



# EARNINGS UPDATE

May 2022



Certain statements in this presentation could be forward-looking in nature. Such forward-looking statements remain subject to certain risks and uncertainties like government actions, political or economic developments, technological risks, and certain other factors which cannot be quantified but which could cause actual results to differ materially from those underlined by those forward-looking statements. Rainbow Children's Medicare Ltd. will not be in any way responsible for any action taken based on such statements and does not undertake to publicly update these forward-looking statements to reflect subsequent events or circumstances.

# Overview of the Rainbow model



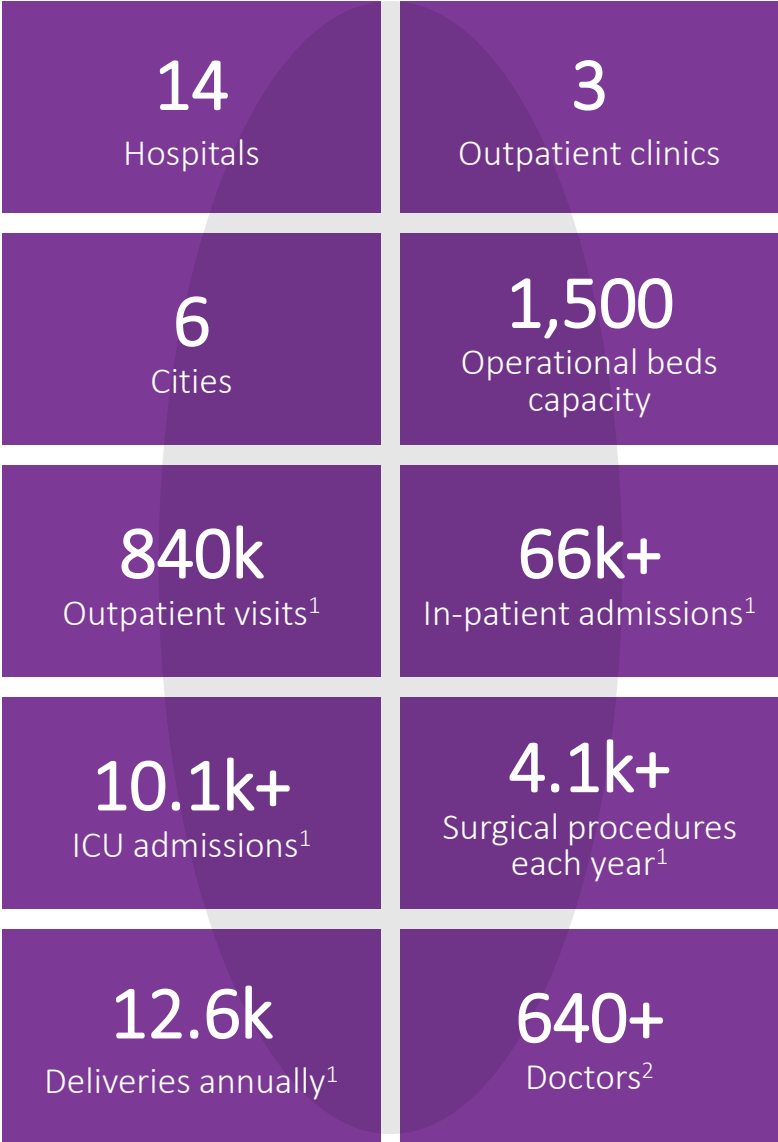
We are the largest Pediatric multi-specialty healthcare chain

Our core specialties include pediatrics, neonatal intensive care, pediatric intensive care, pediatric multi-specialty and pediatric quaternary care

"Birthright by Rainbow" is one of the largest obstetrics and gynecology service provider, which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care

Recognized for best practices

- 1JCI Certified, 6 NABH Certified, 3 EDGE Certified Hospitals



Note: <sup>1</sup> Numbers shown are for the period of FY22; <sup>2</sup> Including full time residents and DNB



## An insight into the Rainbow approach

## UNIQUE OPERATING MODEL

Focused child centric healthcare network

Widest suite of pediatric and perinatal care under Rainbow

Multi-disciplinary approach

Collaborative team approach to deliver better outcomes in patient care

Hub and Spoke model for wider city coverage

Most suitable to address pediatric and obstetrics emergencies

Unique doctor engagement model

Full-time, 24X7 consultant led service

## POSITIONED TO DELIVER

Best in class financials

High on governance.  
Backed by professionals

ESG as a core principle

## LARGE ADDRESSABLE MARKET

## Children centric hospitals



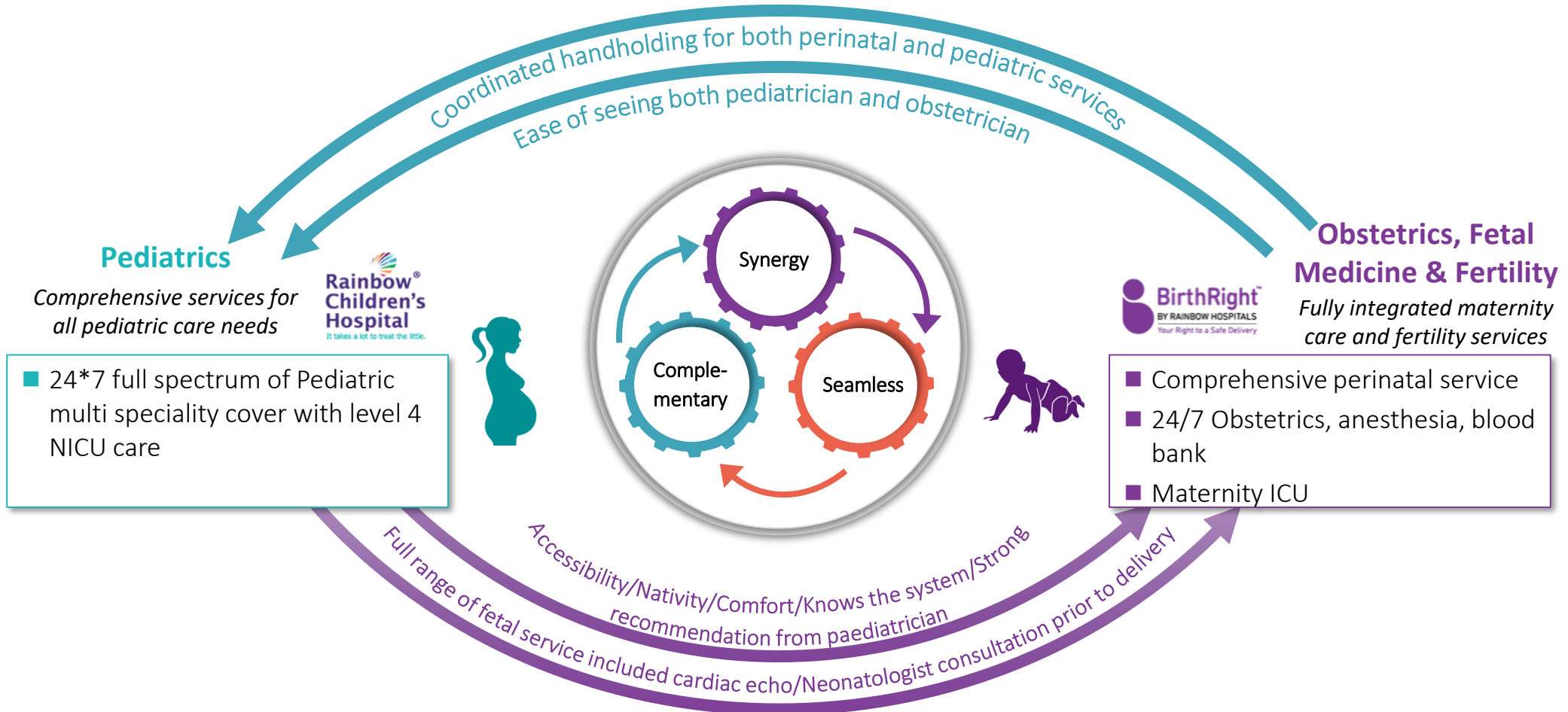
Children centric environment and soothing interiors help in children to recover faster



