

Corporate Presentation



Business Overview

2. IDC & IT Services

Datacenters at California and Atlanta
IT Services (Security and Cloud)

Revenue: Rs. 404 Mn
EBITDA: Rs. 137 Mn



1. SaaS

Loan management solution for
NBFC's in US

Revenue: Rs. 1539 Mn
EBITDA: Rs. 290 Mn



3. Healthcare

Chain of 3 Hospitals with 700 beds

Revenue: Rs. 800 Mn
EBITDA Rs. 240 Mn

SaaS Business



SaaS-based end-to-end loan management system for global clients



Annuity Income business



**Adaptive pricing
[Per transaction/ per license/ per store]**



Used by 18 NBFC's in US across 20,000+ Point of Sale locations across 45 states in the US



A mission-critical solution directly impacting the P&L and BS of clients on every transaction

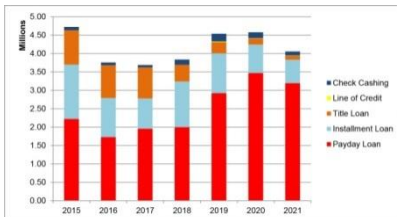


SaaS

SaaS – 7 Years' KPIs

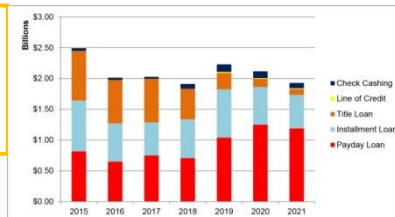
Year wise Loans (# in Million)

29,000,000
Total Number
of Loans
Sanctioned



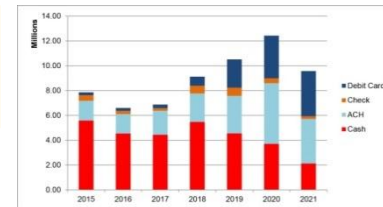
Year wise Loans (\$ Billion)

\$14,700,000,000
Total Loan
Amount
Sanctioned



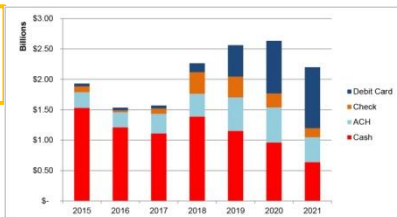
Year wise Payments (# in Million)

62,900,000
Total Number
of Payments
processed



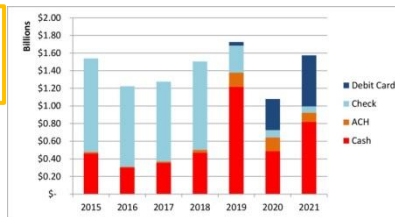
Year wise Payments (\$ Billion)

\$14,000,000,000
Total Amount
Processed

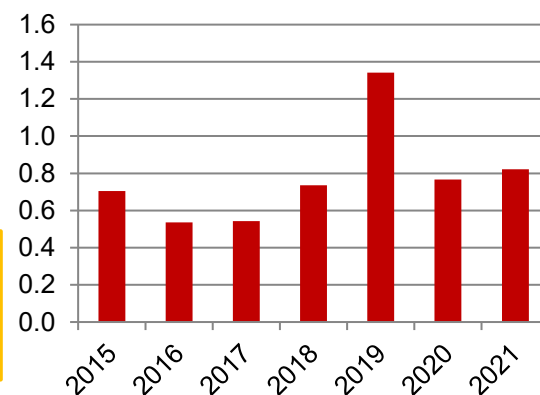


Year wise Disbursements (\$ Billion)

\$9,920,000,000
Total Disbursed
Amount

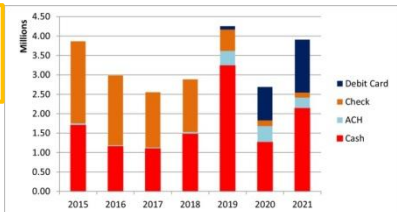


Year wise Customer (Borrower) Acquisition (# in Million)



