

Date: February 12, 2025

Ref. No.: KDL/SE/131/2024-25

To, BSE Limited Corporate Relationship Department 25th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001 Scrip Code: 543328	To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400051 NSE Symbol: KRSNAA
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Dear Sir/Madam,

Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 for Investor Presentation.

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation for the Investors/Analysts on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2024.

Request you to take the same on your records.

Thanking you,
Yours sincerely,

For Krsnaa Diagnostics Limited



Sujoy Sudipta Bose
Company Secretary & Compliance Officer
Encl: as above

Q3FY2025 Result Presentation

One of INDIA'S LARGEST Differentiated Diagnostic Service Provider



Q3FY2025 & 9MFY25 Performance

Krsnaa Diagnostics Q3FY25 – Operations at a Glance



Bharat ka Bharosemand Diagnostics

India's 1st
CAP Accreditation
in Govt. Hospital

India's 1st
NABH Accredited Tele
radiology HUB

Radiology

178
CT/MRI Centres

1,434
Tele-Reporting
Centre

Pathology

121
Processing lab

3,423
Collection
Centre

NABH

26
Accredited
centres

NABL

49
Accredited
centres



Presence In India

150+
District Location

Patient served

40Mn+
Last 3 years

Doctors Associated

500+

Strengths

~ 1.5 Lakh
CT & MRI Scans per
month

18
States & Union
Territories

CAGR

24%
Last 5 years

ICRA Rating

A
Stable

Bid Win Ratio

75%+

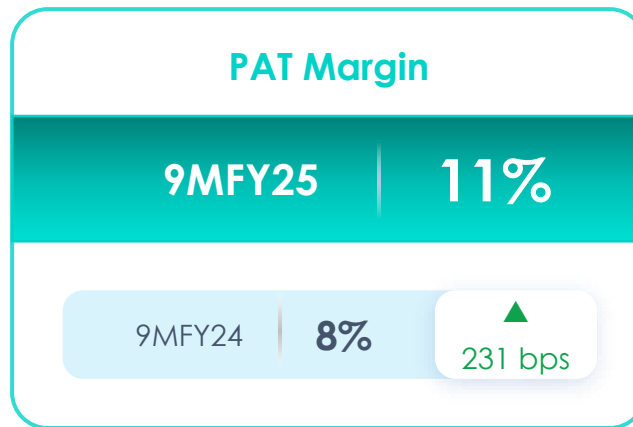
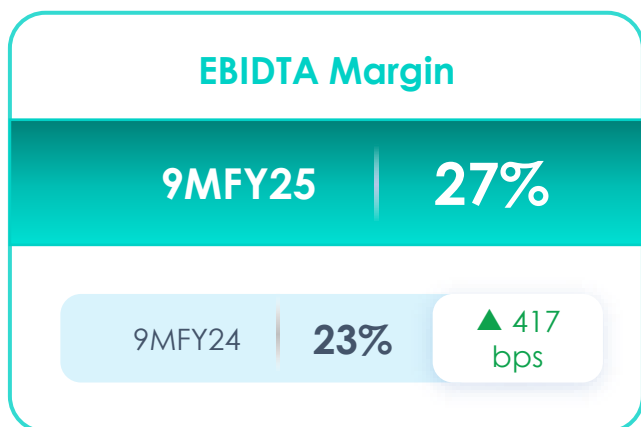
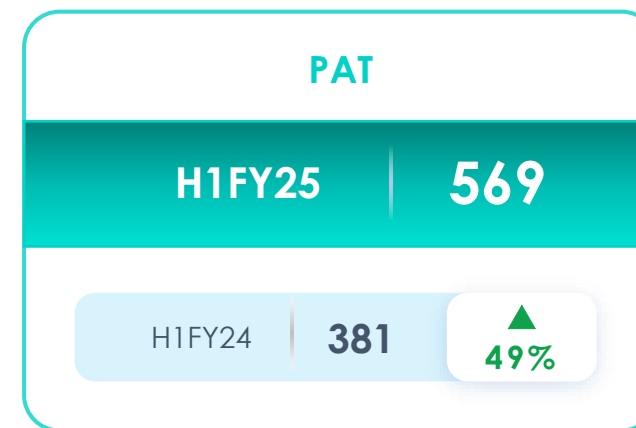
~ 6 lakhs
X-rays per month

