



September 2018

... "n minds, n! knowledge"



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Overview

Our Vision...



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

Financial Technology

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



Healthcare

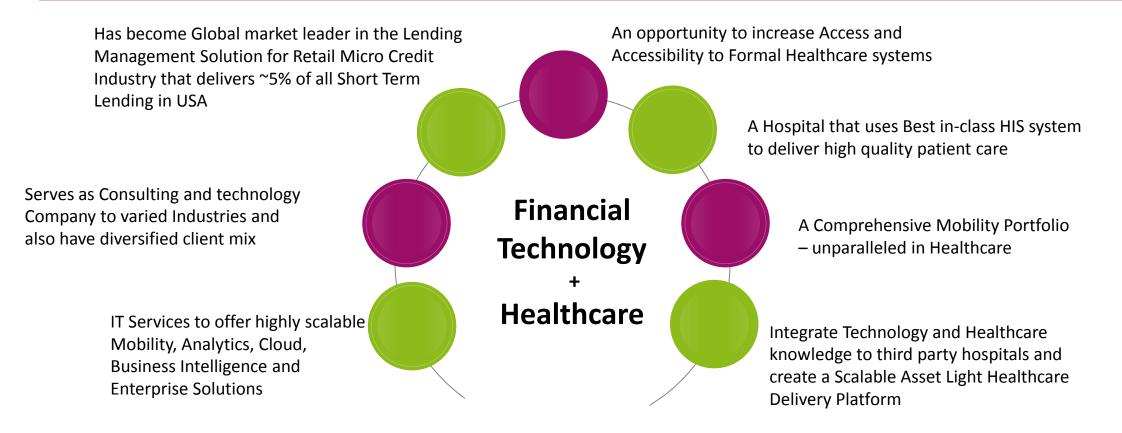
"To serve a Billion Patients"

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

Technology Driven Business Solutions...

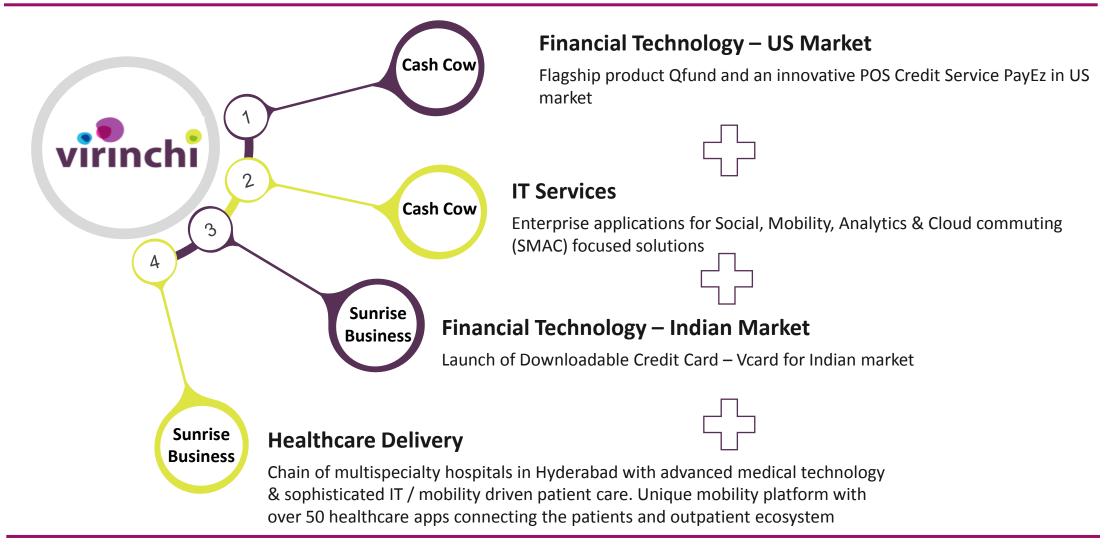




To be a Global Technology led Business Innovator in Healthcare & Financial Domain

Blend of Cash Cow & Sunrise Businesses











Vishwanath Kompella, Chairman Emeritus, Founder - Promoter

IIT Madras, First Generation Serial Entrepreneur with interests in ICT, Healthcare, Education, Life Sciences and Entertainment.

Commenting on the IT and Healthcare businesses,

"Fin-Tech & Health-Care, the two pillar domains of Virinchi are increasingly depending on Big-Data to achieve precision at an individual level and with responsible use of data, we see Virinchi transforming as a Data Science company with these two industries as prime focus, to deliver best returns to the Customer, Company & Capital in the immediate exciting future".



