Date: 04th August, 2022

BSE Ltd.
Corporate Service Department
1st Floor, P.J. Towers,
Dalal Street,
Mumbai 400 001

Scrip ID: KRSNAA
Scrip Code: 543328

The National Stock Exchange of India Ltd.
Exchange Plaza, 3rd Floor,
Plot No. C/1, 'G' Block,
Bandra Kurla Complex, Bandra (E),
Mumbai 400 051

Symbol: KRSNAA
Series: EQ

Dear Sir/Madam,

Subject: Q1FY2022-23 Earnings Presentation

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith an Earnings Presentation on Unaudited Financial Results of the Company for the period ended on 30th June, 2022.

Request you to take the same on your records.

Thanking you,
Yours sincerely,

For Krsnaa Diagnostics Limited

Krsnaa Diagnostics Ltd. PUNE

Nikhil Deshpande
Company Secretary

Encl: As above

Krsnaa Diagnostics Ltd. (Formerly known as Krsnaa Diagnostics Pvt. Ltd.)
S.No. 243/A, Hissa No. 6, CTS No. 4519, 4519/1, Near Chinchwad Station,
Chinchwad, Taluka - Haveli, Pune, MH - 411019 (India)
020 29780210 / 11 / 12 | info@krsnadiagnostics.com CIN : L74900PN2010PLC138068
www.krsnaadiagnostics.com

Krsnaa DIAGNOSTICS

LET'S DO GOOD...

Q1 FY2023 Investors Presentation

One of INDIA'S LARGEST
Differentiated Diagnostic Service Provider

www.krsnaadiagnostics.com

Q1 FY2023 Performance

Q1 FY2023 – Tender Wins

Maharashtra – Radiology Contract

Authority	Commissionerate of Health Services Government of Maharashtra
Services	39 CT Scan Machines
Hospital	39 Government Hospitals
Tenure	**10 years**

Rajasthan – Radiology Contract

Authority	Rajasthan Medical Education Society (Directorate of Medical Education), Government of Rajasthan
Services	1 CT Scan Machine
Hospital	MES Medical College at Churu, a City in Rajasthan
Tenure	**10 years**

Krsnaa Diversifying its Presence and Building Strong Pipeline for Future

- 4 new contracts awarded
- Entering in new state of Delhi and Tripura
- 41 CT scan machine to be deployed
- 1 MRI machine to be deployed
- Provide X-Ray tele-reporting services across all districts of Tripura

Delhi – Radiology Contract

Authority	Indira Gandhi Hospital, Government of NCT Delhi
Machine Requirement	1 MRI Machine 1 CT Scan Machine
Hospital	Indira Gandhi Hospital, Dwarka Sector -9, Delhi -110077
Tenure	**12 years**

Tripura – Tele-Reporting Contract

Authority	Mission Director, National Health Mission, State Health & Family Welfare Society, Tripura
Services	X-Ray Tele-Radiology Services
Hospital	Presence across all districts of Tripura
Tenure	**5 years**

Total Assets to be Deployed*

7
States

41
CT Scan

2
MRI Scan

24 | 190
Labs | Collection Centers

Note* Total Assets to be Deployed is a sum of all projects under implementation other than mentioned in RHP including Q1 FY2023 Tender Wins

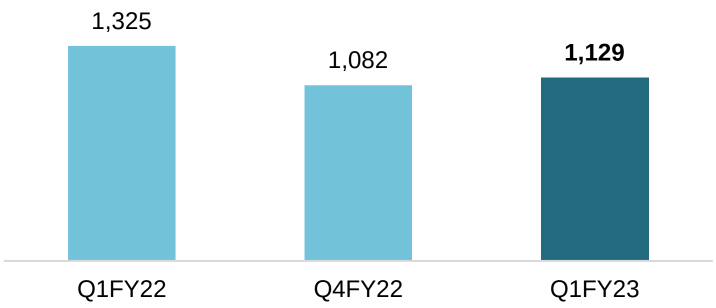
Core Business Continues to Grow

In Q1 FY23, Core Revenue up by 10.5% y-o-y despite high base in Q1 FY22 due to second wave of Covid-19

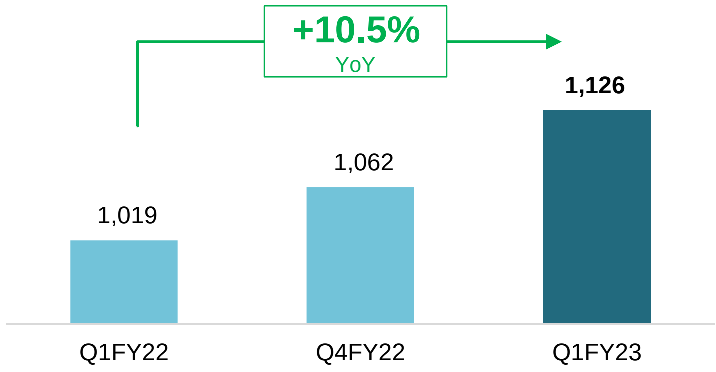
EBITDA margins remained strong at 25.1% and improvement is expected from upcoming quarters with operationalization of new centres

Rs. Million

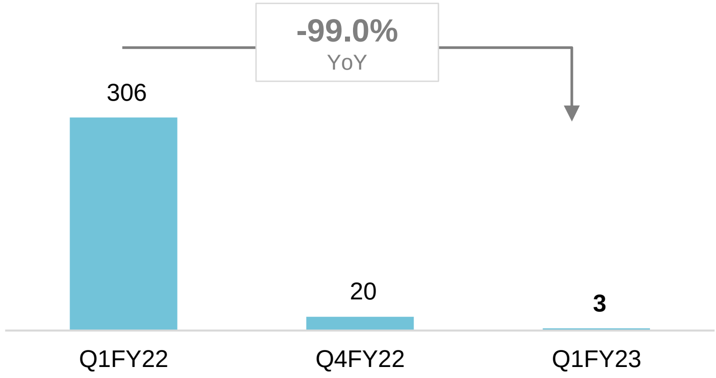
Total Revenue



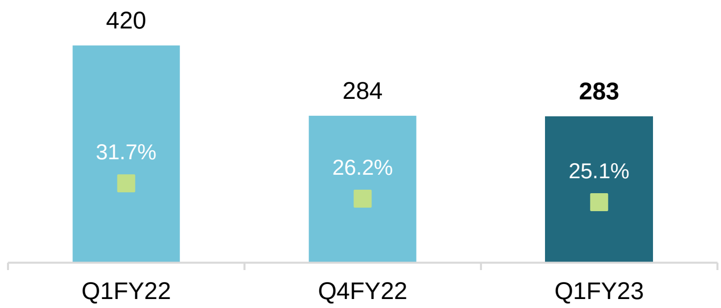
Core Business Revenue



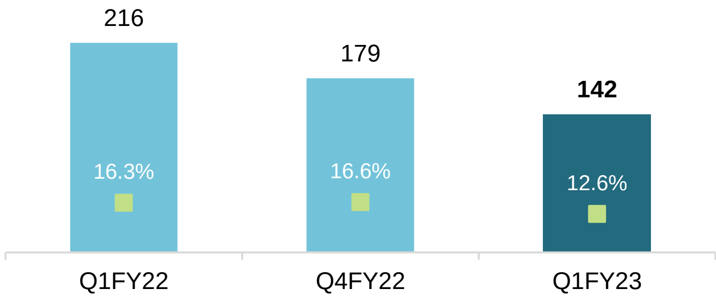
Covid-19 Revenue[1]



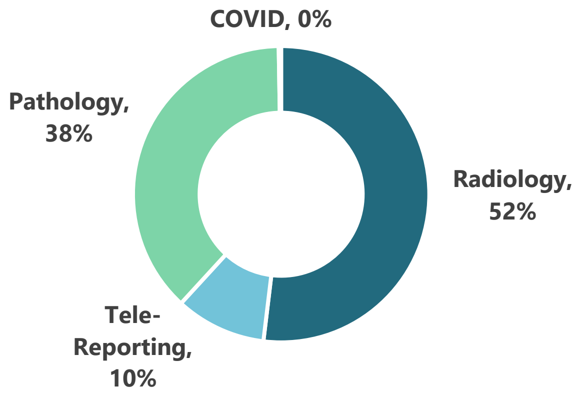
EBITDA[2]



Profit After Tax



Revenue Mix

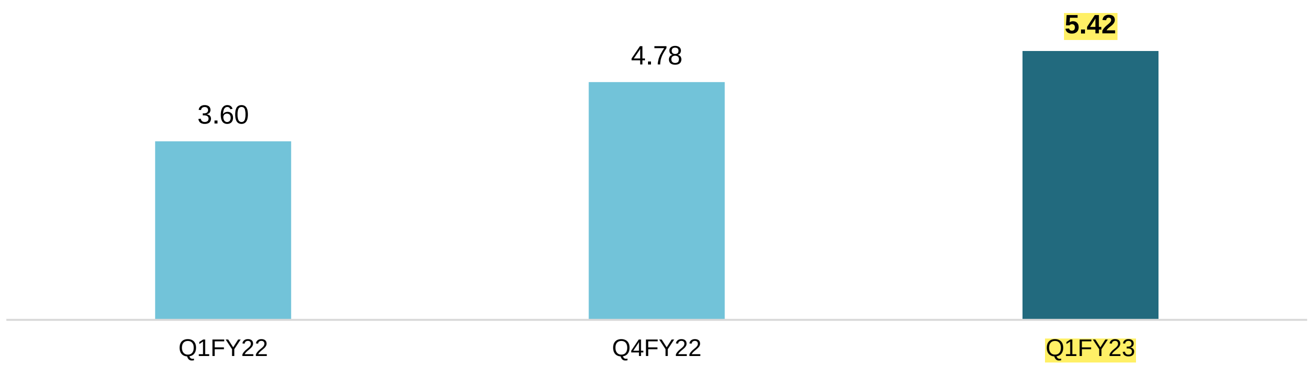


Notes:
1. Covid-19 Business is including Covid allied tests
2. EBITDA is excluding CSR and ESOP expenses

