

# Vimta<sup>®</sup>

Driven by Quality. Inspired by Science.





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, clinical diagnostics, medical devices, home and personal care products, and environment testing.





### Our Vision

To be an Indian organization with a global perspective that has created an integrated, quality-driven, customer-sensitive, contract research and testing center that is the most comprehensive of its kind across the globe.

### Our Core Values

Integrity of service through honesty, responsibility and an uncompromising commitment to quality and customer service.

Respect for all our team members, partners, customers, suppliers and all other stakeholders.



## Our Belief & Commitment



We believe **our work impacts the wellbeing of millions of people across the globe.** Our responsibility is to the end consumers and patients who use our services and the products we help discover, develop or test for quality.

In protecting the interests for these key stakeholders, **everything we do must be with integrity, honesty, responsibility and of high quality.**



## Culture and Corner Stones

### QUALITY



### PEOPLE



#### We Prioritize:

- Long term organizational reputation & sustainability vs short term interests
- Adapting to customer needs and latest technologies to deliver value
- Our people, and the promises we make to our customers

### INNOVATION

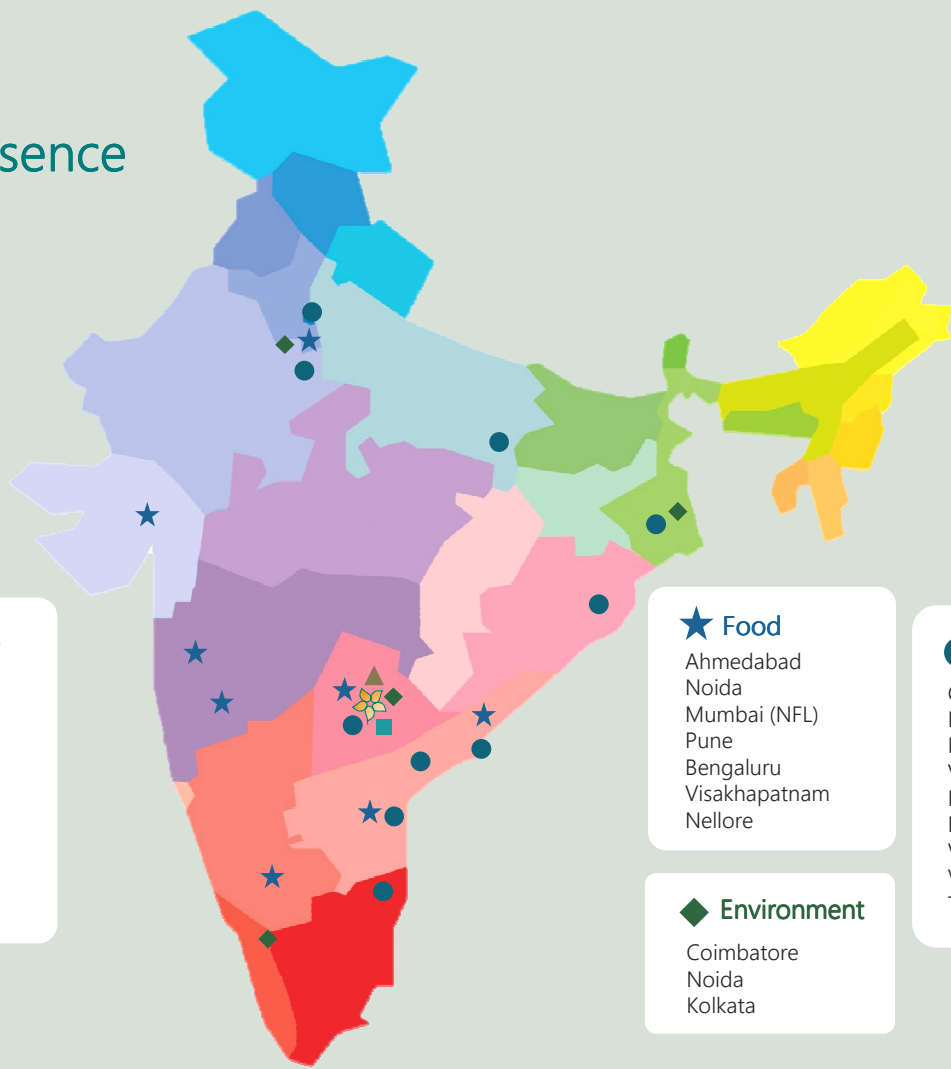


### TECHNOLOGY



# Geographical Presence

Headquartered in Hyderabad, VIMTA has 20 laboratories across India, with a total laboratory space of over 400,000 sq. ft.



