

**Date: 09 August 2025**

**To**

The Secretary  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400 001  
**Scrip Code: 544293**

The Secretary  
**The National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1. G Block  
Bandra -Kurla Complex, Bandra (East)  
Mumbai- 400 051  
**Scrip Symbol : SURAKSHA**

Dear Sir / Ma'am,

**Reg: Disclosure under Regulation 30(6) of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015**

**Sub: Presentation to be made at the Analyst(s) / Investor(s) Meet/ Conference- Earnings Call**

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our intimation dated 31 July 2025 regarding schedule of Analyst(s)/ Investor(s) Meet /Conference i.e Earnings Call on Monday, 11 August 2025 at 11:00 am (IST), we are hereby enclosing a copy of Investor Presentation on the unaudited (standalone and consolidated) financial results of the Company for quarter and three months ended 30 June 2025.

The Investor Presentation will be exhibited at the aforesaid Earnings Call and the same will be made available on the website of the Company at <https://www.surakshanet.com/pdf/investor/Suraksha%20Investor%20Presentation%20Q1%20FY%202025-26.pdf>

Please note that the schedule of the aforesaid Earnings Call is subject to change. The changes might happen due to exigencies on the part of the Company/ Analyst(s)/ Investor(s).

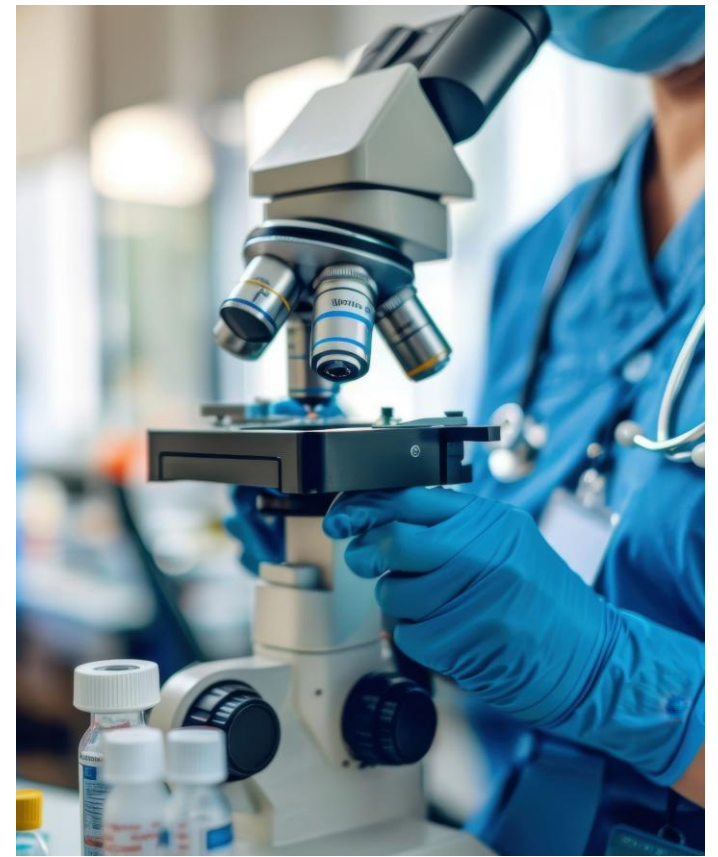
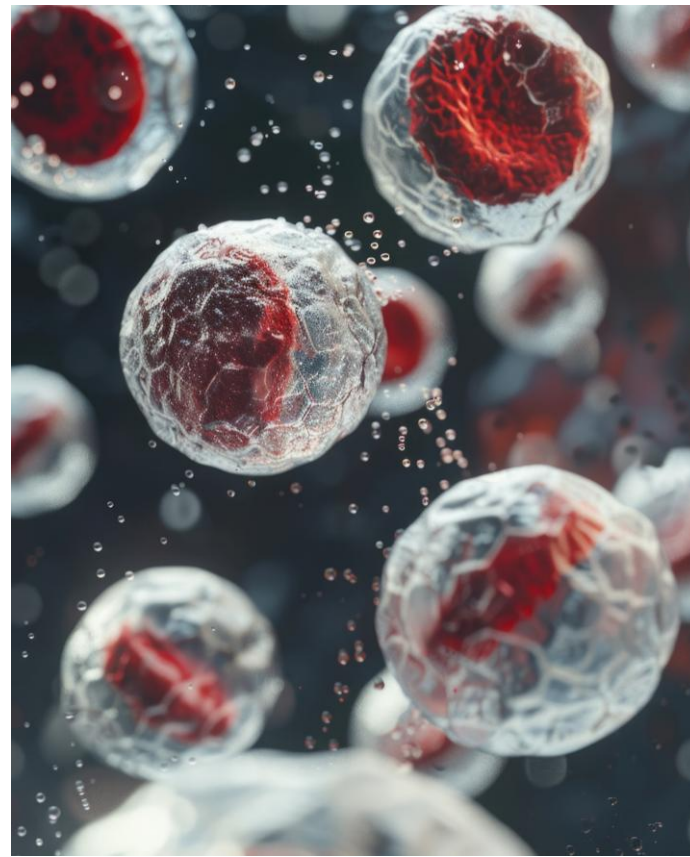
This may please be informed to all the concerned.

For **Suraksha Diagnostic Limited**

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**Mamta Jain**  
Company Secretary & Compliance Officer

**Encl:** As above



**Suraksha**  
Clinic & Diagnostics

**SURAKSHA DIAGNOSTIC LIMITED**

**Investor Presentation | Q1 FY26**

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**Suraksha**  
Clinic & Diagnostics

**Q1 FY26 Highlights**

# Q1 FY26 At A Glance

as of 30 June 2025

9

Labs

0.34 million

Patients Served  
(Q1 FY26)

1.92 million

Tests Performed  
(Q1 FY26)

₹ 2,101

Revenue per patient  
(Q1 FY26)

58

Diagnostic Centres

314

Doctors

26

CT Machines

₹ 707

EBITDA per patient  
(Q1 FY26)

170

Collection Centres

7

NABL accredited  
labs

15

MRI Machines

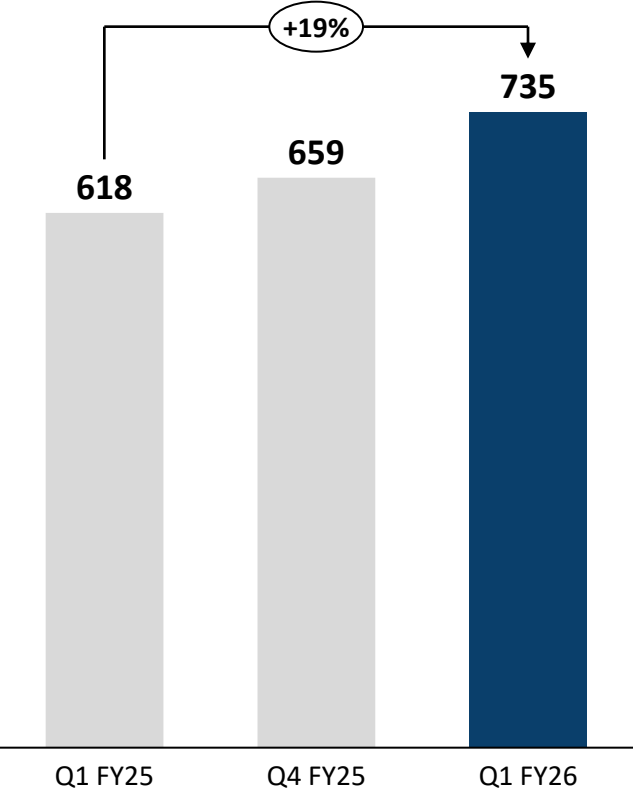
₹ 38 million

Revenue per lab  
(Q1 FY26)

