



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: 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 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: FEBRUARY 15, 2024
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; Email ID: mm@qmsmas.com



QMS MEDICAL ALLIED SERVICES LIMITED

Investor Presentation

Q3 FY24





**COMPANY
OVERVIEW**

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 devices and accessories.

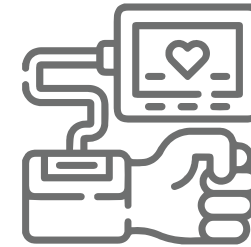
The Company market and distribute these products to various end users such as clinics, pharma and medical companies and also to individual users. These devices are sold directly in the brand of the manufacturer and also under own brand of QMS.

The Company market and sell it's products through online and offline channels. The Company has it's own online portal www.qmsmas.com & www.qmsmeds.com



3

Business Verticals



600 +

SKUs



130 +

Customers

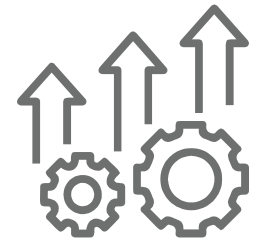


50 +

Employees



Asset Light
Business Model



FY23

Revenue: 104.04Cr

EBITDA: 12.07Cr

PAT: 6.38Cr



**Medical Devices And
Equipment**



**Continuing Medical
Education Service (CME)**



Patient Services Program



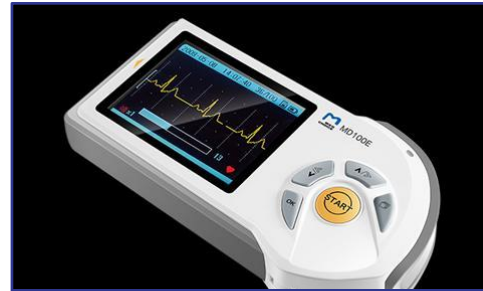
Medical Devices



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 Consumables



Disinfection



Filters



Infection prevention tools



Personal protection like PPE kits

Miscellaneous products



Compression bandages



Wound management dressing kits



Dental products





Mesh
Nebulizer



Blood Pressure
Monitor



Dual Health
Monitor



4 in 1 Personal
Massager

COUNT ON US
HOME-CARE
DEVICES





Blood Pressure Monitor



Nebulizer



Nano Ionic Steamer



Portable Body Massager



Continuing Medical Education Service (CME)

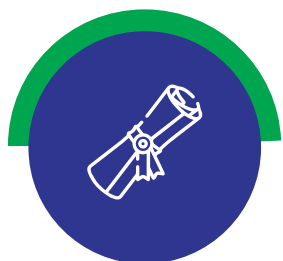
QMS also offers a range of evidence-based, scientific content medical programs, which are used in updating clinical knowledge and practices. Continuing medical education (CME) is a valuable mechanism to update physicians knowledge with ever-increasing plethora of contemporary advances within medical fraternity.

Company aims to impact lives of people through continuous skill development and hence provides various medical courses like PG Diploma and MSC in Diabetes. We also conduct Masterclass, certificate and mentor mentee courses on behalf of EACME.

Authorised by EACME
(European Academy of CME)



OUR SERVICES



PG DIPLOMA
PROGRAM



WEBINARS



LIVE SEMINAR



BEST OF GLOBAL
CONFERENCES



MASTERCLASS
COURSE



RECORDED
LECTURES



ONLINE AND PRINT
COURSES

The also organize various preventive and diagnostic camps in various therapy areas at our Health Care Partner (HCP) clinics pan India on behalf of various pharmaceutical companies.

These camps also empower healthcare practitioners and help improve therapy outcomes for their patients.

CAMPS Offerings



- Continuous ECG
- ABPM
- Lipid Profile



- Diabetic Retinopathy
- HbA1c
- Continuous Glucose monitoring
- Creatinine test
- Diabetic Neuropathy.



