



**VIJAYA
DIAGNOSTIC
CENTRE**

May 12, 2025

To,
The 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,
Phiroze Jeejeebhoy Towers,
25th floor, Dalal Street,
Mumbai - 400 001
BSE Scrip Code: 543350

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation on Financial Results for quarter and year ended March 31, 2025, which would be used in the Investors / Analysts earnings conference call scheduled to be held on **May 12, 2025, at 1800 Hrs (IST).**

Please take the information on record.

Thanking you,
For Vijaya Diagnostic Centre Limited

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

Encl.: As Above



**VIJAYA
DIAGNOSTIC
CENTRE**



Q4 & FY25 Earnings Presentation

May 12, 2025

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Vijaya Diagnostic Centre Limited (the ‘Company’)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Note 1:

Acquisition (PH Diagnostic Centre Private Limited, Pune) : PH has become a whole owned subsidiary effective from 21st December 2023. Consequently, its financials have been consolidated from 21st December 2023 in the last financial year FY 2023-24.

Hence, the consolidated operational and financial figures of Q3 FY25, Q4 FY25, Q4 FY24, 12M FY25 and 12M FY24 in the subsequent slides are including PH, unless otherwise stated.



**VIJAYA
DIAGNOSTIC
CENTRE**



Q4 & FY25 Performance Snapshot

Financial Performance

INR 1,732 Mn

Revenue from Operations

INR 1,621 Mn

Revenue excluding PH

INR 689 Mn | 39.8%

EBITDA | EBITDA Margin %

INR 346 Mn | 20.0%

PAT | PAT Margin %

Key Metrics



1.05 Mn

Footfall

3.79 Mn

Tests



151 ⁽²⁾

Centres

93%

B2C Revenue %



YOY Growth %

11.6%

Revenue
Growth %

12.7%

Test Volume
Growth %

7.1%

Footfall
Growth %

13.0%

Revenue
Growth ⁽¹⁾ %

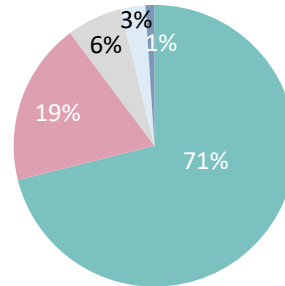
12.4%

Test Volume
Growth ⁽¹⁾ %

8.3%

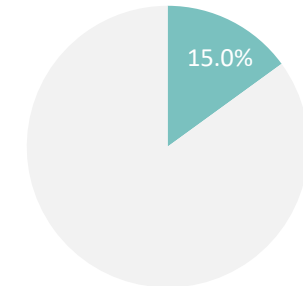
Footfall
Growth ⁽¹⁾ %

Geographical Contribution



Hyderabad RoAPT Pune Kolkata Others

Wellness Share%



Wellness Share %

Financial Performance

INR 6,814 Mn

Revenue from Operations

INR 6,356 Mn

Revenue excluding PH

INR 2,732 Mn | 40.1%

EBITDA | EBITDA Margin %

INR 1,431 Mn | 21.0%

PAT | PAT Margin %

Key Metrics



4.19 Mn

Footfall

14.79 Mn

Tests



151 ⁽²⁾

Centres

93%

B2C Revenue %



YOY Growth %

24.4%

Revenue Growth %

24.4%

Test Volume Growth %

18.0%

Footfall Growth %

18.9%

Revenue Growth ⁽¹⁾ %

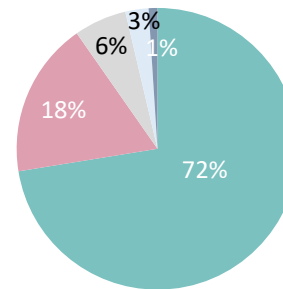
18.4%

Test Volume Growth ⁽¹⁾ %

14.4%

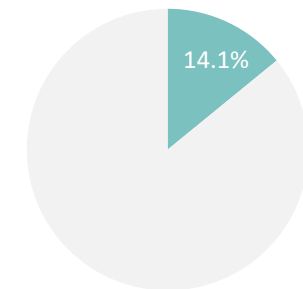
Footfall Growth ⁽¹⁾ %

Geographical Contribution



Hyderabad RoAPT Pune Kolkata Others

Wellness Share%



Wellness Share %



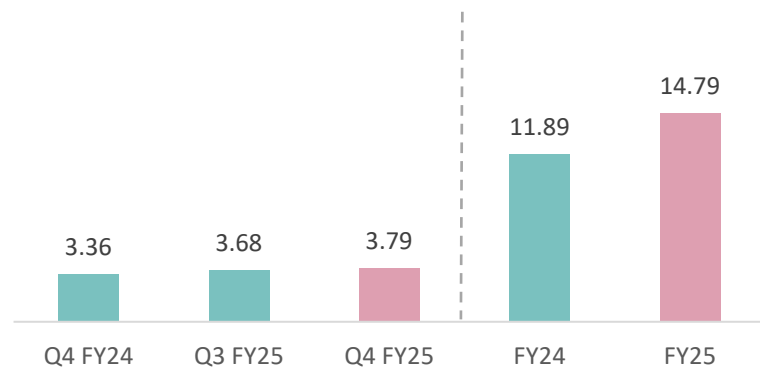
Commenting on the business outlook, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:

“Vijaya reported another strong financial year with YOY growth of 24.4% and an organic growth of 18.9%. I’m happy to announce the successful launch of 6 hubs in the last 2 months - 2 each in Pune, West Bengal and Bengaluru. Additionally, the execution of 3 more hubs in West Bengal is progressing as planned and is expected to be commercialized within the next 3 to 4 months. We have also finalized leases for two hubs in Tier-2 locations of AP & Telangana, which are scheduled to become operational in H2 FY26.

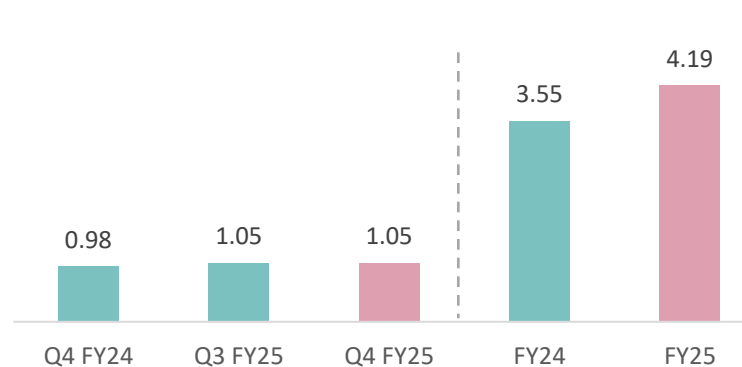
After a strong performance in FY25, we had a promising start to the new financial year, with a notable increase in both footfalls and revenue across our network.

Moving forward, our key areas of focus would be stabilisation of the newly launched hubs and building strong brand equities in these new geographies, commissioning additional new hubs in West Bengal and Core geographies, investment in technology and strengthening our talent pool across critical departments.”

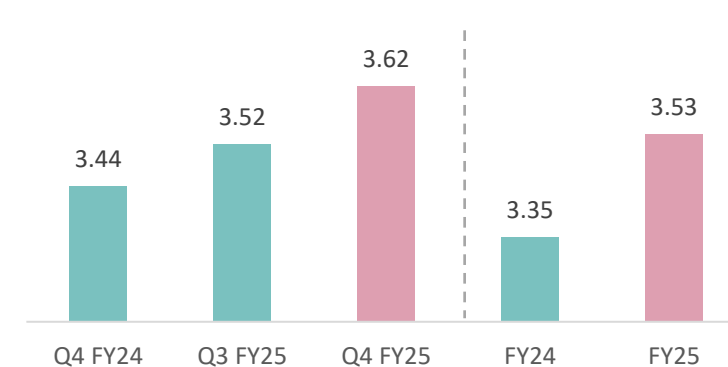
Tests Performed (# in Mn)



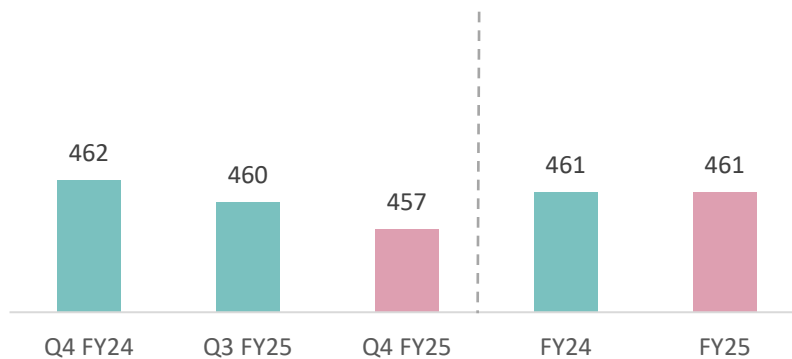
Footfalls (# in Mn)



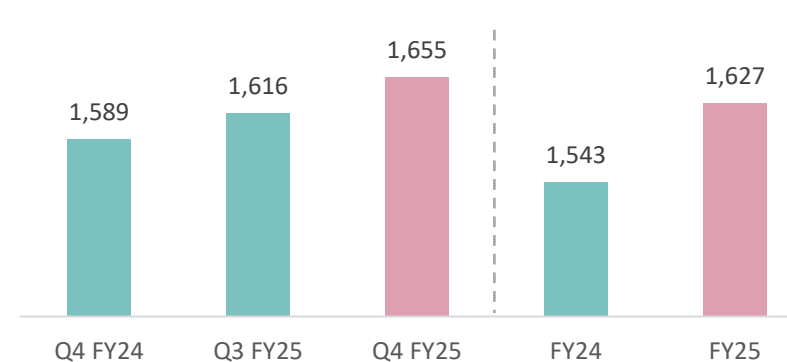
Tests / Footfalls (# in Mn)



Revenue per Test (INR)



Revenue per Footfall (INR)



Consolidated Profit & Loss Statement

(INR Mn)

Particulars	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from operations	1,732.4	1,552.1	11.6%	1,689.8	2.5%	6,813.9	5,478.1	24.4%
Cost of materials consumed	221.7	188.1	17.8%	208.5	6.3%	847.6	654.4	29.5%
Employee benefits expense	284.0	245.2	15.8%	285.5	-0.5%	1,121.5	902.2	24.3%
Other expenses	538.1	487.6	10.4%	524.4	2.6%	2,112.6	1,712.5	23.4%
EBITDA	688.6	631.1	9.1%	671.3	2.6%	2,732.2	2,209.0	23.7%
EBITDA Margin (%)	39.8%	40.7%	-91BPS	39.7%	2BPS	40.1%	40.3%	-23BPS
Other income	55.5	32.5	70.7%	47.0	18.1%	183.2	208.2	-12.0%
Depreciation and amortization expense	188.2	163.0	15.5%	183.0	2.8%	706.0	570.0	23.9%
EBIT	555.9	500.6	11.0%	535.2	3.9%	2,209.4	1,847.2	19.6%
Finance costs	71.9	61.9	16.1%	68.2	5.4%	267.4	239.9	11.5%
Profit before Exceptional Items & Tax	484.0	438.7	10.3%	467.0	3.6%	1,941.9	1,607.3	20.8%
Exceptional Items	10.3	-	100.0%	-	100.0%	10.3	20.5	-49.8%
Profit before Tax	473.7	438.7	8.0%	467.0	1.4%	1,931.6	1,586.8	21.7%
Tax expenses	125.1	101.9	22.7%	114.1	9.6%	493.7	390.4	26.4%
Profit before Minority Interest	348.6	336.8	3.5%	353.0	-1.2%	1,437.9	1,196.4	20.2%
Minority Interest	2.3	2.3	0.3%	1.4	59.4%	7.2	8.1	-11.5%
Profit after Tax (PAT)	346.4	334.5	3.5%	351.6	-1.5%	1,430.8	1,188.3	20.4%
PAT Margin (%)	20.0%	21.6%	-156BPS	20.8%	-81BPS	21.0%	21.7%	-69BPS
EPS – Basic (INR)	3.4 *	3.3 *	3.3%	3.4 *	-1.3%	13.9	11.6	20.0%

