molbio®

INNOVATE • IMPACT • INSPIRE

Innovation Led Diagnostic Products Company

Investor Presentation
Sept'2026

Safe Harbour

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Management Commentary

"FY27 is a milestone year for Molbio, marking our transition to a listed company. I would like to thank our shareholders, employees, customers and partners for the trust they have placed in Molbio through our recent listing, and we remain committed to delivering on that trust through consistent execution. I am pleased to report that we have begun the year on a strong note, with healthy growth across both revenue and profitability in Q1. However, our business continues to have a non-linear revenue profile, with performance varying across quarters. We therefore believe it is important to assess our performance on a full-year basis. During the quarter, certain export orders pertaining to Q4 FY26, amounting to approximately ₹57 crore, were deferred due to the prevailing situation in the Gulf and were subsequently recognized in Q1 FY27. Total Income for Q1 FY27 stood at ₹411.48 Cr, with EBITDA at ₹103.68 Cr against a loss of ₹14.50 Cr in Q1 FY26. Growth continues to be led by test-kit consumption across the 12,500+ Truenat® devices sold in 90+ countries.

We entered FY27 with meaningful capacity headroom - FY26 device and test-kit utilization at 42% and 58%, respectively, positioning us for volume-led scale-up without near-term incremental capex. Our pipeline of 34 additional assays across 22 diseases remains on track and will be a key long-term driver as we extend beyond infectious disease into oncology and other non-communicable areas.

Internationally, we are deepening our presence across Africa and Southeast Asia, entering Latin America, and progressing regulatory pathways in developed markets, including CE-IVDR for our CTNG Test.

Following our listing on August 17, 2026, deployment of the net issue proceeds is underway across capex for automation and building our R&D facility in Bengaluru. We remain focused on disciplined execution, sustained R&D intensity and improving cash flow quality as our international and acquired businesses scale."

Sriram Natarajan

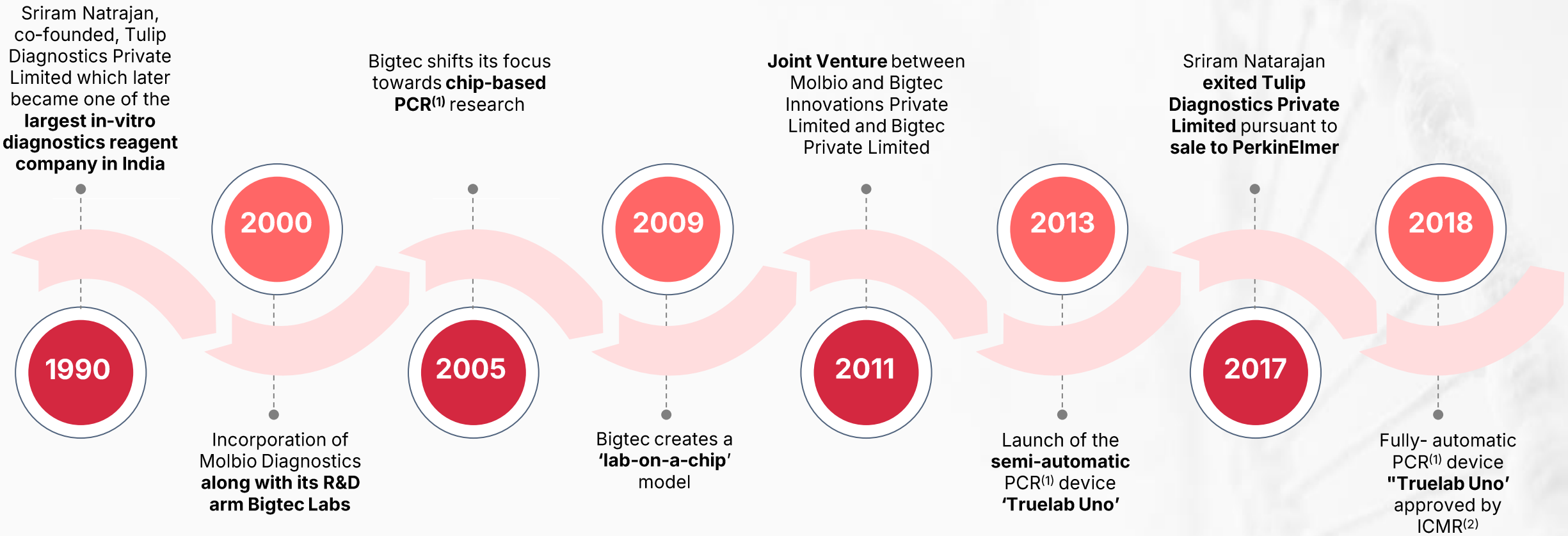
Executive Director, and Chief Executive Officer (CEO)

Company & Business Overview

Founders' Journey

1990-2004

2005-2018



Note: (1) Polymerase Chain Reaction
(2) Indian Council of Medical Research

Journey Post Commercial Launch of Truenat Platform

2019-2022

2023 onwards

2019

Investment by **Motilal Oswal Alternate Investment Advisors Pvt Ltd**[2]

2020

- **Launch of ICMR**[4] **approved COVID test**; BioSpectrum product of the year award
- **Truenat endorsement by WHO**[5] **for TB**[1]

2022

Investment by **Temasek Holdings (Private) Ltd**[3]

2023

Foray in **Radiology** via Prognosys Medical Systems Private Limited acquisition

2024

- Strategic investment in OptraSCAN, a **Digital Pathology Company**
- Launch of **EDGE program**

