

Vimta Labs Limited

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VLL\SE\083\2023-24
Date: 31.01.2024

Listing Centre
B S E Limited
P J Towers, Dalal Street
Mumbai: 400001
Scrip Code No.524394

Asst Vice President
National Stock Exchange of India Limited
“Exchange Plaza”, Bandra
Kurla Complex, Bandra (E)
Mumbai – 400051
Trading Symbol: VIMTALABS

Dear Sirs,

Reg: Investor Presentation -Q3 results – FY 2023-24

Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “Listing Regulations”) we are attaching herewith the Investor Presentation.

Further, pursuant to Regulation 46 of the Listing Regulations, the aforesaid information will be available on the website of the Company i.e., <https://vimta.com/investor-presentation/>

This is for your information and necessary records.

Yours faithfully,
for VIMTA LABS LIMITED

Sujani Vasireddi
Company Secretary



Attachments: as above.

Vimta Labs Limited

Investor Presentation
Q3 & 9M FY24



Disclaimer

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global industries that we serve, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employees have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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01

Q3 & 9M FY24 Highlights

Q3FY24 Earnings Highlights

- Total Income for Q3FY24 was at Rs. 826 Mn a growth of 5.2% YoY
- EBITDA for Q3FY24 was Rs. 227 Mn; EBITDA margin was at 27.5%
- Q3FY24 PAT was at Rs. 101 Mn
- Basic EPS in Q3FY24 was Rs. 4.6

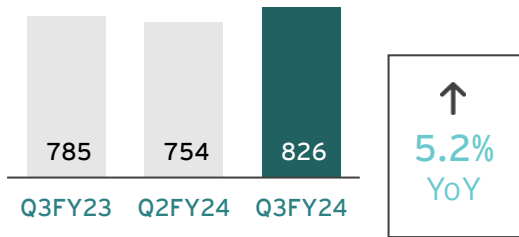
9MFY24 Earnings Highlights

- Total Income for 9MFY24 was at Rs. 2,421 Mn
- EBITDA for 9MFY24 was Rs. 659 Mn; EBITDA margins at 27.2%
- 9MFY24 PAT was at Rs. 287 Mn
- Basic EPS was Rs. 12.9 in 9MFY24
- Cash flow From Operations at Rs. 575 Mn for 9MFY24; 9MFY24 Capex at Rs. 628 Mn
- Cash and Cash equivalents at Rs. 325 Mn as of 31st December 2023
- Debt to Equity ratio 0.05x

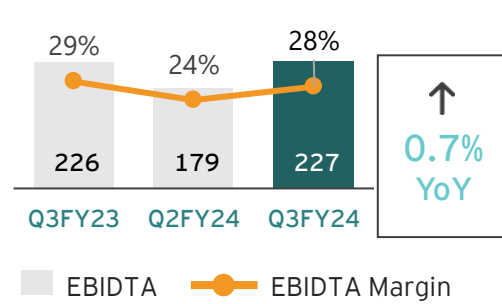
Key Metrics: Q3 & 9MFY24

Q3FY24 SNAPSHOT

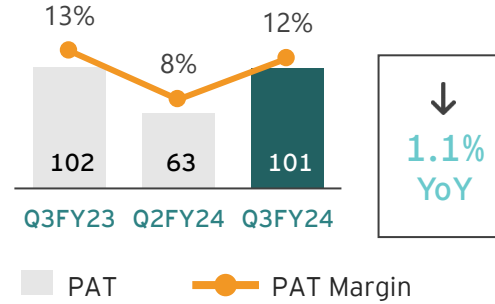
Total Income¹ (In ₹ Mn)



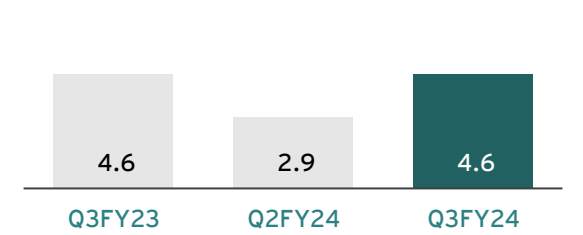
EBIDTA & EBIDTA Margin¹ (In ₹ Mn, %)



