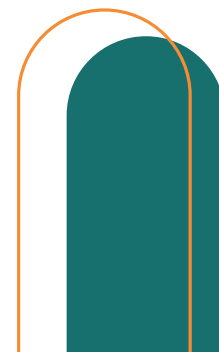




Vimta Labs Limited

Investor Presentation

Q4 & FY25



Disclaimer



The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global industries that we serve, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employees have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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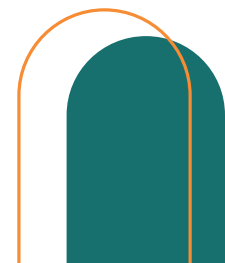
- ▶ **Q4 & FY25 Earnings**
- ▶ **Company Overview**
- ▶ **Industry Landscape**
- ▶ **Our Competitive Advantage**
- ▶ **Way Forward**



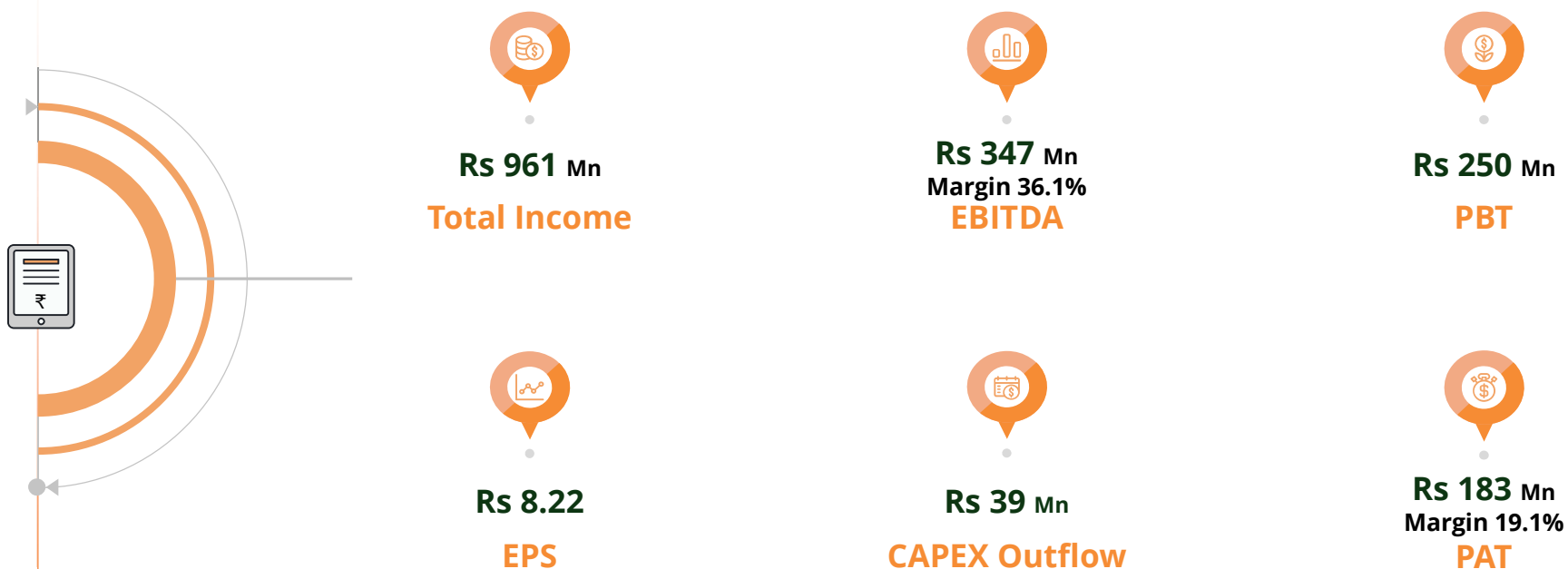


Q4 & FY25 Earnings

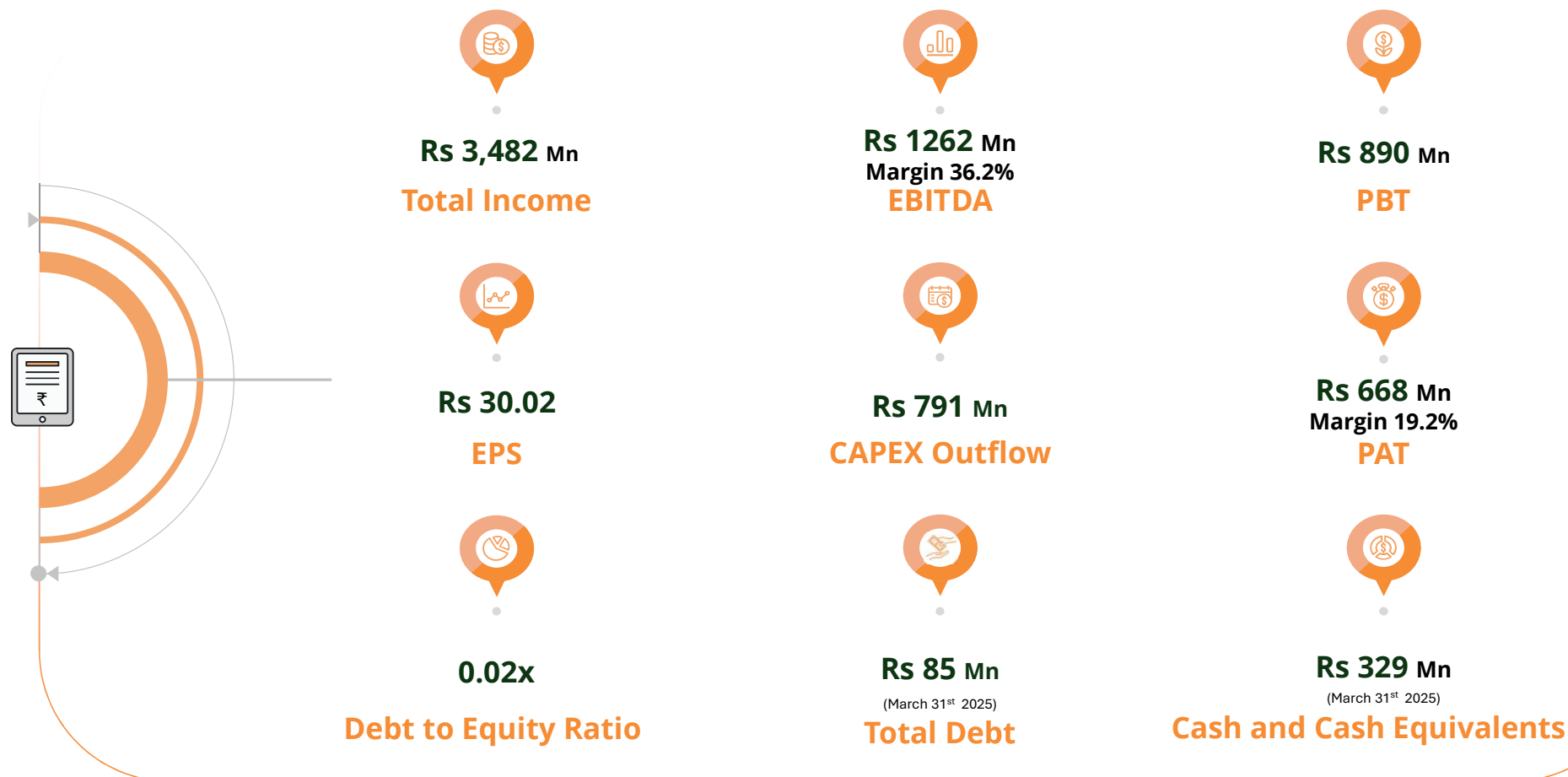
- ▶ *Q4 & FY25 Highlights*
- ▶ *FY25 Business Updates*
- ▶ *Key Metrics: Q4 & FY25*
- ▶ *Profit & Loss Statement*
- ▶ *Financial Track Record*
- ▶ *Shareholding Pattern*



