



May 24, 2025

National Stock Exchange of India LimitedBSE LimitExchange Plaza, Plot No. C/1, G Block,CorporateBandra Kurla Complex, Bandra (E),Phiroze JMumbai – 400 051.Dalal StrestSymbol: RAINBOWScrip Code

BSE Limited Corporate Relationship Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. Scrip Code: 543524

Sub: Earnings Presentation on Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2025.

Dear Sir/ Madam,

Please find enclosed herewith the Earnings Presentation of the Company on Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2025, which the Company proposes to share with analysts/ investors.

We request you to kindly take the same on record.

Thanking You,

Yours Faithfully,

For Rainbow Children's Medicare Limited

Shreya Mitra

Company Secretary and Compliance Officer

Encl.: As above

Rainbow Children's Medicare Limited

Registered C)ffice: 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills, Hyderabad, Telangana - 500034.						
Corporate Of	f <mark>fice</mark> : 8-2-19/1/A, Daulet Arcade, Karvy Lane, Road No. 11, Banjara Hills, Hyderabad, Telangana - 500034.						
Hyderabad: Banjara Hills - 040-22334455 Secunderabad - 040-42462200 Kondapur IP - 040-42462400 Kondapur OP - 040-42462100							
	Hyder Nagar - 040-42462300 L B Nagar - 040-71111333 Financial District - 040-69313233 Himayat Nagar - 040-48873000						
Vijayawada: Currency Nagar - 0866-6669666 Governorpet - 0866-6650250							
Chennai:	Guindy - 044-40122444 Sholinganallur - 044-69659000 Anna Nagar - 044-69289928						
Bengaluru:	Marathahalli - 080-42412345 Bannerghatta Road - 080-25512345 Hebbal - 080-35061555 Sarjapur - 080-62282999						
Delhi:	Malviya Nagar - 011-66888866 Visakhapatnam: Health City - 0891-3501601 Siripuram - 0891-3501555						

CIN:L85110TG1998PLC029914

info@rainbowhospitals.in

Q4 FY24-25 EARNINGS UPDATE



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



Disclaimer

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A testament to our **Gold Standard** in Exceptional patient care.







Country's **first standalone fertility center** BirthRight Fertility, Kondapur, Hyderabad received **re-accreditation** from **JCI**

•

pediatric Country's first • hospital to have 2 flagship hub hospitals, one each in Hyderabad and Bengaluru, awarded with JCI Accreditation



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

Hospital

Children's

BirthRight

Our Mission

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.