Management Team



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



G. Santi Priya

- Group CFO & Whole **Time Director**
- B.com, Grad CWA, ACA, DISA
- Has over 18 years of experience in the areas of auditing, corporate Finance and taxation



Vishal Ranjan Group Head, New **Businesses**

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



M.V. Srinivasa Rao **Group President**

- BE ECE (OU), IIM Ahmedabad
- 18+ years with Deloitte Touche Tohmatsu India
- Total experience of 26 years in management consulting, Strategy & operations and corporate finance



virinchi

Neeraj Kumar

Head, US Business Development

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

Management Team



President – New Revenues

- IIT Delhi, IIM Bangalore
- Ex-marketing head, Airtel. Sales Manager – Microsoft.
- 16+ years' in marketing & innovation
- Founder tiktik, India's first telecom comparison app

Amar Sivaji Pendyala CO0

- MS (IT), Liverpool-UK
- 18+ years in Development & Delivery of Enterprise IT Solutions
- Experience in Financial & Healthcare domains
- and Data Centre Architecture & Management
- Sr. Tech Consultant at Logica (now CGI) & UBS, UK
- CEO Chenetha Colour Weaves, a Social Enterprise

Arvind Hiremath CTO

- B.E (CSE)
- President Technology & Cofounder Ascepius Consulting Worked in GF Healthcare
- More than 22 years experience in Design & Development of global technology solutions including Enterprise Applications, Mobility, AI & ML and Cloud Solutions



- ACS, LLB
- Company Secretary, Chief Investors Relations Officer & Compliance Officer,
- 15+ Years of Experience in Corporate Laws, Secretarial matters, Corporate Restructuring and Fund Raising by Equity and Debt instruments.
- National 8th Rank holder in CS Final.

Suyog Desarda

AVP – New Business

- IIM Ahmedabad, CA (All India rank holder), Grad CS (All India rank holder, Silver medalist)
- 3.5 years of experience in Ernst & Young
- Total 6+ years of finance, tax and consulting experience











Management Team



Manu Jindal AVP, vCard

- IIM Calcutta
- BTech (ISM Dhanbad)
- Worked in Edtech,ecommerce and online directory companies



Abhirup Roy Sr Manager – New Business

- IIM Ahmedabad
- B.E. (IIEST, Rank holder)
- Multiple publications in Healthcare and Retail
- 2+ years experience across consulting and power sector



Vineet Mahajan

- Sr. Manager, Business Development
- IIM Calcutta, IIT Guwahati
- Enhanced distribution system efficiency for World No. 1 Medical Devices Company
- Operations experience in Renewable Energy Sector



Narendra Chouhan

Sr. Manager, Business Development

- IIT Bombay
- IIM Calcutta
- 3.5 years of experience in SAP Consulting
- Package Solution Consultant at IBM



Management Team - Healthcare: Clinical



Dr. NSVV Murty

Medical Director, Virinchi Hospitals

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



Dr. Vijay Yeldandi

Director, Virinchi Institute of Medical Research & Development

- MD, FACP, FCCP, FIDSA
- Clinical Professor of
- Medicine and Surgery University of Illinois at Chicago
- Faculty Center for Global Health University of Illinois at Chicago
- Faculty Public Health Foundation of India



Dr. Srinivas Samavedam

Clinical Director, Virinchi Hospitals

- MD, FRCP, MRCP, MHA
- 15+ years of Critical Care across leading organizations
- Director, Healthcare Quality, Healthcare Law & Ethics
- Senior Faculty Critical Care DNB Programs across India
- Secretary elect for Indian Society of Critical Care Medicine for 2019-20 & Secretary General elect thereafter



Dr. Charuta J Puranik

Director, Right to Science, Virinchi Hospitals

- MBBS, DNB (Ophthalmolgy), Cornea Fellowship LVPEI
- Consultant Ophthalmologist Cornea & Anterior Segment Specialist
- Expert in Cataract, Cornea and Anterior Segment surgeries
- Multiple research publications in Indian and International Journals



Management Team – Healthcare: Non Clinical



Srinivas Myana

Chief Marketing Officer Virinchi Hospitals

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



Dr. Amit Talwar

- VP Healthcare Delivery Virinchi Hospitals
 - MBBS, IIM Indore
 - ~10 years of healthcare strategy and process experience
- Strategy consultant at PwC
- Strategy Manager at Napier Healthcare



