Q4 & FY23-24 EARNINGS UPDATE



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

19th May, 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 Accreditation¹
- 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

Pharmacie De Qualite'

of De Veritas - Rainbow

Hills - 2017



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

2023

"Excellence in Fertility certification from the Bureau in Elets Healthcare Innovation Award Children's Hospital, Banjara



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

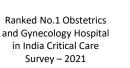


VCCircle – Best pediatric Hospital (under Best Single Specialty Healthcare Company Category – 2015, 2016



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







category 2018-2019



Rainbow Journey



2011-2013

Nurtured perinatal services

Enhanced Pediatric multi specialty and tertiary care services

Investment by the CDC Group, UK

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 hospital to have two flagship hub hospitals one each in Hyderabad and Bengaluru¹ and first fertility hospital to earn prestigious JCI accreditation

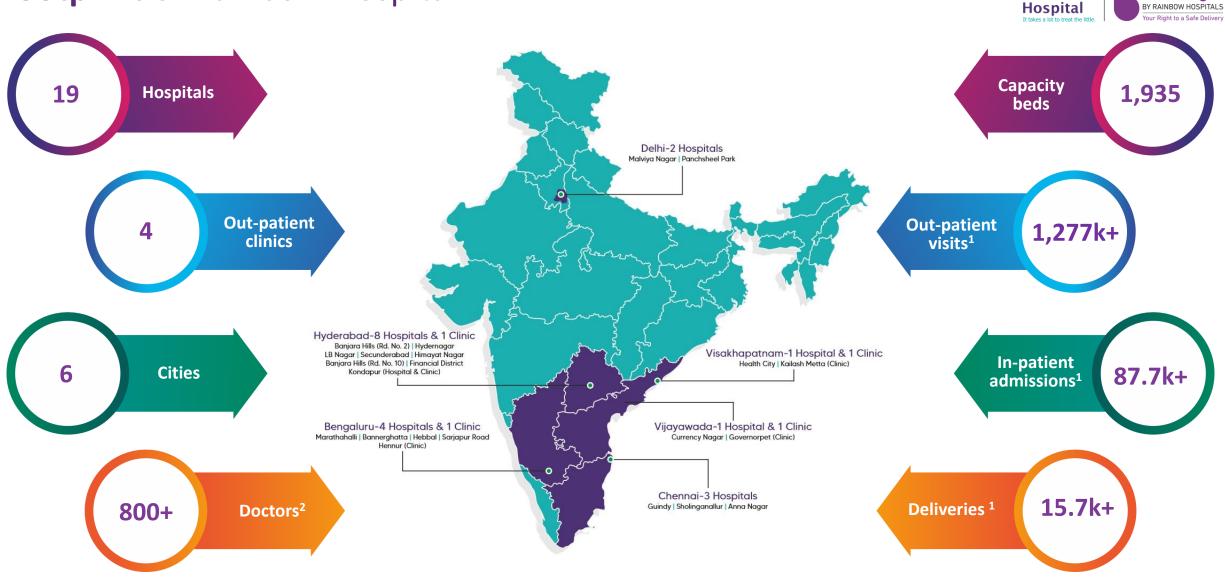
1999-2010

Established standalone pediatric specialty hospital concept

Integrated perinatal services within the children's hospital

Expansion within Hyderabad and a new city - Vijayawada

Footprint of Rainbow Hospital



Rainbow®

Children's

BirthRight



An insight into the **Rainbow approach**

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Rainbow

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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

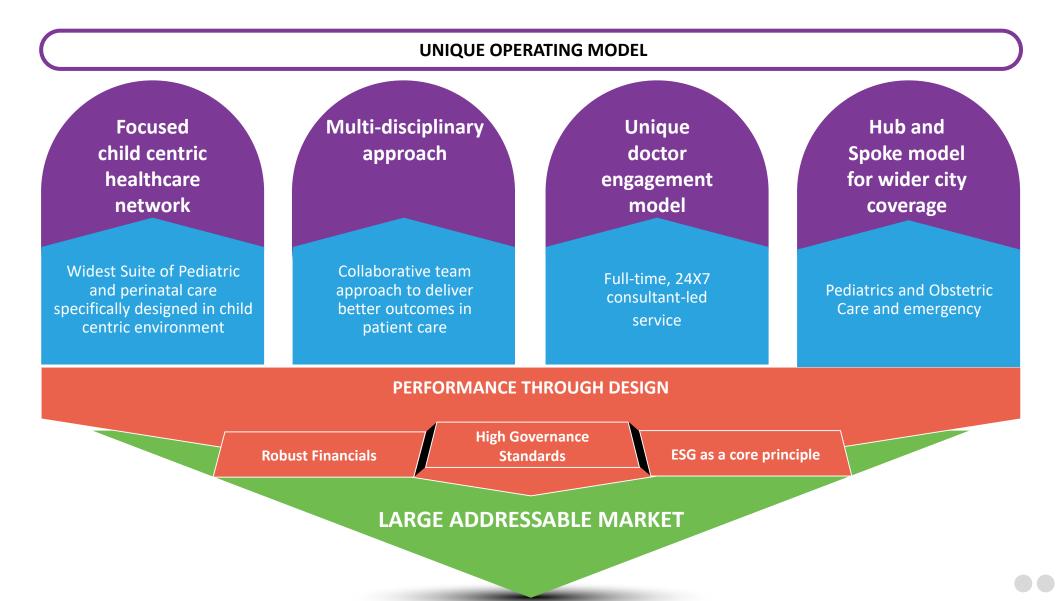
Bestowed with Healthcare leader of year award by the Financial Express, Healthcare award, 2024

