



VIJAYA[®]
DIAGNOSTIC
CENTRE

November 07, 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,
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 for Q2 & H1 FY 2025 results and which would be used in the Investors / Analysts earnings conference call scheduled to be held on **November 07, 2024 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



VIJAYA DIAGNOSTIC CENTRE

Q2 & H1 FY25 Earnings Presentation, November 07, 2024



Safe Harbour



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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 Q1 FY25, Q2 FY25 and H1 FY25 in the subsequent slides are including PH, unless otherwise stated.



Q2 FY25 – Performance Snapshot



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	Q2 FY25	Q2 FY24	YoY %	Q1 FY25	QoQ %
Revenue	1,829	1,389	31.8%	1,562	17.1%
Revenue Excl. PH	1,708	1,389	23.0%	1,448	17.9%
EBIDTA	760	574	32.5%	612	24.1%
EBIDTA Margin	41.5%	41.3%	22BPs	39.2%	233BPs
Total tests	3.95	3.03	30.5%	3.38	16.9%
Total Footfall	1.13	0.91	24.3%	0.96	17.5%

(INR, millions)

Operational & Financial Highlights – Q2 FY25

3.95 Mn
Tests

1.13 Mn
Footfalls



INR 1,829 Mn
Revenue from
operations

INR 1,708 Mn
Revenue from
Operations

23.0%
Revenue
growth (YoY)

22.1%
Test Volume
growth (YoY)

18.2%
Footfall
growth (YoY)

Excluding PH

147
Centres

INR 760 Mn
EBIDTA

41.5%
EBIDTA Margin

INR 419 Mn
Profit After Tax

22.9%
PAT Margin

93%
B2C Revenue



H1 FY25 – Performance Snapshot



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Operational & Financial Highlights – H1 FY25



7.33 Mn
Tests

2.10 Mn
Footfalls



INR 3,392 Mn
Revenue from
operations

INR 3,156 Mn Revenue from Operations	21.4% Revenue growth (YoY)	21.0% Test Volume growth (YoY)	17.5% Footfall growth (YoY)
	Excluding PH		



147
Centres



INR 1,372 Mn
EBIDTA

40.5%
EBIDTA Margin



INR 733 Mn
Profit After Tax

21.6%
PAT Margin



93%
B2C Revenue



Management comment



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Commenting on the Q2FY25 results performance, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:

“I’m excited to announce another key milestone in our growth journey. We have delivered a robust quarter, achieving an impressive 31.8% YoY revenue growth, of which 23.0% was organic. This strong performance was driven primarily by volume, with contributions coming from both our existing and newly launched centres.

I’m also delighted to share that we successfully launched operations at our Hub center in Ongole this August, and the response in the first two months has been very promising. In addition, we are excited to begin operations at our new state-of-the-art facility in Nizamabad tomorrow. This center features cutting-edge technologies, including a 3T MRI, CT scan, an automated lab, and a range of basic radiology modalities.

We’ve also upgraded our spoke centre in Gurgaon, transforming it into a fully equipped hub with the addition of MRI and CT machines. This enhancement enables us to provide a complete range of services, from basic blood tests to advanced imaging, all conveniently available under one roof at our Gurgaon centre.”

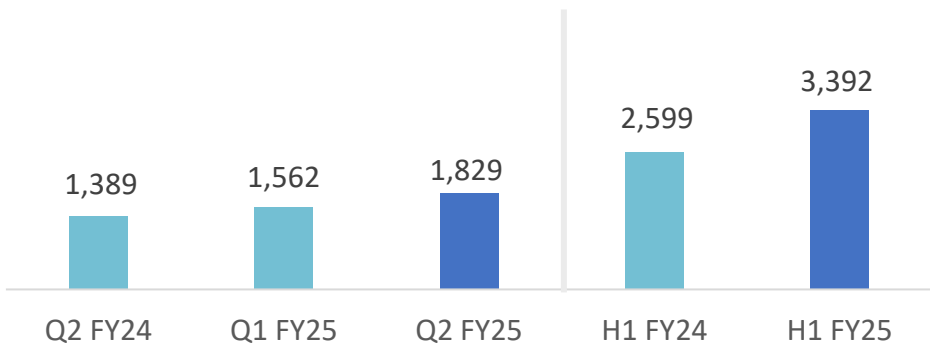


Key Financial Highlights – Q2 & H1 FY25



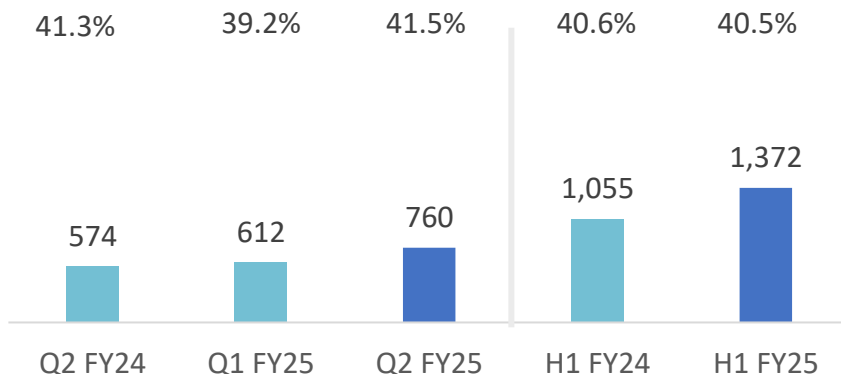
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Revenue from Operations



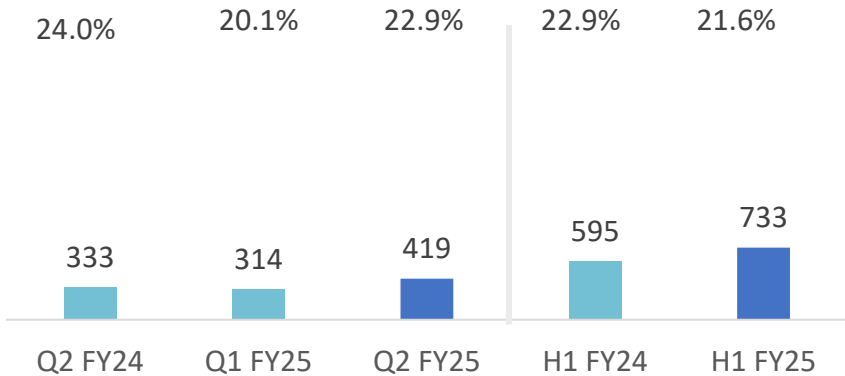
Shift YoY (%)	31.8%	30.5%
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EBITDA & EBITDA Margin (%)



	32.5%	30.1%
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PAT & PAT Margin (%)



Shift YoY (%)	25.9%	23.1%
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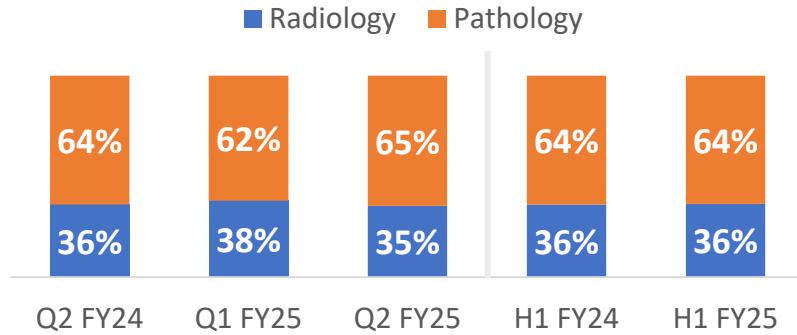


