

Ref: MHL/Sec&Legal/2026-27/33

August 04, 2026

To,
BSE Limited
Scrip Code: 542650

National Stock Exchange of India Limited
Scrip Symbol: METROPOLIS

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation for the quarter ended June 30, 2026.

A copy of the said presentation is also being uploaded on the Company's website at www.metropolisindia.com.

You are requested to take the above information on record.

Thanking you,
Yours faithfully,

For **Metropolis Healthcare Limited**

Kamlesh C Kulkarni
Head - Legal & Secretarial

Encl.: a/a





METROPOLIS

METROPOLIS HEALTHCARE LIMITED

Q1 FY27 Investor Presentation

Diagnostics trusted by doctors and patients alike

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Metropolis Healthcare Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the healthcare industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Metropolis - diagnostics that's trusted by doctors and patients alike

209

Clinical Labs

35

ISO:15189 Accredited
Labs 31 India / 4 Kenya

2

CAP Accredited Labs
India

45+

Years of credible
experience

4,500+

Tests & Profiles

5,000+

Service Network

OUR VISION

To be a respected healthcare brand trusted by clinicians, patients and stakeholders — positively impacting the lives of patients in their most anxious times and turning their anxiety into assurance.

OUR BRAND PROMISE

For your Health, It's good to be sure.

12% CAGR revenue growth over
the last 7 years

Q1 FY27 Key Financial Highlights

REVENUE
INR 450 Cr

▲ 17% YoY

EBITDA
INR 113 Cr

▲ 27% YoY

PAT
INR 57 Cr

▲ 26% YoY

NETWORK
5,003

▲ 8% YoY

EBITDA MARGIN
25.2%

▲ 210 bps

PAT MARGIN
12.6%

▲ 90 bps

- **Mid-teen revenue growth delivered despite no price hikes**, demonstrating strong underlying demand and volume-led growth

- Q1FY27 EBITDA **grew by 210 bps** driven by operating leverage, automation, and continued process efficiencies.

- Sustained demand momentum and increasing throughput from the expanded Lab & Center network enabled the company to outperform its growth guidance.

Q1 FY27 Key Performance Indicators

B2C REVENUE

INR 257 Cr

▲ 18% YoY

B2B REVENUE

INR 193 Cr

▲ 15% YoY

TRUHEALTH

INR 81 Cr

▲ 22% YoY

PATIENT VOLUME

3.7 Mn

▲ 10% YoY

TEST VOLUME

7.8 Mn

▲ 11% YoY

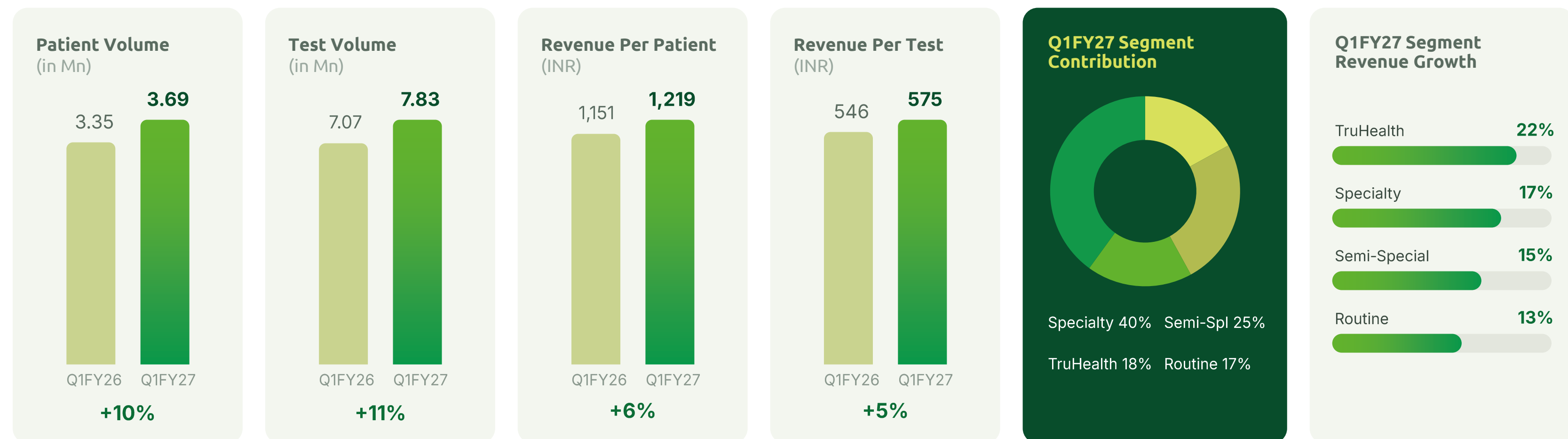
SPECIALTY

INR 178 Cr

▲ 17% YoY

- **Double-digit patient and test volume growth**, aided by deeper market penetration, the shift from unorganised to trusted chain labs and Tier-3+ expansion.
- **17% growth in specialty testing revenues**, led by successful upselling and Pan-India integration of the Core Diagnostics test menu.
- **B2C powered by micro-marketing and brand pull**; B2B strengthened by service excellence and a wider clinician network.

