

Q1 FY24-25 EARNINGS UPDATE



**Rainbow
Children's
Hospital**
It takes a lot to treat the little.



BirthRight[™]
BY RAINBOW HOSPITALS
Your Right to a Safe Delivery



13th August, 2024

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A testament to our
Gold Standard in
Exceptional patient care.



- Country's **first pediatric hospital** to have 2 flagship hub hospitals, one each in Hyderabad and Bengaluru, **awarded with JCI Accreditation**
- Country's **first standalone fertility center** BirthRight Fertility, Kondapur, Hyderabad awarded **JCI Accreditation**

Our Vision

Our aim at Rainbow Children's Hospital is to provide **highest standards of care for the mother, foetus, new born and children** so that none of them is deprived of a tertiary care facility.

Our Mission

The measure of our success is in the number of smiling faces.



Awards & Accolades



Best Hospital for Mother & Childcare
Best Hospital for Obstetrics and Gynecology 2024



Guinness Book of World Record Holder for the largest gathering of people born prematurely – 2016



South East Asia's smallest baby born at Rainbow Children's Hospital, Hyderabad - 2018



No.1 Paediatrics, and Gynaecology & Obstetrics Hospital India
Best Hospital Ranking - 2023



The Week and Hansa Research Survey – **India's No.1 in Pediatrics** standalone Hospitals – 2021 & 2022



BirthRight Fertility by Rainbow Hospitals is the **first accredited Fertility hospital in India**



First & Only Pediatric hospital in India to get JCI accredited



India's **first NABH accredited corporate children's hospital**



12 of Rainbow Children's Hospital are NABH Accredited



Awarded for "Excellence in Fertility in Elets Healthcare Innovation Award - 2023



Pharmacie De Qualite' certification from the Bureau of De Veritas – Rainbow Children's Hospital, Banjara Hills – 2017



Awarded Best Children's Hospital by CNBC TV 18 and ICICI Lombard - 2010, 2014, 2018



VCCircle – Best pediatric Hospital (under Best Single Specialty Healthcare Company Category – 2015, 2016



Ranked No.1 Pediatric Hospital, India by Times Critical Care Survey – 2023, 2022, 2021



Ranked No.1 Obstetrics and Gynecology Hospital in India Critical Care Survey – 2021



The Best Multi Specialty Hospital in Fertility and IVF category 2018-2019

25 years of Rainbow Journey

1999-2010

Established standalone pediatric specialty hospital concept

Integrated perinatal services within the children's hospital

Expansion within Hyderabad and a new city - Vijayawada

Nurtured perinatal services

Enhanced Pediatric multi specialty and tertiary care services

Investment by the CDC Group, UK

2011-2013

2014-2017

Foray into newer cities – Bengaluru and New Delhi

Hub and Spoke model nurtured in Hyderabad

Second tranche of investment by the CDC Group, UK

2018-2024

Successful listing on the stock exchanges - NSE and BSE

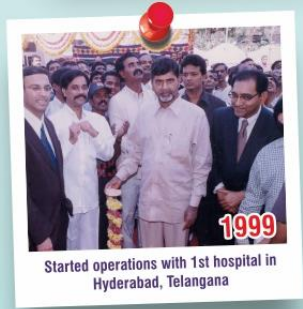
Largest chain of comprehensive pediatric care with cutting-edge quaternary care services

Largest pediatric training program in private healthcare in the country

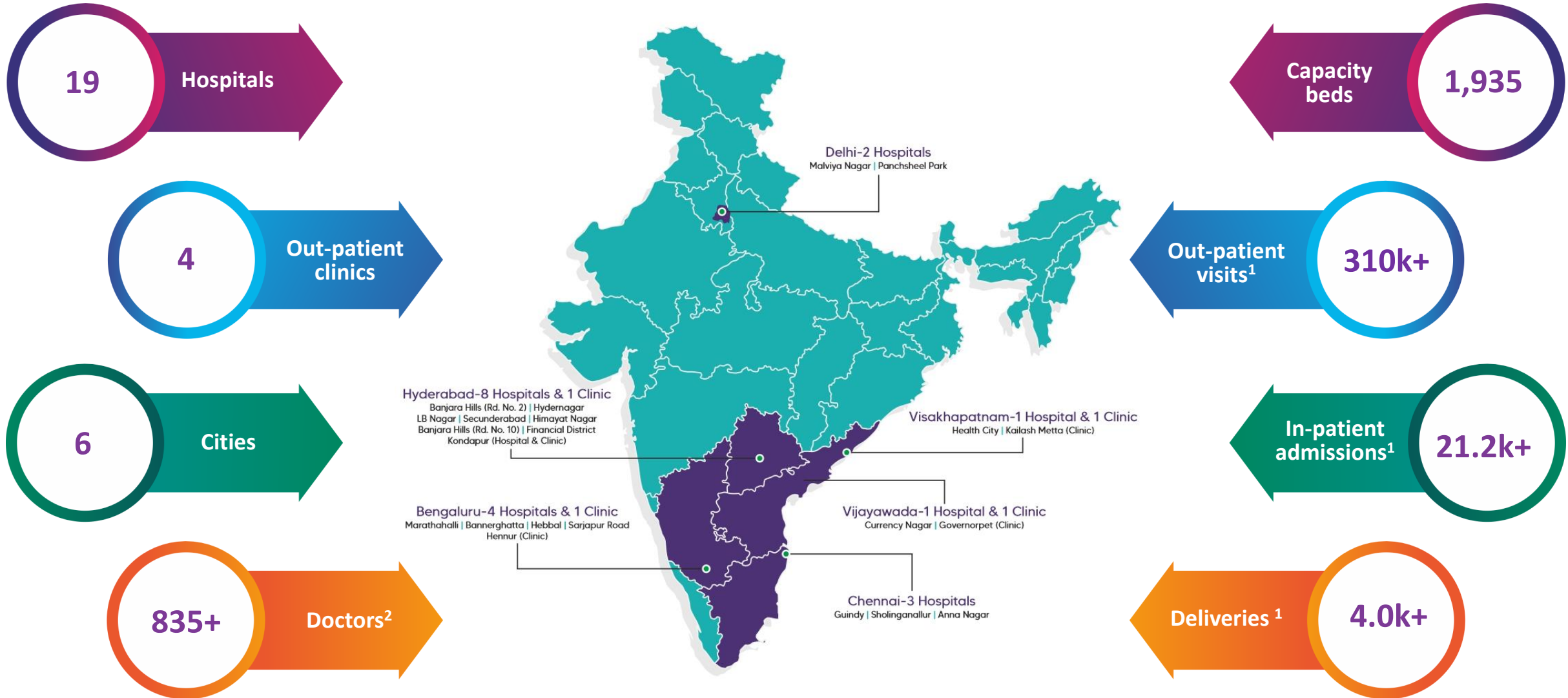
Venturing into newer territories: Chennai and Visakhapatnam

Pioneering the way: The first pediatric and fertility hospital to earn prestigious JCI accreditation in the country

25 years of Defining Moments & Nurturing Smiles



Footprint of Rainbow Hospital



Note: ¹ Numbers for Q1 FY25; ² Including full time residents and DNB

An insight into the Rainbow approach





Dr. Ramesh Kancharla

Pediatric Healthcare Visionary

Chairman & Managing Director

Dr. Ramesh comes from an agricultural background from a village in Andhra Pradesh, India where the accessibility to healthcare was very poor. This motivated Dr. Ramesh to pursue medical education

