

Date: February 12, 2024

Ref. No.: KDL/SE/CI/06/2023-24

To, BSE Limited Corporate Relationship Department 25th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001 Scrip Code: 543328	To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400051 NSE Symbol: KRSNAA
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Dear Sir/Madam,

Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 for Investor Presentation.

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation for the Investors/Analysts on unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2023.

Request you to take the same on your records.

Thanking you,
Yours sincerely,

For **Krsnaa Diagnostics Limited**



Sujoy Sudipta Bose
Company Secretary & Compliance Officer
Encl: as above

Krsnaa Diagnostics Ltd.

S.No. 243/A, Hissa No. 6, CTS No. 4519, 4519/1, Near Chinchwad Station,
Chinchwad, Taluka - Haveli, Pune, MH - 411019 (India)
020 27402400 | info@krsnaa.in

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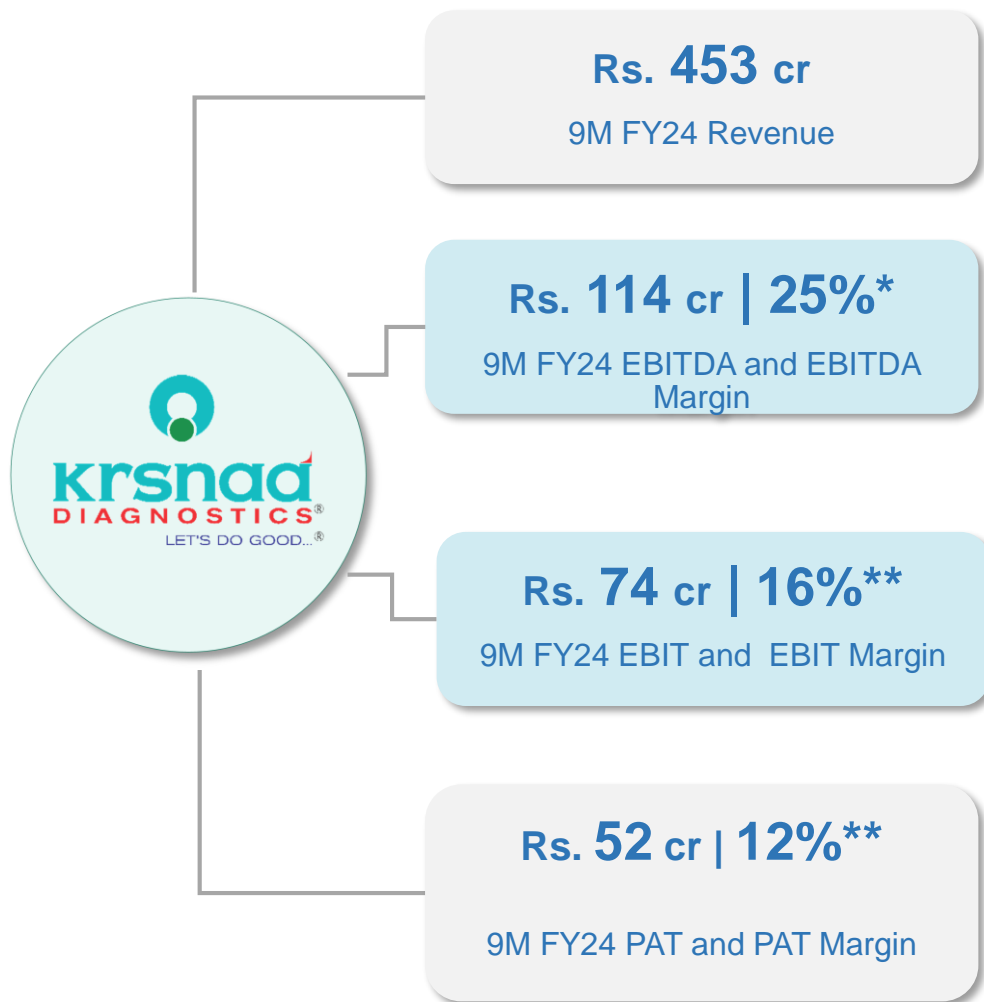
Q3FY2024 Investors Presentation

One of INDIA'S LARGEST Differentiated Diagnostic Service Provider



Q3FY2024 Performance

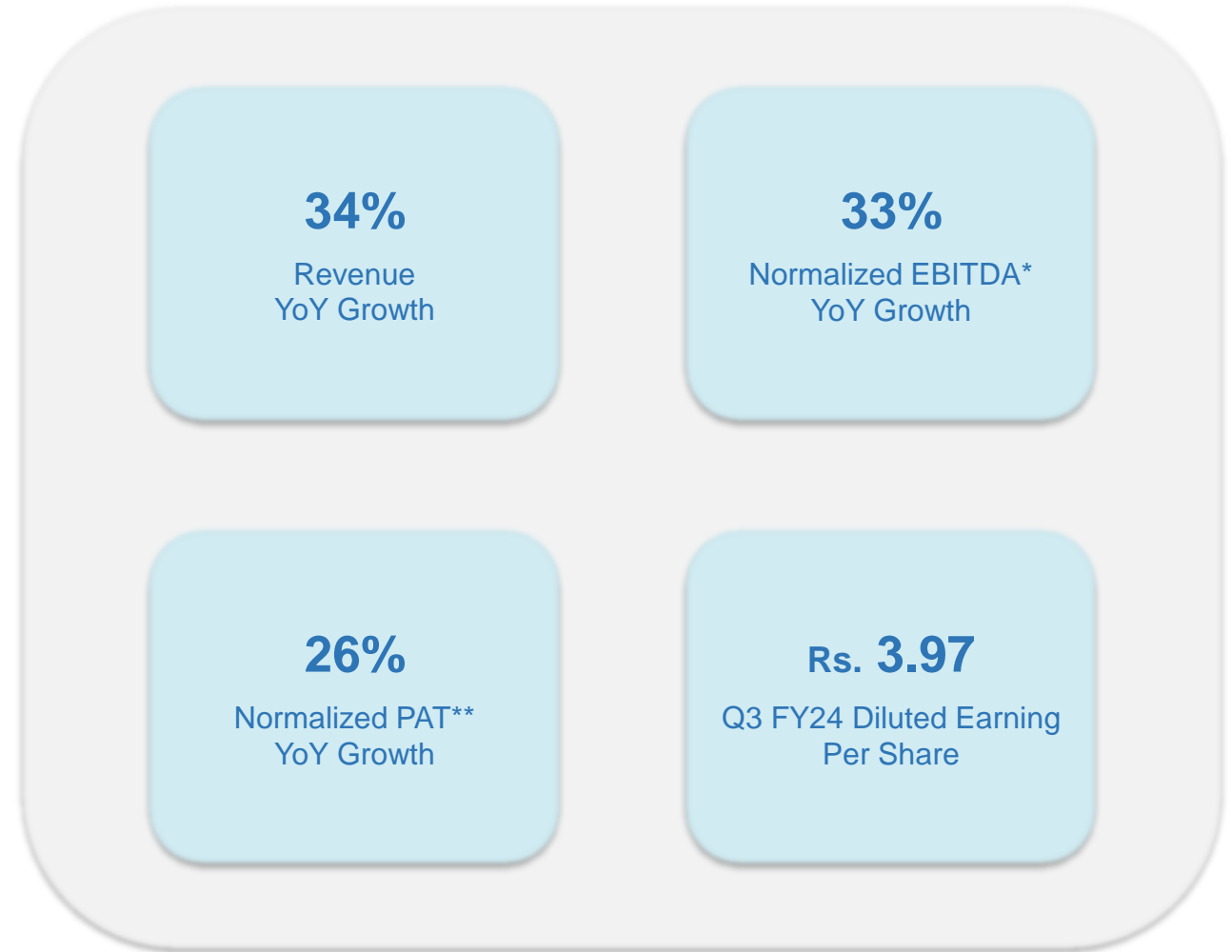
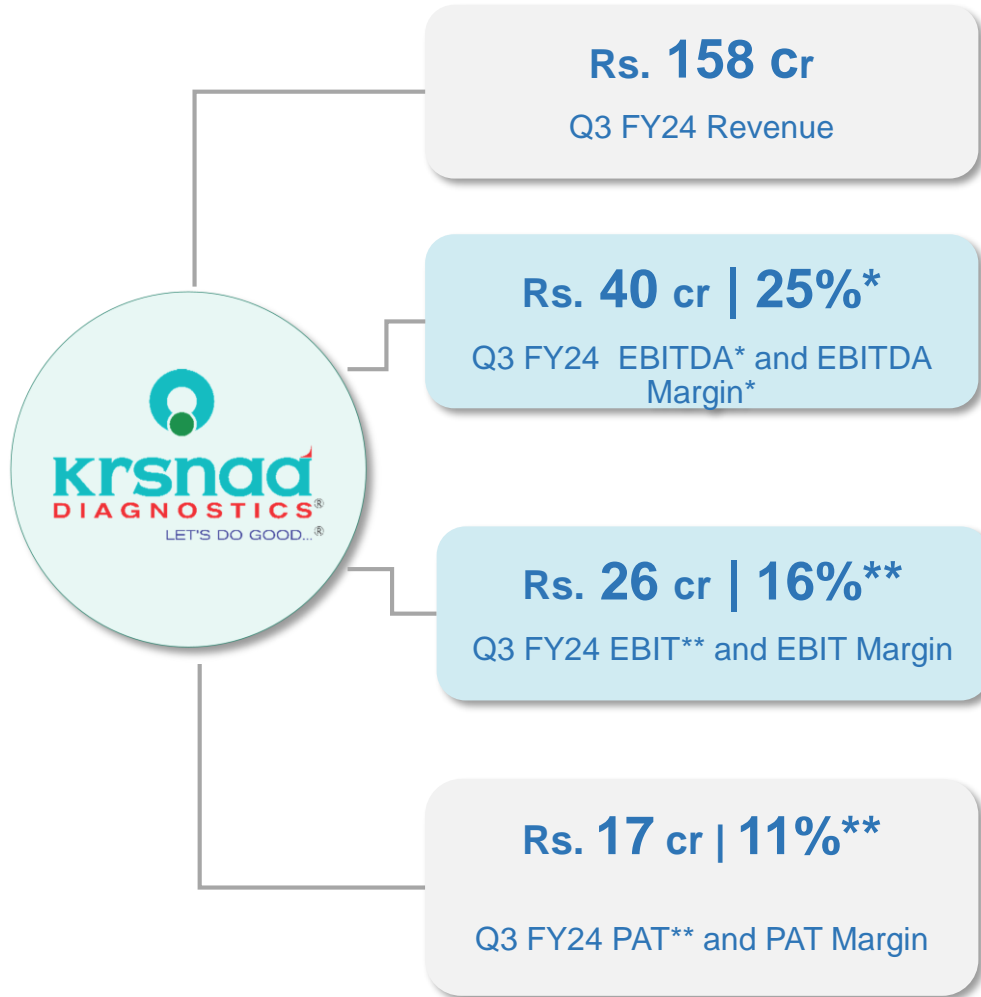
Krsnaa Diagnostics 9M FY24 Financial- Accelerated Growth