Q1 FY27 Consistently delivering patient & test volume growth



Q1 FY27 · CHANNEL MIX

B2C revenue up 18% YoY & B2B revenue up 15% YoY

B2C · 57%

B2B · 43%

B2C

Own, franchisee & rural centres

+18% YoY

TruHealth Growth

+22%

Specialty Growth

+21%

- Micro-marketing strategies and strong brand pull enabling volume-led growth
- Tier-3 and beyond expansion widening B2C reach and patient acquisition
- Digital, app and AI-led initiatives improving TruHealth conversion
- Premiumisation through Vitals, Consult and ECG offerings



MetLink – Flagship Franchisee Partner Engagement Programme

B2B

B2B labs, hospitals, government, corporate & clinical trials

+15% YoY

TruHealth Growth

+23%

Specialty Growth

+15%

- Improving business quality, service excellence and ease of doing business
- Driving stronger specialty-led growth
- Widening clinician and institutional network



B2B Partner training and Engagement

Q1 FY27 REVENUE GROWTH TruHealth & Speciality

TruHealth

Strong revenue momentum, premium mix & digital acceleration

GROWTH
22%

CONTRIBUTION
18%

- Radiology-integrated wellness packages grew 40%+ through range optimisation and focused upselling.
- Premium TruHealth packages grew 50%+, led by doctor consult, vitals and ECG-led extensions.
- Launched AI-enabled personalised nutrition and TruHealth Mind & Body for cognitive wellness.
- Introduced dedicated Wellness Zones at marquee centres for consultative wellness delivery.



Wellness Zone at Key Centres for Consultative TruHealth

Speciality

Clinician trust, scientific expansion & new test launches

GROWTH
17%

CONTRIBUTION
40%

- Expanded high-end genomics adoption and launched the industry's most comprehensive 1,000-gene oncology panel.
- Sustained leadership in chronic diagnostics across allergy, autoimmunity, diabetes and cardiology.
- Scaled the Core Diagnostics test menu across B2C and B2B networks, strengthening specialty cross-sell.
- Digital promotion of high-end specialty tests expanded patient reach, and improved realisation
- Genomics sales scaling on our specialty base and clinician connect.



Series of Genomics Symposiums across the country for Specialist Connect



Q1 FY27 • REACH

Diversified revenue contribution across geographies



Map not to scale; for illustrative purposes only.

By Region

West 50%
South 27%
North 18%
East 6%

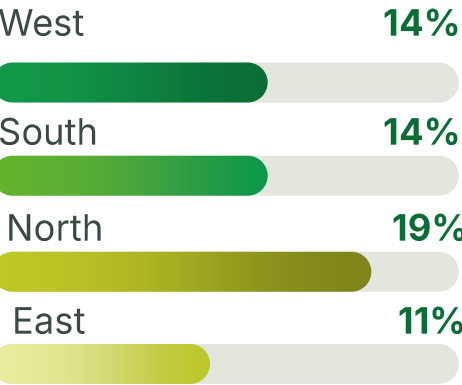


By City Tier

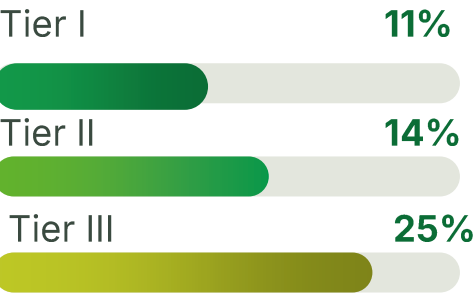
Tier I 67%
Tier II 7%
Tier III 26%



Region Growth



Tier Growth



Revenue contribution of domestic revenue only.

