

December 2025



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# PRESENTATION

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# MEET THE TEAM

**Dr. Santosh Wakchaure**  
CMO and Co-Founder  
Scientific Audit Committee



MBBS, MD (PATH) Gold Medalist from Nair Hospital Mumbai with over 2000 Post-mortem to his credits, Worked with Thyrocare and comes with over 8 years of experience in running NABL accredited Diagnostic Lab

**Dr. Mayur Bhosale**  
Medical Director  
Scientific Audit Committee



MBBS, MD (PATH) with over 8 years of experience in running NABL accredited Diagnostic Lab, in Aurangabad

**Mohit Lala**  
Founding Team - CTO



MS-Birmingham City University, BE-Computers-Mumbai University, Senior IT Engineer with over 12 years experience in leading technology development, focused on the Healthcare vertical with AI, ML learning with strong developer background.

**Jayesh Kamat**  
CEO and Co-Founder



MBA University of Sheffield UK, INSEAD Leadership program (*pursuing 2025-26*) having more than 20 years of corporate experience and 7 years of entrepreneur journey in Ecommerce Logistics spearheading BD, Finance, Investor relations

**Mazhar Faruqi**  
COO and Co-Founder

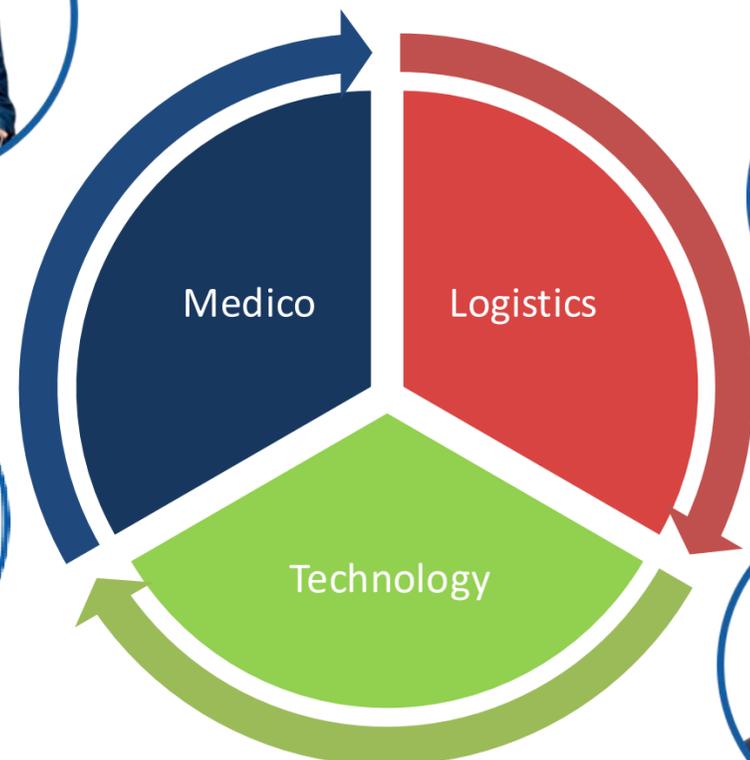


B.com from Mumbai university having 25 years corporate experience with Global Logistics majors and 7 years of entrepreneur journey in Ecom Logistics in Operations and network expansion

**Sandeep Krishna**  
CBO and Co-Founder



B.com, MBA & Executive IIM-A alumnus with 20 years of senior managerial corporate experience and 7 years of entrepreneur journey in Ecom logistics spearheading Healthcare logistics, organisational culture & marketing





# PROBLEM STATEMENTS

## SPEED

90%\* Diagnostics Tests are performed during illness

v/s

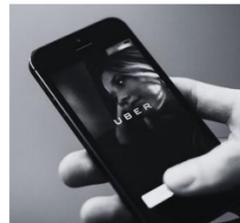
10% are preventive in nature



Food:  
30 mins



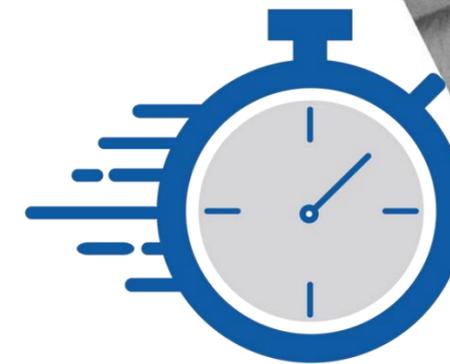
Grocery:  
15 mins



Cab:  
5 mins



Blood reports :  
**8-24 Hours !**



## ACCURACY

3 million\*\* deaths in India are due to Medical errors, with at least 10 % due to Diagnostics Errors

