,394	27,903			
Jan-26	52	23,059	22,333	27,745			
Feb-26	59	19,004	22,051				
Mar-26	57	17,487	20,992				
Apr-26	41	27,988	29,437				
May-26	33	24,463					
Jun-26	38	36,115					
FY27	**112**	**29,707**	**29,437**				
FY26	**442**	**16,507**	**20,079**	**25,321**	**27,050**	**27,823**	**25,714**
FY25	**336**	**12,245**	**14,819**	**19,509**	**22,131**	**24,453**	**25,917**
FY24	**659**	**8,985**	**13,144**	**17,961**	**20,033**	**21,013**	**21,557**
FY23	**1141**	**7,190**	**12,456**	**17,189**	**19,859**	**21,626**	**22,878**

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KPIs' by Cohort: FY26 & FY27 – SL EBITDA% Ramp up

Cohort	Stores#	Month-3	Month-6	Month-9	Month-12	Month-15
Apr-25	18	-4.6%	3.3%	7.4%	10.9%	7.5%
May-25	15	1.4%	8.1%	10.1%	8.8%	
Jun-25	39	-2.2%	5.0%	5.8%	4.2%	
Jul-25	16	-6.0%	3.4%	8.3%	3.2%	
Aug-25	18	-3.0%	1.9%	1.1%		
Sep-25	49	-1.4%	4.0%	5.1%		
Oct-25	19	-2.6%	6.5%	4.4%		
Nov-25	39	-2.3%	1.5%			
Dec-25	61	-5.2%	1.1%			
Jan-26	52	2.1%	2.2%			
Feb-26	59	-4.1%				
Mar-26	57	-4.5%				
Apr-26	41	-1.2%				
May-26	33					
Jun-26	38					
FY27	**112**	**-1.2%**				
FY26	**442**	**-2.6%**	**3.2%**	**6.0%**	**6.3%**	**7.5%**
FY25	**336**	**-5.2%**	**2.4%**	**5.4%**	**6.8%**	**8.1%**
FY24	**659**	**-2.7%**	**3.3%**	**5.8%**	**6.4%**	**7.3%**
FY23	**1141**	**-3.8%**	**2.4%**	**4.3%**	**5.3%**	**6.3%**

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Diagnostics performance update

Income Statement Diagnostics ₹m

Particulars	Q1 FY27	Q1 FY26	Q4 FY26	Q1 FY27 AOP	YoY	QoQ	AOP Variance
Revenue	**370.8**	**302.9**	**347.8**	**368.1**	**22.4%**	**6.6%**	**0.7%**
Cost of Material Consumed	66.7	57.7	62.2	67.8	15.6%	7.1%	-1.7%
Center Level Expenses	**183.3**	**153.8**	**177.2**	**186.3**	**19.2%**	**3.5%**	**-1.6%**
Salaries	64.0	47.4	62.2	65.3	35.1%	2.9%	-2.0%
Rent	32.4	26.0	31.8	31.7	24.3%	1.9%	2.0%
Others	86.9	80.4	83.2	89.2	8.1%	4.5%	-2.5%
Center Level EBITDA	**120.8**	**91.4**	**108.4**	**114.0**	**32.1%**	**11.4%**	**5.9%**
Center Level EBITDA%	*32.6%*	*30.2%*	*31.2%*	*31.0%*	*2.4%*	*1.4%*	*1.6%*
Central Lab Opex	30.4	28.1	30.2	39.5	8.4%	0.8%	-22.9%
Center Level EBITDA after Central Lab Opex	**90.3**	**63.3**	**78.2**	**74.6**	**42.6%**	**15.5%**	**21.2%**
Center Level EBITDA%	*24.4%*	*20.9%*	*22.5%*	*20.3%*	*3.5%*	*1.9%*	*4.1%*
Other Expenses	**24.4**	**22.0**	**25.1**	**31.5**	**10.9%**	**-2.6%**	**-22.4%**
Corporate	21.5	18.9	21.6	25.9	13.5%	-0.6%	-17.0%
Marketing	3.3	3.8	3.8	5.0	-12.0%	-11.6%	-33.4%
Others	(0.4)	(0.7)	(0.3)	0.6	-41.8%	26.7%	-175.6%
Operating EBITDA	**65.9**	**41.3**	**53.1**	**43.1**	**59.5%**	**24.1%**	**53.0%**
Operating EBITDA%	17.8%	13.6%	15.3%	11.7%	4.1%	2.5%	6.1%
Depreciation	**34.7**	**34.7**	**35.1**	**37.6**	**0.0%**	**-1.0%**	**-7.7%**
Operating EBIT	**31.2**	**6.6**	**18.1**	**5.5**	**372.5%**	**72.8%**	**472.3%**
Operating EBIT%	8.4%	2.2%	5.2%	1.5%	6.2%	3.2%	6.9%