Rainbow

Children's Hospital BirthRight

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



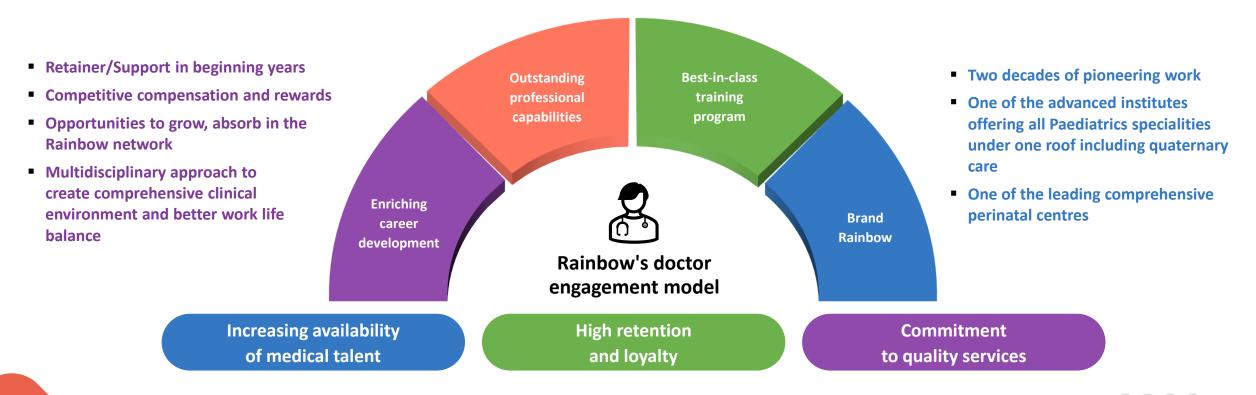


Doctor engagement model fostering loyalty and sustainability with an institution-first approach

- 800+ 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



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

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

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, bonemarrow)
- CRRT, plasmapheresis, hemodialysis



3 Hospitals Accredited by JCI^{#,1}

12 Hospitals Accredited by NABH

JCI accreditation received for Banjara Hills, Hyderabad, Marathahalli, Bengaluru & Fertility services at Kondapur Hospital

¹ Rainbow children's Hospital, Marathahalli, Bengaluru received JCI accreditation report on 30th Apr, 2024, Certificate awaited

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





Coordinated handholding for both perinatal and pediatric services

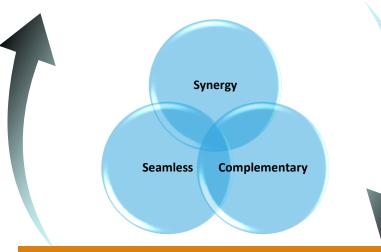
Ease of seeing both pediatrician and obstetrician



Comprehensive services for all pediatric care needs

Pediatrics

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



- 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

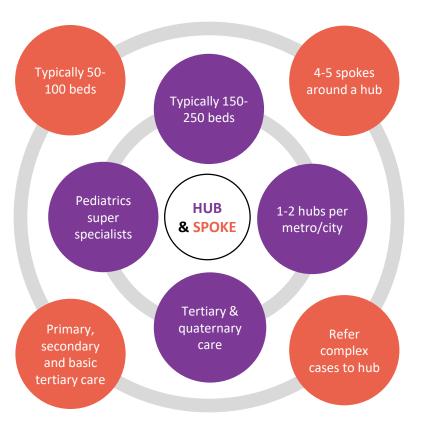
Full range of fetal service included cardiac echo/neonatologist consultation prior to delivery



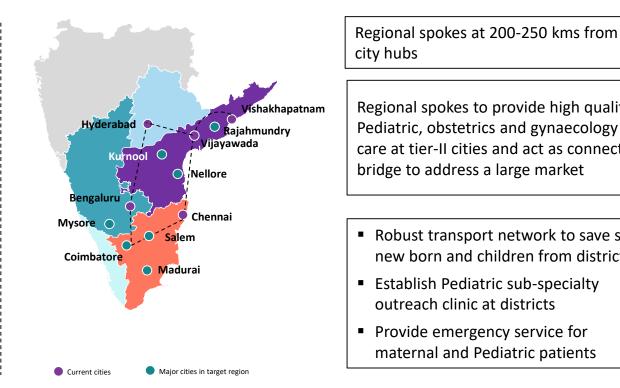
Hub and Spoke approach to optimise delivery of patient care services at scale



City level hub and spoke model



Regional level "South Connect" model



city hubs Regional spokes to provide high quality Pediatric, obstetrics and gynaecology care at tier-II cities and act as connecting

