

Vimta Labs Limited

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Vimta

Driven by Quality. Inspired by Science.

VLL\SE\076\2024-25

Date: 24.01.2025

B S E Limited,
P J Towers, Dalal Street,
Mumbai: 400001.
Scrip Code No.524394

National Stock Exchange of India Limited,
"Exchange Plaza", Bandra,
Kurla Complex, Bandra (E),
Mumbai – 400051.
Trading Symbol: VIMTALABS

Dear Sir/Madam,

Reg: Investor Presentation –Q3 results – FY 2024-25

Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations") we are enclosing herewith the Investor Presentation.

Further, pursuant to Regulation 46 of the Listing Regulations, the aforesaid information will be available on the website of the Company i.e., <https://vimta.com/investor-presentation/>

This is for your information and necessary records.

For VIMTA LABS LIMITED

Sujani Vasireddi
Company Secretary



Attachments: as above.

Vimta Labs Limited

Investor Presentation
Q3 & 9M FY25



Disclaimer



The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global industries that we serve, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employees have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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Q3 & 9M FY25 Earnings


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- ▶ Key Metrics: Q3 & 9M FY25
- ▶ Profit & Loss Statement
- ▶ Balance Sheet
- ▶ Financial Track Record
- ▶ Shareholding Pattern



Q3 FY25 Highlights




Rs 911 Mn
Total Income


Rs 343 Mn
Margin 37.6%
EBITDA


Rs 239 Mn
PBT


Rs 7.9
EPS


Rs 657 Mn
CAPEX


Rs 175 Mn
Margin 19.2%
PAT

9M FY25 Highlights



Rs 2,521 Mn
Total Income



Rs 915 Mn
Margin 36.3%
EBITDA



Rs 640 Mn
PBT



Rs 21.8
EPS



Rs 958 Mn
CAPEX



Rs 484 Mn
Margin 19.2%
PAT



0.03x
Debt to Equity Ratio



Rs 113 Mn
(December 31st 2024)
Total Debt



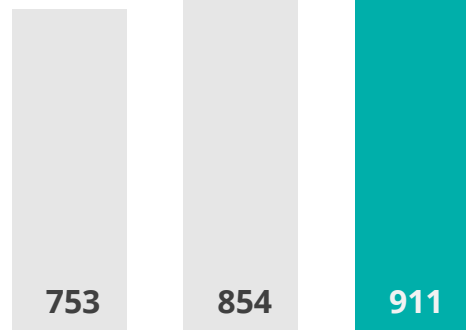
Rs 180 Mn
(December 31st 2024)
Cash and Cash Equivalents

Key Metrics: Q3 FY25



Total Income (In ₹ Mn)

▲
21.1%
YoY

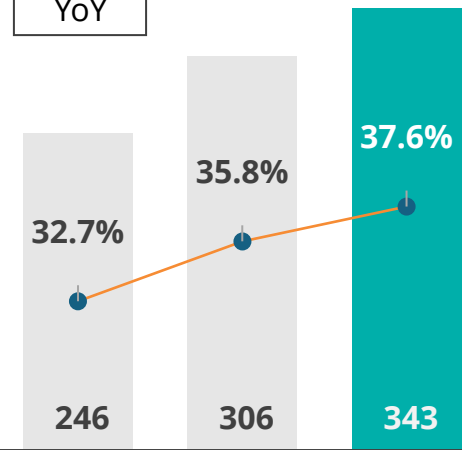


Q3FY24 Q2FY25 Q3FY25

EBIDTA & EBIDTA Margin (In ₹ Mn, %)

■ EBIDTA ● EBIDTA Margin

▲
39.4%
YoY

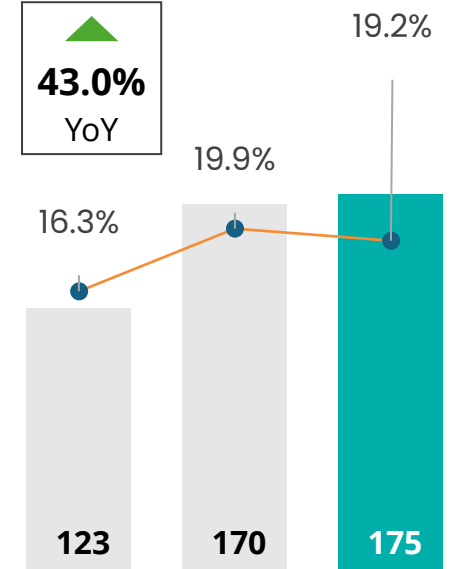


Q3FY24 Q2FY25 Q3FY25

PAT & PAT Margin (In ₹ Mn, %)

