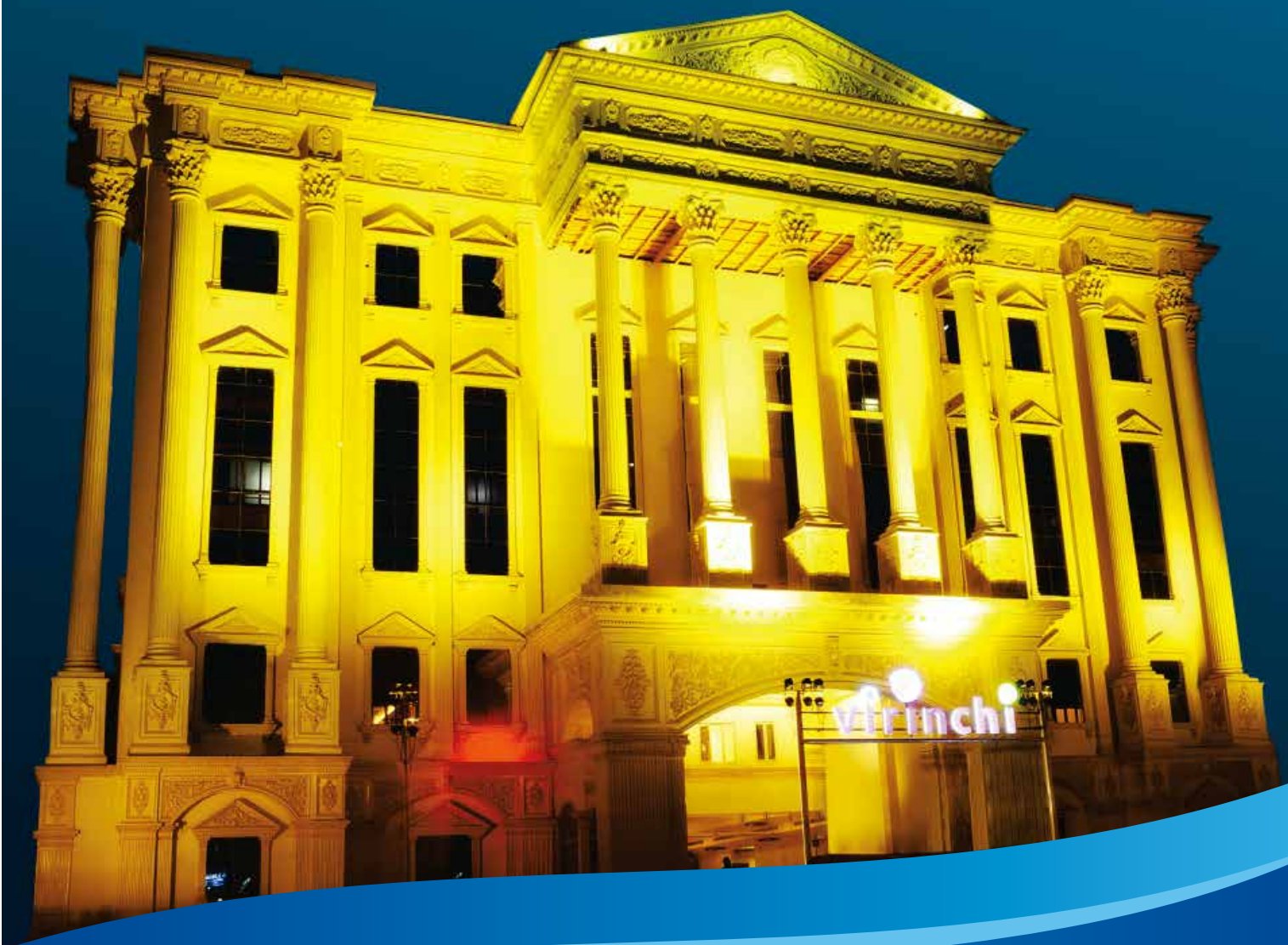
virinchi

www.virinchi.com

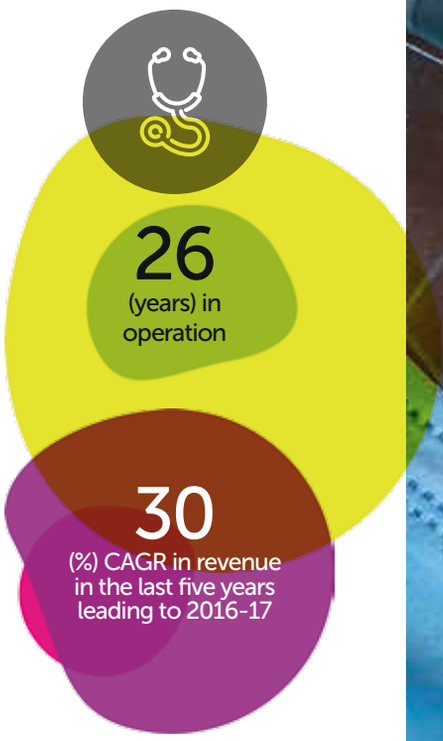


28th ANNUAL REPORT 2017

"If at first, the idea is not absurd,
then there is no hope for it"

Albert Einstien

CAUSING SYSTEMS PERFORM BUSINESS



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The Chinese Bamboo. Virinchi Limited. And business sustainability.

The story of Virinchi Limited could well be the story of the Chinese Bamboo Tree.