Core Business Volumes Continues to Grow

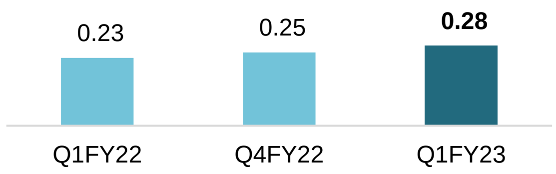
Tests In Million

Total Number of Tests

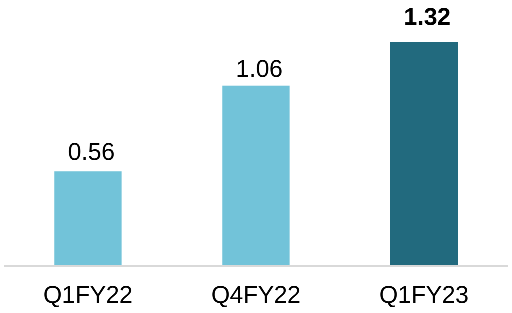


- Tests volume growth visible in all modalities led by sharp increase in Tele-reporting tests
- Higher awareness and visibility of Krsnaa's diagnostics centres
- High quality services at disruptive prices driving patient and tests count

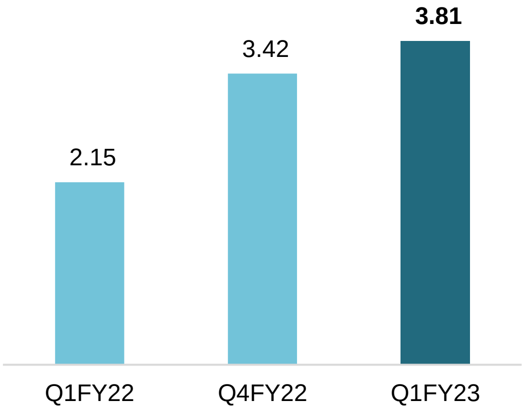
Radiology Tests



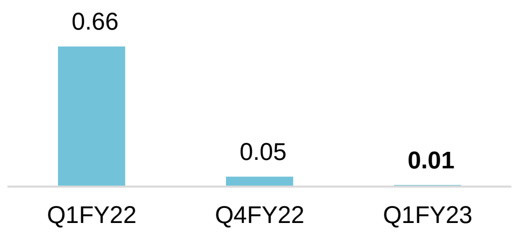
Tele-Reporting Tests



Pathology Tests



Covid-19 Tests[1]



Note:
1. Covid-19 Business is including Covid allied tests

Management Perspective

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

“Krsnaa diagnostics started a new fiscal year on a strong note with 4 new tender wins being added to its portfolio. I am pleased to inform that with recent wins we have entered in two new states: New Delhi and Tripura.

We are also proud to have won Maharashtra mega tender wherein Krsnaa needs to deploy 31 CT scan and operate 8 government installed CT scan across 39 government hospitals. As of today, Krsnaa needs to deploy 41 CT scan, 2 MRI, set up 24 labs and 190 collection centres under various contracts excluding the ones mentioned in RHP.

The recent contract wins reflect Krsnaa inhouse teams' capability to meticulously follow the bidding process, fulfil requirements and win the contract. With these projects in line, Krsnaa continues to diversify its presence into new geographies and has built a strong foundation for delivering a long-term sustainable growth.”

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

“During the first quarter, Krsnaa registered Core Revenues of Rs. 113 crores, growth of 10.5% y-o-y and 5.9% on a sequential basis. The Covid-19 revenues declined from Rs. 31 crores in Q1 FY22 to Rs. 0.3 crores in Q1 FY23.

Total tests volume grew by 51% to 5.42 million with radiology, tele-reporting, pathology registering a growth of 18%, 137% and 78% respectively. Higher awareness of Krsnaa’s quality service offerings at disruptive prices is driving patients and tests count.

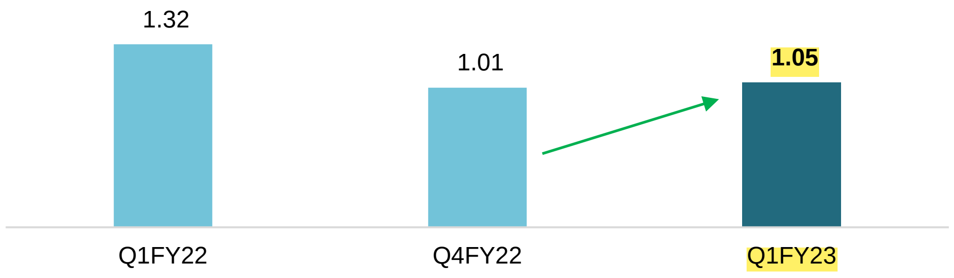
Our EBITDA stood at Rs. 28 crore, with margins of 25.1% and Net Profit of Rs. 14 crore with margins of 12.6%. The profitability margins were impacted compared to previous quarter due to additional costs incurred for onboarding team to operate and run the newly launched centres. The margins are expected to improve in the upcoming quarters with the maturity of these centres.

Our senior management team remains fully focused on implementing core growth strategies and are confident of meeting annual revenue and profitability targets. Overall, there is a tremendous untapped opportunity ahead of us and we will continue to participate in more tenders and build strong pipeline for future.”

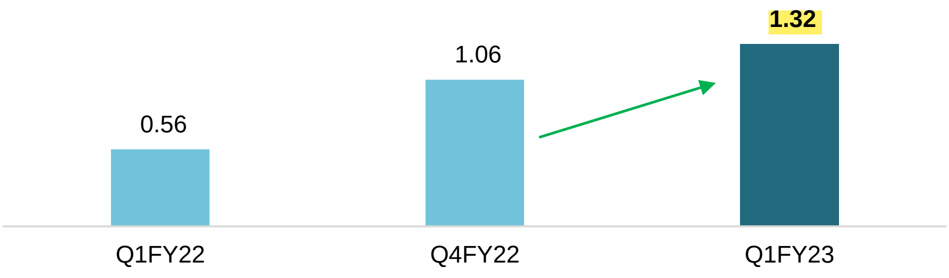
Operational Performance Trend

Krsnaa continues to deliver Q-o-Q growth on key operational parameters

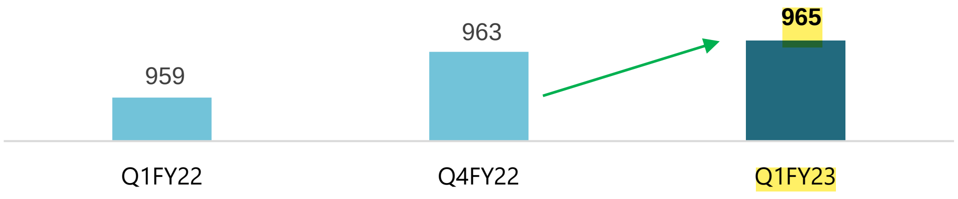
Number of Patients* (in Mn) | **4.3% Q-o-Q**



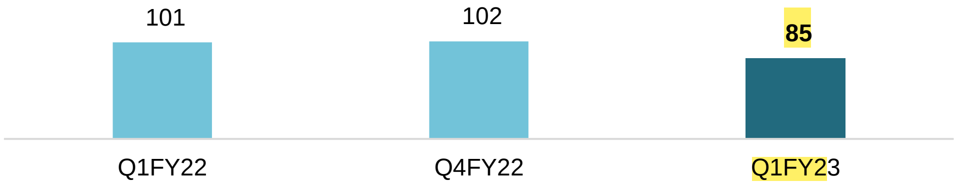
Tele-Reporting Patients (in Mn) | **24.2% Q-o-Q**



Average Revenue Per Patient (in Rs)** | **0.1% Q-o-Q**



Avg Revenue Per Patient (in Rs): Tele-Reporting | **-17% Q-o-Q**



* Number of Patients (Radiology and Pathology) excluding Tele-Reporting
** ARPP (Radiology and Pathology) excluding Tele-Reporting

Quarterly Financial Performance

(Rs. Million)	Q1FY23	Q1FY22	Y-o-Y Growth	Q4FY22	Q-o-Q Growth
Core Business	**1,126**	**1,019**	***10.5%***	**1,062**	***5.9%***
Covid-19 Business[1]	**3**	**306**	***(99.0)%***	**20**	***(85.1)%***
Revenue from Operations	**1,129**	**1,325**	***(14.8)%***	**1,082**	***4.3%***
Other Income	46	32	*43.3%*	41	*13.3%*
Total Income	**1,175**	**1,357**	***(13.4)%***	**1,123**	***4.6%***
EBITDA[2]	**283**	**420**	***(32.7)%***	**284**	***(0.4)%***
Margin %	***25.1%***	***31.7%***		***26.2%***	
EBIT[3]	**201**	**348**	***(42.3)%***	**217**	***(7.5)%***
Margin %	***17.8%***	***26.2%***		***20.0%***	
Profit After Tax	**142**	**216**	***(34.2)%***	**179**	***(20.8)%***
Margin %	***12.6%***	***16.3%***		***16.6%***	
Reported Diluted EPS	**4.51**	**7.94**	***(43.2)%***	**5.40**	***(16.5)%***

Notes:
1. Covid-19 Business is including Covid allied tests
2. EBITDA is excluding CSR and ESOP expense
3. EBIT including Other Income

Business Overview

Track Record of Successful Fast-Pace Expansion

2011
Incorporated the Company with 2 radiology centers

2013
Started operating **12 centres** in Himachal Pradesh in Public Private Partnership

2017
Expanded footprint
Centres – 50
States – 4

2018
Pan India Expansion
Centres – 664
States – 12

2019
Expanded strategic tie-up with Private Hospital
Private Centres – 14

2020
Expansion
Centres – 1,300+
States – 13

2021
Expansion
Centres – 1,800+
States – 14
Won contract for Punjab Radiology and Pathology

2021
Successful Listing on the Stock Exchanges

2022
Expansion
Centres – 2,000+
States – 14
Won Contract for Himachal Pradesh Pathology
Won Contract for Chandigarh and Uttar Pradesh Radiology

