



February 5, 2025

BSE Limited

The Listing Department
Phiroze Jeejeebhoy Towers
25th Floor, Dalal Street
Fort, Mumbai 400 001
Maharashtra, India

BSE Scrip Code: 544309

National Stock Exchange of India Limited

The Listing Department
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex
Bandra (East), Mumbai 400051
Maharashtra, India

NSE Symbol: IKS

Dear Sir/Ma'am,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith investor presentation on the financial results of the Company for the quarter and nine months period December 31, 2024.

The presentation is also being uploaded on the website of the Company at the <https://ikshealth.com/investor-relations/>

Request you to take it on record and disseminate it on your website.

Thanking you.

Yours sincerely,
Inventurus Knowledge Solutions Limited

Sameer Chavan
Company Secretary and Compliance Officer
Membership No. F7211

Encl: As above

IKS Health

Q3 FY 25 Investor Presentation

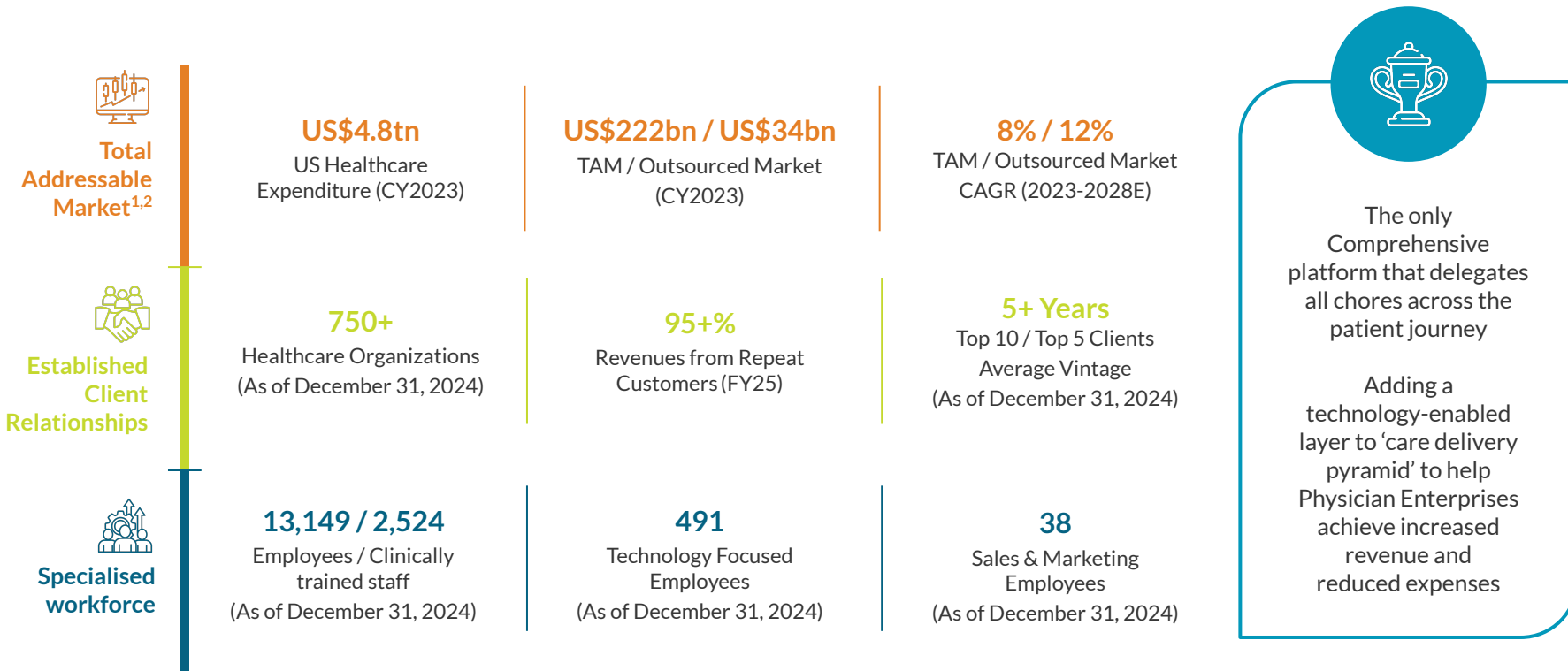


Disclaimer



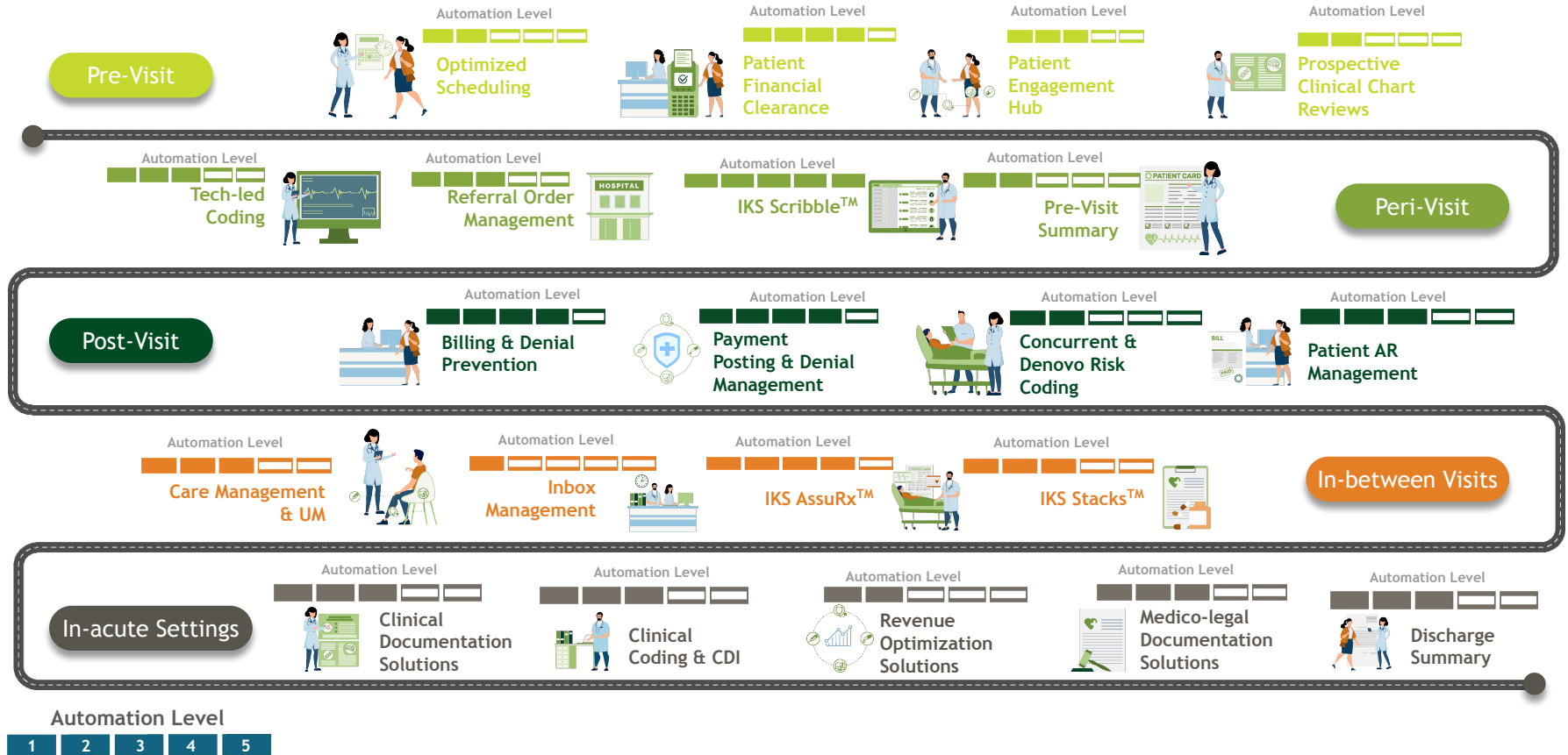
This presentation may include opinions and assumptions about future performance which could be considered as forward-looking statements. Forward-looking statements intrinsically cover several risks and uncertainties, which may lead to a material difference between actual results and the statements themselves. Such statements comprise the company's current visibility on market movements, client discussions, and related factors. Inventurus Knowledge Solutions Limited does not assume an obligation to update or revise any forward-looking statements.

