



Tests you can trust

October 31, 2023

The National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051
(SYMBOL: THYROCARE)

BSE Limited
Phiroze Jeejeeboy Towers
Dalal Street,
Mumbai- 400 001
(SCRIP CODE 539871)

Dear Sirs/Madam,

Sub: Presentation- unaudited financial results for the quarter and half year ended September 30, 2023 of Thyrocare Technologies Limited (“the Company”).

Pursuant to 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 to be made at the earnings conference call for Analysts and Investors, to be held today i.e. October 31, 2023, at 6.00 p.m. on the unaudited financial results of the Company for the quarter and half year ended September 30, 2023. The same is also being made available on the Company’s website www.thyrocare.com.

The performance highlights of the Company are as follow:

1. Franchise revenue growth of 20% Y-o-Y
2. Partnerships (excluding API & B2G) revenue growth of 22% Y-o-Y
3. Y-o-Y PAT growth of 31% on consolidated basis

The audio recording and transcripts of the earnings conference call for Analysts and Investors to be held on October 31, 2023, will be submitted separately.

You are requested to take the above information on record.

Yours Faithfully,
For **Thyrocare Technologies Limited**,

Ramjee Dorai
Company Secretary and Compliance Officer

Thyrocare Technologies Limited

📍 D-37/1, TTC MIDC, Turbhe, Navi Mumbai- 400 703, India 📞 022- 3090 0000

✉️ enquiry@thyrocare.com 🌐 www.thyrocare.com

(CIN : L85110MH2000PLC123882)

Thyrocare Earnings Presentation

Q2 FY24



Safe harbour statement

Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the markets, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

Agenda

01 What Is Keeping Us Busy

02 Performance Highlights

03 Financial Performance

04 Going Forward Strategy

Key Business Highlights



Franchise

- ▶ Awareness on Cardiac Bio Markers, Troponin I and Aarogyam 24/7 through KOLs and celebrities
- ▶ Impetus on developing new brands, Jaanch (Investigative) – Revenue of Jaanch is now at ~1Cr per month



Public & Private Partnerships

- Awarded TB tenders under National Tuberculosis Elimination Programme:
- ▶ State of Gujarat(13 Districts) for Drug Resistance testing of active TB patients
 - ▶ State of Assam(3 Districts) for Latent TB detection



International Expansion

- ▶ Entered into a Joint Venture agreement in Tanzania
- ▶ Thyrocare Laboratories (Tanzania) Limited is incorporated and operations setup underway
- ▶ Planned investment of USD 1 Million for lab setup and market development

Agenda

01 What Is Keeping Us Busy

02 **Performance Highlights**

03 Financial Performance

04 Going Forward Strategy

Quarter health-check



YoY TTL Consolidated Revenue*

+10%↑

YoY TTL Standalone Revenue

+9%↑

YoY NHL Standalone Revenue

+10%↑

YoY Normalized EBIDTA*

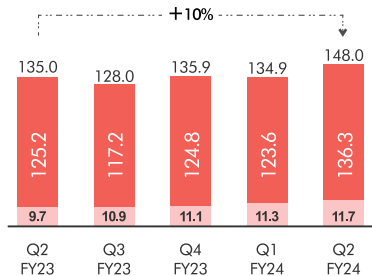
+8%↑

Normalized EBITDA* %

29%

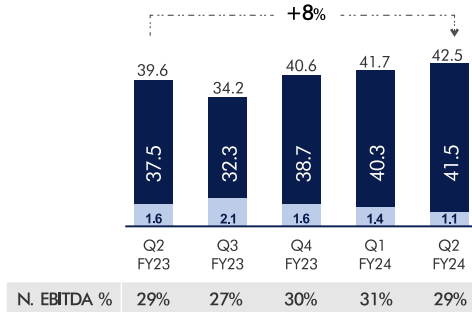
10% Y-o-Y growth in overall business; 8% Y-o-Y growth in Normalized EBITDA

