



**VIJAYA**<sup>®</sup>  
**DIAGNOSTIC**  
**CENTRE**

**August 05, 2024**

To,  
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,**  
Phiroz Jeejeebhoy Towers,  
25<sup>th</sup> 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 for Q1 & FY 2025 results and which would be used in the Investors / Analysts earnings conference call scheduled to be held on **August 06, 2024 at 12:00 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



# VIJAYA DIAGNOSTIC CENTRE

Q1 FY25 Earnings Presentation, August 05 2024



# Safe Harbour



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# Disclaimer



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## Note 1:

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

***Hence, the consolidated operational and financial figures of Q1 FY 25 and Q4 FY 24 in the subsequent slides are including PH, unless otherwise stated.***



# Q1 FY25 – Performance Snapshot



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	Q1 FY25	Q1 FY24	YoY %	Q4 FY24	QoQ %
<b>Revenue</b>	1,562	1,210	29.1%	1,552	0.7%
<b>Revenue Excl. PH</b>	1,448	1,210	19.6%	1,434	1.0%
<b>EBIDTA</b>	612	481	27.3%	631	-3.0%
<b>EBIDTA Margin</b>	39.2%	39.8%	-60 BPs	40.7%	-150 BPs
<b>Total tests</b>	3.38	2.62	28.7%	3.36	0.5%
<b>Total Footfall</b>	0.96	0.79	22.5%	0.98	-1.4%

*(INR, millions)*



# Q1 FY25 – Performance Snapshot



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## Operational & Financial Highlights – Q1 FY25



**3.38 Mn**  
Tests

**0.96 Mn**  
Footfalls



**INR 1,562 Mn**  
Revenue from  
operations

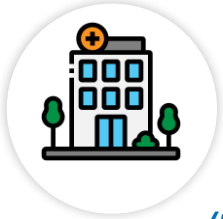
**INR 1,448 Mn**  
Revenue from  
Operations

**19.6%**  
Revenue  
growth (YoY)

**19.8%**  
Test Volume  
growth (YoY)

**16.6%**  
Footfall  
growth (YoY)

**Excluding PH**



**146**  
Centres

*(Includes 18 centres of PH)*



**INR 612 Mn**  
EBIDTA

**39.2%**  
EBIDTA Margin



**INR 313 Mn**  
Profit After Tax

**20.1%**  
PAT Margin



**93%**  
B2C Revenue



## Management comment



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*Commenting on the Q1FY25 results performance, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:*

*"I'm happy to announce another strong quarter, highlighted by a remarkable year-on-year revenue growth of 29.1%, with an impressive 19.6% achieved organically. This growth was primarily driven by increased footfall and test volume, with our wellness holding strong at 13.4%.*

*I am also happy to share that, our hub center at VIP Road, Kolkata has successfully completed its first year of operations, reaching breakeven within just three quarters. This is a significant milestone in our growth journey, and we are excited about the opportunities the Kolkata market offers.*

*Looking ahead, I am pleased to announce the commencement of operations at our new 10,000-square-foot, state-of-the-art hub facility in Ongole on August 8th. This facility, equipped with advanced radiology equipment such as a 3T MRI and a 160-slice cardiac CT, will offer a comprehensive range of integrated diagnostic services to our customers across the Palanadu region."*

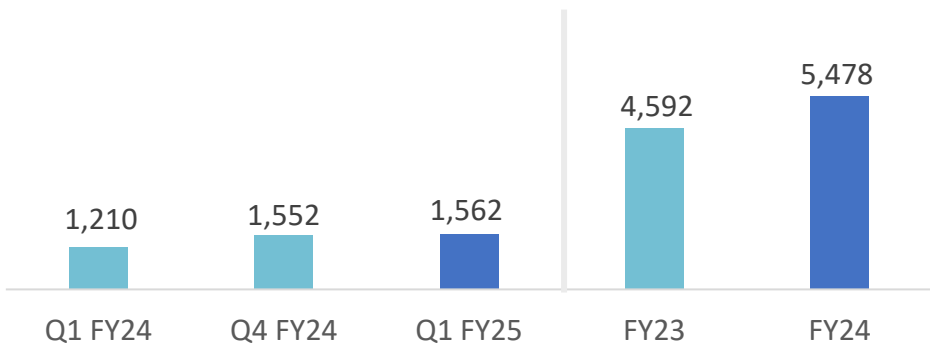


# Key Financial Highlights – Q1 FY25



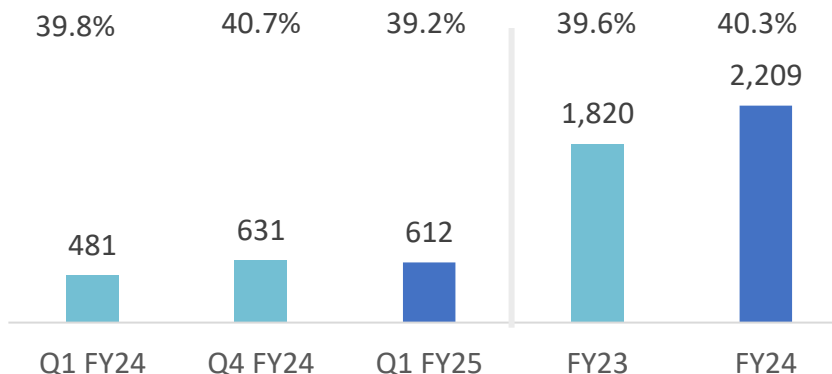
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## Revenue from Operations



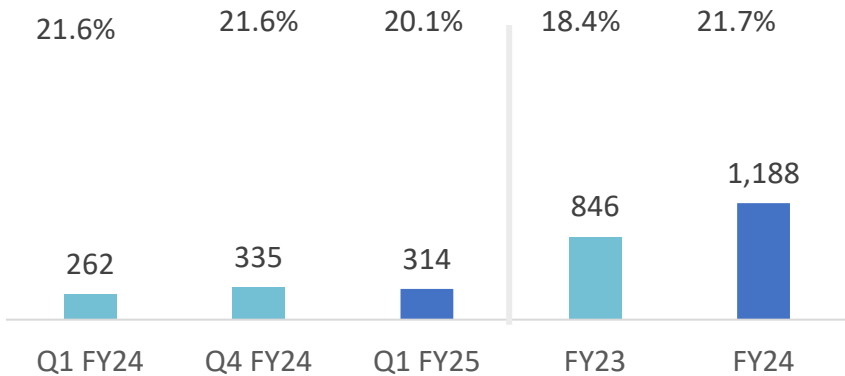
Shift YoY (%)	29.1%	19.3%
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## EBITDA & EBITDA Margin (%)



	27.3%	21.4%
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## PAT & PAT Margin (%)



Shift YoY (%)	19.6%	40.4%
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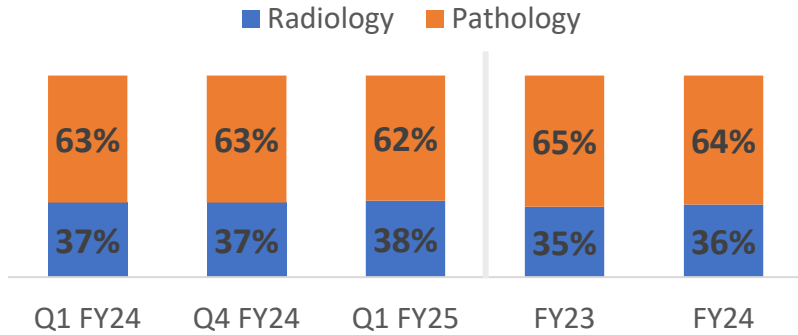


# Revenue Mix – Q1 FY25

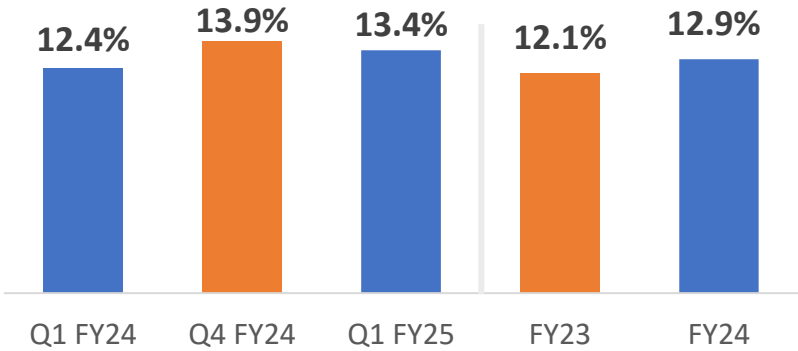


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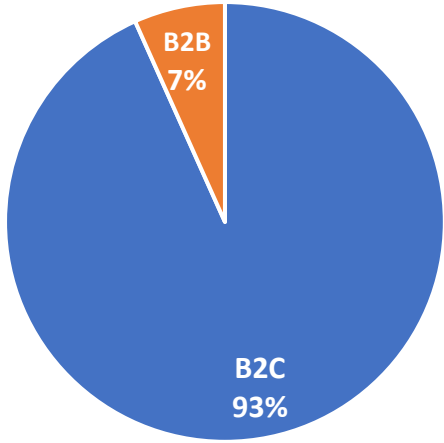
## Radiology vs. Pathology Breakdown



## Wellness share %



## B2C Contribution – Q1 FY25



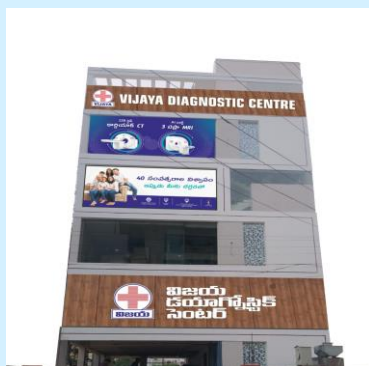
### Kolkata, West Bengal



#### Achieved operational break-even within just 3 quarters in Kolkata, West Bengal

- Launched one-of-a-kind hub in Kolkata, West Bengal in July 2023.
- This 10,000 sq ft facility has an automated lab, houses advanced equipment such as a 3T MRI & 128 slice Cardiac CT and offers some of the most advanced diagnostic services in the region.
- Achieving operational break-even within just three quarters of starting operations underscores the strength of our brand and the high demand for our top-class services, even in new markets.