ORTHOPEDIC

- BMD
- Uric Acid



Ophthalmic

- Tonometry (Pressure Screening)
- Diabetic Retinopathy



GYNECOLOGY

- Haemoglobin Test



Patient Services Program Device Portfolio



**Smart Cardia
(Holter ECG)**



**Contec ABPM50
(ABPM Machine)**



**Carl Zeiss Visuscout
100 (Fundus cope)**



**Keeler Tonocare
(Tonometry)**



**Biosense A1 Chek
(HBA1c machine)**



**Vibrasense
(Biothesiometer)**



**Lysun blood lipid
(Lipid Analysis meter)**



**Sonost 3000
(BMD)**



**Freestyle Libre
(CGMS)**



**Statsensor Xpress
(Creatine test)**



**HB Chek
(Hemoglobin)**



Key Management



MR. MAHESH MAKHIJA

Promoter, Chairperson & Managing Director
Age: 53 years

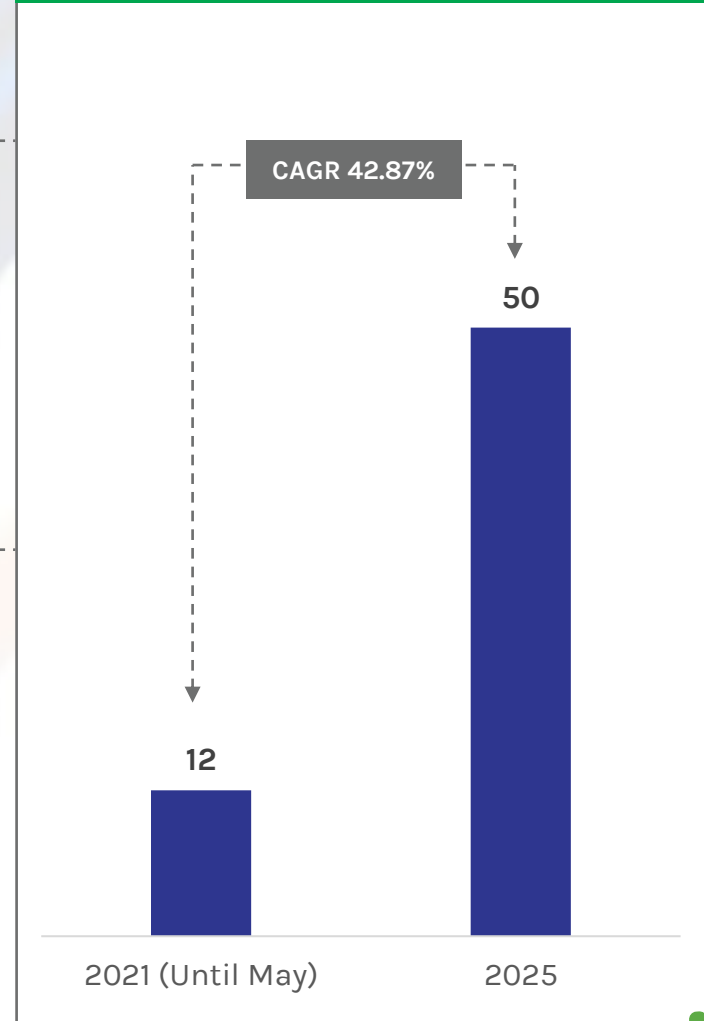
He has around 28 years of rich experience in the field of medical and healthcare devices. He is currently responsible for formulating business strategies and oversight of day to day functioning of the Company.



INDUSTRY OVERVIEW

<p>The Indian market for medical equipment is predicted to increase to US\$ 50 billion by 2025.</p>	<p>As of May 2021, the medical devices market is estimated to be at US\$ 12 billion in India.</p>	<p>India is the 4th largest Asian medical devices market after Japan, China, and South Korea, and among the top 20 medical devices markets globally.</p>
<p>India has an overall 75-80% import dependency on medical devices.</p>	<p>Export of medical devices from India stood at US\$ 2.53 billion in FY21.</p>	<p>The US, Germany, China, Brazil, Iran, etc. are a few key countries that import Indian medical devices.</p>
<p>Gujarat, Maharashtra, Karnataka, Haryana, Andhra Pradesh, Telangana and Tamil Nadu are the manufacturing hubs for medical devices in India.</p>	<p>In BioAsia 2021, key stakeholders in the panel discussion on medical technologies stated that India would become self-sufficient in domestic medical devices manufacturing by 2025-26.</p>	<p>The panel observed that the government is taking supportive measures such as promoting indigenous manufacturing of high-tech medical devices, production-linked incentive schemes (PLIs) on medical devices, boosting new medical devices park, etc. to boost overall growth of the domestic medical devices market in India.</p>

