



Delivering Business Confidence

Qualitek Labs Limited Investors Presentation

H2 - FY25
&
FY-24-25

Disclaimer

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This presentation may include certain "forward looking statements". These statements are based on current estimates, expectations, forecasts and assumptions that may be subject to certain risks and uncertainties. The actual outcomes and results may differ materially from those statements. Important factors that could cause actual results to differ materially from our estimates include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our growth & expansion plans and technological changes, changes in the value of the Rupee and other foreign currencies, changes in interest rates, changes in applicable laws and regulations, increasing competition, changes in political conditions in India or any other country and changes in foreign exchange regulations in India. Neither the company, nor its Directors and any of the affiliates or employees have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

Contents

Financial Performance

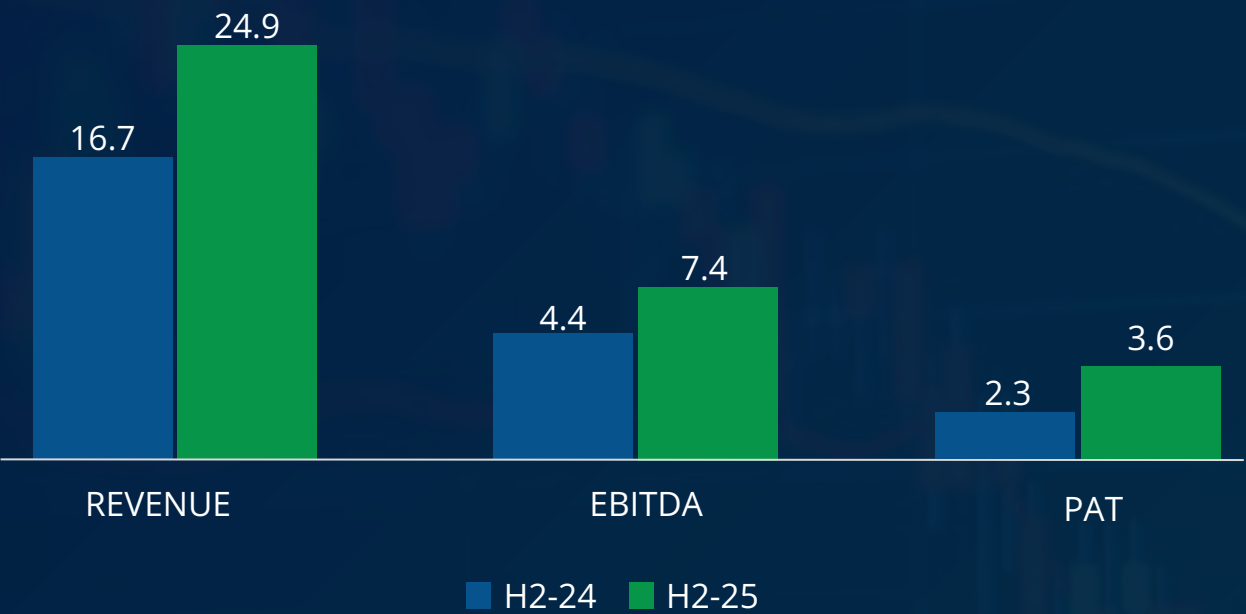
Key Milestones

Way Forward: FY25-26 & FY26-27

Company Overview

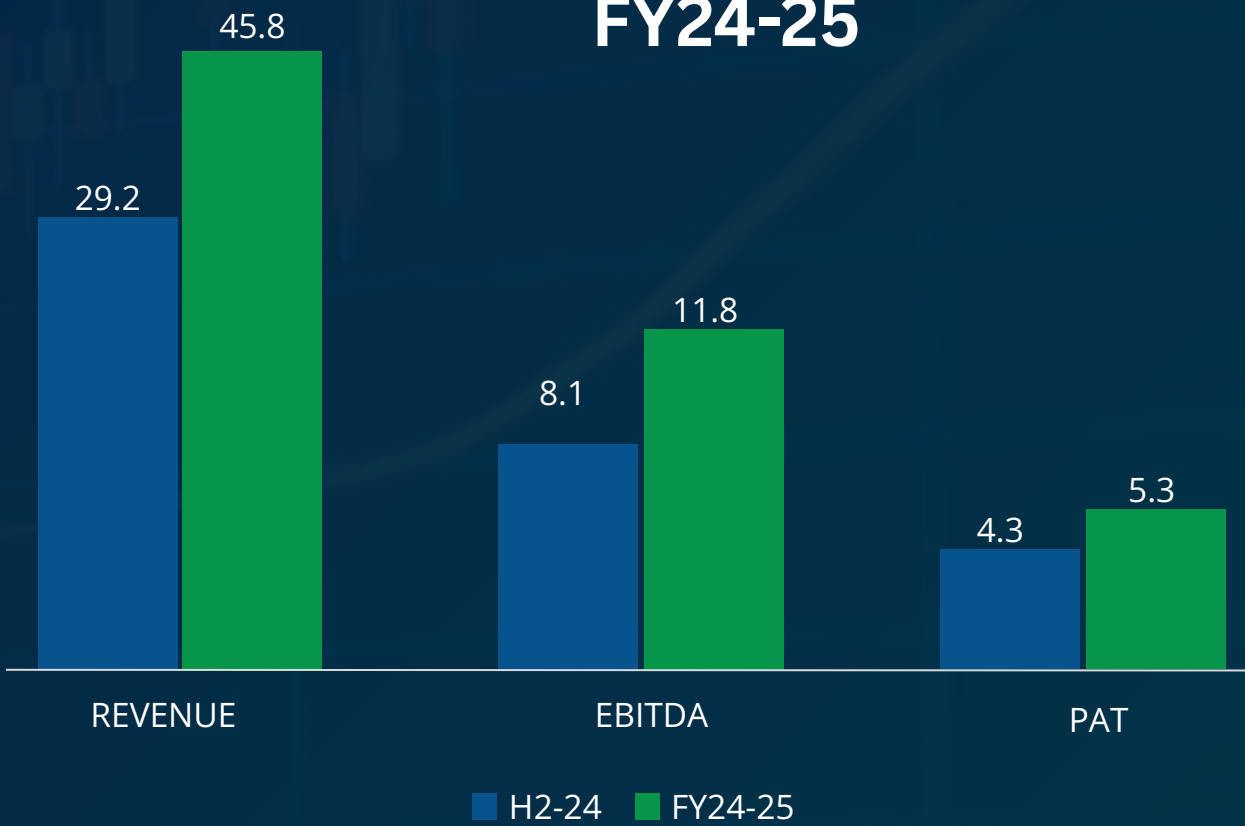
Key Results : Standalone H2-FY25 & FY24-25

H2-FY25



- Revenue ₹ 24.9 Cr. +49% vs LY
 - EBITDA ₹ 7.4 Cr. +69% vs LY
 - PAT ₹ 3.6 Cr. +55% vs LY
 - EPS ₹ 3.75 vs ₹ 3.74 LY
-
- EBITDA/Revenue % 29% vs 26% LY
 - PAT/Revenue % 14% vs 14% LY

FY24-25



- Revenue ₹ 45.8 Cr. +57% vs LY
 - EBITDA ₹ 11.8 Cr. +46% vs LY
 - PAT ₹ 5.3 Cr. +23% vs LY
 - EPS ₹ 5.94 vs ₹ 7.46 LY
-
- EBITDA/Revenue % 26% vs 28% LY
 - PAT/Revenue % 11% vs 15% LY

FY25 PAT Margin decline due to initial expenses in setup of mineral business and Noida lab.

