

24th May, 2022

The General Manager, Department of Corporate services Bombay Stock Exchange Ltd (BSE) Phiroze Jheejheebhoy 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
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Dear Sir,

Sub: Investor presentation – Reg.

Subsequent to our letter dated 19th May, 2022 w.r.t. to Investor Presentation, Please find attached the updated investor's presentation, with duly corrected payor mix (slide no. 23). The previous payor mix had a typo (numerical) error.

The said presentation is being uploaded on the website of the Company i.e., www.kimshospitals.com.

We request you to take this on record.

Thanking you,

Yours truly

For Krishna Institute of Medical Sciences Limited



Umashankar Mantha
Company Secretary & Compliance Officer

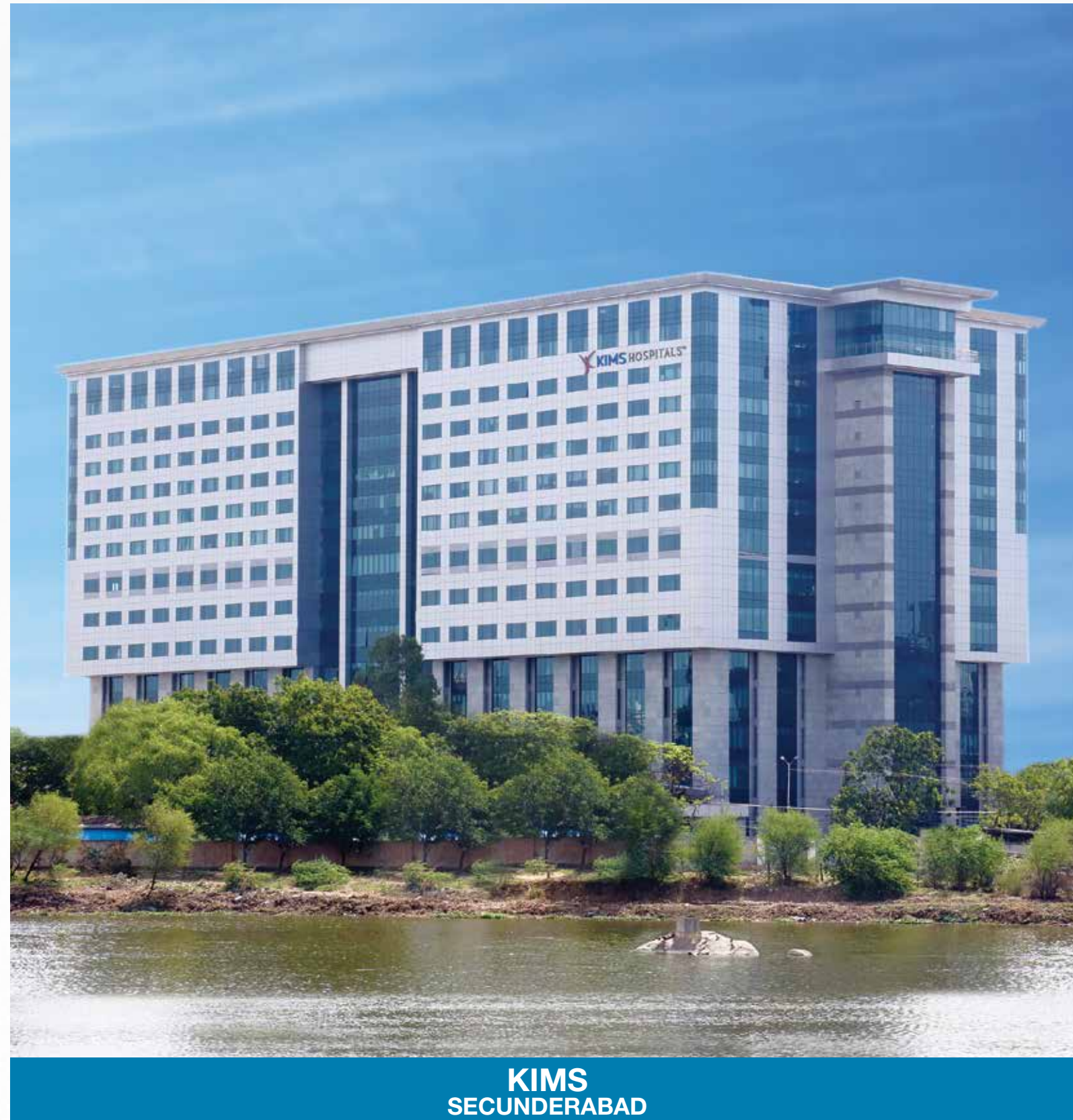
Krishna Institute of Medical Sciences Limited
Minister Road, Secunderabad - 500 003, Telangana, India
Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558



MAKING QUALITY
HEALTHCARE
**ACCESSIBLE &
AFFORDABLE**



DOMINANT AND THE LARGEST CORPORATE HEALTHCARE GROUP IN ANDHRA PRADESH & TELANGANA



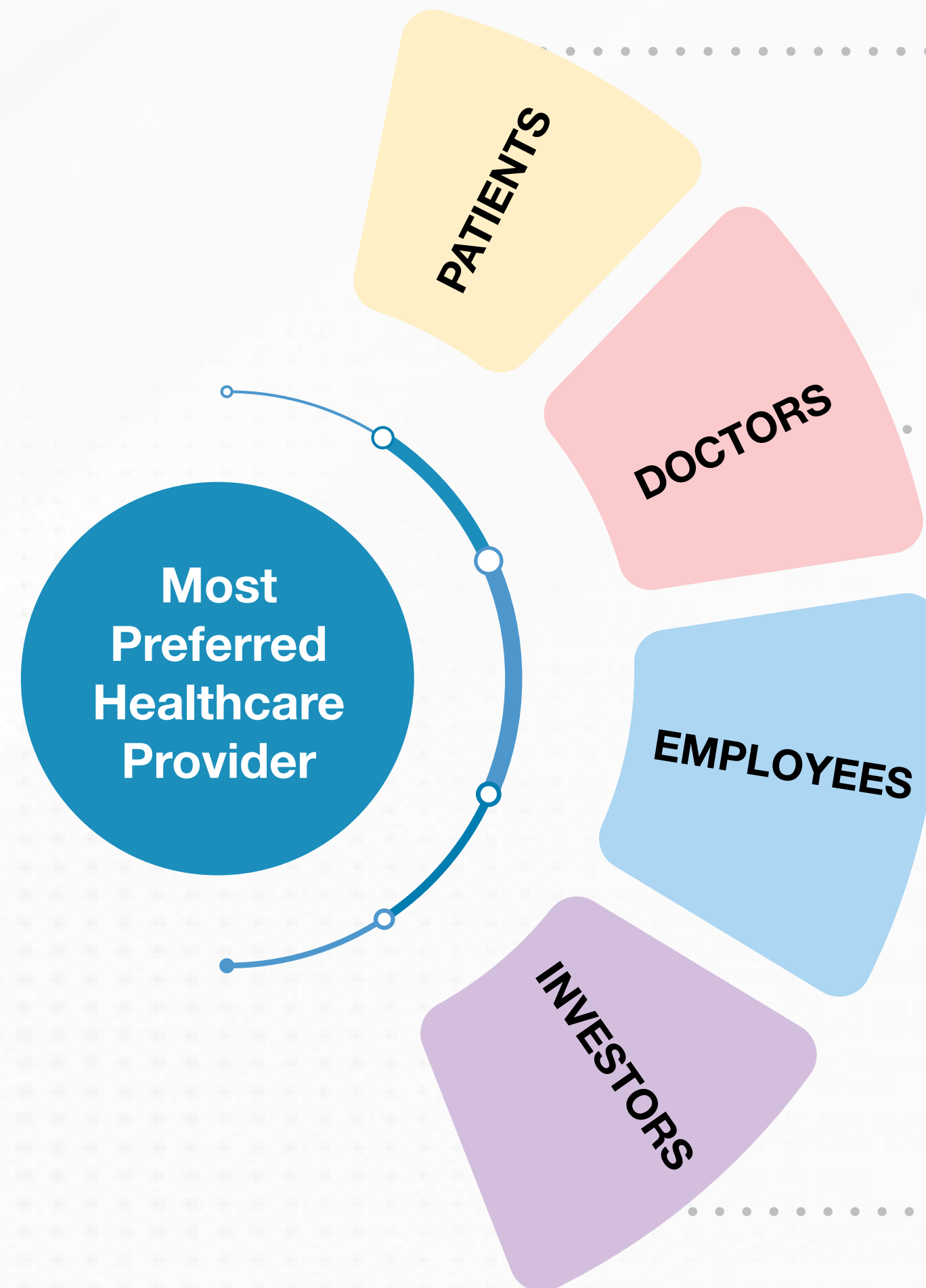
- BEDS (3,600+) • DOCTORS (1,300+) • NURSES (4,000+) • PARAMEDICS (2,200+) • ADMIN (5,500+)

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

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

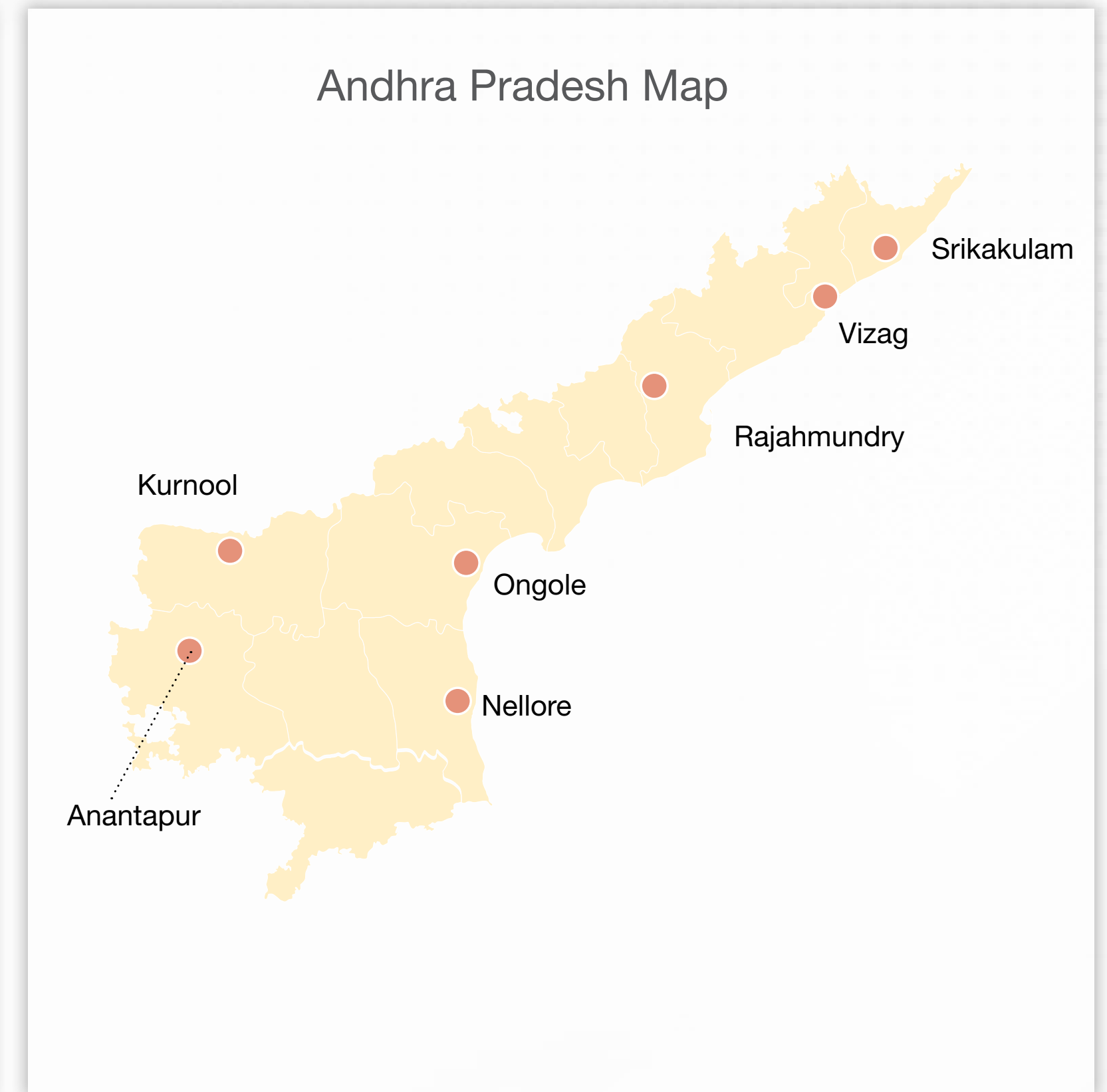
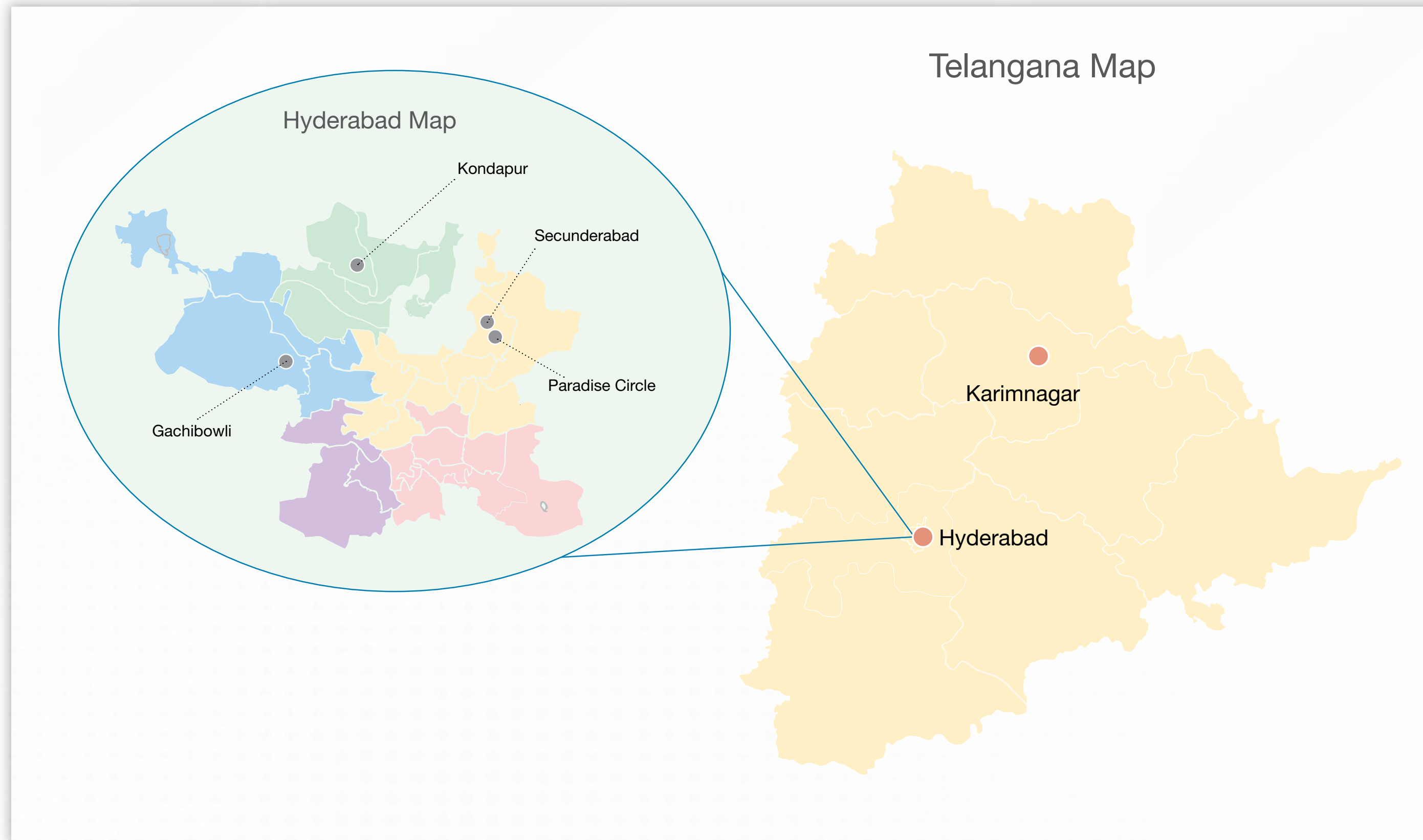
- Pathology
- Microbiology
- Biochemistry
- Molecular Biology
- Clinical Hematology

Critical Care Services

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

Hospital Infection Control

- Clinical Infectious Diseases



Map not to scale

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.

