Lord's Mark Industries Limited

Reg. Add.: B-101 Riddhi Siddhi Complex, M.G. Road, Borivali (E), Mumbai - 400 066
Corp. Add.: 201, 2nd Floor, Dosti Pinnacle, Above New Passport Office, Road No. 22, Wagle Estate, Thane West, Maharashtra - 400604.
Tel.: 022 44504923, Email: info@lordsmark.com, compliances@lordsmark.com
Website: www.lordsmark.com, CIN No.: L35103MH1979PLC021614

Date: November 17, 2026

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
25th Floor, Dalal Street,
Mumbai - 400 001.

Scrip Code: 501261

Subject: H1 FY 2026-27 INVESTOR PRESENTATION.

Dear Sir/ Madam,

In accordance with the Regulation 30 read with schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable Regulations, we hereby inform you that the investor presentation in connection with the **investor call - H1 FY 2026-27**, is attached herewith.

You are requested to please take the same on your record.

Yours faithfully,
For Lord's Mark Industries Limited

(Formerly known as Lords Mark India Limited and Kratos Energy & Infrastructure Limited)

Lord's Mark Industries Limited

Sachidanand Hariram Upadhyay
Managing Director
DIN: 01631728

Lord's Mark Industries Limited

27 years legacy of excellence

MedTech

Listed on Bombay Stock Exchange

Renewal Energy

Healthcare

Lord's hamesha aapke saath!™

Innovating sustainable businesses with global vision

Investment Highlights

Technology led innovation, strong execution, and long term opportunity

Growth Platform

High-margin Healthcare (IVD, MedTech, Dialysis, Genomics) synergistic with scalable Renewable Infrastructure

IP & Regulatory strength

30+ registered brands, 139 trademarks, exclusive IIT-Bombay & BARC licenses, CDSCO/CE approvals

Strong order pipeline

₹3,000+ Cr renewable energy order pipeline backed by marquee PSU and government relationships

Healthcare innovation

AI-powered, painless, water-efficient dialysis machine (Renalyx) and radiation-free breast screening wearable (C-MET)

Pan India and overseas Distribution

700+ distributors, 200+ enterprise clients, 15+ states, growing SAARC and US export footprint

Brand Strength

Cricket icon Rahul Dravid as Brand Ambassador across MedTech, Pathology and Genomics

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27 Years Journey: From Paper Trading to India's MedTech Conglomerate

A founder who started at age 21 and built a diversified, BSE-listed platform through strategic pivots — each unlocking a higher-margin, higher-impact business vertical.

1

1998 — Foundation

Dr. Sachidanand Upadhyay founds Lords Mark Industries at age 21 as a paper trading venture while pursuing engineering. Vision planted: build India's most agile industrial conglomerate.

2

2006–2012 — Infrastructure Pivot

LED brand Pavak launched. Solar project implementation begins. Exclusive partnership with Philips for government LED/Solar projects. Railway and defense project execution commences.

3

2013 —2020 Clean Energy Scale

Full diversification into renewable energy. Major solar projects executed for Indian Railways and Defense Forces.
2016-Partnered with Philips - Exclusive partner to execute government project in Renewable Energy(Solar)&LED
2020-Diagnostics&MedTech Business – Lord'sMed during pandemic.

4

2021 — New business initiatives

Launched Brands in Hygiene Category-MarkoSafe, Safelite, Partnership with PSU-Braithwaite, HALICMR approved LordsMed Antigen Kit Expansionin different segment B2B and B2C Diversified investments in growing sectors-EV, Insurance

5

2022–2026 — Expansion

Awarded LED solar street lighting contract in Ayodhya & varous other cities in UP
Received Street Light RMS based order of Rs. 150 Cr from BREDA
₹3,000+ Cr pipeline for LED &Solar contracts.
IIT-B Sickle Cell collaboration.
Only company to have more than 200 approvals
Received CDSCO licence for Manufacturing of Surgical devices
Exclusive TOT with BARC for the world's first Oral Cancer testing machine without biopsy and PET scan
Acquisition of Renalyx Health to foray in Dialysis Machine Manufacturing
Rahul Dravid onboarded as Brand Ambassador.

6

2026 — Listed on Bombay Stock Exchange

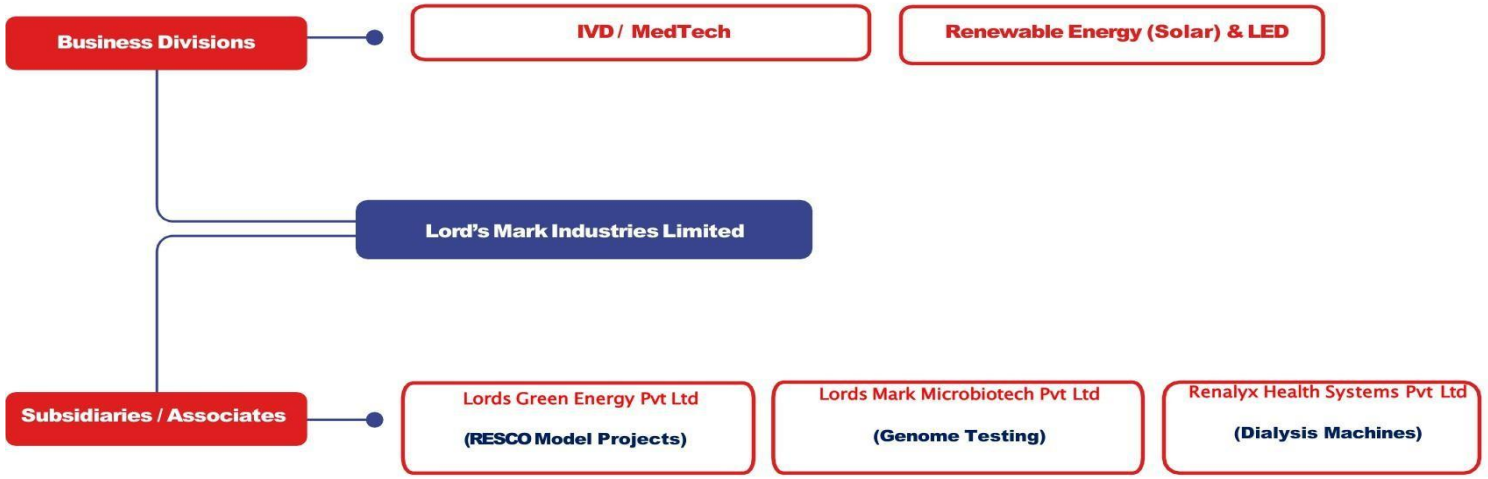
BSE listing via NCLT-approved reverse merger.

