

July 28, 2025

The Listing Department,

National Stock Exchange of India Limited

NSE Symbol: VIJAYA

The Corporate Relations Department,

BSE Limited

BSE Scrip Code: 543350

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation on Financial Results for first quarter ended June 30, 2025, which would be used in the Investors / Analysts earnings conference call scheduled to be held on **July 28, 2025, at 05:00 P.M. (IST).**

Please take the information on record.

Thanking you, For Vijaya Diagnostic Centre Limited

Hansraj Singh Company Secretary & Compliance Officer M. No. F11438

Encl.: As Above







Q1 FY26 Earnings Presentation

July 28, 2025



Safe Harbour



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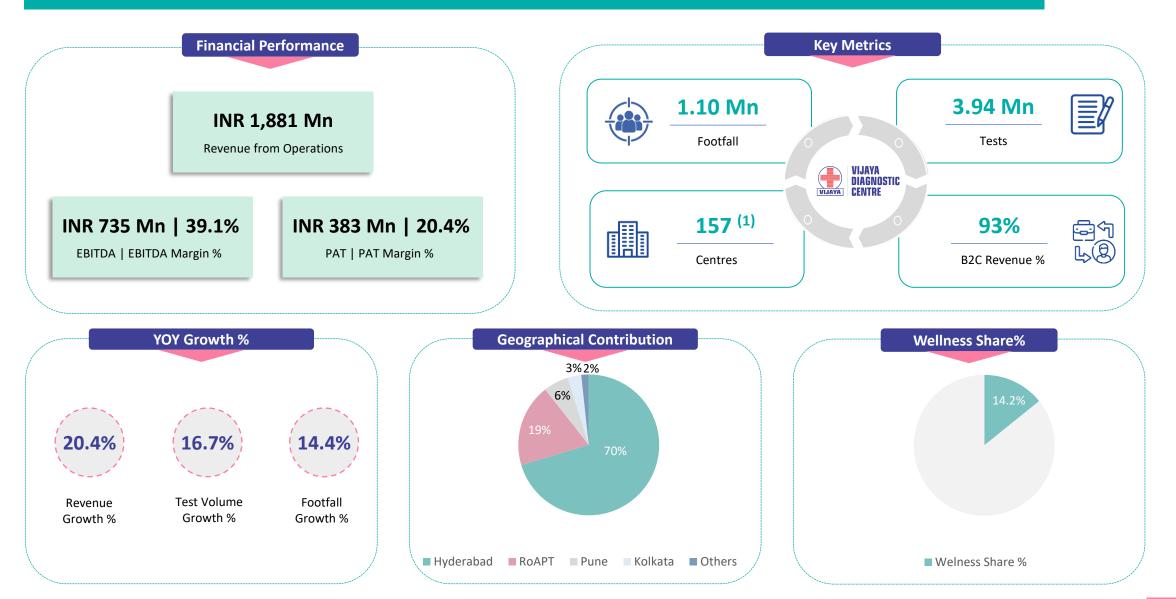


Q1 FY26 Performance Snapshot



Q1 FY26 Performance Snapshot







Management Commentary





Commenting on the Q1 FY26 results and future business outlook, Ms. Suprita Reddy, MD & CEO at Vijaya Diagnostic Centre Ltd. said:

Vijaya reported another strong financial quarter, achieving a YOY growth of 20.4%, with our Hyderabad market returning to double-digit growth this quarter. The strong performance was largely driven by volume and change in the test mix.

I'm happy to state that all the new hubs in Pune, Bengaluru, and West Bengal are up and running, with steady footfall. We remain optimistic about achieving break-even across all centres within the 12 months with 1 hub centre in Bengaluru on track to reach break-even earlier than the estimated timeline.

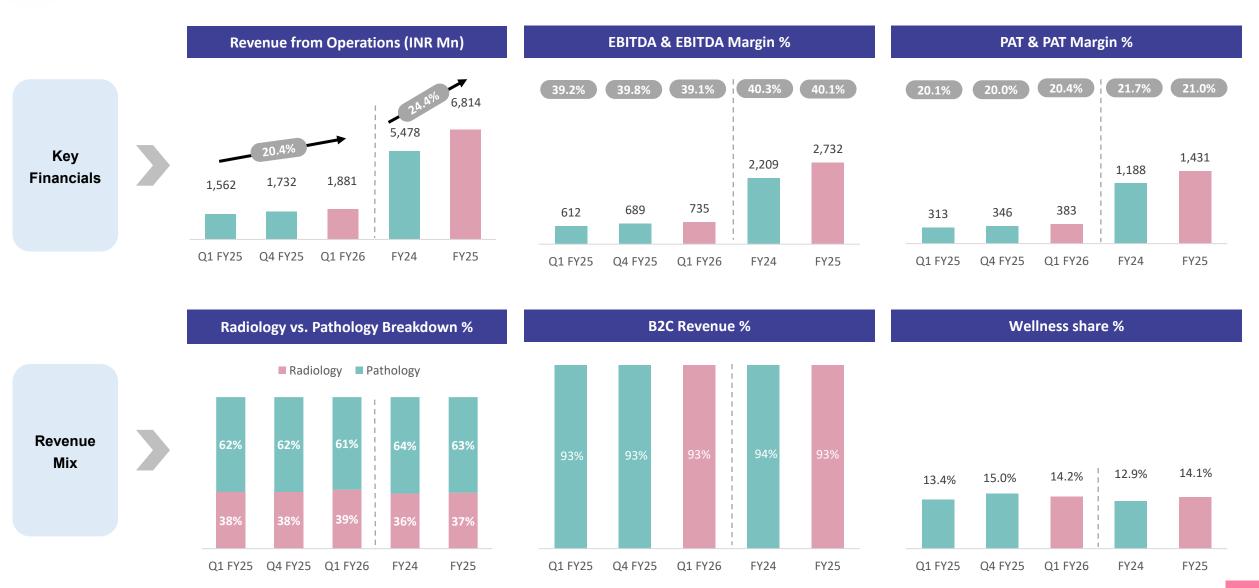
I'm also pleased to share that our Nizamabad hub centre has achieved break-even within 2 quarters of its full-fledged operations.

Looking ahead, we would be commissioning 3 hubs in Q2 FY26 across our Core Geography and West Bengal. The other 2 hubs in West Bengal are also on track to be operationalized by H2 FY26.