Q4 FY25 Highlights



FY25 Highlights



FY25 Business Updates



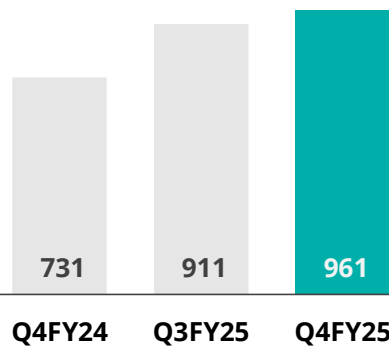
- Successful regulatory audits from various regulatory authorities: USFDA (Clinical GLP); European Medicines Agency (cGMP – human health and animal health); Turkey (cGMP); Kazakhstan (GCP), NGCMA (OECD-GLP) and CDSCO (GCP, Medical Devices).
- Forayed into Clinical trial services
- Food Division conferred with ‘Outstanding Laboratory Performance Award 2024’ by CII for the 2nd consecutive year.
- Business Transfer of CRL division to Thyrocare
- Relocated Pune food testing lab to Nashik with a view to be closer to agri produce regions.
- Capacity expansion: At Life Sciences Facility, added an additional ~200,000 sft of modern laboratory spaces
- EMTAC is merged with Vimta: Scheme has been sanctioned by NCLT Hyderabad bench.

Key Metrics: Q4 FY25



Total Income (In ₹ Mn)

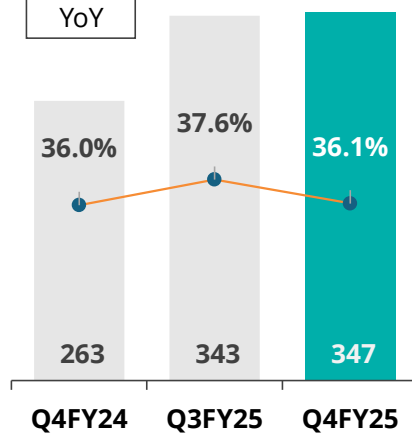
▲
31.4%
YoY



EBIDTA & EBIDTA Margin (In ₹ Mn, %)

■ EBIDTA —●— EBIDTA Margin

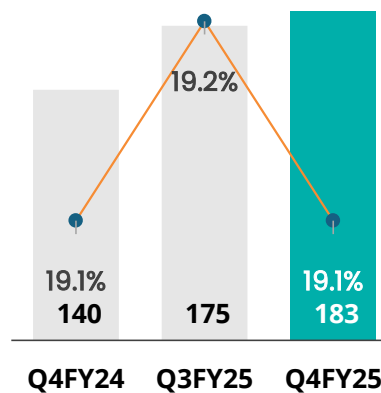
▲
31.9%
YoY



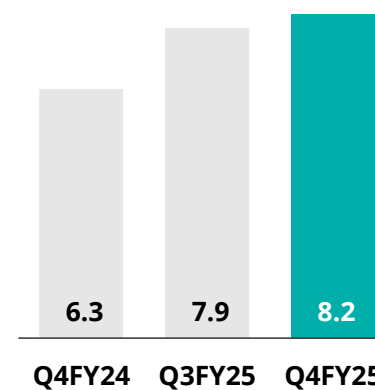
PAT & PAT Margin (In ₹ Mn, %)

■ PAT —●— PAT Margin

▲
31.2%
YoY



Basic EPS (In ₹)

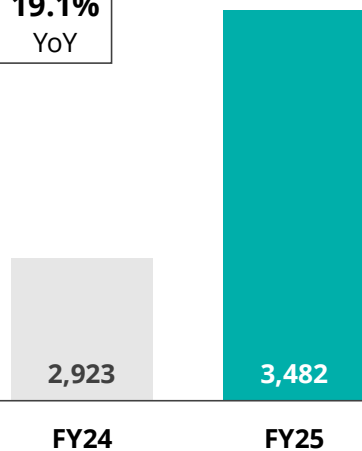


Key Metrics: FY25



Total Income (In ₹ Mn)

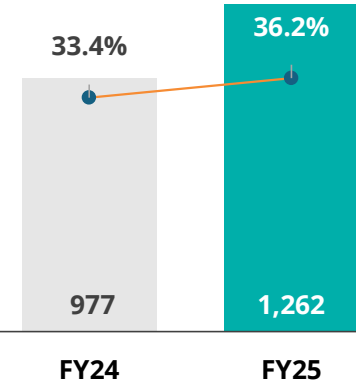
▲
19.1%
YoY



EBIDTA & EBIDTA Margin (In ₹ Mn, %)

■ EBIDTA ● EBIDTA Margin

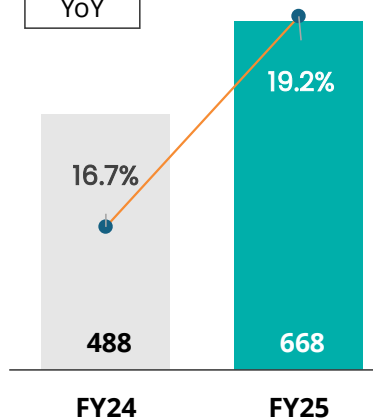
▲
29.1%
YoY



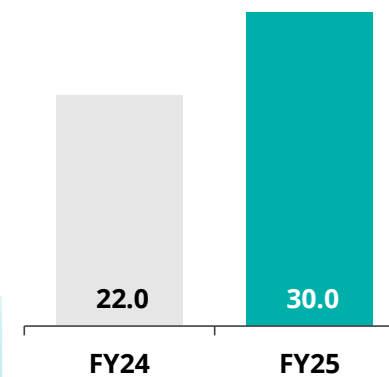
PAT & PAT Margin (In ₹ Mn, %)