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Milestone-Led Value Creation

Lords Mark at Glance

The group has now Diversified to add High-growth Businesses to amplify Scale and Global Presence



35+ Products **15+** State presence **200+** Clients Served **750+** Employees **700+** Distributors **PAN India** Operations

Group Clientele

Group Products

LordsMed

Lord's Surgical

Lord's PATH

OneDNA

DRKIDNEY.IN

Partnerships

PHILIPS

Cipla

Braithwaite

Hindustan Antibiotics LTD

Strategic Pillars

Vision → Mission → Approach → Execution Philosophy

1 Vision

To become one of India's leading integrated MedTech and Sustainable Infrastructure companies by delivering innovative, technology-led solutions that improve lives, strengthen communities, and create long-term stakeholder value.

2 Mission

To make advanced healthcare diagnostics, medical technologies, and clean energy solutions accurate, affordable, and accessible through innovation, strategic partnerships, and scalable execution.

3 Approach

Identify High-Impact Opportunities
↓
Develop Technology & IP
↓
Partner with Leading Institutions
↓
Scale Through Government & Distribution Networks
↓
Create Sustainable Stakeholder Value

4 Execution Philosophy

Innovation First
Develop differentiated, IP-led solutions addressing real-world challenges.

Quality & Compliance
Maintain rigorous manufacturing and regulatory standards.

Strategic Collaboration
Partner with leading scientific institutions, healthcare providers, and government agencies.

Scalable Execution
Expand through disciplined capital allocation, localized manufacturing, and an asset-light distribution model.

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MD's Corner



Dr. Sachidanand H. Upadhyay

Founder & Managing Director - Lords Mark Industries Ltd.

- Doctorate in Business Management
- MBA in Marketing & Finance
- Executive Management Program, IIM Kashipur

- Dr. Upadhyay rose from a humble middle-class background to lead one of India's most dynamic conglomerates. Inspired by **Shri Ratan Tata**, his principles of leadership, social responsibility & excellence continue to guide the journey.
- Built formative experience at **Ion Exchange (I) Ltd, Hindustan Lever Ltd, Blue Dart & Nutrients Confectionery** before founding Lords Mark in 1998 at just age 21.

From vision to diversified conglomerate

1998
Founded Lords Mark at 21, while pursuing engineering. Started as a modest paper trading venture

2013
Diversified into renewable energy sector, implementing major solar projects for railways and defense forces.

2020
Established LordsMed, expanding into Diagnostics and MedTech Innovation during the pandemic.

2025
Secured ccontract worth ₹3,000+ to setup LED solar street lighting 'system in Ayodhya & various other cities in UP

Vision 2030

- Become one of the fastest-growing **MedTech companies in India**.
- Expand presence in **US, EU, and GCC** markets.
- Set up **2,000+ pathology labs** and **1,000 Renal Care Units by March 2028**.

Awards & Honours

Best Conglomerate Award Abu Dhabi, 2023	Medical Device Excellence Mumbai, 2023
India's Most Inspirational Leader Goa, 2024	Featured in Time Magazine December 2024

In the News

Business Standard
"A Visionary Leader Dedicated to Building a Better Tomorrow" — profiled as a technocrat transforming Solar, Diagnostics & MedTech across India

Outlook India
Recognized for innovation, quality & social responsibility in building a globally diversified conglomerate

Times of India
25-year legacy chronicled — from paper trading to EV, Biotech, Insurance & MedTech

The Print
Celebrated as an entrepreneur lighting up India's future through solar & healthcare innovation

Leadership - Board of Directors & Executive Management

Experienced Leadership Driving Innovation, Governance & Sustainable Growth

D Directors & Key Management



Manav Teli

Director – IVD & Pathology

Entrepreneur from a business family; with the group for 20 years as a key decision-maker.



Vinay Sarda

Director

Computer graduate (NIIT); associated with the group for 14 years.



Nipun Lodha

Chief Strategy Officer

Master's in Management (Finance) & B.Com; 25 years in investment banking & corporate finance.



Vignesh Poojari

Chief Financial Officer

CPA (USA) & CA (India); 24+ years in Finance, Audit & IFRS, incl. senior leadership at Reliance Group.

I Independent Directors



Shweta Dilip Mehta

Independent Director

B.Com; 16 yrs in healthcare, digital innovation & community impact.



Pooja Vijay Gohil

Independent Director

Company Secretary; 7+ yrs in SEBI, listing compliance & governance.



Vinod Tiwari

Independent Director

M.Tech, IIT-BHU; 30 yrs with Ministry of Power & Renewable Energy; ex-Project Director, UPNEDA.



Subodh Gupta

Independent Director

Life Sciences & IIM Kolkata; 30+ yrs in healthcare (Novartis, Sanofi, Bausch & Lomb, Abbott).

A Advisors



G S Bhati

Advisor

MBA & Electrical Engineer; former Executive Director, Rural Electrification Corporation Ltd.



Dr. Ravi Mahajan

Advisor

Professor Emeritus, University of Nottingham (UK); expert in medical education, quality & professional standards.



Anil Mishra

Advisor

Retired Chief Commissioner of Income Tax, Indian Revenue Service (1989 Batch).



