

Thyrocare  
Technologies  
Limited

Q1-FY19  
Presentation

August 11, 2018

Thyrocare<sup>®</sup>

Think Thyroid. Think Thyrocare.

Nu<sup>e</sup>clear<sup>™</sup>  
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# Consolidated Financials Q1-FY19 Highlights

# Key Highlights – Q1-FY19

- **Consolidated Quarter Performance:**

- Consolidated Profit Before Tax of ₹ 37.6 Crore, ▲ 9%
- Consolidated EBITDA Of ₹ 41.2 Crores, ▲ 13%
- Consolidated Revenue Of ₹ 97.2 Crores, ▲ 11%

- **Thyrocare Standalone:**

- Profit Before Tax of ₹ 38.9 Crores, ▲ 9%
- EBITDA Of ₹ 39.2 Crores, ▲ 9%
- Revenues Of ₹ 89.2 Crores, ▲ 9%

- **Nuclear Standalone:**

- EBITDA Of ₹ 1.8 Crores, ▲ 343%
- Revenues Of ₹ 8.0 Crores, ▲ 42%
- NHL completed 80,000 scans on August 2, 2018
- Our New Center in Nasik commenced operations in July 2018, taking the total to 10 centers across India.

# Consolidated Financials

Thyrocare Technologies Limited [Consolidated]						
P&L Statement (INR Cr., except for Per Share Data)						
Particulars	Quarter Ending		YoY Growth	Financial Year Ending		YoY Growth
	June 30, 2018	June 30, 2017		March 31, 2018	March 31, 2017	
Revenue from operations	97.15	87.76	11%	356.32	304.39	17%
Cost of Materials consumed/ sales	25.60	22.33	15%	94.97	81.42	17%
Gross margins	71.55	65.43	9%	261.35	222.97	17%
Operating expenses :						
Employee benefits expense	8.95	7.38	21%	35.34	32.00	10%
Other expenses	21.40	21.62	-1%	81.28	75.78	7%
	30.35	29.00	5%	116.62	107.78	8%
<b>Earning Before Interest, Tax &amp; Depreication (EBITDA)</b>	<b>41.20</b>	36.43	13%	<b>144.73</b>	115.19	26%
Depreciation and amortisation expense	5.68	4.42	29%	20.10	18.05	11%
<b>Earning Before Interest &amp; Tax (EBIT)</b>	<b>35.52</b>	32.01	11%	<b>124.63</b>	97.14	28%
Other income, net	2.26	4.76		23.00	12.24	
Finance cost	(0.11)	(0.09)		(0.44)	(0.27)	
Share of loss in associate entity	(0.04)	-				
Exceptional items	-	(2.05)		(2.19)	(27.43)	
<b>Profit Before Taxes (PBT)</b>	<b>37.63</b>	34.63	9%	<b>145.00</b>	81.68	
Income tax and deferred tax	(14.23)	(12.62)		(51.72)	(38.83)	
<b>Profit After Taxes (PAT)</b>	<b>23.40</b>	22.01	6%	<b>93.28</b>	42.85	
Other comprehensive income (net of tax)	0.10	0.09		0.17	0.03	
Earnings per equity share						
Basic	4.35	4.68		17.39	7.99	
Diluted	4.35	4.66		17.34	8.13	

Thyrocare Technologies Limited [Consolidated]		
Balance sheet data (INR Cr., except for Per Share Data)		
Particulars	June 30, 2018	June 30, 2017
Cash and cash equivalents	7.31	7.29
Current investments	115.19	132.23
Trade receivables	8.82	7.29
Property, plant and equipments	171.08	158.03
Non-current investments	-	-
Other assets	206.86	174.62
Total assets	509.25	479.46
Total liabilities	43.06	44.93
Total equity	466.20	434.52
Total liabilities and equity	509.25	479.46

# Thyrocare Standalone

# Standalone Financials - Thyrocare

Thyrocare Technologies Limited [Standalone]						
P&L Statement (INR Cr., except for Per Share Data)						
Particulars	Quarter Ending		YoY Growth	Financial Year Ending		YoY Growth
	June 30, 2018	June 30, 2017		March 31, 2018	March 31, 2017	
Revenue from operations	89.19	82.14	9%	331.79	297.53	16%
Cost of Materials consumed/ sales	24.48	21.24	15%	90.84	77.95	17%
Gross margins	64.71	60.90	6%	240.95	219.58	16%
Operating expenses :						
Employee benefits expense	8.22	6.78	21%	32.49	30.22	8%
Other expenses	17.27	18.27	-5%	69.45	74.64	-7%
	25.49	25.05		101.94	104.86	
<b>Earning Before Interest, Tax &amp; Depreication (EBITDA)</b>	<b>39.22</b>	<b>35.85</b>	<b>9%</b>	<b>139.01</b>	<b>114.72</b>	<b>22%</b>
Depreciation and amortisation expense	3.16	2.74	15%	12.08	11.69	3%
<b>Earning Before Interest &amp; Tax (EBIT)</b>	<b>36.06</b>	<b>33.11</b>	<b>9%</b>	<b>126.93</b>	<b>103.03</b>	<b>25%</b>
Other income, net	2.98	4.83		23.63	11.41	
Finance cost	(0.11)	(0.09)		(0.40)	(0.26)	
Exceptional items	-	(2.05)		(2.19)	(27.43)	
<b>Profit Before Taxes (PBT)</b>	<b>38.93</b>	<b>35.80</b>	<b>9%</b>	<b>147.97</b>	<b>86.75</b>	
Income tax and deferred tax	(13.55)	(12.62)		(51.93)	(40.07)	
<b>Profit After Taxes (PAT)</b>	<b>25.38</b>	<b>23.18</b>	<b>9%</b>	<b>96.04</b>	<b>46.68</b>	
Other comprehensive income (net of tax)	0.10	0.09		0.17	0.03	
Earnings per equity share						
Basic	4.72	4.31		17.91	8.69	
Diluted	4.72	4.31		17.85	8.69	