■ PAT ● PAT Margin

▲
36.8%
YoY



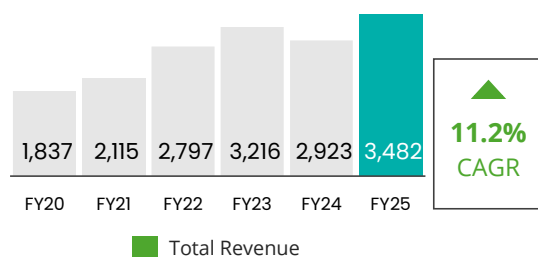
Basic EPS (In ₹)



Financial Track Record

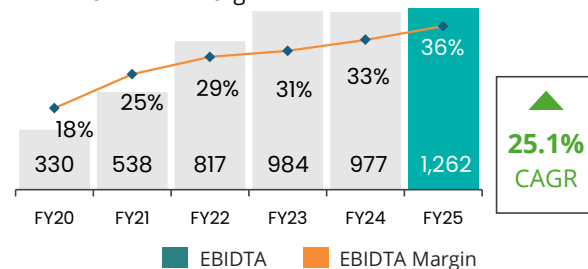


TOTAL INCOME (₹ Mn)

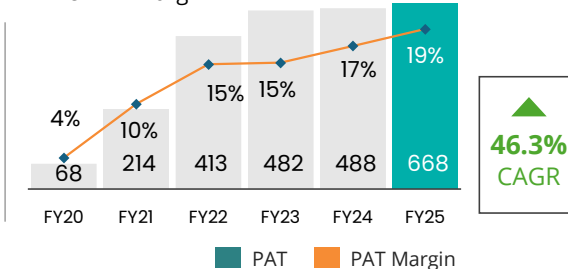


PROFITABILITY (₹ Mn)

EBITDA & EBITDA Margin

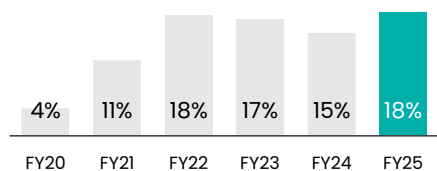


PAT & PAT Margin

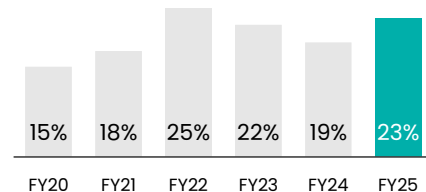


BALANCE SHEET RATIOS

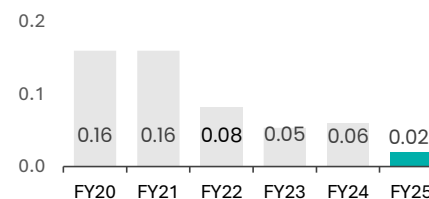
RoE (%)



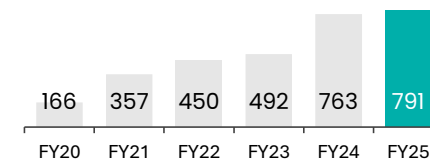
RoCE (%)



Debt to Equity



Total Capex



- a. Financial numbers for the period FY24 & FY25 are from continuing operations and exclude Diagnostic and Pathological services business
 b. CAGR for the period FY20-FY25

Profit & Loss Statement

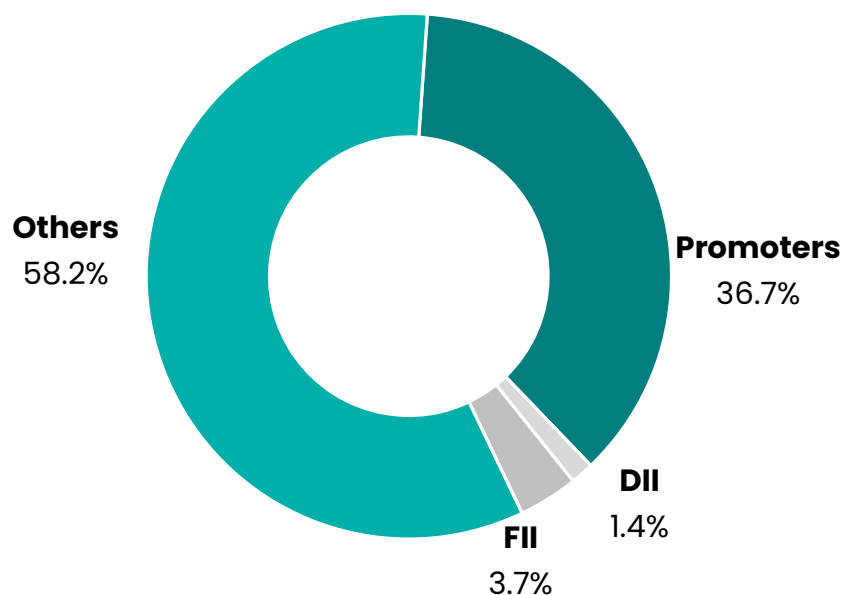


Particulars (₹ Mn)	Q4 FY25	Q4 FY24	YoY (%)	Q3 FY25	QoQ(%)	FY25	FY24	YoY (%)
Revenue from Operations	944.4	727.3		899.0		3,439.8	2,886.0	
Other Income	16.4	3.8		12.0		42.4	37.1	
Total Income	960.8	731.2	31.4%	911.0	5.5%	3,482.2	2,923.1	19.1%
Material and Testing Costs	181.6	132.9		204.0		710.2	573.2	
Cost of lab setup	0.2	0.2		2.0		4.3	2.4	
Changes in inventories of work-in-progress	0.0	0.6		0.0		0.0	1.0	
Employee benefits expense	272.6	214.9		234.0		970.2	891.8	
Other expenses	159.6	119.6		128.0		535.7	477.2	
Total Expenses	614.1	468.2		568.0		2,220.3	1,945.6	
EBIDTA	346.8	263.0	31.9%	343.0	1.1%	1,261.9	977.5	29.1%
<i>EBIDTA (%)</i>	36.1%	36.0%		37.6%		36.2%	33.4%	
Finance costs	4.4	5.3		6.0		19.0	21.0	
Depreciation expense	92.1	78.4		98.0		352.9	331.4	
Profit before tax	250.3	179.4	39.5%	239.0	4.7%	890.0	625.0	42.4%
<i>PBT (%)</i>	26.0%	24.5%		26.2%		25.6%	21.4%	
Tax	67.1	39.8		64.0		222.5	136.9	
Profit for the year	183.2	139.6	31.2%	175.0	4.7%	667.5	488.1	36.8%
<i>PAT (%)</i>	19.1%	19.1%		19.2%		19.2%	16.7%	
Basic EPS (INR)	8.2	6.3	30.3%	7.9	4.1%	30.0	22.0	36.2%

