



Adding Smiles To Life

To,
National Stock Exchange of India Ltd.
Exchange Plaza, C 1, Block G,
Bandra - Kurla Complex,
Bandra (E),
Mumbai – 400 051, Maharashtra,
India.

Company Symbol: QMSMEDI

ISIN: INE0FMW01018

Ref: QMS MEDICAL ALLIED SERVICES LIMITED

Sub: Announcement under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015, we have enclosed herewith the Investor Presentation released by the Company. Further, pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements), 2015, the aforesaid information will also be available on the website of the Company i.e. <https://qmsmas.com/>

The above information and attachment are for your record and reference.

Thanking you,

Yours truly,

FOR QMS MEDICAL ALLIED SERVICES LIMITED

TORAL
JAILESH
BHADRA

Digitally signed
by TORAL JAILESH
BHADRA
Date: 2023.01.21
11:46:28 +05'30'

**TORAL BHADRA
COMPANY SECRETARY
MEMBERSHIP NO.: A56927
DATE: JANUARY 21, 2023
PLACE: MUMBAI**

QMS Medical Allied Services Ltd.

📍 1A-1B / 2A-2B, Navkala Bharati Building, Plot No. 16, Prabhat Colony, Road No. 3, Santacruz (East), Mumbai - 400 055.

☎ +91-022 - 6288 1111 🌐 www.qmsmas.com

CIN: U33309MH2017PLC299748



Adding smiles to life

The World's leading brands of
Medical Science and Medical
Devices customized for
clients



Safe Harbor

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A photograph of a crowd of people, mostly seen from behind, with a strong blue color overlay. Large, bold, white text is superimposed over the center of the image.

WHY WE DO WHAT WE DO



Navigating Life's Journey

To Hand...*serve*

Through Heart...*feel*

From Head...*think*



we add smiles to life...





5

Business Verticals



900 +
SKUs



130 +
Customers



150 +
Employees



FY22

Revenue: 148 Cr
EBITDA: 18 Cr
PAT: 11 Cr



Asset Light
Business Model

About The Company

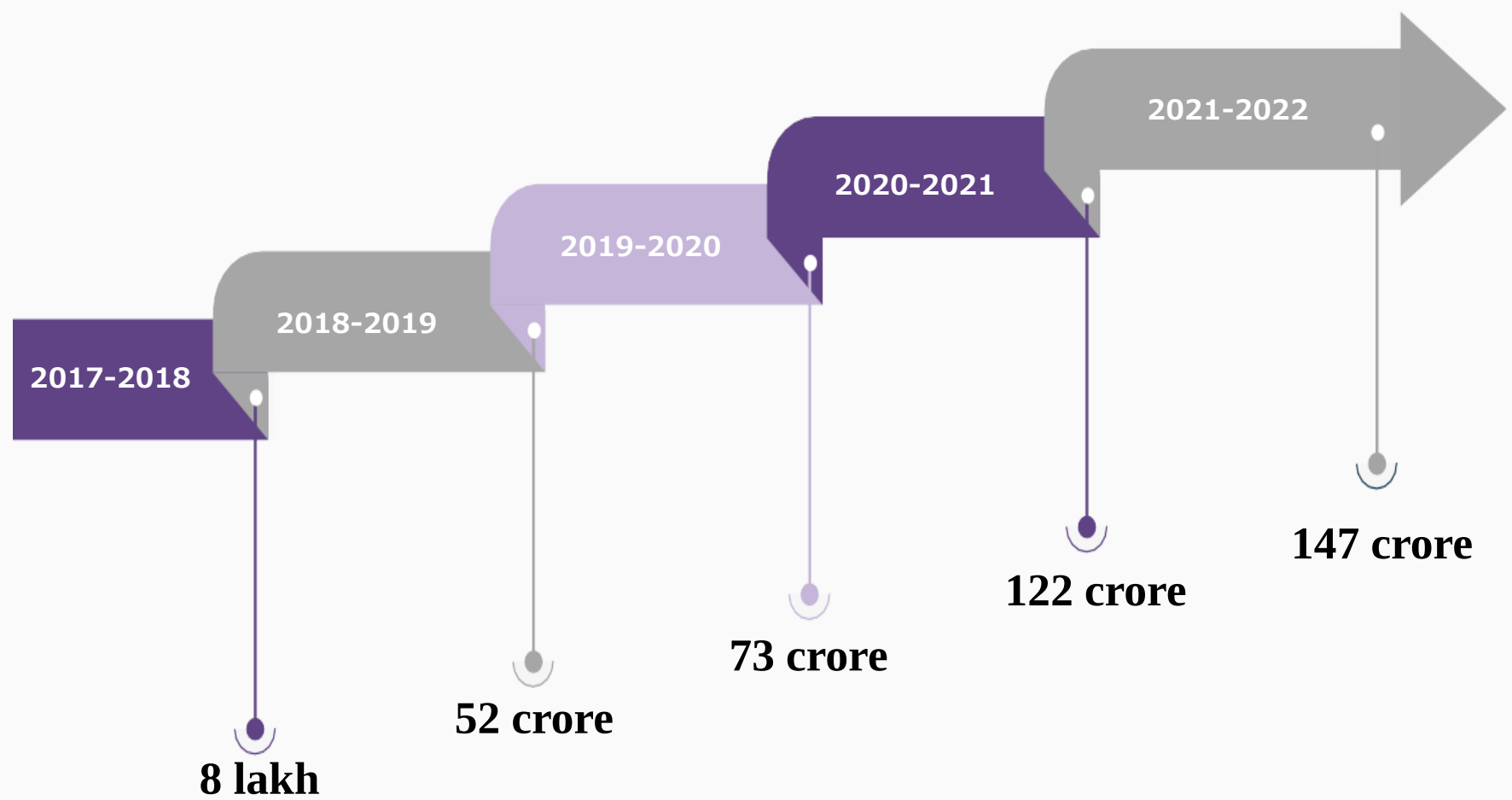
QMS Medical Allied Services Limited (QMS, The Company) is engaged in the marketing and distribution of a wide range of medical and healthcare services devices and accessories.

