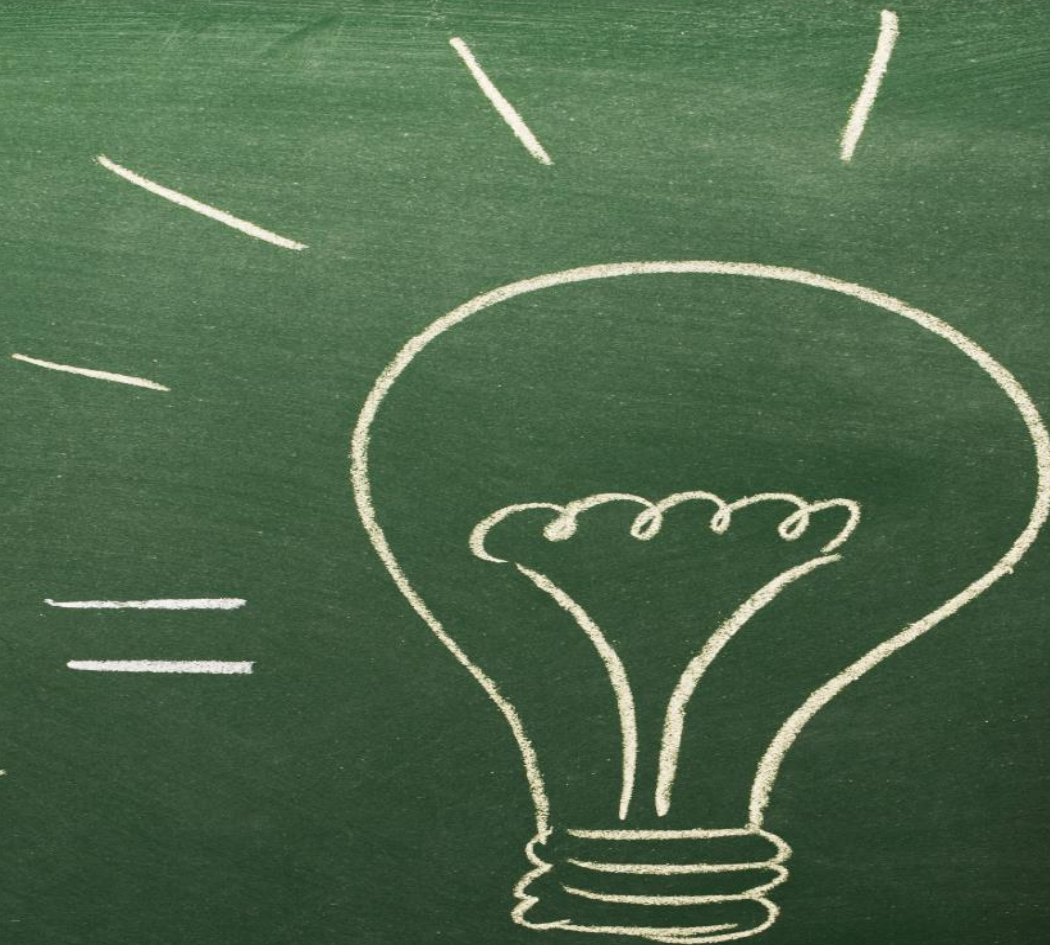


Investor Presentation



...“*n* minds, *n!* knowledge”

January 2018

Safe Harbor



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

Overview

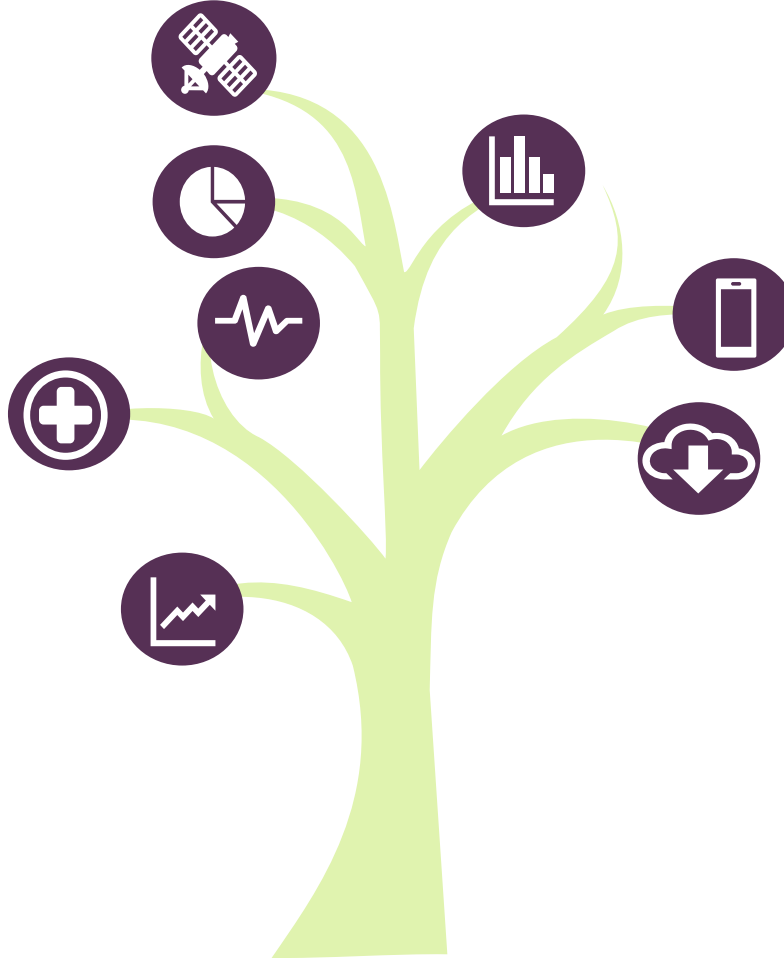
Our Vision...



"To be Technology led business innovator in Fintech & Healthcare Space"

Financial Technology

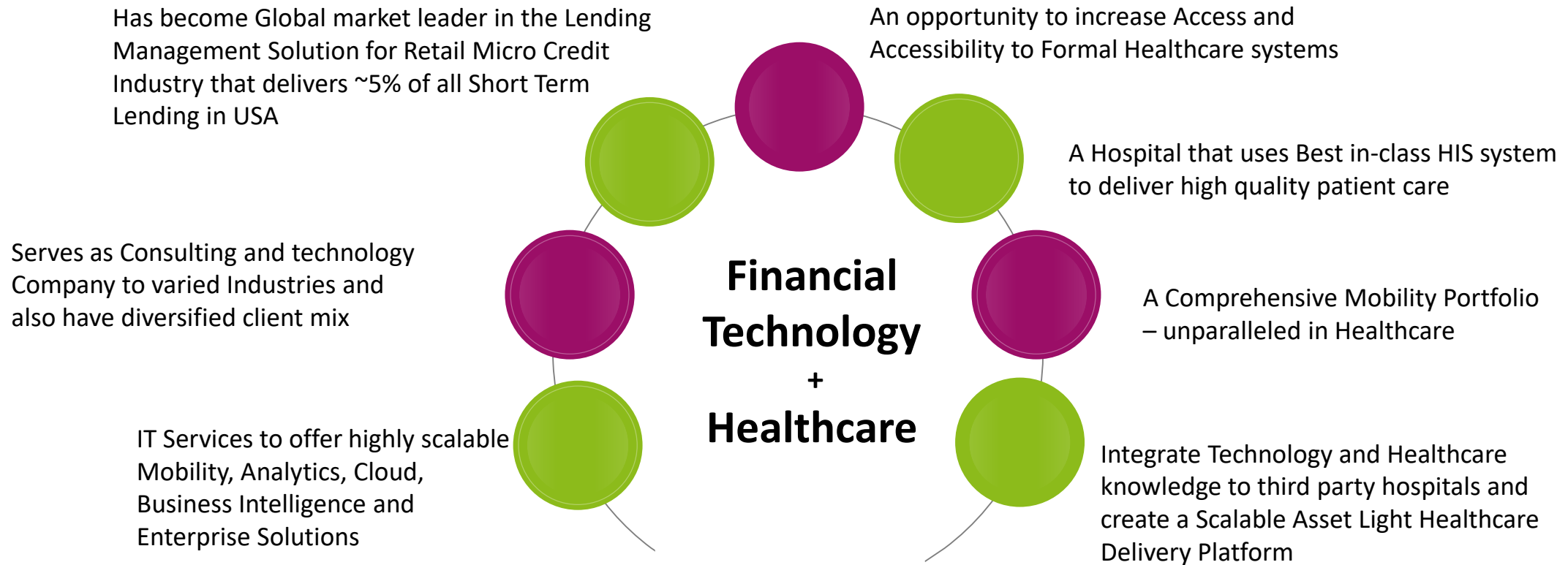
- ✓ "To build Globally Inclusive Solutions"
 - Over 15mn short term loans, including payday loans, to sub-prime customers
 - Proprietary machine learning credit underwriting tools
 - Soon to be launched 'downloadable credit card' in India together with leading banks & NBFCs



