QUALITEK LABS LIMITED
Regd. Office: -73, National Park Lajpat Nagar-IV, South Delhi 110024
Corporate Office: -C-40 Sector 57, Noida (U.P) 201301
CIN: L74999DL2018PLC334105
Email: info@qualiteklab.com
Web: www.qualiteklab.com
Telephone: - 0120-4336939

Date: November 23, 2026

To,
BSE Limited
Listing Department
Floor 25, P J Towers, Dalal Street,
Mumbai- 400 001

Scrip Code: 544091

Subject : Investor Presentation for the Half Year ended September 30, 2026 (H1 FY27) under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/ Madam,

In continuation of our letter dated November 14, 2026, intimating the schedule of the Earnings Conference Call to be held on Tuesday, November 24, 2026, at 04:00 P.M. (IST), and pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), please find enclosed the Investor Presentation on the operational and financial performance of the Company for the half year ended September 30, 2026, which will be referred to during the said Earnings Conference Call.

The said Investor Presentation is also being made available on the website of the Company at www.qualiteklab.com, in terms of Regulation 46 of the Listing Regulations.

Please note that no unpublished price sensitive information is contained in the Investor Presentation or shall be shared during the call.

This is for your information and records.

For Qualitek Labs Limited

ANTARYAMI NAYAK

Digitally signed by ANTARYAMI NAYAK
DN: c=IN, postalCode=134112, st=HARYANA, street=471 ,SECTOR 2 ,PANCHKULA,134112, l=PANCHKULA, o=Personal, serialNumber=434390c6b57989a73c93f6d67b3b282e9afdaefe34ab243548f104845339e73a, pseudonym=c32a598d0b8e4e54a04368a1f41d2d6b, 2.5.4.20=495a718db0b2cf2c2c189e2b96d8174b16c07aaa6b842c81eafb15ab93d0b407, email=ANTARYAMI.NAYAK@ITCLABS.COM, cn=ANTARYAMI NAYAK
Date: 2026.11.23 21:29:41 +05'30'

Antaryami Nayak
Managing Director
DIN: 07232463

Place: Noida
Date: November 23, 2026

Encl.: Investor Presentation – H1 FY27

Qualitek Labs
Delivering Business Confidence

QUALITEK LABS LIMITED

BUILDING INDIA'S NEXT-GENERATION TIC PLATFORM

INVESTOR PRESENTATION – H1 FY27



DISCLAIMER

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Qualitek Labs Limited (the “Company”), are intended solely for informational purposes and do not constitute an offer, recommendation, or invitation to purchase or subscribe to any securities. They shall not form the basis of, or be relied upon 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 the Company considers reliable. However, the Company makes no representation or warranty, express or implied, as to the truth, accuracy, completeness, fairness, or reasonableness of the contents of this Presentation, and no reliance should be placed on it. 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 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.

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QUALITEK AT A GLANCE

Qualitek Labs Limited is an integrated **Testing, Inspection & Certification (TIC)** company offering specialised testing and analytical services across Automotive, Defence, Minerals & Metals, Food & Feed, Pharmaceuticals, Electricals & Electronics, Environment, Medical Devices and Infrastructure sectors.

Established in 2018 in Pune Company has since expanded into a diversified multi-sector TIC platform.

Pan-India operating platform comprising 11 owned laboratories and 8 PPP laboratories, supported.

Strategic expansion through acquisitions, including entry into Minerals, Metals & Energy, Electrical & Electronics, Food and Pharma testing, strengthening both geographic reach and service capabilities.

19
Total Labs

5,000+
Customers

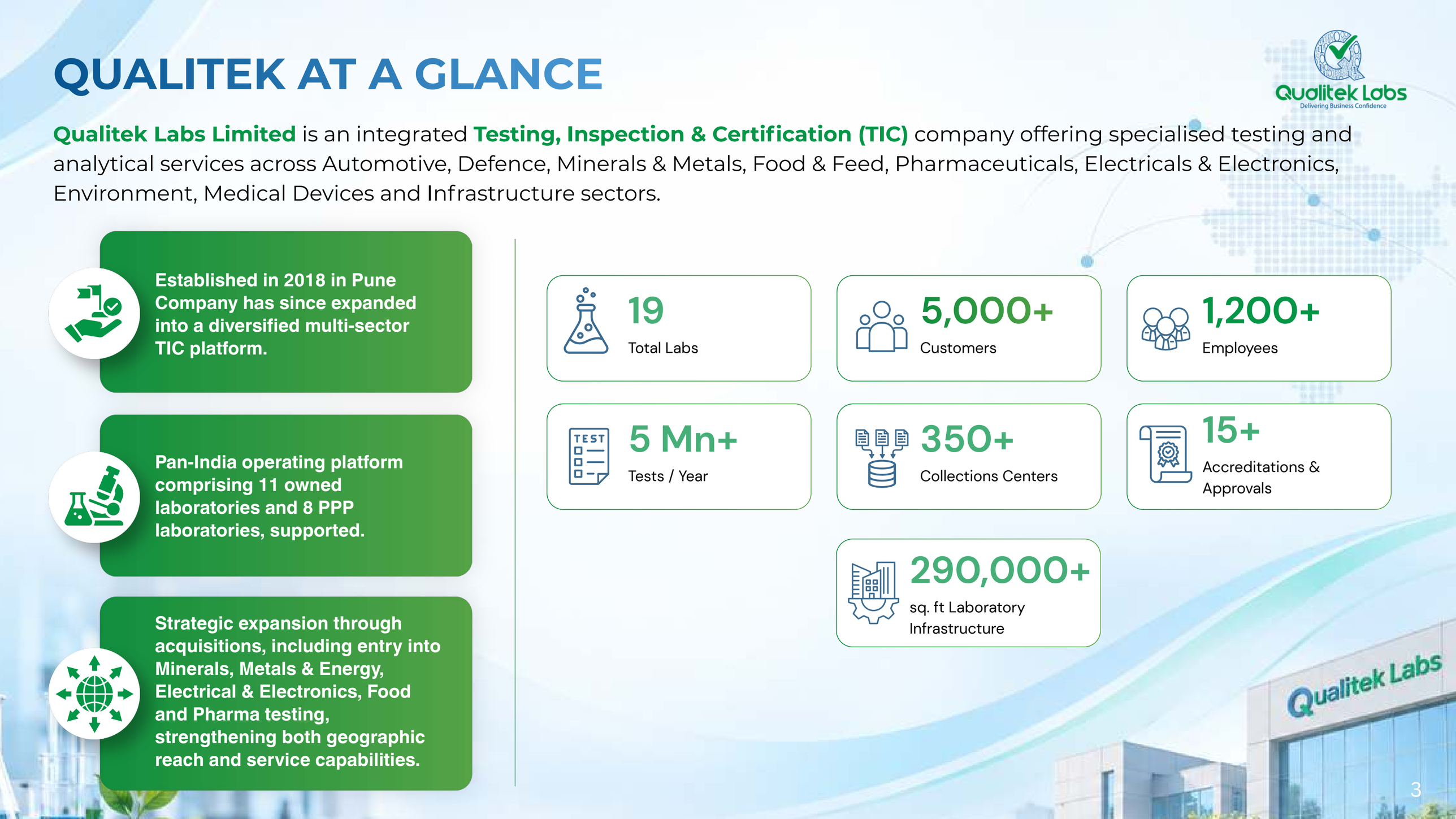
1,200+
Employees

5 Mn+
Tests / Year

350+
Collections Centers

15+
Accreditations & Approvals

290,000+
sq. ft Laboratory Infrastructure



GEOGRAPHICAL PRESENCE

Four Engines Powering the Qualitek Platform



Pune – Unit I & II
Automotive Testing (EV battery, electrical systems, vibration, durability, corrosion, emission testing); Defence Testing; Electrical & Electronics Testing; Mines & Minerals Testing; Infrastructure & Building Materials Testing; Pharma Packaging & Medical Device Safety Testing