- 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

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

Financially prudent expansion

Network effect and synergies enhance operational efficiencies

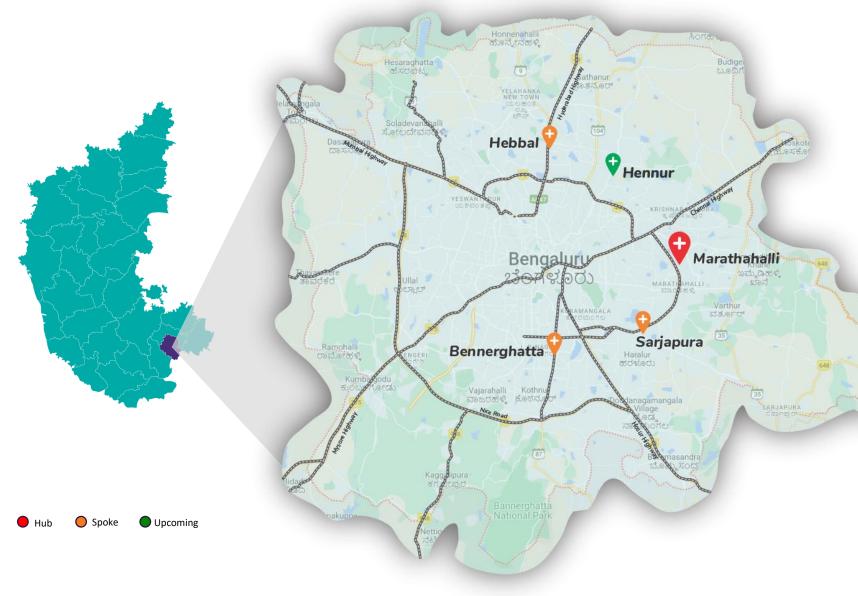
Hyderabad - Hub & Spoke Model





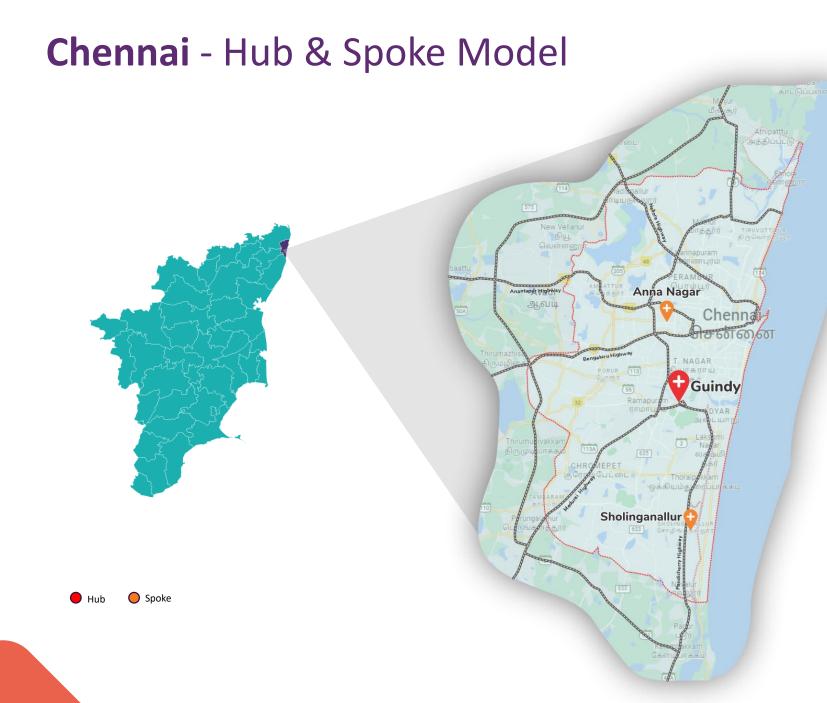
- Hub Hospital (Banjara) is centrally situated, providing accessibility from all part of the city
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically located to ensure convenient access for nearby towns and cities

Bengaluru - Hub & Spoke Model





- Hub 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





- 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





Du Adaush Kaushaula

Whole-time Director

Dr. Dinesh Kumar Chirla

Dr. Adarsh Kancharla Non Executive Director

Mr. Aluri Srinivasa Rao Independent Director

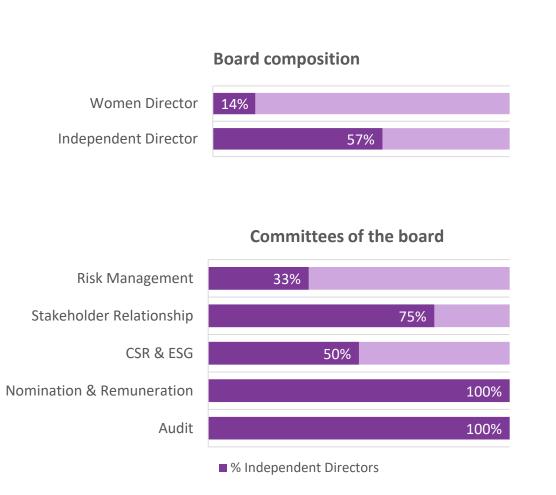


Dr. Anil Dhawan Independent Director





Ms. Sundari Raviprasad Pisupati Independent Director

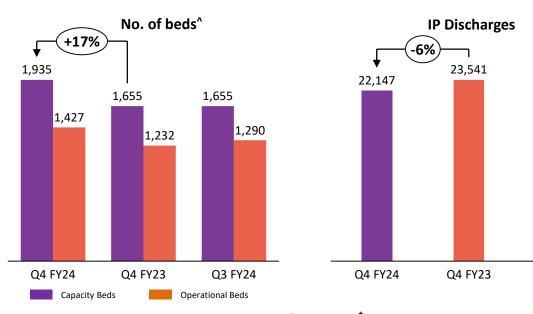


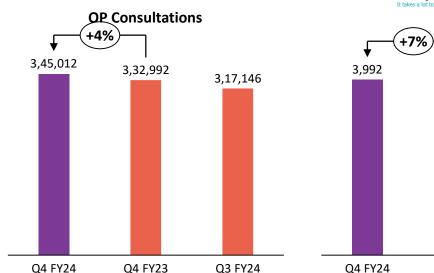


Quarterly Performance



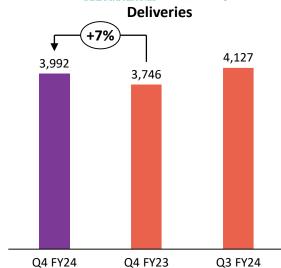
Q4 FY24 - Operational KPIs (1/2)





55,768

Q3 FY24



Rainbow

Children's Hospital BirthRight

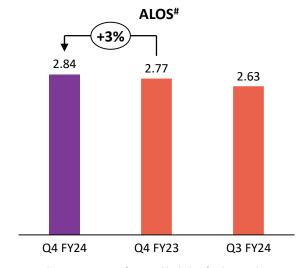
BY RAINBOW HOSPITALS

20

Occupancy^{\$} 48.5% 48.5% 50.8% 50.8% 48,603 48,603 48,603 48,603 04 FY24 04 FY23 03 FY24 04 FY24 04 FY23 04 FY24 04 FY23

22,888

Q3 FY24



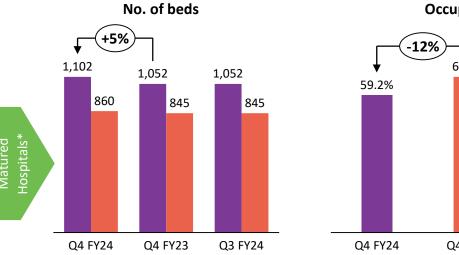
[^] Weighted average operational bed for the quarter/period are considered for occupancy calculations. (Financial district, Hyderabad hospital commenced operations on 1st Mar, 2023 with 87 operational beds, Weighted average beds for financial district is considered in Q4 FY23. Himayatnagar, Hyderabad commenced operations on 4th Jan, 2024 with 54 operational beds

