

Date: May 19, 2024

Ref. No.: KDL/SE/025/2024-25

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 Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended March 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



FY2024 Result Presentation

One of INDIA'S LARGEST Differentiated Diagnostic Service Provider



FY2024 Performance



Bharat ka Bharosemand Diagnostics

India's 1st
CAP Accreditation
in Govt. Hospital

15Mn+
Patient served
FY24

India's 1st
NABH Accredited Tele
radiology HUB

Radiology

148
CT/MRI Centres

1,443
Tele-Reporting
Centre

57%
Revenue
Contribution

Pathology

120
Processing lab

1,895
Collection
Centre

43%
Revenue
Contribution

NABH

22
Accredited
centres

NABL

21
Accredited
centres



Presence In India

150+
District Location

17
States & Union
Territories

Patient served

40Mn+
Last 5 years

Doctors Associated

300+

Strengths

~ 1.5 Lakh
CT & MRI Scans per
month

~ 5 lakhs
X-rays per month

CAGR

24%
Last 5 years

ICRA Rating

A
Stable

Bid Win Ratio

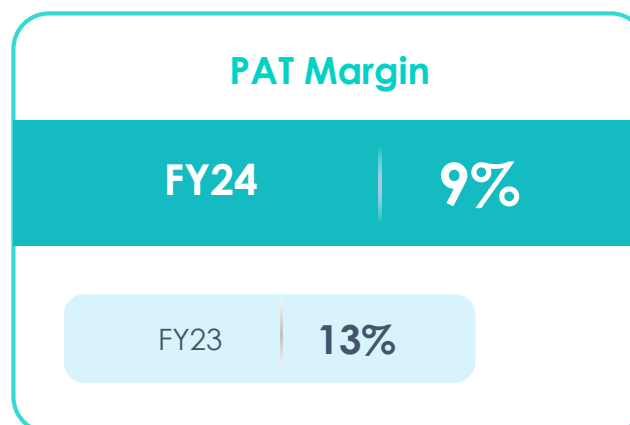
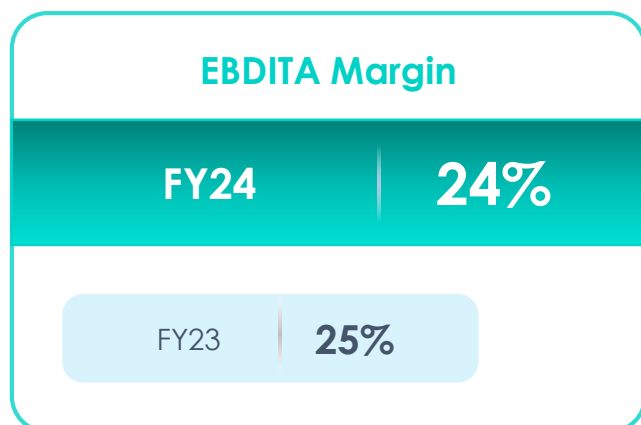
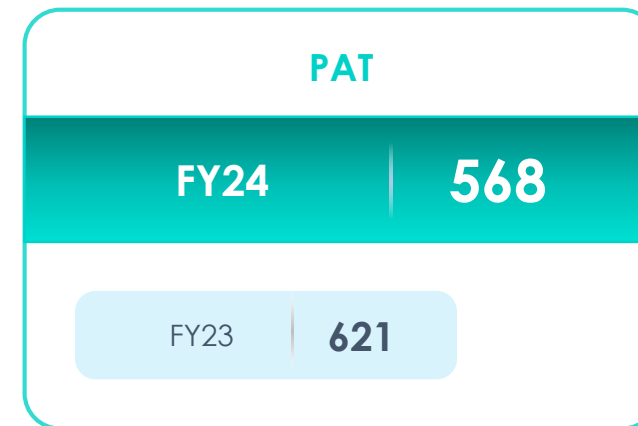
75%+