The Company market and distribute these products to various end users such as clinics, pharma and medical companies, and individual users.

These devices are sold directly in the manufacturer's brand and under the own brand of QMS.

The Company market and sell its products through online and offline channels. The Company has its own online portals

www.qmsmas.com & www.qmsmeds.com



Journey So Far

Business Verticals: B2B



Patient Services
Program



Promotional Market



Continuing Medical
Education Service (CME)

Patient Service Program

- **Problem:** The healthcare industry in India is overburdened and expensive
- **Challenges:**
 - *Low awareness about these screenings and the effects of NCDs*
 - *Accessibility and affordability of such services is an issue*
 - *No instant results*
- **SOLUTION:** Diagnostic and preventive point-of-care camps at the Doctors clinic
- What makes us Different from others?
 1. WORLD CLASS DEVICES WITH USFDA Approvals
 2. Trained & Skilled Qualified DMLTSs
 3. PAN INDIA Presence as in-house QMS employees
 4. Smart Infrastructure to allow quick and easy appointments via web-portal

Health as a Service (HaaS)



Personalizing Care

Our core diagnostic offerings enables physicians to take data driven decisions on therapy thereby personalizing care.



Convenience

Our services can be availed by the patients at their doorstep

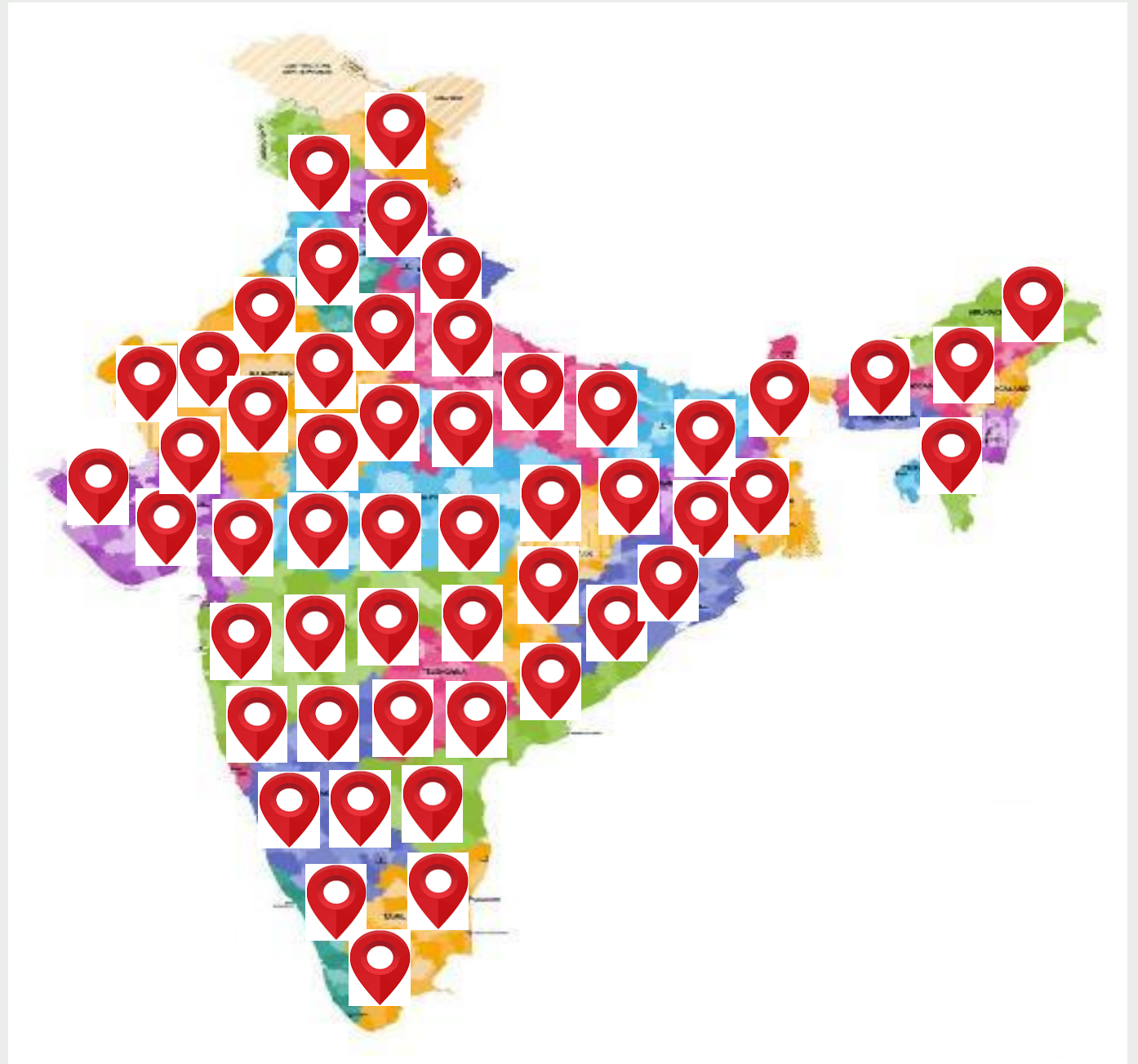
Cost Effective

Cost reduction in long term by avoiding complications and expenses related to it

 **100 Locations**

 **100 Field Officers**

 **300+ Dietitians**



Promotional Market: Scientific Devices and Consumables

- We distribute products of premium companies as well as our own brand Q-Devices
- Legacy of more than 28 years in the Industry where in we are channel partners with premium companies like 3M, BPL, HIENE, SCHUKLE, TYNOR, TANITA, CHOICEMED, and many more.
- Products Like BP monitors, stethoscopes, Surgical sterilization kits, BMI scales, orthotics for doctors in clinic essentials, and much more.
- Continuous and sustainable business with Top 10 Pharma companies.
- Business relations with over 50 plus pharma companies across, Mumbai, Ahmedabad, Delhi, Hyderabad & Bangalore.
- Delivered promotional material to 1 million plus Doctors.

Medical Devices And Equipment

Medical Devices



Blood Pressure Monitor



Diagnostic machines



ECG



Fetal Doppler



Glucose Monitoring Kit and
Glucose Monitoring Strips



Test Kits



Thermometer



Nebulizer



Ophthalmoscope



Otoscope



Oxygen Concentrator



Pulse Oximeter



Skin Stapler



Stethoscope

Medical Devices And Equipment

Medical Consumables



Disinfection



Filters



Infection prevention tools



Personal protection like PPE kits

Miscellaneous products



Compression bandages



Wound management dressing kits



Dental products

Educamedics: Scientific Education Division

- **CHALLENGE:** According to Sirius Decisions, 51% of physicians are already aware of the information sellers are offering, giving HCPs no incentive to engage in deeper conversations and making it more difficult for sellers to progress sales.
- QMS MAS is associated with Universities/ Associations under EACME like the University of Birmingham, the royal college of Physicians, EASD, the European Society of Cardiology, 3M Healthcare Academy, United College of London, CEDAM, and many more.
- Both Online and Offline courses are available
- Online Portal already has more than 25k Doctor Certified to date.
- Strategic partnership focusing on tier 2 categories of HCPs with roll-out CME plans
- Few structures like the International Speaker Program; Webinars; Mentor mentee Scholarships; SAP programs; TTT and many more.

Upskilling of HCPs



**International
Speaker Program**

**Post
Graduate
Diploma
program**

Webinars

**Certificate/
SAP
Courses**

**Mentor Mentee
Program**

**Best of Global
conferences**

**Masterclass
courses**

**Train the
Trainer**

Customized solutions for higher impact

Accredited scientific content
Bespoke scientific content
Customized engagement (Qtr./HY/FY) with Multiple touchpoints
Online & Offline content for convenience

Connect with Content to HCPs for better patient outcome...

Courses conducted so far

- Post Graduate diploma in Diabetes
- Post Graduate diploma in Cardiology
- Post Graduate diploma in Nephrology
- Post Graduate diploma in Respiratory
- Certificate courses in Diabetes and hypertension
- Master class courses in Diabetes and hypertension
- Certificate courses in ECG
- Masterclass in Heart Failure