Noida
Electrical & Electronics Testing (advanced lab with VOC testing); Automotive Testing; Mines & Minerals Testing; Medical Equipment Testing

Bhubaneshwar – Unit I & II
Minerals & Metals Testing (Coal, Iron Ore, Chrome, etc.); Food Testing; Environment & Water Testing; Drugs & Pharma Testing; Infrastructure & Building Materials Testing

Paradip
Mines & Minerals Testing (onsite, port cabin facilities for coal & ores)

Panchkula
Drugs & Pharma Testing; Ayurvedic & Herbal Testing; Food Testing; Cattle Feed Testing; Environment & Water Testing; Infrastructure & Building Materials Testing; Cosmetics Testing; Medical Equipment Testing

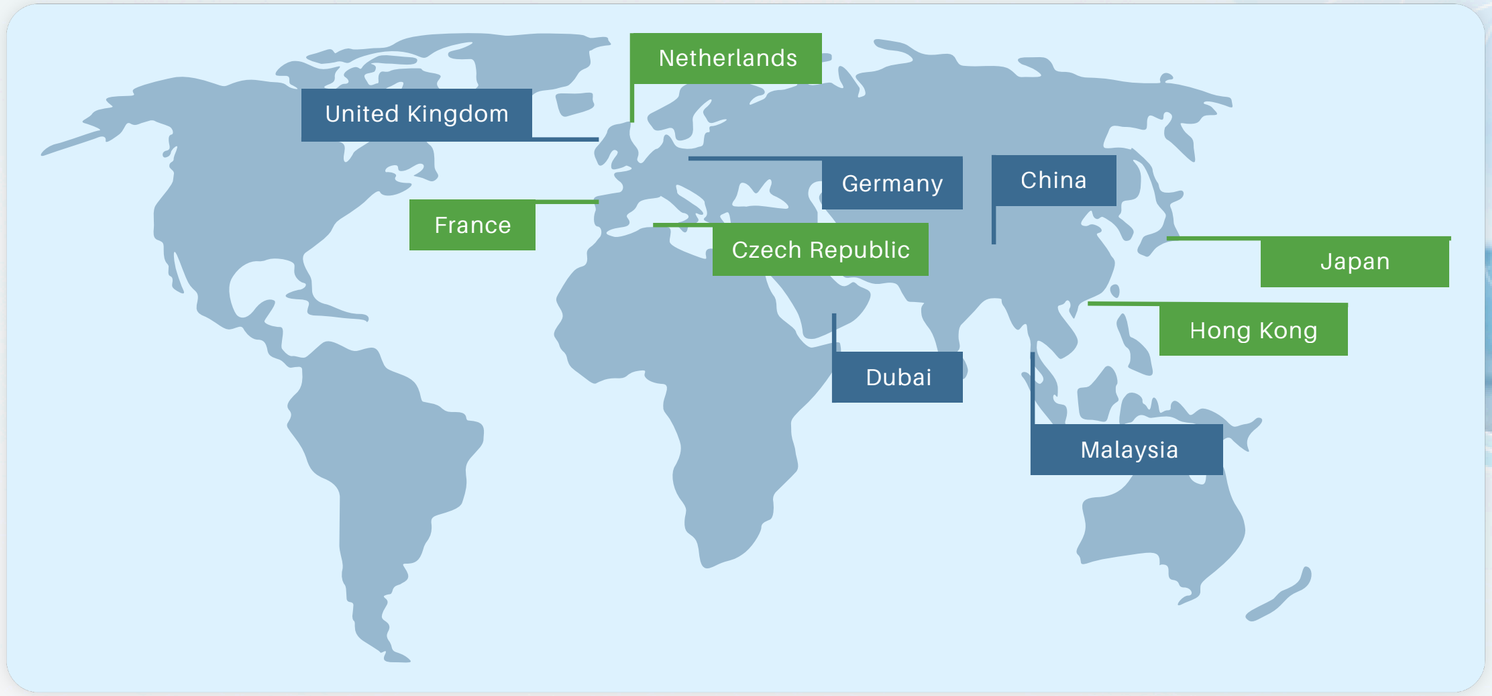
Chennai
Food Testing; Environment & Water Testing; Cattle Feed Testing; Cosmetics Testing

Bangalore
Pharmaceuticals & Cosmetics Testing for USFDA and EU regulatory markets

Mumbai
Food Testing; Cattle Feed Testing, Environment & Water Testing;

Nellore
Food Testing

INTERNATIONAL COLLABORATIONS





2018

QAV - Malaysia for automotive, electricals and electronics testing
RID-China for Food & Cosmetics testing.

2019

STC – Hong Kong for Automotive, VOC, and Electrical & Electronics Testing

2021

ITC – Czech Republic for Automotive analytical services and
IMAT UV – Malaysia for Automotive & Emissions Testing

2022

Prime Certification – Dubai for Inspections, Certifications, Technology Transfers and Geo-technical surveys

2023

Bureau Veritas – France and China for Auto. & Emissions testing

2024

GALAB – Germany for Food testing and **HCS – Netherlands** for export Homologation

2025

ITC – Japan for EMI/EMC and Electricals & Electronics testing

LEADERSHIP



Mr. Antaryami Nayak | Managing Director

Mr. Antaryami Nayak leads business strategy, expansion and mergers & acquisitions at Qualitek Labs Limited, while overseeing regulatory and government relations. He brings extensive experience in the TIC industry and has previously served as Regional Finance Director at Bureau Veritas – CPS, with earlier associations at Titan and Avery Dennison. He is a Cost Accountant and holds a Postgraduate degree in International Business.



Mr. Kamal Grover | Whole – Time Director

Mr. Kamal Grover leads Sales and Business Development at Qualitek Labs Limited and has played a key role in onboarding major clients including TATA, Cipla, Reliance, Sun Pharma, Dr. Reddy's Laboratories and Patanjali. A Mechanical Engineer with a Post Graduate Diploma in Marketing, he has previously served as Regional Sales Head at Avery Dennison and Business Development Head at Bureau Veritas, bringing extensive experience in sales, business development and market expansion.



Mr. Arup Jana | Associate Director

Mr. Arup Jana brings over 25 years of experience across sales, operations, business development and certification, having worked with reputed MNC organizations. His experience spans business development, certification, operations and stakeholder management across diverse industries. Mr. Jana holds an MBA and has completed the Executive Leadership Programme from University of Oxford.



Mr. Mangesh Vitthal Bhosale | Whole Time Director

A Postgraduate in Automobile Engineering with over 28 years of experience, he has held leadership positions at reputed organisations including Daimler, Automotive Research Association of India, Bureau Veritas and L&T. He is a Certified ISO/IEC 17025 Assessor with expertise in operations, business management, key account management, greenfield projects and test setup development. At Qualitek Labs, he is responsible for the Automotive, E&E, Energy, Consumer Durables and Medical Equipment segments.