~750

towns with Metropolis presence

~25%

revenue growth from Tier III cities

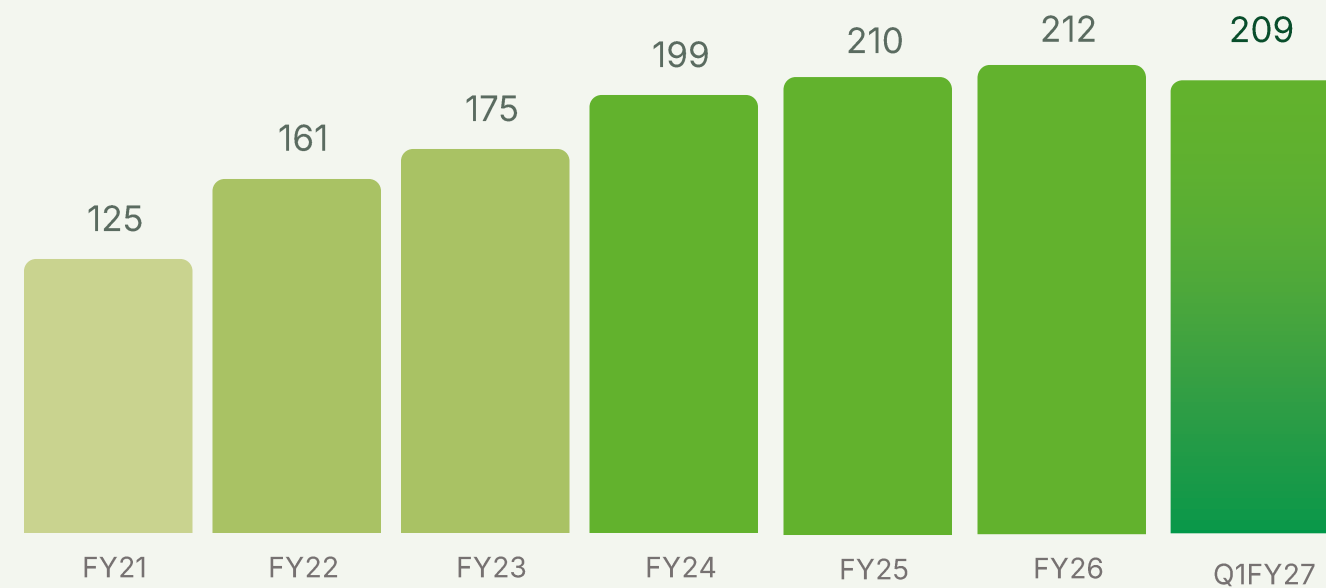
18%

North India contribution, up from 17%

INFRASTRUCTURE

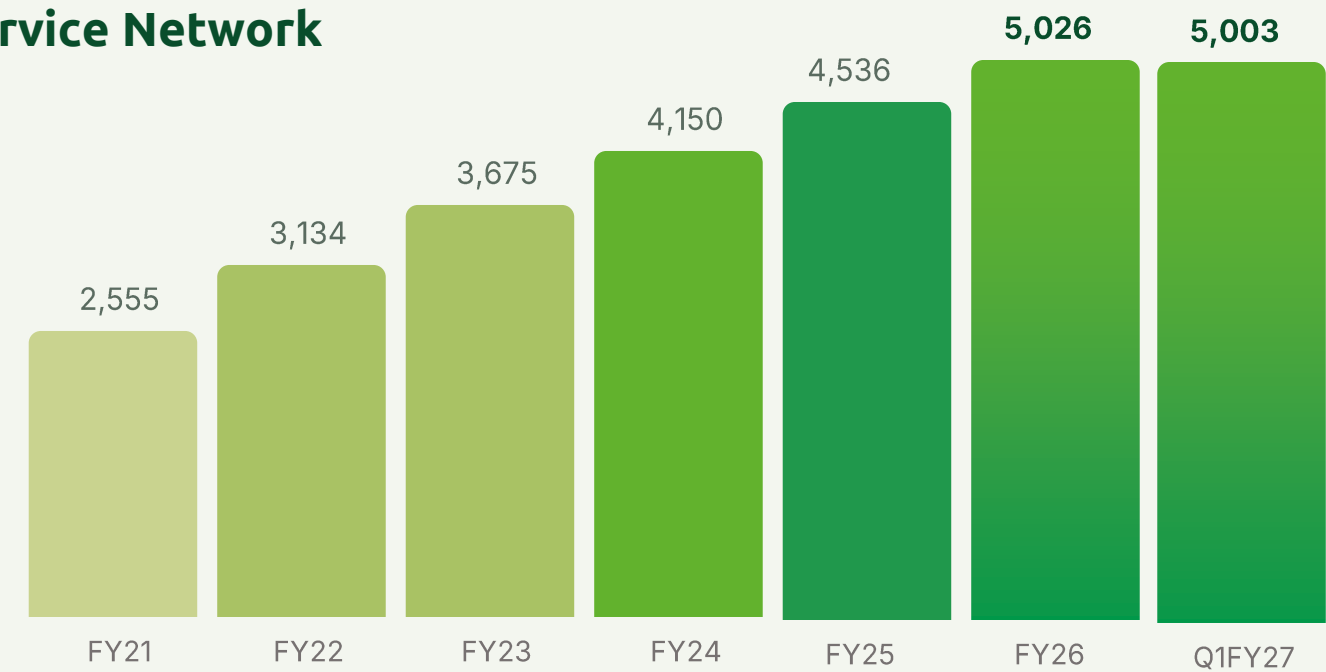
Building a scalable, efficient network

Laboratory Network



Over the last 5 years **87 labs** added to the network. In Q1FY27, consolidated 7 labs with acquired entities

Service Network



Over the last 5 years 2,471 service points added

~750 towns, from 300 in FY23

295 service points added in Q1FY27 with rationalisation of 318 non-productive centres

24:1 Centre: Lab Ratio improved over 21:1 LY.