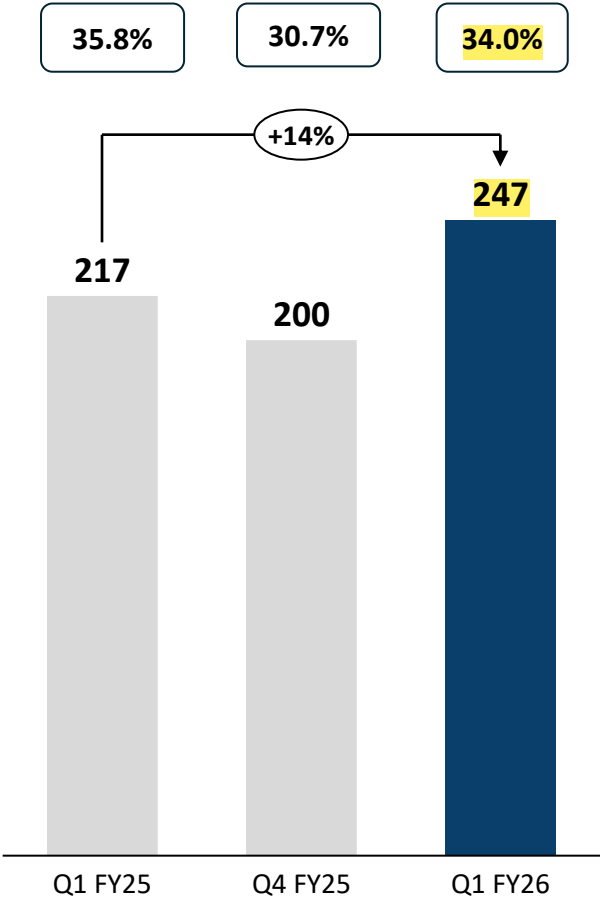
Note: National Accreditation Board for Testing and Calibration Laboratories (NABL)

# Consolidated Financial Performance – Q1 FY26

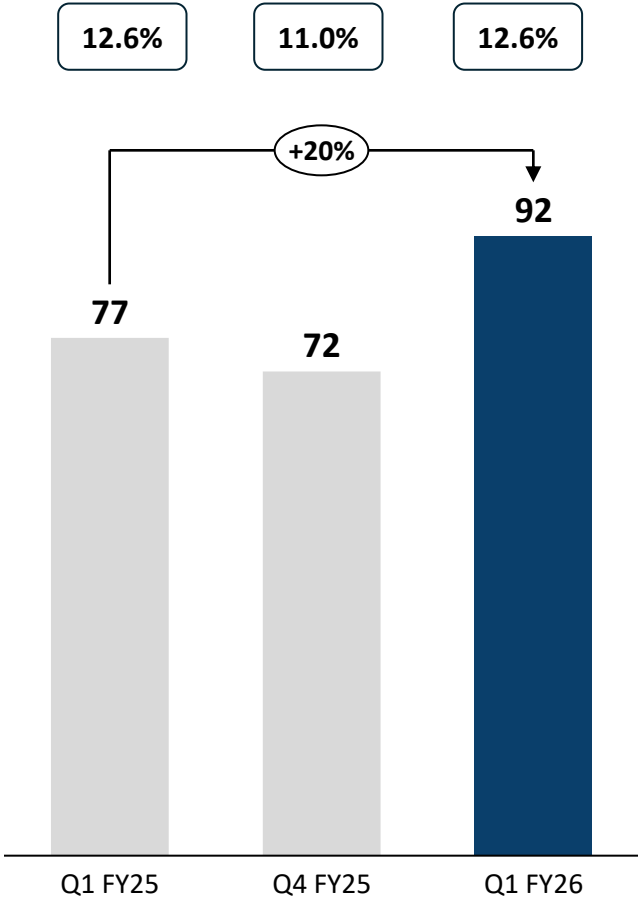
## Total Income (₹ million)



## EBITDA (₹ million)

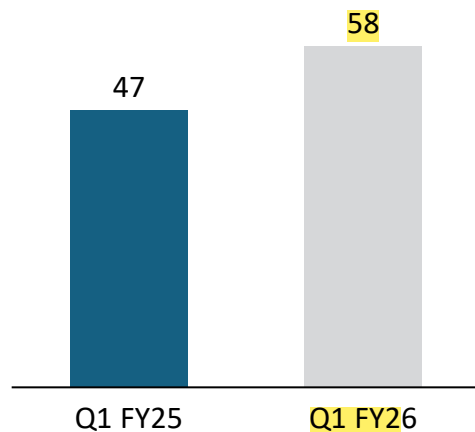


## PAT (₹ million)

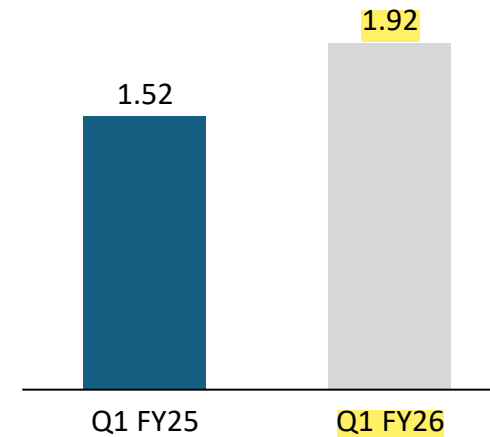


# Key Performance Metrics For Q1 FY26

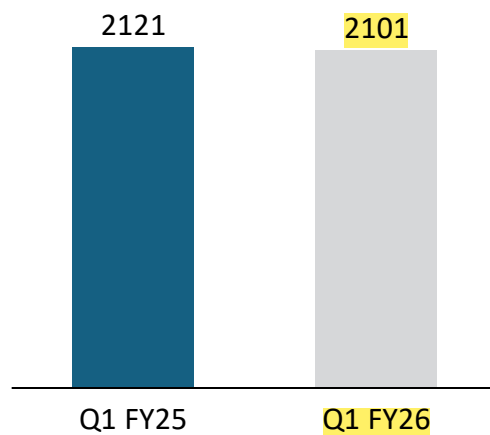
## Number of Centres



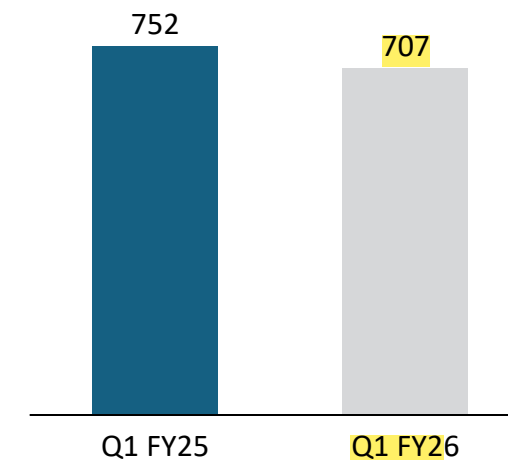
## Number of Tests (million)



## Revenue / Patient (₹)



## EBITDA / Patient(₹)



# Profit & Loss Statement (Consolidated)

Particulars (₹ million)	Q1 FY26	Q1 FY25	Y-o-Y	Q4 FY25	Q-o-Q
Revenue from Operations	725.86	607.32		650.95	
Other Income	9.06	11.17		8.17	
<b>Total Revenue</b>	<b>734.92</b>	<b>618.48</b>	<b>18.83%</b>	<b>659.12</b>	<b>11.50%</b>
Cost of Material Consumed	87.51	66.37		88.48	
Employee Benefit Expenses	127.75	103.79		102.03	
Other Expenses	282.01	229.53		260.53	
Impairment Loss	-8.90	1.58		8.02	
<b>EBITDA</b>	<b>246.56</b>	<b>217.21</b>	<b>13.51%</b>	<b>200.05</b>	<b>23.25%</b>
<b>EBITDA Margin (%)</b>	<b>34.0%</b>	<b>35.8%</b>		<b>30.7%</b>	
Depreciation	94.82	89.93		87.29	
Finance Cost	27.05	22.15		20.63	
<b>Profit before Tax &amp; Exceptional Item</b>	<b>124.69</b>	<b>105.13</b>	<b>18.60%</b>	<b>92.13</b>	<b>35.35%</b>
Exceptional Item	0.00	0.00		0.00	
<b>Profit before Tax</b>	<b>124.69</b>	<b>105.13</b>	<b>18.60%</b>	<b>92.13</b>	<b>35.35%</b>
<b>Profit before Tax (%)</b>	<b>17.2%</b>	<b>17.3%</b>		<b>14.2%</b>	
Tax	32.94	28.46		20.42	
<b>Profit After Tax</b>	<b>91.75</b>	<b>76.67</b>	<b>19.67%</b>	<b>71.71</b>	<b>27.95%</b>
<b>PAT Margin (%)</b>	<b>12.6%</b>	<b>12.6%</b>		<b>11.0%</b>	
EPS	1.80	1.49		1.42	





