



To,
BSE Surveillance,
BSE Limited
P J Towers, Dalal Street, Mumbai -400001, India

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to **Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**, please find the **Investors Presentation of the Company**.

The said presentation will also be made available on the Company's website at www.earkart.in

You are requested to kindly take the same on record and disseminate it on the Stock Exchange portal.

Thanking you.

Yours faithfully,

For Earkart Limited

Preeti

Srivastava

Digitally signed by
Preeti Srivastava
Date: 2025.11.24
18:32:47 +05'30'

Preeti Srivastava
Company Secretary
M. No. A-31615

Encl: As above



Disclaimer

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Statements regarding market opportunity, business prospects, or future performance are forward-looking and subject to risks and uncertainties. Actual results may differ materially, and the Company assumes no obligation to update any forward-looking information. Third-party statements or projections included here are not adopted by the Company.



Company Overview



Earkart Limited is a tech-driven hearing healthcare company focused on affordable, quality hearing aids for India.



The company offers a wide range of modern hearing aids and accessories under its EQFY, Fame, and Radius brands.



Leveraging government contracts and an expanding Shop-in-Shop network, Earkart drives social impact with its proprietary OMNI Audiometer.



With strong supply through GeM and ALIMCO, and growing reach in Tier 2 and 3 cities, Earkart blends innovation with affordability.



3 Brands
EQFY, Fame, Radius



69% Revenue From Government and **29% Revenue** From Private



Manufacturing Area **4,500 Sq. Ft.**



Manufacturing Facility At **Noida**



49 SIS Clinics In **22 Cities**



ISO 13485, CDSCO & BIS compliance



Proprietary **OMNI Audiometer**



Total Revenue
4,319.21 Lakhs



EBITDA
976.27 Lakhs



PAT
688.17 Lakhs



ROE
34.55%



ROCE
47.32

Forbes INDIA

Earkart Recognized Among Forbes DGEMS 2025 Select 200
Top 200 High-Impact Companies with Global Business Potential

Our Journey



2021



- Launch of earKART CRM & dealer app

2022



- BIS license received
- Received First Government order for 10,000 Hearing Aids units

2023



- Received ISO 13485:2016 certificate
- License to manufacture and distribute Class A & B medical devices

2024



- Launch of ENT (Shop in Shop Model)
- Launch of remote video Audiometry Device OMNI
- Conversion into a Public Limited Company

2025



- Listed on BSE SME Platform

Management Profile



Mr. Rohit Mishra

Promoter & Managing Director

Experience: 30+ Years

Qualification: Holds B.Sc. (Meerut University) & Diploma in Marketing Management

Responsibility Leads overall company strategy, business development, and innovation. Instrumental in setting company vision and growth.

Led team to achieve Guinness World Record for fitting the most hearing-impaired individuals in a single day



Ms. Monika Mishra

Promoter & Whole- Time Director

Experience: 25+ years

Qualification: Holds B.Sc. (1993) & M.Sc. (1995) from Meerut University, B.Ed. (1996) from Annamalai University. Completed course in Homeopathy, Naturopathy, Biochemistry, and Healthcare Management (1997)

Responsibility Oversees daily operations, audiology, and customer service teams



Mr. Ajaykumar Giri

Director & CFO

Experience: in accounting and taxation

Qualification: M.Com. (2014, Sikkim Manipal University)

Responsibility Leads Accounts and Finance division



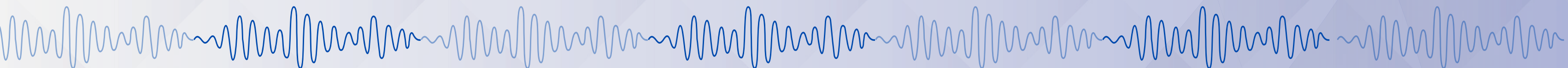
Mr. Rahul Salesha

Director

Experience: in product innovation and financial performance

Qualification: B.Com. (2008, Mumbai University) & M.Sc. (2009, Aston University)

Responsibility Oversees Product Development, Strategic Planning, and Business Growth



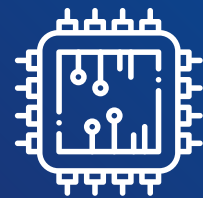
Manufacturing Facility



Location:
Noida



Area:
4,500 sq. ft.



Focused on Analogue &
Digital Programmable
Behind-the-Ear (BTE)
hearing aids.

Team & Technology

- Dedicated team of 6+ skilled employees
- Equipped with advanced machinery (micro soldering, stereoscope, barcode printers, etc.)
- Continuous upgrades to enhance production capacity and meet rising demand

Capabilities

- End-to-end production: MIC component processing, receiver integration, BTE assembly
- In-house PCBA (Printed Circuit Board Assembly) integration & testing
- Comprehensive Quality Assurance Lab with analyzers, vernier calipers, weighing balance, and heating chamber



Backed by in-house
Research &
Development and
skilled workforce.