Krsnaa Diagnostics FY24 – Financials at a Glance



In mn

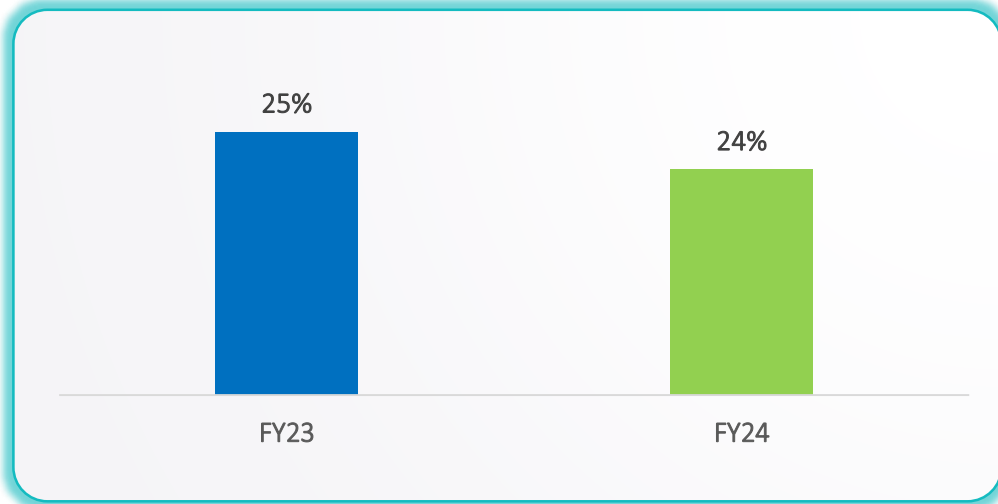
Delivering Excellence: Achieving 27 % YoY Revenue Growth and 18% YoY EBITDA Strengthening, on account of incremental revenues from newly launched centres & operational efficiencies



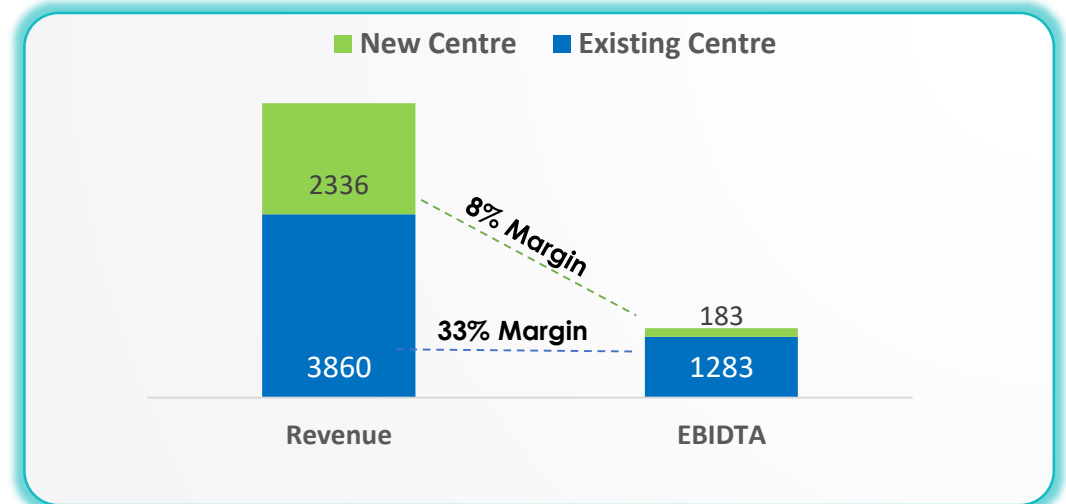
Note: EBITDA & EBITDA Margin are before CSR & ESOP, EPS in INR



