

METROPOLIS HEALTHCARE LIMITED

Q3 & 9MFY26 INVESTOR PRESENTATION

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Metropolis – Diagnostics that's trusted by doctors and patients alike

OUR VISION

To be a respected healthcare brand trusted by clinicians, patients and stakeholders.

Positively impact the lives of patients in their most anxious times and turn their anxiety into assurance

43+ years of credible experience



11% CAGR revenue growth in last 7 years



219 Clinical Labs



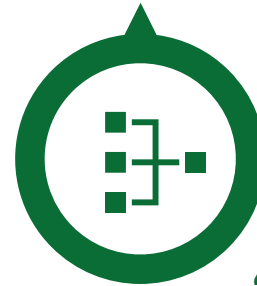
4,000+ Tests & Profiles



35 ISO:15189 Accredited Labs (31 in India / 4 in Kenya)
2 CAP Accredited Lab (India)



4,800+ Service Network



Performance & Company Updates – Q3FY26

01 MHL Group
Key Financials (Page 4)

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Key Financials (Page 5)

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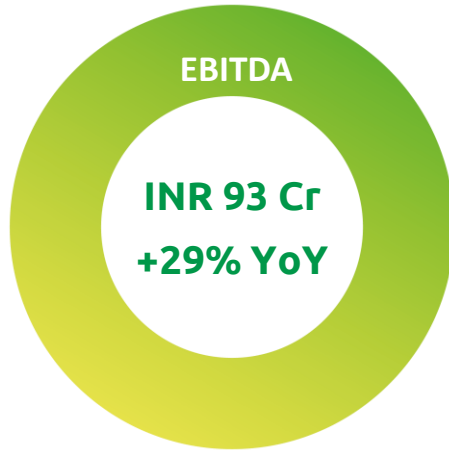
12 MHL Organic
P&L Statement (Page 17)

Important Updates & Definitions:

- 1. MHL Group – Includes acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur**
- 2. MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur**
- 3. Change of definition of B2C and B2B to standardize with the Industry practice. Accordingly previous period numbers are re-casted effective Apr 25.**
 - B2C now includes all own, franchisee and rural centres
 - B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial
- 4. Date of Consolidation of the Acquisitions**
 - Core Diagnostics - 21st March 2025
 - DAPIC, Dehradun - 23rd May 2025
 - Scientific Pathology, Agra -16th June 2025
 - Ambika Pathology, Kolhapur – 18 September 2025

Q3 & 9MFY26 Key Financials – MHL Organic

Q3FY26



9MFY26

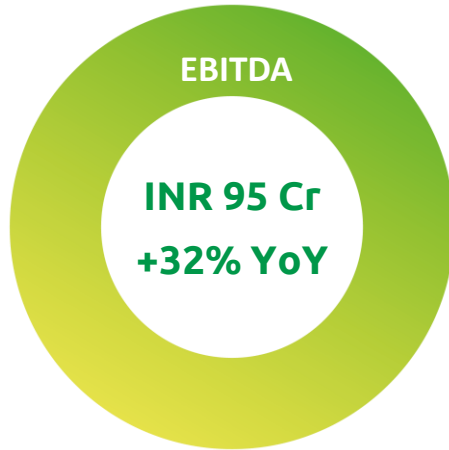


- Strong organic business momentum in Q3 FY26, with revenue up 15% YoY, driven by higher patient throughput, test volumes, and improved realizations
- EBITDA margin expanded to 25.0%, up 280 bps YoY, reflecting operating leverage, productivity gains, and sustained efficiency initiatives
- For 9MFY26, the organic business delivered consistent, high-quality growth with sharp margin expansion

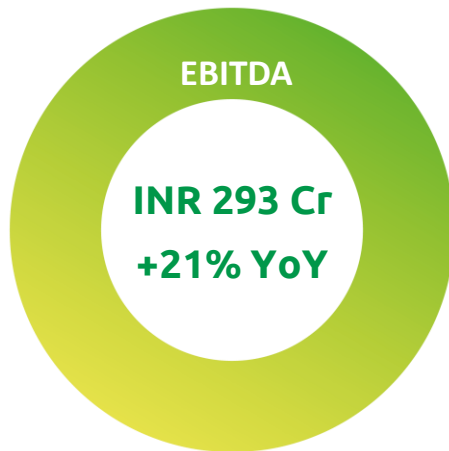
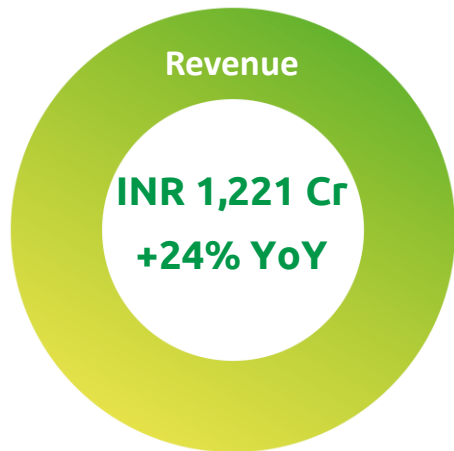
MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur

Q3 & 9MFY26 Key Financials – MHL Group

Q3FY26



9MFY26



- Revenue growth fueled by sustained momentum in preventive and wellness health check-ups under TruHealth, along with a strong increase in specialty testing volumes across both B2C and B2B channels
- Group EBITDA margins of 23.4% are on an upward trajectory, supported by stable Core Diagnostics performance and above-average margins from other acquired businesses
- Overall performance reflects successful acquisition integration, resilient demand, and consistent value creation at the group level