Krsnaa Diagnostics 9MFY25 – Financials at a Glance



In mn

Sustained Growth: Achieving **17% YoY** Revenue Growth, **39% YoY** EBITDA Strengthening & **49% YoY** improvement in PAT, on account of improved footfalls across our centers and enhanced operational efficiency



Note: EBIDTA & EBIDTA Margin are before CSR & ESOP, Diluted EPS in INR

Krsnaa Diagnostics Q3FY25 – Financials at a Glance



In mn

Sustained Growth: Achieving **10% YoY** Revenue Growth, **23% YoY** EBITDA Strengthening & **50% YoY** improvement in PAT on account of improved footfalls across our centers and enhanced operational efficiency

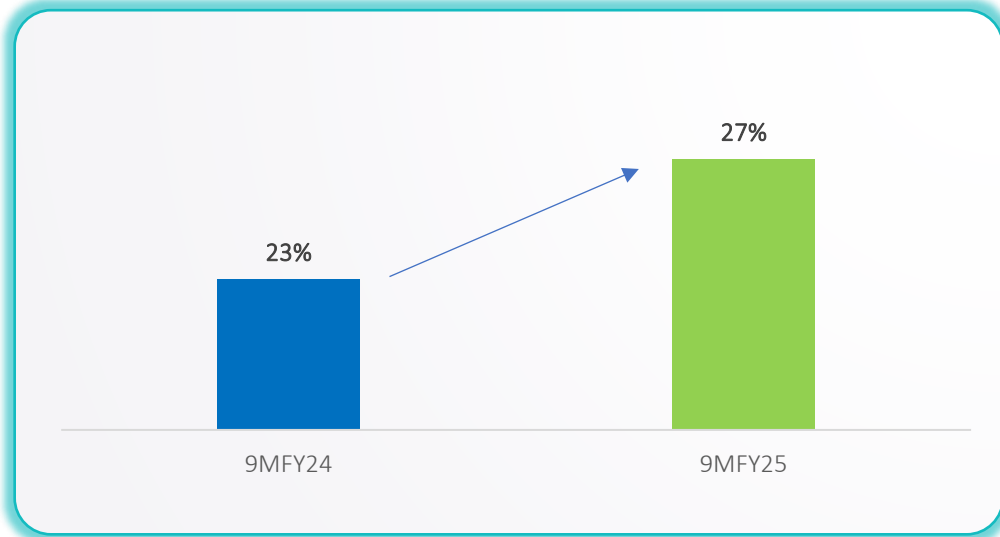


