



May 14, 2023

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051.
Symbol: RAINBOW

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, 2023.

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, 2023, 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**

Ashish Kapil
Company Secretary and Compliance Officer

Encl.: As above

Rainbow Children's Medicare Limited

Registered Office: 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills, Hyderabad, Telangana - 500034

Corporate Office: 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

Vijayawada: Currency Nagar - 0866 6669666 | Governorpet - 0866 6650250 | **Chennai:** Guindy - 044 40122444

Bengaluru: Marathahalli - 080 71112345 | Bannerghatta Road - 080 25512345 | Hebbal - 080 35061555

Delhi: Malviya Nagar - 011 66888866 | **Visakhapatnam:** Health City, Chinagadili - 0891 3501601 | Siripuram - 0891 3501555



Q4 & FY22-23 EARNINGS UPDATE

14th May 2023



Disclaimer

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.



Footprint of Rainbow Hospital

16 Hospitals

6 Cities

1,240k+ Outpatient visits¹

14.7k+ Deliveries¹



Outpatient clinics **3**

Capacity beds **1,655**

In-patient admissions¹ **86k+**

Doctors² **730+**

Note: ¹ Numbers for FY23; ² Including full time residents and DNB

An insight into the
Rainbow approach

Dr. Ramesh Kancharla - Pediatric Healthcare Visionary

Chairman & Managing Director

Dr. Ramesh comes from an agricultural background from a tiny village in southern part of 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

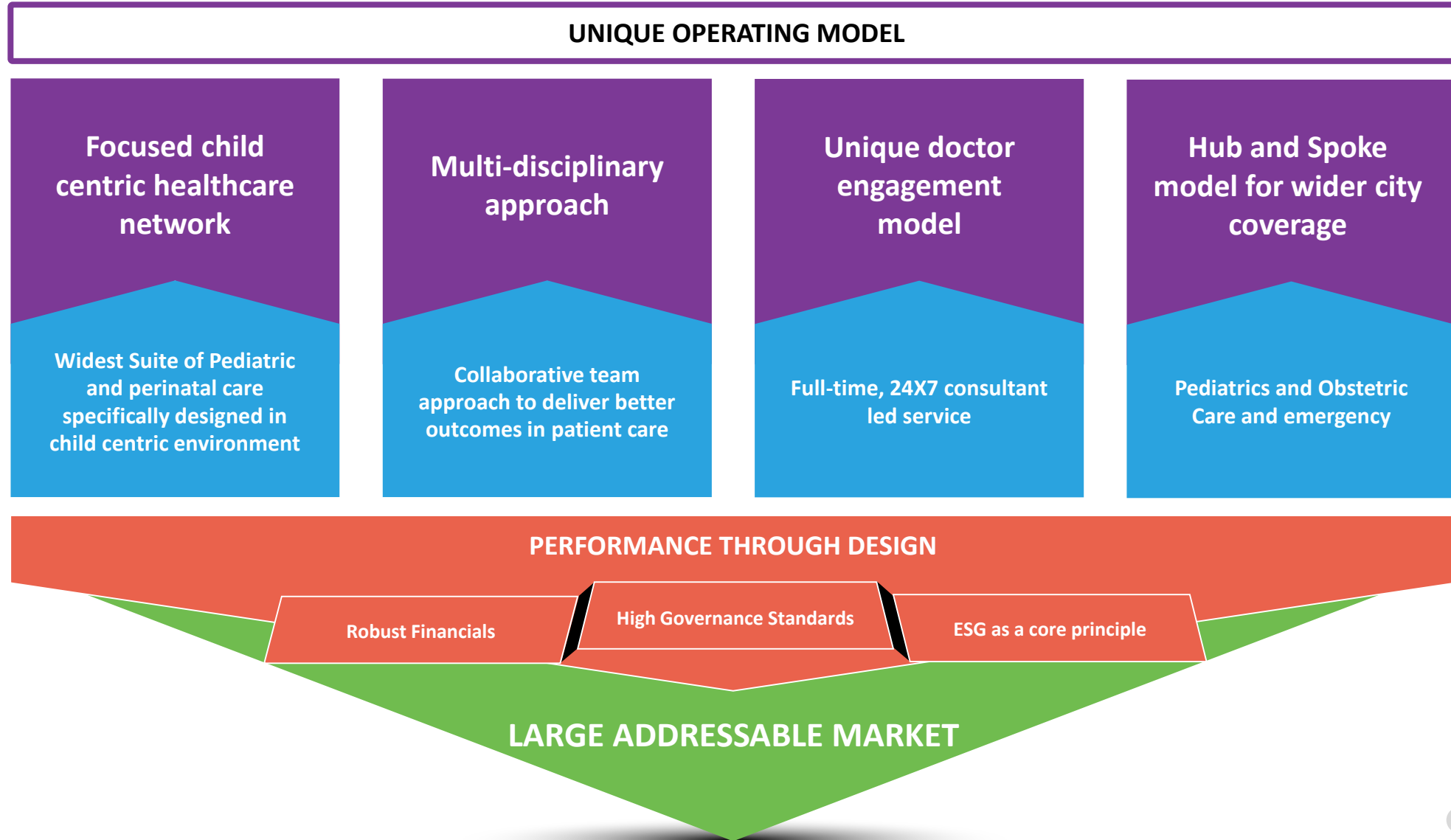
Lack of quality pediatric healthcare in the country and his resolve that no child should suffer due to lack of dedicated medical facilities led to the foundation of Rainbow Children's Hospitals in 1999

Rainbow is currently the country's largest pediatric hospital chain with 16 hospitals spread across 6 cities

Bestowed with a Lifetime Achievement Award at the Times Health Excellence Awards, 2022 for exemplary contribution to pediatric healthcare



