



**VIJAYA
DIAGNOSTIC
CENTRE** ®

May 29, 2023

To,
Listing Department
National Stock Exchange Of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051
NSE Symbol. VIJAYA

To,
The Corporate Relations Department
BSE Limited,
Phiroz Jeejeebhoy Towers,
25th floor, Dalal Street,
Mumbai - 400 001
BSE Scrip Code. 543350

Dear Sir/Madam

Subject: Press Release on Q4 & FY 2023 Results

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the “Press Release on Q4 & FY 2023 Results” being issued by the Company.

Please take the information on record.

Thanking You.

Yours Faithfully
For **Vijaya Diagnostic Centre Limited**

Hansraj Singh
Company Secretary & Compliance Officer
M. No. F11438

Encl.: As above



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CENTRE**

Regd. Office - 6-3-883/F, FPA Building, Near Topaz Building, Punjagutta, Hyderabad-500082, Telangana, India

Vijaya Diagnostic Centre Ltd. announces Q4 & FY23 Results Achieved highest ever quarterly Non-Covid Revenue Growth of 22.4% YoY

Hyderabad, May 29, 2023: Vijaya Diagnostic Centre Limited (NSE: VIJAYA, BSE: 543350), one of India's leading integrated diagnostic chain, has announced its financial results for the quarter and year ended 31st March 2023.

Consolidated Financial Performance:

Particulars (Rs. Mn)	Q4FY23	Q4FY22	YoY	FY23	FY22	YoY
Revenue from Operations	1,210	1,162	4.1%	4,592	4,624	-0.7%
- Non-COVID Revenue	1,203	983	22.4%	4,509	3,930	14.7%
EBITDA	491	479	2.6%	1,820	2,037	-10.6%
EBITDA Margin (%)	40.6%	41.2%	-60 bps	39.6%	44.1%	-450 bps
Profit after Tax (PAT) *	275	237	15.9%	846	1,097	-22.8%

*** Note1:** With effect from Jan 01, 2023 the Company has changed its method of depreciation on its property, plant and equipment from WDV (Written Down Value) method to SLM (Straight Line Method), due to which the depreciation expense has reduced by Rs 90.4 Mn and PAT has increased by Rs 67.7 Mn for the quarter ended and year ended March 31, 2023. There has been no change in the depreciation expense recognised up to the period ended December 31, 2022.

Performance Highlights Q4FY23 vs. Q4FY22:

- Revenue from Operations increased by 4.1% YoY to Rs. 1,210 Mn, Non-Covid Revenues grew by 22.4% YoY
 - The Non-COVID growth was driven by both radiology and pathology segments, highlighting the strength of our integrated model.
 - During Q4FY23, the Non-COVID business comprised 99% of total revenue share as against 85% revenue share in Q4FY22
 - Wellness share in Q4FY23 was up at 13.4% as against 8.4% in Q4FY22
 - Revenue composition from B2C segment stood at 94.8%
- EBITDA stood at Rs. 491 Mn. EBITDA margin for the quarter was 40.6% as against 41.2% in Q4FY22
 - Despite opening new facilities, the Company managed to successfully maintain its margin performance on a Y-o-Y basis
- PAT stood at Rs. 275 Mn. translating into a PAT margin of 22.7% (refer note1 above)

Performance Highlights FY23 vs. FY22:

- Revenue from Operations stood at Rs. 4,592 Mn as against Rs. 4,624 Mn in FY22, Non-Covid Revenues grew by 14.7% YoY
 - Wellness share in FY23 was up at 12.1% as against 6.8% in FY22
 - Revenue composition from B2C segment continued to stay strong at 95%
- EBITDA stood at Rs. 1,820 Mn. EBITDA margin for FY23 was 39.6%
- PAT stood at Rs. 846 Mn. translating into a PAT margin of 18.4% in FY23 (*refer note1 above*)

Key Developments:

Inaugurated a state-of-the-art hub in Tirupati, Andhra Pradesh

- Q4FY23 marked the successful inauguration of more than 10,000 Sq. ft advanced and fully equipped facility in Tirupati, Andhra Pradesh.
- Commencing full-fledged operations in May 2023, this state-of-the-art hub offers advanced radiology investigations and houses top-class equipment such as a 3T MRI, CT, Gamma Camera and an automated lab.

