



Global Health L i m i t e d

21st August, 2023

Ref:- GH/2023-24/EXCH/47

The General Manager
Dept. of Corporate Services
BSE Limited,
P J Towers, Dalal Street,
Mumbai - 400 001

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Scrip Code: 543654

Symbol: MEDANTA

Sub: Investor Presentation

Dear Sir(s),

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation made by the Company, at Motilal Oswal 19th Annual Global Investor Conference, 2023, held on Monday, August 21, 2023 at Grand Hyatt, Mumbai.

Kindly take the above on record.

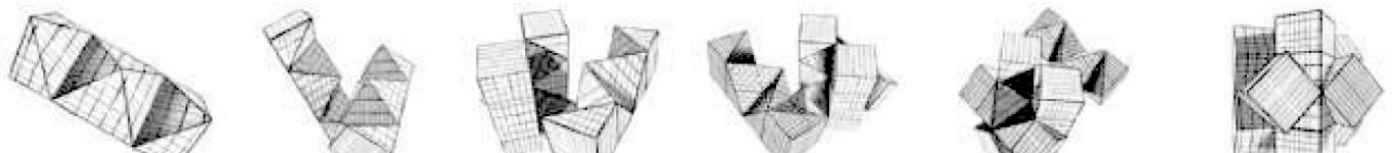
Thanking you,

Yours faithfully

For Global Health Limited

Rahul Ranjan
Company Secretary & Compliance Officer
M. No. A17035

Encl: a/a





GLOBAL HEALTH LIMITED

Dedicated to Life

**Motilal Oswal Annual Global
Investor Conference
August 21, 2023**



Medanta was born in 2009...

with the purpose of providing world-class super-specialty care

MISSION

Our mission is to deliver world class, patient centric, integrated and affordable healthcare through a dynamic institution that focuses on the development of people and knowledge



Guided by our core philosophy...

'har ek jaan anmol' or 'every life is invaluable'



Embracing a new era and defining how healthcare should be delivered

Core Values



Patient centric care:

Foster a culture where every one of us is committed to care for patients and their caregivers



Integrity and courage:

Maintain the highest ethical standards by putting the patient first and demonstrating the courage to do what is right



Leadership and quality:

Commit to delivering excellence in everything we do through exemplary action and behaviour

