

ENGINEERING-LED DIAGNOSTIC INFRASTRUCTURE

Building the Future of Affordable Medical Imaging

Engineering Healthcare. Empowering Diagnostics.
Imaging Worldwide. Ensuring Access for All.

MEDICAL IMAGING INFRASTRUCTURE

CT · MRI · PET-CT · Cath Lab

Engineering · Service · Rental · Lifecycle Management

Founded 2018 · Bhiwandi, Thane, Maharashtra · www.surebiomed.com

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One hospital's story repeats across India every week

THE PATH TODAY

01 A hospital wants to launch a diagnostics service

|

02 It needs a CT scanner to begin

|

03 The OEM machine is quoted at ₹2 Crore+

|

04 Capital stalls — the launch is delayed

|

05 Patients travel elsewhere for a diagnosis

THE SUREBIOMED PATH

- We deploy refurbished, OEM-grade imaging
- The hospital starts imaging immediately
- Patients are diagnosed locally

Same diagnosis. A fraction of the capital. Months sooner.

OUR PURPOSE

"We engineer, refurbish and manage advanced medical imaging infrastructure — making world-class diagnostics affordable for every hospital that needs it."

50+ hospitals supported across India since 2018

VISION

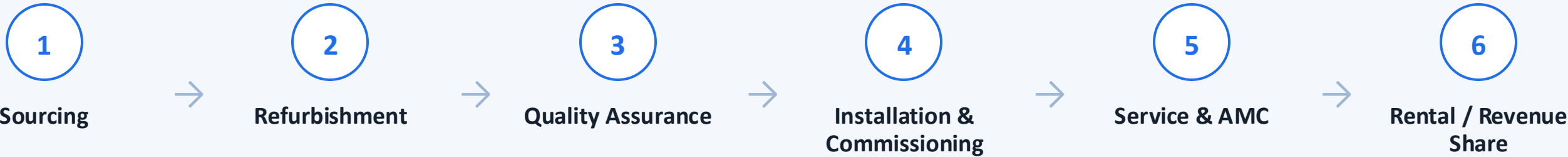
To become India's most reliable, technology-driven partner in the radiology refurbishment market — giving healthcare institutions transparent access to the best diagnostic technology.

MISSION

Deliver safe, cost-effective refurbished radiology systems with end-to-end installation and service — building India's most trusted imaging-equipment marketplace.

- QUALITY FIRST
- TRANSPARENCY
- RELIABILITY
- INNOVATION
- CUSTOMER COMMITMENT

We engineer the complete equipment lifecycle



7–15

YEAR LIFECYCLE

Every machine is a multi-year engineering relationship

Every revenue stream — sale, service, spares, installation and rental — flows from this same lifecycle relationship.

Two engines, one growth story

70%

Equipment & Service Revenue

Equipment Sales	40%
AMC / CMC	15%
Spare Parts	10%
Installation	5%

30%

Recurring & Partnership Revenue

Rental / Revenue Share	30%
Diagnostic Partnership	Included

8 deployed rental centres (6 active, 2 installing) generating ₹8–11L in monthly recurring income

EVERY CUSTOMER = MULTIPLE REVENUE

Equipment

Installation

AMC

Spare Parts

Rental

Upgrade

One machine. Eleven ways it earns.



A single deployed asset
Working for 7–15 years

01 Equipment Sale	02 Installation	03 AMC
04 CMC	05 Spare Parts	06 Repair
07 Application Training	08 Rental	09 Diagnostic Partnership
10 Upgrade	11 Resale	7–15 YEAR LIFECYCLE

