

Vimta Labs Limited
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Vimta 
Driven by Quality. Inspired by Science.

VLL\SE\059\2024-25
Date: 08.11.2024

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

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

Dear Sir/Madam,

Reg: Investor Presentation –Q2 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.

Yours faithfully,
for VIMTA LABS LIMITED

Sujani Vasireddi
Company Secretary



Attachments: as above.



Vimta Labs Limited

Investor Presentation Q2
& H1 FY25

Innovation

Science

Quality

Technology

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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Contents

- 1 Q2 & H1 FY25 Earnings
- 2 Company Overview
- 3 Industry Landscape
- 4 Our Competitive Advantage
- 5 Way Forward



Q2 & H1 FY25 Earnings

- Q2 & H1 FY25 Highlights
- Key Metrics: Q2 & H1 FY25
- Profit & Loss Statement
- Balance Sheet
- Financial Track Record
- Shareholding Pattern

01

Q2 & H1 FY25 Highlights

Q2 FY25 Earnings Highlights

- Total Income for Q2 FY25 was at Rs. 854 Mn
- EBITDA for Q2 FY25 was Rs. 306 Mn; EBITDA margin was at 35.8%
- Q2 FY25 PAT was at Rs. 170 Mn
- Basic EPS in Q2 FY25 was Rs. 7.7

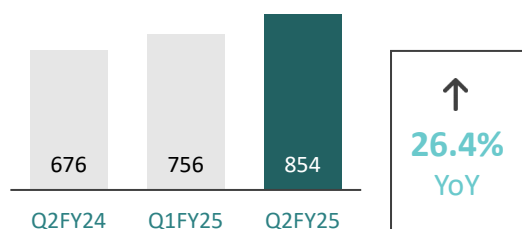
H1 FY25 Earnings Highlights

- Total Income for H1 FY25 was at Rs. 1,610 Mn
- EBITDA for H1 FY25 was Rs. 572 Mn; EBITDA margins at 35.5%
- H1 FY25 PAT was at Rs. 309 Mn
- Basic EPS was Rs. 13.9 in H1 FY25
- Total Debt as of 30th September 2024 stood at Rs. 116 Mn
- Cash and Cash equivalents including bank balance stood at Rs. 278 Mn as of 30th September 2024

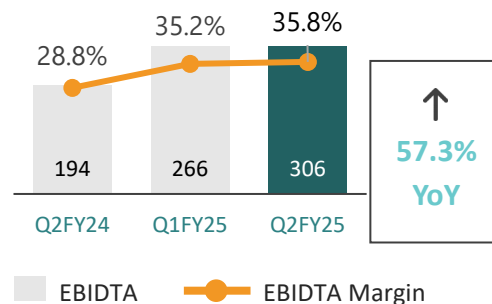
Key Metrics: Q2 & H1 FY25

Q2 FY25 SNAPSHOT*

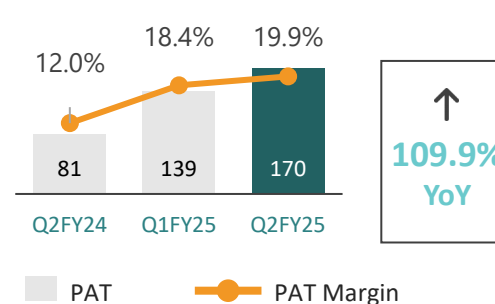
Total Income (In ₹ Mn)



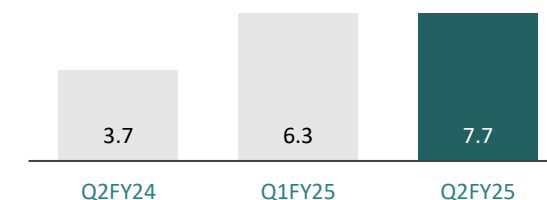
EBIDTA & EBIDTA Margin¹ (In ₹ Mn, %)



PAT & PAT Margin¹ (In ₹ Mn, %)

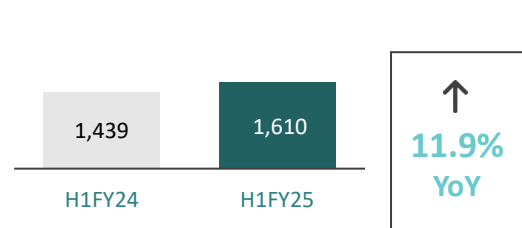


Basic EPS (In ₹)