A novel approach in pediatrics healthcare services



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



Children centric hospitals



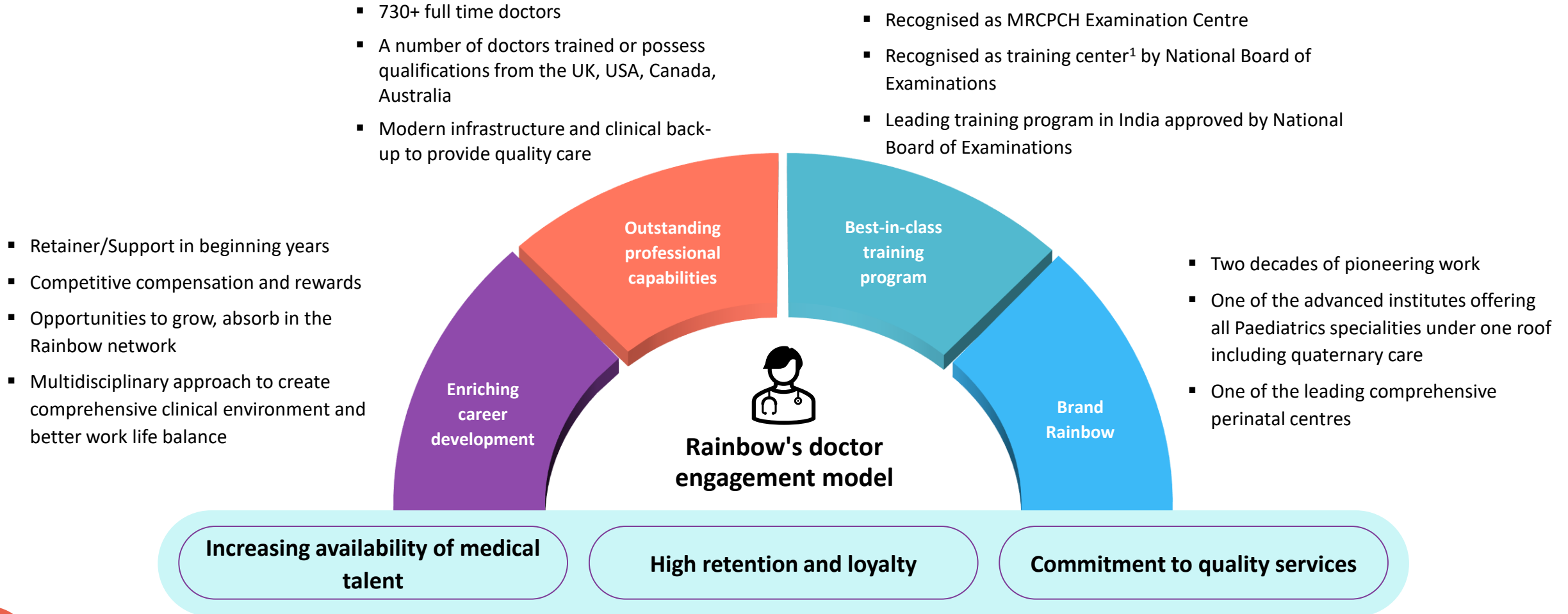
Children centric environment and soothing interiors help in children to recover faster



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



Note: ¹ For offering training in Pediatrics, Neonatology, Pediatrics Intensive Care, Pediatric sub specialities, 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 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)
- CRRT, plasmapheresis, hemodialysis

1/3rd beds allocated to critical care

10 hospitals accredited by NABH

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

Comprehensive services for all pediatric care needs

Pediatrics

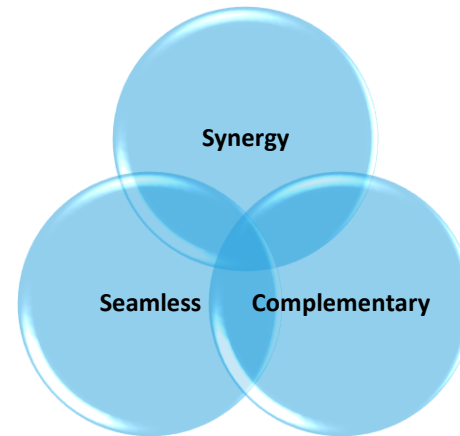


- 24*7 full spectrum of Pediatric multi speciality cover with level 4 NICU care



Coordinated handholding for both perinatal and pediatric services

Ease of seeing both pediatrician and obstetrician



Accessibility/Nativity/Comfort/Knows the system/Strong recommendation from paediatrician

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



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

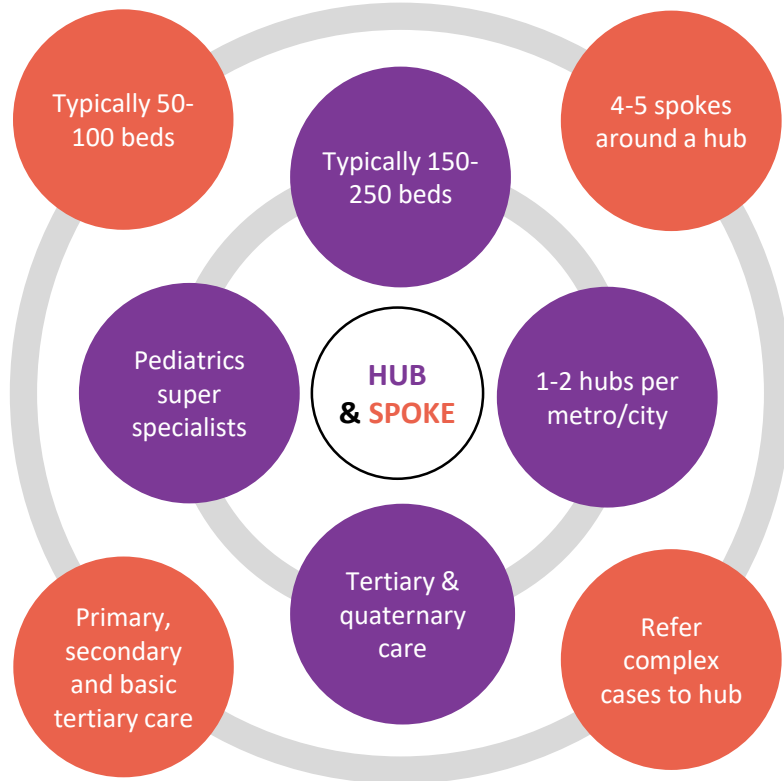
Obstetrics, Fetal Medicine & Fertility

Fully integrated maternity care and fertility services



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

City level hub and spoke model



Regional level "South Connect" model



Regional spokes at 200-250 kms from city hubs

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

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

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

Financially prudent expansion

Network effect and synergies enhance operational efficiencies

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
- 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



