

August 9, 2022

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

The Corporate Relations Department BSE Limited, Phiroz Jeejeebhoy Towers, 25th Floor, Dalal Street Mumbai- 400 001 Company Code No. 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 that would be used in the Investors / Analysts earnings conference call scheduled to be held on August 10, 2022 at 12.00 noon IST.

Please take the information on record.

Thanking you,

For Vijaya Diagnostic Centre Limited

Thuske

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





Vijaya Diagnostic Centre Limited

Q1 FY23 Earnings Presentation

August 09, 2022

The Pioneers in Diagnostic Medicare...

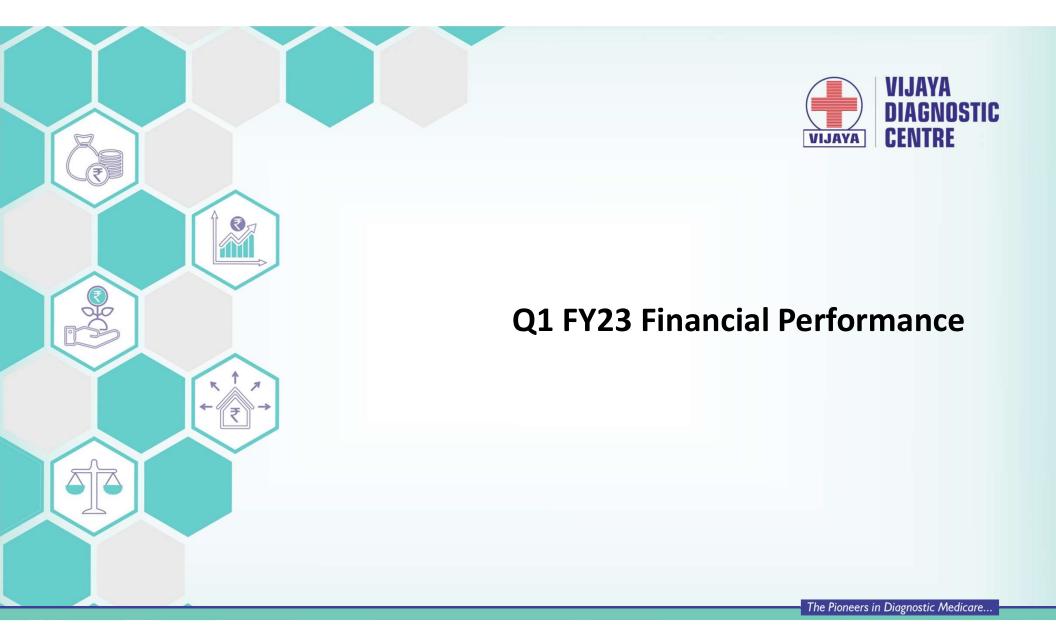


This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Vijaya Diagnostic Centre Limited (the 'Company')**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

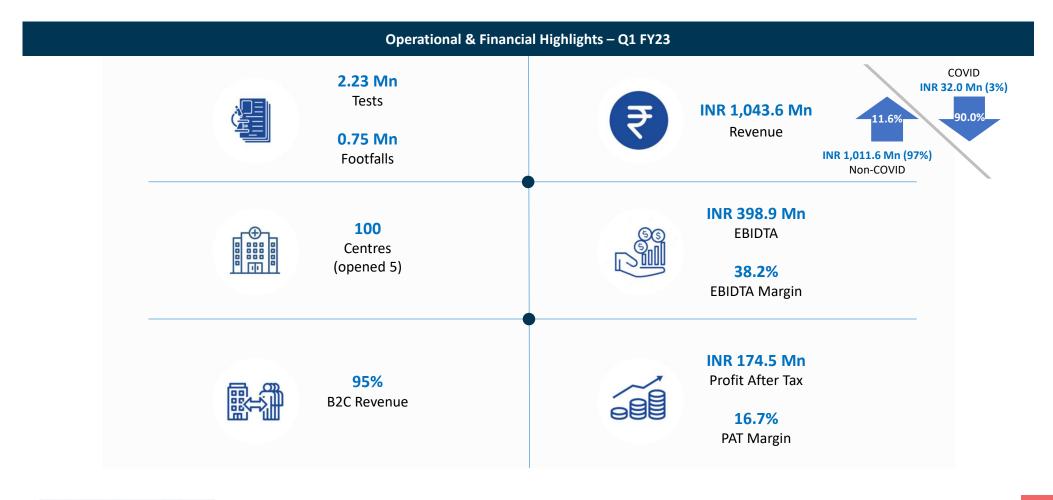
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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.



Q1 FY23 – Performance Snapshot





The Pioneers in Diagnostic Medicare..

Management comment





Commenting on the Q1FY23 results performance, Ms. Suprita Reddy, CEO at Vijaya Diagnostic Centre Ltd. said:

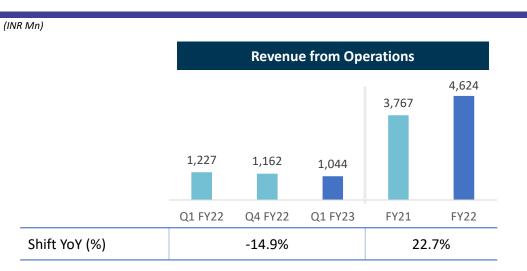
"I am pleased to share that we have commenced the fiscal on a positive note. During Q1FY23, Vijaya was able to capitalize on the healthy recovery in demand from its customers for non-covid, radiology and wellness businesses. A notable month-on-month improvement across our key business parameters was witnessed during this period and we expect this trend to continue in the upcoming quarters as well.