PAT & PAT Margin¹ (In ₹ Mn, %)

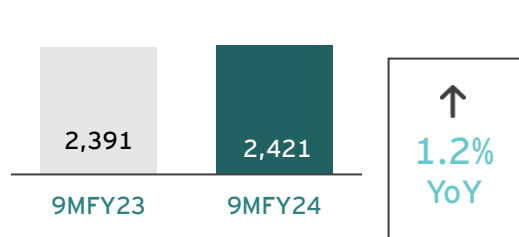


Basic EPS (In ₹)

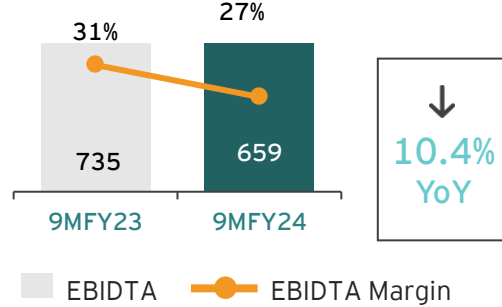


9MFY24 SNAPSHOT

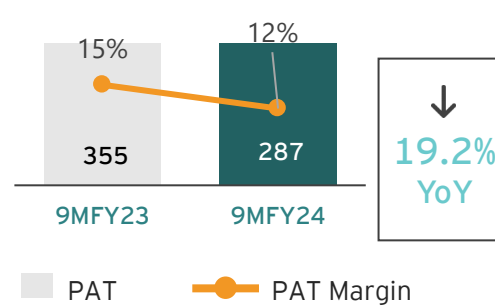
Total Income¹ (In ₹ Mn)



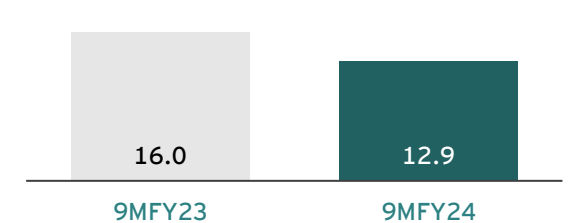
EBIDTA & EBIDTA Margin¹ (In ₹ Mn, %)



PAT & PAT Margin¹ (In ₹ Mn, %)



Basic EPS (In ₹)

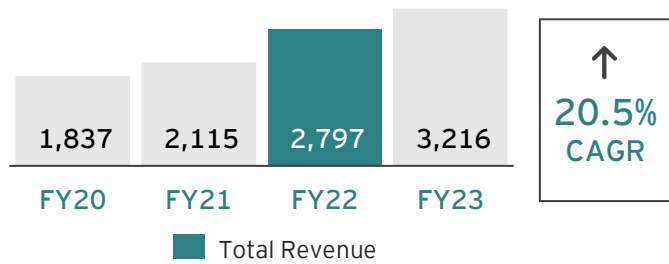


Profit & Loss Statement

Particulars (₹ Mn)	Q3 FY24	Q3 FY23	YoY (%)	Q2 FY24	QoQ(%)	9M FY24	9M FY23	YoY (%)
Revenue from Operations	817	774	5.6%	734	11.3%	2,386	2,364	0.9%
Other Income	9	11		20		35	28	
Total Income	826	785	5.2%	754	9.4%	2,421	2,391	1.2%
Material and Testing Costs	197	173		182		583	529	
Cost of lab setup	0	15		0		2	19	
Changes in inventories of work-in-progress	0	0		0		0	0	
Employee benefits expense	255	231		253		755	691	
Other expenses	146	141		139		421	417	
Total Expenses	598	559		575		1,762	1,656	
EBIDTA	227	226	0.7%	179	26.9%	659	735	-10.4%
<i>EBIDTA (%)</i>	27.5%	28.8%		23.8%		27.2%	30.7%	
Finance costs	5	7		6		16	24	
Depreciation expense	87	78		89		261	227	
Profit before tax	135	141	-4.1%	84	61.0%	382	484	-21.2%
<i>PBT (%)</i>	16.4%	17.9%		11.1%		15.8%	20.3%	
Tax	34	38		21		95	130	
Profit for the year	101	102	-1.1%	63	60.1%	287	355	-19.2%
<i>PAT (%)</i>	12.3%	13.0%		8.4%		11.8%	14.8%	
Basic EPS (INR)	4.6	4.6	-1.2%	2.9	59.9%	12.9	16.0	-19.4%

