

Date: May 12, 2025

Ref. No.: KDL/SE/015/2024-25

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, Bandra Kurla Complex, Bandra (East) Mumbai – 400051 NSE Symbol: KRSNAA
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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 Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended March 31, 2025.

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

Krsnaa Diagnostics Ltd.

S.No. 243/A, Hissa No. 6, CTS No. 4519, 4519/1, Near Chinchwad Station,
Chinchwad, Taluka - Haveli, Pune, MH - 411019 (India)
020 27402400 | info@krsnaa.in

FY2025 Result Presentation

One of INDIA'S LARGEST Differentiated Diagnostic Service Provider



Krsnaa Diagnostics Limited



180

CT/ MRI Centres



Krsnaa Diagnostics is one of the **fastest growing and differentiated diagnostic service provider** with services including radiology, pathology and tele-radiology

117

Pathology Labs



Provides **quality** and inclusive diagnostic services at **disruptive rates** across various segments with a focus on Public Private Partnership model

3,500+

Patient Collection Centres



One of India's largest tele-radiology reporting hubs with the capability to scale the process of X-rays, CT scans and MRI scans and serves patients in remote locations

18 States/ UT

Presence in India



67 Million+

Patients Served
Since Inception

The workforce comprises **350+ radiologists, 100+ pathologists, and over 3,000 qualified professionals**, including clinicians, technicians and operators

FY25 Financial Performance



INR in mn except EPS, NABL & NABH

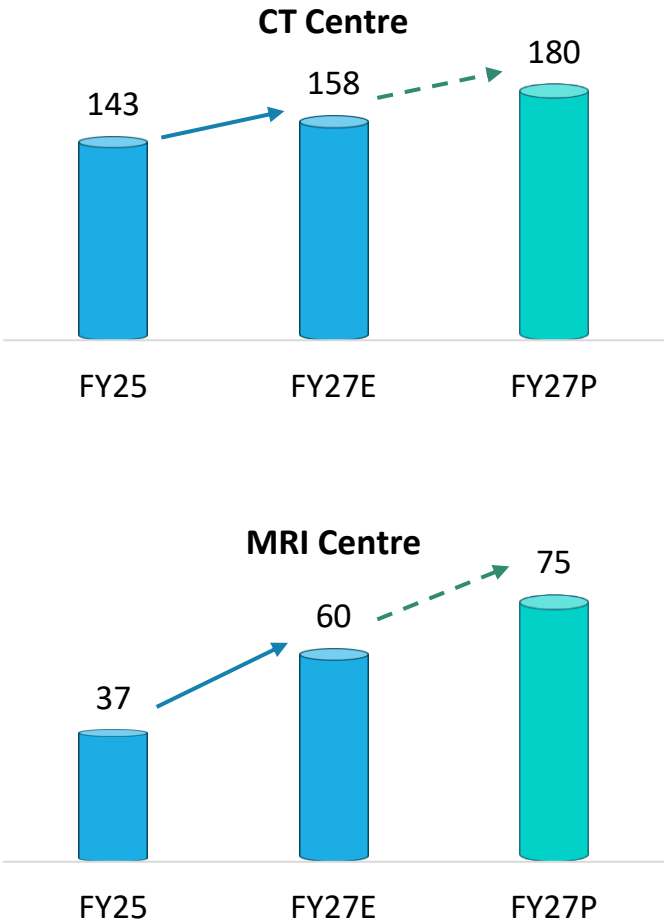
Particulars	FY25	FY24	Growth
Revenue	7,172	6,196	16% ↑
EBIDTA	1,958	1,466	34% ↑
EBIDTA Margin	27%	24%	370 bps ↑
PAT	776	568	37% ↑
PAT Margin	11%	9%	165 bps ↑

Particulars	FY25	FY24	Growth
EPS	23.6	17.3	36% ↑
No. of Patient Served	19.2	15.6	23% ↑
No. of Test performed	61	44	38% ↑
NABL Accreditation	51	21	143% ↑
NABH Accreditation	31	22	41% ↑

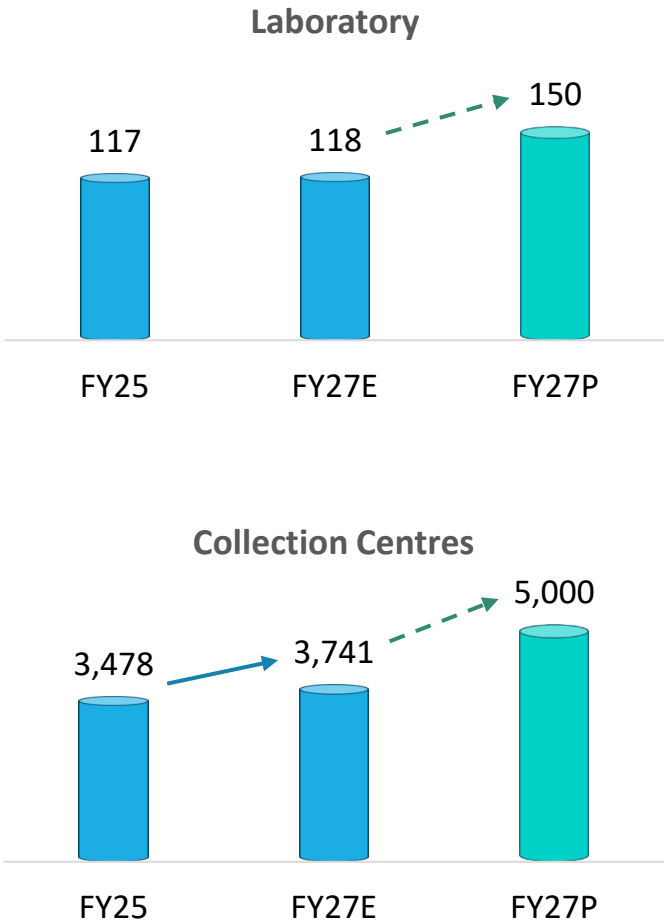
- Achieving **16% YoY** Revenue Growth, **34% YoY** EBITDA Strengthening & **37% YoY** improvement in PAT, on account of improved footfalls across our centers and enhanced operational efficiency
- In FY25, patient and no of tests increased by **~3.6 million** and **~ 17 million**



