



**VIJAYA
DIAGNOSTIC
CENTRE**

Vijaya Diagnostic Centre Limited

Q1 FY23 Earnings Presentation

August 09, 2022

The Pioneers in Diagnostic Medicare...

Safe Harbour



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Q1 FY23 Financial Performance



Q1 FY23 – Performance Snapshot

Operational & Financial Highlights – Q1 FY23



2.23 Mn

Tests

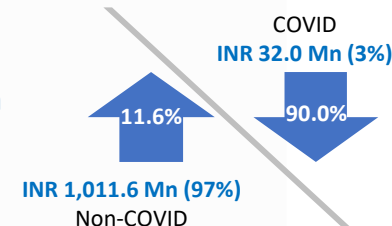
0.75 Mn

Footfalls



INR 1,043.6 Mn

Revenue



100

Centres
(opened 5)



INR 398.9 Mn

EBIDTA

38.2%

EBIDTA Margin



95%

B2C Revenue



INR 174.5 Mn

Profit After Tax

16.7%

PAT Margin

Management comment



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Commenting on the Q1FY23 results performance, Ms. Suprita Reddy, CEO at Vijaya Diagnostic Centre Ltd. said:

"I am pleased to share that we have commenced the fiscal on a positive note. During Q1FY23, Vijaya was able to capitalize on the healthy recovery in demand from its customers for non-covid, radiology and wellness businesses. A notable month-on-month improvement across our key business parameters was witnessed during this period and we expect this trend to continue in the upcoming quarters as well.

Vijaya has achieved an important milestone of successfully establishing its 100th centre by opening five new centres during Q1FY23. The Company remains excited for its upcoming 10,000 sq.ft facility at Rajahmundry which is expected to be inaugurated soon. Additionally, we made considerable progress on our upcoming 16,000 sq.ft. Punjagutta centre which is scheduled to be launched in the coming months. We remain excited about these state-of-the-art facilities that are well equipped with advanced radiology and will offer a wide range of integrated diagnostics services to our consumers. Overall, our expansion and other growth initiatives are progressing as per plan.

Our endeavor remains on strengthening our leadership position in key markets as we move into the pre-pandemic environment. Looking ahead, we believe that our integrated diagnostics offerings, B2C business model, robust financial position, and strong brand salience in our core markets, should assist us to withstand any near-term challenges. Additionally, we are confident that these inherent strengths would go a long way in creating sustainable value for all our stakeholders."

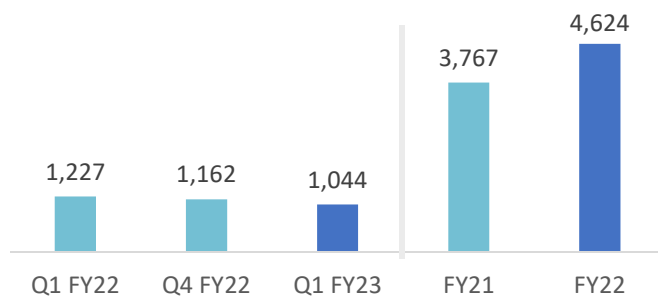
Key Financial Highlights – Q1 FY23



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(INR Mn)

Revenue from Operations

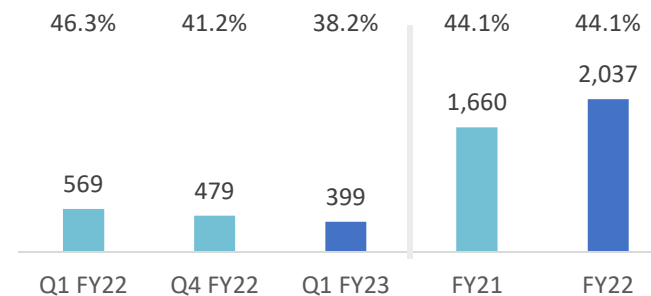


Shift YoY (%)

-14.9%

22.7%

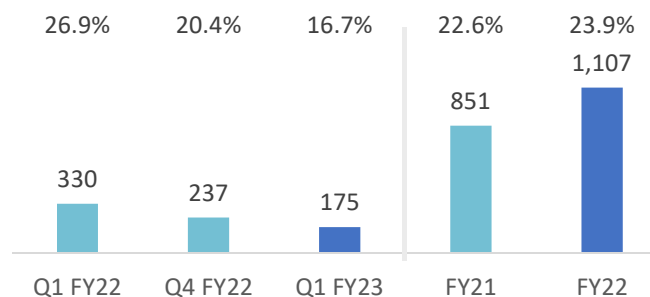
EBITDA & EBITDA Margin (%)



-29.8%

22.7%

PAT & PAT Margin (%)



Shift YoY (%)

-47.1%

30.0%

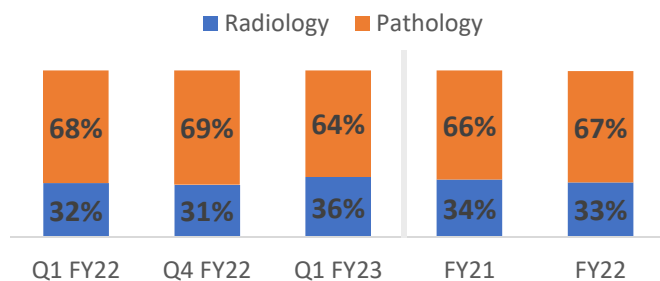
Revenue Mix – Q1 FY23



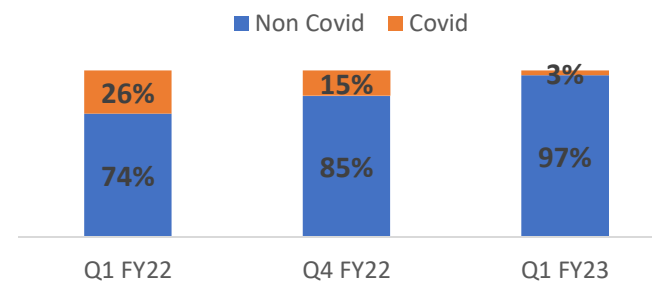
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(INR Mn)

Radiology vs. Pathology Breakdown

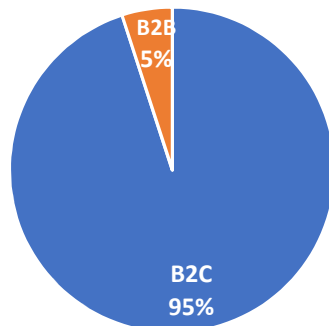


Non-COVID & COVID Allied Breakdown

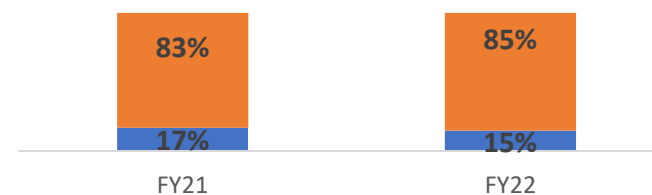


Non-COVID YoY (%)	11.6%
COVID YoY (%)	-90.0%

B2C Contribution - Q1 FY23



■ Non Covid ■ Covid



Non-COVID YoY (%)	7.9%
COVID YoY (%)	25.8%

Q1 FY23 - Financial and Operational Discussions (Y-o-Y)



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Financial Performance Q1 FY23

- Revenue from Operations decreased by 14.9% YoY to Rs. 1,043.6 Mn, Non-COVID Revenues grew by 11.6% YoY
 - Decline in revenue largely on account of decrease in COVID business. Q1FY23 witnessed a transition in the revenue mix profile from COVID to Non-COVID. This resulted in the Non-COVID business revenues registering a growth of 11.6% YoY and COVID revenues declining by 90.0% YoY
 - Radiology business stood higher at 35.7% as against 32.1% in Q1FY22 – positively contributing to the Company's non-covid business
 - Wellness share in Q1FY23 was up at 9.6% as against 4.0% in Q1FY22
 - Witnessed positive business momentum in Wellness segment – achieving Pre-COVID levels
- Revenue composition from B2C segment continued to stay strong at 95.0%
- EBITDA stood at Rs. 398.9 Mn. EBITDA margin for the quarter was 38.2%
 - Lower revenues and incremental expenses for upcoming facilities impacted margin performance
 - As new facilities start contributing to performance, the Company anticipates improvement in operating margins
- PAT stood at Rs. 174.5 Mn. translating into a PAT margin of 16.7%