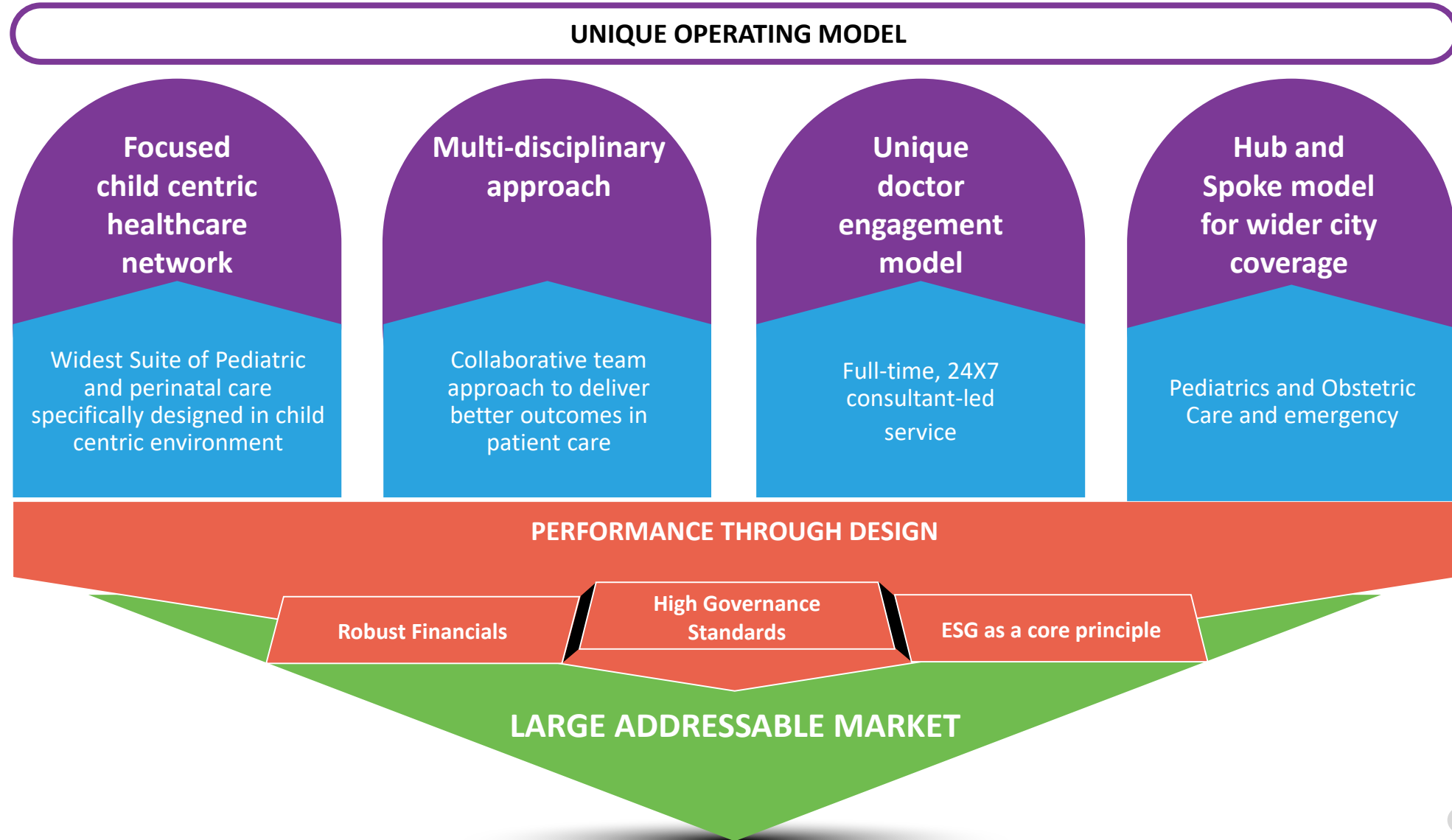
Garnered rich experience in pediatric gastroenterology and liver disease at best pediatric hospitals in the United Kingdom and got exposed to the nuances of pediatric healthcare model at these hospitals

Lack of quality pediatric healthcare in the country and his resolve that no child should suffer due to lack of dedicated medical facilities led to the foundation of Rainbow Children's Hospitals in 1999

Rainbow is currently the country's largest pediatric hospital chain with 19 hospitals spread across 6 cities

Bestowed with Healthcare leader of year award by the Financial Express, Healthcare award, 2024

A novel approach in pediatrics healthcare services



Ability to conceptualize, create and operate specialized children's hospitals



Children Centric Hospitals



Children centric environment and soothing interiors help in children to recover faster



Allocation of significant portion of capex towards interiors of hospitals for creating congenial environment

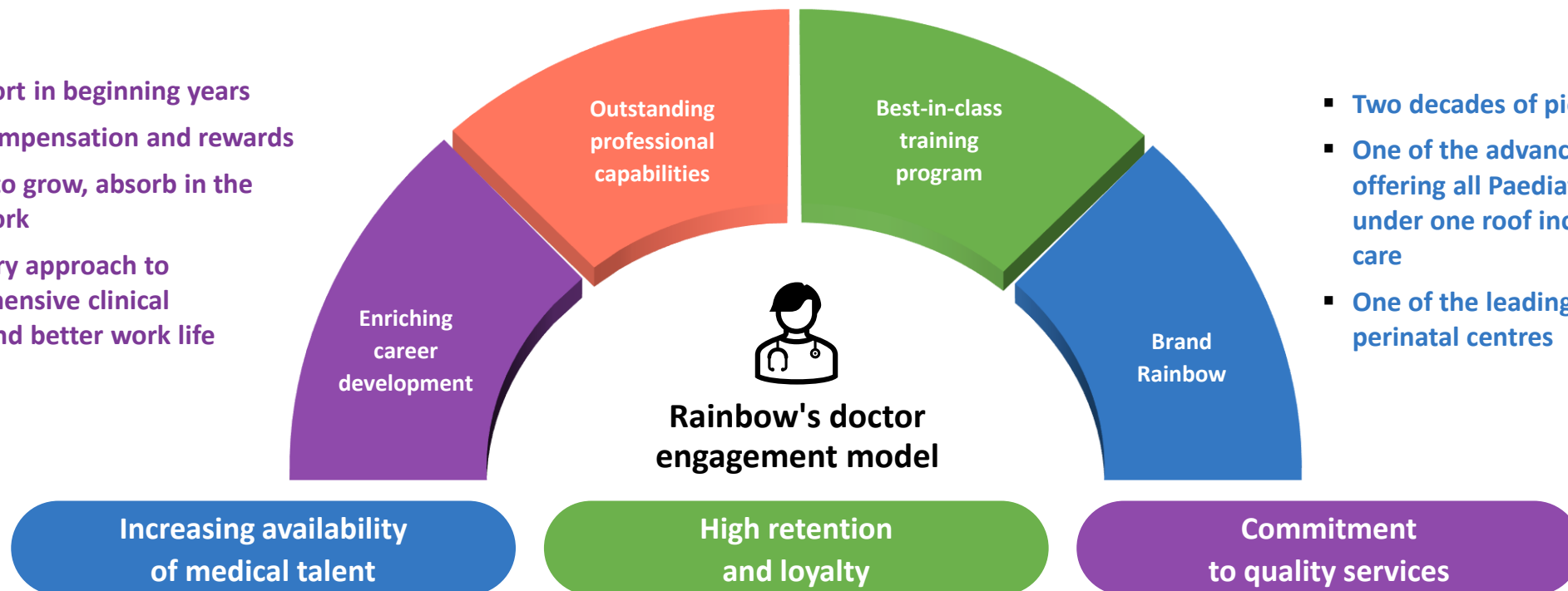


Doctor engagement model fostering loyalty and sustainability with an institution-first approach

- **835+ full time doctors**
- **A number of doctors trained or possess qualifications from the UK, USA, Canada, Australia**
- **Modern infrastructure and clinical back-up to provide quality care**
- **Recognised as MRCPCH Examination Centre**
- **Recognised as training center¹ by National Board of Examinations**
- **Leading training program in India approved by National Board of Examinations**


- Retainer/Support in beginning years
- Competitive compensation and rewards
- Opportunities to grow, absorb in the Rainbow network
- Multidisciplinary approach to create comprehensive clinical environment and better work life balance

- Two decades of pioneering work
- One of the advanced institutes offering all Paediatrics specialities under one roof including quaternary care
- One of the leading comprehensive perinatal centres



Note: ¹ For offering training in Pediatrics, Neonatology, Pediatrics Intensive Care, Pediatric sub specialties, Obstetrics and Gynaecology

The specialist in comprehensive children's care



Full suite of Pediatric offerings



Pediatric Secondary Care

- Pediatric outpatients
- Immunizations
- Developmental Screening
- Acute and seasonal illness

~1/3 of Beds Allocated
to Critical Care

Pediatric Tertiary Intensive Care

- Care of preterm babies with low/extremely low birth weight
- New born emergency transports
- Neonatal surgical Services
- Advanced ventilation including HFOV
- Pediatric neurocritical care services
- ECMO services



3 Hospitals
Accredited by JCI#



Pediatric Multi-specialty & Quaternary Care

- Pediatric Surgery, urology and minimal invasive surgery
- Pediatric Cardiology and cardiac surgery
- Pediatric Neurology and neuro-surgery
- Pediatric Haemato-oncology
- Pediatric Gastroenterology and liver diseases
- Pediatric Nephrology
- Pediatric Pulmonology and allergy
- Pediatric transplantation (liver, kidney, bone-marrow)
- CRRT, plasmapheresis, hemodialysis

12 Hospitals
Accredited by NABH

Comprehensive perinatal care provider, with synergies between paediatric and perinatal services

