

Date: 28th January, 2022

To,
The Manager,
Dept. of Corporate Services,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001

Dear Sir/Madam,

Sub: Investors Presentation-Reg.

Ref: Script Code# 532372

With reference to the Regulation 30 of the SEBI(LODR) Regulations, 2015, please find enclosed the Investors Presentation.

This is for your information and records.

Thanking you,

Yours faithfully,

For Virinchi Limited



K Ravindranath Tagore
Company Secretary
M.No.A18894

INVESTOR PRESENTATION



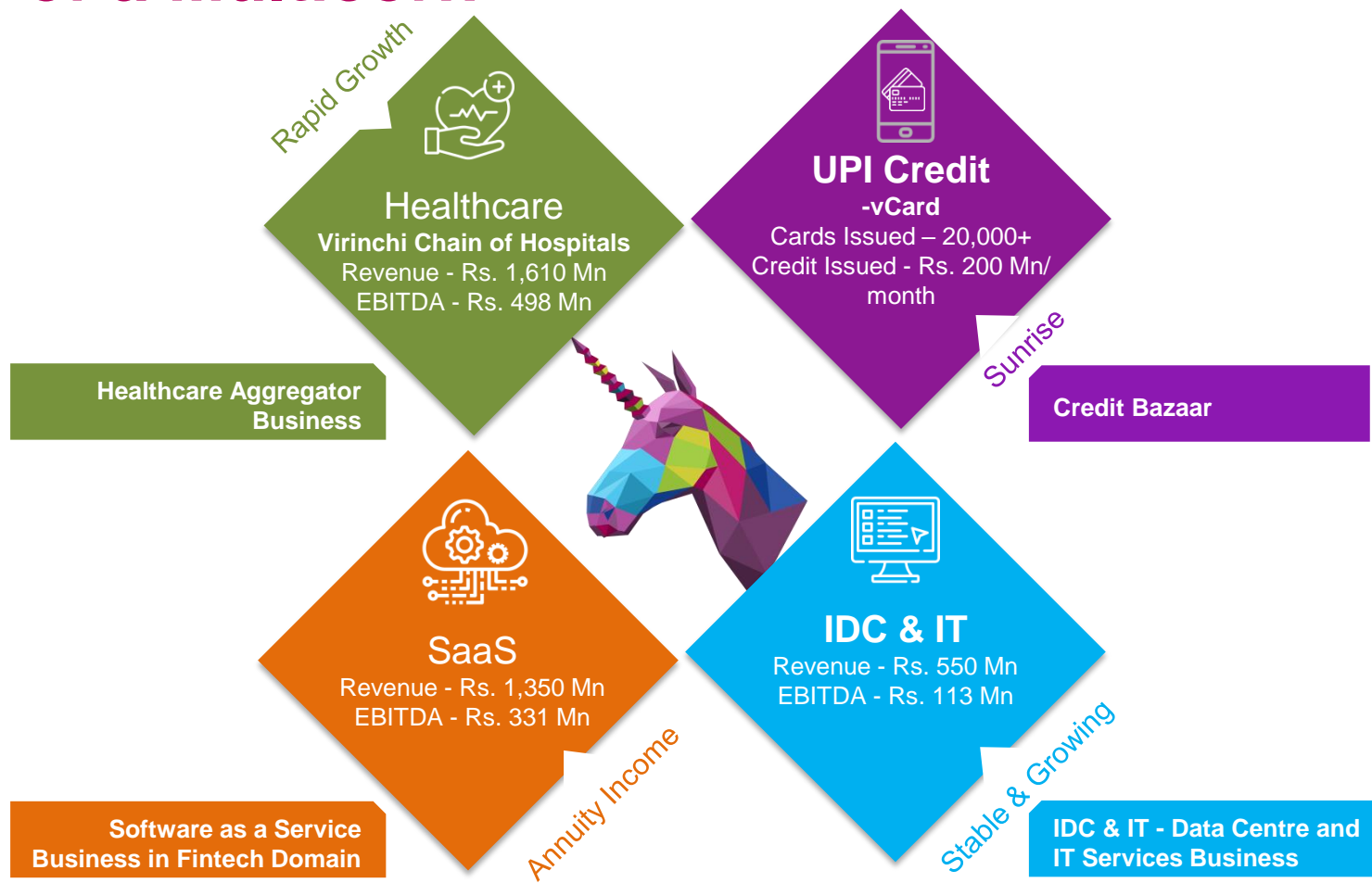
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Rise of a Multicorn



4 Revenue Streams

2. IDC & IT Services
Datacenters at California and Atlanta
IT Services (Security and Cloud)



1. SaaS

Loan management solution for
NBFC's in US



3. Credit Bazaar

Providing Line of Credit for UPI transactions
in India via mobile app, vCard



4. Healthcare

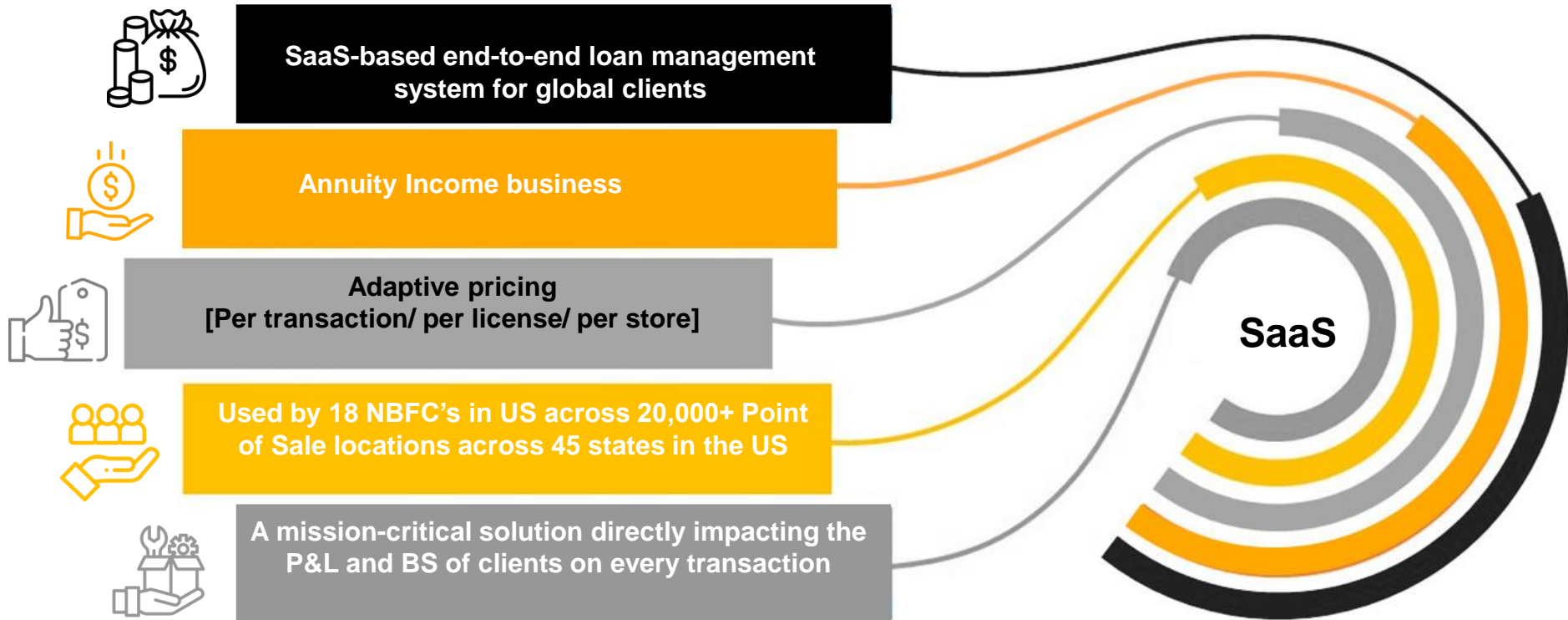
Chain of 3 Hospitals with 700 beds





1st Revenue Stream - SaaS Business

1st Revenue Stream - SaaS Business



SaaS Product Variants

QFund™ provides a complete solution for managing the Payday loan transactions for loans that are disbursed to borrowers in return for checks drawn on the lending company.