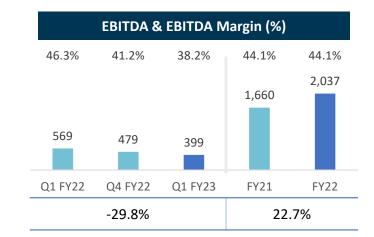
Vijaya has achieved an important milestone of successfully establishing its 100th centre by opening five new centres during Q1FY23. The Company remains excited for its upcoming 10,000 sq.ft facility at Rajahmundry which is expected to be inaugurated soon. Additionally, we made considerable progress on our upcoming 16,000 sq.ft. Punjagutta centre which is scheduled to be launched in the coming months. We remain excited about these state-of-the-art facilities that are well equipped with advanced radiology and will offer a wide range of integrated diagnostics services to our consumers. Overall, our expansion and other growth initiatives are progressing as per plan.

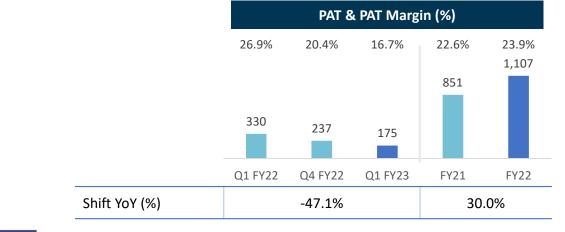
Our endeavor remains on strengthening our leadership position in key markets as we move into the prepandemic environment. Looking ahead, we believe that our integrated diagnostics offerings, B2C business model, robust financial position, and strong brand salience in our core markets, should assist us to withstand any near-term challenges. Additionally, we are confident that these inherent strengths would go a long way in creating sustainable value for all our stakeholders."



Key Financial Highlights – Q1 FY23







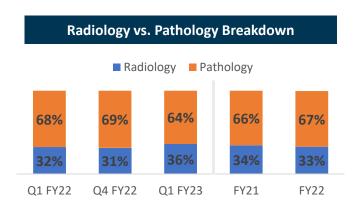
The Pioneers in Diagnostic Medicare..

6

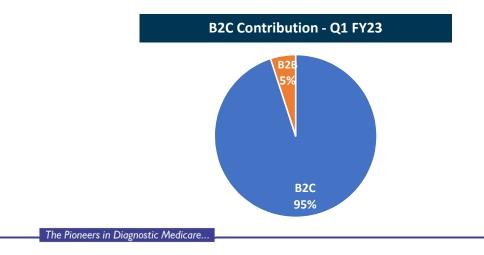
Revenue Mix – Q1 FY23



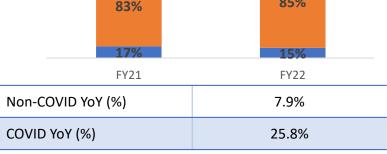




Non-COVID & COVID Allied Breakdown Non Covid Covid 26% 15% 3% 74% 85% 97% Q1 FY22 Q4 FY22 Q1 FY23 Non-COVID YoY (%) 11.6% COVID YoY (%) -90.0%







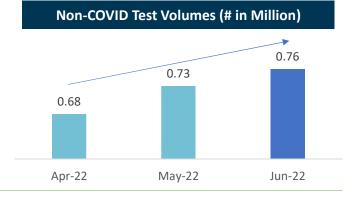
Q1 FY23 - Financial and Operational Discussions (Y-o-Y) Revenue from Operations decreased by 14.9% YoY to Rs. 1,043.6 Mn, Non-COVID Revenues grew by 11.6% YoY Decline in revenue largely on account of decrease in COVID business. Q1FY23 witnessed a transition in 0 the revenue mix profile from COVID to Non-COVID. This resulted in the Non-COVID business revenues registering a growth of 11.6% YoY and COVID revenues declining by 90.0% YoY Radiology business stood higher at 35.7% as against 32.1% in Q1FY22 – positively contributing to the Ο Company's non-covid business **Financial** • Wellness share in Q1FY23 was up at 9.6% as against 4.0% in Q1FY22 Performance Witnessed positive business momentum in Wellness segment – achieving Pre-COVID levels Q1 FY23 Revenue composition from B2C segment continued to stay strong at 95.0% EBITDA stood at Rs. 398.9 Mn. EBITDA margin for the quarter was 38.2% Lower revenues and incremental expenses for upcoming facilities impacted margin performance Ο As new facilities start contributing to performance, the Company anticipates improvement in operating 0 margins PAT stood at Rs. 174.5 Mn. translating into a PAT margin of 16.7%

Q1 FY23 – Key Developments



- During Q1FY23, the Company registered growth on a month-on-month basis on the back of non-COVID, radiology and wellness businesses
- As the environment normalizes, the non-COVID offerings would continue to shift to pre-pandemic levels

