



## **GIAN LIFE CARE LIMITED**

Regd Office:- 7/216 (6) Swaroop Nagar (Infront of L.L.R. Hospital), Kanpur, Uttar Pradesh-208002

CIN: L85100UP2018PLC110119; Mobile: 8808051576

Website: [www.gianpathlabs.com](http://www.gianpathlabs.com);

Email: [gpxreport@gmail.com](mailto:gpxreport@gmail.com)

**November 16, 2021**

To,  
Asst. General Manager  
Dept of Corp. Services,  
BSE Limited,  
P.J. Towers, Dalal Street, Fort,  
Mumbai: 400001.

**Scrip Code:- 542918**

### **Sub: Announcement under Regulation 30 – Investor Presentation**

Dear Sir/ Maam,

Pursuant to the provisions of Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith investor presentation for the half year ended 30<sup>th</sup> September, 2021.

You are requested to kindly take the above information in your records.

Thanking You,

Yours faithfully,

For **GIAN LIFE CARE LIMITED**

A handwritten signature in black ink, appearing to read "Arun Kumar Gupta", is written over a faint horizontal line.

**(Arun Kumar Gupta)**

**Managing Director**

**DIN:- 01331593**

**Encl:- As above**

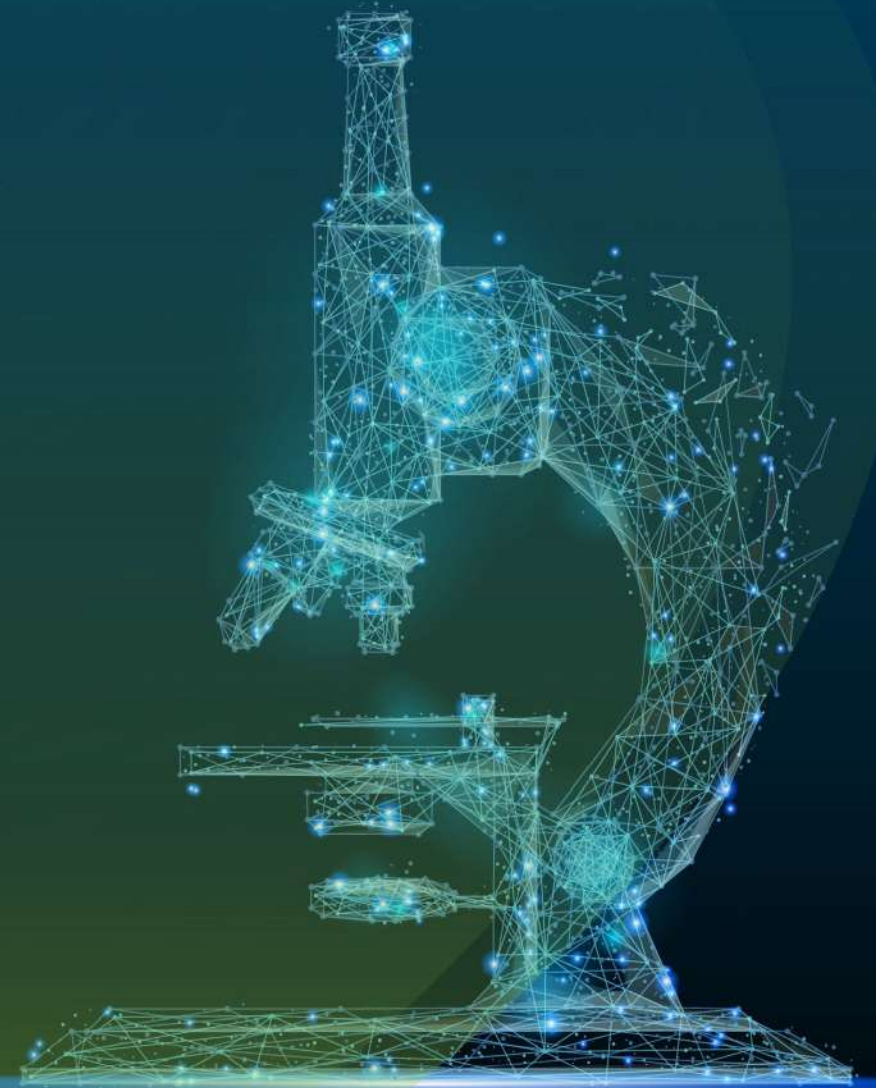


*Wellness Diagnostics*

# Gian Life Care Limited

H1/FY22

An investor update



## Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expression of such expressions may constitute "forward-looking statements".