Standalone P&L: H2-25 & FY-25

Particulars INR Cr.	H2 FY25	H1 FY25	H2 vs H1	H2 FY24	YoY	FY25	FY24	YoY
INCOME FROM OPERATIONS:								
Revenue from Operations	24.9	20.9	19%	16.7	49%	45.9	29.2	57%
Other Income	0.1	0	1427%	0.1	124%	0.2	0.1	86%
TOTAL INCOME	25.1	20.9	20%	16.8	50%	46.1	29.3	57%
EXPENSES:								
Cost of Material Consumed & Other Direct Expenses	4	3.5	12%	3.1	29%	7.5	5.6	34%
Employees Benefit Expenses	7.2	6.9	5%	3.5	104%	14	6	132%
Other Expenses	6.6	6	9%	5.8	14%	12.6	9.5	33%
OPERATING EXPESES	17.7	16.4	8%	12.4	43%	34.2	21.1	62%
EBITDA	7.4	4.5	64%	4.4	69%	11.9	8.1	46%
EBITDA%	29%	21%	8%	26%	3%	26%	28%	-2%
Depreciation & Amortization	1.8	1.5	24%	0.8	124%	3.3	1.4	134%
EBIT	5.6	3	83%	3.6	56%	8.6	6.7	28%
EBIT%	22%	14%	8%	21%	1%	19%	23%	-4%
Finance Cost	0.8	0.7	14%	0.4	84%	1.5	0.9	63%
Profit Before Tax (PBT)	4.8	2.3	103%	3.1	52%	7.1	5.8	22%
PBT%	19%	11%	8%	19%	0%	15%	20%	-4%
Tax	1.2	0.6	89%	0.8	44%	1.8	1.5	20%
Profit After Tax (PAT)	3.6	1.7	109%	2.3	55%	5.3	4.3	23%
PAT%	14%	8%	6%	14%	1%	11%	15%	-3%

Key Results: Consolidated* FY-25

- Revenue ₹ 70.2 Cr.
- EBITDA ₹ 16.8 Cr.
- PAT ₹ 7.7 Cr.
- EPS ₹ 7.08
- EBITDA/Revenue % 24%
- PAT/Revenue % 11%

* Includes audited results of below subsidiaries from their respective acquisition date:

- Interstellar Testing Centre Private Limited w.e.f. 11th September 2024
- Quality and Testing Infosolution Private Limited w.e.f. 9th September 2024

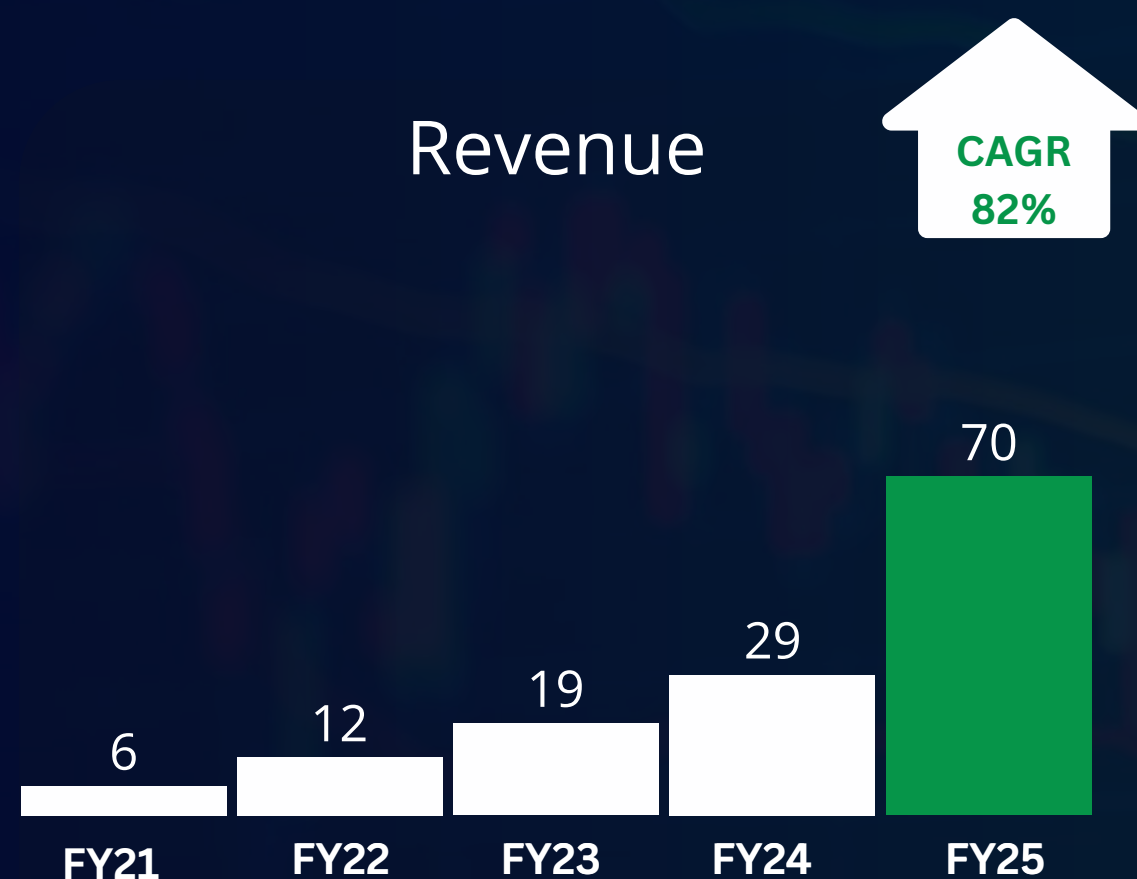
** Previous year figures are not required to be presented as per AS-21 since FY25 is the first year of consolidation.

