

November 10, 2022

To, Listing Department National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051 Company Code No. VIJAYA To,

The Corporate Relations Department BSE Limited, Phiroz Jeejeebhoy Towers, 25th Floor, Dalal Street Mumbai- 400 001 Company Code No. 543350 1000

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 that would be used in the Investors / Analysts earnings conference call scheduled to be held on November 11, 2022 at 12.00 noon IST.

Please take the information on record.

Thanking you,

For Vijaya Diagnostic Centre Limited

Anusha Kanumuru Company Secretary

Vijaya Diagnostic Centre Limited (Formerly known as Vijaya Diagnostic Centre Pvt. Ltd.), 3-6-16 & 17, Street # 19, Himayath Nagar, Hyderabad-29, Telangana © 040-2342 0422 to 27 | 🗷 info@vijayadiagnostic.com | www.vijayadiagnostic.com

The Pioneers in Diagnostic Medicare...





Vijaya Diagnostic Centre Limited

Q2 & H1FY23 Earnings Presentation

November 10, 2022

Safe Harbour



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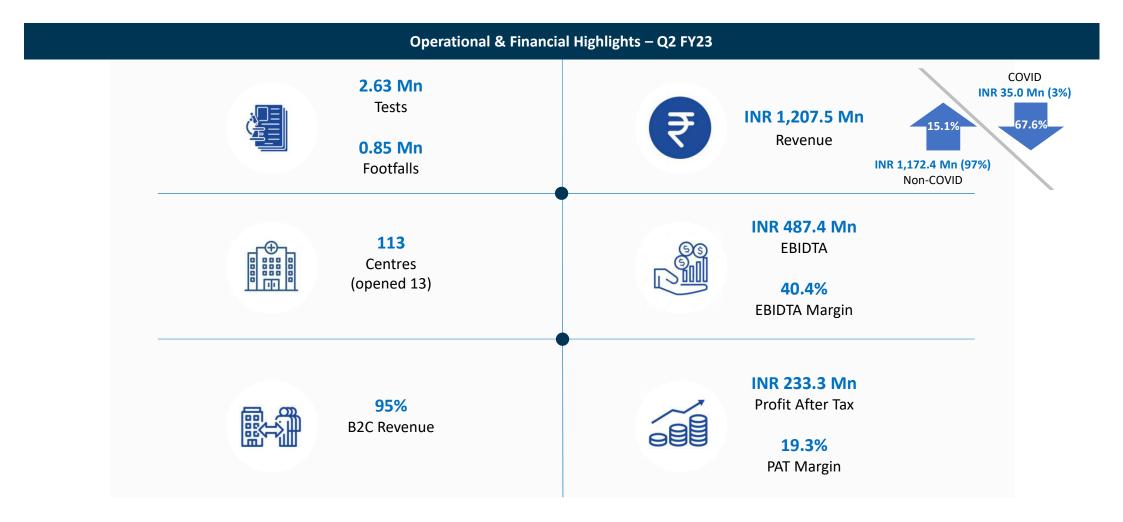
All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



The Pioneers in Diagnostic Medicare...

Q2 FY23 – Performance Snapshot





Management comment





Commenting on the Q2FY23 results performance, Ms. Suprita Reddy, CEO at Vijaya Diagnostic Centre Ltd. said:

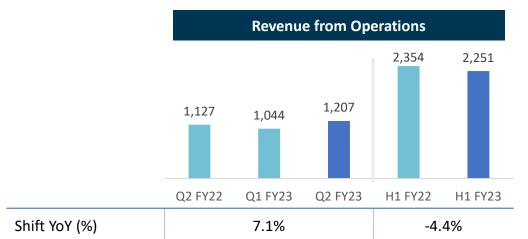
"We have delivered an encouraging performance in Q2FY23 with our revenues increasing by 15.7% and EBITDA increasing by 22.2% on a Q-o-Q basis. Despite considerably expanding our centers, our teams have made dedicated efforts to drive efficiencies leading to industry-leading EBITDA margins of 40.4% during the quarter.

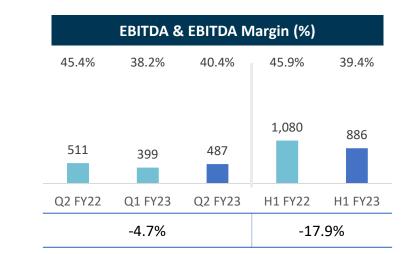
We have recently operationalized one of our largest 16,000 sq. ft. state-of-the-art Punjagutta centre in Hyderabad. Along with the commissioning of major hubs in the past few months, we have made healthy progress on expanding our mid and small sized spokes in our focused markets during the quarter. Furthermore, various steps to enhance the overall digitization aspect in our operations are progressing well and we expect these digital initiatives to considerable enhance the overall operational efficiency at all our centres.

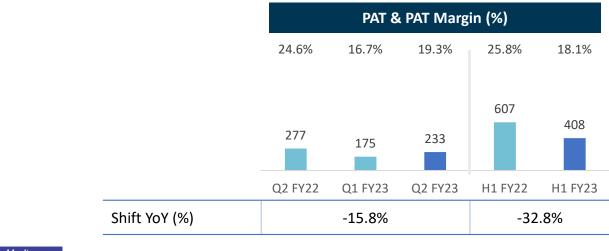
The key pillars of our business are our integrated diagnostic services, substantial presence in high-margin B2C business, and a strong brand salience. This coupled with our other inherent strengths should assist the Company to deliver sustainable growth, going forward."

Key Financial Highlights – Q2 & H1 FY23

(INR Mn)







The Pioneers in Diagnostic Medicare...

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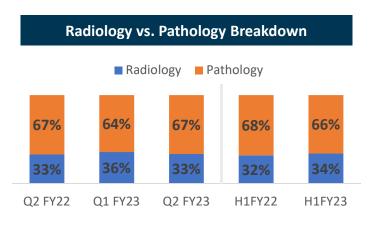
VIJAYA

DIAGNOSTIC

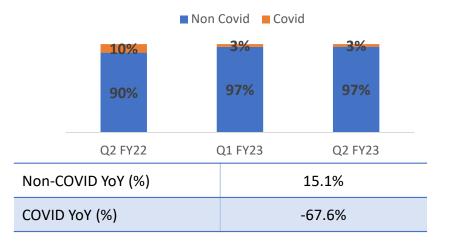
Revenue Mix – Q2 & H1FY23

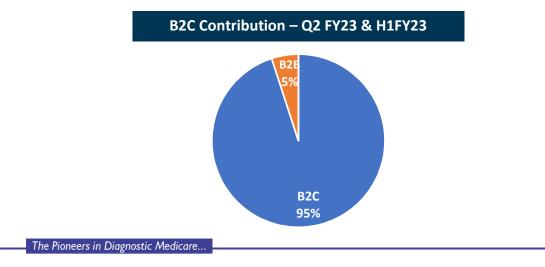


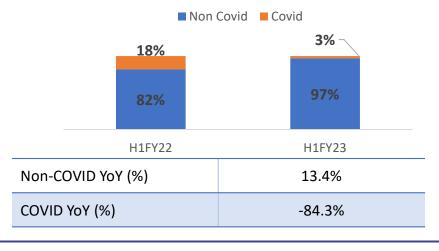




Non-COVID & COVID Allied Breakdown







Continued positive witnessed operational momentum in performance

- The company registered growth on a month-on-month basis on the back of healthy traction seen in non-covid business across all segments
- As the environment normalizes, the non-covid offerings would continue to shift to pre-pandemic levels