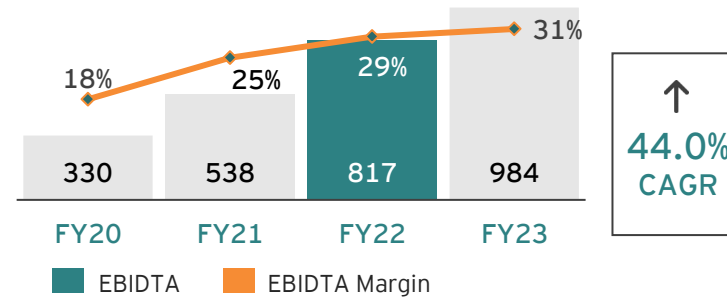
Financial Track Record

TOTAL INCOME (₹ Mn)

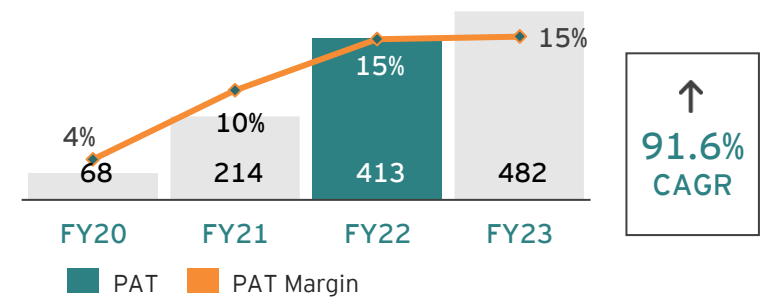


PROFITABILITY (₹ Mn)

EBITDA & EBITDA Margin

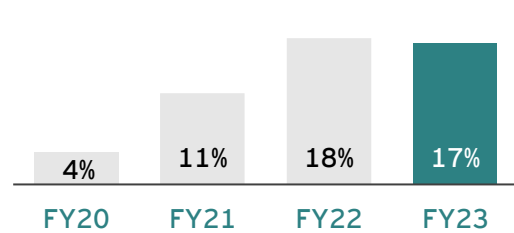


PAT & PAT Margin

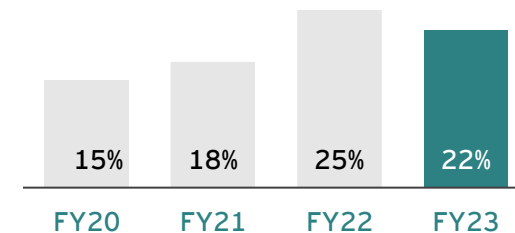


BALANCE SHEET RATIOS

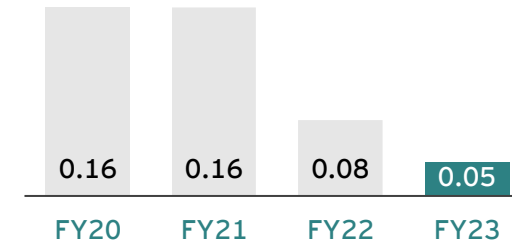
RoE (%)



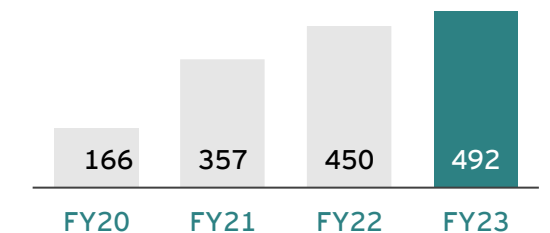
RoCE (%)