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.

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. Saumen Chakraborty
Independent Director,
Chairman (Audit Committee)



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



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



Mr. Ratna Kishore Kaza
Independent Director

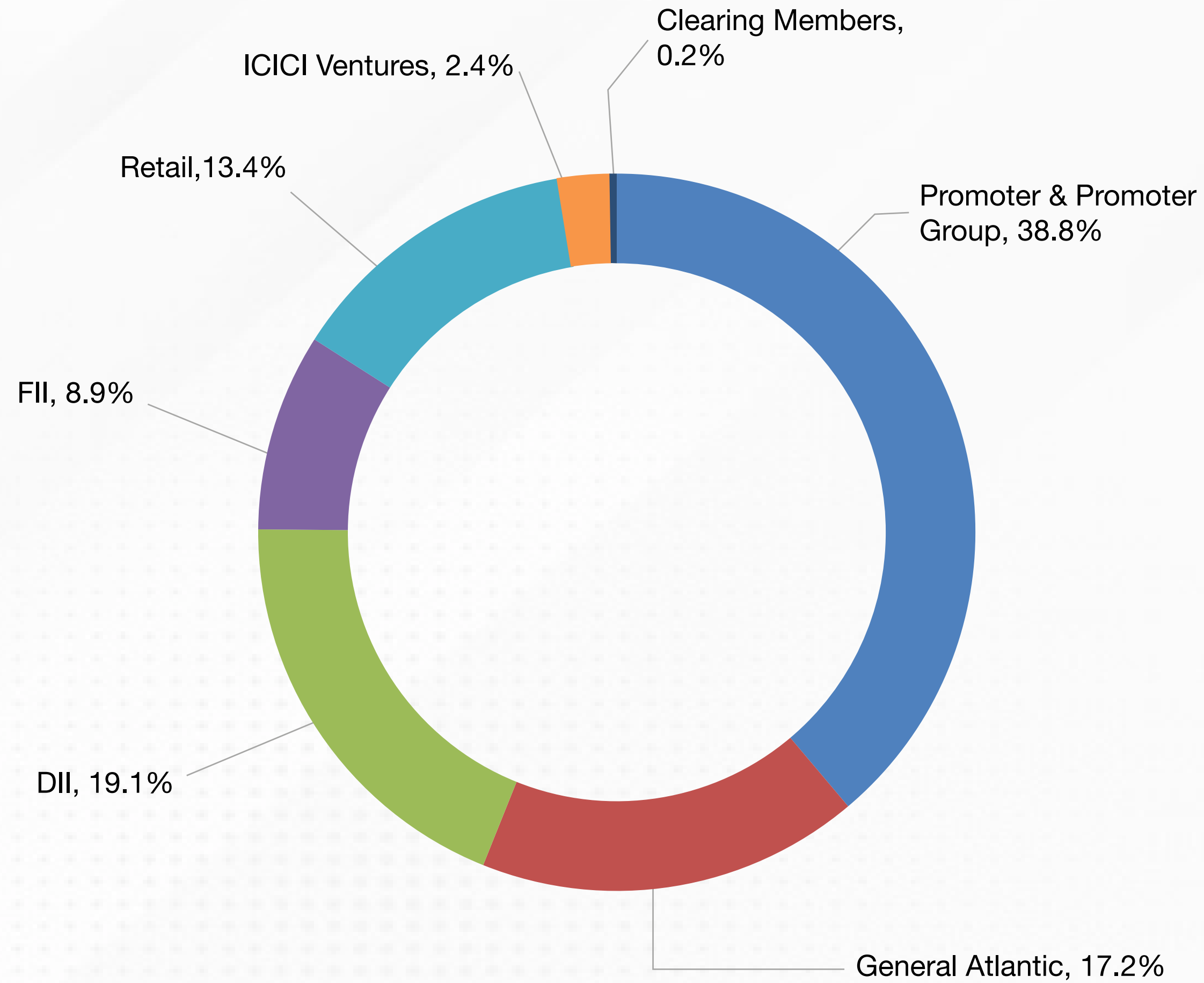


Mr. Venkata Ramudu Jasthi
Independent Director



Mrs. Y. Prameela Rani
Independent Director

SHAREHOLDING PATTERN - 31ST MARCH, 2022



As on 31st March 2022
Top Shareholders - DII / FII

Share Holder	Share Holding %	Category
General Atlantica	17.24%	FII
ICICI Ventures	2.42%	DII
Mirae Asset MF	7.1%	DII
Axis MF	4.9%	DII
Nomura	2.2%	FII
Polar Capital Fund	1.9%	FII
Government Pension Fund Global	1.6%	FII
HDFC Life Insurance	1.5%	DII
TATA AIA Life Insurance	1.3%	DII
PGIM MF	1.1%	DII
Invesco MF	0.9%	DII
IIFL Asset Management	0.8%	FII
Vanguard Equity Funds	0.6%	FII
UTI MF	0.5%	DII
L&T MF	0.4%	DII
Goldman Sachs	0.4%	FII
Union MF	0.3%	DII



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

- **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)



20th National Award for
Excellence in Energy Management
Award 2019



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

Over 200+ Liver Transplants done

1st COVID Lung Transplant in India

Over 1000+ Kidney Transplants

1st Robotic Surgery performed in Hyderabad

1st Cochlear Implant in AP & Telangana

Over 1000 Epilepsy Surgeries done

AWARDS AND ACCOLADES

2016

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

2017

KIMS Secunderabad
Best Hospital of the Year
Times Healthcare
Achievers Awards

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

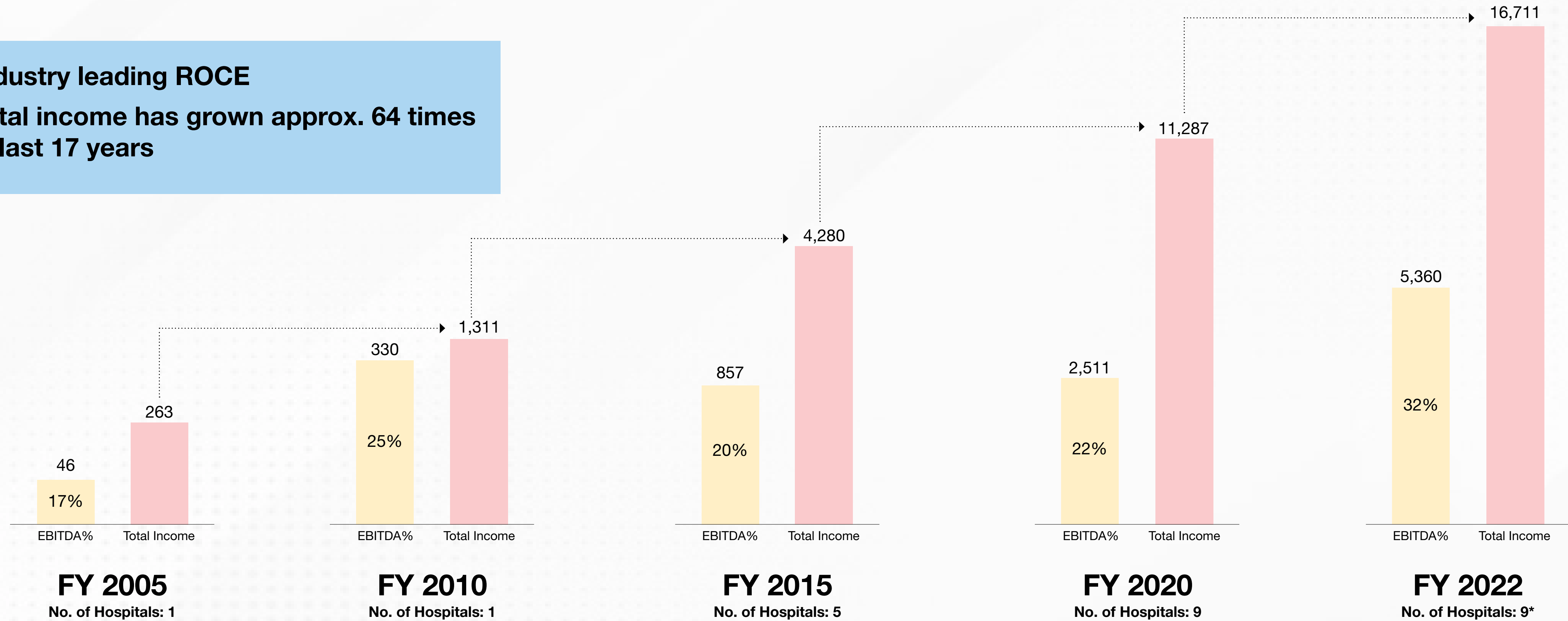
Ranked No.1 in Hyderabad for
Cardiology, Neurosciences,
Nephrology & Emergency
Times Health Survey
Times of India

CONSISTENT PERFORMER OVER 2 DECADES

(Rupees in Millions)

Industry leading ROCE

Total income has grown approx. 64 times in last 17 years



*Excluding 3 hospitals of Sunshine group, which became subsidiary from April '22

FINANCIAL HIGHLIGHTS

Q4 FY 21-22

- Total Income saw an increase of 5% against Q4 of FY 21, standing at Rs. 3,805 million.
- Consolidated EBITDA for Q4 FY 22 stood at Rs. 1,218 million, a growth of 16% against Q4 FY 21. EBITDA margins expansion was driven by speciality mix and payor mix change over FY 21 last year and operation leverage
- Consolidated PAT of Rs. 833 million in Q4 FY22 a growth of 42% against Q4 FY21
- EPS on diluted basis has increased to Rs.10.08 in Q4 FY 22 from Rs. 7.59 in Q4 FY 21

FY 21-22

- Consolidated Total Income saw an increase of 25% to Rs 16,711 million against FY20-21 standing at Rs 13,401 million
- Consolidated EBITDA grew by 41% Rs. 5,360 million, mainly due to case mix, payer mix and cost optimisation
- EBITDA Margin grew to 32.1% in FY22 from 28.4% in FY 21 primarily led by tighter cost control on operating expenses and operating leverage.
- Consolidated PAT saw an increase of 67% to Rs. 3,438 million against FY20-21 standing at Rs 2,055 million
- EPS on diluted basis has increased to Rs. 41.88 in FY 22 against FY 21 of Rs. 26.42

OPERATIONAL HIGHLIGHTS

- FY 22 occupancy stood at 58.5% against 57.6% in FY 21
- IP volume grew by 17% & OP Volume grew by 22% during FY 21-22 vs FY 20-21 driven by near normalization in major specialities.
- ARPOB improved to Rs. 25,323 during FY 21-22 vs Rs. 20,609 during FY 20-21. This was mainly driven by better payor mix and increase in complex surgeries and procedures.
- ALOS has improved to 4.79 days from 5.53 days during FY 21-22 vs FY 20-21
- ARPP has increased from Rs. 1.13 Lakhs in FY 21 to Rs. 1.21 Lakhs in FY 22, which is a growth of 6.4%.

DIGITAL INITIATIVES

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

- 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.