Certifications

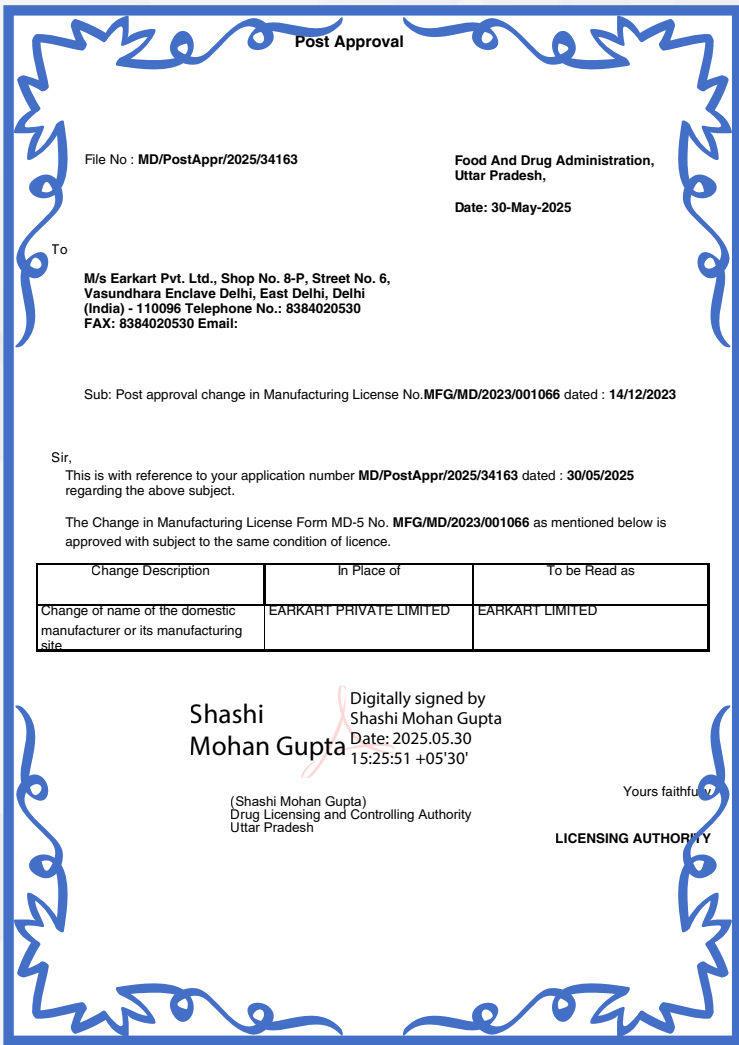
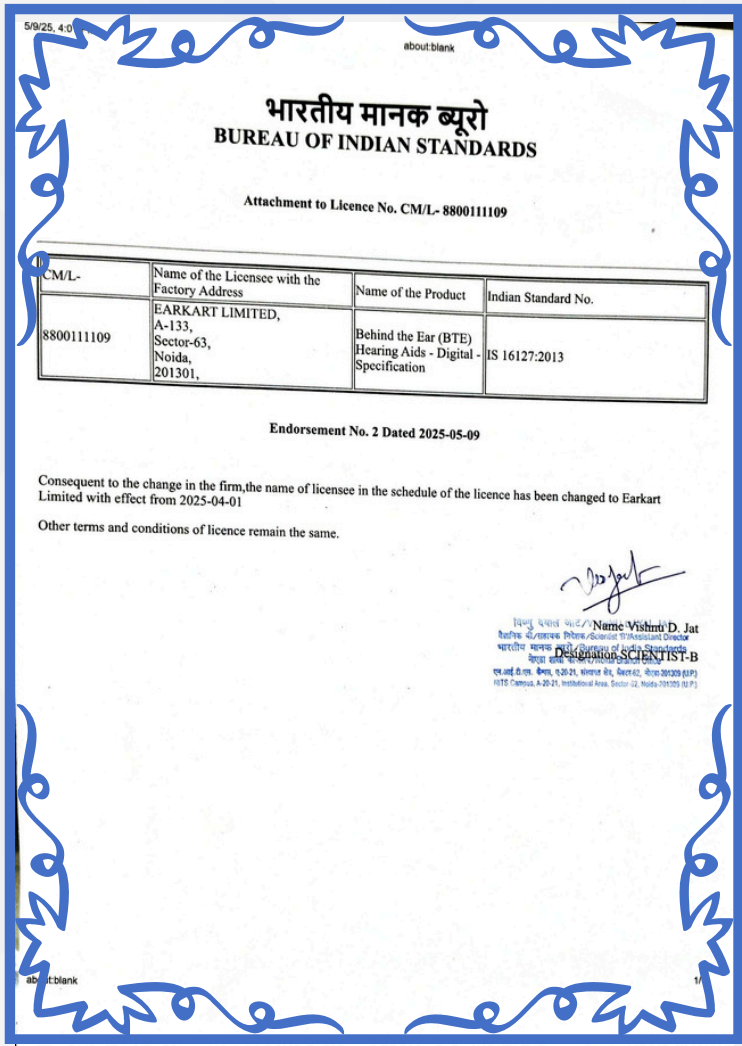


ISO 13485 Certified

Acquisition of this certificate is limited to very few Indian hearing aid manufacturers due to its complex audit and compliance requirements, making it a significant differentiator for Earkart.

BIS Certified (Bureau of Indian Standards)

Certification from the Bureau of Indian Standards confirms that hearing aids meet national safety and performance standards, established through thorough testing and audits.