Extensive Footprint and Infrastructure

Radiology Centres

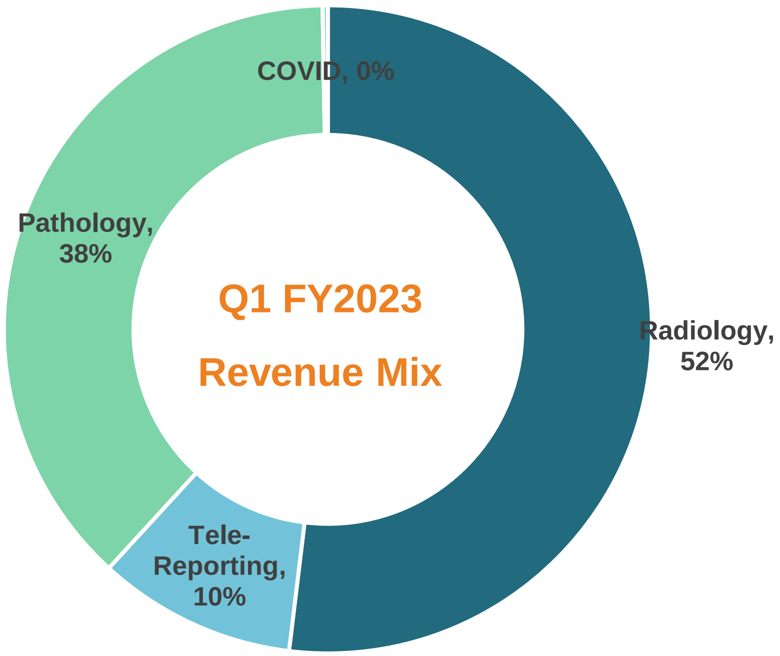
113 Centres
CT Scans and MRI

+

1,439
Tele-Reporting Centres

=

1,552
Radiology Centres



Pathology Labs

52
Processing Labs

+

561
Collection Centres

=

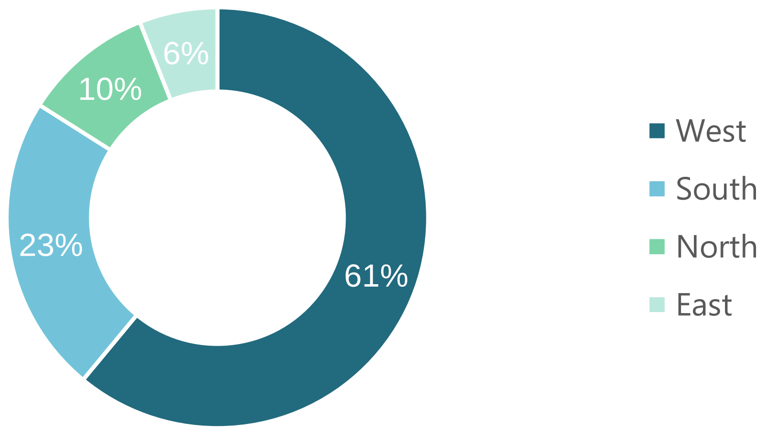
613
Pathology Centres

Note: All Information as on June 30, 2022

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.

FY2022 Regional Revenue Contribution Mix



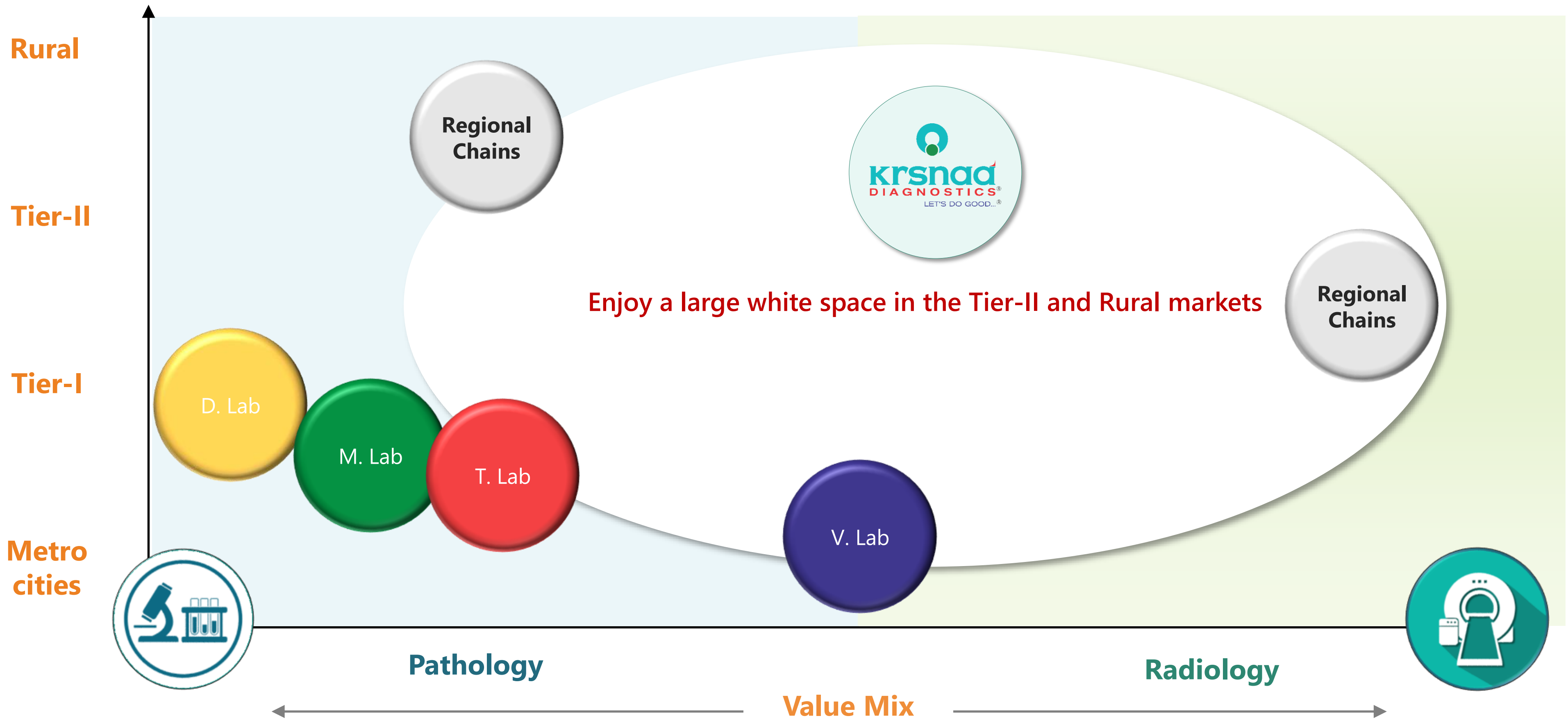
High Headroom to Grow

- Highest penetration across districts with presence in 70+ 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

Tapping Wide Spectrum of Market Unaddressed by Peers

Krsnaa Remains Fastest Growing Diagnostic Service Provider and Continues to Tap Wide Spectrum of Underpenetrated Market

Krsnaa is the Only Listed Company with Well Diversified Business Mix of Radiology and Pathology



Minimal Competition from Regional Chains due to:

- Krsnaa's expertise and scale of business
- Access to high-cost radiology machines at relatively lower prices

Entry Limitations:

- High capex, low opex model is tough to enter
- Disruptive pricing model makes it tough for competition to compete
- Larger chains focused on pathology tests

Note: Peer information is based on publicly available information as on 31st March, 2022 and for representative purposes only

High Quality Diagnostic Services at Disruptive Prices

Krsnaa Offers Tests at 45-60% Lower than Market Rates

Segment	Test	Player 1	Player 2	Player 3	Krsnaa	% from min price
RDL	CT Brain	4,500	4,500	3,500	2,000	(43%)
RDL	MRI Brain	8,000	8,250	7,000	3,500	(50%)
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 disruptive prices

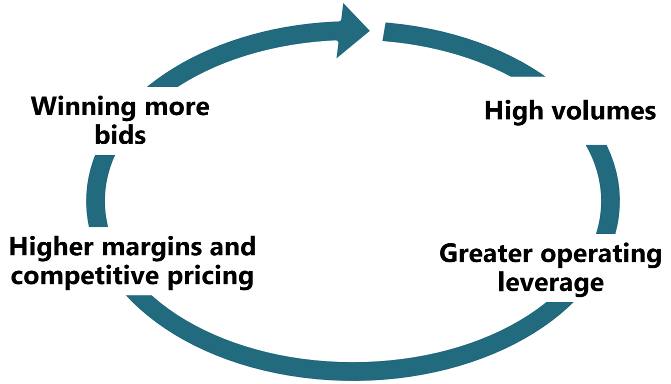
Well placed to withstand any industry price caps as well pricing pressure on tests

Cost Disruption…

- Low fixed cost of operations
- Digital transmission of scans
- Limited promotional expense
- Efficient procurement of scans

Leading to a Virtuous Cycle..