9MFY25 – EBIDTA Analysis

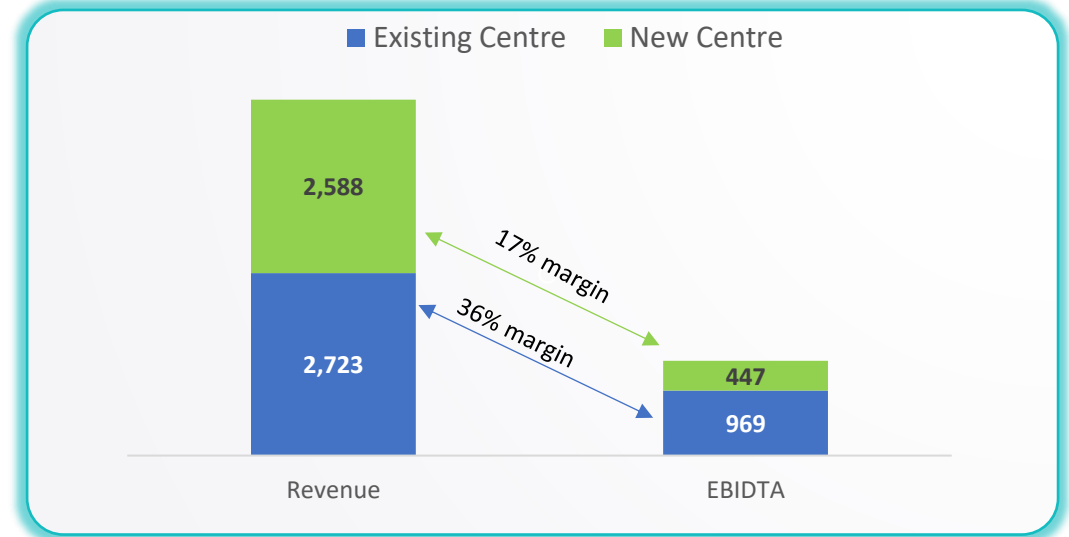


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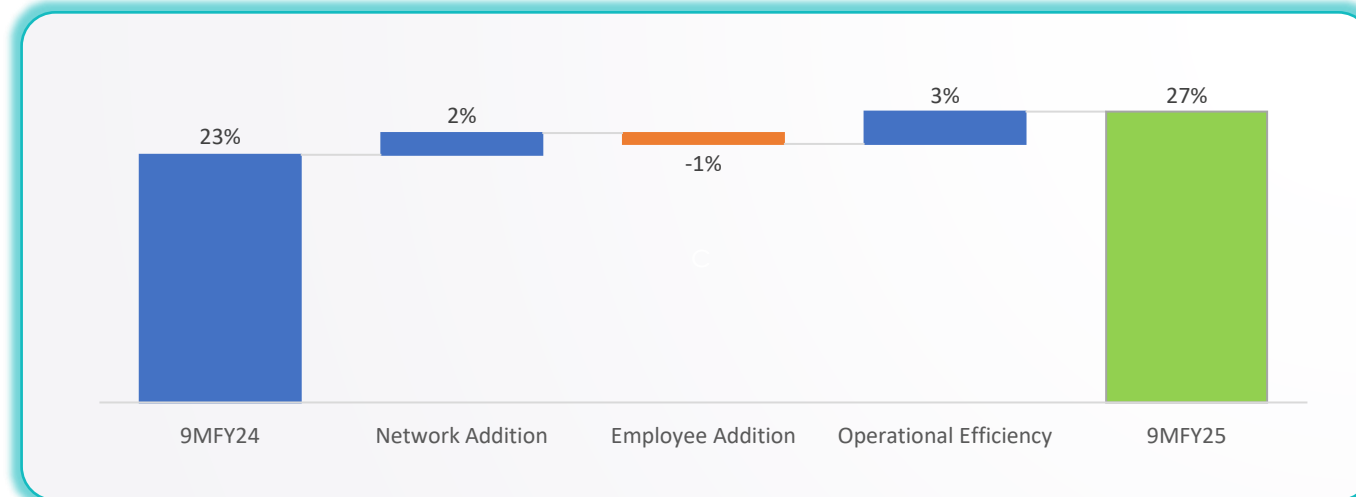
9M EBIDTA



Centre wise EBIDTA Bifurcation



EBIDTA BRIDGE



Note: Considering the nature of business, financial performance is best evaluated on an annualized basis.



Key Developments



Honored with the
Leading HR
Transformation
Award



12 Labs Received
Accreditation From
Nabl



KRSNAA
Entering the Retail
Diagnostics Space



Successfully
Launched Retail
Operations in 4 States



Expanded our
Presence by
Establishing 284
Additional Collection
Centers Across the
Nation