68% of the Total Errors in Diagnostics are 'Pre-Analytical'\*\*\*

\*Axis Capital- India Diagnostics Healthcare Sector Report-Mar-2023

\*\* Source : W.H.O Fact Sheet.

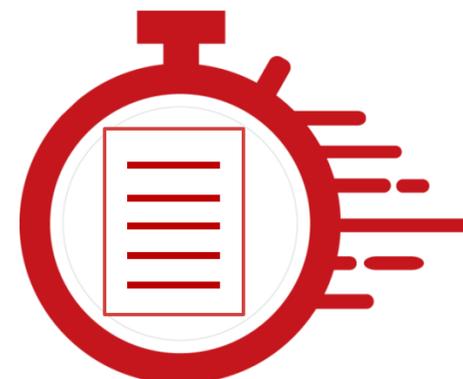
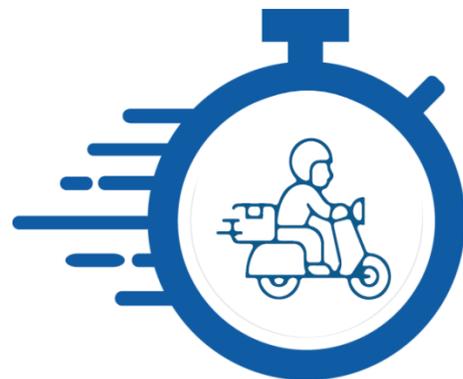
\*\*\*Julie A. Hammerling, A Review of Medical Errors in Laboratory Diagnostics and Where We Are Today, Laboratory Medicine, Volume 43, Issue 2, February 2012, Pages 41-44,

# INTRODUCING



India's First  
Quick Service Diagnostics (QSD)

