

Dated:15th July, 2022

The General Manager
Department of Corporate Services
BSE Limited
Phiroze Jee jeebhoy Towers
Dalal street,
Mumbai-01

Dear Sir/Madam

Sub: Investors Presentation-Reg

Ref: Scrip Code# 532372

With reference to the above subject, please find enclosed herewith the investors presentation pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015.

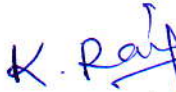
The same will also be hosted on the company's website at www.virinchi.com

This is for your information and records.

Thanking you

Yours Truly

For Virinchi Ltd

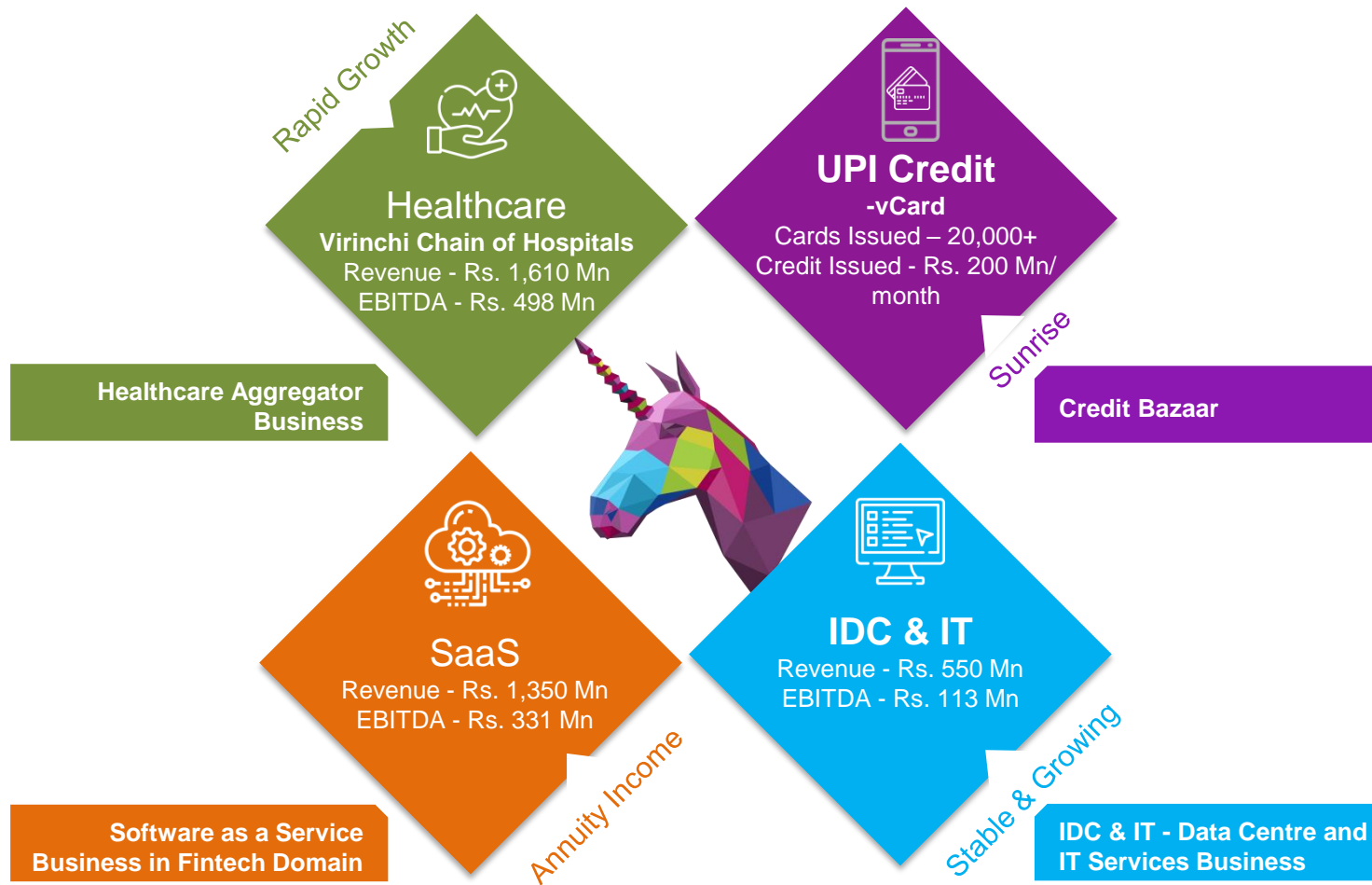

K. Ravindranath Tagore
Company Secretary
M.No. A18894



Corporate Presentation



Rise of a Multicorn



Business Overview

2. IDC & IT Services
Datacenters at California and Atlanta
IT Services (Security and Cloud)



1. SaaS

Loan management solution for
NBFC's in US



4. Healthcare
Chain of 3 Hospitals with 700 beds



3. Credit Bazaar

Providing Line of Credit for UPI transactions
in India via mobile app, vCard

SaaS Business



SaaS-based end-to-end loan management system for global clients



Annuity Income business



**Adaptive pricing
[Per transaction/ per license/ per store]**



Used by 18 NBFC's in US across 20,000+ Point of Sale locations across 45 states in the US



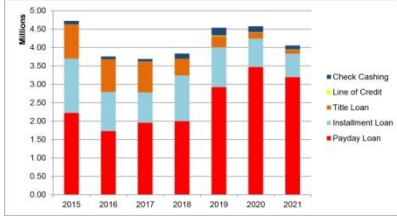
A mission-critical solution directly impacting the P&L and BS of clients on every transaction