Key Financial Highlights – Q1 FY26

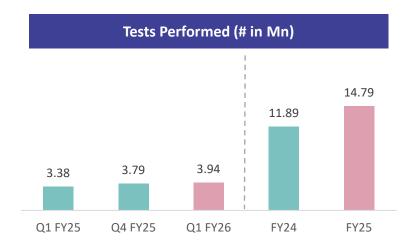


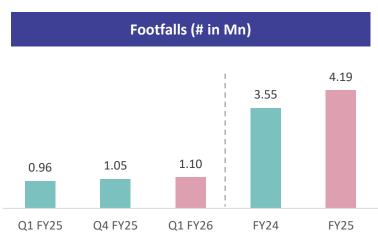


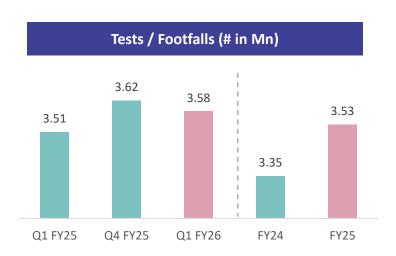


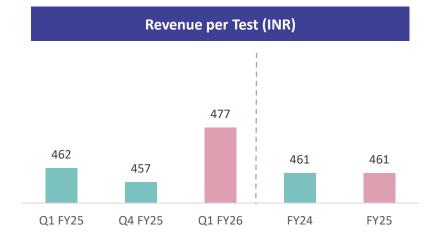
Key Operational Highlights

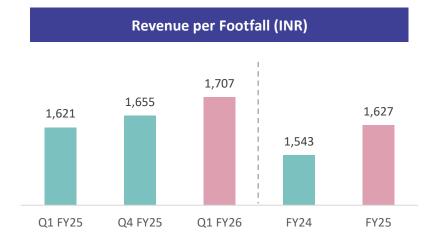














Consolidated Profit & Loss Statement



(INR Mn)

Particulars	Q1 FY26	Q1 FY25	Y-o-Y	Q4 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from operations	1,880.5	1,562.2	20.4%	1,732.4	8.5%	6,813.9	5,478.1	24.4%
Cost of materials consumed	214.1	187.6	14.2%	221.7	-3.4%	847.6	654.4	29.5%
Employee benefits expense	316.1	273.6	15.5%	284.0	11.3%	1,121.5	902.2	24.3%
Other expenses	615.0	488.6	25.9%	538.1	14.3%	2,112.6	1,712.5	23.4%
EBITDA	735.3	612.4	20.1%	688.6	6.8%	2,732.2	2,209.0	23.7%
EBITDA Margin (%)	39.1%	39.2%	-10BPS	39.8%	-65BPS	40.1%	40.3%	-23BPS
Other income	70.5	35.6	97.8%	55.5	27.0%	183.2	208.2	-12.0%
Depreciation and amortization expense	208.9	166.3	25.6%	188.2	11.0%	706.0	570.0	23.9%
EBIT	596.9	481.7	23.9%	555.9	7.4%	2,209.4	1,847.2	19.6%
Finance costs	74.9	62.7	19.5%	71.9	4.1%	267.4	239.9	11.5%
Profit before Exceptional Items & Tax	522.1	419.0	24.6%	484.0	7.9%	1,941.9	1,607.3	20.8%
Exceptional Items	-	-	-	10.3	-100.0%	10.3	20.5	-49.8%
Profit before Tax	522.1	419.0	24.6%	473.7	10.2%	1,931.6	1,586.8	21.7%
Tax expenses	136.2	104.0	31.0%	125.1	8.9%	493.7	390.4	26.4%
Profit before Minority Interest	385.9	315.1	22.5%	348.6	10.7%	1,437.9	1,196.4	20.2%
Minority Interest	2.5	1.6	56.4%	2.3	10.1%	7.2	8.1	-11.5%
Profit after Tax (PAT)	383.4	313.5	22.3%	346.4	10.7%	1,430.8	1,188.3	20.4%
PAT Margin (%)	20.4%	20.1%	32BPS	20.0%	39BPS	21.0%	21.7%	-69BPS
EPS – Basic (INR)	3.8 *	3.1 *	22.9%	3.4 *	11.3%	13.9	11.6	20.0%



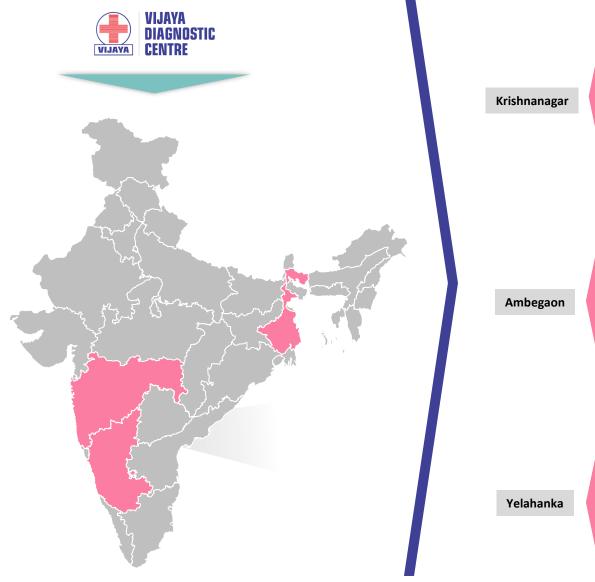


Key Developments



1 All the New Hubs are now Fully Operational





Kolkata





Barasat

Pune





Kalyani Nagar

Bengaluru



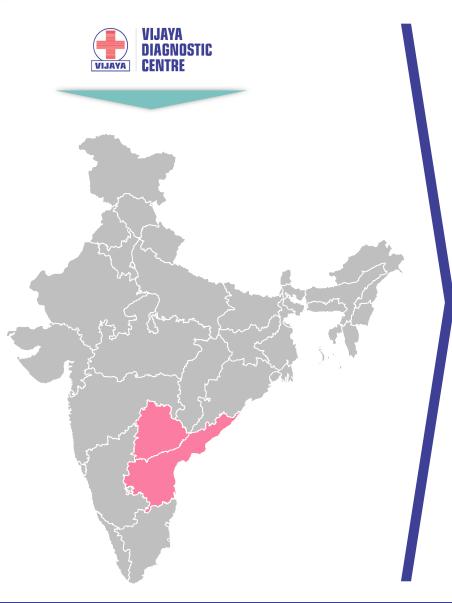


HSR Layout



2 On Track to Commission 2 Hubs in the Core Geography and ...





On Track to Commission State-of-the-art Hub in Nandyal (AP) in Q2 FY26



- 8,000 sq.f.t facility houses an automated lab and advanced equipment including region's 1st 3T MRI and 80 slice CT
- The strategy aligns with our plan to broaden our presence by going deeper into tier 2 / 3 geographies of our core markets

