



# GLOBAL HEALTH LIMITED

Dedicated to Life

**INVESTOR  
PRESENTATION  
Q3 FY 2023**



- This presentation, apart from historical information, contains some "forward-looking statements" including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by these statements. These factors include, but are not limited to general market conditions, macro-economic, movements in currency exchange and interest rates, the ability to attract and retain high quality human resource, competitive pressures, technological developments, governmental and regulatory trends, legislative developments, and other key factors beyond the control of the Company.
- These forward looking statements are based on information currently available to us, and we assume no obligation to revise these statements as circumstances change. The Company may alter, modify or otherwise change in any manner the content of Presentation/Press Release, without obligation to notify any person of such revision or changes.

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02 The Medanta Model of Healthcare

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01

# Medanta's Founding Principles, Journey and Purpose

# Medanta was founded to bring a new type of healthcare to India...



## ... the human side of healthcare

Healthcare is never only about science. It is also about the **art of medicine** – the **human connection**, putting the **patient first**, **collaboration**, the personal acts of **empathy** and the **values** that guide our decision making.



At Medanta we have built an institution to match the highest benchmarks of excellence globally. We have created an ecosystem of excellence that encompasses world-leading clinicians, state-of-the-art equipment, best-in-class infrastructure, and a strong emphasis on research and innovation.

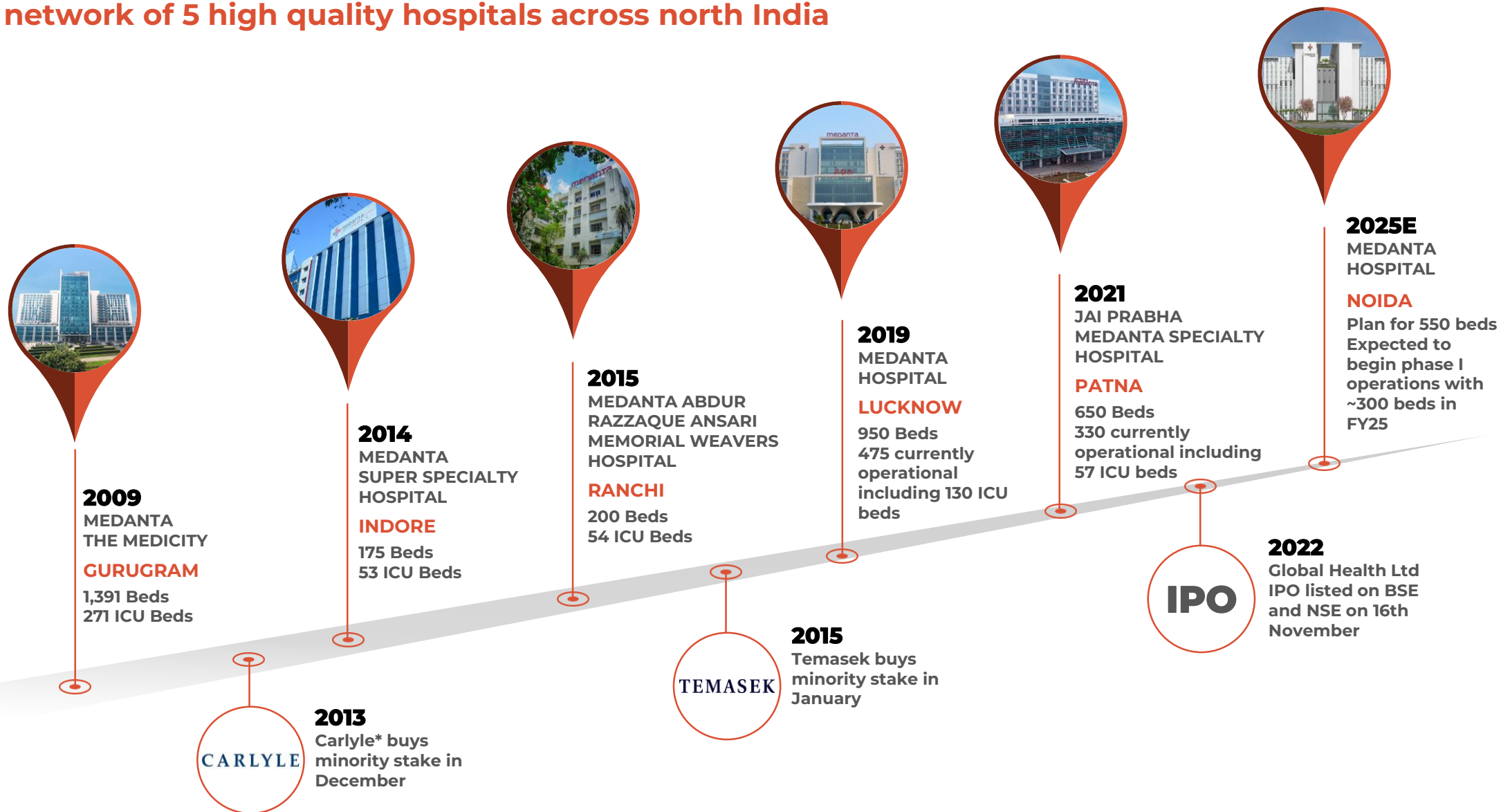
Medanta's patient-first approach allows teams of super-specialist doctors to collaborate seamlessly and arrive at the best-possible treatment customized for each patient in line with our guiding philosophy 'Har Ek Jaan Anmol', meaning 'Every Life is Invaluable'



**Dr. Naresh Trehan**  
**CMD & Chief Cardiac Surgeon, Medanta**

# Growth from a single flagship hospital in Gurgaon...

...to a network of 5 high quality hospitals across north India



\* Carlyle Group (Anant Investments) exited completely in the IPO



## Infrastructure and technology

Built to deliver the most complex care

Network of **5** multi-speciality hospitals

**1** under construction hospital

**6** clinics across **4** cities

Over **2,571\*** beds expanding to **3,500+** by FY2025E

**69** operation theatres  
**550+** ICU beds

Facilities for **30+** medical specialties

**4.7 million sq. ft.** of built-up area with additional land for expansion

## High quality clinical talent

Full time doctors; team based care

**1,440+** doctors\*

**5,320+** nurses and paramedics\*

**9,100+** full-time and retainer employees\*

## Patients treated

Seen as the 'last stop' in healthcare

**2 million+** patients treated annually

**1,00,000+** procedures annually

Patients treated from over **130** countries

## Awards and accreditations

National and international recognition

Medanta - The Medicity, Gurgaon rated **Best Private Hospital in India 2020, 2021, 2022** by Newsweek

Medanta Gurgaon **reaccredited 4 times with JCI**; Gurgaon, Lucknow, Indore, Ranchi are **NABH accredited**



# Global Health Limited successful listing on November 16, 2022

18 DIIs, 16 FIIs participated in the anchor book



- **Largest hospital IPO in India**
- **QIB portion** was **oversubscribed 28.64 times**
- Marquee institutional investors such as:  
**Government of Singapore (GIC), Nomura, Polar Capital, UBS; Sovereign Wealth Funds** likes of **Norges, OTPP, Novo Holdings**
- Leading domestic Mutual Funds participated in the IPO: **SBI, ICICI, HDFC, Nippon, Aditya Birla, Kotak**



**Pankaj Sahni**  
**Group CEO &**  
**Director**

*“In our new avatar as a listed company, we would like to reiterate our commitment to Medanta’s core values; that is, to always put our patients first, to practice the highest quality of medicine with the highest integrity and to remain a doctor-led and doctor driven institution. We welcome the incoming shareholders to the Medanta family. We do not take the trust you have reposed in us lightly, and we value you as partners in this onward journey.”*



Embracing a new era and redefining our purpose

## MISSION

Our mission is to deliver world class, patient centric, integrated and affordable healthcare through a dynamic institution that focuses on the development of people and knowledge

### Core Values



**Patient centric care:** Foster a culture where every one of us is committed to care for patients and their caregivers



**Leadership and quality:** Commit to delivering excellence in everything we do through exemplary action and behaviour



**Integrity and courage:** Maintain the highest ethical standards by putting the patient first and demonstrating the courage to do what is right



**Collaboration, learning and innovation:** Promote teamwork and collaboration, welcome change and creativity, encourage innovation

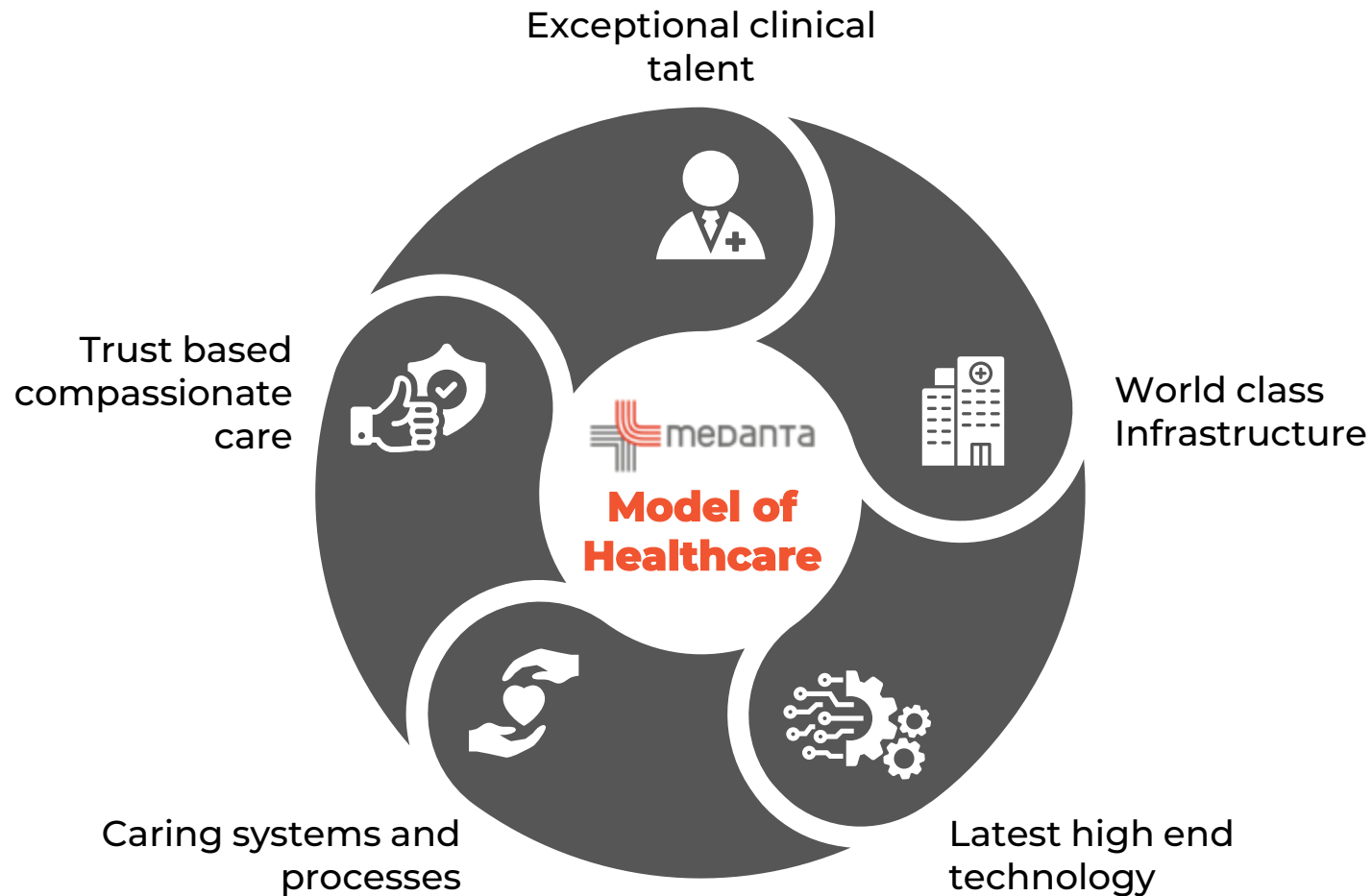
02

## **The Medanta Model of Healthcare**

**Delivering the highest quality of medicine with care and compassion**

# The Medanta Model of Healthcare

Delivering the highest quality of medicine with care and compassion



## What it means for patients and caregivers?

- Super specialized doctors provide the highest quality of care through a team based integrated approach
- A safe and friendly healing environment with a patient-centric design in all clinical areas and public spaces
- Availability of the most advanced, innovative equipment and technology to enable the most complex diagnostics and treatment
- Doctors who take ownership and personal responsibility
- Respect-based processes for patients and their families