*Not annualized



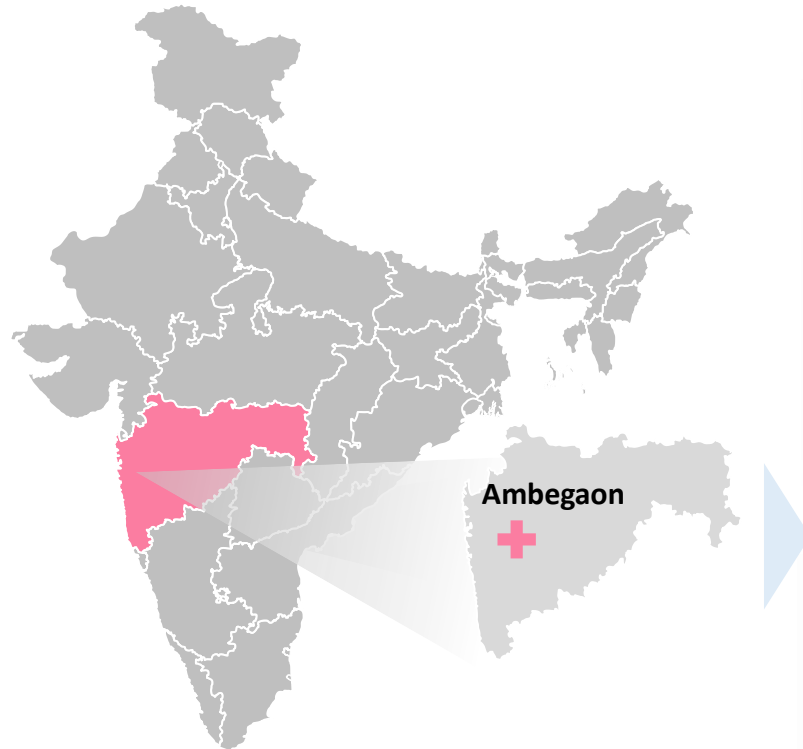
**VIJAYA
DIAGNOSTIC
CENTRE**



Key Developments

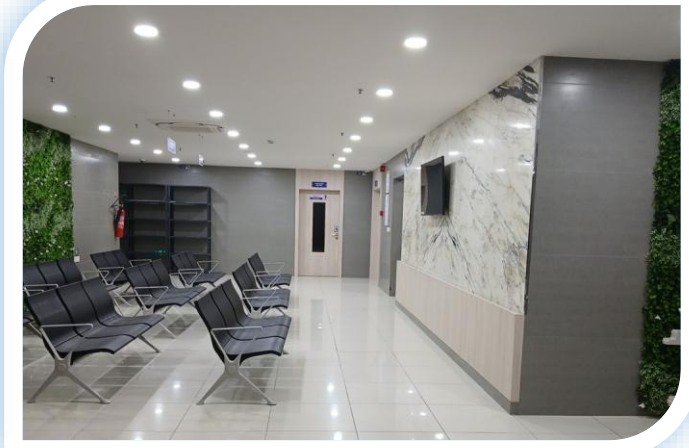
1 Inaugurated a state-of-the-art Hub in Ambegaon, Pune

Full Fledged Operations in Ambegaon started in the 1st week of April, 2025 in line with our strategy of expansion in Pune post PH acquisition



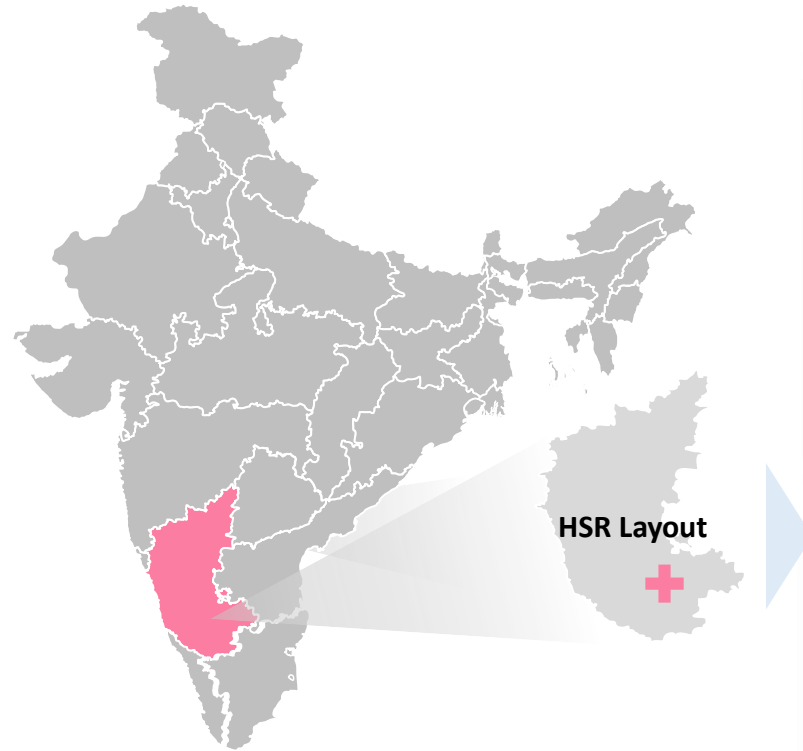
14,000+ sq.ft. Hub
houses advanced
equipment like 3T
MRI and CT

Also houses back-end
support services like call
centre, central stores, IT
and other departments



2 Inaugurated a state-of-the-art Hub in HSR Layout, Bengaluru

Inaugurated State-of-the-Art Hub in HSR Layout in the 3rd week of April, 2025 in line with our strategy of expanding organically in Bengaluru



8,500+ sq.ft. Hub
houses advanced
equipment like 3T
MRI and CT

Strategically located
closer to major IT Hubs
and reputable healthcare
facilities with high
residential demand



3 Inaugurated a state-of-the-art Hub in Yelahanka, Bengaluru

Inaugurated State-of-the-Art Hub in Yelahanka in the 3rd week of April, 2025 in line with our strategy of expanding organically in Bengaluru



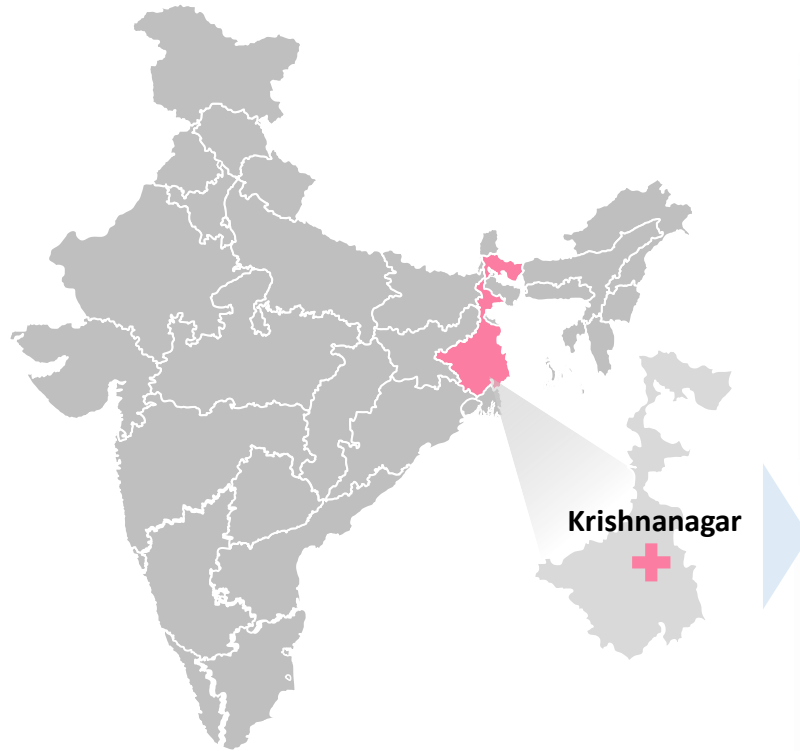
7,500 sq.ft. Hub
houses advanced
equipment like 3T MRI
and 160 slice CT

Located closer to the
airport with rising
residential &
commercial
development



4 Inaugurated a state-of-the-art Hub in Krishnanagar, West Bengal

Inaugurated State-of-the-Art Hub in Krishnanagar in the 2nd week of May, 2025 in line with our strategy of creating dense network in West Bengal



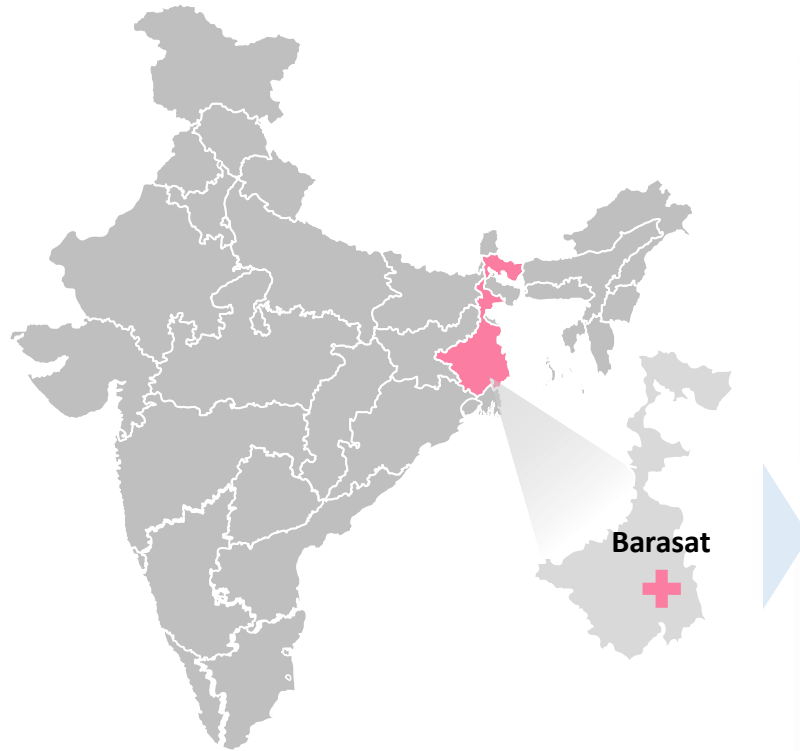
6,000+ sq.ft. Hub
houses advanced
equipment like 3T
MRI and CT Scan

Locality is popular for
established diagnostic
infrastructure & serves
as a hub for surrounding
rural areas



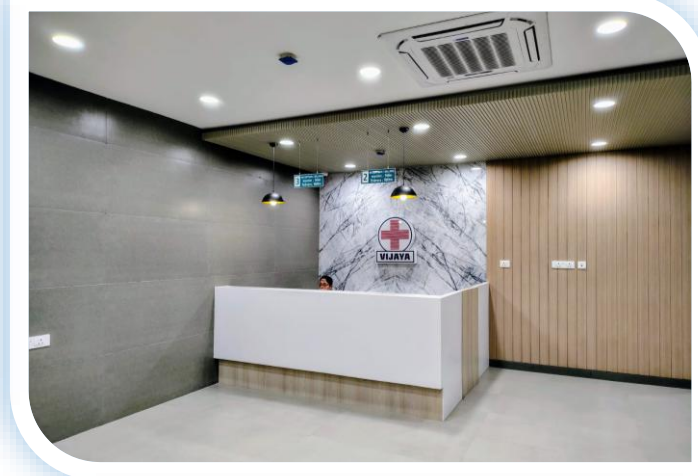
5 Inaugurated a state-of-the-art Hub in Barasat, Kolkata

Inaugurated State-of-the-Art Hub in Barasat in the 2nd week of May, 2025 in line with our strategy of creating dense network in West Bengal



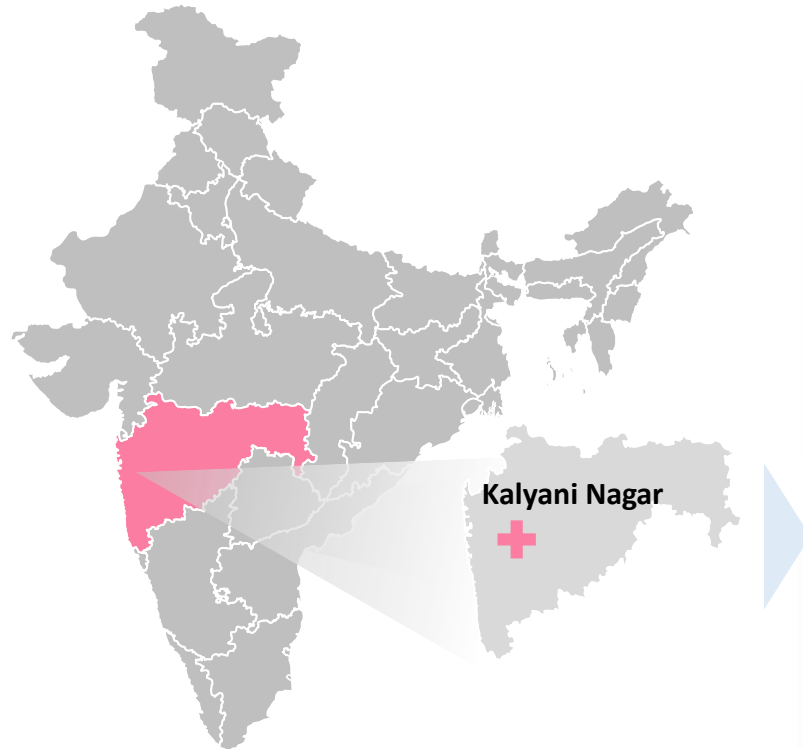
6,000+ sq.ft. Hub
houses advanced
equipment like 3T
MRI