Dr. Varun Chandrasekhar

Advisor

Faculty at IIT — **25 years** of international experience in biodiesel, renewable energy, policy formulation & sustainable business transformation

Why Now?

Driving growth across high potential business verticals

Healthcare

- 70% of Indian deaths trace to non-communicable disease
- 70–80% of medical devices in India are imported — substitution opportunity
- National Sickle Cell Elimination Mission targets 278 districts by 2047

Renewable

- PM Surya Ghar: ₹75,000 Cr budget for residential solar
- National Solar Mission targets 500 GW capacity by 2030
- State agencies (UPNEDA, BREDA, EESL) actively awarding multi-year contracts

Capital Markets

- BSE listing achieved via NCLT-approved reverse merger
- Clear FY27 FPO and FY28 demerger catalysts already on the roadmap
- Rising investor appetite for Indian MedTech & renewable infrastructure

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India's Healthcare Landscape

70% of Deaths Trace to Non-Communicable Disease

237Mn Diabetic / Pre-diabetic	**213Mn** At risk of heart attack
254Mn General obesity	**315Mn** Hypertension
10% Chronic Kidney Disease risk	**1 in 9** Lifetime cancer risk

- 70% of medical decisions rely on diagnostics — yet tests are difficult to standardise, error-prone, expensive and slow
- Lord's Mark targets this exact gap with quick, accurate and affordable diagnostics, MedTech devices and genomics

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Massive Market Opportunity

High-Growth Markets Across Every Lord's Mark Business Line

Problem

Diagnostics and dialysis remain slow, imported, expensive and centralised in metros

Market Size

Indian MedTech: $11Bn→$50Bn (2022–30, 20.8% CAGR); Diagnostics: $16.2Bn→$43.5Bn (2023–32, 11.6% CAGR)

Lord's Mark Solution

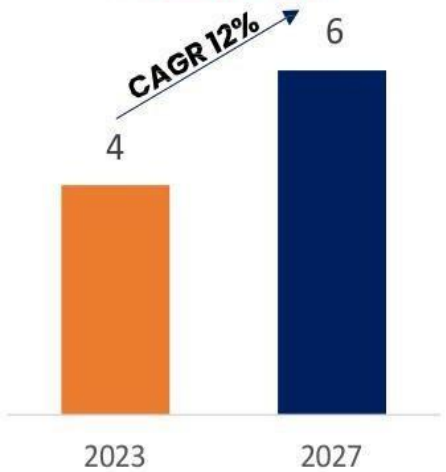
In-house manufactured IVD, Renalyx AI dialysis, genomics and last-mile e-Smart Clinics

Market	Size Growth	Period	CAGR Growth
Diagnostics Market (India)	$16.2Bn → $43.5Bn	2023–32	CAGR 11.6%
Global Sickle Cell Treatment Market	$3.32Bn → $6.11Bn	2024–29	CAGR 12.9%
In Vitro Diagnostics (India)	$1.91Bn → $2.27Bn	2024–28	CAGR 4.4%
Genome Testing (India)	$0.4Bn → $1.7Bn	2024–30	CAGR 26.8%
Dialysis Machine Market (India)	$5Bn → $11.3Bn	2024–33	CAGR 8.83%

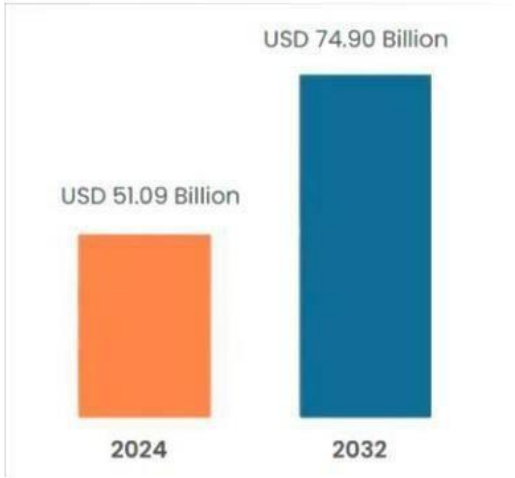
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Demand for Diagnostic Machine, Biochemistry Reagents & Equipment Is Growing at a Rapid Pace in India

Diagnostic Equipment & Machine Market in India ($ Bn)



Global Diagnostic & equipment Market



INCREASING DEMAND

- Rising number of medical facilities will boost the demand for medical devices in the market.
- The medical technology sector in India is projected to reach Rs. 4,33,150 crore (US$ 50 billion) by 2030.
- Diagnostic equipment market to reach to Rs. 51,978 crore (US$ 6 billion) by 2027, up from Rs. 34,652 crore (US$ 4 billion) in CY23.

OPPORTUNITIES IN EXPORT

- The Indian medical device market is driven by 70-80% imports from countries such as the US, China and Germany.
- India and Russia have set the bilateral trade target at Rs. 260,880 crore (US$ 30 billion) by 2025. Trade is expected to increase by an additional Rs. 43,480 crore (US$ 5 billion) per annum, with opportunities in pharmaceuticals & medical devices, minerals, steel, and chemicals.
- India's medical technology industry is poised to reach exports of up to Rs. 1,69,000 crore (US$ 20 billion) by FY30, according to the Confederation of Indian Industry (CII).

POLICY SUPPORT

- In November 2023, six strategies have been formulated as part of National Medical Policy to maximize the sector's potential, along with a detailed action plan for their execution.
- 100% FDI is allowed in the medical devices sector in India. Categories such as equipment and instruments, consumables and implants attract the most FDI.
- In May 2023, Export Promotion Council for Medical Devices was established under the Department of pharmaceuticals, with its headquarters in Noida.

INCREASING INVESTMENTS

- Union Chemicals and Fertilisers Minister Mr. JP Nadda launched a Rs. 500 crore (US$ 59.24 million) scheme to boost India's medical devices industry, focusing on manufacturing key components, skill development, clinical studies support, common infrastructure, and industry promotion.
- FDI inflow in the medical and between April 2000-December 2024 surgical appliances sector stood at Rs. 33,410.3 crore (US$ 3,905.35 million).
- In the Union Budget 2025-26, Rs. 99,858 crore (US$ 11.48 billion) was allocated as a budget for the healthcare sector.