Launches state-of-the-art **Punjagutta Centre**

VDCL recently operationalized its 16,000 sq.ft. centre at Punjagutta, Hyderabad

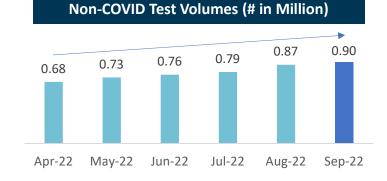
Q2 & H1FY23 – Key Developments

- This state-of-the-art facility is the ٠ first diagnostic centre in South India to have 'Walk-in Walk-out Dual source CT' and 'BioMatrix 3T'
- Additionally, the centre is also well equipped with other advanced radiology equipment's like 'PET CT' and 'Gamma Camera'

VIJAYA DIAGNOSTIC CENTRE Wide Bore 3T MRI කා සික්ෂෝම්,කිදි කිස්ම Walk-In Walk-Out Powerful Smoother Faster

Punjagutta Facility

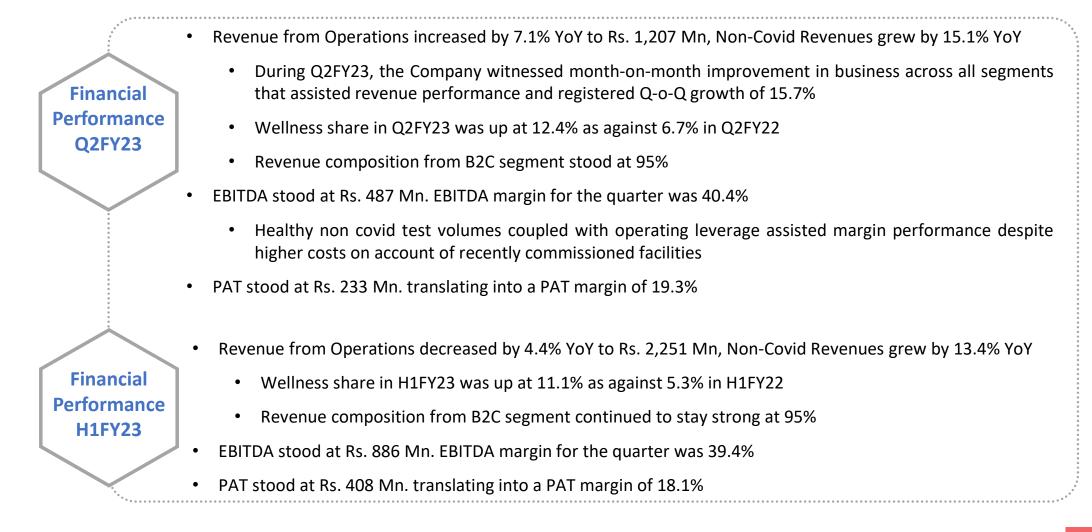






Q2 & H1FY23 - Financial and Operational Discussions (Y-o-Y)

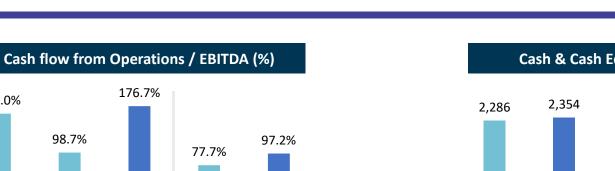


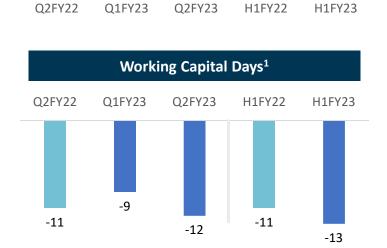


Key Financial Highlights

164.0%

98.7%

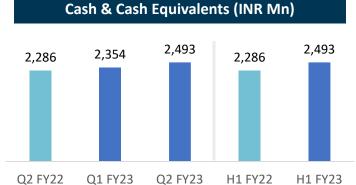




176.7%

77.7%

Note 1: Quarterly Revenue figures are annualized



- Cash flow from Operations stood at Rs. 861 mn. as • on Sept. 30, 2022
- Cash and Cash Equivalents stood at Rs. 2,493 mn. • as on Sept. 30, 2022
- Working Capital Days continues to remain • negative at -12 in Q2FY23



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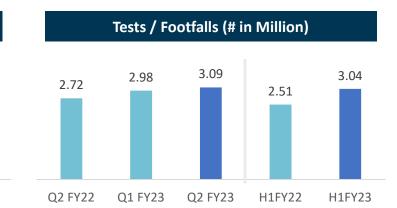
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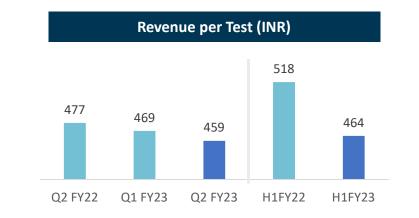
DIAGNOSTIC

Key Operational Highlights









Revenue per Footfall (INR) 1,418 1,407 1,395 1,295 1,297 Q2 FY22 Q1 FY23 Q2 FY23 H1FY22 H1FY23

1.81

1.60

H1FY23

Company recorded steady growth in No. of tests on YoY basis led by Non-COVID customers in H1FY23 ٠

Consolidated Profit & Loss Account – Q2 & H1 FY23



Particulars	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Revenue from operations	1,207.5	1,127.1	7.1%	1,043.6	15.7%	2,251.1	2,353.9	-4.4%
Cost of materials consumed	166.5	162.4	2.6%	130.3	27.8%	296.9	373.2	-20.5%
Employee benefits expense	197.4	171.0	15.5%	194.8	1.4%	392.2	332.4	18.0%
Other expenses	356.1	282.3	26.2%	319.6	11.4%	675.7	568.3	18.9%
EBITDA	487.4	511.5	-4.7%	398.9	22.2%	886.3	1,080.0	-17.9%
EBITDA Margin (%)	40.4%	45.4%	-500 bps	38.2%	220 bps	39.4%	45.9%	-650 bps
Other income	33.0	31.5	4.7%	27.7	19.3%	60.7	64.4	-5.7%
Depreciation and amortization expense	159.0	124.8	27.5%	141.8	12.2%	300.8	244.0	23.3%
EBIT	361.4	418.3	-13.6%	284.9	26.9%	646.3	900.4	-28.2%
Finance costs	48.7	39.4	23.8%	47.7	2.3%	96.4	79.4	21.4%
Profit before Tax	312.7	378.9	-17.5%	237.2	31.8%	549.9	821.0	-33.0%
Tax expenses	78.0	98.9	-21.1%	61.6	26.6%	139.7	207.814	-32.8%
Profit before Minority Interest	234.7	280.0	-16.2%	175.6	33.7%	410.2	613.2	-33.1%
Minority Interest	1.4	2.9	-50.2%	1.1	32.7%	2.5	6.4	-61.2%
Profit after Tax (PAT)	233	277	-15.8%	175	33.7%	408	607	-32.8%
PAT Margin (%)	19.3%	24.6%	-530 bps	16.7%	260 bps	18.1%	25.8%	-770 bps
EPS – Basic (INR)*	2.3	2.7	-15.8%	1.7	29.2%	4.0	6.0	-32.8%

(INR Mn)

The Pioneers in Diagnostic Medicare...