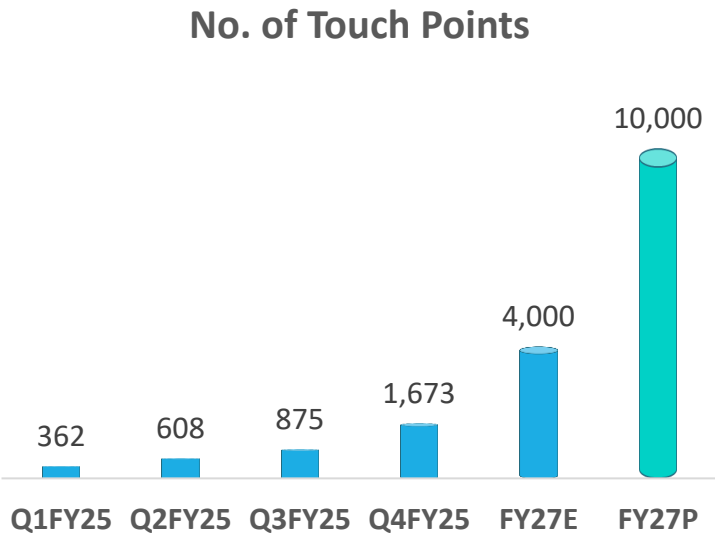
Radiology



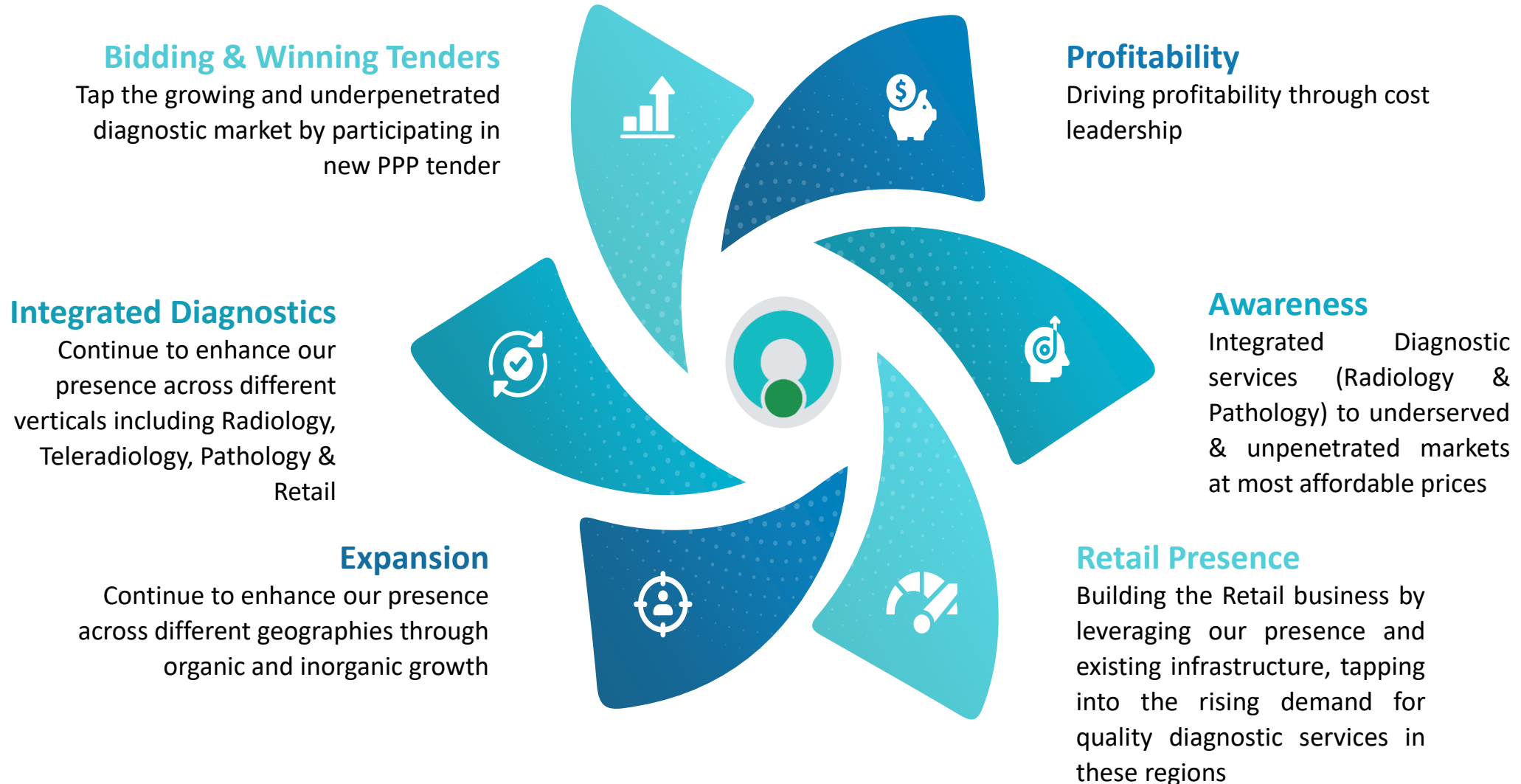
Pathology



Retail



Note: E-Estimates are based on order book in hand & subject to site handover from respective authorities; P-Projected, are based on future opportunities.





