

Dated:19th November, 2021

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

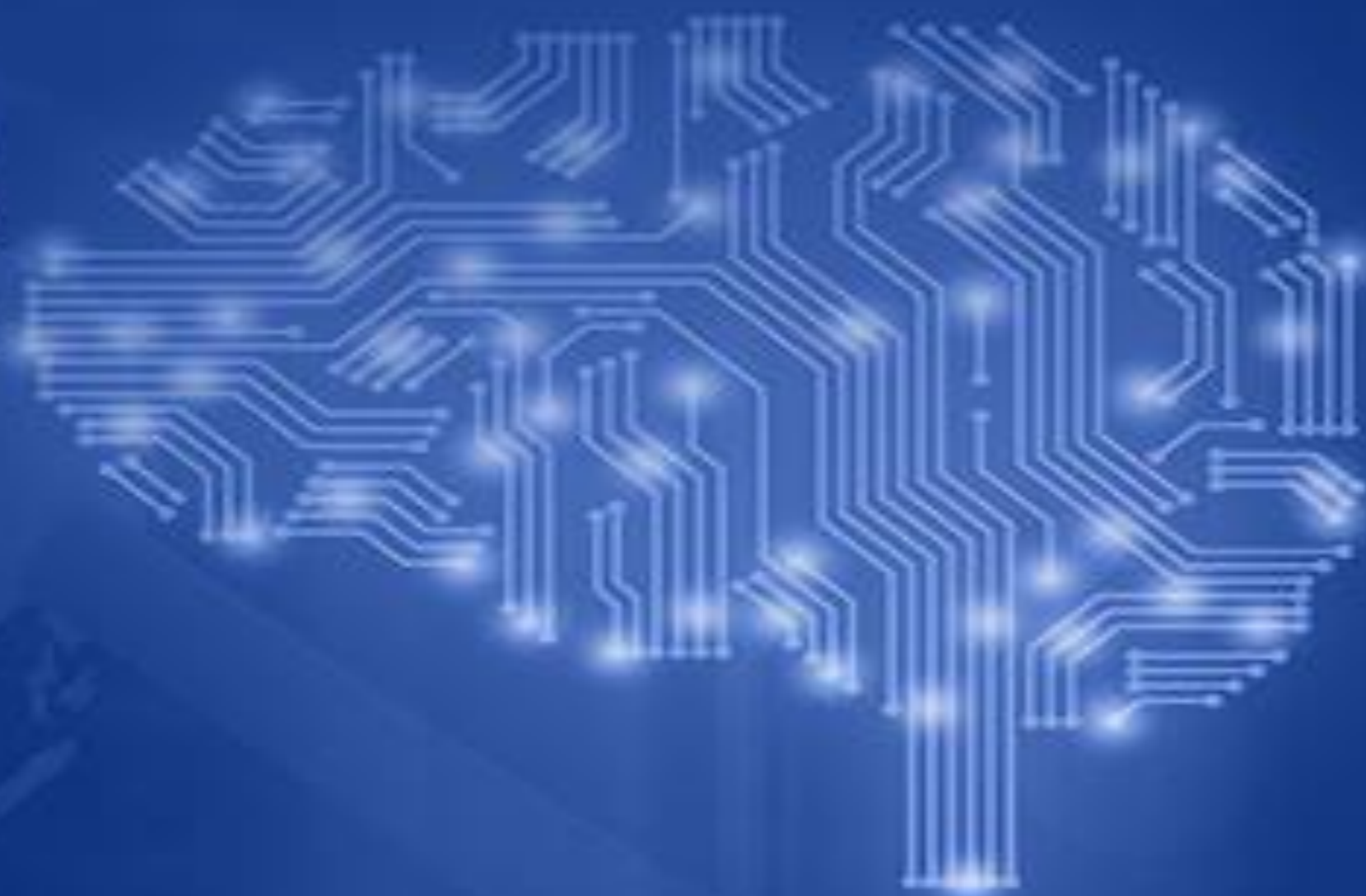
Yours Truly

For Virinchi Ltd


K. Ravindranath Tagore
Company Secretary
M.No. A18894



INVESTOR Presentation



...*"n minds, n! knowledge"*

November 2021

Safe Harbor



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“Causing Systems Perform Business”



Our Vision...

“To be Technology led Business Solution Provider in Fintech & Healthcare Space”

Financial Technology

“To build Globally Inclusive Solutions

- Over 25 mn short term loans, including payday loans, to sub-prime customers
- Proprietary machine learning credit underwriting tools
- ‘Downloadable credit card’ in India together with leading banks & NBFCs

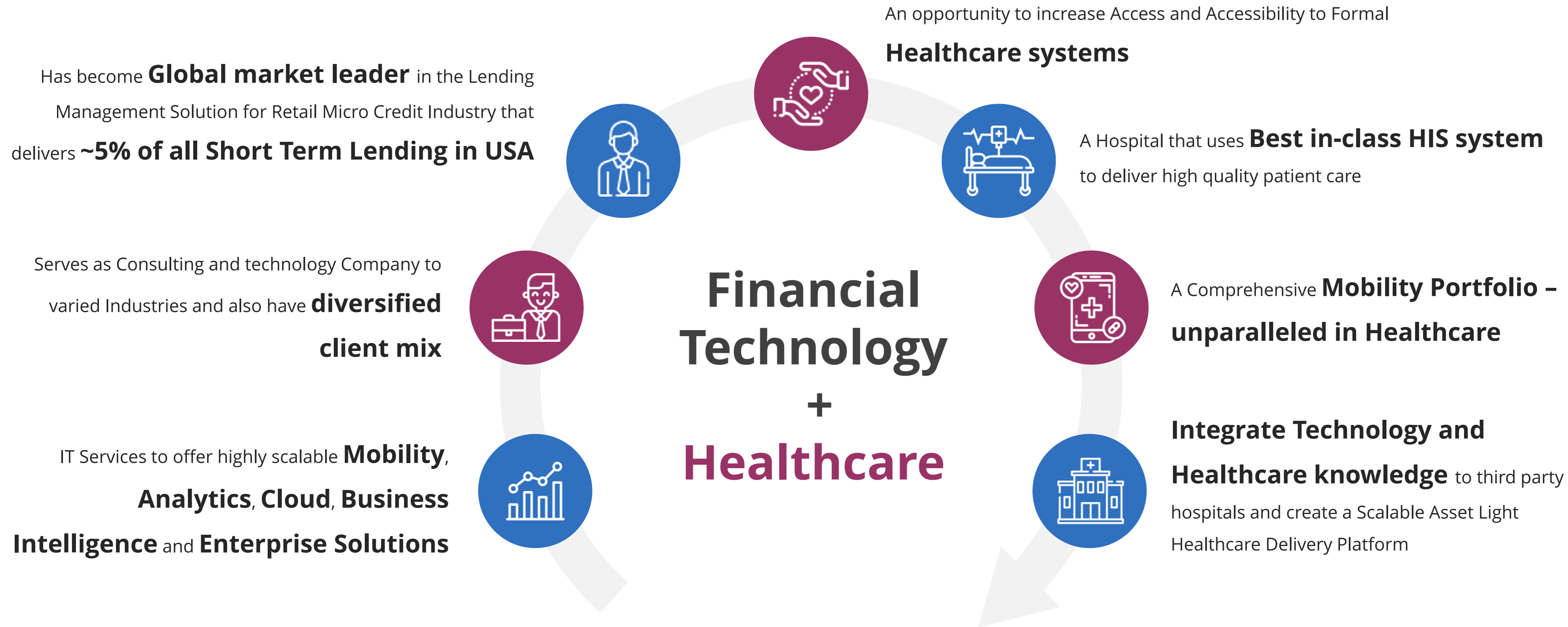


Healthcare

“To serve a Billion Patients”

- Existing 600 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 1 mn Integrated Healthcare Providers

Technology Driven Business Solutions...



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



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



Financial Technology – Indian Market

Launch of Downloadable Credit Card – Vcard for Indian market

Chairman Emeritus's Strategic Overview



Viswanath Kompella

Chairman Emeritus, Founder – Promoter, Strategic Advisor

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 domains of Virinchi, which are increasingly depending on Artificial Intelligence to achieve precision at an individual customer level from “discovery to delivery” of service. 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 near future”*

Management Team



Satyanarayana Vedula
Executive Director

- Member of the ICAI
- Certified Global Business Leader from HBS and U21
- Certified Six Sigma Black Belt
- Over 3 decades Industry experience in IT and non_IT sectors.
- IT expertise spans across Health & Life Sciences , BFS and Insurance in Consulting Global Delivery, Sales and Relationship Management



Satyajeeet Prasad
Chief Executive Officer

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



M.V. Srinivasa Rao
CFO & Executive Director

- BE – ECE (OU), IIM Ahmedabad
- 18+ years with Deloitte Touche Tohmatsu India
- Total experience of 28 years in management consulting , Strategy & operations and corporate finance



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

Management Team



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



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.



