



VIJAYA[®]
DIAGNOSTIC
CENTRE

February 05, 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,
25th 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 Q3 FY 2024 results and which would be used in the Investors / Analysts earnings conference call scheduled to be held on **February 06, 2024 at 10:30 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

Q3 & 9M FY24 Earnings Presentation, February 05 2024



Safe Harbour



**VIJAYA
DIAGNOSTIC
CENTRE**

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.



Disclaimer



**VIJAYA
DIAGNOSTIC
CENTRE**

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. 101.8 Mn and Rs. 274.1 Mn for the quarter & nine months ended December 31, 2023 respectively.*
- The Profit after tax (PAT) is higher by Rs. 76.1 Mn and Rs. 205.1 Mn for the quarter & nine months ended December 31, 2023 respectively.*

Note 2:

Acquisition (PH Diagnostic Centre Private Limited, Pune) : PH has become a whole owned subsidiary effective from 21st Dec, 2023. Consequently, its financials have been consolidated for the 11 day period i.e., from 21st to 31st Dec, 2023. Hence, the revenue from operations for the period Q3 FY 24 and 9M FY 24 includes INR 12.9 Mn of PH.



Q3 FY24 – Performance Snapshot (Y-o-Y & Q-o-Q)



**VIJAYA
DIAGNOSTIC
CENTRE**

	Q3 FY24	Q3 FY23	YoY %	Q2 FY24	QoQ %
Revenue ^	1,327	1,131	17%	1,389	-4%
Non Covid Revenue	1,325	1,122	18%	1,387	-4%
EBIDTA	523	443	18%	574	-9%
EBIDTA Margin	39.4%	39.1%	30 BPs	41.3%	-190 BPs
Total tests	2.88	2.49	16%	3.03	-5%
Total Foofall	0.88	0.77	13%	0.91	-4%

(INR, millions)

^ Refer Slide no. 3 (Note 2)

Operational & Financial Highlights – Q3 FY24



2.88 Mn
Tests

0.88 Mn
Footfalls



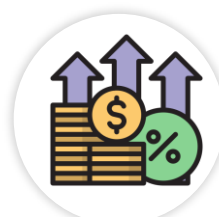
INR 1,326.9 Mn
Revenue from operations

INR 1,324.6 Mn Non-COVID Revenue	+18.1%	+16.2%
	Non COVID Revenue growth (YoY)	Non COVID test volume growth (YoY)



145
Centres

(Includes 18 centres of PH)



INR 523.1 Mn
EBIDTA

39.4%
EBIDTA Margin



INR 258.5 Mn
Profit After Tax¹

19.5%
PAT Margin

INR 273.8 Mn
Normalized Profit After Tax²

20.6%
Normalized PAT Margin²



94.0%
B2C Revenue

Note 1: Refer Slide no. 3

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



9M FY24 – Performance Snapshot



**VIJAYA
DIAGNOSTIC
CENTRE**

Operational & Financial Highlights – 9M FY24



8.53 Mn
Tests

2.57 Mn
Footfalls



INR 3,926.0 Mn
Revenue from operations

INR 3,917.2 Mn Non-COVID Revenue	+18.5%	+17.9%
	Non COVID Revenue growth (YoY)	Non COVID test volume growth (YoY)



145
Centres

(Includes 18 centres of PH)



INR 1,577.9 Mn
EBIDTA

40.2%
EBIDTA Margin



INR 853.7 Mn
Profit After Tax¹

21.7%
PAT Margin

INR 869.0 Mn
Normalized Profit After Tax²

22.1%
Normalized PAT Margin²



94.0%
B2C Revenue

Note 1: Refer Slide no. 3
Note 2 : Excluding one time M&A expenses of INR 20.5 Mn



Management comment



**VIJAYA
DIAGNOSTIC
CENTRE**



Commenting on the Q3FY24 results performance, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:

“Coming to the close of yet another eventful quarter, I’m glad that we recorded an impressive 18% year-on-year non-COVID revenue growth, testifying the strength of our brand and the firming up of our core business.

Marking entry into the state of Karnataka, we inaugurated a futuristic hub at Gulbarga in Nov 2023. Market response & business performance has been encouraging. We believe that we will be able to break even within anticipated timelines and are confident about sufficiently addressing market need and effective expansion in the region.

Yet another major accomplishment in our growth journey is the complete acquisition of PH, Pune’s largest B2C integrated diagnostic chain in Dec 2023. The progress ever since has been rapid and we plan to complete software migration in the next two quarters. Dedicated efforts are fully underway for successful market capture, holistic expansion and brand consolidation in Pune and neighboring geographies in the near future.”

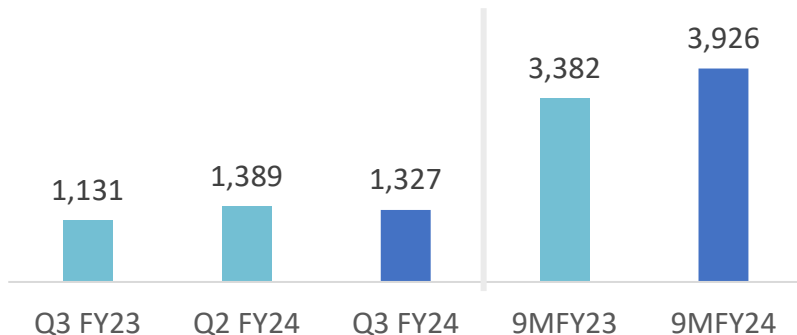


Key Financial Highlights – Q3 & 9MFY24



**VIJAYA
DIAGNOSTIC
CENTRE**

Revenue from Operations

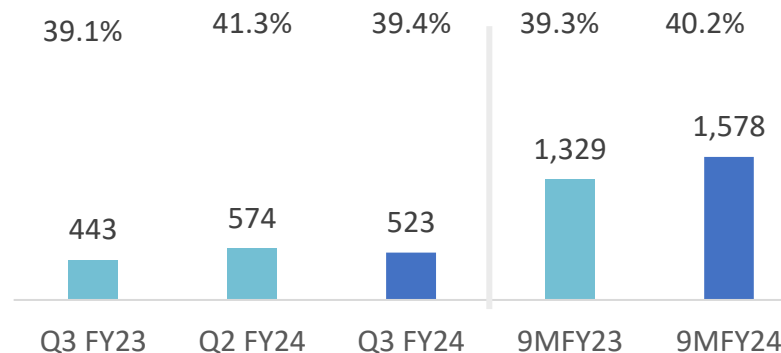


Shift YoY (%)

17.3%

16.1%

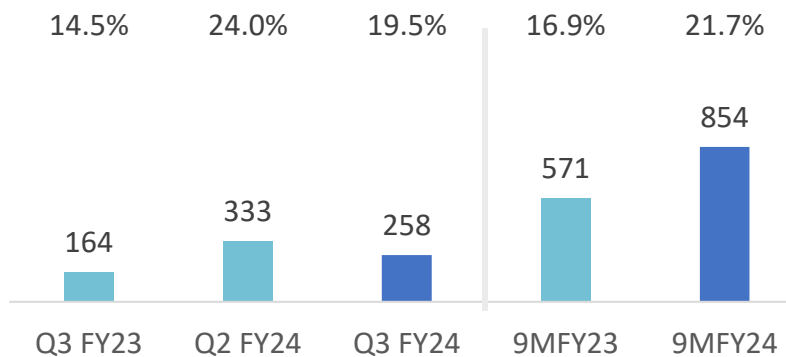
EBITDA & EBITDA Margin (%)



18.1%

18.7%

PAT & PAT Margin (%)



Shift YoY (%)