Shareholding Pattern



Shareholding as on 31st March 2025



Share Information as on 31st March 2025

NSE Ticker	VIMTALABS
BSE Ticker	524394
Market Cap (INR Cr)	2,223.67
% free-float	63.30%
Free-float market cap (INR Cr)	1,407.57
Total Debt (INR Mn)	85
Cash & Cash Equivalents (INR Mn)	329
Shares Outstanding	2,22,34,512
3M ADTV (Shares)*	1,89,397
3M ADTV (INR Cr)*	18.62
Industry	TIC

Source: NSE & BSE

#Cash and Cash equivalents includes other bank balances



Company Overview

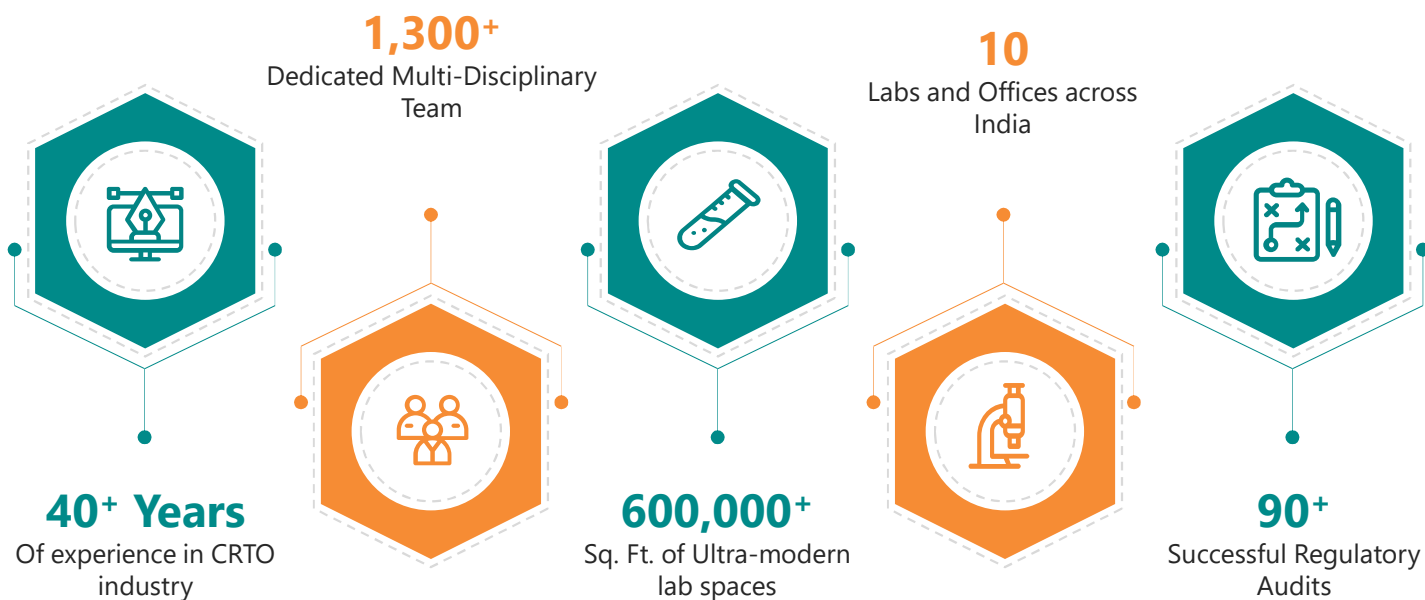
- ▶ *Vimta at a Glance*
- ▶ *Our Journey*
- ▶ *Services*
- ▶ *Geographical Presence*
- ▶ *Management*



Vimta at a Glance



Established in 1984, VIMTA is one of India's most renowned companies for contract research and testing, recognized for its high-quality, cutting-edge technology enabled wide spectrum, reliable services and vast experience. The company's broad capabilities span across biologics, small molecules, agro-chemicals, food & beverages, electronics, medical devices, home and personal care products, and environment testing.



Our Journey



	 Infrastructure	 People	 Investment	 Capabilities	 Revenue
2024	▲ 600,000+ ft ²	▲ 1300+	▲ 492 M	▲ Pharma & Biopharma: Discovery & development services; Food; Environment; Electronics Testing	▲ 3,216 M
2015	▲ 400,000+ ft ²	▲ 1000+	▲ 580 M	▲ Analytical – Pharma, Biopharma & Food; Clinical Research; Preclinical; Clinical Diagnostics; Environment Testing	▲ 1,073 M
2006	▲ 200,000+ ft ²	▲ 600+	▲ 992 M	▲ Clinical Research; Environment; Analytical Testing – Food & Pharma	▲ 542 M
1992	▲ 50,000+ ft ²	▲ 150+	▲ 85 M	▲ Environment; Analytical – Food & Pharma; Toxicology; Material testing; Clinical Research	▲ 16 M
1984	▲ 500 ft ²	▲ 6	▲ 200,000	▲ Minerals & ores; Metals; Rice bran oil testing	▲ 156,000

- Investment & Revenues in INR
- Investments depicted may have spread across more than the denoted year

Our offerings



**Drug
discovery and
development
services**



**Food & Agri
Testing**



**Electronics &
Electricals
Testing**



**Environment
Testing &
Consultancy**

1. Drug discovery and development services



Offerings	Pharma Analytical	Clinical Research	Preclinical Research
Industry	Pharmaceuticals, Biologics, Nutraceuticals, Medical Devices, Animal Health.		Pharmaceuticals, Biologics, Medical Device, Agrochemical, Speciality Chemicals
Accreditations & Regulatory Approvals	DCA, USFDA, WHO, EMA, DRAs of Ukraine, Turkey	CDSO, USFDA, WHO, MHRA, NPRA, and European DRAs	OECD-GLP, CCSEA, DSIR, AAALAC
Services	▶ Wide range of analytical services ▶ E&L studies ▶ Stability testing ▶ Method development ▶ Validations ▶ Genotoxic impurities ▶ Elemental analysis ▶ In vitro studies ▶ Physical Characterisation ▶ Dissolution Testing ▶ Microbiology ▶ Immunogenicity studies ▶ Characterization ▶ Bioassays ▪ BA/BE Studies ▪ Bioanalytical ▪ Clinical Trials (Phase I to IV) ▪ Clinical End Point Studies ▪ Claim Studies ▶ Comprehensive in vitro, ex vivo and in vivo studies ▶ ADME, and PK ▶ IND enabling packages (genetic toxicology, safety pharmacology, general toxicology, & toxicokinetic studies). ▶ Chronic toxicology, reproductive toxicology, neurotoxicology, immunotoxicology, and carcinogenicity ▶ Biowaiver and alternative to animal studies ▶ Ecotoxicology, environmental fate and metabolism studies		