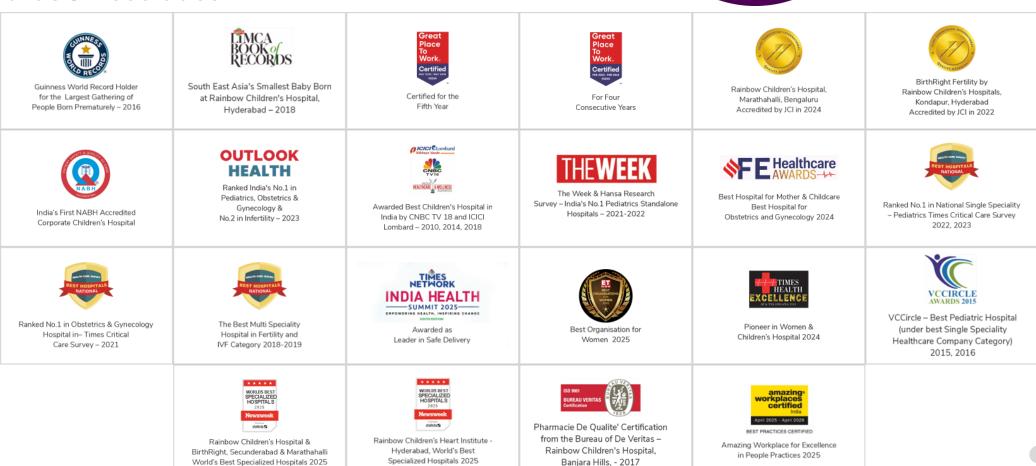
Our Vision

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

Awards & Accolades









25 years of Rainbow Journey

2018-2025

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

<u>1999-2010</u>

Established standalone pediatric specialty hospital concept

Integrated perinatal services within the children's hospital

Expansion within Hyderabad and a new city - Vijayawada

2011-2013

Nurtured perinatal services

Enhanced Pediatric multi specialty and tertiary care services

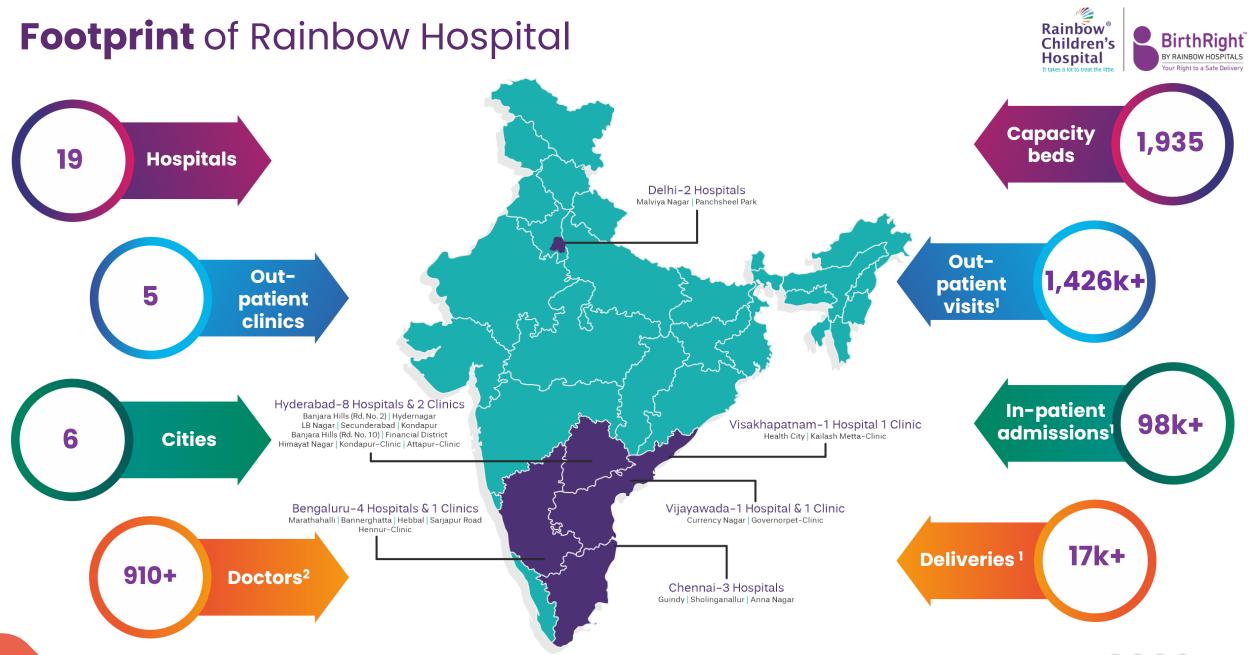
Investment by the CDC Group, UK

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





Rainbow

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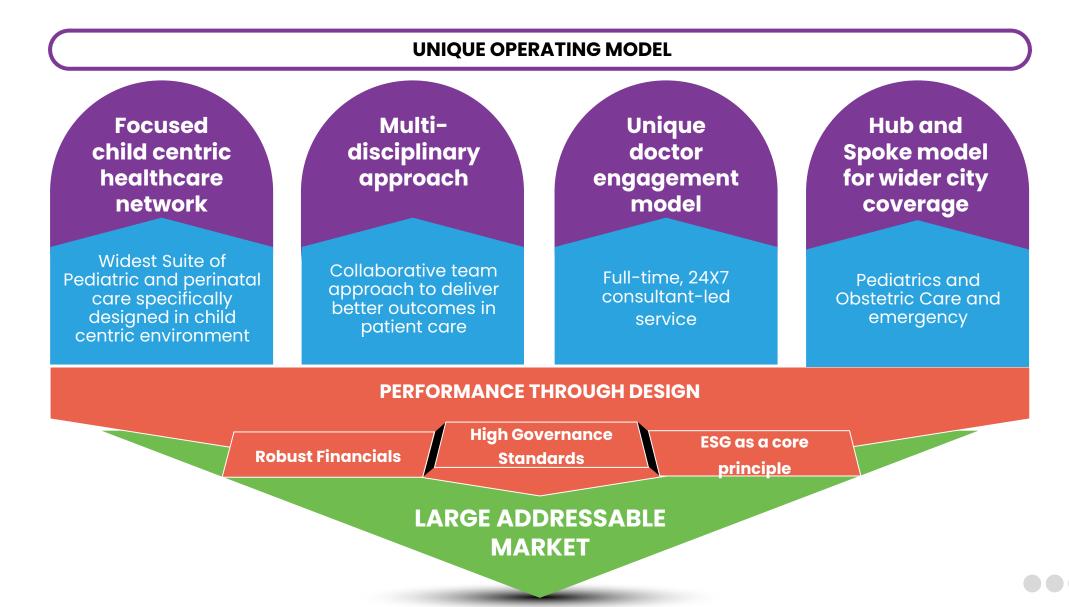
An insight into the **Rainbow approach**



A novel approach in pediatrics healthcare services



10



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

 Opportunities to grow, absorb in the Rainbow network
 Enriching

 Multidisciplinary approach to create comprehensive clinical environment and better work life balance

