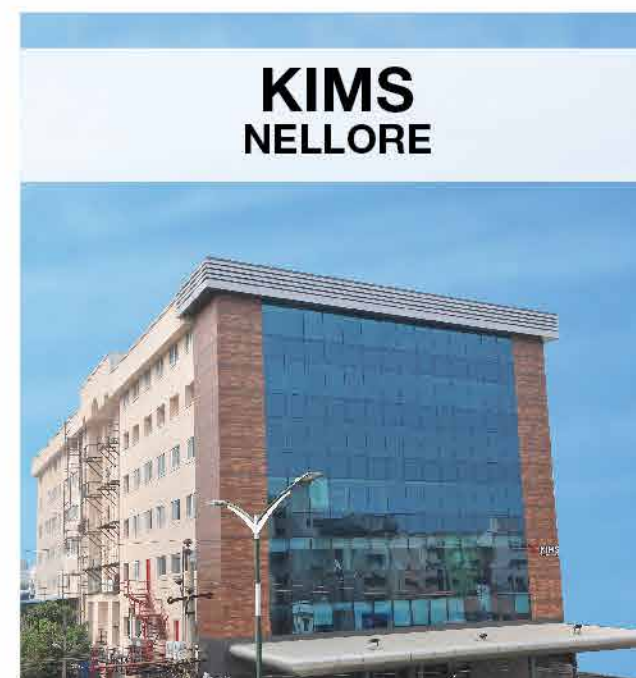


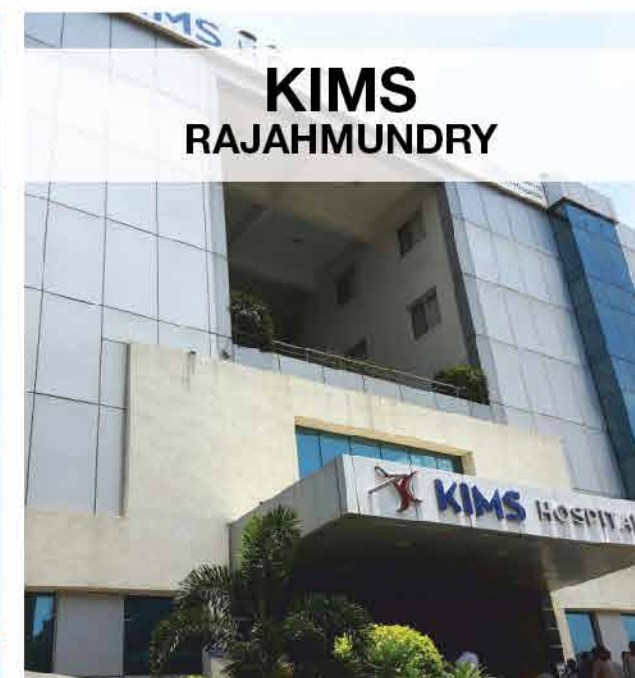
**KIMS
SECUNDERABAD**



**KIMS
KONDAPUR**



**KIMS
NELLORE**



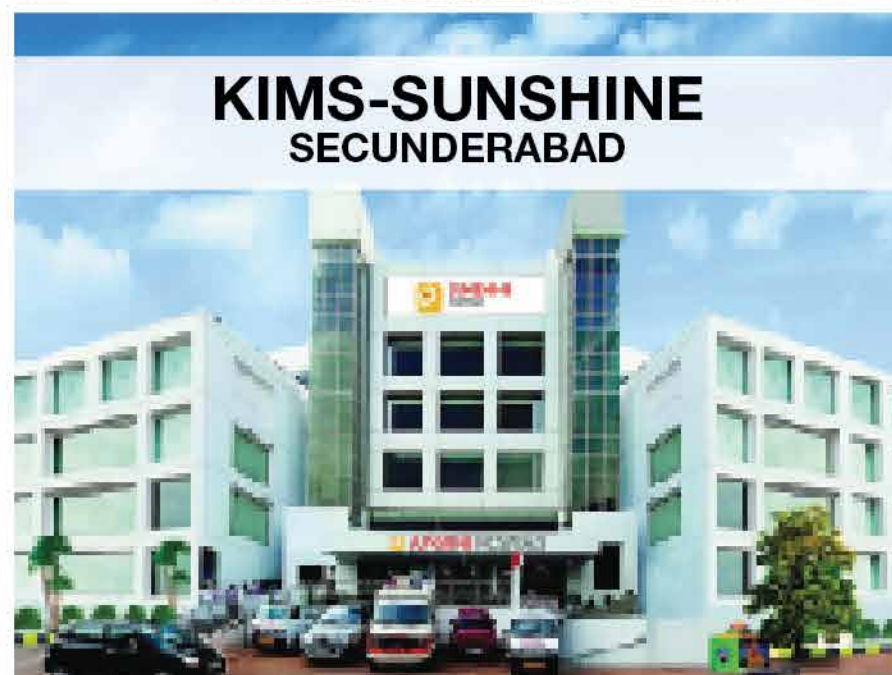
**KIMS
RAJAHMUNDRY**



**KIMS
ONGOLE**



**KIMS
SRIKAKULAM**



**KIMS-SUNSHINE
SECUNDERABAD**



**KIMS-SUNSHINE
GACHIBOWLI**



**KIMS-ICON
VIZAG**



**KIMS-SAVEERA
ANANTAPUR**



**KIMS
KURNOOL**



**KIMS-SUNSHINE
KARIMNAGAR**

Q3 FY'22

THE LARGEST CORPORATE
HEALTHCARE GROUP IN
ANDHRA PRADESH AND
TELANGANA



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1) Introduction to
KIMS Hospitals