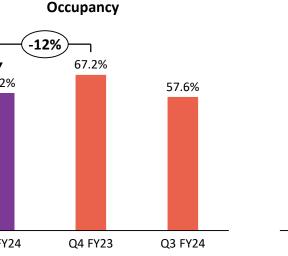
* ARPOB = Total operating revenue / occupied beds days for the period # ALOS = occupied bed days / total IP discharges Occupied Bed Days = sum of midnight census for the period \$ Occupancy = Occupied bed days / (Weighted operational beds for the period * no. of days for the period)

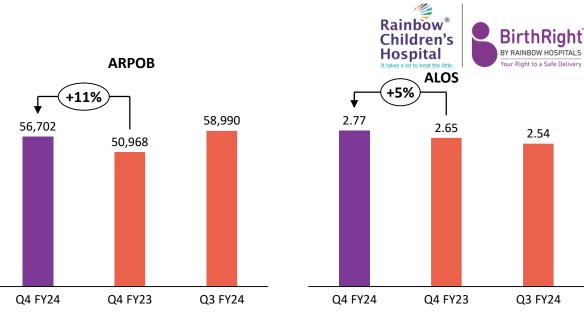
Sarjapur Road, Bengaluru commenced operations on 1st Feb, 2024 with 70 operational beds Anna Nagar Chennai and Hydernagar, Hyderabad block II commenced operations on 1st Mar,2024 with 65 & 44 operational beds respectively

Weighted average beds for these hospitals are considered in Q4 FY24

Q4 FY24 - Operational KPIs (2/2)



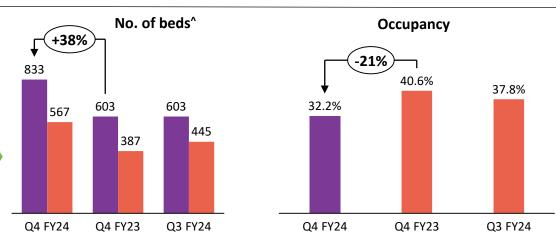


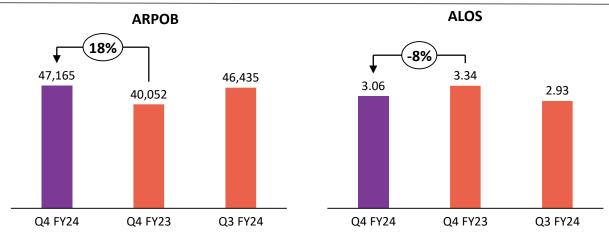


2.54

21

Operational Beds Capacity Beds





* Matured Hospitals include the hospitals which have completed 5 years of operations as on 31st March, 2023. Rainbow Children hospital, New Delhi competed 5 years and is categorized as matured hospital from this financial year. Historical data will not match due to this change.

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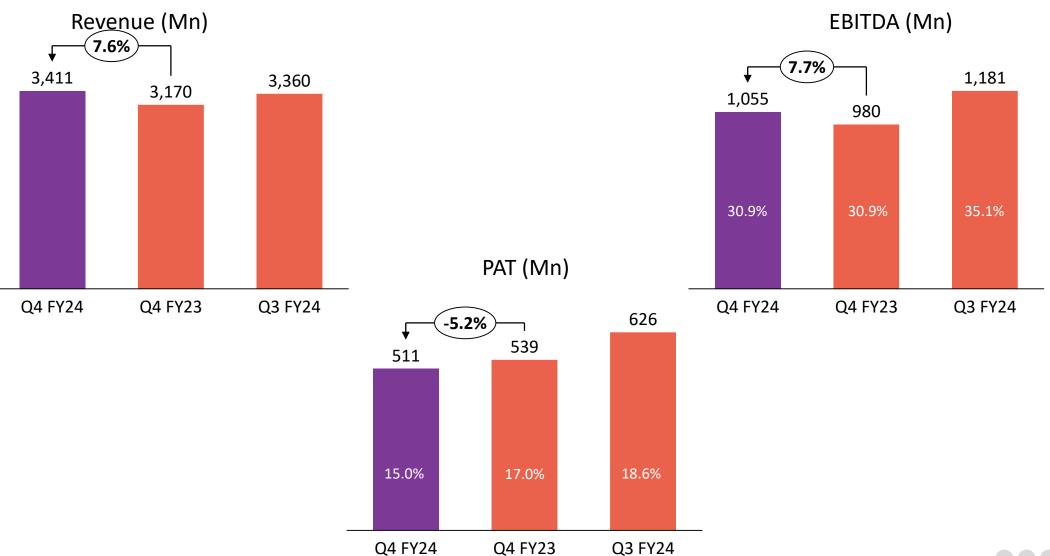
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Q4 FY24 - Financial Performance