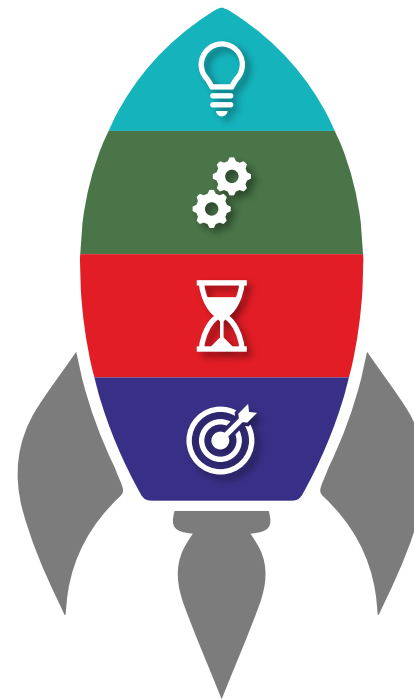


Krsnaa Retail Network

- Current presence of 80 KBAs
- Target to expand **retail network to 500 by FY26**

B2B Collaboration

- Partnership with Hospitals, nursing homes and laboratories.
- Presently serving more than 400 B2B labs, hospitals and nursing homes
- Target to expand to **1,000 by FY26**



Integrated Diagnostics

- Leveraging existing infrastructure for **Radiology & Pathology both** for better patient care
- Capitalizing on current infrastructure for strategic growth
- Focusing on states where we are largely present due to our PPP Projects

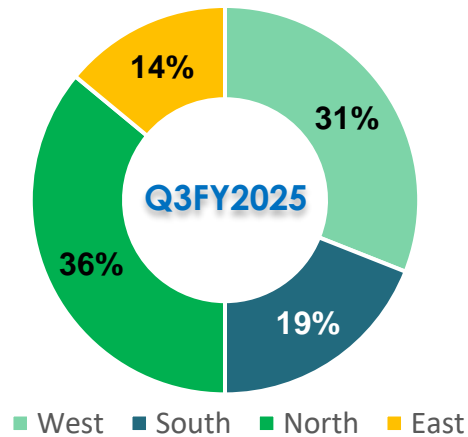
Specialised Test

- Service portfolio of over **3,200** diagnostic tests across multiple geographies.
- To Provide services for Specialties such as Gynecology, Orthopedics, and Oncology.

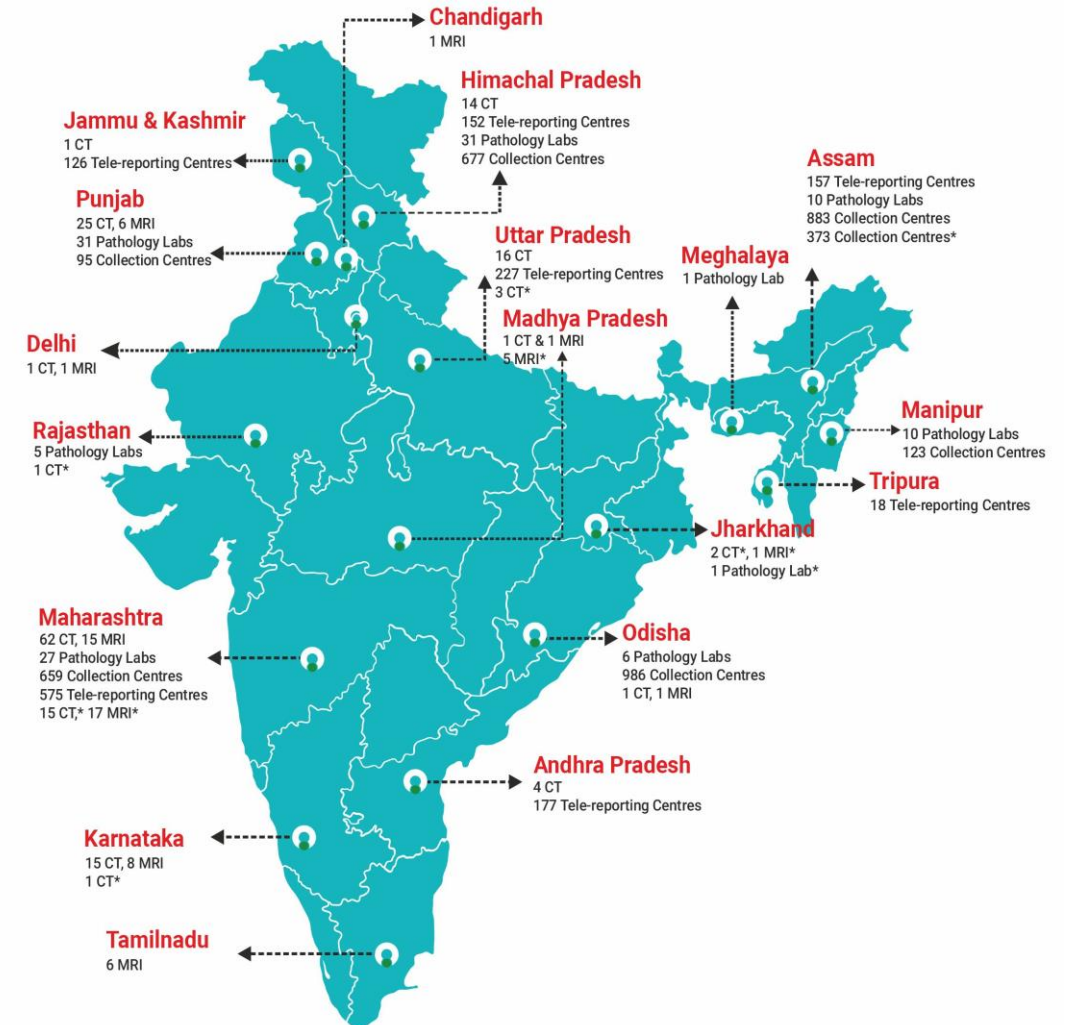
PAN India Presence in Radiology & Pathology