Competitive Advantages



India's **1st** CAP Accredited
Lab at Government Facility



India's **1st** NABH Accredited
Tele-Radiology Hub

51



National Accreditation for Board of
testing's & Calibration Laboratories

31



National Accreditation Board for
Hospitals & Healthcare Providers

We are committed to delivering superior quality as our benchmark and proudly served ~ 20 mn patients in FY25, driven by our continuous focus on excellence

Our Pricing- “Everyone Can Afford”



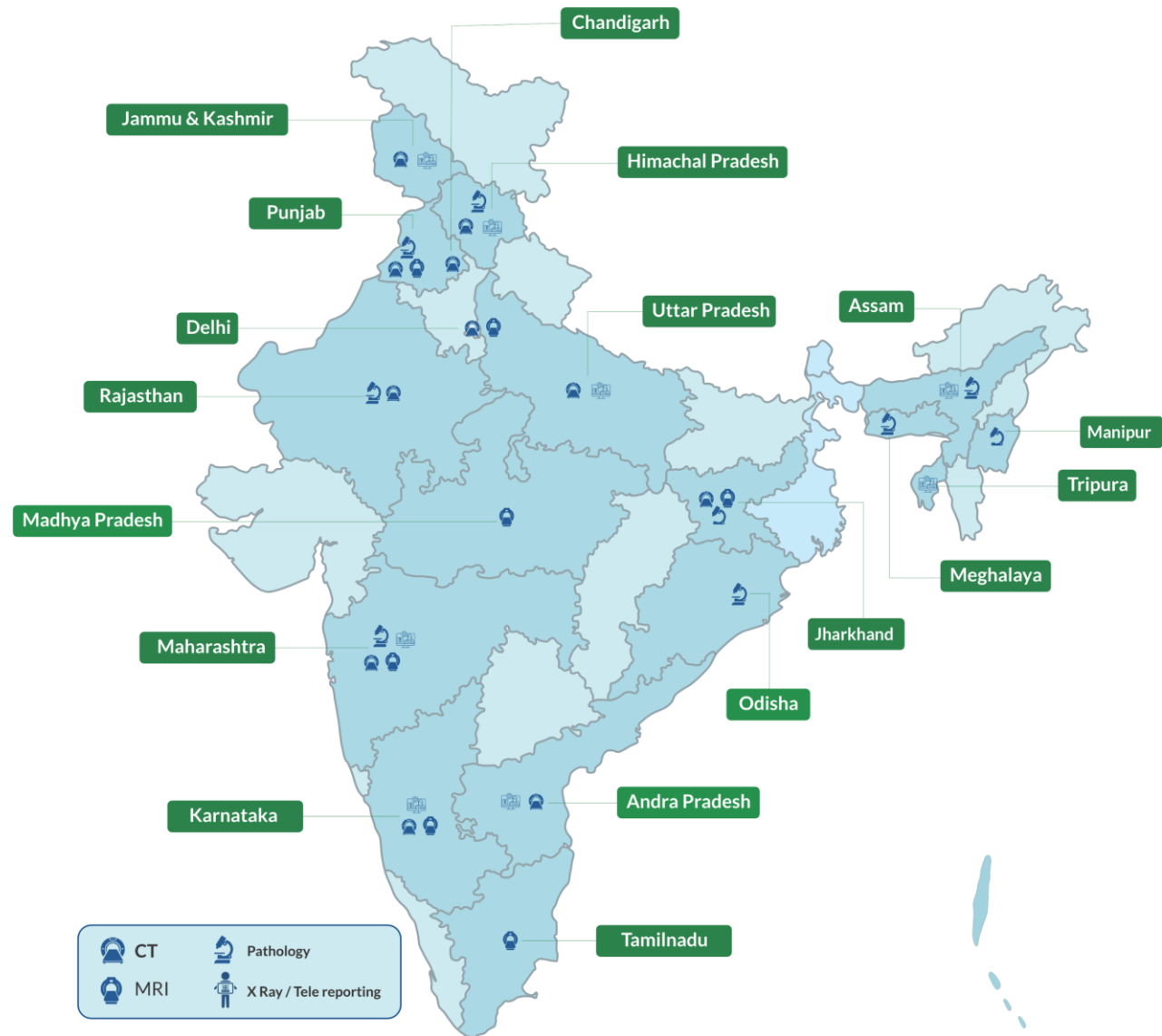
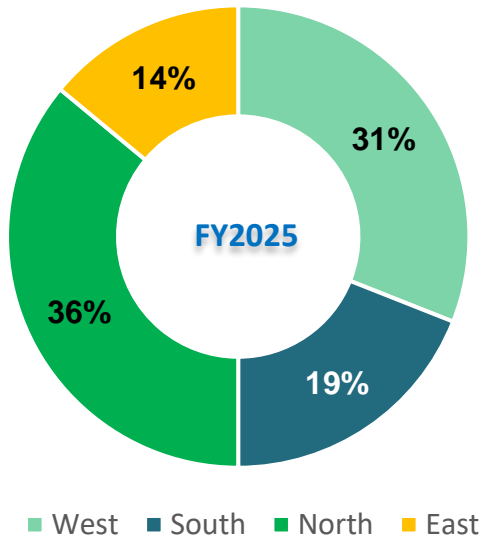
Segment	Test	Competition 1	Competition 2	Competition 3	Krsnaa	% lower from competitors
Radiology	CT Brain	4,500	4,500	3,500	880	(75)%
Radiology	MRI Brain	8,000	8,250	7,000	1,340	(81)%
Pathology	CBC	250	250	200	37	(82)%
Pathology	Blood Sugar	85	80	70	20	(71)%
Pathology	Thyroid	500	550	550	55	(90)%
Pathology	Vitamin D	1,500	1,250	1,450	153	(89)%
Pathology	Vitamin B12	1,000	1,100	1,300	69	(95)%
Pathology	HbA1C	550	440	400	49	(88)%

- Krsnaa Diagnostics offers high quality diagnostics services at competitive prices
- Well placed to withstand any industry price caps as well pricing pressure on tests

Note: Above mentioned are examples from our comprehensive test lists for illustration purpose only and referenced from publicly available information