58.0%

49.4%

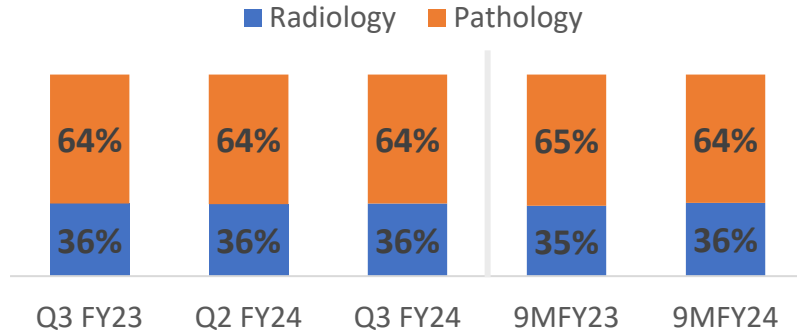


Revenue Mix – Q3 & 9MFY24

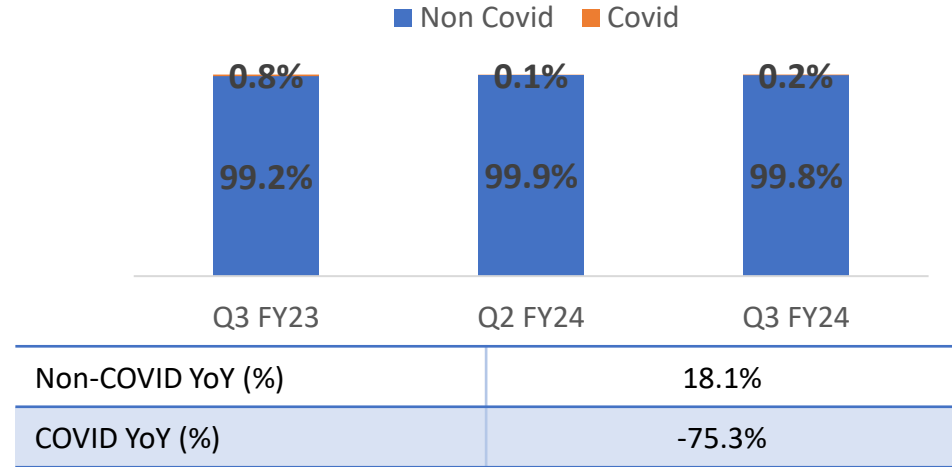


**VIJAYA
DIAGNOSTIC
CENTRE**

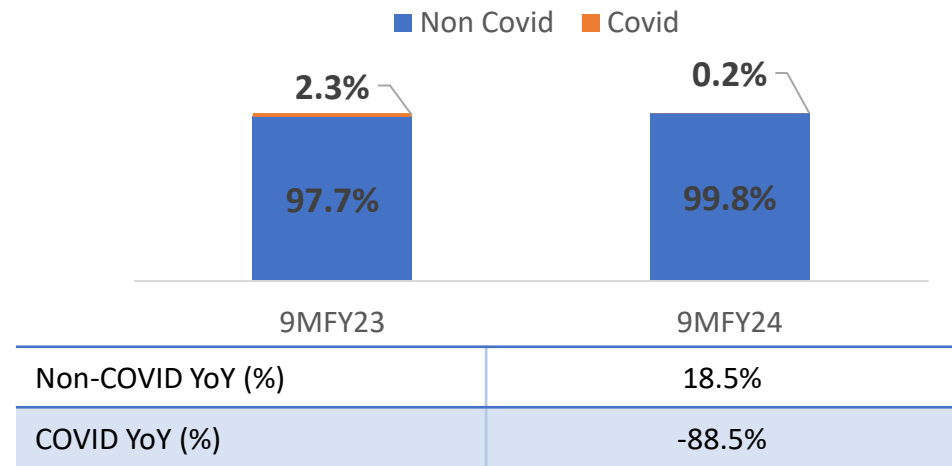
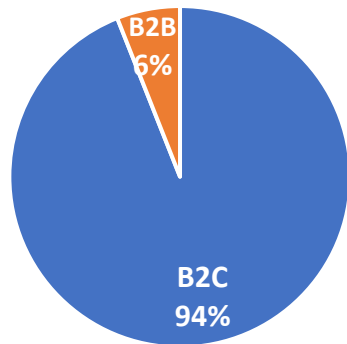
Radiology vs. Pathology Breakdown



Non-COVID & COVID Allied Breakdown



B2C Contribution – Q3 FY24





Q3 & 9MFY24 - Financial and Operational Discussions (Y-o-Y)



**VIJAYA
DIAGNOSTIC
CENTRE**

Financial Performance Q3 FY24

- Revenue from operations increased by 17.3% YoY to Rs. 1,326.9 Mn. Non-Covid revenue witnessed an 18.1% YoY growth
 - **Total revenue from operations and Non-Covid revenue excluding PH increased by 16.2% and 16.9% YoY respectively**
 - Non-Covid revenue growth was essentially volume driven. Furthermore, the up-trend both in radiology and pathology segments reinforces the effectiveness of integrated business model
 - The quarter's Non-Covid business comprised 99.8% of revenue from operations as against 99.2% in Q2FY23
 - Wellness share in Q3FY24 was up at 12%
 - Revenue contribution from B2C segment was 94%
- EBITDA stood at Rs. 523.1 Mn. EBITDA margin for the quarter was 39.4% as against 39.1% in Q3FY23
 - Despite establishing new centers, the company successfully preserved its YoY margins
- PAT stood at Rs. 258.5 Mn translating into a PAT margin of 19.5% (*refer slide no 3*)

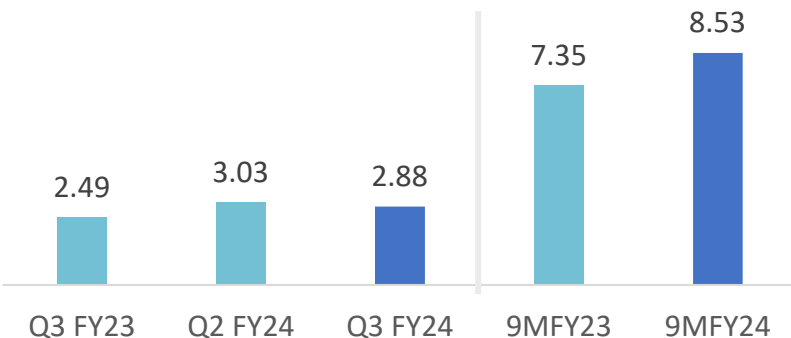


Key Operational Highlights

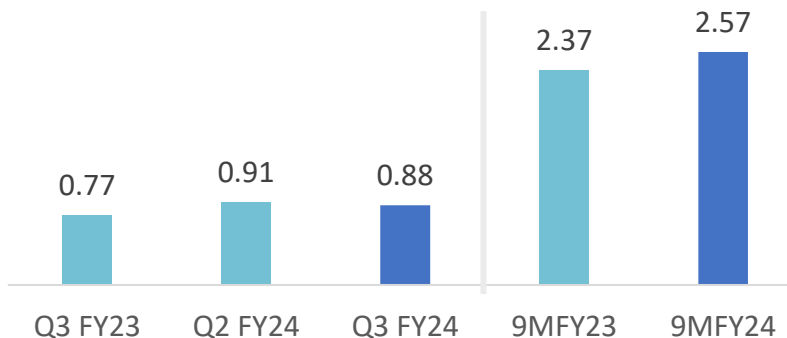


**VIJAYA
DIAGNOSTIC
CENTRE**

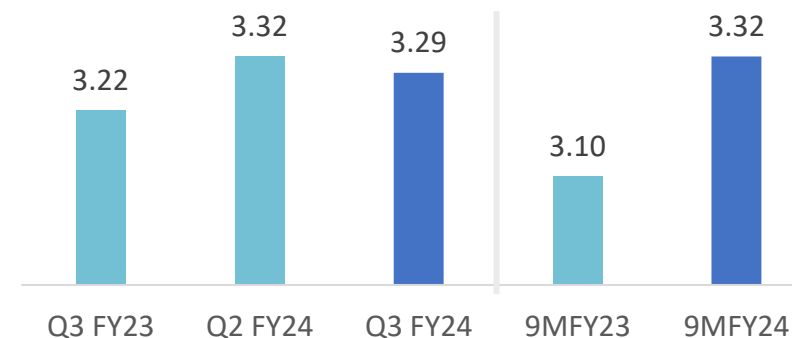
Tests Performed (# in Million)



