



26 August 2019

The Secretary Listing Department, BSE Limited, 1 st Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai 400001 Scrip Code: 540975	The Manager, Listing Department, The National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (East), Mumbai 400051 Scrip Symbol: ASTERDM
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Dear Sir/Madam,

Sub: Investor Presentation for Capital Market Day

With reference to the captioned subject and the announcement made by the Company on August 8, 2019 relating to the Capital Market Day, which was scheduled for August 22, 2019, please find enclosed the Investor Presentation made.

Kindly take the above said information on record as per the requirement of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You.

Yours faithfully

For Aster DM Healthcare Limited

Puja Aggarwal
Company Secretary and Compliance Officer

Aster DM Healthcare Limited
CIN- L85110KL2008PLC021703
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Near Kothad Bridge, South Chittoor PO
Cheranalloor, Kochi- 682027, Kerala, India
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ASTER DM HEALTHCARE

Investor and Analyst Meet – 22nd Aug 2019

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Aster DM Healthcare – At a Glance



HOSPITALS

GCC: 12
India: 13

25



CLINICS

GCC: 107
India: 8

115



PHARMACIES

GCC: 231

231

Total Facilities | 371

One of **Largest Private healthcare** service providers operating in Asia (GCC& India)

Present in 9 Countries (UAE, Saudi Arabia, Qatar, Oman, Bahrain, Philippines, Kuwait, Jordan and India)

Largest No. of Medical Centers / Polyclinics in GCC

Largest chain of Pharmacies in the UAE

CAPACITY BEDS

4,794

GCC: 1,101
India: 3,693



PATIENT VISITS – FY19

~18.5 mn

GCC: ~16.5 mn
India: ~2.0 mn



REVENUE – FY19

USD 1.14 bn

GCC: USD ~953 mn
India: USD ~188 mn



HUMAN RESOURCE



20,329

DOCTORS
2,913

NURSES
6,475

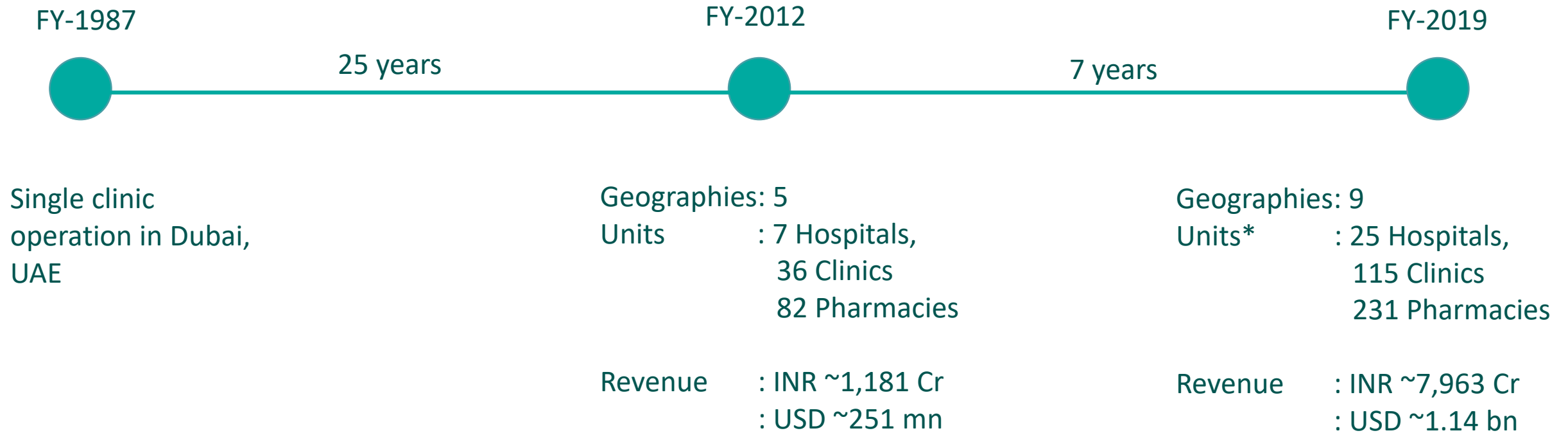
OTHER
10,941

Notes: 1. Revenue shown above excludes other income;

2. Capacity beds shown above excludes O&M beds of WIMS hospital which was included in bed count in the previous presentations

3. The above shown doctor count includes professional fee doctors (~1230) working in our India hospitals

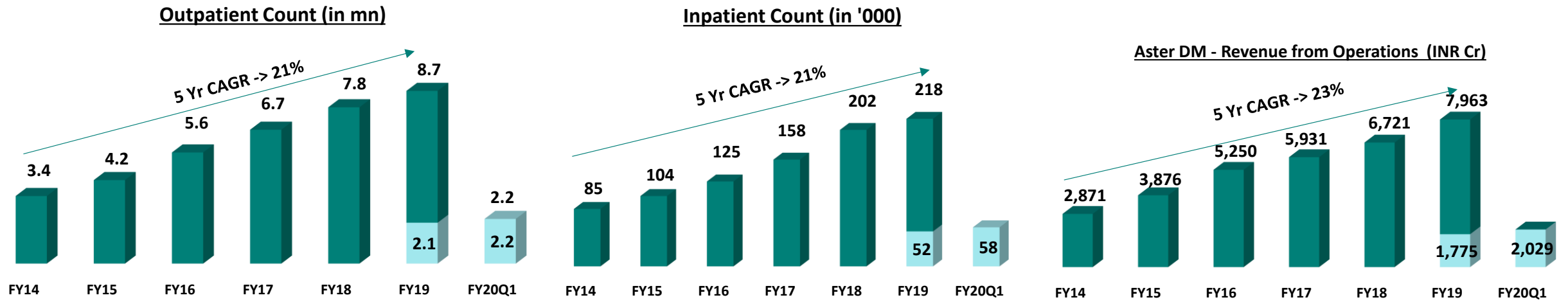
Aster DM Healthcare – Evolution



Note:

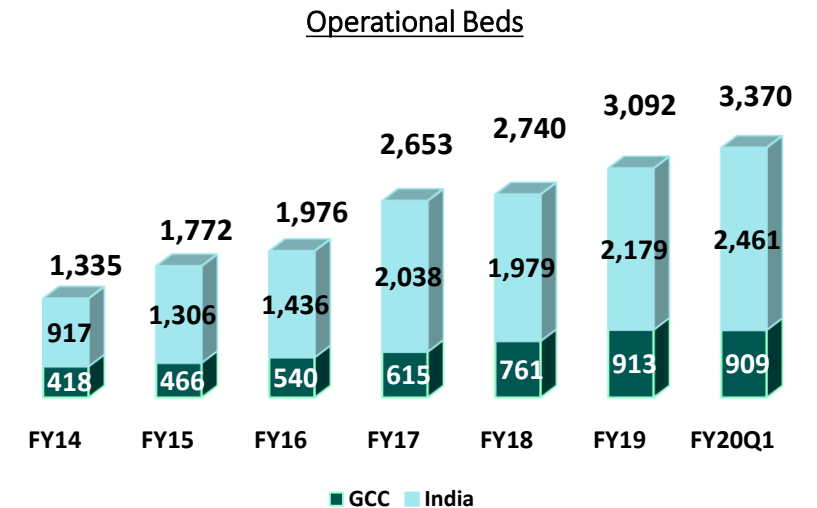
- Unit count as at 30th June 2019
- FY12 INR:USD exchange rate = 47; approximation used.
- FY19 INR:USD exchange rate = 69.76

ROBUST GROWTH OVER LAST 5 YEARS



..Coupled with capacity creation for further growth, which resulted in an extensive geographical footprint

# of Units	FY14	FY15	FY16	FY17	FY18	FY19	FY20Q1
Hospitals	10	14	13	18	19	24	25
Clinics	45	69	87	96	101	114	115
Pharmacies	107	166	180	202	207	219	231
Total	162	249	280	316	327	357	371

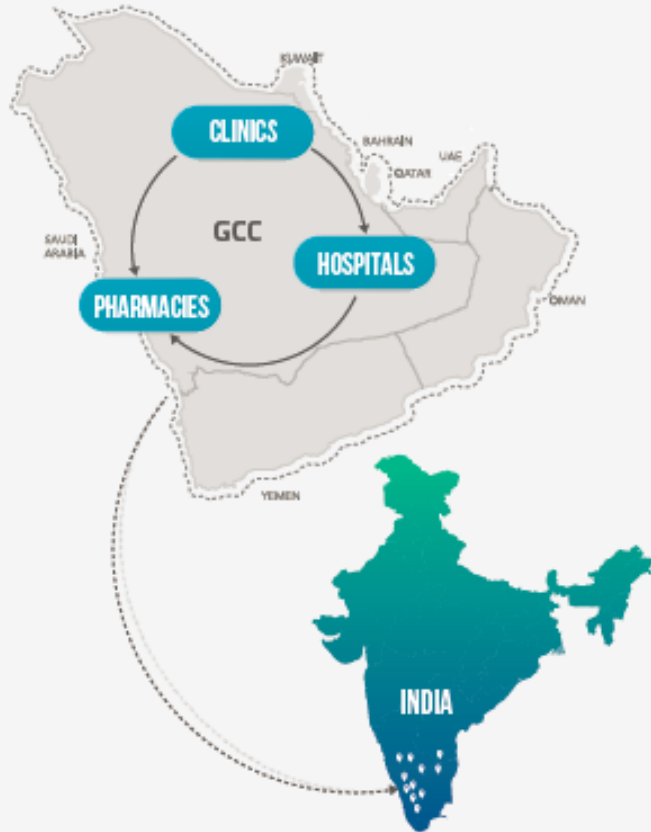


Note:

1. Out-Patient visits mentioned above does not include pharmacy visits
2. Operational beds shown above excludes O&M beds of WIMS hospital which was included in bed count in the previous presentations
3. GCC hospitals operational beds reduced from 913 as at Mar 31, 2019 to 909 as at Jun 30, 2019 due to minor renovations in two hospitals.

Aster – A Healthcare Ecosystem

PATIENT LIFE CYCLE MANAGEMENT



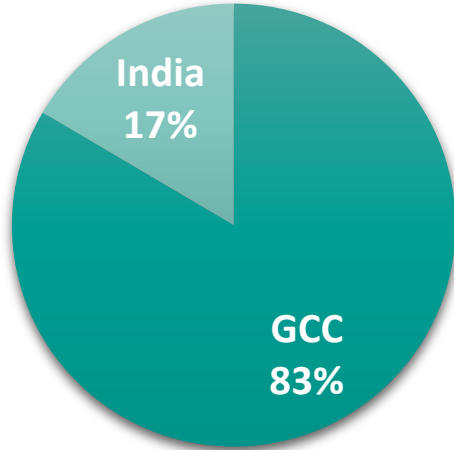
RESOURCE TALENT MANAGEMENT



- Aster, over 30 years, has created a healthcare eco-system across two geographical regions
- In GCC region, Aster's primary care clinics act as the initial touch-points in the patient journey, while pharmacies and hospitals continue the care
- For complex tertiary care patients are transferred to Aster's Hospitals in India
- Indian operations acts as a source of talent (doctors, nurses and other employees) to GCC operations
- Within GCC operations, clinic doctors have the opportunity to hone their surgical skills in Aster's hospitals

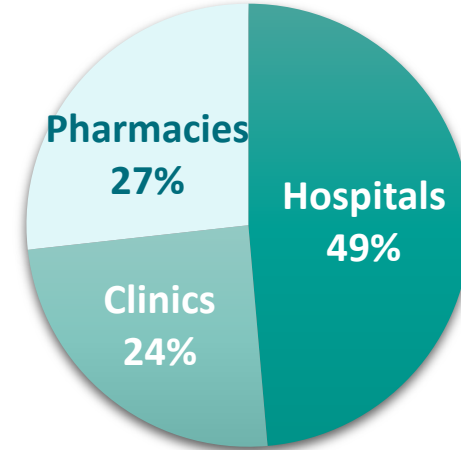
Aster DM Healthcare – At a Glance

Revenue - FY19

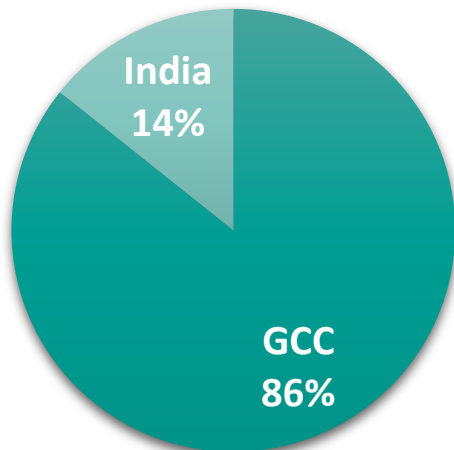


← INR ~7,963 Cr →

Revenue - FY19

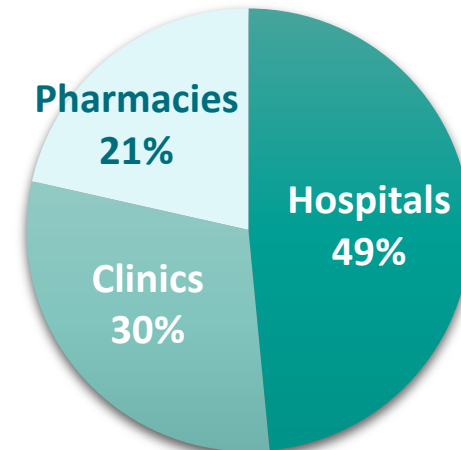


EBITDA - FY19



← INR ~863 Cr →

EBITDA - FY19



Note:

1. Revenue and EBITDA shown above are excluding other income

2. Above shown percentage of revenue and EBITDA by hospitals clinics and pharmacies are calculated based on gross segmental numbers before allocation of inter-segment revenue and unallocated corporate overheads

I²ASTER – OUR VISION, VALUES AND PROMISE

VISION

"A Caring Mission
with a Global Vision"



VALUES



Excellence

Surpassing current benchmarks constantly by continually challenging our ability and skills to take the organization to greater heights



Compassion

Going beyond boundaries with empathy and care



Integrity

Doing the right thing without any compromise and embracing a higher standard of conduct



Respect

Treating people with utmost dignity, valuing their contributions and fostering a culture that allows each individual to rise to their fullest potential



Passion

Going the extra mile willingly, with a complete sense of belongingness and purpose while adding value to all our stakeholders.