On Track to Commission State-of-the-art Hub in Khammam (Telangana) in Q2 FY26

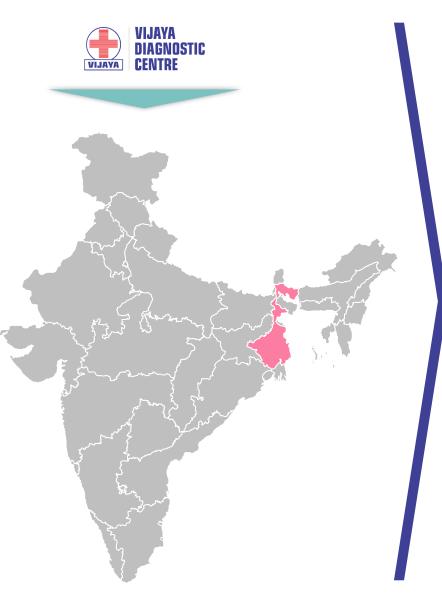


- Marks our entry into the promising region of Khammam
- 10,000+ sq.f.t facility houses an automated lab and advanced equipment including a 3T MRI and 160 slice cardiac CT, making it one of the few healthcare set ups in Khammam to offer such high-end services



... 1 Hub in West Bengal in Q2 FY26





On Track to Commission State-of-the-art Hub in Kasba (WB) in Q2 FY26



- 5,250+ sq.f.t facility houses advanced equipment including region's 1st 3T MRI
- Kasba is a densely populated urban area, featuring several prominent hospitals and excellent connectivity





Strategic Expansion



Expanding Strategically in Alignment with our Vision



Inorganic Expansion Strategy

- Successfully acquired PH, Pune's largest B2C integrated diagnostic chain
- This strategic acquisition seamlessly aligns with our commitment to providing top-notch healthcare services at affordable price, reflecting our shared cultural values
- Operationalized 2 hubs in Ambegaon & Kalyani Nagar and 2 spokes under Vijaya PH Brand in the last 3 months, following the acquisition
- Aspire to consolidate our presence gradually by building a denser network

Gurugram **West Bengal Pune** Telangana Kalaburagi AP Bengaluru

East India Strategy

- Inaugurated 2 hubs (Our 3rd and 4th Hub in Kolkata) in Q1 FY26 under the Vijaya brand in Kolkata
- On track to operationalize 3 additional hubs by the end of FY26
- Employing our proven hub and spoke model, aim to replicate our success in East India by creating a dense network

Core Market Strategy

Expansion into Neighbouring State

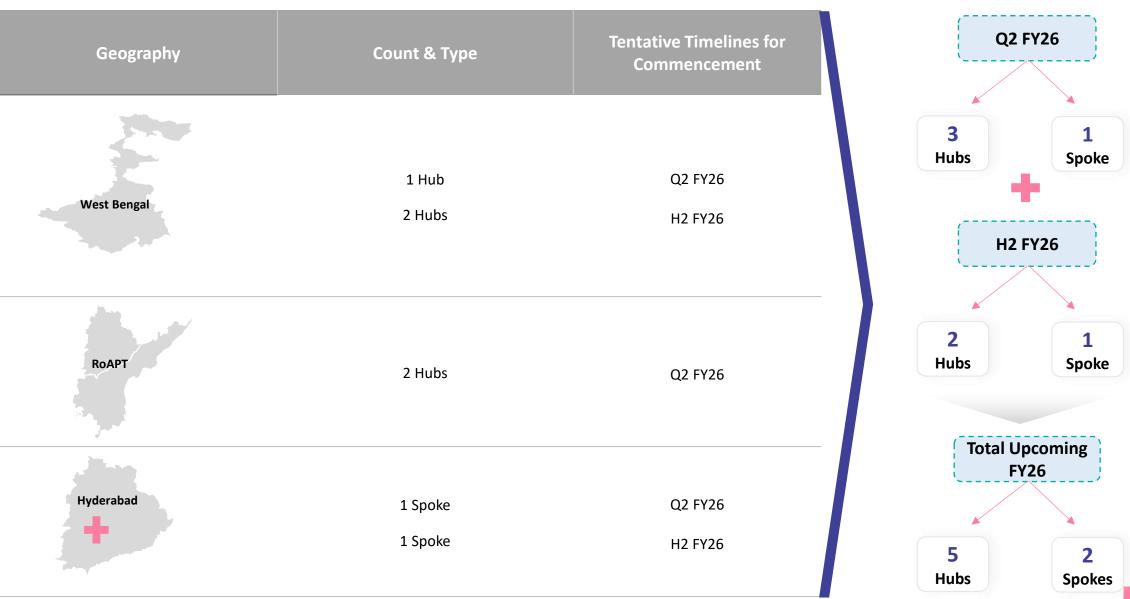
- Inaugurated 2 hubs in HSR Layout and Yelahanka, Bengaluru in Q1 FY26
- Assessing few more lease opportunities for hubs

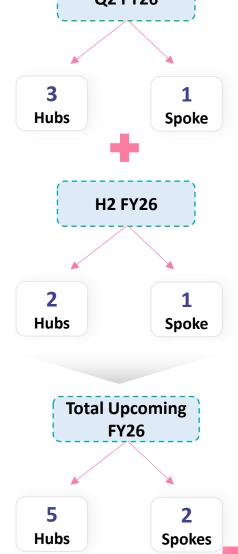
- Embracing our hub-and-spoke model, we aim to broaden our presence in concentric circles, strategically reaching Tier 1 and Tier 2 cities within AP and Telangana where our brand is highly esteemed
- On track to launch 2 more hubs in Nandyal and Khammam (AP & Telangana) by Q2 FY26