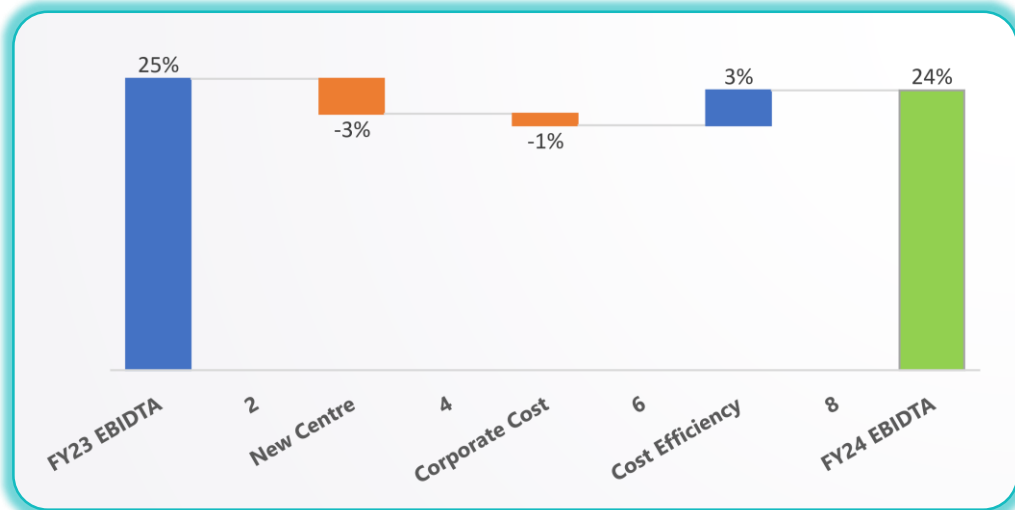
EBITDA Margins Before CSR and ESOP



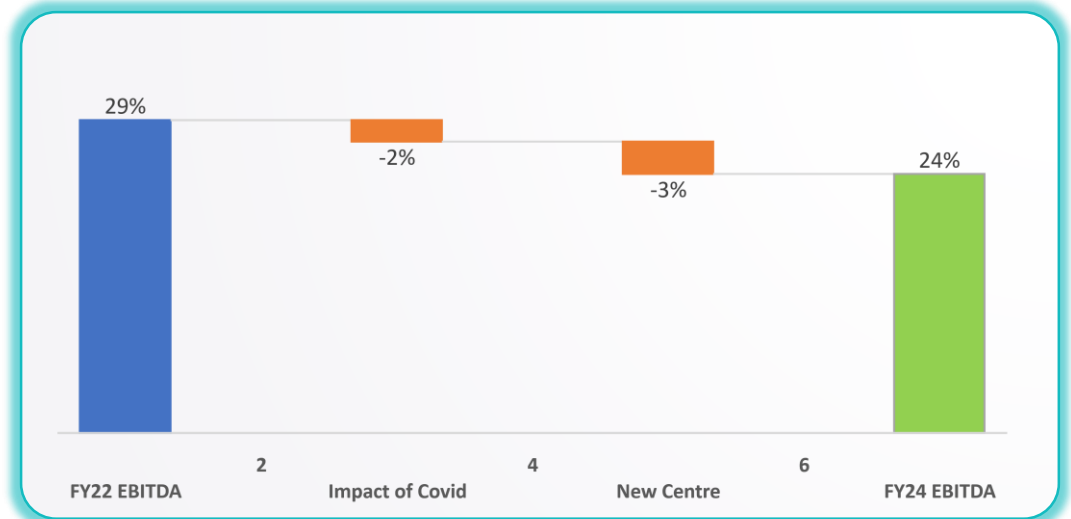
FY 24 Revenue & EBITDA Bifurcation



EBITDA Bridge Y-O-Y



EBITDA Bridge

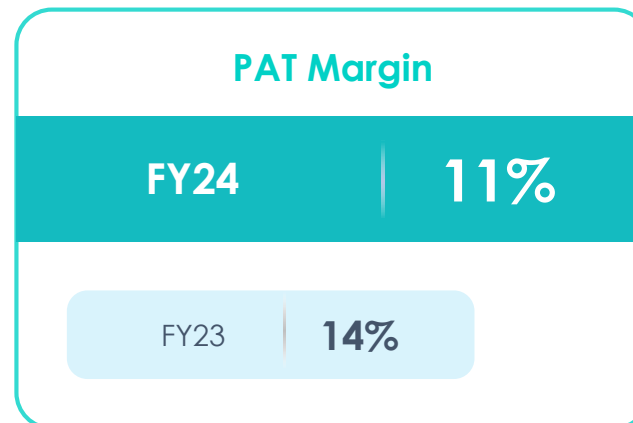
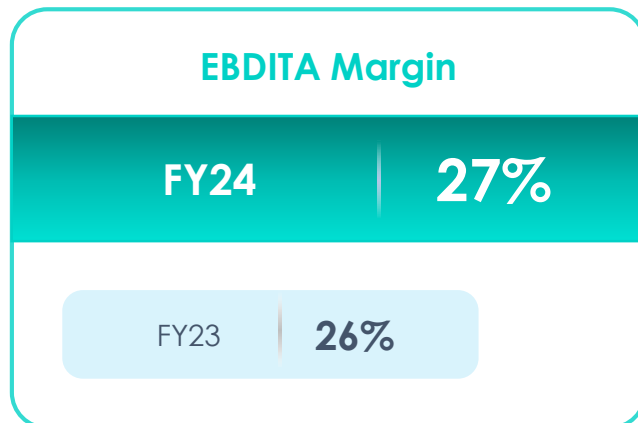
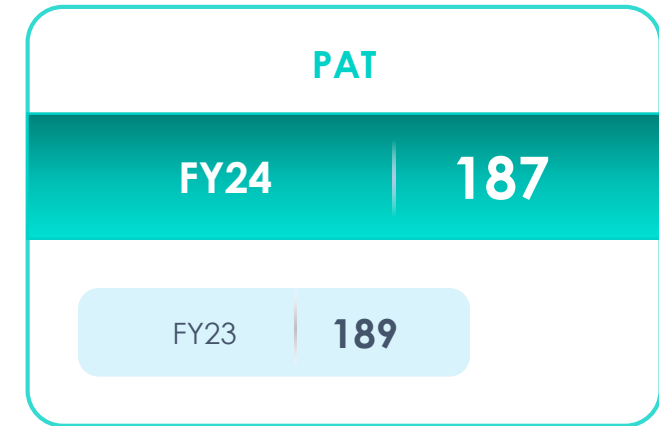


