

VIJAYA DIAGNOSTIC CENTRE

RESULT UPDATE

KEY DATA

Rating	BUY
Sector relative	Outperformer
Price (INR)	1,138
12 month price target (INR)	1,320
52 Week High/Low	1,277/740
Market cap (INR bn/USD bn)	110/1.3
Free float (%)	47.4
Avg. daily value traded (INR mn)	325.4

SHAREHOLDING PATTERN

	Jun-25	Mar-25	Dec-24
Promoter	52.63%	53.05%	53.91%
FII	19.56%	19.36%	17.54%
DII	24.07%	23.72%	24.63%
Pledge	0%	0%	0%

FINANCIALS

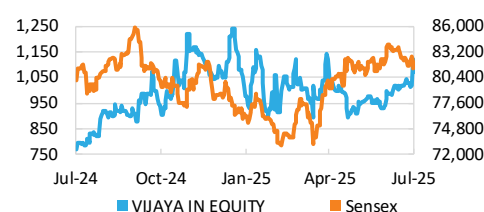
(INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Revenue	5,478	6,814	8,153	9,764
EBITDA	2,209	2,732	3,254	3,981
Adjusted profit	1,204	1,438	1,767	2,337
Diluted EPS (INR)	11.8	14.1	17.3	22.9
EPS growth (%)	41.9	19.9	22.8	32.3
RoAE (%)	19.8	19.7	20.0	21.5
P/E (x)	96.8	80.7	65.7	49.6
EV/EBITDA (x)	48.9	39.4	32.8	26.3
Dividend yield (%)	0.1	0.2	0.2	0.2

CHANGE IN ESTIMATES

	Revised estimates		% Revision	
Year to March	FY26E	FY27E	FY26E	FY27E
Revenue	8,153	9,764	0.8%	1.3%
EBITDA	3,254	3,981	0.8%	1.3%
Adjusted profit	1,767	2,337	0.7%	1.2%
Diluted EPS (INR)	17.3	22.9	0.7%	1.2%

PRICE PERFORMANCE



Growth rebounds; expansion on track

Vijaya delivered an all-round beat in Q1FY26 with revenue/EBITDA/PAT beating consensus by 4%/5%/7%. Revenue growth is back to 20%, largely volume-led. EBITDA margin is steady at 39.1% despite expansion.

Vijaya is on a high-growth journey led by aggressive expansion (~25% hub additions in FY26) supported by strong execution and double-digit growth in core markets. It is targeting INR1bn-plus in revenue from eastern market (~5x) over three years, and expects a faster ramp-up of Bangalore centre. While a margin blip of ~100bp is likely, timely breakeven and continued core market growth should limit the drag. We expect a revenue/PAT CAGR of 20%/28% over FY25–FY27E; 'BUY' with a TP of INR1,320 (earlier INR1,140) on a rollover to H1FY28E EPS.

Growth back to 20%; margin intact despite hub additions

Overall revenue grew 20% YoY to INR1.88bn, with test volume growth at ~17%, after a sluggish Q4FY25. Hyderabad is back to a double-digit growth rate. EBITDA margin at 39.1% (flat YoY) remained steady despite ongoing expansion. Wellness share came in at 14.2% of sales (13.4% in Q1FY25). Patient volume growth is impressive at 15% YoY. PAT increased 22% YoY/+8% QoQ to INR383mn.

Hub expansion plan on track; timely breakeven reassuring

Vijaya is on track to open ten hubs in FY26 (i.e. 25% hub additions), well-balanced across regions (five in West Bengal, one in Pune, two in Bangalore, two in core geography) and support growth by adding two spokes in Hyderabad. Management has highlighted an early breakeven of the Bangalore hub and reassured a timely breakeven of all other centres (i.e. in 12 months) given the ramp-up in footfall visible so far. In addition, the company is confident of sustaining double-digit growth in its core markets and indicated share gain from the unorganised sector. All this, in our view, should limit the drag from new centres than earlier expected.

Robust ramp-up in non-core regions continues; retain 'BUY'

Vijaya's timely breakeven and ramp-up of new centres reflect strong execution and management capability. In the eastern market (West Bengal), the company is targeting ~INR1bn in revenue over the next three years, ~5x growth from FY25 levels, as it remains in expansion mode and new centres are signalling healthy growth momentum. However, we await more commentary on the Pune region in the next quarter. That said, Vijaya's strong net cash position of INR2.2bn (30 June 2025) should comfortably support both its organic and inorganic plans. Retain 'BUY' with a TP of INR1,320 (earlier INR1,140) based on a rollover to 50x H1FY28E EPS.