### Ongole Facility



#### Inaugurating a state-of-the-art hub in Ongole, Andhra Pradesh, this week

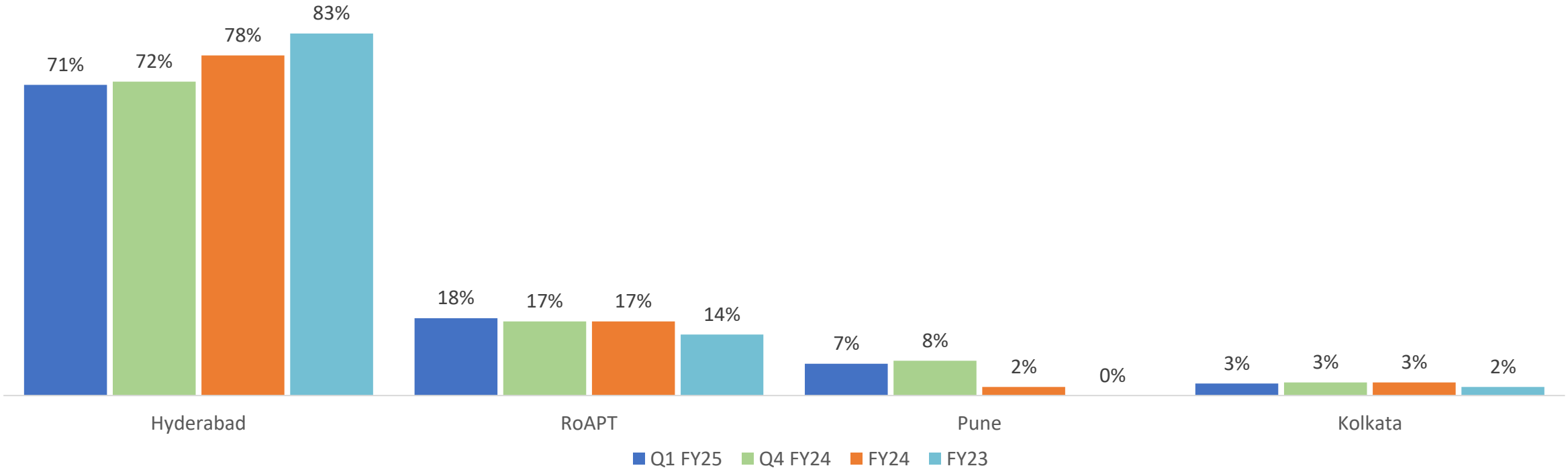
- This marks a significant milestone in Vijaya's growth plan as we venture into the diagnostic space in this promising region.
- The facility features an automated lab and advanced equipment, including a 3T MRI and a 160-slice cardiac CT, making it one of the few healthcare setups in Ongole to offer such high-end services.



# Geographical Contribution - Revenue



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Centre count as on 30.06.2024					
Hyderabad	RoAPT	Pune	Kolkata	Others	Total
93	31	18	2	2	146

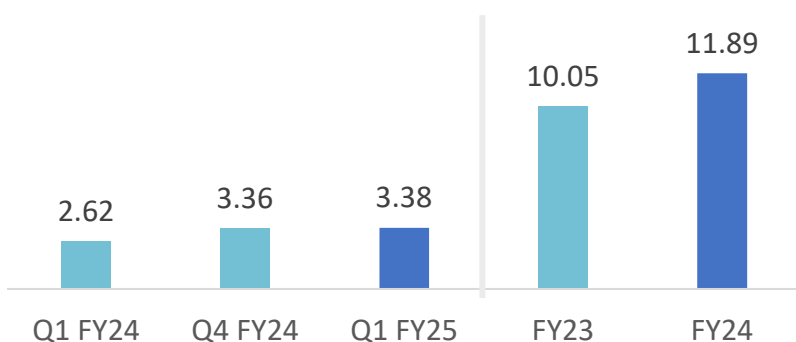


# Key Operational Highlights

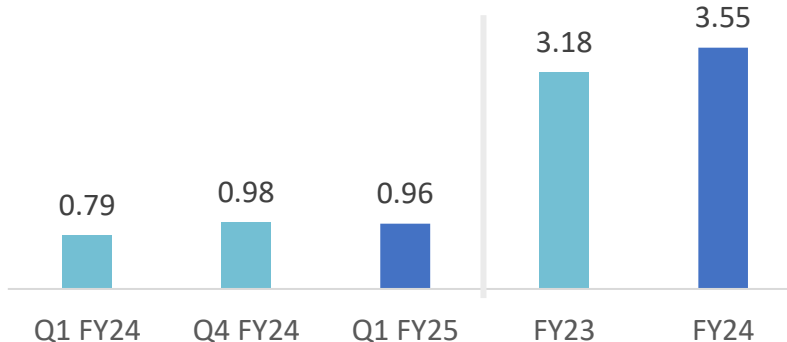


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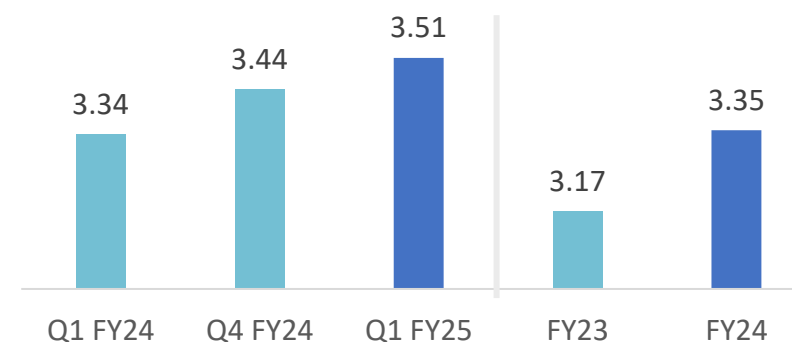
**Tests Performed (# in Million)**