For the financial year 2021 – 2022:

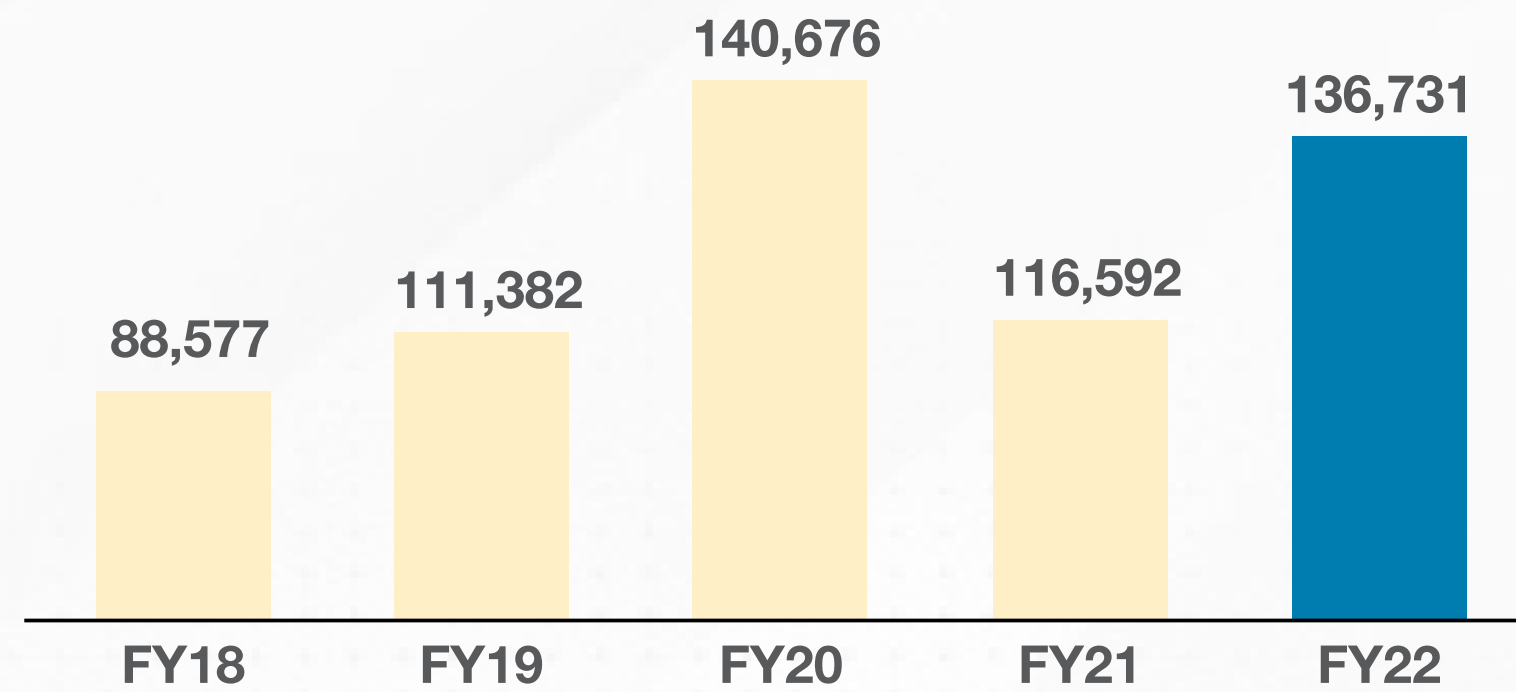
- 23.1% of total energy consumption saved
- INR 280.52 lakhs of total energy cost saving achieved
- 2,302 tonnes of CO2 saved

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

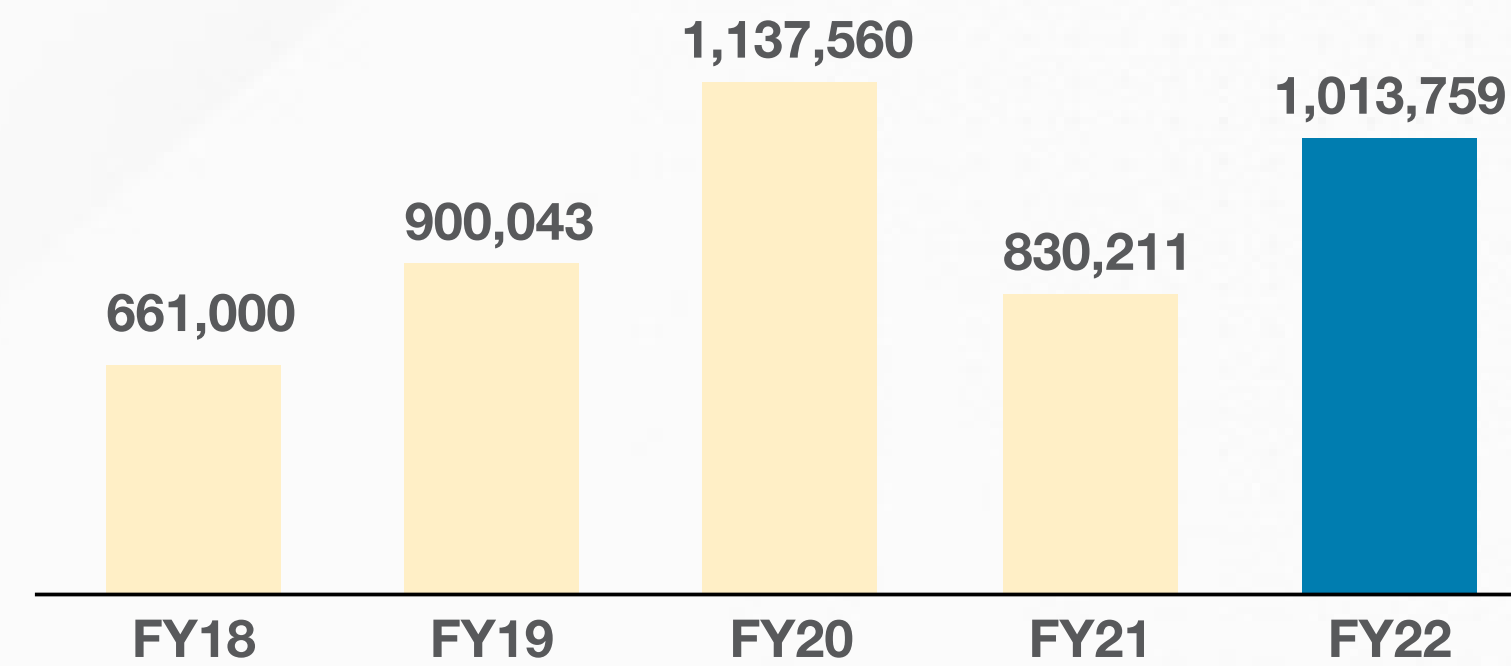
- 38,178 households getting electricity
- 93 Lakhs Kms less driven
- 94,366 trees planted