Mr. Aluri Srinivasa Rao
Independent Director



Prof. Anil Dhawan
Independent Director

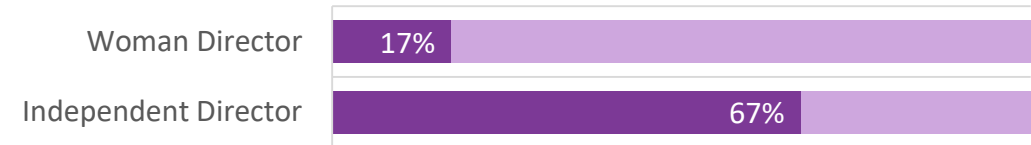


Mr. Santanu Mukherjee
Independent Director

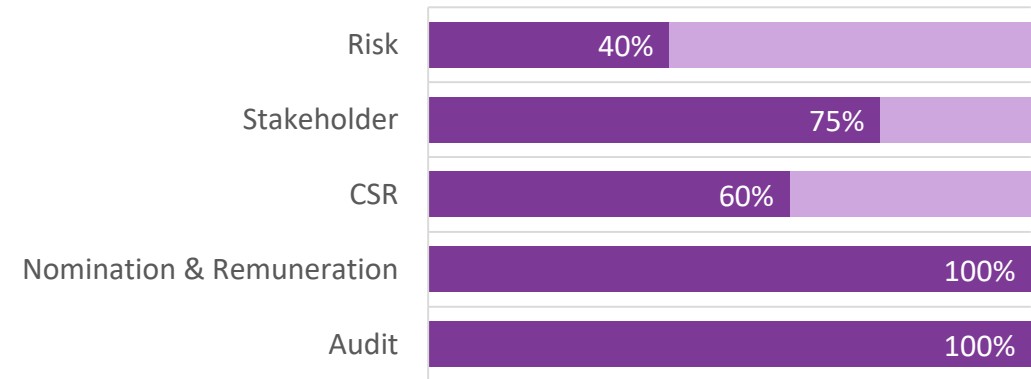


Ms. Sundari Raviprasad Pisupati
Independent Director

Board composition



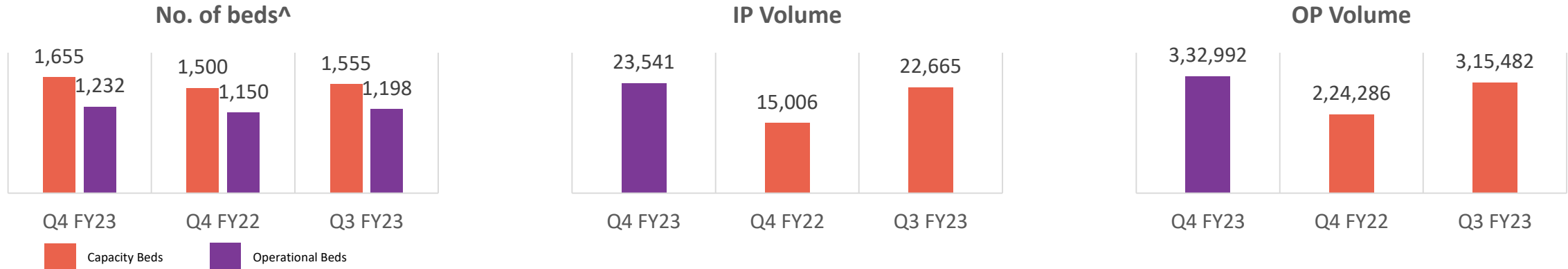
Committees of the board



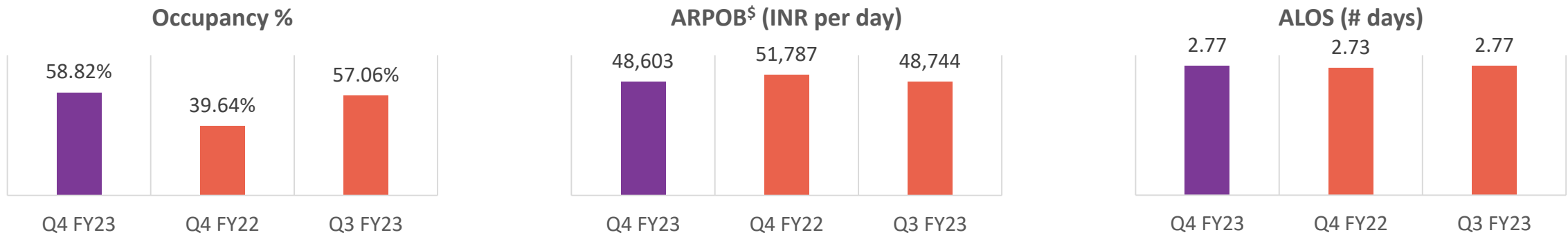
■ % Independent Directors

Quarterly Performance

Operational KPIs (1/2)



Delivery volume in Q4 FY23 : 3,746. Delivery volume in Q4 FY22: 2,716. Delivery volume in Q3 FY23 : 4,019.

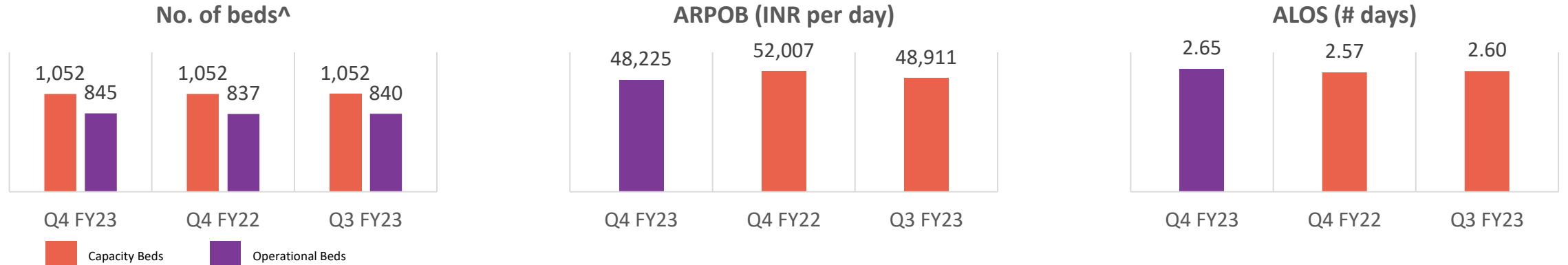


[§] COVID Vaccine revenue in Q4 FY22 was 40 Mn. Covid vaccine revenue impact on ARPOB in Q4 FY22 was Rs. 975.

[^]Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, OMR Hospital commenced operations on 1st Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1st Dec, 2022. Weighted average operational beds for the quarter are considered for occupancy calculations

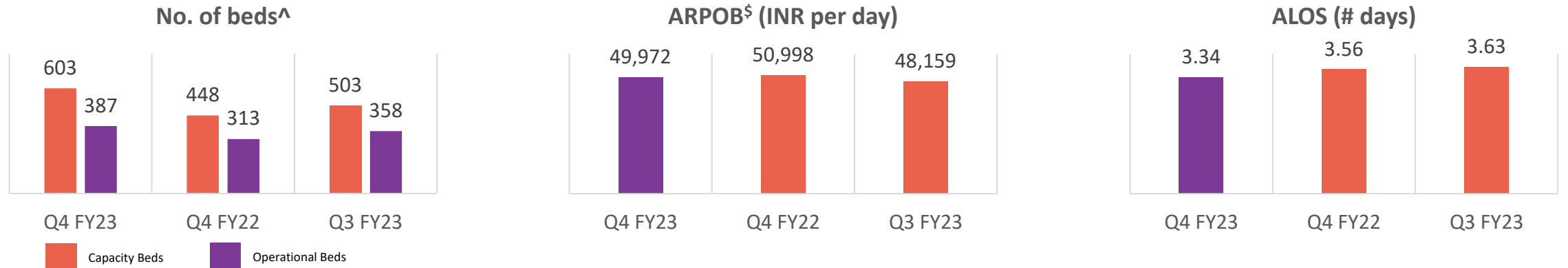
Operational KPIs (2/2)

Matured Hospitals*



Occupancy in Q4 FY23 : 67.18% Occupancy in Q4 FY22: 42.61%. Occupancy in Q3 FY23 : 63.32%.