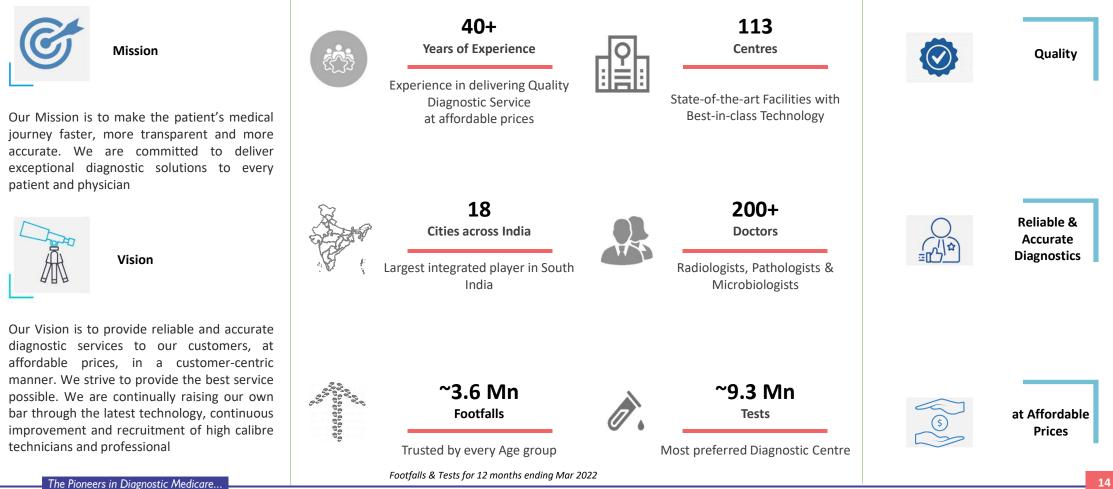
*Not annualized



Vijaya at a Glance

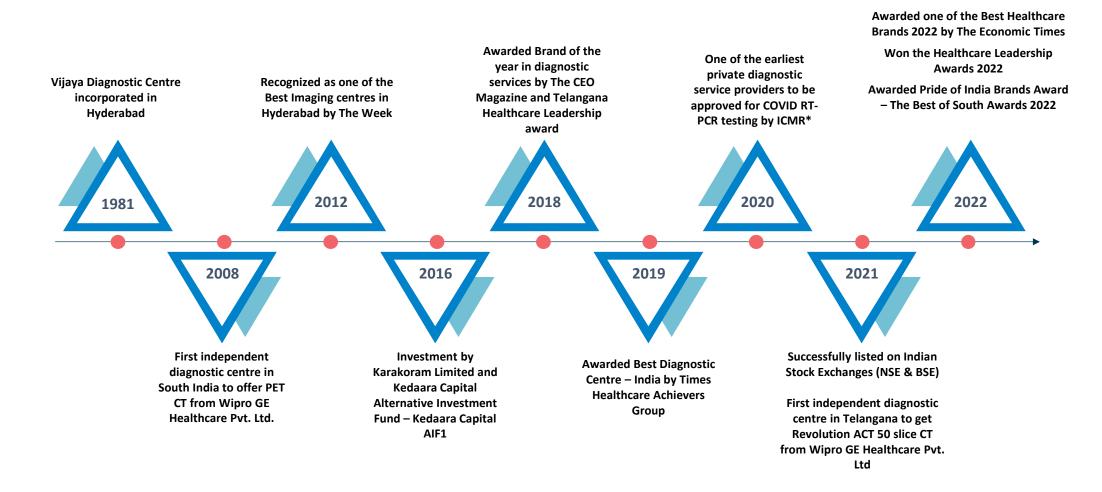


Vijaya Diagnostic Centre Limited is the largest integrated diagnostic chain in South India with 113 state-of-the-art centres spread across 17 cities



Our Journey

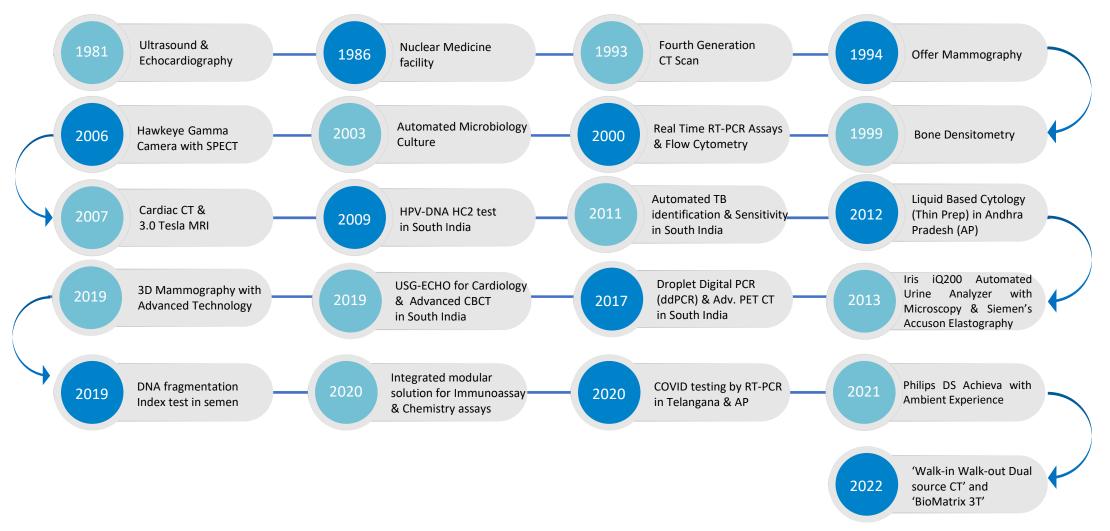
VIJAYA DIAGNOSTIC VIJAYA CENTRE



*ICMR: Indian Council of Medical Research; NSE: National Stock Exchange, BSE: Bombay Stock Exchange