# Exceptional clinical talent delivering the highest end of care

## World leading clinicians deliver multispecialty integrated care through a doctor led model

- 1 Clinical team includes recipients of **Padma Bhushan, Padma Shri, and BC Roy awards**, in addition to other accolades
- 2 Senior doctors trained in **leading medical institutions** mentored in the **Medanta way**
- 3 Departmental concept enables **sub-specialisation**, and ensures a **combined team-based approach** to care
- 4 **Autonomy given to each department head** to focus on the medicine and to drive clinical excellence
- 5 Almost all doctors work **full-time and exclusively at Medanta's hospitals**
- 6 Each specialty operates on a **joint rewards system** to promote a team based approach to care delivery
- 7 Culture of collaboration, cooperation and teamwork with **multispecialty care integration**
- 8 **30+ medical specialties** led by specialist teams of doctors with an **aim to deliver the best medicine**



# Infrastructure designed to create a safe and efficient environment

## World class infrastructure that creates the best possible space for healing



**SPACES DESIGNED TO OPTIMIZE CLINICAL FLOWS**

- High proportion of OTs and ICUs; given the orientation towards higher end, complex clinical work
- High focus on infection control practices; dedicated Air Handling Units (AHUs) for each OT, ICU and ward
- Strong focus on patient safety (including fire safety) with JCI compliant infrastructure
- Co-horting of patient's with the same disease profile on one floor to give a 'hospital within a hospital' feel for each specialty
- Spaces designed to optimize ease of clinical flows with high square foot to bed ratios and wide corridors
- Natural light in every patient space including ICUs; to help align patients time cycles to natural cycles of the sun
- Modular design across all units; to enable easy movement as per occupancy and specialty needs



**PATIENT CENTRIC DESIGN FOCUSED ON QUALITY AND SAFETY**





## Providing the latest tools to enable our doctors to deliver the greatest care

### Artis-Zeego Endovascular Surgical Cath Lab

Enables cardiologists and surgeons to work together on **complex procedures** such as **aortic dissections**



### Da Vinci Robotic System

Enables surgeons to perform **delicate and complex minimally invasive surgeries**



### Biplane Cath Lab

Used for **highly advanced cranial procedures**



### Cyberknife VSI Robotic Radiosurgery System

**Non-invasive alternative** to surgery for the treatment of both cancerous and non-cancerous tumours



### Femto Laser Cataract Suite

Developed to assist in cataract refractive procedures with **optimal results**



### Brain SUITE

**State of the art neurosurgery** operating theater which includes an **MRI inside the OT**



### 384-Slice CT

**Advanced AI based CT scanner** for **highly accurate CT** procedures and better evaluation of complex heart related diseases



### 3-Tesla MRI

**Higher clarity imaging and field strength** provides improved perfusion imaging, myocardial tagging and MR angiography



### Lokomat

Allows physiotherapist to provide **robotic rehabilitation**, personalized neurological rehabilitation program for the patients



1

## Doctors EMR app



### EMR/EHR APP

Developed a customised mobile clinical information, decision-support and workflow management solution to optimise care delivery

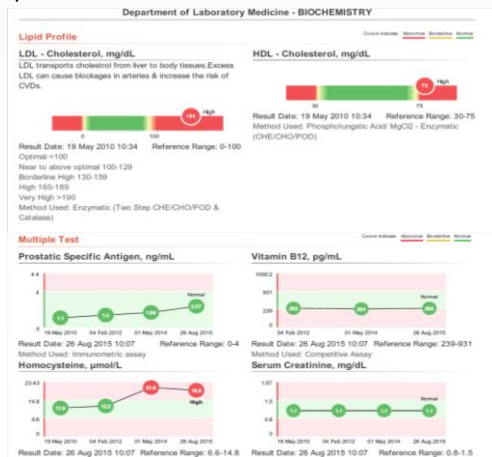
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## Patient App

### E-CLINIC APP

Developed a patient app that:

- Offers appointment scheduling mechanism and pre-payment
- Allows patients to access all medical records at one place



3

## Remote monitoring



### TELEMEDICINE

Allows us to reach patients in remote areas in the country and across the world



### IN-HOME ECG TESTING

Partnership with AliveCor Kardia, the world's only FDA-cleared 6-lead ECG for remote monitoring

4

## AI/ Predictive analytics



### DOCBOX

Partnered with Docbox, a US based company co-sponsored by the US Department of Defence to develop next-gen cardiac critical care monitoring equipment

Product is being designed and prototyped with our clinicians



### CLINICAL DECISION SUPPORT

Partnered with Qure.ai for AI based imaging decision support



# Over the last decade Medanta has become a beacon of clinical brilliance

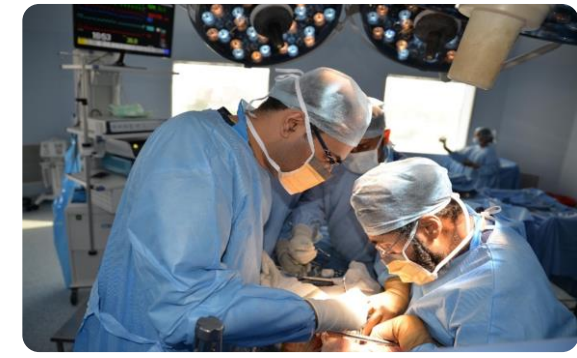
Renowned as the first-movers and the last-stop in Indian healthcare



**Life saving Creativity- 3D printed titanium spine**



**Pediatric liver transplant for an infant in 2020**



**Successful Intestinal transplant in 2013**



**CABG on oldest patient: 98 year old Iraqi undergoes bypass surgery**



**14 Italians with Coronavirus shifted to Medanta Gurgaon (among the first Covid patients in India)**



**India's first three-way swap liver transplant at Medanta saves three lives**

## Best Private Hospital in India three years in a row



- Newsweek ranking as the **Best Private Hospital in India** three years in a row: 2020, 2021 and 2022
- **Only Indian private hospital to be featured** in the Top 200 hospitals of the world, 2021 and 2022



Amrit Ratna Samman by News 18 on India's 75th Independence Day



All India Critical Care Hospital Ranking Survey 2022 by Times Health Survey

## National and International Quality Accreditations



03

## **Medanta Today**

**Leading tertiary and quaternary service provider in India**



From our flagship Medicity campus in Gurgaon, we have grown to over  
~2,500 beds across 5 cities

Largest private hospital beds in operation under one roof in Delhi (NCR), Uttar Pradesh and Bihar



**GURGAON**

1,391 beds; 271 ICU beds



**LUCKNOW**

475 beds; 130 ICU beds (950 planned)



**PATNA**

330 beds; 57 ICU beds (650 planned)



**INDORE**

175 beds; 53 ICU beds



**RANCHI**

200 beds; 54 ICU beds

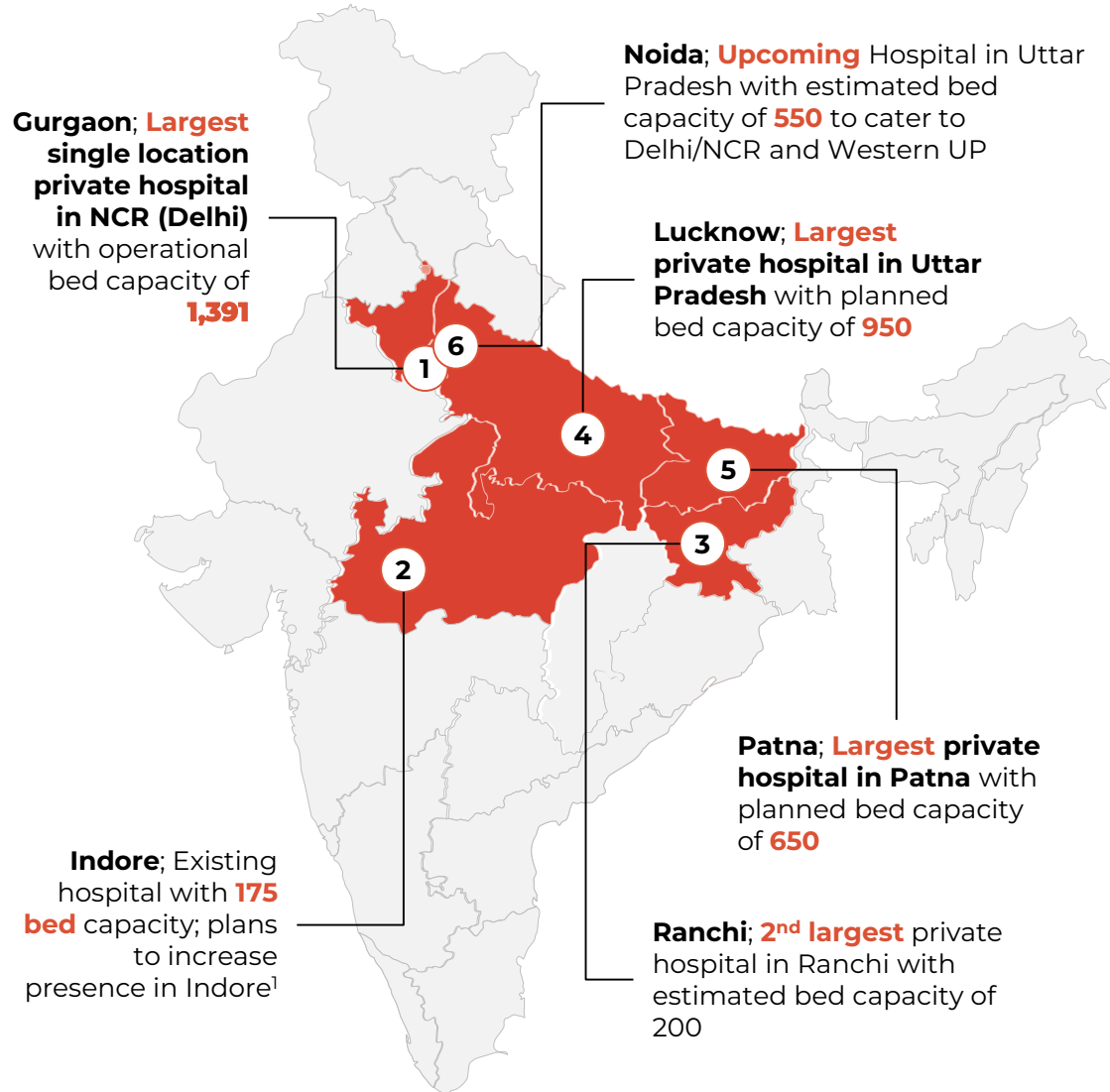


**NOIDA**

550 total beds (under construction)