Notes:

*Normalised EBITDA is excluding CSR, ESOP and operational expenses incurred due to ongoing implementation of newly won 2 projects across geographies aggregating ~ Rs. 115 mn wherein revenue is not proportionate to these expenses
 ** Normalised EBIT is excluding above mentioned expenses, IND AS Impact on long term lease for the above-mentioned projects aggregating to ~ Rs. 61 mn and including Other Income. Normalized PAT is excluding above mentioned expenses.
 Financial results of the Company are best monitored on an annualized basis due to the seasonal nature of our business and ongoing expansion activities as a result of which specific quarter performance may be impacted by specific events in that quarter

Krsnaa Diagnostics Q3FY24 Financial- At a Glance



Notes:

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Krsnaa Diagnostics 9M FY24 Operations- At a Glance



10 Mn+

Patients Served
FY23

11.1 Mn+

Patients Served
9MFY24

33%

Total Centre Count
CAGR 5Y (FY18-
23)

65

Krsnaa Business
Associates

20

NABH accredited
centres

19

NABL accredited
centres

India's 1st

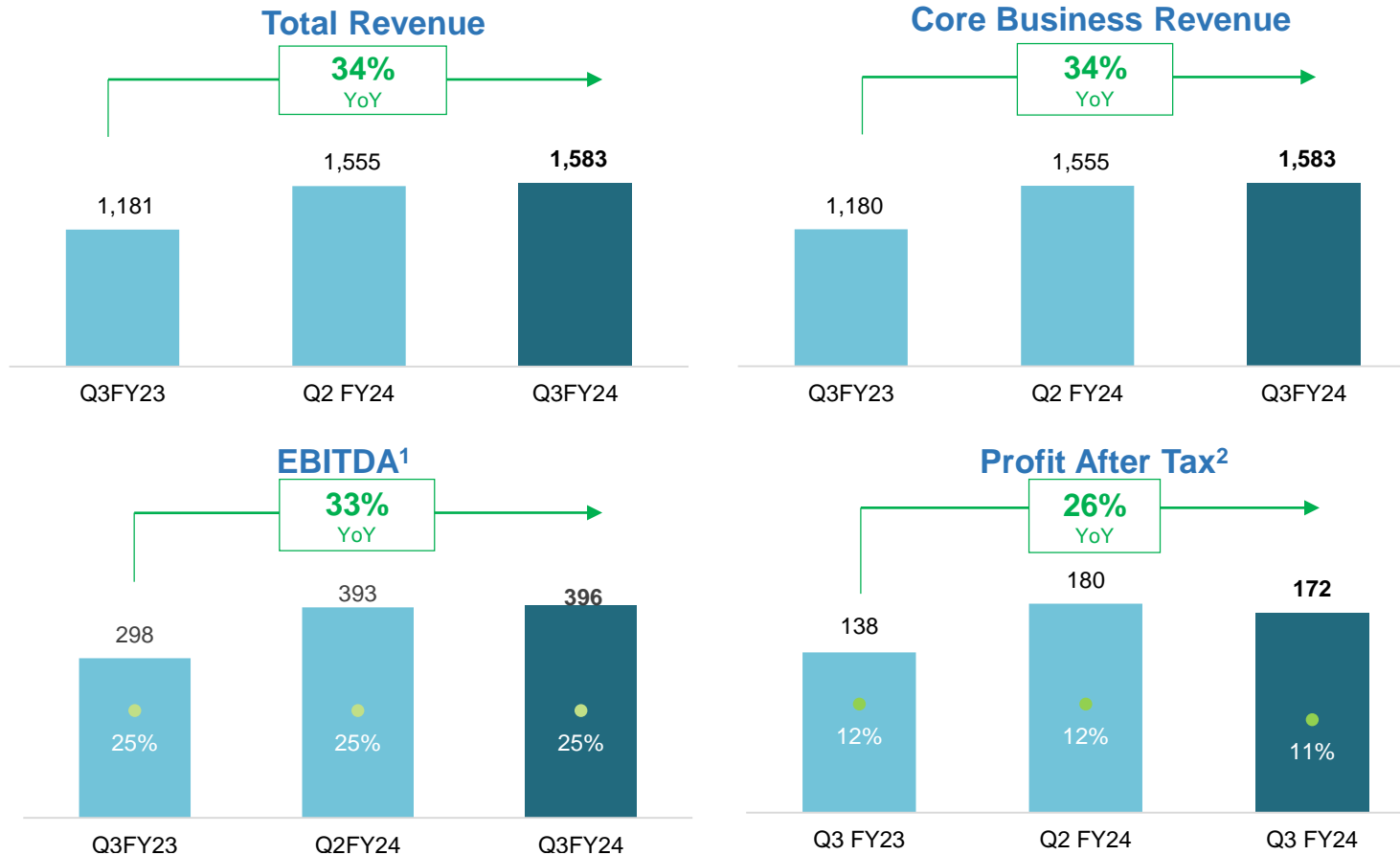
NABH Accredited
Teleradiology HUB
in 2023

Core Business Continues to Grow



Delivering Excellence: Achieving 34% YoY Revenue Growth and 33% EBITDA Strengthening, on account of incremental revenues from newly launched centres & operational efficiencies

Rs. mn



Notes:

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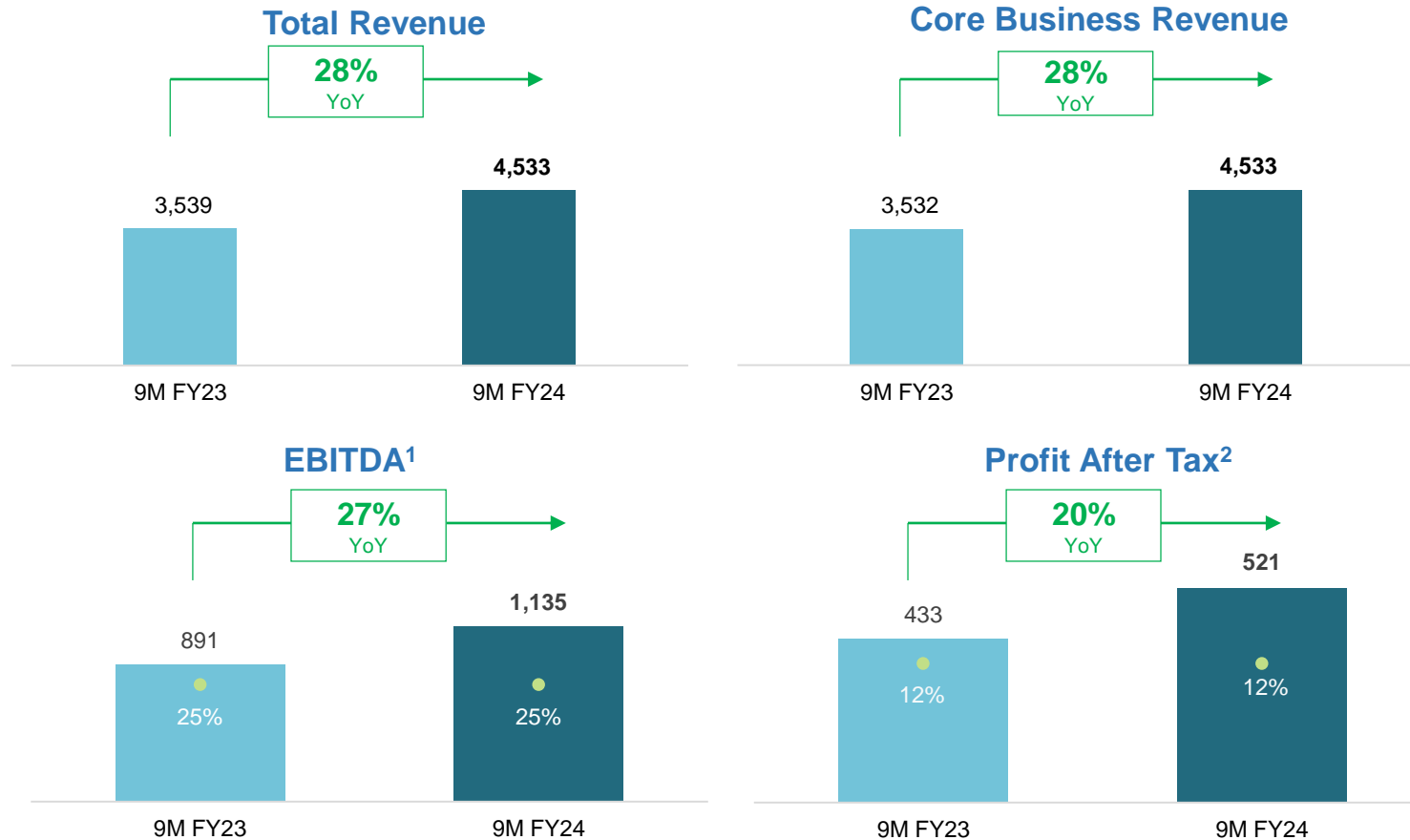
Financial results of the Company are best monitored on an annualized basis due to the seasonal nature of our business and ongoing expansion activities as a result of which specific quarter performance may be impacted by specific events in that quarter

Core Business Continues to Grow



Delivering Exceptional 9M FY24 Results: 28% YoY Total Revenue Growth, 27% EBITDA Strengthening, Resilient Margins, and Promising Future Advancements

Rs. mn









Notes:

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Financial results of the Company are best monitored on an annualized basis due to the seasonal nature of our business and ongoing expansion activities as a result of which specific quarter performance may be impacted by specific events in that quarter



-  Shortlisted for providing 17 MRI & 17 CT Services in Maharashtra
-  Shortlisted for providing MRI Service in 5 districts in Madhya Pradesh
-  Bagged contract for providing HPLC test in 21 districts of Maharashtra
-  Operationalised the Pathology project of Assam
-  Introduced home collection in additional districts in Maharashtra & Punjab
-  Received Best Diagnostic Lab of the west award from Voice of Healthcare

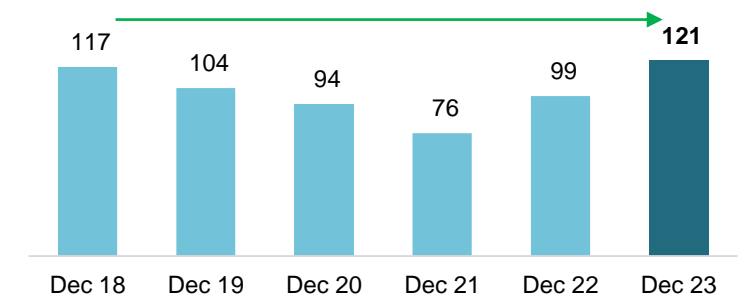
Well Capitalized Balance Sheet to Fund the Growth