**15 min**  
**Home Collection**

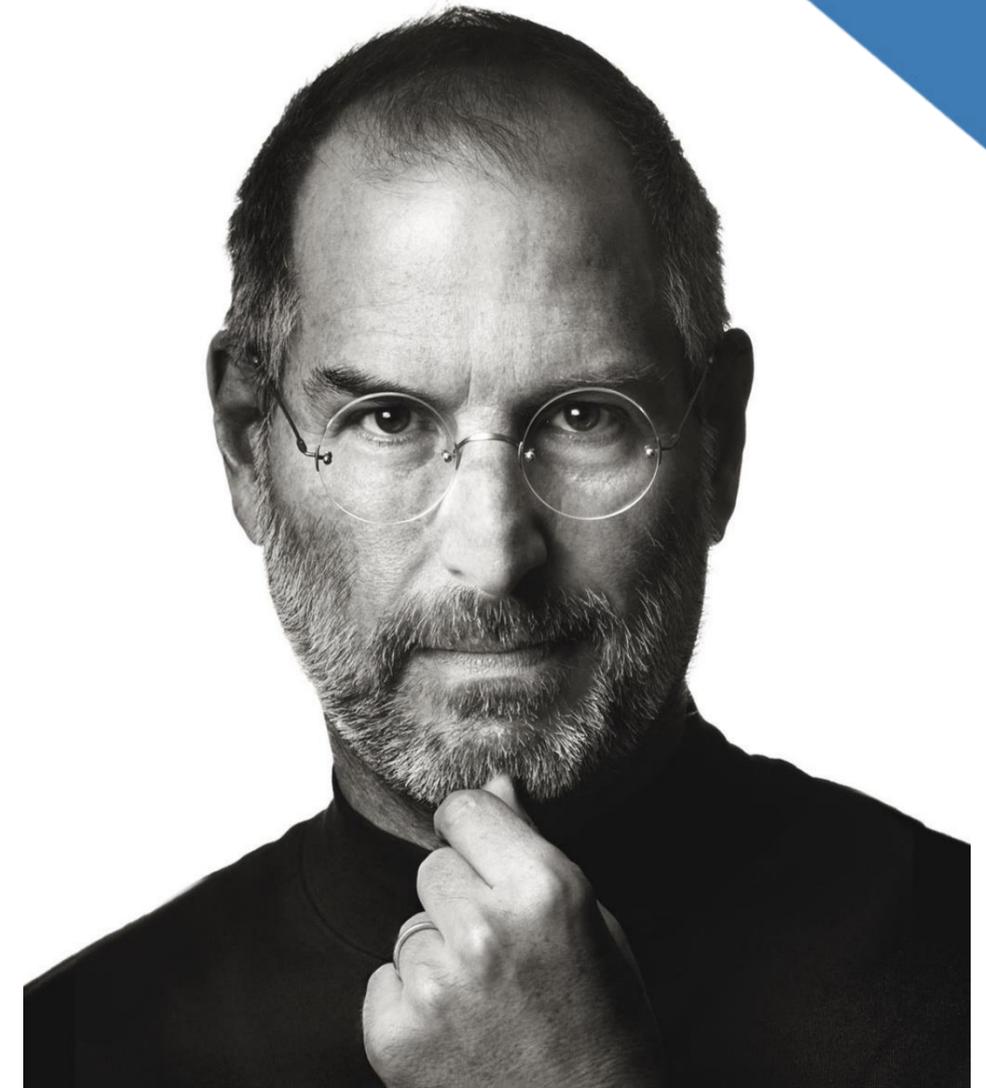


**90 min**  
**Report Delivery\***

# DO WE REALLY NEED THIS?

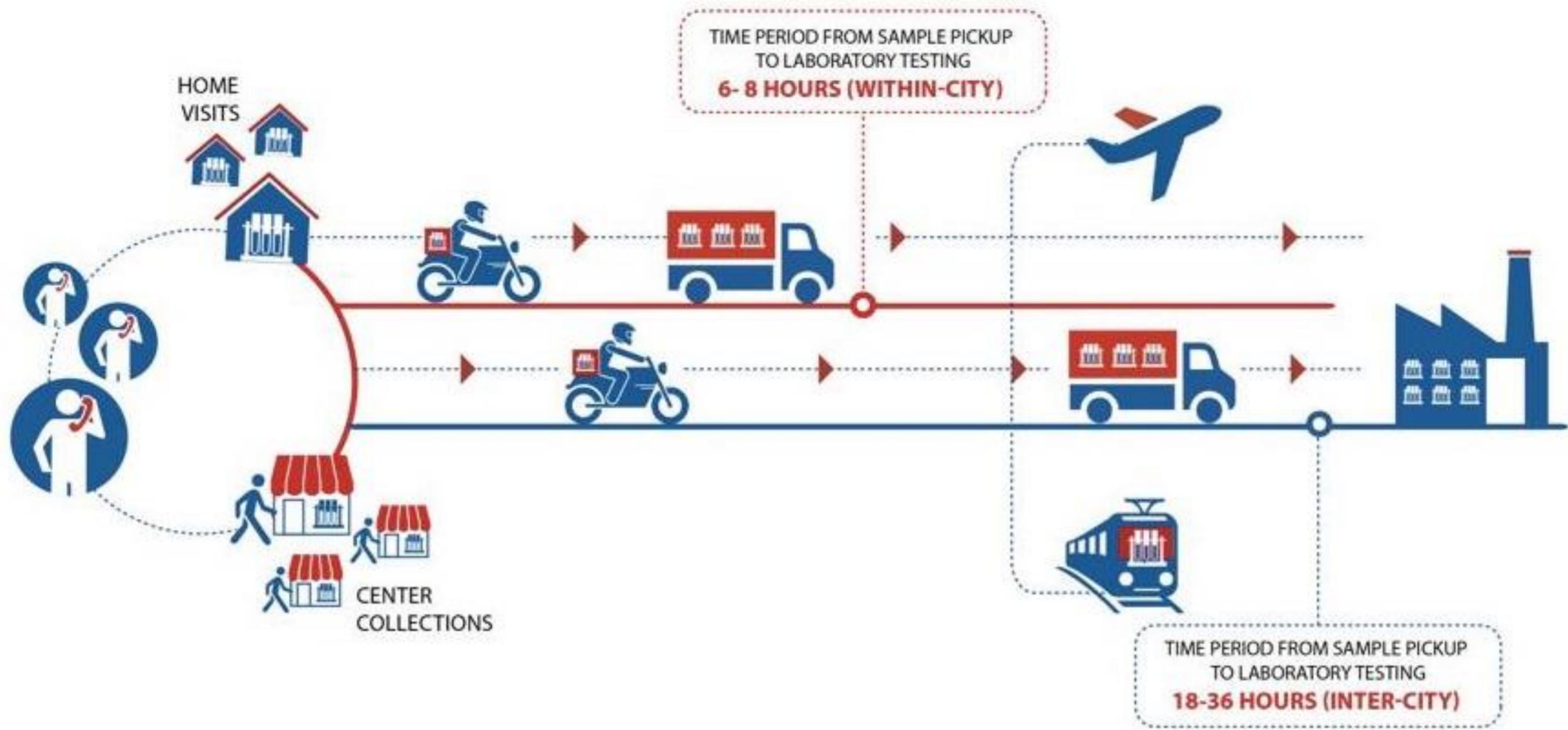