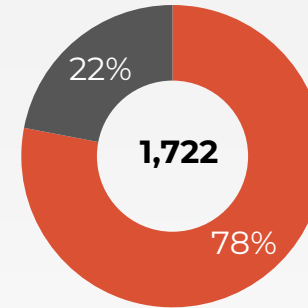
# Diversified group of hospitals across 5 States

Over 400 million people live in the States with Medanta facilities

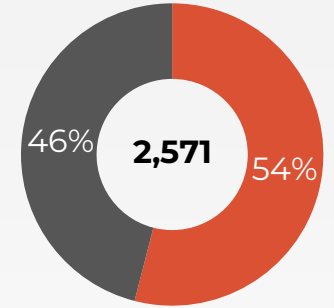


## Diversification | Gurgaon vs. other units

**Installed capacity**  
No. of beds

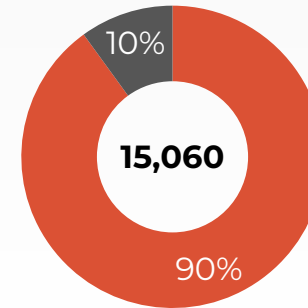


**FY 19**

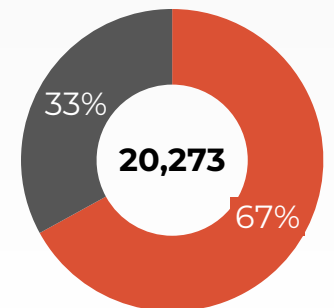


**9M FY 2023**

**Revenue mix<sup>2</sup>**  
INR million



**FY 19**



**9M FY 2023**

■ Gurgaon ■ Other units

Notes:

1. Refer slide #40
2. As per internal estimates (unaudited)

# Experienced senior management team across units

Clinical department heads chair operating and governance committees in each unit



**Dr. Naresh Trehan**  
Chairman and  
Managing Director



**Pankaj Sahni**  
Group CEO & Director



**Sanjeev Kumar**  
Group CFO



**Sumanta Ray**  
Chief Marketing  
and Growth Officer



**Bhuvander Kaul**  
Chief Procurement  
Officer



**Dr Sandeep  
Sawhney**  
SVP Strategy &  
Planning



**Rajiv Sikka**  
Chief Information  
Officer



**Manoj Gupta**  
SVP and Head HR



**Richa Singh**  
General Counsel



**Rahul Ranjan**  
Company Secretary



**Ambili  
Vijayaraghavan**  
Hospital Director,  
Gurgaon



**Dr Rakesh Kapoor**  
Medical Director,  
Lucknow



**Dr. Ravi Shankar**  
Medical Director,  
Patna



**Dr. Sandeep  
Srivastava**  
Medical Director,  
Indore



**Vishvajeet Kumar**  
Hospital Director,  
Ranchi

# Eminent Board of Directors

Marquee domestic and foreign institutions as major shareholders

## Board of Directors



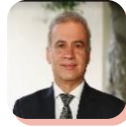
**Dr. Naresh Trehan**  
Chairman and Managing Director



**Pankaj Sahni**  
Group CEO & Director



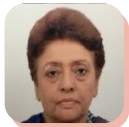
**Venkatesh Ratnasami**  
Non-Executive  
Nominee Director



**Sunil Sachdeva**  
Non-Executive  
Director



**Ravi Kant Jaipuria**  
Non-Executive  
Nominee Director



**Ms. Praveen Mahajan**  
Independent Director



**Vikram Singh Mehta**  
Independent Director



**Hari Shanker Bhartia**  
Independent Director

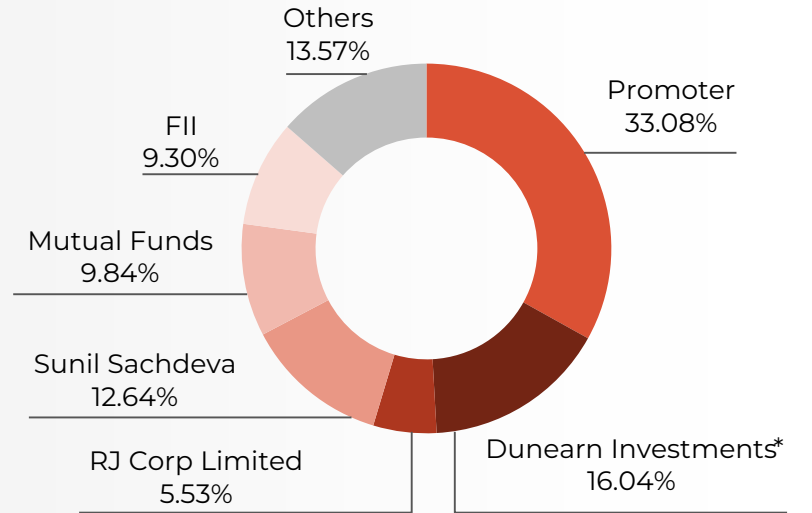


**Rajan Bharti Mittal**  
Independent Director



**Ravi Gupta**  
Independent Director

## Shareholding pattern as on 31<sup>st</sup> December, 2022



## Top 10 institutional investors as on 31<sup>st</sup> December, 2022



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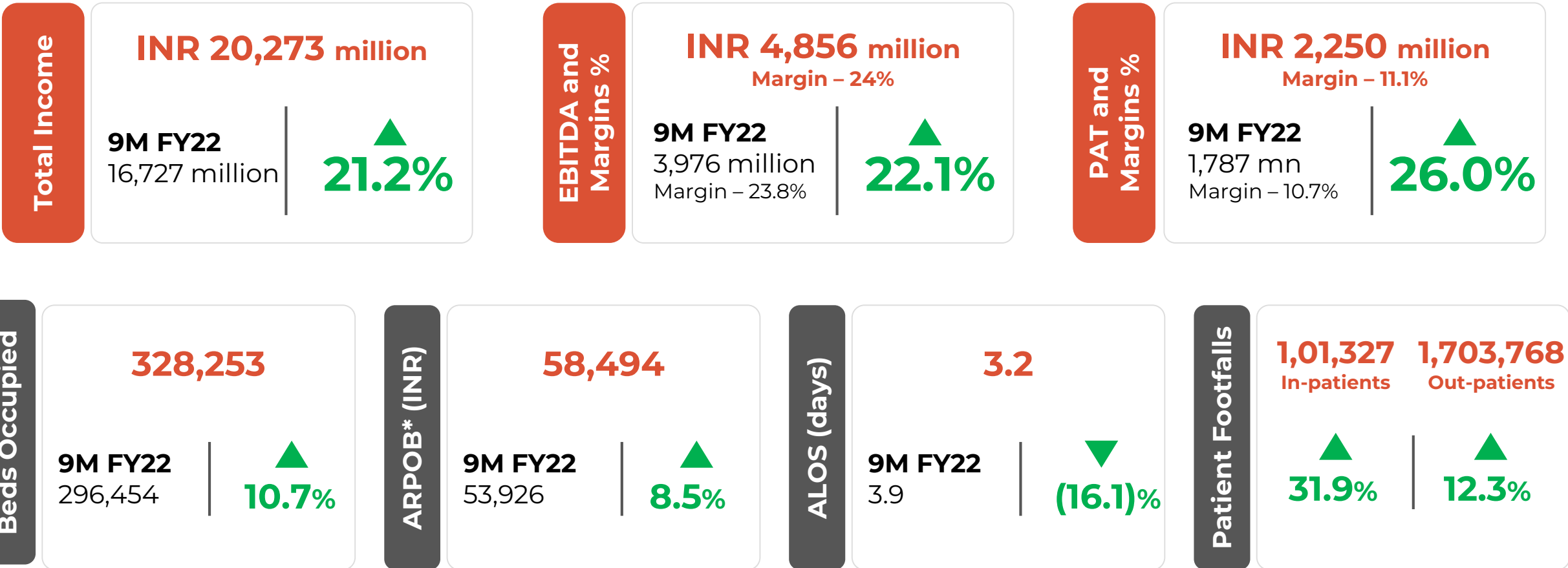
## **9M FY2023 Performance Update**