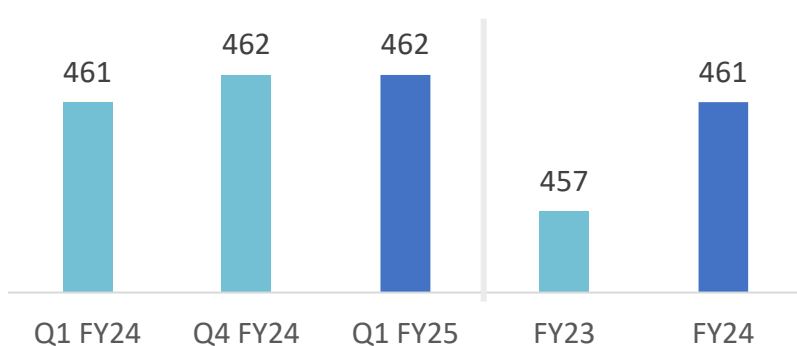
**Footfalls (# in Million)**



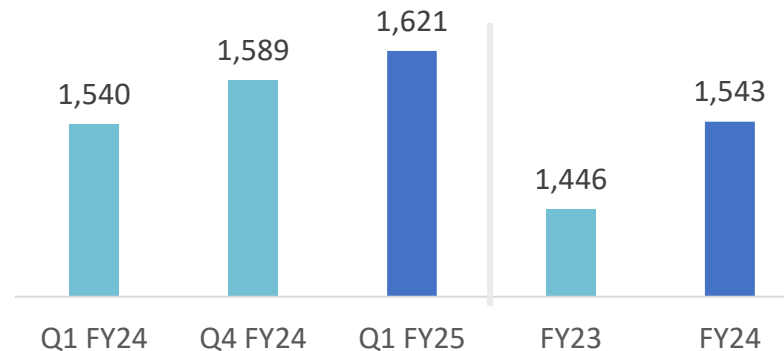
**Tests / Footfalls (# in Million)**



**Revenue per Test (INR)**



**Revenue per Footfall (INR)**





# Consolidated Profit & Loss Account



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Particulars	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
<b>Revenue from operations</b>	<b>1,562.2</b>	<b>1,210.5</b>	<b>29.1%</b>	<b>1,552.1</b>	<b>0.7%</b>
Cost of materials consumed	187.6	142.9	31.3%	188.1	-0.3%
Employee benefits expense	273.6	208.5	31.2%	245.2	11.6%
Other expenses	488.6	377.9	29.3%	487.6	0.2%
<b>EBITDA</b>	<b>612.4</b>	<b>481.2</b>	<b>27.3%</b>	<b>631.1</b>	<b>-3.0%</b>
<b>EBITDA Margin (%)</b>	<b>39.2%</b>	<b>39.8%</b>	<b>-60 bps</b>	<b>40.7%</b>	<b>-150 bps</b>
Other income	35.6	57.1	-37.5%	32.5	9.7%
Depreciation and amortization expense	166.3	124.7	33.4%	163.0	2.1%
<b>EBIT</b>	<b>481.7</b>	<b>413.6</b>	<b>16.5%</b>	<b>500.6</b>	<b>-3.8%</b>
Finance costs	62.7	58.8	6.5%	61.9	1.1%
<b>Profit before Tax</b>	<b>419.0</b>	<b>354.7</b>	<b>18.1%</b>	<b>438.7</b>	<b>-4.5%</b>
Tax expenses	104.0	90.9	14.4%	101.9	2.0%
<b>Profit before Minority Interest</b>	<b>315.1</b>	<b>263.8</b>	<b>19.4%</b>	<b>336.8</b>	<b>-6.5%</b>
Minority Interest	1.6	1.8	-11.6%	2.3	-29.4%
<b>Profit after Tax (PAT)</b>	<b>313.5</b>	<b>262.0</b>	<b>19.6%</b>	<b>334.5</b>	<b>-6.3%</b>
<b>PAT Margin (%)</b>	<b>20.1%</b>	<b>21.6%</b>	<b>-150 bps</b>	<b>21.6%</b>	<b>-150 bps</b>
EPS – Basic (INR)*	3.1	2.6	19.1%	3.3	-6.4%



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**BEYOND ORGANIC FOR EXPONENTIAL REACH**



## About this company



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Established in 2001, PH is Pune's largest B2C focused Integrated Diagnostic Chain. Being in the space for 23 long years, it has emerged as a brand of choice, enjoying the trust and patronage of customers across the region.

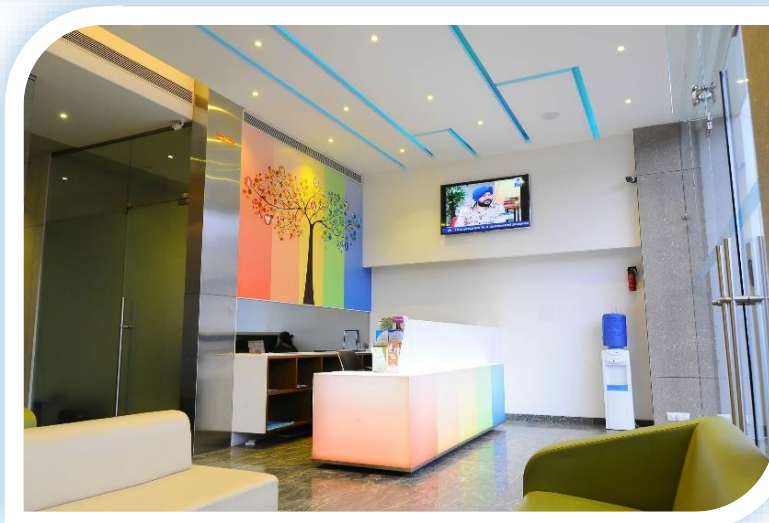
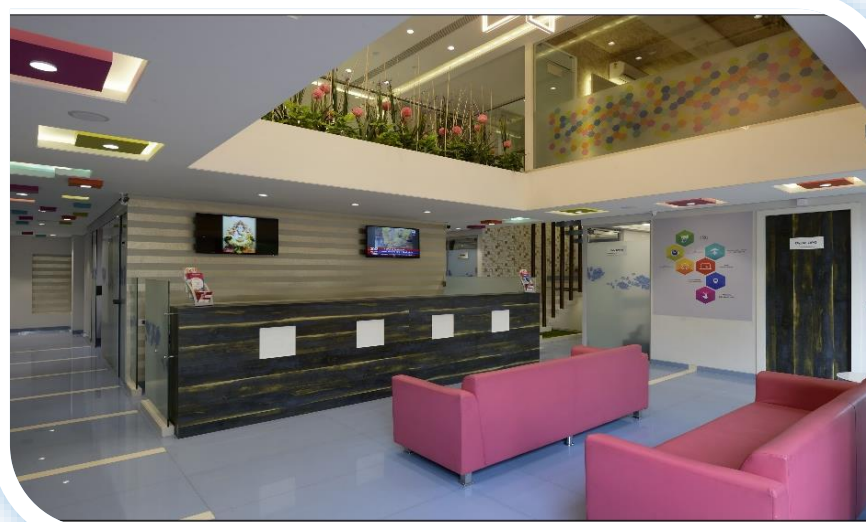
The founder, Dr. Hemanth Dhoka, a Doctor by profession and his family closely guard their vision of delivering quality healthcare and a convenient customer-experience by providing comprehensive diagnostic services under one roof.



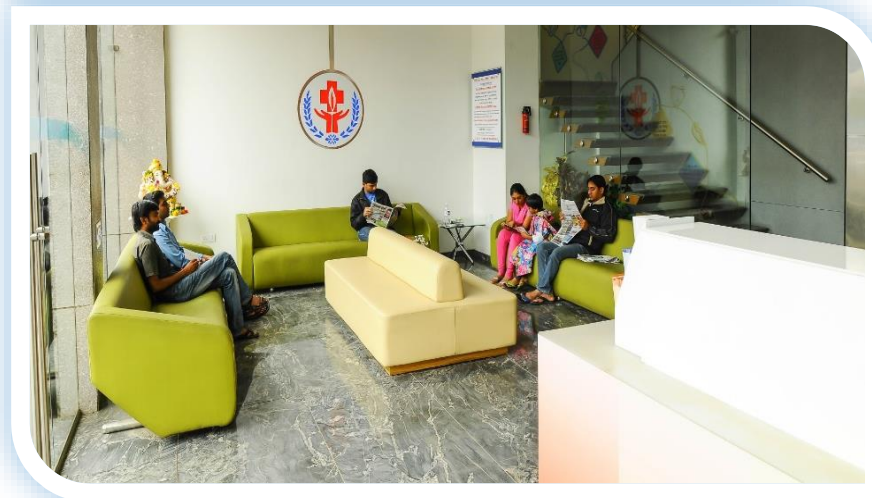
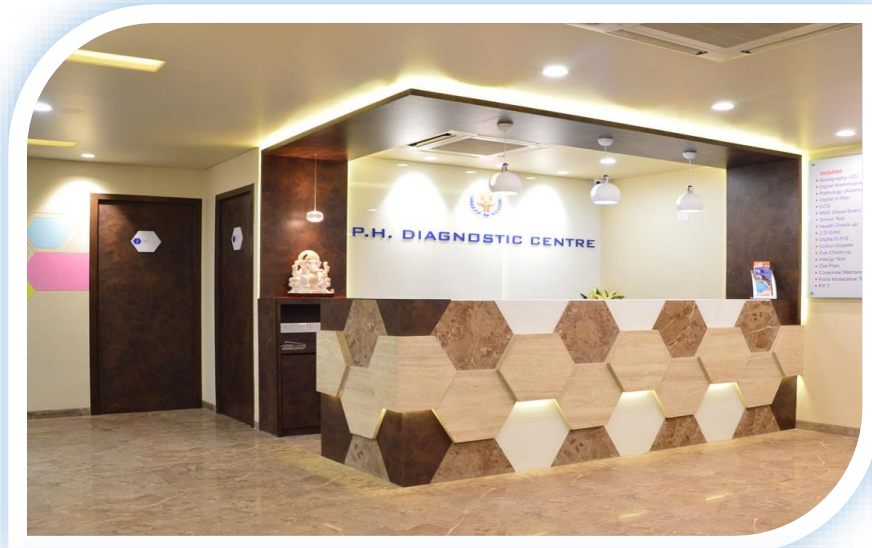
# High Quality Infrastructure



