

Date of submission: 8th August, 2022

To, The Secretary Listing Department BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code – 539551	To, The Secretary Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 051 Scrip Code- NH
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Dear Sir/Madam,

Sub: Investor Presentation for the First Quarter ended 30th June, 2022

With reference to the subject, please find enclosed Investor Presentation for the First Quarter ended 30th June, 2022.

Kindly take the above information on record.

Thanking you.

Yours faithfully
For Narayana Hrudayalaya Limited



Sridhar S

Sridhar S
Group Company Secretary, Legal & Compliance Officer

Encl.: as above



Investor Presentation

August 2022

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Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions in India.

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As on 30th June 2022



44 Healthcare Facilities	Operational beds
19 Owned / Operated Hospitals ⁽¹⁾	5,391 Beds
2 Managed Hospitals ⁽²⁾	283 Beds
4 Heart Centres	263 Beds
18 Primary Healthcare Facilities ⁽³⁾	0 Beds
1 Hospital in Cayman Islands	110 Beds



6,392 Capacity Beds
6,047 Operational Beds
3.7 mn⁽⁴⁾ Average Effective Capital Cost per Operational Bed

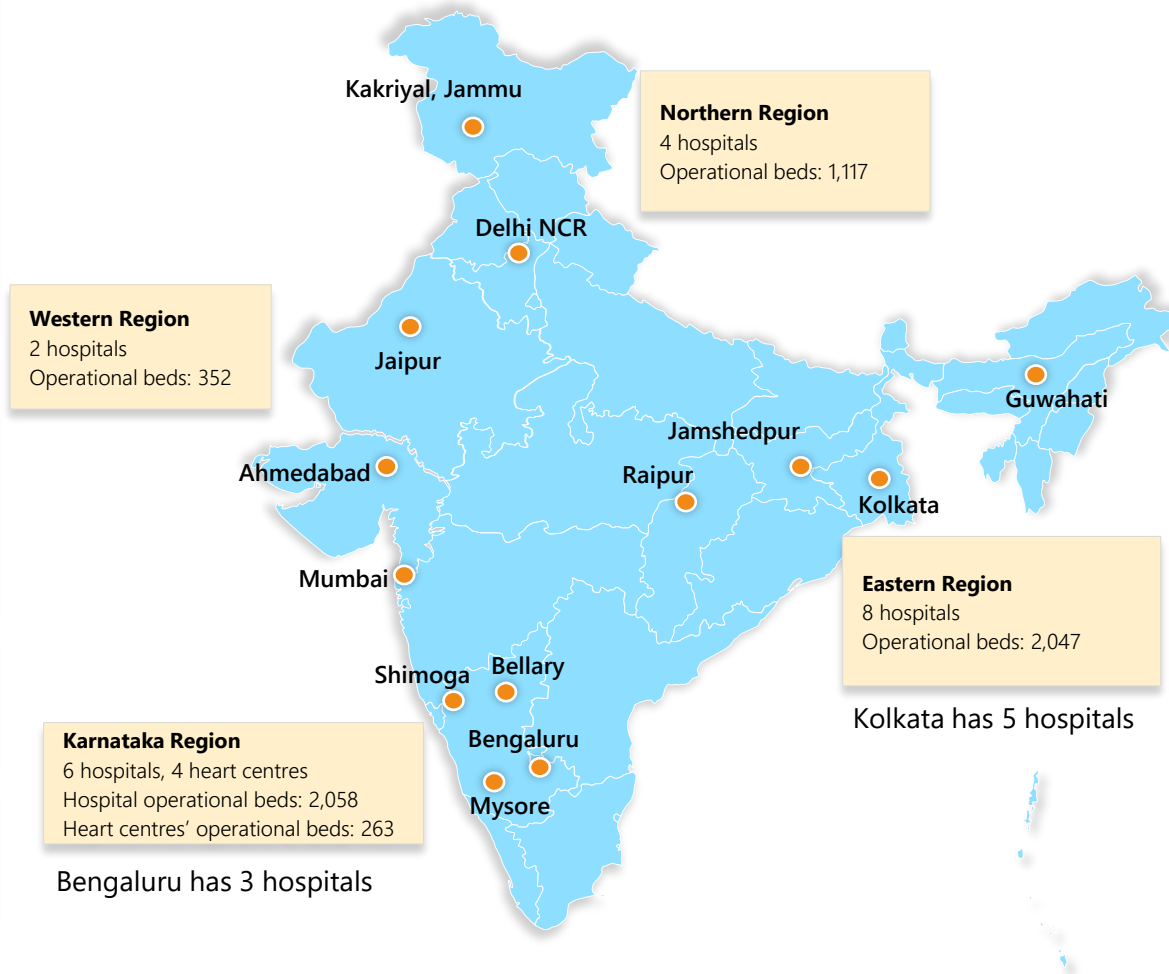


30+ Specialities



17,841 Full-time Employees and Associates including 3,819 doctors

NH's footprint in India



(1) NH owns the P&L responsibility

(2) NH manages 3rd party hospitals for Management Fees; including 1 project at St. Lucia