K. Sri Kalyan

Facility Director Virinchi Hospitals

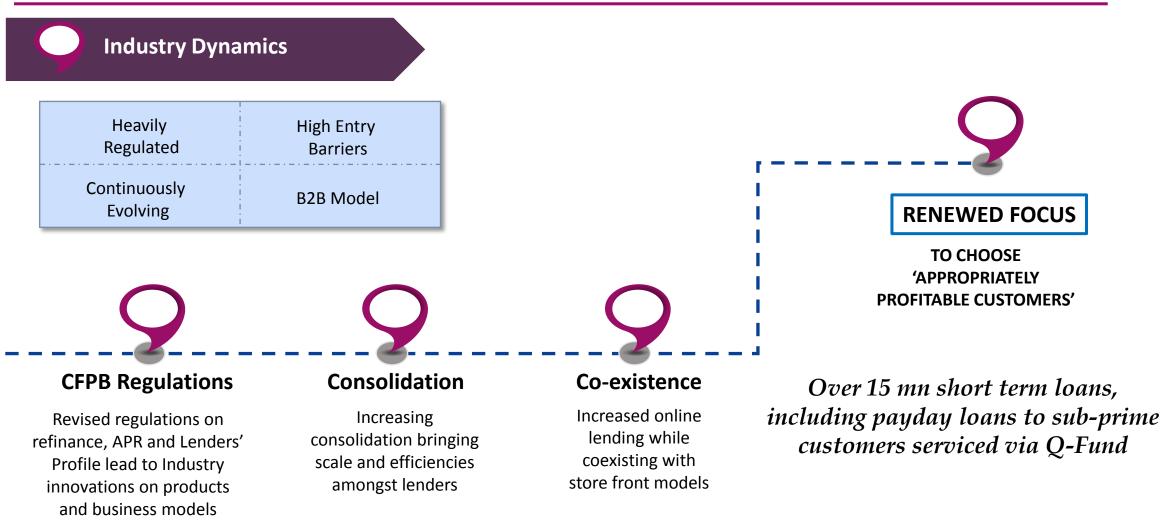
- B.E (Mech. Engg.), MBA (SCM)
- Experience in Tecumseh Products in Quality Assurance, Production and Project Mgt, has 4 years of Admin & Ops experience

IT Products

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

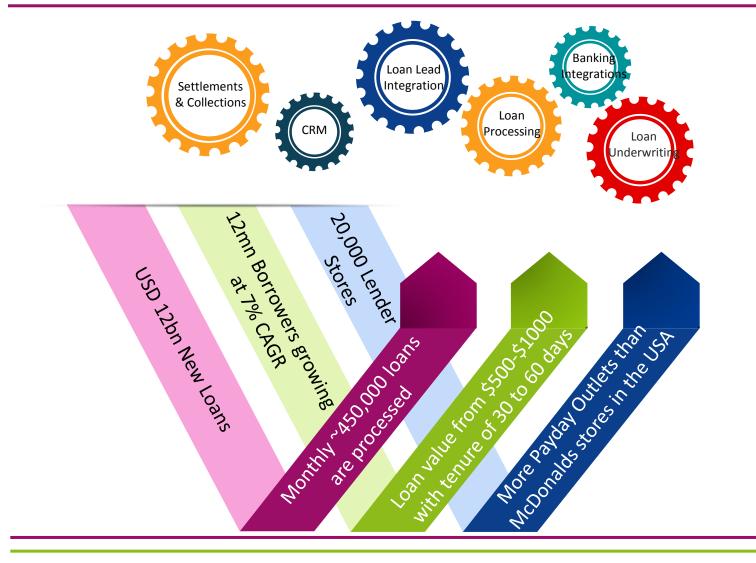


Retail Microfinance Industry in USA





Qfund : Flagship Lending Management System



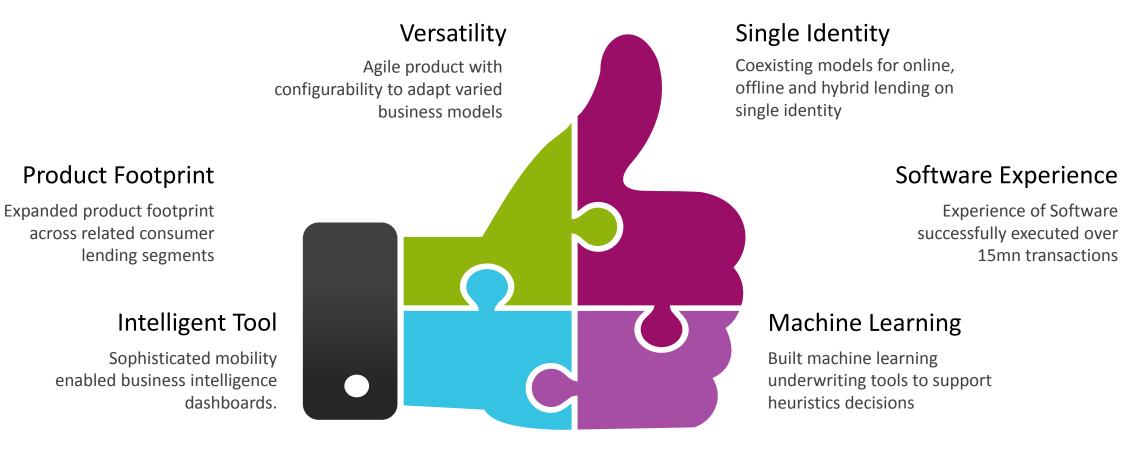
- We have 12 out 20 top clients from this space
- The 2nd largest in this segment is just 40% of our US based company. Thus cannot compete with scale or cost
- No competition from large Indian IT players as they prefer to stay away from small & niche assignments with steep learning curve
- Consolidation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