**Hyderabad (Head Quarters)**

- Food
- Clinical Diagnostics
- Pharma
- Electronics & Electrical
- Environment

**Food**

- Ahmedabad
- Noida
- Mumbai (NFL)
- Pune
- Bengaluru
- Visakhapatnam
- Nellore

**Clinical Diagnostics**

- Chennai
- Delhi
- Noida
- Varanasi
- Kolkata
- Bhubaneswar
- Visakhapatnam
- Vijayawada
- Tirupati

**Environment**

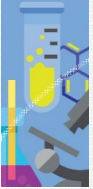
- Coimbatore
- Noida
- Kolkata



## Slide 6

---

**HV21** There is an extra dot for Clinical Diagnostics in AP.  
Harita Vasireddi, 04-08-2022



**Harita Vasireddi**  
Managing Director



**Harriman Vungal**  
Executive Director -  
Operations



**Sreenivas Neerukonda**  
Executive Director



## Key Management Team

**Suresh Kumar**  
President

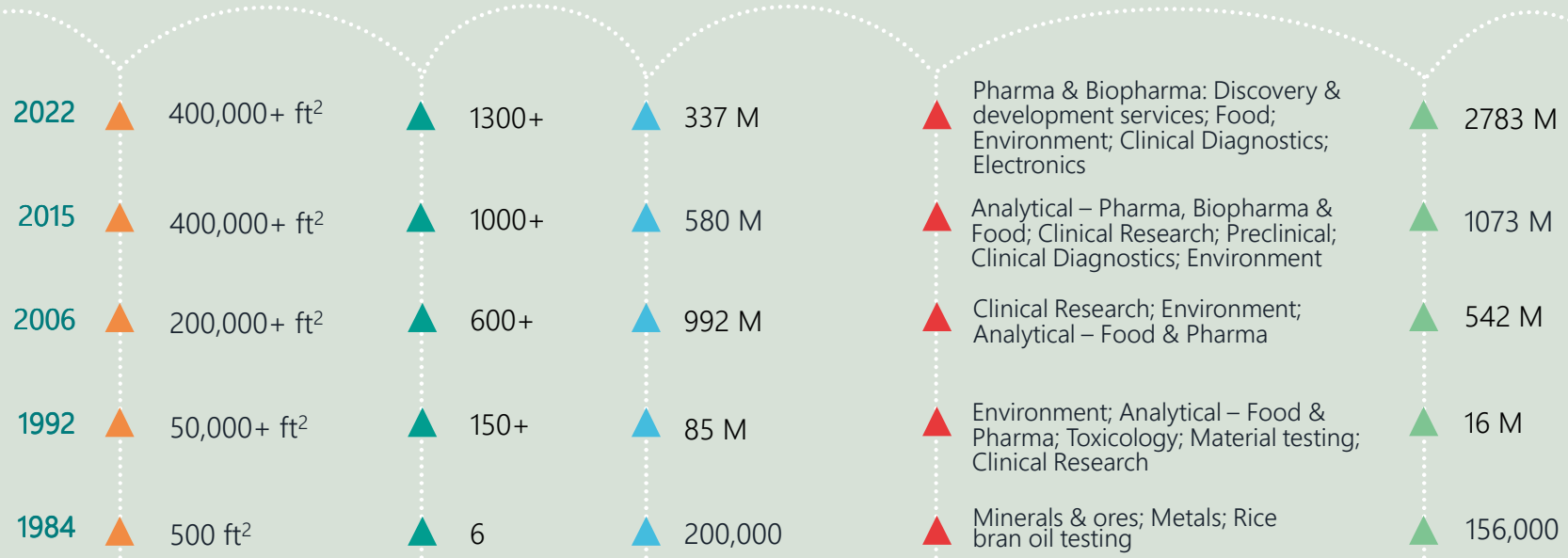


**Narahai Naidu D.R.**  
Chief Financial Officer





## Our Journey over the years



Driven by Quality.  
Inspired by Science.

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






## Service Profile




Pharma  
Analytical



Preclinical



Clinical  
Research




Food



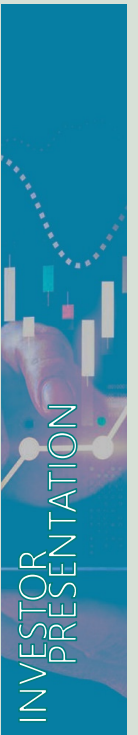
Environment



Clinical  
Diagnostics



Electronics &  
Electricals





## INTEGRATED PARTNER FOR DRUG DISCOVERY & DEVELOPMENT



Drug life cycle management, development and discovery support services in the areas of preclinical research, clinical research, central lab and cGMP analytical services for pharmaceutical and biopharmaceutical companies.

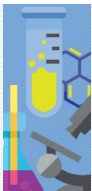
### ANALYTICAL SERVICES FOR DRUG DEVELOPMENT

We are the **leader in India** for a wide range of analytical services for the pharmaceutical, biopharmaceutical and animal health industries.