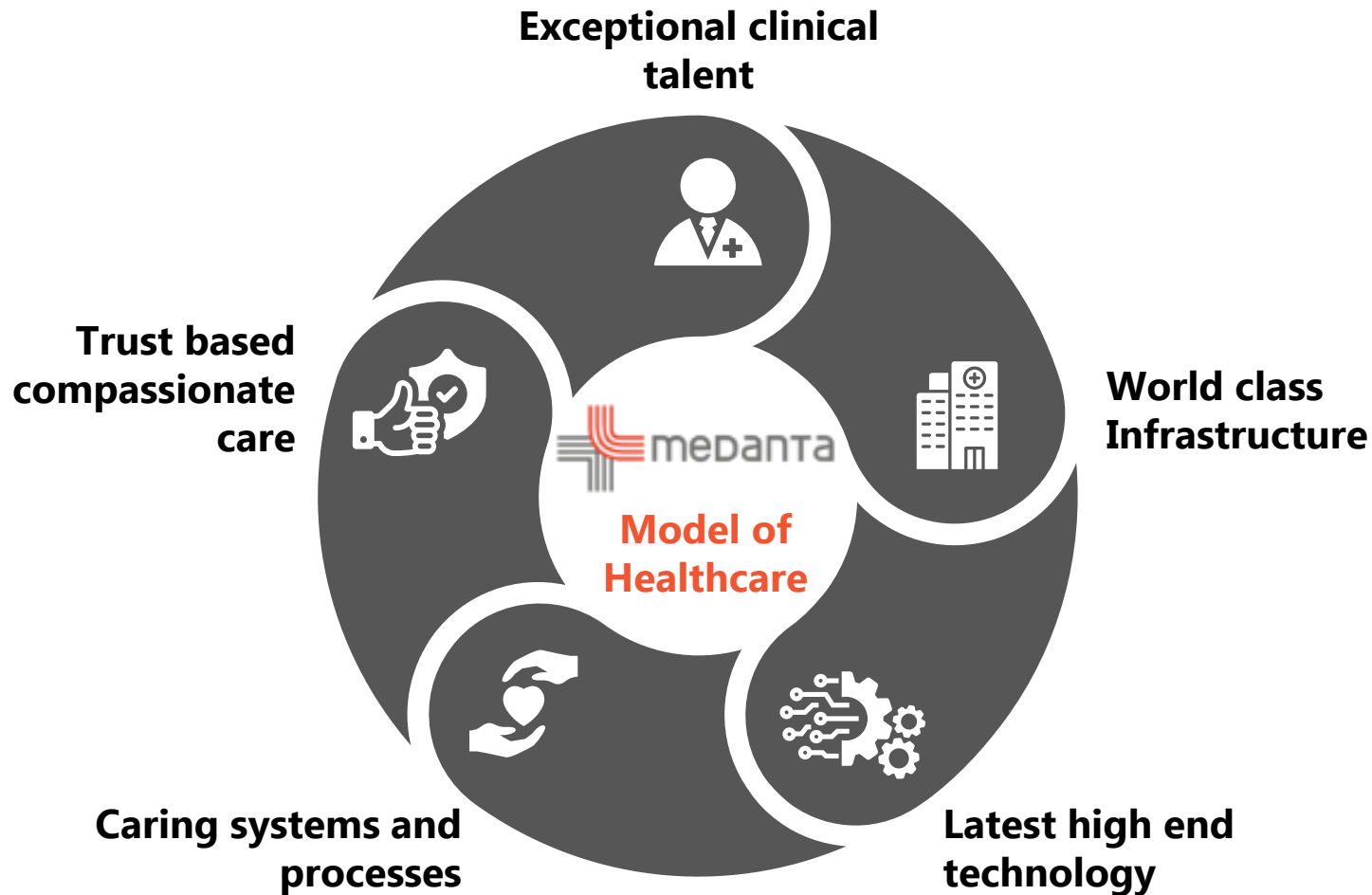


Collaboration, learning and innovation:

Promote teamwork and collaboration, welcome change and creativity, encourage innovation

The Medanta Model of Healthcare

Delivering the highest quality of medicine with care and compassion



What it means for patients and caregivers?

- Super specialized doctors provide the highest quality of care through a team based integrated approach
- A safe and friendly healing environment with a patient-centric design in all clinical areas and public spaces
- Availability of the most advanced, innovative equipment and technology to enable the most complex diagnostics and treatment
- Doctors who take ownership and personal responsibility
- Respect-based processes for patients and their families

World leading clinicians deliver multispecialty integrated care

Unique full time doctor led model ensures 'medicine' drives decision making



- 1 Team includes recipients of **Padma Bhushan, Padma Shri, and BC Roy awards**, in addition to other accolades
- 2 Senior doctors trained in **leading medical institutions** mentored in the **Medanta way**
- 3 Departmental concept enables **sub-specialisation**, and ensures a **combined team-based approach** to care
- 4 **Autonomy given to each department head** to focus on the medicine and to drive clinical excellence
- 5 Almost all doctors work **full-time and exclusively at Medanta's hospitals**
- 6 Each specialty operates on a **joint rewards system** to promote a team based approach to care delivery
- 7 Culture of collaboration, cooperation and teamwork with **multispecialty care integration**
- 8 **30+ medical specialties** led by specialist teams of doctors with an **aim to deliver the best medicine**

Infrastructure that creates a safe and efficient environment

Not only high performing medical buildings, but 'temples of healing'



SPACES DESIGNED TO OPTIMIZE CLINICAL FLOWS



PATIENT CENTRIC DESIGN FOCUSED ON QUALITY AND SAFETY



The latest and most sophisticated technology

Empowering our teams with the necessary tools to deliver the highest level of care