A fast-growing, structurally underserved market

WHY DEMAND IS RISING

Hospital Growth

New and expanding hospitals need imaging from day one

Diagnostic Centres

Independent centres scaling rapidly across the country

Tier-2 Expansion

Diagnostics moving deeper into Tier-2 and Tier-3 cities

Affordable Imaging

Capital-efficient refurbished systems now widely accepted

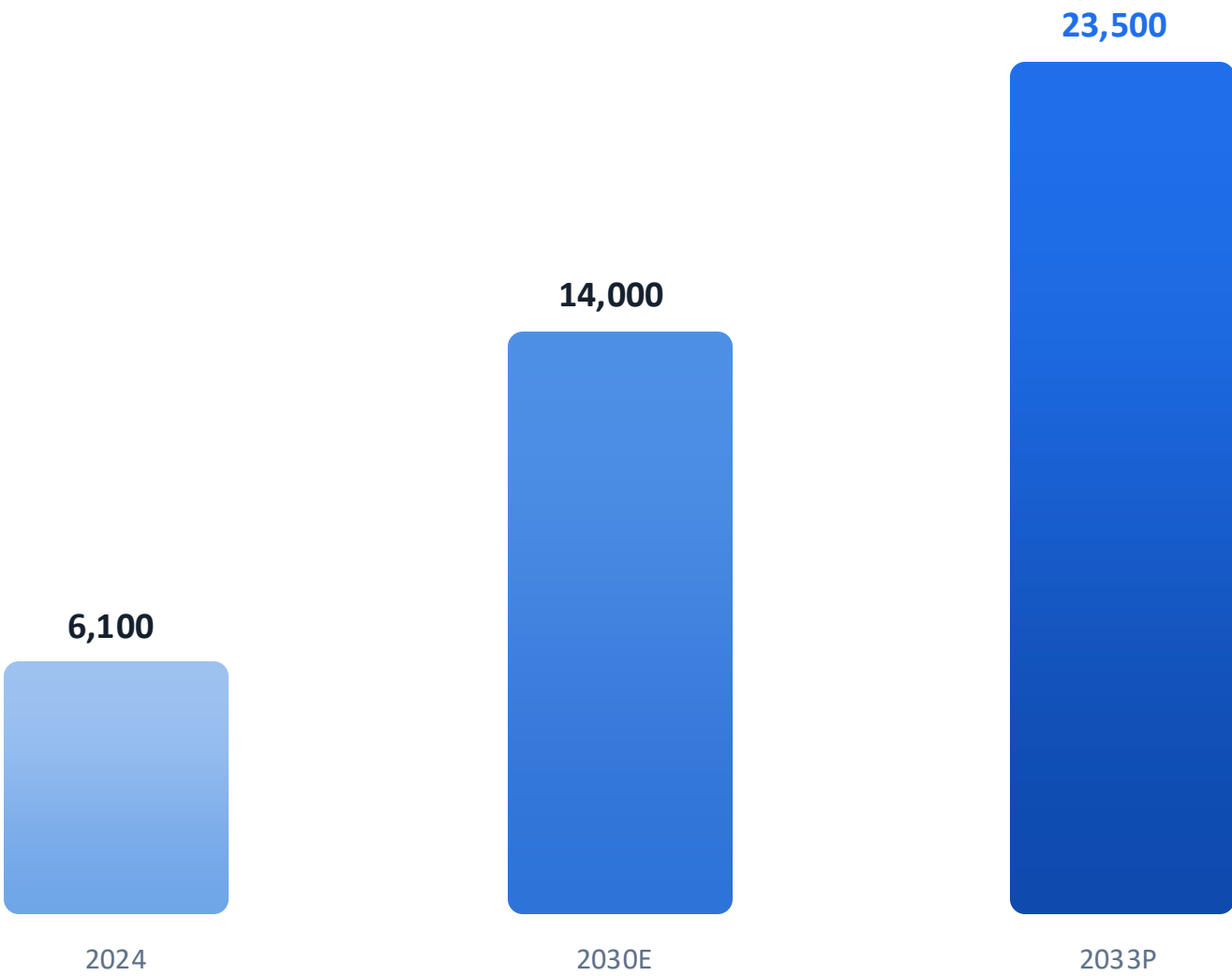
₹6,100 → ₹23,500 Cr

India refurb market, 2024→2033 · 16.1% CAGR

39.6%

Imaging share of global refurb market, 2026

INDIA REFURBISHED MARKET (₹ CRORE)



