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www.virinchi.com

Date: 11/01/2018

Deputy Manager
Dept. of Corporate Services,
Bombay Stock Exchange Limited
P J Towers, Dalal Street,
Fort, MUMBAI – 400001

Sub: Investor Presentation for quarter ended 31st December,2017
Ref: Script Code# 532372

With reference to subject cited above we are herewith enclosing Investor Presentation for quarter ended 31st December,2017.

This is for your record and reference.

Thanking you,

Yours faithfully,
For Virinchi Limited

K. Ravi

K Ravindranath Tagore
Company Secretary

VIRINCHI LIMITED
Hyderabad

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Investor Presentation

…"n minds, n! knowledge"

January 2018

Safe Harbor

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“Don’t find Customer for your Solutions, Find Solutions for your Customers” – Seth Godin

Overview

Our Vision…

"To be Technology led business innovator in Fintech & Healthcare Space"

Financial Technology

✓ "To build Globally Inclusive Solutions

- Over 15mn short term loans, including payday loans, to sub-prime customers
- Proprietary machine learning credit underwriting tools
- Soon to be launched 'downloadable credit card' in India together with leading banks & NBFCs

Healthcare

✓ "To serve a Billion Patients"

- Existing 800 bed facilities across 3 locations in Hyderabad, to grow to 5,000 beds in 5 years
- Leading HIS/EMR solution with 100+ installs
- Healthcare Ecosystem mobility solution to target 1mn Integrated Healthcare Providers

Technology Driven Business Solutions…

Has become Global market leader in the Lending Management Solution for Retail Micro Credit Industry that delivers ~5% of all Short Term Lending in USA

An opportunity to increase Access and Accessibility to Formal Healthcare systems

A Hospital that uses Best in-class HIS system to deliver high quality patient care

Serves as Consulting and technology Company to varied Industries and also have diversified client mix

Financial Technology

+

Healthcare

A Comprehensive Mobility Portfolio – unparalleled in Healthcare

IT Services to offer highly scalable Mobility, Analytics, Cloud, Business Intelligence and Enterprise Solutions

Integrate Technology and Healthcare knowledge to third party hospitals and create a Scalable Asset Light Healthcare Delivery Platform

To be a Global Technology led Business Innovator in Healthcare & Financial Domain

Blend of Cash Cow & Sunrise Businesses

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1 Cash Cow

Financial Technology – US Market

Flagship product Qfund and an innovative POS Credit Service PayEz in US market

2 Cash Cow

IT Services

Enterprise applications for Social, Mobility, Analytics & Cloud commuting (SMAC) focused solutions

3 Sunrise Business

Financial Technology – Indian Market

Launch of Downloadable Credit Card – Vcard for Indian market

4 Sunrise Business

Healthcare Delivery

Chain of multispecialty hospitals in Hyderabad with advanced medical technology & sophisticated IT / mobility driven patient care. Unique mobility platform with over 50 healthcare apps connecting the patients and outpatient ecosystem

Promoter & Management Team

Vish Kompella

Founder - Promoter

- IIT Madras
- First Generation Serial Entrepreneur with multiple investments in IT, Hospitals, Education, Life Sciences and Social Enterprises

Satyajeet Prasad

Chief Executive Officer

- IIT Kharagpur, IIM Lucknow, GE Healthcare
- Co-Founder Asclepius Consulting
- Six Sigma Expert
- Industry thought leader in Healthcare Delivery

Vishal Ranjan

Group Head, New Businesses

- IIT Delhi, IIM Calcutta (Rank Holder)
- Management Consultant at A.T. Kearney
- Co-founder Asclepius Consulting
- 15+ years of healthcare process technology & consulting

M V Srinivasa Rao

Group President

- BE – ECE (OU), IIMA
- 18+ years with Deloitte Touche Tohmatsu India
- 24 years in management consulting , Strategy & operations and corporate finance

Neeraj Kumar

Head, US Business Development

- IIT Delhi, IIM Lucknow, CFA
- Director Strategy, AXA Worldwide (London & New York)
- Global project implementation at PwC
- Co-founder Shear Web Technologies , www.bigvyor.com

Management Team

G. Santi Priya

Group CFO & Whole Time Director

- B.com, Grad CWA, ACA, DISA
- Has over 18 years of experience in the areas of auditing, corporate Finance and taxation

K. Sri Kalyan

Executive Director Projects

- B.E (Mech. Engg.), MBA (SCM)
- Experience in Tecumseh Products in Quality Assurance, Production and Project Mgt, has 4 years of Admin & Ops experience

Dr. NSVV Murty

Medical Director

- MBBS,MD,PDCC,CCST(UK),PGD M(Diab),FICCM
- Consultant Anaesthetist (UK) and Consultant Cardiac Anaesthesia And Critical Care – (17 years)
- Director Of Axon Anaesthesia Associates
- 28 Years Administrative Experience in OT Dept

Srinivas Myana

Chief Marketing Officer – Healthcare

- ICWAI, ACS
- He has 20 years experience in tax, finance, investment banking and real estate
- Also has experience in retail, SME and corporate banking

Awards…Endorsement of our Capabilities

Emerging Hospital of the year in Multi-Specialty Hospital category,
By The Times Health Care 2017 Award for the Telugu Speaking States

Best Hospital – Radiology,
Best Hospital – Nephrology
7 Individual Doctor Recognitions,
By The Times Health Care 2017 Award for the Telugu Speaking States

Best in Revenue among the IT SMEs for the year 2015-16,
By State of Telengana Award 2016-17

Best Indian IT SME for the year 2015-16 by Hyderabad Software Exporters Association,
By HYSEA 2017

IT Products

"Great Products, Sell themselves"
- Kevin Systrom, Co-Founder Instagram

Retail Microfinance Industry in USA

Industry Dynamics

Heavily Regulated	High Entry Barriers
Continuously Evolving	B2B Model

RENEWED FOCUS

TO CHOOSE 'APPROPRIATELY PROFITABLE CUSTOMERS'

CFPB Regulations

Revised regulations on refinance, APR and Lenders' Profile lead to Industry innovations on products and business models

Consolidation

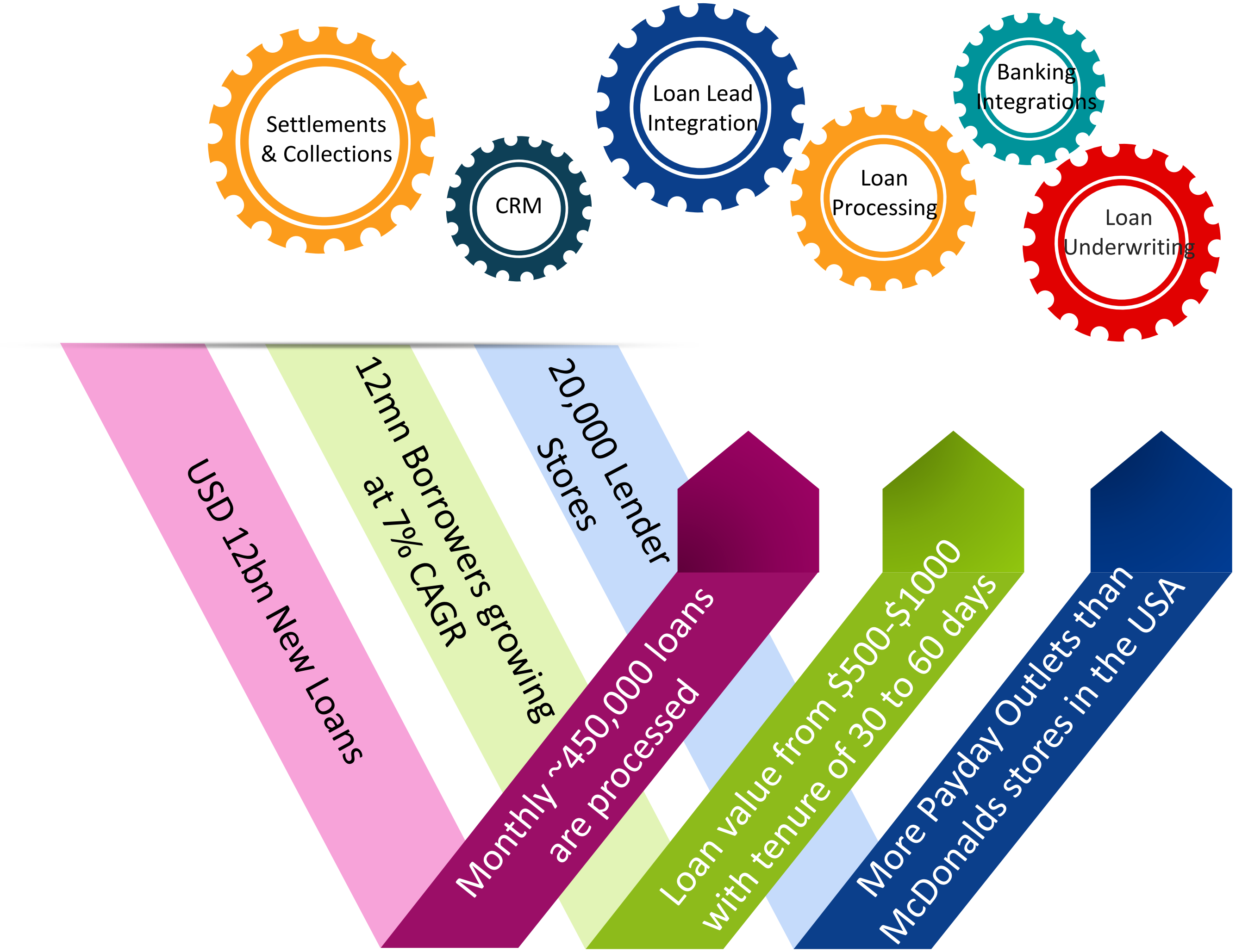
Increasing consolidation bringing scale and efficiencies amongst lenders

