

Thyrocare
Technologies
Limited

Q3-FY19
Presentation

February 09, 2019

Thyrocare®

Think Thyroid. Think Thyrocare.

Nu^eclear™
NATIONWIDE NETWORKED

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Consolidated Financials

Q3-FY19 Highlights

Key Highlights – Q3-FY19 (YOY)

➤ Consolidated :

- Consolidated Revenue Of ₹ 96.29 Crores, ▲ 15%
- Consolidated *adjusted* EBITDA Of ₹ 36.01 Crores (*adjusted for one-offs like buyback expenses and CSR expenses*)
- Consolidated Profit before tax of ₹ 31.99 Crore

➤ Thyrocare Standalone:

- Revenues Of ₹ 88.12 Crores, ▲ 13%
- *adjusted* EBITDA Of ₹ 34.51 Crores, (*adjusted for one-offs like buyback expenses and CSR expenses*)
- Profit before tax of ₹ 34.42 Crores

➤ Nuclear Standalone:

- Revenues Of ₹ 8.16 Crores, ▲ 35%
- EBITDA Of ₹ 1.19 Crores, consistently EBITDA positive for 11th successive quarter
- 90827 PET scans performed since inception (27862 PETCT scans in the calendar year)/ (22008 PETCT scans in three quarters of this FY)

Consolidated Financials

Thyrocare [Consolidated]							
Particulars	Quarter Ended			Qtr. YOY (%)	Nine Months Ended		Nine Month YOY (%)
	31 December 2018	30 September 2018	31 December 2017		31 December 2018	31 December 2017	
Revenue from operations	96.29	103.88	83.87	15	297.32	259.66	15
Cost of Materials consumed/ sales	25.95	28.37	20.77	25	79.92	68.99	16
Gross margins	70.34	75.51	63.10	11	217.40	190.67	14
Operating expenses :							
Employee benefits expense	10.47	9.82	9.45	11	29.24	24.03	22
Other expenses	24.35	22.66	18.27	33	68.41	59.12	16
	34.82	32.48	27.72	26	97.65	83.15	17
Earning Before Interest, Tax & Depreication (EBITDA)	35.52	43.03	35.38	0	119.75	107.52	11
<i>EBITDA margin</i>	<i>37%</i>	<i>42%</i>	<i>43%</i>		<i>41%</i>	<i>42%</i>	
Depreciation and amortisation expense	6.89	6.61	5.14	34	19.18	14.50	32
Earning Before Interest & Tax (EBIT)	28.63	36.42	30.24	(5)	100.57	93.02	8
Other income, net	3.34	2.40	3.67		8.00	12.11	
Finance cost	(0.15)	(0.15)	(0.10)		(0.41)	(0.29)	
Share of profit in associate entity	0.17	0.45	-		0.58	-	
Exceptional items	-	-	-		-	(2.19)	
Profit Before Taxes (PBT)	31.99	39.12	33.81	(5)	108.75	102.65	6
Income tax and deferred tax	(11.84)	(13.86)	(12.34)		(39.93)	(34.50)	
Profit After Taxes (PAT)	20.15	25.26	21.47	(6)	68.82	68.15	1
Other comprehensive income (net of tax)	(0.09)	0.07	0.16		0.08	0.26	
Earnings per equity share							
Basic	3.81	4.70	4.03		12.86	12.72	
Diluted	3.80	4.69	4.02		12.84	12.68	

Adjusted for non recurring expenditure like buyback expenses, CSR expenses and loss on sale of investments and assets.

Thyrocare Standalone

Standalone Financials - Thyrocare

Thyrocare							
<i>(Rs. in crore, except per share data)</i>							
Particulars	Quarter Ended			Qtr. YOY (%)	Nine Months Ended		Nine Month YOY (%)
	31 December 2018	30 September 2018	31 December 2017		31 December 2018	31 December 2017	
Revenue from operations	88.12	95.68	77.84	13	272.99	241.76	13
Cost of Materials consumed/ sales	24.38	27.28	19.72	24	76.14	65.87	16
Gross margins	63.74	68.40	58.12	10	196.85	175.90	12
Operating expenses :							
Employee benefits expense	9.83	9.25	8.69	13	27.30	22.04	24
Other expenses	19.91	18.33	15.64	27	55.51	50.26	10
	29.74	27.58	24.34		82.81	72.30	
Earning Before Interest, Tax & Depreciation (EBITDA)	34.00	40.82	33.78	1	114.04	103.60	10
<i>EBITDA margin #</i>	<i>39%</i>	<i>43%</i>	<i>43%</i>		<i>42%</i>	<i>43%</i>	
Depreciation and amortisation expense	3.84	3.52	3.10	24	10.52	8.77	20
Earning Before Interest & Tax (EBIT)	30.16	37.30	30.68	(2)	103.52	94.83	9
Other income, net	4.38	3.25	4.11		10.61	12.08	
Finance cost	(0.12)	(0.12)	(0.10)		(0.35)	(0.29)	
Exceptional items	-	-	-		-	(2.19)	
Profit Before Taxes (PBT)	34.42	40.43	34.69	(1)	113.78	104.44	9
Income tax and deferred tax	(11.98)	(13.91)	(12.94)		(39.44)	(36.06)	
Profit After Taxes (PAT)	22.44	26.52	21.75	3	74.34	68.37	9
Other comprehensive income (net of tax)	(0.08)	0.06	0.16		0.08	0.26	
Earnings per equity share							
Basic	4.25	4.94	4.08		13.91	12.77	
Diluted	4.24	4.92	4.07		13.88	12.73	