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Experience of Software

15mn transactions

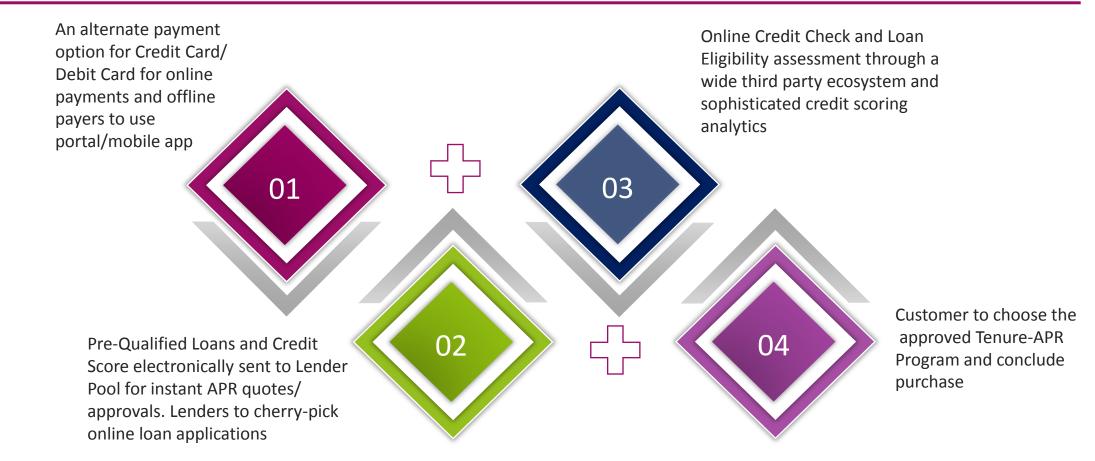
Qfund Strengths



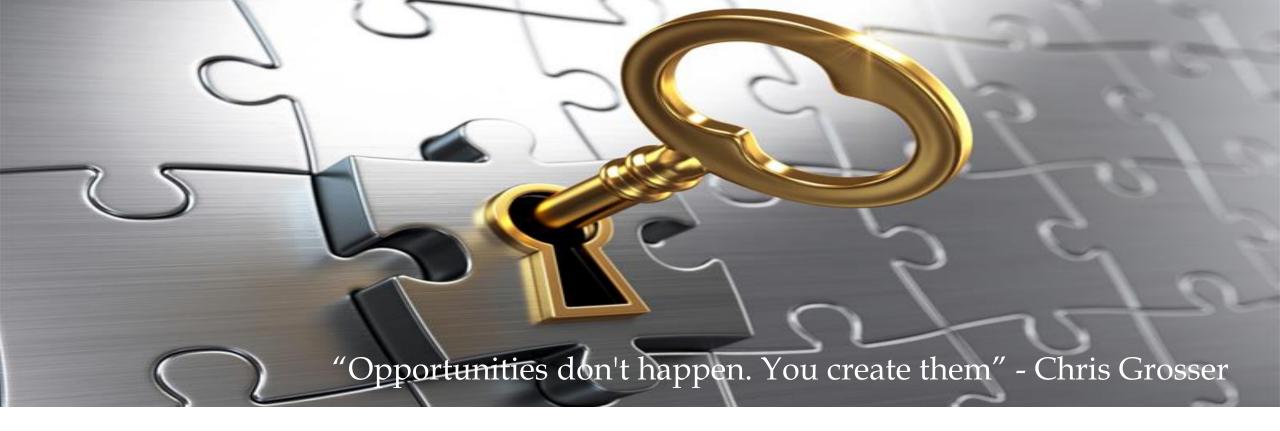
Global Market Leader in Lending Management Solution for Retail Micro Credit Industry