Q1 FY23 – Key Developments

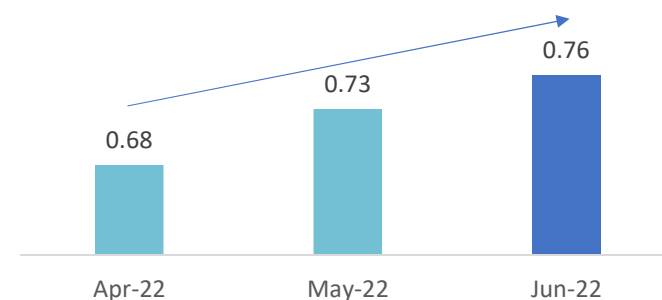


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Healthy month-on-month uptick in operational performance

- During Q1FY23, the Company registered growth on a month-on-month basis on the back of non-COVID, radiology and wellness businesses
- As the environment normalizes, the non-COVID offerings would continue to shift to pre-pandemic levels

Non-COVID Test Volumes (# in Million)



VDCL launches its 100th Centre

- The Company made encouraging progress on its network expansion plans by adding 5 new centres including 1 Hub
- The state-of-the-art 10,000 sq.ft. new facility at **Rajahmundry, Andhra Pradesh is expected to be inaugurated during August 2022** itself
- Considerable progress was made on the upcoming 16,000 sq.ft. Punjagutta, Hyderabad centre – scheduled to be launched in the coming months
 - The state-of-the-art Punjagutta facility would be the first diagnostic centre in South India to have advanced radiology modalities like MRI 3 Tesla and Dual Source CT Scan
 - Additionally, the centre will also be well equipped with other advanced radiology equipment's like PET CT and Gamma Camera
- Overall, VDCL remains on track to open over 15 new centers in FY23

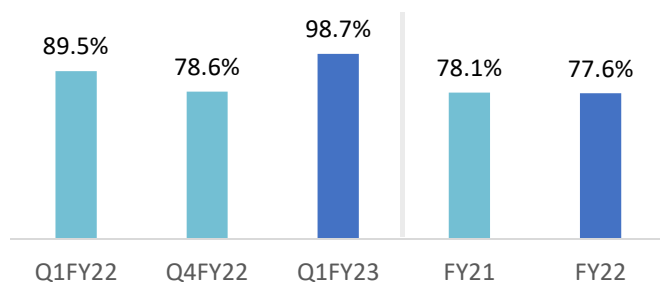


Key Financial Highlights

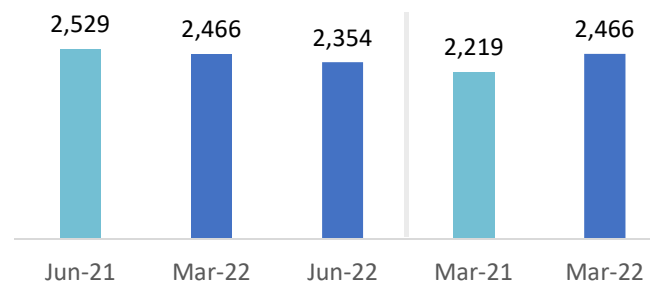


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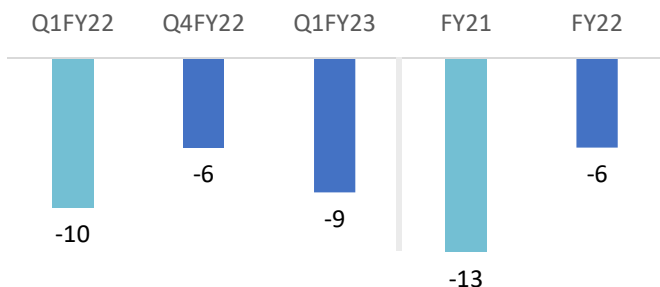
Cash flow from Operations / EBITDA (%)



Cash & Cash Equivalents (INR Mn)



Working Capital Days¹

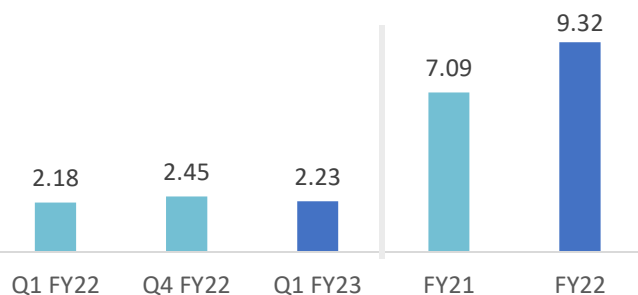


- Cash flow from Operations stood at Rs. 394 mn. as on June 30, 2022
- Cash and Cash Equivalents stood at Rs. 2,354 mn. as on June 30, 2022
- Working Capital Days continues to remain negative at -9 in Q1FY23

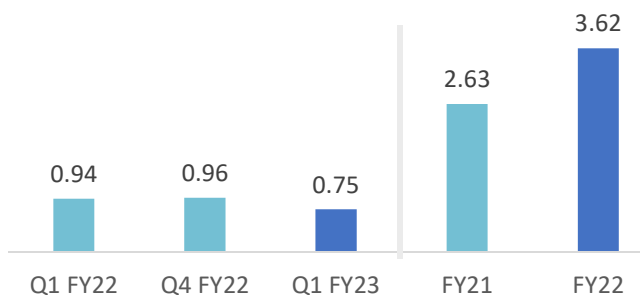
Note 1: Quarterly Revenue figures are annualized

Key Operational Highlights

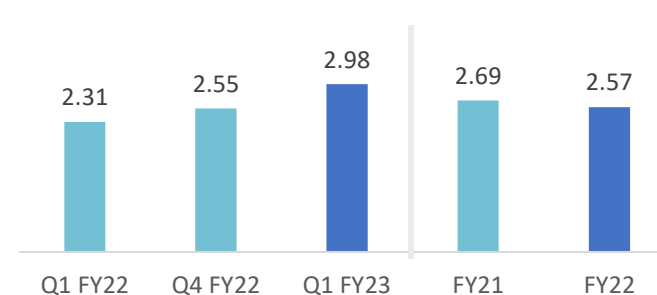
Tests Performed (# in Million)



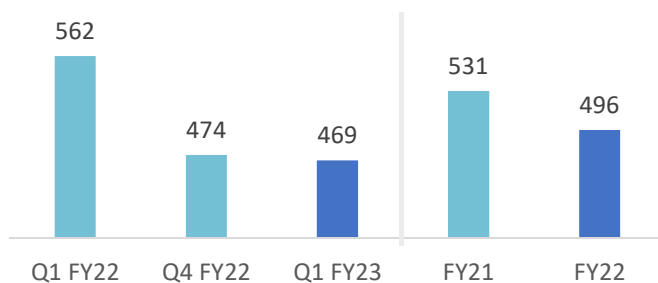
Footfalls (# in Million)



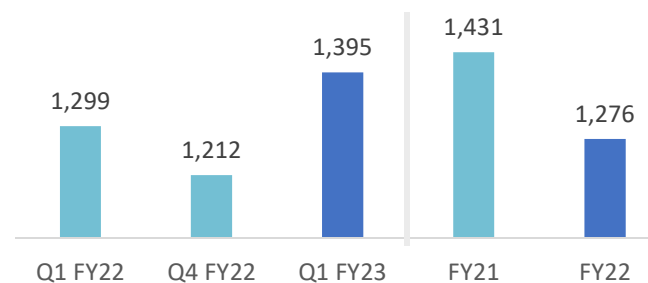
Tests / Footfalls (# in Million)



Revenue per Test (INR)



Revenue per Footfall (INR)



- Company recorded steady growth in No. of tests on YoY basis led by Non-COVID customers in Q1FY23

Consolidated Profit & Loss Account – Q1 FY23



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(INR Mn)

Particulars	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q
Revenue from operations	1,043.6	1,226.9	-14.9%	1,162.0	-10.2%
Cost of materials consumed	130.3	210.8	-38.2%	178.8	-27.1%
Employee benefits expense	194.8	161.5	20.6%	192.0	1.5%
Other expenses	319.6	286.0	11.7%	312.7	2.2%
EBITDA	398.9	568.6	-29.8%	478.6	-16.6%
EBITDA Margin (%)	38.2%	46.3%	-810 bps	41.2%	-300 bps
Other income	27.7	32.8	-15.7%	31.9	-13.2%
Depreciation and amortization expense	141.8	119.2	18.9%	152.8	-7.2%
EBIT	284.9	482.2	-40.9%	357.7	-20.4%
Finance costs	47.7	40.0	19.1%	43.4	9.9%
Profit before Tax	237.2	442.2	-46.4%	314.3	-24.5%
Tax expenses	61.6	108.9	-43.4%	75.5	-18.3%
Profit before Minority Interest	175.6	333.3	-47.3%	238.8	-26.5%
Minority Interest	1.1	3.6	-70.0%	1.7	-37.5%
Profit after Tax (PAT)	174.5	329.7	-47.1%	237.1	-26.4%
PAT Margin (%)	16.7%	26.9%	-1,020 bps	20.4%	-370 bps
EPS – Basic (INR)*	1.7	3.2	-47.0%	2.3	-26.4%