Retainer/Support in beginning

Competitive compensation and

years

rewards

Increasing availability of medical talent

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

Outstanding

professional

capabilities

Best-in-

class

training

program

Rainbow's doctor

engagement model

High retention

and loyalty



- 910+ 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

career

development

- 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

Brand

Rainbow



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

Commitment to quality services





The specialist in comprehensive children's care





Pediatric Secondary Care

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



 Care of preterm babies with low/extremely low birth weight

Full suite of Pediatric offerings

- Newborn 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

~1/3 of Beds Allocated to Critical Care

3 Hospitals Accredited by JCI#

13 Hospitals Accredited by NABH

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

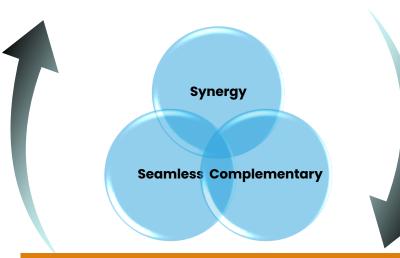
Comprehensive perinatal care provider, with synergies between paediatric and perinatal services



Comprehensive services for all pediatric care needs

Pediatrics

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



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





Coordinated handholding for both perinatal and pediatric services

Rainbow

Hospital

Children's

Ease of seeing both pediatrician and obstetrician

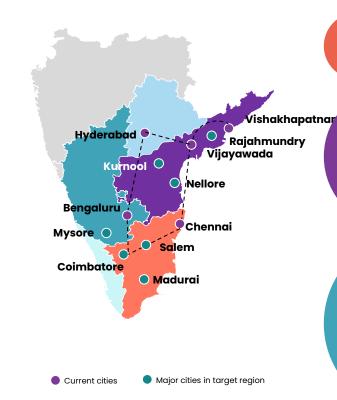


Hub and Spoke approach to **optimise delivery of patient care services** at scale



Typically 4-5 spokes 50-100 around a Typically beds hub 150-250 beds **HUB** Pediatrics 1-2 hubs & super per specialists **SPOKE** metro/city Tertiary & Primary, Refer quaternary secondary complex care and basic cases to tertiary hub care

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 bridge to address a large market

Regional spokes at 200-250 kms from

Robust transport network to save sick newborn and children from districts

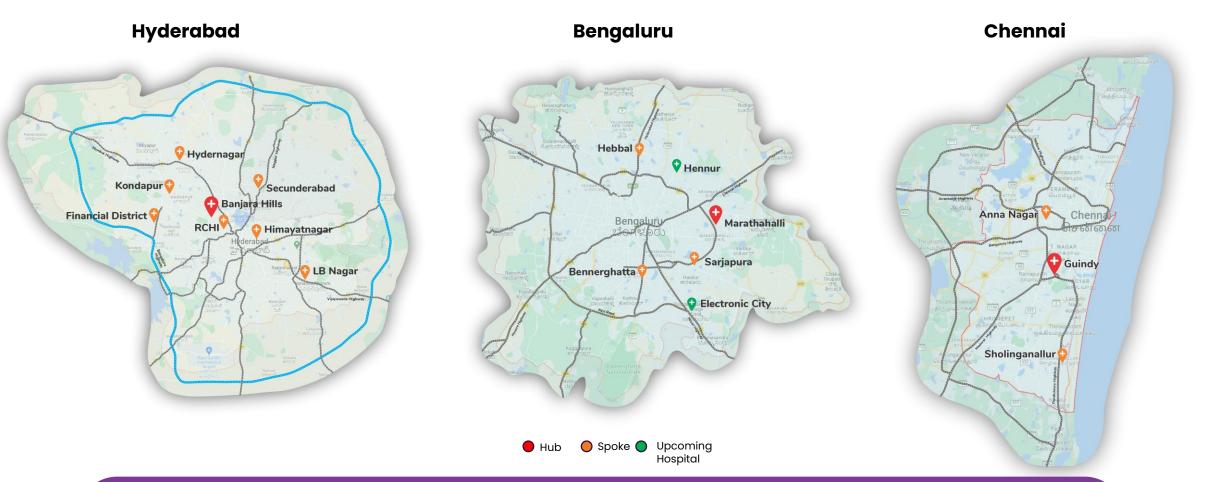
- Establish Pediatric sub-specialty outreach clinic at districts
- Provide emergency service for maternal and Pediatric patients

Accessibility of super-specialty at hubs, general pediatrics at spokes Financially prudent expansion

Network effect and synergies enhance operational efficiencies

Hub & Spoke Model

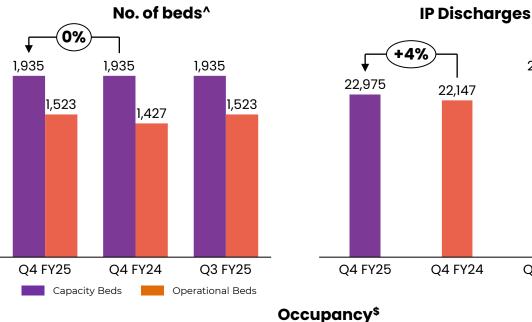




- Hub Hospital is centrally situated, providing accessibility from all part of the city
- Spokes hospitals are situated at areas experiencing rapid growth and development, strategically located to ensure convenient access for nearby towns and cities



Q4 FY25 - Operational KPIs (1/2)