2025

- **EU IVDR** Class C certification for Truenat® CT/NG
- Prognosys[5] received **US FDA 510(k)** clearance for PRORAD ATLAS and ULTRAPORTABLE PLUS

2026

- Prognosys[5] received **EU MDR certification** for the PRORAD radiology systems
- Truenat HR-HPV Plus met **IARC validation criteria** in a multicentre study
- Collaboration with **Equine Biotech** for veterinary diagnostics development
- **US FDA 510(k)** clearance for the OptraSCAN System
- Listed on **NSE & BSE**

Note: (1) For an initial diagnosis of TB (Tuberculosis) and rifampicin resistance detection using molecular diagnostic technology (Source: Report titled "Molecular Diagnostics Industry Report" dated August 22, 2025 ("1Lattice Report")) (5) World Health Organisation. (2) Investment through its funds. (3) Investment through its indirect wholly owned subsidiary. (4) Indian Council of Medical Research. (5) Prognosys Medical Systems Private Limited

Molbio At A Glance

Innovation-led diagnostics company delivering accessible, accurate and affordable molecular testing

Broad & Growing Test Menu

43
Assays

30
Diseases Covered

Across infectious diseases, women's health, oncology & more

Global Scale & Adoption

12,500+
Truenat® Devices Installed

90+
Countries with Truenat® t Presence

17.6 Mn
Test Kits Sold in FY26

Recurring Business Model

73.98%
Product Revenue from Test Kits in FY26

₹ 1,455 Cr
Total Income in FY26

Proprietary Technology

Truenat®

Portable | Battery-operated Real-time PCR Platform

Rapid • Accurate • Easy to Use

Robust Innovation Engine

153
R&D Professionals (136 Scientists)

207
Registered Patents

Strong In-house R&D Capabilities Across Platform, Assays & Chemistry

WHO / ICMR / FIND Endorsed Platform for TB Diagnosis & Rifampicin Resistance

Multiple Regulatory Approvals & Clinical Validations

Financial Performance (FY26)

₹ 1,455 Cr	₹ 328 Cr	22.6%	₹ 164 Cr	11.3%
Total Income	EBITDA	EBITDA Margin	PAT	PAT Margin

R&D Engine: Proven Innovation, Sustained Investment

Deep scientific capability translated into scalable products, protected IP and future growth

Proven Innovation Capability

From scientific insight to scalable impact

Multidisciplinary R&D spanning science, engineering, product development, evidence generation and scale-up.

13+ YEARS
R&D and translation behind Truenat®

153
R&d Professionals
Including 136 scientists

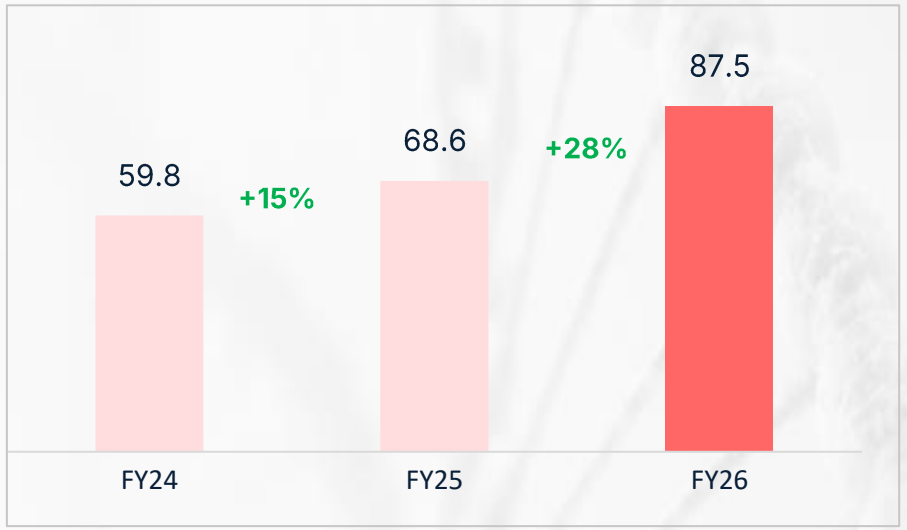
207
Patents
Granted in India and overseas

Built Across Disciplines
Biology • Chemistry • Software • Engineering
DSIR-recognised Bengaluru R&D facility

Innovation Beyond The Lab
Science → Product → Evidence → Scale → Impact

Investing More To Drive Future Growth

Annual R&D investment (₹ Cr)



₹87.5 Cr	46%	₹215.9 Cr
FY26 R&D spend	Increase vs FY24	Cumulative FY24–FY26

Idea → Product → Evidence → Scale → Impact → Future platforms, assays and revenue streams

Global Healthcare Burden - The Problem Statement

A significant diagnostic access gap continues to delay timely diagnosis, treatment and better health outcomes

Diagnostics Are Critical, Yet Underpenetrated

70% Healthcare decisions depend on diagnostic information

Only **3-5%** Healthcare budgets are allocated to diagnostic services

~3.6 Bn People (47% of the global population) have limited or no access to diagnostics

81% People in low-and lower-middle income countries lack access

- Diagnostic access is concentrated in urban and centralized laboratories
- Geographic distance, inadequate infrastructure and shortage of skilled professionals create major barriers
- Limited access leads to delayed diagnosis and sub-optimal outcomes

High Disease Burden Continues To Impact Global Health

10.7 Mn people fell ill with TB in 2024

1.23 Mn people died from TB in 2024

~2 in 5 people with drug-resistant TB accessed treatment

TB remains the world's leading cause of death from a single infectious agent.