Well Diversified Regional Revenue Mix

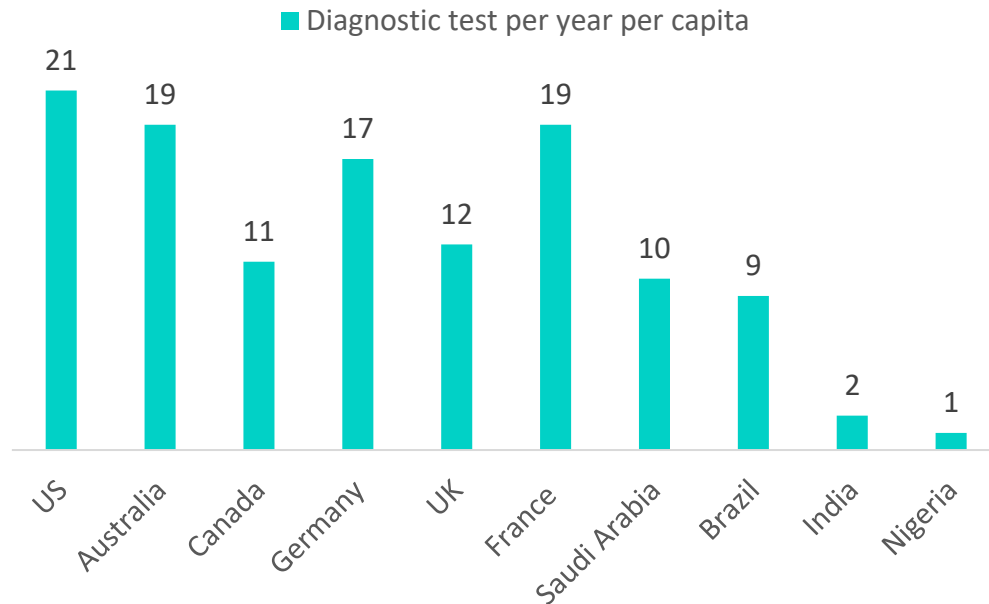




Industry Opportunity

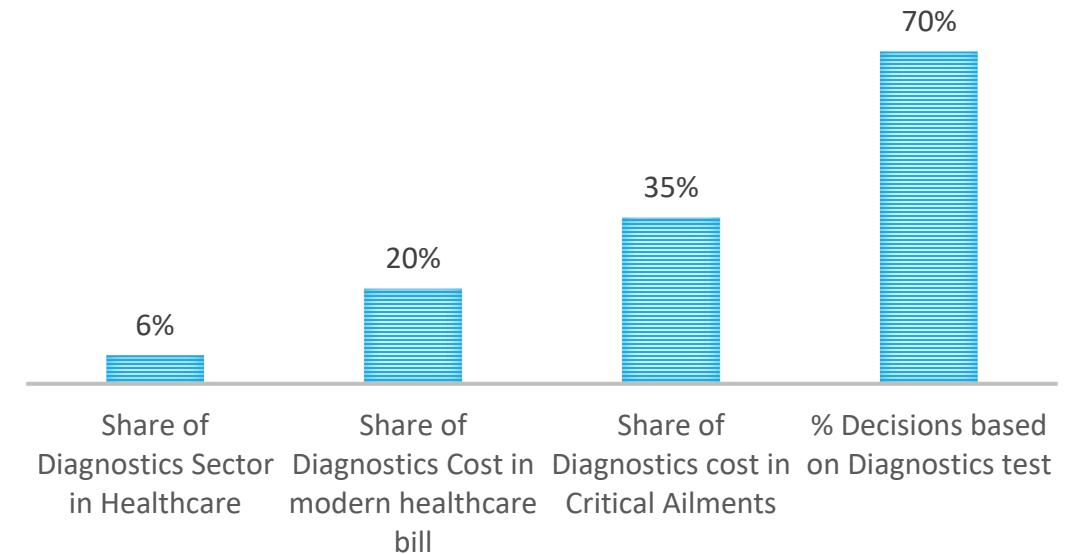


Diagnostics service under-penetrated



- Despite having the world's largest population, India's diagnostics industry remains under-penetrated—with one of the lowest diagnostics access levels globally, lagging behind even other developing nations such as Brazil and Saudi Arabia
- The sector is poised for strong growth, with a projected CAGR of 14% over FY23–28E

Share of diagnostics in healthcare



- In India, there is a mismatch between the economic importance of diagnostics in actual medical treatment and its relatively small share (6%) in the country's overall healthcare market
- The Government of India (GoI) estimates that diagnostics accounts for 10% of the out-of-pocket expenditure at public healthcare set ups that often lack modern diagnostics offerings



01



The FDSI scheme aims to establish 2,000 radiology centers, with the objective of installing one CT scanner in every district health center—or ensuring access to one scanner per 750,000 people

02



The Government emphasized the necessity of public-private partnerships (PPP) to achieve self-reliance in India's healthcare sector

03



For pathology services, only 12 out of 36 States and UTs have adopted the PPP model to deliver free diagnostic services

04



For radiology services, only 19 out of 36 States and UTs have adopted the PPP model to offer free diagnostic services.

05



The Indian government plans to set up Day Care Cancer Centers in all district hospitals over the next three years

06



State-level funding for free diagnostic services has grown at a faster pace than the overall diagnostics industry

The increasing adoption of PPPs across states and UTs presents significant opportunities for growth



Growth Potential

- India's diagnostics market is projected to grow from \$13 billion to \$25 billion by FY28E
- Two-thirds of diagnostic tests are conducted outside metro cities, underscoring the significant untapped potential for organized players to expand their reach

01

NCD Surge

- The growing prevalence of non-communicable diseases (NCDs) in India provides significant growth opportunities, both in volume and value, for the diagnostics industry.
- NCD related deaths in India is expected to rise to 70% by 2030

