

Dated: 27th November, 2018

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

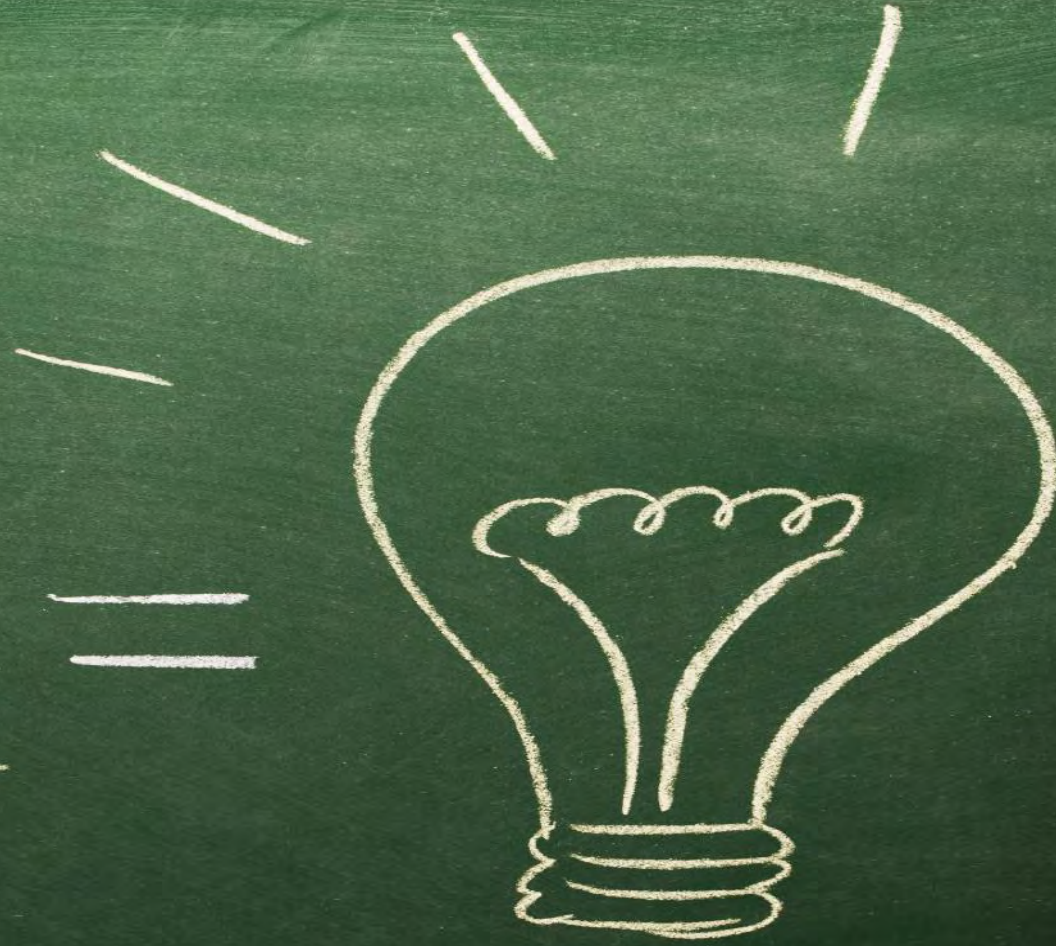
Yours Truly

For Virinchi Ltd



K. Ravindranath Tagore
Company Secretary
M.No. A18894

Investor Presentation



... "n minds, n! knowledge"

November 2018

Safe Harbor



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“Don’t find Customer for your Solutions, Find Solutions for your Customers” – Seth Godin

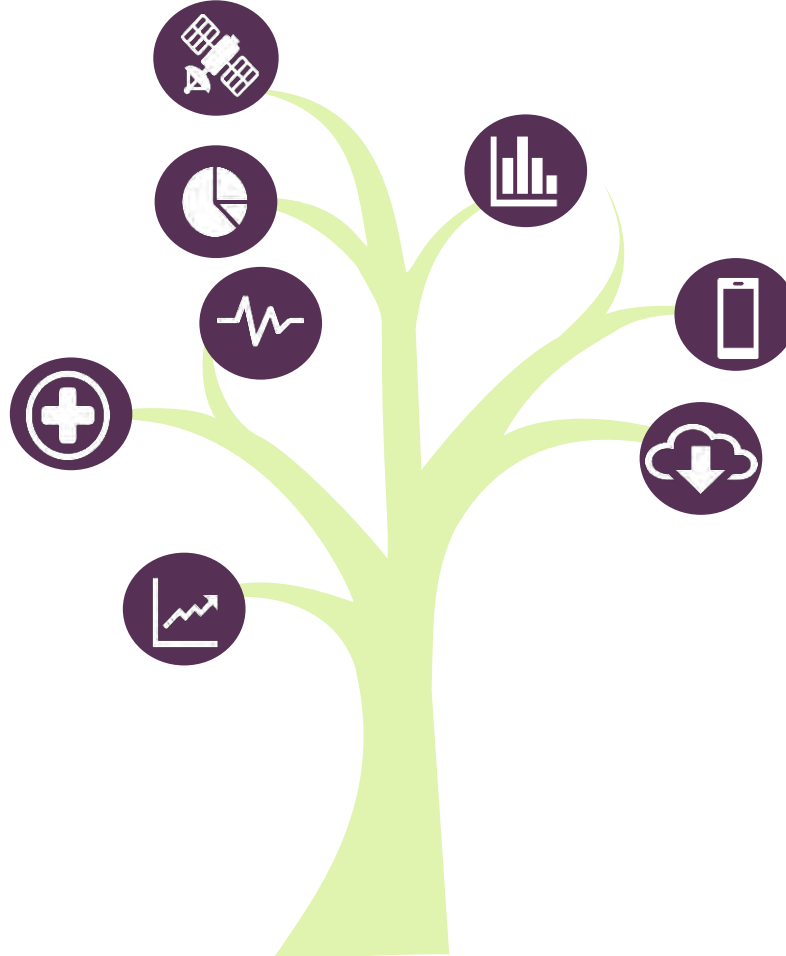
Overview

Our Vision...

“To be Technology led business innovator in Fintech & Healthcare Space”