Antimicrobial Resistance (Amr) - A Growing Concern

- Rising AMR increases the need for accurate pathogen identification and resistance detection
- Limited diagnostic capacity restricts appropriate treatment and drives inappropriate antibiotic use
- Stronger diagnostics is essential for AMR surveillance and stewardship

Infectious Diseases - A Persistent Burden

- Early detection and accurate diagnosis are critical for better patient outcomes
- Diagnostic gaps weaken disease surveillance and outbreak preparedness
- High burden in emerging and resource-limited settings

From Centralized To Decentralized Point Of Care Diagnostics

Emerging Need Decentralized / Point-of-care Diagnostics

Test at or near the patient

Minimal infrastructure

Faster Results

Earlier clinical decision

Greater reach & impact

Traditional Model Centralized Laboratory Diagnostics

Sample collected at patient site

Sample transported to central lab

Infrastructure dependent

Specialist workforce

Longer turnaround time (hours-days)

Bridging the diagnostic access gap with accurate, rapid and decentralised testing is essential to improve health outcomes, strengthen disease control and build more resilient healthcare systems.

The Truenat Platform - An Integrated Workflow

Device

UnoDx (1 test)

Duo (2 tests)

Quattro (4 tests)

Key Platform Attributes

Portable
Lightweight and easy to transport

Fully Automatic
Minimal hands-on time and easy to use

Battery Operated
Works in areas with unreliable power

Point-of-care Ready
Designed for use at or near the patient

RAPID RESULTS
Sample to result in ~60 minutes®

Multi-disease Platform

43 ASSAYS

30 DISEASES

- **Disease-specific micro-PCR chips** operate on the same core platform
- Menu spans infectious and non-communicable diseases
- Includes **TB, Hepatitis B/C, HIV, HPV, COVID-19** and many more
- Platform designed to accommodate additional assays

- **TB**
- **Hepatitis**
- **HIV**
- **HPV**
- **COVID - 19**
- **Dengue**
- **Influenza & more**

Consumables - Powering A Recurring Revenue Engine

Disease-specific Consumables

- Truenat® test kits are disease-specific, ready-to-use and single-use
- Micro-PCR chips contain pre-loaded PCR reagents for real-time PCR testing
- Designed for use exclusively with the Truenat® platform
- Expanding assay menu increases utility and potential utilization of the installed base

What Constitutes The Consumable

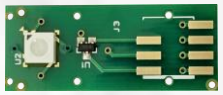
Truenat Test Kit

Cartridge-based Sample Preparation

\+

Pre-loaded PCR Reagents

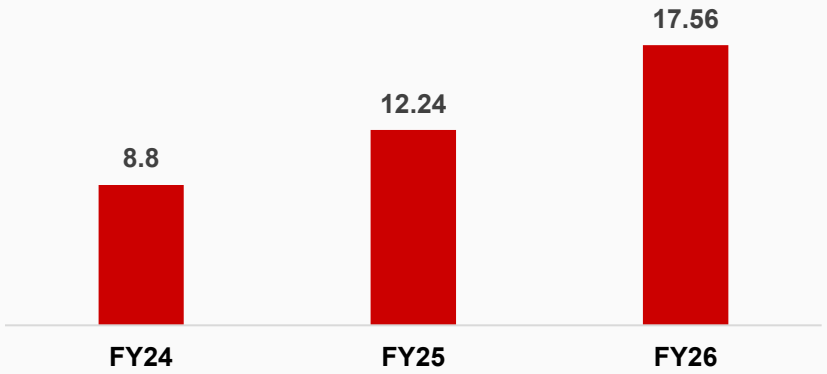
\+



Truenat® Micro-PCR Chip

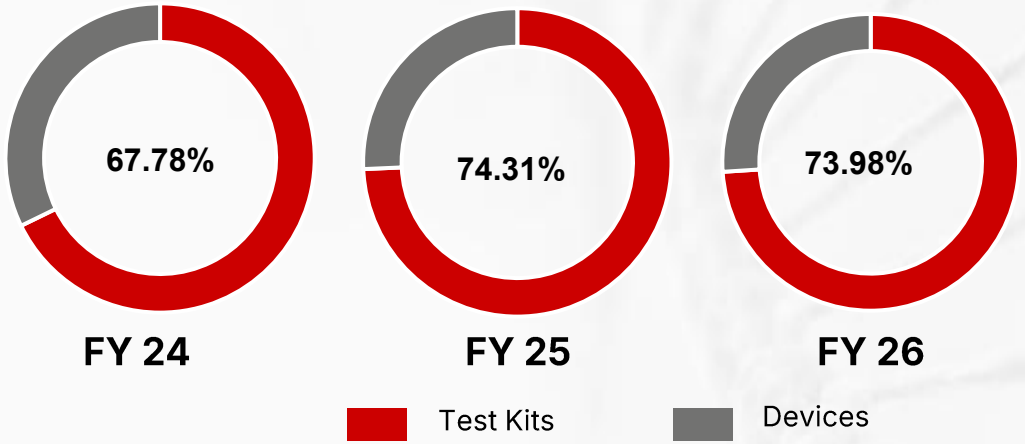
Strong Growth In Test-kit Consumption

Test Kits Sold (Units)