**Continue to deliver strong financial performance**



# 9M FY2023 performance summary

Consistently delivering strong growth with improved profitability



\*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

# 9M FY2023 performance summary

## Consistently delivering strong growth with improved profitability

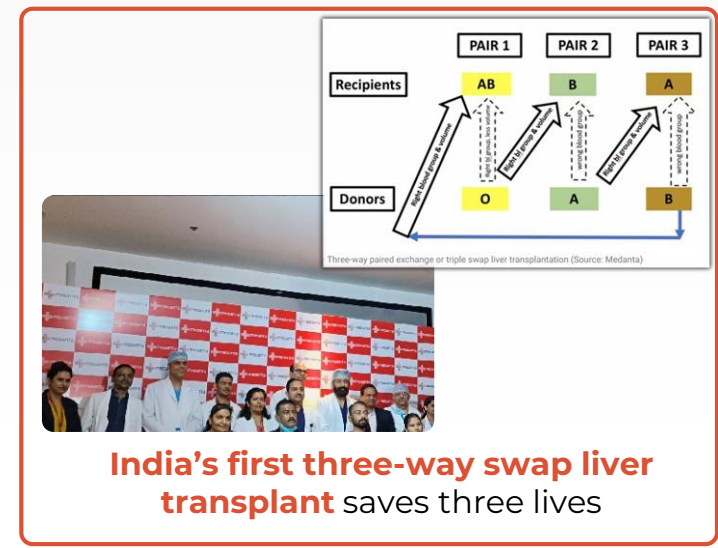
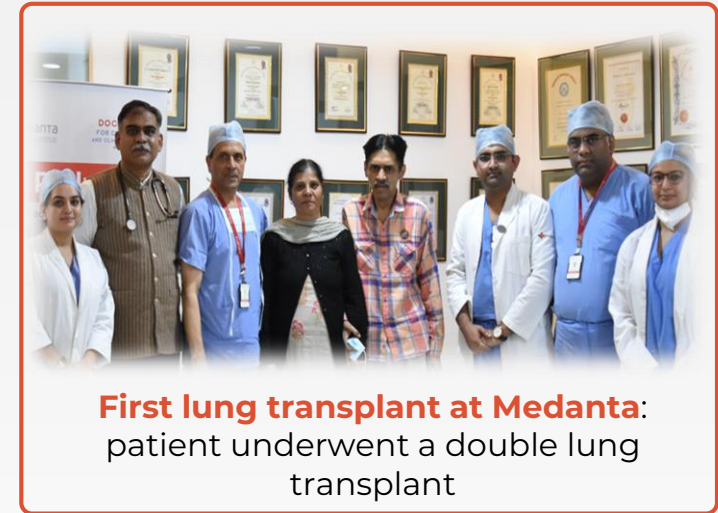
- Consolidated Total Income of INR 20,273 million, grew by 21.2% y-o-y. The growth was driven by combination of factors such as higher inpatient volumes, increase in bed occupied days, and change in specialty and payor mix
- EBITDA was INR 4,856 million, growth of 22.1% y-o-y. EBITDA margins remained strong at 24.0%
- Profit After Tax was INR 2,250 million, growth of 26.0%. PAT margins improved slightly by 40 bps to 11.1%
- During the period, 167 new beds were added, including 65 beds at Lucknow and 102 beds at Patna hospital
- Average bed occupied increased by 10.7%, representing an occupancy of 59% on increased bed capacity
- ARPOB grew by 8.5% to 58,494 in 9M FY23 driven by increased contribution from higher complexity specialties. In-patients count increased by 31.9%; Out-patients count increased by 12.3% in 9M FY2023
- Developing hospitals revenue share increased from 18% in 9M FY22 to 27% in 9M FY23 amounting to INR 5,401 million. Developing hospital EBITDA share increased from 17% in 9M FY22 to 32% in 9M FY23 amounting to INR 1,534 million
- During the period, International Patients Revenue increased by 83% to INR 1,197 million, driven by increased volume in international patient admissions
- In house OPD Pharmacy business continues to register strong growth. Revenue increased by 58% from INR 396 million in 9M FY22 to INR 625 million in 9M FY23



# Significant clinical accomplishments in 9 months

## Continuing the legacy of clinical excellence

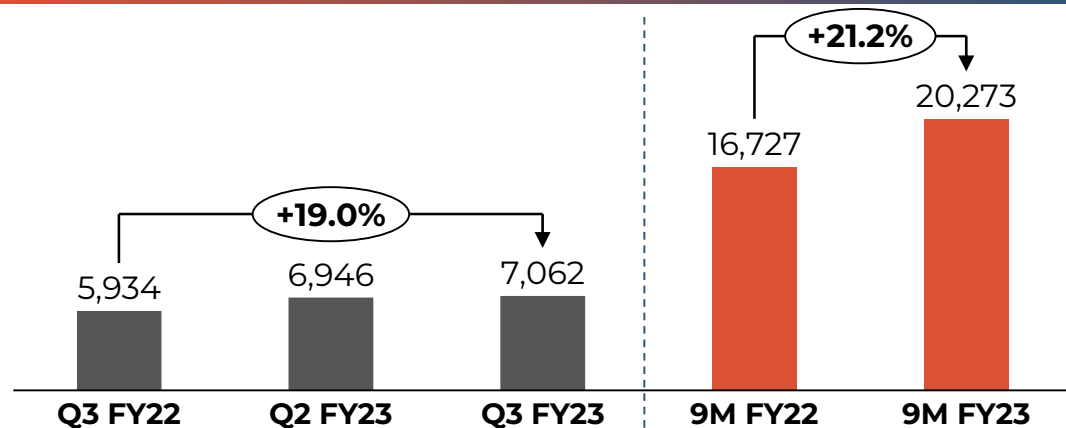
- The Medanta Liver Transplant Team successfully performed the country's **first three-way liver transplant swap**, or paired exchange, in which three patients suffering from terminal liver disease simultaneously received life-saving liver transplants.
- Medanta Gurgaon **started Lung transplant program**; and completed 3 transplants till date
- In an emergency procedure, Medanta doctors saved the life of a 3-year-old girl suffering from acute liver failure due to viral hepatitis – **the youngest ever in Uttar Pradesh to undergo a liver transplant surgery**
- Complemented by **first of its kind Level-3 Neonatal Intensive Care Unit in the state of Uttar Pradesh**, Medanta Lucknow **launches Mother & Child Services** in April '22
- Medanta pioneers advanced version of TAVI technique to treat aortic stenosis in patients with small vessels using **Evolut Pro + TAVI technique**
- Medanta Gurugram completed **500 BMT procedures** (adult and pediatrics) till August 2022
- Medanta **Lucknow completed 100+ Kidney Transplants** till August 2022 and **25 Liver transplants** in less than one year
- Medanta becomes the first private hospital in North India to **launch Drug Resistant Tuberculosis clinic**
- Dr. Sudipto Pakrasi had introduced the cutting-edge technology of Robotic Cataract surgeries, completed **4,000 cases of Femto Laser Assisted Cataract surgeries (FLACS)**, **highest by a single surgeon in India**



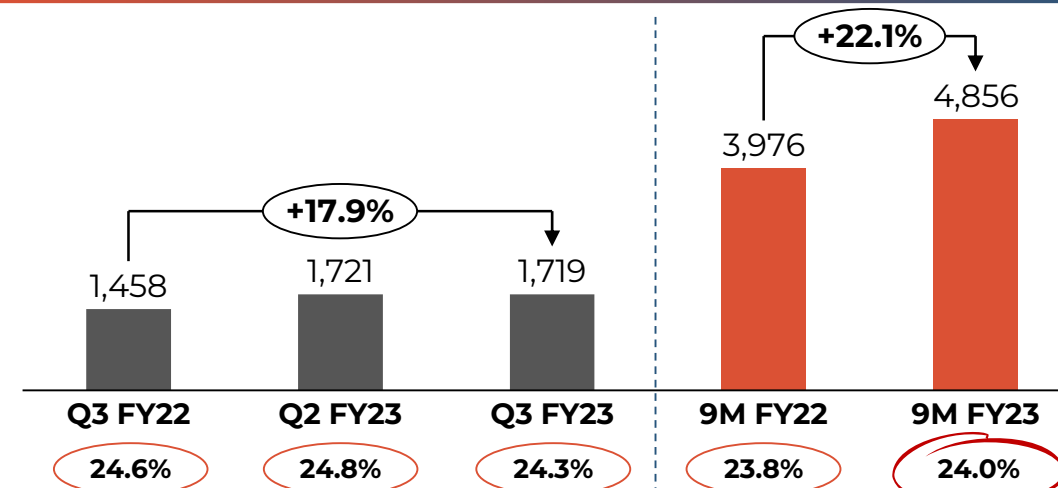
# Key operating metrics: Revenue and profitability

## Robust growth across all major metrics

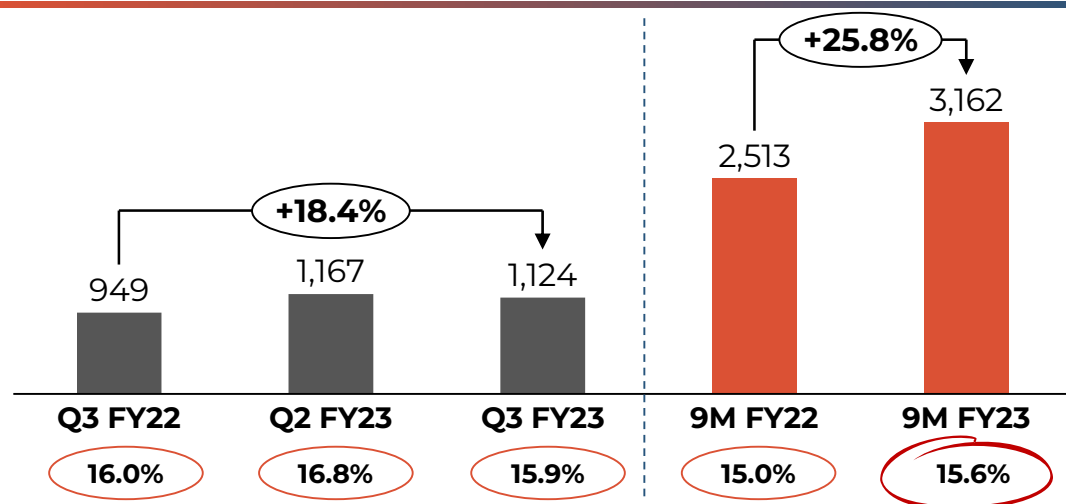
Total Income (INR million)



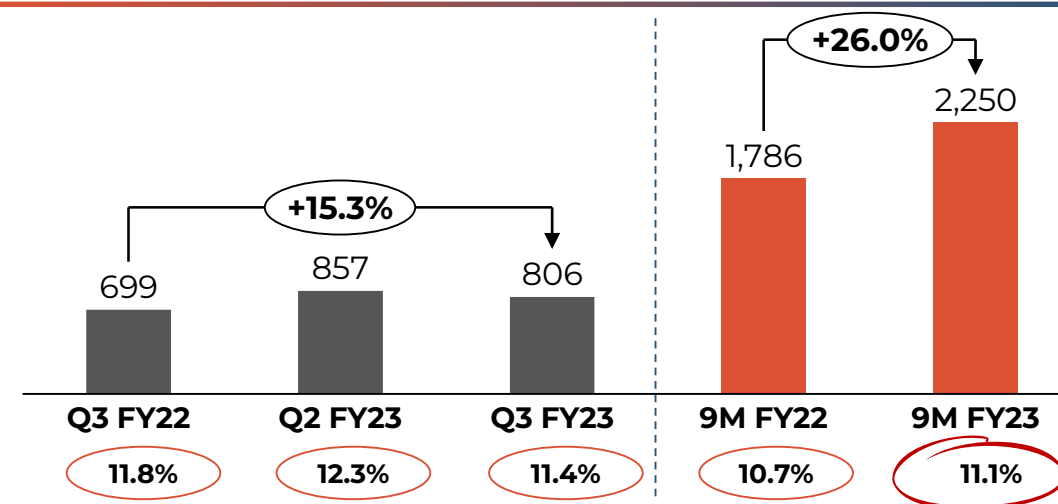
EBITDA (INR million and margin %)



Profit before tax (INR million and margin%)