MHL Group – Includes acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur



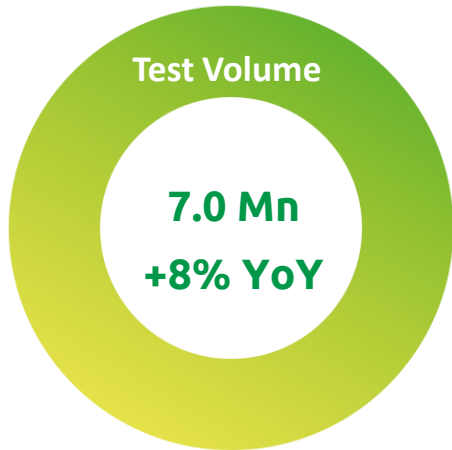
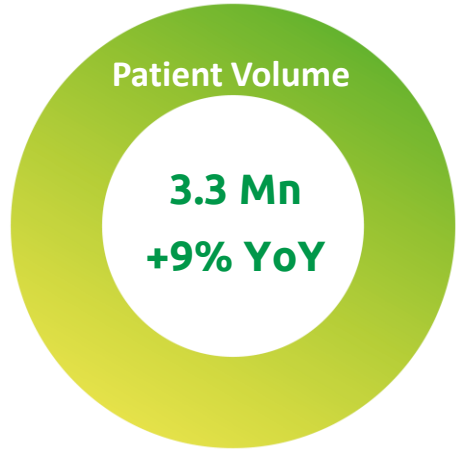
Q3FY26 Key Performance Indicators

MHL Organic

Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra & Ambika - Kolhapur



Q3FY26 Key Performance Indicators



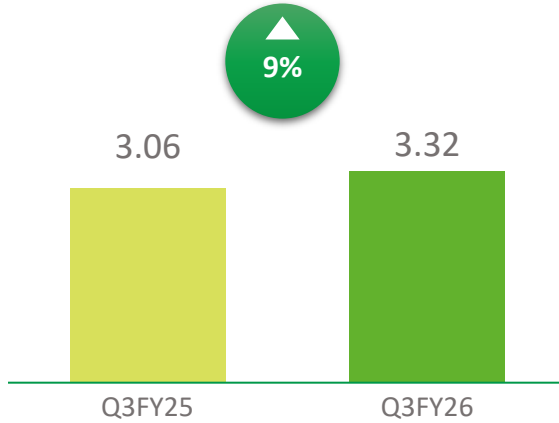
- Strong volume-led growth, with high single-digit increases in patient and test volumes, reflecting sustained demand across markets
- Balanced B2C and B2B momentum, driven by network expansion, improved service levels, and consistent execution across channels
- Cross selling of super-specialty tests offered by Core Diagnostics across Metropolis network is accelerating revenue & volume growth
- Upgrades led by TruHealth supporting faster revenue growth and reinforcing the shift toward higher-value offerings

MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur

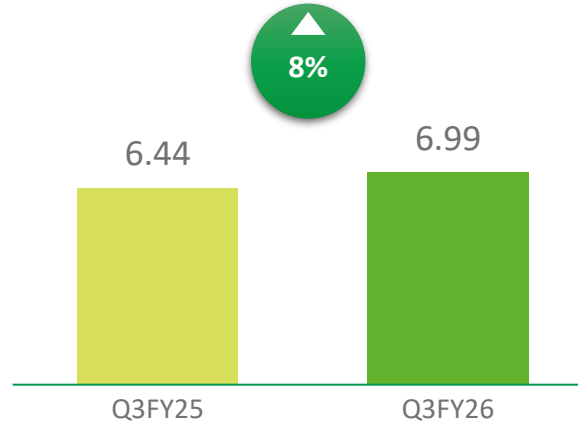
B2C now includes all own, franchisee and rural centres; B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial

Consistently Delivering Patient & Test Volume Growth

Patient Volume (in Mn)

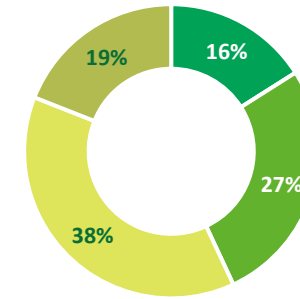


Test Volume (in Mn)

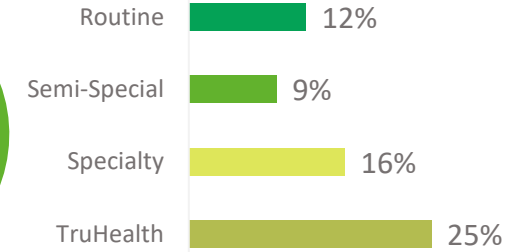


Q3FY26 Segment Contribution

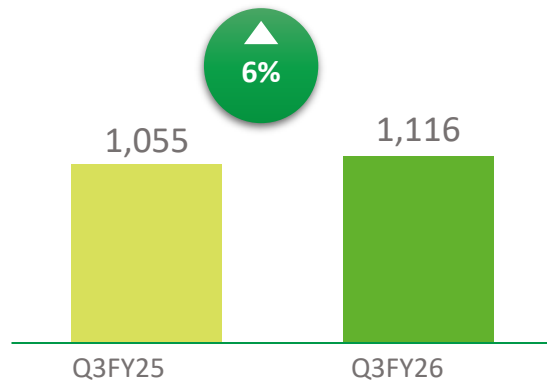
- Routine
- Semi-Special
- Specialty
- TruHealth