~41%
CAGR
in Test Kit Volumes FY24-FY26

Test Kits As % Of Product Revenue



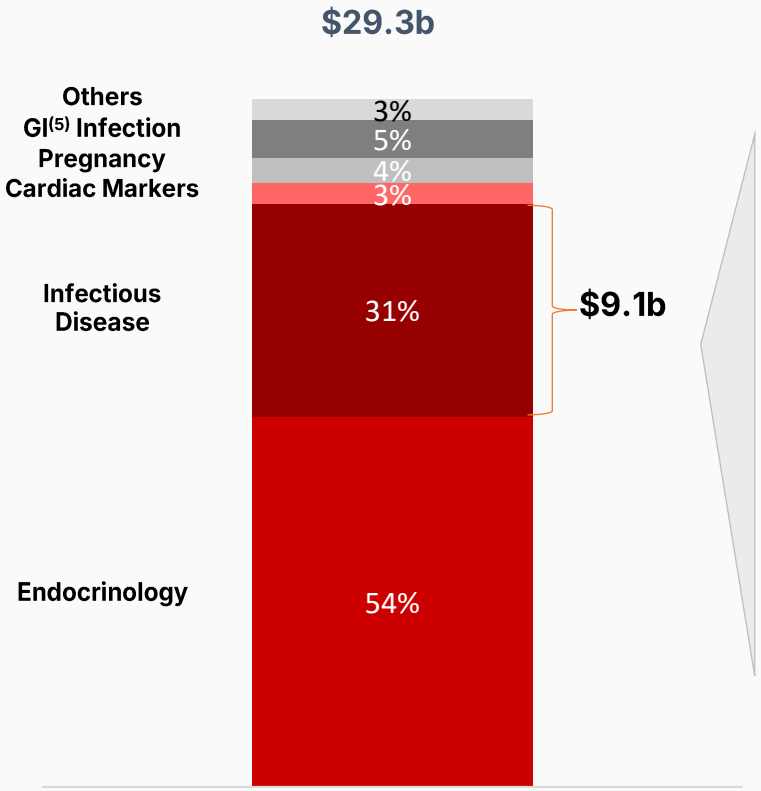
Molbio has Presence across 30 Diseases in the Fast-Growing POCT Market for Infectious Diseases

Infectious Disease Testing Represents Significant Segment of Global POC(4) Market...

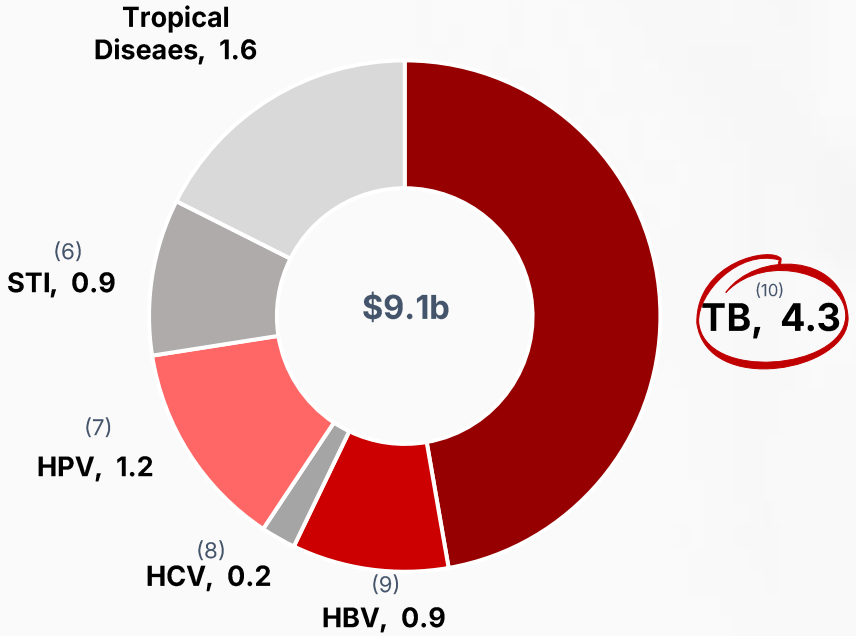
...With TB Tests Being the Leading Contributor

Significant Testing Market Across Diseases

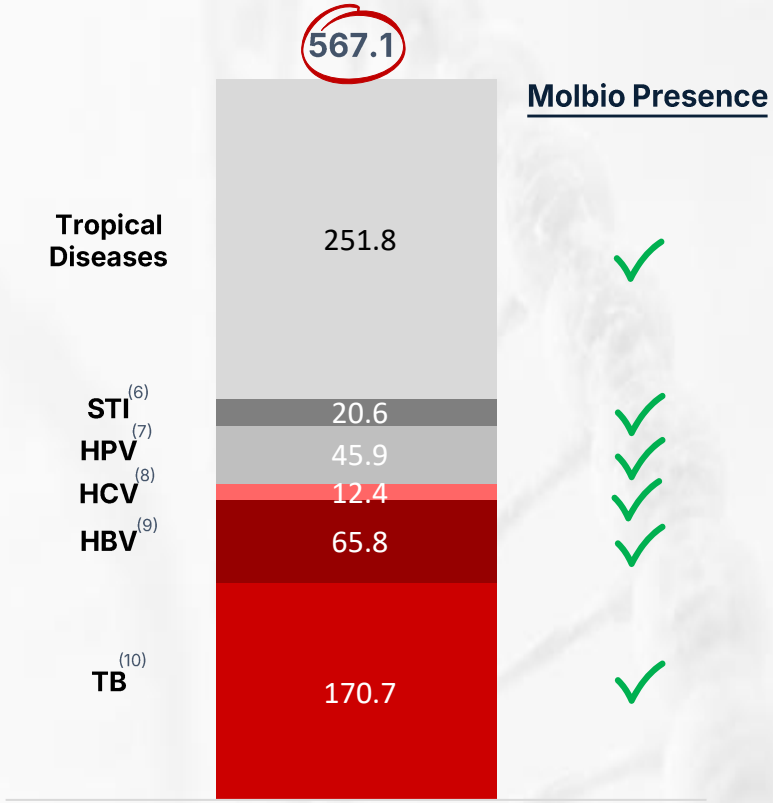
Global POC(4) Diagnostic Market Split by Therapy Area ($b, CY25)