Financial Technology

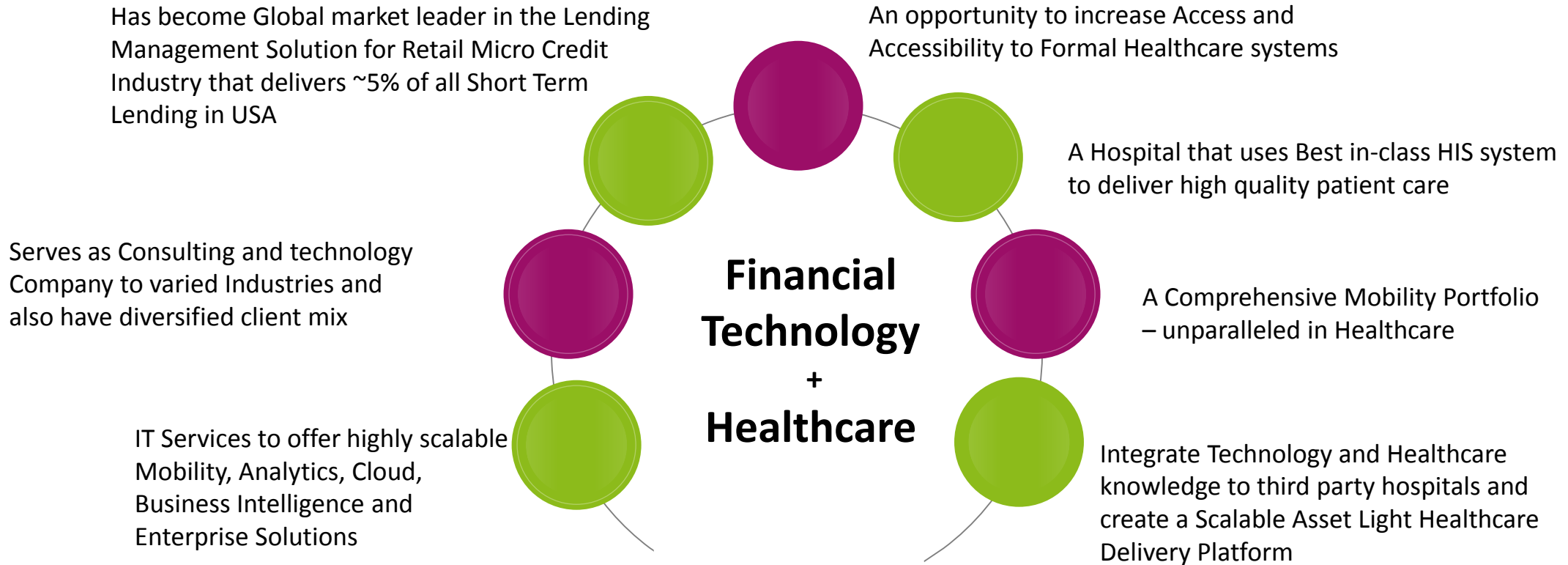
- ✓ “To build Globally Inclusive Solutions”
 - Over 15mn short term loans, including payday loans, to sub-prime customers
 - Proprietary machine learning credit underwriting tools
 - Soon to be launched ‘downloadable credit card’ in India together with leading banks & NBFCs



Healthcare

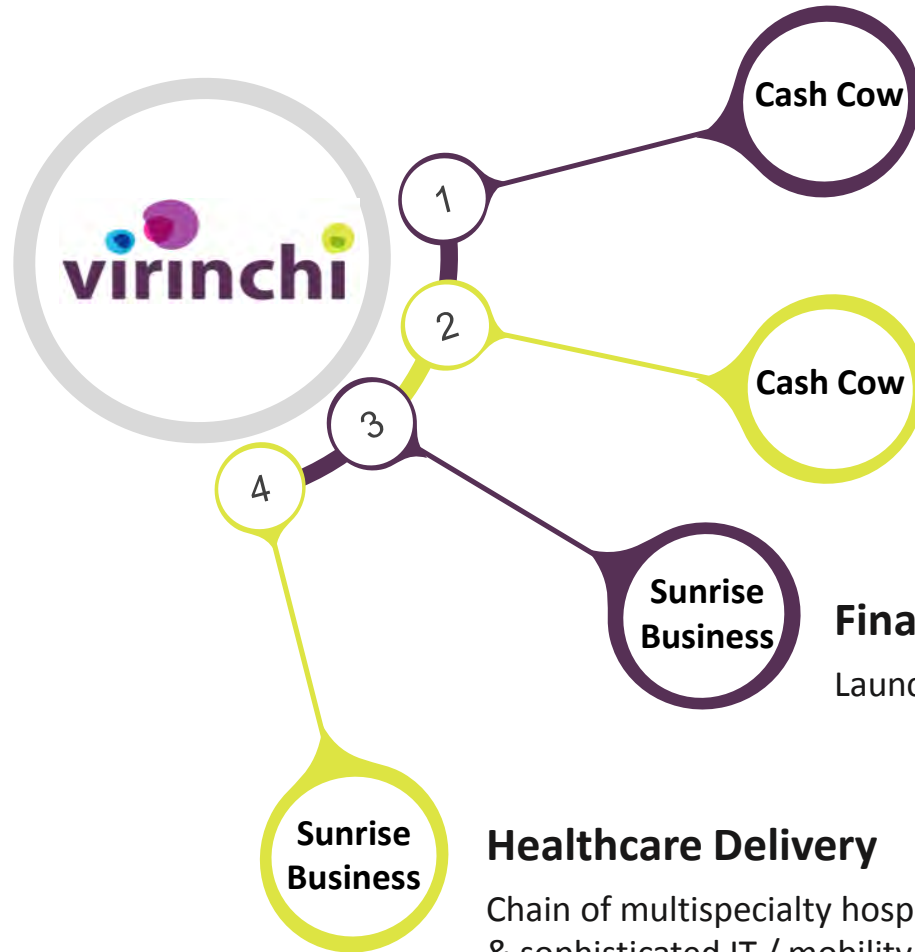
- ✓ “To serve a Billion Patients”
 - Existing 800 bed facilities across 3 locations in Hyderabad, to grow to 5,000 beds in 5 years
 - Leading HIS/EMR solution with 100+ installs
 - Healthcare Ecosystem mobility solution to target 1mn Integrated Healthcare Providers

Technology Driven Business Solutions...



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

Blend of Cash Cow & Sunrise Businesses



Financial Technology – US Market

Flagship product Qfund and an innovative POS Credit Service PayEz in US market



IT Services

Enterprise applications for Social, Mobility, Analytics & Cloud computing (SMAC) focused solutions



Financial Technology – Indian Market

Launch of Downloadable Credit Card – Vcard for Indian market



Healthcare Delivery

Chain of multispecialty hospitals in Hyderabad with advanced medical technology & sophisticated IT / mobility driven patient care. Unique mobility platform with over 50 healthcare apps connecting the patients and outpatient ecosystem

Chairman Emeritus's Strategic Overview



Vishwanath Kompella, Founder & Chairman Emeritus

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



Satyajeet Prasad

Chief Executive Officer

- 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

Executive Director

- 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



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



Y Ravi

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

COO

- 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 & Co-founder Ascepius Consulting
Worked in GE Healthcare
- More than 22 years experience in Design & Development of global technology solutions including Enterprise Applications, Mobility, AI & ML and Cloud Solutions



V. Kiranmayee

VP – IT Delivery

- Responsible for Digital strategy and execution.
- 18 years of experience in MNCs including ITW Signode & RSG Infotech across Manufacturing and Services sectors in Design and Implementation of IT, ITES and Digital transformation projects in enterprises including ITC.
- B. Tech (OSM)



K Ravindranath Tagore

Company Secretary

- 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.