## ABOUT FETOMAT

- Incorporated in May 2021, Fetomat Wellness Private Limited (“Fetomat”) is a network of fertility and pregnancy care clinics
- Fetomat focuses on pregnancy care, women’s ultrasound scans, prenatal diagnostics, genetic counselling and medical training for doctors
- Fetomat is one of Eastern India’s leading centers for fetal and maternal medicine and operated 2 centers as of 31 March 2024
- For FY24, Fetomat’s turnover was ₹ 4.11 crore with an EBITDA of ₹ 0.56 crore

## Key Highlights of Strategic Investment



In March 2025, the Board approved a proposal for a strategic investment in Fetomat



Upon deal completion on 09 April 2025, we held 63% stake in Fetomat



This strategic acquisition will help integrate fetal medicine expertise into our existing healthcare framework

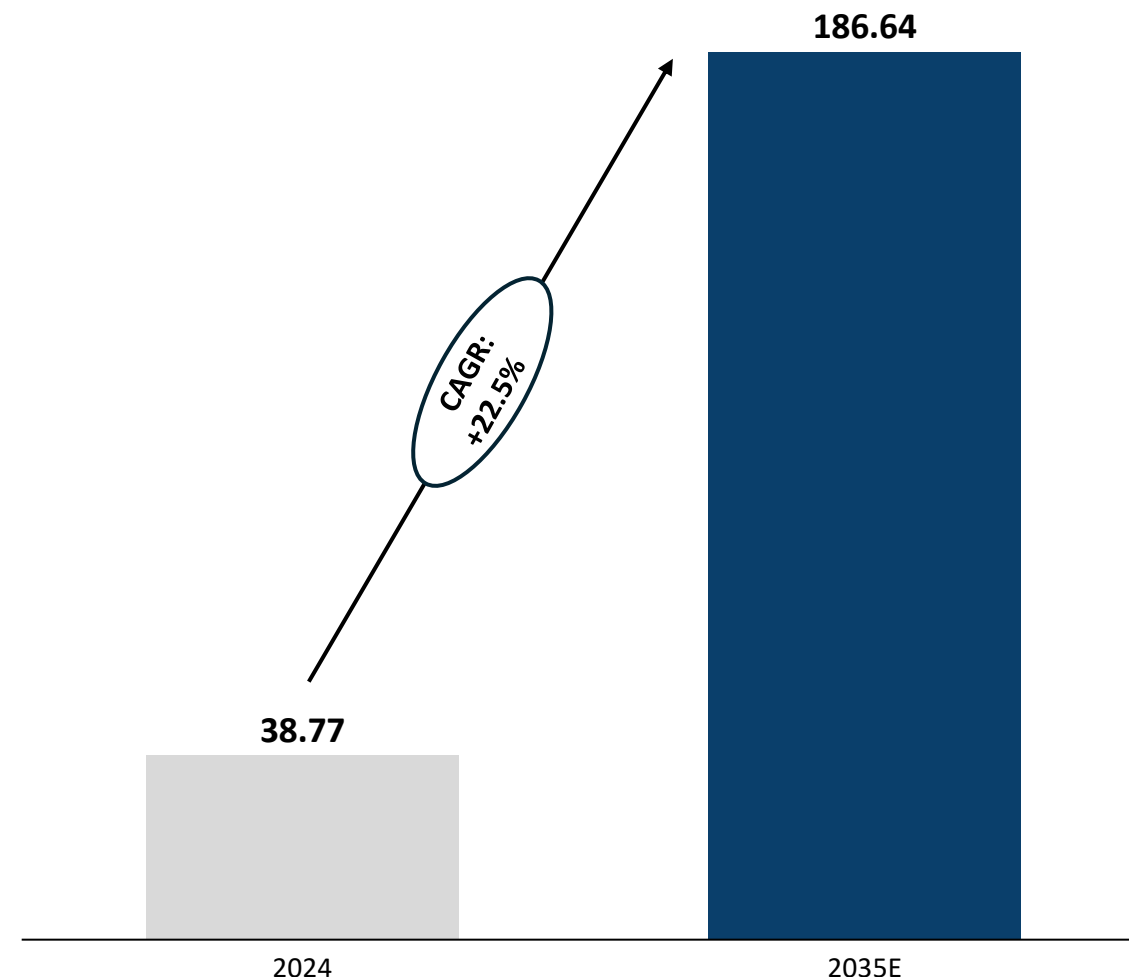


The synergies with Fetomat will enhance innovation in fetal medical diagnostics, strengthening our industry position

## ABOUT GENOMICS VERTICAL

- In July 2025, we announced the launch of Suraksha Genomics, a new vertical for advanced genetic and molecular testing services
- Suraksha Genomics offers robust infrastructure and critical capabilities across prenatal diagnostics (QF-PCR, Karyotyping, FISH, Microarray, NIPT), inherited disease analysis (including single-gene mutation detection and whole exome sequencing), pharmacogenomics, and oncology-focused molecular panels
- Focused on scaling into high-impact domains such as whole genome and metagenomic testing, AI integration and laying the groundwork for population-scale genomic screening initiatives
- Aim to contribute to national priorities such as rare disease diagnosis, newborn screening, and preventive genomics, while also expanding research and public health initiatives
- Total investments: ₹ 220 million; Incremental investment over the next 24 months: ₹ 460 million