Mr. Kamesh K. Rathee | Associate Vice President

Mr. Kamesh K. Rathee has over 15 years of experience in the Testing, Inspection & Certification (TIC) industry. His experience includes Sales & Marketing, Business Development, Key Account Management and team leadership. He has also led multi-cultural and cross-functional teams across India. Mr. Rathee holds an MBA in Biotechnology Management, a Postgraduate Diploma in Environmental Management, and has completed an Executive Management Programme in Sales & Marketing Leadership from IIM Lucknow.



Mr. Navneet Gupta | Chief Financial Officer

Mr. Navneet Gupta brings over 16 years of experience in finance, cost management and financial reporting. A qualified CA, he has previously worked with reputed organisations including Bureau Veritas, British Telecom, KPMG and HT Media. He holds a Master's degree in Financial Analysis and a PGD in Business Administration (Finance), and oversees financial reporting, budgeting, forecasting, cost control and strategic financial planning.

CONSOLIDATED RESULTS

HALF-YEAR ENDED 30 SEPTEMBER 2026

KEY FINANCIAL METRICS: H1-27

Qualitek Labs
Delivering Business Confidence

Revenue

₹ 72.3 Cr

▲ *+33% vs LY;*

EBITDA

₹ 15.6 Cr

▲ *+13% vs LY;*

EBITDA Margin

22%

▲ *+1% vs LY;*

Net Profit

₹ 6.6 Cr

▲ *+38% vs LY;*

Net Profit Margin

9%

▲ *+0.3% vs LY;*

Earnings Per Share

₹ 5.7

▲ *+21% vs LY;*

*Consolidated

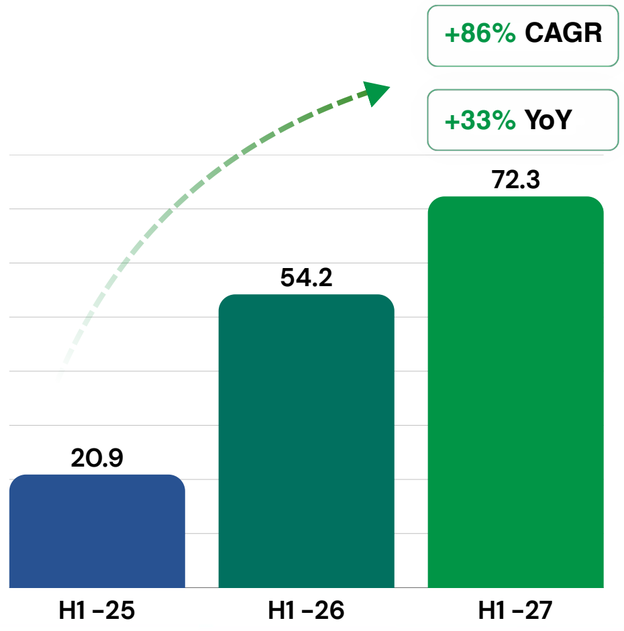


RESULTS SUMMARY: H1-27 (YOY TREND)

Revenue from Operations

- The company reported consolidated revenue of **₹72.3 Cr** in H1 FY27, reflecting a robust **33% YoY growth** over ₹54.2 Cr in H1 FY26.
- Organic Growth 26% & Growth driven by M&A 7%.
- Lab Operation & Management, Inspection & Certification grew substantially at 80% YoY; contributing 18% of total Revenue.

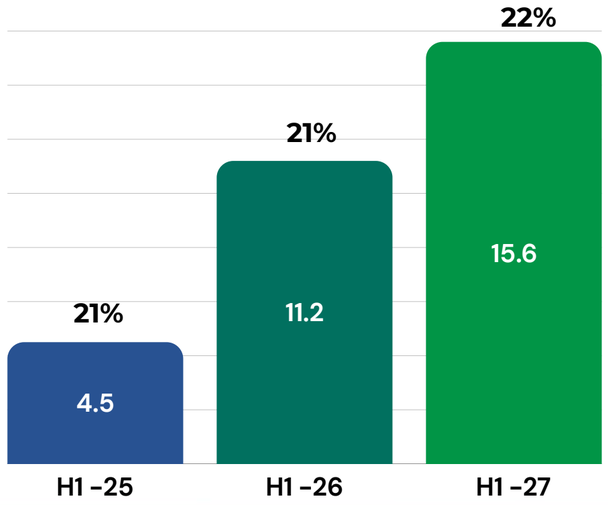
Rs. in Cr



EBITDA

- Consolidated EBITDA for H1 FY27 stands at **₹15.6 Cr**, registering strong **39% YoY growth** over ₹11.2 Cr in H1 FY26. Growth driven by volume.
- Consolidated EBITDA margin is **22%** in H1 FY27, improved from **21% in H1 FY26.**
- Expecting better EBITDA in H2 FY27 since all the Annual cost increases are already factored in monthly expenses & major part is fixed cost.

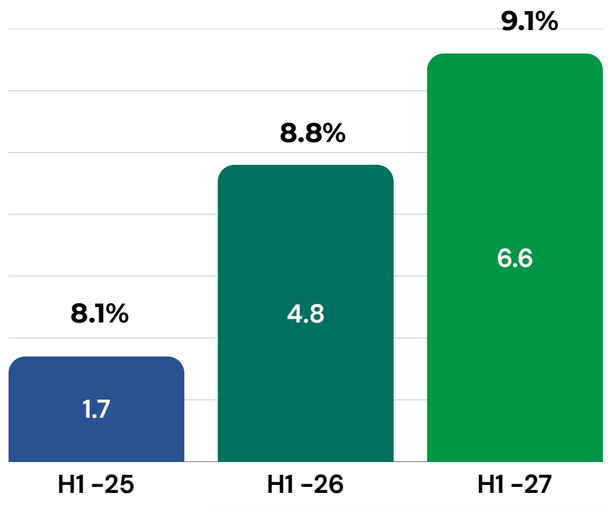
Rs. in Cr



Profit After Tax (PAT)

- Consolidated PAT for H1 FY27 is **₹6.6 Cr**, delivering **38% YoY growth** over ₹4.8 Cr in H1 FY26.
- **Increase in Finance cost and Depreciation by ₹3.0 Cr** due to investments in Capex into more innovative business opportunities.
- Consolidated PAT margin is **9.1%** in H1 FY27 , improving by 0.3% compared to **8.8% in H1 FY26.**

Rs. in Cr

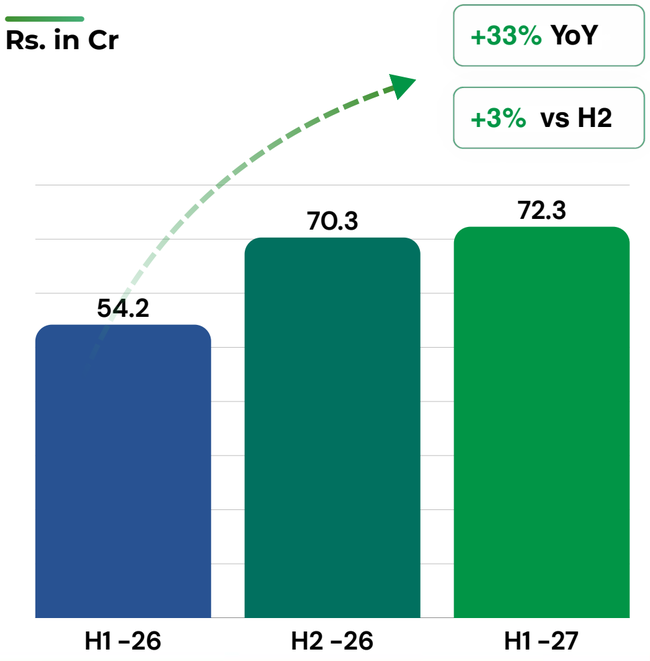


RESULTS SUMMARY: H1 FY27 (SEQUENTIAL)

Revenue from Operations

- The company reported consolidated revenue of **₹72.3 Cr** in H1 FY27, growing by 3% over ₹70.3 Cr in H2 FY26.
- Historically, **H1 revenue is ~20% lower than H2.**
- Revenue mix is typically H1 45% v/s H2 55% and the same is expected to continue...