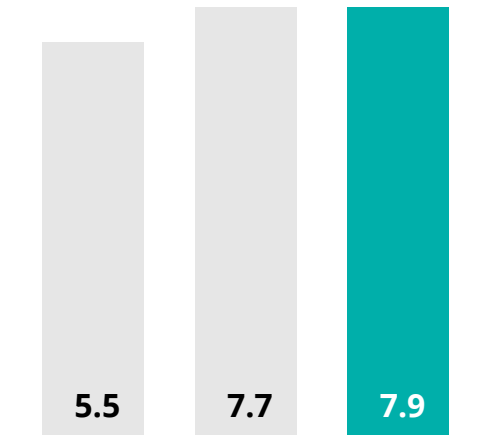
■ PAT ● PAT Margin

▲
43.0%
YoY



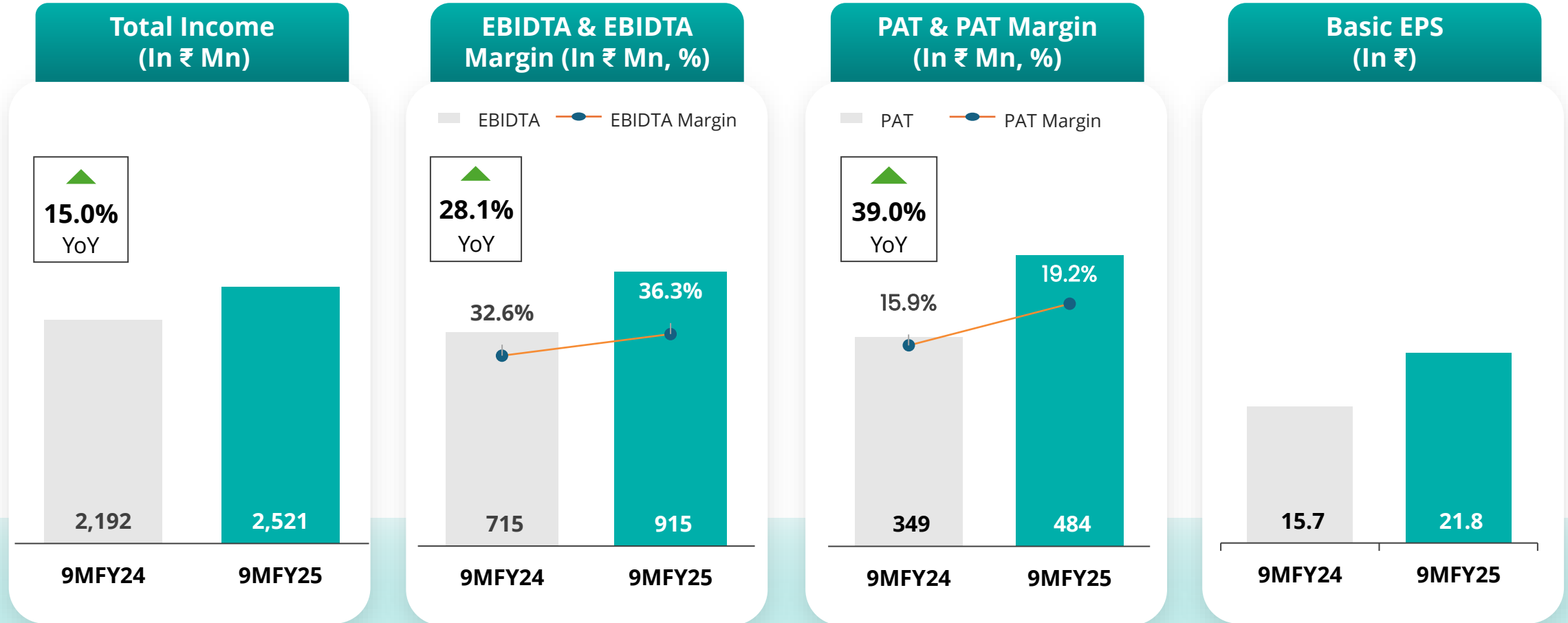
Q3FY24 Q2FY25 Q3FY25

Basic EPS (In ₹)



Q3FY24 Q2FY25 Q3FY25

Key Metrics: 9M FY25



Profit & Loss Statement

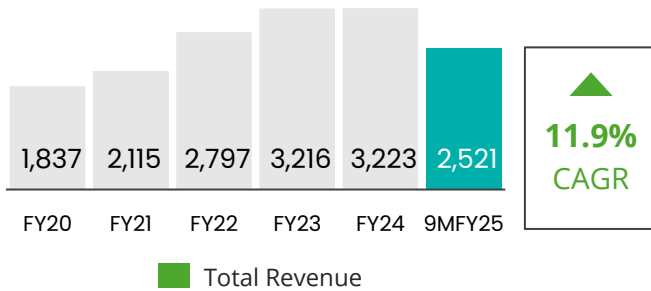


Particulars (₹ Mn)	Q3 FY25	Q3 FY24	YoY (%)	Q2 FY25	QoQ(%)	9M FY25	9M FY24	YoY (%)
Revenue from Operations	899	746		847		2,495	2,159	
Other Income	12	7		7		26	33	
Total Income	911	753	21.1%	854	6.7%	2,521	2,192	15.0%
Material and Testing Costs	204	151		182		529	440	
Cost of lab setup	2	0		2		4	2	
Changes in inventories of work-in-progress	0	0		0		0	0	
Employee benefits expense	234	230		239		698	677	
Other expenses	128	125		126		376	358	
Total Expenses	568	507		548		1,606	1,477	
EBIDTA	343	246	39.4%	306	12.2%	915	715	28.1%
<i>EBIDTA (%)</i>	37.6%	32.7%		35.8%		36.3%	32.6%	
Finance costs	6	5		4		15	16	
Depreciation expense	98	84		83		261	253	
Profit before tax	239	156	52.9%	219	9.3%	640	446	43.5%
<i>PBT (%)</i>	26.2%	20.8%		25.6%		25.4%	20.3%	
Tax	64	34		49		155	97	
Profit for the year	175	123	43.0%	170	2.9%	484	349	39.0%
<i>PAT (%)</i>	19.2%	16.3%		19.9%		19.2%	15.9%	
Basic EPS (INR)	7.9	5.5		7.7		21.8	15.7	

Financial Track Record

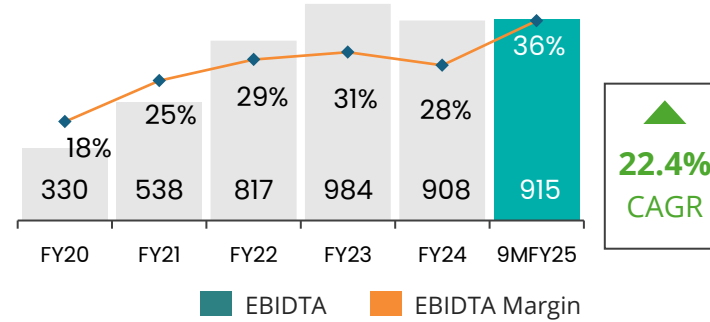


TOTAL INCOME (₹ Mn)

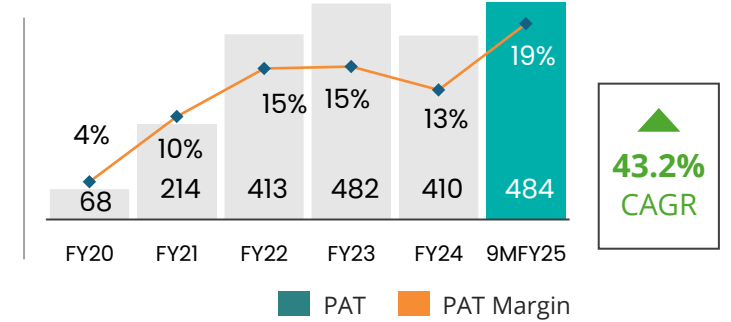


PROFITABILITY (₹ Mn)