The area serves as a
major transit hub being
well connected to
Kolkata and rest of WB



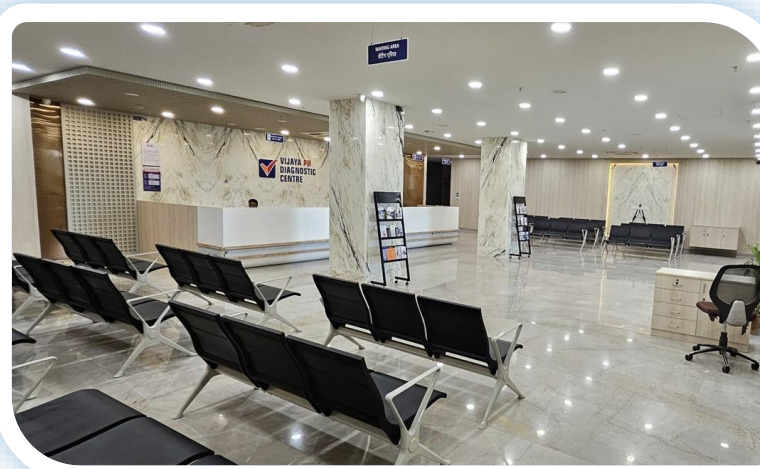
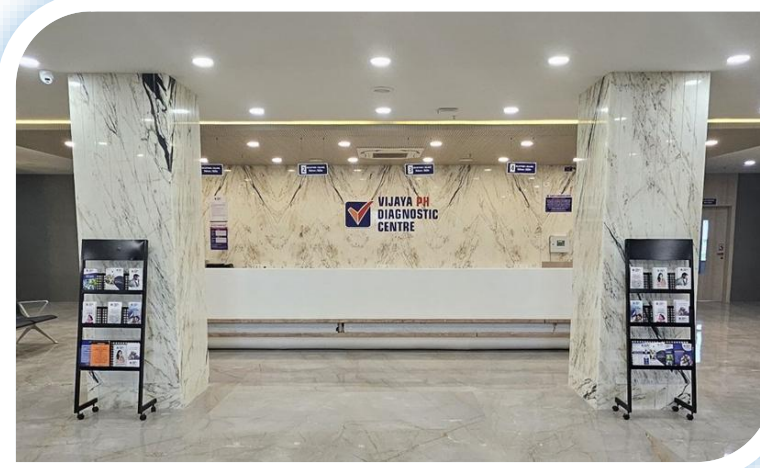
6 Inaugurated a state-of-the-art Hub in Kalyani Nagar, Pune

Inaugurated State-of-the-Art Hub in Kalyani Nagar in the 2nd week of May, 2025 in line with our strategy of expansion in Pune post PH acquisition



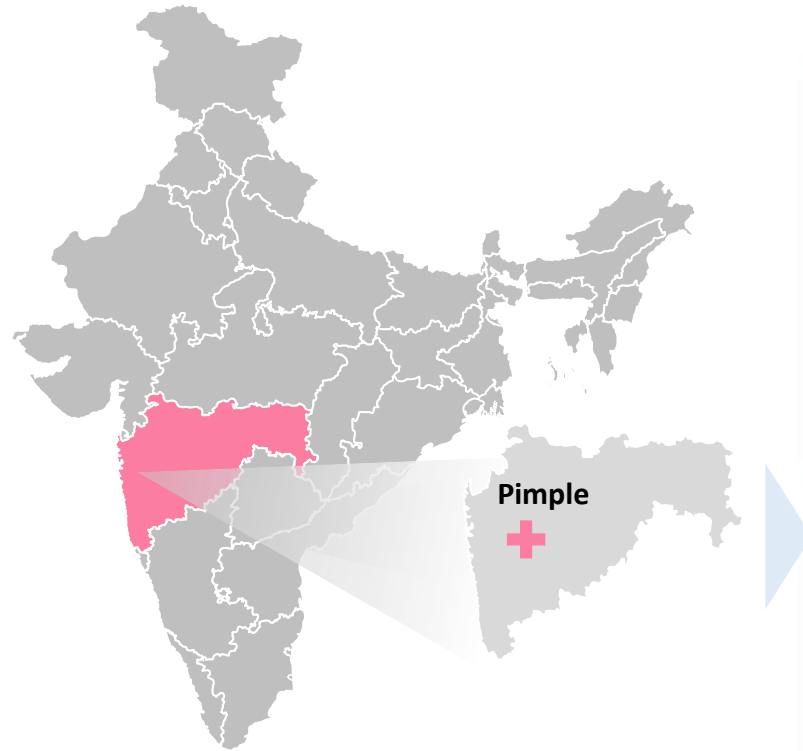
10,500+ sq.ft. Hub
houses advanced
equipment like 3T
MRI and 160 slice CT

Strategically located
closer to major IT Hubs
and reputable healthcare
facilities, housing affluent
residential communities



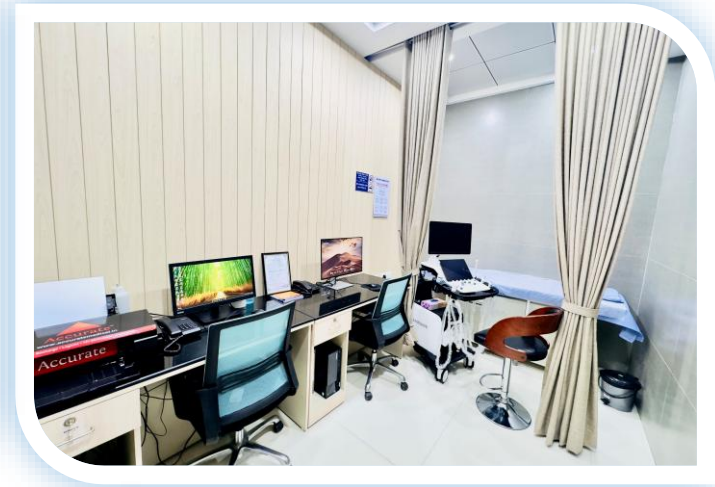
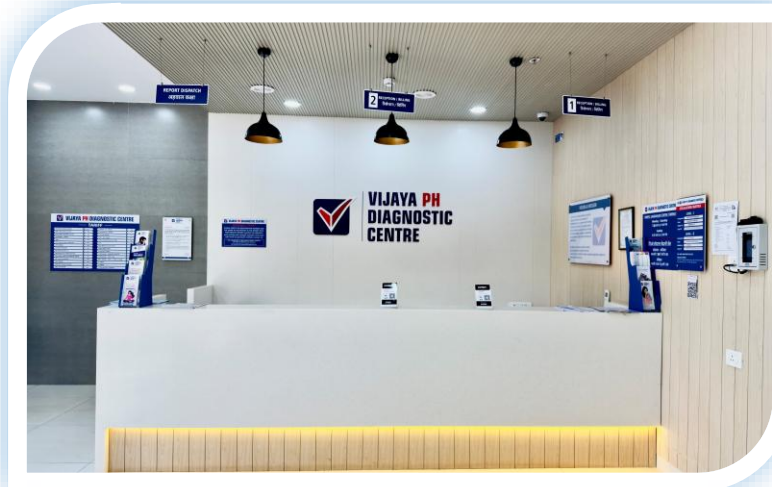
7 Launched a Spoke in Pimple Saudagar, Pune

Inaugurated a Spoke in Pimple Saudagar in February, 2025 in line with our strategy of strategy of expansion in Pune post PH acquisition



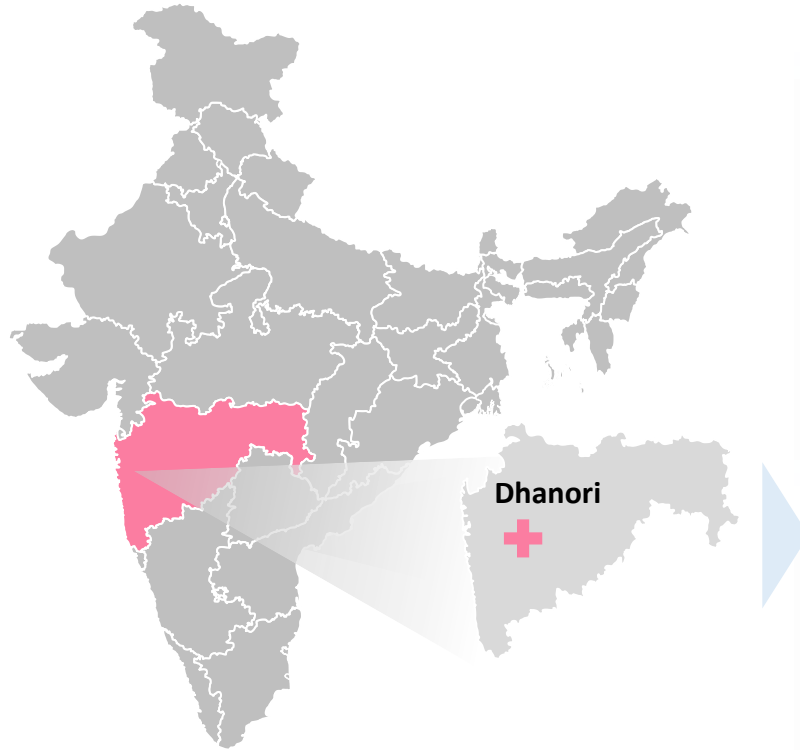
1,800+ sq.ft. Spoke houses machinery for X-Ray, ECG and all kinds of Lab Tests

The spoke enhances our Pune market footprint



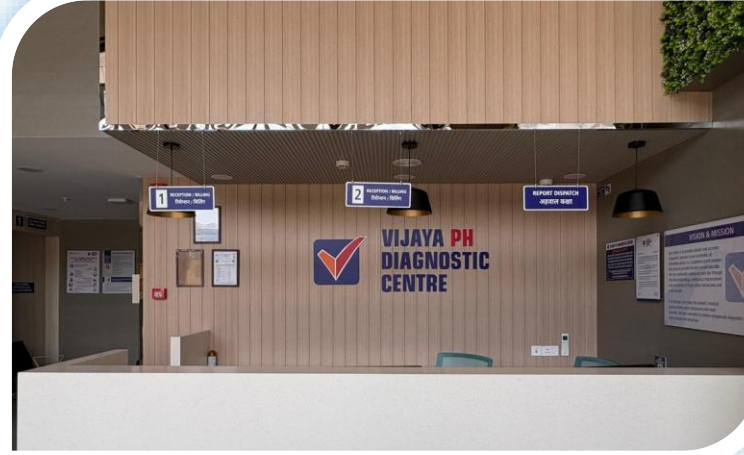
8 Launched a Spoke in Dhanori, Pune

Inaugurated a Spoke in Dhanori in 4th week of April, 2025 in line with our strategy of strategy of expansion in Pune post PH acquisition