Consolidated P&L: FY25

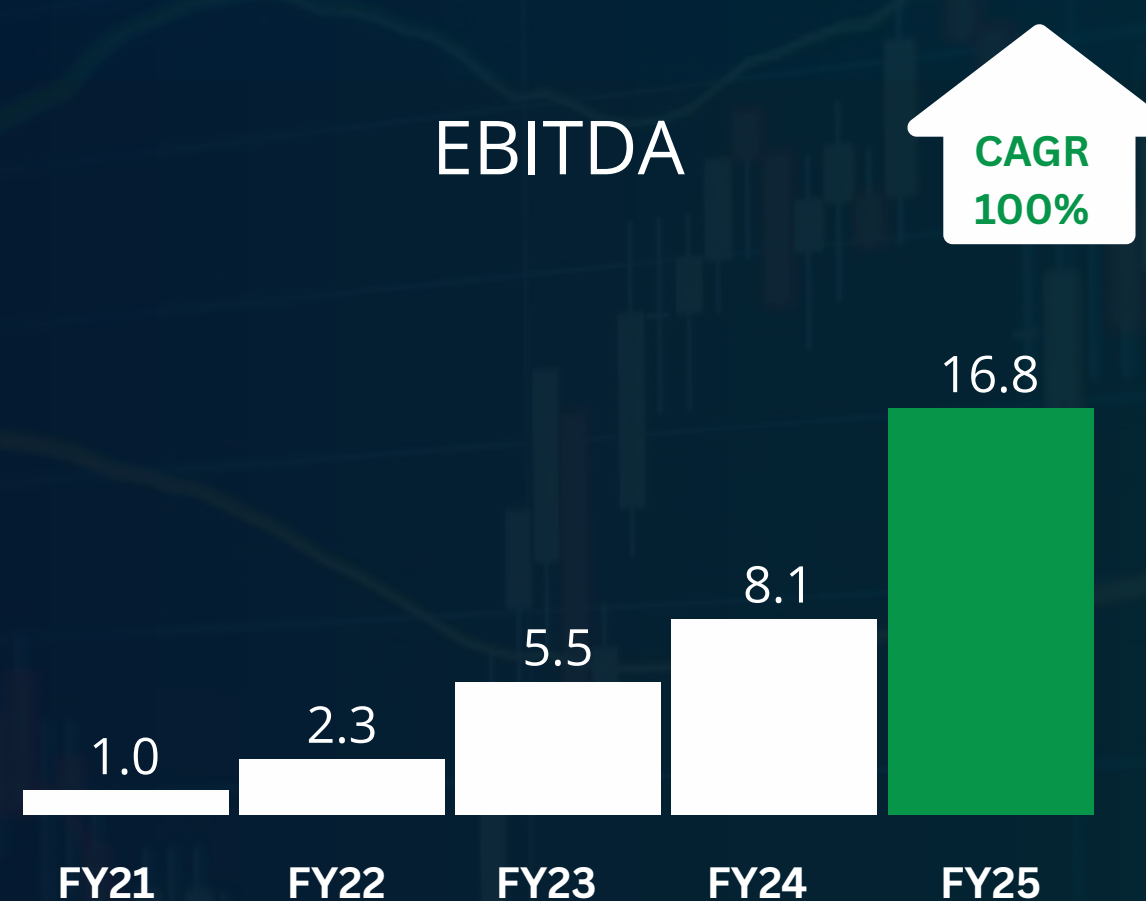
Particulars INR Cr.	FY25
INCOME FROM OPERATIONS:	
Revenue from Operations	70.2
Other Income	0.5
TOTAL INCOME	70.7
EXPENSES:	
Cost of Material Consumed & Other Direct Expenses	10.2
Employees Benefit Expenses	24.1
Other Expenses	19.6
OPERATING EXPESES	54
EBITDA	16.8
EBITDA%	24%
Depreciation & Amortization	4.3
EBIT	12.5
EBIT%	18%
Finance Cost	2.1
Profit Before Tax (PBT)	10.4
PBT%	15%
Tax	2.7
Profit After Tax (PAT)	7.7
PAT%	11%

