

18th May 2023

The General Manager,
Department of Corporate services
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejhebhoj Towers,
Dalal Street,
Mumbai - 400 001.
Scrip Code - 543308
ISIN: INE967H01017

The Manager,
Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, 5th Floor,
Plot No.C/1, 'G' Block,
Bandra - Kurla Complex,
Mumbai - 400 051.
Symbol - KIMS
ISIN: INE967H01017

Dear Sir,

Sub: Investor presentation

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith the Investor Presentation on Audited (Standalone & Consolidated) Financial Results of the Company for the Quarter and Year ended 31st March 2023.

The said presentation is being uploaded on the website of the Company i.e., <https://www.kimshospitals.com/investors/Disclosures> under Regulation 46 of SEBI (LODR) Regulations, 2015/Analysts Calls schedule, PPT & Transcripts/PPT's / FY 22-23.

We request you to take this on record.

Thanking you,
Yours truly,

For Krishna Institute of Medical Sciences Limited

MANTHA
UMASHANKAR

Digitally signed by
MANTHA UMASHANKAR
Date: 2023.05.18
18:29:38 +05'30'

Umashankar Mantha
Company Secretary & Compliance Officer

Enclosed: As above

Krishna Institute of Medical Sciences Limited

D.No.: 1-8-31/1, Minister Road, Secunderabad - 500 003, Telangana, India
Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558



MAKING QUALITY
HEALTHCARE
**ACCESSIBLE &
AFFORDABLE**

Q4 FY23
UPDATE

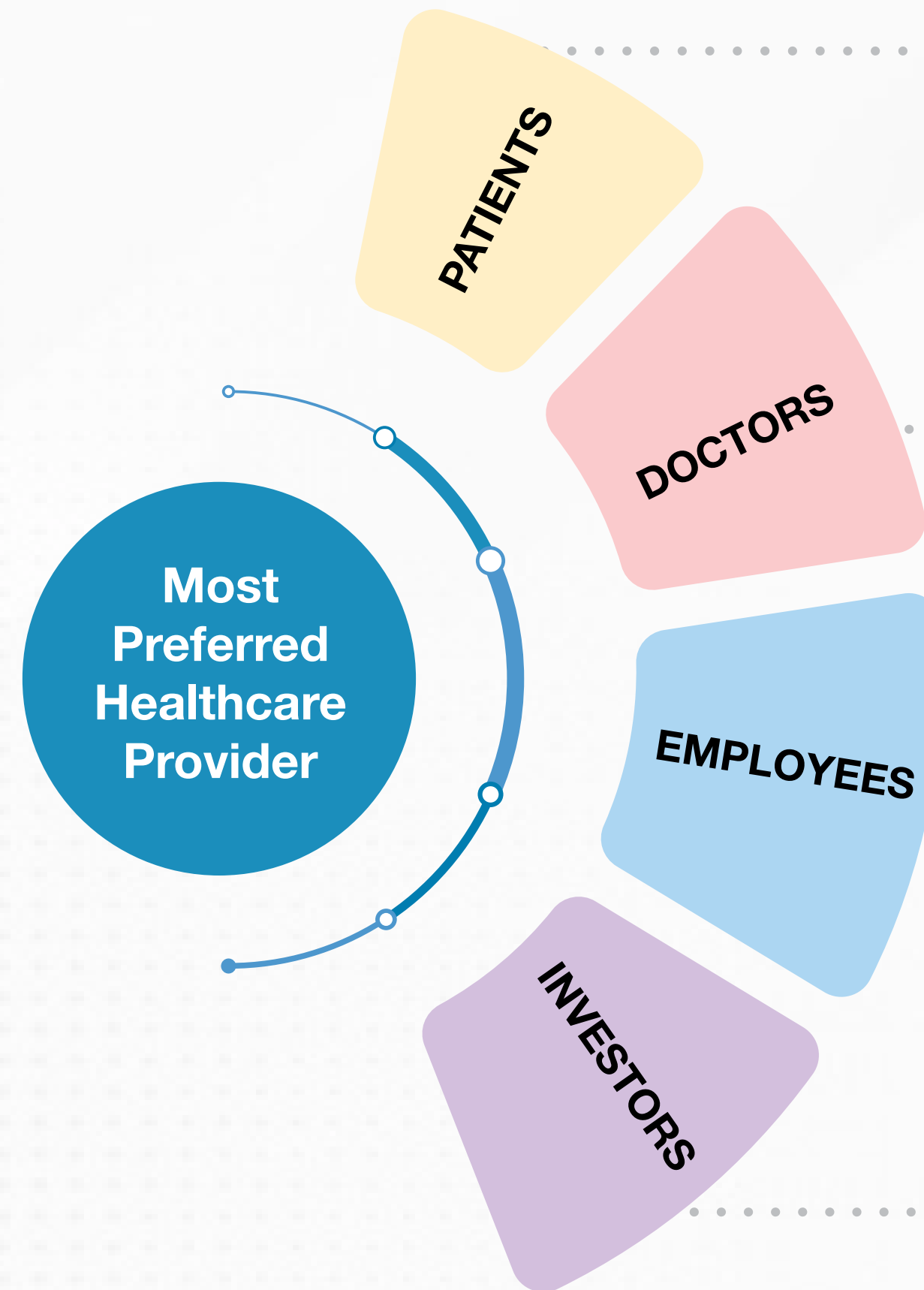
Driven by a Vision

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.

OUR MISSION:

Provide affordable quality care to our patients with patient-centric systems and processes.
 Enable clinical outcome-driven excellence by engaging modern medical technology.
 Provide a strong impetus for doctors to pursue academics and medical research.



- 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

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

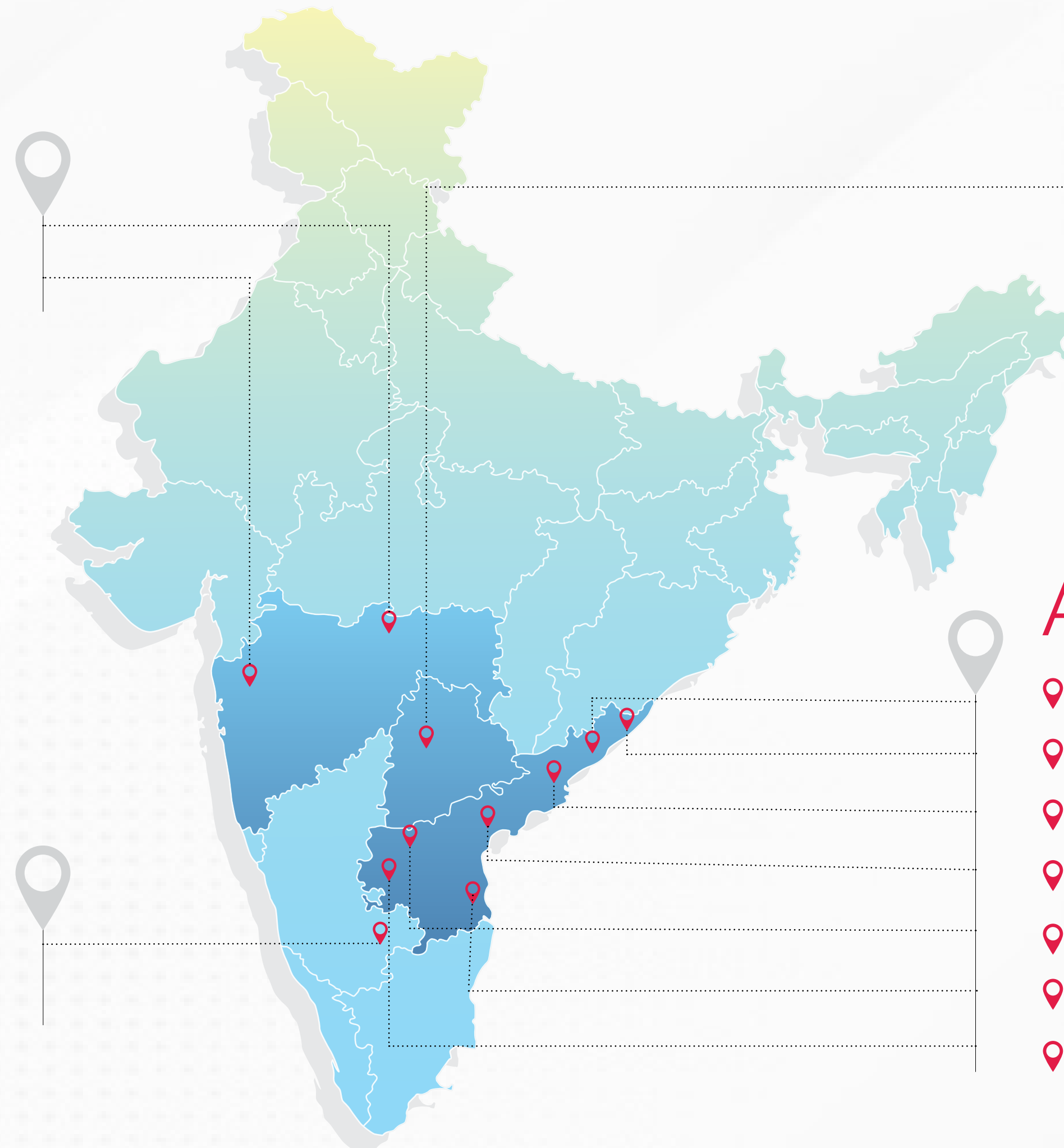
- Clinical Infectious Diseases

Maharashtra

- Nagpur (334) 📍
- Nashik (Under Construction) 📍

Telangana

- Secunderabad (1000) 📍
- Paradise Circle (290) 📍
- Kondapur (200) 📍
- Gachibowli (237) 📍



Karnataka

- Bengaluru 📍
- (Under Construction)

Andhra Pradesh

- Visakhapatnam (434) 📍
- Srikakulam (200) 📍
- Rajahmundry (195) 📍
- Ongole (350) 📍
- Kurnool (200) 📍
- Nellore (250) 📍
- Anantapur (250) 📍

Dr. B. Bhaskar Rao - Visionary Behind KIMS

Managing Director



A legend in CT Surgery, Dr. Bollineni Bhaskar Rao {MBBS, MS, DNB (CT Surgery)} is one of the very few Cardio-Thoracic Surgeons in the country, who performed over 30000 surgeries in his career spanning over more than 25 years.

Well known in the medical fraternity for his passion towards his profession, Dr. Rao started his entrepreneurial journey at “Mahavir Cardio Vascular Centre” in Hyderabad with 50 beds and performed heart surgeries at an unimaginable low cost of just Rs. 45,000 only. Dr. Rao never turned away any patient from the hospital for want of money.

The brand “Krishna Institute of Medical Sciences”, under Dr. B. Bhaskar Rao’s aegis began its journey in 2004 with a 300 bed hospital on par with the then established hospitals of Hyderabad in professional excellence, the state of art technology and infrastructure facilities.

Today KIMS is spread across 12 locations in Telangana, Andhra Pradesh and Maharashtra.

Dr. Bhaskar Rao was instrumental in formulating Rajiv Gandhi Aarogyasri scheme, first time launched in Andhra Pradesh in 2007 for providing health care to the poorest of the poor.

This prestigious scheme has won him accolades from all quarters of the country and the world. He was the chief architect of Aarogyashri scheme for both creating it and implementing it successfully.

This well formulated scheme has become so popular that the other States in India have emulated it time and again.



Dr. Abhinay Bollineni

Chief Executive Officer



Dr. Abhinay Bollineni joined KIMS Hospitals in 2013 and spent the next couple of years in Hospital Operations before taking charge of Strategy & Marketing for the Group in 2015.

In a short span of 5 years, KIMS expanded and opened five additional units (Kondapur, Vizag, Anantapur, Ongole, and Kurnool). Shortly after that, he was appointed as the CEO in 2019. The recent acquisitions led by him were of Sunshine Hospitals, Hyderabad and Kingsway Hospitals, Nagpur.

Dr. B. Abhinay completed MBBS from the Deccan Medical College, Hyderabad, in 2010. He was the lone qualified medical practitioner from India to be selected by the office of Hillary Clinton in 2011, where he participated in the 'International Visitor Leadership Program on Oncology: Research, Prevention and Treatment' held by the US Department of State

He was named in Business World's "BW 40 Under 40" list in 2019.

Under his stewardship, KIMS Hospitals got successfully listed on the Stock Exchanges in India in 2021.