*“People don't know what they want until you show it to them.”*  
*- Steve Jobs*



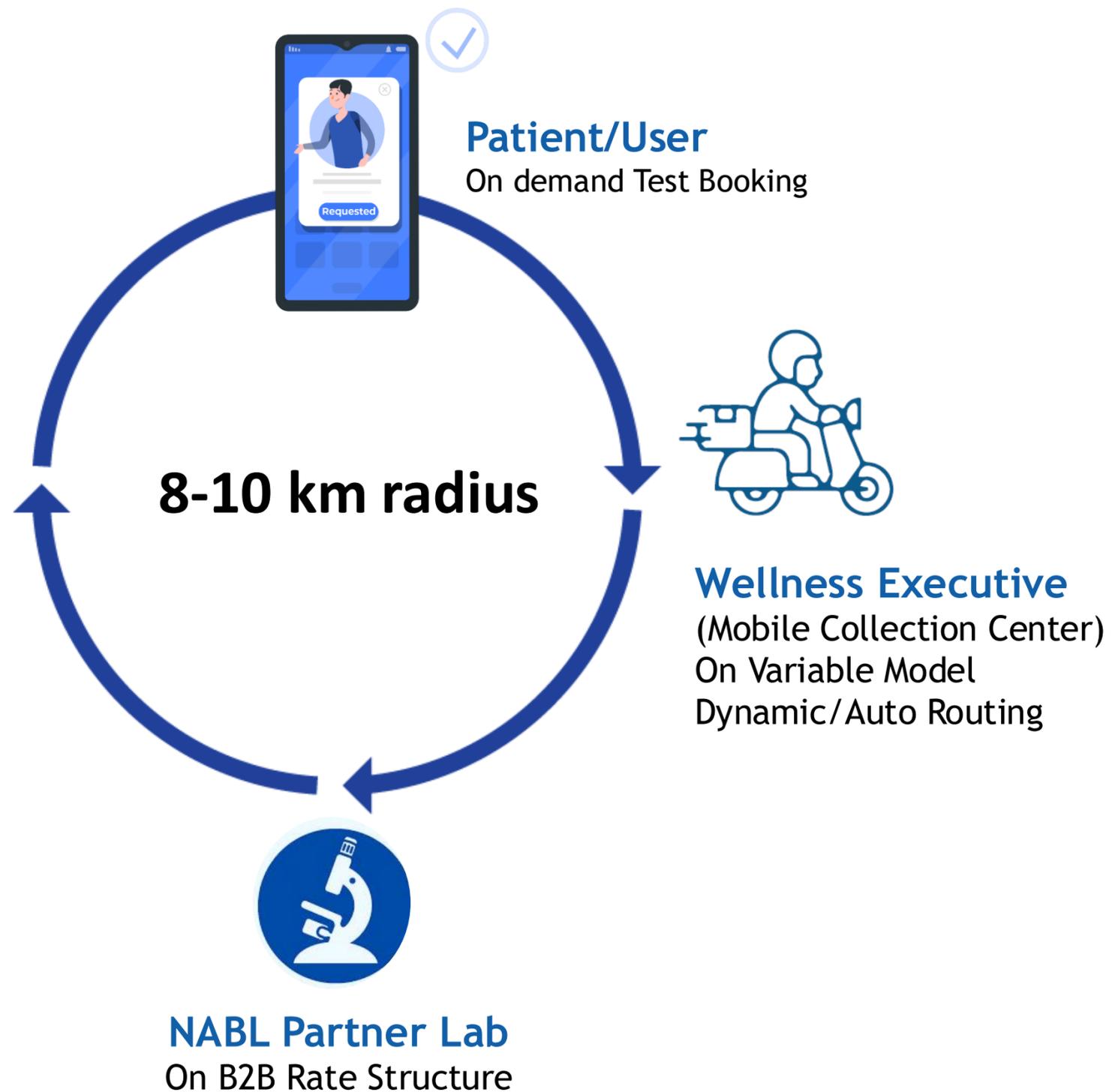


# DIAGNOSTIC INDUSTRY- CURRENT PROCESS (LARGE CHAINS)

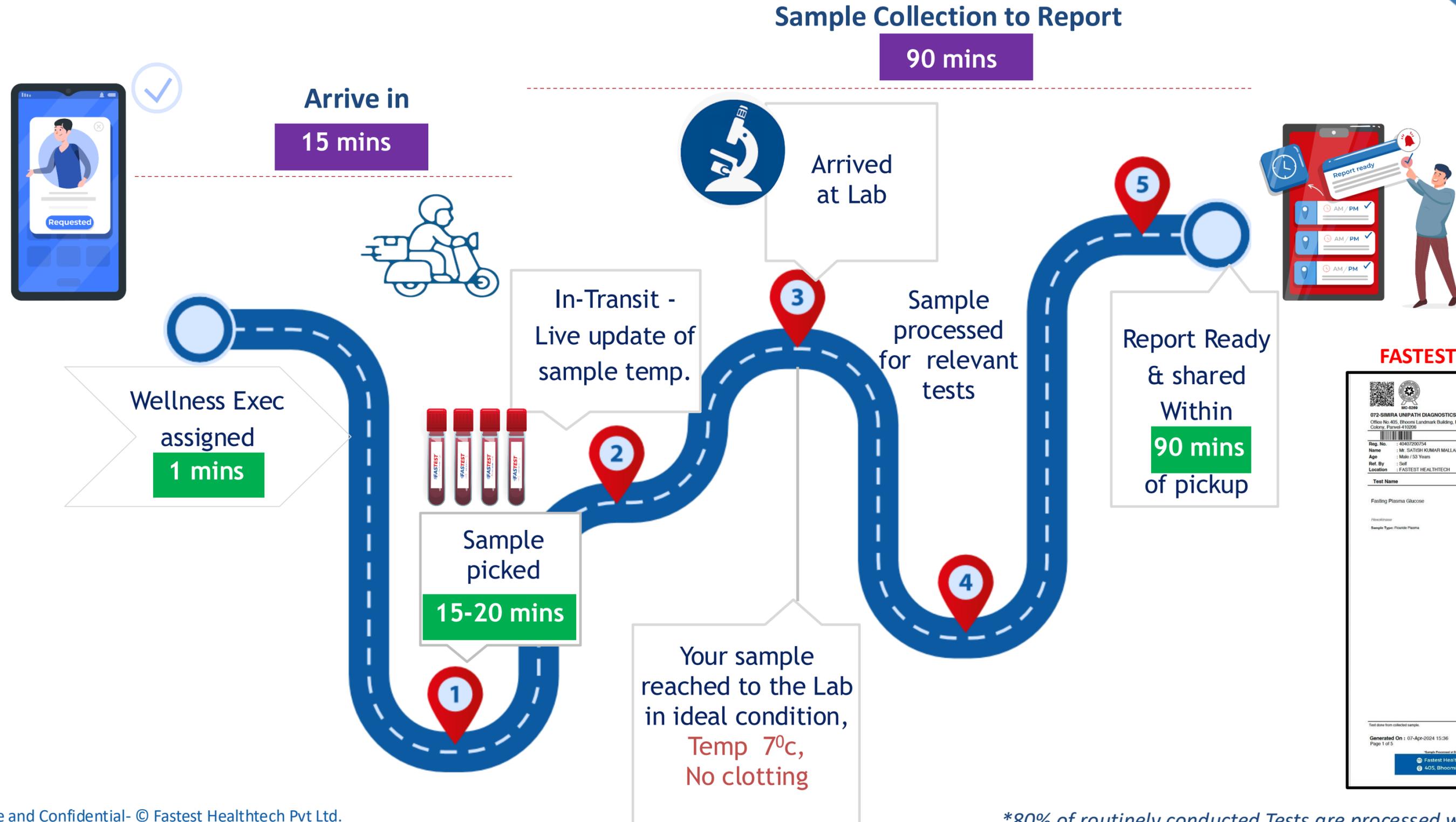