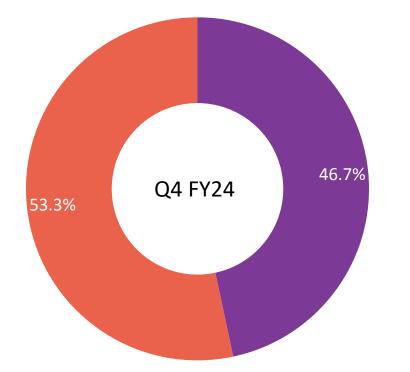


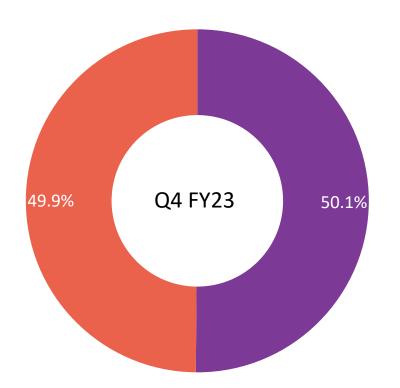


XX.X% - Margins

Q4 FY24 – Payor Profile¹











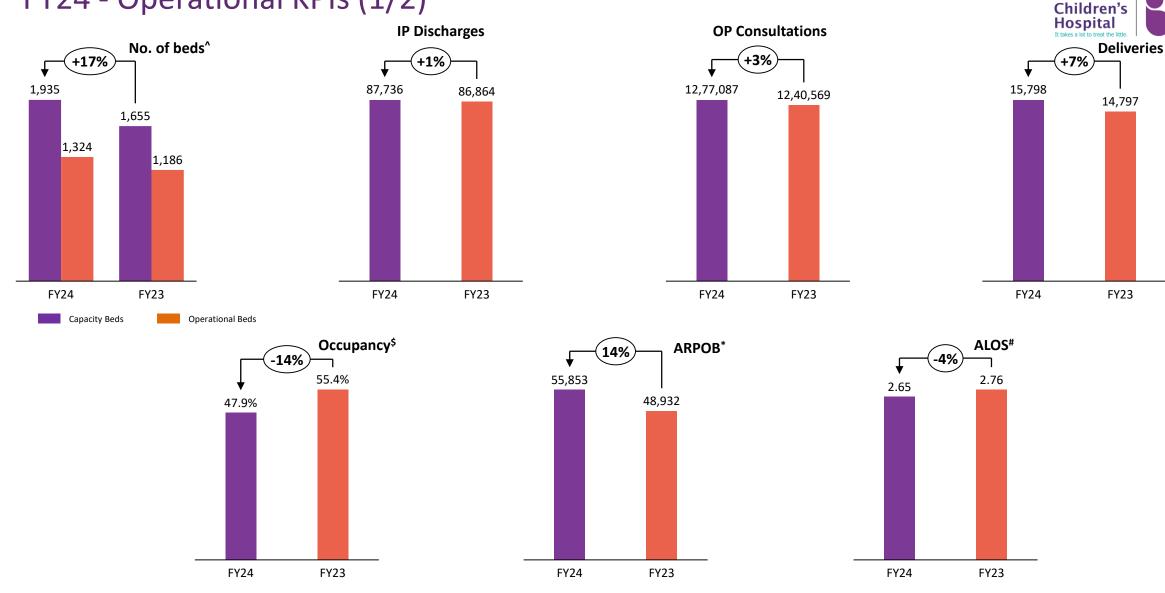


YEARLY Performance



Rainbow[®] Children's Hospital

FY24 - Operational KPIs (1/2)



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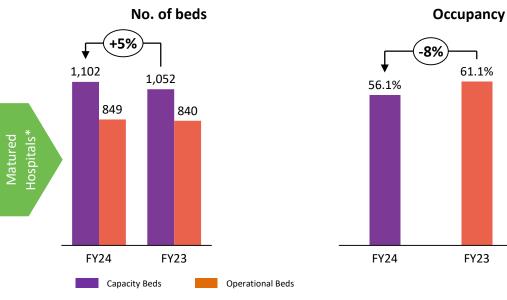
Rainbow

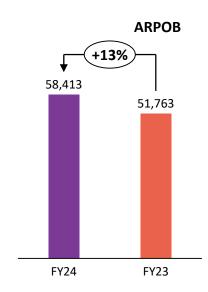
BirthRight

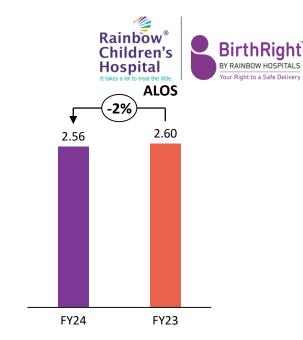
BY RAINBOW HOSPITALS

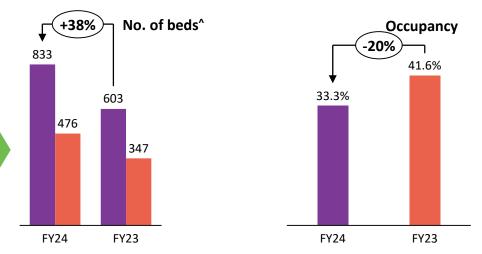
Your Right to a Safe Delivery

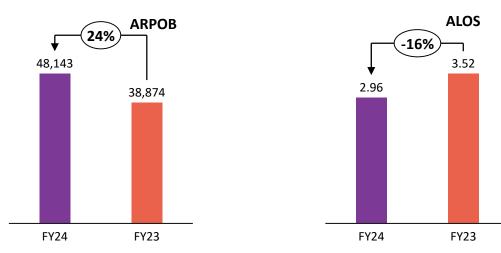
FY24 - Operational KPIs (2/2)











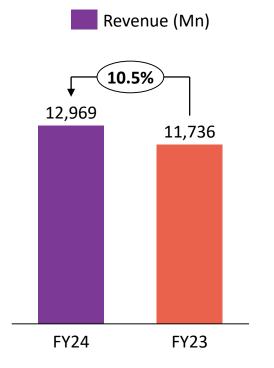
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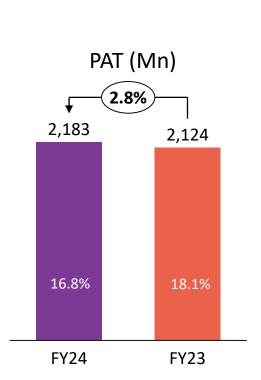
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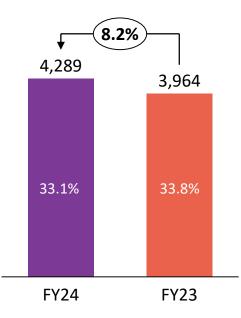
FY24 - Financial Performance







EBITDA (Mn)