## Global Genetic Testing Market Size (\$ Bn)

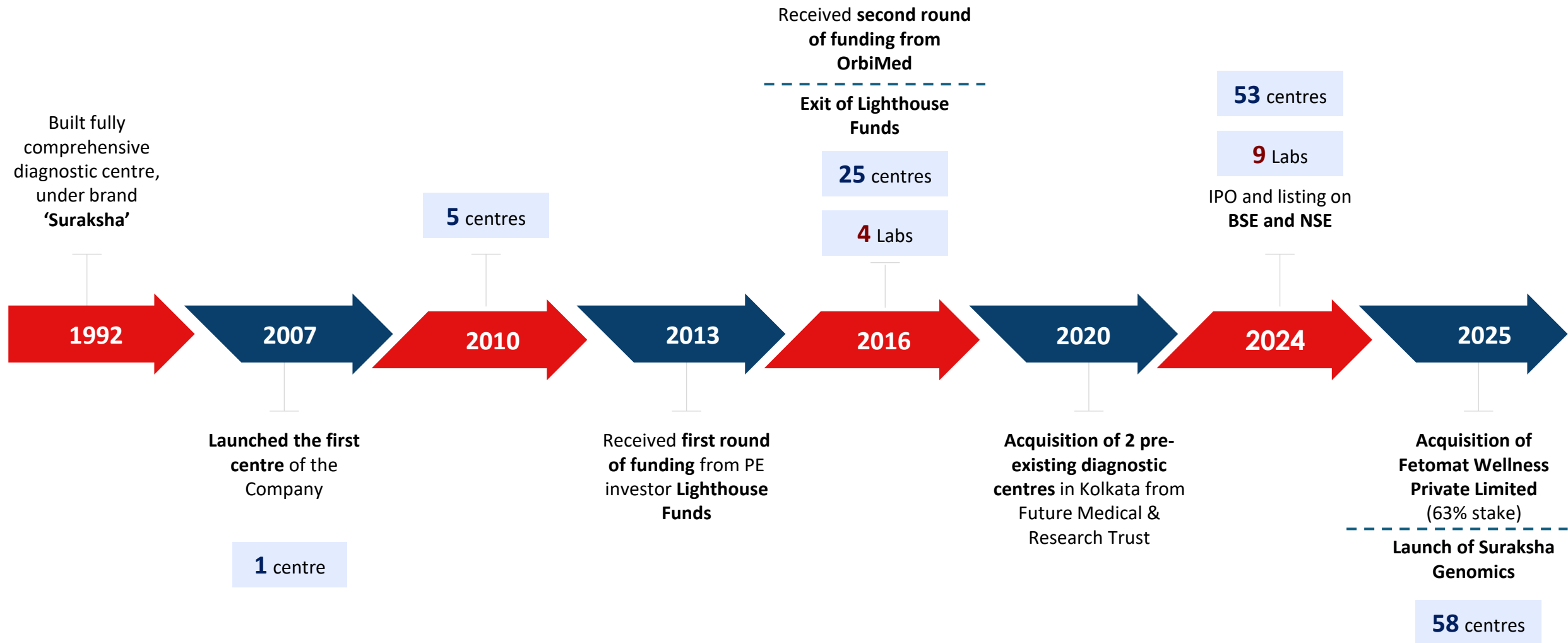




**Suraksha**  
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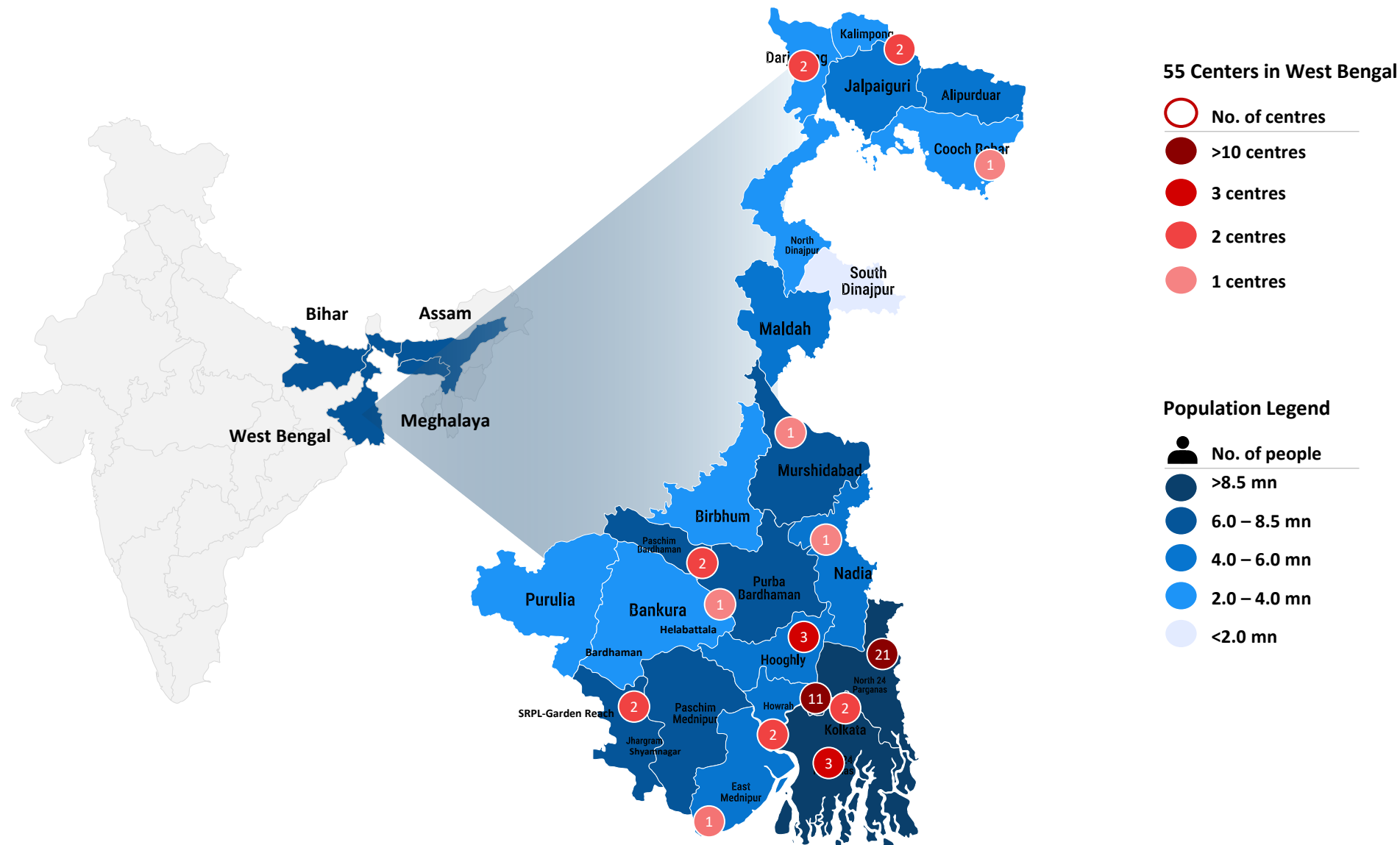
## Company Overview

# Evolution To The Largest Integrated Diagnostic Chain In East India
































# Deeply Entrenched In The Vital Geography Of West Bengal

- 4<sup>th</sup> most populous state in India
- Fragmented market with low penetration of chained diagnostic centers
- Accounted for 95.5% of FY24 Revenue from operations



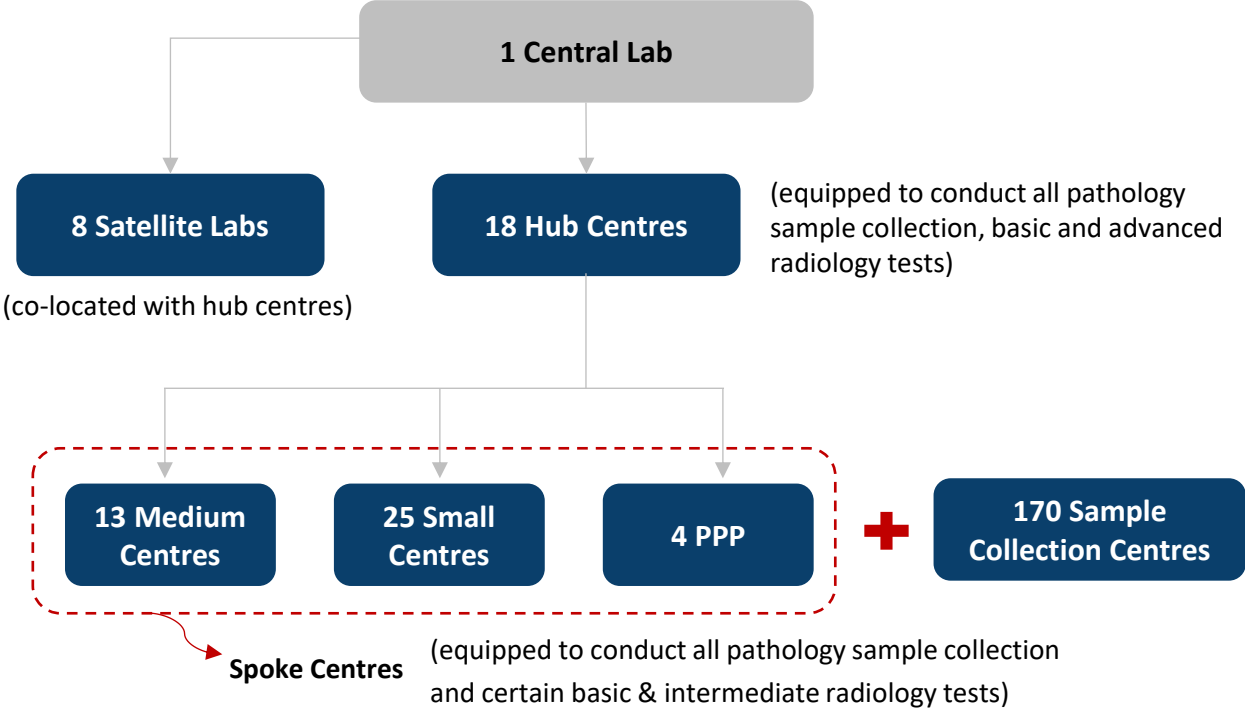
# Hub & Spoke Operating Model

Modalities Offered								Key Stats	
Hub Centres	Large Centres							 # of doctors & employees / centre	 Area
								30-40 	5,000 – 8,000 sq. ft 
Medium Centres								20-25 	2,500 – 5,000 sq. ft 
		CT-Scan	USG	X-Ray	Neurology	Cardiology	Pathology		
Small Centres								12-15 	1,500 – 3,500 sq. ft 
		USG	X-Ray	Cardiology	Pathology				