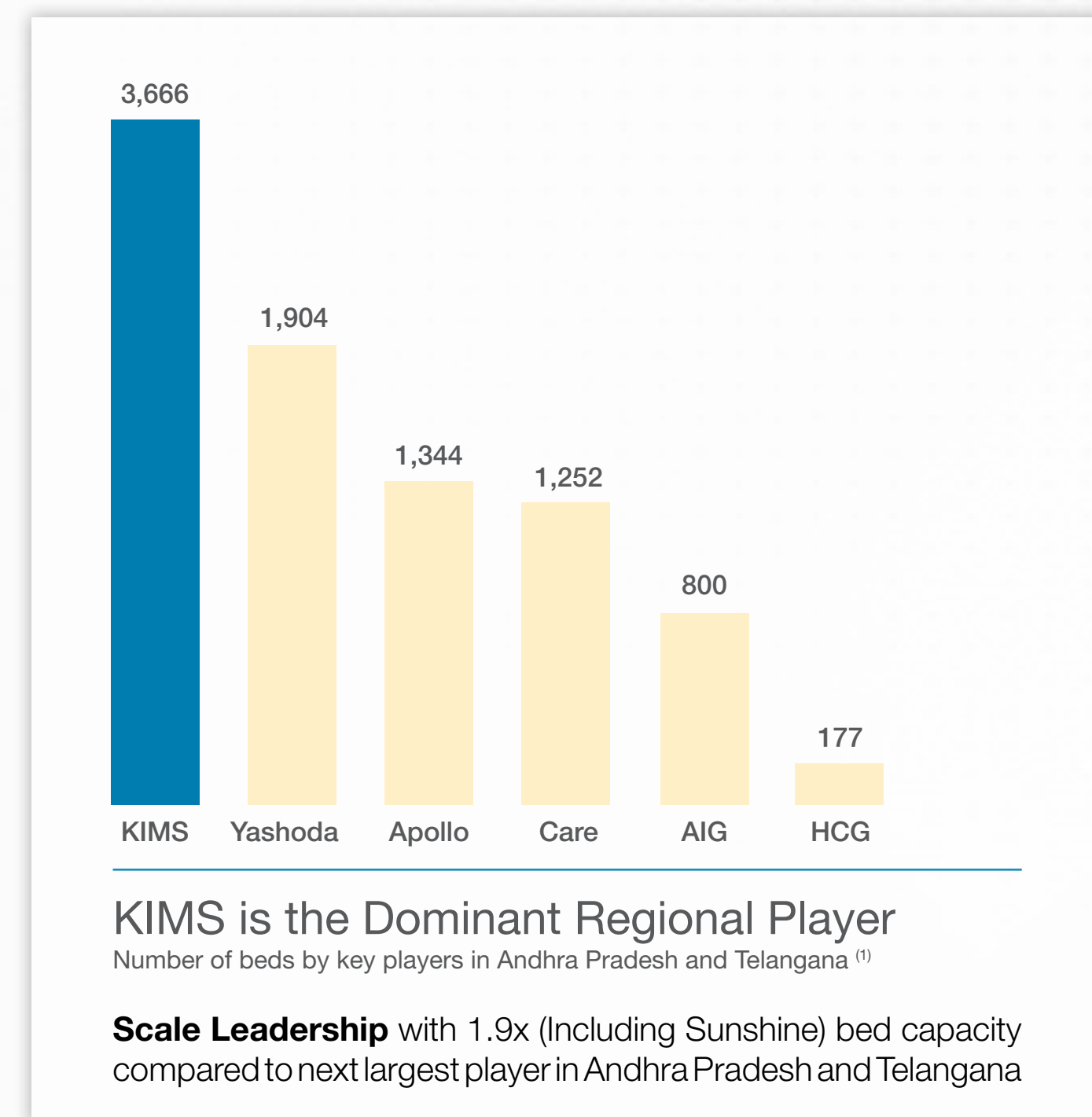
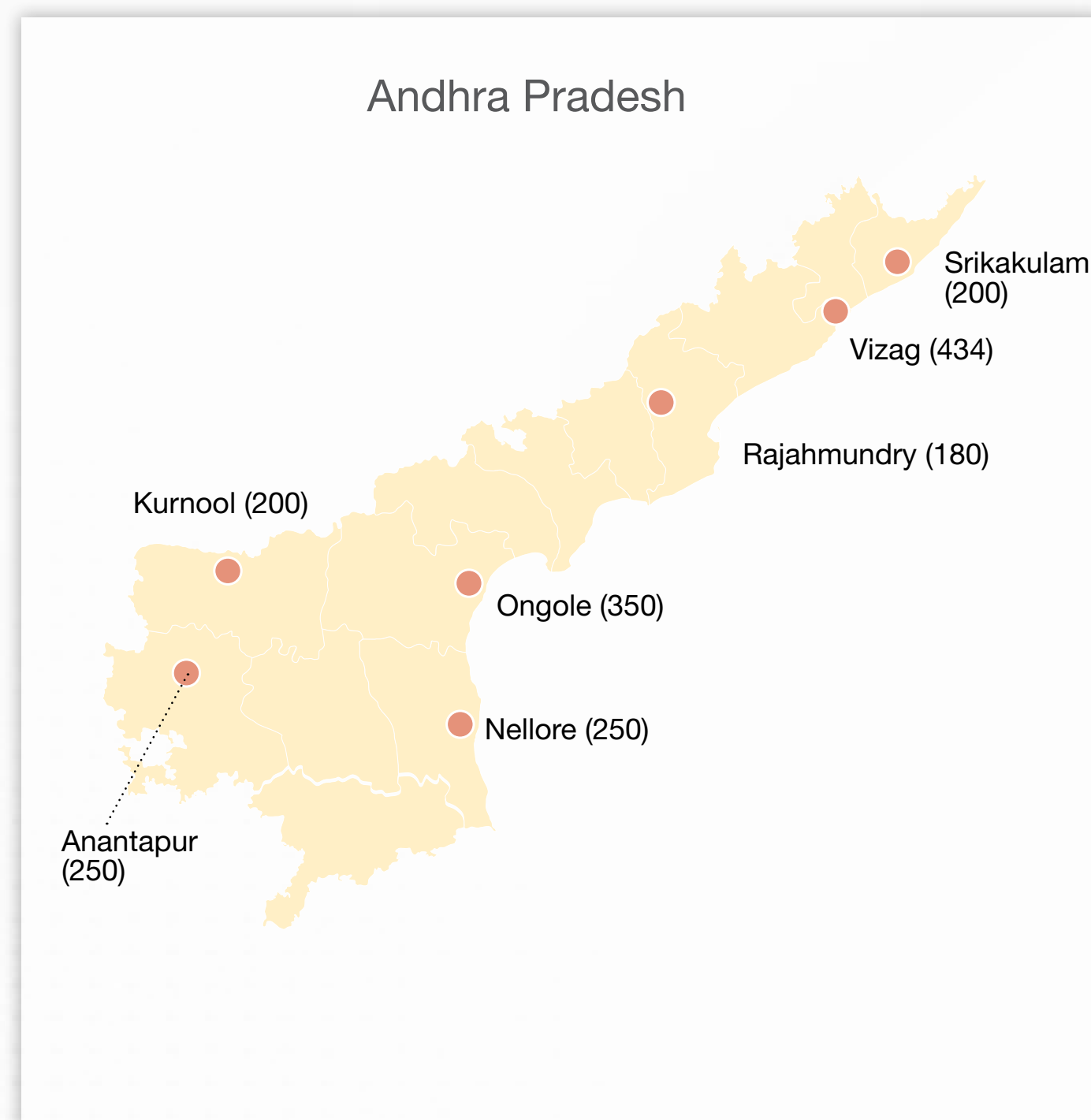
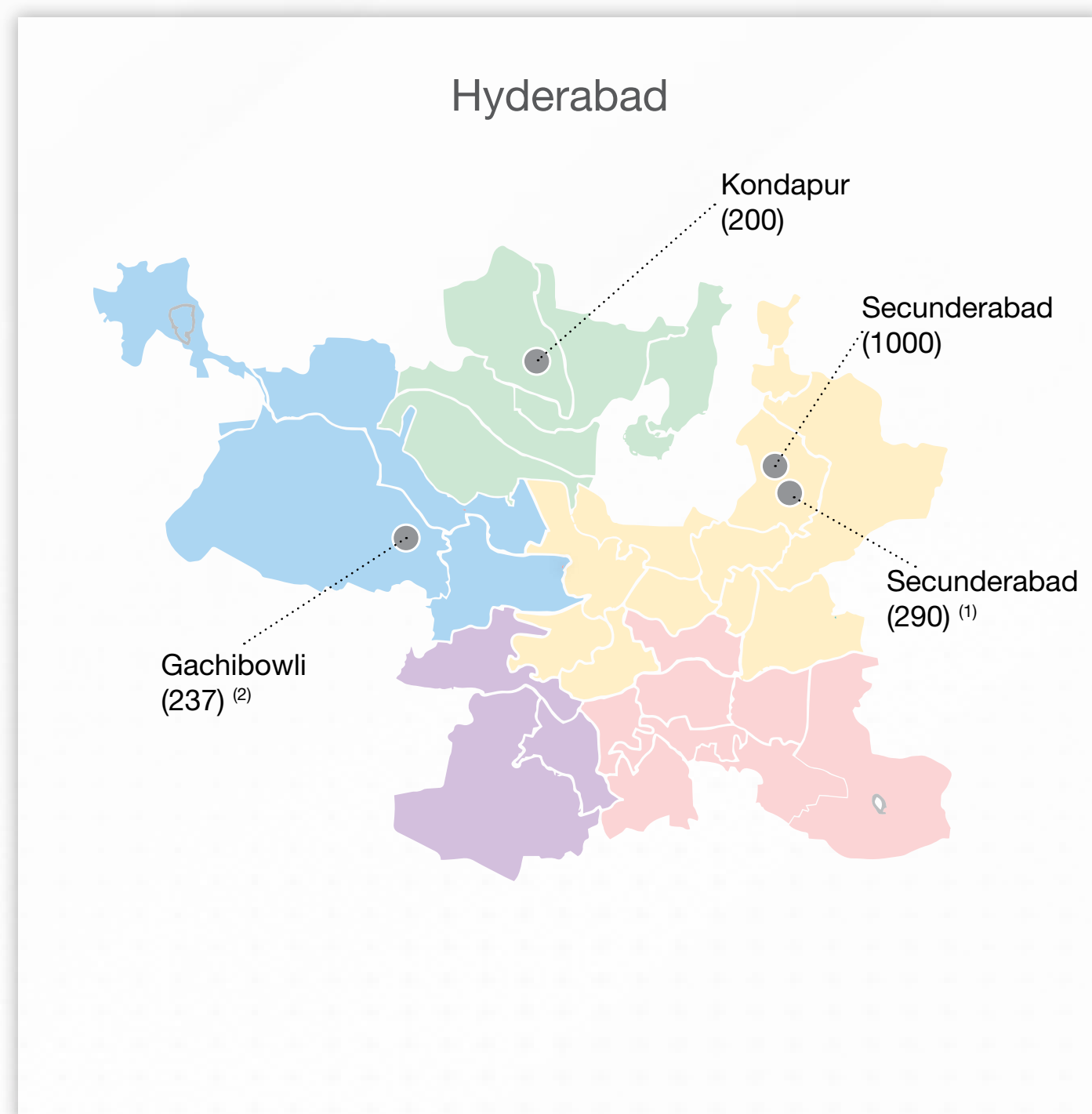
2) Financial &
Operational
Updates

3) Update on
Sunshine Hospital

4) Update on
Expansion Plans



Introduction to KIMS Hospitals



1 & 2) Related to Sunshine Hospital

• DOCTORS* (1,140) • NURSES* (2,984) • PARAMEDICS* (1,651) • ADMIN* (4,651) - TOTAL: 10,426

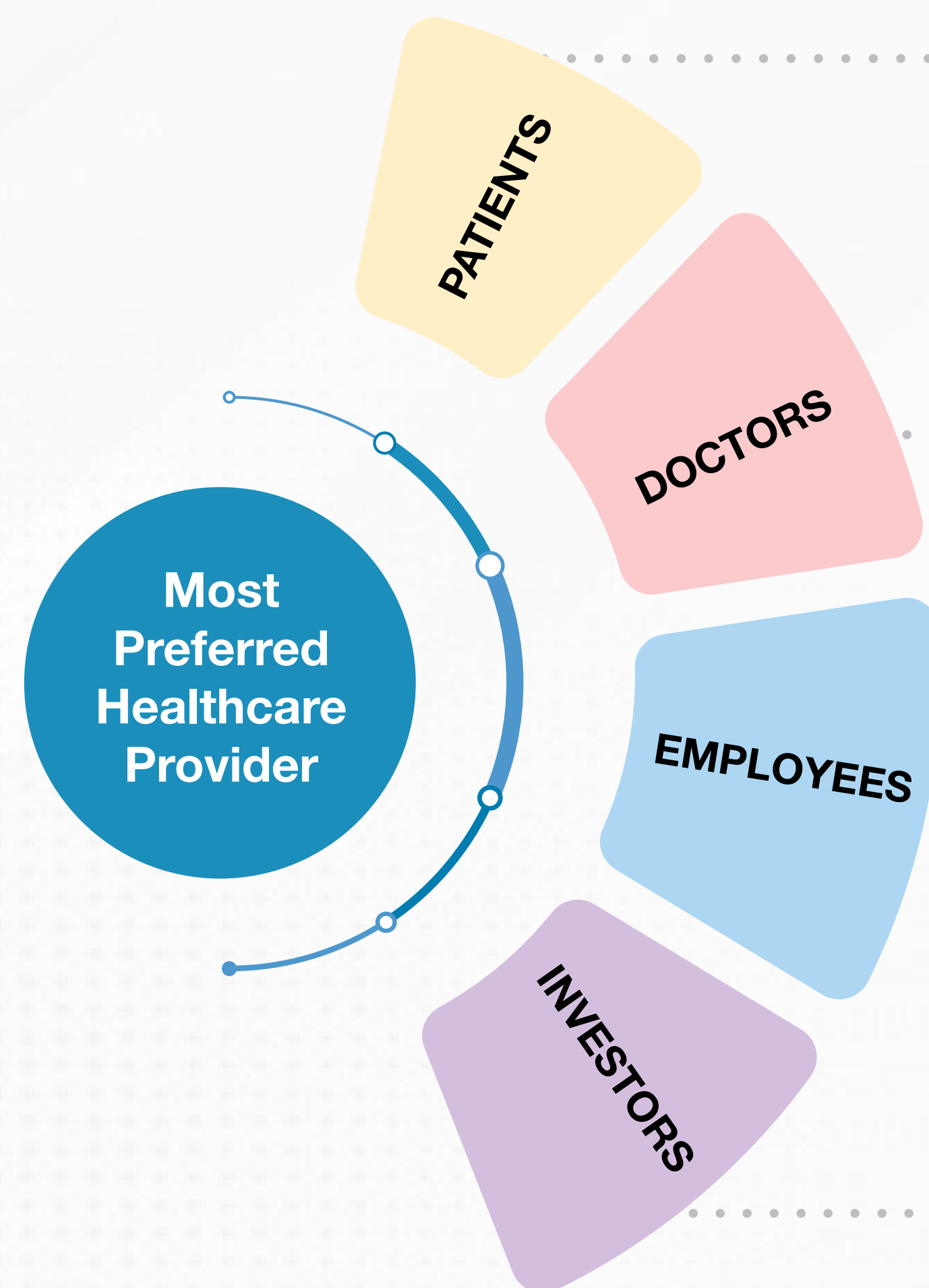
*Excludes Sunshine Hospitals

DRIVEN BY A VISION

VISION:

To be the most preferred healthcare services brand by providing affordable care and best clinical outcomes to patients.