Our cGMP-compliant analytical services support the entire life cycle, including Early-phase drug development, Regulatory submissions, GMP manufacturing and Post-marketing analytical testing requirements.

**Services** include: E&L studies, stability testing, method development, validations, genotoxic impurities, elemental analysis, physical characterization, in vitro studies, dissolution testing, microbiology, immunogenicity studies, characterization studies, bioassays, etc.





## ...INTEGRATED PARTNER FOR DRUG DISCOVERY & DEVELOPMENT

### CLINICAL RESEARCH SERVICES

With experience and expertise gained from **over 2000 clinical studies**, and reinforced with an impressive track record of successful global regulatory audits from national and international regulatory authorities (DCGI, USFDA, WHO, NPRA, UK MHRA and other European countries), VIMTA has emerged as **one of India's most reputed and reliable CROs**.





## ...INTEGRATED PARTNER FOR DRUG DISCOVERY & DEVELOPMENT

### PRECLINICAL SERVICES

Our test facilities are **Good Laboratory Practices (GLP)** - certified by **NGCMA**, and **AAALAC** accredited.

Our wide gamut of preclinical services to pharmaceutical, biotech, medical device and chemical companies includes:

- General toxicology
- Genetic toxicology
- Safety pharmacology
- Development and Reproductive Toxicology (DART) studies
- Immunotoxicology etc.

Comprehensive pharmacological and drug metabolism and pharmacokinetic studies.

**Wide gamut of Toxicology services** also support agrochemical and medical device industries.





## CLINICAL DIAGNOSTICS

We have a strong brand equity and a pan India presence offering both **routine and specialized diagnostic services**. We have seven well equipped branch laboratories and two regional reference laboratories operated by a proficient team of doctors, technicians and business professionals.



The hallmarks of our clinical diagnostics services are **stringent quality systems, latest technologies and committed customer care**.

Clinical diagnostics range:

- Biochemistry
- Haematology
- Molecular biology
- Microbiology
- Histopathology / Cytopathology
- Serology
- Cytogenetics



## FOOD & AGRICULTURE SERVICES

We offer routine as well as specialized **testing services for food and agriculture products** to assist with R&D, regulatory compliance, trade and internal quality requirements.

With eight state-of-the-art food testing laboratories across India, VIMTA is a **'National Referral Lab'** and a preferred laboratory partner for many MNCs, and also relied on by Government institutes for **projects of national importance**.

We support new product development, and offer multifarious analytical services for:

- The feed that sustains animal life
- Crops yielded by various soils
- All varieties of food and food products for consumption/export
- Milk, water and beverages
- Nutraceuticals





## ENVIRONMENT TESTING & CONSULTANCY

We have been providing **Environment Impact Assessments and Environment Testing** since inception and have gained substantial expertise. We provide our services to various industries such as power, infrastructure, steel, cement, oil & gas, mining, pharmaceutical, food, chemical etc.



### Our expertise:

- Testing of water, waste water, air, soil, noise
- Post-project monitoring, environment compliance studies
- EIA & social impact assessments
- Deep-ocean studies, marine ecological studies
- Forestry and ecological studies
- Rejuvenation & cleanup consultancy
- Ground water studies & contamination studies
- Site due diligence, remediation strategies
- Social sustainability, climate change and environmental education projects
- Mining plan preparation
- EHS audits
- Work space monitoring etc.



## ELECTRONICS & ELECTRICAL TESTING

Newly launched EMI / EMC services cater to **IT, automotive, aviation & defense, medical devices, telecom, home appliance / consumer electronics and allied industries.**



### Services

- EMI / EMC TESTING
  - Radiated
  - Conducted
- Environmental testing
- Mechanical & electrical safety testing
- Performance testing
- **Product certification**

The non EMI / EMC services are rendered through our **wholly owned subsidiary, Emtac Laboratories Pvt. Ltd**, acquired in 2020, which is ISO 17025 accredited by NABL, ISO 17065 accredited by NABCB, and approved by TEC and BIS.

