



VIJAYA[®]
DIAGNOSTIC
CENTRE

February 12, 2025

To,
The Listing Department
National Stock Exchange Of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051
NSE Symbol: VIJAYA

To,
The Corporate Relations Department
BSE Limited,
Phiroze Jeejeebhoy Towers,
25th floor, Dalal Street,
Mumbai - 400 001
BSE Scrip Code: 543350

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation on Financial Results for quarter and nine months ended December 31, 2024, which would be used in the Investors / Analysts earnings conference call scheduled to be held on **February 12, 2025, at 05:30 p.m. (IST).**

Please take the information on record.

Thanking you,
For Vijaya Diagnostic Centre Limited

Hansraj Singh
Company Secretary & Compliance Officer
M. No. F11438

Encl.: As Above



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Q3 & 9M FY25 Earnings Presentation

February 12, 2025

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Note 1:

Acquisition (PH Diagnostic Centre Private Limited, Pune) : PH has become a whole owned subsidiary effective from 21st December 2023. Consequently, its financials have been consolidated from 21st December 2023 in the last financial year FY 2023-24.

Hence, the consolidated operational and financial figures of Q2 FY25, Q3 FY25, Q3 FY24, 9M FY25 and 9M FY24 in the subsequent slides are including PH, unless otherwise stated.



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Q3 & 9M FY25 Performance Snapshot



Financial Performance

INR 1,690 Mn

Revenue from Operations

INR 1,580 Mn

Revenue excluding PH

INR 671 Mn | 39.7%

EBITDA | EBITDA Margin %

INR 352 Mn | 20.8%

PAT | PAT Margin %

Key Metrics



1.05 Mn

Footfall



3.68 Mn

Tests



149

Centres



93%

B2C Revenue %



YOY Growth %

27.3%

Revenue Growth %

27.6%

Test Volume Growth %

19.3%

Footfall Growth %

20.2%

Revenue Growth ⁽¹⁾ %

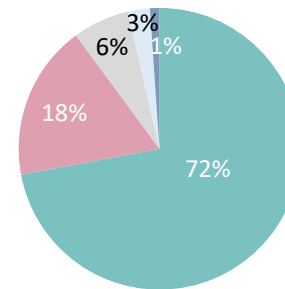
20.0%

Test Volume Growth ⁽¹⁾ %

15.0%

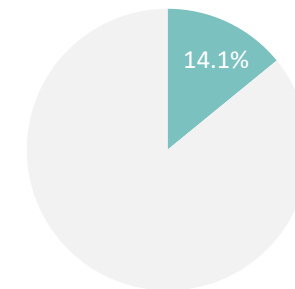
Footfall Growth ⁽¹⁾ %

Geographical Contribution



Hyderabad RoAPT Pune Kolkata Others

Wellness Share%



Wellness Share %

Financial Performance

INR 5,081 Mn

Revenue from Operations

INR 4,736 Mn

Revenue excluding PH

INR 2,044 Mn | 40.2%

EBITDA | EBITDA Margin %

INR 1,084 Mn | 21.3%

PAT | PAT Margin %

Key Metrics



3.14 Mn

Footfall

11.00 Mn

Tests



149

Centres

93%

B2C Revenue %



YOY Growth % ⁽¹⁾

29.4%

Revenue Growth %

29.0%

Test Volume Growth %

22.1%

Footfall Growth %

21.0%

Revenue Growth ⁽¹⁾ %

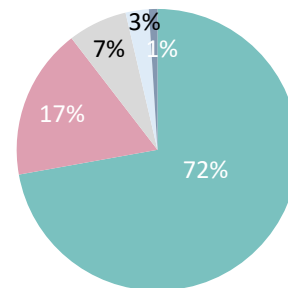
20.7%

Test Volume Growth ⁽¹⁾ %

16.6%

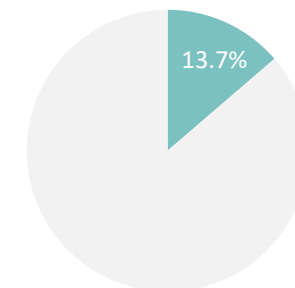
Footfall Growth ⁽¹⁾ %

Geographical Contribution



Hyderabad RoAPT Pune Kolkata Others

Wellness Share%



Wellness Share %



Commenting on the performance for Q3 FY25, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:

“I’m pleased to announce another strong quarter, marked by a remarkable year-on-year revenue growth of 27.3%, with a solid 20.2% growth achieved organically. This strong performance was primarily driven by volume across both Pathology and Radiology segments.

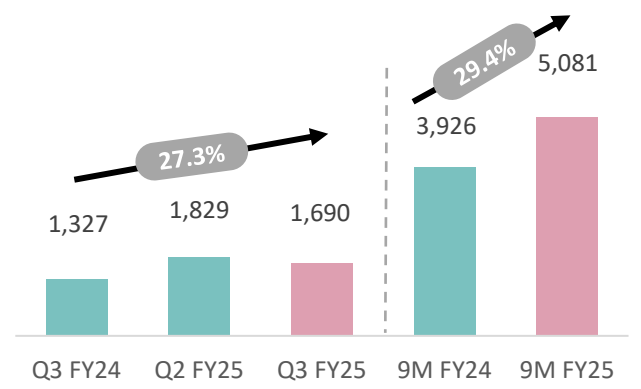
I am happy to share that we have operationalized our 1st centre at Pimple Saudagar, Pune (Spoke) under Vijaya PH Brand in this month, following the PH acquisition.

Looking ahead, I am excited to announce that we would be commissioning 6 hubs across Pune, West Bengal and Bengaluru in the coming 3 months, taking our total hub addition to 9 in the 12-month period which marks a significant milestone in the history of Vijaya.

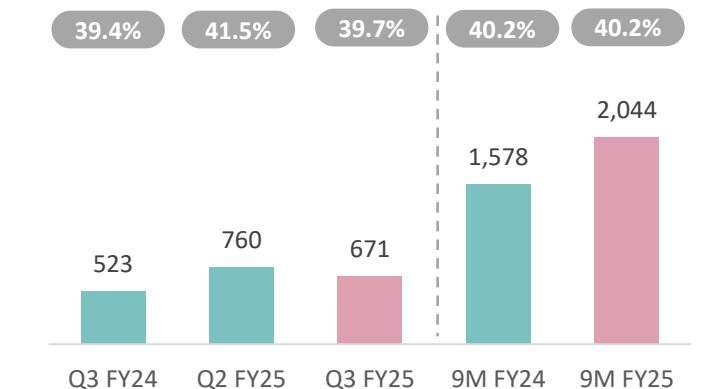
We have also made key strategic hires at the mid and senior levels across functions to support the management in driving the next phase of growth.”

Key Financials

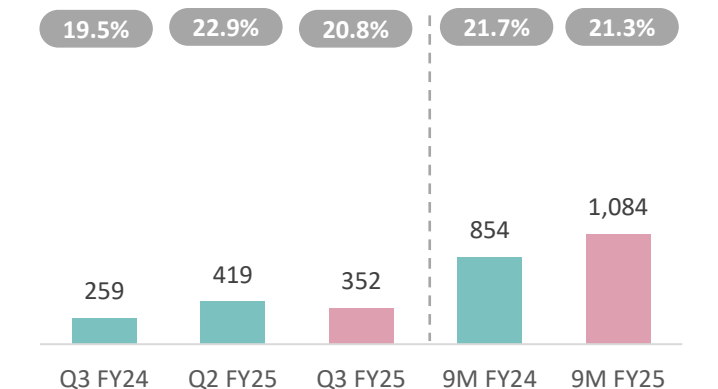
Revenue from Operations (INR Mn)