Loan against Salary



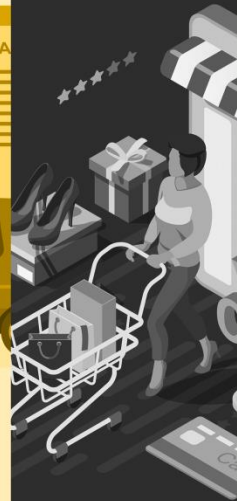
Instalment Loan



Title / Auto Equity Loan



Buy Now, Pay Later (BNPL)



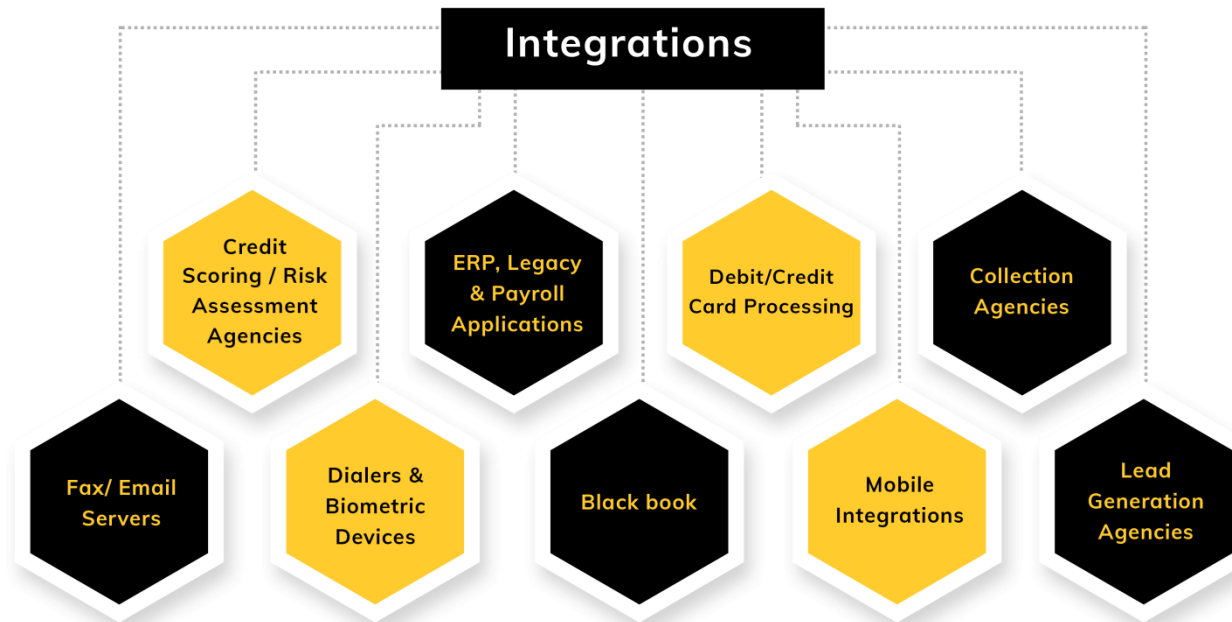
Line of Credit (Secured / Unsecured)



SaaS - Works as an Omni-channel



Cross Sectional View of SaaS



CL VERIFY™

veritec

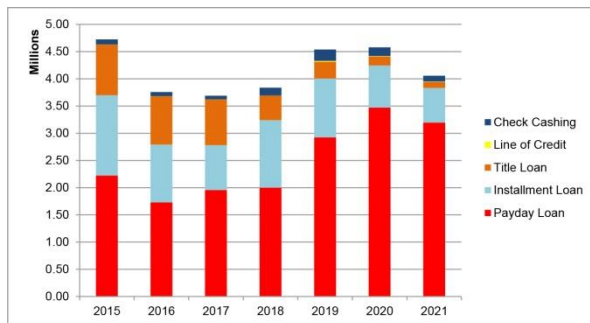


ECHO



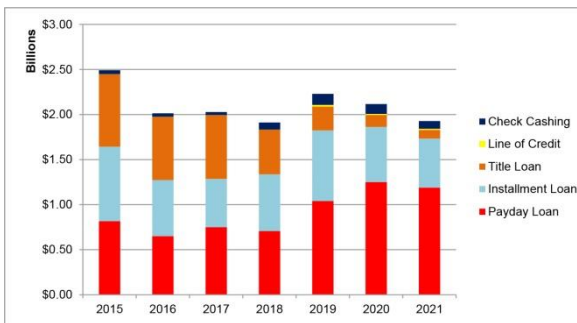
SaaS – 7 Years' KPIs

Year wise Loans (# in Million)



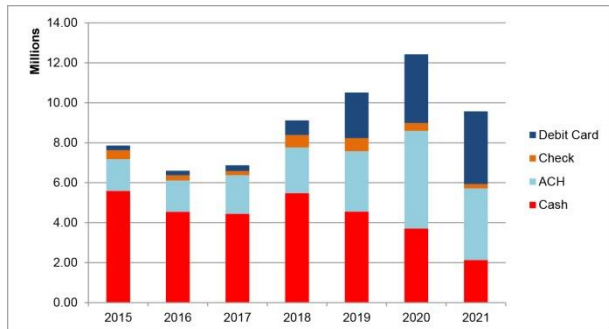
29,000,000
Total
Number of
Loans
Sanctioned

Year wise Loans (\$ Billion)



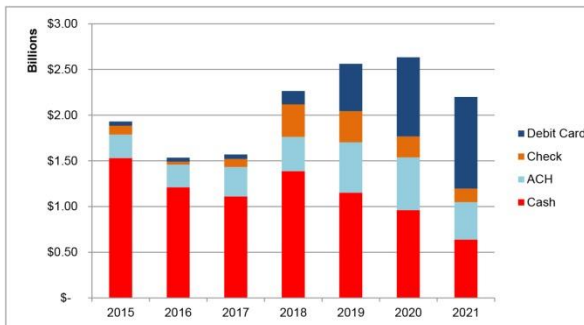
\$14,700,000,000
Total Loan
Amount
Sanctioned

Year wise Payments (# in Million)



62,900,000
Total
Number of
Payments
processed

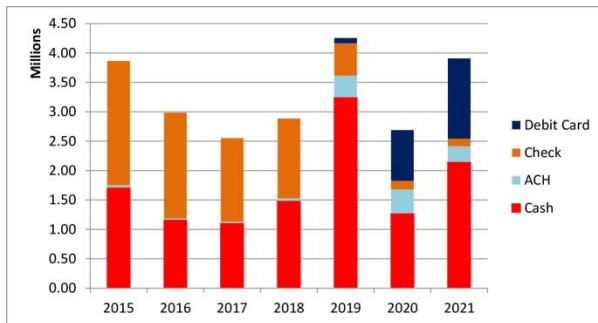
Year wise Payments (\$ Billion)



\$14,000,000,000
Total Amount
Processed

SaaS – 7 Years' KPIs

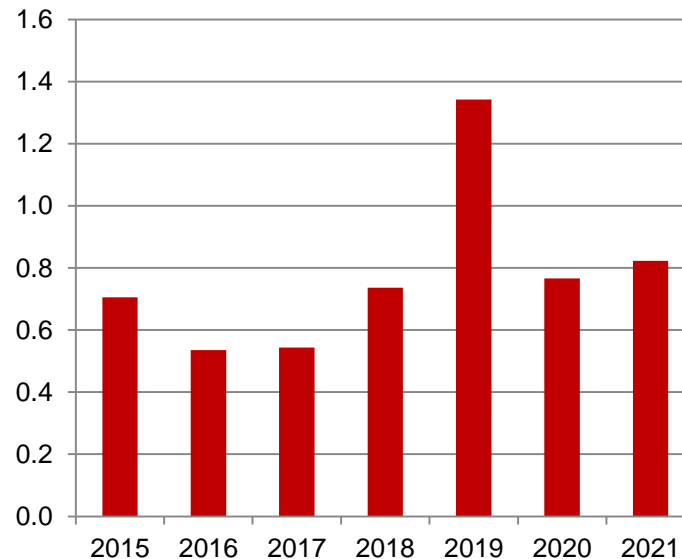
Year wise Disbursements (# in Million)



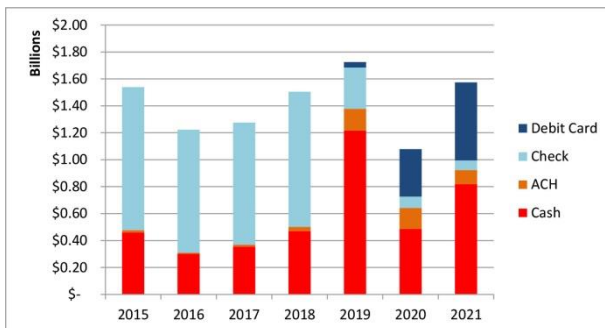
23,100,000
Total Number
of
Disbursements