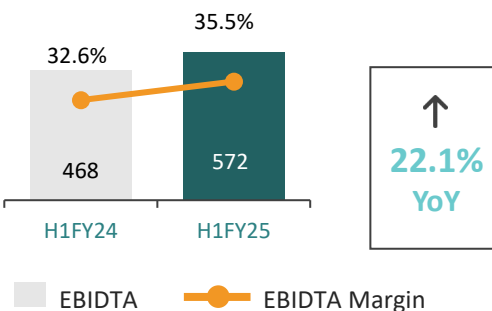


H1 FY25 SNAPSHOT*

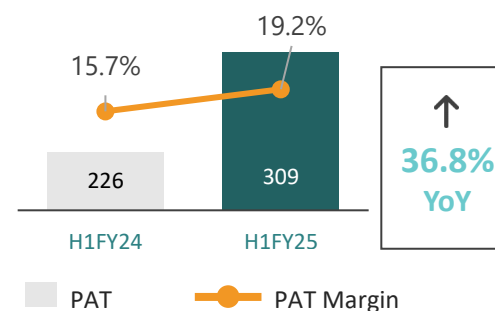
Total Income (In ₹ Mn)



EBIDTA & EBIDTA Margin¹ (In ₹ Mn, %)



PAT & PAT Margin¹ (In ₹ Mn, %)



Basic EPS (In ₹)



* Financial numbers for the period are from continuing operations and exclude Diagnostic and Pathological services business

Profit & Loss Statement

Particulars (₹ Mn)	Q2 FY25	Q2 FY24	YoY (%)	Q1 FY25	QoQ(%)	H1 FY25	H1 FY24	YoY (%)
Revenue from Operations	847	655		749		1,596	1,413	
Other Income	7	20		7		14	26	
Total Income	854	676	26.4%	756	13.0%	1,610	1,439	11.9%
Material and Testing Costs	182	135		143		325	289	
Cost of lab setup	2	0		0		2	2	
Changes in inventories of work-in-progress	0	0		0		-	0	
Employee benefits expense	239	228		224		464	446	
Other expenses	126	119		122		248	233	
Total Expenses	548	481		489		1,038	971	
EBIDTA	306	194	57.3%	266	14.9%	572	468	22.1%
<i>EBIDTA (%)</i>	35.8%	28.8%	703 bps	35.23%	58 bps	35.5%	32.6%	298 bps
Finance costs	4	6		5		9	10	
Depreciation expense	83	86		80		163	169	
Profit before tax	219	102	114.8%	182	20.5%	401	289	38.5%
<i>PBT (%)</i>	25.6%	15.1%	1,055 bps	24.0%	159 bps	24.9%	20.1%	478 bps
Tax	49	21		43		91	63	
Profit for the year	170	81	109.9%	139	22.4%	309	226	36.8%
<i>PAT (%)</i>	19.9%	12.0%	792 bps	18.4%	152 bps	19.2%	15.7%	350 bps
Basic EPS (INR)	7.7	3.7	108.1%	6.3	22.2%	13.9	10.2	36.3%

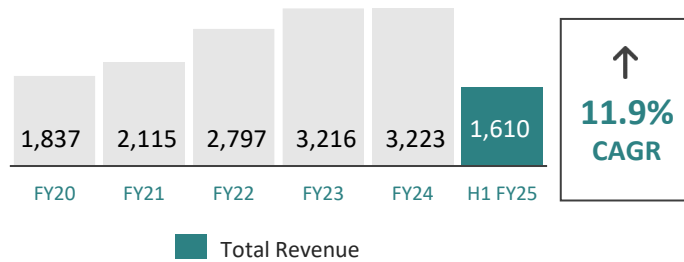
* Financial numbers in the P&L are from continuing operations and exclude Diagnostic and Pathological services business

Balance Sheet

Particulars (₹ Mn)	30 September 2024 (Unaudited)	31 March 2024 (Audited)	31 March 2023 (Audited)
Assets			
Fixed Assets	1,698	1,564	1,570
Capital work-in-progress	748	586	123
Goodwill	56	56	56
Intangible assets	76	91	122
Other non-current assets	108	128	116
Total non-current assets	2,685	2,425	1,987
Trade Receivable	926	870	800
Inventories	263	247	226
Cash and cash equivalents including Bank Balance	278	258	398
Assets held for sale (Disposal Group)	34	-	-
Other current asset	218	201	213
Total current assets	1,719	1,576	1,637
Total Assets	4,404	4,001	3,623
Equity			
Total Equity	3,427	3,197	2,818
Liabilities			
Non-current liabilities			
(i) Long-term Borrowings	30	91	99
(ii) Other non current liabilities	173	172	134
Total non-current liabilities	204	263	233
Current liabilities			
(i) Short-term Borrowings	86	101	51
(ii) Trade Payables	98	82	144
(iii) Liabilities held for sale (Disposal Group)	14	-	-
(iv) Other current liabilities	576	357	377
Total current liabilities	774	541	573
Total Equity and Liabilities	4,404	4,001	3,623