Financial KPI Consolidated

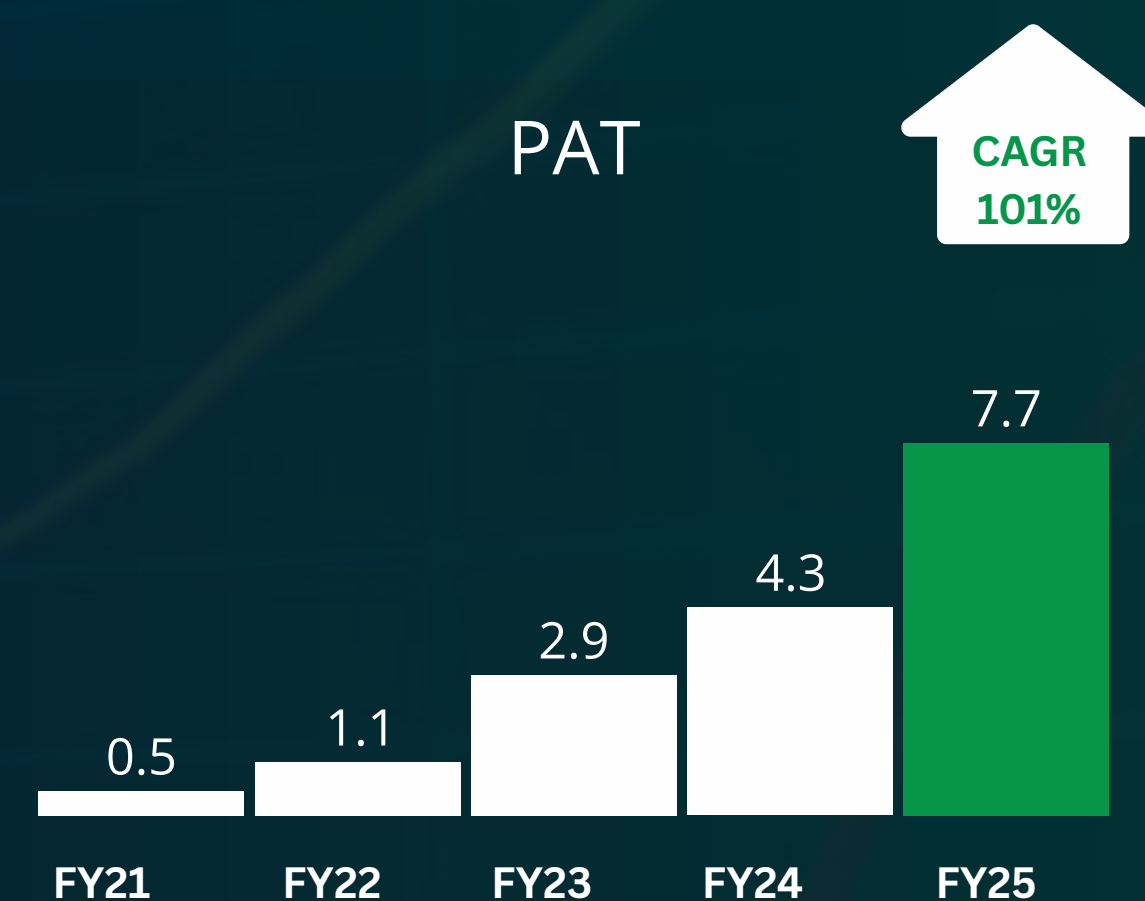
Revenue



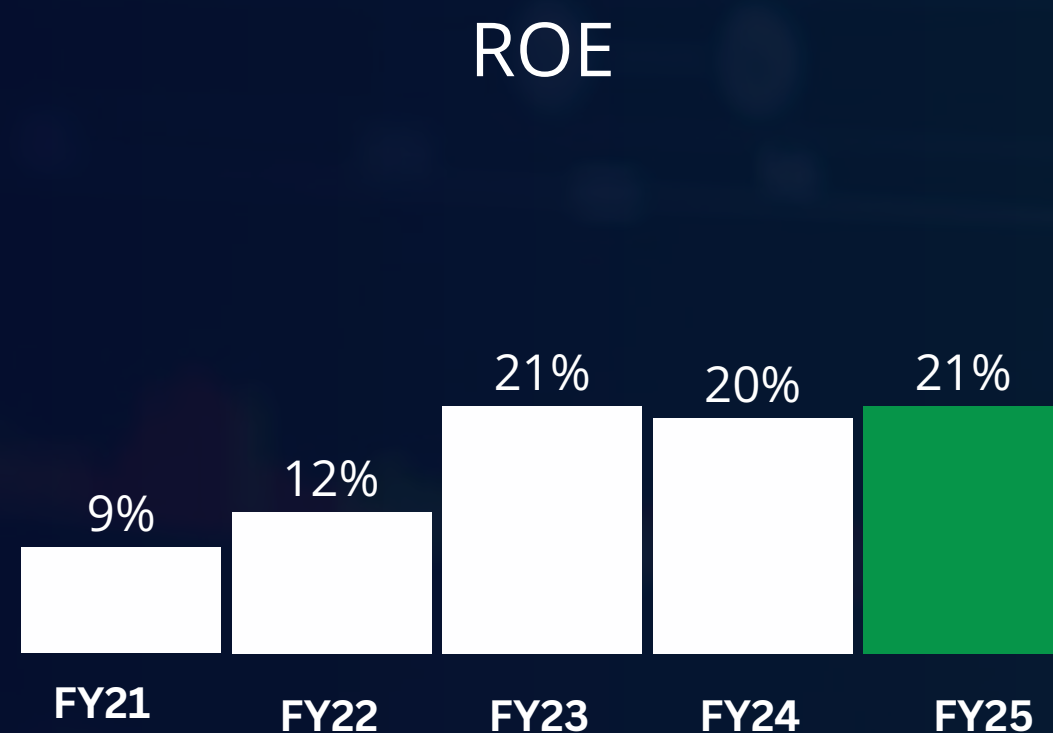
EBITDA



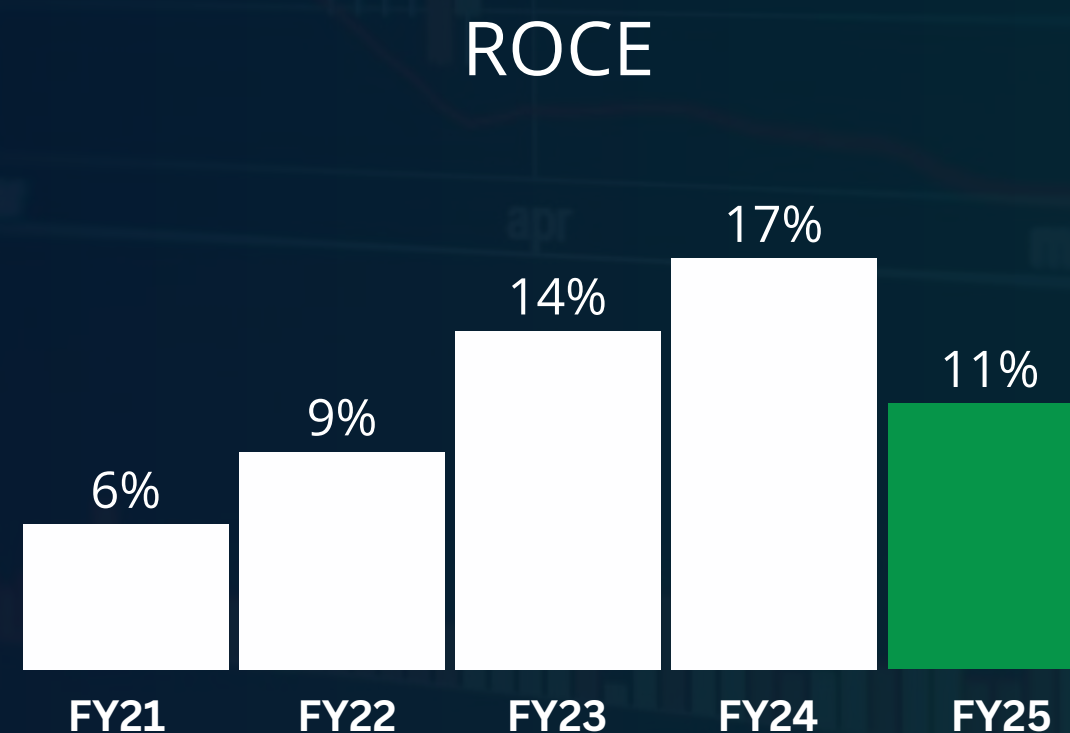
PAT



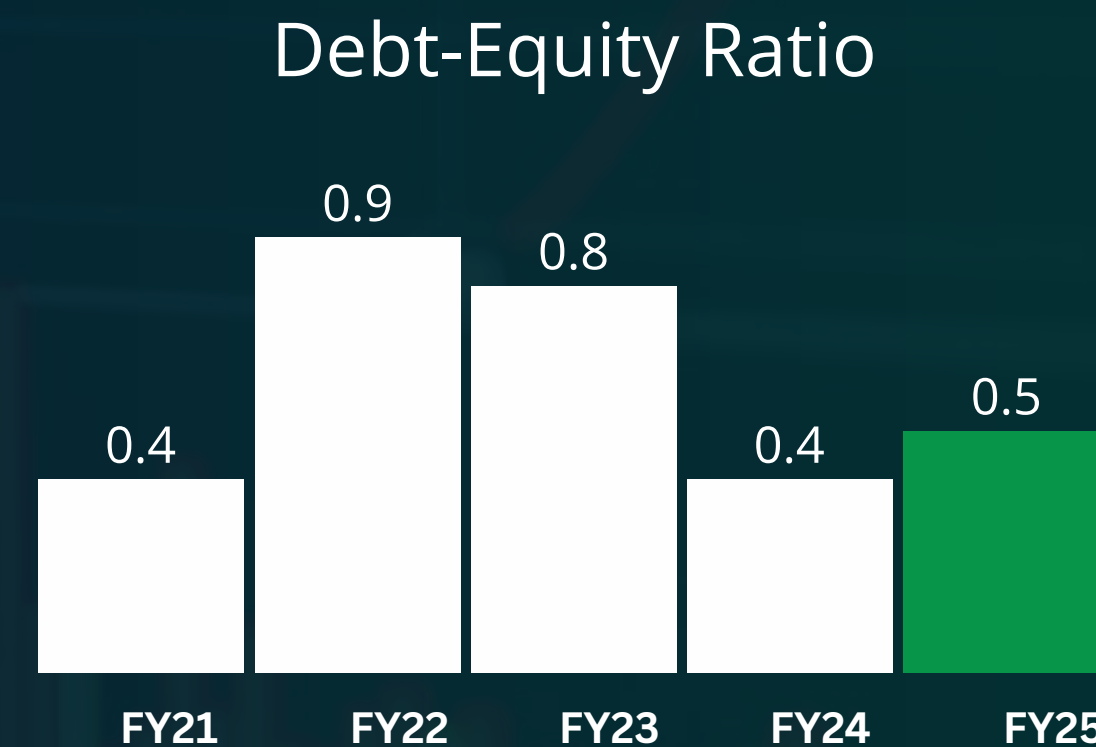
ROE



ROCE



Debt-Equity Ratio



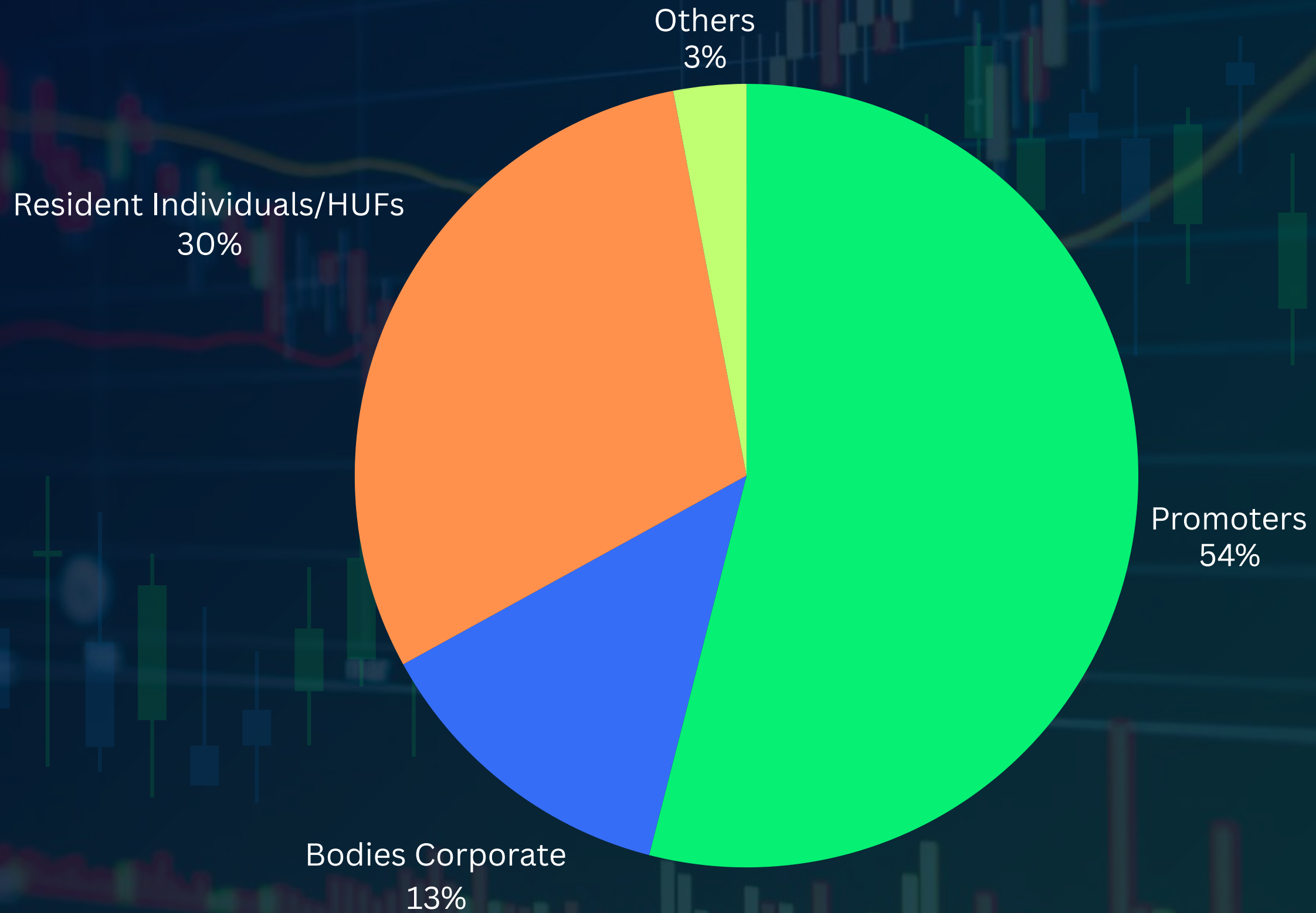
Revenue Walk-Through: FY25

Particulars	Year	INR Cr.	YoY
Qualitek Labs: Standalone Revenue	FY23-24	29.2	57%
	FY24-25	45.8	
Add: Revenue from Subsidiaries*	FY24-25	24.4	
Consolidated		70.2	141%
ITC Labs: Standalone Revenue	FY23-24	32.6	25%
	FY24-25	40.6	
Total Revenue** (Ex inter-co revenue)	FY23-24	61.4	38%
	FY24-25	85.0	

*Consolidated from date of acquisition i.e 11th September, 2024 till 31 March, 2025

** Qualitek Labs & Interstellar Testing Centre revenue for full year basis

Shareholding Pattern



Milestones Achieved in FY24-25



Successfully **completed** pan-India project for **Ministry of Jal Shakti**, conducting **drinking water testing**, covering **1.47 lacs samples**.



Project **AMRUT Yojna** successfully **completed** for **MOHUA** covering all the metro cities for **25000 samples** of drinking water.



ADB funded Project for **Topographical survey – 4500 Hectare** land for the **Horticulture development**.



Awarded the '**Best Innovative MSME**' in Small Enterprise category at the **MSME Ratna Awards 2024** by the Chamber of Indian Micro Small and Medium Enterprises (CIMSME).



Empaneled with the **Ministry of Coal, Govt of India** as authorized Third-Party Agency (TPA) for **testing and analysis of coal**. Only 10 such TPAs are empaneled with the Ministry.



QCI Awarded us for **Milk and Milk Product testing** for the states like Haryana, Punjab, Odisha, J&K and Himachal Pradesh.



Pioneers in comprehensive **EV battery testing** — from chemical exposure to thermal runaway . **Trusted by industry leaders** for fire, crush, corrosion, and advanced simulation tests.



Set-up a dedicated **VOC (Volatile Organic Compounds)** testing laboratory in **Noida** to support advanced air quality monitoring and regulatory compliance for Auto mobile segments.



Hestocon Certification Services (HCS), Netherlands – Partnered for export homologation.

