



**VIJAYA**<sup>®</sup>  
**DIAGNOSTIC**  
**CENTRE**

**May 08, 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,  
25<sup>th</sup> 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 Q4 & FY 2024 results and which would be used in the Investors / Analysts earnings conference call scheduled to be held on **May 09, 2024 at 11:00 a.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

Q4 & FY24 Earnings Presentation, May 08 2024



# Safe Harbour



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# Disclaimer



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## **Note 1:**

*"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 depreciation expense is lower by Rs. 388.7 Mn for the full year ended March 31, 2024.*
- The Profit after tax (PAT) is higher by Rs. 290.8 Mn for the full year ended March 31, 2024.*

## **Note 2:**

***Acquisition (PH Diagnostic Centre Private Limited, Pune) :*** PH has become a whole owned subsidiary effective from 21<sup>st</sup> December, 2023. Consequently, its financials have been consolidated from 21<sup>st</sup> December, 2023 to 31<sup>st</sup> March, 2024. Hence, the revenue from operations for the period Q4 FY 24 and full year ended March 31, 2024 includes INR 117.7 Mn and Rs 130.6 Mn of PH respectively.





# Q4 FY24 – Performance Snapshot (Y-o-Y & Q-o-Q)



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	Q4 FY24	Q4 FY23	YoY %	Q3 FY24	QoQ %
<b>Revenue <sup>^</sup></b>	1,552	1,210	28.3%	1,327	17.0%
<b>Revenue Excl. PH</b>	1,434	1,210	18.5%	1,314	9.2%
<b>EBIDTA</b>	631	491	28.5%	523	20.7%
<b>EBIDTA Margin</b>	40.7%	40.6%	10 BPs	39.4%	130 BPs
<b>Total tests</b>	3.36	2.71	24.1%	2.88	16.7%
<b>Total Footfall</b>	0.98	0.80	21.4%	0.88	11.5%

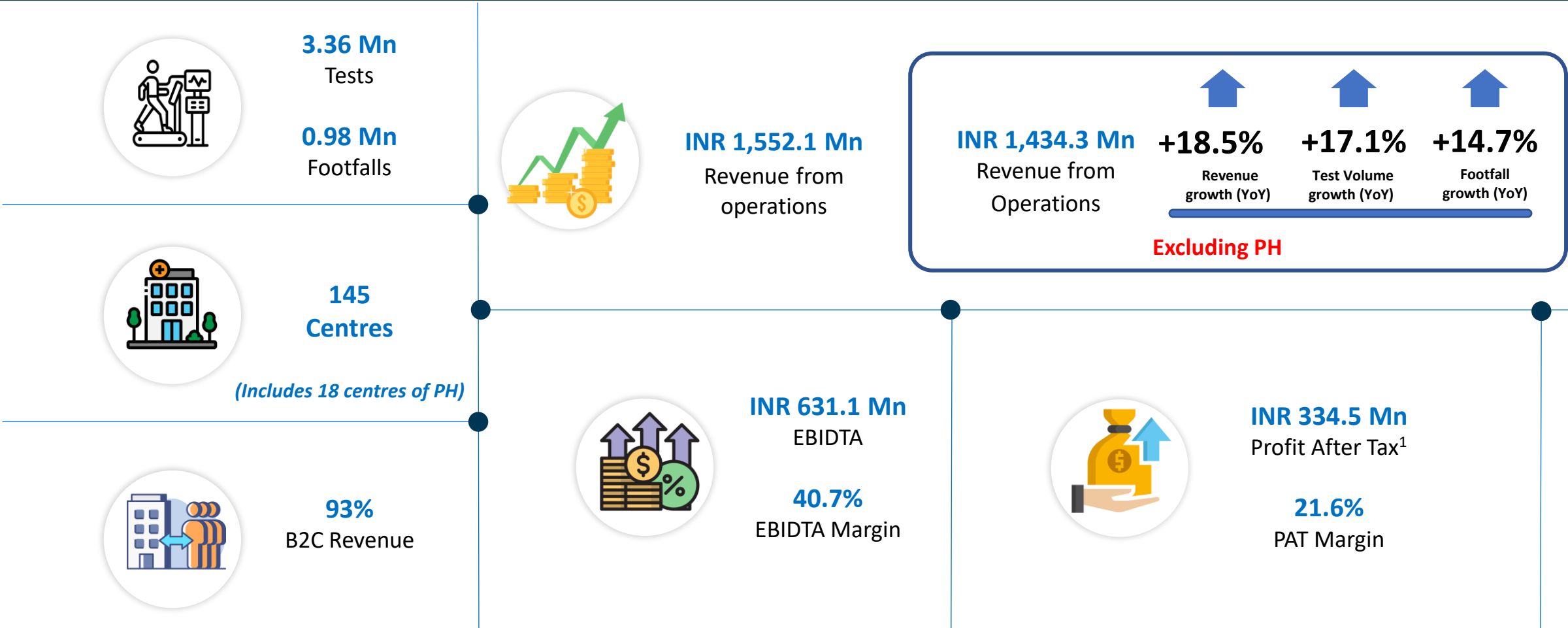
(INR, millions)

<sup>^</sup> Refer Slide no. 3 (Note 2)

- Q4 FY24 and Q3 FY24 numbers are including PH Pune, unless otherwise specified

- PH has become a whole owned subsidiary effective from 21<sup>st</sup> December, 2023. Consequently, its financials have been consolidated from 21<sup>st</sup> December, 2023 to 31<sup>st</sup> March, 2024.

## Operational & Financial Highlights – Q4 FY24



Note 1: Refer Slide no. 3

## Operational & Financial Highlights – FY24



**11.89 Mn**  
Tests

**3.55 Mn**  
Footfalls



**INR 5,478.1 Mn**  
Revenue from  
operations

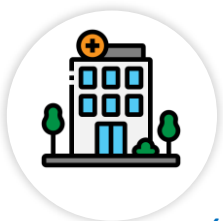
**INR 5,347.5 Mn**  
Revenue from  
Operations

**+16.4%**  
Revenue  
growth (YoY)

**+16.2%**  
Test Volume  
growth (YoY)

**+9.9%**  
Footfall  
growth (YoY)

**Excluding PH**



**145**  
Centres

*(Includes 18 centres of PH)*

**INR 2,209.0 Mn**  
EBIDTA

**40.3%**  
EBIDTA Margin



**INR 1,188.3 Mn**  
Profit After Tax<sup>1</sup>

**21.7%**  
PAT Margin

**INR 1,203.6 Mn**  
Normalized Profit After Tax<sup>2</sup>

**22.0%**  
Normalized PAT Margin<sup>2</sup>



**94%**  
B2C Revenue

*Note 1: Refer Slide no. 3*

*Note 2: Excluding one time M&A expenses of INR 20.5 Mn*



# Management comment



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*Commenting on the Q4FY24 results performance, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:*

*"I'm happy to share that this quarter too maintained our strong business performance, showcasing exceptional year-over-year revenue growth of 28.3%, of which an impressive 18.5% was achieved organically. This quarter also marked a notable milestone with the wellness contributing 14% of the revenue.*

*After completing six months of productive business operations, our Tier II hub centre in Mahbubnagar has gained a lot of momentum and broken even in just two quarters, showing a high demand for quality diagnostics in the area, and enforcing Vijaya's reputation as a trusted brand.*

*We have made significant strides toward integrating PH Pune with the parent firm. With effect from April 1st, 2024, we have successfully moved all of PH's essential ERP and other IT systems to the parent company's applications. Furthermore, it gives me great pleasure to announce that we have co-branded PH as Vijaya PH.*

*By strategically expanding and directing our capabilities towards future opportunities, we are confident in our ability to consistently deliver lasting value to our stakeholders."*