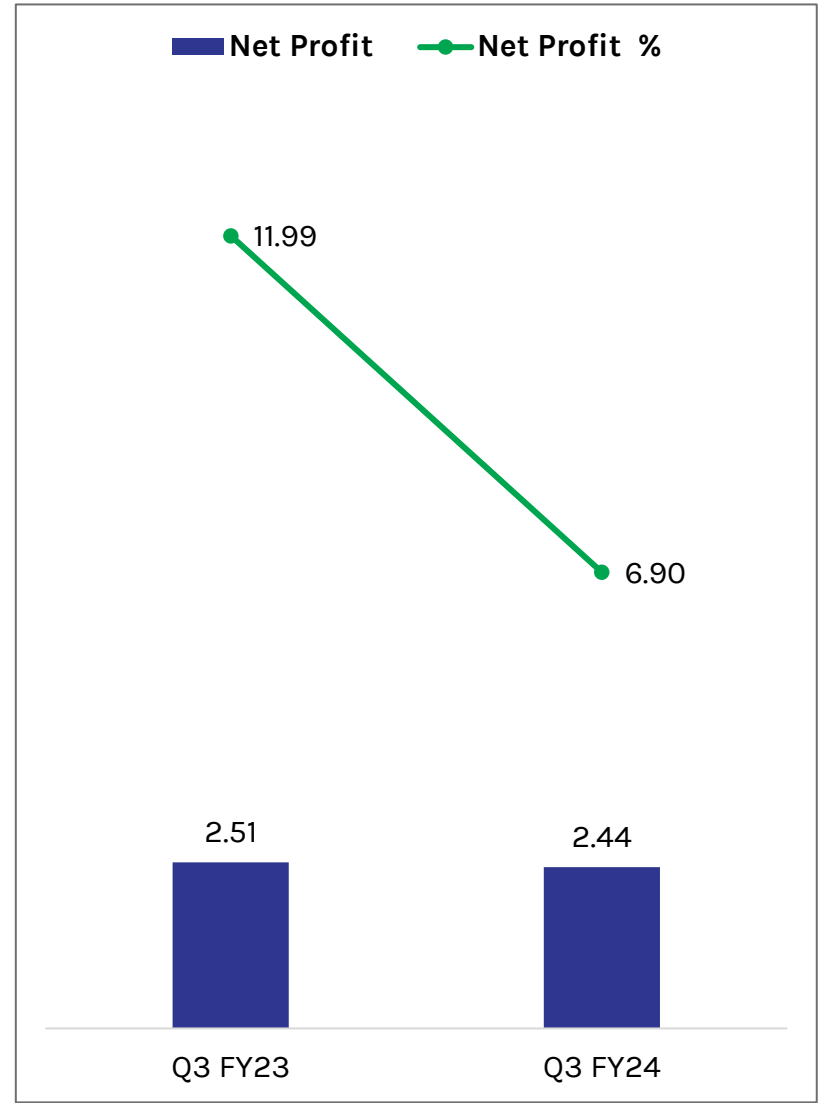
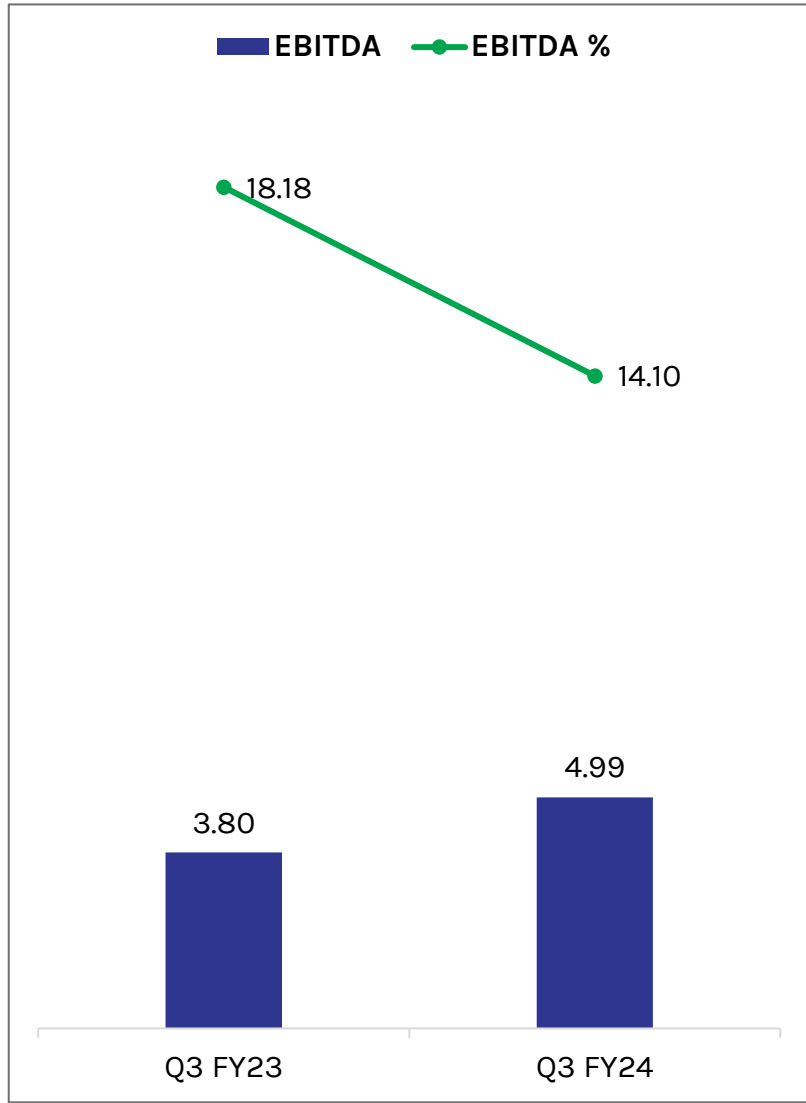
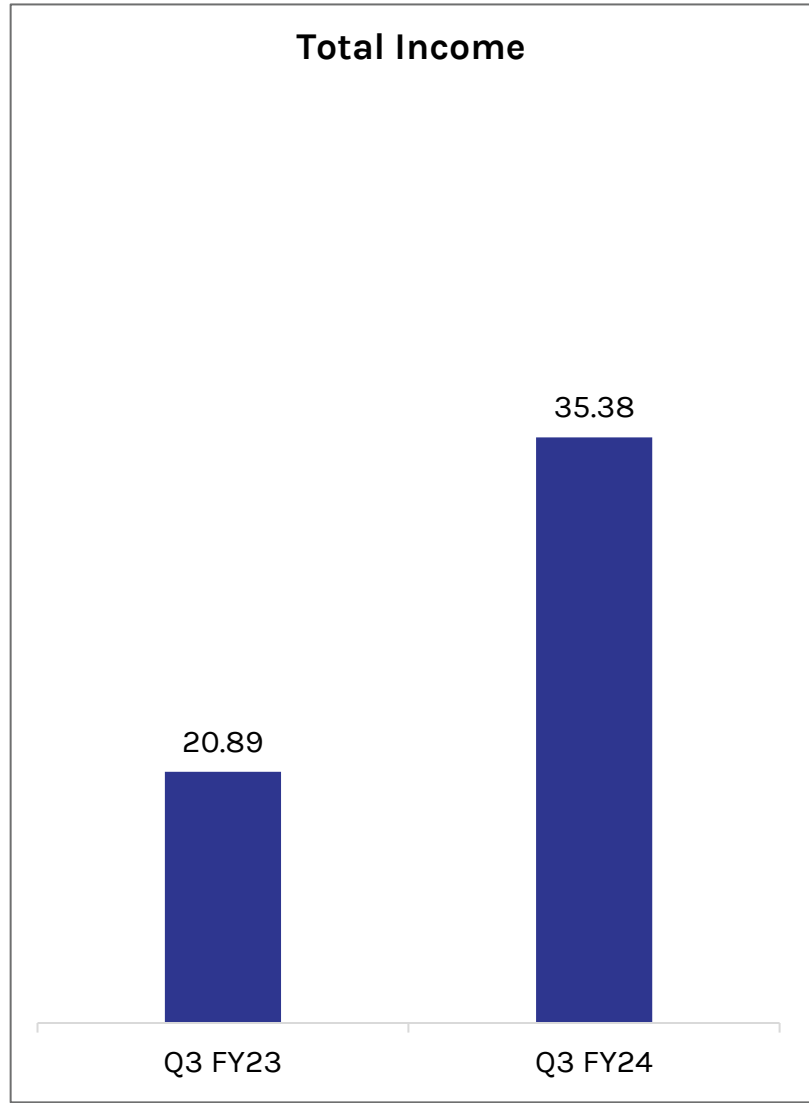
Medical Devices Market in India (In US\$ Bn)