New Hospitals[§]



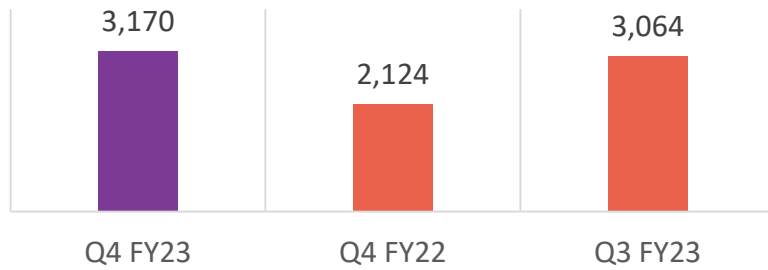
Occupancy in Q4 FY23: 40.56% Occupancy in Q4 FY22: 31.69%. Occupancy in Q3 FY23 : 42.38%.

* Matured Hospitals include 8 hospitals which have completed 5 years of operations
[^]Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, OMR Hospital commenced operations on 1st Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1st Dec, 2022. Weighted average operational beds for the quarter are considered for occupancy calculations

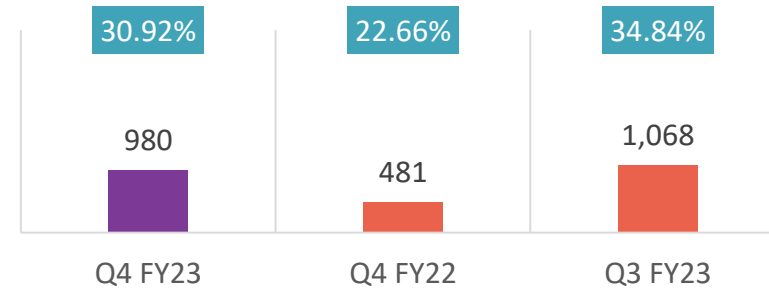
[§] New Hospitals include the hospitals which are under 5 years of operations: 1. Rainbow Children's Hospital, New Delhi, 2. Rainbow Children's Hospital, Guindy, Chennai, 3. Rainbow Children's Heart Institute, Hyderabad, 4. Rosewalk by Rainbow Hospitals, New Delhi, 5. Rainbow Children's Hospital, Hebbal, Bangalore 6. Rainbow Children's Hospital, Visakhapatnam, 7. Rainbow Children's Hospital, OMR, Chennai 8. Rainbow Children's Hospital, Financial District, Hyderabad

Financial Performance

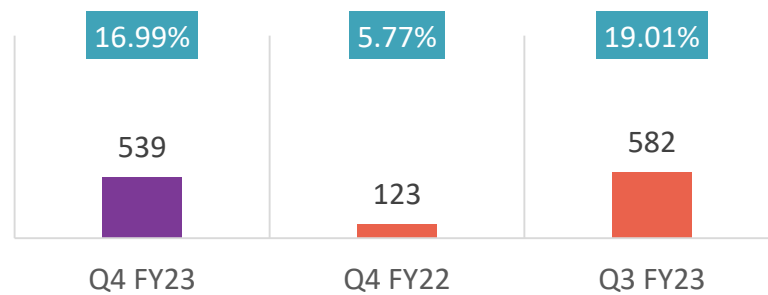
Revenue (INR mn)



EBITDA (INR mn)



PAT (INR mn)



COVID vaccine revenue in Q4 FY22 is Rs. 40 Mn

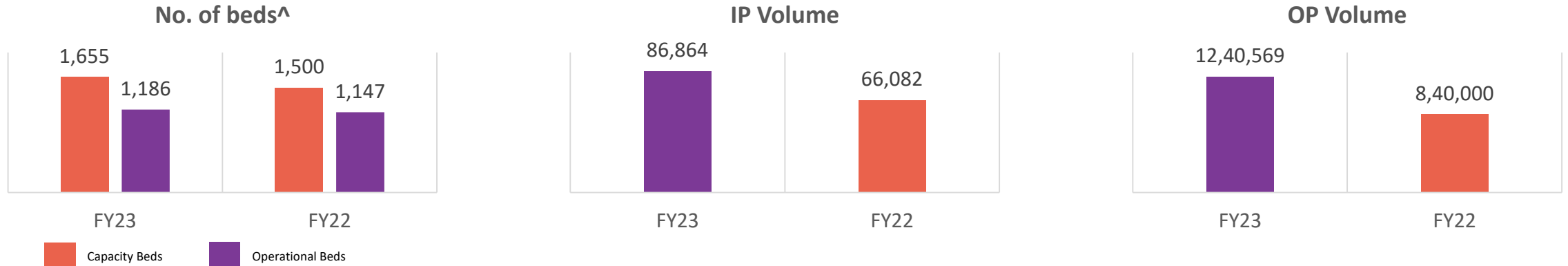
x.x% margin %

Restated consolidated statement of profit and loss

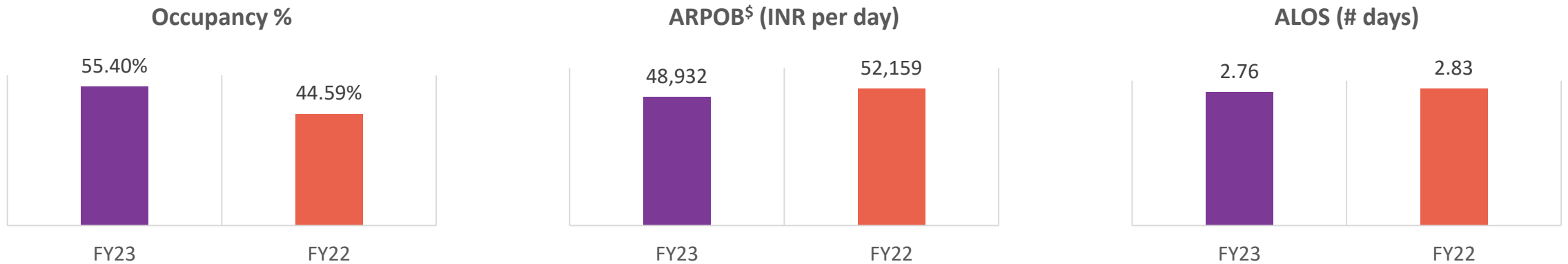
All numbers in INR mm	Q4 FY23	Q4 FY22	YoY Growth	Q3 FY23	QoQ Growth	FY23	FY22	YoY Growth
Income								
Revenue from operations	3,169.66	2,124.47	49.20%	3,064.04	3.45%	11,735.74	9,737.58	20.52%
Other income	88.98	61.86	43.84%	83.71	6.30%	308.65	189.37	62.99%
Total income	3,258.64	2,186.33	49.05%	3,147.75	3.52%	12,044.39	9,926.95	21.33%
Expenses								
Medical consumables and pharmacy items consumed	427.33	337.61	26.58%	402.38	6.20%	1,582.78	1,947.29	-18.72%
Employee benefits expense	405.92	317.13	28.00%	384.40	5.60%	1,440.61	1,160.71	24.11%
Finance costs	140.73	162.78	-13.55%	136.31	3.24%	551.95	532.03	3.74%
Depreciation and amortisation expense	227.30	222.82	2.01%	231.80	-1.94%	902.68	832.63	8.41%
Professional fees to doctors	719.28	535.36	34.35%	736.56	-2.35%	2,723.05	2,037.60	33.64%
Other expenses	637.06	453.04	40.62%	473.14	34.65%	2,025.53	1,543.23	31.25%
Total expenses	2,557.62	2,028.74	26.07%	2,364.59	8.16%	9,226.60	8,053.49	14.57%
Profit before tax	701.02	157.59	344.84%	783.16	-10.49%	2,817.79	1,873.46	50.41%
Tax expenses:								
(a) Current tax	213.94	55.62	284.65%	233.30	-8.30%	840.82	576.13	45.94%
(b) Deferred tax expense/(credit)	(51.55)	(20.63)	149.88%	(32.58)	58.23%	(146.80)	(89.40)	64.21%
Total tax expense	162.39	34.99	364.10%	200.72	-19.10%	694.02	486.73	42.59%
Profit for the period/year	538.63	122.60	339.34%	582.44	-7.52%	2,123.77	1,386.73	53.15%