Unity

Harnessing the power of synergy and engaging people for exponential performance and results

iASTER – Strategy & Outlook (1/2)

➤ Strengthening of hub and spoke model in GCC

➤ Specialized, asset-light growth in India

➤ Cost Optimization – HR & material cost focus

➤ Profitability growth & brand positioning using product-mix and technology

iASTER – Strategy & Outlook (2/2)

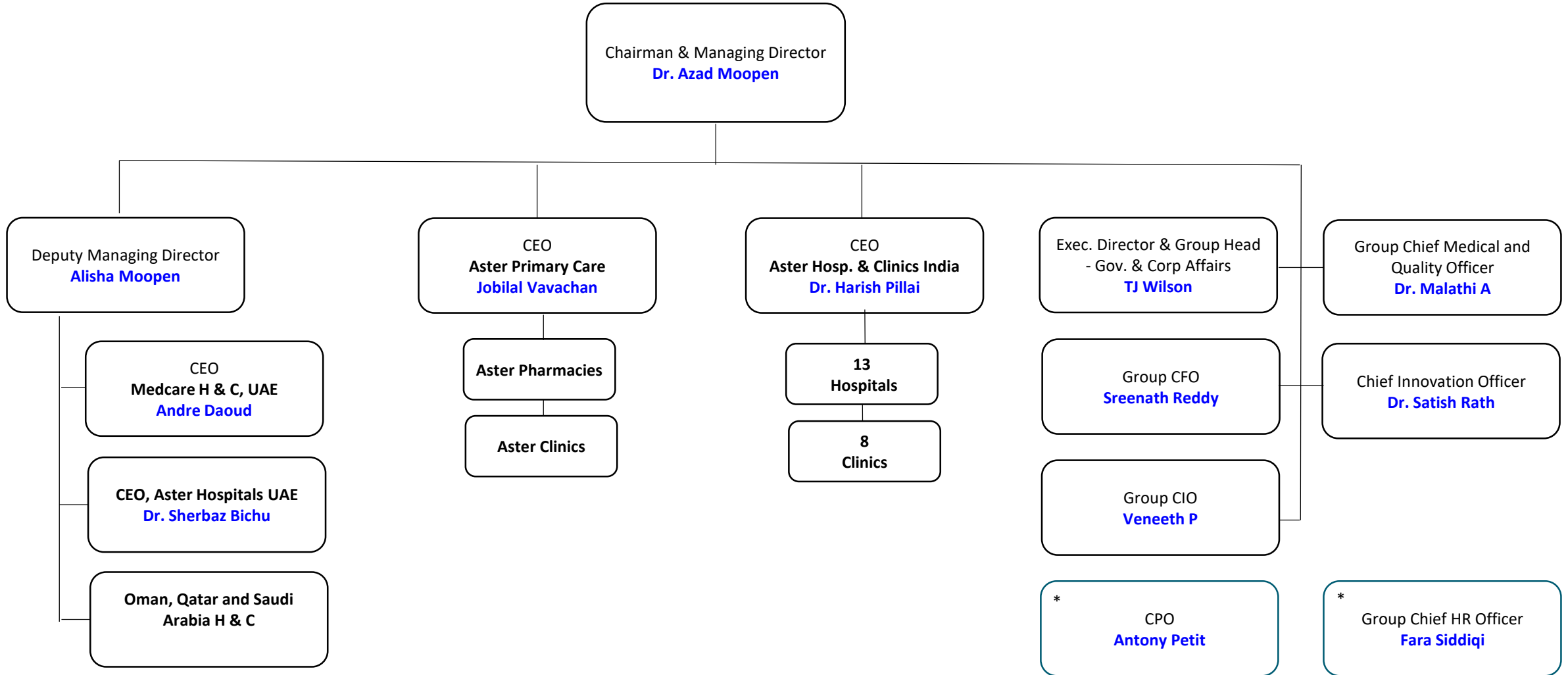
➤ Scalable systems implementation, tightly integrated with market requirements

➤ A comprehensive human resource strategy utilizing our geographical diversity

➤ Strengthening of our medical tourism network

➤ Establishing new related business lines

Aster – Leadership Team



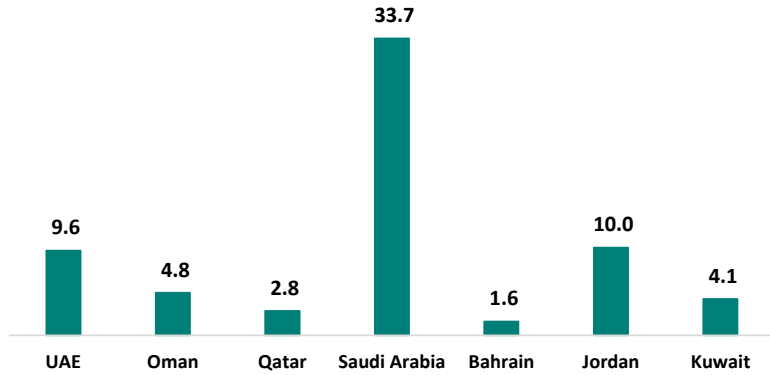
Note:

* CPO and Group Chief HR Officer will be reporting to the Deputy Managing Director in line with Succession Planning

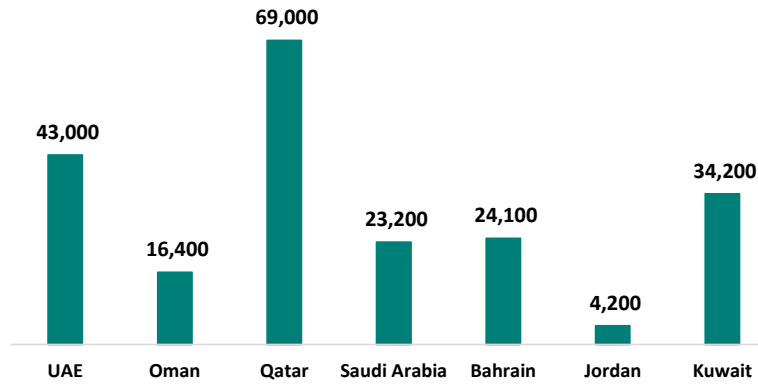
Aster – GCC

iGCC – Macro Economic Overview

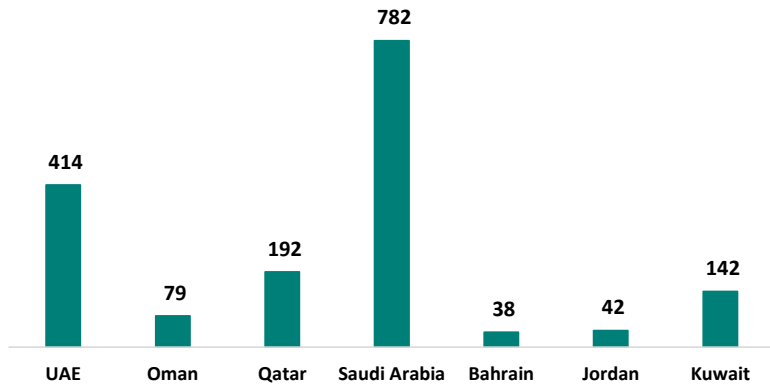
Population (in mn)



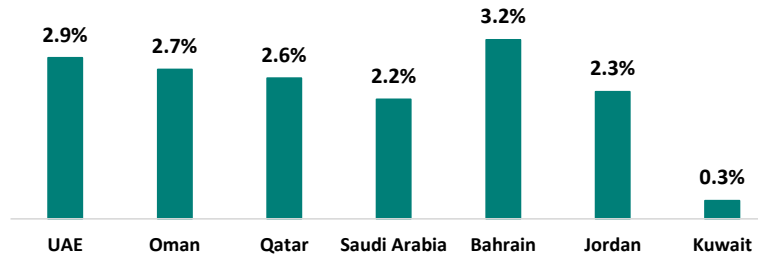
GDP per Capita - Nominal (USD)



GDP - Nominal (USD bn)



GDP Growth CAGR 2013 - 2018(%)



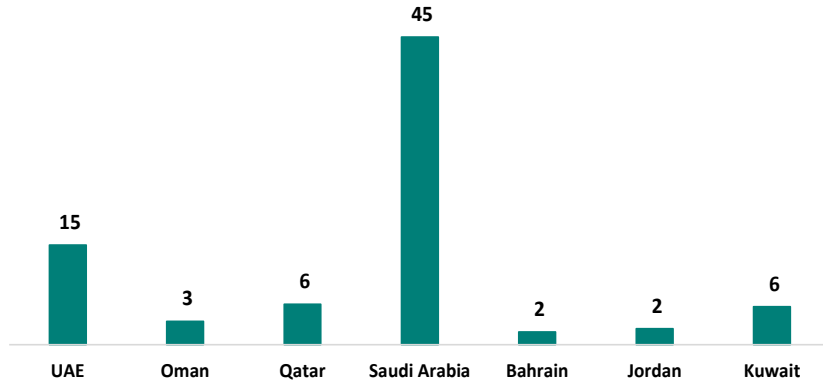
- GCC Countries have a high per capita GDP even compared to USA (USD ~63,000) and UK (USD ~43,000)
- Higher per capita income makes high healthcare service offerings affordable
- GDP growth (CAGR) in the majority of the GCC countries have been between ~2.5% and 3% in the last 5 years, which is similar to growth rates of developed countries

Source: World Bank Data

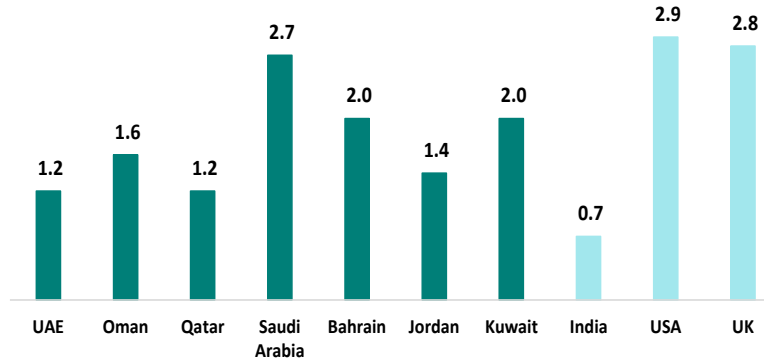
Note: Jordan has been included in GCC due to its geographical presence

iGCC – Macro Economic Overview

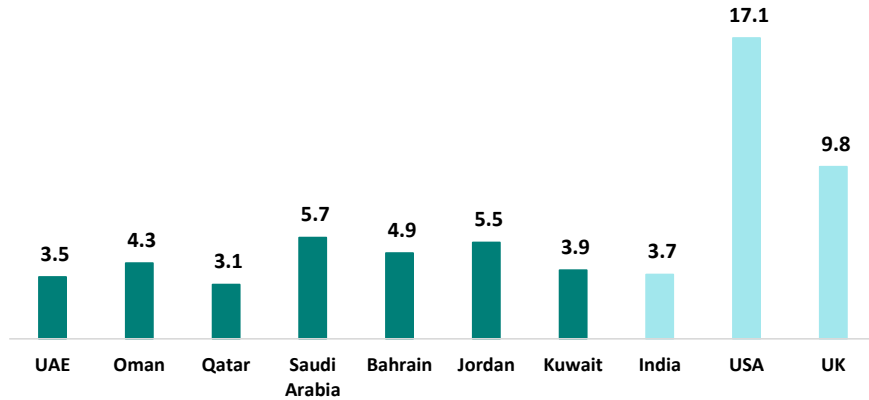
Healthcare Expenditure (USD bn)



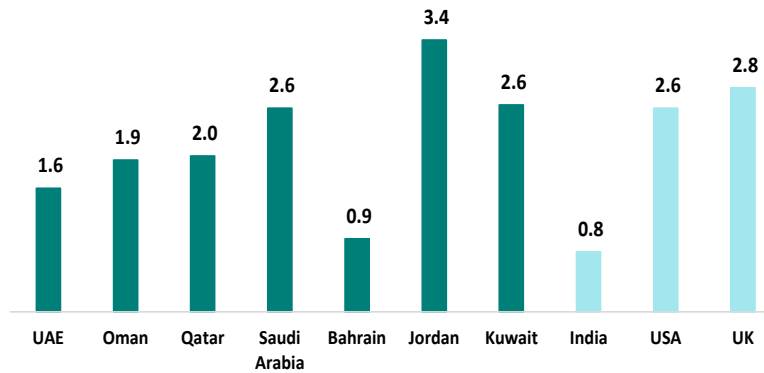
Beds / 1000 Population



Healthcare Expenditure (% of GDP)



Physicians / 1000 Population

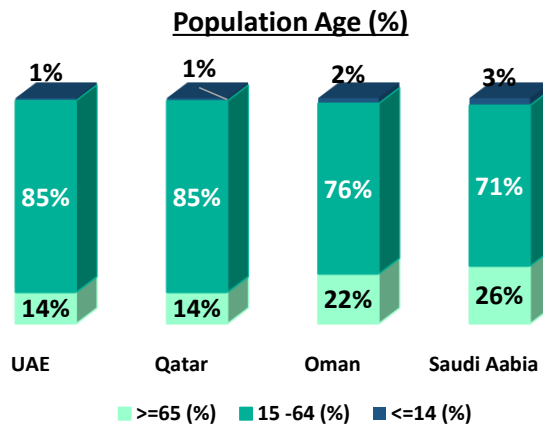
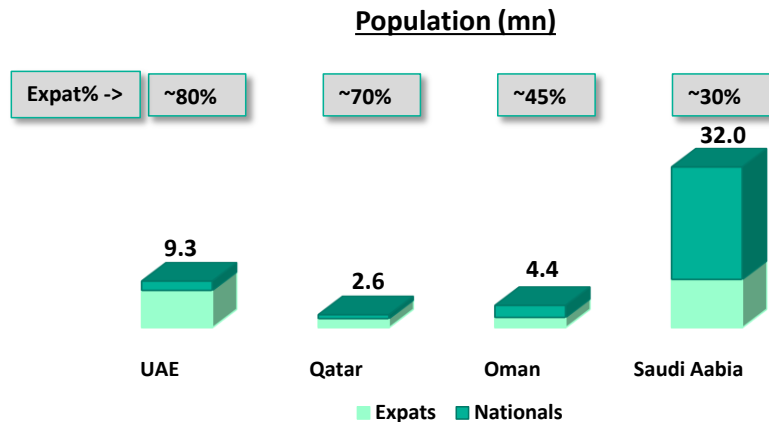