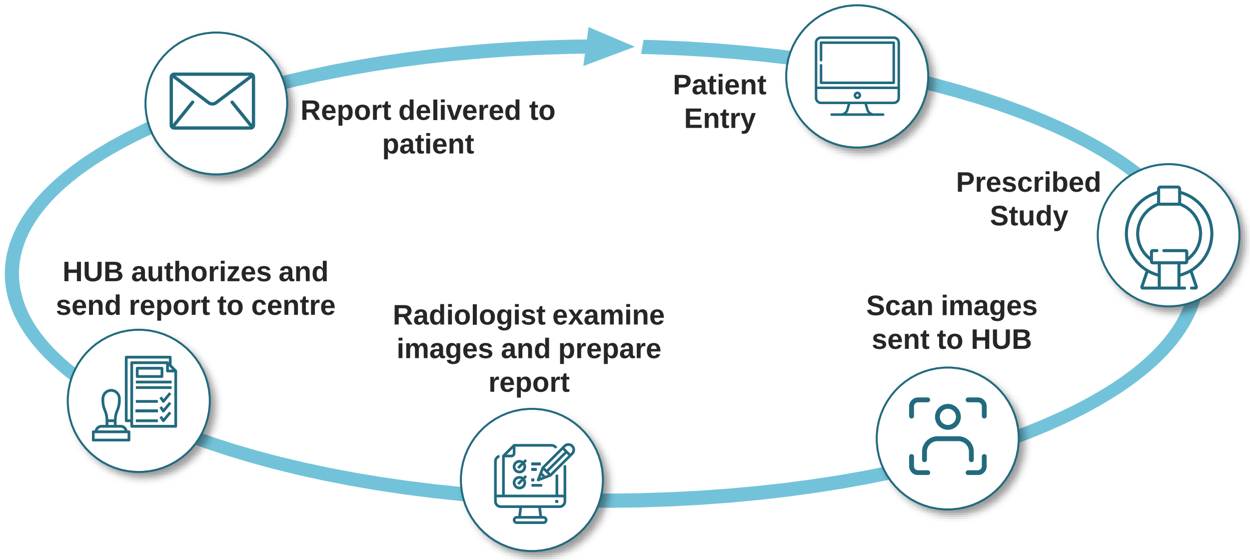
Ability to offer deep discounts on prices thus ensuring higher footfalls and making Krsnaa the preferred partner for governments and hospitals



Note: All comparative data sourced from CRISIL Report

India's Largest Tele-Radiology Reporting Hub

Krsnaa Diagnostics hub and spoke model 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

4,578 Sq.ft.

Well designed facility at Pune

190+

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

24x7

Uninterrupted connectivity between diagnostic centres and the hub

Test	Monthly Capacity	FY22 Annual Volumes	Headroom
CT Scans	1,45,000	7,27,466	**2.4x**
MRIs	40,000	2,31,698	**2.1x**
Tele Reporting	2,000,000	34,21,875	**7.0x**

Krsnaa Competitive Advantages

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

1

Revenue Visibility

- **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

2

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

3

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

4

Operational Synergies

- **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

5

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 78%** 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

Strategic Pillars of Growth

Growth Strategy

Krsnaa DIAGNOSTICS LET'S DO GOOD...

Target is to achieve 2x growth in Revenues and 3x growth in Profits by end of FY2024

- **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 centres, adding more collection centres and reaching to end consumers**
- **Digital marketing and creating awareness about Krsnaa's disruptive price offerings**

Tapping PPP Opportunity (Projects Other than Mentioned in RHP)

krsnaa DIAGNOSTICS LET'S DO GOOD...

Assets to be Deployed	7 States	41 CT Scan	2 MRI Scan	24 | 190 Labs | Collection Centers

Maharashtra Radiology Contract

- Awarded by Commissionerate Government of Authority of Health Services, Maharashtra
- Deploy 31 CT Scan Machine and Operate 8 Government CT Scan Machines at 39 Government Hospitals
- Duration – 10 Years

Tripura X-Ray Tele-Reporting Contract

- Awarded by Mission Director, National Health Mission, State Health & Family Welfare Society, Tripura
- Provide X-Ray Tele-Radiology services across all districts of Tripura
- Duration – 5 Years

Chandigarh Radiology Contract

- Awarded by Chandigarh Health Department
- Deploy One MRI scanner at Government Multi Specialty Hospital, Chandigarh
- Duration – 10 Years

Rajasthan Radiology Contract

- Awarded by Rajasthan Medical Education Society (Directorate of Medical Education), Government of Rajasthan
- Deploy CT Scan Machine at MES Medical College at Churu, a City in Rajasthan
- Duration – 10 Years

Uttar Pradesh Radiology Contract

- Awarded by UP Government awarded contract and backed by National Health Mission
- Deploy 8 CT scanners in districts hospitals
- Duration – 10 Years

Delhi Radiology Contract

- Awarded by Indira Gandhi Hospital, Government of NCT Delhi
- Deploy One MRI machine and One CT Scan machine at Indira Gandhi Hospital, Dwarka Sector -9, Delhi
- Duration – 12 Years

Himachal Pradesh Pathology Contract

- Awarded by Himachal Pradesh Department of Health and family welfare
- Establish 24 Labs and 190 Collection Centres with Hub and Spoke Model
- Duration – 5Years

Projects Mentioned in RHP: Implementation on Track

Radiology Centres Growth

State	Total Centres	Operational Till June 22	To be Operationalized in Q2 FY23	Construction Completed	Construction WIP
Punjab	25	15	4	6	0
MCGM Mumbai	3	1	1	0	1
Himachal Pradesh	2	2	0	0	0
Karnataka	2	1	0	0	1
Somaiya Hospital Mumbai	1	0	1	0	0
Total Radiology	**33**	**19**	**6**	**6**	**2**

Pathology Centres Growth

State	Total Centres	Operational Till June 22	To be Operationalized in Q2 FY23	Construction Completed	Construction WIP
Punjab Labs	30	9	9	4	8
Punjab Collection Centres	95	83	12	0	0
Total Pathology	**125**	**92**	**21**	**4**	**8**

Total Capital Expenditure incurred of Rs. 78 Crore from IPO Proceeds for setting up new centres

Projects Mentioned in RHP: Implementation on Track

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

Branding at Centres

Branding at Centres

World Class Infrastructure

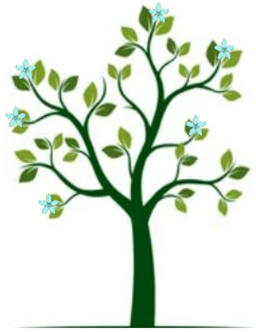
Strong Support from All Stakeholders

Centers Maturity Profile

Krsnaa Younger Portfolio Continues to Mature with Promising Future

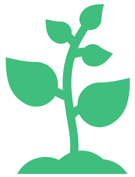
64% Gross Block* | **33%** ROCE

Matured



20% Gross Block* | **11%** ROCE

Semi-Matured



16% Gross Block* | **-10%** ROCE

Newly Launched

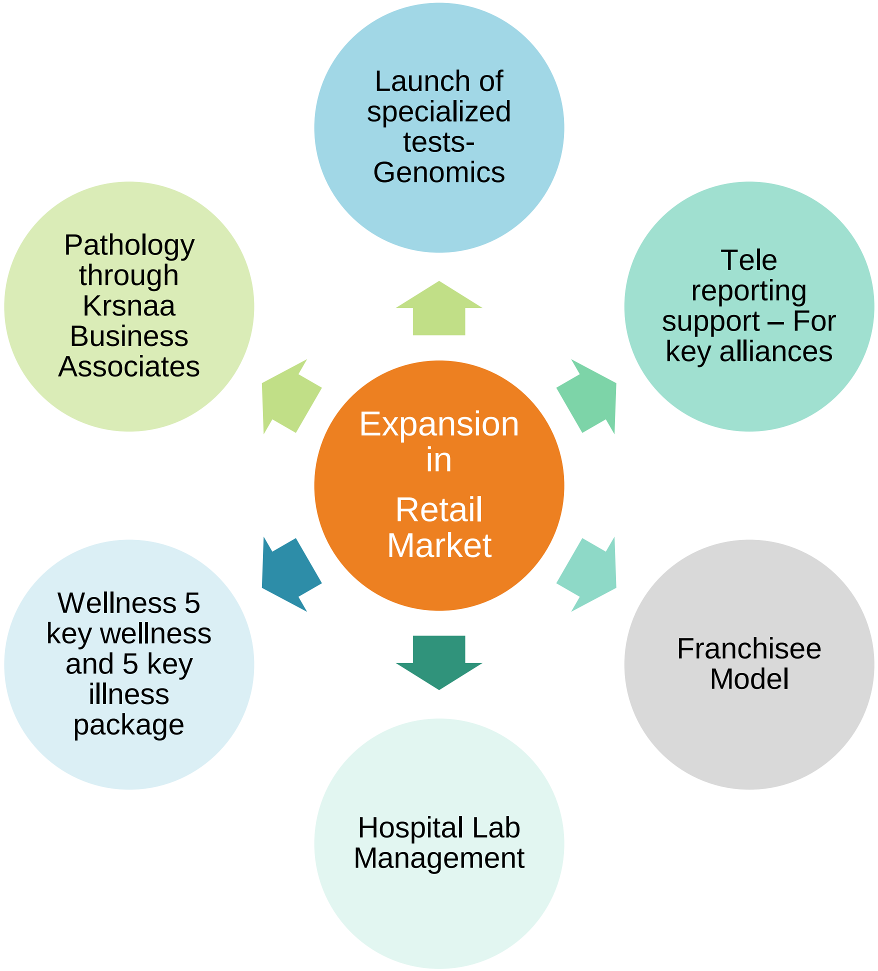
- Expand B2C share of Business
- Focus is on increasing patient touch points, awareness and visibility
- Standardize patient test reports and improve patient experience at the centres
- Focus on the training of employees to enhance overall productivity and operational efficiencies

