

Date: August 14, 2023

| | |
|--|--|
| To, BSE Limited Corporate Relationship Department 25th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001 Scrip Code: 543328 | To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C-1, Block G, Sandra Kurla Complex, Bandra (East) Mumbai – 400051 NSE Symbol: KRSNAA |
|--|--|

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 for Investor Presentation.

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation for the Investors/Analysts on unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2023.

Request you to take the same on your records.

Thanking you,
Yours sincerely,

For **Krsnaa Diagnostics Limited**



Sujoy Sudipta Bose
Company Secretary & Compliance Officer

Encl: as above

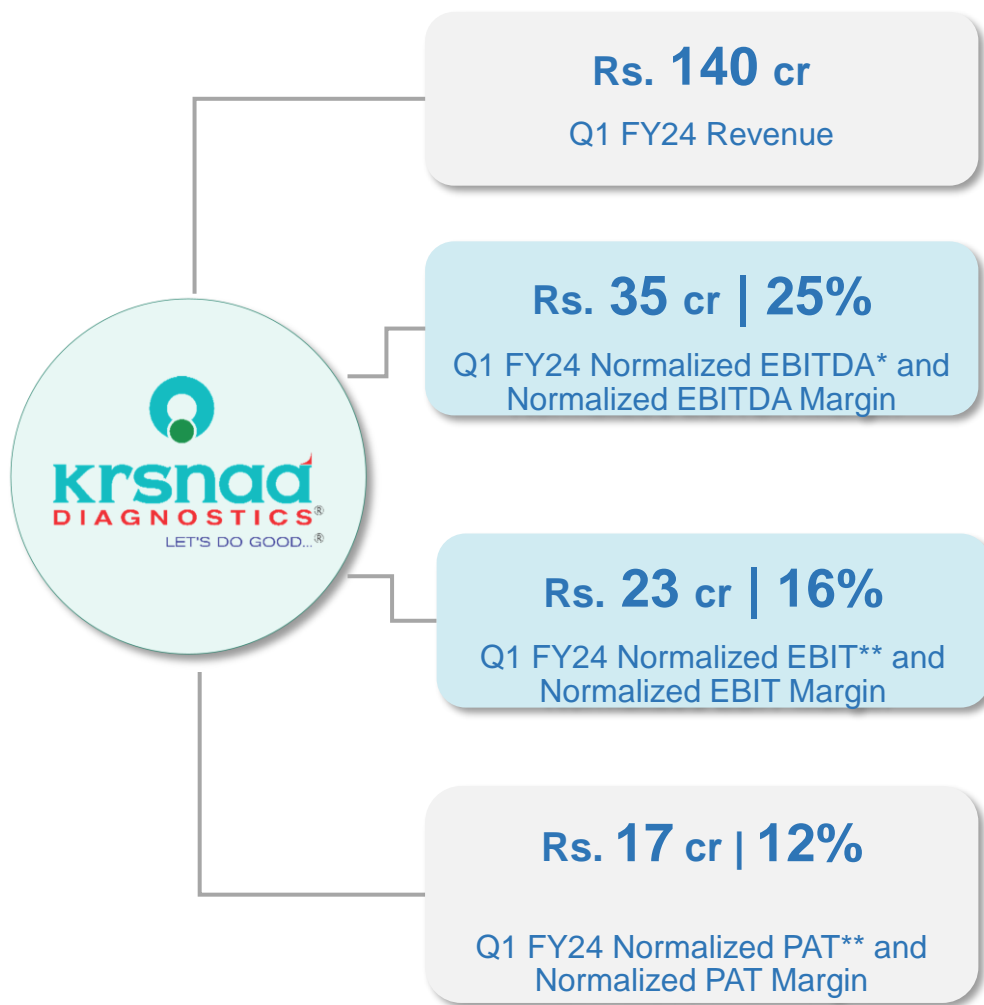
Q1 FY2024 Investors Presentation

One of INDIA'S LARGEST Differentiated Diagnostic Service Provider



Q1 FY2024 Performance

Krsnaa Diagnostics Q1 FY24 Financial- At a Glance



| | | |
|--|---|---|
| 24% Revenue YoY Growth | 22% Normalized EBITDA* YoY Growth | 19% Normalized PAT** YoY Growth |
| A (Stable) ICRA Rating | Rs. 225 cr Cash and Cash Equivalent | 100% Technical Bid Win Ratio |
| 79 Receivable Days 30 th June 2023 (Q1FY23: 86 days) | | |
| Test Prices Lower by 60% to 80% Krsnaa continues to maintain steady growth in EBITDA margins | | |

Notes:

* Normalized EBITDA is excluding CSR, ESOP and expenses such as consumption, manpower, other administrative costs incurred due to ongoing implementation of newly won projects aggregating Rs 2.66 Crs. wherein revenue is not proportionate to these expenses

** Normalised EBIT is excluding above mentioned expenses and including Other Income. Normalized PAT is excluding above mentioned expenses.

Financial results of the Company are best monitored on an annualized basis due to the seasonal nature of our business and ongoing expansion activities as a result of which specific quarter performance may be impacted by specific events in that quarter

Krsnaa Diagnostics Q1 FY24 Operations- At a Glance



31 Mn+

Patients Served
Last 5 Years

10 Mn+

Patients Served
FY23

33%

Total Centre Count
CAGR 5Y (FY18-
23)

52

Krsnaa Business
Associates

15

NABH accredited
centres

16

NABL accredited
centres

India's 1st

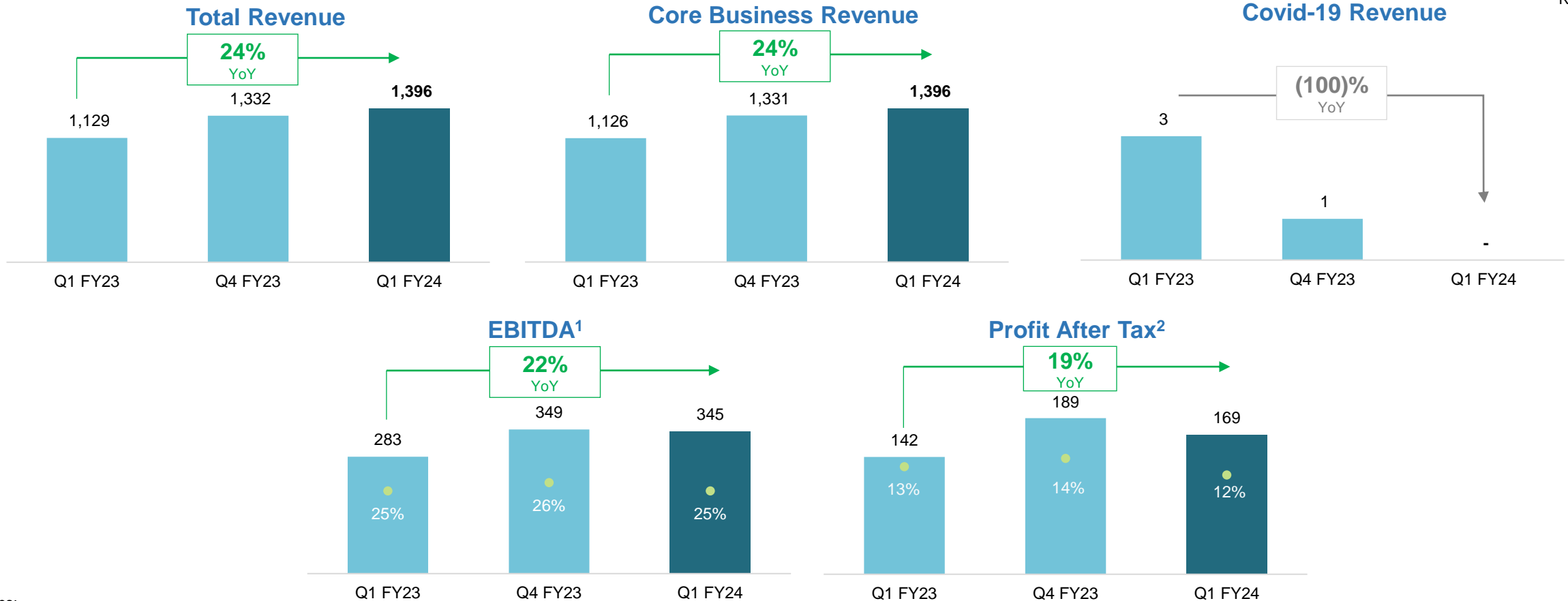
NABH Accredited
Teleradiology HUB
in 2023

Core Business Continues to Grow



Remarkable Q1 FY24 performance with 24% YoY Total Revenue growth much ahead of its peers, Strengthened EBITDA up by 22% with resilient 25% margins and future enhancements anticipated through new center operationalization