Personal protection like PPE kits



Business Verticals: B2C



Sugar & Salt Plan



Q-Devices

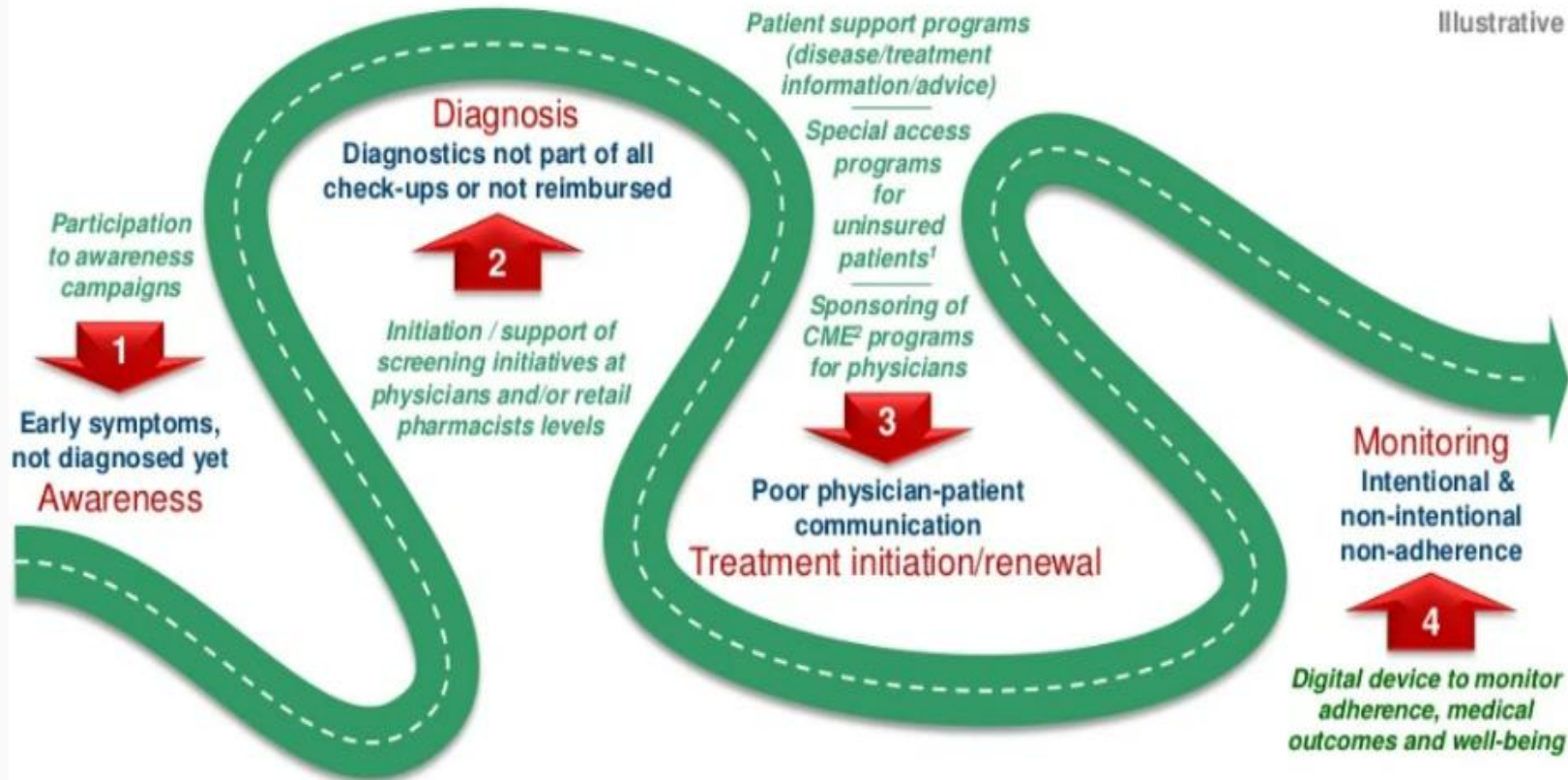
Improve patient positive outcome

PURPOSE
IS THE REASON
YOU JOURNEY.
PASSION
IS THE FIRE
THAT LIGHTS
THE WAY

UNKNOWN



Examples of possible patient services along the patient journey



In red: Key steps during the patient journey, In blue: Opportunities of improvements, in green: Examples of possible patient services





Sugar Plan



Salt Plan

Plans for the consumers

Q-Devices

- This is newest vertical of QMS.
- The business idea came with MAKE IN INDIA initiative of our honorable prime minister.
- We did backward integration of the products which we use to import from foreign countries (un-branded)
- Range of products – BP Machine, Pulse Oximeter, IR Thermometer, Neublizer, Personal Massager and Air mattress to mention a few more.
- The range of product will be available on both online and offline mode.
 - Online – Amazon, Flipkart, JioMart, 1mg, NetMeds, Pharmeasy, Medikabazaar.
 - Offline – Noble Pharmacy, Apollo Pharmacy, MedPlus, Pharmeasy, Wellness Forever,



Pulse Oximeter



Thermometer



**Blood Pressure
Monitor**



Nebulizer

Q-Devices



**Emerging Company of
the year**



**Extraordinary Sales
Performance**



Most Innovative Dealer



**Most Innovative Edtech
Company**

Awards & Acknowledgement

We truly believe that Customer delight and satisfaction are the true awards we vouch for and our efforts to meet the customers' expectations have brought many accolades to us



MAHESH MAKHIJA

Chairperson and MD



DR. GUDDI MAKHIJA

Whole time Director

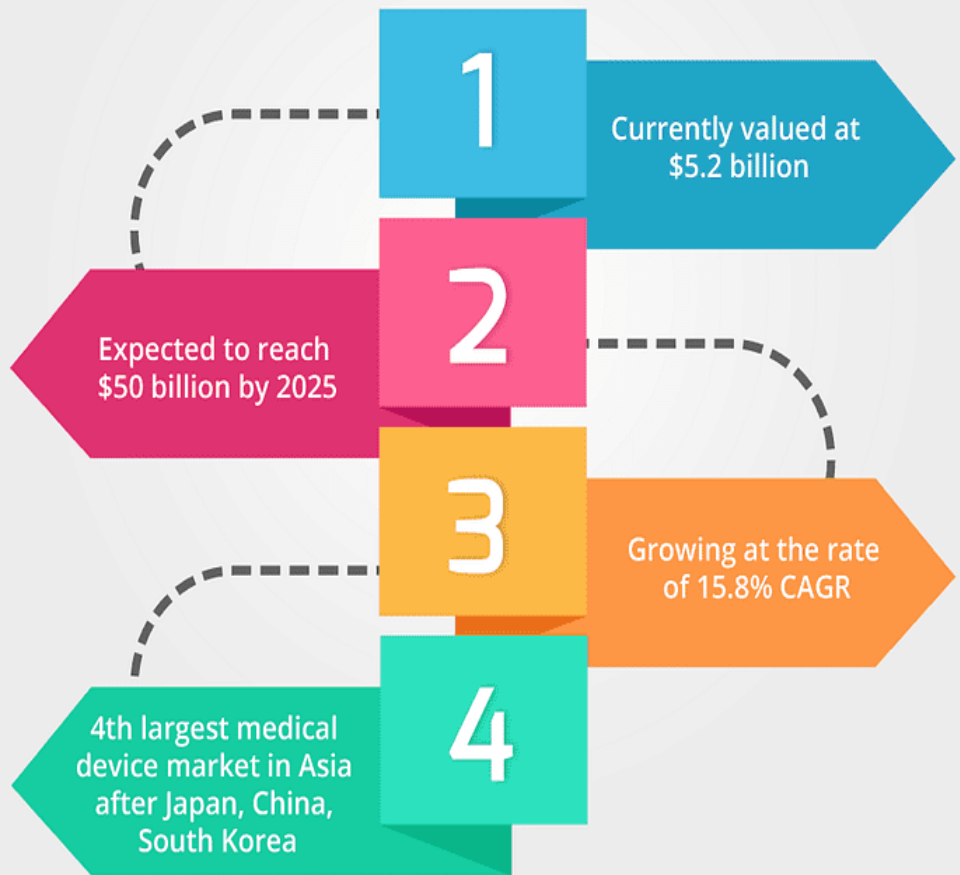


DR. DITI MAKHIJA

Non-Executive Director

Experienced Board of Directors

INDIAN MEDICAL DEVICES MARKET



Source - <https://www.investindia.gov.in/sector/medical-de>

Indian Medical Device Market

THE PROBLEM- There is a huge gap in the current demand and supply of medical devices in India, providing a significant opportunity for manufacturing devices in India. Pharma company needs a one-stop solution for the promotion of their products.