At the Forefront of Introducing New Technologies

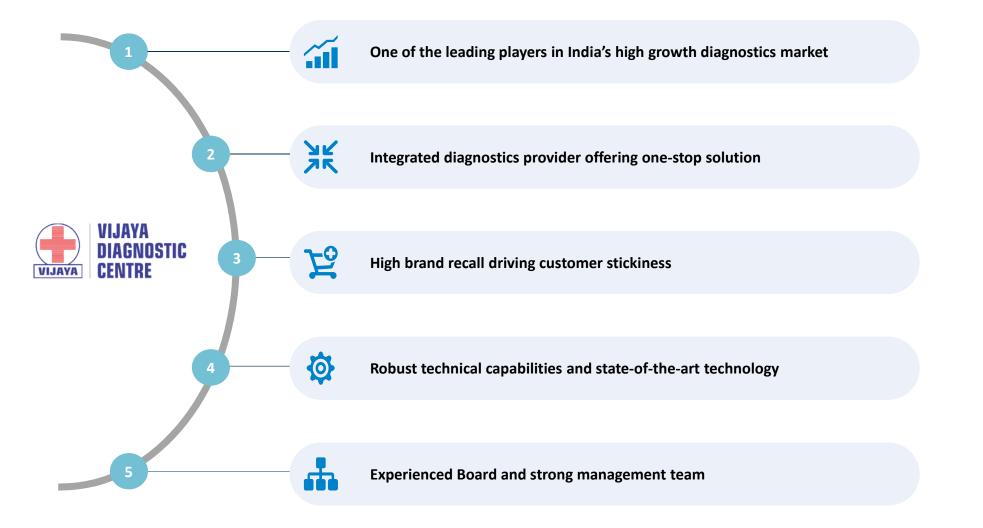


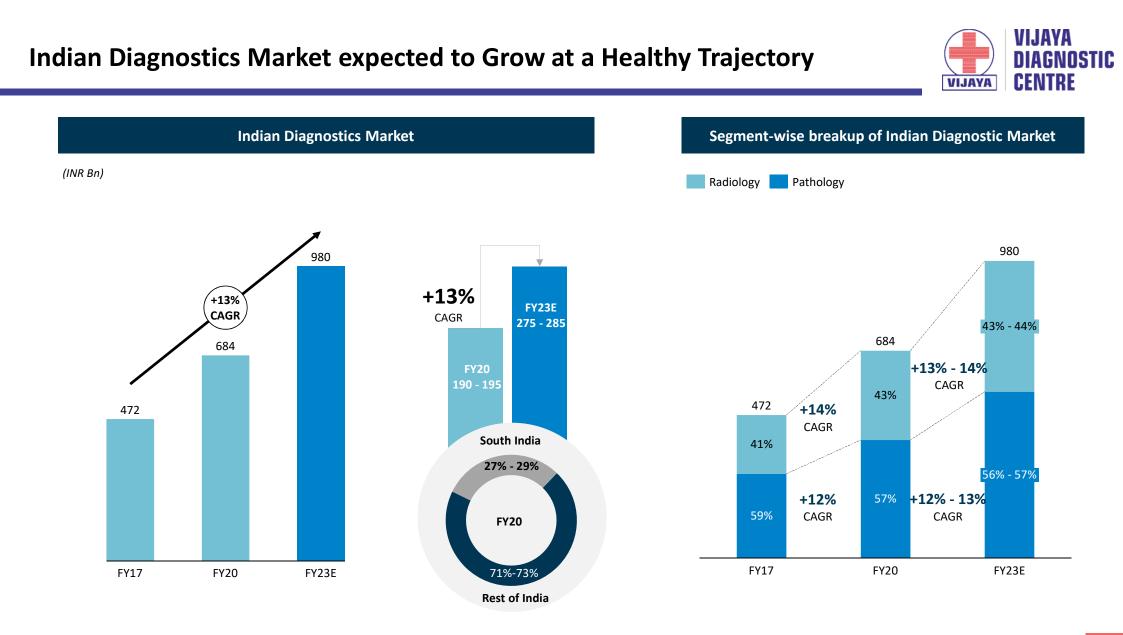


The Pioneers in Diagnostic Medicare..

Our Pillars of Strength

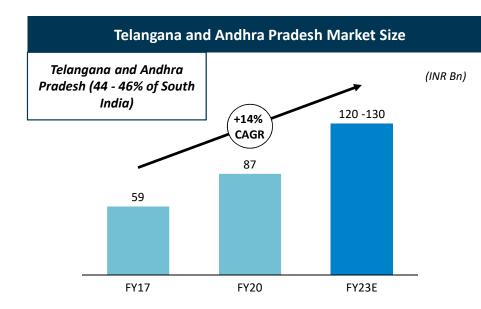






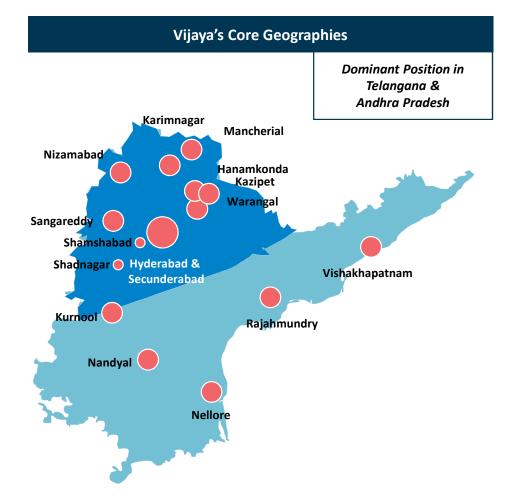
One of the leading players in India's high growth diagnostics market