(Rs. mn)	FY19	FY20	FY21	FY22	FY23	9MFY23	9MFY24
Long Term Debt	937	1,400	1,680	331	243	263	433
Short Term Debt	772	1,112	638	79	82	469	901
Total Debt	1,709	2,512	2,318	410	325	732	1,334
Cash & Cash Equivalents	1,281	1,379	1,624	3,480	2,719	2,748	2,282
Net Debt / (Net Cash)	428	1,133	694	(3,070)	(2,394)	(2,016)	(948)
Total Equity	1,890	2,014	2,319	6,868	7,387	7,199	7,914
Cash Flow From Operating Activities Before Tax	681	516	1,102	1,351	1,351	239	221

- In spite of incurring ~Rs.1,500 mn capex, Krsnaa continues to generate positive cash flow backed strong cash flow conversion cycle and efficient working capital management during the nine months
- Krsnaa continues to maintain steady growth in EBITDA margins, in spite of competitive pricing which are 60%-80% lower than the market

Receivables Days





Commenting on the business, **Ms. Pallavi Bhatevara, Managing Director**, said:

“We are one of the leaders to benefit from the transformation in diagnostic industry, with focus of government to provide best healthcare facilities to all. In the Interim budget, the focus has been to; 1. increase more medical colleges pan India, 2. Inclusion of ASHA workers and Anganwadi Workers and helpers in Ayushman Bharat Scheme. These policy measures would bring more people under the fold of public healthcare

Krsnaa diagnostics limited continues to play a major role in providing high-quality and affordable diagnostic services. The provision of high-quality and affordable diagnostic services stands as a fundamental pillar within the healthcare industry.

It is with great pleasure that I announce our successful execution of an agreement for the Assam Pathology tender, a significant opportunity that encompasses 10 Labs and 1,256 collection centers. This development significantly enhances our presence, covering all districts of Assam.

At present, Krsnaa Diagnostics is well-positioned to deploy 54 CT Scan machine, 24 MRI machine, establish 156 labs and set up 2,768 collection centers, all under various contractual agreements. These recent contract wins underscore the exceptional capabilities of our in-house teams, reflecting their proficiency in navigating the intricate bidding process, meeting all necessary requirements, and ultimately securing these contracts. As we embark on these projects, Krsnaa Diagnostics is actively expanding its footprint into new geographical regions, establishing a solid foundation for sustainable, long-term growth.”

Commenting on the results, **Mr. Yash Mutha, Joint Managing Director**, said:

“Krsnaa's exceptional service offerings, characterized by competitive pricing, has played a pivotal role in driving patient and test counts.

We strive to improve customer experience with exceptional healthcare solutions tailored to individual requirements. As part of our continuous improvement efforts, we are constantly exploring new testing capabilities to cater to the evolving needs of our patients and customers. We are aggressively embracing cutting-edge technologies, implementing Analytical tools for critical department such as Pathology, Radiology, Supply Chain & others to provide a comprehensive range of diagnostic services that meet the highest standards of accuracy and efficiency.

Throughout the first nine month of FY2024, Krsnaa achieved a noteworthy 28% year-on-year growth, resulting in Core Revenues amounting to Rs.4,533 million. Wherein our normalized EBIDTA reached Rs.1,135 million accompanied by margins of 25 % and normalized Net Profit amounted to Rs. 521 million, with margins at 12%.This growth is attributed to, being the preferred partner of the government, increased awareness of Krsnaa as a brand, state of the art infrastructure, maintaining high quality services & successful and timely implementation of our projects.

We have been recently shortlisted by Maharashtra State government for providing MRI and CT Scan services at 17 districts in state. We are also working on various other tenders PAN India, which would be announced once there is more clarity on the same from the respective departments. We stand at the threshold of infinite possibilities. We remain resolute in our approach to adapt, innovate, and excel. We have charted ambitious plans to unlock opportunities for growth and expansion, ensuring that we continue to make a positive impact on people’s lives and contribute to the advancement of the healthcare industry.”

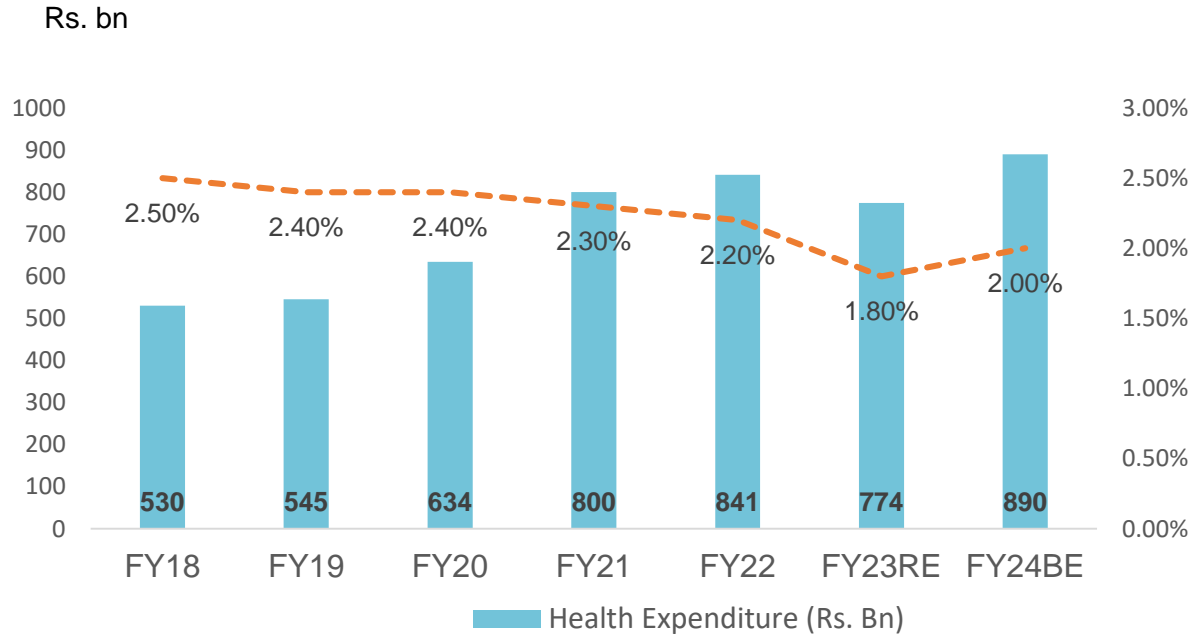


Business Overview

Indian Government Initiatives - Healthcare



Budgetary Allocation for Healthcare over the years



Budgetary Allocation

- From FY18 to FY24BE, the budgetary allocation for healthcare has grown at a CAGR of 9%.
- In FY24, healthcare allocation in the budget rose ~15% on-year, driven by increase in expenditure towards schemes such as Pradhan Mantri Atmanirbhar Swasth Bharat Yojana, Pradhan Mantri Swasthya Suraksha Yojana, and PMJAY, a health insurance scheme

National Health Mission – Estimate V/s Centre Release

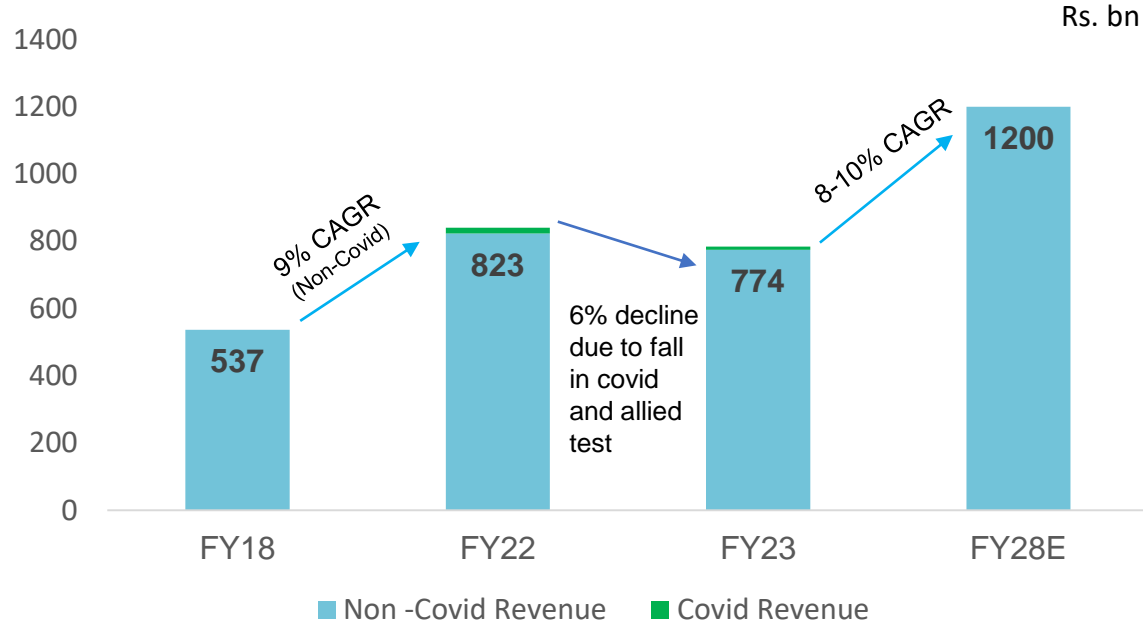


Rs. bn

Financial Year	Revised Estimate (R.E)	Centre Releases	%
2017-18	260.58	259.22	99%
2018-19	261.18	260.27	100%
2019-20	287.83	292.82	102%
2020-21	293.16	297.50	101%
2021-22	311.00	NA	NA



Indian Diagnostic Industry – Trend & Projections



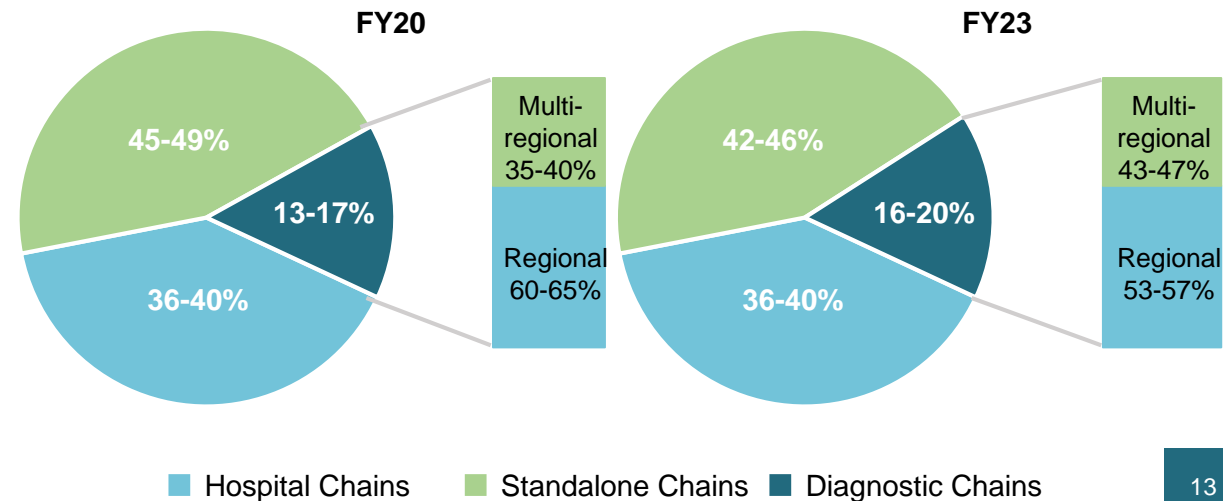
Indian Diagnostic Industry: Trend & Projections

- The diagnostics industry is poised for substantial growth between FY23 and FY28. The overall industry is expected to reach a market size of Rs.1,200 billion, logging a CAGR of 8-10%.
- Growth is supported by rising literacy rates and disposable income among the population, leading to increased awareness and demand for quality healthcare services, including diagnostics.