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 - Healthcare



Dr. Srinivas Samavedam

Medical 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



Sam Davala

Director Scientific Affairs,
Virinchi Hospitals

- MSc. Biotechnology, Osmania University
- 18+ Years of Experience in Biotechnology & Healthcare Sectors
- Served as a Lead Scientist for Dr. Reddys' Laboratories, GSK, Big DNA and Myconostica & Vivo Biotech Limited



Kiranmyee Vedula

Chief of IT Enabled Services
Virinchi Hospitals

- MBA (IT & Project Management) and B Tech
- 2 plus decades experience across IT, ITES and Product Development
- Expertise in Healthcare, Fintech and Manufacturing verticals

“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



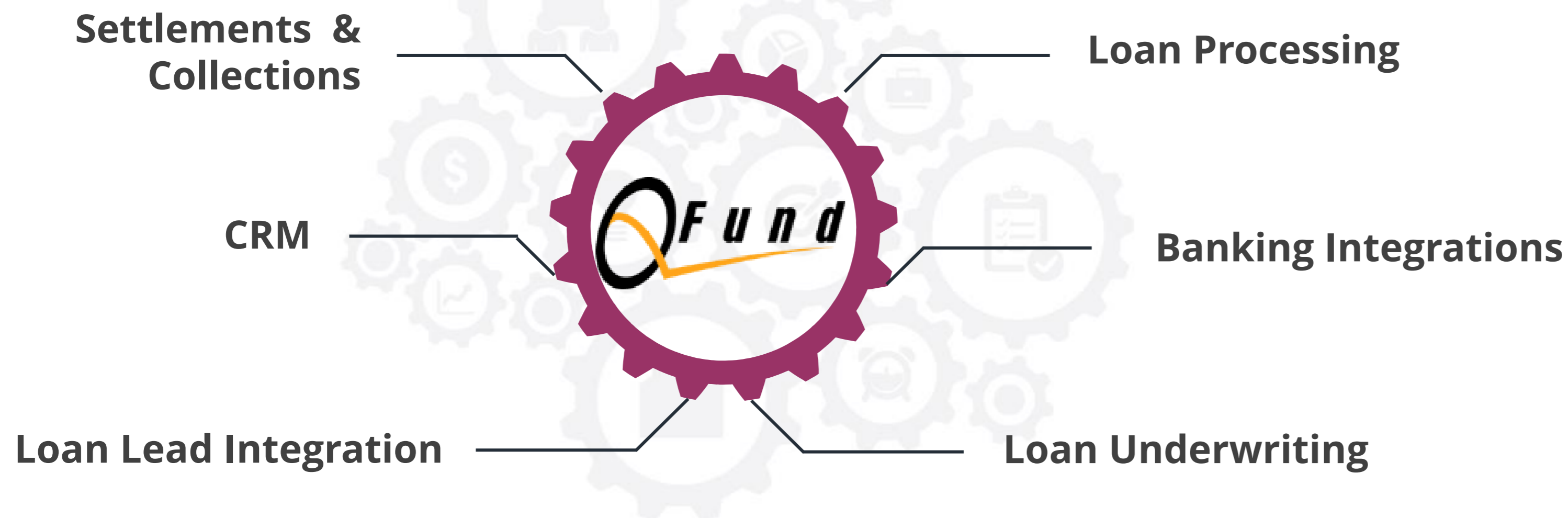
RENEWED FOCUS

**TO CHOOSE
'APPROPRIATELY
PROFITABLE CUSTOMERS'**

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

Qfund : Flagship Lending Management System

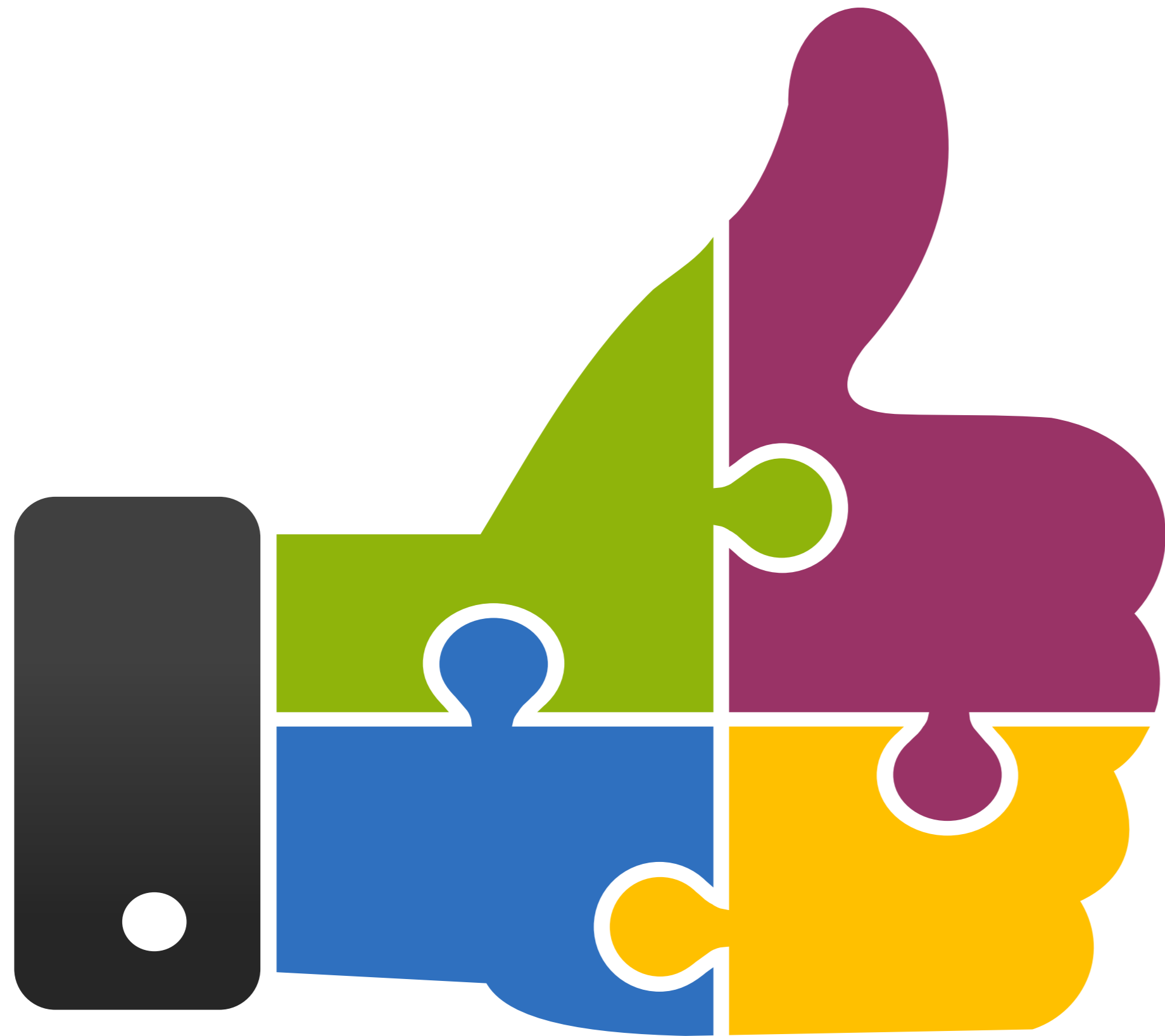
What does QFund Do?



- 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

USD 12bn New Loans	Monthly ~450,000 loans are processed
12mn Borrowers growing at 8% CAGR	Loan value from \$500-\$1000 with tenure of 30 to 60 days
20,000 Lender Stores	More Payday Outlets than McDonalds stores in the USA

Qfund Strengths



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

Versatility

Agile product with configurability to adapt varied business models

Product Footprint

Expanded product footprint across related consumer lending segments

Intelligent Tool

Sophisticated mobility enabled business intelligence dashboards.

Single Identity

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

Software Experience

Experience of Software successfully executed over 15mn transactions

Machine Learning

Built machine learning underwriting tools to support heuristics decisions

Expand footprint across Retail Lending by PayEz & vCard

... goes Mobile

Technology already replacing critical parts of
the Lending Value Chain

**Traditional Consumer
Lending...**

Short Term Retail Lending Industry

Payday Loans, Installment Loans, Auto
Equity Loans, Line of Credit, Pawn Loans,
Check Cashing

Loan Marketing Organization

Credit Service Organizations

Lending Organization

Credit Rating Agencies

Credit Card Issuers

Clearing Organizations

ACH & Payment Organizations

Customer Relationship Orgs

Loan Marketing & Lead Generation

Loan Underwriting & Integration

Loan Processing

Fund Supply

Settlement & Collections

CRM

Consumer Lending Industry

Installment Loans, Consumer Finance,
Line of Credit, Credit Cards, Personal
Loan, Overdraft

Digital Marketing

Online LMS

Lending Organization

Machine Underwriting

Digital Line of Credit

Payment Banks

Mobile Wallet

Self Service Portals

Virinchi aims to leverage and expand its Product Suite to offer
Select Digital & Mobility services across the Entire Lending
Value Chain for the Mainstream Consumer Lending Industry

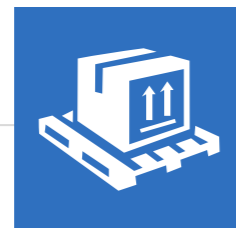
**“Opportunities don't happen.
You create them” - *Chris Grosser***

IT Services - Enterprise Applications & SMAC Focus



Focus

Six Competencies - Social, Mobility, Analytics, Cloud, Package Product Services & Application Services



Client Mix

Diversified across technology, telecom and banking sectors who account for more than 50% of revenues