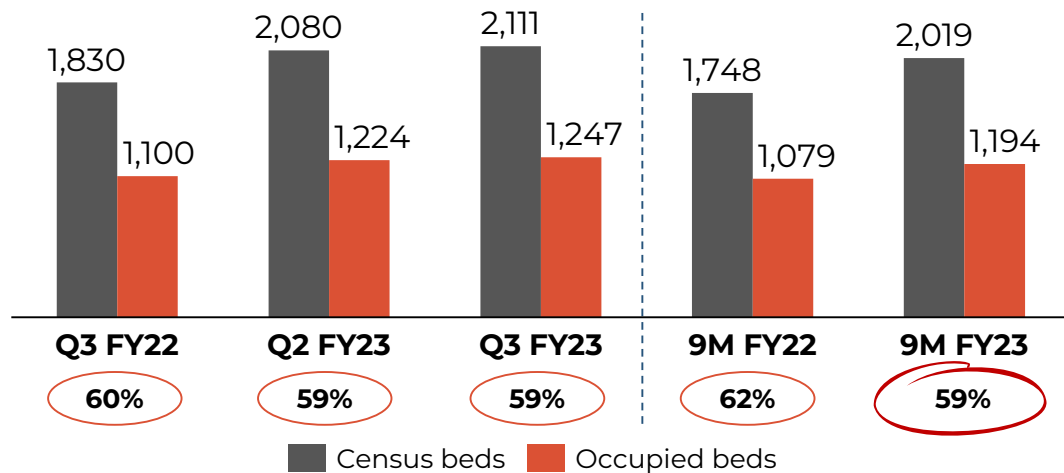
Profit after tax (INR million and margin %)



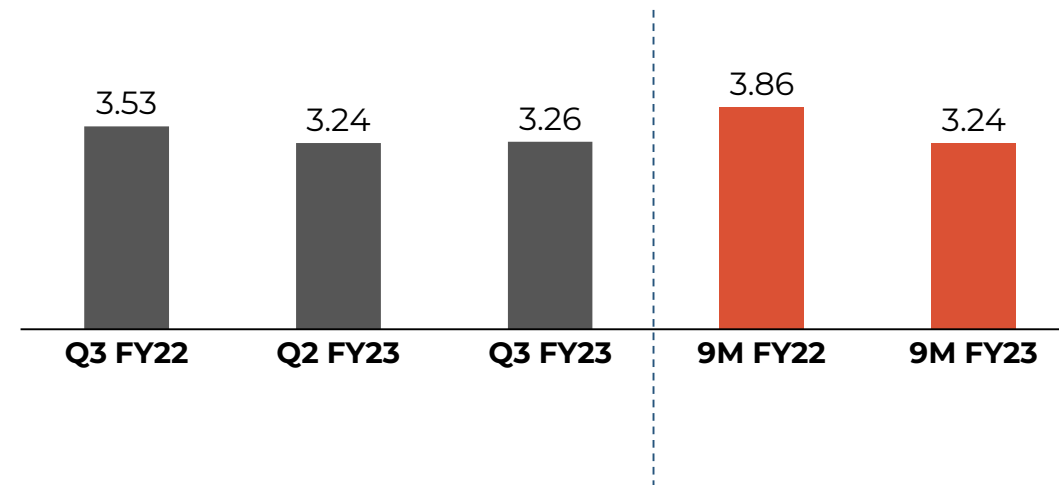
# Key operating metrics: Volumes, occupancies, ALOS

Strong volume growth, increased bed capacity and improvements in ALOS

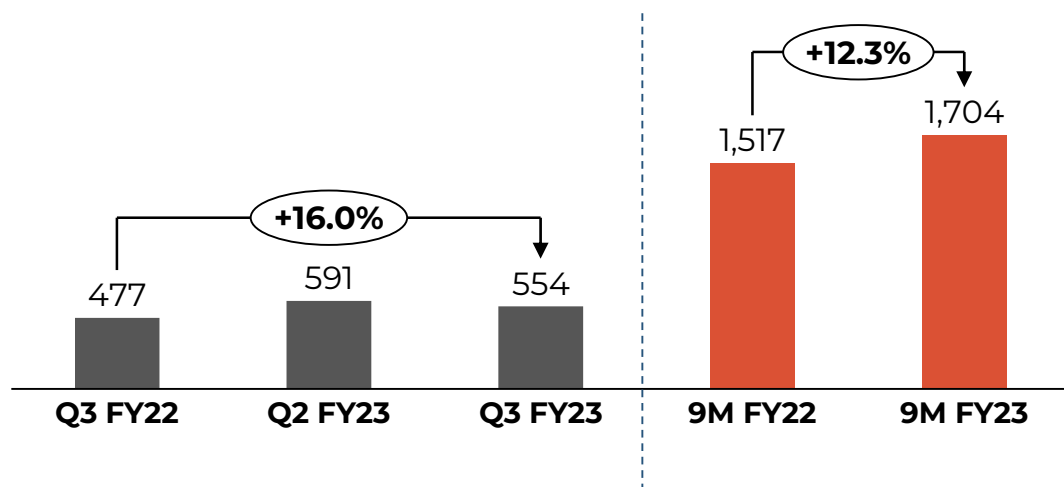
Census and occupied beds



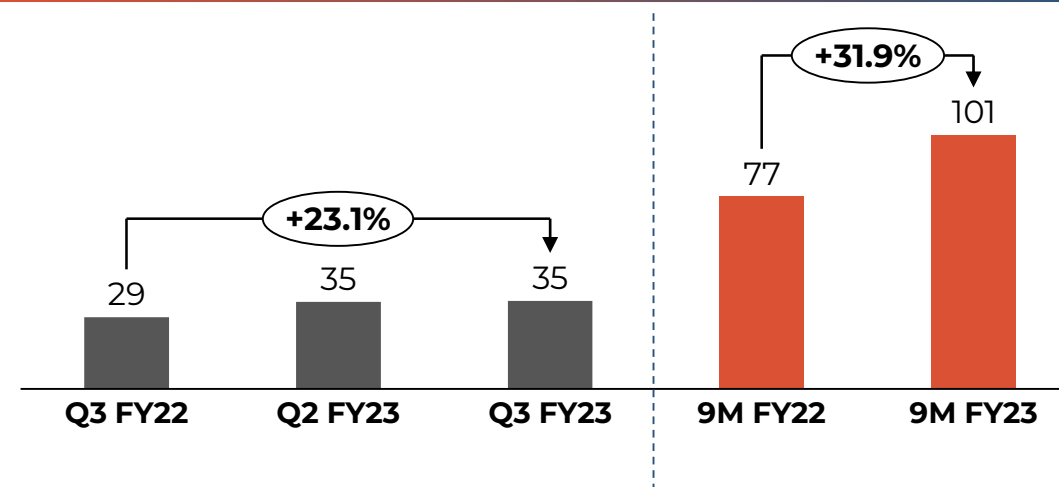
ALOS (days)



OPD volumes ('000)



IPD volumes ('000)

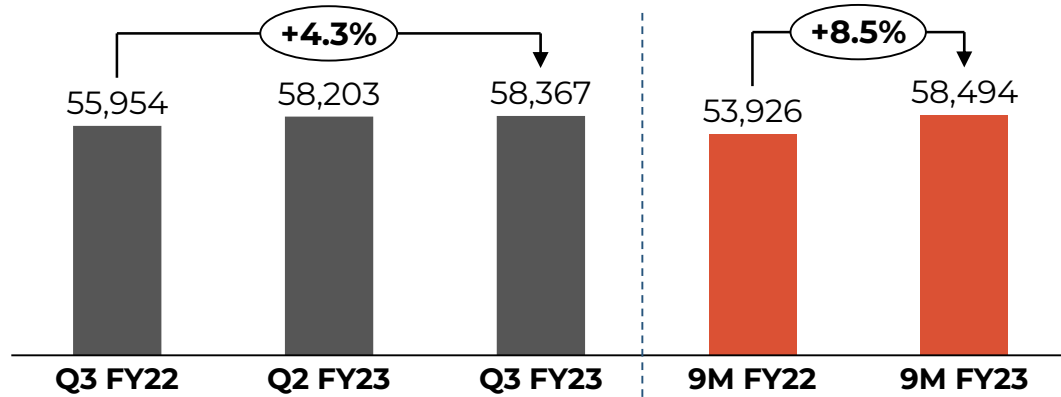




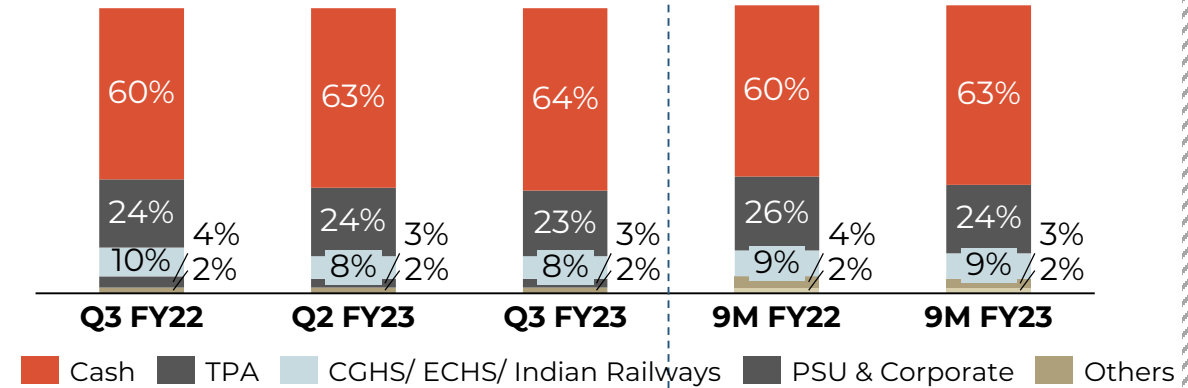
# Key operating metrics: ARPOB and revenue mix

## ARPOB growth driven by speciality mix and channel mix improvements

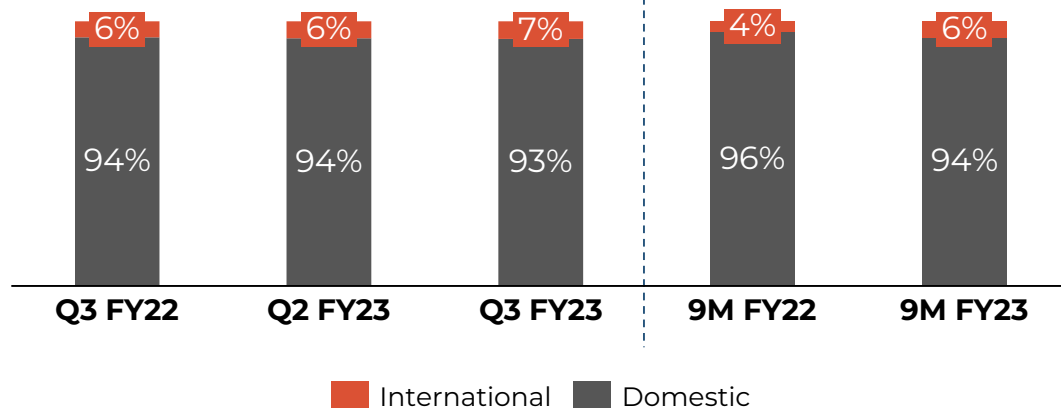
ARPOB\* (INR)