Financials

Year to March	Q1FY26	Q1FY25	% Change	Q4FY25	% Change
Net Revenue	1,881	1,562	20.4	1,732	8.5
EBITDA	735	612	20.1	689	6.8
Adjusted Profit	383	313	22.3	354	8.3
Diluted EPS (INR)	3.7	3.1	22.2	3.4	8.2

Financial Statements

Income Statement (INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Total operating income	5,478	6,814	8,153	9,764
Gross profit	4,824	5,966	7,174	8,554
Employee costs	902	1,122	1,342	1,558
Other expenses	1,712	2,113	2,579	3,014
EBITDA	2,209	2,732	3,254	3,981
Depreciation	570	706	843	879
Less: Interest expense	240	267	299	326
Add: Other income	208	183	250	346
Profit before tax	1,607	1,942	2,362	3,122
Prov for tax	390	494	588	777
Less: Other adj	(21)	(10)	0	0
Reported profit	1,188	1,431	1,767	2,337
Less: Excp.item (net)	(16)	(8)	0	0
Adjusted profit	1,204	1,438	1,767	2,337
Diluted shares o/s	102	102	102	102
Adjusted diluted EPS	11.8	14.1	17.3	22.9
DPS (INR)	1.0	2.0	2.0	2.0
Tax rate (%)	24.3	25.4	24.9	24.9

Important Ratios (%)

Year to March	FY24A	FY25E	FY26E	FY27E
Gross margin	88.1	87.6	88.0	87.6
Net debt/EBITDA	(0.8)	(0.9)	(1.0)	(1.3)
OCF as a % of sales	33.5	32.9	36.0	36.7
EBITDA margin (%)	40.3	40.1	39.9	40.8
Net profit margin (%)	22.0	21.1	21.7	23.9
Revenue growth (% YoY)	19.3	24.4	19.6	19.8
EBITDA growth (% YoY)	21.4	23.7	19.1	22.4
Adj. profit growth (%)	42.2	19.5	22.8	32.3

Assumptions (%)

Year to March	FY24A	FY25E	FY26E	FY27E
GDP (YoY %)	6.5	6.3	6.5	6.5
Repo rate (%)	6.5	5.3	5.3	5.3
USD/INR (average)	84.0	82.0	81.0	75.0
No. of patients (mn)	3.6	4.2	4.8	5.5
Number of tests (mn)	11.9	14.8	17.2	20.3
Realisation/ Patient	1,543.1	1,626.2	1,703.5	1,763.7
Realisation/ Tests	460.7	460.7	473.1	480.2
Tests/Patients	3.3	3.5	3.6	3.7

Valuation Metrics

Year to March	FY24A	FY25E	FY26E	FY27E
Diluted P/E (x)	96.8	80.7	65.7	49.6
Price/BV (x)	17.7	14.6	11.9	9.6
EV/EBITDA (x)	48.9	39.4	32.8	26.3
Dividend yield (%)	0.1	0.2	0.2	0.2

Source: Company and Nuvama estimates

Balance Sheet (INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Share capital	102	103	103	103
Reserves	6,470	7,855	9,621	11,958
Shareholders funds	6,572	7,957	9,724	12,061
Minority interest	27	34	41	48
Borrowings	0	0	0	0
Trade payables	329	331	292	362
Other liabs & prov	399	1,348	1,385	1,428
Total liabilities	9,828	12,736	14,987	17,896
Net block	3,786	4,469	5,433	5,917
Intangible assets	1,197	1,192	1,192	1,192
Capital WIP	82	703	703	703
Total fixed assets	5,065	6,363	7,328	7,812
Non current inv	0	0	0	0
Cash/cash equivalent	1,822	2,335	3,143	5,175
Sundry debtors	162	148	185	222
Loans & advances	0	0	0	0
Other assets	158	590	607	621
Total assets	9,828	12,736	14,987	17,896

Free Cash Flow (INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Reported profit	1,607	1,942	2,362	3,122
Add: Depreciation	570	706	843	879
Interest (net of tax)	160	188	49	(20)
Others	(151)	(118)	327	320
Less: Changes in WC	(14)	(74)	(58)	62
Operating cash flow	1,833	2,245	2,935	3,586
Less: Capex	(846)	(926)	(1,490)	(1,040)
Free cash flow	987	1,319	1,445	2,546