Co-existence

Increased online lending while coexisting with store front models

Over 15 mn short term loans, including payday loans to sub-prime customers serviced via Q-Fund

Qfund : Flagship Lending Management System



- We have 12 out 20 top clients from this space
- The 2nd largest in this segment is just 40% of our US based company. Thus cannot compete with scale or cost
- No competition from large Indian IT players as they prefer to stay away from small & niche assignments with steep learning curve
- Consolidation in the segment with changing regulations. Highly knowledge driven business; different from conventional IT products and solutions

Qfund Strengths

Versatility

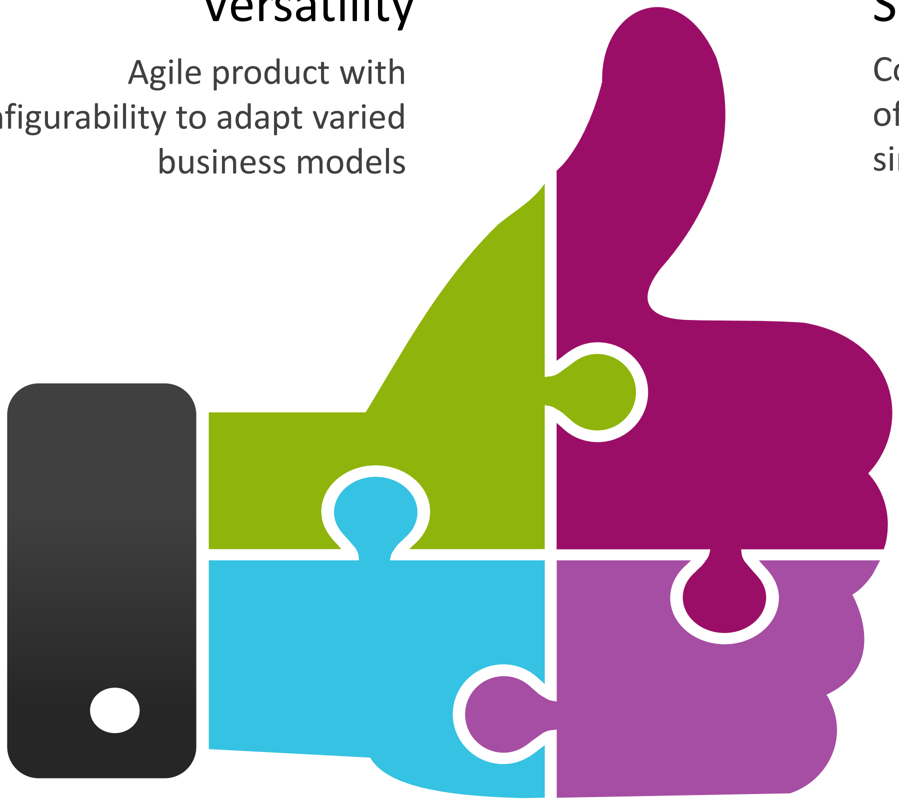
Agile product with configurability to adapt varied business models

Single Identity

Coexisting models for online, offline and hybrid lending on single identity

Product Footprint

Expanded product footprint across related consumer lending segments



Software Experience

Experience of Software successfully executed over 15mn transactions

Intelligent Tool

Sophisticated mobility enabled business intelligence dashboards.

Machine Learning

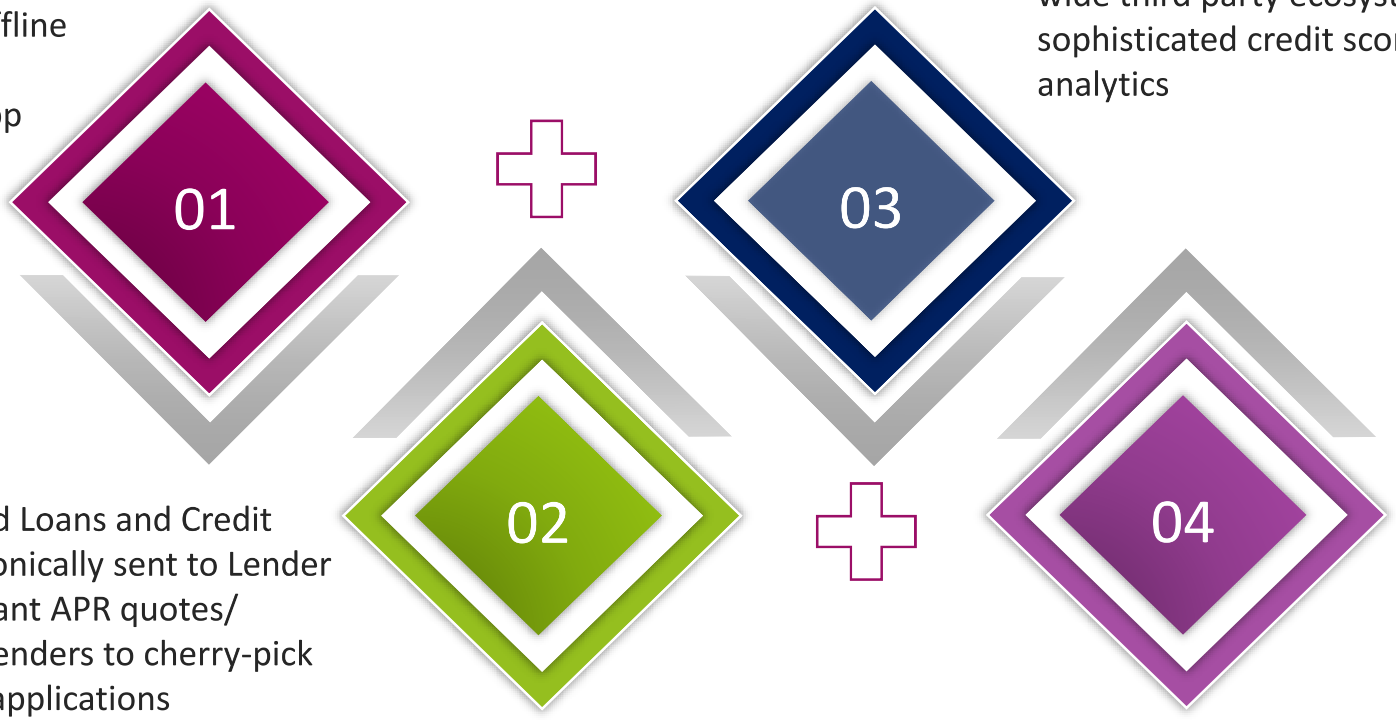
Built machine learning underwriting tools to support heuristics decisions

Global Market Leader in Lending Management Solution for Retail Micro Credit Industry

Adjacent Product launch with PayEz

An alternate payment option for Credit Card/ Debit Card for online payments and offline payers to use portal/mobile app