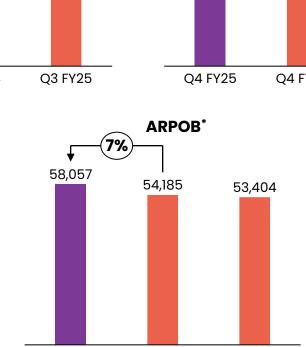
-4%

46.5%

O4 FY25

48.5%

O4 FY24



O4 FY24

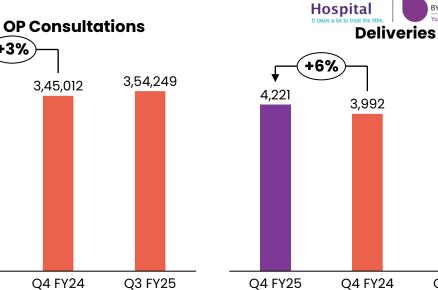
O3 FY25

25,605

O4 FY25

+3%

3,56,901



Rainbow®

Children's

BirthRight

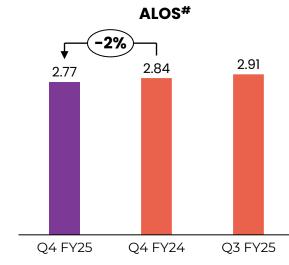
BY RAINBOW HOSPITALS

our Right to a Safe Delivery

4,600

O3 FY25

18



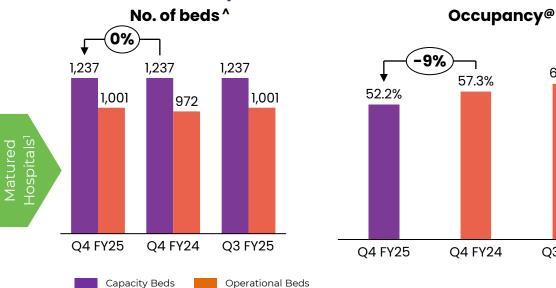
[^] Weighted average operational bed for the quarter/period are considered for occupancy calculations. Himayatnagar, Hyderabad commenced operations on 4th Jan, 2024 with 54 operational beds; Sarjapur Road, Bengaluru commenced operations on 1st Feb, 2024 with 70 operational beds ; Anna Nagar Chennai and 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

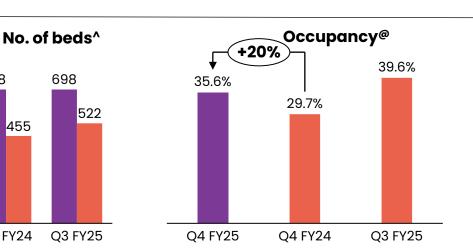
O3 FY25

53.2%

*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)

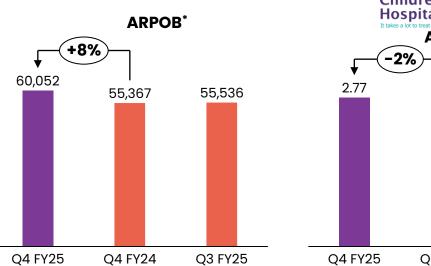
Q4 FY25 - Operational KPIs (2/2)