Well Diversified Regional Revenue Mix



- Highest penetration across districts with presence in 150+ out of 700+ districts; still large underpenetrated market
- Government continuous focus on improving healthcare in India and looking to partner under PPP model
- Krsnaa is already present in most of the tier I, II, III and rural areas. Krsnaa plans to leverage its extensive presence for growth



*Under Implementation

** The USG, Dexa, Mammography and TMT Centres are not marked in this map.

Project Under Implementation



Radiology Centres Under Implementation

	Total Centres	Operational	Under Implementation
Uttar Pradesh	8	5	3
Rajasthan	1	-	1
Maharashtra	73	40	33
Madhya Pradesh	5	-	5
Jharkhand	3	-	3
Total	90	45	45

Pathology Centres Under Implementation

	Total Centres	Operational	Under Implementation
BMC CC	600	484	116
Assam CC	1,256	884	372
Jharkhand	1	-	1
Total	1,857	1,368	489

One of the only company in India to have 220 + CT / MRI centers installed & operational / under installation

Enhancing Visibility and Awareness



IN-SHOP BRANDING



PROMOTIONAL BRANDING

AYAKSHAM Affordable Packages

Ayaksham Basic 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) MP1 (Micro-Albumin) Price: ₹799	Ayaksham Diabetes 10 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1299
Ayaksham Healthy Heart 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1299	Ayaksham Fever Profile Basic CBC (Hb, Hct, RBC, WBC, PLT) Price: ₹1599
Ayaksham Senior Citizen Male 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1499	Ayaksham Senior Citizen Female 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1499
Ayaksham Women & Menstrual Check Profile 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1499	Ayaksham - Fever Profile Advance 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1499
Ayaksham Total 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1499	Ayaksham - Bone Health - Basic 14 Parameters CBC (Hb, Hct, RBC, WBC, PLT) Tuberculosis (Tb) Tuberculin (Tb) Price: ₹1499

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Ayaksham Senior Citizen Male ₹1499/-	Ayaksham Senior Citizen Female ₹1499/-
Ayaksham Women & Menstrual Check ₹1499/-	Ayaksham Fever Profile Basic ₹1599/-
Ayaksham Total ₹1499/-	Ayaksham Bone Health - Basic ₹1499/-

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HEALTH CHECKUP CAMP/AWARENESS



