

10th August, 2021

#### CIN: L55101TG1973PLC040558

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

Dear Sir,

**Sub:** Investor presentation – Reg.

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith the Investor Presentation.

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

Sec'bad

We request you to take this on record.

Thanking you,

Yours truly

For Krishna Institute of Medical Sciences Limited

Umashankar Mantha

Company Secretary & Compliance Office

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: U55101TG1973PLC040558





The Largest Corporate Healthcare Group in Andhra Pradesh and Telangana

Q1 FY-2022 Earnings Update

Krishna Institute of Medical Sciences Limited *August 2021* 

**Private & Confidential** 

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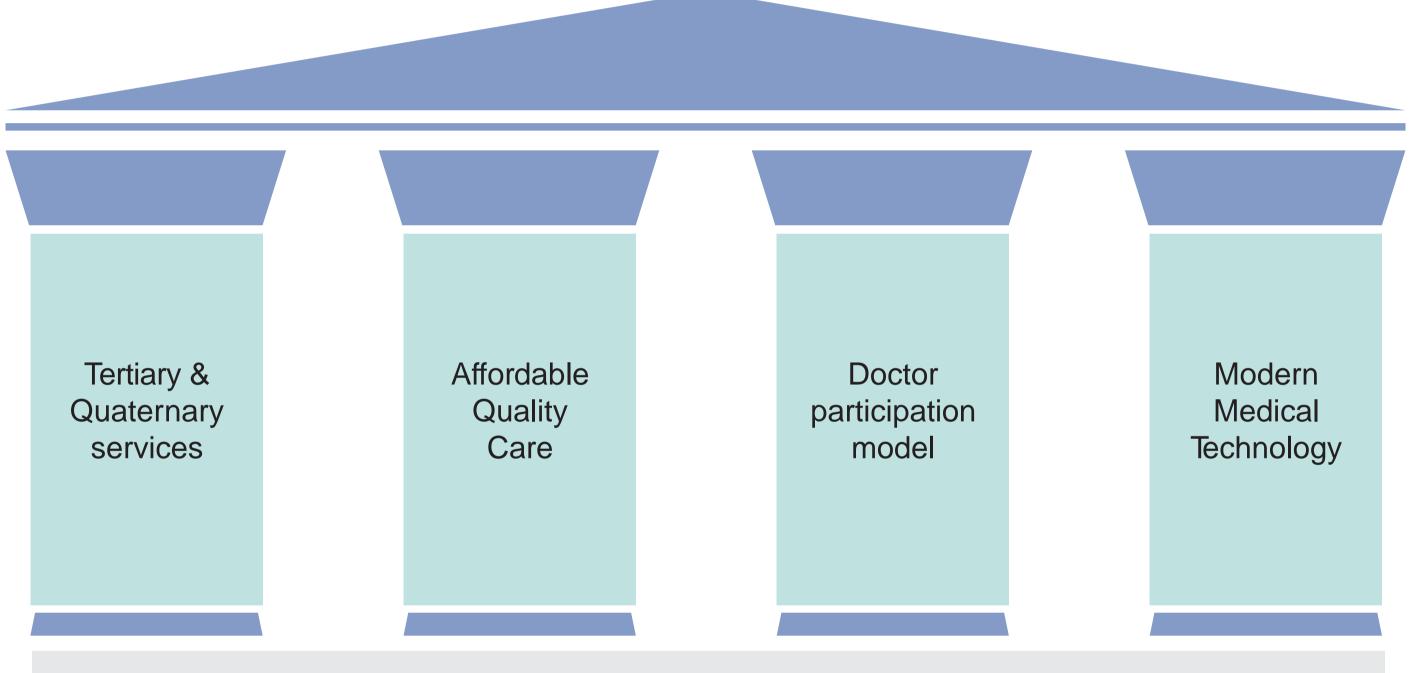
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# FOUR CORNERSTONES OF OUR VISION





Providing affordable quality care using modern medical technology through comprehensive tertiary & quaternary services by engaging doctors with a unique participation model

## **OUR KEY STRENGTHS**



Regional Leadership - Cluster based approach

Clinical outcome driven excellence

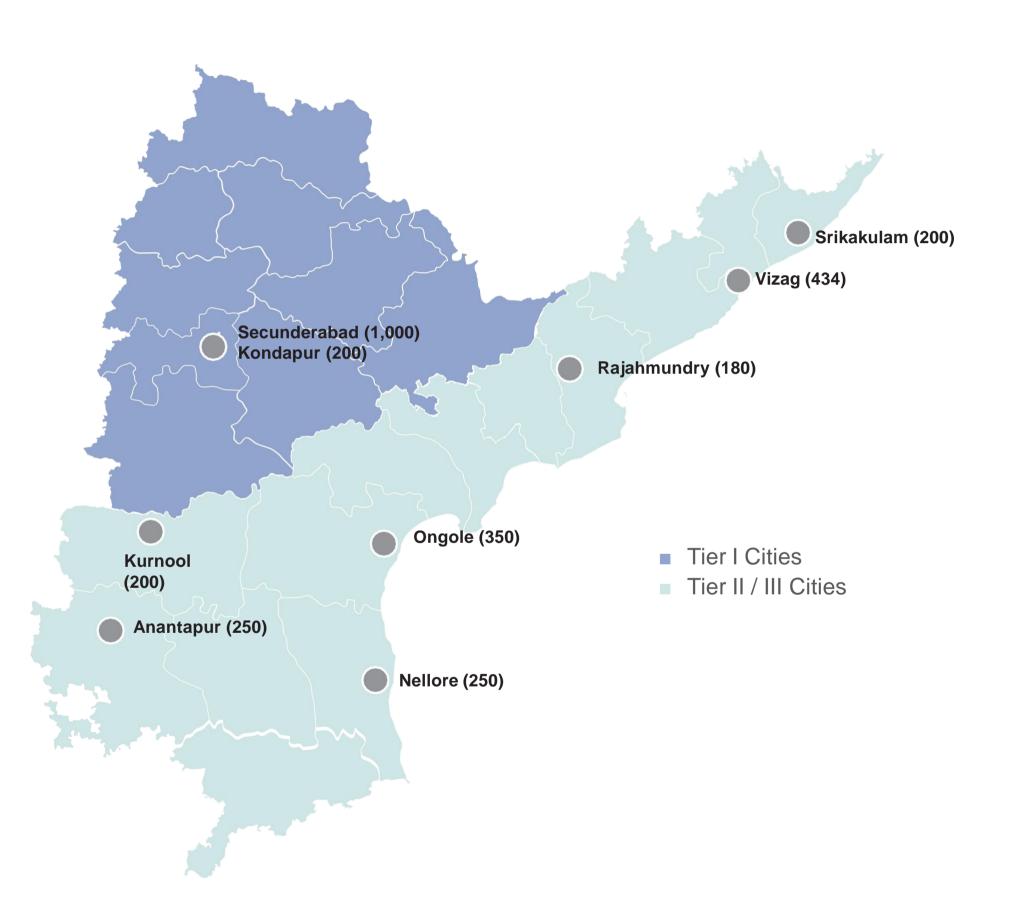
Affordable Quality Care

Ability to attract, train and retain high quality doctors, consultants and medical support staff