2. Food & Agri Testing



Industry	Food Manufacturing & Processing, Cultivation, Export, Retail, Nutraceuticals, Agro-chemicals, Water & Beverages, Animal Feed
No. of Locations	7 (Hyderabad, Mumbai (NFL), Ahmedabad, Bengaluru, Nellore, Nashik, Noida)
Accreditations & Regulatory Approvals	• FSSAI, ISO 17025, BIS, APEDA, EIS, SHEFEXIL, EU Commission, OCED-GLP, AGMARK, Tea Board, Spices Board • Hyderabad Lab is a National Reference Lab for Water & Beverages Testing • Mumbai Lab is a National Food Laboratory, operated for FSSAI
Services	▶ Food contaminants, food allergens, microbiology/pathogen, GMO testing, nutrition & composition analysis for all agri, food, food products, water and beverages ▶ New product development support, validations ▶ Shelf life assessments ▶ Packaging material testing ▶ Nutraceuticals testing, method validations ▶ Animal feed analysis ▶ Argo-chemical (crop sciences): support for research and development, method development, validation and testing for regulatory submissions in India, Europe, South America, Japan, South East Asia

3. Electricals & Electronics Testing & Certification



Industry	Aviation, Defence, Medical Device, Telecom, Home appliances, Toys, Industrial & control equipment, Consumer electronics, Rail & Automotive, IT, IOT, physical security products, and allied industries
No. of Laboratories	1 (Hyderabad)
Accreditations & Regulatory Approvals	ISO 17025, TEC BIS & NABCB (of Emtac Laboratories Pvt Ltd., fully owned subsidiary)
Services	▶ EMI/EMC testing ▶ Radio Frequency testing ▶ Environmental & reliability testing ▶ Mechanical & electrical safety testing ▶ Performance testing ▶ Product Certification ▶ CE marking

4. Environment Testing & Consultancy Services



Industry	Manufacturing and Processing industries, Oil & Gas, Power, Cement, Mining, Infrastructure, etc.
No. of Locations	4 (Hyderabad, Chennai, Kolkata and Noida)
Accreditations & Regulatory Approvals	MoEF, ISO 17025, QCI/NABET, OSHAS 45000
Services	▶ Post project monitoring ▶ Industrial hygiene & Indoor air ▶ Advanced testing & tailor-made services (CEMS validation, PG for pollution equipment, Dioxins, Furans, Industrial Gas, VOC as per LEED and EPA) ▶ Offshore monitoring ▶ SIA & hydrogeological studies ▶ EHS audits, Hazardous waste study, Life cycle assessment ▶ Due diligence studies ▶ Green audit, Metrological studies ▶ Noise, air, traffic modelling etc.

Geographical Presence



Hyderabad (Headquarters)



Food



Pharma



Electronics & Electrical



Environment

Food

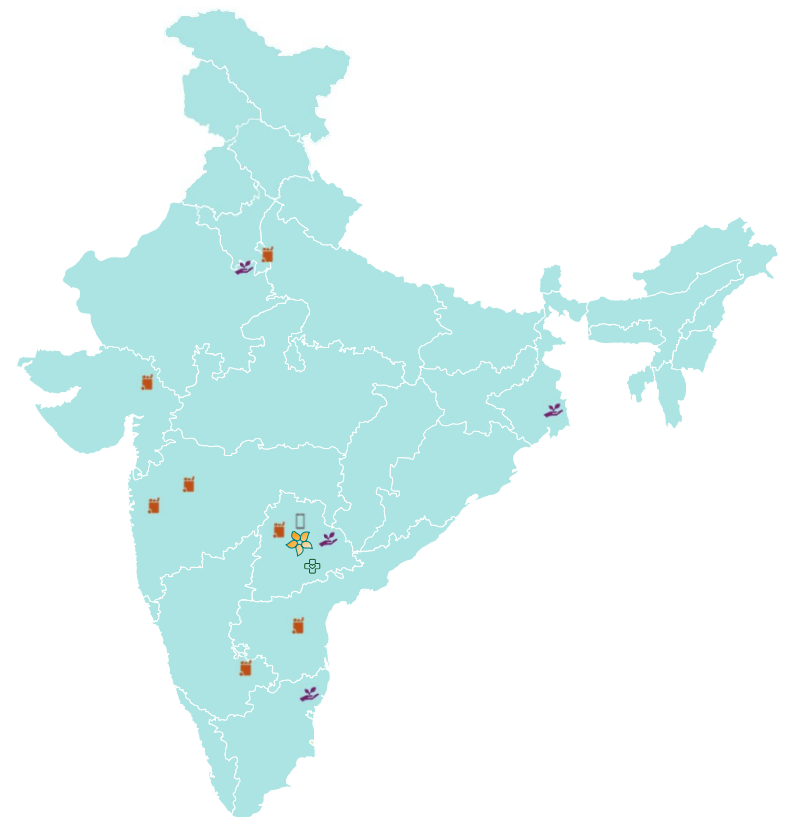
Hyderabad
Ahmedabad
Noida
Mumbai (NFL)
Nashik
Bengaluru
Nellore

Environment

Hyderabad
Chennai
Noida
Kolkata

Electrical and Electronics

Hyderabad



Key Management Team



S P Vasireddi
Executive Chairman

Dr. S P Vasireddi is a Scientist – Technocrat – Entrepreneur having more than 45 years of experience in contract research and testing laboratory management. He is the founder and Chairman of VIMTA.

Dr. Vasireddi is reckoned as the pioneer of CRO industry in India. He led VIMTA from a single bench laboratory to a wide spectrum, globally recognized CRO. In recognition of his eminence in CRO & Testing industry he is/has been nominated as a member on the Advisory/ Governing Boards of several apex scientific and regulatory bodies of the country such as FSSAI, NABL etc.



Harita Vasireddi
Managing Director

Harita has close to 25 years of experience in the TIC/CRO industry with track record of growth and profitability.

Her Core competencies include management & driving organizational adaptability and development, quality management systems, and risk management.

She holds an MBA in Operations Management from Boston College, USA; and is a B.Pharm graduate from Mysore university, India



Sreenivas Neerukonda
Executive Director

Sreenivas's core competencies include strategic planning and execution, new service opportunities development, communication and relationship building, competitive intelligence, and fostering strong team relations to deliver goal-oriented performance.

He holds an MBA in Management Information Systems, University of Oklahoma, USA; B.Pharm, Nagpur University, India.