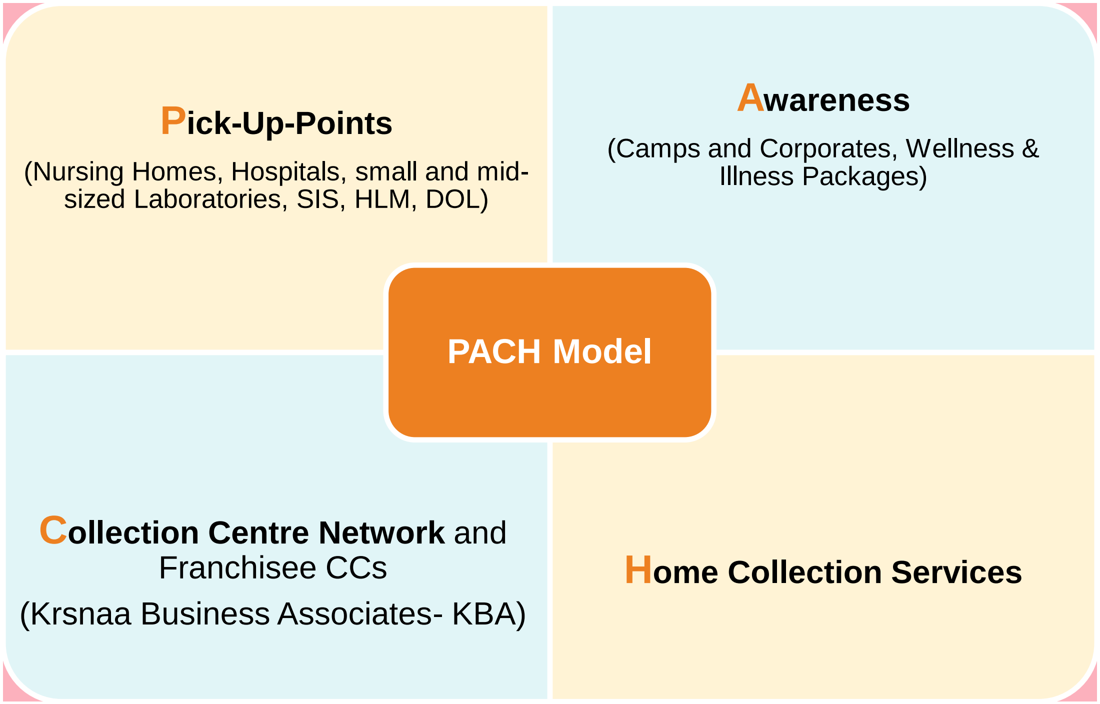
- Increase awareness and visibility through digital marketing
- Add more collection centres, tieup with nursing homes, hospitals to drive test volumes
- Ensure shorter reports turnaround time and maintain high accuracy
- One roof solution for Radiology and Pathology at all centres
- Directory of test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

Notes:
1. * Gross Block % is calculated as on the year ended 31st March, 2022
2. Maturity is on the basis of the project start date
3. Return on Capital Employed calculated as (EBIT including Other Income / Gross Block)

Fully Geared to Disrupt the Growing Retail Market

Retail Market Expansion Strategy





Expanding B2C Pathology Service Offerings

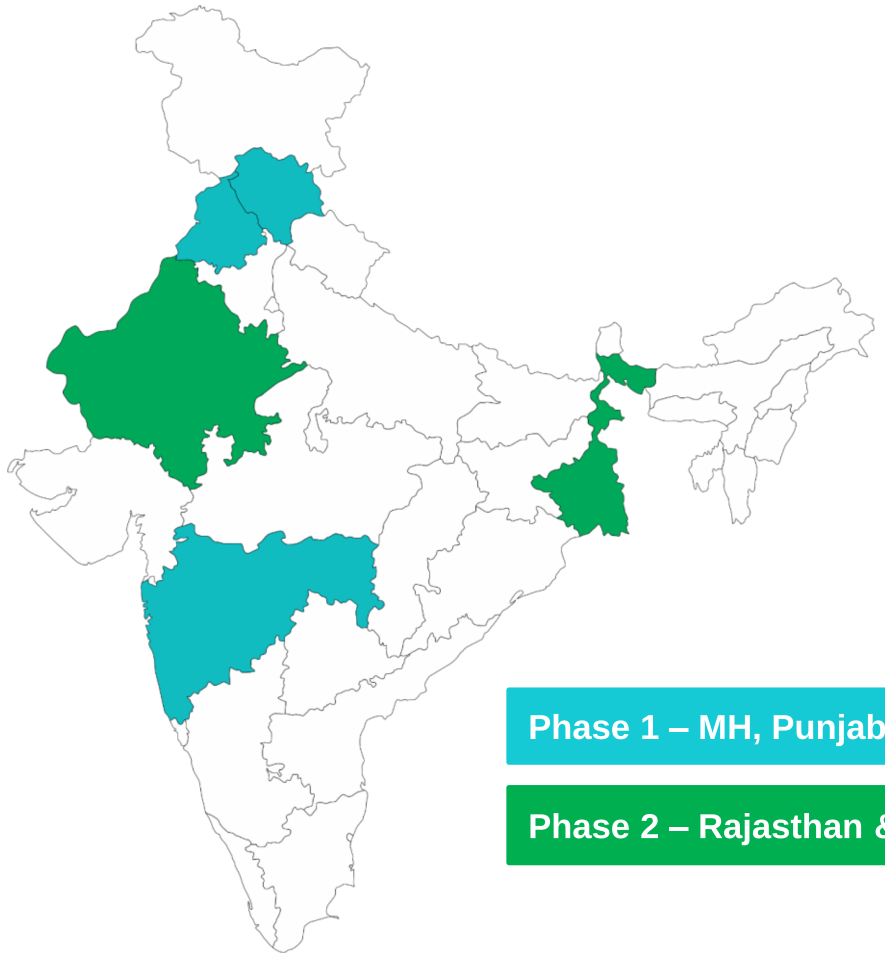
Capitalizing on the extensive infrastructure of Pathology Diagnostics and extending it to end consumers

613
Pathology Centres

52
Processing Labs

561
Collection Centres

- Expanding B2C pathology diagnostic service offerings at disruptive prices in 5 states
- Phase I – Maharashtra, Punjab and Himachal Pradesh
- Phase II – Rajasthan and West Bengal
- Plan is to open 1,000 collection centres in these states
- Capitalizing on the existing infrastructure of Pathology centres
- Further expand B2C in other remaining states and adding more collection centres to penetrate deeper into key markets
- B2C to enhance overall operational efficiencies



Phase 1 – MH, Punjab & HP

Phase 2 – Rajasthan & WB

Lab / Centres as at the end of 30th June, 2022

Digital Initiatives

Enhancing Visibility, Awareness and Convenience Through Digital Initiatives

Re-Launch Mobile Application

- Digitalize reports and provide Smart Health Reports with next steps and recommendations
- Real time availability of reports
- One roof for Radiology and Pathology
- Conveniently book appointment for Radiology tests
- Book appointment for home collection

Social Media Engagement

- Organize social media engagement campaigns on health awareness & free cancer camps
- Participate in health and talk shows
- Increasing touch points through regular social media engagement and sharing of information

Patient Testimonials

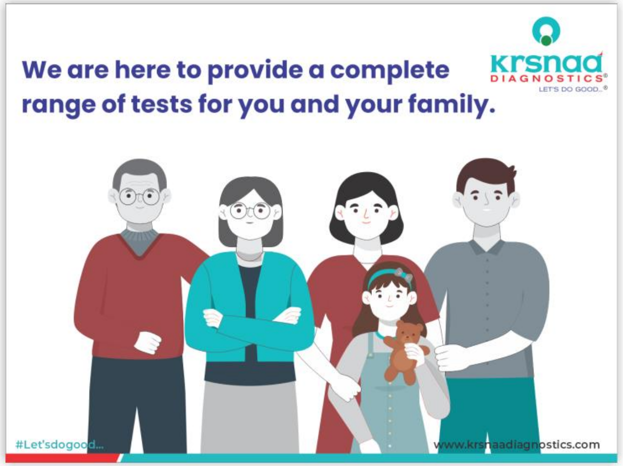
- Encourage patients to provide feedback and write testimonials about the experience with Krsnaa
- Post testimonials on social media platforms to create awareness and visibility
- Collect feedback on scope of improvement areas

Wellness and Illness Packages

- Increase awareness about preventive health check ups at disruptive prices
- Customize test health packages according to the region and states
- Launch home collection and homecare services

Enhancing Visibility and Awareness

IN-SHOP BRANDING



PROMOTIONAL BRANDING

Experienced Leadership Team

Rajendra Mutha
Executive Chairman

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

Pallavi Bhatevara,
Managing Director

- 8 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
Whole Time Director

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

Dr. Ravinder Sethi
Chief Operating Officer

- 24+ years of experience in the field of business management and transforming organizations
- Doctorate, Business Administration and Management from Azteca University, Mexico
- PGDBM in Sales & Management

Dr. Manish Karekar
Chief Operating Officer - Pathology

- 14+ 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

Dr. Abhiji Patil,
Vice President - Radiology

- 13+ 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.

Pawan Daga
Chief Financial Officer

- 10+ 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

Nikhil Deshpande
Company Secretary

- 10+ years of experience of working in the Company Secretarial field skilled in IPO, SEBI Regulations, Investor Relations, Corporate Restructuring, ESOPs, Corporate Governance & FEMA Compliance
- Qualified Company Secretary and Law Graduate form Pune University

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

Rajiva 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

Note:
1. Leadership Team members, Rajendra Mutha is the Executive Director and Chairman, Pallavi Bhatevara is the Executive Director and Managing Director, Yash Mutha is the Executive Director.
2. Mr. Adesh Kumar Gupta has been appointed as an Independent Director w.e.f 28th May, 2022

Krsnaa Diagnostics Edge

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

Total Centre count increased at a **CAGR of 32%** from 682 in FY18 to 2050+ in FY21

Extensive Geographic Footprint

Centres across India with **presence in 14 States.** 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**