Key Ratios

Year to March	FY24A	FY25E	FY26E	FY27E
RoE (%)	19.8	19.7	20.0	21.5
RoCE (%)	25.5	25.1	24.8	25.8
Inventory days	20	22	22	22
Receivable days	9	8	7	8
Payable days	128	109	88	75
Working cap (% sales)	(8.0)	(13.0)	(10.2)	(9.2)
Gross debt/equity (x)	0	0	0	0
Net debt/equity (x)	(0.3)	(0.3)	(0.3)	(0.4)
Interest coverage (x)	6.8	7.6	8.1	9.5

Valuation Drivers

Year to March	FY24A	FY25E	FY26E	FY27E
EPS growth (%)	41.9	19.9	22.8	32.3
RoE (%)	19.8	19.7	20.0	21.5
EBITDA growth (%)	21.4	23.7	19.1	22.4
Payout ratio (%)	8.6	14.3	11.5	8.7

Q1FY26 earnings call highlights

Expansion plans

- FY27 – Growth is planned for Bangalore, Kolkata and Pune. Talks going on with landlords.
- Hubs added - 2 in Pune, 2 in West Bengal as well, 2 in Bangalore with 1 in HSR.
- Three hubs will be commissioned in Q2FY26. On track for 10 hubs' expansion in FY26.

Breakeven timelines

- Nizamabad – Breakeven achieved within two quarters of full-fledged functioning. Was launched in Dec-24 and functioning only with high-end imaging for three months.
- Bengaluru and Kolkata centres too shall break even in a year from opening. One Bengaluru centre to break even earlier than expected.

Geography/expansion

- Targeting to open ten hubs in FY26. Opened five so far. Three planned for Q2FY26 (two in core geography and one in WB) and two in WB in H2FY26E.
- East India/ WB – Aiming to cross INR1bn revenue over three years. Plan to open more hubs and support with spokes. VIP road broke even in nine months, and numbers are encouraging for newly opened centres as well (2–3 months). Pre- 2021 had only one centre.
- Pune: More update at the next conference call. New centres gaining traction.

Guidance/strategy

- FY26: Capex –INR 1.5–1.55bn; replacement capex for existing centres will be 3% of the overall top line.
- **West Bengal outlook** – Still in ramping-up stage. Over next two–three years, more hubs will be opened. Target is INR500mn to INR1bn in revenue over the next three years as of now. Centres launched on VIP road broke even within nine months. Recent centres launched barely three months ago are seeing good growth.
- **Pune** – PH when acquired was no.1 diagnostic brand in Pune, although its centres were running at full capacity, so that's why new centres and hubs are being added thereof. One hub opened in Q4FY25—there is traction in the Pune market and an uptick can be seen.
- EBITDA margin guidance unchanged. 100-150bp dip in margin expected i.e. 38.5-39%. By end of FY26, company should be back to regular margins.
- If 15% Revenue growth is guided – 9-10% growth is expected from the old centers; rest is from the new centers
- Q3 and part of Q4 is a slack season. Q1 is not a slack season.
- Radiology is slightly higher in Q1FY26, because of which average revenue per patient moves up.

- 15% revenue growth guidance for the next two–three years intact with 1–2% value growth and balance as volume growth. Have been conservative in giving guidance.
- Competition scenario is the same; no massive change in Bangalore.
- Wellness share will have impact on gross margins. Just by adding one branch won't impact that much. Although it gets impacted at gross margins level, not at the EBITDA level. Typically, wellness share should be 12–14% going forward. (14% being the higher end).
- Price hikes – No plans of increasing price in FY26, generally its done in Q1 of any FY.
- Vijaya continues to gain market share in Hyderabad as competitors' growth remains flat. In non-core markets, being a new entrant, Vijaya is also expected to capture share.
- **Gross margins:** In the B2C model, price changes are difficult to do, only happens when input costs go up. Growth was because of volume and footfall growth. Advance radiology mix was higher due to addition of new centres helping GM more.
- Proportion of radiology and pathology mix won't change significantly; only 1–2% can be seen quarterly.
- Q2 has just started picking up, although monsoons are delayed in areas where Vijaya operates.
- M&A is in consideration if valuation is cheap.