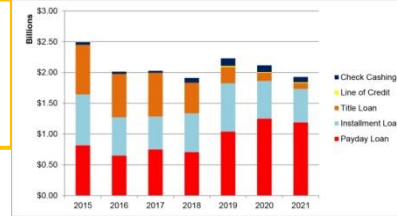
SaaS

SaaS – 7 Years' KPIs

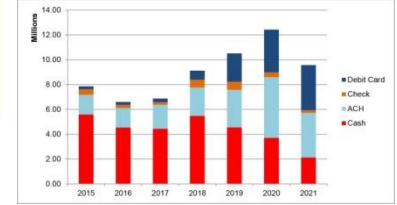
Year wise Loans (# in Million)



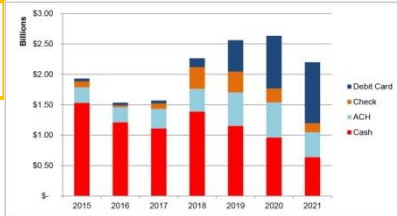
Year wise Loans (\$ Billion)



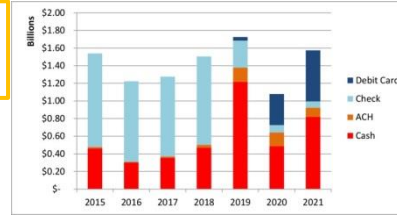
Year wise Payments (# in Million)



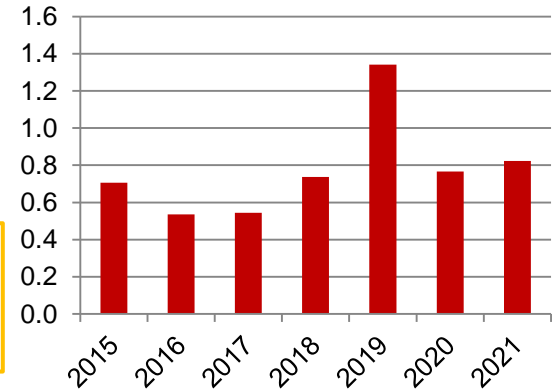
Year wise Payments (\$ Billion)



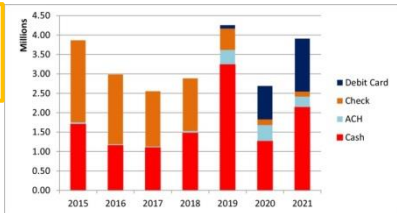
Year wise Disbursements (\$ Billion)



Year wise Customer (Borrower) Acquisition (# in Million)



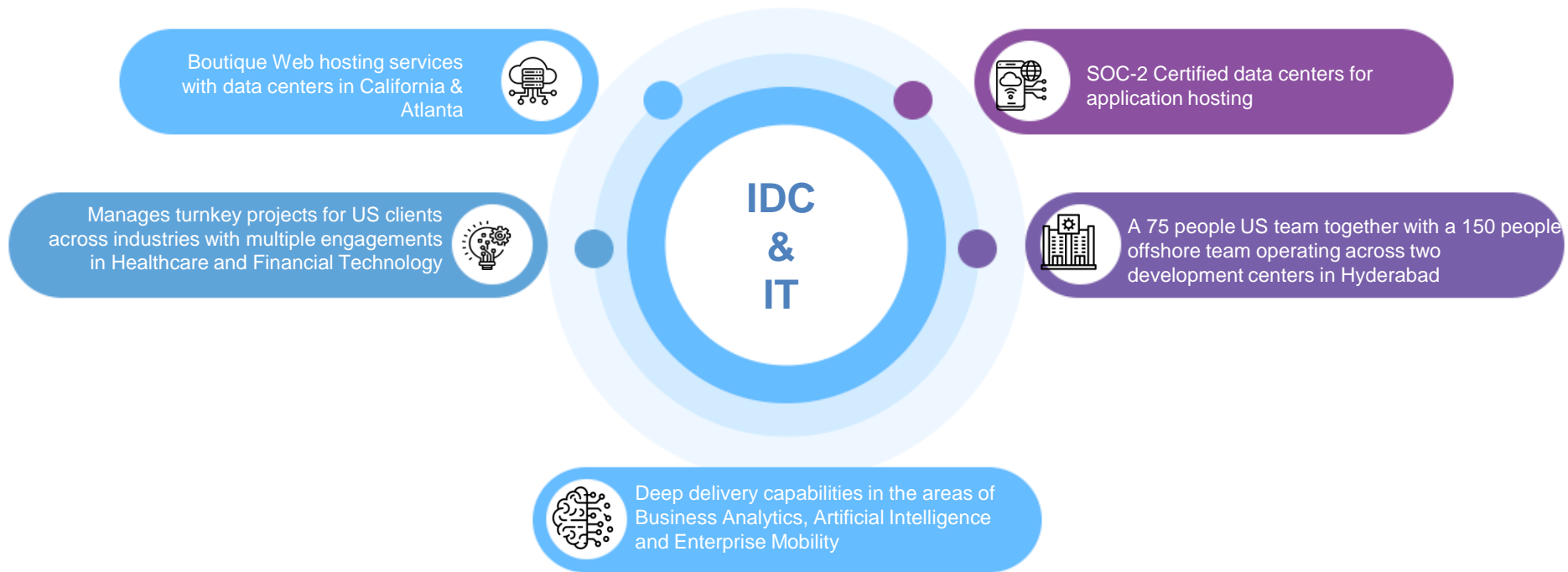
Year wise Disbursements (# in Million)



Data Centres & IT Services

Speed, Scalability and Agility

IDC & IT Services - Journey so far



Data Centre - Robustness



Industry best uptime
SLA of **99.995%** &
industry-lowest **design PUE.**

Multi-level redundancy
for **power, network,
servers & storage.**

Multi-level **data
backups,**
**24/7 monitoring &
automated alerts.**



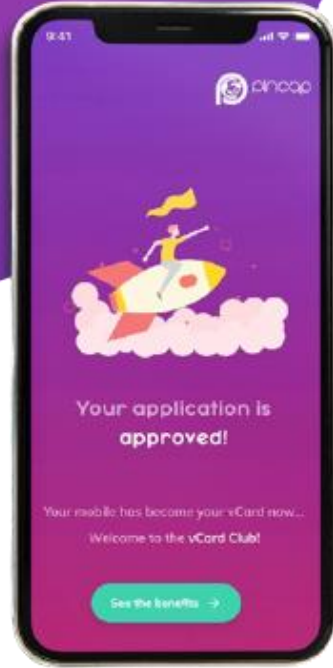
Hyperscale data center,
built to scale on demand
to **power mission-
critical applications.**

Choice of Hypervisor
platforms on **dedicated
servers, safe** in the
knowledge.