Source: https://www.thehindubusinessline.com/companies/diagnostic-equipment-market-is-to-reach-close-to-6-billion-by-2027/article68043619.ece
https://www.investindia.gov.in/sector/medical-devices
https://www.techsciresearch.com/report/india-in-vitro-diagnostic-reagents-market/14326.html

Lord's Med - Integrated Healthcare Platform

One Connected Healthcare Ecosystem

Patient → Diagnostics → AI Analysis → Devices → Genomics → Preventive Care → Hospitals → Govt. Programs

A patient's journey moves from first diagnostic contact through AI-assisted analysis, connected devices and genomic insight, into preventive care pathways that link back to hospitals and government health programmes.

Full MedTech & Diagnostics Portfolio

IVD Reagents & Rapid Kits	TuBerculoScope	CRISPR Microbial Gene-Silencing Kit	Extra-Cellular Acidity Analyzer (ECAA)	Breast Cancer Screening Kit
Oncodiagnoscope / Oncovision / Nasolight	Smart E-Clinic & Sehat Pods	Dozee Contactless ICU Monitoring	Renalyx Dialysis Machines	Genome Testing (MyDNA)

LordsMed

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Innovation & Technology

MedTech IP advantage: Flagship Innovations

Renalyx AI Dialysis

85% owned subsidiary

Innovation

Cloud-connected AI dialysis unit built to European CE standards; 7 years of clinical trials

Benefit

Reduces water use by 50%+ vs. conventional machines; real-time CKD tracking via Renal Command Center

Competitive Edge

Indigenous manufacturing under full regulatory clearance

AI Breast Screening

C-MET collaboration

Innovation

Non-radiative, painless thermal-mapping wearable for early detection

Benefit

Removes mammography radiation and discomfort; enables rural screening

Competitive Edge

Privacy-first, portable, no hospital infrastructure needed

Oncodiagnoscope

BARC collaboration

Innovation

Portable optical spectroscopy device for oral cancer detection

Benefit

20-minute non-invasive result vs. multi-week biopsy cycles

Competitive Edge

Trialled on 12,000+ patients with institutions incl. Tata Cancer Hospital

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Renalyx R&D leadership: Dr. Shyam (PhD, IISc Bangalore, gold medallist) — ex CG Smith, Ericsson, TCS, Director of Technology at Philips.

Acquisition of Renalyx Health Systems Pvt Ltd (Renalyx)

Lords Mark Industries Ltd has acquired 85% stake in Renalyx Health Systems Private Limited, a medical equipment designing and manufacturing company in India









- ✓ **India's first indigenous AI based Dialysis Machine** Build with European CE Certification & Global Standards, which tracks CKD progression, predict Risk & support early interventions .
- ✓ **Patented technology** Developed & gone through trials for 7 years and approved by various regulatory authorities including CE approval.
- ✓ **World's first machine developed in India** which does painless dialysis of the patient.
- ✓ **World's first machine** developed in India **which consumes less than 50% water** compared to other machines.
- ✓ Cloud Connected Platform- Unified access for Dialysis Center, IoT Devices & clinicals.
- ✓ **Renal Command Center**- Centralizes dashboard for occupancy, alerts and cost efficiency
- ✓ Home Dialysis Orchestrator- manage enrollment logistics & patient monitoring remotely
- ✓ Quality & Safety Cockpit- Ensure treatment Adequacy, infection control & water quality compliance.
- ✓ Seamless Integration- Fits single or multicenter network with modular scalable architecture.

Leadership - Renalyx



Dr. Shyam holds a doctorate in Real Time Embedded Systems, specialising in Parallel Computer Architecture from Indian Institute of Science (gold Medal) & has been with CG Smith, Ericsson, Tata Consultancy Services and as Director of Technology at Philips. He was instrumental in devising one of the first hardware based antivirus solution in 90s.

Dr. Shyam has established university relationships for joint research programs to work on wireless technology and medical electronics with IISc, IIT Mumbai, IIT Karagpur, IIT Gowhathi, Maastricht University & Alborg University.

Founder & Director

Academic Qualifications

PhD Electrical Engg, Indian Institute of Science, Bangalore 1995 (gold Medal)
M Tech Industrial Electronics, SJCE Mysore 1987
BE in Electronics & Communications, SJCE Mysore 1983

Key Partners of Renalyx

Press Coverage







Sickle Cell Testing

Without accurate lab-based confirmatory diagnostic tests, an accurate diagnosis for SCD cannot be made and may sometimes be misdiagnosed with anemia or other disorders. Also, results for the traditional method of testing take **10-15 days**. This inevitably has big consequences on treatment strategies.

Advantages of Lord's Mark's sickle cell testing over other brands



High Accuracy
Sensitivity of 99% and a specificity of 98%



Cost-effective
Affordable for people who require lifelong treatment



Convenient
Can be done at doctors' offices, clinics, and at home



Fast turnaround time
Results available within 30 min

Government of India Intiiatives

National Sickle Cell Anaemia Elimination Mission launched by Government of India aims to eliminate sickle cell disease by 2047, targeting 278 districts in 17 states with a high prevalence. Notably, all 11 districts of Vidarbha are covered under the mission.

Ministry of Tribal Affairs (MOTA)'s initiative to screen all tribal children for sickle cell disease. The MOTA has partnered with Lord's Med to provide sickle cell testing and screening services to tribal communities across India.

IIT-Bombay and Lord's Mark Industries' tie-up aims to Revolutionize Sickle Cell Testing In India

- Development and deployment of a new point-of-care (POC) sickle cell testing technology.
- Usage of smartphones to analyze blood samples and provide results in minutes.

