

May 11, 2017

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

The Bombay Stock Exchange Ltd
Phiroze Jeejeeboy Towers
Dalal Street,
Mumbai- 400 001

Dear Sirs,

Sub: Presentation and Media Release on Annual Results for the year ended 31-03-2017.

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We are forwarding copy of Presentation and Media Release on Annual Results of our company for the year ended 31-03-2017.

Please note that these two documents have only been uploaded in our website, and have not been distributed or advertised in newspapers or otherwise publicised.

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 / 4125 2525

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

(CIN : U85110MH2000PLC123882)



FY17 results presentation

May 09, 2017

Registered Office :
D/37-1, TTC MIDC, Turbhe,
Navi Mumbai – 400703.
CIN : U85110MH2000PLC123882

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Thyrocare Technologies Limited
[Stock Code NSE/ BSE - THYROCARE]

2017 FY Key Highlights



CY - Consolidated revenue ₹ 3068.06 million (PY ₹ 2409.65 million) – Growth of 27%

CY - Consolidated EBITDA ₹ 1183.70 million - EBITDA margin 39%

CY - Consolidated PAT ₹ 709.65 million – PAT margin 22%

CY – Revenue from pathology ₹ 2885.11 million (PY ₹ 2254.11 million) – Growth of 28%

CY – Revenue from radiology ₹ 182.95 million (PY ₹ 155.54 million) – Growth of 18%

* consolidation for 2015FY for part of the year.

Financial overview - pathology



₹ in million

Key Financials	2017 FY	2016 FY	2015 FY
Pathology			
Revenue #	2,885.11	2,254.11	1,778.42
Cost of material / tests ¹	(896.62)	(701.95)	(565.07)
Cost of personnel ²	(298.50)	(247.19)	(174.31)
Other expenses ³	(489.77)	(367.02)	(303.47)
EBITDA	1,200.22	937.95	735.57
EBITDA Margin	41.6%	41.6%	41.4%
Other income	80.79	52.04	76.95
Depreciation	(116.89)	(113.52)	(107.09)
Other expenses (non-routine)	(42.09)	(2.20)	(11.21)

[#] including revenue from sale of products

¹ including cost of material traded and cost of outsourced tests

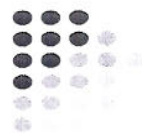
² including cost of consultant fees

³ excluding non routine & other expenses/ provisions towards CSR, impairment/ diminution, etc.

Thyrocare®

Think Thyroid. Think Thyrocare.

Financial overview - radiology



₹ in million

Key Financials	2017 FY	2016 FY	2015 FY
Radiology			
Revenue #	182.95	155.54	118.83
Cost of material ¹	(31.77)	(33.74)	(42.81)
Cost of personnel ²	(37.98)	(32.98)	(28.64)
Other expenses ³	(87.83)	(83.80)	(63.68)
EBITDA	25.37	5.02	(16.30)
EBITDA Margin	13.9%	3.2%	-13.7%
Other income	17.46	20.72	11.25
Depreciation	(67.76)	(73.02)	(57.43)
Other expenses (non-routine)	(0.84)	(13.17)	-

[#] including revenue from sale of FDG

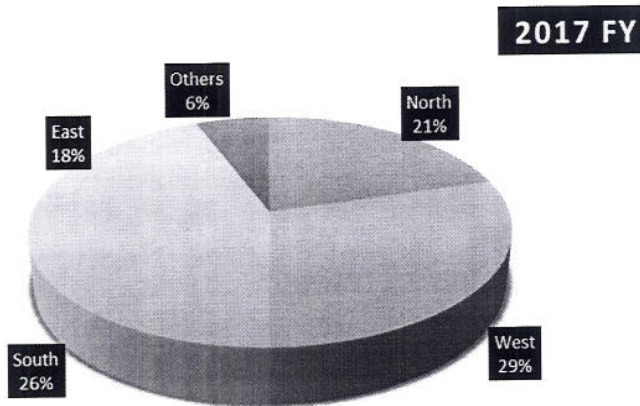
¹ including cost towards PPS associates

² including cost of nuclear consultant fees

³ excluding non routine & other expenses/ provisions towards claims, diminution, etc.



Regional review - pathology



₹ in million

Region	2017 FY	2016 FY
North	548.19	445.77
West	770.13	617.40
South	696.42	541.74
East	465.17	380.35
Others #	152.99	62.36