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



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



Better utilization of infrastructure



Comprehensive one-stop healthcare solutions



Brand extension & strengthening

## 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
- CRRT, plasmapheresis, hemodialysis
- ECMO services



### Pediatric Multi-specialty and 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)



1/3rd beds allocated to critical care



6 hospitals accredited by NABH



# Hub and spoke approach to optimise delivery of patientcare services at scale

## City level hub and spoke model

Hub

Typically 150-250 beds

1-2 hubs per metro/city

Pediatrics super specialists

Tertiary & quaternary care



Spoke

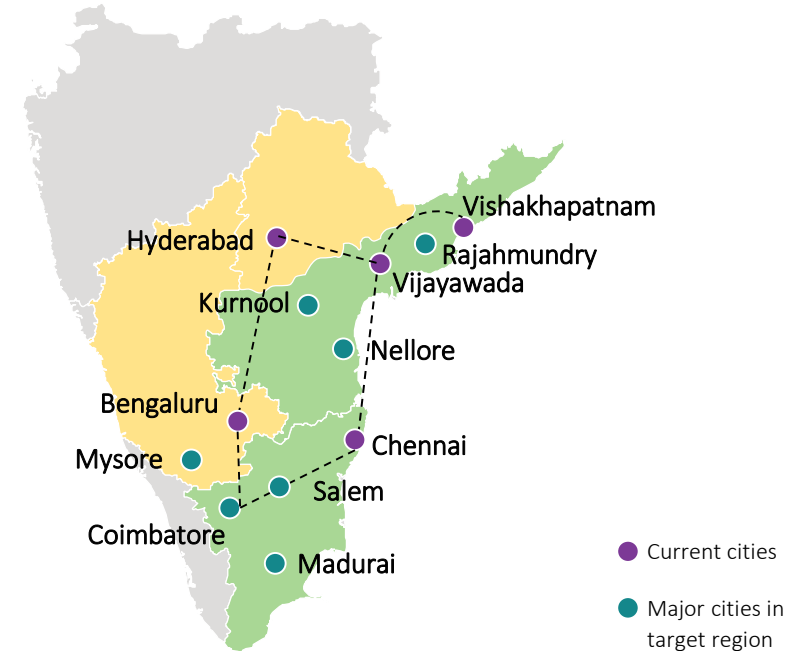
Typically 50-100 beds

4-5 spokes around a hub

Refer complex cases to hub

Primary, secondary and basic tertiary care

## Regional level "South Connect" model



Regional spokes at 200-250 kms from city hubs

Regional spokes are to provide high quality Pediatric, obstetrics and gynaecology 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.



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



Financially prudent expansion



Network effect and synergies enhance operational efficiencies

# Rainbow's flagship Hyderabad facility provides full gamut of matured paediatric services

## Rainbow Hospitals, Banjara Hills, Hyderabad



### Snapshot

250 beds



25 paediatric super specialties



178k+ OP footfall<sup>1</sup>

15k+ IP patients<sup>1</sup>



## Rapid growth of paediatric segment

- Commenced operations in 1999 with 50 beds and introduced the unique concept of exclusive hospital for children with tertiary facilities
- In 2018, the hospital expanded to a 250-beds quaternary hospital offering 25 paediatric super specialties and allied services

## Offering full stack of services

Comprehensive neurological services providing holistic neurodevelopmental interventions

21 dedicated beds for Children Haemato-Oncology and Bone Marrow Transplantation

Pediatric Nephrology and Urology services treating 8,583+<sup>1</sup> children with kidney diseases

Neonatal and Paediatric retrieval services retrieving sick babies/children from nearby districts

Comprehensive Paediatric and perinatal services

Commenced liver and kidney transplant services

## Rainbow Children's Heart Institute



### Snapshot

110 beds



1st year EBITDA  
breakeven



## Rapid growth of Pediatric cardiac care

- Commenced operations in 2019 at Banjara Hills
  - Team of specialists including Pediatric cardiologists, Pediatric CT surgeons, Pediatric cardiac anaesthesia and intensivist
  - Provides comprehensive treatment for children with congenital and acquired cardiac problems
  - Centre for complex congenital heart surgery

## Offering complete cardiac care capabilities

Treated ~22.5k+ Pediatric outpatient since commencement

1,012+ cardiac surgeries & 938<sup>1</sup> cardiac catheterization procedures since commencement

7,107<sup>1</sup> Fetal echocardiography scans since commencement

Offers solution for complete spectrum of cardiac ailments in children

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

## Rainbow's doctor engagement model

- 640+ 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

- 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



- Recognised as MRCPCH Examination Centre
- Recognised as training center<sup>1</sup> by National Board of Examinations
- Leading training program in India approved by National Board of Examinations

- 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

✓ Increasing availability of medical talent

✓ High retention and loyalty

✓ Commitment to quality services

# Significantly underpenetrated space supported by macroeconomic tailwind



Rising per capita income



Growing middle-class



Increasing nuclear families

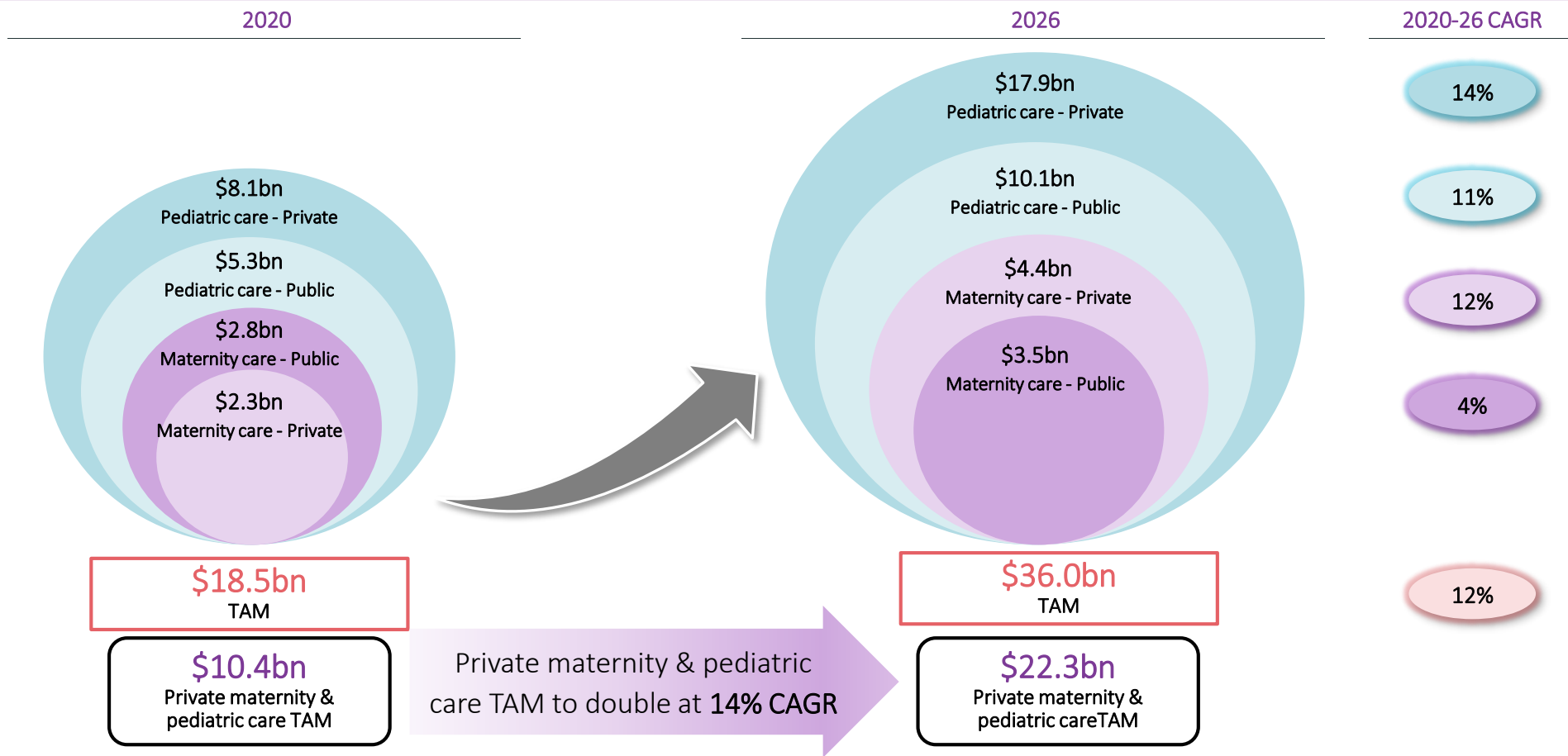


Higher health awareness



Growing health insurance penetration

## Indian mother and child healthcare market size, \$bn<sup>1</sup>



Several drivers contributing to the demand for high quality child and mother healthcare facilities



Positioned to deliver

  
**Rainbow  
Children's  
Hospital**

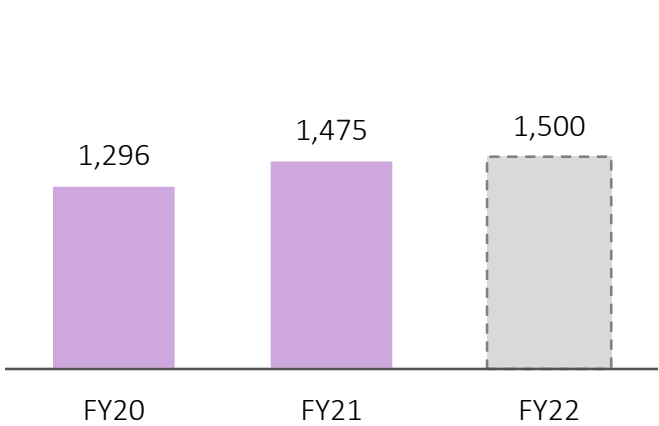
It takes a lot to treat the little.