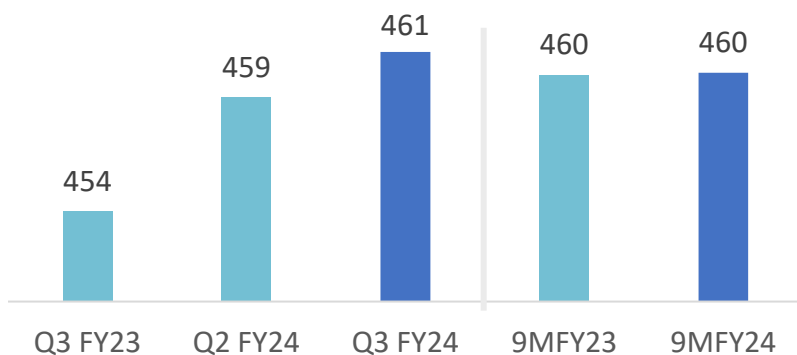
Footfalls (# in Million)



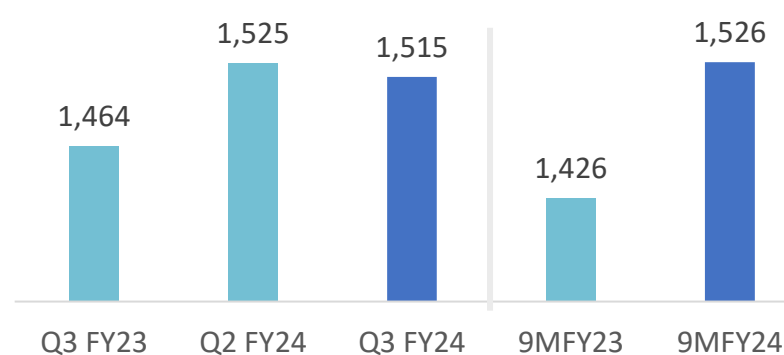
Tests / Footfalls (# in Million)



Revenue per Test (INR)



Revenue per Footfall (INR)



- Company recorded steady growth in No. of tests on YoY basis led by Non-COVID customers in Q3FY24



Consolidated Profit & Loss Account – Q3 & 9MFY24

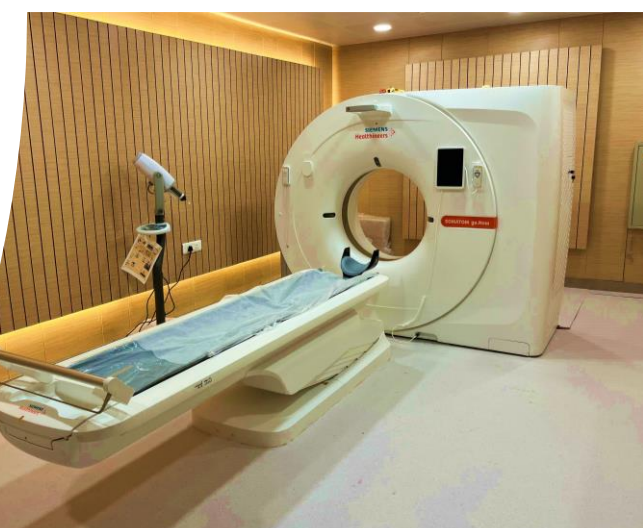


**VIJAYA
DIAGNOSTIC
CENTRE**

Particulars	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenue from operations	1,326.9	1,131.2	17.3%	1,388.6	-4.4%	3,926.0	3,382.3	16.1%
Cost of materials consumed	159.9	136.7	17.0%	163.5	-2.2%	466.2	433.5	7.5%
Employee benefits expense	230.3	197.3	16.7%	218.2	5.5%	657.0	589.5	11.4%
Other expenses	413.7	354.3	16.8%	433.3	-4.5%	1,224.9	1,030.1	18.9%
EBITDA	523.1	442.9	18.1%	573.7	-8.8%	1,577.9	1,329.2	18.7%
EBITDA Margin (%)	39.4%	39.1%	30 BPs	41.3%	-190 BPs	40.2%	39.3%	90 BPs
Other income	51.1	35.6	43.6%	67.5	-24.3%	175.7	96.3	82.4%
Depreciation and amortization expense	145.4	202.8	-28.3%	136.9	6.2%	407.0	503.6	-19.2%
EBIT	428.7	275.6	55.6%	504.3	-15.0%	1,346.6	921.9	46.1%
Finance costs	60.6	55.4	9.4%	58.5	3.6%	178.0	151.8	17.2%
Profit before exceptional items and tax	368.1	220.2	67.2%	445.8	-17.4%	1,168.6	770.1	51.8%
Exceptional items	20.5	0.0		0.0		20.5	0.0	
Profit before Tax	347.6	220.2	57.9%	445.8	-22.0%	1,148.1	770.1	49.1%
Tax expenses	87.6	55.6	57.5%	110.0	-20.4%	288.5	195.3	47.7%
Profit before Minority Interest	260.0	164.6	58.0%	335.7	-22.6%	859.6	574.8	49.5%
Minority Interest	1.5	0.9	64.9%	2.5	-39.4%	5.9	3.4	71.3%
Profit after Tax (PAT)	258.5	163.6	58.0%	333.2	-22.4%	853.7	571.4	49.4%
PAT Margin (%)	19.5%	14.5%	500 BPs	24.0%	-450 BPs	21.7%	16.9%	480 BPs
EPS – Basic (INR)*	2.5	1.6	56.0%	3.3	-23.3%	8.3	5.6	48.7%

Note: Refer Slide no. 3

DELIVERING TOP CLASS HEALTHCARE – STATE- OF-THE-ART HUB AT GULBARGA





Gulbarga Facility

Entering Karnataka: Inaugurated a Standalone Hub in Gulbarga – November 2023

- Gathering pace in the direction of expansion to adjacent geographies, we set up a futuristic hub in Gulbarga, Karnataka
- The center offers a comprehensive range of diagnostics services from a routine blood test to advanced radiology modalities like MRI and CT
- Our 'Comprehensive diagnostic services under one roof' model sets us apart in the region



**VIJAYA
DIAGNOSTIC
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
DIAGNOSTIC
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
Total customer facing centres		22
Processing Laboratory		1

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

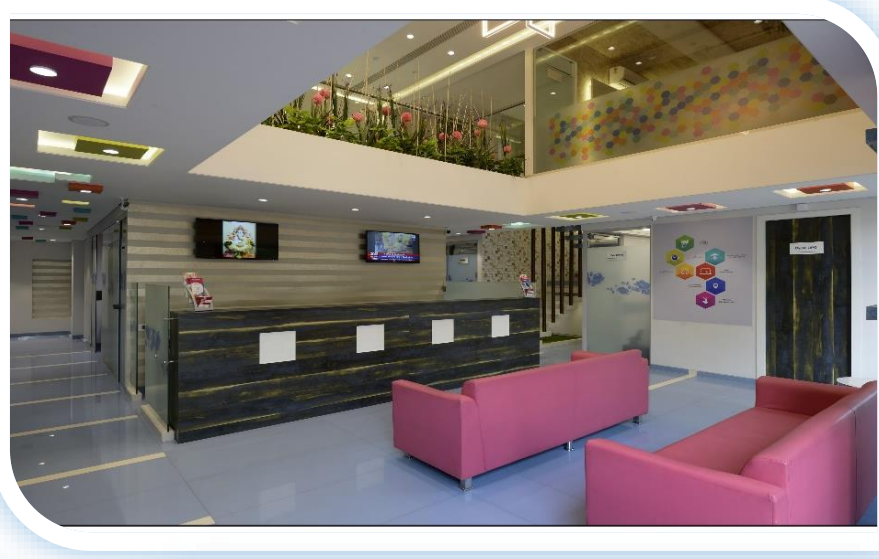
Particulars	FY 23
Revenue	INR 416.3 Mn
EBITDA	Inline with Vijaya's margin