Indian Diagnostic Industry: Estimated Breakup

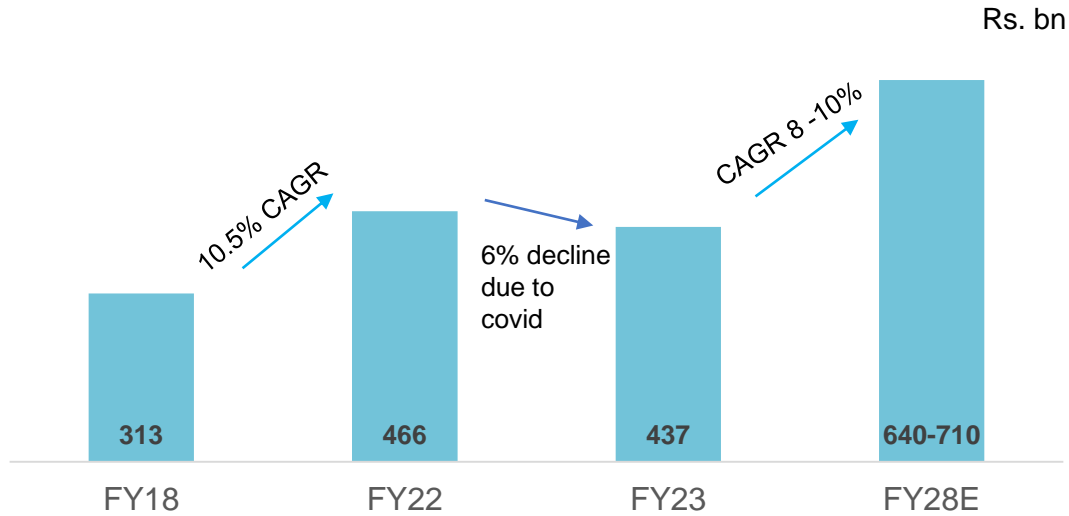
- The industry's profitability is defined based on high volume of testing and optimal utilization of labs. Also, high capex requirements for radiology deter standalone players from investing beyond basic radiology.
- Diagnostic chains, on the other hand, have stronger financial discipline and negotiating power with suppliers, greater capital, and administrative resources to meet the needs to sustain the business compared with standalone diagnostic centers.
- Diagnostic chains possessing better national and international accreditations and scalable business model, wherein through brand reputation and operational efficiency these chains can cater to a larger set of population, has led to an increase in the share of diagnostic chains to 16-20% of the overall diagnostics industry as of FY23 from 13-17% in FY20

Estimated Breakup of Indian Diagnostic Industry

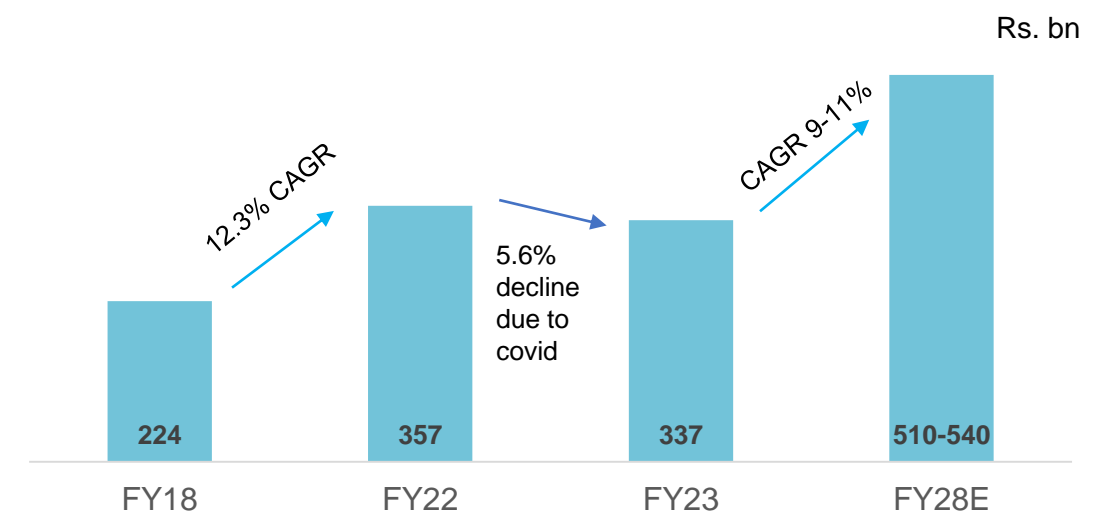




Indian Pathology Market



Indian Radiology Market



Indian Pathology Market

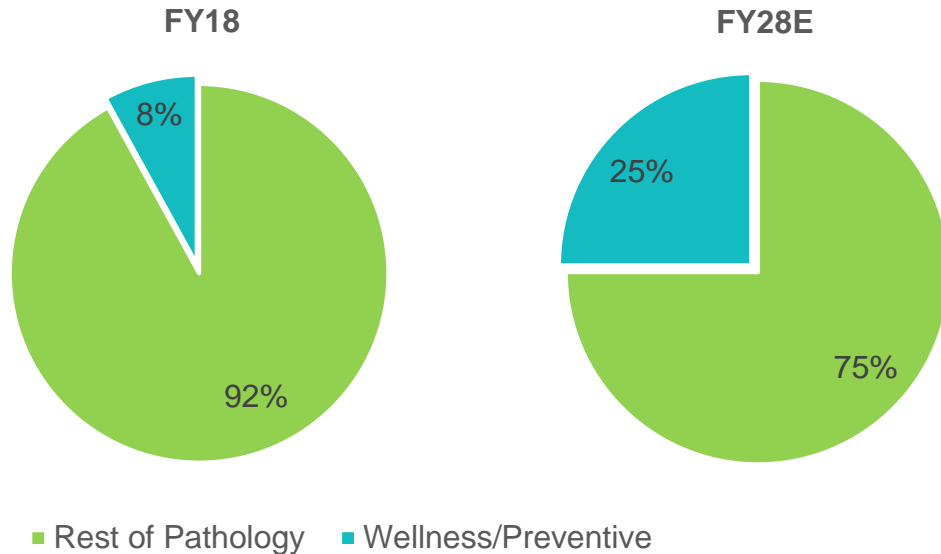
- Indian Pathology diagnostic segment expanded at a CAGR of 10.5% over FY18-22 to Rs.466 bn.
- However, in FY23, the segment suffered a decline of 6% YoY led by lower demand from covid-19 and allied tests despite the third wave of pandemic and from a high base of FY22. Revenue from covid-19 and allied tests is expected to moderate further in FY24E, whereas core business growth shall pick up, resulting in a CAGR of 8–10% over FY23–28E .

Indian Radiology Market

- The Indian radiology segment turned in a CAGR of 12.3% over FY18–22; however, it declined 5.6% in FY23 due to covid.
- Over FY23–28E, the segment is poised to expand at a CAGR of 9–11%.
- This is due to adequate support from factors such as newer and advanced technologies, growing dependence on radiology, and preference for high-realisation radiology tests such as CT scans over X-rays. Fundamental factors such as greater dependence on evidence-based treatments along with growing NCDs in India also support growth.



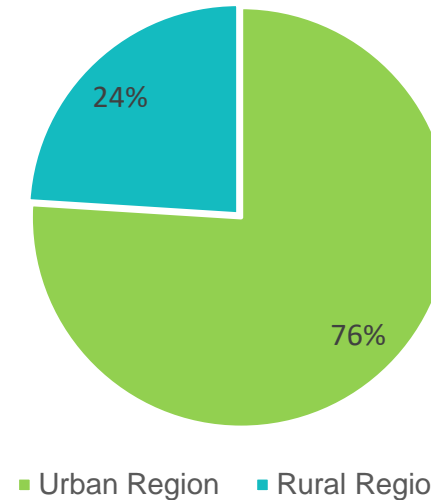
Share of Preventive & Wellness Segment In Pathology Market



Indian Diagnostic Industry: Share of Preventive & Wellness

- Mid-to-large-sized diagnostic chains and hospital-based diagnostic centers are increasingly packaging and marketing their test menus in the form of preventive and wellness packages..
- The overall market for wellness and preventive diagnostics — which was ~8% of the total pathology diagnostics segment as of FY18 — is expected to grow at a healthy rate of 13.5-15.5% between FY23 and FY28, led by major factors which include rising disposable incomes, increase in urbanization and increasing awareness about prevention and wellness following Covid-19.