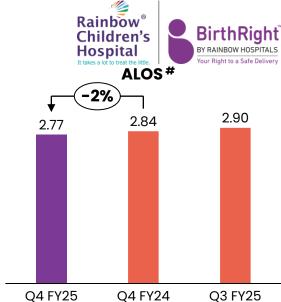


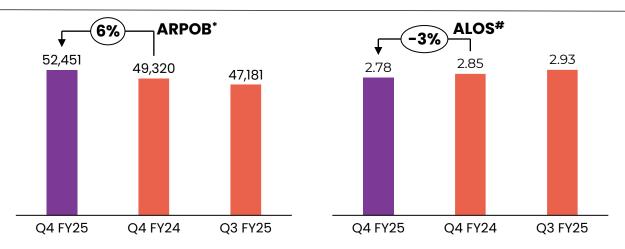


60.3%

Q3 FY25







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´0%

522

Q4 FY25

698

455

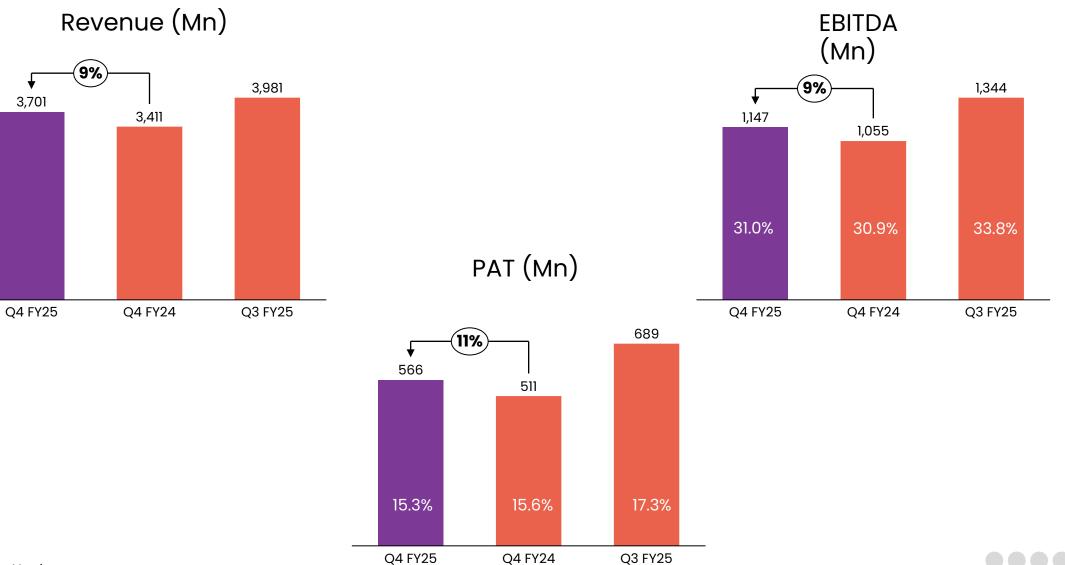
Q4 FY24

698

Q4 FY25 - Financial Performance



20

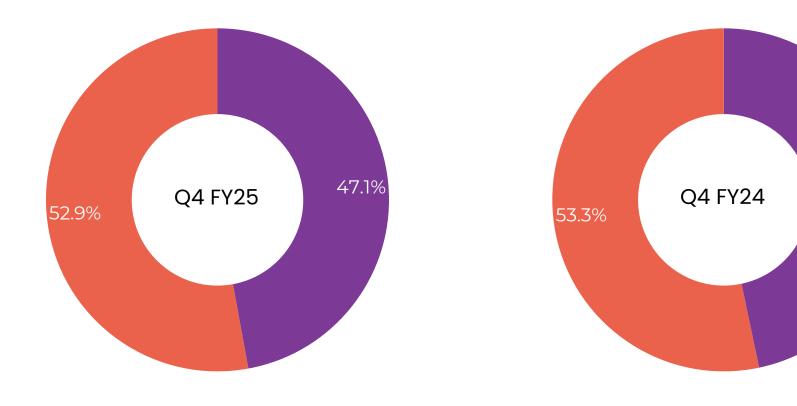


XX.X% - Margins

Q4 FY25 – Payor Profile¹



46.7%







Consolidated statement of **profit and loss**



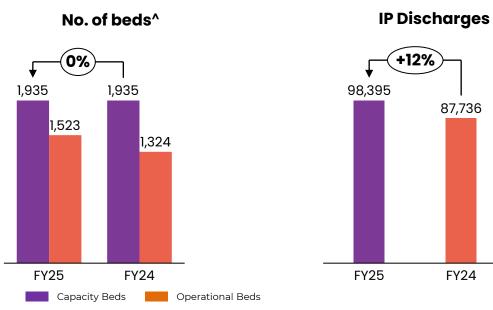
All numbers in INR Mn	Q4 FY25	Q4 FY24	YoY Growth	Q3 FY25	QoQ Growth	FY25	FY24	YoY Growth
Income								
Revenue from operations	3,701.1	3,411.0	8.5%	3,980.8	-7.0%	15,158.7	12,969.0	16.9%
Other income	145.3	127.8	13.7%	132.7	9.4%	510.1	370.6	37.6%
Total income	3,846.3	3,538.8	6.3%	4,113.6	-6.5%	15,668.7	13,339.6	17.5%
Expenses								
Medical consumables and pharmacy items consumed	470.4	419.4	12.2%	537.3	-12.4%	1,949.2	1,652.8	17.9%
Employee benefits expense	543.2	484.2	12.2%	493.1	10.2%	2,063.7	1,761.7	17.1%
Finance costs	181.2	168.5	7.6%	180.7	0.3%	724.6	590.5	22.7%
Depreciation and amortisation expense	341.6	323.0	5.8%	352.3	-3.0%	1,384.4	1,120.8	23.5%
Professional fees to doctors	944.6	788.3	19.8%	943.7	0.1%	3,690.2	3,053.7	20.8%
Other expenses	595.6	663.8	-10.3%	663.2	-10.2%	2,556.7	2,212.0	15.6%
Total expenses	3,076.7	2,847.1	8.1%	3,170.3	-3.0%	12,368.7	10,391.5	19.0%
Profit before tax	769.7	691.7	11.3%	943.3	-18.4%	3,300.0	2,948.1	11.9%
Tax expenses:								
(a) Current tax	194.5	140.4	38.5%	228.1	-14.7%	873.1	770.4	13.3%
(b) Deferred tax expense/(credit)	6.4	40.7	-84.4%	5.9	7.4%	-35.2	-5.1	586.0%
(c) Adjustment of tax relating to earlier periods/years	3.3	-		19.8		19.9	-	
Total tax expense	204.2	181.1	12.7%	253.9	-19.6%	857.7	765.3	12.1%
Profit after Tax	565.5	510.7	10.7%	689.4	-18.0%	2,442.3	2,182.9	11.9%
EBITDA (Post Ind AS 116 & excluding other income)	1,147.3	1,055.4	8.7%	1,343.6	-14.6%	4,898.9	4,288.8	14.2%
EBITDA (Pre Ind AS 116 & excluding other income)	923.4	854.5	8.1%	1,123.6	-17.8%	4,025.8	3,563.9	13.0%
IND AS 116 Impact	223.9	201.0		220.0		873.1	725.0	