High Quality Infrastructure



**VIJAYA
DIAGNOSTIC
CENTRE**

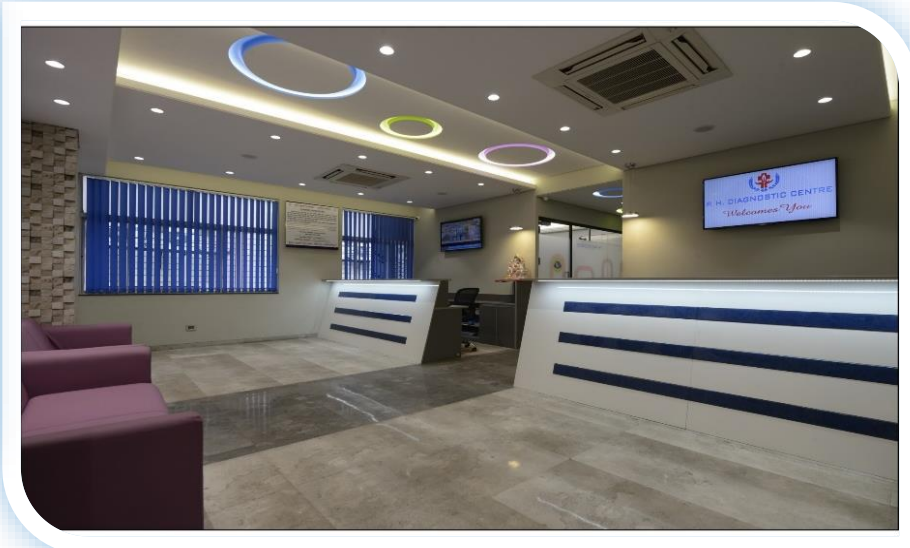
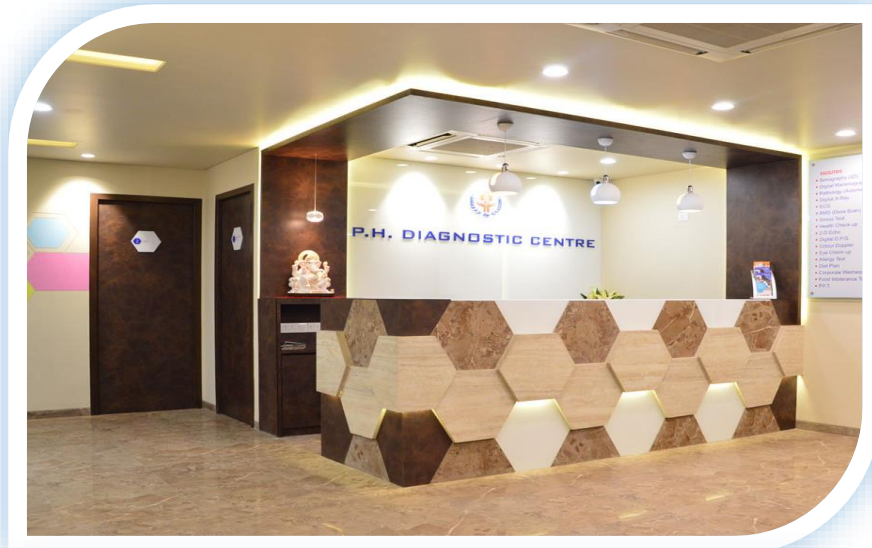


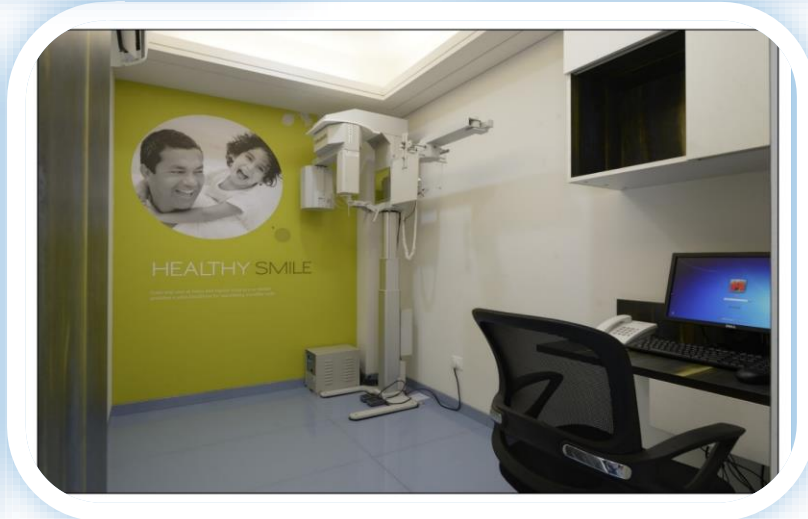


Superior Facilities



**VIJAYA
DIAGNOSTIC
CENTRE**





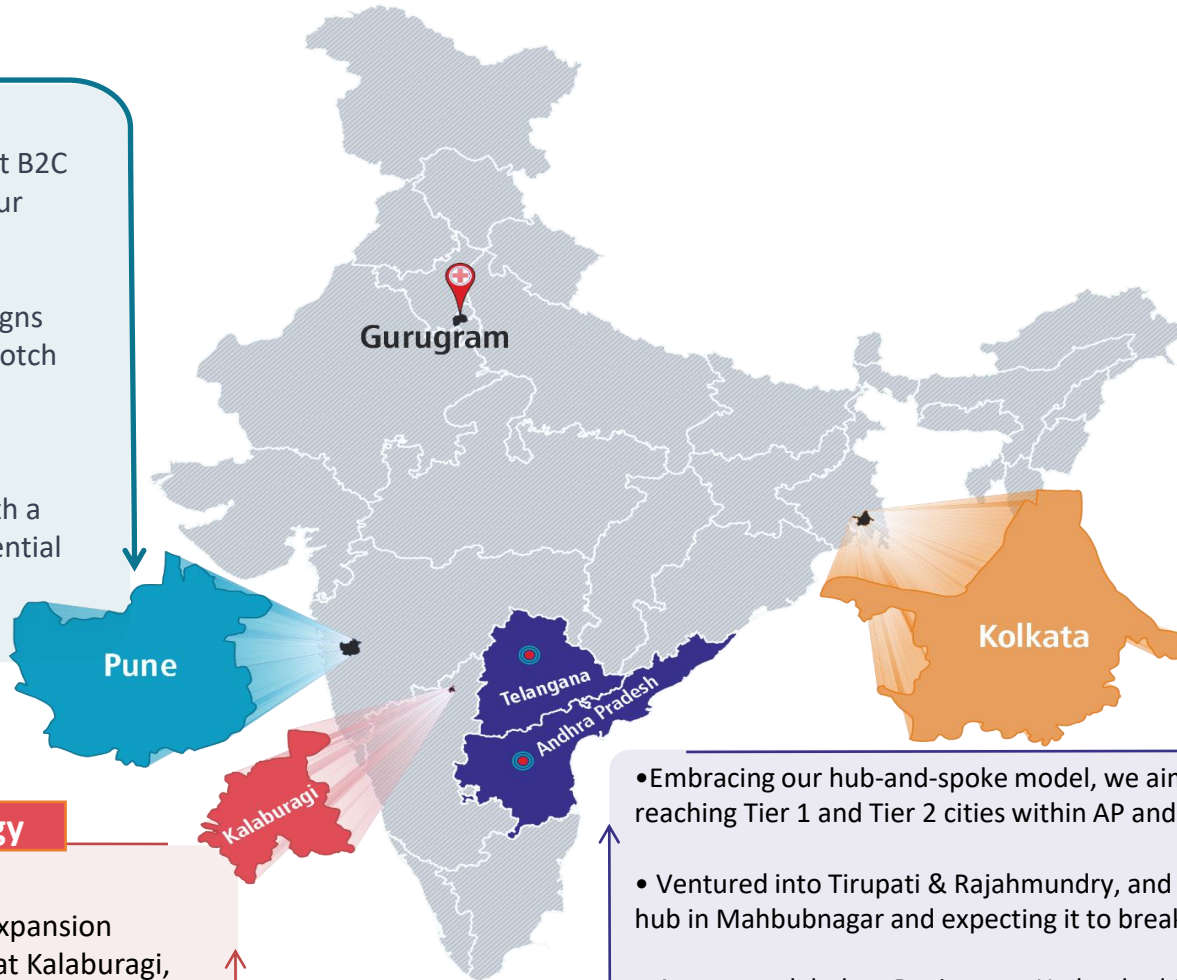


**VIJAYA
DIAGNOSTIC
CENTRE**

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.