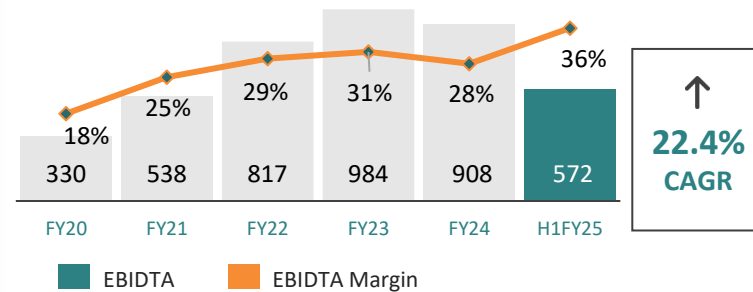
Financial Track Record

TOTAL INCOME (₹ Mn)

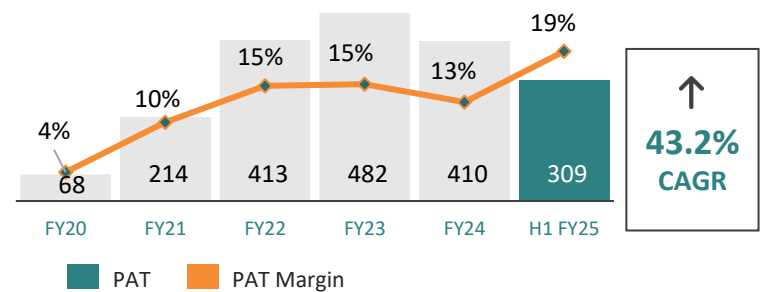


PROFITABILITY (₹ Mn)

EBITDA & EBITDA Margin

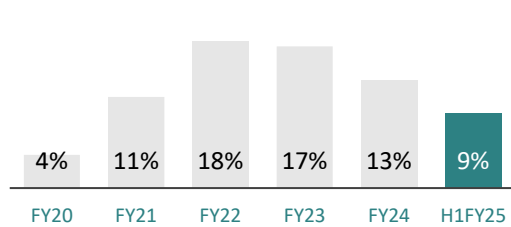


PAT & PAT Margin

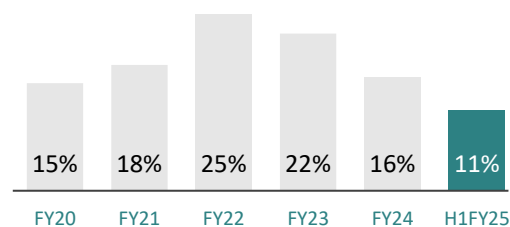


BALANCE SHEET RATIOS

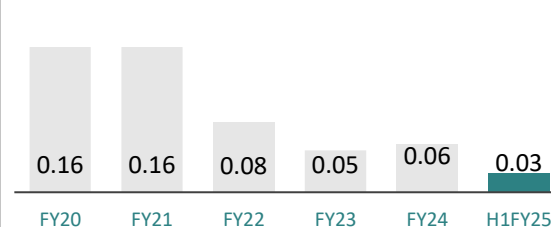
RoE (%)



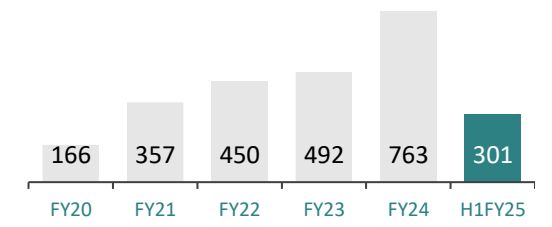
RoCE (%)