GROUP OPERATING PERFORMANCE - 1/3

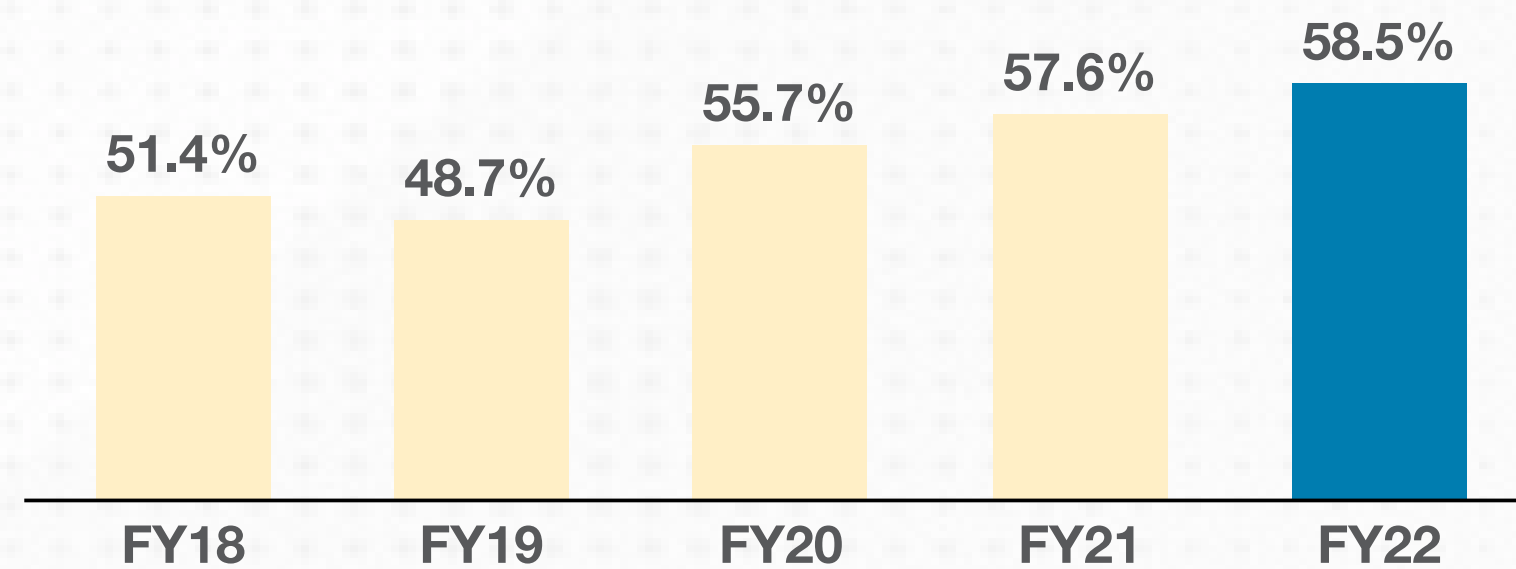
IP VOLUME



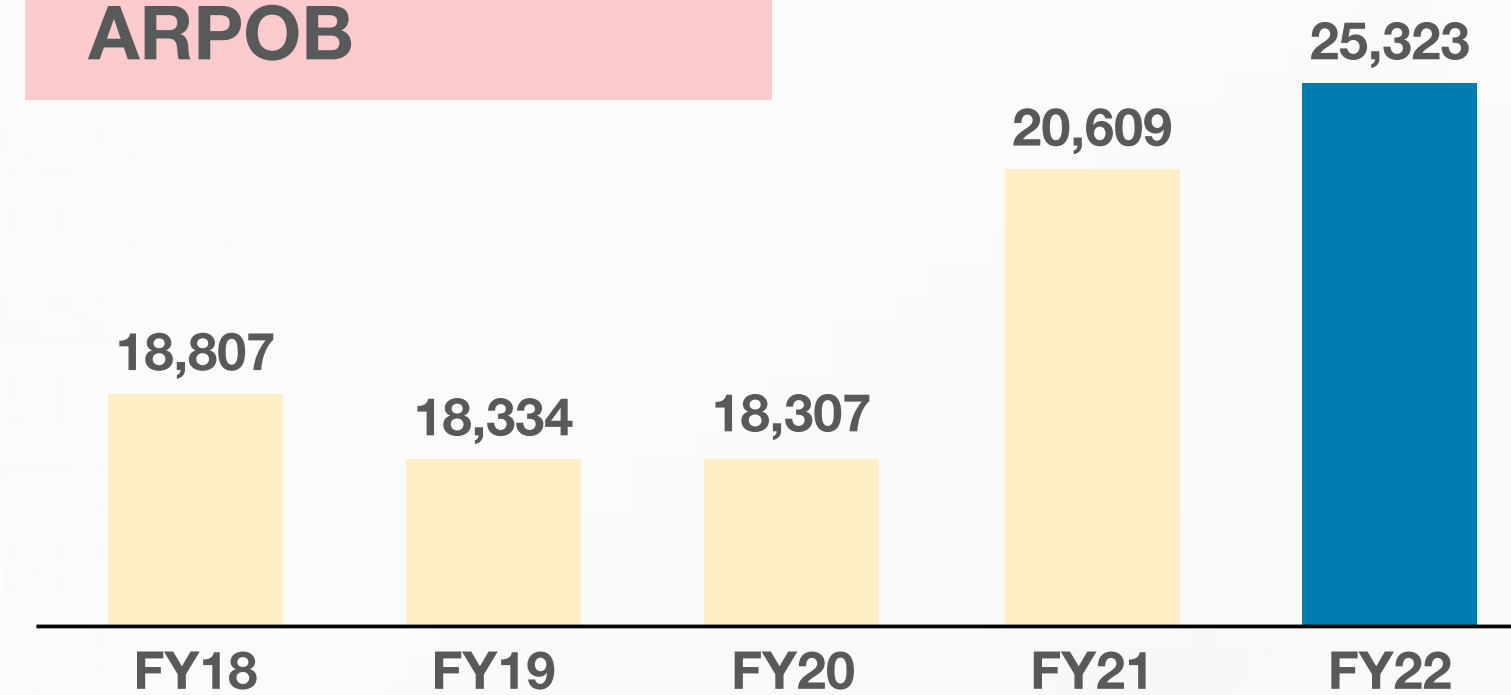
OP VOLUME



OCCUPANCY*



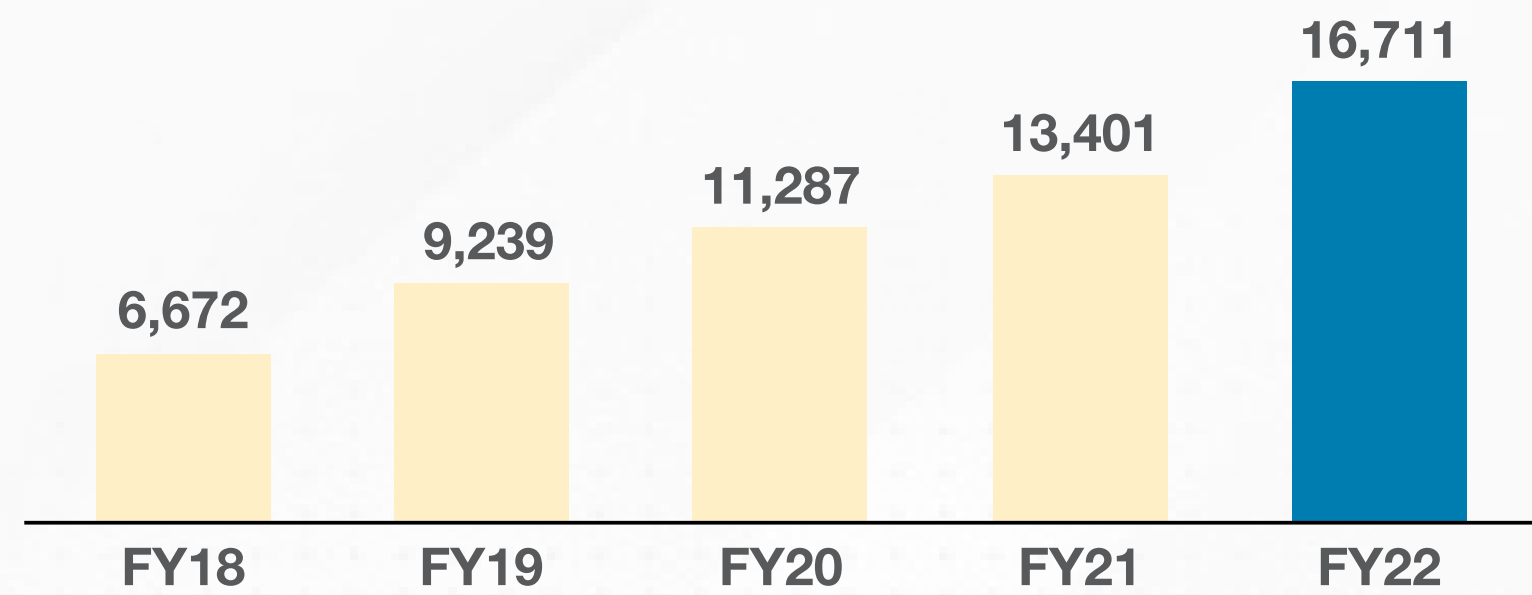
ARPOB



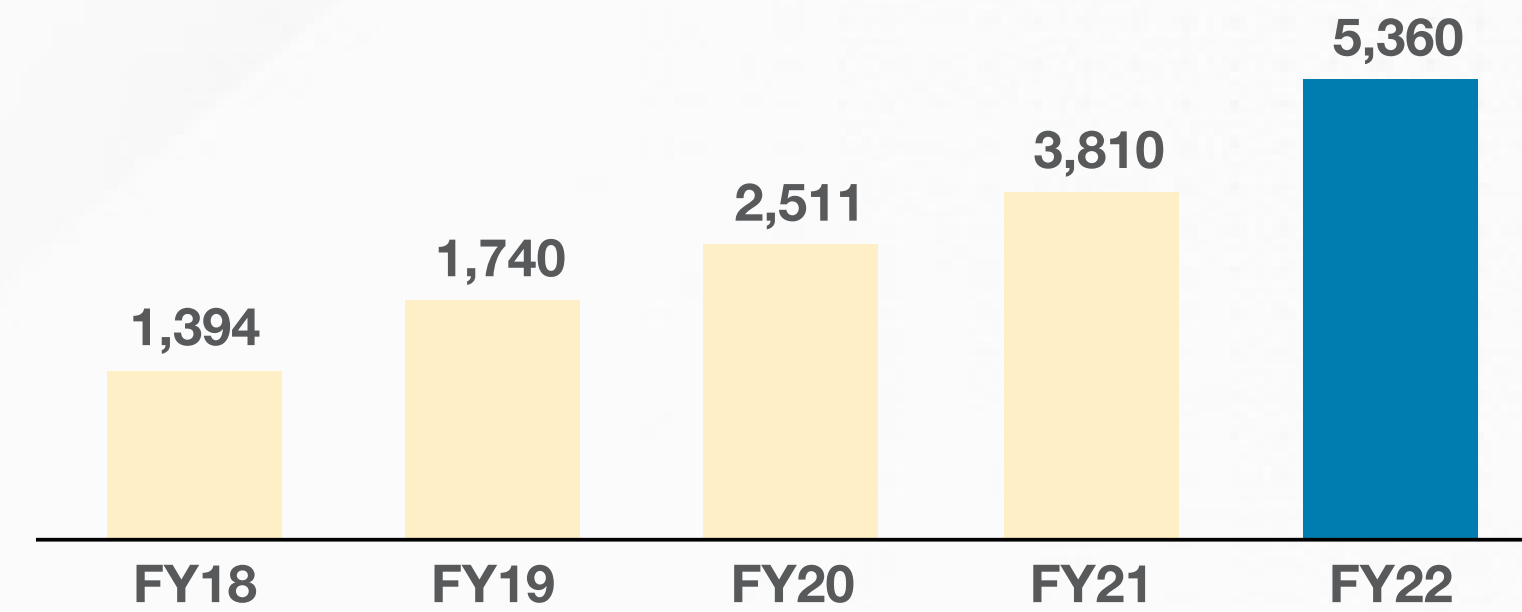
*Occupancy %: Based on Beds Capacity
 Dip in IP Volume & OP Volume in FY21 is because of COVID lockdown and COVID related impact

GROUP OPERATING PERFORMANCE - 2/3

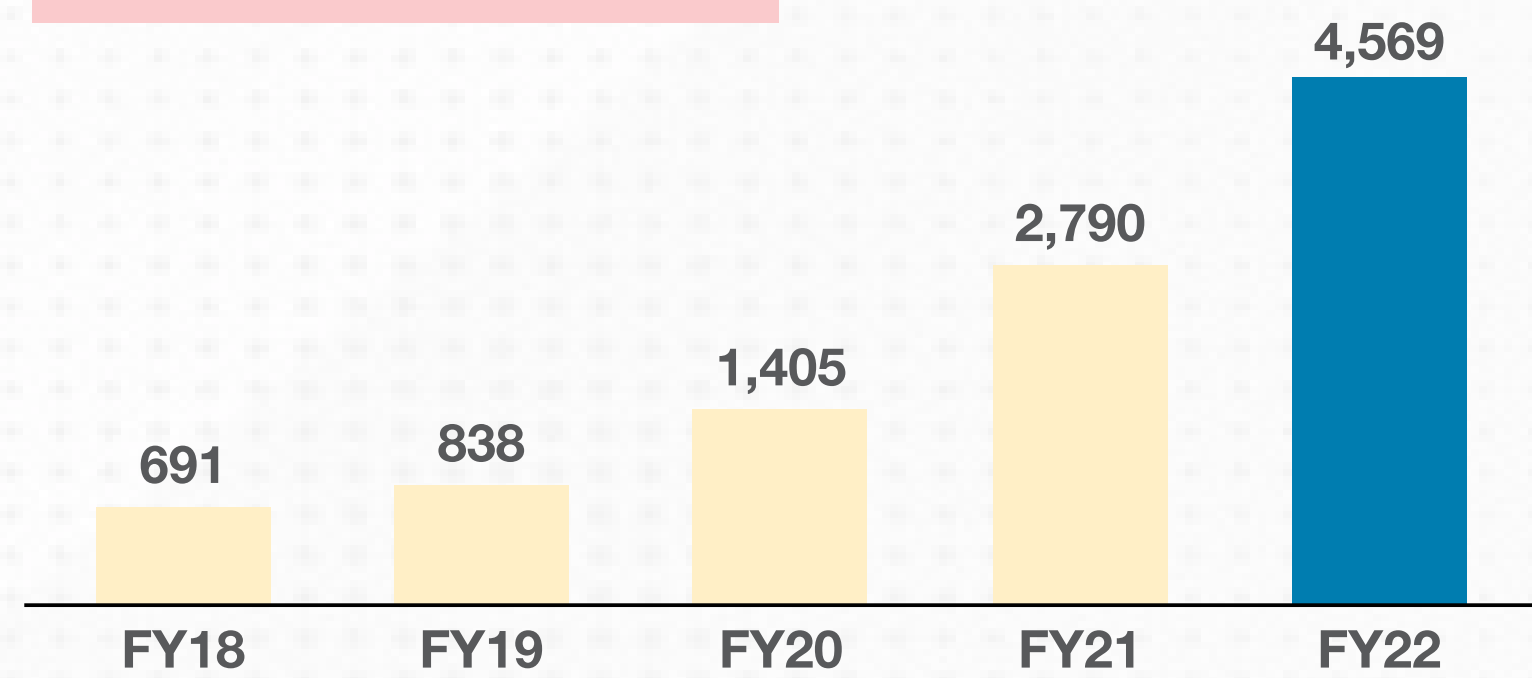
Adj. REVENUE



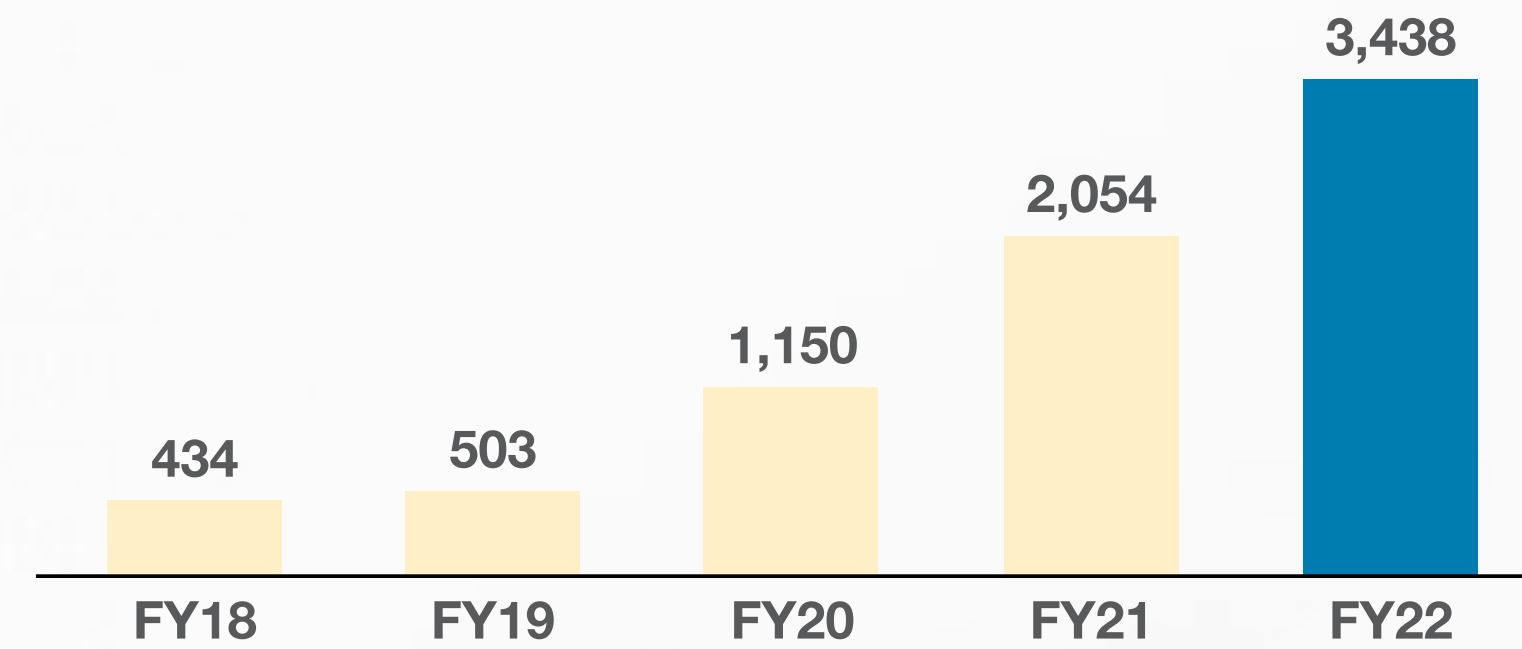
Adj. EBITDA



Adj. PBT



Adj. PAT



1. Above Revenue, EBITDA, PBT and PAT no's for FY 18 and FY 19 are excluding the INDAS 109 accounting entry of ICICI Venture and in FY 2018 Fair value gain of Rs. 327.66 Mn on account of KHEPL became subsidiary.
 2. FY 2018, Kondapur was subsidiary for two days, and hence there is high growth in revenue from FY 18 to FY 19.
 3. FY 22, Share of profit of Associates of Rs 95.10Mn is included in PBT & PAT

GROUP OPERATING PERFORMANCE - 3/3

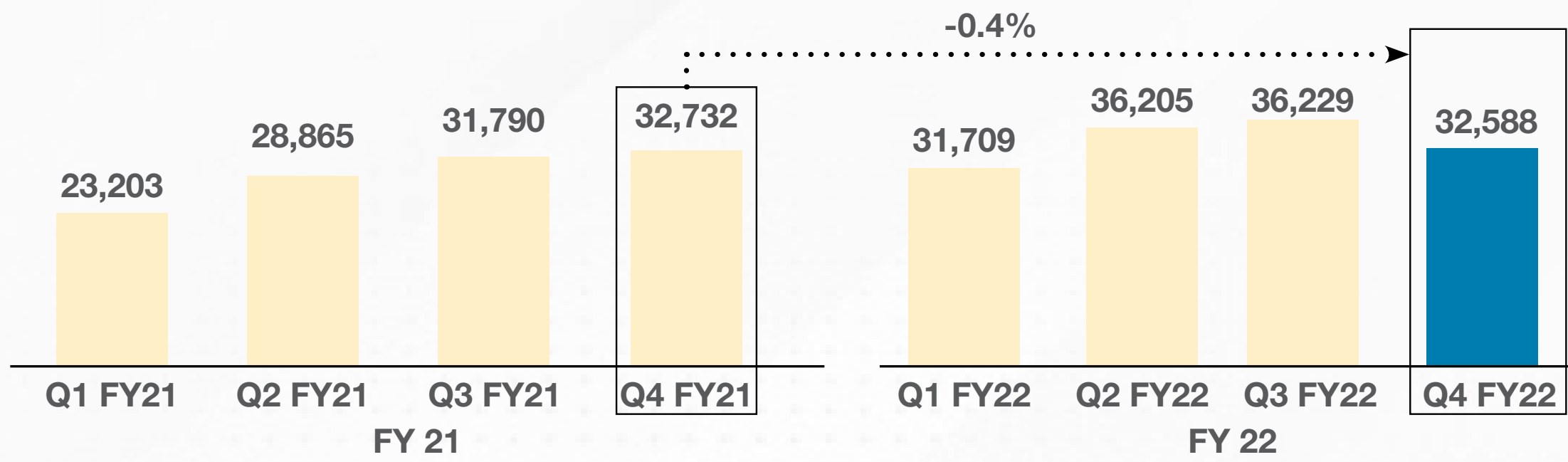
Particulars	FY18	FY19	FY20	FY21	FY22
Bed Capacity	2,120	2,804	3,004	3,064	3,064
Occupancy	51.4%	48.7%	55.7%	57.6%	58.5%
IP volume	88,577	111,382	140,676	116,592	136,731
OP volume	661,000	900,043	1,137,560	830,211	1,013,759
ARPOB	18,807	18,334	18,307	20,609	25,323
ARPP	84,388	81,995	79,526	113,904	121,232
ALOS	4.49	4.47	4.34	5.53	4.79
Revenue	6,672	9,239	11,287	13,401	16,711
EBITDA	1,394	1,740	2,511	3,810	5,360
EBITDA %	21%	19%	22%	28%	32%