*Not annualized



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Company Overview

Vijaya at a Glance



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Vijaya Diagnostic Centre Limited is the largest integrated diagnostic chain in South India with 100 state-of-the-art centres spread across 17 cities



Mission

Our Mission is to make the patient's medical journey faster, more transparent and more accurate. We are committed to deliver exceptional diagnostic solutions to every patient and physician



Vision

Our Vision is to provide reliable and accurate diagnostic services to our customers, at affordable prices, in a customer-centric manner. We strive to provide the best service possible. We are continually raising our own bar through the latest technology, continuous improvement and recruitment of high calibre technicians and professional



40+

Years of Experience

Experience in delivering Quality Diagnostic Service at affordable prices



100

Centres

State-of-the-art Facilities with Best-in-class Technology



Quality



17

Cities across India

Largest integrated player in South India



200+

Doctors

Radiologists, Pathologists & Microbiologists



Reliable & Accurate Diagnostics



~3.6 Mn

Footfalls

Trusted by every Age group



~9.3 Mn

Tests

Most preferred Diagnostic Centre



at Affordable Prices

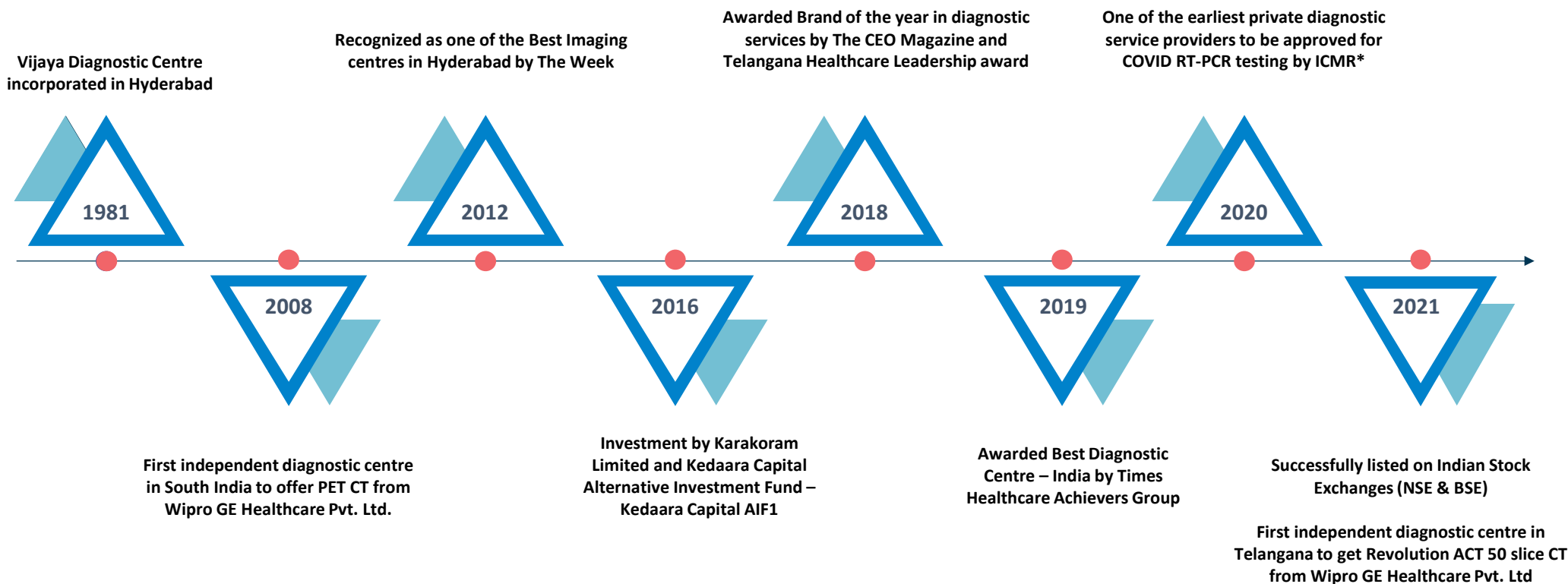
Footfalls & Tests for 12 months ending Mar 2022

The Pioneers in Diagnostic Medicare...

Our Journey



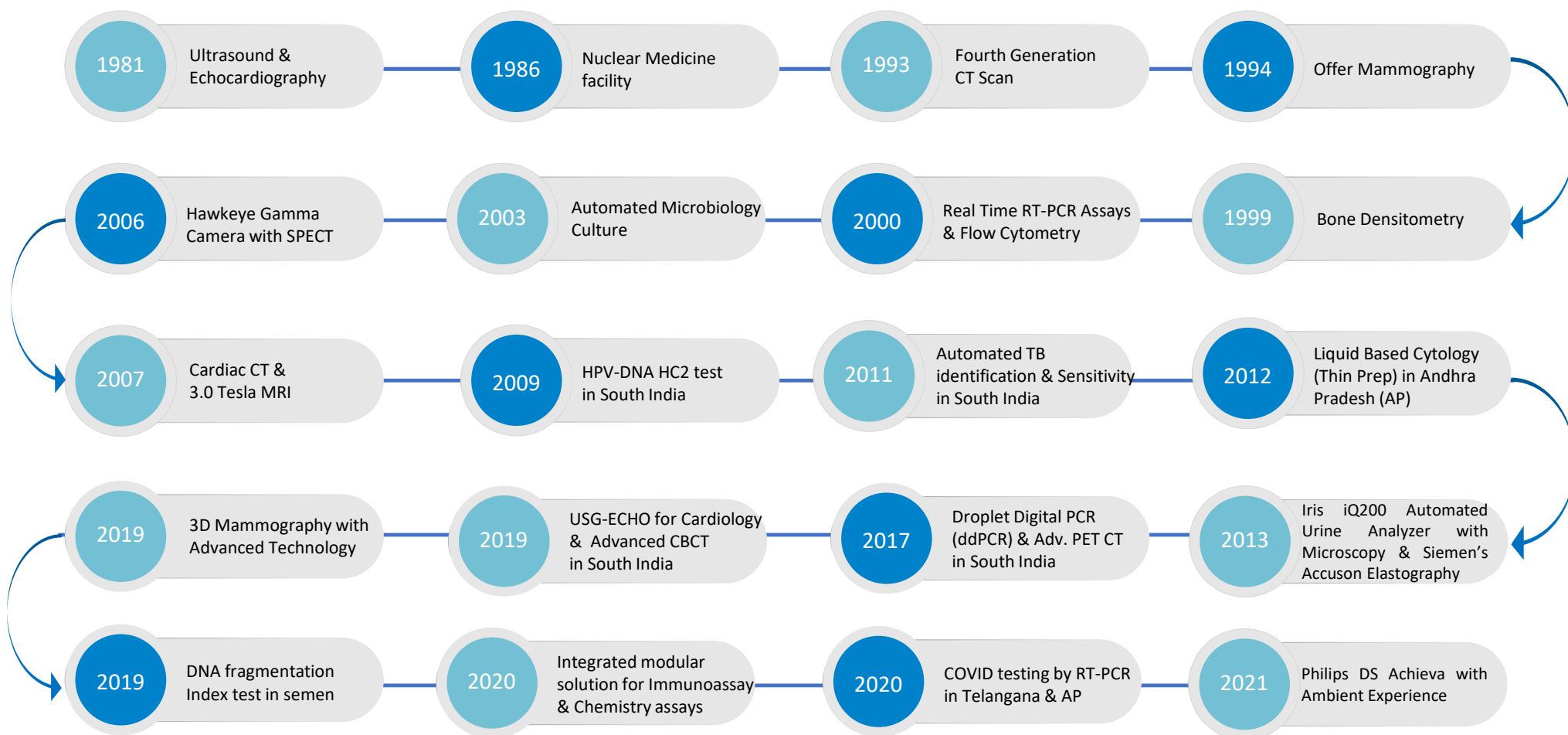
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At the Forefront of Introducing New Technologies