VIJAYA DIAGNOSTIC CENTRE



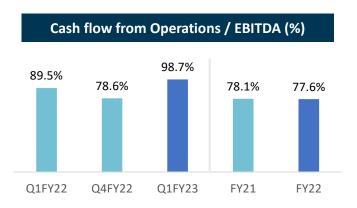
VDCL launches its 100th Centre

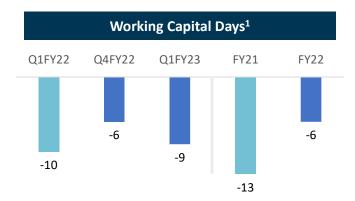
- The Company made encouraging progress on its network expansion plans by adding 5 new centres including 1 Hub
- The state-of-the-art 10,000 sq.ft. new facility at Rajahmundry, Andhra Pradesh is expected to be inaugurated during August 2022 itself
- Considerable progress was made on the upcoming 16,000 sq.ft. Punjagutta, Hyderabad centre scheduled to be launched in the coming months
 - The state-of-the-art Punjagutta facility would be the first diagnostic centre in South India to have advanced radiology modalities like MRI 3 Tesla and Dual Source CT Scan
 - Additionally, the centre will also be well equipped with other advanced radiology equipment's like PET CT and Gamma Camera
- Overall, VDCL remains on track to open over 15 new centers in FY23



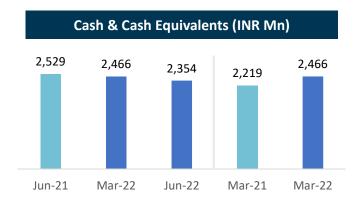


Key Financial Highlights

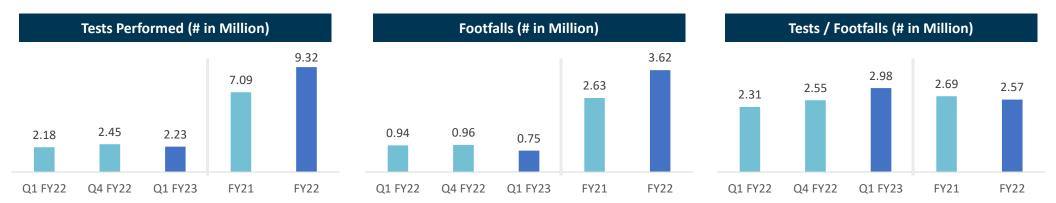




Note 1: Quarterly Revenue figures are annualized



- Cash flow from Operations stood at Rs. 394 mn. as on June 30, 2022
- Cash and Cash Equivalents stood at Rs. 2,354 mn. as on June 30, 2022
- Working Capital Days continues to remain negative at -9 in Q1FY23







 1,299
 1,395
 1,431

 1,212
 1,212
 1,212

 Q1 FY22
 Q4 FY22
 Q1 FY23
 FY21
 FY22

Company recorded steady growth in No. of tests on YoY basis led by Non-COVID customers in Q1FY23

The Pioneers in Diagnostic Medicare..

Key Operational Highlights

VIJAYA

CFN

VIJAYA

DIAGNOSTIC

Consolidated Profit & Loss Account – Q1 FY23



Particulars	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q
Revenue from operations	1,043.6	1,226.9	-14.9%	1,162.0	-10.2%
Cost of materials consumed	130.3	210.8	-38.2%	178.8	-27.1%
Employee benefits expense	194.8	161.5	20.6%	192.0	1.5%
Other expenses	319.6	286.0	11.7%	312.7	2.2%
EBITDA	398.9	568.6	-29.8%	478.6	-16.6%
EBITDA Margin (%)	38.2%	46.3%	-810 bps	41.2%	-300 bps
Other income	27.7	32.8	-15.7%	31.9	-13.2%
Depreciation and amortization expense	141.8	119.2	18.9%	152.8	-7.2%
EBIT	284.9	482.2	-40.9%	357.7	-20.4%
Finance costs	47.7	40.0	19.1%	43.4	9.9%
Profit before Tax	237.2	442.2	-46.4%	314.3	-24.5%
Tax expenses	61.6	108.9	-43.4%	75.5	-18.3%
Profit before Minority Interest	175.6	333.3	-47.3%	238.8	-26.5%
Minority Interest	1.1	3.6	-70.0%	1.7	-37.5%
Profit after Tax (PAT)	174.5	329.7	-47.1%	237.1	-26.4%
PAT Margin (%)	16.7%	26.9%	-1,020 bps	20.4%	-370 bps
EPS – Basic (INR)*	1.7	3.2	-47.0%	2.3	-26.4%

(INR Mn)