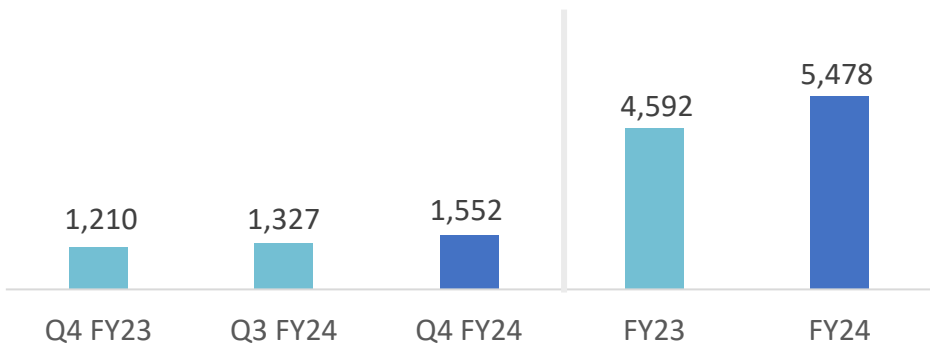


# Key Financial Highlights – Q4 & FY24



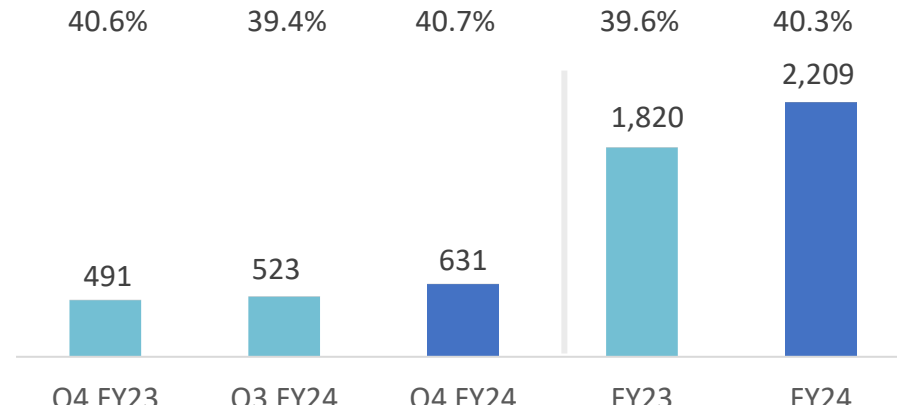
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## Revenue from Operations



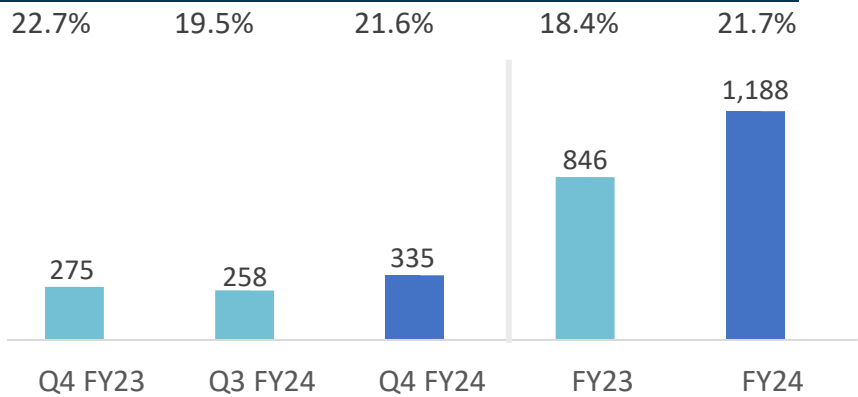
Shift YoY (%)	28.3%	19.3%
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## EBITDA & EBITDA Margin (%)



Shift YoY (%)	28.5%	21.4%
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## PAT & PAT Margin (%)



Shift YoY (%)	21.7%	40.4%
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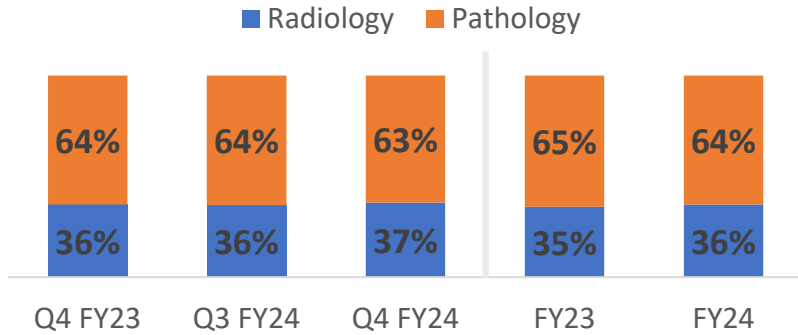


# Revenue Mix – Q4 & FY24

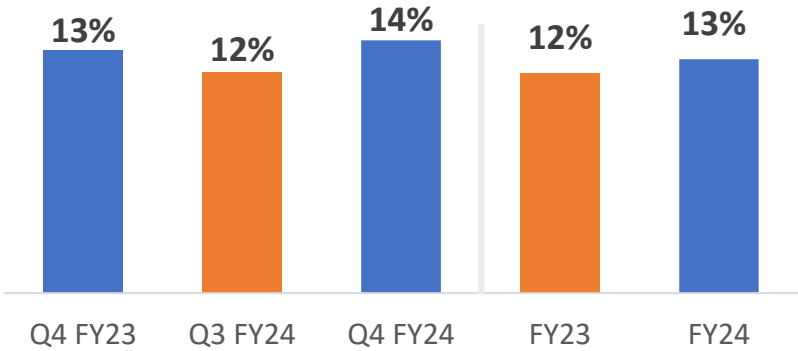


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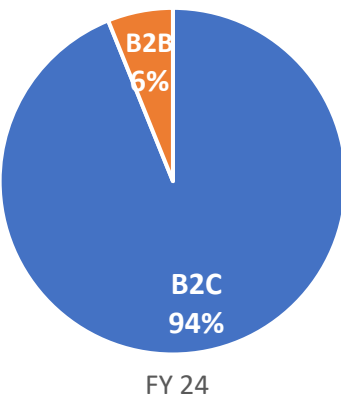
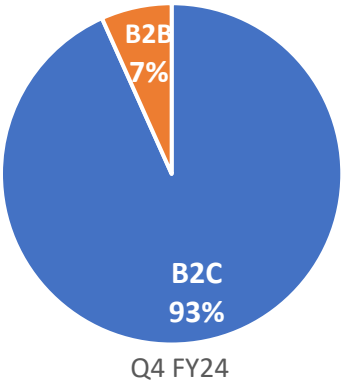
## Radiology vs. Pathology Breakdown