Track record of strong operational and financial performance

## KIMS AT A GLANCE





### OUR KIMS HOSPITALS TEAM

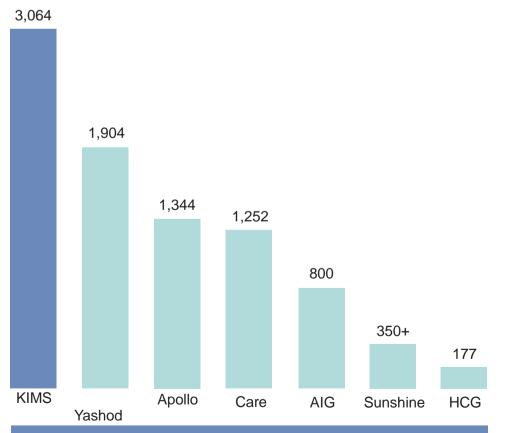
 Doctors
 Nurses
 Paramedics
 Admin

 1136(1)
 2860(2)
 1636(3)
 4569(4)

### STRATEGIC FOCUS ON SOUTH INDIA MARKET

With 20+ years of experience, KIMS has a strong understanding of

- Regional nuances Mind-set of medical professionals
- Growing need for quality and affordable healthcare services



KIMS IS THE DOMINANT REGIONAL PLAYER

Number of beds by key players in Andhra Pradesh and Telangana (1)

**Scale Leadership** with 1.6x bed capacity compared to next largest player in Andhra Pradesh and Telangana

Source: KIMS RHP, CRISIL Research (1) As per company websites, accessed on February 11, 2021 for Yashoda, Care hospitals, AIG Hospitals, Sunshine Hospitals. As per investor presentations and/ or annual reports for FY20 for Apollo, HCGEL

<sup>1)</sup> Includes DNB Students 2) Includes Interns 3) Includes Pediatric Students 4) Includes Contract Staff

## CENTRES OF EXCELLENCE



















### **OUR OTHER SPECIALITIES:**

- Anaesthesiology
- Accident & Emergency Care
- Clinical Psycology
- Dermatology & Cosmetology
- Dental
- Diabetology & Endocrinology
- ENT
- Fertility
- Haemato-Oncology

- Intensive Care
- Internal Medicine
- Intervenational Radiology
- Laboratory & Blood Bank
- Neonatology
- Obesity & Diabeties Surgery
- Ophthalmology
- Paediatric Cardiac Sciences
- Peripheral Vascular Surgery

- Pain Management
- Physiotherapy & Rehabilitation
- Plastic Surgery
- Pulmonology
- Psychiatry
- Radiology
- Rheumatology
- Urogynaecology

## KEY CLINICAL ACHIEVEMENTS - OVER YEARS



- Over 1000 successful Epilepsy surgeries done
- India's first successful double lung transplant on a COVID patient at KIMS Secunderabad Over 50+ Lung Transplants done
- India's first Robotic Spleen Preserving Distal Pancreatectomy performed in 2017
- South India's first Total Skin Electron Beam Radiation Therapy done on 65 yr old patient in 2018.
- Asia's first Transcatheter Tricuspid Valve replacement procedure done in 2018

- Over 1,000 kidney transplants done, led by Padmashri Dr. Sahariah
- Largest SPEN tumour (6X7 cm) removed from pancreas using Robotic Surgery
- "Double Switch operations" in a rare and complex cardiac surgery on a 12 year old girl and a 6 year old boy
- 10.2 kg tumour removed from a patient's abdomen in a complex surgery
- First in the Hyderabad to use ECMO machine way back in 2013.

## KEY CLINICAL ACHIEVEMENTS - QUARTER 1



- Preterm baby weighing 1100 grams successfully underwent a heart procedure.
- Rare Kidney transplant between two non-compatible blood groups successfully done.
- Multiple fibroids weighing 3.1 kg removed from a 49 year old women.
- 3 month old undergoes rare spine deformity surgery successfully
- Over 29 fibroids from a Sri Lankan women's Uterus removed in a rare surgery.

- Complex Knee Replacement surgery performed on 56 yr old women.
- Infant born with a rare & complex Rh issue successfully treated.
- Advanced plasma transplantation performed on a6 year old suffering with rare genetic condition
- Complex neuro surgery for Trigeminal Neuralgia successfully done on 53 year old patient.
- Endoscopic intervention performed on 10 year old who swallowed a stick.

## **ACADEMICS & RESEARCH**



- The KIMS Foundation and Research Centre (KFRC) were founded in 2010
- KFRC laboratories are located in KIMS premises and function as an autonomous research organization not for profit, charitable trust.
- Based upon its technical infrastructure and academic record, KFRC laboratories have been recognized by Department of Scientific and Industrial Research (DSIR) Ministry of Science & Technology, Govt. of India to conduct research a committee appointed by ICMR supervises the research on stem cells at KFRC.
- Articles published by Consultants of KIMS Hospitals
   in International Journals: 377
- JMSR Journal of Medical Scientific and Research is published by KFRC quarterly. The Journal has so far published 152 articles from KIMS Doctors.
- KFRC Centre has published 56 papers in International Journals.

### **CLINICAL RESEARCH**

- No. of Clinical Trials till date 263
- No. of In-house Projects 45
- No. of DNB Thesis Projects 450
- No. of Pharm D.Thesis Projects 90
- No. of Ph D.Thesis Projects 08
- Permissions issued for Publications 08
- Training for Clinical Research Coordinators 23
- Training for Medical, Engg & Bio Tech. Students 32

### **ACADEMICS**

- Total Number of DNB students: 163
- Total number of departments offering DNB: 28

### **KEY HIGHLIGHTS:**

- Dept of Neurology ranked 3rd in India among Private Hospitals in teaching category
- Indian academy of Neurology instituted "Dr Surath Mohan Das Award" from 2021 for the "Best Paper in Autoimmune Disorders

## COVID-19 UPDATE



- The COVID second wave ravaged the country during April & May 21.
- With learnings from first wave, our 9 hospitals were better prepared to handle COVID cases.
- We installed:
  - -Additional Liquid Oxygen Tank (20,000 Ltr) taking our total capacity to 40,000 liters at our flagship hospital in Secbad
  - Oxygen generator (500 LPH) in Kondapur unit
     6000 Ltr Oxygen generating plant at Ongole to meet contingencies.
- Our total number of ECMO machines stood at 18. This is by far of one of the largest used in a single Centre in the Country.