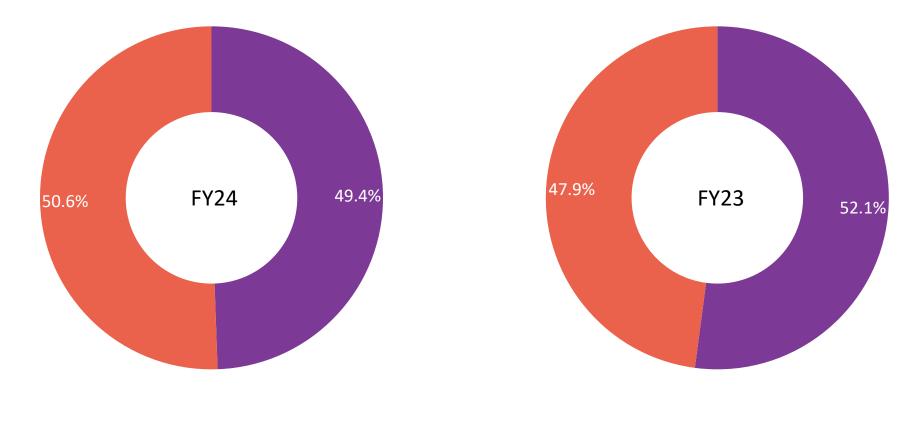


XX.X% - Margins



FY24 – Payor Profile¹









Consolidated statement of **profit and loss**



All numbers in INR mm	Q4 FY24	Q4 FY23	YoY Growth	Q3 FY24	QoQ Growth	FY24	FY23	YoY Growth
Income								
Revenue from operations	3,411.0	3,169.7	7.6%	3,359.6	1.5%	12,969.0	11,735.7	10.5%
Other income	127.8	89.0	43.6%	86.1	48.4%	370.6	308.7	20.1%
Total income	3,538.8	3,258.6	6.3%	3,445.7	2.7%	13,339.6	12,044.4	10.8%
Expenses								
Medical consumables and pharmacy items consumed	419.4	427.3	-1.9%	427.0	-1.8%	1,652.8	1,582.8	4.4%
Employee benefits expense	484.2	405.9	19.3%	434.3	11.5%	1,761.7	1,440.6	22.3%
Finance costs	168.5	140.7	19.7%	142.6	18.1%	590.5	552.0	7.0%
Depreciation and amortisation expense	323.0	227.3	42.1%	276.6	16.8%	1,120.8	902.7	24.2%
Professional fees to doctors	788.3	719.3	9.6%	772.1	2.1%	3,053.7	2,723.1	12.1%
Other expenses	663.8	637.1	4.2%	545.5	21.7%	2,212.0	2,025.5	9.2%
Total expenses	2,847.1	2,557.6	11.3%	2,598.0	9.6%	10,391.5	9,226.6	12.6%
Profit before tax	691.7	701.0	-1.3%	847.7	-18.4%	2,948.1	2,817.8	4.6%
Tax expenses:								
(a) Current tax	140.4	213.9	-34.4%	235.7	-40.4%	770.4	840.8	-8.4%
(b) Deferred tax expense/(credit)	40.7	-51.6	-178.9%	-13.8	-395.7%	-5.1	-146.8	-96.5%
Total tax expense	181.1	162.4	11.5%	221.9	-18.4%	765.3	694.0	10.3%
Profit for the period/year	510.7	538.6	-5.2%	625.7	-18.4%	2,182.9	2,123.8	2.8%
EBITDA (Post Ind AS 116 & excluding other income)	1,055.4	980.1	7.7%	1,180.8	-10.6%	4,288.8	3,963.8	8.2%
Less: IND AS 116 Impact	200.9	157.4		179.2		725.0	594.3	
EBITDA (Pre Ind AS 116 & excluding other income)	854.5	822.7	3.9%	1,001.6	-14.7%	3,563.8	3 <i>,</i> 369.5	5.8%
PAT (Post Ind AS 116)						2,182.9	2,123.8	
PAT (Pre Ind AS 116)						2,384.4	2,334.4	



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Key **Developments**

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Key developments

- Commencement of new 90 beds hospital at Sarjapur Road, Bengaluru

- Rainbow Children's Hospital, Sarjapur Road is Rainbow's 4th pediatric specialty hospital with integrated perinatal care in Bengaluru.
- The Sarjapur Road region is an affluent residential and commercial area in South East Bengaluru. It is a popular and rapidly developing locality, well connected to established technology parks and corporate offices in Whitefield and Electronic City. The region serves as the preferred residential location for the young affluent IT professionals of South East Bengaluru.
- The hospital on Sarjapur Road will provide comprehensive Pediatric and obstetrics services, which includes 24X7 consultant, led emergency care in pediatrics and obstetrics, outpatient services and level 3 Neonatal and Pediatric intensive care services. The hospital will complement the services offered at the Hub hospital at Marathahalli.
- The company further strengthened its presence in Bengaluru, reaching a cumulative bed strength of 442 beds.









Key developments

- Commencement of new 80 beds hospital at Anna Nagar, Chennai

- Rainbow Children's Hospital, Anna Nagar is Rainbow's 3rd pediatric specialty hospital with integrated perinatal care in Chennai
- Anna Nagar is a well-developed locality in north-west Chennai with an excellent social infrastructure and good connectivity to IT Parks and commercial complexes through public transport and major arterial roads. This upscale region serves as preferred residential location for young professionals and families in northwest Chennai.
- The hospital at Anna Nagar will provide comprehensive Pediatric and obstetrics services, which includes 24X7 consultant, led emergency care in pediatrics and obstetrics, outpatient services and level 3 Neonatal and Pediatric intensive care services. The hospital will complement the services offered at the Hub hospital at Guindy.
- The company further strengthened its presence in Chennai, reaching a cumulative bed strength of 270 beds.