Online Credit Check and Loan Eligibility assessment through a wide third party ecosystem and sophisticated credit scoring analytics



Pre-Qualified Loans and Credit Score electronically sent to Lender Pool for instant APR quotes/ approvals. Lenders to cherry-pick online loan applications

Customer to choose the approved Tenure-APR Program and conclude purchase

Sophisticated real-time uncollateralized consumer financing for online and offline purchases

IT Services

IT Services – Enterprise Applications & SMAC Focus

IT Enabled Services

Focus
Six Competencies - Social, Mobility, Analytics, Cloud, Package Product Services & Application Services

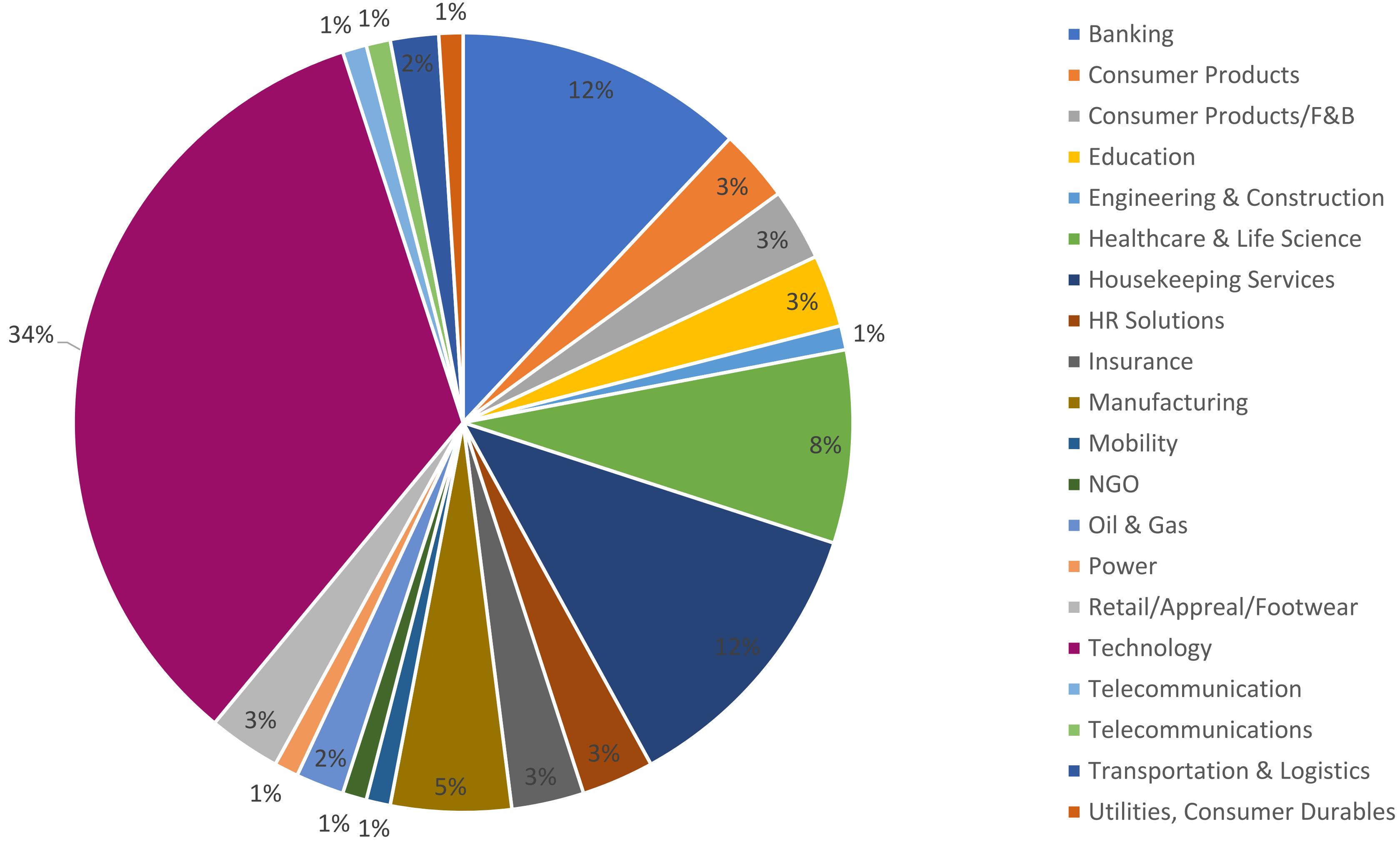
Client Mix
Diversified across technology, telecom and banking sectors who account for more than 50% of revenues

Strength
Strengthened our offering around an application availability of 99.9999% and maximum contracted response time of 3 seconds per transaction

Goal
Critical cloud infrastructure supporting distributed operations

Revenue Growth
Services revenues grew six-fold in 24 months

Diversified Client Portfolio



SMAC Focus Strategy

SOCIAL

- Digital Marketing
- Social Management

CLOUD

- Deployment & Migration
- Managed Services
- Embedded Enterprise Apps
- App services

MOBILITY

- Healthcare
- Enterprise Mobility
- Games
- CRM

PACKAGE PRODUCT SERVICES

- SAP/ SAP HANA
- Oracle
- App Development

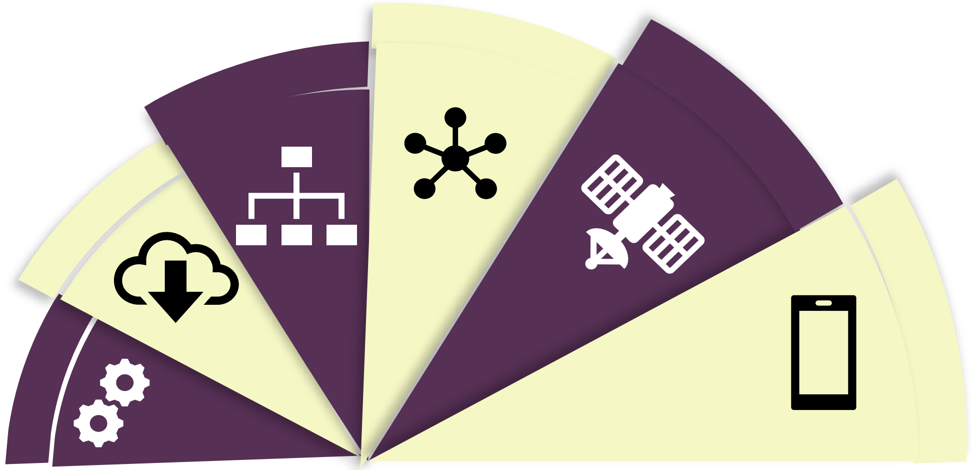
ANALYTICS

- Life Sciences
- Financial Services
- Business Intelligence
- Predictive Tool

APPLICATION SERVICES

- Enterprise Integration
- Maintenance & Support
- Code/ Quality Services
- Testing

Our Approach to IT Business



Focus on Products & Services

De-risking the business from a complete dependence on either; the company possesses the flexibility of extending Product sales & strengthening annuity revenues to enduring service engagement

Maintained Realisation

Unique technology driven service offerings & global reach through volumes, client mix & geographies have enabled to sustain our realisations

Offshore-driven approach

Our competence is built around quality onshore and offshore personnel

Domain Expertise

Investing in the cutting edge spaces of ChatBots, Machine Learning, Big Data Analytics, Cohort Analysis and Enterprise Mobility

