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Molbio Diagnostics Ltd.

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Redefining global healthcare through future-powered innovations.

Molbio Diagnostics Limited is a Goa-headquartered point-of-care ("POC") molecular diagnostics company engaged in the development and manufacture of 'Truenat', a portable, battery-operated PCR platform that decentralises molecular testing to primary and near-patient settings. Incorporated on October 20, 2000 as Molbio Diagnostics Private Limited at Panaji and subsequently converted into a public limited company vide fresh certificate of incorporation dated January 16, 2025, the company operates six manufacturing facilities across Goa, Bengaluru, Visakhapatnam and Pune, supported by in-house R&D through wholly-owned subsidiary Bigtec. The platform pairs the Trueprep extraction device with the Truelab analyser, running disease-specific, room-temperature-stable single-use test kits at a ~60-minute turnaround. As on March 31, 2026, it offered 43 assays across 30 diseases, had sold over 12,500 devices in more than 90 countries, and held 16 Indian and 191 foreign patents.

Molbio operates within a structural shift from centralised laboratory testing to decentralised POC diagnostics. India's POCT total addressable market stood at ₹203.2 billion in FY26 and is projected to reach ₹446.8 billion by FY31P (17.0% CAGR), while the Indian molecular POCT market for infectious diseases grew at a 13.4%-plus trajectory from ₹32.2 billion in FY21 to ₹61.6 billion in FY26 and is projected at ₹152.1 billion by FY31P (19.8% CAGR), with TB and respiratory diseases accounting for ~70.9% of the segment. The company operates in an oligopolistic market with high entry barriers — its platform underwent 13 years of R&D before ICMR certification, and its 'Truenat' TB chip is the only one from an Indian company and one of only two rapid molecular tests globally endorsed by the WHO for initial TB diagnosis and rifampicin resistance detection.

Financially, the company is scaling with steady margins alongside heavy reinvestment. Revenue from Operations stood at INR 1,445.69 crore in FY26 against INR 1,020.42 crore in FY25, a growth of approximately 41.7% YoY, driven by test kit volumes rising to 17.56 million units from 12.24 million and device sales of 2,524 units. Test kits contributed 73.98% of finished goods revenue at INR 1,034.82 crore versus devices at 14.53%, reflecting a razor-and-blade annuity model, with India at 90.38% of revenue. The company reported EBITDA of INR 328.24 crore (margin of 22.56% on total income), EBITDA Pre-R&D of INR 415.70 crore (28.57%), and a Profit After Tax of INR 164.14 crore (PAT margin 11.28%) against INR 138.58 crore in FY25. ROE stood at 15.59% and ROCE at 17.55%, moderating from 16.20% and 20.98% on an enlarged capital base, with debt-to-equity at approximately 0.36x and working capital at 166 days.

Molbio's key strengths include a WHO-endorsed multi-disease POC PCR platform in a market with high regulatory barriers; a closed-system architecture generating recurring kit revenues that scale with the installed base; R&D depth via Bigtec, with 153 R&D personnel including 136 scientists out of 1,225 permanent employees and R&D spend at 6.05% of revenue; vertical integration with ISO 13485 and MDSAP certification; and a founder-led team under CEO Sriram Natarajan and CTO Dr. Chandrasekhar Bhaskaran Nair, backed by Motilal Oswal's India Business Excellence Fund III and Temasek via V Sciences Investments. Key risk is concentration, with government and aid agencies at 84.56% and the top 10 customers at 83.26% of finished goods revenue.