Artis-Zeego Endovascular Surgical Cath Lab

A hybrid OT cum cath lab



Da Vinci Robotic System

Enables surgeons to perform delicate and complex minimally invasive surgeries



Biplane Cath Lab

Used for highly advanced minimally invasive neuro intervention procedures

The latest and most sophisticated technology

Empowering our teams with the necessary tools to deliver the highest level of care



Siemens-Varian EDGE Stereotactic Radiosurgery Solution

First of its kind in North India



Brain Suite, Intra-Operative Imaging OT

An MRI inside an OT to provide real time imaging during complex brain surgery



Cyberknife VSI Robotic Radiosurgery System

Non-invasive alternative to surgery for the treatment of both cancerous and non-cancerous tumours with pin point accuracy

Recognised for clinical excellence both in India and globally

Best Private Hospital in India – Four Years in a Row

Consistently delivering the highest quality

Among the hallmarks of great hospitals, however, are not just first-class care, first-class research and first-class innovation. The very best institutions also share another quality: **consistency**. The world's best hospitals consistently attract the best people and provide the best outcomes for patients as well as the most important new therapies and research. Of all the hospitals in the world, relatively few can do all those things year in and year out. The best belong to a very exclusive club.



- Newsweek ranking as the **Best Private Hospital in India** four years in a row: 2020, 2021, 2022 and 2023
- **Only Indian private hospital to be featured** in the Top 200 hospitals of the world, 2021, 2022 and 2023

Bringing the Medanta standard to underserved areas

Medanta Lucknow: delivering high quality healthcare to the 22 crore people of UP since 2020

600+ beds open(950 planned)

19 OTs

200+ ICU beds



Bringing the Medanta standard to underserved areas

Medanta Patna: Opened in January 2022, EBITDA break even in first year

300+ beds open(650 planned)