And to be the best place to work for doctors and employees.



Affordable Quality Care
Best-in-Class Facilities
Patient Centric Systems & Processes

Clinical Outcome Driven Excellence
Latest Medical Technology
Strong Academics & Research Oriented

Enriching Atmosphere
Collaborative Culture
Growth Driven Career Approach

Transparent Governance
Strong Operational Performance
Consistent Growth

CENTRES OF EXCELLENCE

(Excluding Sunshine)

	Procedure	Dept. Volume	Technology	Achievements
Cardiac Sciences	Angioplasty, Bypass Surgery, Bentall Procedure, TAVI, EP Studies & Device Closure	> 2196/month	Cathlab Impella Device Heart Lung Machine	<ul style="list-style-type: none"> • One of the largest and most experienced cardiac sciences team in South India • Maximum number of Bentall procedure and midtrial valvule repairs done in AP & Telangana • First centre in India to perform Arch repair in Neonates and infants without TCA
Oncological Sciences	IORT, IGRT, IMRT, Robotic cancer surgeries	> 727/month	Robotics Novalix TX PET, Gamma Camera	<ul style="list-style-type: none"> • Over 700+ Robotic Cancer Surgeries done • First hospital in South India to perform Total Skin Electron Beam Therapy
Neuro Sciences	Craniotomy Brain Tumour Stroke, Epilepsy Surgeries	> 953/month	O-Arm Robotics Stealth Station S8	<ul style="list-style-type: none"> • Over 1000 Epilepsy surgies done • Largest Neuro Program in South India • 3rd Best Hospital for Epilepsy in India • Diamond Award for Stroke Program
Gastro Sciences	Bariartic Surgery Minimally Invasive GI surgeries	> 624/month	Fibroscan Enteroscan 190 Series Endoscope	<ul style="list-style-type: none"> • One fo the few centres in South India to do advanced third space endoscopic procedures • 2nd hospital in South India to do GERDX procedure • One of the few centres in India to perform Endoscopic Suturing procedures for complex cases
Ortho Sciences	Knee / Hip Replacement, Sport Injuries, Trauma	> 562/month	Navigation System	<ul style="list-style-type: none"> • Expertise in complex trauma and complex revision & replacement surgeries • Over 5000 replacement surgeries done
Renal Sciences	Prostate, Nephretomy, Laser Kidney Stones	> 1725/month	CRRT Dialysis Machines Robotics	<ul style="list-style-type: none"> • Largest Renal Transplant Program in India • Highest number of Dialysis Machines in Hyderabad in a single unit
Transplantation	Heart, Lung, Kidney, Liver, Pancreas & Bone Marrow	Heart & Lung > 8/month Liver > 8/month Kidney > 14/month	ECMO Heart Lung Machines X-Vivo	<ul style="list-style-type: none"> • Highest Covid Double Lung Transplants outside of USA • India's first breathing Lung Transplant done • Pioneers in Kindney Transplant in India • Liver Transplant program is among Top 3 in AP & Telangana • Bone Marrow Transplant program is among Top 2 in AP & Telangana

MULTI SPECIALTY CARE

Brain

- Neurology
- Neurosurgery
- Psychiatry
- Neuro Rehabilitation

Heart

- Cardiology
- Cardiac Surgery
- Vascular Surgery
- Heart Transplant
- Cardio Rehabilitation

Lung

- Pulmonology
- Interventional Pulmonology
- Thoracic surgery
- Lung Transplant

ENT

- Ear
- Nose
- Throat
- Head and Neck Surgery

Eyes

- Ophthalmology

Gastro Intestinal Tract

- Medical Gastroenterology
- Surgical Gastroenterology
- Hepatobiliary Pancreatic Surgery
- Liver Transplant
- Bariatric Surgery

Genito Urinary Tract

- Nephrology
- Urology
- Andrology
- Renal Transplant
- Gynecology
- Urogynecology
- IVF and ART
- Fetal Medicine
- Obstetrics

Oncology

- Medical Surgical and Radiation
- BMT and Hematology

Bones and Spine

- Orthopedics
- Arthroscopic Surgery
- Spine Surgery
- Ortho Rehabilitation

Skin

- Dermatology
- Cosmetology
- Plastic and Reconstructive Surgery

Orthodontics

- Maxillo Facial Surgery

Anaesthesia

- OT Anaesthesia
- Day care Anaesthesia
- Pain Medicine

General Specialities

- Internal Medicine
- General Surgery
- Diabetology & Endocrinology

Pediatrics

- Pediatrics & Pediatric Sub Specialities
- Neonatology

Radiology

- Imaging
- Interventional Radiology

Lab Services

- Pathology
- Microbiology
- Biochemistry
- Molecular Biology
- Clinical Hematology

Critical Care Services

- ICU
- CTICU
- SICU
- NICU
- PICU
- Neuro ICU
- ECMO ICU
- Post Transplant ICU

Hospital Infection Control

- Clinical Infectious Diseases



4-Arm HD da Vinci Robotic Surgical System

Facilitates complex surgeries that are virtually scar less



O-Arm Scanner

Multi-dimensional surgical imaging platform optimized for use in spine, orthopaedic, and trauma-related surgeries



Spy Glass

State of the art add on to ERCP that allows doctors to observe patients' biliary duct system and other tiny ducts in the pancreas



Novalis Tx Linear Accelerator

Machine used in radiosurgery and radiotherapy for treating cancer patients



3 Tesla MRI

Non-invasive diagnostic imaging technique performing faster scans and gives improved diagnostic sensitivity and specificity



Fibroscan

Specialized non-invasive diagnostic ultrasound-based device that measures fibrosis and steatosis caused by different liver diseases



EBUS

Used to diagnose lung cancer, infections, and other diseases causing enlarged lymph nodes in the chest



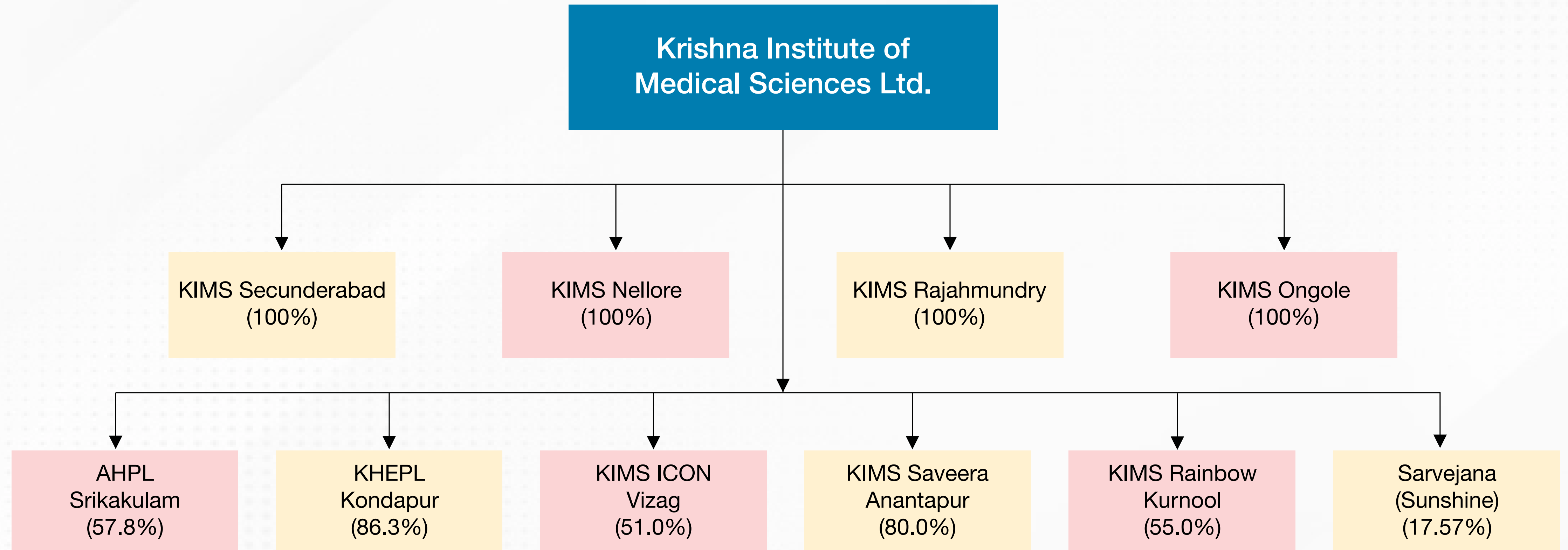
STEALTH STATION S8

Provides the Neuro surgeon to use data intraoperatively for advanced visualization.