Data replication via
Storage & DB level.

Implementation spread
across more than **25
states** in the **US.**

SOC 2
CERTIFICATION



CREDIT BAZAAR

Credit Service Aggregator Business

vCard™

Line of Credit for UPI Payments via Mobile App

Industry Opportunity and Growth Prospect



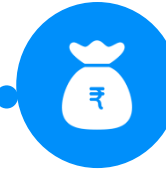
Existing 5.89 Cr Credit Card holders are <5% of the potential market

*Source: Statista (Published on July 09 2021)



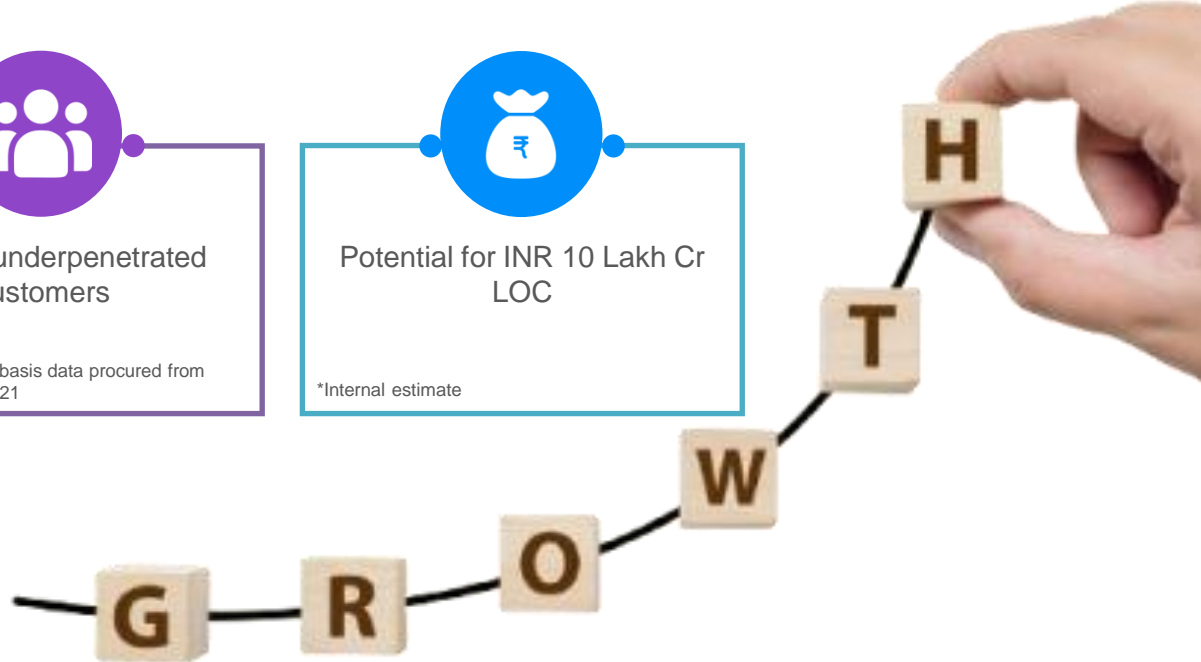
~80 Cr+ underpenetrated customers

*Internal estimate - basis data procured from Statista on 9 July 2021



Potential for INR 10 Lakh Cr LOC

*Internal estimate



4.56 billion UPI transactions in Dec 2021

*Source: NPCI website

Month on month growth of 9.09 % in transaction volume

7.06% month on month growth in value of transactions

Value of transactions reported 99% yoy growth in Dec 2021

vCard USP's

Product Variant - Credit Line Program with NBFC

“**Acceptance network-Independent**” credit platform using UPI rails for transaction closure.

Credit decisioning based on Machine learning based multi-parametric model

End-to-end digitized loan life cycle across origination, on boarding, disbursals, collections, servicing and regulatory compliance & reporting.

Two product variants - Credit card with Banks & Credit line from NBFCs.