Revenue Mix – Q2 & H1 FY25

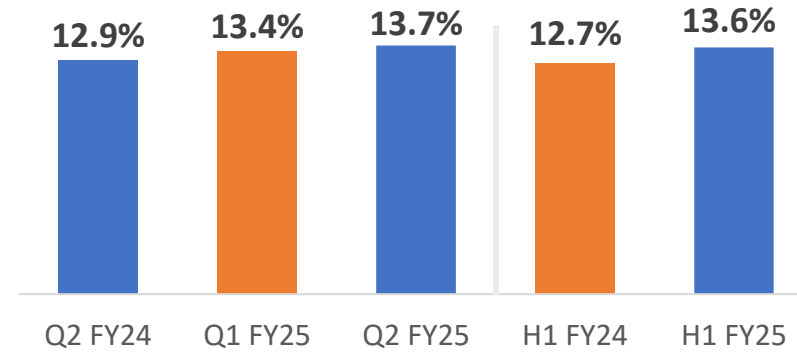


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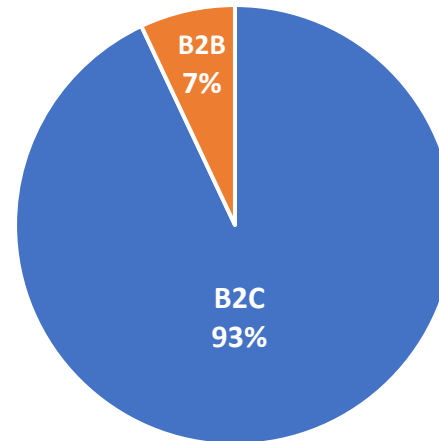
Radiology vs. Pathology Breakdown



Wellness share %



B2C Contribution – Q2 FY25



Ongole Facility

Penetrating Tier II Territory in Andhra Pradesh: Unveiled a Standalone Hub Centre in Ongole – August 2024

- In line with our strategic momentum aimed at expanding into Tier II and Tier III cities within key geographies, we are pleased to announce the establishment of a new hub facility in Ongole, Andhra Pradesh.
- This development represents a significant milestone in Vijaya's growth plan as we expand into the diagnostic space within this promising region. The new facility is equipped with state-of-the-art technology, featuring an automated laboratory and advanced diagnostic equipment, including a 3T MRI and a 160-slice cardiac CT. This positions our center as one of the few healthcare facilities in Ongole to offer such high-end services.
- Our centre, which has been operational for the past two months, is performing exceptionally well and is on track to reach breakeven within the next one to two months

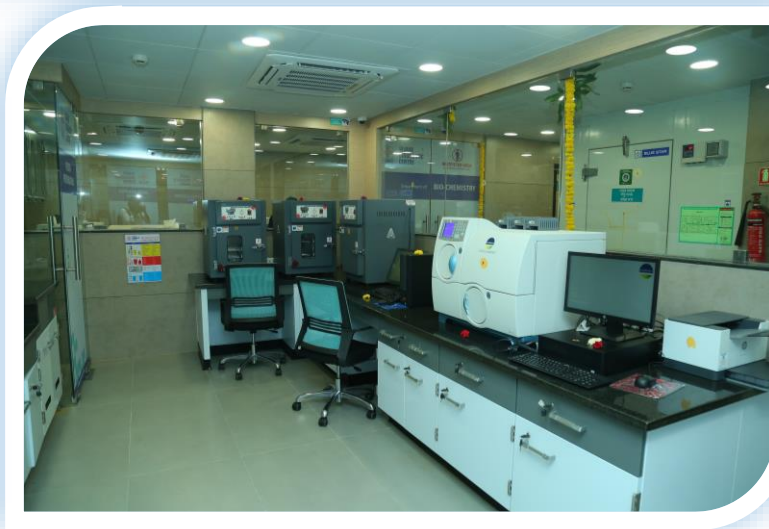
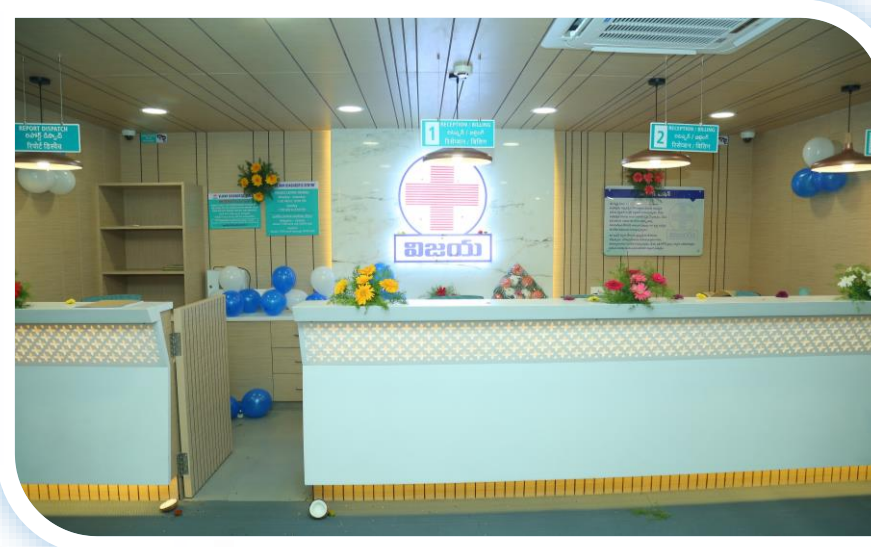




High Quality Infrastructure & Superior Facilities - Ongole



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Gurgaon,
Haryana



Upgradation of Gurgaon Centre (Spoke to HUB)

- We've recently upgraded our spoke centre in Gurgaon to a full-fledged HUB with the addition of MRI and CT machines
- This upgrade enables us to provide a wide range of services, from basic blood tests to advanced imaging like MRIs, all conveniently available under one roof at our facility

Nizamabad
Facility



Inaugurating a state-of-the-art hub in Nizamabad, Telangana, on 8th Nov 2024.

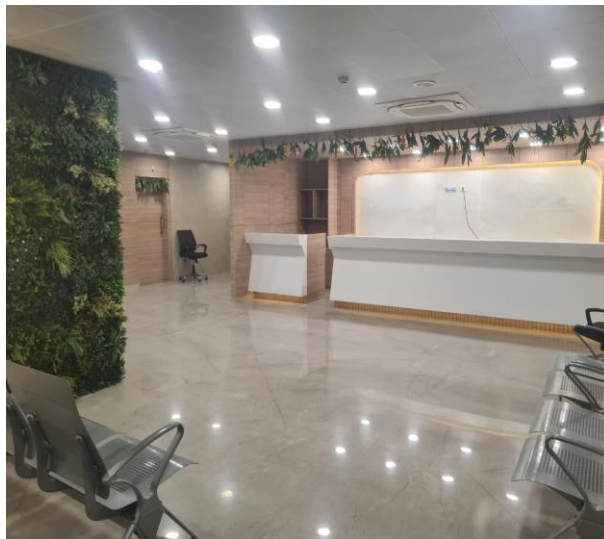
- Continuing our strategic expansion into Tier II cities within key geographies, we are excited to announce the launch of a new hub facility in Nizamabad.
- This state of-the-art centre houses advanced equipment like a 3T MRI, CT Scan and an automated lab.
- With our 'All Under One Roof' model, we are setting a new benchmark for diagnostic services in the Nizamabad district.