# Normalized for the adjustment of revenue/ cost of imaging business in the comparable previous period.

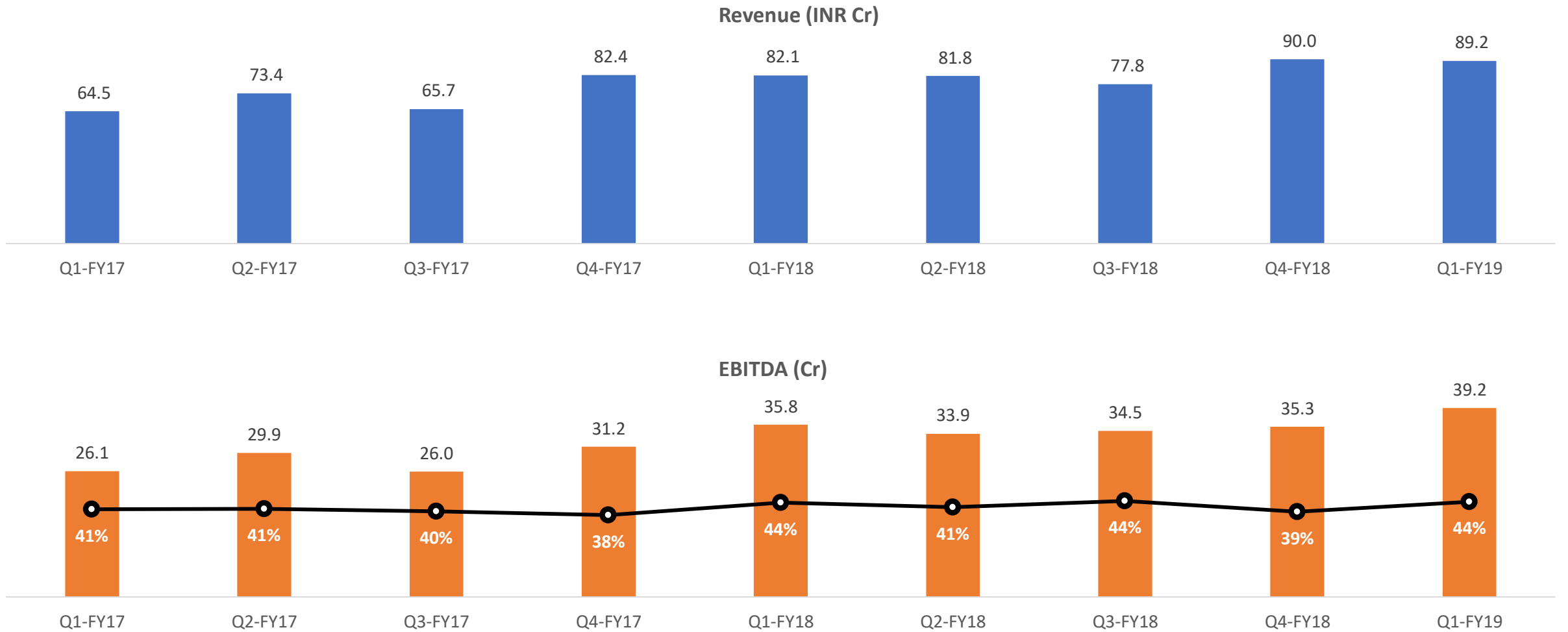
Thyrocare Technologies Limited [Standalone]		
Balance sheet data (INR Cr., except for Per Share Data)		
Particulars	June 30, 2018	June 30, 2017
Cash and cash equivalents	4.42	6.44
Current investments	115.19	132.23
Trade receivables	8.50	6.96
Property, plant and equipments	105.40	90.92
Non-current investments	194.67	194.67
Other assets	88.42	56.25
Total assets	516.60	487.47
Total liabilities	37.01	39.88
Total equity	479.60	447.60
Total liabilities and equity	516.60	487.47

# Commentary on Financials - Thyrocare

- Revenue from operations QoQY ▲ 9% inspite of price rationalization - mainly on account of growth in B2B segment.
- Revenue from preventive care tests, profiles & packages constitutes 53% of the revenue from diagnostic services.
- COGS as % of revenue from operations increased marginally by 1% due to impact on revenue due to rationalization of prices. The company could however negotiate additional discounts from some of the vendors for existing and newer technologies.
- Employees benefit expenses as % of revenue from operations increased marginally by 1% mainly on account of recruitment of freshers at entry level to manage new verticals.
- Other operational costs like service charges for samples collection and sales incentive were controlled with rationalization of prices during the quarter.
  - Some of the tests parameters earlier outsourced were processed in house with increased volumes thereby reducing the outlab costs. The company has spent around Rs. 1.76 crore during the quarter on advertisement through various medium, in line with the direction in the previous reporting period.
- Earning Before Interest Tax and Depreciation (EBITDA) at Rs. 39.22 crore ▲ 9%. The EBITDA margin at 44% has been maintained despite rationalization of prices due to cost controls at operational level.