Krsnaa Diagnostics Q4FY24 – Financials at a Glance



In mn

Delivering Excellence: Achieving 25 % YoY Revenue Growth and 28% YoY EBITDA Strengthening, on account of incremental revenues from newly launched centres & operational efficiencies



Financial Performance



In mn

Particulars	Q4 FY 24		Q3 FY 24		Q4 FY 23		FY 24		FY 23	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Revenue from operations	1,663		1,583		1,332		6,196		4,871	
Expenses										
Cost of Material Consumed	430	26%	344	22%	257	19%	1,410	23%	742	15%
Employee benefits expense	324	19%	296	19%	210	16%	1,106	18%	739	15%
Fees to hospitals and others	94	6%	184	12%	160	12%	655	11%	812	17%
Other expenses	374	22%	382	24%	356	27%	1,560	25%	1,338	27%
Total Expenses	1,222	73%	1,206	76%	983	74%	4,731	76%	3,631	75%
EBITDA Before CSR & ESOP	441	27%	377	24%	349	26%	1,465	24%	1240	25%
CSR and ESOP	4	0%	4	0%	4	0%	23	0%	17	0%
EBITDA	437	26%	373	24%	345	26%	1,442	23%	1223	25%
Less: Finance costs	73	4%	41	3%	22	2%	165	3%	77	2%
Less: Depreciation	181	11%	212	13%	146	11%	745	12%	538	11%
Add: Other income	43	3%	41	3%	59	4%	168	3%	194	4%
PBT	226	14%	161	10%	236	18%	700	11%	802	16%
Tax	39	2%	31	2%	47	4%	132	2%	181	4%
PAT	187	11%	130	8%	189	14%	568	9%	621	13%

Financial Performance



(INR In Mn)

Assets	Mar 31, 2024	Mar 31, 2023
Non-current assets		
Property, plant and equipment	6447.21	4678.47
Capital work-in-progress	98.45	254.80
Intangible assets	24.34	28.28
Financial assets		
Investments	2.91	2.91
Other financial assets	326.64	1739.63
Deferred tax asset (net)	16.31	13.88
Other non-current assets	591.41	151.81
Total non-current assets	7507.27	6869.78
Current assets		
Inventories	358.07	250.74
Financial assets		
Trade receivables	1762.92	730.97
Cash and cash equivalents	23.75	227.20
Bank balances other than cash and cash equivalent	511.70	860.76
Other financial assets	1430.75	89.49
Other current assets	124.67	69.99
Total current assets	4211.86	2229.15
Total Assets	11719.13	9098.93

Liabilities	Mar 31, 2024	Mar 31, 2023
Equity		
Equity share capital	161.45	156.99
Other equity	7936.57	7230.37
Total equity	8098.02	7387.36
Liabilities		
Non-current liabilities		
Borrowings	55.00	110.00
Lease Liabilities	363.81	132.84
Other financial liabilities	205.59	336.81
Employee benefit obligations	17.75	12.26
Deferred Tax Liabilities	164.30	127.65
Other non-current liabilities	-	0.07
Total non-current liabilities	806.45	719.63
Current liabilities		
Financial liabilities		
Borrowings	1012.21	55.00
Lease Liabilities	166.86	26.97
Trade payables	823.18	621.25
Other financial liabilities	678.19	244.32
Other current liabilities	91.95	22.89
Employee benefit obligations	42.26	21.51
Total current liabilities	2814.66	991.94
Total Liabilities	3621.11	1711.57
Total Equity and Liabilities	11719.13	9098.93