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Our Pillars of Strength



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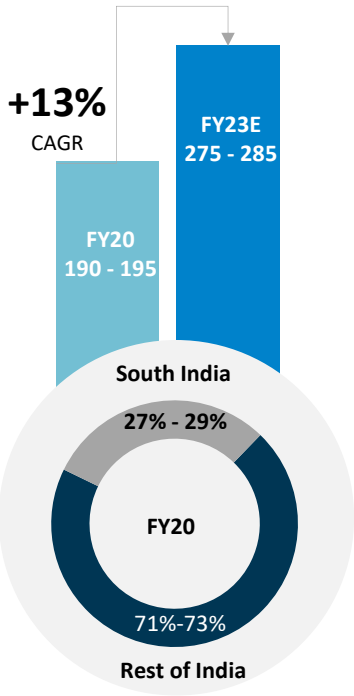
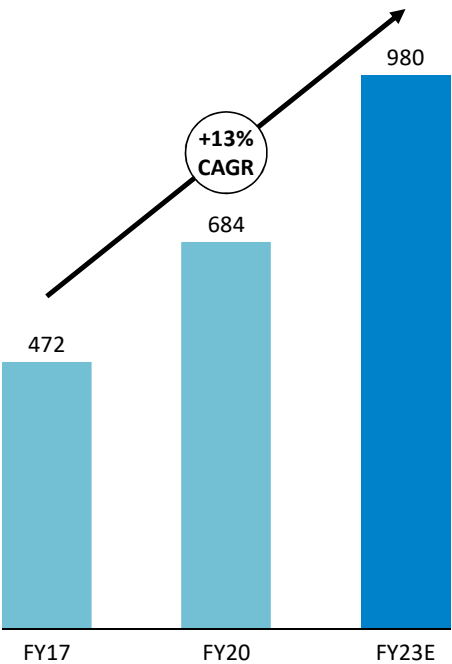


Indian Diagnostics Market expected to Grow at a Healthy Trajectory



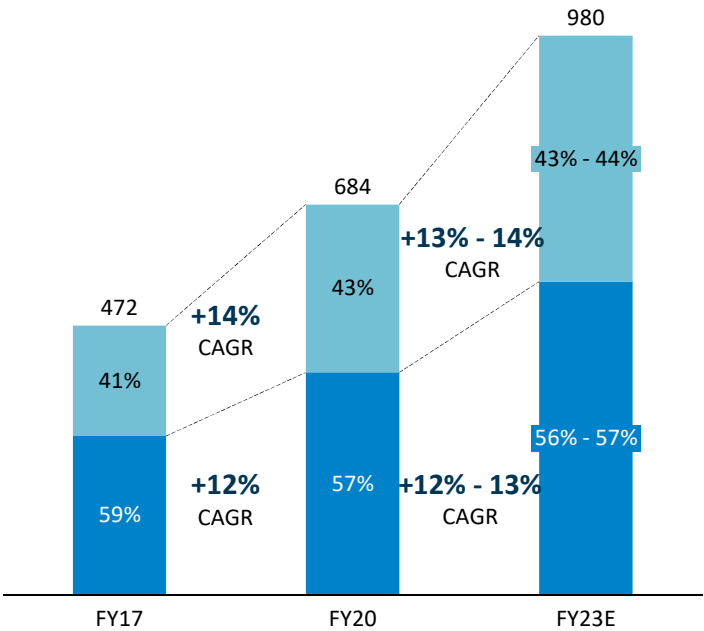
Indian Diagnostics Market

(INR Bn)



Segment-wise breakup of Indian Diagnostic Market

Radiology Pathology



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

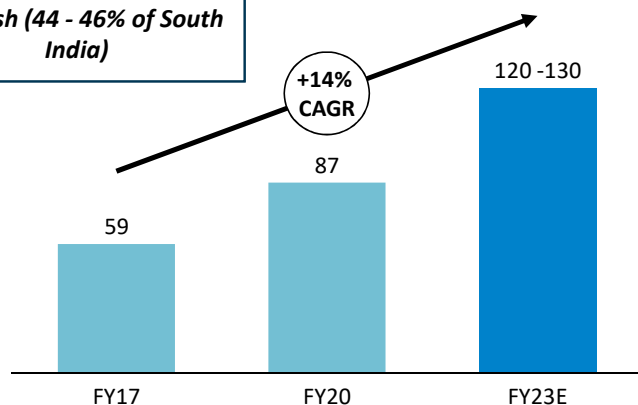


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Telangana and Andhra Pradesh Market Size

Telangana and Andhra Pradesh (44 - 46% of South India)

(INR Bn)

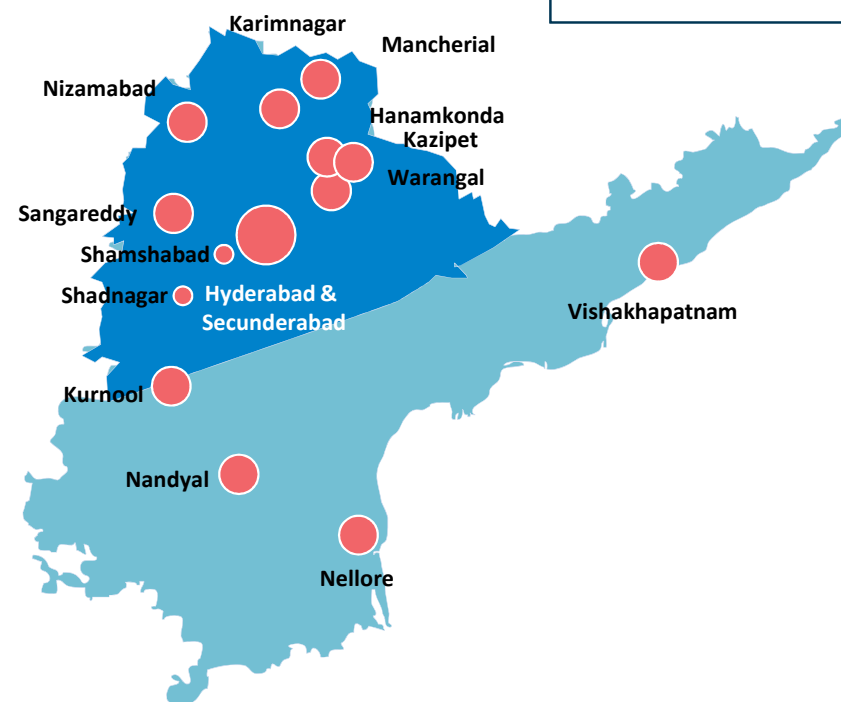


Growth Drivers:

- Rising NCDs in the states
- Increasing share of aged population
- Rising health awareness
- Increasing health insurance penetration
- Conducive government healthcare schemes