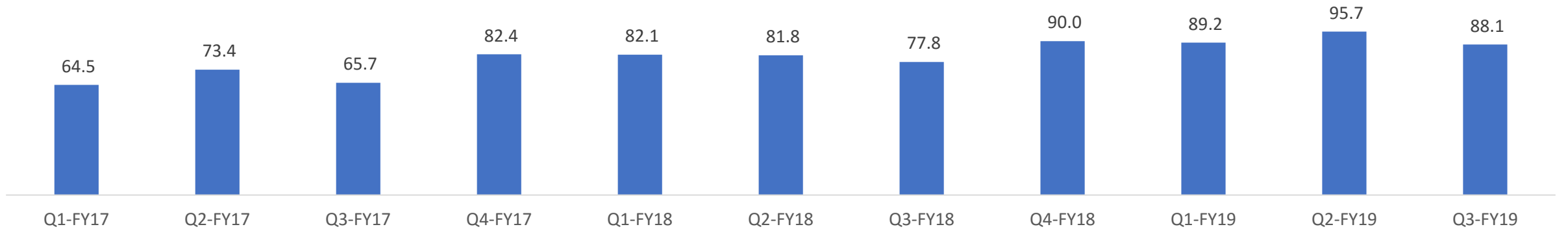
Adjusted for non recurring expenditure like buyback expenses, CSR expenses and loss on sale of investments and assets.

Commentary on Financials - Thyrocare

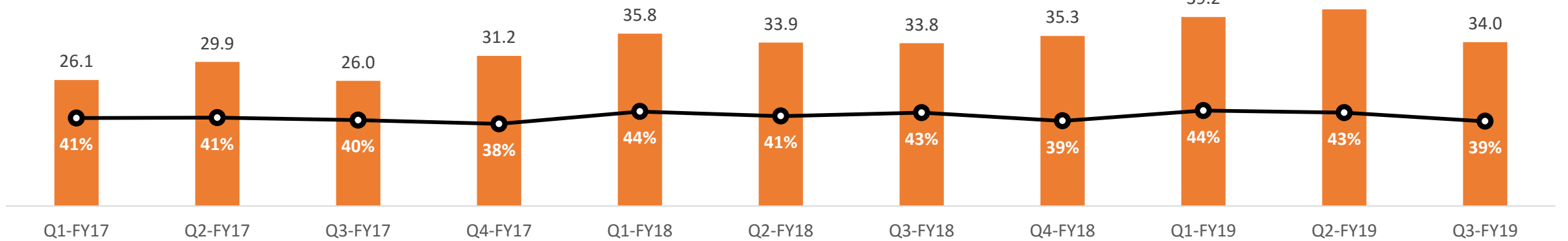
- Revenue from operations for the current quarter YOY has grown by 13 %. B2C revenue for the current quarter YOY ▲ 31 % [constitutes 21% (18%) of total revenue]. Revenue from preventive care tests, profiles & packages constitutes 55 % (47%) of the revenue from diagnostic services.
- COGS as % of revenue from operations increased due to
 - more investigations performed per samples,
 - variations in discounts secured from vendors,
 - fluctuation in \$
- Employees benefit expenses have increased due to more number of staff hired during the current FY.
- Other operational costs like service charges for samples collection have increased with LMEs covering substantially wider geographies and sales incentive have increased with higher incentive to source higher volumes. During the current financial period an amount of Rs. 0.50 crore was spend towards share buyback expenses.
- Earning Before Interest Tax and Depreciation (EBITDA) at Rs. 34.51 crore (*adjusted for non recurring expenditure like buyback expenses, CSR expenses and loss on sale of investments and assets*) ▲ 2%. The EBITDA margins for the current quarter are at 39% of the revenue from operations, this due to an impact of price rationalisation and incremental COGS, employee benefit and other expenses.
- The Company bought back 9,58,900 equity shares for an aggregate amount of Rs. 62.99 crore being 1.78% of the total paid up equity share capital, at an average price of Rs. 656.90 per equity share.

Key Financial Trends - Thyrocare

Revenue (INR Cr)