# FASTEST ASSET-LIGHT MODEL



# FASTEST PROCESS



## FASTEST REPORT SAMPLE

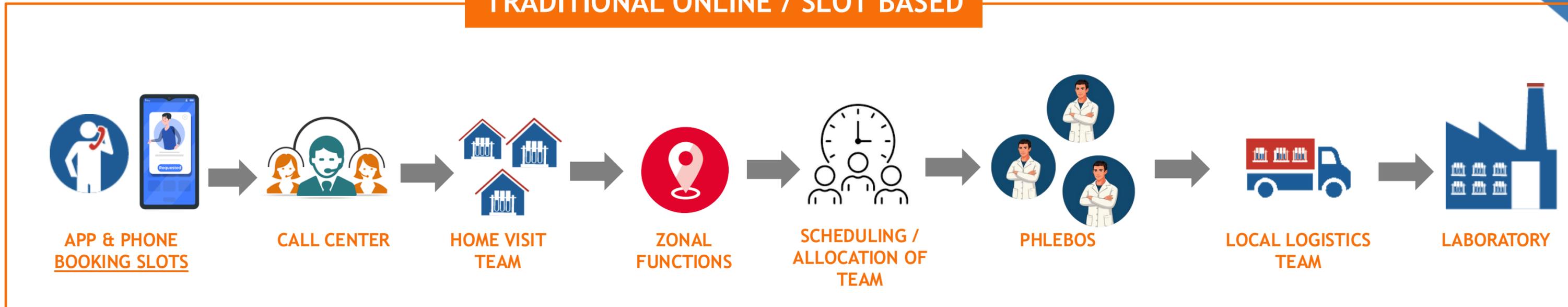
Test Name	Results	Units	Bio. Ref. Interval
<b>FASTING PLASMA GLUCOSE</b>			
Fasting Plasma Glucose	89.24	mg/dL	Normal: <=99.0 Prediabetes: 100-125 Diabetes: >=126

Generated On : 07-Apr-2024 15:36  
Approved by: Dr. Santosh U. Walchare  
MBBS, MD (PATH), AFHLIB  
Consultant Pathologist