RT PCR Tests: 1,22,000+



COVID Patients treated: 20,000+



Remote Home Care Packages: 1,100+



Hotel Quarantine Package: 600+

## **COVID - CLINICAL ACHIEVEMENTS**



- Over 50+ COVID patients were airlifted to KIMS Secunderabad for lung transplants from across the country - Over 10+ were COVID Positive Doctors from across the country
- Over 70+ COVID patients treated on ECMO.
- 4 year girl with COVID successfully undergoes life threatening brain tumor surgery
- Total number of COVID lung transplants were 20+
- Successful ECMO initiated to save life of a 9 month old boy suffering with COVID.
- Youngest COVID survivor, a week old, successfully treated at KIMS Cuddles
- Over 100 COVID Positive pregnant mothers were delivered successfully.

## Doctors at KIMS Hospitals perform highest number of successful COVID Double Lung Transplant procedures



Hyderabad, April 22: from across the country, Doctors at the Krishna In- and some among these plant program, KIMS Hos- volving both lungs and Institute believes that the Covid-19 patients which is stitute of Medical Sci- required advanced respi- pitals said, "The team heart, KIMS once again course of Covid-19 infecences (KIMS), Hyderabad, ratory support \_ECMO \_ has performed 12 double established its authority tion in an individual is un- in Asia. Each case was one of the leading for respiratory failure lung transplants for pa- as one of the best predictable; but patients healthcare providers in caused due to Covid-19 tients with respiratory fail- healthcare institutions, who have lung involvethe country, performed virus. These patients ures caused due to Covid-not just in the country, but ment and develop respi-In one case, a young man 12 COVID Double Lung were brought in from 19 and 38 heart, double across Asia.

Thoracic Organ Trans- transplant procedures in-

## Youngest Corona patient discharged from hospital

A baby, who had tested positive for Covid a week after birth last month, has returned home after recovering at a private hospital here.

Described as one of the youngest Covid survivors, the baby was discharged last week, doctors at KIMS Cuddles said

The baby was born preneeding mechanical ventilabirth weight of just 1,000 intravenous antibiotics, and



term on April 17, due to nurses in personal protective severe Covid in the mother equipment in a specialised isolation neonatal ICU and tory support. Born with a provided ventilator support,

### Covid positive woman safely delivers at KIMS

CITY BUREAU

Doctors at Krishna Institute of Medical Sciences (KIMS), Secunderabad have helped a 28-year-old Covid patient with pre-existing heart condition, to safely deliver. The woman was 35-weeks into pregnancy and was experiencing elevated heart rate wherein her heart was beating at 186

### **Doctors** save **Covid positive** toddler with **ECMO** in Hyd

PNS HYDERABAD

Doctors at KIMS hospitals in Hyderabad saved life of a nine-month-old infected by Covid-19 through successful

The paediatric intensive care (PICU) team headed by Nanda Kishore, at KIMS Hospitals, Secunderabad and the PICU team of KIMS Cuddles, Kondapur headed by Parag Shankarao Dekate carried out the successful



# KIMS performs rare kidney transplant

**CITY BUREAU** Hyderabad

Transplant surgeons at Krishna Institute of Medical Sciences (KIMS) have successfully performed kidney transplantation between two different or non-compatible blood groups, which has the potential to address a major concern of organ suitability and help save many lives.

The surgeons conducted live kidney transplant surgery on a 40-year-old resident of Assam, Ashim Das, who received kidney from his wife. However, the blood group of Ashim Das was 'B positive' and his wife was 'A positive', a press release said. "Transplantation across blood groups is complex because antibodies

that reject the donor organ must be completely removed or made dormant before the transplant. We managed to gradually reduce such antibodies in this patient through a process called plasmapheresis and by giving medications to neutralise antibodies. This process took almost two weeks and resulted in reducing anti-donor antibodies considerably in the patient," said Dr E Ravi, nephrologist and transplant physician, KIMS Hospitals, who performed this unique technique.

Later, Dr Sarbeswar Saharaiah, the chief transplant surgeon, KIMS, performed the transplant surgery. The patient has recovered from the surgery and discharged without complications.

# KIMS doctors give new lease of life to 10-year-old

HANS NEWS SERVICE KURNOOL

THE Krishna Institute of Medical Sciences (KIMS) doctors gave a new lease of life to a 10year-old-boy (KIMS) in Kurnool by performing endoscopy.

In a press release on Thursday, gastroenterologist Dr L Rajendra Prasad said that a week ago, one Goutham, a 10-year-old boy was admitted in the hospital with



around the heart and between

doscopy, the results revealed a hole of 6 mm in his throat. Due to high risk and complications of surgery, the pus was removed through endoscopy and continued antibiotics, stated Dr Rajendra Prasad. He said Dr Srikanth has removed the bad water that had gathered around the lungs on the left side of the chest tube. A week later, another endoscopy was done and found the hole in

### Advanced plasma transplantation is now available in KIMS Kurnool their lives. There is a danger to the lives of the survivors. Therefore, plasma

problems is now available in KIMS Kurnool. Recently doctors at KIMS who had a rare genetic disease that led to the failure of two kidneys. The boy from Kurnool town was suffering from high fever and swelling in performed the tests said for help.Renowned neph-rologist Dr K. Anantha draws that causes kidney failure. If the tacuses kidney failure is a rare disease plasma to save the boy's plantation is the life damaged and undergo essary to find out the causes of kidney failure.