Strength

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



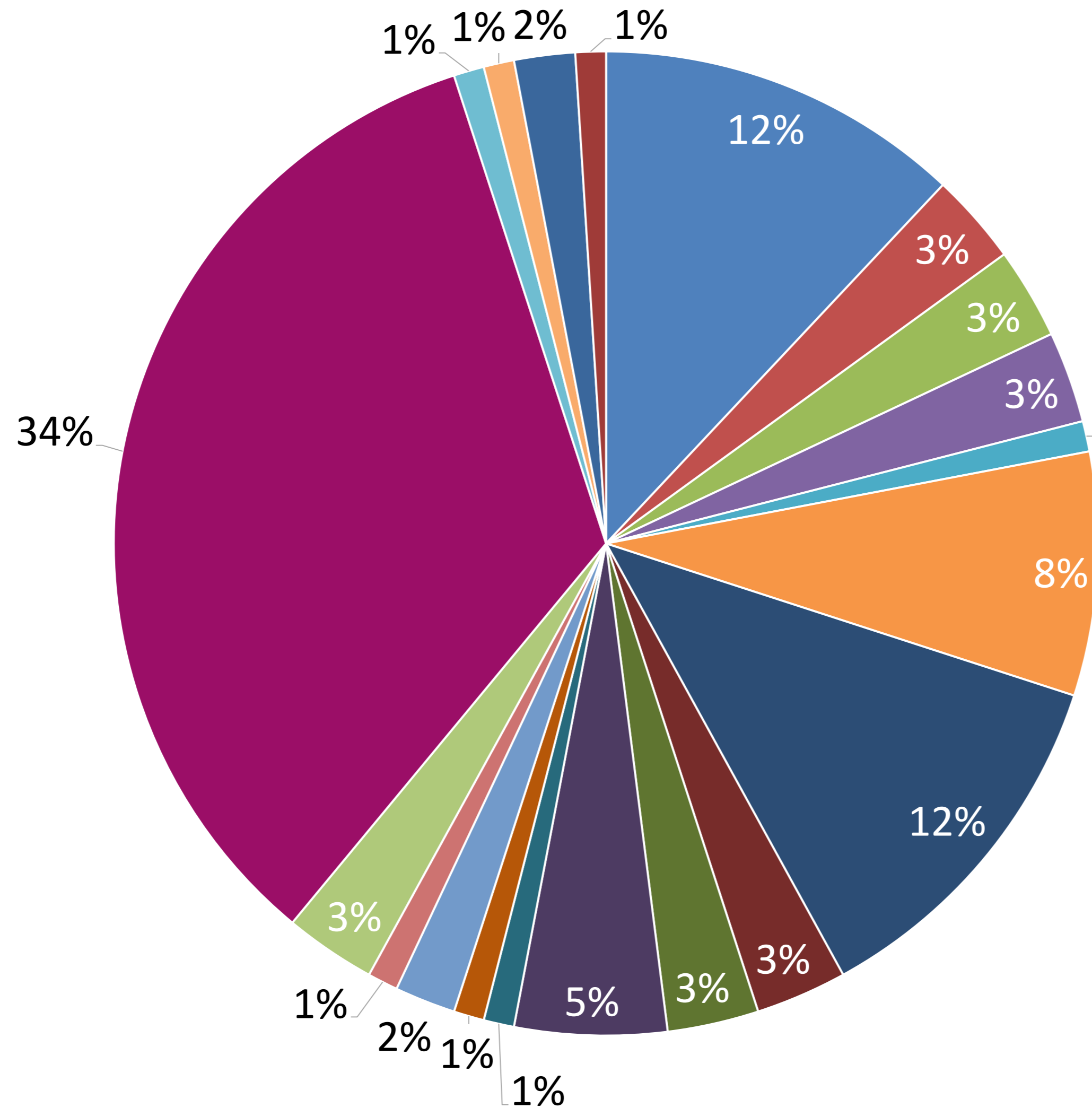
Revenue Growth

Services revenues grew six-fold in 24 months



IT Enabled Services

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/Apparel/Footwear
- Technology
- Telecommunication
- Telecommunications
- Transportation & Logistics
- Utilities, Consumer Durables

SMAC Focus Strategy

SOCIAL

- Digital Marketing
- Social Management

MOBILITY

- Healthcare
- Enterprise Mobility
- Games
- CRM

ANALYTICS

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

CLOUD

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

PACKAGE PRODUCT SERVICES

- SAP/ SAP HANA
- Oracle
- App Development

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 Realization

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 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

Asset Light Physical Hospital Infrastructure to scale from existing 800 beds

Build Physical Infrastructure

Build Wide Mobility Ecosystem

1 Billion Patients

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 Cutting Edge Medical Technology & Big Data in Healthcare Delivery

01

Right to Science in Therapy

To advance diagnosis and therapy as part of Right to Science; we offer stem cell-based therapies, organ regeneration, adoptive immune therapies, nanotechnology for disease detection, drug delivery and cell/tissue corrections among others

02

Personalized Medicine

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

03

Technology Intervention through Machine Learning

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 to **REACH**
1bn 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

Virinchi Hospitals



Phase I of the Flagship hospital at Banjara Hills, Hyderabad consisting of 350 beds commissioned in Nov 2016.

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

NABH and NABL accredited.

250 super-specialists on board. Single Integrated HIS/ EMR

The flagship hospital achieved Cash Breakeven in FY 2019, within 30 months of commission

2 additional city hospitals of 140 bed & 60 beds with ~5 years of operations at 60% occupancy. 140 bed facility is NABH accredited

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 Tech Innovations

- Personalized Preventive Healthcare
- 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 Organization
- 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 Therapy
- Clinical Trial Drug Availability
- Stem Cell Growth
- 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

Bristlecone - 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

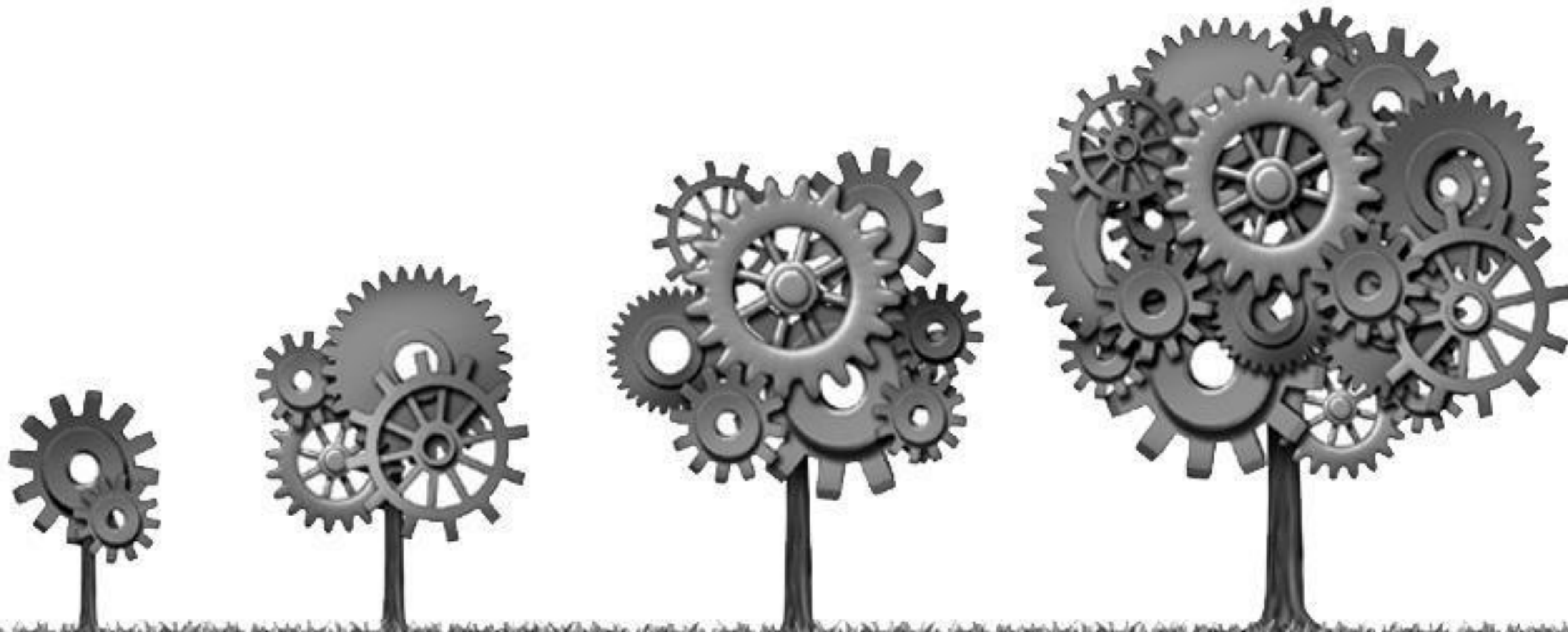
Serviced by 100 doctor panel

Strategic locations in old Hyderabad city and busy highway to Vijayawada & Chennai

Transferred from Virinchi Limited to Virinchi Healthcare Pvt. Ltd., in FY2018-19

This business, run as a division of Virinchi Limited comprising of the 60 bed Unit at Barkatpura and 140 bed unit at Hayathnagar, Hyderabad, adding up to 200 beds is transferred to Virinchi Healthcare Private Limited through slump sale, effective April 1, 2018

Causing Systems Perform Business



Performance Analysis: Q2&H1FY22



Consolidated

- Consolidated Revenue for Q2FY22 stood at Rs. 85.51 Cr compared to Rs. 100.19 Cr during Q2FY21. The revenues in Q2FY22 are lower due to on-site implementation income at Advance America coming down as the roll out of the product is almost complete and also, Q2FY21 had Covid income in healthcare vertical. The consolidated revenue for H1FY22 stood at Rs. 201.85 cr vis-à-vis Rs. 179.03 Cr during H1FY21. The revenues in H1FY22 are higher on account of Covid income in healthcare vertical in Q1FY22
- Consolidated EBITDA for H1FY22 stood at Rs. 60.89 Cr compared to Rs. 39.91 Cr during H1FY21
- Consolidated PAT for H1FY22 stood at Rs. 5.36 Cr compared to Rs. 3.58 Cr during H1FY21.