Siva Kambhampati
Chief Financial Officer

Siva is a seasoned finance professional with a strong academic foundation. He is a CA and secured 63rd rank in cost accountancy. With over 16 years on experience in the engineering and pharmaceutical industries, he brings diverse expertise in strategic financial planning & management, product costing & pricing, and treasury management.

He has previously worked at Artson engineering Ltd. (A TATA Enterprise), Hyderabad as a CFO.

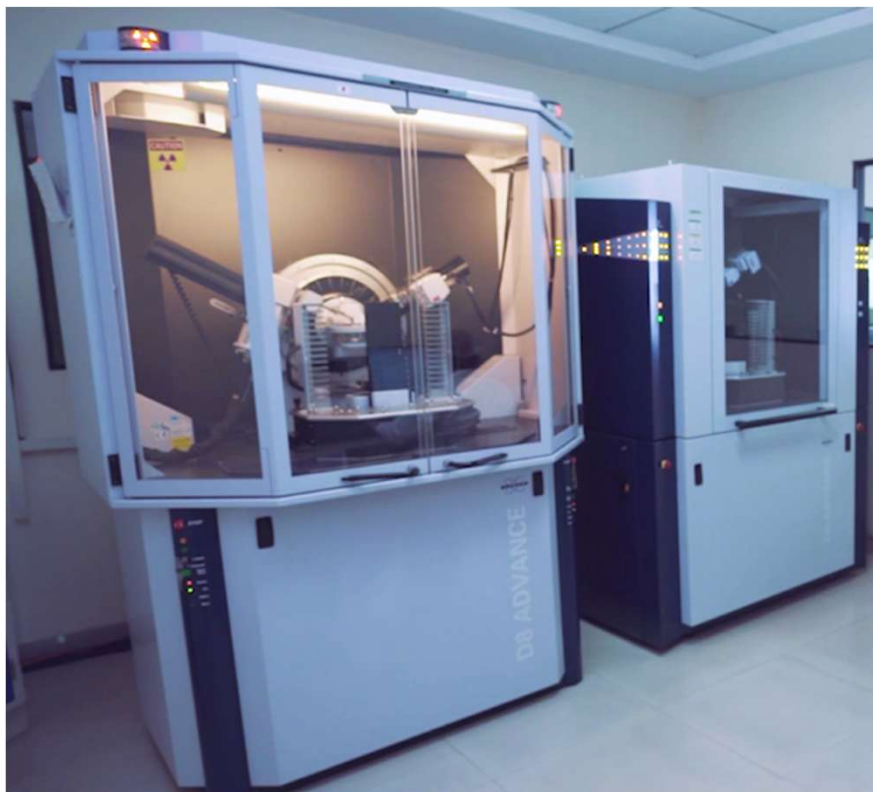


Harriman Vungal
Executive Director - Operations

Harriman was inducted to the Board as one of the Promoter Directors in 1990 and was appointed as Technical Director of the Company in 1992. He has extensive lab operations management experience and is a go to senior resource on GXP's.

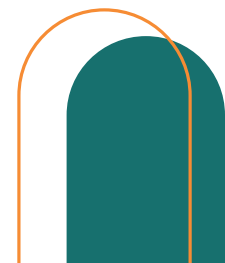
He has led the Company's effort in building state of the art IT infrastructure, systems and their compliance to applicable regulations.

He holds D. Tech in Electronics from Toronto, Canada.