Note: 1) as of 30 June 2025



Operational Network<sup>(1)</sup>

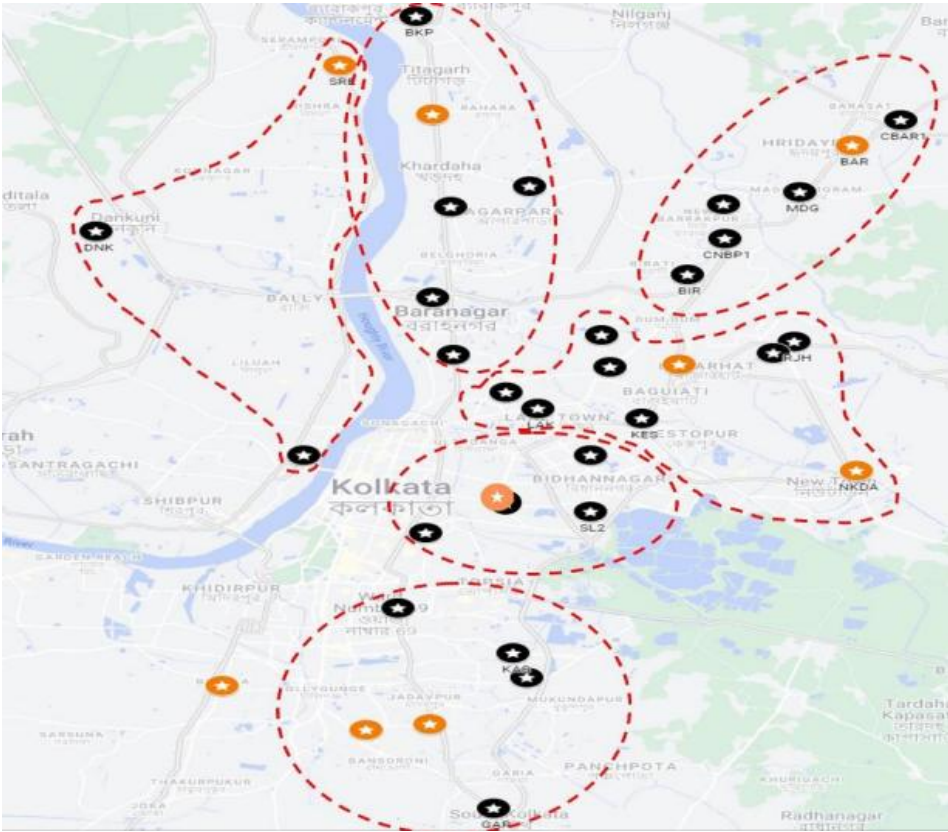


Enhanced **brand penetration** through ability to serve more customers



Unlocks **economies of scale**

Demonstrated success in Kolkata region with significant potential for future growth<sup>2</sup>



**Hub centres**  
Offers pathology tests, basic & advanced radiology tests

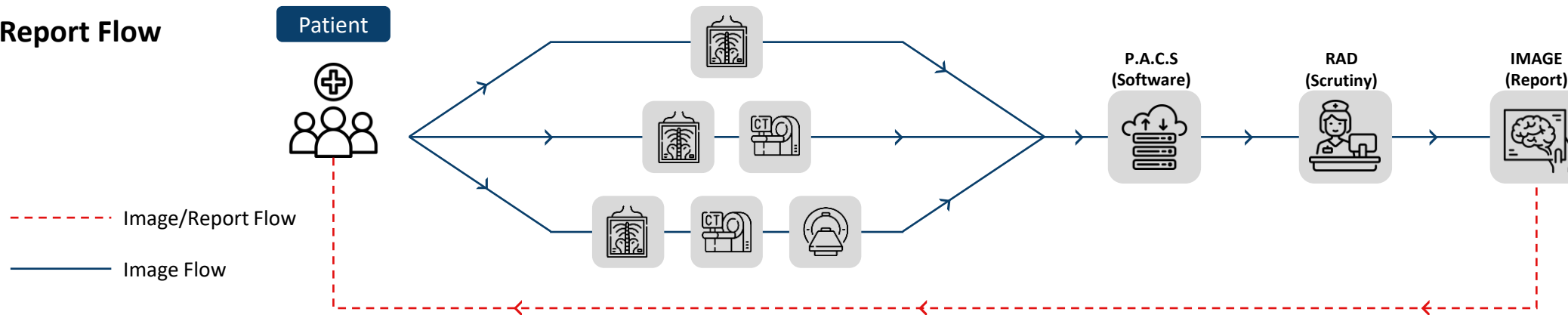


**Spoke centres**  
Offers pathology tests, basic and intermediate radiology tests

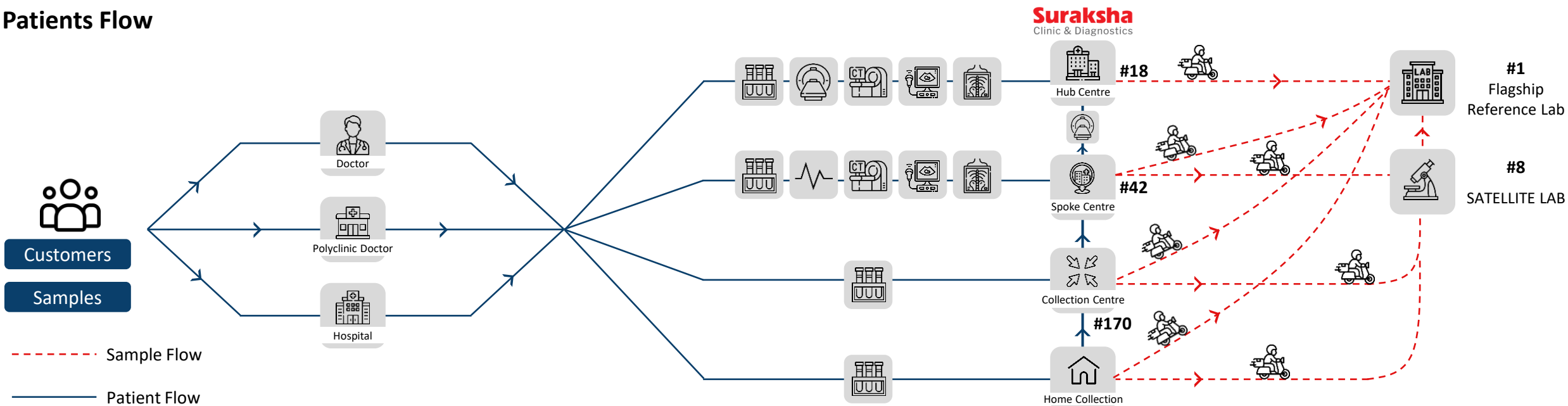
Note: 1) as of 30 June 2025; 2) Map illustrating the ‘hub and spoke’ model in the diagnostic centre network in Greater Kolkata, representing clusters formed by combining the hub centres and spoke centres

# Well-established Operational Network - Greater Economies Of Scale

## Report Flow



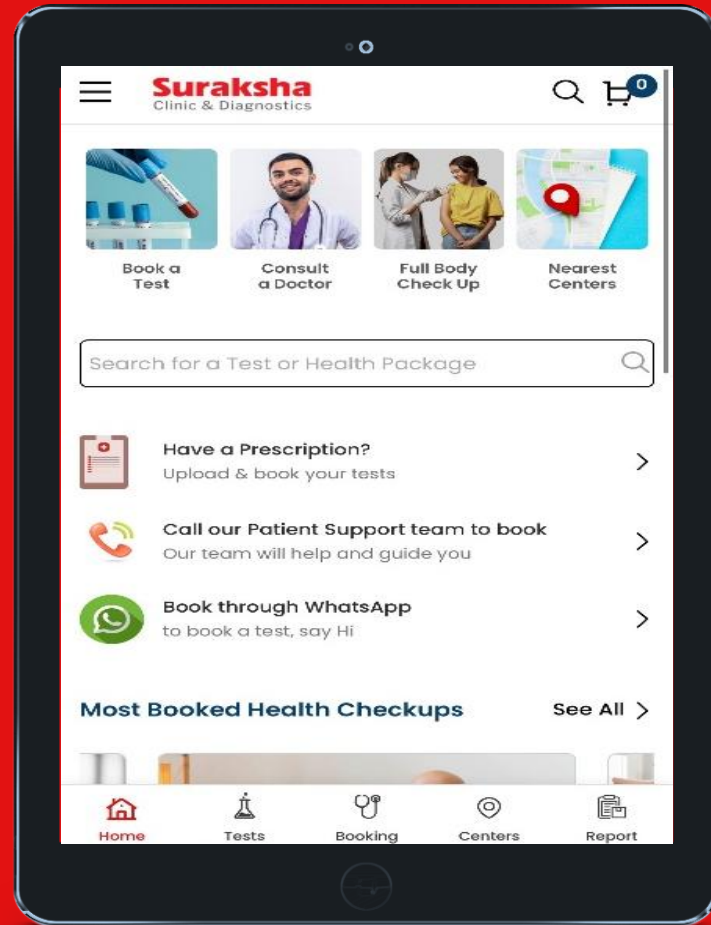
## Patients Flow



# Well Equipped Clinical Infrastructure







## Value Added Services enhancing customer experience and convenience

### Home Collection

Allows samples to be collected from the consumers' locations, such as their homes or offices