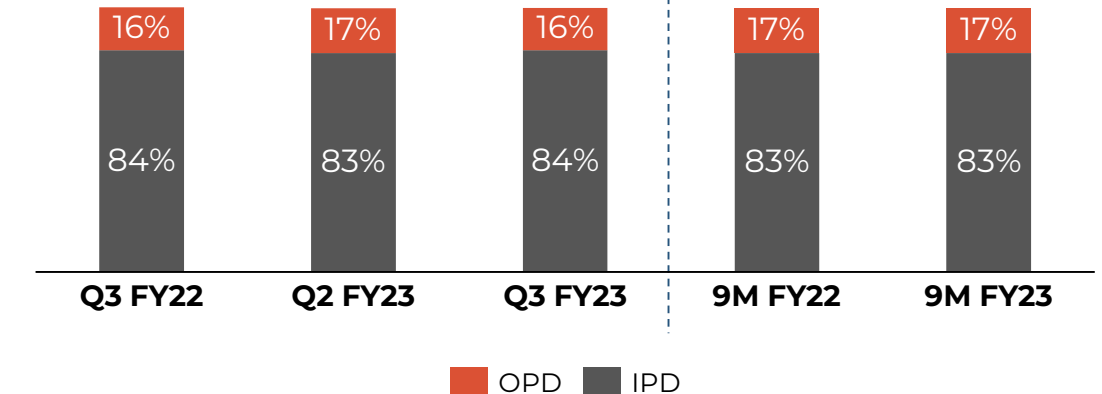
IPD Revenue mix by payor category



Domestic and international revenue breakdown



IPD vs OPD revenue breakdown

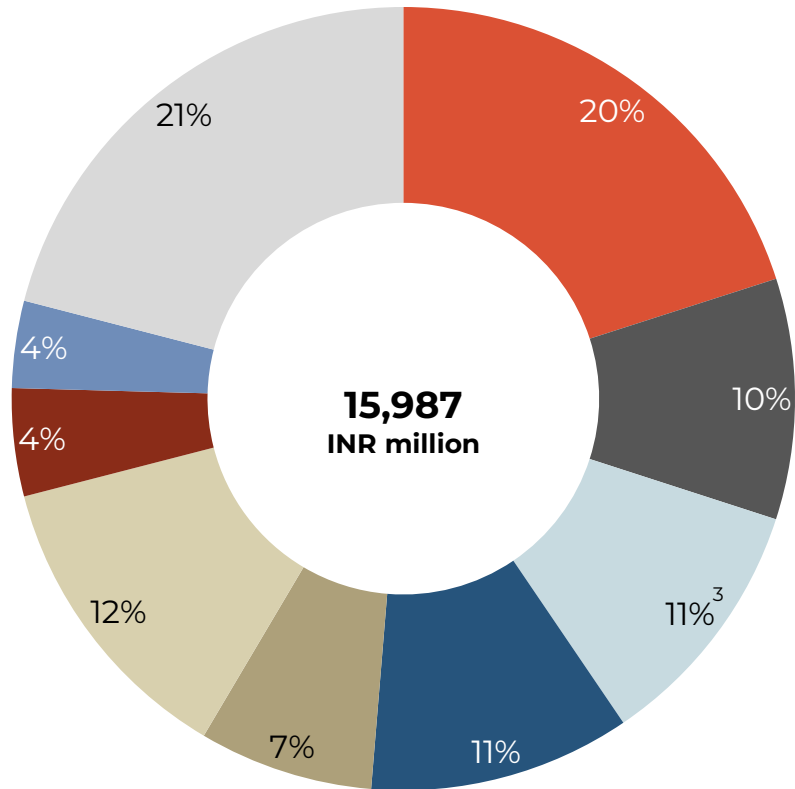


\*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

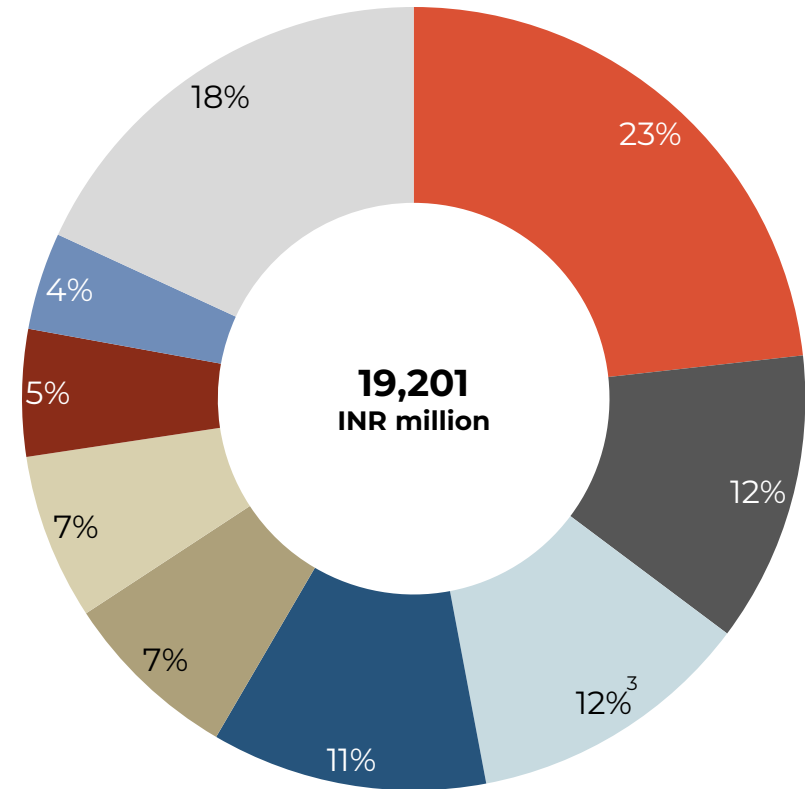
# Diverse revenue<sup>1</sup> mix across all complex specialties

## Shift away from Internal Medicine as Covid recedes

Revenue mix by specialty 9M FY22



Revenue mix by specialty 9M FY23



■ Heart 
 ■ Digestive 
 ■ Cancer<sup>3</sup>
■ Neuro 
 ■ Kidney & Urology 
 ■ Internal Medicine 
 ■ Ortho 
 ■ Liver Transplant 
 ■ Others

Notes:

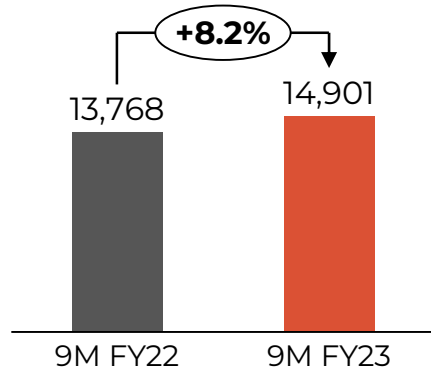
1. Revenue from healthcare services excludes pharmacy revenue and other income
2. Revenue breakdowns are provided as per internal MIS at the Company's consolidated level
3. Cancer includes medical oncology, radiation oncology, head & neck surgery, bone marrow transplant and breast surgery

# Growth seen in both mature and new hospitals

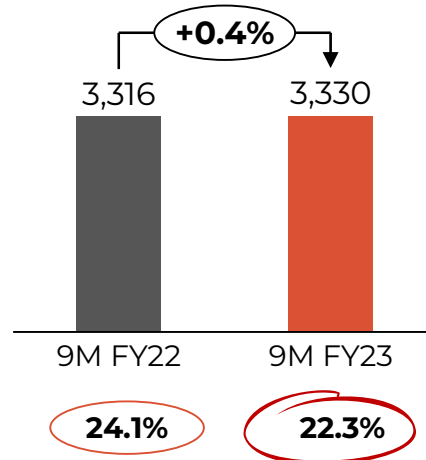
## New hospitals continue to show strong success in a very short timeframe

### Matured hospitals - Over 6 years

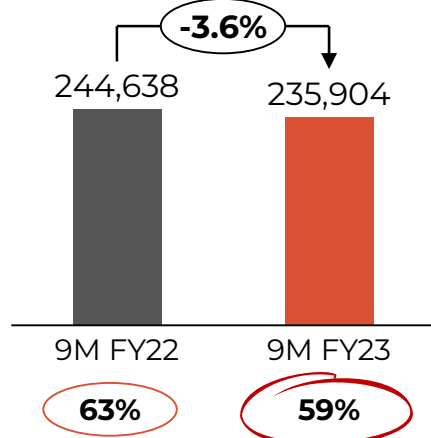
Total Income (INR million)



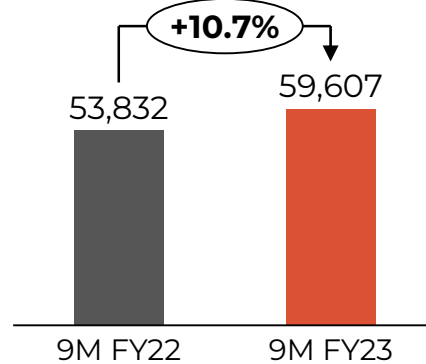
EBITDA (INR million and margin %)



Occupied Bed Days

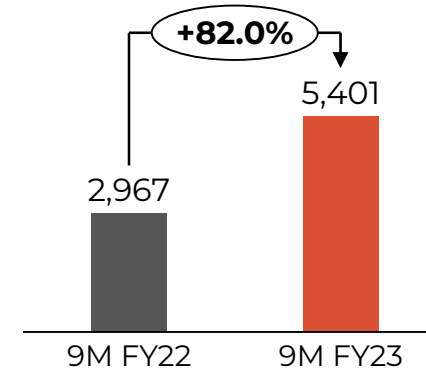


ARPOB\* (INR)

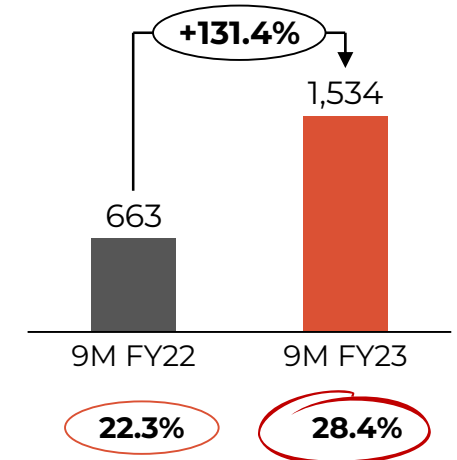


### Developing hospitals - Less than 6 years

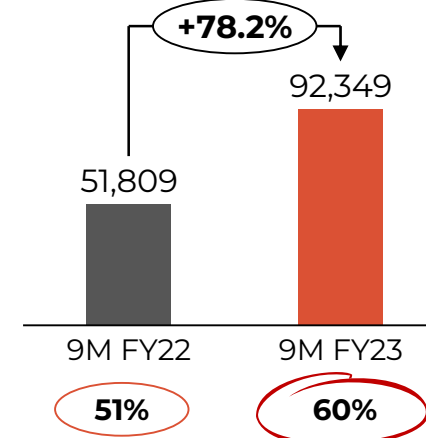
Total Income (INR million)



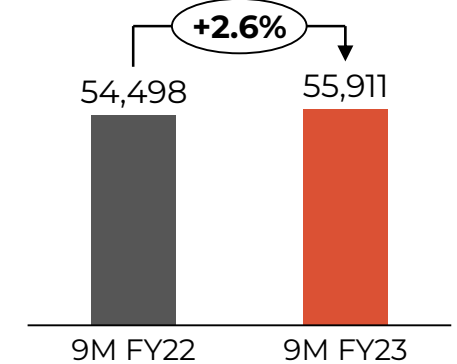
EBITDA (INR million and margin %)