IKS Health - a comprehensive healthcare enablement platform empowering provider organizations



Note: Numbers Rounded off to nearest Integer / percent; 1. Source: Zinnov Report; 2. TAM- Total Addressable Market for RCM, VBC, Patient, Coding and Client Services. 3. Repeat clients refers to clients who availed our platform or solutions during the previous period, and revenue generated from such clients are calculated for the relevant period

IKS Health enables care transformation across the patient journey



Automation Level

- 1
- 2
- 3
- 4
- 5

Strong growth while delivering **outsized margin expansion**



Growth At Scale

INR 6572 mn
Revenue from
Operations

16%
YoY growth in INR

12%
YoY growth in USD



Deep Client Relationships

450+
Enterprise level
customers

INR 2,724 mn / 42%
Revenue from Top 10
customers

4+ years
Average contract tenure



Strong Margin Profile

31%
EBITDA

20%
PAT Margin

28%
YoY growth in PAT



Globally Diversified Workforce

13,149
Total Employees

2524 / 491
Clinical /tech focussed
employees

49%
Women employees

3 large client wins including a pathbreaking platform deal



Palomar Health and **Palomar Health Medical Group** partner with IKS Health to leverage cutting-edge healthcare technology and services to drive a holistic transformation that will enable a wide-range of clinical, operational and financial benefits in the delivery of ambulatory services - *October 2024*



IKS Health Announces Partnership with **Radiology Partners** to Enhance Radiology Services with Care Enablement Platform - *October 2024*



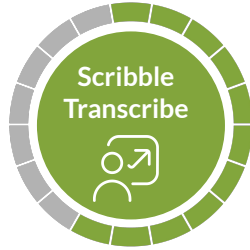
Western Washington Medical Group partners with IKS Health to Enhance Revenue Cycle Operations and Patient Access - *December 2024*



With the launch of **Scribble Now**, IKS Health has the most comprehensive clinical documentation portfolio



Virtual Live Medical
Scribing for clinical
notes and more



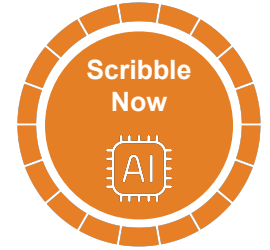
Speech Recognition
Technology & Human
Transcriptionist



Power of GenAI and
Clinician Scribe

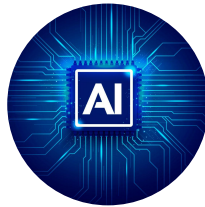
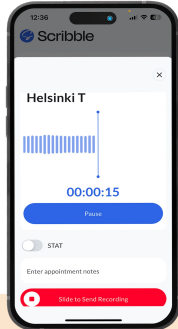
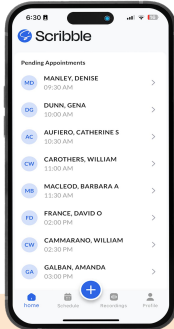


Power of GenAI
and Human Scribe



AI Only Scribing
Solution

Scribble Now



Features

- **AI Generated** Clinical Note
- **Natural Language Processing** for capturing complex medical terminology with precision
- **End-to-End Automation** from audio capture to clinical documentation
- **Data Security** with HIPAA-compliant encryption and secure storage