Excellence Meets Enhancement – Upgradation Of Hub At Kurnool



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Kurnool Facility

- Kurnool stands out as one of the top-performing regions within our network. After a decade of outstanding performance, we've renovated our Kurnool Hub to enhance capacity and upgraded the technology with the introduction of a 3T MRI and a 160-slice Cardiac CT
- These enhancements will allow us to serve more customers while maintaining the high-quality experience

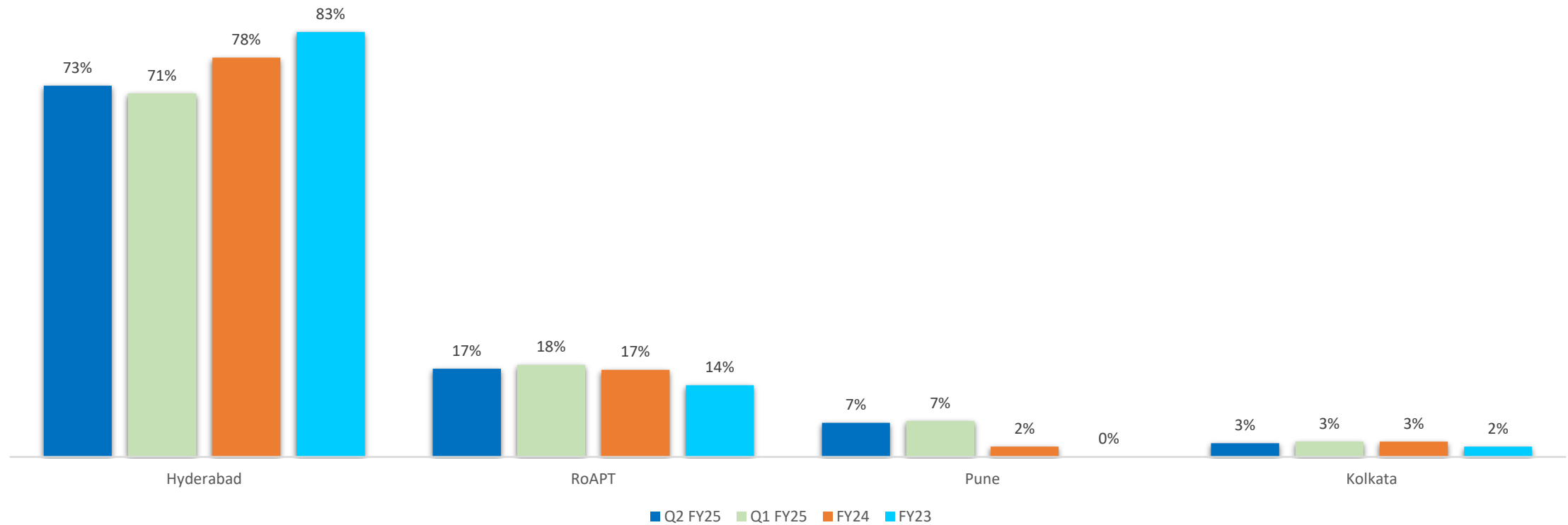




Geographical Contribution - Revenue



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Centre count as on 30.09.2024					
Hyderabad	RoAPT	Pune	Kolkata	Others	Total
93	32	18	2	2	147

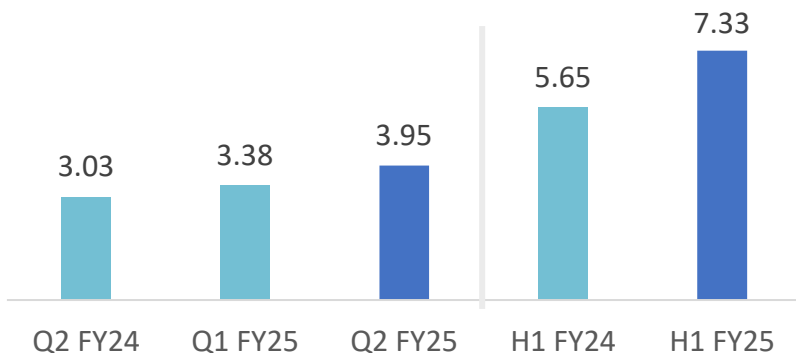


Key Operational Highlights

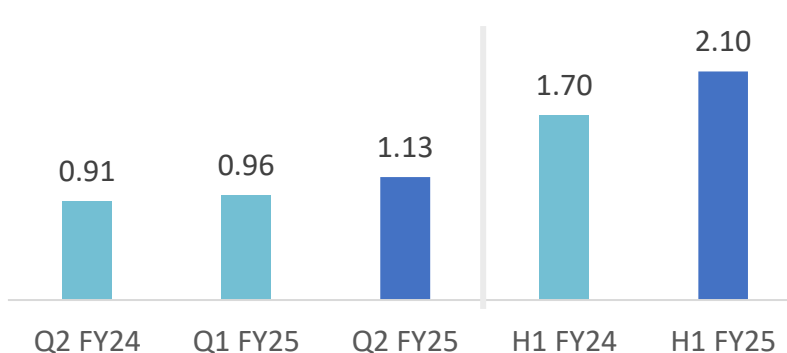


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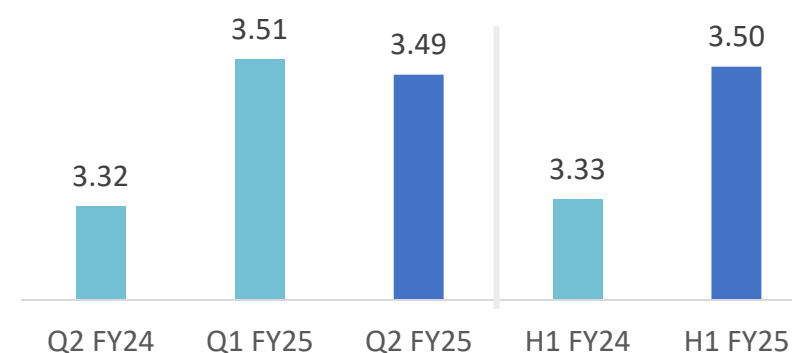
Tests Performed (# in Million)



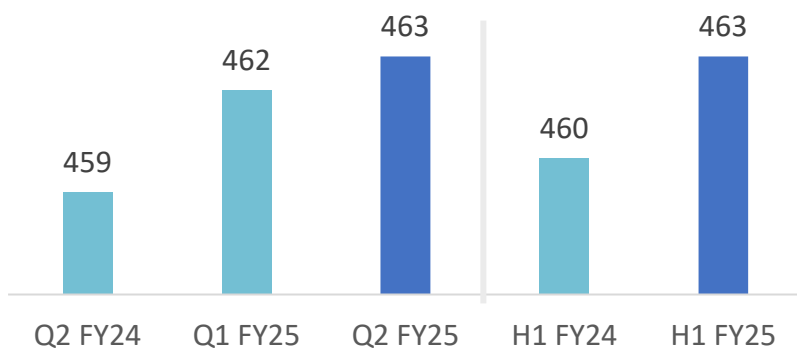
Footfalls (# in Million)