Disruptive Pricing

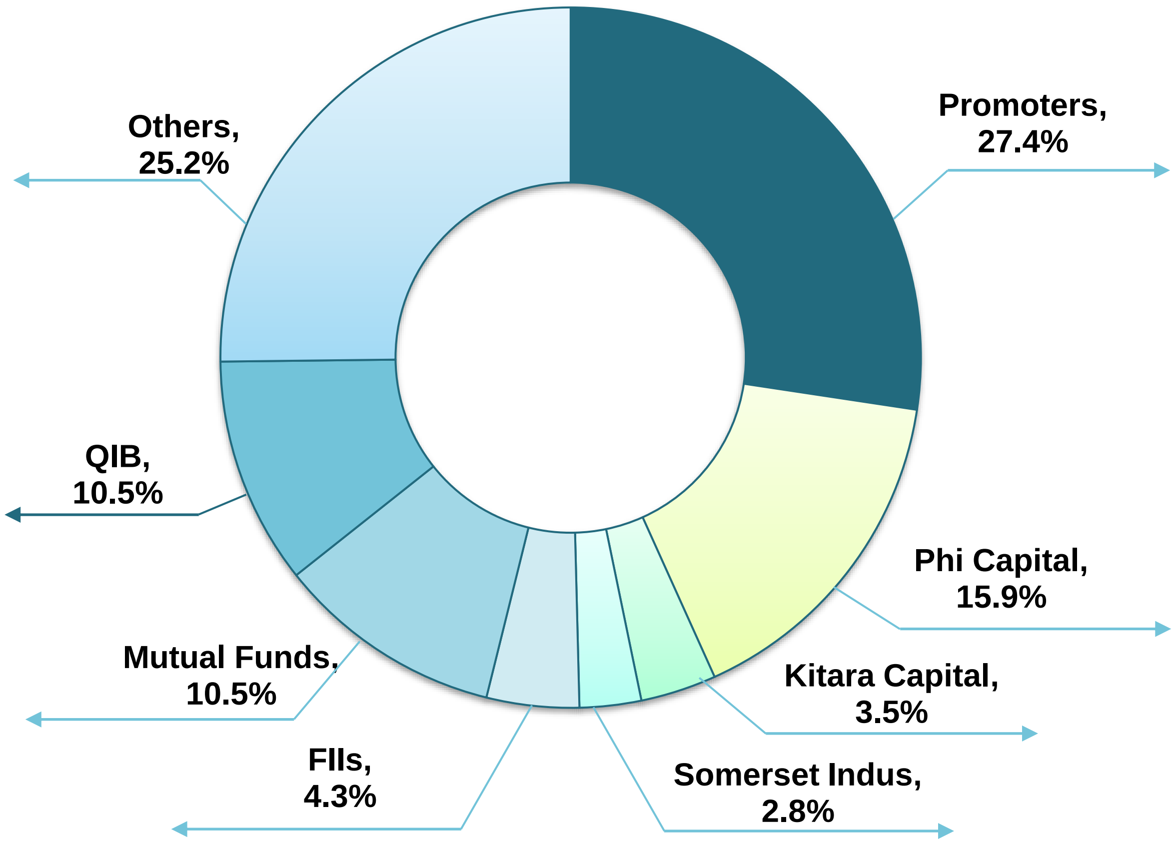
Ability to **maintain cost competitiveness underpinned by leading volumes**, higher economies of scale and optimize cost structure

Stakeholder Value Creation

Defined strategy to deliver sustainable long-term growth

Shareholding Pattern

Shareholding Pattern as on 30th June, 2022



Top Institutional Shareholders – 30th June, 2022	% Holding
Tata Mutual Fund	4.8%
Aditya Birla Sun	4.0%
Tata AIA Life	3.7%
ICICI Prudential Pharma	3.1%
HDFC Life Insurance	2.0%
Invesco India	1.5%

Annual Performance Trends

Strong Performance Across All Key Performance Indicators

47%
Revenue CAGR
5Y (FY17-22)

101%
PAT** CAGR
5Y (FY17-22)

46
Receivable Days
31st March, 2022

2,071
Centres

23+ Mn
Patients Served
Last 5 Years

Rs. 455 cr
FY22 Revenue

Rs. 133 cr | 29%
FY22 EBITDA*

Rs. 68 cr | 15%
FY22 PAT

Rs. 2.5 per share | 50%
FY22 Final Dividend and Payout

14+
States

70+
Districts Locations

17+ Mn
No. of Tests annually

1+ Mn
CT/MRI scans per annum

3+ Mn
X-Rays per annum

12+ Mn
Pathology tests per annum

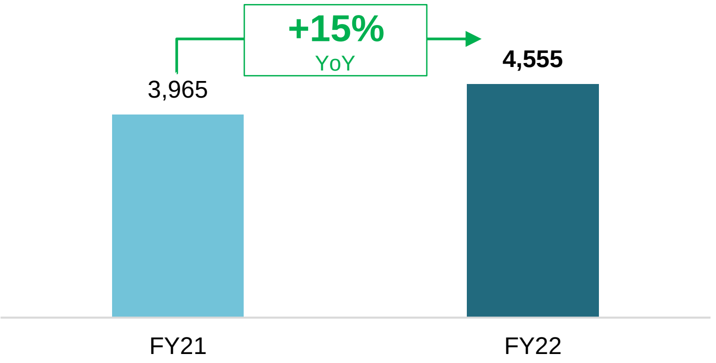
Notes:
* EBITDA is excluding CSR and ESOP expenses
** PAT without exceptional Items

FY2022: Strong Revenue and Net Profit Growth

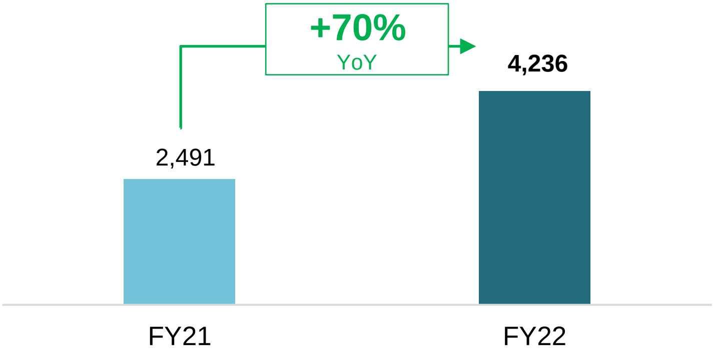
Core Business Continues to Deliver Stellar Revenue Growth of 70% Y-o-Y
Strong EBITDA of Rs. 133 Cr with margins of 29% and Net Profit of Rs. 68 Cr, up by 117% Y-o-Y

Rs. Million

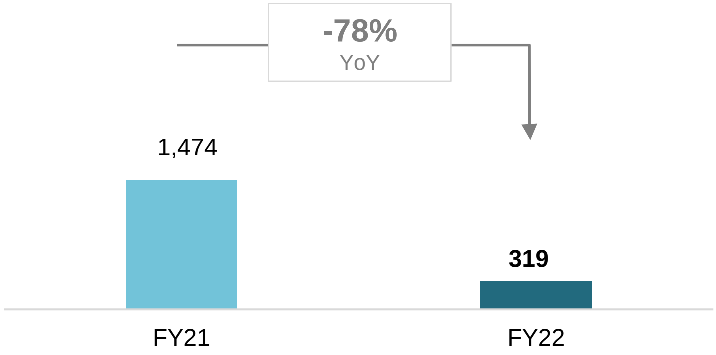
Total Revenue



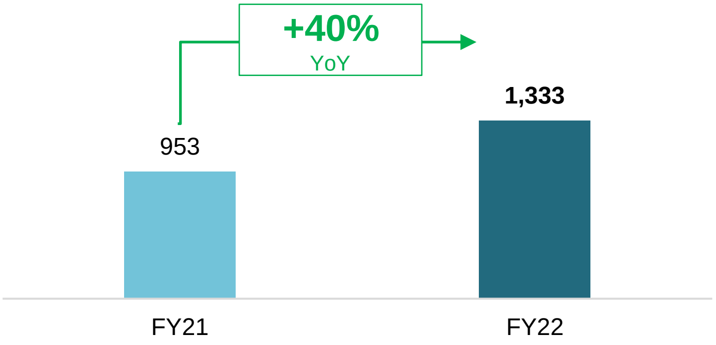
Core Business Revenue



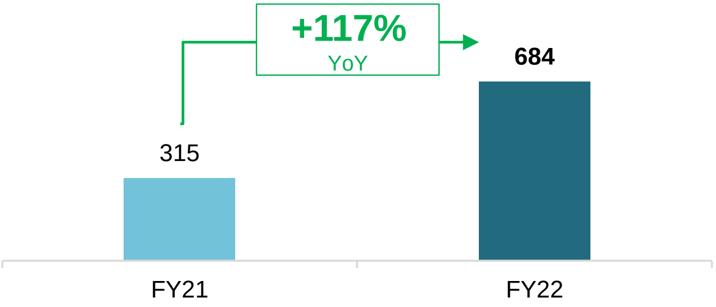
Covid-19 Revenue



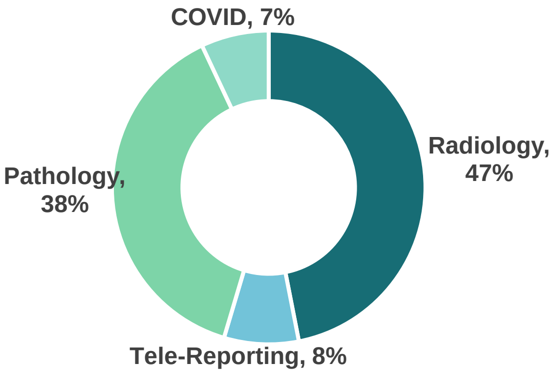
EBITDA*



Profit After Tax**



Revenue Mix

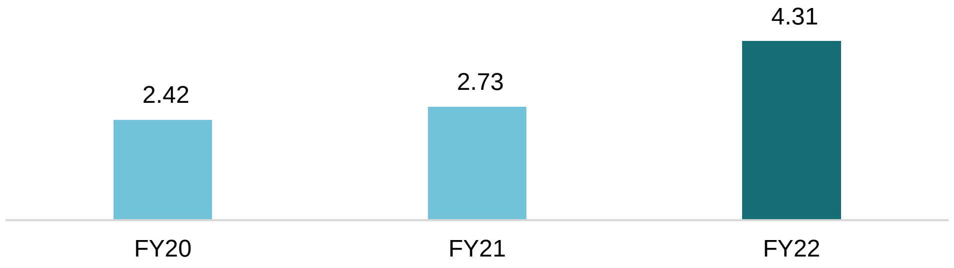


Notes:
* EBITDA is excluding CSR and ESOP expenses
** PAT without exceptional Items