Healthcare

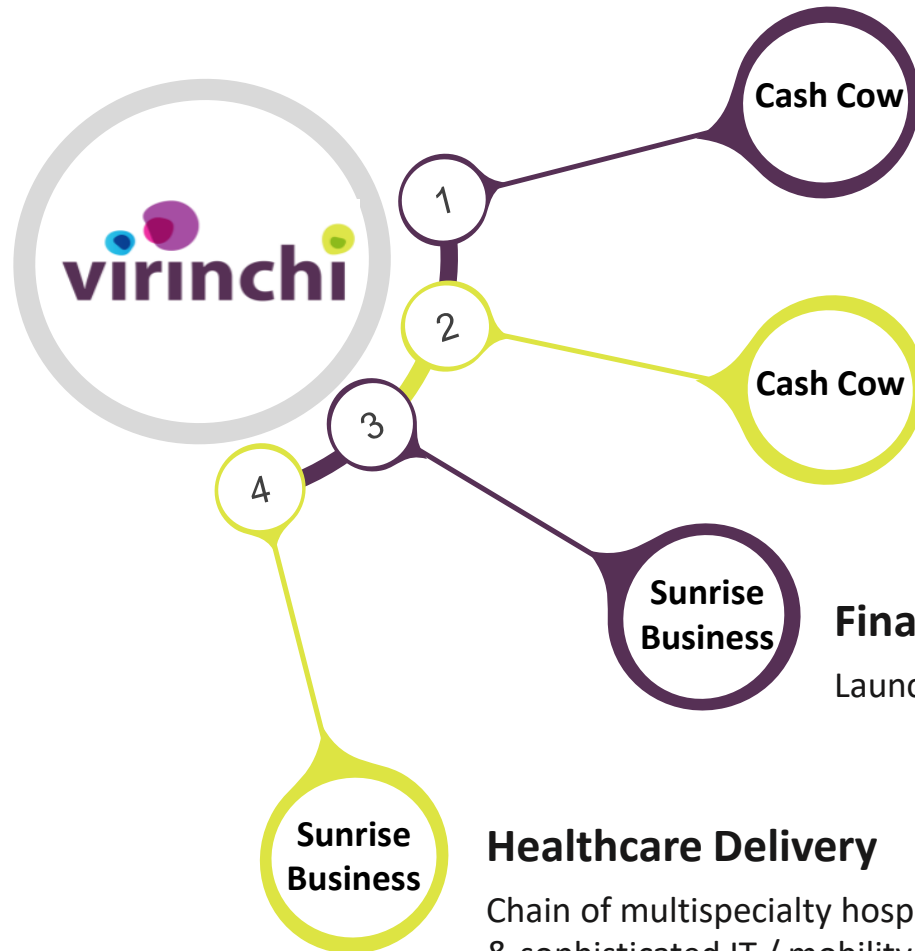
- ✓ "To serve a Billion Patients"
 - Existing 800 bed facilities across 3 locations in Hyderabad, to grow to 5,000 beds in 5 years
 - Leading HIS/EMR solution with 100+ installs
 - Healthcare Ecosystem mobility solution to target 1mn Integrated Healthcare Providers

Technology Driven Business Solutions...



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

Blend of Cash Cow & Sunrise Businesses



Financial Technology – US Market

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



IT Services

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



Financial Technology – Indian Market

Launch of Downloadable Credit Card – Vcard for Indian market



Healthcare Delivery

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

Promoter & Management Team



Vish Kompella

Founder - Promoter

- IIT Madras
- First Generation Serial Entrepreneur with multiple investments in IT, Hospitals, Education, Life Sciences and Social Enterprises



Satyajeet Prasad

Chief Executive Officer

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



Vishal Ranjan

Group Head, New Businesses

- IIT Delhi, IIM Calcutta (Rank Holder)
- Management Consultant at A.T. Kearney
- Co-founder Asclepius Consulting
- 15+ years of healthcare process technology & consulting



M V Srinivasa Rao

Group President

- BE – ECE (OU), IIMA
- 18+ years with Deloitte Touche Tohmatsu India
- 24 years in management consulting , Strategy & operations and corporate finance



Neeraj Kumar

Head, US Business Development

- IIT Delhi, IIM Lucknow, CFA
- Director Strategy, AXA Worldwide (London & New York)
- Global project implementation at PwC
- Co-founder Shear Web Technologies , www.bigvyor.com

Management Team



G. Santi Priya

Group CFO & Whole
Time Director

- B.com, Grad CWA, ACA, DISA
- Has over 18 years of experience in the areas of auditing, corporate Finance and taxation



K. Sri Kalyan

Executive Director
Projects

- B.E (Mech. Engg.), MBA (SCM)
- Experience in Tecumseh Products in Quality Assurance, Production and Project Mgt, has 4 years of Admin & Ops experience



Dr. NSVV Murty

Medical Director

- MBBS,MD,PDCC,CCST(UK),PGD M(Diab),FICCM
- Consultant Anaesthetist (UK) and Consultant Cardiac Anaesthesia And Critical Care – (17 years)
- Director Of Axon Anaesthesia Associates
- 28 Years Administrative Experience in OT Dept



Srinivas Myana

Chief Marketing Officer
– Healthcare

- ICWAI, ACS
- He has 20 years experience in tax, finance, investment banking and real estate
- Also has experience in retail, SME and corporate banking

Awards...Endorsement of our Capabilities



Emerging Hospital of the year
in Multi-Specialty Hospital
category,
By The Times Health Care
2017 Award for the Telugu
Speaking States



Best Hospital – Radiology,
Best Hospital – Nephrology
7 Individual Doctor
Recognitions,
By The Times Health Care
2017 Award for the Telugu
Speaking States



Best in Revenue among
the IT SMEs for the year
2015-16,
By State of Telangana
Award 2016-17



Best Indian IT SME for the
year 2015-16 by
Hyderabad Software
Exporters Association,
By HYSEA 2017