KPIs of vCard as on 30th June 2022

Product Variant 1: Co-branded Credit Card with Bank

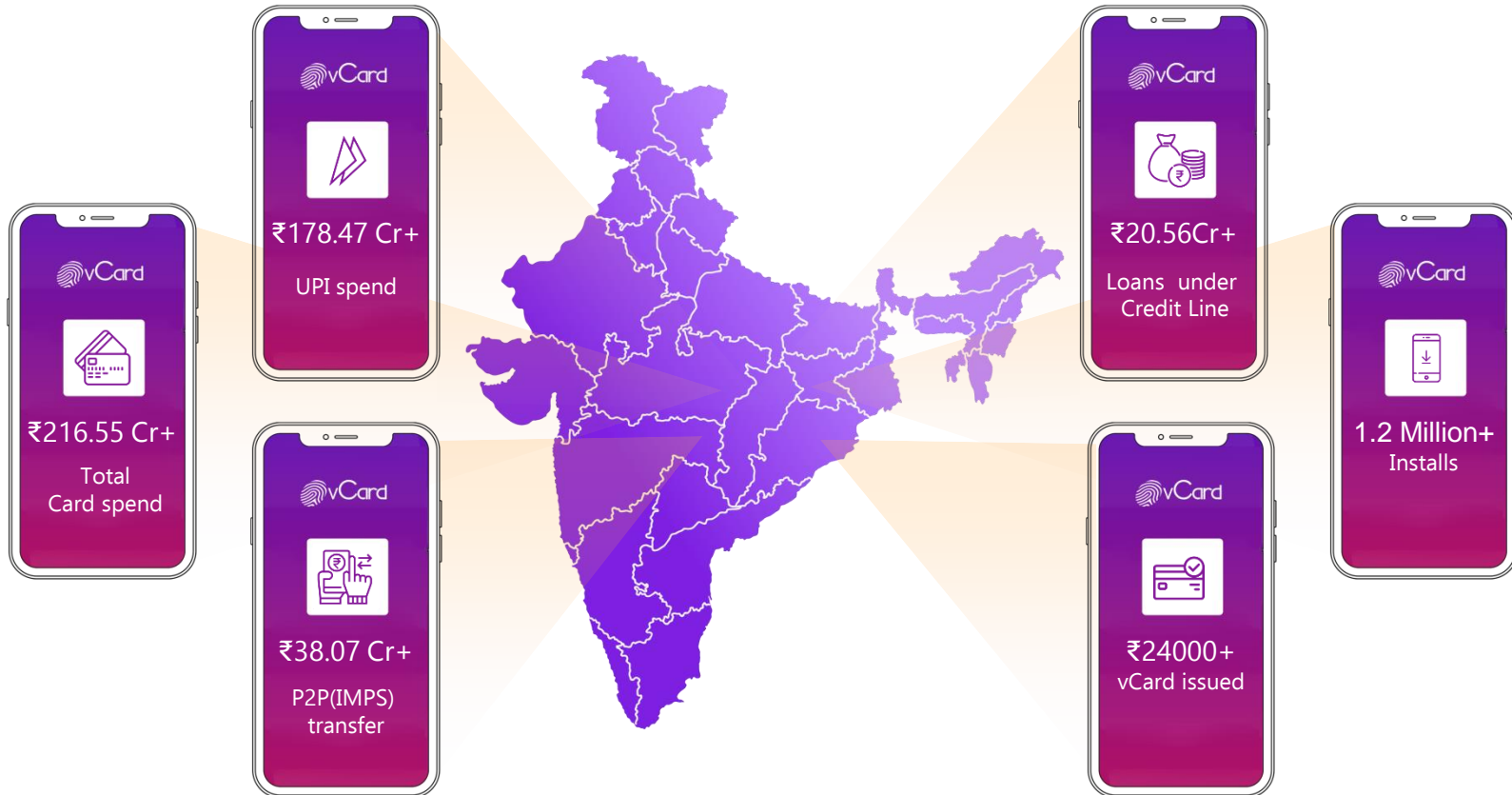
1. Credit card with 1 to 5 lac Credit limit.
2. Carved out sub limit for UPI transactions



Product Variant 2: Credit Line with NBFC

1. Revolving monthly Credit Line with 15 K, 30K and 45K credit limit for Good, Better and Best Credit scores
2. Interest Free Sub-limit of upto Rs.5K per month 5% only Min Amount Due required to be paid to keep vCard active.
3. EMI conversion (3,6,9 months)

KPIs of vCard as on 30th June 2022



Healthcare Business



Healthcare Journey (2016 – Till Date)



3

Centres



1Mn+

Patients Served



50K+

Surgeries



700+

Beds Facility



5K+

Covid Patients Served



Digitalized
Healthcare

Healthcare Metrics



Cardiology



Orthopedics



Nephrology



Neurology



Emergency Medicine

Key Faculties	Associated Doctors	Treated Patients
5	55	1,52,502

Key Faculties	Associated Doctors	Treated Patients
4	81	1,12,948

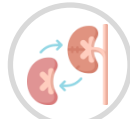
Key Faculties	Associated Doctors	Treated Patients
5	47	1,76,879

Key Faculties	Associated Doctors	Treated Patients
5	60	87,524

Key Faculties	Associated Doctors	Treated Patients
8	10	63,627



Cancer



Transplant



General Medicine and Surgery



Gastroenterology



Pulmonology

Key Faculties	Associated Doctors	Treated Patients
4	18	13,413

Key Faculties	Associated Doctors	Treated Patients
5	10	135

Key Faculties	Associated Doctors	Treated Patients
5	160	4,60,906

Key Faculties	Associated Doctors	Treated Patients
5	27	44,211

Key Faculties	Associated Doctors	Treated Patients
4	24	1,69,369



Gynecology



ENT



Urology



Aesthetics and Cosmetic



Ophthalmology

Key Faculties	Associated Doctors	Treated Patients
4	79	58,346

Key Faculties	Associated Doctors	Treated Patients
3	44	1,03,913

Key Faculties	Associated Doctors	Treated Patients
4	32	48,613

Key Faculties	Associated Doctors	Treated Patients
4	10	19,807

Key Faculties	Associated Doctors	Treated Patients
3	11	22,956

Right to Science

RIGHT TO SCIENCE IN THERAPY

The future is all about stem cell-based therapies; organ regeneration, adoptive immune therapies, check point inhibition therapies, reconstruction surgeries, gene editing, fully-guided surgeries, implants and transplants, 3D printed skeletal scaffolds, bionic prosthetics, biological prosthetics, and nanotechnology for disease detection, drug delivery and cell / tissue corrections.

EQUIPMENT BASED ON FUTURE SCIENCE

3T fMRI, Dual Energy 128-slice CT scan, IVUS-FFR Cath Lab and Twin Detector Digital X-ray, lab equipment capable of analysing 15,000 bio-markers.