Rs. in Cr



EBITDA

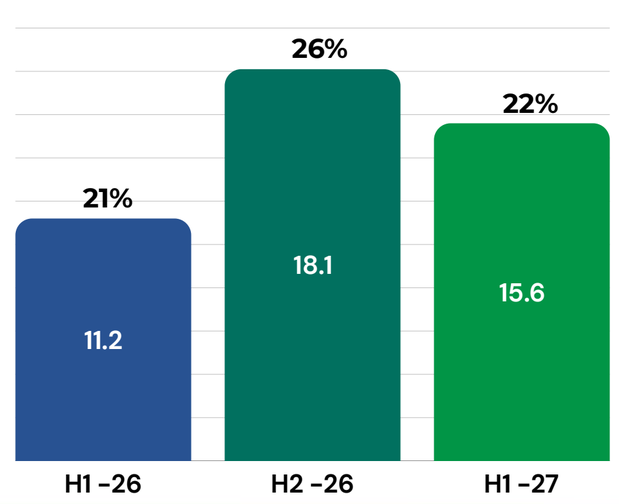
- Consolidated EBITDA for H1 FY27 stands at **₹15.6** Cr, versus ₹18.1 Cr in H2 FY26, declined by 14% sequentially due to:

  (i) Rs 2.7Cr increase (11% YoY) in Employees Benefit Expenses on account of salary appraisals effective April 2026

  (ii) Rs 1.8 Cr increase (7%YoY) in Direct Costs & Other Expenses on account of annual contractual increases in fixed costs like rent, AMCs, sample collection charges etc.

- Consolidated EBITDA margin is 22% in H1 FY27, compared to 26% in H2 FY26.

Rs. in Cr



Profit After Tax (PAT)

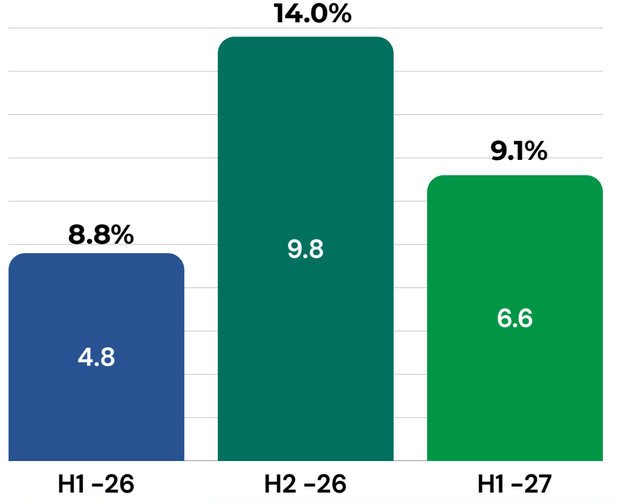
- Consolidated PAT for H1 FY27 is **₹6.6 Cr**, 33% lower than ₹9.8 Cr in H2 FY26 due to:

  (i) EBITDA decline ₹2.5 Cr (as above)

  (ii) Increase in Finance Costs by ₹1.0 Cr on account of investments in Capex during H2 FY26 ~ H1 FY27.

- Consolidated PAT margin is 9% in H1 FY27, compared to 14% in H2 FY26.

Rs. in Cr



CONSOLIDATED INCOME STATEMENT: H1 FY27

Particulars (INR Crore)	H1-27	H1-26	YoY	H2-26	HoH
Revenue from operations	**72.3**	**54.2**	**33%**	**70.3**	**3%**
Direct Expenses	8.3	8	4%	8.6	-3%
Gross Profit	64	46.2	38%	61.7	4%
Gross Margin	88%	85%	–	88%	–
Employee benefit expenses	27.2	20.2	34%	24.5	11%
Other expenses	21.2	14.8	43%	19.1	11%
EBITDA	**15.6**	**11.2**	**39%**	**18.1**	**-14%**
EBITDA Margin	**22%**	**21%**	**–**	**26%**	**–**
Depreciation and amortization	4	3	35%	3.7	6%
EBIT	**11.6**	**8.3**	**41%**	**14.3**	**-19%**
Finance cost	3.9	1.9	102%	2.9	34%
Other income	0.8	0.1	913%	0.4	84%
Profit before tax	**8.6**	**6.4**	**33%**	**11.9**	**-28%**
Tax expense	2	1.7	17%	2.1	-5%
Profit after tax	**6.6**	**4.8**	**39%**	**9.8**	**-33%**
PAT Margin	**9.10%**	**8.80%**	**–**	**14.00%**	**–**

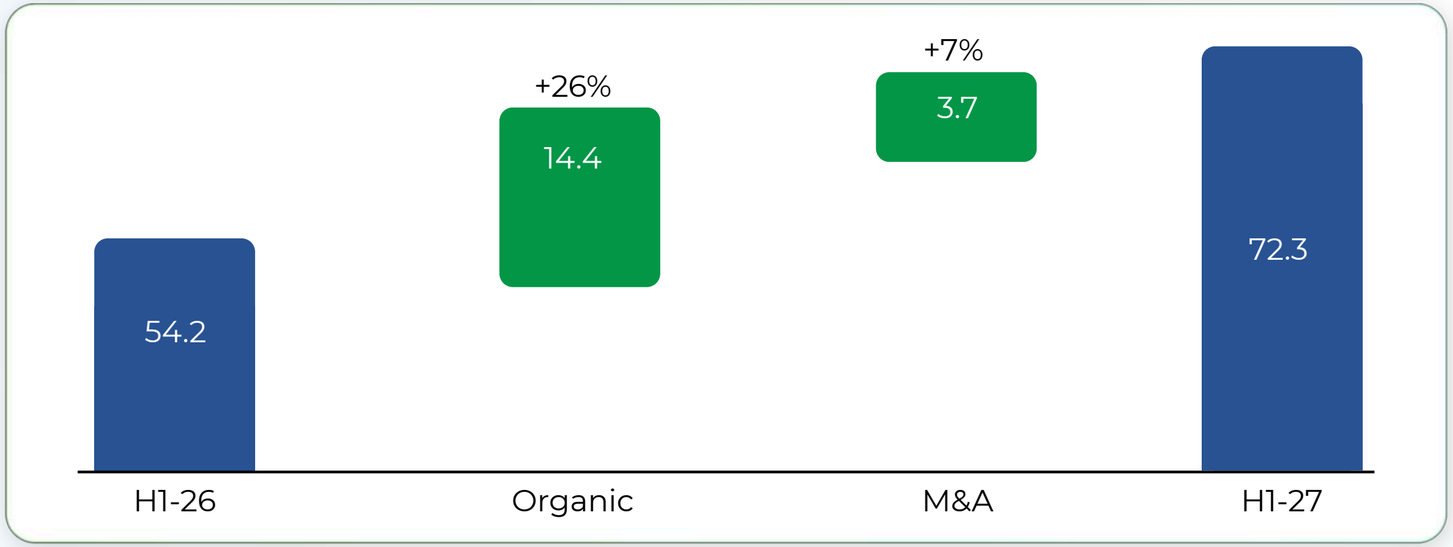
CONSOLIDATED BALANCE SHEET: GETTING STRONGER YOY