Key Benefits

Deployment in rural and remote areas	Convenience and affordability	Raising of awareness	Early diagnosis and treatment

E-Smart Clinics – In Partnership with Dozee

Lords Mark Industries has partnered with Dozee, a company specializing in contactless remote patient monitoring and early warning systems, to advance healthcare solutions, particularly in public hospitals. This collaboration focuses on leveraging Dozee's technology to improve patient care and enable early detection of clinical deterioration.

The E-Smart clinic consists of 3 parts:

Teleconsultation	Point of Care Diagnostic Solution	Spot Check & Continuous Monitoring
A multi-lingual platform for remote doctor consultations	Dozee Swasth Diagnostics setup capable of performing 30+ tests	Dozee's Contactless Vitals Monitoring Station

- Bring **affordable healthcare facilities** to remote locations
- **Does not require special skills** for operating
- Digitization of health data and creating **health registry** of citizens
- **Space efficient** (can be set up in a 70-100 sq ft space)
- **Interactive software** with local language support



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Renewable Energy & Led

A Government-Anchored Order Book

- Key GoI programmes: SAUBHAGYA (UPNEDA-UP, APDCL-Assam), Household Electrification (UPNEDA-UP), rural electrification of Bihar & Jharkhand via EESL
- Current secured order book of ~₹2,000 Cr from UPNEDA, BREDA, EESL, APDCL, Railways, Defence and the Navy, within a broader ₹3,000+ Cr pipeline
- Only firm holding the design formula for all Indian Navy warships' lighting; lit aircraft carrier INS Vikramaditya
- Committed to 500 MW of solar capacity over 7 years, with 100 MW+ already in hand for the next two years
- Growth drivers: PM Surya Ghar (₹75,000 Cr budget), National Solar Mission (500 GW by 2030), net metering, tax incentives, DBT subsidies

Why We Win

Sustainable Competitive Advantages

1. Regulatory advantage

CDSCO single-roof licence for rapid tests, reagents and analysers, plus ICMR, US FDA and CE approvals

2. R&D & Patent advantage

Exclusive technology transfers from IIT Bombay, BARC, C-MET and BITS Pilani

3. Execution & Government Access

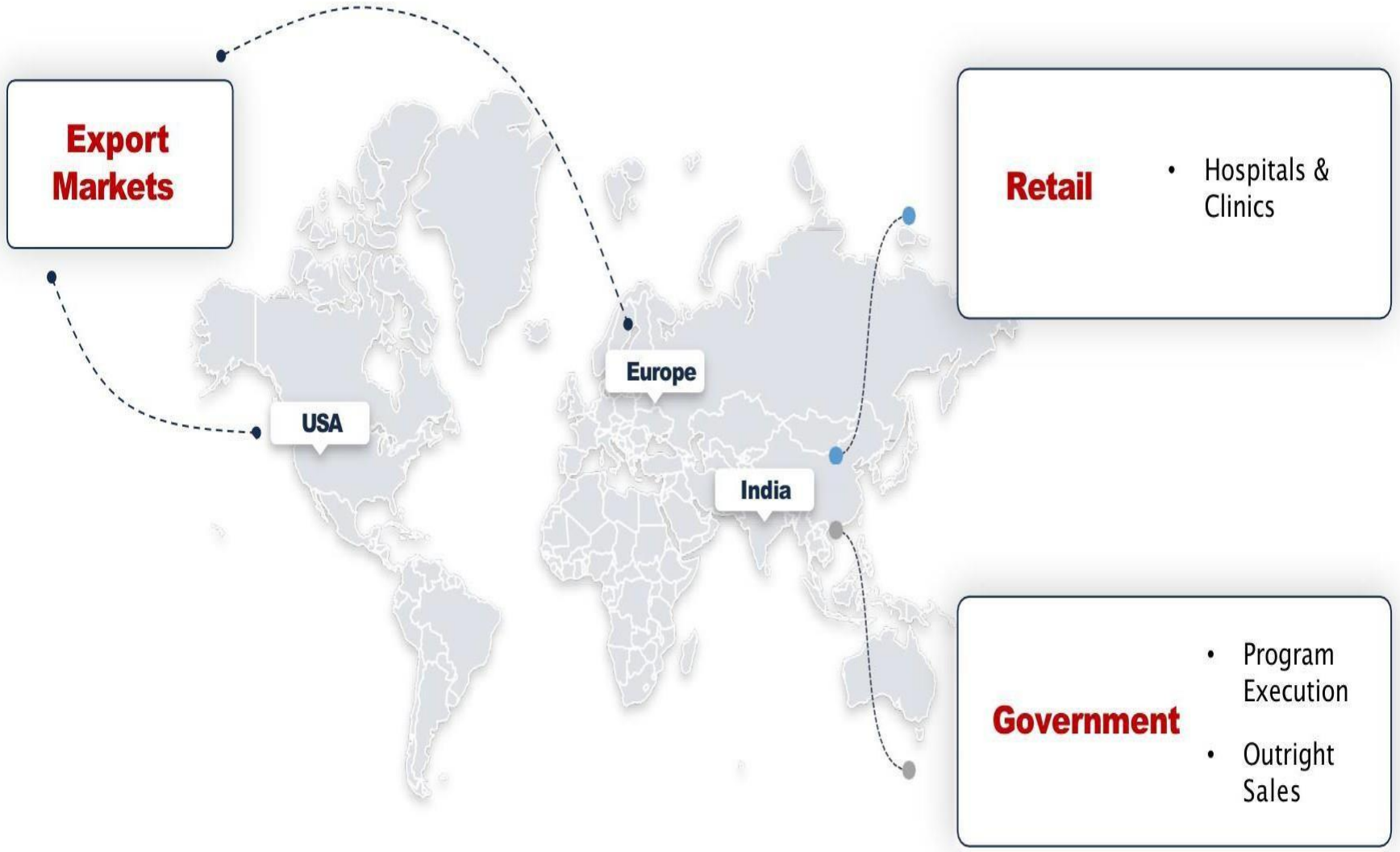
Trusted partner for major state programmes (UPNEDA, BREDA, MoTA, Unnat Bharat) with a multi-thousand-crore pipeline