Comprehensive services for all pediatric care needs

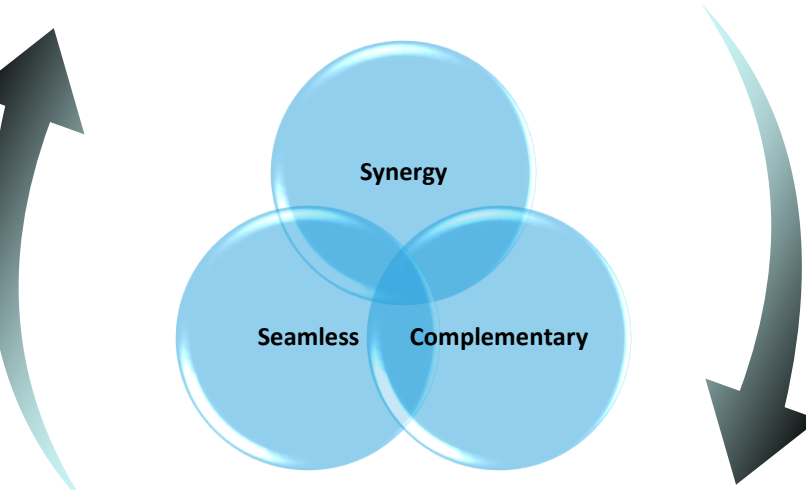
Pediatrics

- 24*7 full spectrum of Pediatric multi specialty cover with level 4 NICU care



Coordinated handholding for both perinatal and pediatric services

Ease of seeing both pediatrician and obstetrician



- Comprehensive perinatal service
- 24/7 Obstetrics, anesthesia, blood bank
- Maternity ICU

Obstetrics, Fetal Medicine & Fertility

Fully integrated maternity care and fertility services

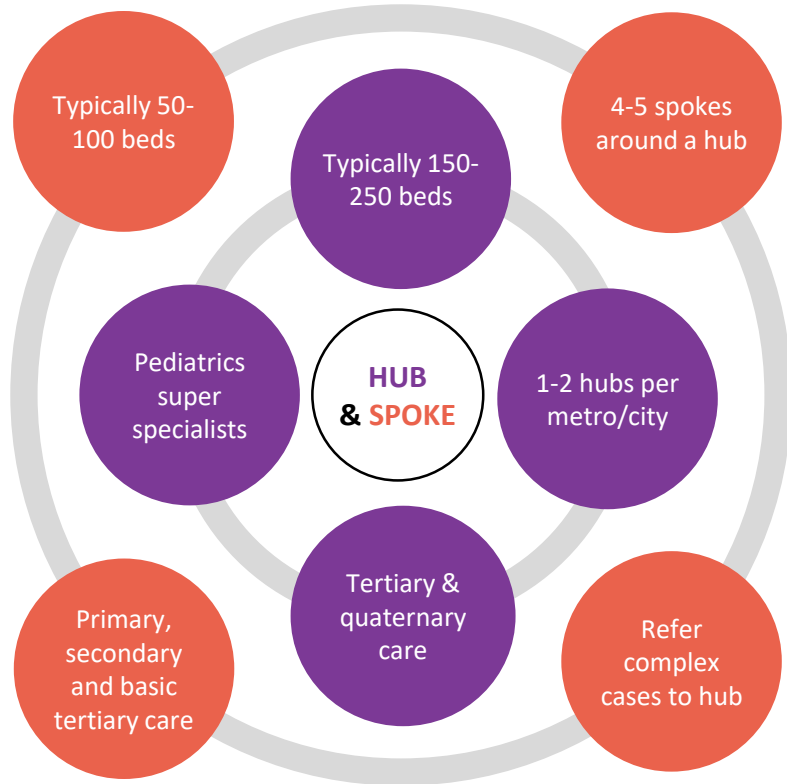
Accessibility/nativity/comfort/
knows the system/strong recommendation
from pediatrician

Full range of fetal service included cardiac
echo/neonatologist consultation prior to
delivery



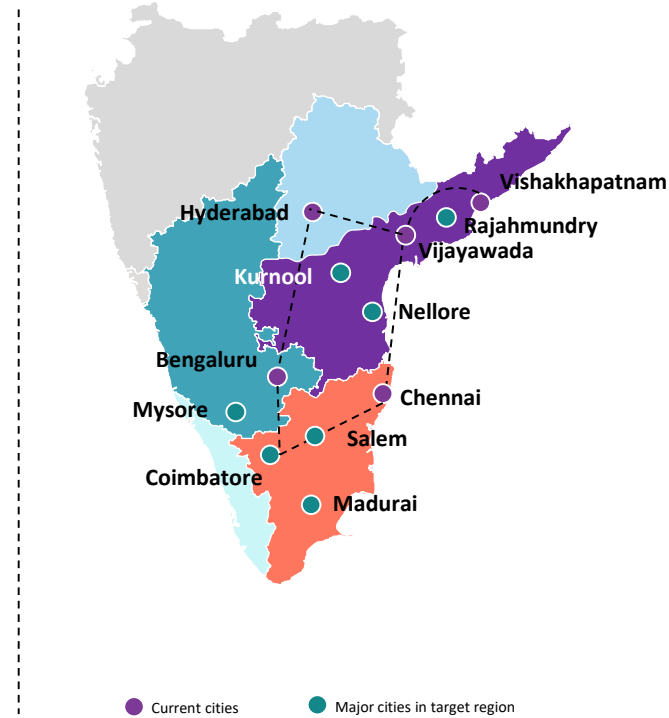
Hub and Spoke approach to **optimise delivery of patient care services at scale**

City level hub and spoke model



Accessibility of super-specialty at hubs, general pediatrics at spokes

Regional level “South Connect” model



Regional spokes at 200-250 kms from city hubs

Regional spokes to provide high quality Pediatric, obstetrics and gynaecology care at tier-II cities and act as connecting bridge to address a large market

- Robust transport network to save sick new born and children from districts
- Establish Pediatric sub-specialty outreach clinic at districts
- Provide emergency service for maternal and Pediatric patients

Financially prudent expansion

Network effect and synergies enhance operational efficiencies

Hyderabad - Hub & Spoke Model



- Hub Hospital (Banjara) is centrally situated, providing accessibility from all part of the city
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically located to ensure convenient access for nearby towns and cities

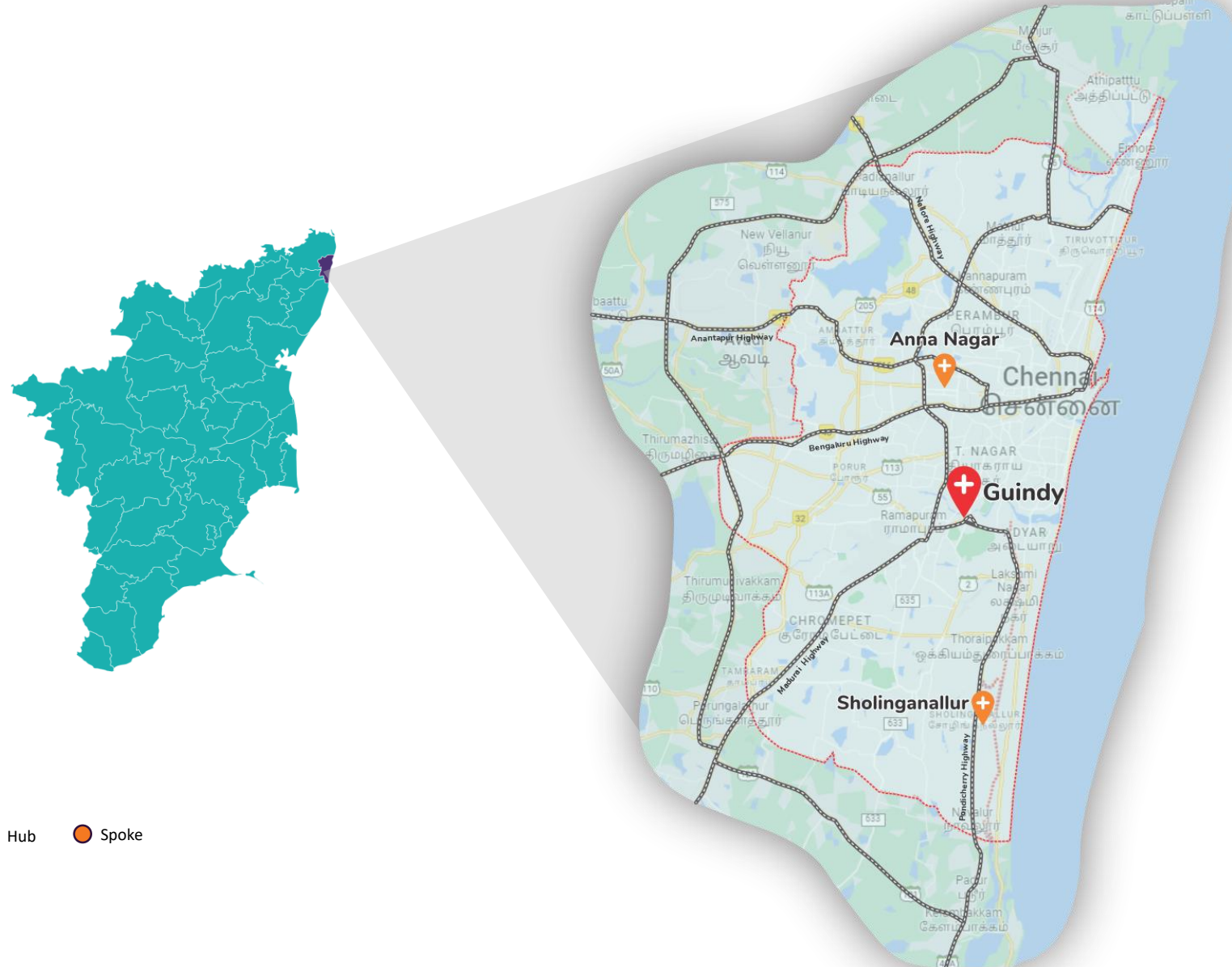
Bengaluru - Hub & Spoke Model



● Hub ● Spoke ● Upcoming

- Hub Hospital (Marathahalli) is situated on the Outer Ring Road, ensuring convenient access from every part of the city.
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically positioned to ensure convenient access for nearby towns and cities