02

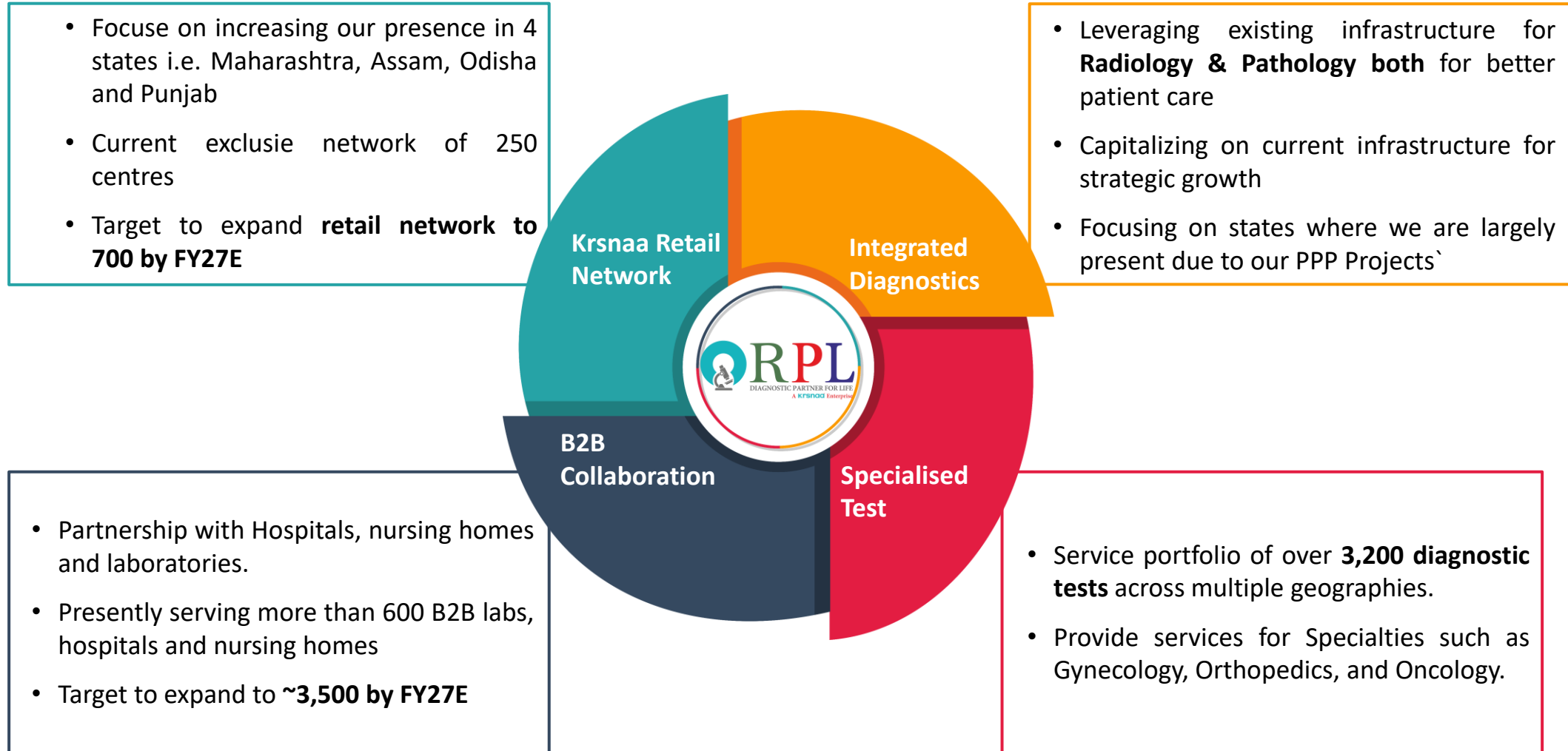
Preventive Testing

- Preventive diagnostics have experienced a strong CAGR of 17% over the past five years, reflecting growing awareness and demand
- The share of wellness services is expected to rise to 12% of the total pathology market.