EBITDA & EBITDA Margin

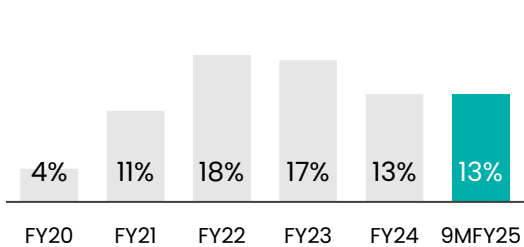


PAT & PAT Margin

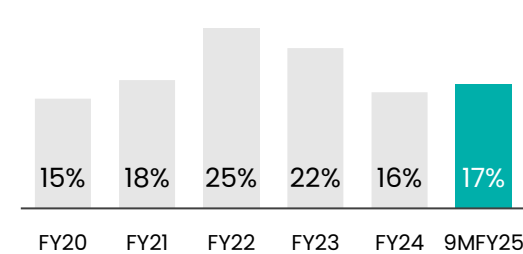


BALANCE SHEET RATIOS

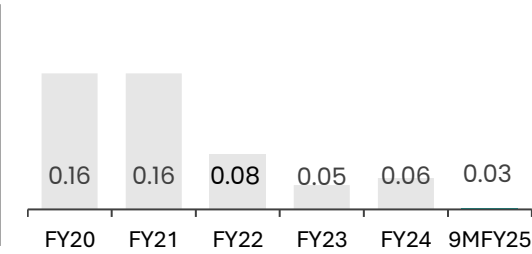
RoE (%)



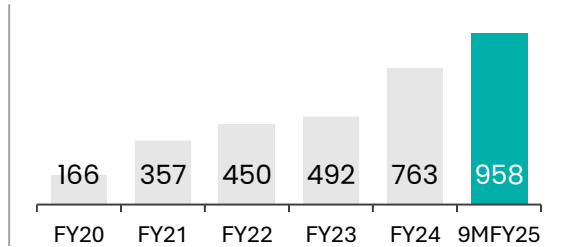
RoCE (%)



Debt to Equity



Total Capex



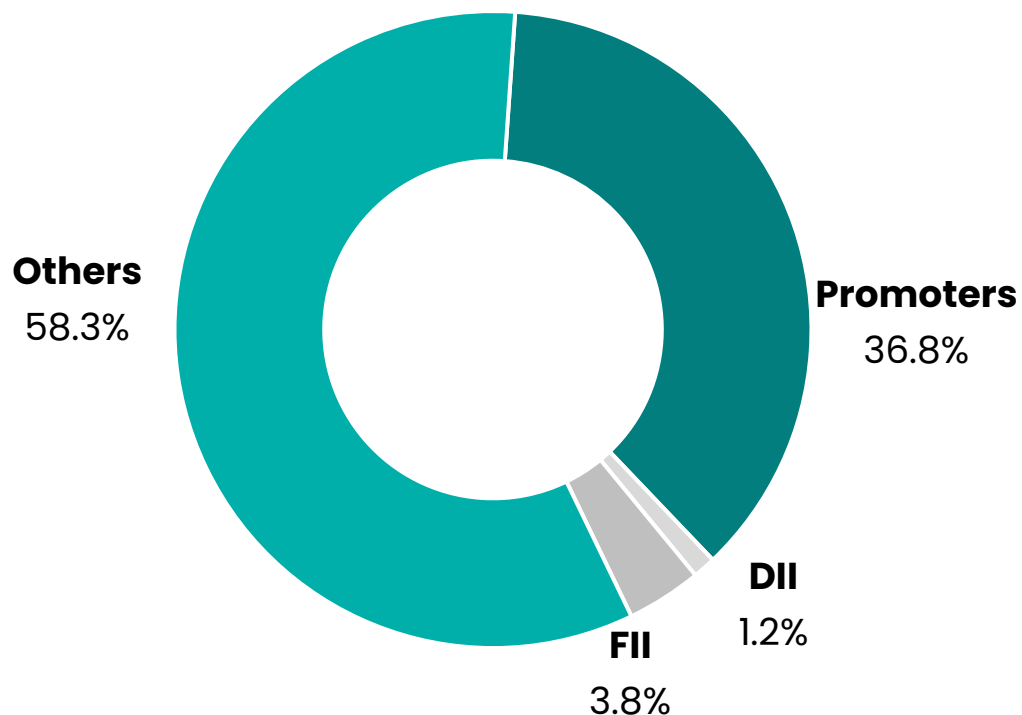
a. Financial numbers for the period 9MFY25 are from continuing operations and exclude Diagnostic and Pathological services business