Central Drugs Standard Control Organization (CDSCO) Approved

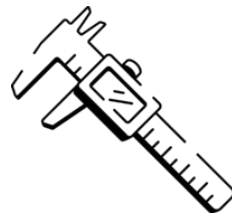
The Central Drugs Standard Control Organization certification ensures compliance with India's strict safety and quality regulations. It is mandatory for medical devices marketed in India and essential for consumer trust.

Testing Infrastructure



Hearing Aid Analyzer

Frequency range 200–8,000 Hz



Digital Micrometer & Vernier Caliper

Precision dimensional checks



Digital Weighing Balance

Accuracy up to 0.01g



Heating Chamber

For drying and stress-testing components.



Business Model

Shop-in-Shop (SIS) Model

Own brands EQFY, Fame, Radius alongside third-party accessories and rehabilitative products.
Clinics set up in ENT & optical centers across Tier 2/3 cities
49 SIS clinics operational across 22 cities in 6 states and 2 Union Territories; target 510 clinics by 2027.

Private Business

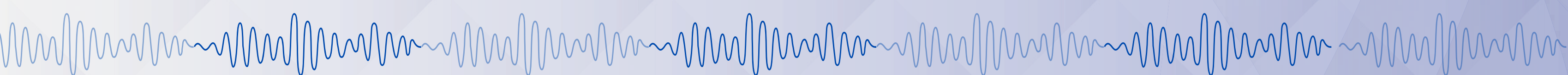
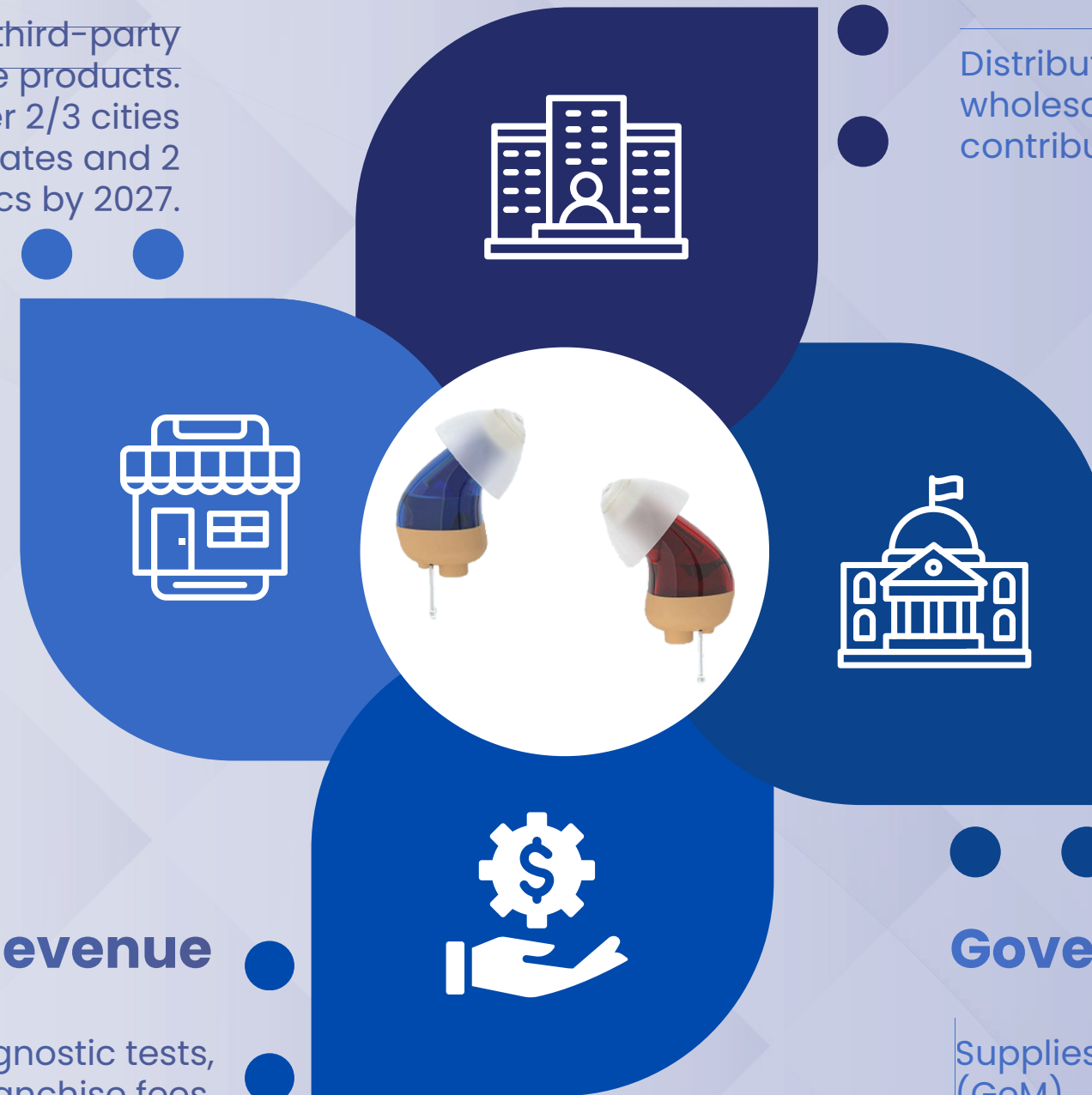
Distribution through retailers, wholesalers, and direct sales, contributing 29% of FY25 revenue.