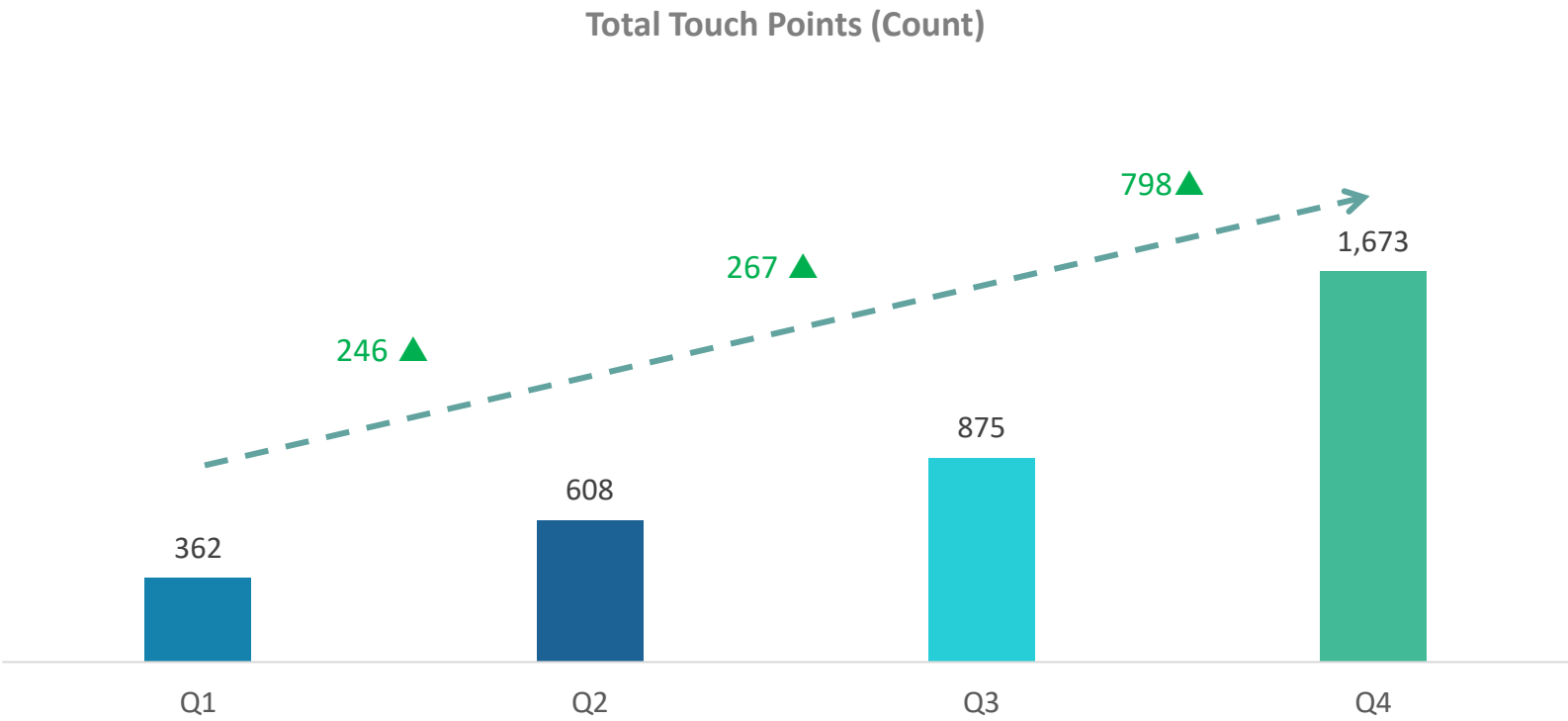
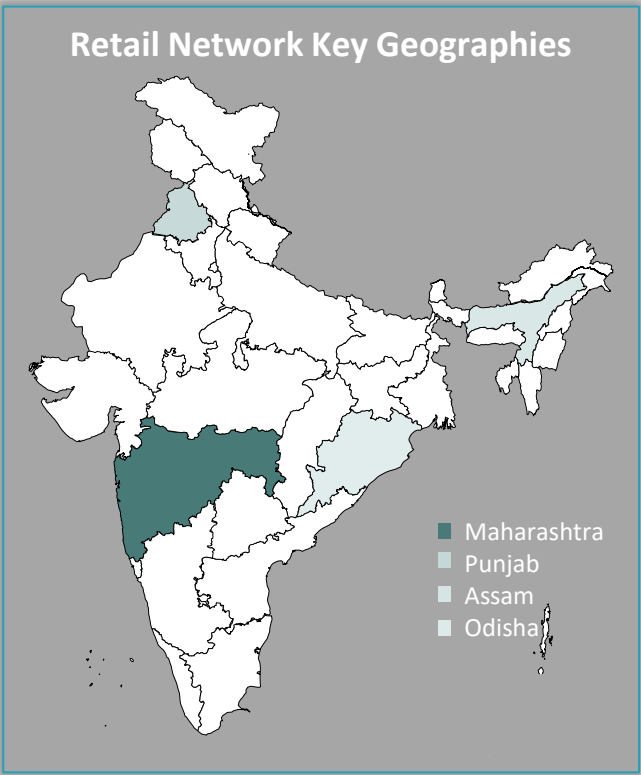
03



Krsnaa Retail - RPL



Krsnaa is well-positioned to continue offering highly competitive pricing, reinforcing its leadership as one of the most value-driven service providers in the industry



“Within a year, touch points increased by 4X across 4 states”



IN-SHOP BRANDING





PREVENTIVE HEALTHCARE - WELLNESS PACKAGES FOR ALL

Ayaksham Affordable Packages

Ayaksham Basic 74 Parameters CBC Lipid profile Thyroid Profile LFT KFT Glucose (Fasting) 2220/- ₹799/-	Ayaksham Diabetes 30 Parameters CBC Glucose (Fasting) HbA1c Cholesterol Triglycerides BUN Creatinine Uric Acid 1490/- ₹699/-
Ayaksham Healthy Heart 55 Parameters CBC Lipid Profile HS-CRP Apolipoprotein Profile (Apo A-1, Apo B, Apo A-1/B Ratio) HbA1c BUN Creatinine Electrolyte Urine routine 3450/- ₹1299/-	Ayaksham-Fever Profile-Basic 1200/- ₹599/-
Ayaksham Senior Citizen Male 62 Parameters CBC ESR Glucose (Fasting) HbA1c Lipid Profile SGPT Urea Vitamin D Creatinine Uric Acid Calcium Thyroid Profile Vitamin B12 PSA Total Urine Routine 5140/- ₹1849/-	Ayaksham Senior Citizen Female 62 Parameters CBC ESR Glucose (Fasting) HbA1c Lipid Profile SGPT Urea Calcium Vitamin D Creatinine Uric Acid Vitamin B12 Thyroid Profile Urine Routine 5140/- ₹1599/-
Ayaksham Vitamin & Mineral Check Profile 32 Parameters CBC Electrolyte Magnesium Calcium Vitamin D Phosphorus Iron Vitamin B12 3070/- ₹1499/-	Ayaksham - Fever Profile - Advance 2540/- ₹1649/-
Ayaksham Total 78 Parameters CBC Urine Routine Glucose (Fasting) HbA1c Vitamin D Calcium Vitamin B12 Magnesium Iron Deficiency Profile Thyroid Profile Lipid Profile LFT Electrolyte KFT 7250/- ₹3599/-	Ayaksham - Bone Health - Basic 41 Parameters CBC ESR Glucose (Fasting) SGOT SGPT Urea Calcium Creatinine Uric Acid Lipid Profile Vitamin B12 Vitamin D ALK PO4 4440/- ₹1599/-

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A Vitamin B12 Deficiency Can Cause

- Anemia
- Weakness
- Nerve Damage
- Depression
- Numbness

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Ayaksham Health Check-Up Packages