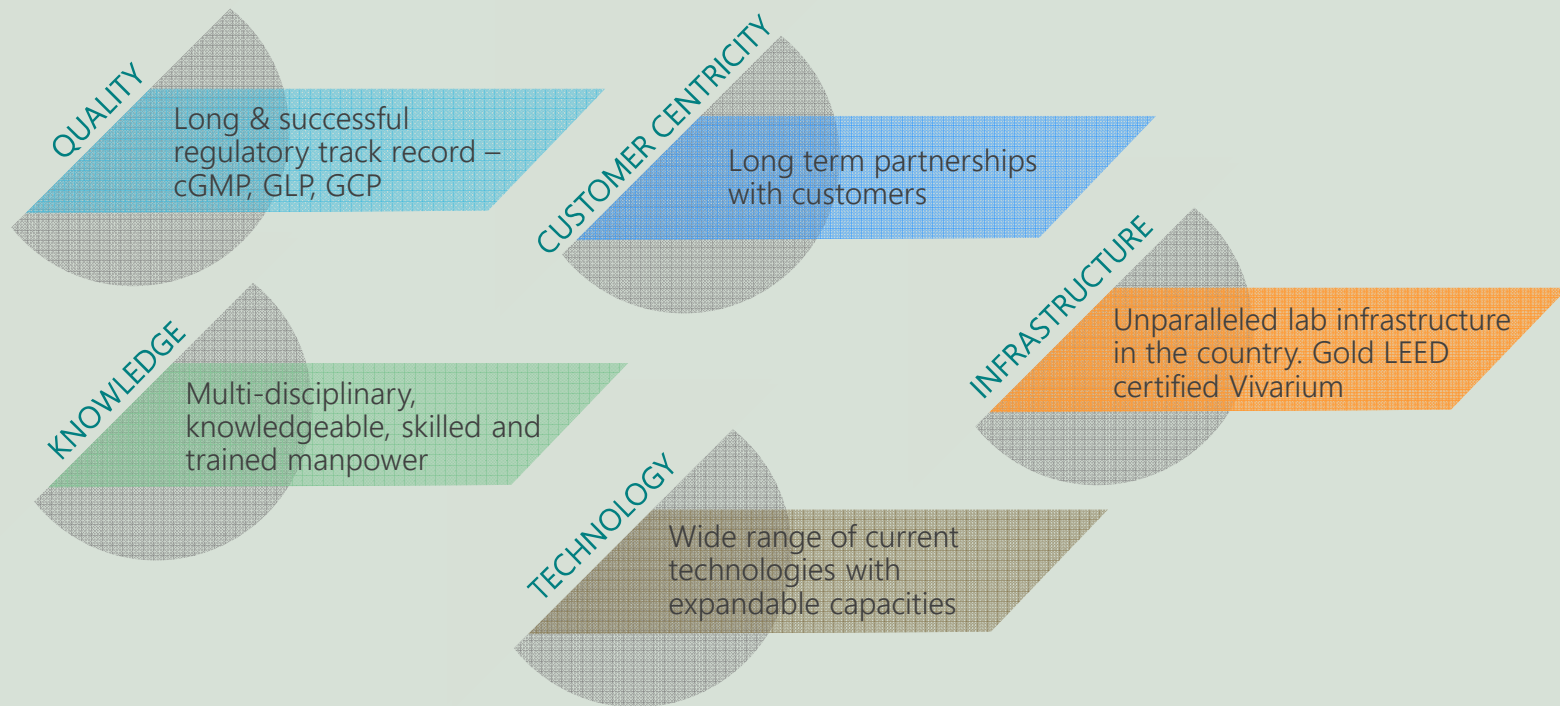


## Accreditations, Approvals, and Regulatory Inspections





## Our Strengths





## Our Key Growth Drivers & Strategies

We aspire to reach revenues of >Rs.500 cr by 2025.

The growth will be propelled by all our core services through multi-pronged strategic focus.