EBITDA & EBITDA Margin %

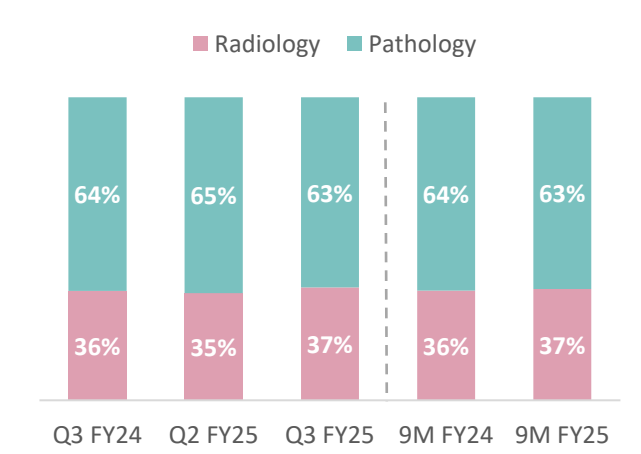


PAT & PAT Margin %

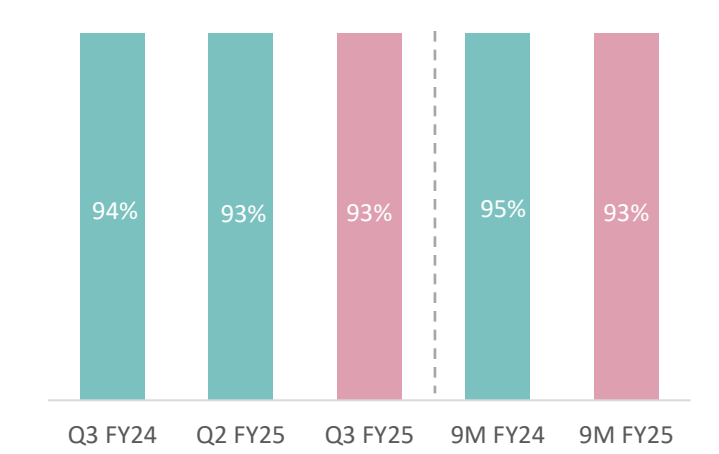


Revenue Mix

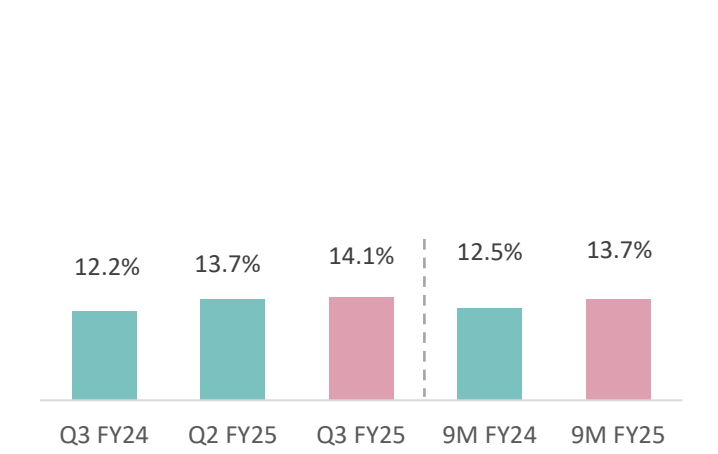
Radiology vs. Pathology Breakdown %



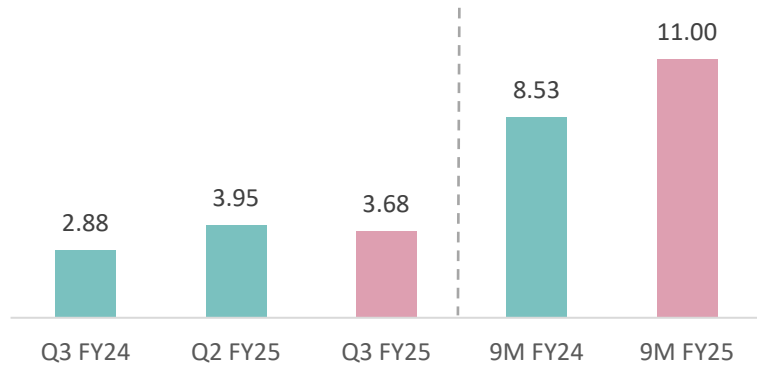
B2C Revenue %



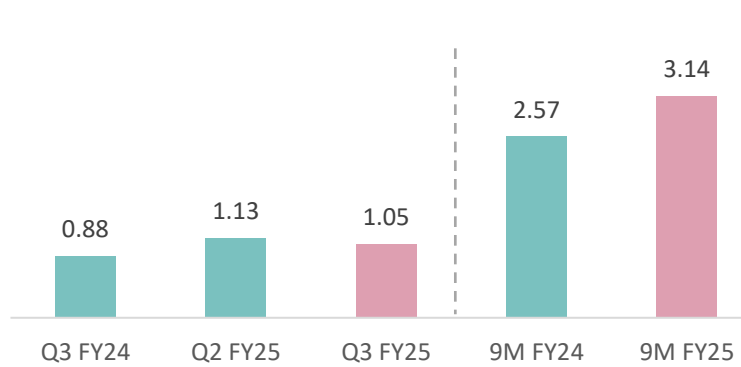
Wellness share %



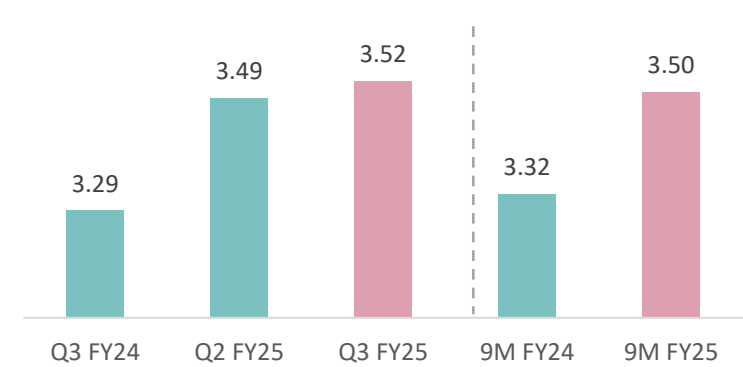
Tests Performed (# in Mn)



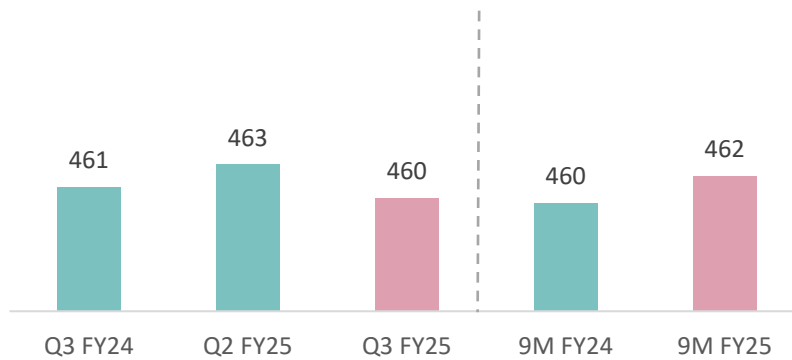
Footfalls (# in Mn)



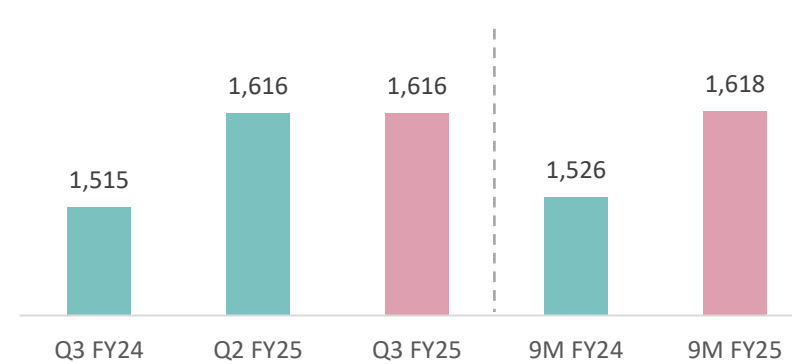
Tests / Footfalls (# in Mn)



Revenue per Test (INR)



Revenue per Footfall (INR)



Consolidated Profit & Loss Statement

Particulars	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Revenue from operations	1,689.8	1,326.9	27.3%	1,829.5	-7.6%	5,081.5	3,926.0	29.4%
Cost of materials consumed	208.5	159.9	30.4%	229.9	-9.3%	626.0	466.2	34.3%
Employee benefits expense	285.5	230.3	24.0%	278.4	2.6%	837.5	657.0	27.5%
Other expenses	524.4	413.7	26.8%	561.4	-6.6%	1,574.5	1,224.9	28.5%
EBITDA	671.3	523.1	28.3%	759.8	-11.6%	2,043.5	1,577.9	29.5%
EBITDA Margin (%)	39.7%	39.4%	31BPS	41.5%	-181BPS	40.2%	40.2%	2BPS
Other income	47.0	51.1	-8.1%	45.1	4.1%	127.7	175.7	-27.3%
Depreciation and amortization expense	183.0	145.4	25.9%	168.4	8.7%	517.8	407.0	27.2%
EBIT	535.2	428.7	24.8%	636.6	-15.9%	1,653.5	1,346.6	22.8%
Finance costs	68.2	60.6	12.5%	64.7	5.4%	195.5	178.0	9.9%
Profit before Exceptional Items & Tax	467.0	368.1	26.9%	571.9	-18.3%	1,457.9	1,168.6	24.8%
Exceptional Items	-	20.5	-100.0%	-	-	-	20.5	-100.0%
Profit before Tax	467.0	347.6	34.3%	571.9	-18.3%	1,457.9	1,148.1	27.0%
Tax expenses	114.1	87.6	30.2%	150.6	-24.3%	368.6	288.5	27.8%
Profit before Minority Interest	353.0	260.0	35.8%	421.2	-16.2%	1,089.3	859.6	26.7%
Minority Interest	1.4	1.5	-6.5%	1.9	-24.3%	4.9	5.9	-16.1%
Profit after Tax (PAT)	351.6	258.5	36.0%	419.4	-16.2%	1,084.4	853.7	27.0%
PAT Margin (%)	20.8%	19.5%	132BPS	22.9%	-212BPS	21.3%	21.7%	-41BPS
EPS – Basic (INR)*	3.4	2.5	35.3%	4.1	-16.3%	10.6	8.4	26.6%




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Key Developments



1 Strengthening Leadership Team for the Next Leg of Growth





Sivaramaraju Vegesna ► Elevated from **Head – Strategy & Investor Relations** → **VP - Operations**




VP - Sales
Praveen Velmury

Total Experience: 3 Decades+
Last Experience: Business Head for all verticals of Havells across AP, TS & Karnataka






PGDDM from IIM Calcutta 




GM - Strategy
Vishal Gurram

Total Experience: 12+ years
Last Experience: Business Head at Quadrangle






MBA from IIM Lucknow 
B.Tech. from NIT Warangal 



AGM – Strategy & Investor Relations
Dhiren Gala

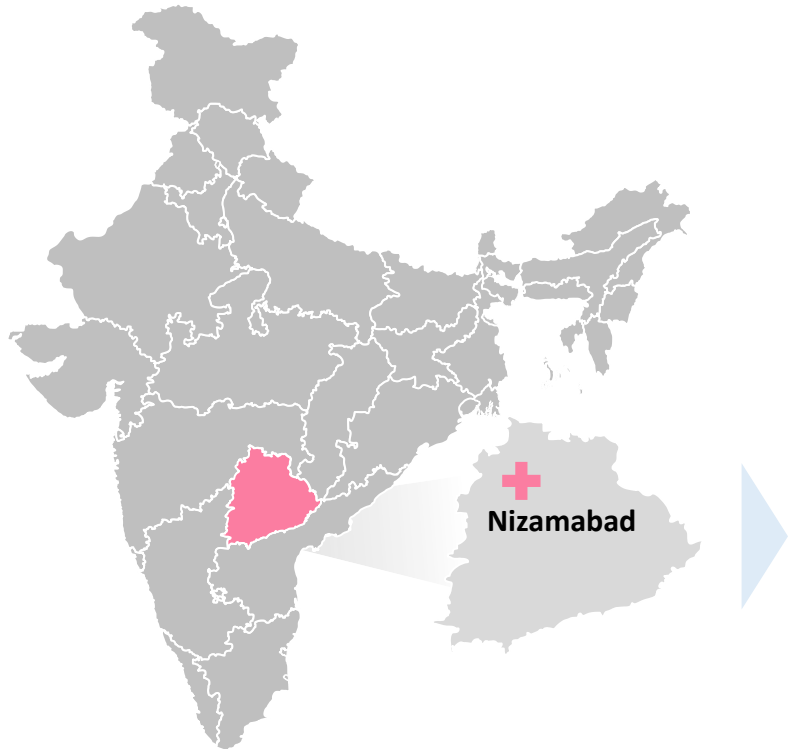
Total Experience: 6+ years
Last Experience: Investment Banker at Investec Capital



MBA from SPJIMR 
Chartered Accountant 

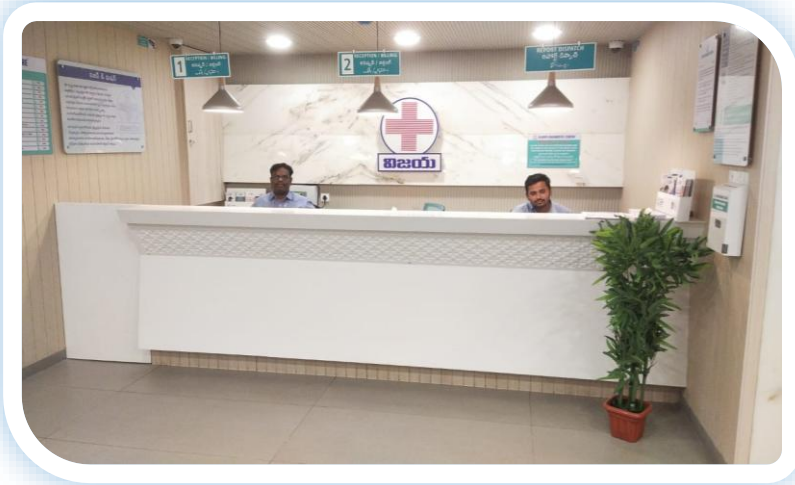
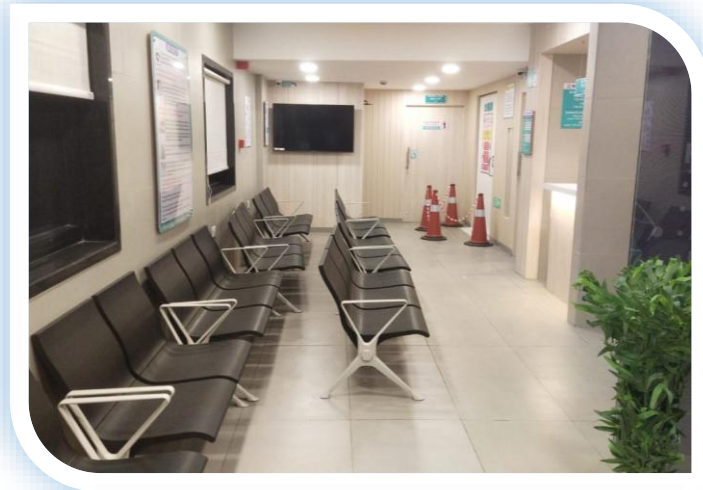
2 Inaugurated a state-of-the-art Hub in Nizamabad, Telangana

Inaugurated State-of-the-Art Hub in Nizamabad in Nov, 2024 in line with our focus on expansion in key geographies within Tier II & Tier III cities