Dr. Abhinay is passionate about using technology to enhance patient experience and clinical care. Towards this, he has spearheaded vital initiatives such as Financial counseling tool which uses AI to help patients with surgery costings among many others

Board of Directors



Dr. Bhaskara Rao Bollineni
Managing Director



Dr. Abhinay Bollineni
Chief Executive Officer



Mrs. Anitha Dandamudi
Whole-time Director



Shantanu Rastogi
Non-Executive Director



Mr. Rajeswara Rao G
Independent Director,
Chairman (Stakeholders'
Relationship Committee)



Mr. Saumen Chakraborty
Independent Director,
Chairman (Audit Committee)



Mr. Pankaj Vaish
Independent Director,
Chairman (Nomination &
Remuneration Committee)



Mr. Venkata Ramudu Jasthi
Independent Director

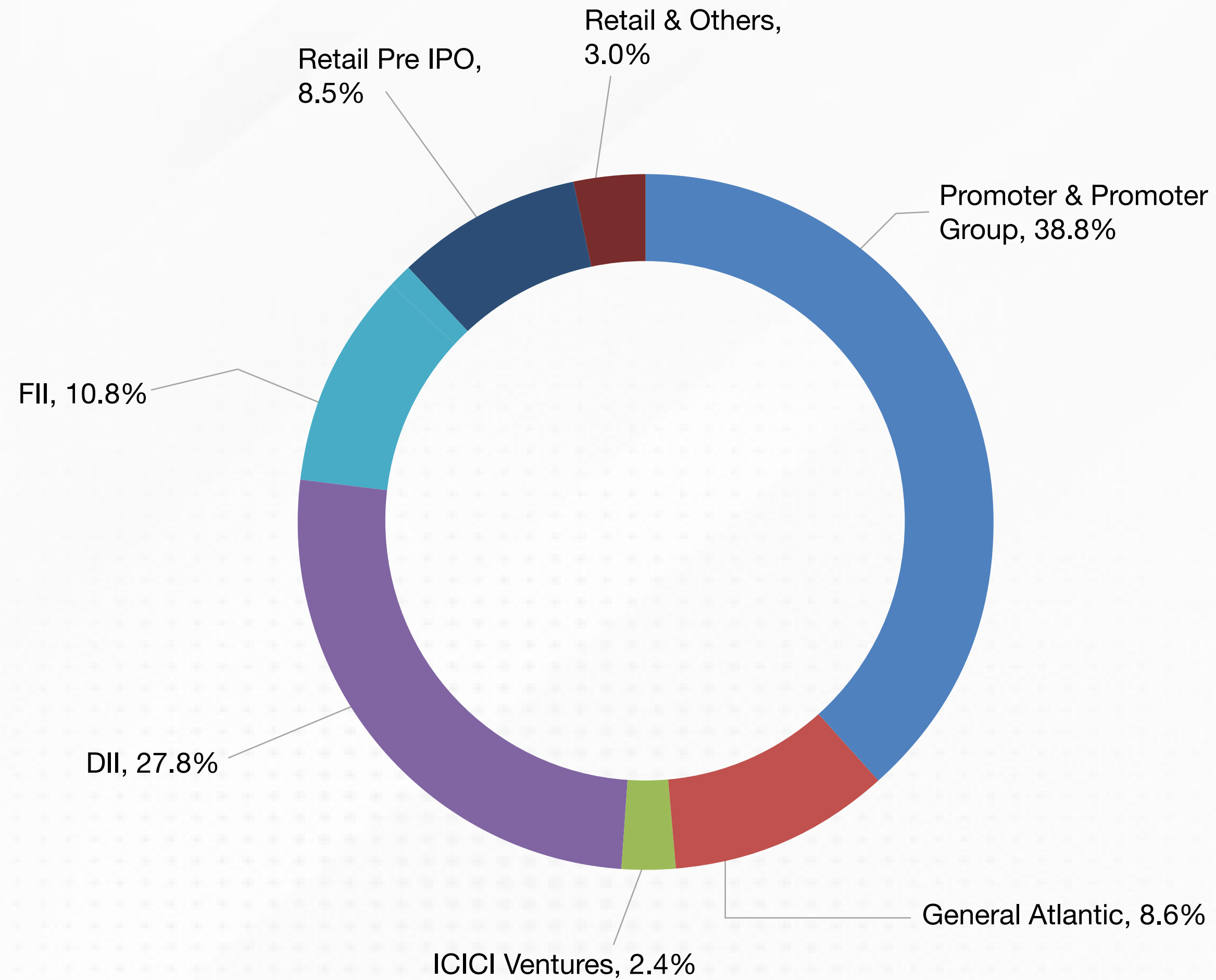


Mr. Ratna Kishore Kaza
Independent Director



Mrs. Y. Prameela Rani
Independent Director

Shareholding Pattern - 31st March, 2023



Share Holder	No of Shares	Share Holding %	Category
Promoter	3,10,86,304	38.8%	
General Atlantica	68,89,147	8.6%	
ICICI Ventures	19,39,393	2.4%	
Mirae Asset MF	67,75,617	8.5%	DII
Axis MF	49,53,659	6.2%	DII
ICICI MF	26,28,348	3.3%	DII
Nomura	19,00,965	2.4%	FII
ICICI Life Insurance	17,74,591	2.2%	DII
Amansa Holdings Private Limited	16,15,302	2.0%	FII
Emerald Investments Limited	15,70,000	2.0%	FII
TATA AIA Life Insurance	14,58,407	1.8%	DII
HDFC Life Insurance	12,14,217	1.5%	DII
Vanguard Equity Funds	9,99,340	1.2%	FII

Modern Medical Technology



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



Fibroscan

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



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



Mako Robotic for Knee Replacement

Produces minimal blood loss and a smaller scar. Helps preserve healthy bone and soft tissue. Results in less post-operative pain than manual techniques.



Cuvis Ortho Robo

The most advanced surgical equipment capable of 3D pre-planning, virtual surgery and precise cutting to provide accurate and precise surgery results



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



EVIS X1 Endoscopy System

The most advanced Endoscopy system helps improving clinical outcomes by providing Endoscopist with innovative and proven tools.

Many Firsts...

- **First in Asia** in to do Trans catheter Tricuspid Valve replacement procedure done in 2018
- **Largest** Joint replacement program in South Asia.
- **One of the largest** neuroscience programs for epilepsy among private hospitals in the country
- **Largest** ECMO program (18 machines) in the country.
- **First hospital in Hyderabad** to use an ECMO machine in 2013.
- **First hospital in Hyderabad** to do a Neonatal ECMO
- **First in India** to do TOF repair using CorMatrix patch for pulmonary valve reconstruction in 2017
- **First in the country** to do Robotic spleen preserving distal pancreatectomy

- **India's first** COVID Double Lung transplant done in 2020
- **India's first** Breathing Lung transplant done in 2021
- **First hospital in South India** to introduce Da Vinci Robotic System
- **The first hospital in Andhra Pradesh** and Telangana to have been Green OT certified in 2016
- **First hospital in India** to perform Arch Repair in Neonates and infants without TCA
- **First Hospital in South India** to do Total Skin Electron Beam Radiation therapy in 2018
- **Number 1 player** in Organ transplantation speciality (Heart, Lung, Liver and Kidney)*

- **Number 1** in Nephrology treatments in Andhra Pradesh*
- **Number 1** in Neurosurgery & Poly trauma treatments in Andhra Pradesh*
- **Number 1** in Cardio related surgeries and treatments programs in Andhra Pradesh *
- **Number 1** in Urology (Genito-Urinary) surgeries performed in Andhra Pradesh*

Key Accomplishments



Ranked No. 1 Hospital
by Times of India, Hyderabad



'Best Patient Friendly Hospital'
AHPI Health Care Excellence
Award (2017)



'Best Hospital to Work For'
AHPI Global Conclave
Award (2019)



Pharmacie De Qualite (PDQ)
Certification Overall PDQ Evaluation
Performance Score - 98%
Grading - PLATINUM



2nd Best Hospital in
Hyderabad (2021 & 2022)



20th National Award for
Excellence in Energy Management
Award 2019



National Quality Excellence
Awards 2019 for Best Super
Specialty Hospital in Telangana



2016
Neurology Department at
KIMS Secunderabad
ranked 3rd in India
Neurology India General



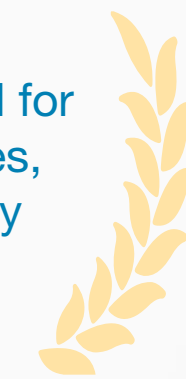
2019
KIMS Sec. Best Super-Specialty
Hospital in Telangana
National Quality
Excellence Awards



2020
Only Hospital in Telangana
to get NABH Accreditation for
Emergency Department



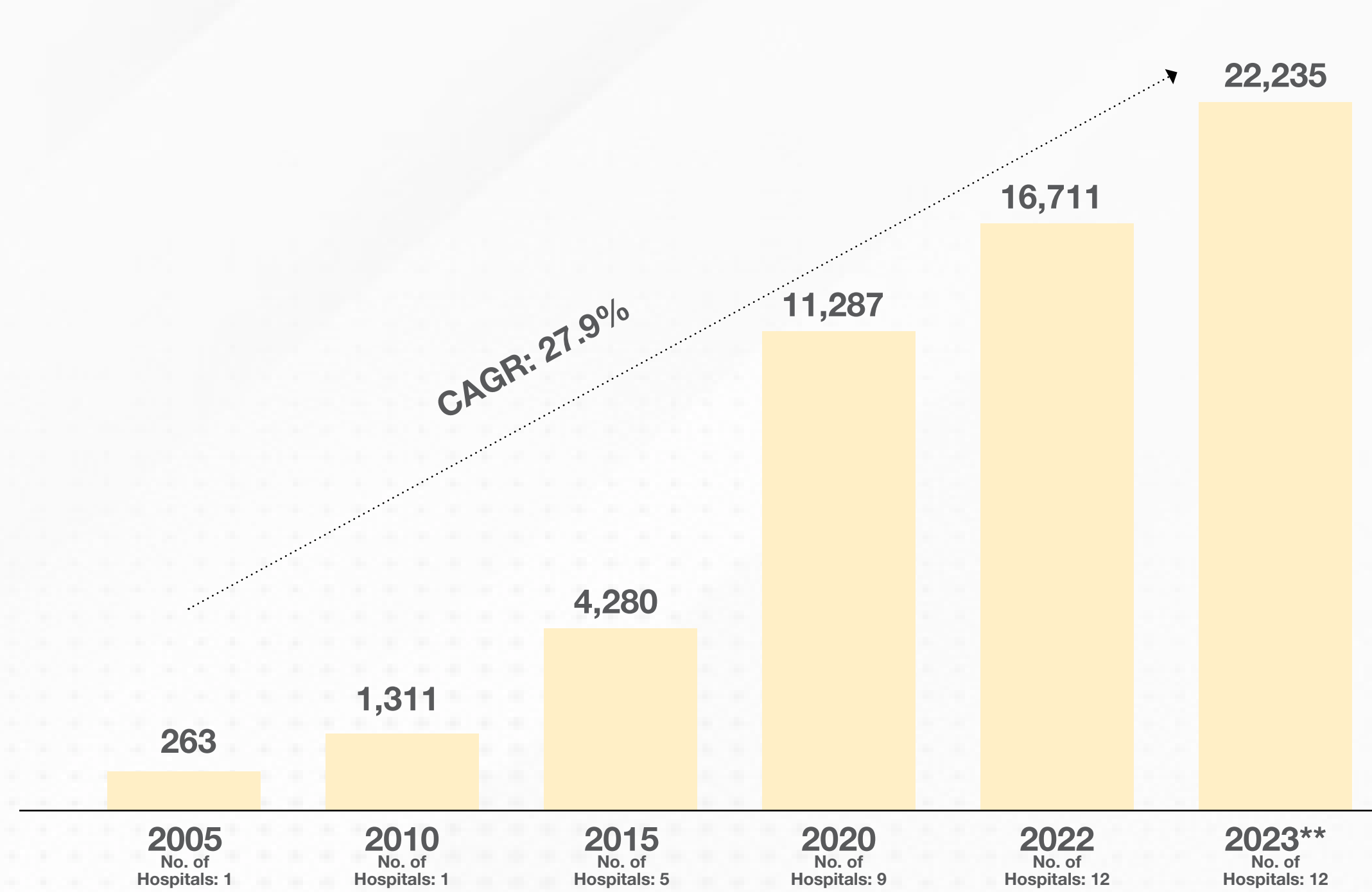
2021
Ranked No.1 in Hyderabad for
Cardiology, Neurosciences,
Nephrology & Emergency
Times Health Survey
Times of India



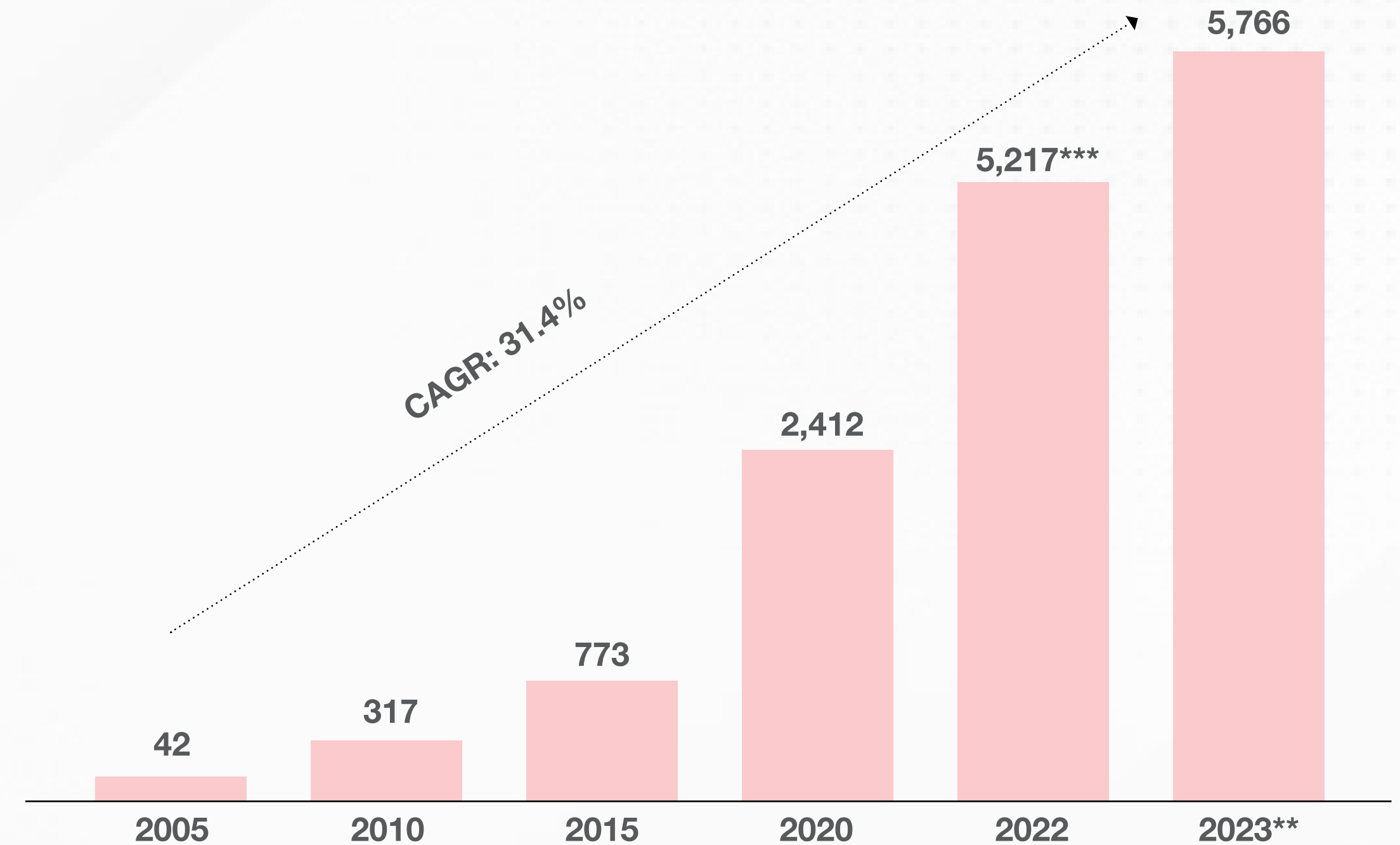


Consistent performer over 2 decades

(Rupees in Millions)