Annual Performance

Operational KPIs (1/2)



Delivery volume in FY23: 14,797. Delivery volume in FY22 : 12,603.

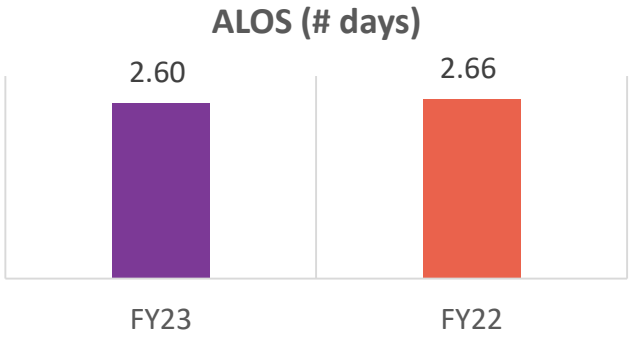
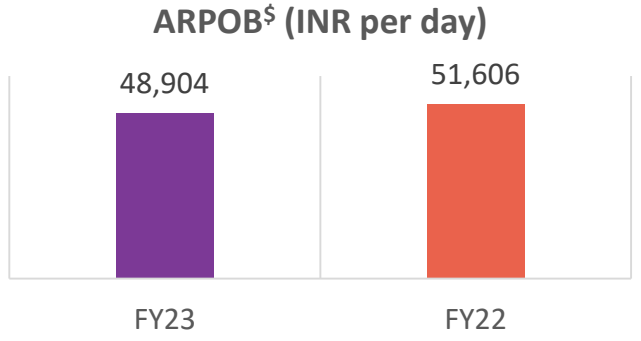
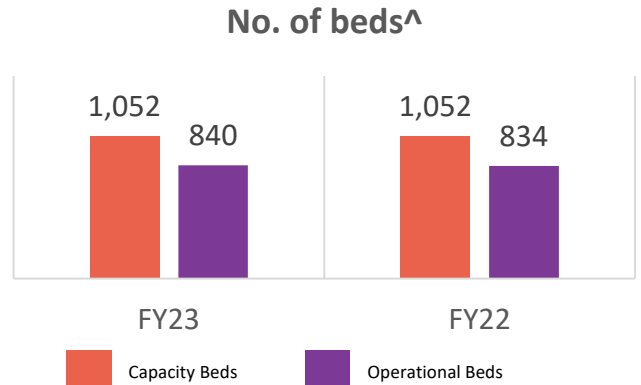


[§]COVID Vaccine revenue in FY22 was 960 Mn. Covid vaccine revenue impact on ARPOB in FY22 was Rs. 5,142

[^]Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, OMR Hospital commenced operations on 1st Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1st Dec, 2022. Weighted average operational beds for the period are considered for occupancy calculations

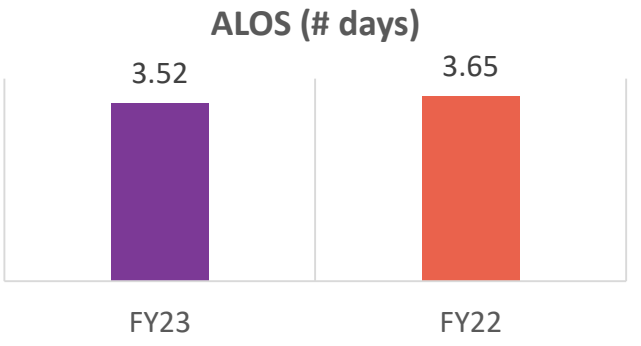
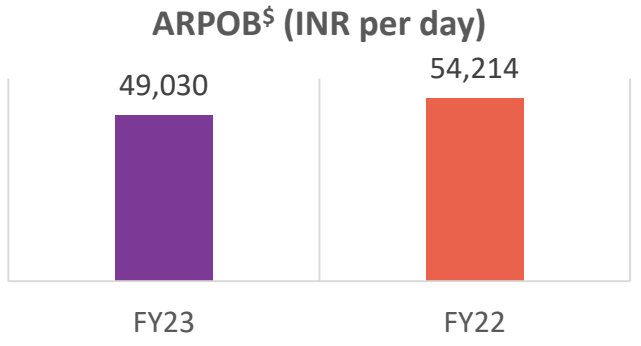
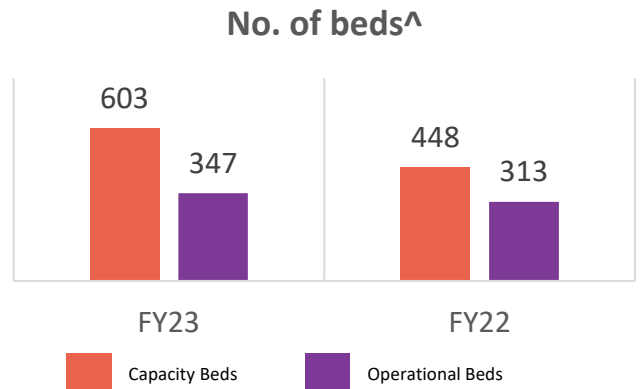
Operational KPIs (2/2)

Matured Hospitals*



Occupancy in FY23 : 61.09% Occupancy in FY22: 48.33%.