Unique Market Positioning

Presence in complex technology spaces insulated from commoditised competition

Healthcare Delivery

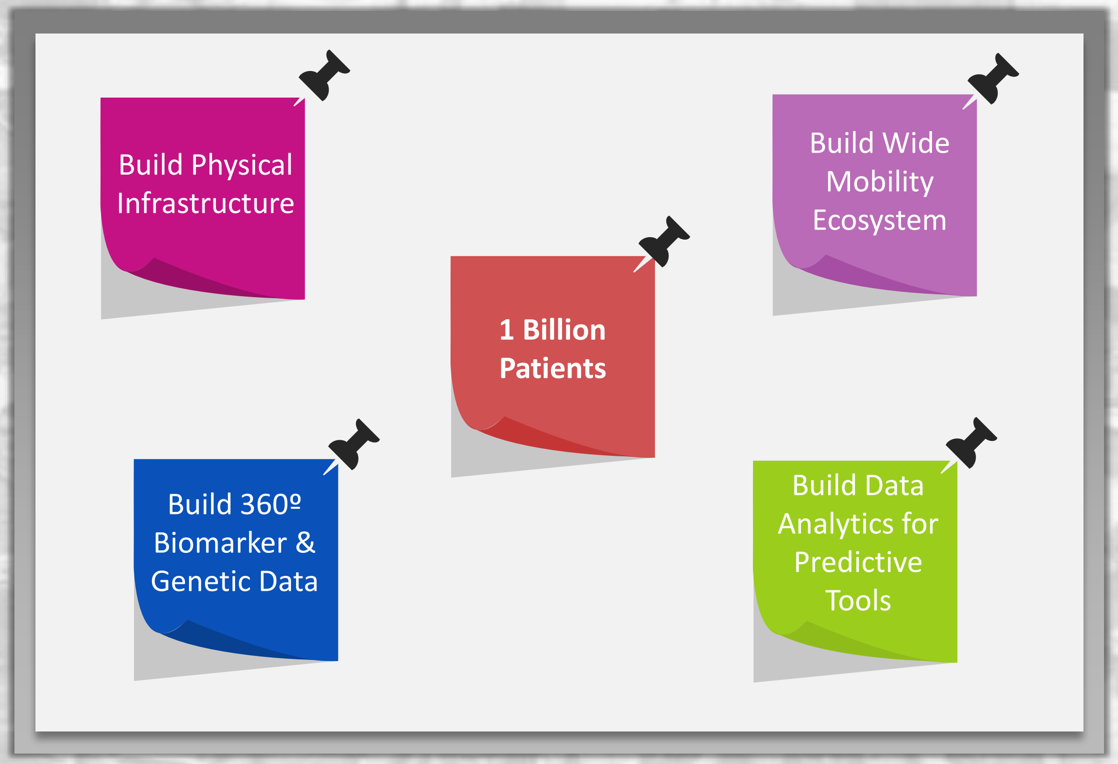
Strategy to serve a Billion patients

Asset Light Physical Hospital Infrastructure to scale from existing 800 beds

Strong mobility backed business processes for replicable and scalable patient experience

Build 'the widest healthcare mobility ecosystem'. Open API for new developer partnerships

Provide free cloud based Clinic Management, Lab Management, Hospital Information System



Provide trained workforce to healthcare providers for managing healthcare delivery

Create quality transaction data and electronic medical records through ecosystem

Develop machine learning predictive tools to build data backed healthcare analytics vertical

Work with Government Departments to offer free Mobility Network Services & achieve volume

Differentiation through deployment of cutting edge Medical Technology & Big Data in Healthcare delivery

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We provide Right to Science in Therapy + Personalized Medicine + Diagnosis Based on Big Data

To advance diagnosis and therapy as part of Right to Science; we offer stem cell-based therapies, organ regeneration, adoptive immune therapies, reconstruction surgeries, gene editing, fully guided surgeries, implants & transplants, 3D printed skeleton scaffolds, nanotechnology for disease detection, drug delivery and cell/tissue corrections among others

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

Choice is to study few parameters and treat based on population statistics or study all parameters to give a personalized treatment

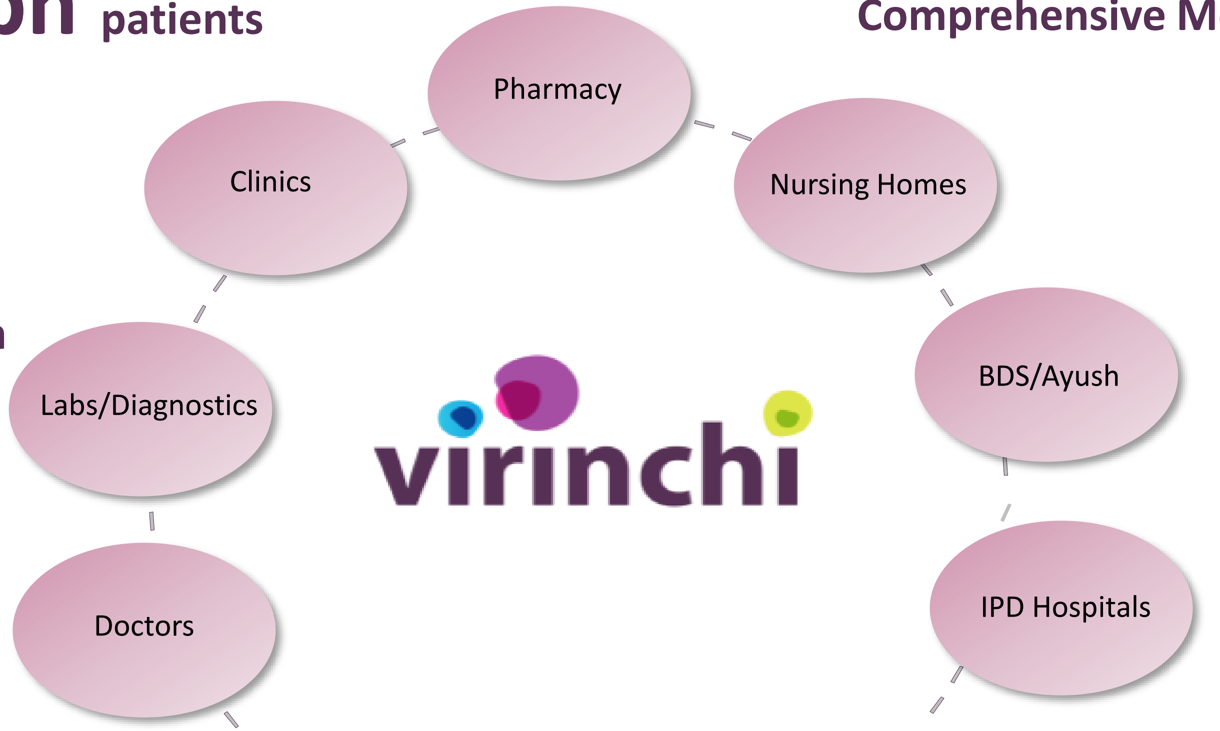
Engaging 'Technology and Big Data' to offer life saving therapies and diagnosis

Integrating IT with Healthcare Delivery…

…to connect all Stakeholders

Focused on reaching 1 bn patients

Comprehensive Mobility Portfolio



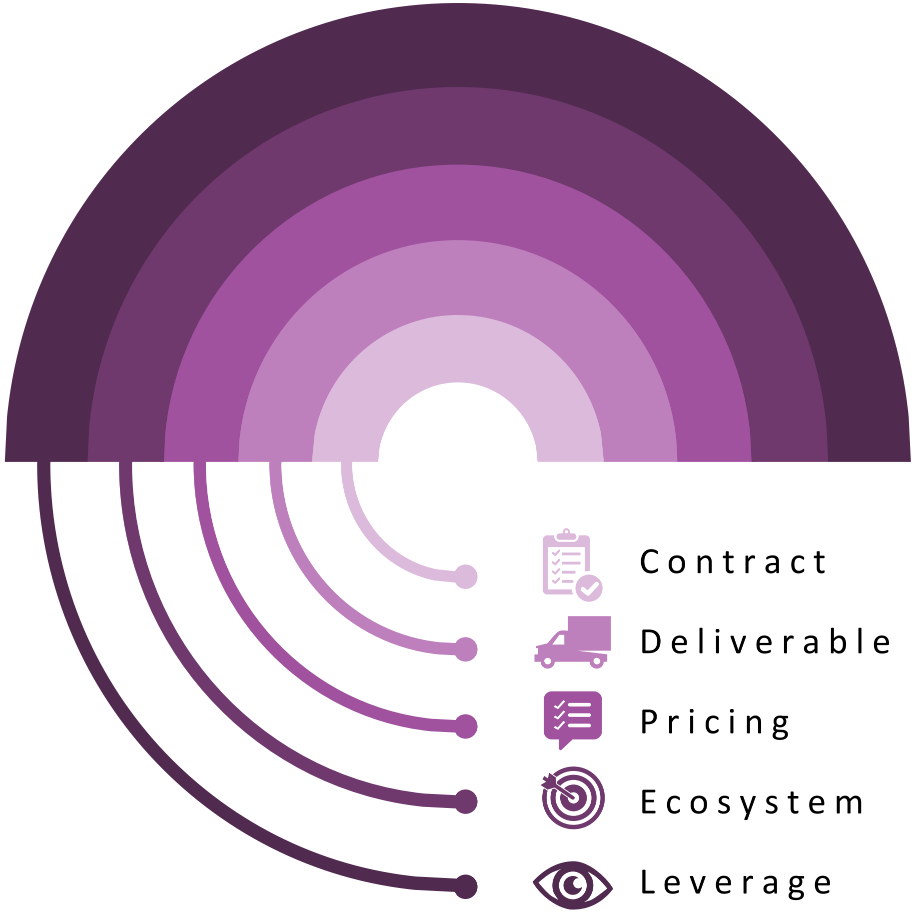
Building a cohesive ecosystem for Healthcare