Service Revenue

Audiometry diagnostic tests, conversion charges, franchise fees, and consultancy services ensure recurring income.

Government Business (B2G)

Supplies through Government e-Marketplace (GeM) portal and contracts with Artificial Limbs Manufacturing Corporation of India (ALIMCO), contributing 69% share in FY25.



Product Portfolio



- **Brands:** EQFY, Fame, Radius
- **Range:** Behind-the-Ear (BTE) and Receiver-in-Canal (RIC) models
- **Features:** Digital, programmable, rechargeable, and Bluetooth-enabled for seamless connectivity
- **Positioning:** Designed for affordability and accessibility, especially in Tier 2 & 3 cities

Hearing Aids Accessories



Compressible Ear buds



Brush



Wax Guard



Battery Tester



Batteries

BRANDS



EQFY™

Fame - Behind the Ear (BTE) Non-Programmable Hearing Aid



Fame



Fame P

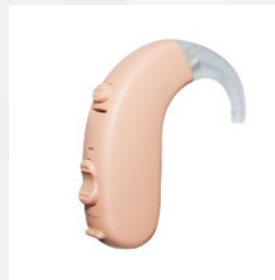


Fame SP



Fame 2T

Radius - Behind the Ear (BTE) – Digital Programmable



Usage: Suitable for moderate to profound hearing loss
Frequency Range: 200–5000 Hz
Induction Coil Sensitivity: 90 dB SPL
Battery: 13 Zinc Air | ~15 days life (16 hrs/day)

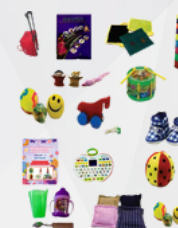


MSIED Kit – Multi-Sensory Educational Development Kit

It Includes Air Cushion, Olive Massage Ball, Stepping Stone, Infinite Loop, Massage Ball with Stick, Squeezer, User Manual



Adjustable Walkers- for differently-abled



TLM Kit – Teaching Learning Material Kit

It Includes Teether, Palm Grip, Sensory, Footsteps, Soft Play Materials, Wooden Blocks, Stimulation Toys, etc.

Service Offerings

Conversion Charges

- Earned when leads convert to confirmed hearing aid purchases at Earkart-recommended clinics
- Revenue share model with partner clinics



Consultancy Services

- Lead generation via digital platforms (Google, Meta, Facebook)
- Central team guides customers and connects them with nearest SIS/retail partners



Audiometry Charges

- Income from diagnostic tests conducted at SIS clinics
- Provides affordable access to hearing assessments



Franchise Fees

- Fees from ENT & Ophthalmic clinics under Shop-in-Shop (SIS) model
- Expanding network across Tier 2 & Tier 3 cities



Earkart OMNI Audiometer



Over 60% of India's population, especially in Tier 2/3 cities and rural areas, have no access to audiology services.



Traditional models require each patient to visit a local audiologist—making access nearly impossible for most.



India has just **6,500** audiologists for **1.4 billion** people—that's one per **500,000**, compared to the WHO norm of one per **25,000**.



Earkart's OMNI enables one audiologist to remotely manage up to five clinics at once, with real-time expert diagnostics and fitting via cloud connectivity and video.

63 million Indians suffer hearing loss; yet despite **700,000** hearing aids sold per year, treatment penetration is **less than 3%**.



Earkart OMNI Audiometer



Diagnostic Capabilities

- **Comprehensive Testing:** Video Otoscopy, Air & Bone Conduction Audiometry
- **Compact Design:** Portable with 11-inch tablet for real-time use
- **Remote Operation:** Wireless connectivity for tele-diagnostics across geographies
- **Rechargeable:** Li-ion battery, 8 hours per charge – suitable for remote areas
- **Security:** Encrypted data compliant with Patient Privilege Data Act

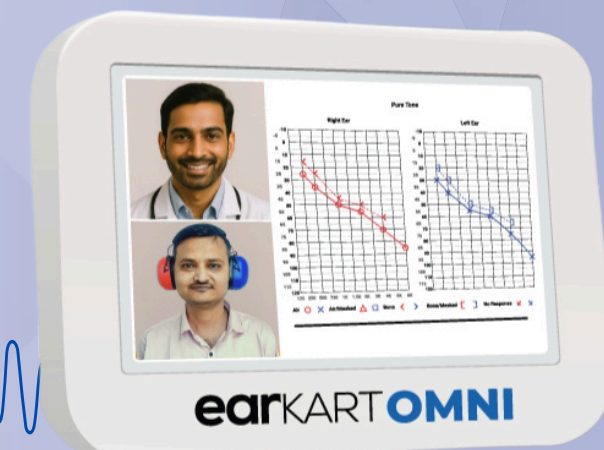
Overview

This disrupts scarcity, bringing last-mile hearing care to unserved cities and towns, and has been met with overwhelming demand in India and internationally.