IT Services

- The Q2FY22 IT Services revenue stood at Rs. 14.27 Cr compared to Rs. 12.82 Cr in Q2FY21. The H1FY22 IT Services revenue stood at Rs. 26.90 Cr compared to Rs. 27.87 Cr during the same period last year.
- Over the last 9-10 quarters, given the visa regime, we have seen a decline in onshore revenue together with a steady improvement in the offshore revenue mix - with decline in average billing rates.

IT Products

- Q2FY22 IT Product Revenue stood at Rs. 29.11 Cr vis-à-vis Rs. 34.80 Cr in Q2FY21. The H1FY22 IT Product Revenue stood at Rs. 60.21 Cr compared to Rs. 67.83 Cr the same period last year. The fall in income in H1FY22 is on account of on-site implementation revenues coming down from the first quarter of FY22 as most of the on-site implementation work at Advance America is getting completed
- The Product's SaaS and Implementation income has historically grown in line with the Industry growth of 6-7%.

Healthcare

- Q2FY22 Healthcare revenue stood at Rs. 37.33 Cr compared to Rs. 50.84 Cr in Q2FY21. Q2FY21 revenue was higher due to Covid related income. The H1FY22 Healthcare revenue stood at Rs. 108.66 Cr vis-à-vis Rs. 80.83 Cr for the same period last year. The increase in H1FY22 income is on account of Covid income Q1FY22.
- Q2FY22 Healthcare EBIT stood at Rs. 4.54 Cr compared to Rs. 5.68 Cr in Q2FY21. The H1FY22 Healthcare EBIT stood at Rs. 21.23 Cr vis-à-vis Rs. 6.42 Cr in H1FY21. The incremental revenue in H1FY22 vis-à-vis H1FY21 has contributed to the increase in EBIT for the period under consideration.

Consolidated Income Statement – Q2&H1FY22



Particulars (Rs. Cr.)	Q2FY22	Q2FY21	Change	H1FY22	H1FY21	Change	FY21	FY20	Change
Consolidated Revenue	85.51	100.19	-14.65%	201.85	179.03	12.75%	365.19	383.16	-5.69%
Material Cost	7.03	7.82		20.74	11.98		23.09	23.78	
Employee Expenses	25.75	28.30		52.48	56.12		109.90	122.99	
Administration Expenses	25.26	41.72		67.73	71.02		125.48	124.11	
Total Expenses	58.04	77.84		140.96	139.12		258.48	270.87	
EBITDA	27.47	22.35	22.91%	60.89	39.91	52.57%	106.70	112.28	-4.97%
EBITDA %	32.12%	22.31%		30.17%	22.29%		29.22	29.30%	
Depreciation/Amortization	12.05	10.82		24.51	21.92		48.21	44.50	
Finance Cost	6.90	4.01		14.09	8.87		32.09	22.20	
Profit before Tax	8.52	7.53	13.15%	22.29	9.12	144.41%	21.56	45.59	-52.71%
Tax	8.30	6.86		16.93	5.54		18.89	-0.87	
Profit after Tax	0.22	0.67	-67.16%	5.36	3.58	49.72%	2.67	46.46	-94.25%
Cash Profit	12.27	11.48		29.87	25.51		50.88	90.96	
EPS (Basic)	0.06	0.20		1.38	1.10		0.72	14.20	

Consolidated Balance Sheet



Rs. Cr.	Mar-21	Mar-20
Equity		
Equity Share Capital	36.99	32.72
Other Equity	338.11	341.45
Money Received Against Share Warrant	1.27	1.71
Non controlling interest	(0.58)	(0.50)
NET WORTH	375.79	375.38
Non-current liabilities		
Borrowings	98.77	104.28
Deferred Tax Liabilities (net)	8.31	-3.75
Lease Liability	100.90	-
Long-term provisions	3.98	3.32
TOTAL NON CURRENT LIABILITIES	211.96	103.86
Current liabilities		
Borrowings	61.71	52.20
Trade Payables	8.25	11.20
Provisions	29.59	24.31
TOTAL CURRENT LIABILITIES	99.55	87.72
Total Liabilities	687.30	566.95