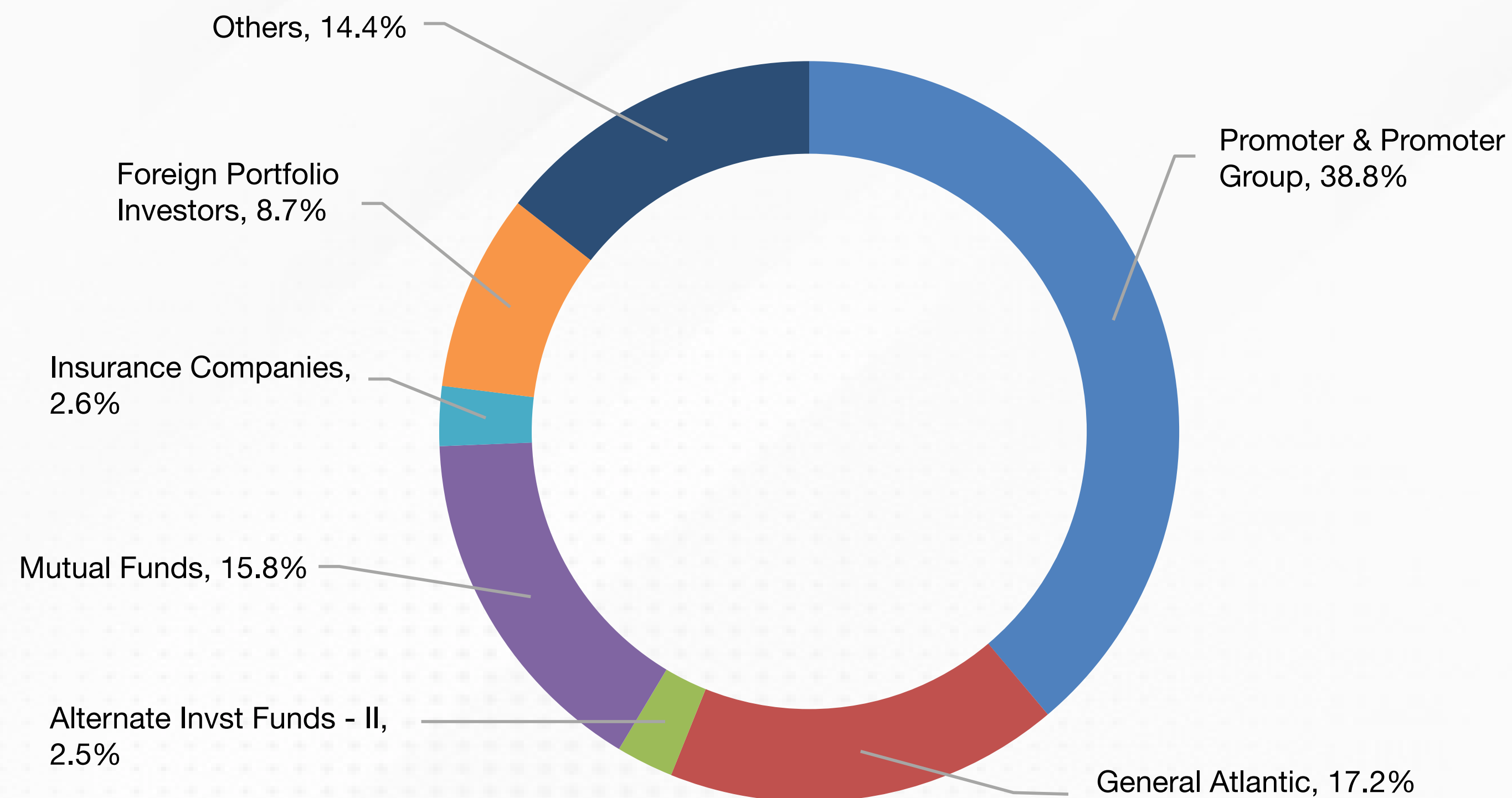


IMPELLA

Impella, the world's smallest heart pump, is a percutaneous catheter-based technology that provides hemodynamic support to the heart



SHAREHOLDING PATTERN - 31ST DECEMBER, 2021



As on 31st Dec 2021

Top Shareholders - DII / FII

Share Holder	Share Holding %	Category
ICICI Ventures	2.4%	DII
Mirae Asset MF	7.5%	DII
Axis MF	3.8%	DII
Nomura	2.2%	FII
Polar Capital Fund	1.9%	FII
Invesco MF	1.9%	DII
Government Pension Fund Global	1.6%	FII
TATA AIA Life Insurance	1.3%	DII
HDFC Life Insurance	1.3%	DII
PGIM MF	1.2%	DII
IIFL Asset Management	0.7%	FII

Financial and Operational Updates

FINANCIAL & OPERATIONAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS*

Q3 FY 21-22

- Consolidated operating revenue saw an increase of 10% against Q3 of FY 21, standing at Rs. 3,960 million.
- Consolidated EBITDA for Q3 FY 22 stood at Rs. 1,322 million, a growth of 42% against Q3 FY 21. EBITDA margins expansion was driven by speciality mix change over FY 21 last year and operation leverage
- Consolidated PAT of Rs. 842 million in Q3 FY22 at 21% compared to Q3 of FY 21 was 13%
- EPS on diluted basis has increased to Rs.10.1 in Q3 FY 22 from Rs. 6.5 in Q3 FY 21

9M FY 21-22

- Consolidated Total Income saw an increase of 32% to Rs 12,906 million against 9M FY20-21 standing at Rs 9,774 million
- Consolidated EBITDA grew by 50% Rs. 4,143 million, mainly due to case mix, payer mix and cost optimisation
- EBITDA Margin grew to 32% in 9M FY22 from 28% in 9M FY 21 primarily led by tighter cost control on operating expenses and operating leverage.
- Consolidated PAT saw an increase of 77% to Rs. 2605 million against 9M FY20-21 standing at Rs 1,469 million
- EPS on diluted basis has increased to Rs. 33.3 in 9M FY 22 against 9M FY 21 of Rs. 19.0

OPERATIONAL HIGHLIGHTS

- 9M FY 22 occupancy stood at 63% against 53% in 9M FY 21
- IP volume grew by 24% & OP Volume grew by 31% during 9M FY 21-22 vs 9M FY 20-21 driven by near normalization in major specialities.
- ARPOB improved to Rs. 24,186 during 9M FY 21-22 vs Rs. 21,813 during 9M FY 20-21. This was mainly driven by better payor mix and increase in complex surgeries and procedures.
- ALOS has improved to 5.1 days from 5.3 days during 9M FY 21-22 vs 9M FY 20-21
- ARPP has increased from Rs. 1.15 Lakhs in 9M FY 21 to Rs. 1.23 Lakhs in 9M FY 22, which is a growth of 7%.

DIGITAL INITIATIVES

During the quarter, steady progress was made on digital transformation with notable initiatives as below:

- KIMS Hospitals sponsored the 'FHIR Connectathon' and a team of 16 members participated to build capability and show commitment to interoperability in healthcare.
- Remote patient monitoring technology was deployed in the wards, integrated with a digital nursing application.
- Digital applications were flexible to meet the needs of bed management and telemedicine consultation of Omicron Covid cases resulting in a safer and convenient patient experience during challenging times.

KIMS Hospitals is well on the way to take the next steps in doctors ordering tests on a mobile app, completely digital patient experience and resource optimization. Several initiatives are planned in the JFM quarter that will take digital to the next level at all units of the group.

ESG INITIATIVES

KIMS, Secunderabad has partnered up with Smart Joules Pvt Ltd (SJPL) a prominent Energy Services Company (ESCO) in 2018. A new and innovative model known as JoulePAYS was executed wherein, KIMS makes Zero Capital investment to implement various Energy Conservation Measures (ECMs) across the hospital and gets a guaranteed energy savings of minimum 10% annually over the baseline energy consumption.

- 22.3% of total energy consumption saved
- INR 66.5 lakhs of energy cost saving achieved
- 537 tonnes of CO₂ saved

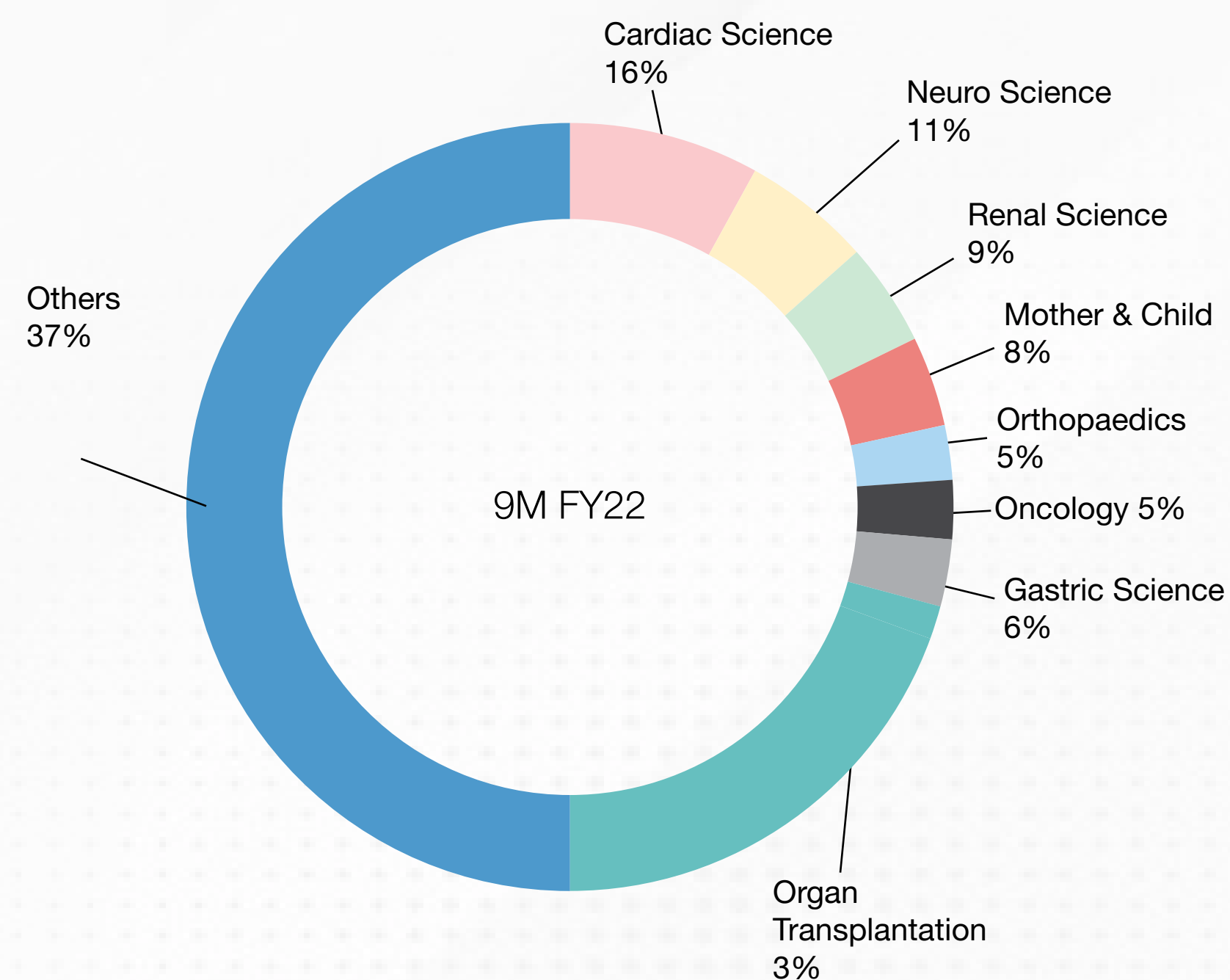
In real life translation, the above translates to approximately the following:

- 8,841 households getting electricity
- 22 Lakhs KMs less driven
- 22,000 trees planted

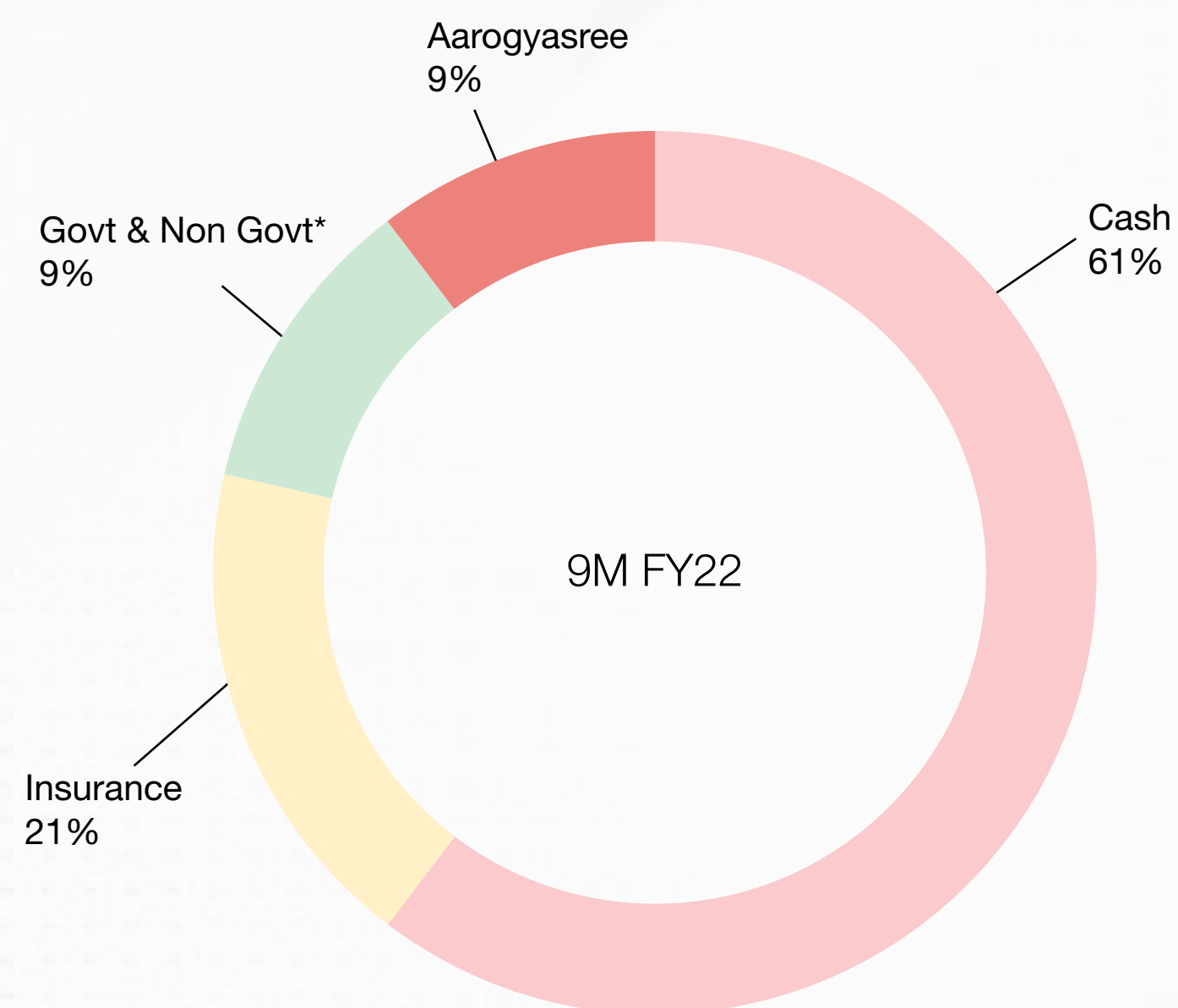
SPECIALITY, PAYOR & CLUSTER PROFILE

(9M FY22)