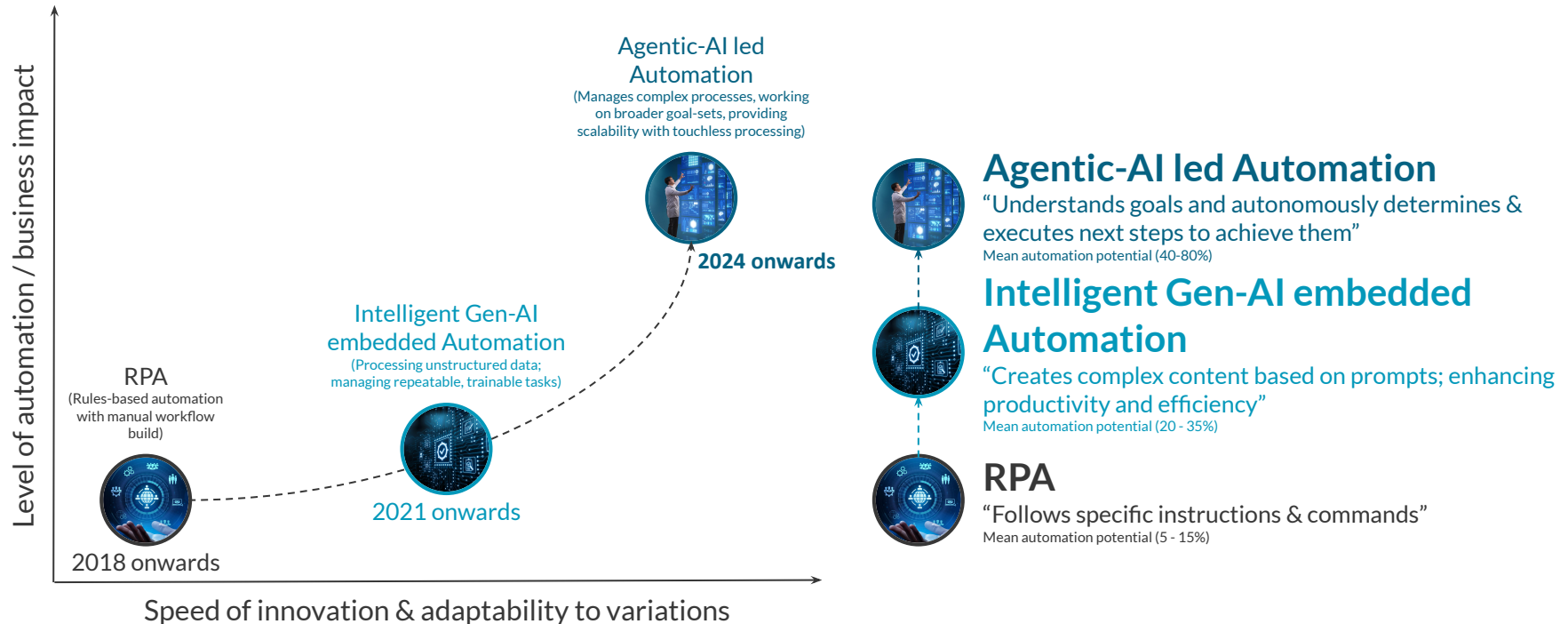
Client Value

- Rapid **Turnaround Time** (within minutes)
- Reduced **Clinical Burden**
- Improved **Patient Access** and **Satisfaction**
- Continuous **Optimization**

IKS Health is embracing the next frontier in enterprise autonomy

The next chapter in our platform evolution:

With our success of Gen-AI adoption in 2024, we have started making the shift to true autonomy with an Agentic AI approach



Awards and Recognition



2024 Black Book Market Surveys

Top Ranked for Clinical Documentation and Medical Coding Services Awards - August 2024