- Remote-operated audiometer enabling **hearing loss diagnosis & fitting in real-time**
- Integrated with **cloud-based CRM** for patient management & tele-audiology

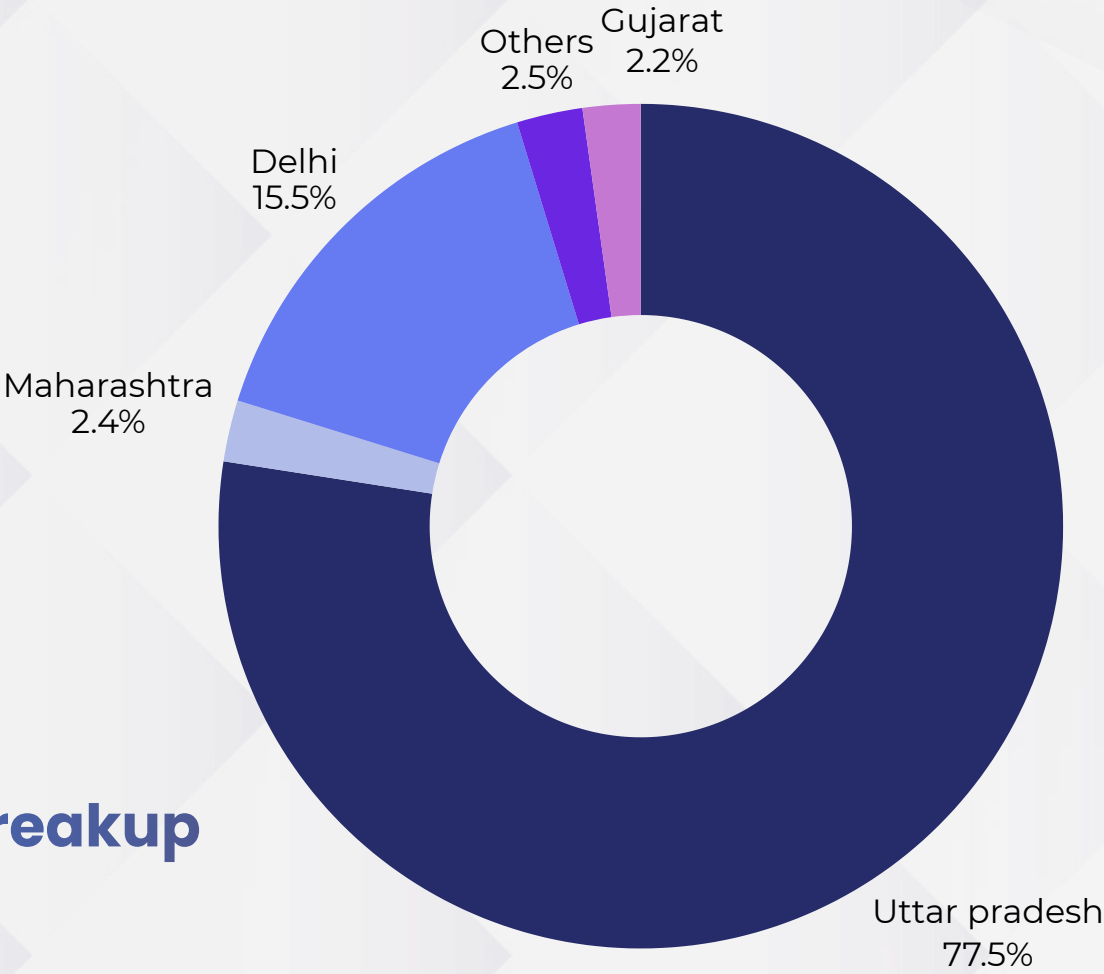
Key Features

- Identifies infections & anatomical conditions
- Evaluates air & bone conduction hearing thresholds
- Real-time programming of Bluetooth-equipped hearing aids
- Future-ready for real ear measurement



Revenue Bifurcation

Particulars	FY23	FY24	FY25
Domestic	2,774.07	3,083.00	4,205.28
Exports	2.28	10.83	34.10
Total	2,776.36	3,093.83	4,239.38