Vijaya's Core Geographies

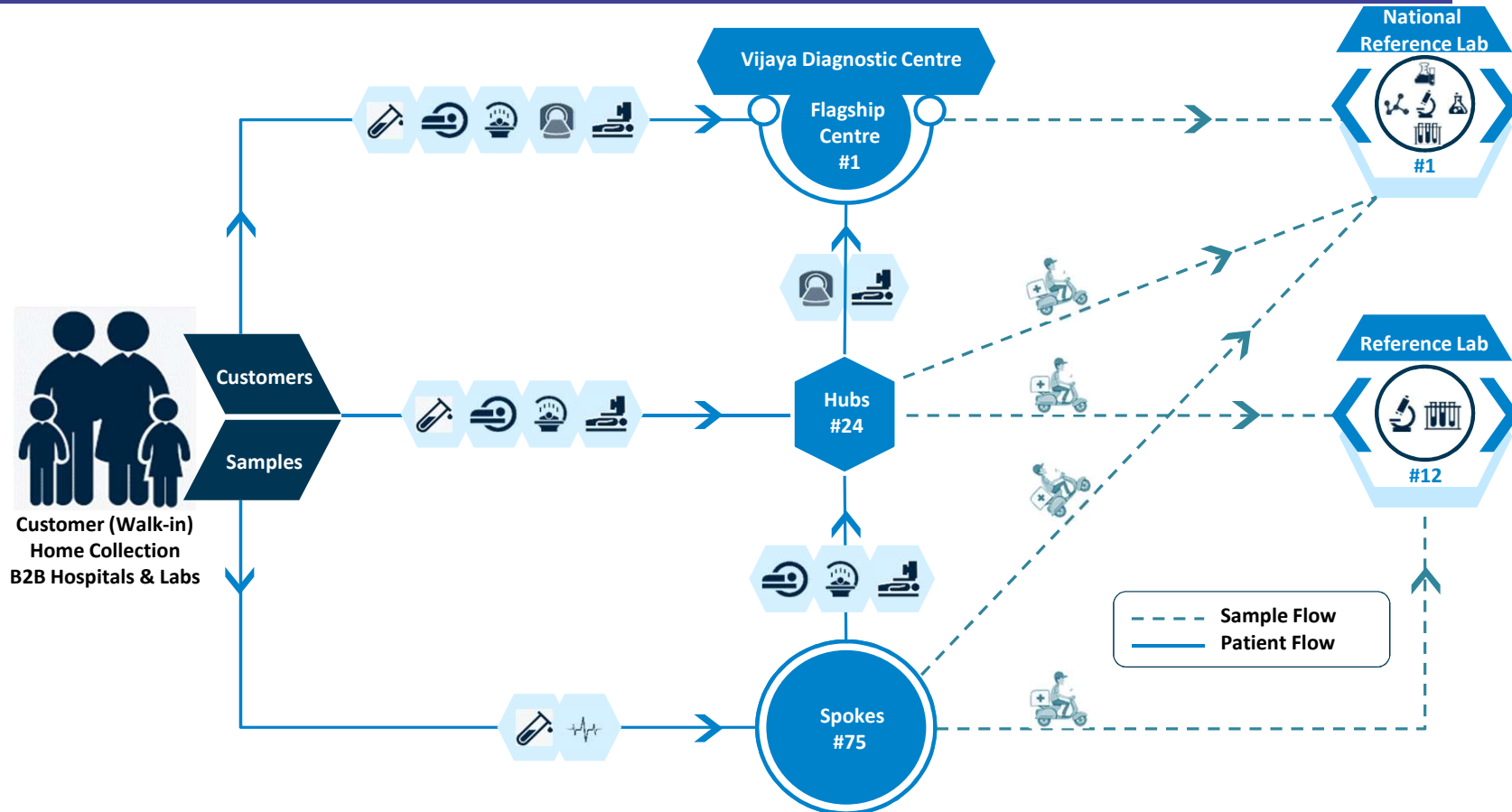
*Dominant Position in
Telangana &
Andhra Pradesh*



Integrated Diagnostic service provider with extensive network...



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Flagship Centre = Lab Sample Collection + Basic Radiology + Complete Advanced Radiology (MRI, CT Scan, SPECT & PET CT)

Hubs = Lab Samples Collection + Basic Radiology + Advanced Radiology (MRI / CT Scan / SPECT)

Spokes = Lab Samples Collection + Basic Radiology

Basic Radiology = ECG / X-ray / USG / Mammography / BMD / TMT / 2D Echo / EEG / ENMG / Endoscopy, etc.

...offering One-Stop Solutions for Pathology & Radiology



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Complete Range of Diagnostic Services under One Roof

Comprehensive and high quality integrated diagnostic services through our operational network



The Pioneers in Diagnostic Medicare...

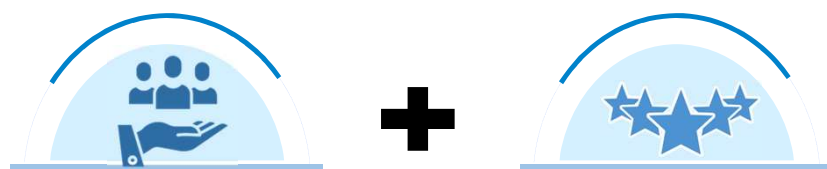
High brand recall driving customer stickiness



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Customer Centric Approach

Quality Diagnostic Services



Higher brand recall

High share of walk-in customers

Sticky individual customer

“One of the Best Healthcare Brands 2021”

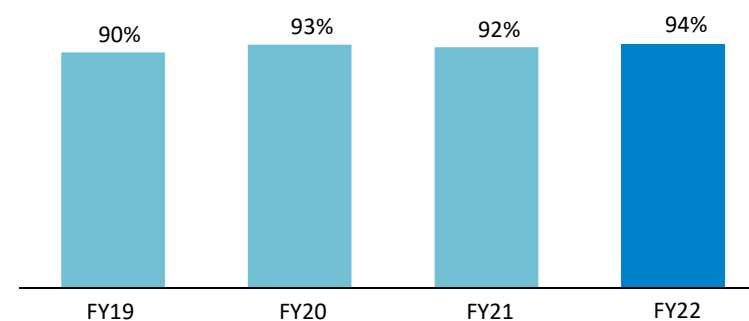
by The Economic Times in 2021

“For excellence in Quality and Accuracy”

under the category Leading Diagnostics company with Excellence in Quality and Safety at the Diagnostics Leadership Summit in 2021

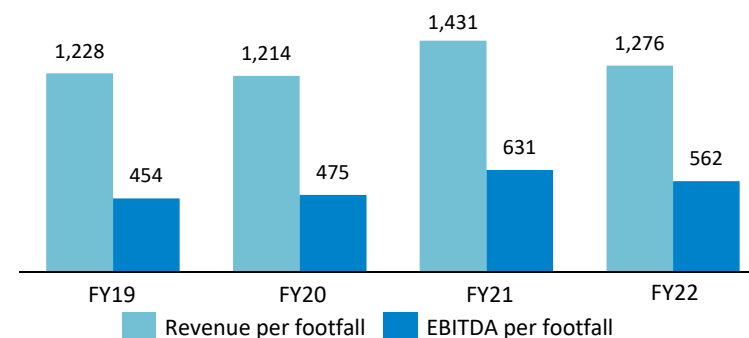
The Pioneers in Diagnostic Medicare...

B2C Revenue

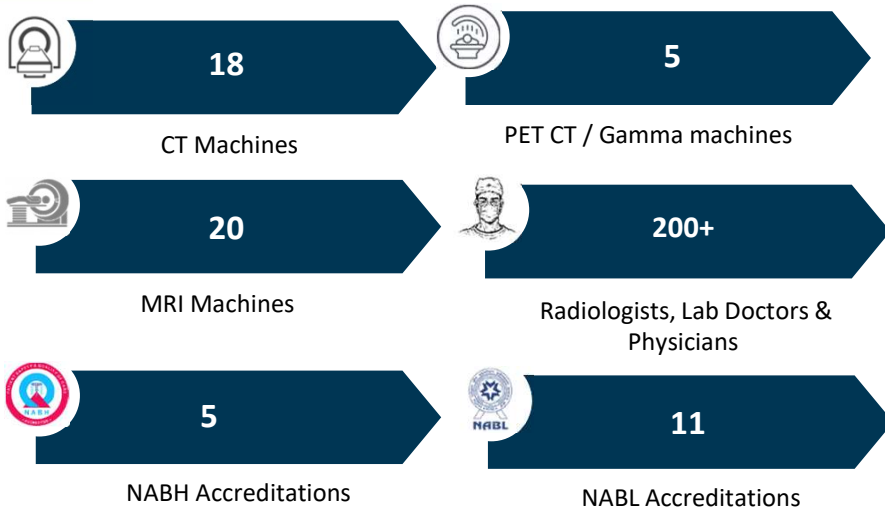


Operational Metrics

(INR)



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



Key Suppliers



- Long standing relationship with medical technology vendors
- At the forefront of introducing new tests by adopting the latest medical technologies
- Among the first diagnostic service provider in South India to offer PET-CT scan in 2008

The Pioneers in Diagnostic Medicare...

Advanced Software to Manage Clinical Data



Advance Laboratory Information Management System (LIMS)



Fully Integrated Radiology Information Systems (RIS) and Picture Archive and Communication Systems (PACS)

Front end IT infrastructure enabling...