Preventive Health check Packages

Ayaksham-Basic 74 Parameters CBC, Lipid profile, Thyroid Profile, LFT, KFT, Glucose (Fasting) Market Price ₹2220 Offer Price ₹799	Ayaksham-Total 78 Parameters CBC, Urine Routine, Glucose (Fasting), HbA1c, Vitamin D, Calcium, Vitamin B12, Magnesium, Iron Deficiency Profile (Iron, TIBC, % Saturation), Thyroid Profile, Lipid Profile, LFT (Liver Function Test), Electrolyte, KFT (Kidney Function Test) Market Price ₹7310 Offer Price ₹3599
Ayaksham-Diabetes 30 Parameters CBC, Glucose (Fasting), HbA1c, Cholesterol, Triglycerides, BUN (Blood Urea Nitrogen), Creatinine, Uric Acid Market Price ₹1490 Offer Price ₹699	Ayaksham-Healthy Heart 55 Parameters CBC, Lipid Profile, HS-CRP, Apolipoprotein Profile (Apo A-1, Apo B, Apo A-1/B Ratio), HbA1c, BUN (Blood Urea Nitrogen), Creatinine, Electrolyte, Urine Routine Market Price ₹3960 Offer Price ₹1299
Ayaksham-Senior Citizen (Male) 62 Parameters CBC, ESR, Glucose (Fasting), HbA1c, Lipid Profile, SGPT, Urea, Vitamin D, Creatinine, Uric Acid, Calcium, Thyroid Profile, Vitamin B12, PSA Total, Urine Routine Market Price ₹5880 Offer Price ₹1849	Ayaksham-Senior Citizen (Female) 62 Parameters CBC, ESR, Glucose (Fasting), HbA1c, Lipid Profile, SGPT, Urea, Vitamin D, Creatinine, Uric Acid, Calcium, Thyroid Profile, Vitamin B12, Urine Routine Market Price ₹5180 Offer Price ₹1599
Ayaksham-Vitamin & Mineral Check 32 Parameters CBC, Electrolyte, Magnesium, Calcium, Vitamin D, Phosphorus, Iron, Vitamin B12 Market Price ₹3870 Offer Price ₹1499	Ayaksham-Fever Profile-Basic 1200 Parameters CBC, ESR, MP Antigen, Typhidot IgM, Urine Routine Market Price ₹1330 Offer Price ₹599
Ayaksham-Fever Profile-Advance 41 Parameters CBC, ESR, MP Antigen, MP-SMEAR, Typhidot IgM, SGPT, Blood Culture, Urine Routine Market Price ₹2530 Offer Price ₹1649	Ayaksham-Bone Health-Basic 41 Parameters CBC, ESR, Glucose (Fasting), SGOT, SGPT, Urea, Calcium, Creatinine, Uric Acid, Lipid Profile, Vitamin B12, Vitamin D, ALK PO4 Market Price ₹4440 Offer Price ₹1599

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HEALTH CHECKUP CAMP/AWARENESS





KBA-FOFO/FOCO CENTRE





Krsnaa Retail Premier League in an Association with Indian Medical Association (IMA)



Continuous Medical Education (CME) Conference- Advancement in Image Diagnostics



MediFest Conference in an Association with Indian Medical Association (IMA)



Best Diagnostic Lab Chain of the year (West)