IT Products

“Great Products, Sell themselves”
- Kevin Systrom, Co-Founder Instagram



Retail Microfinance Industry in USA



Industry Dynamics

Heavily Regulated	High Entry Barriers
Continuously Evolving	B2B Model



CFPB Regulations

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



Consolidation

Increasing consolidation bringing scale and efficiencies amongst lenders



Co-existence

Increased online lending while coexisting with store front models

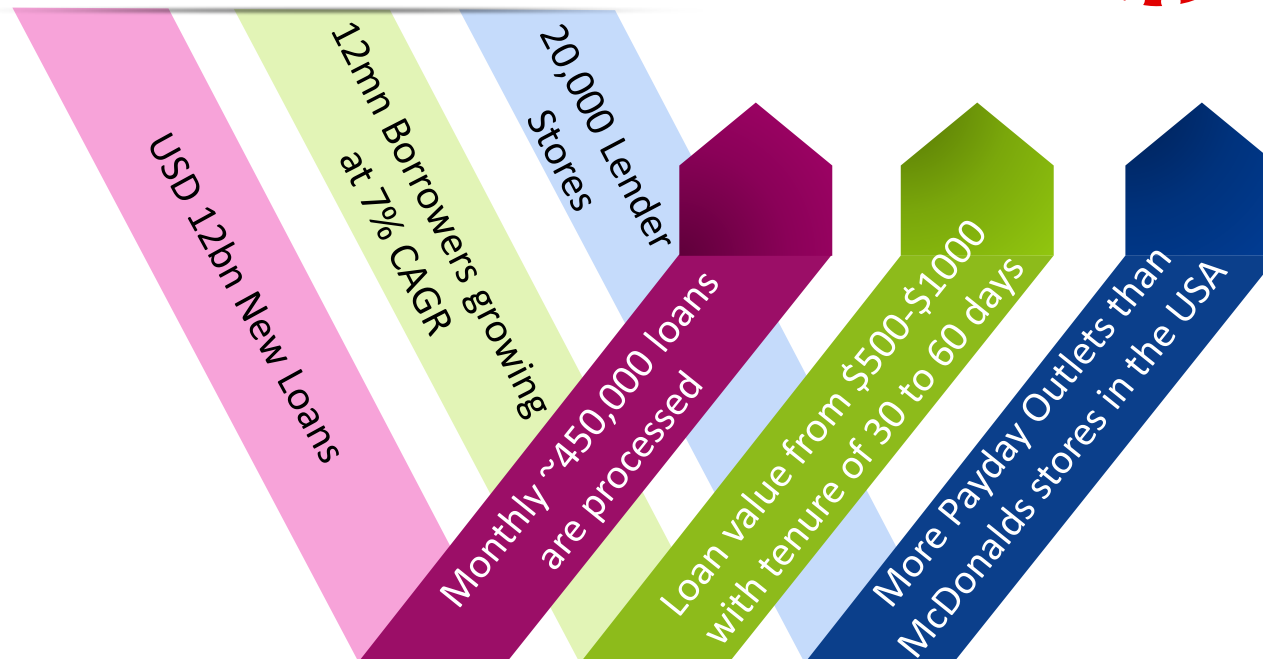
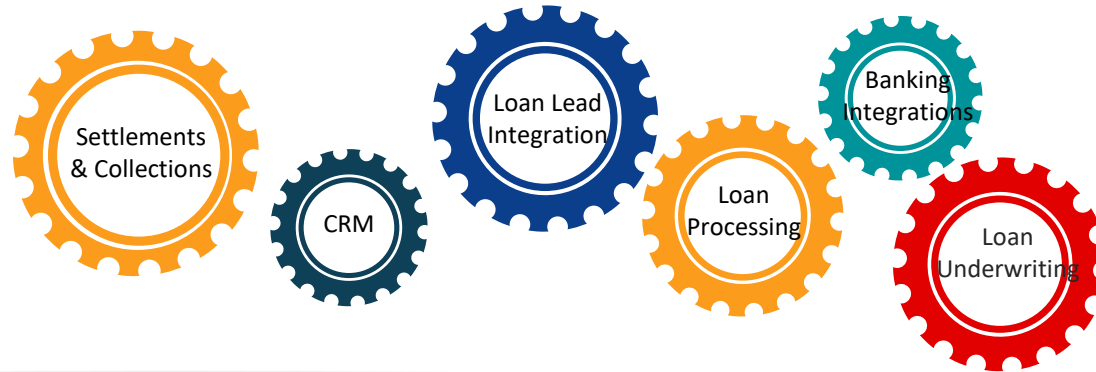


RENEWED FOCUS

TO CHOOSE
'APPROPRIATELY
PROFITABLE CUSTOMERS'

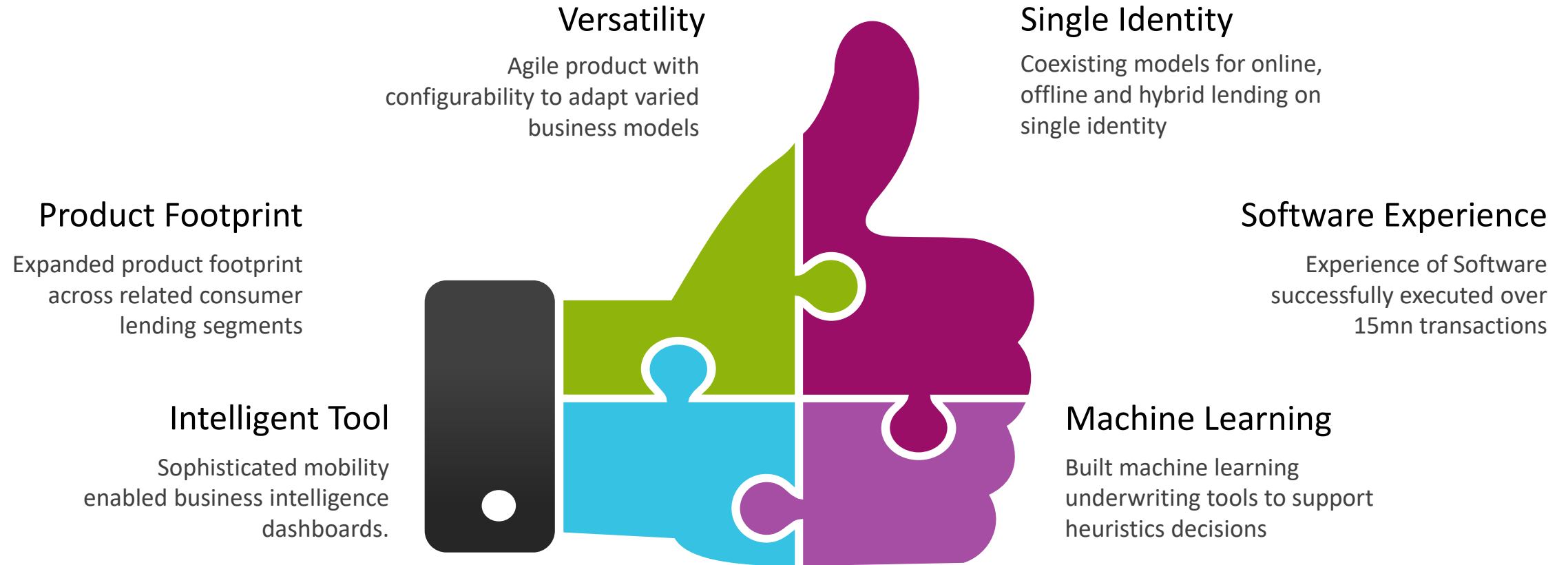
Over 15 mn short term loans, including payday loans to sub-prime customers serviced via Q-Fund

Qfund : Flagship Lending Management System



- ☐ We have 12 out 20 top clients from this space
- ☐ The 2nd largest in this segment is just 40% of our US based company. Thus cannot compete with scale or cost
- ☐ No competition from large Indian IT players as they prefer to stay away from small & niche assignments with steep learning curve
- ☐ Consolidation in the segment with changing regulations. Highly knowledge driven business; different from conventional IT products and solutions