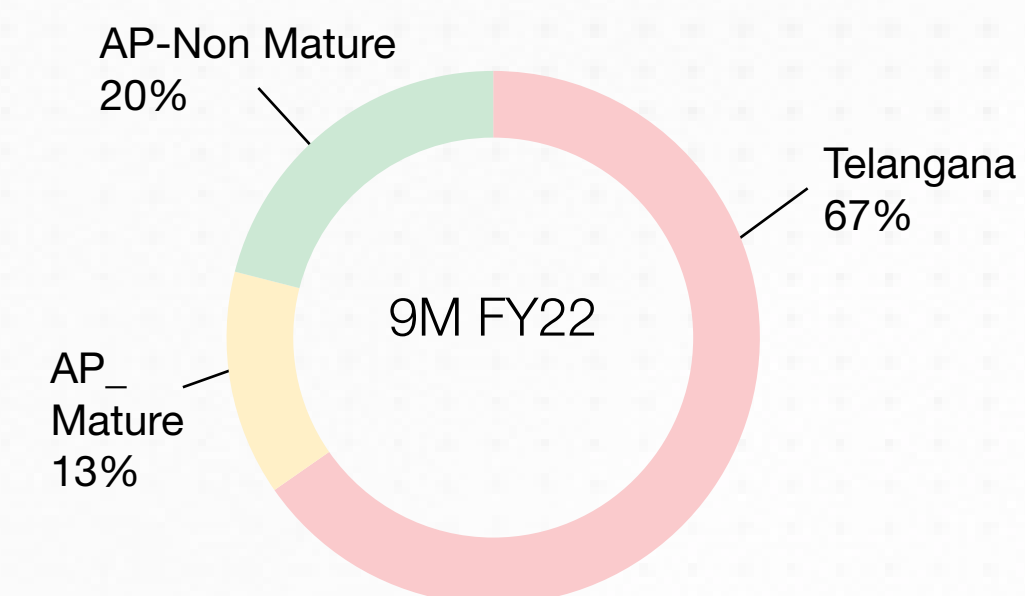
SPECIALITY MIX



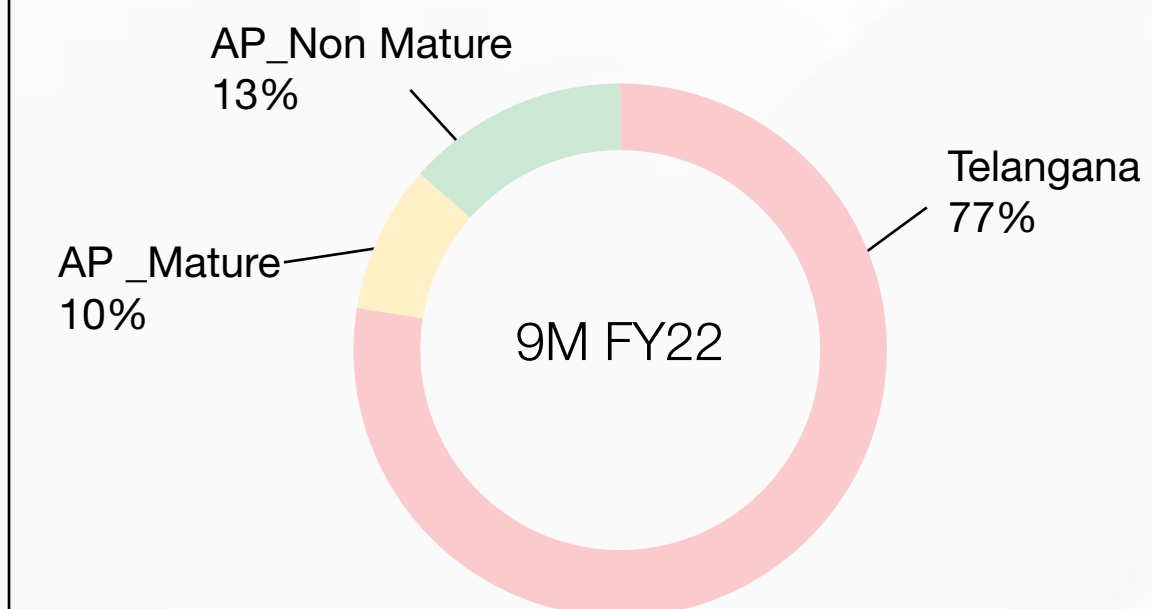
PAYOR MIX



CLUSTER REVENUE*



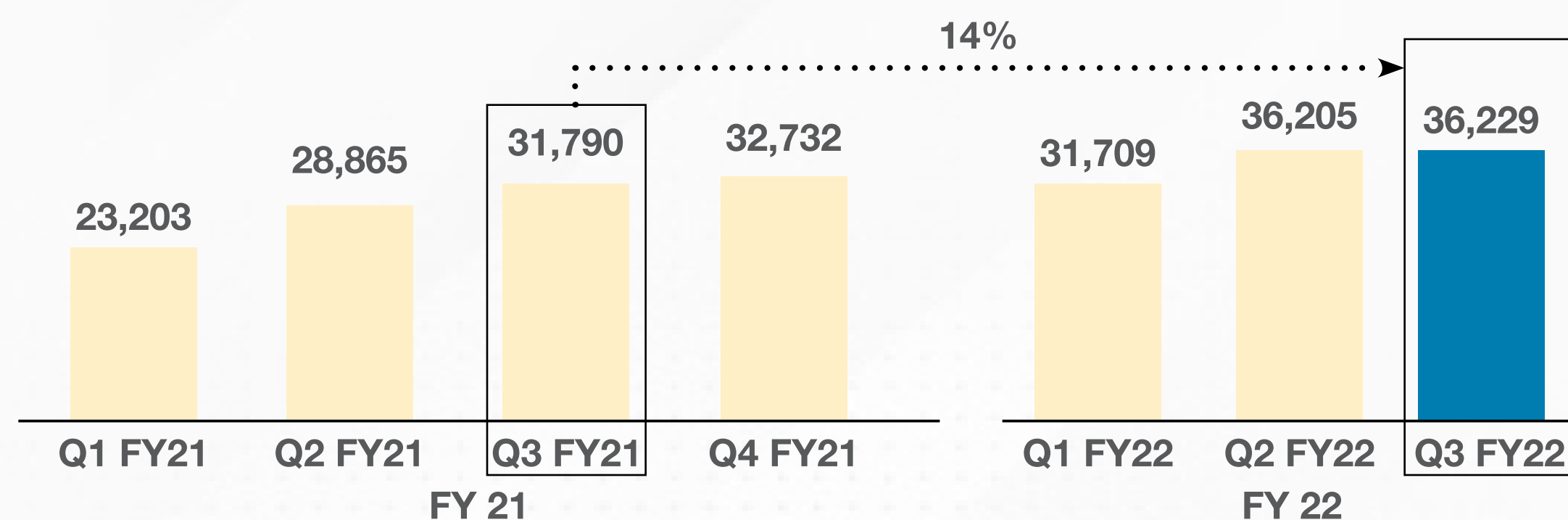
CLUSTER EBIDTA*



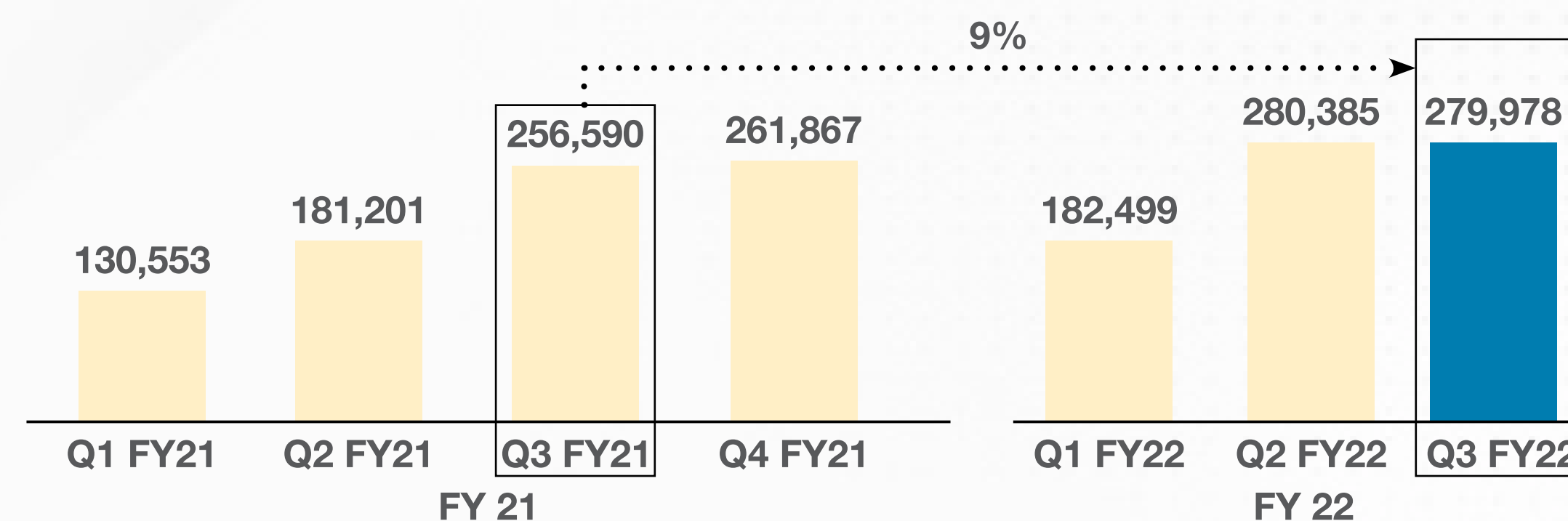
1) AP Matured: Nellore, Rajahmundry and Srikakulam
 2) AP Non-Mature: Ongole, Vizag, Ananthpur and Kurnool
 3) Telangana: Secunderabad & Kondapur