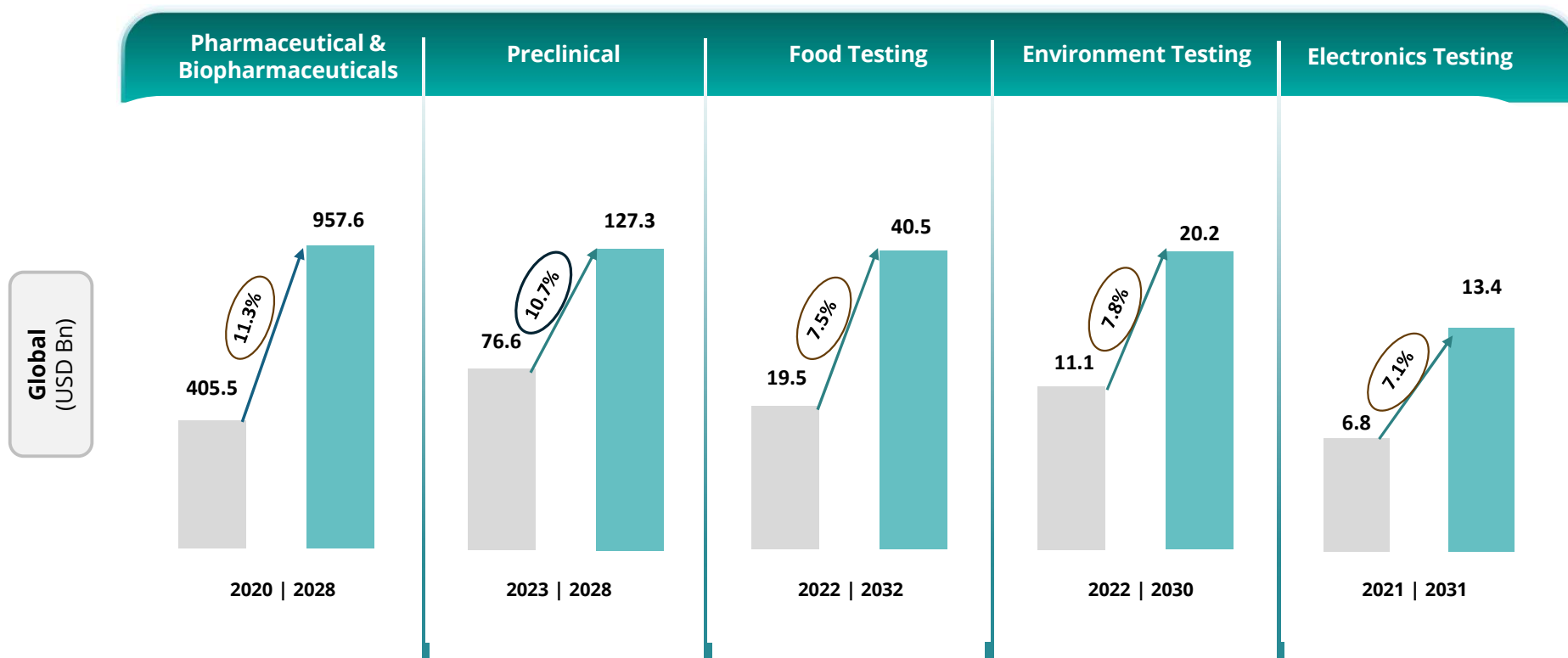


Industry Landscape

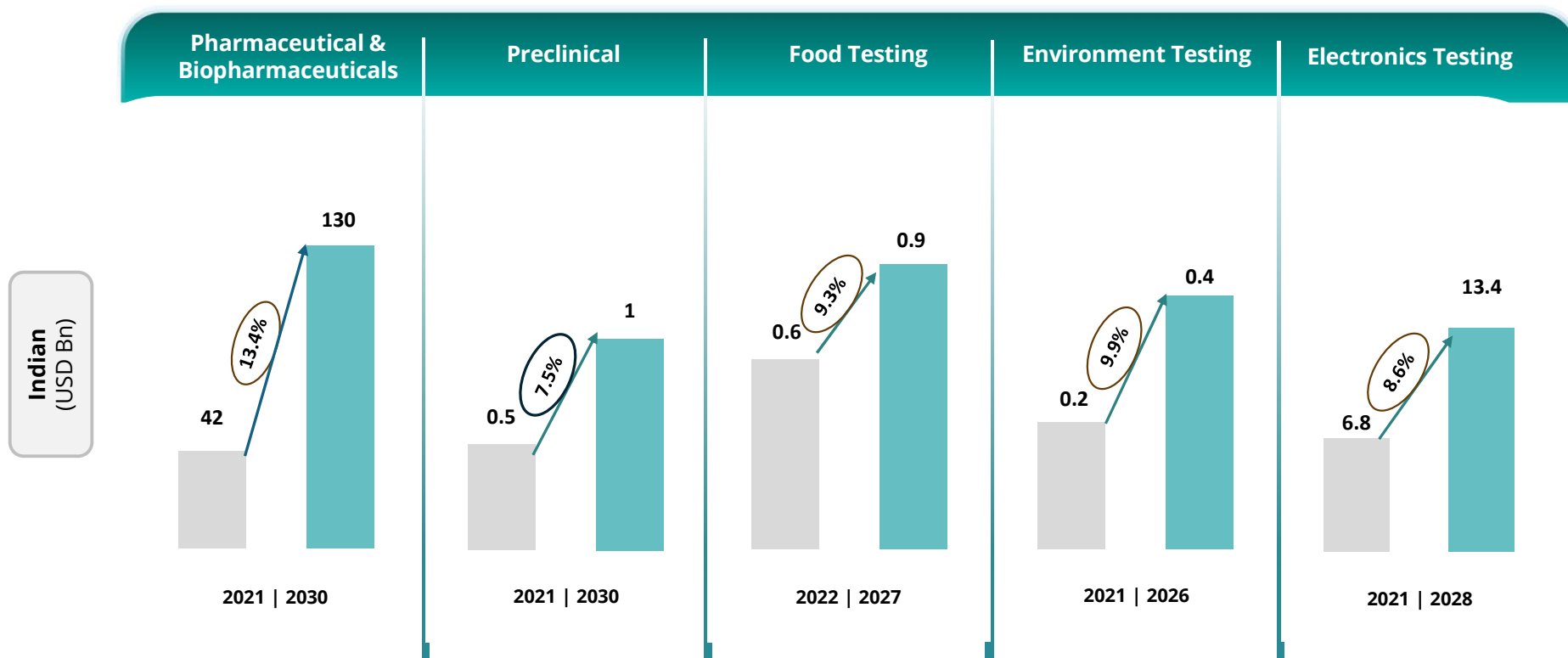
- ▶ *Market Opportunity*
- ▶ *Factors Driving Industry Growth*



Markets Opportunity



Markets Opportunity



Factors Driving Industry Growth



Drug Discovery & Development

Increasing demand for new drug innovations, growth in biologics and vaccine products development, and increasing regulations in pharma and biotech industry

Specialized knowledge, skills and testing tools that CROs can provide



Food Testing

Growing international food regulations, evolving Indian food safety regulations, growing world population, and increasing demand for independent third-party inspection & testing



Electrical & Electronics Testing

Surge in demand for certification services of electrical & electronic products, growing defence budgets and make in India initiatives

Green push by Government for electrical vehicles



Environment Testing

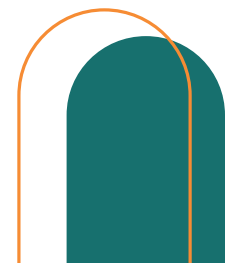
Increase in regulations to address the growing concerns of air, water and soil contamination