Adjacent Product launch with PayEz



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



IT Services

IT Services – Enterprise Applications & SMAC Focus **Virinchi**

Focus

IT Enabled Services



Strength

Six Competencies - Social, Mobility, Analytics, Cloud,

Package Product Services & Application Services

Client Mix

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

Goal

Critical cloud infrastructure supporting distributed operations

Diversified across technology, telecom

and banking sectors who account for

more than 50% of revenues

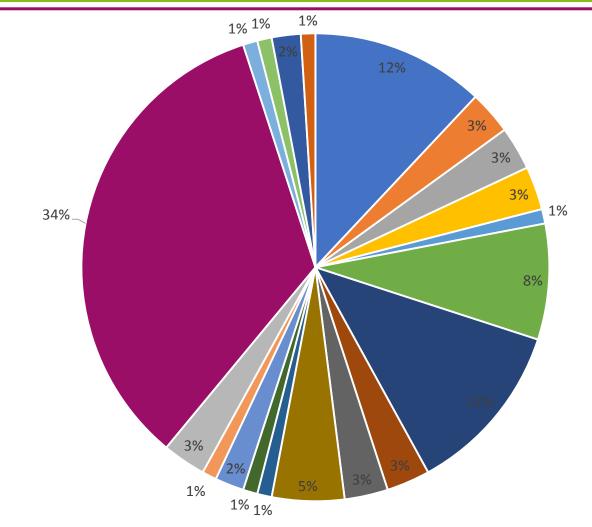
Revenue Growth

Services revenues grew six-fold in 24 months





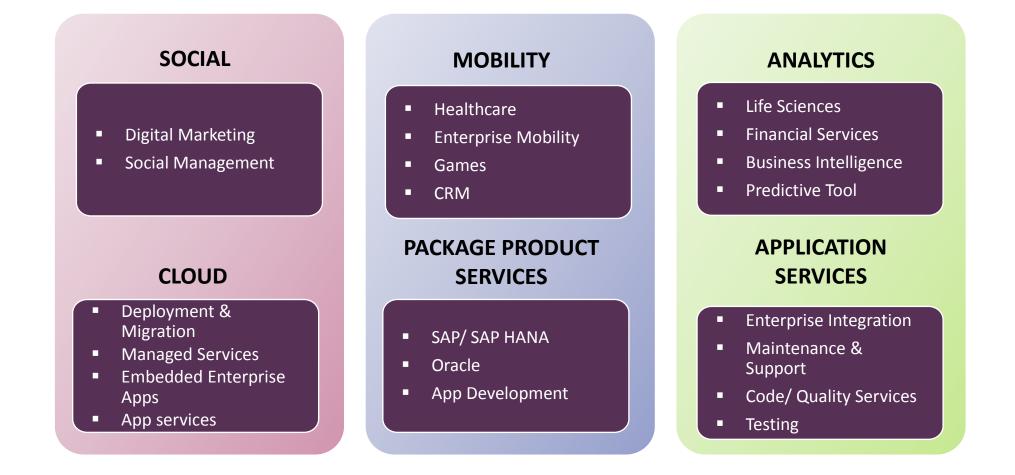
Diversified Client Portfolio



- Banking
- Consumer Products
- Consumer Products/F&B
- Education
- Engineering & Construction
- Healthcare & Life Science
- Housekeeping Services
- HR Solutions
- Insurance
- Manufacturing
- Mobility
- NGO
- Oil & Gas
- Power
- Retail/Appreal/Footwear
- Technology
- Telecommunication
- Telecommunications
- Transportation & Logistics
- Utilities, Consumer Durables

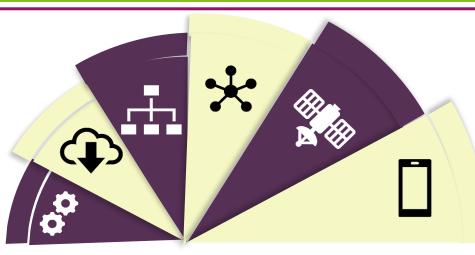
SMAC Focus Strategy







Our Approach to IT Business



Focus on Products & Services

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

Maintained Realisation

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

Offshore-driven approach

Our competence is built around quality onshore and offshore personnel

Domain Expertise

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

Unique Market Positioning

Presence in complex technology spaces insulated from commoditised competition

Healthcare Delivery

"A Goal without a Plan is Just a Wish"- By Jay Samit



Strategy to serve a Billion patients

Strong mobility backed business processes for

experience

replicable and scalable patient

Build 'the widest healthcare

mobility ecosystem'. Open API

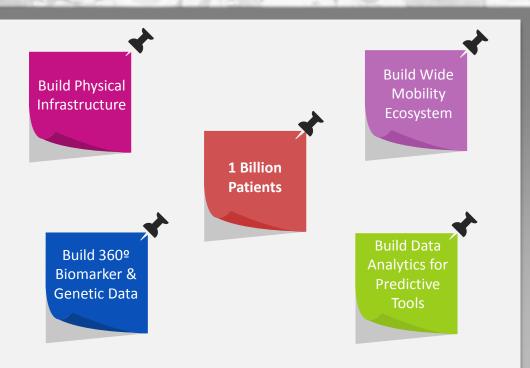
for new developer partnerships

Provide free cloud based Clinic

Hospital Information System

Management, Lab Management,

Asset Light Physical Hospital Infrastructure to scale from existing 800 beds



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

healthcare providers for managing healthcare delivery

Create quality transaction data and electronic medical records through ecosystem

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

Provide trained workforce to

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



To advance diagnosis and therapy as part of Right to Science; we offer stem cell-based therapies, organ regeneration, adoptive immune therapies, reconstruction surgeries, gene editing, fully guided surgeries, implants & transplants, 3D printed skeleton scaffolds, nanotechnology for disease detection, drug delivery and cell/tissue corrections among others What works for you based on your genetic construct may not work for others. We provide with predictive diagnosis to reduce the incidence of disorders, enhance treatment specificity, reduce relapse and reduce overall treatment burden Choice is to study few parameters and treat based on population statistics or study all parameters to give a personalized treatment