COCO CENTRE



Awards and Accolades



**Best Diagnostic
Lab Chain of the
year (West)**

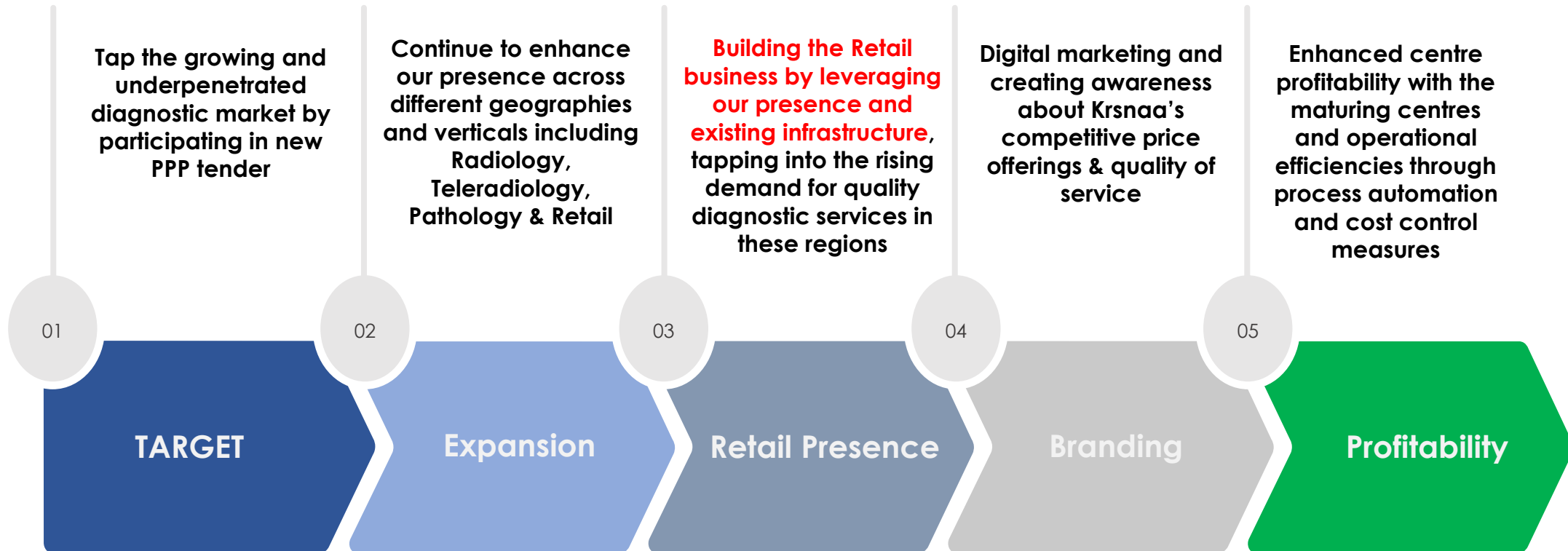


**Leading HR
Transformation
Award**

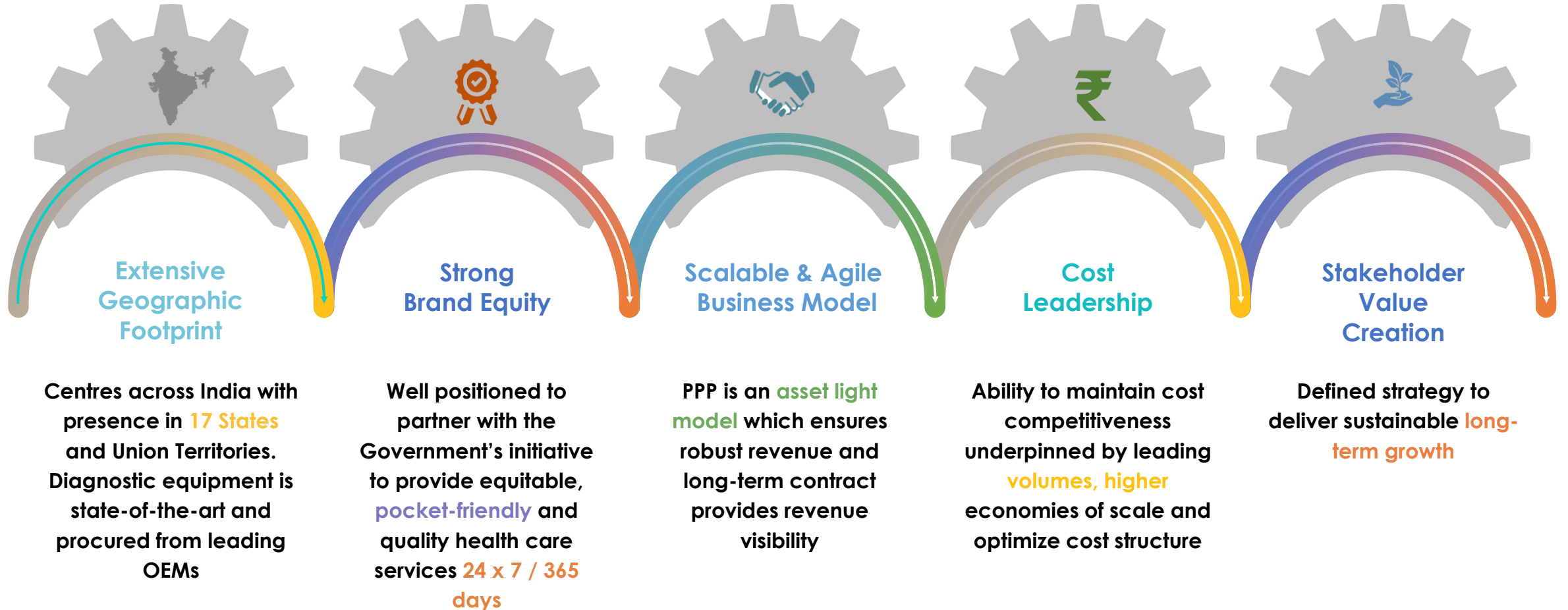




We aim to sustain the upward trajectory of our Revenue and PAT CAGR by utilizing our existing facilities and seizing opportunities in untapped markets



Note: Our growth strategy is well defined and allows us to achieve steady state growth irrespective of dependence on individual projects like Rajasthan





Financial Performance

Financial Performance



In mn

Particulars	Q3 FY 25		Q3 FY 24		Q2 FY 25		9M FY 25		9M FY 24	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Revenue from operations	1,745		1,583		1,863		5,311		4,534	
Expenses										
Cost of Material Consumed	399	23%	344	22%	449	24%	1,277	24%	980	22%
Employee benefits expense	348	20%	296	19%	339	18%	1,008	19%	787	17%
Fees to hospitals and others	136	8%	184	12%	174	9%	433	8%	561	12%
Other expenses	397	23%	382	24%	392	22%	1,177	22%	1,186	26%
Total Expenses	1,280	73%	1,205	76%	1,354	73%	3,895	73%	3,514	78%
EBITDA Before CSR & ESOP	466	27%	378	24%	509	27%	1,416	27%	1,020	23%
CSR and ESOP	15	1%	4	0%	15	1%	45	1%	14	0%
EBITDA	451	26%	374	24%	494	26%	1,371	26%	1,005	23%
Less: Finance costs	61	4%	41	3%	64	3%	178	3%	92	2%
Less: Depreciation	227	13%	212	17%	222	12%	664	13%	564	12%
Add: Other income	92	5%	41	3%	46	2%	211	4%	125	3%
PBT	255	15%	161	10%	254	14%	741	14%	474	10%
Tax	61	4%	31	2%	58	3%	172	3%	93	2%
PAT	194	11%	130	8%	196	11%	569	11%	381	8%



This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Krsnaa Diagnostics’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Krsnaa Diagnostics undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information please contact:

Krsnaa Diagnostics

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