



February 9, 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: Press Release for Unaudited Financial Results (Standalone and Consolidated) for the Quarter and Nine Months ended December 31, 2022.**

Dear Sir/ Madam,

Please find enclosed herewith the Press Release for the Unaudited Financial Results (Standalone and Consolidated) for the Quarter and Nine Months ended December 31, 2022.

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



## Rainbow Children's Medicare Ltd.'s Q3 & 9M FY23 Financial Results

(In INR Mn)	Q3 FY23	Q3 FY22	YoY Growth	Q2 FY23	QoQ Growth	9M FY23	9M FY22	YoY Growth
Revenue	3064.04	2487.56	23.17%	3130.52	-2.12%	8566.08	7613.11	12.52%
EBITDA	1067.56	892.68	19.59%	1095.23	-2.53%	2983.70	2567.42	16.21%
EBITDA %	34.84%	35.89%	(105 bps)	34.99%	(15 bps)	34.83%	33.72%	+111 bps
PAT	582.44	451.95	28.87%	615.09	-5.31%	1585.14	1264.13	25.39%

Hyderabad, February 09, 2023: Rainbow Children's Medicare Limited (RCML), India's leading pediatric multi-specialty and perinatal care hospital chain, announced its financial results for the third quarter and nine months ended December 31<sup>st</sup>, 2022.

The company delivered robust operational and financial performance during the third quarter of the current financial year. Strong momentum witnessed in the previous quarter continued into the third quarter for all key operating metrics like occupancy, outpatient, inpatient and delivery volumes across hospitals in every geography.

### Operational Highlights

#### Quarterly Highlights:

	Q3 FY23	Q3 FY22	Q2 FY23		Q3 FY23	Q3 FY22	Q2 FY23
Number of Beds	1,555	1,500	1,555	ARPOB (Rs. Per day)	48,744	45,613	46,947
Operational Beds <sup>^</sup>	1,198	1,150	1,165	Delivery volume	4,019	3,662	3,840
Occupancy %	57.1%	51.5%	62.2%	ALOS (# days)	2.77	2.78	2.81
In-patient (IP) volume	22,665	19,592	23,689	ROCE in % (non-annualized)	8.23%	7.83%	8.75%
Out-patient (OP) volume	3,15,482	2,29,789	3,43,839	ROE in % (non-annualized)	5.96%	8.15%	6.64%

<sup>§</sup> COVID Vaccine in Q3 FY21-22 was 60 Mn. Covid vaccine revenue impact on ARPOB in Q3 FY21-22 was Rs. 1,100

Matured Hospitals* (>5 Years)	Q3 FY23	Q3 FY22	Q2 FY23	New Hospitals <sup>§</sup> (<5 Years)	Q3 FY23	Q3 FY22	Q2 FY23
No. of Hospitals	8	8	8	No. of Hospitals	7	6	7
Revenue (in Mn)	2,393	1,945	2,460	Revenue (in Mn)	672	542	670
Capacity Beds	1,052	1,052	1,052	Capacity Beds	503	448	503
Operational Beds <sup>^</sup>	840	837	837	Operational Beds <sup>^</sup>	358	313	328
Occupancy %	63.3%	54.1%	67.8%	Occupancy %	42.4%	44.6%	47.9%
ARPOB (Rs. Per day)	48,911	46,673	47,098	ARPOB (Rs. Per day)	48,159	42,177	46,403
ALOS (# Days)	2.60	2.58	2.65	ALOS (# Days)	3.63	3.76	3.65

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

<sup>^</sup> OMR Hospital commenced operations on 1<sup>st</sup> Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1<sup>st</sup> Dec, 2022. Weighted average beds for the quarter are considered for occupancy calculations

<sup>§</sup> New Hospitals include the hospitals which are less than 5 years of operations: 1. Birthright by 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