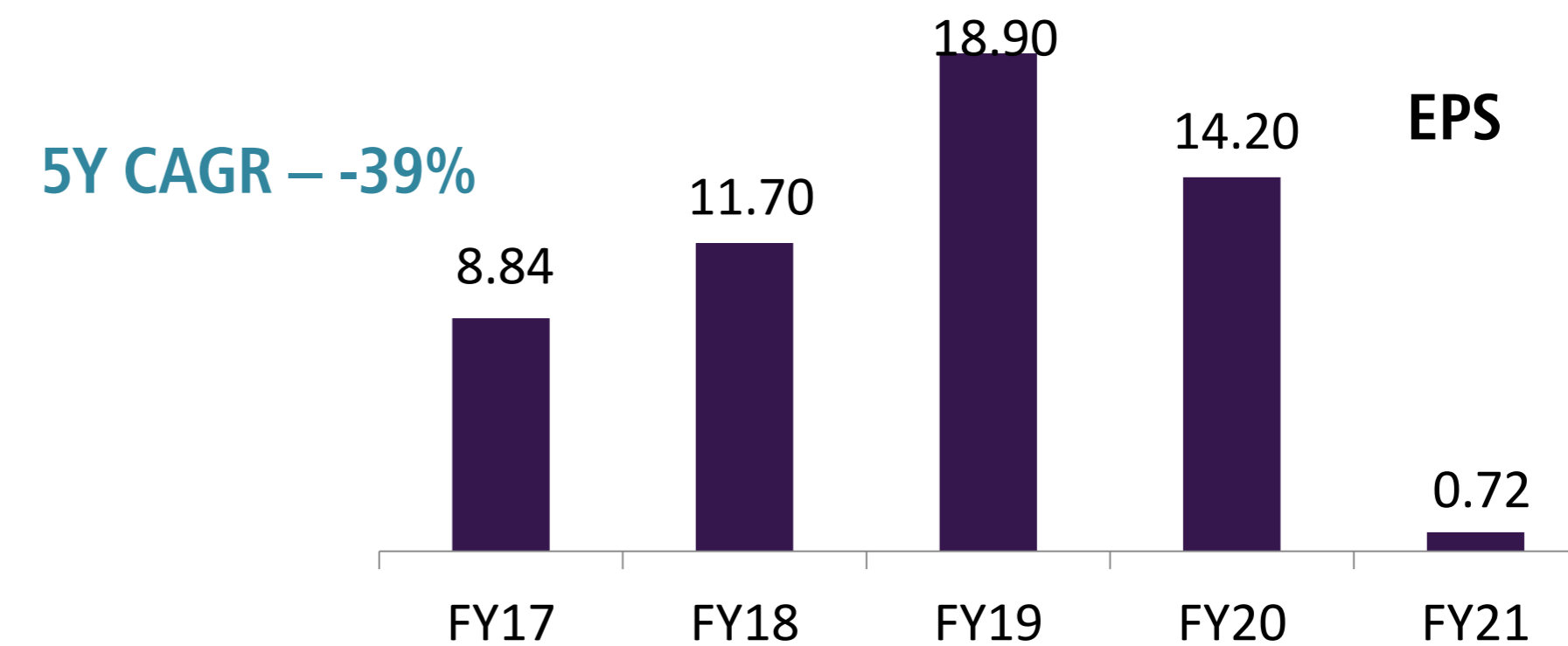
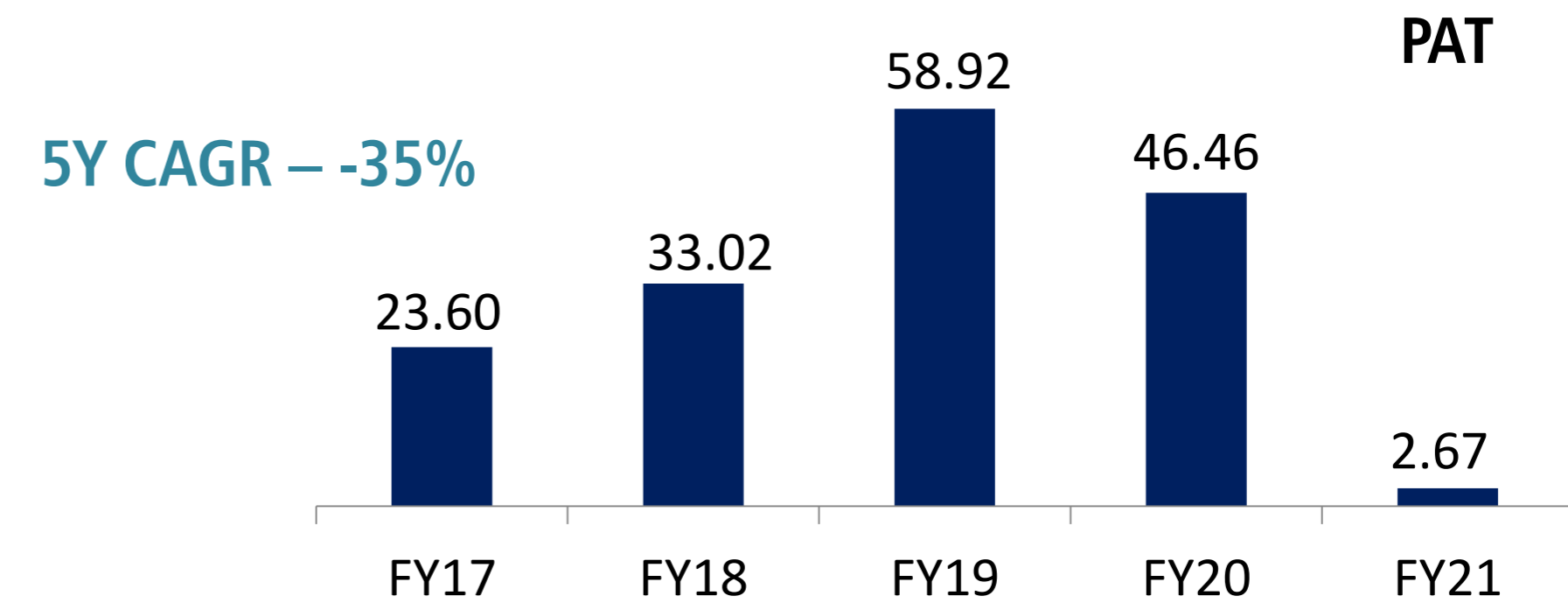
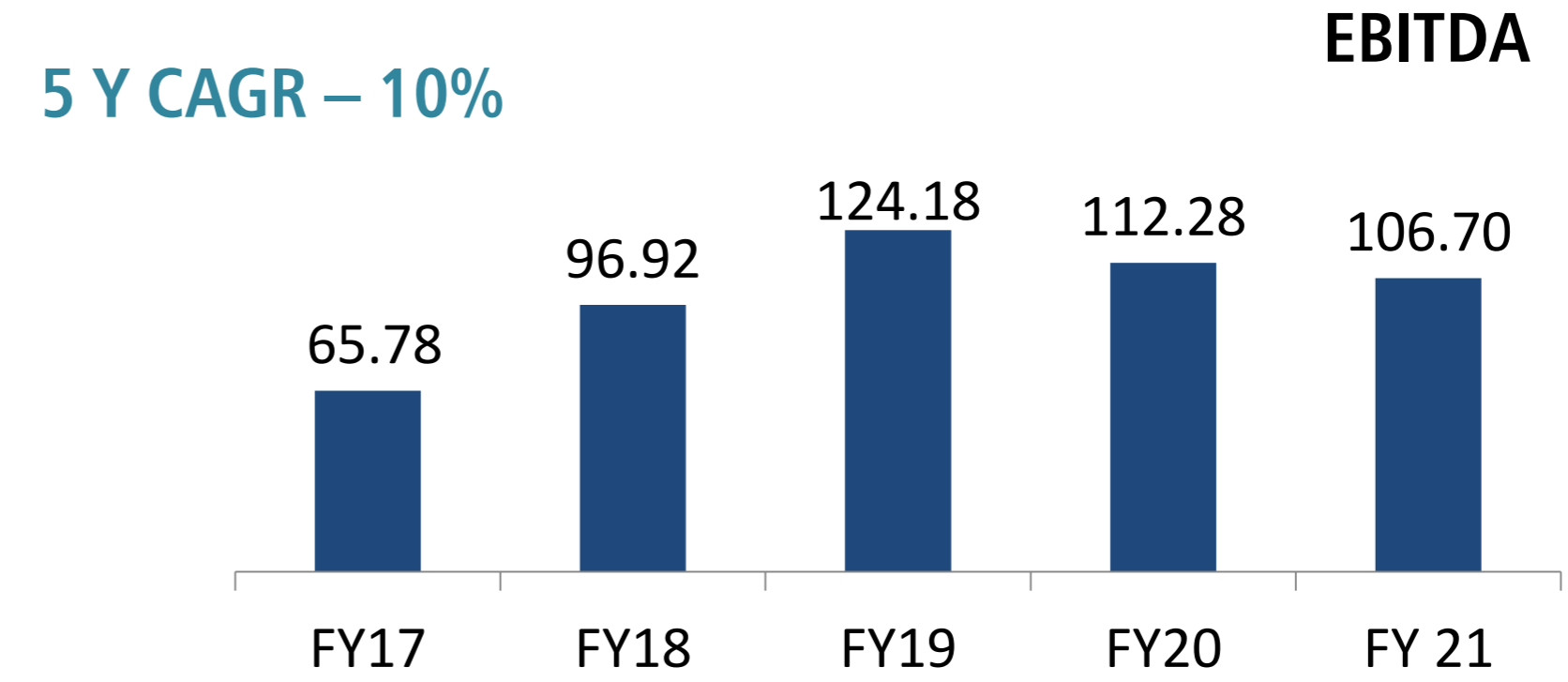
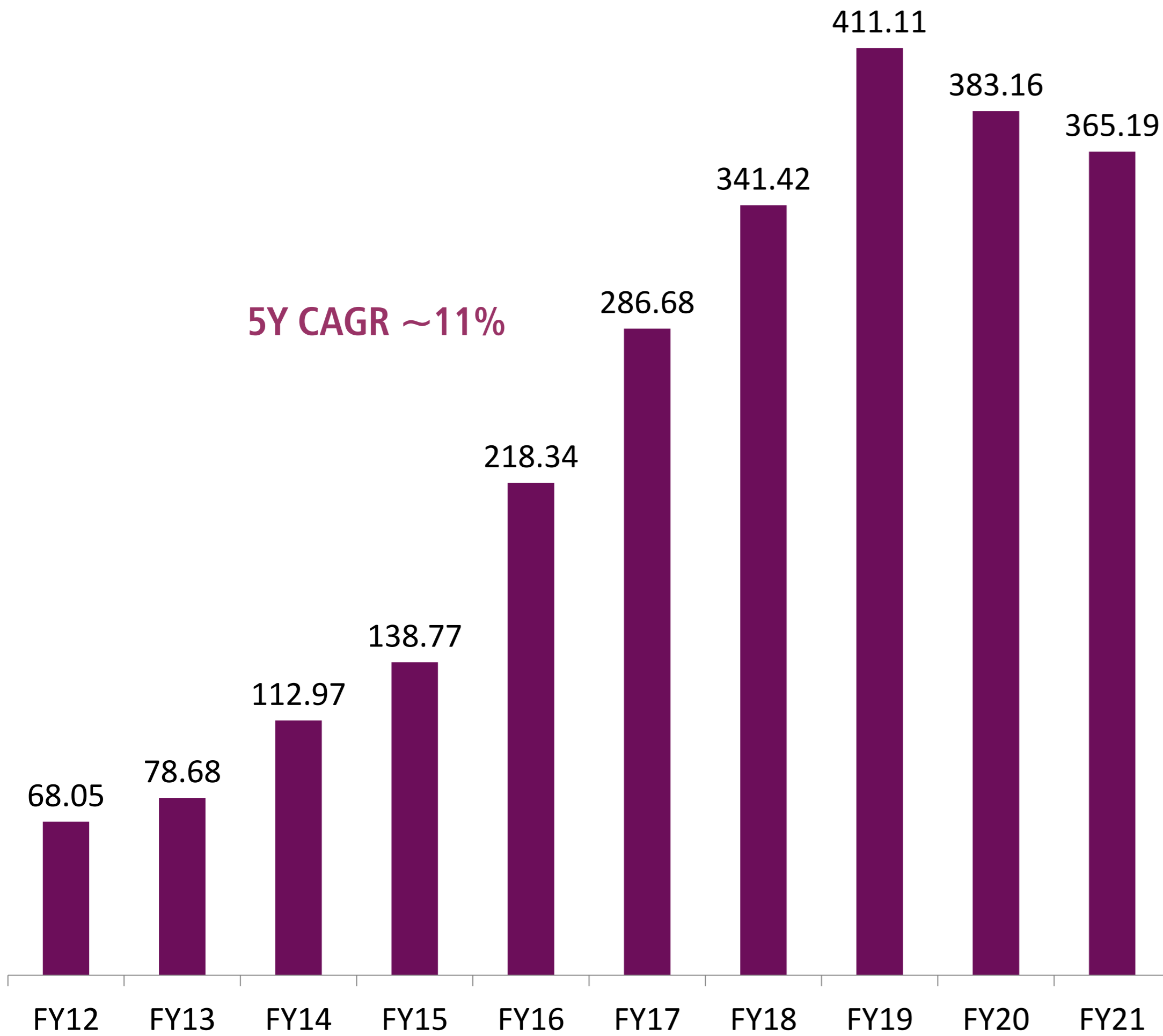
Rs. Cr.	Mar-21	Mar-20
Fixed Assets		
Property, Plant & Equipment	319.67	305.49
Right of use asset	91.88	-
Capital Work in Progress	10.92	4.45
Goodwill	41.42	41.42
Intangible Assets	41.59	48.04
TOTAL FIXED ASSETS	505.48	399.40
Financial Assets		
Non current investments	0.36	0.30
Long term Loans and advances	7.55	9.49
Other non current assets	0.85	1.11
TOTAL FINANCIAL ASSETS	8.76	10.90
Current Assets		
Inventories	12.36	9.64
Trade Receivables	77.00	74.61
Cash and cash equivalent	19.02	8.67
Short term loans and advances	46.99	50.33
Other current assets	17.69	13.40
TOTAL CURRENT ASSETS	173.06	156.65
Total Assets	687.30	566.95