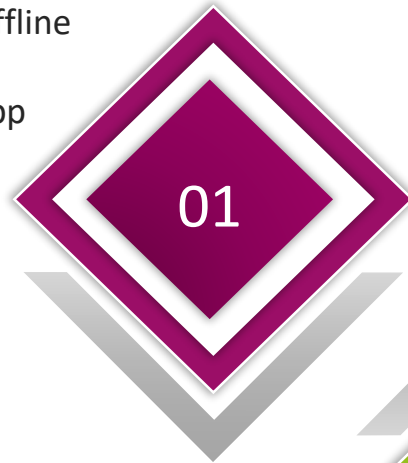
Qfund Strengths



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

Adjacent Product launch with PayEz

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



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



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



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



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



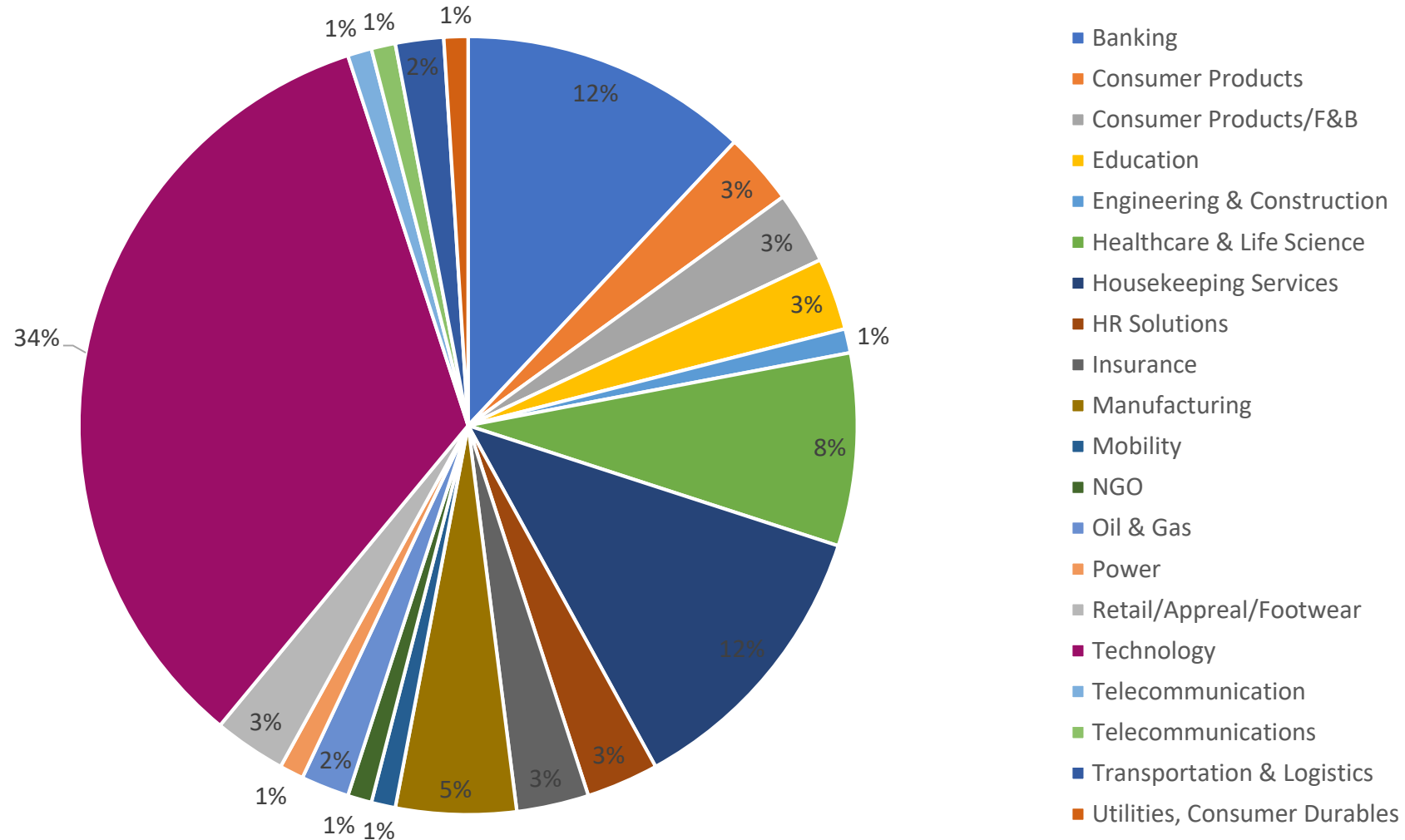
“Opportunities don't happen. You create them” - Chris Grosser

IT Services

IT Services – Enterprise Applications & SMAC Focus



Diversified Client Portfolio



SOCIAL

- Digital Marketing
- Social Management

CLOUD

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

MOBILITY

- Healthcare
- Enterprise Mobility
- Games
- CRM

PACKAGE PRODUCT SERVICES

- SAP/ SAP HANA
- Oracle
- App Development

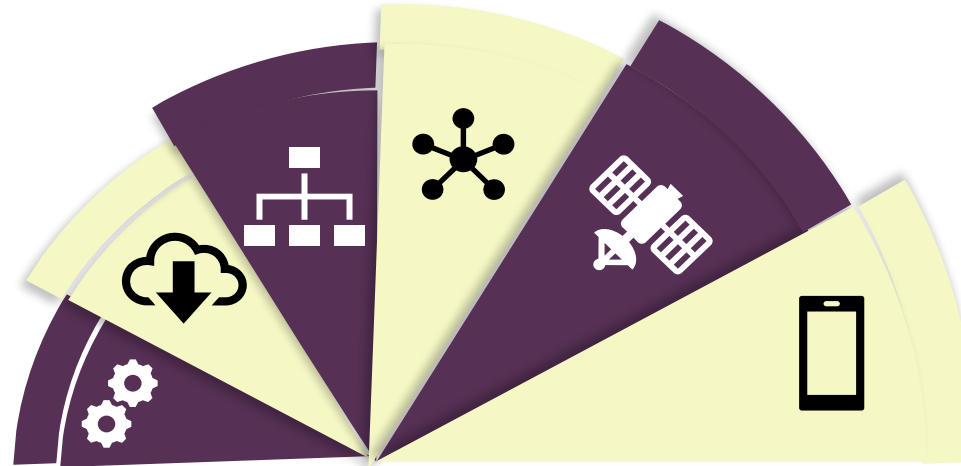
ANALYTICS

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

APPLICATION SERVICES

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

Our Approach to IT Business



Focus on Products & Services

De-risking the business from a complete dependence on either; the company possesses the flexibility of extending Product sales & strengthening annuity revenues to enduring service engagement

Maintained Realisation

Unique technology driven service offerings & global reach through volumes, client mix & geographies have enabled to sustain our realisations

Offshore-driven approach

Our competence is built around quality onshore and offshore personnel

Domain Expertise

Investing in the cutting edge spaces of ChatBots, Machine Learning, Big Data Analytics, Cohort Analysis and Enterprise Mobility

Unique Market Positioning

Presence in complex technology spaces insulated from commoditised competition

Healthcare Delivery

“A Goal without a Plan is Just a Wish” - By Jay Samit



Strategy to serve a Billion patients

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

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

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

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

**Build Physical
Infrastructure**

**1 Billion
Patients**

**Build Wide
Mobility
Ecosystem**

**Build 360°
Biomarker &
Genetic Data**

**Build Data
Analytics for
Predictive
Tools**

**Provide trained workforce to
healthcare providers for
managing healthcare delivery**

**Create quality transaction data
and electronic medical records
through ecosystem**

**Develop machine learning
predictive tools to build data
backed healthcare analytics
vertical**

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

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



To advance diagnosis and therapy as part of Right to Science; we offer stem cell-based therapies, organ regeneration, adoptive immune therapies, reconstruction surgeries, gene editing, fully guided surgeries, implants & transplants, 3D printed skeleton scaffolds, nanotechnology for disease detection, drug delivery and cell/tissue corrections among others

What works for you based on your genetic construct may not work for others. We provide with predictive diagnosis to reduce the incidence of disorders, enhance treatment specificity, reduce relapse and reduce overall treatment burden

Choice is to study few parameters and treat based on population statistics or study all parameters to give a personalized treatment

Engaging 'Technology and Big Data' to offer life saving therapies and diagnosis

Integrating IT with Healthcare Delivery...



