



MedPlus Health Services Limited

January 31, 2025

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001
BSE Scrip Code: 543427

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051
NSE Symbol: MEDPLUS

Dear Sir/ Madam,

Sub: Presentation for Earnings Call with Analysts/Institutional Investors on Un-Audited Financial Results for the quarter ended December 31, 2024

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in furtherance to our letter dated January 15, 2025 please find enclosed herewith the presentation for Earnings Call with Analysts/Institutional Investors on Un-Audited Financial Results of the Company for the quarter ended December 31, 2024 scheduled to be held on Monday, February 3, 2025 at 15:30 Hrs (IST).


The same will be available on the website of the Company at www.medplusindia.com and also on the websites of BSE Limited and National Stock Exchange of India Ltd. viz. www.bseindia.com and www.nseindia.com respectively.

Thanking You
Yours faithfully

For MedPlus Health Services Limited

Manoj Kumar Srivastava
Company Secretary & Compliance Officer

Encl: a/a

 040-6724 6724



MEDPLUS HEALTH SERVICES LIMITED

Q3 FY2025

INVESTOR PRESENTATION

January 2025

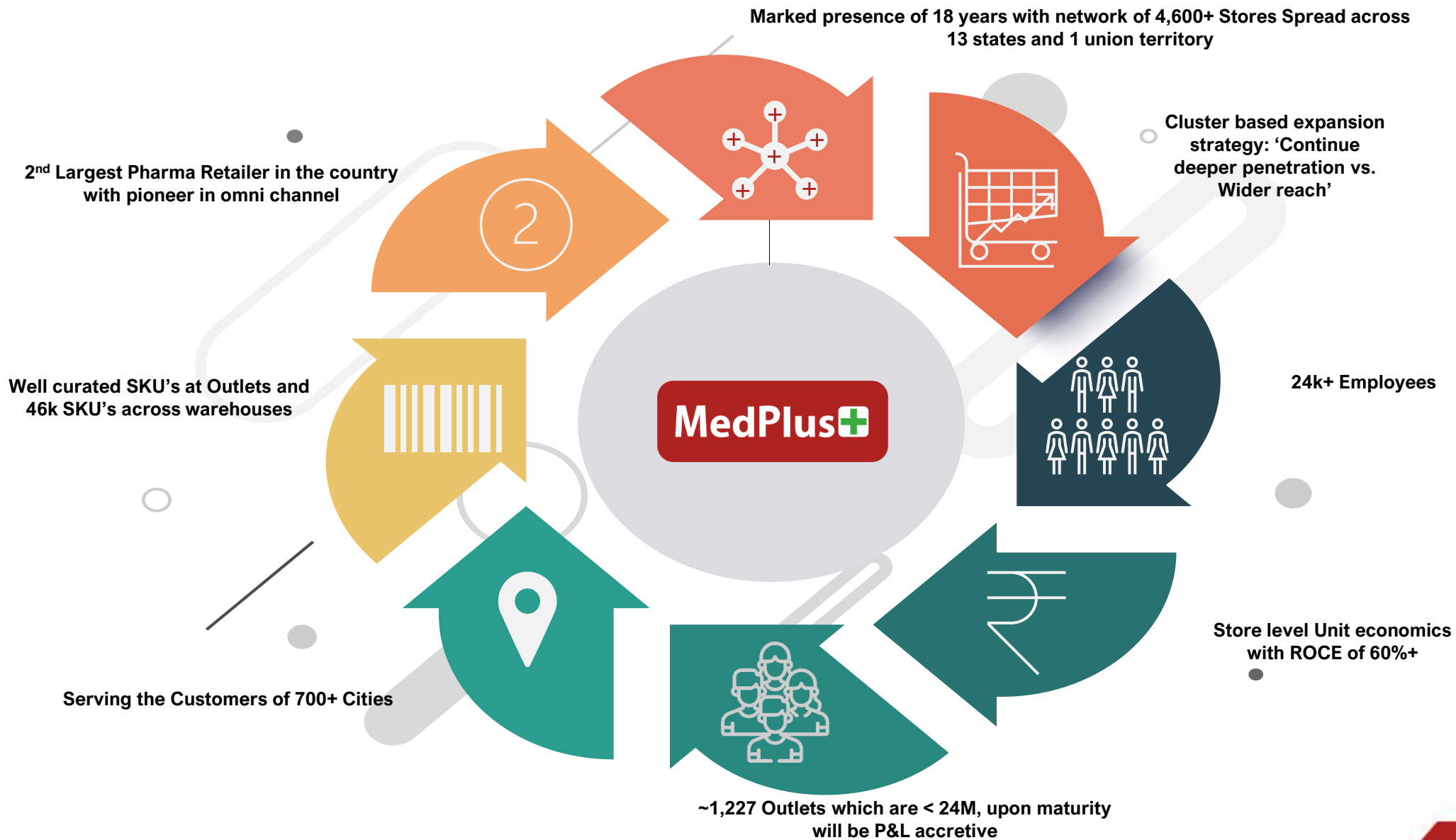
| Safe Harbour

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The MedPlus Story



| Q3 FY2025 Highlights (1/2)

₹ 15,614m Revenue

- ₹ 1,200m increase over Q3FY24 8.3% yoy
- ₹ 147m decrease over Q2FY25 0.9% qoq
- 5.2% increase in private label over Q3FY24

60 Store Net Additions

- 87 gross additions
- 33 net additions beyond Tier-One
- 4,612 stores as on 31-Dec-24

₹ 780m Pharmacy Operating EBITDA

- 5.1% Operating EBITDA margin in Pharmacy (increased by 50 bps qoq)
- ₹ 799m Company Operating EBITDA

₹ 3,909m Gross Margin

- 25.0% GM%, increased by 130 bps qoq and increased by 290 bps yoy

Stores > 12 months

- 4.4% revenue growth over Q3FY24
- 11.0% Store Level EBITDA margin
- 61.7% Store Level Operating ROCE

₹ 1,604m Operating Cash Flow

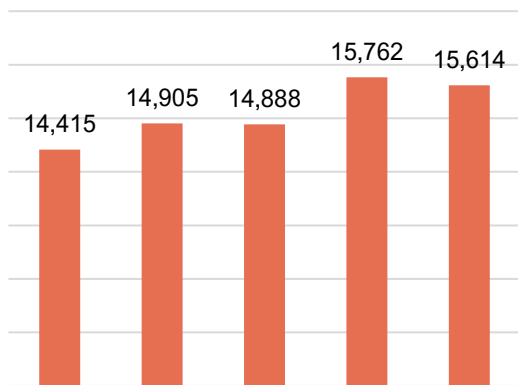
- 200.7% OCF/ Operating EBITDA
- ₹ 4,030m closing cash & bank balance



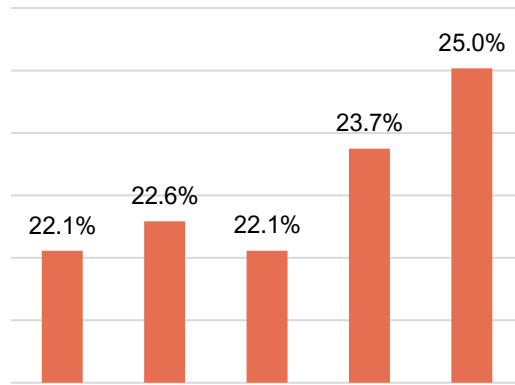
Q3 FY2025 Highlights (2/2)