vanced Plasma transplan-tation for Severe Kidney

the boy had low levels of Rao take a look at reports,

On this occasion, Dr immediately and com- tation eliminates disease nemoglobin and platelet as soon as the post-dialycells in his blood and was sis were peritoneal. Creto this occasion, Dr
off thi cells in his blood and was on the verge of kidney of almel evels in the blood at he verge of kidney failure with blood pressure. The local doctor started temporary medication. After that, the boy had swelling of the legs along with neck and vomiting. In this critical condition, the boy's parents have contacted the KIMS Kurnool hospital doctors for help.Renowned nephrone at the verge of kidney at the blood was deliable at KIMS Hospital, self, and replaces the new diately after the boy expert from the blood was dealth of the sessions. Immediately, and replaces the new plasma, said Dr Anantha to covered from kidney failure and tests were performed, the creatine level that be protein called of a protein called to a genetic predisposition or a protein called that prevents clotting in the blood wassels of the widney problems. It may be due to a genetic predisposition or a protein called to a genetic predisposition or a protein called that prevents clotting in the blood vessels of the widney problems, consult a doctor immediately. If the kidney problems, consult a doctor immediately, or Anantha that prevents clotting in the blood vessels of the blood was demoned the protein caused by over-activation or a protein called to a genetic predisposit and platelets in the boys and plate to make the polod as it in the boy and replaces the new diately after the boy replanted to be as high as 12 milligrams as this close and reptrocyte covered from kidney failure and tests were performed, the recease from 12 to 0.8 normal level. Besides, the number of haemoglobin and plateats in the boys and replaces the new plasma, said Dr Anantha troon. "In particular it contains complement protein that prevents clotting in the blood vessels of the blood vessels of the blood vessels of the blood v

transplantation is very important to detect kid-

ney function at an early stage he explained. To date, however, advanced life-saving plasma trans-plants have been avail-

able at corporate hospi-tals in the metropolis. But now, the treatment is also

available at the Kurnool

KIMS Hospital. Besides, advanced services such as hemodiafiltration,

## KIMS doctors give new lease of life to infant born with complex problems

• Senior Pediatrician Dr P V Raghavaiah says The main cause of this problem in the newborn is Rh-Positive when the mother is Rh-negative which causes the RBCs to break down during pregnancy



#### KIMS Savera Dr P V Raghavaiah with the family members of the baby in Anantapur

ANANTAPUR

DOCTORS at KIMS Saveera Hospitals, Anantapur, saved the life of a newborn baby, who was born with several complex problems. The baby was born through the Lower Segment Cesarean Section (LSCS). Parents of a newborn from the Guntaka town took their baby to KIMS Saveera Hospital with various

Dr P V Raghavaiah Consultant Senior Pediatrician, KIMS

Saveera Hospitals, along with Dr Mahesh examined newborn baby Angel Mary and found the baby was suffering from severe jaundice with serum bilirubin 27 mg/dl and anaemia and was in a life-threatening condition.

In addition, the baby has 3.9 grams of haemoglobin and symptoms of progressive heart ailure with impaired liver and kidney functions. There is a risk of severe anaemia also as all the organs of baby's body deterio rate and their function slows

down, After examining, Dr Raghavaiah, who leads the medical team, said the baby was immediately rushed to the Neonatal Intensive Care Unit and attempts have been made in sev eral ways to prevent heart fail ure in the first place.

Phototherapy was then initiated and an intravenous immunoglobulin injection was given. With this the baby's nealth improved with adequate treatment for serum bilirubin kidney, liver and heart problems. "The main cause of this problem in the newborn is Rh-Positive when the mother is Rh negative and Rh isoimmunization occurs, which causes the RBCs to break down during pregnancy. It causes many comolex problems. Children are more likely to have brain failure and more infants to die especially if not treated on time However, it is very rare for such case to be successfully treated, especially in areas like Anantapur district where there is no full range of medical facilities. But now with all the modern facilities and specialist doctors available at KIMS Saveera Hospital, Anantapur, we can complete any complex treatment," ex-

plained Dr P V

## MODERN MEDICAL TECHNOLOGY





### 4-Arm HD da Vinci Robotic Surgical System

Facilitates complex surgeries that are virtually scar less



#### **O-Arm Scanner**

Multi-dimensional surgical imaging platform optimized for use in spine, orthopaedic, and traumarelated 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.

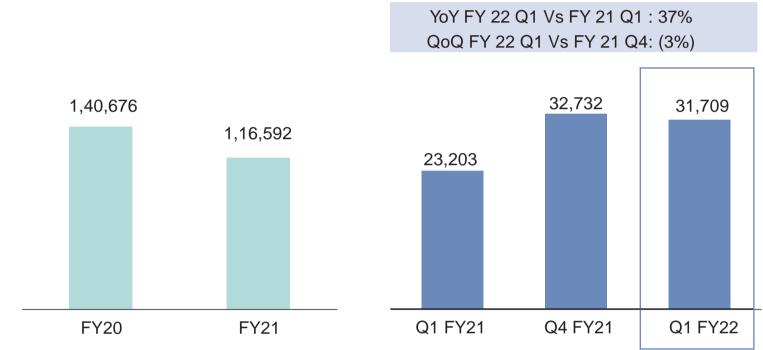


# OPERATIONAL PERFORMANCE

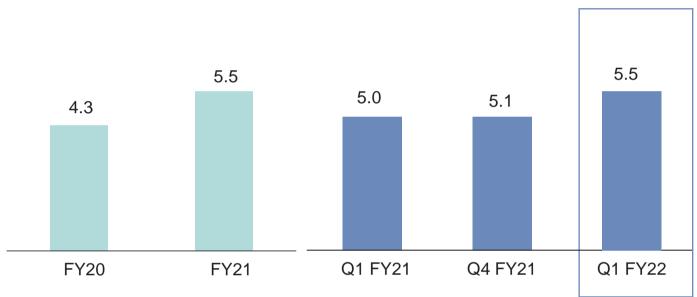


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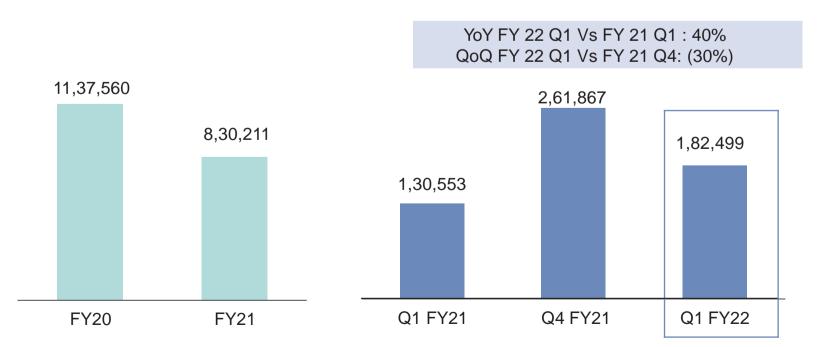
### **IP Volumes**



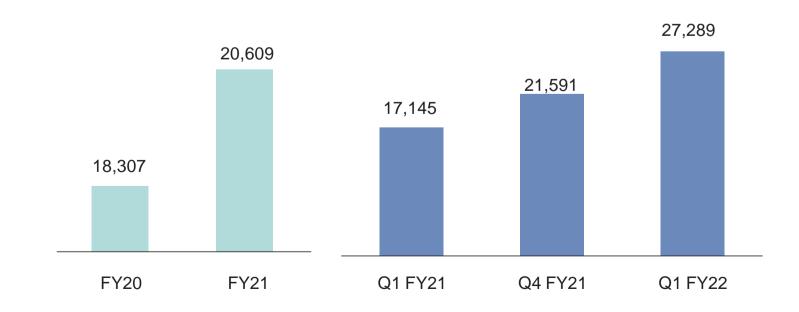
# ALOS (days)