### SMS Alerts

Customers receive an SMS to download the report through email or web portal

### Polyclinic Chambers

Polyclinic chambers hosting doctors providing out-patient consultation

### Online Bookings

Customers can book appointments and access test reports online

## Customer Centric Approach

## LIMS integration

Our Laboratory Information Management System (LIMS) streamlines sample processing and report delivery. It ensures accuracy through barcoded labels and bi-directional analyser integration

## RIS and PACS workflow

The Radiology Information System (RIS) and PACS streamline imaging workflows. They integrate with registration and dispatch systems for smooth operations

## Advanced imaging tools

PACS includes DICOM viewers with MIP, MPR, and 3D tools. These support high-quality image analysis across modalities and locations

## ERP-enabled operations

Our ERP system handles billing, inventory, procurement, and equipment use. It drives efficiency across all diagnostic centers

## Error reduction and turnaround time

Automation reduces errors and improves turnaround tracking. It ensures reliable and consistent service across the network

**Suraksha's  
Integrated  
System for  
Diagnostics**

## Polyclinic



**132**

Chambers<sup>1</sup>

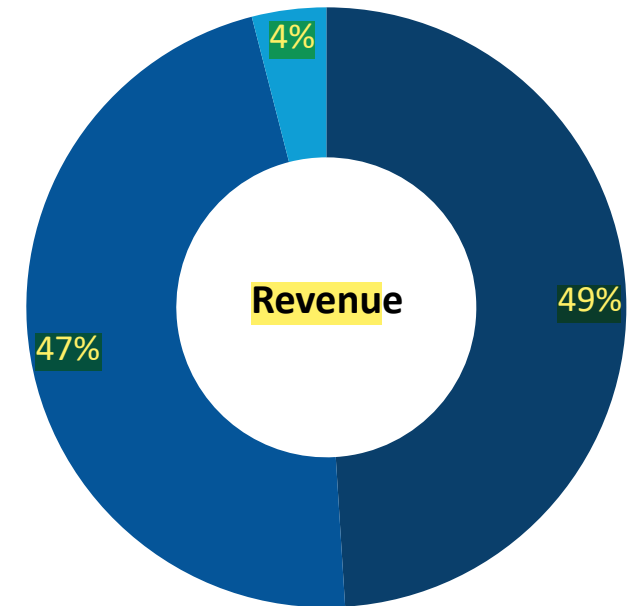
**1,000+**

Doctors<sup>1</sup>

Omnichannel medical consultation services via online and offline modes through diagnostic centres which house the polyclinic chambers

Note: 1) as of 30 June 2025

## Diversified in terms of revenue from services



■ Pathology ■ Radiology ■ OPD Consultation

Revenue contribution from Pathology, Radiology and OPD Consultation (% of Q1 FY26 revenue)





**Dr. Somnath Chatterjee**

**Chairman & Joint Managing Director**

- Associated with Suraksha since incorporation; 32+ years of experience in medical and diagnostics business
- Holds bachelor's degree in medicine and surgery from University of Calcutta and is registered with West Bengal Medical Council



**Ritu Mittal**

**Joint Managing Director & Chief Executive Officer**

- Associated with Suraksha since incorporation; 28+ years of experience in the medical and diagnostics business
- Cleared the examination for a bachelor's degree in commerce from the University of Calcutta



**Mr. Satish Kumar Verma**

**Non-Executive, Non-Independent Director**

- 40+ years of experience in management
- Holds a bachelor's degree in mechanical engineering and post-graduate diploma in engineering from Punjab University



**Mr. Pradip Kumar Dutta**

**Independent Director**

- Several years of work experience. Currently, an advisor to board at Simyog Technology
- Holds B.Tech degree in electronics & electrical communication engineering from IIT, Kharagpur; a MS degree and doctorate in philosophy from the University of Maryland



**Mr. Siddhartha Roy**

**Independent Director**

- 39+ years of experience
- Holds bachelor's degree in law from Calcutta University, and also a member of the Institute of Company Secretaries of India



**Mr. Dharam Chand Dharewa**

**Independent Director**

- 30+ years of experience
- Holds bachelor's degree in commerce from G.D. Binani Mahavidyalaya, and is practicing chartered accountant since 1987



**Ms. Ishani Ray**

**Independent Director**

- 27+ years of experience in finance
- Holds bachelor's degree and master's degree in commerce from the University of Calcutta; she is an associate of the Institute of Chartered Accountants of India

# Dynamic And Diverse Management Team To Deliver Next Phase Of Growth



**Ravindra K S**  
Group Chief Financial Officer

- Professional with over 20 years of extensive experience in the finance sector including the role of Group CFO at Medica Hospitals Group, Group Finance Controller at Narayana Hrudayalaya Limited and Group Manager-Finance at Aditya Birla Nuvo Limited
- He has a Bachelor's in Commerce from Kuvempu University and is a member of the Institute of Chartered Accountants of India



**Mamta Jain**  
Company Secretary & Compliance Officer

- 9+ years of experience including with VISA International Limited and Dollar Industries Limited
- Holds a bachelor's degree in commerce from University of Calcutta, associate member of ICSI, member of the ICWAI and diploma in business administration from Symbiosis Centre for Distance Learning



**Niren Kaul**  
Chief Sales Officer

- 22+ years of experience, including with Bharti Hexacom Limited and Bharti Infratel Limited
- Holds a bachelor's degree in electrical engineering from Pandit Ravishankar Shukla University, Raipur and master's degree in business administration from University of Pune



**Balgopal Jhunjunwala**  
Regional Business Head

- 15+ years of experience
- Holds a bachelor's degree in commerce from University of Calcutta



**Sangeeta Chakraborty**  
General Manager, Operations

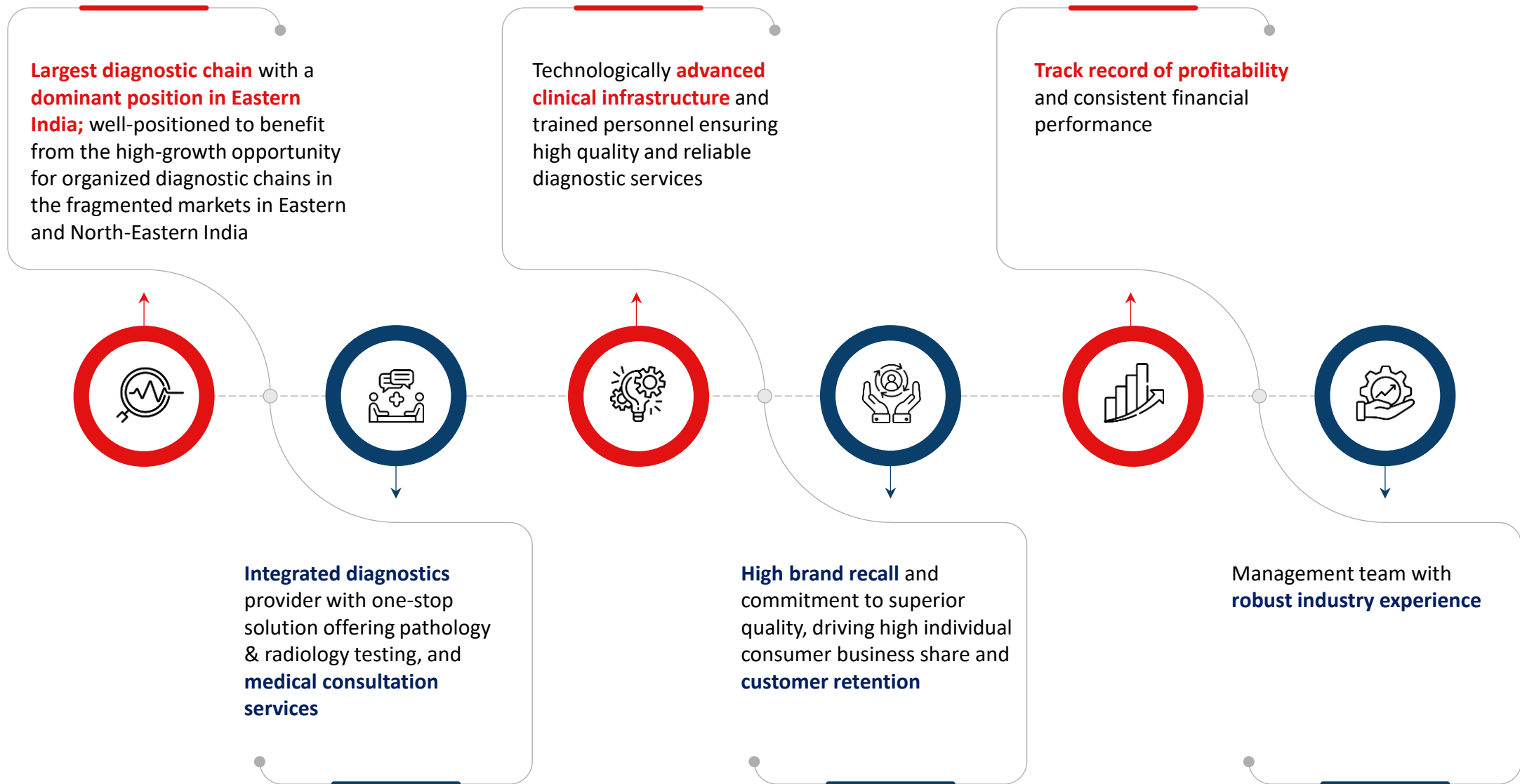
- 26+ years of experience
- She holds a Bachelor's degree in Arts from the University of Calcutta. She previously worked in the healthcare industry, managing inventory operations and contributing to process efficiency and supply chain coordination