4. Cost & Manufacturing Control

In-house manufacturing driving cost efficiency across IVD and MedTech devices

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Our 3 pronged Go-To-Market strategy will lead to exponential growth in the MedTech Segment



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Strategic Partnerships

R&D and Distribution Power Through Institutional Alliances

IIT Bombay

Exclusive licence for point-of-care smartphone Sickle Cell diagnostics

BARC

Exclusive technology transfer for Oncodiagnoscope oral cancer detection

C-MET, Thrissur

AI-powered, radiation-free Breast Cancer Screening wearable

BITS Pilani

Multiplex PCR for Myeloid Leukemia (AML-M2)

MapMyGenome

Making genome testing accessible in India

Ministry of Tribal Affairs

Sickle cell screening across tribal communities, with IIT-Bombay

Philips / Cipla / Braithwaite

Distribution and technology partnerships across Solar, Lighting and Healthcare

Renalyx Research Network

IISc, Bharat Electronics, PESIT, BMS Institute, Aquaporin, GenWorks

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Manufacturing & Quality

Advanced In-House Manufacturing & Quality Control

ISO 13485
& WHO-GMP certified production

99.60%
QC precision consistency

CDSCO
Single-roof manufacturing licence

- Immunoassay kits & PCR diagnostic reagents
- Rapid antigen & antibody test strips
- Automated biochemistry analysers & haematology equipment
- Animal-health blood diagnostic machines

- In-house facility with single-roof production of rapid kits, reagents and analysers — only company in India with this CDSCO scope
- In-house R&D team driving continuous reagent formulation improvements
- Gross margin profile: ~62% IVD, ~45% MedTech devices, ~12% Solar EPC (Company estimates)

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Recent Milestones Turning Approvals Into Revenue

ICMR approval for Sickle Cell and Genome Testing

Approval to manufacture veterinary blood-testing machines

Only India licence to manufacture Rapid, Biochemistry, Serology & Analyzer machines under one roof

In-house manufacturing of blood test machines started

Test licence received for cancer diagnosis

Rudo Joint Pain Relief Oil launched (Surgical Division)

Surgical Division received US FDA approval

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Global Expansion

Exporting Indian MedTech Innovation

- United States: Lords Mark secured a maiden $1,000,000 order for Contactless Remote Patient Monitoring (RPM) and AI Early Warning Systems (EWS); ISO 13485:2016, HIPAA and IEC 60601 compliant
- SAARC: targeted diagnostic infrastructure deployment across Sri Lanka, Bangladesh and Nepal
- GCC & EU: strategic dialogues initiated at Davos 2024 for MedTech distribution hubs in the UAE and broader GCC markets

"This entry into the US market is a testament to innovation and excellence. Our AI-powered and contactless monitoring solutions align with the future of global healthcare."

— Sachidanand Upadhyay, Managing Director

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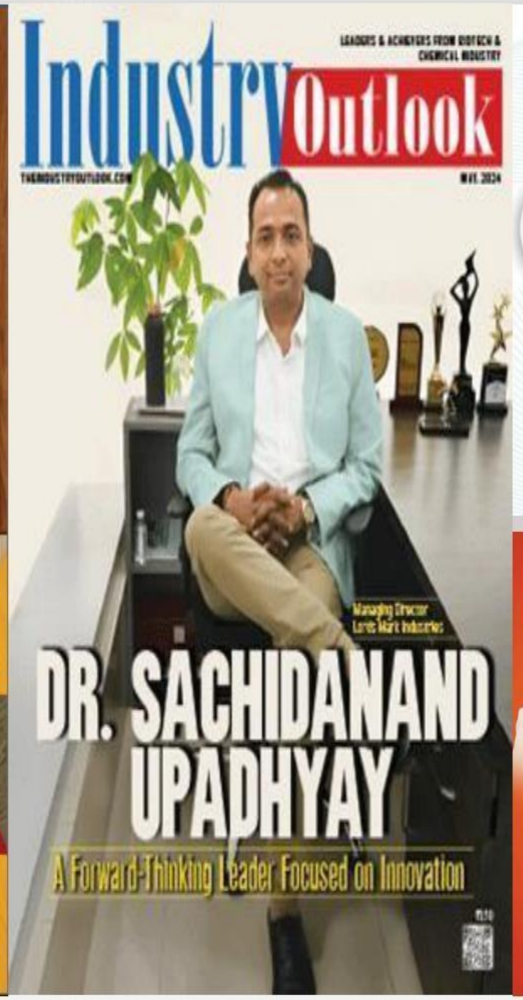
Lord's

Media Coverage



Forbes India Sep 2024











Focusing on innovation, sustainability, and responsible strategic partnerships

Lord's Mark Industries and Unnat Bharat's E Smart Clinic brings healthcare to India's doorsteps, blessed by PM Modi

Lord's Source Name: Lord's Mark Industries Pvt. Ltd.

Lord's Mark Industries & Unnat Bharat Take off E Smart Clinic Project Pan India with Inauguration of AIIMS Rajkot by Honourable PM Shri Narendra Modi

Lord's Mark Industries: Leading Innovation and Sustainability to Shape India's Future

A Technocrat, a Leader, and a Business Developer

From Inspiration to Innovation

MyDNA: Your Genetic Blueprint for a Healthier Life

Time Magazine Dec 2024

DRIVING INDIA FORWARD: LEADERS COMMITTED TO GROWTH AND STRENGTH

Driving Excellence: The Inspiring Journey of Sachidanand Upadhyay and Lords Mark Industries

E-SMART CLINIC GOES LIVE! A Lord's Mark Initiative for a Healthier India in Collaboration with Government

MyDNA: Your Genetic Blueprint for a Healthier Life

HOME › BUSINESS › E-Smart Clinic Goes LIVE! A Lord's Mark Initiative for a Healthier India in Collaboration with Government of India