Standardization across our operations



Closely track key performance metrics and maintain the **Turn-Around Time (TAT)**



Reduce incidence of errors due to **Low Human Intervention**



Monitor Technical Operations



Provide **Uniform Experience** to customers from booking appointments to accessing reports online

Experienced Board of Directors



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Dr. S Surendranath Reddy - Executive Chairman

- Founder of Vijaya with 40+ years of experience in building Vijaya as South India's largest integrated diagnostic chain
- Holds Bachelor's degree in Medicine and Provisional degree of Doctor of Medicine in Radiology



Dr. D Nageshwar Reddy - Non-executive, Independent Director

- Chairman of Asian Institute of Gastroenterology (AIG), Hyderabad
- Awarded Padma Shri and Padma Bhushan by Government of India
- D.M in Gastroenterology from PGIMER Chandigarh



S Geeta Reddy - Non-Executive Director

- Enrolled as advocate with Andhra Pradesh High Court in 1986
- Holds a Bachelor's degree in Law from Osmania University



Shekhar Prasad Singh - Non-executive, Independent Director

- Ex-Chief Secretary to Government of Telangana
- Retired IAS officer of 1983 batch



Satyanaryana Murthy Chavali - Non-executive, Independent Director

- Ex-CEO of Aurigene Discovery Technologies Ltd.
- Holds BTech from IIT, Madras and MBA from IIM, Bangalore



Sunil Chandra Kondapally - Executive Director

- Been with Vijaya since 2002 and 17+ years of experience in healthcare
- Holds Bachelor's degree in Electrical Engineering from Florida State University



Dr. Manjula Anagani - Non-executive, Independent Director

- Clinical Director and Head of Department of centre of women and childcare at Care hospitals
- Awarded Padma Shri by Government of India
- MD in Obstetrics and Gynecology from N.T.R. University of Health Sciences

Strong Management Team



Dr. S. Surendranath Reddy

Executive Chairman



Mr. Sunil Chandra Kondapally

Executive Director



Ms. Suprita Reddy

Chief Executive Officer



Mr. Narasimha Raju K.A

Chief Financial Officer



Ms. Anusha Kanumuru

Company Secretary &
Compliance Officer

- 40+ years of experience in building Vijaya as South India's largest integrated diagnostic chain
- Holds Bachelor's degree in Medicine and Provisional degree of Doctor of Medicine in Radiology
- He is a life member of the Indian Radiological and Imaging Association.

- With Vijaya since incorporation and experienced in operations, quality accreditation, finance, marketing and network expansion departments
- 17+ Years of experience in healthcare industry & founded Trikona Pharmaceuticals Pvt. Ltd. (2016) and QPS Bioserve India Pvt. Ltd. (2004)
- Holds bachelor's degree in electrical engineering from Florida State University

- With Vijaya since 2003 and heads overall strategy, clinical excellence, operations and expansion of the company
- Awarded Women Leadership Award in Healthcare by ABP in 2019
- Holds bachelors degree in commerce from Osmania University

- Associated with Vijaya from June 2017 to Nov 2020 and rejoined in March 2021
- 14+ years of experience in audit, financial reporting, regulatory compliance and accounting advisory
- Previously worked with SR Baltliboi & Co., NSL Renewable Power Pvt. Ltd. etc
- Holds bachelor's degree of commerce from Osmania University and member of the Institute of Chartered Accountants of India

- 12 + years of experience in handling works relating to public issue(s), private placement(s), merger(s), foreign investment, listing formalities with the Stock Exchanges, Company Law, FEMA and Stock Exchange Compliances including regulatory approvals
- Associate member of ICSI and holds Bachelor's degree in Commerce and Corporate Affairs
- Previously worked with Aurobindo Realty, IVRCL Ltd etc

Awards & Accolades



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One of the Best Healthcare Brands 2021



2021
Presented by
The Economic
Times

Indo Global Award for Healthcare Excellence



2021
Presented by
Indian Economic
Development &
Research Association

Company of the Year - Healthcare



2021
Presented by
TV9 Network and SAP

Leading Diagnostic Chain of the Year



2021
Presented by
Diagnostic Leadership
Summit

India's Greatest Leaders 2020-21 Ms. Suprita Reddy - CEO



2021
Presented by
United Research
Services

India's Greatest Brands 2020-21 Pride of Nation



2021
Presented by
United Research
Services

Leading Diagnostics with Excellence in Quality & Safety



2021
Presented by
Diagnostic
Leadership Summit

Most Trusted and Best Quality Diagnostic services in India



2020
Presented by
Times Healthcare
Achievers

Healthcare Entrepreneur of the Year – Dr. Surendra Reddy



2019
Presented by
Six Sigma
Healthcare

Fastest Growing Brands (Pride of the Nation)



2019
Presented by
United Research
Services

Best Diagnostic Centre of the Year



2019
Presented by
Times Healthcare
Achievers

Leading Chain of Diagnostics & Imaging



2019
Presented by
Indian Medical
Association,
Telangana state and
Messe India

Best Diagnostic Service Provider of the Year



2019
Presented by
Six Sigma
Healthcare

Most Trusted Diagnostic Centre of the Year



2019
Presented by
Indo-Arab
Leaders
Summit &
Awards

Telangana Healthcare Leadership Awards

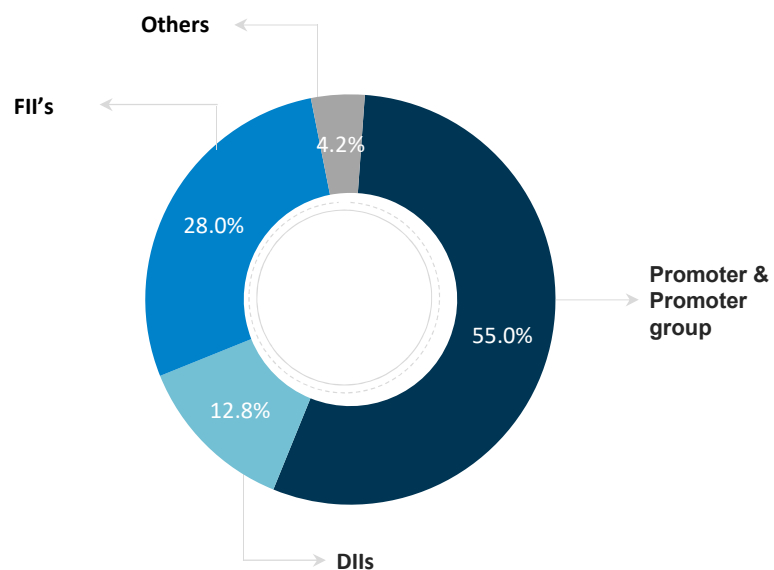


2018
Presented by
Telangana
Government

Shareholding Pattern as of 30th June 2022



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Marquee Institutional Investors

Fidelity Group
Wasatch Advisors
Axis Mutual Fund
Aberdeen Standard Investments
Nippon Life India Asset Management
Aditya Birla Sun Life Asset Management
Abu Dhabi Investment Authority
DSP Mutual Fund

As on 30th June 2022

DII's: Mutual Funds, AIF's and QIB's

Others: Retail, Bodies Corporate and others



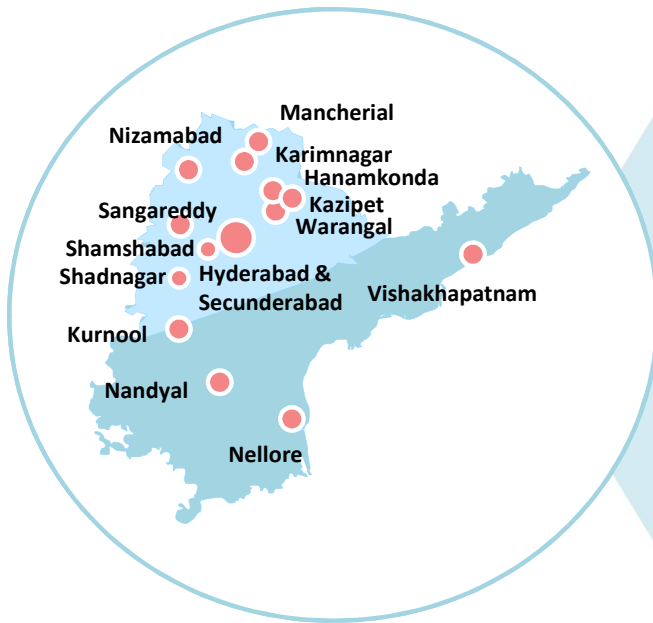
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Strategy Going Forward

Deepen Footprint in our Core Markets - Telangana & Andhra Pradesh



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Leveraging Existing Presence

Given under-penetration of diagnostic market, we will continue to focus on



Opening additional diagnostic centres through owned & franchisee model



Expanding network through setting up spokes and hubs in existing catchment areas



Adding reference laboratories in our existing core geographies



Consolidate Leading Position

Given our significant presence and operational experience in Telangana and Andhra Pradesh, we intend to deepen our penetration and increase customer base by