Occupied Bed Days



ARPOB\* (INR)



\*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

# Profit and Loss Statement

INR million	Nine Months			Quarter			
	9M FY22	9M FY23	Y-o-Y Growth %	Q3 FY22	Q2 FY23	Q3 FY23	Y-o-Y Growth %
<b>Revenue from operations</b>	<b>16,462</b>	<b>19,908</b>	<b>20.9%</b>	<b>5,832</b>	<b>6,791</b>	<b>6,943</b>	<b>19.1%</b>
Other income	265	365	38.0%	102	155	119	16.4%
<b>Total income</b>	<b>16,727</b>	<b>20,273</b>	<b>21.2%</b>	<b>5,934</b>	<b>6,946</b>	<b>7,062</b>	<b>19.0%</b>
Cost of materials consumed	4,158	4,605	10.8%	1,429	1,554	1,580	10.6%
Employee benefits expense	5,879	7,175	22.0%	2,091	2,439	2,443	16.8%
Other expenses	2,713	3,637	34.1%	956	1,232	1,321	38.2%
<b>EBITDA</b>	<b>3,976</b>	<b>4,856</b>	<b>22.1%</b>	<b>1,458</b>	<b>1,721</b>	<b>1,719</b>	<b>17.9%</b>
Finance costs	514	574	11.8%	178	182	207	15.9%
Depreciation and amortisation expense	949	1,120	17.9%	331	371	388	17.1%
<b>Profit before tax</b>	<b>2,513</b>	<b>3,162</b>	<b>25.8%</b>	<b>949</b>	<b>1,167</b>	<b>1,124</b>	<b>18.5%</b>
Tax expenses	727	912	25.5%	250	310	318	27.4%
<b>Profit after tax</b>	<b>1,786</b>	<b>2,250</b>	<b>26.0%</b>	<b>699</b>	<b>857</b>	<b>806</b>	<b>15.3%</b>

# Operational Parameters

Key metrics	Nine Months			Quarter			
	9M FY22	9M FY23	Y-o-Y Growth %	Q3 FY22	Q2 FY23	Q3 FY23	Y-o-Y Growth %
Total Beds	2,404	2,571	6.9%	2,404	2,569	2,571	6.9%
Census Beds	1,748	2,019	15.5%	1,830	2,080	2,111	15.4%
Occupied Bed Days	296,454	328,253	10.7%	101,041	112,503	114,651	13.5%
Occupancy Rate %	62%	59%	-	60%	59%	59%	-
ARPOB (INR)*	53,926	58,494	8.5%	55,954	58,203	58,367	4.3%
ALOS (days)	3.9	3.2	(16.1)%	3.5	3.2	3.3	(7.8)%
In-Patient Volumes	76,810	101,327	31.9%	28,611	34,762	35,214	23.1%
Out-Patient Volumes	1,516,574	1,703,768	12.3%	477,465	590,633	554,010	16.0%

\*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days



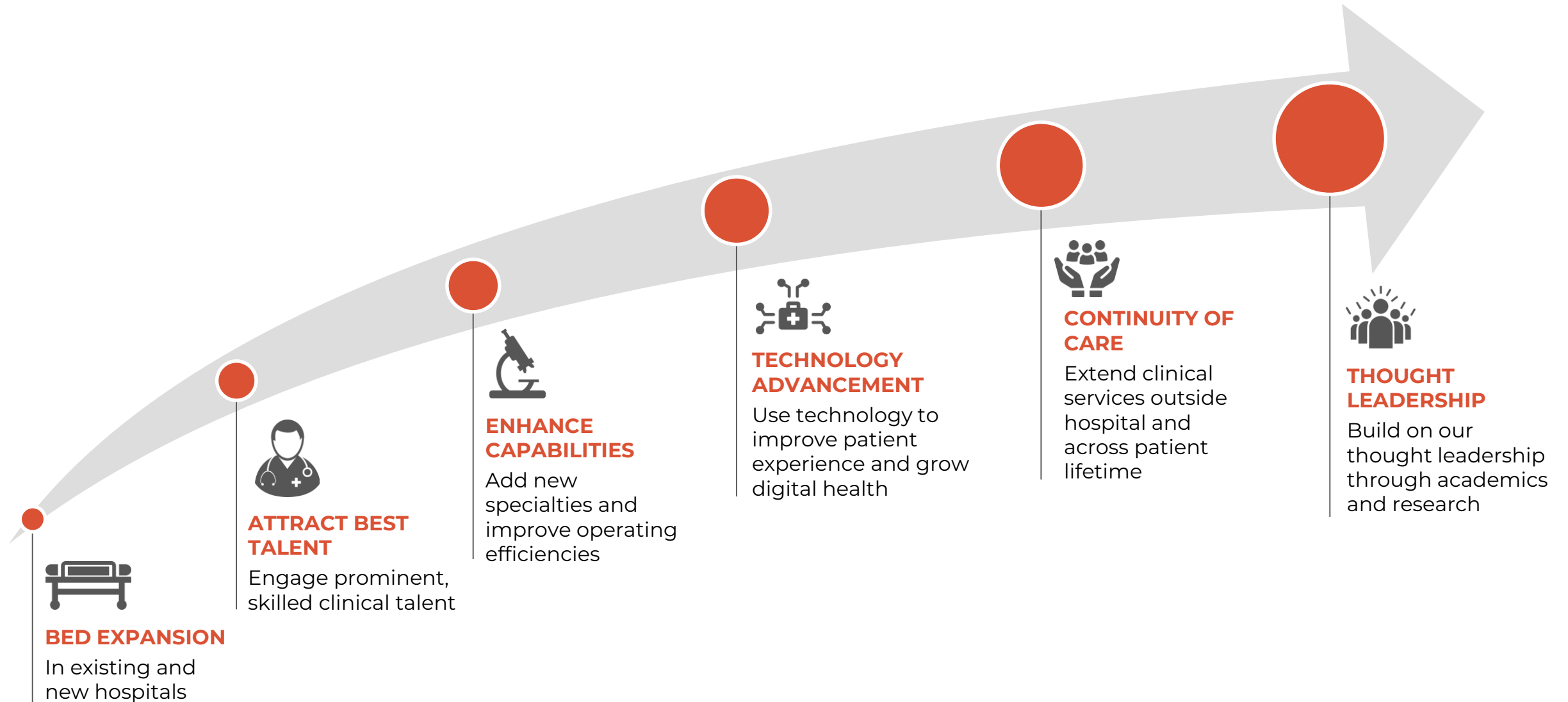
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## **Medanta Poised to Deliver Sustainable Growth**

Values based growth you can be proud of

# Medanta is well placed to deliver sustainable growth...

...while maintaining its core values of patient centric care and clinical leadership and quality

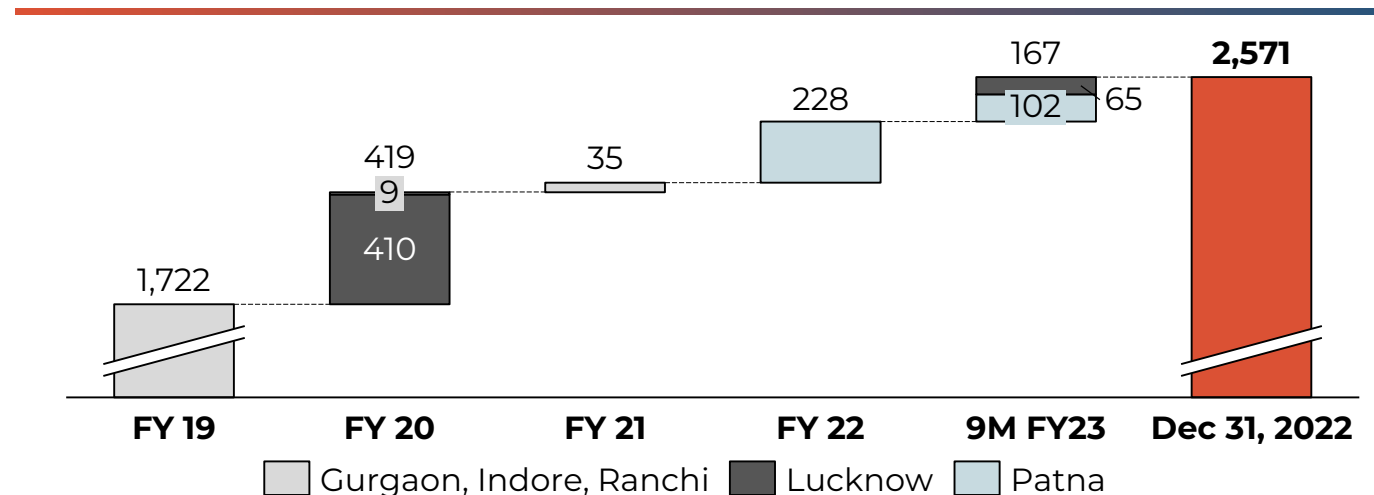


# Ramp-up of developing hospitals to drive near term growth

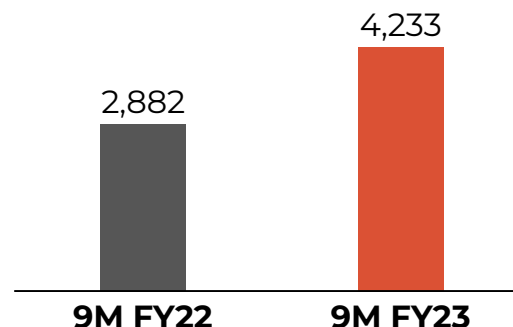
Well positioned to drive near term growth, benefitting from investments made till date

- Operational bed addition of 849 beds (i.e. 33% of the capacity) from FY19 to December 2022
- Strong operational and financial performance in Lucknow with EBITDA break-even in its first full year of operations
- Patna unit started IPD admissions in January 2022 and has reported positive EBITDA in Q3 FY2023
- Success of Lucknow and Patna units validates Medanta's Model of Care and showcases our ability to deliver at scale across different geographies

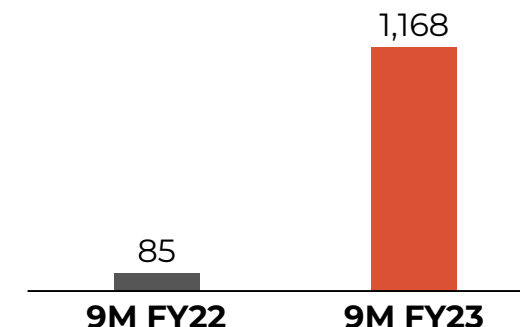
Number of installed beds



Lucknow revenue (INR million)



Patna revenue (INR million)



# Medanta remains the preferred destination for clinical talent



## Significant additions in senior clinicians across all units

New Specialty added in the unit

### Gurugram



**Dr. Randeep Guleria**

Chairman-Institute of Internal Medicine, Respiratory & Sleep Medicine  
Director - Medical Education