THE SOLUTION- We aim to become the “first choice vendor” for all large and small pharmaceutical and medical companies which intend to procure products and services we offer for distribution as part of the branding, marketing and medical awareness initiatives.



Patient Centricity and Customer Experience : The Human Centric Approach

THE SIX FORCES transforming healthcare

WORKFLOW ENABLEMENT

The patient experience will be at the center of a seamlessly connected workflow of information, with integrated electronic health records (EHR) that document more than just visits to the doctor. The proliferation of EHR opens new opportunities to service healthcare professionals and patients.

DATA ACTIVATION

Data reveals truths and opportunities. A robust data strategy fundamentally shifts how a company manages their business.

CONTENT STRATEGY

Consumers want their healthcare information and insights delivered in a personalized, engaging, accessible, and dynamic format.

SALES MODEL TRANSFORMATION

As AI takes hold and directs more automated Rx decisions, new relationships will be defined with pharma, and the balance between technology and the human touch will unfold.

INTELLIGENT SERVICES

Consumers want the healthcare industry to "find, know, and help" them, using past behaviors and AI to anticipate their current and future needs.

CLINICAL TRIAL RECRUITMENT

Finding the right patients remains a major challenge for pharma. New technologies and patient engagement strategies are greatly reducing the time and inefficiencies of clinical trial recruitment.



Infographic designed by



PART 6

NAVIGATING

Transformative Forces

IN HEALTHCARE

The healthcare industry is at a tipping point.



DISRUPTIVE TECHNOLOGIES

are advancing healthcare at an extraordinary pace. By 2020, there will be 50 billion devices connected to the Internet, many of which will track individual health data.

Source: HealthAnalytics



AN UNPRECEDENTED technological expansion in healthcare



DIGITAL NATIVES

Millennials are accelerating technology into the practices of patient care. The increasing use of Internet-connected (IoT) devices to monitor personal health will potentially have an economic impact of up to \$1.6 trillion by 2025.

Source: H. K. Kelley, 2015

INCREASED SPENDING

U.S. national spending on healthcare will reach \$5.7 trillion by 2026. Leveraging new data and technologies is the focal point of advancing better outcomes and costs of care.

Source: CMS.gov

EMPOWERED CONSUMERS

Consumers seek greater control over their healthcare decisions, and desire more engaging relationships with healthcare providers.

In a survey, 48% of healthcare consumers report working to partner with their doctors to determine treatment.

Source: Statista, 2018



Source : <https://www.visualcapitalist.com/6-forces-transforming-future-healthcare/>

LEVERAGING SMART TECHNOLOGY AND CONNECTED DATA
redefines a new value exchange in healthcare — understanding
customers' behaviors, along with their minds and hearts.



Companies must shift from being
PRODUCT BASED...



...to

SERVICE BASED,
adding services customers
expect that seamlessly
integrated into their lives and
personal healthcare needs.





"Bad health is a 24/7 experience. It's time for personalized care, based on real patient experience data that enhances treatment decisions and customizes care pathways."

