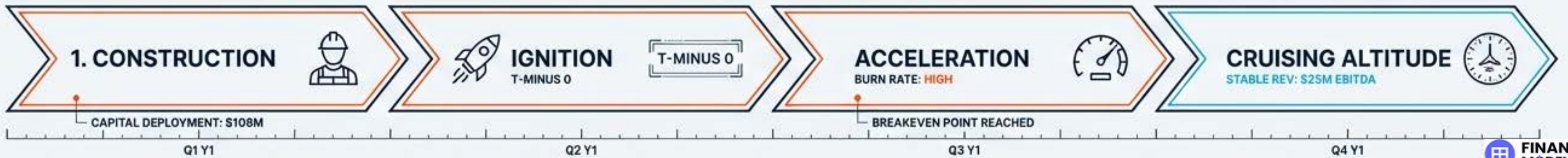
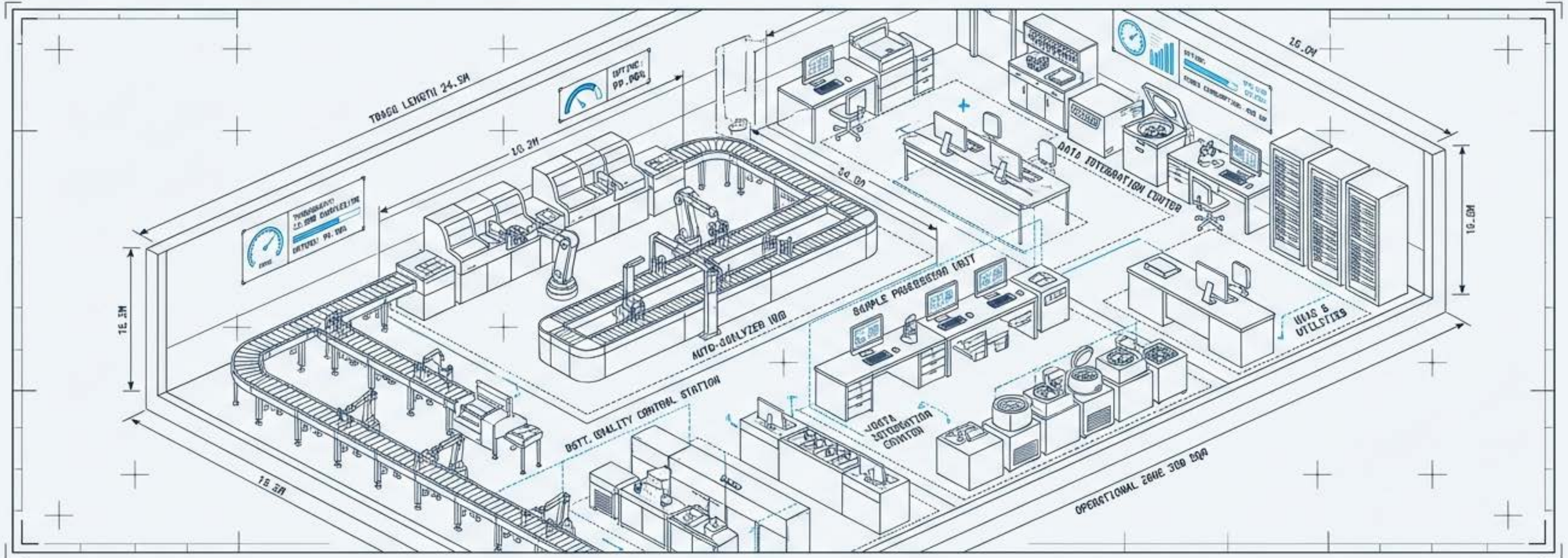
