

**Adding Smiles To Life** 

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

Company Symbol: **QMSMEDI** 

ISIN: INEOFMW01018

Ref: QMS MEDICAL ALLIED SERVICES LIMITED

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

Dear Sir/Ma'am,

Pursuant to Regulation 30 read with Schedule III 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 BHADRA
COMPANY SECRETARY
MEMBERSHIP NO.: A56927
DATE: NOVEMBER 17, 2025

**PLACE: MUMBAI** 

# **QMS Medical Allied Services Ltd**

Trusted partner for Medical Services & Patient Journey Programs



**Investor Presentation – Q2 & H1FY26** 





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# Q2 & H1FY26 Highlights

### **Management Commentary**







**Mahesh Makhija**Founder, Chairman and Managing Director

It gives me great pleasure to present the Q2 and H1 FY26 performance highlights of QMS Medical Allied Services Ltd. We delivered a steady performance in Q2 FY26 with revenues of ₹44.7 crore, growing 20% YoY, and an EBITDA of ₹6.9 crore at a 15.5% margin. PAT stood at ₹3.6 crore. For H1 FY26, we continued to build on this momentum, with revenue growing 35% YoY to ₹91.2 crore. EBITDA for the period stood at ₹13.4 crore, and PAT at ₹6.7 crore, underscoring healthy margins, scalable operations, and consistent growth.

Our products business maintained strong traction, driven by sustained demand across our healthcare and wellness portfolio, including the Q-Devices brand. Our expanding distribution partnerships and growing presence across QMSMEDS, the government's e-Grameen portal, and other digital marketplaces continue to strengthen our market footprint.

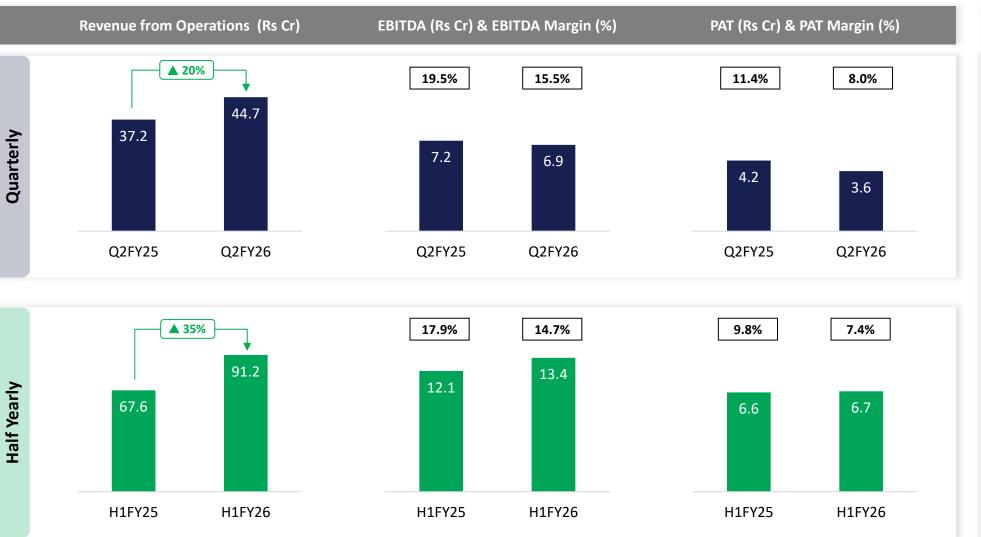
Our services vertical remains a key growth driver, supported by deeper engagement with pharma clients and increasing adoption of patient support programs. The successful integration of Saarathi Healthcare has further enhanced our capabilities and operational scale. During H1 FY26, we conducted 16,200 B2B health camps, demonstrating strong execution and improved field processes.

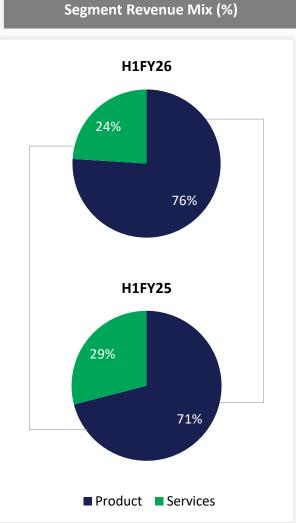
Looking ahead, we remain confident of sustaining our growth momentum through strategic partnerships, the expansion of patient support programs (PSPs), and the scaling of healthcare camps across new therapeutic areas. With a capable team and a strong execution-focused approach, QMS is well positioned to leverage India's evolving healthcare landscape and deliver long-term value to all stakeholders.