– Hugo Manassei

Global Head of Service Design, Public Health

Why IT MATTERS

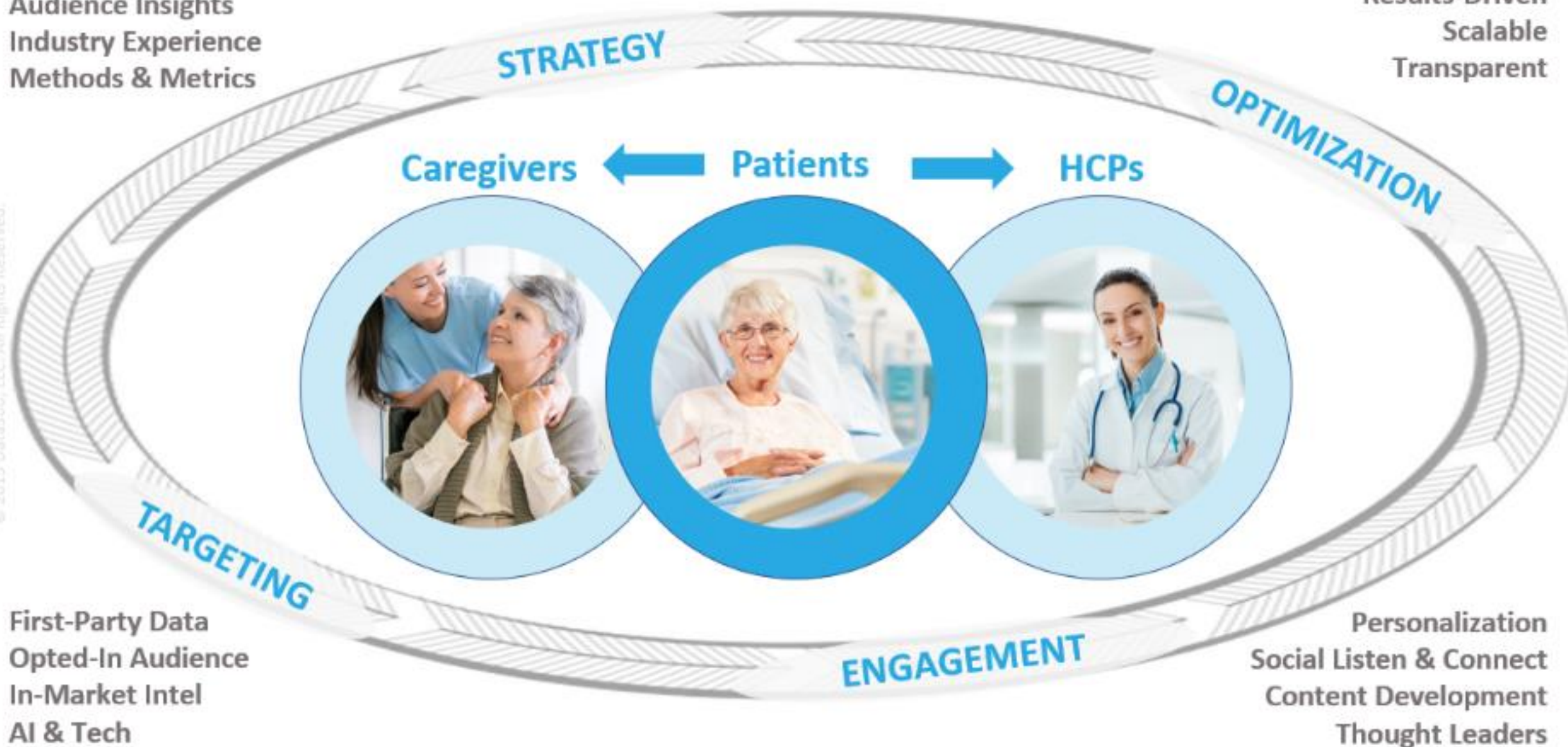
The supportive care platform drives business value by aligning collective commitments of key players in the healthcare industry.



Source : <https://www.visualcapitalist.com/6-forces-transforming-future-healthcare/>