Year wise Disbursements (# in Million)

23,100,000
Total Number of
Disbursements



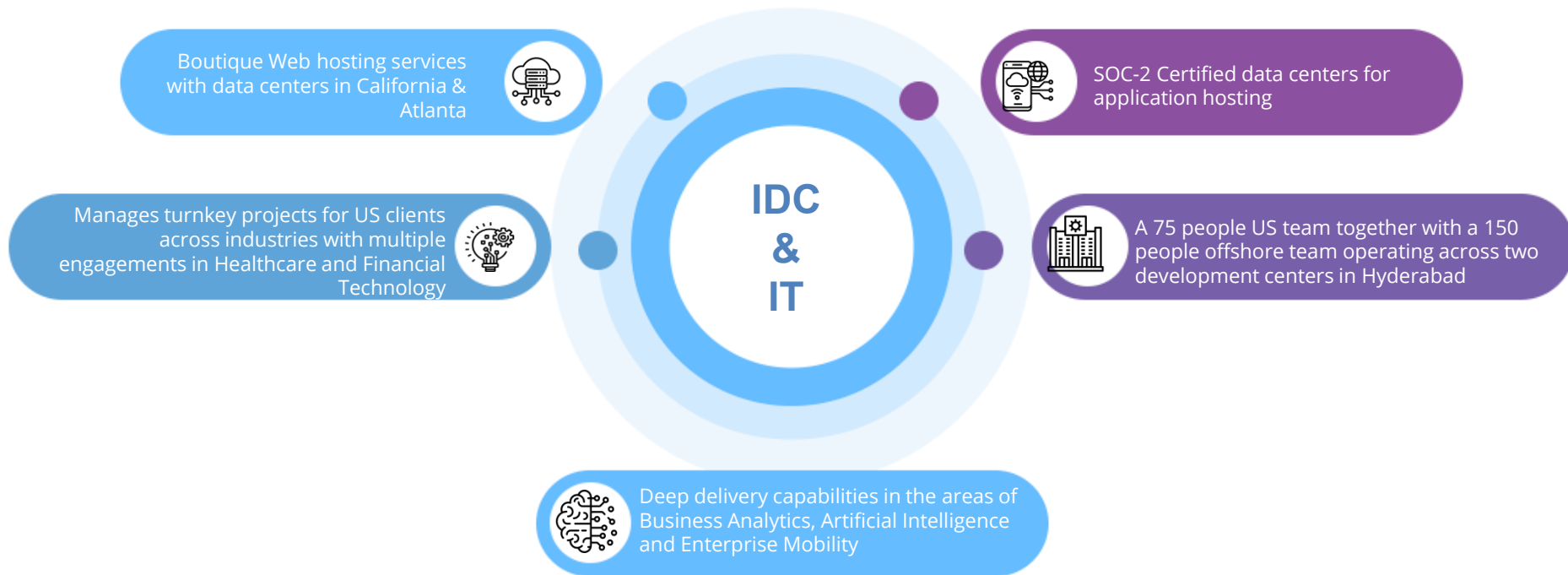
12,300,000
Total Number
of Unique
Borrower
Accounts

Data Centres & IT Services

A night-time aerial view of a city skyline, likely Kuala Lumpur, with the Petronas Twin Towers prominently in the center. The image is overlaid with a complex network of glowing lines in blue, purple, and pink, representing data connections and digital infrastructure. The lines radiate from various points across the city, creating a sense of dynamic movement and connectivity.

Speed, Scalability and Agility

IDC & IT Services - Journey so far



Data Centre - Robustness



Industry best uptime
SLA of **99.995%** &
industry-lowest **design PUE**.

Multi-level redundancy
for **power, network,
servers & storage**.

Multi-level **data
backups**,
**24/7 monitoring &
automated alerts**.

Hyperscale data
center, built to scale on
demand to **power
mission-critical
applications**.

Choice of Hypervisor
platforms on **dedicated
servers, safe** in the
knowledge.