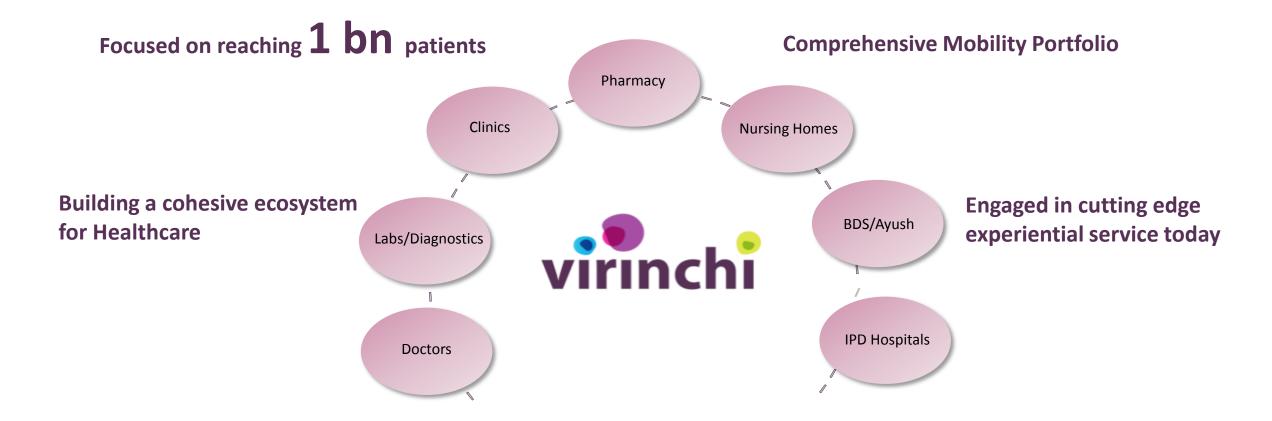
Engaging 'Technology and Big Data' to offer life saving therapies and diagnosis



Integrating IT with Healthcare Delivery...





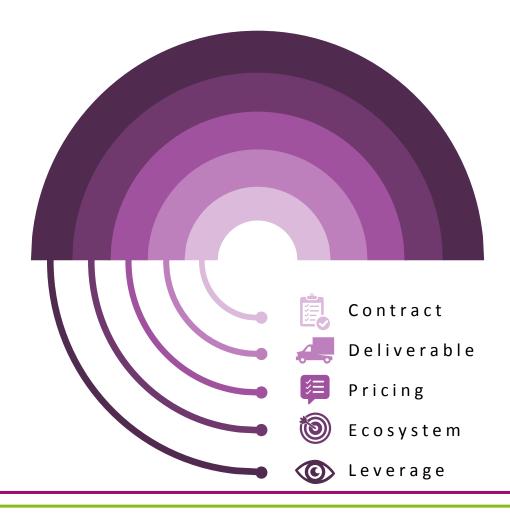


In-house Mobility Expertise leveraged to Provide unmatched Patient Experience

Steps towards serving a billion patients...



Out Patient Eco System Project in Uttar Pradesh



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

Creating an un-paralleled Healthcare Delivery system



Virinchi Hospitals

The 600 bed High End Facility in Flagship hospital in Banjara Hills being commissioned in phases.

- Phase 1- main block, consisting of 350 beds commissioned in Nov 2016.
- Phase 2 In June 2018, announced commencement of project work for Economy block - 150 beds and Oncology block - 100 beds

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

Achieve EBITDA Breakeven in 2018

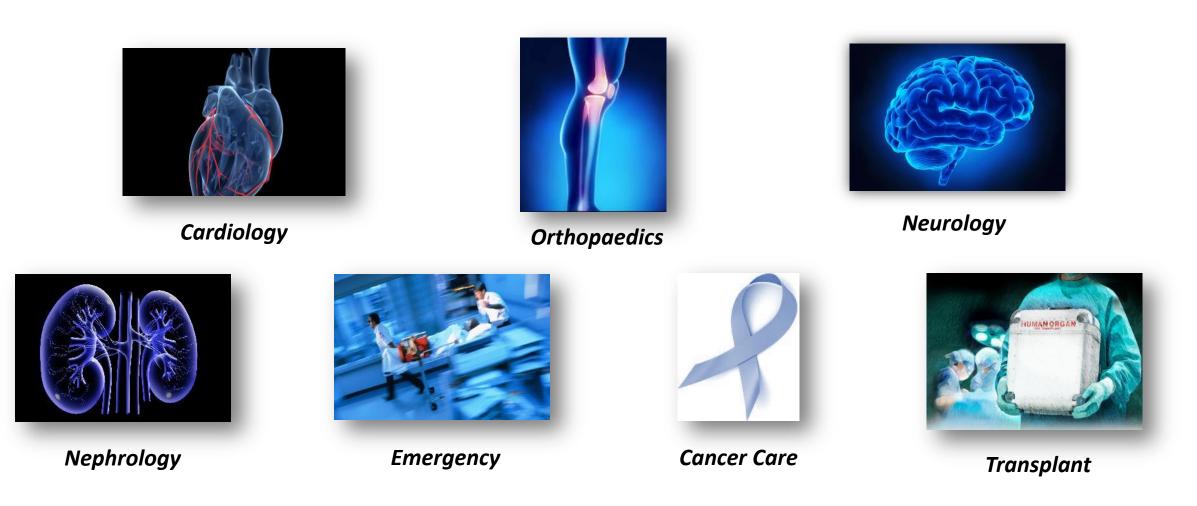
Two NABH accredited Hospitals. JCI certification underway. 300 super-specialists on board. Single Integrated HIS/ EMR