Operational Highlights

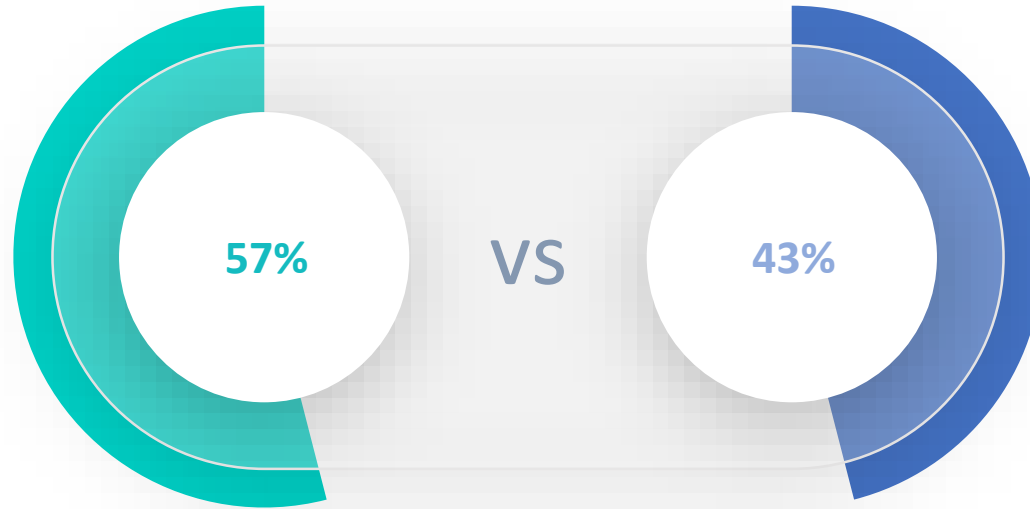
Krsnaa Diagnostics – Revenue Bifurcation



In mn

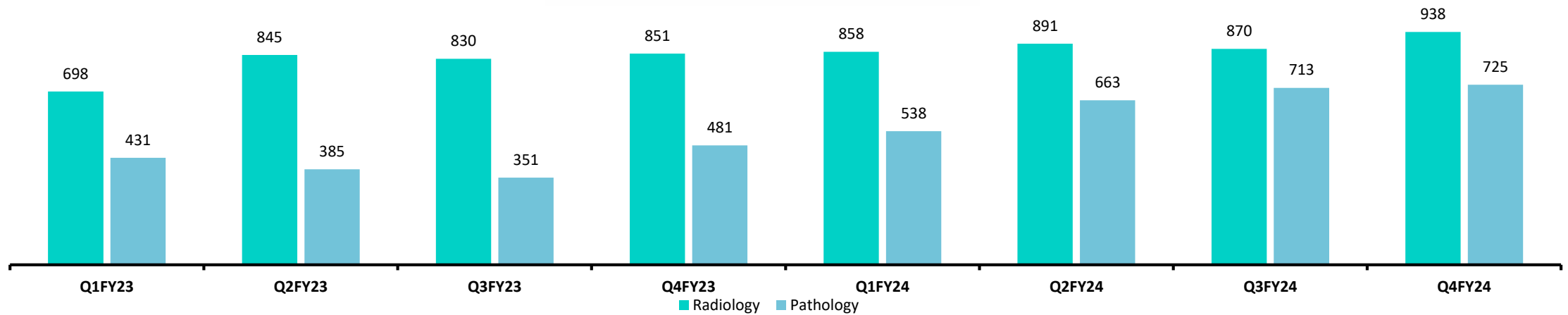
Radiology

Total – 148 Centres
 -- CT Machine : 109
 -- MRI Machine : 39
 Tele-Reporting Centres:1,443