EXPANSION HORIZON

India

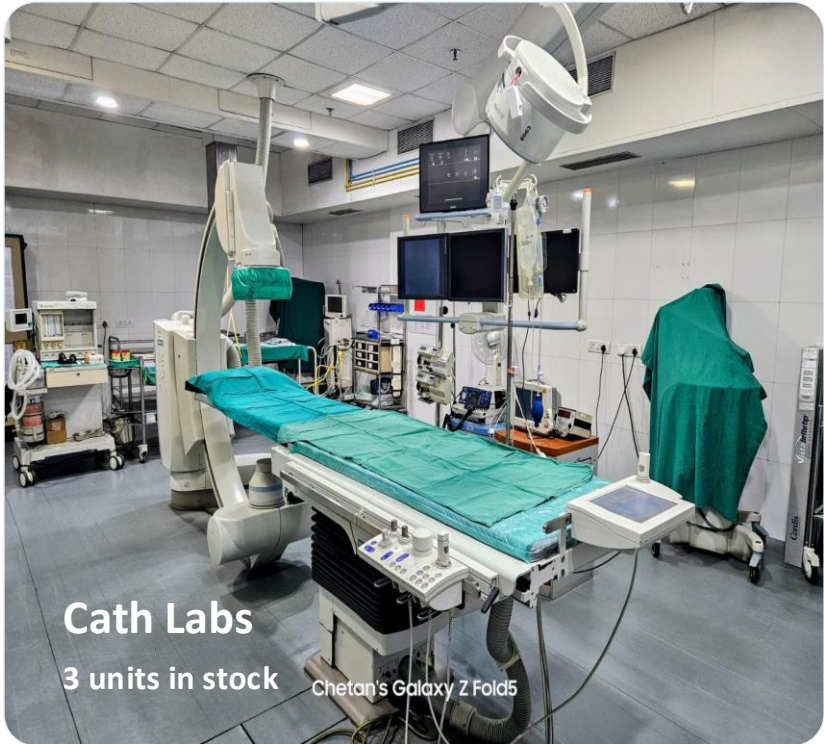


GCC & Middle East

Same demand drivers, higher reimbursement, capital-intensive imaging

What we refurbish & deploy

EQUIPMENT



LIFECYCLE SERVICES

Installation

AMC

CMC

Spare Parts

Repair

Applications

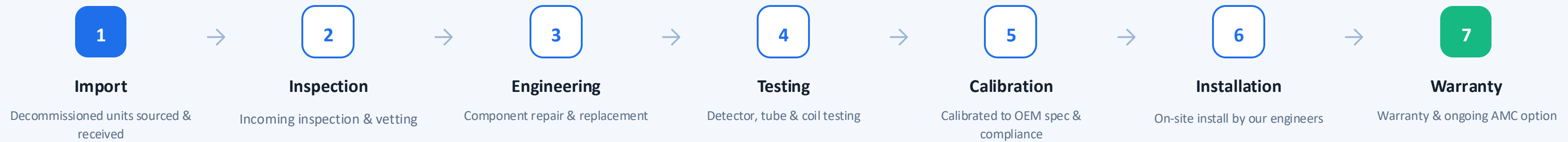
Relocation

OEM BRANDS

GE • Siemens • Philips • Canon • Hitachi

₹3 Cr equipment & spare-parts inventory ready for fast deployment

A process built on trust



● Founder is an **AERB-registered Radiation Safety Officer** — regulatory compliance and radiation protection built into every installation.

Five pillars of differentiation



Engineering Excellence

9 in-house engineers and an AERB-registered Radiation Safety Officer ensure quality at every step.



Global Sourcing

A vetted vendor network for decommissioned CT, MRI, Cath Lab & PET-CT systems.



Complete Lifecycle

Sale, install, AMC, spares, rental & upgrade — all under one engineering partner.



Recurring Revenue

8 active rental centres and 15–25+ AMC AMC contracts generate predictable income.



Customer Trust

50+ hospitals served pan-India, with transparent pricing and ethical operations.

Why hospitals choose SureBiomed over alternatives

Feature	OEM	Local Trader	SureBiomed
Affordable Pricing	X	✓	✓
Engineering Expertise	✓	X	
Refurbishment Quality	X	Basic	✓
Installation	✓	Limited	✓
AMC & CMC	✓	Limited	✓
Spare Parts	✓	Limited	✓
Rental Model	X	X	
Lifecycle Support	Limited	X	✓

We combine OEM-level engineering standards with refurbished affordability.