### **Consolidated Financial Performance - Q2 & H1FY26**







# **Consolidated Profit & Loss Statement – Q2 & H1FY26**



Particulars (Rs Cr)	Q2FY26	Q2FY25	Y-o-Y %	Q1FY26	Q-o-Q %	H1FY26	H1FY25	Y-o-Y %
Net Revenue from Operations	44.7	37.2	20%	46.5	-4%	91.2	67.6	35%
COGS	25.6	19.2		25.9		51.5	36.4	
Gross Profit	19.1	18.0	6%	20.6	-7%	39.7	31.1	27%
Gross Profit Margin (%)	42.8%	48.3%		44.2%		43.5%	46.1%	
Employee Expenses	3.0	2.6		3.3		6.3	4.2	
Other Expenses	9.2	8.2		10.8		20.0	14.9	
EBITDA	6.9	7.2	-4%	6.4	7%	13.4	12.1	11%
EBITDA Margin (%)	15.5%	19.5%		13.9%		14.7%	17.9%	
Other Income	0.2	0.3		0.3		0.5	0.4	
Finance Cost	1.4	1.1		1.4		2.8	1.9	
Depreciation	0.9	0.8		0.9		1.8	1.6	
PBT before Exceptional Items	4.8	5.7	-14%	4.5	8%	9.3	9.0	4%
Taxes	1.3	1.4		1.3		2.6	2.4	
Exceptional (Loss)/Gain	0	0.0		0.0		0	0.0	
PAT	3.6	4.2	-16%	3.2	13%	6.7	6.6	2%
PAT Margin (%)	8.0%	11.4%		6.8%		7.4%	9.8%	
EPS (Rs)	1.71	1.89		1.61		3.32	3.21	



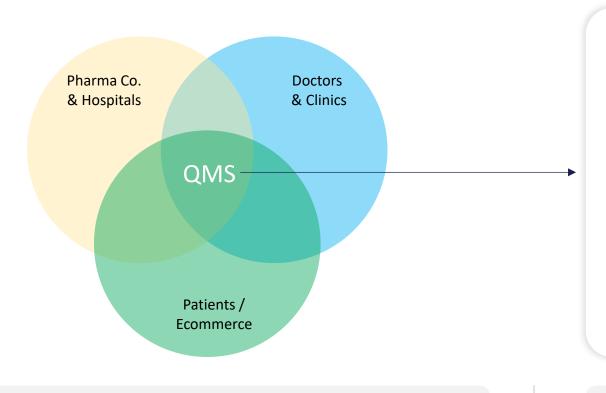
# **Company Overview**

### QMS – A Key Player in Integrated Healthcare Ecosystem



Founded in 1994, QMS has grown from a pharma marketing solutions provider into a trusted healthcare partner.

QMS MAS is a leading distributor and marketer of a diverse range of medical products, and has also expanded into high-growth services like the Patient Service Program (PSP)



- √ 30+ Years of Industry Experience in Medical Device Distribution for exclusive global brands like 3M, Heine etc
- ✓ **Leadership** in organizing and managing PSP and B2B camps
- ✓ 250+ Experienced Professionals Driving Growth & Excellence
- ✓ **130+** Institutional Clients including **50+** Leading Pharma Companies
- ✓ Proprietary developed digital health application for patient management
- ✓ QMSMEDS: Owned e-commerce platform for trusted medical devices
- ✓ Government-approved vendor on eGrameen portal, enhancing rural access
- ✓ **900+ SKUs** Covering Diverse Therapeutic & Medical Categories
- ✓ **5000+** Serviceable Pin Codes across India
- ✓ **5.7 Million**+ Happily Served Customers



To provide patients, doctors, and institutions with bestin-class medical products and services, upholding the highest standards of reliability and safety in healthcare