Leading HR Transformation Award

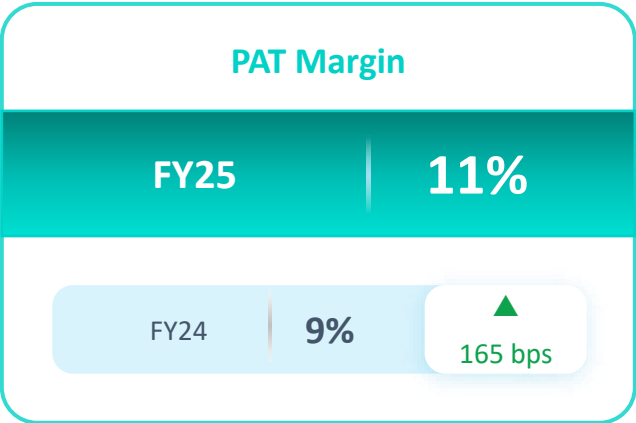




Financial Performance



In mn



Q4FY25 – At a Glance



In mn

Revenue from operation

Q4FY25 | 1,861

Q4FY24 | 1,663 ▲12%

EBIDTA

Q4FY25 | 542

Q4FY24 | 446 ▲21%

PAT

Q4FY25 | 207

Q4FY24 | 187 ▲11%

EBIDTA Margin

Q4FY25 | 29%

Q4FY24 | 27% ▲ 230 bps

PAT Margin

Q4FY25 | 11%

Q4FY24 | 11% ▲ 1 bps

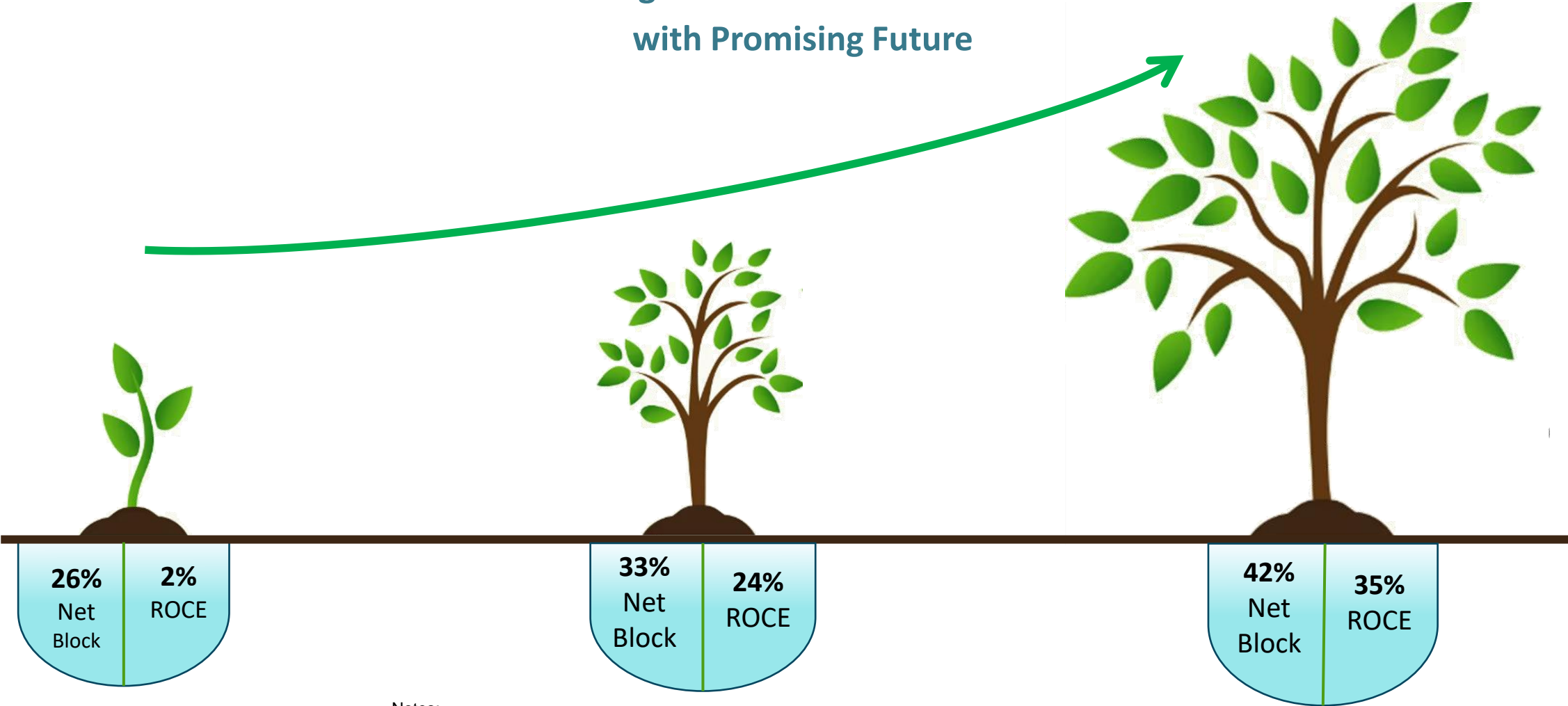
Earning Per Share

Q4FY25 | 6.3

Q4FY24 | 5.7 ▲11%



Krsnaa Younger Portfolio Continues to Mature with Promising Future



Notes:

- 1. Net Block % is calculated as on the year ended 31st March 2025
- 2. Maturity is on the basis of the project start date
- 3. Return on Capital Employed calculated as (EBIT including Other Income / (Total Asset - Current Liabilities))

Consolidated Financial Performance



In mn

Particulars	Q4 FY 25		Q3 FY 25		Q4 FY 24		FY 25		FY 24	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Revenue from operations	1,861		1,745		1,663		7,172		6,196	
Expenses										
Cost of Material Consumed	415	22%	399	23%	430	26%	1,693	24%	1,410	23%
Employee benefits expense	320	17%	348	20%	324	19%	1,327	19%	1,105	18%
Fees to hospitals and others	174	9%	136	8%	94	6%	607	9%	654	11%
Other expenses	410	22%	397	23%	374	22%	1,587	22%	1,560	25%
Total Expenses	1,319	71%	1,280	73%	1,222	73%	5,214	73%	4,730	76%
EBITDA Before CSR & ESOP	542	29%	466	27%	441	27%	1,958	27%	1,466	24%
CSR and ESOP	12	1%	15	1%	4	0%	57	1%	24	0%
EBITDA	530	29%	451	26%	437	26%	1,901	27%	1,442	23%
Less: Finance costs	68	4%	61	4%	73	4%	247	3%	165	3%
Less: Depreciation	220	12%	227	13%	181	11%	883	12%	745	12%
Add: Other income	44	2%	92	5%	43	3%	255	4%	168	3%
PBT	286	15%	255	15%	226	14%	1,027	14%	700	11%
Tax	79	4%	61	4%	39	2%	251	4%	132	2%
PAT	207	11%	194	11%	187	11%	776	11%	568	9%

Consolidated Financial Performance



(INR In Mn)

Assets	Mar 31, 2025	Mar 31, 2024
Non-current assets		
Property, plant and equipment	6,674.34	6,447.21
Capital work-in-progress	29.63	98.45
Intangible assets	29.49	24.34
Financial assets		
Investments	315.42	2.91
Other financial assets	1,182.77	326.64
Deferred tax asset (net)	33.33	16.31
Other non-current assets	406.25	591.41
Total non-current assets	8,671.23	7,507.27
Current assets		
Inventories	294.76	358.07
Financial assets		
Trade receivables	2,777.45	1,762.92
Cash and cash equivalents	38.46	23.75
Bank balances other than cash and cash equivalent	645.90	1,728.10
Other financial assets	282.89	214.35
Other current assets	105.26	124.67
Total current assets	4,144.72	4,211.86
Total Assets	12,815.95	11,719.13

Liabilities	Mar 31, 2025	Mar 31, 2024
Equity		
Equity share capital	161.45	161.45
Other equity	8,666.25	7,936.57
Total equity	8,827.70	8,098.02
Liabilities		
Non-current liabilities		
Borrowings	185.04	55.00
Lease Liabilities	286.52	363.81
Other financial liabilities	208.29	205.59
Provision	28.61	17.75
Deferred Tax Liabilities (Net)	225.91	164.30
Other non-current liabilities	-	-
Total non-current liabilities	934.37	806.45
Current liabilities		
Financial liabilities		
Borrowings	1,470.38	1,012.21
Lease Liabilities	93.33	166.86
Trade payables	971.27	823.18
Other financial liabilities	371.14	678.19
Other current liabilities	54.17	91.95
Provision	55.77	42.26
Current Tax Liabilities (Net)	37.82	-
Current liabilities	3,053.88	2,814.66
Total Liabilities	3,988.25	3,621.11
Total Equity and Liabilities	12,815.95	11,719.13



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.

For further information please contact:

Krsnaa Diagnostics

Vivek Jain, Investor Relation Head

head.investor@krsnaa.in

Contact: +91 74107 00645