Rs. Million



Notes:

1 Normalized EBITDA is excluding CSR, ESOP and expenses such as consumption, manpower, other administrative costs incurred due to ongoing implementation of newly won projects aggregating Rs 2.66 Crs. wherein revenue is not proportionate to these expenses

2 Normalized PAT is excluding above mentioned expenses.

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Quarterly Financial Performance



| (Rs. Million) | Q1FY24 | Q1FY23 | Y-o-Y Growth | Q4FY23 | Q-o-Q Growth |
|--|--------------|--------------|--------------|--------------|--------------|
| Core Business | 1,396 | 1,126 | 24% | 1,331 | 5% |
| Covid-19 Business | - | 3 | | 1 | |
| Revenue from Operations | 1,396 | 1,129 | 24% | 1,332 | 5% |
| Other Income | 42 | 46 | | 59 | |
| Total Income | 1,438 | 1,175 | 22% | 1,391 | 3% |
| EBITDA¹ | 319 | 283 | 13% | 349 | (9)% |
| Margin % | 23% | 25% | | 26% | |
| EBIT¹ | 199 | 201 | (1)% | 258 | (23)% |
| Margin % | 14% | 17% | | 19% | |
| Profit After Tax | 146 | 142 | 3% | 189 | (23)% |
| Margin % | 11% | 13% | | 14% | |
| Reported Diluted EPS | 4.52 | 4.51 | | 5.88 | |
| Normalized EBITDA² | 345 | 283 | 22% | 349 | (1)% |
| Margin % | 25% | 25% | | 26% | |
| Normalized EBIT² | 226 | 201 | 13% | 258 | (12)% |
| Margin % | 16% | 17% | | 19% | |
| Normalized Profit After Tax² | 169 | 142 | 19% | 189 | (11)% |
| Margin % | 12% | 13% | | 14% | |

Notes:

1. EBITDA is excluding CSR & ESOP. EBIT is including Other Income

2 Normalized EBITDA is excluding CSR, ESOP and expenses such as consumption, manpower, other administrative costs incurred due to ongoing implementation of newly won projects aggregating Rs 2.66 Crs. wherein revenue is not proportionate to these expenses. Normalised EBIT is excluding above mentioned expenses and including Other Income. Normalized PAT is excluding above mentioned expenses.

Financial results of the Company are best monitored on an annualized basis due to the seasonal nature of our business and ongoing expansion activities as a result of which specific quarter performance may be impacted by specific events in that quarter



Commenting on the business, **Ms. Pallavi Bhatevara, Managing Director**, said:

“Addressing the initial challenges encountered in the new fiscal year, I am pleased to share a positive turn of events. The esteemed High Court of Rajasthan has ruled in favor of Krsnaa Diagnostics and TCIL, directing both entities to meet the stipulated conditions regarding additional performance security. In line with this judgement, the Authorities are also willing to go ahead with the Agreement and execute the project and no contest remains between the parties.

Furthermore, I am delighted to announce we have recently executed agreement for Assam pathology tender, a significant opportunity encompassing 10 Labs and 1,256 collection centres. This strengthens our widespread presence across all districts of Assam.

Presently, Krsnaa Diagnostics is poised to deploy 51 CT scan units, 2 MRI machines, establish 168 labs and set up 3,705 collection centres, all under various contractual agreements.

These recent contract wins underscore the exceptional capabilities of our in-house teams, reflecting their adeptness in navigating the intricate bidding process, meeting prerequisites, and ultimately securing these contracts. As we embark on these projects, Krsnaa Diagnostics continues to expand its footprint into new geographical regions, establishing a robust foundation for sustainable, long-term growth.”

Commenting on the results, **Mr. Yash Mutha, Whole Time Director**, said:

“Throughout the first quarter, Krsnaa achieved a remarkable 24% year-on-year growth much ahead of its peers, resulting in Core Revenues of Rs. 1,396 million. A significant shift was observed as Covid-19 revenues, which were Rs. 3 million in Q1 FY23, ceased entirely in Q1 FY24.

The heightened awareness surrounding Krsnaa's exceptional service offerings, characterized by disruptive pricing, has been instrumental in propelling patient and test counts.

In terms of financials, our Normalized EBITDA reached Rs. 345 million, accompanied by margin of 25%.

Normalized Net Profit amounted to Rs. 169 million, with margin at 12%. However, the regular EBITDA margin was 23% and Net Profit margin was 11%. It is worth noting that our profitability margins experienced an impact in comparison to the previous quarter. The impact on EBITDA is due to the ongoing expansion activities due to the various projects underway whose revenue contribution is not commensurate to the expenses being incurred. We anticipate a positive trajectory in margins as these centres mature over the upcoming quarters.

Our senior management team remains unwavering in our commitment to executing core growth strategies. We are confident in our ability to meet our annual revenue and profitability targets. The road ahead holds immense potential, and we are dedicated to actively participating in more tenders while simultaneously building a robust pipeline for the future.”

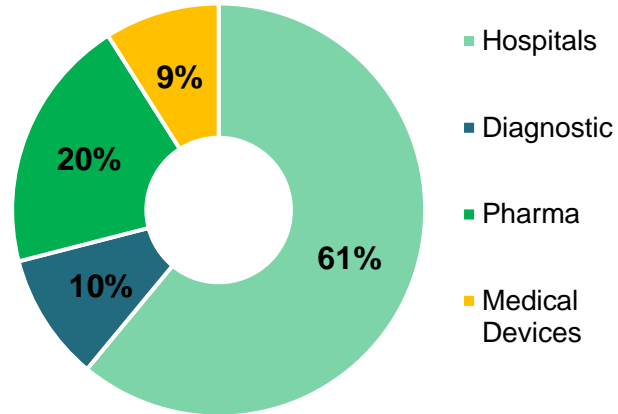


Business Overview

Indian Diagnostic Industry Overview

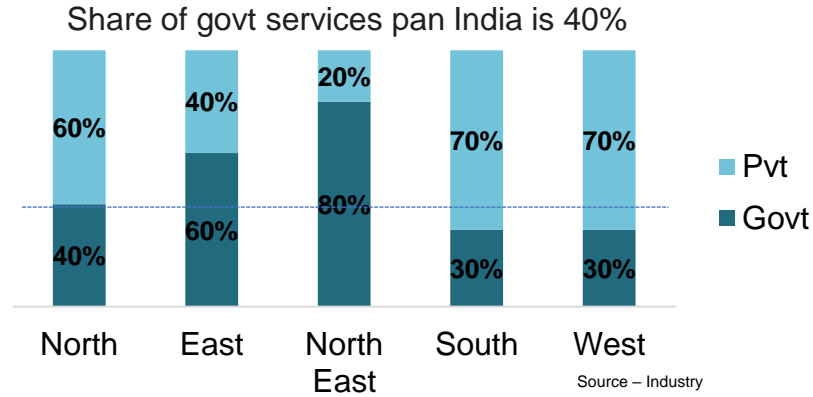


Indian Healthcare Industry



Source – JM Financial Report

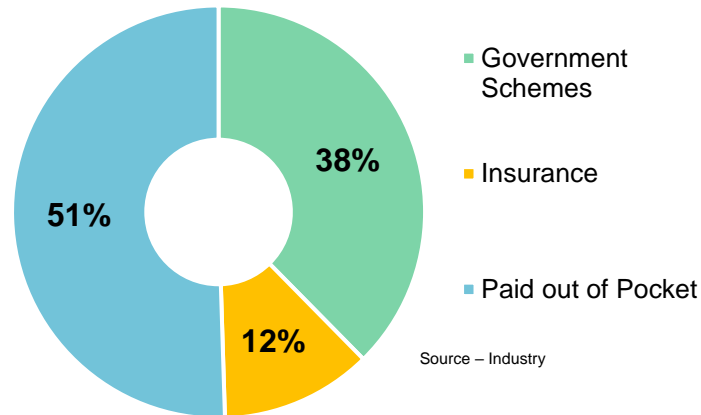
Share of Healthcare Services in India



Healthcare Services Distribution:

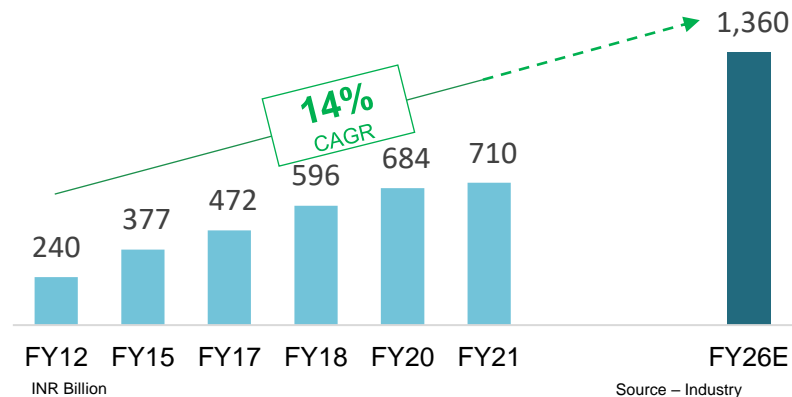
- Government-provided healthcare services hold varying prominence across different regions of India.
- The Northeast region boasts the highest reliance on government services, accounting for nearly 80%
- The Eastern part of the country follows with a significant share of approximately 60%
- Northern states contribute around 40% to government healthcare services
- In contrast, the Southern and Western regions have the lowest dependence on government services, approximately 30%
- On an average, government healthcare services constitute around 40% of the healthcare sector in India

Payor Mix India



Source – Industry

Indian Diagnostic Industry



Indian Diagnostic Industry Growth:

- The Indian Diagnostic Industry has displayed substantial growth, witnessing a CAGR of 14%
- Notably, the industry's value escalated from Rs. 240 billion in FY12 to Rs. 710 billion in FY21
- This impressive growth trajectory is projected to continue, with an expected expansion from Rs. 710 billion in FY21 to Rs. 1,360 billion in FY26, maintaining a steady 14% CAGR
- These key points highlight the regional distribution of healthcare services and the remarkable growth trajectory of the Indian Diagnostic Industry, underlining the promising trends within the healthcare sector in India

Indian Diagnostic Industry Driver



Growth in noncommunicable disease (NCDs) and chronic diseases: Shift in disease profile, thus changing the level of interaction between doctors and patients from episodic to rhythmic



Ageing population: India's population above 60 years was 104 million (2011 Census), and is expected to reach 200 million by 2025 and 300 million by 2050¹



Increasing focus on preventive medicine: There is a shift in focus from curative to preventive medicine which will give impetus to the consolidation of primary health and wellness centres



Preference for evidence-based treatment: With growing patient Participation in disease management, there is a noticeable shift towards evidence-based treatment



Increasing per capita income: The per capita income of India is likely to grow around 70% by 2030 and is expected to reach \$4,000 from current levels of \$2,450²



Increasing Insurance cover: Around 70% of the population is estimated to be covered under public health insurance or voluntarily private health insurance.³



Increase in awareness levels: Awareness levels are increasing with an increase in media reach and Internet penetration

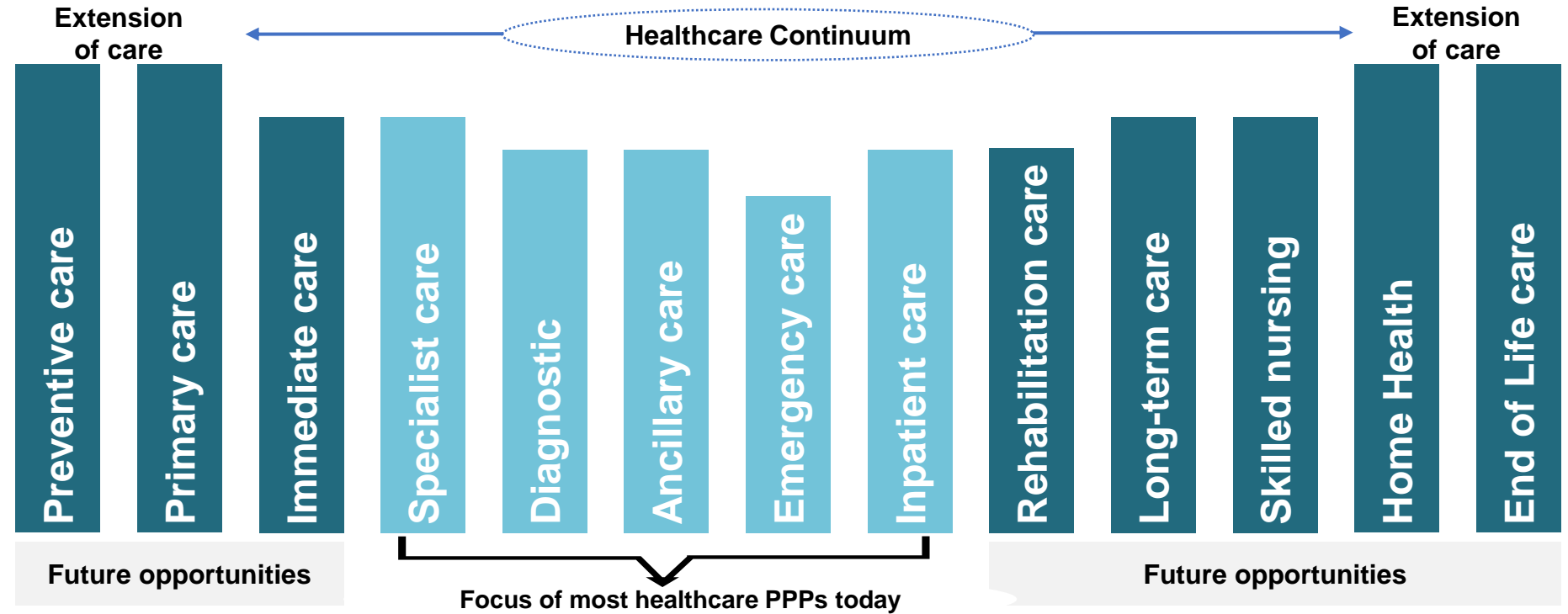


PPP: Increasing focus in upgrading Healthcare facility in Public Hospital through Public Private Partnership

Future of Public Private Partnership (PPP) in Healthcare



Healthcare systems worldwide are facing increasing pressures due to factors like an aging population, chronic diseases, and evolving healthcare technology. Governments can explore Public-Private Partnerships (PPPs) as a solution to leverage private sector resources and expertise to address infrastructure, management, and service delivery needs while transitioning into a role of overseeing and regulating care delivery instead of directly providing it.



Shift toward clinical services and integration of care: Healthcare systems are under pressure to improve care quality, efficiency, and preventive measures using data, technology, and integrated care. While early PPPs focused on hospital infrastructure, the evolution of PPP models includes integrated and clinical service-focused approaches to introduce innovative care models, manage costs, and promote holistic services for better health outcomes.

Focus on services across the continuum of care: As healthcare reimbursement shifts towards quality-based models, PPPs focused on care coordination across the continuum of care can help reduce unnecessary hospital visits. Examples of PPPs in mental health services and skilled nursing facilities demonstrate the potential for private sector involvement in various healthcare needs, requiring evolving policies and oversight from governing bodies to support these partnerships.

Technology to extend access to care: Technology plays a crucial role in healthcare, ranging from administrative systems to virtual care solutions. Incorporating technology into PPP projects requires diverse expertise and long-term thinking to assess appropriate components and explore innovative ways to extend care access. As lower-income countries adopt technologies, questions arise about scaling high-income solutions or developing new ones tailored to resource-limited environments, leading to new markets and innovation.

High Quality Diagnostic Services at Disruptive Prices



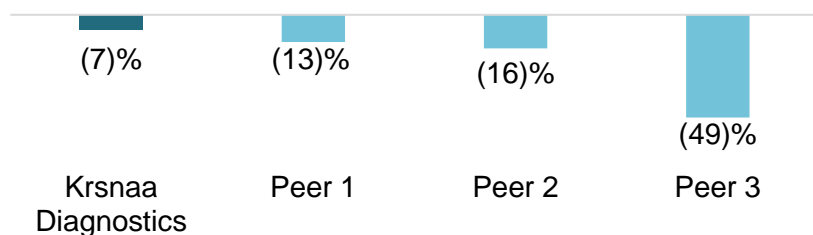
Krsnaa offers tests at 60-80% Lower than market rates and yet maintain sustainable EBITDA

| Segment | Test | Peer 1 | Peer 2 | Peer 3 | Krsnaa | % from min price |
|---------|-------------|--------|--------|--------|--------|------------------|
| RDL | CT Brain | 4,500 | 4,500 | 3,500 | 973 | (72)% |
| RDL | MRI Brain | 8,000 | 8,250 | 7,000 | 2,209 | (68)% |
| PTH | CBC | 250 | 250 | 200 | 146 | (27)% |
| PTH | Blood Sugar | 85 | 80 | 70 | 26 | (63)% |
| PTH | Thyroid | 500 | 550 | 550 | 216 | (57)% |
| PTH | Vitamin D | 1,500 | 1,250 | 1,450 | 595 | (52)% |
| PTH | Vitamin B12 | 1,000 | 1,100 | 1,300 | 243 | (76)% |
| PTH | HbA1C | 550 | 440 | 400 | 141 | (65)% |