2,600+ sq.ft. Spoke houses machinery for X-Ray, ECG and all kinds of Lab Tests

The spoke enhances our Pune market footprint





**VIJAYA
DIAGNOSTIC
CENTRE**



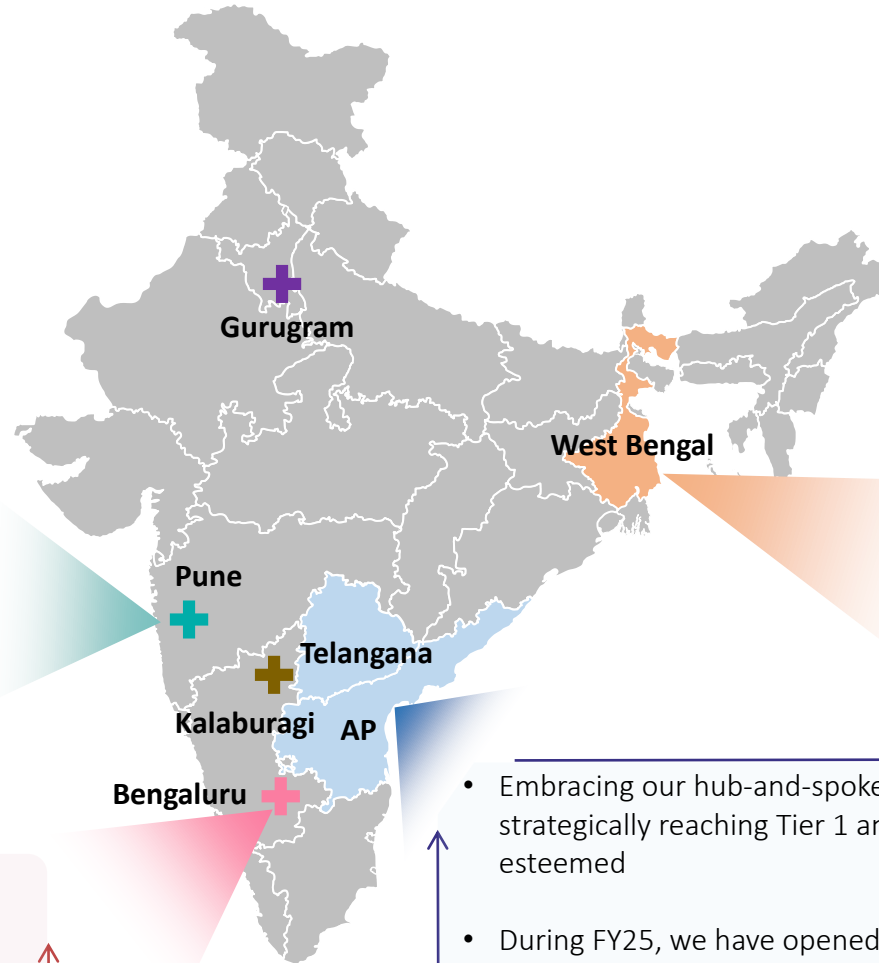
Strategic Expansion

Inorganic Expansion Strategy

- Successfully acquired PH, Pune's largest B2C integrated diagnostic chain
- This strategic acquisition seamlessly aligns with our commitment to providing top-notch healthcare services at affordable price, reflecting our shared cultural values
- Operationalized 2 hubs in Ambegaon & Kalyani Nagar and 2 spokes under Vijaya PH Brand in the last 3 months, following the acquisition
- We aspire to consolidate our presence gradually by building a denser network

Expansion into Neighbouring State

- Inaugurated 2 hubs in HSR Layout and Yelahanka, Bengaluru in Q1 FY26
- Assessing few more lease opportunities for hubs



East India Strategy

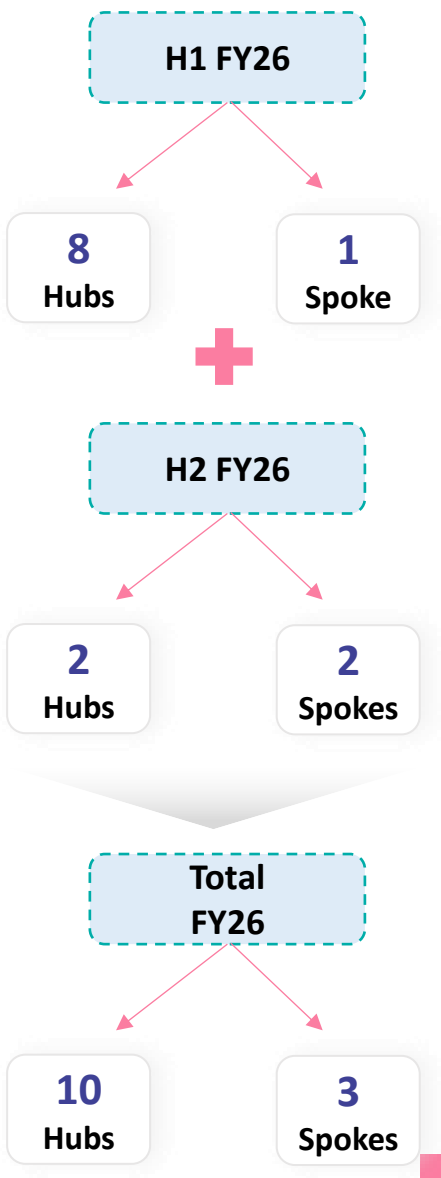
- Inaugurated 2 hubs (Our 3rd and 4th Hub in Kolkata) in Q1 FY26 under the Vijaya brand in Kolkata
- On track to operationalize further 3 hubs in the next 3-4 months
- Employing our proven hub and spoke model, we aim to replicate our success in East India by creating a dense network

Core Market Strategy

- Embracing our hub-and-spoke model, we aim to broaden our presence in concentric circles, strategically reaching Tier 1 and Tier 2 cities within AP and Telangana where our brand is highly esteemed
- During FY25, we have opened a hub center in Ongole, AP, in August, 2024 and Nizamabad, Telangana in November, 2024 along with 2 spokes as part of our strategy to deepen presence in our core geography
- On track to launch 2 more hubs in Nandyal and Khammam (AP & Telangana) by H2 FY26

Expansion Plans - Upcoming Hubs and Spokes Centres

Geography	Count & Type	Tentative Timelines for Commencement
<p>Pune</p>	1 Hub & 1 Spoke	H1 FY26 ⁽¹⁾
<p>West Bengal</p>	5 Hubs	H1 FY26 ⁽²⁾
<p>Bengaluru</p>	2 Hubs	H1 FY26 ⁽¹⁾
<p>RoAPT</p>	2 Hubs	H2 FY26
<p>Hyderabad</p>	2 Spokes	H2 FY26



1. Already perationalised in Q1 FY26 2. 2 Hubs have already been operationalised in Q1 FY26



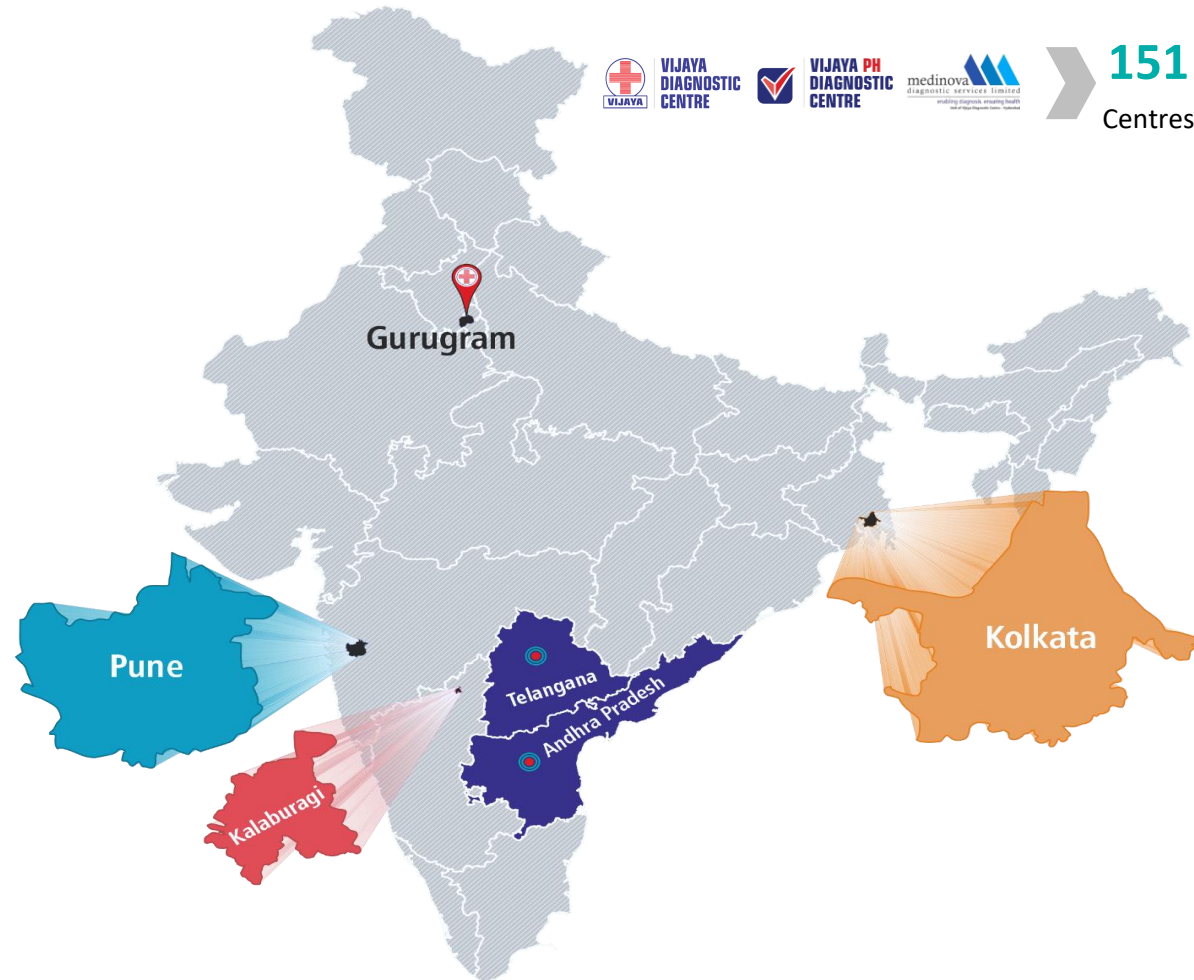
**VIJAYA
DIAGNOSTIC
CENTRE**



Company Overview

Vijaya Diagnostic is the largest integrated B2C focused diagnostic chain in India with 151 state-of-the-art centres spread across 25 cities & towns

Evolved from a regional player to a player with presence in multiple geographies ...



... While retaining its core values of providing Quality, Reliable & Accurate Diagnostic services at Affordable prices