Management Team



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



Manu Jindal

AVP, vCard

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



Abhirup Roy

Sr Manager – New Business

- IIM Ahmedabad
- B.E. (IEST, 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 (Ophthalmology), 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

Industry Dynamics

Heavily Regulated	High Entry Barriers
Continuously Evolving	B2B Model



CFPB Regulations

Revised regulations on refinance, APR and Lenders' Profile lead to Industry innovations on products and business models

Consolidation

Increasing consolidation bringing scale and efficiencies amongst lenders

Co-existence

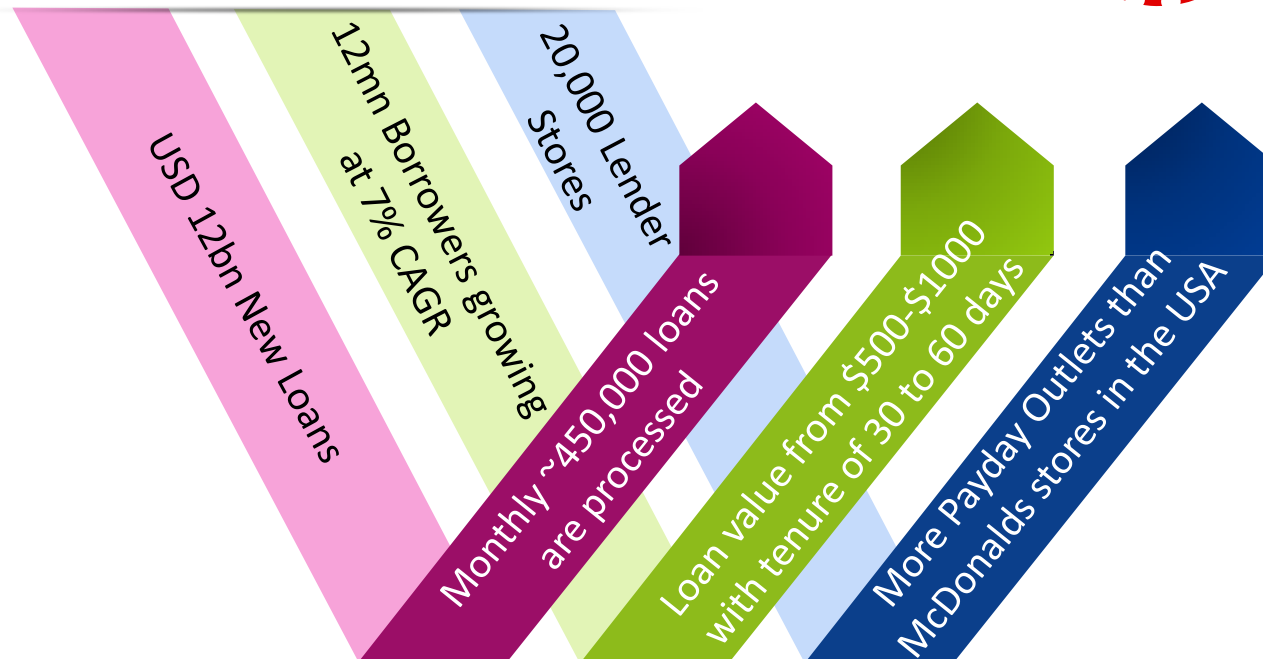
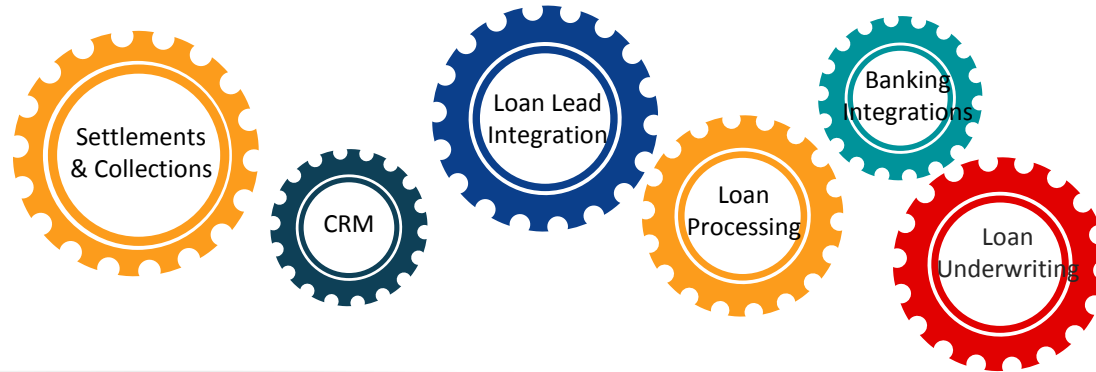
Increased online lending while coexisting with store front models

RENEWED FOCUS

TO CHOOSE 'APPROPRIATELY PROFITABLE CUSTOMERS'

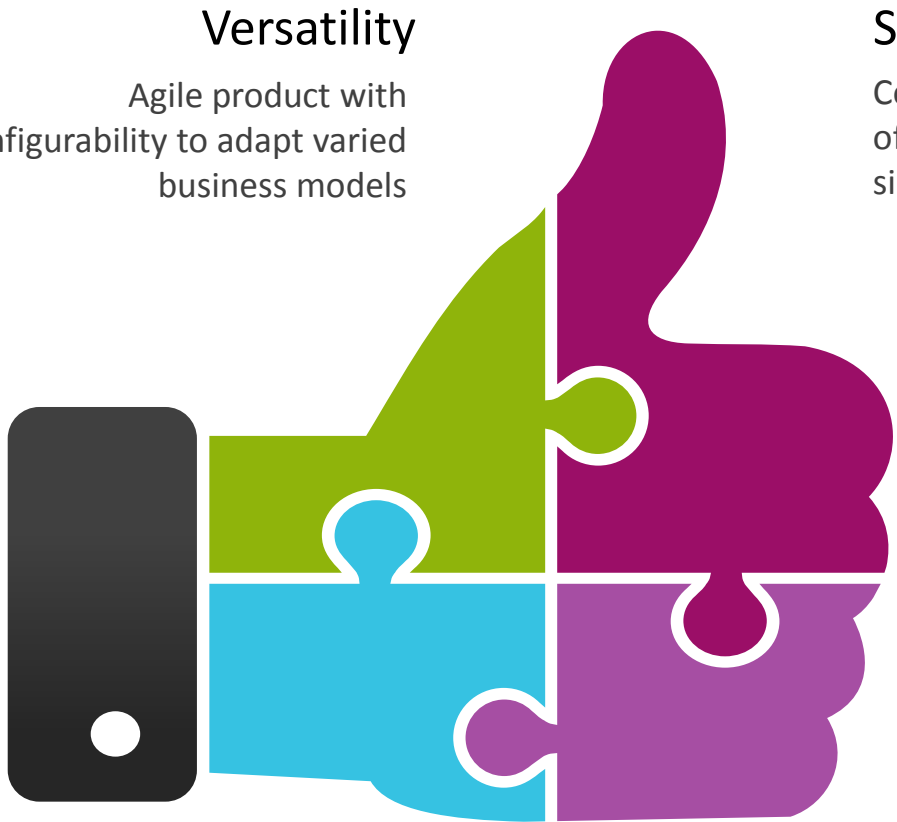
Over 15 mn short term loans, including payday loans to sub-prime customers serviced via Q-Fund

Qfund : Flagship Lending Management System



- ❑ We have 12 out of 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

Qfund Strengths



Versatility

Agile product with configurability to adapt varied business models

Single Identity

Coexisting models for online, offline and hybrid lending on single identity

Product Footprint

Expanded product footprint across related consumer lending segments

Software Experience

Experience of Software successfully executed over 15mn transactions

Intelligent Tool

Sophisticated mobility enabled business intelligence dashboards.