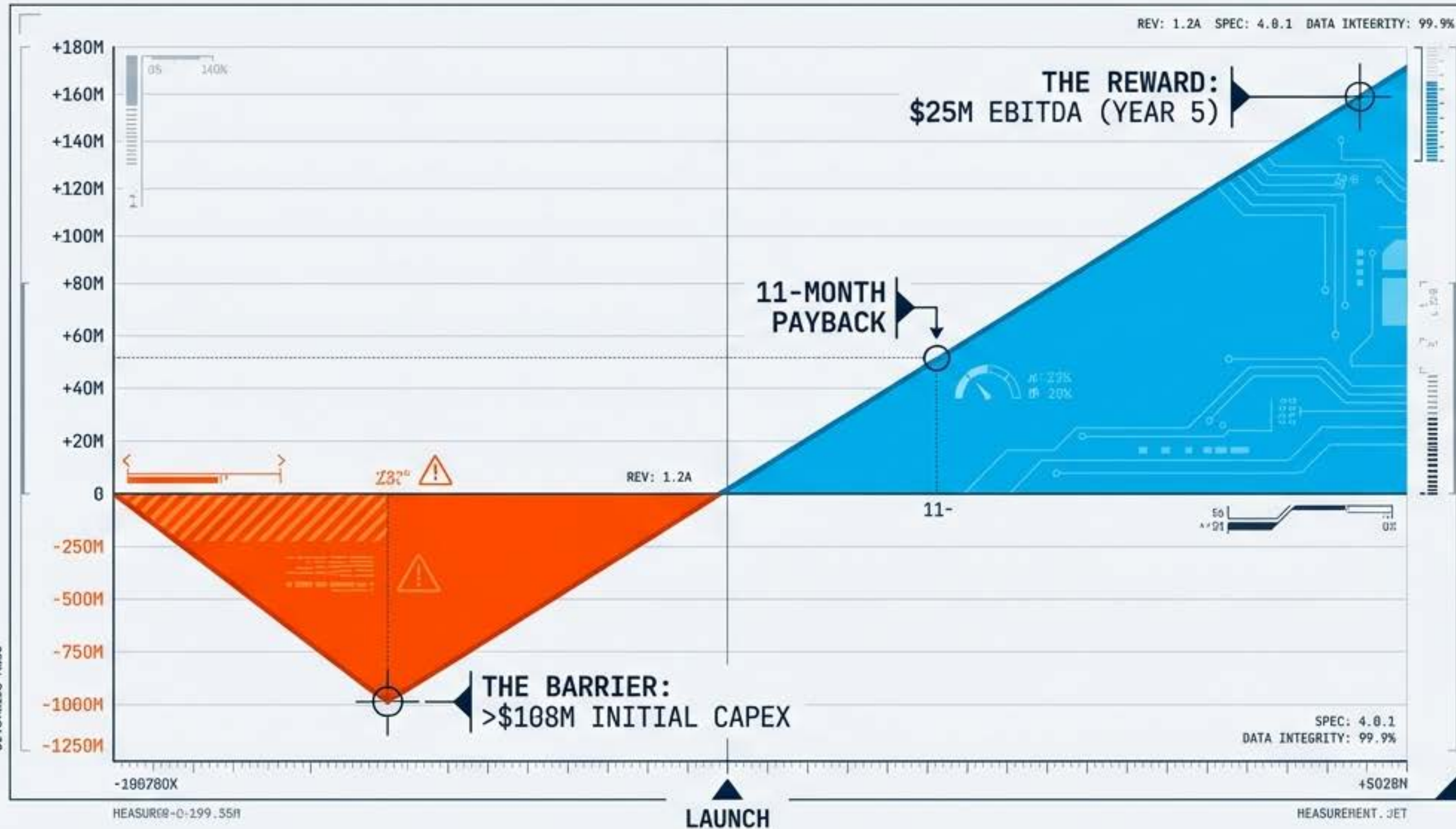