Engaged in cutting edge experiential service today

In-house Mobility Expertise leveraged to Provide unmatched Patient Experience

Steps towards serving a billion patients…

Out Patient Eco System Project in Uttar Pradesh



- Won a Contract for Developing State Health Mobile App based on Android and iOS Platform for UPHSSP. UPHHSP is World Bank assisted project started to enhance Medical Heath care facilities in the state of Uttar Pradesh
- The App will be cobranded as 'v23 brand' and 'UHSSP brand' mobile App
- The Contract is for a period of 15 years at a Price of Rs. 1/- plus GST
- Opportunity to serve 3,800 hospitals which saw 120 million patients last year
- Facilitate additional ecosystem services to patients, subject to provider accreditation policy of state health department. The App will create healthcare records of 60-100mn patients and give them 24 x 7 uninterrupted access to data
- Virinchi will leverage the patient network to offer a plethora of Healthcare services

Creating an un-paralleled Healthcare Delivery system

Virinchi Hospitals

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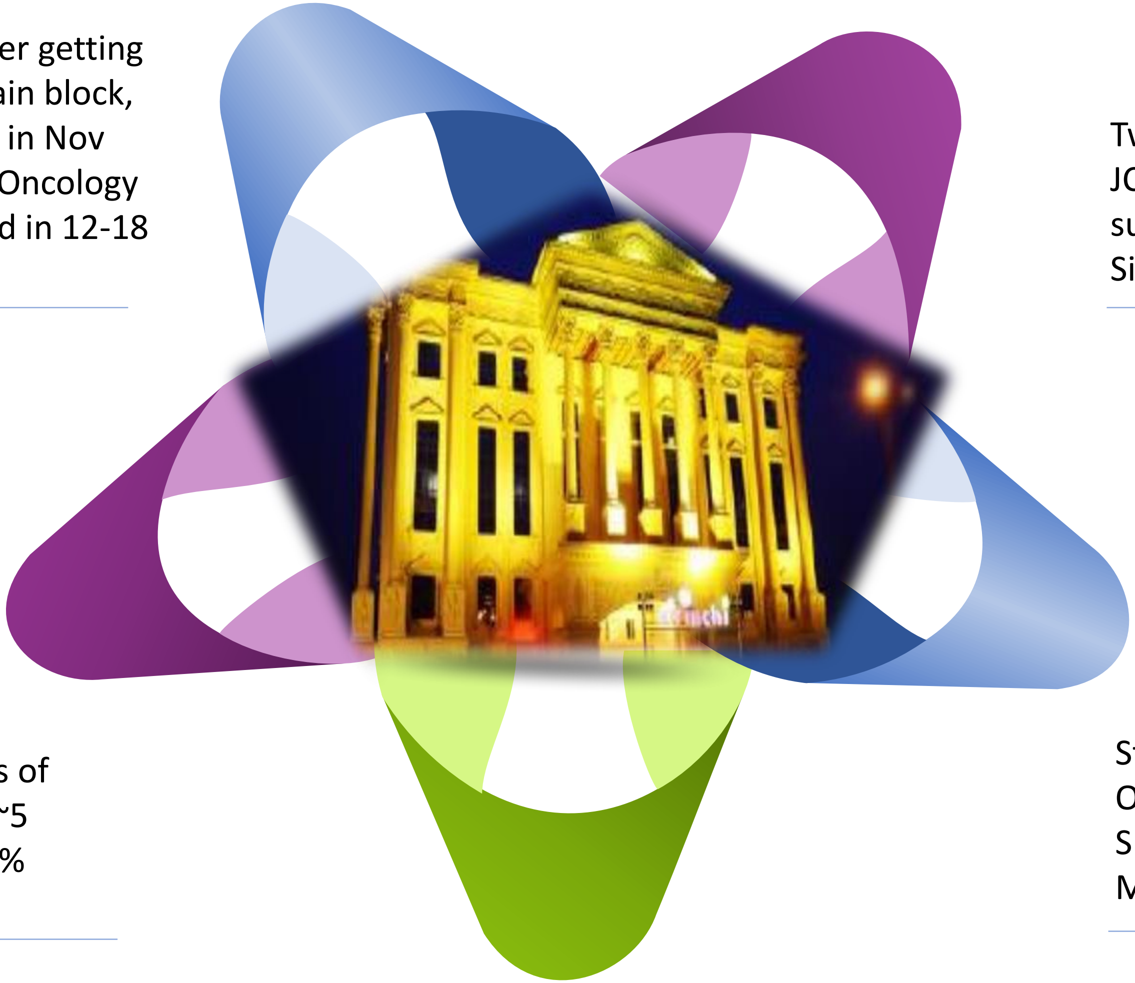
600 bed High End Facility in City Center getting commissioned in phases. Phase 1- main block, consisting of 350 beds commissioned in Nov 2016. Economy block - 150 beds and Oncology block - 100 beds will be commissioned in 12-18 months

Two NABH accredited Hospitals. JCI certification underway. 300 super-specialists on board. Single Integrated HIS/ EMR

30 year leased Brownfield project executed in 14 months at Rs. 40 lakhs per bed capex



Achieve EBITDA Breakeven in 2018

2 additional city hospitals of 140 bed & 60 beds with ~5 years of operations at 60% occupancy

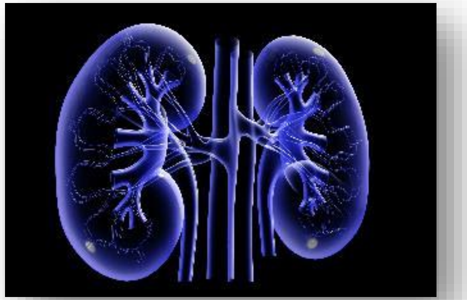
Strategic landmark location- 11 OTs, 140 ICU beds, 3T MRI, 128 Slice Spectral CT, Ceiling Mounted Cath Lab