Pathology

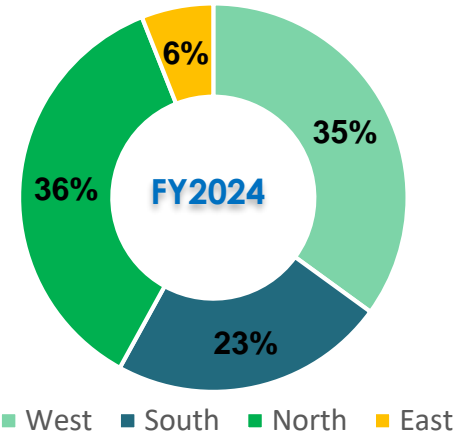
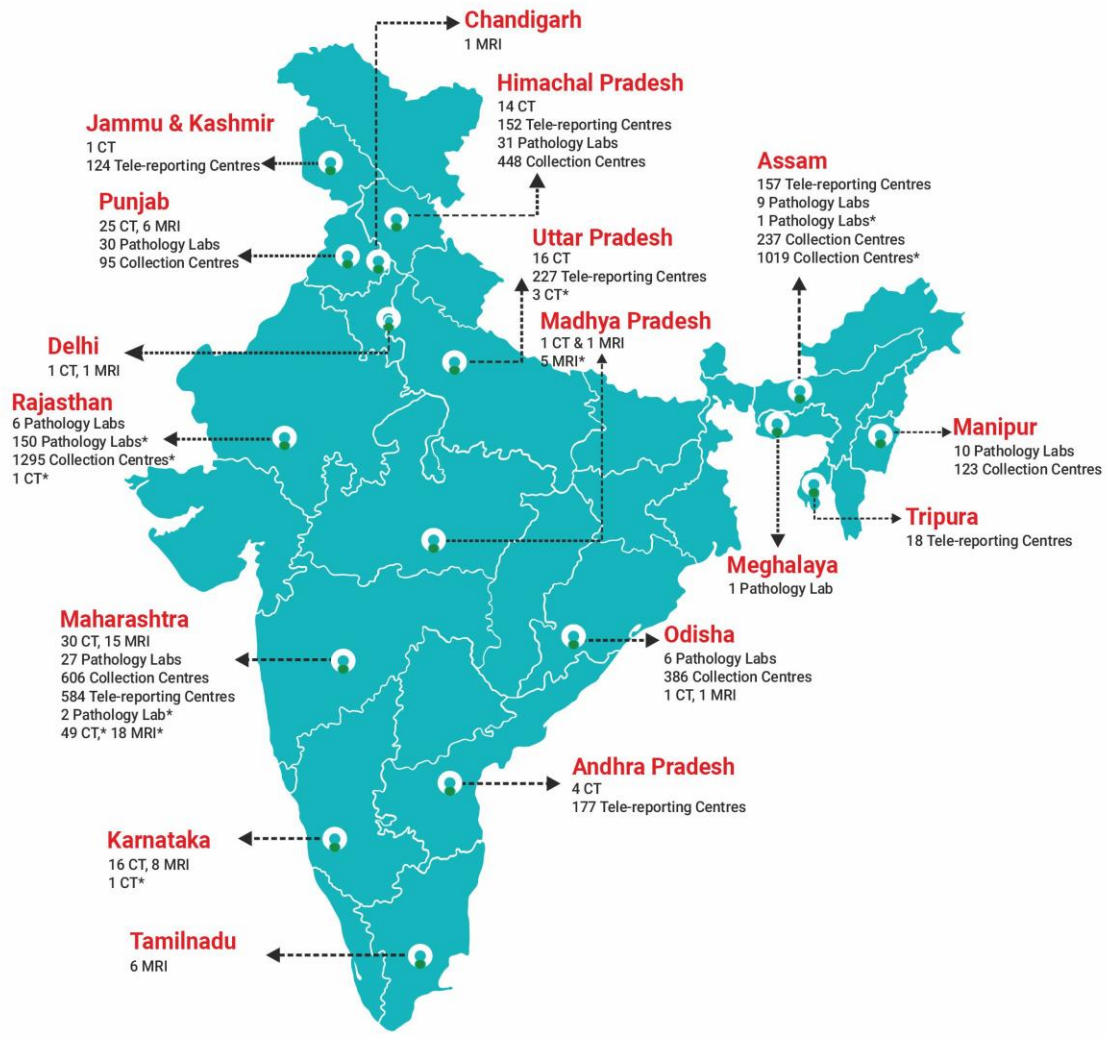
Total – 2,015 Lab & Centres
 -- Labs: 120
 -- Collection Centres:1,895