GROUP OPERATING PERFORMANCE 1/3

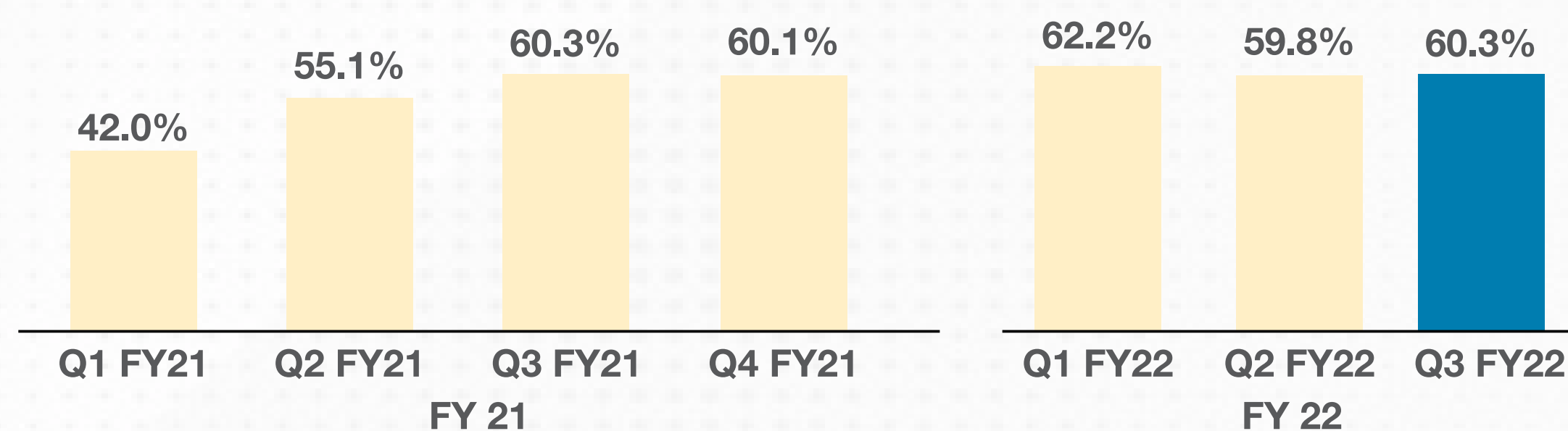
IP VOLUME



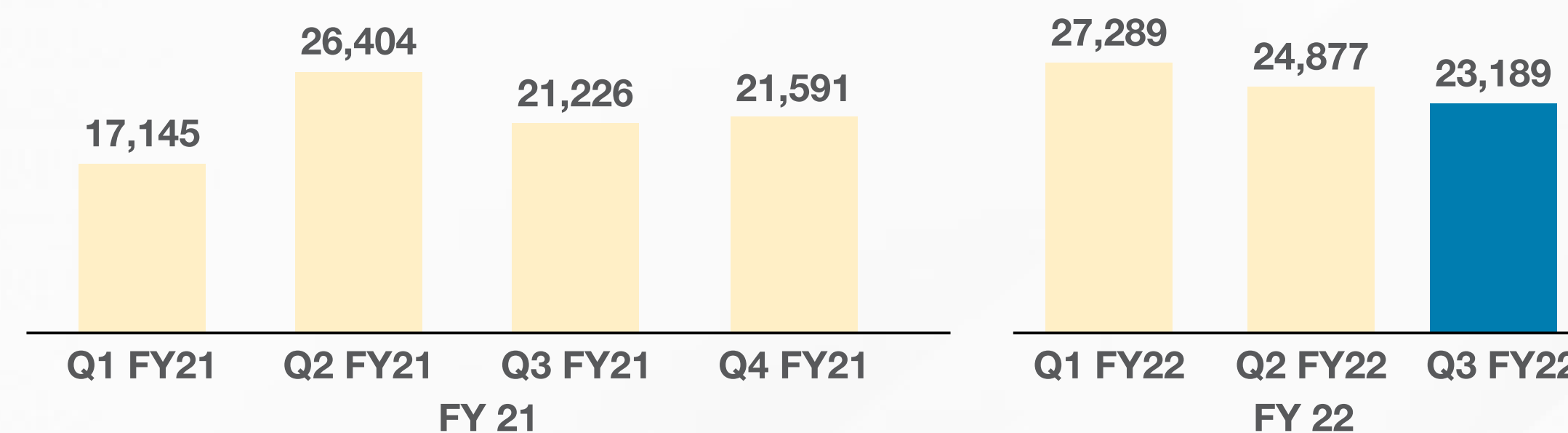
OP VOLUME



OCCUPANCY*



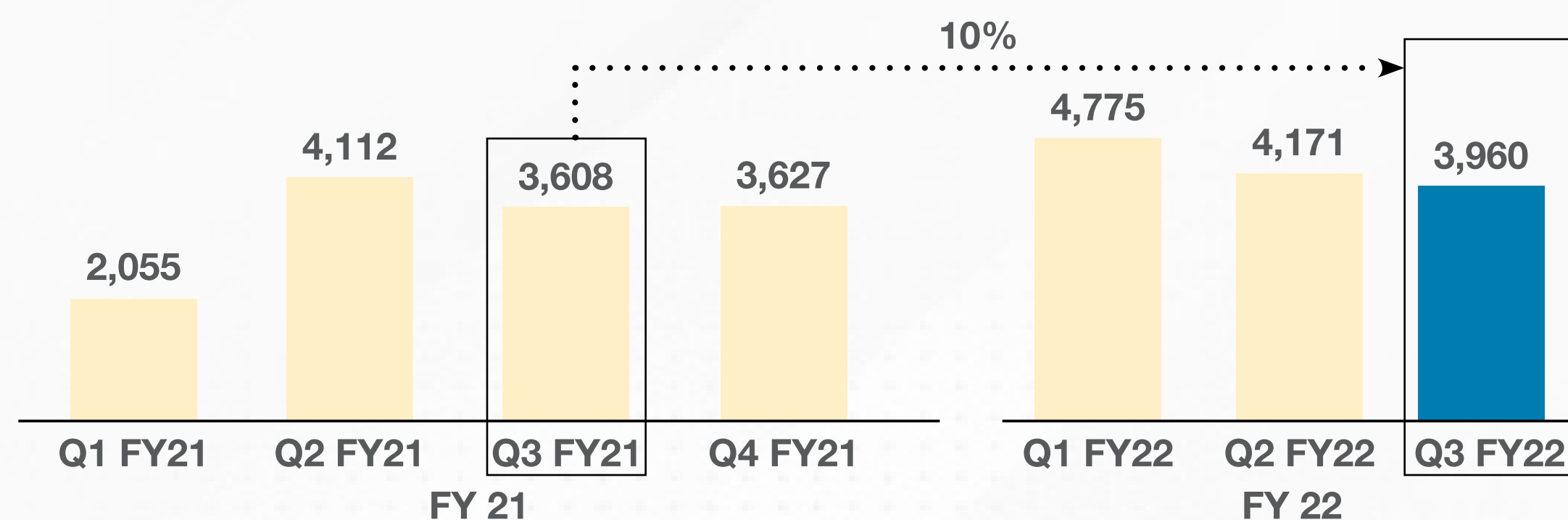
ARPOB



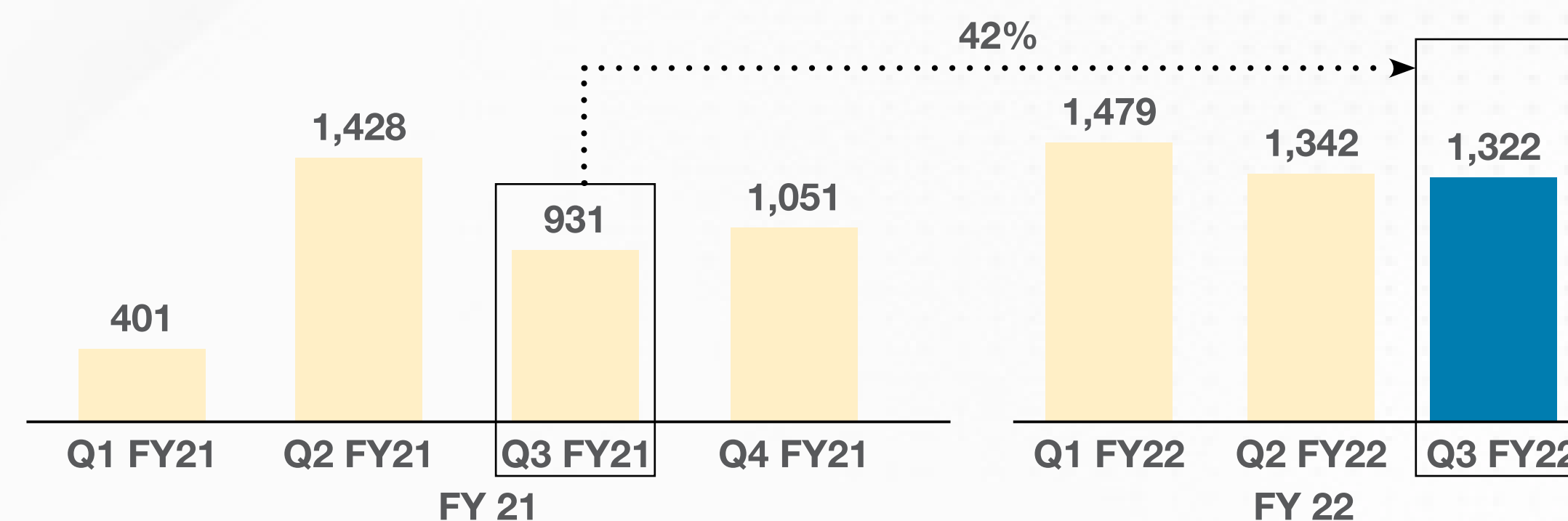
*Occupancy %: Based on Beds Capacity

GROUP OPERATING PERFORMANCE 2/3

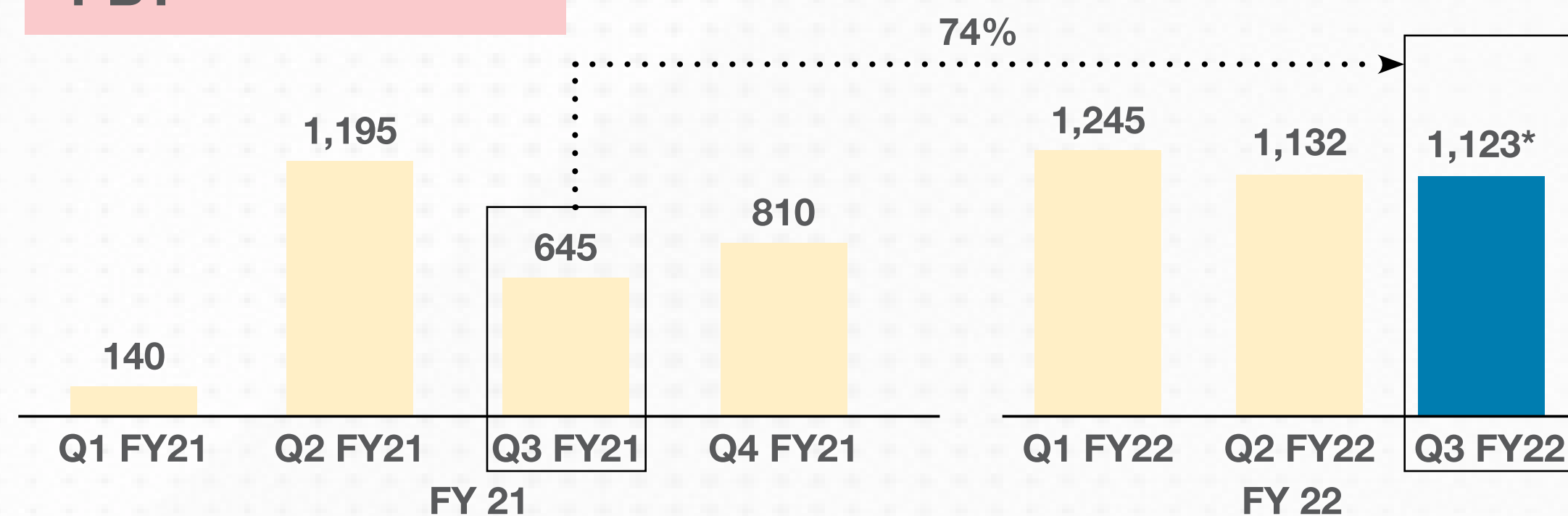
REVENUE



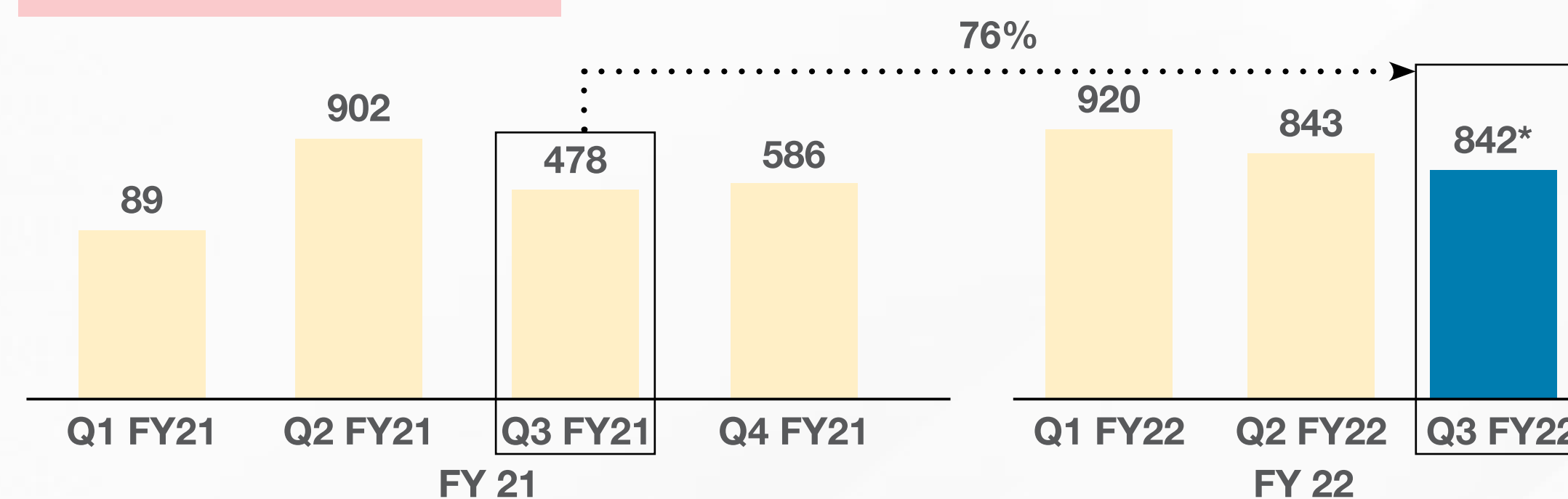
EBITDA



PBT



PAT



*Including share profit of Joint Venture (Sunshine)