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

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



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





Multi-Dimensional Patient Engagement...

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(PPP)

Business Model Innovation

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

Healthcare Tech Innovations

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

Marketing Innovation

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

Healthcare Delivery Innovation

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

Medical Science Innovations

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

Process Innovation

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

....to focus on Patient Life Time Value



Right to Science Club – Subscription services



Indepth Discussions with Doctors

Radiology Tests

Radiological Markers

Personalized Medical Data on Mobile & all Medical Services Insured



Bristlecone Acquisition – Economy Brand

200 beds in two locations

50,000 satisfied patient base

• 400 trained employees

 Experience of well-oiled NABH processes



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

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

Financials



	 Revenue grew by 17% QoQ led by the revenue realization on the new QFund project with Advance America which translates to Rs. 4.5 cr in this quarter of the total Rs. 20 cr new revenue expected in this financial year.
IT Products	 The other clients of Qfund have also shown strong QoQ revenue growth
	 However, the corresponding EBIDTA growth was comparatively lesser owing to the front end employee costs for the new contract
	 KSoft reported a 6% QoQ revenue growth while sustaining the operating margins
IT Services	 The new technology solutions in AI and Mobility continue to drive new customer additions and repeat revenue from existing customers; thereby continued profitability and revenue quality
	 The division continues to invest in new products in FinTech and Healthcare space to create scalable revenue and deeper customer pipeline
	 The business continues to make significant stride across operating parameters with quarterly revenue crossing Rs. 30 cr with steady EBIDTA margins
Healthcare	 The Flagship hospital saw the occupancy cross 25% this quarter and has witnessed 100% increase in doctor base over the past 6 months
	 The Flagship hospital has also initiated the expansion to the Economy Blocks – adding up to 50 beds within this Financial Year, and another 100 economy beds and 100 bed Cancer Block is expected to be commissioned in mid-2020



Consolidated Income Statement

Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	FY18	CAGR	Q1FY19
Revenue from Operations	787	1,130	1,388	2,183	2,867	3,414	34.1%	964
Employee Expenses	239	321	492	927	1,229	1,309		333
Administration Expenses	408	660	675	945	999	1021		321
EBITDA	140	149	221	311	639	958	46.9%	278
EBITDA %	17.9%	13.2%	16.0%	14.3%	22.3%	28.1%		28.8%
Other Income	17	15	24	21	19	11		16
Depreciation/Amortization	74	86	114	121	248	334		79
Finance Cost	27	19	21	30	115	180		51
Profit before Tax & Minority Interest (MI)	56	61	110	182	295	455	52.0%	164
Тах	20	24	28	19	59	125		62
Profit after Tax & before MI	36	36	83	162	236	330	55.8%	102
Minority Interest	0	2	0	0	0	0		0
Profit after Tax & MI	36	39	83	162	236	330	55.8%	102
Cash Profit	110	124	197	283	484	664	43.3%	180
EPS	2.0	2.2	4.6	9.0	8.8	11.8		3.4