- GCC Countries, especially UAE, Oman and Qatar have room for growth in terms of healthcare expenditure (% of GDP), Beds / 1000 and Physicians / 1000

Source: World Bank Data

Note: Jordan has been included in GCC due to its geographical presence

iGCC Healthcare – Unique Traits



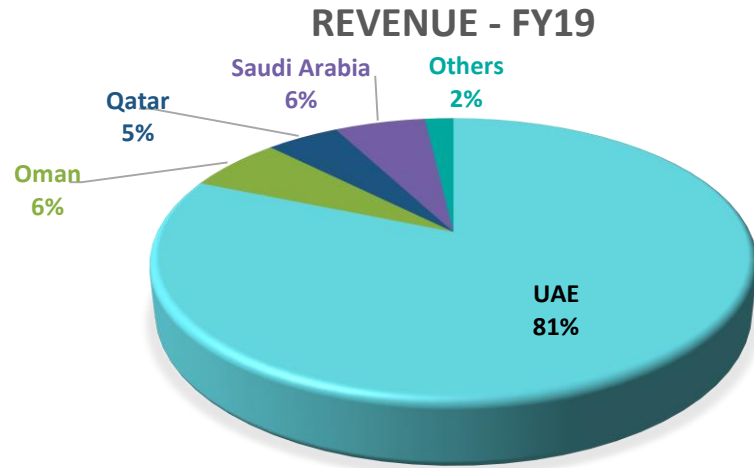
Source : World Bank (2016 data)

- Prevalence of Primary and Secondary Healthcare Facilities (Private Sector)
- Due to lack of support systems (family, relatives, etc.) expat community travel back to their home countries for major health concerns
- Seasonality of Patient Volumes: Decline in volumes across hospitals, pharmacies and segments during the summer months in the GCC countries
- Increase in revenue in H2 results in proportionately larger increase in profitability due to operating leverage.

GCC Healthcare – Chronic Disease Prevalence (Dubai)

- Mortality rate due to cardiovascular diseases (~148 per 10K) – 3x compared to UK or Australia
- Diabetes prevalence ratio 17.3% (age 20-79) – 2x to 4x compared to UK or Australia
- Overweight prevalence ratio 34.5%– 5x to 10x compared to Singapore or Japan
- Cigarette smoking adults - ~22%

Aster GCC – Business Split



GCC Revenue FY19: INR ~6,649

UAE: 7 Hospitals, 85 Clinics, 198 Pharmacies




Oman: 3 Hospitals, 7 Clinics, 7 Pharmacies

Qatar: 1 Hospital, 8 Clinics, 6 Pharmacies

Saudi Arabia: 1 Hospital

- ~81% of Aster - GCC revenue is from UAE

iAster UAE – Overview

	Brands/Segments	Hospitals	Clinics	Pharmacies
Premium		Count: 4 Installed Beds: 335 Avg Daily Patient Visits: ~1,480	Count: 17 Avg Daily Patient Visits: ~1,300	
Mid		Count: 3 Installed Beds: 297 Avg Daily Patient Visits: ~650	Count: 47 Avg Daily Patient Visits: ~8,900	Count: 198 Avg Daily Patient Visits: ~23,000
Lower			Count: 21 Avg Daily Patient Visits: ~2,300	

Note:

All Clinics that are catering to the lower economic segment of the population are included in access category, even if they are of different brands

Aster UAE – Facilities



Beds : Capacity – 64, Operational - 55
Operation Commencement Year: FY07
City: Dubai



Beds : Capacity – 126, Operational - 108
Operation Commencement Year: FY16
City: Dubai



Beds : Capacity – 108, Operational - 91
Operation Commencement Year: FY17
City: Dubai



Beds : Capacity – 154, Operational - 120
Operation Commencement Year: FY19
City: Dubai

Aster Oman



Beds : Capacity – 85, Operational - 72
Operation Commencement Year: FY09
City: Muscat



Beds : Capacity – 74, Operational - 64
Operation Commencement Year: FY10
City: Sohar

- Oman GDP has been growing at a steady ~2.7% from 2013 to 2018 with a relatively high population growth of ~5%
- Aster has been present in Oman since 2009
- Aster is a leading healthcare player in Oman with 2 hospitals, 7 clinics and 7 pharmacies

Aster Qatar



Beds : Capacity – 61, Operational - 41

Operation Commencement Year: FY18

City: Doha

- Qatar GDP has been growing at ~2.6% from 2013 to 2018 with a population growth of ~3.5%
- Aster has been present in Qatar since 2003 and currently has 1 hospitals, 8 clinics and 6 pharmacies

Source: World Bank Data

Note: As on 30th June 2019, 28 beds are operational in Aster Hospital, Qatar; Beds will ramp-up to 41;

Aster - Saudi Arabia

Sanad Hospital – An Overview



- Aster Sanad Hospital started its operation as “Dr. Ahmad Abanamy Hospital” in the Kingdom of Saudi Arabia covering outpatient and inpatient divisions.
- Sanad Hospital became a part of Aster DM Healthcare group in 2015
- A state-of-the-art multispecialty hospital, Aster Sanad Hospital aims to make a difference with its patient-centric approach to medical care.
- It is accredited by Joint Commission International Accreditation (JCIA) and Saudi Central Board of Accreditation for Healthcare Organizations (CBAHI).

Sanad Hospital – Snapshot FY 2018-2019



CAPACITY BEDS: 218



DOCTORS: ~150



PATIENT VISITS: 200,000+



NURSES: ~240



OTHER HR: ~450

Sanad Hospital – Centres of Excellence



BARIATRIC SURGERY



NEURO & SPINE SURGERY



CARDIOLOGY



ORTHOPAEDICS



GASTROENTEROLOGY



OBSTETRICS & GYNAECOLOGY



GENERAL SURGERY



Aster – Six Strategic Pillars



- All stages of strategic actions – planning, execution and measurement – is directed by the six strategic pillars



Aster

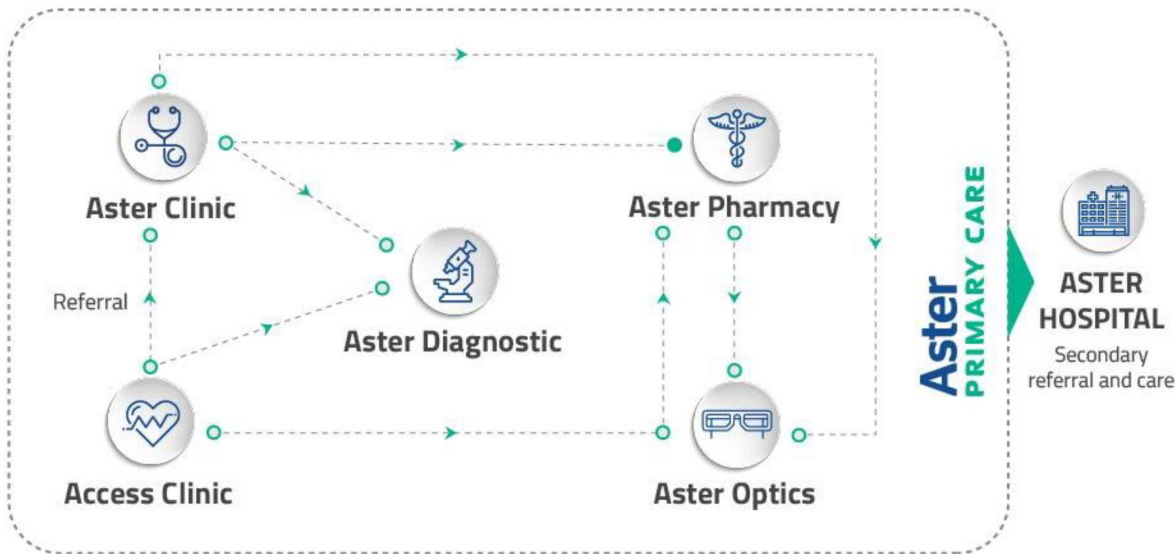
PRIMARY CARE

**DELIVERING GOOD HEALTH
& HAPPINESS...**

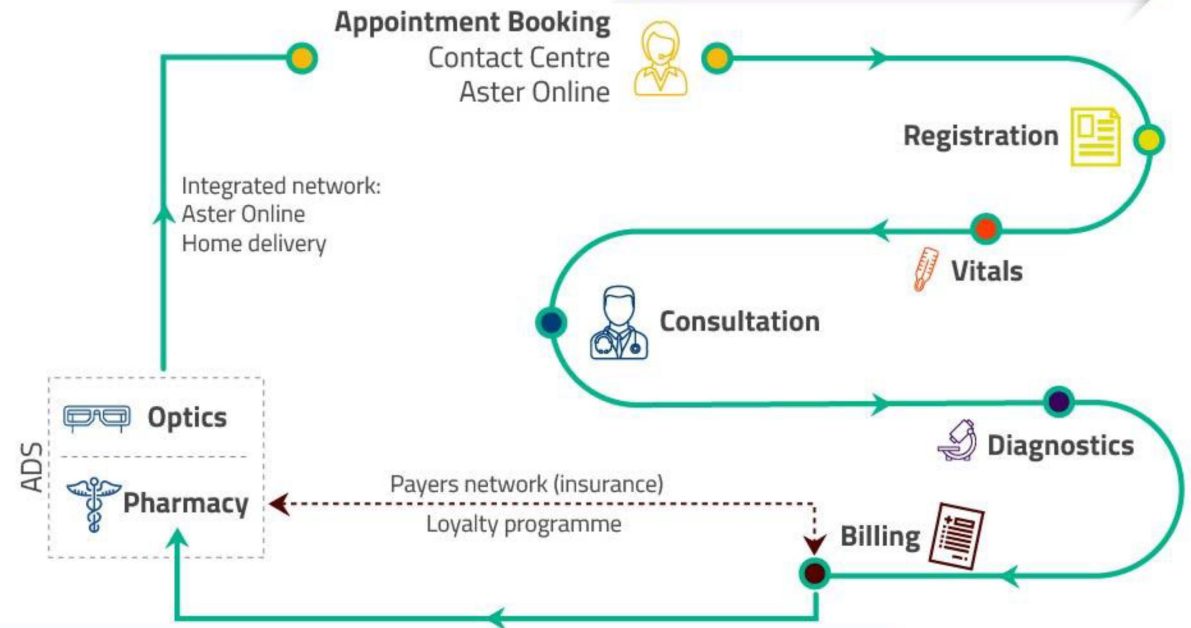
Aster Primary Care - The Comprehensive Healthcare Offering



Integrated Service Offerings



Seamless Customer Journey



The Purpose



Create a Happier,
Healthier Society

The Positioning



Affordable
Healthcare made
Accessible

The Promise



We will treat
you well

The Bonding Emotions



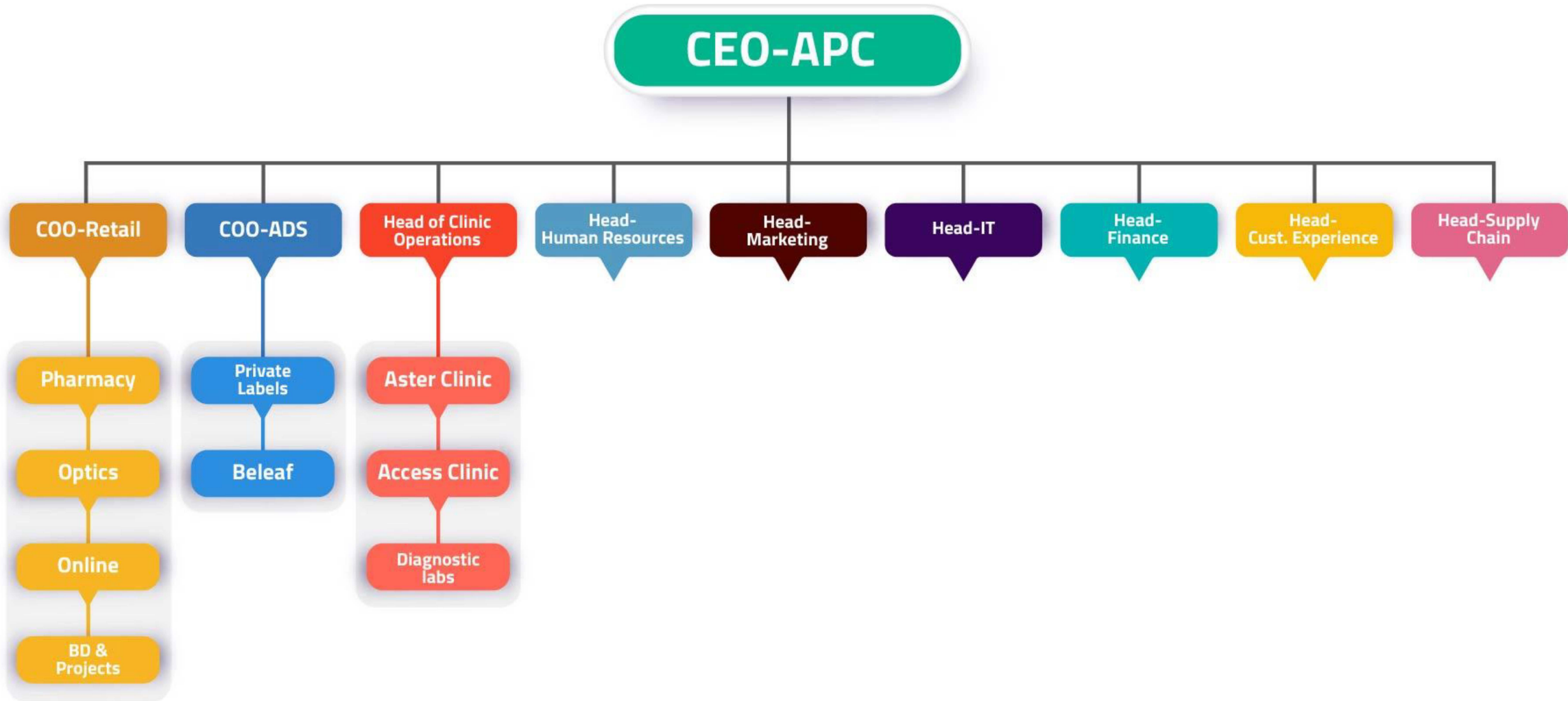
Pride

The Key Drivers



Innovation
Excellence
Patient-Centricity

Aster Primary Care - Organogram



Meet the CEO of Aster Primary Care

Mr. Jobilal M Vavachan



Jobilal is the influential thought-leader of Aster Primary Care who sits at the helm of re-shaping the model of healthcare across the GCC.