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Capex AOP vs Actual

Capex AOP vs Actual

₹ million

Particulars	FY27 AOP	FY27 Q1 AOP	FY27 Q1 Actual
New COCO Stores	700.0	145.0	126.3
New FOFO Stores	400.0	100.0	
New Warehouses	80.0	80.0	26.6
Stores Renovation	500.0	125.0	14.7
Maintenance Capex (Optival)	120.0	30.0	153.6
Factories Capex (Optival)	5.0	1.3	-
Factories Capex (Medplus)	5.0	1.3	4.6
Surgical factory additional machinery	3.6	3.6	-
Diagnostics Bangalore Processing Lab	55.0	55.0	-
Standalone Collection Centers	104.0	6.4	12.7
Maintenance Capex (Medplus)	5.0	1.3	
Total	**1,977.6**	**548.8**	**338.4**

Thank you.

Annexures

Performance vs AOP (Summary)

	Particulars	Actuals Q1 FY27	Actuals FY27	AOP Q1 FY27	AOP Q2 FY27	AOP Q3 FY27	AOP Q4 FY27	AOP FY27	Achievement Q1 FY27	Achievement Q2 FY27	Achievement Q3 FY27	Achievement Q4 FY27	Achievement FY27
Consolidated	**Revenue**	**18,796**	**18,796**	**18,993**	**20,797**	**21,955**	**22,546**	**84,290**	**99.0%**	**0.0%**	**0.0%**	**0.0%**	**22.3%**
	Shoplevel Expenses	2,696	2,696	2,818	2,919	3,036	3,139	11,912	95.7%	0.0%	0.0%	0.0%	22.6%
	Shoplevel EBITDA	1,907	1,907	2,096	2,446	2,594	2,639	9,776	91.0%	0.0%	0.0%	0.0%	19.5%
	Shoplevel EBITDA%	*10.1%*	*10.1%*	*11.0%*	*11.8%*	*11.8%*	*11.7%*	*11.6%*					
	Other Expenses	1,256	1,256	1,298	1,339	1,362	1,376	5,375	96.8%	0.0%	0.0%	0.0%	23.4%
	Operating EBITDA	**651**	**651**	**798**	**1,106**	**1,232**	**1,263**	**4,400**	**81.6%**	**0.0%**	**0.0%**	**0.0%**	**14.8%**
	Operating EBITDA%	3.5%	3.5%	4.2%	5.3%	5.6%	5.6%	5.2%					
Pharmacy	**Revenue**	**18,399**	**18,399**	**18,600**	**20,369**	**21,524**	**22,071**	**82,564**	**98.9%**	**0.0%**	**0.0%**	**0.0%**	**22.3%**
	Shoplevel Expenses	2,498	2,498	2,616	2,711	2,811	2,894	11,033	95.5%	0.0%	0.0%	0.0%	22.6%
	Shoplevel EBITDA	1,784	1,784	1,981	2,310	2,473	2,502	9,265	90.1%	0.0%	0.0%	0.0%	19.3%
	Shoplevel EBITDA%	*9.7%*	*9.7%*	*10.7%*	*11.3%*	*11.5%*	*11.3%*	*11.2%*					
	Other Expenses	1,196	1,196	1,221	1,258	1,278	1,293	5,050	98.0%	0.0%	0.0%	0.0%	23.7%
	Operating EBITDA	**588**	**588**	**760**	**1,051**	**1,194**	**1,209**	**4,215**	**77.3%**	**0.0%**	**0.0%**	**0.0%**	**14.0%**
	Operating EBITDA%	3.2%	3.2%	4.1%	5.2%	5.5%	5.5%	5.1%					
Diagnostics	**Revenue**	**371**	**371**	**368**	**399**	**407**	**446**	**1,620**	**100.7%**	**0.0%**	**0.0%**	**0.0%**	**22.9%**
	Center Level Expenses	183	183	186	193	209	230	818	98.4%	0.0%	0.0%	0.0%	22.4%
	Center Level EBITDA	121	121	114	133	122	134	504	105.9%	0.0%	0.0%	0.0%	24.0%
	Center Level EBITDA%	*32.6%*	*32.6%*	*31.0%*	*33.3%*	*30.1%*	*30.1%*	*31.1%*					
	Other Expenses	55	55	71	75	77	77	300	77.3%	0.0%	0.0%	0.0%	18.3%
	Operating EBITDA	**66**	**66**	**43**	**58**	**45**	**57**	**204**	**153.0%**	**0.0%**	**0.0%**	**0.0%**	**32.3%**
	Operating EBITDA%	17.8%	17.8%	11.7%	14.6%	11.1%	12.8%	12.6%					
Others	**Revenue**	**27**	**27**	**26**	**28**	**24**	**28**	**106**	**102.8%**	**0.0%**	**0.0%**	**0.0%**	**25.0%**
	Shoplevel Expenses	14	14	15	15	15	15	62	94.6%	0.0%	0.0%	0.0%	23.5%
	Shoplevel EBITDA	3	3	1	3	(1)	3	7	248.4%	0.0%	0.0%	0.0%	37.3%
	Shoplevel EBITDA%	*9.5%*	*9.5%*	*3.9%*	*10.8%*	*-2.3%*	*11.6%*	*6.3%*					
	Other Expenses	5	5	6	6	7	7	26	82.9%	0.0%	0.0%	0.0%	20.5%
	Operating EBITDA	**(3)**	**(3)**	**(5)**	**(3)**	**(7)**	**(3)**	**(19)**	**51.9%**	**0.0%**	**0.0%**	**0.0%**	**14.6%**
	Operating EBITDA%	-10.6%	-10.6%	-20.9%	-12.1%	-29.4%	-11.6%	-18.1%					