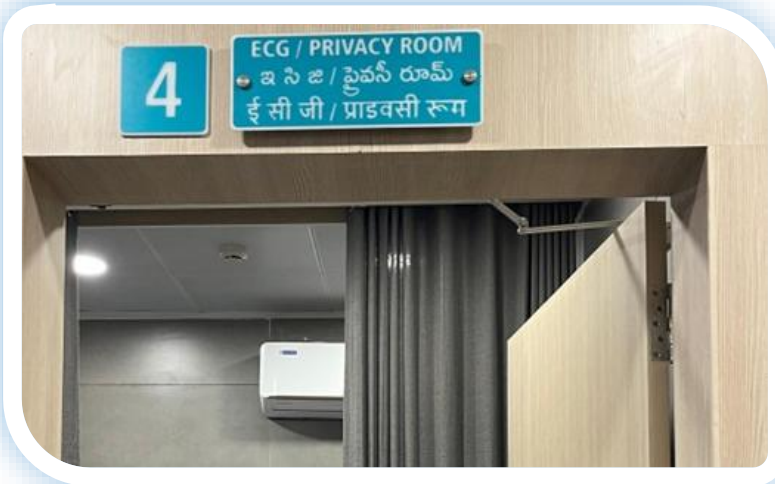
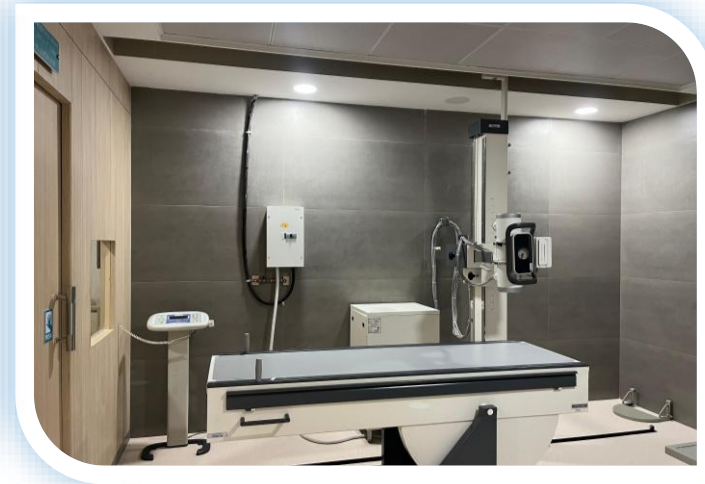
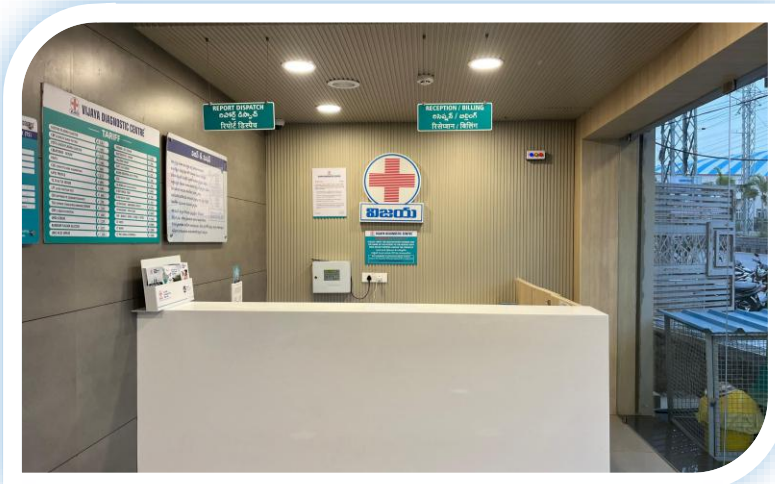
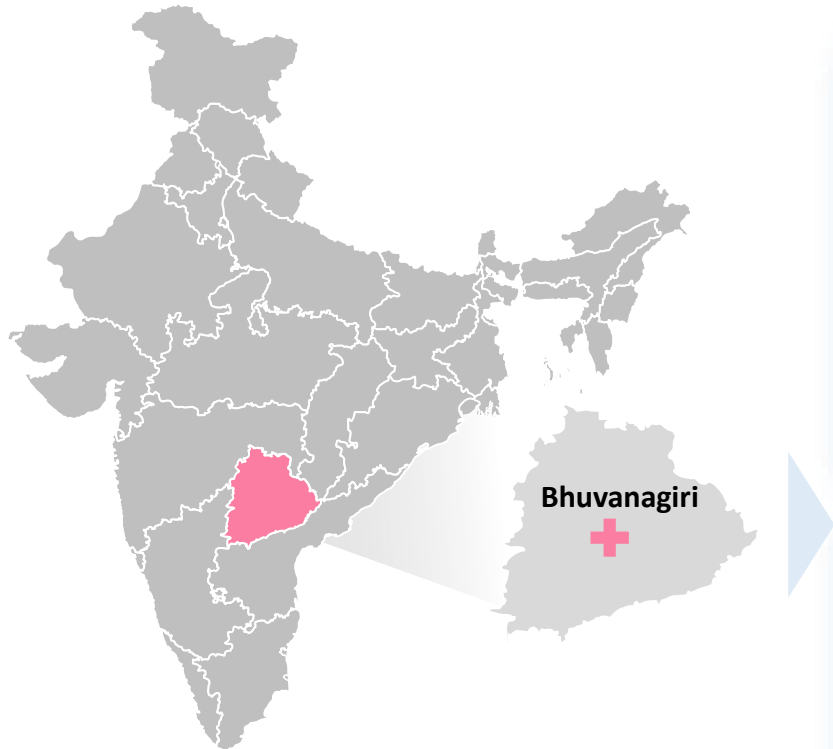
9,000+ sq.ft. Hub houses advanced equipment like 3T MRI and CT Scan

New Benchmark set with "All Under One Roof Model" in Nizamabad District



3 Inaugurated a Spoke in Bhuvanagiri, Telangana

Inaugurated a Spoke in Bhuvanagiri in Nov, 2024 in line with our strategy of deepening presence in our core markets

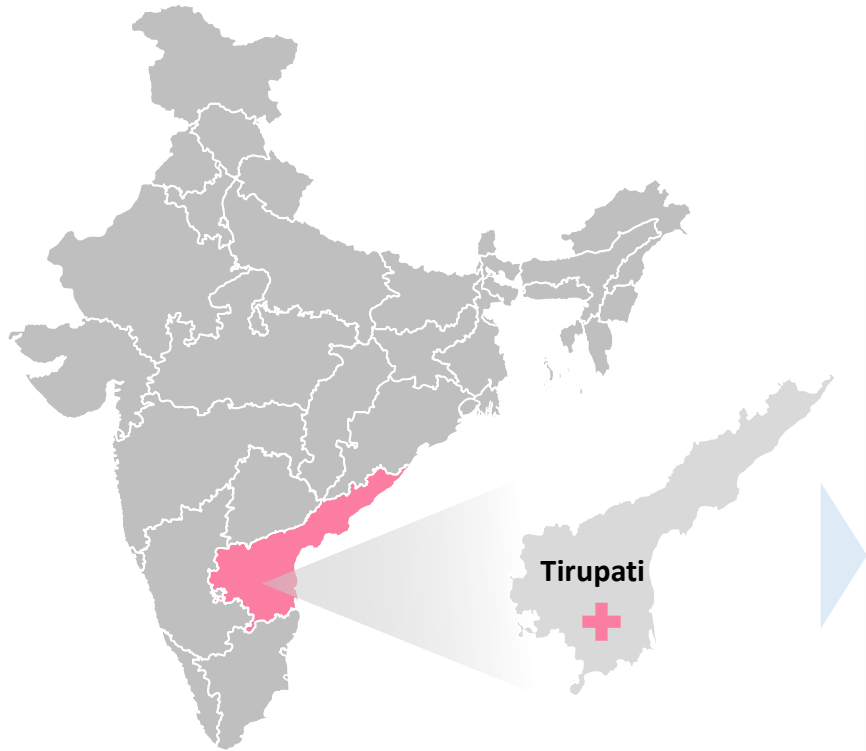


1,500+ sq.ft. Spoke houses machinery for X-Ray, ECG and all kinds of Blood Tests

The spoke enhances our Telangana market footprint

4 Introduced PET-CT Machine in Tirupati Centre, AP

PET-CT machine has been successfully introduced at Tirupati Centre, AP in Nov, 2024



Strategic introduction based on significant cancer infra investments by Govt and Private sector in the city

City hosts established medical centers, Oncology focused hospitals & a growing number of oncology specialists



5 Received No-Objection Letter from Stock Exchanges



Received No-objection letter from stock exchanges for the merger between Vijaya Diagnostics and Medinova Diagnostic Services in December, 2024



The NCLT process has commenced and is expected to conclude in 4-5 months



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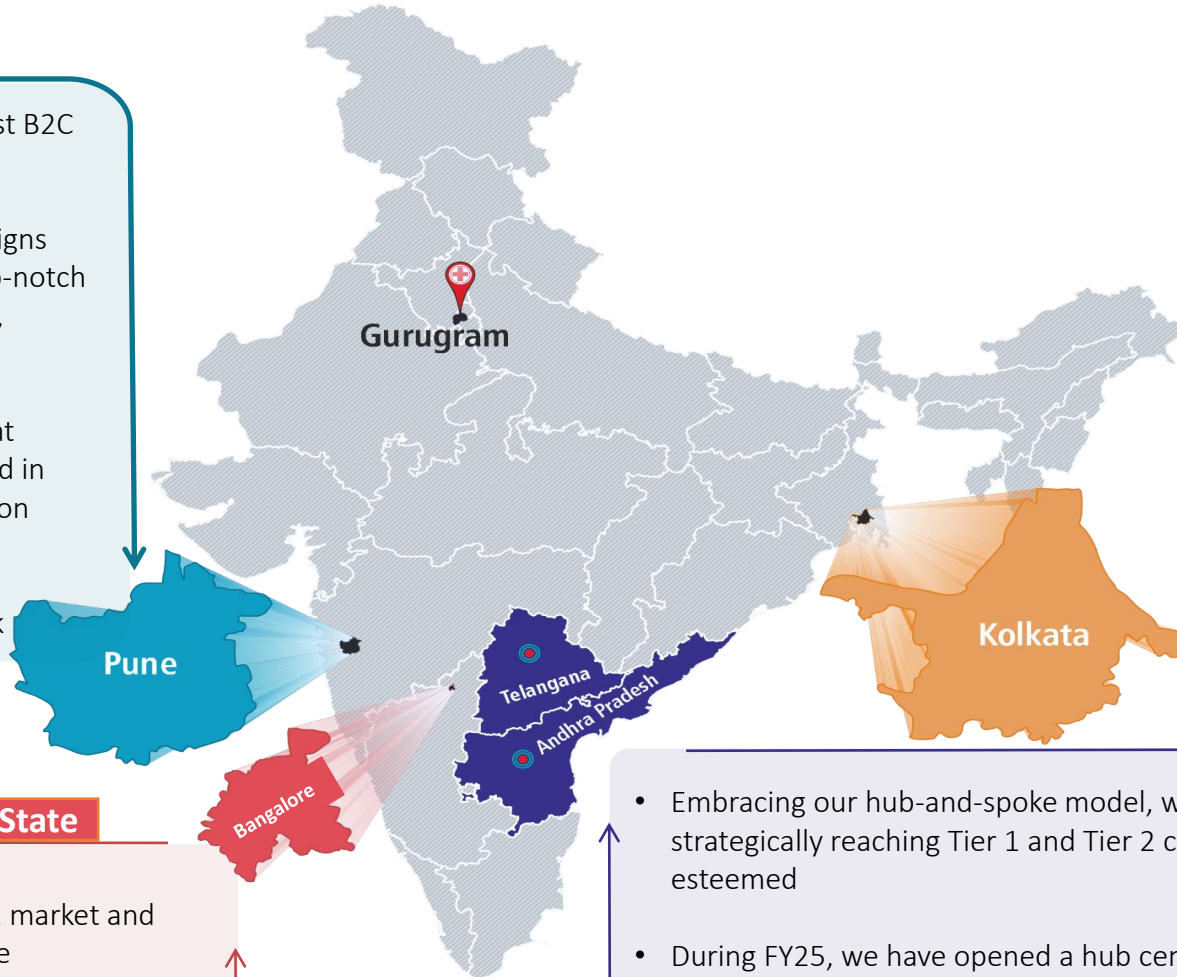


