



## Rainbow Children's Medicare Ltd.'s Q1 FY23 Financial Results

(In INR, Mn)	Q1 FY23	Q4 FY22	Q1 FY22*	YoY Growth	QoQ Growth
Revenue	2371.52	2,124.47	2463.57*	-4%	12%
EBITDA	820.91	481.33	782.64	5%	71%
EBIDTA %	34.62%	22.66%	31.77%	-	-
PAT	387.61	122.60	358.80	8%	216%

\*COVID vaccine revenue in Q1 FY21-22 is 440 Mn, excluding the vaccine the revenue for Q1 FY21-22 was 2023 Mn.

**Hyderabad, August 08, 2022:** Rainbow Children's Medicare Limited (RCML), India's leading pediatric multi-specialty and perinatal care hospital chain, announced its financial results for the first quarter ended June 30<sup>th</sup> 2022.

The company delivered healthy growth during the quarter, despite seasonality associated with the business model, wherein business during the first quarter of the financial year is relatively lower. The operating environment has largely normalised to pre-covid levels. The quarter witnessed improved case mix, robust operating metrics and the ARPOB stood at Rs. 52,603.

### Operational Highlights

	Q1 FY23	Q4 FY22	Q1 FY22		Q1 FY23	Q4 FY22	Q1 FY22
Number of Beds	1,500	1,500	1,500	ARPOB (Rs. Per day)	52,603	51,787	58,986 <sup>§</sup>
Operational Beds	1,150	1,150	1,138	Delivery volume	3,192	2,716	2,840
Occupancy %	43.08%	39.64%	40.33%	ALOS (# days)	2.66	2.73	3.01
In-patient (IP) volume	16,969	15,006	13,874	ROCE in % (non-annualized)	5%		6.55%
Out-patient (OP) volume	2,48,251	2,24,286	1,63,770	ROE in % (non-annualized)	5.58%		8.08%

<sup>§</sup> COVID Vaccine in Q1 FY21-22 was 440 Mn. Covid vaccine revenue impact on ARPOB in Q1 FY21-22 was Rs. 10,535.

Matured Hospitals* (>5 Years)	Q1 FY23	Q4 FY22	Q1 FY22	New Hospitals <sup>§</sup> (<5 Years)	Q1 FY23	Q4 FY22	Q1 FY22
No. of Hospitals	8	8	8	No. of Hospitals	6	6	6
Revenue (in Mn)	1,839.8	1,669.3	1,857.7	Revenue (in Mn)	531.8	455.2	605.89
Capacity Beds	1,052	1,052	1,052	Capacity Beds	448	448	448
Operational Beds	837	837	825	Operational Beds	313	313	313
Occupancy %	45.94%	42.61%	44.20%	Occupancy %	35.44%	31.69%	30.13%
ARPOB (Rs. Per day)	52,582	52,007	55,986	ARPOB (Rs. Per day)	52,676	50,998	70,591
ALOS (# Days)	2.49	2.57	2.86	ALOS (# Days)	3.48	3.56	3.80

\* Matured Hospitals include the hospitals which have completed 5 years of operations.

<sup>§</sup> 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

## Key Developments

- With the operating environment normalising to pre-covid levels, all the key operating parameters have demonstrated considerable improvement. A significant positive was the growth of outpatient volumes at 52% in Q1 FY23 compared to Q1 FY22
- Occupancy increased to 43.08% in Q1 FY23 from 40.33% in Q1 FY22
- A new spoke hospital, at OMR, Chennai is slated for inauguration in Q2 of the current financial year.
- Another spoke hospital at Financial District, Hyderabad is expected to commence operations in Q4 of the current financial year
- The project works for hospitals at Central Hyderabad and Anna Nagar, Chennai are progressing well and are expected to commence operations during the next financial year
- Agreements for a third spoke hospital at Bangalore and a regional spoke hospital at Rajahmundry, Andhra Pradesh have been signed

***Commenting on the performance for Q1 FY2023 Dr. Ramesh Kancharla, Chairman & Managing Director, Rainbow Children's Medicare Limited (RCML) said,***

“We have witnessed business normalising to pre-COVID levels with all the operating parameters demonstrating healthy growth compared to previous quarters, with schools having reopened across the country and children returning to near normal life. We expect healthy growth across our pediatric super specialty services as we are witnessing strong demand for these services across the hospitals.

The OMR, Chennai spoke hospital is expected to commence operations in the current quarter and all other projects under execution are progressing well and are expected to commence operations within the stated timelines.

The revenues for Q1 FY23 stood at Rs.2371.52 mn, when compared to Rs. 2,463.57 mn in Q1FY22. However, adjusting for the COVID vaccine revenue of 440 mn in the Q1FY22, the revenue for Q1FY23 has grown at 17% compared to the revenue in Q1FY22. The operating EBIDTA for Q1 FY23 was Rs. 820.91 mn, which is a growth of 5% compared to Rs. 782.64 mn in Q1 FY22 and the PAT for Q1 FY23 was Rs. 387.61 mn, which is a growth of 8% compared to Rs. 358.80 mn in Q1 FY22. With focus on pediatric super-specialties and quaternary care, we are building a powerful ecosystem backed by neonatal and pediatric intensive care services. As our network of hospitals expands we shall be in a better position to serve a larger patient pool, addressing the strong underlying requirement for children focused quality hospitals in the country.”

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## About Rainbow Children's Hospitals

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.

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.

Please visit [www.rainbowhospitals.in](http://www.rainbowhospitals.in) for more information. You may also reach out to:

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