## Wellness share %



## B2C Contribution – Q4 & FY24

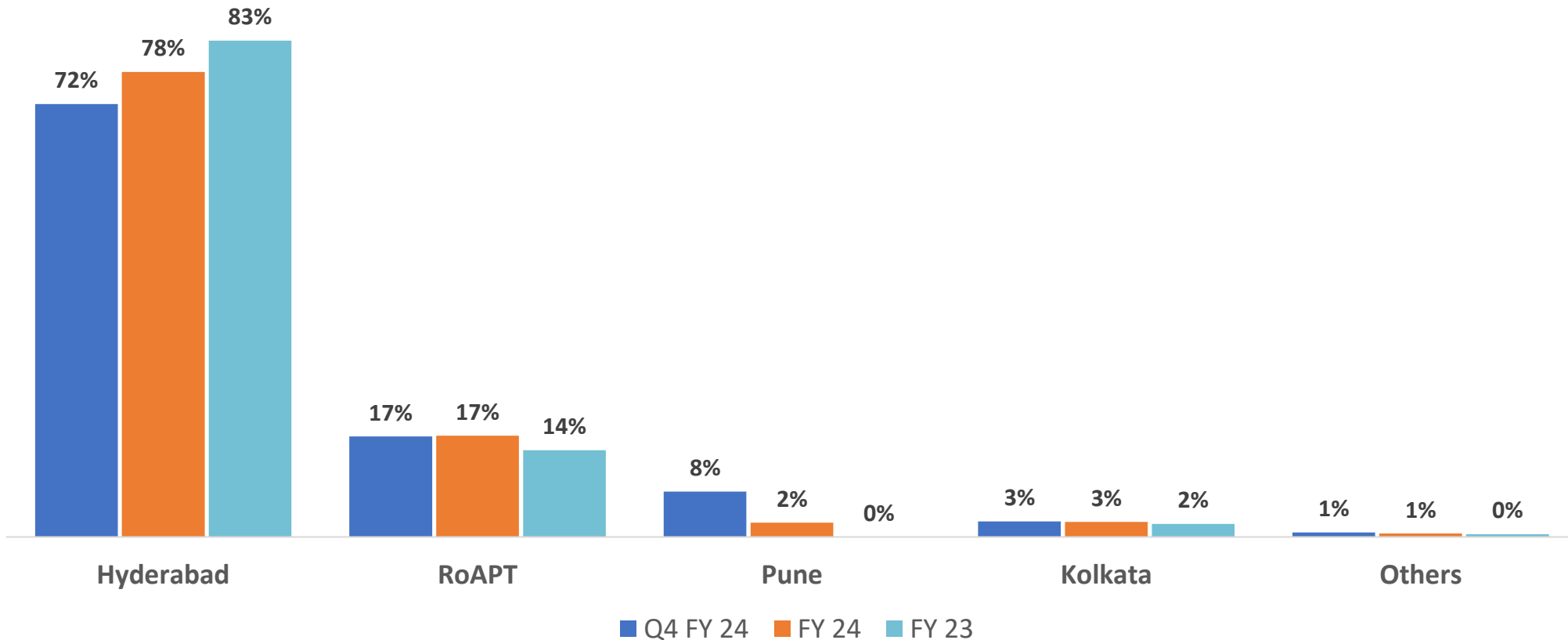




# Geographical Contribution - Revenue



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Centre count as on 31.03.2024					
Hyderabad	RoAPT	Pune	Kolkata	Others	Total
92	31	18	2	2	145

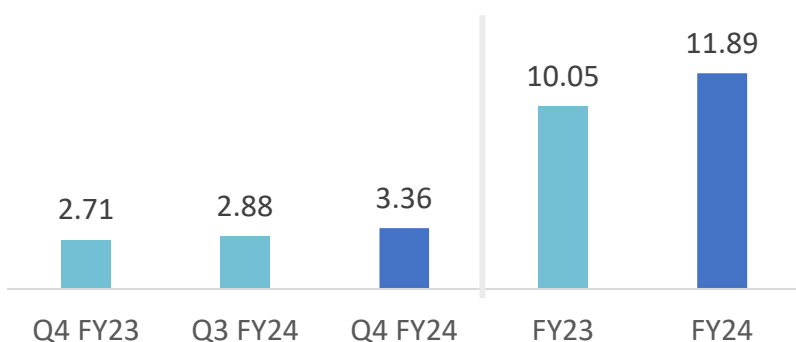


# Key Operational Highlights

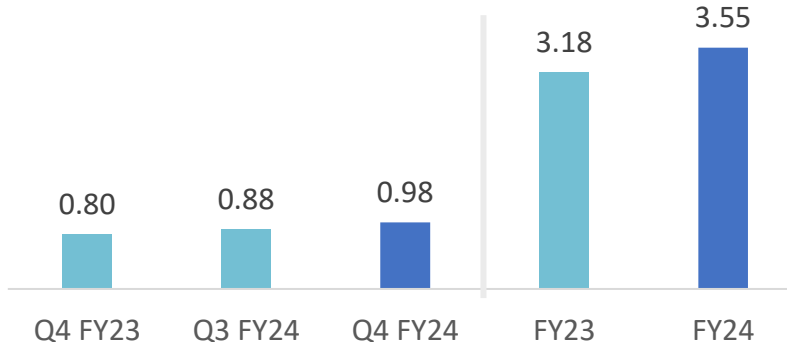


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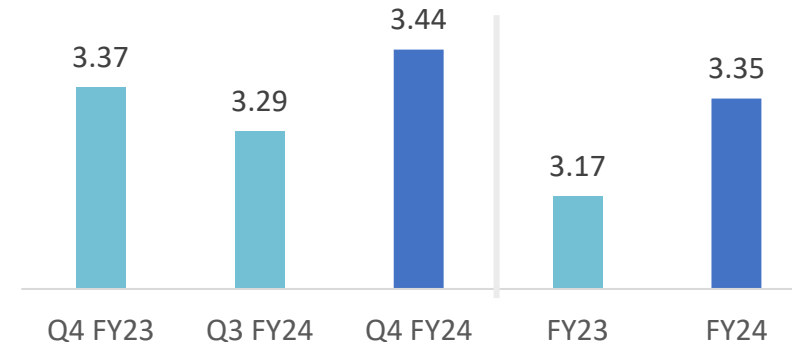
**Tests Performed (# in Million)**



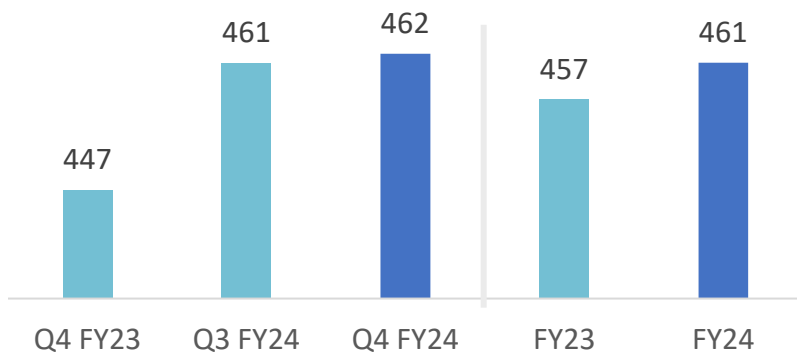
**Footfalls (# in Million)**



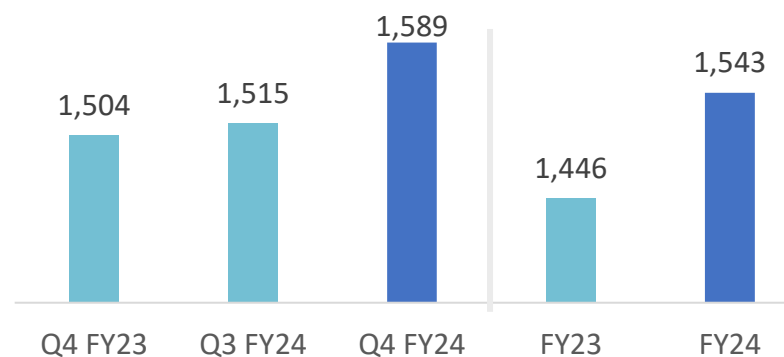
**Tests / Footfalls (# in Million)**



**Revenue per Test (INR)**



**Revenue per Footfall (INR)**





# Consolidated Profit & Loss Account – Q4 & FY24



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Particulars	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
<b>Revenue from operations</b>	<b>1,552.1</b>	<b>1,209.9</b>	<b>28.3%</b>	<b>1,326.9</b>	<b>17.0%</b>	<b>5,478.1</b>	<b>4,592.2</b>	<b>19.3%</b>
Cost of materials consumed	188.1	155.3	21.1%	159.9	17.7%	654.4	588.8	11.1%
Employee benefits expense	245.2	195.3	25.6%	230.3	6.5%	902.2	784.8	15.0%
Other expenses	487.6	368.3	32.4%	413.7	17.9%	1,712.5	1,398.4	22.5%
<b>EBITDA</b>	<b>631.1</b>	<b>491.1</b>	<b>28.5%</b>	<b>523.1</b>	<b>20.7%</b>	<b>2,209.0</b>	<b>1,820.3</b>	<b>21.4%</b>
<b>EBITDA Margin (%)</b>	<b>40.7%</b>	<b>40.6%</b>	<b>10 BPs</b>	<b>39.4%</b>	<b>130 BPs</b>	<b>40.3%</b>	<b>39.6%</b>	<b>70 BPs</b>
Other income	32.5	45.2	-28.1%	51.1	-36.4%	208.2	141.5	47.1%
Depreciation and amortization expense	163.0	113.6	43.5%	145.4	12.1%	570.0	617.2	-7.7%
<b>EBIT</b>	<b>500.5</b>	<b>422.7</b>	<b>18.4%</b>	<b>428.7</b>	<b>16.7%</b>	<b>1,847.1</b>	<b>1,344.6</b>	<b>37.4%</b>
Finance costs	61.9	57.7	7.4%	60.6	2.2%	239.9	209.5	14.5%
<b>Profit before exceptional items and tax</b>	<b>438.7</b>	<b>365.0</b>	<b>20.2%</b>	<b>368.1</b>	<b>19.2%</b>	<b>1,607.3</b>	<b>1,135.1</b>	<b>41.6%</b>
Exceptional items				20.5		20.5		
<b>Profit before Tax</b>	<b>438.7</b>	<b>365.0</b>	<b>20.2%</b>	<b>347.6</b>	<b>26.2%</b>	<b>1,586.8</b>	<b>1,135.1</b>	<b>39.8%</b>
Tax expenses	101.9	87.7	16.1%	87.6	16.3%	390.4	283.0	37.9%
<b>Profit before Minority Interest</b>	<b>336.8</b>	<b>277.3</b>	<b>21.5%</b>	<b>260.0</b>	<b>29.5%</b>	<b>1,196.4</b>	<b>852.1</b>	<b>40.4%</b>
Minority Interest	2.3	2.3	-3.1%	1.5	48.7%	8.1	5.8	41.1%
<b>Profit after Tax (PAT)</b>	<b>334.5</b>	<b>274.9</b>	<b>21.7%</b>	<b>258.5</b>	<b>29.4%</b>	<b>1,188.3</b>	<b>846.3</b>	<b>40.4%</b>
<b>PAT Margin (%)</b>	<b>21.6%</b>	<b>22.7%</b>	<b>-110 BPs</b>	<b>19.5%</b>	<b>210 BPs</b>	<b>21.7%</b>	<b>18.4%</b>	<b>330 BPs</b>
EPS – Basic (INR)*	3.3	2.7	21.4%	2.5	29.2%	11.6	8.3	40.2%