FINANCIAL OVERVIEW

Q3 FY24 Financial Highlights



All Figures In ₹ Cr & Margin In %



17 **Q3 & 9M FY24 Financial Highlights**



In ₹ Cr

Particulars	Q3 FY24	Q3 FY23	Y-O-Y %	9M FY24	9M FY23	Y-O-Y %
Net Sales	35.24	20.70		89.84	72.67	
Other Income	0.15	0.19		0.34	0.55	
Total Income	35.38	20.89	69.33	90.18	73.22	23.16
Expenses						
Raw Material costs	24.10	14.30		58.72	54.50	
Employee Benefit Expenses	1.60	0.90		3.83	2.36	
Other Expenses	4.69	1.89		12.89	7.65	
Total Expenditure	30.39	17.10		75.44	64.51	
EBIDTA	4.99	3.80	31.36	14.74	8.71	69.15
EBIDTA Margin (%)	14.10%	18.18%	-408 Bps	16.34%	11.90%	444 Bps
Interest	0.81	0.23		2.14	1.64	
Depreciation	14.10%	18.18%		2.56	0.71	
PBT	3.30	3.24		10.05	6.37	
TAX Expense (Including Deferred Tax)	0.86	0.74		2.58	1.56	
Net Profit	2.44	2.51	-2.49	7.46	4.81	55.18
Net Profit Margin (%)	6.90%	11.99%	-509 Bps	8.28%	6.57%	171 Bps
EPS	1.37	1.43	-4.02	4.18	3.03	37.95

In ₹ Cr

Particulars	FY23	FY22	FY21
Revenues	104.04	146.32	122.03
Other Income	0.74	1.42	0.06
Total Revenue	104.78	147.74	122.09
Raw Material costs	77.88	110.43	90.41
Employee costs	3.72	4.67	2.38
Other expenses	11.11	14.90	12.35
Total Expenditure	90.72	130.00	105.14
EBITDA	12.07	17.74	16.95
Finance Costs	2.29	2.12	1.31
Depreciation	1.07	1.16	0.74
PBT	8.71	14.46	14.90
Tax	2.33	3.75	3.99
Reported Net Profit	6.38	10.71	10.91



Balance Sheet



In ₹ Cr

Equities & Liabilities	FY23	FY22	FY21
Equity	17.85	3.76	3.76
Reserves	52.55	27.27	16.56
Net Worth	70.40	31.03	20.32
Non-current Liabilities			
Long-term borrowing	1.46	1.97	1.05
Deferred tax Liabilities	0.39	0.26	0.05
Other long terms Liabilities	0.00	0.00	0.00
Long-term provision	0.09	0.00	0.00
Total Non Current Liabilities	1.94	2.23	1.10
Current Liabilities			
Short-term borrowings	24.06	30.00	18.55
Trade payables	19.35	16.91	18.19
Other current liabilities	0.81	1.88	0.95
Short-term provision	1.17	0.61	1.25
Total Current Liabilities	45.39	49.40	38.95
Total Liabilities	117.74	82.66	60.37

Assets	FY23	FY22	FY21
Non Current Assets			
Fixed assets	26.52	7.97	10.18
Non-current investments	0.00	0.00	0.00
Deferred Tax Assets	0.00	0.00	0.00
Other Non Current Financial Assets	0.00	0.00	0.00
Other non-current assets	4.29	0.43	0.41
Total Non Current Assets	30.81	8.40	10.58
Current Assets			
Inventories	29.93	24.25	20.31
Trade receivables	39.04	42.05	22.97
Cash & Bank Balance	2.37	2.16	1.38
Short Term Loans & Advances	3.26	1.13	0.14
Current Tax Assets (Net)	0.00	0.00	0.00
Other current assets	12.33	4.67	4.98
Total Current Assets	86.93	74.26	49.78
Total Assets	117.74	82.66	60.37