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# Key Highlights

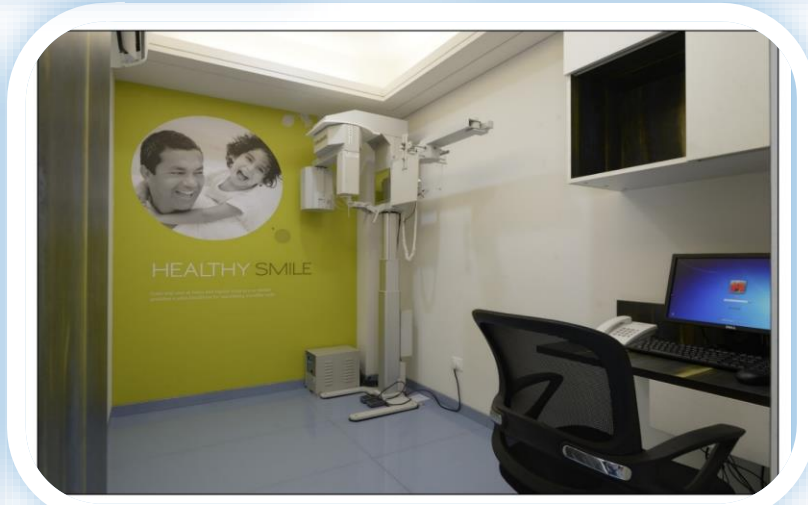


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Type of Facility	Services Available	Count
Hubs	Sample collection, Ultrasound, X-Ray, 2D Echo, BMD, MRI, CT etc.,	3
Spokes	Sample collection, Ultrasound, X-Ray, 2D Echo etc.,	3
Collection Centres (Company run)	Sample collection only	12
<b>Total customer facing centres</b>		<b>18</b>
<b>Processing Laboratory</b>		<b>1</b>

Type of Centres	Current annual revenue rate per centre
Hubs	~ INR 110 Mn +
Spokes	~ INR 25 Mn +
Collection Centres	~ INR 2 Mn +

Particulars	FY 24
Revenue	INR 444.0 Mn
EBITDA	Inline with Vijaya's margin





# Building a Stronger Future: Introducing Vijaya PH Diagnostic Centre



**VIJAYA  
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CENTRE**



**VIJAYA PH  
DIAGNOSTIC  
CENTRE**



# Building a Stronger Future: Introducing Vijaya PH Diagnostic Centre



**VIJAYA  
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CENTRE**



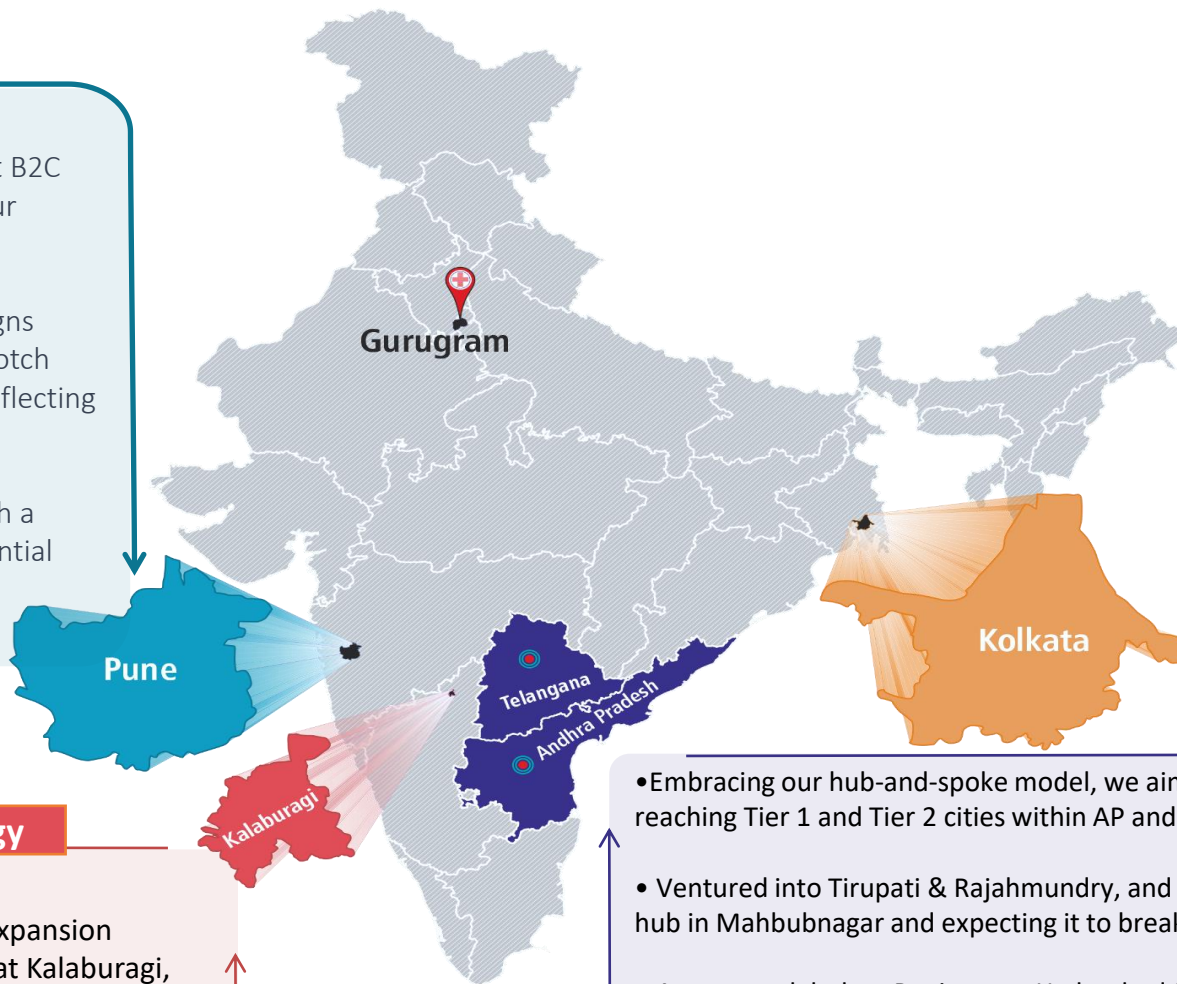


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# Strategic Expansion

## Inorganic Expansion Strategy

- Successfully acquired PH, Pune's largest B2C integrated diagnostic chain, expanding our reach.
- This strategic acquisition seamlessly aligns with our commitment to providing top-notch healthcare services at affordable price, reflecting our shared cultural values.
- Consolidating our presence in Pune with a denser network, we plan to tap into potential markets in Western India.



## East India Strategy

- With growing demand for quality diagnostic services, we are poised to confidently broaden our footprint in East India.
- Inaugured our second hub and first under the brand Vijaya in North Kolkata, marking a pivotal milestone in our network expansion strategy for the East.
- Employing our proven hub-and-spoke model, we aim to replicate our success in East India.

## 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.
- Ventured into Tirupati & Rajahmundry, and achieved break-even in less than two quarters. Inaugured a hub in Mahbubnagar and expecting it to breakeven with in the anticipated timelines.
- A mammoth hub at Panjagutta, Hyderabad & new facility at Vizag witnessed overwhelming response.
- Broadening our geographic reach is expected to grow our customer base, effectively leveraging our established infrastructure.

## Adjacent Geography Strategy

- As a part of our adjacent geographic expansion strategy, we opened a futuristic hub at Kalaburagi, marking our entry into the state of Karnataka.



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# **Company Overview**





# Vijaya at a Glance



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Vijaya Diagnostic Centre Limited is the largest integrated diagnostic chain in South India with 146 state-of-the-art centres spread across 23 cities



### Mission

Our Mission is to make the patient’s medical journey faster, more transparent and more accurate. We are committed to deliver exceptional diagnostic solutions to every patient and physician



### Vision

Our Vision is to provide reliable and accurate diagnostic services to our customers, at affordable prices, in a customer-centric manner. We strive to provide the best service possible. We are continually raising our own bar through the latest technology, continuous improvement and recruitment of high calibre technicians and professional