Q1 FY27 Consolidated Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	Q1FY27	Q1FY26	Y-o-Y
Revenue from Operations	450.2	386.1	16.6%
Total Cost	337.0	296.9	
EBITDA	113.2	89.1	27.1%
EBITDA Margin (%)	25.2%	23.1%	210 bps
Depreciation	32.4	30.8	
Other Income	5.1	7.5	
EBIT	86.0	65.8	30.6%
Finance Cost	8.3	4.6	
Profit Before Tax	77.7	61.2	26.9%
Current Tax	20.8	16.0	
Profit After Tax (PAT)	56.9	45.2	25.8%
PAT Margin (%)	12.6%	11.7%	90 bps

STRATEGY

Metropolis 3.0

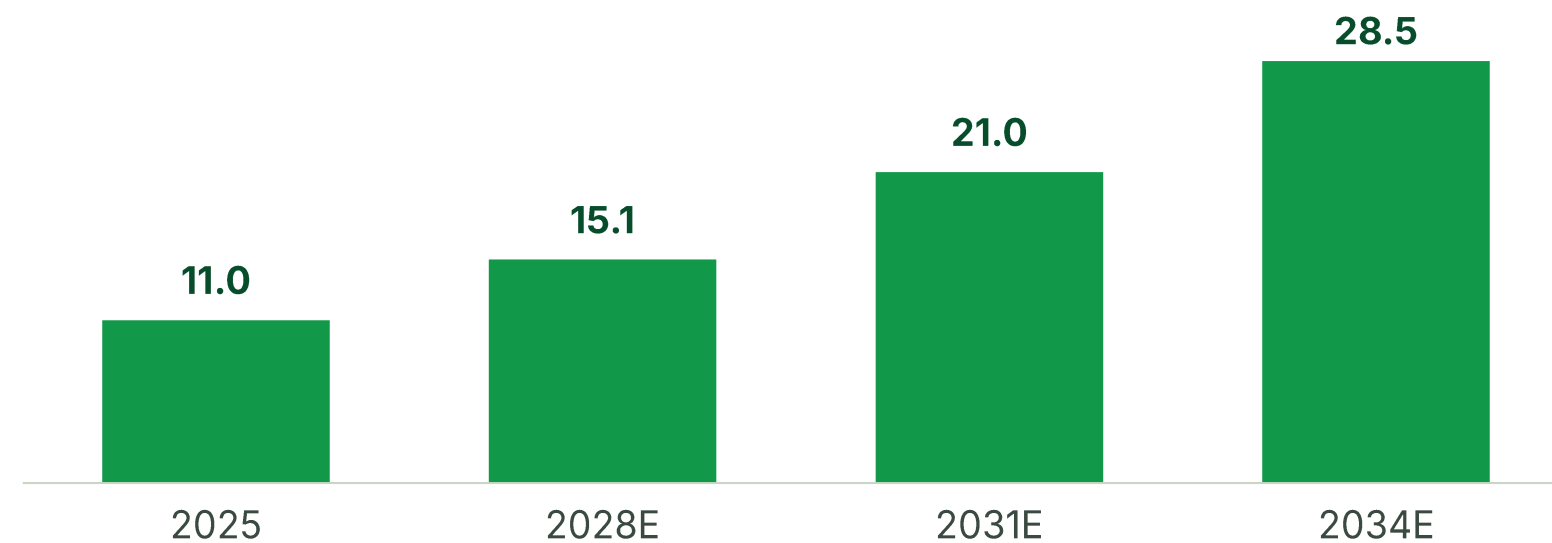
The next phase of profitable, science-led growth — strengthening the core, expanding into adjacencies, and building lasting shareholder value.