...to connect all Stakeholders

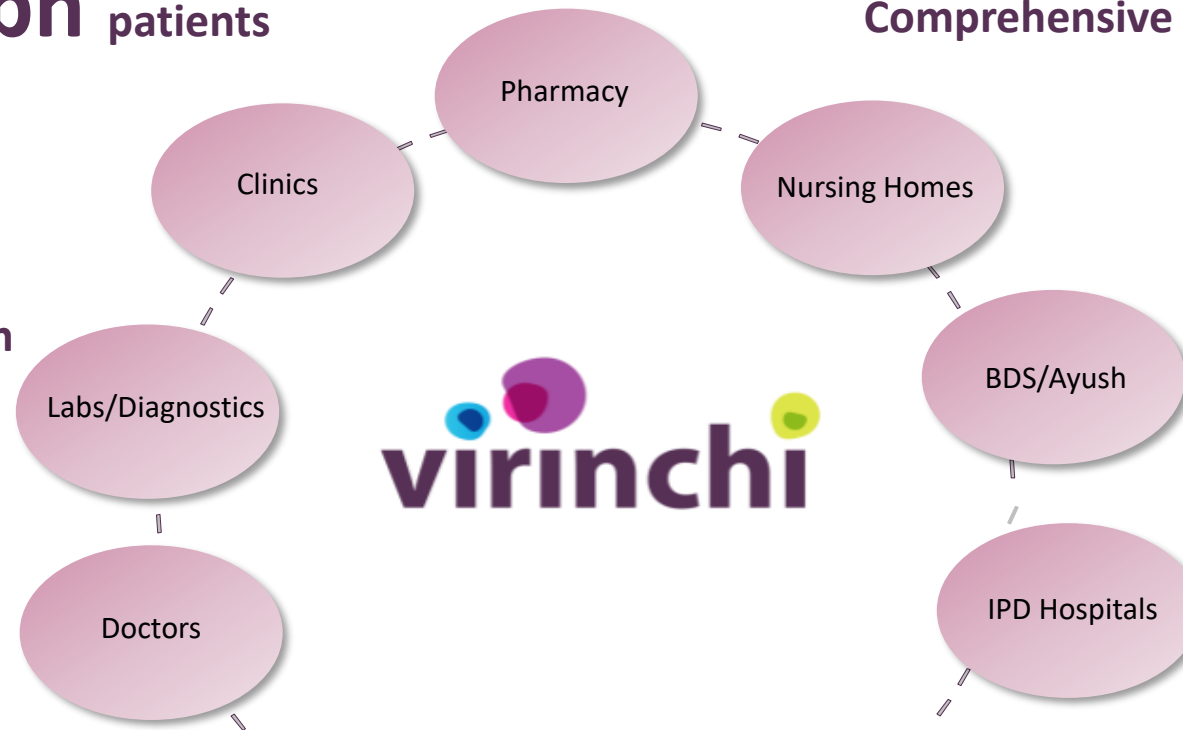


Focused on reaching **1 bn** patients

Comprehensive Mobility Portfolio

Building a cohesive ecosystem
for Healthcare

Engaged in cutting edge
experiential service today

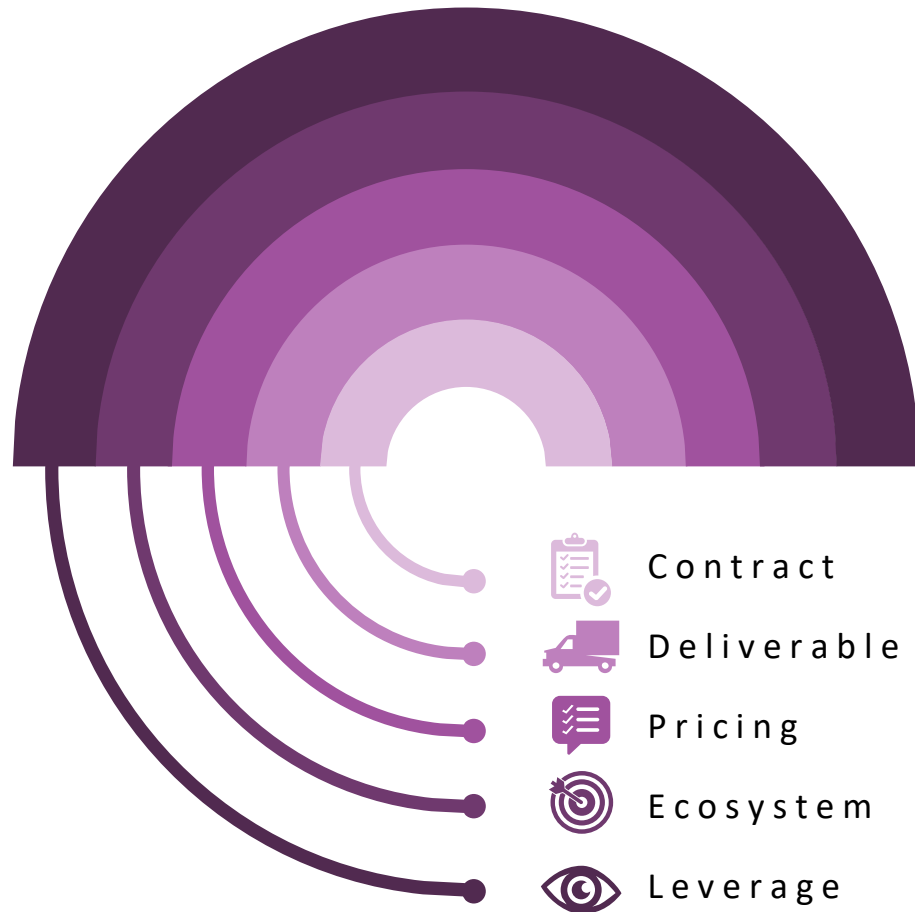


In-house Mobility Expertise leveraged to Provide unmatched Patient Experience

Steps towards serving a billion patients...



Out Patient Eco System Project in Uttar Pradesh



- Won a Contract for Developing State Health Mobile App based on Android and iOS Platform for UPHSSP. UPHSSP is World Bank assisted project started to enhance Medical Health care facilities in the state of Uttar Pradesh
- The App will be co-branded as 'v23 brand' and 'UHSSP brand' mobile App
- The Contract is for a period of 15 years at a Price of Rs. 1/- plus GST
- Opportunity to serve 3,800 hospitals which saw 120 million patients last year
- Facilitate additional ecosystem services to patients, subject to provider accreditation policy of state health department. The App will create healthcare records of 60-100mn patients and give them 24 x 7 uninterrupted access to data
- Virinchi will leverage the patient network to offer a plethora of Healthcare services

Creating an un-paralleled Healthcare Delivery system

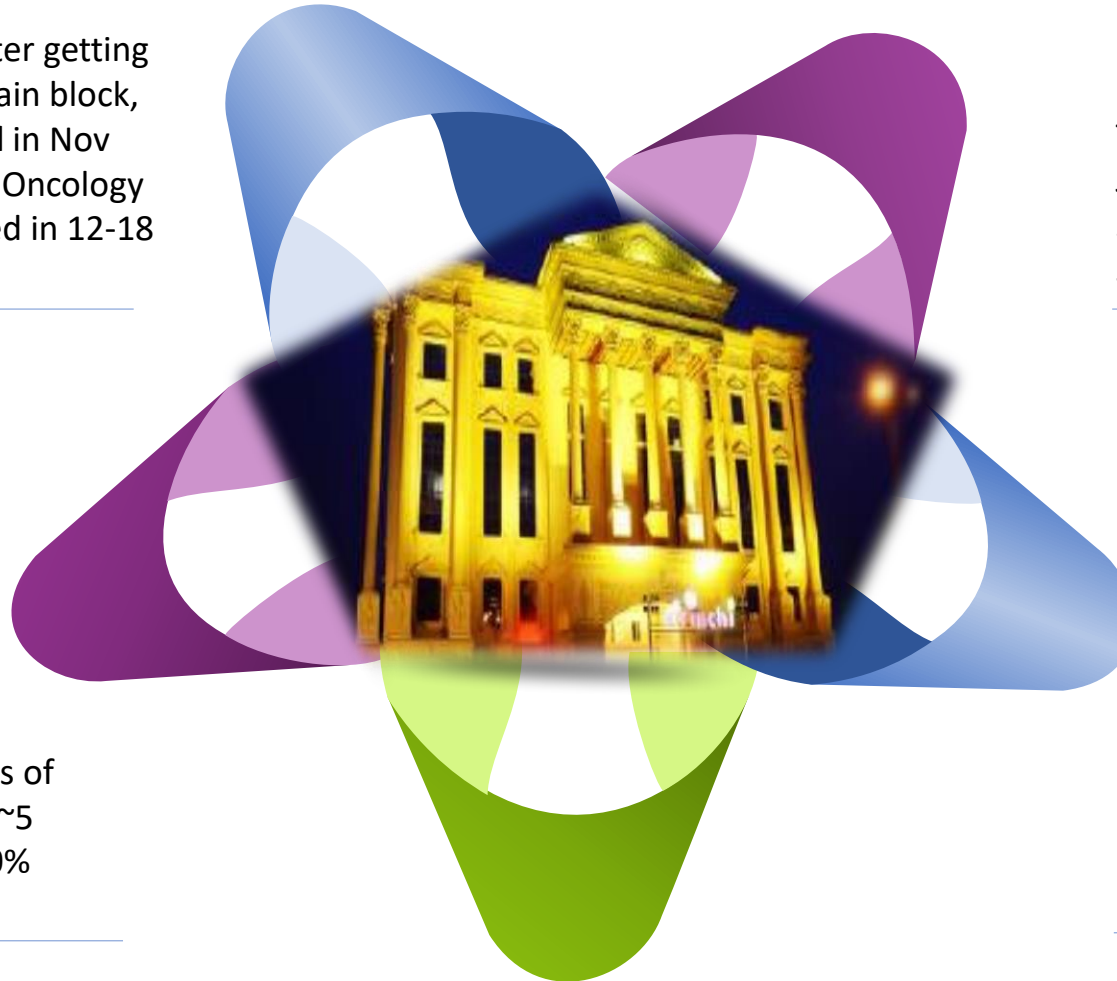
Virinchi Hospitals



600 bed High End Facility in City Center getting commissioned in phases. Phase 1- main block, consisting of 350 beds commissioned in Nov 2016. Economy block - 150 beds and Oncology block - 100 beds will be commissioned in 12-18 months