These forward looking statements involve a number of risks, uncertainties and other factors that could cause the actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

# From the helm

Statement from the Managing Director



In the first half of FY2022 we experienced the second wave which was extremely severe and lethal. This time, rural India especially, villages were significantly impacted by the pandemic.

It was really a moment of pride that we supported patients and society when they needed us the most. We invested in sophisticated equipment which enhanced our sample testing capacity while maintaining test accuracy.

Our accurate strategy and immaculate execution positioned us as the first diagnostic center in Uttar Pradesh to be certified by ICMR to undertake PCR testing for Covid-19. We also were the first in Uttar Pradesh to give the report to the patient party on the same day of the test. This turnaround significantly helped patients to get diagnosed with speed and get treatment well in time. This in turn helped save many lives.

Our proactive and prudent investment helped in registering a robust performance. We were able to manage the huge surge in RT-PCR tests and allied tests.

In the first half of FY22, our revenue increased by 19%, EBITDA grew by 112% and Net Profit jumped by 133% over the corresponding period in the previous year.

As a responsible company, we offered all possible assistance to our employees and their families and they in turn worked tirelessly in serving the patients.

Going forward, we expect to maintain our growth momentum as we remain firm-footed on our expansion blueprint. We plan to open five greenfield laboratories in North India and forge 'Operations & Management' alliances with smaller labs in South and West India. This dual strategy, I am confident will enable us to deliver value to all our stakeholders.

At this opportunity, I would also like to place on record my sincere thanks to all our well-wishers, associates, vendors, customers, employees and members of the Board who over the years have contributed to the success of your Company. Lastly, I would also like to thank all the stakeholders for their loyalty and continuous support in helping us achieve our vision of bringing quality health care to masses of our Country.



# H1/FY22 – A snapshot



₹ **735** Lac  
**Revenue**  
19% increase y-o-y



₹ **376** Lac  
**EBITDA**  
112% increase y-o-y



₹ **262** Lac  
**Net Profit**  
133% increase y-o-y



₹ **163** Lac  
**Operating Cash Flow**  
39% increase y-o-y



**0.03** x  
**Net Debt/Equity**



**0.08** x  
**Net Debt/EBITDA**



**50.86** %  
**EBIDTA Margin**



**34.93** %  
**Net Margin**



**28.04** %  
**ROCE**

# H1/FY22 – Operational highlights



**6.5+** Lac

Tests done during the first half of FY22

₹ **35** Lac

Investment in the laboratories during the second quarter of FY22

# About Gian Life Care



**2018**

Incorporated as a Company for patient diagnosis and prevention and wellness services.



**2**

Laboratories which are strategically located in close proximity to major hospitals.



**1,400+**

Broad spectrum of tests which cover almost every requirement.



**150+**

Team size to seamlessly manage business operations.



# About our labs



## Labs cover more than 9,200 sq ft of space.

- 1) Saket Nagar (Owned): 1,200 sq ft
- 2) Swaroop Nagar (Rented): 8,000 sq ft

## Equipment housed in our laboratories

- Microbial Identification System
- Hematology Analysers - ABX PENTRA ES60 (Horiba)
- GENPROBE
- OPG Machine and Ultrasound Machine (Colour Doppler) Wipro make
- GeneXpert System, Dry Chemistry Analyser,
- DRI NX 500 | Fujifilm (Biochemistry)
- Multi-parametric analyser for infectious disease – Chorus Trio
- Hematolyser Analyser (6 Part) Transasia make

# About our services

**1,400+ tests**

Covering biochemistry, clinical pathology, coagulation, cytogenetics, cytology, hematology, histopathology, microbiology, molecular biology and radiology services.

<b>Routine tests</b>	<b>Semi-specialised tests</b>	<b>Specialised tests</b>
<ul style="list-style-type: none"> <li>Radiology (BMD, ECG, TMT, OPG, etc)</li> <li>Ultrasound</li> <li>Pathology - Haematology</li> <li>Biochemistry</li> <li>Clinical Chemistry</li> <li>Microbiology</li> <li>Serology</li> </ul>	<ul style="list-style-type: none"> <li>AFB Culture</li> <li>Cytology</li> <li>Histopathology</li> <li>Immunoassay</li> </ul>	<ul style="list-style-type: none"> <li>Molecular Testing - PCR</li> <li>Cancer marker tests</li> <li>Cardiac market tests</li> <li>Cytogenetic</li> <li>IHC Markers</li> <li>Allergy Testing</li> </ul>

**240+ Lac tests done**

Since commencement of business operations

# Our Competitive Moat



## Strategic location

24\*7 labs strategically located in close proximity to major hospitals and healthcare service providers.