**Suraksha**  
Clinic & Diagnostics

**Strategy And Outlook**

# Leveraging Strengths To Drive Competitive Advantage





# Targeting Organic And Inorganic Opportunities In Core And Adjacent Markets

## Consolidate leading position in the core geography



Open additional diagnostic centres and increase franchisee partnerships with local entrepreneurs



Enhance the laboratory capacity and test menu by adding latest technologies



Increase home collection services



Set up more hub centres to form new clusters, and spoke centres in existing clusters

## Expand in adjacent geographies of Eastern and North-Eastern India



Identify key locations in Eastern and North-Eastern India



Replicate the  
(a) 'hub and spoke' model to unlock economies of scale  
(b) polyclinic model to drive higher number of patient footfalls



Build spoke centers around the existing hub centers in Bihar, Guwahati and Meghalaya

**Wider geographic reach will expand the customer base as well as improve the profitability by allowing to better leverage the infrastructure**

## Supplement organic growth with selective acquisitions



Selective acquisitions of and/or strategic partnerships with local diagnostic centres across Eastern and North-Eastern India



Factors while evaluating acquisition targets

- Brand recognition
- Customer base
- Technical capability and resources

## Leverage technology to elevate customer experience



Create a convenient one-stop solution through integration of digital technology, artificial intelligence and machine learning



Increase the touch points and engagement with customers through digital and technological initiatives

## Increase share of medical consultation services at diagnostic centres



Set up more polyclinics in the existing diagnostic centres, and increase the number and specialties of doctors associated



Achieve higher footfalls, tests per patient, and average revenue per patient

## Engage in Business-to-business ("B2B") and corporate partnerships



Enhance revenue from the B2B segment to further diversify revenue mix and increase customer base & brand penetration



Actively seek institutional customers through referrals or internal lead-generation



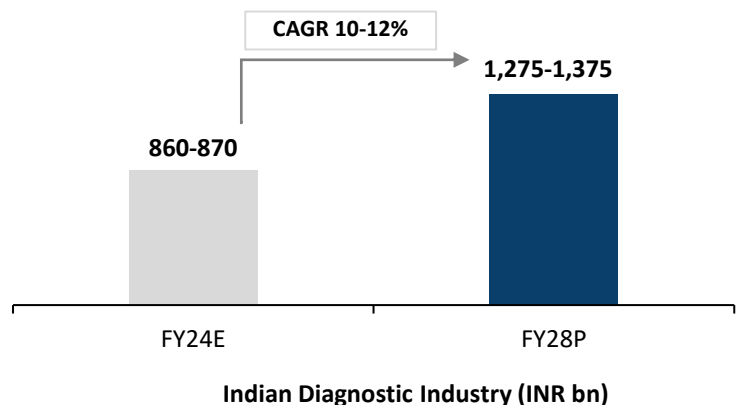


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Clinic & Diagnostics

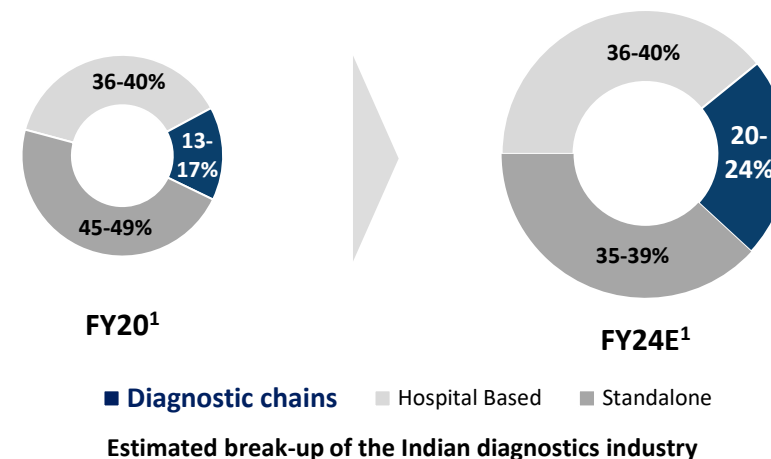
## Industry Overview

# Industry: Poised For High Growth; Shifting Towards Organized Market

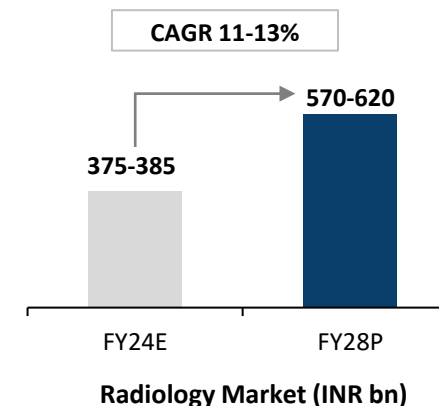
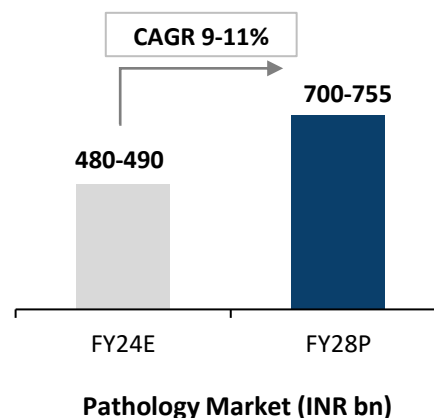
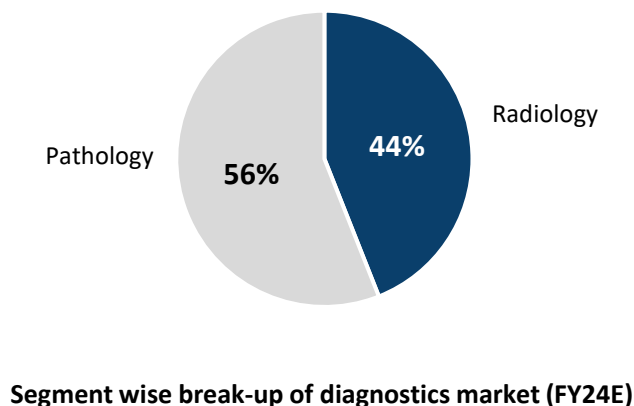
Diagnostic market expected to grow at 10-12% CAGR between FY24 & FY28