2025 Best in KLAS

for Medical Transcription Services - February 2025

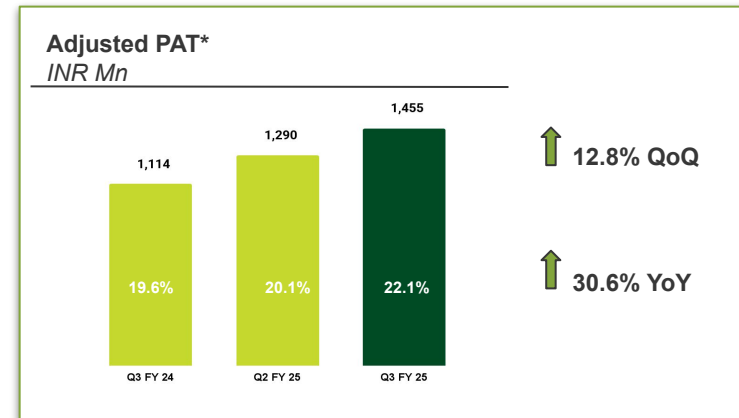
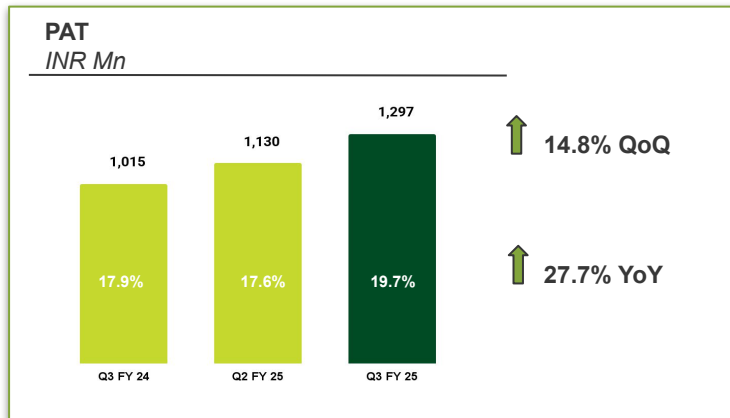
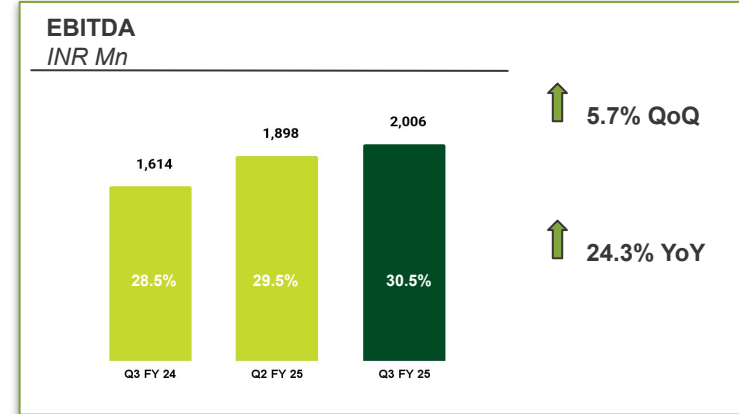
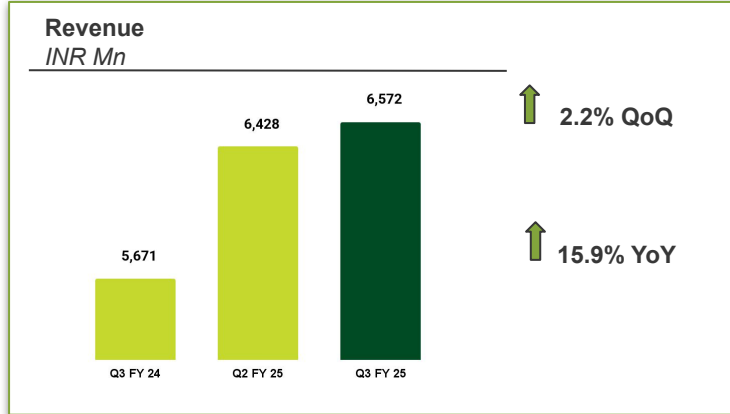


The M&A Advisor: 15th International M&A Awards

Healthcare/ Life sciences deal of the year (>100 MM)
Acquisition of AQuity Solutions by IKS Health - September 2024