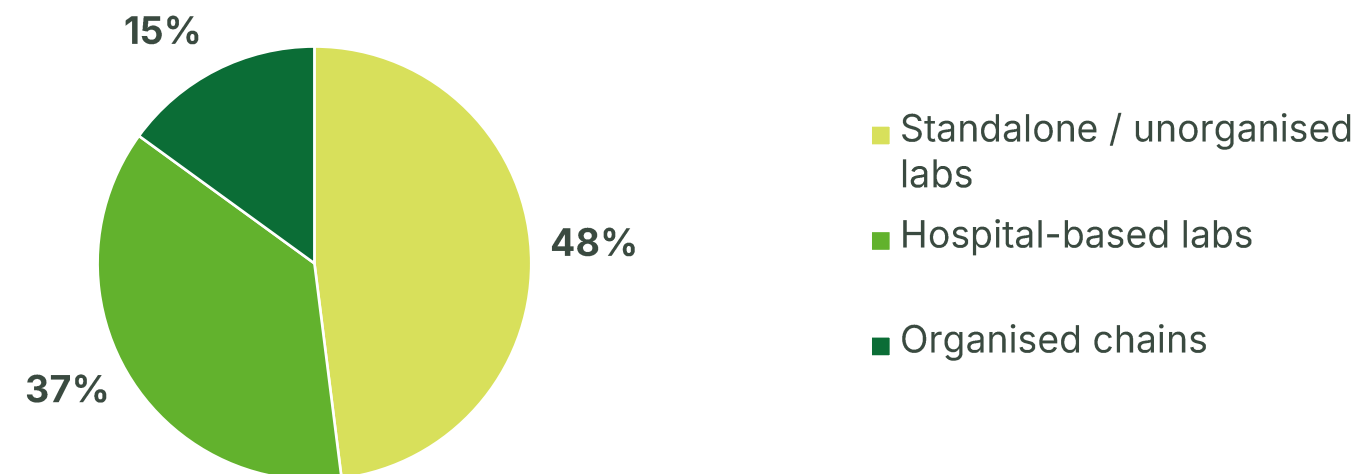
MARKET CONTEXT

The Indian diagnostics industry

Market size — US\$ bn (~11% CAGR to 2034E)



Market structure by provider (2025) – Highly fragment market



~US\$11 bn

India diagnostic labs market size, 2025

~11%

Projected CAGR, 2025–2034E

~15%

Organised chains' share — rest is fragmented

>60%

Share of mortality from non-communicable diseases — drives recurring testing

What's powering the shift to organised

- Accreditation, quality and consistency (NABL) building doctor and patient trust
- Home sample collection, digital reports and online booking widening access
- Deeper Tier 2/3 penetration and rising preventive & wellness testing

METROPOLIS 3.0

Key pillars of the strategy - poised to grow further

1

Leading with Technology

Pioneer AI and digital innovation to redefine diagnostics and elevate customer experience, building on our proven strengths in quality, precision, and operational excellence to shape the future of healthcare.

2

Differentiate Scientifically

Lead with scientific excellence and uncompromising diagnostic quality, setting industry benchmarks through rigorous standards, expert-led interpretation, and sustained investment in medical innovation.