b. CAGR for the period FY20-FY24

Shareholding Pattern



Shareholding as on 31st December 2024



Share Information as on 31st December 2024

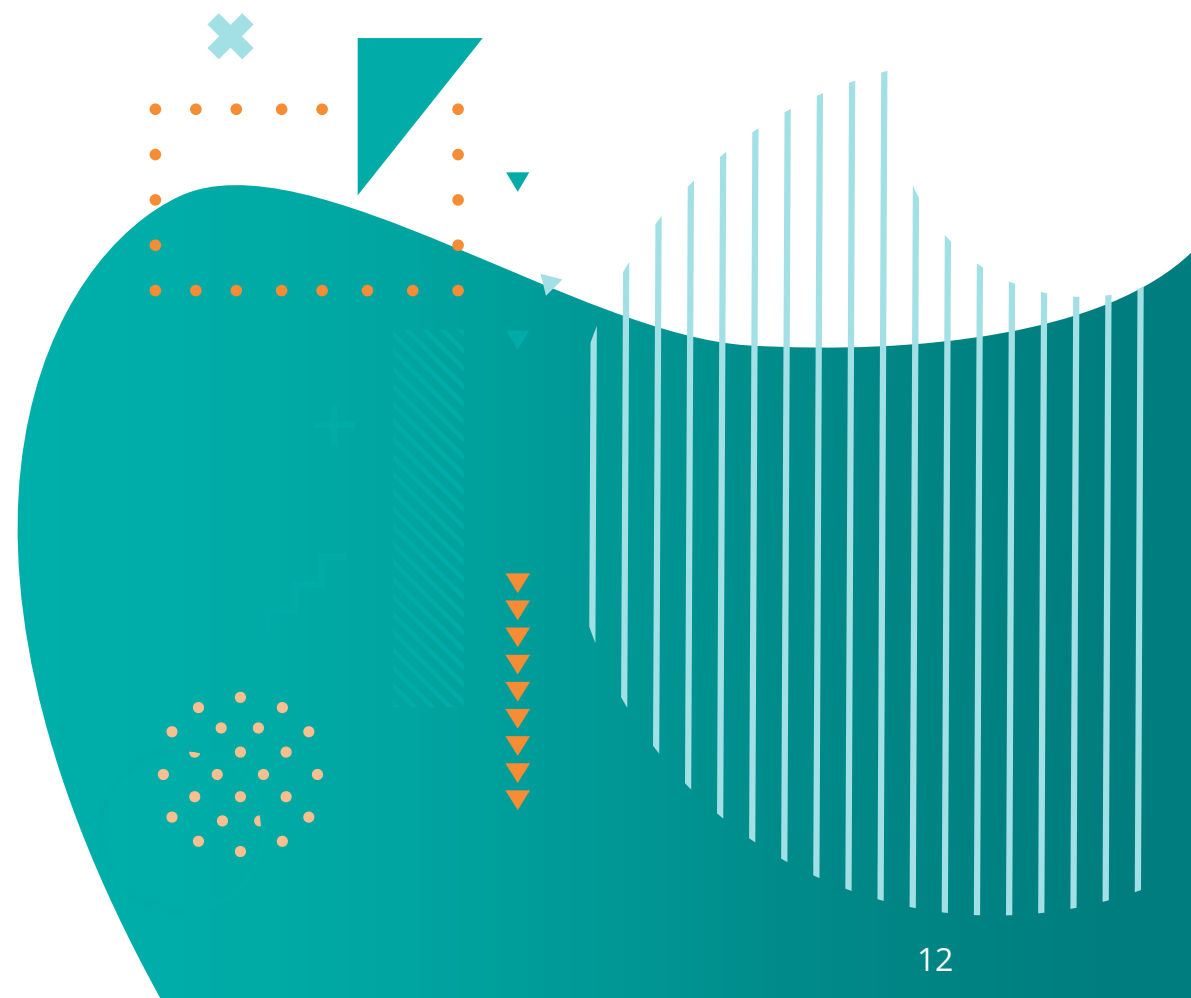
NSE Ticker	VIMTALABS
BSE Ticker	524394
Market Cap (INR Cr)	2,170.24
% free-float	63.24%
Free-float market cap (INR Cr)	1,372.49
Total Debt (INR Mn)	113
Cash & Cash Equivalents (INR Mn)	180
Shares Outstanding	2,22,13,279
3M ADTV (Shares)*	1,89,254
3M ADTV (INR Cr)*	15.9
Industry	TIC

Source: NSE & BSE

#Cash and Cash equivalents includes other bank balances

Company Overview

- ▶ Vimta at a Glance
- ▶ Our Journey
- ▶ Services
- ▶ Geographical Presence
- ▶ Management



Vimta at a Glance



Established in 1984, VIMTA is one of India's most renowned companies for contract research and testing, recognized for its high-quality, cutting-edge technology enabled wide spectrum, reliable services and vast experience. The company's broad capabilities span across biologics, small molecules, agro-chemicals, food & beverages, electronics, medical devices, home and personal care products, and environment testing.



40 Years

**Of experience in
CRTO industry**



1,300+

**Dedicated Multi-
Disciplinary Team**



600,000+

**Sq. Ft. of Ultra-modern
lab spaces**



10

**Labs and Offices across
India**








90+

**Successful Regulatory
Audits**

Our Journey



	 Infrastructure	 People	 Investment	 Capabilities	 Revenue
2024	▲ 600,000+ ft ²	▲ 1300+	▲ 492 M	▲ Pharma & Biopharma: Discovery & development services; Food; Environment; Electronics Testing	▲ 3,216 M
2015	▲ 400,000+ ft ²	▲ 1000+	▲ 580 M	▲ Analytical – Pharma, Biopharma & Food; Clinical Research; Preclinical; Clinical Diagnostics; Environment Testing	▲ 1,073 M
2006	▲ 200,000+ ft ²	▲ 600+	▲ 992 M	▲ Clinical Research; Environment; Analytical Testing – Food & Pharma	▲ 542 M
1992	▲ 50,000+ ft ²	▲ 150+	▲ 85 M	▲ Environment; Analytical – Food & Pharma; Toxicology; Material testing; Clinical Research	▲ 16 M
1984	▲ 500 ft ²	▲ 6	▲ 200,000	▲ Minerals & ores; Metals; Rice bran oil testing	▲ 156,000

- Investment & Revenues in INR
- Investments depicted may have spread across more than the denoted year

Our offerings



**Drug discovery
and development
services**



**Food & Agri
Testing**



**Electronics &
Electricals
Testing**



**Environment
Testing &
Consultancy**

1. Drug discovery and development services



Offerings	Pharma Analytical	Clinical Research	Preclinical Research
Industry	Pharmaceuticals, Biologics, Nutraceuticals, Medical Devices, Animal Health		Pharmaceuticals, Biologics, Medical Device, Agrochemical, Speciality Chemicals
Accreditations & Regulatory Approvals	DCA, USFDA, WHO, EMA, DRAs of Ukraine, Turkey	CDSCO, USFDA, WHO, MHRA, NPRA, and European DRAs	OECD-GLP, CCSEA, DSIR, AAALAC
Services	<ul style="list-style-type: none"> ▶ Wide range of analytical services ▶ E&L studies ▶ Stability testing ▶ Method development ▶ Validations ▶ Genotoxic impurities ▶ Elemental analysis ▶ In vitro studies ▶ Physical Characterisation ▶ Dissolution Testing ▶ Microbiology ▶ Immunogenicity studies ▶ Characterization ▶ Bioassays 	<ul style="list-style-type: none"> ▪ BA/BE Studies ▪ Bioanalytical ▪ Clinical Trials (Phase I to IV) ▪ Clinical End Point Studies ▪ Claim Studies 	<ul style="list-style-type: none"> ▶ Comprehensive in vitro, ex vivo and in vivo studies ▶ ADME, and PK ▶ IND enabling packages (genetic toxicology, safety pharmacology, general toxicology, & toxicokinetic studies). ▶ Chronic toxicology, reproductive toxicology, neurotoxicology, immunotoxicology, and carcinogenicity ▶ Biowaiver and alternative to animal studies ▶ Ecotoxicology, environmental fate and metabolism studies