1. Occupancy %: Based on Beds Capacity

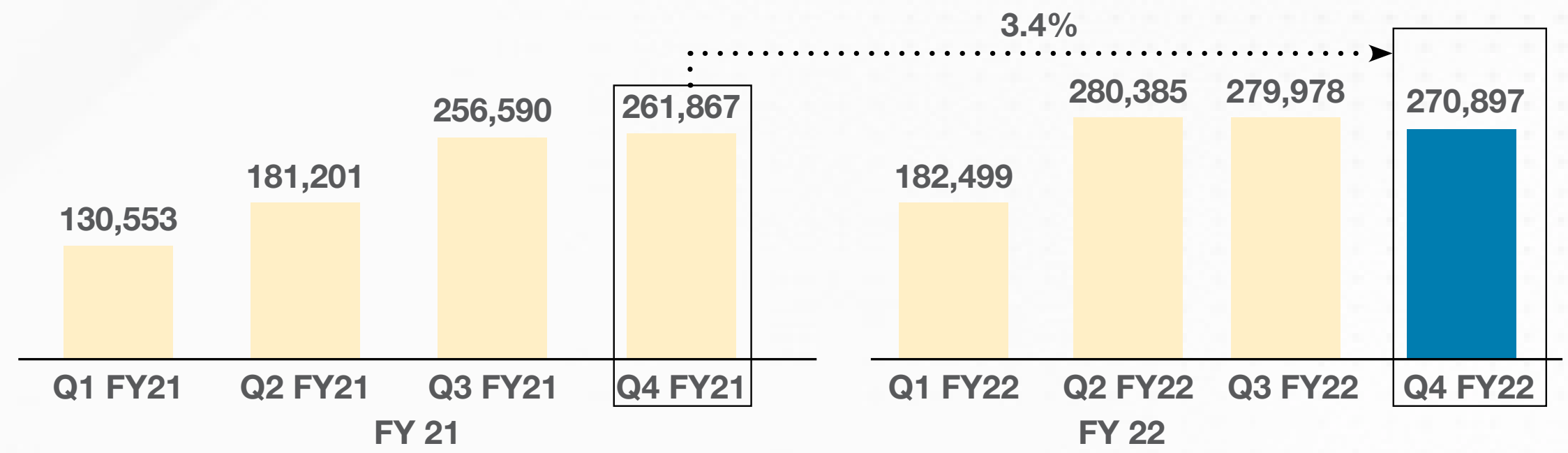
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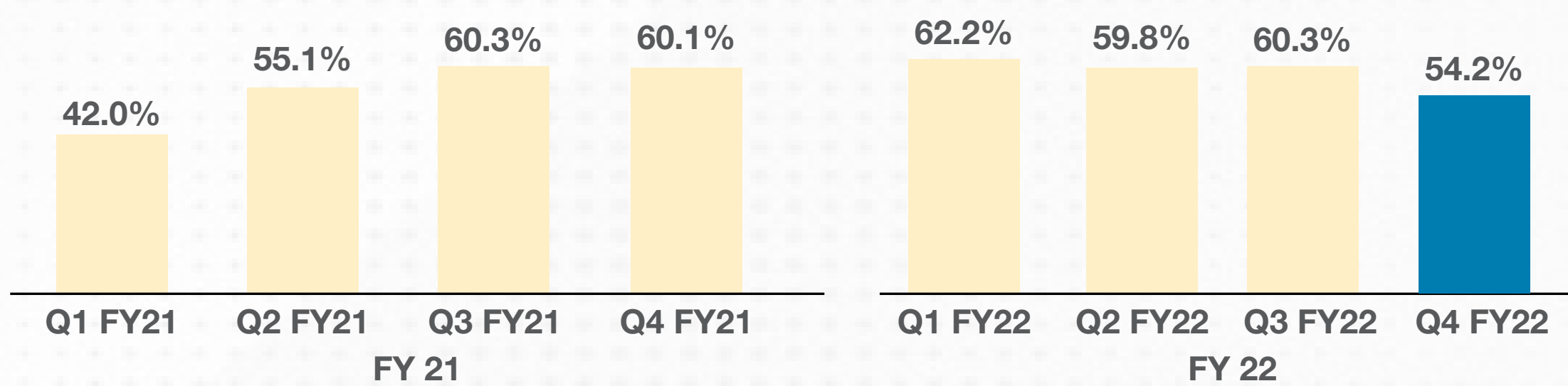
IP VOLUME



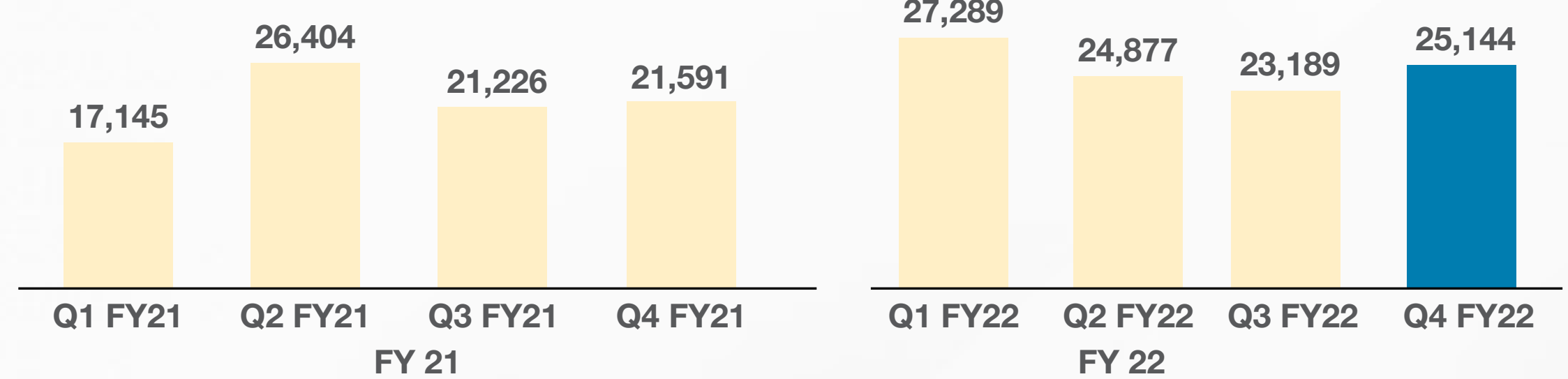
OP VOLUME



OCCUPANCY*

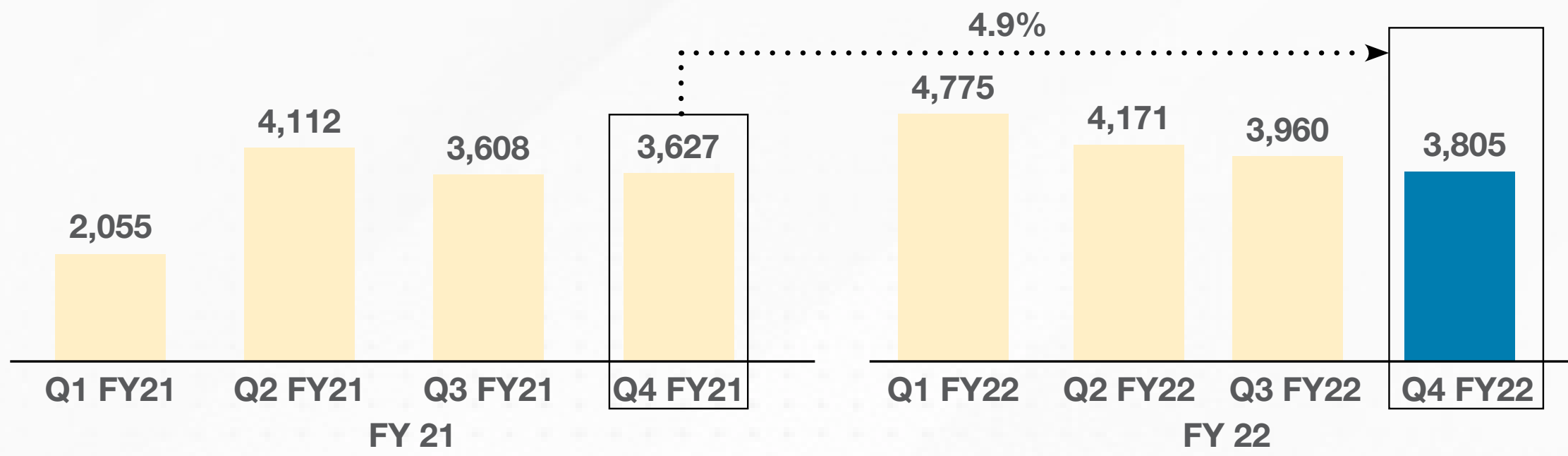


ARPOB

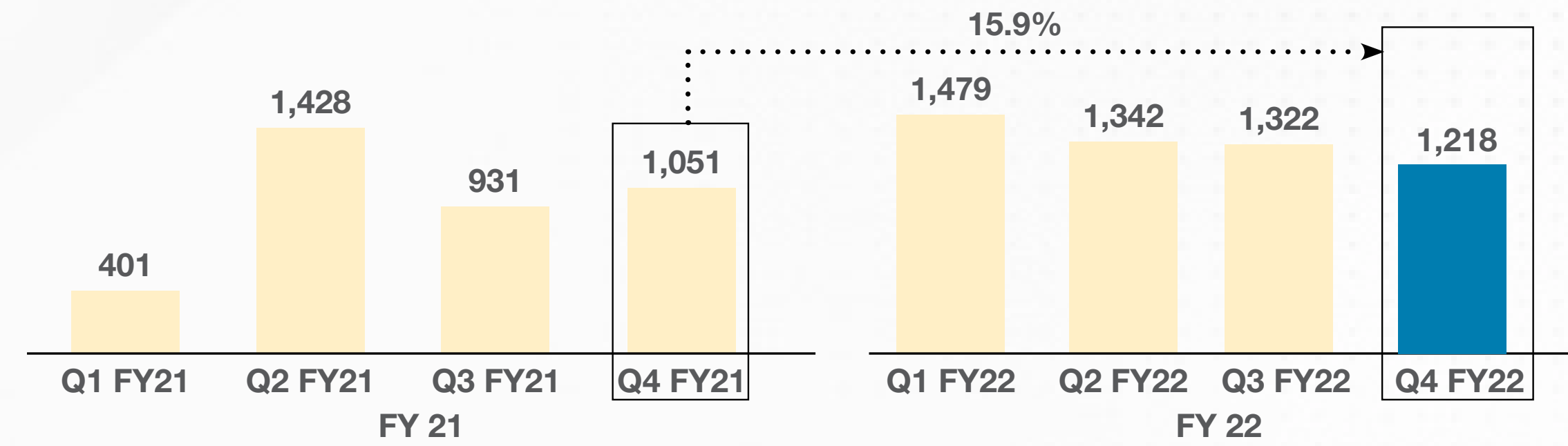


*Occupancy %: Based on Beds Capacity

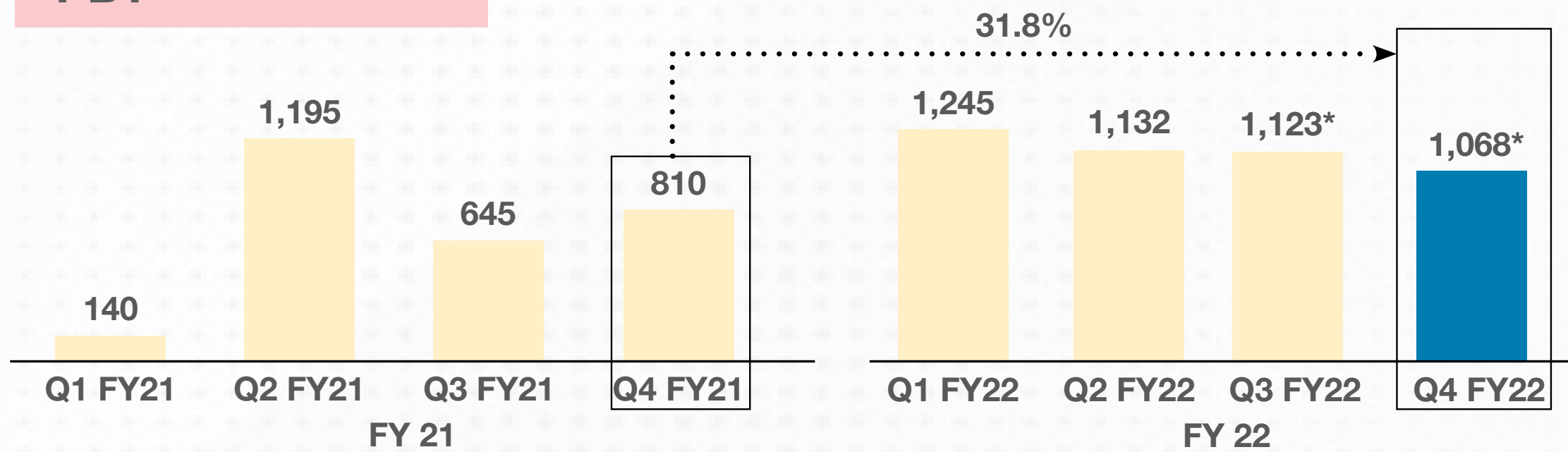
REVENUE



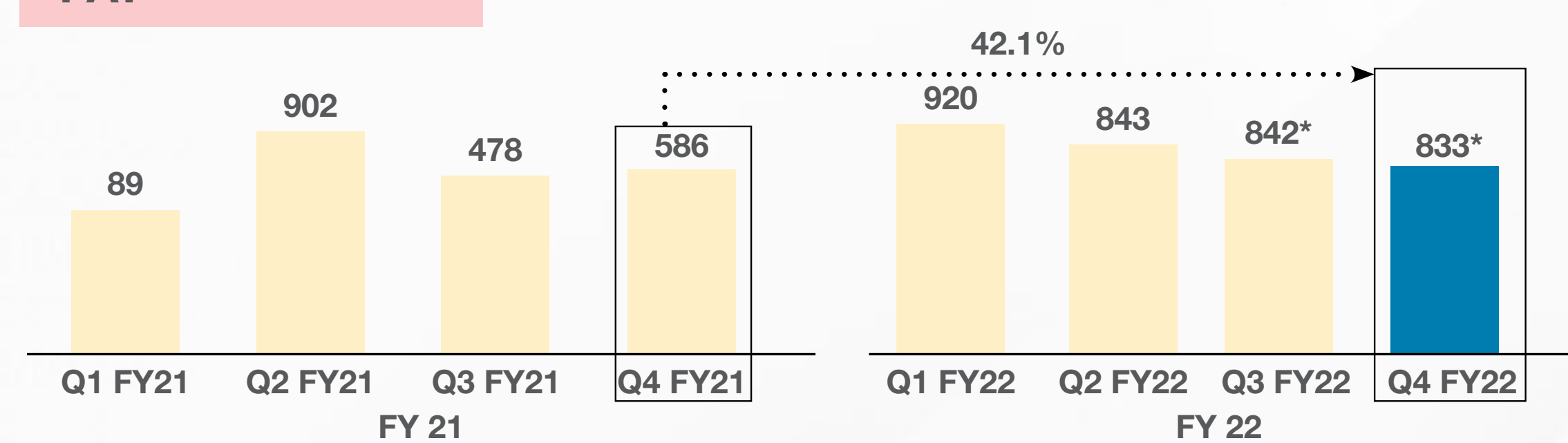
EBITDA



PBT



PAT



*Including share profit of Joint Venture (Sunshine)