### **OP Volumes**



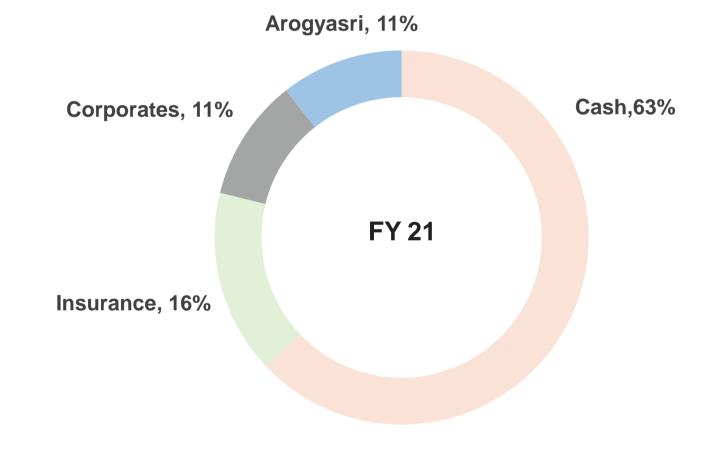
### ARPOB (Rs.)

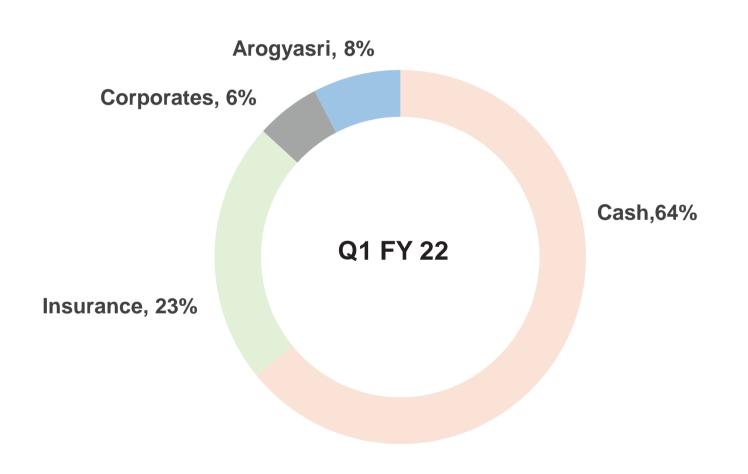


# OPERATIONAL PERFORMANCE





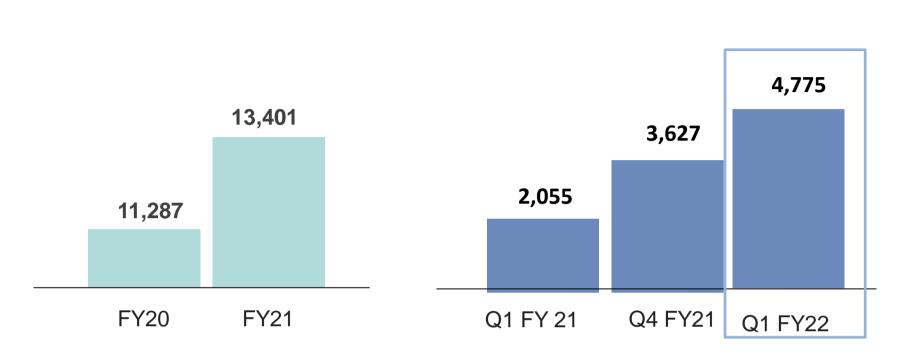


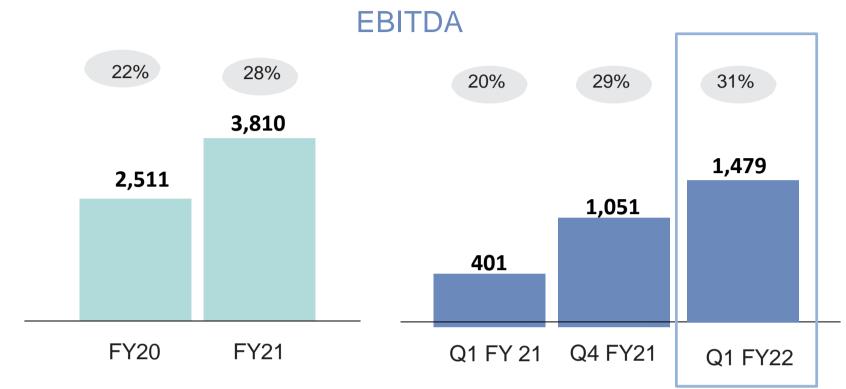


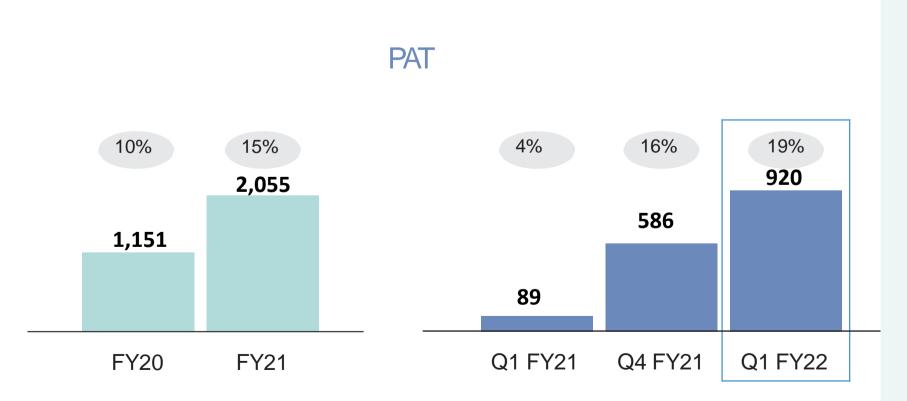


(RS. MILLIONS)









- Q1 FY 22 Revenue Growth rate is partly on account of the low base during the last financial year due to lockdown, which makes Q1 FY21 not a comparable quarter
- The growth QoQ was partly on account of KIMS running one of India's largest ECMO and Heart and Lung Transplant program, where revenue contribution almost doubled
- Higher occupancy of COVID patients
- Non recurring revenue from vaccination, COVID home care, COVID hotel packages, Antibody & Antigen tests