Under Penetration of Non-Metro Region



Indian Diagnostic Industry: Under Penetration of Non-metro Region

- The non-metro Region are highly unpenetrated, evident from number of tests per 1000 population.
- As of FY23, diagnostic test penetration in India was 600-650 with metros cities accounting for 1500-2000 tests and non metro merely 550-600 tests.
- The non-metro regions accounts for a share of 85-90% of the total tests, hence provides growth opportunity
- India's rural population contributed only 24% revenue to the overall diagnostic market in FY23



Diagnostic Industry is underpenetrated in rural areas. Higher Government spend and initiatives is expected to drive PPP model faster than the overall diagnostic Industry

01

The share of expenditure on health with respect to the total expenditure on social services, has increased from 21% in FY19 to 26% in FY23 (BE)

02

Interim Budget of 2024, Government has proposed: 1. Increase medical colleges 2. To bring Maternal & Child healthcare schemes in one plan. 3. Ayushman Bharat scheme to extend to ASHA & ANGANWADI workers

03

The industry is highly fragmented with the organized players contributing only 17% of the market share. Of this share of 17%, PAN-India diagnostic chains have about 35% and the regional chains have a market share of approximately 65%

04

73% of this current population lives in 638,000 non urban geographies that dot the length and breadth of the country, including its 26 tier II cities, 33 tier III cities and over 5,000 tier IV towns. A mere 27% of the population lives in tier I India

05

Medical treatment in India is touted to see steady development amid plans to increase total national health expenditure to 2.5 per cent of GDP by 2025 from current 1~2.0 per cent in 2023

04

80% of the country's high grade healthcare delivery establishments are located in its tier 1 cities

High Quality Diagnostic Services at Competitive Prices

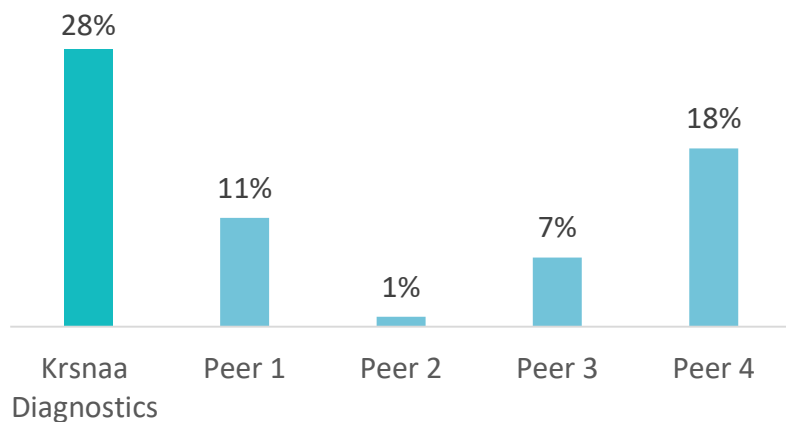


Segment	Test	Peer 1	Peer 2	Peer 3	Krsnaa	% from min price
RDL	CT Brain	4,500	4,500	3,500	973	(72)%
RDL	MRI Brain	8,000	8,250	7,000	2,209	(68)%
PTH	CBC	250	250	200	146	(27)%
PTH	Blood Sugar	85	80	70	26	(63)%
PTH	Thyroid	500	550	550	216	(57)%
PTH	Vitamin D	1,500	1,250	1,450	595	(52)%
PTH	Vitamin B12	1,000	1,100	1,300	243	(76)%
PTH	HbA1C	550	440	400	141	(65)%

Krsnaa Diagnostics offers high quality diagnostics services at competitive prices

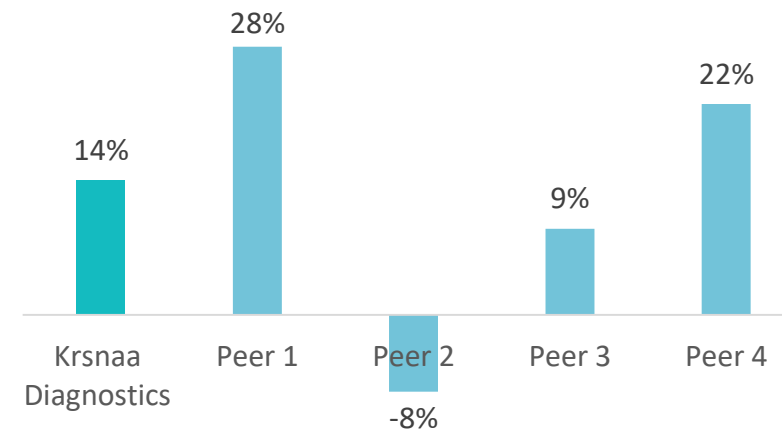
Well placed to withstand any industry price caps as well pricing pressure on tests

***YoY Total Revenue Growth% comparison with industry peer**



Krsnaa outperforms the revenue growth and continues to maintain steady growth in EBITDA margins, in spite of competitive pricing which are 60%-80% lower than the market

***YoY EBITDA Growth% comparison with industry peer**



Note: All comparative data sourced from CRISIL Report and publicly available information
*9MFY24 Consolidated YoY Total Revenue Growth & YoY EBITDA Growth

Best-in-class infrastructure and high brand recall leading to increased foot-falls



High quality infrastructure and services at competitive prices creates market awareness and drives direct walk-ins



State of Art Pathology Facility in Mumbai



Krsnaa's First Private Pathology Lab in Mumbai with Adequate Capacity to Serve Mumbai Population



01

15,000 Square feet area in Kurla, central area of Mumbai

02

250+ Test Menu

03

Current installed based capacity of processing 40,000 tests per day, 6,000 patients per day

04

Scalable capacity upto 1 lac tests per day, 15,000 patients per day

05

Facility would act as Central lab for entire Mumbai & nearby regions



FIRST MACHINE IN INDIA

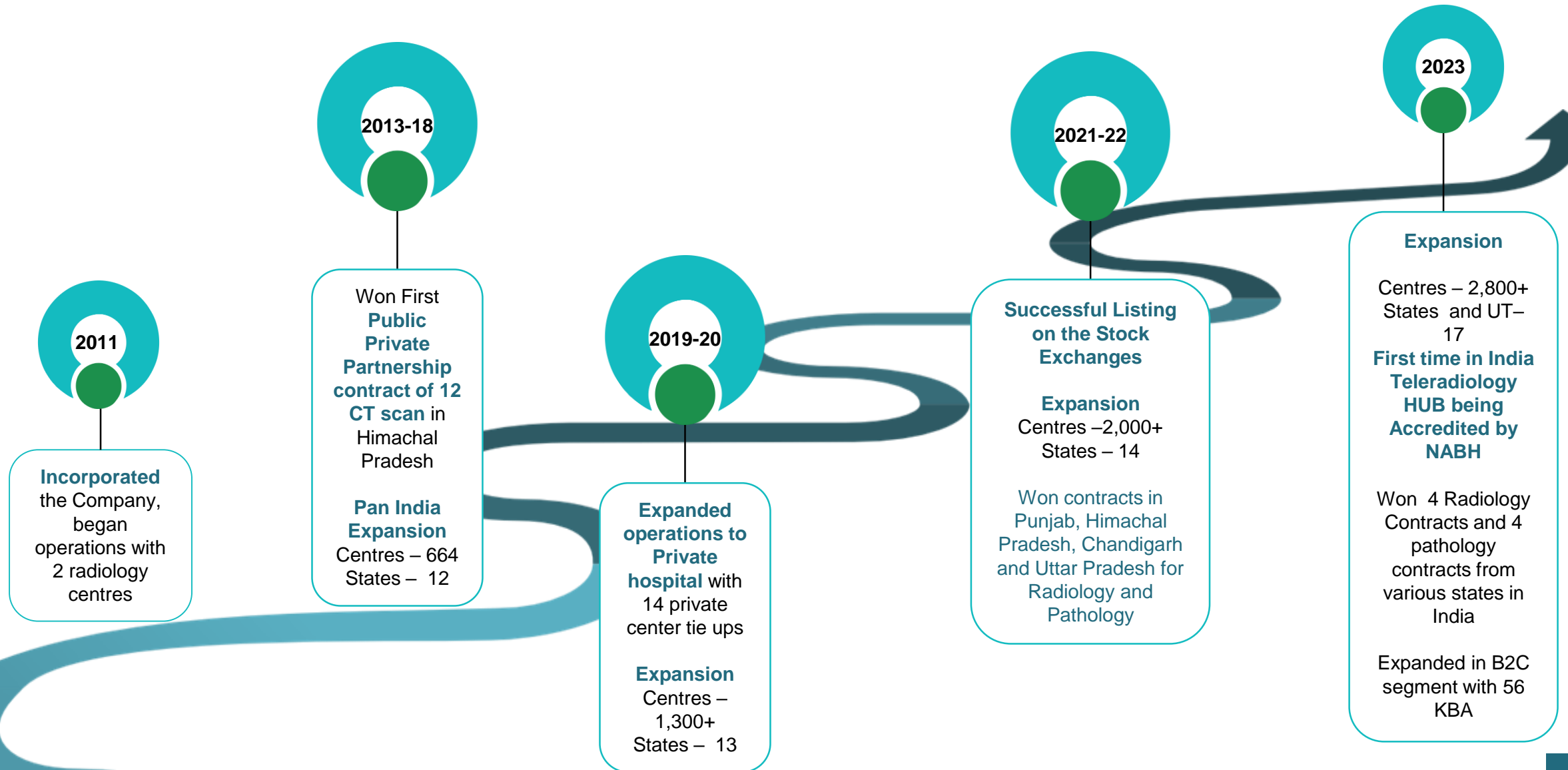
- SIGNA Architect 3.0T, a state-of-the-art imaging solution that combines the advancements in MR technology with GE Healthcare's intuitive engineering
- This is one of Kind MR Machine, which will be installed in our Delhi PPP Project
- This machine will significantly energize our productivity, enhance security, improve diagnostics experience

FEATURES

- Highest channel count and coverage in Industry
- Increases signal to noise ratio and reduces imaging artifacts
- Improves signal quality by bringing the elements closer to patients
- Improves Parallel Acceleration
- Simple, more durable design
- Large Coverage

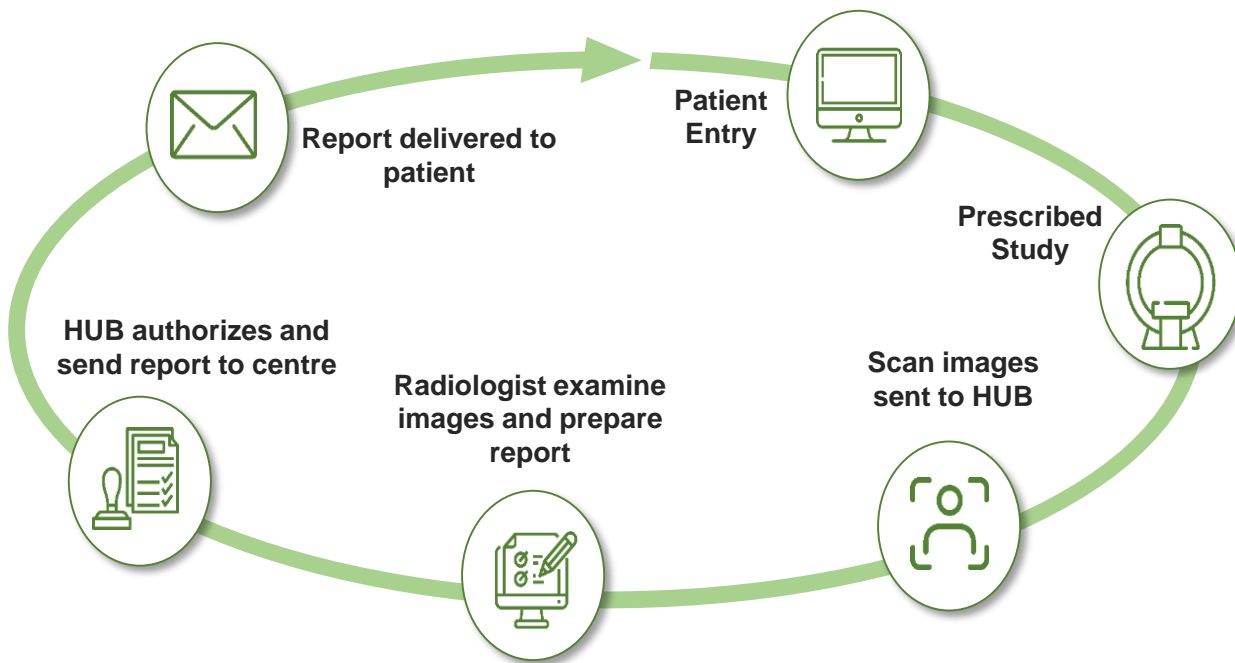


Track Record of Successful Fast-Pace Expansion





Krsnaa Diagnostics Tele radiology facility in Pune is fully capable to process large volumes