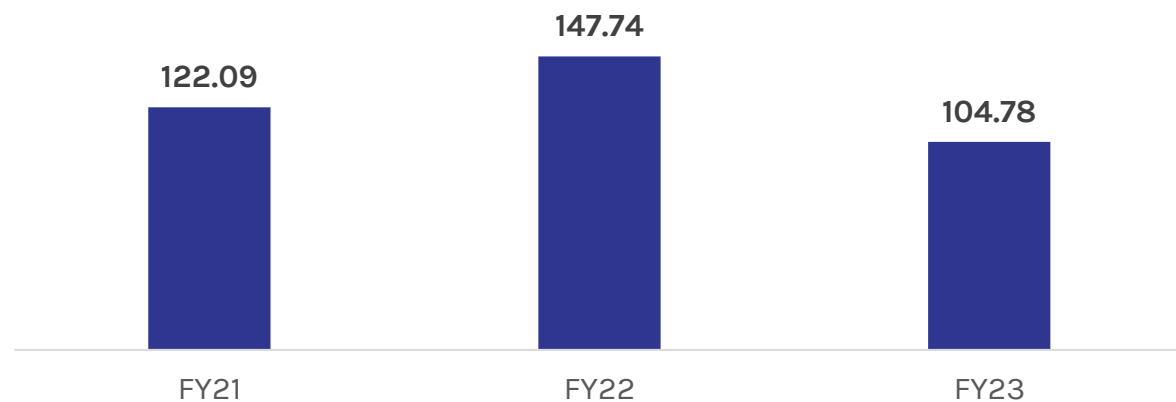


Key Financial Highlights



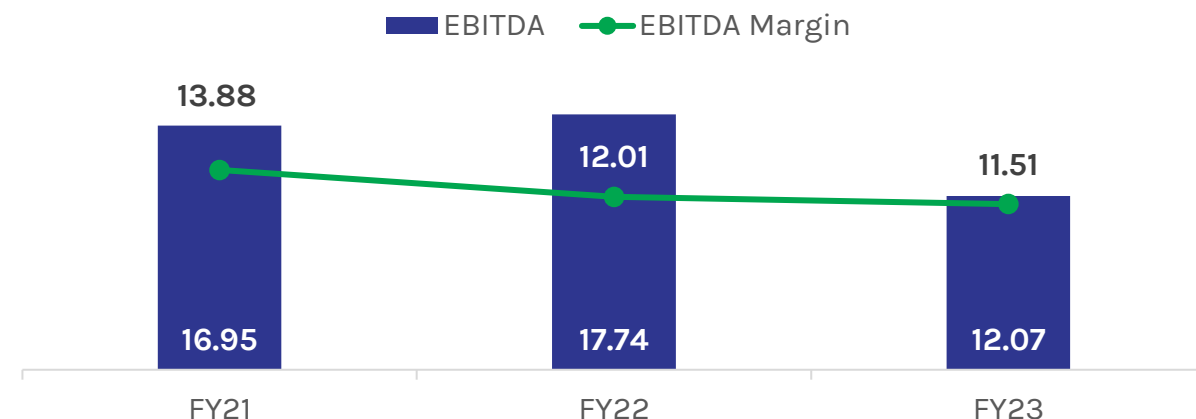
Total Revenue

In ₹ Cr



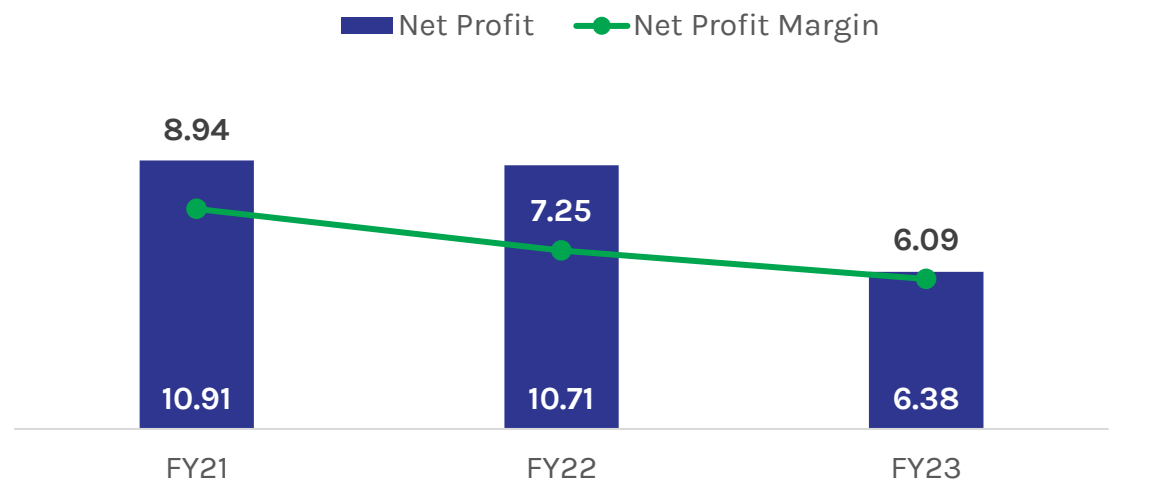
EBITDA

In ₹ Cr



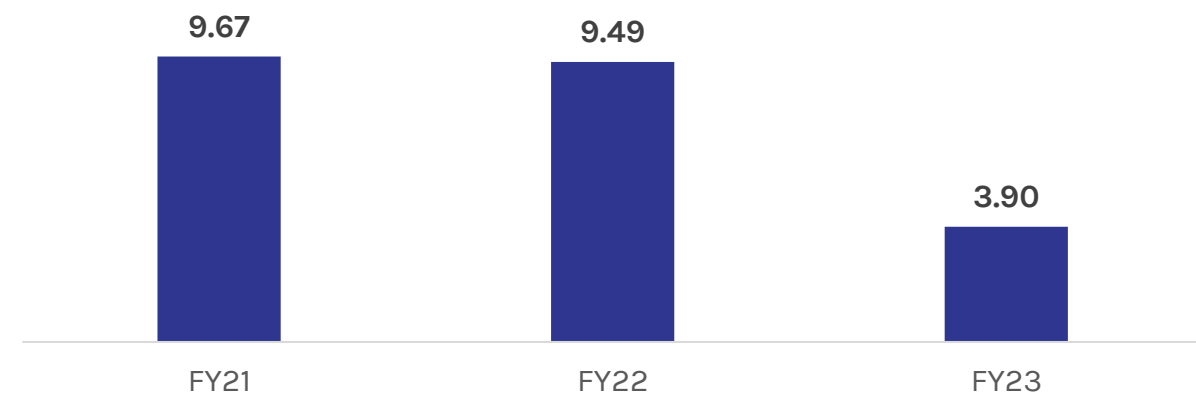
NET PROFIT

In ₹ Cr

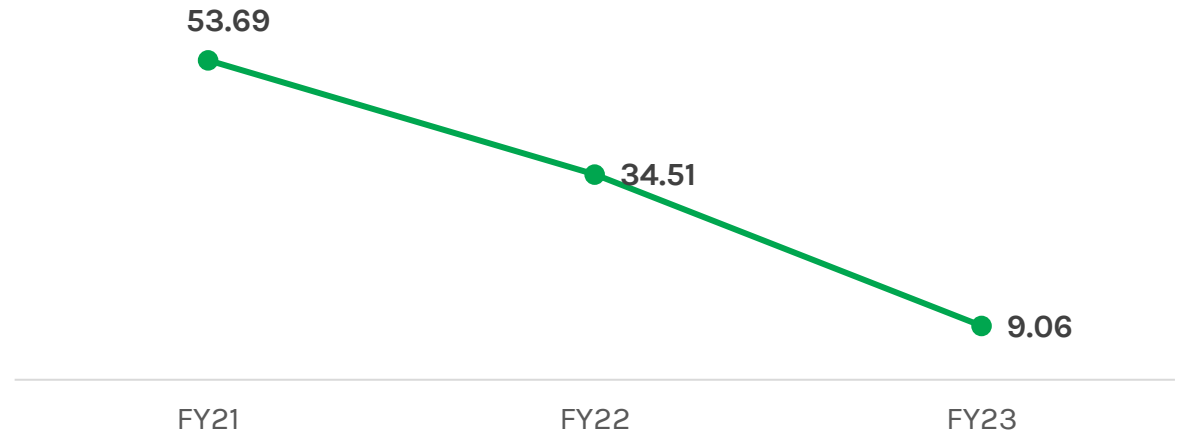


Earnings Per Share Considering Bonus