Debt to Equity

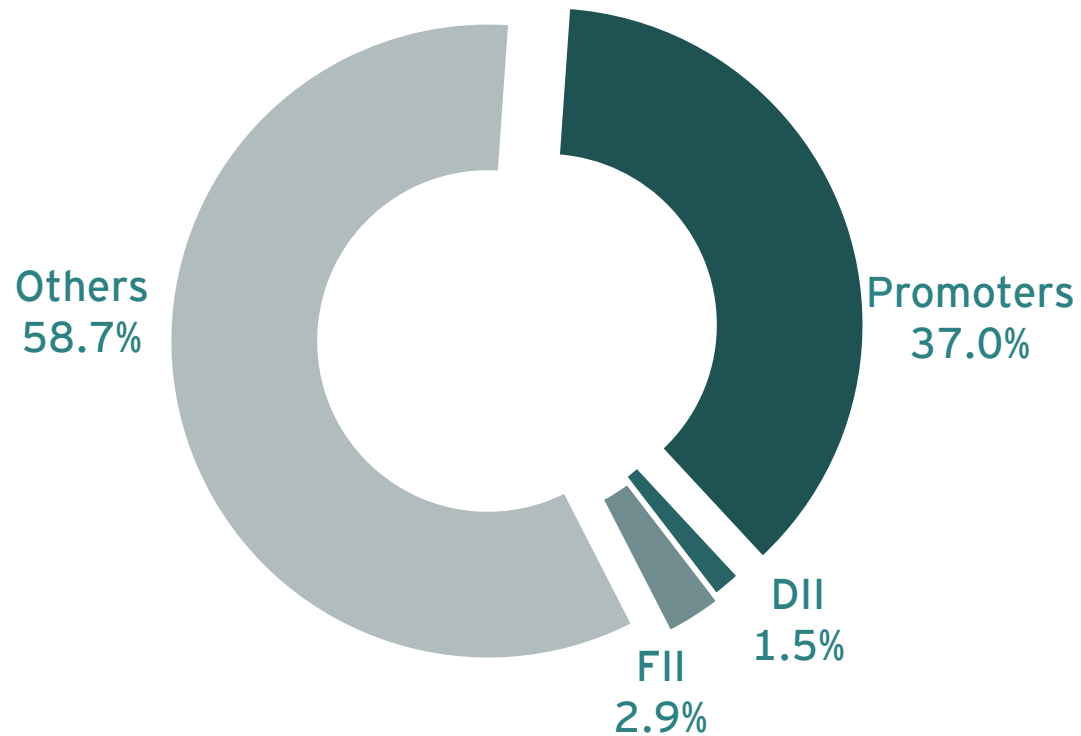


Total Capex



Shareholding Pattern

Shareholding as on 31st December 2023



Share Information as on 31st December 2023

NSE Ticker	VIMTALABS
BSE Ticker	524394
Market Cap (INR Cr)	895
% free-float	63.02%
Free-float market cap (INR Cr)	564
Total Debt (INR Mn)	157
Cash & Cash Equivalents (INR Mn)	325
Shares Outstanding	2,21,65,365
3M ADTV (Shares)*	66,241
3M ADTV (INR Cr)*	3.01
Industry	TIC

*Source: NSE & BSE

#Cash and Cash equivalents includes other bank balances

Company Overview

- Vimta Labs at a Glance
- Our Journey
- Services
- Geographical Presence
- Management
- Accreditation

02

Vimta Labs at a Glance

Established in 1984, VIMTA is one of India's most renowned companies for contract research and testing, recognized for its high quality, cutting edge technology enabled wide spectrum, reliable services and vast experience. The company's broad capabilities span across biologics, small molecules, agro-chemicals, food & beverages, electronics, clinical diagnostics, medical devices, home and personal care products, and environment testing.

39+ Years

Of experience in CRTO industry

400,000+

Sq.ft. of Ultra modern lab space

3,216

FY23 Total Revenue
(In ₹ Mn)

↑ **14.9%**
YoY

1,400+

Dedicated Multi Disciplinary Team

75+

Successful Regulatory Audits

984

FY23 EBIDTA
(In ₹ Mn)

30.6%

EBIDTA MARGIN

↑ **20.3%**
YoY

19

Regional & Satellite labs across India

#1

- In India:
- Pharma Analytical & Preclinical Services
 - Food Testing Services

482

FY23 PAT
(In ₹ Mn)

