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

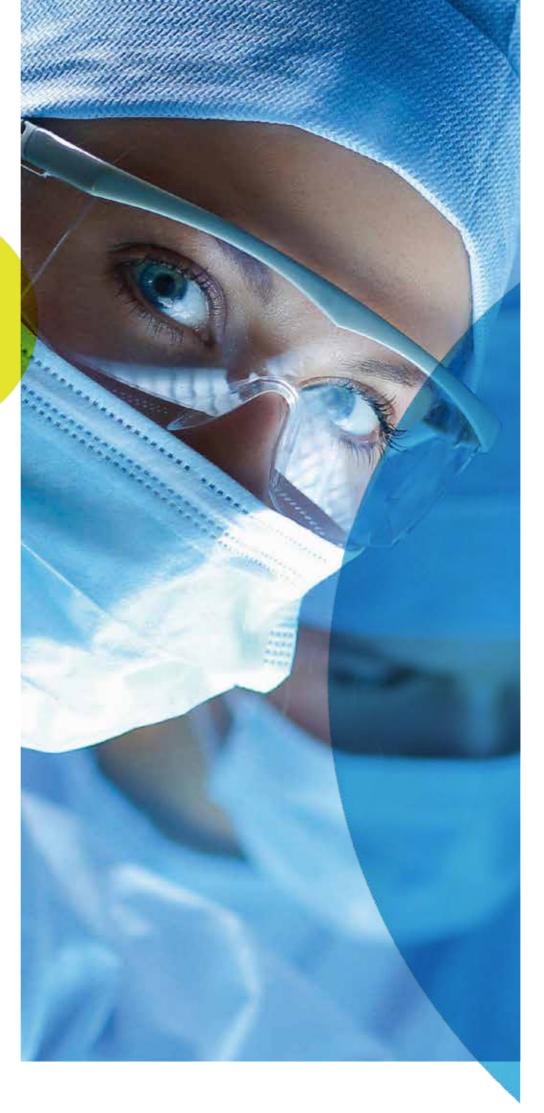
Albert Einstien



30 (%) CAGR in revenue in the last five years leading to 2016-17

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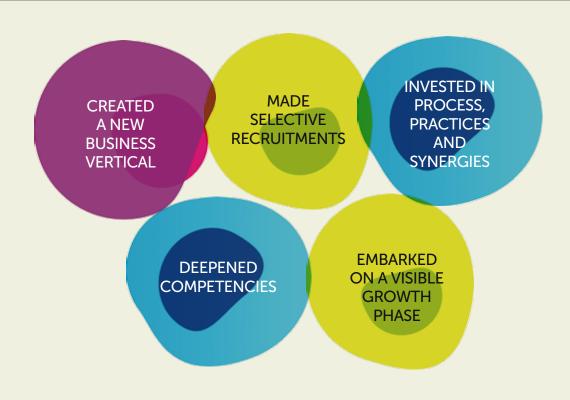




# The Chinese Bamboo and Virinchi Limited







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

Albert Finstien

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.

Inspired by a dream. Driven by performance.

Engaged in Financial Technology Products and Services

Engaged in Healthcare Delivery Services.

#### 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
- 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 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.

PHILIPS

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.

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