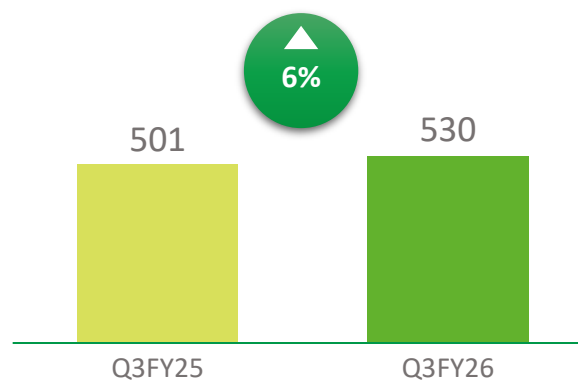
Q3FY26 Segment Revenue Growth



Revenue Per Patient (RPP) INR

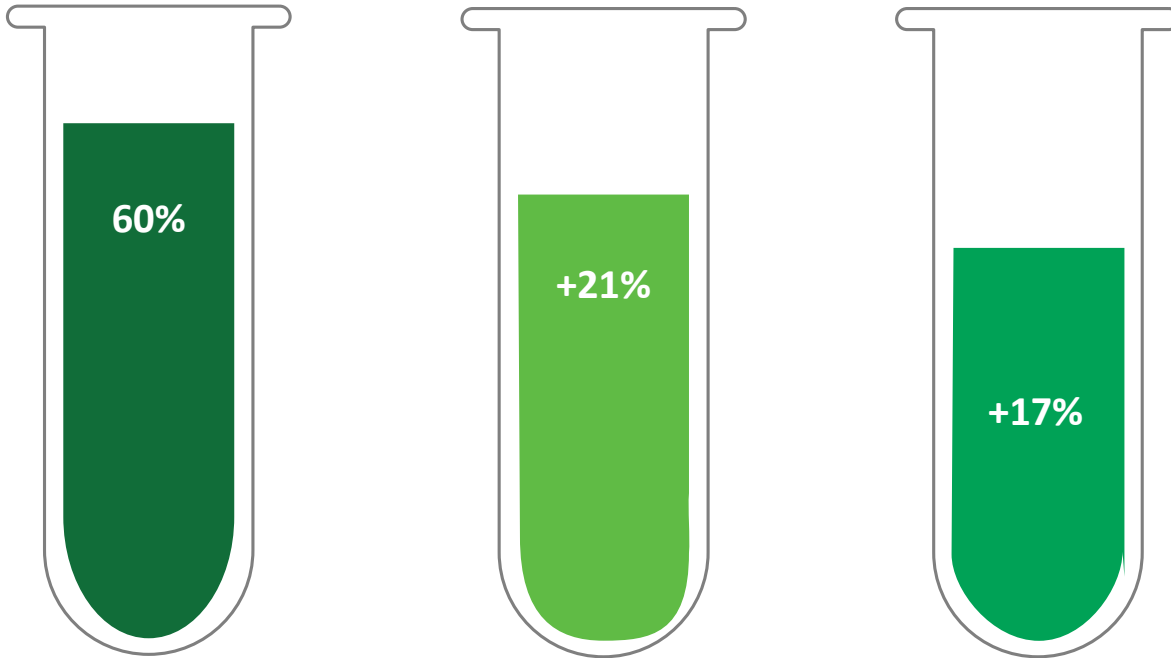


Revenue Per Test (RPT) INR



- Delivered strong 9% volume growth, outperforming seasonal benchmarks
- Increased throughput & productivity enhancement driving volumes across segments
- RPP growth driven by TruHealth and Specialty mix, reinforcing premiumization strategy

B2C revenue growth @ 15% YoY



B2C Contribution

B2C TruHealth

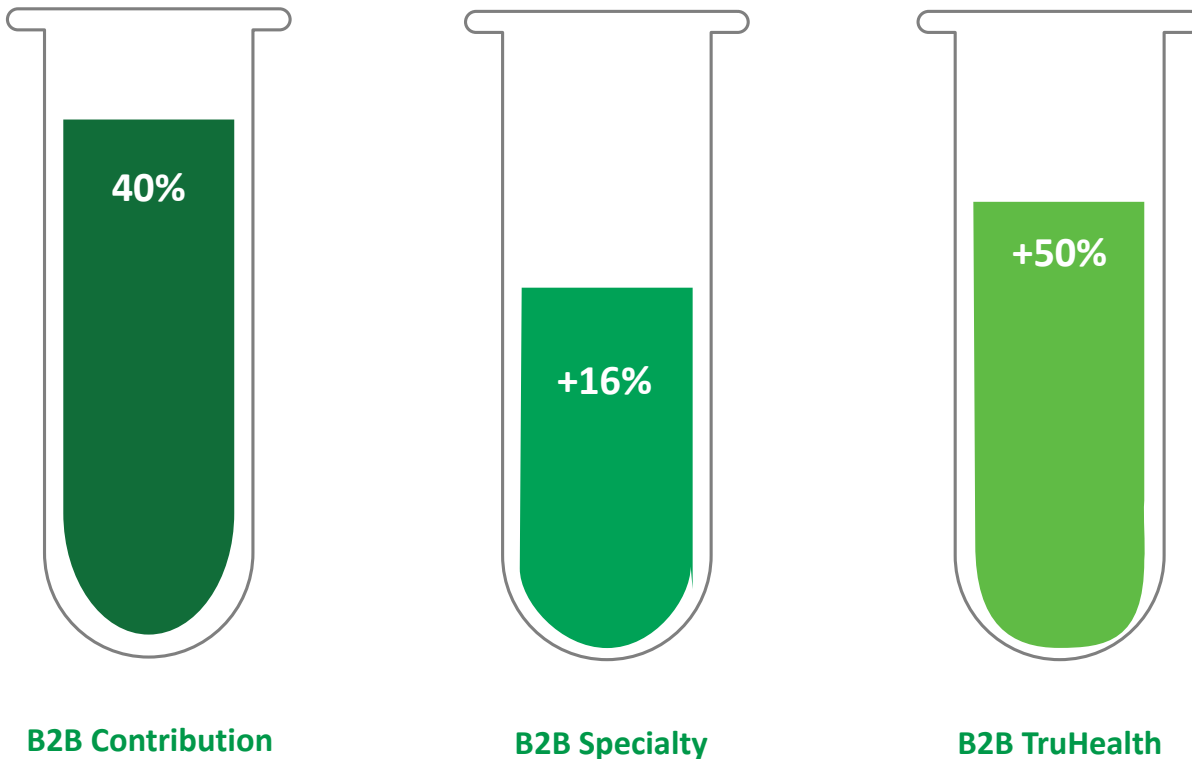
B2C Specialty

- B2C patient volumes increased by 7%, while revenue per patient grew 8%, supported by scientific-led upselling.
- Premium TruHealth packs and consult bundles significantly lifted B2C revenue quality and RPP
- Specialty growth accelerated through clinician connect and NGS portfolio expansion
- Hyperlocal Micro-marketing strategies driving deeper local market penetration

MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur

9 B2C now includes all own, franchisee and rural centres; B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial

B2B revenue growing by 15% YoY



- Strategic B2B push mitigated seasonality, sustaining growth momentum with volume growth of 11% and 4% rise in RPP
- Specialty and corporate client additions lifted mix and scale
- Digital partner integration, enhanced reliability, query resolution platforms & enhanced service levels enabling client stickiness & increase in wallet share

MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur

B2C now includes all own, franchisee and rural centres; B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial

TruHealth Revenue grew @ 25% YoY for Q3FY26

○ Strong Revenue Momentum, Premium Mix & Digital Acceleration



- **TruHealth contribution increased to 19% (vs 17% Q3FY25)** driven by mix upgrade due to adoption of MetAdvisor (AI-powered Recommendation Engine) across touchpoints
- **Premium TruHealth portfolio now 24% of mix (+200 bps QoQ)**, powered by ECG, vitals and consult bundles
- Radiology-integrated wellness offerings grew 2x Q3 YoY, on the back of growing consumer demand
- **Rural TruHealth Offerings grew 3x Q3 YoY**, through new chronic screening packages & Hyperlocal micro-marketing
- **Digital channels** scaling rapidly, contributing an increasing share of TruHealth sales

TruHealth

Growth

25%

Revenue Contribution

19%

Speciality Revenue grew @ 16% YoY for Q3FY26

- Leveraging Core diagnostic capabilities in specialized & super-specialized testing to **drive cross-selling across Metropolis' nationwide B2C and B2B network.**
- **Distinct capabilities** and end-to-end services under one roof enabling **increased wallet share in specialty testing.**
- Accelerating Specialty Leadership through Science, AI and Clinician Trust



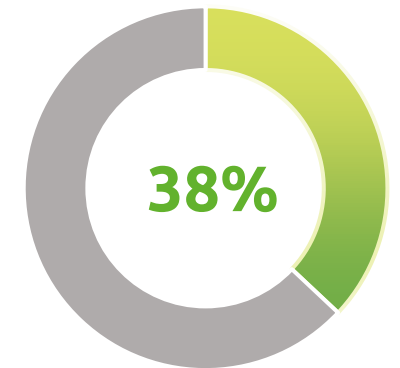
- **Centre of Genomics launched with Illumina partnership** – Establishing a state-of-the-art genomics platform to scale advanced NGS, strengthen clinical leadership, and anchor long-term innovation in precision diagnostics.
- **NGS emerging as a structural growth engine** – 300+ new test additions driving double-digit YoY growth, reflecting rapid clinician adoption and platform scaling.
- **Innovation-led differentiation through AI diagnostics** – AI-driven Allergy CRD grew ~80% YoY, reinforcing Metropolis' leadership in precision and clinical trust
- **High-impact clinician engagement & focused execution** – 30+ CMEs, 10+ global scientific conferences, 1,000+ KOL interactions
- **Focused execution on high-value tests** lifting productivity and revenue

Specialty

Growth



Revenue Contribution





Q3FY26 Key Performance Indicators

MHL Group

Includes recent acquisitions of Core Diagnostics, DAPIC - Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur

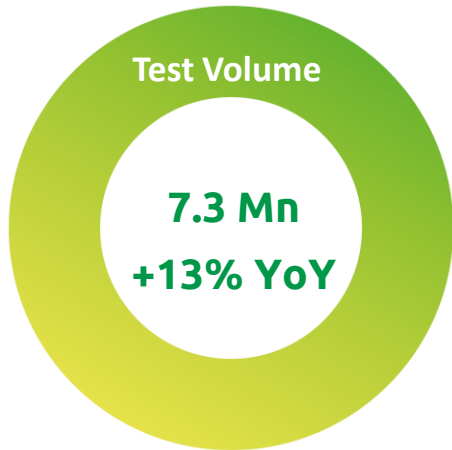
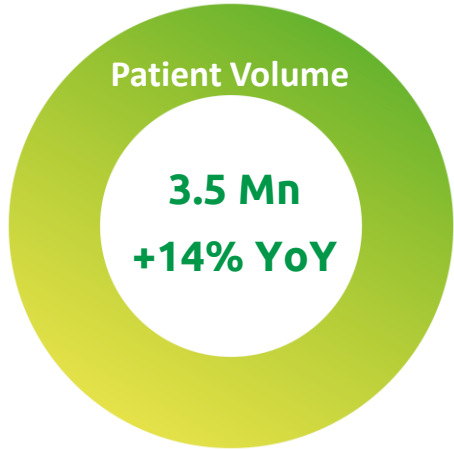
For your health,
it's good to be sure.



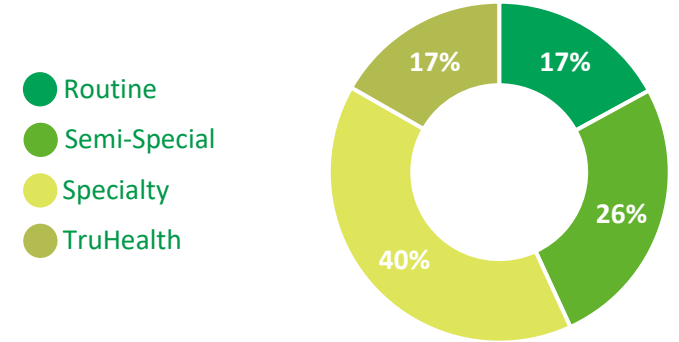
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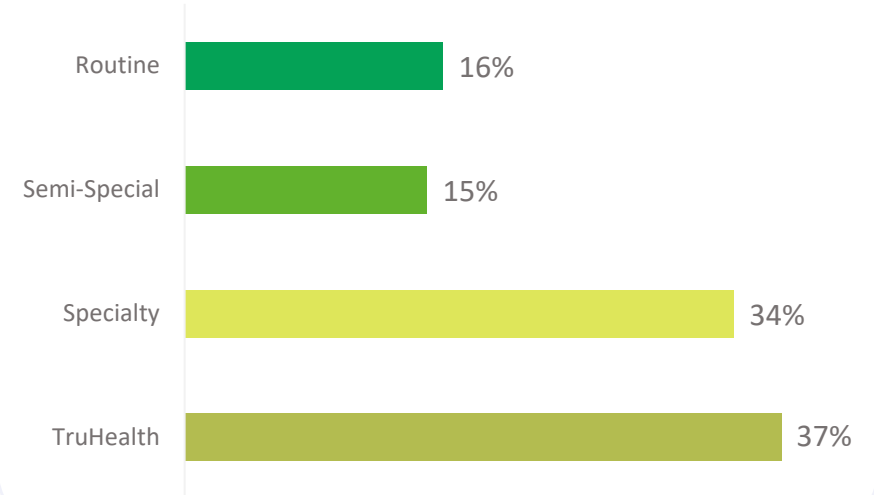
Q3FY26 Key Performance Indicators