15.0%

PAT MARGIN

↑ **16.6%**
YoY

Our Journey



Year	Infrastructure	People	Investment	Capabilities	Revenues
2023	400,000+ ft ²	1400+	492 M	Pharma & Biopharma: Discovery & development services; Food; Environment; Clinical Diagnostics; Electronics	3,216 M
2015	400,000+ ft ²	1000+	580 M	Analytical - Pharma, Biopharma & Food; Clinical Research; Preclinical; Clinical Diagnostics; Environment	1,073 M
2006	200,000+ ft ²	600+	992 M	Clinical Research; Environment; Analytical - Food & Pharma	542 M
1992	50,000+ ft ²	150+	85 M	Environment; Analytical - Food & Pharma; Toxicology; Material testing; Clinical Research	16 M
1984	500 ft ²	6	200,000	Minerals & ores; Metals; Rice bran oil testing	156,000

- Investment & Revenues in INR
- Investments depicted may have spread across more than the denoted year

Our Offerings (1/3)

Drug discovery and development support to Lifesciences Industry

Food & Agriculture Services

Electronics & Electricals Testing

Clinical Diagnostics

Environment Testing & Consultancy

Offerings

Pharma Analytical

Clinical Research

Preclinical Support

Industry

Pharmaceuticals

Pharmaceuticals

Pharmaceuticals, Biotech, Medical device, Agrochemicals

Accreditations & Regulatory Approvals

DCGI, USFDA, WHO, NPRA, UK MHRA and other European countries

Good Laboratory Practices (GLP) - certified by NGCMA, and AAALAC accredited

Services

➤ **Leader in India** for a wide range of **analytical services** for the pharmaceutical, biopharmaceutical and animal health industries.

- | | |
|------------------------|-----------------------------|
| ➤ E&L studies | ➤ Physical characterization |
| ➤ Stability testing | ➤ Dissolution testing |
| ➤ Method development | ➤ Microbiology |
| ➤ Validations | ➤ Immunogenicity |
| ➤ Genotoxic impurities | ➤ Characterization |
| ➤ Elemental analysis | ➤ Bioassays |
| ➤ In vitro studies | |

- One of India's most **reputed and reliable CROs**
- Experience of over **2,000 clinical studies**
- **Impressive track record** of successful global regulatory audits from national and international regulatory authorities.

- General and Genetic toxicology
- Safety pharmacology
- Development and Reproductive Toxicology (DART) studies
- Immunotoxicology
- **Comprehensive pharmacological** and drug metabolism and **pharmacokinetic studies**
- Wide gamut of Toxicology services also support agrochemical and medical device industries

Our Offerings (2/3)

Drug discovery and development support to Lifesciences Industry

Food & Agriculture Services

Electronics & Electricals Testing

Clinical Diagnostics

Environment Testing & Consultancy

Offerings

No. of Laboratories

Accreditations & Regulatory Approvals

Services

Food Testing

8

FSSAI, NABL, BIS, APEDA, EIC, Spices Board

- VIMTA is a 'National Referral Lab' and a preferred laboratory partner for many MNCs, and also relied on by Government institutes for projects of national importance
- Routine as well as specialized testing services for food and agriculture products to assist with R&D, regulatory compliance, trade and internal quality requirements
- Support new product development, and offer multifarious analytical services for:
 - The feed that sustains animal life
 - Crops yielded by various soils
 - All varieties of food and food products for consumption/export
 - Milk, water and beverages
 - Nutraceuticals

Electronics & Electricals Testing

1

ISO 17025 accredited by NABL and approved by TEC

- Newly launched EMI / EMC services cater to IT, automotive, aviation & defence, medical devices, telecom, home appliance / consumer electronics and allied industries
- Services provided are EMI / EMC TESTING, Radiated, Conducted, Environmental testing, Mechanical & electrical safety testing, Performance testing, Product certification
- The non EMI / EMC services are rendered through our wholly owned subsidiary, Emtac Laboratories Pvt. Ltd

Our Offerings (3/3)