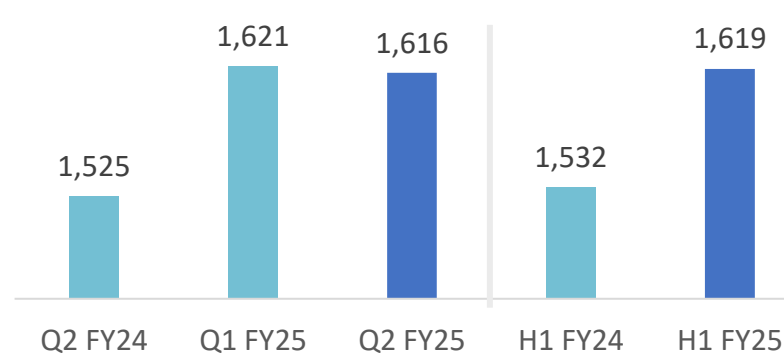
Tests / Footfalls (# in Million)



Revenue per Test (INR)



Revenue per Footfall (INR)





Consolidated Profit & Loss Account



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Particulars	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Revenue from operations	1,829.5	1,388.6	31.8%	1,562.2	17.1%	3,391.7	2,599.1	30.5%
Cost of materials consumed	229.9	163.5	40.6%	187.6	22.6%	417.5	306.4	36.3%
Employee benefits expense	278.4	218.2	27.6%	273.6	1.8%	552.0	426.7	29.4%
Other expenses	561.4	433.3	29.6%	488.6	14.9%	1,050.0	811.2	29.4%
EBITDA	759.8	573.7	32.5%	612.4	24.1%	1,372.2	1,054.8	30.1%
EBITDA Margin (%)	41.5%	41.3%	22BPS	39.2%	233BPS	40.5%	40.6%	-13BPS
Other income	45.1	67.5	-33.2%	35.6	26.5%	80.7	124.6	-35.2%
Depreciation and amortization expense	168.4	136.9	23.0%	166.3	1.2%	334.7	261.6	28.0%
EBIT	636.6	504.3	26.2%	481.7	32.2%	1,118.2	917.8	21.8%
Finance costs	64.7	58.5	10.5%	62.7	3.2%	127.3	117.4	8.5%
Profit before Tax	571.9	445.8	28.3%	419.0	36.5%	990.9	800.5	23.8%
Tax expenses	150.6	110.0	36.9%	104.0	44.9%	254.6	200.9	26.7%
Profit before Minority Interest	421.2	335.7	25.5%	315.1	33.7%	736.3	599.6	22.8%
Minority Interest	1.9	2.5	-25.2%	1.6	17.7%	3.5	4.3	-19.5%
Profit after Tax (PAT)	419.4	333.2	25.9%	313.5	33.8%	732.8	595.2	23.1%
PAT Margin (%)	22.9%	24.0%	-107BPS	20.1%	286BPS	21.6%	22.9%	-130BPS
EPS – Basic (INR)*	4.1	3.3	25.3%	3.1	33.6%	7.1	5.8	22.6%

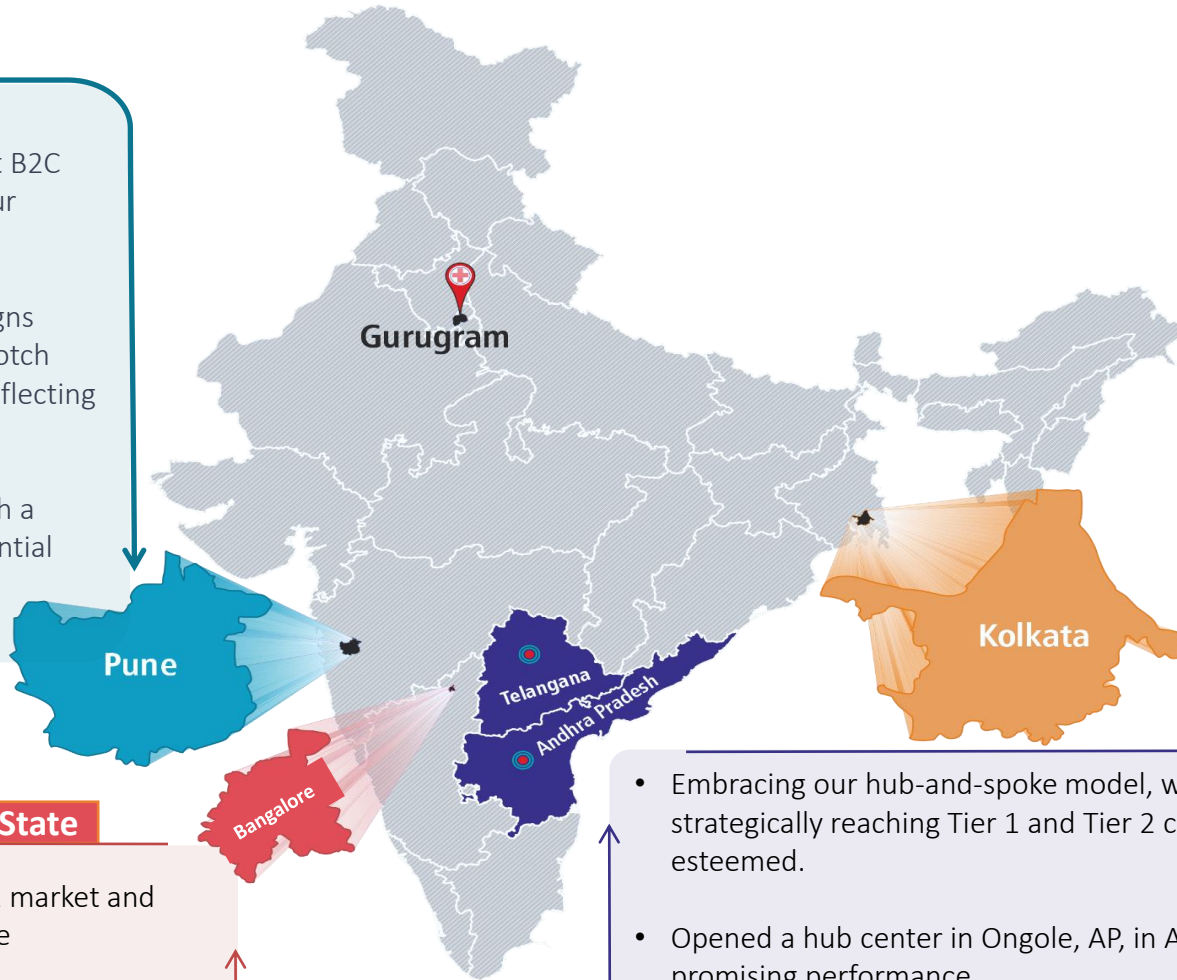


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Strategic Expansion

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

- Inaugurated our second hub and the first under the Vijaya brand in North Kolkata, achieving break-even within three quarters— a key milestone in our East India network expansion strategy.
- Employing our proven hub and spoke model, we aim to replicate our success in East India.