Q3FY26 Segment Contribution



Q3FY26 Segment Revenue Growth

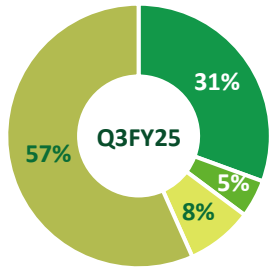


Diversified Revenue contribution across geographies

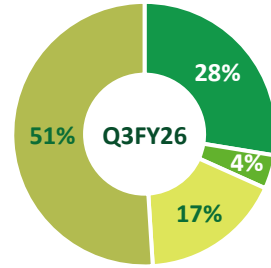
By Region
(MHL Categorisation)

- West
- South
- North
- East

Revenue Contribution



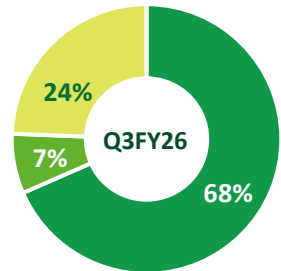
Revenue Contribution



By City Tier

- Tier I
- Tier II
- Tier III

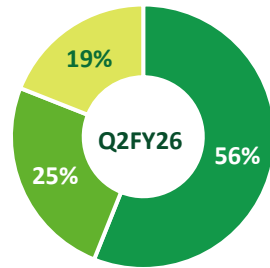
Revenue Contribution



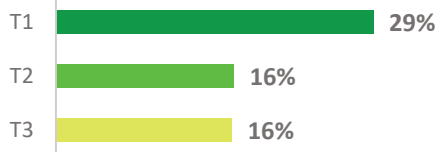
By Cities
(MHL Categorisation)

- Focus
- Seeding
- Others

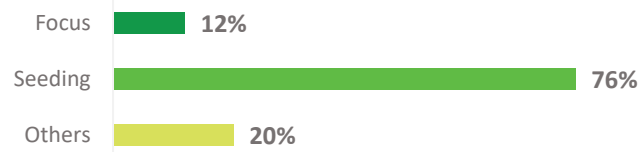
Revenue Contribution



Revenue Growth

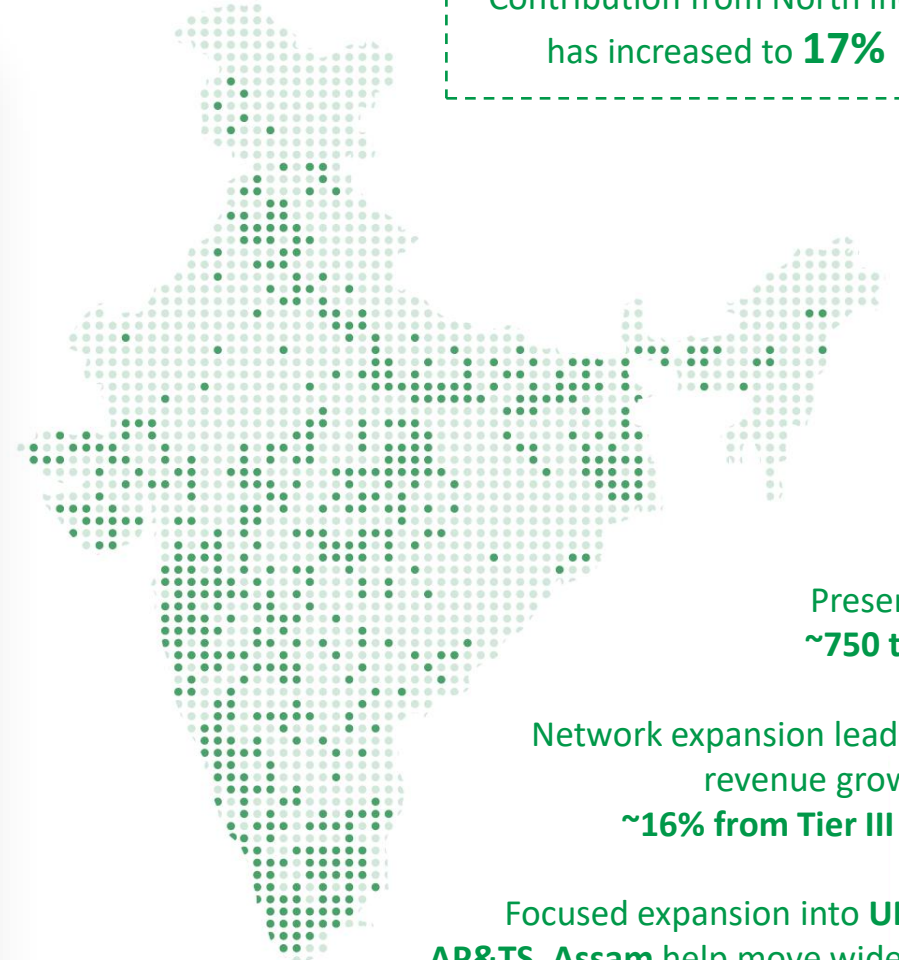


Revenue Growth



Revenue Contribution of Domestic Revenue only

Contribution from North India has increased to **17%**



Presence in **~750 towns**

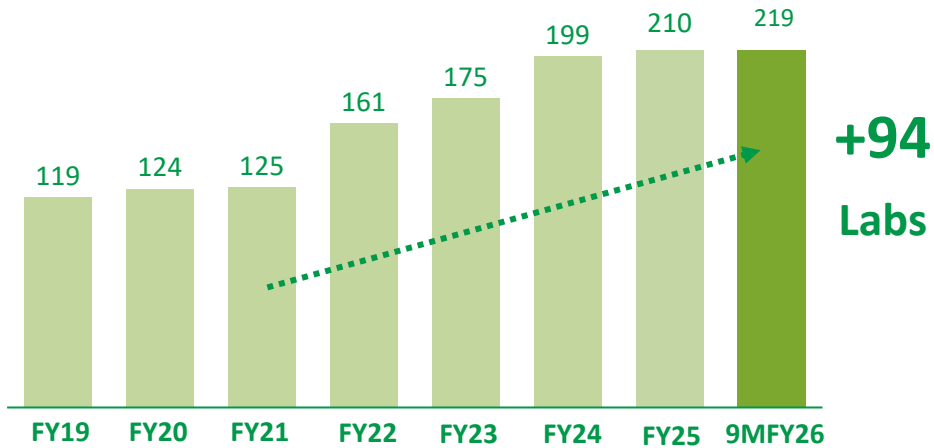
Network expansion leading to revenue growth of **~16% from Tier III cities**