Total Revenue



***EBITDA**

*EBITDA before IND AS 116 and other income

**Revenue and EBITDA are including 7 month performance (Sep'22 - Mar'23) of the newly acquired unit at Nagpur

***FY22 EBITDA includes share of profit from JV (Sunshine)

Q4 FY23 Updates

FINANCIAL HIGHLIGHTS

Q4 FY 23 Consolidated

- Company achieved highest ever Consolidated Quarterly Revenue, EBITDA, PBT & PAT
- Consolidated Quarterly Revenue from Operations and EBITDA grew by 54.7% and 38.8%, respectively, on a YoY basis
- EBITDA Margin sequentially improved by 1.4% to 27.1% in Q4 FY 23 from 25.7% in Q3 FY 23; led by operational efficiency
- Consolidated Key Financials figures are as follows (Rs in Mn) :

Particulars	Consolidated - FY23 Q4 Results					Consolidated - FY23 Results		
	Q4 FY 23	Q3 FY 23	Q4 FY 22	QoQ	YoY	FY 23	FY 22	YoY
Total Income	5,808.1	5,686.1	3,805.3			22,235.5	16,710.9	
Less : Other Income	48.9	64.5	81.9			258.8	202.6	
Revenue from Operations	5,759.2	5,621.6	3,723.4	2.4%	54.7%	21,976.7	16,508.3	33.1%
PBT	1,272.7	1,128.1	992.7	12.8%	28.2%	4,700.8	4,473.4	5.1%
Add : Interest	54.2	115.2	38.5			305.5	160.3	
Add : Depreciation	354.4	332.9	186.4			1,292.6	726.7	
Reported EBITDA (Including other income) as per Financials	1,681.3	1,576.2	1,217.6	6.7%	38.1%	6,298.8	5,360.5	17.5%
Less : Other Income	48.9	64.5	81.9			258.8	202.6	
Less : INDAS 116	69.0	67.9	9.3			273.6	35.4	
EBITDA Pre INDAS & Other Income	1,563.3	1,443.8	1,126.4	8.3%	38.8%	5,766.4	5,122.4	12.6%
EBITDA % to Revenue from Operations	27.1%	25.7%	30.3%			26.2%	31.0%	

FINANCIAL HIGHLIGHTS

Q4 FY 23 Consolidated

- Consolidated Revenue from operations grew by 54.7% YoY basis and 2.4% on QoQ basis to Rs. 5,759.2 mn
- Consolidated EBITDA (Pre-INDAS and Other Income) grew by 38.8% on a YoY basis and 8.3% on a QoQ basis to Rs. 1563.3 mn
- Consolidated EBITDA Margin stands at 27.1% which has improved by 1.4% over the previous quarter; led by operational efficiency
- Consolidated PAT grew by 18.4% on a YoY basis and 20.6% on a QoQ basis to Rs. 986 mn
- Consolidated EPS grew by 15.6% on a YoY basis and 22.8% on a QoQ basis to Rs 11.7

OPERATIONAL HIGHLIGHTS

Q4 FY 23 Consolidated

- The ARPP and ARPOB registered improvements both on QoQ and YoY basis. The IP and OP volumes also displayed strong growth on YoY basis

Particulars	FY23 Q4 Results					FY23 Results		
	Q4 FY23	Q3 FY23	Q4 FY22	QoQ	YoY	FY23	FY22	YoY
IP Volumes ('000)	45.1	45.8	32.6	-1.7%	38.3%	177.2	136.7	29.6%
OP Volumes ('000)	380.9	381.6	270.9	-0.2%	40.6%	1,462.4	1,013.8	44.3%
ARPOB (in. Rs)	30,573	29,812	25,144	2.6%	21.6%	29,946	25,323	18.3%
ARPP (in. Rs)	1,27,916	1,22,631	1,15,296	4.3%	10.9%	1,24,187	1,21,232	2.4%

PROJECT STATUS

- KIMS Sunshine Secunderabad Hospital is expected to be completely shifted to a new state-of-the-art facility by Q2 FY 24.
- Nashik (Greenfield project) and Bangalore (Semi Brownfield) are progressing well and are expected to be operational as per schedule.
- Vizag Gastro unit is ready and will be operational by Q1 FY 24.
- Thane project's legal documentation work is in progress and expected to be completed by June'23. The hospital is expected to be operational by Q2 FY 25.
- On the digital side, SAP has been successfully implemented and gone live at a few of our units and is expected to be fully implemented across all units by the end of FY 24.

DIGITAL INITIATIVES

During the last quarter, KIMS continued its digitization journey with a goal of having 100% paperless business process in all its operational, clinical and finance verticals.

As part of this journey, last quarter we have either initiated or delivered the following programs:

- Delivered application process controls that enable automation, revenue controls and reduce human intervention
- Delivered EHR enhancements for OP, IP, ER and OT that digitizes all patient records as well as communication including prescription, lab results, transfers and cross consultations
- Rolled out Patient facing engagement application in Nagpur and Gachibowli.
- Continued AWS adoption for all global applications and SSO for access control.
- Went live with SAP for FICO, MM and SD in 4 units. Working on 5 units next.

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.

For the period Jan 2023 – Mar 2023:

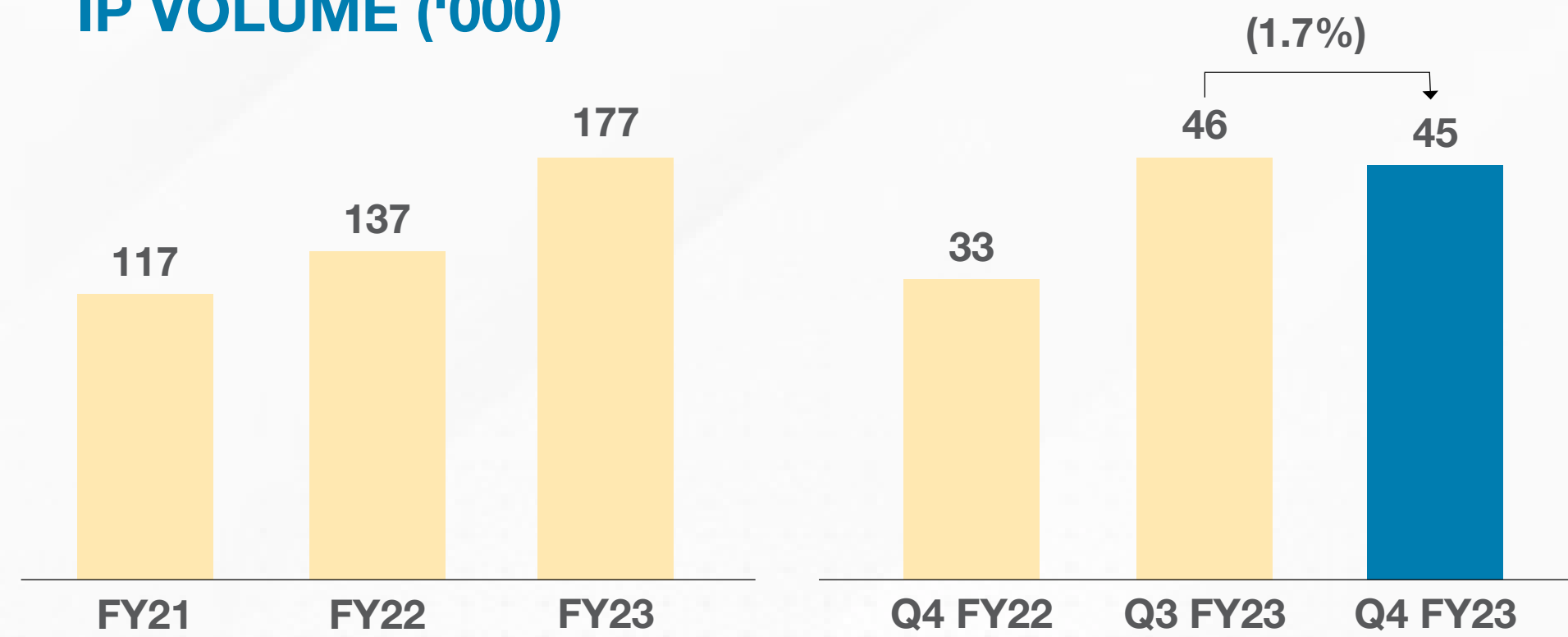
- 12.9 % of total energy consumption saved
- INR 39.63 lakhs of total energy cost saving achieved
- 139 tonnes CO2 saved

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

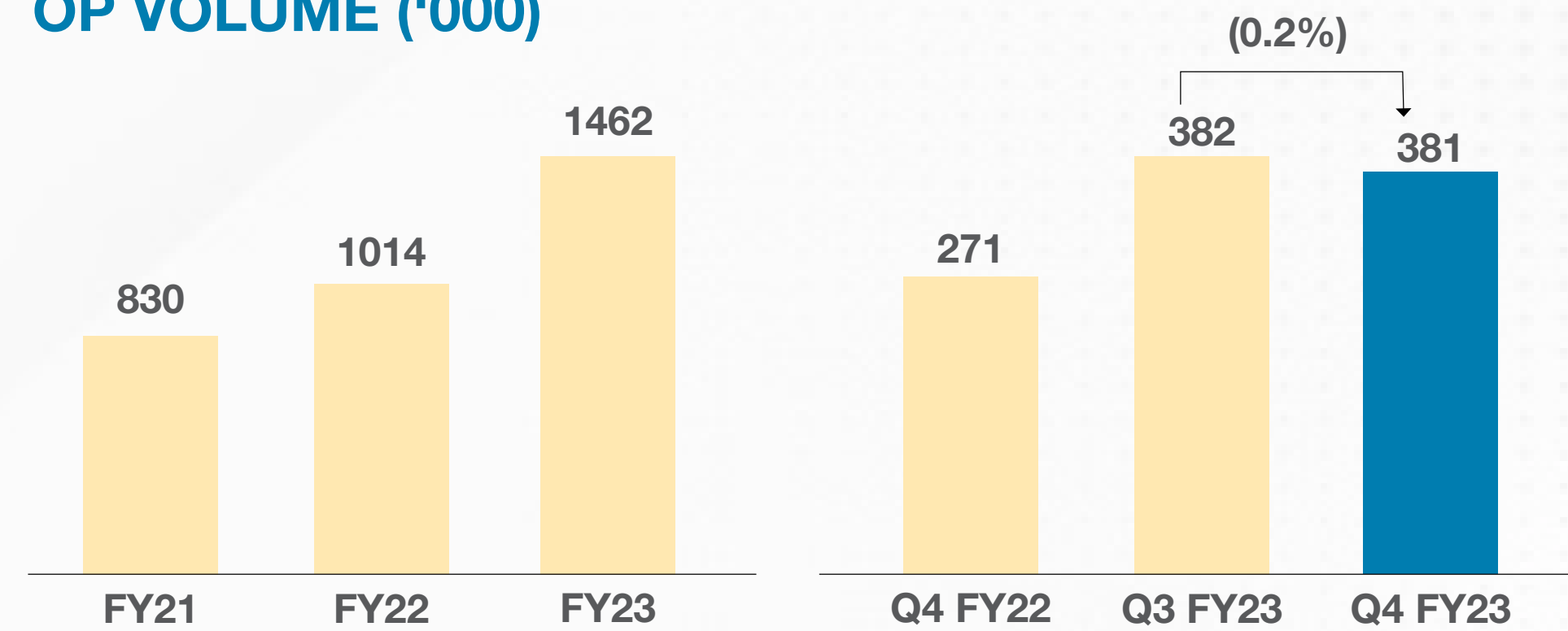
- 4,797 households getting electricity
- 5.62 Lakhs Kms less driven
- 5,699 trees planted

Group Operating Performance - 1/3

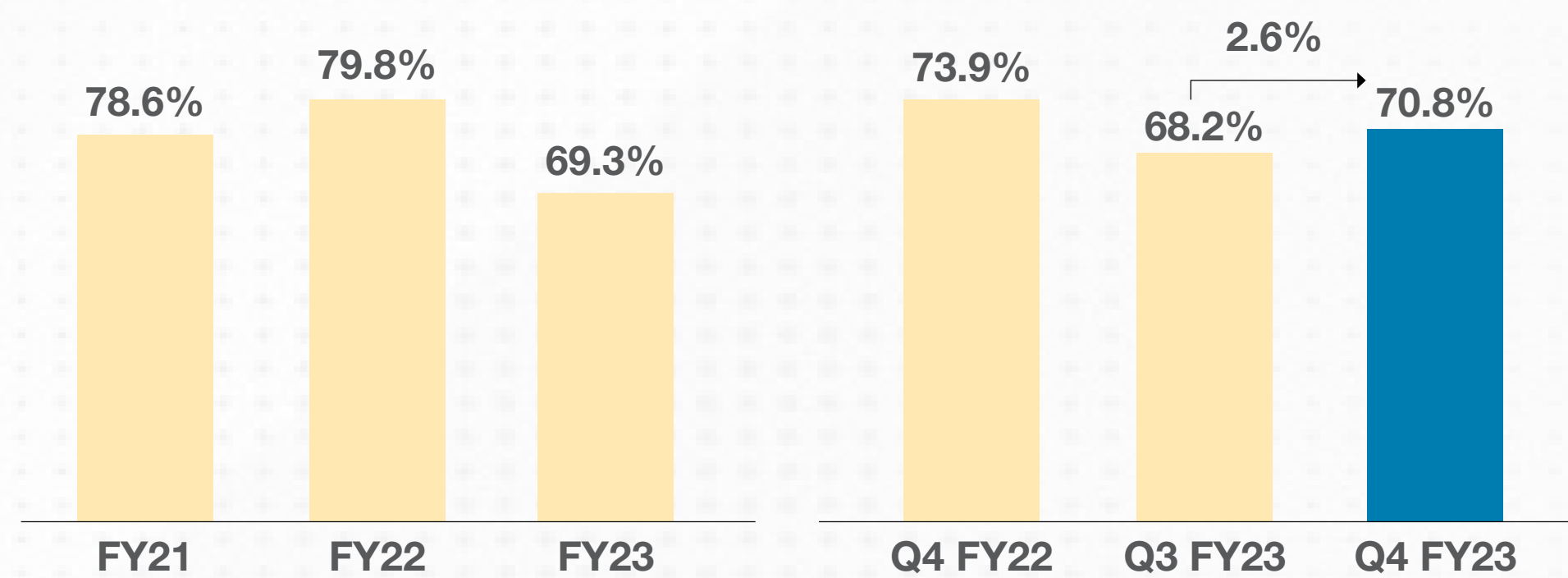
IP VOLUME ('000)