Audience Insights
Industry Experience
Methods & Metrics

Results-Driven
Scalable
Transparent





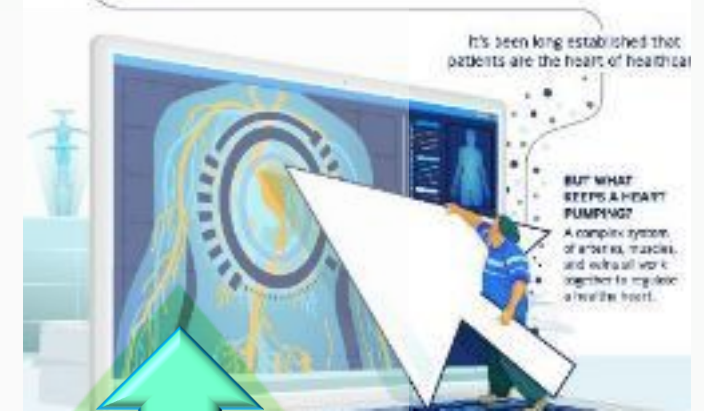
TRANSFORMATION

TRANSACTION

TRANSMISSION

UNLOCKING THE NEW Patient Engagement Experience

IN HEALTHCARE

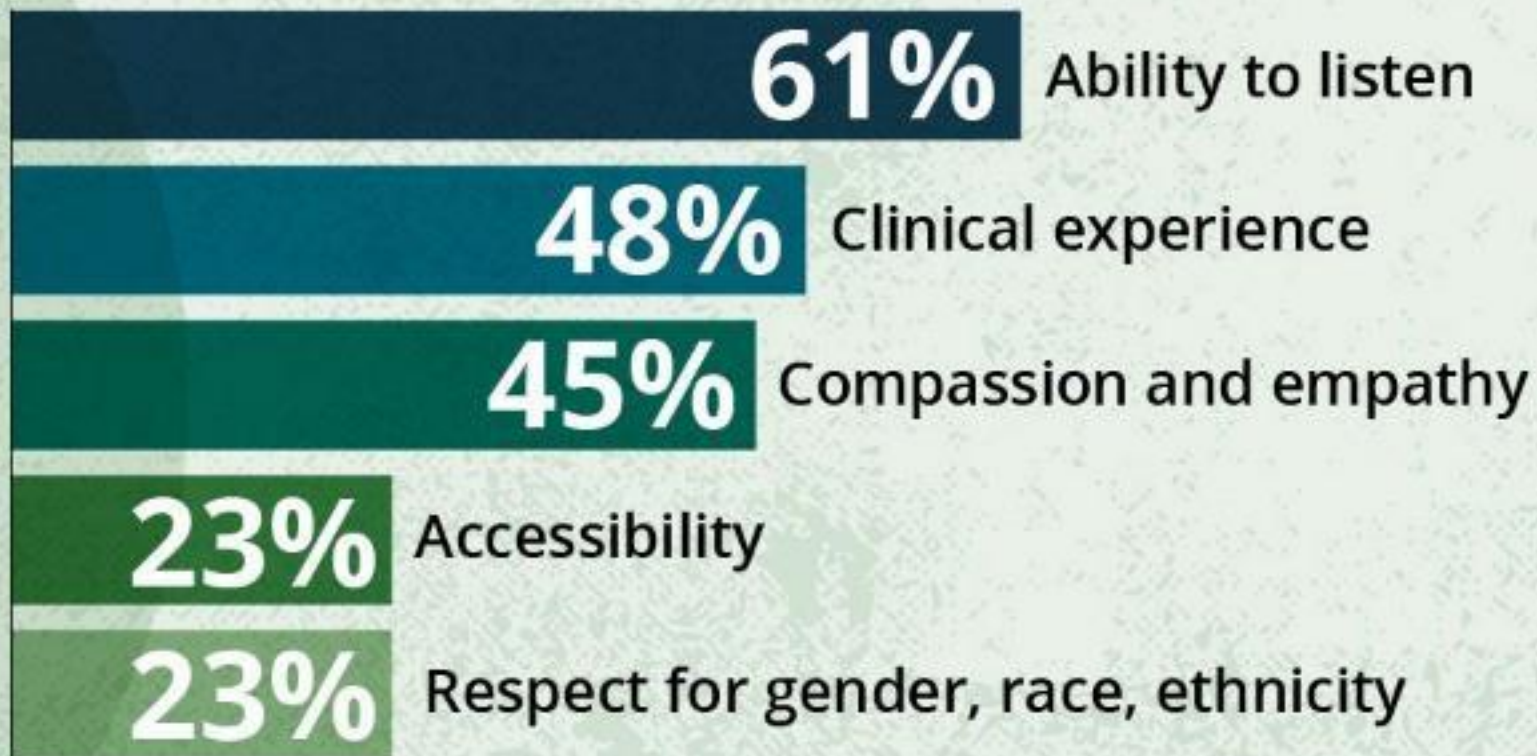


ENGAGEMENT



What Patients Want in a Doctor

Consumers ranked these qualities as very or somewhat important:



Source: Everyday Health–Castle Connolly Physician-Consumer Parallel Pandemic POV Survey, Nov.-Dec. 2021

Why is this important?

Trust

Millennials, who make up a large share of healthcare consumers, **trust user-generated content 50% more than any other media.**

Source: Ipsos and Crowdfunder

User-generated content represents the trust between people and their social community, which cannot be bought by any company.

Inspire

Good content excites people to take actions to better manage their healthy lifestyles.

When consumers understand and actively manage their healthcare, they further amplify the brand message.

Engage

50% of consumer respondents are comfortable with services becoming increasingly personalized using large amounts of their personalized data.

Source: Accenture

Creative and personalized content deepens the connection and extends reach.

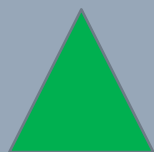
Empathy



Financial Highlights

Revenues from Operation

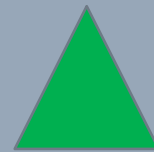
Rs. 146.32 Crores



19.90%
YoY

EBIDTA

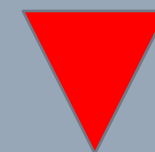
Rs. 17.74 Crores



4.67%
YoY

PAT

Rs. 10.69 Crores



-2.33%
YoY

STATEMENT OF PROFIT & LOSS

Particulars (Rs. Crs.)	FY 21-22	FY 20-21	Y-o-Y
Net Revenue from Operations	146.32	122.03	19.90
Cost of Material Consumed	-	-	-