  
**BirthRight**  
by **Rainbow**

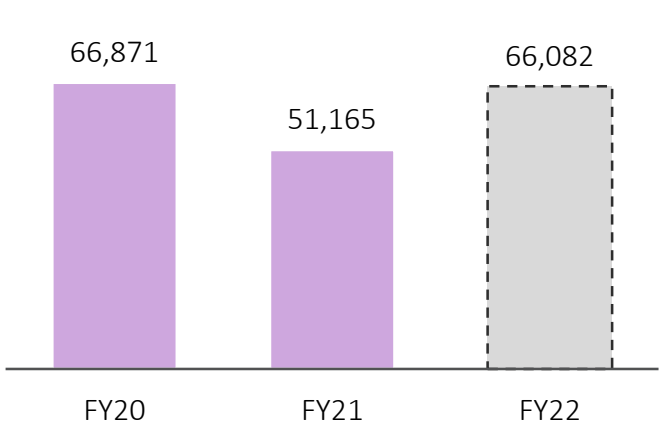
# Progress backed by capabilities – Operating trends leading up to FY22



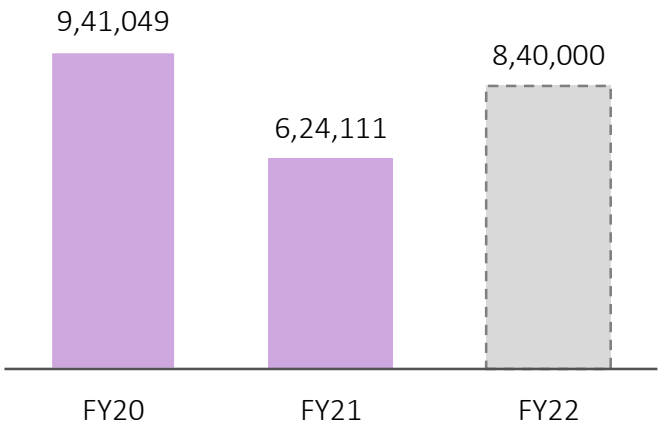
## No. of beds



## IP volume

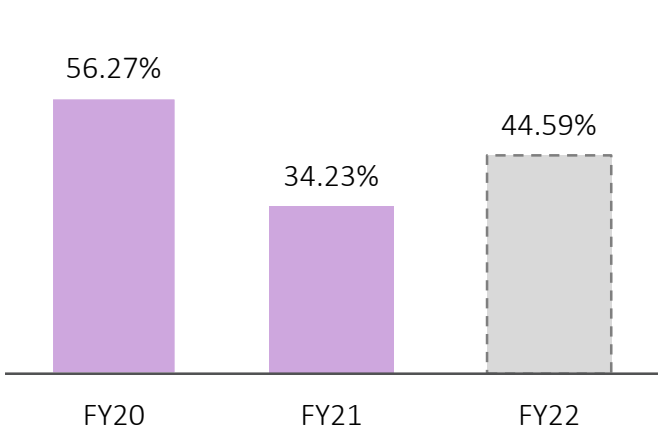


## OP volume

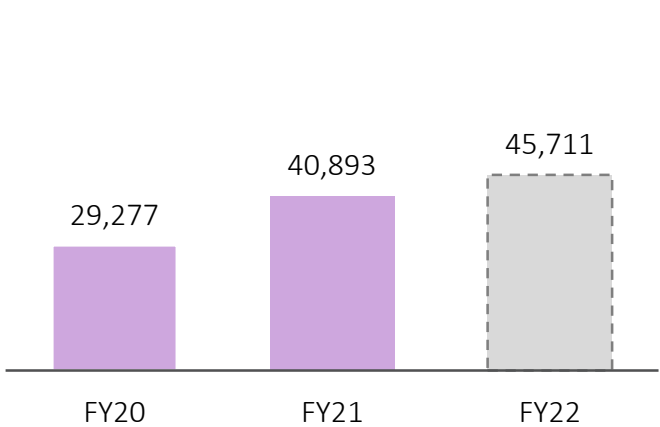


Delivery volume in FY22 : 12,603. Delivery volume in FY21 : 12,150

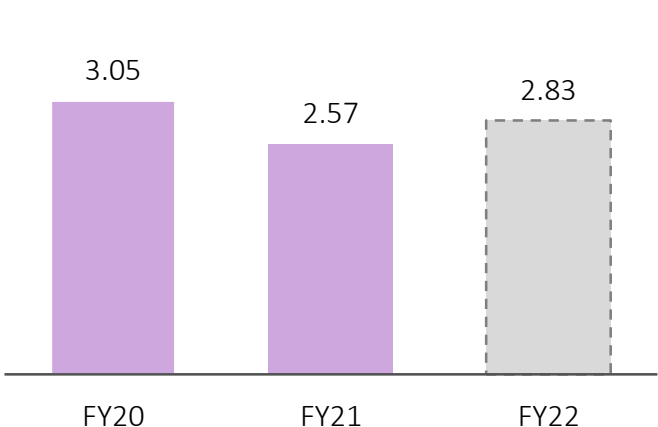
## Occupancy



## ARPOB (INR per day)

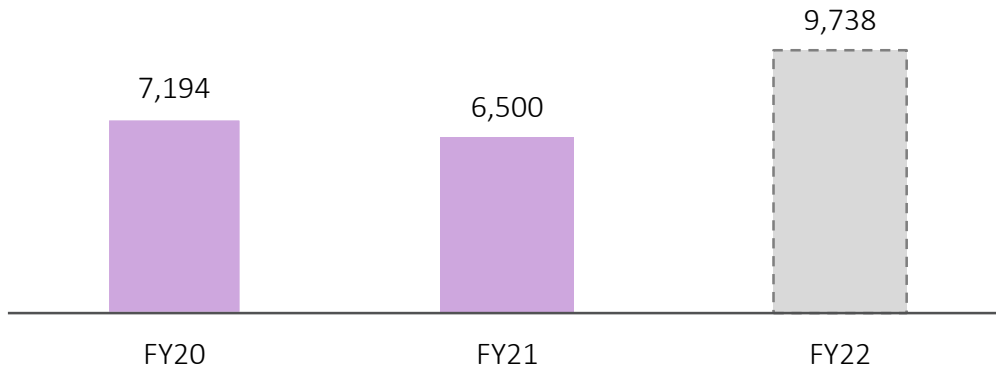


## ALOS (# days)

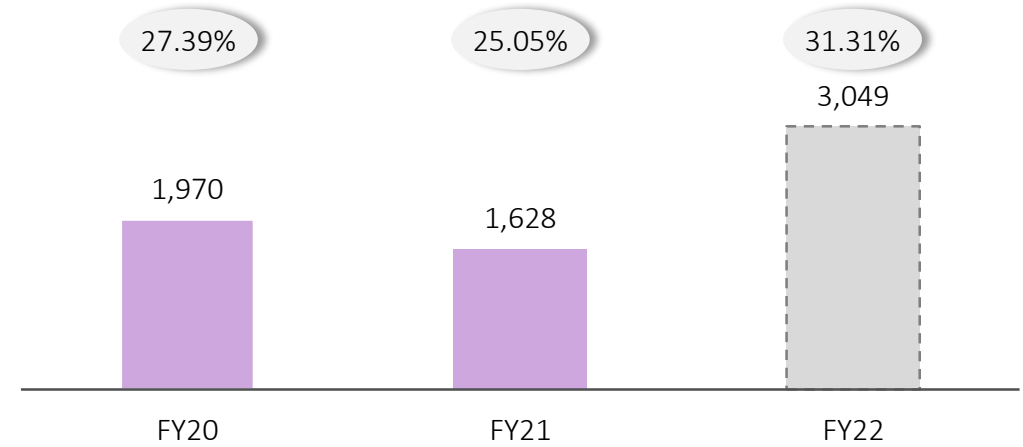


# Capturing a strong momentum – Financial trends for FY22

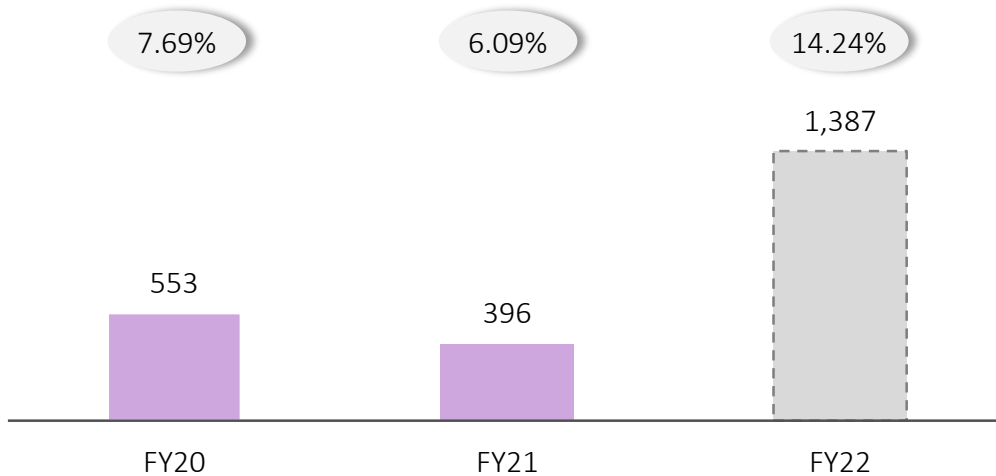
Revenue (INR mm)