**40+**

**Years of Experience**

Experience in delivering Quality Diagnostic Service at affordable prices



**146**

**Centres**

State-of-the-art Facilities with Best-in-class Technology



**Quality**



**23**

**Cities across India**

Largest integrated player in South India



**250+**

**Doctors**

Radiologists, Pathologists & Microbiologists



**Reliable & Accurate Diagnostics**



**~3.7 Mn**

**Footfalls**

Trusted by every Age group



**~12.6 Mn**

**Tests**

Most preferred Diagnostic Centre



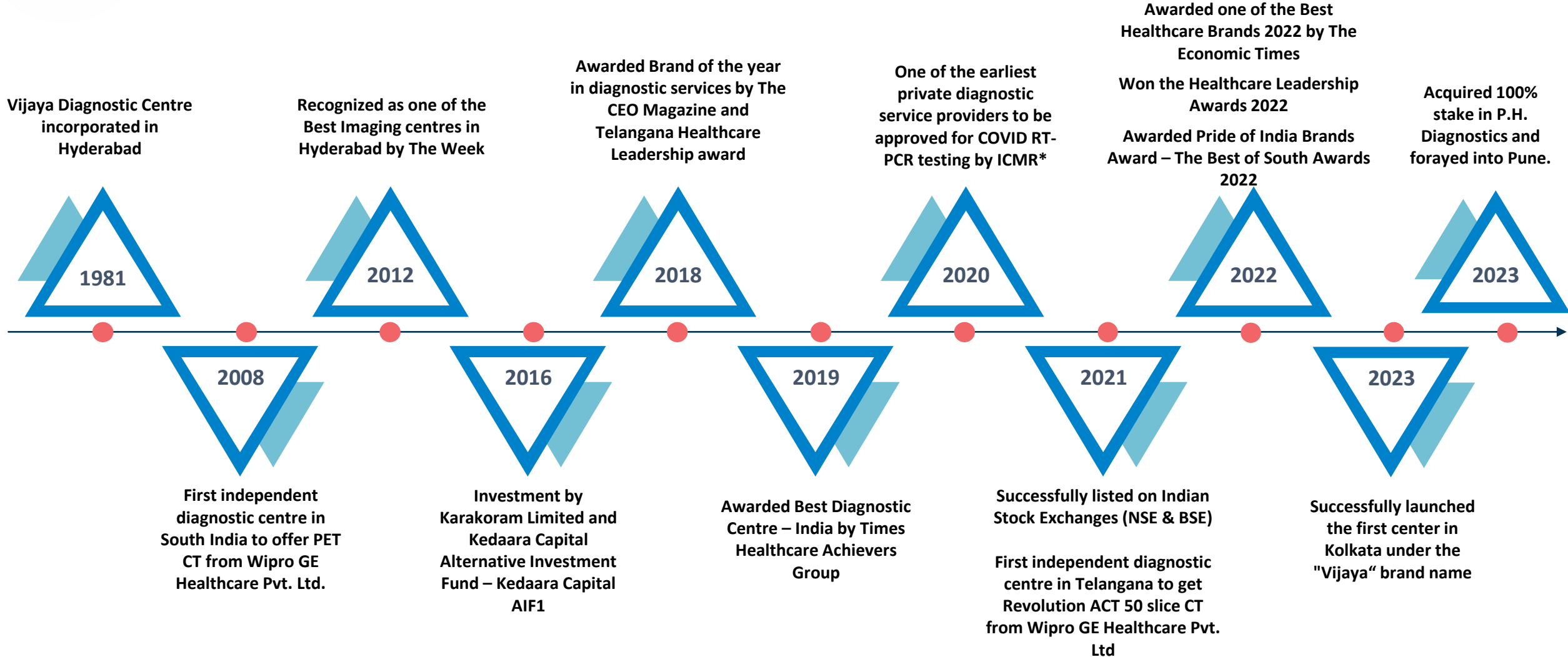
**at Affordable Prices**



# Our Journey



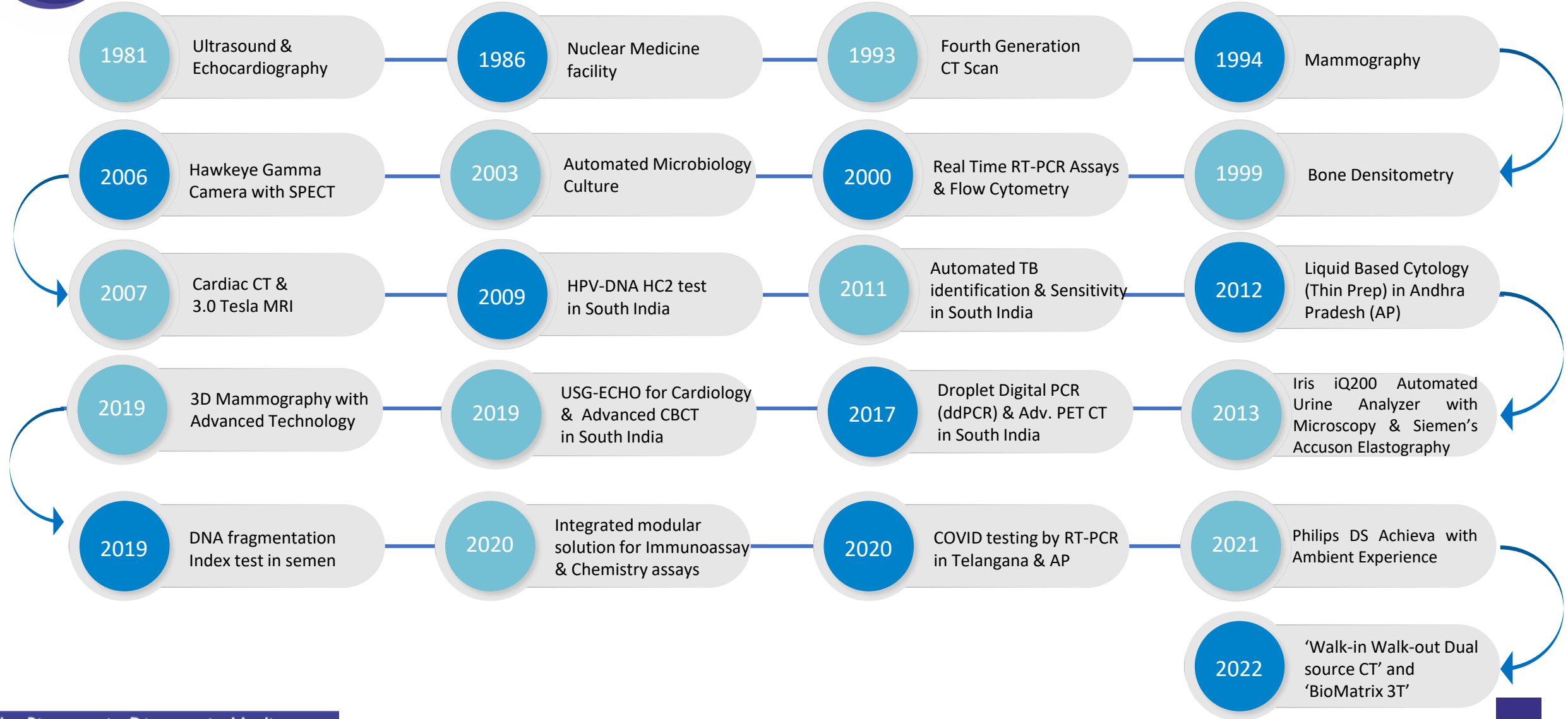
# VIJAYA DIAGNOSTIC CENTRE



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



# At the Forefront of Introducing New Technologies





# Our Pillars of Strength



**VIJAYA  
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CENTRE**





# ...offering One-Stop Solutions for Pathology & Radiology



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DIAGNOSTIC  
CENTRE**

## Complete Range of Diagnostic Services under One Roof

Comprehensive and high-quality integrated diagnostic services through our operational network

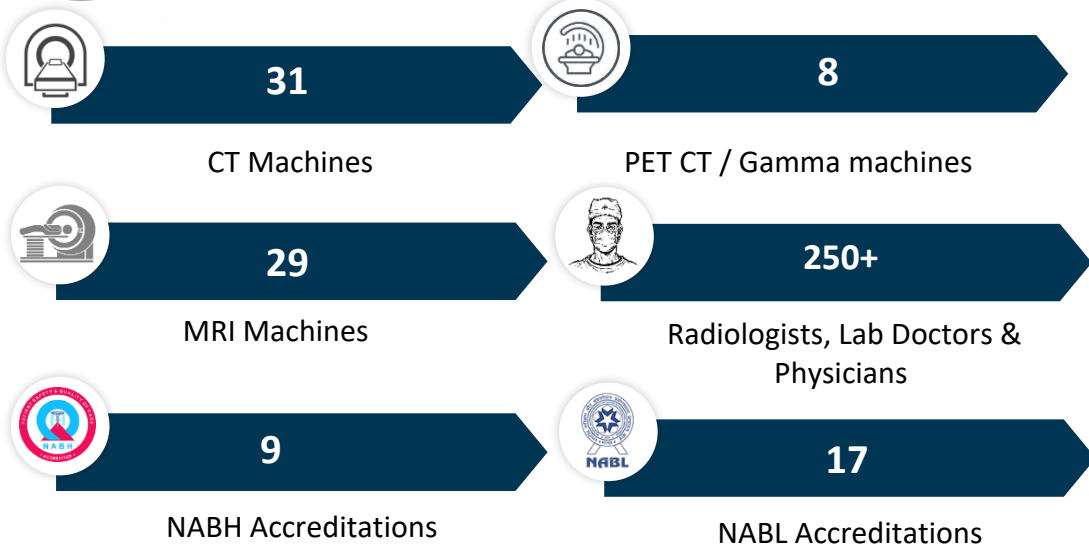




# Robust Technical Capabilities with State-of-the-art IT Infrastructure



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## 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

### 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



Vijaya Diagnostic Centre has been awarded with “Best Healthcare Brands 2024” by ET Edge



Vijaya Diagnostic Centre has been recognized as “Most trusted brand of India” by Marksmen Daily at 4th edition of the Most Trusted Brands of India.



Vijaya Diagnostic Centre has been recognized with “Most trusted brand of the Year Award” towards the 22nd Global Edition & 7th India Edition of Business Leader of the Year.



Vijaya Diagnostic Centre has been recognized for service excellence in integrated diagnostic care by the Time Group at the Times Health Excellence awards – Telangana 2023.