Expansion Plans - Upcoming Hubs and Spokes Centres











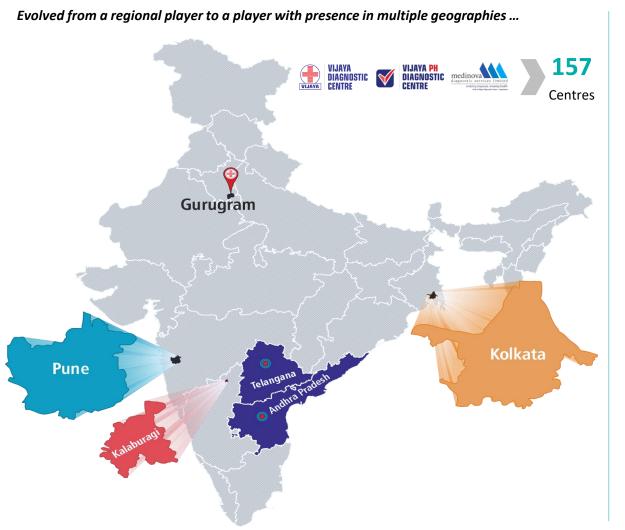
Company Overview



Vijaya at a Glance



Vijaya Diagnostic is the largest integrated B2C focused diagnostic chain in India with 157 state-of-the-art centres spread across 27 cities & towns



... While retaining its core values of providing Quality, Reliable & Accurate Diagnostic services at Affordable prices



Founded by Mr. Surendranath Reddy in 1981 and currently led by Ms. Suprita Reddy



Cities and towns across India



300+

Doctors

Largest integrated player in South India

Radiologist & Pathologist network



~4.33 Mn

Footfalls (1)

~15.36 Mn

Tests (1)

Most preferred Diagnostic

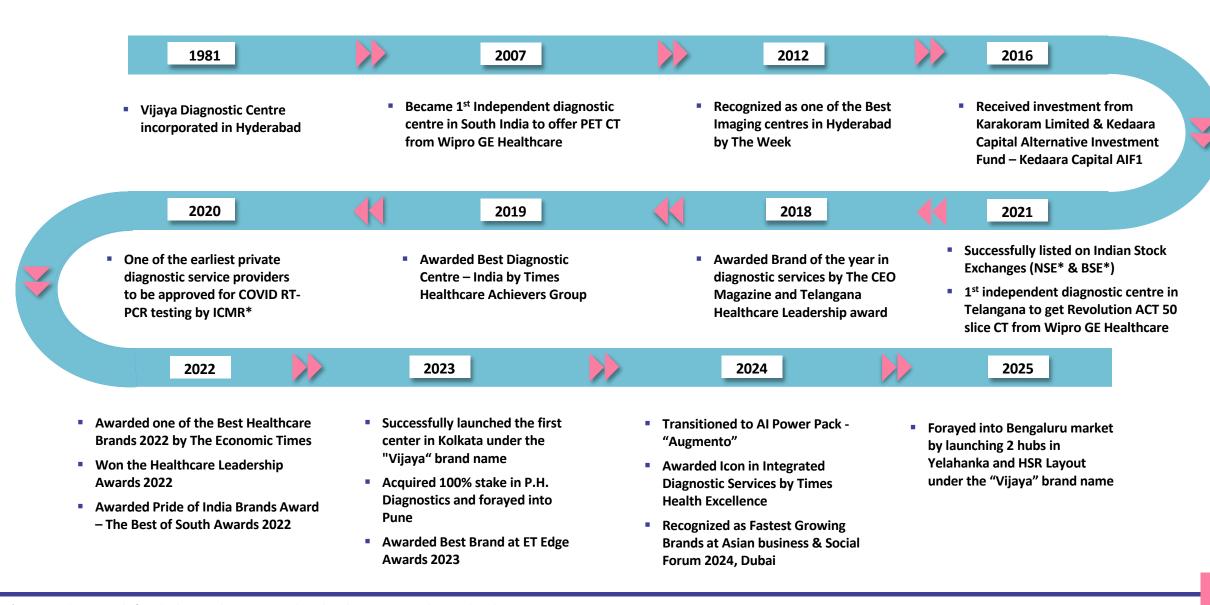
Trusted by every Age group

Centre



Our Journey







Integrated Diagnostics Player Offering One-Stop Solution



Complete Range of Diagnostic Services under One Roof

Robust operational network enables us to offer integrated, high-quality diagnostic services that significantly elevate the customer experience





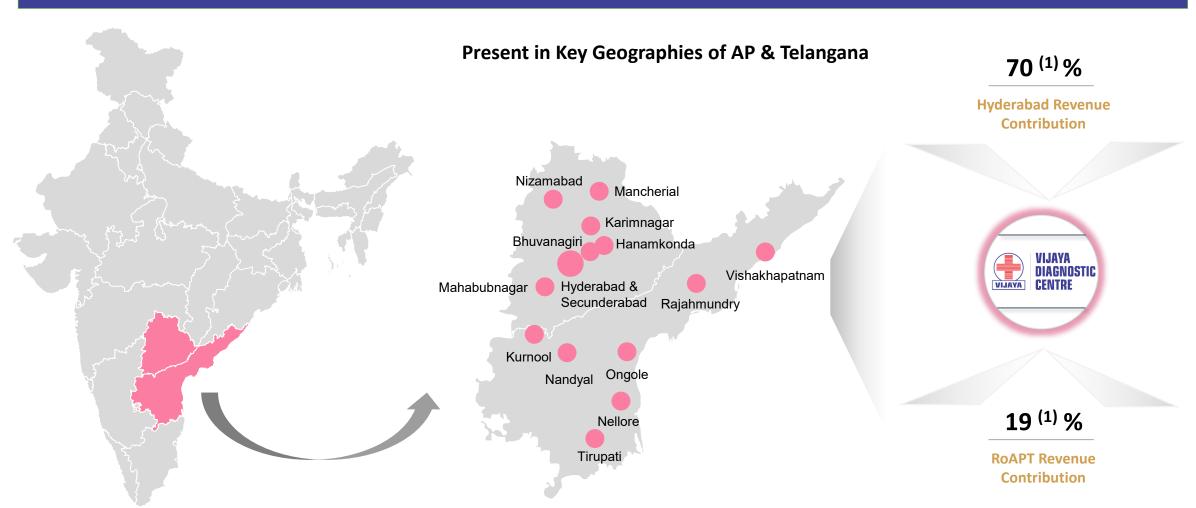




Dominant Position in Telangana & AP Markets with a Strong Brand Recall ...