Note: Refer Slide no. 3





# FY24 – Expanding Horizons



## VIJAYA DIAGNOSTIC CENTRE



Inaugurated a state-of-the-art hub in Kolkata in July'23. This is the company's first center in Kolkata under the 'Vijaya' brand name. This 10,000 sq.ft facility has an automated lab and houses advanced radiology equipment like 3T MRI & 128 slice cardiac CT.



Penetrating Tier II Territory in Telangana – This Standalone Hub Centre in Mahbubnagar was inaugurated in Oct'23. This Centre is fully equipped to perform the whole gamut of diagnostics services from a routine blood test to advanced radiology modalities, right upto MRI.



Entering Karnataka: Inaugurated a Standalone Hub in Gulbarga – November 2023. Our 'Comprehensive diagnostic services under one roof' model sets us apart in the region.



A comprehensive revamp of our main hub at Vishakhapatnam, after a decade long track record of stellar business performance. A significant upgrade to this advanced hub was the introduction of a futuristic PET CT machine, Vijaya's very first in Vishakhapatnam.



"Introduced an Open MRI at Ameerpet for a more comfortable MRI experience by addressing the aspect of greater comfort and the specific issue of claustrophobia, especially for children and elders."





**VIJAYA  
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CENTRE**

**BEYOND ORGANIC FOR EXPONENTIAL REACH**



## About this company



**VIJAYA  
DIAGNOSTIC  
CENTRE**



**P. H. DIAGNOSTIC CENTRE**  
*Healthcare that cares*

Established in 2001, PH is Pune's largest B2C focused Integrated Diagnostic Chain. Being in the space for 23 long years, it has emerged as a brand of choice, enjoying the trust and patronage of customers across the region.

The founder, Dr. Hemanth Dhoka, a Doctor by profession and his family closely guard their vision of delivering quality healthcare and a convenient customer-experience by providing comprehensive diagnostic services under one roof.





# Key Highlights



**VIJAYA  
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CENTRE**

Type of Facility	Services Available	Count
Hubs	Sample collection, Ultrasound, X-Ray, 2D Echo, BMD, MRI, CT etc.,	3
Spokes	Sample collection, Ultrasound, X-Ray, 2D Echo etc.,	3
Collection Centres (Company run)	Sample collection only	12
Collection Centres (Franchisee)	Sample collection only	4
<b>Total customer facing centres</b>		<b>22</b>
<b>Processing Laboratory</b>		<b>1</b>

Type of Centres	Current annual revenue rate per centre
Hubs	~ INR 110 Mn +
Spokes	~ INR 25 Mn +
Collection & Franchisee Centres	~ INR 2 Mn +

Particulars	FY 24
Revenue	INR 444.0 Mn
EBITDA	Inline with Vijaya's margin

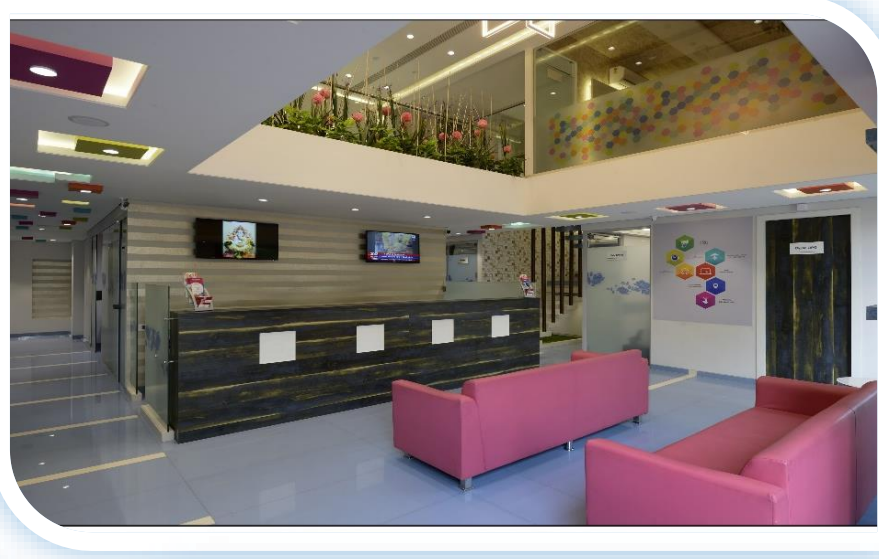




# High Quality Infrastructure



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CENTRE**





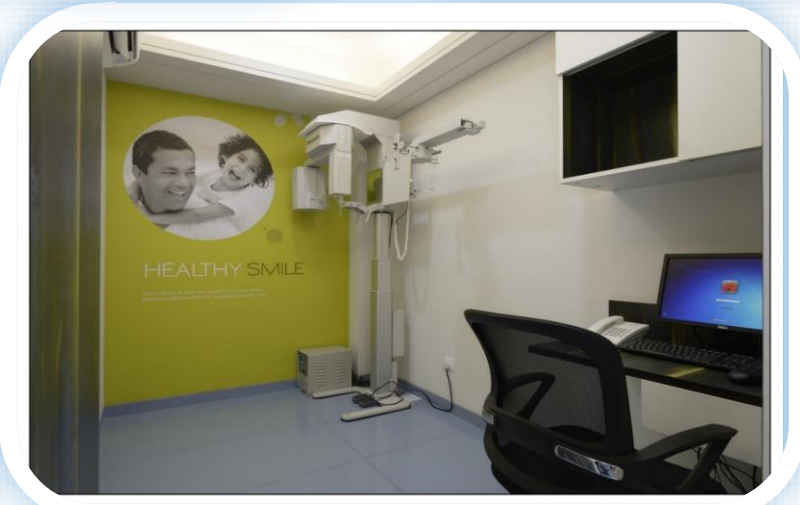
# Superior Facilities



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# Building a Stronger Future: Introducing Vijaya PH Diagnostic Centre