Vision

To revolutionize healthcare by providing comprehensive, technology-driven solutions for doctors, patients, and the medical fraternity

### **Unique Value Proposition**





#### 30 years of Industry Experience

- ✓ Proven expertise in healthcare ecosystem
- ✓ Long-standing **50**+ leading pharma companies (including top 10)







- ✓ Tech integrated service provider
- ✓ **Channel Partner** for leading global medical devices brands









#### **Promoters & Management Team**

- ✓ Experienced leadership with strong pharma and healthcare expertise
- ✓ 250+ experienced professionals driving growth & excellence
- ✓ Strategic vision aligned with evolving healthcare demands



#### **Holistic Solutions Provider**

✓ Offers integrated smart devices and patient engagement services

#### **Products**

- B2B Sales Pharma & Hospitals
- E-Commerce
- Point of Care

#### Services

- PSP
- B2B Camps
- Educamedics



#### **Strong Capabilities / Entry Barrier**

- ✓ Pan India network spanning 100+ cities and 5,000+ pin codes
- ✓ Proprietary integrated digital health application
- ✓ Digital ecosystem tracks >10L patients and >700 programs with real-time analytics
- ✓ High entry barrier via CDSCO
  license

Transforming Healthcare Solutions through Technology and Service Excellence

### **Our Remarkable Journey over 30 Years**











#### 1994 – 2005

- Formation of Queens Marketing Services as a sole proprietorship
- Exclusive partnership with 3M MSD
- Revenue crossed Rs 10 Cr in 2005

#### 2006-2015

- Exclusive partnership with Heine for Diagnostic Equipment in 2008
- Added Educa-medics services to the portfolio in 2010
- Revenue crossed **Rs 20 Cr** in 2012

#### 2016-2020

- Formation of QMS MAS (Pvt. Ltd) in 2017
- Exclusive tie-up with Bio-Sense
   Diagnostics in 2018
- Revenue crossed Rs 50 Cr in 2018 and Rs 100 Cr in 2020

#### 2021-2025

- Launched the Patient Service
   Programs (PSP) services in 2021
- Listed on the **NSE Emerge** in 2022
- Signed Kapil Dev as a Brand Ambassador
- Launched in the Retail & Digital
   Space
- Acquired 51% stake in Saarathi
   Healthcare Pvt Ltd pioneer in
   Patient and Disease Management
   Services and Phygital Solutions
- Revenue crossed **Rs 156 Cr** in 2025

### **Distinguished Board of Directors**





### Mahesh Makhija

Founder, Chairman and Managing Director

- Founded the company in 1994 and leads Business Development, Expansion, Strategic Alliances, Business Strategy, and Mergers & Acquisitions.
- His expertise has been instrumental in transforming company from a sole proprietorship into a publicly listed leader.
- 35+ years of experience in the Indian healthcare industry, served in senior positions at multinational companies.
- Holds a Bachelor's degree in Mathematics
   Operations Research and MBA in
   Marketing from Mumbai University



Dr. Guddi Makhija

Medical Training & Administration

- Renowned Homeopathic Physician and Therapist, oversees recruitment and administrative management, including validation and inspection of new service lines.
- Played a key role in the inception and development of QMS MAS.
- Holds a degree in Homeopathic Science from SCMP Medical College, fellowship in Advanced Homeopathy from Maharashtra University of Sciences, and completed a HR Course from the Indian Society for Individual and Social Development. Actively involved in social causes, works with the Satya Sai Baba Trust



**Dr. D N. Pathak**Principal Advisor

- 30+ years of experience in budgeting, audit, and corporate management.
   Currently, serves as Director on several boards including CSC (MeitY), Global Payments, UV-ARC, and Medikabazar.
- Previously served as Principal Chief Controller of Accounts at the Ministry of Education and as CCA across key ministries, including Finance, Steel & Mines, Health, and Commerce.
- An alumnus of BHU & JNU, and completed post-doctoral research at leading U.S. institutions. Published author and speaker, recognized for contributions in biomedical and management field



**CA Prajwal Poojari** Independent Director

- Chartered Accountant with over 15 years of professional experience.
- Currently, serves as an independent director at the company.
- Deep understanding of regulatory frameworks and ethical practices