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.

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 within 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.



**VIJAYA
DIAGNOSTIC
CENTRE**

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



~3.3 Mn

Footfalls

Trusted by every Age group



~11.0 Mn

Tests

Most preferred Diagnostic Centre



at Affordable Prices

The Pioneers in Diagnostic Medicare...

Footfalls & Tests for 12 months ended December 2023



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

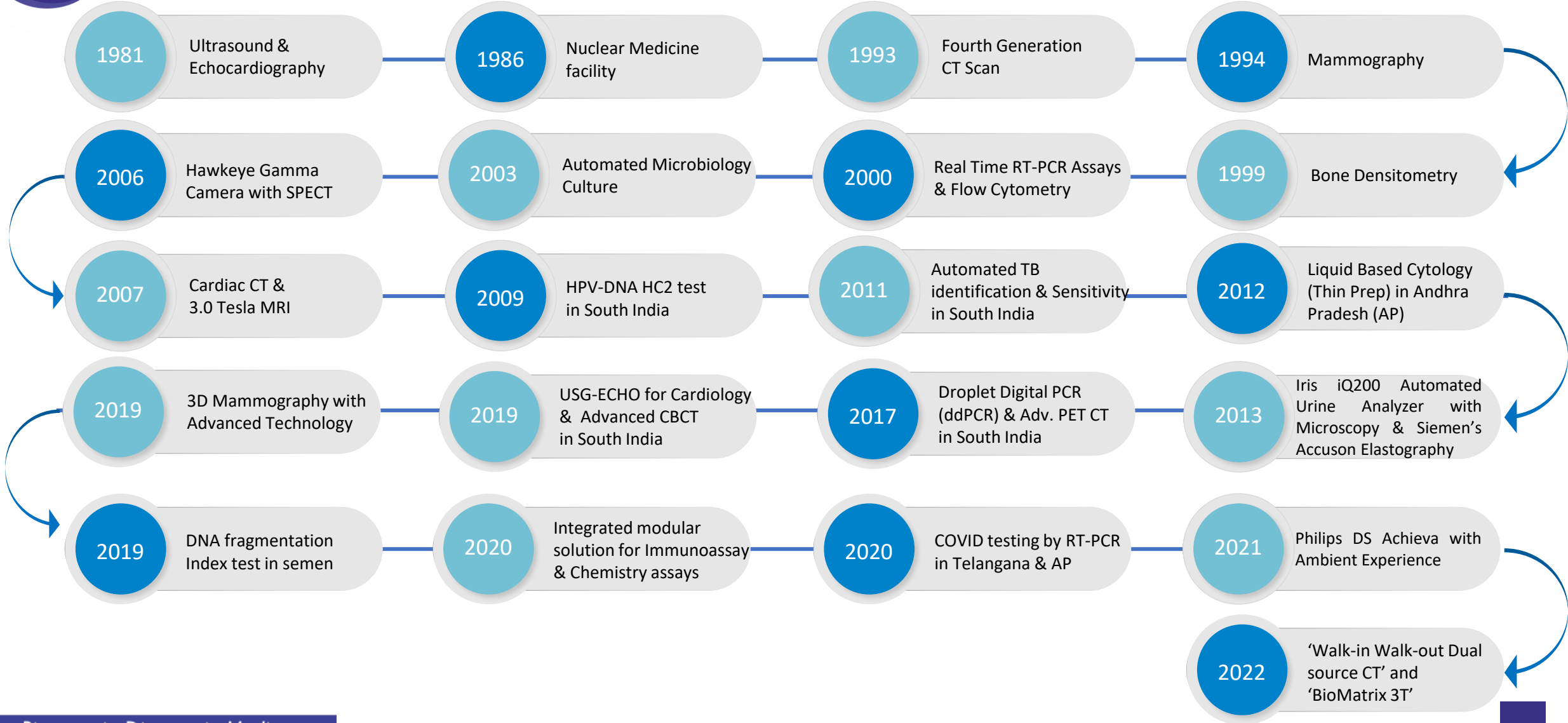
*ICMR: Indian Council of Medical Research; NSE: National Stock Exchange, BSE: Bombay Stock Exchange



At the Forefront of Introducing New Technologies



**VIJAYA
DIAGNOSTIC
CENTRE**





Our Pillars of Strength



**VIJAYA
DIAGNOSTIC
CENTRE**

1



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

2



Integrated diagnostics provider offering one-stop solution

3



High brand recall driving customer stickiness

4



Robust technical capabilities and state-of-the-art technology

5



Experienced Board and strong management team



Complete Range of Diagnostic Services under One Roof

Comprehensive and high quality integrated diagnostic services through our operational network

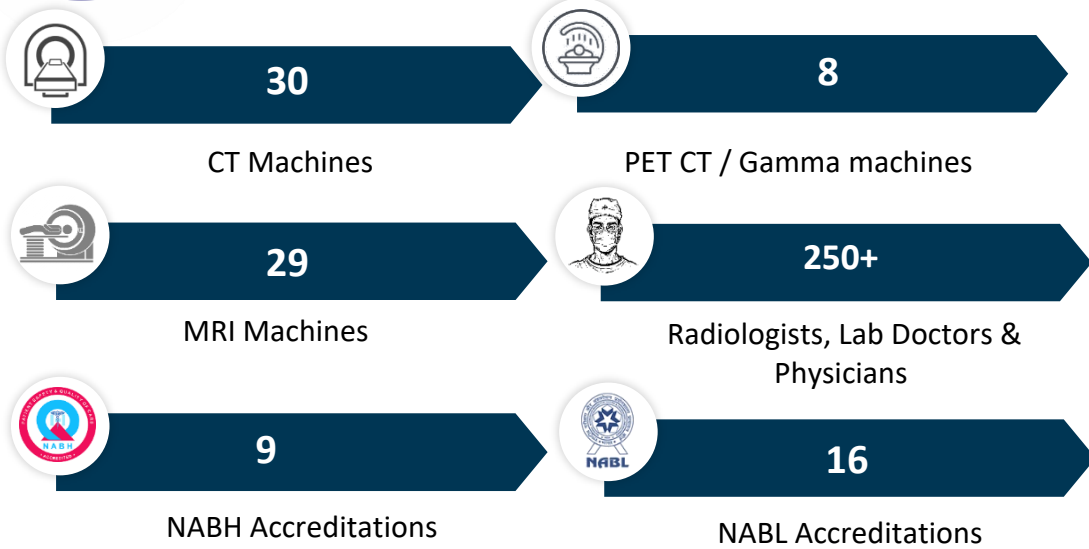




Robust Technical Capabilities with State-of-the-art IT Infrastructure



VIJAYA DIAGNOSTIC 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 for service excellence in integrated diagnostic care by the Time Group at the Times Health Excellence awards – Telangana 2023.