30 year leased Brownfield project executed in 14 months at Rs. 40 lakhs per bed capex

2 additional city hospitals of 140 bed & 60 beds with ~5 years of operations at 60% occupancy



Two NABH accredited Hospitals. JCI certification underway. 300 super-specialists on board. Single Integrated HIS/ EMR

Achieve EBITDA Breakeven in 2018

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

Focus on C.O.N.N.E.C.T Specialties



Cardiology



Orthopaedics



Neurology



Nephrology



Emergency



Cancer Care



Transplant

Multi-Dimensional Patient Engagement...



Business Model Innovation

- Highest Capital Efficiency
- Scale Benefits across Delivery Chain
- IT-Driven Cost Control
- Full Time Senior Medical Team on Salary
- Population Data Partnership – AADHAAR
- NSDC for High Patient Provider ratio

Healthcare Tech Innovations

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

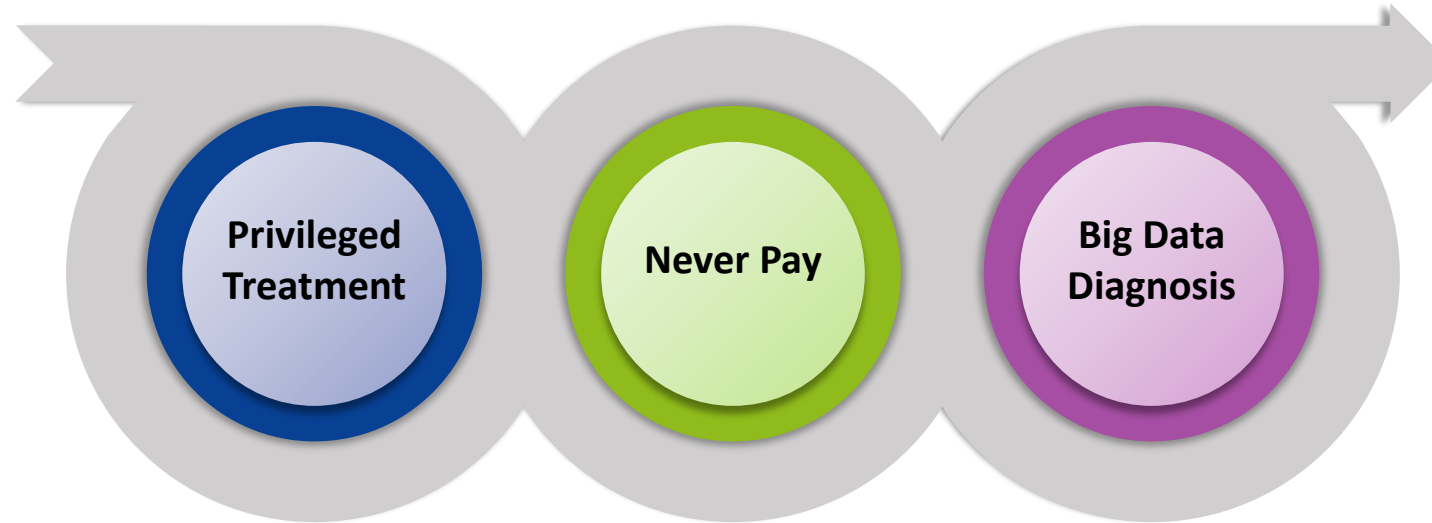
Process Innovation

- 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

Right to Science Club – Subscription services



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

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

- Drug Exposure
- Symptoms
- Radiological Markers
- Biomarkers

Personalized Medical Data on Mobile & all Medical Services Insured

Bristlecone Acquisition – Economy Brand

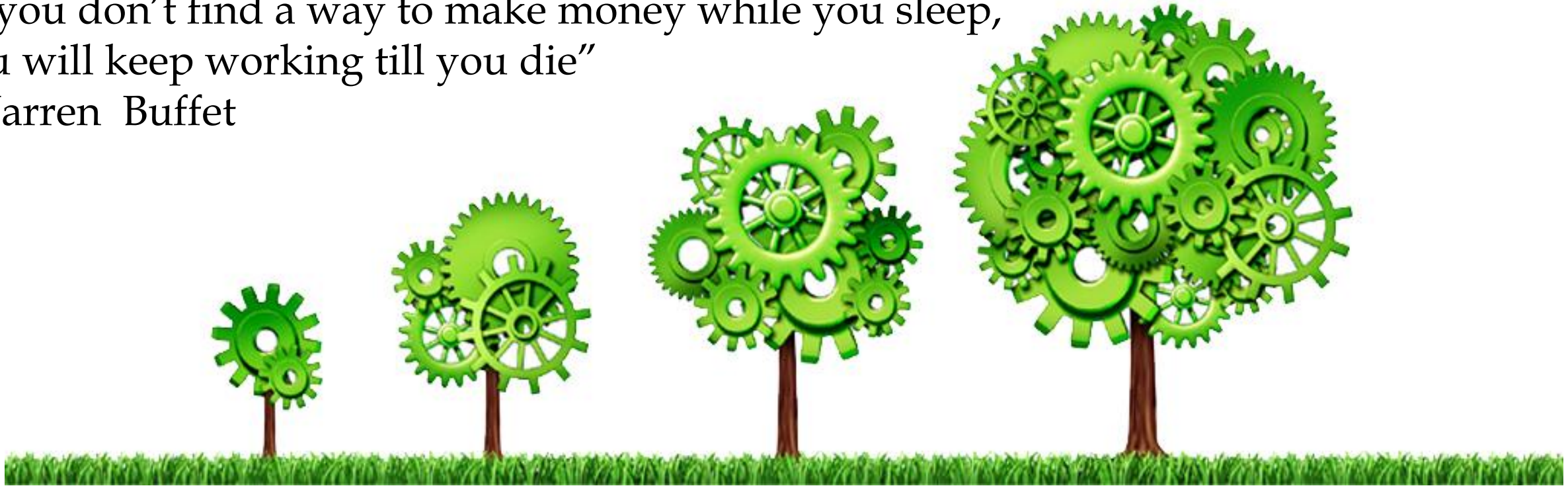


- 200 beds in two locations
- 50,000 satisfied patient base
- 400 trained employees
- Experience of well-oiled NABH processes



- State-of-the-art medical infrastructure
- Serviced by 100 doctor panel
- Strategic locations in old Hyderabad city and busy highway to Vijaywada & Chennai
- Benefit of Economies of Scale of existing Hospital Chain

“If you don’t find a way to make money while you sleep,
You will keep working till you die”
- Warren Buffet



Financials

Consolidated Income Statement

Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	CAGR
Total Income	787	1,130	1,388	2,183	2,867	38.2%
Employee Expenses	239	321	492	927	1,229	
Administration Expenses	340	565	562	722	655	
Other Expenses	68	95	113	223	344	
EBITDA	140	149	221	311	639	46.0%
EBITDA %	17.9%	13.2%	16.0%	14.3%	22.3%	
Other Income	17	15	24	21	19	
Depreciation/Amortization	74	86	114	121	248	
Finance Cost	27	19	21	30	115	
Profit before Tax & Minority Interest (MI)	56	61	110	182	295	51.4%
Tax	20	24	28	19	59	
Profit after Tax & before MI	36	36	83	162	236	59.6%
Minority Interest	0	2	0	0	0	
Profit after Tax & MI	36	39	83	162	236	59.6%
Cash Profit	110	124	197	283	484	44.8%
EPS	2.0	2.2	4.6	9.0	8.8	