Vijaya has been successful in creating a dense market consolidating its foothold in its core geographies of AP & Telangana markets

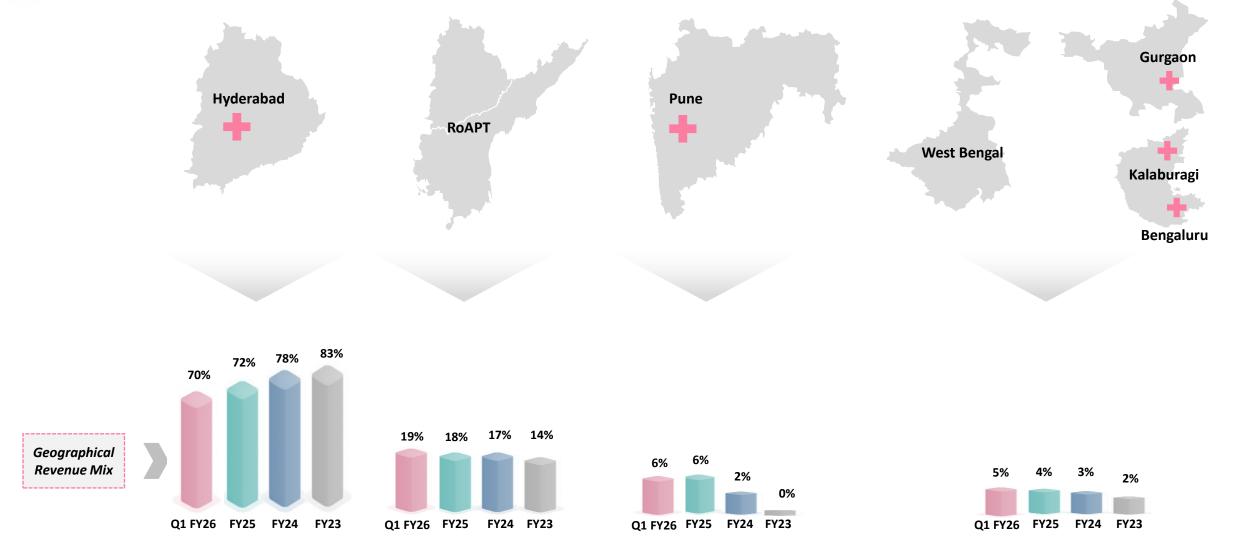


A dense network created across AP & Telangana aids in distributing patient load and offering significantly faster TAT across tests



... and Driving Geographical Diversification through Strategic Expansion





Vijaya is well-placed to attract customers in new geographies due to its integrated offering and strong emphasis on customer experience



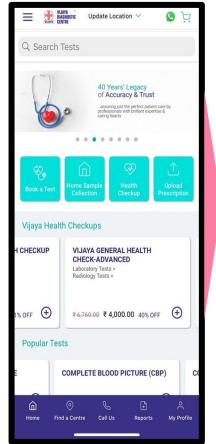
Boosting Accessibility with Best-in-class Online Services & Home Collections





Online Services

Enhancing Customer Experience through Seamless Online App, E-Commerce Website and Call Centre Bookings





Access to reports online & historical medical records



Intuitive⁽¹⁾ & user-friendly interface



Agile customer service team



High Brand salience



High customer stickiness



Organic word of mouth growth





Home Collections

Elevating Customer Experience through Home Collections











Seamless & Efficient Temperature Controlled High standards of process Logistics hygiene maintained





+



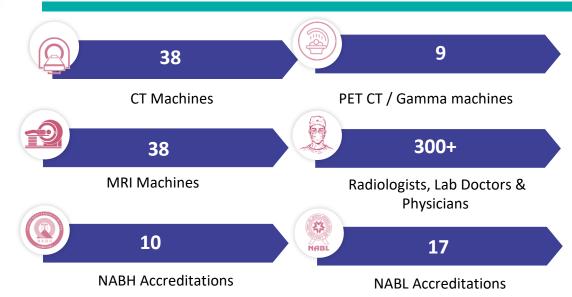
Pre-sealed & sterilized single-use home kit

Reaches Lab
within 2 hours (2)

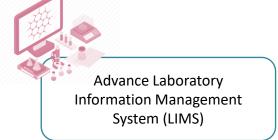


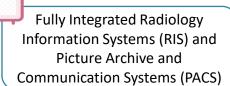
Robust Technical Capabilities with State-of-the-art IT Infrastructure





Advanced Software to Manage Clinical Data





Front end IT infrastructure enabling...



Standardization across our operations



Closely track key performance metrics and maintain the Turn-**Around Time (TAT)**



incidence Reduce due errors Low **Human Intervention**





Provide Uniform Experience to from booking customers appointments accessing reports online

Key Suppliers









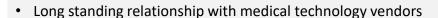












- At the forefront of introducing new tests by adopting the latest medical technologies
- Among the first diagnostic service provider in South India to offer PET-CT scan in 2008

Vijaya has been ahead of the curve in getting best-in-class & latest diagnostic equipment in India which has helped in offering high quality services



Experienced Board of Directors





Dr. S. Surendranath Reddy Founder & Exec. Chairman

- ✓ 40+ years of experience
- Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



Ms. Suprita Reddy
Managing Director & Chief
Executive Officer

- ✓ 22+ years of experience
- Awarded Women Leadership Award in Healthcare by ABP



Mr. Sunil Chandra Kondapally Executive Director

- / 22+ years of experience
- Holds Bachelor's degree in Electrical Engineering from Florida State University



S Geeta Reddy
Non-Executive Director

- 35+ years of experience
- ✓ BOD at Sura Agritech, Iffco Kisan, Namrata Diagnostics, etc.
- LLB from Osmania University



Dr. D Nageshwar Reddy Non-Executive Independent Director

- ✓ Chairman of AIG ⁽¹⁾, Hyderabad
- ✓ Received Padma Shri & Padma Bhushan from Govt of India
- ✓ D.M ⁽²⁾ from PGIMER Chandigarh



Mr. Shekhar Prasad Singh
Non-Executive Independent
Director

- √ 40+ years of experience
- ✓ Ex-Chief Secretary to Government of Telangana
- Retired IAS officer of 1983 batch