Consolidated
Pharmacy

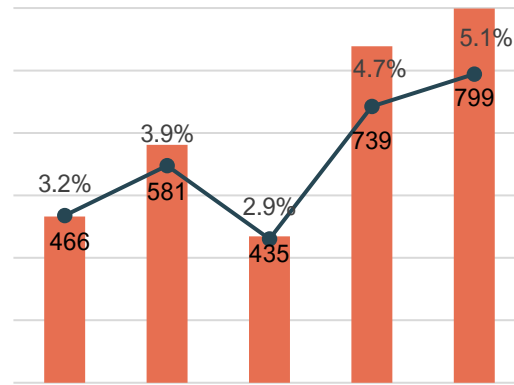
Revenue, ₹m



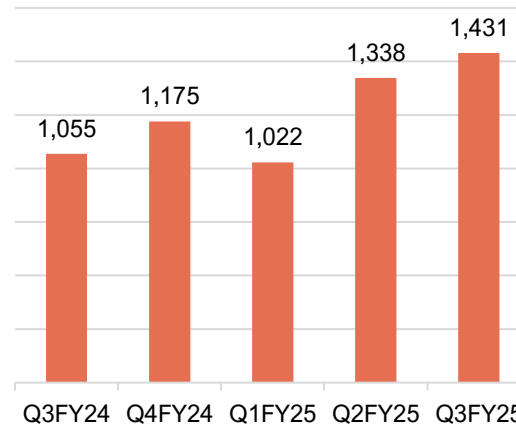
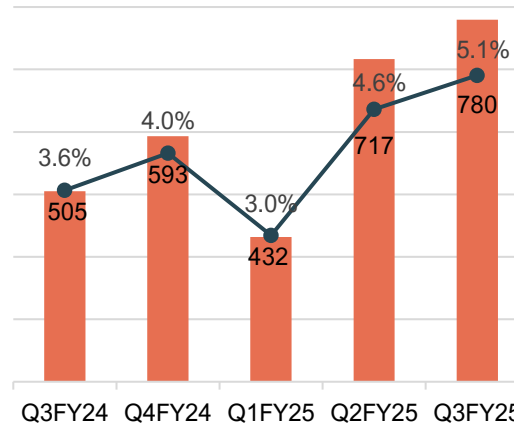
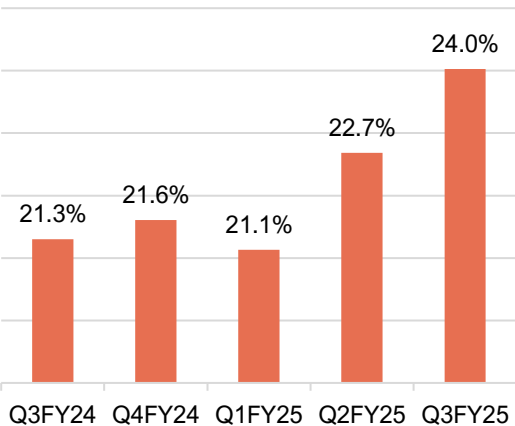
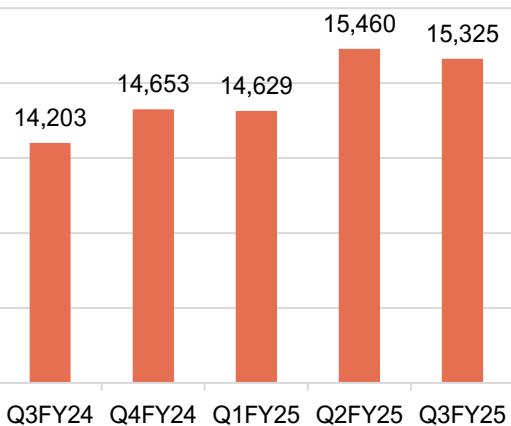
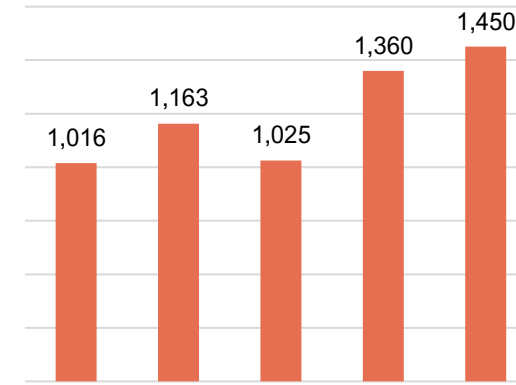
Gross Margin



Operating EBITDA



EBITDA, ₹m

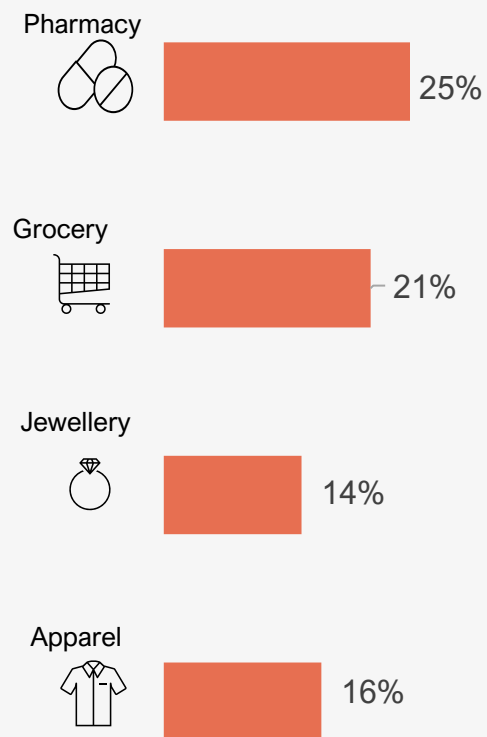


Operating EBITDA ₹m

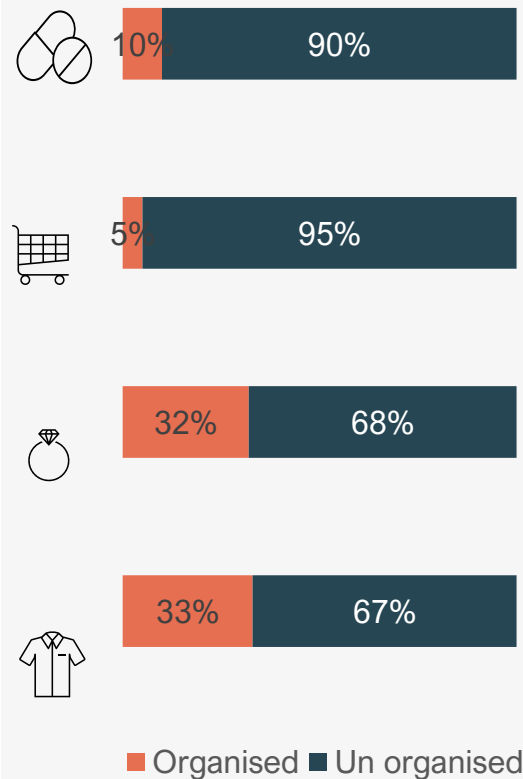
Operating EBITDA margin

Pharmacy Retail is Most Attractive Segment of Indian Retail

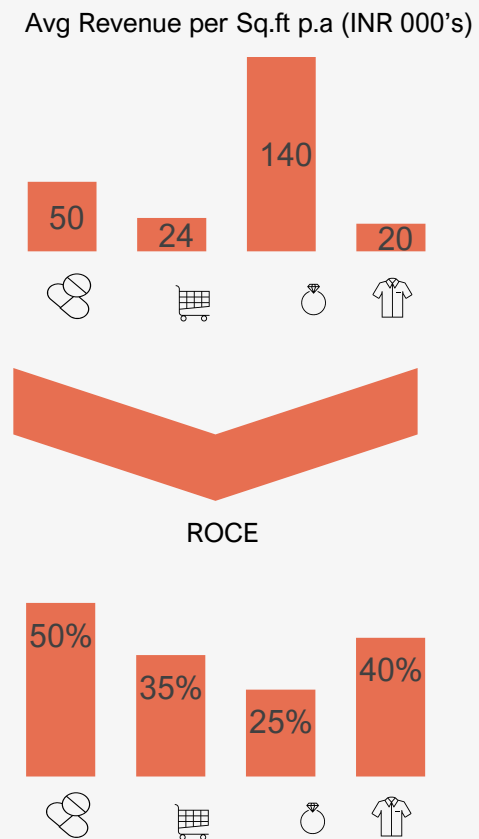
High Growth Profile Amongst Various Indian Retail Formats



Growth Rate To Continue in Foreseeable Future on Back of High Unorganized Salience



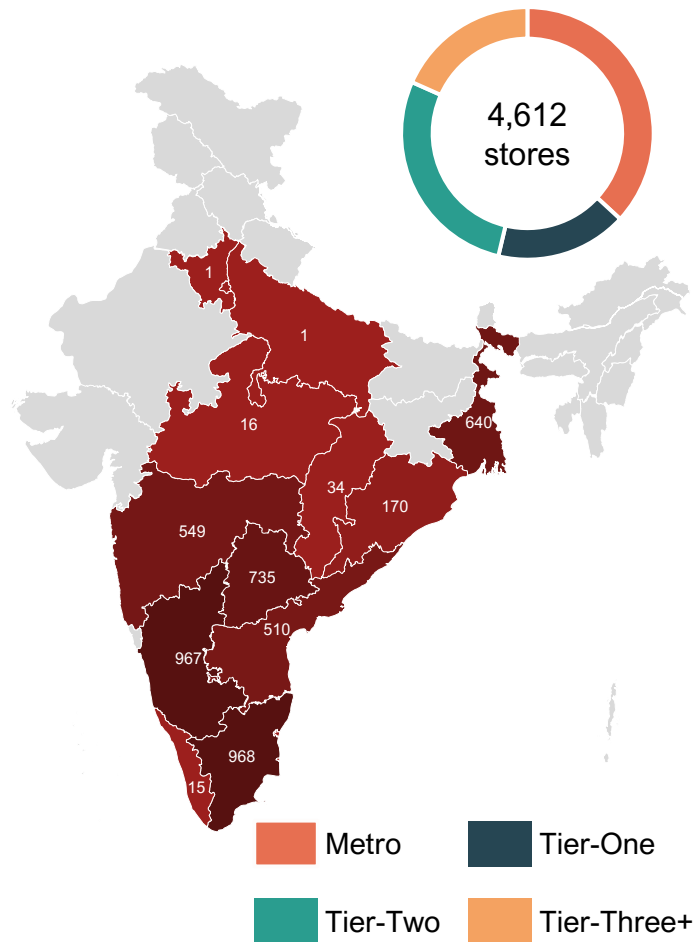
Highly Replicable Model Given Best in Class Return Metrics



Source: Technopak Advisors (2021). Pharmacy Retail in India

Cluster Based Network Enables Profitable Omni-Channel Service

Stores As On Dec-24



Strong Cluster Based Network

Strong network of 4,612 stores across Metros, Tier-One, Tier-Two and beyond.