Renowned within the healthcare industry, Jobilal brings over 20 years of experience built on a strong foundation. Jobilal started his healthcare career as a pharmacist before building on his passion for excellent patient experience and care to become the spearhead of an organization.

Jobilal joined Aster DM healthcare in 2005, and grew the retail business from 9 pharmacy units to one of the largest pharmacy networks in the UAE.

Today Jobilal has set a benchmark within the market, introducing a dynamic and comprehensive primary care system that champions preventative healthcare whilst providing a holistic solution for all health and wellness needs.



CORE EXPERTISE

Strategic Planning & Execution

Business Development

Innovation

Marketing

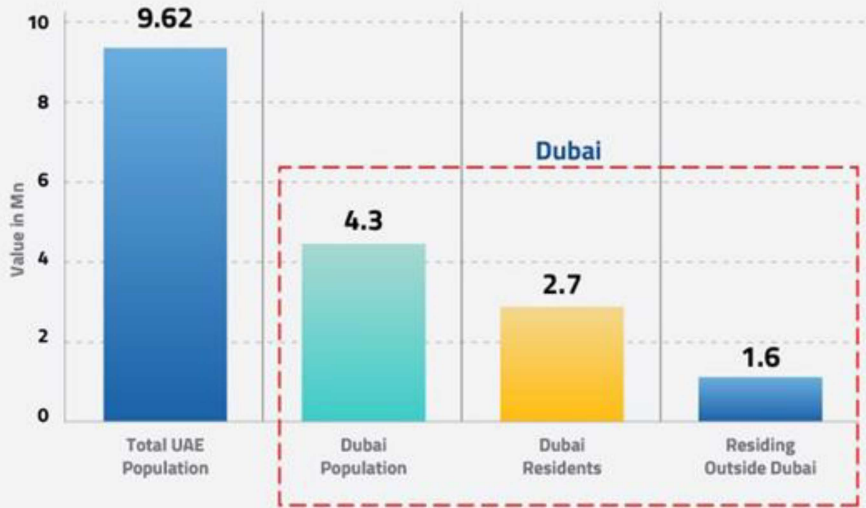
Operations Management

Jobilal has an EMBA from INSEAD and studied General Management & Strategic HR from Indian Institute of Management, Ahmedabad.

Market Size & Growth



Dubai population & concentration of economic segment



Dubai Population
 Total population of Dubai 2.7m
 EBP plan enrolment ~ 60% 1.3m
 Families with EBP~ 0.2m
Total Market - EBP ~ 1.5m

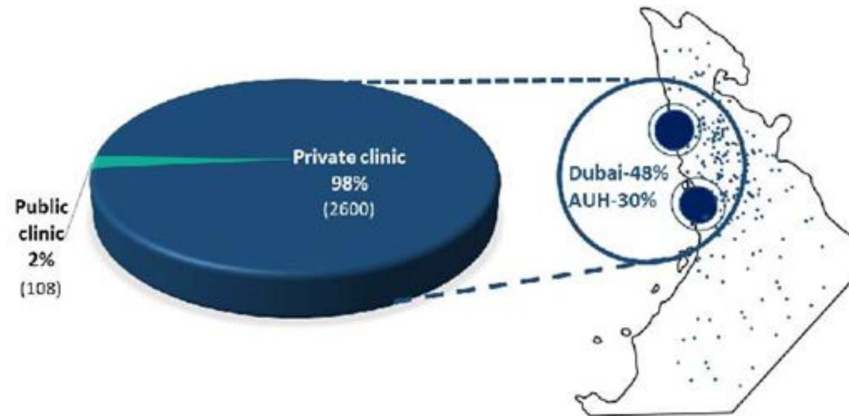
Dubai Population Split-Ins Network-wise		
Network Type	% of Population	Population
Low-Level	60%	2.6
Mid-Level	25%	1.1
Premium	15%	0.6
Total	100%	4.3

Northern Emirates Population

Sharjah 1.7m
 Ajman 0.4m
 Fujairah 0.3 m
 Umm Al-Quwain 0.1m
 RAK 0.4m

UAE Primary Healthcare Market

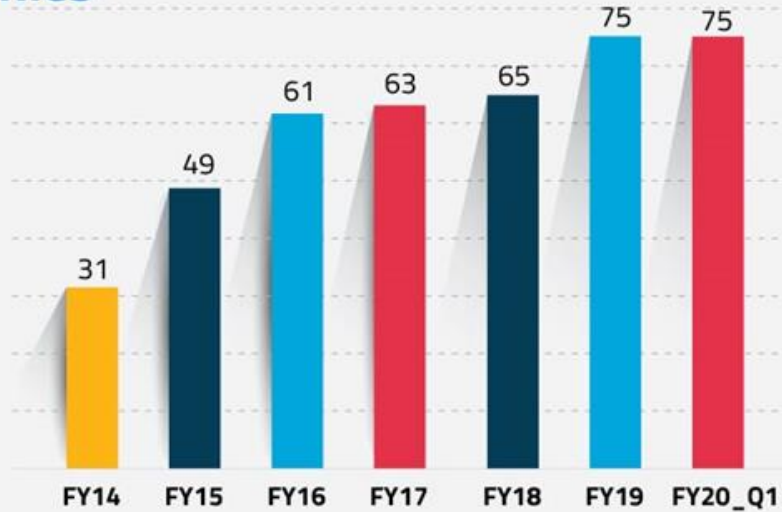
- ~2,600 Clinics spread across 7 Emirates
- Private sector clinics share: 98% with Dubai having the highest share followed by Abu Dhabi



Emirate	Market size (no of units)
Dubai	1,248
Abu Dhabi	780
Sharjah	408
Northern Emirates	164
Total	2,600

Source: Population Bulletin 2016, Government of Dubai | Inforation from DHA

APC Clinics



Relocation and expansion of existing clinics give immediate benefits in the form of revenue and margin growth with a lower operating cost base

Pipeline (committed projects): 13 units*

- Clinic & Pharmacy (Expansion/Relocation): 6
- Clinic & Pharmacy (Greenfield): 9
- Clinic inside Pharmacy: 2

*Most will be operational in this Financial Year

Business Growth Drivers

- Capacity optimization and expansion
- New business concepts
 - GP clinics
 - Super Speciality clinics: Ortho, Dental
- Revenue generating doctors' addition
- Key M&A

Revenue

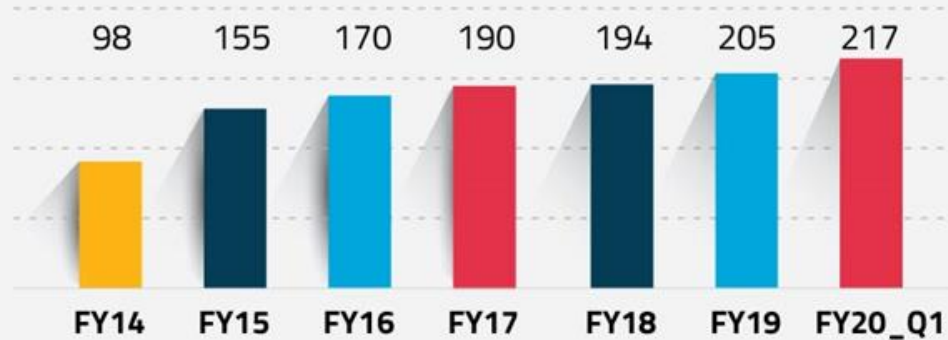
- Addition of new clinics and specialities
- Clinic profiling to optimize capacity and improve mix
- Process improvements - better appointment conversions and improved claim submission with the support of HIS
- Enhance capacity utilization in labs through external referral business

Margin

- Improve doctor utilization and manpower optimization across units
- Offshoring of backend operations
- Technology led initiatives such as HIS and RCM

Note: Of the 107 clinics in GCC as on 30th June 2019, 75 is categorized under 'Aster Primary Care' vertical

APC Retail



Given higher proportion of CAP, Pipeline units to show positive EBITDA in first year of operation itself

Pipeline (Committed projects): 30 units

- Clinic Attached Pharmacies (CAP): 12
- Standalone Pharmacies (SAP) : 8
- Optics : 8
- Beleaf : 2

Expansion strategy : Upstream & downstream integration

- Clinic attached units
- Standalone pharmacies in upmarket areas
- Specialty Retail formats – Optics & Beleaf (Nutrition)
- Selective M&A

Private Labels

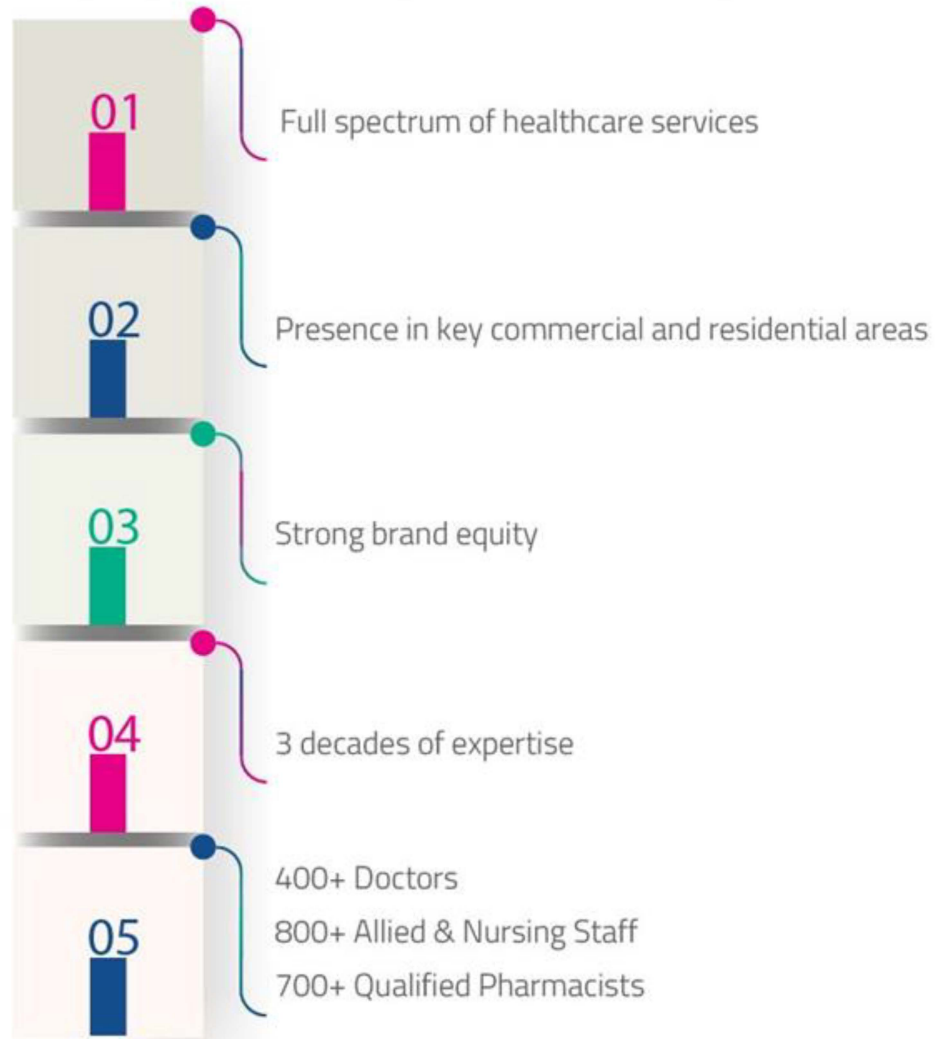
- COO & Industry veteran Mr. Bala on board in FY18-19
- New brand additions & foray into generics
- Rx Generation for brands/products
- Replacing locally sourced products & capturing distributor margin

Others

- Secure Program - additions / engagement (new IT solution)
- Aggressive online penetration leveraging Secure & new IT platform
- Revenue growth from Aster Optics
- Technology led initiatives such as - Home Delivery, Uberization of Home Care services

Note: Of the 231 clinics in GCC as on 30th June 2019, 217 is categorized under 'Aster Primary Care' vertical