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.
- Opened a hub center in Ongole, AP, in August 2024, with the first two months showing promising performance.
- Opening a state-of-the-art hub center in Nizamabad, Telangana, on November 8th, 2024



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Company Overview



Vijaya at a Glance



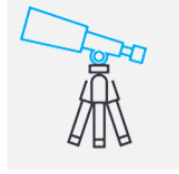
VIJAYA DIAGNOSTIC CENTRE

Vijaya Diagnostic Centre Limited is the largest integrated diagnostic chain in South India with 147 state-of-the-art centres spread across 24 cities and towns



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



147
Centres

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



Quality



24
Cities and towns across India

Largest integrated player in South India



250+
Doctors

Radiologists, Pathologists & Microbiologists



Reliable & Accurate Diagnostics



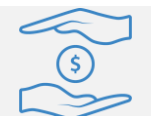
~3.95 Mn
Footfalls

Trusted by every Age group



~13.57 Mn
Tests

Most preferred Diagnostic Centre



at Affordable Prices



Our Journey



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Vijaya Diagnostic Centre incorporated in Hyderabad

Recognized as one of the Best Imaging centres in Hyderabad by The Week

Awarded Brand of the year in diagnostic services by The CEO Magazine and Telangana Healthcare Leadership award

One of the earliest private diagnostic service providers to be approved for COVID RT-PCR testing by ICMR*

Awarded one of the Best Healthcare Brands 2022 by The Economic Times

Won the Healthcare Leadership Awards 2022

Awarded Pride of India Brands Award – The Best of South Awards

Acquired 100% stake in P.H. Diagnostics and forayed into Pune.

1981

2012

2018

2020

2022

2023

2008

2016

2019

2021

2023

First independent diagnostic centre in South India to offer PET CT from Wipro GE Healthcare Pvt. Ltd.

Investment by Karakoram Limited and Kedaara Capital Alternative Investment Fund – Kedaara Capital AIF1

Awarded Best Diagnostic Centre – India by Times Healthcare Achievers Group

Successfully listed on Indian Stock Exchanges (NSE & BSE)

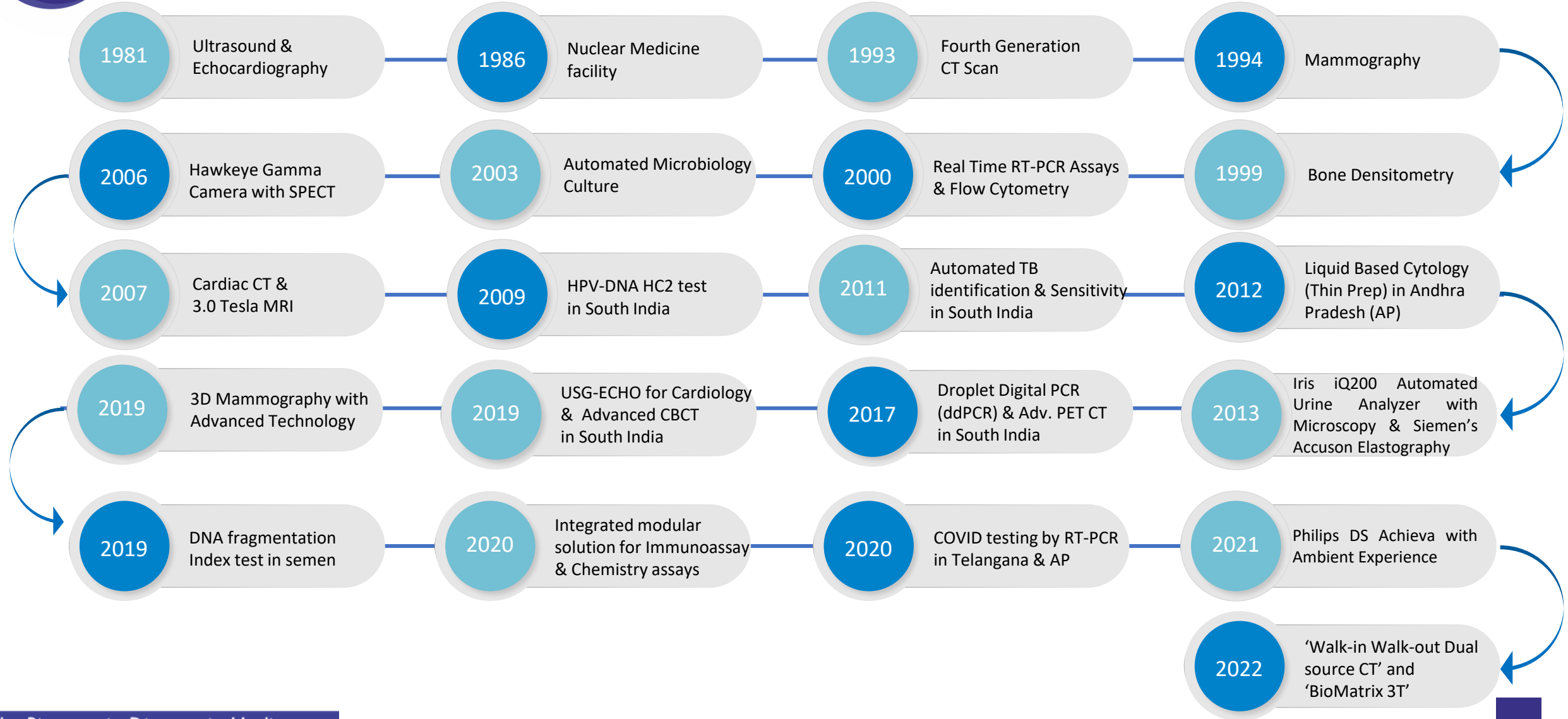
First independent diagnostic centre in Telangana to get Revolution ACT 50 slice CT from Wipro GE Healthcare Pvt. Ltd

Successfully launched the first center in Kolkata under the "Vijaya" brand name

*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



**VIJAYA
DIAGNOSTIC
CENTRE**

Complete Range of Diagnostic Services under One Roof

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

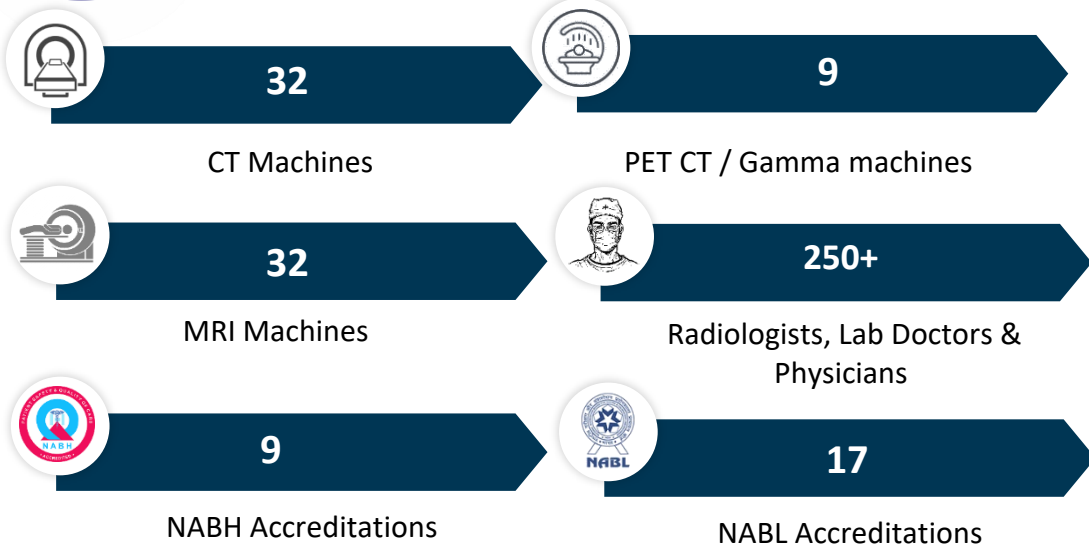




Robust Technical Capabilities with State-of-the-art IT Infrastructure



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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