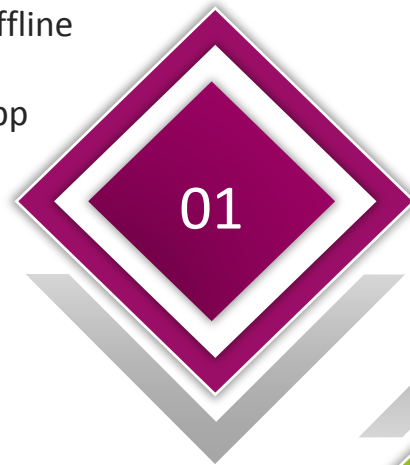
Machine Learning

Built machine learning underwriting tools to support heuristics decisions

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

Adjacent Product launch with PayEz

An alternate payment option for Credit Card/ Debit Card for online payments and offline payers to use portal/mobile app



Online Credit Check and Loan Eligibility assessment through a wide third party ecosystem and sophisticated credit scoring analytics



Pre-Qualified Loans and Credit Score electronically sent to Lender Pool for instant APR quotes/ approvals. Lenders to cherry-pick online loan applications



Customer to choose the approved Tenure-APR Program and conclude purchase



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



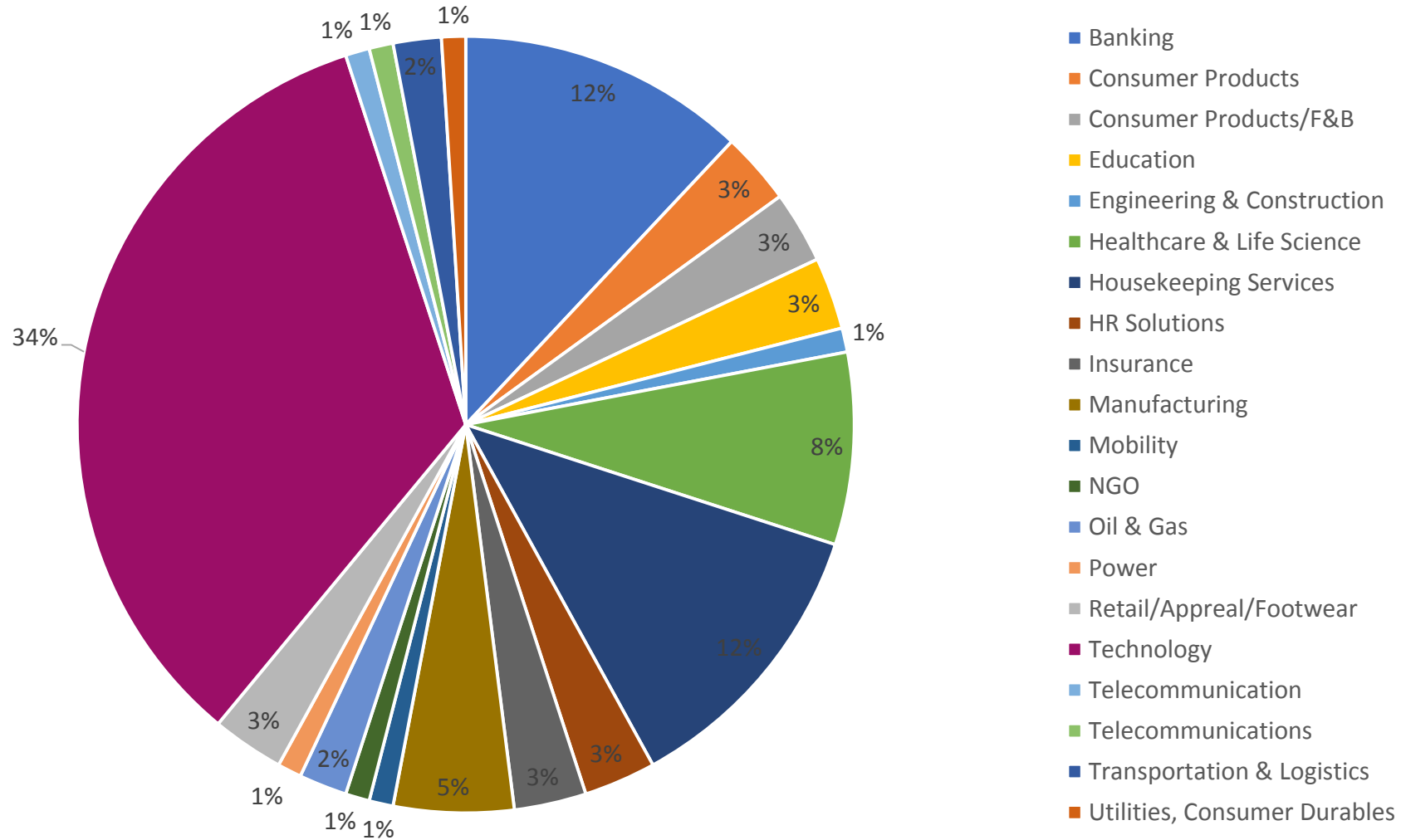
“Opportunities don't happen. You create them” - Chris Grosser

IT Services

IT Services – Enterprise Applications & SMAC Focus



Diversified Client Portfolio



SMAC Focus Strategy



SOCIAL

- Digital Marketing
- Social Management

CLOUD

- Deployment & Migration
- Managed Services
- Embedded Enterprise Apps
- App services

MOBILITY

- Healthcare
- Enterprise Mobility
- Games
- CRM

PACKAGE PRODUCT SERVICES

- SAP/ SAP HANA
- Oracle
- App Development

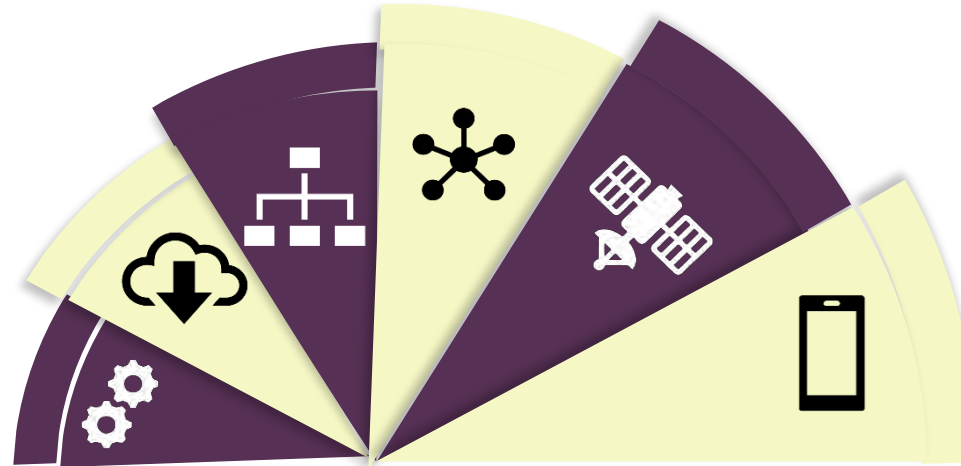
ANALYTICS

- Life Sciences
- Financial Services
- Business Intelligence
- Predictive Tool

APPLICATION SERVICES

- Enterprise Integration
- Maintenance & Support
- Code/ Quality Services
- Testing

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

**Asset Light Physical Hospital Infrastructure
to scale from existing 800 beds**

**Strong mobility backed
business processes for
replicable and scalable patient
experience**

**Build 'the widest healthcare
mobility ecosystem'. Open API
for new developer partnerships**

**Provide free cloud based Clinic
Management, Lab Management,
Hospital Information System**

**Build Physical
Infrastructure**

**1 Billion
Patients**

**Build Wide
Mobility
Ecosystem**

**Build 360°
Biomarker &
Genetic Data**

**Build Data
Analytics for
Predictive
Tools**

**Provide trained workforce to
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**

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

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



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...