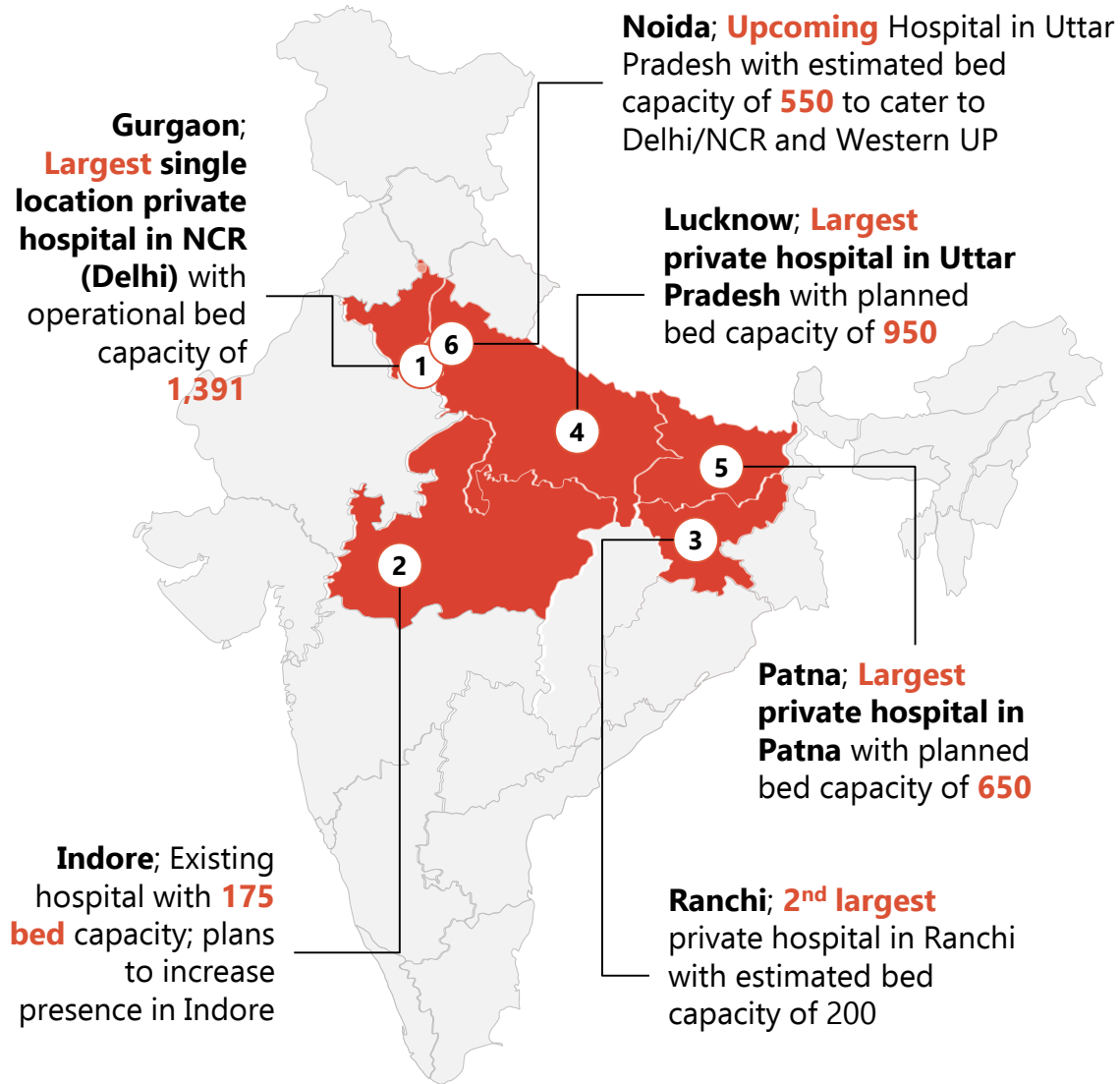
8 OTs

80+ ICU beds

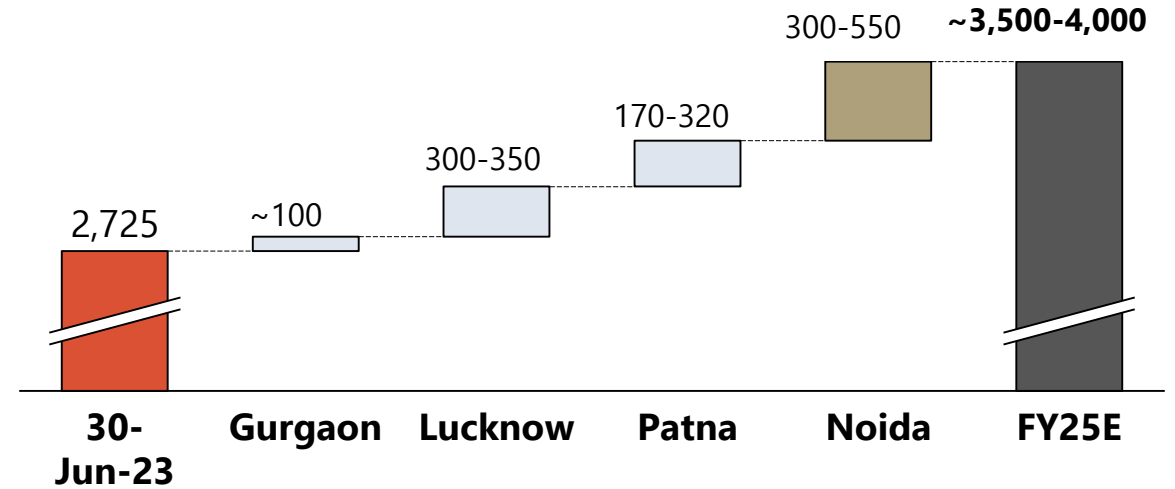


Diversified group of hospitals across 5 States

Over 400 million people live in the States with Medanta facilities



Planned growth in number of installed beds



- Phase wise, planned bed capacity expansion
- ~800-1,300 beds in next two-three years from existing hospitals (including Noida)
- ~770 beds i.e. ~60% of the planned bed addition will be at existing hospitals; resulting in lower capex / bed
- Floor area of 100K+ sq. meter; along with additional land bank of 13 acres available at Gurgaon for ancillary services