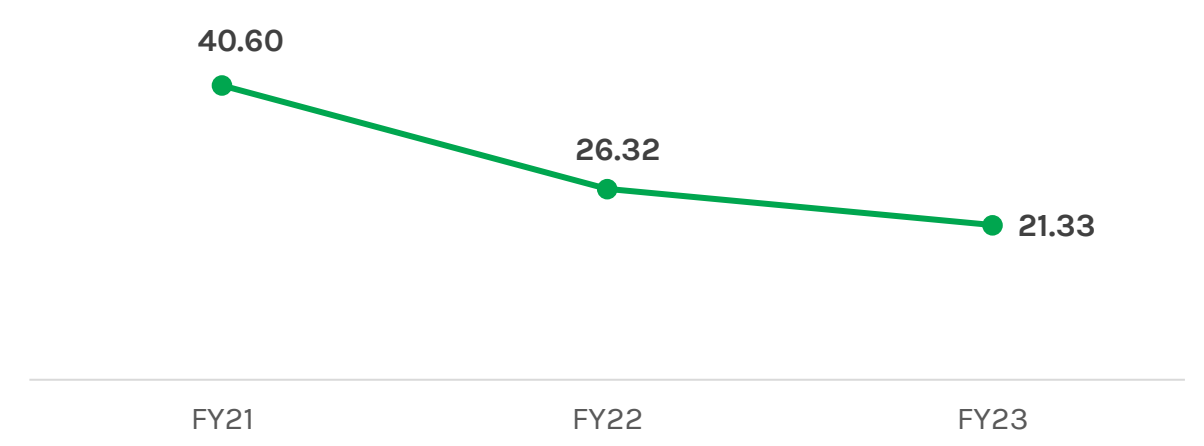
In ₹



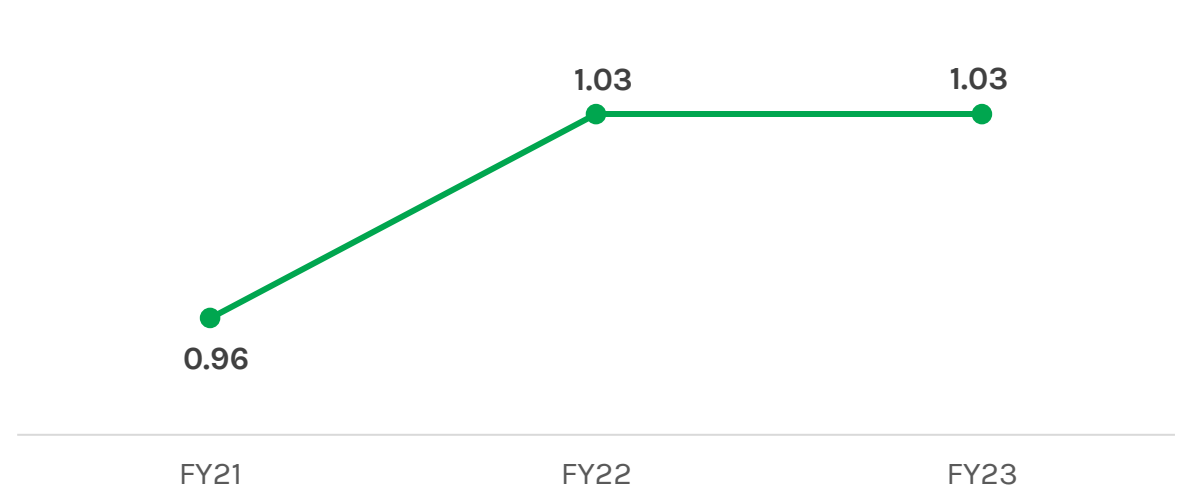
Return On Equity In %



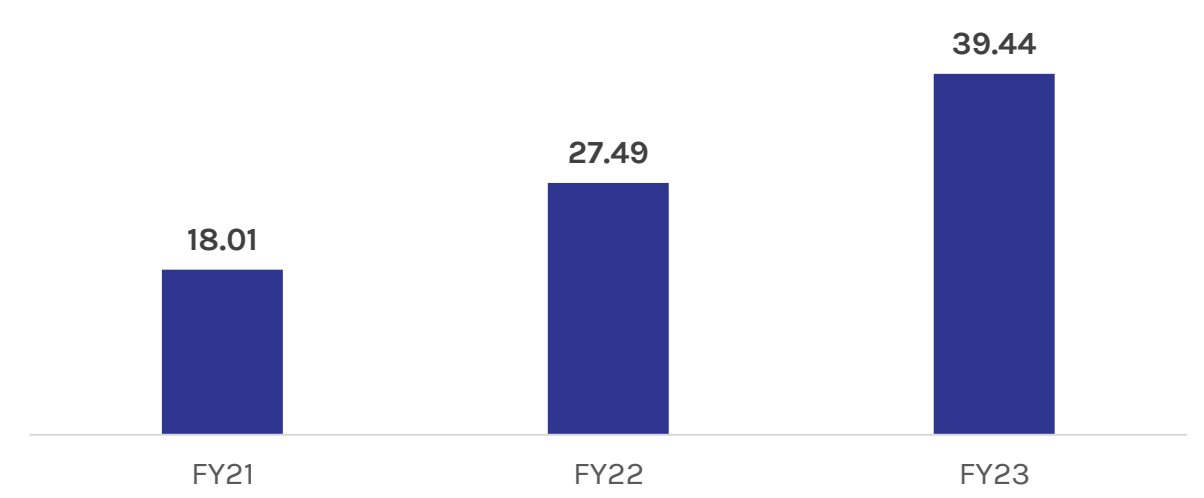
Return On Capital Employed In %



Debt To Equity In Times

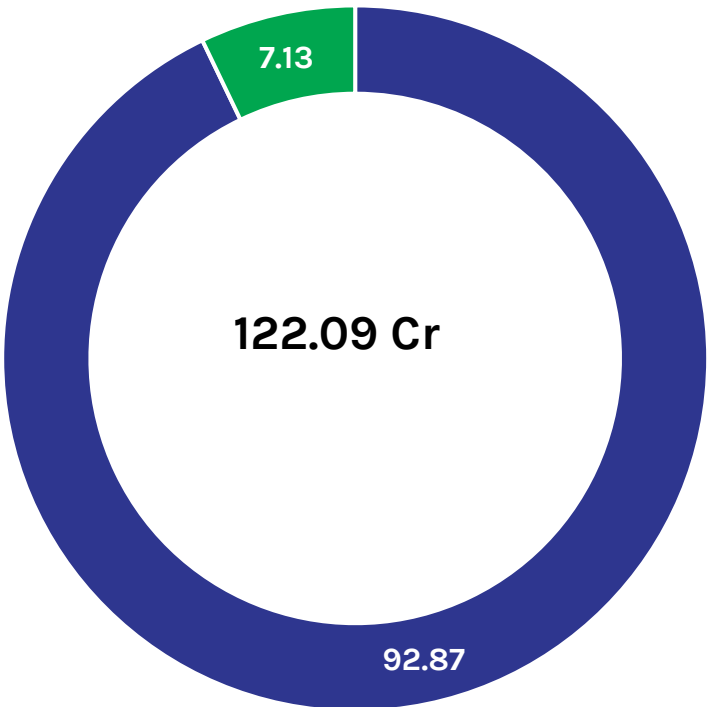


Book Value Considering Bonus In ₹