Krsnaa Diagnostics offers high quality diagnostics services at disruptive prices

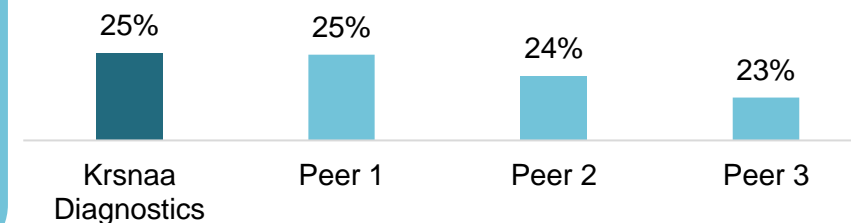
Well placed to withstand any industry price caps as well pricing pressure on tests

EBITDA* Growth% YoY comparison with industry leader



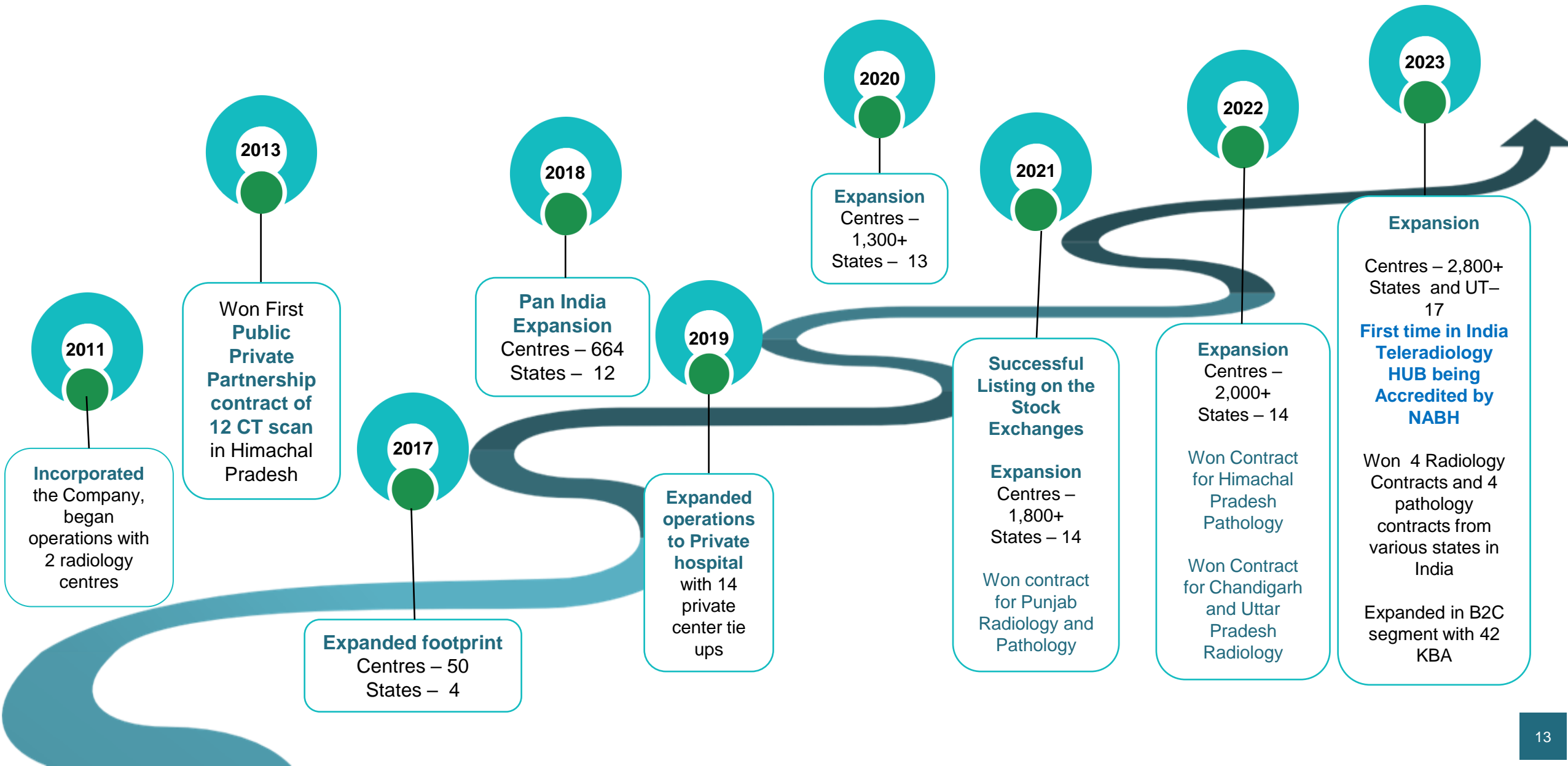
In-spite of offering our diagnostic services at prices lower 60-80%, we continue to maintain sustainable EBITDA

EBITDA* Margins %



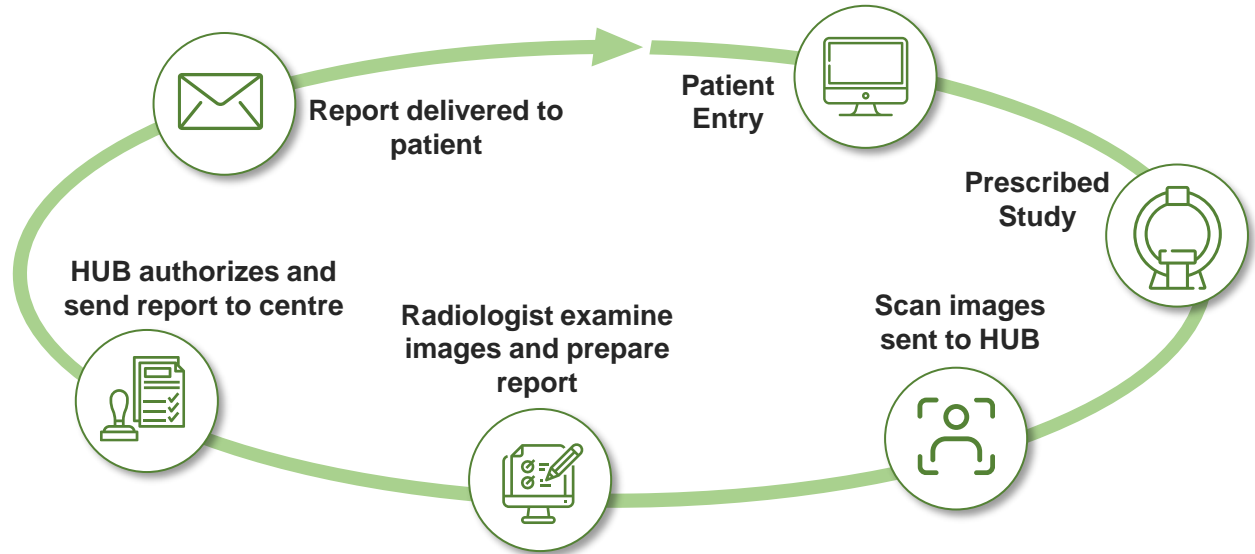
Note: All comparative data sourced from CRISIL Report and publicly available information
*EBITDA Growth and Margin% is calculated as on the year ended 31st March 2023

Track Record of Successful Fast-Pace Expansion





Krsnaa Diagnostics hub and spoke model radiology facility in Pune is fully capable to process large volumes



- **Scalable** business model and enables wider penetration into tier II and tier III cities
- Analog images gets **converted into digital format** and sent to hub for examining and preparing report. **Addresses the shortage of full-time doctors** and staff in the diagnostics industry
- **Experienced** team of radiologists and lab technicians
- **Stringent quality control checks** to ensure highest reporting standards coupled and accurate diagnosis
- Krsnaa Diagnostics organizes **regular training session** to enhance skills of the workforce and keep them apprised of the latest technological advancement in the field of diagnostics
- **Sufficient capacity** to process large volumes in the coming years

8,500+ Sq.ft.
Well designed facility at Pune

240+
Team of in-house tele-reporting radiologists from India and abroad

24x7
Uninterrupted connectivity between diagnostic centres and the hub

| Test | Monthly Capacity | FY23 Annual Volumes | Headroom |
|----------------|------------------|---------------------|--------------|
| CT Scans | 2,00,000 | 917,666 | 7.8x |
| MRIs | 41,000 | 382,553 | 3.9x |
| Tele Reporting | 2,000,000 | 5,560,646 | 12.8x |