Financial

- Old centres' growth (opened two years ago), patient growth is 11% and test growth is 13%. 9–10% growth is expected to continue.
- Seeing more business shifting to Vijaya from unorganised sector in home markets. Hyderabad is growing in double digits. Also, wellness share has gone up. Home collection share has also gone up to 3.3% from 2.5%. All this has led to increase in market share.
- Also, centres outside core geography also doing well so drag was lower than expected.
- Average daily revenue improved MoM. Could be some 1–1.5% impact from 1 April to 10 April.
- Radiology is higher this quarter and hence realisation per patient is higher.
- EBITDA – Despite the drag of multiple hubs, launch margins were strong.
- Cash as on 30-June-2025 IN2.7bn; net cash INR2.2bn.
- Two hubs started in Q4FY25 itself because of which there was an increase of ~INR10mn in lease liability.
- New hubs in new geographies are currently doing well; the drag was much lower than expected and leverage from existing centres is keeping the margins intact.
- Despite newer hubs and spokes addition, older centres are still seeing good growth.

Operational

- All centres are seeing more business shifting towards Vijaya. Not only core, non-core markets are also seeing good growth, e.g. Bangalore, Pune and West Bengal.
- One-off in growth – Average daily revenue went from May to April and June to May.
- Hubs expansion drag was ~1%, but operating leverage took care of this drag. Opex for new hubs, e.g. Kalyan Nagar, was there just for one–two months.
- Business model is to stay away from the PPP model. Vijaya's choice remains to grow in the B2C segment.
- Home collection 2.5% earlier; now close to 3.3% for Q1FY25.
- Hyderabad market continues to grow in double digits, supporting Vijaya's double-digit growth as a market leader.
- Market awareness and coverage increased for corporate customers; wellness traction has increased; in absolute terms, wellness share is not big.
- Pathology – Rental model is used in routine tests; for specialised mix, equipment is bought.
- No current capacity constraints; earlier limitations in Pune post-PH acquisition are being addressed through ongoing expansion.
- In Pune, an AVP has been added to lead sales and operations along with strengthening of the sales team. Teams are already in place in Pune and Kolkata, with mid-senior talent being added. Regional heads have been appointed for Pune, Kolkata and Bengaluru, all reporting to the Hyderabad HQ.

Exhibit 1: Segmental details (INR mn)

Operational details	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)	Nuvama estimates	Deviation from Actual (%)
Non-covid- business	1,881	1,562	20.4	1,732	8.5	1,832	2.6
No. of patients (mn)	1.10	0.96	14.6	1.05	4.8	1.08	1.6
Realisation per patient	1,710	1,627	5.1	1,650	3.6	1,693	1.0
No. of tests (Mn)	3.9	3.4	16.6	3.8	4.0	3.9	1.4
Realisation per test	477	462	3.3	457	4.4	471	1.2

Source: Company, Nuvama Research

VIJAYA DIAGNOSTIC CENTRE

Exhibit 2: Actuals versus estimates (INR mn)

Year to March	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)	Nuvama estimates	Deviation from Actual (%)	Consensus	Deviation from Actual (%)
Net sales	1,881	1,562	20.4	1,732	8.5	1,832	2.6	1,814	3.6
Cost of revenue	214	188	14	222	(3)	235	(8.7)		
Gross profit	1,666	1,375	21	1,511	10	1,598	4.3		
Gross margins (%)	88.6	88.0	62	87.2	141	87.2			
Employee cost	316	274	15.5	284	11.3	317	(0.3)		
Other expenses	615	489	25.9	538	14.3	568	8.3		
EBITDA	735	612	20.1	689	6.8	713	3.2	698	5.3
EBITDA margin (%)	39.1	39.2	(10)	39.8	(65)	38.9	20.3	38.5	62
Depreciation	209	166	25.6	188	11.0	200	4.5		
Other income	70	36	97.8	55	27.0	50	41.0		
Interest	75	63	19.5	72	4.1	78	(4.0)		
PBT	522	419	24.6	484	7.9	485	7.7		
Income tax	136	104	31.0	125	8.9	126	8.0		
Reported PAT	383	313	22.3	346	10.7	357	7.5	357	7.3
Adjusted PAT	383	313	22.3	354	8.3	357	7.5	357	7.3
EPS	3.8	3.1	-	3.4	-	3.5	6.8		

Source: Company, Nuvama Research

Exhibit 3: Quarterly snapshot (INR mn)