2. Food & Agri Testing



Industry Food Manufacturing & Processing, Cultivation, Export, Retail, Nutraceuticals, Agro-chemicals, Water & Beverages, Animal Feed

No. of Locations 7 (Hyderabad, Mumbai (NFL), Ahmedabad, Bengaluru, Nellore, Nashik, Noida)

Accreditations & Regulatory Approvals

- FSSAI, ISO 17025, BIS, APEDA, EIS, SHEFEXIL, EU Commission, OCED-GLP, AGMARK, Tea Board, Spices Board
- Hyderabad Lab is a National Reference Lab for Water & Beverages Testing
- Mumbai Lab is a National Food Laboratory, operated for FSSAI

Services

- ▶ Food contaminants, food allergens, microbiology/pathogen, GMO testing, nutrition & composition analysis for all agri, food, food products, water and beverages
- ▶ New product development support, validations
- ▶ Shelf life assessments
- ▶ Packaging material testing
- ▶ Nutraceuticals testing, method validations
- ▶ Animal feed analysis
- ▶ Agro-chemical (crop sciences): support for research and development, method development, validation and testing for regulatory submissions in India, Europe, South America, Japan, South East Asia

3. Electricals & Electronics Testing & Certification



Industry	Aviation, Defence, Medical Device, Telecom, Home appliances, Toys, Industrial & control equipment, Consumer electronics, Rail & Automotive, IT, IOT, physical security products, and allied industries
No. of Laboratories	1 (Hyderabad)
Accreditations & Regulatory Approvals	ISO 17025, TEC BIS & NABCB (of Emtac Laboratories Pvt Ltd., fully owned subsidiary)
Services	<ul style="list-style-type: none">▶ EMI/EMC testing▶ Radio Frequency testing▶ Environmental & reliability testing▶ Mechanical & electrical safety testing▶ Performance testing▶ Product Certification▶ CE marking

4. Environment Testing & Consultancy Services



Industry	Manufacturing and Processing industries, Oil & Gas, Power, Cement, Mining, Infrastructure, etc.
No. of Locations	4 (Hyderabad, Chennai, Kolkata and Noida)
Accreditations & Regulatory Approvals	MoEF, ISO 17025, QCI/NABET, OSHAS 45000
Services	<ul style="list-style-type: none">▶ Post project monitoring▶ Industrial hygiene & Indoor air▶ Advanced testing & tailor-made services (CEMS validation, PG for pollution equipment, Dioxins, Furans, Industrial Gas, VOC as per LEED and EPA)▶ Offshore monitoring▶ SIA & hydrogeological studies▶ EHS audits, Hazardous waste study, Life cycle assessment▶ Due diligence studies▶ Green audit, Metrological studies▶ Noise, air, traffic modelling etc.

Geographical Presence



Hyderabad (Headquarters)



Food



Pharma



Electronics & Electrical



Environment

Food

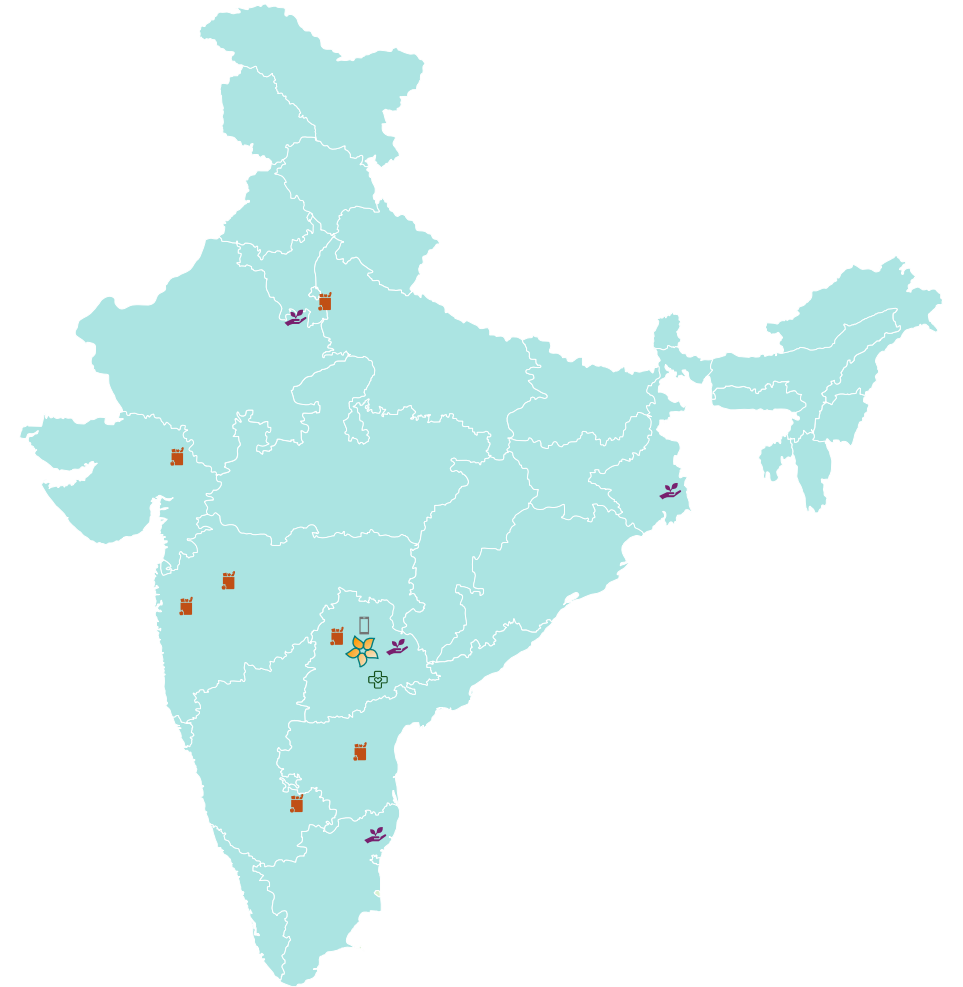
Hyderabad
Ahmedabad
Noida
Mumbai (NFL)
Nashik
Bengaluru
Nellore

Environment

Hyderabad
Chennai
Noida
Kolkata

Electrical and Electronics

Hyderabad



Key Management Team



S P Vasireddi
Executive Chairman

Dr. S P Vasireddi is a Scientist – Technocrat – Entrepreneur having more than 45 years of experience in contract research and testing laboratory management. He is the founder and Chairman of VIMTA.