Suprita Reddy, MD & CEO of Vijaya Diagnostic Centre is awarded with “Fastest Growing Leaders 2023 – 24” by Asia One Awards at Asian business & Social Forum 2024, Dubai



Vijaya Diagnostic Centre has been awarded with “Fastest Growing Brands 2023 - 24” by Asia One Awards at Asian business & Social Forum 2024, Dubai



Vijaya Diagnostic Centre has been recognized as “Most Preferred Workplace for Women 2024 – 25” by Marksmen Daily.



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on “Foot and Ankle advanced course” at Gandhi Medical College



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on “Role of MRI in Medicine”, Hyderabad chapter, Association of Physicians of India



Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Molecular Imaging in Neurodegenerative Conditions”

VDC, Diagnostic Education Webinar Series

Webinar On
MR imaging of breast

Speakers:
Dr K Lakshmi Srujana

Moderator:
Dr T. Madhavi

Chief Guest:
Dr B Ravindra Babu

06th September 2024

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “MR Imaging of Breast”

VDC, Diagnostic Education Webinar Series

Role of CT scan and MRI in Diabetic foot

Speakers:
Dr Vijayanand HK

Moderator:
Dr Srinivasulu

Chief Guest:
Dr V Rajasekhar,

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Role of CT scan and MRI in Diabetic Foot”

VDC, Diagnostic Education Webinar Series

Webinar On
Infective Hepatitis

Speakers:
Dr Yamini

Moderator:
Dr C Vishala Sarma

On 22nd August 2024 (Thursday) at 4PM IST.

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Infective Hepatitis”

VDC, DIAGNOSTIC EDUCATION Webinar Series

TOPIC: **Approach to Hemolytic Anemia. Laboratory Findings**

Date: 11th July, 2024 (Thursday)
Time: 4:00 PM IST

Live streaming on: [f](#) [t](#) [i](#) [v](#) /VdcConnect

Moderator: Dr. T Umashankar, MD Pathology, Consultant Pathologist, Vijaya Diagnostic Centre, Kurnool

Subject Speaker: Dr. K Vasundhara, MD Pathology, Consultant Pathologist, Vijaya Diagnostic Centre, Kurnool

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Approach to Hemolytic Anemia. Laboratory Findings”

VDC, DIAGNOSTIC EDUCATION Webinar Series

TOPIC: **Imaging of Adrenal Lesions**

Date: 19th July, 2024 (Friday)
Time: 3:00 PM IST

Live streaming on: [f](#) [t](#) [i](#) [v](#) /VdcConnect

Chief Guest: Dr. Rajender Reddy, MD, MRCP, Consultant Radiologist, Apollo Purna Hospital, Hyderabad

Moderator: Dr. Vikram Reddy, MD, MRCP, Consultant Radiologist, Vijaya Diagnostic Centre, Hyderabad

Subject Speaker: Dr. Anant Senthosh, MD, MRCP, Consultant Radiologist, Vijaya Diagnostic Centre, Hyderabad

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Imaging of Adrenal Lesions”

VDC, DIAGNOSTIC EDUCATION Webinar Series

TOPIC: **Clinical Relevance of BIRADS in Day to Day Practice**

Date: 5th July, 2024 (Friday)
Time: 4:00 PM IST

Live streaming on: [f](#) [t](#) [i](#) [v](#) /VdcConnect

Chief Guest: Dr. Sushil Pinnar, MD, MRCP, Consultant & Head Surgical Oncology, CMC Hospital, Hyderabad

Moderator: Dr. Shikha, MD, MRCP, Consultant Radiologist, Vijaya Diagnostic Centre, Hyderabad

Subject Speaker: Dr. Pallavi Mirra, MD, MRCP, Consultant Radiologist, Vijaya Diagnostic Centre, Hyderabad

Vijaya Diagnostic Centre has organized a continuing medical education (CME) webinar on “Clinical Relevance of BIRADS in Day-to-Day Practice”



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 bachelor's 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



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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. Sivaramaraju Vegesna

Head – Strategy and Investor
Relations



Mr. Hansraj Singh Rajput

Company Secretary &
Compliance Officer

Fastest Growing Leaders 2023 – 24



Presented by Asia One Awards at Asian business & Social Forum 2024, Dubai

Fastest Growing Brands 2023 – 24



Presented by Asia One Awards at Asian business & Social Forum 2024, Dubai

Most Preferred Workplace for Women 2024 - 25



Recognized by Marksmen Daily as "Most Preferred Workplace for Women".

Best Healthcare Brands'2024



Recognized by ET Edge for "Best Healthcare Brands'2024"

Most Trusted Brand of India



2024 - 25 Brought to you Marksmen Daily at 4th edition

Most Trusted Brand of the Year



Presented by 22nd Global Edition & 7th India Edition of Business Leader of the Year.

Excellence In Comprehensive Diagnostic Care



Times Health Excellence Awards 2023

Excellence In Comprehensive Diagnostic Care



2023 ABP Ananda Swasthya Samman

Best Healthcare Brands



2023 The Economic Times

Excellence In Comprehensive Diagnostic Care



2023 ABP Ananda Swasthya Samman

As one of the 'Most Preferred Workplace 2022'