Only Company with Pan India Presence in Both Radiology and Pathology



Well Diversified Regional Revenue Mix



High Headroom to Grow

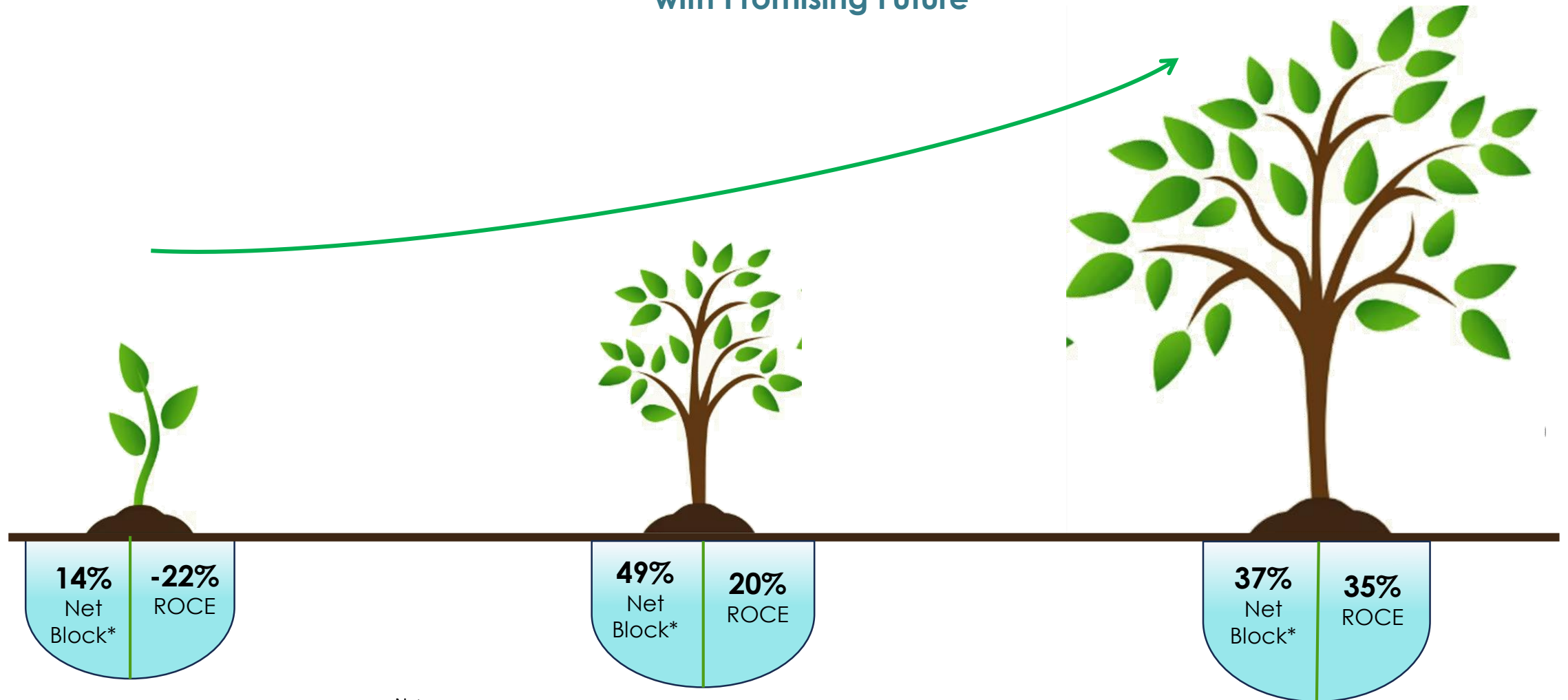
- Highest penetration across districts with presence in 150+ out of 700+ districts; still large underpenetrated market
- Government continuous focus on improving healthcare in India and looking to partner under PPP model
- Krsnaa is already present in most of the tier I, II, III and rural areas. Krsnaa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

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

Map of India is not to scale and for representation purposes only



Krsnaa Younger Portfolio Continues to Mature with Promising Future



Notes:

1. * Net Block % is calculated as on the year ended 31st March 2024
2. Maturity is on the basis of the project start date
3. Return on Capital Employed calculated as $(\text{EBIT including Other Income} / (\text{Total Asset} - \text{Current Liabilities}))$



Recent Developments

Project under Implementation



Radiology Centres Under Implementation

	Total Centres	Operational	Under Implementation
Uttar Pradesh	8	5	3
Delhi	1	1	-
DMC	1	-	1
Mira Bhayandar	1	-	1
Rajasthan	1	-	1
Maharashtra	56	10	46
Madhya Pradesh	5	-	5
Total	73	16	57