12,300,000
Total
Number of
Unique
Borrower
Accounts

Year wise Customer (*Borrower*) Acquisition (# in Million)



Year wise Disbursements (\$ Billion)



\$9,920,000,000
Total Disbursed
Amount

SaaS Financials [FY 2020-21]



₹ **1,354 Mn**
Revenue



₹ **331 Mn**
EBITDA



₹ **146 Mn**
EBIT



A profit generating entity with
robust offerings

PEER COMPARISON

Fresh works

Revenue - **\$300 Mn**

Valuation - **\$6 Bn**

*Source: NASDAQ : 7th Jan 2022 [Close]

Zoho

Revenue - **\$580 Mn**

Valuation - **\$4.9 Bn**

*Source: Consolidated FS 2020

Zenoti

Revenue - **\$70.3 Mn**

Valuation - **\$1 Bn**

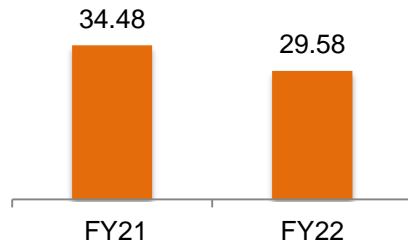
*Source: Valued for TPG investment



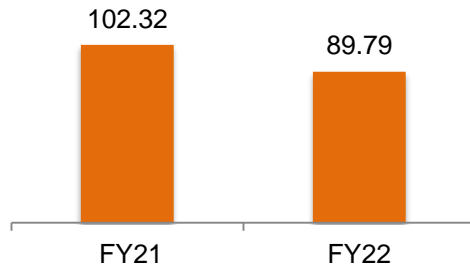
SaaS Financials [Q3 & 9M – FY 21 & 22]

Segmental Revenue

Comparative analysis [Q3– FY 21 & 22]

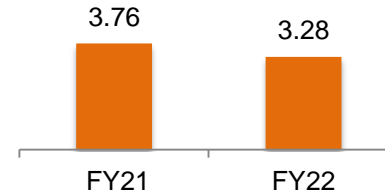


Comparative analysis [9M– FY 21 & 22]

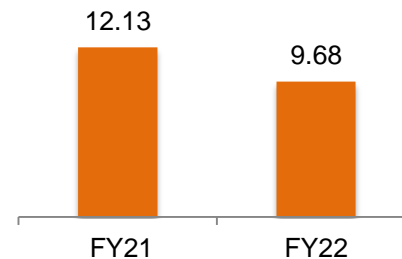


Segmental EBIT

Comparative analysis [Q3– FY 21 & 22]



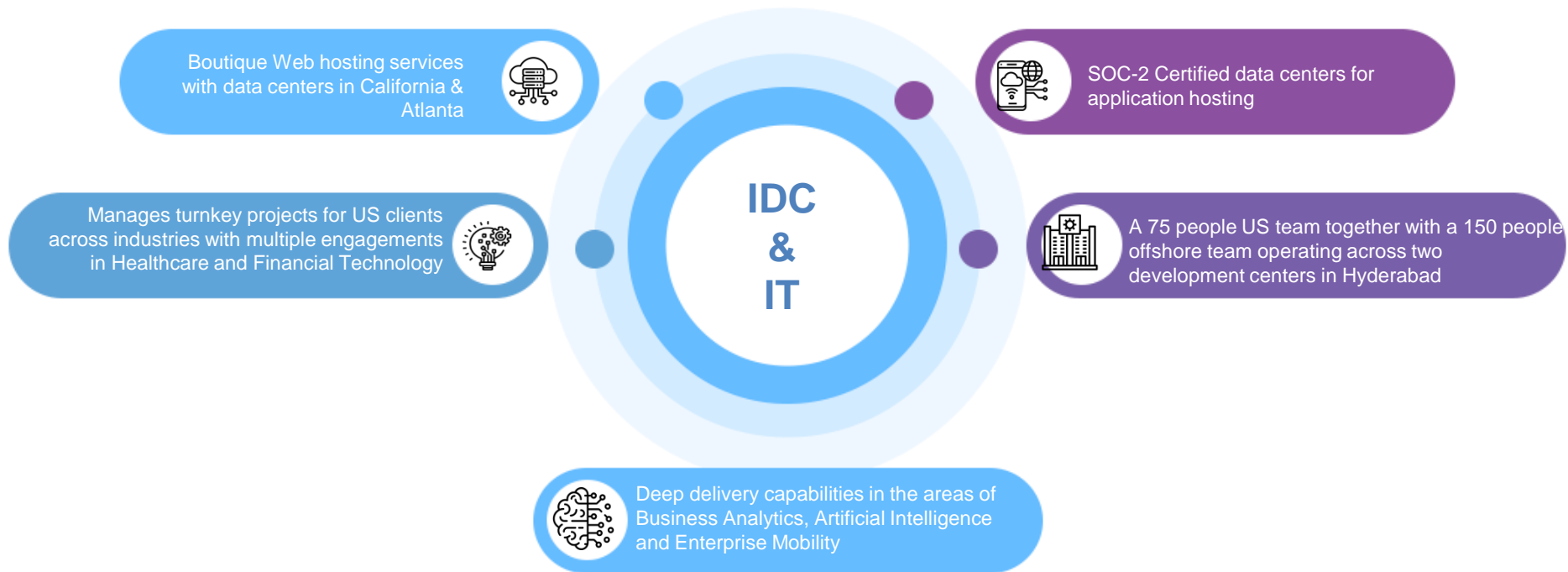
Comparative analysis [9M– FY 21 & 22]



2nd Revenue Stream – Data Centres & IT Services

Speed, Scalability and Agility

IDC & IT Services - Journey so far



Data Centre - Robustness



Industry best uptime
SLA of **99.995%** &
industry-lowest **design
PUE.**

Multi-level redundancy
for **power, network,
servers & storage.**

Multi-level **data
backups,**
**24/7 monitoring &
automated alerts.**



Hyperscale data center,
built to scale on demand
to **power mission-
critical applications.**



Choice of Hypervisor
platforms on **dedicated
servers, safe** in the
knowledge.



Data replication via
Storage & DB level.



Implementation spread
across more than **25
states** in the **US.**



SOC 2

CERTIFICATION

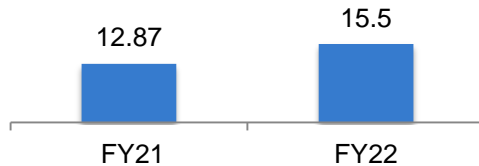
PCI DSS

CERTIFIED

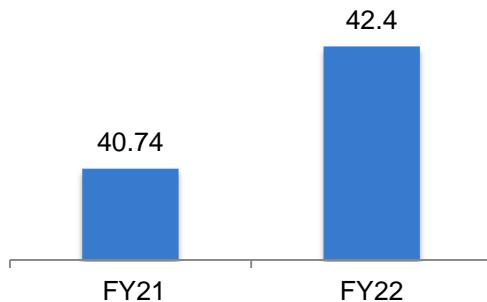
IDC & IT Services Financials [Q3 & 9M – FY 21 & 22]

Segmental Revenue

Comparative analysis [Q3– FY 21 & 22]

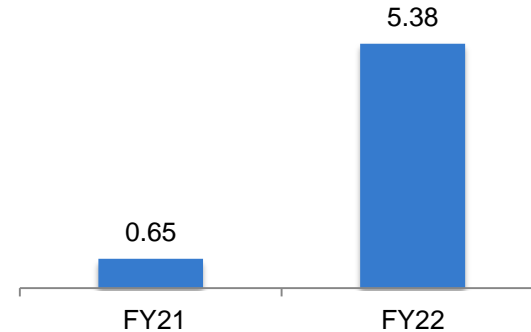


Comparative analysis [9M– FY 21 & 22]

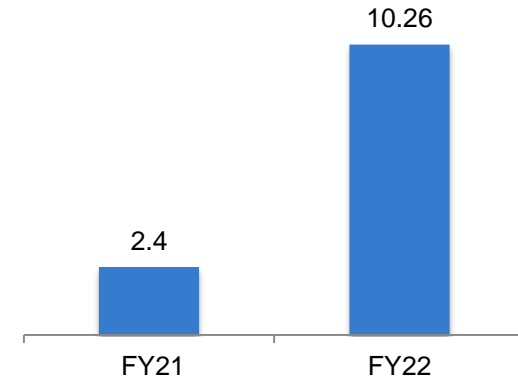


Segmental EBIT

Comparative analysis [Q3– FY 21 & 22]



Comparative analysis [9M– FY 21 & 22]





3rd Revenue Stream - **CREDIT BAZAAR** Credit Service Aggregator Business

vCard™

Line of Credit for UPI Payments via Mobile App

vCard USP's

“Acceptance network-Independent” credit platform using UPI rails for transaction closure.