Geographical Presence



Customer Presence
across 17 States



Exports To
4 countries

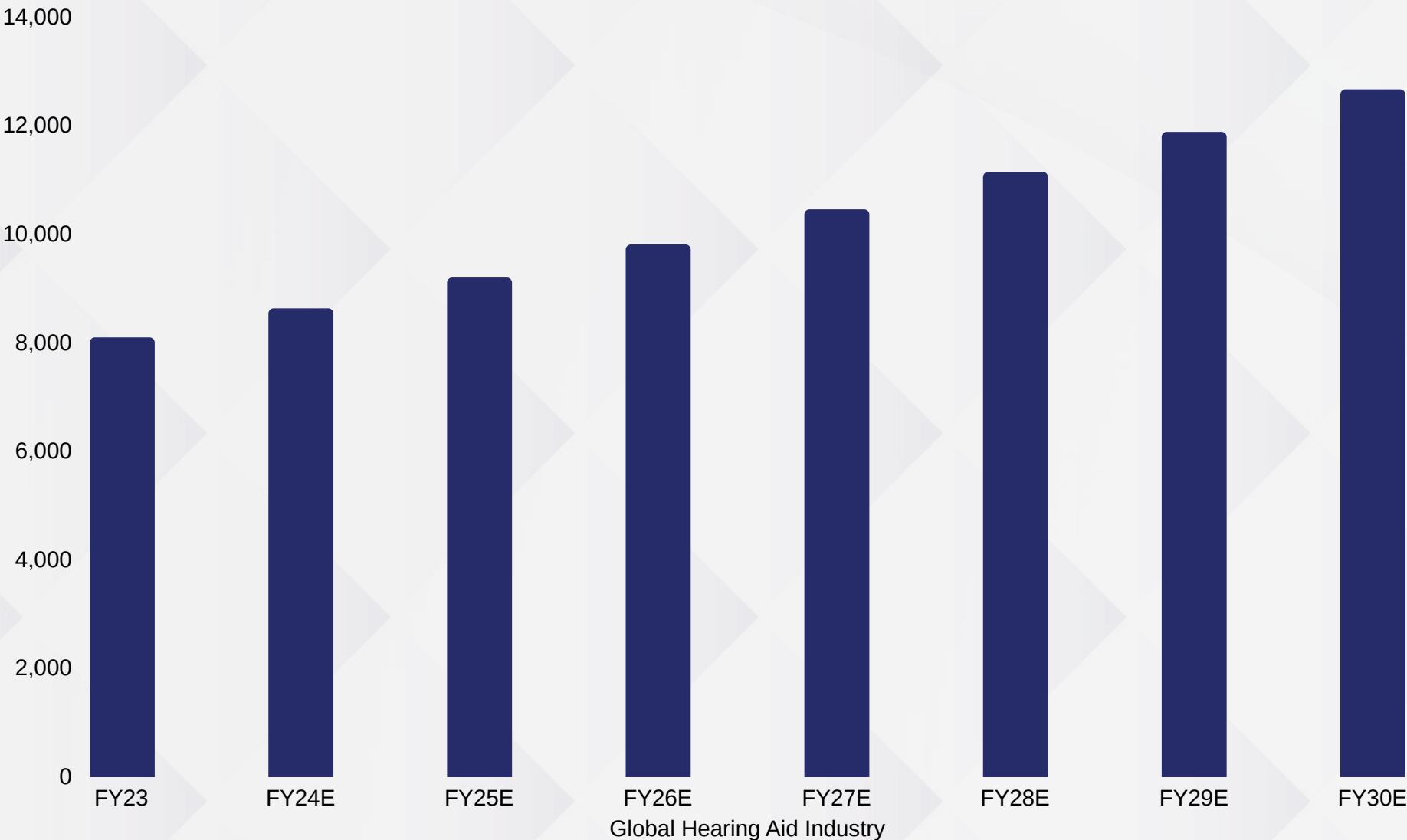


Industry Overview



The global hearing aid market, valued at \$8.1B in 2023, is projected to grow at a 6.6% CAGR to reach \$12.67B by 2030.

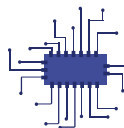
- About 430M people (~5% of the global population) need hearing rehabilitation, with 66.5% aged 60+, 25.6% aged 15–59, and 7.9% children under 14.
- Less than 20% have access to hearing aids, presenting a major opportunity in the untapped market.
- WHO estimates annual investment of less than US\$1.40 per person is needed to scale up ear and hearing care services globally.



Key Growth Drivers



Aging global population



Early intervention
Technological advances
in hearing aid devices



Rising
Awareness

WHO's Grades of hearing impairment

Grade	Audiometric ISO Value (a)
No impairment	25 dB or better (in better ear)
Slight impairment	26–40 dB (in better ear)
Moderate impairment	41–60 dB (in better ear)
Severe impairment	61–80 dB (in better ear)
Profound impairment / Deafness	81 dB or greater (in better ear)

Earkart Breaks New Ground with Patent Approval



We're thrilled to announce that Earkart's patent for the "Smart Sound Treatment and Diagnosis System, and Method Thereof" has been officially granted under The Patents Act, 1970—cementing our leadership in next-gen audiology for the next 20 years.



What this milestone means

This patent powers a revolutionary system that uses intelligent sound analysis for precise diagnosis and personalized, non-invasive sound therapy—delivering real results for patients and practitioners alike.