**Niken Shah** Independent Director

- Over 12 years of experience in Corporate Business, Legal, and Strategy.
- Proficient in navigating complex legal landscapes and formulating robust business strategies

### **Experienced Management Team**





**Charles James**Head of E-Commerce

- Joined QMS MAS in 1999, currently heads the Ecommerce division.
- Previously led a team at the Candid Group, delivering successful advertising campaigns in the FMCG sector.
- B.Com. Graduate from the University of Mumbai



**Kaushik Guha Thakurta** General Manager, B2B Sales & Marketing

- Served as the General Manager of QMS MAS since 2014.
- Previously served as the National Sales Head for medical sciences division at 3M India, Tanita India, and Kubs Safes and Locks.
- Holds a B.Sc. In Chemistry from St. Xavier's College, Kolkata, and MBA in Marketing from Sikkim Manipal University



**Abhishek Tiwari**General Manager, B2B Sales & Marketing

- · Joined QMS MAS in 2006.
- Previously held key positions at Emcure Pharmaceuticals, Biological E Limited, and Virchow Biotech.
- Holds a B.Sc. In Biology from the University of Nagpur and has completed multiple certified courses in Marketing



**Ajinkya Naik** Head of Patient Screening Programs

- A qualified Biomedical Engineer with 10 years of experience in the medical devices industry. Currently, lead the company's service vertical, overseeing end-to-end operations.
- Previously, gained experience in purchase and sales at Collateral Medical in Mumbai.
- Holds a B.Sc. in Biomedical Engineering from the University of Mumbai



**Megha Khattar** Health Manager

- A registered and certified nutritionist, heads the Patient Service Programs at QMS MAS.
- Oversees the entire service portfolio and operations across diverse therapy areas



**Tanay Surkund**Head of Institutional Business & Special Projects

- Heads newly established business vertical, focusing on distribution of medical devices.
- Previously, launched the distribution of Littmann and Heine products and established the E-Commerce Department. He is also the Co-founder of Prescrip Health Technology.
- Holds a BPharmSc from University of Mumbai and a Master's in Health Policy and Administration from Washington State University, USA



# **Our Offerings – Products & Services**

## 1. Product – Extracting Value in a Competitive Space...





With a legacy of ~30 years in the industry, we ensure reliable distribution, foster strong partnerships, and leverage nationwide reach to make healthcare more accessible



Long standing relationships as Channel Partners for leading **Global Brands** 

































900+ SKUs - Comprehensive range of medical products including BP monitors, stethoscopes, BMI scales, orthotics, and surgical kits and others



Engaging with **1M+** Doctors nationwide



Clocked **Rs 110 Cr** Revenue in FY25 including Rs 10 Cr from Q-Devices



Healthy EBITDA Margin range of 12-15%

#### Q-Devices - Launched in 2023, offering a range of Medical/Wellness Devices



- ✓ Own brand offers control on quality and supply chain, thereby improving margins
- ✓ Leverages industry and product insights to offer diverse range of solutions on demand
- ✓ Complements the company's existing sourcing partnerships



Long Knee Brace

Menstrual

**Heating Pad** 



Nano Ionic Steamer











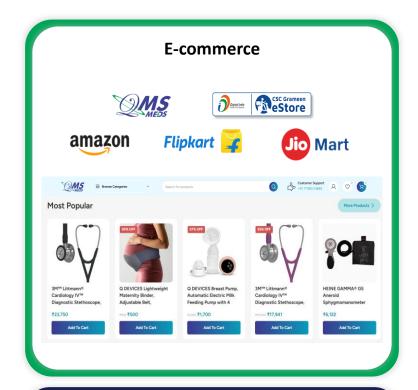
### ... Marketed and Distributed through Offline and Online Modes







- ✓ Provides strips/consumables during doctor clinic camps, enabling efficient on-site testing and patient engagement
- ✓ CDSCO license holder, ensuring compliance and quality
- ✓ Clocked Revenue of **Rs 9.9 Cr** in H1FY26