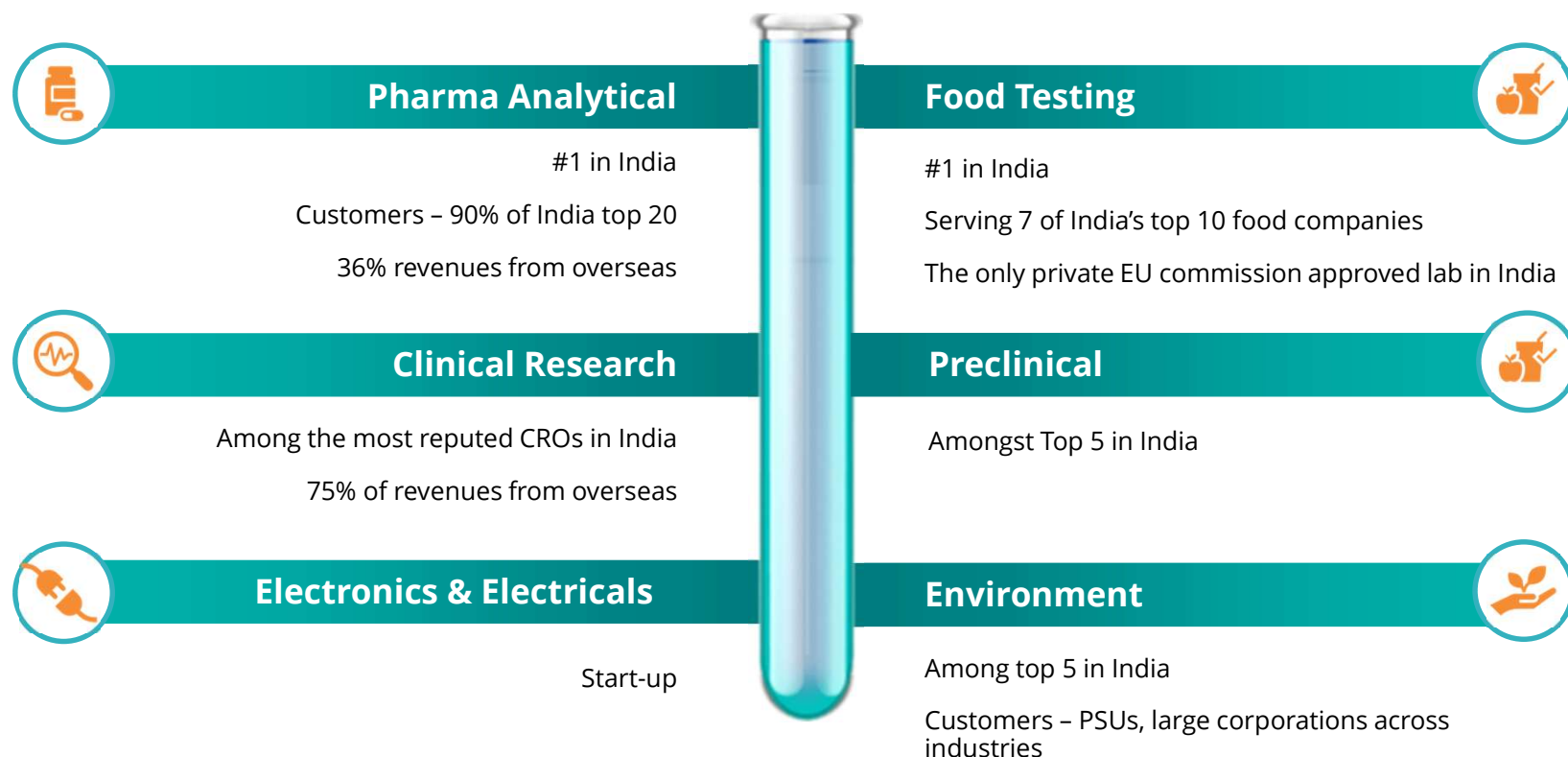


Our Competitive Advantage

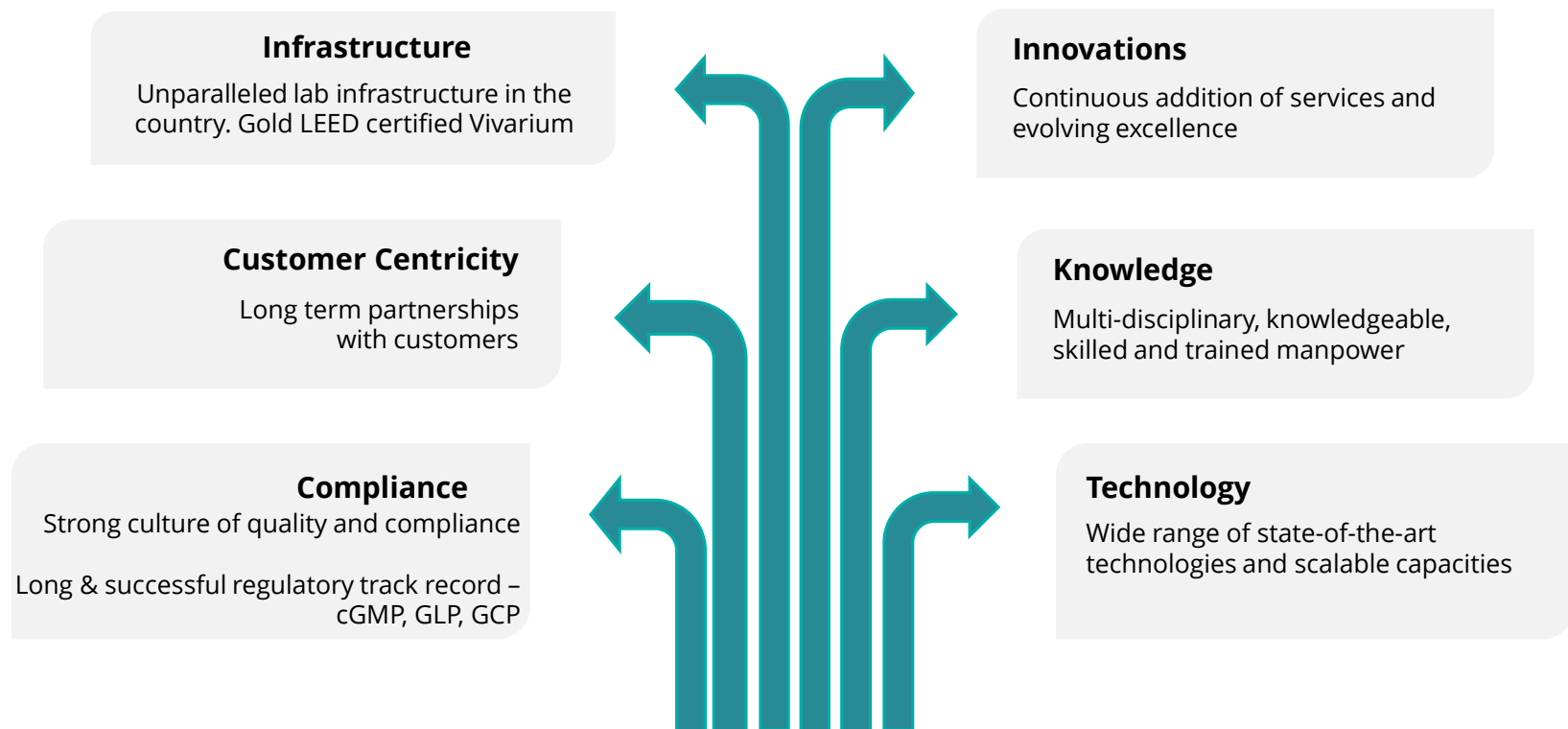
- *Our Position in the CRTO Landscape*
- *Our Strength*



Our Position in the CRTO Landscape



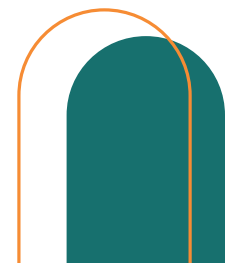
Our Strengths





Way Forward

► *Our Key Growth Drivers & Strategies*



Our Key Growth Drivers & Strategies



Favourable markets

- ✓ Growth momentum in markets
- ✓ Growing demand for safe & quality - drugs, food, diagnostics, electronics & clean environment



Core business strategies

- ✓ Capacity expansions
- ✓ Service innovations
- ✓ Penetration into new markets
- ✓ Customer partnerships



Core operational strategies

- ✓ Operational excellence
- ✓ Hiring right talent
- ✓ Quality & compliance culture
- ✓ Cutting edge technologies



Best practices

- ✓ Good corporate governance
- ✓ Risk management
- ✓ Listening to customers' needs
- ✓ Continuous learning

Thank You

Vimta Labs Ltd.

Chief Financial Officer

Siva Rama Krishna Kambhampati

Siva.Kambhampati@vimta.com

Siddesh Chawan

Siddesh.Chawan@in.ey.com

Advait Bhadekar

Advait.Bhadekar@in.ey.com

Registered Office Plot

Plot #142, IDA Phase 2
Cherlapally, Hyderabad
Telangana, India. 500051

NSE: VIMTALABS

BSE: 524394

ISIN: INE579C01029

Website: www.vimta.com