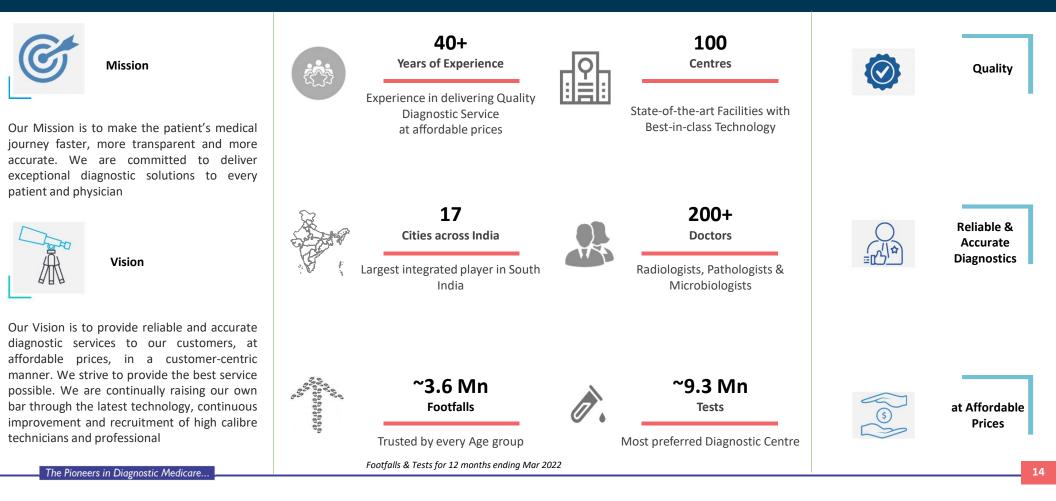
*Not annualized



Vijaya at a Glance

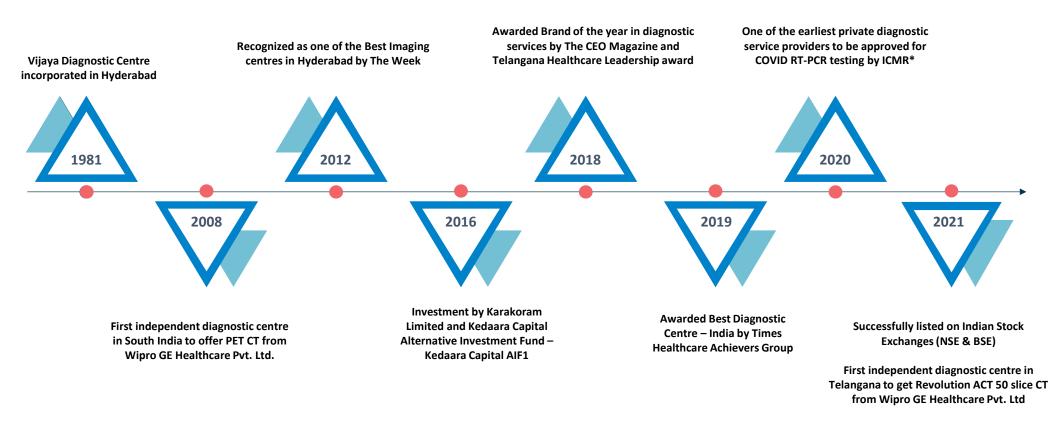


Vijaya Diagnostic Centre Limited is the largest integrated diagnostic chain in South India with 100 state-of-the-art centres spread across 17 cities



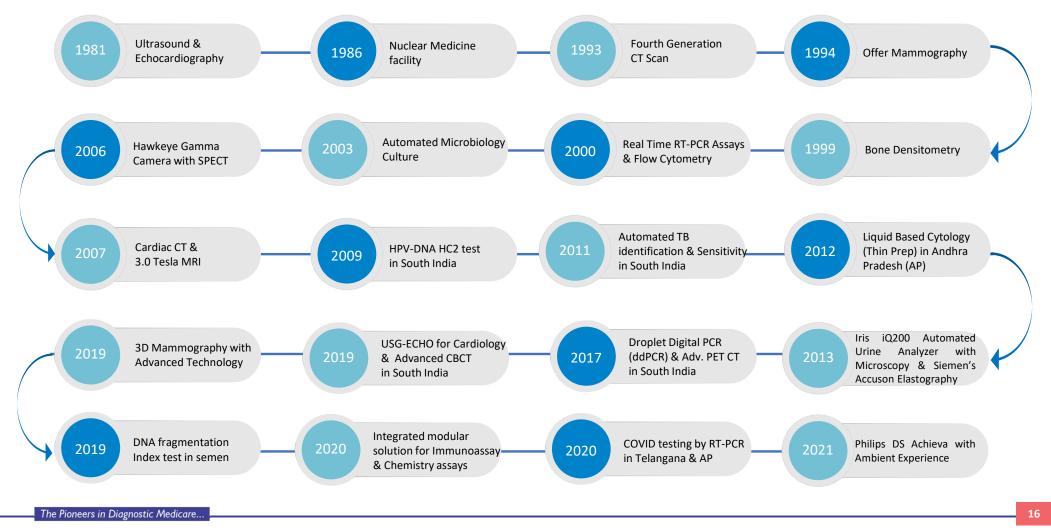
Our Journey





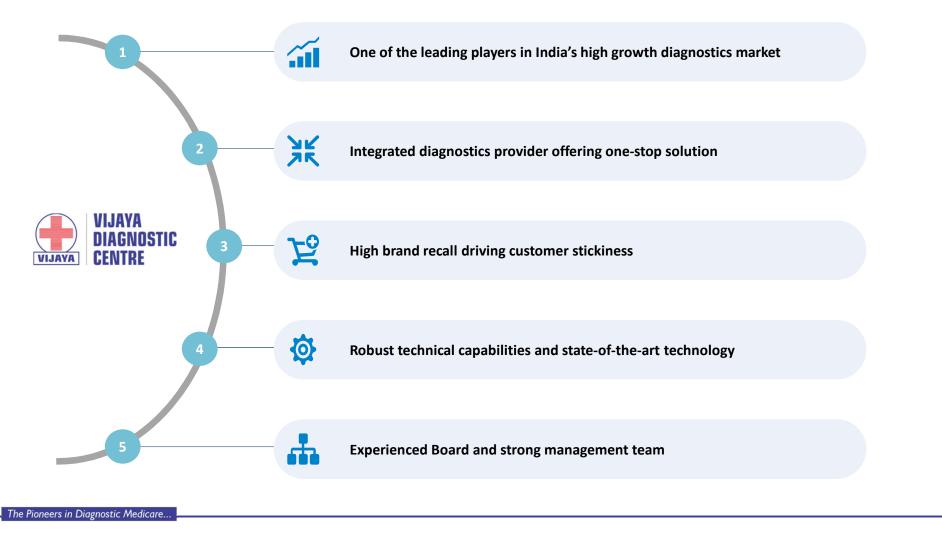
At the Forefront of Introducing New Technologies