Vijaya Diagnostic Centre was awarded for excellence in comprehensive diagnostic care at the TV9 Bangla Suswasto Health Conclave and Excellence Awards held on August 18, 2023, at Swabhumi, Kolkata



Our consultant radiologist, Dr. Varsha Joshi, has made significant contributions as an Associate Editor to the recently published 8th Edition of David Sutton's Textbook of Radiology and Imaging. She has also authored two chapters on head and neck radiology within this book. Sutton's textbook stands as a well-established standard reference for both academic and clinical practices in the field of radiology.





Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Urology in association with NAUS in Vizag



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Gynecology in association with OGSV in Vizag



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Neuroimaging protocols in Nellore



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Orthopedics in association with MGM in Warangal

**VDC, DIAGNOSTIC EDUCATION Webinar Series**

**VIJAYA DIAGNOSTIC CENTRE**

TOPIC:  
**Cardiac MRI in Hypertrophic Cardiomyopathy**

Date: 31<sup>st</sup> May, 2024 (Friday)  
Time: 4:00 PM IST

Live streaming on:  
f t in /VdcConnect

**Chief Guest:**  
Dr. Sagar Bhargava  
Sr. Consultant Cardiologist, Kamalaya Hospital, U.P. Nagar

**Moderator:**  
Dr. G.A. Pisard  
Senior Consultant Pathologist, Vijaya Diagnostic Centre, Hyderabad

**Subject Speaker:**  
Dr. Deepak B.  
Sr. Consultant Pathologist, Vijaya Diagnostic Centre, Hyderabad

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Cardiac MRI in Hypertrophic Cardiomyopathy”

**VDC, DIAGNOSTIC EDUCATION Webinar Series**

**VIJAYA DIAGNOSTIC CENTRE**

**Webinar on Pre Analytical errors in Clinical Biochemistry**

18<sup>th</sup> April, 2024

f t in /VdcConnect

**Moderator:**  
Dr. Syed Ghouse Ali Hatim

**Subject Speaker:**  
Dr. C Ramakrishna

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Pre-Analytical errors in Clinical Biochemistry”



**Dr. S Surendranath Reddy** – Founder and Executive Chairman

- Founder of Vijaya with 40+ years of experience in building Vijaya as South India's largest integrated diagnostic chain
- Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



**Dr. D Nageshwar Reddy** - Non-executive, Independent Director

- Chairman of Asian Institute of Gastroenterology (AIG), Hyderabad
- Awarded Padma Shri and Padma Bhushan by Government of India
- D.M in Gastroenterology from PGIMER Chandigarh



**Ms. Suprita Reddy** - Managing Director and Chief Executive Officer

- With Vijaya since 2003 and heads overall strategy, clinical excellence, operations and expansion of the company
- Awarded Women Leadership Award in Healthcare by ABP
- Holds bachelors degree in commerce from Osmania University



**Shekhar Prasad Singh** - Non-executive, Independent Director

- Ex-Chief Secretary to Government of Telangana
- Retired IAS officer of 1983 batch



**Sunil Chandra Kondapally** - Executive Director

- Been with Vijaya since 2002 and 17+ years of experience in healthcare
- Holds Bachelor's degree in Electrical Engineering from Florida State University



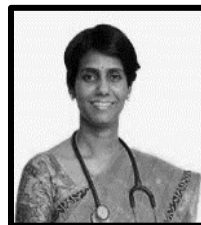
**Satyanaryana Murthy Chavali** - Non-executive, Independent Director

- Ex-CEO of Aurigene Discovery Technologies Ltd.
- Holds BTech from IIT, Madras and MBA from IIM, Bangalore



**S Geeta Reddy** - Non-Executive Director

- Enrolled as advocate with Andhra Pradesh High Court in 1986
- Holds a Bachelor's degree in Law from Osmania University



**Dr. Manjula Anagani** - Non-executive, Independent Director

- Clinical Director and Head of Department of centre of women and childcare at Care hospitals
- Awarded Padma Shri by Government of India
- MD in Obstetrics and Gynecology from N.T.R. University of Health Sciences



# Strong Management Team



**VIJAYA  
DIAGNOSTIC  
CENTRE**



**Dr. S. Surendranath Reddy**  
Founder and Executive  
Chairman



**Ms. Suprita Reddy**  
Managing Director and Chief  
Executive Officer



**Mr. Sunil Chandra Kondapally**  
Executive Director



**Mr. Narasimha Raju K.A**  
Chief Financial Officer



**Mr. Sheshadri Vasan**  
Chief Operating Officer



**Mr. Sivaramaraju Vegesna**  
Head – Strategy and Investor  
Relations



**Mr. Hansraj Singh Rajput**  
Company Secretary &  
Compliance Officer

<p><b>Best Healthcare Brands'2024</b></p>  <p>Recognized by ET Edge for "Best Healthcare Brands'2024"</p>	<p><b>Most Trusted Brand of India</b></p>  <p>2024 - 25 Brought to you by Marksmen Daily at 4<sup>th</sup> edition</p>	<p><b>Most Trusted Brand of the Year</b></p>  <p>Presented by 22nd Global Edition &amp; 7th India Edition of Business Leader of the Year.</p>	<p><b>Excellence In Comprehensive Diagnostic Care</b></p>  <p>Times Health Excellence Awards 2023</p>	<p><b>Excellence In Comprehensive Diagnostic Care</b></p>  <p>2023 ABP Ananda Swasthya Samman</p>	<p><b>Best Healthcare Brands</b></p>  <p>2023 The Economic Times</p>
<p><b>Excellence In Comprehensive Diagnostic Care</b></p>  <p>2023 ABP Ananda Swasthya Samman</p>	<p><b>As one of the 'Most Preferred Workplace 2022'</b></p>  <p>2022 - 23 Brought to you by Team Marksmen</p>	<p><b>Most Trusted Brand of the Year 2023</b></p>  <p>2023 Presented by Marksmen Daily</p>	<p><b>Best Healthcare Brands 2022</b></p>  <p>2022 Presented by The Economic Times</p>	<p><b>Pride of India Brands Award 2022</b></p>  <p>2022 Presented by The Best of South Awards</p>	<p><b>One of the Best Healthcare Brands 2021</b></p>  <p>2021 Presented by The Economic Times</p>
<p><b>Indo Global Award for Healthcare Excellence</b></p>  <p>2021 Presented by Indian Economic Development &amp; Research Association</p>	<p><b>Company of the Year - Healthcare</b></p>  <p>2021 Presented by TV9 Network and SAP</p>	<p><b>Leading Diagnostic Chain of the Year</b></p>  <p>2021 Presented by Diagnostic Leadership Summit</p>	<p><b>India's Greatest Brands 2020-21 Pride of Nation</b></p>  <p>2021 Presented by United Research Services</p>	<p><b>Leading Diagnostics with Excellence in Quality &amp; Safety</b></p>  <p>2021 Presented by Diagnostic Leadership Summit</p>	<p><b>Most Trusted and Best Quality Diagnostic services in India</b></p>  <p>2020 Presented by Times Healthcare Achievers</p>

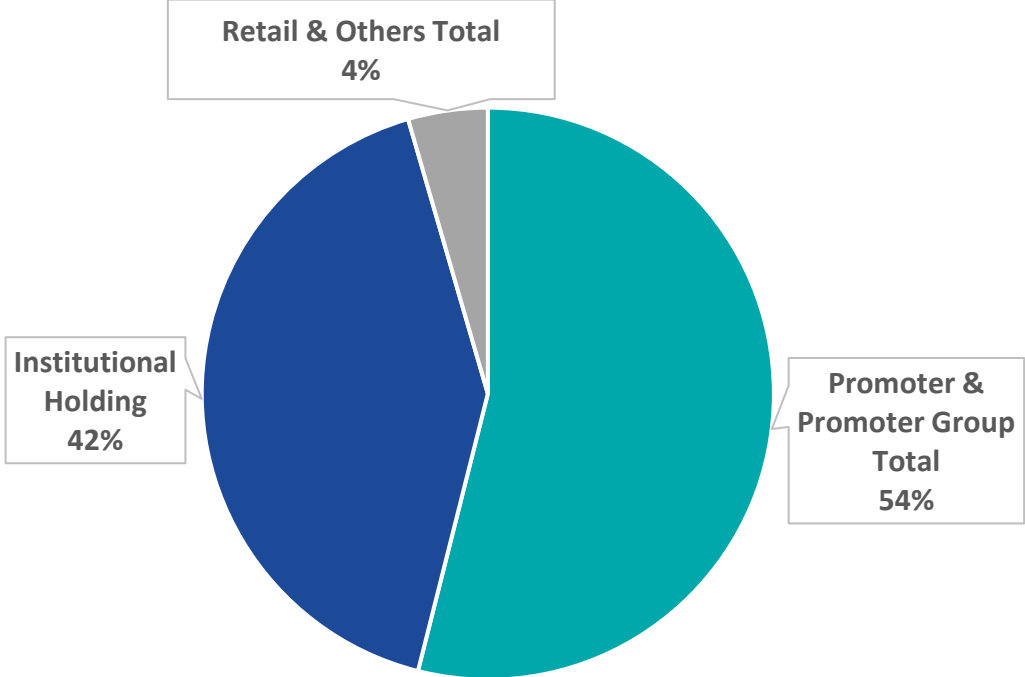


# Shareholding Pattern as of 30<sup>th</sup> June 2024



**VIJAYA  
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CENTRE**

Shareholding Pattern – As of 30<sup>th</sup> June, 2024



**Marquee Institutional Investors**

- Wasatch
- Nippon India
- Aberdeen
- Mirae
- Axis
- Kotak

*DII's: Mutual Funds, AIF's and QIB's  
Others: Retail, Bodies Corporate and others*