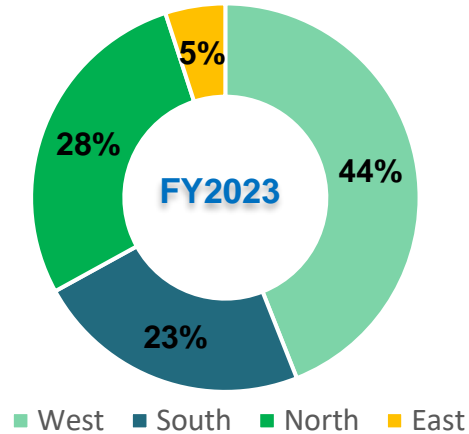
Only Company with Pan India Presence in Both Radiology and Pathology



*Under Implementation

** The USG, Dexa, Mammography and TMT Centres are not marked in this map.

Well Diversified Regional Revenue Mix



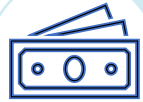
High Headroom to Grow

- Highest penetration across districts with presence in 125+ out of 700+ districts; still large underpenetrated market
- Government continuous focus on improving healthcare in India and looking to partner under PPP model
- Krsnaa is already present in most of the tier I, II, III and rural areas. Krsnaa plans to leverage its extensive presence for growth



Sustainable business model backed by underlying competitive advantages and well positioned to drive growth

Revenue Visibility



- **Long-term of contracts (between 5-10 years)** with inbuilt price escalation mechanism ensures higher and consistent visibility of revenues
- Government focus on investing in healthcare at underpenetrated rural and municipal corporations will provide an impetus to PPP model

Captive Customer Base



- Large addressable customer base from Day 1 of operations, as majority of the population is treated at government hospitals
- Customer base is **driven by both patient's visiting government hospitals and direct walk-ins driven** by relatively cheaper rates with best-in class infrastructure and timely reporting

Cost Efficiencies



- **Zero doctor referrals fees** for patient acquisition and limited expenses incurred in marketing and promotion
- **Zero rentals to government hospitals** for providing the space and availability of subsidized utility and electricity rates
- Due to large procurement, equipment is purchased at lower cost and CMC contracts are availed at discounts

Operational Synergies



- **India's 1st NABH Accredited Teleradiology HUB**
- **Unique tele-reporting hub in Pune** ensures quick and efficient services for both new and existing facilities
- Centralized operations ensure most proficient doctor and radiologist are engaged over long term with an efficient payout structure for both

Higher Tender Renewal Probability



- Existing investment on equipment and infrastructure, large scale of operations and cost competitiveness have resulted in **strong bid-win rate of 79% with 100% technical qualification** in the past and trend is expected to continue
- Ability to quote attractive pricing at the time of renewal and strong track record of successfully renewing the contract



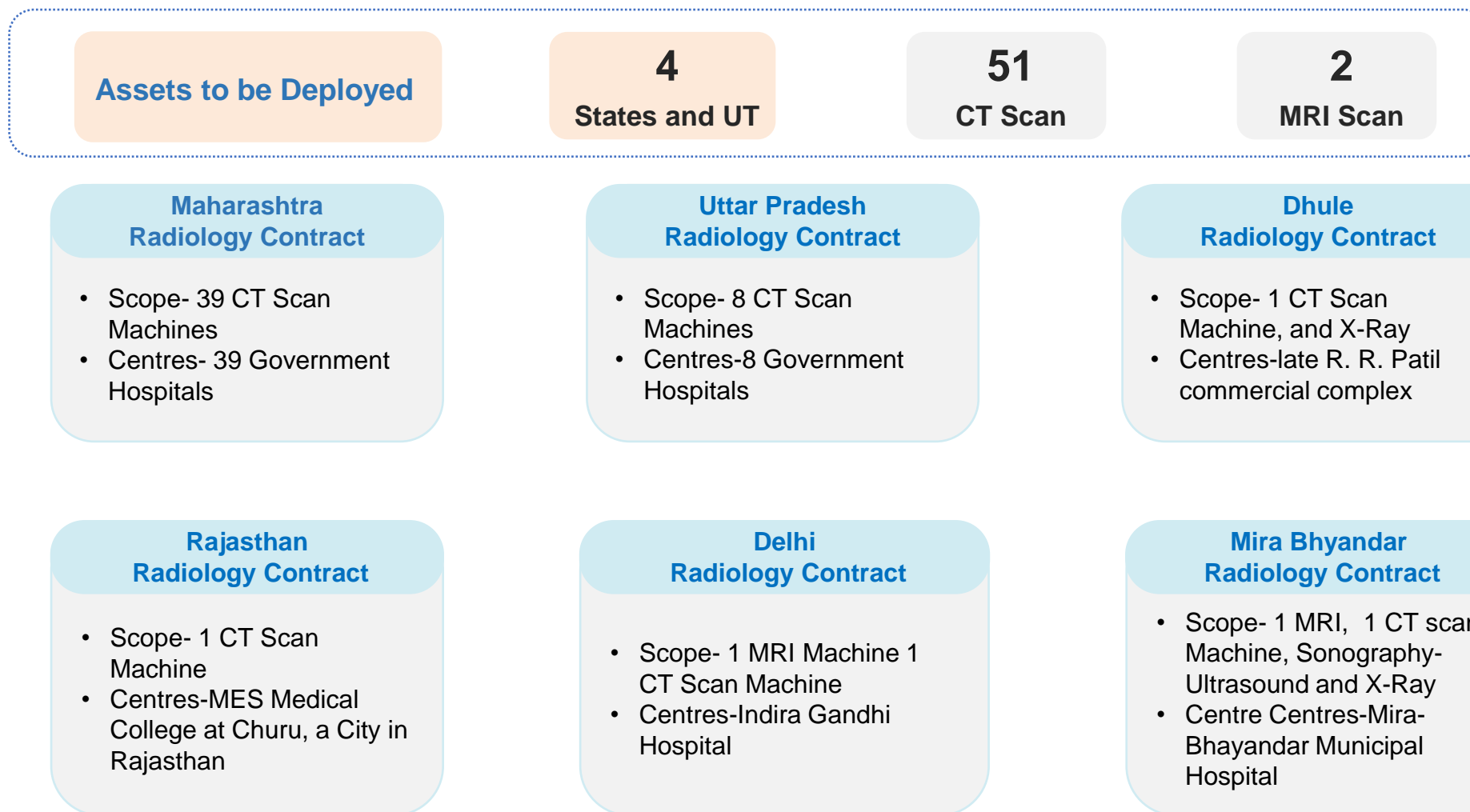
Strategic Pillars of Growth



We aim to sustain the upward trajectory of our Revenue and PAT CAGR by utilizing our existing facilities and seizing opportunities in untapped markets

- 1** Tap the growing and underpenetrated diagnostic market by participating in new PPP tender
- 2** Focus on timely and successful implementation of new projects
- 3** Enhanced centre profitability with the maturing centres
- 4** Expand Pathology business by capitalizing on the extensive infrastructure of existing Pathology Diagnostics centres, adding more collection centres and reaching to end consumers
- 5** Digital marketing and creating awareness about Krsnaa's disruptive price offerings

Tapping PPP Opportunity – Radiology Tenders Won and Assets to be deployed



Tapping PPP Opportunity – Pathology Tenders Won and Assets to be deployed



Assets to be Deployed

4
States

168
Labs

3,537
Collection centres

Dhule Pathology Contract

- Scope- 1 Pathology lab
- Centre- late R. R. Patil commercial complex

Odisha Pathology Contract

- Scope- 6 Labs and 386 collection centres
- Centre- At various Govt Health Institution in the state of Odisha

BMC Pathology Contract

- Scope-600 collection centres
- Centre- 600 BMC dispensaries and hospitals

Mira Bhyandar Pathology Contract

- Scope-1 Pathology Lab
- Centre- Mira-Bhayandar Municipal Hospital

Rajasthan Pathology Contract

- Scope-33 Mother Labs, 117 Hub Labs and 1,295 collection centres
- Centre- Presence across all districts of Rajasthan

Assam Pathology Contract

- Scope- 10 Labs and 1,256 collection centres
- Centre- Presence across all districts of Assam



Radiology Centres Operational / Under Implementation

| State | Total Centres | Operational | Under Implementation |
|------------------------|---------------|-------------|----------------------|
| Uttar Pradesh | 8 | 4 | 4 |
| Delhi | 1 | - | 1 |
| DMC | 1 | - | 1 |
| Mira Bhayandhar MC | 1 | - | 1 |
| Rajasthan | 1 | - | 1 |
| Maharashtra | 39 | - | 39 |
| Total Radiology | 51 | 4 | 47 |