 Video Consultation	 Download Lab/ Radiology Report	 Cell Correct Game	 Live Healthy	 Hospital Facebook / Twitter		 Participate in Survey	
 Videos & Tools	 Specialties	 Find a Doctor	 Virtual Tour	 Find a Health Coupon		 Directions	 Report an Accident
 Chat Online		 Contact Us	 Ask a Question	 Vaccination Reminder	 Set a Reminder	 Download Bills	
 Generate Estimate	 Book An Appointment	 Book a Health Check	 Download Discharge Summary	 Give a Feedback	 Make Payment Online	 Register Online	 Gift Health

...to connect all Stakeholders



Focused on reaching **1 bn** patients

Comprehensive Mobility Portfolio

Building a cohesive ecosystem for Healthcare

Engaged in cutting edge experiential service today

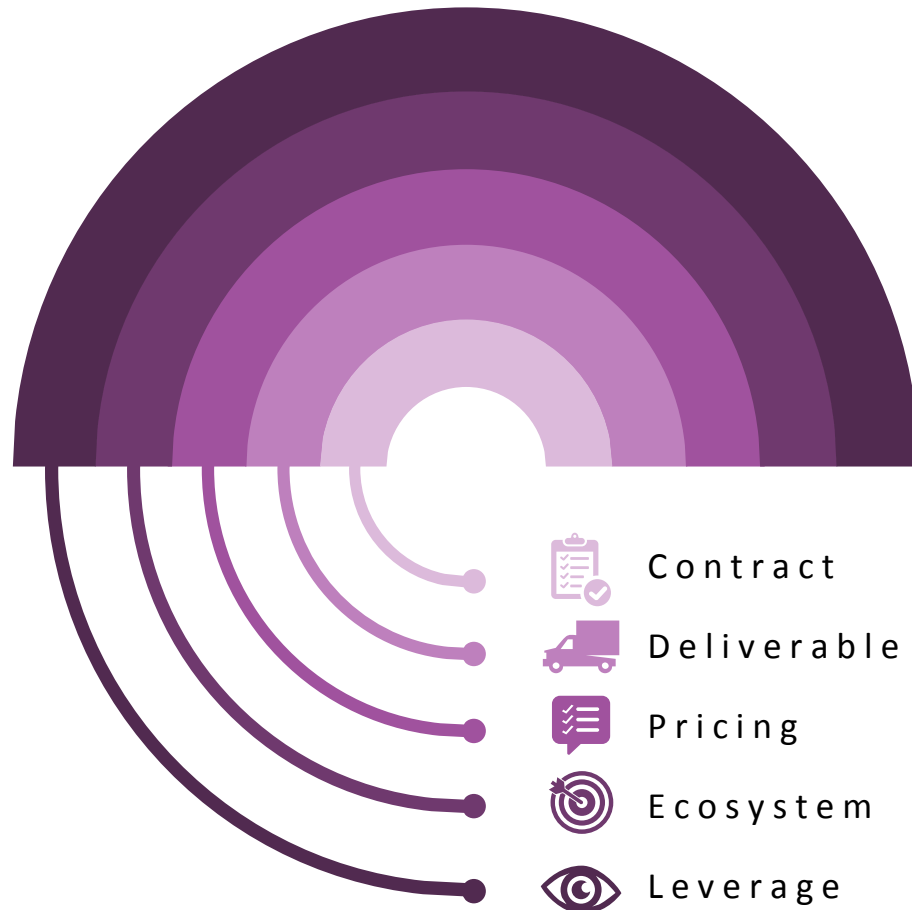


In-house Mobility Expertise leveraged to Provide unmatched Patient Experience

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. UPHSSP is World Bank assisted project started to enhance Medical Health 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



Cardiology



Orthopaedics



Neurology



Nephrology



Emergency



Cancer Care



Transplant

Multi-Dimensional Patient Engagement...



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 Delivery Innovation

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

Healthcare Tech Innovations

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

Medical Science Innovations

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

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

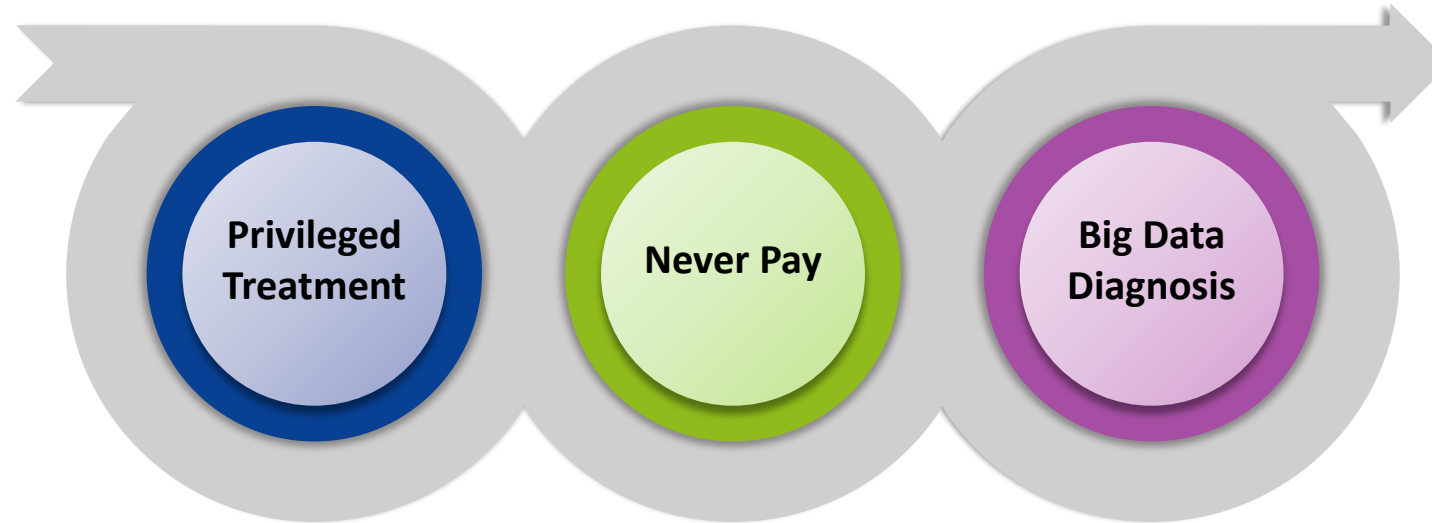
Process Innovation

- 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



- Dedicated Relationship Manager
- Individual Attention
- No Queues
- Indepth Discussions with Doctors

- Video Consultation
- In-person Consultation
- Mobile App
- Lab Tests
- Radiology Tests