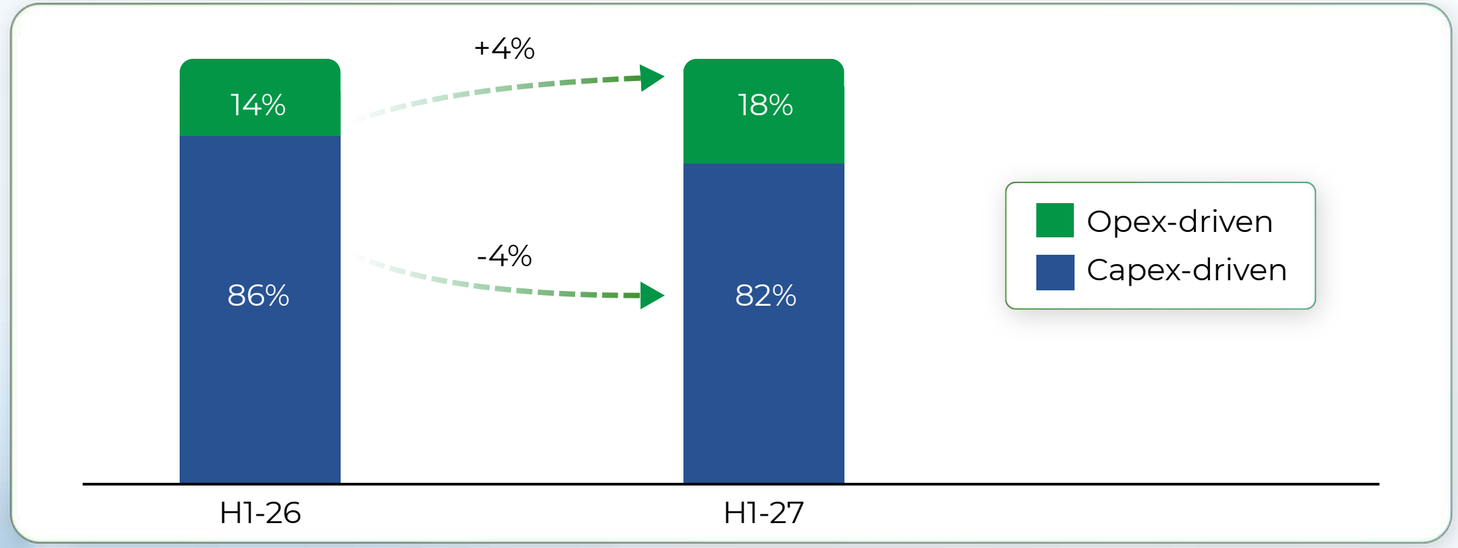
(INR Crore)

Particulars	Mar 2025	Mar 2026	Sep 26
Non-current assets			
PPE & intangible assets	74.95	119.47	151.28
Goodwill	33.04	78.12	78.12
Other non-current assets	7.32	14.6	16.38
Total non-current assets	**115.31**	**212.19**	**245.78**
Current assets			
Inventories	2.65	3.18	4.39
Trade receivables	28.86	42.14	49.72
Cash and bank balances	5.17	6.05	2.35
Other current assets	5.93	7.38	9.31
Total current assets	**42.61**	**58.75**	**65.77**
Total assets	**157.92**	**270.94**	**311.55**

Particulars	Mar 2025	Mar 2026	Sep 26
Equity			
Equity share capital	9.98	11.65	11.65
Reserves & surplus	76.83	140.77	147.37
Minority Interest	5.97	0	0
Total equity	**92.78**	**152.42**	**159.02**
Non-current liabilities			
Long term borrowings	30.86	60.12	66.13
Deferred tax liabilities	0.74	0.6	0.69
Long term provisions	0.96	1.55	1.65
Total non-current liabilities	**32.56**	**62.27**	**68.47**
Current liabilities			
Short term borrowings	19.12	32.86	48.54
Trade payables	7.28	9.39	11.2
Short term Provisions	0.59	0.92	1.02
Other current liabilities	5.59	13.08	23.3
Total current liabilities	**32.58**	**56.25**	**84.06**
Total equity and liabilities	**157.92**	**270.94**	**311.55**