Focused expansion into **UP, MP, AP&TS, Assam** help move wider into newer geographies

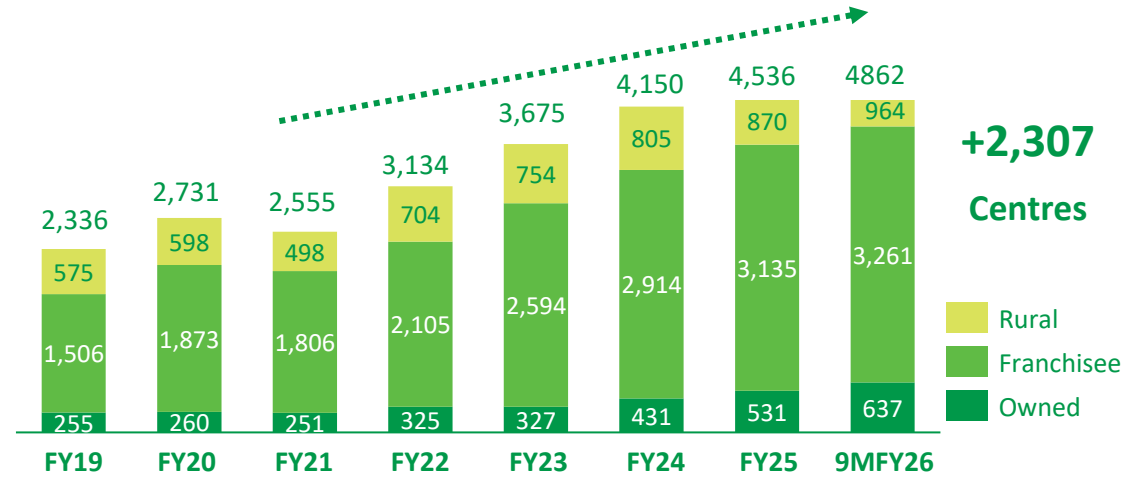
Map not to scale and for illustrative purpose only

Building a scalable efficient network

Laboratory Network



Service Network



~750 towns
from 300 towns in FY23

2 Labs
added in Q3 FY26
Closed 4 labs for
consolidation

112 Centres added in
Q3 FY26

Q3FY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	Q3FY25	Q3FY26 (MHL Organic)	Y-o-Y
Revenue from Operations	323	371	15.0%
Total Cost	251	279	
EBITDA	72	93	29.3%
EBITDA Margin (%)	22.2%	25.0%	280 bps
Depreciation	28	29	
Other Income	3	3	
EBIT	47	67	44.0%
Finance Cost	4	4	
Profit Before Exceptional item & Tax	42	63	48.0%
Exceptional Item (Impact of new labour code)	-	8	
Current Tax	11	15	
Profit After Tax (PAT)	31	39	25.0%
PAT Margin (%)	9.8%	10.6%	
PAT excluding Exceptional item	31	48	51.5%
PAT excluding Exceptional Item (%)	9.8%	12.8%	300 bps

Q3FY26 (MHL Group)	Y-o-Y
406	25.8%
311	
95	32.4%
23.4%	120 bps
32	
9	
72	54.7%
6	
66	56.5%
9	
15	
42	33.7%
10.4%	
51	62.6%
12.6%	280 bps

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9MFY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	9MFY25	9MFY26 (MHL Organic)	Y-o-Y	9MFY26 (MHL Group)	Y-o-Y
Revenue from Operations	986	1118	13.4%	1,221	23.9%
Total Cost	745	833		928	
EBITDA	241	285	18.1%	293	21.4%
EBITDA Margin (%)	24.5%	25.5%	100 bps	24.0%	-50 bps
Depreciation	80	88		95	
Other Income	8	11		17	
EBIT	169	209	23.1%	215	26.9%
Finance Cost	15	13		17	
Profit Before Exceptional item & Tax	154	196	26.5%	199	28.2%
Exceptional Item (Impact of new labour code)	-	8		9	
Current Tax	38	49		49	
Profit After Tax (PAT)	116	139	19.2%	140	20.6%
PAT Margin (%)	11.8%	12.4%		11.5%	
PAT excluding Exceptional item	116	147	26.4%	149	28.4%
PAT excluding Exceptional Item (%)	11.8%	13.2%	140 bps	12.2%	40 bps

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Metropolis 3.0



Key Pillars of Metropolis 3.0 Strategy – poised to grow further

1 Strengthening the Core

Expand market share in core and new geographies with focus on specialized and wellness testing, strengthening Top 800 towns via Micro Market Strategy, T3 Acceleration, and breakthrough asset productivity. Build a differentiated Brand and enhance customer experience through consistent & superior touchpoint experience

2 Expand to Adjacencies while Forging New Alliances

Expand into adjacencies such as complementary radiology and primary healthcare, while driving new initiatives like excellence in Genomics and other emerging high-science domains.