PERSONALIZED MEDICINE

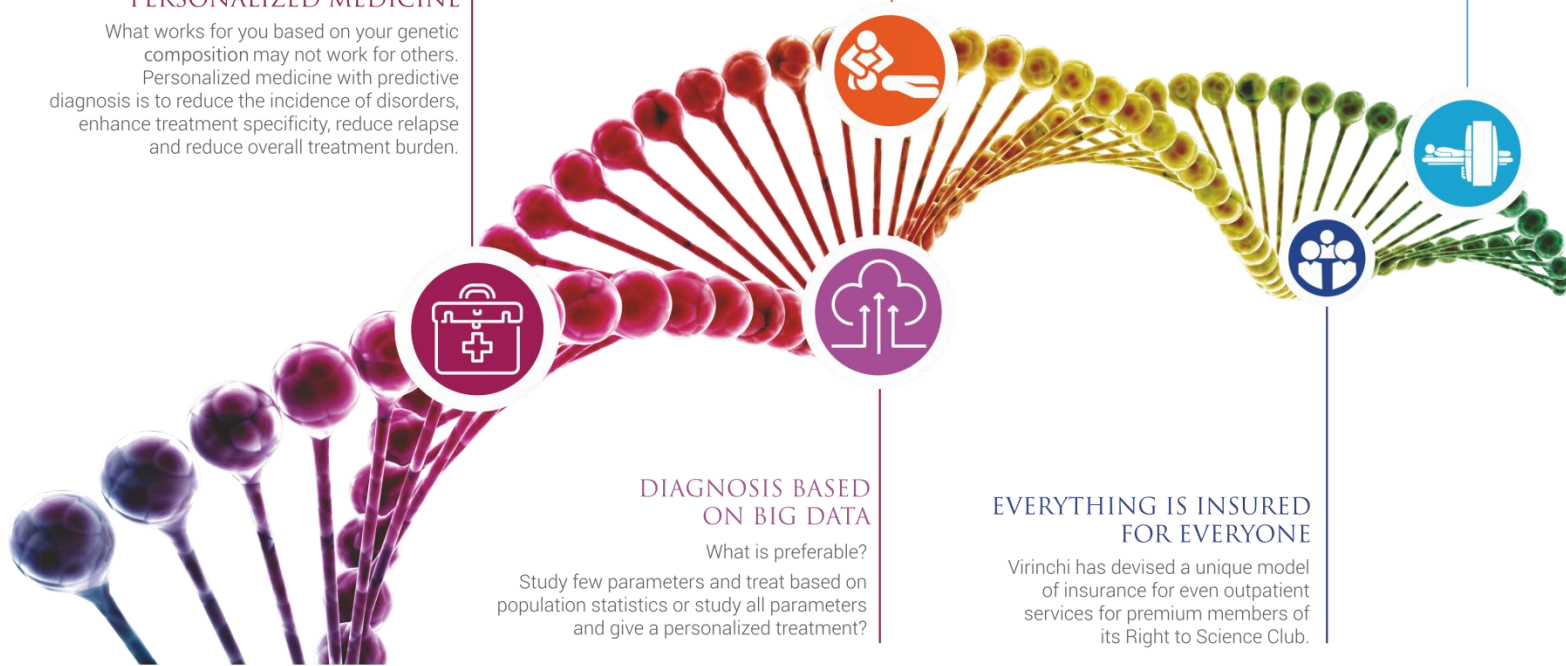
What works for you based on your genetic composition may not work for others. Personalized medicine with predictive diagnosis is to reduce the incidence of disorders, enhance treatment specificity, reduce relapse and reduce overall treatment burden.

DIAGNOSIS BASED ON BIG DATA

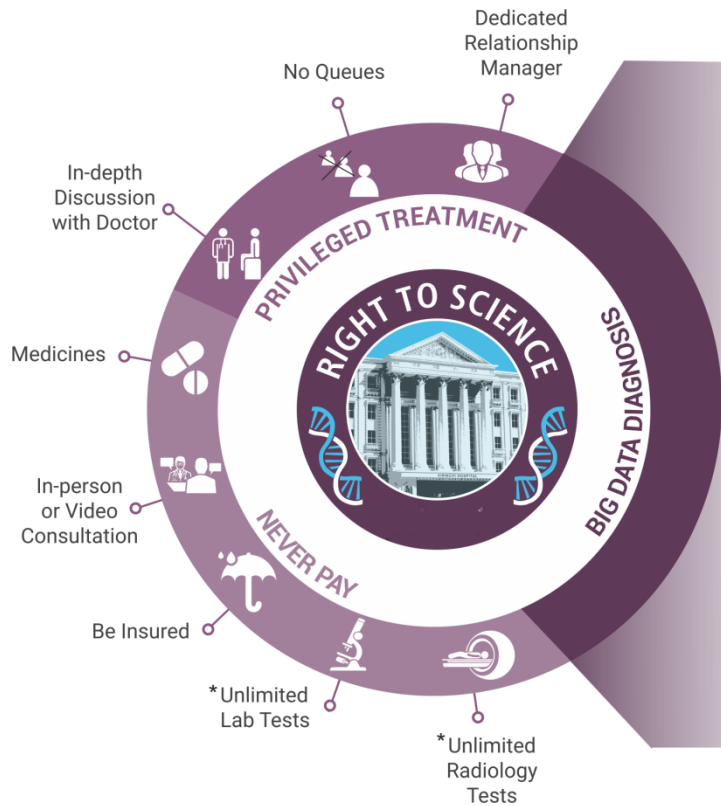
What is preferable?
Study few parameters and treat based on population statistics or study all parameters and give a personalized treatment?