Ability to service 100% market – acute + chronic

As opposed to online only players that largely cater to only chronic segment (37%¹ of the market)

2- hour delivery

Online only players cannot match this proposition given lack of hyperlocal store presence

Lower customer acquisition cost

As existing stores act as branding sites

Lower delivery costs

Because of the hyperlocal presence of MedPlus' 4,612 stores

1. For 2020; Proportion of domestic pharmaceutical market. Technopak Advisors (2021). Pharmacy Retail in India
2. Stores in Puducherry and Delhi are not represented in the map above. As on 31-Dec-24 we have 5 stores in Puducherry and 1 store in Delhi

Scale Allows A Large Private Label Basket: 1200+ SKUs

► Pharma
Over 800 products covering Chronic, Acute, OTC & Other Pharmaceutical products

► Non-Pharma
Over 400 products covering, packaged food, baked goods, dry goods, cleaning products, cosmetics and toiletries



| Poised for Growth

Key Pillars Of Growth

A	Growth in existing clusters and develop new clusters	<p>MedPlus has an established base of operations in 13 states and 1 union territory. Therefore, we will:</p> <ul style="list-style-type: none">• Further grow in cities where we have market leadership. Metro and Tier - One followed by Tier - Two and beyond• Replicate our leadership in markets where we have entered but yet to attain market leadership
B	Leverage our leadership in omni-channel	<p>MedPlus has built an extensive in-house technology platform. On the back of that, we will:</p> <ul style="list-style-type: none">• Expand our target addressable market via omni-channel offering• Increase retention via omni-channel• Operationally extend <2 hour delivery to more locations
C	Expand share of private label: Higher margins and higher share of wallet	<p>MedPlus has a curated private label range of 1200+ SKUs. From these, we will:</p> <ul style="list-style-type: none">• Increase private label contribution in pharma products, especially in sub-chronic and chronic ailments• Increase private label contribution in FMCG products, including nutrition and wellness

379 Stores Added In Last 12 Months

As On Dec-23

As On Mar-24

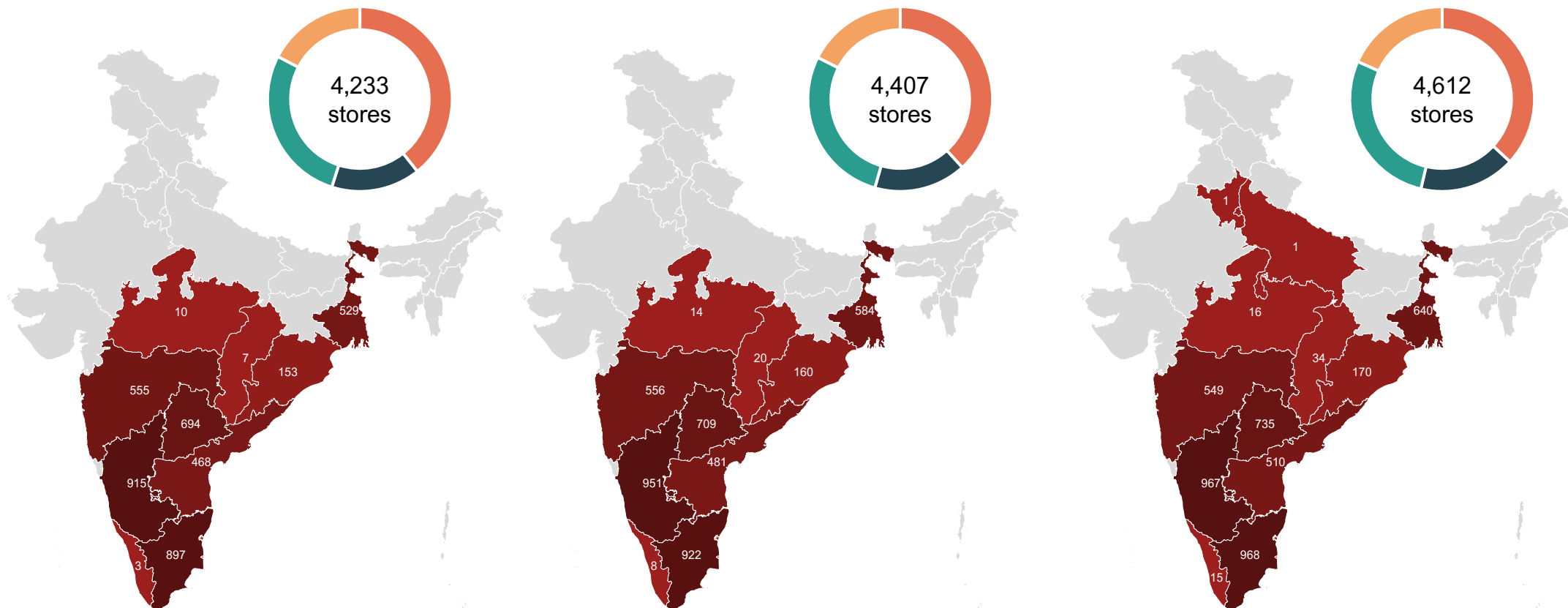
As On Dec-24

► Presence

We are present in 13 states and 1 union territory.

The key urban centers are: Bangalore, Chennai, Hyderabad, Kolkata, Mumbai, Nagpur, Pune, Visakhapatnam

We are present in 700+ cities



1. Stores in Puducherry and Delhi are not represented in the maps above. As on 31-Dec-24 we have 5 stores in Puducherry and we have 1 store in Delhi
 2. Color index for pie-chart as below:



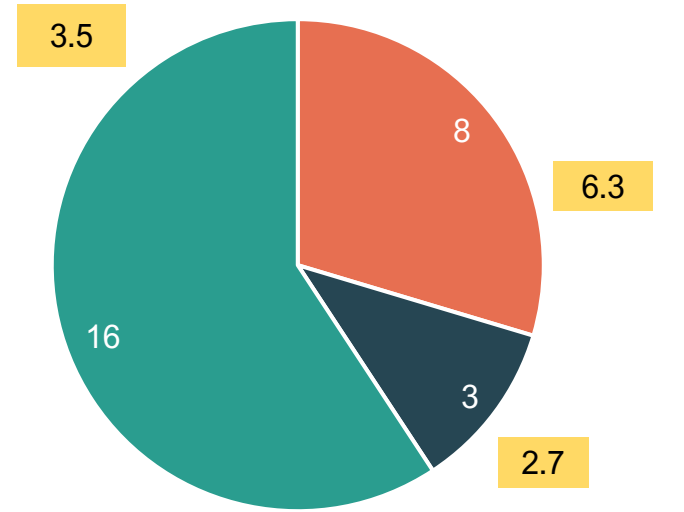
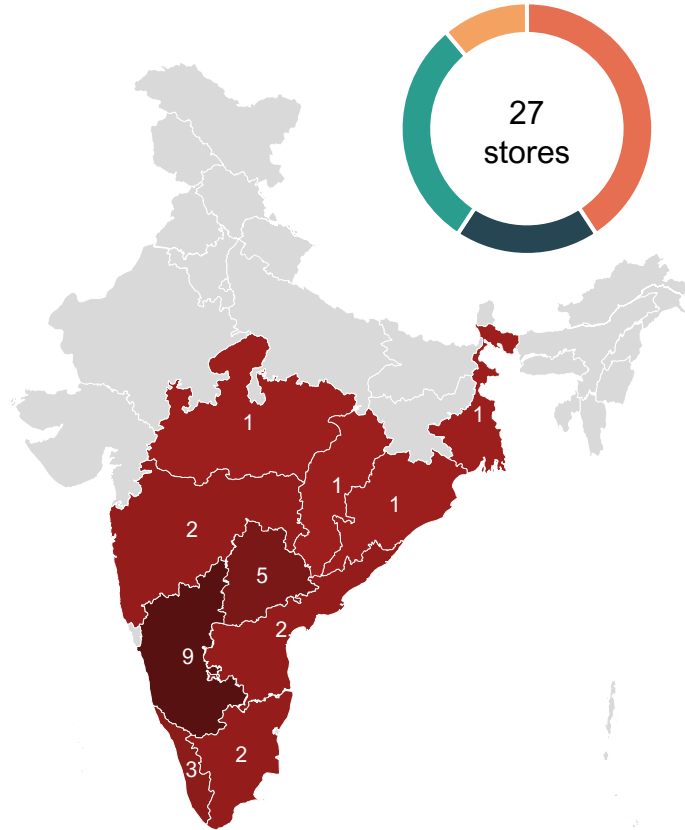
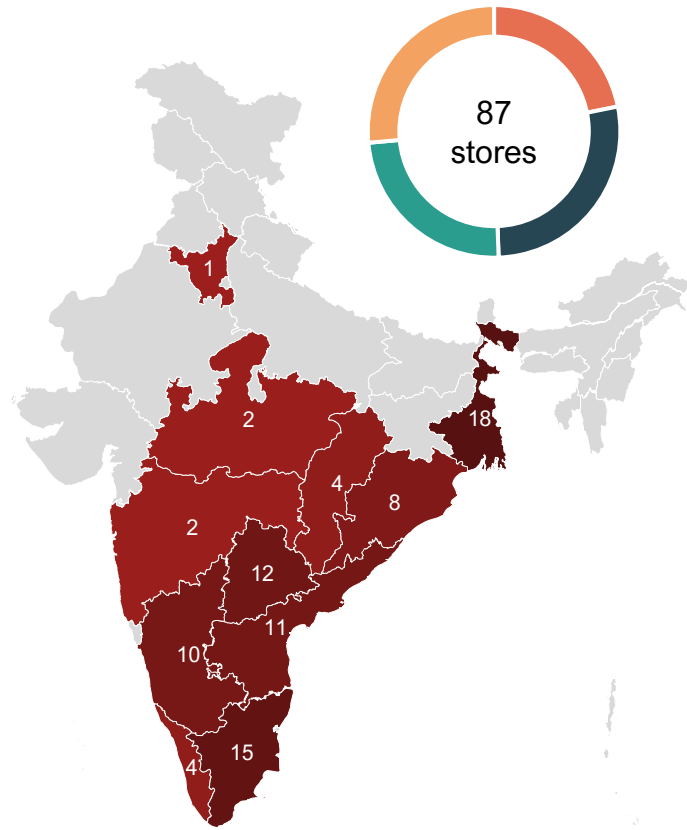
60 Stores Added In Last Quarter