Pathology Centres Operational / Under Implementation

| State | Total Centres | Operational | Under Implementation |
|--------------------------------|---------------|-------------|----------------------|
| Mira Bhayandhar MC (Lab) | 1 | - | 1 |
| OD (Lab) | 6 | 4 | 2 |
| OD (Collection Centres) | 386 | 317 | 69 |
| DMC (Lab) | 1 | - | 1 |
| BMC (Collection Centres) | 600 | 428 | 172 |
| Rajasthan (Lab) | 150 | - | 150 |
| Rajasthan (Collection Centres) | 1,295 | - | 1,295 |
| Assam (Lab) | 10 | - | 10 |
| Assam (Collection Centres) | 1,256 | - | 1,256 |
| Total Pathology | 3,705 | 749 | 2,956 |



Krsnaa Younger Portfolio Continues to Mature with Promising Future



59%
Gross Block*

32%
ROCE

Matured

- Expand B2C share of Business
- Focus is on increasing patient touch points, awareness and visibility
- Standardize patient test reports and improve patient experience at the centres
- Focus on the training of employees to enhance overall productivity and operational efficiencies



14%
Gross Block*

20%
ROCE

Semi-Matured

- Increase awareness and visibility through digital marketing
- Add more Krsnaa Business Associate (KBA), tie-up with nursing homes, hospitals to drive test volumes
- Ensure shorter reports turnaround time and maintain high accuracy
- One roof solution for Radiology and Pathology at all centres
- Directory of test menu sanitization



27%
Gross Block*

-7%
ROCE

Newly Launched

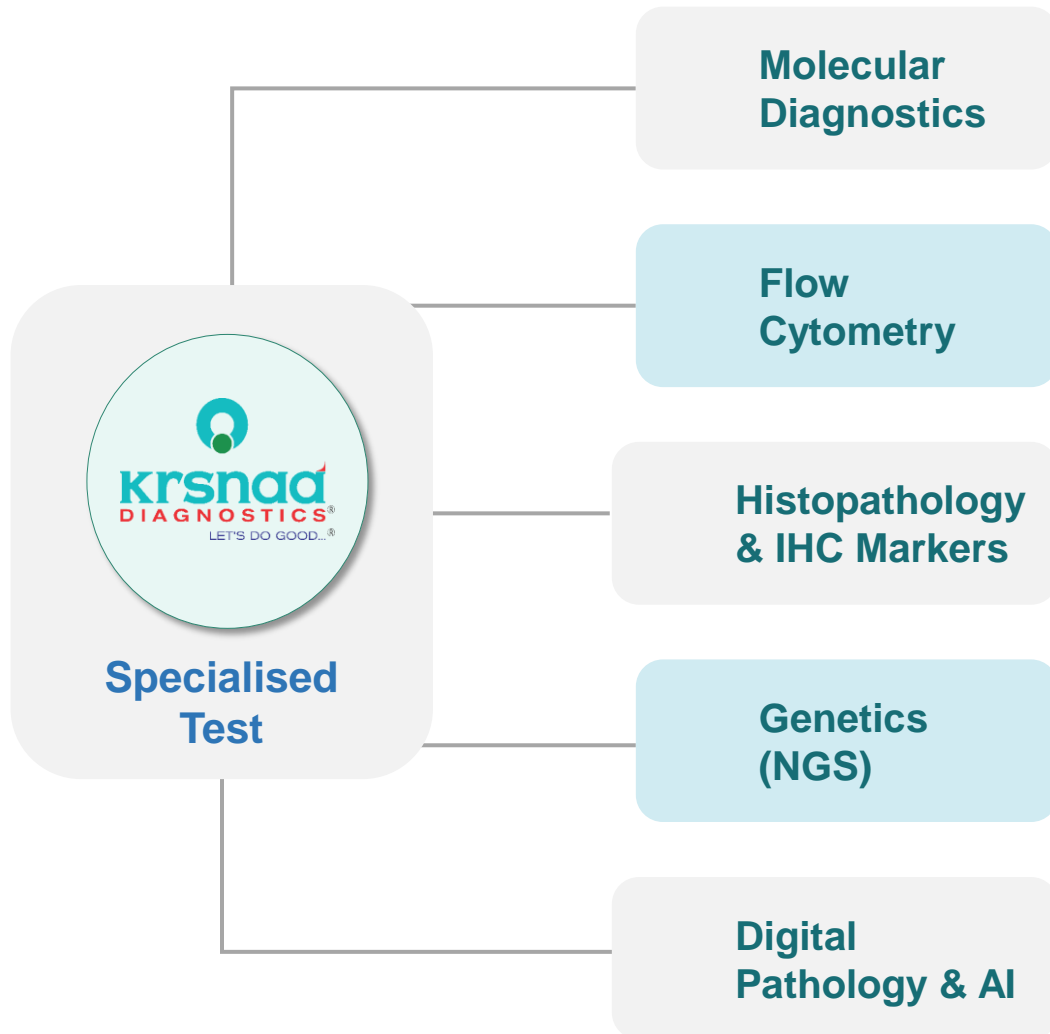
Notes:

1. * Gross Block % is calculated as on the year ended 31st March 2023
2. Maturity is on the basis of the project start date
3. Return on Capital Employed calculated as (EBIT including Other Income / Gross Block)

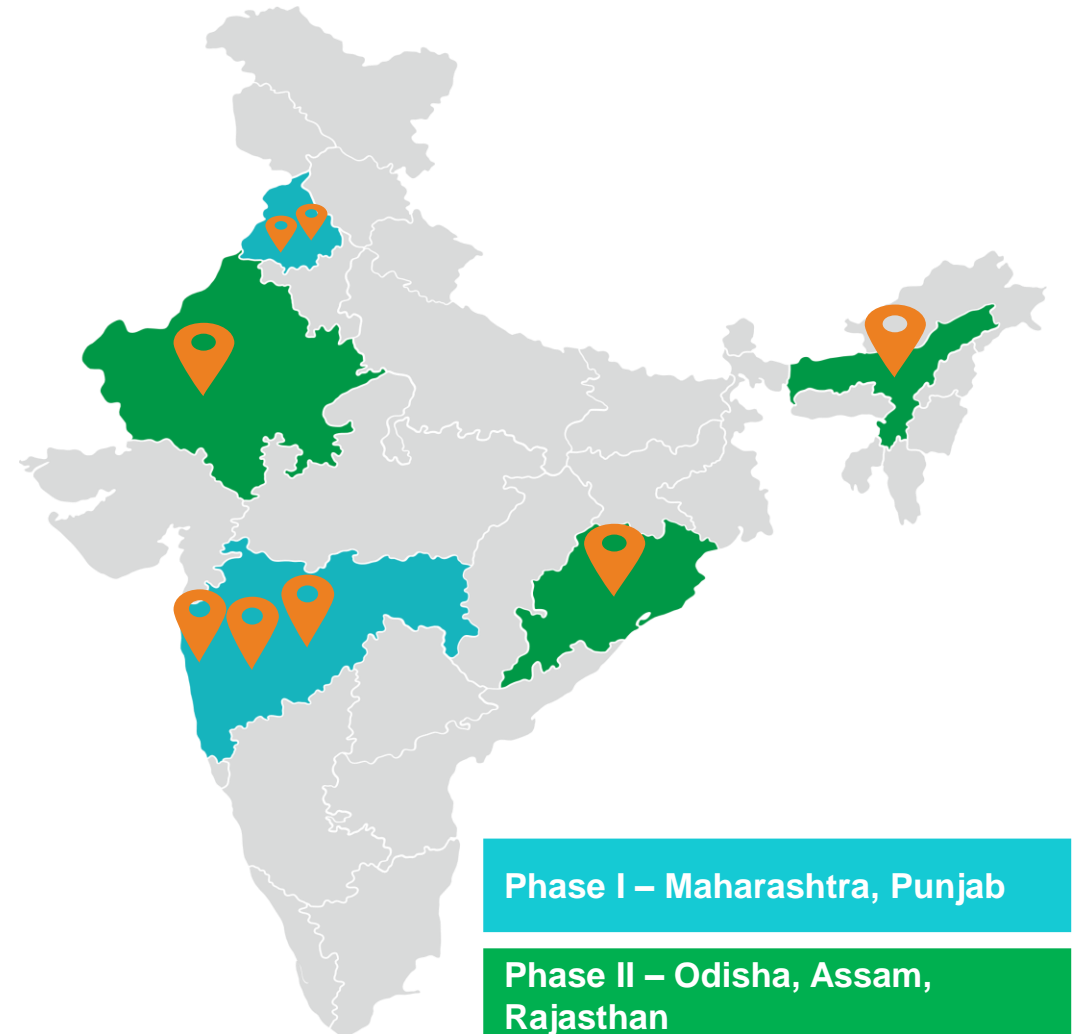
B2C Pathology Strategy for FY2024



Expanding test menus by adding more specialized tests at disruptive prices



Core strategy is to set up and operationalize Home Collection Hub and Preventive Health check up promotion in Two Phases