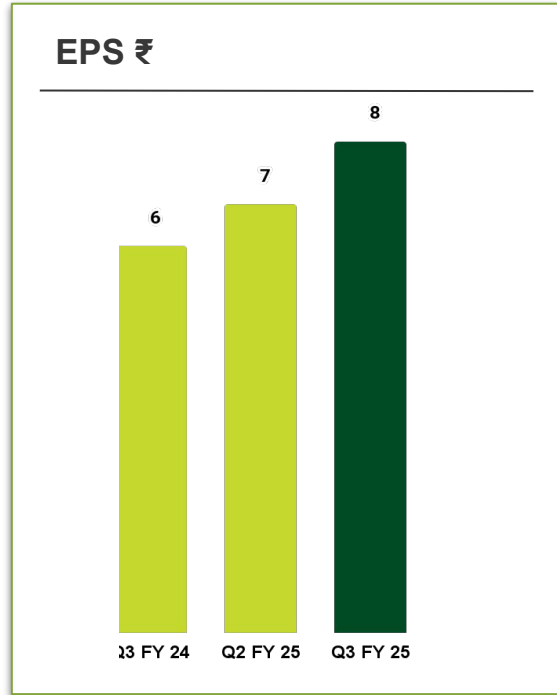


Q3 FY25: Financial Highlights

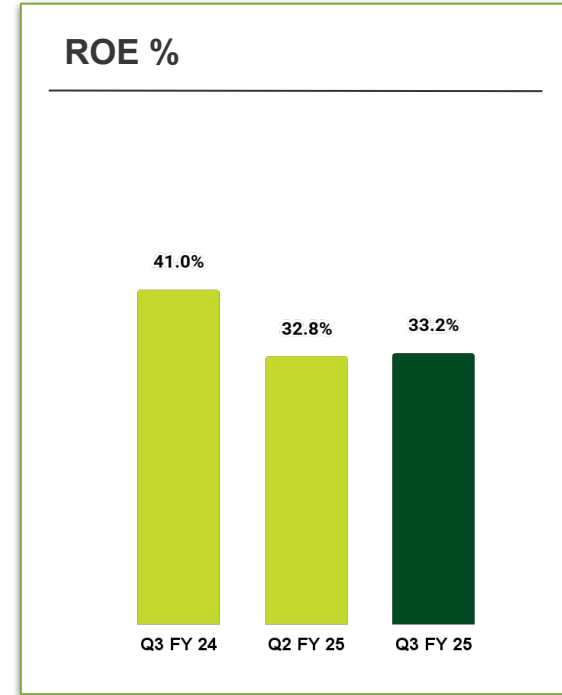


*Adjusted PAT is adjusted for amortization of intangible assets recognised on acquisition which is a non-cash expense

Improving EPS and maintaining high ROE

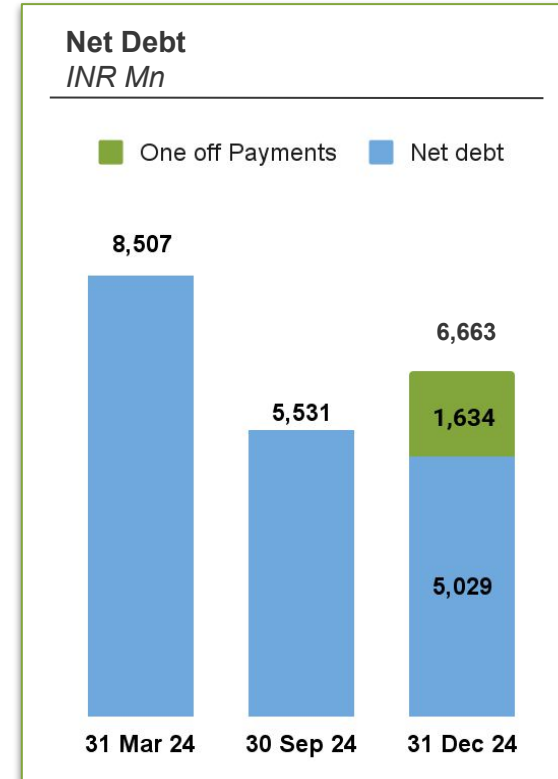
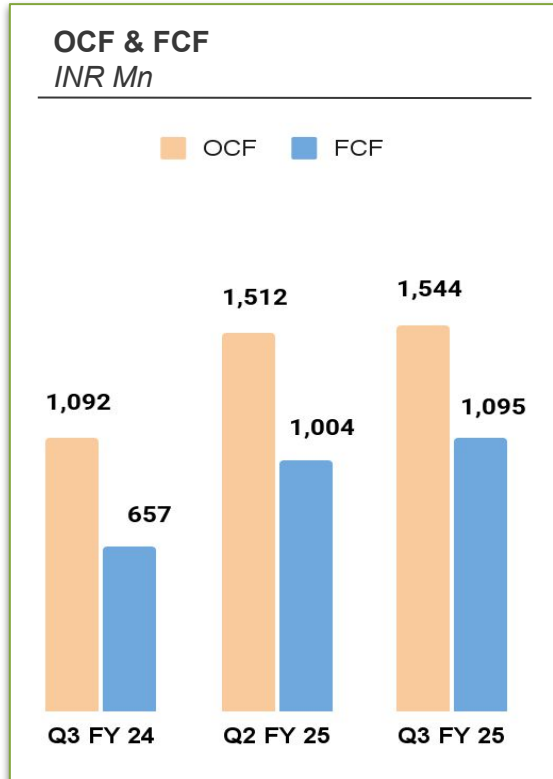


EPS is calculated as profit for the period divided by weighted average number of equity shares as defined in IND AS 33.