Historical Performance



Particulars (Rs. Cr.)	FY16	FY17	FY18	FY19	FY20	FY 21	CAGR
Consolidated Revenue	220.5	288.6	342.5	411.1	383.2	365.19	10.6%
Material Cost	-	6	13	24	24	23	
Employee Expenses	93	123	131	128	123	110	
Administration Expenses	94	94	102	134	124	125	
EBITDA	33.3	65.8	96.9	124.2	112.3	106.7	26.2%
<i>EBITDA %</i>	15.23%	22.95%	28.39%	30.21%	29.30%	29.22%	
Depreciation/Amortization	12.1	23.2	33.4	36.0	44.5	48.21	
Finance Cost	3	11.5	18.0	22.1	22.2	32.09	
Profit before Tax	18.2	29.5	45.5	66.2	45.6	21.56	3.4%
Tax	1.9	5.9	12.5	7.2	-0.9	18.89	
Profit after Tax	16.2	23.6	33.0	58.9	46.5	2.67	-30.3%
Cash Profit	28.3	48.4	66.4	94.9	91.0	50.88	12.4%
EPS	9.0	8.8	11.8	18.9	14.2	0.72	-39.7%

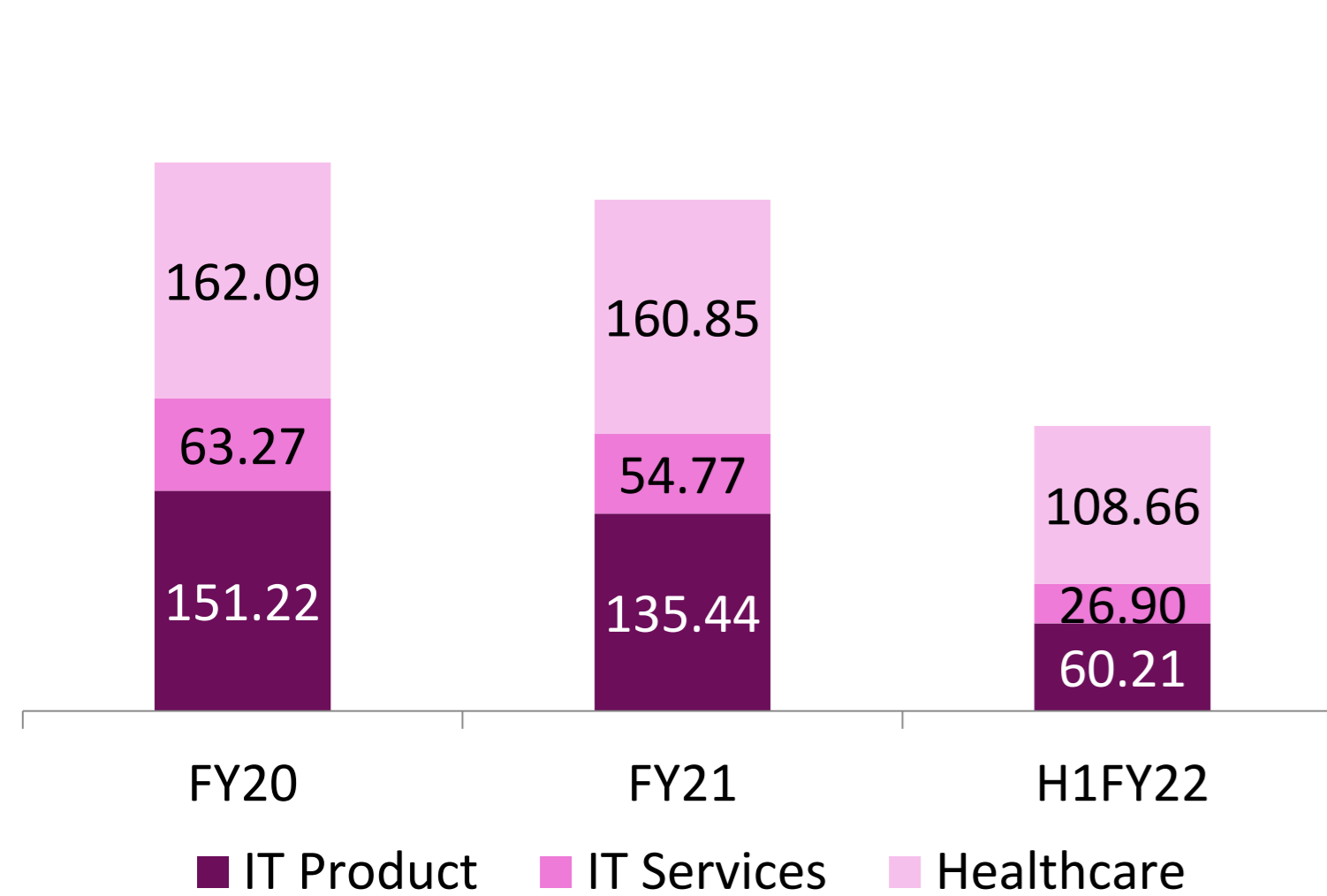
Historic Financials (Rs. Cr.)



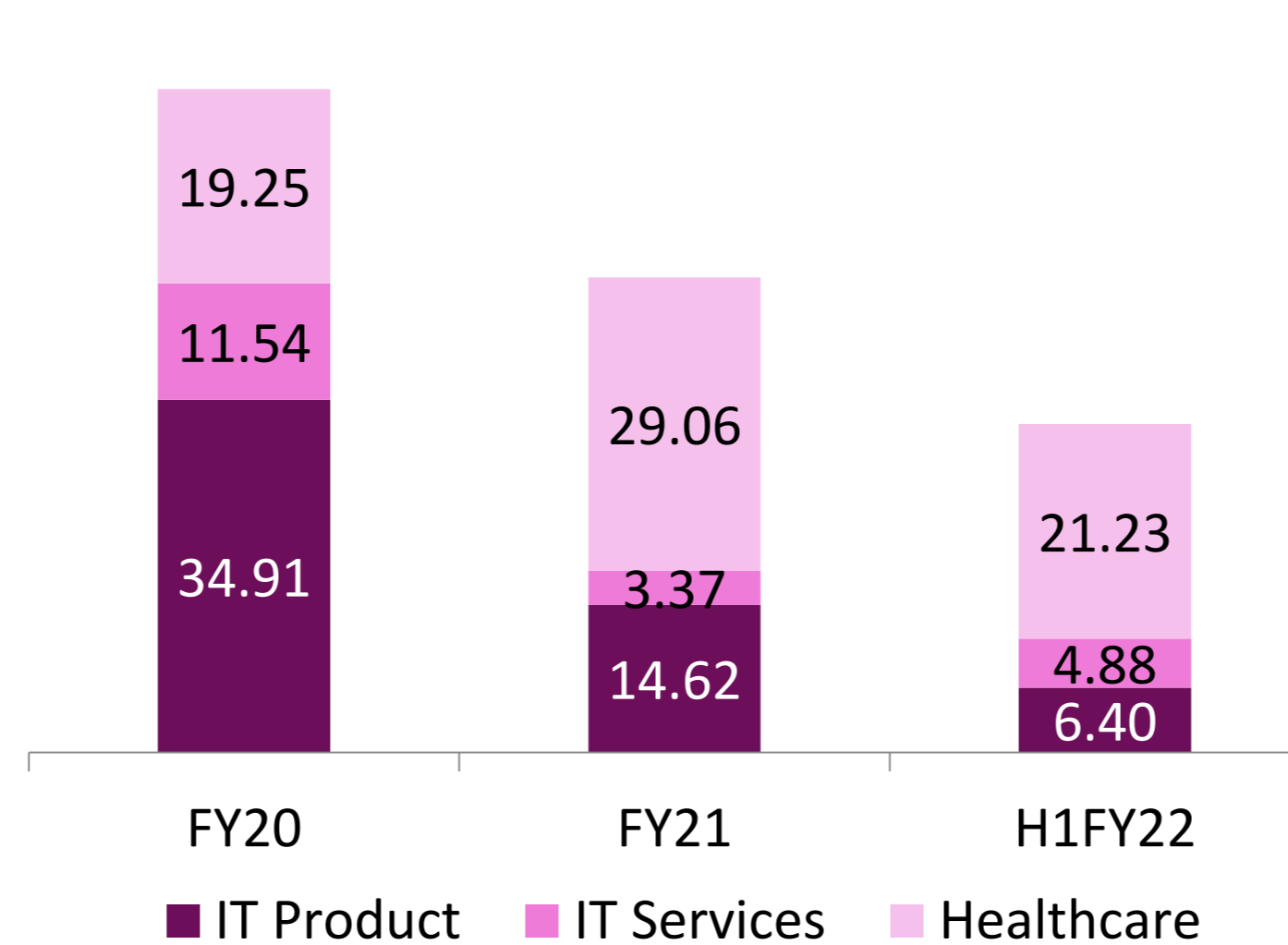
Segmental Performance (Rs. Cr.)