This tree variety requires patient nurturing. Water, fertile soil and sunshine.

In the first year, it shows no sign of activity; in the second year too, no visible growth above the soil; in the third year, nothing again. In the fourth year, absolutely nothing.

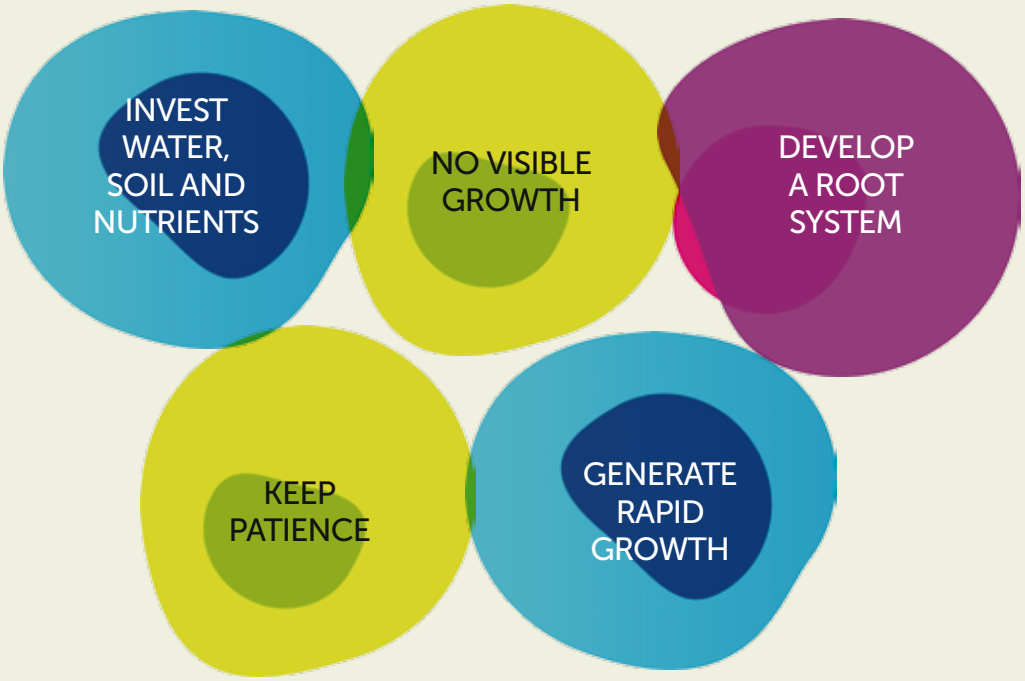
And just when the grower may lose hope, something remarkable unfolds.

In the fifth year, the Chinese Bamboo Tree grows 80 feet - in just six weeks.