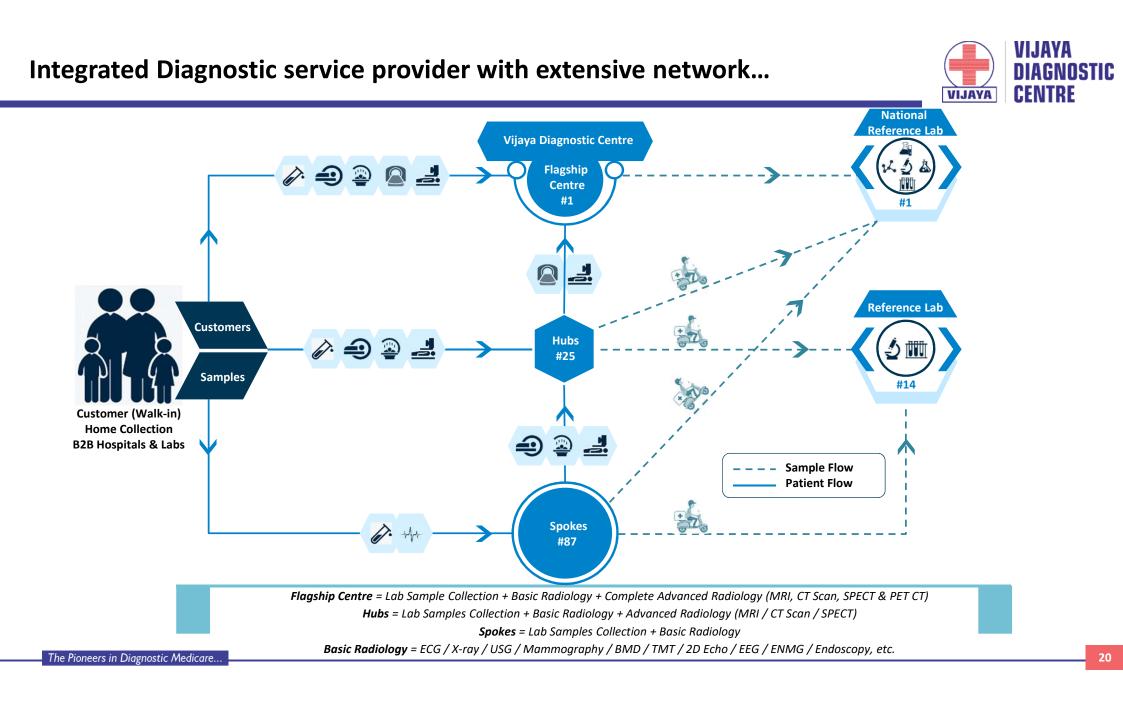




Growth Drivers:

- Rising NCDs in the states
- Increasing share of aged population
- Rising health awareness
- Increasing health insurance penetration
- Conducive government healthcare schemes



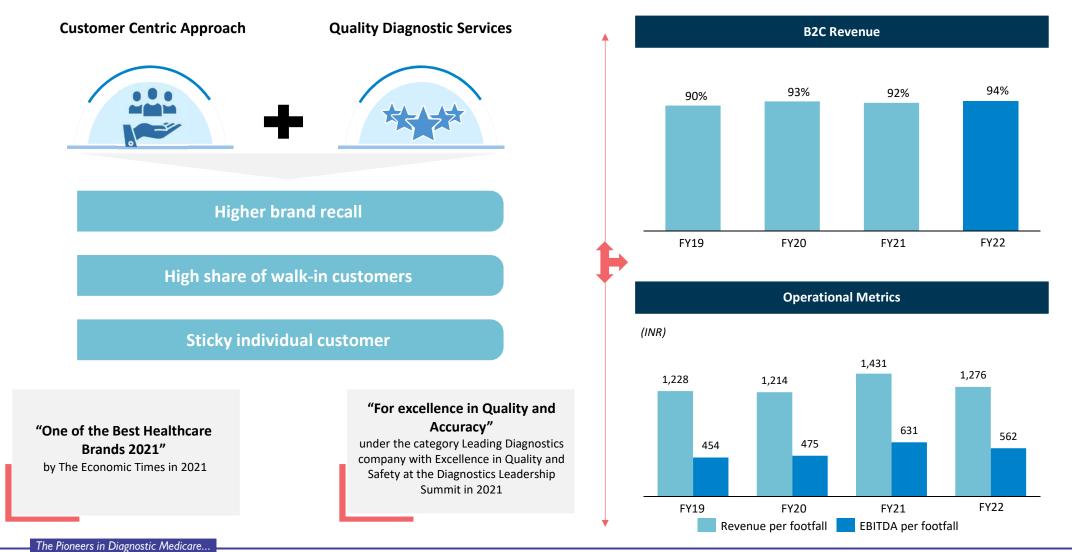




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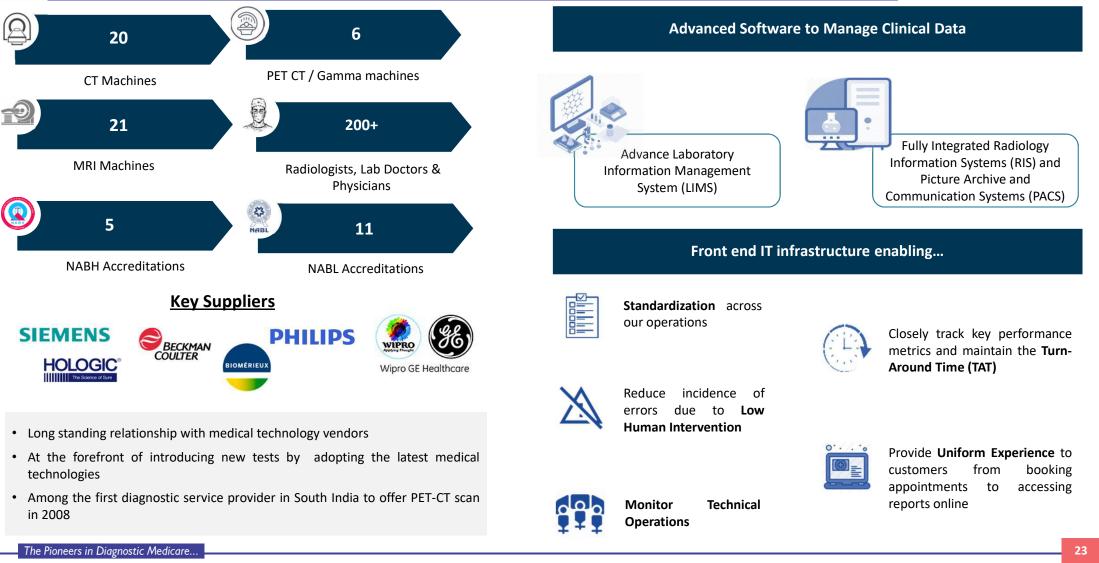
High brand recall driving customer stickiness





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





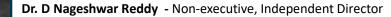
Experienced Board of Directors





Dr. S Surendranath Reddy - 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 Provisional degree of Doctor of Medicine in Radiology



- 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



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



- Shekhar Prasad Singh Non-executive, Independent Director
- Ex-Chief Secretary to Government of Telangana
- Retired IAS officer of 1983 batch



- Satyanaryana Murthy Chavali Non-executive, Independent Director
- Ex-CEO of Aurigene Discovery Technologies Ltd.
- Holds BTech from IIT, Madras and MBA from IIM, Bangalore



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



- 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





Dr. S. Surendranath Reddy

Executive Chairman

- 40+ years of experience in building Vijaya as South India's largest integrated diagnostic chain
- Holds Bachelor's degree in Medicine and Provisional degree of Doctor of Medicine in Radiology
- He is a life member of the Indian Radiological and Imaging Association.