Why SureBiomed wins



Engineering-first company



Service revenue from Day 1



Asset-backed business



Recurring AMC revenue



Rental model



Experienced founder

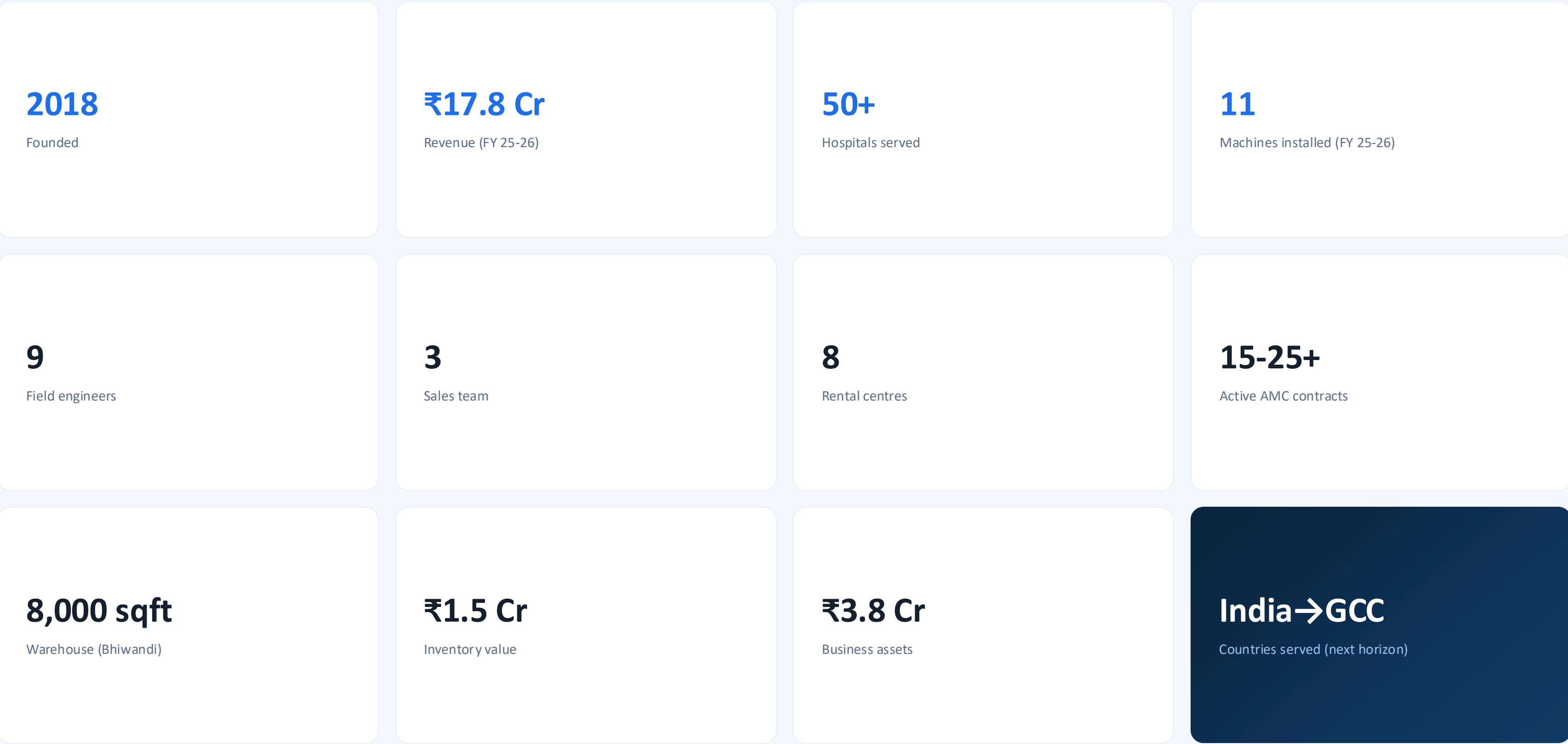


Lower capital than OEM

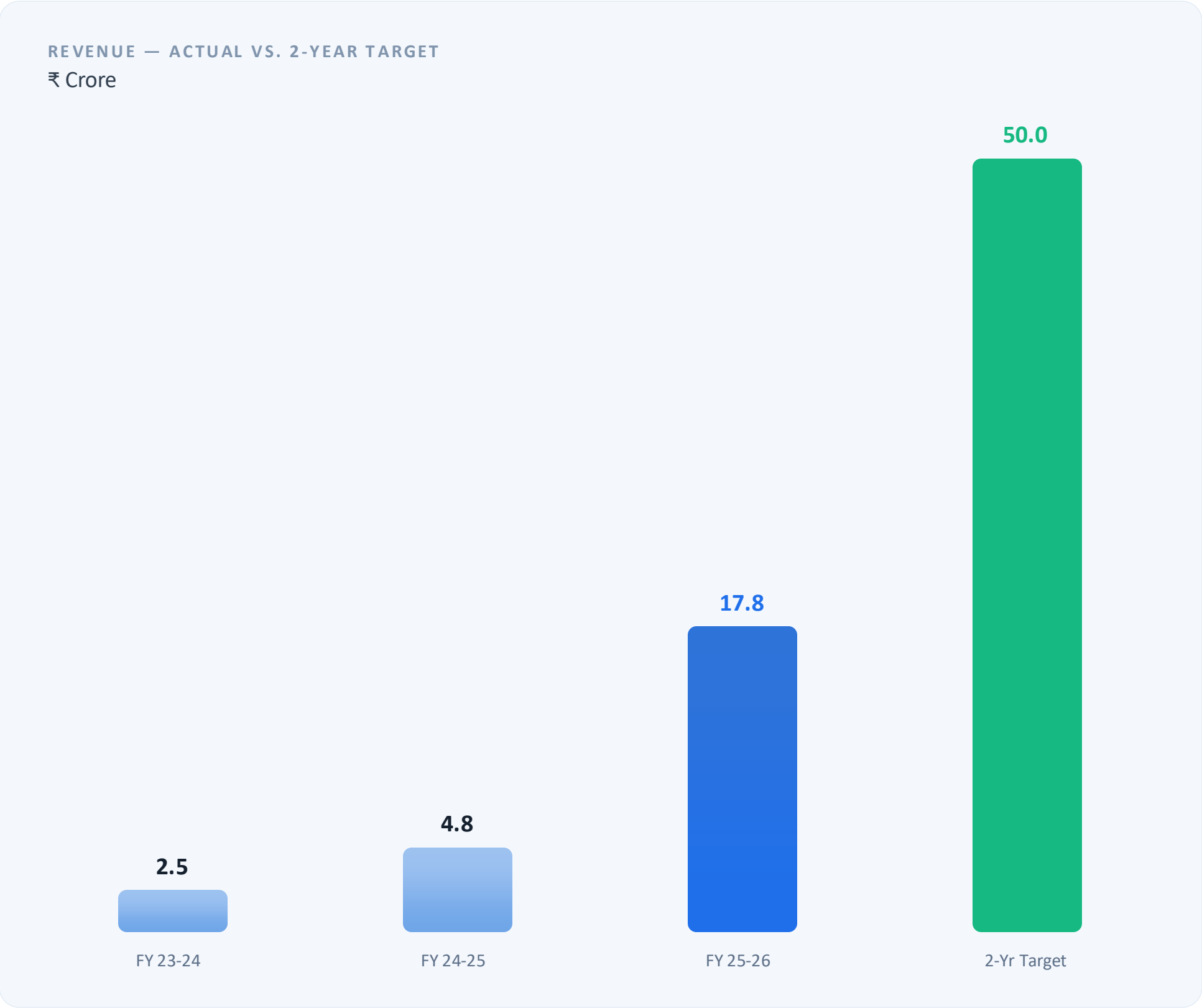


Strong repeat business

Where we stand today



Five growth engines, compounding together



Machines Sold

7 → 23

▲ 3.3× in two years