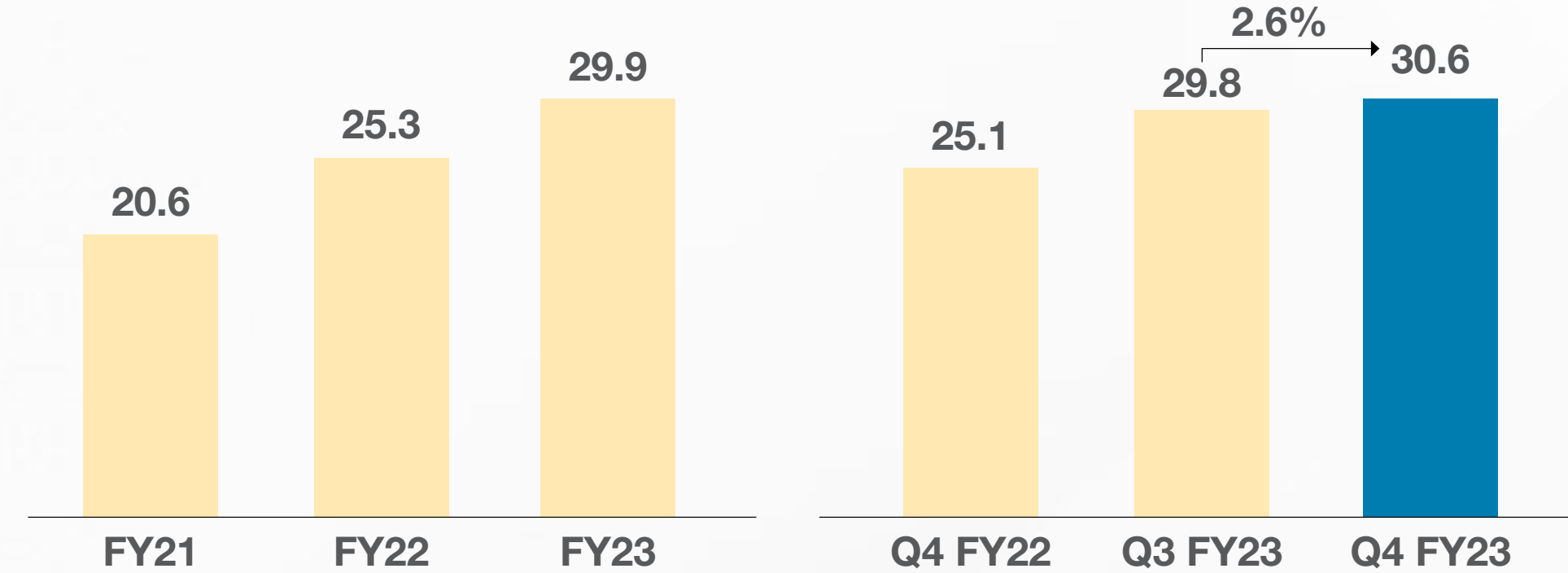
OP VOLUME ('000)



OCCUPANCY*



ARPOB ('000)

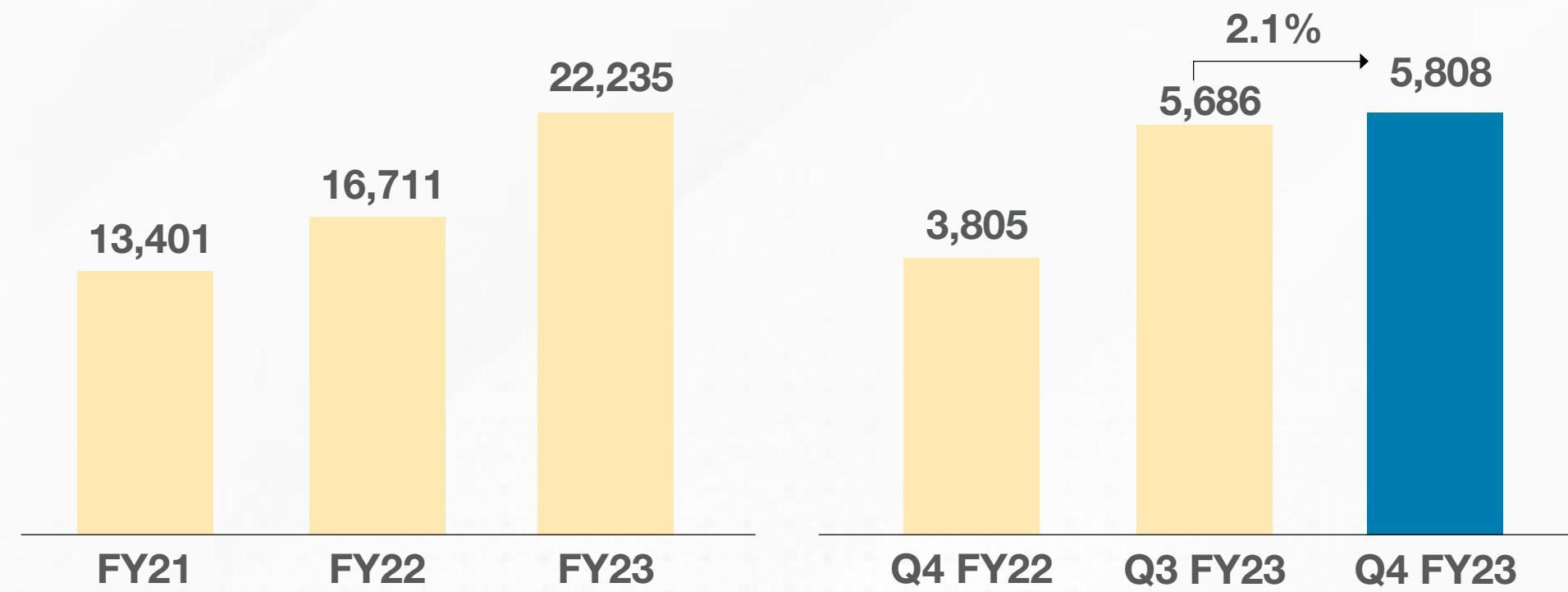


*Occupancy % based on operational Census Beds

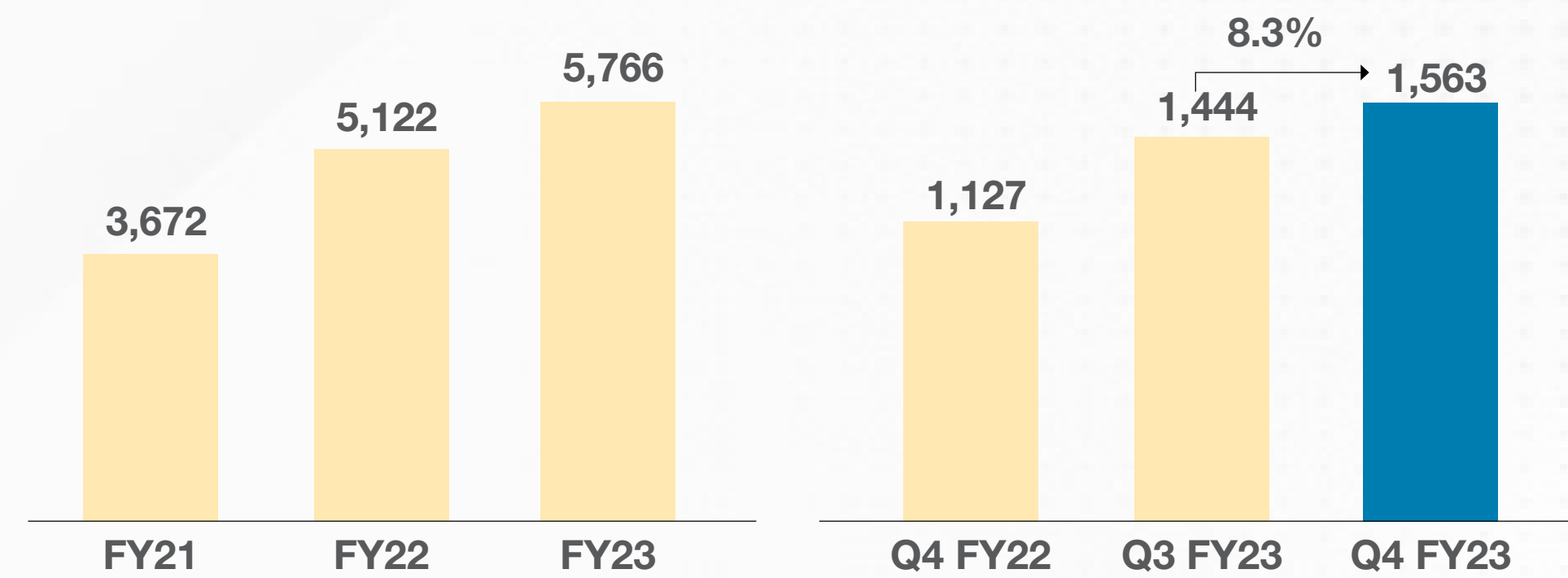
Group Operating Performance - 2/3

(Rupees in Millions)

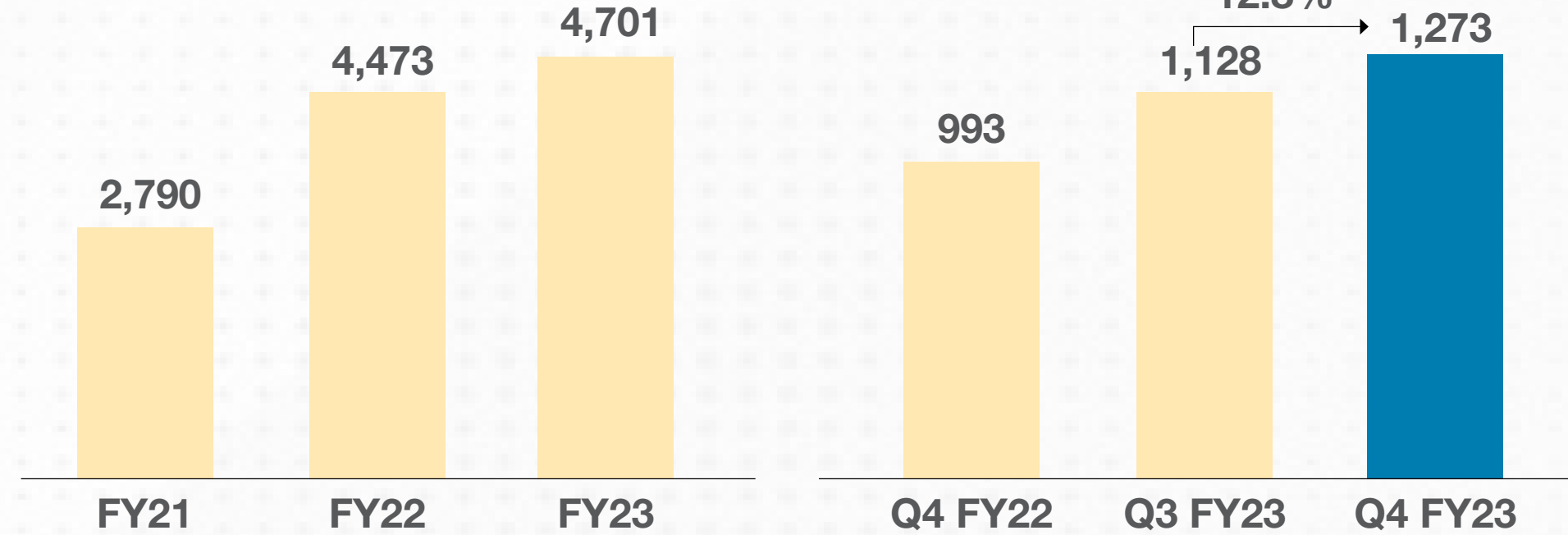
TOTAL REVENUE



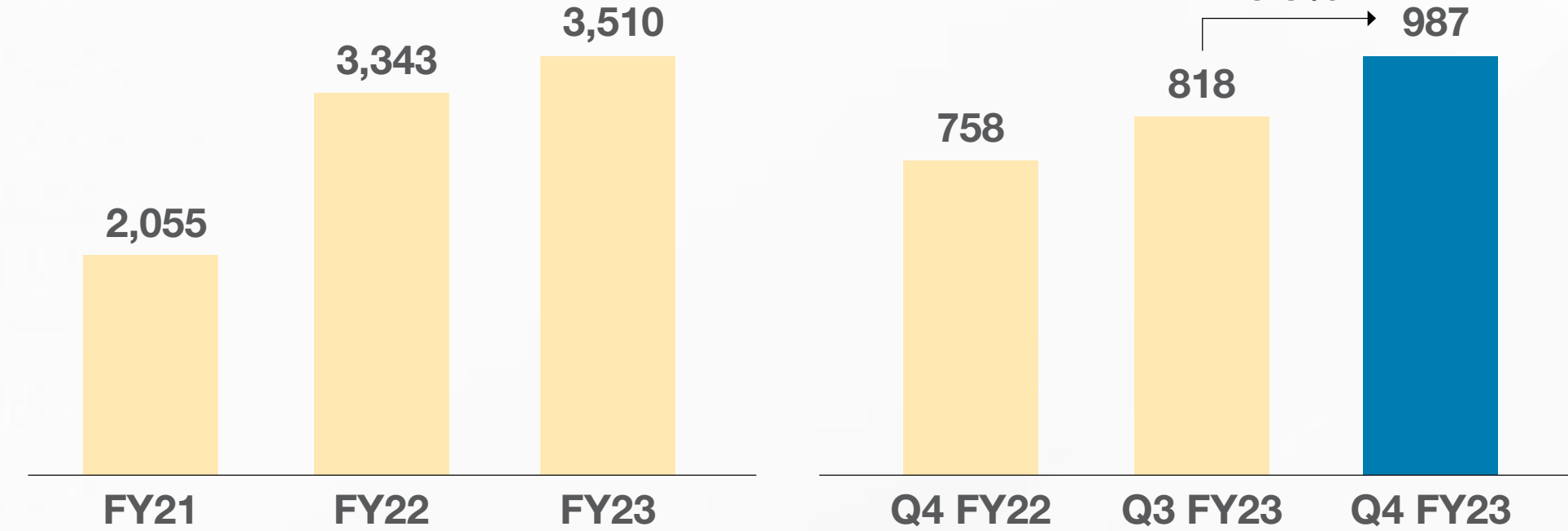
EBITDA*



PBT**



PAT**



*EBITDA before IND AS 116 and other income

**PBT and PAT are excluding items of:

- 1) Associates share of profit of Rs. 19.7 Mn and Rs. 75.4 Mn in FY22 Q3 & Q4 and FY22
- 2) Fair value gain on acquisition of control of Rs. 148.3 Mn in Q2 FY23 and FY23