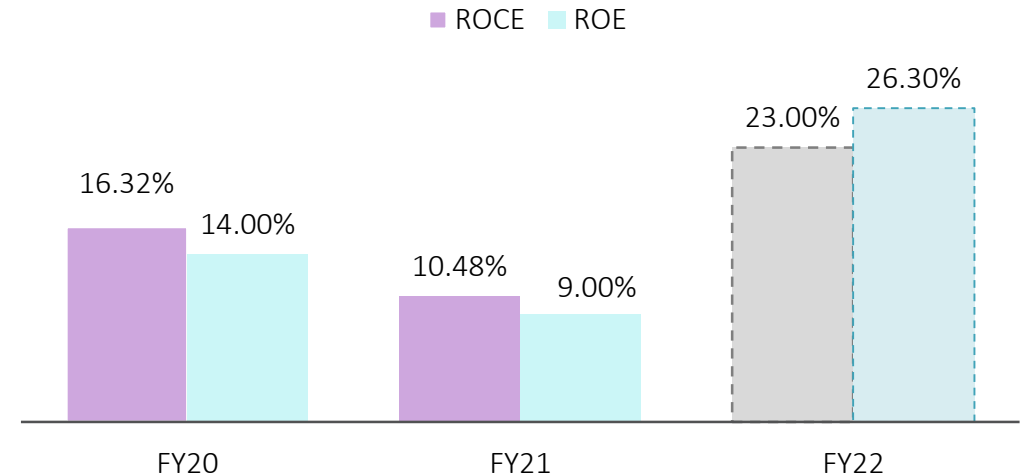
Adjusted EBITDA (INR mm)



PAT (INR mm)



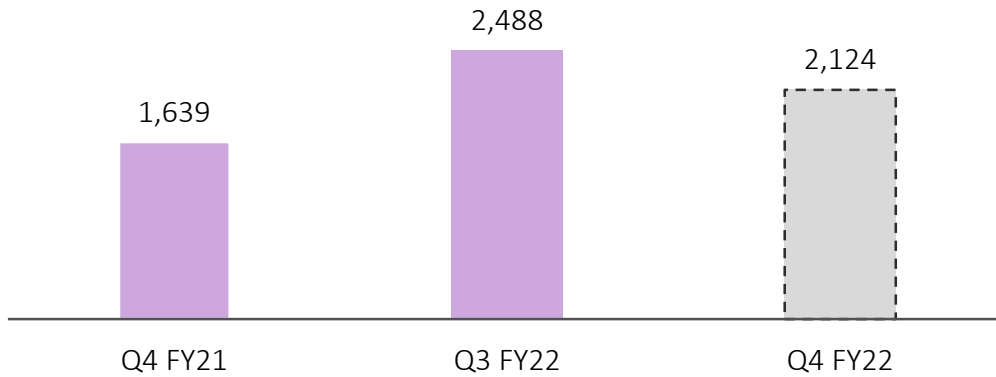
ROCE, ROE (%)



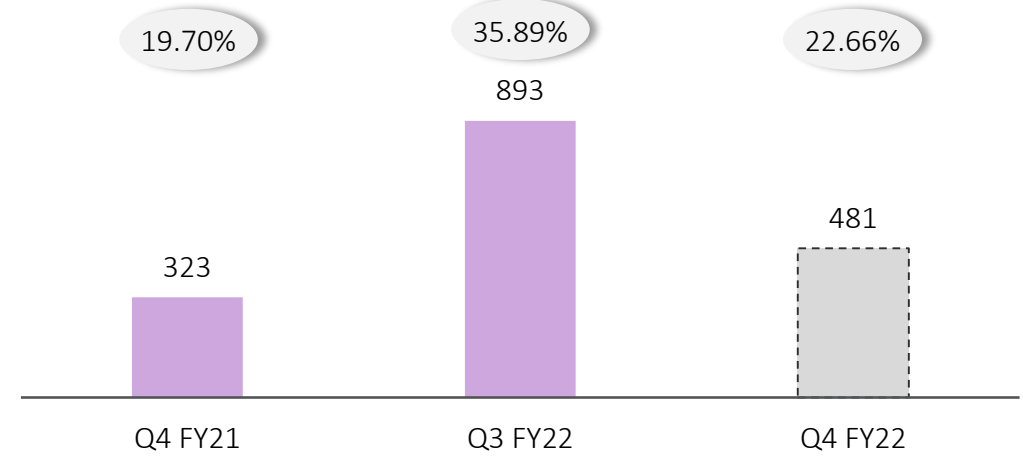


# Continuing momentum – Financial trends for Q4 FY22

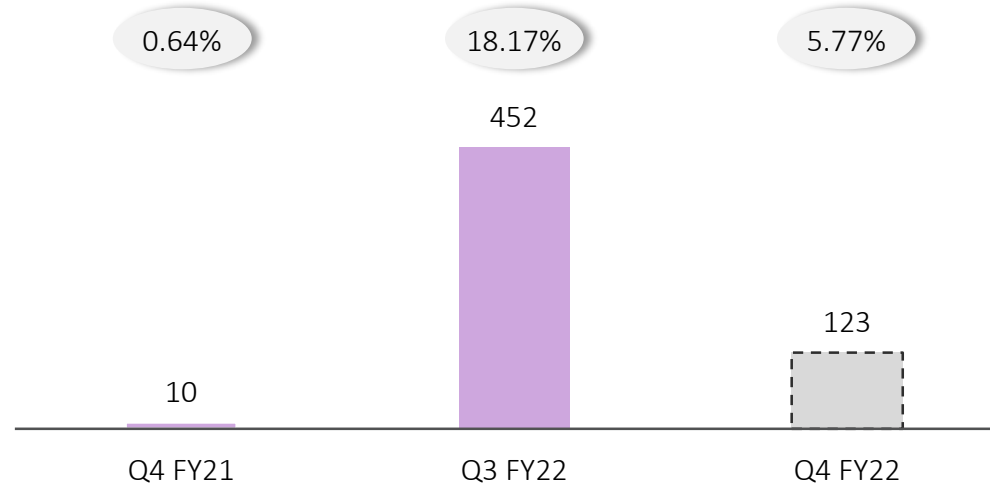
## Revenue (INR mm)



## Adjusted EBITDA (INR mm)



## PAT (INR mm)



Q4FY22 financials were impacted on account of the Omicron wave

## Restated consolidated statement of profit and loss

<i>All numbers in INR mm</i>	<b>FY20A</b>	<b>FY21A</b>	<b>FY22A</b>
<b>Income</b>			
Revenue from operations	7,193.91	6,500.47	9,737.58
Other income	103.46	102.63	189.37
<b>Total income</b>	<b>7,297.37</b>	<b>6,603.10</b>	<b>9,926.95</b>
<b>Expenses</b>			
Medical consumables and pharmacy items consumed	1,053.14	1,032.62	1,947.29
Employee benefits expense	1,089.71	1,020.94	1,181.8
Other expenses	3,080.79	2,818.57	3,559.73
Finance costs	446.06	440.63	532.03
Depreciation and amortisation expense	694.11	733.38	832.63
<b>Total expenses</b>	<b>6,363.81</b>	<b>6,046.14</b>	<b>8,053.48</b>
<b>Profit before tax</b>	<b>933.56</b>	<b>556.96</b>	<b>1,873.47</b>
Tax expenses:			
(a) Current tax	434.28	239.12	576.13
(b) Deferred tax expense/(credit)	(54.12)	(77.84)	(89.4)
Total tax expense	380.16	161.28	486.73
<b>Profit for the period/year</b>	<b>553.40</b>	<b>395.68</b>	<b>1,386.74</b>

## 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
- Awarded the Lifetime Achiever of the Year in Pediatric Gastroenterology & Hepatology by Times of India in the year 2017