Strategic Expansion



Inorganic Expansion Strategy

- Successfully acquired PH, Pune's largest B2C integrated diagnostic chain
- This strategic acquisition seamlessly aligns with our commitment to providing top-notch healthcare services at affordable price, reflecting our shared cultural values
- Operationalized our 1st Spoke centre at Pimple Saudagar under Vijaya PH Brand in February, 2025, following the acquisition
- We aspire to consolidate our presence gradually by building a denser network



East India Strategy

- Inaugurated our second hub and the first under the Vijaya brand in North Kolkata
- Employing our proven hub and spoke model, we aim to replicate our success in East India by creating a dense network

Expansion into Neighbouring State

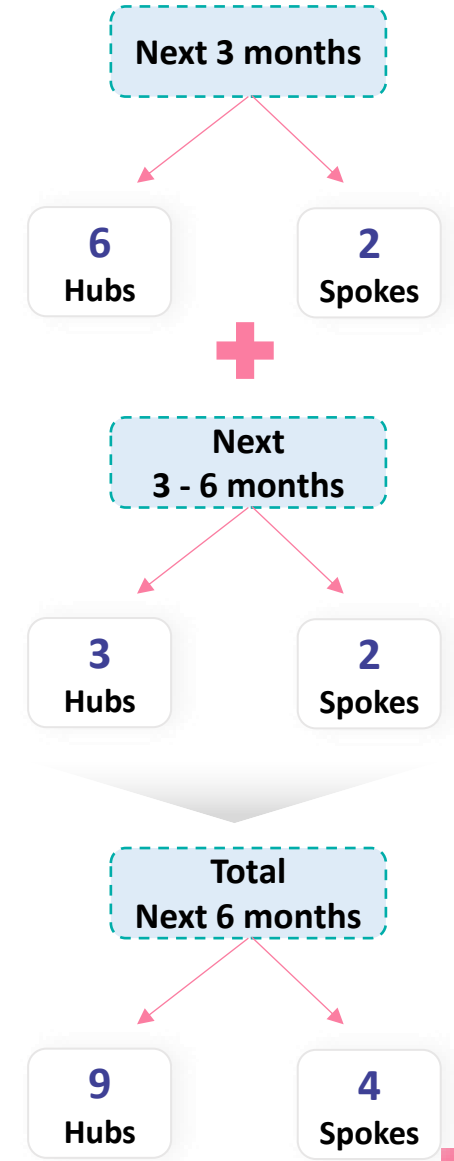
- Identified Bangalore as a key Tier 1 market and plan to enter through organic route

Core Market Strategy

- Embracing our hub-and-spoke model, we aim to broaden our presence in concentric circles, strategically reaching Tier 1 and Tier 2 cities within AP and Telangana where our brand is highly esteemed
- During FY25, we have opened a hub center in Ongole, AP, in August, 2024 and Nizamabad, Telangana in November, 2024 along with 2 spokes as part of our strategy to deepen presence in our core geography

Expansion Plans - Upcoming Hubs and Spokes Centres

Geography	Count & Type	Tentative Timelines for Commencement
<p>Pune</p>	<p>2 Hubs</p> <p>2 Spokes</p>	<p>Next 3 months</p> <p>Next 3 months</p>
<p>West Bengal</p>	<p>5 Hubs</p>	<p>2 Hubs in next 3 months</p> <p>3 Hubs in next 3-6 months</p>
<p>Bengaluru</p>	<p>2 Hubs</p>	<p>Next 3 months</p>
<p>RoAPT</p>	<p>2 Hubs ⁽¹⁾</p>	<p>H2 FY26</p>
<p>Hyderabad</p>	<p>2 Spokes</p>	<p>Next 3-6 months</p>



1. Leases for 2 more hubs in RoAPT are under finalisation



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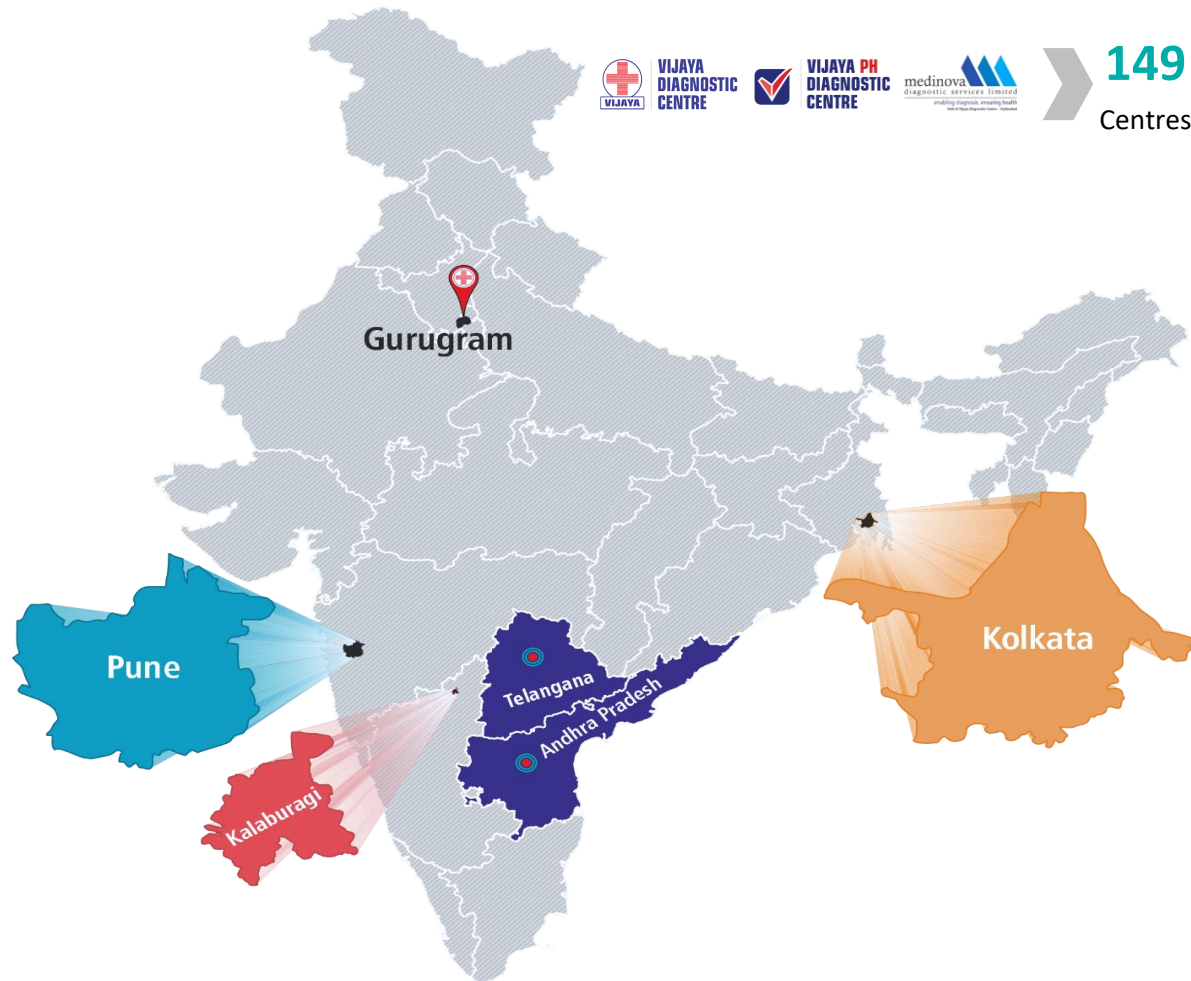


Company Overview



Vijaya Diagnostic Centre is the largest integrated diagnostic chain in South India with 149 state-of-the-art centres spread across 25 cities & towns

Evolved from a regional player to a player with presence in multiple geographies ...



... While retaining its core values of providing Quality, Reliable & Accurate Diagnostic Services at Affordable Prices



40+
Years of Vintage

17 labs with NABL Accreditation

Founded by Mr. Surendranath Reddy in 1981 and currently led by Mrs. Suprita Reddy



25
Cities and towns across India

Largest integrated player in South India

300+
Doctors

Radiologists, Pathologists & Microbiologists network



~4.12 Mn
Footfalls ⁽¹⁾

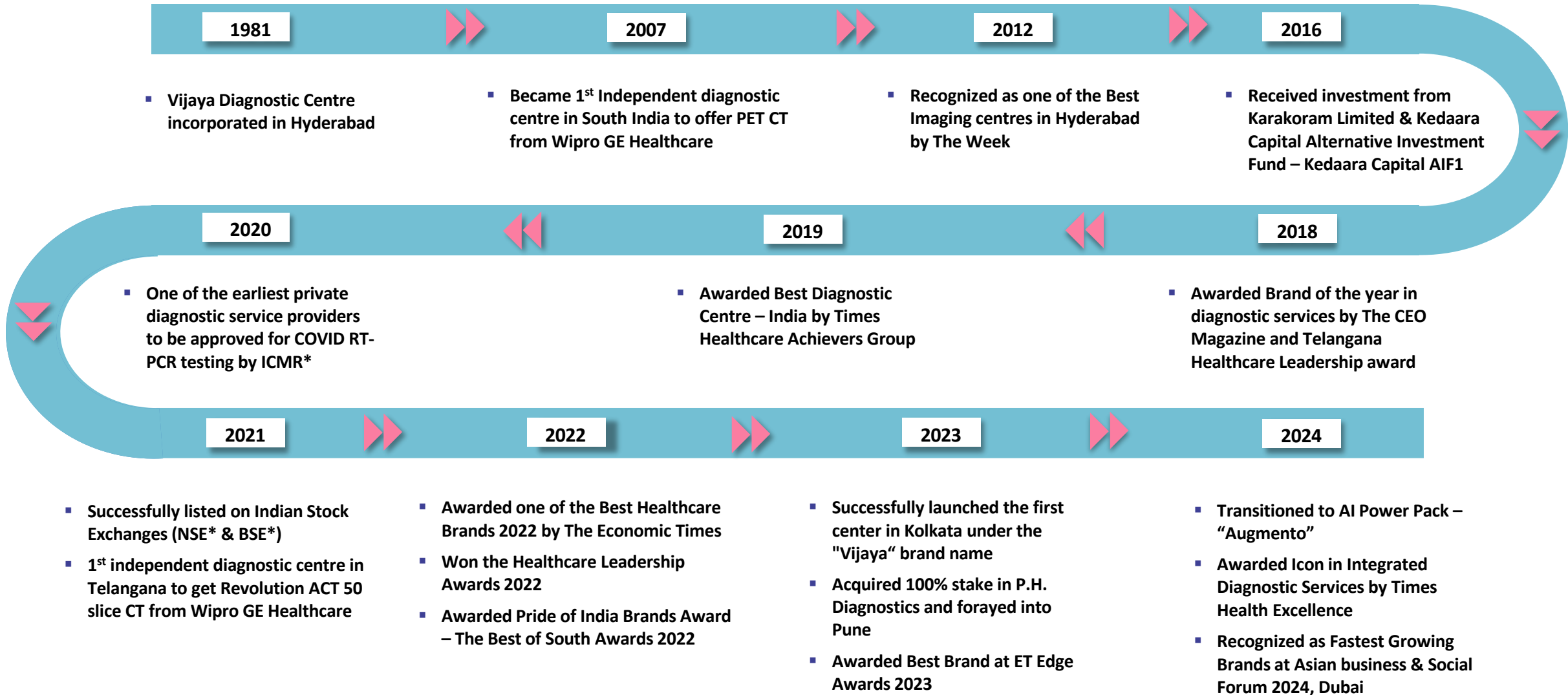
Trusted by every Age group



~14.36 Mn
Tests ⁽²⁾

Most preferred Diagnostic Centre

1. Footfall and Tests for the 12 months ended 31-Dec-24



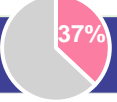
* ICMR: Indian Council of Medical Research; NSE: National Stock Exchange, BSE: Bombay Stock Exchange