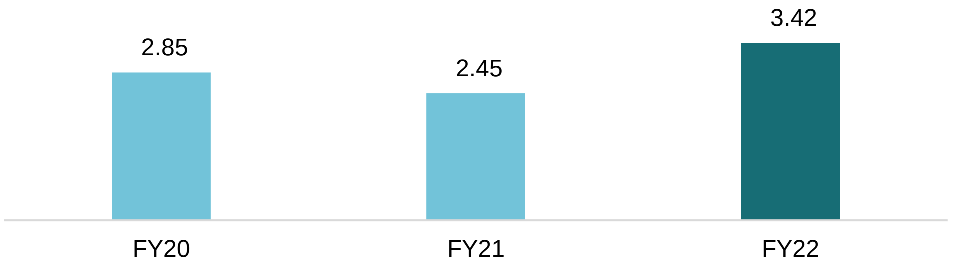
Operational Performance Trend

Strong Increase in Patient Count and Average Revenue Per Patient up from Pre-Covid-19 Levels

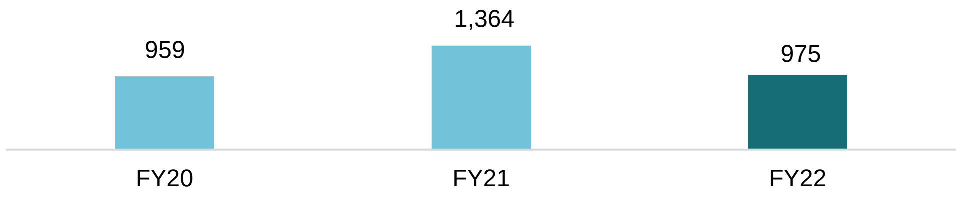
Number of Patients* (in Mn) — 58% Y-o-Y



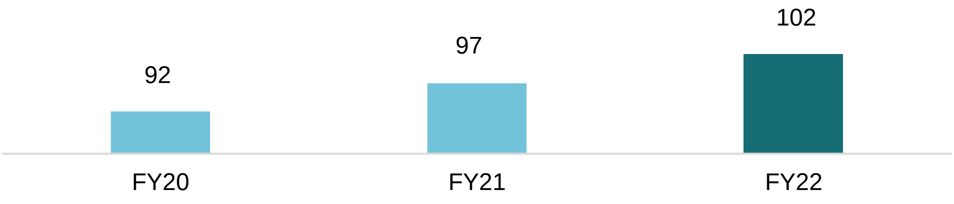
Tele-Reporting Patients (in Mn) — 40% Y-o-Y



Average Revenue Per Patient** (in Rs)



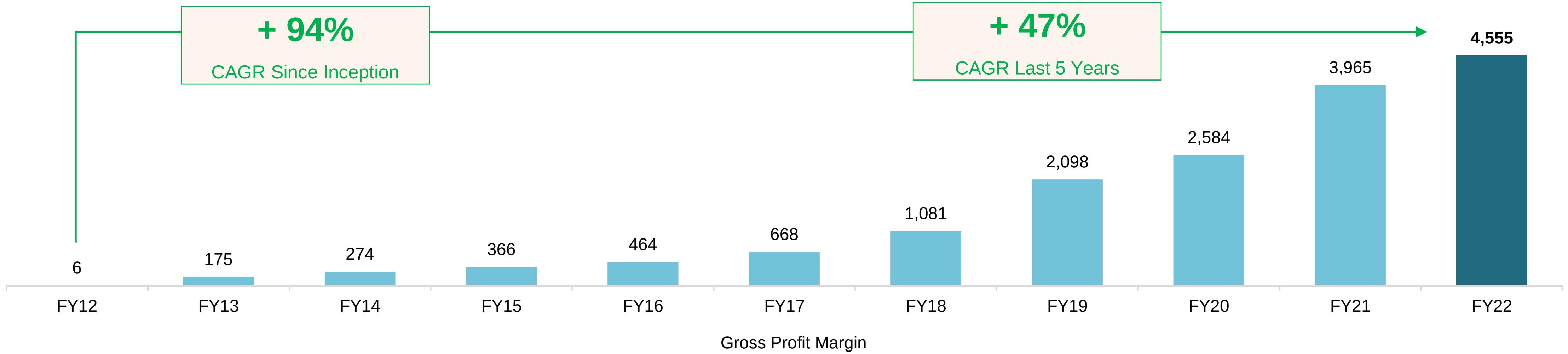
Average Revenue Per Patient (in Rs): Tele-Reporting



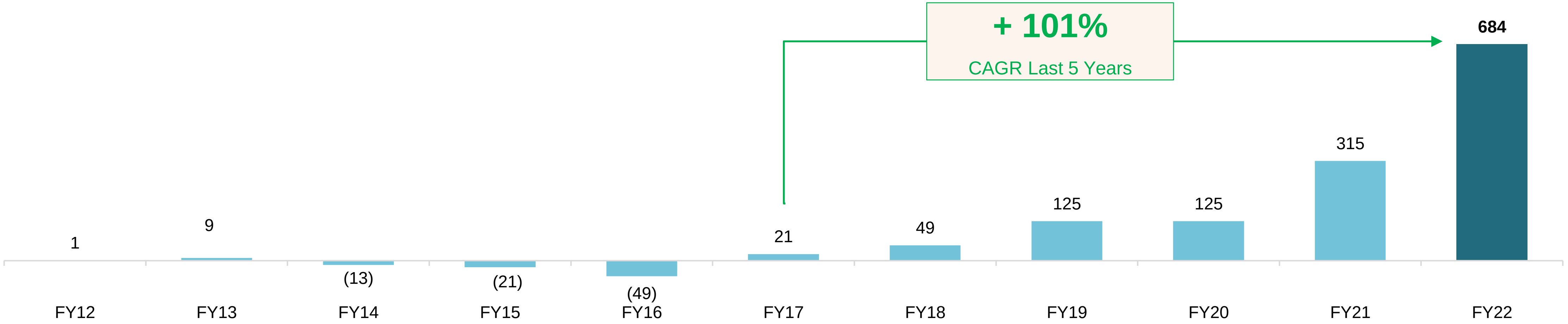
* Number of Patients (Radiology and Pathology) excluding Tele-Reporting
** ARPP (Radiology and Pathology) excluding Tele-Reporting

Revenue and Profit After Tax Growth Trend

Revenue (in Mn)



Profit After Tax* (in Mn)



*PAT without exceptional Items
Last 5 Years CAGR is for the period FY2017-22

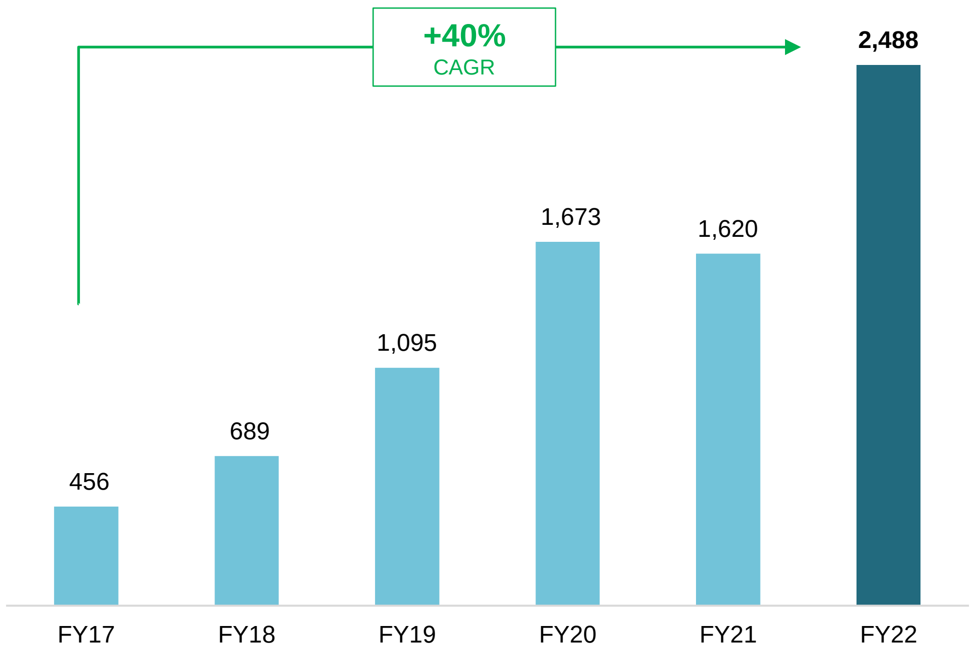
Well Diversified Business Mix

Radiology and Pathology Revenue grew by 5.5 times and 8.2 times respectively in Last 5 Years

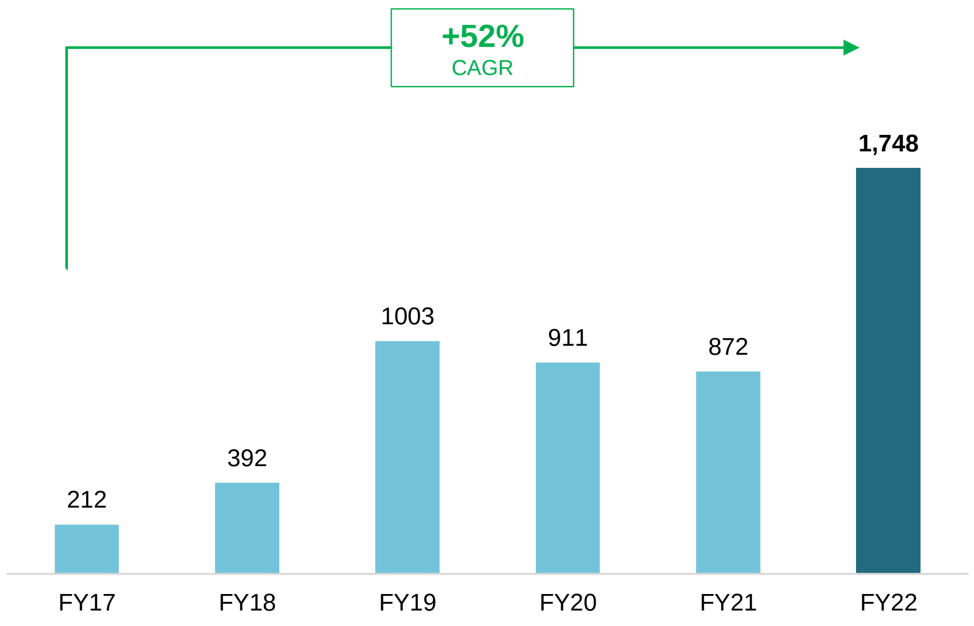
Remains one of the Fastest Growing Diagnostics Service Provider