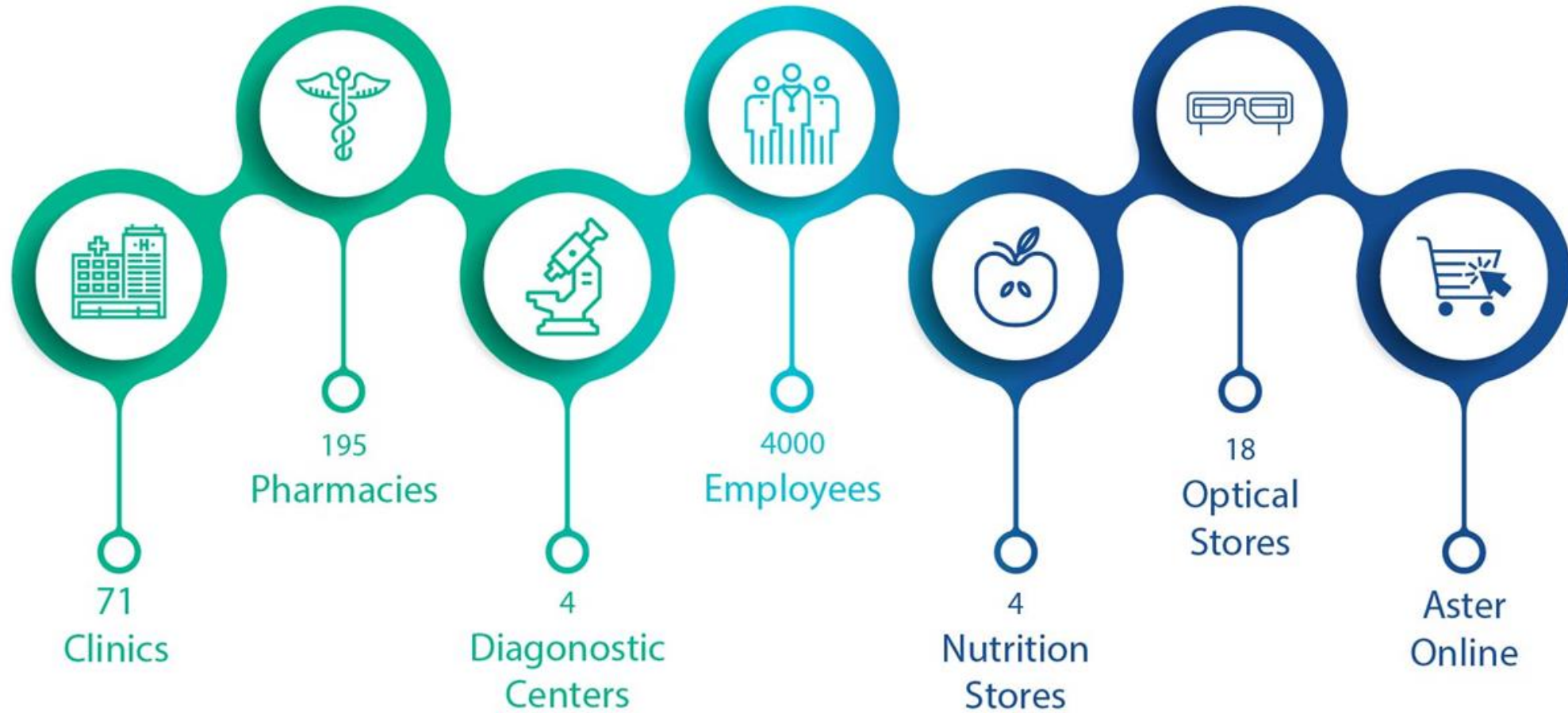
Competitive Advantage



We are the UAE's most awarded and loved
Health & Wellness Service Provider



Affordable Healthcare Made Accessible



Note: The above unit counts excludes clinics & pharmacies in Qatar, Oman, medcare clinics(UAE).

Diagnostics are generally classified under clinics; Nutrition stores, optical stores, online unit are generally classified under pharmacies



Aster HOSPITAL

We'll Treat You Well



Role Band 5B

Aster Exp : 9.5 yrs..

Total Exp :11+ Years

Overview

Dr. Sherbaz Bichu is **Chief Executive Officer and Specialist in Anesthesia at Aster Hospitals, UAE**. Having worked in the field of Anesthesia as well as Hospital administration, Dr. Sherbaz Bichu is well versed with the medical as well as the administrative aspects of hospital operations.

On the administrative spectrum, he was actively involved in the development and implementation of hospital information systems, process re-engineering, talent acquisition, hospital operations, quality administration, materials and procurement, as well as other functions related to the delivery of patient care. He was responsible from commissioning to profitability of the Aster Hospital, Mankhool with three more hospitals in the pipeline.

Dr. Sherbaz has been enrolled for Healthcare Management program at the Harvard Business School – 2019-20

Education

- **MBA** (Health Management), Symbiosis College, Pune (2018)
- **MD Anesthesia** (JJM Medical College, Davangere, Karnataka, India, Class of 2010)
- **MBBS** (JSS Medical College, Karnataka, India, Class of 2003)

Top Strengths

Driving Patient Excellence

Driving Collaboration

Strong Business Alignment

Fostering Innovation

Result Driven

Building Partnerships

Apr '2014-
Present

Chief Executive Officer,
Aster Hospitals, UAE

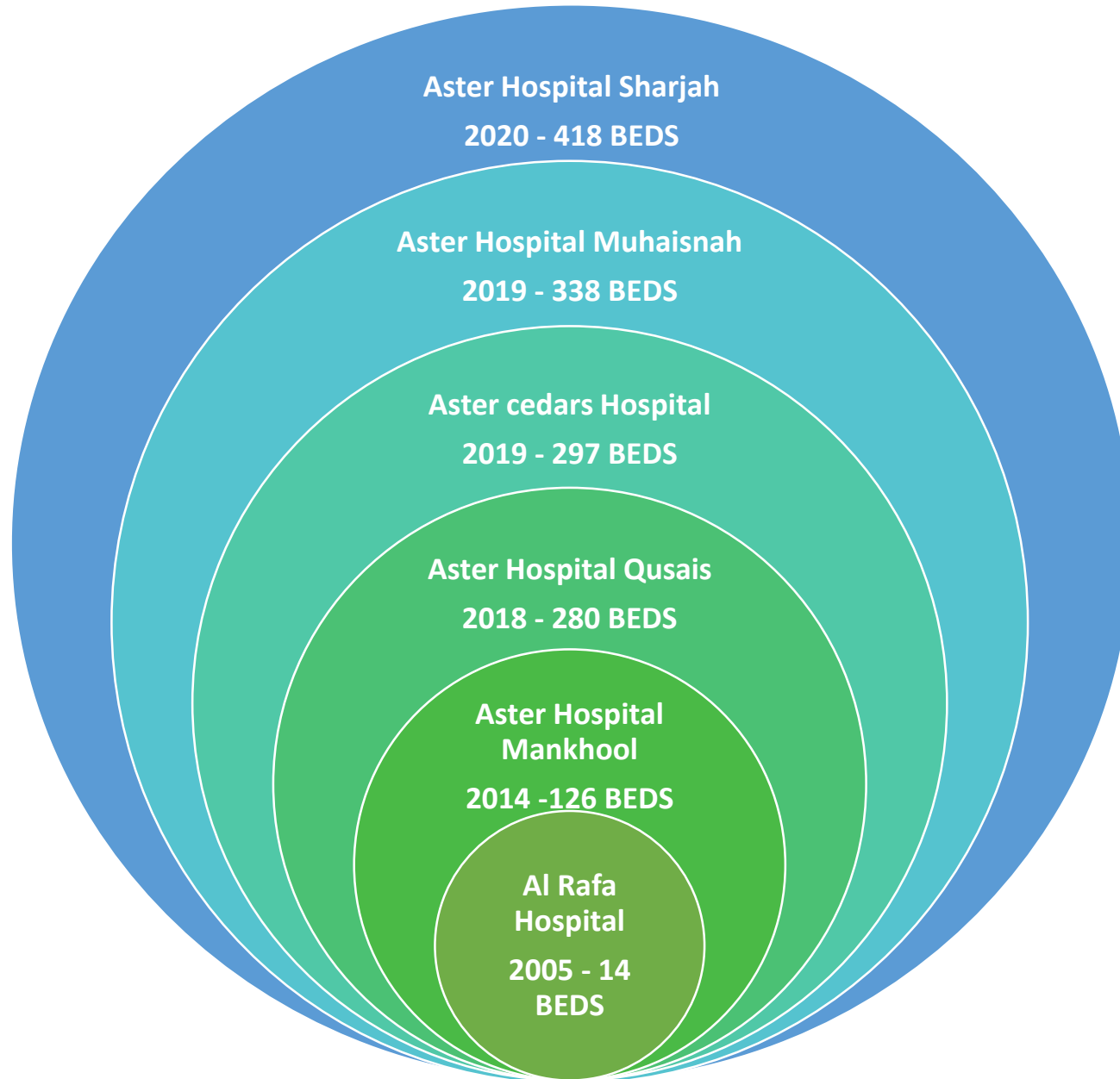
2014-2018

COO
Aster Hospitals,
Mankhool

2010-2014

**Consultant – Anesthesia
& Asst. Medical
Administrator,**
Malabar Institute of
Medical Sciences

Aster Hospital UAE Growth Curve



Unit	Beds
Al Rafa	14
Aster Hospital, Mankhool	126
Aster Hospital, Qusais	154
Aster Cedars Hospital, Jebal Ali	17
Aster Hospital, Muhaisnah	41
Aster Hospital, Sharjah	80

- Ease of licensing - Prometric
- Mandatory Insurance in place
- Focus on Health Tourism - 326,000 Health tourists were welcomed in Dubai in 2016, DHA aim is to reach 500,000 by 2020.
- Focus on e-prescription and electronic data interchange.



Aster HOSPITAL

We'll Treat You Well



Al Mankhool

Aster Hospital, Al Mankhool,
Kuwait Road, Bur Dubai,
Dubai - UAE



Al Qusais

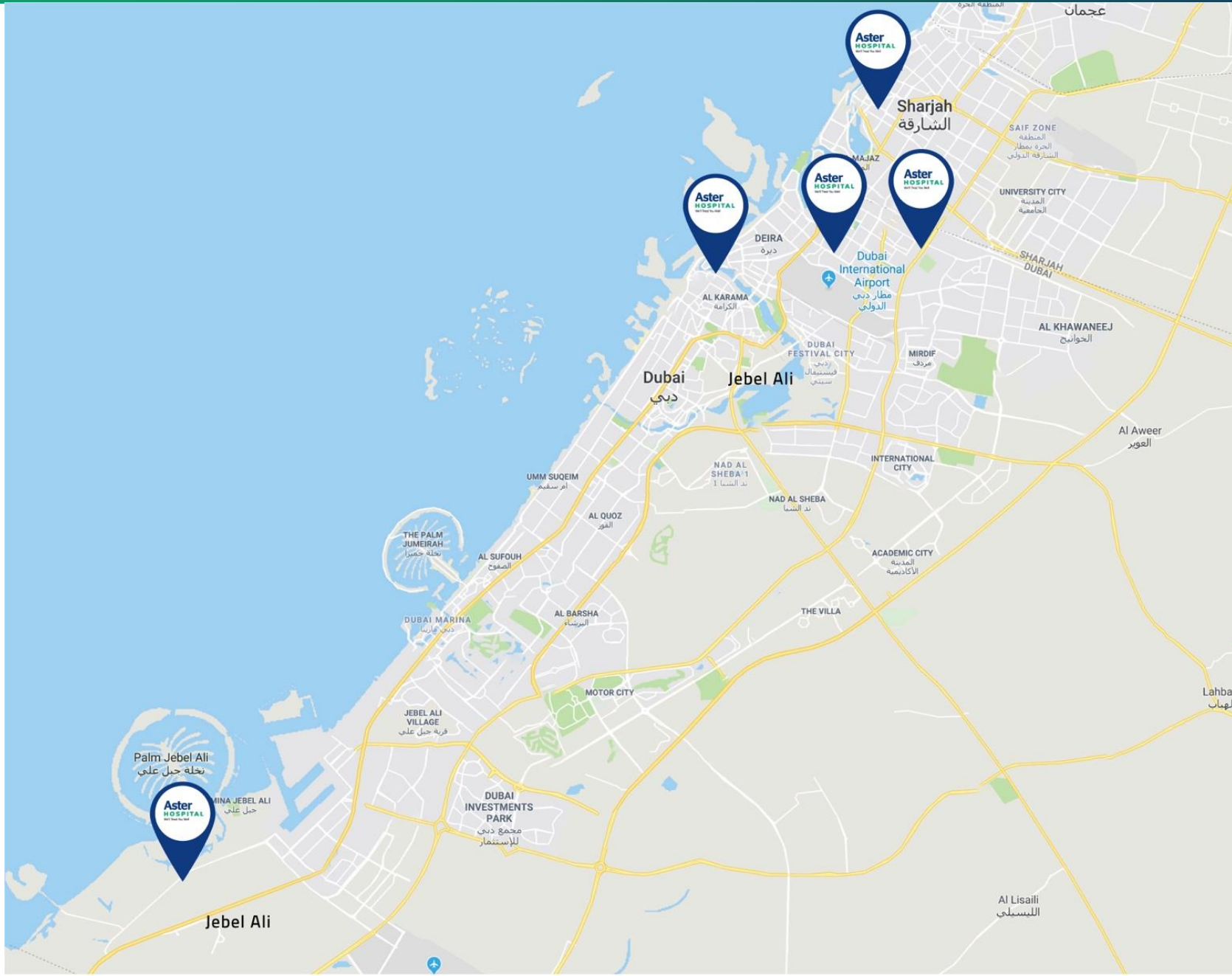
Aster Hospital, Al Qusais
9th Beirut Street,
Al Qusais, Dubai - UAE