Group Operating Performance - 3/3

Particulars	FY21	FY22	FY23	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23
Bed Capacity	3,064	3,064	3,940	3,666	4,015	4,015	3,940
Operational Beds	2,590	2,590	3,468	3,222	3,543	3,543	3,468
Census Beds	2,246	2,246	2,960	2,760	3,026	3,026	2,960
Non Census Beds	344	344	508	462	517	517	508
Occupied Beds	1,765	1,793	2,071	1,807	2,223	2,053	2,095
Occupancy	78.6%	79.8%	69.3%	65.5%	72.6%	68.2%	70.8%
IP volume	1,16,592	1,36,731	1,77,181	39,673	46,616	45,836	45,056
OP volume	8,30,211	10,13,759	14,62,439	3,24,797	3,75,188	3,81,604	3,80,850
ARPOB (Rs.)	20,609	25,323	29,946	30,192	29,237	29,812	30,573
ARPP (Rs.)	1,13,904	1,21,232	1,24,187	1,25,141	1,21,302	1,22,631	1,27,916
ALOS	5.5	4.8	4.1	4.1	4.1	4.1	4.2
Total Revenue (Rs. in Mn)	13,401	16,711	22,235	5,008	5,733	5,686	5,808
EBITDA* (Rs. in Mn)	3,672	5,122	5,766	1,312	1,447	1,444	1,563
EBITDA % to Total Revenue	27.4%	30.7%	25.9%	26.2%	25.2%	25.4%	26.9%
PBT** (Rs. in Mn)	2,790	4,473	4,701	1,074	1,226	1,128	1,273
PAT** (Rs. in Mn)	2,055	3,343	3,510	792	912	818	987

*EBITDA before IND AS 116 and other income

**PBT and PAT are excluding items of:

- 1) Associates share of profit of Rs. 19.7 Mn and Rs. 75.4 Mn in FY22 Q3 & Q4 and FY22
 - 2) Fair value gain on acquisition of control of Rs. 148.3 Mn in Q2 FY23 and FY23
- Occupancy % based on operational Census Beds

Comparison of Telangana and Andhra Pradesh Matured Hospitals - 1/2

Particulars	Telangana (KIMS)							AP Matured Assets						
	FY21	FY22	Q1 FY 23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
Bed Capacity	1,200	1,200	1,200	1,200	1,200	1,200	1,200	630	630	630	645	645	645	645
Operational Beds	1,035	1,035	1,065	1,085	1,085	1,085	1,085	580	580	580	595	595	595	595
Census Beds	856	856	886	906	906	906	906	515	515	515	530	530	530	530
Non Census Beds	179	179	179	179	179	179	179	65	65	65	65	65	65	65
Occupied Beds	586	642	656	668	614	639	644	413	405	356	411	408	407	396
Occupancy	68.5%	75.0%	74.1%	73.8%	67.8%	70.5%	71.5%	80.3%	78.7%	69.1%	77.6%	77.0%	76.8%	75.2%
IP volume	45,087	53,567	14,001	15,959	14,525	14,592	59,077	30,503	30,963	7,548	8,361	8,152	8,103	32,164
OP volume	3,31,709	4,35,663	1,29,229	1,43,885	1,42,178	1,45,644	5,60,936	2,09,178	1,94,429	49,017	53,313	51,027	51,120	2,04,477
ARPOB (Rs.)	39,571	46,745	42,581	46,310	47,872	49,838	46,601	13,608	15,194	16,901	16,465	16,442	16,825	16,648
ARPP (Rs.)	1,87,738	2,04,519	1,81,687	1,78,435	1,86,166	1,96,382	1,85,540	67,303	72,566	72,491	74,487	75,725	76,022	74,719
ALOS	4.7	4.4	4.3	3.9	3.9	3.9	4.00	4.9	4.8	4.3	4.5	4.6	4.5	4.5
Total Revenue (Rs. in Mn)	8,560	11,066	2,562	2,905	2,739	2,891	11,096	2,060	2,252	549	624	618	617	2,408
EBITDA* (Rs. in Mn)	2,705	3,987	790	844	833	1,016	3,483	518	554	177	200	194	182	753
EBITDA % to Total revenue	32%	36%	31%	29%	30%	35%	31%	25%	25%	32%	32%	31%	29%	31%

*EBITDA before IND AS 116 and other income
 Intercompany eliminations and dormant units are adjusted in Telangana
 1) Telangana - Secunderabad and Kondapur
 2) AP Matured Assets - Nellore, Rajahmundry and Srikakulam

Comparison of Andhra Pradesh Acquired, Sunshine & Nagpur - 2/2

Particulars	AP Acquired Assets							Sunshine					Nagpur				Group						
	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q2 FY23**	Q3 FY23	Q4 FY23	FY23	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
Bed Capacity	1234	1234	1234	1234	1234	1234	1234	602	602	602	527	527	334	334	334	334	3,064	3,064	3,666	4,015	4,015	3,940	3,940
Operational Beds	975	975	975	1011	1011	1011	1011	602	602	602	527	527	250	250	250	250	2,590	2,590	3,222	3,543	3,543	3,468	3,468
Census Beds	875	875	875	911	911	911	911	484	484	484	418	418	195	195	195	195	2,246	2,246	2,760	3,026	3,026	2,960	2,960
Non Census Beds	100	100	100	100	100	100	100	118	118	118	109	109	55	55	55	55	344	344	462	517	517	508	508
Occupied Beds	766	746	603	758	723	760	711	191	206	171	165	182	179	137	124	137	1,765	1,793	1,807	2,223	2,053	2,095	2,071
Occupancy	87.5%	85.3%	69.0%	83.2%	79.3%	83.4%	78.8%	39.5%	42.6%	36.3%	39.6%	39.5%	92.0%	70.4%	63.4%	70.4%	78.6%	79.8%	65.5%	72.6%	68.2%	70.8%	69.3%
IP volume	41,002	52,201	12,567	14,718	14,236	14,407	55,928	5,557	5,901	4,730	4,600	20,788	1,677	4,193	3,354	9,224	1,16,592	1,36,731	39,673	46,616	45,836	45,056	1,77,181
OP volume	2,89,324	3,83,667	96,889	1,13,856	1,09,680	1,05,276	4,25,701	49,662	54,845	51,345	49,845	2,05,697	9,289	27,374	28,965	65,628	8,30,211	10,13,759	3,24,797	3,75,188	3,81,604	3,80,850	14,62,439
ARPOB (Rs.)	9,881	12,388	14,240	12,848	13,840	13,605	13,596	62,706	60,419	65,436	67,362	63,844	26,489	29,413	31,309	29,597	20,609	25,323	30,192	29,237	29,812	30,573	29,946
ARPP (Rs.)	67,381	64,631	62,226	60,890	64,637	64,584	63,095	1,96,464	1,94,104	2,13,137	2,18,081	2,04,371	85,035	88,538	1,03,792	93,448	1,13,904	1,21,232	1,25,141	1,21,302	1,22,631	1,27,916	1,24,187
ALOS	6.8	5.2	4.4	4.7	4.7	4.7	4.6	3.1	3.2	3.3	3.2	3.2	3.2	3.00	3.3	3.2	5.5	4.8	4.1	4.1	4.1	4.2	4.1
Total Revenue (Rs. in Mn)	2,781	3,392	787	899	925	933	3,544	1,110	1,162	1,031	1,000	4,304	143	372	368	884	13,401	16,711	5,008	5,733	5,686	5,808	22,235
EBITDA* (Rs. in Mn)	450	676	151	177	182	161	671	194	212	219	190	815	14	15	15	44	3,673	5,218	1,312	1,447	1,444	1,563	5,766
EBITDA % to Total Revenue	16%	20%	19%	20%	20%	17%	19%	17%	18%	21%	19%	19%	10%	4%	4%	5%	27%	31%	26%	25%	25%	27%	26%

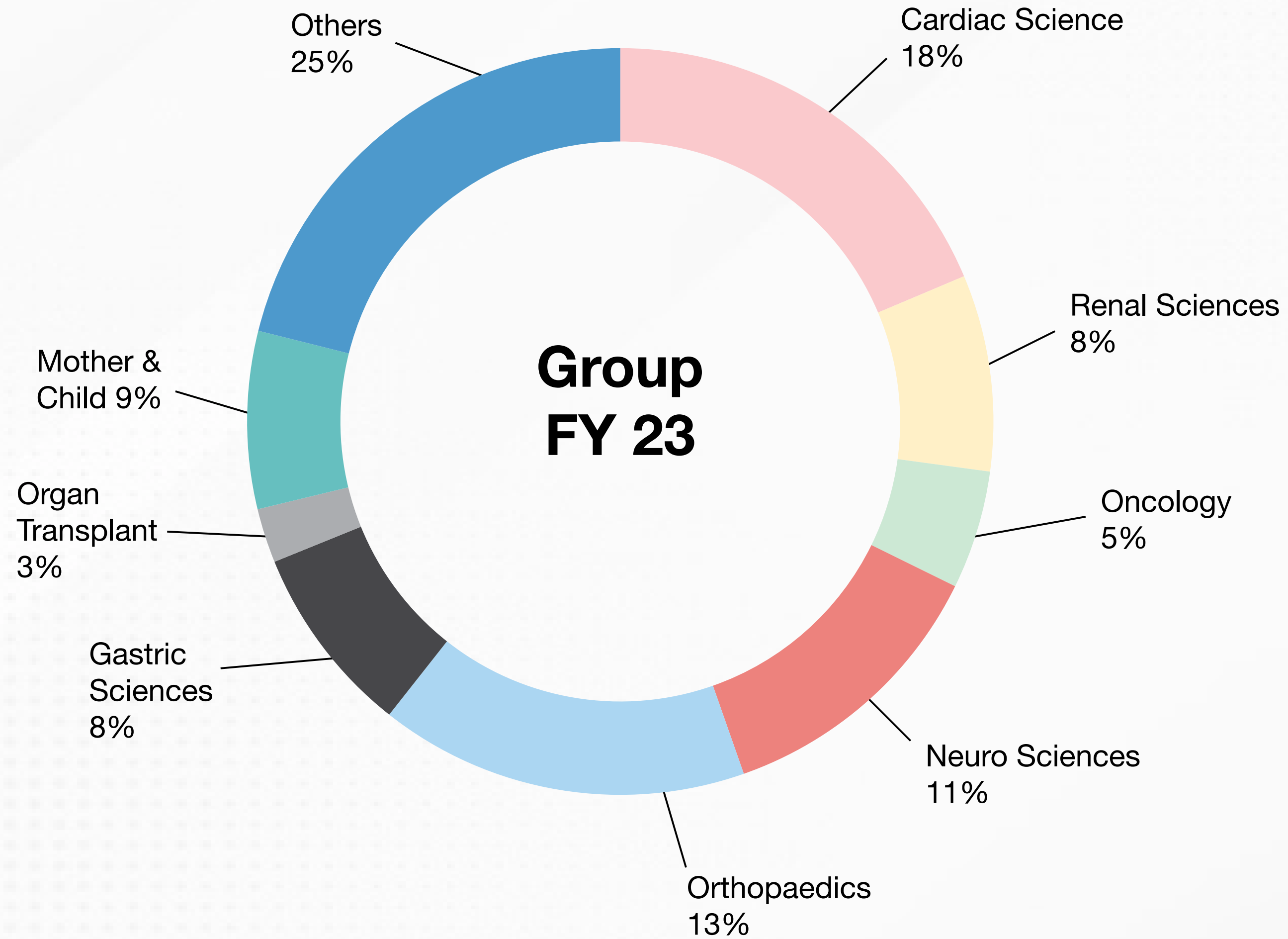
*EBITDA before IND AS 116 and other income

1) **Nagpur - For the month of September 2022 only

2) Sunshine - All 3 locations (Karimnagar Unit sold in November 22 - included for 2 months in Q3 FY23 and not included in Q4 FY23