Data replication via
Storage & DB level.

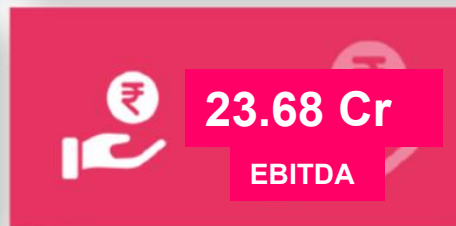
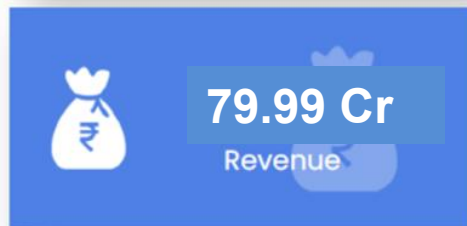
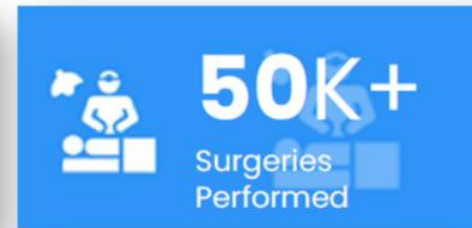
Implementation
spread across more
than **25 states** in the
US.

SOC 2
CERTIFICATION

Healthcare Business



Healthcare Journey (2016 – Till Date)



*2 ongoing projects.

**400 Beds will be added on completion of ongoing projects.

At a Glance

Virinchi Hospitals aerial view



Actual Hospital Building



Virinchi Hospitals – Banjara Hills



300 Beds Facility in Vizag Health City (Proposed)



Area 81,000 Sft Constructed Property,
expandable by 30,000 Sft

Proposed Clinical Specialities at Vizag Centre



Bristlecone Hospitals - Super Specialty Chain



HAYATHNAGAR

<http://bristlecone hospitals.com/hayathnagar/>



BARKATPURA

<http://bristlecone hospitals.com/barkatpura/>

Digitalized Healthcare

"MOBILE" VIDEO CONSULTATION

Virinchi provides video consultations with doctors via smartphones.

MEDICAL EVENT BOOK KEEPING

Virinchi's mobile app enables each patient to have complete medical history of every test and hospitalization record on the cloud and on the mobile as well, for the individual and his family for their entire lifetime, which they can zip and forward to any doctor for a second opinion.

HEALTHCARE AS A WELCOME EXPERIENCE

Virinchi is a truly paperless 'mobile-only' hospital with all front office, nursing and ward processes executed completely on tablets.



EVENT HISTORY LOGGING

With the help of wearable medical devices and remotely accessed bed side units, vital clinical features are monitored in real time to provide timely feedback and quick responses in times of critical need and emergency.

V23 - Healthcare Aggregator (to be launched soon)

Virinchi Tertiary Care
Hospital (Metro 5)