Machines Installed

2 → 11

▲ 5.5× in two years

Rental Fleet

8 centres

▲ ₹8–11L / month

AMC Contracts

15–25+

▲ Recurring base

A healthy, growing balance sheet

₹1–2.5 Cr

Average monthly revenue

₹19 L

Monthly expenses (₹11L EMI + ₹8L staff/warehouse)

25%

Gross margin (audited)

₹5–8 Cr

Current order pipeline

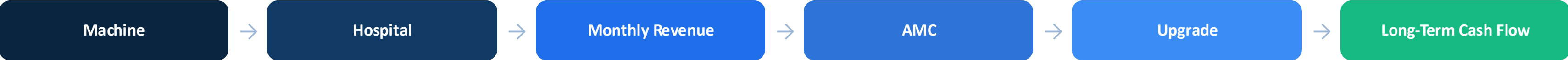
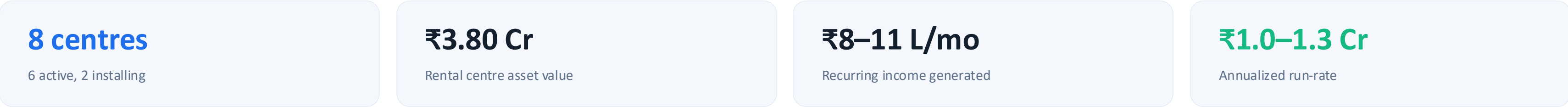
₹2 Cr+