4

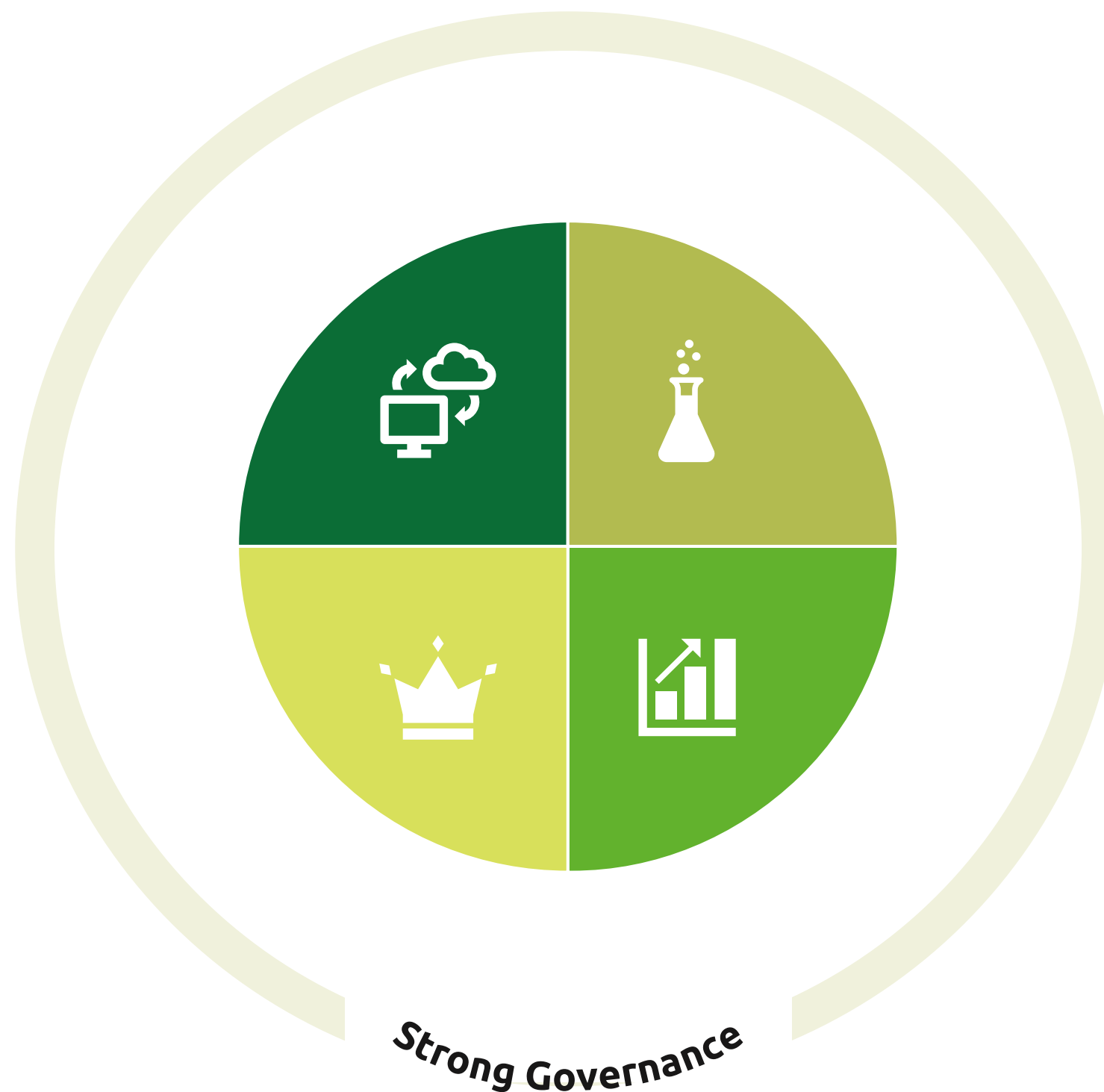
Brand Promise

Build and protect trust by empowering consumers, clinicians, and employees with precise, compassionate care, reinforced by ethical practices, operational excellence, and a culture grounded in accountability

3

Consistent, Profitable Growth

Scale the core business sustainably and profitably while expanding strategic adjacencies, driving operating leverage, prudent capital allocation, and resilient long-term shareholder value





TECHNOLOGY

Driving business growth through digital transformation

THE TECHNOLOGY STACK

**Enhanced Productivity**
Second-generation Point of Sale platform — Registration & Invoicing Platform 2.0.

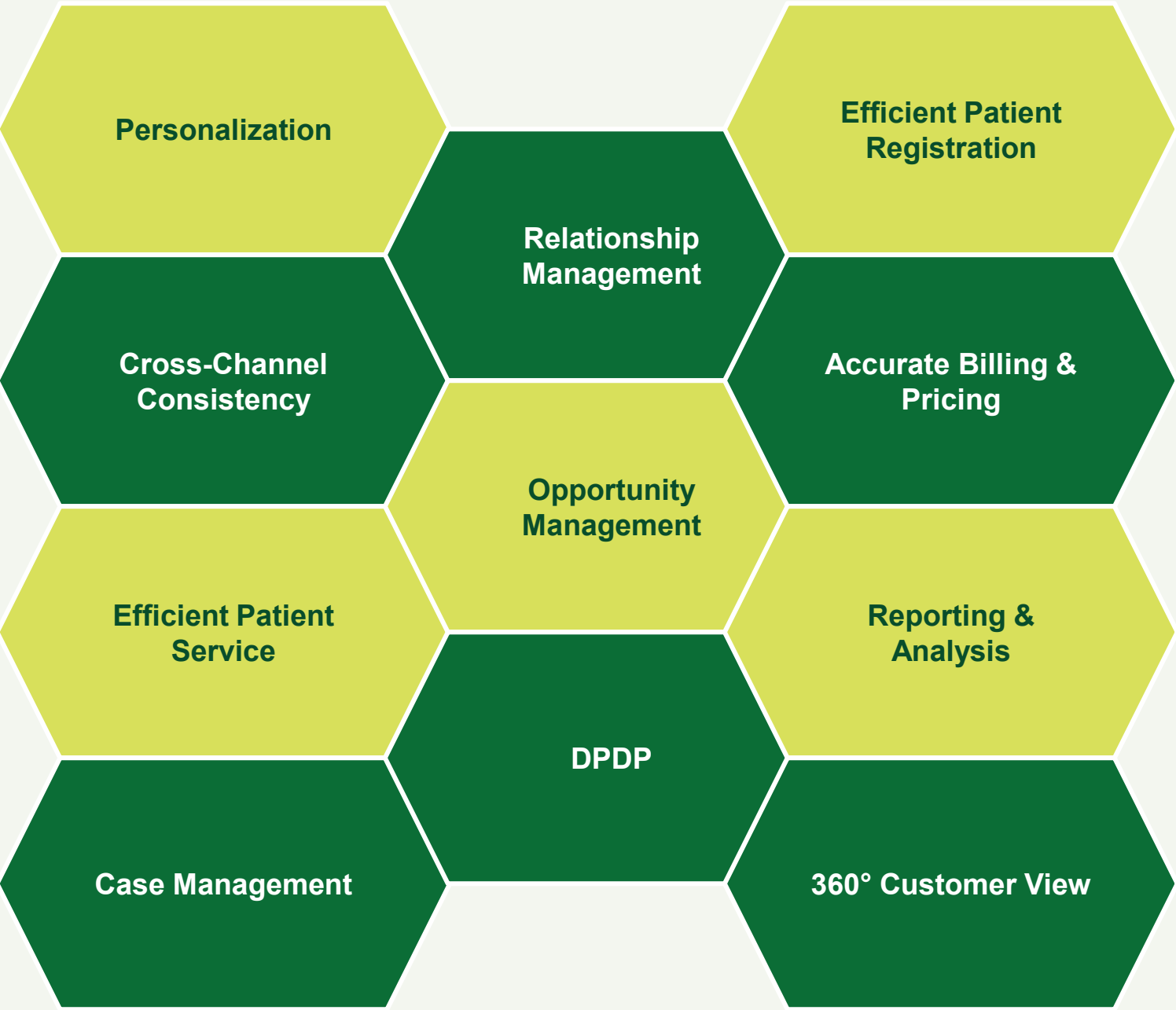
**Rapid Scalability**
Partner Portal for end-to-end partner life-cycle management and engagement.