Global POC(4) Market Size for Infectious Diseases ($b, CY25)



POC(4) Tests Conducted (Million Tests, CY25)



✓ *Indicates Molbio has existing commercialised tests*

Point-of-Care Diagnostics Global TAM(2) of ~$29.3b in CY25 Growing to ~$67.1b in CY30 at 17.9% CAGR(1)

Note: All industry data is sourced from report titled "Molecular Diagnostics Industry Report" dated July 24, 2026 ("1Lattice Report") unless otherwise specified
(1) 2025-30P CAGR
(2) Total Addressable Market
(3) Point of care testing
(4) Point of care
(5) Gastrointestinal
(6) Sexually transmitted infection
(7) Human Papillomavirus
(8) Hepatitis C virus
(9) Hepatitis B
(10) Tuberculosis

State of Art Manufacturing Facilities

Scaled, Multi-location Manufacturing Footprint

6 Manufacturing Facilities | 4 Locations

GOA **2 FACILITIES**	Manufacturing of Truenat® Test Kits
VISAKHAPATNAM **1 FACILITY**	Manufacturing of Truenat® Devices & Test Kit Components
BENGALURU **2 FACILITIES**	Manufacturing of Test Kit Components & Radiology Devices
PUNE **1 FACILITY**	Manufacturing of Digital Pathology Scanners

Geographically diversified facilities across key product categories ensure continuity, redundancy and scalability

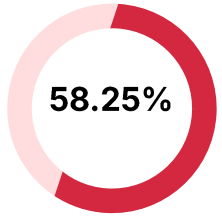
Meaningful Installed Capacity With Headroom

TRUENAT® TEST KITS

39 Mn

KITS / ANNUM

FY26 UTILISATION

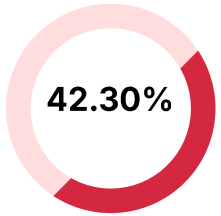


TRUENAT® DEVICES

5,400

DEVICES / ANNUM

FY26 UTILISATION



Early investments in capacity provide headroom to support future growth in test kits and devices

Automation-enabled Manufacturing

Automation For Precision & Consistency

- Leveraging automation and advanced processes to improve precision, consistency and process efficiency

Integrated & Flexible Operations

- In-house manufacturing of core products
- EMS partners leveraged for Truenat® device assembly to meet demand efficiently

Scale With Quality

- Strong process control, validation and monitoring ensures consistent quality at scale

A flexible manufacturing architecture that combines in-house capabilities with outsourced assembly scalability

Quality Certifications

Integrated Quality Assurance & Quality Control

221 QA / QC PROFESSIONALS

- Dedicated QA-QC division at each manufacturing facility
- Rigorous testing of raw materials, in-process and finished products
- 100% quality control checks of test kits, reagents and cartridges before dispatch
- Quality systems spanning design, development, manufacturing, distribution and servicing

Design & Development

Manufacturing

Quality Control

Distribution

Servicing

International Quality Management Systems

ISO 13485:2016

Certified Quality Management System for Design, Development, Manufacturing, Distribution and servicing of:

- IVD reagents and kits
- Near-patient / POC IVD medical devices

MDSAP

Quality Management System assessed against requirements of multiple regulatory jurisdictions:

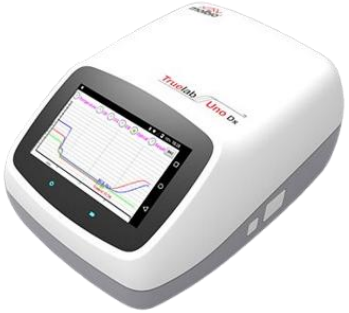
BRAZIL

CANADA

USA

Certified by TÜV SÜD Product Service GmbH

Regulatory & Product-level Validation



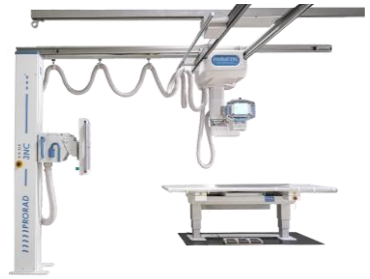
EU IVDR CLASS C

First Indian company to receive EU IVDR Class C Technical Documentation Assessment Certificate for Truenat® CT/NG

Prognosys: Step Towards Enhancing Our Universal Access Portfolio with Radiology Imaging Devices

Prognosys Medical Systems (2)
A Molbio Company

Prognosys Acquisition Unlocking Multiple Levers to Enhance Our Digital Radiology Capabilities





US FDA approved range of **digital imaging solutions** with a strong pipeline of **ultra portable devices** across various X-Ray Systems

End-to-End TB(1) Testing

PRORAD
X-Ray screening for TB(1)

Truenat
RT-PCR(3) confirmatory test for TB(1)

Note: All industry data is sourced from report titled "Molecular Diagnostics Industry Report" dated July 24, 2026 ("1Lattice Report") unless otherwise specified
(1) Tuberculosis
(2) Acquisitions
(3) Reverse transcription- Polymerase chain reaction