- **Scalable** business model and enables wider penetration into tier II and tier III cities
- Analog images gets **converted into digital format** and sent to hub for examining and preparing report. **Addresses the shortage of full-time doctors** and staff in the diagnostics industry
- **Experienced** team of radiologists and lab technicians
- **Stringent quality control checks** to ensure highest reporting standards coupled and accurate diagnosis
- Krsnaa Diagnostics organizes **regular training session** to enhance skills of the workforce and keep them apprised of the latest technological advancement in the field of diagnostics
- **Sufficient capacity** to process large volumes in the coming years, with ample headroom of 7.8x for CT Scans, 3.9x for MRI, and an impressive 12.8x for Tele-Reporting

8,500+ Sq.ft.
Well designed facility at Pune

240+
Team of in-house tele-reporting radiologists from India and abroad

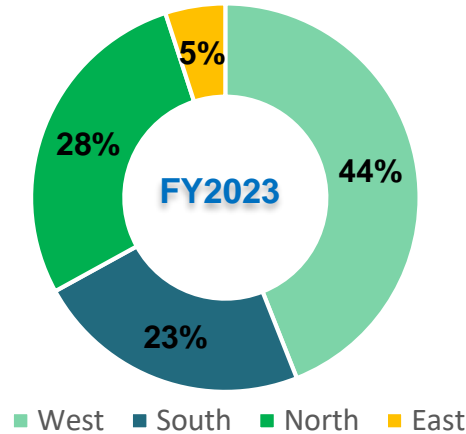
24x7
Uninterrupted connectivity between diagnostic centers and the hub

Only Company with Pan India Presence in Both Radiology and Pathology



*Under Implementation
 ** The USG, Dexa, Mammography and TMT Centres are not marked in this map.

Well Diversified Regional Revenue Mix



High Headroom to Grow

- Highest penetration across districts with presence in 125+ out of 700+ districts; still large underpenetrated market
- Government continuous focus on improving healthcare in India and looking to partner under PPP model
- Krsnaa is already present in most of the tier I, II, III and rural areas. Krsnaa plans to leverage its extensive presence for growth



Sustainable business model backed by underlying competitive advantages and well positioned to drive growth

Revenue Visibility



- **10 Long-term of contracts (between 5-10 years)** with inbuilt price escalation mechanism ensures higher and consistent visibility of revenues
- Government focus on investing in healthcare at underpenetrated rural and municipal corporations will provide an impetus to PPP model

Captive Customer Base



- Large addressable customer base from Day 1 of operations, as majority of the population is treated at government hospitals
- Customer base is **driven by both patient's visiting government hospitals and direct walk-ins driven** by relatively cheaper rates with best-in class infrastructure and timely reporting

Cost Efficiencies



- **Zero doctor referrals fees** for patient acquisition and limited expenses incurred in marketing and promotion
- **Zero rentals to government hospitals** for providing the space and availability of subsidized utility and electricity rates
- Due to large procurement, equipment is purchased at lower cost and CMC contracts are availed at discounts

Operational Synergies



- **India's 1st NABH Accredited Teleradiology HUB**
- **Unique tele-reporting hub in Pune** ensures quick and efficient services for both new and existing facilities
- Centralized operations ensure most proficient doctor and radiologist are engaged over long term with an efficient payout structure for both

Higher Tender Renewal Probability



- Existing investment on equipment and infrastructure, large scale of operations and cost competitiveness have resulted in **strong bid-win rate of 79% with 100% technical qualification** in the past and trend is expected to continue
- Ability to quote attractive pricing at the time of renewal and strong track record of successfully renewing the contract



Radiology Centers Under Implementation

State	Total Centres	Operational	Under Implementation
Uttar Pradesh	8	4	4
Delhi	1	1	-
DMC	1	-	1
Mira Bhayandhar MC	1	-	1
Rajasthan	1	-	1
Maharashtra	56	9	47
Madhya Pradesh	5	-	5
Total Radiology	73	14	59

Pathology Centers Under Implementation

State	Total Centres	Operational	Under Implementation
Mira Bhayandhar MC (Lab)	1	-	1
DMC (Lab)	1	-	1
BMC (Collection Centres)	600	472	128
Rajasthan (Lab)	150	-	150
Rajasthan (Collection Centres)	1,295	-	1,295
Assam (Lab)	10	7	3
Assam (Collection Centres)	1,256	98	1,158
Total Pathology	3,313	577	2,736

Tapping PPP Opportunity – Radiology Tenders Won and Assets to be deployed



Assets to be Deployed

5
States and UT

54
CT Scan

24
MRI Scan

Maharashtra Radiology Contract

- Scope- 39 CT Scan Machines
- Centres- 39 Government Hospitals

Uttar Pradesh Radiology Contract

- Scope- 8 CT Scan Machines
- Centres-8 Government Hospitals

Dhule Radiology Contract

- Scope- 1 CT Scan Machine, and X-Ray
- Centres-late R. R. Patil commercial complex

Maharashtra Radiology Contract

- Scope- 17 CT Scan Machines & 17 MRI Machine
- Centres- 17 Government Hospitals

Rajasthan Radiology Contract

- Scope- 1 CT Scan Machine
- Centres-MES Medical College at Churu, a City in Rajasthan

Delhi Radiology Contract

- Scope- 1 MRI Machine 1 CT Scan Machine
- Centres-Indira Gandhi Hospital

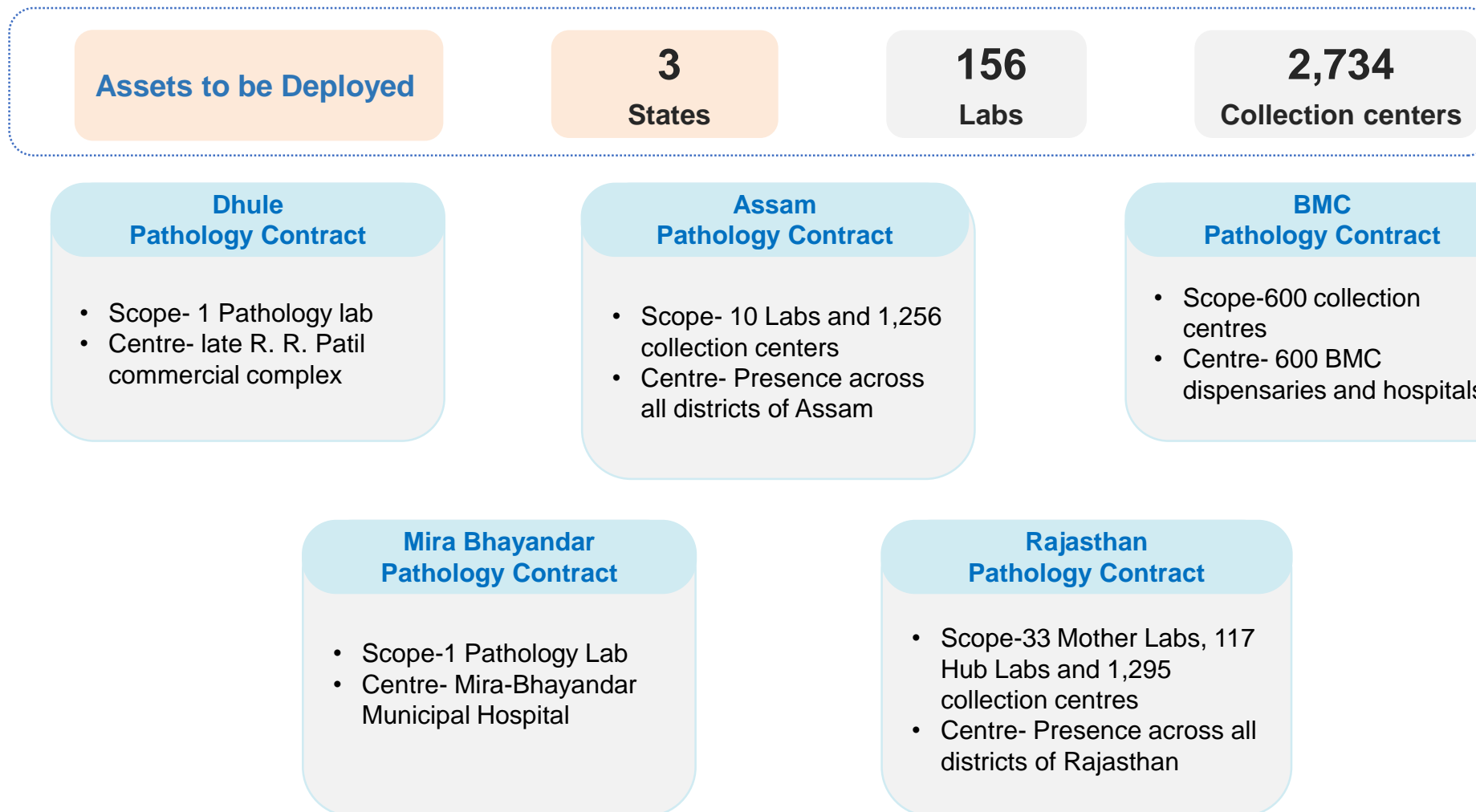
Mira Bhyandar Radiology Contract

- Scope- 1 MRI, 1 CT scan Machine, Sonography-Ultrasound and X-Ray
- Centre Centres-Mira-Bhayandar Municipal Hospital