4 Fostering Sustainability

Enhance compliance and solidify governance, while prioritizing impactful ESG initiatives and social responsibilities to maximise shareholder value

3 Bolt On Acquisition

Drive new market expansion and build synergies through seamless integration of all acquired assets. Widen reach in priority geographies, with focused acceleration in UP, AP & T, East & North

Target a Revenue CAGR of mid-teen from FY23 to FY26



Achieve Pre-Covid Margin Profile



Be the fastest growing Diagnostics Company within the National Chains Segment

Driving business growth through Digital Transformation

Metropolis is a unique Healthcare Company equipped with CDP, Marketing Cloud, Service Cloud, Sales Cloud, Partner Portal



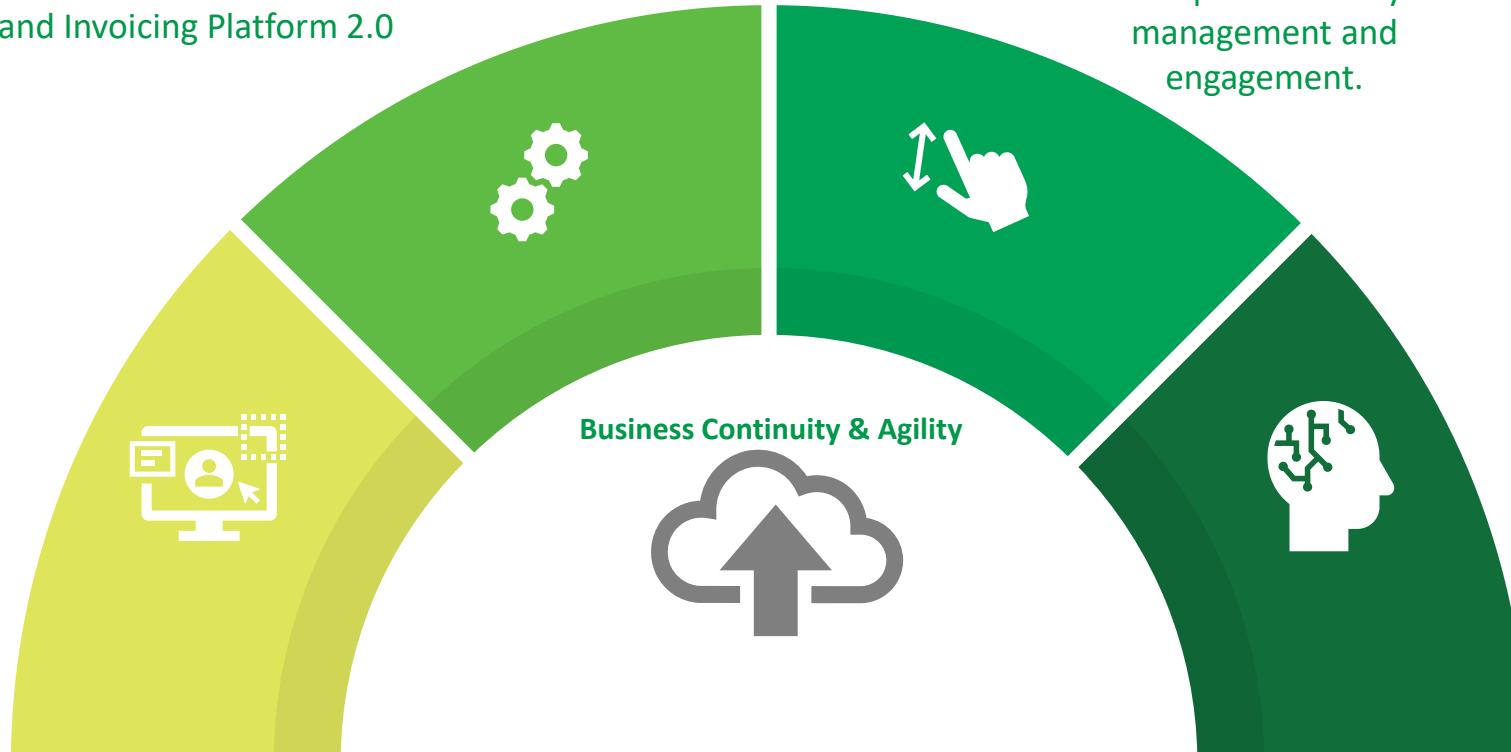
Enhanced Productivity
Second generation Point of Sale Platform Registration and Invoicing Platform 2.0

Rapid Scalability
Partner Portal for end-to-end partner life cycle management and engagement.

Future Ready Architecture and AI Enablement
Customer Data Platform for 360-degree customer view and using AI to personalize experiences

Improved User Experience
Sales CRM with customizable CPQ to manage dynamic pricing

Business Continuity & Agility



Scientifically driven with strong focus on quality, research and academics

57+ New Tests added in H1FY26 (including CDP) and 68 tests in FY25

9+ UGC Certified MedTech courses started with University Collaboration

99% EQAS (External Quality Assurance Score)

60 Top SME doctors in internal Medical Advisory Board to augment scientific differentiation & excellence

Center of Excellence: Women & child health & Oncology.
Building cutting edge capabilities in Molecular Genomics

1st in Industry to :-

- Patent Clinician Decision Support System (CDSS) TB Metrobot (Only Listed Lab with Patent by GOI)
 - Scientific Advisory of Next Best Action for Chronic disease management
 - Establish Clinician Support Vertical for Genomics (CSVG)
 - Offer Metrodocs Clinician Membership Program (MMP)

Scientific Expansion in Test Menu

- New test launched across Oncology, Nephrology, Gynecology and Infectious and Chronic disease segment
- Focus on NGS/molecular genomics segment growing driven by in-house testing and automated AI enabled genetic test reporting



Metropolis Institute of Laboratory Education and Skilling

- Med-tech Courses introduced for doctors & technologists in collaboration with reputed institutions
- Alignment with government focus on upskilling and development of trained Healthcare Professionals workforce



Innovation & Quality

- Launched AI-verified prostate biopsy tests and AI Karyotyping
- Simplified Smart Reports and data-driven Next Best Action initiatives for chronic patients, along with strategic clinician engagement
- Quantifying quality of all labs through Quality index & star rating
- Pre – analytical , Analytical & Post Analytical QA tracks & Quality Culture



i-MAB – internal Medical Advisory Board & External MAB

- SME i-MABs with over 60 subject matter experts focusing on scientific differentiation and quality excellence
- Centres of Excellence pipeline on 3 specialties