Key Growth Initiatives: FY24-25

Geographic/Scope Expansion

- Noida lab Expansion for Electrical & Electronics, Polymer and Automobile.
- Received single highest order EMI/EMC Test for Defence segment.
- Successfully running Training, R&D and Consulting support business to major Automobile OEM's and Ministry of Defence.
- Bhubaneswar new lab established for mineral testing and NABL is under process.
- Baddi lab commercial operation started from Jan'25 in PPP mode.
- In collaboration with Quality Council of India (QCI), operating 3 labs for Gujrat State Electricity Board in PPP mode.
- Signed the MoU with Haryana Dairy Development Board for lab setup in PPP mode in Karnal to be operational in FY25-26.
- Pharmaceutical Packaging & Medical Device safety testing scope added in Pune unit-II.

Approval & Accreditations

- Completed the NABL Accreditation of Noida lab for Electrical & Electronic segment.
- Signed agreement with Hestocon Certification Services for export Homologation of Automobile & Mobile cranes.
- Approval from ISTA for International safe transit test.
- NABCB Accredited for inspection and certification business in Coal. Looking to add more sectors for expansion of Inspection business.
- Successfully completed the PICS Audit for testing of Pharmaceutical products export to Ukraine.
- Approved from Spices Board of India and also commercial testing for Tea products in India.
- Accredited for testing of food & Agri-commodities export to Indonesia.

UNLOCK
YOUR
POTENTIAL

Way Forward: FY25-26 & FY26-27

2X Revenue in every 2 years & profitability improvement - 30% EBITDA margin

Focusing more in Opex-oriented business to improve profitability

- Lab process outsourcing model in both public sector and private sector in Automobile, Pharma, food and mineral segments.
- Inspection & Certification business scope expansion to Textile, Agri-commodities, Automobiles , Oil & Gas and Minerals & Ores.
- Industrial Product Certification in Energy, Transportation and Mechanical segments.
- Sustainability business to monitor carbon footprint & green certifications.

Geographic Expansion: Start-up & Inorganic Ways to improve customer reach

- Semi-conductor and automotive lab in South India & scope expansion in both Pune and Noida.
- Pharma regulatory lab accredited with USFDA.
- Mobile Food lab for testing of Spices and Agri-commodities.
- Minerals, Food & Agri-commodities testing, inspection & certification centre in West India.
- Civil & Infrastructure labs across India in hub & spoke module.
- Textiles, Leather & Footwear lab in north & south India.
- Packaging Material lab - Pune
- Advanced stage of collaboration and acquisition in South & West India.
- Expansion of mineral testing - West and East coasts of India

Company Overview



Our Credentials

37+

Years of Expertise

9

Own Laboratories

340+

collection Centers

21 Collaborations

6 PPP labs and 15 in
collaboration across India

1000+

Employees (Including 450 Scientists),
363 Inspection & Field Staffs, 180
supporting Staff, 7 NABL Assessors

4 million+

Tests every year

15+

National & International
Accreditations & Approvals

5000+

Customers covering , Governments,
International & National Leaders

Digital Operation

Complete Automated
Process with Traceability

Diversified Portfolio

Covering Health & Life Science,
Sustainability, Energy, Env, Transport,
Consumer Durable& Household

OUR JOURNEY

Qualitek Labs Growth Journey



2018

Laid the cornerstones with
Labs in **Pune &
Bhubaneswar**

2021

Scaling up with
new units in
Paradip & Noida

2023

Doubled down on
efficiency with
Pune Unit II

2024

Leaped proudly
to become
Publicly listed on BSE.

2025

Acquired **ITC Labs
(Interstellar Testing
Centre Pvt. Ltd)** into the
Qualitek family.

Our Accreditations



Drug Control Administration
Department of Health and Family Welfare, Government of Odisha



OUR JOURNEY

ITC Labs Growth Journey



1988

Founded as International Testing Centre,
A proprietorship firm in Panchkula,
Haryana

2016

Rebranded as **Interstellar Testing Centre Pvt. Ltd.,**
Becoming a private limited company.

2017

Expanded testing boundaries with
An advanced **lab in Chennai**

Our Accreditations



many more....

International Collaborations



Industries we are servicing



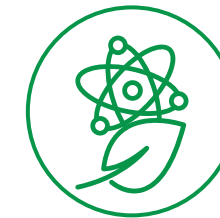
**Pharmaceutical
Testing**



**Food Safety
Analysis**



**Microbiology
services**



**Environmental
Studies**



**Cosmetic
Testing**



Ayurvedic



Mines & Minerals



Energy



Automotive



Textiles



Infrastructure



**Molecular
Biology**



Toys



**Electrical &
Electronics**



**Inspections &
Audits**



**Training &
Consultancy**



Turnkey



Others

Automotive Testing Services

Distinct Locations for Automotive Testing

Pune • Noida

Our Specialisation

- EV Battery Testing
- Environmental Testing for components and Vehicles
- On-Board Electrical Systems (OBE) Testing
- IP Testing and Tightness Evaluation
- Shock and Vibration Testing
- Chemical, Mechanical and Metallurgical Testing
- Corrosion Testing
- Fatigue and Durability Testing
- Vehicle Interior Emission Testing

Accreditations



OEM Served

SKODA

DAIMLER

JAGUAR



BAJAJ



HYUNDAI



FCA
FIAT CHRYSLER AUTOMOBILES

MARUTI SUZUKI

JOHN DEERE



ROYAL ENFIELD

Homologation & Certification Consultation

Key Objectives of Homologation & Certification Consultancy

- To provide consultancy for vehicle level and component certification through government recognized testing authorities
- To guide and provide procedural approach to international companies for export homologation as per indian regulations
- To provide consultancy for harmonization of homologation standards w.R.T to indian and international standards

Case study: Given export homologation consultancy to zoomlion, china for off road vehicle certification



Key Clients

ramp*GROUP

ZOOMLION

LUMAX

TATA

FICOSA

Defence Testing Services

Distinct Locations for Defence Testing

Pune

Our Specialisation

JSS 5555 & MIL 810 Standard

- Vibration Test
- High Temperature
- Damp Heat
- Low Temperature
- Rapid Temperature (Thermal Shock)
- Corrosion
- Bump
- Mold Growth/Fungus
- Tropical Exposure
- Drip
- Environmental Stress Screening (ESS Test)
- Burn-In
- Dust
- Altitude
- Driving Rain
- Ingress Protection

Accreditations



NABL



Key Clients



Electricals & Electronics Testing Services

Distinct Locations for Electricals & Electronics Testing

Pune • Noida

Our Specialisation

- Electrical Equipment Testing
- Advanced Electronics Testing
- Comprehensive Battery Testing
- VOC Testing and Odour Analysis
- ELV Vehicle Testing

Accreditations



IS302
IEC60695
JSS55555

SAE
JIS
GSO

FIMS
UNECE
IS13252

IEC62368
IS616
MIL810



Key Clients



Mines, Minerals and Metal Testing Services

Distinct Locations for Mines & Minerals Testing Services

Bhubaneswar • Paradeep • Pune • Noida

Inhouse & Onsite Labs Porta Cabin

- Complete Quality Testing & Analysis like GCV, Moisture ultimate analysis etc.
- Onsite Teams at mines for bulk sampling, onsite sample preparation & loading / unloading control.
- Total Moisture & Ash content determination.
- Fuel Handling & Blending Services.
- Stock audits & Physical Verifications