3) AP Acquired Assets - Ongole, Vizag, Anantapur and Kurnool

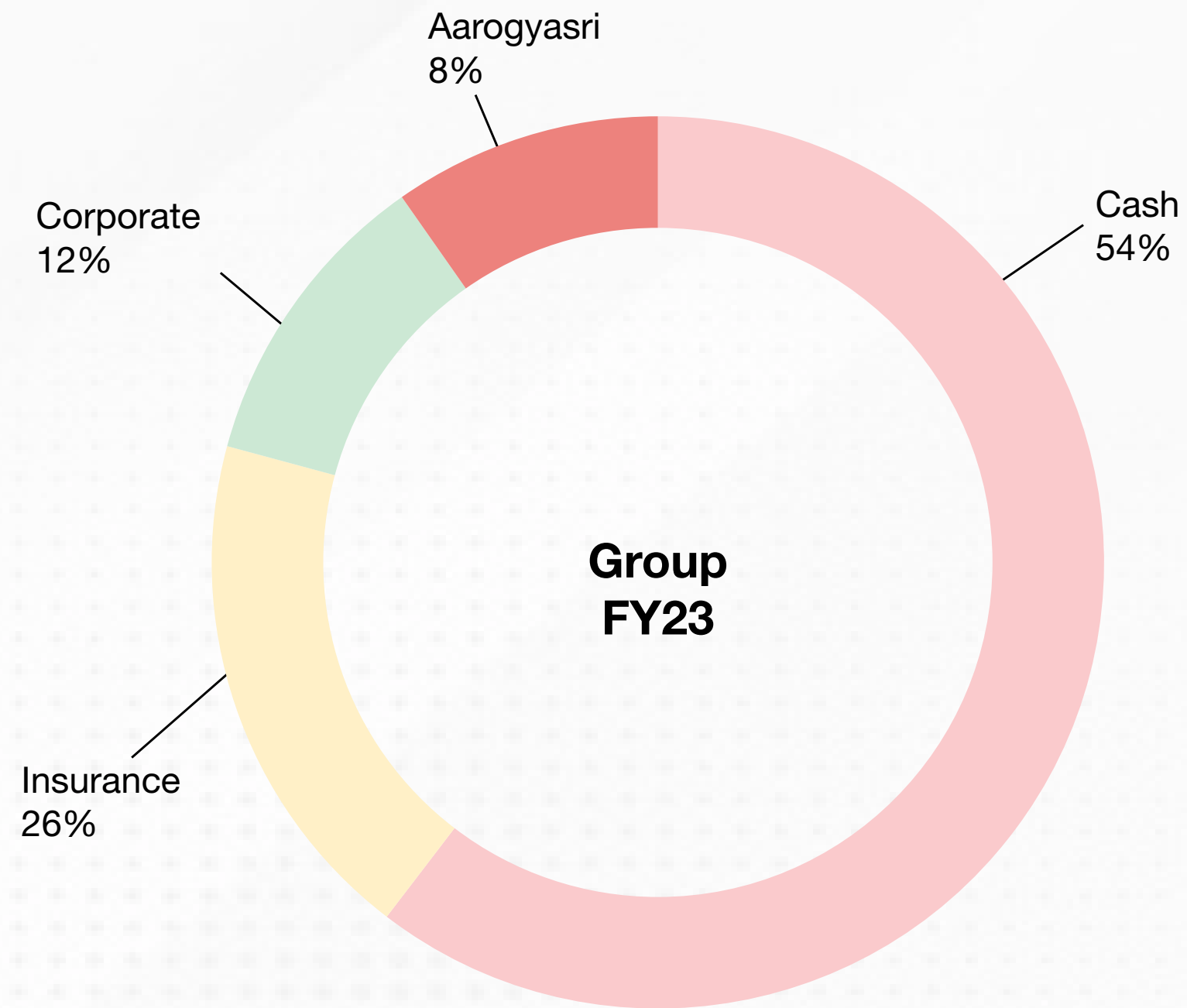
Speciality Mix



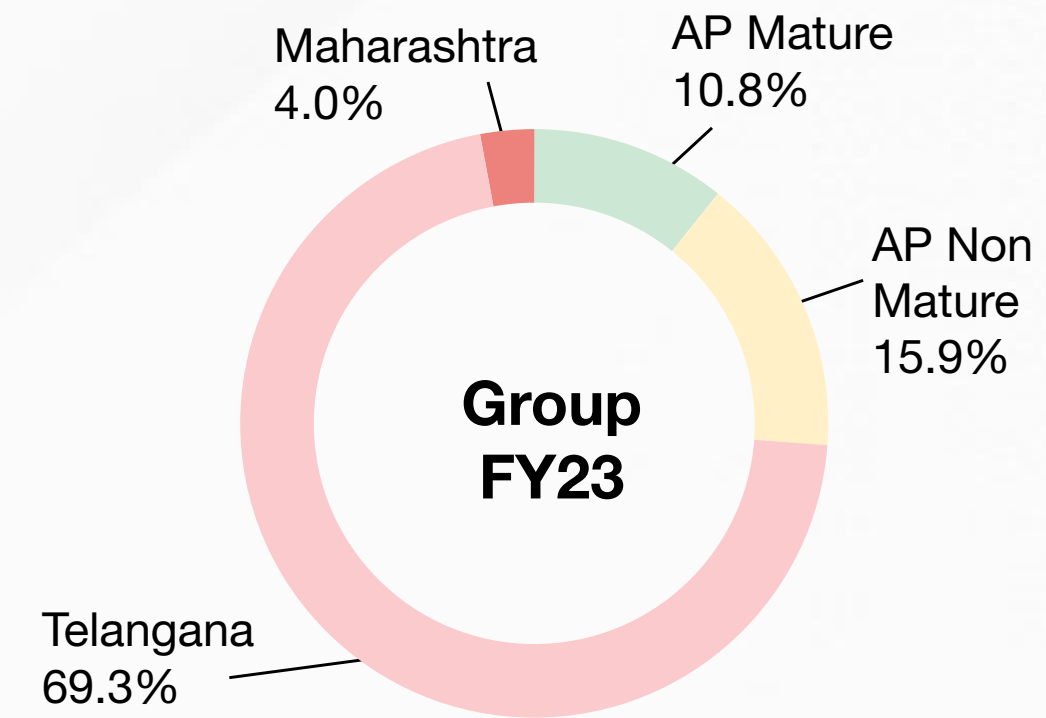
Includes Sunshine and 7 months (Sep'22 -Mar'23) of Nagpur

Payor & Cluster Profile

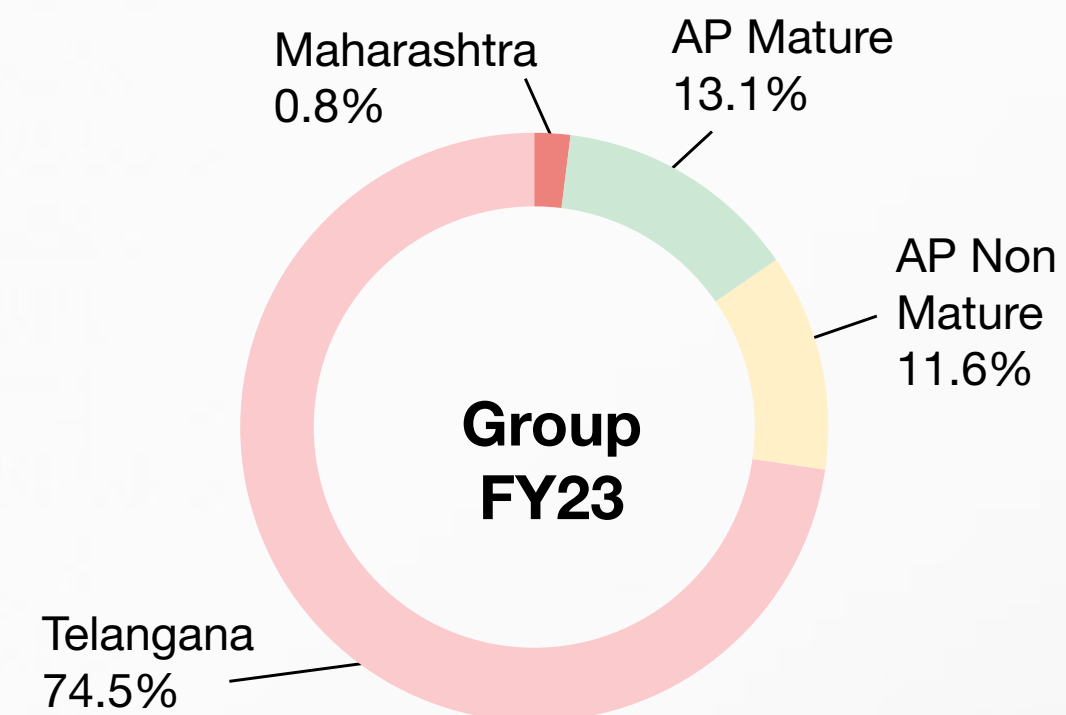
PAYOR MIX



CLUSTER TOTAL REVENUE



CLUSTER EBITDA*



*EBITDA before IND AS 116 and other income
 1) Telangana - Secunderabad, Kondapur & Sushine 3 hospitals
 2) AP Mature - Nellore, Rajahmundry and Srikakulam
 3) AP Non Mature - Ongole, Vizag, Anantapur and Kurnool
 4) Maharashtra - Nagpur (7 months)

58-year-old woman undergoes a complex surgery

- A team of doctors achieves a rare feat by performing Whipple procedure
- It takes seven hours to complete the complex surgery successfully



HANS NEWS SERVICE
VISAKHAPATNAM

A 58-year-old patient suffering from periampullary carcinoma has undergone a complex surgery and was relieved of pain. The complex surgery was performed by Dr Prasad Yerra, consultant surgical gastroenterologist and his team at KIMS Icon hospitals in Visakhapatnam.

Sharing details of the operation, the doctor said, "Saraswathi was admitted to the hospital with primary complaints of weight loss, jaundice, and itching. She was diagnosed with periampullary carcinoma. If cancer spreads to the pancreatic, duodenum or distal common bile duct, the condition is known as periampullary carcinoma."

Since laparoscopic surgery for cancer-affected pancreas is compli-

Patient with the doctor at KIMS Icon Hospitals in Visakhapatnam

cated, the doctors performed Whipple (pancreaticoduodenectomy) procedure. The procedure took seven hours to complete successfully and the patient is now undergoing chemotherapy.

Doctors said that such complex laparoscopic surgeries are very rare in Andhra Pradesh. So far, the hospital has performed five laparoscopic Whipple pancreaticoduodenectomy surgeries in laparoscopic method.

12-year-old boy suffering from rare bleeding disorder treated

The Hindu Bureau
HYDERABAD

Doctors of KIMS Hospital here performed a rare surgery on a 12-year-old boy suffering from incessant nose bleeding.

The boy is a native of Giddalur in Prakasam district of Andhra Pradesh. Initially, he was taken to local doctors in Giddalur, who gave him an injection. Two days later, the bleeding started again after which

the doctors performed a scan of his nose and found a tumour. The boy's parents were advised to take him to Hyderabad for further treatment.

Consultant ENT Surgeon at KIMS Hospital, C.Subramanyam said that a CT scan of the boy was conducted, after which they came to know it was due to a rare tumour called angiofibroma. "Angiofibromas appear normal but contain a lot of blood. As soon as

we touch the nose from outside, it starts bleeding. If we operate, the patient might lose 2-3 litres of blood and his life will be at stake. Usually, most doctors perform embolisation to prevent bleeding, but it is expensive," he said.

The KIMS doctors identified the point from where blood was being transmitted to the tumour and clamped the blood vessel. As a result, the bleeding was controlled.

Iraqi youth suffering from severe bowing of the knee He has a congenital gene-related problem KIMS doctors correct with modern technology surgery

DECCAN NEWS SERVICE
HYDERABAD

A young man, who is born and brought up in Iraq, is a student by profession. But, the physical disability caused severe depression to him. He doesn't have proper medical facilities in his own country. The treatment cost in other major countries will cost a lot, which he can't bear. He is now 20 and came to know about the KIMS hospitals of Hyderabad. He immediately came over here. Sajjad Ameen Mastrood Alhasnawi, aged 20 has had a deformity of both lower limbs since childhood which has aggravated with his age and had difficulty walking. He was diagnosed to have epiphyseal dysplasia with severe genu valgus deformity (severe bowing of the knee) which is considered to be a sequel of rare congenital deformity. This condition has a prevalence rate

in very few patients the disease leads to severe deformities. Sajjad Ameen has a severe deformity in both limbs. Due to this issue, he had severe limb shortening and an abnormal gait with difficulty in performing activities of daily living. He came to KIMS



KIMS hospitals explained his problem and the surgeries done on him. We had to do two different surgeries on him. These were done with advanced deformity correction techniques using a computer navigated External fixator (Taylor Spatial Frame) over 2-3 months. This technique along with the shortening of the limbs was addressed simultaneously. If left untreated, this disease would lead to degenerative changes in the joints, and the patient may need early joint replacement surgery. Now, Sajjad Ameen can walk 4-5 minutes without any pain. This technique we could do this in less than a quarter of that amount. Such surgeries can be done at an early age itself. If so, the youth would not have suffered all these years. These surgeries can be done on anyone irrespective of age" explained Dr Srinivas Kasha. Dr Srinivas Kasha is trained in minimally

Nurse from Zambia undergoes life saving surgery at KIMS

CITY BUREAU
Hyderabad

A 36-year-old nurse from Zambia received a new lease of life after undergoing a life-saving surgery at city-based Krishna Institute of Medical Sciences (KIMS).

The nurse, who is a mother of three children, had undergone hysterectomy at the hospital where she was employed in Zambia. The surgery developed complications and her intestines were damaged in the process.

The nurse had undergone hysterectomy in Zambia but developed complications and was airlifted to Hyderabad

"She had undergone repeated surgeries, seven in all, to get the intestinal damage rectified and all of them failed. She became critical and was unable to eat food and was airlifted to Hyderabad," senior Surgical Gas

troenterologist, KIMS hospitals, Dr G. Parthasarathy said. In a 7-hour-surgery the injured intestines were sutured and some parts were removed as the infection had already spread. Kept in ICU for 10 days, she recovered well and was able to eat normally and regained her health completely, doctors said. The team of doctors include Dr M Sudheer, Dr. C Nares Kumar Reddy HOD - Anesthesiology, Dr Ann Campo - ICU, and Dr Pavan - ICU.