E-Smart Clinic Goes LIVE! A Lord's Mark Initiative for a Healthier India in Collaboration with Government of India

September 6, 2024 Mansi Praharaj Business Comments Off

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Recent Media Coverage

Biggest solar EPC contractor for Solar Street Light **Company has received 600 MW Solar Roof Top work order from UPNEDA @4.85 per unit at Davos.**





Lord's Mark Industries Emerges as Top Contender in Uttar Pradesh Government Solar Project



Lords Mark Industries Ltd in collaboration with Unnat Bharat Abhiyan inaugurates revolutionary E-Smart Clinic in Palghar District Maharashtra, advancing Healthcare Accessibility across India

JULY 27, 2024 BUSINESS BUSINESS



Solar Power, A Solution For Rural Electrification

By investing in solar infrastructure and creating supportive policies, we can transform the lives of millions of people in rural communities, empowering them with the tools they need to achieve sustainable development

Sachidanand Upadhyay
Updated on: 11 September 2024 11:41 am

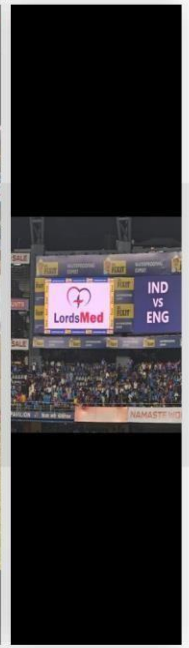
IPL Coverage











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Lord's Mark Industries Goes Global with USD 1M US MedTech Order

Lords Mark Industries Limited, has made a strategic entry into the United States market by securing its first major order valued at approximately $1 million.

The order includes Contactless Remote Patient Monitoring (RPM) and AI-Based Early Warning Systems (EWS)-state-of-the-art healthcare solutions developed and manufactured in India by Lord's Mark Industries. These advanced systems provide real-time patient monitoring, predictive analytics, and seamless Electronic Health Record (EHR) integration, offering a revolutionary approach to patient care.


Hindustan Times

With a strategic leap into international markets, Lord's Mark Group launches Lord's Global in the USA to drive innovation, forge global partnerships, and expand its footprint across healthcare, energy, and education sectors

Lord's Mark Group's global ambitions take flight with Lord's Global in the USA


ADVERTORIAL

Lord's Mark Imprints on the Global Stage with a Contract worth $1 Million from USA

BRIDGING INDIA AND THE WORLD WITH SMART INNOVATION

SMART INNOVATION WITH GLOBAL IMPACT

BUILDING ACCESSIBLE HEALTHCARE FOR THE FUTURE

REVOLUTIONISING DIALYSIS CARE IN INDIA AND BEYOND

VISION MEETS IMPACT

BREAKTHROUGHS IN CANCER DIAGNOSTICS

The company continues to expand its healthcare footprint with ISO 13485:2016, HIPAA, and IEC 60601-1/1-2 compliant products, ensuring global standards in safety and efficacy. This breakthrough in the US market signifies a new era of Indian MedTech exports, driving innovation and accessibility in healthcare worldwide.

"This entry into the US market is a testament to our commitment to innovation and excellence. Our AI-powered and contactless monitoring solutions align with the future of global healthcare, and we are proud to represent Indian technological capabilities on the world stage." - Sachidanand Upadhyay, Managing Director, Lord's Mark Industries Ltd

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ESG & Governance

Sustainable Impact With Institutional Governance

E Environmental

- Targeting Net-Zero carbon emissions across operations by 2035
- 500+ MW planned solar capacity supporting grid decarbonisation
- Renalyx dialysis saves 50%+ water per session vs. traditional units

S Social

- Partnered with the Ministry of Tribal Affairs to screen underserved tribal populations for Sickle Cell anaemia
- Deploying e-Smart Clinics to bring diagnostics to remote and rural locations

G Governance

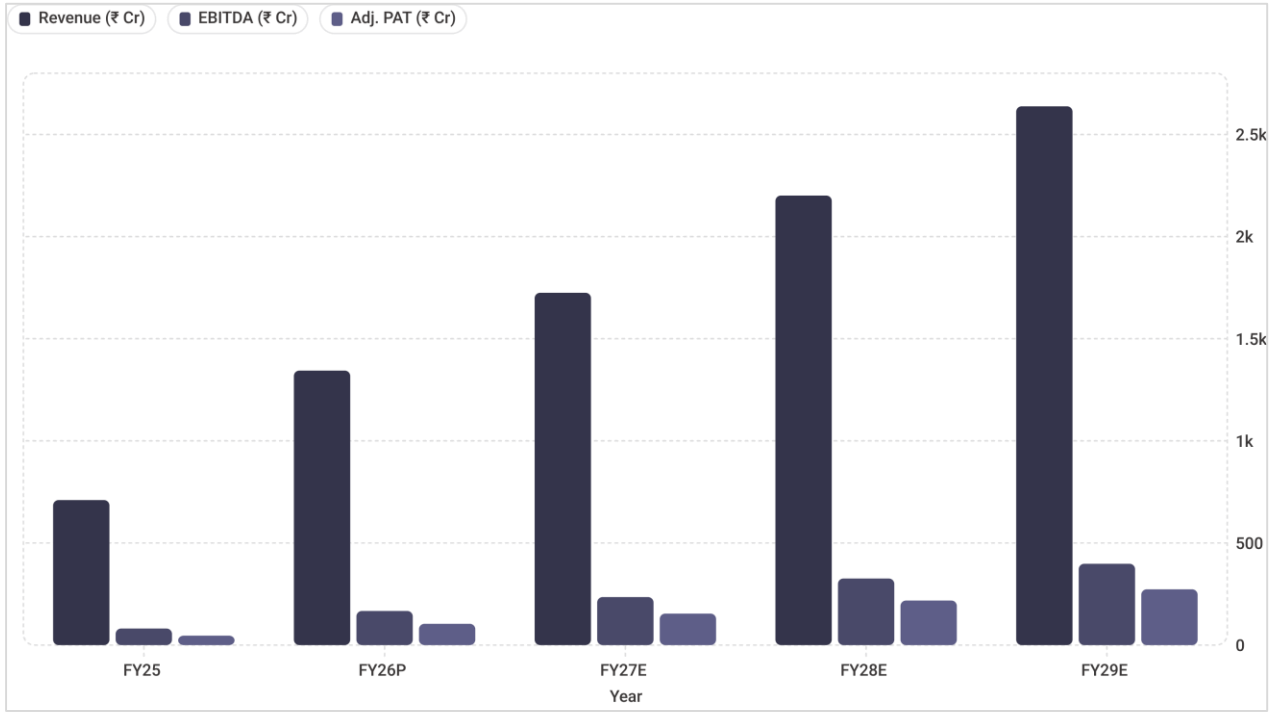
- BSE-listed entity adhering to SEBI Listing Obligations and Disclosure Requirements (LODR)
- Independent board oversight, including company secretary and retired tax/administrative veterans