# CLINICAL LABORATORY FINANCIAL MODEL & OPERATIONAL READINESS

Navigating the Path from \$108M Capital Entry to \$25M Annual EBITDA



# THE HIGH-STAKES THESIS: CONVERTING CAPITAL INTO VELOCITY



## ⚠️ THE RISK:

### OPERATIONAL BURN

⚙️ **\$22.8K / MONTH**  
FIXED

👤 **\$6.025M**  
YEAR 1 WAGES

## THE INSIGHT:

SUCCESS IS **BINARY**.  
THE ENGINE EITHER  
HITS **VOLUME**  
**IMMEDIATELY** OR  
**BURNS OUT**.

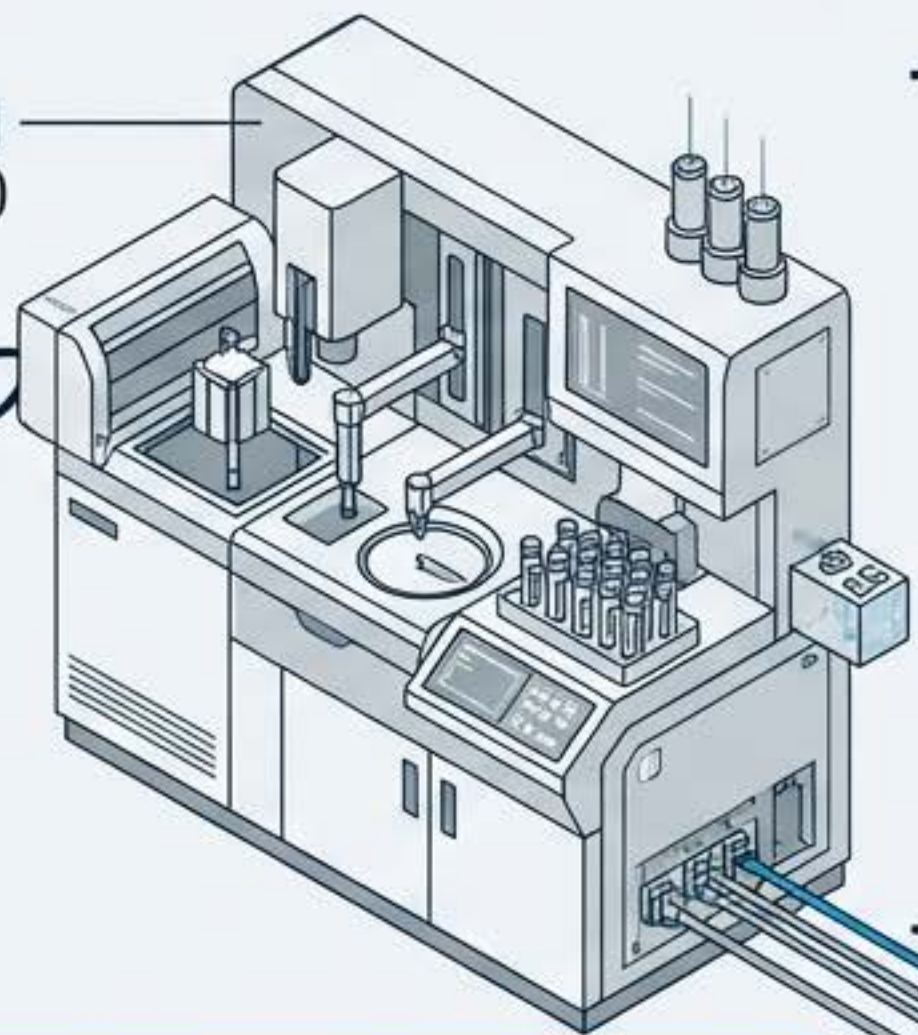
# THE PRICE OF ENTRY: LOCKING IN OPERATIONAL READINESS

REV: 2.0A SPEC: 5.1.8 DATA INTEGRITY: 99.9%

HEAVY IRON  
(Analyzers)