# Key Financial Trends - Thyrocare

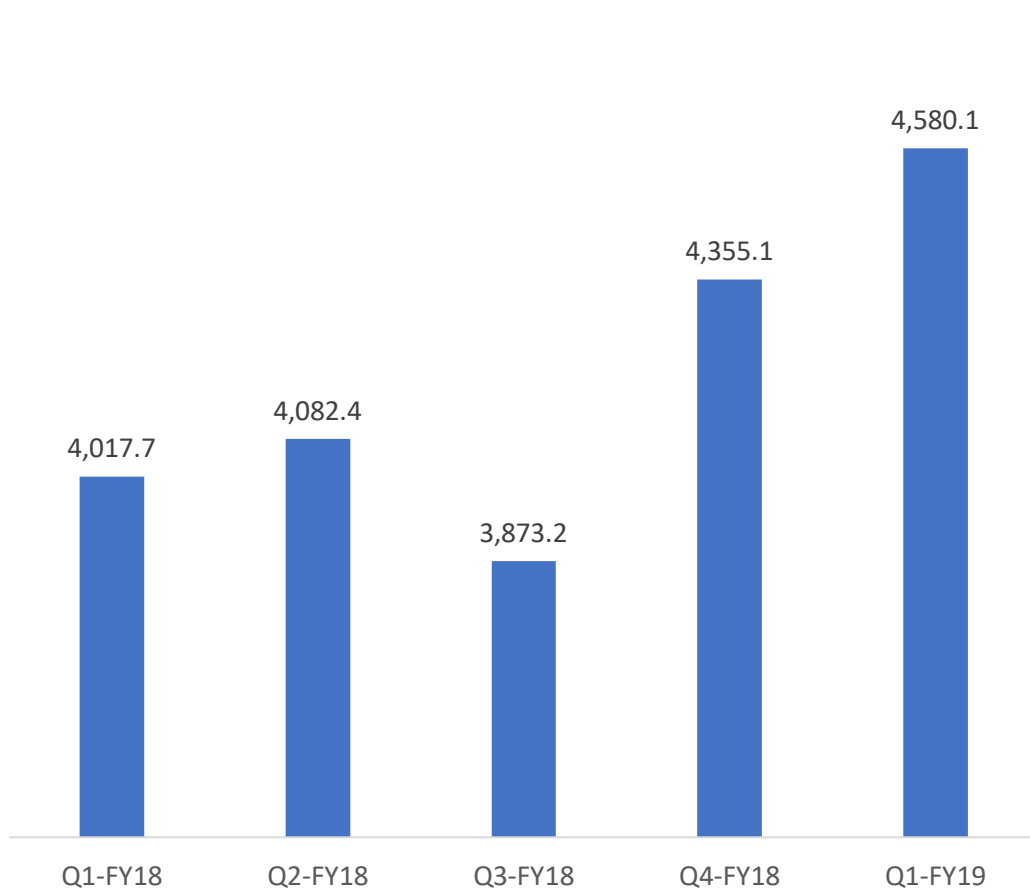


# Previous period figures are normalized for the adjustment of revenue/cost of imaging business.

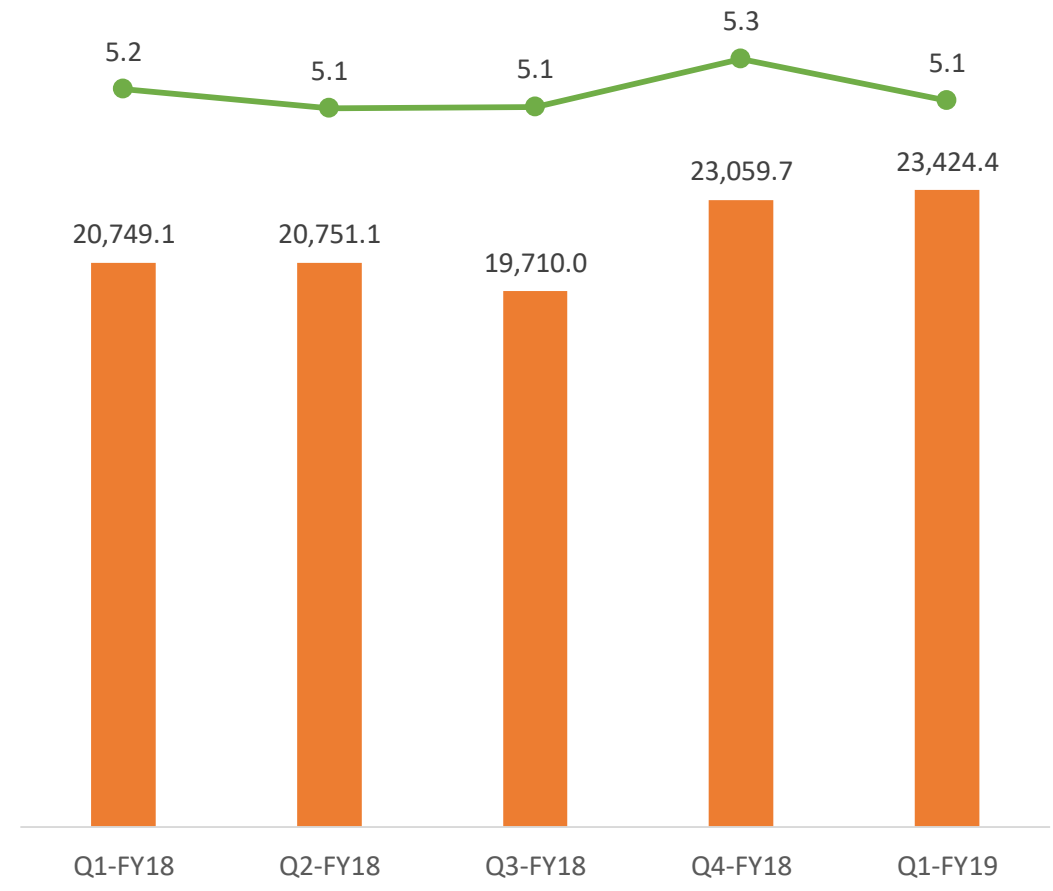
\* Q4-FY18 EBITDA is understated by INR 15mn on account of CSR spending. Normalized for this, the EBITDA margin for 4Q-FY18 will come to ~42%