EVERYTHING IS INSURED FOR EVERYONE

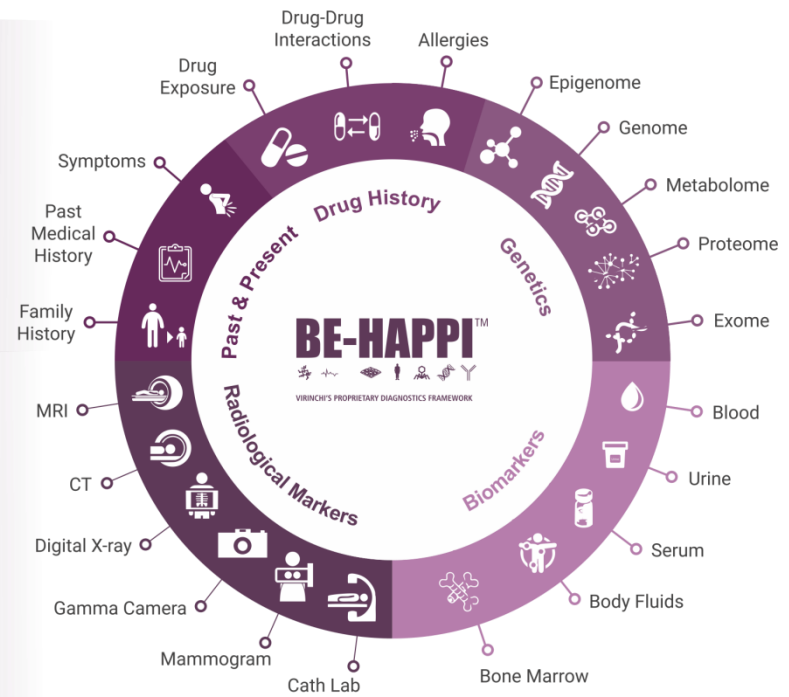
Virinchi has devised a unique model of insurance for even outpatient services for premium members of its Right to Science Club.



Patient Experience



Patient Data



Digitalized Healthcare

“MOBILE” VIDEO CONSULTATION

Virinchi provides video consultations with doctors via smartphones.

MEDICAL EVENT BOOK KEEPING

Virinchi's mobile app enables each patient to have complete medical history of every test and hospitalization record on the cloud and on the mobile as well, for the individual and his family for their entire lifetime, which they can zip and forward to any doctor for a second opinion.

HEALTHCARE AS A WELCOME EXPERIENCE

Virinchi is a truly paperless 'mobile-only' hospital with all front office, nursing and ward processes executed completely on tablets.



EVENT HISTORY LOGGING

With the help of wearable medical devices and remotely accessed bed side units, vital clinical features are monitored in real time to provide timely feedback and quick responses in times of critical need and emergency.

V23 - Healthcare Aggregator (to be launched soon)

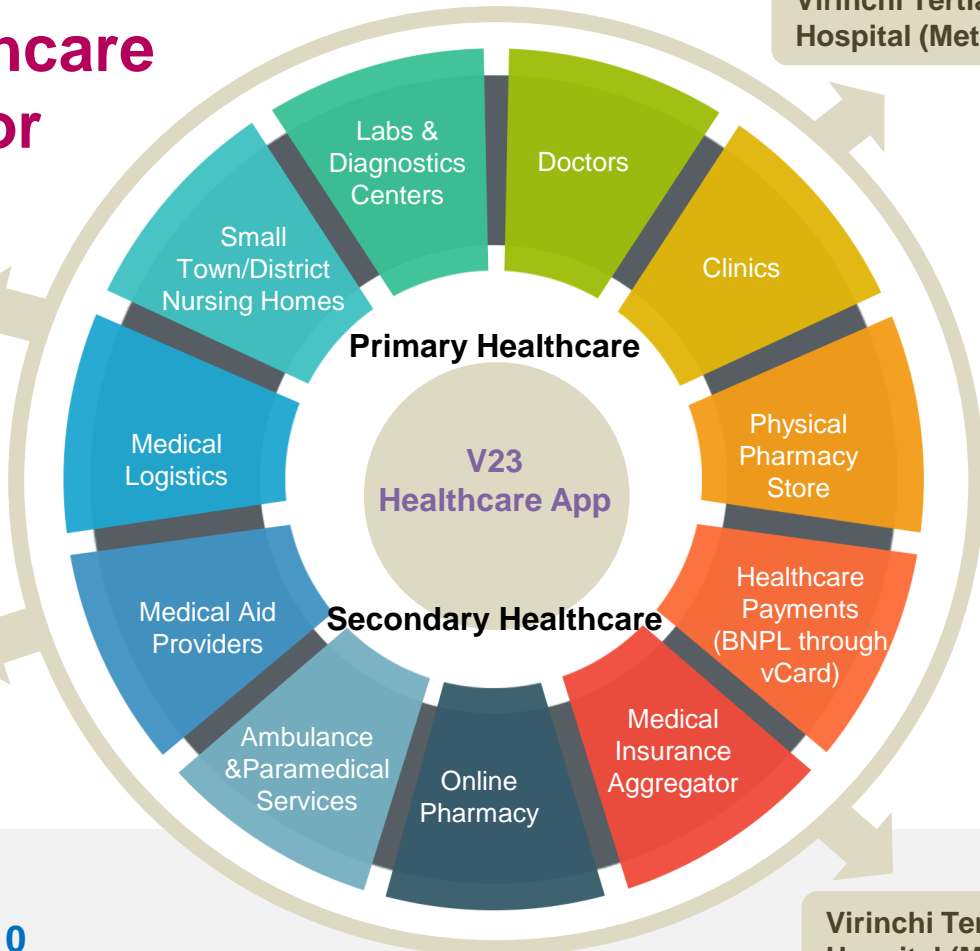
Virinchi Tertiary Care Hospital (Metro 5)

Virinchi Tertiary Care Hospital (Metro 4)