REVENUE ANALYSIS: H1-27 VS H1-26



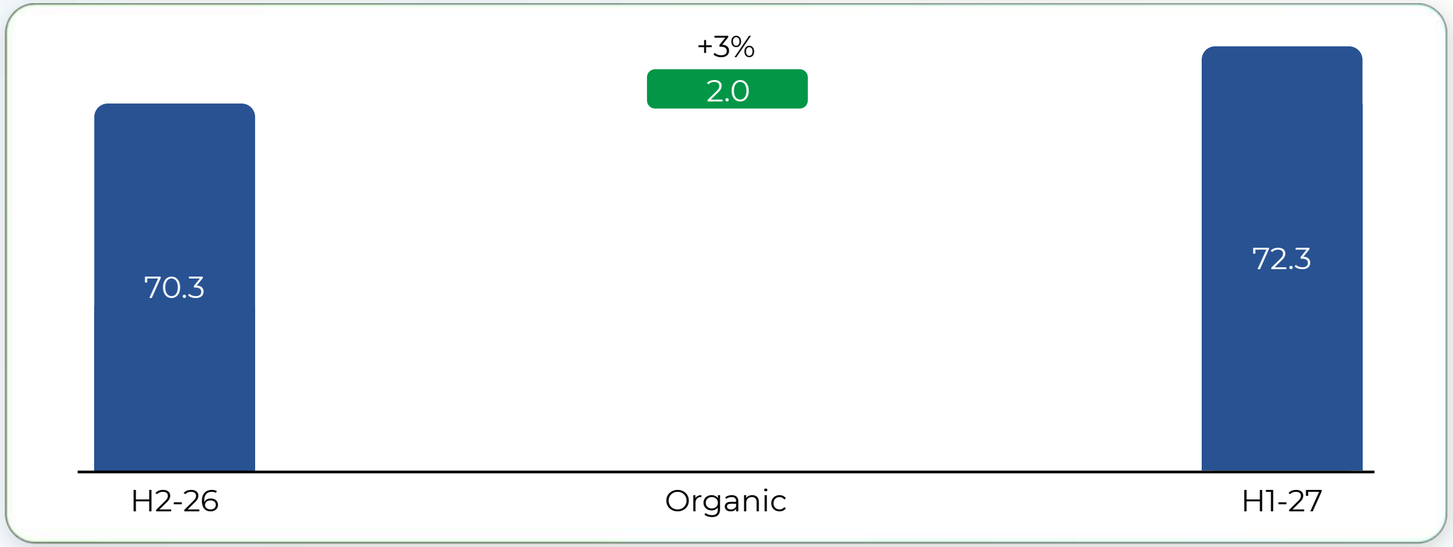


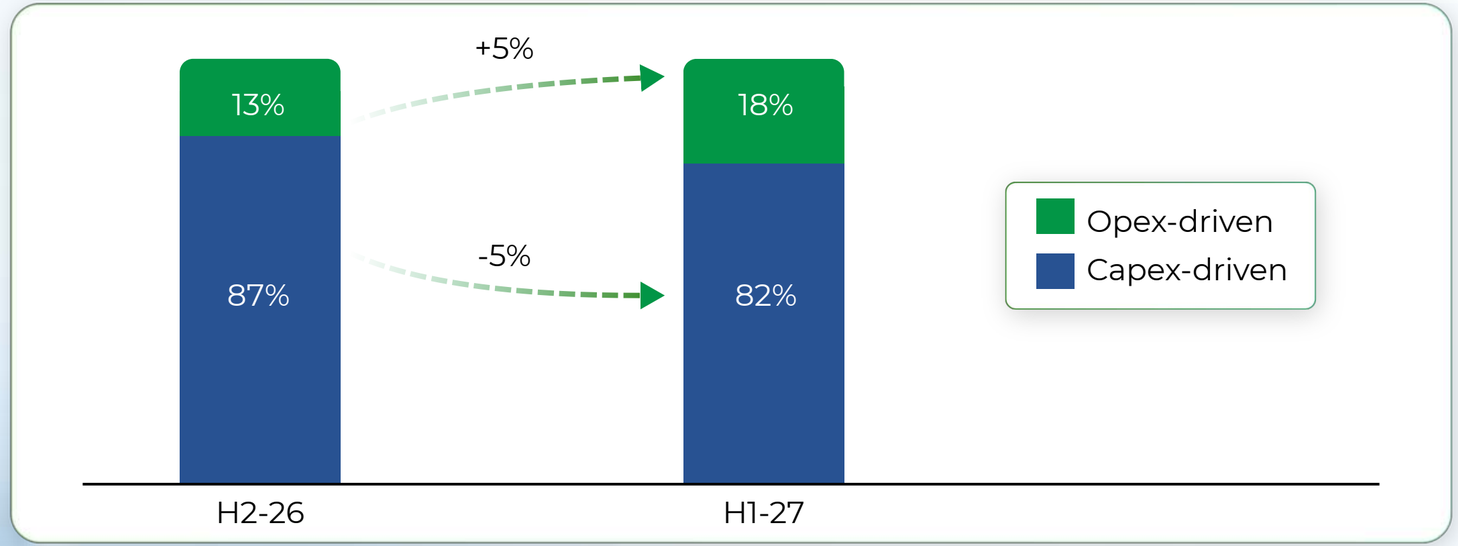
Organic growth is 26% YoY, driven largely by Transport and Food businesses, which grew by 29% and 23% YoY respectively. The combined share of both businesses stands at ~69% in H1-27 compared to ~67% in H1-26.

M&A contributed 7% YoY growth by adding INR 3.7 Cr revenue from acquisition of Food lab in Mumbai.

Revenue share of Low-Capex businesses such as Inspections, LPO, Consultancy etc. increased by 4% in H1-27 YoY.

REVENUE ANALYSIS: H1-27 VS H2-26





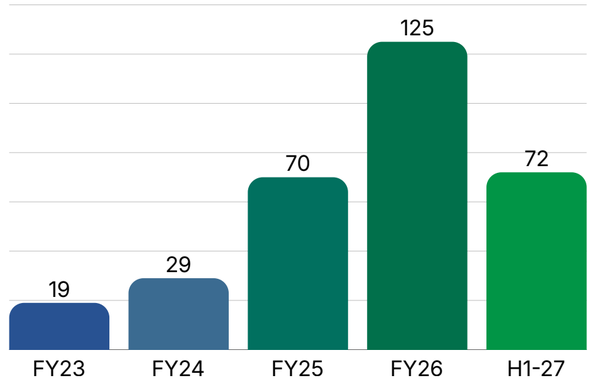
Organic growth 3% in H1-27 vs H2-26 despite H1 being lower in seasonality terms (45:55).

Revenue share of Low-Capex businesses such as Inspections, LPO, Consultancy etc. increased by 5% in H1-27 compared to H2-26.

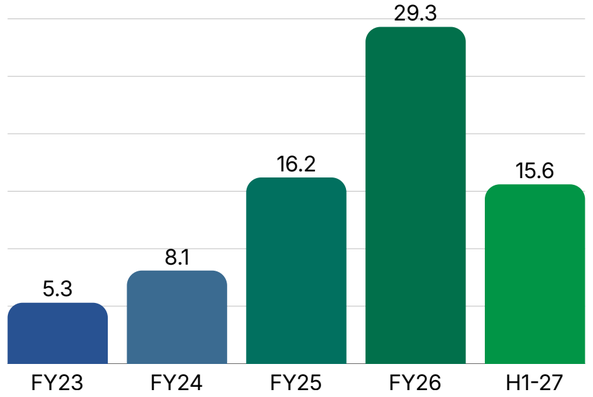
FINANCIAL KPIS OVER THE YEARS

Qualitek Labs
Delivering Business Confidence

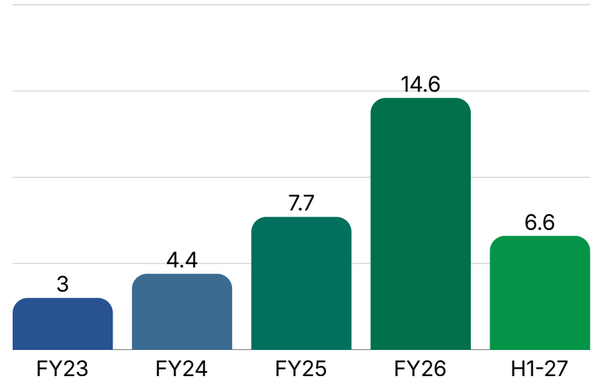
REVENUE (Rs Cr.)



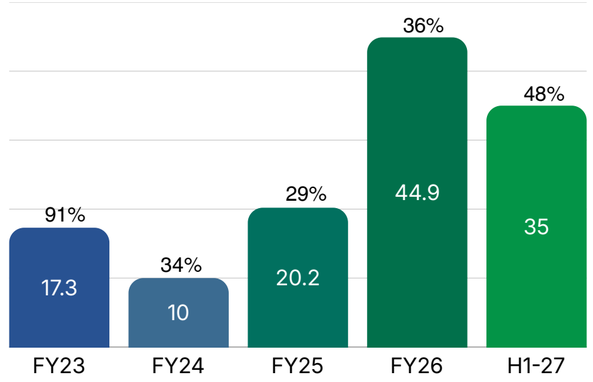
EBITDA (Rs Cr.)



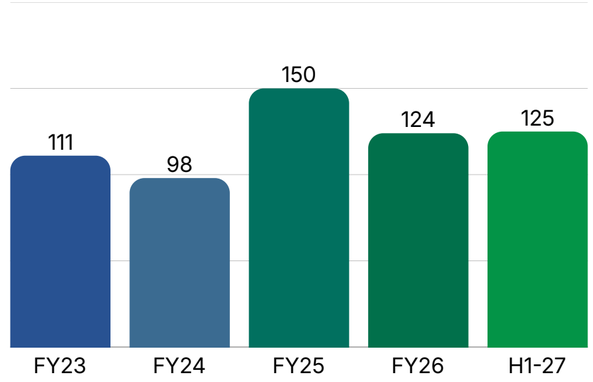
PAT (Rs Cr.)



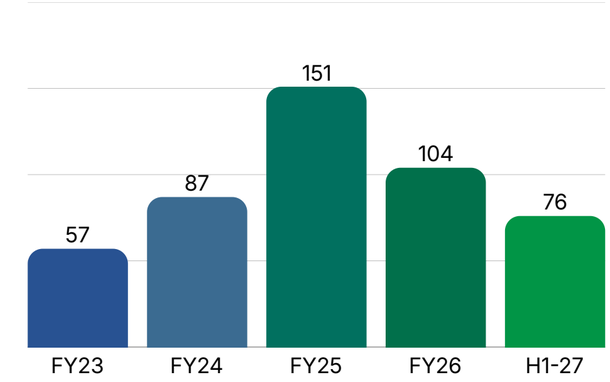
Capex (Rs Cr.)