Credit decisioning based on Machine learning based multi-parametric model

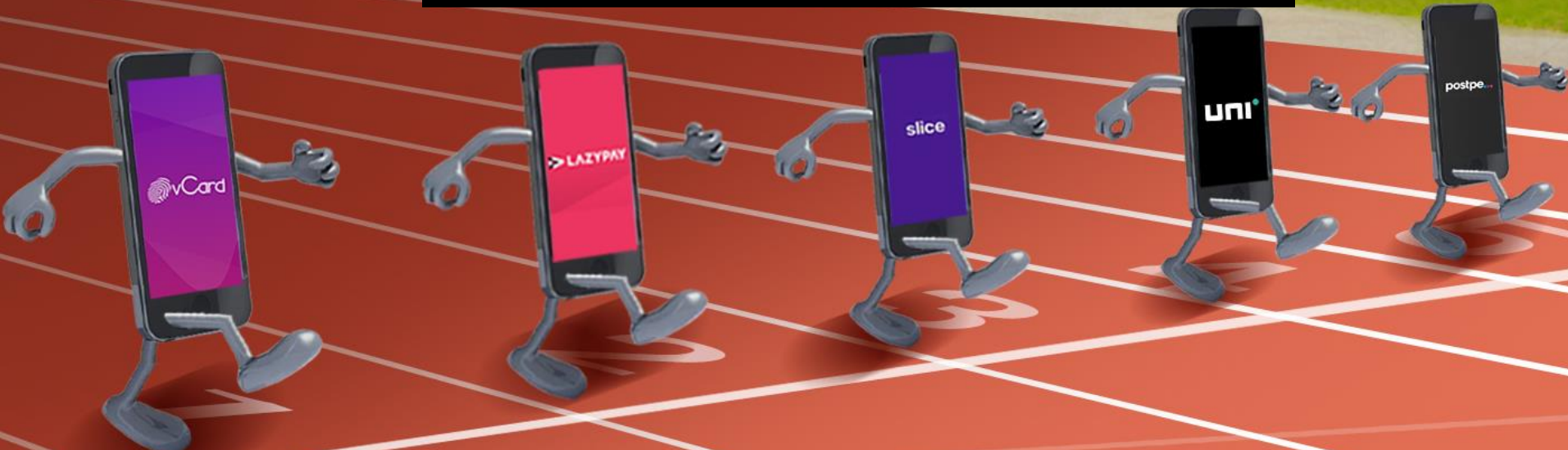
End-to-end digitized loan life cycle across origination, on boarding, disbursals, collections, servicing and regulatory compliance & reporting.

Two product variants - Credit card with Banks & Credit line from NBFCs.

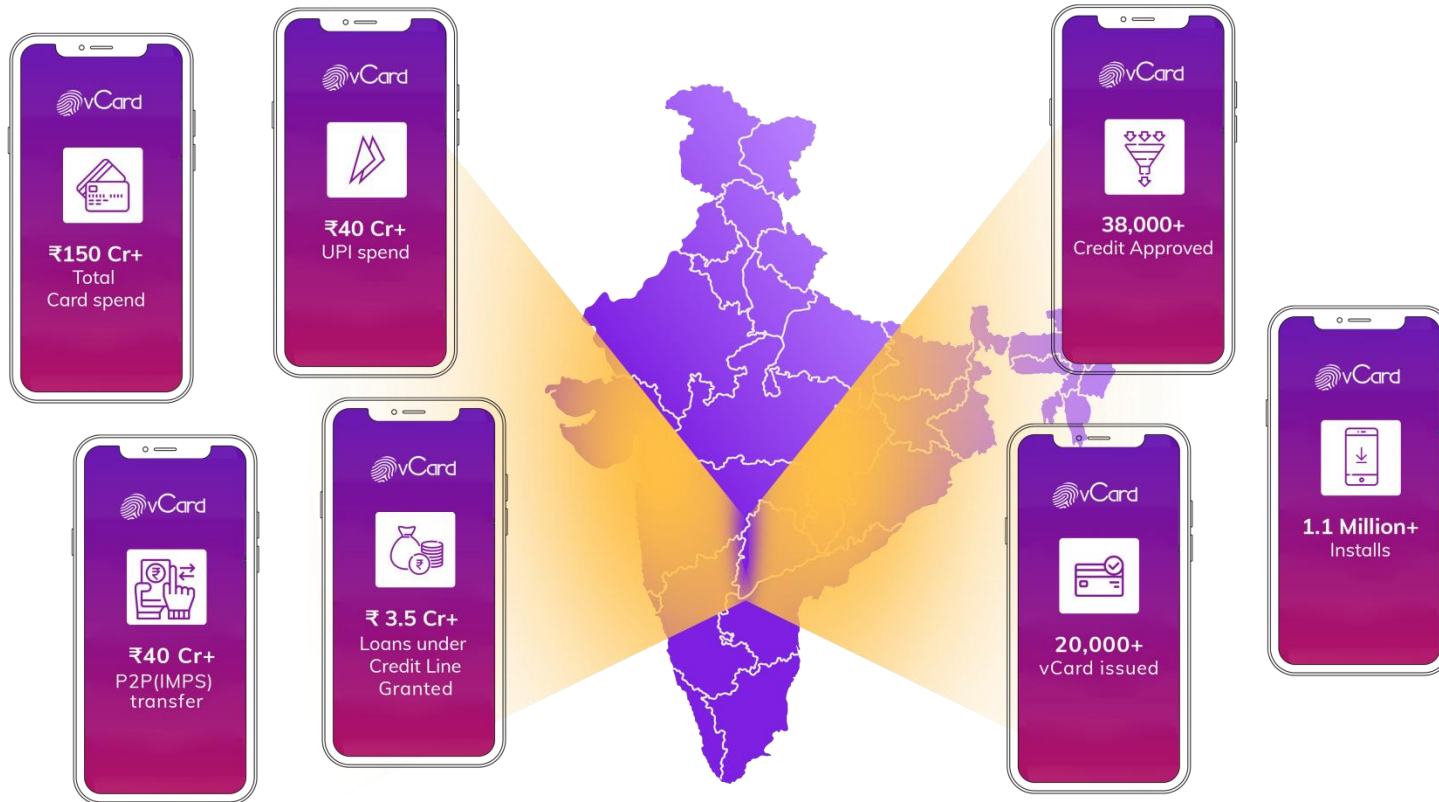


UPI-Based Credit Card

S.No	Game Changing Feature	vCard	LAZYPAY	slice	uni	postpe
1	Acceptance network dependence	No	No	Yes	Yes	Yes
2	ML based Credit Rating	Yes	Yes	Yes	Yes	Yes
3	Equity Loss due to Loan defaults	No	Yes	Yes	Yes	Yes
4	Income from customer Onboarding	Yes	No	No	No	No
5	Cash Back/ Discounts impacting P&L	No	Yes	Yes	Yes	Yes
6	Non-human customer support for scale up	Yes	No	No	No	No
7	Combined man year experience of Fintech team	>5000	<1000	<1000	<1000	<1000
8	Business Valuation	(...)	\$ 1 B+	\$ 1 B+	\$ 1 B+	\$ 1 B+



KPIs of vCard as of Jan 15th 2022



Industry Opportunity and Growth Prospect



Existing 5.89 Cr Credit Card holders are <5% of the potential market

*Source: Statista (Published on July 09 2021)



~80 Cr+ underpenetrated customers

*Internal estimate - basis data procured from Statista on 9 July 2021



Potential for INR 10 Lakh Cr LOC

*Internal estimate



4.56 billion UPI transactions in Dec 2021

*Source: NPCI website

Month on month growth of 9.09 % in transaction volume

7.06% month on month growth in value of transactions

Value of transactions reported 99% yoy growth in Dec 2021

4th Revenue Stream- Healthcare Business



Healthcare Journey (2016 – Till Date)