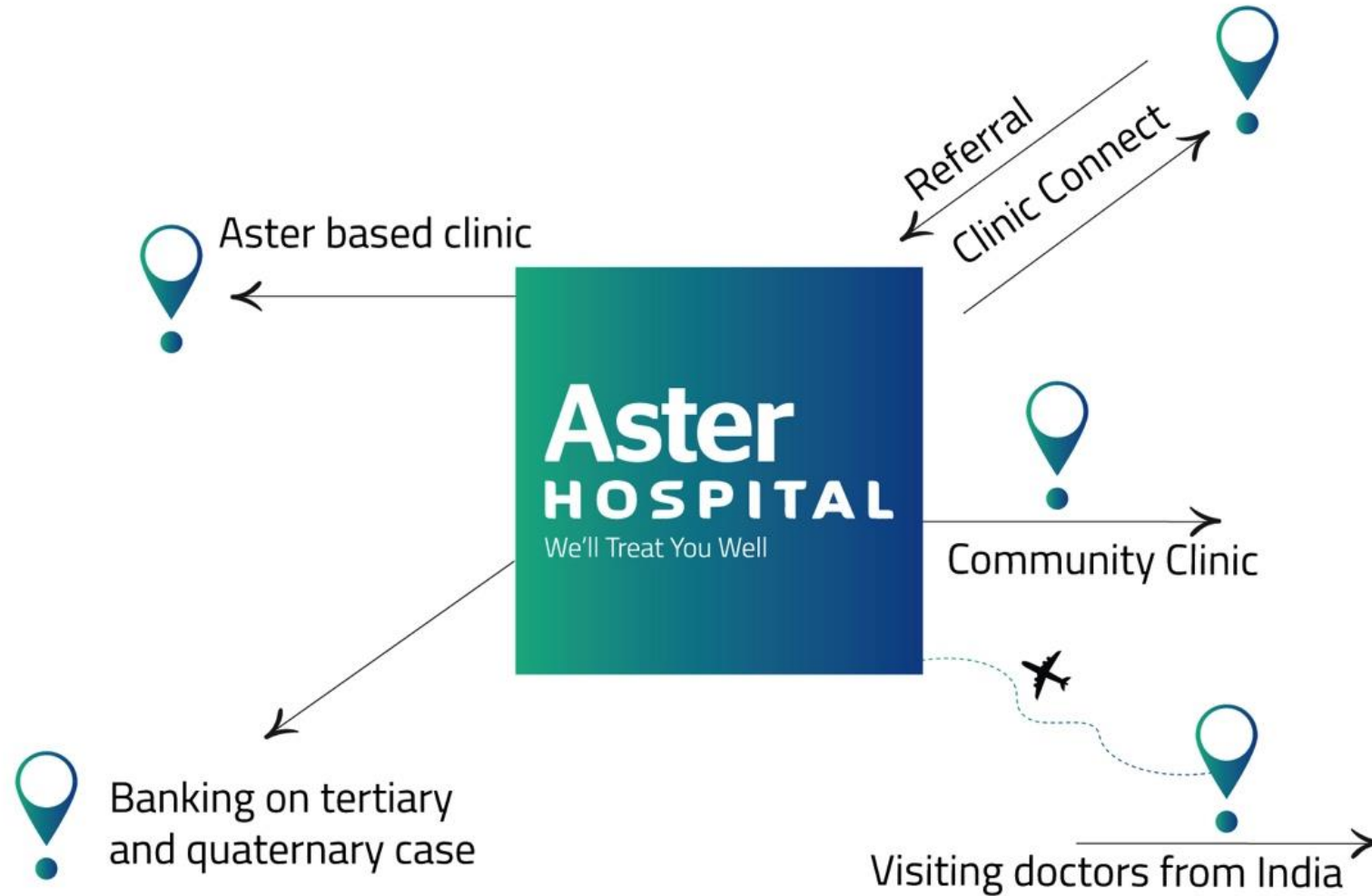
Jebel Ali

Aster Cedars Hospital,
Street No 2 (Outside Gate No 2)
Dubai - UAE

Aster Hospital footprint in UAE



Business Model



Differentiator – Our Uniqueness (Aster Hospital, Mankhool, Dubai)



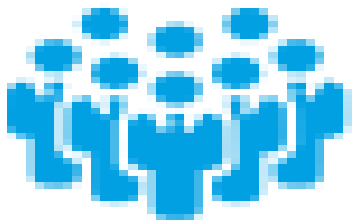
Clinical

- USB: Critical Care, Interventional Cardiology
- Center of Excellence – NICU
- Royal college of Physicians, London Accredited.



Operational

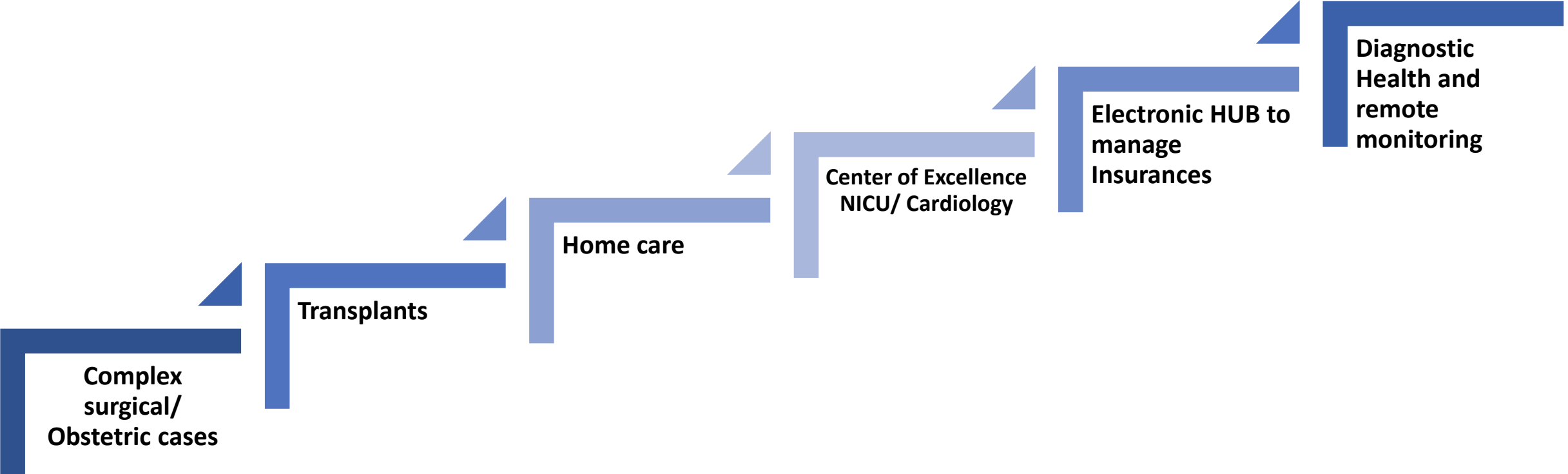
- Sustained occupancy rate > 90%
- OT Utilization 100%
- Radiology Utilization 92%
- ALOS Avg: ~2
- Innovation & Automation projects



Workforce

- Low Clinician Attrition rate - 6% YTD
- Effecting Clinician Sourcing from Indian market
- Doctor Deployment based on project population need analysis
- Sound Clinician Reserves: driven by CEO

Key Focus Area



**Complex surgical/
Obstetric cases**

Transplants

Home care

**Center of Excellence
NICU/ Cardiology**

**Electronic HUB to
manage
Insurances**

**Diagnostic
Health and
remote
monitoring**



Medicare Hospitals
&
Medical Centres



**ANDRE
DAOUD**

CEO
Medicare Hospitals &
Medical Centres

MEDCARE



GROWTH STORY

2007

- Medcare Hospital

2012

- Medcare Orthopaedics & Spine Hospital

2016

- Medcare Women & Children Hospital

2017

- Medcare Hospital Sharjah

2019

- Medcare Hospital
- Medcare Orthopaedics & Spine Hospital
- Medcare Women & Children Hospital
- Medcare Hospital Sharjah



1.1+
MILLION



400+



2,000+



PROVIDER OF CHOICE



Clinical Excellence

Patient safety and well being to be priority number one

Apply international **Standards** treat patients with **Empathy** and **Attention**



Patient Experience

Understand and create Patient needs

Disrupt industry through a **seamless, unique** and **digital** patient **experience** from start to end



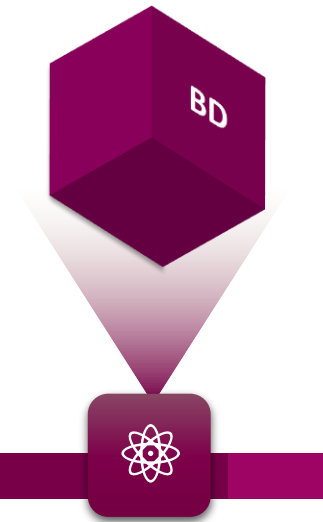
Sustainable Business Model

Diversify revenue streams and optimize costs

Identify **new, unique, scalable** revenue **streams** and **optimize** cost through **revenue sharing** partnership **models**

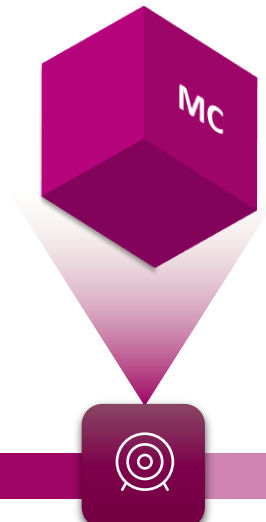


BUSINESS FUNCTIONS



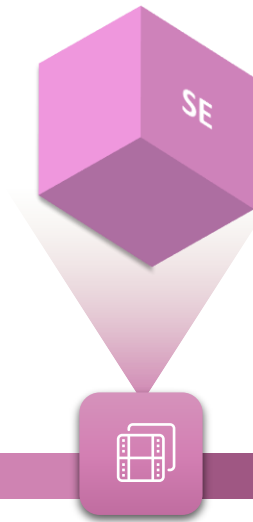
Revenues / Savings

Referral system / CBD
Disease management
Sustainable insurance model
Telehealth
Geo Expansion / M & A's
concierge services



BRAND

Brand position / Ambition
Digital focused strategy
Editorial plan
PR approach
Events calendar
Internal / External com



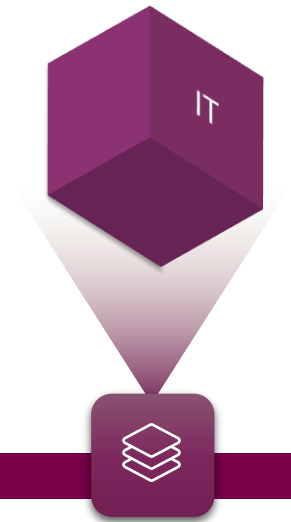
Quality

Map patient journey
Center of Excellence
Clinical Affiliation
Reward on quality
NPS scores



Engagement

Engage & Enable
Talent Development
Rewards
Talent Acquisition
HR Operations
HR Digitalization



Digitalization

Introduce tier 1 HIS
Increase online revenues
Patient portal
Mobile APP
Feedback and rating tools
CRM
Introduce chatbots & AI



Aster – India

Aster India Leadership Team



Dr. Harish Pillai
CEO - Aster India



Dr. Nitish Shetty
CEO - Aster Hospitals
& Clinics, Bengaluru



Jayaprakash KR
COO - Aster Labs



Kalappa K B
Head HR - Aster India



Bindu Nambisan
Head - L&OD,
Aster India



Sunil Kumar M R
Head Finance - Aster India

Geographical Footprint of Aster India



Kerala 5

- Aster Medcity
- Aster MIMS Calicut
- Aster MIMS Kottakal
- Aster MIMS Kannur
- ASSH Wayanad

Karnataka 2

- Aster CMI Hospital
- Aster RV Hospital
- Clinics [4]

Maharashtra 1

- Aster Aadhar Hospital

Telangana 1

- Aster Prime Hospital

Andhra Pradesh 4

- Aster Ramesh Hospital - Main Branch
- Aster Ramesh Hospital - Labbipet
- Aster Ramesh Hospital - Guntur
- Aster Ramesh Hospital - Ongole
- Clinics [4]

Aster India @ Glance



- Total Hospitals : 13
- Total Clinics : 8

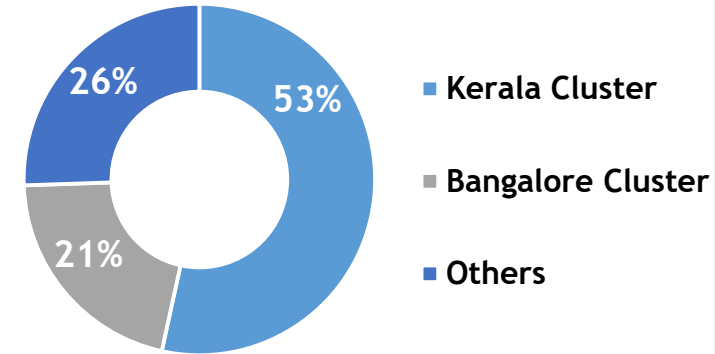


- Capacity Beds : 3693
- Operational Beds : 2461

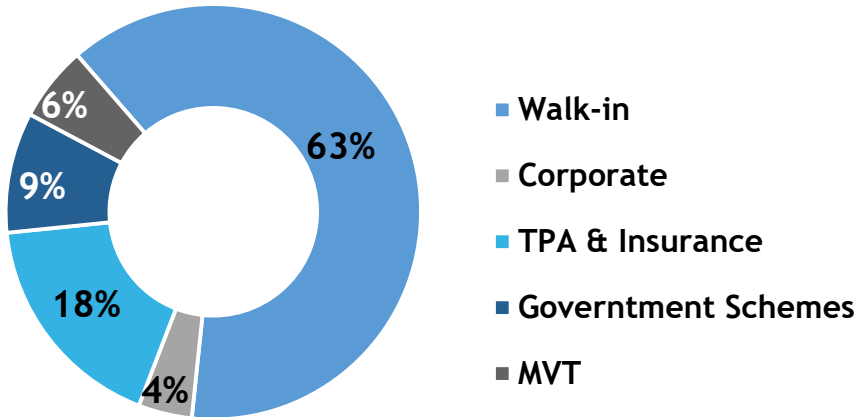
Human Resource

			10,526
Doctors	Nurses	Others	
1,570	4,033	4,923	

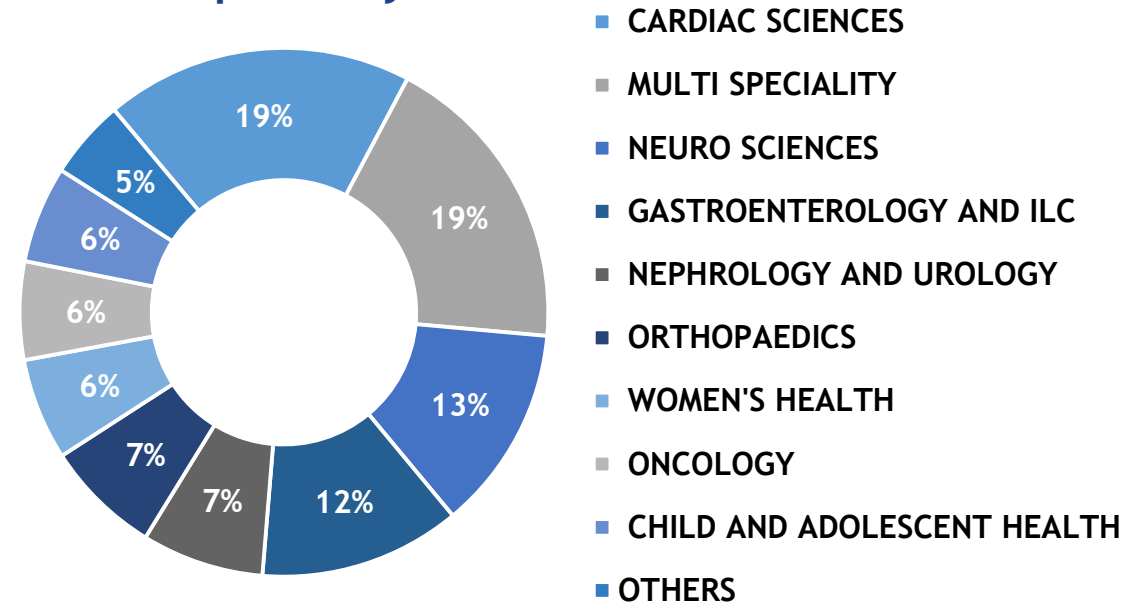
Cluster wise Revenue Mix



Payer Mix %



Speciality Mix %



- The Count of Hospitals, Clinics, Capacity Beds, Operational Beds and Human resource pertains to Q1 FY20.
- The Cluster wise revenue mix and Payer mix % is as per Q1 FY20.
- The Speciality mix of Aster India, is the broad mix among the major COEs.