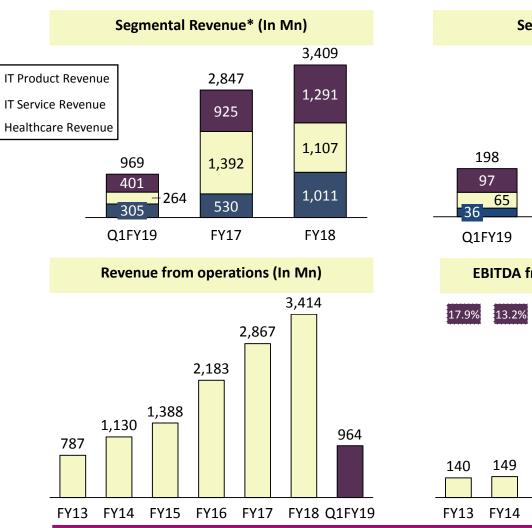
Consolidated Balance Sheet

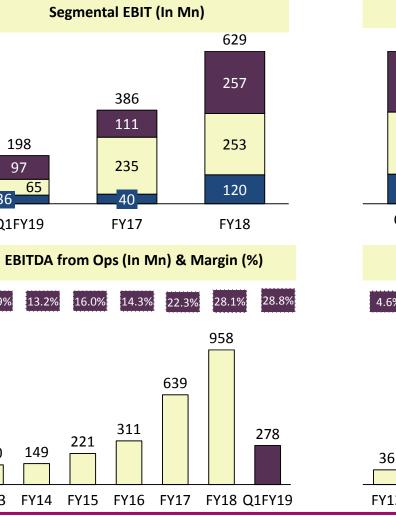
Rs. Mn	Mar-18	Mar-17	
Equity			
Equity Share Capital	282	267	
Other Equity	2207	1801	
Money Received Against Share Warrant	65	-	
Non-current liabilities			
Financial Liabilities			
Borrowings	1083	1182	
Deferred Tax Liabilities (net)	118	88	
Long-term provisions	17	11	
Current liabilities			
Financial Liabilities			
Borrowings	491	402	
Trade Payables	397	272	
Provisions	275	154	
Other current Liabilities	-	-	
Total Liabilities	4935	4178	

Rs. Mn	Mar-18	Mar-17	
Non-current assets			
Fixed Assets			
Property, Plant & Equipment	2594	2447	
Capital Work in Progress	49	33	
Goodwill	414	462	
Intangible Assets	221	254	
Financial Assets			
Non current investments	12	7	
Long term Loans and advances	105	83	
Other non current assets	11	7	
Current Assets			
Inventories	103	79	
Financial Assets			
Trade Receivables	784	419	
Cash and cash equivalent	99	112	
Short term loans and advances	498	239	
Other current assets	45	35	
Total Assets	4935	4178	

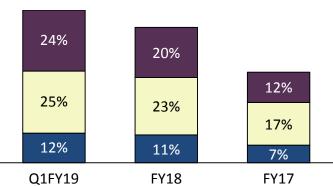


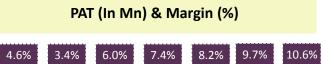
Key Consolidated Financials

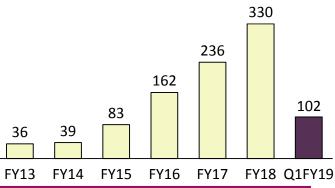




Segmental EBIT Margin



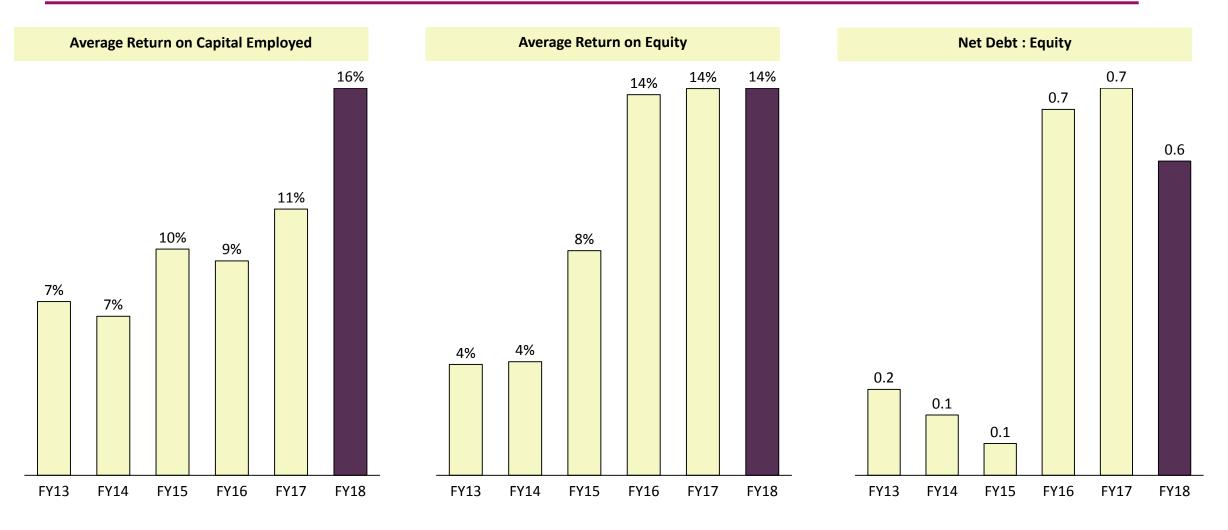




*The difference between total operating revenue and segmental revenue is due to Other Operating Income (ITES)



Performance Metrix



Way Forward

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



Our Strategy for Value Creation...

experience

Financial IT Products

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

IT Services

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

...provides a solid foundation for sustainable growth

Healthcare Delivery

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

Healthcare & Data Sciences

Personalization of medicine through deployment of data sciences



For further information, please contact





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