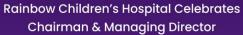


FE Healthcare Awards - 2024

Rainbow bagged 3 awards by the Financial Express, Healthcare award, 2024

- Healthcare Leader of the Year
- Best Hospital for Mother & Childcare
- Best Hospital for Obstetrics and Gynecology





Dr Ramesh Kancharla

being bestowed with

THE HEALTH CARE LEADER OF THE YEAR

at the prestigious FE Healthcare Awards, 2024





IVF Expansion



- Rainbow has commenced IVF Services at 8 hospitals during the current Financial year
- Rainbow provides IVF services at 11 hospitals currently and plan to add IVF services across existing hospitals and add in new upcoming hospitals
- Addition of IVF services will further strengthen the Birthright services and provide one stop solution to patients looking for all women care services under one roof



Expansion Plan & Timelines

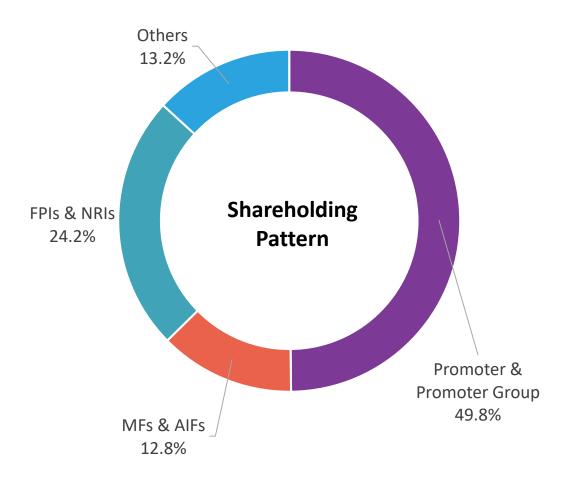


City / Cluster	Current Capacity	FY : 24-25	FY : 25-26	FY : 26-27	Total
Hyderabad	940				940
Bengaluru	442	Hennur (~60)			502
Tamil Nadu	270		Coimbatore (~100)		370
National Capital Region (NCR) [#]	24			Gurugram Sector – 44 (~300) Sector – 56 (~100)	424
Andhra Pradesh	259	Rajahmundry (~100)			359
Total Beds	1,935	160	100	400	2595

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

Shareholding – as on March 31, 2024





Institutional Shareholders holding more than 1% as on March 31, 2024				
Sr. No	Name of Shareholder	Share Holding (%)		
1	AMANSA HOLDINGS PRIVATE LIMITED	2.92		
2	DSP EQUITY & BOND FUND	2.78		
3	AXIS MUTUAL FUND TRUSTEE LTD A/C	2.17		
4	ABU DHABI INVESTMENT AUTHORITY	1.97		
5	HDFC LIFE INSURANCE COMPANY LIMITED	1.80		
6	NIPPON LIFE INDIA TRUSTEE LTD-A/C	1.59		
7	FRANKLIN TEMPLETON INVESTMENT FUNDS - FRANKLIN INDIA FUND	1.57		
8	ASHOKA WHITEOAK ICAV- ASHOKA WHITEOAK INDIA OPPORTUNITIES FUND	1.56		
9	STICHTING DEPOSITARY APG EMERGING MARKETS EQUITY POOL	1.52		
10	GOVERNMENT PENSION FUND GLOBAL	1.13		

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

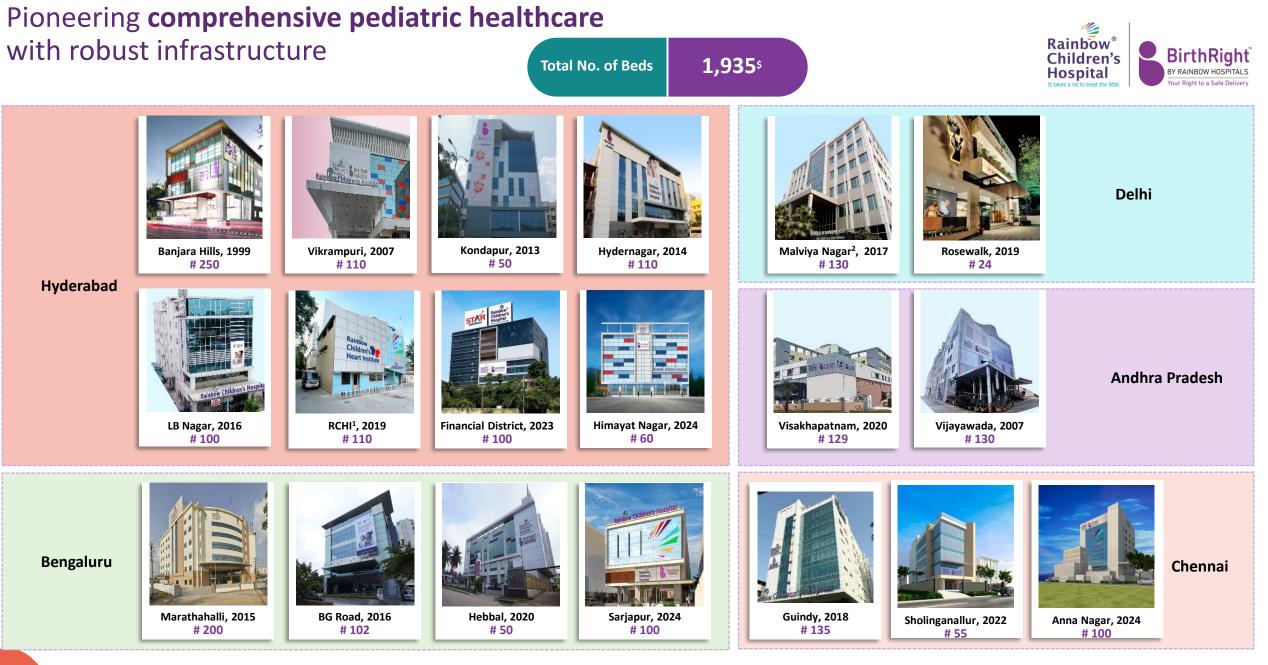


Thank You

"It takes a lot to treat the little"







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

Acute Liver failure child saved because of rare liver transplantation



- A 5 years old child was referred to Rainbow banjara hills hospitals for life threatening jaundice and worsening consciousness.
- The child was bleeding and suffering from kidney and liver failure
- The ICU care team along with all the Pediatric specialist (Pediatric Nephrology, Pediatric Gastroenterology) team initiated plasmapheresis, CRRT (dialysis) and urgent liver transplantation
- It is unusual to do liver transplant when the blood group of the donor and recipient are different to prevent liver rejection. In this case recipient and donor had different blood groups. The child was put on plasmapheresis and special medications (Rituximab) was infused to prevent liver rejection.
- Gradually, the liver function were good and the renal failure started improving and eventually dialysis was stopped. Child was in ICU for 20 days and was discharged healthy after 6 weeks of hospital stay.