Focus on C.O.N.N.E.C.T Specialties

Cardiology

Orthopaedics

Neurology



Nephrology

Emergency

Cancer Care

Transplant

Multi-Dimensional Patient Engagement…

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Business Model Innovation

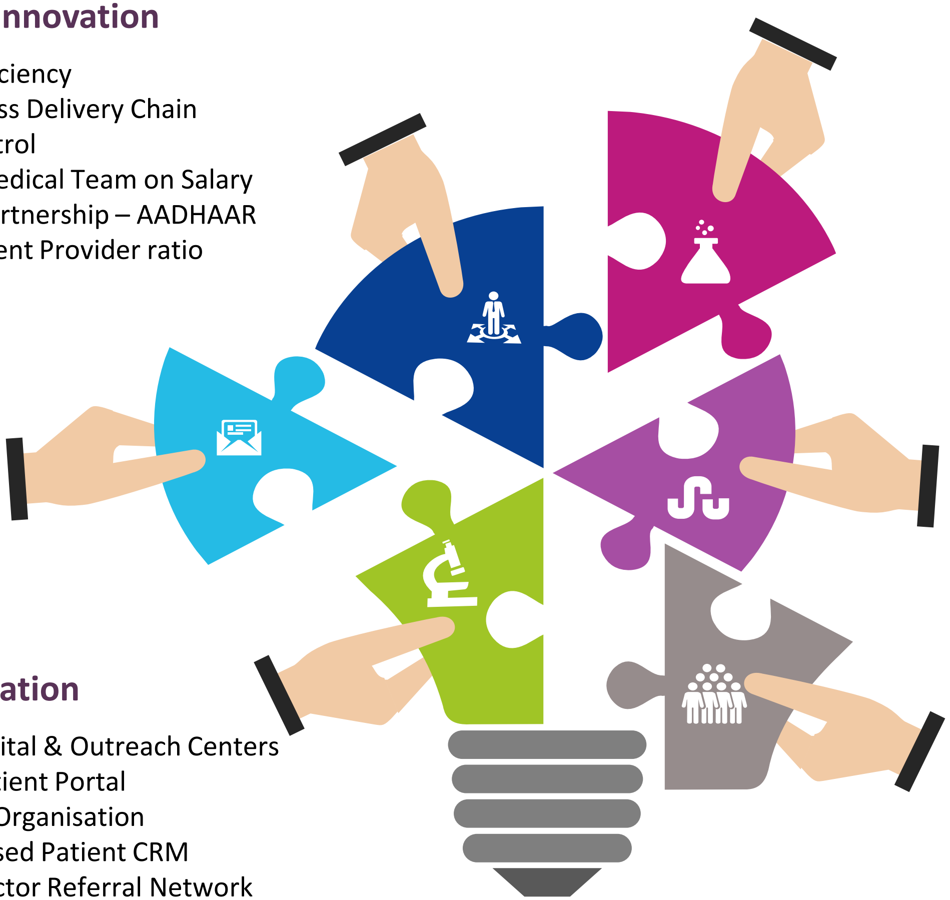
- Highest Capital Efficiency
- Scale Benefits across Delivery Chain
- IT-Driven Cost Control
- Full Time Senior Medical Team on Salary
- Population Data Partnership – AADHAAR
- NSDC for High Patient Provider ratio

Healthcare Delivery Innovation

- Mobility backed Medical Devices
- Color Changing Dressing
- Robotic Interventions
- Ingestible Sensors
- Image Guided Minimal Invasive Surgery
- Rapid Diagnostics Kits

Healthcare Tech Innovations

- Personalised Preventive Heathcare
- Public Health Evidence Based Treatment
- Clinical Collaboration Tools
- Targeted Therapy
- 'Functional' mobile-medicine virtual visits
- Inter-Disciplinary Therapies



Medical Science Innovations

- Gene Theraphy
- Clinical Trail Drug Availability
- Stem Cell Growrh
- Regenerative Medicine
- Xenograft/GEMM models for in-vivo study
- Genomics based Preventive Care

Marketing Innovation

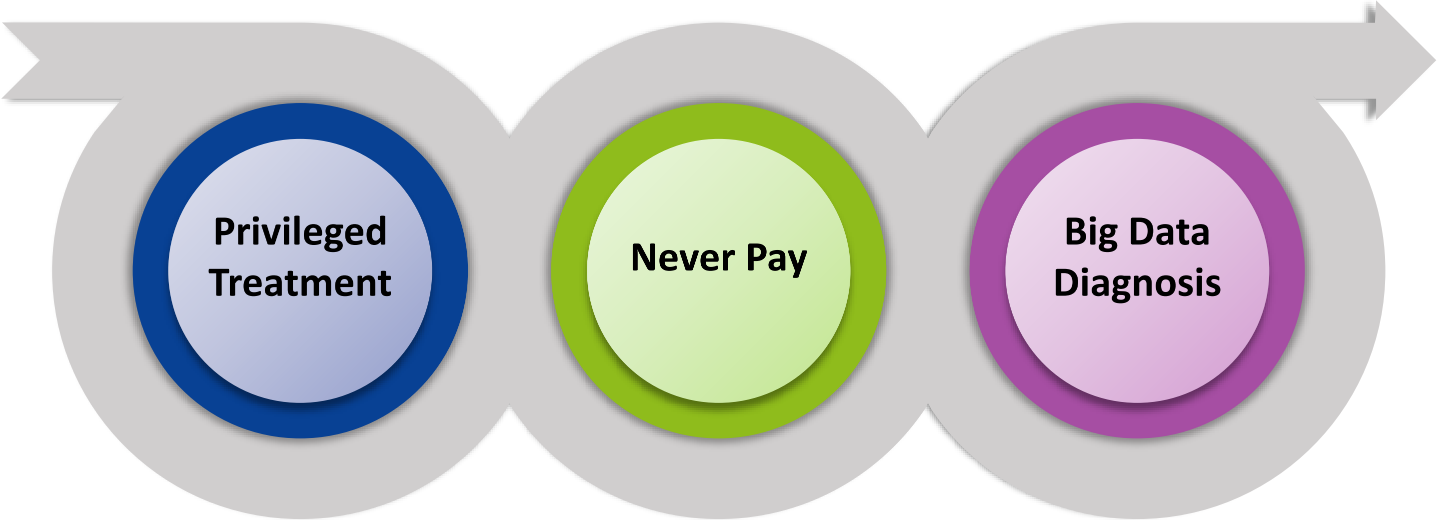
- Own/Partner Hospital & Outreach Centers
- Mobility App & Patient Portal
- Accountable Care Organisation
- Analytics and focused Patient CRM
- Mobility based Doctor Referral Network
- Leadership in Content Marketing

Process Innovation

- Technology Integrated Ecosystem
- IT enabled Checklist based Processes
- Digital Targeted Medical Literacy
- Patient Centric IT enabled Processes
- Cross Chain Patient Identity Integration
- Payment Integrations

….to focus on Patient Life Time Value

Right to Science Club – Subscription services



- Dedicated Relationship Manager
- Individual Attention
- No Queues
- Indepth Discussions with Doctors

- Video Consultation
- In-person Consultation
- Mobile App
- Lab Tests
- Radiology Tests

- Drug Exposure
- Symptoms
- Radiological Markers
- Biomarkers

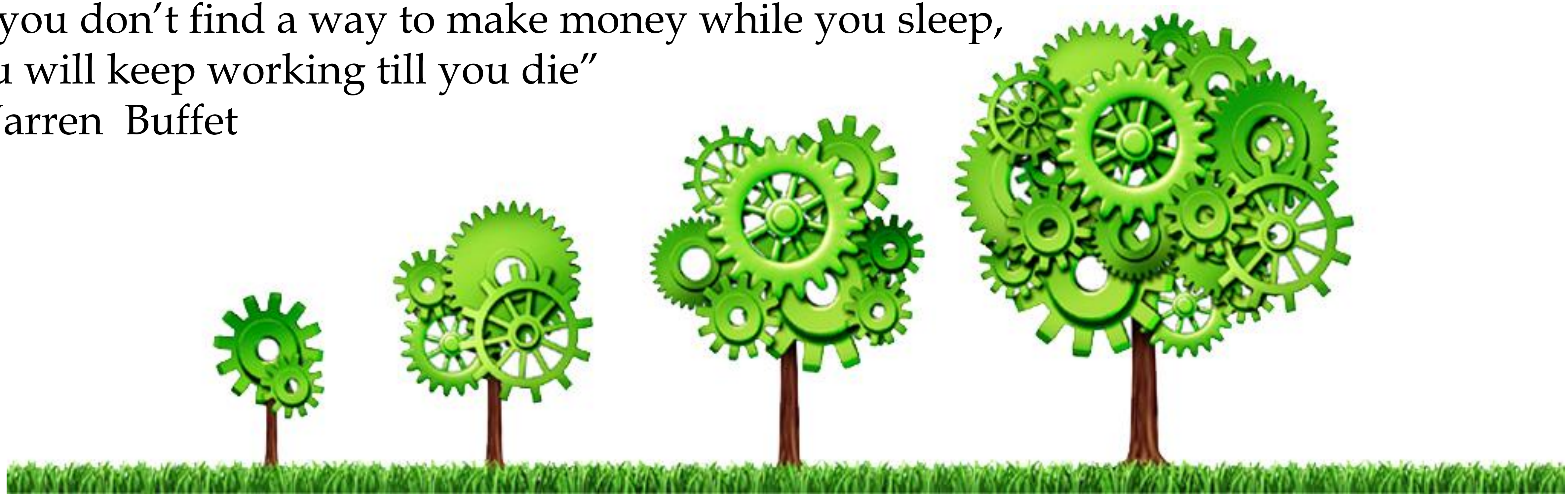
Personalized Medical Data on Mobile & all Medical Services Insured

Bristlecone Acquisition – Economy Brand

- 200 beds in two locations
- 50,000 satisfied patient base
- 400 trained employees
- Experience of well-oiled NABH processes