Accreditations



Key Clients

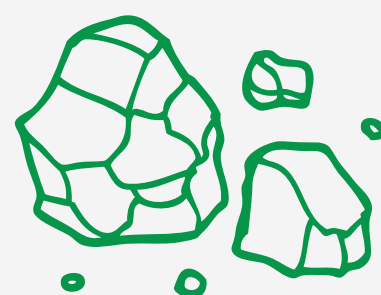


Minerals, Coal & Coke Testing



Ores & Minerals

- Coal/Coke
- Iron Ore
- Chrome Ore
- Limestone/Dolomite
- Quartz
- Bauxite
- Manganese Ore



Ferroalloys & Metal

- Silicomanganese
- Ferromanganese
- Ferrochrome
- Ferrosilicon
- Ferrovanadium
- Ferromolybdenum
- Steel
- Pig Iron/Cast Iron
- Sponge Iron



Building Materials

- Fly Ash
- Cement
- Clinker
- Granulated Slag



Others

- Refractories
- Clay
- Feldspar
- Fluorspar
- Gypsum
- Slag
- Pyroxenite/Olivin Sand
- Ramming Mass

Drugs & Pharmaceutical Testing Services

Distinct Locations for Drugs & Pharmaceutical Testing

Panchkula • Bhubaneswar

Our Specialisation

- Nitrosamine & NDSRI testing
- Genotoxic impurities (GTI) evaluations
- Elemental impurities studies as per ICH Q3D
- Stability indicating analytical method development & validations as per ICH
- Extractable and Leachable studies
- Cleaning method validations
- EG and DEG in cough syrups
- Impurity identification and quantitation by LC-MS/MS and GC-MS/MS
- Residual solvents testing by GC-HS
- ETO, ECH and EG residue in medical devices
- Multimedia dissolution profiling studies
- Microbiology testing

Accreditations



Key Clients



Ayurvedic & Herbal Testing Services

Distinct Locations for Ayurvedic & Herbal Testing
Panchkula

Our Specialisation

- Physico-Chemical Analysis
- API Identification
- Heavy Metal Testing
- Microbiological Analysis
- Pesticide Residue Analysis
- Residual Solvent Testing
- GC Profile Analysis
- Aflatoxin & Pesticide Residue Analysis
- Phytochemical Analysis
- Preservative Efficacy Testing
- Shelf-Life Studies

Accreditations



Key Clients



Food Testing Services

Distinct Locations for Food Testing

Panchkula • Chennai • Bhubaneswar

Our Specialisation

- Nutritional Labelling Testing
- Allergen Testing
- Vitamin Testing
- Packaging Materials Testing
- Residual pesticides and antibiotics
- Accelerated Shelf-Life Testing
- Real-Time Shelf-Life Testing
- Migration testing

Accreditations



Key Clients



TATA CONSUMER PRODUCTS



PEPSICO



o'cean
beverages

Farm to Fork – Integrated Offerings

01

R&D / Agri Support

Support to farmers in soil, seed, water, organic fertilizer, manufacturing, and food processing units for production as well as new product development. We help manufacturers and food technologists during the Research & Development of new products by offering risk assessments and developmental stage testings.

02

Residues - Pesticides Antibiotics

We help farmers (Field and aquaculture), organic certification agencies, food processors, raw material suppliers and others to evaluate the crops for residues of Pesticides & Antibiotics

03

Food Fortification

Government Of India (GOI) is running a massive campaign towards Food Fortification in Edible Oil, Salt, Milk, Rice, Wheat and other product categories. ITC Labs is helping food processors and Govt Bodies in testing fortificants like Iron, B9 Folic Acid, B12, Iodine, Zinc, Ca and others

04

Nutritional Labelling

ITC Labs help manufacturers and importers in finding the nutritional contents (Added as well as inherited) of their products like Protein, Fat, Carbohydrates, Energy, Vitamins, Minerals, Fatty Acid, Amino Acid, Other Ingredients etc.

05

Packaging / Labelling Design

ITC Labs help brand owners in offering a unique and attractive label design covering all mandatory and legal requirements like ingredient list, net qty, nutritional information etc. The lab also helps in testing the quality of the packaging material

06

Shelf Life

ITC Labs offers Real Time and Accelerated Shelf Life Studies on Packaged Food Products to help FBO's arrive at the right shelf life of their products. To offer the same, ITC Labs carry Stability Chambers in house.

07

Food Testing - FSSAI

We test Raw Materials and Finished Packaged Food Product against the published requirements of FSSAI like Chemical Parameters, Heavy Metals, Microbiological, Residues - Pesticides and Antibiotics, Toxins - Aflatoxins, Ochratoxins, NOTS, Artificial Colorants, Sweeteners etc.

08

Inspection & Hygiene Audits

ITC Labs offers container stuffing inspection services and Hygiene Audits Services to different FBO's. With Hygiene Audits and Ratings, the FBO's can offer confidence to its customers about its services

09

Food Safety Certifications

ITC Labs offers Food Safety Certifications & Audit services including but not limited to below: - FSMS, ISO 22000, HACCP, Good Distribution Practices, HALAL / KOSHER/ ECAS/ EQM, ISO 9001, 22716, 21001 & Others

Cattle Feed Testing Services

Distinct Locations for Cattle Feed Testing
Panchkula • Chennai

Our Specialisation

- Nutritional Value Testing
- Contaminant Analysis
- Stability Testing

Accreditations



Key Clients



Pradeshik Cooperative Dairy Federation, Uttar Pradesh
प्रादेशिक कोऑपरेटिव डेयरी फेडरेशन, उत्तर प्रदेश



Environment & Water Testing Services

Distinct Locations for Environment Testing

Panchkula • Chennai • Bhubaneswar

Our Specialisation in Environment

- Wastewater Testing : Effluent Treatment Plants, Sewage Treatment Plants
- Soil Testing: Soil Fertility Testing, Soil Health Cards, Construction Soil Testing
- Air Testing: Stack Monitoring, Ambient Air Quality Testing
- Migration Testing
- Sound Testing
- Sediment Testing
- LUX

Our Specialisation in Water

- Potable Water Testing
- Construction Water Testing
- Swimming Pool Water Testing
- RO Dialysis Water
- Surface and Groundwater
- RO compatibility checks
- chlorine testing

Accreditations



Key Clients



LOTUS FOOTWEAR LTD.