GROUP OPERATING PERFORMANCE 3/3

Particulars	FY19	FY20	FY21	FY22 9M
Bed Capacity	2,804	3,004	3,064	3,064
Occupancy	49%	56%	58%	63%
IP volume	111,382	140,676	116,592	104,143
OP volume	900,043	1,137,560	830,211	742,862
ARPOB	18,334	18,307	20,609	24,186
ARPP	81,995	79,526	113,904	123,089
ALOS	4.47	4.34	5.53	5.09
Revenue	9,239	11,287	13,401	12,906
EBITDA	1,740	2,511	3,810	4,143
EBITDA %	19%	22%	28%	32%

1) Occupancy %: Based on Beds Capacity

2) FY19 EBITDA is adjusted towards the loss on FV changes in Financial Instruments

COMPARISON OF ANDHRA PRADESH MATURE HOSPITALS & ANDHRA PRADESH ACQUIRED HOSPITALS

Particulars	Matured Assets				Acquired Assets			
	FY19	FY20	FY21	9M FY22	FY19	FY20	FY21	9M FY22
Bed Capacity	570	570	630	630	1034	1234	1234	1234
Occupancy	67%	66%	66%	71%	32%	48%	62%	65%
IP volume	33,861	36,972	30,503	23,710	24,221	46,393	41,002	40,075
OP volume	221,322	248,774	209,178	144,924	225,375	389,995	289,324	279,117
ARPOB	13,558	14,961	13,608	13,978	8,705	9,727	9,881	11,911
ARPP	55,492	55,810	67,303	72,225	44,050	45,604	67,381	65,034
ALOS	4.09	3.73	4.95	5.17	5.06	4.69	6.82	5.46
Revenue	1,890	2,072	2,060	1,716	1,073	2,127	2,781	2,622
EBITDA	427	478	526	422	-31	116	468	569
EBITDA %	23%	23%	26%	25%	-3%	5%	17%	22%

Bed Capacity:

New Clinical specialities of Oncology, Vascular Surgeries and Mother & Child are planned in Ongole, Vizag and Anantapur. This will see addition of Bed and better occupancy in these units.

ARPOB and ARPP:

ARPOB and ARPP of Acquired assets have enough headroom to grow to the same levels of Mature Assets.

ALOS:

Further reduction of ALOS in Acquired assets is possible as we continue to optimise costs in these units.

EBIDTA:

EBIDTA Margin of Acquired assets has potential to reach the same levels of Mature assets basis our learnings from the same.

1) Matured assets: Nellore, Rajahmundry and Srikakulam 2) Acquired assets: Ongole, Vizag, Ananthpur and Kurnool
 3) Occupancy %: Based on Beds Capacity 4) Revenue & EBITDA: Before inter company eliminations

PROFIT AND LOSS STATEMENT

(RS. MILLIONS)

Particulars	9M FY 22	9M FY 21	(%)	Q3 FY 22	Q2 FY 22	Q3 FY 21	QoQ(%)	YoY(%)
Total Income	12,905.6	9,773.8	32%	3,959.6	4,171.5	3,607.5	-5%	10%
Material cost	2,800.4	2,116.4		821.8	855.2	722.6		
Employee benefit expenses	1,970.6	1,638.1		610.4	635.0	619.3		
Other expenses	3,991.8	3,259.5		1,205.9	1,339.4	1,334.5		
Total operative expenses	8,762.8	7,014.0		2,638.1	2,829.6	2,676.4		
EBITDA	4,142.8	2,759.8	50%	1,321.5	1,341.9	931.2	-2%	42%
EBITDA (%)	32%	28%		33%	32%	26%		
Depreciation	540.4	529.0		188.1	181.4	195.5		
EBIT	3,602.5	2,230.8	61%	1,133.5	1,160.5	735.7	-2%	54%
EBIT (%)	28%	23%		29%	28%	20%		
Finance cost	121.7	250.9		29.7	28.9	90.5		
PBT	3,480.7	1,979.9	76%	1,103.8	1,131.6	645.2	-2%	71%
PBT (%)	27%	20%		28%	27%	18%		
Share of profit / (loss) of equity accounted investees	19.7			19.7				
Tax expenses	895.6	511.4		281.6	289.0	167.4		
PAT	2,604.7	1,468.6	77%	841.9	842.5	477.8	0%	76%
PAT (%)	20%	15%		21%	20%	13%		
Basic EPS(Rs.)	33.27	19.25		10.14	10.34	6.55		
Diluted EPS (Rs.)	33.27	18.95		10.14	10.34	6.45		

First left main bifurcation stenting was placed on a 40 years patient suffering from severe chest pain due to the blood blockage in artery.

Appendix measuring an abnormally large 19 cm removed from a 27 years young patient.

Update on Sunshine Hospital

SUNSHINE HOSPITAL - BRIEF PROFILE



SUNSHINE
HOSPITALS



Dr. A.V. Gurava Reddy
Managing Director



Dr. A. Bhavani
Director



SECUNDERABAD



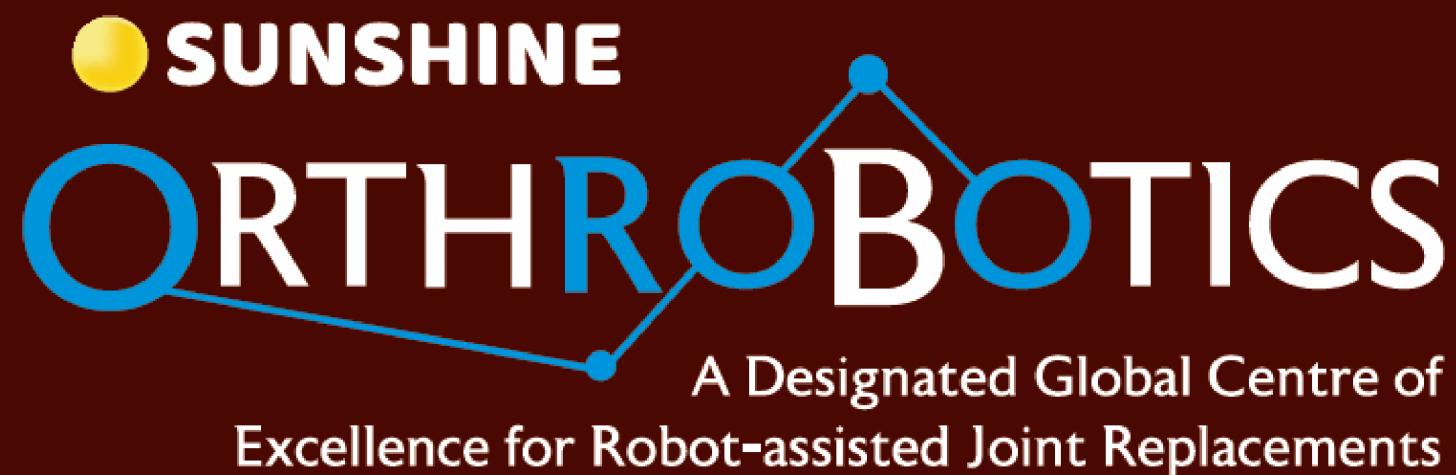
GACHIBOWLI



KARIMNAGAR

- Started in 2009
- Founders: Dr. A.V. Gurava Reddy & Dr. A. Bhavani
- Second largest Orthopedic practice in South East Asia

- Locations: Secunderabad, Gachibowli & Karimnagar
- Beds Capacity: 600+
- Key Specialities: Ortho Sciences, Cardiac Sciences & Gastro Sciences



SUNSHINE
ORTHROBOTICS
A Designated Global Centre of
Excellence for Robot-assisted Joint Replacements

Mako
Smartrobotics
Know More Cut Less



- 1st Hospital in INDIA with ISOC Membership (Only 2 from India have this membership)
- 4000 Total joint replacements performed on average, every year
- More than 10,000 surgeries annually, across all the orthopaedic sub-specialities
- More than 700 Robotic Knee replacements done in less than 18 months - Fastest in the World!

INTEGRATION UPDATE OF SUNSHINE HOSPITALS

Brand Integration:

- Post renovation work which is expected to finish in next 2 quarters, Sunshine Gachibowli Unit will be renamed as KIMS-Sunshine Hospital.
- The existing Sunshine Secunderabad Unit has severe space constraints and the building is also on lease. We would be moving to a newer space (around 1.5 KMs away) by Dec 2022 and this unit will be renamed as KIMS-Sunshine Hospital.

Operational Integration:

- IT Infrastructure updation is complete and the both the units are now in sync with KIMS IT Infra.
- Assessment and Realignment of manpower along with implementation of KIMS HR policy is in progress. This will be completed by the end of Q4 FY22.
- Other key integration of Centralised Procurement for all medical and non-medical purchase work is fast nearing completion.

Clinical Integration:

- We have identified and started work on strengthening key clinical departments which have the potential to be the growth engines for Gachibowli unit. The on boarding of doctors in these departments will be complete in the next two quarters.
- On boarding of clinical talent for Secunderabad unit will happen closer to second quarter of next financial year. Our expected date to close all key clinical hiring is by 2nd quarter of next financial year.

SUNSHINE HOSPITALS -CONSOLIDATED FINANCIAL SNAPSHOT (P&L)

Ind AS

P&L Summary (In INR Mn)	Nov-Dec '21 (2 Months)
Revenue (Inc. Other Income)	745.26
EBITDA	179.19
EBITDA %	24.04%
Finance Cost	23.80
Depreciation	49.47
PBT	105.92
PAT	71.92
EBITDA	179.19
IND AS Adjustment	34.10
EBITDA - Pre Ind AS Adjustment (Rental)	145.09

Source: Audited Financial Statement

Update on Expansion Plans

EXPANSION PLANS

Units	Current Beds	Incremental Beds	New Departments	Approx. Capex	Approx. Timeline (Starting April 2021)
Kondapur	200	500	All Specialities	300 Cr	36-42 months
Vizag	434	50	Cancer Centre	15-20 Cr	24 months
Anantapur	250	150	Cancer Centre / Mother & Child	50-60 Cr	36-48 months
Ongole	350	-	Cancer Centre	15-20 Cr	36-42 months
Bangalore	-	350-400	All Specialities	300-330 Cr	36 months
Chennai	-	350-400	All Specialities	400 Cr	36 months
Western / Central India	-	250-300	All Specialities	300 Cr	24-36 months

Thank You