3

Centres



1Mn+

Patients Served



50K+

Surgeries



700+

Beds Facility



5K+

Covid Patients Served



Digitalized
Healthcare

Healthcare Metrics



Cardiology

Key Faculties	Associated Doctors	Treated Patients
5	55	1,52,502



Orthopedics

Key Faculties	Associated Doctors	Treated Patients
4	81	1,12,948



Nephrology

Key Faculties	Associated Doctors	Treated Patients
5	47	1,76,879



Neurology

Key Faculties	Associated Doctors	Treated Patients
5	60	87,524



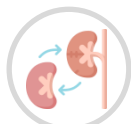
Emergency Medicine

Key Faculties	Associated Doctors	Treated Patients
8	10	63,627



Cancer

Key Faculties	Associated Doctors	Treated Patients
4	18	13,413



Transplant

Key Faculties	Associated Doctors	Treated Patients
5	10	135



General Medicine and Surgery

Key Faculties	Associated Doctors	Treated Patients
5	160	4,60,906



Gastroenterology

Key Faculties	Associated Doctors	Treated Patients
5	27	44,211



Pulmonology

Key Faculties	Associated Doctors	Treated Patients
4	24	1,69,369



Gynecology

Key Faculties	Associated Doctors	Treated Patients
4	79	58,346



ENT

Key Faculties	Associated Doctors	Treated Patients
3	44	1,03,913



Urology

Key Faculties	Associated Doctors	Treated Patients
4	32	48,613



Aesthetics and Cosmetic

Key Faculties	Associated Doctors	Treated Patients
4	10	19,807



Ophthalmology

Key Faculties	Associated Doctors	Treated Patients
3	11	22,956

Right to Science

RIGHT TO SCIENCE IN THERAPY

The future is all about stem cell-based therapies, organ regeneration, adoptive immune therapies, check point inhibition therapies, reconstruction surgeries, gene editing, fully-guided surgeries, implants and transplants, 3D printed skeletal scaffolds, bionic prosthetics, biological prosthetics, and nanotechnology for disease detection, drug delivery and cell / tissue corrections.

EQUIPMENT BASED ON FUTURE SCIENCE

3T fMRI, Dual Energy 128-slice CT scan, IVUS-FFR Cath Lab and Twin Detector Digital X-ray, lab equipment capable of analysing 15,000 bio-markers.

PERSONALIZED MEDICINE

What works for you based on your genetic composition may not work for others. Personalized medicine with predictive diagnosis is to reduce the incidence of disorders, enhance treatment specificity, reduce relapse and reduce overall treatment burden.

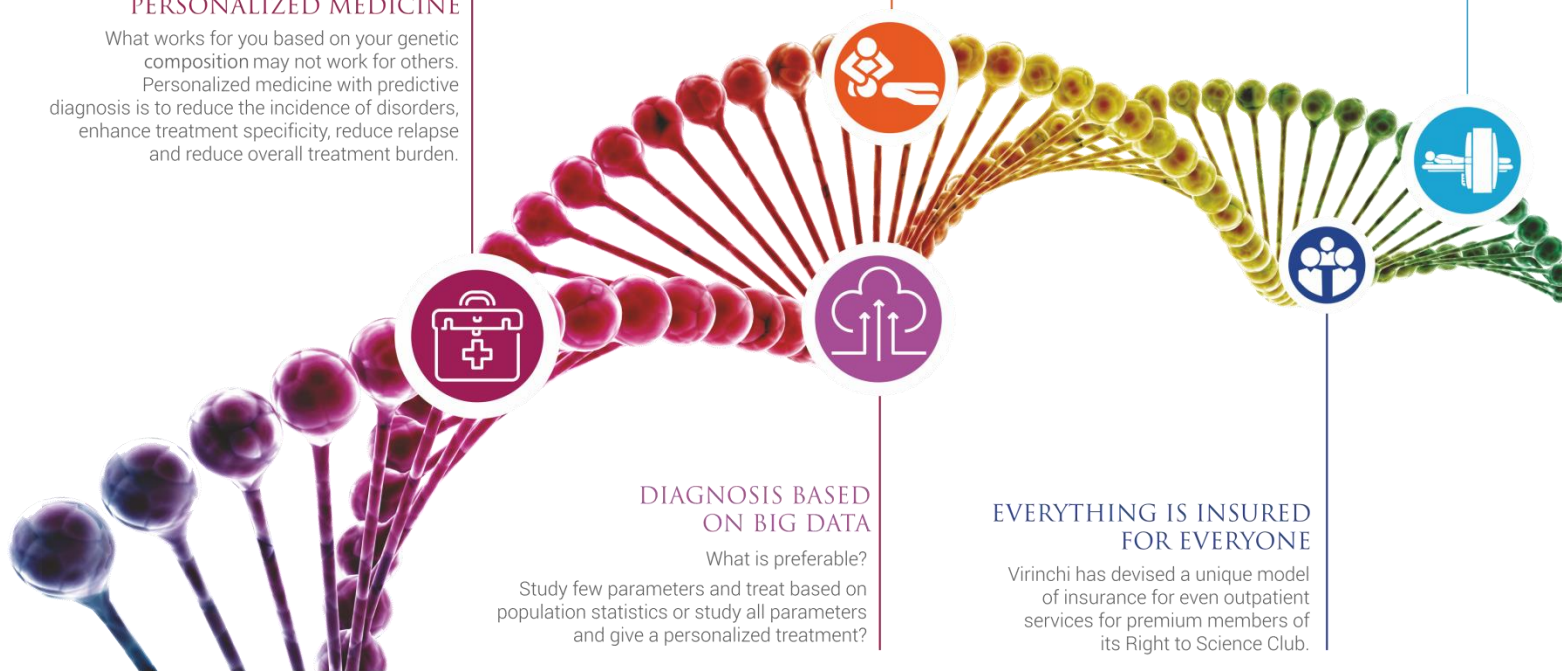
DIAGNOSIS BASED ON BIG DATA

What is preferable?

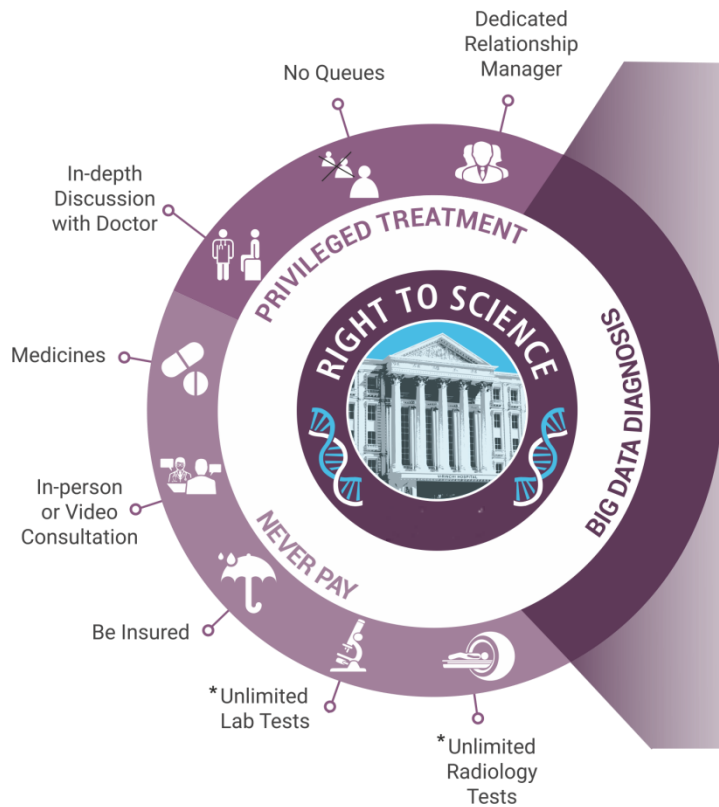
Study few parameters and treat based on population statistics or study all parameters and give a personalized treatment?

EVERYTHING IS INSURED FOR EVERYONE

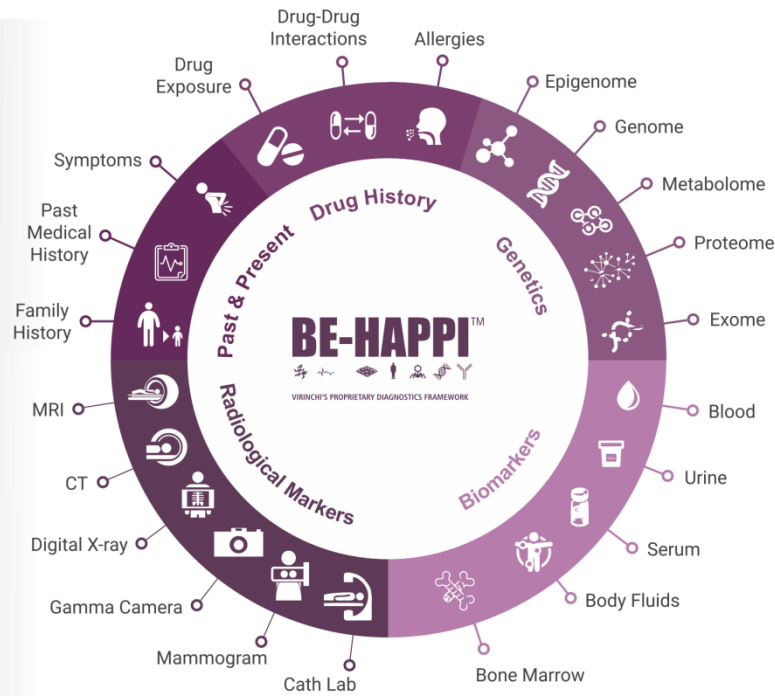
Virinchi has devised a unique model of insurance for even outpatient services for premium members of its Right to Science Club.