Mr. S. Murthy Chavali
Non-Executive Independent
Director

- √ 35+ years of experience
- ✓ Ex-CEO Aurigene Discovery Tech
- MBA from IIM, Bangalore & BTech from IIT, Madras



Dr. Manjula Anagani Non-Executive Independent Director

- ✓ 25+ years of experience
- Clinical Director & HOD Centre of women & childcare - Care hospitals
- Awarded Padma Shri by GOI



Stellar Management Team





Dr. S. Surendranath Reddy Founder & Exec. Chairman

- √ 40+ years of experience
- Holds Bachelor's degree in Medicine and Doctor of Medicine in Radiology



Ms. Suprita Reddy
Managing Director & Chief
Executive Officer

- ✓ 22+ years of experience
- Awarded Women Leadership Award in Healthcare by ABP



Mr. Sunil Chandra Kondapally Executive Director

- ✓ 22+ years of experience
- Holds Bachelor's degree in Electrical Engineering from Florida State University



Mr. Sai Srinivas Lanka Chief Technology Officer

- ✓ 24+ years of experience
- Ex-Wipro Technologies,
 UnitedHealth Group
- ✓ MS from BITS Pilani



Mr. Sivaramaraju Vegesna, CFA VP - Operations

- ✓ 12+ years of experience
- ✓ Ex-KIMS Hospitals, NSL Sugars
- ✓ CFA Charter Holder, MBA from Amity University



Mr. Praveen Velmury *VP - Sales*

- √ 30+ years of experience
- ✓ Ex-Havells, Vodafone, Nestle
- ✓ PGDDM from IIM Calcutta



Mr. Hansraj Singh Rajput Company Secretary & Compliance Officer

- / 10+ years of experience
- ✓ Ex-Zen Technologies, Gati
- ✓ LLB & PGDM from NALSAR



Mr. Vishal Gurram *GM - Strategy*

- √ 12+ years of experience
- ✓ Ex-Medplus, LetsTransport
- ✓ MBA from IIM Lucknow & BTech from NIT Warangal



Mr. Dhiren Gala
AGM - Strategy & Investor
Relations

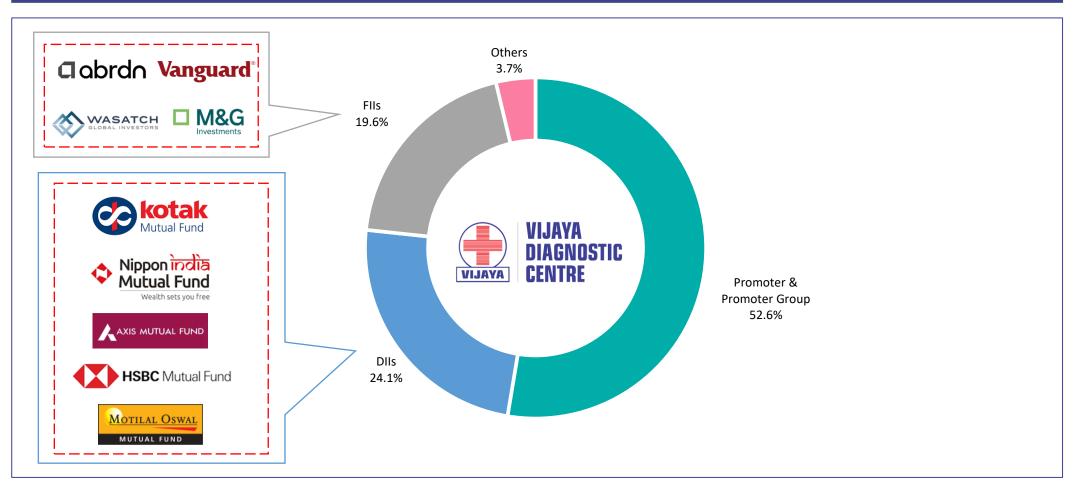
- √ 7+ years of experience
- ✓ Ex-Investec, Axis Capital
- ✓ MBA from SPJIMR & CA



Shareholding Pattern as at 30th June, 2025



Shareholding Pattern as at 30th June, 2025



DIIs: Mutual Funds, AIFs and QIBs

FIIs: Hedge Funds, Sovereign Wealth Funds, Foreign MFs, Pension Funds, Trusts and AMCs

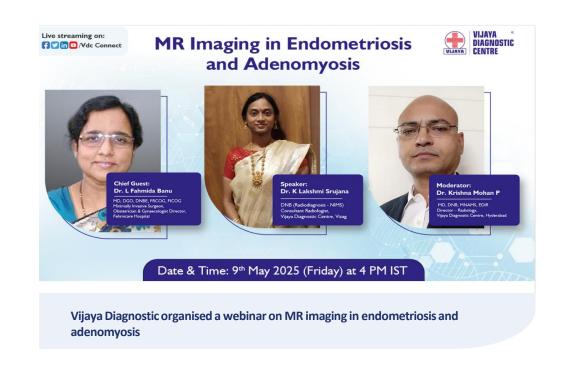
Others: Retail, Bodies Corporate and others

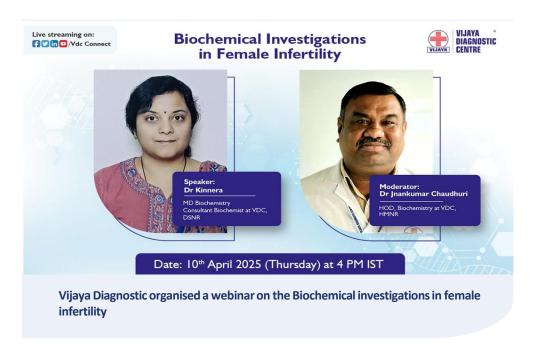




Doctors Connect Program in Q1 FY26









Awards & Accolades



































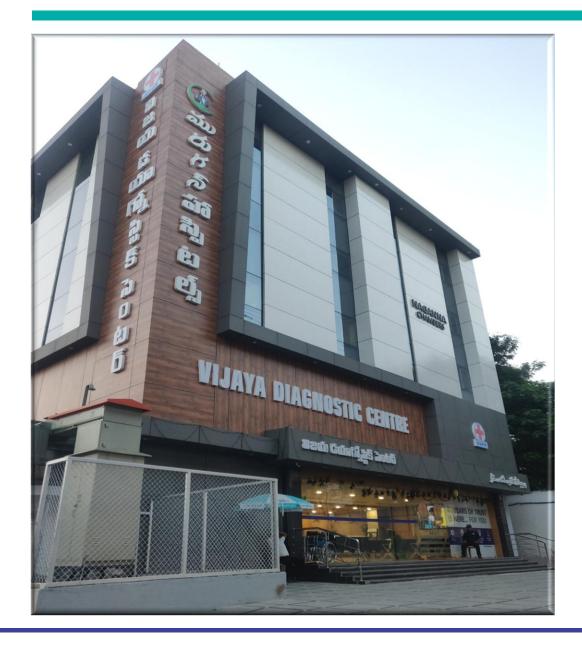


Annexure



State-of-the-art Infrastructure (1/3)