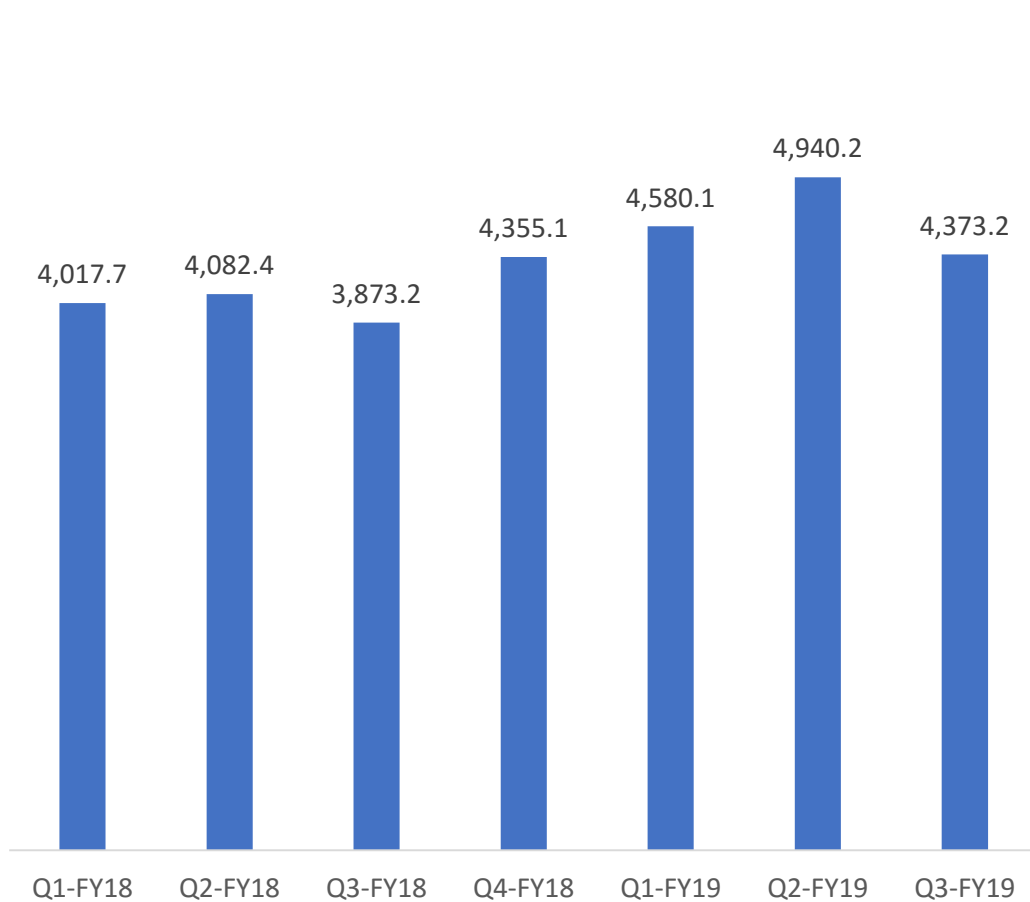
EBITDA (Cr)



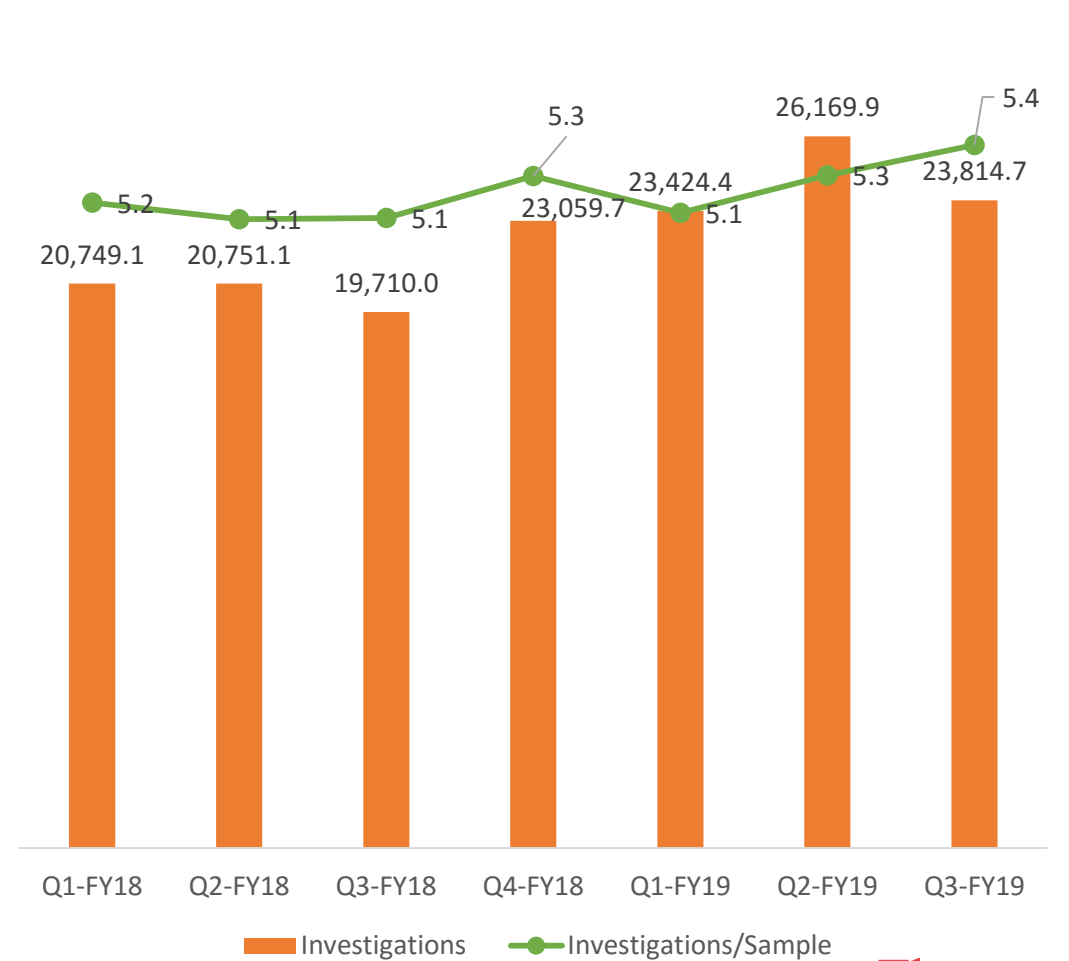
Adjusted for non recurring expenditure like buyback expenses, CSR expenses and loss on sale of investments and assets.