**Dr. Dinesh Kumar Chirla**  
 Whole-time Director



**Aluri Srinivasa Rao**  
 Independent Director



**Dr. Anil Dhawan**  
 Independent Director



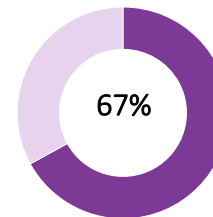
**Santanu Mukherjee**  
 Independent Director



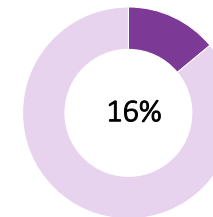
**Sundari Raviprasad Pisupati**  
 Independent Director

## Board composition

Independent directors



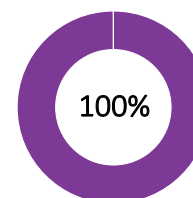
Woman directors



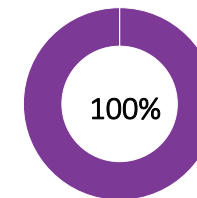
## Committees of the board

■ % Independent

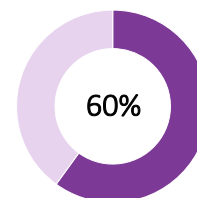
Audit committee



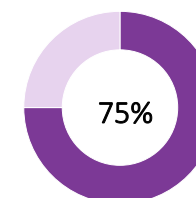
Remuneration committee



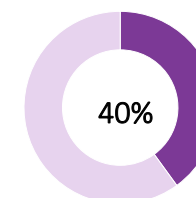
CSR committee



Stakeholder committee



Risk committee



# Early adopters of ESG within industry

“

ESG policy that aims at prevention of pollution, minimizing waste, reducing water consumption, and effective monitoring for identifying health and safety hazards to prevent accidents and injuries

”

- Strong focus on delivering developmental impact & ESG initiatives

- CSR activities are primarily focused on objectives relating to positive impact on education, sports, skill development for women and Covid relief

- Recognized for the best practices in hospital management

- 3 EDGE certified hospitals

## Key themes

### Environmental



Energy efficiency



Reduce GHG emission



Water conservation

### Social



Gender diversity



Skill development



Covid relief

### Governance







Professional board



Independent & Diversified board



# The way forward

Initiative	Brief description	Focus area
 <p><b>Strengthen integrated Pediatric &amp; comprehensive perinatal services</b></p>	<ul style="list-style-type: none"> <li>■ Hub and spoke model will be replicated in Bengaluru, NCR and Chennai</li> <li>■ Scale up Pediatric tertiary and sub-speciality care to set the platform for Pediatric quaternary care</li> <li>■ Focus on Birthright to offer comprehensive perinatal care with focus on safe birthing experience with modern offerings</li> <li>■ Focus on training and increase intake of DNB and fellowship programs</li> </ul>	<p><b>Enhance service offerings</b></p>
 <p><b>Geographical expansion</b></p>	<ul style="list-style-type: none"> <li>■ Establish regional spokes in Andhra Pradesh and Tamil Nadu</li> <li>■ Exploring opportunity in North East India</li> </ul>	<p><b>Increase footprint</b></p>
 <p><b>Digital healthcare &amp; technology</b></p>	<ul style="list-style-type: none"> <li>■ Digital Roadmap includes the “Rainbow Children’s Hospital” mobile application as one of the core aspects</li> <li>■ AI-enabled content management for patient insights, AI-powered ‘Chatbot’ tool for easier engagement</li> <li>■ Hospital Information System (HIS) to expand service offerings like bedside EMRs<sup>1</sup> and exploring virtual ICU management services</li> </ul>	<p><b>For better experience</b></p>
 <p><b>Opportunistic M&amp;A</b></p>	<ul style="list-style-type: none"> <li>■ Open to evaluate</li> </ul>	



“ It takes a lot to treat the little ”

Thank you



Rainbow  
Appendix

Team BirthRight



# Pioneering comprehensive paediatric healthcare with robust infrastructure

## Hyderabad



(250) Banjara hills, 1999



(110) Vikramপুরi, 2007



(110) Hydernagar, 2014



(100) LB Nagar, 2016



(50) Kondapur, 2013



(110) RCHI<sup>1</sup>, 2019

## Bengaluru



(200) Marathahalli, 2015



(102) BG Road, 2016



(50) Hebbal, 2020

## Delhi



(130) Malviya Nagar<sup>2</sup>, 2017



(24) Rosewalk<sup>3</sup>, 2019

## Andhra Pradesh



(129) Visakhapatnam, 2020



(130) Vijayawada, 2007

## Chennai



(135) Guindy, 2018

The best standalone pediatrics hospital



The best standalone pediatrics hospital in India by The WEEK

The Healthcare Leadership Award



The Healthcare Leadership Award at Karnataka Healthcare Leadership Awards

Great workplace



Certified as a great workplace by Great Place to Work Institute, India

Top 3 in Fertility & IVF category



Ranked number three in Fertility & IVF category (Multi-Speciality Hospital) in Hyderabad by Times Excellence Award

The best obstetrics and gynecology hospital of the year



The best hospital of the year 2019 in obstetrics and gynecology award at Times Healthcare Achievers

## Awards and recognition

Guinness World record



LIMCA book of records



CNBC



The Week



Times Healthcare Achievers  
Telugu States



Federation of Telangana and Andhra Pradesh,  
Chambers of Commerce and Industry



THE  
HANS INDIA

# Miraculous save for one-and-a-half years-old from paraflu

HANS NEWS SERVICE  
BENGALURU

AMIDST the Covid scare, there are many viral diseases which can be life threatening. Recently, a 1.5 year old boy developed a bad lung infection because of the Parafllu virus. Human parainfluenza viruses (HPIVs) cause respiratory illnesses in infants and young children. The symptoms may include fever, runny nose, and cough. HPIVs can also cause more severe illness such as croup or pneumonia. HPIVs spread from an infected person to other people through the air by coughing and sneezing close personal contact, such as touching or shaking hands touching objects or surfaces with the viruses on them then touching your

mouth, nose, or eyes. In the case of this 1.5 year old boy, the virus produced very thick secretions blocking major airways. Speaking to the media, Santosh, father of the young patient said, "Around 10 days back, my son had a severe lung infection and hence we had to rush him to Rainbow Children's Hospital, Marathalli. My son was admitted to the ICU. The X-ray report showed that his right lung was completely closed and he was in a critical condition. My son was under ventilator support for two days. Initially, they wanted to open the right lung but couldn't. Then, the doc-



Dr Rakshay Shetty

tors counselled us about the Extracorporeal Membrane Oxygenation (ECMO) process (where the blood is pumped outside of your body to a heart-lung machine that removes carbon dioxide and sends oxygen-filled blood back to tissues in the body)." Santosh added, "Thanks to the efforts of the doctors, my son is saved and he is back with us." Dr Rakshay Shetty (Head Paediatric Intensive Care services from Rainbow Children's Hospital, Marathalli) said, "The secretions made it impossible to manage the child on a ventilator since airways were completely blocked and

oxygen levels were too low. We put him on venovenous extracorporeal membrane oxygenation (VV ECMO) and did bronchoscopy daily to remove thick secretions blocking airways. Lung showed great recovery over five days and we were able to send the child home in two weeks. This is a miraculous escape for the child. If not for ECMO, the child would have died."

The Consultant Pediatric Intensivist, Rainbow Children's Hospital, Dr. Deepak R said, "Though the thick mucus is common, it was rare to see a young patient with such a degree of thickness which had blocked the major airways. This could be fatal if not treated immediately."

23/12/2021 BENGALURU Pg 03

## December 2021

1.5 yr old boy with bad lung infection caused by the Parafllu virus (HPIV) was admitted to the ICI at Rainbow Children's Hospital. X-ray showed right lung was completely closed with child needing ventilator support for 2 days. Child was put on ECMO process and bronchoscopy was performed daily to remove the thick secretions blocking the airways. Lung showed great recovery in 5 days and could send the child home in 2 weeks

# New-born and Paediatric Emergency Air transport services – Critically ill pre-term baby with life threatening infection survived.



August 2021

Our team started from Hyderabad to Raipur on 18th August, 2021 by the air ambulance that was equipped with a portable transport incubator which has inbuilt ventilator, monitors, ICU equipment and medications. After reaching the referral hospital we assessed the baby's clinical condition. We successfully shifted the baby on breathing support to our hospital in Hyderabad without any deterioration of the baby. Baby continued to receive critical care, antibiotics were adjusted, blood products (as per need) and immune boosting proteins to improve continuously falling platelets were given. The baby improved gradually. Blood infection cleared and baby started growing. Baby was discharged after three week treatment

## మృత్యు ముఖం నుంచి లాగి..



సిటీబ్యాండ్, సెప్టెంబర్ 9 (నమస్కే తెలంగాణ) : సుమారు ప్రాంతంలో ప్రాణాంతక బిసిపెక్టిస్ బాధపడుతున్న ఓ ఏడాది దివి ఎయర్ అంబులెన్స్ ద్వారా తరలించిన రెయిన్ బిబీ బాహిషాన వైద్యులు తోచారు.