# Samples and Investigations

# Samples ('000 Samples)



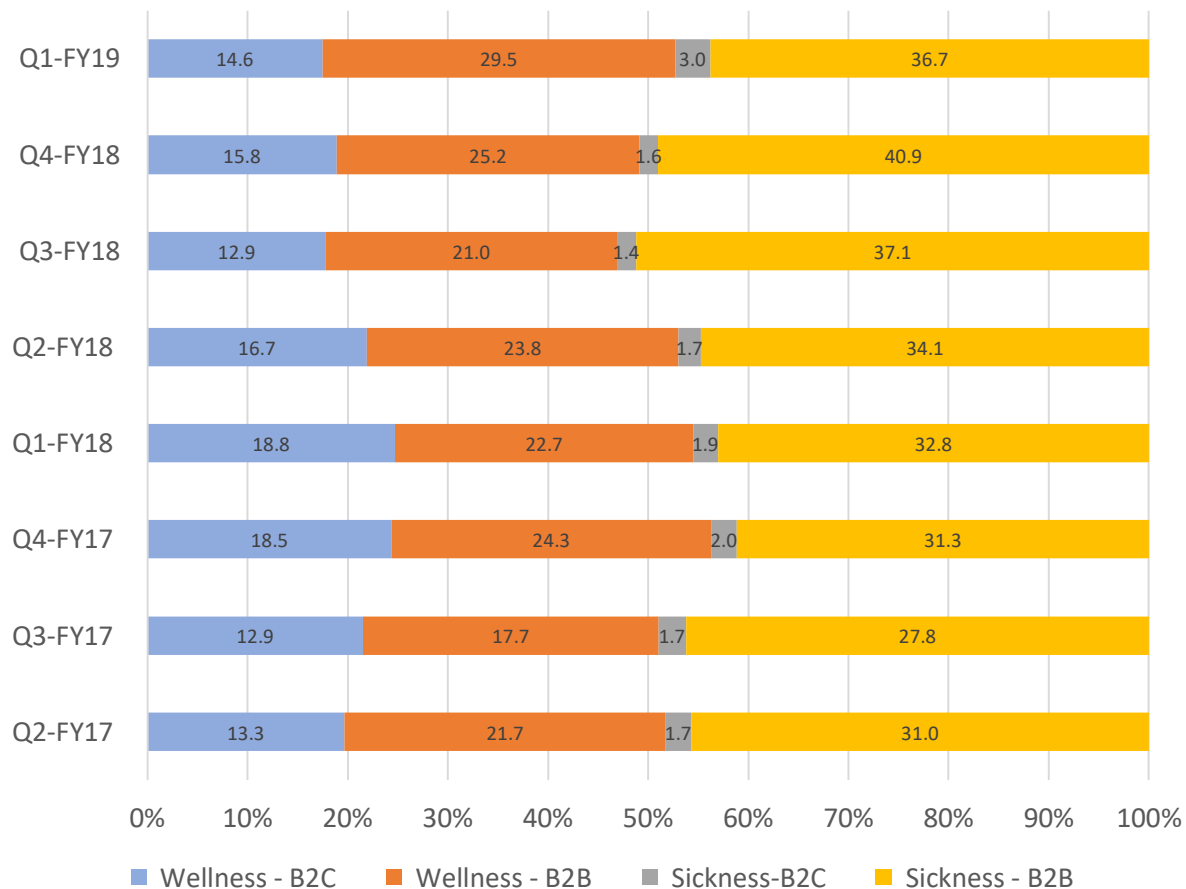
# Investigations ('000 investigations)



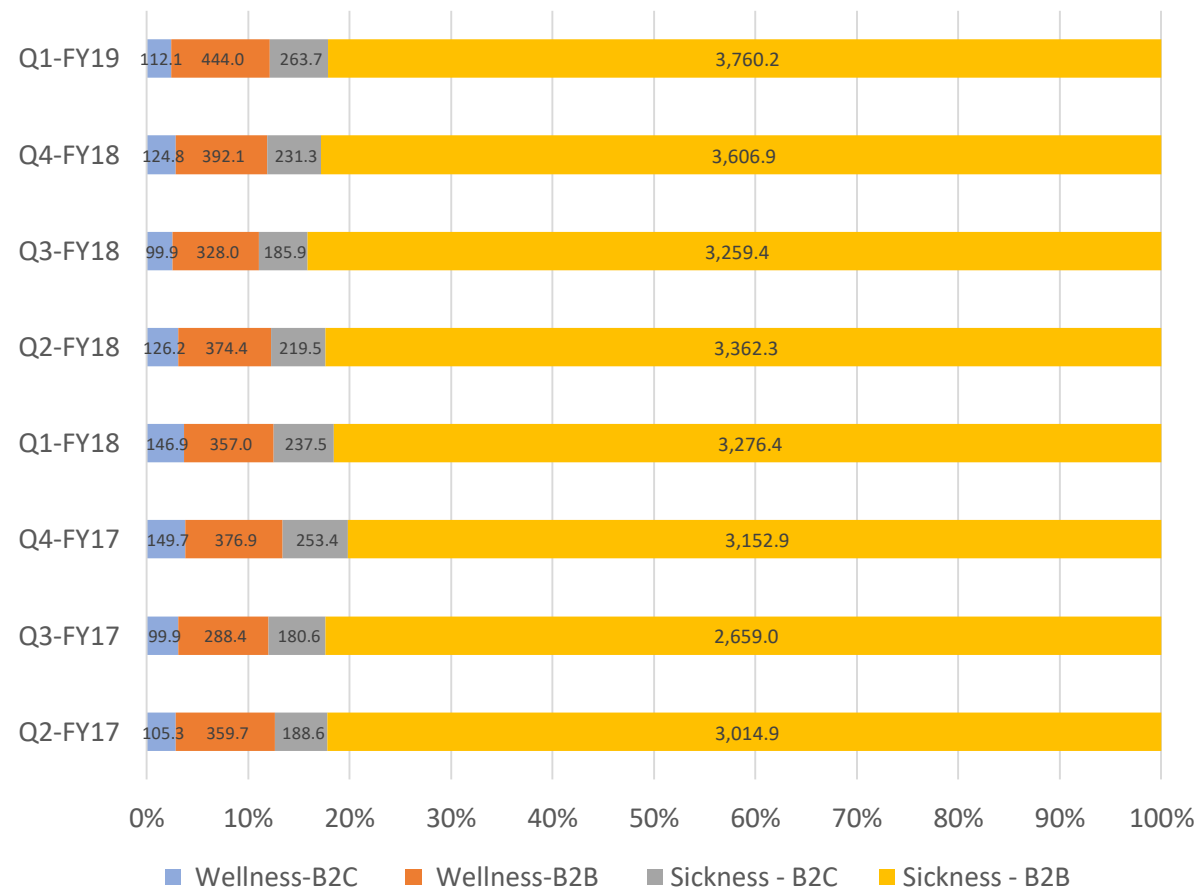
Investigations Investigations/Sample

# Key Operating Metrics – Business Lines

Revenue Breakup (INR Cr)