Debt to Equity



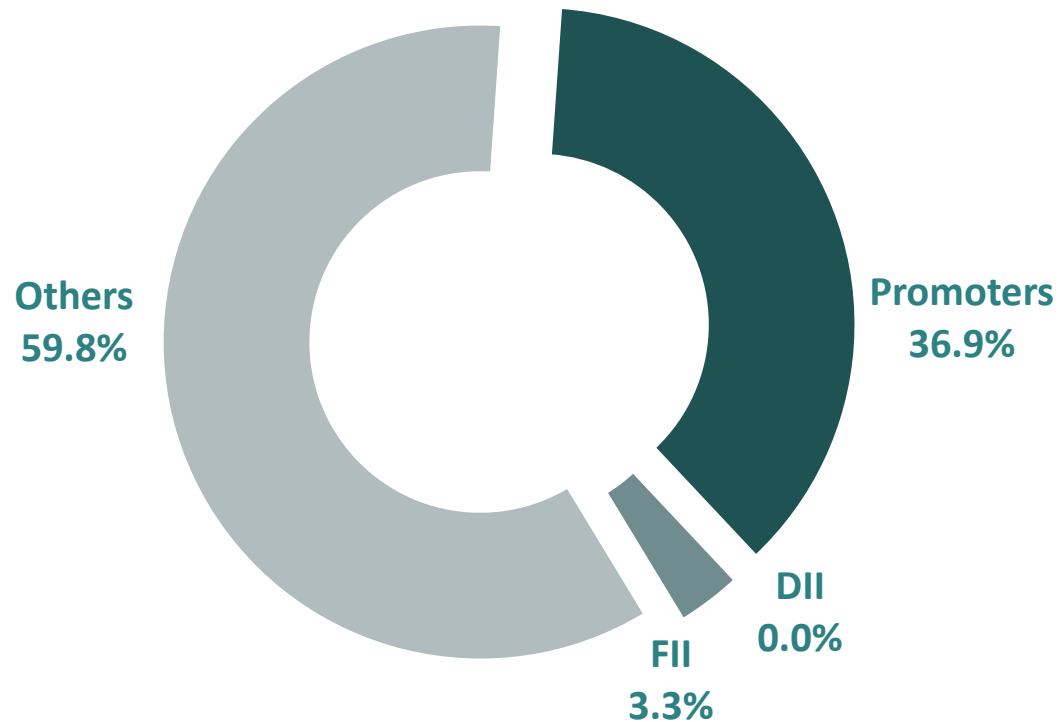
Total Capex



a. Financial numbers for the period H1FY25 are from continuing operations and exclude Diagnostic and Pathological services business
 b. CAGR for the period FY20-FY24

Shareholding Pattern

Shareholding as on 30th September 2024



Share Information as on 30th September 2024

NSE Ticker	VIMTALABS
BSE Ticker	524394
Market Cap (INR Cr)	1,203.97
% free-float	63.11%
Free-float market cap (INR Cr)	759.80
Total Debt (INR Mn)	116
Cash & Cash Equivalents including Bank Balance (INR Mn)	278
Shares Outstanding	2,21,70,583
3M ADTV (Shares)*	1,31,955
3M ADTV (INR Cr)*	7.77
Industry	TIC

*Source: NSE & BSE

Company Overview

- Vimta Labs at a Glance
- Our Journey
- Services
- Geographical Presence
- Management
- Accreditation

02

Vimta Labs 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

1,400+

Dedicated Multi Disciplinary Team

15

Regional & Satellite labs across India

400,000+

Sq.ft. of ultra-modern lab space

90+

Successful Regulatory Audits

#1

In India:

- Pharma Analytical & Preclinical Services
- Food Testing Services

3,223

FY24 Total Income
(In ₹ Mn)

908

FY24 EBIDTA
(In ₹ Mn)

28.2%

EBIDTA MARGIN

410

FY24 PAT
(In ₹ Mn)