- ✓ **QMSMEDS**: Owned and Developed in-house, for a convenient access to leading healthcare device brands at the best price in one place
- ✓ Easily compares features and prices across brands
- ✓ Clocked Revenue of **Rs 0.5 Cr** in H1FY26

leading Pharma Companies in India

nationwide distribution

✓ Collaboration with 50+ (including the Top 10)

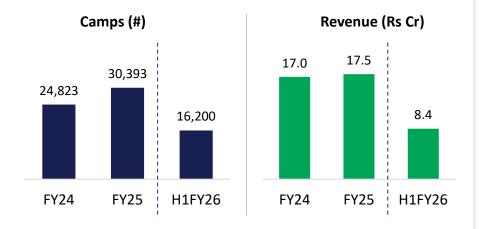
✓ Started supplying to **Hospitals**, last fiscal, for

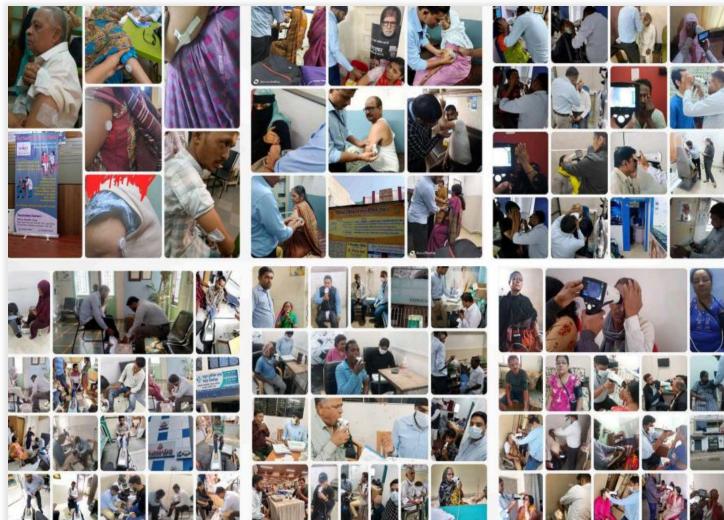
## 2. B2B Camps – Pharma Driven Health Engagements



### Pharma backed B2B Camps

- QMS acts as the backend service provider, enabling pharma companies to conduct structured, shortduration health camps at doctors' clinics
- ✓ Pharma companies, through their medical representatives, engage doctors and mobilize patients
- ✓ QMS manages the end-to-end camp infrastructure diagnostics, reporting, logistics, tracking, & feedback





### 3. Patient Support Programs – Enhancing Patient Outcomes...



#### What is Patient Support Programs (PSP)?



PSP provides customized **Patient Support** and Outreach Programs designed to improve treatment outcomes



Patients are introduced to the PSP by the **pharma company's**Medical Rep as part of their promotional campaign



Focused on **chronic disease** management like Ophthalmology, Orthopedic, Diabetes, Hypertension, Cardiology & more



PSPs are a **\$70B** market worldwide, showing strong growth and adoption across pharma



In India, regulatory limits on direct promotions are driving rapid **PSP growth**, creating opportunities to engage patients and improve outcomes

#### **Scope for QMS**

✓ QMS manages **end-to-end patient management**, including reminders, consultations, and follow-ups through tech platforms



✓ Robust Network:

```
900+ Dieticians | 135 Certified DMLTs | 100+ Preventive Camps daily
220+ Dietitian Sessions (online/offline) | 15+ Point-of-care Devices Deployed
400K+ Full-time, 1000+ Part-time Associates | 150+ Counseling Centers
```

- ✓ Clocked **Rs 25 Cr** (including Saarathi Healthcare) Revenue in FY25
- ✓ Healthy EBITDA Margin range of 30-35%
- ✓ Acquired **51%** in Saarathi Healthcare, one of India's pioneer in disease management and patient support programs

## ...through Our Proprietary Integrated Technology Platform



QMSMAS Patient Service Ecosystem: Scalable Healthcare Innovation
Focus on patient care, scalability (via AWS), and innovative healthcare solutions