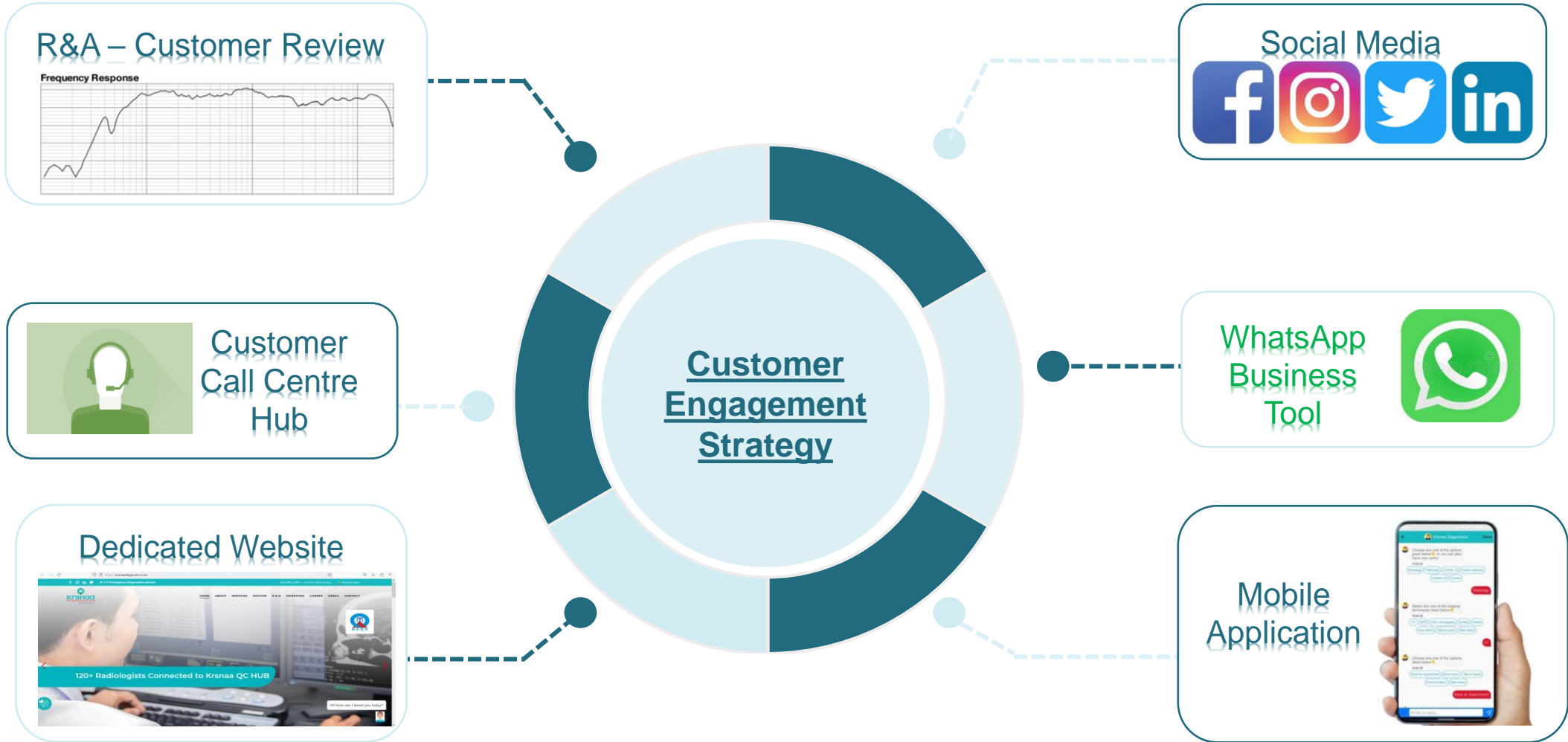


Best-in-class infrastructure and services at disruptive rates – high brand recall leading to increased foot-falls



High quality infrastructure and services at disruptive prices creates market awareness and drives direct walk-ins





Enhancing Visibility and Awareness



IN-SHOP BRANDING

Book

AYAKSHAM HEALTHY HEART PACKAGE!

CBC | Lipid Profile | Hs - CRP
Apolipoprotein Profile | HbA1c
BUN | Creatinine | Electrolyte

OFFER PRICE
1199/-

2000+ Locations | **15** States | **3** Union Territories

40+ MILLION LIVES SERVED IN LAST 5-YEARS

020-6814 6814 | 96233 96233

Saccha Bhi, Achha Bhi.

MOST AFFORDABLE
PATHOLOGY & RADIOLOGY SERVICES IN PUNE CITY

| PATHOLOGY | MRP | Special Offer |
|--|--------|---------------|
| • Vitamin B12 + Vitamin D3 test (2-CH) | 2000/- | 1499/- |
| • Ayaksham - Basic Health Check up (64 Parameters) (CBC, Lipid Profile, TG, UA, SG, Liver function test, Kidney function test, Glucose T) | 2200/- | 1699/- |
| • Ayaksham - Fever Profile (48 parameters) (CBC, ESR, MP Antibody, Typhoid IGM, Urine B) | 1330/- | 1599/- |

| CT | MRP | Offer | MRI | MRP | Offer |
|---------------|---------|---------|-----------------------|---------|---------|
| CT Brain | 4800/- | 1899/- | MRI Brain | 17000/- | 12999/- |
| CT B/CT | 13000/- | 10999/- | MRI US Spine | 17000/- | 12999/- |
| CT Pancreas | 48000/- | 18999/- | MRI Joint (Any Joint) | 17250/- | 12999/- |
| Shoulder (MS) | | | MRI Abdomen | 17250/- | 12999/- |

2000+ Locations | **15** States | **3** Union Territories

23+ MILLION LIVES SERVED IN LAST 5-YEARS

FREE HOME COLLECTION

020-6814 6814, 4695 4695 | 96233 96233

PROMOTIONAL BRANDING

WE ARE DELIGHTED TO ANNOUNCE...

INDIA'S 1st NABH Accredited Teleradiology HUB

Saccha Bhi, Achha Bhi.

KrsGene Non-Invasive Prenatal Testing (NIPT)

सच्चा भी अच्छा भी ...

15 से भी अधिक राज्यों में उच्चतम सेवा देनेवाली क़रना डायग्नोस्टिक्स अब पंजाब सरकार द्वारा स्थापित अस्पतालों में उपलब्ध है।

पैथोलॉजी जांच सरकारी दरों पर

CT स्कैन +450 से शुरू | **MRI +1150 से शुरू**

पंजाब में हमारी मौजूदगी:
अमृतसर | तरनतारन | गुरदासपुर | पठानकोट | बठिंडा | मनसा | मुक्तसर | फाजिल्का | जालंधर | कपूरथला | फिरोजपुर | फगवाड़ा | लुधियाना मोगा | फरीदकोट | खन्ना | पटियाला | बरनाला | संगरूर | राजपुर | एसएस नगर (मोहाली) | रूपनगर | नवां शहर | फतेहगढ़ साहिब | होशियारपुर

020-6814 6814, 4695 4695 | 96233 96233 | Website: www.krsnaadiagnostics.com | Email: info@krsnaadiagnostics.com

This Mother's Day, It's time for us to give the same to HER!

OUR CARE LOVE CONCERN

With Krsnaad's Ayaksham Health package

Non-Invasive Prenatal Screening (NIPT) is a simple, safe and non-invasive prenatal screening that determines the risk that the fetus will be born with certain genetic abnormalities. This testing analyses small fragments of DNA that are circulating in a pregnant woman's blood.

KrsGene NIPT analyzes and reports the amount of placental DNA circulating in the maternal blood stream and reports this as fetal fraction. NIPT screening solution estimates the risk of a fetus having:

- Trouse 21 (Down's syndrome),
- Trouse 18 (Edward's syndrome),
- Trouse 13 (Patau's syndrome),
- Acrosomal Aneuploidy (BAAL),
- Sex Chromosome Abnormalities (SCA)

Microdeletion syndromes is caused by the absence of a small part of a gene, most often in the chromosome. They can vary greatly in severity, with the symptoms of microdeletions ranging from mild developmental delays to severe anomalies e.g. cardiac defects, neurological malformations etc.

KrsGene Microdeletion screens for following syndromes:

- DiGeorge syndrome (22q11.2 deletion)
- 1p36-deletion syndrome
- Prader-Willi syndrome (15q11.2-q13 deletion)
- Angelman syndrome (15q11.2-q13 deletion)
- Cri-du-chat syndrome (5p15 deletion)
- Wolf-Hirschhorn syndrome

Who should opt for this test:

- Women who are 35 weeks pregnant
- All singleton and twinning pregnancies
- IVF and surrogacy pregnancies

Why KrsGene Non-Invasive Prenatal Testing (NIPT)?