Drug discovery and development support to Lifesciences Industry

Food & Agriculture Services

Electronics & Electricals Testing

Clinical Diagnostics

Environment Testing & Consultancy

Offerings	Clinical Diagnostics	Environment Testing & Consultancy		
No. of Laboratories	2 (regional reference laboratories); 6 (branch laboratories)	NA		
Accreditations & Regulatory Approvals	ISO 15189 by NABL, CAP	MoEF, ISO 17025 by NABL, QCI/NABET, OSHAS 45000		
Services	<ul style="list-style-type: none"> ➤ Strong brand equity and a pan India presence offering both routine and specialized diagnostic services ➤ The hallmarks of our clinical diagnostics services are stringent quality systems, latest technologies and committed customer care ➤ Clinical diagnostics range: <ul style="list-style-type: none"> ➤ Biochemistry ➤ Haematology ➤ Molecular biology ➤ Microbiology ➤ Histopathology / Cytopathology ➤ Serology ➤ Cytogenetics 	<ul style="list-style-type: none"> ➤ Environment Impact Assessments and Environment Testing since inception. Provide our services to various industries such as power, infrastructure, steel, cement, oil & gas, mining, pharmaceutical, food, chemical etc. ➤ Our Services: <table border="0" style="width: 100%;"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> ➤ Testing of water, waste water, air, soil, noise ➤ Post-project monitoring, environment compliance studies ➤ EIA & social impact assessments ➤ Deep-ocean studies, marine ecological studies ➤ Forestry and ecological studies ➤ Rejuvenation & clean-up consultancy </td> <td style="vertical-align: top;"> <ul style="list-style-type: none"> ➤ Ground water studies & contamination studies ➤ Site due diligence, remediation strategies ➤ Social sustainability, climate change and environmental education projects ➤ Mining plan preparation ➤ EHS audits ➤ Work space monitoring etc. ➤ Green Audit </td> </tr> </table> 	<ul style="list-style-type: none"> ➤ Testing of water, waste water, air, soil, noise ➤ Post-project monitoring, environment compliance studies ➤ EIA & social impact assessments ➤ Deep-ocean studies, marine ecological studies ➤ Forestry and ecological studies ➤ Rejuvenation & clean-up consultancy 	<ul style="list-style-type: none"> ➤ Ground water studies & contamination studies ➤ Site due diligence, remediation strategies ➤ Social sustainability, climate change and environmental education projects ➤ Mining plan preparation ➤ EHS audits ➤ Work space monitoring etc. ➤ Green Audit
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Geographical Presence

Headquartered in Hyderabad, VIMTA has 19 laboratories across India, with a total laboratory space of over 400,000 sq. ft.



Hyderabad (Headquarters)

-  **Food**
-  **Clinical Diagnostics**
-  **Pharma**
-  **Electronics & Electrical**
-  **Environment**

Food

Ahmedabad
Noida
Mumbai (NFL)
Pune
Bengaluru
Nellore
Kolkata

Environment

Chennai
Noida
Kolkata

Clinical Diagnostics

Chennai	Bhubaneswar
Delhi	Visakhapatnam
Varanasi	Vijayawada
Kolkata	Tirupati

Key Management Team



S P Vasireddi
Executive Chairman

Dr. S P Vasireddi is a Scientist - Technocrat - Entrepreneur having more than 45 years of experience in contract research and testing laboratory management. He is the founder and Chairman of VIMTA.

Dr. Vasireddi is reckoned as the pioneer of CRO industry in India. He led VIMTA from a single bench laboratory to a wide spectrum, globally recognized CRTO. In recognition of his eminence in CRO & Testing industry he is/has been nominated as a member on the Advisory/ Governing Boards of several apex scientific and regulatory bodies of the country such as FSSAI, NABL etc.



Harita Vasireddi
Managing Director

Harita has close to 25 years of experience in the TIC/CRO industry with track record of growth and profitability.

Her Core competencies include management & driving organizational adaptability and development, quality management systems, and risk management.

She holds an MBA in Operations Management from Boston College, USA; and is a B.Pharm graduate from Mysore university, India



Sreenivas Neerukonda
Executive Director

Sreenivas's core competencies include strategic planning and execution, new service opportunities development, communication and relationship building, competitive intelligence, and fostering strong team relations to deliver goal oriented performance.