99.99% Report accuracy

100% labs under **CAP/ NABL/ KENAS** or benchmarked against same

Metropolis ESG Goals

Well identified ESG Focus Areas and assessments created as per the materiality matrix based on the GRI, SASB and SDG Frameworks.



e

Emission Goals for a Greener Tomorrow

- Carbon Neutrality by 2043
- 45% reduction in emissions intensity by 2030

s

Achieving Zero Waste and Water Neutrality by 2043

- Zero waste in offices by 2030
- Reduce plastic usage by 50% by 2030.
- Reduction of water intensity by 30% by 2030

g

Fostering Quality, Safety, Diversity and Community Well-being

- B2C NPS @90 by 2028
- 100% awareness & training on OHS
- Gender-neutral workforce by 2028
- Impact lives of 6 lakh direct beneficiaries by 2043

Upholding Integrity, Security, and Compliance

- Maintain zero data breaches
- Data protection and patient privacy: ISO 27001 & ISO 27701
- Zero instances of non-compliances

Key ESG Plans

Emissions & Energy



- Achieve 10% reduction in energy consumption through renewable energy
- Implement sub-metering solutions.
- Replace end-of-life assets to improve efficiency.
- Reduce air miles by 2%

Water & Waste Management



- Achieve 5% reduction in water usage through conservation
- Implement rainwater harvesting.
- Reduce plastic usage by 10% with biodegradable alternatives.
- Undergoing a **paperless transformation**, replacing **physical reports with digital alternatives.**

Employee Recruitment, Development and Retention



- Career 2.0 Campaign to increase gender diversity
- Strengthen learning and development programmes
- Reduce attrition through Early Warning Signals

Risk Management



- Annual assessments of Risk Register according to ERM
- Track mitigation plans for identified high-risk areas.

Patient Privacy and Electronic Health Records



- 100% training on information security and data privacy.
- Sustenance audits by BSI to maintain ISO 27001 and ISO 27701 certifications.

Occupational Employee Health & Safety



- Raise awareness on safety among employees
- Safety audits for compliance check

Community Development



- MedEngage, Too Shy to Ask (TSTA) and Preventive Healthcare CSR projects



Quality of Care and Patient Satisfaction

- Aim for B2C NPS score over 90% by addressing detractors
- Resolve over 85% of complaints within 24 hours



Board Governance, Ethics and Compliance

- Inclusion and ongoing amendment of policies and processes from Corporate law and organization perspective
- Zero instances of non-compliance
- Board diversity

CSR at Metropolis – creating a positive impact



MedEngage

- **365 scholarships**, including **43 research grants**, were awarded under the MedEngage Program — a **50% increase over the previous financial year**.
- Regular **MedTalks and webinars** with SMEs were conducted to groom young medical talent, reaching over 1 lakh views.



Too Shy to Ask (TSTA)

- **TSTA Rural** focused on **adolescent reproductive and sexual health and life skills**, reaching over 1 lakh adolescents.
- **4,000 action plans** were developed by adolescent girls.
- **3,000 external stakeholders** were oriented on ARSH as key influencers.



Preventive Healthcare Projects

- **1,000 TB patients** received **nutritional support in FY25** to ensure medication adherence.
- Focus on **non-communicable diseases such as diabetes and anemia**, with an estimated outreach of 3 lakh individuals.
- **89% of beneficiaries** expressed appreciation for the program.

'Promoter led – Professionally driven' organisation



Dr. Sushil Shah
Founder & Non – Executive
Non - Independent Director



Ameera Shah
Promoter & Executive Chairperson



Surendran Chemmenkotil
Managing Director

Dynamic Leadership Team for Next Level of Growth



Dr. Nilesh Shah
President - Internal Assurance



Sameer Patel
Chief Financial Officer



Diya Suri
Chief People Officer



Dr. Kirti Kazi
Chief Scientific & Innovation Officer and
Group Head CSR



Mohan Menon
Chief Marketing Officer



Avadhut Joshi
Chief Business Development Officer



Bhoopendra Rajawat
Chief Business Officer
West & North and East



Kannan Alangadan
Chief Business Officer
South



Pinakin Shah
Chief Information Officer

Recent Awards and Accolades

- Dec'25 **Ameera Shah – Most Powerful Women in Business** by Business Today for the year 2025
- Sept'25 **Dr Sushil Shah and Ameera Shah** felicitated with the **Hurun India's Family Business Excellence Award** for the year 2025.
- Sept'25 **Ameera Shah - Influential Leader of India Award 2025** by Marksmen Daily
- Jun'25 **Metropolis Healthcare – Most Innovative Organizations Award** by ET Now for the year 2025
- Jun'25 **Metropolis Healthcare – Best Healthcare Brands Award by ET Edge** for the year 2025
- Jun'25 **Metropolis Healthcare - Gold Award for Best Diagnostic Chain of the Year 2025** at the FE Healthcare Excellence Awards
- Jun'25 **Ameera Shah – Most Powerful Woman in Business by Fortune India** for the year 2025
- Mar'25 **Ameera Shah – Most Influential Women in India 2025** by Business World
- Feb'25 **Metropolis Healthcare – WOW Workplace Award for the year 2025** in the Pharmaceutical and Healthcare category
- Nov'24 **Ameera Shah – Most Powerful Women in Business by Business Today** for the year 2024
- Sept'24 **Ameera Shah - Healthcare Icon/Leader of the Year Award** at the ET Healthcare Excellence Awards 2024
- Jul'24 **Gold Award for Best Content Marketing & Bronze Award for Best Social Media Communication** at E4M Health & Wellness Marketing Awards 2024
- Apr'24 **Gold Award - Diagnostic Chain of the Year and Bronze Award - Best CSR Practice in Healthcare** at the FE Healthcare Excellence Awards 2024
- Mar'24 **CSR Program MedEngage - Winner at the 3rd edition of the NATHealth Impact Awards 2024** in the CSR category
- Feb'24 **Dr Sushil Shah - Lifetime Achievement in Diagnostics Leadership Award** by Voice of Healthcare.





For further information, please contact:

Company :

Investor Relations Advisors :

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SGA Strategic Growth Advisors

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