Complete Range of Diagnostic Services under One Roof

Robust operational network enables us to offer integrated, high-quality diagnostic services that significantly elevate the customer experience

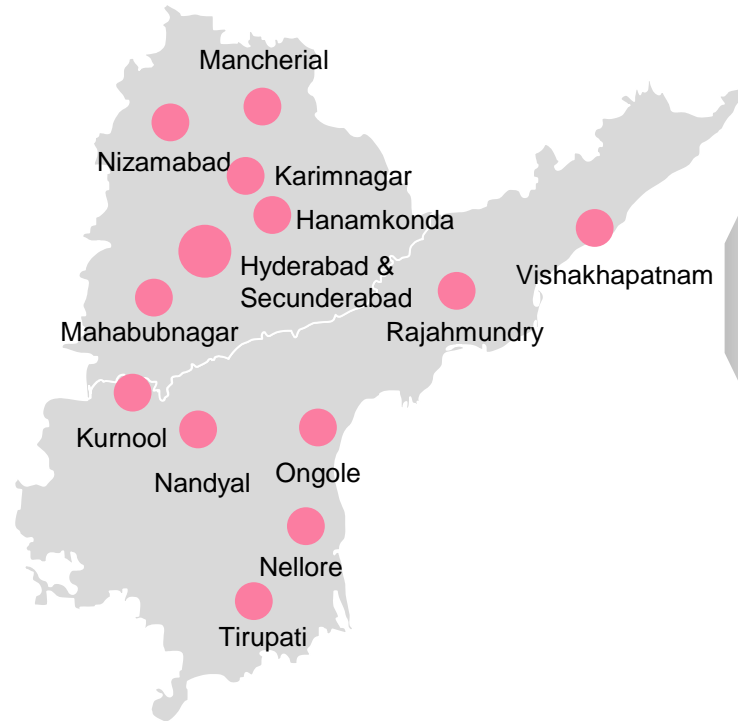
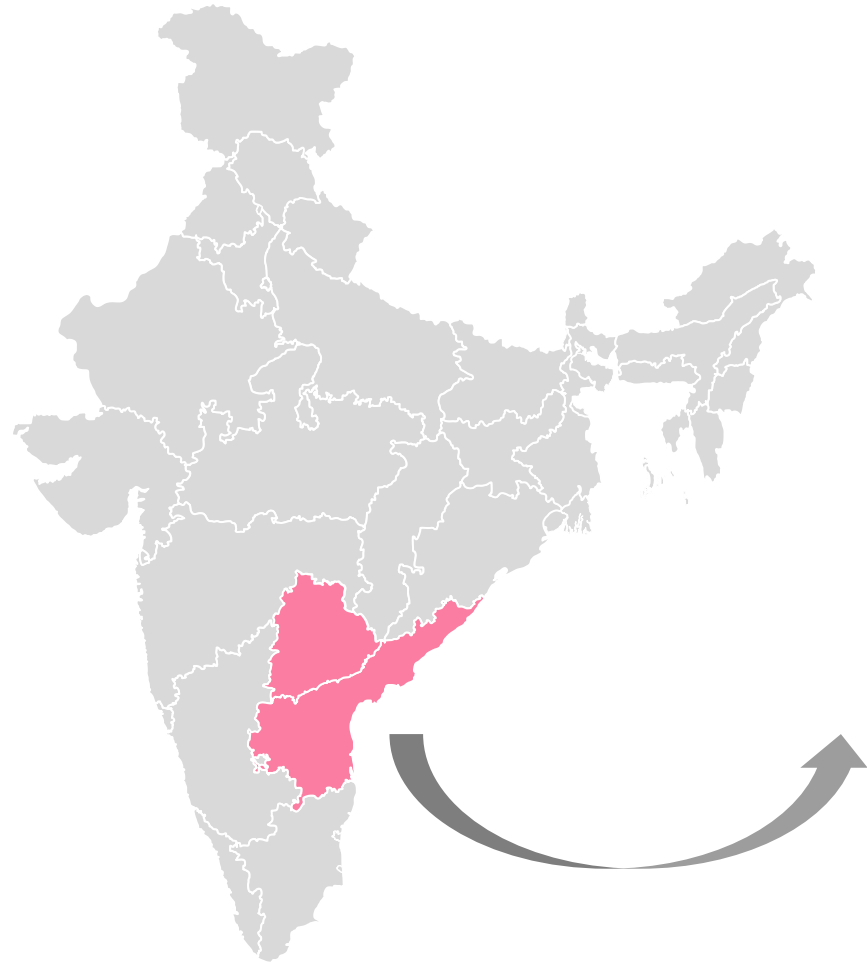


Pathology (1) 

Radiology (1) 

Vijaya has been successful in creating a dense market consolidating its foothold in its core geographies of AP & Telangana markets

Present in Key Geographies of AP & Telangana



72⁽¹⁾ %

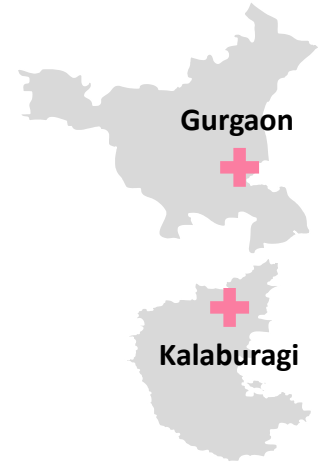
Hyderabad Revenue Contribution



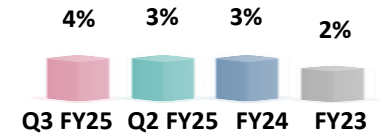
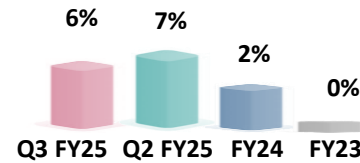
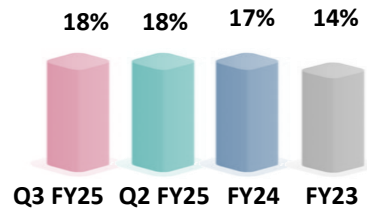
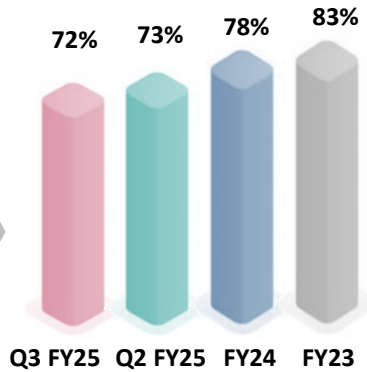
18⁽¹⁾ %

RoAPT Revenue Contribution

A dense network created across AP & Telangana aids in distributing patient load and offering significantly faster TAT across tests



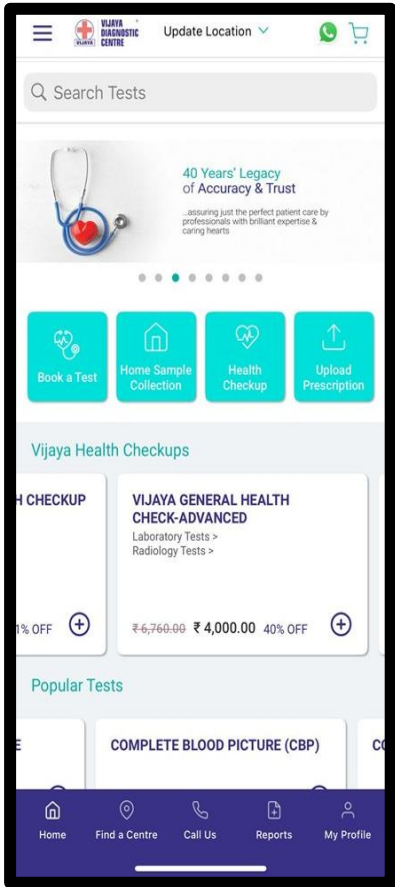
Geographical Revenue Mix



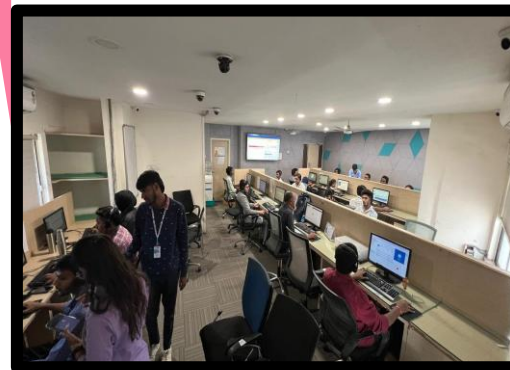
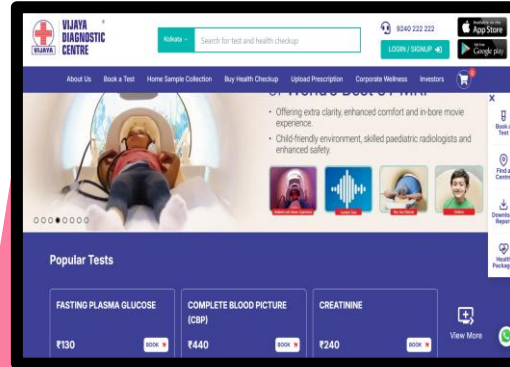
Vijaya is well-placed to attract customers in new geographies due to its integrated offering and strong emphasis on customer experience

Online Services

Enhancing Customer Experience through Seamless Online App, E-Commerce Website and Call Centre Bookings



- Access to reports online & historical medical records
- Intuitive⁽¹⁾ & user-friendly interface
- Agile customer service team
- High Brand salience
- High customer stickiness
- Organic word of mouth growth



Home Collections

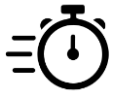
Elevating Customer Experience through Home Collections



Seamless & Efficient process **Temperature Controlled Logistics** **High standards of hygiene maintained**

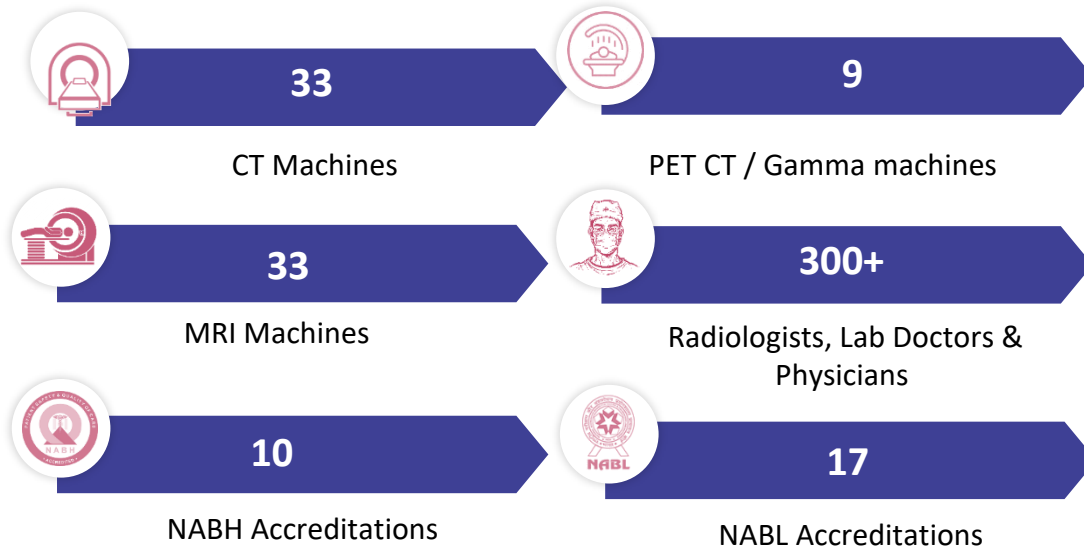


Pre-sealed & sterilized single-use home kit



Reaches Lab within 2 hours⁽²⁾

1. Patient can track his / her health trends over time 2. Post Collection



Key Suppliers



- Long standing relationship with medical technology vendors
- At the forefront of introducing new tests by adopting the latest medical technologies
- Among the first diagnostic service provider in South India to offer PET-CT scan in 2008

Advanced Software to Manage Clinical Data

Advance Laboratory Information Management System (LIMS)

Fully Integrated Radiology Information Systems (RIS) and Picture Archive and Communication Systems (PACS)

Front end IT infrastructure enabling...