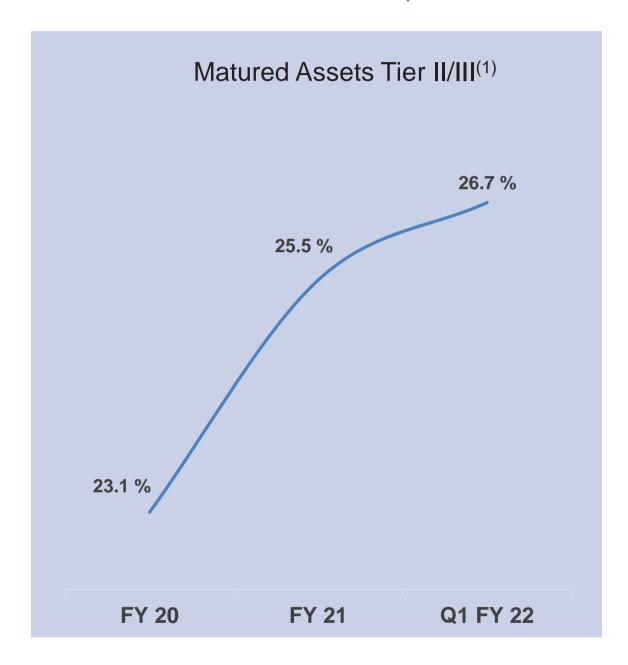
Steady & consistent improvement in ROCE and ROE over last nine quarters

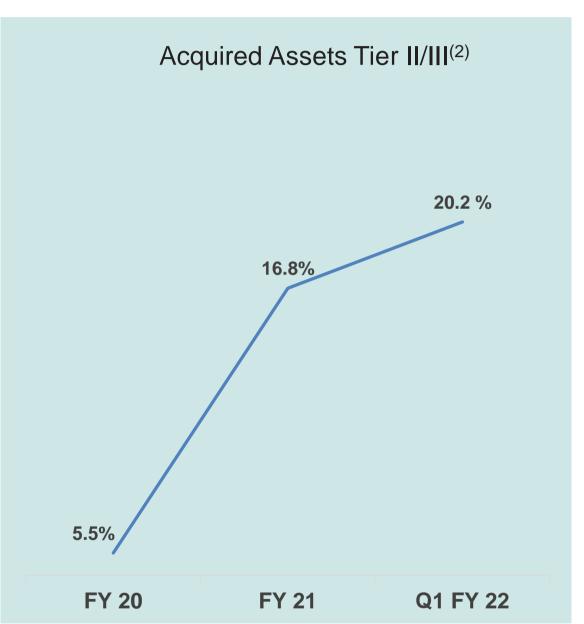
<sup>1.</sup> ROCE = Earning before interest and tax (EBIT) divided by capital employed (total aster – current liabilities), for Q1 FY 22 ROCE is calculated based on trailing twelve months EBIT

<sup>2.</sup> ROE = Profit after tax (PAT) divided by total equity attributable to the owners of the company, for Q1 FY 22 ROE is calculated based on trailing twelve months PAT



### EBITDA % Matured & Acquired





The margins of the Acquired Assets in tier II / III are in line to grow to similar profile as that of the Mature Assets in tier II/ III

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<sup>1.</sup> Matured Assets Tier II/III includes Nellore, Rajahmundry and Srikakulam Hospitals

<sup>2.</sup> Acquired Assets Tier II/III includes Ongole, Vizag, Ananthpur and Kurnool Hospitals



(RS. MILLIONS)

Condensed Profit and Loss Statement

	Q1 FY 22	Q4 FY 21	Q1 FY 21	Q1 FY 22 Vs Q4 FY 21 (%)	Q1 FY 22 Vs Q1 FY 21 (%)
Total Income	4,775	3,627	2,055	32%	132%
Material cost	1,123	773	430	45%	161%
Doctor cost	873	729	378	20%	131%
Employee benefit expenses	725	564	467	29%	55%
Other expenses	573	510	379	12%	51%
Total operative expenses	3,295	2,577	1,654	28%	99%
EBITDA	1,479	1,051	401	41%	269%
EBITDA (%)	31.0%	29.0%	19.5%		
Depreciation	171	166	169	3%	1%
EBIT	1,309	884	231	48%	465%
EBIT (%)	27.4%	24.4%	11.3%		
Finance cost	63	74	91	-15%	-31%
PBT	1,245	810	140	54%	789%
PBT (%)	26.1%	22.3%	6.8%		
Tax expenses	325	224	51	45%	540%
PAT	920	586	89	57%	931%
PAT (%)	19.3%	16.2%	4.3%		
Basic EPS (Rs.)	11.5	7.7	1.5	49%	670%
Diluted EPS (Rs.)	11.5	7.6	1.5	51%	676%

(RS. MILLIONS)



### **Key Balance Sheet Items**

Key Balance Sheet details	Q1 FY 22
Long Term Debt	2,092
Short Term Debt	57
Gross Debt	2,149
Cash and Cash equivalent	6,164
Net Debt	- 4,015

## **Key Highlights**

Out of Rs. 2,000 Mn. raised through primary issue in June 2021, Rs. 1,500 Mn. had been utilized for repayment of certain borrowings

# FINANCIAL SUMMARY



Operating Performance	37% / 40% IP / OP Volume Growth (YoY Q1 FY22 Vs Q1 FY21)	(3%) / (30%) IP / OP Volume Growth (QoQ Q1 FY22 Vs Q4 FY21)	
Financial Performance	31.0% / 19.5% EBITDA Margin (YoY Q1 FY22 Vs Q1 FY21)	31.0% / 29.0% EBITDA Margin (QoQ Q1 FY22 Vs Q4 FY21)	
Debt Ratios	As on 30 <sup>th</sup> June,2021  Net Debt Free		
ROCE	29.8% ROCE for Q1 FY22*		
Ratings	AA - (stable) Only 1 out of 3 hospitals in India to be rated AA by CRISIL		
Auditors	Statutory Auditor: SR Batliboi & Associates LLP  Internal Auditor: PwC		

<sup>•</sup> ROCE for Q1 FY22 is calculated based trailing twelve months EBIT divided by capital employed as on 30th June, 2021