Aster Medcity
We'll Treat You Well™

Aster MIMS
We'll Treat You Well

Aster CMI HOSPITAL

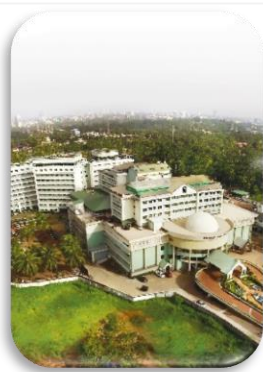
Aster RV HOSPITAL
We'll Treat You Well

Aster
Aadhar Hospital

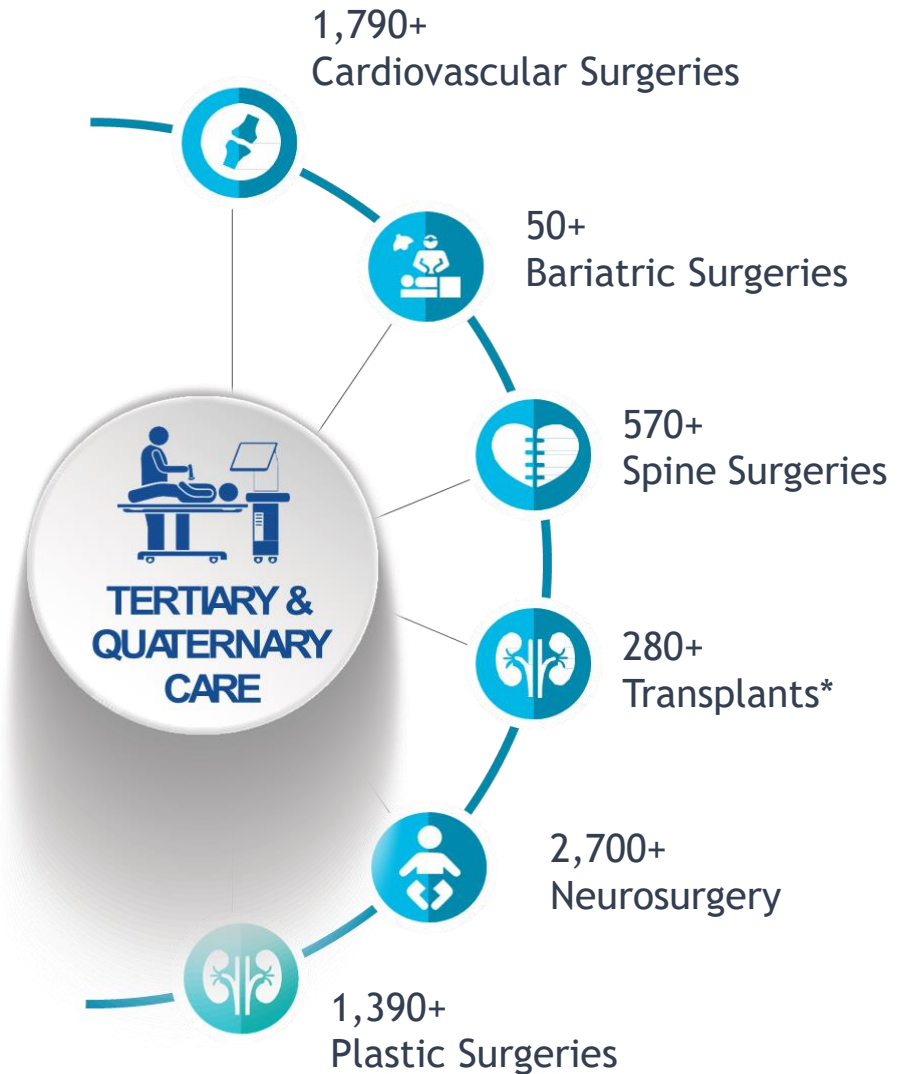
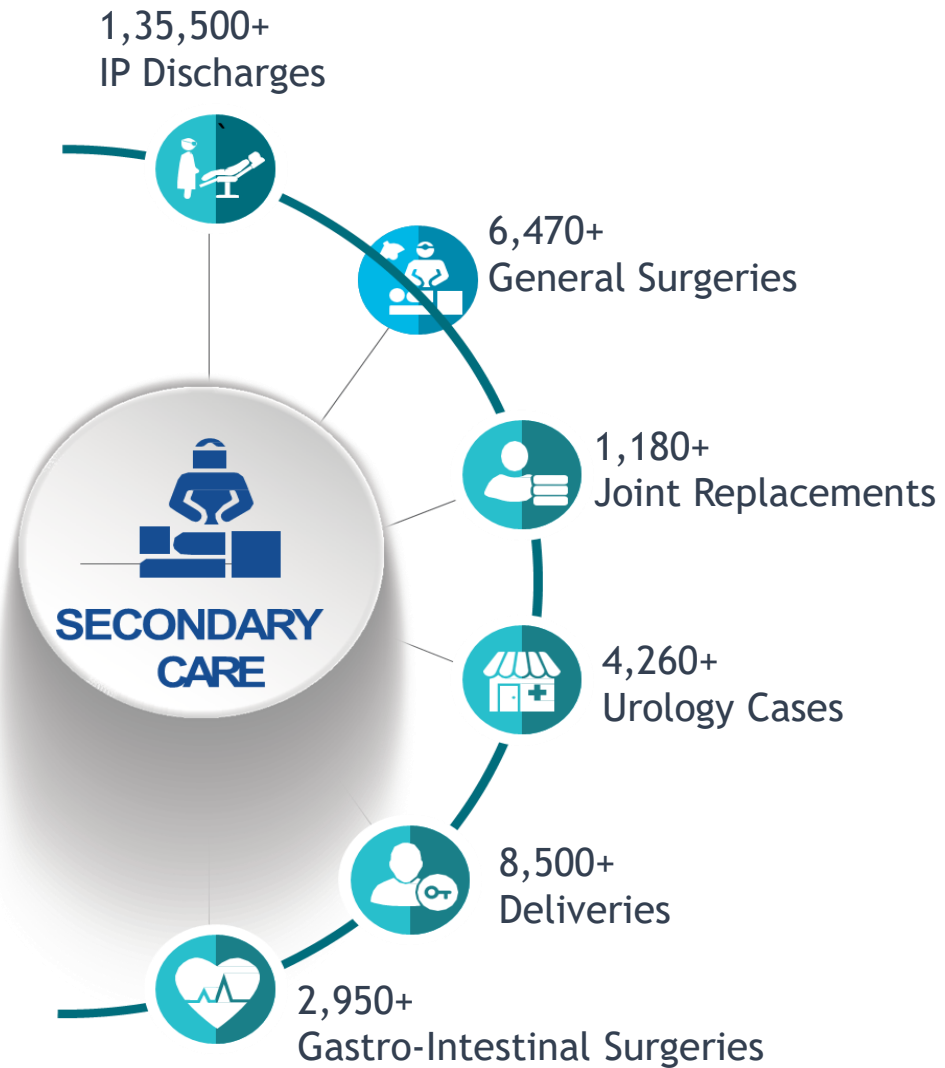
Aster Ramesh HOSPITAL
We'll Treat You Well

Aster
Prime Hospital

670 Beds	Calicut, Kottakal & Kannur ~ 1209 Beds	509 beds	250 beds	175 beds	Vijayawada, Guntur & Ongole ~740 Beds	150 beds
JCI Accredited	1st NABH Hospital in India	NABH Accredited		NABH Accredited	NABH & NABL Accredited	NABL & NABH Accredited
<ul style="list-style-type: none"> - Da Vinci Surgical Robot - ICCA - Biplane Hybrid Cathlab - True Beam Linac 	<ul style="list-style-type: none"> - Da Vinci Surgical Robot 	<ul style="list-style-type: none"> - True Beam Linac 	<ul style="list-style-type: none"> - Da Vinci Surgical Robot - Intra Operative MRI - Bi-Plane Hybrid Cathlab with Neuro Navigation system 	<ul style="list-style-type: none"> - 40 high end critical care beds 	<ul style="list-style-type: none"> - 256 Slice CT - 3T Whole Body MRI 	<ul style="list-style-type: none"> - Hybrid Cathlab
Gastroenterology, Womens Health, Neurosciences, Orthopedics, Oncology, Cardiac Sciences, Critical Care, Child & Adolescent Health, Urology & Nephrology, Multi Organ Transplant	Gastroenterology, Neurosciences, Othopedics, Oncology, Cardiac Sciences, Critical Care, Multi Organ Transplant	Cardiac Sciences, Neurosciences, Gasroenterology, Critical Care Medicine, Multi Organ Transplant	Neurosciences, Orthopedics, Cardiac Sciences, Gastroenterology	Orthopaedics, Gastroenterology, Neurosciences & Cardiac Sciences.	Cardiac Sciences, Neurosciences	Cardiology, Orthopedics, Neurosciences

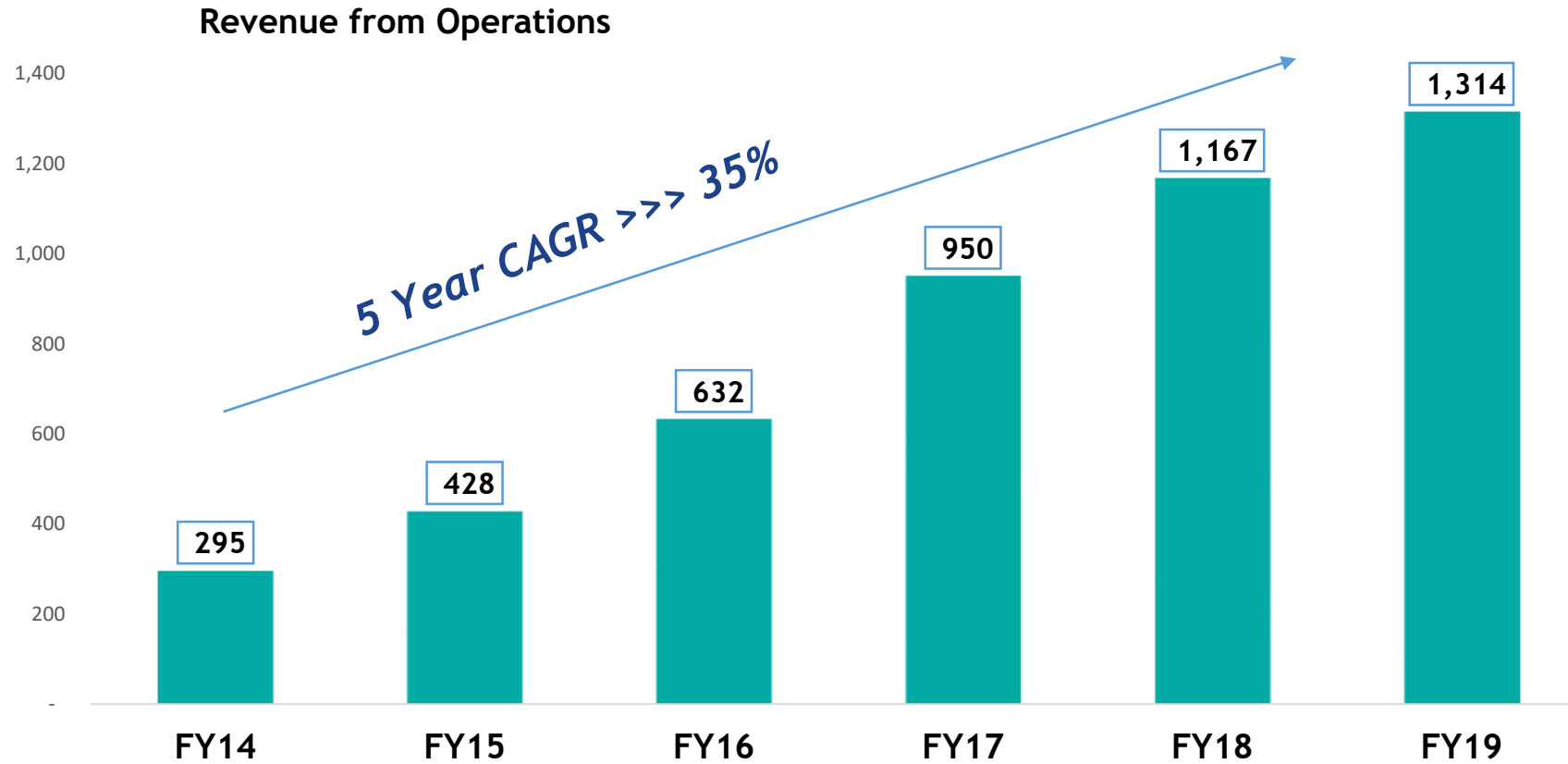


Aster India Clinical Volumes & Case Mix



*Transplants includes kidney, heart, liver, pancreas, etc. | Above numbers are for the financial year FY19

Aster India Growth Trending

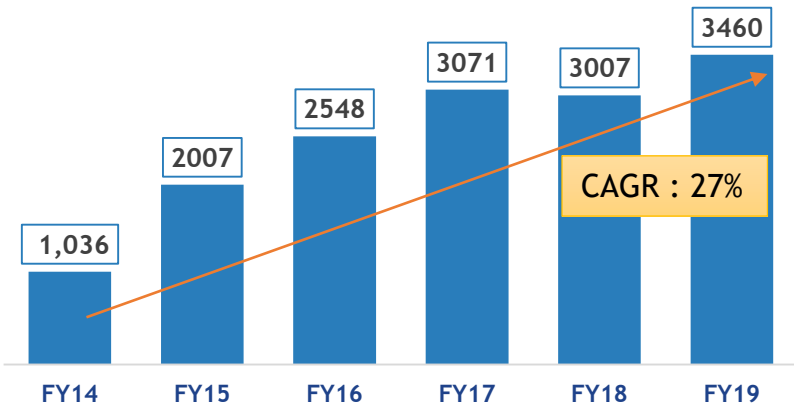


- Aster India CAGR is higher than the Industry CAGR.