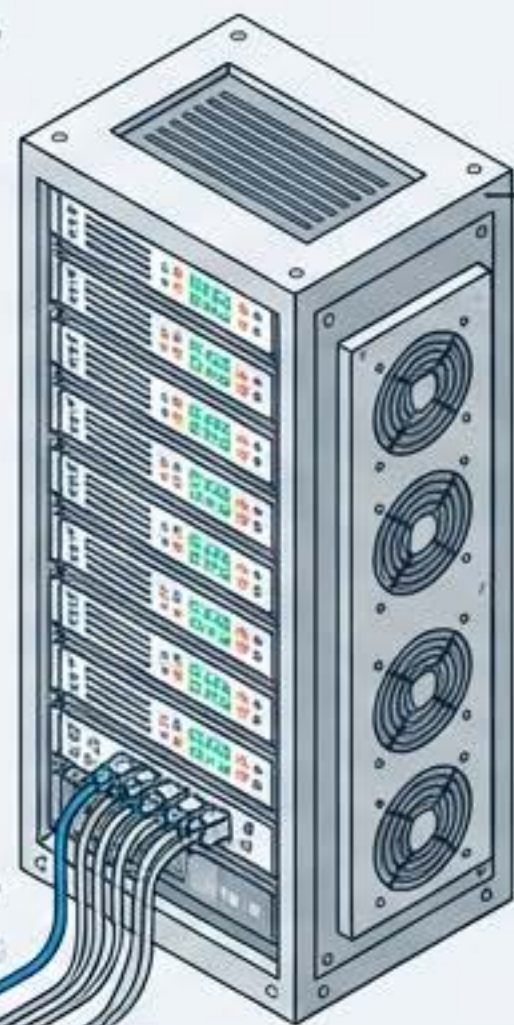


Primary  
Capital  
Driver




TOTAL CAPEX:  
» **\$108** «  
MILLION

DIGITAL BACKBONE  
(LIMS)



 **REALITY CHECK**  
This investment must occur *\*entirely\**  
before the first sample is processed.

 **DEPRECIATION REALITY:**  
Asset Life: 7 Years  
Annual Non-Cash  
Depreciation: ~\$15M  
Impact: Tightens Net  
Income despite strong  
EBITDA.

JF16RA108 M300

MEASUREMNT. JET

SYSTEM STATUS: OPTIMAL

# THE IGNITION BURN RATE: OVERHEAD CONSUMES CASH WHILE IDLING

REV: 2.1A SPEC: 6.2.8 DATA INTEGRITY: 99.9%



## FIXED LOAD



### FACILITY & COMPLIANCE

\$22,800 / Month  
(Rent, Regulatory, Utilities)



### HUMAN CAPITAL

\$6.025 Million  
(Year 1 Wages - Admin & Lab Staff)

## REALITY CHECK



HONESTLY...

This overhead structure means every day without significant throughput increases the burn rate definitely. Rapid provider onboarding is the only protection.

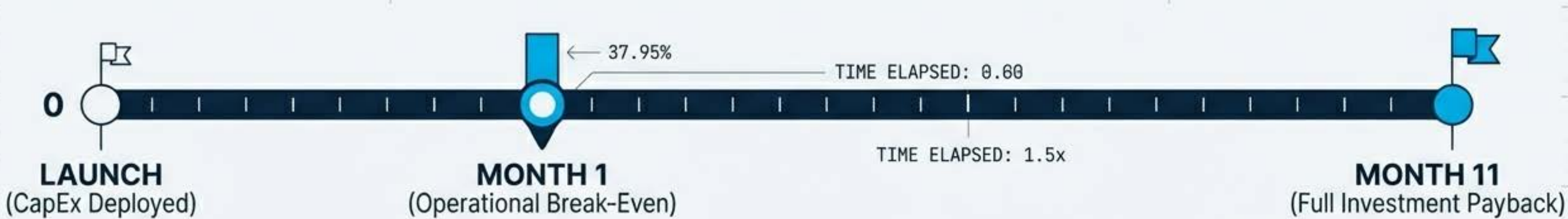
# THE GROSS MARGIN BATTLE: ESCAPING THE "ZERO PROFIT" TRAP

## Margin Squeeze



**CRITICAL RULE:**  
 If a test sells for \$100, materials cannot cost more than \$14.

# SPEED TO STABILITY: THE 11-MONTH PAYBACK WINDOW



**OPERATIONAL IMPERATIVE**

Operational efficiency must convert capital into net positive returns in <1 year.

This assumes no ramp-up period—the lab must launch at speed.

**REALITY CHECK:**  The window for payback is unforgiving. Failure to hit operational break-even by Month 1 and full payback by Month 11 significantly increases burn rate and risks total depletion of capital reserves.