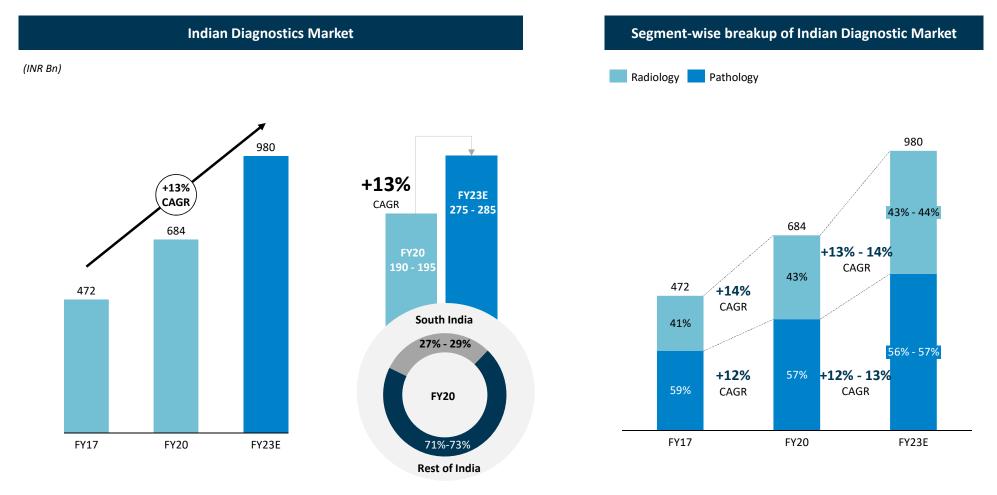
Our Pillars of Strength





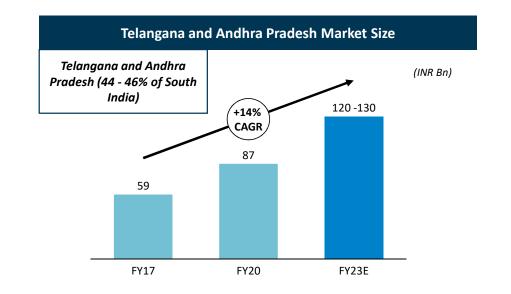
Indian Diagnostics Market expected to Grow at a Healthy Trajectory





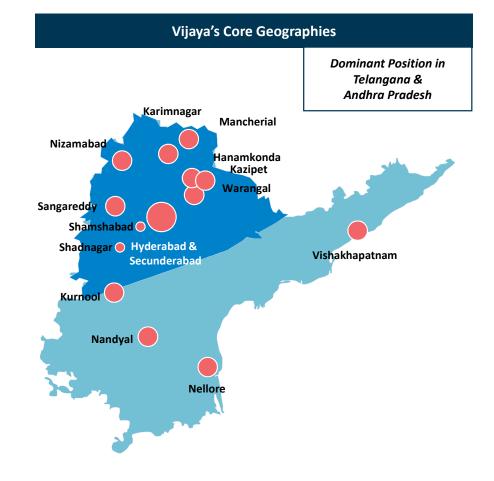
One of the leading players in India's high growth diagnostics market





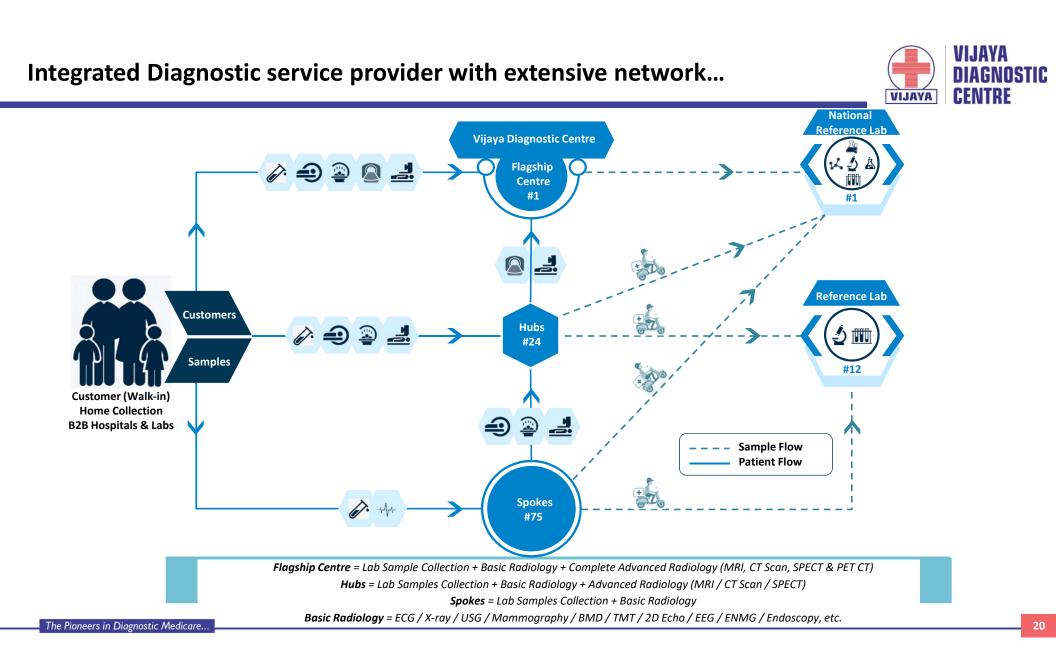
Growth Drivers:

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



NCD: Non Communicable diseases

Source: CRISIL Report



...offering One-Stop Solutions for Pathology & Radiology

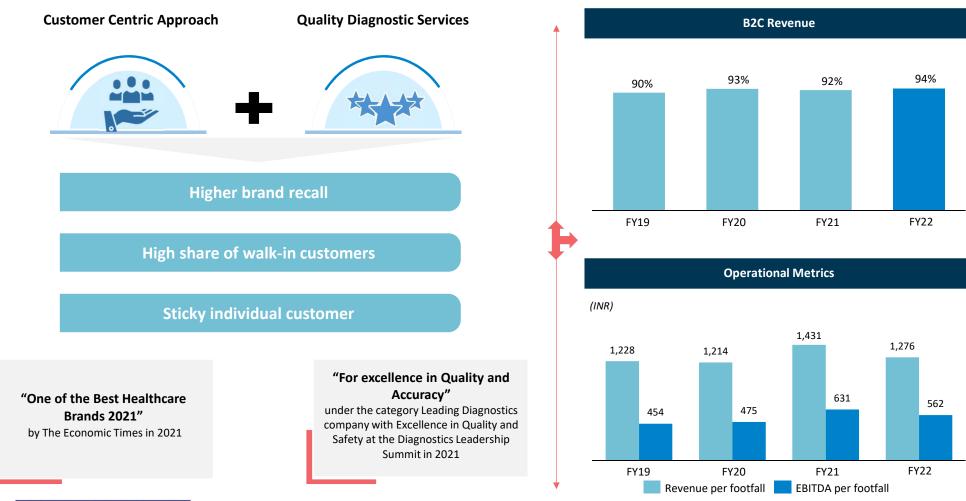




21

High brand recall driving customer stickiness



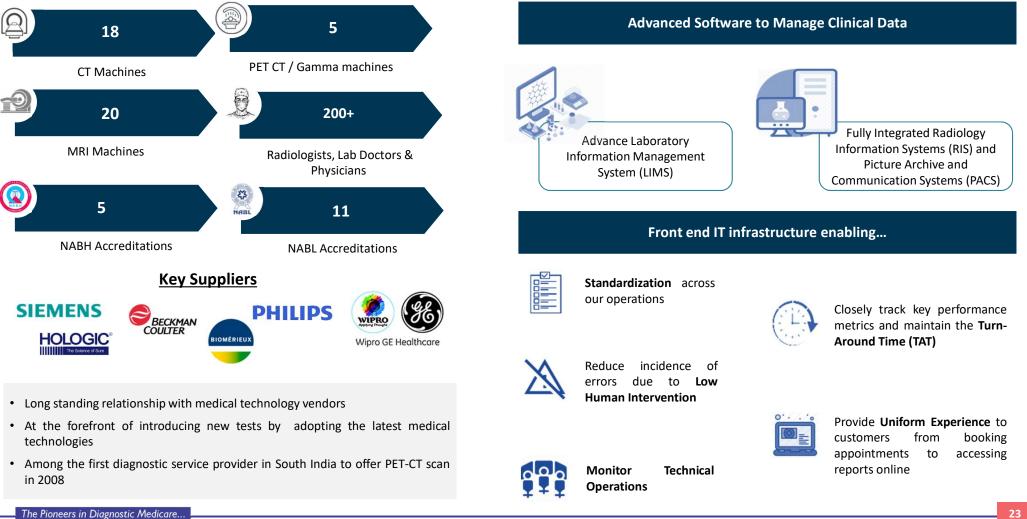


The Pioneers in Diagnostic Medicare..

22

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





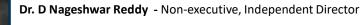
Experienced Board of Directors





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



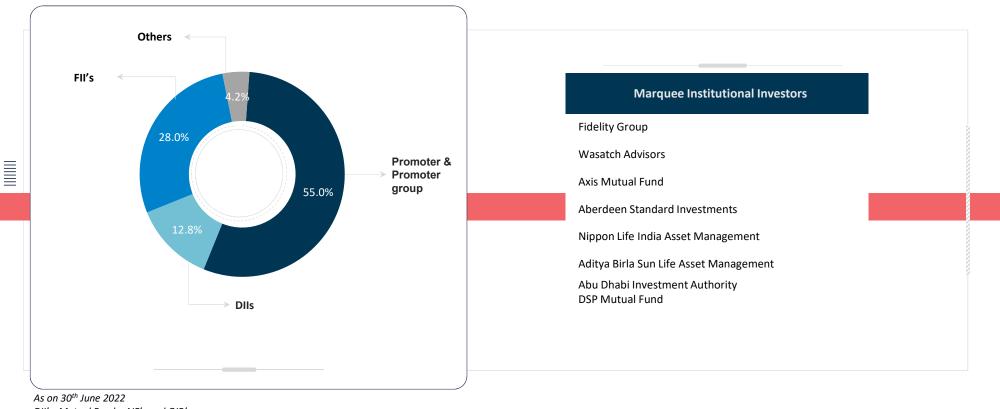


The Pioneers in Diagnostic Medicare..