Consolidated Revenue (INR Cr)



	YoY Growth
Pathology*	+9%
Radiology (Incl. Pulse Hitech)	+20%

Normalized EBITDA (INR Cr)



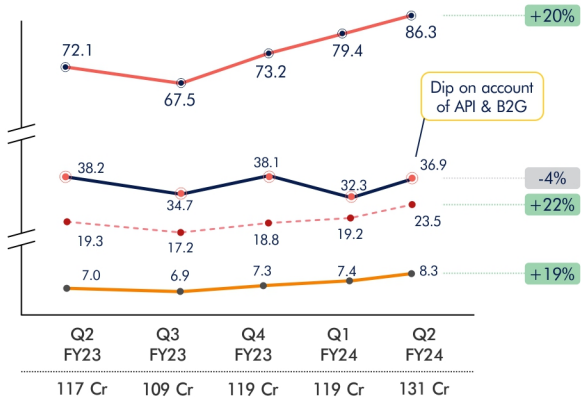
	YoY Growth
Pathology*	+11%
Radiology (Incl. Pulse Hitech)	-36%

■ Pathology ■ Radiology

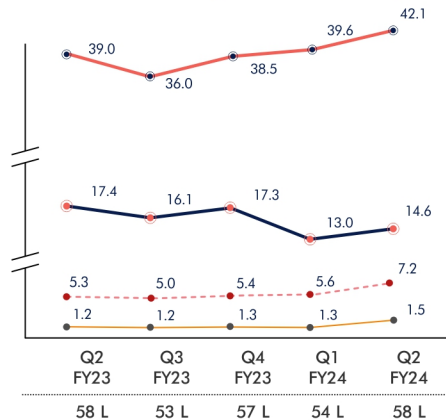
Franchise revenue grew by 20% Y-o-Y; Partnerships (excluding API & B2G) grew by 22% Y-o-Y

Pathology Revenue (Rs Cr)

YoY Growth



Pathology Workload (Lakhs)



— Franchise — Partnerships — D2C - - - Partnerships (Excluding API & B2G)

Agenda

01 What Is Keeping Us Busy

02 Performance Highlights

03 **Financial Performance**

04 Going Forward Strategy

Income statement – TTL Standalone

	Quarter			Growth %	
	Q2 FY24	Q1 FY24	Q2 FY23	Seq.	YOY
INR crore					
Revenue from operations	136.29	123.61	125.23	10%	9%
Cost of materials consumed/ sold	(41.25)	(35.87)	(39.46)	15%	5%
Gross margin	95.04	87.74	85.77	8%	11%
Employee benefit expenses	(22.26)	(20.96)	(21.50)		
Other expenses	(31.29)	(26.44)	(26.74)		
Normalized EBITDA	41.49	40.34	37.53	3%	11%
ESOP Cost	(3.54)	(5.70)	(6.65)		
Provision for Receivables	(1.24)	(1.30)	(1.20)		
Reported EBITDA	36.70	33.33	29.68		
Depreciation and amortization	(9.30)	(8.51)	(8.07)		
Finance cost	(1.02)	(0.80)	(0.51)		
Other income	1.83	0.46	1.16		
PBT and exceptional items	28.20	24.49	22.26	15%	27%
Tax expense	(7.86)	(7.60)	(7.85)		
Profit after tax	20.34	16.89	14.41	20%	41%

<i>Gross margin %</i>	70%	71%	68%
<i>Normalized EBITDA%</i>	30%	33%	30%
<i>PAT%</i>	15%	14%	12%
<i>Reported EBITDA%</i>	27%	27%	24%

*Normalized EBITDA – EBITDA before ESOP cost and Provisions for Receivables

Note: ESOP cost is ESOPs granted from parent group API Holdings to Thyrocare employees and recognized as share based payment in the P&L and appropriately recognized in the balance sheet as Equity contribution from the parent. Total value of the ESOPs granted are 45.53 Cr over a 6 year period ((Year 1 – 39.7%, Year 2 – 31.4%, Year 3 – 16.2%, Year 4 – 9.0%, Year 5 – 3.5%, Year 6 - 0.2%))