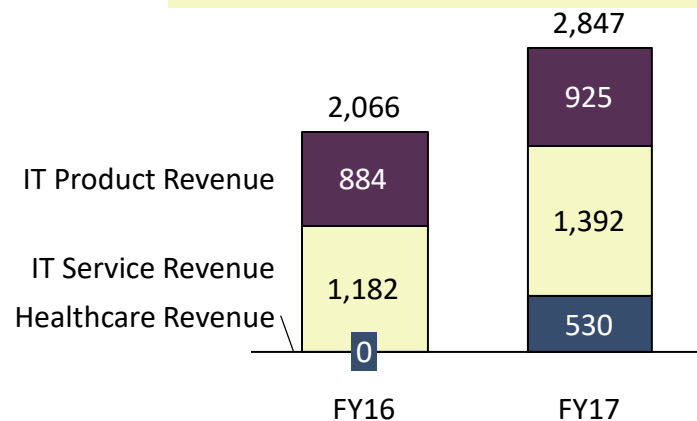
Consolidated Balance Sheet

Rs. Mn	Mar-17	Mar-16
Shareholder's Fund	2,068	1,236
Share Capital	267	180
Reserves & Surplus	1,801	1,057
Minority Interest	0	0
Non-current liabilities	1,281	929
Long term borrowings	1,182	884
Deferred Tax Liabilities (net)	88	39
Other non-current liabilities	0	0
Long-term provisions	11	6
Current liabilities	829	480
Short term borrowings	402	219
Trade Payables	272	124
Other current liabilities	0	0
Short-term provisions	154	136
Total Liabilities	4,178	2,645

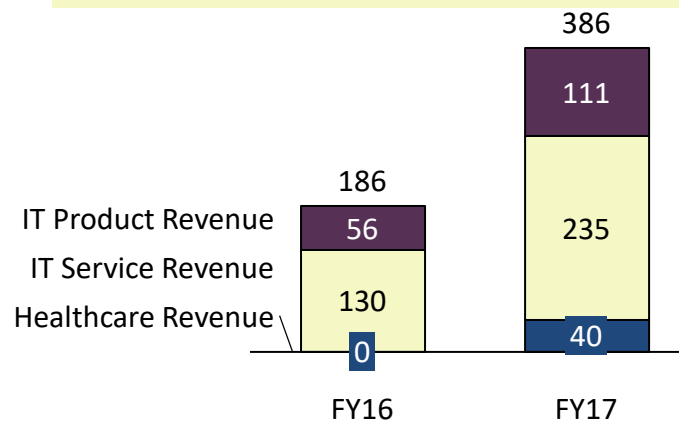
Rs. Mn	Mar-17	Mar-16
Non-current assets	3,292	1,654
Tangible Assets	2,447	1,187
Intangible Assets	716	241
Capital Work in Progress	33	175
Non Current Investments	7	6
Long-term loans & advances	83	46
Other Non Current Assets	7	0
Deferred Tax Assets (Net)	0	0
Current assets	886	990
Inventories	79	0
Trade receivables	419	541
Cash and bank balances	112	272
Short-term loans & advances	239	141
Other current assets	35	37
Total Assets	4,178	2,645

Key Consolidated Financials

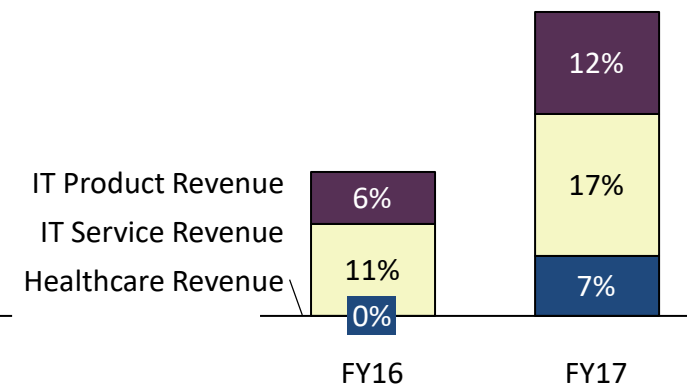
Segmental Revenue* (In Mn)



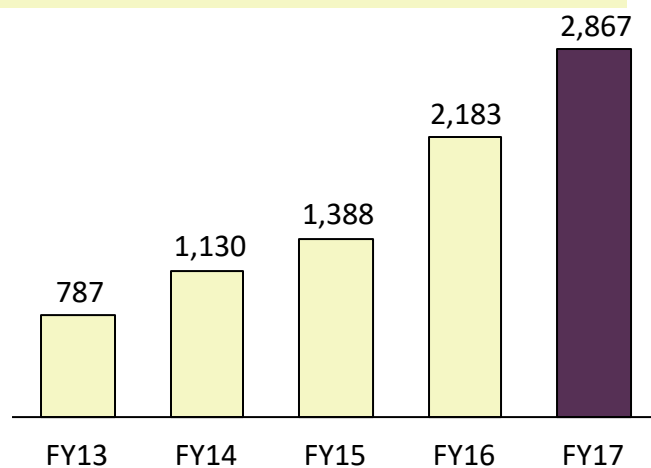
Segmental EBIT (In Mn)



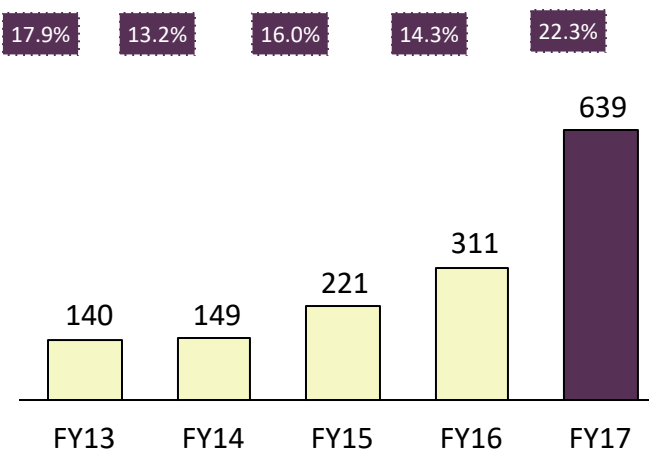
Segmental EBIT Margin



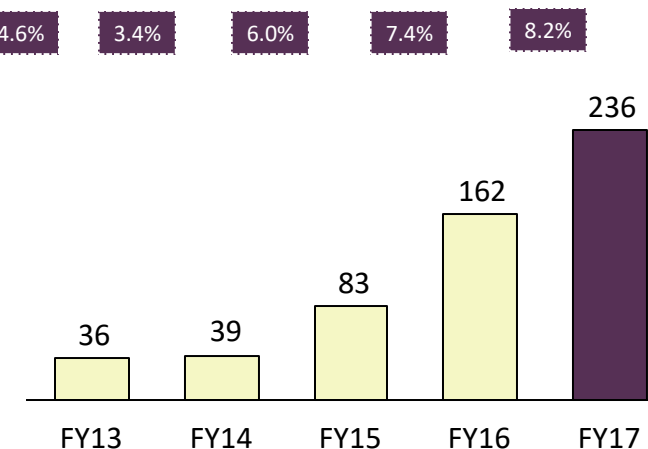
Total Operating Revenue (In Mn)



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



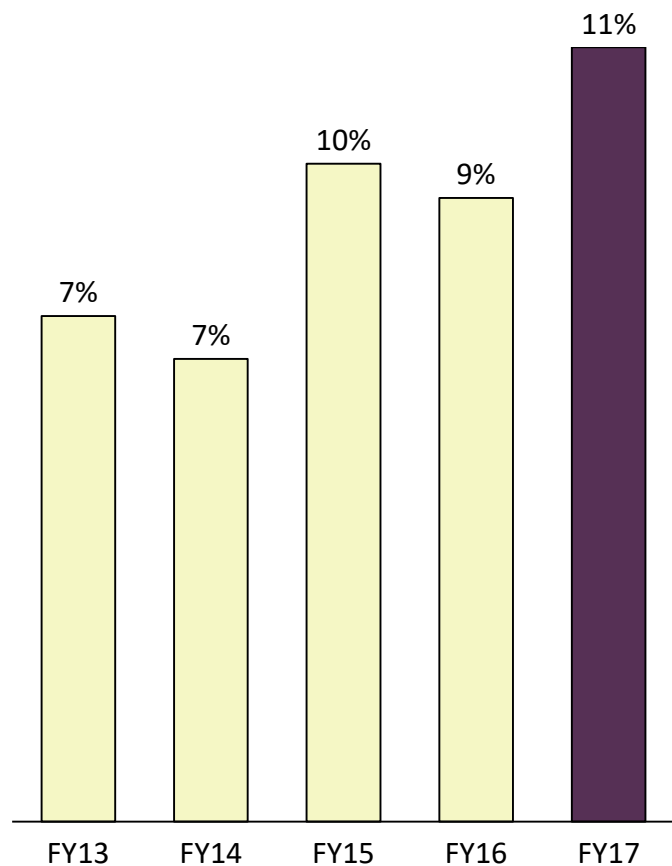
PAT (In Mn) & Margin (%)