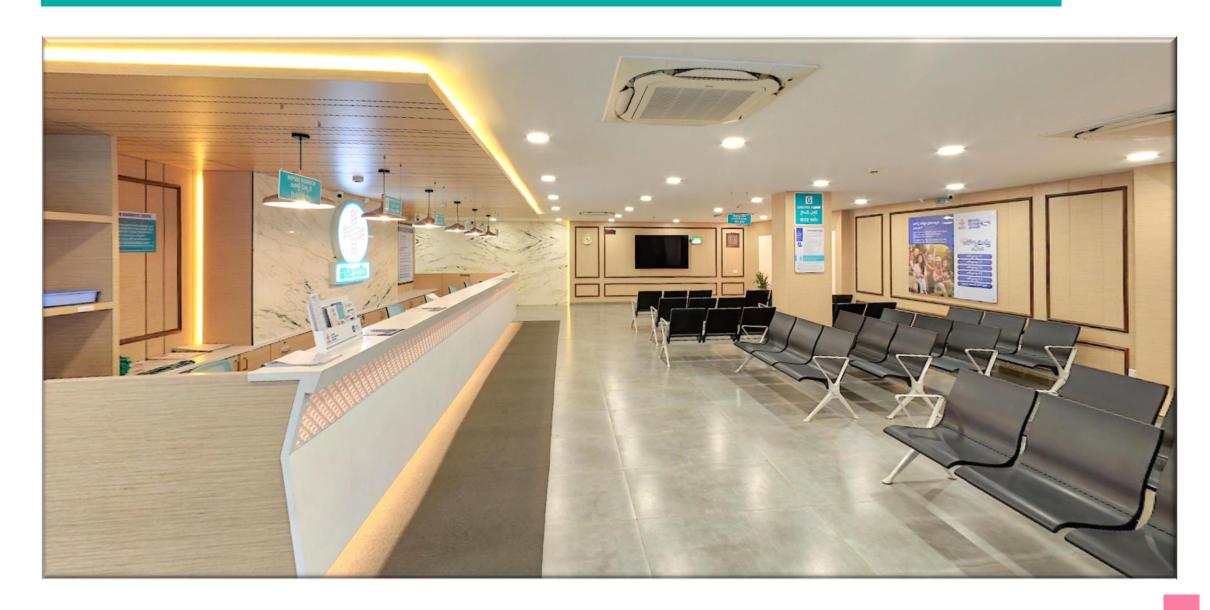






















Advanced Equipment in Place to Deliver High Quality Services (1/2)









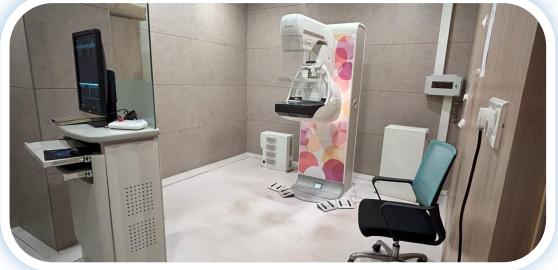




Advanced Equipment in Place to Deliver High Quality Services (2/2)









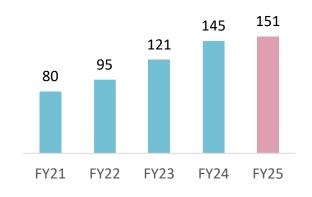




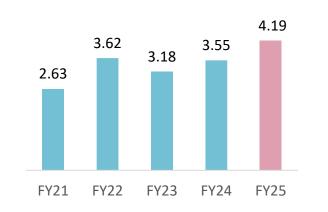
Robust Operational Metrics



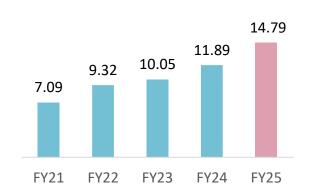
Diagnostic Centre (Nos)



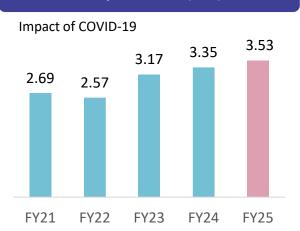
Footfalls (Mn)



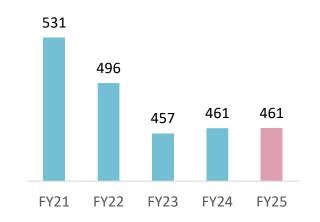
Tests Performed (Mn)



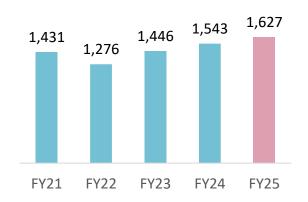
Test per Footfall (Nos)



Revenue per Test (INR)



Revenue per Footfall (INR)





Consistent Financial Performance



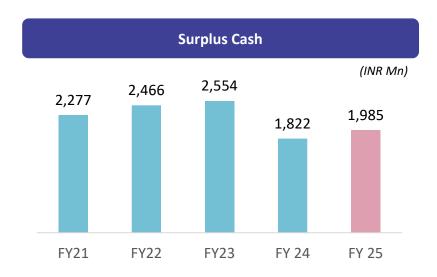


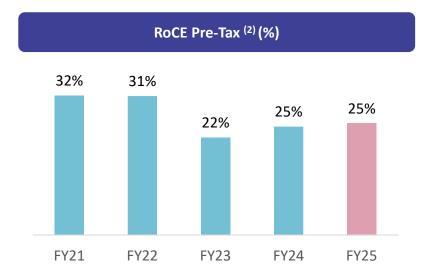
Integrated business model with high B2C concentration (~93%) and a strong brand recall has resulted in Industry leading margins