Standardization across our operations

Closely track key performance metrics and maintain the **Turn-Around Time (TAT)**

Reduce incidence of errors due to **Low Human Intervention**

Monitor Technical Operations

Provide **Uniform Experience** to customers from booking appointments to accessing reports online

Vijaya has been ahead of the curve in getting best-in-class & latest diagnostic equipments in India which has helped in offering high quality services



Digitised Images

- Digitised Radiology images can be shared with the customers as well as clinicians on whatsapp and text, **eliminating the need for physical x-ray copies**



Digitised Reports

- Radiology test reports can be **accessed online** by the customers **vs physical reports shared earlier** due to **integration** between Augmento & the billing software



High Quality Reports

- Since the work list is **centralised**, it can be accessed **24*7 anywhere**
- Report will be of **highest quality** due to **specialised doctor** reporting the case



Faster TAT

- Helps **enhance customer experience** due to **faster TAT** and **high quality reports**
- Faster TAT** with real-time patient records and cases assigned on **FIFO basis** to concerned specialists

Sourced from a reputed vendor whose software has been adopted by leading Singapore Public Hospitals



Incorporating the AI Power Pack has streamlined process flow, enhanced customer experience & improved operational efficiency across radiology tests



Dr. S. Surendranath Reddy
Founder & Exec. Chairman

- ✓ 40+ years of experience
- ✓ Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



Ms. Suprita Reddy
Managing Director & Chief Executive Officer

- ✓ 22+ years of experience
- ✓ Awarded Women Leadership Award in Healthcare by ABP



Mr. Sunil Chandra Kondapally
Executive Director

- ✓ 22+ years of experience
- ✓ Holds Bachelor's degree in Electrical Engineering from Florida State University



S Geeta Reddy
Non-Executive Director

- ✓ 35+ years of experience
- ✓ BOD at Sura Agritech, Iffco Kisan, Namrata Diagnostics, etc.
- ✓ LLB from Osmania University



Dr. D Nageshwar Reddy
Non-Executive Independent Director

- ✓ Chairman of AIG ⁽¹⁾, Hyderabad
- ✓ Received Padma Shri & Padma Bhushan from Govt of India
- ✓ D.M ⁽²⁾ from PGIMER Chandigarh



Mr. Shekhar Prasad Singh
Non-Executive Independent Director

- ✓ 40+ years of experience
- ✓ Ex-Chief Secretary to Government of Telangana
- ✓ Retired IAS officer of 1983 batch



Mr. S. Murthy Chavali
Non-Executive Independent Director

- ✓ 35+ years of experience
- ✓ Ex-CEO - Aurigene Discovery Tech
- ✓ MBA from IIM, Bangalore & BTech from IIT, Madras



Dr. Manjula Anagani
Non-Executive Independent Director

- ✓ 25+ years of experience
- ✓ Clinical Director & HOD - Centre of women & childcare - Care hospitals
- ✓ Awarded Padma Shri by GOI



Dr. S. Surendranath Reddy
Founder & Exec. Chairman

- ✓ 40+ years of experience
- ✓ Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



Ms. Suprita Reddy
Managing Director & Chief Executive Officer

- ✓ 22+ years of experience
- ✓ Awarded Women Leadership Award in Healthcare by ABP



Mr. Sunil Chandra Kondapally
Executive Director

- ✓ 22+ years of experience
- ✓ Holds Bachelor's degree in Electrical Engineering from Florida State University



Mr. Narasimha Raju K.A
Chief Financial Officer

- ✓ 18+ years of experience
- ✓ Ex-EY, NSL Renewable Power
- ✓ Chartered Accountant (CA)



Mr. Sivaramaraju Vegesna,
CFA
VP Operations

- ✓ 12+ years of experience
- ✓ Ex-KIMS Hospitals, NSL Sugars
- ✓ CFA Charter Holder, MBA from Amity University



Mr. Praveen Velmury
VP Sales

- ✓ 30+ years of experience
- ✓ Ex-Havells, Vodafone, Nestle
- ✓ PGDDM from IIM Calcutta



Mr. Hansraj Singh Rajput
Company Secretary & Compliance Officer

- ✓ 10+ years of experience
- ✓ Ex-Zen Technologies, Gati
- ✓ LLB & PGDM from NALSAR



Mr. Vishal Gurram
GM - Strategy

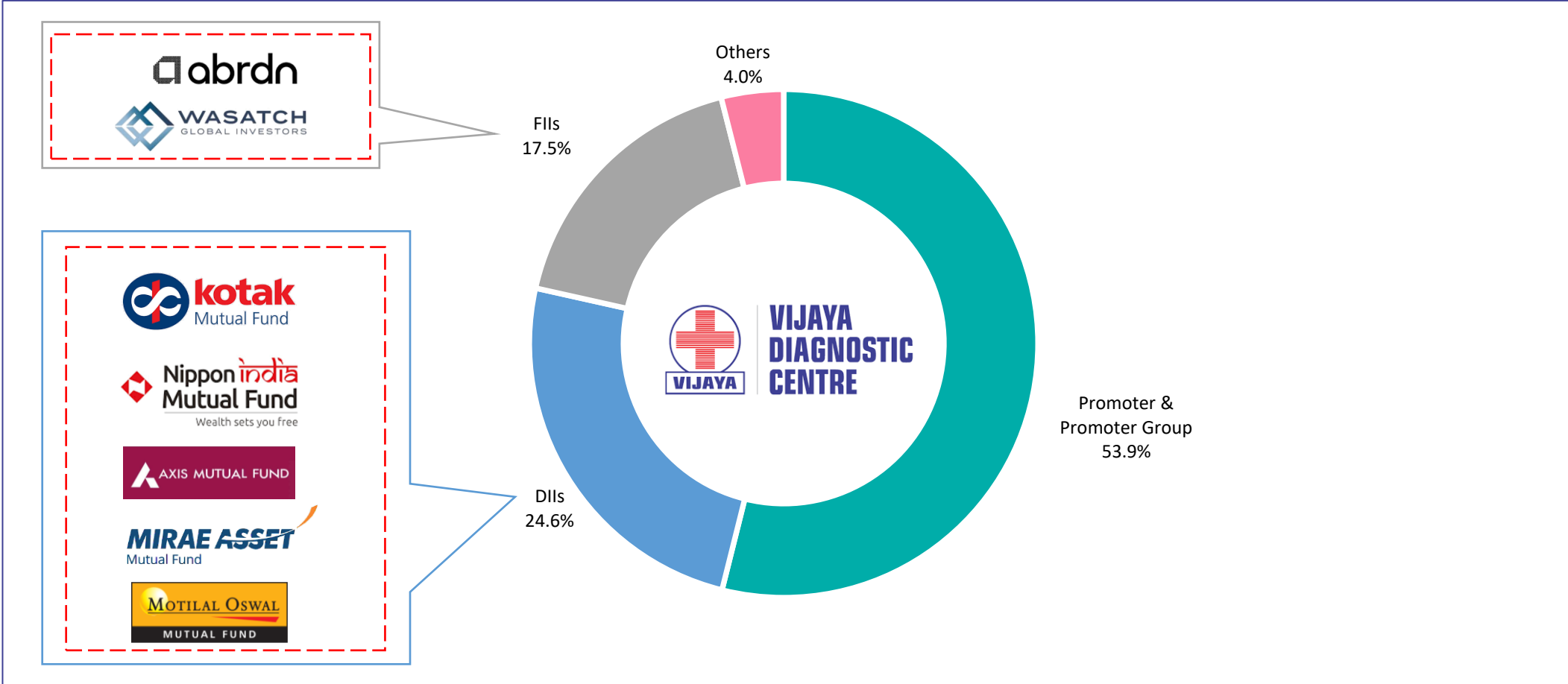
- ✓ 12+ years of experience
- ✓ Ex-Medplus, LetsTransport
- ✓ MBA from IIM Lucknow & BTech from NIT Warangal



Mr. Dhiren Gala
AGM – Investor Relations

- ✓ 6+ years of experience
- ✓ Ex-Investec, Axis Capital
- ✓ MBA from SPJIMR & CA

Shareholding Pattern as at 31st December, 2024



DIIs: Mutual Funds, AIFs and QIBs

FIIs: Hedge Funds, Sovereign Wealth Funds, Foreign MFs, Pension Funds, Trusts and AMCs

Others: Retail, Bodies Corporate and others

Live streaming on: Vdc Connect

Ovarian-Adnexal Reporting & Data System Ultrasound (O-RADS US).

Chief Guest:
Dr. Y. H. Shruthi

MBBS, M.S. (OBG)
Fellowship in Reproductive Medicine and Fellow in Cosmetic Gynecology
Senior Consultant - Gynaecologist & Obstetrician, Laparoscopic Surgeon, Infertility Specialist & Cosmetic Gynaecologist

Speaker:
Dr. D. Sreenivasulu

MBBS, MD (RADIODIAGNOSIS), PGIMER Chandigarh, Consultant Radiologist, Vijaya Diagnostic Centre, Hyderabad

Moderator:
Dr. Vaishnavi Vemuganti

MD (RADIODIAGNOSIS) Consultant Radiologist, Vijaya Diagnostic Centre, Hyderabad

Date: 5th December 2024 (Thursday) at 4 PM IST

Vijaya Diagnostics organised a webinar on Ovarian-Adnexal Reporting & Data system Ultrasonic (O-RADS US)

Live streaming on: Vdc Connect

Role of CECT abdomen in management of pancreatic carcinoma.

Chief Guest:
Dr. Ravi Chander Veligeti

Speaker:
Dr. Vaka Manasa

Moderator:
Dr. Kedarnath Dixit

Date: 15th November 2024 (Friday) at 4 PM IST.

Vijaya Diagnostics organised a webinar on the role of CECT abdomen in management of pancreatic carcinoma

Live streaming on: Vdc Connect

Xray scannogram of lower limb

Chief Guest:
Dr. K. Raghuvier Reddy K

Speaker:
Dr. Mounika K.

Moderator:
Dr. Krishna Mohan P.