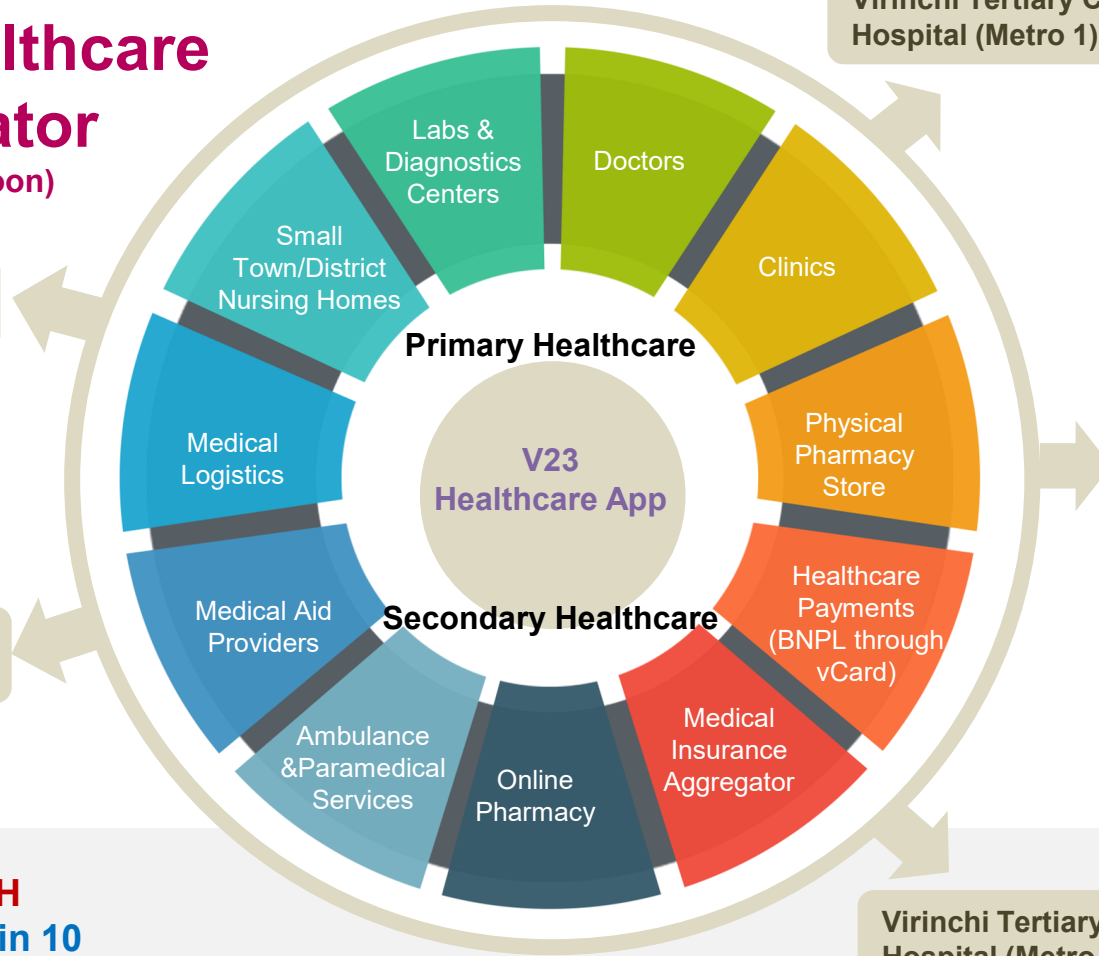
Virinchi Tertiary Care
Hospital (Metro 4)

Virinchi Tertiary Care
Hospital (Metro 1)

Virinchi Tertiary Care
Hospital (Metro 2)

Virinchi Tertiary Care
Hospital (Metro 3)

Targets to **REACH**
100 Million Families in 10
years



- Revenue Source**
(per transaction based):
1. On Patient discovery
 2. Lab and Diagnostic services fulfillment
 3. Consultation services
 4. Delivery of Medicines
 5. Delivery of medical aids
 6. Finders-fee for medical insurance services
 7. Processing fee of BNPL

Management Team



Chairman Emeritus's Strategic Overview



Viswanath Kompella

Chairman Emeritus, Founder & Promoter

Alumnus of IIT Madras, First Generation Serial Entrepreneur with interests in ICT, Healthcare, Education, Life Sciences and Entertainment

Commenting on the Strategy

Virinchi adopts " Bundling and Unbundling" strategy to enhance enterprise value. We see the business organized across 4 major verticals , SaaS, Data Center & IT Services and Health Care.

In each of the verticals we have a strategy to bundle key initiatives by organic growth and in-organic acquisitions that drive Growth, Profitability, Scale and Size. At an opportune time we shall unbundle each of the businesses to realize true share holder value by a separate listing"

Management Team



SATYANARAYANA VEDULA
**Vice Chairman &
Executive Director**
ACA

- Over 3 decades Industry experience in IT and non-IT sectors.
- 20+ years experience in Tech Mahindra .
- Core expertise Consulting Global Delivery, Sales and Relationship Management.