New Hospitals[§]



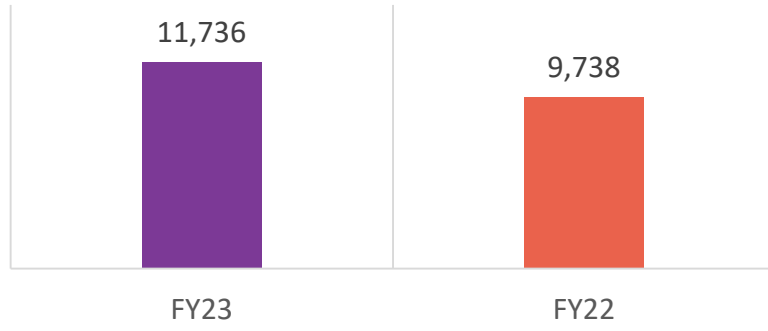
Occupancy in FY23 : 41.61% Occupancy in FY22: 34.64%.

* Matured Hospitals include 8 hospitals which have completed 5 years of operations
[^]Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, OMR Hospital commenced operations on 1st Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1st Dec, 2022. Weighted average operational beds for the period are considered for occupancy calculations

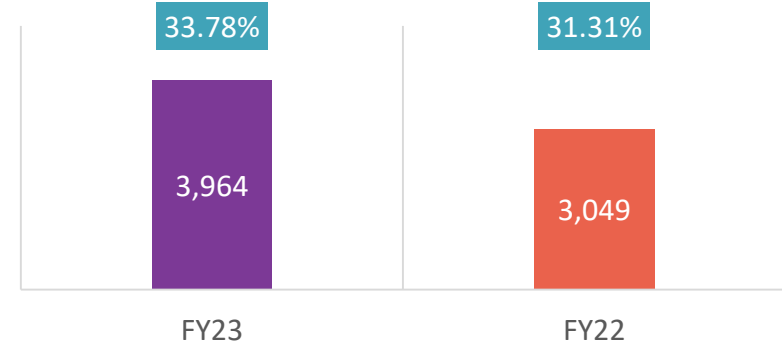
[§]New Hospitals include the hospitals which are under 5 years of operations: 1. Rainbow Children's Hospital, New Delhi, 2. Rainbow Children's Hospital, Chennai, 3. Rainbow Children's Heart Institute, Hyderabad, 4. Rosewalk by Rainbow Hospitals, New Delhi, 5. Rainbow Children's Hospital, Hebbal, Bangalore 6. Rainbow Children's Hospital, Visakhapatnam, 7. Rainbow Children's Hospital, OMR, Chennai 8. Rainbow Children's Hospital, Financial District, Hyderabad

Financial Performance

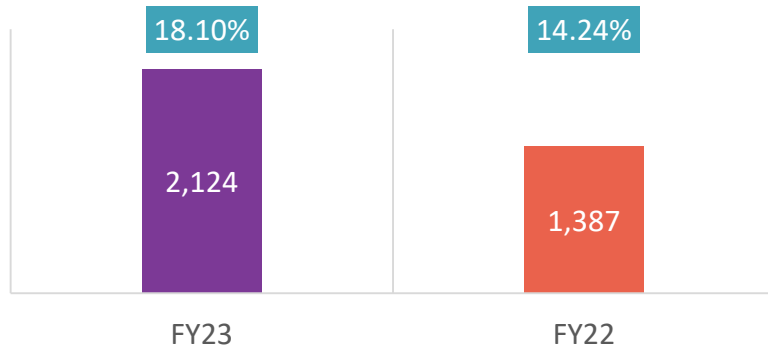
Revenue (INR mn)



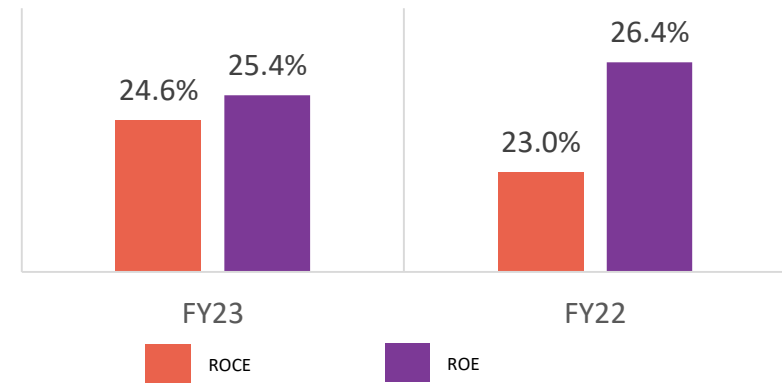
EBITDA (INR mn)



PAT (INR mn)



ROCE, ROE (%)



Revenues from covid vaccine in FY22 was at Rs. 960 mn.

x.x% margin %

Key Developments



Key developments

- Mr. Sanjeev Sukumaran has over 25 years of experience in the areas of strategic management, business advisory, sales and marketing, business development and client relationship management across a range of sectors, including healthcare, life sciences, financial services, software and IT, FMCG, big data, supply chain management, e-commerce and shipping.
- Before joining Rainbow Group, Mr. Sukumaran was most recently with Syngene International Limited as a Senior Vice President. He held multiple senior-level positions and was an executive committee member.
- His other experience includes leadership roles in Thomson Reuters and Force Fulcrum, amongst other companies.
- Mr. Sukumaran is a core member of the start-up vertical at the Federation of Karnataka Chamber of Commerce and Industry (FKCCI) and a mentor at the 10,000 start-ups at NASSCOM.
- Mr. Sukumaran is a Mechanical and Marine Engineer and an alumnus of the Indian Institute of Management (IIM), Kozhikode, INSEAD Singapore