Receivables

11%

Net margin (audited)

A recurring income engine



WHY INVESTORS LIKE IT

- Recurring Revenue
- Predictable Cash Flow
- Higher Customer Lifetime Value
- Long-Term Contracts
- Cross-Selling

Real hospitals, real results



RENTAL MODEL

Multi-Speciality Hospital — Mumbai

BEFORE

New hospital setup required huge upfront investment for imaging — capital needed elsewhere.

AFTER

CT deployed on a rental / revenue-share partnership. Capital freed for OT — no large upfront cost.



SALE & SERVICE

Diagnostic Centre — Pune

BEFORE

OEM quoted ₹18 Cr for the complete imaging project — out of reach for the timeline and budget.

AFTER

Refurbished solution — same brand, same results — for ₹6.90 Cr. **~62% savings** , faster ROI, no EMI burden.

Scaling with discipline

2026

BUILD THE BASE

- Expand equipment inventory
- Increase rental partnerships
- Strengthen engineering team

2027

DEEPEN & EXPAND

- Expand service network — AMC / CMC / spares
- Deepen pan-India presence
- Enter Middle East markets

2028

THE TARGET

Revenue	₹50 Cr+
Hospitals	100+
Rental units	20+
Countries	2+

MARKET EXPANSION

India

GCC & Middle East

TEAM

Built by industry experience



Chetan Baban Ransure

Founder & Proprietor · 12+ years

AERB-registered Radiation Safety Officer. CT/MRI refurbishment, procurement, vendor management & diagnostic workflow optimisation.

FOUNDER JOURNEY



Engineer



Radiology Expert



Entrepreneur



SureBiomed · 50+ hospitals

24

Total team

9

Field engineers

3

Sales team

12

Ops & warehouse

Eight reasons this is investable

01

Engineering-led company

02

Asset-backed business

03

Multiple revenue streams

04

Recurring income

05

Growing market

06

Experienced founder

07

Pan-India network

08

Middle East expansion

Four forces converging at the same moment



Healthcare Demand

Diagnostic volumes rising across India's hospitals and centres.



Affordable Diagnostics

Capital-efficient imaging is now a strategic priority for providers.



Hospital Expansion

New hospitals and Tier-2 growth need imaging from day one.



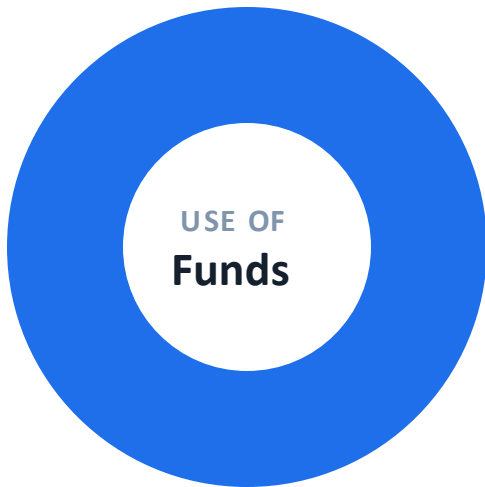
Refurbishment Acceptance

Refurbished imaging is now mainstream and trusted by buyers.

The market is expanding rapidly while hospitals demand capital-efficient imaging solutions.

Seeking ₹10 Cr strategic growth capital

Deployed primarily into **revenue-generating equipment** — the engine of every downstream stream.



- **70%** Equipment acquisition
- **10%** Working Capital
- **10%** Sales expansion
- **10%** Technology & ERP

EVERY ADDITIONAL MACHINE CREATES

- Immediate sales revenue
- Installation revenue
- Recurring AMC / CMC revenue
- Spare parts revenue
- Rental opportunity
- Diagnostic partnership potential
- **Long-term recurring cash flow**

Healthcare is built one diagnosis at a time. We are building the engineering that makes those diagnoses possible.

Let's build the future of affordable medical imaging — together.