Consistently delivering value for stakeholders

Proving that "Good medicine can make good business"



Medanta Network

5*

Hospitals

2,697

Beds

630+

ICU Beds



Patient Care

1.35+ Lakh

In-Patients Admissions

22+ Lakh

Out-Patients Visits

1.0+ Lakh

Procedures Annually



Financial Performance

27,592

FY23 Revenue (INR mn)

21.3%

3 Year CAGR

6,771

FY23 EBITDA (INR mn)

43.2%

3 Year CAGR

24.5%

FY23 EBITDA Margins

* Numbers as at end of March 31, 2023

** CAGR is for the Period FY19-FY23

Spreading the Medanta Model of Care beyond the hospitals

Because the quality of healthcare you receive shouldn't depend on where you live



**TELECONSULTS AND
REMOTE
DIAGNOSTICS**



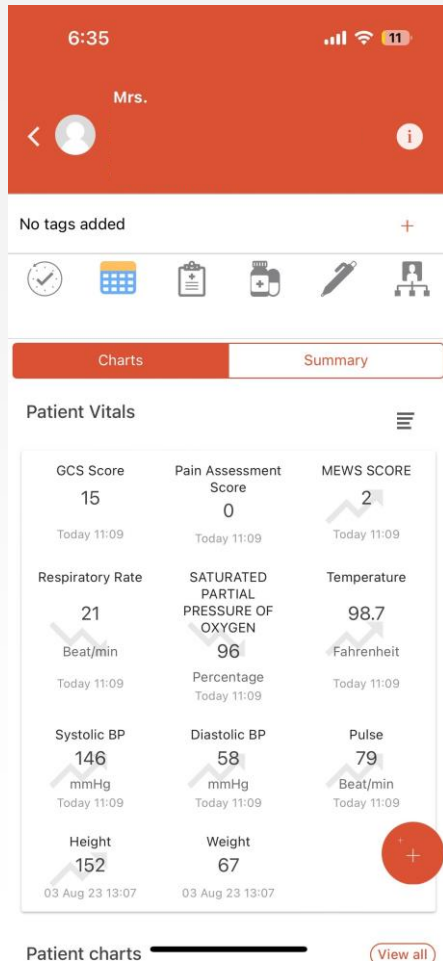
**TELE-ICU DELIVERS
CRITICAL CARE
EXPERTISE EVEN IN
REMOTE AREAS**



Innovative digital solutions to enhance care access and quality

Continuing the digital transformation that began years ago

Doctors EMR App

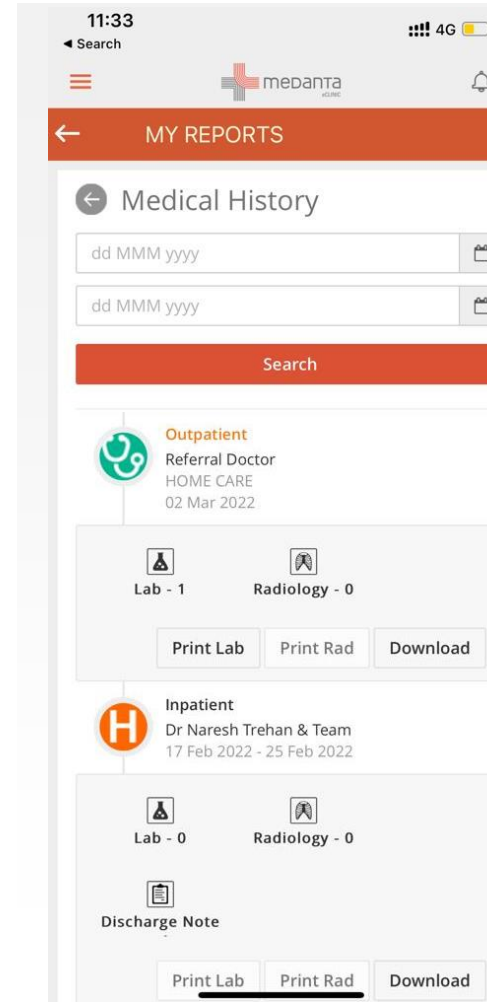


Anytime, Anywhere EMR App for Doctors and Nurses

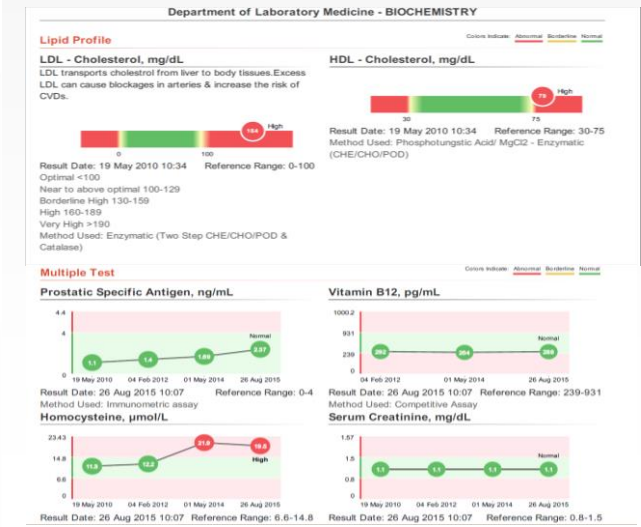
26 Lakh+
Number of clinical notes created in by doctors on the mobile app in FY23

46 Lakh+
Investigations ordered by doctors on the mobile app in FY23

Patient eClinic App



- Offers appointment scheduling and pre-payment
- Allows patients to access all medical records at one place



Moving from disease management to 'health' management

Preventive, personalised and predictive medicine

Disease reversal programs

Medanta Global Health Pvt. Ltd.

Patient ID : MM01106355 Patient Name : Alex Smith
 Gender : Male Age : 35
 Encounter ID : 14339254001 Encounter Type : Outpatient
 Visit Date : 23/08/2017 15:29 Location : Ped Cardio
 Speciality : Pediatric Cardiology Attending Practitioner : Dr. Pankaj Bajpai