COMPARISON OF ANDHRA PRADESH MATURE HOSPITALS & ANDHRA PRADESH ACQUIRED HOSPITALS

Particulars	Matured Assets				Acquired Assets			
	FY19	FY20	FY21	FY22	FY19	FY20	FY21	FY22
Bed Capacity	570	570	630	630	1034	1234	1234	1234
Occupancy	67%	66%	66%	64%	32%	48%	62%	61%
IP volume	33,861	36,972	30,503	30,963	24,221	46,393	41,002	52,201
OP volume	221,322	248,774	209,178	194,429	225,375	389,995	289,324	383,667
ARPOB	13,558	14,961	13,608	15,194	8,705	9,727	9,881	12,388
ARPP	55,492	55,810	67,303	72,566	44,050	45,604	67,381	64,631
ALOS	4.09	3.73	4.95	4.78	5.06	4.69	6.82	5.22
Revenue	1,890	2,072	2,060	2,252	1,073	2,127	2,781	3,392
EBITDA	427	478	526	562	-31	116	468	695
EBITDA %	23%	23%	26%	25%	-3%	5%	17%	20%

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:

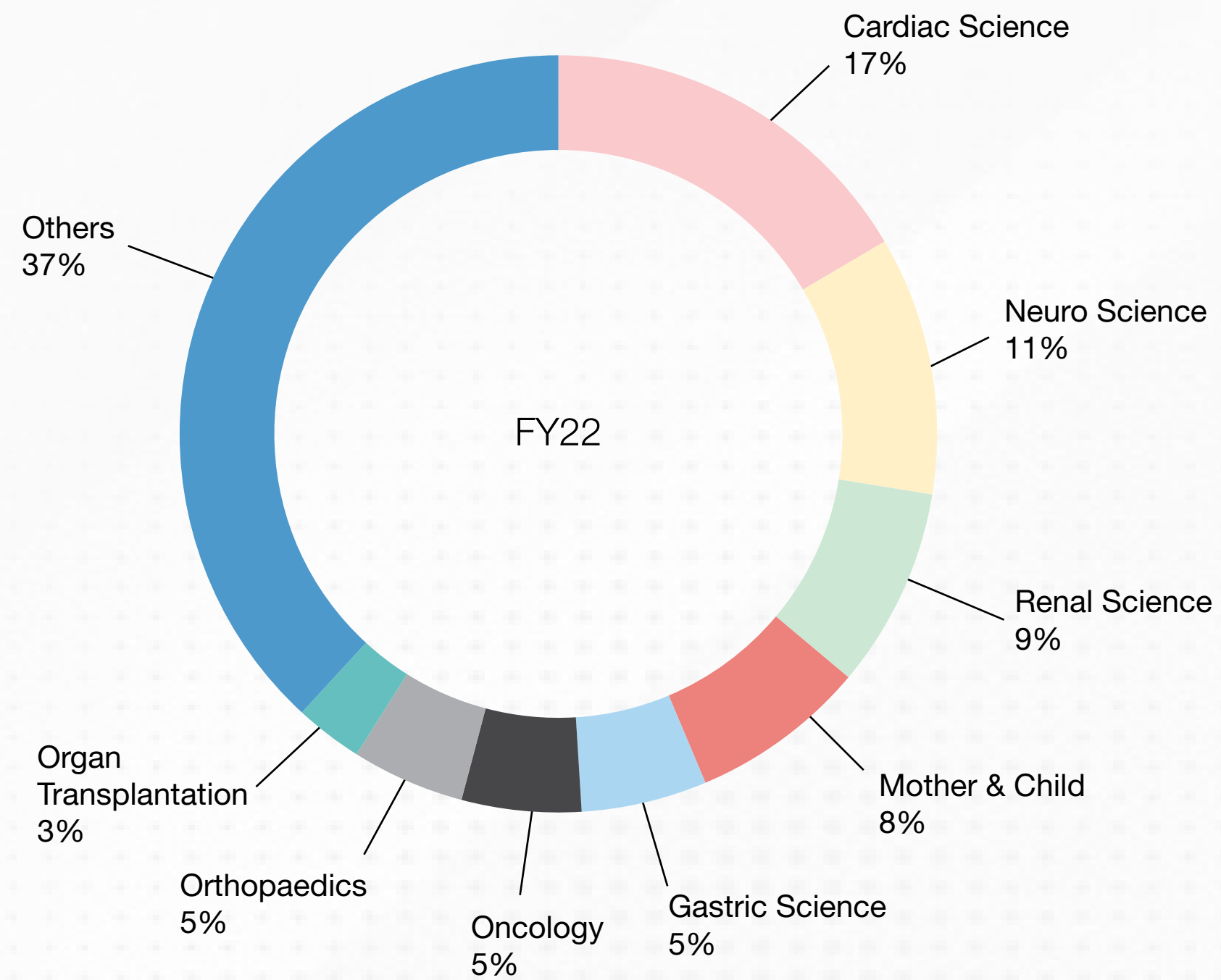
Further reduction of ALOS in Acquired assets is possible as we continue to optimise costs in these units.

EBITDA:

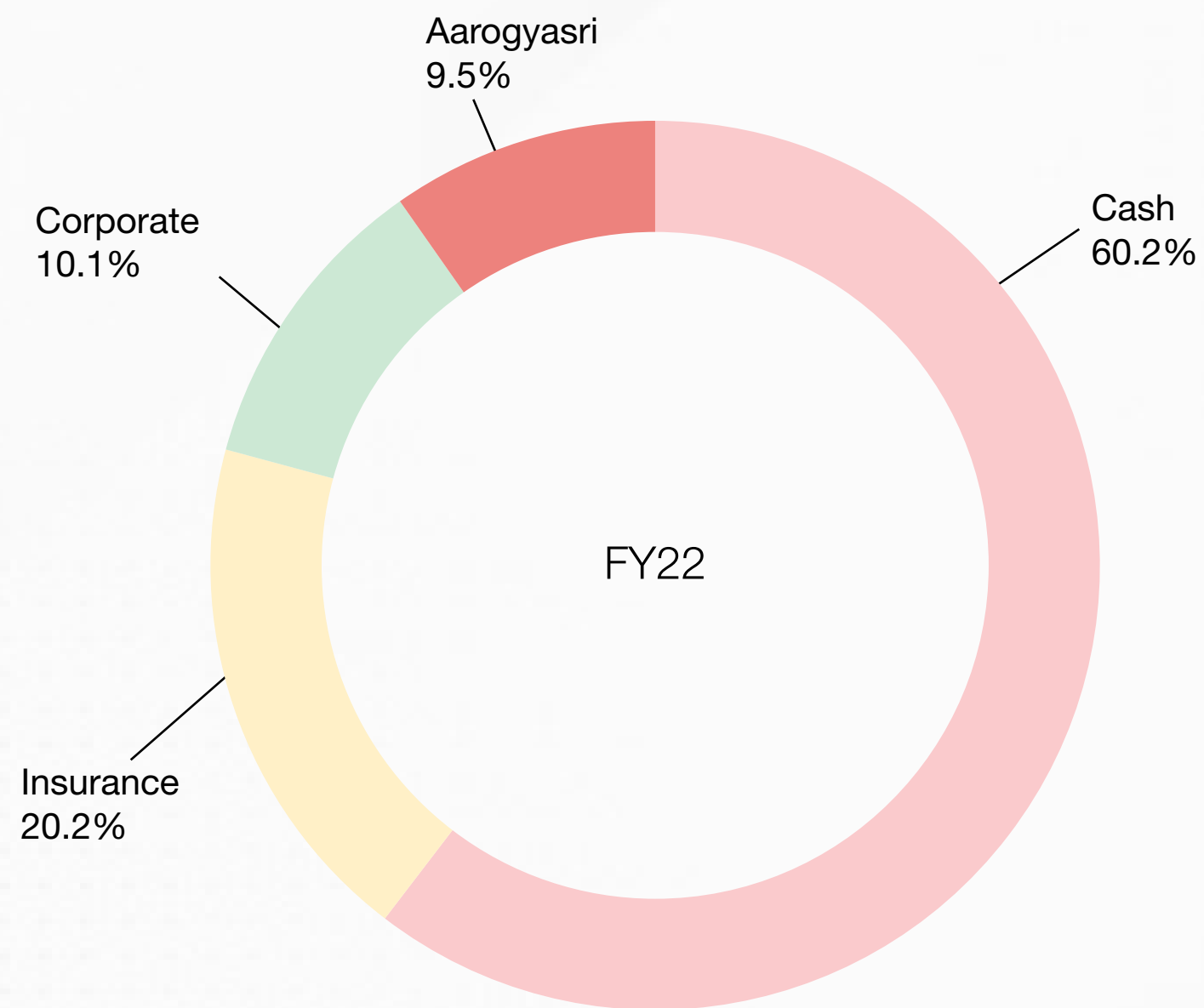
EBITDA Margin of Acquired assets has potential to reach the same levels of Mature assets basis our learnings from the same.

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

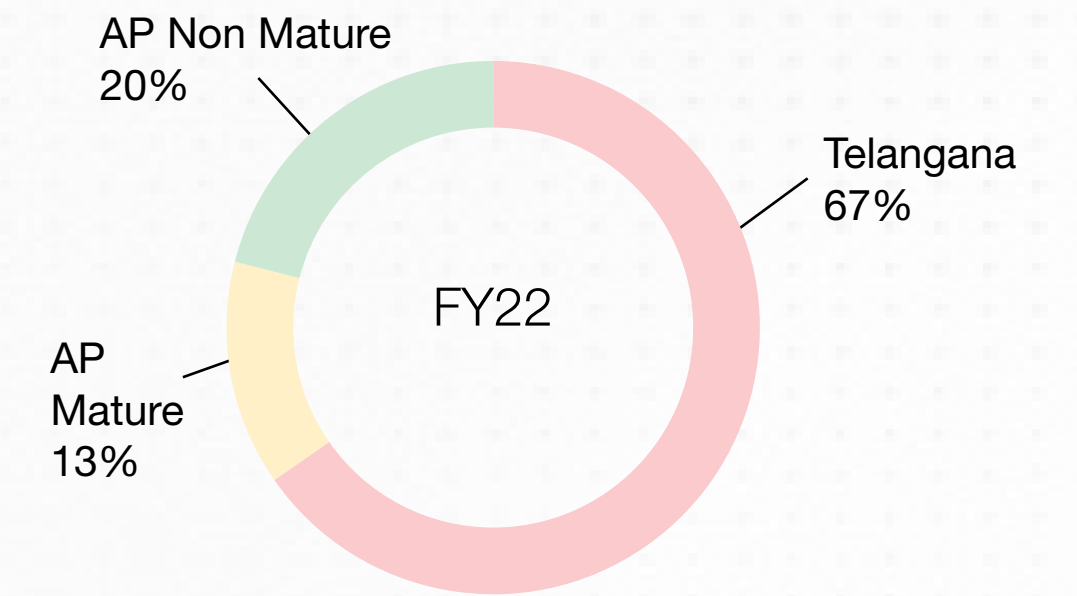
SPECIALITY MIX



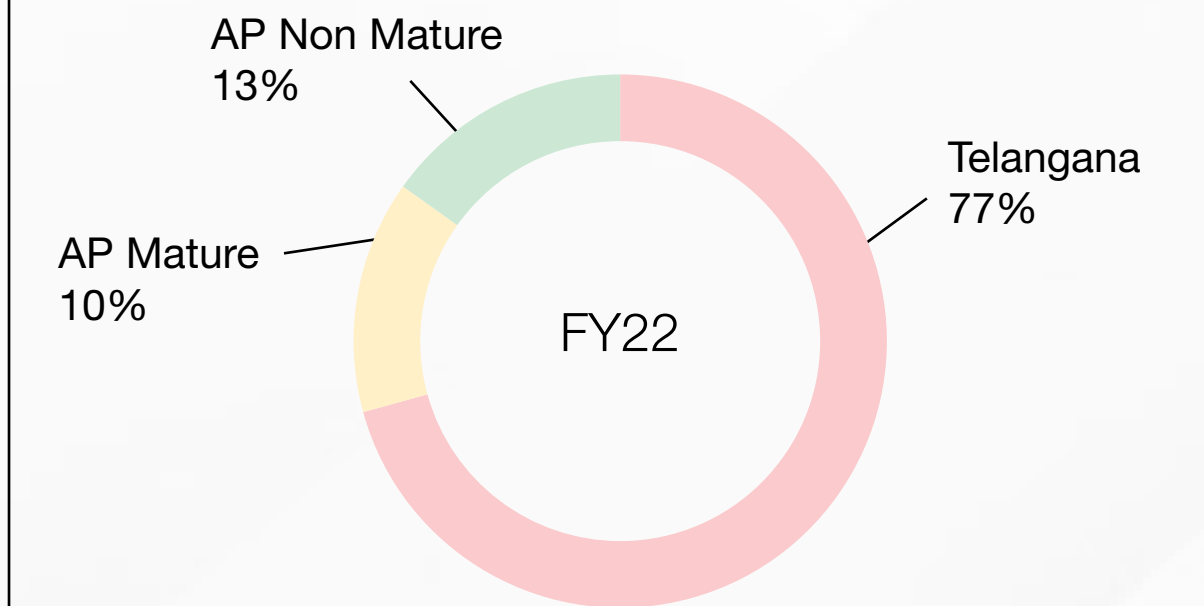
PAYOR MIX



CLUSTER REVENUE*



CLUSTER EBITDA*



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

SUNSHINE HOSPITAL - OUR LATEST ACQUISITIONS

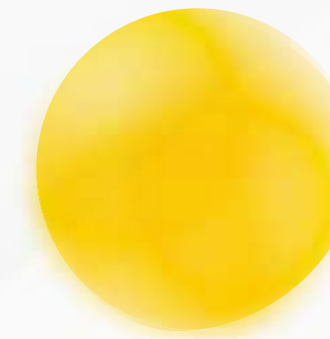


Dr. A.V. Gurava Reddy
Managing Director



Dr. A. Bhavani
Director

- Started in 2009. Currently 600+ beds.
- Second largest Orthopedic practice in South East Asia
- 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!