Virinchi Tertiary Care Hospital (Metro 1)

Virinchi Tertiary Care Hospital (Metro 2)

Virinchi Tertiary Care Hospital (Metro 3)



- Revenue Source**
(per transaction based):
1. On Patient discovery
 2. Lab and Diagnostic services fulfillment
 3. Consultation services
 4. Delivery of Medicines
 5. Delivery of medical aids
 6. Finders-fee for medical insurance services
 7. Processing fee of BNPL

**Targets to REACH
100 Million Families in 10
years**



Management Team

Chairman Emeritus's Strategic Overview



Viswanath Kompella

Chairman Emeritus, Founder & Promoter

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

Commenting on the Strategy

Virinchi adopts “ Bundling and Unbundling” strategy to enhance enterprise value. We see the business organized across 4 major verticals , SaaS, Data Center & IT Services and Health Care.

In each of the verticals we have a strategy to bundle key initiatives by organic growth and in-organic acquisitions that drive Growth, Profitability, Scale and Size. At an opportune time we shall unbundle each of the businesses to realize true share holder value by a separate listing”

Management Team



SATYANARAYANA VEDULA
Vice Chairman &
Executive Director
ACA



**MADDALA VEERA
SIRINIVASA RAO**
Group CFO &
Executive Director
MBA (IIM-A)



SATYAJEET PRASAD
Chief Executive Officer
B.Tech (IIT-KHP), MBA- (IIM-L)



ABHISHEK GOEL
VP Business Development
B.Tech (IIT-D), MBA (IIM-C)



SUYOG DESARDA
VP Strategy & Business Development
MBA (IIM-A), CA, CS

- Over 3 decades Industry experience in IT and non-IT sectors.
- 20+ years experience in Tech Mahindra .
- Core expertise Consulting Global Delivery, Sales and Relationship Management.

- 18+ years with Deloitte.
- Total experience of 28 years in management consulting , Strategy & operations and corporate finance.

- 20+ years experience in IT industry.

- 20yr experience in IT with companies like Capgemini, Infosys, Globallogic.

- 10+ years of finance, tax and consulting experience.

Technology Team



Aravind Hiremath
President IT
B.E (CSE)

- 22 years experience in Design & Development including Enterprise Applications, Mobility, AI & ML and Cloud Solutions.



Amar Sivaji Pendyala
COO
MS (IT)

- 18+ years in Development & Delivery of Enterprise IT Solutions.



Rajesh Putta
CTO
MS (IT)

- 15+ years experience in IT.
- Worked at ADP as Chief Architect and lead Application, Solution, Data and Security Architecture in Cognizant.



Karpe Rajeshwar Rao
Projects Head
MS (IT)

- 20+ years of experience in IT with expertise in Fintech.



Bhanu Dayanath V
Head Operations
MS (IT)

- 15+ years of experience in IT with expertise in Fintech.



Kiranmyee V
Operations Head
MBA

- 20+ years of experience in IT technical services, dev-ops.

Healthcare Team



Dr. Srinivas Samavedam
Director
MD, FRCP, MRCP, MHA



Dr. K.S. Nayak
Advisor to the Board
MD, DNB(Nephrology), FISN,
FISOT, FASN, FRCP



Dr. Sumeet Sinha
Sr. Interventional Cardiologist
MBBS, MD, DM, FESC & FACC



Dr. Avinash Dal
Cardiothoracic and Vascular Surgeon
MBBS, MS(Gen Surg),
MCh (CTVS)(SCTIMST)



Dr. Sree Durga Patchava
Fertility Specialist & Gynaecologist
MBBS, MD(Obs & Gynaec)
(OSM) MRCOG(UK)



Dr. S Sudha
Gynaecologist and Obstetrician,
MBBS(osm), MD, DGO(OSM), FMAS



Dr. Randhir Kumar
Neurosurgeon, Interventional Neuro
surgery and Minimal Invasive spine
surgery
MBBS, MS, MCh (Neurosurgery)



Dr. Aditya Kapoor
Sr. Consultant Orthopedics & Trauma,
Specialist in Joint Replacement,
Arthroscopy and Sports Medicine
MBBS, MS (Ortho), MRCS (Edinburgh)



Dr. Muralidhar Joshi
Sr. Consultant – Anaesthesia &
Pain Management
MBBS, MD (Anaesthesiology), DNB
(Anaesthesiology)

Finance & Compliance Team



Vineetha Reddy Jekkileti
Sr. Manager (Finance & Strategy)
CA

- 3 years of experience in handling corporate finance.