12.7%

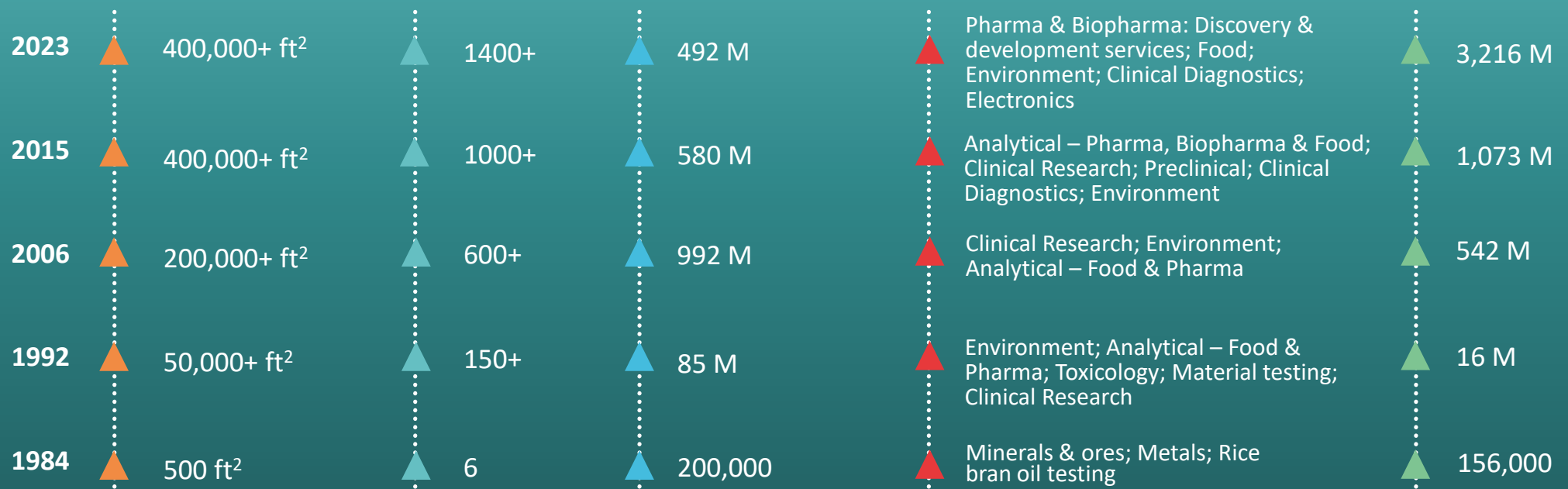
PAT MARGIN

↑ **0.2%**
YoY

↓ **7.7%**
YoY

↓ **14.9%**
YoY

Our Journey



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

Our Offerings (1/3)

Drug discovery and development support to Lifesciences Industry	Food & Agriculture Services	Electronics & Electricals Testing	Environment Testing & Consultancy
Offerings	Pharma Analytical	Clinical Research	Preclinical Support
Industry	Pharmaceuticals	Pharmaceuticals	Pharmaceuticals, Biotech, Medical device, Agrochemicals
Accreditations & Regulatory Approvals	DCGI, USFDA, WHO, NPRA, UK MHRA and other European countries		Good Laboratory Practices (GLP) - certified by NGCMA, and AAALAC accredited
Services	<p>➤ Leader in India for a wide range of analytical services for the pharmaceutical, biopharmaceutical and animal health industries.</p> <ul style="list-style-type: none"> ➤ E&L studies ➤ Stability testing ➤ Method development ➤ Validations ➤ Genotoxic impurities ➤ Elemental analysis ➤ In vitro studies ➤ Physical characterization ➤ Dissolution testing ➤ Microbiology ➤ Immunogenicity ➤ Characterization ➤ Bioassays 	<ul style="list-style-type: none"> ➤ One of India's most reputed and reliable CROs ➤ Experience of over 2,000 clinical studies ➤ Impressive track record of successful global regulatory audits from national and international regulatory authorities. 	<ul style="list-style-type: none"> ➤ General and Genetic toxicology ➤ Safety pharmacology ➤ Development and Reproductive Toxicology (DART) studies ➤ Immunotoxicology ➤ Comprehensive pharmacological and drug metabolism and pharmacokinetic studies ➤ Wide gamut of Toxicology services also support agrochemical and medical device industries

Our Offerings (2/3)

Drug discovery and development support to Lifesciences Industry

Food & Agriculture Services

Electronics & Electricals Testing

Environment Testing & Consultancy

Offerings

Food Testing

No. of Laboratories

6

Accreditations & Regulatory Approvals

FSSAI, NABL, BIS, APEDA, EIC, Spices Board

Services

- VIMTA is a **'National Referral Lab'** and a **preferred laboratory partner** for many MNCs, and also relied on by Government institutes for projects of national importance
- Routine as well as **specialized testing services** for food and agriculture products to assist with R&D, regulatory compliance, trade and internal quality requirements
- Support new product development, and offer multifarious analytical services for:
 - The feed that sustains animal life
 - Crops yielded by various soils
 - All varieties of food and food products for consumption/export
 - Milk, water and beverages
 - Nutraceuticals