- Safe and without any risk of miscarriage
- Quick 12 days turn around time
- Accurate with a low false rate
- Comprehensive and in-depth chromosomal analysis

TESTS AVAILABLE:

| Test Code | Test Name |
|-----------|------------------------------|
| KSDPL172 | KrsGene NIPT |
| KSDPL174 | KrsGene NIPT + Microdeletion |

Contract Details:
This test is registered as a regulated IVD and was the first CE-marked (IVD) for prenatal screening.

020-6814 6814, 4695 4695 | 96233 96233

Enhancing Visibility and Awareness



HEALTH CHECKUP CAMP

Krsnaa Diagnostics Health Checkup Camp, Rajasthan



Krsnaa Diagnostics Health Checkup Camp, Nashik



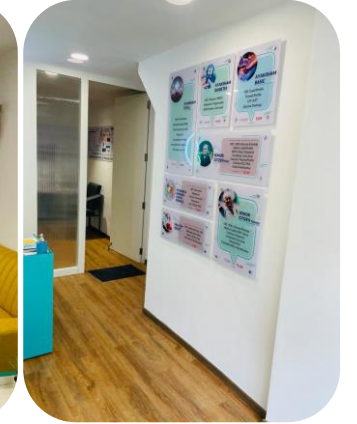
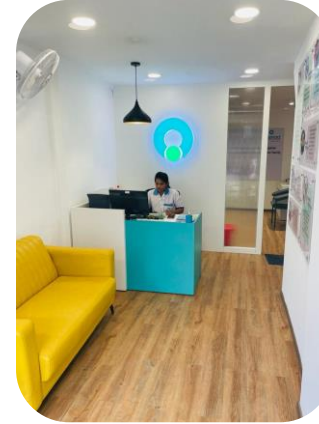
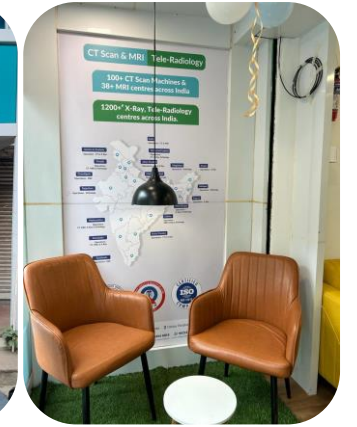
Krsnaa Diagnostics Health Checkup Camp, Burlton park



Krsnaa Diagnostics Health Checkup Camp, Wakad



COCO



Experienced Leadership Team



Rajendra Mutha
Executive Chairman

- 12+ years of experience in the field of pharmacy and diagnostics
- Registered pharmacist certified by the Maharashtra State Pharmacy Council



Pallavi Bhatevara,
Managing Director

- 10 years of experience in the field of diagnostic services
- Responsible for expansion and growth
- Involved in the tendering process and implementation and execution of projects



Yash Mutha
Whole Time Director

- 14+ years of experience in the field of audit and risk management
- CA, CISA, CFE
- Previously associated with KPMG, Deloitte, Credit Suisse



Pawan Daga
Chief Financial Officer

- 12+ years of experience in mergers and acquisitions, treasury and funding, investor relations, cost management, financial operations, legal, taxation, financial accounting, and reporting
- Chartered Accountant and Masters of Commerce from Pune University



Dr. Manish Karekar
Chief Operating Officer - Pathology

- 16+ years of experience in the field of Pathology science
- MBBS and MD from Mumbai University as well as Six Sigma Black belt from ISI, Pune
- Focused on innovation and sustenance of standardized processes across all laboratory



Dr. Abhiji Patil,
Vice President - Radiology

- 15+ years of experience and has done his MD-Radiodiagnosis
- An academic experience as a Professor and Associate Professor in renowned institute
- Experience in sectional imaging including CT, MRI, PET CT and Fusion PET MRI.



Rupesh Dagar
Chief Business Officer

- 25+ years of experience in the diagnostics sector
- Mergers & Acquisition, creating marketing, social media, digital marketing strategies, reinventing the lab, and Network Expansion
- Pursuing DBA, Executive MBA and BSc (Chemistry) from Mumbai University



Dr. Prashant Deshmukh
President – Operation and Strategy

- 13+ years of experience in operations and Strategy
- MBBS from MGM Medical College, Aurangabad and PGDM from IIM Ahmedabad
- Previously associated with CIMS Hospital

Board of Directors – Diversified Experience and Background



Chetan Desai
Independent Director

- Practicing Chartered Accountant with a wide-spread experience of 47 years
- He was the Managing Partner of M/s. Haribhakti & Co. LLP, Chartered Accountants till March 2018
- As an Independent Director, he serves as the Chairman of the Audit Committee and also as a member of the Nomination and Remuneration Committee of the Board.



Chhaya Palrecha
Independent Director

- Chartered Accountant with 24 years of experience
- She has led finance and accounts functions of corporate entities for the last 22 years in varied manufacturing and service industries.
- As an Independent Director, she serves as a member of the Audit Committee, Stakeholders' Relationship Committee and Nomination and Remuneration Committee of the Board



Rajiv Ranjan Verma
Independent Director

- Superannuated as Director General of Police, Railway Protection Force, in 2016, after 38 years of career
- He held key assignments of Director General, Bureau of Police Research & Development, National Crime Record Bureau and Civil Defense
- As an Independent Director, he serves as the Chairman of the Risk Management Committee and also as a member of the Audit Committee as well as Corporate Social Responsibility Committee



Adesh Kumar Gupta
Independent Director

- Qualified Chartered Accountant, Company Secretary and AMP from Harvard is a professional with rich experience of over more than 40 years in Corporate Strategy, M&A, Business restructuring, Fund raising, Taxation etc.
- Career of over 3 decades in Aditya Birla Group, held various senior positions including board positions in various companies of the group including Indian Rayon, Birla Global Finance, Aditya Birla Nuvo Limited and Grasim Industries Limited



Prem Pradeep
Nominee Director

- B.Tech in Mechanical Engineering from IIT Delhi and a PGDM from IIM Calcutta
- Over 40 years of experience. Held senior management positions with Bharti Infratel (CEO), Bharti Airtel (CEO), PepsiCo India (VP), RPG group (CEO e-business).
- Currently, he is working as an operating partner with Phi Capital
- As a Nominee Director, he serves as a member of the Audit, Nomination and Remuneration Committee and Corporate Social Responsibility Committee

Note:

1. Leadership Team members, Rajendra Mutha is the Executive Director and Chairman, Pallavi Bhatevara is the Managing Director, Yash Mutha is the Executive Director.



One of the **Fastest Growing Diagnostics Service Provider** in the country



Total Centre count increased at a **CAGR of 33%** from 682 in FY18 to 2,800+ in FY23

Extensive Geographic Footprint



Centres across India with **presence in 17 States and Union Territories.** Diagnostic equipment is state-of-the-art and procured from leading OEMs

Strong Brand Equity



Well positioned to partner with the Government's initiative to provide **equitable, affordable and quality health care services**

Scalable and Agile Business Model



PPP is an asset light model which ensures robust revenue and **long-term contract provides revenue visibility**

Disruptive Pricing



Ability to **maintain cost competitiveness underpinned by leading volumes,** higher economies of scale and optimize cost structure

Stakeholder Value Creation



Defined strategy to deliver sustainable long-term growth



35%

Revenue CAGR
5Y (FY18-23)

66%

PAT CAGR
5Y (FY18-23)

36%

Radiology Revenue
CAGR 5Y (FY18-23)

33%

Pathology Revenue
CAGR 5Y (FY18-23)

32%

Total Centre Count
CAGR 5Y (FY18-23)

56

Receivables Days
FY2023

We aim to sustain the upward trajectory of our Revenue and PAT CAGR by utilizing our existing facilities and seizing opportunities in untapped markets

| Key Valuation Metrics | 11-August-23 |
|---|--------------|
| NSE Ticker | KRSNAA |
| BSE Ticker | 543328 |
| Share Price (in Rs) | 512 |
| Number. of Shares (in Cr) | 3.14 |
| Equity Value (Rs. Cr) | 1,609 |
| Gross Borrowings (Rs. Cr) – 30 Jun, 23 | 50 |
| Cash and Cash Equivalents (Rs. Cr) – 30 Jun, 23 | 225 |
| Net Debt / (Net Cash) (Rs. Cr) | (175) |
| Enterprise Value (Rs. Cr) | 1,434 |
| Adjusted Profit After Tax TTM (Rs. Cr) | 63 |
| EBITDA TTM (Rs. Cr) | 128 |
| Adjusted P / E | 25.5x |
| EV / EBITDA | 11.2x |



This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Krsnaa Diagnostics’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Krsnaa Diagnostics undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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