- Drug Exposure
- Symptoms
- Radiological Markers
- Biomarkers

Personalized Medical Data on Mobile & all Medical Services Insured

Bristlecone Acquisition – Economy Brand

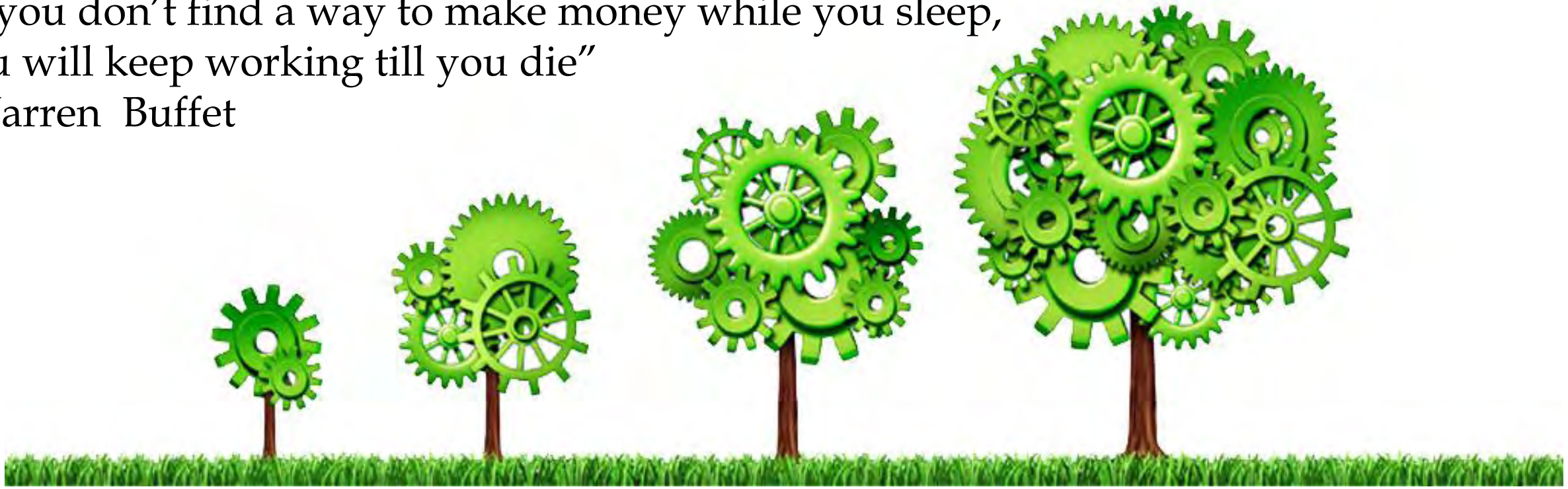


- 200 beds in two locations
- 50,000 satisfied patient base
- 400 trained employees
- Experience of well-oiled NABH processes



- 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

Performance Highlights : H1FY19



IT Products

- The revenue for H1FY19 grew by 41% to Rs. 86.51 Cr vis-à-vis Rs. 61.34 Cr during H1FY18 led by the revenue realization on the new QFund project with Advance America which translates to Rs. 9.20 cr in H1FY19 of the total Rs. 20 cr new revenue expected in this financial year.
- The other clients of Qfund have also shown strong QoQ revenue growth
- The EBITDA for H1FY19 grew by 40% to Rs. 31.75 Cr vis-à-vis Rs. 22.58 Cr during H1FY18.

IT Services

- IT Services revenue for H1FY19 dropped by 18% to Rs. 48.53 Cr Vis-à-vis Rs. 59.50 Cr During H1FY18. EBITDA for H1FY19 grew by 5% to Rs. 14.14 Cr Vis-à-vis Rs. 13.46 Cr during H1FY18
- The new technology solutions in AI and Mobility continue to drive new customer additions and repeat revenue from existing customers; thereby continued profitability
- The division continues to invest in FinTech and Healthcare space to create scalable revenue and deeper customer pipeline

Healthcare

- The business continues to make significant stride across operating parameters with half yearly revenue touching Rs. 65 cr with steady EBIDTA margin of 18%
- The Flagship hospital saw the occupancy cross 30% in Q2FY19
- 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)	Q2FY19	Q2FY18	YoY	H1FY19	H1FY18	YoY
Revenue from Operations	1,038	846	22.8%	2,002	1,684	18.8%
Employee Expenses	310	330		643	650	
Administration Expenses	348	258		669	535	
EBITDA from Operations	299	227	32.1%	577	448	28.8%
EBITDA %	28.8%	26.8%		28.8%	26.6%	
Other Income	12	5		29	8	
Depreciation/Amortization	84	43		163	124	
Finance Cost	57	75		109	122	
Profit before Tax & Minority Interest (MI)	170	113	50.7%	335	209	60.3%
Tax	4	32		66	58	
Profit after Tax & before MI	166	81	106.0%	268	151	77.5%
Minority Interest	0	0		0	0	
Profit after Tax & MI	166	81	106.0%	268	151	77.5%
Cash Profit	251	124		431	275	
EPS	5.45	3.03		8.78	5.63	

Consolidated Balance Sheet



Rs. Mn	Sep-18	Mar-18
Equity		
Equity Share Capital	306	282
Other Equity	2,496	2,207
Money Received Against Share Warrant	53	65
Non-current liabilities		
Financial Liabilities		
Borrowings	1,275	1,083
Deferred Tax Liabilities (net)	21	118
Long-term provisions	84	17
Current liabilities		
Financial Liabilities		
Borrowings	481	491
Trade Payables	228	397
Provisions	270	275
Total Liabilities	5,213	4,935

Rs. Mn	Sep-18	Mar-18
Non-current assets		
Fixed Assets		
Property, Plant & Equipment	3,096	2,594
Capital Work in Progress	28	49
Goodwill	414	414
Intangible Assets	213	221
Financial Assets		
Non current investments	12	12
Long term Loans and advances	96	105
Other non current assets	12	11
Current Assets		
Inventories	89	103
Financial Assets		
Trade Receivables	703	784
Cash and cash equivalent	127	99
Short term loans and advances	389	498
Other current assets	32	45
Total Assets	5,213	4,935

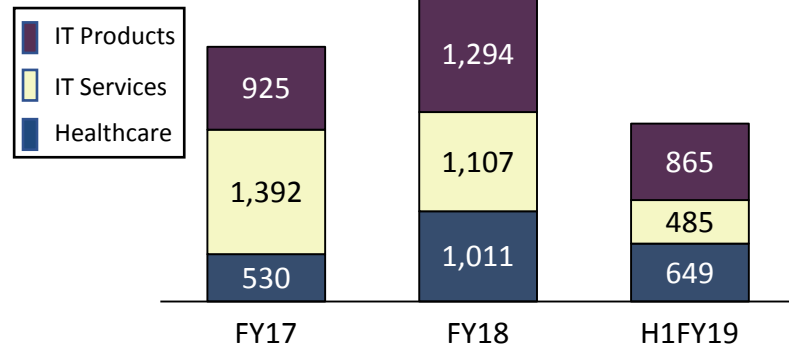
Historical Performance



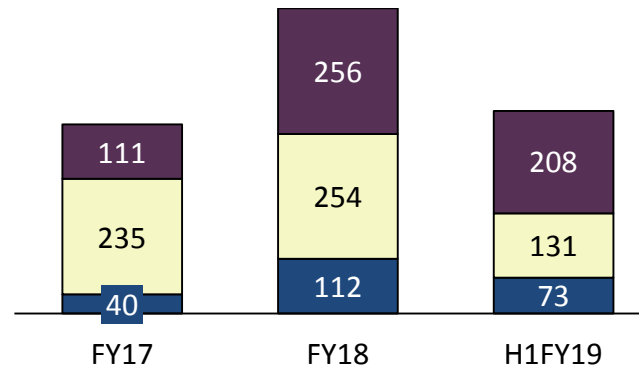
Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	FY18	CAGR
Revenue from Operations	787	1,130	1,388	2,183	2,867	3,414	34.1%
Employee Expenses	239	321	492	927	1,229	1,309	
Administration Expenses	408	660	675	945	999	1021	
EBITDA	140	149	221	311	639	958	46.9%
EBITDA %	17.9%	13.2%	16.0%	14.3%	22.3%	28.1%	
Other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