Q3 FY25 Openings

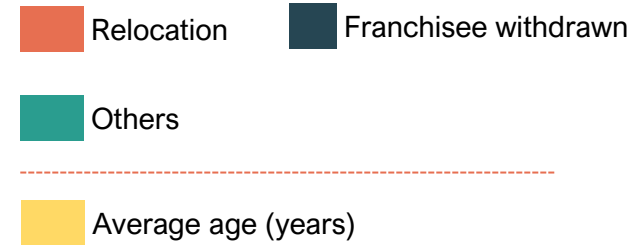
Q3 FY25 Closures

Q3 FY25 Closure Reasons

We opened 87 stores in Q3FY25. There were 27 closures

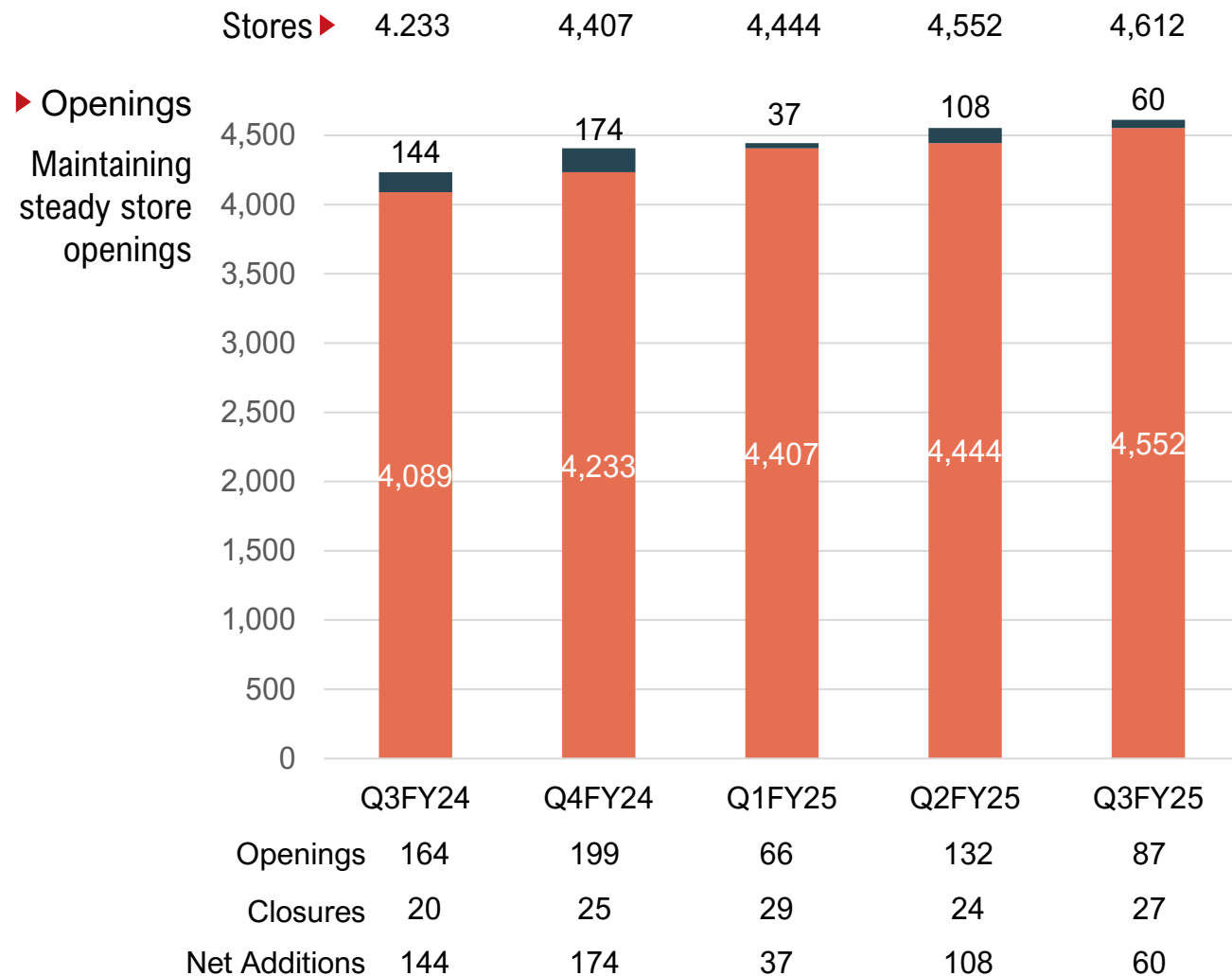


1. Color index for pie-chart as below

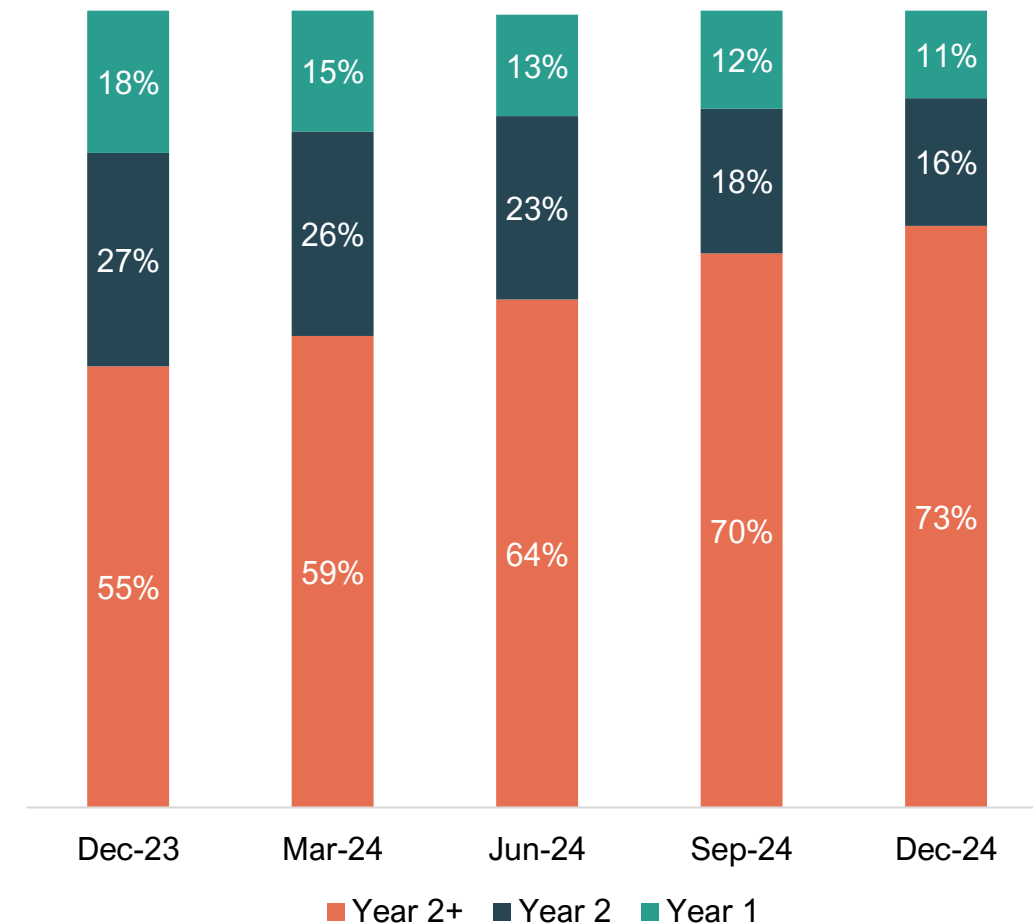


Store Network: 27% Less Than 2 Years Old

Pharmacy: Count



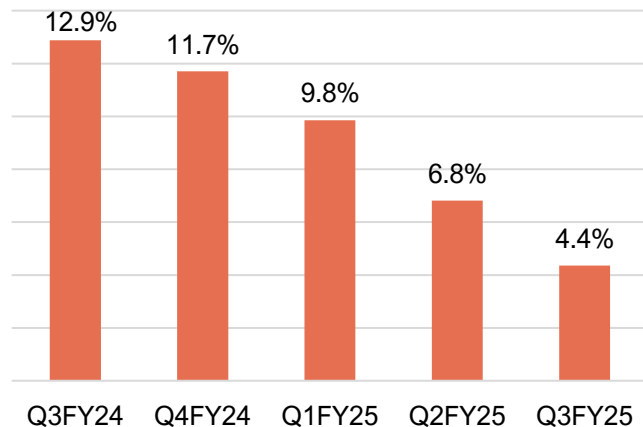
Pharmacy: Age Structure of Stores¹



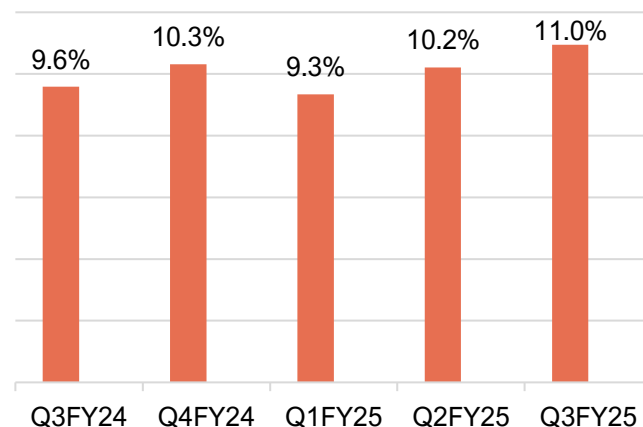
1. Store age, as on end of period

Profitable Older Stores: 12+ Months