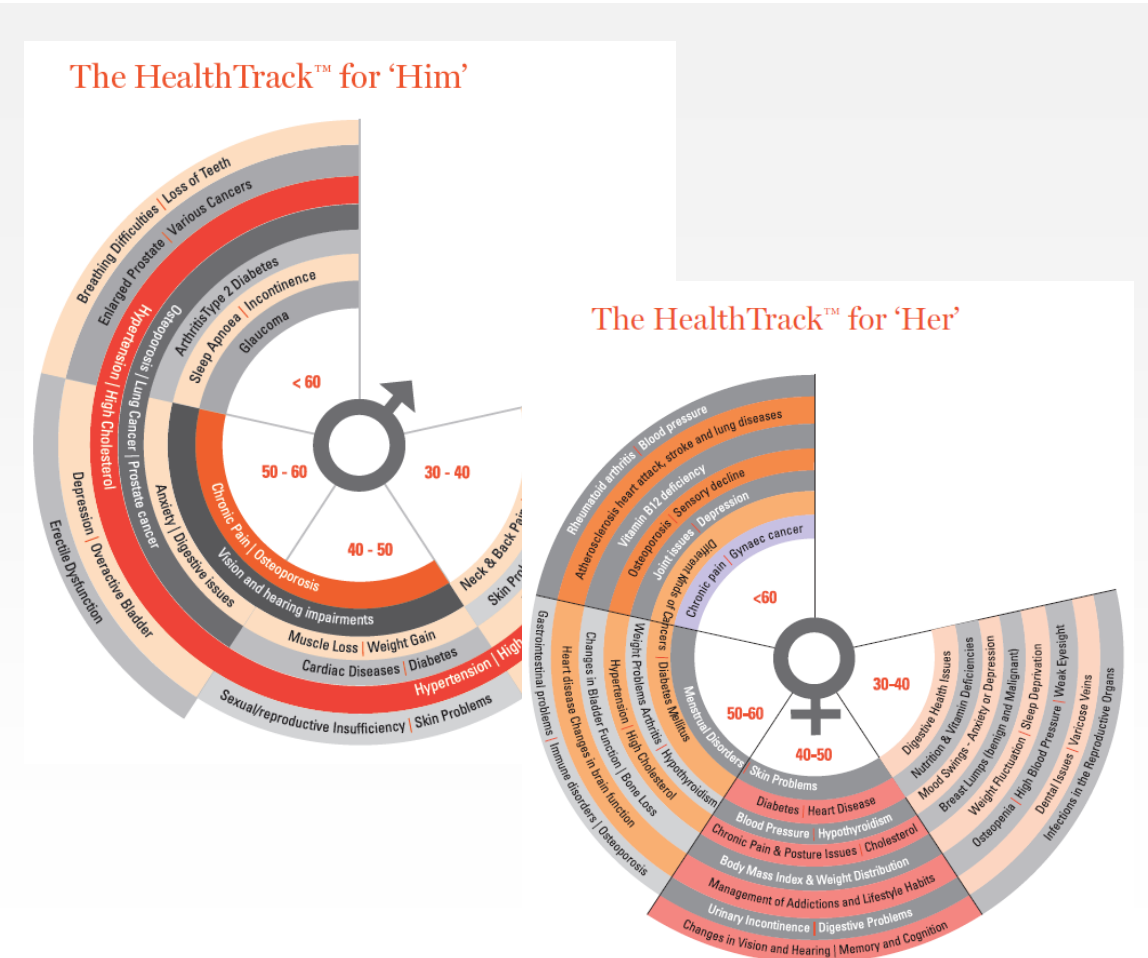
Investigation

Title	R	Parameter	Optimum	Current	Need attention	Target for next visit
Clinical examination						
Hb		TC	78	Yellow	Yes	85
		Body mass index (kg/m ²)	23.0	22	Yes	20
		Body fat (%)	22	21	Yes	22
		Heart Rate (bpm)	180	170	Yes	90-155
		Blood Pressure (mmHg)	120/78	Green	No	120/70
Biochemistry						
		FBG (mg/dl)	130	112	Yes	90
		HbA1c (%)	6.5	221	Yes	5.5
		Total cholesterol (mg/dl)	180	190	No	180
		LDL cholesterol (mg/dl)	110	100	Yes	65
		Serum triglycerides (mg/dl)	130	120	No	130
		HDL Cholesterol (mg/dl)	42	38	Yes	38
Health Behaviors						
Physical activity	Regular	Regular	No	Regular		
Yoga	Regular	Regular	No	Regular		
Smoking	None	None	No	None		
Alcohol	Social only, or None	None	No	None		
VO2 max (ml/kg/min)						
10 year VCD risk estimated (JBS3) (%)	4%	4%	No	4%		