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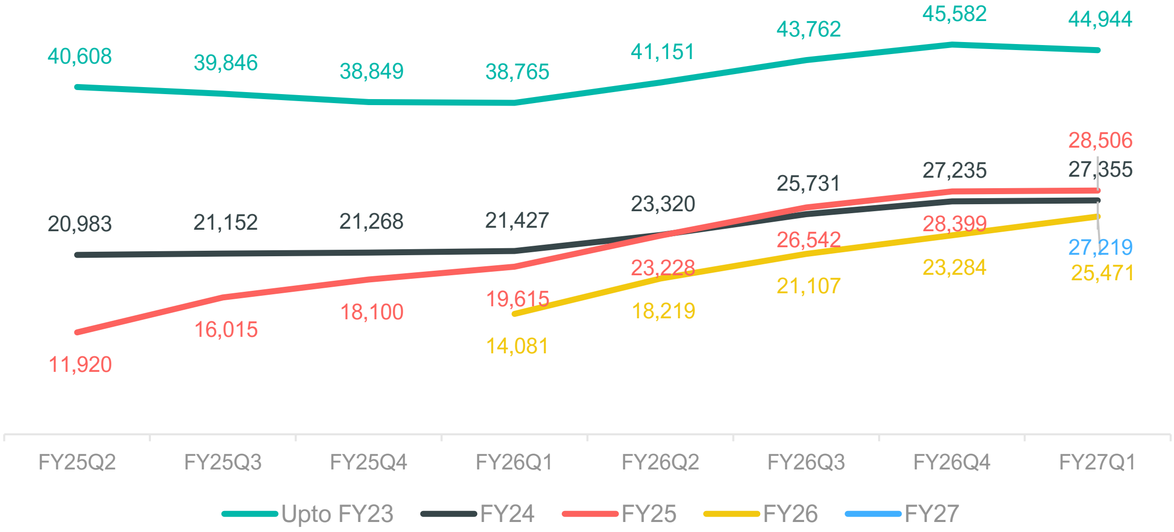
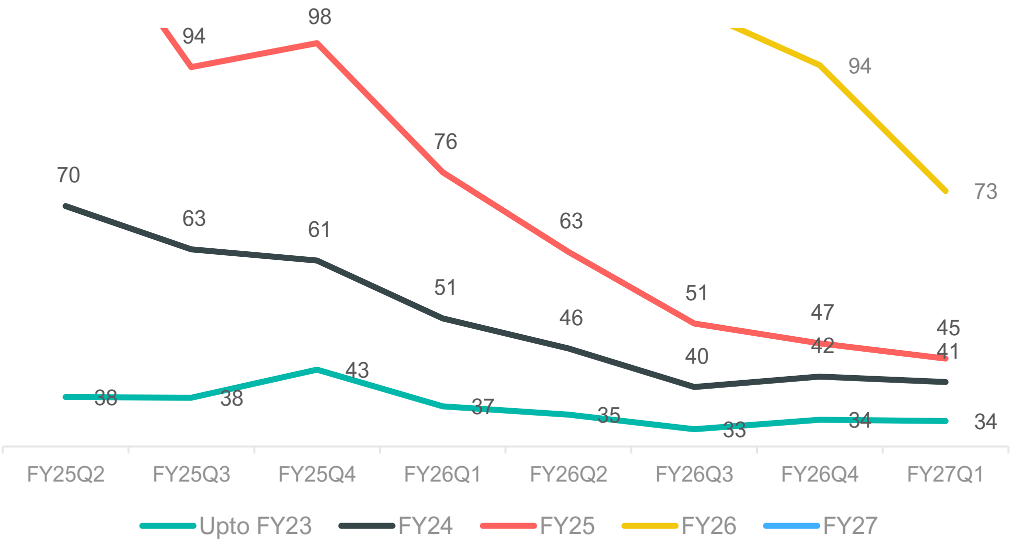
KPIs' :

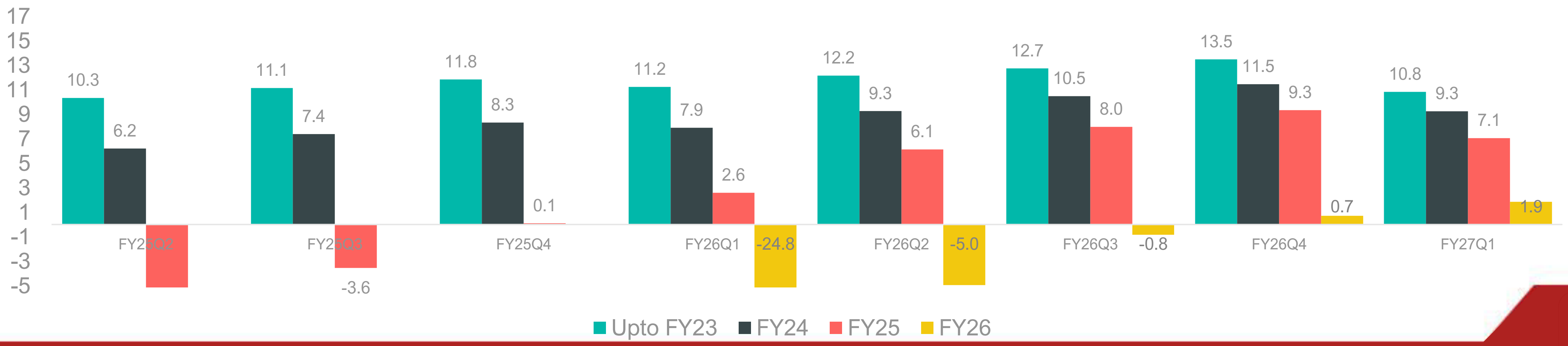
Sales per day per store ₹



Days of Inventory



Shop level EBITDA %



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Diagnostic Center wise Income Statement ₹m – Q1FY27