He holds an MBA in Management Information Systems, University of Oklahoma, USA; B.Pharm, Nagpur University, India.

Key Management Team (Cont'd)



Harriman Vungal
Executive Director - Operations

Harriman was inducted to the Board as one of the Promoter Directors in 1990 and was appointed as Technical Director of the Company in 1992. He has extensive lab operations management experience and is a go to senior resource on GXP's.

He has led the Company's effort in building state of the art IT infrastructure, systems and their compliance to applicable regulations.

He holds D. Tech in Electronics from Toronto, Canada.



Suresh Kumar
President

Suresh have more than two decades of experience in Testing, Inspection, Certification and Contract Research Organization with diversified products and industries.

He was with TUV SUD South Asia as Chief Operating Officer and Member of Board of Management before Joining VIMTA

He holds B.Sc (Tech) from ICT Mumbai and B.Sc (Polymer Chemistry) from Kerala university .



Narahari Naidu D.R.
Chief Financial Officer

Narahari has close to 15 years of experience in diversified industries.

His core competencies include Financial Planning, Corporate Strategy, Fund raising, Banking & Treasury, Taxation, Investor Relations, Enterprise Risk Management, Compliance & Governance, Financial Reporting & Audit, Procurement Strategies.

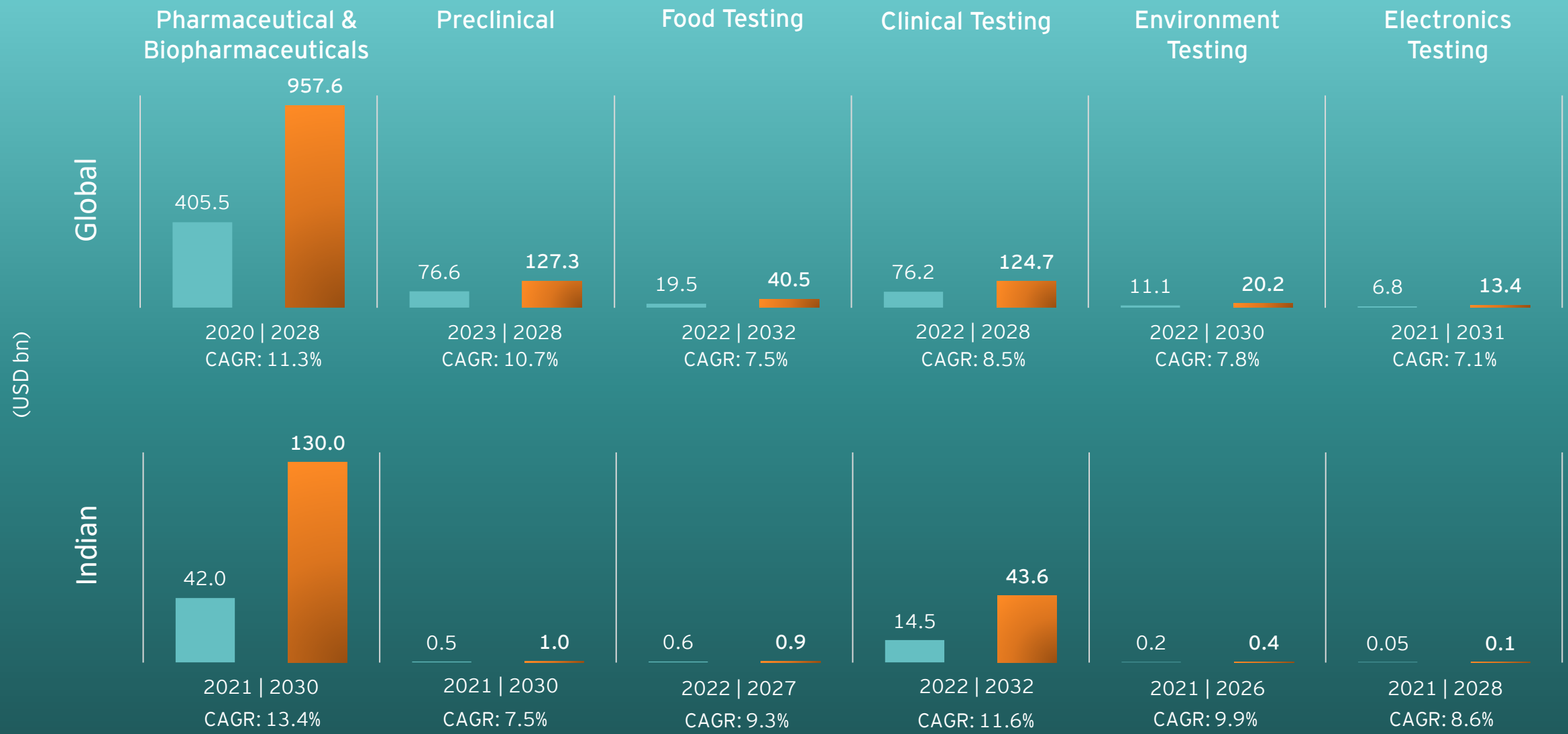
He is a Chartered Accountant (CA) and a Company Secretary (CS).