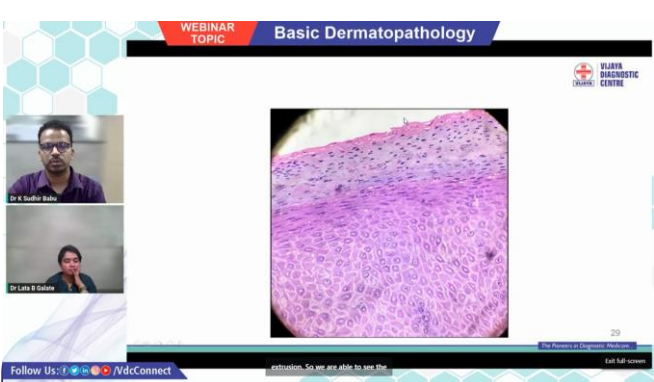
Vijaya Diagnostic Centre was awarded for excellence in comprehensive diagnostic care at the TV9 Bangla Suswasto Health Conclave and Excellence Awards held on August 18, 2023, at Swabhumi, Kolkata



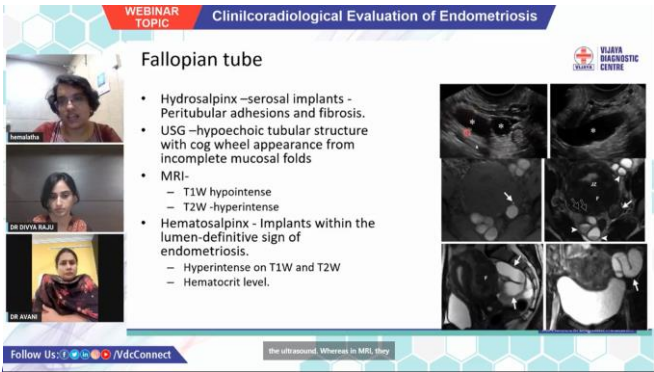
Our consultant radiologist, Dr. Varsha Joshi, has made significant contributions as an Associate Editor to the recently published 8th Edition of David Sutton's Textbook of Radiology and Imaging. She has also authored two chapters on head and neck radiology within this book. Sutton's textbook stands as 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 Radiology in Hyderabad on 7th Oct 2023



Laboratory webinar on Basic Dermatopathology” on 28th December 2023



Radiology webinar on "Clinilcoradiological Evaluation of Endometriosis" on 20th December 2023



Vijaya Diagnostic Centre has organized a continuing medical education (CME) on Radiology in Hyderabad on 22nd Dec 2023

WEBINAR TOPIC: Anti-globulin (Coombs) Test

Principle

A) Tube agglutination method

Direct Coombs test

Positive test result

Red blood cells coated with incomplete antibody (IgG) or C3 complement component in vivo can be made to agglutinate in saline by adding antihuman globulin (AHG) reagent.

Laboratory webinar on "Anti-globulin (Coombs) Test" on 14th Dec 2023 (Thursday)

WEBINAR TOPIC: Screening Markers in First Trimester

Trisomy 13 (Patau syndrome)

- 1 in 10,000 births
- Associated with intellectual disability and physical abnormalities
- Infants usually die within first few days or weeks of life
- Only 5 to 10% survive past one year

Laboratory webinar on "Screening Markers in First Trimester" on 16th November 2023



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

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

Fastest Growing Brands (Pride of the Nation)



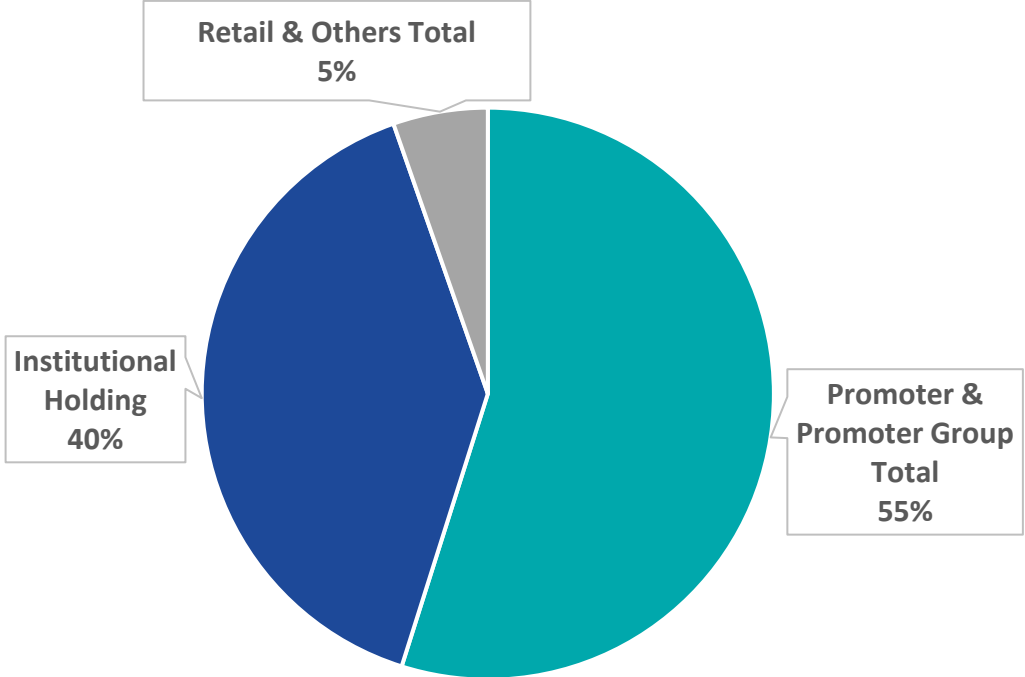
2019
Presented by United Research Services

Best Diagnostic Centre of the Year



2019
Presented by Times Healthcare Achievers

Shareholding Pattern – As of 31st December, 2023



Marquee Institutional Investors	Holding %
Wasatch Advisors	9.7%
Nippon India	6.2%
Aberdeen Standard Investments	5.3%
ICICI Mutual Fund	3.4%
Axis Mutual Fund	3.1%

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



**VIJAYA
DIAGNOSTIC
CENTRE**

Financial & Operational Highlights

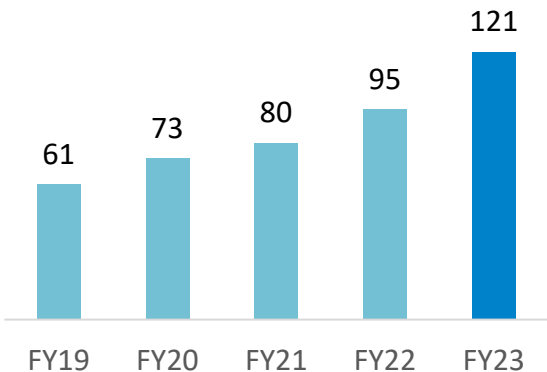


Robust Operational Metrics

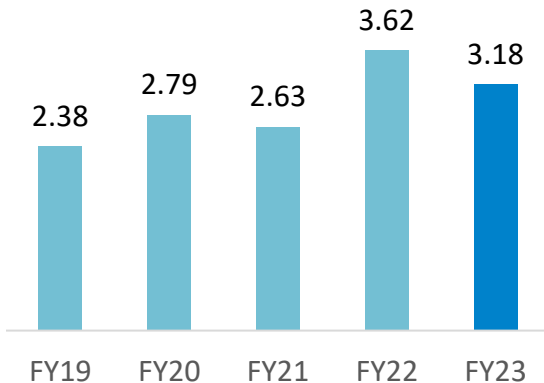


**VIJAYA
DIAGNOSTIC
CENTRE**

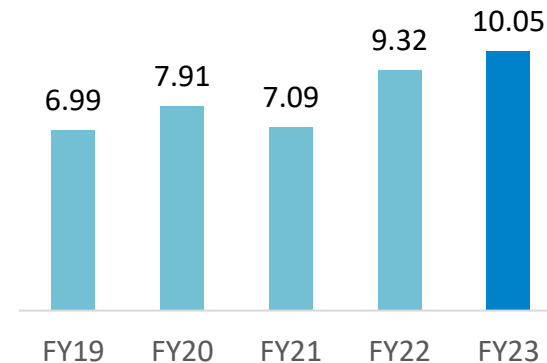
Diagnostic Centre (Nos)