Chennai - Hub & Spoke Model



- Hub Hospital (Guindy) is situated at the heart of Chennai having convenient access from every part of the city.
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically positioned to ensure convenient access for nearby towns and cities

Robust governance framework

High Governance Standard

Board of directors



Dr. Ramesh Kancharla

Chairman & Managing Director
MD (Pediatrics) & MBBS (UK)

- Specialist in Pediatric Gastroenterology, Hepatology and Nutrition
- Worked in prestigious hospitals such as King's College Hospital, London, Great Ormond Street Children's Hospital –London and is a member of the Royal Colleges of Physicians of the United Kingdom
- Bestowed with 'healthcare leader of year' award at the Financial Express, Healthcare award, 2024



Dr. Dinesh Kumar Chirla
Whole-time Director



Dr. Adarsh Kancharla
Non Executive Director



Mr. Aluri Srinivasa Rao
Independent Director



Dr. Anil Dhawan
Independent Director

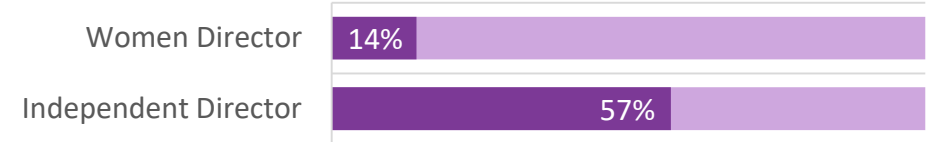


Mr. Santanu Mukherjee
Independent Director

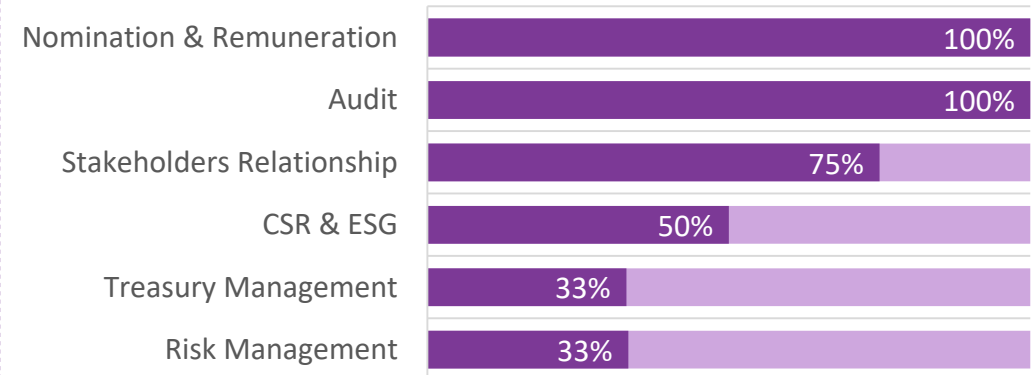


Ms. Sundari Raviprasad Pisupati
Independent Director

Board composition



Committees of the board

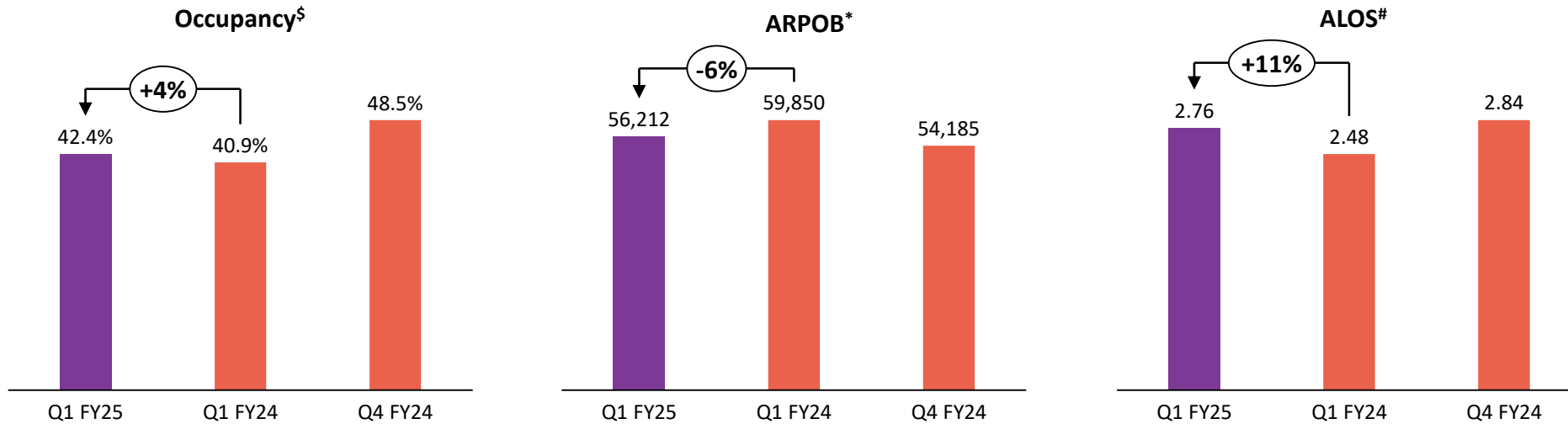
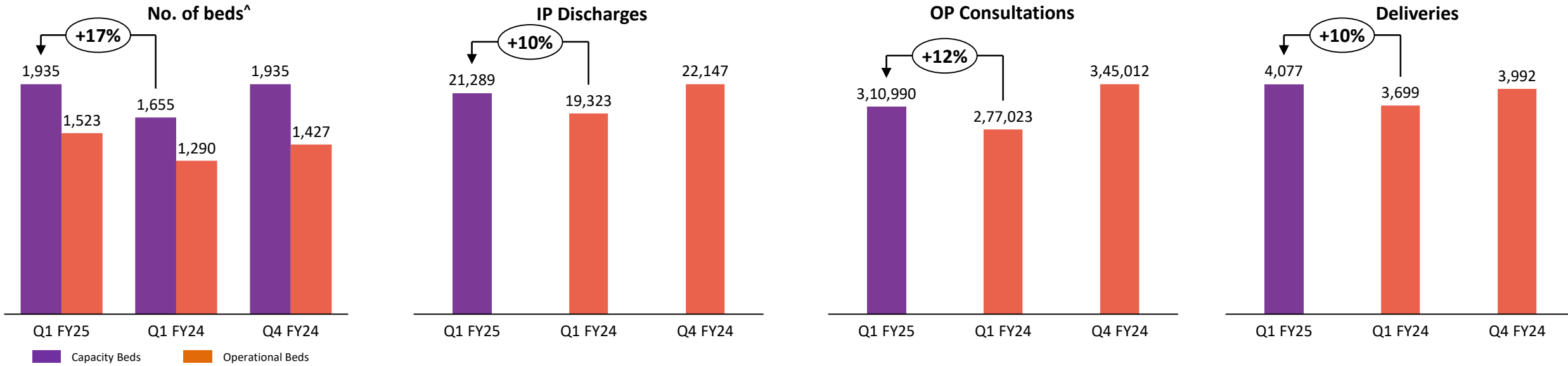


■ % Independent Directors



Quarterly Performance

Q1 FY25 - Operational KPIs (1/2)