Organized players gaining market share from standalone labs at a steady rate

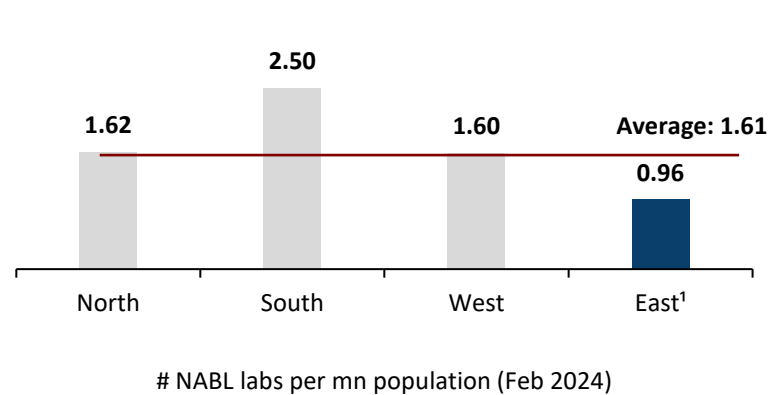


Radiology expected to grow at a relatively faster pace

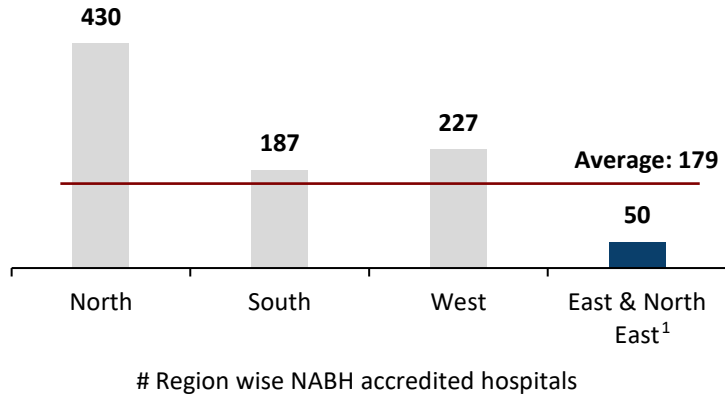


# Eastern India - An “Underserved” Market With Premium Pricing

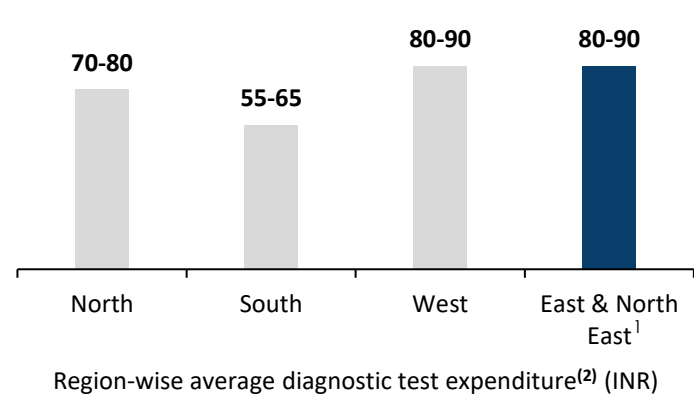
Disparity in access to accredited testing services in Eastern<sup>(1)</sup> India relative to population needs



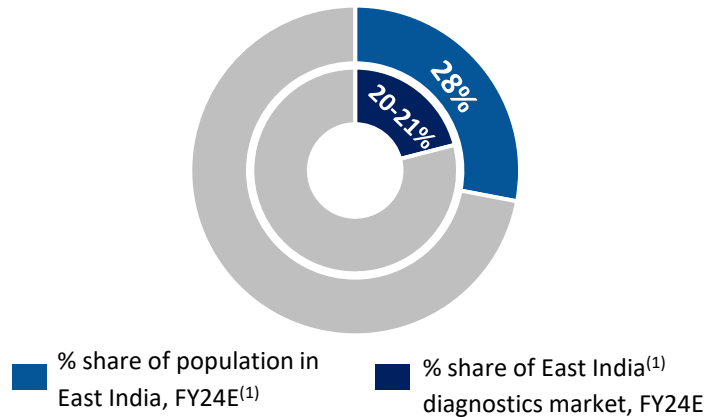
Region has the lowest number of NABH accredited hospitals



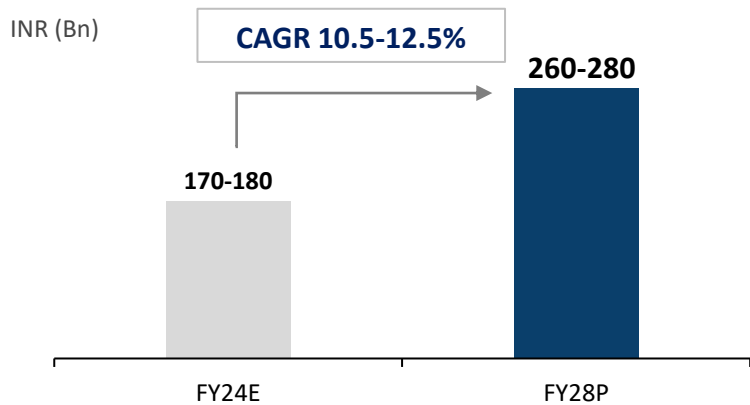
East India<sup>(1)</sup> market also offers premium pricing for diagnostic tests



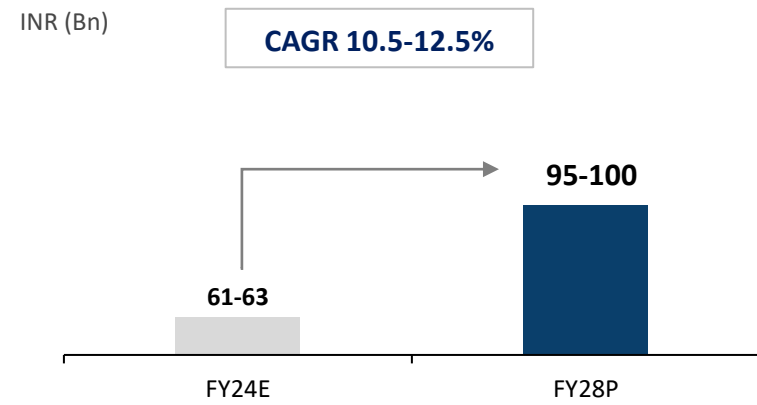
East India<sup>(1)</sup> has the highest share of population, yet the lowest share of Indian diagnostics market



East India<sup>(1)</sup> diagnostics market is expected to grow at 10.5-12.5% CAGR between FY24 and FY28



West Bengal diagnostics market is expected to grow at 10.5-12.5% CAGR between FY24 and FY28



Source: CRISIL Report  
Note: 1) East including Northeast region is defined as: Bihar, Jharkhand, Odisha, West Bengal, Chhattisgarh; Sikkim, Arunachal Pradesh, Assam, Tripura, Mizoram, Nagaland, Manipur, Meghalaya; 2) For non-hospitalization  
Suraksha Diagnostic Limited | Investor Presentation

**2017**

**Best quality in service  
delivery<sup>(1)</sup>**



**2019**

**Best customer service in  
healthcare<sup>(1)</sup>**



**2021**

**Business leader of the  
year<sup>(2)</sup>**



**2021**

**Awards & certificate of  
excellence<sup>(3)</sup>**



**2022**

**Outstanding diagnostic  
chain of eastern India<sup>(4)</sup>**



**2023**

**Certificate of excellence  
in exemplary trust & commitment  
towards diagnostic services<sup>(5)</sup>**



Note: 1) Awarded by ABP News; 2) by the World Leadership Congress & Awards; 3) By Zee24 Ghanta; 4) by ABP Ananda; 5) at the Health Conclave 2023 organized by Zee24 Ghanta

Company :

**Suraksha**  
Clinic & Diagnostics

**Suraksha Diagnostic Limited**

CIN: L85110WB2005PLC102265

Email: [investors@surakshanet.com](mailto:investors@surakshanet.com)

Investor Relations Advisors :



**MUFG Intime India Private Limited**

A part of MUFG Corporate Markets, a division of  
MUFG Pension & Market Services

**Mr. Ashish Tendulkar**

[ashish.tendulkar@in.mpms.mufg.com](mailto:ashish.tendulkar@in.mpms.mufg.com)

**Ms. Pooja Swami**

[pooja.swami@in.mpms.mufg.com](mailto:pooja.swami@in.mpms.mufg.com)

Meeting Request

Link



**THANK YOU**

Meeting Request

Link