Advanced heart surgery performed at KIMS Ongole

HANS NEWS SERVICE
ONGOLE

THE chief operating officer of KIMS Ongole K Ankireddy announced that their doctors performed an advanced heart surgery, for the first time in the Prakasam district.

Speaking at the press meet in Ongole on Friday, Ankireddy explained that an old man from Ravinuthala village was admitted to their hospital with symptoms of fatigue and vertigo. He said that the doctors diagnosed him as suffering from bradycardia, causing the heartbeat only 40 times a minute.

Dr Anand Yadav, the cardiac surgeon explained that in most cases, a pacemaker will be installed at the right ventricle of the heart, but about 15 percent of the pacemakers may not work as they should after a few years. Dr Anand said that as a solution to the problem of the patient, they decided to opt for Con-



The team of doctors explaining the details of advanced heart surgery at KIMS Ongole on Friday

of pacing to achieve more effective ventricular synchronization, and greatly improve cardiac function. He announced that this surgery was conducted in the district for the first time in their hospital.

The medical superintendent Dr T Srihari Reddy informed that the KIMS Ongole has the advanced systems to treat all types of cardiac electrophysiology diseases by per-

and radiofrequency ablation. He announced that their hospital provides quality medical services round the clock and advised the local people to utilize their services. Ankireddy informed that the KIMS Hospital executive director T Giri Naidu appreciated the COO, the medical superintendent and the doctors' team and the supporting staff for successfully performing the

Key Achievements in Q4 FY23

लोकमत

किम्स-किंग्सवेमध्ये दुर्बीणने पित्तनलिकेवर शस्त्रक्रिया



लोकमत न्यूज नेटवर्क नागपूर : पित्तशयात अडकलेली पथरी लेप्रोस्कोपिक सर्जरीद्वारे सहज काढली जाऊ शकते. मात्र, कधीकधी हे स्टोन पित्तशयातून घसरून पित्तनलिकेत अडकते. पित्तनलिका अधिक आत असल्याने ती काढणे अनेकदा कठीण ठरते. ५ ते १५ टक्के रुग्णांमध्ये असा प्रकार होतो. मात्र, आता ही गुंतागुंतीची प्रक्रिया ऑपरेशन न करता ईआरसीपी नामक दुर्बीणने सोपे करण्यात यश आले आहे.

कठीण परिस्थितीत अत्याधुनिक 'स्पाईगिलास कोलॅजीओस्कोपी' तंत्रज्ञानाने पथरी सहज काढली जाऊ शकते. स्थानिक किम्स-किंग्सवे रुग्णालयात कठीण परिस्थितीत पित्तनलिकेत अडकलेल्या पथरीवर ऑपरेशन न करता यशस्वी उपचार करण्यात यश आले आहे. आंत रोग तज्ज्ञ डॉ. समीर पाटील यांनी अशा ८ रुग्णांवर स्पाईगिलास कोलॅजीओस्कोपीने यशस्वी उपचार केला आहे. पित्तनलिकेसाठीची ही

A 62-year-old woman was diagnosed with cancer when she consulted a doctor for ataxia

- KIMS Kurnool doctors identify with an antibody test • Detecting Breast Cancer in the first stage is very rare • Immediate treatment gives relief to the woman

DECCAN NEWS SERVICE KURNOOL

A 62-year-old lady, complained of ataxia, which means imbalance while walking and also speech changes, after several tests, diagnosed with Breast Cancer in early stages! Detecting Breast Cancer with antibody tests is so rare. Doctors from KIMS hospital Kurnool detected the root cause and treated her. Jayamma, aged 62, who hails from Kurnool came to KIMS hospitals with the basic complaint of walking difficulty. She was unable to walk on her own and had to take the support of two persons. She had speech changes and dizziness. Consultant Neurologist Dr. Nishanth Reddy tested her. He explained the case details. 'Based on her symptoms, an evaluation was started. When we did MRI Brain and other investigations didn't find any problem. Then, we went for a paraneoplastic profile test. Then Anti-Yo antibodies were positive. Our body's immune system produces some antibodies if some Cancer develops anywhere in the body. So, if the antibodies are present, we have to understand that Cancer is present in major instances. So, in Jayamma's case, as the antibodies were positive, we took a PET CT scan and came to know that she had breast mass. Immediately we referred the case to the surgical oncologist, who performed the surgery, biopsy suggestive of breast carcinoma. Now she is undergoing Chemotherapy. Her symptoms have improved. Her speech improved. She can walk on her own with wall support, and can walk with one person's support when she comes out. Identifying cancer with antibodies is very rare. We can find only one or two per annum. She initially came to us with neuro problems. But, when we tried to find the root cause, then it came out to be cancer. Now she is improving' explained Dr. Nishanth Reddy.



Severely damaged femoral head and neck bone

KIMS Kurnool doctors cured with complex surgery

(Standard Post Bureau) Kurnool, Jan 9 : KIMS Kurnool doctors have recently performed a complex surgery on Mr. Shaik Rafiq, whose femoral head and neck bone was severely damaged in a road accident, and made him walk on his legs. Several doctors have rejected to take up this case where both femoral head and neck bones were badly damaged. But, KIMS doctors have successfully treated the young man. Orthopaedic Consultants Dr. P. Kiran Kumar and Dr. Ganesh Kumar Reddy from KIMS hospitals Kurnool have explained the details of the case. "Shaik Rafiq was seriously injured in a road accident. Though he consulted various hospitals in different cities, no one agreed to take up the case given the seriousness of his accident. At last, they came to KIMS hospital in Kurnool. When we examined the MRI and CT Scan of the patient, his hip joint, Femoral head, and neck got badly fractured.



పాపకు ప్రాణదానం

పుట్టుకతో తీవ్ర కామెర్లు.. పూర్తి రక్తమార్పిడి చేసి కాపాడిన కిమ్స్ కుడర్న వైద్యులు

నీరసము, విజృంభం (నైరసము) : తల్లి దండ్రులు ఒకటి గ్రూపు రక్తం ఉండే. అందులో పాలిటిమ్. నెగిటివ్ వేర్గూరు ఉండడం వల్ల తీవ్రస్థాయిలో పర్యవేక్షించు వద్ద ప్రాణాపాయ స్థితిలో ఉన్న పాపకు విశాఖపట్నం కిమ్స్ కుడర్న ఆస్పత్రి వైద్యులు ప్రాణదానం చేశారు. అత్యంత అరుదుగా పూర్తిస్థాయి రక్తమార్పిడి చేయడం ద్వారా పాపకు కాపాడగలిగారు. ఈ వివరాలను విశాఖపట్నం కిమ్స్ కుడర్న ఆస్పత్రిలోని డిప్యూటీ సీనియార్ డాక్టర్లు, సీనియార్ డాక్టర్ విభాగపతి డాక్టర్ సిధిల్ తిన్నేటి వివరించారు. విశాఖపట్నంలోని గణాభావ ప్రాంతానికి చెందిన రియానా దేవి 38 వారాల గర్భం తర్వాత కుడర్నలో పాపకు జన్మించారు. తల్లి రక్తం ఓ.నెగిటివ్ గ్రూపు, దిద్ద రక్తం ఓ.పాలిటివ్ గ్రూపు ఉన్నాయి. ఈ కారణంగా పాపకు తీవ్రస్థాయిలో కామెర్లు వచ్చాయి. దిద్ద పుట్టిన 52 గంటలకు కిమ్స్ కుడర్న ఆస్పత్రికి తరలించారు. పరీక్షలు చేయగా, పాపకు బిల్లురూపిన్ ఎన్జెన్ 38 మిల్లీగ్రామ్స్ పెన్ పెన్టీట్ ఉంది. అది చాలా ఎక్కువ కావడంతో, మేరడు కూడా ప్రధానం చేసింది. పాప ఉపరి పీల్ట్ రీటేషన్ అయింది. అప్పుడప్పుడు పేష్ట్ కూడా వచ్చాయి. దాంతో పాపకు అత్యవసరంగా డబుల్ వాల్యూమ్ ఎక్స్ఛేంజ్ డ్రాస్ట్రోఫ్యూజన్ అనే ప్రక్రియ చేశారు. అందులో బాగంగా పాప గుండ్రం ఉన్న మోతం తర్వాత తీసేసి, అదే గ్రూపులో కొత్త రక్తం పెట్టించారు. దానివల్ల వెంటనే బిల్లురూపిన్



సముయానికి కారణం గుర్తించి బతికించిన కిమ్స్ ఐకాన్ వైద్యులు

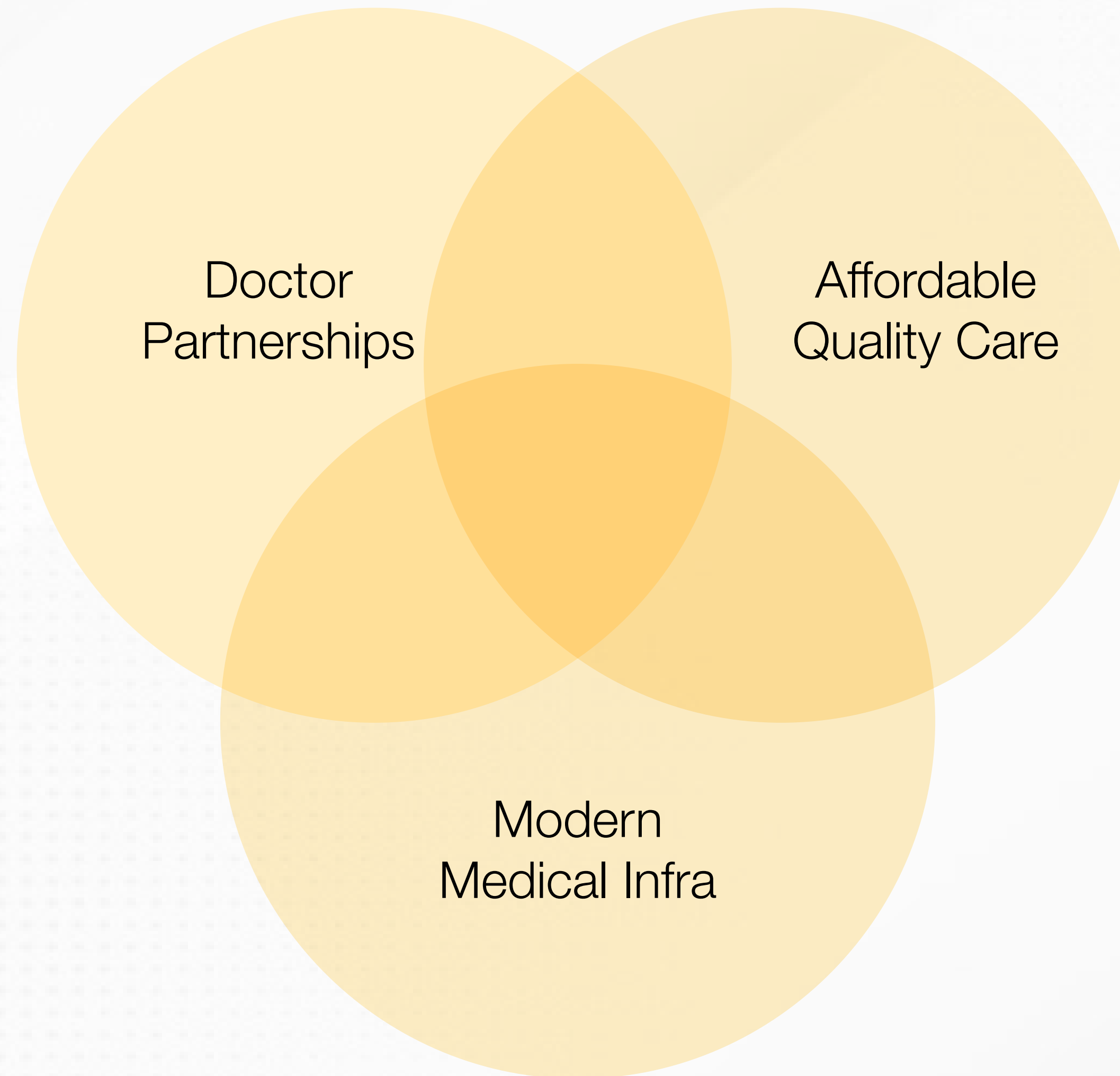
దాదాపుగా త్రియస్ డెజ్ పరిస్థితిలో వచ్చిన కిమ్స్ కుడర్న కామెర్లు కంట్రోలు ఉంటుందని అనుమానించి చికిత్స త్వరగా కోలుకున్న లోగ్