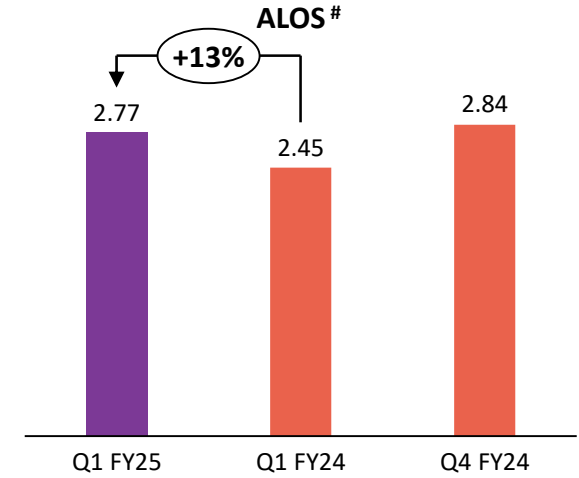
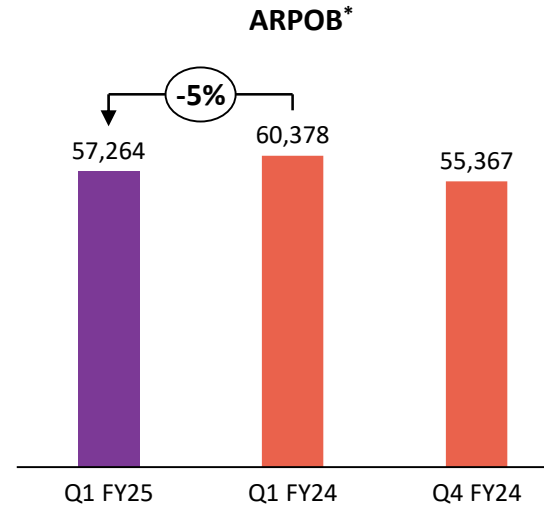
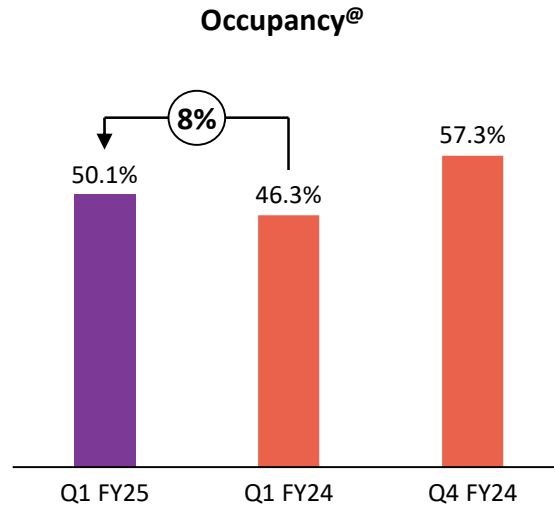
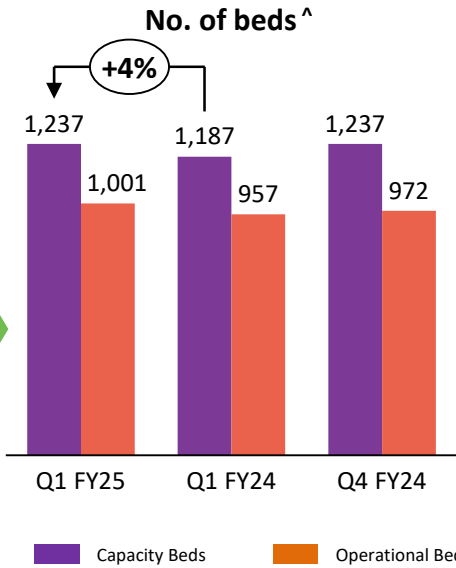


[^] Weighted average operational bed for the quarter/period are considered for occupancy calculations
 Himayatnagar, Hyderabad commenced operations on 4th Jan, 2024 with 54 operational beds
 Sarjapur Road, Bengaluru commenced operations on 1st Feb, 2024 with 70 operational beds
 Anna Nagar, Chennai and Hydernagar, Hyderabad block II commenced operations on 1st Mar, 2024 with 65 & 44 operational beds respectively
 Weighted average beds for these hospitals are considered in Q4 FY24

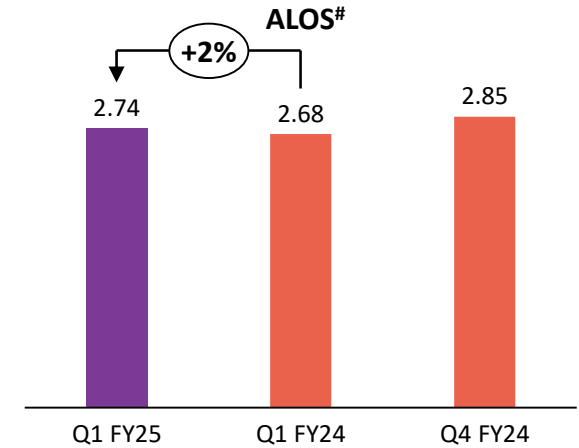
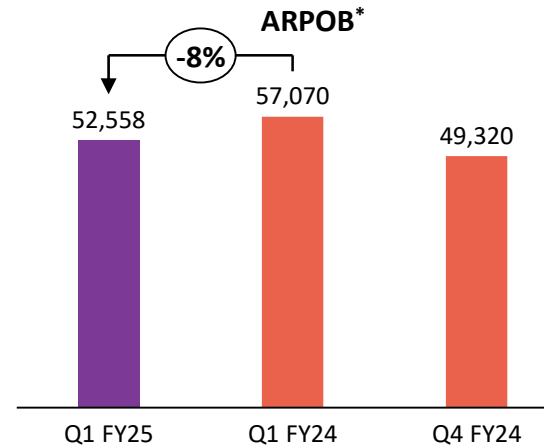
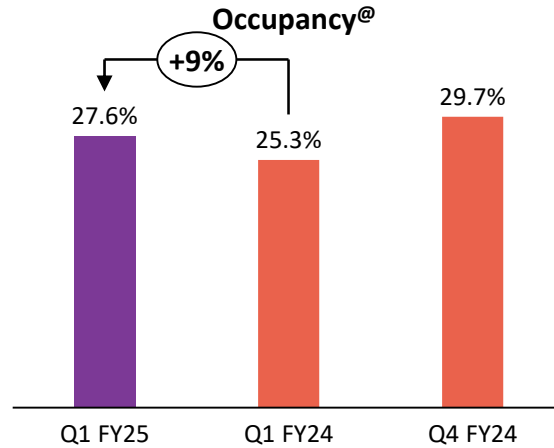
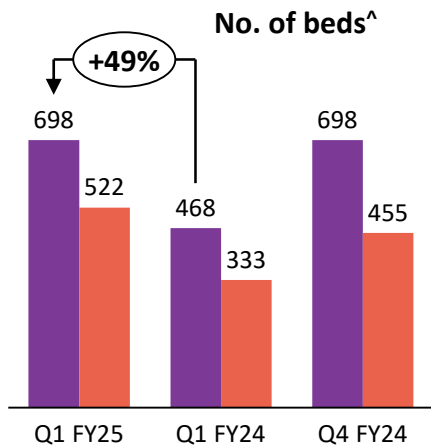
^{*} ARPOB = Total operating revenue / occupied bed days for the period
[#] ALOS = occupied bed days / total IP discharges
 Occupied Bed Days = sum of midnight census for the period
[§] Occupancy = Occupied bed days / (Weighted operational beds for the period * no. of days for the period)

Q1 FY25 - Operational KPIs (2/2)

Matured Hospitals*



New Hospitals[§]