Samples and Investigations

Samples ('000 Samples)

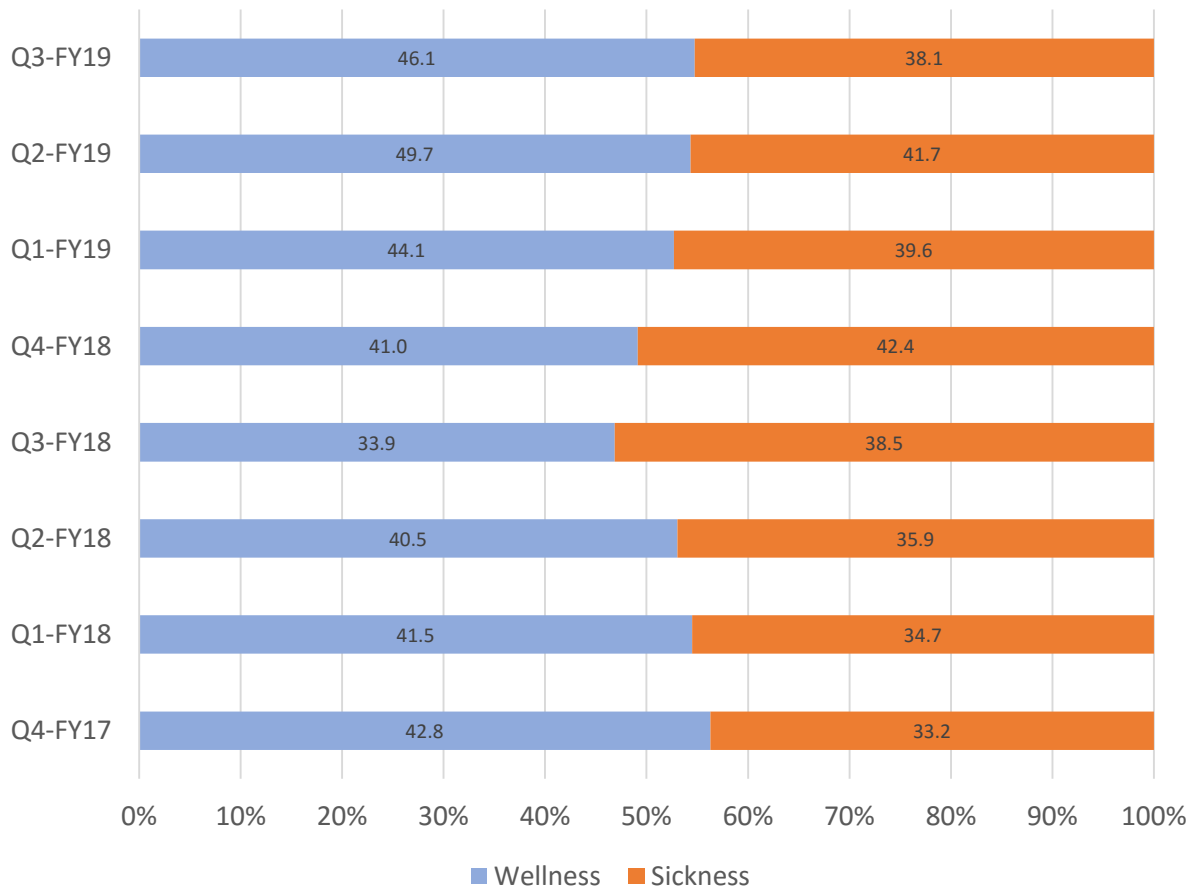


Investigations ('000 investigations)