26_

Shareholding Pattern as of 30th June 2022



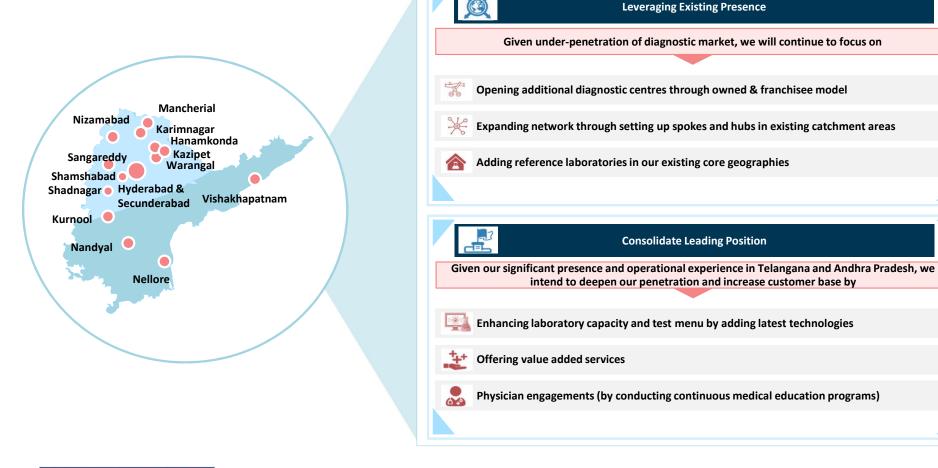


As on 30th June 2022 DII's: Mutual Funds, AIF's and QIB's Others: Retail, Bodies Corporate and others



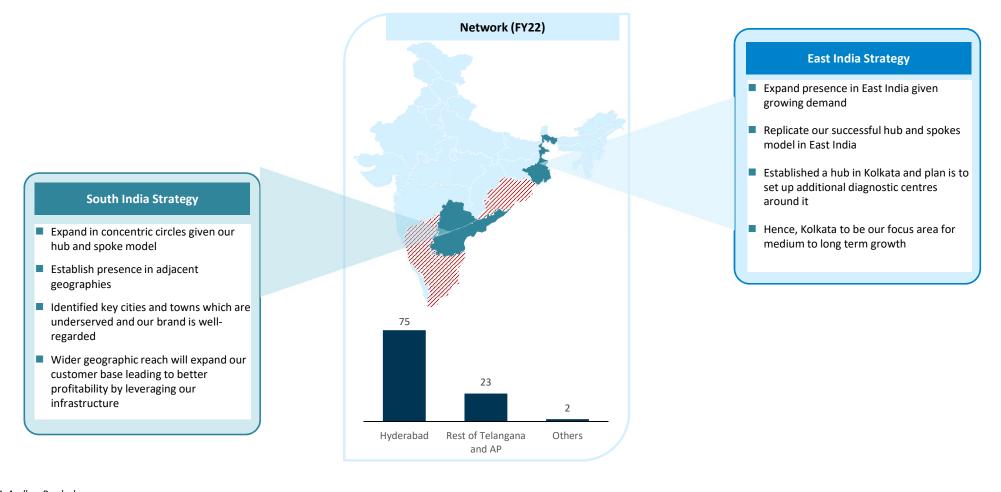
Deepen Footprint in our Core Markets - Telangana & Andhra Pradesh





Expand in Adjacent Geographies & East India



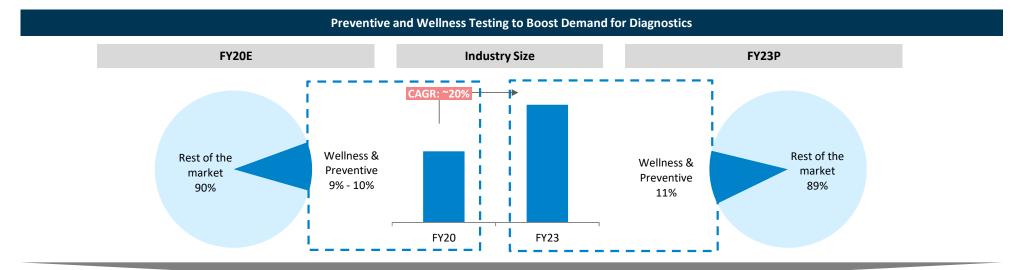


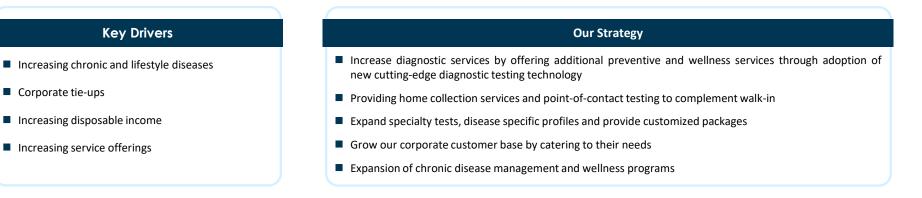
AP: Andhra Pradesh

The Pioneers in Diagnostic Medicare.

Continued Focus on Providing Customer Centric Services and Offerings







Source: CRISIL Report



Financial & Operational Highlights

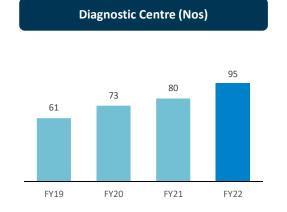
(₹

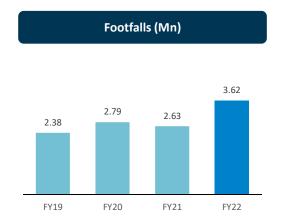
R

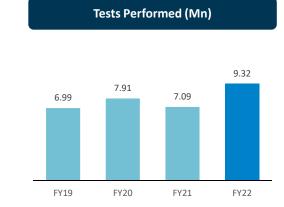
K

Robust Operational Metrics









Test per Footfall (Nos)					
		Impact	of COVID-19		
2.93	2.83	2.69	2 57		



The Pioneers in Diagnostic Medicare...