# DISRUPTING OPERATIONAL FRAMEWORK

## TRADITIONAL ONLINE / SLOT BASED



# USP / DIFFERENTIATOR



## Home- To -Collection Centre -To- Factory

<u>Avg Time Taken</u>	<u>Avg Distance</u>
4 - 6 Hrs	20 - 30 Kms

**ASSET-HEAVY MODEL**



## Home - To - Lab

<u>Avg Time Taken</u>	<u>Avg Distance</u>
20 -30 Mins	6 - 10 Kms

**ASSET-LIGHT MODEL**

# MARKET OPPORTUNITY



## Indian Diagnostics Industry

### Target audience:

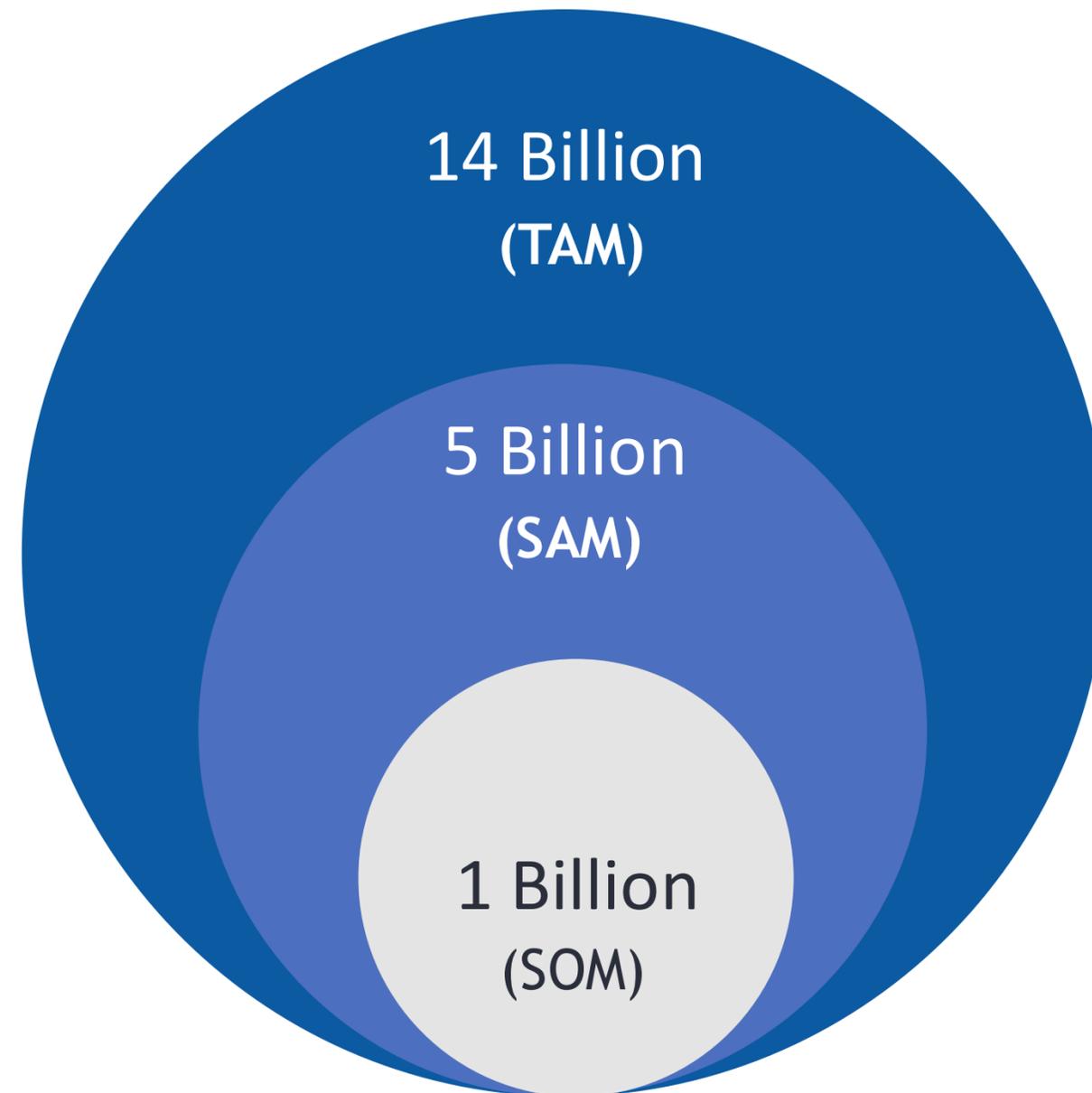
People using online services on app

### Age group :

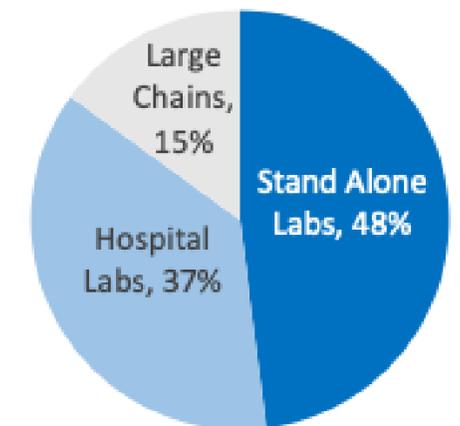
18 - 60 years

### Servicing to Age group :

5 - 95 years  
(Anyone who needs Tests)