### YTD Highlights:

	9M FY23	9M FY22		9M FY23	9M FY22
Number of Beds	1,555	1,500	ARPOB (Rs. Per day) <sup>§</sup>	49,054	52,263
Operational Beds <sup>^</sup>	1,171	1,148	Delivery volume	11,051	9,887
Occupancy %	54.2%	46.1%	ALOS (# days)	2.76	2.85
In-patient (IP) volume	63,323	51,075	ROCE in % (non-annualized)	22.72%	22.50%
Out-patient (OP) volume	9,07,572	6,15,438	ROE in % (non-annualized)	19.70%	24.48%

<sup>§</sup> COVID Vaccine in 9M FY21-22 was 920 Mn. Covid vaccine revenue impact on ARPOB in 9M FY21-22 was Rs. 6,316

Matured Hospitals* (>5 Years)	9M FY23	9M FY22	New Hospitals <sup>§</sup> (<5 Years)	9M FY23	9M FY22
No. of Hospitals	8	8	No. of Hospitals	7	6
Revenue (in Mn)	6,692	5,923	Revenue (in Mn)	1,874	1,690
Capacity Beds	1,052	1,052	Capacity Beds	503	448
Operational Beds <sup>^</sup>	838	835	Operational Beds <sup>^</sup>	333	313
Occupancy %	59.1%	50.1%	Occupancy %	42.0%	35.6%
ARPOB (Rs. Per day)	49,159	51,494	ARPOB (Rs. Per day)	48,685	55,151
ALOS (# Days)	2.59	2.69	ALOS (# Days)	3.59	3.68

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

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<sup>§</sup> New Hospitals include the hospitals which are less than 5 years of operations: 1. Birthright by 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

## Key Developments

- The Spoke hospital at Sholingnallur (OMR), Chennai commenced operations in Sep-22. The trajectory of operations here is as per our expectations
- Project work for the Spoke hospital at Financial district, Hyderabad is on schedule. The hospital is strategically located in the rapidly growing financial district of Hyderabad and will form an important part of the rainbow network in the city
- Project works for new Spoke hospitals at Central Hyderabad and Anna Nagar, Chennai are progressing well, and they are expected to commence operations during the next financial year
- Project work for an additional block with 50 beds at Hydernagar, Hyderabad is progressing well and is expected to commence operations during the next financial year
- Project work for the new Spoke hospital at Bangalore and the Regional Spoke at Rajahmundry have commenced and are expected to be completed in the next 24 months

***Commenting on the performance for Q3 FY2023 Dr. Ramesh Kancharla, Chairman & Managing Director, Rainbow Children's Medicare Limited (RCML) said,***

"I am pleased to inform you that the company has delivered robust quarterly performance, led by high patient footfalls across hospitals in every geography. The revenues for Q3 FY23 stood at Rs. 3064.04 mn, which is a growth of 23.17% compared to Rs. 2487.56 mn in Q3 FY22. The EBIDTA for Q3 FY23 was Rs. 1067.56 mn, which is a growth of 19.59% compared to Rs. 892.68 mn in Q3 FY22 and the PAT for Q3 FY23 was Rs. 582.44 mn, which is a growth of 28.87% compared to Rs. 451.95 mn in Q3 FY22.

We are pleased to share that the projects which are under execution are progressing well and will commence operations within the targeted timelines."

To realize its mission of providing quality pediatric healthcare throughout cities, RCML is continually working to improve its service offering. Over the next five years, the Company plans to add 1,000 beds in its target markets of Hyderabad, Bengaluru, Chennai, the National Capital Region, and Tier-2 cities in Andhra Pradesh and Tamil Nadu.

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## About Rainbow Children's Hospitals

Rainbow network comprises of 15 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,555 beds. Our Pediatric services operating under the brand "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 a 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 24/7 emergency care, large outpatient services and comprehensive obstetrics, pediatric inpatient 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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**Safe Harbor**

*Certain statements in this document 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. (RCML) 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.*