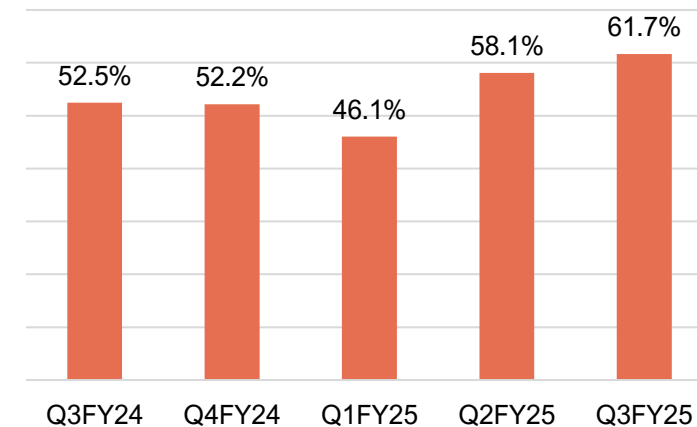
Store Level Revenue Growth¹



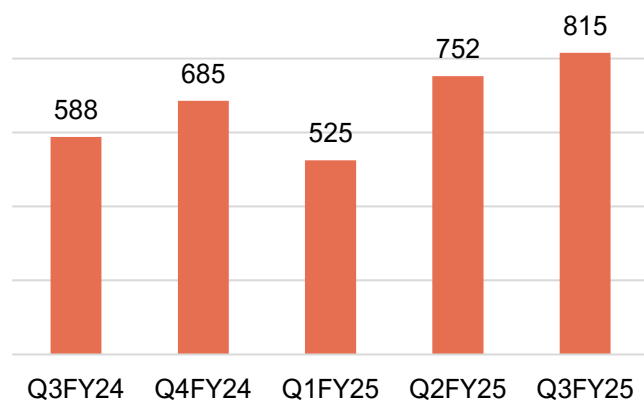
Store Level EBITDA Margin



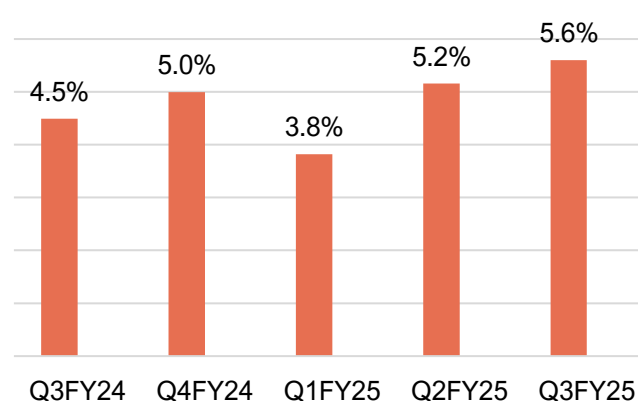
Store Level Operating ROCE^{2,3}



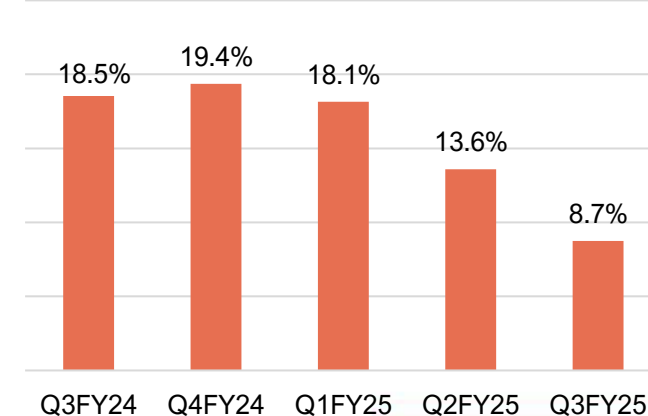
Operating EBITDA, ₹m



Operating EBITDA Margin



Store Level MRP Growth¹



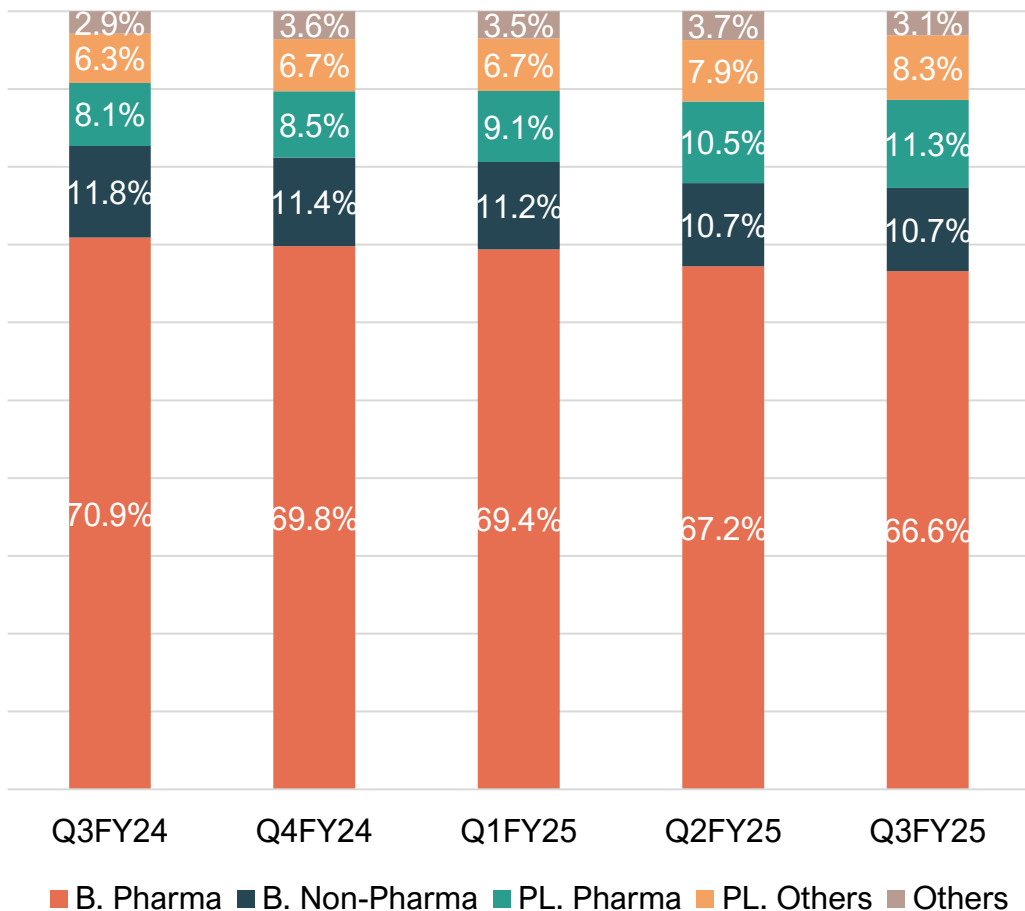
1. Growth is yoy

2. See Glossary for definition

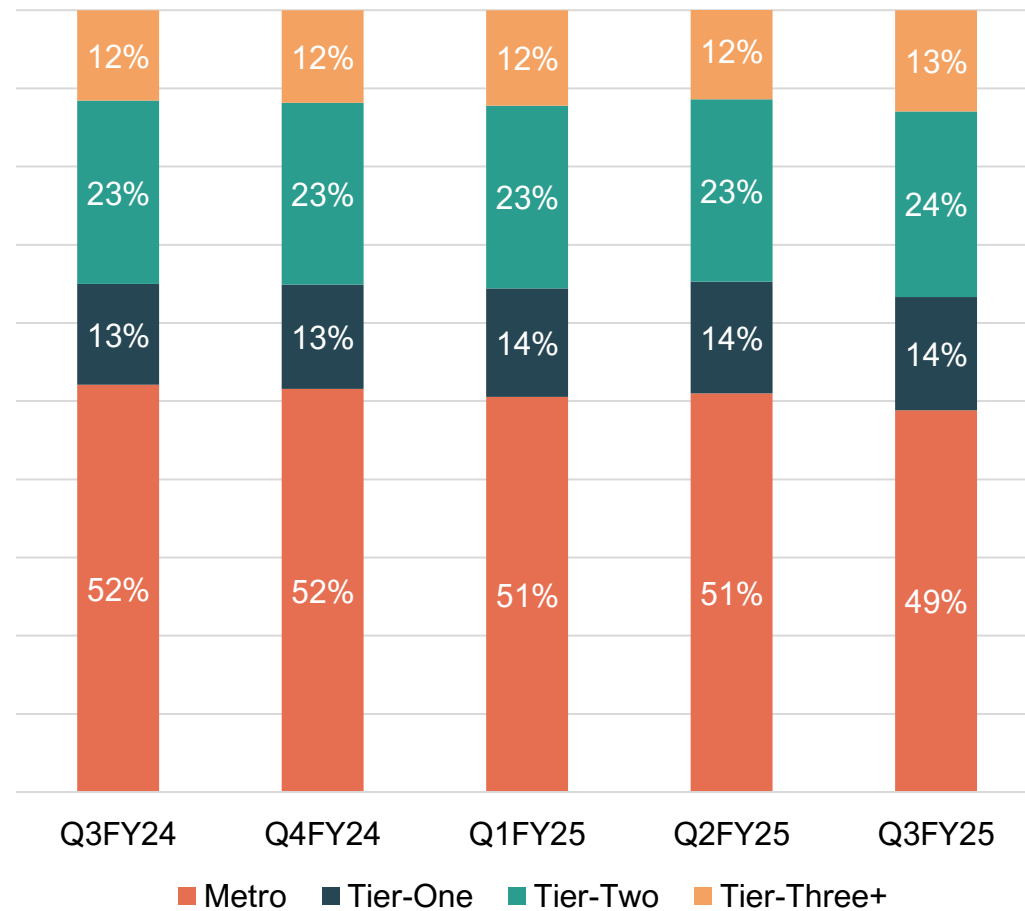
3. Annualized by multiplying the quarterly computation by 4