40+

Years of Vintage



17 labs with NABL Accreditation

Founded by Mr. Surendranath Reddy in 1981 and currently led by Ms. Suprita Reddy

25

Cities and towns across India

Largest integrated player in South India



300+

Doctors

Radiologist & Pathologist network

~4.19 Mn

Footfalls ⁽¹⁾

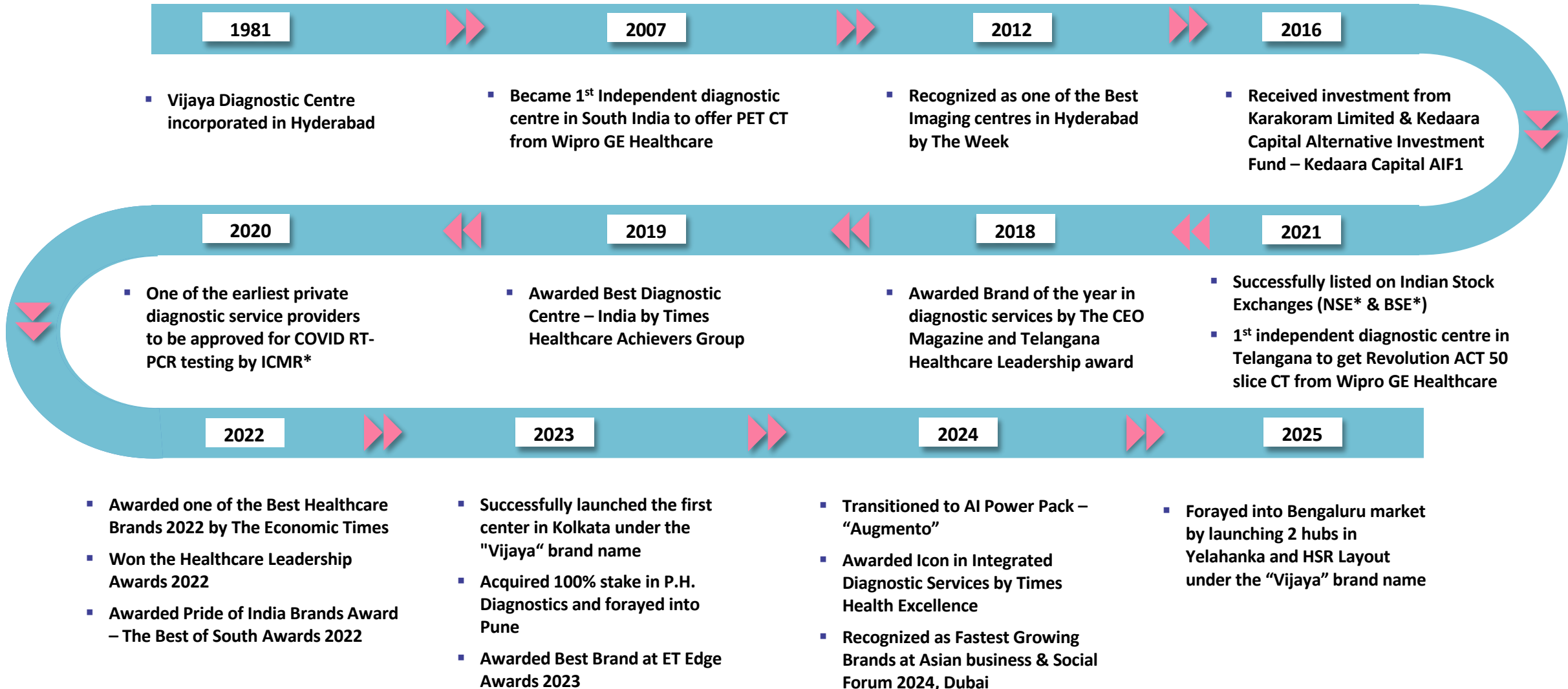
Trusted by every Age group



~14.79 Mn

Tests ⁽¹⁾

Most preferred Diagnostic Centre

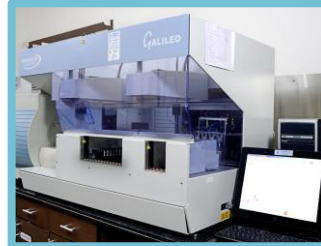
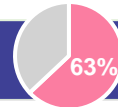


Complete Range of Diagnostic Services under One Roof

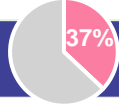
Robust operational network enables us to offer integrated, high-quality diagnostic services that significantly elevate the customer experience



Pathology ⁽¹⁾

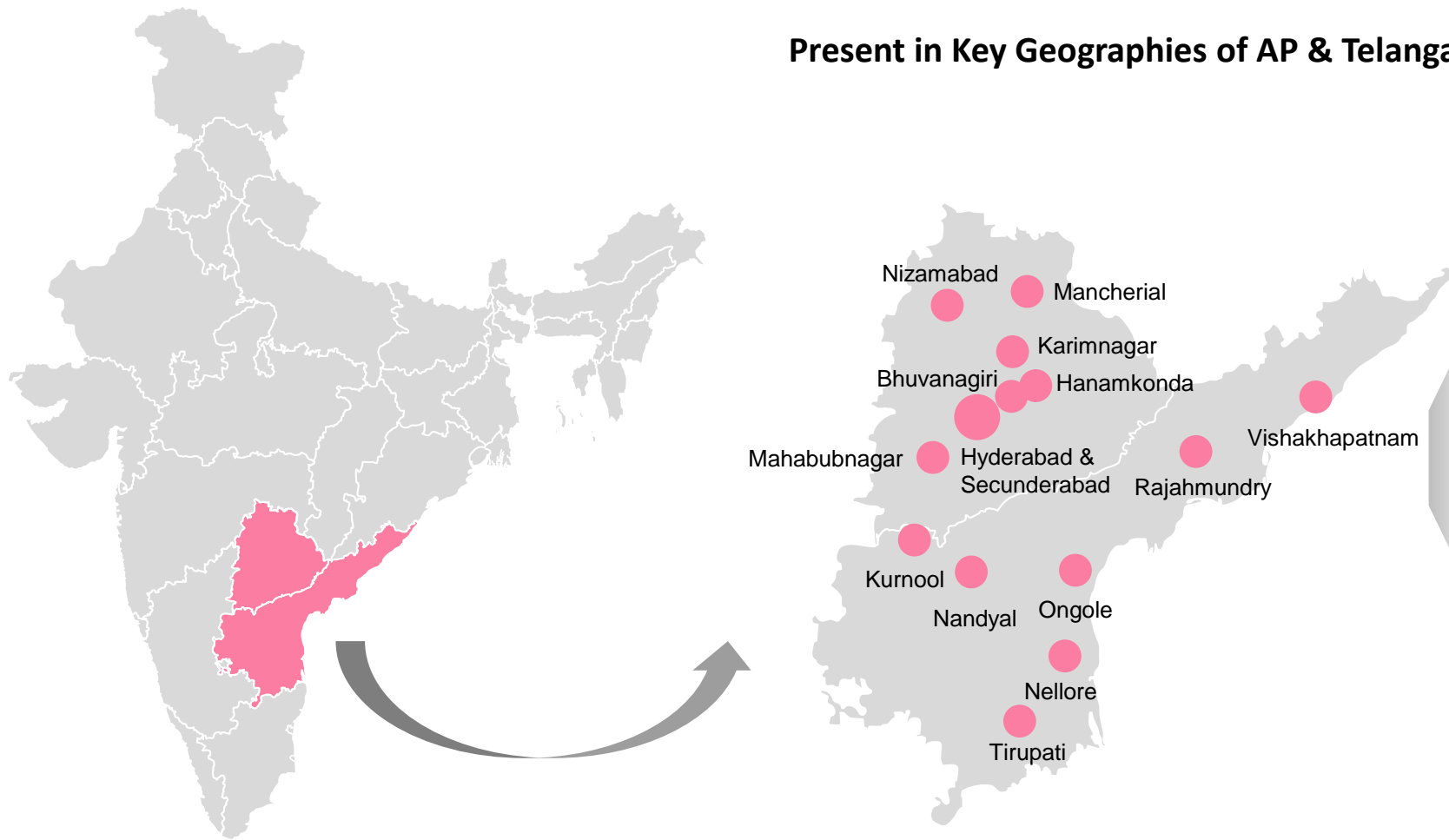


Radiology ⁽¹⁾



Vijaya has been successful in creating a dense market consolidating its foothold in its core geographies of AP & Telangana markets

Present in Key Geographies of AP & Telangana



72 ⁽¹⁾ %

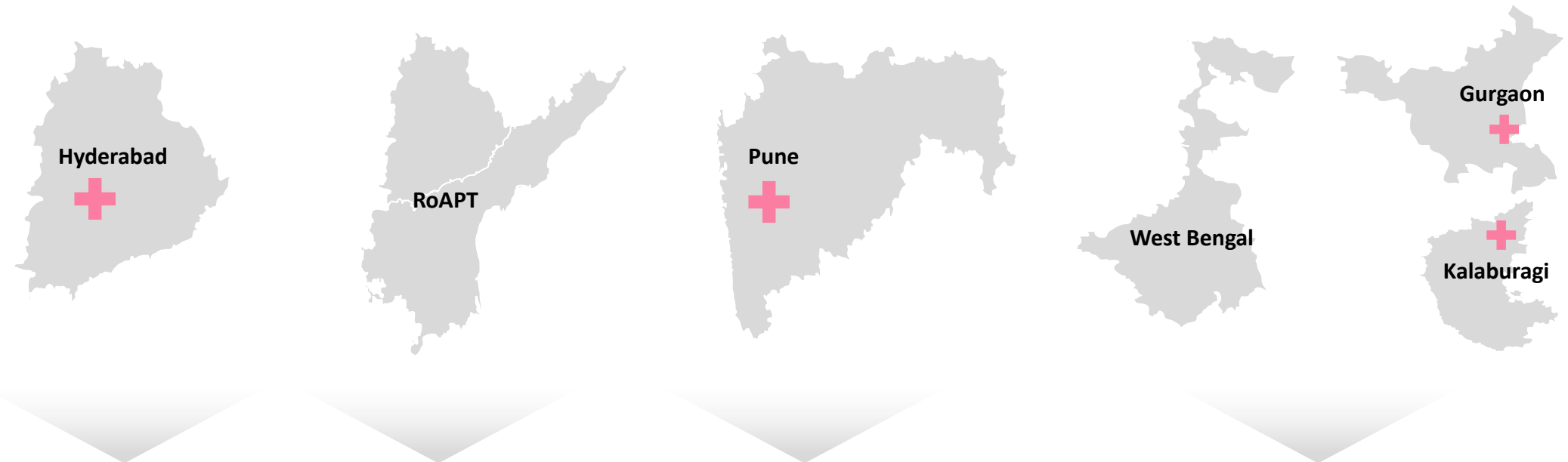
Hyderabad Revenue
Contribution



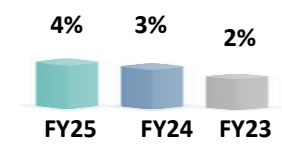
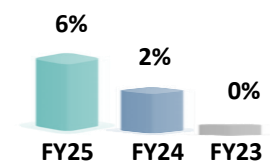
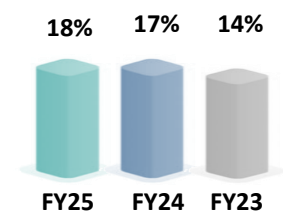
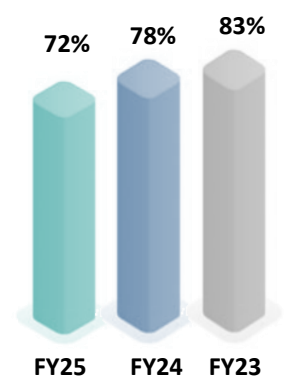
18 ⁽¹⁾ %

RoAPT Revenue
Contribution

A dense network created across AP & Telangana aids in distributing patient load and offering significantly faster TAT across tests



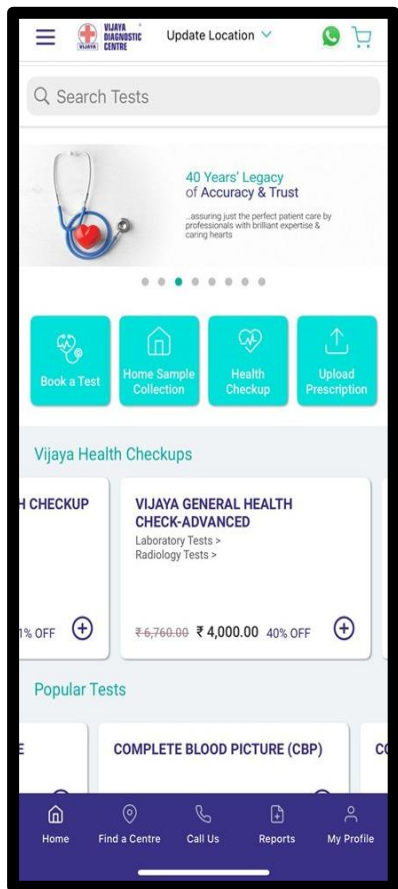
Geographical Revenue Mix



Vijaya is well-placed to attract customers in new geographies due to its integrated offering and strong emphasis on customer experience

Online Services

Enhancing Customer Experience through Seamless Online App, E-Commerce Website and Call Centre Bookings



Access to reports online & historical medical records



Intuitive⁽¹⁾ & user-friendly interface



Agile customer service team



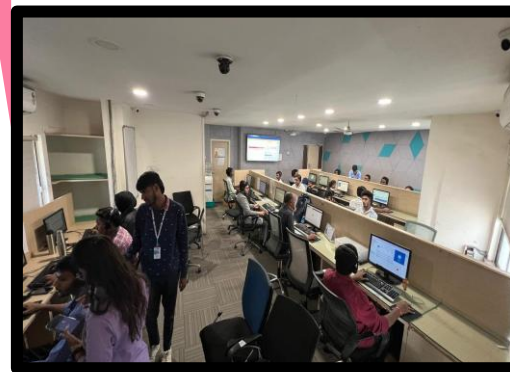
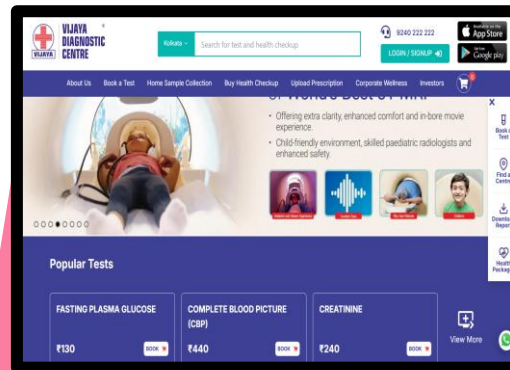
High Brand salience