Pathology Centres Under Implementation

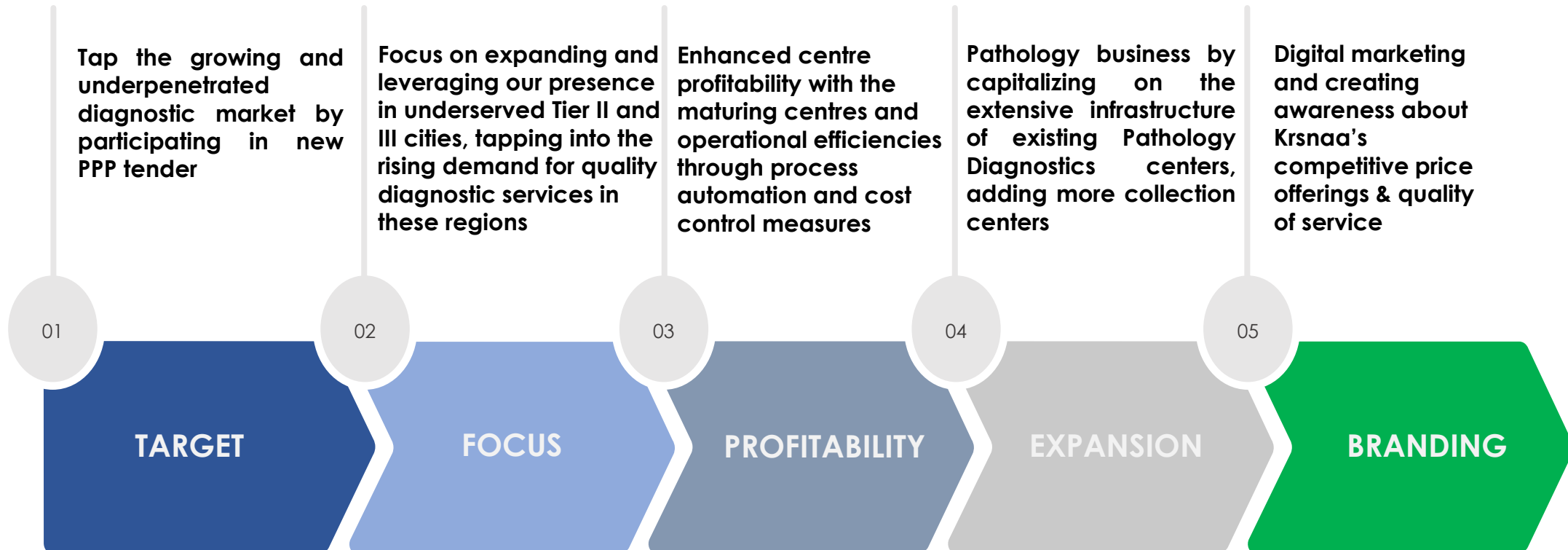
	Total Centres	Operational	Under Implementation
Mira Bhayandar	1	-	1
DMC	1	-	1
BMC CC	600	473	127
Rajasthan	150	-	150
Rajasthan CC	1,295	-	1,295
Assam	10	9	1
Assam CC	1,256	237	1,019
Total	3,313	719	2,594

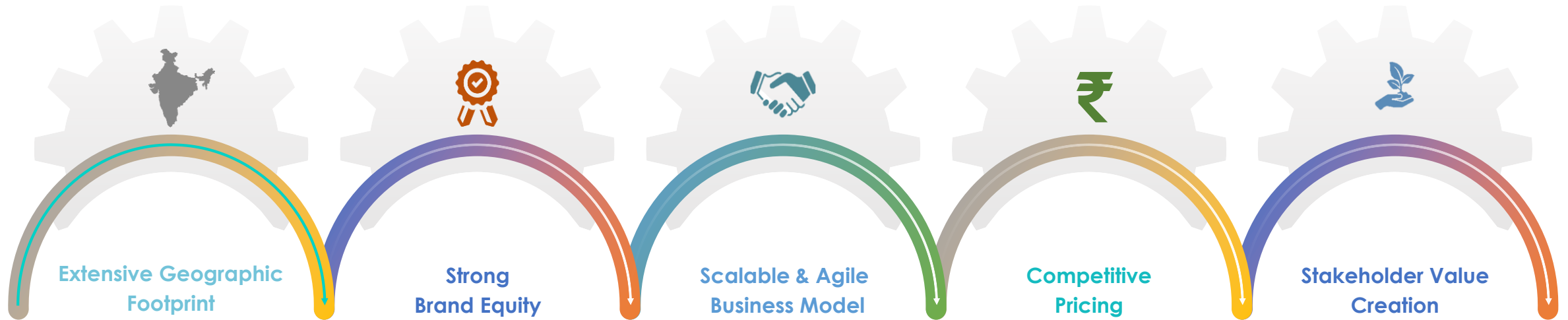


Way Forward



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





Centres across India with presence in 17 States and Union Territories. Diagnostic equipment is state-of-the-art and procured from leading OEMs

Well positioned to partner with the Government's initiative to provide equitable, affordable and quality health care services

PPP is an asset light model which ensures robust revenue and long-term contract provides revenue visibility

Ability to maintain cost competitiveness underpinned by leading volumes, higher economies of scale and optimize cost structure

Defined strategy to deliver sustainable long-term growth



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

Vivek Jain, Investor Relation Head

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Contact: +91 74107 00645