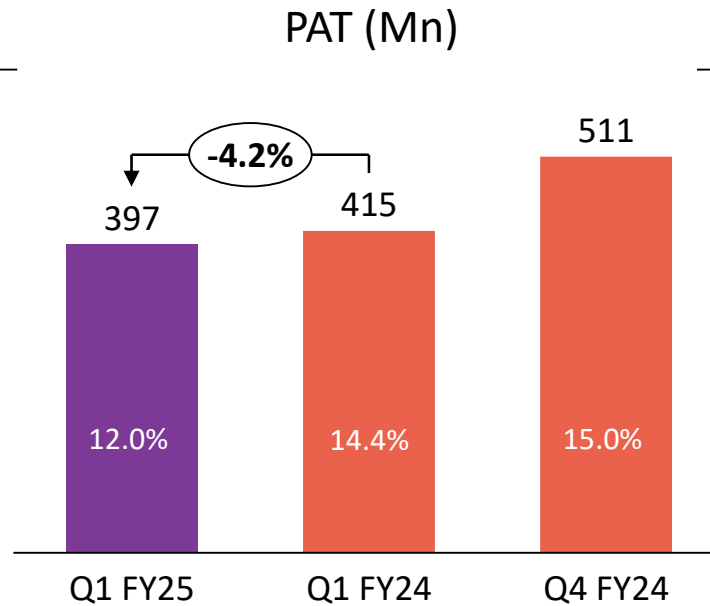
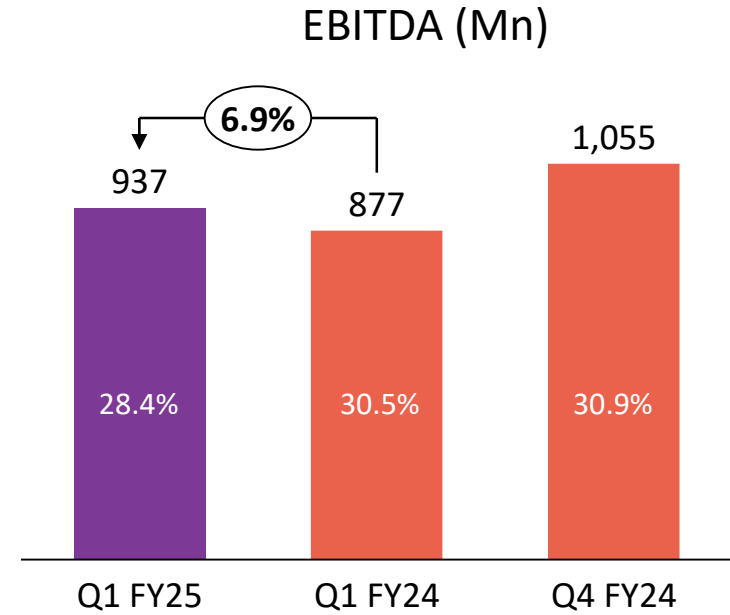
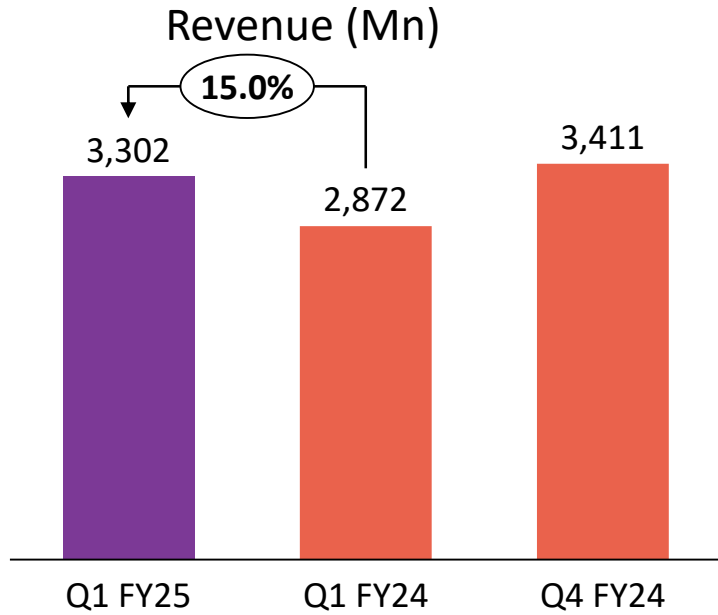
* Matured Hospitals include the hospitals which have completed 5 years of operations as on 31st March, 2024. Rainbow Children's Hospital, Guindy, Chennai completed 5 years and is categorized as matured hospital from this financial year. Historical data will not match due to this change.

[^] Weighted average operational bed for the quarter/period are considered for occupancy calculations.
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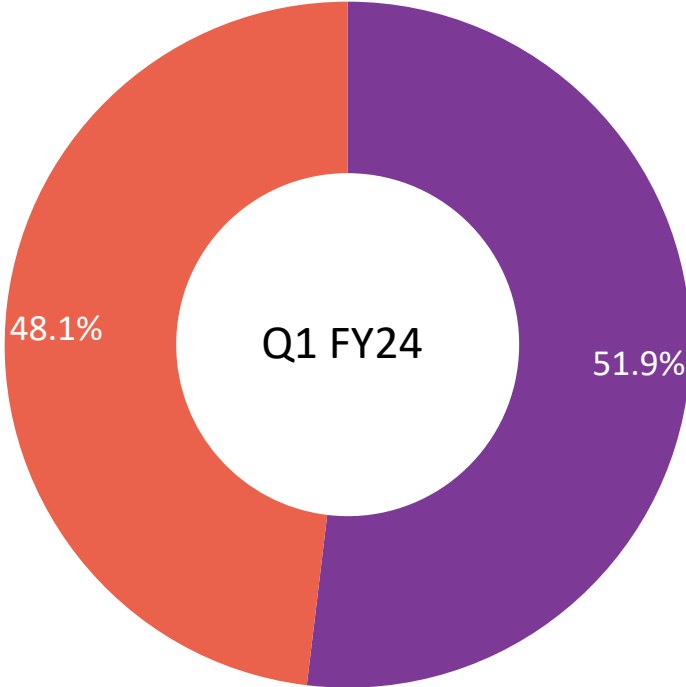
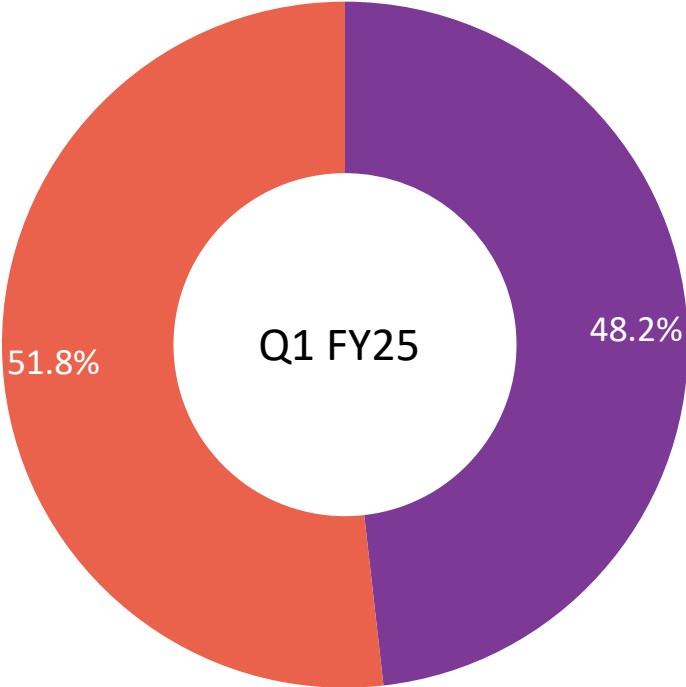
[§] New Hospitals include the hospitals which are under 5 years of operations : 1. Rainbow Children's Heart Institute, Hyderabad, 2. Rosewalk by Rainbow Hospitals, New Delhi, 3. Rainbow Children's Hospital, Hebbal, Bangalore 4. Rainbow Children's Hospital, Visakhapatnam, 5. Rainbow Children's Hospital, OMR, Chennai 6. Rainbow Children's Hospital, Financial District, Hyderabad 7. Rainbow Children's Hospital, Himayatnagar, Hyderabad 8. Rainbow Children's Hospital, Sarjapur Road, Bengaluru 9. Rainbow Children's Hospital, Anna Nagar, Chennai

* ARPOB = Total operating revenue / occupied beds days for the period ; # ALOS = occupied bed days / total IP discharges ; Occupied Bed Days = sum of midnight census for the period ; @Occupancy = Occupied bed days / (Weighted operational beds for the period * no. of days for the period)

Q1 FY25 - Financial Performance



Q1 FY25 – Payor Profile¹



 Cash  Insurance

¹The payor profile represents only Inpatient Income (IP) ; Outpatient Income is excluded

Consolidated statement of profit and loss

All numbers in INR mm	Q1 FY25	Q1 FY24	YoY Growth	Q4 FY24	QoQ Growth
Income					
Revenue from operations	3,302.2	2,871.7	15.0%	3,411.0	-3.2%
Other income	119.3	78.6	51.9%	127.8	-6.6%
Total income	3,421.5	2,950.2	6.3%	3,538.8	-3.3%
Expenses					
Medical consumables and pharmacy items consumed	424.8	384.0	10.6%	419.4	1.3%
Employee benefits expense	490.0	436.0	12.4%	484.2	1.2%
Finance costs	181.6	146.1	24.3%	168.5	7.8%
Depreciation and amortisation expense	341.4	253.3	34.8%	323.0	5.7%
Professional fees to doctors	849.6	698.4	21.7%	788.3	7.8%
Other expenses	600.5	476.3	26.1%	663.8	-9.5%
Total expenses	2,888.0	2,394.0	20.6%	2,847.1	1.4%
Profit before tax	533.5	556.2	-4.1%	691.7	-22.9%
Tax expenses:					
(a) Current tax	156.5	156.8	-0.2%	140.4	11.5%
(b) Deferred tax expense/(credit)	-20.3	-15.5	31.2%	40.7	-149.9%
Total tax expense	136.3	141.3	-3.6%	181.1	-24.8%
Profit for the period/year	397.3	414.9	-4.2%	510.7	-22.2%
EBITDA (Post Ind AS 116 & excluding other income)	937.2	877.0	6.9%	1,055.4	-11.2%
EBITDA (Pre Ind AS 116 & excluding other income)	724.5	707.2	2.4%	854.5	-15.2%
IND AS 116 Impact	212.8	169.9		201.0	