High customer stickiness



Organic word of mouth growth



Home Collections

Elevating Customer Experience through Home Collections



Seamless & Efficient process



Temperature Controlled Logistics



High standards of hygiene maintained

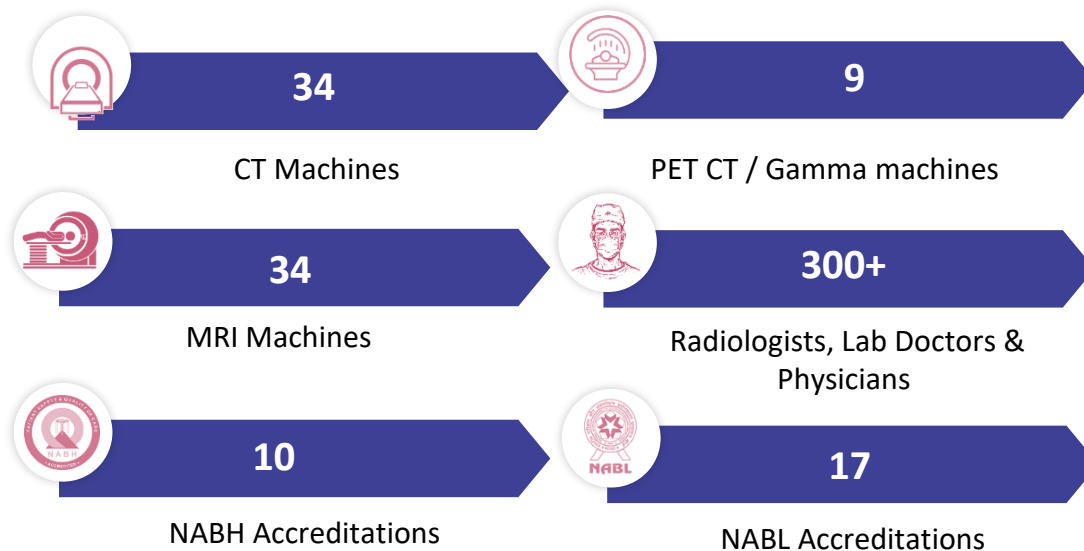


Pre-sealed & sterilized single-use home kit



Reaches Lab within 2 hours⁽²⁾

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

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

Vijaya has been ahead of the curve in getting best-in-class & latest diagnostic equipment in India which has helped in offering high quality services

Transitioned to AI Power Pack Radiology Software in FY25



Digitised Images

- Digitised Radiology images can be shared with the customers as well as clinicians on whatsapp and text, **eliminating the need for physical x-ray copies**



Digitised Reports

- Radiology test reports can be **accessed online** by the customers **vs physical reports shared earlier** due to **integration** between Augmento & the billing software




High Quality Reports

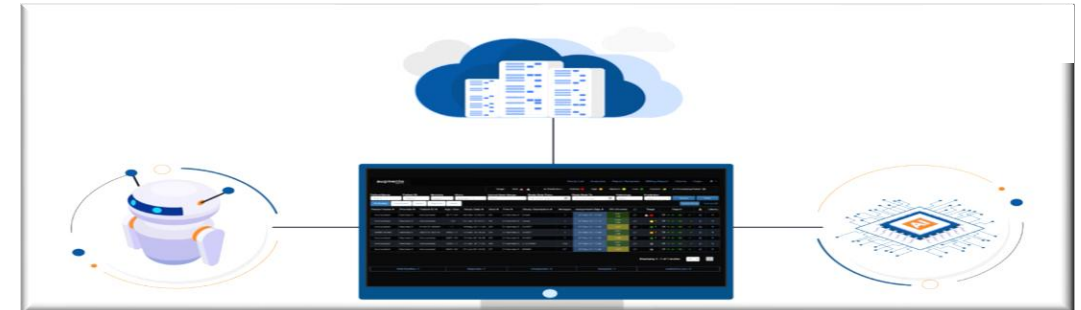
- Since the work list is **centralised**, it can be accessed **24*7 anywhere**
- Report will be of **highest quality** due to **specialised doctor** reporting the case



Faster TAT

- Helps **enhance customer experience** due to **faster TAT** and **high quality reports**
- Faster TAT** with real-time patient records and cases assigned on **FIFO basis** to concerned specialists

Sourced from a reputed vendor whose software has been adopted by leading Singapore  Public Hospitals



Incorporating the AI Power Pack has streamlined process flow, enhanced customer experience & improved operational efficiency across radiology tests



Dr. S. Surendranath Reddy
Founder & Exec. Chairman

- ✓ 40+ years of experience
- ✓ Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



Ms. Suprita Reddy
Managing Director & Chief Executive Officer

- ✓ 22+ years of experience
- ✓ Awarded Women Leadership Award in Healthcare by ABP



Mr. Sunil Chandra Kondapally
Executive Director

- ✓ 22+ years of experience
- ✓ Holds Bachelor's degree in Electrical Engineering from Florida State University



S Geeta Reddy
Non-Executive Director

- ✓ 35+ years of experience
- ✓ BOD at Sura Agritech, Iffco Kisan, Namrata Diagnostics, etc.
- ✓ LLB from Osmania University



Dr. D Nageshwar Reddy
Non-Executive Independent Director

- ✓ Chairman of AIG ⁽¹⁾, Hyderabad
- ✓ Received Padma Shri & Padma Bhushan from Govt of India
- ✓ D.M ⁽²⁾ from PGIMER Chandigarh



Mr. Shekhar Prasad Singh
Non-Executive Independent Director

- ✓ 40+ years of experience
- ✓ Ex-Chief Secretary to Government of Telangana
- ✓ Retired IAS officer of 1983 batch



Mr. S. Murthy Chavali
Non-Executive Independent Director

- ✓ 35+ years of experience
- ✓ Ex-CEO - Aurigene Discovery Tech
- ✓ MBA from IIM, Bangalore & BTech from IIT, Madras



Dr. Manjula Anagani
Non-Executive Independent Director

- ✓ 25+ years of experience
- ✓ Clinical Director & HOD - Centre of women & childcare - Care hospitals
- ✓ Awarded Padma Shri by GOI



Dr. S. Surendranath Reddy
Founder & Exec. Chairman

- ✓ 40+ years of experience
- ✓ Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



Ms. Suprita Reddy
Managing Director & Chief Executive Officer

- ✓ 22+ years of experience
- ✓ Awarded Women Leadership Award in Healthcare by ABP



Mr. Sunil Chandra Kondapally
Executive Director

- ✓ 22+ years of experience
- ✓ Holds Bachelor's degree in Electrical Engineering from Florida State University



Mr. Sai Srinivas Lanka
Chief Technology Officer

- ✓ 24+ years of experience
- ✓ Ex-Wipro Technologies, UnitedHealth Group
- ✓ MS from BITS Pilani



Mr. Sivaramaraju Vegesna,
CFA
VP - Operations

- ✓ 12+ years of experience
- ✓ Ex-KIMS Hospitals, NSL Sugars
- ✓ CFA Charter Holder, MBA from Amity University



Mr. Praveen Velmury
VP - Sales

- ✓ 30+ years of experience
- ✓ Ex-Havells, Vodafone, Nestle
- ✓ PGDDM from IIM Calcutta



Mr. Hansraj Singh Rajput
Company Secretary & Compliance Officer

- ✓ 10+ years of experience
- ✓ Ex-Zen Technologies, Gati
- ✓ LLB & PGDM from NALSAR



Mr. Vishal Gurram
GM - Strategy

- ✓ 12+ years of experience
- ✓ Ex-Medplus, LetsTransport
- ✓ MBA from IIM Lucknow & BTech from NIT Warangal

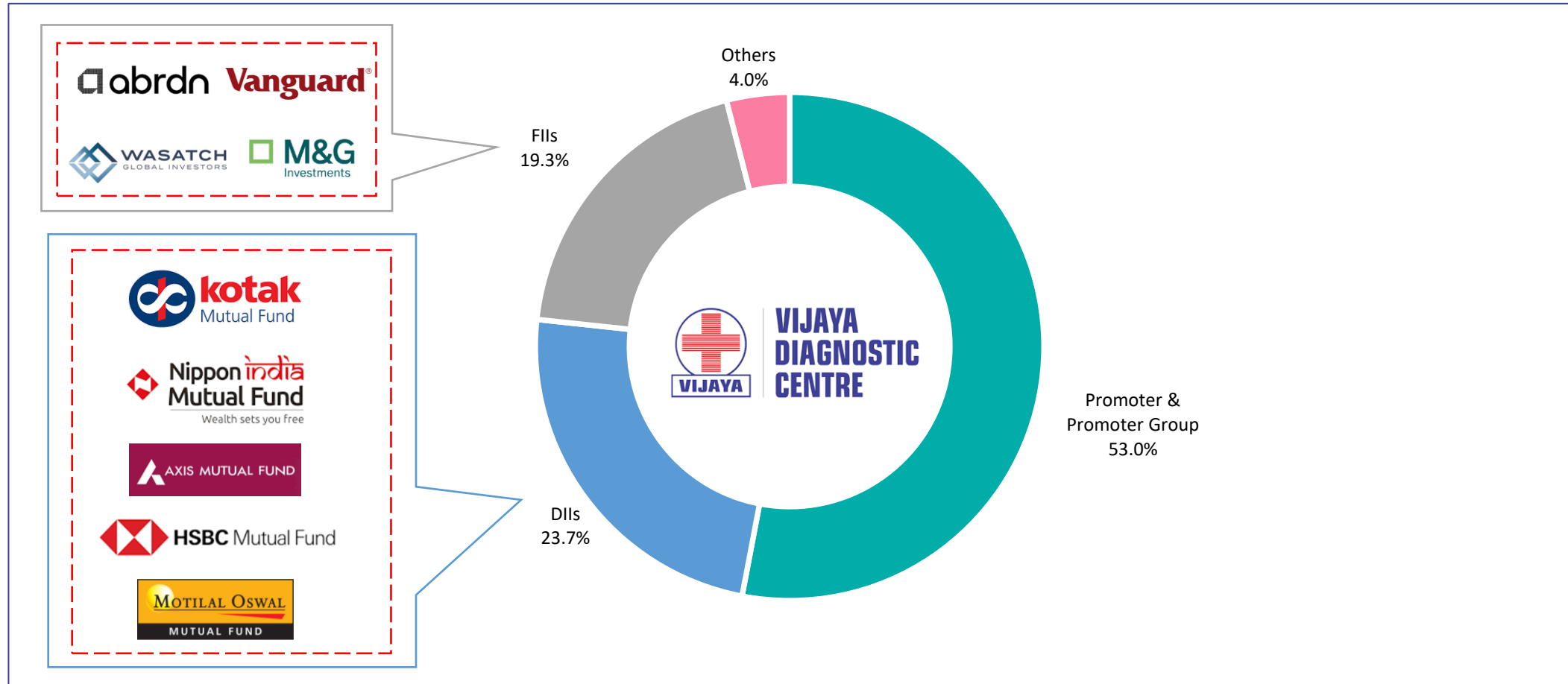


Mr. Dhiren Gala
AGM - Strategy & Investor Relations

- ✓ 7+ years of experience
- ✓ Ex-Investec, Axis Capital
- ✓ MBA from SPJIMR & CA

Shareholding Pattern as at 31st March, 2025

Shareholding Pattern as at 31st March, 2025



DIIs: Mutual Funds, AIFs and QIBs

FIIs: Hedge Funds, Sovereign Wealth Funds, Foreign MFs, Pension Funds, Trusts and AMCs

Others: Retail, Bodies Corporate and others

Doctors Connect Program in Q4 FY25

Live streaming on:
f t i y vdc Connect

Imaging of articular cartilage



Chief Guest:
Dr. Sunil Apsingi
MBBS, MS - (Orthopaedics & Trauma),
FRCS - (Royal College of Surgeons, Edinburgh)
Consultant Orthopaedics and
Sports Injuries at Medicoval Hospital,
HITEC City, Hyderabad



Speaker:
Dr. Vikram Reddy
MBBS, MD, DNB (RADIOLOGY)
Consultant Radiologist,
Vijaya Diagnostic Centre, Hyderabad



Moderator:
Dr. Arun Santosh
MBBS, DNB (RADIOLOGY)
Consultant Radiologist,
Vijaya Diagnostic Centre, Hyderabad

Date: 17th January 2025 (Friday) at 4 PM IST.