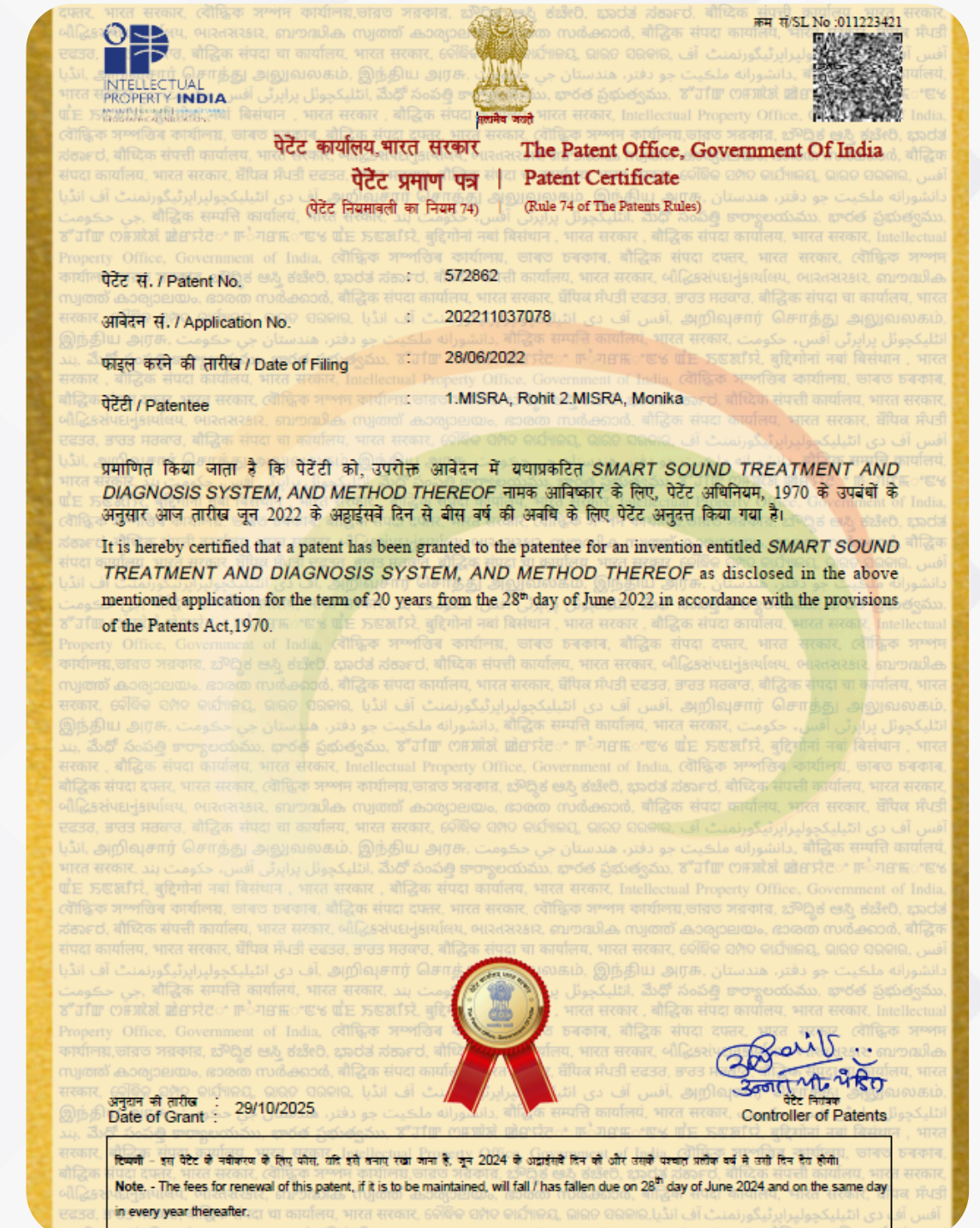
Where it comes to life

The technology drives Earkart Omni, our flagship tablet-based audiometer enabling remote diagnostics and therapy through high-resolution testing, premium headphones, bone conductors, and seamless wireless connectivity.

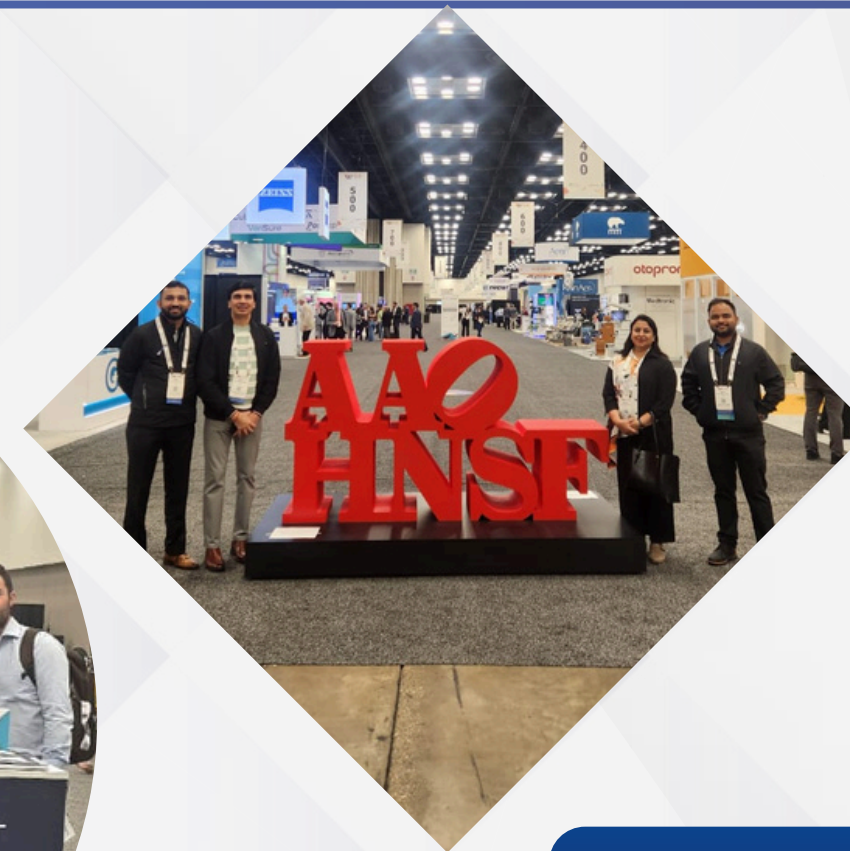


Why it matters

This breakthrough forms the core of Earkart Omni's clinic-grade advantage—an integrated platform unifying diagnostics, real-time consultations, and care management. It gives Earkart a defendable edge over device-only competitors, making hearing care accessible, intelligent, and truly connected.