Our Offerings (2/3)

Drug discovery and development support to Lifesciences Industry

Food & Agriculture Services

Electronics & Electricals Testing

Environment Testing & Consultancy

Offerings

Electronics & Electricals Testing

No. of Laboratories

1

Accreditations & Regulatory Approvals

ISO 17025 accredited by NABL and approved by TEC

Services

- **Newly launched EMI / EMC services** cater to IT, automotive, aviation & defence, medical devices, telecom, home appliance / consumer electronics and allied industries
- Services provided are EMI / EMC TESTING, Radiated, Conducted, Environmental testing, Mechanical & electrical safety testing, Performance testing, Product certification
- The non EMI / EMC services are rendered through our wholly owned subsidiary, Emtac Laboratories Pvt. Ltd

Our Offerings (3/3)

Drug discovery and development support to Lifesciences Industry

Food & Agriculture Services


Electronics & Electricals Testing

Environment Testing & Consultancy

Offerings	Environment Testing & Consultancy
No. of Laboratories	NA
Accreditations & Regulatory Approvals	MoEF, ISO 17025 by NABL, QCI/NABET, OSHAS 45000
Services	<p>➤ Environment Impact Assessments and Environment Testing since inception. Provide our services to various industries such as power, infrastructure, steel, cement, oil & gas, mining, pharmaceutical, food, chemical etc.</p> <p>➤ Our Services:</p> <p>Post Project Monitoring:</p> <ul style="list-style-type: none"> ➤ Compliance Monitoring (Air,Water,Noise) ➤ Industrial Hygiene & Indoor Air ➤ Incinerator Stack monitoring <p>Advanced Testing & Tailormade Services:</p> <ul style="list-style-type: none"> ➤ Validation of CEMS ➤ PG for Pollution Equipment Device ➤ Dioxin & Furan monitoring by HR-GCMS ➤ Industrial Gas & Compressed Air Testing <p>➤ VOC analysis as per LEED and EPA ,1986</p> <p>➤ Offshore monitoring</p> <p>Consultancy Service & Special Studies:</p> <ul style="list-style-type: none"> ➤ SIA & Hydrogeological Studies ➤ Due Diligence Study ➤ EHS audits, Hazardous Waste Study, Life Cycle Assessment ➤ Green Audit & Metrological Studies ➤ Noise, Air, Traffic modelling

Geographical Presence

Headquartered in Hyderabad, VIMTA has 9 laboratories across India, with a total laboratory space of over 400,000 sq. ft.

 **Hyderabad** (Headquarters)

 **Food**

 **Pharma**

 **Electronics & Electrical**

 **Environment**

 **Food**

Ahmedabad

Noida

Mumbai (NFL)