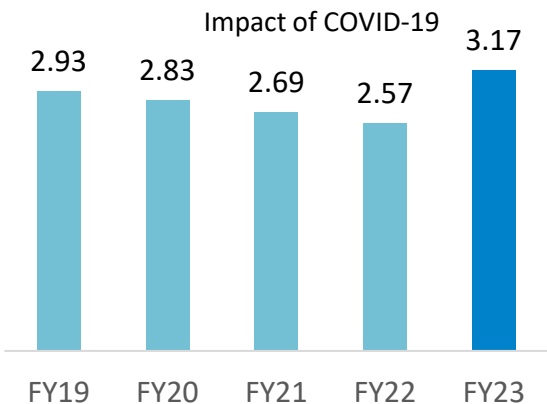
Footfalls (Mn)



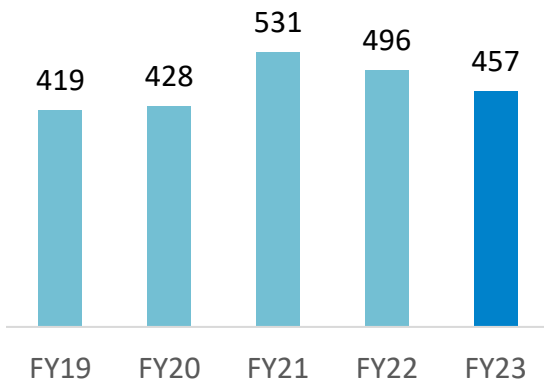
Tests Performed (Mn)



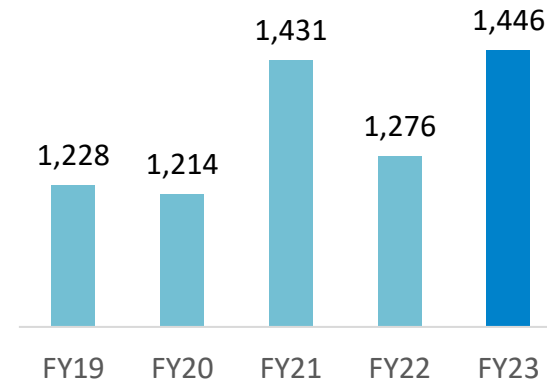
Test per Footfall (Nos)



Revenue per Test (INR)



Revenue per Footfall (INR)

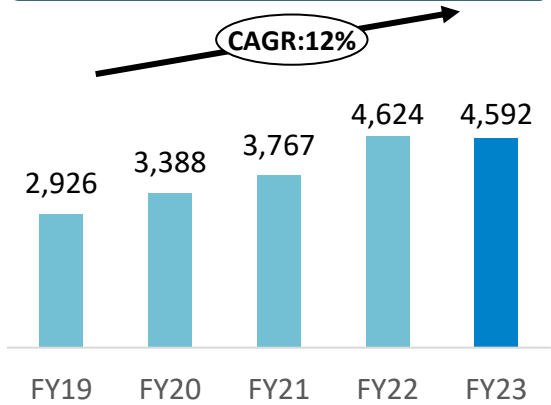




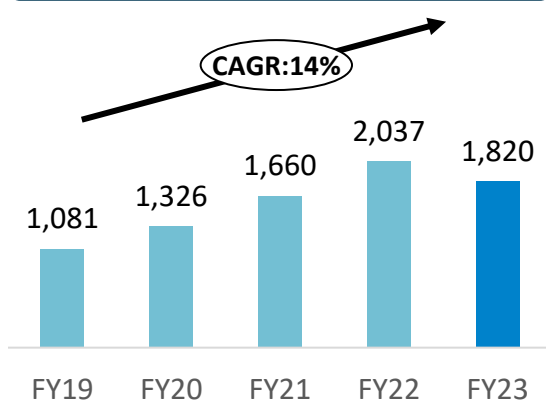
Consistent Financial Performance



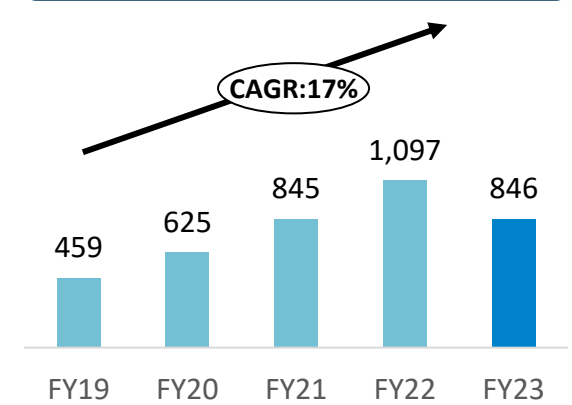
Revenue



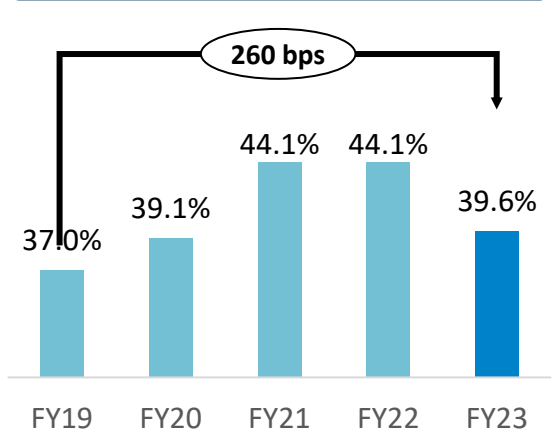
EBIDTA



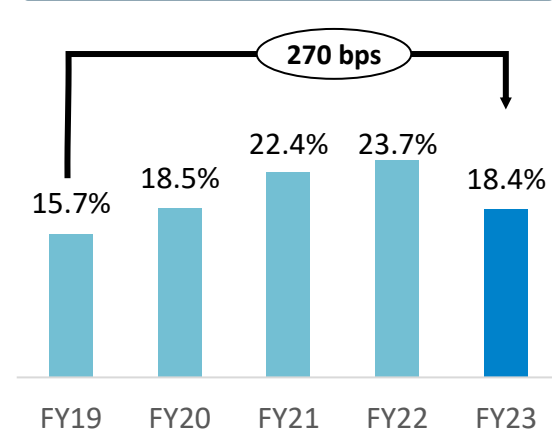
PAT



EBIDTA Margin (%)



PAT Margin (%)





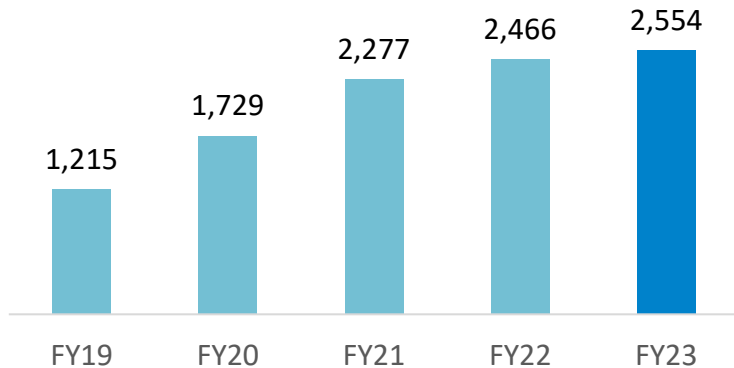
Sustainable Cash Generation & Increasing Return Ratios