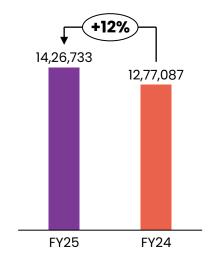
YTD Performance

•••• 23

FY25 - Operational KPIs (1/2)

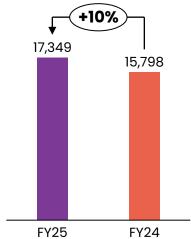


OP Consultations

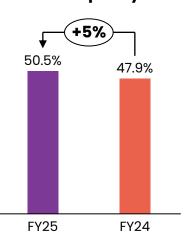


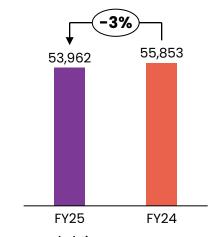


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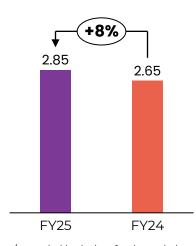
Occupancy^{\$}





ARPOB*

ALOS#

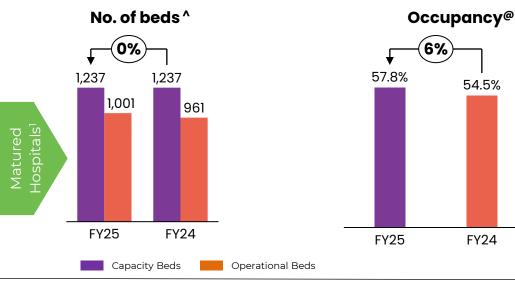


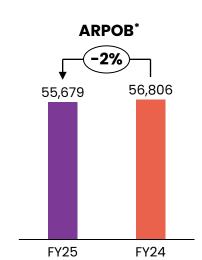
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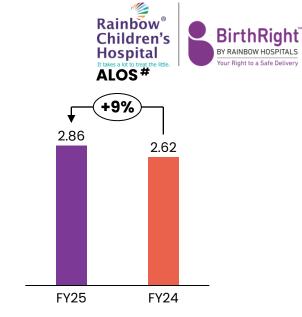
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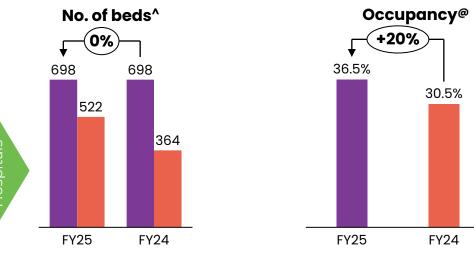
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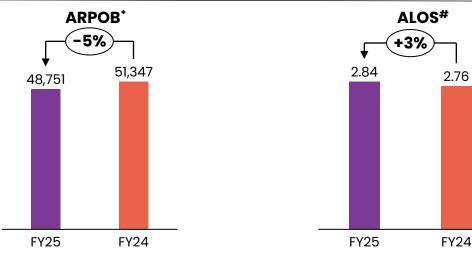
FY25 – Operational KPIs (2/2)











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Weighted average beds for these hospitals are considered in FY24

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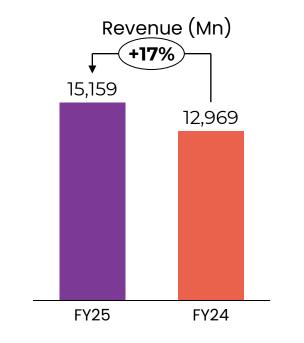
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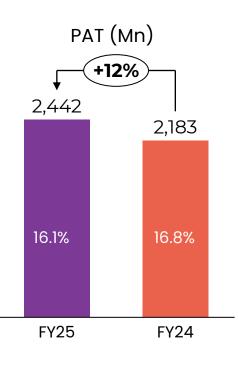