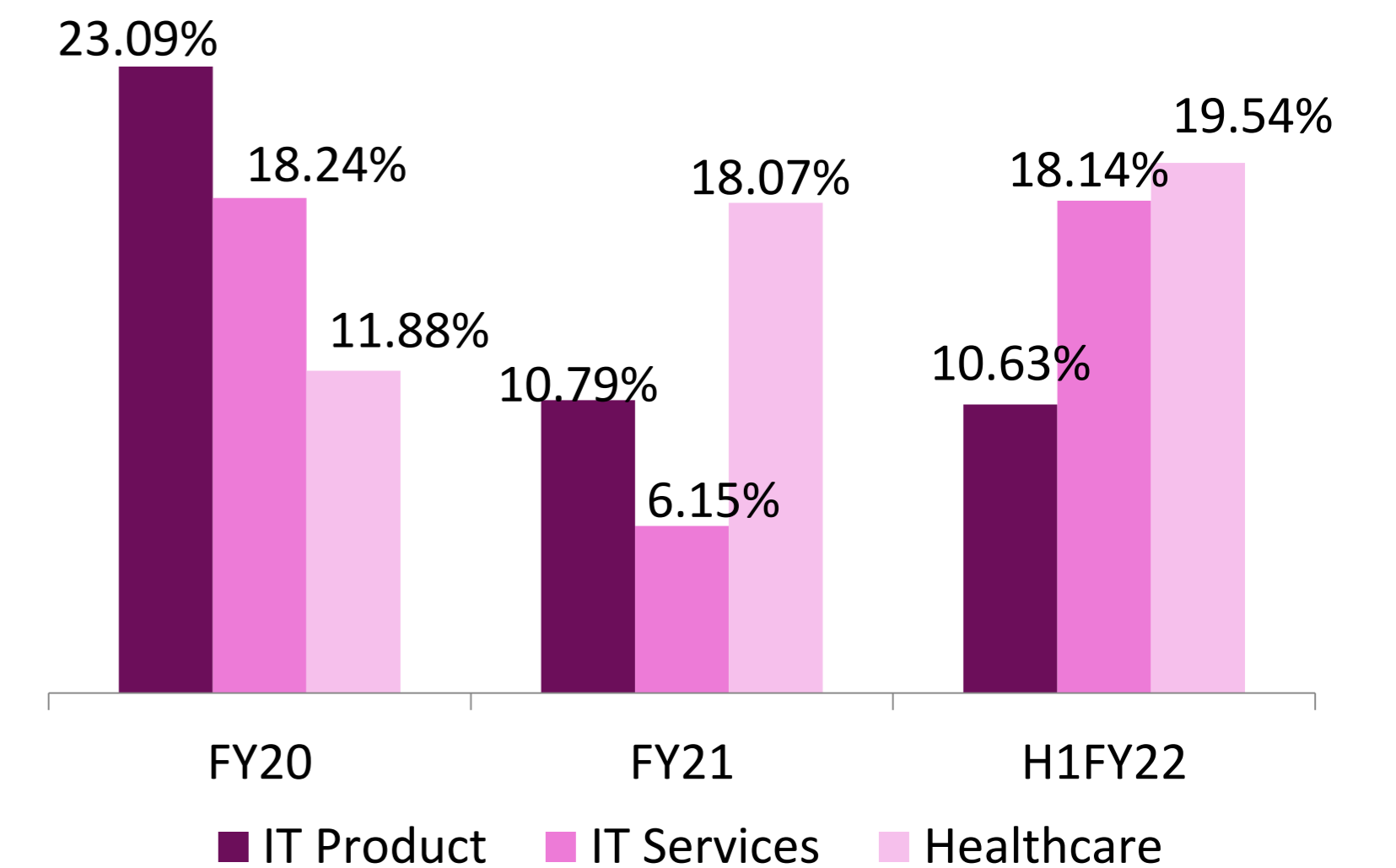
Segmental Revenue



Segmental EBIT



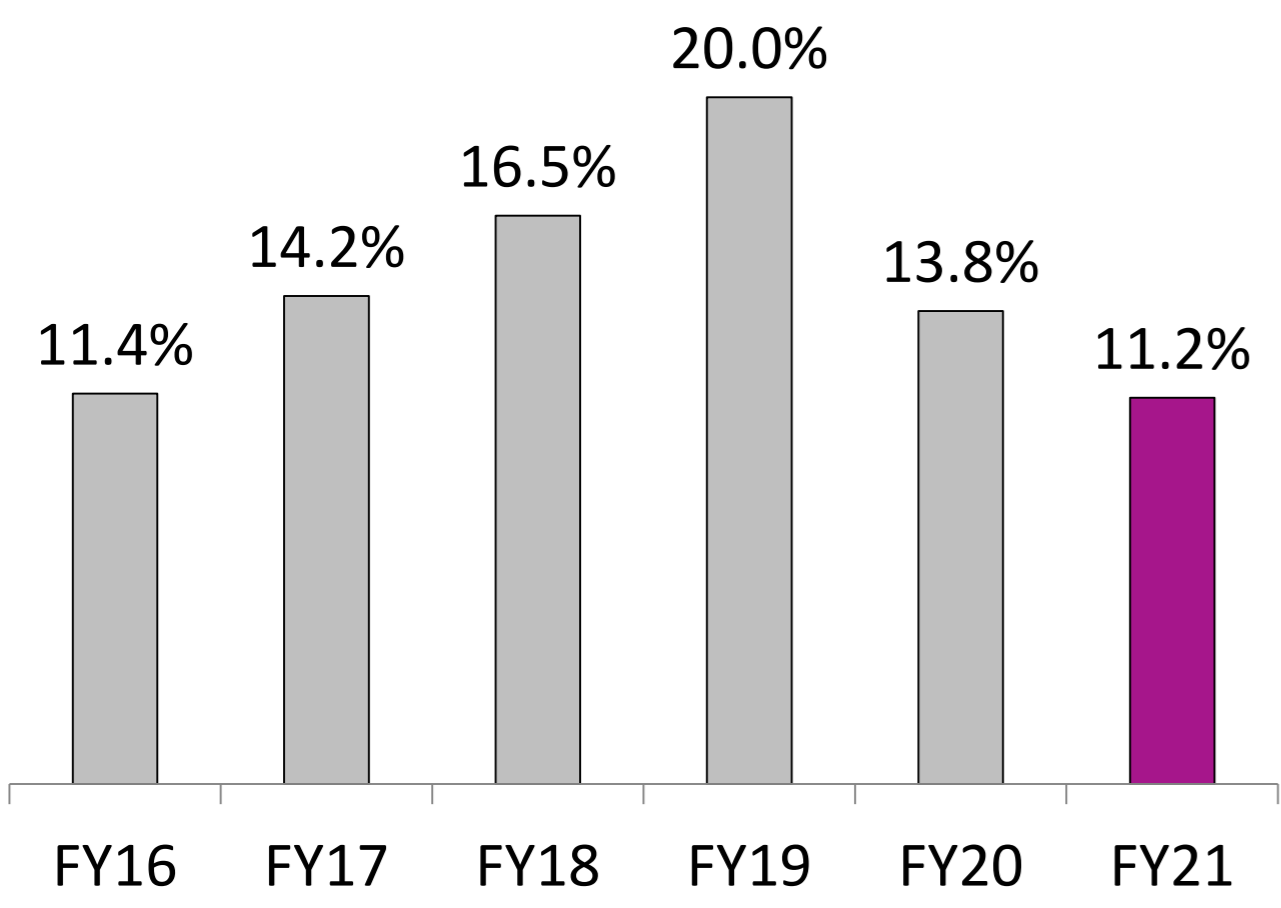
Segmental EBIT Margin



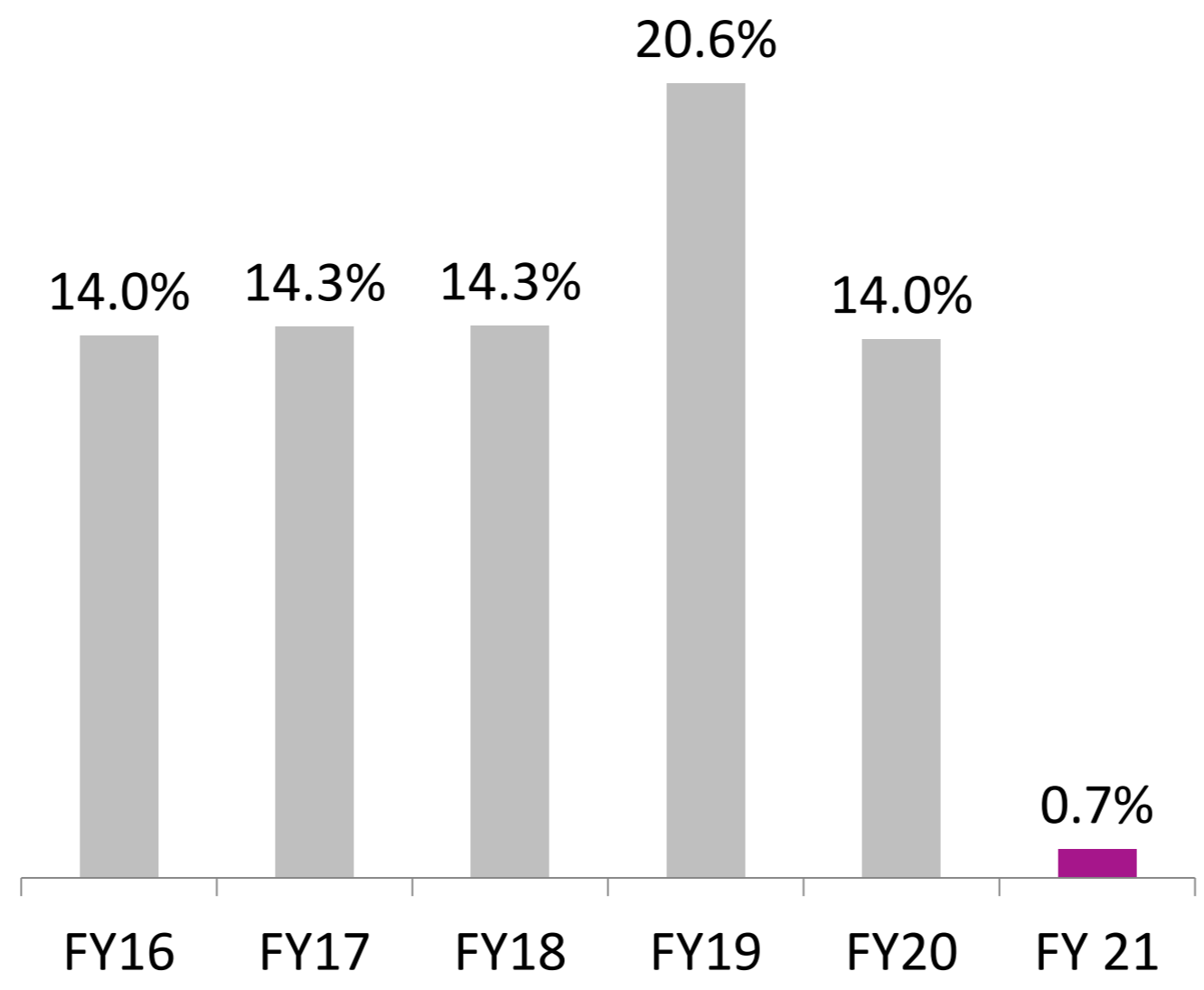
Performance Metrix



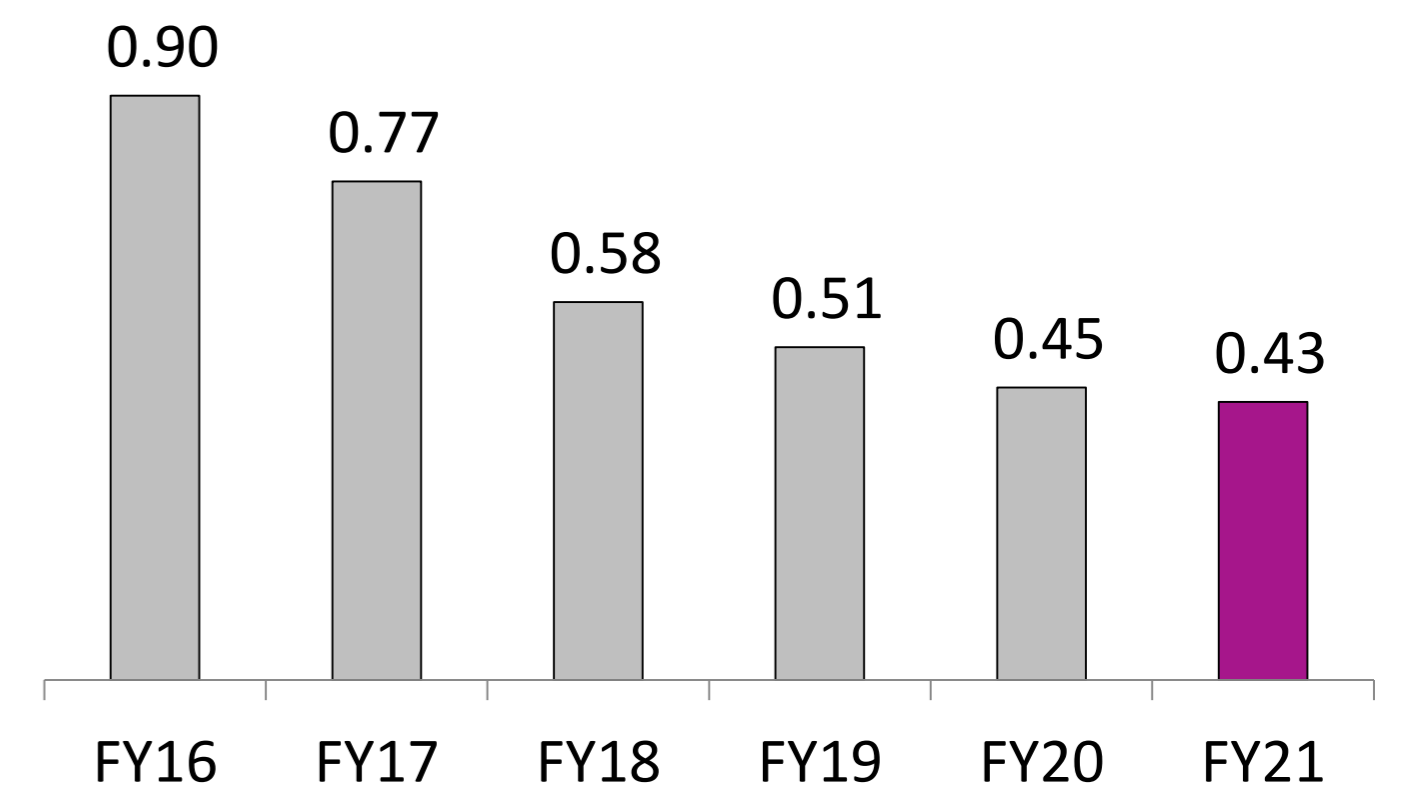
Average Return on Capital Employed



Average Return on Equity



Total Debt : Equity



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