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



Favourable markets

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



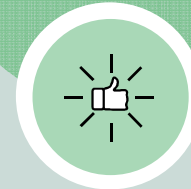
Core business strategies

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



Core operational strategies

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



Best practices



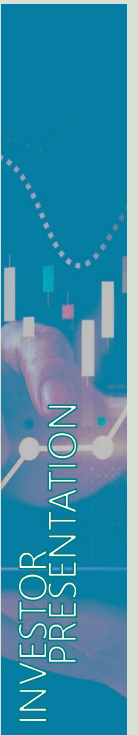
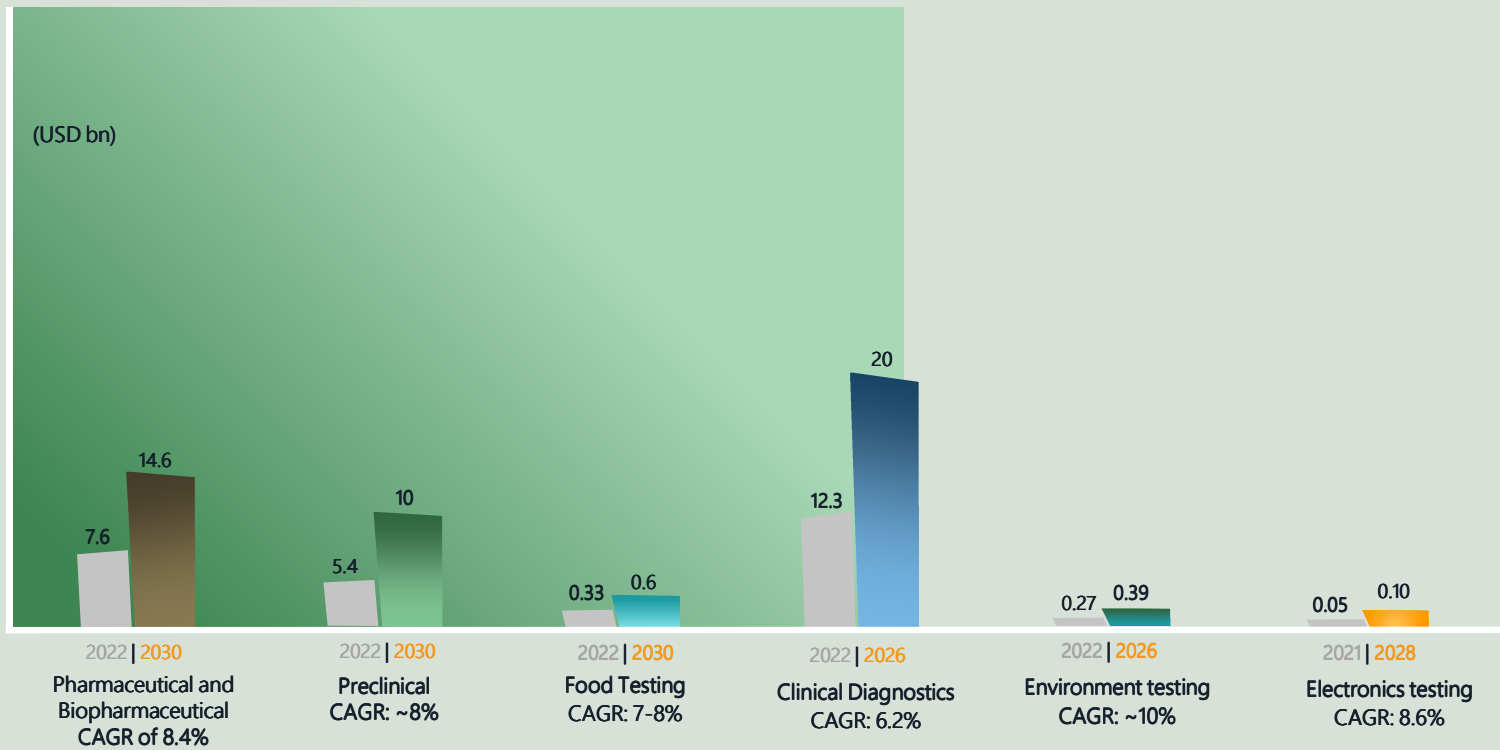
## Factors driving industry growth

- Increasing demand for new drug innovations, growth in biologics and vaccine products development, and increasing regulations in pharma and biotech industry
- Growing international food regulations, evolving Indian food safety regulations, growing world population, and increasing demand for independent third party inspection & testing
- Health risks from communicable diseases, life style diseases, growing population and urbanization is driving the demand for precise diagnostic testing.
- Increase in regulations to address the growing concerns of air, water and soil contamination.
- Growth in public infrastructure and heavy industries.
- Surge in demand for certification services of electrical & electronic products, growing defense budgets and make in India initiatives.
- Green push by Government for electrical vehicles
- Cost and time advantage of outsourcing
- Specialized knowledge, skills and testing tools that CROs can provide





# Markets





## Our Position in the CRO Landscape

### Pharma Analytical & Preclinical

- **#1 in India**
- Customers – 90% of India top 20
- 30% revenues from overseas

### Clinical Research

- Among the most reputed **CROs in India**
- 80% of revenues from overseas

### Electronics & Electricals

- Start-up

### Food Testing

- **#1 in India**
- Customers – 70% of India top 10

### Environment

- Among **top 5 in India**
- Customers – PSUs, large corporations across industries

### Clinical Diagnostics

- Among **leading labs** in TS, AP, UP states





## FY20, FY21 – Operational Highlights: PHARMA ANALYTICAL

- **Successful USFDA** remote record review
- **EU approval** for a customer's medical device (extractable and leachable study)
- **Single method** developed and validated for estimation of **12 nitrosamine compounds** in a drug product
- **USFDA approval** for customer's metformin **NDMA estimation**
- Launched ***in vitro* NG Tube** studies
- Launched **IVBE** studies
- Supported QC testing of **COVID vaccines**
- Launched **Peptide Bioassays**
- **USFDA approval** for customer's Colestipol tablets (IVBE study)