2022 - 23 Brought to you by Team Marksmen

Most Trusted Brand of the Year 2023



2023 Presented by Marksmen Daily

Best Healthcare Brands 2022



2022 Presented by The Economic Times

Pride of India Brands Award 2022



2022 Presented by The Best of South Awards

One of the Best Healthcare Brands 2021



2021 Presented by The Economic Times

Indo Global Award for Healthcare Excellence



2021 Presented by Indian Economic Development & Research Association

Company of the Year - Healthcare



2021 Presented by TV9 Network and SAP

Leading Diagnostic Chain of the Year



2021 Presented by Diagnostic Leadership Summit

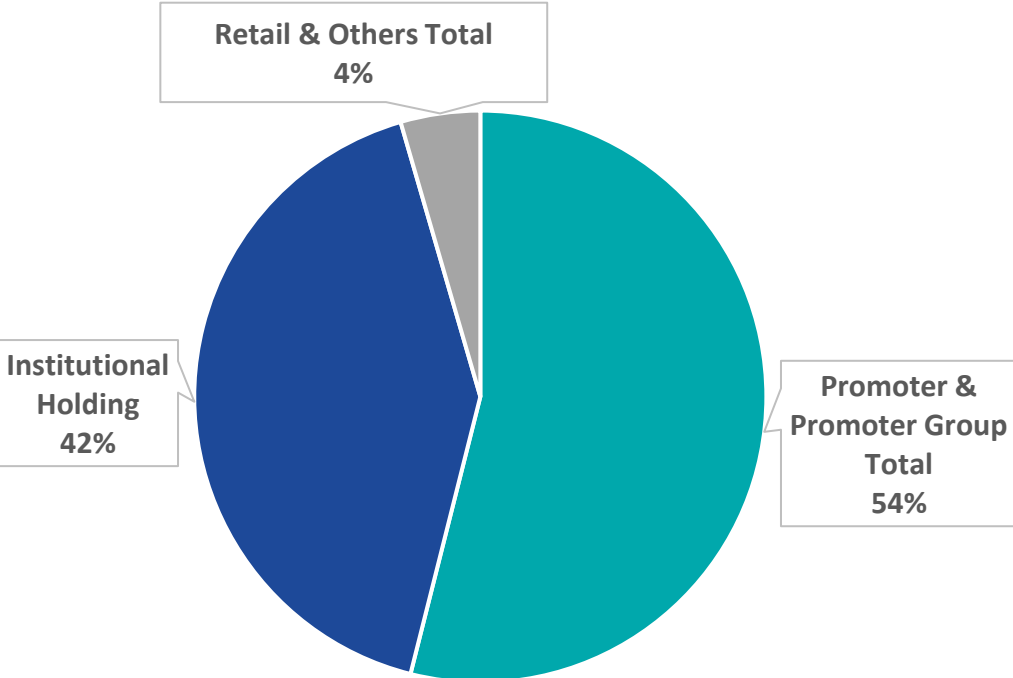


Shareholding Pattern as of 30th September 2024



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Shareholding Pattern – As of 30th September, 2024



Marquee Institutional Investors

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

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



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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 21st Dec, 23 till 31st Mar, 2024)

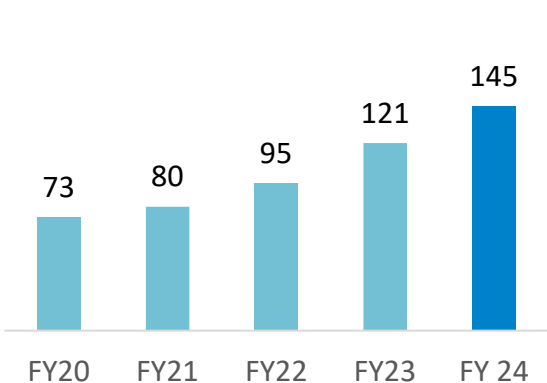


Robust Operational Metrics

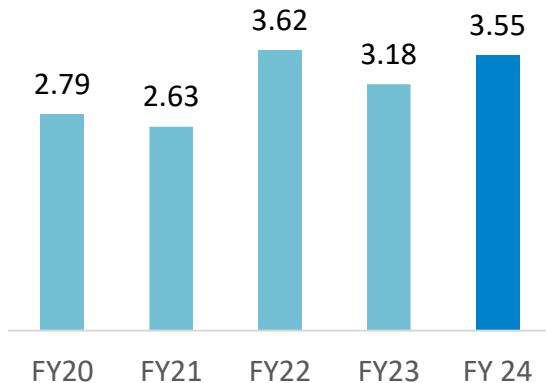


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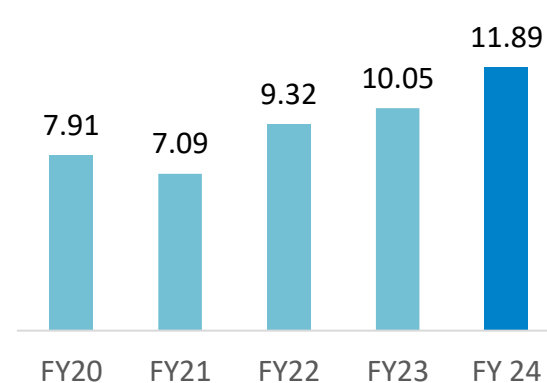
Diagnostic Centre (Nos)



Footfalls (Mn)

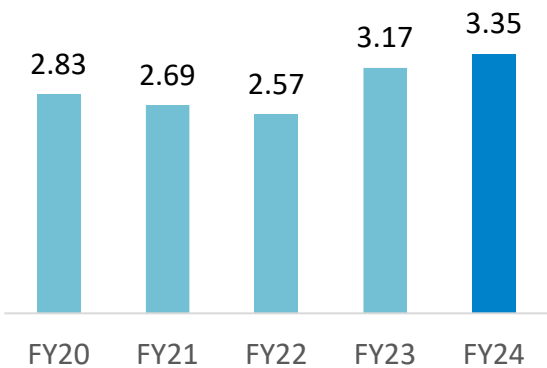


Tests Performed (Mn)

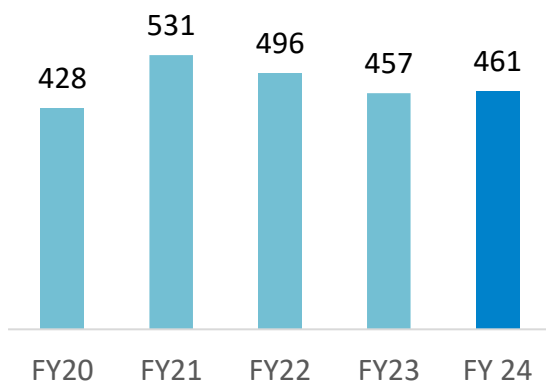


Test per Footfall (Nos)

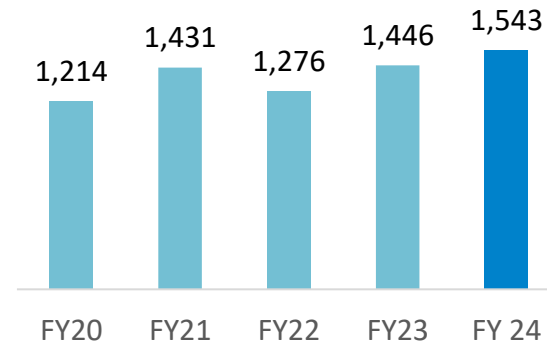
Impact of COVID-19



Revenue per Test (INR)



Revenue per Footfall (INR)