**VIJAYA  
DIAGNOSTIC  
CENTRE**



**VIJAYA PH  
DIAGNOSTIC  
CENTRE**



# Building a Stronger Future: Introducing Vijaya PH Diagnostic Centre



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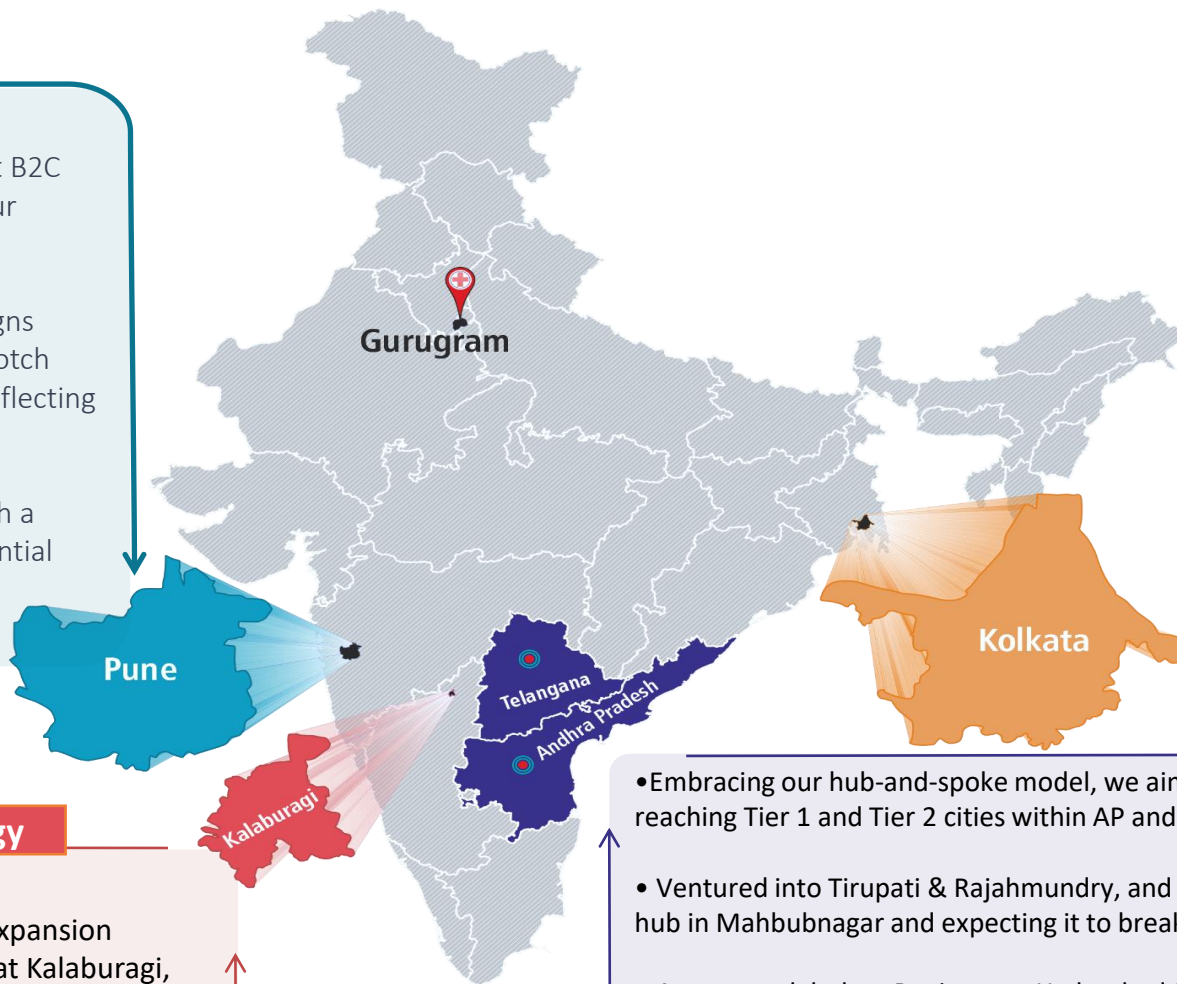


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CENTRE**

# 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

- With growing demand for quality diagnostic services, we are poised to confidently broaden our footprint in East India.
- Inaugured our second hub and first under the brand Vijaya in North Kolkata, marking a pivotal milestone in our network expansion strategy for the East.
- Employing our proven hub-and-spoke model, we aim to replicate our success in East India.

## 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.
- Ventured into Tirupati & Rajahmundry, and achieved break-even in less than two quarters. Inaugured a hub in Mahbubnagar and expecting it to breakeven with in the anticipated timelines.
- A mammoth hub at Panjagutta, Hyderabad & new facility at Vizag witnessed overwhelming response.
- Broadening our geographic reach is expected to grow our customer base, effectively leveraging our established infrastructure.

## Adjacent Geography Strategy

- As a part of our adjacent geographic expansion strategy, we opened a futuristic hub at Kalaburagi, marking our entry into the state of Karnataka.





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# **Company Overview**



# Vijaya at a Glance



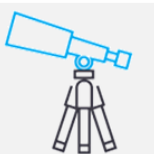
## VIJAYA DIAGNOSTIC CENTRE

Vijaya Diagnostic Centre Limited is the largest integrated diagnostic chain in South India with 145 state-of-the-art centres spread across 23 cities