వివరాల్లో తేలితే... చక్కెరన్ ల్యాండ్ లోని ముగిసారీ రుచిని దువకుంతు 2.5 కిలోలు, 2.8 కిలోల వరుసలో తపలలు జన్మించారు. నెలలు నండకుండానే జన్మించిన ఆ ఇద్దరు ప్రాణాంతక బిసిపెక్టిస్ బాధపడుతున్న ఆ బిబీకి, అందిన చికిత్స పొందుతూ మృత్యుచిహ్నం చూసి కీకేవ్ ప్రైవేట్ ప్రైవేట్ హాస్పిటల్ కుందగా, బుజురాహాల్స్ రెయిన్ బిబీ బాహిషాన వైద్యులను సంప్రదించారు. గుంటుల వ్యవస్థలలోనే నగరానికి కీకేవ్ ద్వారా రవాణాన వైద్యులు సూచించడంతో అగస్టు 18వ రెయిన్ బిబీ సన్ బిబీని వివరానుబంధం వైద్య బృందం ఎయిర్ అంబులెన్స్ (ప్రైవేట్ విమానం)లో బిబీని ప్రైవేట్ ప్రైవేట్ వినాయకంపేట్ కిందికి తరలించుకుంటుంది. నగరానికి చేరుతున్న తర్వాత కీకేవ్ తరలించి తింటి మూడు వారాల పాటు చికిత్స అందించడంతో కీకేవ్ వ్యాధి కోలుకుంది. తొలిసారిగా ఎయిర్ అంబులెన్స్ వినియోగించి కీకేవ్ ప్రాణాలు కాపాడటం రెయిన్ బిబీ వైద్యులు తింటి.

## RAINBOW HOSP. LAUNCHES AIR AMBULANCE

DC CORRESPONDENT HYDERABAD, SEPT. 9

Rainbow Children's Hospital launched its new-born and pediatric emergency air transport services. These services, the hospital said, will help to save the lives of critically ill children and those who develop life threatening infections. The air-ambulance services have been launched as there are children from nearby states who require urgent medical intensive care unit treatment and the time to travel by road takes away the crucial time, it said.

## తల్లిదండ్రుల ఆరాటం.. డాక్టర్ల పోరాటం..

కోలుకున్న శిశువు • రక్తంలో బిసిపెక్టిస్ తో పుట్టుక నెలలు నండకుండానే జన్మించిన అంబులెన్స్ తో తరలించిన రెయిన్ బిబీ

780 కిలోమీటర్ల దూరం.. 1.15 గంటల ప్రయాణం

రాంపూర్ నుండి హైదరాబాదు చేరుకోవడానికి 780 కిలోమీటర్ల దూరం ప్రయాణం చేయాల్సి ఉంది. ఆరు వైలు ద్వారా అయితే అందుకు వసించే పని గుంటూరు జనదుతుంది. దీంతో ఎయిర్ అంబులెన్స్ తో తరలించడానికి ఉద్దేశ్యం నిర్ణయించుకున్నారు. రెయిన్ బిబీ అప్పటి వైద్యులను సంప్రదించారు. అప్పటి బృందం చికిత్సలో ఉంది అంబులెన్స్ వచ్చినంత తరలించే అవకాశంలో తర్ఫించింది. విమాన ప్రయాణంలో వివిధ రకపు అపాయనాలు ఆ సమయంలో అవసరమయ్యే వస్తే వైద్య బృందం సామర్థ్యం కనుపర్చింది. వీధులలో ప్రాక్టీస్ లో బిబీని పాల్ వంటి వంటి, మందులతో అగస్టు 18వ హైదరాబాదు నుంచి రాంపూర్ కు ఎయిర్ అంబులెన్స్ తో 1.15 గంటల ప్రయాణం చేసింది. రెయిన్ బిబీ ఆ కీకేవ్ తరలించాలని బాహిషాన



తల్లిదండ్రుల ఆరాటం.. డాక్టర్ల పోరాటం..

రెయిన్ బిబీ, రెయిన్ బిబీ తల్లిదండ్రుల మేలకు రక్తం అందిస్తూ, రోగ నిరోధక శక్తి పెంచేందుకు ప్రోబియోటిక్స్ అని వైద్యులు చికిత్స అందించారు. పరీక్షల ద్వారా బిబీని బిబీ తల్లికి మూడు వారాల చికిత్స తర్వాత కీకేవ్ ఆరోగ్యం మెరుగుపడింది. దీంతో అందరినీ దీర్ఘకాలం నిర్ణయించడం చేసింది. రెయిన్ బిబీ తల్లిదండ్రుల ఆరాటం.. డాక్టర్ల పోరాటం..

1900 మందిని కాపాడారం : దినేశ్

తల్లిదండ్రుల నెలలు, అందులో పుట్టిన 1900 మంది పిల్లలను వీధులలో రెయిన్ బిబీ అప్పటి వైద్యుల రాపాడించడం ద్వారా దినేశ్ కుమార్ కుమార్ ద్వారా విషయానికి వివరించారు. కిలో కిలో తల్లిదండ్రుల అంబులెన్స్ నే మంచి పునర్జన్మ తీర్చిదిద్దుతుంది అని ఎయిర్ అంబులెన్స్ ద్వారా తరలించి చికిత్స అందించడం అది మొదటి సారి అని వివరించారు.



June 2021

3 year boy suffering from Spinal Muscular Atrophy (SMA) was given ZOLGENSMA an injection on June 9th 2021, at Rainbow Children's Hospital, Secunderabad, under the supervision of Dr. Ramesh Konanki, Consultant Pediatric Neurologist. ZOLGENSMA is the world's most expensive drug, currently not available in India. It has been imported from USA at a cost of USD 2,125,000 (INR. 16 Cr)

## Kindness of strangers helps Hyd toddler get ₹16cr shot

Hyderabad: A three-year-old Hyderabad boy suffering from a rare genetic disorder was on Thursday administered a ₹16 crore drug to cure his condition. The world's most expensive single-dose medication is given to the boy after a successful crowdfunding campaign. The fundraising for SMA drug therapy is in full swing.

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The Union government issued approval letter of the 3 crore dollar single-dose drug Zolgensma to the country.

Check out fundraising done by SMA drug therapy is in full swing.

Continued on P2



## పసివాడి ప్రాణం @ 16 కోట్లు

హైదరాబాద్: మే 15న 3 సంవత్సరాల పసివాడి ప్రాణం కాపాడడానికి అతనికి 16 కోట్ల డోజ్ వ్యాక్సిన్ ఇవ్వడం జరిగింది. ఇది ప్రపంచంలోనే అత్యంత ఖరీదైన వ్యాక్సిన్. దీనిని అతనికి ఇవ్వడానికి ప్రైవేట్ వ్యాక్సిన్ డిస్ట్రీబ్యూషన్ కంపెనీ నెలకొల్పింది. దీనిని అతనికి ఇవ్వడానికి ప్రైవేట్ వ్యాక్సిన్ డిస్ట్రీబ్యూషన్ కంపెనీ నెలకొల్పింది.

హైదరాబాద్: మే 15న 3 సంవత్సరాల పసివాడి ప్రాణం కాపాడడానికి అతనికి 16 కోట్ల డోజ్ వ్యాక్సిన్ ఇవ్వడం జరిగింది. ఇది ప్రపంచంలోనే అత్యంత ఖరీదైన వ్యాక్సిన్. దీనిని అతనికి ఇవ్వడానికి ప్రైవేట్ వ్యాక్సిన్ డిస్ట్రీబ్యూషన్ కంపెనీ నెలకొల్పింది.



## వేల మంది పెట్టిన పుత్రబిడ్డ ఇది

హైదరాబాద్: వేల మంది పెట్టిన పుత్రబిడ్డ ఇది. హైదరాబాద్ లోని ఒక కుటుంబం ద్వారా వేల మంది పెట్టిన పుత్రబిడ్డ ఇది. హైదరాబాద్ లోని ఒక కుటుంబం ద్వారా వేల మంది పెట్టిన పుత్రబిడ్డ ఇది.