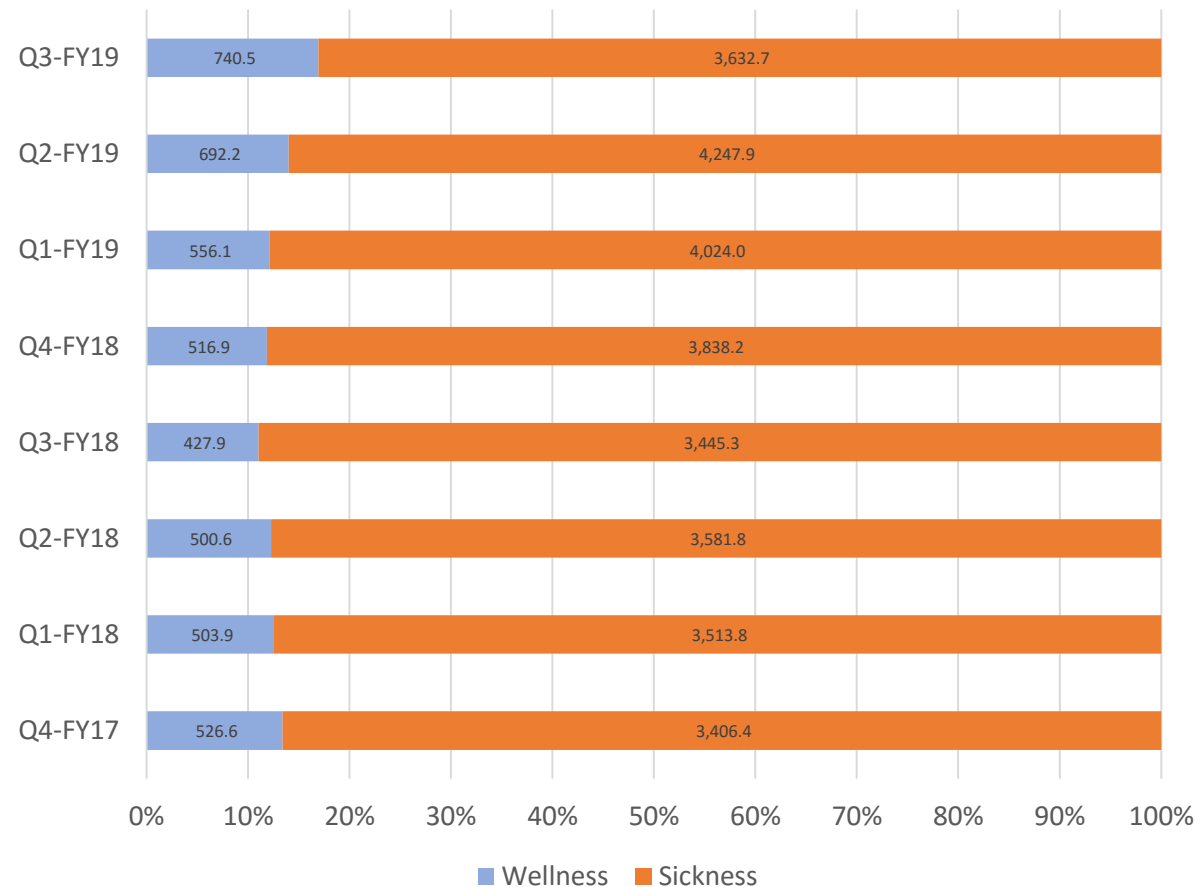


Key Operating Metrics – Business Lines

Revenue Breakup (INR Cr)

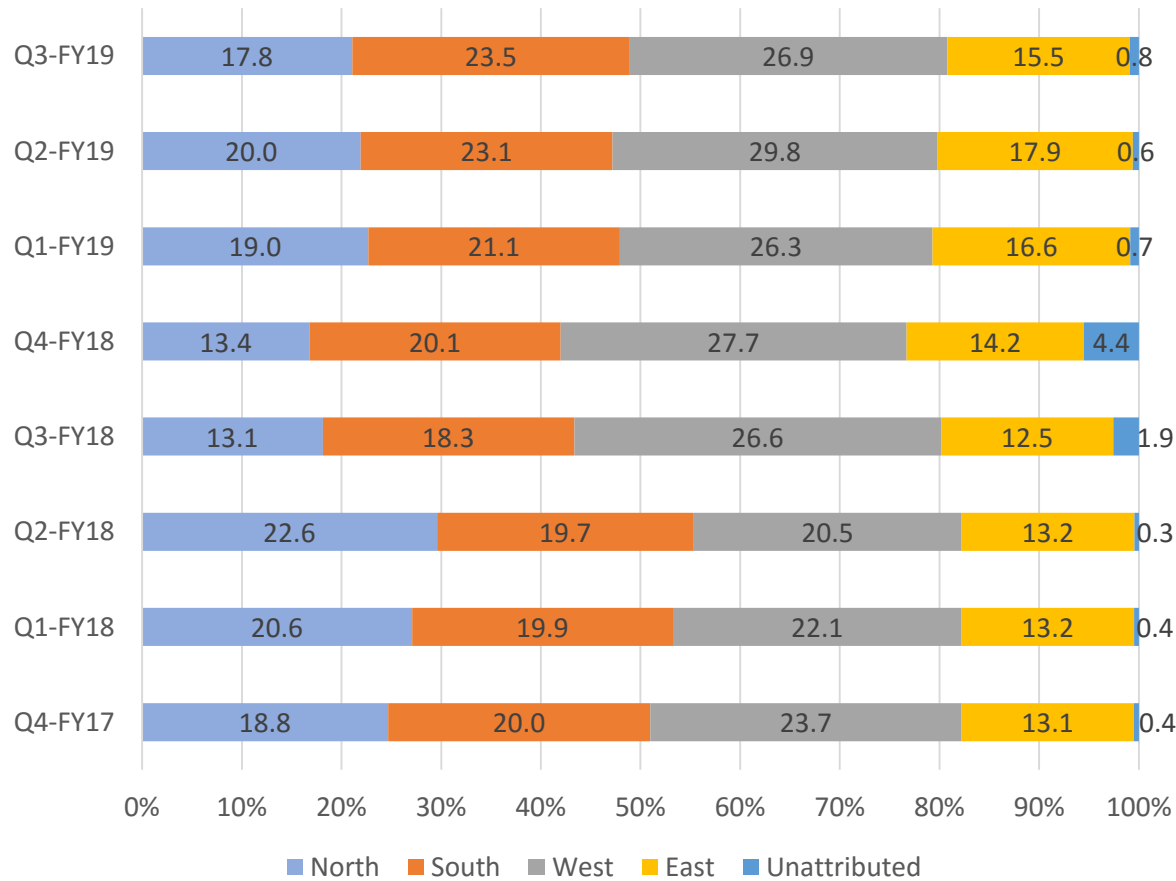


Volume Breakup ('000 Samples)