విశాఖపట్నం, మార్చి 28 : వెట్రోవాయిస్ సూపర్ : తెల్లవారుజామున కుడర్నలో, ఆ కర్నాటక స్పృహ కోల్పోయిన కిమ్స్ కుడర్న వైద్యులు ఆపింది చికిత్సతో ప్రాణాపాయం తప్పించుకున్నారు. విశాఖ జిల్లా రోడవరం ప్రాంతానికి చెందిన 30 ఏళ్ల కిమ్స్ కుడర్న అక్కడికి అందింది. చికిత్స తరువాత వివరాలను విశాఖపట్నం కిమ్స్ ఐకాన్ ఆస్పత్రికి చెందిన కన్సల్టెంట్ సర్జన్ డాక్టర్ సీహెచ్ విఘ్నేశ్వర్ కుడర్నలో వచ్చింది. దాంతో స్ట్రోక్ ఉండే వైద్యుడికి చూపించగా, స్ట్రోక్ చేయాలని చెప్పారు. ఆ సమయంలో స్ట్రోక్ సాధ్యం కాదు కాబట్టి అందరికీ తీసుకోవడం, రెండు గంటల తర్వాత ఓపిడి కొట్టాడోమోయింది. క్రమంగా కాళ్లు, చేతులు బాగా బిగుసేసి కడలేదం తప్పమైపోయింది. మనిషి అసలు బతికాడోమో కేలే కూడా తెలియకపోవడంతో వెంటనే కిమ్స్ కుడర్న ఆస్పత్రికి తీసుకొచ్చారు. వచ్చేసరికి మనిషి దాదాపు కోమాలో ఉండటంతో పాపకు కళ్లు తెరవడం లేదు. చేతులు కాళ్లు కడలేదం లేదు, మాట నైతం లేదు. రాత్రి పరీక్షించగా అది కొట్టుకుంటోంది. దాంతో ప్రాంత ఉండని తెలిసి, వెంటనే ఓపిడి అందేందుకు బీల్గా వెంటిలేటర్ మీద పెట్టించి, యూరాలజీ సంబంధించిన పరీక్షలు చేశారు. లోగ్ అంతర్గత వ్యవస్థలు బాగానే ఉన్నట్లు తెలిసింది. కళ్లు సంబంధించిన సరాలు పరీక్షించి అవి స్పందించడం లేదు. ముఖంలోని సరాలు మాత్రం బాగానే ఉన్నాయి. తరలించే పరీక్షించి వచ్చిన పాపముకాదు లేదా తెలుకాదు దానికి గుర్తులు కనిపించలేదు. కానీ అదే సమయంలో ఓపిడి బాగా అరువుగా తీసుకోవడం, గుండె నిమిషానికి 100 సార్లకు పైగా కొట్టుకోవడం, కిమ్స్ కేదాలు ఉన్నాయి. రెండు గంటల తర్వాత ఓపిడి కొట్టిన, కాళ్లు పనితీరు పరీక్ష, మూత్రముదార పరిశీలన పరీక్ష అన్ని సాధారణంగానే వచ్చాయి. మేరడుకు, వెస్టిముకం ఏంజిల్ తీయగా, అది నాల్గవోనే వచ్చాయి. కానీ ఓపిడి మాత్రం సరిగా అందలేదు. వెంటనే వెంటిలేటర్ కొనసాగించాల్సి వచ్చింది. సూపర్ మున్యుల్స్ అండ్ నవనవన పరిష్కారాలని ఎడ్రెస్ చేసి, నియోస్ట్రోన్ లాంటి మందులు ఇచ్చినా కిమ్స్ కుడర్నలో పాపముకాదు లేదా తెలుకాదు దాంతో అప్పుడు పాపము విషం విరుగుదు మందు ఇచ్చారు. అప్పుడు వెస్టిమోగా కంటి చూపు విషయంలోను. కంటి పెరిమా, కిందకి వారిపోవడం



విషయంలోనూ మెరుగుదల కనిపించడం మొదలైంది. క్రమంగా మిగిలిన అవయవాలను మెరుగుపరచేందుకూ ముందుకు అప్పుడే ప్రారంభించారు. క్రమం వచ్చే అరు గంటలకు కాళ్ళయం గుండ్రాలతో ఇలాగ మూడు రోజుల పాటు అండ్రామీన్ గా నియోస్ట్రోన్ కొనసాగించడం క్రమంగా ఓపిడి సాధారణ స్థితికి చేరుకుంది. ఆ తర్వాత అలంకా తగ్గించి, ఏదో రోజున వెంటిలేటర్ తొలగించారు. ఆ తర్వాత కూడా కొన్ని సమస్యలు ఉండటంతో యాంటిబయాటిక్స్ తో చికిత్స చేశారు. తరువాత వచ్చిన సమస్యలన్నింటికి వ్యూత్ హెల్త్, అక్కడి కిమ్స్ కుడర్నలో పాపముకాదు లేదా తెలుకాదు దాంతో అది వచ్చింది. పాపముకాదు లేదా తెలుకాదు వల్ల వచ్చే ఇలాంటి సమస్యలు ఎవ్వివార్సింగ్ పెరామీన్స్ అంటూ వెంటనే గుర్తించి తగిన చికిత్స అందించడంతో లోగ్ క్రమంగా కోమాలోకి వెళ్లలేదు ప్రాణాలు కోల్పోయి ప్రమాదం ఉంటుంది. ఎం మనోరమింట్ల పాపము కరిగింది. కేంద్ర మూడు గంటల్లోగా అస్పత్రికి చికిత్స మొదలైతే ప్రాణాలు కాపాడే అవకాశం ఉంటుంది. పాపముకాదు అని గుర్తించకపోయినా ఈ కడం సమస్యలు వచ్చినప్పుడు వెంటనే వైద్యుల వద్దకు తీసుకెళ్లడం ముఖ్యం" అని డాక్టర్ సీహెచ్ విఘ్నేశ్వర్

Key to our success



KIMS has a disciplined growth strategy - strategically grow in adjacent markets some of which are 'natural extensions'

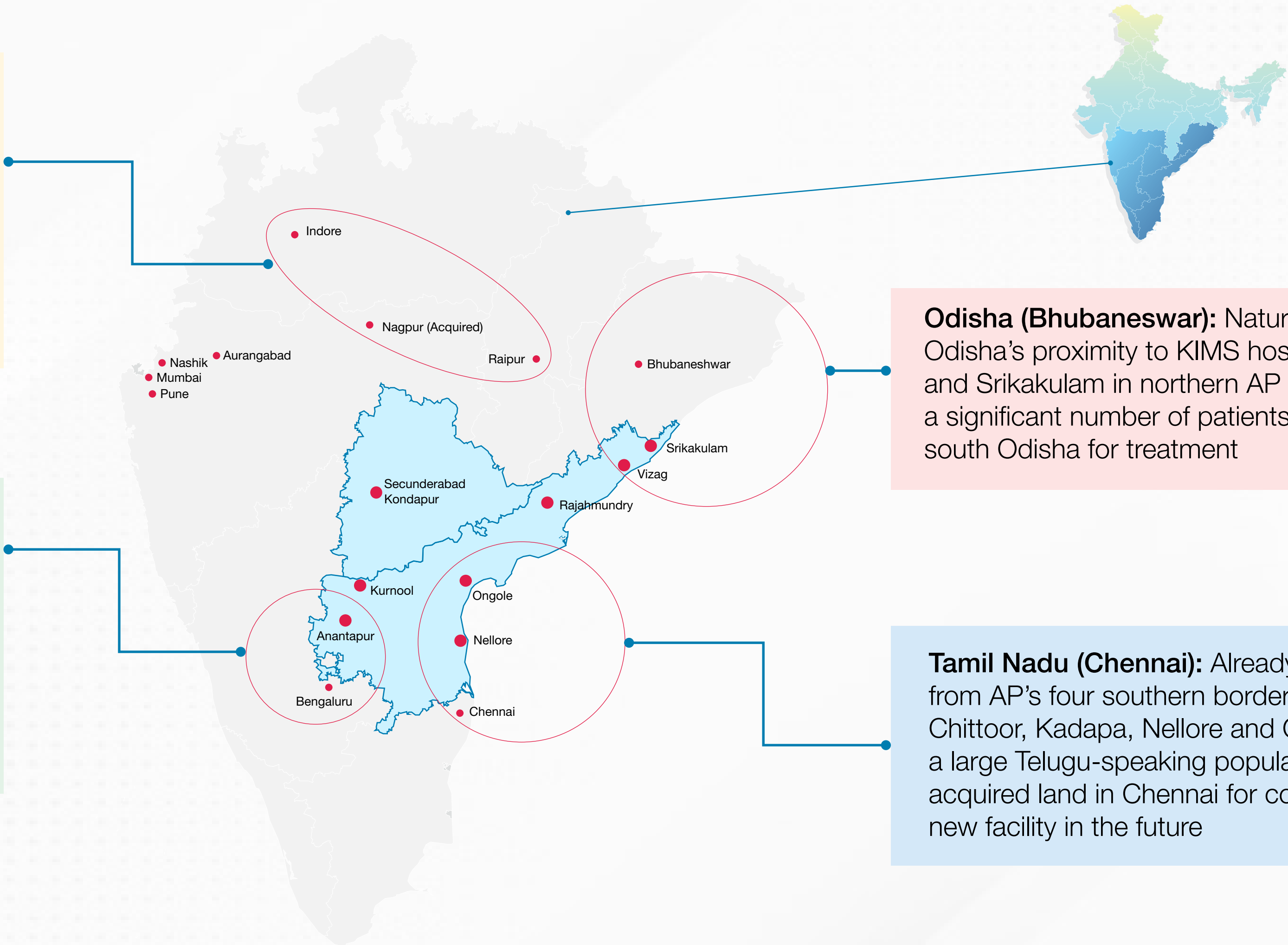
KIMS Plans to Grow into Markets that are Adjacent to the Current Core Markets of AP and Telangana

Central & Western India (Indore, Aurangabad, Nagpur & Raipur): KIMS flagship hospital witnesses influx of patients and doctors from Central India. Given scarcity of quality healthcare and existing KIMS brand awareness in Central India, smaller facilities can be set up in Central India

Karnataka (Bangalore and greater Karnataka): KIMS has observed both cash patients and insurance patients traveling from the districts of AP bordering Karnataka to seek treatment at larger hospitals in Bangalore (Karnataka). Karnataka is a natural growth market because a sizeable portion of the state speaks Telugu - the main language spoken in AP and Telangana

Odisha (Bhubaneswar): Natural extension given Odisha's proximity to KIMS hospitals in Vizag and Srikakulam in northern AP that already serve a significant number of patients traveling from south Odisha for treatment

Tamil Nadu (Chennai): Already attracts patients from AP's four southern border districts of Chittoor, Kadapa, Nellore and Ongole and has a large Telugu-speaking population. KIMS has acquired land in Chennai for construction of a new facility in the future



Profit and Loss Statement

(Rupees in Millions)

Particulars	Consolidated							
	Q4 FY 23	Q3 FY 23	Q4 FY 22	QoQ(%)	YoY(%)	FY 23	FY 22	YoY(%)
Operating Revenue	5,759	5,622	3,723	2.4%	54.7%	21,977	16,508	33.1%
Other Income	49	64	82	-24.1%	-40.2%	259	203	27.7%
Total Revenue	5,808	5,686	3,805	2.1%	52.6%	22,235	16,711	33.1%
EBITDA *	1,563	1,444	1,127	8.3%	38.8%	5,766	5,122	12.6%
EBITDA (%) on operating revenue	27.1%	25.7%	30.3%			26.2%	31.0%	
PBT**	1,273	1,128	993	12.8%	28.1%	4,701	4,474	5.1%
PBT (%) on total revenue	21.9%	19.8%	26.1%			21.1%	26.8%	
PAT**	987	818	758	20.6%	30.2%	3,510	3,343	5.0%
PAT (%) on total revenue	17.0%	14.4%	19.9%			15.8%	20.0%	
Basic EPS(Rs.)	11.7	9.5	10.1	22.8%	15.6%	42.0	41.9	0.4%
Diluted EPS (Rs.)	11.7	9.5	10.1	22.8%	15.6%	42.0	41.9	0.4%
IND AS 116	69.0	67.9	9.3			273.6	35.4	

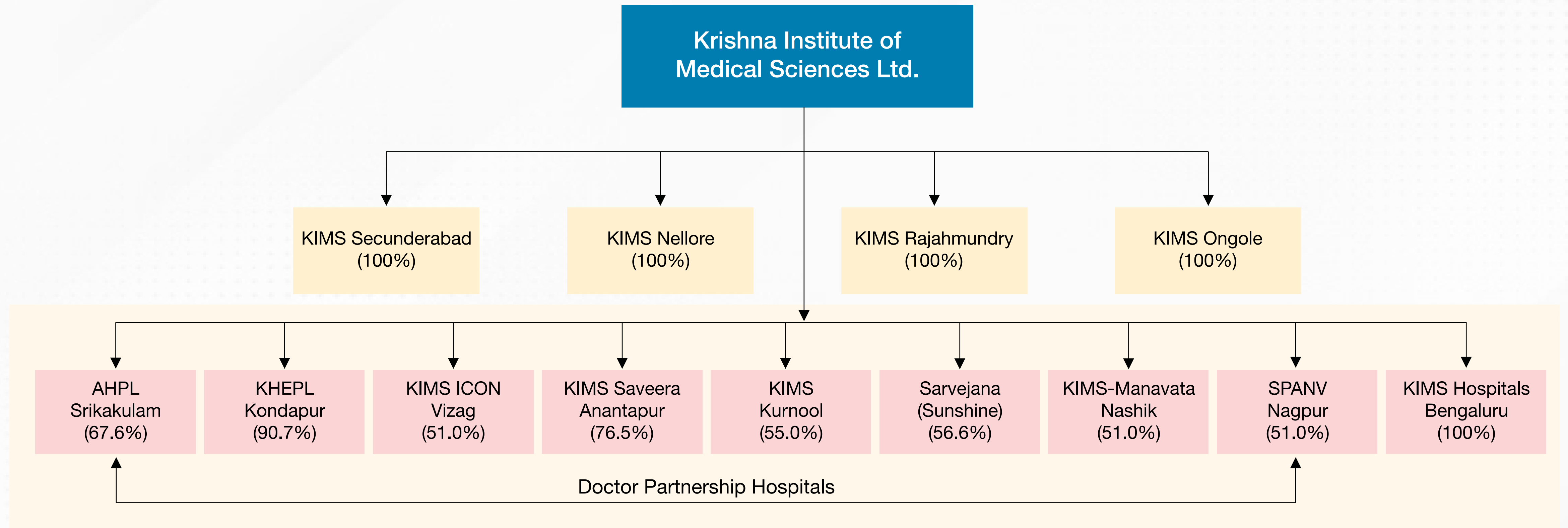
Minority share of EBITDA for FY23 stands at 12.4%

*EBITDA before IND AS 116 and other income

**PBT and PAT are excluding items of:

1) Associates share of profit of Rs. 19.7 Mn and Rs. 75.4 Mn in FY22 Q3 & Q4 and FY22

2) Fair value gain on aquisition of control of Rs. 148.3 Mn in Q2 FY23 and FY23



Thank You