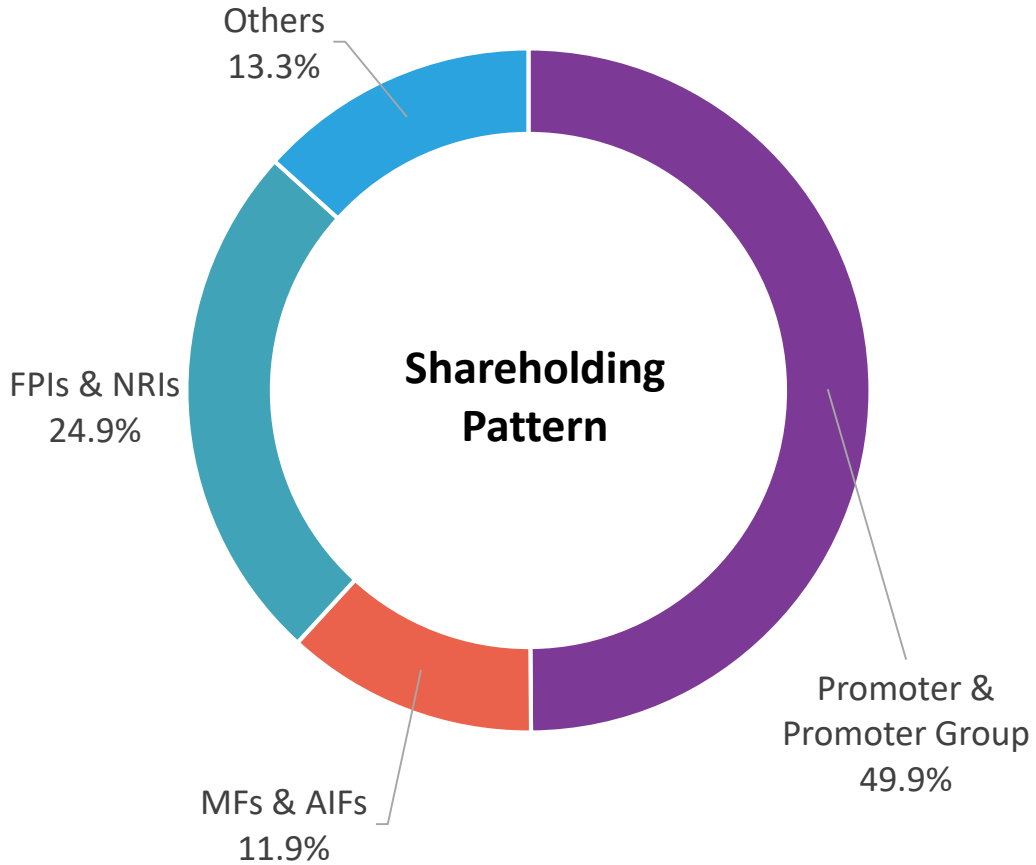
Key Developments

Expansion Plan & Timelines

City / Cluster	Current Capacity	FY : 24-25	FY : 25-26	FY : 26-27	Total
Hyderabad	940				940
Bengaluru	442	Hennur (~60)			502
Tamil Nadu	270		Coimbatore (~130)		400
National Capital Region (NCR)#	24			Gurugram Sector – 44 (~300) Sector – 56 (~100)	424
Andhra Pradesh	259	Rajahmundry (~100)			359
Total Beds	1,935	160	130	400	2,625

Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services
 () indicates no. of beds

Shareholding – as on June 30, 2024



Institutional Shareholders holding more than 1% as on June 30, 2024

Sr. No	Name of Shareholder	Share Holding (%)
1	AMANSA HOLDINGS PRIVATE LIMITED	2.87
2	DSP EQUITY & BOND FUND	2.73
3	ABU DHABI INVESTMENT AUTHORITY	1.96
4	AXIS MUTUAL FUND TRUSTEE LTD A/C	1.93
5	HDFC LIFE INSURANCE COMPANY LIMITED	1.80
6	NIPPON LIFE INDIA TRUSTEE LTD-A/C	1.58
7	FRANKLIN TEMPLETON INVESTMENT FUNDS - FRANKLIN INDIA FUND	1.57
8	ASHOKA WHITEOAK ICAV- ASHOKA WHITEOAK INDIA OPPORTUNITIES FUND	1.52
9	STICHTING DEPOSITARY APG EMERGING MARKETS EQUITY POOL	1.52
10	HSBC SMALL CAP FUND	1.01

MFs - Mutual Funds, AIFs - Alternative Investment Fund, FPIs - Foreign Portfolio Investors, NRIs - Non- Resident Indians

Thank You

“It takes a lot to treat the little”





Appendix

Pioneering comprehensive pediatric healthcare with robust infrastructure

Total No. of Beds

1,935[§]

Rainbow Children's Hospital
It takes a lot to treat the little.

BirthRight[™]
BY RAINBOW HOSPITALS
Your Right to a Safe Delivery

Hyderabad



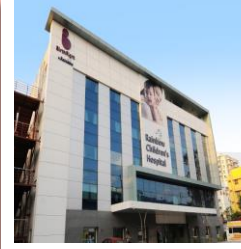
Banjara Hills, 1999
250



Vikramপুরi, 2009
110



Kondapur, 2013
50



Hydernagar, 2014
160



LB Nagar, 2016
100



RCHI¹, 2019
110



Financial District, 2023
100



Himayat Nagar, 2024
60

Bengaluru



Marathahalli, 2015
200



BG Road, 2016
102

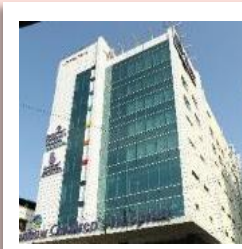


Hebbal, 2020
50



Sarjapur, 2024
90

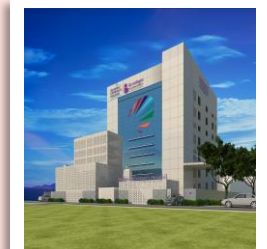
Chennai



Guindy, 2018
135



Sholinganallur, 2022
55



Anna Nagar, 2024
80

Delhi



Malviya Nagar², 2017
130



Rosewalk, 2019
24

Andhra Pradesh



Visakhapatnam, 2020
129



Vijayawada, 2007
130

Note: ¹Rainbow Children's heart institute, Banjara hills, Hyderabad; ²Rainbow Hospitals provides Medical services to this hospital
[§] Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services

beds



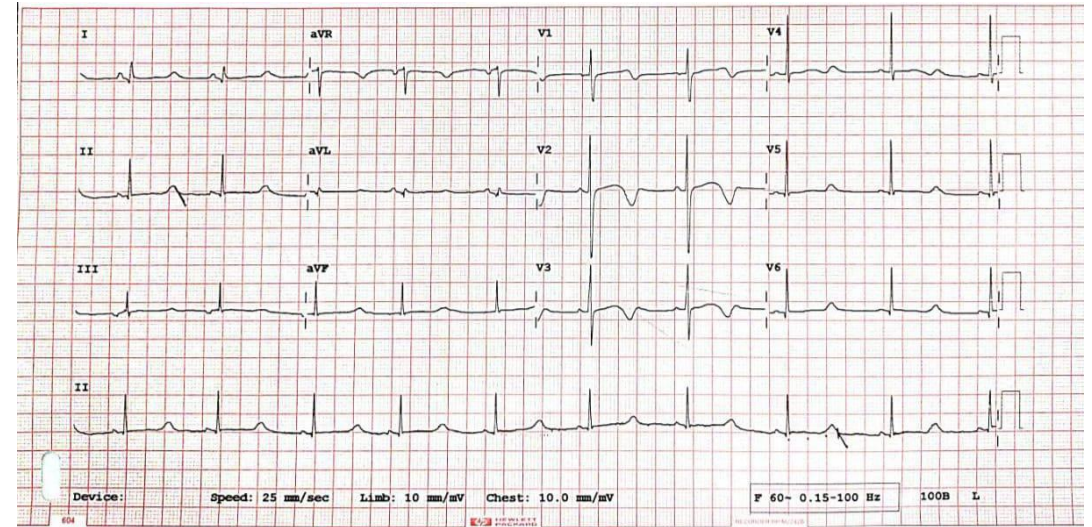
Saved a child suffering with multiple organ failure from neck infection

- A 1-year-old, initially diagnosed with croup (upper airway obstruction), deteriorated rapidly with signs of impending respiratory failure and Toxic Shock Syndrome.
- The child had multiorgan dysfunction needed aggressive treatment including IVIG, broad-spectrum antibiotics, dialysis, therapeutic plasma exchange, and tracheostomy.
- After a prolonged hospital stay, the child was discharged following successful treatment and management of this complex condition.
- We managed to save this child because of multidisciplinary pediatric intensive care services and latest medical interventions



Seizures versus Arrhythmia - mystery solved by ECG & Genetics

- 15 year old child presented with generalized seizure disorder from 3 years of age. History of hearing loss (moderate) present.
- Multiple Neuroimaging and EEGs for past 12 years were normal.
- On evaluation, clinically bradycardia (low heart rate) was present with normal heart sounds. ECHO revealed normal heart but ECG showed prolonged QTc. (560 msec with heart rate of 60 per minute)
- Considering the clinical scenario, the child was treated with B-blockers and mexiletine and genetics test for Long QT were sent for evaluation
- The child recovered with the medication and the seizures stopped. Genetics test came positive for Jervell and Lange-Nielsen syndrome [KCNQ1 positive].
- Importance of this case is the seizure like episodes could be arrhythmia [Torsade's] and hearing loss is a clue.
- **Picking up these disorders early is better as we can avoid sudden cardiac deaths.**