Return on Equity is calculated as profit for the period divided by total equity at the end of the period.

Strong **cash generation** supporting growth aspirations



Cash flow and net debt has been adjusted for (1) IPO expenses paid during the quarter Rs 244 mn which have been subsequently recovered in Q4 FY 25 from the Selling shareholders and (2) a one time payment in the form of upfront guarantee of economic value add made to a new customer, Palomar for Rs 1,390 mn.

Financials - Summary INR millions



INR Mn

Particulars	Q3 FY 25	Q2 FY 25	QoQ%	Q3 FY 24	YoY%	9M FY 25	9M FY 24	YoY%
Revenue	6,572	6,428	2.2%	5,671	15.9%	19,400	11,980	61.9%
Other Income - Operating*	192	7	2547.7%	(8)	-2415.1%	238	(2)	-9958.1%
Employee benefit expense excluding ESOP	3,769	3,587	5.1%	2,843	32.6%	10,919	5,761	89.5%
Other Expenses	923	898	2.9%	1,182	-21.9%	2,914	2,223	31.1%
Adjusted EBITDA	2,071	1,951	6.1%	1,637	26.5%	5,804	3,994	45.3%
Adjusted EBITDA %	31.5%	30.4%	1.2%	28.9%	2.6%	29.9%	33.3%	-3.4%
ESOP Cost	64	53	21.9%	23	181.5%	161	51	214.9%
EBITDA	2,006	1,898	5.7%	1,614	24.3%	5,643	3,942	43.1%
EBITDA %	30.5%	29.5%	1.0%	28.5%	2.1%	29.1%	32.9%	-3.8%
Finance cost	205	222	-7.6%	256	-19.6%	687	279	146.4%
Depreciation and amortisation	278	283	-2.0%	190	46.2%	843	312	170.5%
Interest income	78	44	76.0%	68	15.3%	150	256	-41.6%
Profit before exceptional items and tax	1,602	1,437	11.5%	1,237	29.5%	4,262	3,608	18.1%
Profit before exceptional items and tax %	24.4%	22.4%	2.0%	21.8%	2.6%	22.0%	30.1%	-8.1%
Tax expense	305	307	-0.7%	221	37.7%	879	539	63.2%
Profit for the period	1,297	1,130	14.8%	1,015	27.7%	3,383	3,069	10.2%
Profit for the period %	19.7%	17.6%	2.2%	17.9%	1.8%	17.4%	25.6%	-8.2%
Amortisation of Intangible assets	158	160	-1.1%	99	60.5%	475	102	366.6%
Adjusted Profit for the period	1,455	1,290	12.8%	1,114	30.6%	3,858	3,171	21.7%
Adjusted Profit for the period %	22.1%	20.1%	2.1%	19.6%	2.5%	19.9%	26.5%	-6.6%

* Includes foreign exchange gain and fair valuation of contingent consideration which are operating income/expenses in nature. Corresponding increases in contingent consideration and foreign exchange losses are also recorded in Other expense impacting the EBITDA.

Other KPI Metrics

Particulars	Q3 FY 25	Q2 FY 25	Q3 FY 24
Annualised Adjusted EBITDA per employee*	0.64	0.56	0.64
Revenue from Top 10 customers INR mn	2,724	2,300	2,386
Contribution from top 10 customers	41.4%	35.8%	42.1%
Revenue from Top 5 customers INR mn	1,806	1,413	1,521
Contribution from top 5 customers	27.5%	22.0%	26.8%
Ageing of top 10 clients (number of years)	5.17	4.92	6.03
Ageing of top 5 clients (number of years)	5.16	4.91	6.63
FCF Yield	84.5%	88.8%	64.7%
Clients with revenue >\$1mn**	NA	NA	NA

* EBITDA per employee for Q3, FY 24 includes 2 months of Aquity and hence is not comparable.

** Clients with Revenue >\$1mn will be disclosed on an annual basis.



Join the Movement

Grow, Scale, Thrive