Key Consolidated Financials

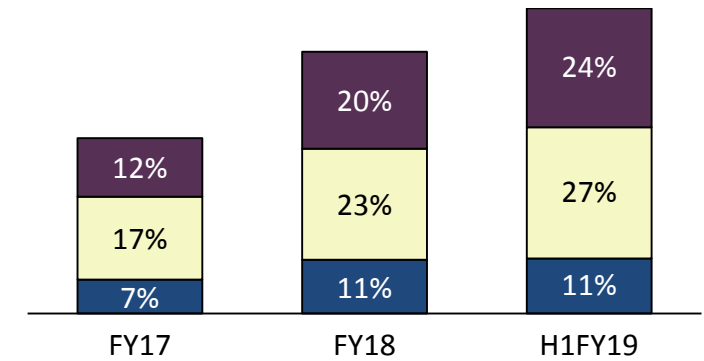
Segmental Revenue* (In Mn)



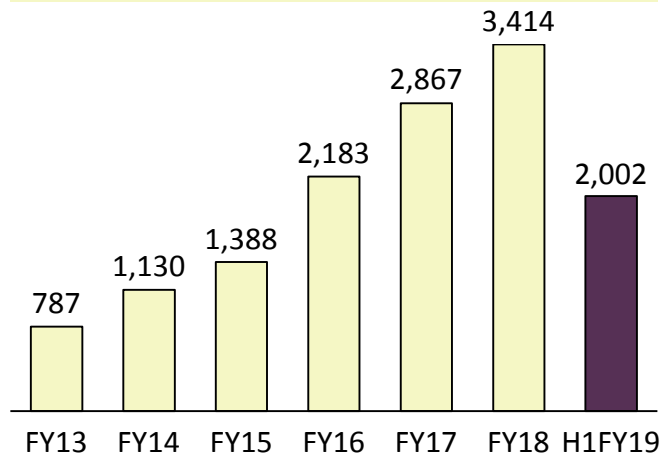
Segmental EBIT (In Mn)



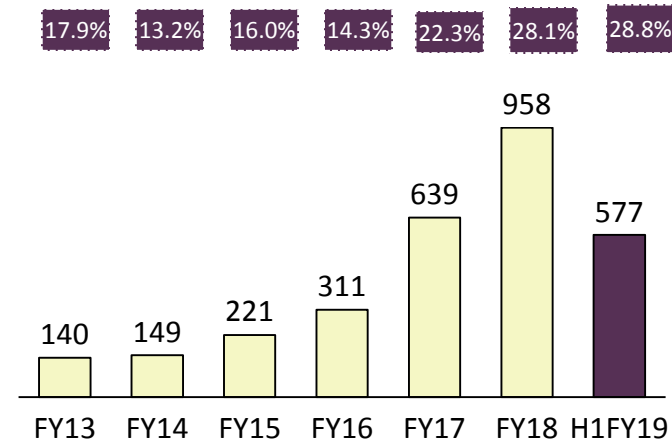
Segmental EBIT Margin



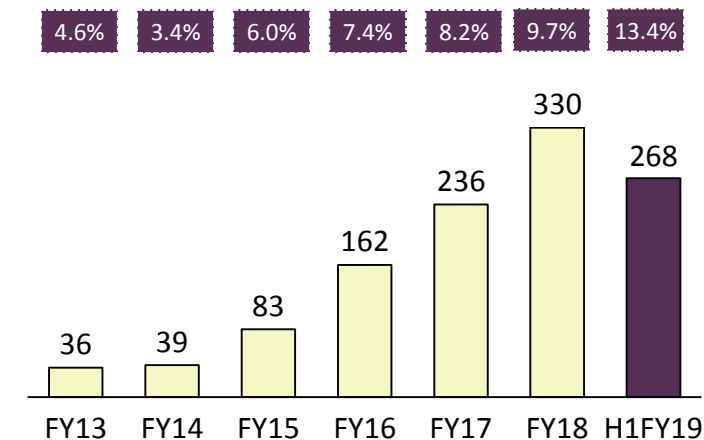
Revenue from operations (In Mn)



EBITDA from Ops (In Mn) & Margin (%)



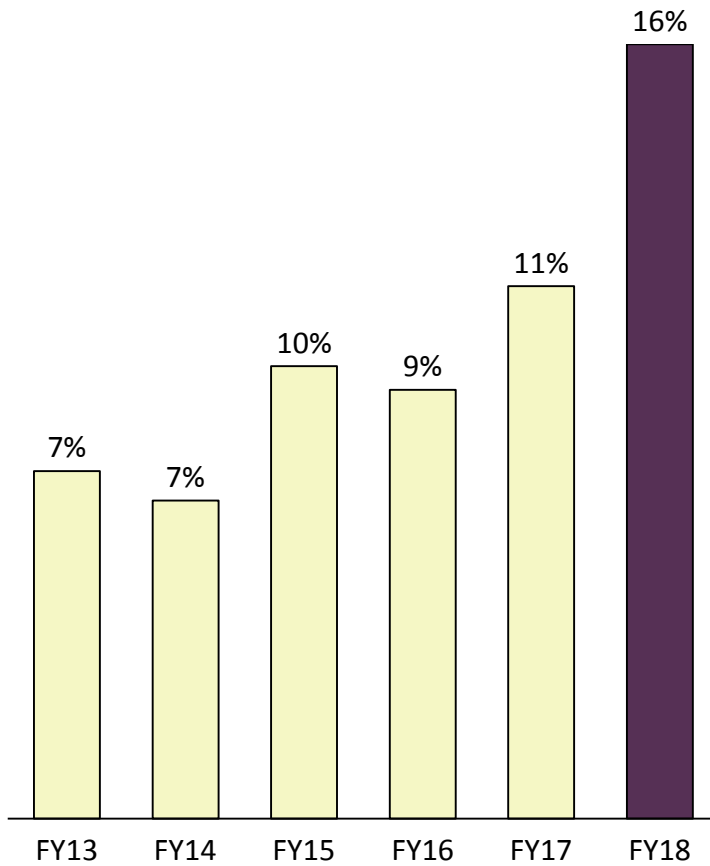
PAT (In Mn) & Margin (%)