### 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



### 145

#### Centres

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



### Quality



### 23

#### Cities across India

Largest integrated player in South India



### 250+

#### Doctors

Radiologists, Pathologists & Microbiologists



### Reliable & Accurate Diagnostics



### ~3.5 Mn

#### Footfalls

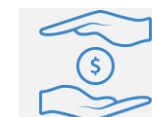
Trusted by every Age group



### ~11.9 Mn

#### Tests

Most preferred Diagnostic Centre



### at Affordable Prices



# Our Journey



# VIJAYA DIAGNOSTIC CENTRE

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

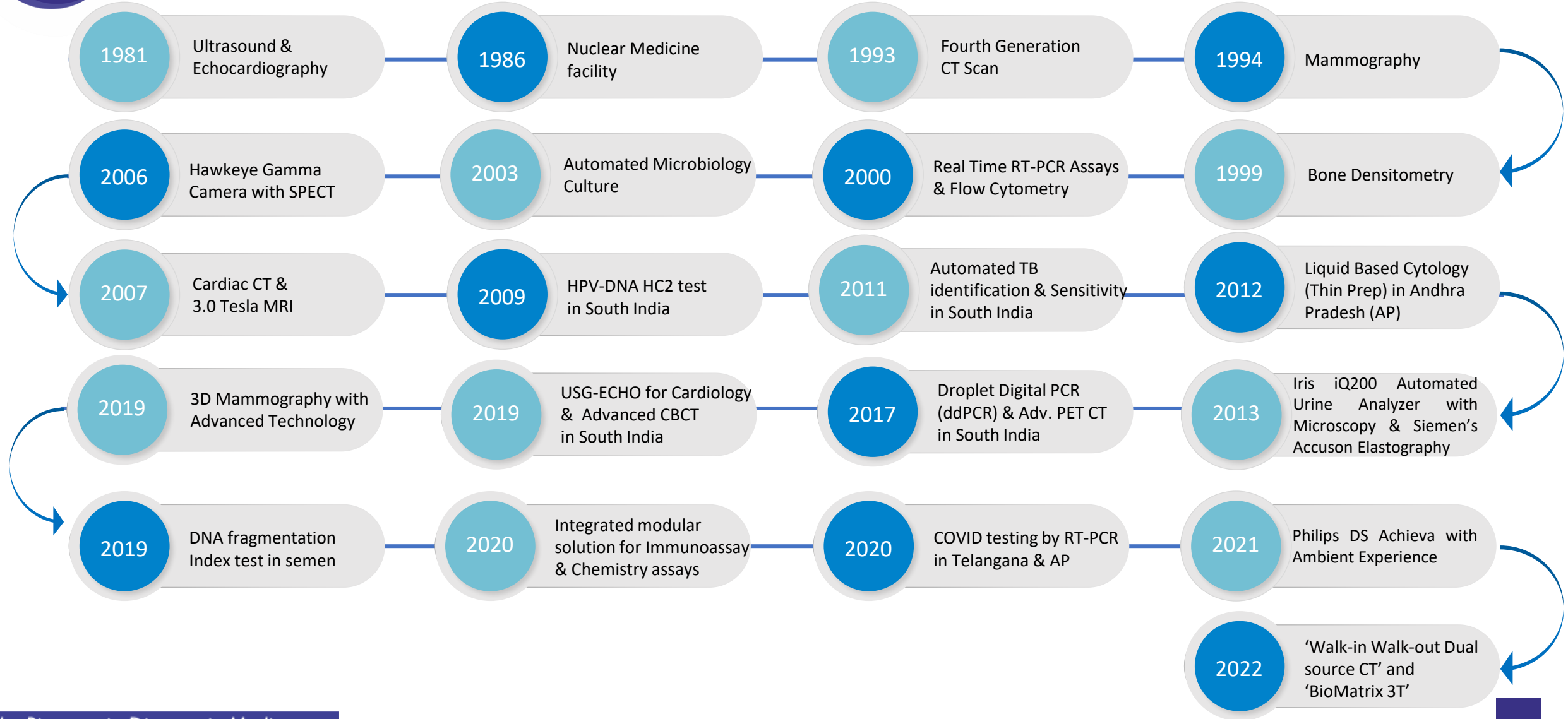




# At the Forefront of Introducing New Technologies



**VIJAYA  
DIAGNOSTIC  
CENTRE**





# Our Pillars of Strength



**VIJAYA  
DIAGNOSTIC  
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

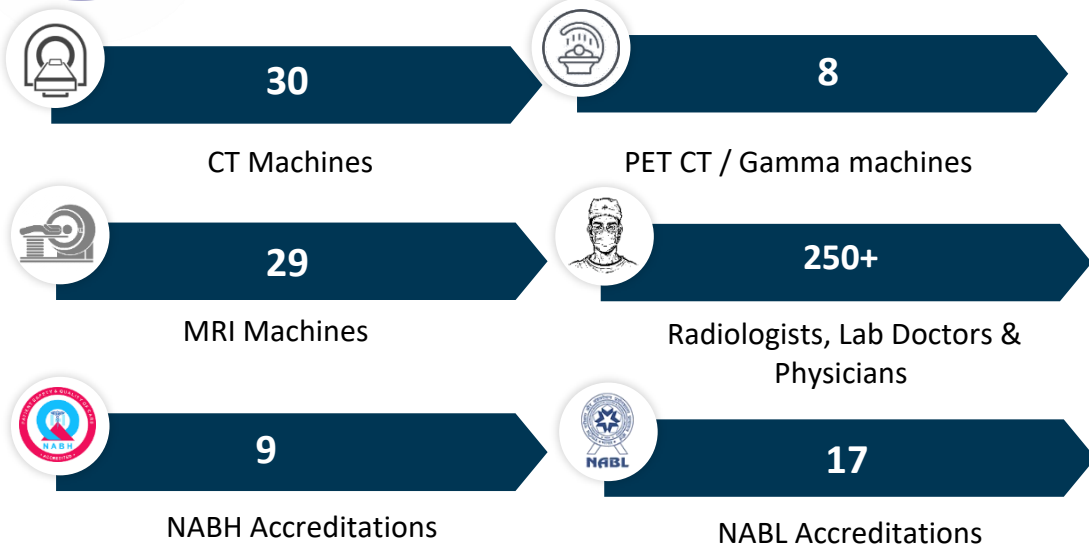




# Robust Technical Capabilities with State-of-the-art IT Infrastructure



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CENTRE**



## 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



Vijaya Diagnostic Centre has been recognized as “Most trusted brand of India” by Marksmen Daily at 4th edition of the Most Trusted Brands of India.



Vijaya Diagnostic Centre has been recognized with “Most trusted brand of the Year Award” towards the 22nd Global Edition & 7th India Edition of Business Leader of the Year.



Dr. Hemant Dhoka, CEO of Vijaya PH Diagnostic Centre Pune, has been recognized as one of the Most Promising Business Leaders of Asia 2024 by ET Edge – Times Group





Vijaya Diagnostic Centre has been recognized for service excellence in integrated diagnostic care by the Time Group at the Times Health Excellence awards – Telangana 2023.



Vijaya Diagnostic Centre was awarded for excellence in comprehensive diagnostic care at the TV9 Bangla Suswasto Health Conclave and Excellence Awards held on August 18, 2023, at Swabhumi, Kolkata



Our consultant radiologist, Dr. Varsha Joshi, has made significant contributions as an Associate Editor to the recently published 8th Edition of David Sutton's Textbook of Radiology and Imaging. She has also authored two chapters on head and neck radiology within this book. Sutton's textbook stands as a well-established standard reference for both academic and clinical practices in the field of radiology.



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Laboratory and Radiology in Hyderabad



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Radiology



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Laboratory and Radiology in Mahabubnagar





Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Laboratory in Nellore



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Radiology in Hyderabad



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Radiology in Gulbarga



**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 bachelors 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



**VIJAYA  
DIAGNOSTIC  
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. Sheshadri Vasan**  
Chief Operating Officer



**Mr. Sivaramaraju Vegesna**  
Head – Strategy and Investor  
Relations



**Mr. Hansraj Singh Rajput**  
Company Secretary &  
Compliance Officer



# Awards & Accolades



# VIJAYA DIAGNOSTIC CENTRE

### Most Trusted Brand of India



2024 - 25 Brought to you by 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

### India's Greatest Brands 2020-21 Pride of Nation



2021 Presented by United Research Services

### Leading Diagnostics with Excellence in Quality & Safety



2021 Presented by Diagnostic Leadership Summit

### Most Trusted and Best Quality Diagnostic services in India



2020 Presented by Times Healthcare Achievers

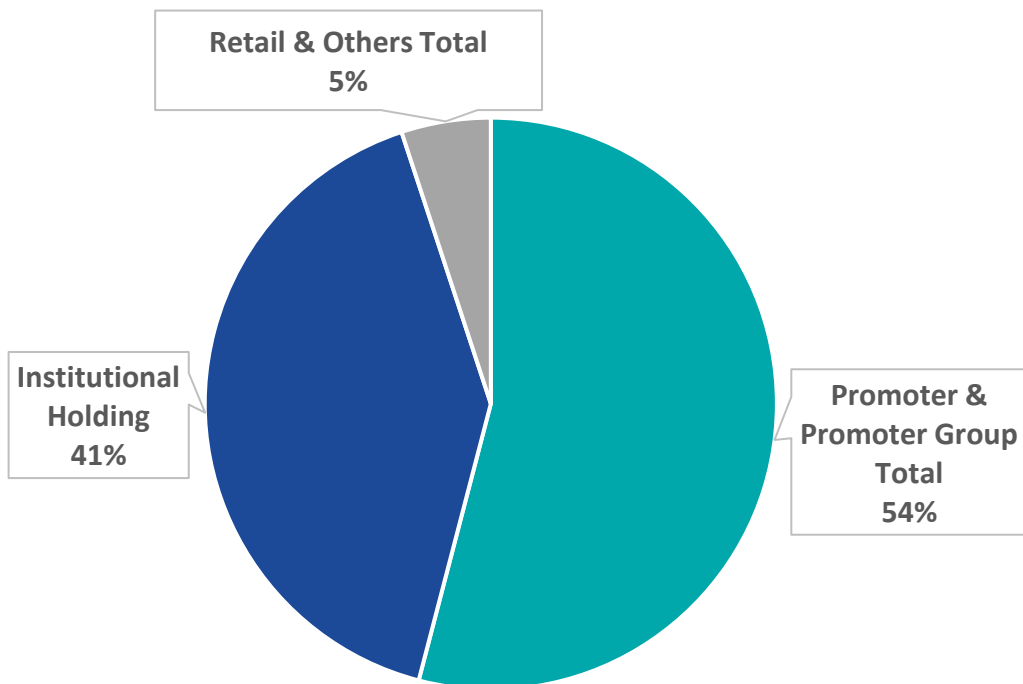
### Healthcare Entrepreneur of the Year – Dr. Surendra Reddy



2019 Presented by Six Sigma Healthcare



### Shareholding Pattern – As of 31<sup>st</sup> March, 2024



Marquee Institutional Investors	Holding %
Wasatch	9.5%
Nippon India	6.2%
Aberdeen	5.5%
Mirae	4.2%
Axis	3.2%

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



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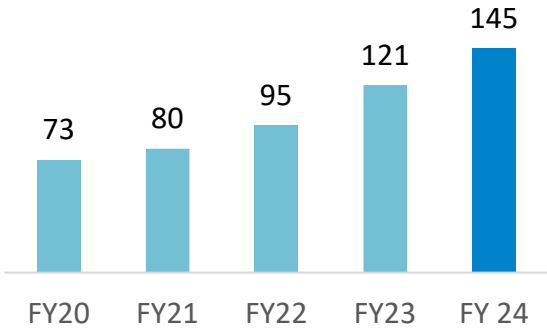
# Financial & Operational Highlights