- State-of-the-art medical infrastructure
- Serviced by 100 doctor panel
- Strategic locations in old Hyderabad city and busy highway to Vijaywada & Chennai
- Benefit of Economies of Scale of existing Hospital Chain

“If you don’t find a way to make money while you sleep,
You will keep working till you die”
- Warren Buffet



Financials

Consolidated Income Statement

Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	CAGR
Total Income	**787**	**1,130**	**1,388**	**2,183**	**2,867**	**38.2%**
Employee Expenses	239	321	492	927	1,229	
Administration Expenses	340	565	562	722	655	
Other Expenses	68	95	113	223	344	
EBITDA	**140**	**149**	**221**	**311**	**639**	**46.0%**
EBITDA %	***17.9%***	***13.2%***	***16.0%***	***14.3%***	***22.3%***	
Other Income	17	15	24	21	19	
Depreciation/Amortization	74	86	114	121	248	
Finance Cost	27	19	21	30	115	
Profit before Tax & Minority Interest (MI)	**56**	**61**	**110**	**182**	**295**	**51.4%**
Tax	20	24	28	19	59	
Profit after Tax & before MI	**36**	**36**	**83**	**162**	**236**	**59.6%**
Minority Interest	0	2	0	0	0	
Profit after Tax & MI	**36**	**39**	**83**	**162**	**236**	**59.6%**
Cash Profit	**110**	**124**	**197**	**283**	**484**	**44.8%**
EPS	**2.0**	**2.2**	**4.6**	**9.0**	**8.8**	

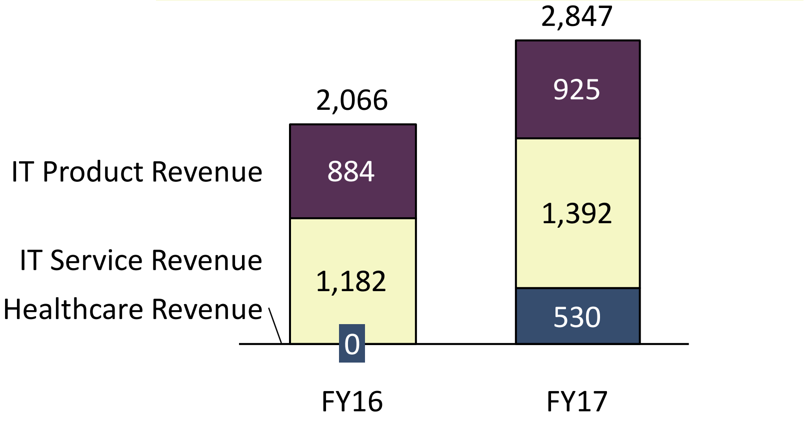
Consolidated Balance Sheet

Rs. Mn	Mar-17	Mar-16
Shareholder's Fund	***2,068***	***1,236***
Share Capital	267	180
Reserves & Surplus	1,801	1,057
Minority Interest	***0***	***0***
Non-current liabilities	***1,281***	***929***
Long term borrowings	1,182	884
Deferred Tax Liabilities (net)	88	39
Other non-current liabilities	0	0
Long-term provisions	11	6
Current liabilities	***829***	***480***
Short term borrowings	402	219
Trade Payables	272	124
Other current liabilties	0	0
Short-term provisions	154	136
Total Liabilities	**4,178**	**2,645**

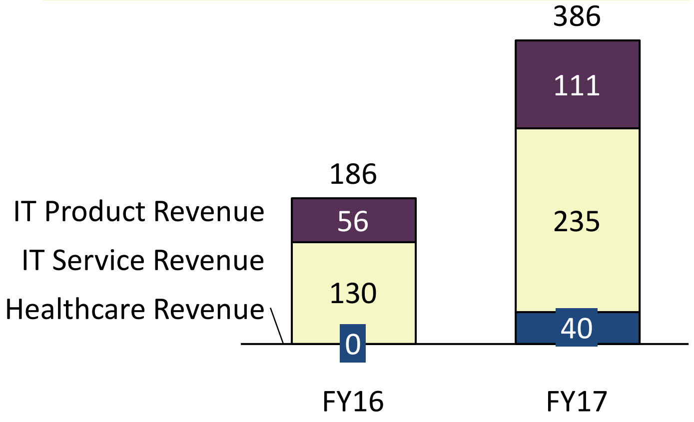
Rs. Mn	Mar-17	Mar-16
Non-current assets	***3,292***	***1,654***
Tangible Assets	2,447	1,187
Intangible Assets	716	241
Capital Work in Progress	33	175
Non Current Investments	7	6
Long-term loans & advances	83	46
Other Non Current Assets	7	0
Deferred Tax Assets (Net)	0	0
Current assets	***886***	***990***
Inventories	79	0
Trade receivables	419	541
Cash and bank balances	112	272
Short-term loans & advances	239	141
Other current assets	35	37
Total Assets	**4,178**	**2,645**

Key Consolidated Financials

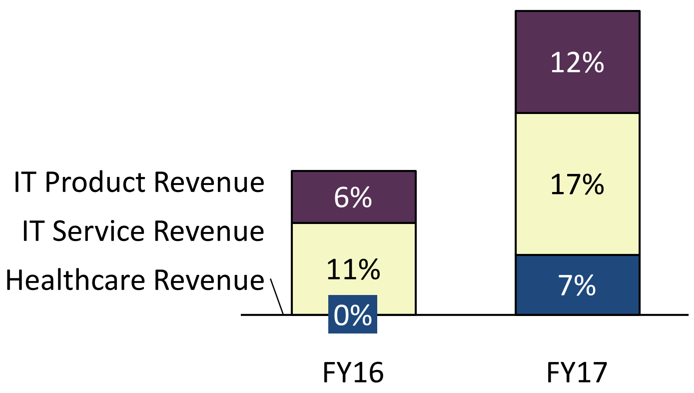
Segmental Revenue* (In Mn)



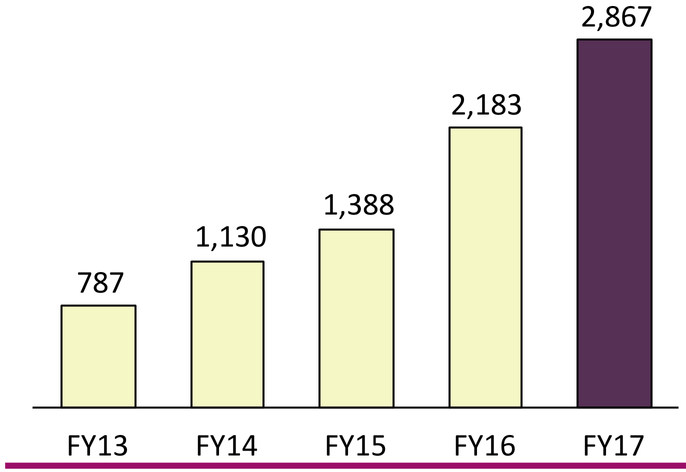
Segmental EBIT (In Mn)



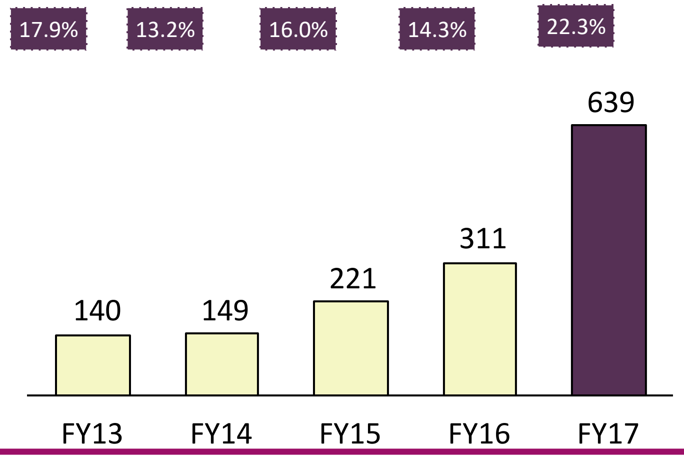
Segmental EBIT Margin



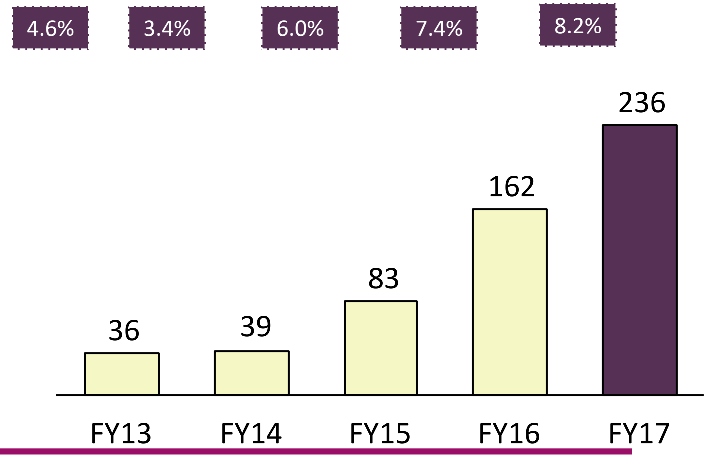
Total Operating Revenue (In Mn)