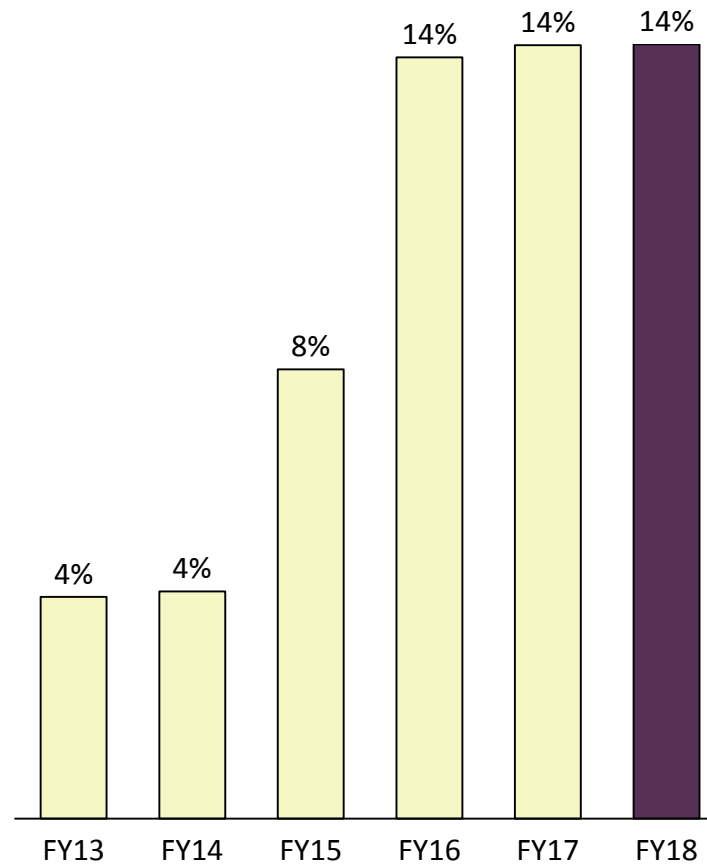
*The difference between total operating revenue and segmental revenue is due to Other Operating Income (ITES)

Performance Metrix

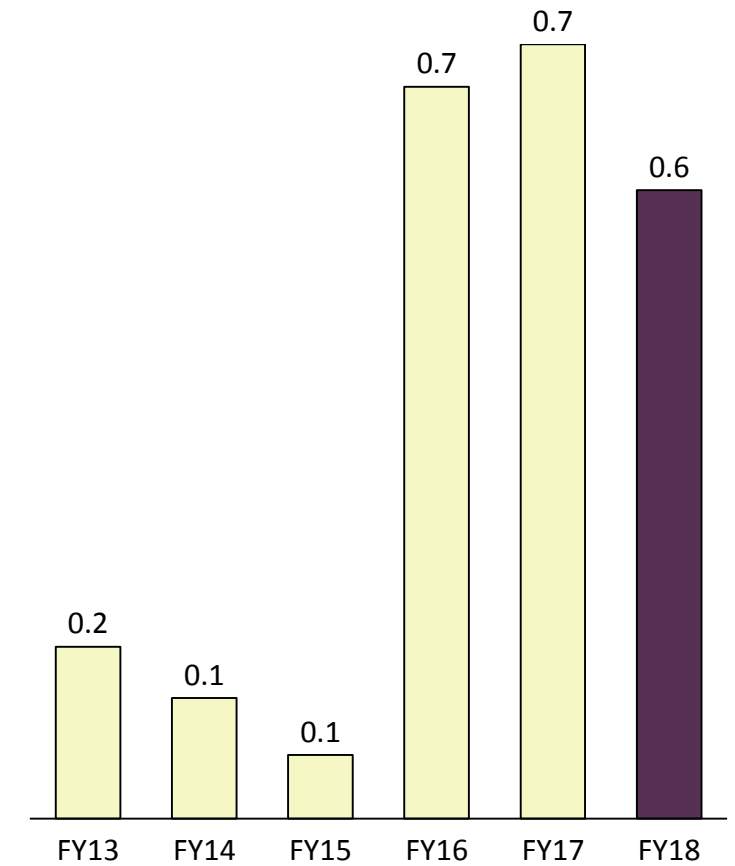
Average Return on Capital Employed



Average Return on Equity



Net Debt : Equity

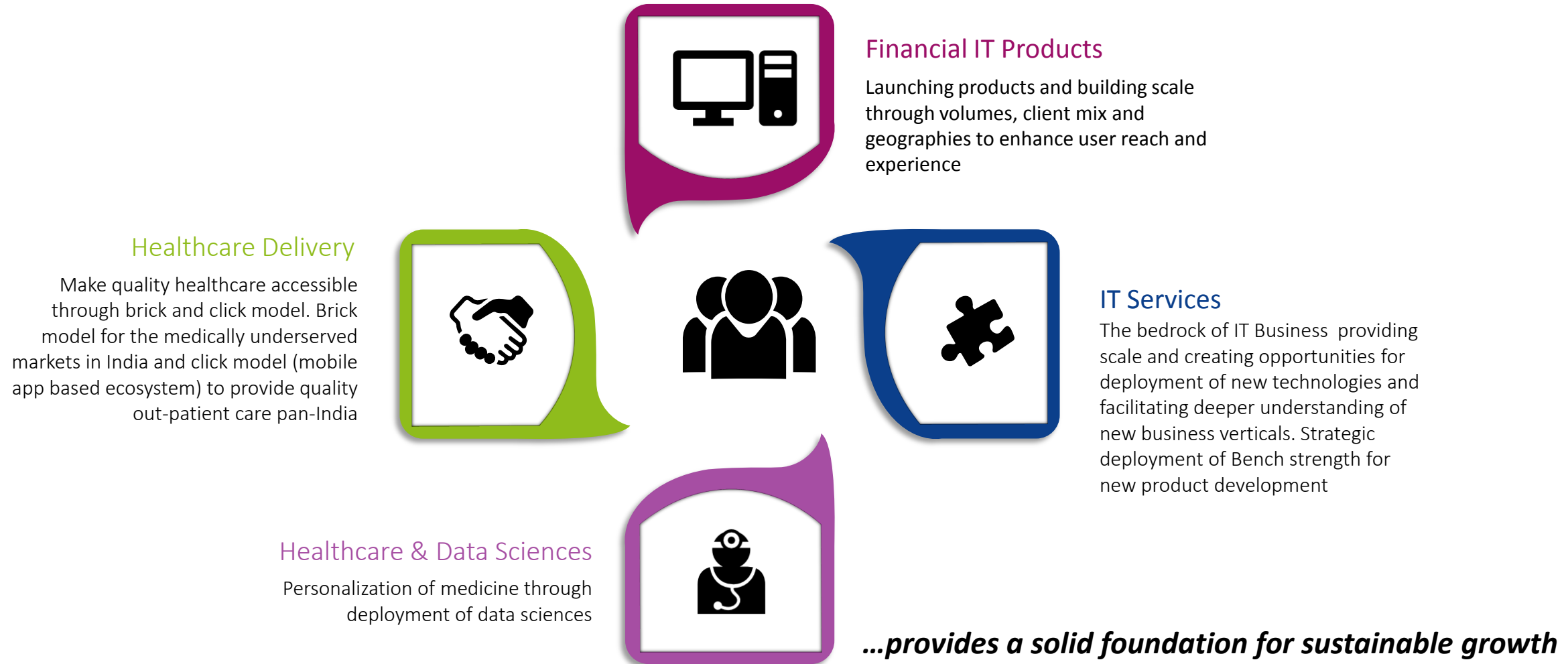


Way Forward

“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...



For further information, please contact



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