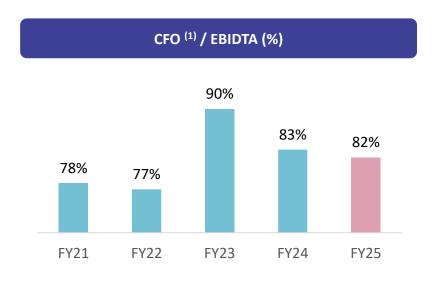


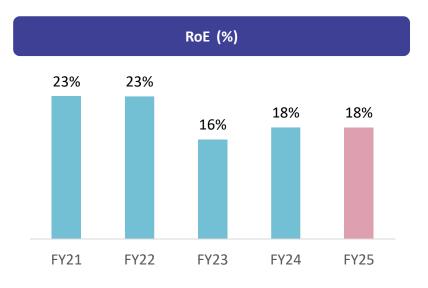
Sustainable Cash Generation & Increasing Return Ratios













Consolidated Profit & Loss Account



(INR Mn)

Particulars	FY21	FY22	FY23	FY24	FY25
Revenue from operations	3,767	4,624	4,592	5,478	6,814
Cost of materials consumed	571	715	589	654	848
Employee benefits expense	574	707	785	902	1,122
Other expenses	962	1,165	1,398	1,712	2,113
EBITDA	1,660	2,037	1,820	2,209	2,732
EBITDA %	44.1%	44.1%	39.6%	40.3%	40.1%
Other income	118	128	142	208	183
Depreciation and amortization expense	505	527	617	570	706
EBIT	1,274	1,638	1,344	1,847	2,209
Finance costs	152	165	209	240	267
Profit before tax and exceptional items	1,121	1,474	1,135	1,607	1,942
Exceptional items	-	-	-	21	10
Profit before Tax	1,121	1,474	1,135	1,587	1,932
Tax expenses	270	367	283	390	494
Profit after Tax before Minority Interest	851	1,107	852	1,196	1,438
Minority Interest	6	10	5.8	8	7
Profit after Tax	845	1,097	846	1,188	1,431
PAT %	22.4%	23.7%	18.4%	21.7%	21.0%
EPS – Basic (INR)	8.28	10.76	8.29	11.62	13.95



Consolidated Balance Sheet



(INR Mn)

Assets	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
NON-CURRENT ASSETS	3,022	4,436	5,777	7,714	9,664
Property, plant and equipment	1,358		-	-	
Capital work-in-progress	82	341			703
Goodwill	53	53	53	1,192	1,192
Other intangible assets	6	14	22	207	219
Right of use asset	1,260	1,672	2,223	2,235	2,768
Intangible assets under development	12	1	6	5	0
Financial assets					
- Investments	0	0	0	0	0
- Other financial assets	122	75	90	113	165
Deferred tax assets	61	89	83	29	0
Income tax assets	6	2	2	2	12
Other assets	61	223	85	62	136
CURRENT ASSETS	2,388	2,698	2,757	2,113	3,073
Inventories	26	43	•	-	49
Financial assets					
- Investments	276	542	1,390	1,091	1,846
- Trade receivables	64	98	95	162	148
- Cash and cash equivalents	67	110	242	222	128
- Bank balances other than Cash and cash equivalents	1,876	1,813	922	508	361
- Loans	0	0	0	0	0
- Other financial assets	52	51	36	31	478
Other current assets	27	41	51	46	62
TOTAL ASSETS	5,409	7,135	8,534	9,828	12,736

			(mvn)				
Equity & Liabilities	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25		
EQUITY	3,592	4,695	5,466	-	-		
Equity share capital	45	102	102	102	103		
Instruments entirely equity in nature	-	-	-	-	-		
Other equity	3,547	4,593	5,364	6,497	7,890		
Non-Controlling Interest							
NON-CURRENT LIABILITIES	1,377	1,778	2,406	2,500	3,119		
Financial liabilities							
- Borrowings	33	0	0	0	0		
- Lease liabilities	1,265	1,703	2,330	2,391	2,964		
- Other financial liabilities	2	0	0	0	0		
Provisions	77	74	71	106	99		
Other liabilities	1	1	5	3	3		
Deferred tax liabilities	-	-	-	-	53		
CURRENT LIABILITIES	440	661	662	729	1,625		
Financial liabilities		552	552	,	_,0_0		
- Borrowings	12	6	0	0	0		
- Lease liabilities	101	126	145	201	232		
- Trade payables	222	216	277	329	330		
- Other financial liabilities	61	248	140	114	925		
Income tax liabilities	16	9	24	12	35		
Provisions	7	21	40	32	60		
Other current liabilities	20	35	36	40	44		
TOTAL EQUITY AND LIABILITIES	5,409	7,135	8,534	9,828	12,736		



Consolidated Cash Flow Statement



(INR Mn)

Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Cash Flow from Operating Activities					
Profit before Tax	1,121	1,474	1,135	1,587	1,932
Adjustment for Non-Operating Items	534	572	683	599	786
Operating Profit before Working Capital Changes	1,655	2,046	1,818	2,186	2,720
Changes in Working Capital	-46	-67	90	-14	-74
Cash Generated from Operations	1,609	1,979	1,908	2,172	2,644
Less: Direct Taxes paid	-312	-399	-262	-339	-399
Net Cash from Operating Activities	1,297	1,580	1,646	1,833	2,245
Purchase and construction of property, plant and building (net)	-312	-1,223	-1,248	-880	-955
Acquisition of subsidiary	_	-	-	-1,475	-
Investments (net)	-1,033	-127	734	530	-893
Others	47	120	887	401	29
Cash Flow from Investing Activities	-1,298	-1,231	-1,096	-1,423	-1,819
Cash Flow from Financing Activities	-488	-306	-419	-445	-520
Net increase/ (decrease) in Cash & Cash equivalent	-489	44	131	-36	-94
Cash & Cash Equivalents at the beginning of the period	556	67	110	258	222
Cash & Cash equivalents at the end of the period	67	110	242	222	128

Surplus Cash

Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Investments*	335	542	1,390	1,092	1,846
Cash and cash equivalents	67	110	242	222	128
Bank balances other than Cash and cash equivalents**	1,876	1,813	922	537	843
Less: Deferred Capital Creditors					750
Total	2,277	2,465	2,554	1,851	2,067





Thank You

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