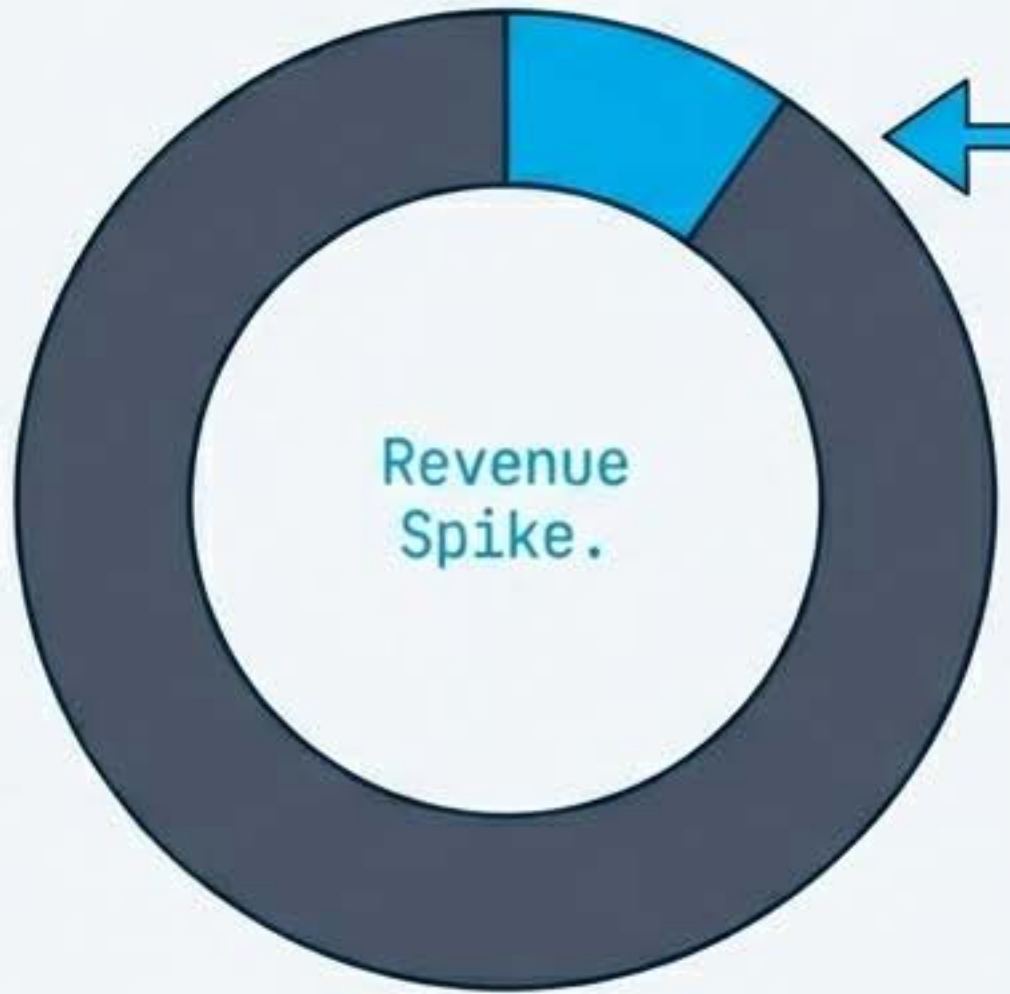
# ACCELERATOR 1: TEST VOLUME & STRATEGIC MIX

## Before and After: Optimising Revenue through Case Mix

SCENARIO A: ROUTINE



SCENARIO B: STRATEGIC MIX




**THE LEVER:**  
Shifting 10% of volume to Infectious Disease Molecular Panels (\$180/test).


**Strategy:** Prioritise volume density per zip code for specialised diagnostics, not low-margin routine work.

# ACCELERATOR 2: MAXIMIZING HUMAN CAPITAL "RPM"




 **METRIC:** Lab Scientist Utilization

Higher utilization dilutes the fixed labor cost per test. Owner income tracks directly with this gauge.