## Wide test basket

Complete array of specialised tests with an emphasis on wellness and preventive healthcare.



## Innovation

Designed certain tests which are specific to some ailment or disorder or wellness perfectly suited for health and fitness screening.



## Management

Experienced leadership team with strong industry expertise and successful track record.



## Customer centricity

Provides best quality health care services to patients at their doorstep at an affordable cost with the most accurate results.

# Our progress

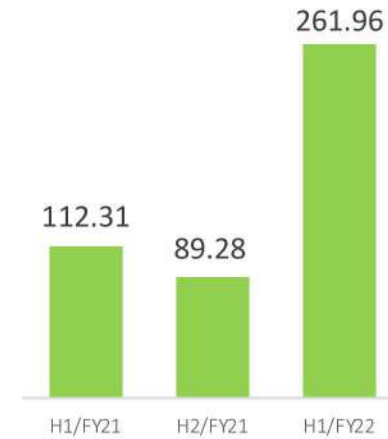
**Revenue**  
(₹ Lac)



**EBITDA**  
(₹ Lac)

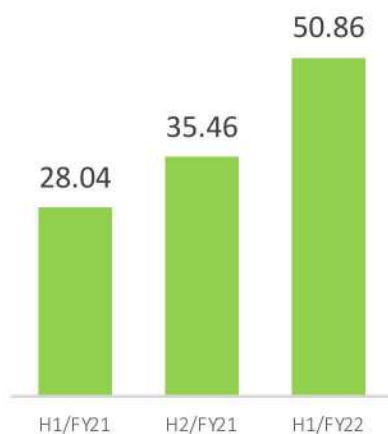


**Net Profit**  
(₹ Lac)

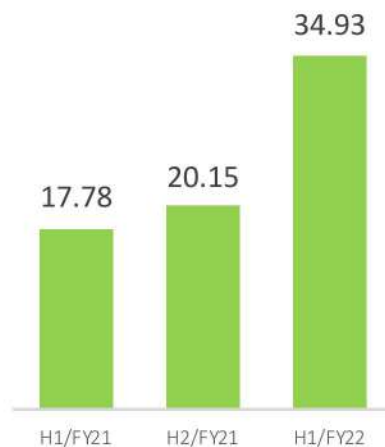


# Our progress

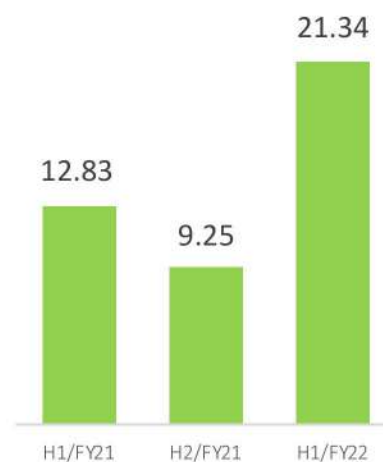
**EBITDA Margin**  
(%)



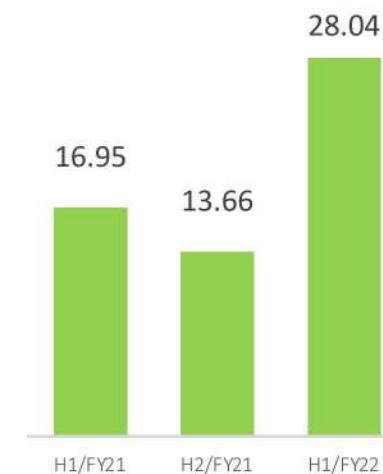
**Net Margin**  
(%)



**RONW**  
(%)



**ROCE**  
(%)



# Our Financial Statements

(₹ Lac)

## BALANCE SHEET

	H1/FY22	FY21
Share capital	470.07	470.07
Reserves and surplus	757.47	495.52
Long-term borrowings	31.19	61.98
Deferred tax Liability (Net)	17.00	17.08
Short-term borrowings	0.09	5.29
Trade payables	114.18	162.84
Other current liabilities	201.08	265.22
Short-term provisions	158.60	69.83
<b>Total</b>	<b>1,758.52</b>	<b>1,547.83</b>
Fixed assets	307.64	296.74
Long-term loans and advances	506.35	646.26
Inventories	154.36	102.11
Trade receivables	260.98	205.42
Cash and bank balances	485.05	251.05
Short-term loans and advances	13.73	9.75
Other current assets	28.74	34.48
<b>Total</b>	<b>1,758.52</b>	<b>1,547.83</b>