Bengaluru

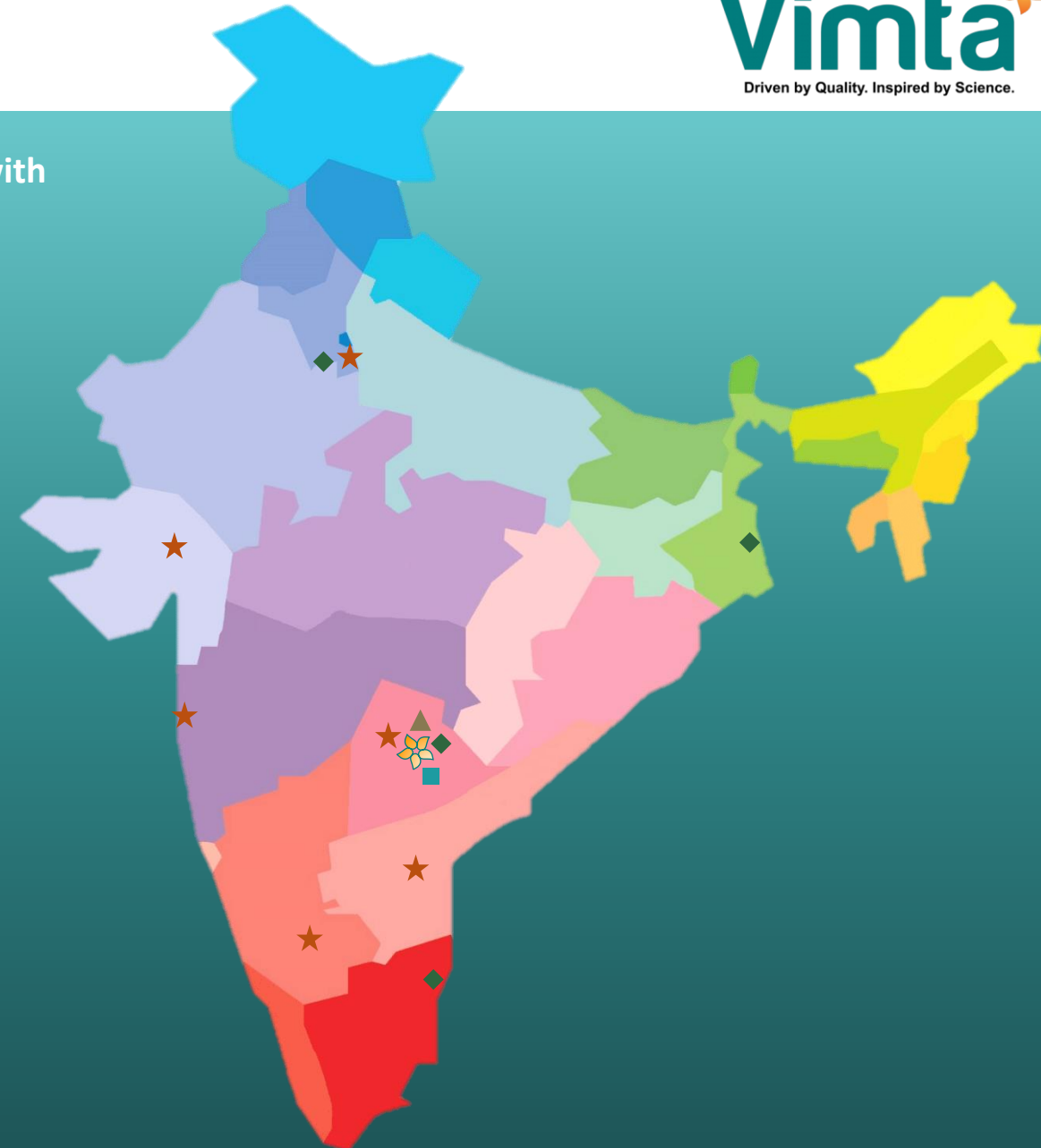
Nellore

 **Environment**

Chennai

Noida

Kolkata



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.

Key Management Team (Cont'd)



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.



Suresh Kumar
President

Suresh have more than two decades of experience in Testing, Inspection, Certification and Contract Research Organization with diversified products and industries.

He was with TUV SUD South Asia as Chief Operating Officer and Member of Board of Management before Joining VIMTA

He holds B.Sc (Tech) from ICT Mumbai and B.Sc (Polymer Chemistry) from Kerala university .



Narahari Naidu D.R.
Chief Financial Officer

Narahari has close to 15 years of experience in diversified industries.

His core competencies include Financial Planning, Corporate Strategy, Fund raising, Banking & Treasury, Taxation, Investor Relations, Enterprise Risk Management, Compliance & Governance, Financial Reporting & Audit, Procurement Strategies.