<sup>•</sup> Capital employed = Total assets minus current liabilities

# Next Steps

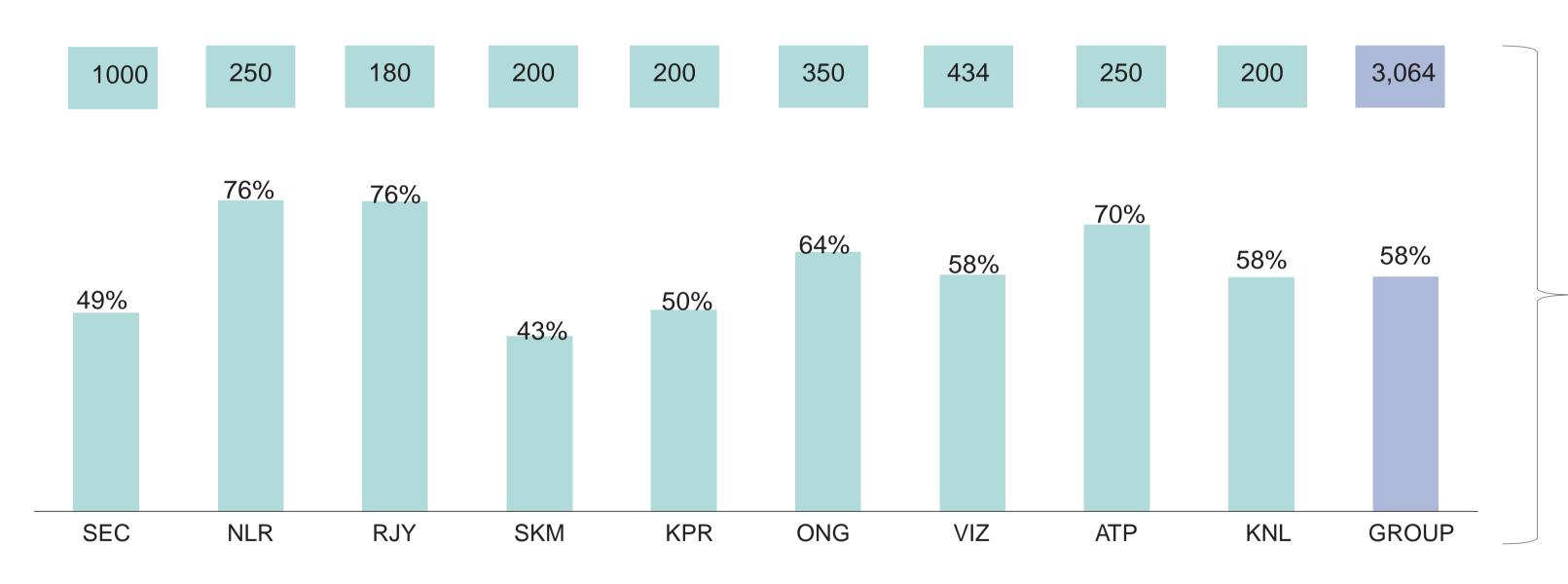


- As mentioned earlier, we intend to focus on large geographies that give us the scale as it did in AP & Telangana
- The markets identified were : Karnataka,
   Tamilnadu, Central India and Maharashtra
- As mentioned earlier, we will scale up our existing hospitals to add new clinical therapies such as Oncology & Mother & Child. Further to this, we have identified new and parcel in Kondapur and we have entered into a long term lease agreement.
- Bangalore update: Because of lockdown restrictions, we weren't able to complete formalities in Q1. We are confident we will be able to get the paper done in the next 3 4 months.
- Chennai update: We have initiated the paperwork and hope to complete the formalities in the next couple of months.

# GROWTH OPPORTUNITY TO EXISTING FACILITIES



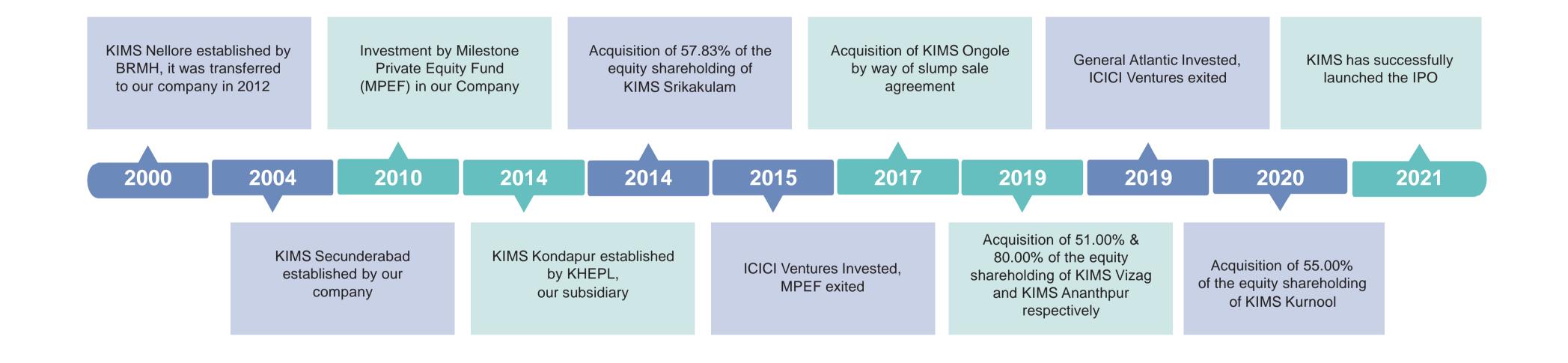
## FY21 Beds Occupied % and Installed Capacity



- ✓ Overall occupancy of our 9 hospitals was at 58% in FY 21.
- ✓ We see potential of occupancy going up further to the % seen at mature hospitals, over a period of time which will further contribute to the growth