Industry Landscape

- Market Opportunity
- Factors Driving Industry Growth

03

Markets Opportunity



Factors Driving Industry Growth

Drug Discovery & Development

Increasing demand for new drug innovations, growth in biologics and vaccine products development, and increasing regulations in pharma and biotech industry

Specialized knowledge, skills and testing tools that CROs can provide

Food Testing

Growing international food regulations, evolving Indian food safety regulations, growing world population, and increasing demand for independent third-party inspection & testing

Electrical & Electronics Testing

Surge in demand for certification services of electrical & electronic products, growing defence budgets and make in India initiatives

Green push by Government for electrical vehicles

Environment Testing

Increase in regulations to address the growing concerns of air, water and soil contamination

Diagnostics

Health risks from communicable diseases, life style diseases, growing population and urbanization is driving the demand for precise diagnostic testing

Growing demand in wellness segment

Our Competitive Advantage

- Our Position in the CRTO Landscape
- Our Strength

04

Our Position in the CRTO Landscape

1

Pharma Analytical & Preclinical

- #1 in India
- Customers - 90% of India top 20
- 30% revenues from overseas

2

Clinical Research

- Among the most reputed CROs in India
- 80% of revenues from overseas

3

Clinical Diagnostics

- Among leading labs in TS, AP, UP states

4

Food Testing

- #1 in India
- Customers - 70% of India top 10

5

Environment

- Among top 5 in India
- Customers - PSUs, large corporations across industries

6

Electronics & Electricals

- Start-up

Our Strengths

QUALITY

Long & successful regulatory track record - cGMP, GLP, GCP

CUSTOMER CENTRICITY

Long term partnerships with customers

INFRASTRUCTURE

Unparalleled lab infrastructure in the country. Gold LEED certified Vivarium

KNOWLEDGE

Multi-disciplinary, knowledgeable, skilled and trained manpower

TECHNOLOGY

Wide range of current technologies with expandable capacities



Way Forward

- Our Key Growth Drivers & Strategies

05

Our Key Growth Drivers & Strategies

Favourable markets	Core business strategies	Core operational strategies	Best practices
<ul style="list-style-type: none">✓ Growth momentum in markets✓ Growing demand for safe & quality - drugs, food, diagnostics, electronics & clean environment	<ul style="list-style-type: none">✓ Capacity expansions✓ Service innovations✓ Penetration into new markets✓ Customer partnerships	<ul style="list-style-type: none">✓ Operational excellence✓ Hiring right talent✓ Quality & compliance culture✓ Cutting edge technologies	<ul style="list-style-type: none">✓ Good corporate governance✓ Risk management✓ Listening to customers' needs✓ Continuous learning

We aspire to reach revenues of >Rs.500 cr by 2025/2026

Thank You

January 2024



VIMTA LABS LIMITED

Registered Office

Plot Number 142, IDA Phase 2
Cherlapally, Hyderabad
Telangana, India. 500051

NSE: VIMTALABS, BSE: 524394

ISIN: INE579C01029

Website: www.Vimta.com

INVESTOR RELATIONS AT



Vimta Labs Ltd.

Narahai Naidu Dodda, CFO
Narahai.Dodda@vimta.com



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Advait Bhadekar
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