Patient Experience



Patient Data



Digitalized Healthcare

"MOBILE" VIDEO CONSULTATION

Virinchi provides video consultations with doctors via smartphones.

MEDICAL EVENT BOOK KEEPING

Virinchi's mobile app enables each patient to have complete medical history of every test and hospitalization record on the cloud and on the mobile as well, for the individual and his family for their entire lifetime, which they can zip and forward to any doctor for a second opinion.

HEALTHCARE AS A WELCOME EXPERIENCE

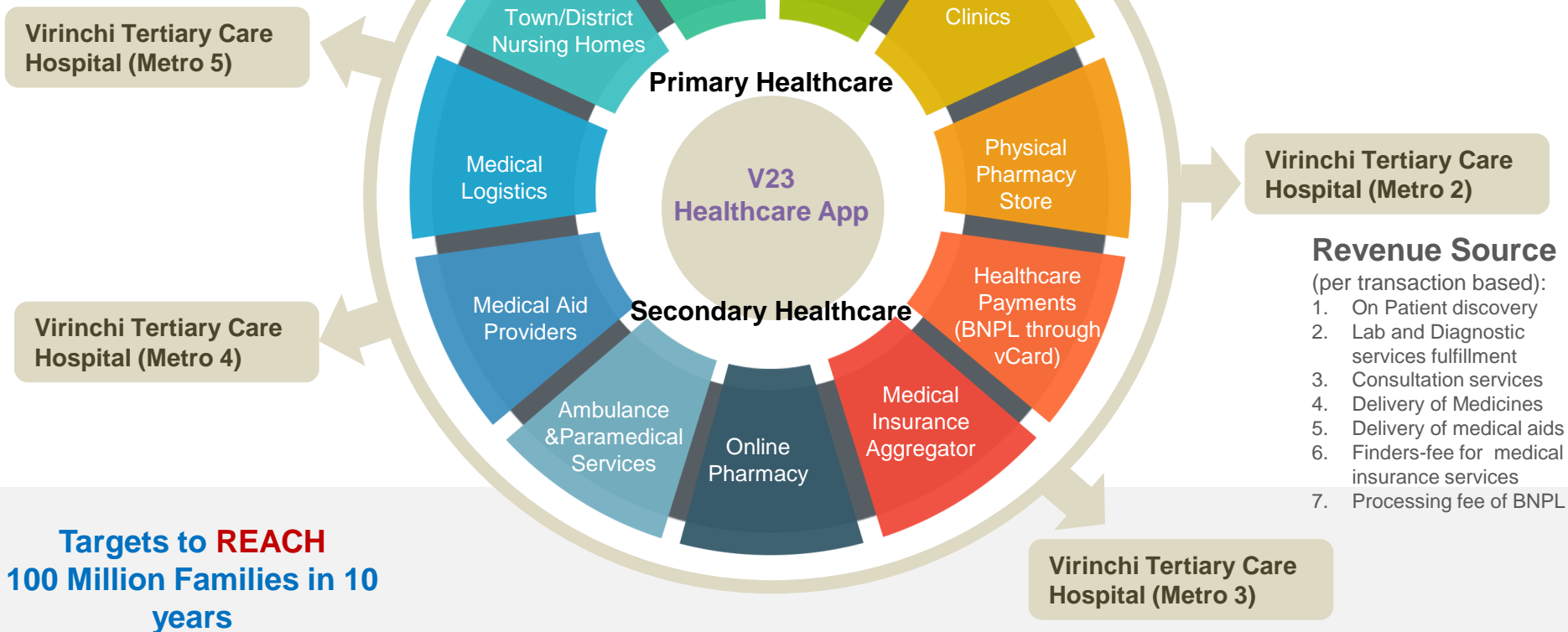
Virinchi is a truly paperless 'mobile-only' hospital with all front office, nursing and ward processes executed completely on tablets.



EVENT HISTORY LOGGING

With the help of wearable medical devices and remotely accessed bed side units, vital clinical features are monitored in real time to provide timely feedback and quick responses in times of critical need and emergency.

V23 - Healthcare Aggregator (to be launched soon)



Healthcare Financials [FY 2020-21]



700

Beds



₹ 160.85 Cr

Revenue



₹ 49.83 Cr

EBITDA



₹ (...)

Mkt Cap

Peer Comparison

KIMS

Beds - 2,500 | Revenue - Rs. 1,340 Cr
EBITDA - Rs. 381 Cr | Mkt Cap Rs. 11,862 Cr

*Source: NSE, 4th Jan 2022 [Close]

SHALBY HOSPITALS

Beds - 1,200 | Revenue - Rs. 440 Cr
EBITDA- Rs. 96 Cr | Mkt Cap Rs. 1,520 Cr

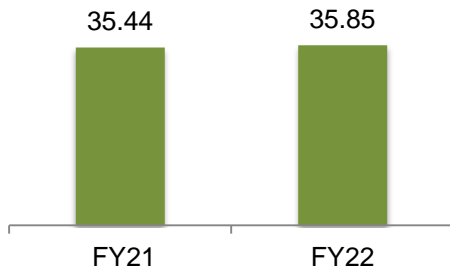
*Source: NSE, 4th Jan 2022 [Close]



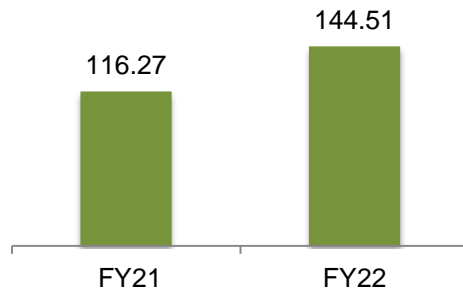
Healthcare Financials [Q3 & 9M – FY 21 & 22]

Segmental Revenue

Comparative analysis [Q3– FY 21 & 22]

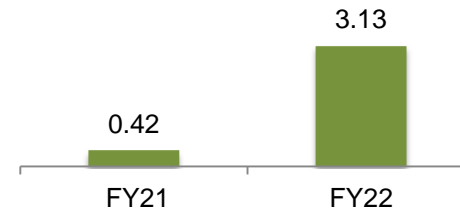


Comparative analysis [9M– FY 21 & 22]

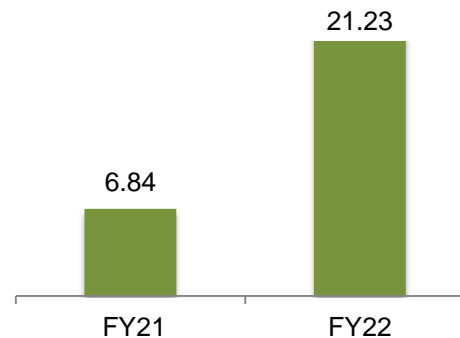


Segmental EBIT

Comparative analysis [Q3– FY 21 & 22]



Comparative analysis [9M– FY 21 & 22]



Management Team



Chairman Emeritus's Strategic Overview



Viswanath Kompella

Chairman Emeritus, Founder & Promoter

Alumnus of IIT Madras, First Generation Serial Entrepreneur with interests in ICT, Healthcare, Education, Life Sciences and Entertainment

Commenting on the Strategy

Virinchi adopts “ Bundling and Unbundling” strategy to enhance enterprise value. We see the business organized across 4 major verticals , SaaS, Data Center & IT Services and Health Care.

In each of the verticals we have a strategy to bundle key initiatives by organic growth and in-organic acquisitions that drive Growth, Profitability, Scale and Size. At an opportune time we shall unbundle each of the businesses to realize true share holder value by a separate listing”

Management Team



SATYANARAYANA VEDULA

Vice Chairman &
Executive Director
ACA



**MADDALA VEERA
SIRINIVASA RAO**

Group CFO &
Executive Director
MBA (IIM-A)



SATYAJEET PRASAD

Chief Executive Officer
B.Tech (IIT-KHP), MBA- (IIM-L)



ABHISHEK GOEL

VP Business Development
B.Tech (IIT-D), MBA (IIM-C)



SUYOG DESARDA

VP Strategy & Business Development
MBA (IIM-A), CA, CS

- Over 3 decades Industry experience in IT and non-IT sectors.
- 20+ years experience in Tech Mahindra .
- Core expertise Consulting Global Delivery, Sales and Relationship Management.