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CENTRE**

# Financial & Operational Highlights



# Disclaimer



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## **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 in the subsequent slides are including PH (Consolidated from 21<sup>st</sup> Dec, 23 till 31<sup>st</sup> Mar, 2024)*

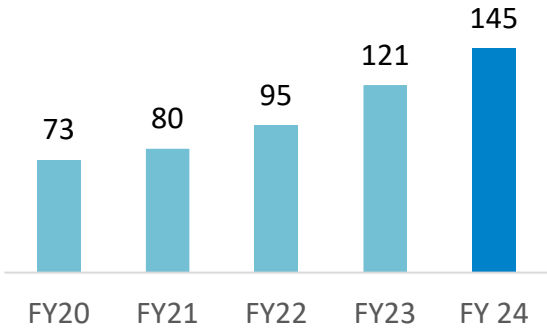




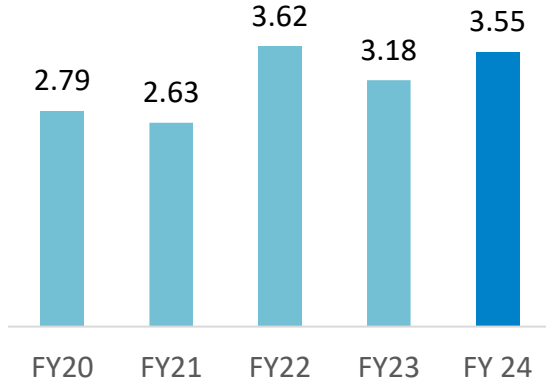
# Robust Operational Metrics



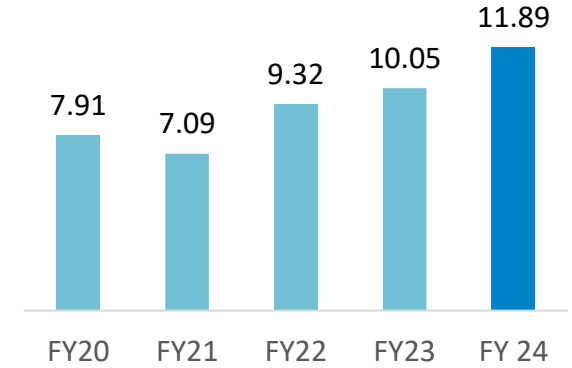
### Diagnostic Centre (Nos)



### Footfalls (Mn)

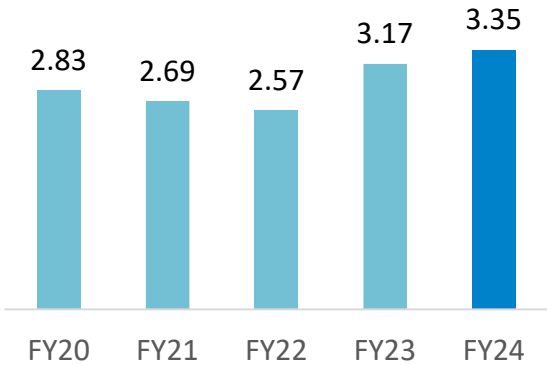


### Tests Performed (Mn)

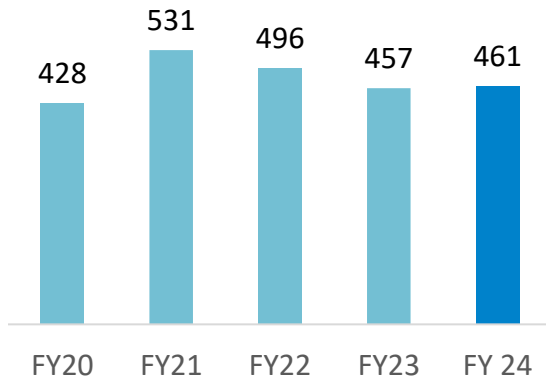


### Test per Footfall (Nos)

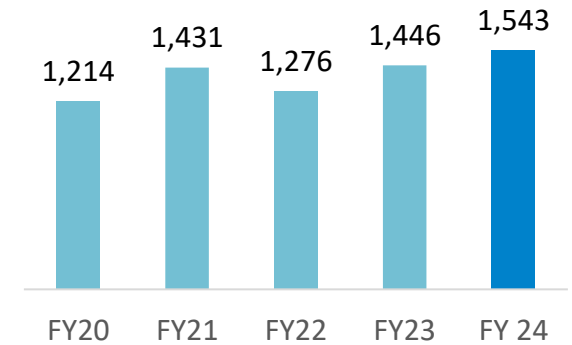
Impact of COVID-19



### Revenue per Test (INR)



### Revenue per Footfall (INR)

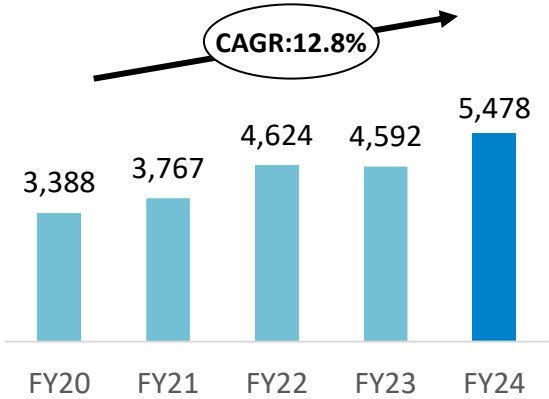




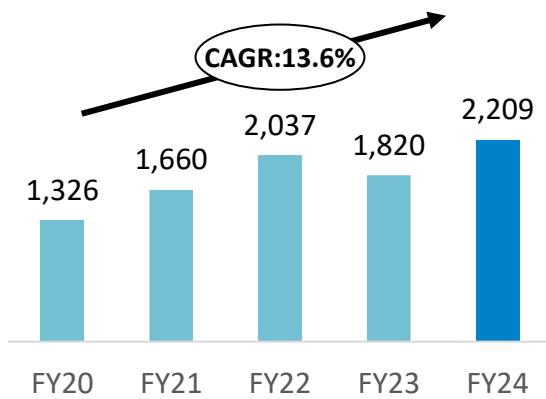
# Consistent Financial Performance



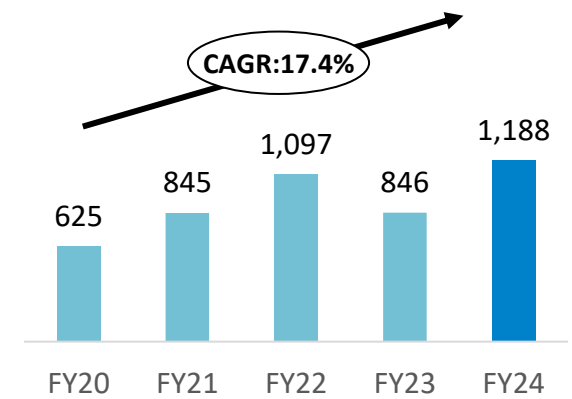
## Revenue



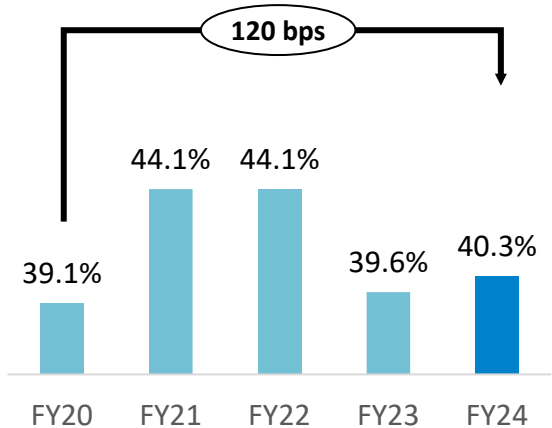
## EBIDTA



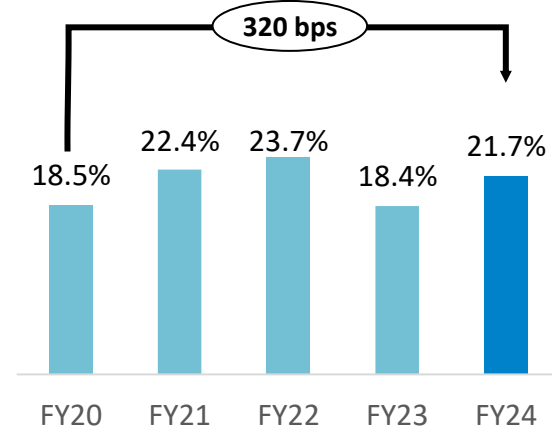
## PAT



## EBIDTA Margin (%)



## PAT Margin (%)





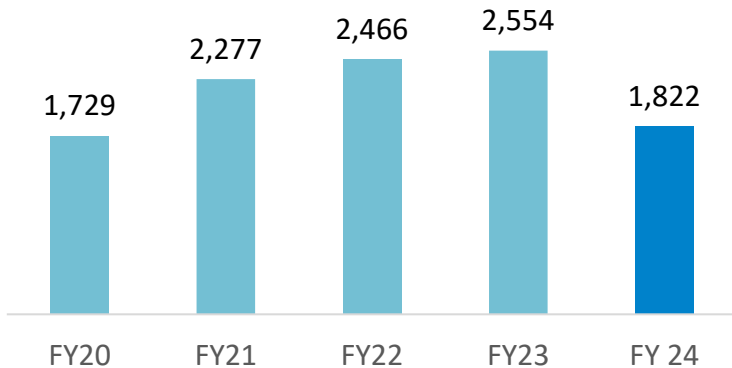
# Sustainable Cash Generation & Increasing Return Ratios