## FY20, FY21 – Operational Highlights: FOOD DIVISION

- **Won a 25 years** PPP contract to setup & operate National Food Lab (JNPT) FSSAI
- **Launched ETO testing** for guar gum and botanicals
- Obtained **AFNOR approval** for VIDAS method, launched Salmonella testing in **betel leaves**
- Developed & validated **44 methods** for **agrochemicals**
- **Automation** for water testing was launched
- Conducted **1<sup>st</sup> Proficiency Test program** as National Reference Lab (**NRL**) for Water & Beverages
- **New tests** introduced – Ursolic acid in nutraceuticals; dietary folates in infant nutrition; TVBN in feed; and Spermidine





## FY20, FY21 – Operational Highlights: PRECLINICAL

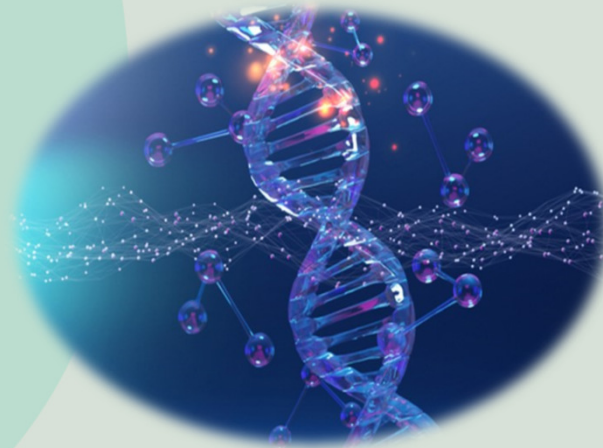
- **USFDA accepted** non-clinical data generated for a customer in Malaysia for Standardized Extract Kacip Fatimah and allowed as a **New Dietary Ingredient**.
- **New pharmacology animal models** developed for oncology, pain & inflammation, and metabolic disorders.
- **Animal alternative battery assays launched** for cytotoxicity, irritation, corrosion, Skin sensitization and Photo toxicity.
- **Launched IVPT & IVRT studies; CaCO<sub>2</sub> biowaiver studies;** toxicology services for **agrochemicals**.





## FY20, FY21 – Operational Highlights: CLINICAL RESEARCH

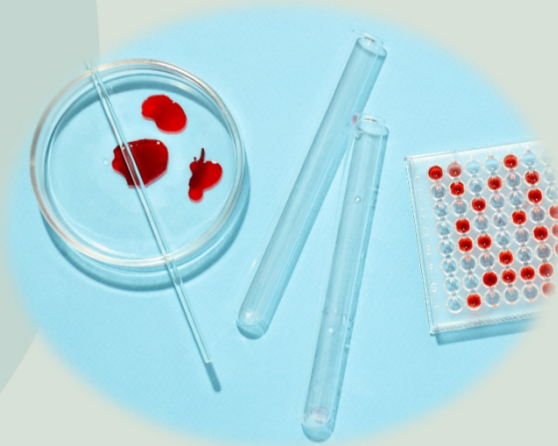
- **Successful USFDA** remote record review
- **Launched Inhalation** BA / BE studies
- **Launched Gel Administration** BA / BE studies on skin
- Conducted studies on multiple formulations to support **505(b)(2) applications**





## FY20, FY21 – Operational Highlights: CLINICAL DIAGNOSTICS

- **1<sup>st</sup> Lab in Telangana State** to be approved by ICMR for COVID-19 testing
- **Opened** regional clinical reference labs in **Delhi, Kolkata**
- **Opened 6 COCOs** (Company owned and company operated) patient service centers in **Hyderabad (5) and Varanasi (1)**





## FY20, FY21 – Operational Highlights: ENVIRONMENT

- **New services launched / conducted:**
  - CEMS calibration studies;
  - SPOT Emission Monitoring in Cement & Power Sectors
  - **Life cycle assessment** studies for various industries
  - Bio-Accumulation Studies;
  - Ecological Damage Assessment studies;
  - **Work zone monitoring;**
  - Occupational Health Monitoring Studies
- **Environment lab partner** for Holistic Development of Greater **Nicobar Island in Andaman and Nicobar**
- **Opened** branch operations in **Noida & Kolkata**