Particulars	Gachibowli	Habsiguda	Kompally	Kukatpally	Nallagandla	Dilsukhnagar	Miyapur	Banjara Hills	Srinagar Colony	AS Rao Nagar	Vijaynagar Colony	Vanasthalipuram	Hyd Standalone CCs	Hyderabad Collection centers	Chennai Collection centers	Total
No of Months in Operation	51	47	42	37	41	40	39	38	38	38	38	33				
Revenue	40.0	38.3	33.4	36.0	14.2	15.1	14.2	3.8	4.6	8.1	5.5	10.3	56.0	28.3	1.9	309.8
Subscription Revenue	4.6	8.0	7.8	4.3	3.0	4.0	3.9	1.0	0.6	2.5	1.4	2.5	10.2	6.7	0.5	61.0
Total Revenue	**44.6**	**46.4**	**41.2**	**40.3**	**17.2**	**19.0**	**18.0**	**4.8**	**5.2**	**10.5**	**7.0**	**12.8**	**66.2**	**35.0**	**2.4**	**370.8**
Cost of Material Consumed	7.1	6.3	6.0	6.3	3.2	2.6	3.1	0.8	1.1	1.9	1.3	2.2	16.6	7.6	0.5	66.7
Center Level Opex	22.2	20.7	19.3	19.0	9.4	14.3	7.5	4.3	3.8	5.6	5.4	6.2	32.4	8.7	4.5	183.3
Center Level EBITDA	**15.4**	**19.4**	**16.0**	**15.1**	**4.6**	**2.1**	**7.4**	**(0.4)**	**0.2**	**3.0**	**0.3**	**4.4**	**17.2**	**18.7**	**(2.7)**	**120.8**
Central Lab Opex	2.7	1.9	2.3	2.2	1.5	1.0	1.5	0.4	0.5	0.8	0.5	1.0	8.3	4.2	1.5	30.4
Center Level EBITDA after Central Lab Opex	**12.7**	**17.5**	**13.7**	**12.9**	**3.1**	**1.1**	**6.0**	**(0.8)**	**(0.3)**	**2.2**	**(0.3)**	**3.4**	**8.9**	**14.5**	**(4.2)**	**90.3**
Marketing Expenses	0.4	0.4	0.4	0.4	0.2	0.2	0.2	0.0	0.0	0.1	0.1	0.1	0.6	0.3	0.0	3.3
Diagnostic Corporate Expenses	2.5	2.4	2.1	2.3	0.9	0.9	0.9	0.2	0.3	0.5	0.3	0.6	3.5	1.8	0.1	19.4
Pre operative expenses	-	-	-	-	-	-	-	-	-	-	-	-	0.4	-	1.3	1.7
EBITDA	**9.7**	**14.7**	**11.2**	**10.2**	**2.1**	**(0.0)**	**4.9**	**(1.1)**	**(0.6)**	**1.6**	**(0.7)**	**2.6**	**4.4**	**12.4**	**(5.6)**	**65.9**
Depreciation	5.1	4.7	5.0	4.7	1.9	1.4	1.4	0.7	0.8	1.2	0.9	1.7	3.7	1.0	0.4	34.7
EBIT	**4.7**	**10.0**	**6.2**	**5.5**	**0.1**	**(1.4)**	**3.5**	**(1.8)**	**(1.4)**	**0.4**	**(1.6)**	**0.9**	**0.6**	**11.5**	**(6.0)**	**31.2**