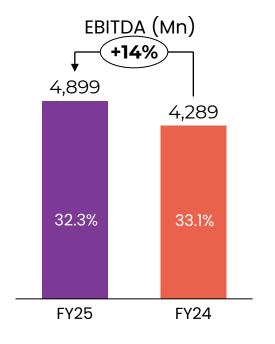
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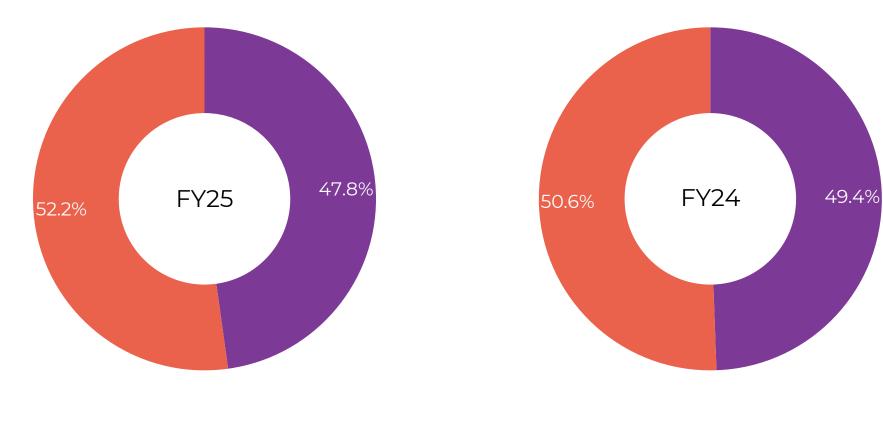
FY25 - Financial **Performance**





FY25 – Payor Profile¹







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





Key **Developments**



Expansion Plan & Timelines



City / Cluster	Current Capacity	FY:25-26	FY:26-27	FY:27-28	Total
Hyderabad	940				940
Bengaluru	442	Hennur ² (~60) Electronic City ² (~90)			592
Tamil Nadu	270		Coimbatore ³ (~130)		400
National Capital Region (NCR)#	24			Gurugram Sector – 44 (~300) Gurugram Sector – 56 (~100)	424
Andhra Pradesh	259	Rajahmundry 1 (~100)			359
Total Beds	1,935	250	130	400	2,715

¹ Rajahmundry is expected to get commissioned by end of Q1 FY25-26; ² Electronic City & Hennur are expected to get commissioned by end of Q2 FY25-26; ³ Coimbatore is expected to get commissioned by end of FY26 -27

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

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. Adarsh Kancharla Non Executive Director

Dr. Dinesh Kumar Chirla Whole-time Director

Mr. Aluri Srinivasa Rao Independent Director



Dr. Anil Dhawan Independent Director

Mr. Santanu Mukherjee

Independent Director





Ms. Sundari Raviprasad Pisupat Independent Director

Board composition

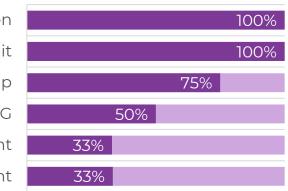
Women Director

Independent Director

14%

Committees of the Board



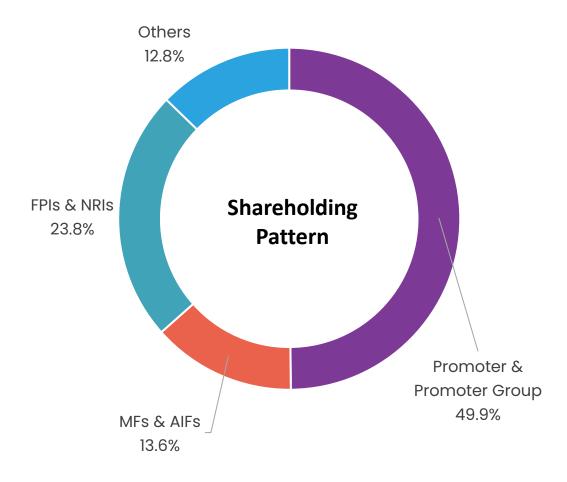


■% Independent Directors



Shareholding – as on March 31, 2025





Institutional Shareholders holding more than 1% as on March 31, 2025							
Sr. No	Name of Shareholder	Share Holding [#] (%)					
1	DSP Mutual Fund	4.27					
2	Franklin Templeton Mutual Fund	2.24					
3	Abu Dhabi Investment Authority	2.08					
4	Axis Mutual Fund	2.02					
5	HDFC Life Insurance Company Limited	1.48					
6	SBI Mutual Fund	1.32					
7	Ashoka Whiteoak Mutual Fund	1.31					
8	Nippon Life India Trustee Limited	1.08					

#Different Schemes of Investor / Fund House are grouped together

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"



WITH TODUST IT IT UST UCTURE Total No. of 1925								Rainbow [®] Children's Hospital It takes a lot to treat the little.	BirthRight [™] BY RAINBOW HOSPITALS Your Right to a Safe Delivery
	Banjara Hills, 1999 # 250	Vikrampuri, 2009 # 110	Kondapur, 2013 # 50	Image: https://www.com/com/com/com/com/com/com/com/com/com/		With the second seco	Rosewalk, 2019 # 24	Delhi	
Hyderabad	LB Nagar, 2016 #100	RCHI ¹ , 2019 # 110	Financial District, 2023 # 100	Himayat Nagar, 2024 # 60		Visakhapatnam, 2020 # 129	Vijayawada, 2007 # 130	Andhra	Pradesh
Bengaluru	With the second secon	For the second	With the second secon	Sarjapur, 2024 # 90		Guindy, 2018 5hd	blinganallur, 2022	Anna Nagar, 2024 # 80	Chennai