SUNSHINE
HOSPITALS



SECUNDERABAD



GACHIBOWLI



KARIMNAGAR

The upcoming new unit of KIMS Sunshine Begumpet in a prime location with state of the art modern amenities and increased specialties has potential to do business of 30 Cr per month with EBITDA of 25%

KIMS Sunshine Gachibowli currently does 11 cr per month. with new specialities and enhanced branding of sunshine orthopaedics centre can potentially take the business to 20 Cr per month with EBITDA of 25%

SUNSHINE HOSPITALS -CONSOLIDATED FINANCIAL SNAPSHOT (P&L)

Ind AS

P&L Summary (In INR Mn)	Nov-Mar '22 (5 Months)
Revenue (Inc. Other Income)	1867.2
EBITDA	488.0
EBITDA %	26.1%
Finance Cost	38.7
Depreciation	115.2
PBT	334.1
PAT	225.0
EBITDA	488.0
IND AS Adjustment	-85.3
EBITDA - Pre Ind AS Adjustment (Rental)	402.7

Source: Audited Financial Statement

Doctors perform world's first 'Autoguide' implantation



(Standard Post, Bureau)
Hyderabad, March 22: Doctors at the Krishna Institute of Medical Sciences (KIMS) Hospitals here on Tuesday claimed that they have performed World's first 'autoguide' implantation for Deep Brain Stimulation (DBS) using Artificial Intelligence (AI). This completed procedure is likely to revolutionize the treatment of brain ailments linked to Parkinson's disease and movement disorders. KIMS Hospitals said in a release here on Tuesday.

A team of neurosurgeons led by Dr Manu Potugri, Head of Department, Neuro-Surgery at the KIMS Hospitals have developed a program to provide the latest versions of treatment with tomorrow's technology. The 32-year-old patient Abhinav Kumar from Hyderabad, diagnosed with a rare disorder with symptoms of tightness of hands and legs and having difficulty in walking, like in Parkinson's disease, was successfully treated using advanced treatment protocols on March 3, 2022. Commenting on the patient and the procedure, Dr Manu Potugri, Head of Department and Sr. Consultant Neurosurgeon, KIMS Hospitals said, "More than six years back Abhinav fell from a right hand, which increased with age and had great difficulty even in holding even a teacup and with its progression, was not even able to walk facing him to give up his job. This condition required a surgical intervention to rectify the anomaly in the brain and had to be done with absolute precision. Accuracy in key white performing deep brain stimulation, and the highly skilled team of neurosurgeons and neurologists who specialize in Parkinson's disease and movement disorders, aided by an extremely accurate robotic tool, were able to reach the exact location inside the brain and treat the problem."

The Parkinson's Centre at the KIMS Hospitals is one of the very few places in Asia where such complex procedures could have been possible. The Artificial Intelligence-integrated robotic system available at the KIMS Hospitals helps in various brain surgeries including epilepsy surgery, brain tumour biopsy, deep brain stimulation for Parkinson's disease, movement disorders and some psychiatric disorders. The Steady Aim guide robot helps calculate the exact position and trajectory needed to reach the targeted area of the brain. A standard accuracy registration for deep brain stimulation usually falls between 0.8 and 1.2 millimeters.

"By using the Steady Aim guide robot, on recent surgery the Parkinson's group at KIMS Hospitals has registered an accuracy within 0.2, which is the first best in the nation according to Aim guide data. That's about the fraction thickness of a hair, the robot said. If the surgery is done manually, the neurosurgeon himself needs to calculate the coordinates, he has to fix the leads with his own hands into the brain. With AI Aim Guide the robot picks the coordinates based on the feed from the surgeons. It performs procedure according to the given instructions, with utmost precision and accuracy. Post completion of the procedure, Abhinav Kumar, who is now completely fine and now able to do everything, said it is Parkinson's disease and after the DBS, errors have stopped completely. Doctors trained with great care and I'm looking forward to joining my job soon."

World's first auto guide implantation for Deep Brain Stimulation using AI done by Neurosurgeons at KIMS Hospitals, Secunderabad



KIMS HOSP DOCS GIVE PROSTHETIC TESTIS TO 23 YR-OLD

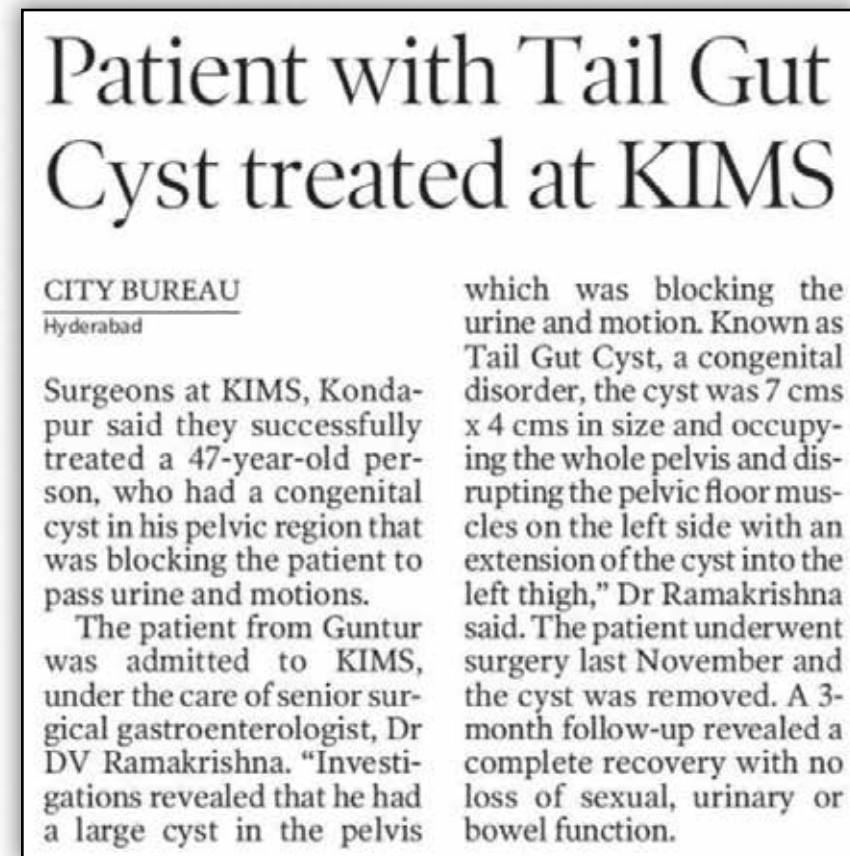
EXPRESS NEWS SERVICE
Hyderabad

Silicon will not cause any infection

He will have normal family life and fertility too. The silicone material will not cause any kind of infection. They are available for a

THE doctors at KIMS Hospitals have successfully fixed a prosthetic testis (singular for testes) made of silicon on a youngster, who had lost it due to

Doctors give prosthetic testis to a 23-year-old who had lost it due to genetic reasons in childhood at KIMS Hospitals, Secunderabad



Patient with Tail Gut Cyst treated at KIMS

CITY BUREAU
Hyderabad

Surgeons at KIMS, Kondapur said they successfully treated a 47-year-old person, who had a congenital cyst in his pelvic region that was blocking the patient to pass urine and motions. The patient from Guntur was admitted to KIMS, under the care of senior surgical gastroenterologist, Dr DV Ramakrishna. "Investigations revealed that he had a large cyst in the pelvis which was blocking the urine and motion. Known as Tail Gut Cyst, a congenital disorder, the cyst was 7 cms x 4 cms in size and occupying the whole pelvis and disrupting the pelvic floor muscles on the left side with an extension of the cyst into the left thigh," Dr Ramakrishna said. The patient underwent surgery last November and the cyst was removed. A 3-month follow-up revealed a complete recovery with no loss of sexual, urinary or bowel function.

Complex case of Tail Gut Cyst treated successfully by Doctors at KIMS Hospitals, Kondapur

Puerperal woman suffering from clots in legs, Doctors cured with Novel technology with minimal bleeding risk

(Standard Post, Bureau)
Hyderabad, April 22: Doctors at KIMS, Kondapur cured a puerperal woman who presented with blood clot (DVT-Deep vein thrombosis) in her left leg just after a month after giving birth to her baby with severe swelling and unbearable pain. Doctors cured her without using medicines through a rare process and saved from her misery. Dr. Venkatesh Bollineni, Consultant Vascular and Endovascular Surgeon, KIMS Hospital, Kondapur, gave details in this regard. "A 30-year-old woman from Anantapur district developed Deep Vein Thrombosis (DVT) about a month after giving birth. Generally, in such cases, we give very powerful injections (Alteplase) and break those clots who are not getting relieved from symptoms with blood thinners. But if we give such injections to the puerperal women, the chance of bleeding is high (post-partum haemorrhage - PPH) and risks of removing the uterus are even high. On the other hand, if we do not remove the clots, severe pain and swelling will remain which are lifestyle limiting. They make it impossible for her to carry on their safe motherhood activities. In some cases, these clots have the risk of entering the lungs and may have severe consequences. In this situation, state-of-the-art technology is very useful. So, in just two days, her swelling leg and severe pain were almost reduced, and she was near normal. By the time she came to the hospital, her leg was swollen and was in tremendous pain unable to carry on motherhood activities. To remove the entire clots in the veins through the suction method (Aspiration Thrombectomy) without the use of highly potent medicines - Alteplase. In this case, we have used a new technology called Pevumbra Aspiration Catheter System available at KIMS Hospital, Kondapur which is only available in very few places. Through this, we were able to remove the entire clots in the veins through the suction method (Aspiration Thrombectomy) without the use of highly potent medicines - Alteplase. In this case, we have used a new technology called Pevumbra Aspiration Catheter System available at KIMS Hospital, Kondapur which is only available in very few places. Through this, we were able to carry on their safe motherhood activities."

Puerperal woman suffering from clots in leg treated without surgery at KIMS Hospitals, Kondapur



9-month-old girl undergoes liver surgery

CITY BUREAU
Hyderabad

The transplant surgeons at KIMS Hospital, Secunderabad have successfully performed a liver transplant surgery on a 9-month-old baby, hailing from Mahabubnagar. The young girl was admitted to KIMS Hospital when she was 7 months old with jaundice. A few months ago, she underwent portoenterostomy surgery at a different healthcare facility. The surgery is taken-up among infants with a congenital liver disorder known as biliary atresia, doctors said. However, with jaundice persisting, the young girl developed symptoms of liver failure. At KIMS Hospital, the girl's mother came forward to donate a part of her liver and surgeons conducted the

Dr Ravichand Siddharth, Head, Department of Liver Transplant, KIMS, along with the baby and her mother.

9 months baby undergoes successful liver transplant surgery at KIMS Hospitals, Secunderabad



(Standard Post, Bureau)
Visakhapatnam, Jan 19: A 5-year-old baby girl with a large coronary cameral fistula was treated at KIMS Icon Hospital, Visakhapatnam with life-saving modern methods. The parents, who hailed from a rural backdrop found that their baby was not gaining sufficient weight as per age. As the average weight at the age of 5 is at least 18 kilograms, the girl was weighing only 12 kgs. The parents, who belong to the Anakapalli area near Vizag took her to paediatrician, who advised coronary cameral fistula from left coronary sinus to the right atrium. This is a rare congenital problem with 0.01% incidence. Coronary cameral fistula is often congenital, i.e. present at birth. It occurs when one of the coronary arteries fail to form properly. Coronary arteries are the blood vessels that bring oxygen-rich blood to the heart. Small coronary cameral fistulas are usually asymptomatic. Large coronary cameral fistulas may cause myocardial ischemia, heart failure and arrhythmia. Surgical device closure of coronary cameral fistula was done using duct occluder device. Transcatheter occlusion of paediatric coronary cameral fistula, though technically challenging, is a very safe and effective treatment option. The post-procedure stay in the hospital was uneventful. The child was stable and discharged on dual antiplatelet medications. Long term close follow up is necessary." Dr Sudeep Verma Consultant paediatric cardiologist, KIMS, Secunderabad, Dr Shanti

5-year-old girl with coronary cameral fistula, a rare congenital heart disease, treated successfully at KIMS-ICON, Vizag

42-yr-old gives birth to preterm twins

EXPRESS NEWS SERVICE
@Anantapur

A 42-year-old woman from Anantapur's Tadipatri has given birth to premature twins at a local hospital. Doctors at KIMS Saveria Hospital said the couple had been trying for their first pregnancy for the last 25 years and visited several doctors over the period. Their decades-long efforts yielded results as the woman conceived twins last year. However, when she was 28 weeks pregnant, she developed premature labour pains and approached two hospitals in Tadipatri, where the doctors said she was not due yet. The woman's father admitted her to KIMS Saveria hospital where senior gynaecologist Dr Udayani strongly advised for immediate delivery or else there was risk to the mother's life. As both the babies were massively underweight at birth,

42 year old gives birth to preterm babies successfully at KIMS Saveera, Anantapur

పదినెలల చిన్నారు మూత్రపిండానికి శస్త్ర చికిత్స

అనంతపురం కిమ్స సవేరా వైద్యుల ప్రతిభ



అనంతపురం లోని కిమ్స సవేరా వైద్యుల ప్రతిభ. పదినెలల చిన్నారు మూత్రపిండానికి శస్త్ర చికిత్స చేయించారు. ఈ సందర్భంలో కిమ్స సవేరా వైద్యుల ప్రతిభ ప్రశంసలందుకుంది.

10 months baby undergoes complex kidney surgery at KIMS Saveera, Anantapur

అస్సాం మహిళకు కణితి తొలగింపు

ముక్కు ద్వారా శస్త్ర చికిత్స చేసిన సాయి బలరామకృష్ణ



డా.బాగారెస్స్, పి.బ్రవరతి(ప్రభాస్వామి) : కణితులను గుర్తించడం కొంత కష్టం. చిన్న చిన్న లక్షణాలు కనిపించినప్పుడే వైద్యుల వద్దకు వెళ్ళాలి. లేనిపక్షంలో అవి తీవ్రమై, పెద్ద సమస్యలకు దారితీస్తాయని విశాఖపట్నం కిమ్స ఐకాన్ ఈఎన్టీ సర్జన్ డాక్టర్ సాయి బలరామ కృష్ణ తెలిపారు. అస్సాం రాష్ట్రం కామరూప్ జిల్లాలో వెందిన 43 ఏళ్ల గృహిణి ఈమహిళి(పేరు మార్చబడింది) ఒక ఏడాది క్రితం బాగా తలకొప్పి వస్తూ మైగ్రేన్ అనవకుని దానికి చికిత్స తీసుకున్నారన్నారు. డా.బాగా అప్పటి నుంచి రుతుక్రమంలో క్షీడింగ్ బాగా తగ్గదాన్ని ఆమె గమనించారన్నారు. సాధారణమే అనవకుని వదిలేశారు. తర్వాత వారం రోజుల పయం నుంచి కుడి కంటిలో చూపు తగ్గడంతో కంటి వైద్యుడి వద్దకు వెళ్ళారన్నారు. తొలి వైద్య పరీక్షలు చేస్తే ఆమెకు కణితి ఉన్నట్లు తేలించారన్నారు. జన్మవరమైన కారణం వల్ల వచ్చే ఈ కణితులు ప్రతి యెండు నెలల్లో ఒకరికి వచ్చే అవకాశం

Complex case of pituitary tumor treated successfully at KIMS ICON, Vizag

బైపాస్ సర్జరీ లేకుండానే ఎల్ఎం బైఫర్కేషన్



డాక్టర్ అనంద్ గౌరిశంకర్ రెడ్డి

ప్రణాళి-కావాచక గుండె రికెట్లో అత్యంత క్లిష్టమైన వాటిలో ఒకటైన ఎల్ఎం బైఫర్కేషన్ చేపట్టడం ప్రాణం ఆపకపోతే తప్పనిసరిగా చేసే కష్టమైన అనంద్ గౌరిశంకర్ రెడ్డి ఆధిపత్యం వల్లనే సాధ్యమైంది.