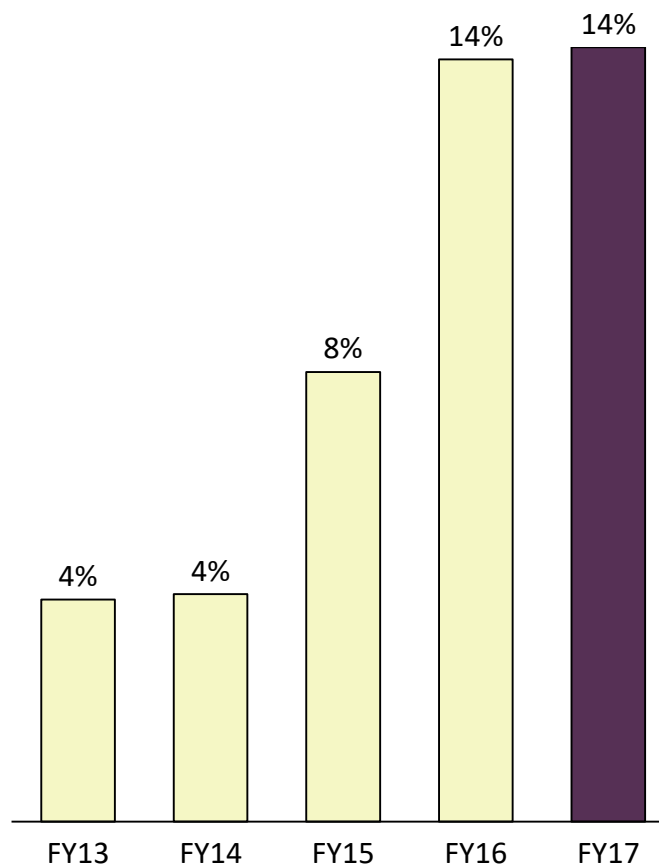
*The difference between total operating revenue and segmental revenue is due to Other Operating Income (ITES)

Performance Metrix

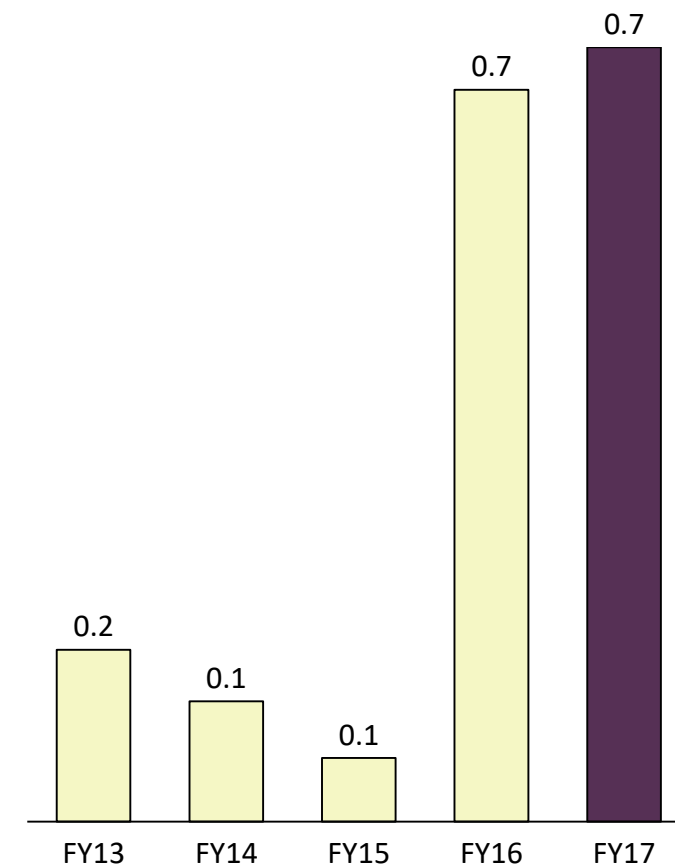
Average Return on Capital Employed



Average Return on Equity



Net Debt : Equity

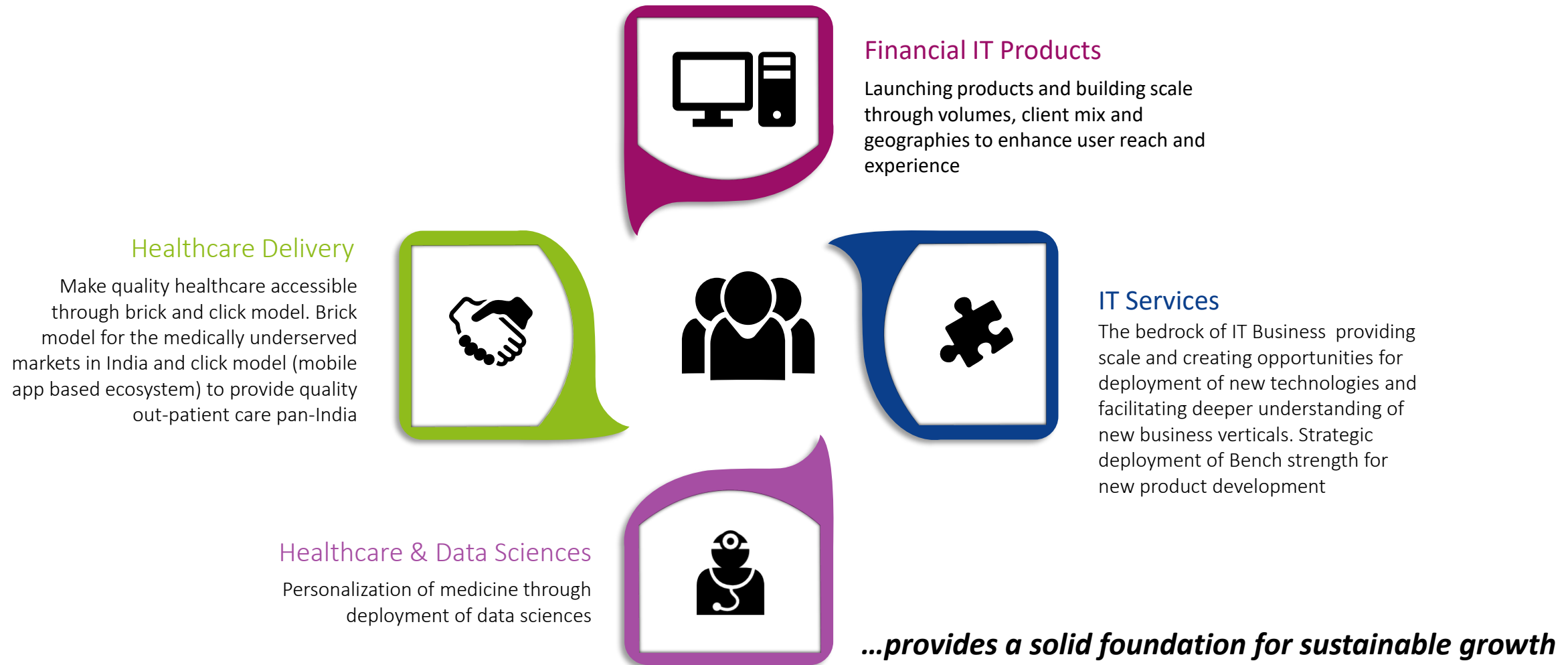


Way Forward

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



Our Strategy for Value Creation...



For further information, please contact



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Investor Relations Advisors :

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