Complicated Tracheo-Esophageal Fistula (TEF)

- Tracheo Esophageal Fistula (TEF) is an anomaly where there is an abnormal communication between breathing pipe and food pipe. The smaller the baby - more difficult it is to operate. When TEF is accompanied with anomalies like Congenital heart disease it is even more challenging to treat.
- 1.8 kg baby was referred with TEF and difficulty in breathing and less oxygenation
- Rainbow's neonatal team from its hub hospital at Chennai transported baby from Kavali (>500 Kms to and fro) by our fully equipped ambulance, with a Neonatologist and a NICU nurses.
- Baby had multiple cardiac anomalies with Pulmonary hypertension. Baby was managed with appropriate ventilation strategies and was stabilized and operated on Day 3 of life
- Baby is currently a month old weighing 2.5 kg and healthy

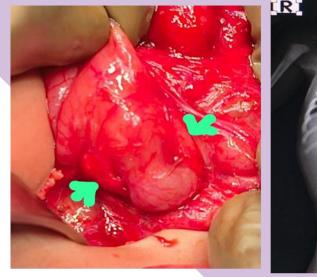


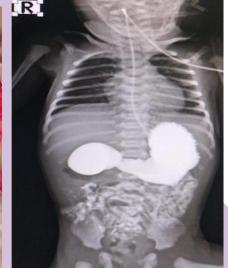


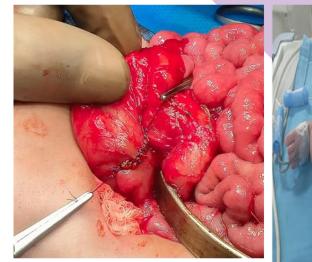


Annular Pancreas With Duodenal Atresia "A Masquerader"

- Full-term neonate, 2.2 kg , had a suspicion of pyloric stenosis (narrowing of the exit of the stomach) in the antenatal scans.
- Ultrasound abdomen performed at outside hospital declared it as normal
- Baby initially tolerated feeds, but later developed bilious vomiting (when a baby vomit is green / yellow in colour) with feed escalation, so upper GI contrast study which was suggestive of Partial Intestinal Obstruction.
- Laparotomy showed annular pancreas with duodenal obstruction (a rare congenital anomaly which consists of a ring of pancreatic tissue partially or completely encircling the second part of the duodenum) and Duodenoduodenostomy was done.
- Baby has currently reached birth weight and is thriving well.





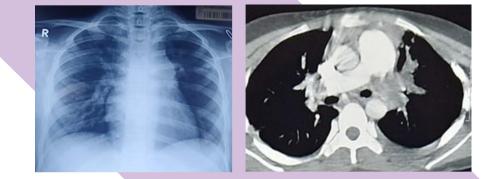


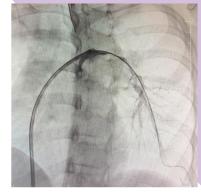




Transcatheter management of Acute pulmonary thromboembolism

- 14 years old child presented with bleeding disorder along with high grade fever and progressive respiratory distress.
- Investigations were suggestive of complete occlusion of left pulmonary artery (LPA) and CT angiogram confirmed Pulmonary thromboembolism (PTE).
- The occlusion did not subside with heparin so special Thrombosuction catheter system, Penumbra 8F and a balloon catheter assembly with a device thrombus was pulled into the guiding system.
- Partial flow was established in Left pulmonary artery. Then heparin infusion continued along with recombinant tissue plasminogen activator (TPA)
- Gradually not only LPA thrombus but also DVT resolved child extubated within 24 hours and discharged after a week. On 6 months follow up there are no further thrombosis and LPA flow completely established.



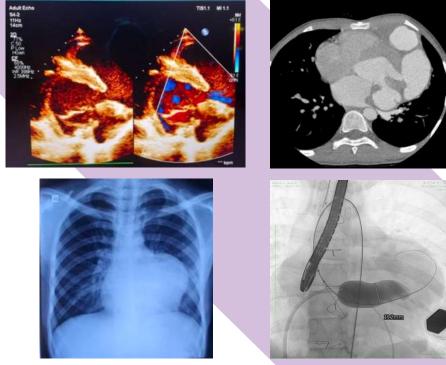






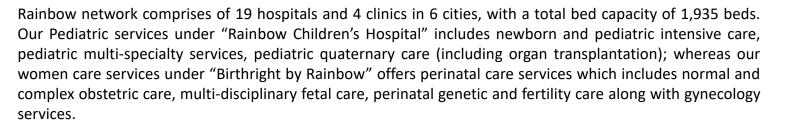
LV submitral aneurysm managed by Trans-catheter route

- 16 years old adolescent child from Nairobi Kenya, underwent sternotomy for LV aneurysmal repair at 10 years of age. Now presented with increased precordial activity after a blunt injury while playing football 6 months back
- The child needed closure of left ventricle aneurysm
- Our Cardiac team planned a unique way of closing the aneurysm without sternotomy.
- Using a 12F delivery system LV aneurysm was closed using 24 mm Lifetech muscular VSD device. Device was deployed across the mouth of aneurysm and position was confirmed by both ECHO and angiogram.
- Complete closure of LV sub mitral aneurysm using 24 mm device was attained. Immediately precordial activity reduced and child discharged within 48 hours without any redo sternotomy.





About **Us**



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.



For further information please contact

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