Enhancing laboratory capacity and test menu by adding latest technologies

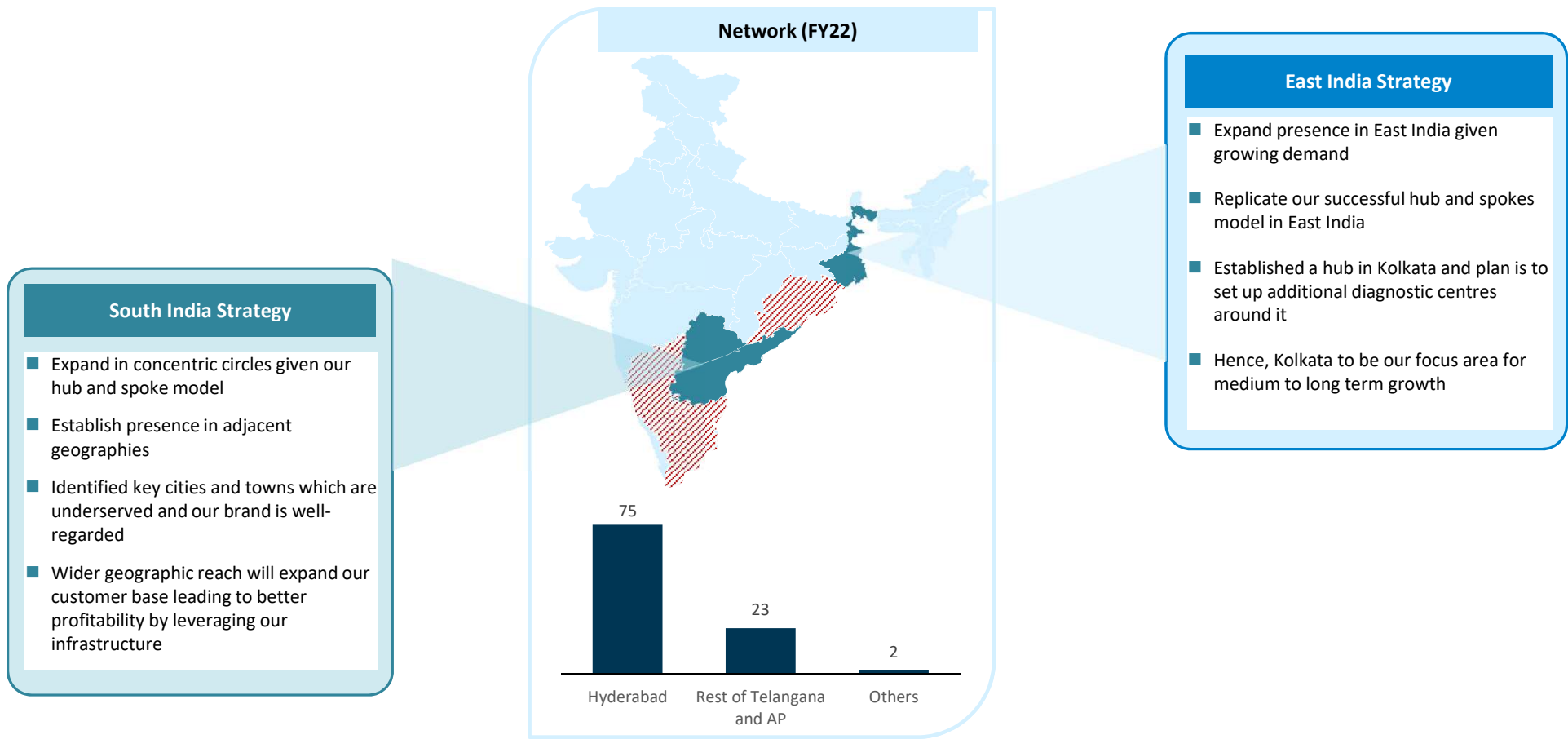


Offering value added services



Physician engagements (by conducting continuous medical education programs)

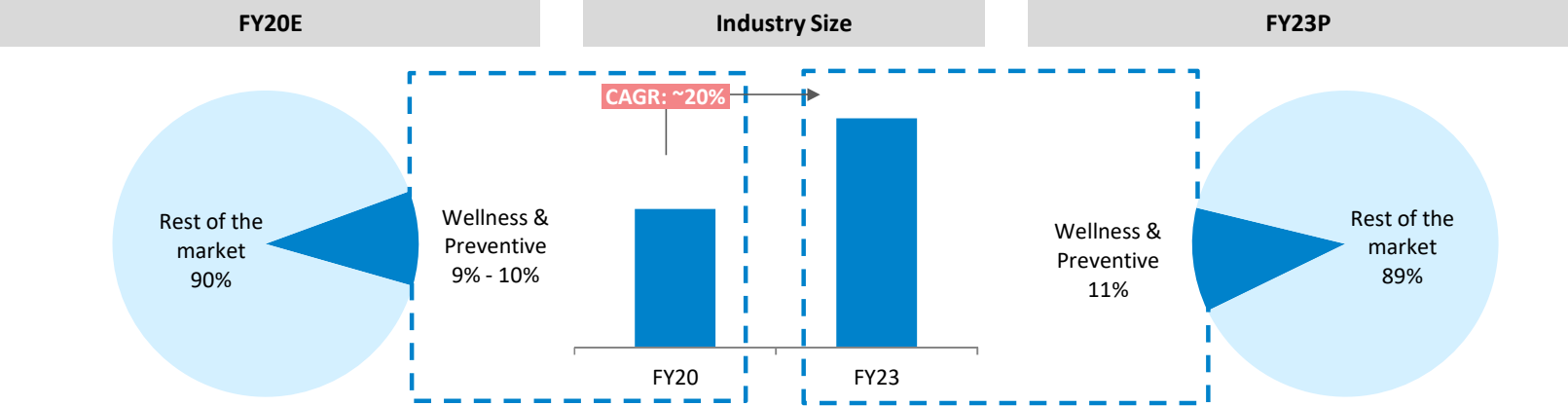
Expand in Adjacent Geographies & East India



Continued Focus on Providing Customer Centric Services and Offerings



Preventive and Wellness Testing to Boost Demand for Diagnostics



Key Drivers

- Increasing chronic and lifestyle diseases
- Corporate tie-ups
- Increasing disposable income
- Increasing service offerings

Our Strategy

- Increase diagnostic services by offering additional preventive and wellness services through adoption of new cutting-edge diagnostic testing technology
- Providing home collection services and point-of-contact testing to complement walk-in
- Expand specialty tests, disease specific profiles and provide customized packages
- Grow our corporate customer base by catering to their needs
- Expansion of chronic disease management and wellness programs



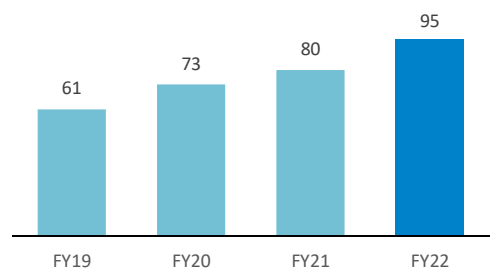
**VIJAYA
DIAGNOSTIC
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Financial & Operational Highlights

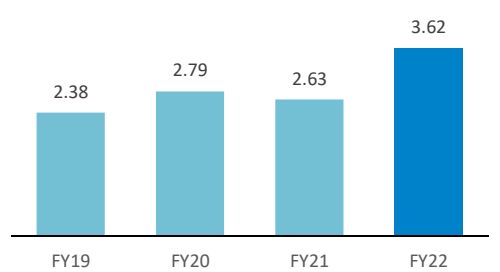
Robust Operational Metrics



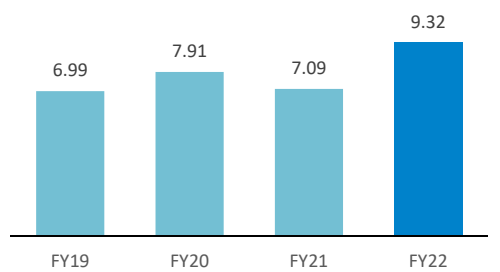
Diagnostic Centre (Nos)



Footfalls (Mn)

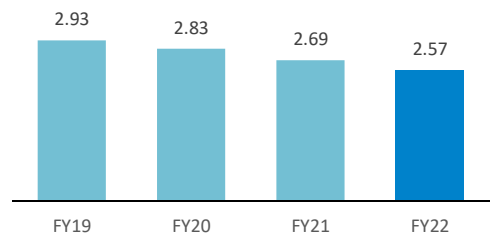


Tests Performed (Mn)

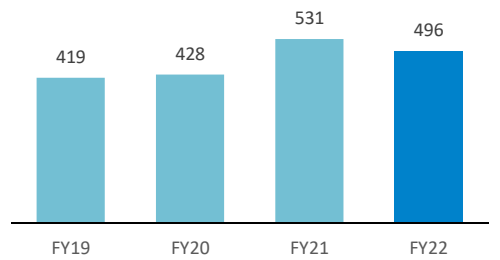


Test per Footfall (Nos)