Vaishali Sabita D.
Sr. Manager (Finance & Strategy)
CA

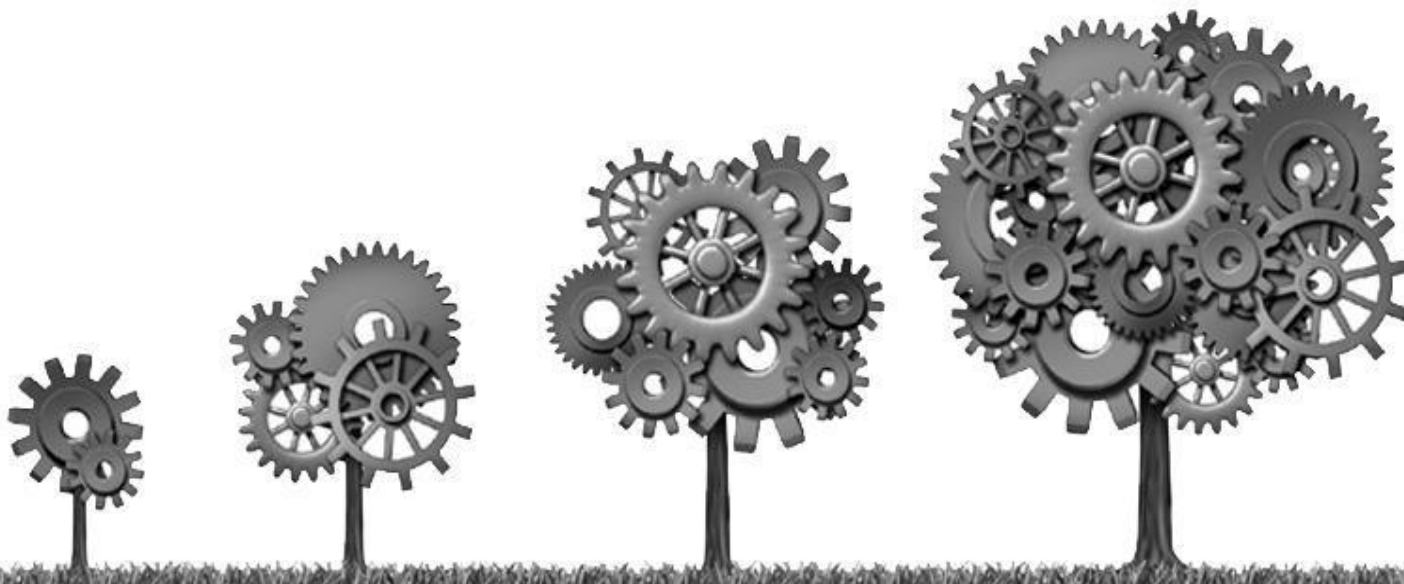
- 3 years of experience in handling Finance and Audit. Skilled at setting internal controls and SOPs.



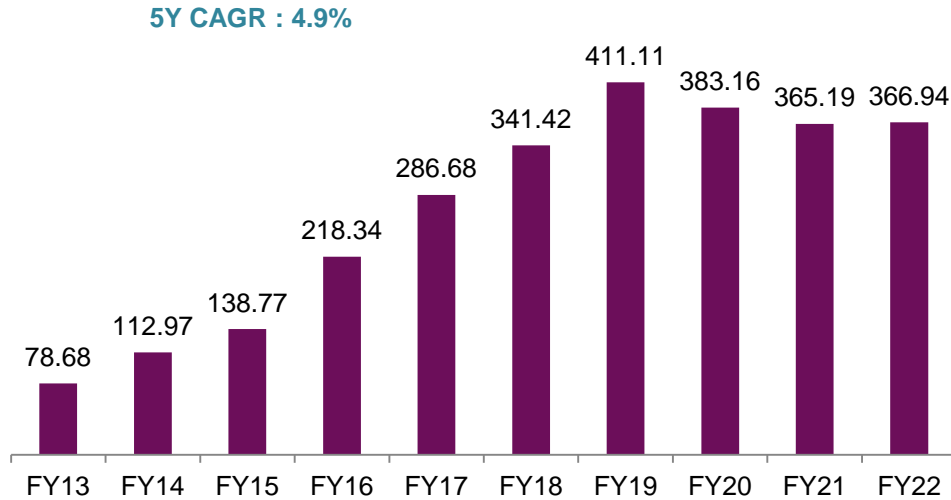
Ravindranath Tagore Kolli
Company Secretary
CS

- 16 years of experience in corporate laws, corporate restructuring, raising of funds, US immigration.

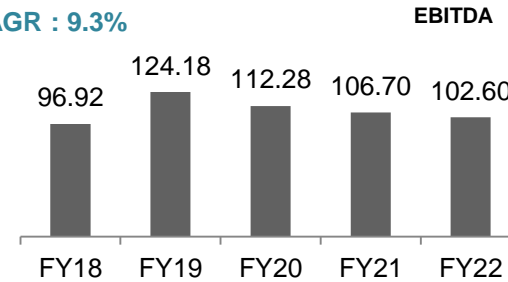
Financials



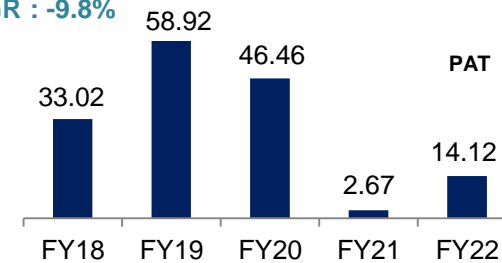
Historical Performance (Rs. Cr.)



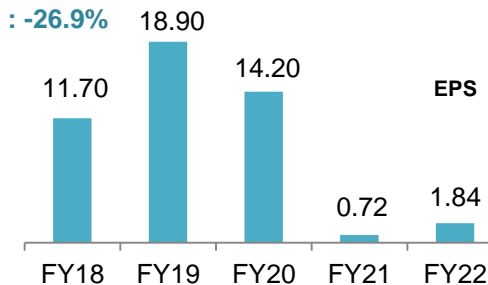
5Y CAGR : 9.3%



5Y CAGR : -9.8%



5Y CAGR : -26.9%



Stock Performance & Movement (2001 – 25th Jan 2022)



“There are decades where nothing happens; and there are weeks where decades happen”

- Vladimir Ilyich Lenin.

Bundling to Achieve Scale and Size



SaaS



Increase business from existing customers



Acquire new customers



Add new customer segments



Acquire similar or complementary businesses



IDC & IT



Add IT Teams



Add Server Farms



Credit Bazaar



Increase Marketing Spend to acquire Customers



Add Lending Partners (Banks & NBFCs)



Healthcare



Acquire hospitals and increase beds.



Start Brownfield Projects



Pan India Digitalized Primary and Secondary Healthcare



Expand Geographies



THANK YOU

For further information, Please contact

Virinchi Ltd.

CIN - L72200TG1990PLC011104

Mr. Ravindranath Tagore



tagore@virinchi.com



www.virinchi.com