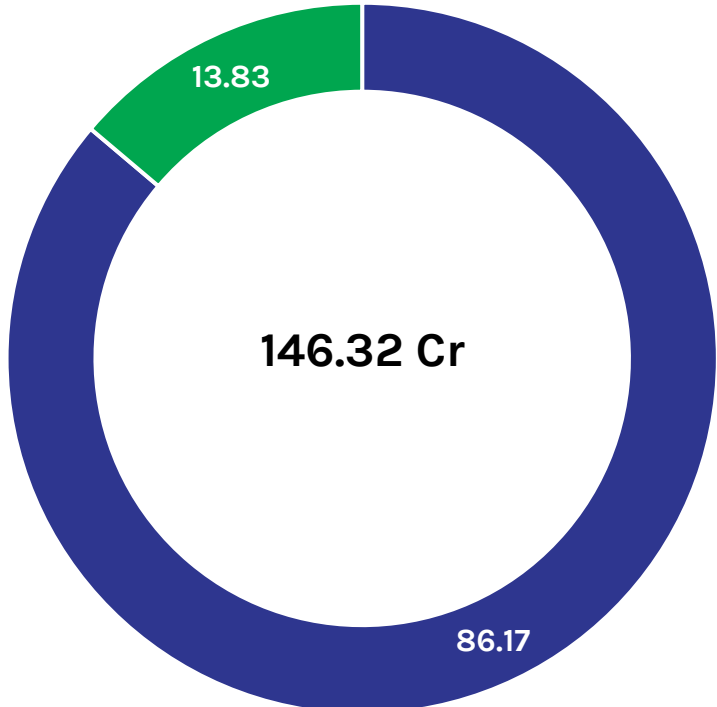


Revenue From Top 10 Customers

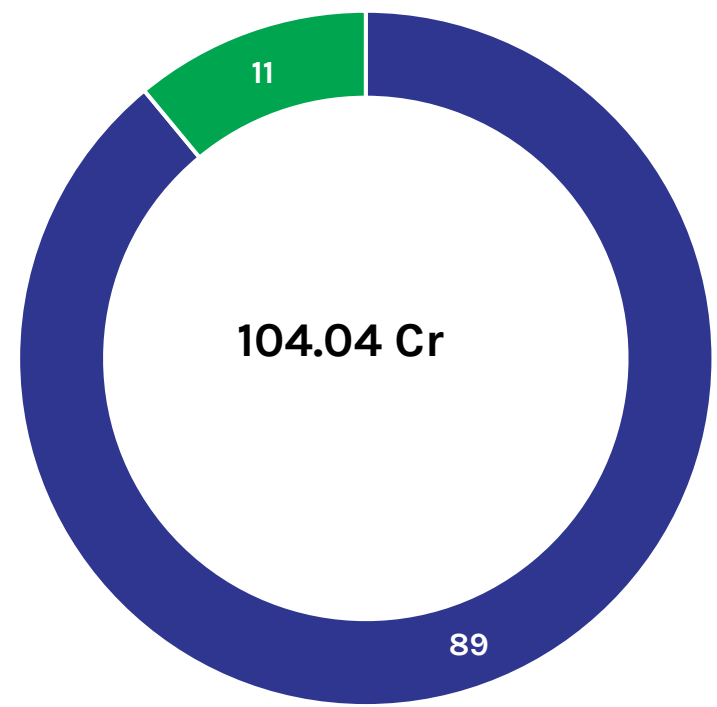
FY21 Sales



FY22 Sales



FY23 Sales



■ Top 10 ■ Others



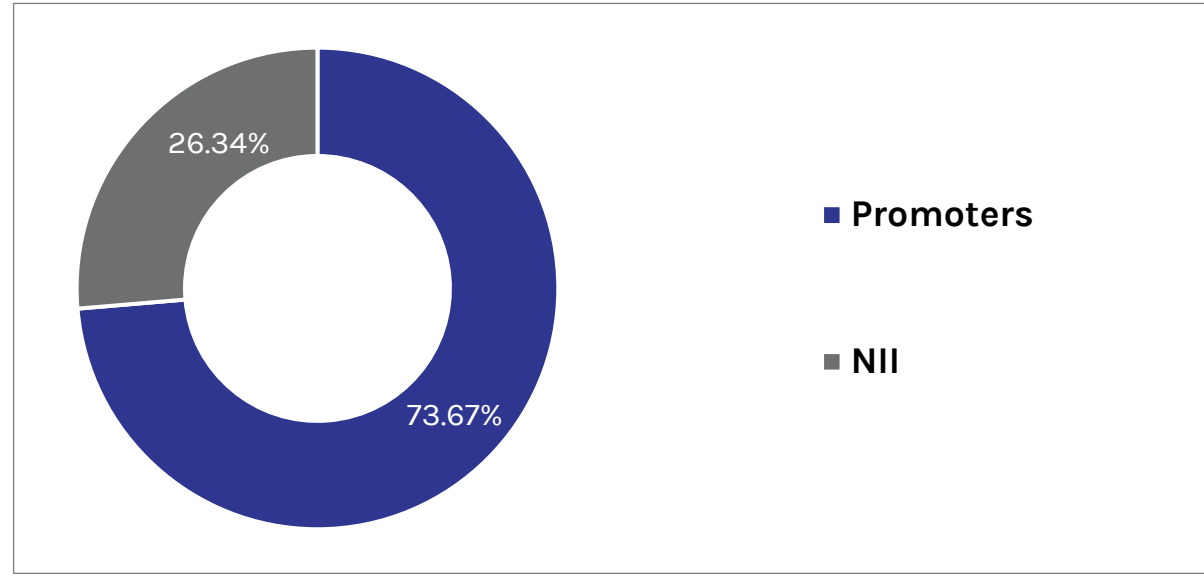
Stock Information

As on 13-02-2024

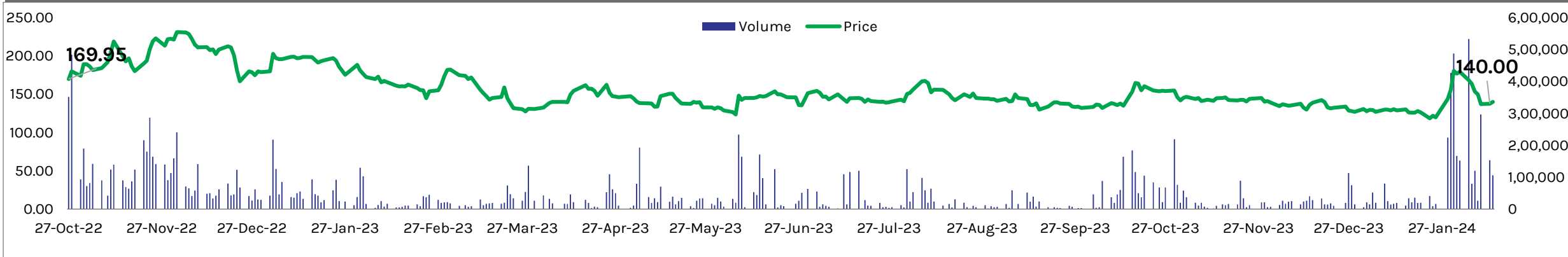
NSE Code	QMSMEDI
Bloomberg	QMSMEDI-IN
ISIN	INEOFMW01018
Share Price ₹	140.00
Market Capitalization ₹ Cr	249.90
No. of Share Outstanding	1,78,50,000
Face Value ₹	10.00
52 Week High ₹	189.90
52 Week Low ₹	118.00

Share Holding Pattern

As on 30-09-2023



Share Performance From 11th October 2022 Till Date





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