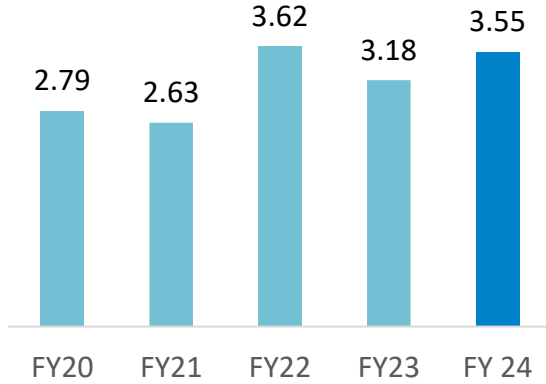
# Robust Operational Metrics



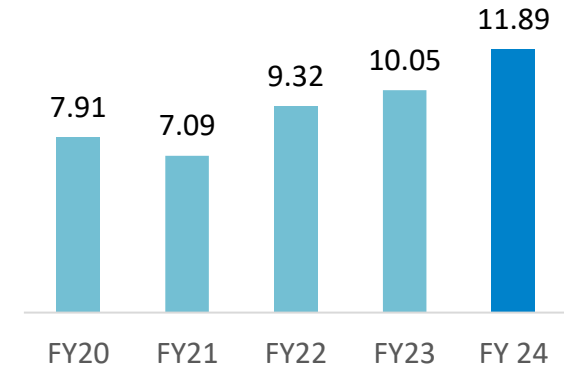
### Diagnostic Centre (Nos)



### Footfalls (Mn)

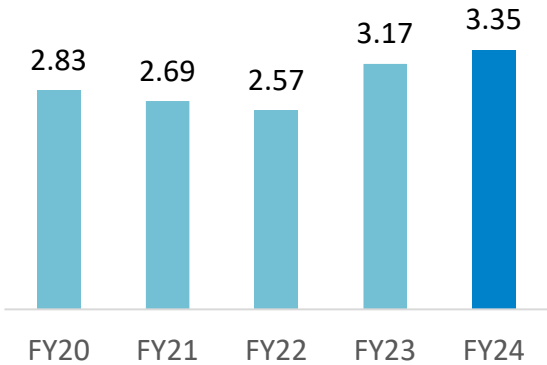


### Tests Performed (Mn)

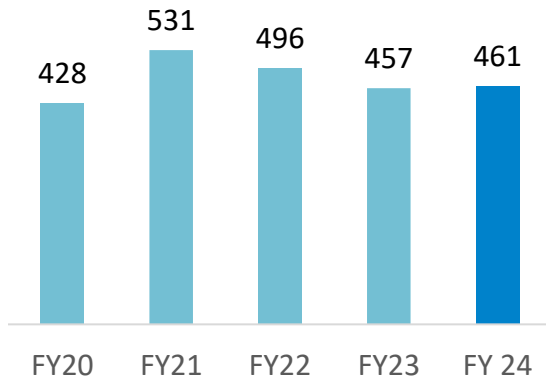


### Test per Footfall (Nos)

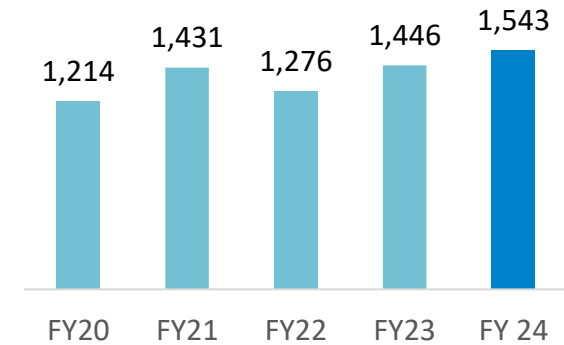
Impact of COVID-19



### Revenue per Test (INR)



### Revenue per Footfall (INR)

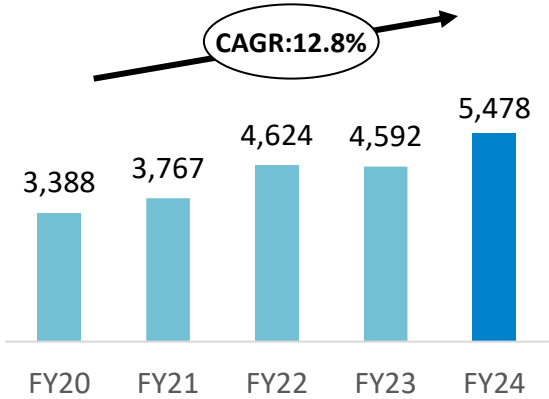




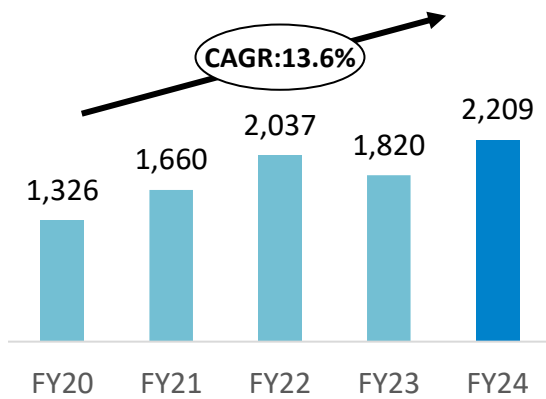
# Consistent Financial Performance



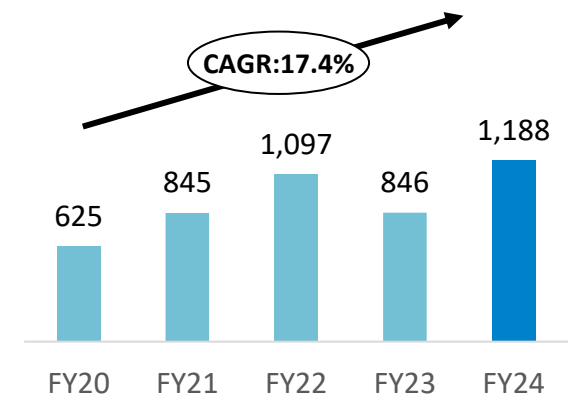
## Revenue



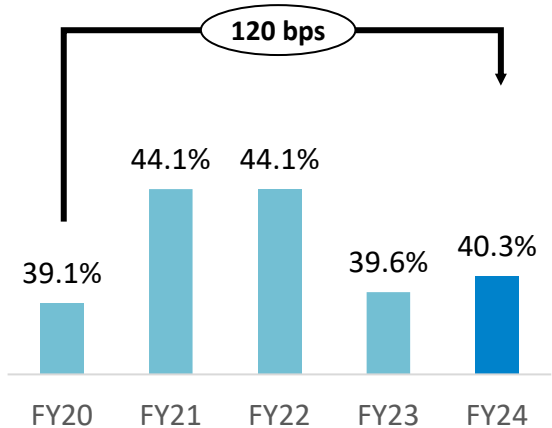
## EBIDTA



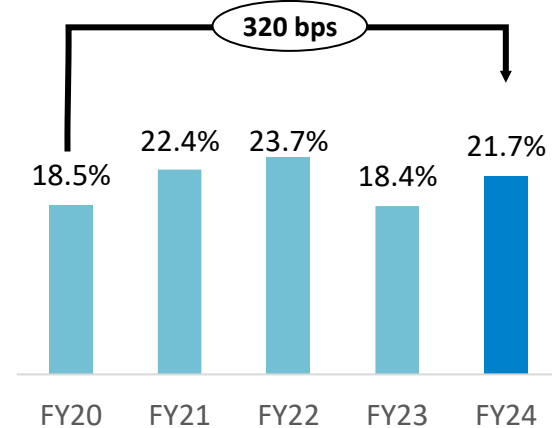
## PAT



## EBIDTA Margin (%)



## PAT Margin (%)







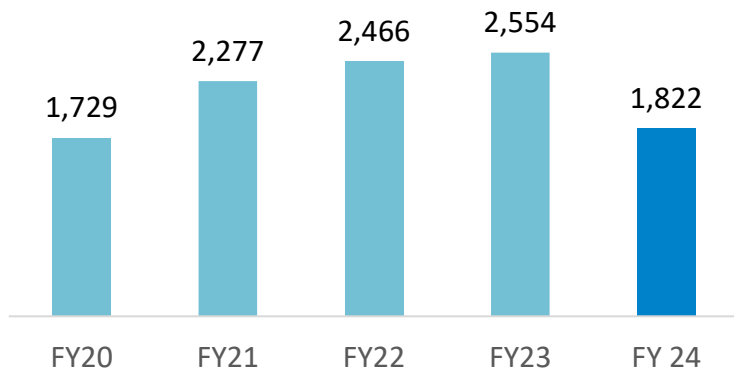
# Sustainable Cash Generation & Increasing Return Ratios