Earkart at World's Largest ENT Conference



Global Event Presence

Earkart participated in the world's largest otolaryngology conference in Indianapolis, USA, from October 11–13, 2025. Featured among global innovators in ENT and audiology. Attended by 5,000+ specialists and leaders from 75+ countries. Included in 520+ sessions and innovation showcases.

Innovation & Engagement

Showcased OMNI, Earkart's remote diagnostic platform, at the world's largest ENT and audiology conference. Received strong engagement from global experts with multiple on-spot installation requests. Appreciated for innovation, scalability, and enhanced diagnostic accessibility.

Outcome

High demand from the US and Australia driving expansion plans.
Strengthened global recognition for connected ENT solutions.
Focused on scaling international presence through collaborations.



Future Growth & Expansion Plans



Innovation & Technology Edge

- Cutting-edge R&D and proprietary tech.
- Earkart OMNI: Remote testing, tele-audiology, CRM-ready.
- Superior patient experience, scalable and cost-efficient.

Smart Marketing Moves

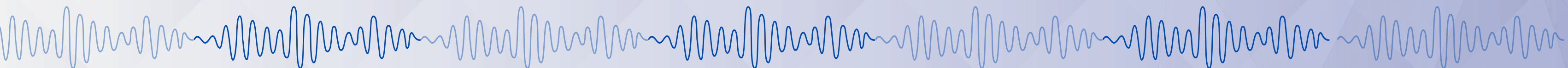
- Digital-first B2C engagement.
- Partnerships for adoption & awareness (ENT, Optical clinics).
- Affordable, accessible solutions for all.

Multi-Channel Distribution

- Online: Earkart website & top aggregators.
- Offline: Wide dealer/retailer network.
- B2G: Strong government partnerships (GeM, ALIMCO).

Geographical Expansion

- Expanding across India (49 clinics now, targeting 510 by 2027).
- Launching presence in the US and Australia for global reach.
- OMNI audiometers deployed in underserved markets.



Profit & Loss



(₹ in Lakhs except EPS)

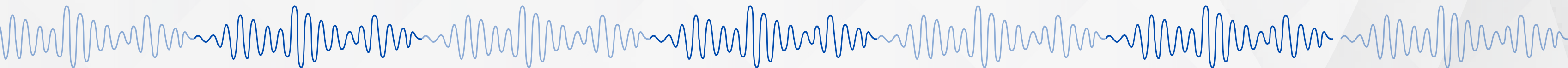
Particulars	H1FY26	H1FY25	YoY%
Revenue from Operations	2228.57	2354.98	(5.37%)
Other Income	2.44	6.47	(62.29%)
Total Income	2231.01	2361.45	(5.52%)
Total Expenditure	1915.22	1859.64	2.99%
EBITDA	315.79	501.81	(37.07%)
EBITDA Margin	14.17%	21.31%	(33.50%)
Depreciation	22.62	15.85	42.71%
EBIT	293.17	485.96	(39.67%)
Interest	38.61	18.91	104.18%
Profit Before Tax	254.56	467.05	(45.50%)
Tax	69.23	136.52	(49.29%)
PAT	185.33	330.53	(43.93%)
PAT Margin	8.32%	14.04%	(40.75%)
EPS	1.35	1.58	(14.56%)
Interest Coverage Ratio	7.59	25.70	-

Balance Sheet



(₹ in Lakhs)

Particulars	As at September 30,2025	As at March 31,2025
Share Capital	1375.39	1043.89
Reserves	5230.75	947.77
Short Term Borrowings	561.75	495.93
Trade Payables	427.58	301.67
Current Liabilities	222.73	240.12
Total Liabilities	7818.20	3029.38
Fixed Assets	161.25	116.85
Other Non-Current Assets	309.18	82.62
Trade Receivables	2210.07	1856.82
Other Current Assets	5137.70	973.09
Total Assets	7818.20	3029.38



Addressing H1 Performance & Driving H2 Upside



Revenue Dip Due to Order Deferral

Government orders that were scheduled for the first half were deferred to the second half and are expected to materialize in November and December, causing a temporary dip in H1 revenues.

Operational Scale-Up Costs

Increased operational scale during expansion led to higher manpower and administrative expenses, including costs related to larger office space and overheads.

Investments Enabling Future Scale

The increase in operational costs reflects targeted investments that are necessary to support on going and future business expansion.

Positive Outlook & Growth Drivers for H2FY26



Sales are poised for a strong H2 rebound with an anticipated **18% revenue CAGR**, as deferred government orders—originally intended for H1—are slated for **execution in November and December**.



The private market segment demonstrated **resilience**, achieving a **strong 25% growth** in H1, reflecting underlying business strength.



Increased manpower and admin expenses stem from purposeful **expansion**—supporting future business scale and **operational strength**.



Margin pressures are expected to ease as **sales volumes recover** and investments deliver returns.



Earkart has boosted its innovation edge with a new patent for its **"Smart Sound Treatment and Diagnosis System,"** advancing solutions for audiology and ENT care.



Earkart Ltd drew **strong global attention** at the recent US exhibition, showcasing its OMNI platform and generating new opportunities for **expansion in North America**.



THANK YOU



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Meeting Request [Link](#)