AI-powered, Digital Pathology Solutions Enabling Remote Consultations and Collaborations

OptraScan® On-Demand Digital Pathology

Investment in US based Company Furthering Global Reach and Diversifying Offerings

Whole Slide Scanner

OS-Six Scanner (6 slides)

OS-Lite Brightfield Scanner (15 slides)

OS-Ultra Brightfield Scanner (80-480 slides)

OS-FiA Cytology Scanner

OS-FS Frozen Section Scanner

OS-FLi Fluorescence Slide Scanner

Comprehensive Digital pathology Solutions

Provides digital pathology solutions, offering a range of digital pathology scanners, AI-powered analysis tools, and telepathology services, enabling remote consultations and collaboration

Wide Product Portfolio

Key products include OS 15 Scanner (scans 15 slides), OS Ultra Series (80, 160, 240, 320, 400 & 480) which scans in under 60 seconds without compromising image quality, and OS Lite, which is wirelessly-enabled for flexible storage, archiving, and management of digital images and metadata

Regulatory Milestones

Received US FDA 510(k) clearance (K260755) for its OptraScan System

Growth Strategy

Expand Our Geographical Presence across the Globe

Focus on enhancing exports, particularly to regions where we have presence, such as

- Africa
- Southeast Asia

Planning to enter markets with portfolio of Molbio products such as

- EU
- US

Develop New POC(1) Platforms for Other Communicable and Non-Communicable Diseases

Leverage R&D Capabilities to Develop New POC(1) Platforms Using Advanced Multiplex PCR(2) Technologies to Address Diagnostic Needs in:

- Immunochemistry
- Hematology
- Histopathology
- Biochemistry
- Antimicrobial Resistance

Communicable Diseases

Non-Communicable Diseases

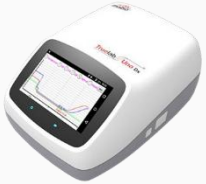
Expand Our Suite of Tests for Truenat®

34
Assays in Pipeline

22
Diseases in Pipeline

Key Tests Commercialized

- TB
- HPV(3)
- Hepatitis
- HIV(4)



Grow Inorganically Through Strategic Acquisitions and Alliances

Expertise in Strategic Acquisitions to Help Expand Capabilities...

Prognosys Medical Systems
A Molbio Company

OptraScan® On-Demand Digital Pathology

...And Collaborations to Enhance Portfolio Offerings

HealSeq

XCyton

UE LifeSciences

Stellar

TESTi TECHNOLOGIES

Accelerating Innovation via EDGE Program

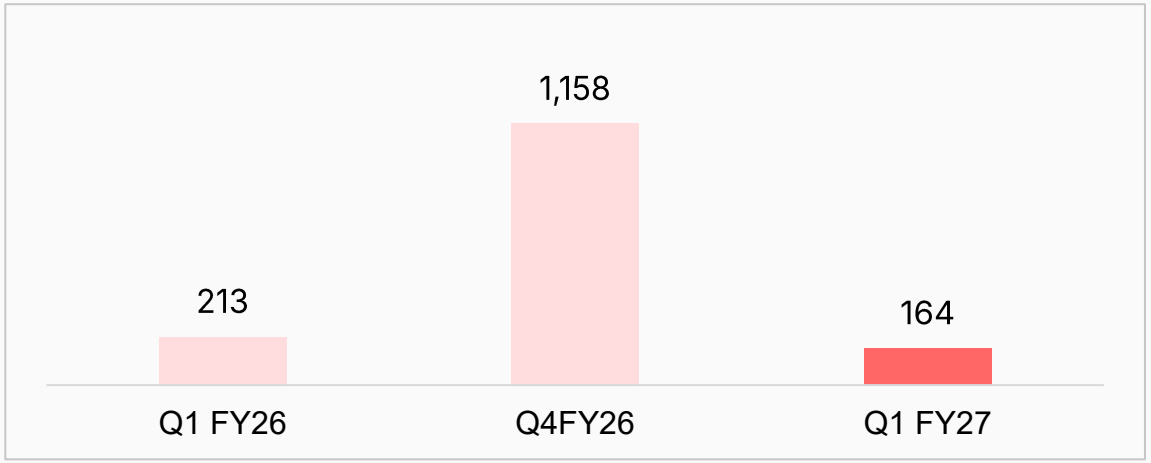
Establishing Centre of Excellence (CoE) at Bengaluru

Financials Performance - Quarter

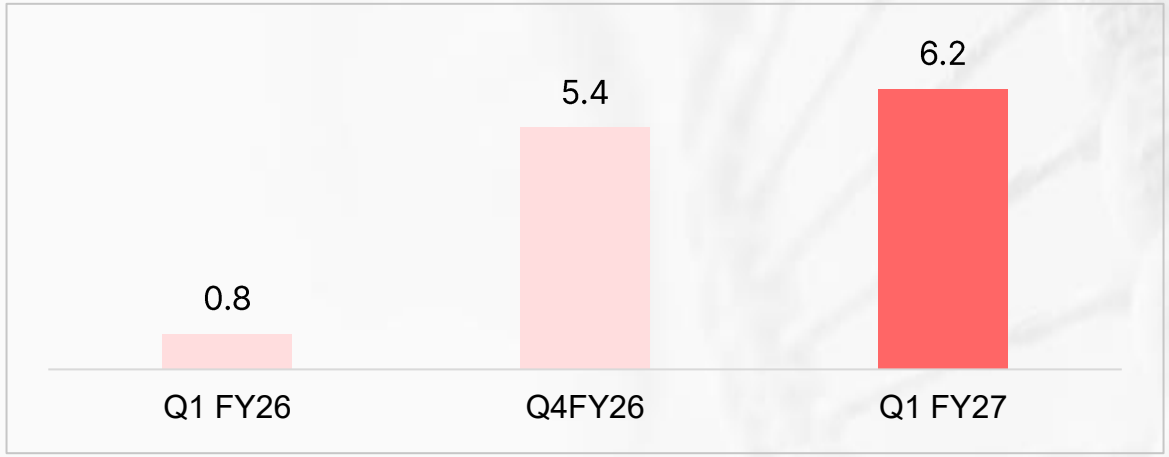
Q1 FY27 Performance Highlight (Y-O-Y)