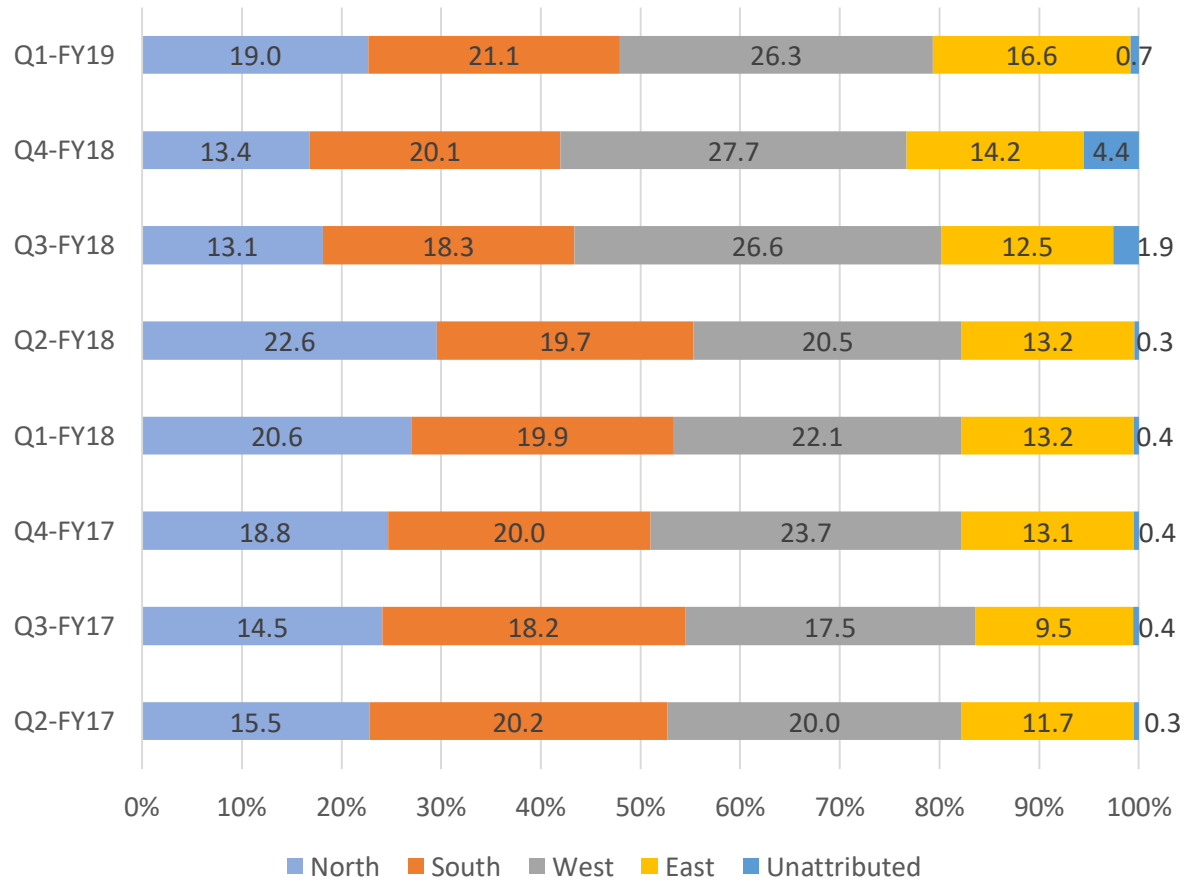


Volume Breakup ('000 Samples)