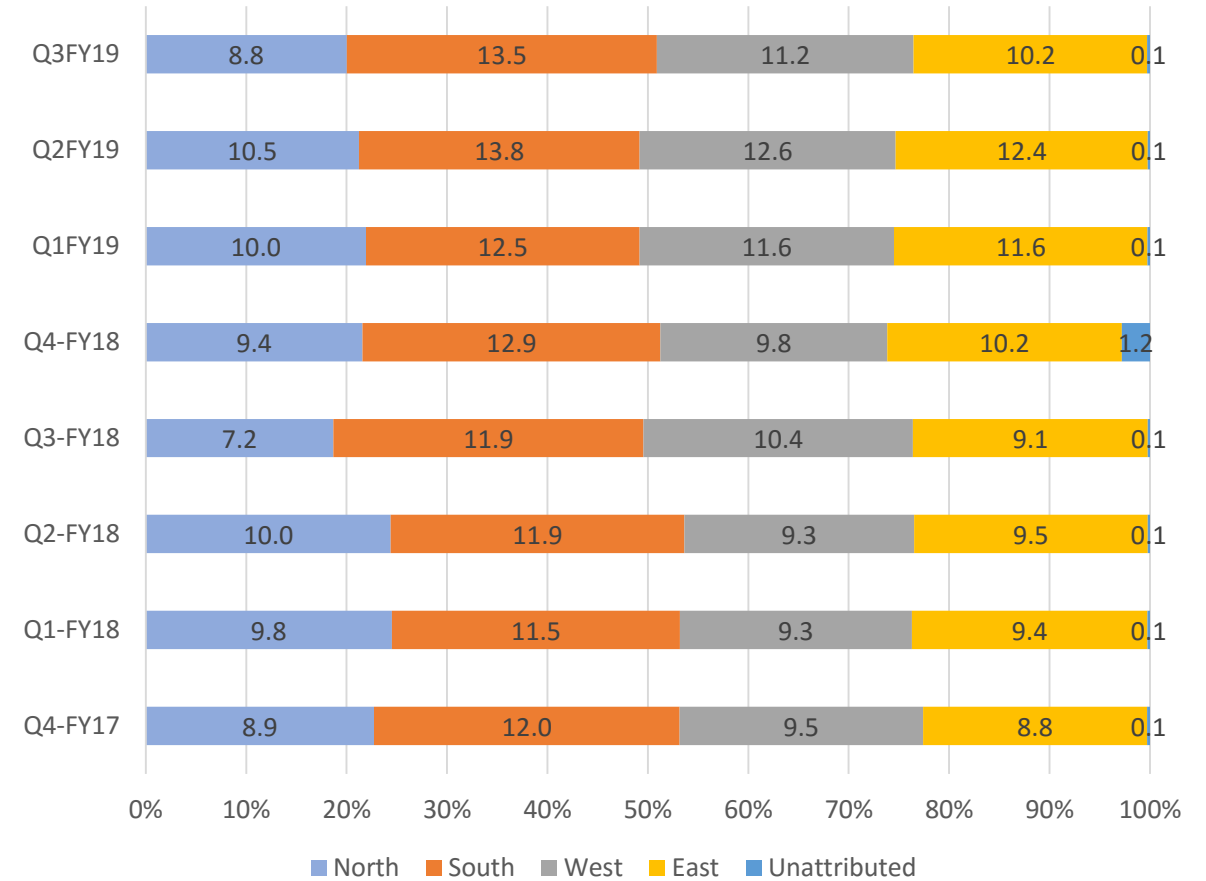


Key Operating Metrics – Regional Breakup

Value Breakup (INR Cr)



Volume Breakup (Lakh Samples)



Nuclear Standalone

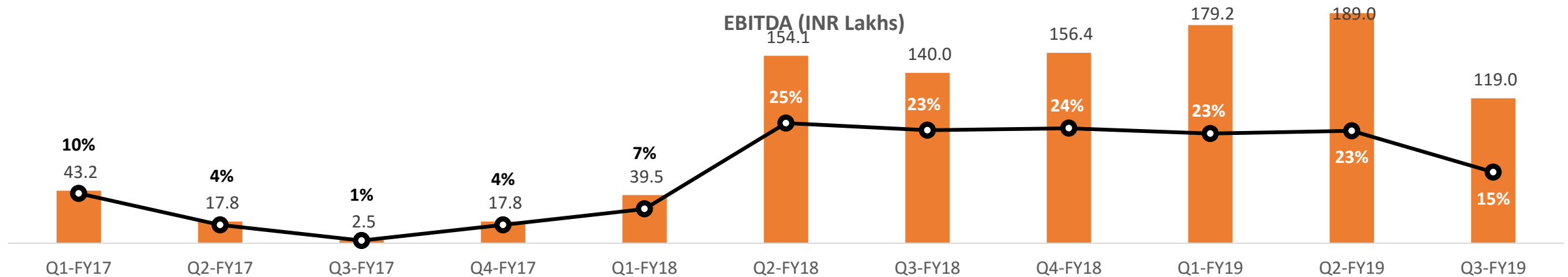
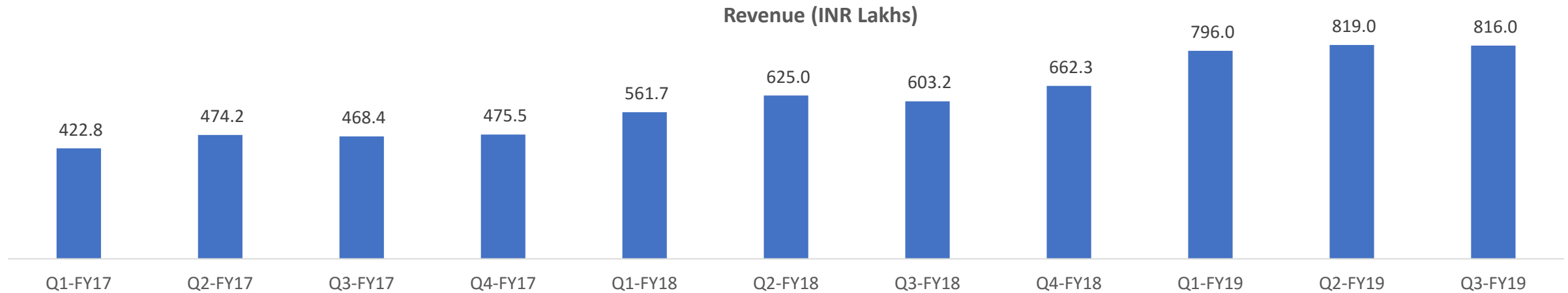
Standalone Financials - Nueclear