Dr. Vasireddi is reckoned as the pioneer of CRO industry in India. He led VIMTA from a single bench laboratory to a wide spectrum, globally recognized CRTO. In recognition of his eminence in CRO & Testing industry he is/has been nominated as a member on the Advisory/ Governing Boards of several apex scientific and regulatory bodies of the country such as FSSAI, NABL etc.



Harita Vasireddi
Managing Director

Harita has close to 25 years of experience in the TIC/CRO industry with track record of growth and profitability.

Her Core competencies include management & driving organizational adaptability and development, quality management systems, and risk management.

She holds an MBA in Operations Management from Boston College, USA; and is a B.Pharm graduate from Mysore university, India



Sreenivas Neerukonda
Executive Director

Sreenivas's core competencies include strategic planning and execution, new service opportunities development, communication and relationship building, competitive intelligence, and fostering strong team relations to deliver goal-oriented performance.

He holds an MBA in Management Information Systems, University of Oklahoma, USA; B.Pharm, Nagpur University, India.



Harriman Vungal
Executive Director - Operations

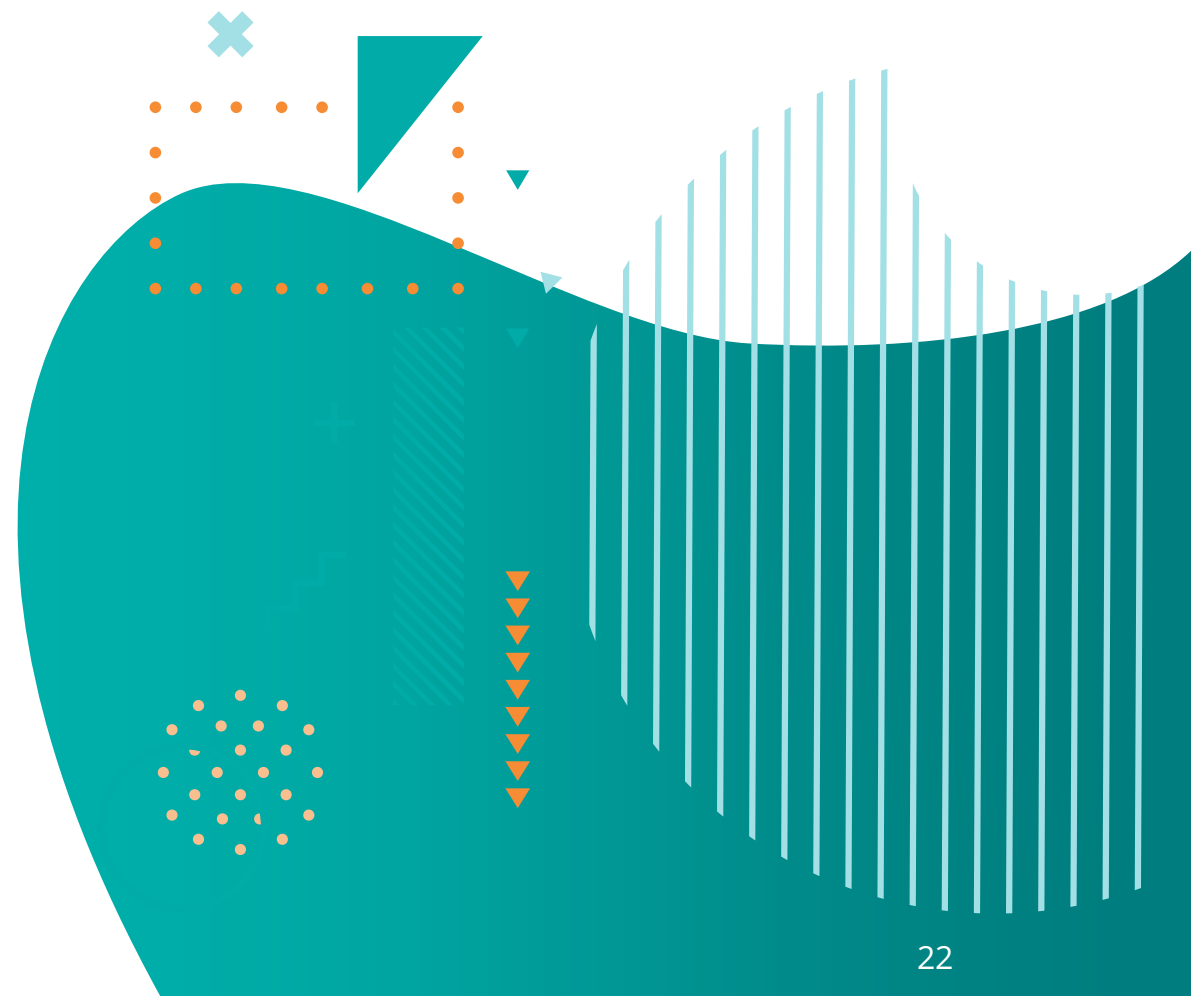
Harriman was inducted to the Board as one of the Promoter Directors in 1990 and was appointed as Technical Director of the Company in 1992. He has extensive lab operations management experience and is a go to senior resource on GXPs.

He has led the Company's effort in building state of the art IT infrastructure, systems and their compliance to applicable regulations.