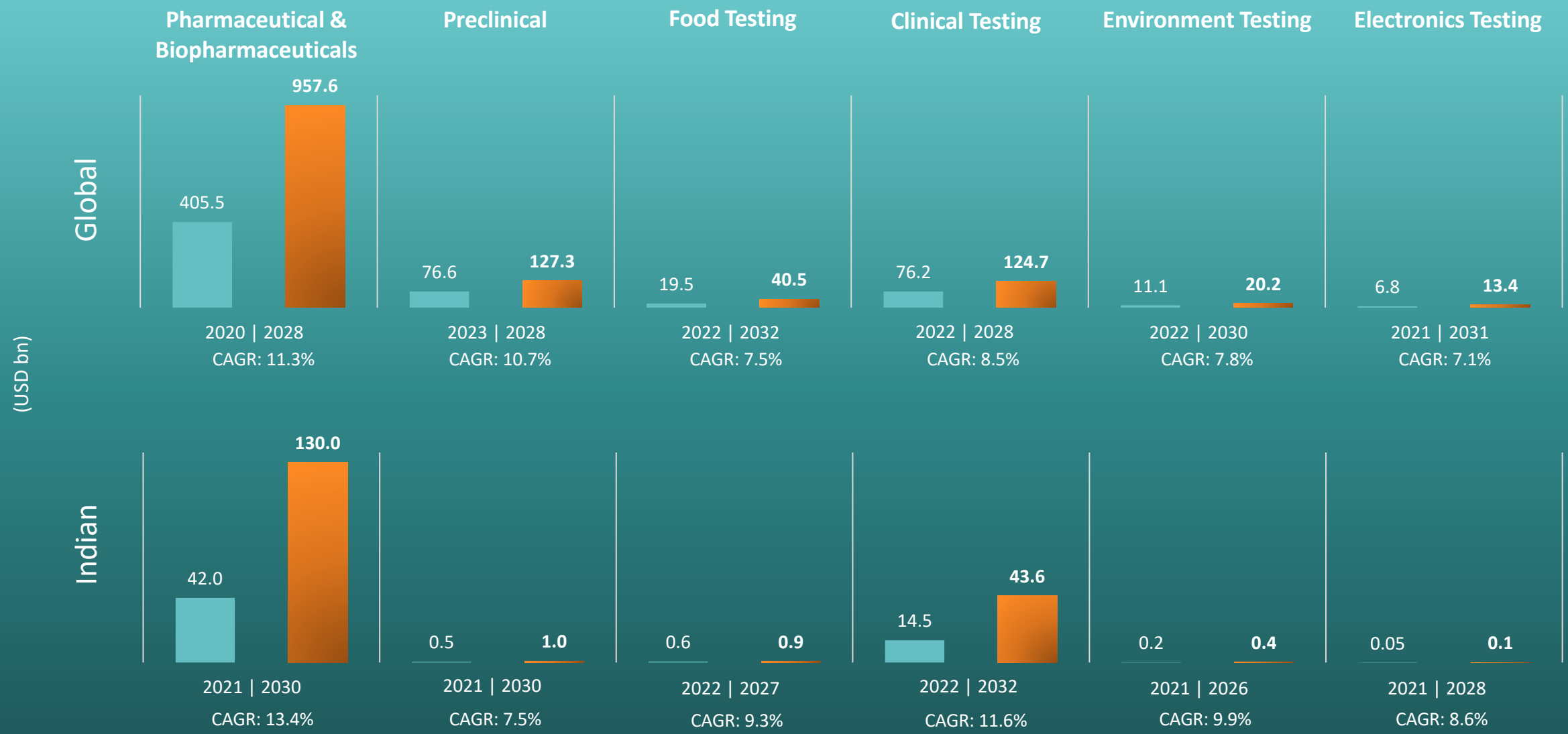
He is a Chartered Accountant (CA) and a Company Secretary (CS).

Industry Landscape

- Market Opportunity
- Factors Driving Industry Growth

03

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 Competitive Advantage

- Our Position in the CRTO Landscape
- Our Strength

04

Our Position in the CRTO Landscape

1

Pharma Analytical & Preclinical

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

2

Clinical Research

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

3

Clinical Diagnostics

- Among leading labs in TS, AP, UP states

4

Food Testing

- #1 in India
- Customers – 70% of India top 10

5

Environment

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

6

Electronics & Electricals

- Start-up

Our Strengths

QUALITY

Long & successful regulatory track record – cGMP, GLP, GCP

CUSTOMER CENTRICITY

Long term partnerships with customers

INFRASTRUCTURE

Unparalleled lab infrastructure in the country. Gold LEED certified Vivarium

KNOWLEDGE

Multi-disciplinary, knowledgeable, skilled and trained manpower

TECHNOLOGY

Wide range of current technologies with expandable capacities



Way Forward

- Our Key Growth Drivers & Strategies

05

Our Key Growth Drivers & Strategies

Favourable markets	Core business strategies	Core operational strategies	Best practices
<ul style="list-style-type: none">✓ Growth momentum in markets✓ Growing demand for safe & quality - drugs, food, diagnostics, electronics & clean environment	<ul style="list-style-type: none">✓ Capacity expansions✓ Service innovations✓ Penetration into new markets✓ Customer partnerships	<ul style="list-style-type: none">✓ Operational excellence✓ Hiring right talent✓ Quality & compliance culture✓ Cutting edge technologies	<ul style="list-style-type: none">✓ 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

November 2024



VIMTA LABS LIMITED

Registered Office

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

NSE: VIMTALABS, **BSE:** 524394

ISIN: INE579C01029

Website: www.Vimta.com

INVESTOR RELATIONS AT



Vimta Labs Ltd.

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Narahai.Dodda@vimta.com



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