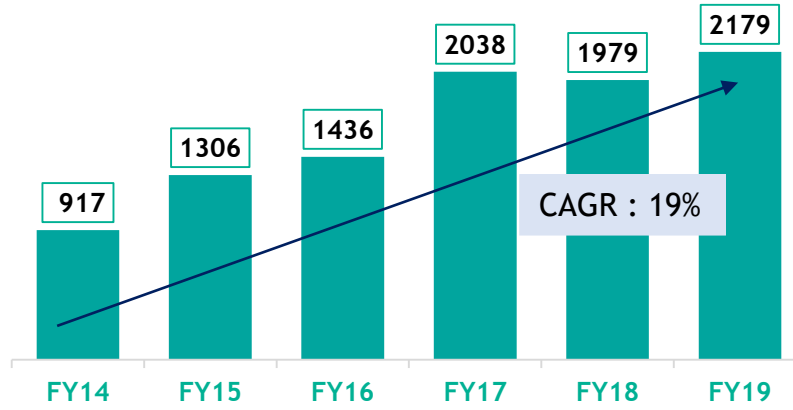
Aster India Operational Nos Trending



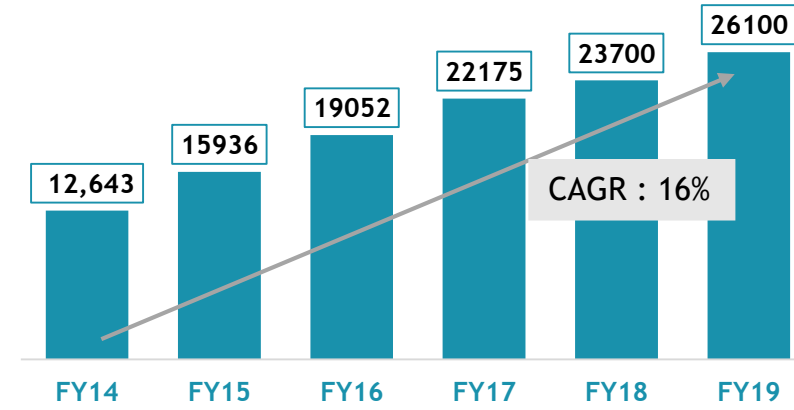
Capacity Beds



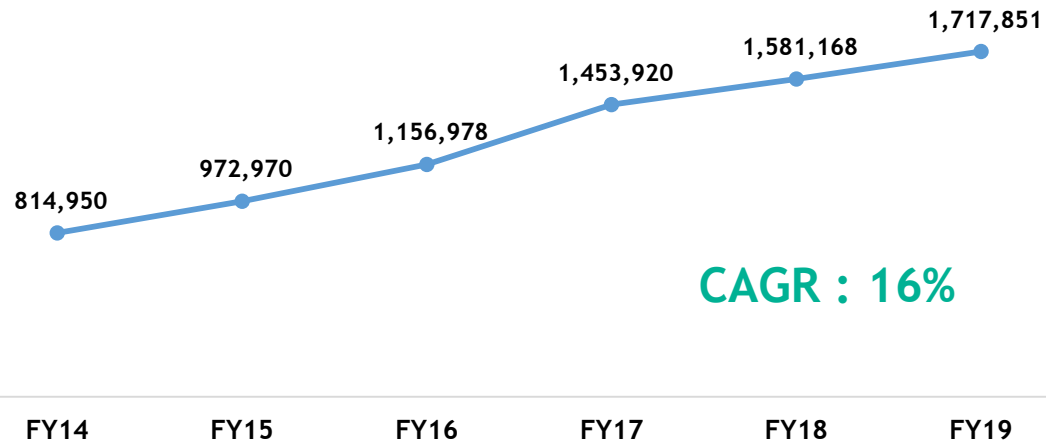
Operational Beds



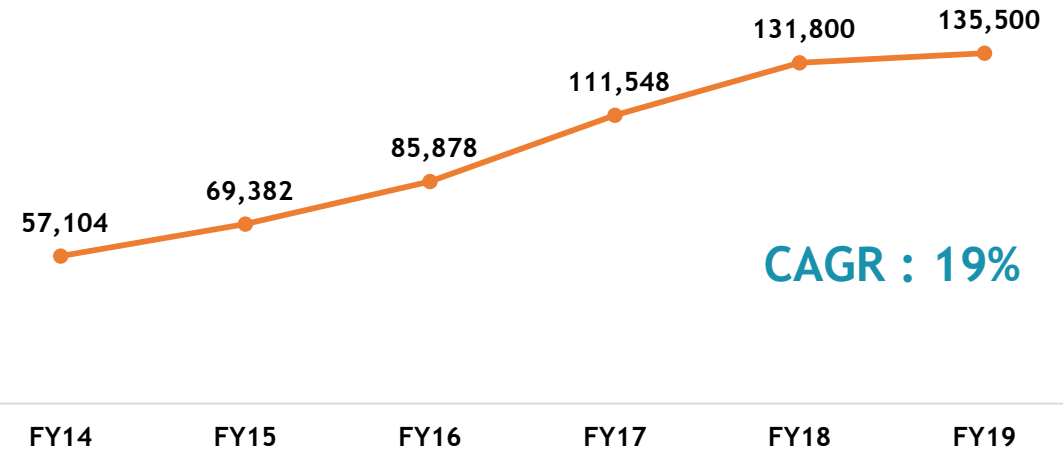
ARPOB



OP Nos



IP Nos



Note: Above details excludes India clinics

Locations for Flagship Units in Tier 1 cities and Metros



The Pradhan Mantri Jan Arogya Yojana (PM-JAY) will cover around 500 million beneficiaries across the country, and lead to significant improvement in capacity utilization in Indian hospitals and enable scope for further expansion

- GDP spent on healthcare in India is very low and there is significant demand supply gap
- Low affordability and insurance penetration are major reasons why healthcare hasn't taken off
- PM-JAY will enable newer operating models to capture emerging opportunity - suit your pocket, assisted living, etc.

Long-term lease or an O&M model to enable better ROCEs

India is geographically well positioned for medical tourism from the GCC states, MENA region and South-East Asia

Focus on hospital driven operating model vs 'Superstar doctor' driven operating model

Aster DM Hospitals consistently amongst the top in google rankings and patient endorsements - Visibly growing appreciation in India for quality healthcare, clinical excellence and patient service



View entry of regulator in Indian healthcare as a positive change - Aster DM has extensive experience of operating in regulated GCC markets

Leverage the rich pool of Clinical talent in India for tertiary and quaternary care services at group hospitals





- 500 beds
- Gastroenterology,
- Oncology,
- Nephrology,
- Urology,
- Pulmonology,
- Women & Child Health



- Aster Labs

Aster Bangalore

*To be a dominant health care provider in
Bangalore*

i Advantage - Bangalore

Strong Demand

- Bangalore is one of fastest growing market in India, which has highest growth rate compared to other cities.
- Bangalore market expected to grow with high CAGR compared to other cities in India

Demographic Transformation

- Growing population and rising life expectancies - Particularly increasing need for maternity, child health and geriatric care

Increased Affordability

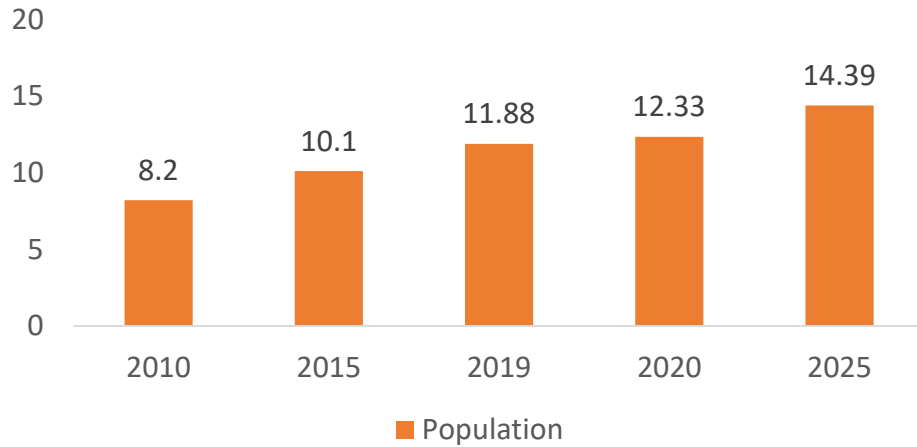
- Growing middle class, rising incomes and increased insurance penetration

Influx of Medical tourists

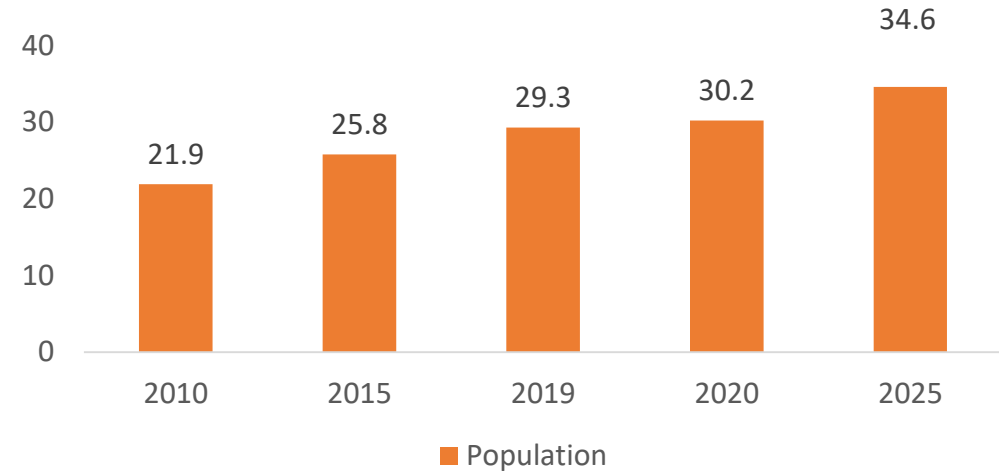
- Currently Bangalore market is serving 15,000 international patients per annum, which are expected to grow

Population growth (In Mn)

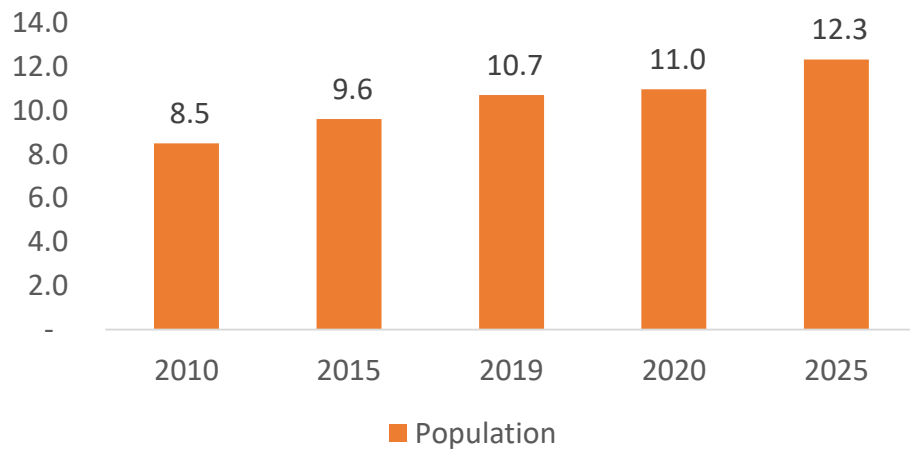
Bangalore



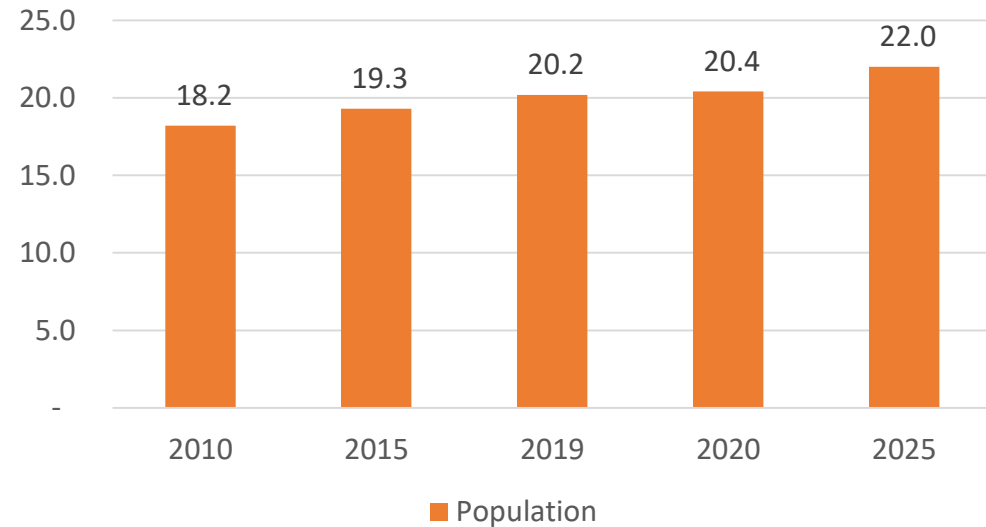
Delhi



Chennai



Mumbai





- 509 beds
- NABH Accredited
- da Vinci Surgical Robot
- DNB Training Programs

Aster RV HOSPITAL

We'll Treat You Well



- ~250 beds
- Intra Operative MRI
- da Vinci Surgical Robot
- Bi-Plane Hybrid Cathlab with Neuro Navigation system

Thank You