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April 2020

3 day old baby, suffering with a very complex heart problem called Hypo plastic Left Heart Syndrome (HLHS), was having difficulty in breathing and was on ventilator before came to our hospital. The left side of the heart which pumps blood and the vessels, were very small. Emergency open heart surgery known as Norwood procedure was done on 19-04-2020. This is one of the most difficult surgeries which very few centers in India are able to do. After the surgery baby was kept in ICU for 9 days for recovery. The baby recovered well and went home

## పసికందుకు గుండె చికిత్స

### రెయిన్ బో వైద్యుల ఘనత



హైదరాబాద్ : రెయిన్ బో చిల్డ్రన్ హార్ట్ ఇన్స్టిట్యూట్ వైద్యులు మూడు రోజుల పసికందుకు విజయవంతంగా గుండె శస్త్ర చికిత్సను నిర్వహించారు. వైద్య పరిణామ శైలోపాస్టిక్ లెఫ్ట్ హార్ట్ సిండ్రోమ్ (హైపోప్లాస్టిక్ లెఫ్ట్ హార్ట్) బాధపడుతున్న పసికందుకు శస్త్ర చికిత్స ద్వారా కాపాడినట్లు ఆ హాస్పిటల్ ఓ ప్రకటనలో తెలిపింది. ఈ సమస్య పచ్చిపప్పుడు శ్వాస తీసుకోవడం కూడా కష్టపడుతుందిని పేర్కొంది. ఎడమ వైపు గుండె రక్తవాళులు రక్తం పంపే చేస్తుంది, అది చాలా చిన్నగా ఉండటంతో ఎడమవైపు వ్యాప్త నల్లరే ఆధిపత్యం వ్యాపించింది. ఈ నాల్గవ ప్రక్రియ అత్యంత సంక్లిష్టమైందిని పేర్కొంది. ఇది బాధపడటంలోని కొన్ని కేంద్రాల్లో మూలమే ఉంది తెలిపింది. శస్త్ర చికిత్స తర్వాత పసికందుకు శోషిస్తుంది అని యంత్ర ఉంచినట్లు రెయిన్ బో చిల్డ్రన్ హార్ట్ లో డిప్ సీనియార్ల డాక్టర్, డైరెక్టర్ డాక్టర్ తమిళ తె దాన్ తెలిపారు. ప్రస్తుతం పసికందు ఆరోగ్యం నిలకడగా ఉందన్నారు. డాక్టర్ల సీనియర్లలో ఈ శస్త్రచికిత్స చేయడం వల్ల ప్రాణాపాయం నుంచి కాపాడగలిగారుమన్నారు.

## हिन्दी मिलाप

### रेनबो चिल्ड्रेंस हार्ट इंस्टीट्यूट में की गयी जटिल शल्य चिकित्सा



हैदराबाद, 13 मई-(मिलाप ब्यूरो) कोरोना वायरस के इस काल में रेनबो चिल्ड्रेंस हार्ट इंस्टीट्यूट के चिकित्सकों ने कई बच्चों के हृदय की शल्य चिकित्सा कर उनका जीवन बचाया है। आज यहाँ जारी प्रेस विज्ञापि के अनुसार, इसी कक्षा में 3 दिवसीय शिशु जो हृदय के जटिल रोग ग्रहण प्लास्टिक लेफ्ट हार्ट सिंड्रोम (एवएलएचएस) से ग्रस्त था, को जटिल शल्य चिकित्सा कर उसके प्राणों की रक्षा की गई। अक्सर पर रेनबो अस्पताल के निदेशक और मुख्य बाल चिकित्सा हृदय रोग विशेषज्ञ डॉ. तपन के, वारा ने बताया कि एवएलएचएस जैसी जटिल दिल की बीमारी कुल विरल गल्बोमरी नाड़ी में बाधा पहुँचाती है और धमनियों को संक्रमित करती है। इसके लिए तत्काल शल्य चिकित्सा की आवश्यकता पड़ती, जिसके बाद शिशु के प्राणों को बचाया गया।

## New life for infants with heart problems

Doctors at Rainbow Children's Heart Institute performed life-saving heart surgeries to save lives of many children. These children were born with very complex heart ailments and required emergency operations to save their lives. Among them was a three-day old baby, suffering from a very complex heart problem, called hypo plastic left heart syndrome, who was operated upon successfully. TNN



A newborn boy who was transferred to our hospital on day 3 with seizure, encephalopathy, renal failure, high ammonia level. This baby was diagnosed to have urea cycle defect, a rare genetics disease. Baby was initially treated with peritoneal dialysis, however as baby did not show response, hemodialysis was planned. In India neonatal hemodialysis is not available in majority neonatal facilities. Our Neonatal Intensive care team and nephrologist first time did this challenging neonatal treatment after which baby started improving





రెయిన్ బో వైద్యులతో మయన్మార్ నావికాదళ చీఫ్ కమాండర్

## మయన్మార్ ప్రధాని మనవరాలికి రెయిన్ బో వైద్యుల చికిత్స

● మరో 15 మంది నిరుపేద చిన్నారులకు కూడా

హైదరాబాద్ సీట్ల్యూటో, జనవరి 6 (నమస్తే తెలంగాణ): మయన్మార్ ప్రధాని మనవరాలితోపాటు మరో 15 మంది నిరుపేద చిన్నారులకు గుండె సంబంధిత చికిత్స అందించినట్లు హైదరాబాద్ లోని రెయిన్ బో హాస్పిటల్ ఓ ప్రకటనలో పేర్కొన్నది. 'ఆ దేశ ప్రధాని మనవరాలికి 9 నెలలు. ఆ చిన్నారి పుట్టుకతోనే గుండె జబ్బుతో బాధపడుతున్నది. ట్రాన్స్ క్యాథటర్ ప్రక్రియ ద్వారా చికిత్స చేసిన బతుకుతుంది. గతంలో రెయిన్ బో వైద్యుడు డాక్టర్ నాగే శ్వర్ రావు కోనేటి ఆ దేశానికి వెళ్లి గుండె సంబంధిత చికిత్సలపై శిక్షణ ఇచ్చి వచ్చారు. దీంతో మయన్మార్ ప్రభుత్వం దవాఖానను సంప్రదించింది. వారి ఆహ్వానం మేరకు డాక్టర్ నాగేశ్వర్ రావు, డాక్టర్ శ్యాతపత్రు మయన్మార్ వెళ్లి ఆ దేశ ప్రధాని మనవరాలికి చికిత్స చేసి, మరుసటి రోజే డిశ్చార్జి చేశారు. చిన్నారులకు పునర్జన్మ ప్రసాదించిన వైద్యులను మయన్మార్ నావికాదళ చీఫ్ కమాండర్ ఘనంగా సన్మానించారు' అని వెల్లడించింది.

## Myanmar PM chooses Hyd docs for grandkid's surgery

9-month-old suffering from heart failure due to congenital defect

SAMUJ SAMUEL PAUL, I DC HYDRABAD, JAN 6

A team of two doctors from Hyderabad were flown in to Myanmar to provide expert medical treatment to the Prime Minister's nine-month-old grandchild. The boy was suffering from heart related ailments.

Dr Shweta Bakshi and Dr Nagewara Rao Koneti, two of the senior cardiologists from Hyderabad, boarded in Yangon, the former capital of Myanmar in a private flight, and performed the procedure.

The nine-month-old baby, who is the grandchild of Min Aung Hlaing, the Prime Minister of Myanmar, has been suffering from heart failure due to some congenital defect. The doctors from Hyderabad performed transcatheter device closure, a procedure to treat the disease. The baby was discharged the very next day and started doing well.



Dr Nagewara Rao Koneti and Dr Shweta Bakshi senior cardiologists from Hyderabad pose for picture along with Prime Minister of Myanmar, Min Aung Hlaing.

Speaking to this newspaper, Dr Nagewara Rao Koneti said, "The child had a hole in the heart, which was successfully treated by the procedure. Former President Dr Abdul Kalam started a collaborative paediatric cardiology training programme between India and Myanmar, during which we trained many doctors in that country" he said.

He added, "During this trip, the team had performed the same procedure on 15 more children who were suffering from congenital heart disease. The

Prime Minister appreciated us and the team was motivated." Dr Shweta Bakshi said, "After the procedure was successful, we were able to treat and give our medical expertise to other children who were suffering from heart ailments. This was very fulfilling for us."