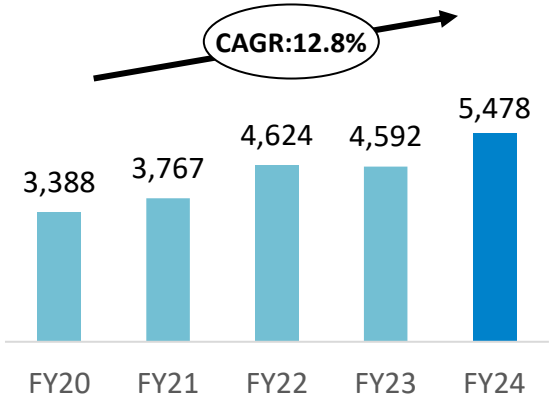




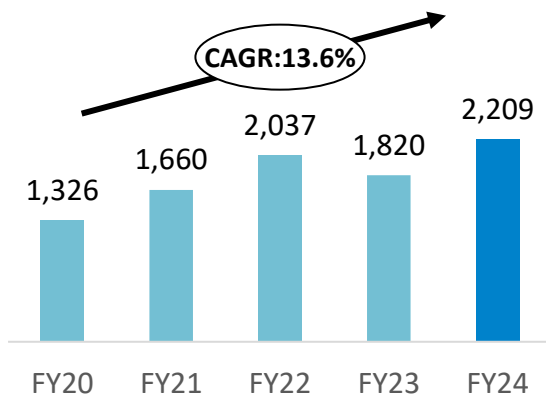
Consistent Financial Performance



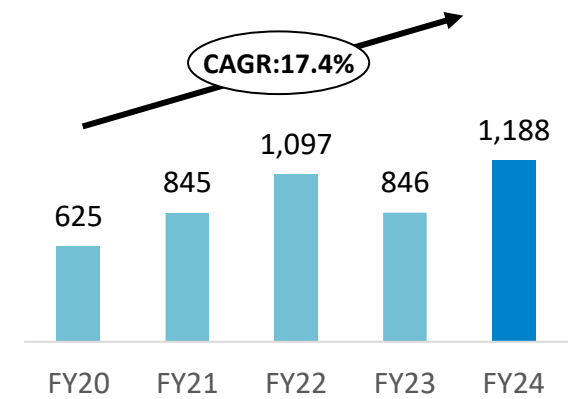
Revenue



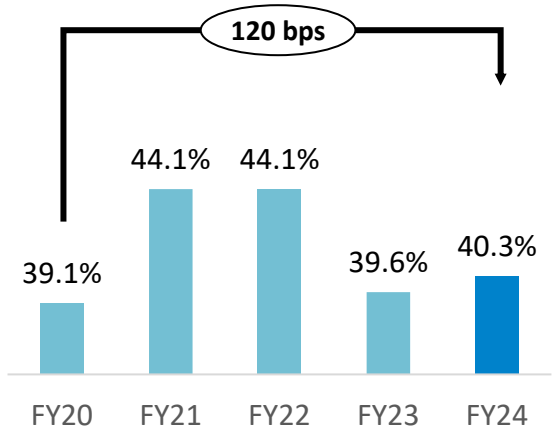
EBIDTA



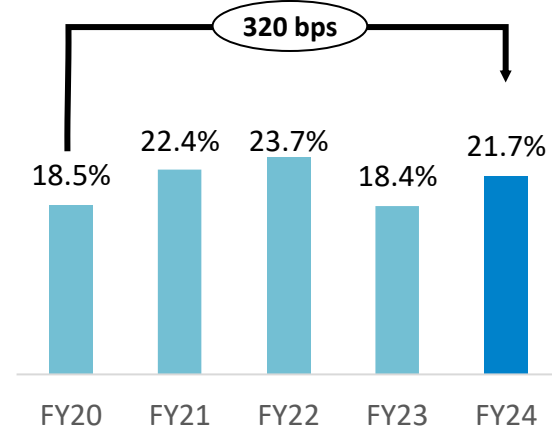
PAT



EBIDTA Margin (%)



PAT Margin (%)





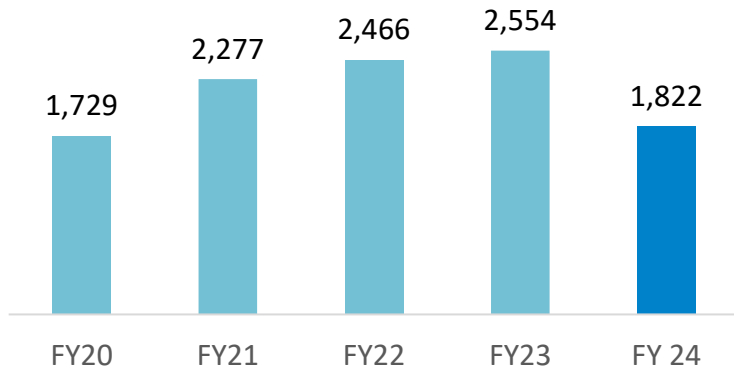
Sustainable Cash Generation & Increasing Return Ratios



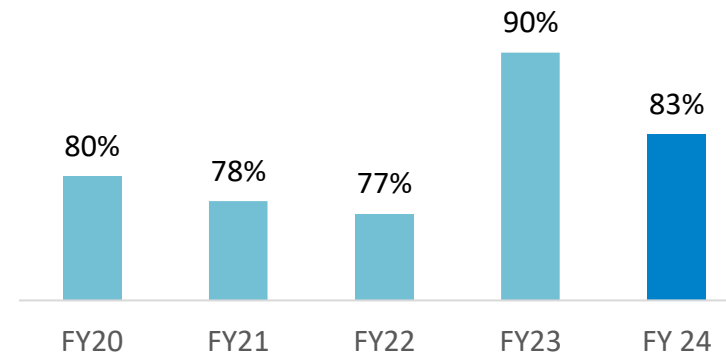
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Cash & Cash Equivalents

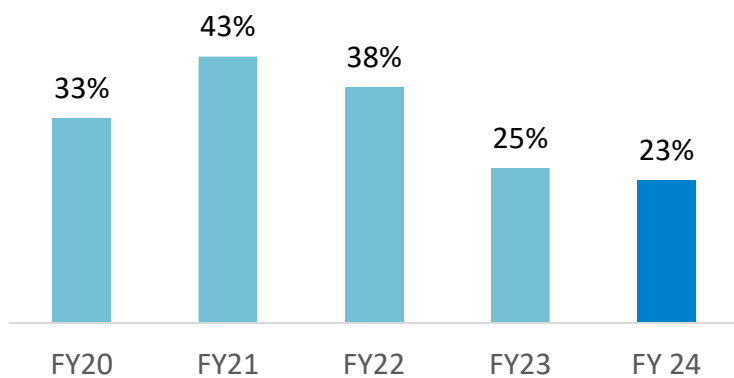
(INR Mn)



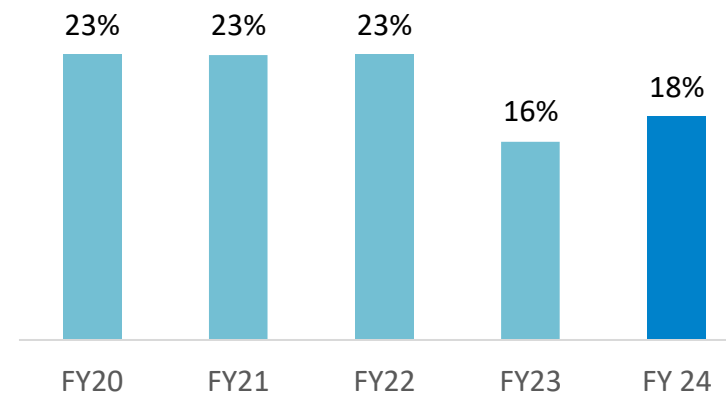
CFO / EBIDTA (%)



RoCE Pre-Cash (%)



RoE ¹ (%)



Note: Refer Slide no. 3



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Annexure



Consolidated Profit & Loss Account



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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



Consolidated Balance Sheet



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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 AND 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



Consolidated Cash Flow Statement



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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)



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Thank You

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