Nueclear							
<i>(Rs. in crore, except per share data)</i>							
Particulars	Quarter Ended			Qtr. YOY (%)	Nine Months Ended		Nine Month YOY (%)
	31 December 2018	30 September 2018	31 December 2017		31 December 2018	31 December 2017	
Revenue from operations	8.16	8.19	6.03	35	24.31	17.90	36
Cost of Materials consumed/ sales	1.57	1.09	1.04	51	3.78	3.22	17
Gross margins	6.59	7.10	4.99	32	20.53	14.68	40
Operating expenses :							
Employee benefits expense	0.64	0.57	0.76	(16)	1.93	1.99	(3)
Other expenses	4.76	4.65	2.83	68	13.74	9.35	47
	5.40	5.22	3.59	50	15.67	11.34	38
Earning Before Interest, Tax & Depreication (EBITDA)	1.19	1.88	1.40		4.86	3.34	
<i>EBITDA margin</i>	<i>15%</i>	<i>23%</i>	<i>23%</i>		<i>20%</i>	<i>19%</i>	
Depreciation and amortisation expense	3.05	3.09	2.05	49	8.66	5.73	51
Earning Before Interest & Tax (EBIT)	(1.86)	(1.19)	(0.65)		(3.80)	(2.39)	
Other income, net	0.13	0.23	0.12	7	0.46	0.99	(54)
Finance cost	(0.88)	(0.78)	(0.35)		(2.29)	(0.38)	
(Loss) before taxes	(2.61)	(1.74)	(0.88)		(5.63)	(1.78)	
Income tax and deferred tax	0.14	0.06	0.60		(0.49)	1.56	
(Loss) after taxes	(2.47)	(1.68)	(0.28)		(6.11)	(0.22)	
Earnings per equity share							
Basic	(2.23)	(1.51)	(0.25)		(5.49)	0.20	
Diluted	(2.23)	(1.51)	(0.25)		(5.49)	0.20	