Revenue Mix: Increasing Share Of Private Label

Revenue Mix: By Product Category



Revenue Mix³: By Location of Stores



▶ Product mix

Trend of increasing share from Private Label continues

▶ Location mix

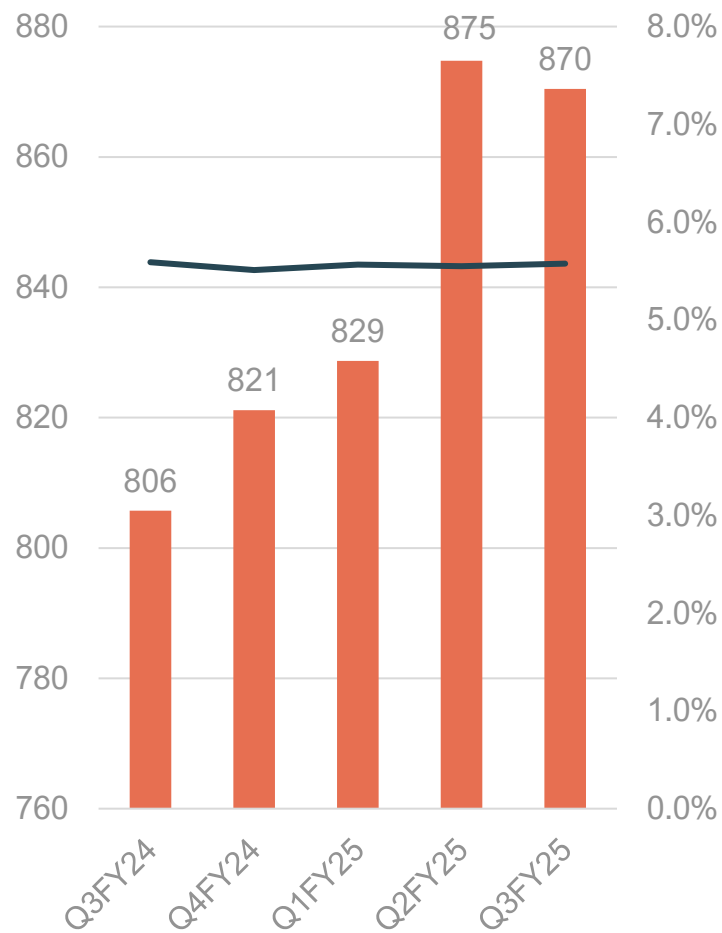
Maintaining trend of growth beyond Metro and Tier-One

1. Prefix of "B" implies Branded, Prefix of "PL" implies Private Label
 2. "Others" includes revenue from franchisee, optical, diagnostics, labs and membership fee
 3. Only revenue from pharmacy stores

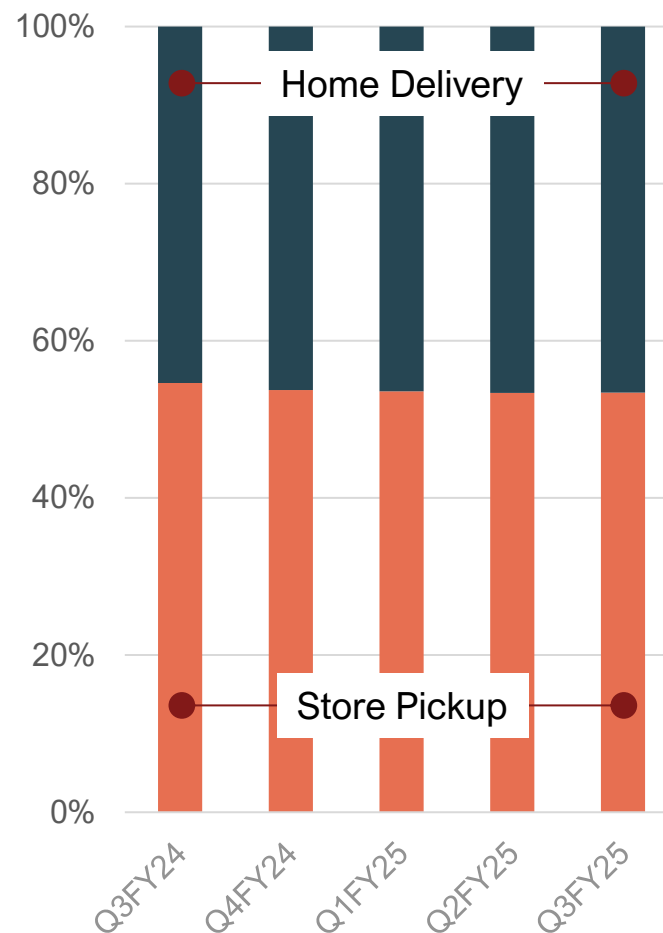
Omni-channel: Profitable With Negligible Acquisition Costs

► **Omni-Channel**
Our online presence grows on the back of our rapid store additions

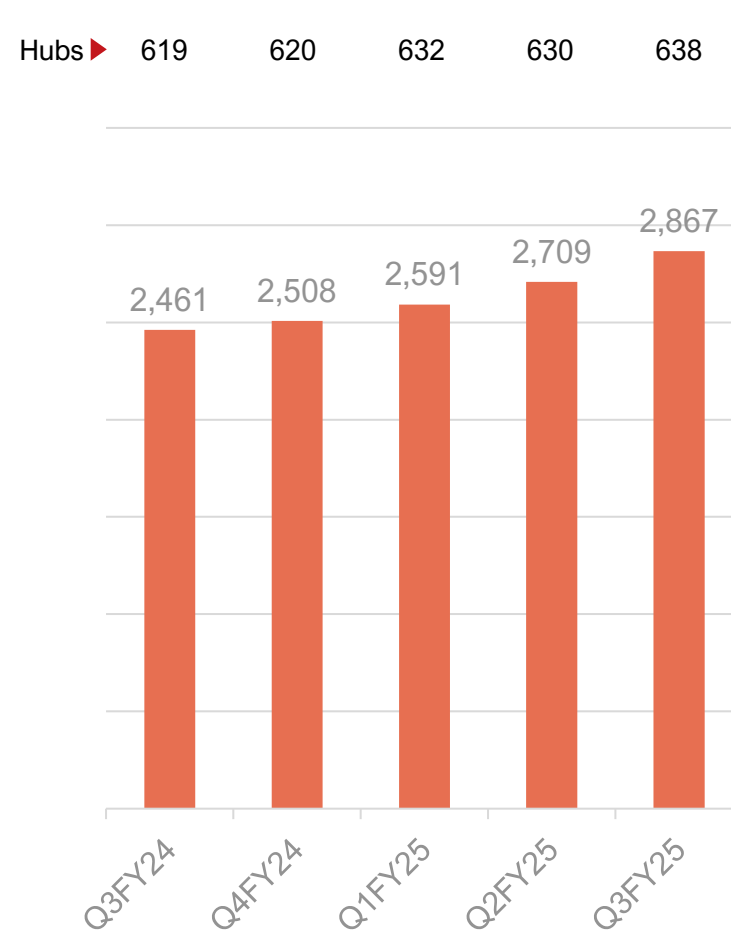
Channel Revenue



Channel Delivery



Pincodes¹ and Delivery Hubs



Revenue, ₹m Share of Tot. Rev. (RHS)

Store Pickup Home Delivery

1. For Online Orders

Income Statement

Snapshot of Income Statement, ₹m

	Q3FY24	Q2FY25	Q3FY25	Q3FY25 vs. Q3FY24 (yoy)	Q3FY25 vs. Q2FY25(qoq)	9m FY24	9m FY25	9m FY25 vs. 9m FY24 (yoy)
Revenue	14,414.7	15,761.7	15,614.5	8.3%	-0.9%	41,343.6	46,264.4	11.9%
Gross Margin	3,187.3	3,743.0	3,908.6	22.6%	4.4%	8,966.3	10,944.2	22.1%
Gross Margin	22.1%	23.7%	25.0%			21.7%	23.7%	
Expenses	2,721.3	3,004.3	3,109.4	14.3%	3.5%	7,799.5	8,971.7	15.0%
Operating EBITDA	466.0	738.7	799.3	71.5%	8.2%	1,166.7	1,972.5	69.1%
Operating EBITDA	3.2%	4.7%	5.1%			2.8%	4.3%	
Rental Expenses	535.6	591.6	596.8	11.4%	0.9%	1,568.3	1,758.1	12.1%
ESOP Expenses	(33.7)	(21.6)	(19.7)	-41.6%	-8.8%	(117.7)	(64.1)	-45.6%
Interest Income	47.8	51.7	74.0	54.8%	43.2%	160.3	168.9	5.4%
EBITDA	1,015.7	1,360.4	1,450.4	42.8%	6.6%	2,777.6	3,835.5	38.1%
EBITDA	7.0%	8.6%	9.3%			6.7%	8.3%	
Depreciation & Amortisation	(571.1)	(631.4)	(624.7)	9.4%	-1.1%	(1,650.0)	(1,856.3)	12.5%
Finance Costs	(245.0)	(251.2)	(259.7)	6.0%	3.4%	(713.1)	(757.5)	6.2%
PBT	199.6	477.8	566.0	183.5%	18.4%	414.5	1,221.7	194.7%
PAT	137.0	387.0	458.7	234.7%	18.5%	320.1	989.1	209.0%
PAT	1.0%	2.5%	2.9%			0.8%	2.1%	