Debtors Collection Period (DSO)



Working Capital Cycle (Days)



* Figures in %age denote Capex / Revenue ratio

STANDALONE RESULTS

HALF-YEAR ENDED 30 SEPTEMBER 2026

KEY FINANCIAL METRICS: H1 FY27 (STANDALONE)

Qualitek Labs
Delivering Business Confidence

Revenue
₹ 44.7 Cr
▲ *+54% vs LY*

EBITDA
₹ 11.6 Cr
▲ *+77% vs LY*

EBITDA Margin
26%
▲ *+3% vs LY*

Net Profit
₹ 5.0 Cr
▲ *+77% vs LY;*

Net Profit Margin
11%
▲ *+1.5% vs LY*

Earnings Per Share
₹ 4.3
▲ *+55% vs LY*

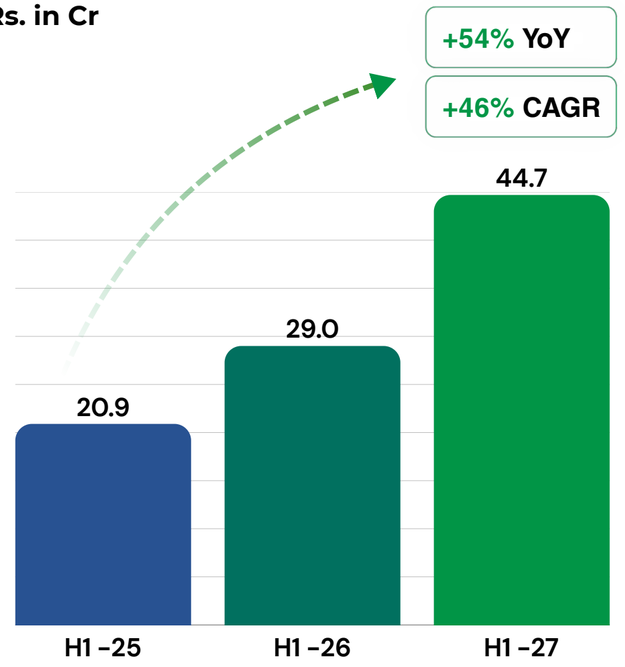


RESULTS SUMMARY: H1 FY27 (STANDALONE)

Revenue from Operations

The company reported standalone revenue of **₹44.7** Cr in H1 FY27, reflecting a robust **54% YoY growth** over ₹29.0 Cr in H1 FY26.

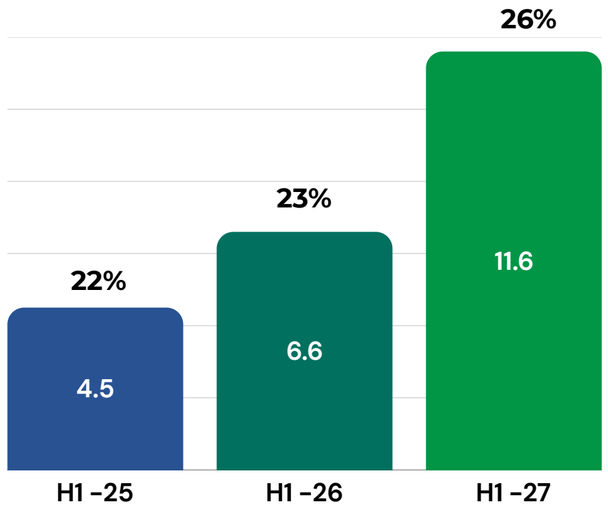
Rs. in Cr



EBITDA

Standalone EBITDA for H1 FY27 stands at **₹11.6 Cr**, registering **77% YoY growth** over ₹6.6 Cr in H1 FY26.
Standalone EBITDA margin is **26%** in H1 FY27, compared to **23% in H1 FY26.**

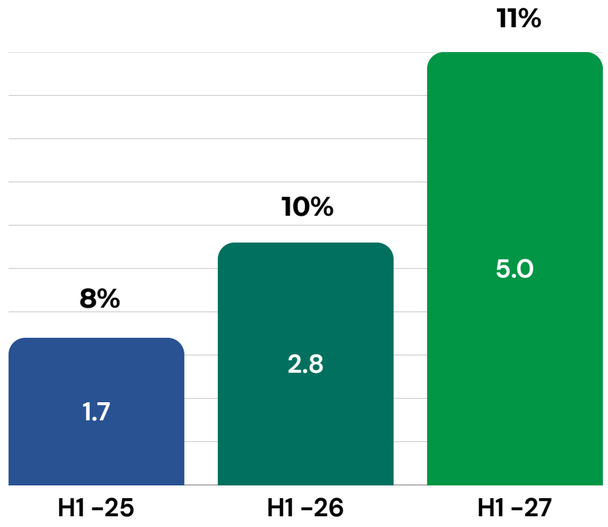
Rs. in Cr



Profit After Tax (PAT)

Standalone PAT for H1 FY27 is **₹5.0 Cr**, delivering **77% YoY growth** over ₹2.8 Cr in H1 FY26.
Standalone PAT margin for H1 FY27 is **11%,** compared to **10% in H1 FY26.**

Rs. in Cr



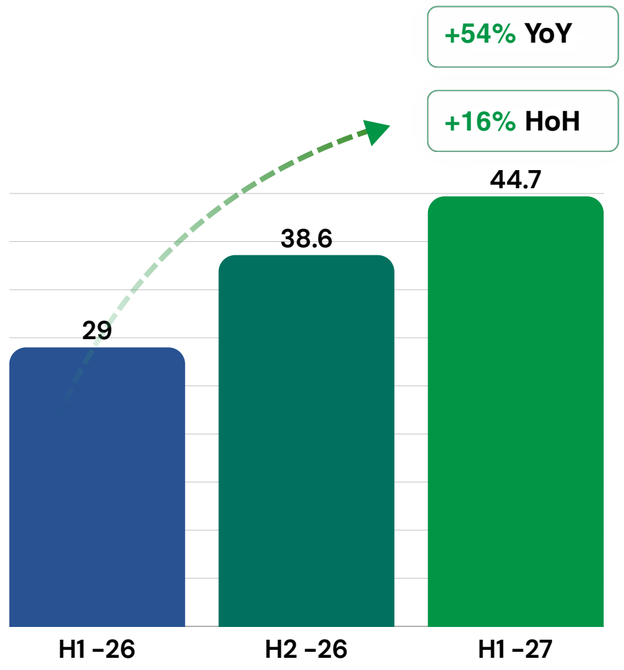
RESULTS SUMMARY: H1 FY27

(STANDALONE - SEQUENTIAL)

Revenue from Operations

- The company reported standalone revenue of **₹44.7 Cr** in H1 FY27, growing by **16% sequentially** over ₹38.6 Cr in H2 FY26