Mr. Sunil Chandra Kondapally

Executive Director

- With Vijaya since incorporation and experienced in operations, quality accreditation, finance, marketing and network expansion departments
- 17+ Years of experience in healthcare industry & founded Trikona Pharmaceuticals Pvt. Ltd. (2016) and QPS Bioserve India Pvt. Ltd. (2004)
- Holds bachelor's degree in electrical engineering from Florida State University



Ms. Suprita Reddy

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 in 2019
- Holds bachelors degree in commerce from Osmania University



Mr. Narasimha Raju K.A

Chief Financial Officer

- Associated with Vijaya from June 2017 to Nov 2020 and rejoined in March 2021
- 14+ years of experience in audit, financial reporting, regulatory compliance and accounting advisory
- Previously worked with SR Baltliboi & Co., NSL Renewable Power Pvt. Ltd. etc
- Holds bachelor's degree of commerce from Osmania University and member of the Institute of Chartered Accountants of India



Ms. Anusha Kanumuru

Company Secretary & Compliance Officer

- 12 + years of experience in handling works relating to public issue(s), private placement(s), merger(s), foreign investment, listing formalities with the Stock Exchanges, Company Law, FEMA and Stock Exchange Compliances including regulatory approvals
- Associate member of ICSI and holds Bachelor's degree in Commerce and Corporate Affairs
- Previously worked with Aurobindo Realty, IVRCL Ltd etc

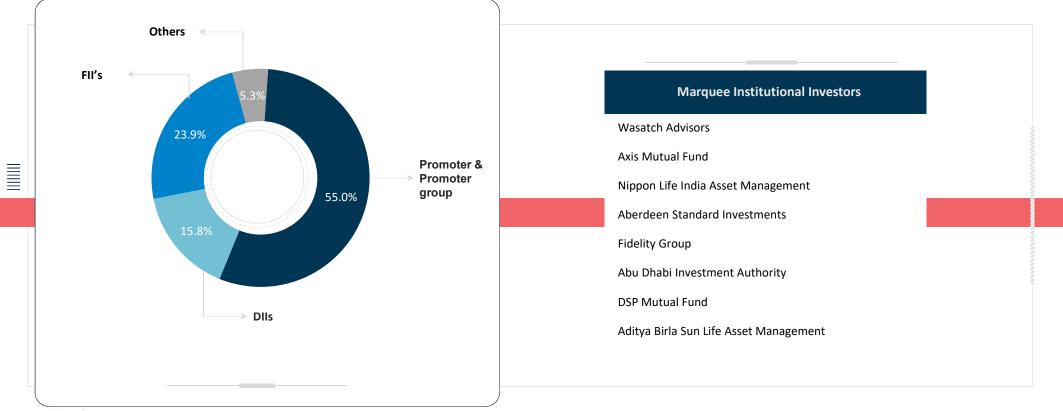
Awards & Accolades





Shareholding Pattern as of 30th Sep 2022



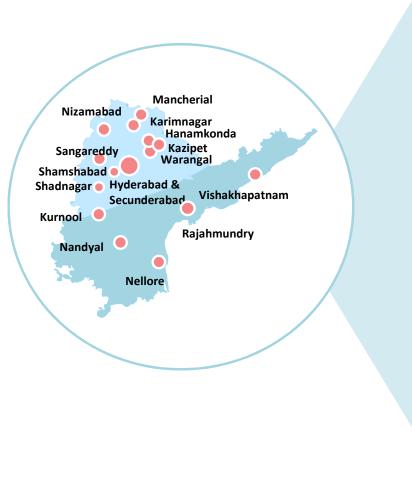


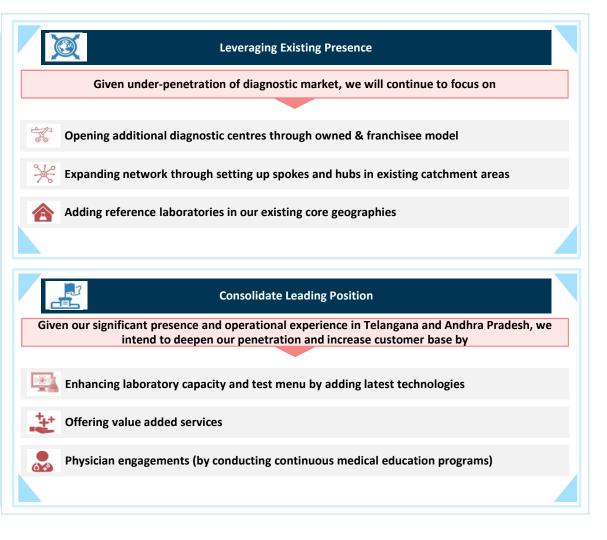
As on 30th September 2022 DII's: Mutual Funds, AIF's and QIB's Others: Retail, Bodies Corporate and others



Deepen Footprint in our Core Markets - Telangana & Andhra Pradesh

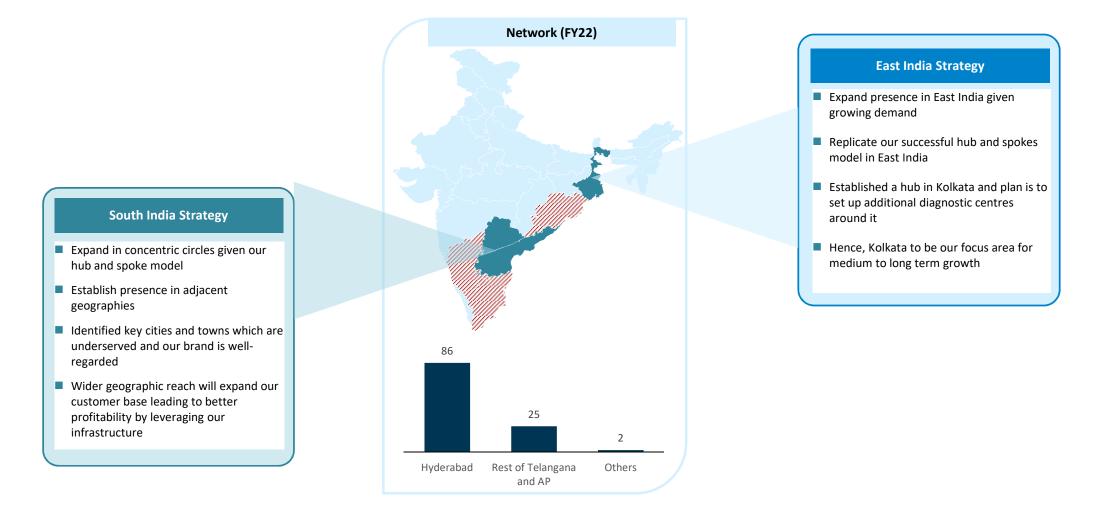






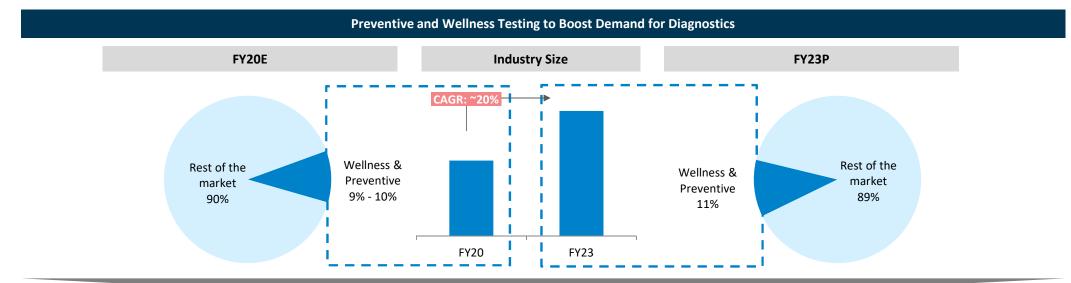
Expand in Adjacent Geographies & East India