REDHI K3D PRO AI TRIPLE CAMERA

Rainbow Children's cardiac team went to Myanmar to perform device closure for the Prime Minister's grand child and 18 other children

## Ex utero Intrapartum Treatment (EXIT) Procedure for a Fetal Neck Mass.

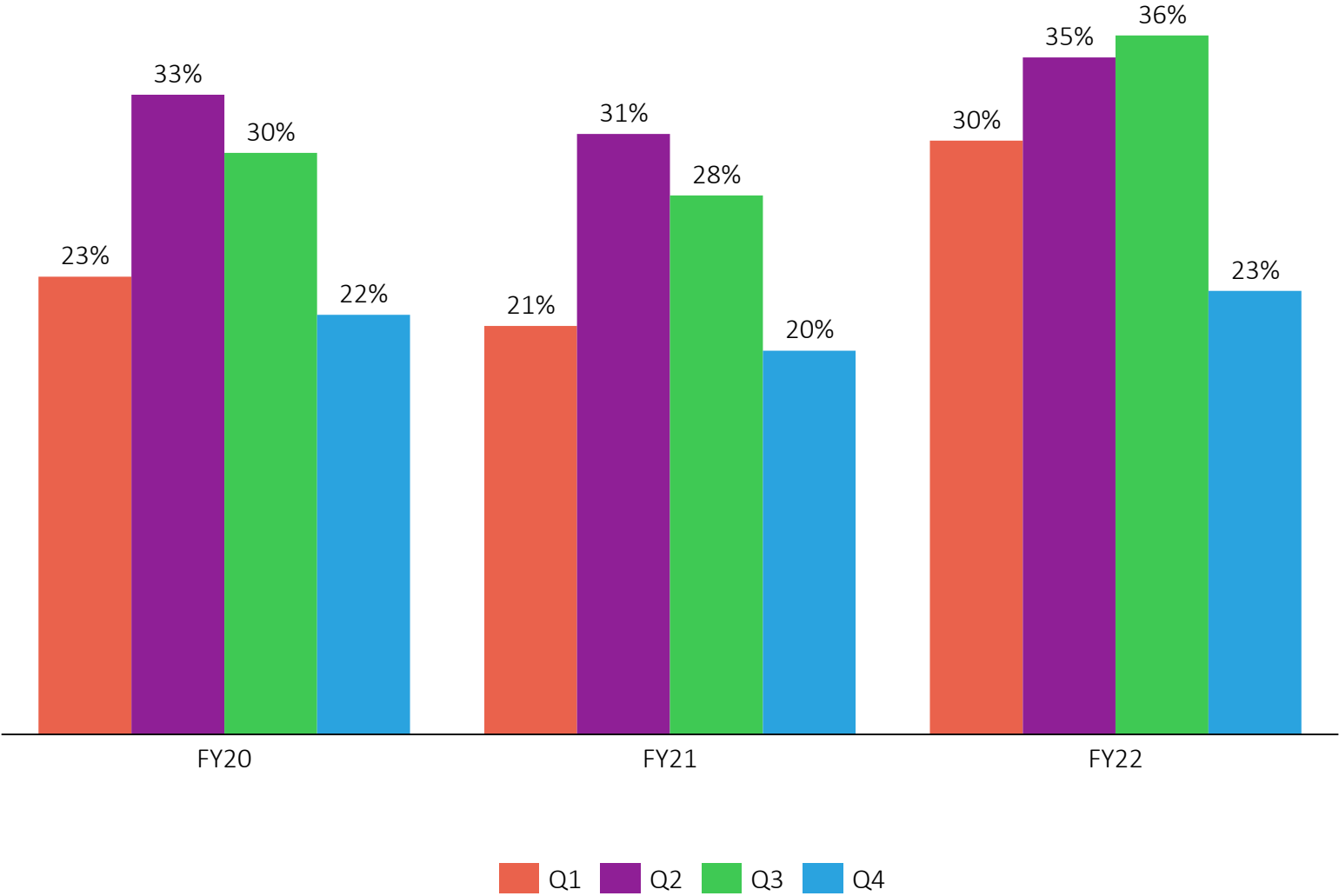


The baby had huge mass encircling the windpipe which would have resulted in difficulty in breathing post birth. So, a complicated surgery was performed right at birth where a Team of Obstetrician & Gynecologist, Neonatologist, Pediatric surgeon, ENT Surgeon and Anesthesia specialist conducted a complicated Breathing pipe (tracheostomy) before baby's complete delivery

# Quarterly Revenue Contribution



# Quarterly EBITDA margins trends



# ESG Initiatives and Achievements during 2021-22

**307**

**tons**

Avoided through usage of renewable energy



**3,110**

**tons**

Reduction achieved of net carbon equivalent by way of both energy savings and using renewable energies



6 solar rooftop installations across facilities of the Rainbow Medicare group achieved energy generation of 342,673 units in a year, equivalent to Rs. 3.4 million

Also achieved energy savings of Rs. 28 million across units at Hyderabad, Bengaluru, Chennai, Vijayawada and Delhi through various energy optimization activities like using renewable energies, upgrade/replacement of equipment

**30**

**Million litres**

Saved in a year which is equivalent to 18.5 % total water consumption



**450**

**Liters/Day/Bed**

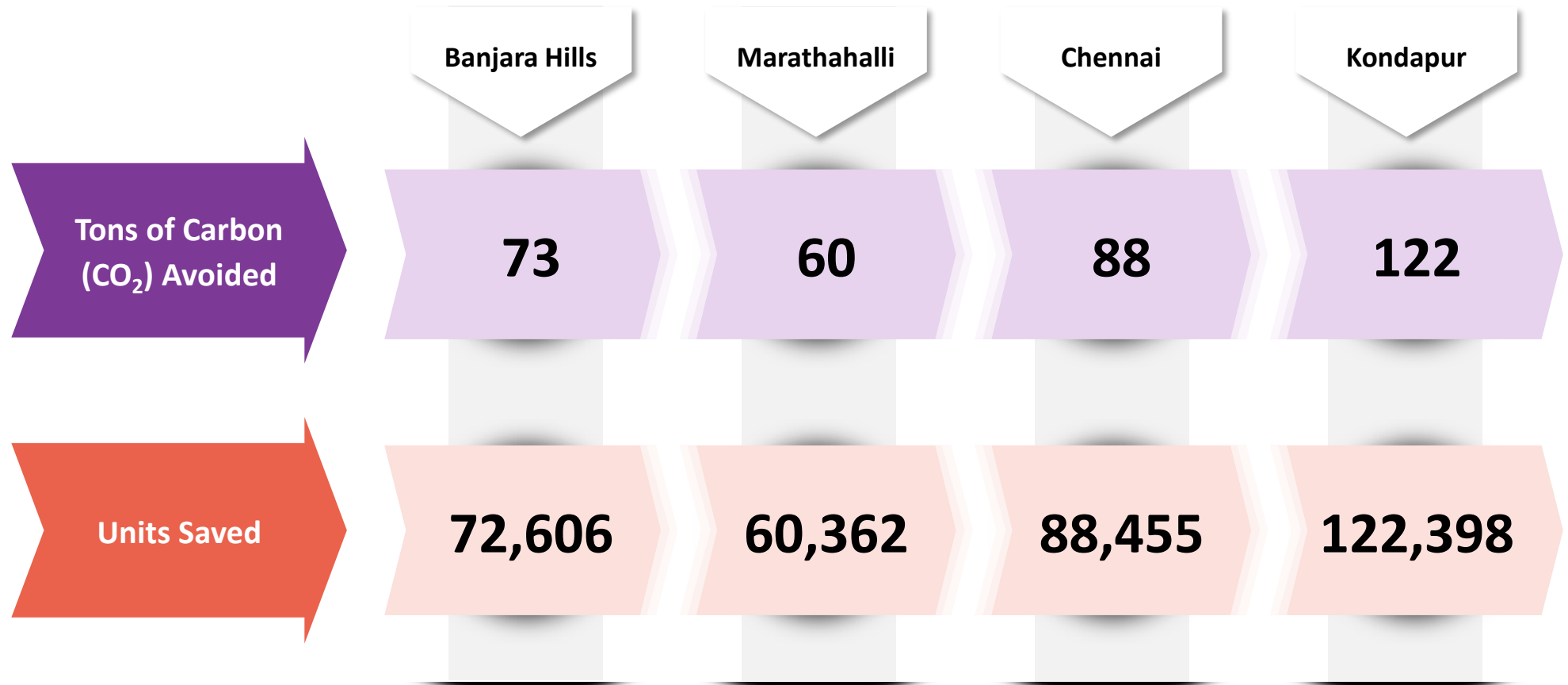
National benchmark achieved by select units at Banjara Hills, Marathahalli and Chennai. Others at Vikrampur and LB Nagar are close to the national benchmark



Implemented water conservation incorporating use of aerators and undertaking recycling provisions at most units. Thus, have saved water and also got EDGE certification for 3 of units

2,805,250 units of energy saved through energy conservation methods. Equivalent to 17.5% of total energy consumption

# ESG Initiatives and Achievements during 2021-22



Savings through judiciously planned conservation

Rainbow network comprises of 14 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,500 beds. Our Pediatric services under “Rainbow Children’s Hospital” include 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.

The Company follows a hub-and-spoke operating model where the hub hospital provides comprehensive outpatient and inpatient care, with a focus on tertiary and quaternary services and spokes provide secondary care in pediatric, obstetrics & gynecology and emergency services. This model is successfully operational at Hyderabad and is gaining traction in Bengaluru. The endeavour 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 programmes.

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