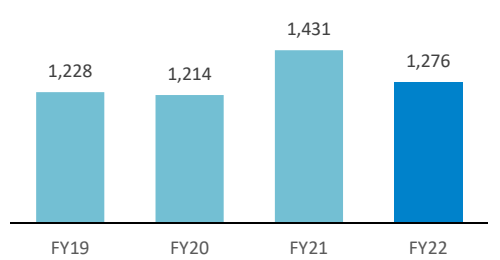
Impact of COVID-19



Revenue per Test (INR)



Revenue per Footfall (INR)



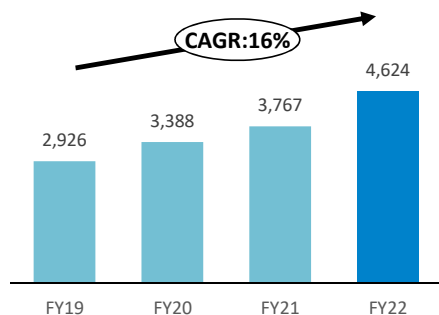
Consistent Financial Performance



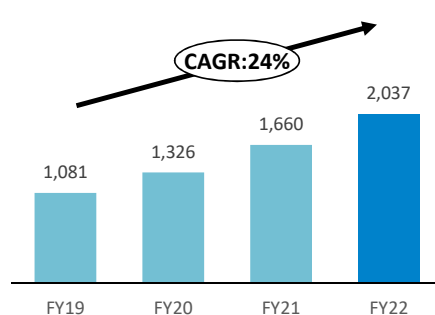
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(INR Mn)

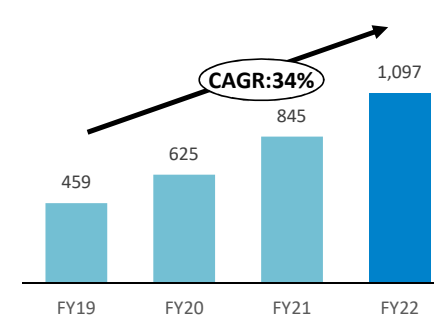
Revenue



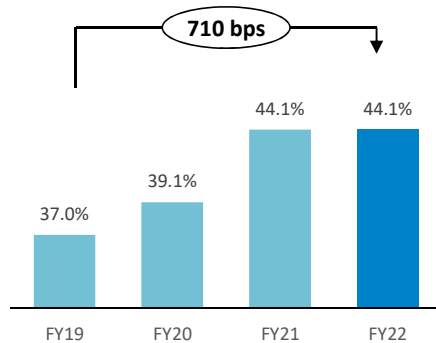
EBIDTA



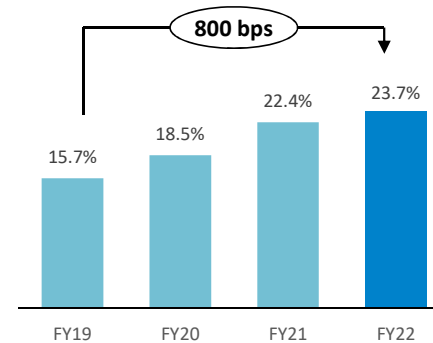
PAT



EBIDTA Margin (%)



PAT Margin (%)

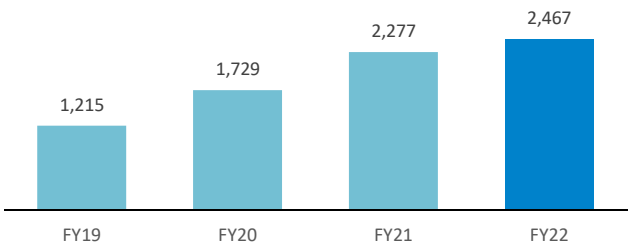


Sustainable Cash Generation & Increasing Return Ratios

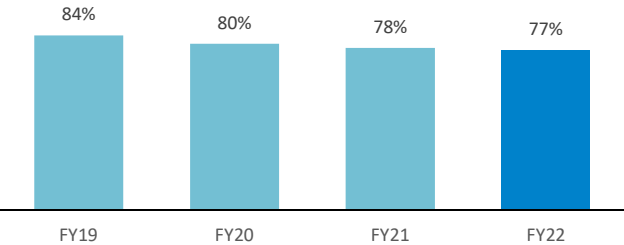


Cash & Cash Equivalents

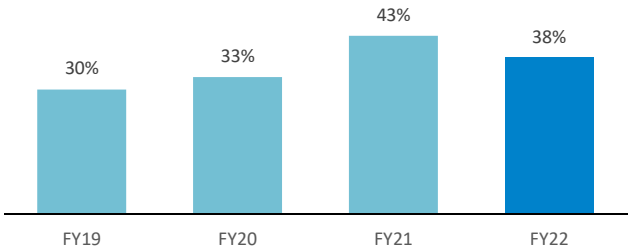
(INR Mn)



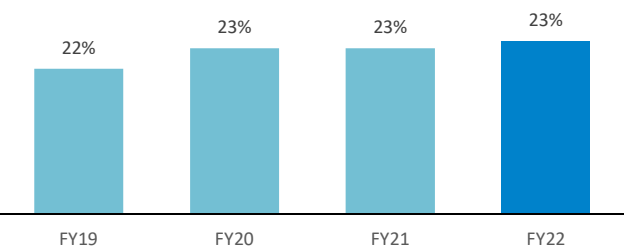
CFO / EBITDA (%)



RoCE Pre-Cash (%)



RoE (%)





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Annexure

Consolidated Profit & Loss Account



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(INR Mn)

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

Consolidated Balance Sheet



**VIJAYA
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CENTRE**

(INR Mn)

Assets	Mar-22	Mar-21	Mar-20	Mar-19
NON-CURRENT ASSETS	4,436	3,022	2,959	2,689
Property, plant and equipment	1,966	1,358	1,398	1,437
Capital work-in-progress	341	82	93	27
Goodwill	53	53	53	69
Other intangible assets	14	6	10	7
Right of use asset	1,672	1,260	1,254	1,079
Intangible assets under development	1	12	4	-
Financial assets				
- Investments	0	0	0	0
- Other financial assets	75	122	55	43
Deferred tax assets	89	61	16	12
Income tax assets	2	6	9	8
Other assets	223	61	67	7
CURRENT ASSETS	2,699	2,388	1,865	1,374
Inventories	43	26	28	22
Financial assets				
- Investments	542	276	547	688
- Trade receivables	98	64	80	91
- Cash and cash equivalents	110	67	556	96
- Bank balances other than Cash and cash equivalents	1,813	1,876	626	430
- Loans	0	0	1	4
- Other financial assets	51	52	5	26
Other current assets	41	27	22	17
TOTAL ASSETS	7,135	5,409	4,824	4,063

The Pioneers in Diagnostic Medicare...

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

Consolidated Cash Flow Statement



**VIJAYA
DIAGNOSTIC
CENTRE**

(INR Mn)

Particulars	Mar-22	Mar-21	Mar-20	Mar-19
Cash Flow from Operating Activities				
Profit before Tax	1,474	1,121	834	653
Adjustment for Non-Operating Items	572	534	492	431
Operating Profit before Working Capital Changes	2,046	1,655	1,326	1,084
Changes in Working Capital	-67	-46	-32	8
Cash Generated from Operations	1,975	1,609	1,294	1,092
Less: Direct Taxes paid	-399	-312	-233	-187
Net Cash from Operating Activities	1,580	1,297	1,061	905
Purchase and construction of property, plant and building (net)	-1,223	-312	-375	-591
Investments (net)	-127	-1,033	11	-314
Others	120	47	57	6
Cash Flow from Investing Activities	-1,226	-1,298	-306	-898
Cash Flow from Financing Activities	-306	-488	-295	-72
Net increase/ (decrease) in Cash & Cash equivalent	44	-489	460	-65
Cash & Cash Equivalents at the beginning of the period	67	556	96	161
Cash & Cash equivalents at the end of the period	110	67	556	96

Cash and Cash Equivalents

Particulars	Mar-22	Mar-21	Mar-20	Mar-19
Investments*	543	335	547	688
Cash and cash equivalents	110	67	556	96
Bank balances other than Cash and cash equivalents	1,813	1,876	626	430
Total	2,467	2,277	1,729	1,215



THANK YOU

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