Purchase of Stock-in-Trade	114.38	95.02	20.38
Change in Inventories	(3.95)	(4.61)	(14.46)
Total Raw Material	110.44	90.40	22.16
Employee Expenses	4.67	2.38	95.98
Other Expenses	14.90	12.35	20.65
Other Income	(1.42)	(0.06)	2,428.93
Depreciation	1.16	0.73	58.18
EBIT	16.58	16.22	2.24
Finance Cost	2.12	1.31	62.05
Exceptional Items	-	-	
Profit Before Tax	14.46	14.91	(3.01)
Tax	3.77	3.96	(4.89)
Profit After Tax	10.69	10.94	(2.33)
EPS	28.40	29.08	(2.33)

Balance Sheet

Particulars (Rs. Crs.)	Mar-22	Mar-21
Equity Share Capital	3.76	3.76
Other Equity	27.27	16.58
Total Equity	31.03	20.35
Financial Liabilities		
Borrowings	1.97	1.05
Lease Liabilities	-	-
Other Liabilities	-	-
Provisions	-	-
Deferred Tax Liabilities (Net)	0.26	0.05
Total Non Current Liabilities	2.23	1.10
Financial Liabilities		
Borrowings	30.00	18.55
Lease Liabilities	-	-
Trade Payables	16.91	18.19
Other Financial Liabilities	-	-
Other Current Liabilities	1.88	0.95
Provisions	0.61	1.23
Current Tax Liabilities (Net)	-	-
Total Current Liabilities	49.40	38.92
Total Equity and Liabilities	82.67	60.37

Particulars (Rs. Crs.)	Mar-22	Mar-21
Non Current assets		
Property, Plant and Equipment's	7.95	10.02
Intangible Assets	0.02	0.15
Right of Use Assets	-	-
Goodwill on Consolidation	-	-
Financial Assets	-	-
Investment in Subsidiary	-	-
Investments	-	-
Loans	-	-
Other Financial Assets	-	-
Other Non-Current Assets	0.43	0.41
Total Non Current Assets	8.40	10.58
Current Assets		
Inventories	24.25	20.31
Financial Assets		
Investment	-	-
Trade Receivables	42.04	22.98
Cash and Cash Equivalents	2.16	1.38
Bank Balances	-	-
Loans	1.13	0.14
Other Financial Assets	-	-
Other Current Assets	4.67	4.98
Total Current Assets	74.26	49.79
Total Assets	82.67	60.37

