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

Company Symbol: QMSMEDI

ISIN: INEOFMW01018

Sub: Press Release – Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2024

Pursuant to Regulation 30 of the SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015, enclosed herewith the copy of the Press Release with regard to the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2024.

A copy of the press release is also uploaded on the Company's website.

Kindly take the same on your records and oblige.

Thanking you,

Yours truly,

FOR QMS MEDICAL ALLIED SERVICES LIMITED

**TORAL BHADRA
COMPANY SECRETARY AND COMPLIANCE OFFICER
MEMBERSHIP NO.: A56927
DATE: NOVEMBER 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.

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QMS Medical Allied Services Reports 77% QoQ increase in consolidated Net profits for Q2FY25

- NSE Emerge-listed holistic healthcare management solutions company posted an EBITDA growth of 52.9% (QoQ) at Rs. 7.57 crore in Q2FY25
- Operating income stood at Rs. 37.20 crore in Q2FY25 – up 22.5% against Q1FY25
- As compared to FY24 annual numbers, Operating revenues and PAT for H1FY25 accounted for 55% and 74%, respectively

November 14, 2024: QMS Medical Allied Services, a leading holistic healthcare management solutions company, reported its financial results for Q2FY25.

Quarterly Consolidated financials

Particulars	Q2FY25	Q2FY24	YoY Growth (%)	Q1FY25	QoQ Growth (%)
Operating Income (Rs. Cr.)	37.20	28.64	29.9	30.37	22.5
EBITDA (Rs. Cr.)	7.57	5.01	51.1	4.95	52.9
EBITDA Margin (%)	20.3	17.5		16.3	
PAT (Rs. Cr.)	4.23	2.56	65.2	2.40	76.3
PAT Margin (%)	11.3	8.9		7.9	
EPS (In Rs.)	1.93	1.43	35.0	1.34	44.0

Q2FY25 vs. Q1FY25 (QoQ) Performance (Consolidated basis)

The company posted operating revenue of Rs 37.20 crore for the second quarter ended September 30, 2024 (Q2FY25). Compared to Q1FY25, EBITDA grew 52.9% to Rs 7.57 crore in Q2FY25. The company's net profit stood at Rs 4.23 crore in Q2FY25, up 76.3% from Rs 2.40 crore in Q1FY25. Saarthi Healthcare's acquisition bolstered the company's growth on a consolidated basis.

Q2FY25 vs. Q2FY24 (YoY) Performance (Consolidated basis)

On a year-on-year basis (YoY), the company's operating income improved by ~30%, while EBITDA clocked a 51% jump in Q2FY25 compared to Q2FY24.

Q2FY25 Performance (Standalone basis)

During Q2FY25, the company posted operating revenue of Rs. 32.74 crore and PAT of Rs. 2.61 crore on a Standalone basis. The EBITDA stood at Rs. 5.42 crore, translating into an EBITDA margin of 16.5%.



Half-yearly Consolidated financials

Particulars	H1FY25	H1FY24	YoY Growth (%)	H2FY24	QoQ Growth (%)	FY24	H1FY25 vs. FY24 (%)
Operating Income (Rs. Cr.)	67.57	54.60	23.7	67.53	0.1	122.13	55.3
EBITDA (Rs. Cr.)	12.52	9.75	28.4	9.05	38.3	18.80	66.6
EBITDA Margin (%)	18.5	17.9		13.4		15.4	
PAT (Rs. Cr.)	6.63	5.02	32.1	3.98	66.6	9.00	73.7
PAT Margin (%)	9.7	9.2		5.9		7.3	
EPS (In Rs.)	3.27	2.81	16.4	2.23	46.6	5.04	64.9

H1FY25 Performance Highlights

Operating revenues in H1FY25 were at par with those in H2FY24, accounting for 55% of FY24. However, EBITDA increased 38% over H2FY24 and 28% over H1FY24. The EPS for H1FY25 stood at Rs. 3.27 and accounted for 65% of the annual FY24 number, reflecting consistent performance.

Key developments

1. In the past quarter, the company acquired 51% stake in Saarathi Healthcare - a pioneer in patient and disease management services, market access, and phygital solutions. Over the past 15 years, they have managed over 1000 projects and partnerships with over 60 enterprise clients
2. QMS kickstarted its hospital supplies business with Indore, Madhya Pradesh and signed an additional client in Ahmedabad, Gujarat, during the quarter – thereby commencing a new business segment to fortify stakeholder value
3. QMS continued to pursue a higher share of solution-focused businesses and implemented sustained cost-reduction strategies, resulting in robust margins

Management Comment

Commenting on the numbers, **Mahesh Makhija, Founder, Chairman & Managing Director, QMS Medical Allied Services Limited**, said, “Q2FY25 witnessed a resumption of business and higher activations. Despite the monsoons, the business visibility remained robust, largely due to long-term client agreements and the government’s proactive focus on the sector reflected in key policy clarifications. We continued focusing on high-margin solutions-based outreach, which was reflected in the substantial numbers.”

“Being the first quarter after our strategic acquisition of Saarathi Healthcare, we at QMS continued consolidating operations and exploring higher synergies. We also forayed into hospital supplies, a segment where we see great potential and will further scale up in the coming quarters. With the right building blocks regarding a robust order pipeline, the shift from products to solutions and a sustained focus on margin expansion, we remain optimistic for the future as it unfolds,” added **Mr. Makhija**.



About QMS Medical Allied Services Ltd

QMS Medical Allied Services Ltd (QMS MAS) is a leading healthcare company specialising in innovative patient screening services and the supply of advanced diagnostic medical devices. Through its pioneering Patient Service Programs (PSP), QMS MAS provides patients nationwide with access to critical diagnostic tests for conditions such as Osteoporosis, Diabetes Mellitus, Chronic Obstructive Pulmonary Disease, and Hypertension. Committed to promoting early intervention and preventive healthcare, QMS MAS plays a vital role in improving patient outcomes and enhancing the overall healthcare experience.

With a dedication to excellence and a forward-thinking approach, QMS MAS continues to expand its impact in the healthcare industry, delivering value-added services that benefit patients and healthcare providers alike.

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