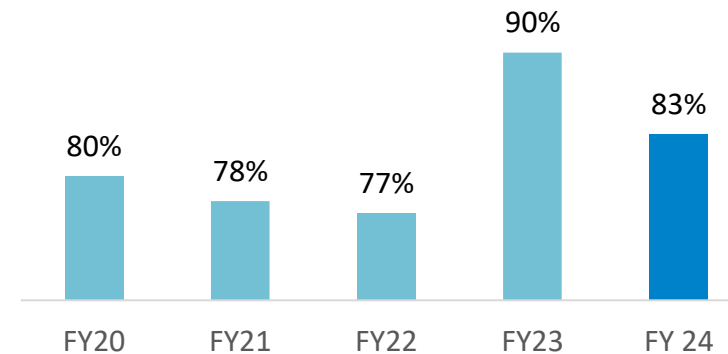
**VIJAYA  
DIAGNOSTIC  
CENTRE**

## Cash & Cash Equivalents

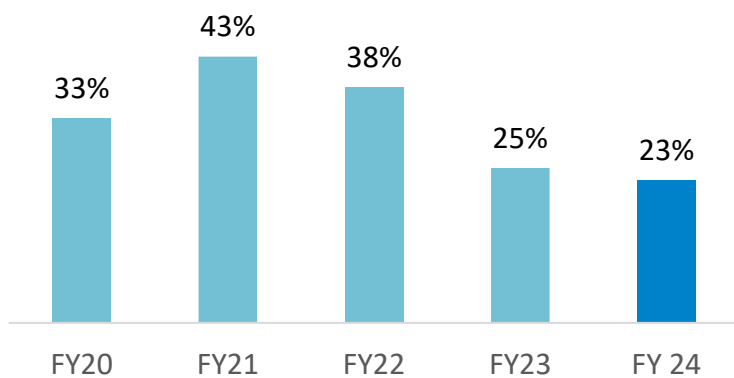
(INR Mn)



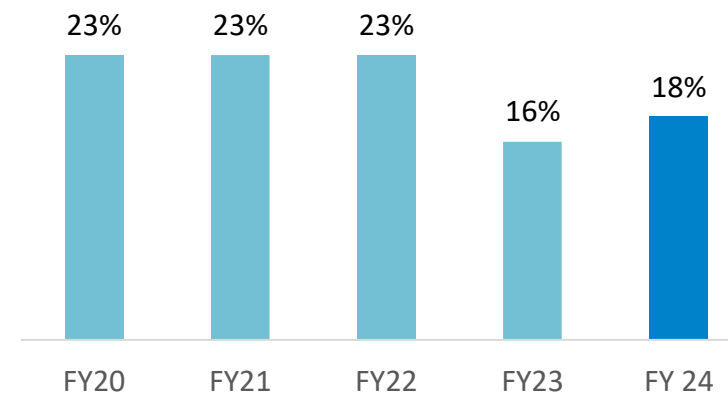
## CFO / EBIDTA (%)



## RoCE Pre-Cash (%)



## RoE <sup>1</sup> (%)



Note: Refer Slide no. 3



**VIJAYA  
DIAGNOSTIC  
CENTRE**

**Annexure**



# Consolidated Profit & Loss Account



**VIJAYA  
DIAGNOSTIC  
CENTRE**

Particulars	FY24	FY23	FY22	FY21	FY20
<b>Revenue from operations</b>	<b>5,478</b>	<b>4,592</b>	<b>4,624</b>	<b>3,767</b>	<b>3,388</b>
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
<b>EBITDA</b>	<b>2,209</b>	<b>1,820</b>	<b>2,037</b>	<b>1,660</b>	<b>1,326</b>
<b>EBITDA %</b>	<b>40.3%</b>	<b>39.6%</b>	<b>44.1%</b>	<b>44.1%</b>	<b>39.1%</b>
Other income	208	142	128	118	154
Depreciation and amortization expense	570	617	527	505	492
<b>EBIT</b>	<b>1,847</b>	<b>1,344</b>	<b>1,638</b>	<b>1,274</b>	<b>988</b>
Finance costs	240	209	165	152	154
<b>Profit before tax and exceptional items</b>	<b>1,607</b>	<b>1,135</b>	<b>1,474</b>	<b>1,121</b>	<b>834</b>
<b>Exceptional items</b>	<b>21</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Profit before Tax</b>	<b>1,587</b>	<b>1,135</b>	<b>1,474</b>	<b>1,121</b>	<b>834</b>
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
<b>Profit after Tax</b>	<b>1,188</b>	<b>846</b>	<b>1,097</b>	<b>845</b>	<b>625</b>
<b>PAT %</b>	<b>21.7%</b>	<b>18.4%</b>	<b>23.7%</b>	<b>22.4%</b>	<b>18.5%</b>
<b>EPS – Basic (INR)</b>	<b>11.62</b>	<b>8.29</b>	<b>10.76</b>	<b>8.28</b>	<b>6.13</b>

Note: Refer Slide no. 3





# Consolidated Balance Sheet



**VIJAYA  
DIAGNOSTIC  
CENTRE**

Assets	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>NON-CURRENT ASSETS</b>	<b>7,714</b>	<b>5,777</b>	<b>4,436</b>	<b>3,022</b>	<b>2,959</b>
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
<b>CURRENT ASSETS</b>	<b>2,113</b>	<b>2,757</b>	<b>2,698</b>	<b>2,388</b>	<b>1,865</b>
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
<b>TOTAL ASSETS</b>	<b>9,828</b>	<b>8,534</b>	<b>7,135</b>	<b>5,409</b>	<b>4,824</b>

EQUITY AND LIABILITIES	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>EQUITY</b>	<b>6,599</b>	<b>5,466</b>	<b>4,695</b>	<b>3,592</b>	<b>2,741</b>
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
<b>NON-CURRENT LIABILITIES</b>	<b>2,500</b>	<b>2,406</b>	<b>1,778</b>	<b>1,377</b>	<b>1,494</b>
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
<b>CURRENT LIABILITIES</b>	<b>729</b>	<b>662</b>	<b>661</b>	<b>440</b>	<b>589</b>
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
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>9,828</b>	<b>8,534</b>	<b>7,135</b>	<b>5,409</b>	<b>4,824</b>



# Consolidated Cash Flow Statement



**VIJAYA  
DIAGNOSTIC  
CENTRE**

Particulars	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>Cash Flow from Operating Activities</b>					
Profit before Tax	1,587	1,135	1,474	1,121	834
Adjustment for Non-Operating Items	599	683	572	534	492
<b>Operating Profit before Working Capital Changes</b>	<b>2,186</b>	<b>1,818</b>	<b>2,046</b>	<b>1,655</b>	<b>1,326</b>
Changes in Working Capital	-14	90	-67	-46	-32
<b>Cash Generated from Operations</b>	<b>2,172</b>	<b>1,908</b>	<b>1,979</b>	<b>1,609</b>	<b>1,294</b>
Less: Direct Taxes paid	-339	-262	-399	-312	-233
<b>Net Cash from Operating Activities</b>	<b>1,833</b>	<b>1,646</b>	<b>1,580</b>	<b>1,297</b>	<b>1,061</b>
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
<b>Cash Flow from Investing Activities</b>	<b>-1,423</b>	<b>-1,096</b>	<b>-1,231</b>	<b>-1,298</b>	<b>-306</b>
<b>Cash Flow from Financing Activities</b>	<b>-445</b>	<b>-419</b>	<b>-306</b>	<b>-488</b>	<b>-295</b>
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>-36</b>	<b>131</b>	<b>44</b>	<b>-489</b>	<b>460</b>
Cash & Cash Equivalents at the beginning of the period	258	110	67	556	96
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>222</b>	<b>242</b>	<b>110</b>	<b>67</b>	<b>556</b>

## 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
<b>Total</b>	<b>1,822</b>	<b>2,554</b>	<b>2,465</b>	<b>2,277</b>	<b>1,729</b>

\*Current investments + investments with maturity more than 12 months (part of other non-current financial assets)



**VIJAYA  
DIAGNOSTIC  
CENTRE**

# Thank You

**For further information please contact:**

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