PATHOGENIC VARIANT CAUSATIVE OF THE REPORTED PHENOTYPE WAS DETECTED

SNV(s)/INDELS

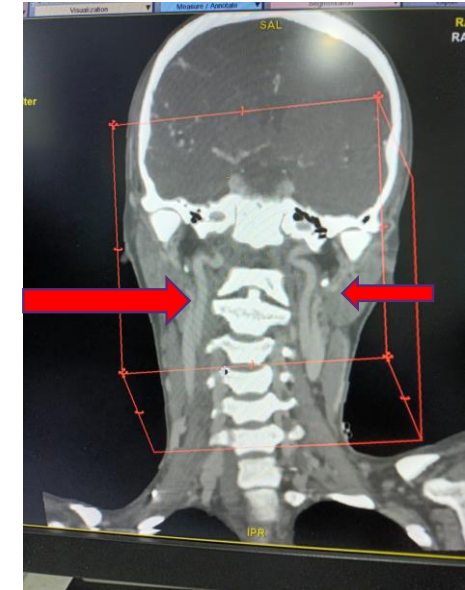
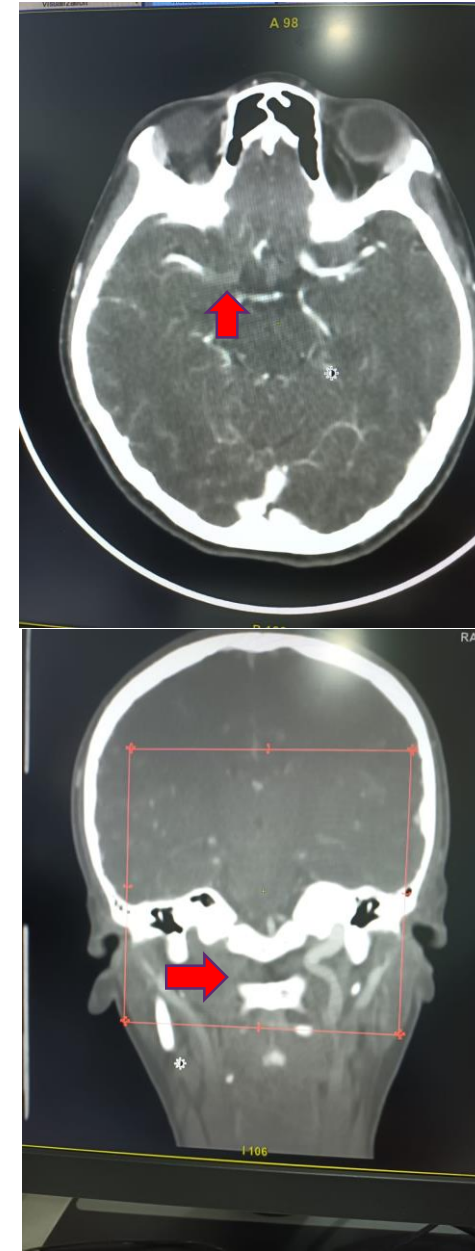
Gene# (Transcript)	Location	Variant	Zygoty	Disease (OMIM)	Inheritance	Classification ⁵
KCNQ1 (+) (ENST00000155840.12)	Exon 7	c.1022C>T (p.Ala341Val)	Homozygous	Jervell and Lange-Nielsen syndrome (OMIM#220400)	Autosomal recessive	Pathogenic (P3,PM1,PM2,PP3,PP5)

Multidisciplinary Management of Complex Pregnancy

- A **32-year-old** primigravida with a complex medical history, including nephrotic syndrome, chronic hypertension, type 2 diabetes mellitus, **and a history of ischemic heart disease, underwent angioplasty in 2018.** Despite medical advice against pregnancy, she conceived unintentionally.
- After seeking a second opinion, her renal, cardiac, and diabetic statuses were stable, allowing for continued pregnancy with close multidisciplinary monitoring.
- Throughout the antenatal period, her health and fetal growth were closely monitored, identifying fetal growth restriction and superimposed gestational hypertension.
- Elective cesarean delivery was performed at 38 weeks. Epidural anesthesia was administered considering her cardiac condition, with post operative care including prophylactic antibiotics and antithrombotic measures.
- The patient was discharged after 48 hours, highlighting the effectiveness of a multidisciplinary approach in achieving favorable maternal and perinatal outcomes despite complex medical conditions during pregnancy.

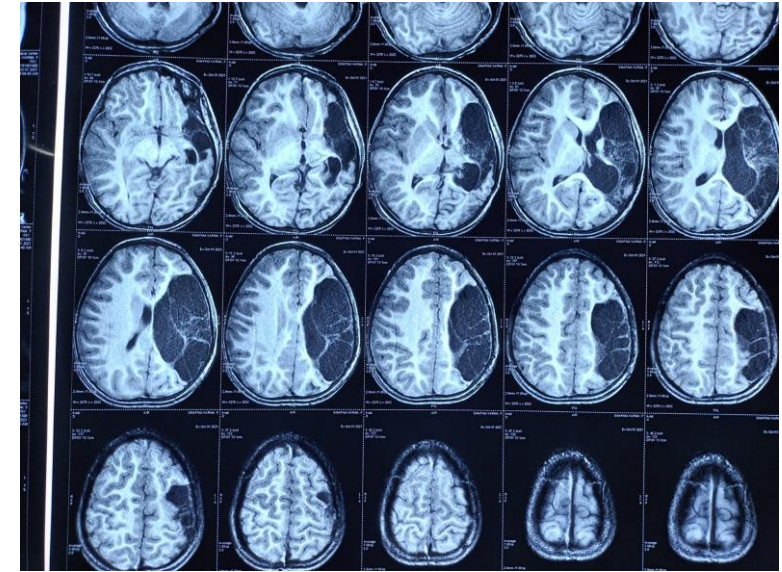
Stroke in a child with Congenital Heart Disease – urgent thrombolysis saves life

- 15 year child presented with Congenital Heart disease - (DORV / TGA: not corrected)
- The child was admitted for syncope like episode followed by mild encephalopathy. For 12 hours in hospital the child remained fine
- The child suddenly developed aphasia and left hemiparesis while being in hospital
- Urgent CT angiogram performed which showed evidence of blood clot
- Multidisciplinary team including Cardiologist, Neuro surgeon, Neurologist and Intensivist intervened immediately
- Thrombolysis was started immediately to dissolve the blood clot (Altaplase 0.9 mg/kg)
- Post thrombolysis the child recovered well with neurology impairment normalized and discharges without any complication.



>100 Seizures per day- Treated with Epilepsy surgery

- 7 year old child had recurrent seizures for 15 months because of congenital stroke
- The child was tried on 6 different medications without success and was currently on 3 different antiseizure medications and still having multiple seizures.
- Since last 4 months the seizure frequency increased to more than 100 seizures in a day. Seizure burden was so much so that the child had completely lost the development milestones.
- The was seen by team of epileptologist and epilepsy surgeon at Rainbow Hospital. The team felt that stroke which the child had during early childhood caused to have such a bad epilepsy
- The child would be an ideal patient for a brain surgery to control epilepsy called, Hemispherectomy. After surgery the child came for 3 months follow up
- The child does not have any seizures now and started speaking normally. The cognition is back and the child started going to school.
- Weakness is recovering with regular physiotherapy.
- Parents were extremely happy regarding outcome



About Us



Rainbow network comprises of 19 hospitals and 4 clinics in 6 cities, with a total bed capacity of 1,935 beds. Our Pediatric services under “Rainbow Children’s Hospital” includes newborn and pediatric intensive care, pediatric multi-specialty services, pediatric quaternary care (including organ transplantation); whereas our women care services under “Birthright by Rainbow” offers perinatal care services which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care along with gynecology services.

Rainbow Children’s Hospital built on strong fundamentals of multidisciplinary approach with a full-time consultant led clinical service along with 24/7 commitment in a child centric environment. The company follows a hub-and-spoke operating model where the hub hospital provides comprehensive outpatient, inpatient care, with a focus on tertiary and quaternary services, while the spokes provide emergency care in pediatrics and obstetrics, large outpatient services and comprehensive obstetrics, pediatric and level 3 NICU services. This model is successfully operational at Hyderabad and is gaining traction in Bengaluru. The endeavor is to replicate this approach in Chennai and across the National Capital Region. Subsequently Rainbow intends to expand into tier-2 cities of Southern India.

Rainbow embraces a unique doctor engagement model, where doctors work exclusively on a full-time, retainer basis. The doctors work in teams and have 24/7 commitment, which is particularly important for children’s emergency, neonatal, pediatric intensive care services and to support pediatric retrieval services. The Company also operates the country’s largest pediatric DNB training programme in private healthcare, offering post graduate residential DNB and fellowship programme.

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