Pathology revenue grew by 9% YoY, while the Franchise business grew by 20%; Partnerships grew by 22% excluding API & B2G

Gross margin % increased by 2% YoY on account of price hikes and down by 1% QoQ due to change in revenue mix

Employee benefit expenses increased on account of actuarial valuation of gratuity and leave encashment

Other expenses increased due to investments in business promotions and one-time expenses (legal fees)

Normalized EBITDA % is stable YoY whereas QoQ dipped on account of revenue mix, investments in business promotions and one-time expenses (legal fees)

Income statement – NHL Standalone (Excluding Pulse Hitech)

	Quarter			Growth %	
	Q2 FY24	Q1 FY24	Q2 FY23	Seq.	YOY
INR crore					
Revenue from operations	10.73	11.02	9.74	-3%	10%
Cost of materials consumed/ sold	(2.30)	(2.20)	(1.67)	4%	38%
Gross margin	8.43	8.81	8.07	-4%	5%
Employee benefit expenses	(1.04)	(0.97)	(0.88)		
Other expenses	(6.73)	(6.53)	(5.55)		
Normalized EBITDA	0.67	1.31	1.64	-49%	-59%
ESOP Cost	-	-	-		
Provision for Receivables	(0.12)	-	-		
Reported EBITDA	0.55	1.31	1.64		
Depreciation and amortisation	(1.37)	(1.27)	(1.18)		
Finance cost	(0.12)	(0.10)	(0.03)		
Other income	0.60	0.70	0.97		
PBT and exceptional items	(0.34)	0.65	1.40	-152%	-124%
Tax expense	(0.10)	(0.11)	(0.35)		
Profit after tax	(0.44)	0.54	1.04	-181%	-142%

<i>Gross margin %</i>	79%	80%	83%
<i>Normalized EBITDA%</i>	6%	12%	17%
<i>PAT%</i>	-4%	5%	11%
<i>Reported EBIDTA%</i>	5%	12%	17%

*Normalized EBITDA – EBITDA before ESOP cost and Provisions for Receivables

Note: ESOP cost is ESOPs granted from parent group API Holdings to Thyrocare employees and recognized as share based payment in the P&L and appropriately recognized in the balance sheet as Equity contribution from the parent. Total value of the ESOPs granted are 45.53 Cr over a 6 year period ((Year 1 – 39.7%, Year 2 – 31.4%, Year 3 – 16.2%, Year 4 – 9.0%, Year 5 – 3.5%, Year 6 - 0.2%)

NHL Revenue grew 10% YoY on account of increased scan volume and FDG sales

GM% remained flat QoQ while decreased YoY on account of lower realizations per scan and change in revenue mix Scan vs FDG sales

Employee Benefit Expenses increased YoY on account of annual increments and QoQ due to actuarial valuation

Other expenses increased QoQ and YoY due to aged machines coming out of the CMC period; increased transportation costs due to increase in FDG/PSMA sales and increased consultation fees with increase in the no of scans

Income statement – TTL Consolidated

	Quarter			Growth %	
	Q2 FY24	Q1 FY24	Q2 FY23	Seq.	YOY
INR crore					
Revenue from operations	148.00	134.89	134.97	10%	10%
Cost of materials consumed/ sold	(43.63)	(38.07)	(41.12)	15%	6%
Gross margin	104.37	96.82	93.85	8%	11%
Employee benefit expenses	(23.41)	(21.97)	(22.39)		
Other expenses	(38.42)	(33.14)	(31.90)		
Normalized EBITDA	42.54	41.70	39.56	2%	8%
ESOP Cost	(3.54)	(5.70)	(6.65)		
Provision for Receivables	(1.36)	(1.30)	(1.20)		
Reported EBITDA	37.64	34.70	31.71		
Depreciation and amortisation	(10.66)	(9.83)	(9.15)		
Finance cost	(1.14)	(0.88)	(0.54)		
Other income	2.17	0.98	1.62		
PBT and exceptional items	28.01	24.98	23.64	12%	18%
Share of profit in associate entity	0.36	0.12	0.10		
Tax expense	-7.96	-7.70	-8.21		
Profit after tax	20.41	17.40	15.53	17%	31%