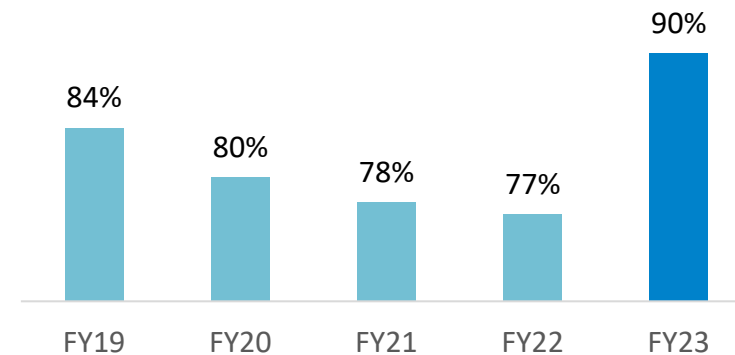
**VIJAYA
DIAGNOSTIC
CENTRE**

Cash & Cash Equivalents

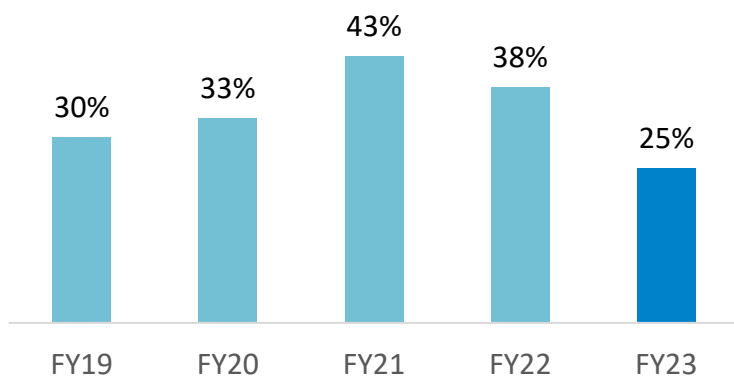
(INR Mn)



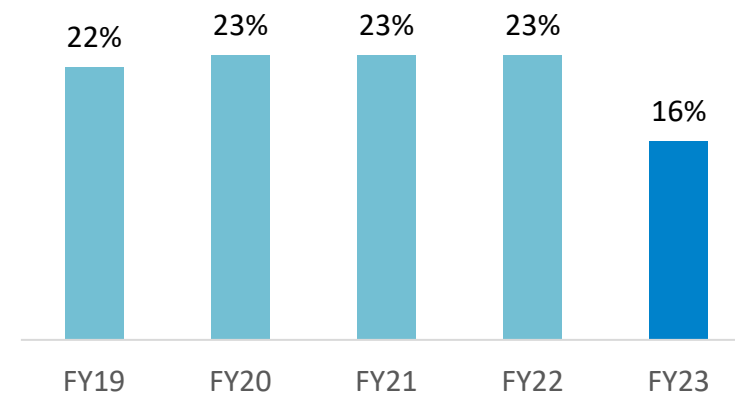
CFO / EBIDTA (%)



RoCE Pre-Cash (%)



RoE ¹ (%)



Note: Refer Slide no. 3



**VIJAYA
DIAGNOSTIC
CENTRE**

Annexure



Consolidated Profit & Loss Account



**VIJAYA
DIAGNOSTIC
CENTRE**

Particulars	FY23	FY22	FY21	FY20	FY19
Revenue from operations	4,592	4,624	3,767	3,388	2,926
Cost of materials consumed	589	715	571	439	405
Employee benefits expense	785	707	574	624	539
Other expenses	1,398	1,165	962	999	901
EBITDA	1,820	2,037	1,660	1,326	1,081
EBITDA %	39.6%	44.1%	44.1%	39.1%	37.0%
Other income	142	128	118	154	104
Depreciation and amortization expense	617	527	505	492	396
EBIT	1,344	1,638	1,274	988	789
Finance costs	209	165	152	154	135
Profit before Tax	1,135	1,474	1,121	834	653
Tax expenses	283	367	270	209	190
Profit after Tax before Minority Interest	852	1,107	851	625	463
Minority Interest	5.8	10	6	0	4
Profit after Tax	846	1,097	845	625	459
PAT %	18.4%	23.7%	22.4%	18.5%	15.7%
EPS – Basic (INR)	8.29	10.76	8.28	6.13	4.50

Note: Refer Slide no. 3



Consolidated Balance Sheet



**VIJAYA
DIAGNOSTIC
CENTRE**

Assets	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
NON-CURRENT ASSETS	5,777	4,436	3,022	2,959	2,689
Property, plant and equipment	2,940	1,966	1,358	1,398	1,437
Capital work-in-progress	271	341	82	93	27
Goodwill	53	53	53	53	69
Other intangible assets	22	14	6	10	7
Right of use asset	2,223	1,672	1,260	1,254	1,079
Intangible assets under development	6	1	12	4	-
Financial assets					
- Investments	0	0	0	0	0
- Other financial assets	90	75	122	55	43
Deferred tax assets	83	89	61	16	12
Income tax assets	2	2	6	9	8
Other assets	85	223	61	67	7
CURRENT ASSETS	2,757	2,698	2,388	1,865	1,374
Inventories	20	43	26	28	22
Financial assets					
- Investments	1390	542	276	547	688
- Trade receivables	95	98	64	80	91
- Cash and cash equivalents	242	110	67	556	96
- Bank balances other than Cash and cash equivalents	922	1,813	1,876	626	430
- Loans		0	0	1	4
- Other financial assets	36	51	52	5	26
Other current assets	51	41	27	22	17
TOTAL ASSETS	8,534	7,135	5,409	4,824	4,063

EQUITY AND LIABILITIES	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
EQUITY	5,466	4,695	3,592	2,741	2,069
Equity share capital	102	102	45	45	45
Instruments entirely equity in nature	-	-	-	-	24
Other equity	5,364	4,593	3,547	2,696	2,000
NON-CURRENT LIABILITIES	2,406	1,778	1,377	1,494	1,422
Financial liabilities					
- Borrowings	0	0	33	221	315
- Lease liabilities	2,330	1,703	1,265	1,196	1,034
- Other financial liabilities	0	0	2	9	19
Provisions	71	74	77	67	53
Other liabilities	5	1	1	1	1
CURRENT LIABILITIES	662	661	440	589	572
Financial liabilities					
- Borrowings	0	6	12	13	20
- Lease liabilities	145	126	101	88	73
- Trade payables	277	216	222	217	218
- Other financial liabilities	140	248	61	224	204
Income tax liabilities	24	9	16	15	15
Provisions	40	21	7	11	11
Other liabilities	36	35	20	21	31
TOTAL EQUITY AND LIABILITIES	8,534	7,135	5,409	4,824	4,063



Consolidated Cash Flow Statement



**VIJAYA
DIAGNOSTIC
CENTRE**

Particulars	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Cash Flow from Operating Activities					
Profit before Tax	1,135	1,474	1,121	834	653
Adjustment for Non-Operating Items	683	572	534	492	431
Operating Profit before Working Capital Changes	1,818	2,046	1,655	1,326	1,084
Changes in Working Capital	90	-67	-46	-32	8
Cash Generated from Operations	1,908	1,979	1,609	1,294	1,092
Less: Direct Taxes paid	-262	-399	-312	-233	-187
Net Cash from Operating Activities	1,646	1,580	1,297	1,061	905
Purchase and construction of property, plant and building (net)	-1,248	-1,223	-312	-375	-591
Investments (net)	734	-127	-1,033	11	-314
Others	887	120	47	57	6
Cash Flow from Investing Activities	-1,096	-1,231	-1,298	-306	-898
Cash Flow from Financing Activities	-419	-306	-488	-295	-72
Net increase/ (decrease) in Cash & Cash equivalent	131	44	-489	460	-65
Cash & Cash Equivalents at the beginning of the period	110	67	556	96	161
Cash & Cash equivalents at the end of the period	242	110	67	556	96

Cash and Cash Equivalents

Particulars	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Investments*	1,390	542	335	547	688
Cash and cash equivalents	242	110	67	556	96
Bank balances other than Cash and cash equivalents	922	1,813	1,876	626	430
Total	2,554	2,465	2,277	1,729	1,215



**VIJAYA
DIAGNOSTIC
CENTRE**

Thank You

For further information please contact:

**Mr. Siva Rama Raju
Head – Strategy & Investor Relations
+91 99485 95555**

sivamaraju.v@vijayadiagnostic.in
ir@vijayadiagnostic.in

www.vijayadiagnostic.com