Continued Focus on Providing Customer Centric Services and Offerings





 Key Drivers

 Increasing chronic and lifestyle diseases

 Corporate tie-ups

 Increasing disposable income

 Increasing service offerings

 Grow our co

 Expansion of

Our Strategy

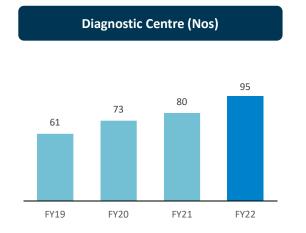
- Increase diagnostic services by offering additional preventive and wellness services through adoption of new cutting-edge diagnostic testing technology
- Providing home collection services and point-of-contact testing to complement walk-in
- Expand specialty tests, disease specific profiles and provide customized packages
- Grow our corporate customer base by catering to their needs
- Expansion of chronic disease management and wellness programs

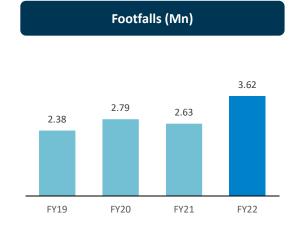


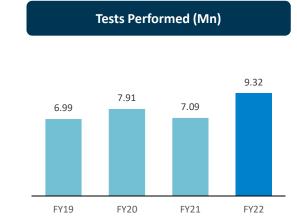
The Pioneers in Diagnostic Medicare...

Robust Operational Metrics

VIJAYA DIAGNOSTIC VIJAYA CENTRE

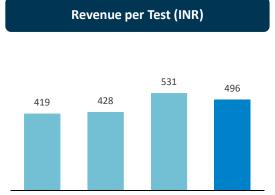






Test per Footfall (Nos)							
				Impa	act of	COVID	-19
2.93		2.83		2.69		2.57	
						2.37	

2.83 2.69 2.57 FY20 FY21 FY22



FY21

FY22

FY20

FY19

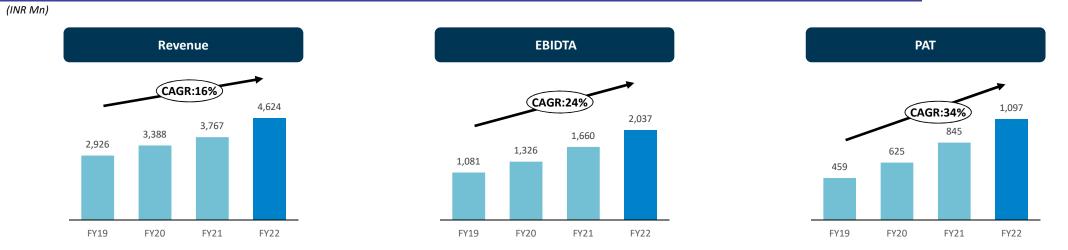


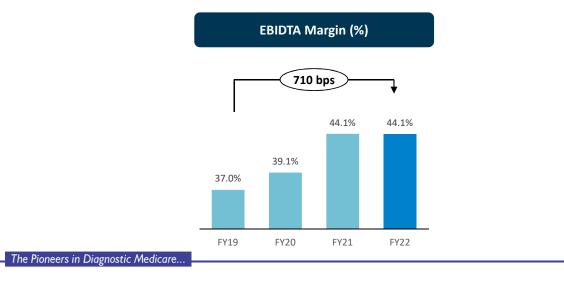


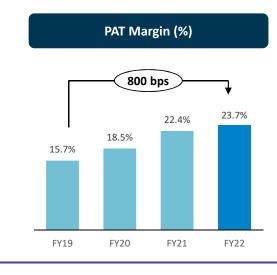
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FY19