Income Statement: Business Segments

Snapshot of Income Statement, ₹m

	Q2FY25				Q3FY25			
	Pharmacy Retail	Diagnostic	Others	Total	Pharmacy Retail	Diagnostic	Others	Total
Revenue	15,459.8	283.1	18.8	15,761.7	15,325.4	274.7	14.4	15,614.5
COGS and Expenses	14,743.1	262.1	17.8	15,023.0	14,545.6	252.6	17.0	14,815.2
Operating EBITDA	716.7	21.0	0.9	738.7	779.8	22.1	(2.6)	799.3
Operating EBITDA	4.6%	7.4%	5.0%	4.7%	5.1%	8.1%	-18.2%	5.1%
Rental Expenses ¹				591.6				596.8
ESOP Expenses				(21.6)				(19.7)
Interest Income				51.7				74.0
EBITDA				1,360.3				1,450.4
EBITDA				8.6%				9.3%

1. Rental Expenses are net of Gain on de-recognition of Right-of-use assets amounting to ₹23.7m and ₹9.9m for Q2FY25 and Q3FY25 respectively

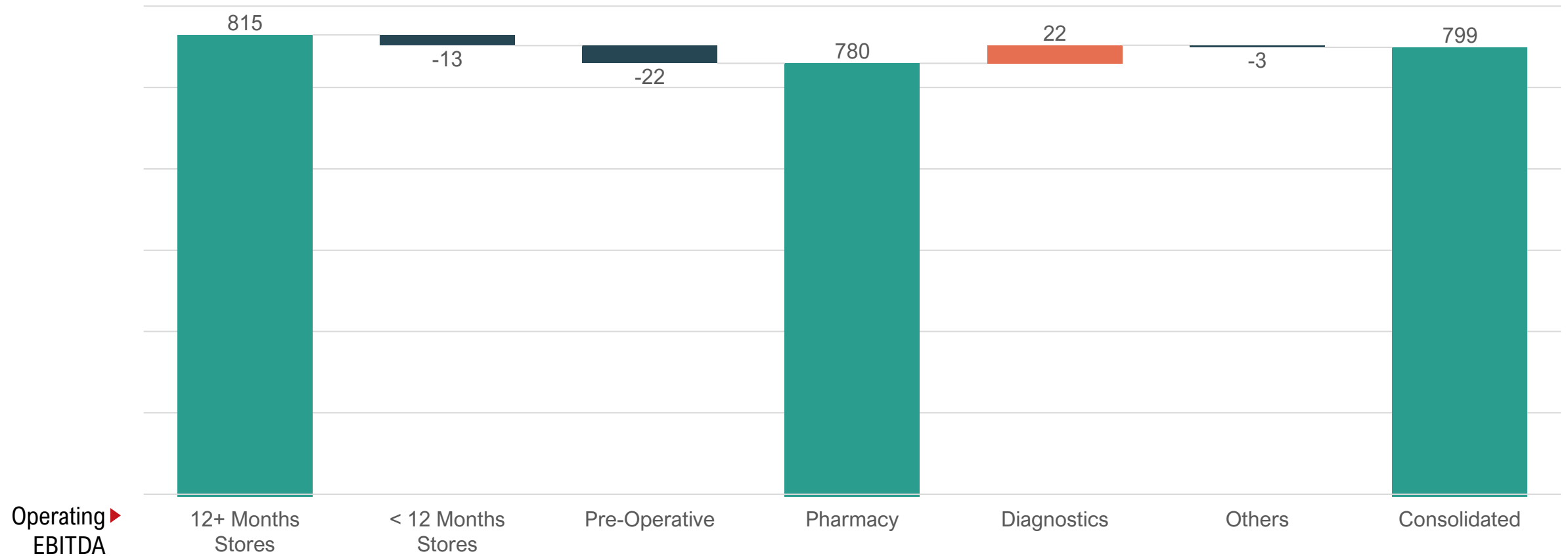
Income Statement: Ind AS Adjustments

Snapshot of Income Statement: Ind AS Adjustments, ₹m

	Q2FY25			Q3FY25		
	Reported	Ind AS Impact	Ind AS Adjusted	Reported	Ind AS Impact	Ind AS Adjusted
Revenue	15,761.7	-	15,761.7	15,614.5	-	15,614.5
Gross Margin	3,743.0	-	3,743.0	3,908.6	-	3,908.6
Gross Margin	23.7%		23.7%	25.0%		25.0%
Expenses	2,412.7	(591.6)	3,004.3	2,512.6	(596.8)	3,109.4
Operating EBITDA	1,330.2	591.6	738.7	1,396.1	596.8	799.3
Operating EBITDA			4.7%			5.1%
ESOP Expenses	(21.6)	-	(21.6)	(19.7)	-	(19.7)
Interest Income	51.7	19.1	32.6	74.0	19.5	54.5
EBITDA	1,360.4	610.6	749.7	1,450.4	616.3	834.1
EBITDA	8.6%			9.3%		
Depreciation & Amortisation	(631.4)	(424.3)	(207.0)	(624.7)	(437.1)	(187.6)
Finance Costs	(251.2)	(251.1)	(0.0)	(259.7)	(259.6)	(0.1)
PBT	477.8	(64.8)	542.7	566.0	(80.4)	646.4
PAT	387.0	(64.8)	451.8	458.7	(80.4)	539.1
PAT	2.5%			2.9%		

Operating EBITDA Deep Dive

Operating EBITDA Bridge: From 12+ Months Stores to Consolidated, ₹m



Balance Sheet

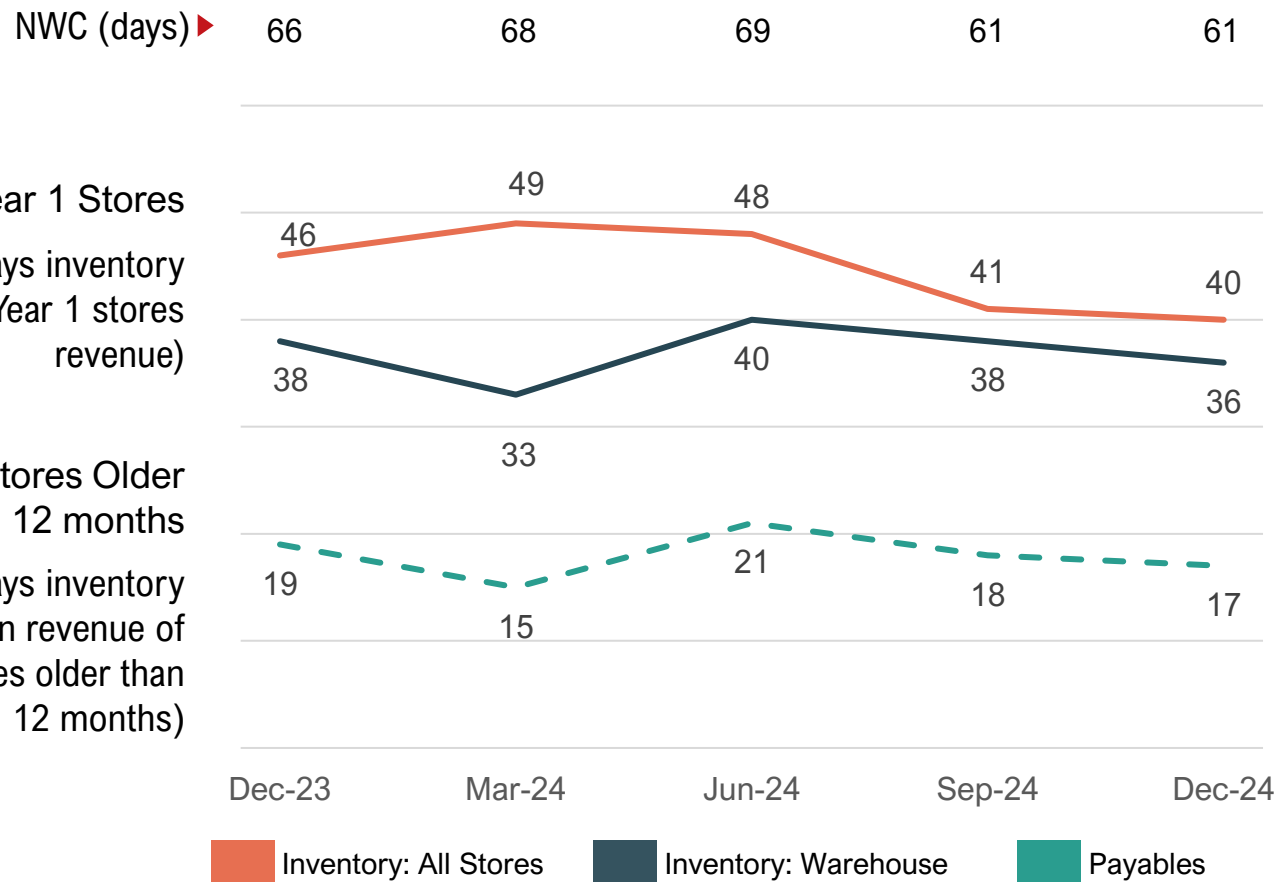
Key Balance Sheet items, ₹m

	Dec-23	Mar-24	Sep-24	Dec-24
Assets				
PPE and CWIP	3,172.0	3,240.4	3,082.7	3,039.5
Inventories	13,171.9	13,402.3	13,407.1	12,930.2
Cash	1,985.9	1,701.8	3,041.7	4,030.3
Liabilities				
Trade payables	3,005.5	2,530.4	3,056.5	2,827.1