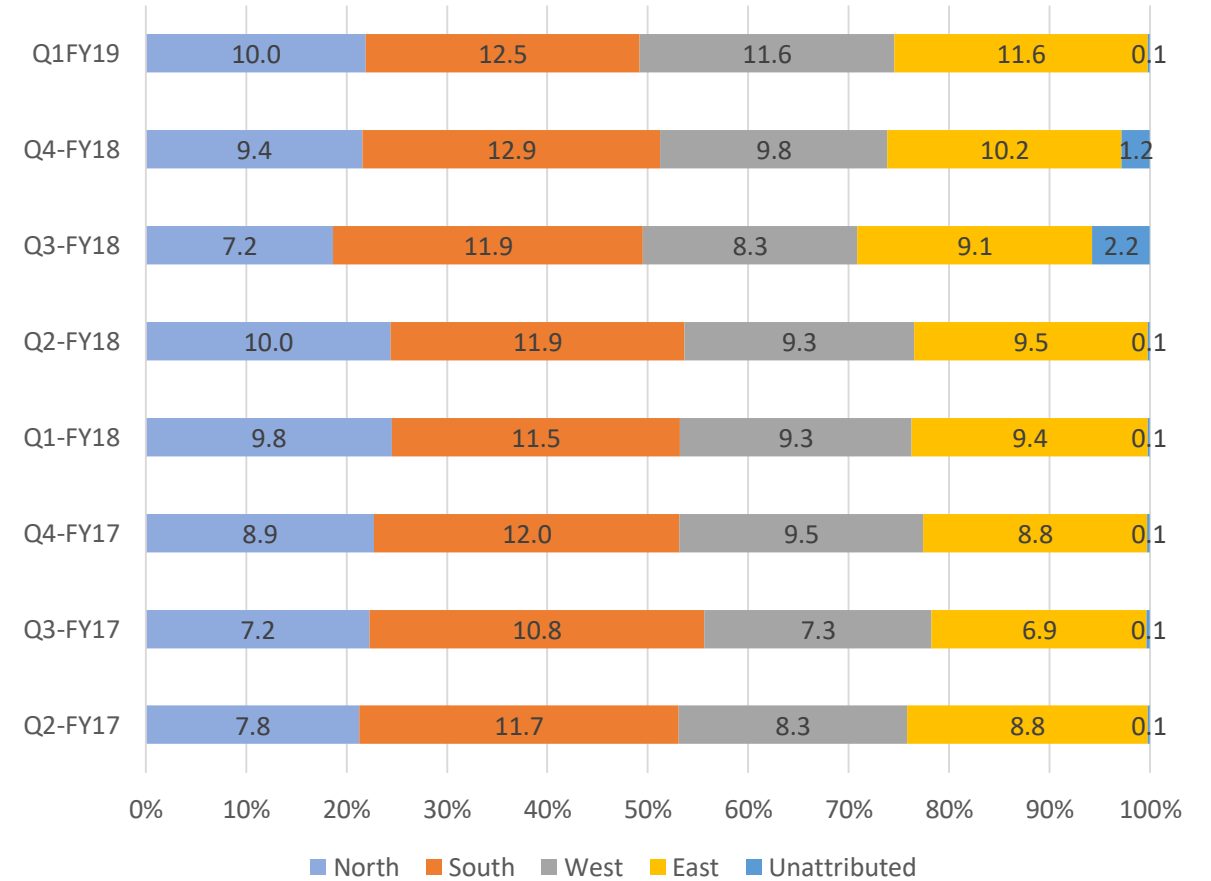


# Key Operating Metrics – Regional Breakup

Value Breakup (INR Cr)



Volume Breakup (Lakh Samples)



# Operating Data

## Thyrocare Technologies Limited

Particulars	Quarter Ending		Yo Y Growth	Financial Year Ending		Yo Y Growth
	June 30, 2018	June 30, 2017		March 31, 2018	March 31, 2017	
B2B revenue (in crore)	<b>66.17</b>	55.44	19%	<b>237.55</b>	200.56	18%
B2C revenue (in crore)	<b>17.59</b>	20.70	-15%	<b>70.73</b>	62.67	13%
B2B revenue/ total revenue (%)	<b>74%</b>	67%		<b>71.6%</b>	70.1%	
B2C revenue/ total revenue (%)	<b>20%</b>	25%		<b>21.3%</b>	21.9%	
Preventivecare revenue (in crore)	<b>44.14</b>	41.50	6%	<b>156.90</b>	136.46	15%
Preventivecare revenue contribution (%)	<b>52.7%</b>	54.5%		<b>50.9%</b>	51.8%	
Preventivecare revenue from B2B segment (%)	<b>44.6%</b>	40.9%		<b>39.0%</b>	40.2%	
Preventivecare revenue from B2C segment (%)	<b>83.2%</b>	90.9%		<b>90.8%</b>	89.1%	
Revenue - East/ revenue (%)	<b>19.8%</b>	18.1%		<b>17.4%</b>	17.3%	
Revenue - West/ revenue (%)	<b>31.4%</b>	31.6%		<b>30.5%</b>	29.7%	
Revenue - South/ revenue (%)	<b>25.2%</b>	26.4%		<b>25.9%</b>	28.1%	
Revenue - North/ revenue (%)	<b>22.7%</b>	23.5%		<b>24.4%</b>	24.4%	
Revenue - others/ revenue (%)	<b>0.8%</b>	0.5%		<b>1.8%</b>	0.6%	
Number of samples processed (in millions)	<b>4.58</b>	4.02	14%	<b>16.33</b>	14.28	14%
Number of investigations performed (in millions)	<b>23.42</b>	20.75	13%	<b>84.27</b>	72.44	16%
Gross margins/ total revenue (%)	<b>73%</b>	74%		<b>72.6%</b>	72.7%	
Employee benefits expense/ total revenue (%)	<b>9%</b>	8%		<b>9.8%</b>	10.6%	
Other expenses/ total revenue (%)	<b>19%</b>	22%		<b>20.9%</b>	22.4%	
EBITDA margins/ total revenue (%)	<b>44.0%</b>	43.6%		<b>41.8%</b>	39.6%	
Profit after tax / total revenue (%)	<b>28.5%</b>	28.2%		<b>28.9%</b>	15.7%	
Effective tax rate - Tax/ PBT	<b>35%</b>			<b>35%</b>		

# Nuclear Standalone

# Standalone Financials - Nueclear

## Nuclear Healthcare Limited [Standalone]

### P&L Statement (INR Cr., except for Per Share Data)

Particulars	Quarter Ending		YoY Growth	Financial Year Ending		YoY Growth
	June 30, 2018	June 30, 2017		March 31, 2018	March 31, 2017	
Revenue from operations	7.96	5.62	42%	24.52	17.31	33%
Cost of Materials consumed/ sales	1.12	1.19	-6%	4.13	3.48	19%
Gross margins	6.84	4.43	54%	20.39	13.83	37%
Operating expenses :						
Employee benefits expense	0.72	0.60	21%	2.85	1.78	60%
Other expenses	4.33	3.43	26%	12.61	12.49	1%
	5.05	4.03		15.46	14.27	
<b>Earning Before Interest, Tax &amp; Depreication (EBITDA)</b>	<b>1.79</b>	<b>0.40</b>		<b>4.93</b>	<b>(0.44)</b>	
Depreciation and amortisation expense	2.52	1.68	50%	8.02	6.36	26%
<b>Earning Before Interest &amp; Tax (EBIT)</b>	<b>(0.73)</b>	<b>(1.27)</b>		<b>(3.09)</b>	<b>(6.80)</b>	
Other income, net	0.10	0.12		1.07	1.74	
Finance cost	(0.62)	-		(0.96)	(0.01)	
<b>(Loss) before taxes</b>	<b>(1.25)</b>	<b>(1.15)</b>	<b>8%</b>	<b>(2.98)</b>	<b>(5.07)</b>	<b>-41%</b>
Income tax and deferred tax	(0.68)	-	0%	0.21	1.25	0%
<b>(Loss) after taxes</b>	<b>(1.93)</b>	<b>(1.15)</b>		<b>(2.77)</b>	<b>(3.83)</b>	
Earnings per equity share						
Basic	(1.74)	(1.05)		(2.49)	(3.44)	
Diluted	(1.74)	(1.05)		(2.49)	(3.44)	