- 18+ years with Deloitte.
- Total experience of 28 years in management consulting , Strategy & operations and corporate finance.

- 20+ years experience in IT industry.

- 20yr experience in IT with companies like Capgemini, Infosys, Globallogic.

- 10+ years of finance, tax and consulting experience.

Finance & Compliance Team



Deepthi Gadde
CFO (Virinchi Capital)
FCA

- 17+ years of experience in banking and finance sector.



Vineetha Reddy Jekkileti
Sr. Manager (Finance & Strategy)
CA

- 3 years of experience in handling corporate finance.



Vaishali Sabita D.
Sr. Manager (Finance & Strategy)
CA

- 3 years of experience in handling Finance and Audit. Skilled at setting internal controls and SOPs.



Ravindranath Tagore Kolli
Company Secretary
CS

- 16 years of experience in corporate laws, corporate restructuring, raising of funds, US immigration.

Technology Team



Aravind Hiremath
President IT
B.E (CSE)

- 22 years experience in Design & Development including Enterprise Applications, Mobility, AI & ML and Cloud Solutions.



Amar Sivaji Pendyala
COO
MS (IT)

- 18+ years in Development & Delivery of Enterprise IT Solutions.



Rajesh Putta
CTO
MS (IT)

- 15+ years experience in IT.
- Worked at ADP as Chief Architect and lead Application, Solution, Data and Security Architecture in Cognizant.



Karpe Rajeshwar Rao
Projects Head
MS (IT)

- 20+ years of experience in IT with expertise in Fintech.



Bhanu Dayanath V
Head Operations
MS (IT)

- 15+ years of experience in IT with expertise in Fintech.



Kiranmyee V
Operations Head
MBA

- 20+ years of experience in IT technical services, dev-ops.

Healthcare Team



Dr. Srinivas Samavedam
Director
MD, FRCP, MRCP, MHA



Dr. K.S. Nayak
Advisor to the Board
MD, DNB(Nephrology), FISN,
FISOT, FASN, FRCP



Dr. Sumeet Sinha
Sr. Interventional Cardiologist
MBBS, MD, DM, FESC & FACC



Dr. Avinash Dal
Cardiothoracic and Vascular Surgeon
MBBS, MS(Gen Surg),
MCh (CTVS)(SCTIMST)



Dr. Sree Durga Patchava
Fertility Specialist & Gynaecologist
MBBS, MD(Obs & Gynaec)
(OSM) MRCOG(UK)



Dr. S Sudha
Gynaecologist and Obstetrician,
MBBS(osm), MD, DGO(OSM), FMAS



Dr. Randhir Kumar
Neurosurgeon, Interventional Neuro
surgery and Minimal Invasive spine
surgery
MBBS, MS, MCh (Neurosurgery)



Dr. Aditya Kapoor
Sr. Consultant Orthopedics & Trauma,
Specialist in Joint Replacement,
Arthroscopy and Sports Medicine
MBBS, MS (Ortho), MRCS (Edinburgh)



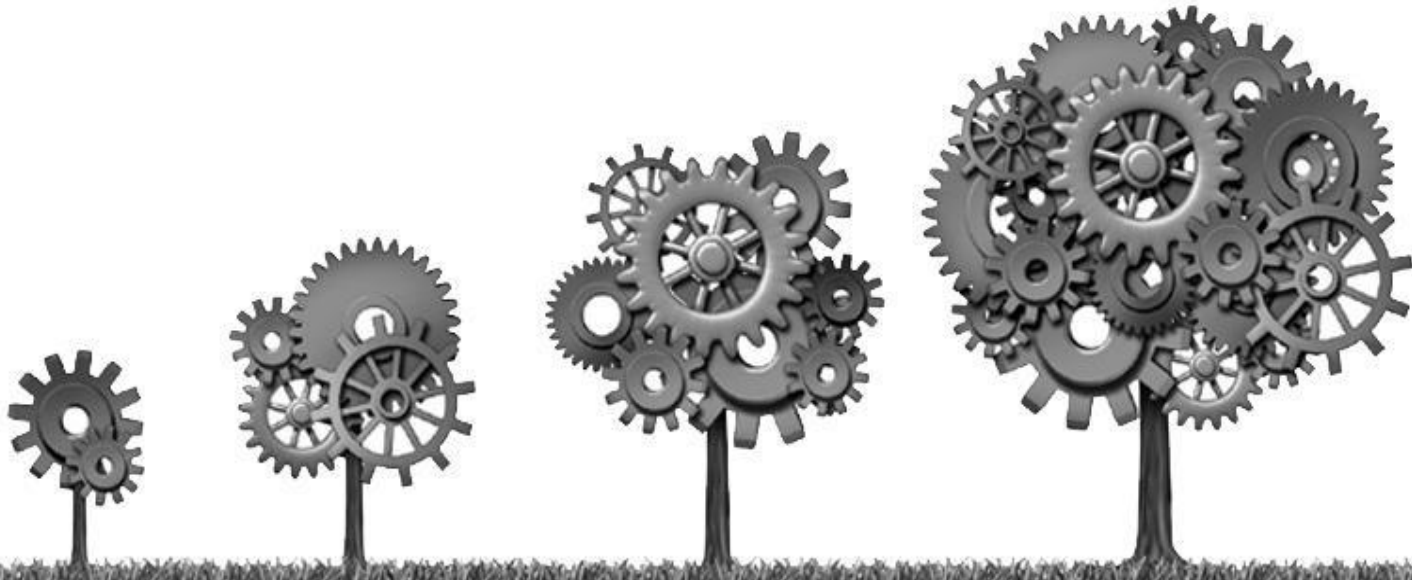
Dr. Ratan Jha
Sr. Consultant Nephrologist & Renal
Transplant Expert
DM (Nephrology), DNB (Nephrology),
MD(Medicine) ,
DTCD (Gold Medalist), FISN



Dr. Muralidhar Joshi
Sr. Consultant – Anaesthesia &
Pain Management
MBBS, MD (Anaesthesiology), DNB
(Anaesthesiology)

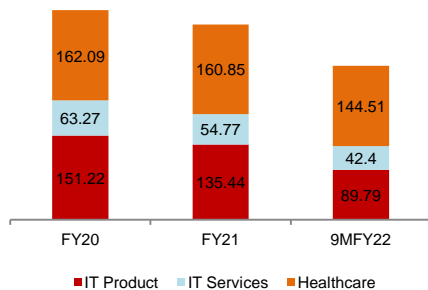
Financials

Causing Systems Perform Business

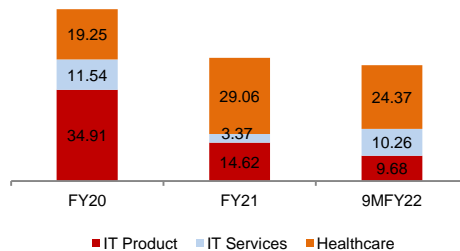


Segmental Performance (Rs. Cr.)

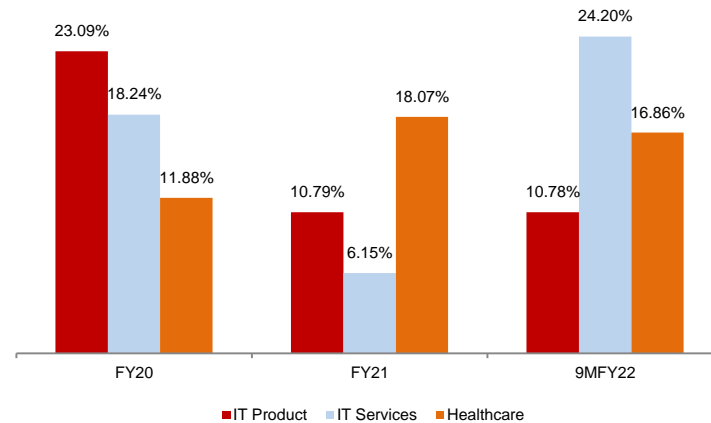
Segmental Revenue



Segmental EBIT



Segmental EBIT Margin



Consolidated Income Statement [Q3 & 9M FY 2021 – 2022]