Total Income*	EBITDA*	EBITDA Margin	PAT	PAT Margin
₹411.5 Cr	₹103.7 Cr	25.2%	₹52.7 Cr	12.8%

Truenat® Devices Sold (Units)



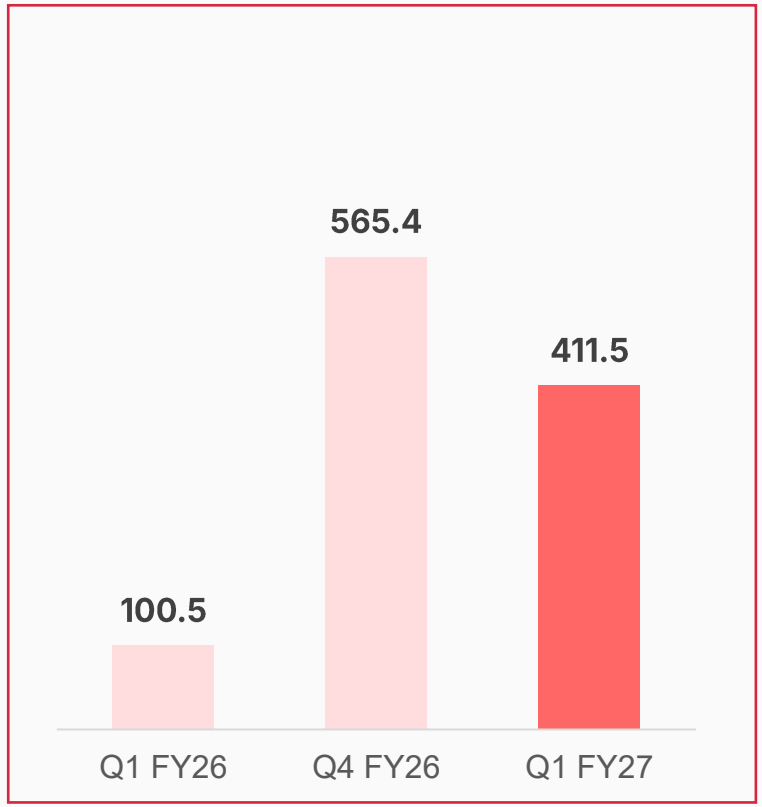
Truenat® Test Kits Sold (Mn Units)



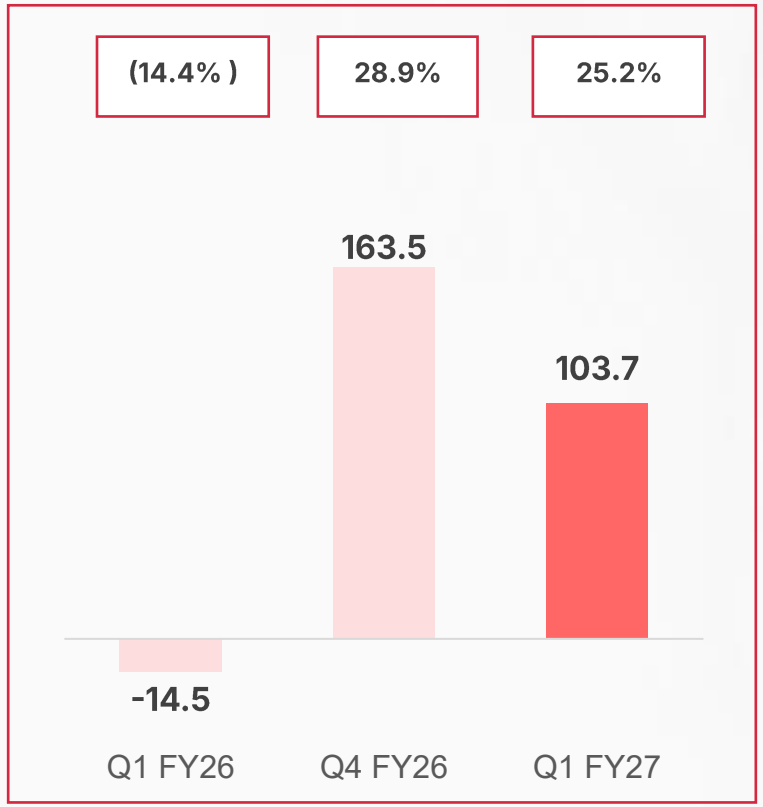
Total Income & EBITDA includes other income