# Normalized for the adjustment of revenue of imaging business in the comparable previous period.

## Nuclear Healthcare Limited [Standalone]

### Balance sheet data (INR Cr., except for Per Share Data)

Particulars	June 30, 2018	June 30, 2017
Cash and cash equivalents	2.89	0.85
Current investments	-	-
Trade receivables	0.54	0.34
Property, plant and equipments	64.00	66.27
Non-current investments	-	-
Other assets	45.58	23.94
Total assets	113.01	91.39
Total liabilities	36.88	15.01
Total equity	76.12	76.39
Total liabilities and equity	113.01	91.39

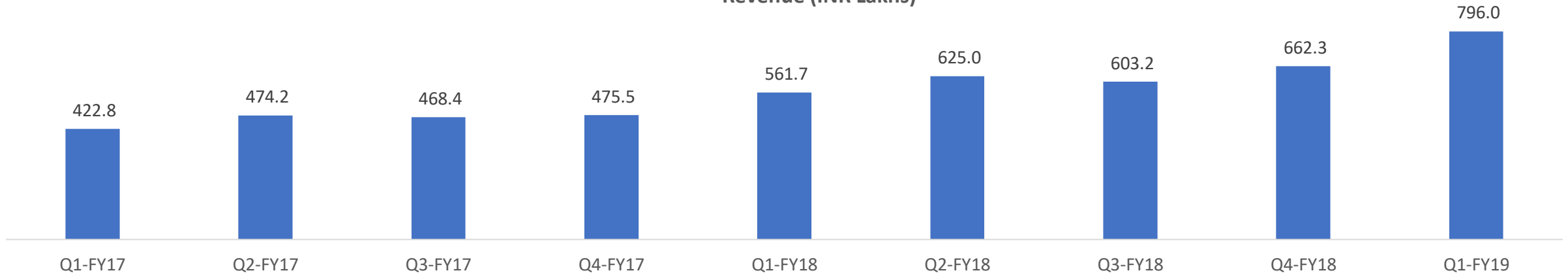
# Key Highlights – Nueclear – Q1-FY19

- Nueclear has completed 80,000 scans as of August 2, 2018
- Our New Center in Nasik commenced operations in July 2018, taking the total to 10 centers across India.
- Revenue from operations grew by 42% to INR 7.96 Crores
  - Driven by stellar performance of new centers at Mumbai (Prabhadevi), Jaipur and Aurangabad
- EBITDA has grown by 343% on a YoY basis to INR 1.79 Cr.
  - EBITDA margin has been maintained at ~23%
- COGS and Manpower Expense (as a % of revenue) have improved, on account of growing number of scans.
- Increase in other expenses has been in line with growth in number of Scans.