Year to March	Q1FY26	Q1FY25	% change	Q4FY25	% change	FY25	FY26E	FY27E
Net Revenue	1,881	1,562	20.4	1,732	8.5	6,814	8,153	9,764
Cost of revenue	214	188	14.2	222	(3.4)	848	978	1,211
Gross profit	1,666	1,375	21.2	1,511	10.3	5,966	7,174	8,554
Employee cost	316	274	15.5	284	11.3	1,122	1,342	1,558
Other expenses	615	489	25.9	538	14.3	2,113	2,579	3,014
EBITDA	735	612	20.1	689	6.8	2,732	3,254	3,981
EBITDA margin (%)	39	39		40		40	40	41
Depreciation	209	166	25.6	188	11.0	706	843	879
EBIT	526	446	18.0	500	5.2	2,026	2,411	3,102
Less: Interest Expense	75	63	19.5	72	4.1	267	299	326
Add: Other income	70	36	97.8	55	27.0	183	250	346
Profit before tax	522	419	24.6	484	7.9	1,942	2,362	3,122
Less: Provision for Tax	136	104	31.0	125	8.9	494	588	777
Less: Minority Interest	3	2		2		7	7	7
Reported Profit	383	313	22.3	346	10.7	1,431	1,767	2,337
Adjusted Profit	383	313	22.3	354	8.3	1,431	1,767	2,337
No. of Diluted shares outstanding	103	103		103		102	102	102
Adjusted Diluted EPS	3.8	3.1		3.4		14.0	17.3	22.9
as % of revenues								
Cost of revenue	11.4	12.0		12.8		12.4	12.0	12.4
Employee cost	16.8	17.5		16.4		16.5	16.5	16.0
Administrative cost	-	-		-		-	-	-
Total operating expenses	60.9	60.8		60.2		59.9	60.1	59.2
Gross profit	88.6	88.0		87.2		87.6	88.0	87.6
Operating profit	39.1	39.2		39.8		40.1	39.9	40.8
Net profit	20.4	20.1		20.0		21.0	21.7	23.9
Tax rate	26.1	24.8		25.8		25.4	24.9	24.9

Source: Company, Nuvama Research

Exhibit 4: Revenue mix in INR and % terms

Revenue Mix (INR mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Hyderabad	2,928	3,042	3,838	3,812	4,273	4,906	5,529	6,193	6,905
RoAPT	371	582	624	643	931	1,227	1,533	1,916	2,338
Kolkata and NCR	90	143	162	138	164	273	492	848	1,338
Pune					131	458	528	607	698
Bengaluru						-	70	200	260
Revenue Mix (%)									
Hyderabad	86.4%	80.7%	83.0%	83.0%	78.0%	72.0%	67.8%	63.4%	59.8%
RoAPT	10.9%	15.5%	13.5%	14.0%	17.0%	18.0%	18.8%	19.6%	20.3%
Kolkata and NCR	2.6%	3.8%	3.5%	3.0%	3.0%	4.0%	6.0%	8.7%	11.6%
Pune					2.0%	6.0%	6.5%	6.2%	6.1%
Bengaluru							0.9%	2.0%	2.3%

Source: Company, Nuvama Research

Company Description

Vijaya Diagnostic Centre is an integrated diagnostics provider with a high B2C mix that offers pathology and radiology testing services to customers under one roof. Its operational network is spread across southern Indian states of Telangana and Andhra Pradesh, Pune, Kolkata and in the National Capital Region. Its core geographies comprise Hyderabad, rest of Telangana and Andhra Pradesh. Vijaya's operations are modelled on 'hub and spokes', with smaller spokes offering pathology tests and basic radiology tests while the hub centres offer pathology tests, basic radiology tests and advanced radiology tests such as MRI, HRCT, SPECT and PET CT. The company's flagship centre is located in Hyderabad, which is the main 'hub' equipped to conduct all pathology specimen collections, and basic and advanced radiology tests.

Investment Theme

Vijaya's integrated model providing both radiology and pathology coupled with high B2C mix and adoption of latest confidence instils greater confidence in its growth potential. Its confidence to grow in double digits in its core Hyderabad market is comforting while its expansion in high growth potential geographies such as Pune and Kolkata should accelerate its growth. We believe it is poised to win in new markets given strong B/S, integrated play, high B2C mix and latest technologies. Moreover, receding pricing pressures bodes well for the overall sector.