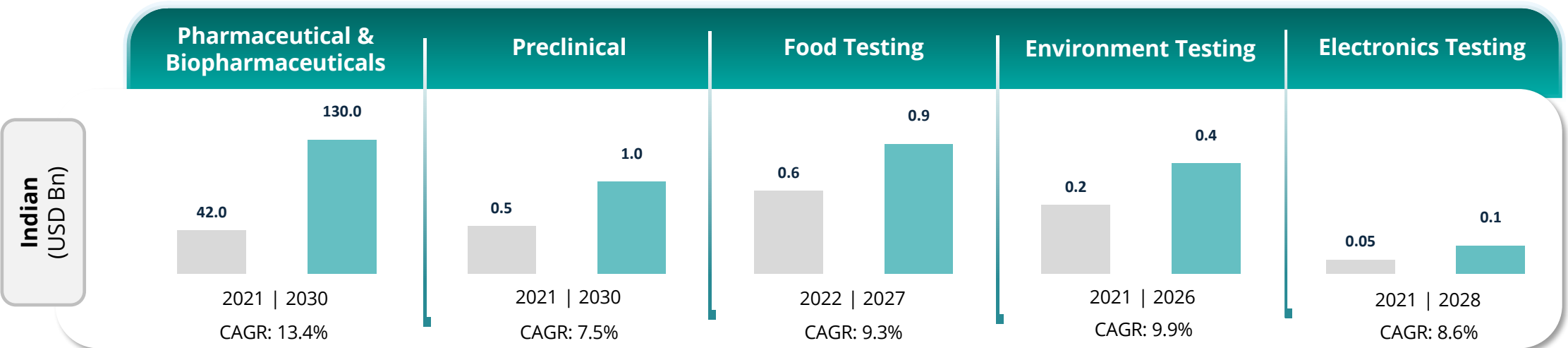
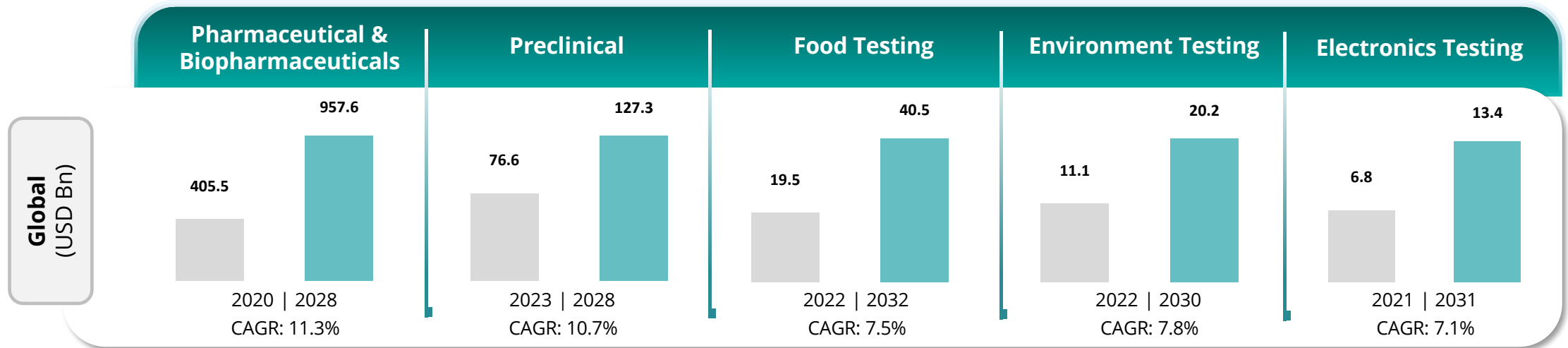
He holds D. Tech in Electronics from Toronto, Canada.

Industry Landscape

- ▶ Market Opportunity
- ▶ Factors Driving Industry Growth



Markets Opportunity



Factors Driving Industry Growth



Drug Discovery & Development

Increasing demand for new drug innovations, growth in biologics and vaccine products development, and increasing regulations in pharma and biotech industry

Specialized knowledge, skills and testing tools that CROs can provide



Food Testing

Growing international food regulations, evolving Indian food safety regulations, growing world population, and increasing demand for independent third-party inspection & testing



Electrical & Electronics Testing

Surge in demand for certification services of electrical & electronic products, growing defence budgets and make in India initiatives

Green push by Government for electrical vehicles



Environment Testing

Increase in regulations to address the growing concerns of air, water and soil contamination



Our Position in the CRTO Landscape



Pharma Analytical

#1 in India
Customers – 90% of India top 20
36% revenues from overseas



Clinical Research

Among the most reputed CROs in India
75% of revenues from overseas



Electronics & Electricals

Start-up



Food Testing

#1 in India
Serving 7 of India's top 10 food companies
The only private EU commission approved lab in India