Cardiovascular health status and targets

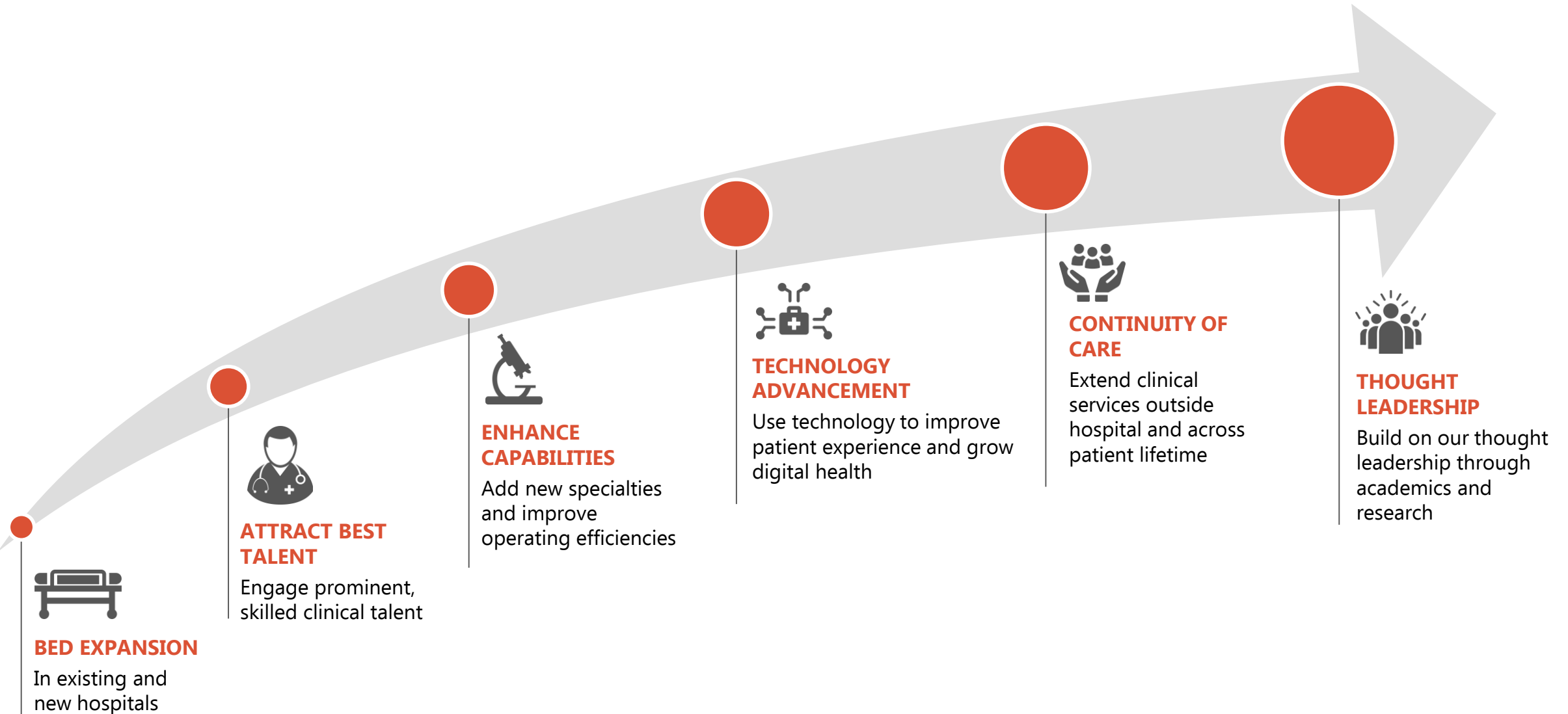
Parameter	Optimum	Current	Need attention	Target for next visit
TC	78	Yellow	Yes	85
Body mass index (kg/m ²)	23.0	22	Yes	20
Body fat (%)	22	21	Yes	22
Heart Rate (bpm)	180	170	Yes	90-155
Blood Pressure (mmHg)	120/78	Green	No	120/70

Healthtrack: personal and predictive



Medanta: well placed to deliver sustainable growth

While maintaining its core values of patient centric care, clinical leadership and quality



About Medanta

Founded by Dr. Naresh Trehan, a world-renowned cardiovascular and cardiothoracic surgeon who has been awarded the prestigious Padma Bhushan and the Padma Shri, the third- and fourth-highest civilian awards in India, and the Dr. B.C. Roy Award in recognition of his distinguished contribution to medicine.

Global Health Limited (the "Company") is one of the largest private multi-specialty tertiary care providers operating in the North and East regions of India, with key specialties cardiac science, neurosciences, oncology, digestive and hepatobiliary sciences, orthopedics, liver transplant, and kidney and urology, according to the report titled "An assessment of the healthcare delivery market in India, September 2022" by CRISIL Limited.

Under the "Medanta" brand, the Company has a network of five hospitals currently in operation (Gurgaon, Indore, Ranchi, Lucknow, and Patna). Spanning an area of 4.7 million sq. ft., its operational hospitals have 2,725 installed beds as on June 30, 2023. It also has one hospital under-construction in Noida. The Company provides healthcare services in over 30 medical specialties and engages over 1,400+ doctors led by highly experienced department heads.

Contact Details

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Gurgaon, Haryana 122001



For further information, please visit our website:

<https://www.medanta.org/>