**Dr. Gagan Gautam**

Vice Chairman - Uro Oncology & Robotic Surgery



**Dr. Puneet Ahluwalia**

Director & Head, Uro-Oncology & Robotic Surgery



**Dr. Gopal Sharma**

Consultant - Uro Oncology & Robotic Surgery



**Dr. Praveen Khilnani**

Chairman - Pediatrics, Pediatric Pulmonology and Pediatric Critical care



**Dr. Rajiv Uttam**

Director & HOD Pediatrics, PICU & Pediatric ER

**50**

Associate Consultants and above additions\*

### Lucknow



**Dr. Neelam Vinay**

Director - Obstetrics & Gynecology



**Dr. Harshvardhan Atreya**

Director - Medical and Haemato Oncology



**Dr. Saif N Shah**

Director - Orthopedics



**Dr. Anshul Gupta**

Director - Haemato oncology & Bone Marrow Transplant



**Dr. Aneesh Srivastava**

Director - Urology and Renal Transplant



**Dr. Amit Agarwal**

Director - Endocrine Surgery

**51**

Associate Consultant and above additions\*

### Patna



**Dr. Rajiv Ranjan Prasad**

Director - Radiation Oncology



**Dr. Kishore**

Director - Critical Care



**Dr. Shaheen Ahmad**

Associate Director, Interventional Cardiology



**Dr. Sundeep Kumar**

Associate Director - Surgical Oncology, G.I. & Gynecology

**33**

Associate Consultant and above additions\*

# Women and Children Institute launched in Gurgaon and Lucknow



Obstetrics, neonatology and general and super speciality paediatrics now available in Medanta



Medanta Gurugram launched Institute of Women and Children in February 2023

Headed by Dr. Praveen Khilnani, a pioneer of pediatric critical care in India with over four decades of experience, the Institute is a center of excellence for gynecological and obstetrics, and neonatal and pediatric care

Dr. Khilnani will be supported by eminent pediatric critical care specialist Dr. Rajiv Uttam and high-risk obstetrics and gynecology expert Dr. Preeti Rastogi



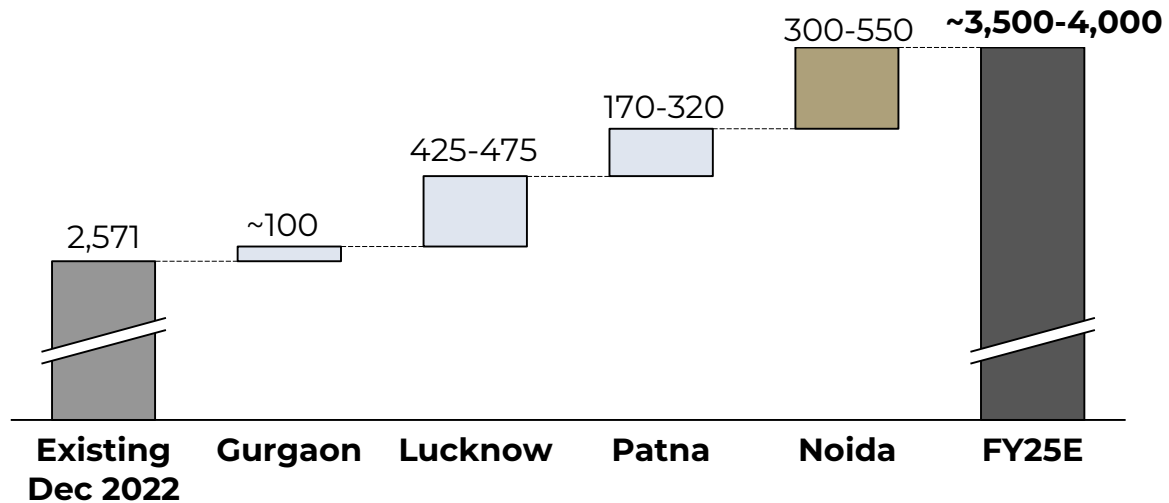
Medanta Lucknow launched Mother and Child care in April 2022 led by Dr. Neelam Vinay and team to offer comprehensive bouquet of child care services



# On-going expansion projects on track for FY 2025

Additional bed additions will drive long term sustainable growth

## Planned growth in number of installed beds



- Planned bed addition of **~1,000-1,500 beds in next two-three years** from existing hospitals (including Noida)
- **~700 beds i.e. ~70%** of the planned bed addition will be **at existing hospitals**; resulting in **lower capex / bed**
- Floor area of **100K+ sq. meter**; along with additional **land bank of 13 acres** available **at Gurugram** for ancillary services

## Noida construction on track



- Construction started **in September 2022**
- **Excavation and foundation** work **complete 100% and 60%** respectively
- Hospital to commence operations with **300 beds** in FY25

# New asset light hospital partnership in Indore

## Capitalizing on existing brand and growing market in Indore

### Proposed hospital design



### About the project

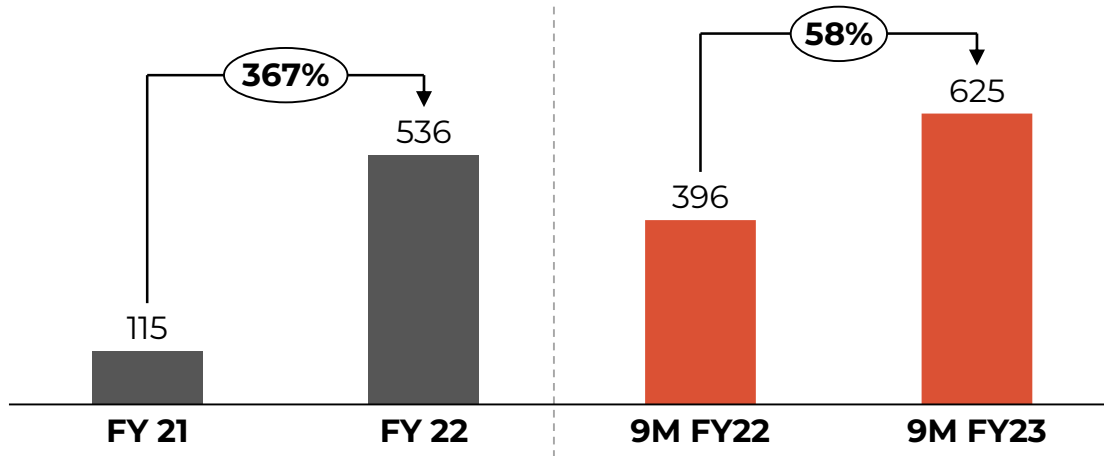
- Site identified in prominent location on MR 10 road
- O&M project with partner building 'warm shell'
- Total operational area of ~5 lakh sq. ft.
- Plan to build 300 beds including 100+ critical care beds
- State of the art infrastructure with:
  - 15 OTs and cath labs
  - Dedicated chemotherapy and endoscopy suite
  - Radiation therapy facilities
- Will cover all major super specialties
- Expected start in FY2027

# Ensuring continuity of care by extending services outside hospitals

## Taking the care to the patient not just bringing the patient to the care

### Growth in OPD Pharmacy

Revenue (INR million)\*



### RWA and clinic network

- 6 clinics covering 4 cities
- 30+ neighborhood primary care clinics in Gurgaon and Delhi
- Footfall of 1 lakh+ patients in FY 23 YTD Dec-22
- New Mediclinic (larger format – 9,000 sq. ft.) inaugurated in Gurgaon in November 2022

### Medanta Labs

- Started in January 2023
- Plan to expand presence in states with existing hospital labs in first phase
- ~8 collection centers already set up with plan to set up 25 in FY 23
- Scale up to over 10+ labs and 125+ collection centers in next phase



### Homecare

- Services available in Gurgaon, Lucknow and Patna
- Offerings include critical care nursing, stroke rehabilitation, nursing at home, physiotherapy, doctor visits, medical equipment rental and medicine delivery
- ~4,000 nursing visits in the 9 months ending December 31, 2022
- Round the clock support through 24x7 customer support

\* Currently from 6 pharmacies at existing hospitals and clinics



# Aligning strategy with values to deliver positive results for all stakeholders

Growth you can be proud of

- Deliver the highest end of **patient centric** care by embracing the sickest patients and **treating the most complex cases**
- Maintain our **leadership and quality** by strengthening our already exceptional clinical talent by **adding new doctors and new services**
- Drive **innovation, collaboration and learning** through **digital and technology improvements** which improve ease of access and efficiency of care to our patients
- Maintain the **courage and integrity** to always do what is right and work in the best interests of our patients, our employees, our investors and our community. We **continue our bed build out** and **deliver our 'Medanta Model of Care'** to those communities **where healthcare services remain underpenetrated**



## Abbreviations

- INR : Indian Rupee
- NABH : National Accreditation Board for Hospitals & Healthcare Providers
- NABL : National Accreditation Board for Testing and Calibration Laboratories
- JCI : Joint Commission International
- OPD : Out-Patient Department
- IPD : In Patient Department
- ICU : Intensive Care Unit
- Mn : Million
- ARPOB : Average Revenue Per Occupied Bed
- ALOS : Average Length of Stay
- EBITDA: EBITDA represents Profit before tax after adding back finance costs and depreciation and amortization of the relevant year/period
- EBITDA Margin : EBITDA divided by Total Income in percentage
- PAT : Profit After Tax
- NCR : National Capital Region

## Definitions

- Bed Capacity / Installed Beds : Total Bed available in the hospital (including census (bed available for mid-night occupancy) and non-census beds (all other bed available other than census beds, i.e., day-care beds).
- Occupied beds : Total Count of patients at midnight at each day
- Average Occupancy Levels : (Total Occupied beds/Total census beds) i.e. Excluding day Care bed, Emergency, Dialysis beds, Pre & post catheterization & Observation room
- ICU Beds: No of ICU Beds available in the hospital out of census beds
- Total Income : Revenue from Operations + Other Income
- ARPOB : Income from Health Care Services excluding Pharmacy and Other Income revenue divided by occupied bed days
- ALOS : Average number of days spent by admitted inpatients



## About Medanta

Founded by Dr. Naresh Trehan, a world-renowned cardiovascular and cardiothoracic surgeon who has been awarded the prestigious Padma Bhushan and the Padma Shri, the third- and fourth-highest civilian awards in India, and the Dr. B.C. Roy Award in recognition of his distinguished contribution to medicine.

Global Health Limited (the “Company”) is one of the largest private multi-specialty tertiary care providers operating in the North and East regions of India, with key specialties cardiac science, neurosciences, oncology, digestive and hepatobiliary sciences, orthopedics, liver transplant, and kidney and urology, according to the report titled “An assessment of the healthcare delivery market in India, September 2022” by CRISIL Limited.

Under the “Medanta” brand, the Company has a network of five hospitals currently in operation (Gurugram, Indore, Ranchi, Lucknow, and Patna). Spanning an area of 4.7 million sq. ft., its operational hospitals have 2,571 installed beds as on December 31, 2022. It also has one hospital under-construction in Noida. The Company provides healthcare services in over 30 medical specialties and engages over 1,400+ doctors led by highly experienced department heads.

## Contact Details

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### For further information, please visit our website:

<https://www.medanta.org/>