M.V. SRINIVASA RAO
**Group CFO &
Executive Director**
B.E, MBA (IIM-A)

- 30+ years experience in management consulting with exposure to Strategy & operations and corporate finance and exposure to Industry in IT and Healthcare.
- 18+ years with Deloitte



Kompella Sri Kalyan
Director
B.E (Mech. Engg.), MBA (SCM)

- Experience in Tecumseh Products in Quality Assurance, Production and Project Mgt
- Has 10 years of Admin Leadership experience

Technology Team



Amar Sivaji Pendyala
CEO, Qfund
MS (IT)

- 18+ years in Development & Delivery of Enterprise IT Solutions.



Rajesh Putta
CTO
MS (IT)

- 15+ years experience in IT.
- Worked at ADP as Chief Architect and lead Application, Solution, Data and Security Architecture in Cognizant.



Chandrasekhar K
Chief Architect
BE (IT)

- 20+ years of experience in development of Enterprise IT Solutions with expertise in Fintech, ecommerce & healthcare



John E. Weiss
Head – US Sales, QFund

- 20+ years of experience leading scalable, high-impact teams across the eCommerce, healthcare, and financial services, developing key relationships with clients

Healthcare Team



Dr. Shyam Sunder Tipparaju
Independent Director
MBBS, MD (Critical Care), PDCC



Dr. Kolusu Natesh
Chief Growth Officer
MBBS, MS (Ortho), FIJR, FIA, FISS,
Sr Consultant Orthopaedics Surgeon



Mr. Sam Davala
Chief Operating Officer
M.Sc – Biotechnology
Biotechnology Research,
Biotherapeutic Manufacturing



Dr. Sree Durga Patchava
Fertility Specialist & Gynaecologist
MBBS, MD(Obs & Gynaec)
(OSM) MRCOG(UK)

Finance & Compliance Team



Vaishali Sabita D.
CFO (Virinchi Health Care Pvt. Ltd.)

CA

- 3 years of experience in handling Finance and Audit. Skilled at setting internal controls and SOPs.