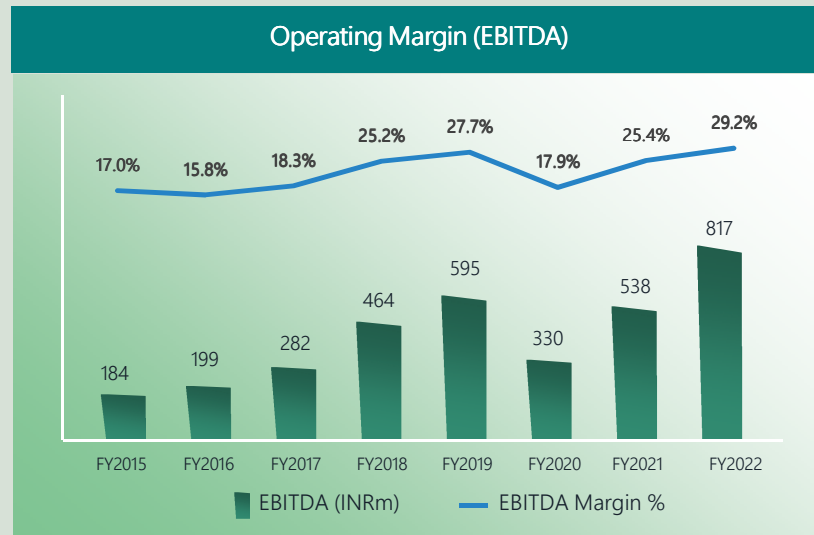
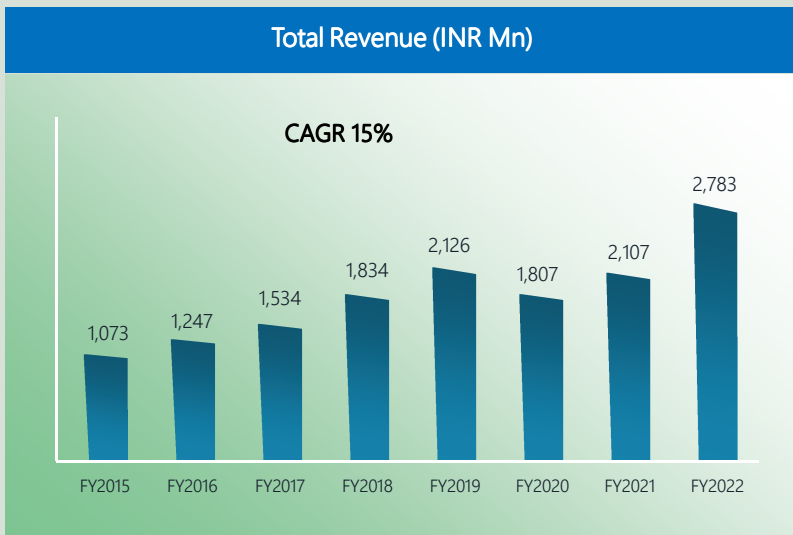


# Financial Performance





# Company Performance

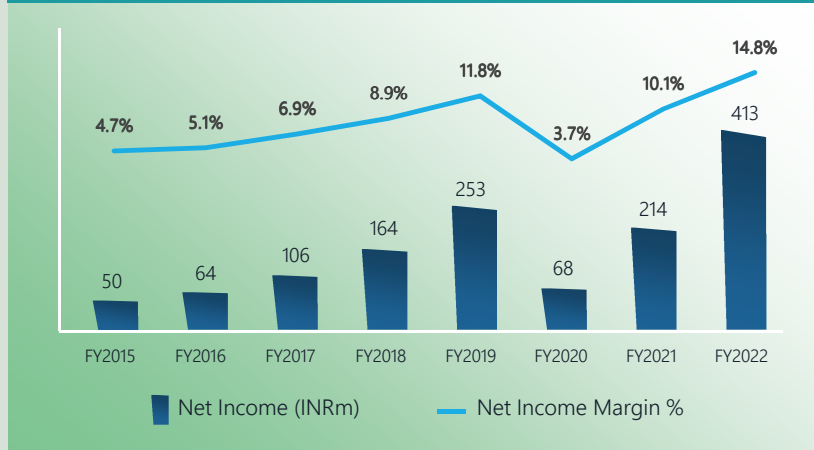


INVESTOR  
PRESENTATION



## Company Performance

Profit After Tax Margin (Net Income)



Robust Sales growth at **15% CAGR** between 2015 and 2022

Significant Margin expansion at **EBITDA** level by about **1220 bps** between 2015 and 2022

The Group **Net Profit** and **EPS** increased **8X** times between 2015 and 2022

Generates steady cashflows with a **Debt Equity ratio lower than 0.1**



## Profit & Loss Statement QoQ comparison

Particulars	Q1 FY23	Q4 FY22	Q1 FY22
<b>Income</b>			
Revenue from Operations	791.32	740.88	613.54
Other Income	8.91	4.39	1.75
<b>Total Income</b>	<b>800.23</b>	<b>745.27</b>	<b>615.29</b>
<b>Expenses</b>			
Material and Testing Costs	190.08	153.11	173.08
Cost of lab setup	3.31	20.01	-
Employee benefits expense	227.13	210.66	181.72
Other expenses	131.73	126.63	91.77
<b>EBIDTA</b>	<b>247.98</b>	<b>234.86</b>	<b>168.72</b>
<b>EBIDTA (%)</b>	<b>31.0%</b>	<b>31.5%</b>	<b>27.4%</b>
Finance costs	9.44	5.75	4.32
Depreciation expense	72.50	66.85	55.38
Total Expenses	634.19	583.01	506.27
<b>Profit before tax</b>	166.04	162.26	109.02
<b>PBT (%)</b>	20.7%	21.8%	17.7%
<b>Profit for the year</b>	120.37	118.34	80.70
<b>PAT (%)</b>	15.0%	15.9%	13.1%
Earnings per share			
Basic (INR)	5.45	5.36	3.65
Diluted (INR)	5.34	5.28	3.65