Key Risks

- Revenue concentration in south India: A large part of operations is concentrated in AP&T in south India. Should there be a regional economic slowdown or other developments including political or civil unrest, or a disruption or prolonged economic downturn, it could have an adverse effect.
- Price control on diagnostic tests: Prices of diagnostic services could be subject to recommended or maximum fees set by the government or other authorities. This would limit the company's ability to charge higher prices for its services.
- Rising competition: As the company expands to new geographic markets within India, and as the market becomes increasingly competitive, maintaining and enhancing the brand may become costly and difficult.

Additional Data

Management

Executive Chairman	Dr. S Surendranath Reddy
CEO & MD	Ms. Sura Suprita Reddy
Executive Director	Sunil Chandra Kondapally
Vice President Operations	Sivaramaraju Vegesna
Auditor	BSR & Co Associates (KPMG)

Holdings – Top 10*

	% Holding		% Holding
Nippon Life	5.82	Vanguard	1.79
Wasatch Advisor	5.75	Blackstone	1.45
Kotak Mahindra	5.58	L&T MF	1.44
Axis AMC	3.85	Motilal AMC	1.12
Aberdeen Group	1.86	DSP Investment	0.91

*Latest public data

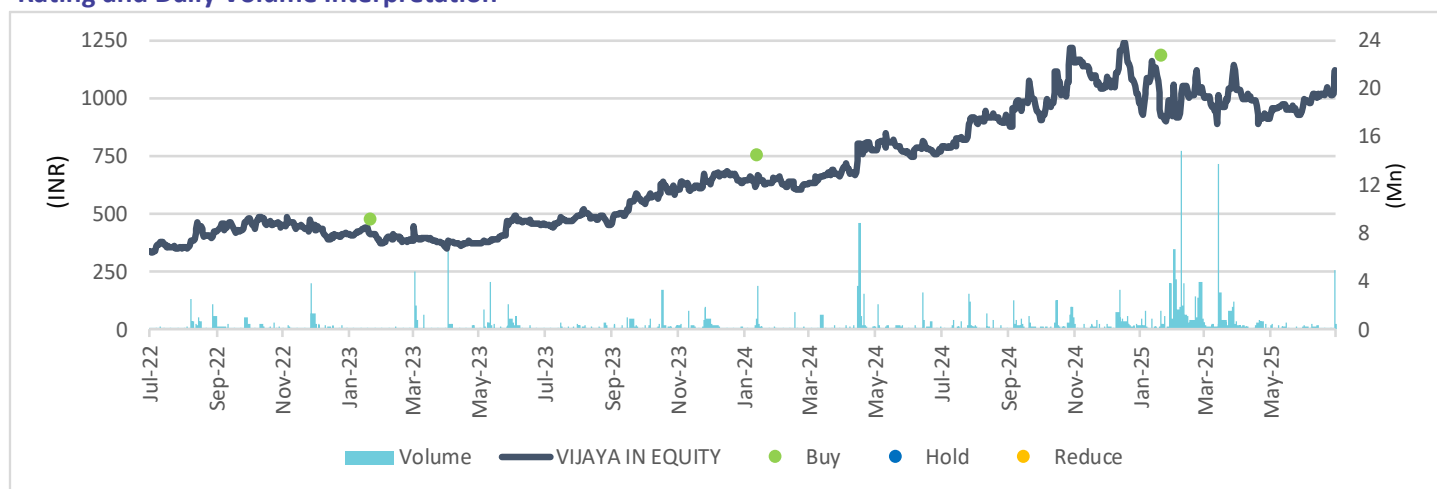
Recent Company Research

Date	Title	Price	Reco
12-May-25	Temporary blip, but vitals intact; <i>Result Update</i>	990	Buy
13-Feb-25	High profitable growth run intact; <i>Result Update</i>	1,026	Buy
07-Nov-24	Surpasses expectations yet again ; <i>Result Update</i>	1,025	Buy

Recent Sector Research

Date	Name of Co./Sector	Title
08-Jul-25	Metropolis Healthcare	Rationalised, reintegrated, ready to sca; <i>Company Update</i>
04-Jul-25	Healthcare	Recovery in the offing after sluggish Q4; <i>Sector Update</i>
01-Jul-25	Apollo Hospitals	Unlocking value through restructuring; <i>Company Update</i>

Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

Rating Rationale & Distribution: Nuvama Research

Rating	Expected absolute returns over 12 months	Rating Distribution
Buy	15%	202
Hold	<15% and >-5%	66
Reduce	<-5%	36

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Abneesh Roy

Head of Research Committee

Abneesh.Roy@nuvama.com