Gross margin %	71%	72%	70%
Normalized EBITDA%	29%	31%	29%
PAT%	14%	13%	13%
Reported EBITDA %	25%	26%	23%

*Normalized EBITDA – EBITDA before ESOP cost and Provisions for Receivables

Note: ESOP cost is ESOPs granted from parent group API Holdings to Thyrocare employees and recognized as share based payment in the P&L and appropriately recognized in the balance sheet as Equity contribution from the parent. Total value of the ESOPs granted are 45.53 Cr over a 6 year period ((Year 1 – 39.7%, Year 2 – 31.4%, Year 3 – 16.2%, Year 4 – 9.0%, Year 5 – 3.5%, Year 6 - 0.2%))

Revenue from operations include Pulse Hitech

ESOPs program to retain talent at group level, it is a cashless charge and not a cash outflow

Finance cost increased because of interest expense on equipment finance availed for the new machines

Provision for Receivables taken for foreign accounts after netting off reversal from B2G business

Agenda

01 What Is Keeping Us Busy

02 Performance Highlights

03 Financial Performance

04 **Going Forward Strategy**

Vision & Mission



To be the best provider of diagnostic solutions to all stakeholders in healthcare - be it a single doctor, polyclinics, a health check up patient, a diagnostic lab, a nursing home, a large hospital, medical and health tech platforms or the Government

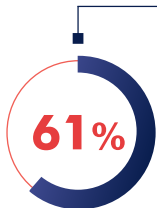


To ensure everyone has access to quality & affordable diagnostics

Our strategy remains to be a B2B service provider with an affordable value driven model based on scale efficiencies



Tests you can trust

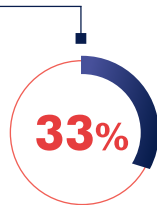


Franchise

- ▶ Mom & Pop collection centers
- ▶ Local labs
- ▶ Nursing homes & hospitals

Partnership + B2G

- ▶ Online diagnostics aggregators
- ▶ Healthcare platforms
- ▶ Employee wellness platforms
- ▶ Public & private partnerships



Thyrocare is well placed to leverage best of both worlds



Revenue Contribution

+ Direct to Consumer Business at 6%

Going forward - Key pillars of growth



Franchise

- ▶ Going deeper into India with focused test menu
- ▶ Strengthening our existing Franchise network with focus on large service providers



Public & Private Partnerships

- ▶ Focus on TB and Infectious Disease along with large screening programs run by Health bodies and Funding agencies
- ▶ Continue to expand our partner relationships



International Expansion

- ▶ Exploring to take our B2B model to emerging markets to deliver affordable testing



Tests you can trust

For Any queries, please reach out to
investor_relations@thyrocare.com

Thank You

Disclaimer

This presentation is for information purposes only and it contains general background information about the Company's activities. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent development, information or events, or otherwise. This Presentation comprises information given in summary form and does not purport to be complete. This Presentation should not be considered as a recommendation to any investor to purchase the equity shares of the Company. This Presentation includes statements that are, or may be deemed to be, "forward-looking statements". By their nature, forwardlooking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance including those relating to general business plans and strategy of the Company, its future financial condition and growth prospects, and future developments in its businesses and its competitive and regulatory environment. No representation, warranty or undertaking, express or implied, is made or assurance given that such statements, views, projections or forecasts, if any, are correct or that the objectives of the Company will be achieved. The past performance is not indicative of future results. This document has not been and will not be reviewed or approved by the statutory auditors or a regulatory authority in India or by any stock exchange in India.