Critical procedure of Left Main Bifurcation done with Coronary Angioplasty at KIMS-ICON, Vizag

చీలమండ చుట్టు పడకొండు కొత్త ఎముకలు

విజయవంతుల కొత్త ఎముకల తొలగింపు

కర్నూలు జిల్లాలోనే మొదటిసారి



విజయవంతుల కొత్త ఎముకల తొలగింపు. కర్నూలు జిల్లాలోనే మొదటిసారి ఈ ప్రక్రియను సాధించారు.

In a rare feat, KIMS Kurnool doctors remove 11 bone formations around Ankle.

లివర్లో కృతమ రక్తనాళాన్ని సృష్టించిన కిమ్స వైద్యులు

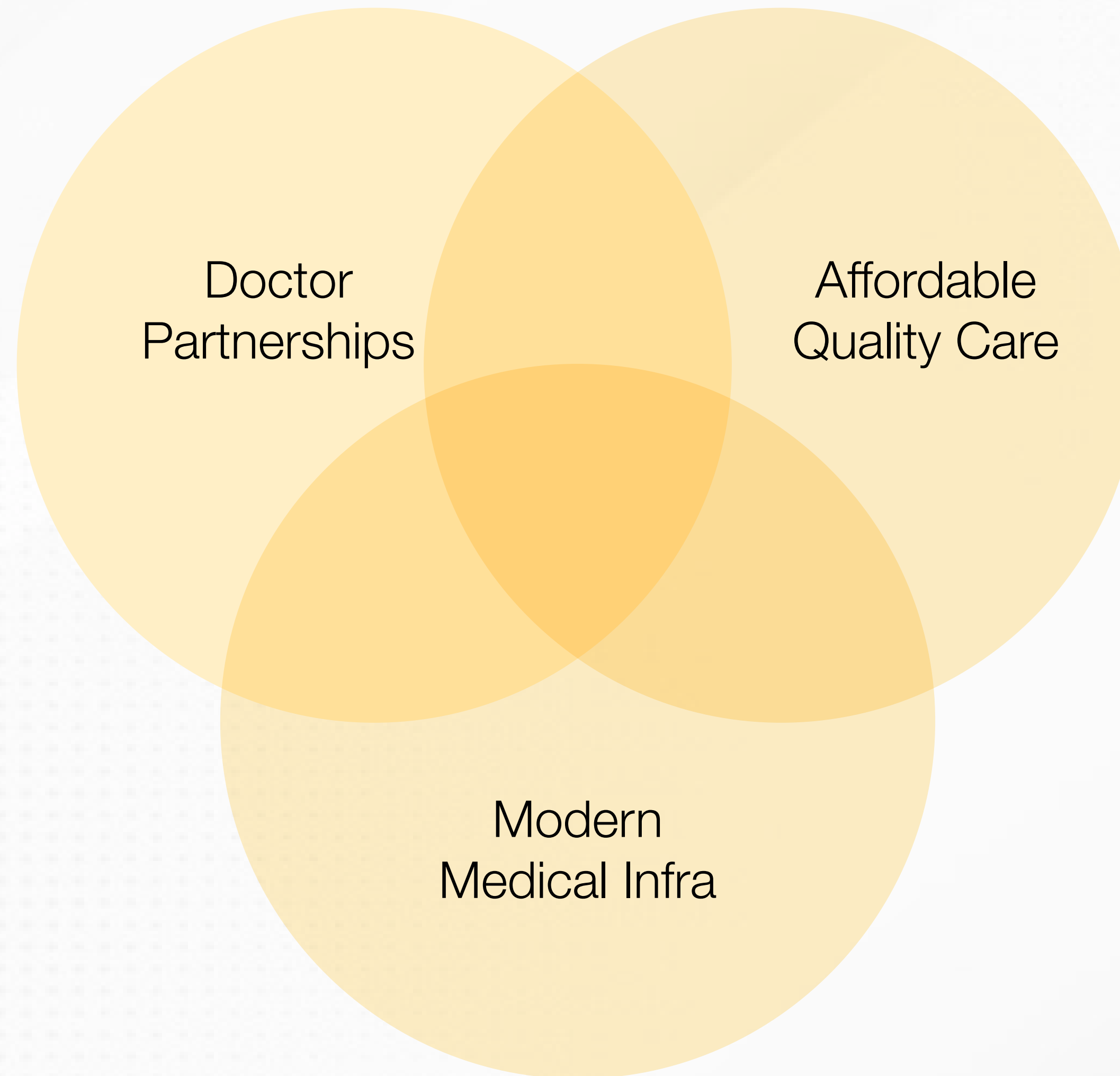
- రాయలసీమలో చిత్త సృష్టించిన కిమ్స వైద్యులు
- లివర్లో అరుదైన స్టెంట్ విజయవంతం - కిమ్స లైసెన్సెడ్



రాయలసీమలో చిత్త సృష్టించిన కిమ్స వైద్యులు. లివర్లో అరుదైన స్టెంట్ విజయవంతం.

KIMS Kurnool doctors perform a rare procedure by inserting a stent in the liver; to save the life of the patient.

KEY TO OUR SUCCESS



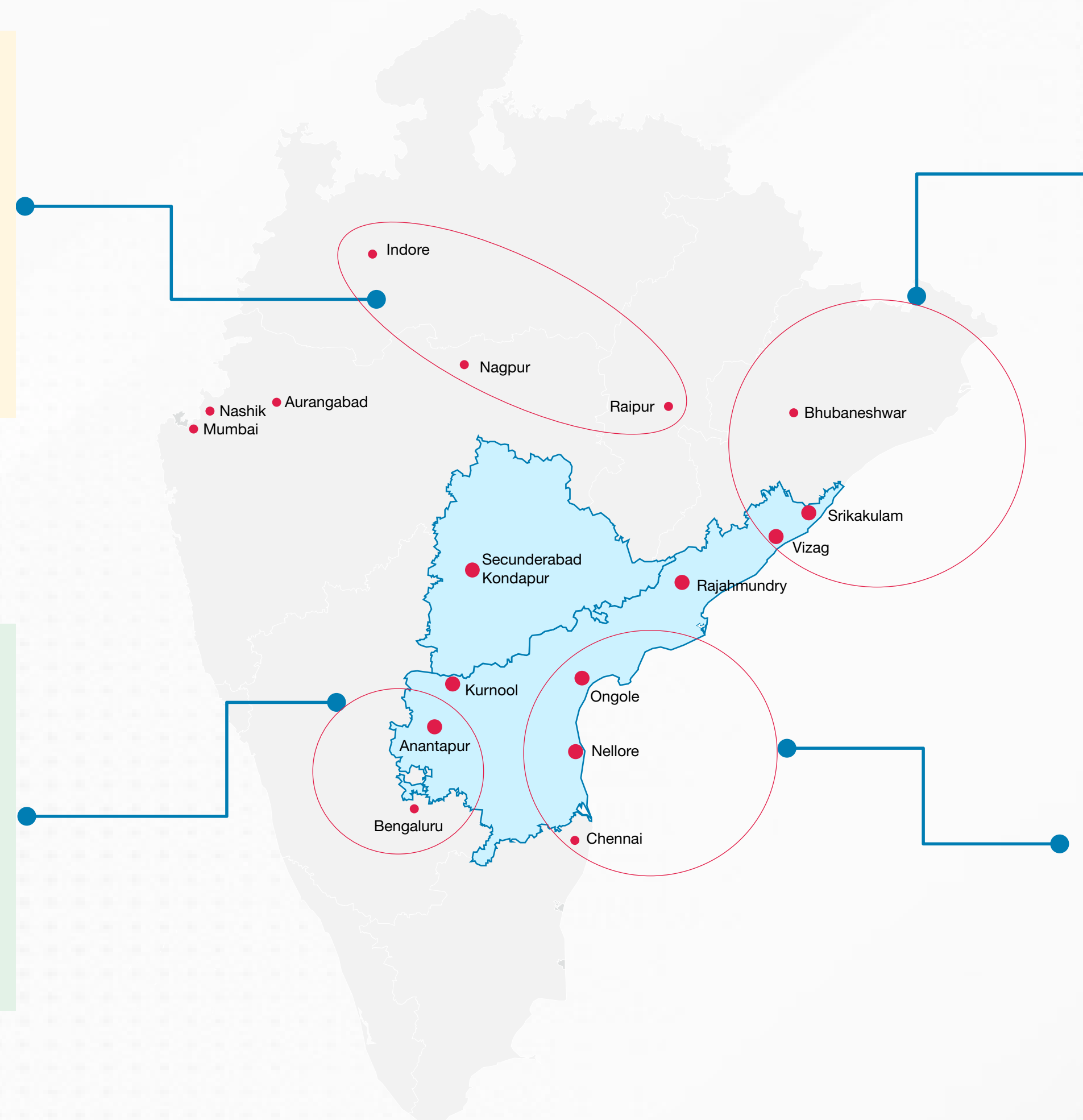
KIMS Plans to Grow into Markets that are Adjacent to the Current Core Markets of AP and Telangana

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

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

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

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



Update on Expansion Plans

- Maharashtra is an important market for future expansion for us.
- KIMS Secunderabad gets a steady influx of patients from Vidarbha (Nagpur, Akola, Amravati) and Marathwada (Nanded, Latur, Aurangabad, etc) regions and therefore there is decent brand awareness for KIMS in these regions.
- We are scouting for opportunities in the Vidharbha region, there is tremendous potential in western Maharashtra for our affordable quality care model. Our entry into Nashik has been for this reason.
- Our partnership with Dr Raj Nagarkar in Nashik offers us an entry into Western Maharashtra and will help us actively explore options in Mumbai / Thane region.



Physical Infrastructure

- 325 beds hospital
- 69 ICU beds
- 8 OTs
- Patient Rooms Break Up
 - 31 Single Rooms
 - 48 Twin Sharing
 - 54 Triple Sharing
 - 84 General Ward
 - 2 Suite Rooms
 - 12 Dialysis Beds
 - 10 ER Beds
- Exclusive Mother & Child
 - NICU & PICU
 - Gynae / Labour Room / OT

Medical Infrastructure:

- 2 Cath Labs
- 1 MRIs
- 1 CT
- Endoscopy Suite / ERCP Suite
- 4K Lab Set (Advanced)
- Heart Lung Machine
- High-end Microscope

Proposed Manpower

- 70 full time Clinicians
- 20 support department clinicians
- 1400 staff
(including Paramedics, Nursing, Technicians)

PROPOSED NASHIK HOSPITAL DEPARTMENTS

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

Transplant Services

- Heart Transplant
- Lung Transplant
- Kidney Transplant
- Liver Transplant
- Bone Marrow Transplant
- Pancreas Transplant

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

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
Nashik	-	325	All Specialities	200-250 Cr	24-36 months

PROFIT AND LOSS STATEMENT

(RS. MILLIONS)

Particulars	FY 22	FY 21	(%)	Q4 FY 22	Q3 FY 22	Q2 FY 22	Q1 FY 22	Q4 FY 21	QoQ(%)	YoY(%)
Total Income	16,710.9	13,401.0	24.7%	3,805.3	3,959.6	4,171.5	4,774.5	3,627.3	-3.9%	4.9%
Material cost	3,551.6	2,889.3		751.2	821.8	855.2	1,123.4	772.9		
Employee benefit expenses	2,619.1	2,202.1		648.5	610.4	635.0	725.1	564.03		
Other expenses	5,179.7	4,499.1		1,187.9	1,205.9	1,339.4	1,446.5	1,239.9		
Total operative expenses	11,350.4	9,590.5		2,587.6	2,638.1	2,829.6	3,295.1	2,576.8		
EBITDA	5,360.5	3,810.5	40.7%	1,217.7	1,321.5	1,341.9	1,479.4	1,050.4	-7.9%	15.9%
EBITDA (%)	32%	28%		32%	33%	32%	31%	29.0%		
Depreciation	726.7	695.4		186.4	188.1	181.4	170.9	166.4		
EBIT	4,633.8	3,115.1	48.7%	1,031.3	1,133.5	1,160.5	1,308.5	884.0	-9.0%	16.6%
EBIT (%)	28%	23%		27%	29%	28%	27%	24.4%		
Finance cost	160.3	325.0		38.6	29.7	28.9	63.2	74.1		
PBT	4,473.4	2,790.2	60.3%	992.7	1,103.8	1,131.6	1,245.3	810.0	-10.1%	22.5%
PBT (%)	27%	21%		26%	28%	27%	26%	22.3%		
Share of profit / (loss) of equity accounted investees	95.1			75.4	19.7			-		
Tax expenses	1,130.6	735.4		234.9	281.6	289.0	325.0	224.0		
PAT	3,437.9	2,054.8	67.3%	833.2	841.9	842.5	920.3	586.0	-1.0%	42.2%
PAT (%)	21%	15%		22%	21%	20%	19%	16%		
Basic EPS(Rs.)	41.88	26.87		10.08	10.14	10.34	11.48	7.72		
Diluted EPS (Rs.)	41.88	26.42		10.08	10.14	10.34	11.48	7.59		

Krishna Institute of Medical Sciences Ltd.

KIMS Secunderabad
(100%)

KIMS Nellore
(100%)

KIMS Rajahmundry
(100%)

KIMS Ongole
(100%)

AHPL
Srikakulam
(57.8%)

KHEPL
Kondapur
(86.3%)

KIMS ICON
Vizag
(51.0%)

KIMS Saveera
Anantapur
(80.0%)

KIMS Rainbow
Kurnool
(55.0%)

Sarvejana
(Sunshine)
(51.07%)

Doctor Partnership Hospitals

Thank You