OKAYA



PEPSICO

GOODYEAR

TVS

apollo TYRES

Infosys BPM

TATA
CONSUMER PRODUCTS

ALCHEMIST
HOSPITAL



जल शक्ति मंत्रालय
MINISTRY OF
JAL SHAKTI

Ipsos

LAANGZA

DS GROUP

COASTAL CORPORATION LIMITED
Formerly Known as Coastal Trawlers Limited

Pidilite

Infrastructure & Building Materials Testing Services

Distinct Locations for Agro-Chemicals Testing
Panchkula • Bhubaneswar

Our Specialisation

- Cement & Concrete Testing
- Soil & Geotechnical Testing
- Aggregate & Road Construction Material Testing
- Non-Destructive Testing (NDT)
- Metals & Structural Materials Testing
- Pipes, Tiles, and Coatings Testing
- Oil Testing & Oil Analysis

Accreditations



CPWD



Key Clients



Tamilnadu Cements Corporation Limited



Cosmetics Testing Services

Distinct Locations for Cosmetics Testing

Panchkula • Chennai

Our Specialisation

- Microbial Limit Tests
- Preservative Efficacy Test
- BET and Sterility Testing
- Herbal Identification
- Acute Toxicity Testing
- Skin Irritation Testing
- Residual Formaldehyde Assessment
- Thermal Stability and Shelf-Life Studies
- Preservative Challenge Test (Preservative Efficacy Test)
- Quality Parameters
- Heavy Metals Analysis
- Phthalates Testing
- 1,4-Dioxane Detection
- Residual Solvents Analysis
- Aflatoxins Testing
- Pesticide Residue Analysis
- Bisphenol A (BPA) Testing
- Preservative Analysis (Parabens, Sulphates)

Accreditations

- EC/1223/2009
- Cosmetic License, Haryana



Key Clients

LOVIN

Hindustan Unilever Limited

emami

L'ORÉAL

Godrej | CONSUMER PRODUCTS

P&G

MOTHER SPARSH

wipro

LOTUS
HERBALS

reckitt

Dabur

bajaj CONSUMER CARE

Medical Equipment Testing Services

Distinct Locations for Medical Equipment Testing

Noida • Panchkula

Our Specialisation

- Bacterial Endotoxin Test
- Sterility Testing
- Bend Test
- Penetrability Test
- Breakage Test
- Pull-Out Test

Accreditations



Key Clients



INSPECTIONS, AUDITS & CONSULTANCY

3rd Party Inspection Services (AQL Level Based)

- Mineral & Metals
- Food & Agri Commodities
- Textiles & Hardgoods
- Road Traffic Survey
- Pharmaceuticals
- NDT Services
- Market Survey

Consultancy on Consumer Products compliance requirements for export to

- US (CPSC, CALPROP65, CPSIA etc)
- Europe (REACH, SVHC, EC 2010/11)
- Rest of the world etc.

Consultancy for In house Lab Set ups (Turnkey Solutions)

- ISO 17025, Layout planning & Equipment selection
- Method training & Correlation
- ISO 17025 accreditation consultancy



CORE TEAM



ANTARYAMI NAYAK
CHIEF EXECUTIVE OFFICER



KAMAL GROVER
EXECUTIVE DIRECTOR



MANGESH BHOSALE
DIRECTOR



BALRAM AGARWAL
VICE PRESIDENT – MINERAL



YESURATHNAM NOSINA
VICE PRESIDENT – PACM

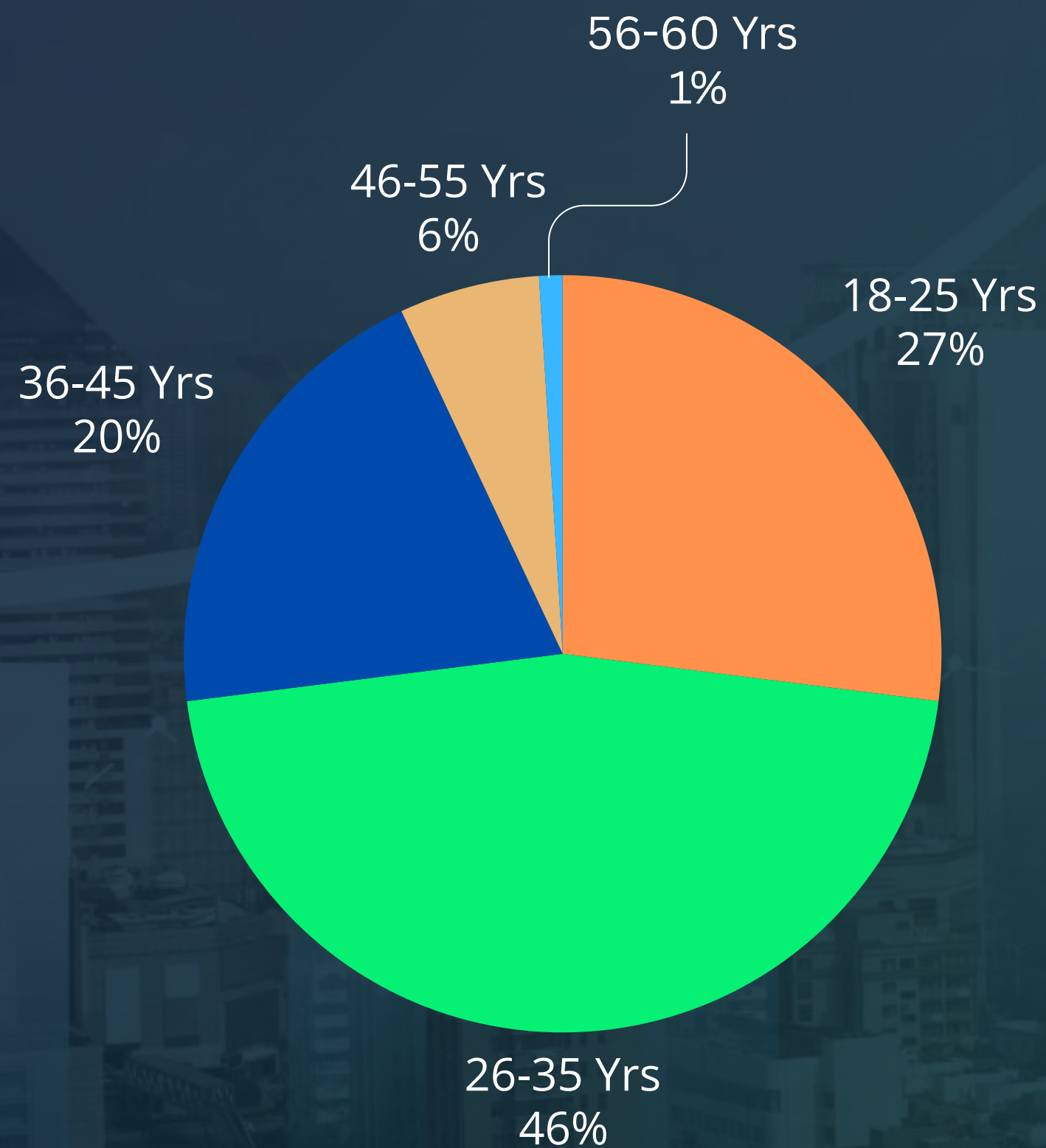


KAMESH KUMAR RATHEE
ASSISTANT VICE PRESIDENT – EWS



NAVNEET GUPTA
CHIEF FINANCIAL OFFICER

Age Demographics of Employees





THANK YOU

For any query, please contact at company.secretary@qualiteklab.com