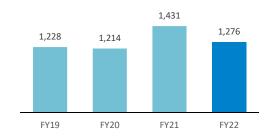
FY21

FY22

FY20

FY19

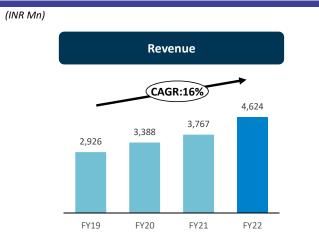
Revenue per Footfall (INR)

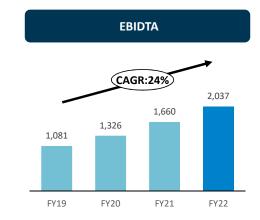


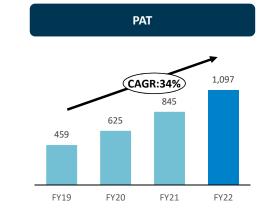
33

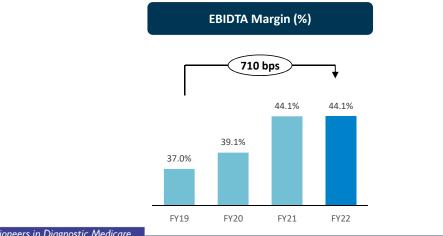
Consistent Financial Performance

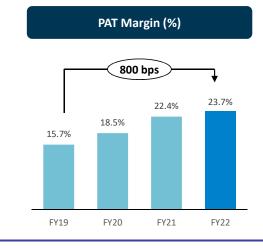










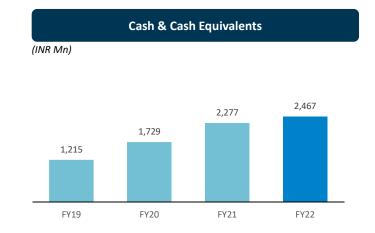


The Pioneers in Diagnostic Medicare..

34

Sustainable Cash Generation & Increasing Return Ratios





RoCE Pre-Cash (%)	

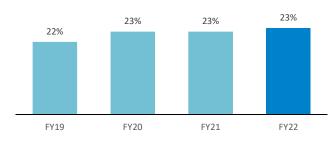




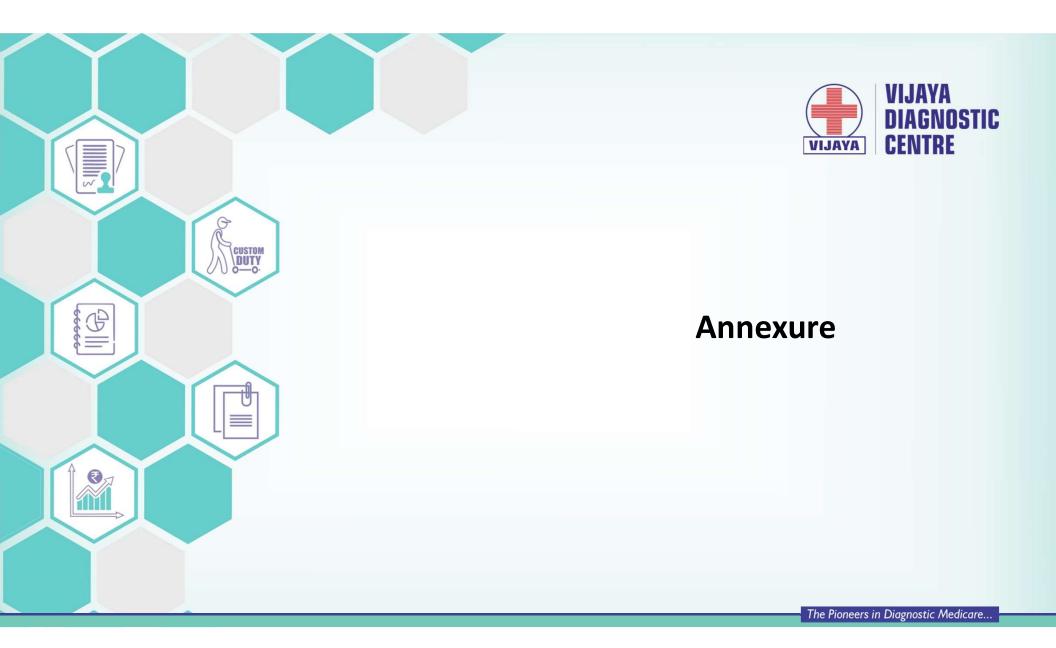
The Pioneers in Diagnostic Medicare.



RoE (%)



CFO = Cash flow from Operations



Consolidated Profit & Loss Account



(INR N	Лn)
--------	-----

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
EBIT	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
РАТ %	23.7%	22.4%	18.5%	15.7%
EPS – Basic (INR)	10.76	8.28	6.13	4.50

Consolidated Balance Sheet



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



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
	,,100	5,.05	1,014	.,

38

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)



Mr. Anoop Poojari /

Mr. Devrishi Singh

+91 98205 30918

anoop@cdr-india.com

devrishi@cdr-india.com



THANK YOU



#6-3-883/F, Ground Floor, FPAI Building, Punjagutta, Officers Colony, Near Topaz Building, Hyderabad-500082, Telangana, India.