Madhya Pradesh Radiology Contract

- Scope- 5 MRI Machine 1
- Centres- 5 Government Hospitals

Tapping PPP Opportunity – Pathology Tenders Won and Assets to be deployed





Krsnaa Younger Portfolio Continues to Mature with Promising Future



59%
Gross Block*

32%
ROCE

Matured

- Expand B2C share of Business
- Focus is on increasing patient touch points, awareness and visibility
- Standardize patient test reports and improve patient experience at the centres
- Focus on the training of employees to enhance overall productivity and operational efficiencies



14%
Gross Block*

20%
ROCE

Semi-Matured

- Increase awareness and visibility through digital marketing
- Add more Krsnaa Business Associate (KBA), tie-up with nursing homes, hospitals to drive test volumes
- Ensure shorter reports turnaround time and maintain high accuracy
- One roof solution for Radiology and Pathology at all centres
- Directory of test menu sanitization



27%
Gross Block*

-7%
ROCE

Newly Launched

Notes:

1. * Gross Block % is calculated as on the year ended 31st March 2023
2. Maturity is on the basis of the project start date
3. Return on Capital Employed calculated as (EBIT including Other Income / Gross Block)

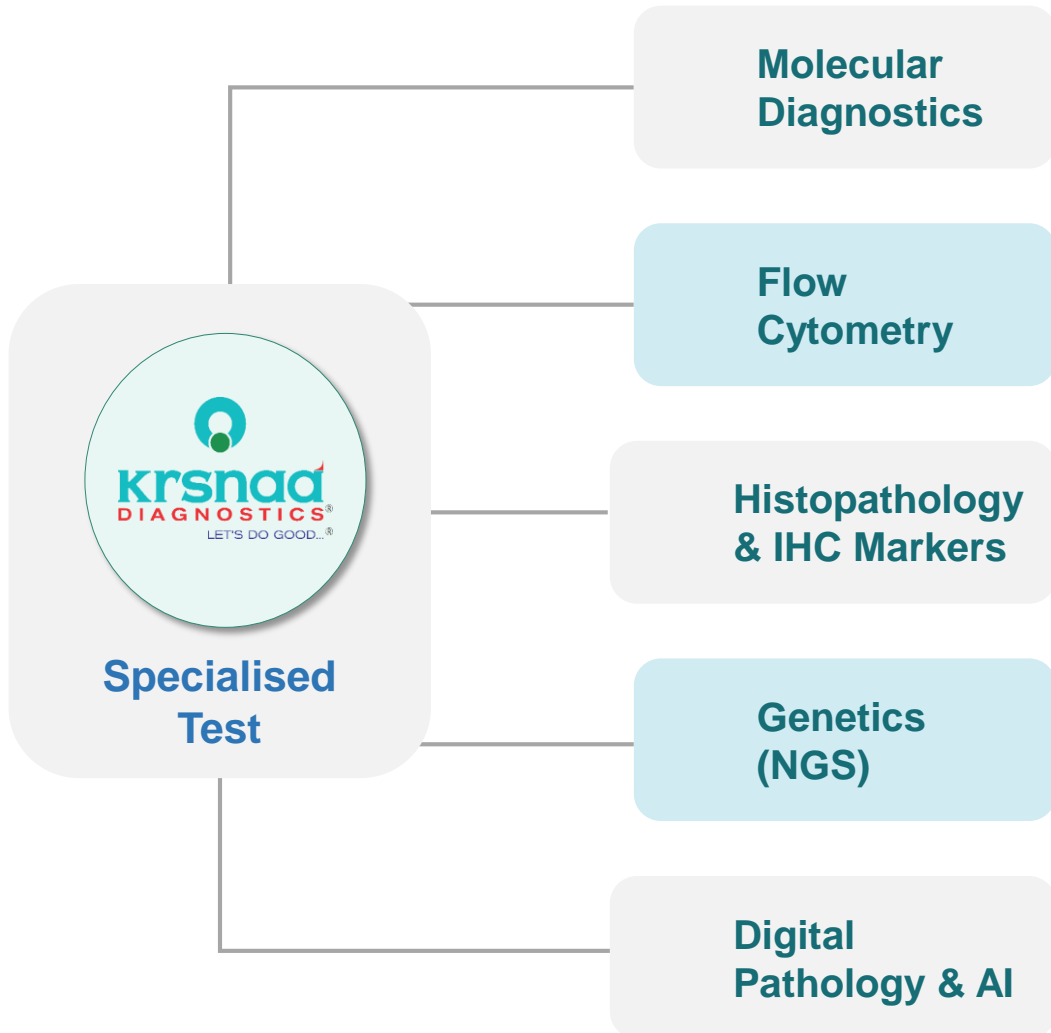


Business to Direct Costumers

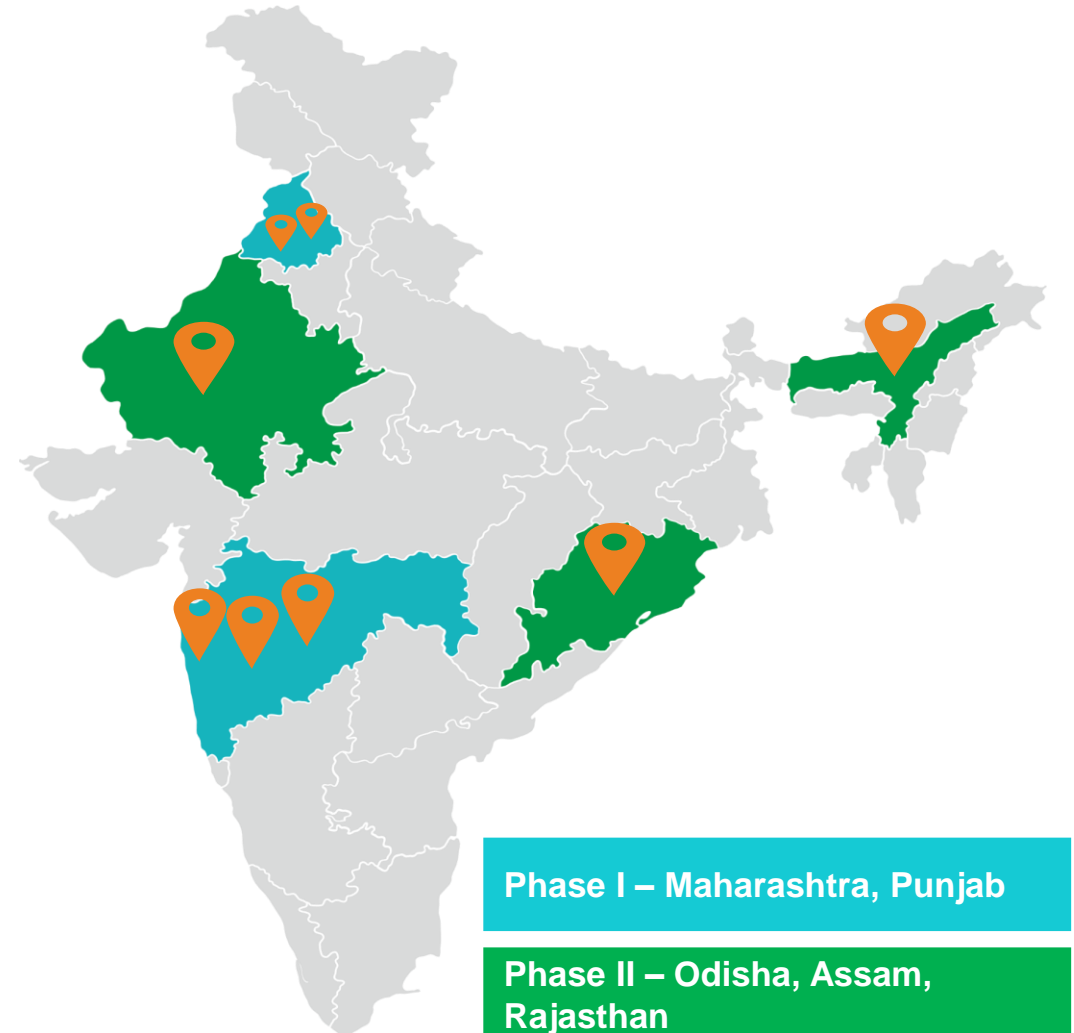
B2C Pathology Strategy



Expanding test menus by adding more specialized tests at competitive prices



Core strategy is to set up and operationalize Home Collection Hub and Preventive Health check up promotion in Two Phases



B2C Initiatives So far...



“ Our Initiative towards Private Vertical (B2C)

Wellness Packages
“Ayakshyam” – Receiving good response since the start from June 2023

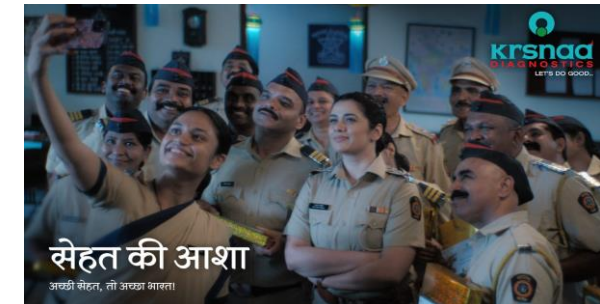
Activated Home collection Hub –
Pune | Mumbai | Jaipur
Amritsar | Ludhiana
Jalandhar | Bhatinda |
Mohali | Patiala | Nashik

Launched First B2C Private 15,000 sqft lab in Mumbai.

Started Private Lab in Mumbai | Pune | Nashik | Jaipur | Punjab

Started Customer Engagement through Technology - Lead Innovations.
Upgraded our Call center and B2C Website.

Started COCO centres, Planning to open more in Mumbai & Pune





B2C Website

This platform will offer an extensive range of diagnostic services including blood tests, CT & MRI Scan, making quality healthcare accessible to every individual at their convenience.

- User Friendly
- Comprehensive Services
- Appointment Scheduling
- Secure payment Gateway
- Educational Resources.

Mobile APP

- Digitalize Reports. (Radiology & Pathology)
- Conveniently book appointments for Radiology tests and Home Collection – Pathology.
- Locate Nearest Centers.



Enhancing Visibility and Awareness



IN-SHOP BRANDING

AYAKSHAM HEALTHY HEART PACKAGE!

CBC | Lipid Profile | Hs-CRP
Apolipoprotein Profile | HbA1c
BUN | Creatinine | Electrolyte

SAVED PRICE 1199/-

2000+ Locations | 15 States | 3 Union Territories

40+ MILLION LIVES SERVED IN LAST 5-YEARS

020-6814 6814 | 96233 96233

Krsnaa DIAGNOSTICS LET'S DO GOOD...

Saccha Bhi, Achha Bhi.