Industry	Medical Equipment

Scrip Details	
Listing	BSE & NSE
Open Date	Aug 10, 2026
Close Date	Aug 12, 2026
Price Band	INR 768 -807
Face Value	INR 1
Market Lot	18 Shares
Minimum Lot	1

Issue Structure	
Issue Size (INR cr)	INR 939.70
Issue Size sh. (in cr.)	1.70
QIB Share (%)	≤ 50%
Non-Inst Share (%)	≥ 15%
Retail Share (%)	≥ 35%
Pre-Issue sh. (in cr.)	11.28
Post Issue sh. (in cr.)	11.52
Post Issue Market Cap (in cr)	9,299.8

Shareholding (%)	Pre (%)	Post (%)
Promoter	44.89	41.3
Public	55.11	43.3
TOTAL	**100**	**100**

Key Consolidated Financial Data (INR Cr, unless specified):

	Revenue	EBITDA	PAT	EBITDA (%)	PAT (%)	Adj EPS (₹)	Adj BVPS (₹)	RoE (%)	RoIC (%)	EV/EBITDA (X)	P/BV (X)	P/E (X)
FY24	819.7	234.2	83.6	28.6	10.2	8.8	1.4	12.4	19.8	40.4	563.6	91.2
FY25	997.5	262.2	140.5	26.3	14.1	12.6	1.6	15.0	22.6	35.4	519.3	64.1
FY26	1,415.0	321.4	166.3	22.7	11.8	14.5	5.4	14.2	21.2	28.8	148.6	55.8

Source: Ventura Research & Company update

Issue Structure and Offer Details:

Molbio Diagnostics IPO is a book build issue of INR 939.70 crores. The issue is a combination of fresh issue of 0.25 crore shares aggregating to INR 200.00 crores and offer for sale of 0.92 crore shares aggregating to INR 739.70 crores.

Issue Structure	
Investor Category	**Allocation**
QIB	**Not more than 50% of the Net Offer**
NII (HNI)	**Not less than 15% of the Net Offer**
Retail	**Not less than 35% of the Net Offer**

Number of shares based on a higher price band of INR 807

Source: Company Reports

Objects of the Issue:

1. **Funding capital expenditure towards the setting up of infrastructure for research and development facility, Center of Excellence and connected office space. – INR 125.12 Cr.**
2. **Funding capital expenditure towards the purchase of certain plant, machinery and other equipment for Goa Unit I, Goa Unit II and Visakhapatnam Unit, and– INR 80.81 Cr.**
3. **General Corporate Purposes**

Financial Summary

Fig in INR Cr (unless specified)	FY24	FY25	FY26
Income Statement			
Revenue	819.7	997.5	1,415.0
YoY Growth (%)	*154.2*	*21.7*	*41.9*
Raw Material Cost	340.4	414.8	576.2
RM Cost to Sales (%)	*41.5*	*41.6*	*40.7*
Employee Cost	63.9	102.8	145.2
Employee Cost to Sales (%)	*7.8*	*10.3*	*10.3*
Other Expenses	181.2	217.6	372.1
Other Exp to Sales (%)	*22.1*	*21.8*	*26.3*
EBITDA	234.2	262.2	321.4
Margin (%)	*28.6*	*26.3*	*22.7*
YoY Growth (%)	*442.6*	*12.0*	*0.0*
Depreciation & Amortization	41.0	44.6	63.6
EBIT	193.2	217.7	257.8
Margin (%)	*23.6*	*21.8*	*18.2*
YoY Growth (%)	*1,588.4*	*12.7*	*0.0*
Other Income	4.1	7.5	9.5
Bill discounting & other charges	14.4	17.7	33.5
Fin Charges Coverage (X)	13.4	12.3	7.7
Exceptional Item	(53.2)	(11.1)	(0.5)
PBT	129.7	196.4	233.3
Margin (%)	*15.8*	*19.7*	*16.5*
YoY Growth (%)	*1,259.1*	*51.5*	*18.8*
Tax Expense	46.1	55.8	67.0
Tax Rate (%)	*35.6*	*28.4*	*28.7*
PAT	83.6	140.5	166.3
Margin (%)	*10.2*	*14.1*	*11.8*
YoY Growth (%)	*(2,525.5)*	*68.2*	*18.3*
Min Int/Sh of Assoc	18.4	4.6	0.3
Net Profit	102.0	145.1	166.6
Margin (%)	*12.4*	*14.5*	*11.8*
YoY Growth (%)	*(14,143.3)*	*42.3*	*14.8*
Balance Sheet			
Share Capital	2.3	2.3	2.3
Total Reserves	14.2	15.7	60.3
Shareholders Fund	16.5	17.9	62.6
Long Term Borrowings	15.1	6.1	212.4
Deferred Tax Assets / Liabilities	(26.0)	(46.6)	(18.4)
Other Long Term Liabilities	29.3	42.1	27.2
Long Term Trade Payables	0.0	0.0	0.0
Net Current Liabilities	1,186.1	1,442.0	1,864.7
Total Liabilities	1,221.1	1,461.6	2,148.4
Net Block	256.4	289.5	536.4
Capital Work in Progress	1.6	27.3	11.3
Intangible assets under development	33.0	0.0	0.0
Non Current Investments	6.0	45.6	6.0
Long Term Loans & Advances	48.6	93.8	81.9
Other Non Current Assets	23.3	28.5	76.4
Net Current Assets	852.3	976.8	1,436.4
Total Assets	1,221.1	1,461.6	2,148.4