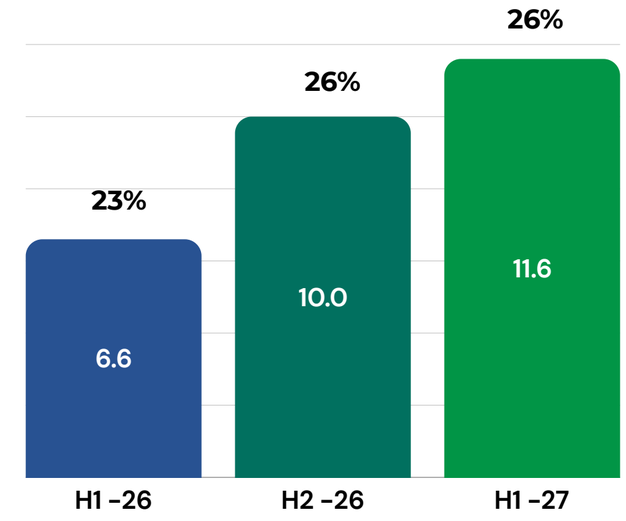
Rs. in Cr



EBITDA

- Standalone EBITDA for H1 FY27 stands at **₹11.6 Cr**, registering **15% growth** sequentially over ₹10.0 Cr in H2 FY26, despite annual fixed costs increases effective in H1 FY27.
- Standalone EBITDA margin is **26%** in H1 FY27, same as **in H2 FY26.**

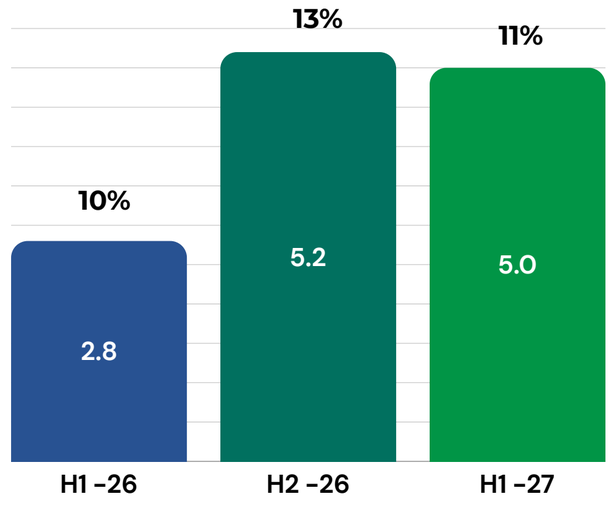
Rs. in Cr



PAT

- Standalone PAT for H1 FY27 is **₹5.0 Cr, 4% lower** compared to ₹5.2 Cr in H2 FY26, due to increase in Finance Cost by ₹1.0 Cr.
- Standalone PAT margin for H1 FY27 is **11%**, compared to **13% in H2 FY26.**

Rs. in Cr



STRATEGIC INITIATIVES & CAPEX ALLOCATION STRATEGY

Strategic Initiatives FY2026–27 Committed

- Hub and Spoke Model Lab Network across India
- Digitization and Technology Solution
- Margin Growth
- Selective Acquisitions in India
- Overseas Business Expansion
- Specialized Services in Core Business
  - EMI/EMC
  - VOC
  - USFDA Accredited Lab in Pharma

Current Status

✓ Established spoke labs in Paradip, Vizag, Barbil, Gandhidham
✓ LIMS upgradation with AI integration, ERP implementation
✓ EBITDA% improved to 22% in H1-27 YoY; 26% in FY27.
✓ Acquisition completed in Bangalore. Underway in Hyderabad.
✓ Established footprint in EU, Dubai, China, HK, SEA, Japan.
✓ Specialized Services in Core Business
  ∞ Evaluating investment options to kick-start project.
  ✓ VOC lab ready in Noida. Audited by MSIL in Nov'26
  ✓ Bangalore lab to be operational in Q3 FY27

Capex Strategy: FY2026–27

- Plan of INR 63 Crore Capex in FY2026–27.
- M&A opportunities across Pharma, Food and Electricals & Electronics segments.
- Further capacity expansion of Food labs in Mumbai, Chennai and Bhubaneshwar.
- Accreditation for Inspections, Audit, Certification and Fumigation business.
- Geographic expansions in Transport and Minerals segments.
- New Revenue Streams — Set-up EMI/EMC in Pune and Analytical lab in Noida.

Current Status

∞ Creating capacity aligned with FY30 Goals. Already invested ₹35 Cr in H1-27.
✓ Pharma – Completed.
∞ Food and E&E – Targets Identified. In advanced stage.
✓ Completed in Mumbai & Chennai. Underway in Bhubaneswar – To be completed in Q3-27.
✓ Obtained for Inspections & Fumigation. Underway for Audits and Certification. Looking for M&A opportunities to fast-track.
∞ Underway in Chennai, Gandhidham, Vizag and Barbil.
∞ Evaluating investment options to kick-start EMI/EMC project.
Noida analytical lab in final stages of completion

BUSINESS OUTLOOK: H2-27 & FY27

(CONSOLIDATED BASIS)

H2-27 Outlook Is

Revenue

YoY growth expected at **30~35%** driven by better volumes, capacity addition in core business, geographic expansion and addition of new business segments.

EBITDA

EBITDA Margin expected at **26~30%** compared to 26% in H2-26. Approx. *50% of incremental revenue in H2-27 vs H1-27 is expected to convert into EBITDA,* reflecting cost discipline and budgetary control.

PAT

Margin expected at **15~16%** compared to 14% in H2-26 driven by operating leverage on fixed costs including Depreciation and Interest.

Hence, FY-27 would be

Revenue

YoY growth expected at **34-36%** vs LY.

EBITDA

EBITDA margin expected at **25~26%,** vs 23% LY.

PAT

PAT margin expected at **13~14%,** vs 12% LY.

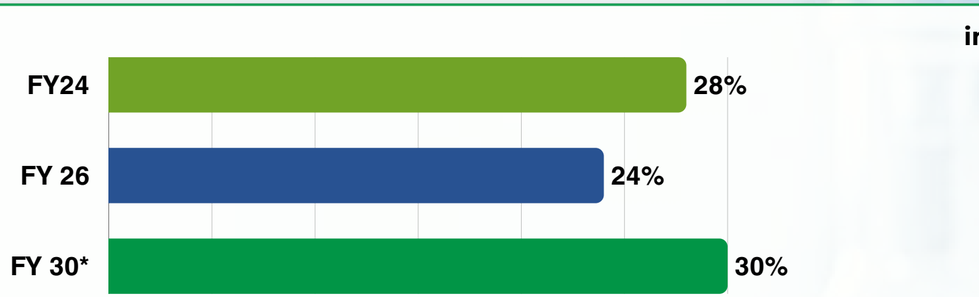


WAY FORWARD : FY30 (CONSOLIDATED)

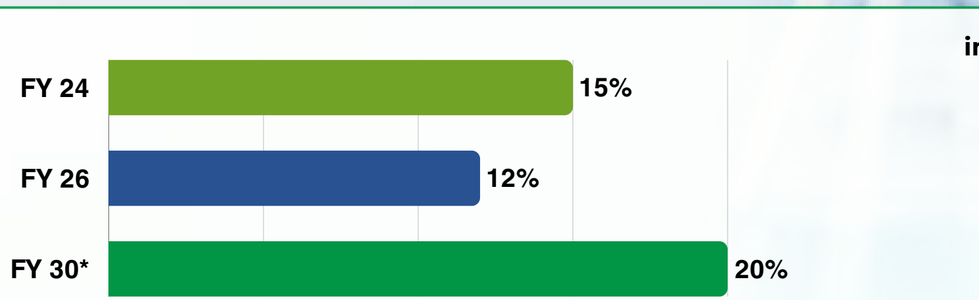
Revenue



EBITDA Margin



PAT Margin



Business goals aligned with the 5-year Plan: | *To reach INR 500+ Cr by FY30 with 20% PAT margin* | *To reduce Debt substantially by FY30*

THANK YOU

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