**Future-Ready Architecture & AI**
Customer Data Platform for a 360° customer view, using AI to personalize experiences.

**Improved User Experience**
Sales CRM with customizable CPQ to manage dynamic pricing.

**Data Security & Privacy**
Enterprise-grade security with DPDP-compliant patient data handling.

A UNIQUE HEALTHCARE TECHNOLOGY STACK DELIVERS



SCIENCE · RESEARCH · ACADEMICS

Scientifically driven, with a strong focus on quality

36

new tests added in Q1FY27
(incl. CDP)

347

tests added in FY26 including
integrating Core menu

99%

EQAS external quality
assurance score

99.99%

report accuracy

100%

labs under CAP / NABL /
KENAS or benchmarked

Scientific Expansion

- New tests across Oncology, Nephrology, Gynecology and infectious & chronic disease segments.
- NGS / molecular genomics growing, driven by in-house testing and AI-enabled genetic reporting.
- Centres of Excellence: Women & Child Health and Oncology.

Education & Skilling

- Metropolis Institute of Laboratory Education & Skilling (MILES).
- UGC-certified MedTech courses launched with university collaboration.
- Aligned with the government focus on upskilling trained healthcare professionals.

1st in Industry to

- Patent a Clinician Decision Support System (TB Metrobot) — only listed lab with a GOI patent.
- Offer scientific advisory of Next Best Action for chronic disease management.
- Establish a Clinician Support Vertical for Genomics (CSVG) and Metrodocs Membership Program.

Medical Advisory Board

- Internal & external i-MAB with 60+ subject-matter experts.
- Focus on scientific differentiation and quality excellence.
- Centres of Excellence pipeline across 3 specialties.

SUSTAINABILITY Metropolis ESG goals & key plans

E Emissions for a greener tomorrow

Carbon neutrality by 2043 · 45% lower emissions intensity & 50% less plastic by 2030 · zero waste & water neutrality by 2043.

S Quality, safety, diversity & well-being

B2C NPS @ 90 by 2028 · 100% OHS awareness & training · gender-neutral workforce by 2028 · 6 lakh direct beneficiaries by 2043.

G Integrity, security & compliance

Zero data breaches · patient-data protection under ISO 27001 & ISO 27701 · zero instances of non-compliance.

KEY ESG PLANS

Emissions & Energy

10% energy reduction via renewables · sub-metering solutions · replace end-of-life assets · reduce air miles by 2%.

Water & Waste Management

5% water reduction via conservation · rainwater harvesting · 10% less plastic with biodegradable alternatives · paperless reporting.

Employee Recruitment, Development & Retention

Career 2.0 to increase gender diversity · strengthen L&D programmes · reduce attrition through Early Warning Signals.

Occupational Health & Safety

Raise safety awareness among employees · conduct safety audits for compliance checks.

Patient Privacy & EHR

100% training on information security & data privacy · sustenance audits by BSI to maintain ISO 27001 & ISO 27701.

Community Development

MedEngage, Too Shy to Ask (TSTA) and Preventive Healthcare CSR projects.

Risk Management

Annual assessments of the Risk Register per ERM · track mitigation plans for identified high-risk areas.

Quality of Care & Patient Satisfaction

Aim for B2C NPS over 90% by addressing detractors · resolve 85%+ of complaints within 24 hours.