Preclinical

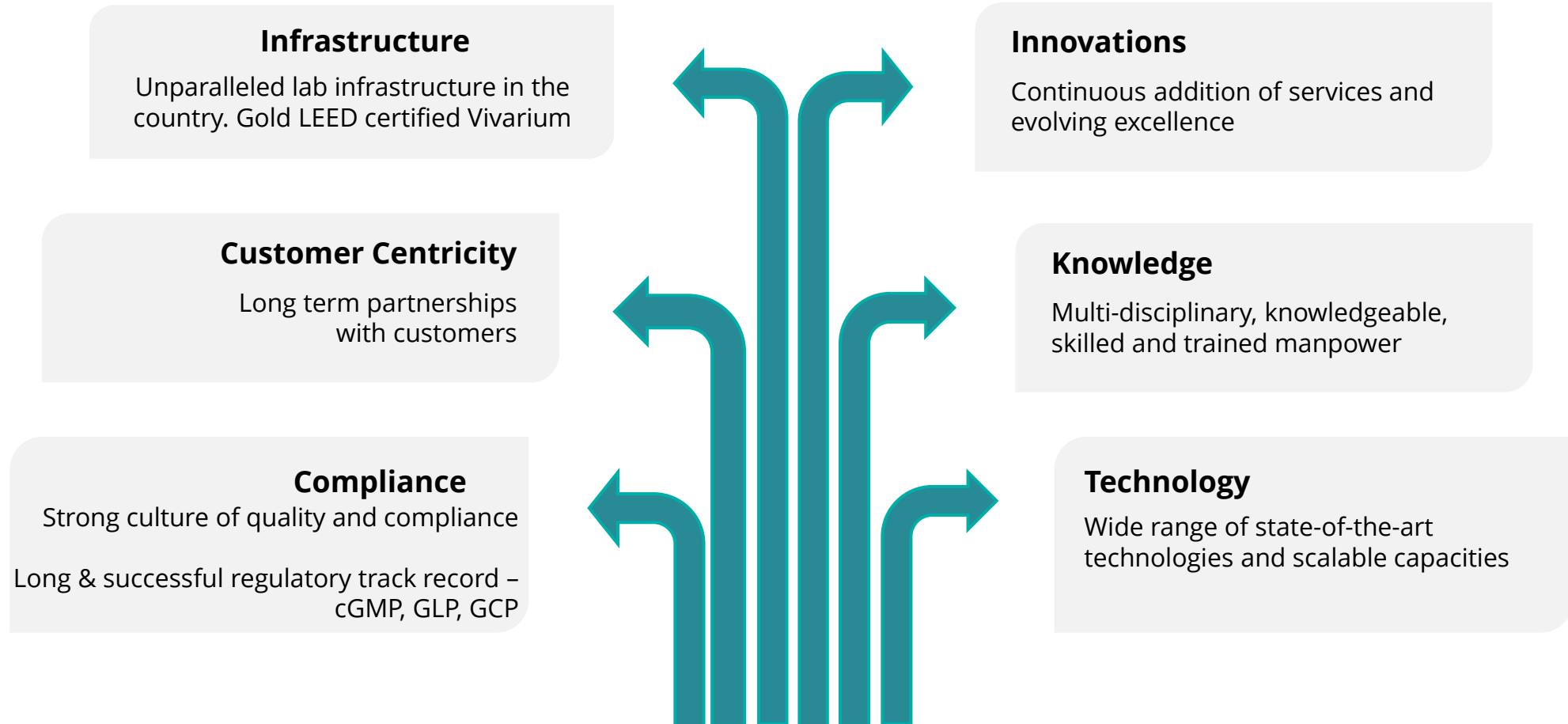
Amongst Top 5 in India



Environment

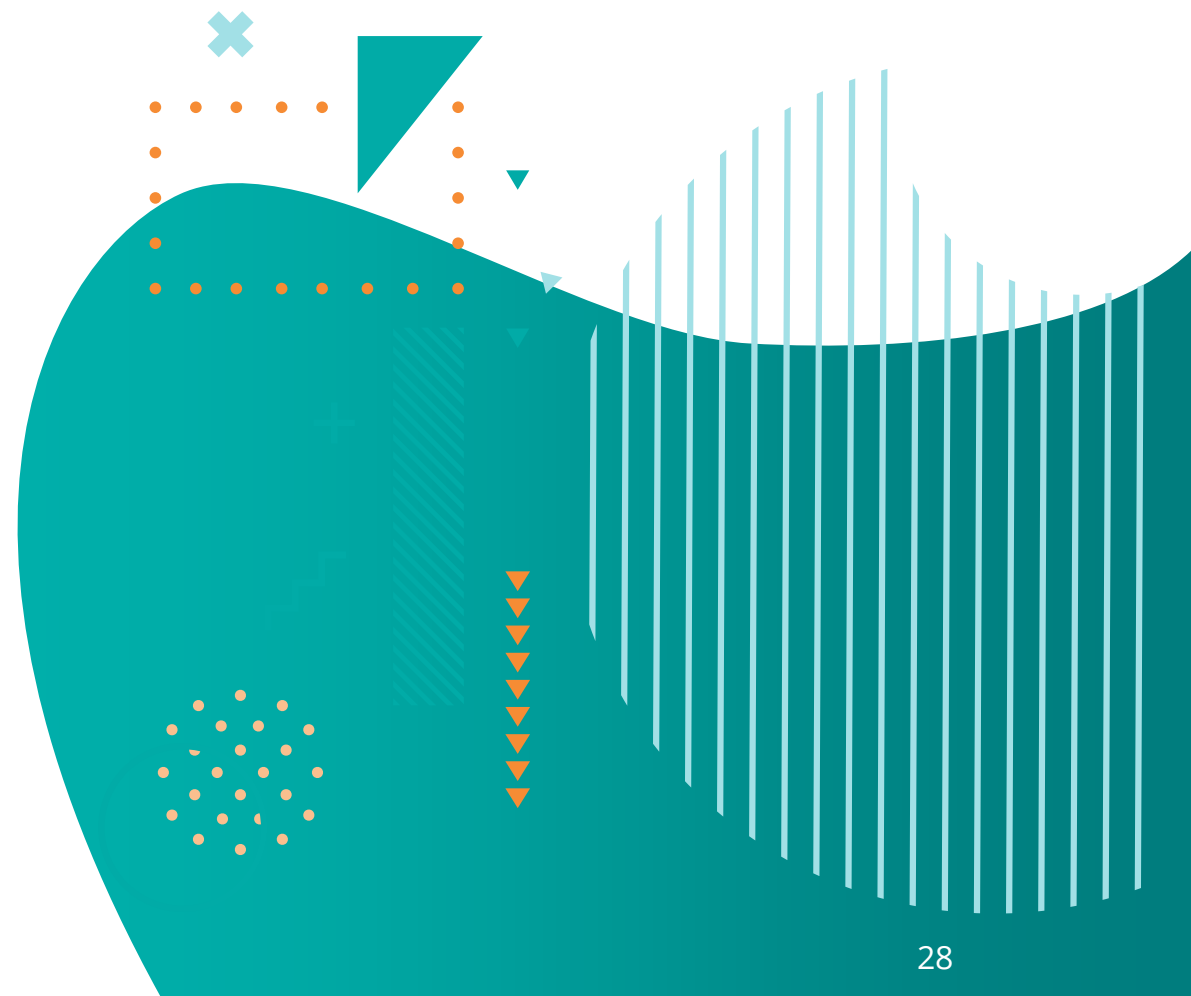
Among top 5 in India
Customers – PSUs, large corporations across industries

Our Strengths



Way Forward

- ▶ Our Key Growth Drivers & Strategies



Our Key Growth Drivers & Strategies



Favourable markets

- ✓ Growth momentum in markets
- ✓ Growing demand for safe & quality - drugs, food, diagnostics, electronics & clean environment



Core business strategies

- ✓ Capacity expansions
- ✓ Service innovations
- ✓ Penetration into new markets
- ✓ Customer partnerships



Core operational strategies

- ✓ Operational excellence
- ✓ Hiring right talent
- ✓ Quality & compliance culture
- ✓ Cutting edge technologies



Best practices

- ✓ Good corporate governance
- ✓ Risk management
- ✓ Listening to customers' needs
- ✓ Continuous learning

We aspire to reach **revenues of >Rs.500 cr by 2025/26**



Thank you

VIMTA LABS LIMITED

Registered Office Plot

Plot #142, IDA Phase 2
Cherlapally, Hyderabad
Telangana, India. 500051

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BSE: 524394

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Vimta

INVESTOR RELATIONS AT

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EY