\* ISO 9001 \*



#### **Tele Intervention**

No. of Programs: 350 No. of Patients: 6-7 L



#### **Field Intervention**

No. of Programs: 250 No. of Patients: 21



#### **Phygital**

No. of Programs: 125 No. of Patients: 3L



#### **Patient Assistance**

No. of Programs: 65 No. of Patients: 1L



#### **Diagnostic Program**

No. of Programs: 42 No. of Patients: 2L



aws

Programs >700



**HCP's** > 3.5 L



Patients >10 L

#### **Key Advantages**

Emphasizes the strengths and value propositions of the QMSMAS Ecosystem



**Proprietary & In-House:** Fully developed integrated digital health application



**Centralized CRM**: Integrates all PSPs for real-time patient tracking, analytics, and engagement insights



**Cloud-Enabled**: AWS-hosted for scalability, security, and ISO 9001-compliant operations



Al & Data-Driven Care: Monitors & identifies at-risk patients, enables personalized interventions



**Large-Scale Reach**: Supports 700+ programs, 1M+ patients, & 350,000+ healthcare professionals

## Case Study: HumRahi - Flagship PSP Partnership with Lupin





Exclusive Patient Support Program by Lupin, managed by QMS



### **Covers multiple chronic/specialty conditions:**

Diabetes, Hypertension, Cardiology, Respiratory, Ophthalmology, Orthopedic, Dietetics, OBGYN & more



No registration or subscription fee for eligible patients



#### **Key Offerings:**

- Personalized diet & counseling sessions (online + offline)
- Free diagnostic tests & medication access
- Multi-language patient education & awareness campaigns
- Regular follow-up reminders for better adherence



#### Scale & Reach

- 10,000+ patients empowered so far
- Available in 15+ languages, ensuring inclusivity
- Nationwide coverage via dietitians, counsellors & digital platforms



### **Strategic Value for QMS**

- Demonstrates ability to manage large, complex, multi-specialty PSPs
- Strengthens pharma partnerships (Lupin as marquee client)
- Creates strong validation for QMS's endto-end patient management capabilities



## 4. Educamedics – Bridging Education and Healthcare



### Specialized Medical Education

- ✓ Provides specialized education for healthcare professionals to stay updated with the latest medical knowledge.
- ✓ Delivers **tailored and reliable learning** through online courses, webinars, conferences, and recorded lectures.

### Unique Strengths (USPs):

- ✓ **Customized Content:** Relevant, globally informed scientific education from credible sources
- ✓ **Engaging Formats:** Interactive learning designed to suit diverse professional needs
- ✓ Proven Impact: Thousands of professionals trained through these programs every year





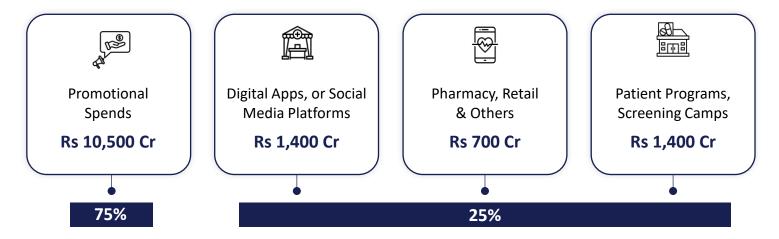
# **Opportunity Ecosystem**

### **Market Opportunity Landscape**



The Total Indian Pharma Market is estimated to reach a value of INR 239,600 Cr. in 2024 (source: IQVIA report), of which Retail Sector may account for an estimated Rs. 177,300 Cr

### Advertising/Promotional Spends Amounting to 8% of Retail Sector Revenue





### **Key Drivers**

- Regulatory Shift: Stricter limits on direct promotions boost PSP growth and patient engagement
- Market Transition: Move from unorganized to organized players enhances efficiency and scalability
- **Chronic Disease Surge:** Rising diabetes, cancer, and heart disease increase demand for tailored PSPs
- Digital Innovation: Telehealth, AI, and mobile apps transform patient monitoring and engagement
- Government Support: Policies like Ayushman Bharat expand PSP access and affordability
- Patient Empowerment: Awareness drives demand for holistic PSPs with counseling and financial aid



- 30+ years of expertise in healthcare industry
- Long-standing collaborations with top pharma companies
- Proprietary integrated digital health application that streamlines PSP, adherence and outcomes
- Real-time patient journey analytics through CRM
- CDSCO license creates high entry barrier