Board Governance, Ethics & Compliance

Ongoing amendment of policies from corporate-law and organizational perspectives · zero non-compliance · board diversity.

CORPORATE SOCIAL RESPONSIBILITY

CSR at Metropolis — creating a positive impact

ADOLESCENT REPRODUCTIVE SEXUAL HEALTH (ARSH)



Empowering Adolescents with Health and Life Skills

- 1.3 lakh+ adolescents reached through life-skills and reproductive health education.
- 6,300+ Kishori Manch groups and 2,900+ Girl Champions empowered communities.
- 8,120+ girls counselled and 2,030+ healthcare referrals facilitated.
- 2.9 lakh+ organic app downloads through the Too Shy To Ask platform.

MEDENGAGE



Nurturing young medical talent

- 320+ scholarships awarded to aspiring medical students.
- 89+ research grants supported across India.
- Presence across 44 aspirational districts.
- Advancing medical education through scholarships, research and mentorship.
- Regular MedTalks and webinars with SMEs to groom young medical talent, reaching over 1 lakh views.

PREVENTIVE HEALTHCARE



Strengthening Community Health

- 40,000+ preventive health screenings conducted for diabetes and anaemia.
- 520 TB patients supported with nutritional assistance.
- 100% treatment adherence achieved among supported TB patients.
- 88% beneficiaries showed improvement in BMI/weight.

'PROMOTER LED — PROFESSIONALLY DRIVEN' A dynamic leadership team for the next level of growth



Dr. Sushil Shah
Founder & Non – Executive
Non - Independent Director



Ameera Shah
Promoter & Executive Chairperson



Surendran Chemmenkotil
Managing Director

Dynamic Leadership Team for Next Level of Growth



Sameer Patel
Chief Financial Officer



Avadhut Joshi
Chief Business Development Officer



Diya Suri
Chief People Officer



Dr. Kirti Kazi
Chief Scientific & Innovation Officer



Mohan Menon
Chief Marketing Officer



Bhoopendra Rajawat
Chief Business Officer
West and East



Kannan Alangadan
Chief Business Officer
South



Pinakin Shah
Chief Information Officer



Glen Menezes
Group Head – Customer Success



Umesh Rai
Head - Emerging Business



Ravikumar Kartha
Group Head - Internal Assurance and
Business Excellence



Dr. Monika Prabhakar
Group Head - Lab Operations

RECOGNITION Recent awards & accolades



Jul'26

Best Diagnostic Chain of the Year 2026, FE Healthcare Excellence Awards.



Jul'26

Gold, Best Social Impact in Healthcare 2026, FE Healthcare Excellence Awards.



Jun'26

Best Healthcare Brands Award, ET Edge, 2026

May'26

Excellence in Laboratory Quality Award – BW HealthcareWorld

May'26

Excellence in Molecular Diagnostics – BW HealthcareWorld

May'26

Excellence in Women's Health Diagnostics – BW HealthcareWorld

Jul'26

Ameera Shah — Most Powerful Woman in Business by Fortune India, 2025.

Mar'26

Surendran Chemmenkotil – Top Transformative Healthcare Leaders of Maharashtra 2026.

Mar'26

Ameera Shah -100 Most Influential Women 2026 – by BW Businessworld

Mar'26

Ameera Shah - Most Influential Women in Healthcare 2026 – by BW Healthcare World

Jan'26

Ameera Shah – Woman Healthcare Leader of the Year 2025 – by Voice of Healthcare

Sep'25

Dr Sushil Shah and Ameera Shah felicitated with the Hurun India's Family Business Excellence Award for the year 2025.

Jun'25

Most Innovative Organizations Award by ET Now for the year 2025.

Jun'25

Best Healthcare Brands Award by ET Edge for the year 2025

Jun'25

Gold, Best Diagnostic Chain of the Year 2025, FE Healthcare Excellence Awards

Dec'25

Ameera Shah — Most Powerful Women in Business by Business Today, 2025.

Sep'25

Dr Sushil Shah & Ameera Shah — Hurun India Family Business Excellence Award, 2025.

Sep'25

Ameera Shah — Influential Leader of India Award 2025 by Marksmen Daily.

For further information, please contact

COMPANY

Metropolis Healthcare Ltd.

CIN — L73100MH2000PLC192798

Mr. Kamlesh Kulkarni

secretarial@metropolisindia.com www.metropolisindia.com

INVESTOR RELATIONS ADVISORS

Strategic Growth Advisors Pvt. Ltd.

CIN — U74140MH2010PTC204285

Mr. Sagar Shroff / Mr. Shogun Jain

sagar.shroff@sgapl.net / shogun.jain@sgapl.net

+91 98205 19303 / +91 77383 77756

www.sgapl.net