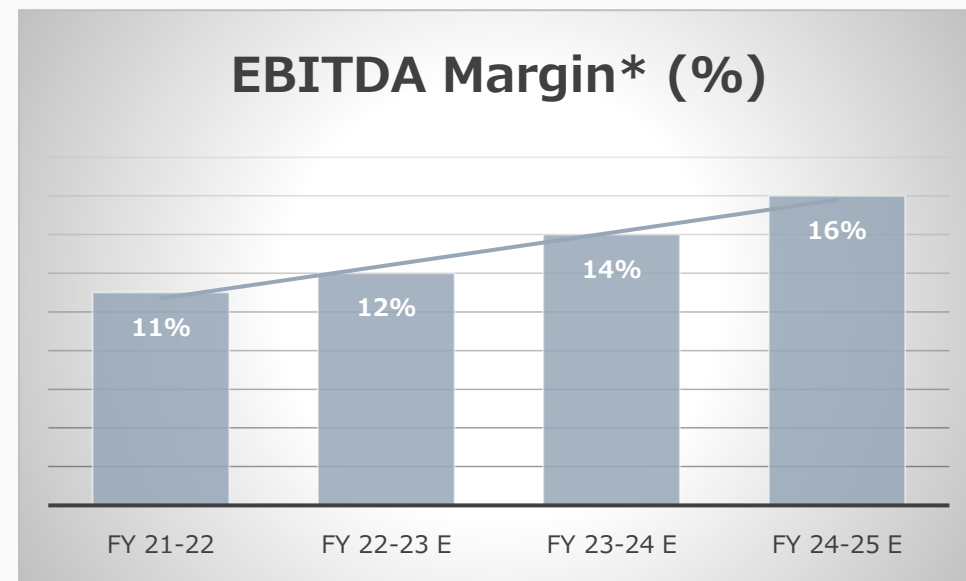
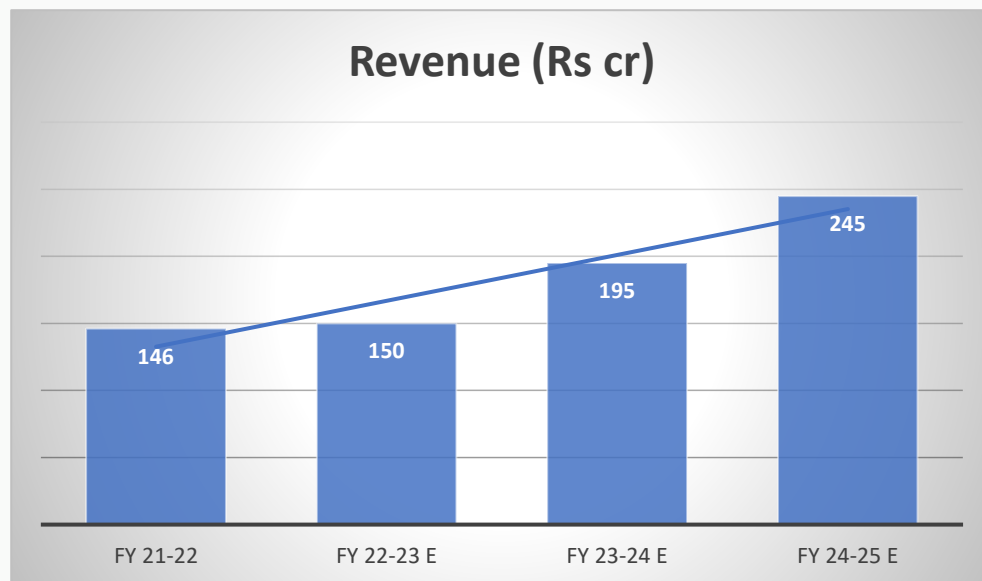
CASH FLOW STATEMENT

Particulars (Rs. Crs.)	Mar-22	Mar-21
Net Profit Before Tax	14.52	14.91
Adjustments for: Non Cash / Other Items	-0.05	0.78
Operating profit before working capital changes	14.47	15.69
Changes in working capital	-24.66	-11.11
Cash generated from operations	-10.19	4.57
Direct taxes paid (net of refund)	-3.63	-3.91
Net Cash from Operating Activities (A)	-13.82	0.67
Net Cash from Investing Activities (B)	2.37	-7.89
Net Cash from Financing Activities (C)	12.24	7.95
Net Decrease in cash and cash equivalents (A+B+C)	0.78	0.73
Add: Cash & Cash equivalents at the beginning of the period	1.38	0.66
Cash & Cash equivalents at the end of the period	2.16	1.38

PROFIT & LOSS TREND

Particulars (Rs. Crs)	FY 21- 22	FY 20- 21	FY 19- 20	FY 18- 19	FY 17- 18
Revenue	146.32	122.03	72.74	51.89	0.08
Total Raw Material Cost	110.44	90.41	53.03	42.85	0.07
Employee Expenses	4.67	2.38	1.61	0.85	0.00
Other Expenses	14.90	12.35	8.53	3.59	0.00
Other Income	1.42	0.06	0.04	0.01	0.00
Depreciation	1.16	0.74	0.36	0.03	0.00
EBIT	16.58	16.22	9.25	4.59	0.01
Finance costs	2.12	1.31	0.53	0.21	0.00
PBT	14.46	14.91	8.72	4.37	0.01
Tax	3.75	3.99	2.37	1.31	0.00
PAT	10.71	10.92	6.35	3.07	0.01

Projection



THANK YOU