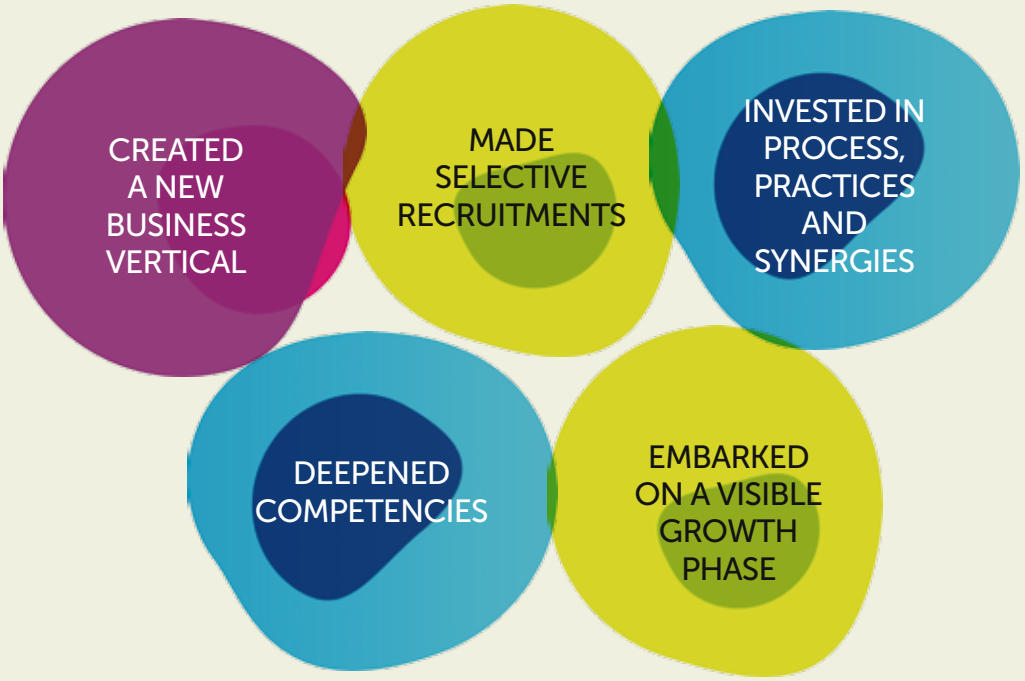
And too is our story at Virinchi Limited.

The Chinese Bamboo and Virinchi Limited

The Chinese Bamboo



Virinchi Limited



"If at first, the idea is not absurd, then there is no hope for it"

Albert Einstien

At Virinchi, we believe that it's these ideas that have and will continue to change the world we live in.

During the last few years, we recognised that we could either do something DISRUPTIVE or attempt the safe, tried and tested.

We resolved that we would rather be a fore-runner that invests in the future, embarking on what others considered impossible.

And that is precisely how we set about positioning our company.

A company that dared to dream. A company that selected to disrupt and outperform. A company that intended to enhance stakeholder value in a substantial way

The first inkling of this long-term commitment was evident in a challenging 2016-17. The company reported a 31% increase in revenues and a 45% growth in profit after tax.

Virinchi. ***"n minds, n! knowledge"***.

Virinchi Limited.

Parentage

- Established in 1991
- Led by Mr Viswanath Kompella IITM (Founder), Mr Satyajeet Prasad IIT KGP C& IIM L (CEO), Mr M. V. Srinivasa Rao IIM A(Group President), Ms. Santhi Priya M FCA (Group CFO & Whole Time Director), Mr Vishal Ranjan IIT D & IIM C (President Strategy), Mr Amar Sivaji Pendyala (Chief Operating Officer), Mr Neeraj Kumar IIT D & IIM L (Head of Sales and Services – North America), Mr. Srinivas Myana CS (Chief Marketing Officer – Healthcare), Dr. Murty NSVV (Medical Director for Healthcare), Sri Kalyan Kompella MBA (Executive Director- Operations), Mr K. Ravindranath Tagore (Company Secretary) along with a team of dedicated and experienced professionals

Presence

- Headquartered in Hyderabad, India
- Two development centers in the IT Vertical. One in Banjara Hills, Hyderabad, and the second, a global delivery centre, at Hakimpet, Hyderabad
- A chain of 550-bed hospitals across three locations in Hyderabad expanding to 700 beds
- Listed and traded actively on Bombay Stock Exchange in India.