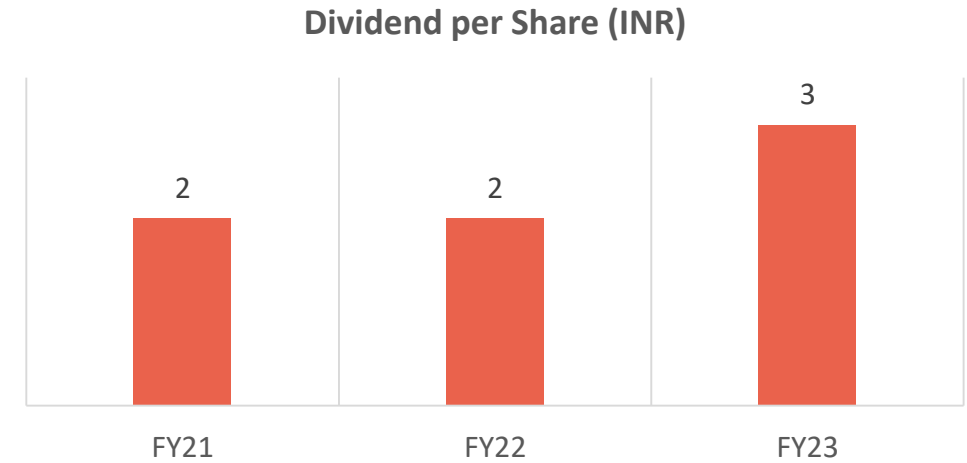
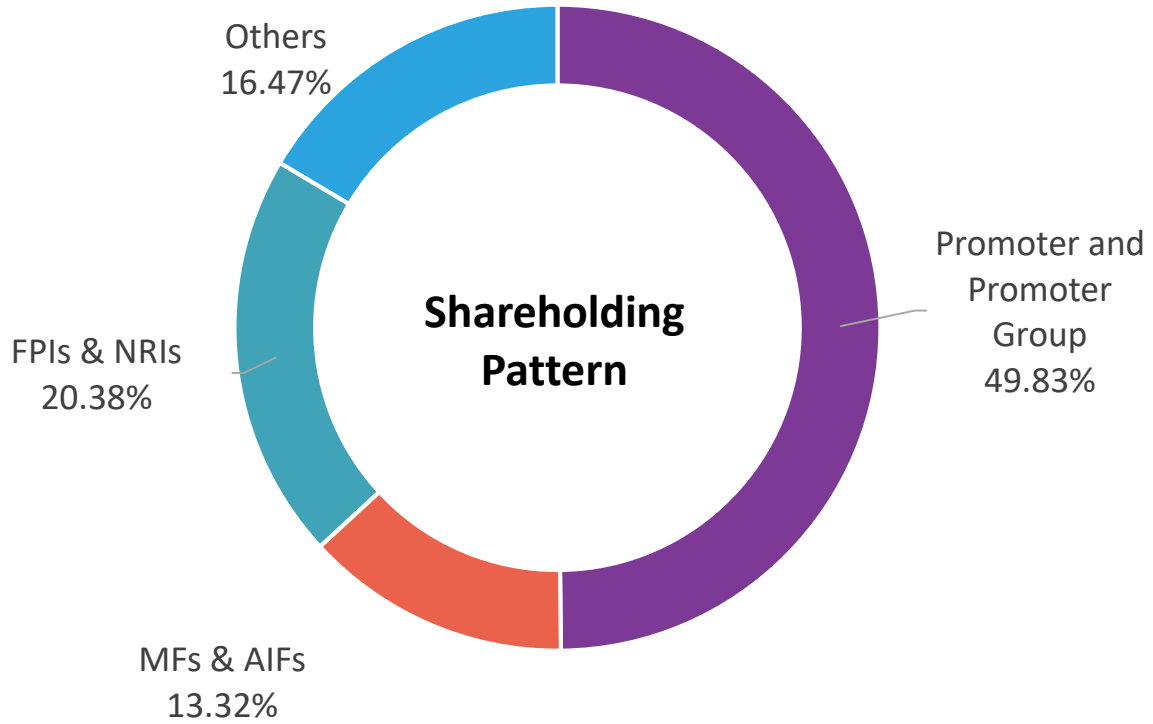


Sanjeev Sukumaran
Chief Operating Officer (COO)

Key developments

- The new 100 beds hospitals at Financial district, Hyderabad and 55 beds hospital at Sholinganallur (OMR), Chennai have witnessed good traction. The trajectory of operations is as per our expectations
- Project work for new spoke hospitals at Central Hyderabad (~60 beds), Anna Nagar, Chennai (~80 beds) and new block adjacent to Rainbow Hydernagar, Hyderabad (~50 beds) is progressing well and these hospitals are expected to commence operations during the second half of the current financial year
- Project work for the spoke hospital at Bangalore and the regional spoke hospital at Rajahmundry is progressing well and is expected to be completed in the next 18 months
- During the quarter, the company signed an agreement to lease for:
 - A brownfield ~80 beds spoke hospital at Sarjapur, Bengaluru. The hospital is strategically located and will make an important part of the Rainbow network in the city. This hospital is likely to commence operations during the last quarter of current financial year.
 - An additional block with an outpatient department and an IVF facility at Rainbow LB Nagar, Hyderabad to enhance the patient facilities at the existing hospital and cater to the future growth at this spoke hospital
- Company participated in e-auction held by HSVP (Haryana Shehri Vikas Pradhikaran) recently and won the bid for 2 land parcels measuring 9,391 Sq. Mt. (~2.32 acres) and 4,987.10 Sq. Mt. (~1.23 acres) in sector 44 and sector 56 of Gurugram respectively.

Key Market Statistics



Track record of consistently paying dividends

Thank You

“It takes a lot to
treat the little”



Appendix



Pioneering comprehensive paediatric healthcare with robust infrastructure

Hyderabad



Banjara hills, 1999
250



Vikramपुरi, 2007
110



Hydernagar, 2014
110



Malviya Nagar², 2017
130



Rosewalk, 2019
24

Delhi



LB Nagar, 2016
100



Kondapur, 2013
50



RCHI¹, 2019
110



FD, 2023
100



Visakhapatnam, 2020
129



Vijayawada, 2007
130

Andhra Pradesh

Total No. of Beds

1,655[§]

Bengaluru



Marathahalli, 2015
200



BG Road, 2016
102



Hebbal, 2020
50



Guindy, 2018
135



Sholinganallur, 2022
55

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

CNBC - Walk The Talk with Dr Ramesh Kancharla



INSIDE OUT ON THE ROAD

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

BirthRight
BY RAINBOW HOSPITALS
Your Right to a Safe Delivery

Rainbow Medi 656.00 1.09% ▲	Rainbow Medicare Children's Hospitals Have Different Fundamentals	14:05 NIFTY BANK 38947.55 ▼ 230.50
on ⁵ 1.5m 277.00 ▼ 5.85	BjAuto ¹⁰ 126.1k 3574.40 ▼	CNBC TV18
8.00 ▼ 6.15	Take ¹ 102.9k 24.75 ▼ 0.55	



INSIDE OUT ON THE ROAD

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

BirthRight
BY RAINBOW HOSPITALS
Your Right to a Safe Delivery

Rainbow Medi 656.35 1.14% ▲	Medicare Our Target Is To Grow By Approximately 18%	Mon, 10 Oct Nifty 50 Oct 17130.30 Disc 21.80
3m 163.95 ▼ 0.35	Nykaa ¹ 426.8k 1270.75 ▼ 13.55	CNBC TV18
35 ▼ 0.20	HSeide ⁵ 473.3k 104.30 ▼ 3.45	

1st renal transplant at Guindy, Chennai

- Guindy hospital performed its first renal transplantation
- Mother was the donor. Her kidney was removed laparoscopically and transplanted to the child
- Being pediatric and ABO incompatible the procedure was tricky, but the patient has done well and has normal graft function

16-yr-old gets new lease of life at Rainbow Hospital

A 16-year-old girl who was suffering from chronic kidney disease was given a new lease of life by the doctors at a private hospital in Chennai as she underwent an ABO Incompatible Kidney Transplant successfully. The doctors at the Rainbow Children's Hospital led by Dr N Prahlad, senior consultant, Pediatric Nephrology performed the surgery. The girl visited the hospital in December 2022 with severe anaemia, weight loss and height not appropriate to her age. She was also suffering from hurried breathing, acidosis, and very low haemoglobin as well.