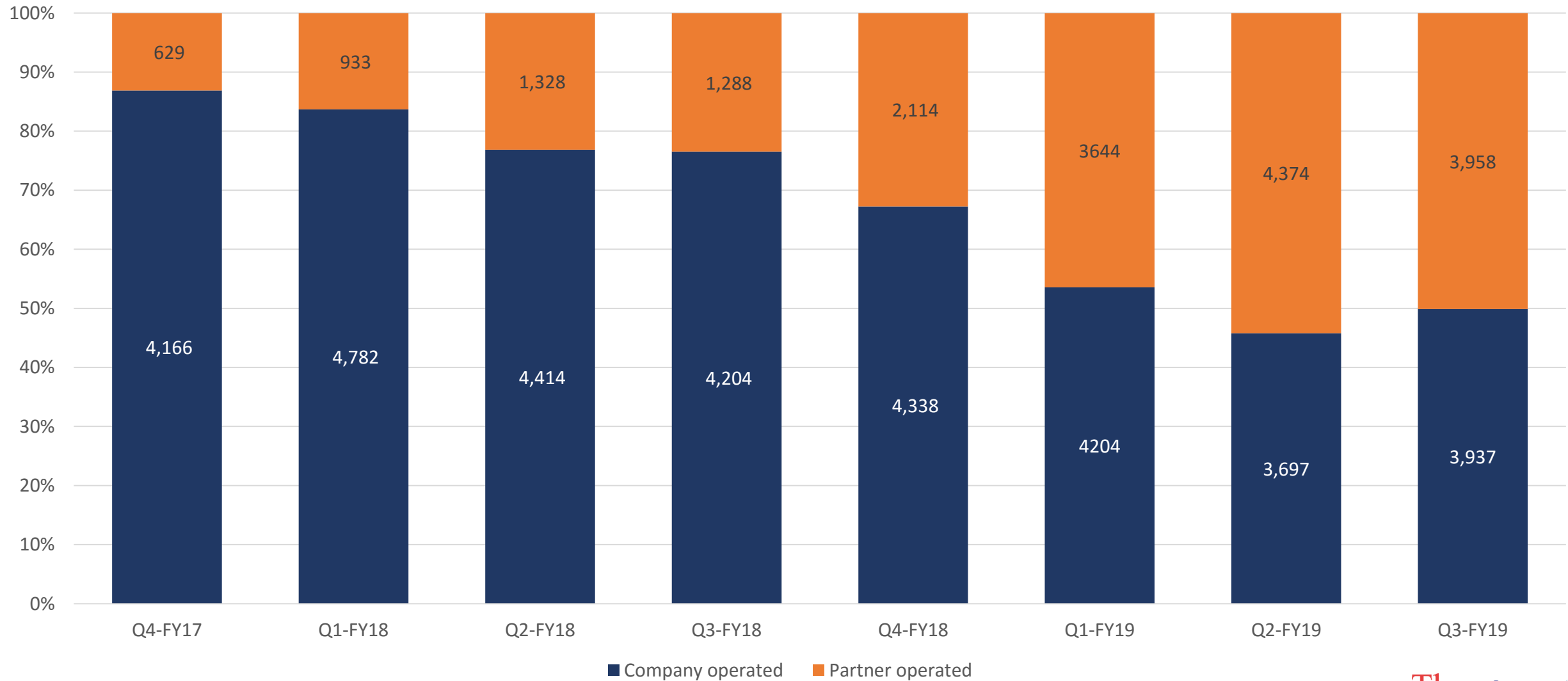
Key Highlights – Nueclear – Q1-FY19

- Nueclear has completed 90,827 PETCT scans as of December 31, 2018, since inception.
- Nueclear has commenced operations at Bangalore PETCT and Coimbatore PETCT too, thus Nueclear has presently 12 locations covered by PETCT network.
- Revenue from operations current quarter YOY grew by 35% to INR 8.16 Crores.
- EBITDA margins at 15%, consistently EBITDA positive for 11th successive quarter.
- The cost of material consumed has increased with more number of scans and adjusted for the overlapped cost of the previous quarter. The overheads have increased with additional operation centres and the fees payable to the partners for services availed. The operational costs of the newer centres is incurred and the revenue thereof would be built up over the period.
- Jaipur centre re-commissioned operations and the Raipur centre is expected to be functional in this month. Chennai PETCT centre is likely to commission in April.

Key Financial Trends - Nueclear

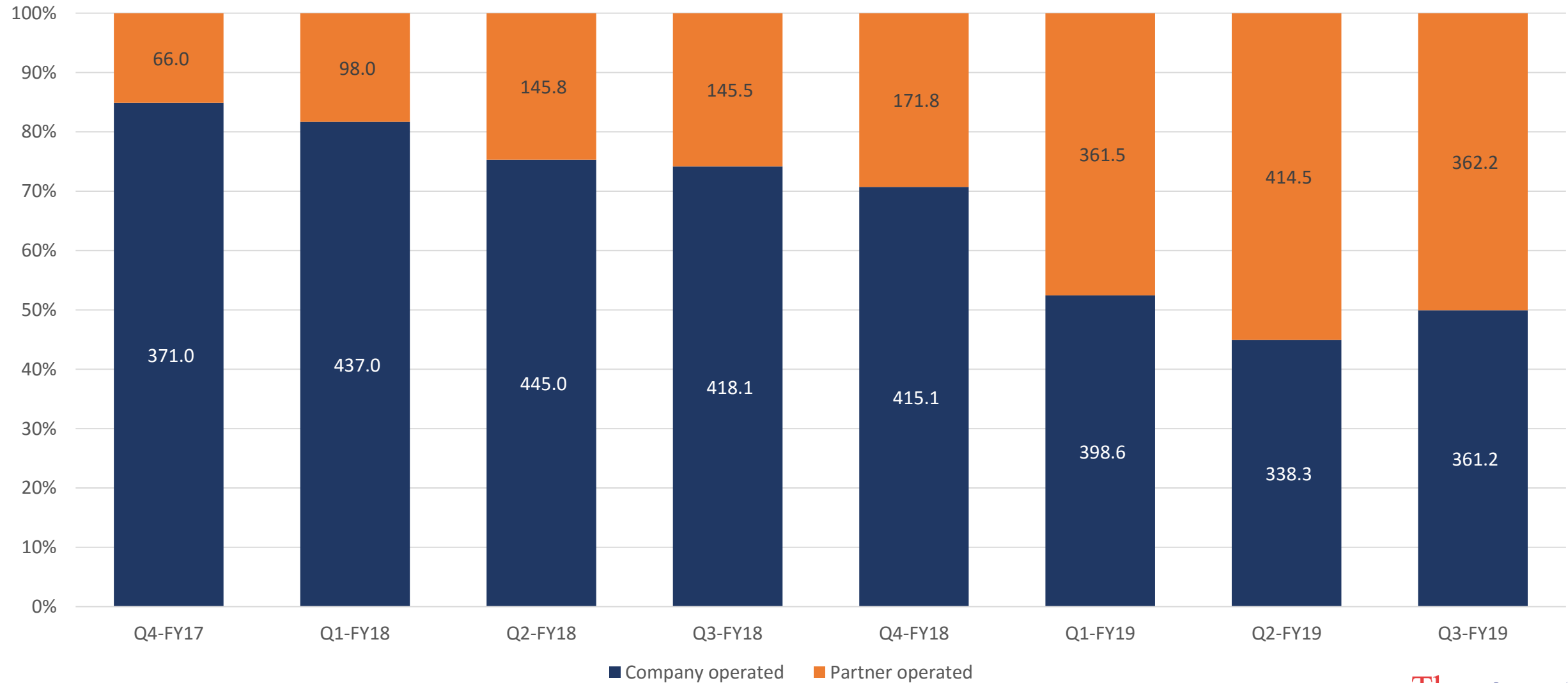


Centerwise Scan Volumes*



*Scan volumes include CT scans

Centerwise Scan Revenues



Thank You

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