 **OPERATIONAL BLOCKER:** If onboarding >14 days, churn rises and utilization stalls.

# ACCELERATOR 3: PRICING POWER IS CASH COLLECTION, NOT LIST PRICE



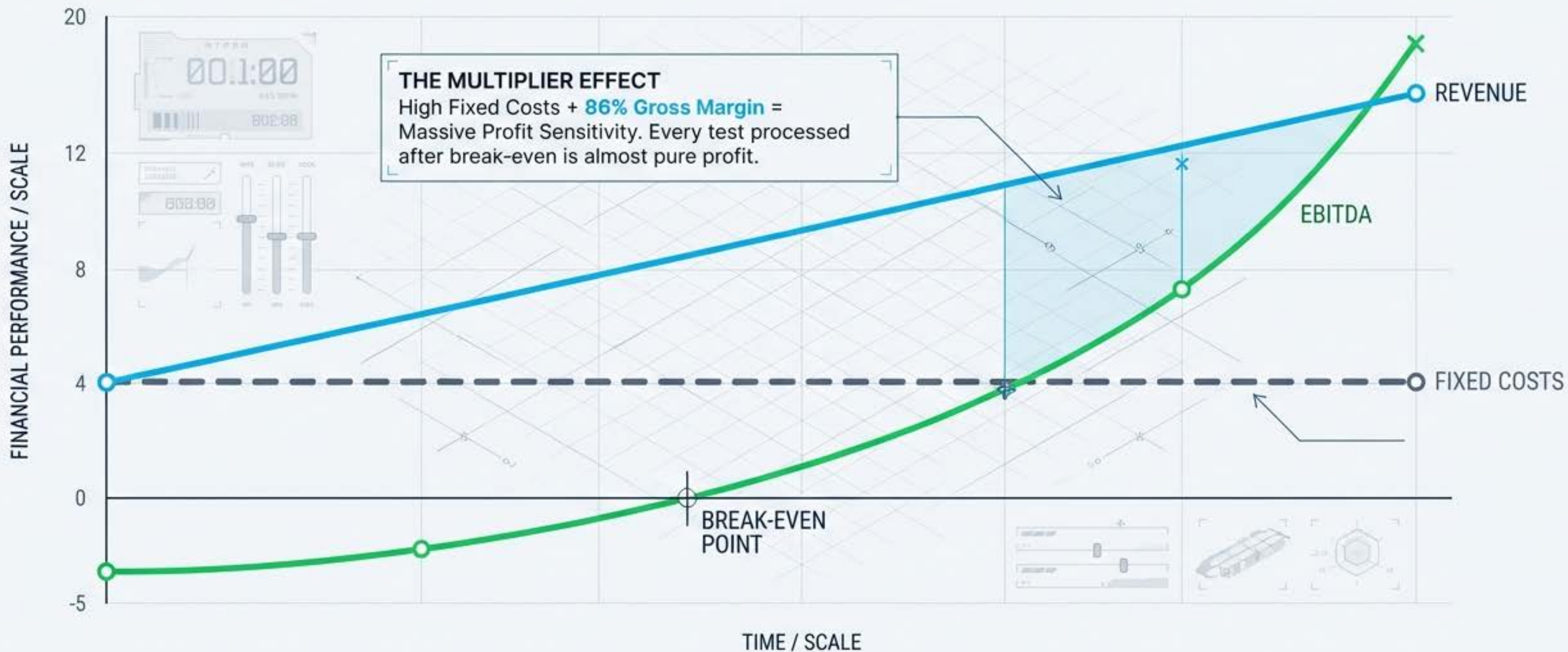


## Reality Check

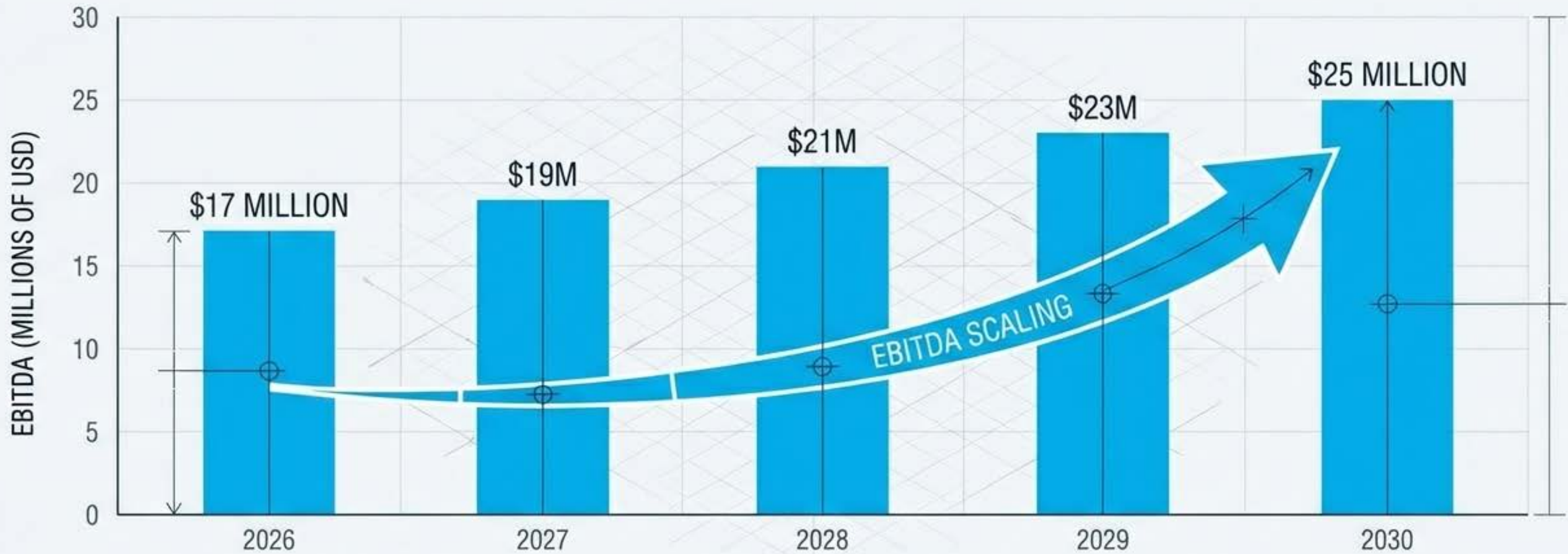
Pricing power isn't setting the sticker price; it's securing a high percentage of that price in cash flow. 186% Gross Margin is theoretical if collections fail.

**ACTION:** Negotiate payment terms upfront. Reduce days in accounts receivable.

# CRUISING ALTITUDE: THE MULTIPLIER EFFECT OF OPERATING LEVERAGE



# FINANCIAL OUTLOOK: THE PATH TO \$25M EBITDA



**NOTE:** While cumulative EBITDA is strong (\$174M projected), Net Income will be impacted by significant non-cash depreciation on the \$108M asset base.

# RISK MITIGATION: FAILURE MODES & INTERVENTIONS



## SUPPLY CHAIN

**Risk:** Reagents stay at 100% of revenue.

**Fix:** Lock 2027 pricing now.

RISK SCORE: HIGH  
INTERVENTION STATUS: ACTIVE



## SALES/GROWTH

**Risk:** Provider onboarding >14 days.

**Fix:** Streamline SOPs & digital integration.

INTERVENTION STATUS: ACTIVE



## FINANCIAL

**Risk:** Depreciation miscalculation.

**Fix:** Model straight-line vs. accelerated schedules.



## OPERATIONAL

**Risk:** Utilization <650%. <650%.

**Fix:** Automate data entry to free scientist hours.



INTERVENTION STATUS: ACTIVE

TECHNICAL DATA 3-28 / 722653  
BIA7H0RE75 2.88 / 8.4971



# OPERATIONAL READINESS CHECKLIST



# THE STRATEGIC IMPERATIVE: SPEED IS THE ASSET

This is a high-barrier entry market where operational efficiency converts capital into market dominance.

Success is defined by the speed of funding, the speed of onboarding, and the speed of processing.



Reality Check

**PRIORITISE VOLUME DENSITY NOW**