Rs. Million

Radiology Revenue*



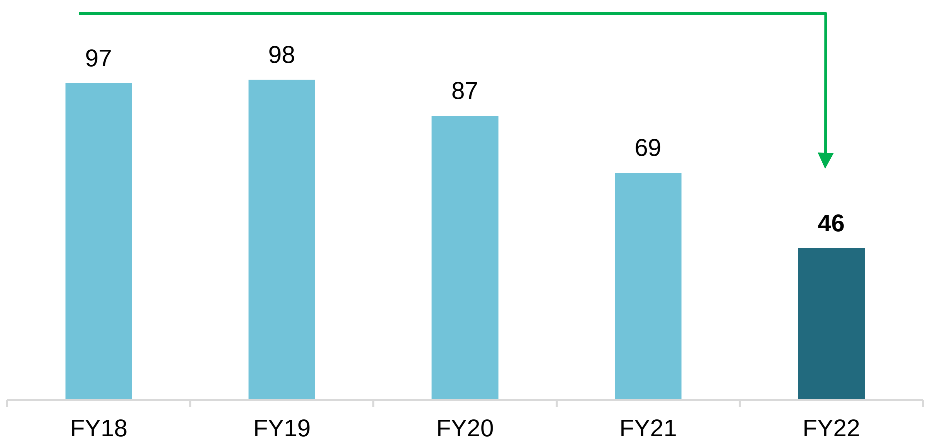
Pathology Revenue excluding Covid-19



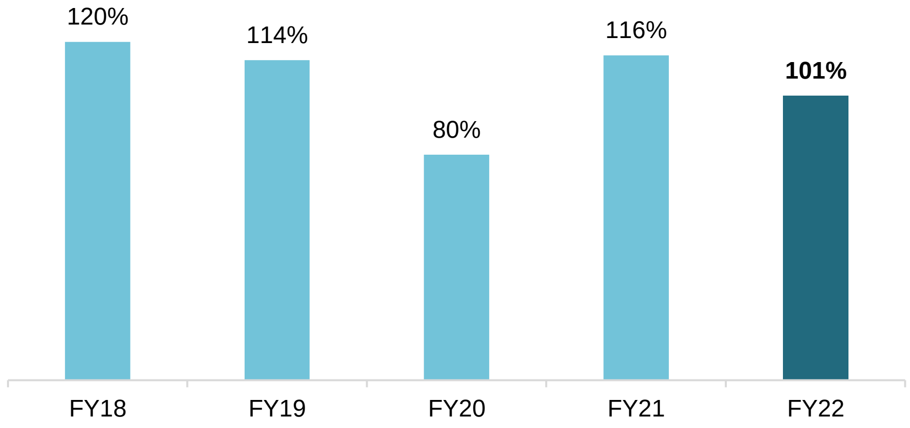
- Radiology Revenue is including tele-reporting
- Last 5 Years CAGR is for the period FY2017-22

Strong Cash Collection and Cash Flow Conversion

Receivables Days



EBITDA to Cash Flow Conversion*



- Krsnaa has built a strong cash flow generating business model backed by strong cash flow conversion cycle and efficient working capital management
- Total net cash generated from operations after tax of Rs. 128 Crores in FY22
- Receivables days continues to decline to 46 days at the end of FY22, reflects timely collection of dues from national health agencies
- Krsnaa maintains strong EBITDA to Cash Flow conversion ratio, which allows company to fund its growth plans through internal accruals

* EBITDA to Cash Flow Conversion calculated as Cash Flow from Operating Activities Before Tax/ EBITDA

Well Capitalized Balance Sheet to Fund the Growth

(Rs. Million)	FY18	FY19	FY20	FY21	FY22
Long Term Debt	556	937	1,400	1,680	331
Short Term Debt	452	772	1,112	638	79
Total Debt	**1,008**	**1,709**	**2,512**	**2,318**	**410**
Cash & Cash Equivalents	219	1,281	1,379	1,624	3,480
Net Debt / (Net Cash)	**789**	**428**	**1,133**	**694**	**(3,070)**
Total Equity	**806**	**1,890**	**2,014**	**2,319**	**6,868**
Cash Flow From Operating Activities Before Tax	**351**	**681**	**516**	**1,102**	**1,351**

- **Krsnaa Diagnostics strengthens its balance sheet with strong cash flow generation**
- Repaid Total Principal Debt of Rs. 1,908 Mn in FY22 by utilizing Rs. 479 Mn funded from internal accruals and Rs. 1,429 Mn out of IPO proceeds
- Capex of Rs. 1,311 Mn was incurred during the period, out of which Rs. 721 Mn was funded from internal accrual and Rs. 590 Mn was funded from IPO proceeds. This was primarily incurred towards setting up new diagnostics centre

Annual Financial Performance – Delivering Consistent Growth

(Rs. Million)	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	Y-o-Y Growth FY21-22	CAGR Growth FY17-22
Core Business	668	1,081	2,098	2,584	2,492	4,236	*70.0%*	*45%*
Covid-19 Business	-	-	-	-	1,473	319	*(78.4)%*	-
Revenue from Operations	**668**	**1,081**	**2,098**	**2,584**	**3,965**	**4,555**	***14.9%***	***47%***
Other Income	38	14	23	103	122	149	*21.9%*	*31%*
Total Income	**706**	**1,095**	**2,121**	**2,687**	**4,087**	**4,704**	***15.1%***	***46%***
EBITDA[1]	**145**	**292**	**598**	**643**	**953**	**1,333**	***39.9%***	***56%***
Margin %	***21.7%***	***27.0%***	***28.5%***	***24.9%***	***24.0%***	***29.3%***	***523bps***	
EBIT[2]	**85**	**131**	**365**	**422**	**686**	**1,050**	***53.0%***	***65%***
Margin %	***12.7%***	***12.1%***	***17.4%***	***16.3%***	***17.3%***	***23.1%***	***575bps***	
Profit After Tax[3]	**21**	**49**	**125**	**125**	**315**	**684**	***116.9%***	***101%***
Margin %	***3.1%***	***4.5%***	***5.9%***	***4.8%***	***8.0%***	***15.0%***	***706bps***	
Reported Diluted EPS	**(7.6)**	**(2.20)**	**12.95**	**9.70**	**12.25**	**22.88**	***86.7%***	**-**

Notes:
1. EBITDA is excluding CSR and ESOP expense
2. EBIT including Other Income
3. Profit After Tax is calculated without exceptional Items

Balance Sheet

Assets (In Million)	FY21	FY22
Non-Current Assets	**3,563.91**	**5,420.06**
Property, plant and equipment	3,072.80	3,833.79
Capital work-in-progress	37.18	282.57
Intangible assets	12.28	23.15
Intangible asset under development	-	-
Financial assets		
Investments	2.90	2.91
Loans	-	-
Other financial assets	159.51	1,155.15
Deferred tax asset (net)	0.00	7.88
Other non-current assets	279.24	114.61
Current Assets	**2,528.86**	**3,341.47**
Inventories	72.10	91.70
Financial assets		
Trade receivables	752.89	578.73
Cash and cash equivalents	246.75	884.53
Bank balances other than cash and cash equivalent	1,282.37	1,534.28
Other financial assets	90.08	118.56
Other current assets	84.67	133.67
Total Assets	**6,092.77**	**8,761.53**

Equity and Liabilities (In Million)	FY21	FY22
Total Equity	**2,318.65**	**6,844.09**
Equity share capital	64.95	156.99
Instruments entirely equity in nature	2,423.90	0.00
Other equity	(170.20)	6,687.10
Non-Current Liabilities	**1,888.60**	**429.48**
Borrowings	1,529.26	196.22
Lease Liabilities	150.28	134.52
Liability on compulsory convertible preference shares	-	-
Other financial liabilities	63.89	16.38
Employee benefit obligations	5.19	3.16
Other non-current liabilities	33.03	1.25
Deferred tax liabilities	106.95	77.95
Current Liabilities	**1,885.52**	**1,487.96**
Borrowings	620.76	60.08
Lease Liabilities	17.49	19.10
Trade payables		
i) total outstanding dues of MSME	5.37	3.27
ii) total outstanding dues of creditors other than MSME	827.66	769.73
Other financial liabilities	374.73	512.57
Employee benefit obligations	9.28	19.81
Short term provisions	-	-
Other current liabilities	30.23	103.40
Total Equity and Liabilities	**6,092.77**	**8,761.53**

Factsheet

47%
Revenue CAGR
5Y (FY17-22)

101%
PAT CAGR
5Y (FY17-22)

45%
Radiology Revenue
CAGR 5Y (FY17-22)

52%
Pathology Revenue
CAGR 5Y (FY17-22)

31%
Total Centre Count
CAGR 5Y (FY17-22)

46
Receivables Days
FY2022

Target is to achieve 2x growth in Revenues and 3x growth in Profits by end of FY2024

Key Valuation Metrics	3-Aug-22
NSE Ticker	KRSNAA
BSE Ticker	543328
Share Price (in Rs)	514
Number. of Shares (in Cr)	3.14
Equity Value (Rs. Cr)	**1,614**
Gross Borrowings (Rs. Cr) – 30 June, 22	54.9
Cash and Cash Equivalents (Rs. Cr) – 30 June, 22	-303.8
Net Debt / (Net Cash) (Rs. Cr)	**-248.9**
Enterprise Value (Rs. Cr)	**1,364.6**
Adjusted Profit After Tax (Rs. Cr)	61.0
EBITDA in (Rs. Cr)	119.5
Adjusted P / E	**26.4x**
EV / EBITDA	**11.4x**

Contact Information

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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