Amounts in USD



Lab Models - India Market\*



# UNIT ECONOMICS

## UNIT ECONOMICS AT SCALE HIGH GROSS MARGINS

Particulars	INR	USD	
	Pathology		
ASP Charged to Consumer (Patient)	800	10.0	
Partner Lab-B2B Cost-42%-COGS	336	4.2	42%
Gross Profit	464	5.8	
<b>Gross Margin</b>	<b>58%</b>	<b>58%</b>	<b>58%</b>
<b>Operating Expenses:</b>			
Phlebo Charges + Logistics Per Order	200	2.5	25%
Employee Benefits	40	0.5	5%
<b>SG&amp;A:</b>			
Sales and Marketing	96	1.2	12%
Admin	24	0.3	3%
IT Expenses	16	0.2	2%
<b>Total Operating Expenses</b>	<b>376</b>	<b>4.7</b>	<b>47%</b>
<b>Total Expenses</b>	<b>712</b>		
<b>Net Margin Per Patient Order</b>	<b>88</b>	<b>1.1</b>	<b>11%</b>

## PROJECTIONS 5 Years

INR in Crores

Metric	FY-25	FY-26	FY-27	FY-28	FY-29
Revenues	0.04	0.57	19.36	95.76	300.22
Y-O-Y Sales growth	-	1219%	3297%	395%	214%
COGS	0.02	0.26	9.33	48.73	159.51
<b>Gross Profit</b>	<b>0.02</b>	<b>0.31</b>	<b>10.03</b>	<b>47.03</b>	<b>140.71</b>
<b>Gross Margin %</b>	<b>55%</b>	<b>54%</b>	<b>52%</b>	<b>49%</b>	<b>47%</b>
Cost of Phlebo-Logistics	0.05	0.26	4.77	20.53	58.04
Employee Benefits	0.35	0.92	6.92	11.54	14.20
Sales and Marketing	0.00	0.32	8.88	19.42	29.61
IT Expenses	0.04	0.03	0.44	1.43	3.91
Admin Expenses	0.08	0.18	2.79	5.46	8.61
<b>Total Expenses</b>	<b>0.54</b>	<b>1.96</b>	<b>33.13</b>	<b>107.12</b>	<b>273.89</b>
<b>EBITDA</b>	<b>-0.50</b>	<b>-1.39</b>	<b>-13.77</b>	<b>-11.36</b>	<b>26.34</b>
<b>EBITDA%</b>	<b>-1160%</b>	<b>-245%</b>	<b>-71%</b>	<b>-12%</b>	<b>9%</b>

## CUSTOMER ACQUISITION COST

	FY-26	FY-27	FY-28	FY-29
Total No of Orders in a Year	6,630	1,86,120	8,67,420	25,29,660
Total Patients (OPP=1.5)	4,420	1,24,080	5,78,280	16,86,440
Repeat %	30%	30%	35%	35%
Repeat Patients No.	54	1,326	43,428	2,02,398
New Patients Added	4,366	1,22,754	5,34,852	14,84,042
<b>Sales and Marketing Expenditure-INR Crores</b>	<b>0.3</b>	<b>8.9</b>	<b>19.4</b>	<b>29.6</b>
<b>CAC</b>	<b>736</b>	<b>723</b>	<b>363</b>	<b>200</b>

# FASTEST VISION



We aim to be the **'First Responder'** to any kind of medical need/emergency !

Additional services to be made available within **15 minutes**

12 Months\*

Medicine Delivery



18 Months\*

Ambulance Service



24 Months\*

Doctor / Nurse Home Visit



# ACHIEVEMENT



**BECOMES 1st INSTITUTIONAL INVESTOR IN FASTEST !**



**DATA PRIVACY  
AND  
QUALITY STANDARDS**



**Pre-Seed Funded by IPV Idea School |  
Top 5 Selected Startups from 1,000+ Applicants**



Let's Connect, To create something **BIG!**

xerox™

Bisleri



Uber



*...Now get a FASTEST Done!*

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