Vijaya Diagnostic organised a webinar on Imaging of articular cartilage

Live streaming on:
f t i y vdc Connect

Cardiac MRI in Ischaemic Heart Disease



Chief Guest:
Dr. Ravikanth
MD, D.M (Cardiology)
Consultant & Interventional Cardiologist
KIMS Hospital, Minster Road, Secunderabad



Speaker:
Dr. Deepak B
MD, DMRD, EDIR (Europe), FRCS (UK)
Senior Consultant Radiologist,
Vijaya Diagnostic Centre, Hyderabad



Moderator:
Dr. Dileep Kumar
MD (PGIMER), DNB, FRCS
Consultant Radiologist,
Vijaya Diagnostic Centre, Vizag

Date: 28th February 2025 (Friday) at 4 PM IST.

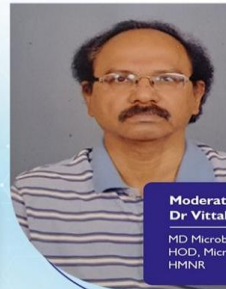
Vijaya Diagnostic organised a webinar on the potential of Cardiac MRI in detection and evaluation of Ischaemic heart disease

Live streaming on:
f t i y vdc Connect

Human Metapneumovirus Infection – an Update



Speaker:
Dr. Md. Rizwan Ansari
M.D Asst. Professor of Clinical
Microbiology, Apollo Institute of
Medical Sciences & Research – HYD
Consultant Microbiologist at VDC,
HMNR



Moderator:
Dr. Vittal
MD Microbiology
HOD, Microbiology at VDC,
HMNR

Date: 13th February 2025 (Thursday) at 4 PM IST.

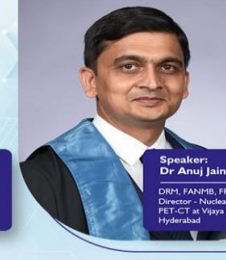
Vijaya Diagnostic organised a webinar on understanding HMPV virus & its impact

Live streaming on:
f t i y vdc Connect

Imaging in carcinoma lung staging



Chief Guest:
Dr. Arun Kanala
MBBS, M.S.,
M.Ch., Fellow in Thoracic Surgery,
Harvard Medical School (USA)
Senior Consultant - Thoracic Surgeon,
Continental Hospital, Hyderabad



Speaker:
Dr. Anuj Jain
DMR, FANM, FRCS
Director - Nuclear Medicine and
PET-CT at Vijaya Diagnostic Centre,
Hyderabad



Moderator:
Dr. Krishna Mohan P
MD, DNB, FNNM, EDIR
Director - Radiology at
Vijaya Diagnostic Centre, Hyderabad

Date: 21st March 2025 (Friday) at 4 PM IST.

Vijaya Diagnostic organised a webinar on the crucial role of imaging in the staging of lung carcinoma



**Icon in Integrated Diagnostic
Services** by Times Health
Excellence 2024 - TS & AP



**Most Preferred Workplace for
Women 2024-25** recognized
by Marksmen Daily



**Most Trusted Brand of India
2024-25** awarded by
Marksmen Daily – 4th edition



**Fastest Growing Leaders 2023-
24** awarded at Asian business &
Social Forum 2024, Dubai



**Fastest Growing Brands 2023-
24** awarded at Asian business &
Social Forum 2024, Dubai



Best Healthcare Brands' 2024
recognized by ET Edge



Best Brand awarded at ET Edge
Awards 2023



**Excellence In Comprehensive
Diagnostic Care** awarded by
ABP Ananda Swasthya Samman



Best Healthcare Brands'
awarded by Economic Times -
2023



Most Trusted Brand of India
awarded by Marksmen Daily –
3rd edition



**One of the Most Preferred
Workplace 2022** awarded by
team Marksmen



Best Healthcare Brands'
awarded by Economic Times -
2022



Best Healthcare Brands'
awarded by Economic Times -
2021



**Company of the Year 2021 -
Healthcare** presented by
TV9 Network and SAP



**Leading Diagnostic Chain of
the Year 2021** presented by
Diagnostic Leadership Summit

Note 2:

"With effect from 01 January 2023, the Company has changed its method of depreciation on all Property, Plant and Equipment from Written Down Value ("WDV") method to Straight Line Method ("SLM"), based upon the technical assessment of expected pattern of consumption of the future economic benefits embodied in the assets."

Due to the aforesaid change, the Profit after tax (PAT) for the year Financial year ended March 31, 2023 and Financial year ended March 31, 2024 was higher by Rs 67.7 Mn and Rs 290.8 Mn respectively.

Note 3:

Acquisition (PH Diagnostic Centre Private Limited, Pune) : PH has become a whole owned subsidiary effective from 21st December 2023. Consequently, its financials have been consolidated from 21st December 2023 in the last financial year FY 2023-24. The consolidated revenue from operations for the Financial year ended March 31, 2024 includes Rs 130.6 Mn from PH.

All financial and operational figures of FY 24 and FY 25 in the subsequent slides are including PH (Consolidated from 21st Dec, 23 till 31st Mar, 2024)



**VIJAYA
DIAGNOSTIC
CENTRE**



Annexure



State-of-the-art Infrastructure (2/3)



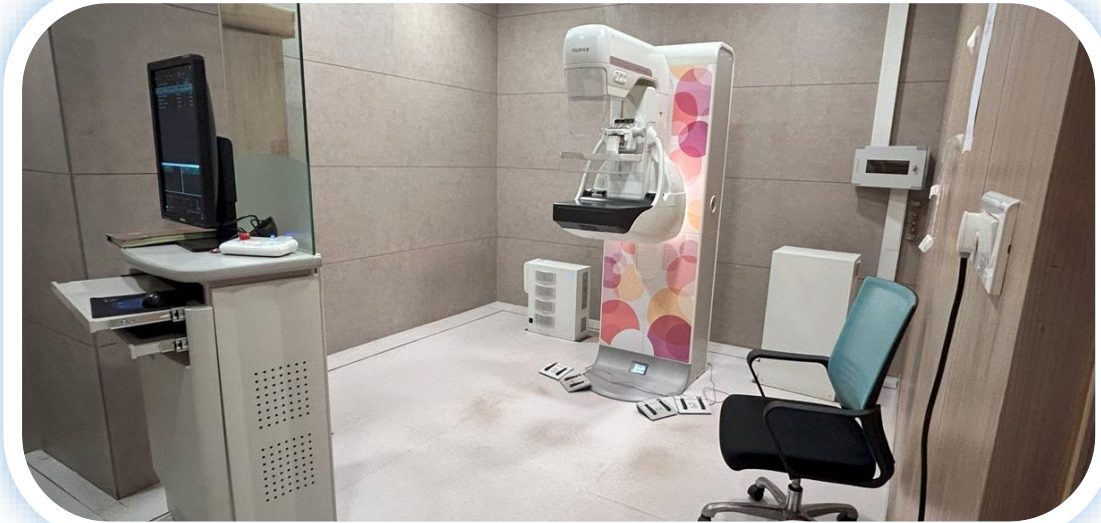
State-of-the-art Infrastructure (3/3)



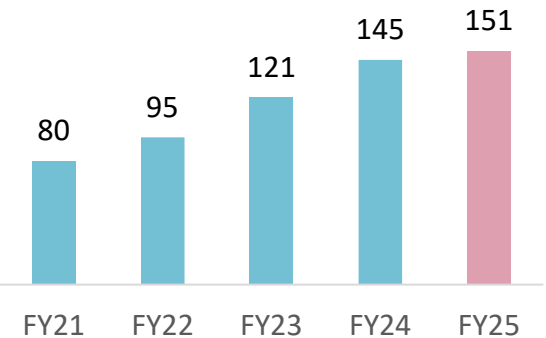
Advanced Equipment in Place to Deliver High Quality Services (1/2)



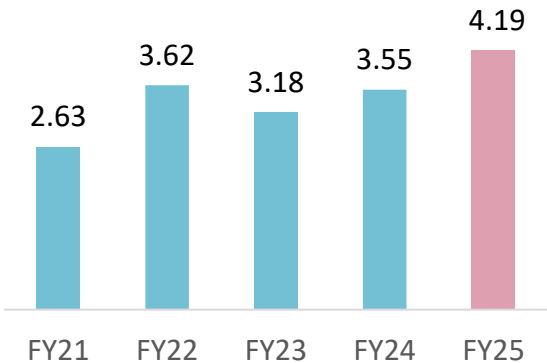
Advanced Equipment in Place to Deliver High Quality Services (2/2)



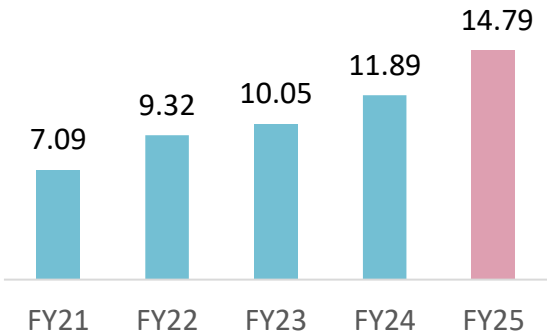
Diagnostic Centre (Nos)



Footfalls (Mn)

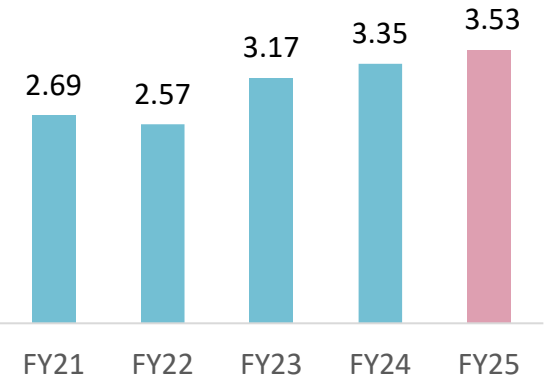


Tests Performed (Mn)

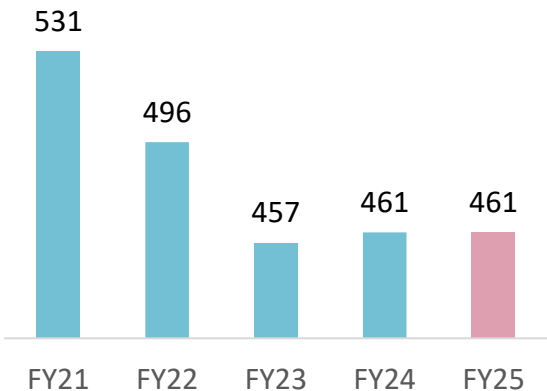


Test per Footfall (Nos)

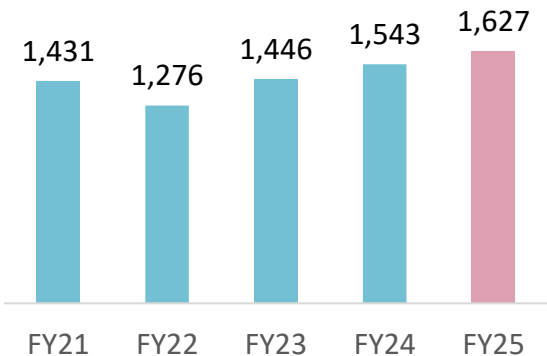
Impact of COVID-19



Revenue per Test (INR)

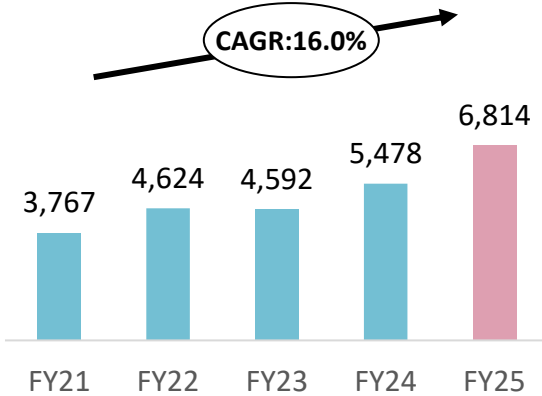


Revenue per Footfall (INR)