Fig in INR Cr (unless specified)	FY24	FY25	FY26
Per share data & Yields			
Adjusted EPS (INR)	8.8	12.6	14.5
Adjusted Cash EPS (INR)	12.4	16.5	20.0
Adjusted BVPS (INR)	1.4	1.6	5.4
Adjusted CFO per share (INR)	0.8	24.9	4.4
CFO Yield (%)	0.1	3.1	0.5
Adjusted FCF per share (INR)	(2.1)	21.3	2.1
FCF Yield (%)	(0.3)	2.6	0.3
Solvency Ratio (X)			
Total Debt to Equity	10.6	6.9	0.2
Net Debt to Equity	9.2	(0.3)	(0.8)
Net Debt to EBITDA	0.7	(0.0)	(0.2)
Return Ratios (%)			
Return on Equity	12.4	15.0	14.2
Return on Capital Employed	12.5	14.3	11.6
Return on Invested Capital	19.8	22.6	21.2
Working Capital Ratios			
Payable Days (Nos)	42	84	51
Inventory Days (Nos)	140	160	116
Receivable Days (Nos)	189	99	105
Net Working Capital Days (Nos)	288	175	170
Net Working Capital to Sales (%)	78.9	47.9	46.5
Valuation (X)			
P/E	91.2	64.1	55.8
P/BV	563.6	519.3	148.6
EV/EBITDA	40.4	35.4	28.8
EV/Sales	11.5	9.3	6.5
Cash Flow Statement			
PBT	129.7	196.4	233.3
Adjustments	122.4	(22.7)	542.5
Change in Working Capital	(196.4)	169.2	(658.5)
Less: Tax Paid	(46.1)	(55.8)	(67.0)
Cash Flow from Operations	9.6	287.1	50.4
Net Capital Expenditure	(43.3)	(54.6)	(49.6)
Change in Investments	(1.7)	(68.0)	(43.6)
Cash Flow from Investing	(45.0)	(122.7)	(93.2)
Change in Borrowings	(17.1)	(9.1)	309.5
Less: Finance Cost	(14.4)	(17.7)	(33.5)
Proceeds from Equity	0.0	0.7	0.0
Buyback of Shares	0.0	0.0	0.0
Dividend Paid	0.0	0.0	0.0
Cash flow from Financing	(31.6)	(26.1)	276.1
Net Cash Flow	(67.0)	138.3	233.2
Acquired through business combination	0.0	0.0	14.8
Opening Balance of Cash	(8.1)	(75.1)	63.2
Closing Balance of Cash	(75.1)	63.2	311.3

Source: Ventura Research

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Corporate Office: I-Think Techno Campus, 8th Floor, ‘B’ Wing, Off Pokhran Road No 2, Eastern Express Highway, Thane (W) – 400608

For any further query, please email us on research@venturasecurities.com