cloud - through direct sales associates, corporates, institutions and online



Center-wise – PET-CT

₹ in million

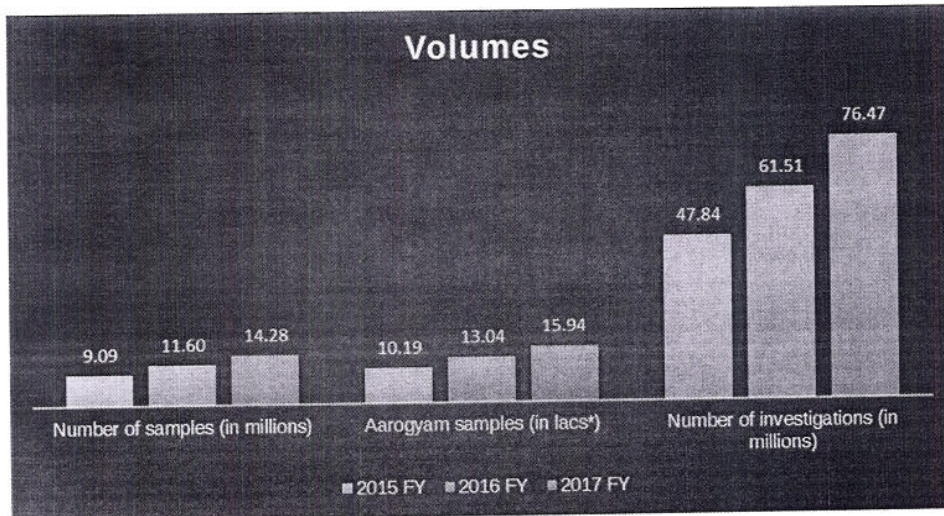
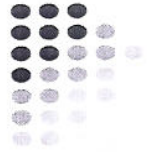
PET-CT centre	2017 FY		2016 FY	
	Revenue	No of scans	Revenue	No of scans
New delhi	67.13	8170	61.66	7480
Navi mumbai	64.85	7078	61.07	6651
Hyderabad	23.01	2325	17.34	1811
Surat ^s	11.22	876	-	-
Vadodra [#]	1.04	61	-	-

^s commissioned operations since September 17, 2016.
[#] commissioned operations since February 20, 2017.

New PET-CT centre proposed in the current financial year

- Raipur, CG (awaiting for license from AERB)
- Nashik, MH (awaiting for site approval from AERB)
- Mumbai – Borivali, MH (Site approval obtained)
- Mumbai – Prabhadevi, MH
- Jaipur, RS
- Kolkata, WB
- Aurangabad, MH

Preventive care - AAROGYAM



Aarogyam

Think Wellness. Think Aarogyam

Aarogyam Revenue –

- CY constitutes 52% of pathology revenue (PY 46%)
- CY 45% higher as compared to PY

B2C component –

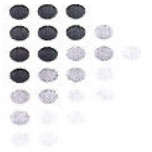
- in revenue ₹ 626.65 million (24%) [PY ₹ 383.38 million (19%)]

DSA component –

- in revenue ₹ 271.92 million [PY ₹ 136.68 million]

* No of samples tested for preventive care brand - Aarogyam (in lacs)

Disclaimer



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Thank you

Media Release

Mumbai, 9th May 2017

RECORD ANNUAL CONSOLIDATED NET PROFIT OF ₹ 709.65 MILLION, UP 37%

RECORD ANNUAL CONSOLIDATED EBIDTA OF ₹ 1183.70 MILLION, UP 27%

RECORD ANNUAL CONSOLIDATED Revenue OF ₹ 3068.06 MILLION, UP 27%

QUARTERLY CONSOLIDATED NET PROFIT OF ₹ 189.50 MILLION, UP 23%

QUARTERLY CONSOLIDATED EBIDTA OF ₹ 331.70 MILLION, UP 24%

QUARTERLY CONSOLIDATED Revenue OF ₹ 876.71 MILLION, UP 23%

Thyrocare Technologies Limited (the “company”) today reported its financial performance for the quarter/ year ended March 31, 2017. Thyrocare Technologies Limited has continued to grow ahead compared to the Industry standards and posted encouraging growth of 28% in pathology business.

The preventive care brand ‘Aarogyam’ coupled with the other initiatives in the form of regional processing laboratories, BTECHs, direct sales associates, corporate/ institutional business, online clients, direct bookings, etc. has significantly contributed to the growth during the financial year. The revenue from B2C segment has also contributed to the growth in the revenue. The preventive care brand ‘Aarogyam’ alone constitutes more than 52% of the total revenue from pathology business and Thyrocare Technologies Limited emerged as the premium and cost effective preventive care healthcare solution provider in the segment.

Media Release

Thyrocare Technologies Limited has widespread business across the country with touch points scattered pan India. During the financial year, the company has generated around 29% of total revenue from West, 26% from South, 21% from North and around 16% from East region of the country. The company has performed during the year 7.65 crore investigations on 1.43 crore samples.

Nuclear Healthcare Limited, the wholly owned subsidiary of Thyrocare Technologies Limited, also expanded its presence in Surat and Vadodra during the current financial year. The subsidiary is in the process of setting up PETCT in Raipur, Nashik, Mumbai, Jaipur and other parts of the country.

The highlights of the audited financial results as compared to the previous year are :

CONSOLIDATED FINANCIAL PERFORMANCE

(₹ in million)	3 months ended March 31, 2017 Audited	3 months ended December 31, 2016 Unaudited	3 months ended March 31, 2016 Unaudited	% change w.r.t. previous quarter	% change w.r.t. previous financial year quarter	Year ended March 31, 2017 Audited	Previous Year ended March 31, 2016 Audited	% change w.r.t. previous financial year
Revenue from operations	876.71	710.58	650.55	23%	35%	3,068.06	2,409.65	27%
EBTDA	331.70	267.56	245.85	24%	35%	1,183.70	934.97	27%
Profit after tax	189.50	153.79	139.36	23%	36%	709.65	518.01	37%
Earnings Per Share (of Rs. 10/- each) (not annualised):								
Basic	3.53	2.86	2.71	23%	30%	13.21	10.06	31%
Diluted	3.52	2.86	2.70	23%	30%	13.19	10.06	31%

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This media release 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 media release comprises information given in summary form and does not purport to be complete. This media release should not be considered as a recommendation to any investor to purchase the equity shares of the company. This media release includes statements that are, or may be deemed to be, "forward-looking statements". By their nature, forward-looking statements involve risks and uncertainties because they relate

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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.

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