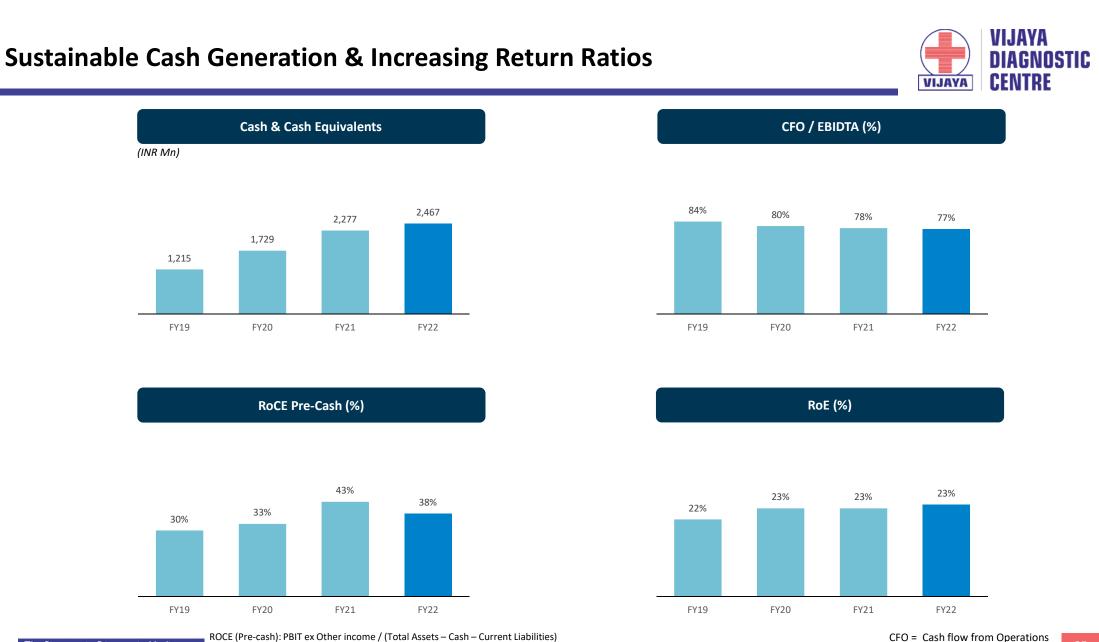
Consistent Financial Performance



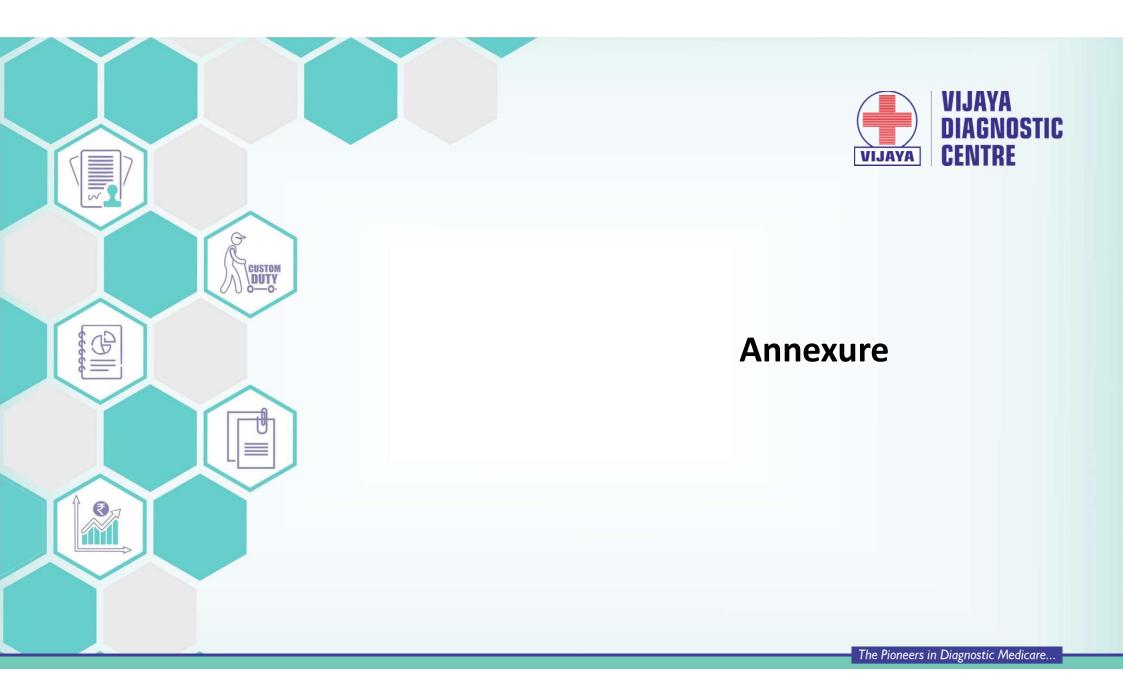




VIJAYA DIAGNOSTIC CENTRE



The Pioneers in Diagnostic Medicare...



Consolidated Profit & Loss Account



(INR Mn)

Particulars	FY22	FY21	FY20	FY19
Revenue from operations	4,624	3,767	3,388	2,926
Cost of materials consumed	715	571	439	405
Employee benefits expense	707	574	624	539
Other expenses	1,165	962	999	901
EBITDA	2,037	1,660	1,326	1,081
EBITDA %	44.1%	44.1%	39.1%	37.0%
Other income	128	118	154	104
Depreciation and amortization expense	527	505	492	396
ЕВІТ	1,638	1,274	988	789
Finance costs	165	152	154	135
Profit before Tax	1,474	1,121	834	653
Tax expenses	367	270	209	190
Profit after Tax before Minority Interest	1,107	851	625	463
Minority Interest	10	6	0	4
Profit after Tax	1,097	845	625	459
PAT %	23.7%	22.4%	18.5%	15.7%
EPS – Basic (INR)	10.76	8.28	6.13	4.50

Consolidated Balance Sheet



(INR Mn)

Assets	Mar-22	Mar-21	Mar-20	Mar-19
NON-CURRENT ASSETS	4,436	3,022	2,959	2,689
Property, plant and equipment	1,966	1,358	1,398	1,437
Capital work-in-progress	341	82	93	27
Goodwill	53	53	53	69
Other intangible assets	14	6	10	7
Right of use asset	1,672	1,260	1,254	1,079
Intangible assets under development	1	12	4	-
Financial assets				
- Investments	0	0	0	0
- Other financial assets	75	122	55	43
Deferred tax assets	89	61	16	12
Income tax assets	2	6	9	8
Other assets	223	61	67	7
CURRENT ASSETS	2,699	2,388	1,865	1,374
Inventories	43	26	28	22
Financial assets				
- Investments	542	276	547	688
- Trade receivables	98	64	80	91
- Cash and cash equivalents	110	67	556	96
- Bank balances other than Cash and cash equivalents	1,813	1,876	626	430
- Loans	0	0	1	4
- Other financial assets	51	52	5	26
Other current assets	41	27	22	17
TOTAL ASSETS	7,135	5,409	4,824	4,063
TOTAL ASSETS The Pioneers in Diagnostic Medicare	7,135	5,409	4,024	4,005

EQUITY AND LIABILITIES	Mar-22	Mar-21	Mar-20	Mar-19
EQUITY	4,695	3,592	2,741	2,069
Equity share capital	102	45	45	45
Instruments entirely equity in nature	-	-	-	24
Other equity	4,593	3,547	2,696	2,000
NON-CURRENT LIABILITIES	1,778	1,377	1,494	1,422
Financial liabilities				
- Borrowings	0	33	221	315
- Lease liabilities	1,703	1,265	1,196	1,034
- Other financial liabilities	0	2	9	19
Provisions	74	77	67	53
Other liabilities	1	1	1	1
CURRENT LIABILITIES	661	440	589	572
Financial liabilities				
- Borrowings	6	12	13	20
- Lease liabilities	126	101	88	73
- Trade payables	216	222	217	218
- Other financial liabilities	248	61	224	204
Income tax liabilities	9	16	15	15
Provisions	21	7	11	11
Other liabilities	35	20	21	31
TOTAL EQUITY AND LIABILITIES	7,135	5,409	4,824	4,063

Consolidated Cash Flow Statement



(INR Mn)

Particulars	Mar-22	Mar-21	Mar-20	Mar-19
Cash Flow from Operating Activities				
Profit before Tax	1,474	1,121	834	653
Adjustment for Non-Operating Items	572	534	492	431
Operating Profit before Working Capital Changes	2,046	1,655	1,326	1,084
Changes in Working Capital	-67	-46	-32	8
Cash Generated from Operations	1,975	1,609	1,294	1,092
Less: Direct Taxes paid	-399	-312	-233	-187
Net Cash from Operating Activities	1,580	1,297	1,061	905
Purchase and construction of property, plant and building (net)	-1,223	-312	-375	-591
Investments (net)	-127	-1,033	11	-314
Others	120	47	57	6
Cash Flow from Investing Activities	-1,226	-1,298	-306	-898
Cash Flow from Financing Activities	-306	-488	-295	-72
Net increase/ (decrease) in Cash & Cash equivalent	44	-489	460	-65
Cash & Cash Equivalents at the beginning of the period	67	556	96	161
Cash & Cash equivalents at the end of the period	110	67	556	96

Cash and Cash Equivalents

Particulars	Mar-22	Mar-21	Mar-20	Mar-19
Investments*	543	335	547	688
Cash and cash equivalents	110	67	556	96
Bank balances other than Cash and cash equivalents	1,813	1,876	626	430
Total	2,467	2,277	1,729	1,215

The Pioneers in Diagnostic Medicare...

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





THANK YOU



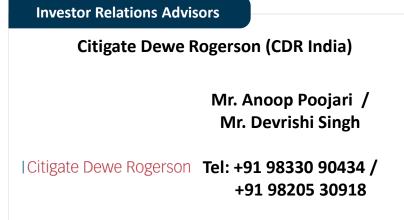
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