### **Roadmap to Scalable Growth**



#### **Q-Devices Scale-Up**

Driving sustainable growth through diagnostics, home-care solutions, and PSP integration



#### eGrameen Portal Access

Exclusive healthcare vendor – unlocking underserved rural and semi-urban markets for Q-Devices & partner products

#### **Large-Scale Patient Support Programs**

Execution of flagship programs like **HumRahi (Lupin)** showcase expertise
in nationwide patient adherence and
monitoring











### **Business Strategy**

#### **Point-of-Care Expansion**

Rapid screening & diagnostics closer to patients, accelerating PSP enrolments & device adoption

### **Saarathi Acquisition**

Strengthening PSP leadership with majority stake in India's disease management pioneer, covering the full patient journey and enabling long-term pharma partnerships



#### **Industry Tailwinds**

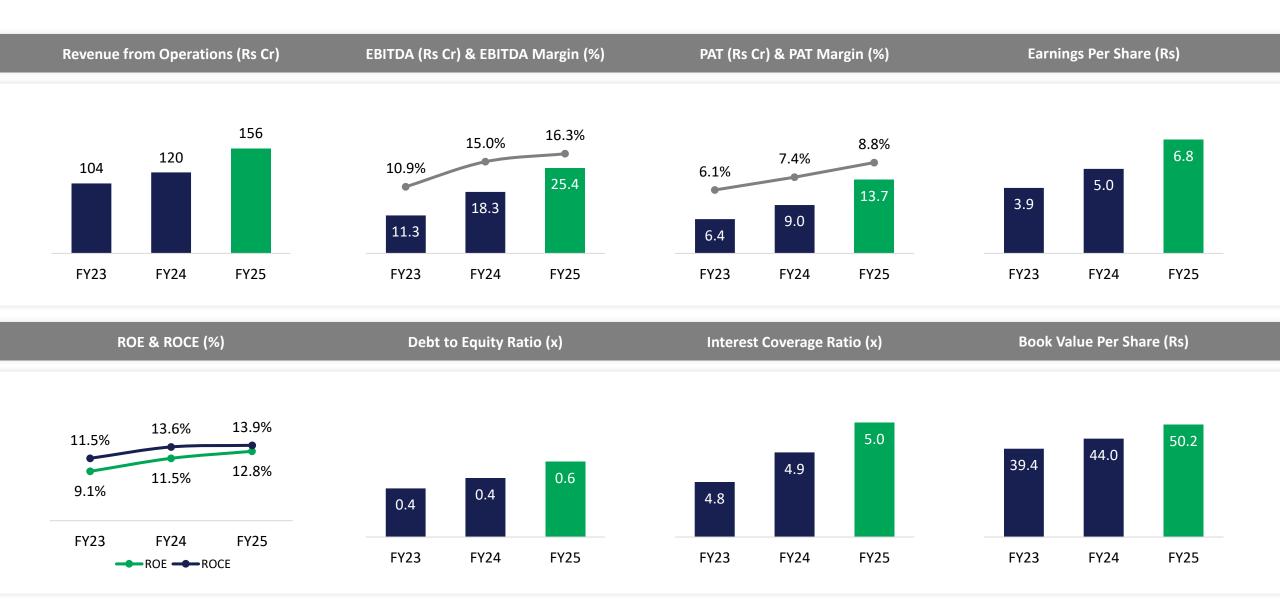
Pharma shifting to solutions-driven engagement; growth driven by chronic disease burden, access initiatives, affordability focus & demand for structured PSPs



# **Annual Financials**

## **Key Financial Metrics**





# **Consolidated Profit & Loss Statement**



Particulars (Rs Cr)	FY23	FY24	FY25	CAGR
Net Revenue from Operations	104.0	122.1	156.0	22%
COGS	77.9	79.9	81.6	
Gross Profit	26.2	42.2	74.4	
Gross Profit Margin (%)	25.1%	34.6%	47.7%	
Employee Expenses	3.7	5.5	9.6	
Other expenses	11.1	18.4	39.4	
EBITDA	11.3	18.3	25.4	50%
EBITDA Margin (%)	10.9%	15.0%	16.3%	
Other Income	0.7	0.5	1.7	
Finance Cost	2.3	3.1	4.6	
Depreciation	1.1	3.4	3.8	
PBT before Exceptional Items	8.7	12.2	18.7	47%
Taxes	2.3	3.2	5.0	
Exceptional (Loss)/Gain	0.0	0.0	0.0	
PAT	6.4	9.0	13.7	46%
PAT Margin (%)	6.1%	7.4%	8.8%	
EPS (Rs)	3.9	5.0	6.8	