0:03 / 28:27 Date: 18th October 2024 (Friday) at 4 PM IST

Vijaya Diagnostics organised a webinar on Xray scannogram of lower limb

Vijaya Diagnostics organised a webinar on PET-CT in Tirupati



Icon in Integrated Diagnostic Services by Times Health Excellence 2024 - TS & AP



Most Preferred Workplace for Women 2024-25 recognized by Marksmen Daily



Most Trusted Brand of India 2024-25 awarded by Marksmen Daily - 4th edition



Fastest Growing Leaders 2023-24 awarded at Asian business & Social Forum 2024, Dubai



Fastest Growing Brands 2023-24 awarded at Asian business & Social Forum 2024, Dubai



Best Healthcare Brands' 2024 recognized by ET Edge



Best Brand awarded at ET Edge Awards 2023



Excellence In Comprehensive Diagnostic Care awarded by ABP Ananda Swasthya Samman



Best Healthcare Brands' awarded by Economic Times - 2023



Most Trusted Brand of India awarded by Marksmen Daily - 3rd edition



One of the Most Preferred Workplace 2022 awarded by team Marksmen



Best Healthcare Brands' awarded by Economic Times - 2022



Best Healthcare Brands' awarded by Economic Times - 2021



Company of the Year 2021 - Healthcare presented by TV9 Network and SAP



Leading Diagnostic Chain of the Year 2021 presented by Diagnostic Leadership Summit

Note 2:

"With effect from 01 January 2023, the Company has changed its method of depreciation on all Property, Plant and Equipment from Written Down Value ("WDV") method to Straight Line Method ("SLM"), based upon the technical assessment of expected pattern of consumption of the future economic benefits embodied in the assets."

Due to the aforesaid change, the Profit after tax (PAT) for the year Financial year ended March 31, 2023 and Financial year ended March 31, 2024 was higher by Rs 67.7 Mn and Rs 290.8 Mn respectively.

Note 3:

Acquisition (PH Diagnostic Centre Private Limited, Pune) : PH has become a whole owned subsidiary effective from 21st December 2023. Consequently, its financials have been consolidated from 21st December 2023 in the last financial year FY 2023-24. The consolidated revenue from operations for the Financial year ended March 31, 2024 includes Rs 130.6 Mn from PH.

All financial and operational figures of FY 24 and FY 25 in the subsequent slides are including PH (Consolidated from 21st Dec, 23 till 31st Mar, 2024)



**VIJAYA
DIAGNOSTIC
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Annexure



State-of-the-art Infrastructure (1/3)

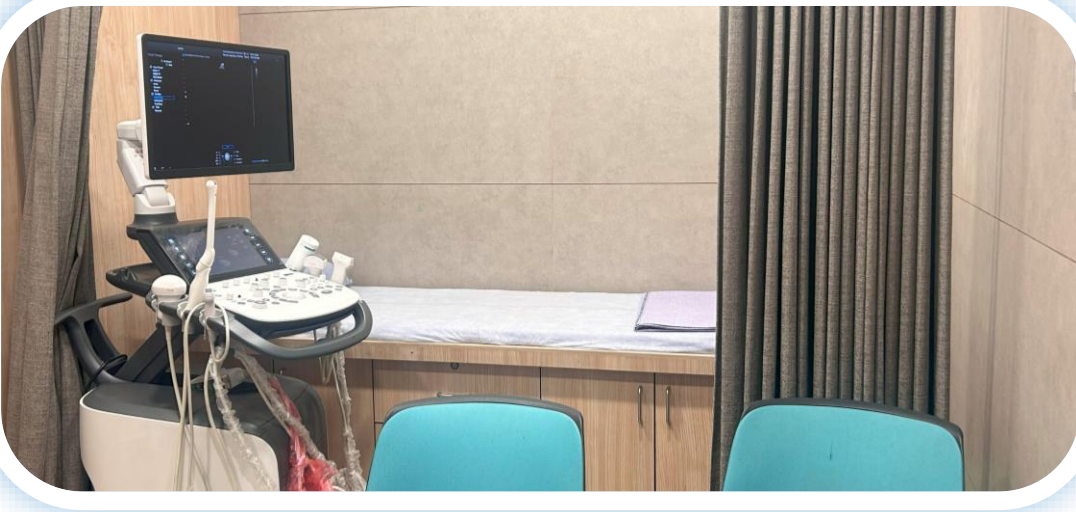
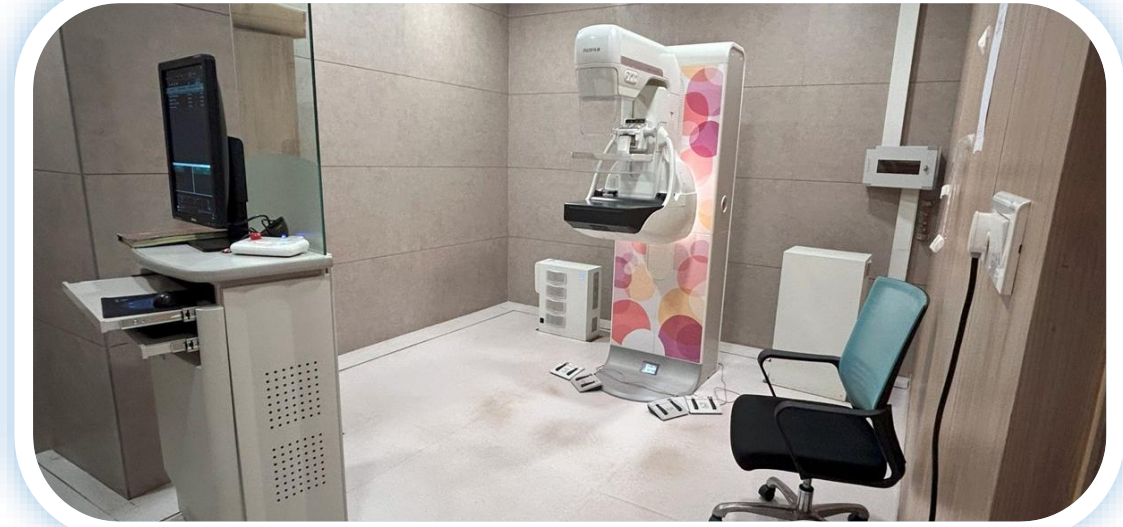




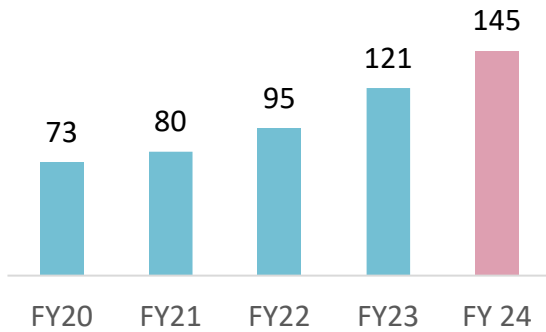




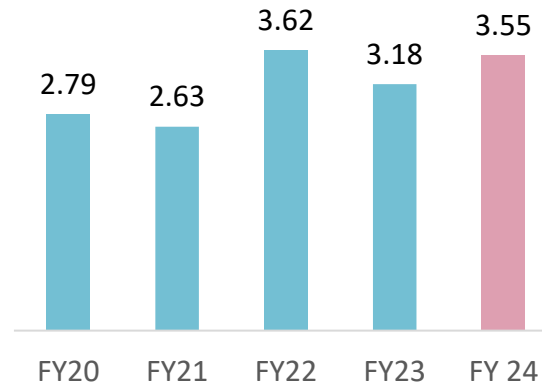
Advanced Equipment in Place to Deliver High Quality Services (2/2)



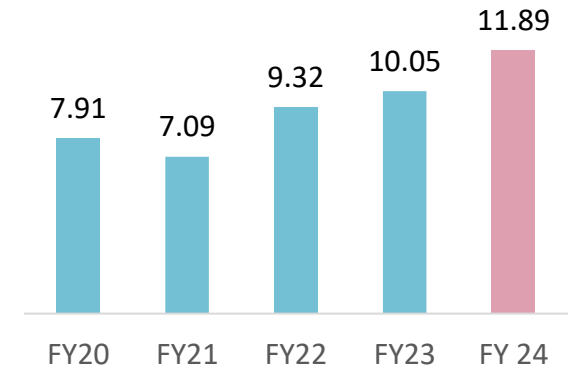
Diagnostic Centre (Nos)



Footfalls (Mn)

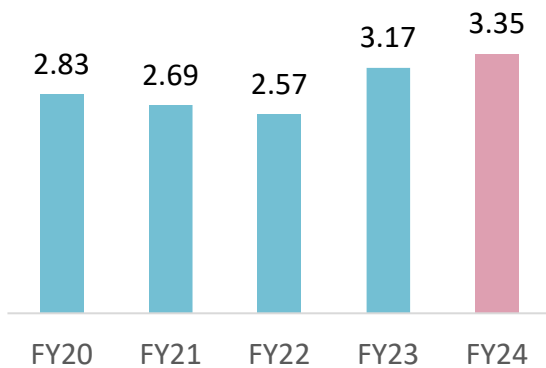


Tests Performed (Mn)

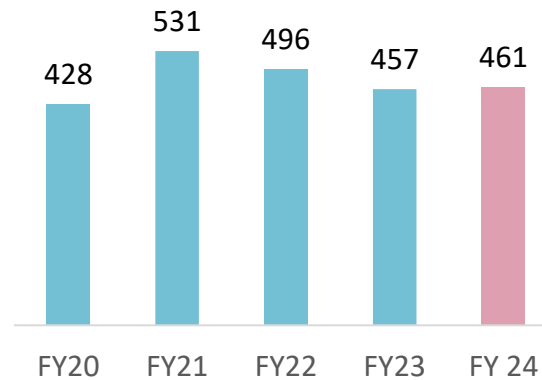


Test per Footfall (Nos)

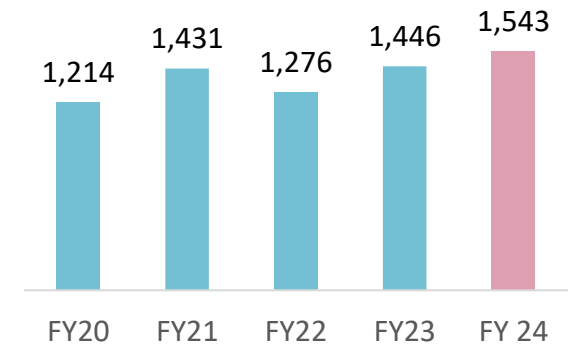
Impact of COVID-19



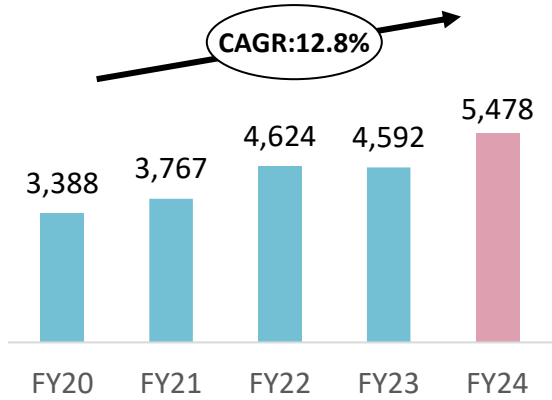
Revenue per Test (INR)



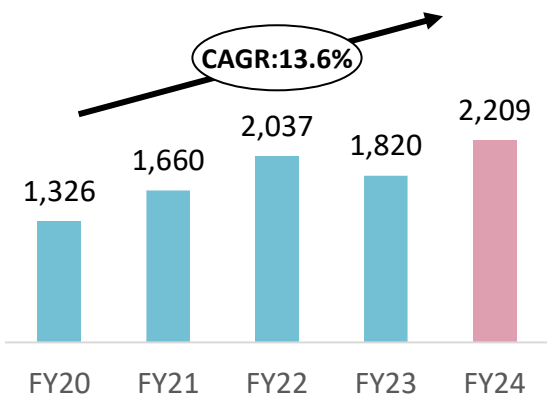
Revenue per Footfall (INR)