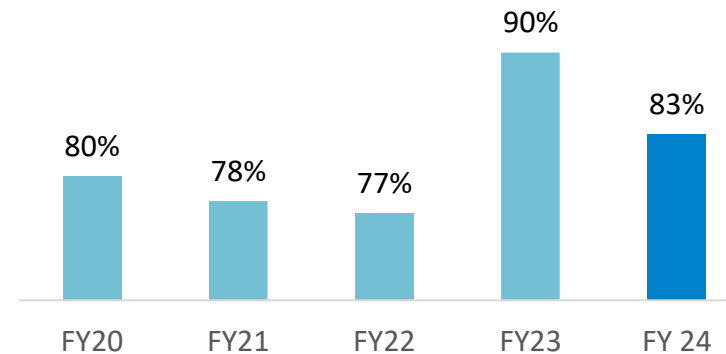
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CENTRE**

## Cash & Cash Equivalents

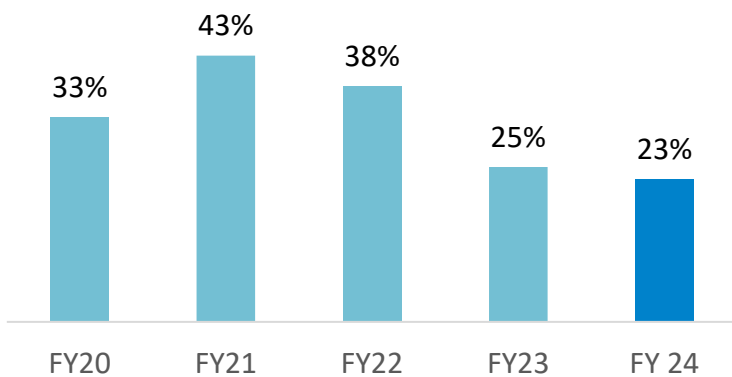
(INR Mn)



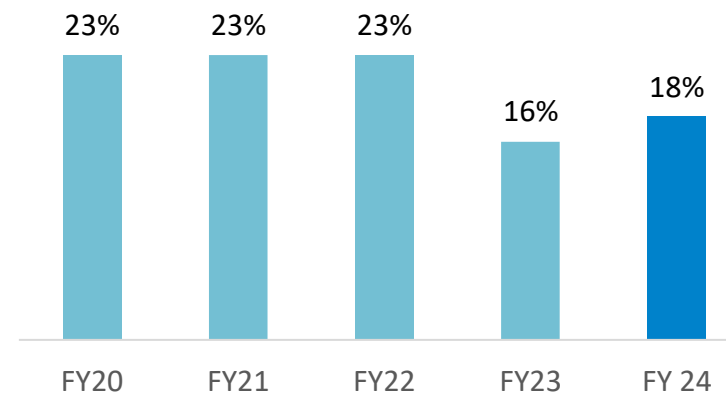
## CFO / EBIDTA (%)



## RoCE Pre-Cash (%)



## RoE <sup>1</sup> (%)



Note: Refer Slide no. 3



**VIJAYA  
DIAGNOSTIC  
CENTRE**

**Annexure**



# Consolidated Profit & Loss Account



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CENTRE**

Particulars	FY24	FY23	FY22	FY21	FY20
<b>Revenue from operations</b>	<b>5,478</b>	<b>4,592</b>	<b>4,624</b>	<b>3,767</b>	<b>3,388</b>
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
<b>EBITDA</b>	<b>2,209</b>	<b>1,820</b>	<b>2,037</b>	<b>1,660</b>	<b>1,326</b>
<b>EBITDA %</b>	<b>40.3%</b>	<b>39.6%</b>	<b>44.1%</b>	<b>44.1%</b>	<b>39.1%</b>
Other income	208	142	128	118	154
Depreciation and amortization expense	570	617	527	505	492
<b>EBIT</b>	<b>1,847</b>	<b>1,344</b>	<b>1,638</b>	<b>1,274</b>	<b>988</b>
Finance costs	240	209	165	152	154
<b>Profit before tax and exceptional items</b>	<b>1,607</b>	<b>1,135</b>	<b>1,474</b>	<b>1,121</b>	<b>834</b>
<b>Exceptional items</b>	<b>21</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Profit before Tax</b>	<b>1,587</b>	<b>1,135</b>	<b>1,474</b>	<b>1,121</b>	<b>834</b>
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
<b>Profit after Tax</b>	<b>1,188</b>	<b>846</b>	<b>1,097</b>	<b>845</b>	<b>625</b>
<b>PAT %</b>	<b>21.7%</b>	<b>18.4%</b>	<b>23.7%</b>	<b>22.4%</b>	<b>18.5%</b>
<b>EPS – Basic (INR)</b>	<b>11.62</b>	<b>8.29</b>	<b>10.76</b>	<b>8.28</b>	<b>6.13</b>



# Consolidated Balance Sheet



**VIJAYA  
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CENTRE**

Assets	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>NON-CURRENT ASSETS</b>	<b>7,714</b>	<b>5,777</b>	<b>4,436</b>	<b>3,022</b>	<b>2,959</b>
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
<b>CURRENT ASSETS</b>	<b>2,113</b>	<b>2,757</b>	<b>2,698</b>	<b>2,388</b>	<b>1,865</b>
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
<b>TOTAL ASSETS</b>	<b>9,828</b>	<b>8,534</b>	<b>7,135</b>	<b>5,409</b>	<b>4,824</b>

EQUITY AND LIABILITIES	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>EQUITY</b>	<b>6,599</b>	<b>5,466</b>	<b>4,695</b>	<b>3,592</b>	<b>2,741</b>
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
<b>NON-CURRENT LIABILITIES</b>	<b>2,500</b>	<b>2,406</b>	<b>1,778</b>	<b>1,377</b>	<b>1,494</b>
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
<b>CURRENT LIABILITIES</b>	<b>729</b>	<b>662</b>	<b>661</b>	<b>440</b>	<b>589</b>
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
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>9,828</b>	<b>8,534</b>	<b>7,135</b>	<b>5,409</b>	<b>4,824</b>



# Consolidated Cash Flow Statement



**VIJAYA  
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CENTRE**

Particulars	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>Cash Flow from Operating Activities</b>					
Profit before Tax	1,587	1,135	1,474	1,121	834
Adjustment for Non-Operating Items	599	683	572	534	492
<b>Operating Profit before Working Capital Changes</b>	<b>2,186</b>	<b>1,818</b>	<b>2,046</b>	<b>1,655</b>	<b>1,326</b>
Changes in Working Capital	-14	90	-67	-46	-32
<b>Cash Generated from Operations</b>	<b>2,172</b>	<b>1,908</b>	<b>1,979</b>	<b>1,609</b>	<b>1,294</b>
Less: Direct Taxes paid	-339	-262	-399	-312	-233
<b>Net Cash from Operating Activities</b>	<b>1,833</b>	<b>1,646</b>	<b>1,580</b>	<b>1,297</b>	<b>1,061</b>
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
<b>Cash Flow from Investing Activities</b>	<b>-1,423</b>	<b>-1,096</b>	<b>-1,231</b>	<b>-1,298</b>	<b>-306</b>
<b>Cash Flow from Financing Activities</b>	<b>-445</b>	<b>-419</b>	<b>-306</b>	<b>-488</b>	<b>-295</b>
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>-36</b>	<b>131</b>	<b>44</b>	<b>-489</b>	<b>460</b>
Cash & Cash Equivalents at the beginning of the period	258	110	67	556	96
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>222</b>	<b>242</b>	<b>110</b>	<b>67</b>	<b>556</b>

## 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
<b>Total</b>	<b>1,822</b>	<b>2,554</b>	<b>2,465</b>	<b>2,277</b>	<b>1,729</b>

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



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DIAGNOSTIC  
CENTRE**

# Thank You

**For further information please contact:**

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Head – Strategy & Investor Relations  
+91 99485 95555**

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[ir@vijayadiagnostic.in](mailto:ir@vijayadiagnostic.in)

[www.vijayadiagnostic.com](http://www.vijayadiagnostic.com)