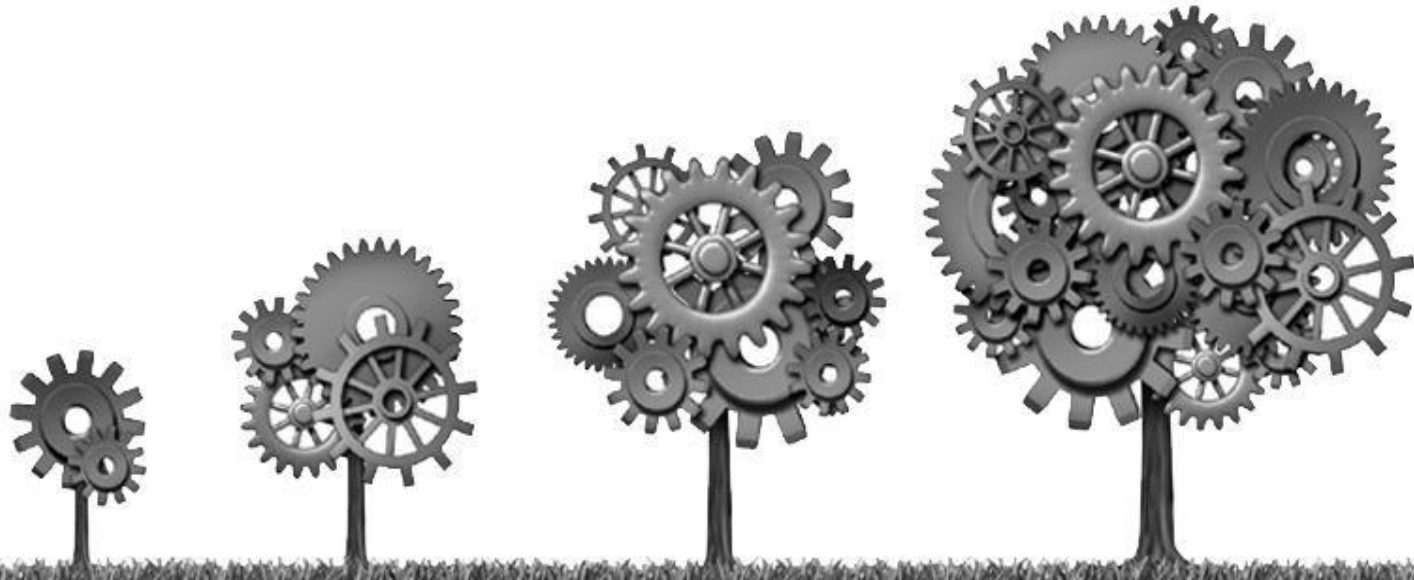


Ravindranath Tagore Kolli
Company Secretary

CS

- 16 years of experience in corporate laws, corporate restructuring, raising of funds, US immigration.

Financials

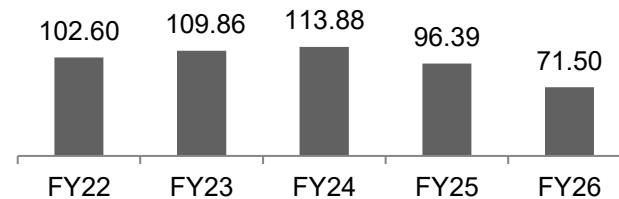


Historical Performance (Rs. Cr.)

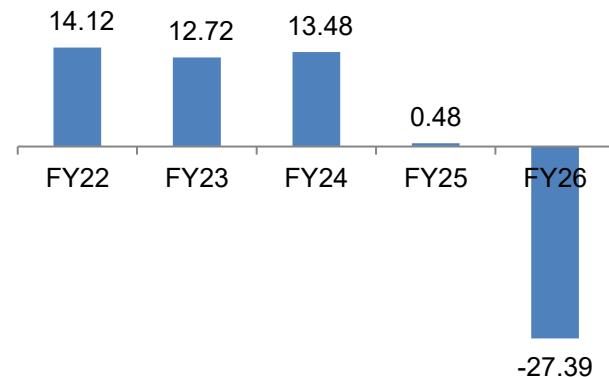
Total Revenue



EBITDA



PAT



Historical Performance (Rs. Cr.)

Segmental Performance

Revenue	FY 2022	FY 2023	FY2024	FY2025	FY2026
SaaS Business	122.61	122.72	127.69	133.37	153.94
IDC & IT Services	55.28	45.07	44.91	57.30	40.37
Healthcare	179.39	135.16	119.07	104.15	79.99
Payment and Credit Services	6.72	8.98	8.36	6.31	10.07
Total income from operations	364.01	311.93	300.03	301.13	284.36
EBIDTA	FY 2022	FY 2023	FY2024	FY2025	FY2026
SaaS Business	30.04	28.33	26.70	30.98	33.01
SaaS Business EBITDA Margin	24.50%	23.09%	20.91%	23.23%	21.44%
IDC & IT Services	18.58	11.27	21.34	33.74	13.73
IDC & IT Services EBITDA Margin	33.61%	25.00%	47.52%	58.88%	34.01%
Healthcare	52.64	46.74	59.68	24.73	23.68
VHPL EBITDA Margin	29.34%	34.58%	50.12%	23.74%	29.60%
Payment and Credit Services	-1.59	0.76	1.35	-0.25	-0.69
Total EBITDA from operations	99.67	87.10	109.07	89.20	69.73

Bundling to Achieve Scale and Size



SaaS



Increase business from existing customers



Acquire new customers



Add new customer segments



Acquire similar or complementary businesses



IDC & IT



Add IT Teams



Add Server Farms



Healthcare



Acquire hospitals and increase beds.



Start Brownfield Projects



Pan India Digitalized Primary and Secondary Healthcare



Expand Geographies



THANK YOU

For further information, Please contact

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