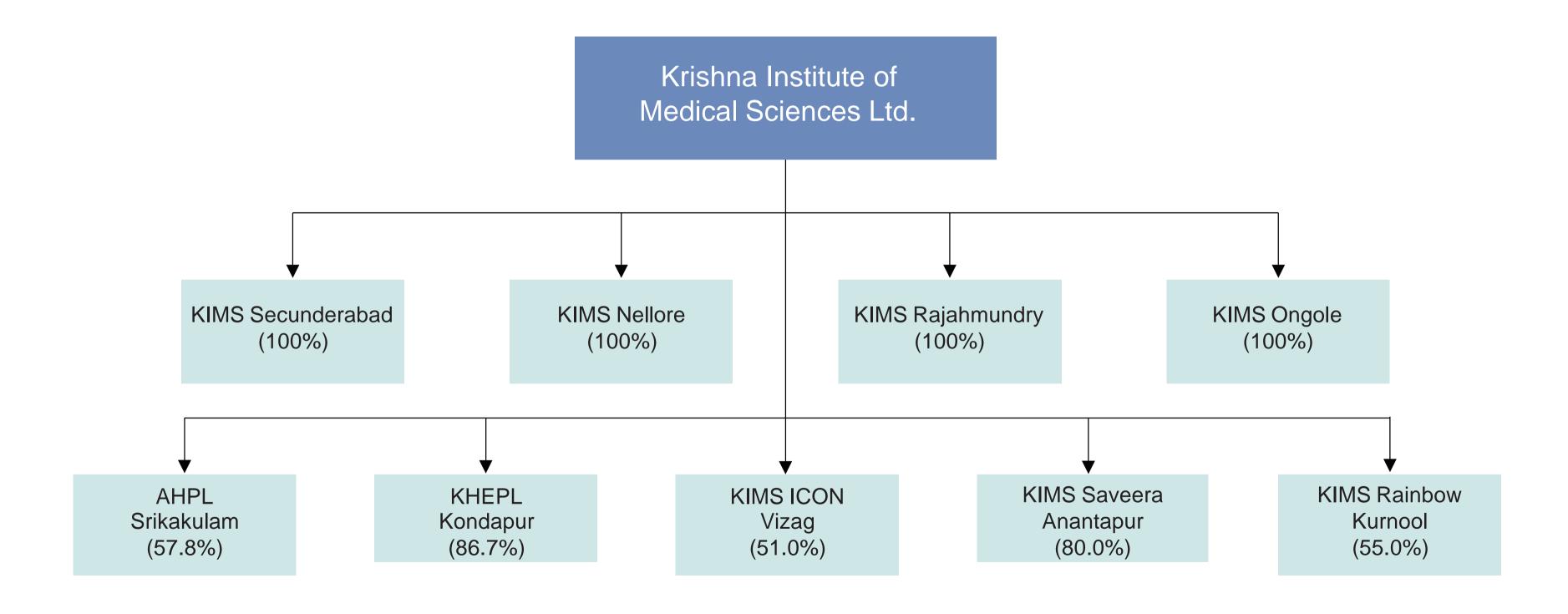
## JOURNEY OF KIMS





# CORPORATE STRUCTURE





# CORPORATE GOVERNANCE & EXPERIENCED MANAGEMENT TEAM



### **Committed Board**



Dr. Bhaskara Rao Bollineni Managing Director, Chairman (CSRC)



Dr. Abhinay Bollineni Chief Executive Officer



Mrs. Anitha Dandamudi Whole-time Director



Mr. Sandeep Naik Non-Executive Director



Mr. 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** 

## **Experienced Management Team**



Dr. Bhaskara Rao Bollineni Managing Director, Chairman (CSRC)



Dr. Abhinay Bollineni Chief Executive Officer



Chief Financial Officer



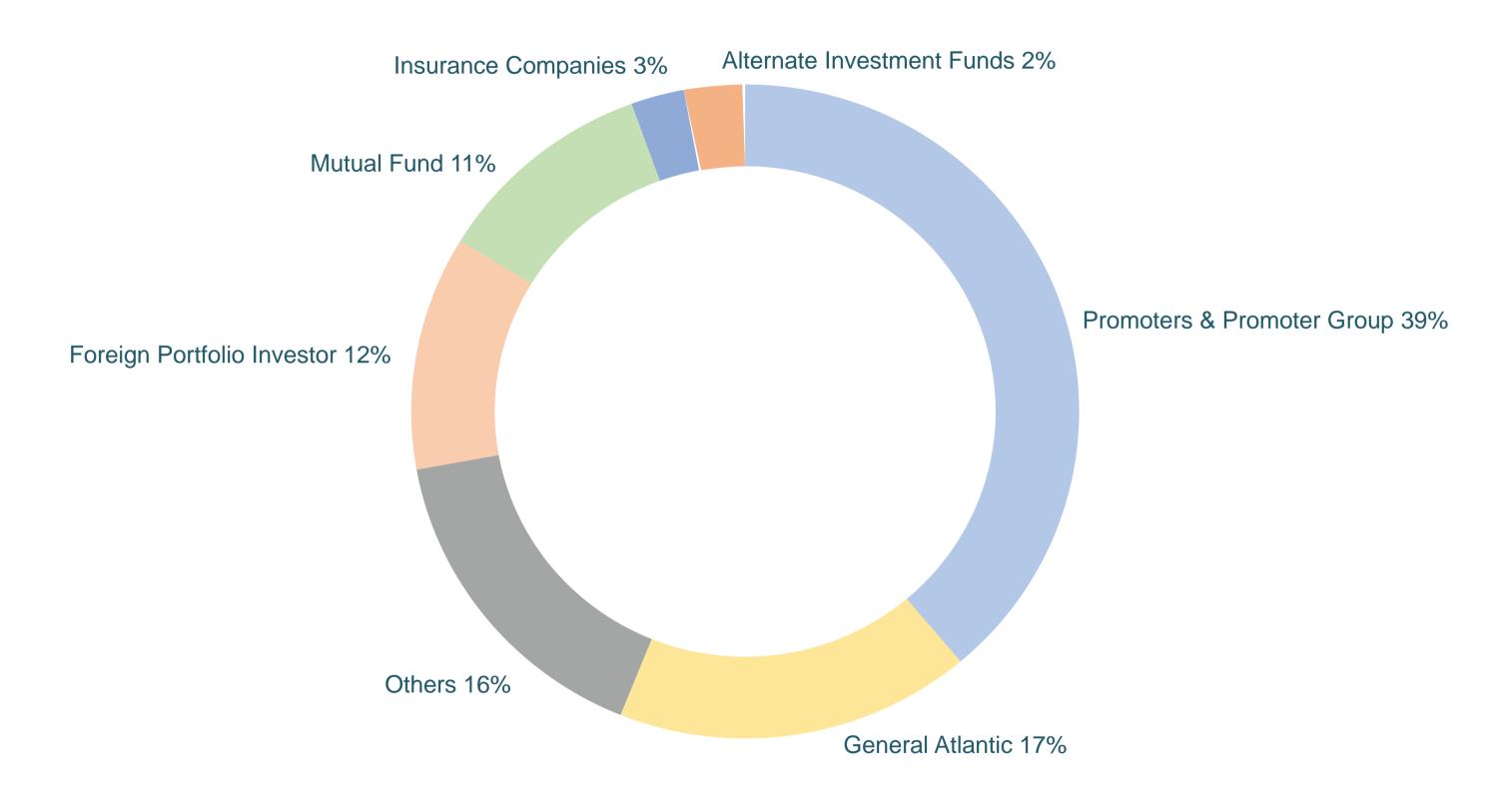




**Umashankar Mantha** Company Secretary & General Manager (Legal)

# SHAREHOLDING PATTERN - 30<sup>TH</sup> JUNE, 2021







# Thank You