# Our Financial Statements

(₹ Lac)

## STATEMENT OF PROFIT AND LOSS

	H1/FY22	H1/FY21	FY21
Revenue from operations	734.77	617.63	1,045.50
Other Income	15.15	13.90	29.01
Total Income	749.92	631.53	1,074.50
Cost of materials consumed	159.68	271.87	357.11
Employee benefits expense	46.53	44.77	94.23
Finance costs	9.91	16.03	30.17
Depreciation and amortisation expense	15.50	14.11	28.53
Other expenses	168.06	137.81	288.99
Profit before tax	350.25	146.94	275.48
Tax expense	88.29	34.63	73.76
Profit after Tax	261.96	112.31	201.72





## Strategic focus

<b>Building presence</b>	<b>Enhancing efficiencies</b>
Expanding presence in North India	Significantly enhance customer experience during Center visit and Home sample collection
Creating a presence in South India	Leveraging technology for operational efficiencies
Adopting an asset-light model for growing the network – focus on forging ‘Operation and Maintenance’ alliances with renowned labs.	Deploy digital platforms for delivering reports and connecting patients with their doctor/hospital



# Near-term blueprint

Our immediate focus in the next two quarters is enhancing our footprint

**5**

New greenfield  
labs

**2**

Hospital-based  
labs

**10**

Labs on  
Operational  
and  
Management  
basis

**~20**

Patient service  
centers across  
multiple  
locations

We aim to report an industry-beating growth in FY22.

# Medium-term blueprint

Our strategy for growth over the next few years would focus on:

- 1. Leverage technology:** through wide coverage, branding, use technology to drive systems, improving the turnaround time of the test report, deploy hi-tech solutions to get closer to the patient, improve the inhouse patient walk-in experience.
- 2. Widen service basket:** Increase the test menu, increase high-end testing capabilities of key centers, transform certain labs as Centers of Excellence in Histopathology & Cytopathology, Genetics testing, Flow cytometer, penetrate the corporate segment for preventive and lifestyle disease management.
- 3. Expand presence:** Establish our presence to at least one or two cities in Indian states. This would be followed by entrenching the Company's presence in Tier 3, 4 towns and villages.
- 4. Maintaining highest quality standards:** Getting our current and future labs certified by relevant accreditation bodies in India and abroad.
- 5. Strengthen Hospital Lab Management:** Enhance testing capabilities of hospitals by taking hospital labs on a management basis.
- 6. Dr. Clinics and Polyclinics:** Opening basic labs/pickup point at Doctor Clinics and Polyclinics across the country.

# Our leaders



## Sanjay Bhargava

*CEO*

Mr. Sanjay Bhargava has comprehensive cross functional knowledge throughout the Healthcare spectrum (Pharma, Diagnostics, Hospital) over nearly three decades. He possesses in-depth experience in leading innovation and entrepreneurial assignments.

He is a Gold Medallist in Bachelors in Pharmacy from Nagpur University with a Certification in Finance from IIM Bangalore.

Currently, he is engaged in scaling up new business operations, building professional management team and transforming business management practices.



## Dr. Arun Kumar Gupta

*MD, Gian Pathology And XRay*

Dr. Arun Gupta is an MD in Pathology from GSVM Medical College, Kanpur, he specialized in Blood Component separation from KEM Medical College, Mumbai and also got trained in RIA from BARC Mumbai.

Having nurtured the dream of serving humanity since his youth, he set up Kanpur's most reputed brand in the Diagnostic space – Gian Pathology and X-Ray post his education. He was the first in the pathology field in Kanpur to leverage cutting-edge technology to ensure speed and accuracy of service to mankind. He also pioneered the concept of Hospital Lab Management in Kanpur.

He is currently focused on building a very versatile team to establish the presence of Gian Life Care Ltd at all major locations on Indian Map.



## Abhisharan Agarwal

*Independent Director*

Mr. Abhisharan Agarwal, after completing his B.Tech in 1977, started working with JK Plastics, in 1980 he joined the Insurance sector as Surveyor and Lead assessor till 2000. He retired in 2014 after serving Omkar Nagari Sahakari Bank for 14 years as a CEO. Post retirement is now working as a Financial Advisor



## Umang Gupta

*Independent Director*

A Masters in Business Administration, Mr. Umang Gupta excels in business development, team building and customer service, skills acquired through his multi-sector working experience that mandated customer interaction and nurturing intellectual capital.

**Thank you**