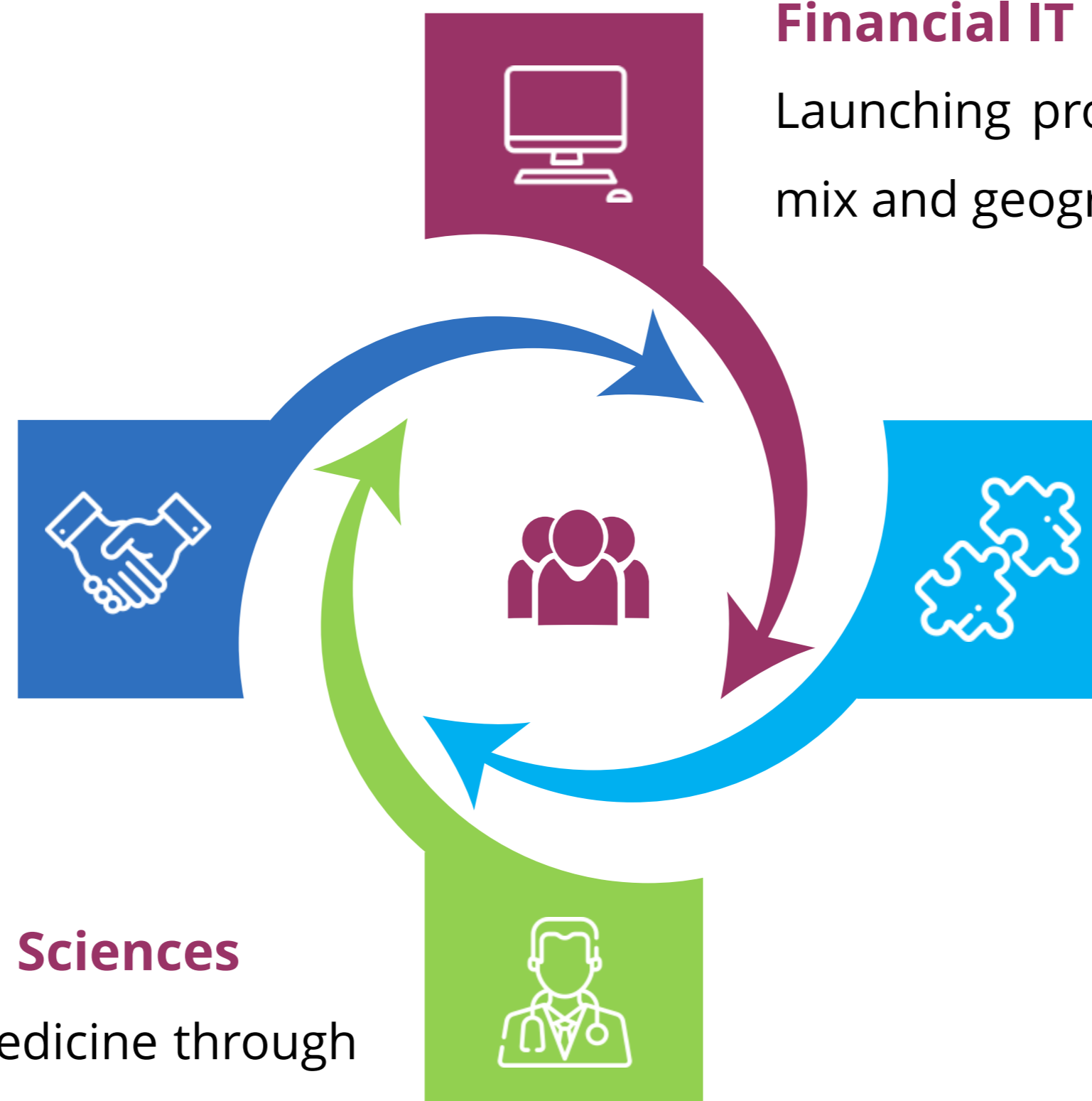
Our Strategy for Value Creation...

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



Financial IT Products

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

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

For further information, Please contact



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