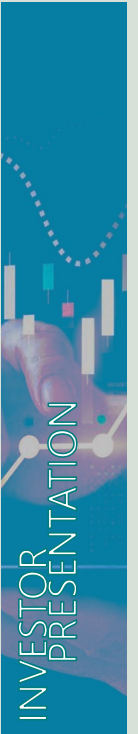
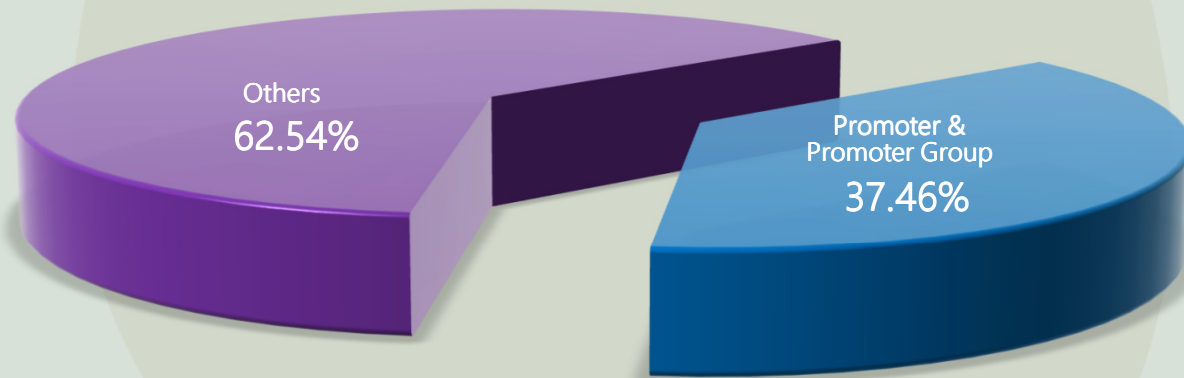


## Profit & Loss Statement YTD comparison

Particulars	Company Year Ended 31 March 2022	Company Year Ended 31 March 2021	Company Year Ended 31 March 2020
<b>Income</b>			
Revenue from Operations	2,782.79	2,106.79	1,807.12
Other Income	14.49	8.29	30.18
<b>Total Income</b>	<b>2,797.28</b>	<b>2,115.08</b>	<b>1,837.30</b>
<b>Expenses</b>			
Material and Testing Costs	653.53	611.14	537.45
Cost of lab setup	138.43	-	-
Employee benefits expense	759.81	607.78	614.74
Other expenses	428.15	358.30	355.43
<b>EBIDTA</b>	<b>817.36</b>	<b>537.86</b>	<b>329.68</b>
<b>EBIDTA (%)</b>	<b>29.2%</b>	<b>25.4%</b>	<b>17.9%</b>
Finance costs	14.98	21.68	37.65
Depreciation expense	233.29	230.78	209.33
Total Expenses	2,228.19	1,829.68	1,754.60
<b>Profit before tax (after exceptional)</b>	<b>556.85</b>	<b>285.40</b>	<b>82.70</b>
<b>PBT (%)</b>	<b>19.9%</b>	<b>13.5%</b>	<b>4.5%</b>
<b>Profit for the year</b>	<b>413.30</b>	<b>214.05</b>	<b>68.45</b>
<b>PAT (%)</b>	<b>14.8%</b>	<b>10.1%</b>	<b>3.7%</b>
<b>Earnings per share</b>			
Basic (INR)	18.70	9.68	3.10
Diluted (INR)	18.32	9.68	3.10



## Shareholding Pattern





## DISCLAIMER

Certain statements in this Release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking 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 the markets we operate, business outlook of our clientele, our ability to successfully implement our strategy, our growth and 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 our business in India and globally, increasing competition, changes in political conditions in India and changes in the foreign exchange control regulations in India.

Neither VIMTA Laboratories Ltd nor its directors / affiliates will in any way be responsible for any action taken based on such statements, and have no obligation to update or otherwise revise any statements reflecting circumstances arising after this date, or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.



*Thank You*



**Registered Office**  
Plot Number 142, IDA Phase 2  
Cherlapally, Hyderabad  
Telangana, India. 500051



**Life Science Facility**  
#5, M N Park, Genome Valley  
Shameeerpet, Hyderabad  
Telangana, India. 500101