Vision

To be the best in what we do through a combination of vision, service, technology and competence

Mission

To achieve global benchmarks through adoption of ongoing innovation in the Healthcare & Technology domains

Technology goal

"To build Globally Inclusive Solutions"

- Build a suite of fintech products to reach the unserved
- Develop deep specialised technology solutions for the Healthcare and Finance domains
- Develop delivery capability and client footprint for next-generation technology services including SMAC domains, particularly machine learning and big data analytics

Healthcare goal

"To serve a Billion Patients"

- Have a presence in some of the medically underserved markets in India
- Deliver personalised medicine through data analytics and combinatorics on a single healthcare mobility platform

Product profile

Annuity-based IT Products & IT-Enabled Business Services

QFund™ is a technology leader in the short term lending industry, managing around 5000+ POS and large online installations in the U.S.

KSoft Systems Inc. is a 100+ person, consulting and technology services company, serving clients in the Life Sciences, Healthcare, Financial, Telecom, Logistics, and Insurance Industries.

Healthcare Delivery & IT Enabled Business Services

Virinchi Hospitals owns and runs state of art multispecialty hospitals in India. The hospitals are unique delivering advanced medical technology & sophisticated in-house IT / mobility based systems driven patient care

Virinchi Learning is a leading Healthcare skill development organisation working together with NSDC, Govt. of India to upskill up to 80,000 Healthcare Workers across hospitals & biotechnology services

Virinchi Combinatorics and Systems Biology aims at developing a comprehensive program for population health management through aggregated analytics on biomarkers and clinical outcome

Recent awards

The Times Health Care 2017 Award for Telugu speaking States	• Emerging Hospital of the year in Multi-Specialty Hospital category • Best Hospital – Radiology, Best Hospital – Nephrology 7 Individual Doctor Recognitions
State of Telengana Award 2016-17	Best in Revenue among the IT SMEs for 2015-16
HYSEA 2017	Best Indian IT SME for 2015-16 by Hyderabad Software Exporters Association

The Virinchi culture is about decisive transformation

When Virinchi embarked on commissioning a modern multi-speciality hospital at Hyderabad in one of the shortest sectoral tenures in India, the first reaction was predictably dismissive.

The reasons were many.

"It has never been done before!" said a few.

"But the company possesses no construction experience ...' indicated many.

At Virinchi, we embarked on shrinking the project commissioning tenure with a singular focus.

One, we would not build a hospital from scratch; we would buy existing urban infrastructure (mall) and rebuild / refurbish .

Two, we would not design after we had moved in; we began to design the property even before we had acquired.

Three, we empowered our team with adequate authority to seek alternative strategies to implement faster.

The result is in the numbers. Most modern multi-speciality hospitals in India are commissioned in 30 months from zero date . Virinchi's Banjara Hills hospital was commissioned in around 15 moths, arguably one of the fastest commissioning tenures anywhere in India.

Virinchi. ***"n minds, n! knowledge"***.

550
Number of beds in hospitals operational across three locations

50
Number of apps in our Healthcare Mobility Ecosystem Platform

The Virinchi culture is about providing a futuristic experiential service *today*

When Virinchi resolved to provide a futuristic hospital experience in a legacy sector, most treated this intent with disregard.

The reasons were varied.

"The company has no experience in managing a large hospital facility," indicated some.

"The healthcare sector is a complex and rapidly evolving space requiring specialised bandwidth,"emphasised others.

At Virinchi, we responded positively to this reality .

We believed that it would be possible to deliver enhanced care riding a robust technology backbone. This robust backbone at the disposal of some of the best doctors would translate into superior service and positive patient outcomes.

The result is that Virinchi's multi-speciality hospital in Hyderabad is virtually paperless; the extent of technology integration makes it possible to access a large number of reports on the smartphone, facilitating informed-decision making by doctors; the configuration and quality of medical equipment is benchmarked with the best in the world.

The result of this differentiated approach is a growing opinion pool: that the high Virinchi benchmark quality is not matched by most hospitals in the country; that through this approach, the company has leapfrogged an entire generation of service delivery – from local to global.

And all this within only the first year of commissioning.

Virinchi. ***"n minds, n! knowledge".***