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

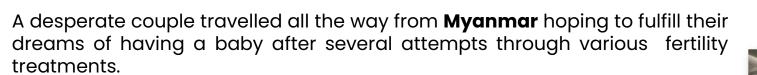




Appendix



Rainbow's safety net & Family's Prayer – saves a tiny baby



- They were quite excited when their IVF treatment finally worked, and the pregnancy was progressing smoothly.
- Their joy was soon met with a challenge when the mother went prematurely to labor and delivered a baby at just 24 weeks of gestation — weighing only 472 grams with low heartbeat.
- Our neonatology team, fully prepared with advanced transport and resuscitation systems, received the baby immediately and began lifesaving care. We knew how much this child meant to the parents.
- The newborn went through full scale issues of prematurity like extremely low birth weight, recurrent infections, ventilator support for nearly two months also requiring total parental nutrition for growth and stability.
- Thanks to the 24/7 dedication of our medical team and the unwavering prayers of the parents, this tiny fighter made a remarkable recovery. Today, at 5 months old, the baby is thriving with a healthy brain, lungs and gut, and is expected to meet normal developmental milestones.

Family returned to Myanmar after 5 months for stay in Chennai

• This incredible journey is a reminder to all of us: "It takes a lot to treat the little"





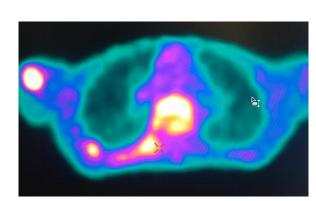


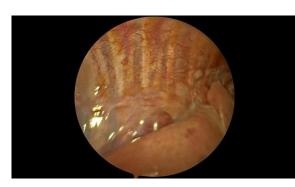


More Than Meets the Eye: A complexity of 2 rare and unusual medical disorders

- A 5-year-old child initially came to Rainbow with signs and symptoms of intestinal obstructions. But there was no sigs of obstruction and was settled with medical management.
- We have also discovered severe constipation with a non-moving colon. This is a presentation of classical intestinal motility disorder.
- We also found the child had unusually high blood pressure. This case was discussed between neurologists, gastroenterologist, metabolic specialist, and a plan was laid out for investigation which included the PET Scan.
- The PET Scan demonstrated there was an underlining mediastinal mass which was diagnosed histologically as undifferentiated Neuroblastoma.
- Our oncology team believes outcome of this tumor is fairly good and we started chemotherapy and bowel issues being addressed.











Rescuing a preterm Neonate with bronchoscopy

- A preterm baby (28 weeker) after 2 months in NICU weighed just 1.1 kg with severe lung disease & acute life threatening events on ventilator
- Despite prolonged ventilator support and multiple extubation attempts, the baby continued to suffer from near cardiac arrests and extubation failures
- A newborn airway is as small as 3.5 4 mm and this baby required the smallest scope to perform the life saving procedure.
- A rigid bronchoscopy was attempted by the surgical team but had to be abandoned due to sudden collapse.
- A small flexible bronchoscopy was performed by the ICU team which helped in diagnosing the child's problem as multilevel airway malacia. The ICU team cleared the lung secretions making them better.
- The baby was subsequently removed from ventilator after a week's time and discharged healthy.



A Child's immunodeficiency effectively treated by Bone marrow transplantation - Wiskott Aldrich Syndrome

- An 8-month-old child was experiencing persistent fever, skin rashes on the face and limbs, and frequent respiratory infections over a two-month period.
- Child was observed to have thrombocytopenia. Genetic diagnosis confirmed the diagnosis of Wiskott-Aldrich Syndrome (WAS), a rare condition marked by immunodeficiency, thrombocytopenia, and eczema.
- The family was counseled for Hematopoietic Stem Cell Transplantation (HSCT) as a definitive treatment.
- Pre transplant complications like CMV infection and platelet refractoriness were managed efficiently.
- Post-transplant, only mild mucositis occurred, and the child received comprehensive supportive care, including prophylactic medications to prevent infections.
- By Day +13, the child achieved full engraftment with 100% donor chimerism.
- Now one month post-transplant, the child is free from infections, showing normalized blood counts, and is well on the way to full recovery—demonstrating the power of personalized, multidisciplinary care in treating complex genetic disorders.

Keyhole Surgery- To Correct Bone Deformity



- A 16-year-old child, presented with bow-legs (bilateral genu varum).
- An alignment-view X-ray confirmed the deformity around the knees.
- The child underwent a minimally invasive (keyhole) bilateral percutaneous proximal tibial corrective osteotomy with screw fixation below both knees.
- Plaster casting was applied post-surgery. The osteotomy sites healed over approximately four months, after which the child gradually resumed full activity.
- On follow-up X-ray demonstrated well-corrected leg alignment, and clinically the gait improved substantially.
- Cosmetically this surgery has left no visible scars because of being key-hole surgery.



About **Us**

Rainbow network comprises of 19 hospitals and 5 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.



For further information please contact

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