"Ultrasound done showed that both kidneys were small in size confirming that she was suffering from Chronic Kidney disease. We stabilised her and started on hemodialysis. The child became stable in 4 to 5 days. However, this was just a temporary solution," said Dr Prahlad.

The doctors suggested that renal transplantation is a great option for their child and the parents agreed for the same.

Dr Prahlad said, "Special dialysis equipment is needed for such surgery on children which are available at Rainbow Children's Hospital."

Talking about the procedure, Dr Prahlad said to ensure that the mismatch does not happen, certain medicines were given & specialised dialysis was done 3 to 4 days before the transplantation. But with the facilities available and the experienced team of doctors, this surgery was performed successfully.

The kidney of the mother was removed laparoscopically and was then transplanted to the child. The whole surgery was completed in three hours.



Post Renal Transplant

Osteogenesis Imperfecta- Banjara Hills, Hyderabad

- A 5 and half year, old girl from Yemen diagnosed with Osteogenesis Imperfecta with complaint of repeated fracture of her long bones since birth which healed with deformities
- Child was unable to stand on her feet and always had to be carried in a small chair by her parents
- Surgery was performed to reduce the fracture rate, correct the long bone deformities and maximize her functional capacity
- 2 months after surgery, the child was able to stand with support, for the first time in her life



[Youtube Link](#)

Kidney transplant patient- Banjara Hills, Hyderabad

- **11 year old girl with history of swelling all over the body and breathing difficulty**
- **Investigations revealed -End stage renal disease. During hospital stay she had refractory seizures and developed severe bronchopneumonia**
- **She was put on ventilator for 20 days and had extubation failures thrice**
- **In view of extubation failures: underwent Tracheostomy. Genetic analysis revealed she's a patient with Nephronophthisis, which will lead to irreversible kidney damage**
- **Underwent 4 sessions of Hemodialysis. Tenckhoff catheter placement done and started on regular CAPD(Continuous Ambulatory Peritoneal Dialysis)**
- **After 41 days of hospitalization and CAPD at home subsequently a kidney transplant was performed and the child is presently recovering well**



First water birthing done at birthright by Rainbow Hospitals - BG Road, Bengaluru

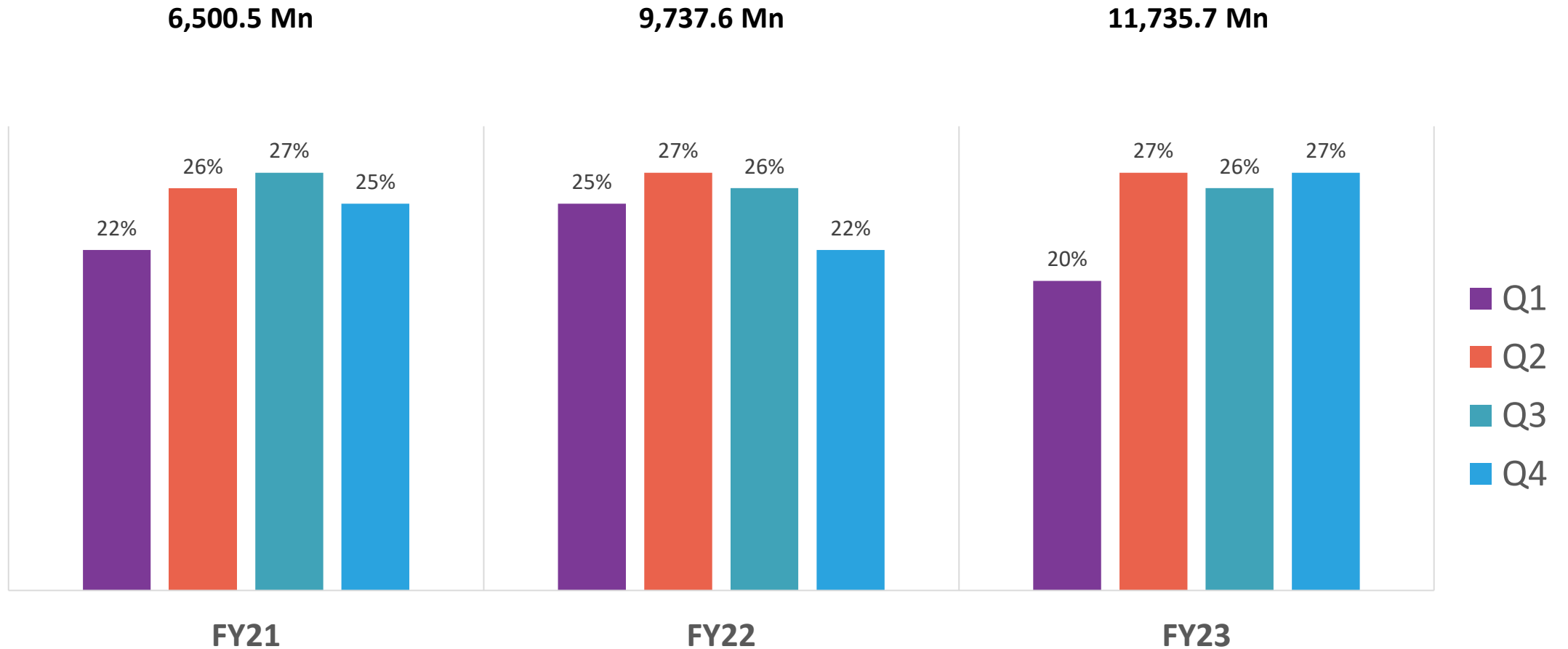
- **Mother was submerged in water when she started having labor pain**
- **Within 1½ hours she successfully delivered a baby boy under water with less pain**
- **Doctors did not cut the perineum, and the baby came out on its own and came to the surface**
- **She had a small perineal tear, which was saturated under local anesthesia on the labor cot. Blood loss was very minimal**
- **Natural Birth Unit is part of the hospital with all facilities, helping mother and baby feel safer and contributing to boosting the mother's confidence and morale**

Intravitreal antifungal injections – “a boon in saving sight” –Guindy, Chennai

- Neonate with disseminated fungal infection and bilateral endogenous endophthalmitis was managed successfully with systemic antifungals and intensive intravitreal antifungal therapy
- Had negative fungal blood culture (Higher investigations like Fungal PCR and Beta – D- Glucan were needed to confirm the diagnosis)
- Endophthalmitis was successfully treated with six doses of intravitreal Voriconazole
- At 1 year of age, baby is orthophoric with central steady maintained fixation and no myopia



Quarterly Revenue Contribution



As per internal monthly MIS for FY21
sum of quarters may not total upto 100% due to rounding off

Quarterly EBITDA margins trends



As per internal monthly MIS for FY21

About Us

Rainbow network comprises of 16 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,655 beds. Our Pediatric services under “Rainbow Children’s Hospital” includes newborn and pediatric intensive care, pediatric multi-specialty services, pediatric quaternary care (including organ transplantation); whereas our women care services under “Birthright by Rainbow” offers perinatal care services which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care along with gynecology services.

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

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



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