MOST AFFORDABLE
PATHOLOGY & RADIOLOGY SERVICES IN PUNE CITY

PATHOLOGY	MRP	Special Offer
• Vitamin B12 & Vitamin D3 (1200) (40 Parameters)	2000/-	₹499/-
• Autohaemoglobin (Hb) (40 Parameters)	2200/-	₹699/-
• Autohaemoglobin (Hb) (40 Parameters)	1330/-	₹599/-

CT	MRP	Offer	MRP	MRP	Offer
CT Brain	₹4000/-	₹1899/-	MRP Brain	₹1000/-	₹599/-
CT Neck	₹3000/-	₹1599/-	MRP Spine	₹1000/-	₹599/-
CT Pancreas	₹4000/-	₹1899/-	MRP Joint (Army joint)	₹1000/-	₹599/-
Spine (MRI)	₹15000/-	₹7999/-	MRP Abscess	₹1000/-	₹599/-

2000+ Locations | 15 States | 3 Union Territories

23+ MILLION LIVES SERVED IN LAST 5-YEARS

FREE HOME COLLECTION

020-6814 6814 | 4695 4695 | 96233 96233

PROMOTIONAL BRANDING

WE ARE DELIGHTED TO ANNOUNCE...

INDIA'S 1st NABH Accredited Teleradiology HUB

Krsnaa DIAGNOSTICS LET'S DO GOOD...

Saccha Bhi, Achha Bhi.

KrsGene Non-Invasive Prenatal Testing (NIPT)

Non-Invasive Prenatal Screening (NIPT) is a simple, safe and non-invasive prenatal screening that determines the risk that the fetus will be born with certain genetic abnormalities. This testing analyses small fragments of DNA that are circulating in a pregnant woman's blood.

KrsGene NIPT analyses and reports the amount of free fetal DNA circulating in the maternal blood at any time between 10-35 weeks gestation. NIPT screening reduces the risk of chromosomal testing.

- Trisomy 21 (Down's syndrome)
- Trisomy 18 (Edwards' syndrome)
- Trisomy 13 (Patau's syndrome)
- X-linked recessive disorders
- Sex Chromosome Aneuploidy (SCA)

Microdeletion syndrome is caused by the absence of a small part of genetic material on the chromosomes. They can vary greatly in severity with the presence of chromosomal rearrangements, structural chromosomal defects or copy number variations (e.g. cardiac defects, neurological malformations etc.). KrsGene Microdeletion screens for following syndromes:

- Cri Chat syndrome (22q11.2 deletion)
- Smith-Richards syndrome
- Prader-Willi syndrome (15q11-q13 deletion)
- Angelman syndrome (15q11-q13 deletion)
- Cri Chat Syndrome (22q11.2 deletion)
- Wolf-Hirschhorn syndrome

Who should opt for this test

- Women who are 35 years pregnant
- All pregnant women irrespective of their age and pregnancy progress

Why KrsGene Non-Invasive Prenatal Testing (NIPT)?

- Safe and without any risk of miscarriage
- Quick 10 day turn around time
- Accurate with 99.99% sensitivity
- Comprehensive with 29 chromosomal abnormalities

This test is registered as a regulated IVD and uses the first CE-marked (IVD) for prenatal screening.

Contact Details:
Krsnaa Diagnostics Pvt. Ltd., Plot No. 10, Sector 10, Vashi, Mumbai - 401302. Phone: 022-6814 6814, 4695 4695, 96233 96233. Email: info@krsnaadiagnostics.com

HEALTH CHECKUP CAMP

Krsnaa Diagnostics Health Checkup Camp, Rajasthan



COCO



Awards and Accolades



Best Diagnostic Lab Chain of the year (West)



Experienced Leadership Team



Rajendra Mutha
Executive Chairman

- 12+ years of experience in the field of pharmacy and diagnostics
- Registered pharmacist certified by the Maharashtra State Pharmacy Council



Pallavi Bhatevara
Managing Director

- 10 years of experience in the field of diagnostic services
- Responsible for expansion and growth
- Involved in the tendering process and implementation and execution of projects



Yash Mutha
Joint Managing Director

- 14+ years of experience in the field of audit and risk management
- CA, CISA, CFE
- Previously associated with KPMG, Deloitte, Credit Suisse



Dr. Prashant Deshmukh
Chief Executive Officer

- 13+ years of experience in operations and Strategy
- MBBS from MGM Medical College, Aurangabad and PGDM from IIM Ahmedabad
- Previously associated with CIMS Hospital



Pawan Daga
Chief Financial Officer

- 12+ years of experience in mergers and acquisitions, treasury and funding, investor relations, cost management, financial operations, legal, taxation, financial accounting, and reporting
- Chartered Accountant and Masters of Commerce from Pune University



Dr. Abhiji Patil
Vice President -
Radiology

- 15+ years of experience and has done his MD-Radiodiagnosis
- An academic experience as a Professor and Associate Professor in renowned institute
- Experience in sectional imaging including CT, MRI, PET CT and Fusion PET MRI.



Rupesh Dagar
Chief Business Officer

- 25+ years of experience in the diagnostics sector
- Mergers & Acquisition, creating marketing, social media, digital marketing strategies, reinventing the lab, and Network Expansion
- Pursuing DBA, Executive MBA and BSc (Chemistry) from Mumbai University



Dr. Manish Karekar
Chief Operating Officer -
Pathology

- 16+ years of experience in the field of Pathology science
- MBBS and MD from Mumbai University as well as Six Sigma Black belt from ISI, Pune
- Focused on innovation and sustenance of standardized processes across all laboratory

Board of Directors – Diversified Experience and Background



Chetan Desai
Independent Director

- Practicing Chartered Accountant with a wide-spread experience of 47 years
- He was the Managing Partner of M/s. Haribhakti & Co. LLP, Chartered Accountants till March 2018
- As an Independent Director, he serves as the Chairman of the Audit Committee and also as a member of the Nomination and Remuneration Committee of the Board.



Chhaya Palrecha
Independent Director

- Chartered Accountant with 24 years of experience
- She has led finance and accounts functions of corporate entities for the last 22 years in varied manufacturing and service industries.
- As an Independent Director, she serves as a member of the Audit Committee, Stakeholders' Relationship Committee and Nomination and Remuneration Committee of the Board



Rajiv Ranjan Verma
Independent Director

- Superannuated as Director General of Police, Railway Protection Force, in 2016, after 38 years of career
- He held key assignments of Director General, Bureau of Police Research & Development, National Crime Record Bureau and Civil Defense
- As an Independent Director, he serves as the Chairman of the Risk Management Committee and also as a member of the Audit Committee as well as Corporate Social Responsibility Committee



Adesh Kumar Gupta
Independent Director

- Qualified Chartered Accountant, Company Secretary and AMP from Harvard is a professional with rich experience of over more than 40 years in Corporate Strategy, M&A, Business restructuring, Fund raising, Taxation etc.
- Career of over 3 decades in Aditya Birla Group, held various senior positions including board positions in various companies of the group including Indian Rayon, Birla Global Finance, Aditya Birla Nuvo Limited and Grasim Industries Limited



Prem Pradeep
Nominee Director

- B.Tech in Mechanical Engineering from IIT Delhi and a PGDM from IIM Calcutta
- Over 40 years of experience. Held senior management positions with Bharti Infratel (CEO), Bharti Airtel (CEO), PepsiCo India (VP), RPG group (CEO e-business).
- Currently, he is working as an operating partner with Phi Capital
- As a Nominee Director, he serves as a member of the Audit, Nomination and Remuneration Committee and Corporate Social Responsibility Committee



Way Forward



We aim to sustain the upward trajectory of our Revenue and PAT CAGR by utilizing our existing facilities and seizing opportunities in untapped markets



Tap the growing and underpenetrated diagnostic market by participating in new PPP tender



Focus on timely and successful implementation of new projects



Enhanced centre profitability with the maturing centres



Expand Pathology business by capitalizing on the extensive infrastructure of existing Pathology Diagnostics centers, adding more collection centers and reaching to end consumers



Digital marketing and creating awareness about Krsnaa's competitive price offerings



One of the **Fastest Growing Diagnostics Service Provider** in the country



Total Centre count increased at a **CAGR of 33%** from 682 in FY18 to 2,800+ in FY23

Extensive Geographic Footprint



Centres across India with **presence in 17 States and Union Territories.** Diagnostic equipment is state-of-the-art and procured from leading OEMs

Strong Brand Equity



Well positioned to partner with the Government's initiative to provide **equitable, affordable and quality health care services**

Scalable and Agile Business Model



PPP is an asset light model which ensures robust revenue and **long-term contract provides revenue visibility**

Competitive Pricing



Ability to **maintain cost competitiveness underpinned by leading volumes,** higher economies of scale and optimize cost structure

Stakeholder Value Creation



Defined strategy to deliver sustainable long-term growth



Financials

Quarterly Financial Performance



(Rs. mn)	Q3FY24	Q3FY23	Y-o-Y Growth	Q2FY24	Q-o-Q Growth	9MFY24	9MFY23	Y-o-Y Growth
Core Business	1,583	1,180		1,555		4,533	3,532	
Covid-19 Business	-	1		-		-	7	
Revenue from Operations	1,583	1,181	34%	1,555	2%	4,533	3,539	28%
Other Income	41	45		42		125	135	
Total Income	1,624	1,226	33%	1,597	2%	4,658	3,674	27%
EBITDA¹	378	298	27%	323	17%	1,020	891	14%
Margin %	24%	25%		21%		23%	25%	
EBIT¹	202	200	1%	165	23%	566	621	(9%)
Margin %	13%	17%		10%		12%	17%	
Profit After Tax	130	136	(5%)	105	23%	381	432	(12%)
Margin %	8%	12%		7%		8%	12%	
Reported Diluted EPS	3.97	4.24		3.23		11.71	13.42	
Normalized EBITDA²	396	298	33%	393	-	1,135	891	27%
Margin %	25%	25%		25%		25%	25%	
Normalized EBIT²	256	200	27%	260	(2%)	742	616	20%
Margin %	16%	16%		16%		16%	17%	
Normalized Profit After Tax²	172	136	26%	180	(4%)	521	433	20%
Margin %	11%	12%		12%		12%	12%	

Notes:

1. EBITDA is excluding CSR and ESOP and EBIT including Other Income

2. Normalized EBITDA is excluding CSR, ESOP and operational expenses incurred due to ongoing implementation of newly won 2 projects across geographies aggregating Rs. 115 mn in 9M. wherein revenue is not proportionate to these expenses.

Normalized EBIT is excluding above mentioned expenses, IND AS Impact on long term lease for the above-mentioned projects aggregating to Rs. 61 mn and including Other Income. Normalized PAT is excluding above mentioned expenses.

Financial results of the Company are best monitored on an annualized basis due to the seasonal nature of our business and ongoing expansion activities as a result of which specific quarter performance may be impacted by specific events in that quarter



This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Krsnaa Diagnostics’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Krsnaa Diagnostics undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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