Achieved operational break-even in Rajahmundry and Panjagutta in record 6 - 9 months from commissioning

- Vijaya inaugurated its 10,000 Sq. ft. state-of-the-art facility in Rajahmundry in August 2022. This hub, equipped to offer a wide range of integrated diagnostic services in the Godavari region of Andhra Pradesh successfully achieved an operational break-even in a very short span of just three quarters from commencement of operations.
- Commencing operations in Nov-22, Vijaya's mammoth 16,000 Sq. Ft. facility in Panjagutta, Hyderabad achieved an operational break-even in a mere 6 months. This centre is one-of-a-kind in the whole of South India and has advanced technologies like 'Walk-in Walk-out Dual source CT' and 'BioMatrix 3T', besides other cutting-edge radiology equipment such as 'PET CT' and 'Gamma Camera'.

Stabilized the recently implemented LIMS software and successfully launched a robust mobile app and an E-commerce website

- The recently implemented comprehensive LIMS has comfortably blended into the system and is being used effortlessly across all centres.
- We have successfully built and launched a robust, easy-to-use mobile app that is available for all test types in radiology and pathology. A fully functional e-commerce website was also developed and rolled out.

Commenting on the performance Ms. Suprita Reddy, CEO said, "We are extremely delighted to announce that Q4 witnessed stellar performance, with achievement of the highest ever quarterly Non-COVID revenue growth of 22.4% year-on-year. This was characterised by strong performance in both radiology and pathology segments, reinforcing the strength of our integrated model.

We consistently maintained our expansion momentum this quarter, expanding by 2 new hubs, 1 spoke and 2 mini spokes, taking the total centre count to 121. A noteworthy achievement during the quarter was the successful inauguration of VDCL's state-of-the-art facility in Tirupati, Andhra Pradesh. Despite it being a relatively new location, we are glad to share that the customer response and the acceptance of our brand has been phenomenal.

It is a thing of great joy and pride that our Rajahmundry and Punjagutta hubs have demonstrated consistent performance amidst immense competition in the diagnostic space and achieved an operating break-even within an extremely short span of just two to three quarters from commencement of operations.

The recently implemented comprehensive LIMS has successfully stabilized and is being effortlessly used across all our centres. This marks the fulfilment of a crucial milestone, enabling us to streamline operations and enhance efficiency on a larger scale, across our vast network of centres.

Taking progressively steady strides towards patient convenience and a holistic patient experience, we have successfully built and launched a robust and easy-to-use mobile app that significantly enhances the overall patient experience. It is available for all test types, both in radiology and pathology alike, making it one-of-a-kind in the diagnostic space. This all-encompassing app is available for both iOS & Android. The company has also completed the successful roll-out of a fully functional e-commerce website.

Our informed strategy of digital transformation, market research backed approach for new market expansion and concentration on enhancement of our network of centres will ensure sustainable year-on-year growth. We aim to adopt the highest standards of quality and to deliver a holistic customer experience whilst employing the most advanced technology and we firmly believe that this will enable us make the most of the ever evolving opportunity for growth in the diagnostic space.

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About Us:

Vijaya Diagnostic Centre Limited (VDCL), is one of India's largest integrated diagnostic chain with a dominant presence in South India. Vijaya provides a one-stop solution for pathology and radiology investigations through an extensive operational network spanning 121 diagnostic centres and 17 reference laboratories in 20 cities spread across Telangana, Andhra Pradesh, NCR and Kolkata. The company offers comprehensive diagnostic services ranging from basic pathology to high end radiology.

Corporate Identification No: L85195TG2002PLC039075

Regd. Office: 6-3-883/F, FPA Building, Near Topaz Building, Punjagutta, Hyderabad-500082, Telangana, India.

For more information, please visit www.vijayadiagnostic.com OR contact:

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