# **Consolidated Balance Sheet**



Liabilities (Rs Cr)	Mar-23	Mar-24	Mar-25	Sept-25
Share Capital	17.9	17.9	17.9	19.3
Reserves & Surplus	52.6	60.7	71.9	85.9
Minority Interest	0.0	0.0	17.4	18.1
Shareholders' Funds	70.4	78.5	107.1	123.3
Long Term Borrowings	1.5	2.4	9.4	7.2
Long Term Provisions	0.1	0.1	0.3	0.4
Other Non-Current Liabilities	0.4	0.3	-0.2	0.1
Total Non-Current Liabilities	1.9	2.8	9.6	7.7
Short Term Borrowings	24.1	32.2	50.8	57.7
Trades Payable	19.3	19.8	16.9	13.5
Other Current Liabilities	0.8	0.9	3.5	5.9
Short Term Provisions	1.2	1.1	1.9	1.8
Total Current Liabilities	45.4	54.0	73.1	78.9
Total Equity and Liabilities	117.7	135.3	189.8	210.0

Assets (Rs Cr)	Mar-23	Mar-24	Mar-25	Sept-25
Property, Plant & Equipment and Intangible Assets	26.5	25.6	26.8	26.1
Capital Works-in-Progress	0.0	0.0	0.0	0.0
Other Non-Current Assets	4.3	3.9	43.0	55.5
Total Non-Current Assets	30.8	29.5	69.8	81.6
Inventories	29.9	37.6	39.3	41.7
Trade Receivables	39.0	41.4	43.2	41.6
Cash and Cash Equivalents	2.4	0.3	1.1	2.1
Short-Term Loans and Advances	3.3	3.9	3.4	3.4
Other Current Assets	12.3	22.6	33.0	39.6
Total Current Assets	86.9	105.8	120.0	128.4
Total Assets	117.7	135.3	189.8	210.0

## **Consolidated Cash Flow Statement**



Particulars (Rs Cr)	FY23	FY24	FY25	H1FY26
Net Profit Before Tax and Extraordinary items	8.7	12.2	18.7	9.3
Adjustments for: Non-Cash Items / Other Investment or Financial Items	0.7	3.3	3.5	2.2
Operating Profit Before Working Capital Changes	9.4	15.5	22.2	11.5
Changes in Working Capital	-14.7	-10.7	3.5	-3.5
Cash Generated From Operations	-5.3	4.8	25.7	8.0
Direct Taxes Paid (Net of Refund)	-2.3	-3.4	-5.6	-2.3
Net Cash From Operating Activities	-7.5	1.4	20.1	5.7
Net Cash From Investing Activities	-25.1	-2.7	-45.5	-11.0
Net Cash From Financing Activities	31.7	0.4	25.9	6.4
Net Decrease/Increase in Cash and Cash Equivalents	-0.9	-1.0	0.5	1.1
Add: Cash & Cash Equivalents at the Beginning of the Period	2.2	1.3	0.3	1.1
Addition from Subsidiary	0.0	0.0	0.2	0.0
Cash & Cash Equivalents at the End of the Period	1.3	0.3	1.1	2.1

# **Thank You**



### **QMS Medical Allied Services Ltd**

Tanay Surkund

tanaysurkund@qmsmas.com

022 6288 1111

2 1A-B/2A-B, Navkala Bharti Building, Road No.3, Santacruz East, Mumbai 400055

www.qmsmas.com



### **Stellar IR Advisors Ltd**

Ankit Jain

ankit@stellar-ir.com

+91 22 62398024

A-405, Kanakia Wall Street, Andheri (East), Mumbai 400 093

www.stellar-ir.com