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Strong Financial Growth outlook – FY25–FY29 Driven by Healthcare & Renewable Businesses

Lords Mark Industries is forecast to deliver a **3.6x revenue expansion** from ₹710 Cr in FY25 to ₹2,586 Cr by FY29, underpinned by accelerating healthcare and renewable energy businesses.
EBITDA grows ~8.7x and Adjusted PAT nearly 10x by FY29, with meaningful margin expansion and rapid balance sheet deleveraging

Metric	FY25	FY29E	Growth
Revenue (₹ Cr)	710	2,586	**3.6x**
EBITDA (₹ Cr)	75	650.36	**8.7x**
EBITDA Margin	10.5%	25.1%	**+1460 bps**
Adj. PAT (₹ Cr)	40	422	**~10x**
Diluted EPS (₹)	1.07	9.50	**~9x**
ROCE	12%	25%	**+1300 bps**



EBITDA margin to expand from 10.5% (FY25) to 25.1% (FY29) | Diluted EPS to grow from ₹1.07 to ₹9.50 — nearly 6x earnings accretion over the forecast horizon.

Above analysis done by Nuvama Wealth Management Limited

Business Mix & Value Creation FY25–FY29
Healthcare Expected to Become the Primary Growth Engine

Lords Mark operates across four distinct business segments. IVD+MedTech is on track to become the single largest revenue contributor by FY29, while Renalcare (Dialysis) emerges as a fast-scaling new vertical from FY27. Lighting and Renewables/Solar together form a substantial second pillar. Healthcare (IVD+MedTech+Dialysis) is expected to contribute **more than half of all incremental revenue growth** over the forecast period.

Segment Revenue Highlights (FY25 → FY29E)

IVD

₹334 Cr → ₹1,117 Cr | Largest segment by FY29. Includes diagnostics, Biochemistry, Analyzer and Reagents

Renalcare (Dialysis)

Fully Launches FY27 at ₹62 Cr → ₹294 Cr by FY29 | EBITDA margin 25–50% — highest in portfolio.

Medtech

₹8 Cr (FY27) → **₹175 Cr** (FY29) at ~34% EBITDA margin.
Paper business (₹75 Cr) discontinued post-FY25.

Lighting & Renewables

Combined ₹301 Cr → ₹1000 Cr | Lighting: ₹225 Cr → ₹457 Cr | Solar/Renewables: ₹76 Cr → ₹543 Cr — solar scales 3.3x.



Growth Roadmap 2030

FY 2026–27

Listing on NSE
Global footprint in association with our partners in EU, USA & GCC countries Full-fledged R&D team in India as an independent research wing
FPO/ Preferential Allotment - ₹500 Crs

FY 2027–28

Wholetime manufacturing unit for Medtech; Reach 2,000 pathology labs and 1,000 Renal Care Units; execute the IVD/MedTech demerger

FY 2028–29

Cross ₹5,000 Cr consolidated group revenue;

FY 2030

Full operational presence across US, EU, GCC and SAARC; established as a leading Indian MedTech conglomerate

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Investment Thesis

Why Lords Mark is Positioned to Create Long-Term Shareholder Value?

- **27-Year Proven Legacy -** Established operating history with a demonstrated ability to evolve across multiple business cycles and successfully enter high-growth industries.

- Market leadership in high-growth sectors — differentiated positioning in specialised biochemistry reagents and Sickle Cell testing, with direct exposure to India's MedTech and solar expansion
- Exceptional financial trajectory — consolidated revenue compounding from ₹1,290 Cr (FY26) to ₹2,586 Cr FY29), with EBITDA margin expanding from 11.24% to 25.15%
- Clear value-unlocking catalysts — immediate BSE listing liquidity via the approved reverse merger, and a planned FY28 demerger of the MedTech/IVD business
- Collaborations with leading scientific institutions, government agencies, and public-sector organizations demonstrate execution capability and market credibility.

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Risks & Mitigation

A Balanced View for Institutional Diligence

Regulatory approval timelines

Risk: New device approvals (CDSCO/US FDA/CE) can take years

Mitigation: Track record of securing approvals ahead of peers; in-house regulatory team

Government payment cycles

Risk: PSU/state receivables can be slower than private commercial sales

Mitigation: Diversified client base across states and PSUs; growing export/private mix

Execution & scale-up risk

Risk: New manufacturing capacity and clinic rollout require disciplined execution

Mitigation: Phased capex, experienced in-house project execution team

Competitive intensity

Risk: Global MedTech and diagnostics majors have deeper balance sheets

Mitigation: Cost leadership via in-house manufacturing plus exclusive institutional IP

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Thank you

- Investor Relations: ir@lordsmark.com • info@lordsmark.com
- Corporate website: www.lordsmark.com
- Headquarters: Mumbai, Maharashtra, India
- Equity ticker: Listed on Bombay Stock Exchange (BSE)

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