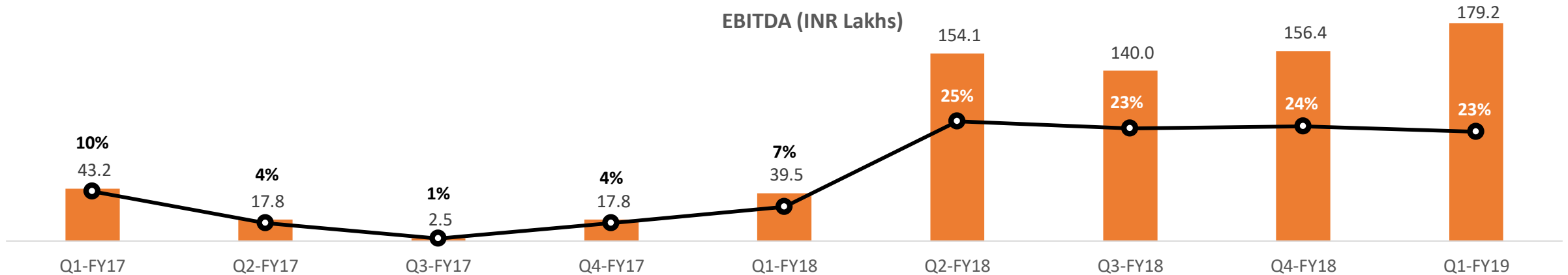


# Key Financial Trends - Nueclear

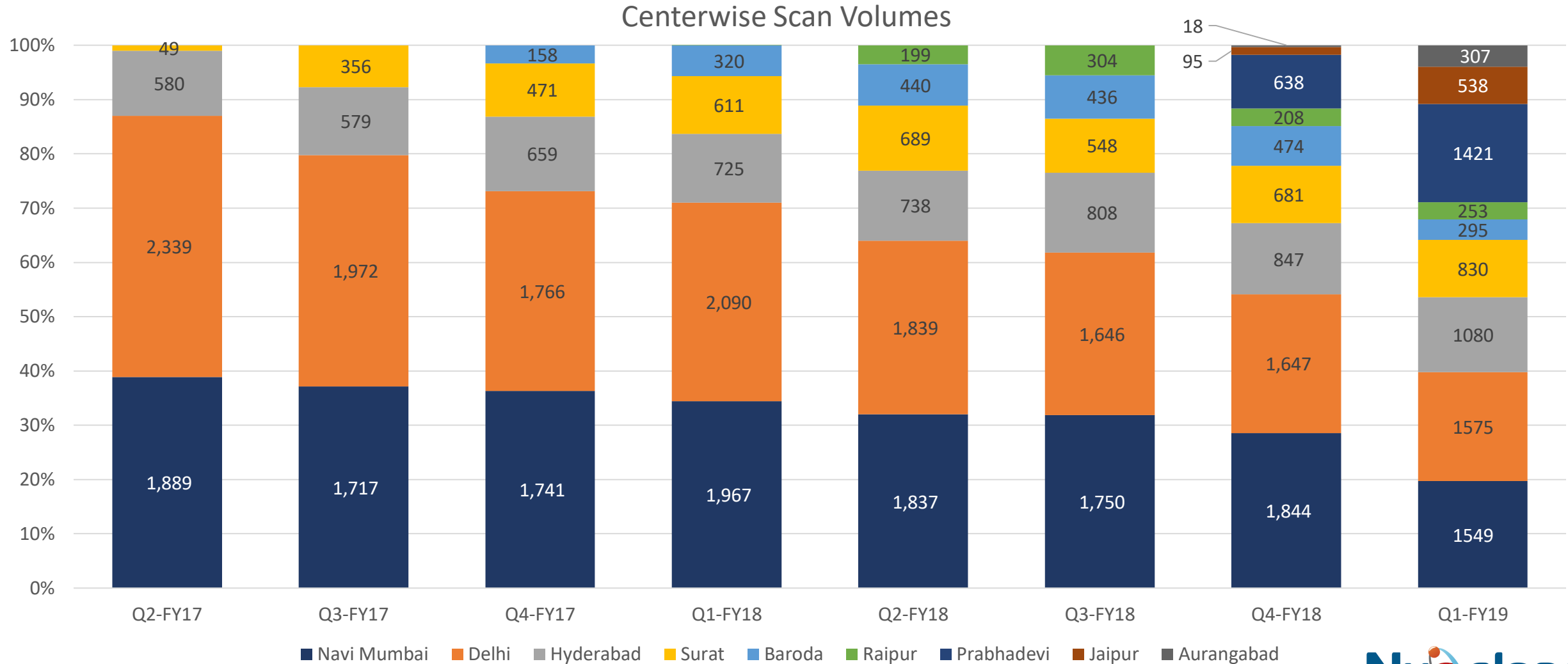
Revenue (INR Lakhs)



EBITDA (INR Lakhs)

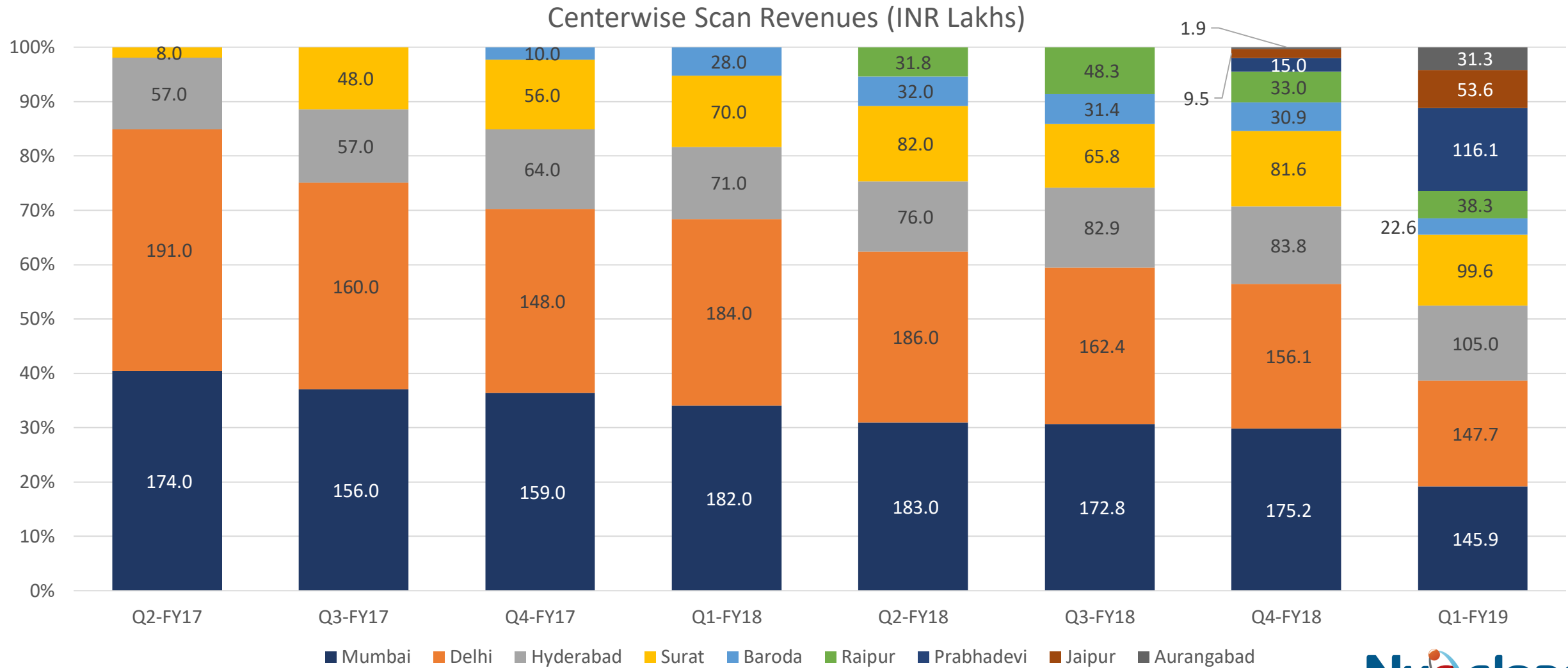


# Centerwise Scan Volumes\*



\*Scan volumes include CT scans, which are conducted at Baroda and Prabhadevi

# Centerwise Scan Revenues



Thank You

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