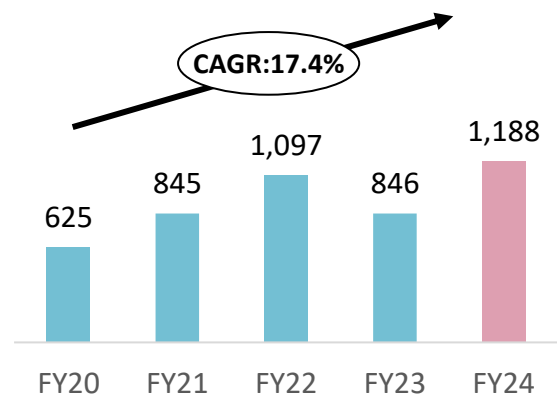
Revenue



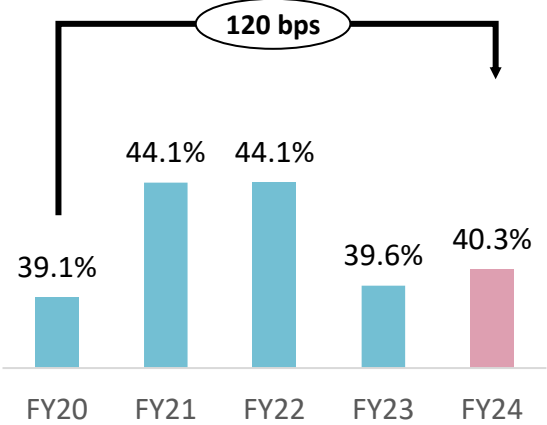
EBIDTA



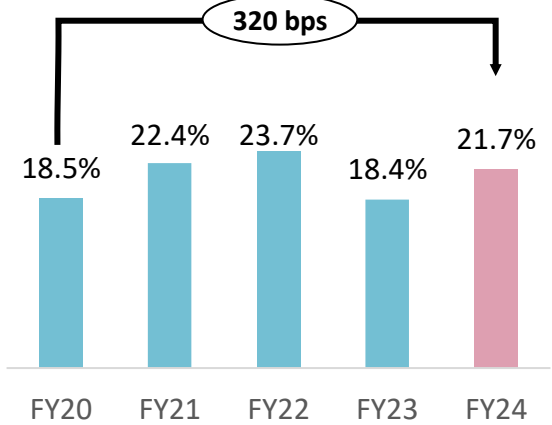
PAT



EBIDTA Margin (%)



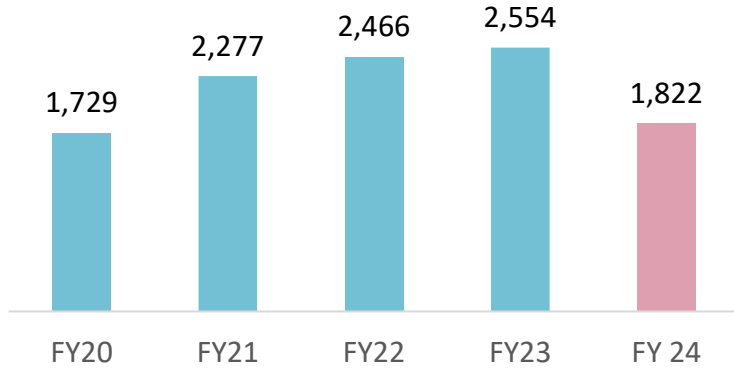
PAT Margin (%)



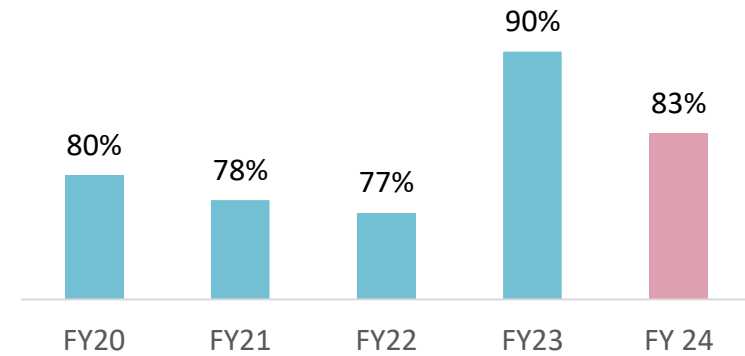
Integrated business model with high B2C concentration (~93%) and a strong brand recall has resulted in Industry leading margins

Cash & Cash Equivalents

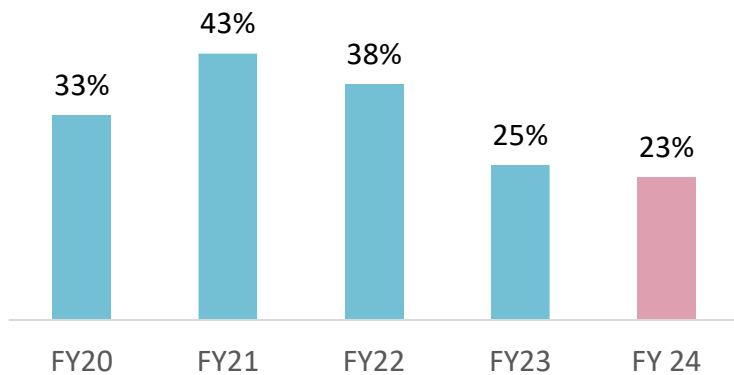
(INR Mn)



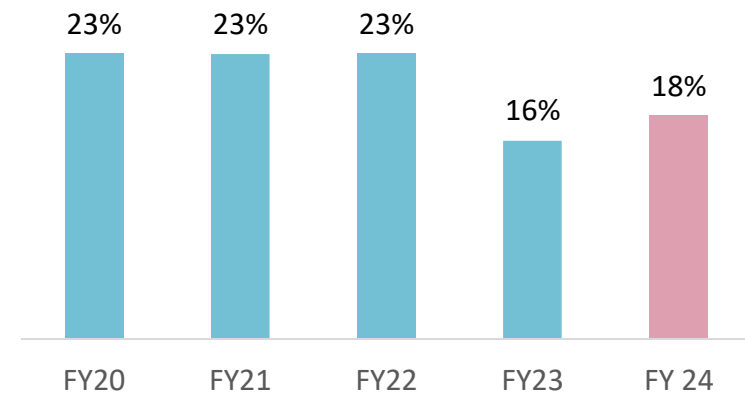
CFO ⁽¹⁾ / EBIDTA (%)



RoCE Pre-Cash ⁽²⁾ (%)



RoE (%)



Note: Refer Slide no. 3

1. CFO = Cash flow from Operations

2. ROCE (Pre-cash): PBIT ex Other income / (Total Assets – Cash – Current Liabilities)

Consolidated Profit & Loss Account

Particulars	FY24	FY23	FY22	FY21	FY20
Revenue from operations	5,478	4,592	4,624	3,767	3,388
Cost of materials consumed	654	589	715	571	439
Employee benefits expense	902	785	707	574	624
Other expenses	1,712	1,398	1,165	962	999
EBITDA	2,209	1,820	2,037	1,660	1,326
EBITDA %	40.3%	39.6%	44.1%	44.1%	39.1%
Other income	208	142	128	118	154
Depreciation and amortization expense	570	617	527	505	492
EBIT	1,847	1,344	1,638	1,274	988
Finance costs	240	209	165	152	154
Profit before tax and exceptional items	1,607	1,135	1,474	1,121	834
Exceptional items	21	-	-	-	-
Profit before Tax	1,587	1,135	1,474	1,121	834
Tax expenses	390	283	367	270	209
Profit after Tax before Minority Interest	1,196	852	1,107	851	625
Minority Interest	8	5.8	10	6	0
Profit after Tax	1,188	846	1,097	845	625
PAT %	21.7%	18.4%	23.7%	22.4%	18.5%
EPS – Basic (INR)	11.62	8.29	10.76	8.28	6.13

Assets	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
NON-CURRENT ASSETS	7,714	5,777	4,436	3,022	2,959
Property, plant and equipment	3,785	2,940	1,966	1,358	1,398
Capital work-in-progress	83	271	341	82	93
Goodwill	1,192	53	53	53	53
Other intangible assets	207	22	14	6	10
Right of use asset	2,235	2,223	1,672	1,260	1,254
Intangible assets under development	5	6	1	12	4
Financial assets					
- Investments	0	0	0	0	0
- Other financial assets	113	90	75	122	55
Deferred tax assets	29	83	89	61	16
Income tax assets	2	2	2	6	9
Other assets	62	85	223	61	67
CURRENT ASSETS	2,113	2,757	2,698	2,388	1,865
Inventories	52	20	43	26	28
Financial assets					
- Investments	1,091	1,390	542	276	547
- Trade receivables	162	95	98	64	80
- Cash and cash equivalents	222	242	110	67	556
- Bank balances other than Cash and cash equivalents	508	922	1,813	1,876	626
- Loans	0	0	0	0	1
- Other financial assets	31	36	51	52	5
Other current assets	46	51	41	27	22
TOTAL ASSETS	9,828	8,534	7,135	5,409	4,824

Equity & Liabilities	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
EQUITY	6,599	5,466	4,695	3,592	2,741
Equity share capital	102	102	102	45	45
Instruments entirely equity in nature	-	-	-	-	-
Other equity	6,497	5,364	4,593	3,547	2,696
NON-CURRENT LIABILITIES	2,500	2,406	1,778	1,377	1,494
Financial liabilities					
- Borrowings	0	0	0	33	221
- Lease liabilities	2,391	2,330	1,703	1,265	1,196
- Other financial liabilities	0	0	0	2	9
Provisions	106	71	74	77	67
Other liabilities	3	5	1	1	1
CURRENT LIABILITIES	729	662	661	440	589
Financial liabilities					
- Borrowings	0	0	6	12	13
- Lease liabilities	201	145	126	101	88
- Trade payables	329	277	216	222	217
- Other financial liabilities	114	140	248	61	224
Income tax liabilities	12	24	9	16	15
Provisions	32	40	21	7	11
Other liabilities	40	36	35	20	21
TOTAL EQUITY AND LIABILITIES	9,828	8,534	7,135	5,409	4,824

Particulars	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Cash Flow from Operating Activities					
Profit before Tax	1,587	1,135	1,474	1,121	834
Adjustment for Non-Operating Items	599	683	572	534	492
Operating Profit before Working Capital Changes	2,186	1,818	2,046	1,655	1,326
Changes in Working Capital	-14	90	-67	-46	-32
Cash Generated from Operations	2,172	1,908	1,979	1,609	1,294
Less: Direct Taxes paid	-339	-262	-399	-312	-233
Net Cash from Operating Activities	1,833	1,646	1,580	1,297	1,061
Purchase and construction of property, plant and building (net)	-880	-1,248	-1,223	-312	-375
Acquisition of subsidiary	-1,475	-	-	-	-
Investments (net)	530	734	-127	-1,033	11
Others	401	887	120	47	57
Cash Flow from Investing Activities	-1,423	-1,096	-1,231	-1,298	-306
Cash Flow from Financing Activities	-445	-419	-306	-488	-295
Net increase/ (decrease) in Cash & Cash equivalent	-36	131	44	-489	460
Cash & Cash Equivalents at the beginning of the period	258	110	67	556	96
Cash & Cash equivalents at the end of the period	222	242	110	67	556

Cash and Cash Equivalents

Particulars	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Investments*	1,092	1,390	542	335	547
Cash and cash equivalents	222	242	110	67	556
Bank balances other than Cash and cash equivalents	508	922	1,813	1,876	626
Total	1,822	2,554	2,465	2,277	1,729

*Current investments + investments with maturity more than 12 months (part of other non-current financial assets)



**VIJAYA
DIAGNOSTIC
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Thank You

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