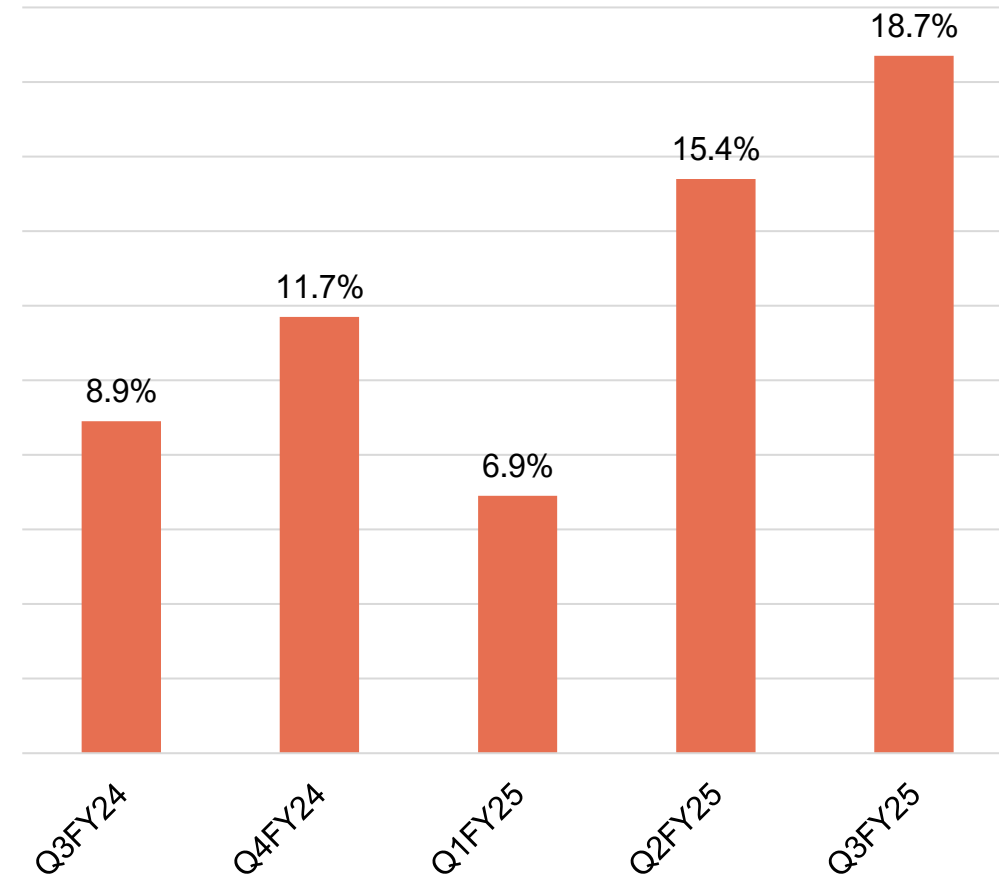
1. Cash includes cash, bank balances and bank deposits

Capital Productivity

Working Capital Cycle, days



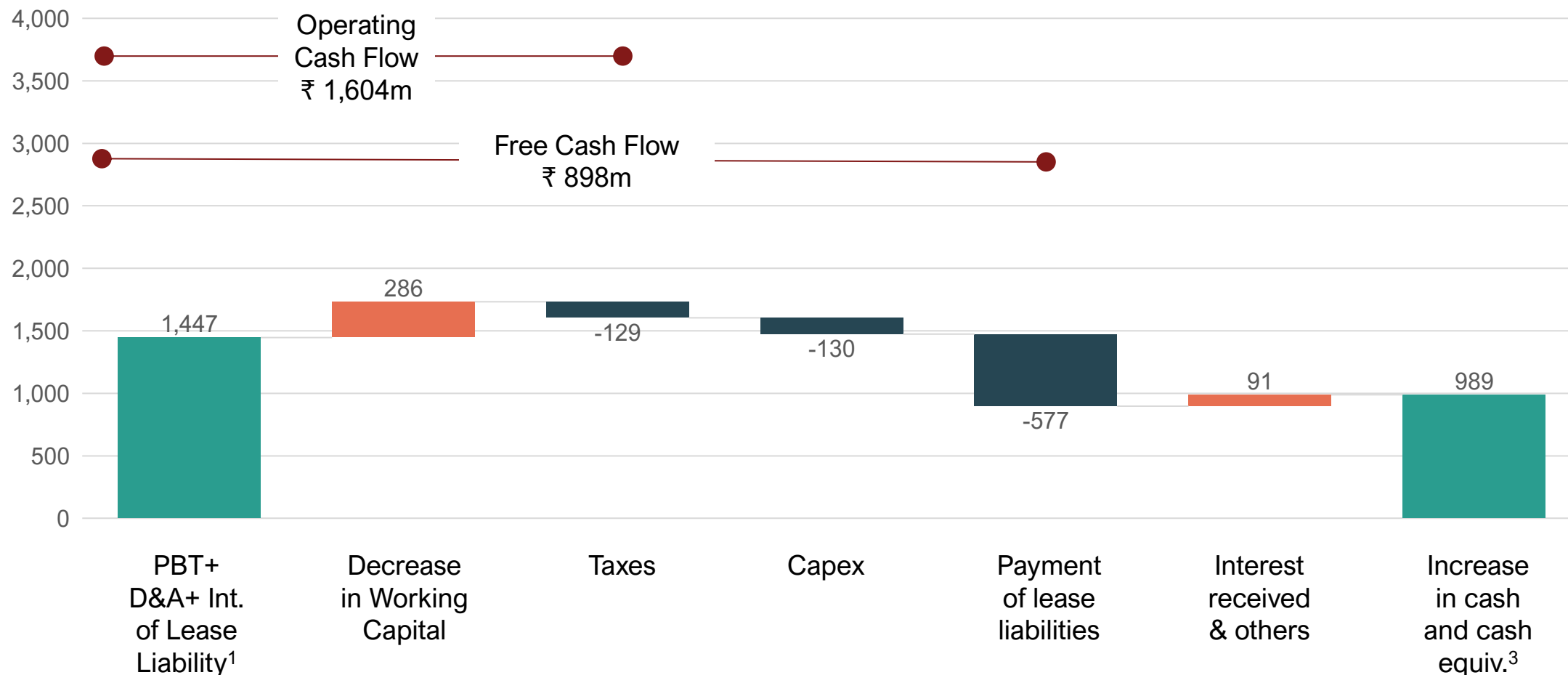
ROCE²: Operating EBIT/ Avg. Capital Employed



1. Inventory and Payables (as on end of period) computed on period Revenue
 2. Annualized by multiplying the quarterly computation by 4

Cash Management

Cash Management, Q3FY25, ₹m



1. Computed as per IND AS-116
 2. Other non-cash expenses, e.g. ESOP compensation expense
 3. Additionally, during the quarter we invested ₹ 1,130m surplus cash in fixed deposit

Appendix

- A. The Board of Directors and Key Managerial Personnel
- B. Glossary

A. The Board of Directors and Key Managerial Personnel



Mr. Gangadi Madhukar Reddy
Chairman, Managing Director
and Chief Executive Officer



Dr. Cherukupalli Bhaskar Reddy
Whole Time Director
and Chief Operation Officer



Mr. Murali Sivaraman
Non-Executive
Independent Director



Ms. Aparna Surabhi
Non-Executive
Independent Director



Mr. Madhavan Ganesan
Non-Executive
Independent Director



Mr. Thyagarajan Muralidharan
Additional Director
(Non-Executive Independent)



Mr. Sujit Kumar Mahato
Chief Financial Officer



Mr. Chetan Dikshit
Chief Strategy Officer



Mr. Kandasamy
Head Supply Chain,
Optival



Mr. Venugopal Siripuram
Chief Technology Officer,
Optival



Mr. Manoj Kumar Srivastava
Company Secretary & Compliance Officer

B. Glossary

Term	Description
City Categorization (internal)	Metro: Bengaluru, Chennai (and Avadi), Hyderabad, Kolkata (and Howrah), Mumbai (and Thane) Tier One: Ahmednagar, Baramati, Kharagpur, Nagpur, Nashik, Panruti, Pune, Ranaghat, Vijayawada, Visakhapatnam Tier Two: Hundred and Twenty-Nine cities, including Adilabad, Aurangabad, Coimbatore, Hooghly, Mysuru, Puri
EBITDA	EBITDA is a non-GAAP financial measure. EBITDA refers to our profit/(loss) for the period, as adjusted to exclude (i) Depreciation and Amortization Expenses, (ii) Finance Costs and (iii) Tax Expense.
Free Cash Flow (FCF)	Operating Cash Flow minus Capex minus Payment of lease liabilities
GMV	Gross Merchandising Value (GMV = MRP- GST)
NWC	Net Working Capital. Inventory <u>plus</u> Receivables <u>minus</u> Trade Payables
Operating Cash Flow (OCF)	PBT <u>plus</u> non-cash expenditures <u>minus</u> increase in working capital <u>minus</u> taxes paid
Operating EBITDA	Operating EBITDA is non-GAAP financial measure adjusted for one – off expenses like ESOP
Store(s)	Our pharmacy stores. Unless specifically mentioned, this does not include our other outlets (e.g optical, clinic, lab, diagnostics, collection center)
Store age: Year 1, Year 2, Year 2+	For the purpose of age categorization, we determine the age as per the last day of the reporting period. For example a store that has completed 24 months at on the last day of the reporting period, is categorized as Year 2+
Store Level Operating ROCE	Store Level Operating ROCE is computed by dividing (Store Level Operating EBITDA <u>minus</u> depreciation, assumed as ₹10k (₹ 13.3k for new stores) p,m./ store for stores aged < 5 years) with Capital Employed. Capital Employed is computed as store level inventory at the end of the period + capex of ₹ 0.6m per store (capex of ₹ 0.8m per store for new stores)+ refundable security deposit.
Full – Service Center	Full-service center refers to Integrated Diagnostic center with Pathology and Radiology (including MRI and CT)
Level 2 center	Level 2 center refers to diagnostic center with pathology and Radiology (without CT and MRI)