EBITDA from Operations (In Mn) & Margin (%)



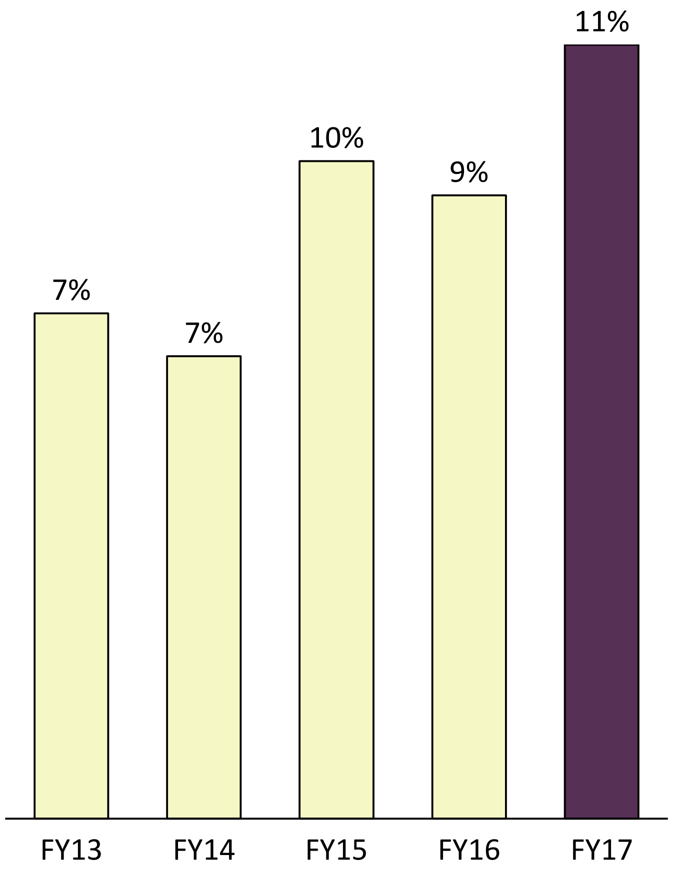
PAT (In Mn) & Margin (%)



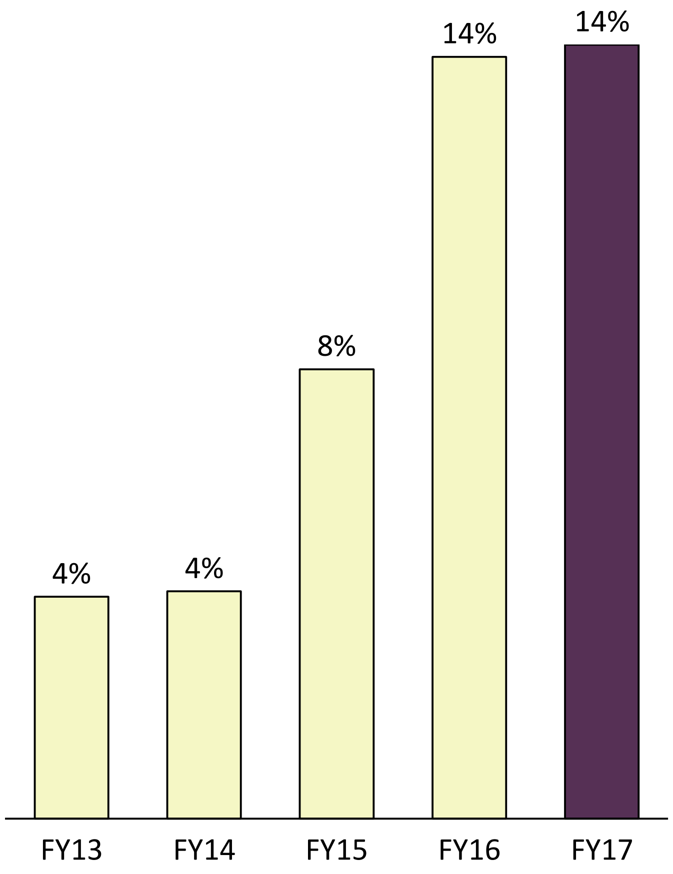
*The difference between total operating revenue and segmental revenue is due to Other Operating Income (ITES)

Performance Metrix

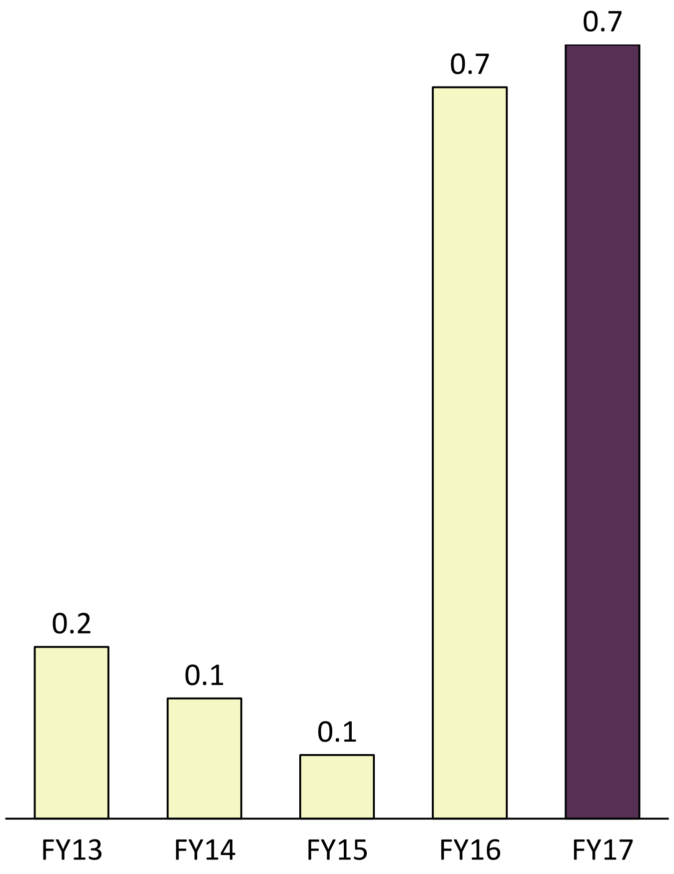
Average Return on Capital Employed



Average Return on Equity



Net Debt : Equity



Way Forward

“The world is changing very fast. Big will not beat small anymore. It will be the fast beating the slow” – Rupert Murdoch

Our Strategy for Value Creation…

Financial IT Products

Launching products and building scale through volumes, client mix and geographies to enhance user reach and experience

Healthcare Delivery

Make quality healthcare accessible through brick and click model. Brick model for the medically underserved markets in India and click model (mobile app based ecosystem) to provide quality out-patient care pan-India

IT Services

The bedrock of IT Business providing scale and creating opportunities for deployment of new technologies and facilitating deeper understanding of new business verticals. Strategic deployment of Bench strength for new product development

Healthcare & Data Sciences

Personalization of medicine through deployment of data sciences

…provides a solid foundation for sustainable growth

For further information, please contact

Company :	Investor Relations Advisors :
Virinchi Ltd. CIN - L72200TG1990PLC011104 Mr. Ravindranath Tagore tagore@virinchi.com www.virinchi.com	**Strategic Growth Advisors Pvt. Ltd.** CIN - U74140MH2010PTC204285 Mr. Shogun Jain/Ms. Sanghamitra Karak shogun.jain@sgapl.net / sanghamitra.karak@sgapl.net +91 77383 77756 / +91 9833692935 www.sgapl.net