Particulars (Rs. Cr.)	Q3FY22	Q3FY21	Change	9MFY22	9MFY21	Change	FY21	FY20
Consolidated Revenue	83.55	93.74	-10.87%	285.40	272.77	4.63%	365.19	383.16
Material Cost	5.09	7.09		25.84	19.07		23.09	23.78
Employee Expenses	25.14	28.25		77.63	84.36		109.90	122.99
Administration Expenses	27.98	33.60		95.71	104.62		125.48	124.11
Total Expenses	58.22	68.94		199.17	208.06		258.48	270.87
EBITDA	25.33	24.80	2.14%	86.23	64.71	33.26%	106.70	112.28
EBITDA %	30.32%	26.46%		30.21%	23.72%		29.22	29.30%

Consolidated Balance Sheet

Sources of Funds

Rs. Cr.	Mar-21	Mar-20
Equity		
Equity Share Capital	36.99	32.72
Other Equity	338.11	341.45
NET WORTH	375.79	375.38
NON CURRENT LIABILITIES	211.96	103.86
CURRENT LIABILITIES	99.55	87.72
Total Liabilities	687.30	566.95

Application of Funds

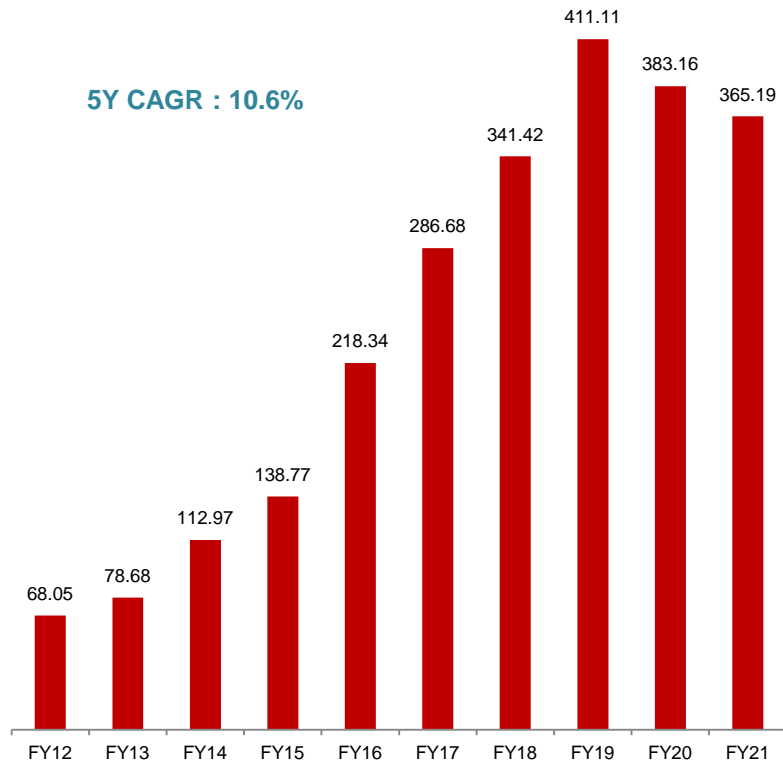
Rs. Cr.	Mar-21	Mar-20
Fixed Assets		
Tangible Assets (Including CWIP)	330.59	309.94
Intangible Assets	83.01	89.46
Lease hold Assets (ROU)	91.88	-
TOTAL FIXED ASSETS	505.48	399.40
FINANCIAL ASSETS	8.76	10.90
CURRENT ASSETS	173.06	156.65
Total Assets	687.30	566.95

Historical Performance

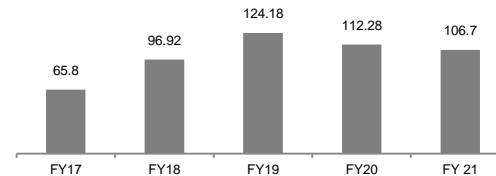
Particulars (Rs. Cr.)	FY16	FY17	FY18	FY19	FY20	FY 21	CAGR
Consolidated Revenue	220.5	288.6	342.5	411.1	383.2	365.19	10.6%
Material Cost	-	6	13	24	24	23	
Employee Expenses	93	123	131	128	123	110	
Administration Expenses	94	94	102	134	124	125	
EBITDA	33.3	65.8	96.9	124.2	112.3	106.7	26.2%
EBITDA %	15.23%	22.95%	28.39%	30.21%	29.30%	29.22%	

Historical Performance (Rs. Cr.)

5Y CAGR : 10.6%

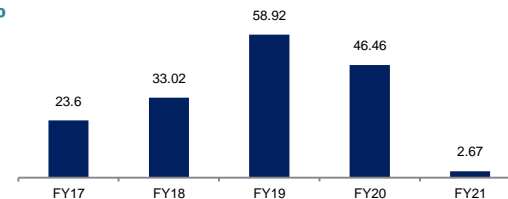


5Y CAGR : 26.2%



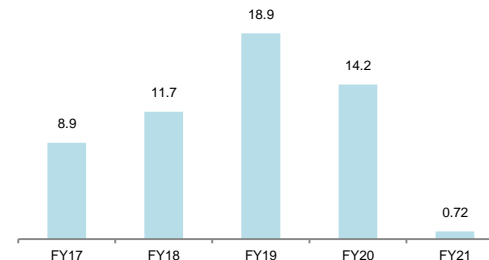
EBITDA

5Y CAGR : -30.3%



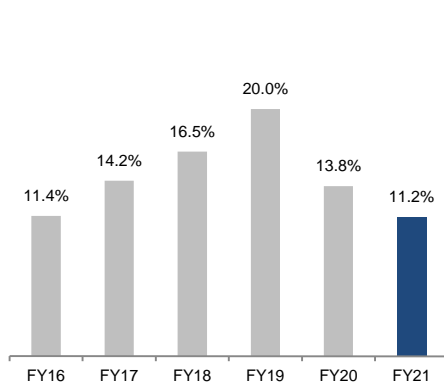
PAT

5Y CAGR : -39.7%

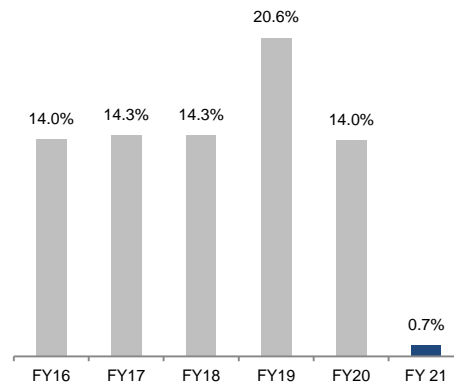


Performance Metrics

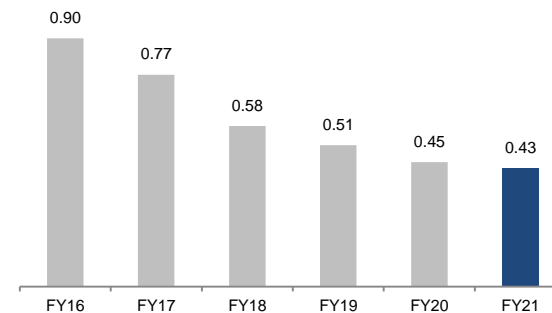
Average Return on Capital Employed



Average Return on Equity



Total Debt : Equity





Stock Performance & Movement (2001 – 25th Jan 2022)



“There are decades where nothing happens; and there are weeks
where decades happen”

- Vladimir Ilyich Lenin.

Bundling to Achieve Scale and Size



SaaS



Increase business from existing customers



Acquire new customers



Add new customer segments



Acquire similar or complementary businesses



IDC & IT



Add IT Teams



Add Server Farms



Credit Bazaar



Increase Marketing Spend to acquire Customers



Add Lending Partners (Banks & NBFCs)



Healthcare



Acquire hospitals and increase beds.



Start Brownfield Projects



Pan India Digitalized Primary and Secondary Healthcare



Expand Geographies

Way Forward: Value creation by Vanilla & Tequila Strategy



Vanilla Model is an organic growth model of enhancing top line by acquiring more clients, expanding to new geographies and launching new products by increasing both product development efforts and sales & marketing spend & efforts.

2022-23

Vanilla Growth
Increased Sales and Marketing



2023-24

Vanilla Growth
Expanding to new geographies



2024-25

Vanilla Growth
New product / Service Launch



Tequila Shot
Mergers & Demergers



Tequila Shot
Acquisition of Cash flows



Tequila Shot
Acquisition of Companies



Tequila Growth Model is an in-organic model of growth by way of acquiring companies in the space or acquiring cash flows of the businesses or by way of mergers. Once we give a Tequila Shot to Vanilla growth curve there will be instant growth in Top line followed by sustained growth



THANK YOU

For further information, Please contact

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