Profit & Loss Highlights – Quarterly

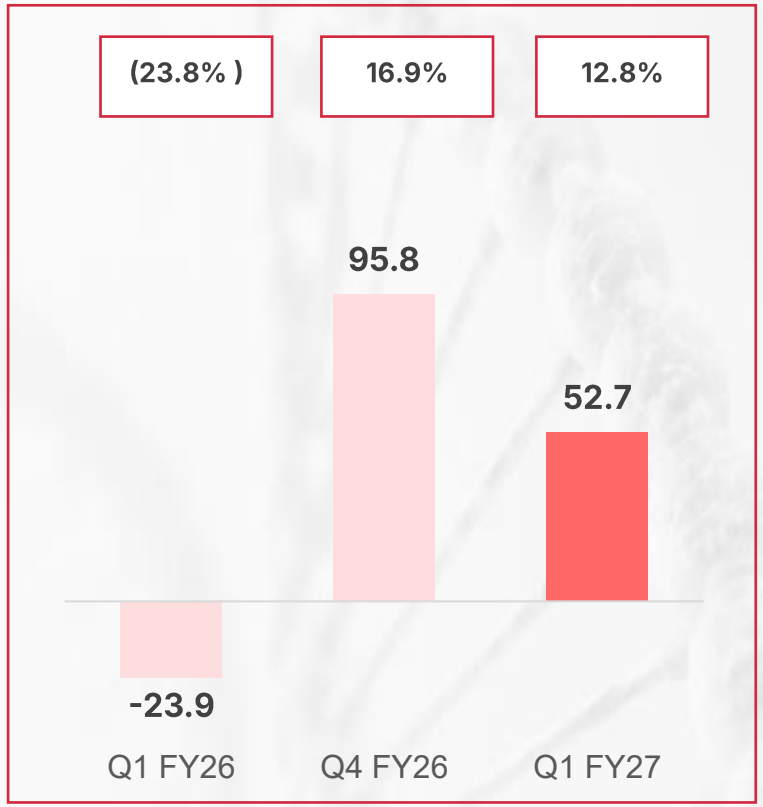
Total Income* (₹ Cr.)



EBITDA* (₹ Cr) & Margin %



Net Profit (₹ Cr) & Margin %



- **Q1 FY27 Total Income** stood at **₹411.5 Cr vs. ₹100.5 Cr** in Q1 FY26, driven by higher Truenat® test-kit consumption
- **Q1 FY27 EBITDA** stood at **₹103.7 Cr vs. ₹(14.5) Cr**, with EBITDA margin at **25.2% vs. (14.4%)**, reflecting operating leverage from higher test-kit volumes, partly offset by continued international go-to-market investments.
- **Q1 FY27 PAT** stood at **₹52.7 Cr vs. ₹(23.9) Cr**, with PAT margin at **12.8%**.

**Total Income & EBITDA includes other income*

Profit & Loss Statement – Quarterly

Particulars (₹ Cr)	Q1 FY27	Q1 FY26	Q4 FY26
Revenue from Operations	408.4	99.7	560.6
Other income	3.1	0.8	4.8
Total income	**411.5**	**100.5**	**565.4**
COGS	149.7	35.2	235.4
Employee Benefit Expenses	45.9	28.2	45.9
Other Expenses	112.2	51.6	120.6
EBITDA	**103.7**	**(14.5)**	**163.5**
EBITDA Margin %	**25.2%**	**(14.4%)**	**28.9%**
Finance Costs	10.7	3.6	12.1
Depreciation	17.1	12.3	19.6
PBT	**75.9**	**(30.4)**	**131.8**
Exceptional items (net)	-	-	-
Share of loss of associates	0.0	(0.8)	0.0
Tax Expenses	23.2	(7.3)	36.0
PAT	**52.7**	**(23.9)**	**95.8**
PAT Margin %	**12.8%**	**(23.8%)**	**16.9%**
Basic EPS (₹)	**5.2**	**(2.1)**	**8.1**

Value Proposition

Proprietary POC Molecular Diagnostics Platform

- Truenat® brings real-time PCR capabilities closer to the patient
- Portable, battery-operated platform designed for decentralised testing
- Enables molecular diagnostics in resource constrained and remote settings

Speed & Accessibility

- Delivers molecular test results in **~60 minutes** for relevant Truenat® workflows
- Reduces dependence on centralised laboratories and sample transportation
- Enables faster diagnosis and treatment initiation at the point of care

Accuracy With Clinical & Regulatory Validation

- Real-time PCR-based technology designed to deliver laboratory-comparable diagnostic performance
- Validated across multiple disease applications
- WHO / ICMR and other regulatory & clinical validations strengthen credibility

One Platform | Multiple Diseases

- 43 assays covering 30 diseases as of March 2026
- Expanding menu across infectious diseases, women's health, oncology and other applications
- Growing assay portfolio increases the utility and potential utilisation of the installed base

Scalable & Recurring Business Model

- 12,500+ Truenat® devices installed across 90+ countries
- Installed instruments create an opportunity for repeat test-kit consumption
- Test kits contributed ~74% of product revenue in FY26, demonstrating the growing consumables-led revenue mix

Innovation-led Growth Engine

- Strong in-house R&D capabilities supported by 153 R&D professionals
- 207 registered patents underpin the technology and innovation ecosystem
- Continuous investment in new assays, applications and next-generation POC platforms expands the addressable opportunity

THANK YOU

For any investor queries, please contact

Molbio Diagnostics Limited
Indraneil Borkakoty - President – Corporate Strategy, Mergers & Acquisitions and Investor Relations
indraneil.borkakoty@molbiodiagnostics.com

Adfactors PR - Investor Relations
Smit Shah / Anand Venugopal
+91 98707 89596 / +91 70218 52071
smit.shah@adfactorspr.com / anand.venugopal@adfactorspr.com