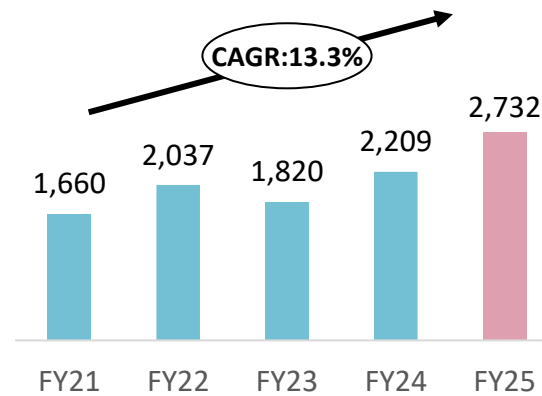


Consistent Financial Performance

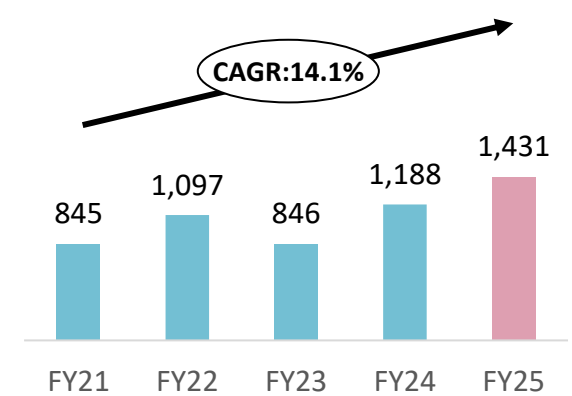
Revenue



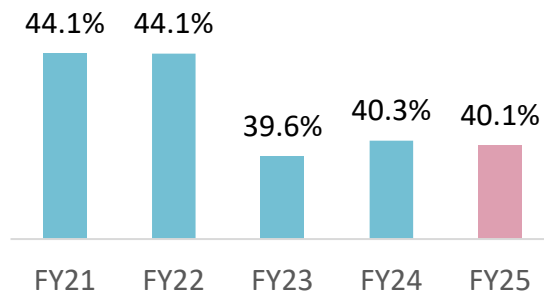
EBIDTA



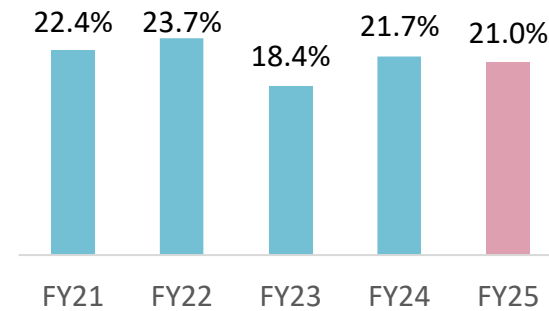
PAT



EBIDTA Margin (%)

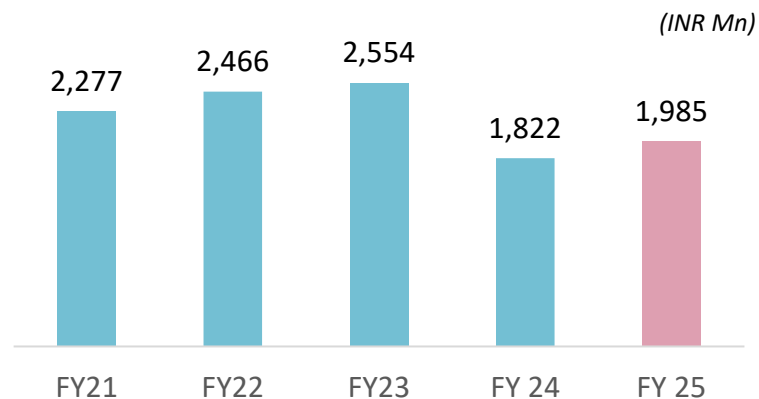


PAT Margin (%)

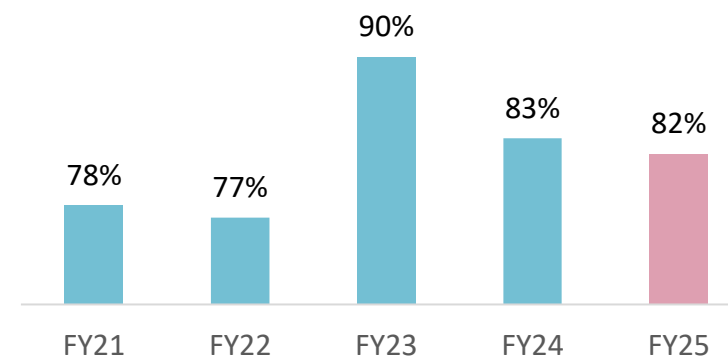


Integrated business model with high B2C concentration (~93%) and a strong brand recall has resulted in Industry leading margins

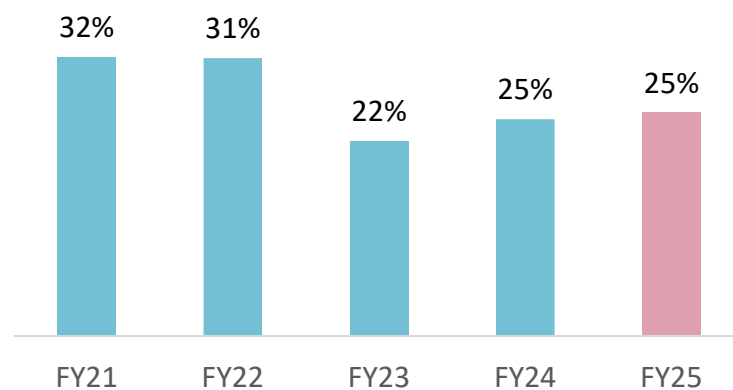
Surplus Cash



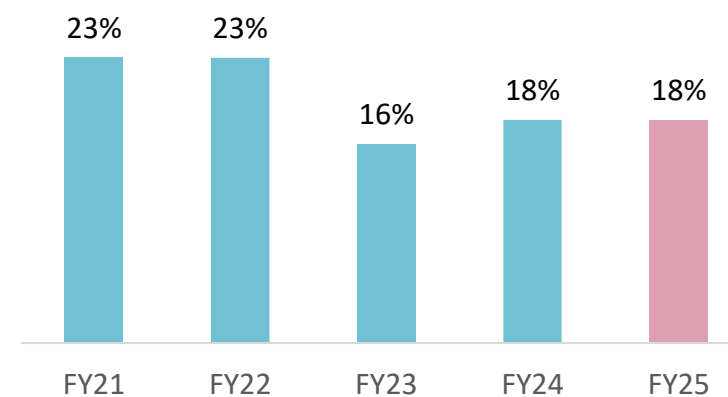
CFO ⁽¹⁾ / EBITDA (%)



RoCE Pre-Tax ⁽²⁾ (%)



RoE (%)



1. CFO = Cash flow from Operations

2. ROCE (Pre-tax): PBIT ex Other income / (Networth + Long Term Debt)

Consolidated Profit & Loss Account

(INR Mn)

Particulars	FY21	FY22	FY23	FY24	FY25
Revenue from operations	3,767	4,624	4,592	5,478	6,814
Cost of materials consumed	571	715	589	654	848
Employee benefits expense	574	707	785	902	1,122
Other expenses	962	1,165	1,398	1,712	2,113
EBITDA	1,660	2,037	1,820	2,209	2,732
EBITDA %	44.1%	44.1%	39.6%	40.3%	40.1%
Other income	118	128	142	208	183
Depreciation and amortization expense	505	527	617	570	706
EBIT	1,274	1,638	1,344	1,847	2,209
Finance costs	152	165	209	240	267
Profit before tax and exceptional items	1,121	1,474	1,135	1,607	1,942
Exceptional items	-	-	-	21	10
Profit before Tax	1,121	1,474	1,135	1,587	1,932
Tax expenses	270	367	283	390	494
Profit after Tax before Minority Interest	851	1,107	852	1,196	1,438
Minority Interest	6	10	5.8	8	7
Profit after Tax	845	1,097	846	1,188	1,431
PAT %	22.4%	23.7%	18.4%	21.7%	21.0%
EPS – Basic (INR)	8.28	10.76	8.29	11.62	13.95

Consolidated Balance Sheet

(INR Mn)

Assets	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
NON-CURRENT ASSETS	3,022	4,436	5,777	7,714	9,664
Property, plant and equipment	1,358	1,966	2,940	3,785	4,469
Capital work-in-progress	82	341	271	83	703
Goodwill	53	53	53	1,192	1,192
Other intangible assets	6	14	22	207	219
Right of use asset	1,260	1,672	2,223	2,235	2,768
Intangible assets under development	12	1	6	5	0
Financial assets					
- Investments	0	0	0	0	0
- Other financial assets	122	75	90	113	165
Deferred tax assets	61	89	83	29	0
Income tax assets	6	2	2	2	12
Other assets	61	223	85	62	136
CURRENT ASSETS	2,388	2,698	2,757	2,113	3,073
Inventories	26	43	20	52	49
Financial assets					
- Investments	276	542	1,390	1,091	1,846
- Trade receivables	64	98	95	162	148
- Cash and cash equivalents	67	110	242	222	128
- Bank balances other than Cash and cash equivalents	1,876	1,813	922	508	361
- Loans	0	0	0	0	0
- Other financial assets	52	51	36	31	478
Other current assets	27	41	51	46	62
TOTAL ASSETS	5,409	7,135	8,534	9,828	12,736

Equity & Liabilities	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
EQUITY	3,592	4,695	5,466	6,599	7,993
Equity share capital	45	102	102	102	103
Instruments entirely equity in nature	-	-	-	-	-
Other equity	3,547	4,593	5,364	6,497	7,890
Non-Controlling Interest					
NON-CURRENT LIABILITIES	1,377	1,778	2,406	2,500	3,119
Financial liabilities					
- Borrowings	33	0	0	0	0
- Lease liabilities	1,265	1,703	2,330	2,391	2,964
- Other financial liabilities	2	0	0	0	0
Provisions	77	74	71	106	99
Other liabilities	1	1	5	3	3
Deferred tax liabilities	-	-	-	-	53
CURRENT LIABILITIES	440	661	662	729	1,625
Financial liabilities					
- Borrowings	12	6	0	0	0
- Lease liabilities	101	126	145	201	232
- Trade payables	222	216	277	329	330
- Other financial liabilities	61	248	140	114	925
Income tax liabilities	16	9	24	12	35
Provisions	7	21	40	32	60
Other current liabilities	20	35	36	40	44
TOTAL EQUITY AND LIABILITIES	5,409	7,135	8,534	9,828	12,736

Consolidated Cash Flow Statement

(INR Mn)

Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Cash Flow from Operating Activities					
Profit before Tax	1,121	1,474	1,135	1,587	1,932
Adjustment for Non-Operating Items	534	572	683	599	786
Operating Profit before Working Capital Changes	1,655	2,046	1,818	2,186	2,720
Changes in Working Capital	-46	-67	90	-14	-74
Cash Generated from Operations	1,609	1,979	1,908	2,172	2,644
Less: Direct Taxes paid	-312	-399	-262	-339	-399
Net Cash from Operating Activities	1,297	1,580	1,646	1,833	2,245
Purchase and construction of property, plant and building (net)	-312	-1,223	-1,248	-880	-955
Acquisition of subsidiary	-	-	-	-1,475	-
Investments (net)	-1,033	-127	734	530	-893
Others	47	120	887	401	29
Cash Flow from Investing Activities	-1,298	-1,231	-1,096	-1,423	-1,819
Cash Flow from Financing Activities	-488	-306	-419	-445	-520
Net increase/ (decrease) in Cash & Cash equivalent	-489	44	131	-36	-94
Cash & Cash Equivalents at the beginning of the period	556	67	110	258	222
Cash & Cash equivalents at the end of the period	67	110	242	222	128

Surplus Cash

Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Investments*	335	542	1,390	1,092	1,846
Cash and cash equivalents	67	110	242	222	128
Bank balances other than Cash and cash equivalents**	1,876	1,813	922	537	843
Less: Deferred Capital Creditors					750
Total	2,277	2,465	2,554	1,851	2,067

*Current investments + investments with maturity more than 12 months (part of other non-current financial assets)

** Includes all the fixed deposits



**VIJAYA
DIAGNOSTIC
CENTRE**

Thank You

For further information please contact:

Mr. Dhiren Gala
AGM - Strategy & Investor Relations
+91 90598 93206

dhiren.g@vijayadiagnostic.in
ir@vijayadiagnostic.in

www.vijayadiagnostic.com

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