(3) Includes clinics, information centres, etc

(4) Based on (Gross Block for Fixed Assets (adjusted for non-cash government grant provision impact, non-cash financial lease impact for Dharamshila unit, non-cash EPCG license impact) + Capital Work in Progress (CWIP)) / Number of operational beds as of June 30th 2022 but excluding Managed Hospitals and Cayman facility



Clinical & Operational

- Operationalizing 3 additional operating rooms, Narayana Institute of Cardiac Sciences (NICS), Bengaluru performed 2,027 cardiac surgical cases during the quarter and also reported the highest ever monthly cathlab procedure volumes of 1,687 in May 2022
- Rabindranath Tagore International Institute of Cardiac Sciences (RTIICS), Kolkata successfully bridged a patient with end-stage heart failure to transplant with CentriMag biventricular assist device (BiVAD); the unit also has to its credit successful implantation of suture-less aortic valve, the first such case in the eastern India region
- Significant momentum in tertiary and quaternary clinical activity ensured that 75 Bone Marrow Transplants, 20 Liver Transplants, 8 Heart Transplants and 192 Renal Transplants were successfully performed across the group in Q1 FY 23
- Focusing upon cutting edge advanced care, 30 Transcatheter aortic valve implantation (TAVI) procedures as well as 125 robotic interventional procedures were performed across the group in Q1 FY 23
- NH SRCC, Mumbai successfully performed Craniosyntosis, a complex procedure in the craniofacial surgical segment for paediatric patients



Financial Performance

- Consolidated operating revenues of INR 10,334 mn in Q1 FY23, an increase of 20.2% YoY and 9.9% QoQ
- Consolidated EBITDA of INR 2,000⁽¹⁾ mn in Q1 FY23 translating into EBITDA margin of 19.4% and consolidated PAT of INR 1,106⁽²⁾ mn at a PAT margin of 10.7%
- Consolidated Total Borrowings less Cash & Bank Balance and Current Investments of INR 829 mn as on 30th June, 2022 ie net debt to equity ratio of 0.05 (Out of which, debt worth US\$ 28 mn is foreign currency denominated)

(1) As per the new accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 144 mn increase in EBITDA for Q1 FY23

(2) As per the new accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 2 mn increase in PAT for Q1 FY23



Digital Initiatives

- Implemented cost estimation module in our in-house ATHMA HIS (Hospital Information System) to provide accurate estimate for planned admissions and checklist management for clinical staff to improve patient safety
- Designed and developed a new user interface / user experience (US/UI) in AADI (Aathma Application for Doctor Insights) mobile application to improve adoption and productivity of doctors
- Implemented “Trend Analysis” feature for Laboratory reports in NH Care mobile application to help patients to understand performance of key indicators over a given period and take appropriate actions and also implemented vaccine tracker in the application to help parents to monitor their child's vaccination schedule



ESG Initiatives

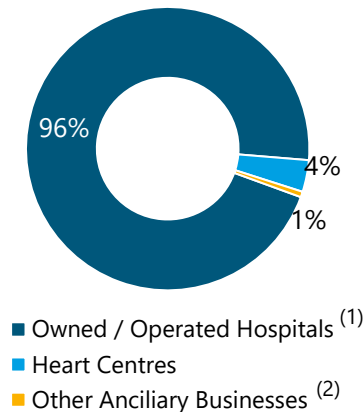
- Achieved a net carbon reduction equivalent of 3,705 tonne through various energy optimization activities like using alternate energy, upgrade/replacement of equipment etc adopted across the network
- Achieved energy savings worth INR 9.1 mn across our units at Health City, Bengaluru and at Mysore through captive alternate energy sourcing channels and worth INR 3.6 mn through upgradation of equipment across our units across Health City at Bengaluru, RTIICS at Kolkata, Dharamshila at Delhi and at Ahmedabad
- Conducted thermography, electrical safety and energy audit across 3 units of the NH-Group along with fire safety audits across 2 facilities
- Initiated Business Responsibility & Sustainability Report (BRSR) / ESG framework implementation across group

Operating Revenues

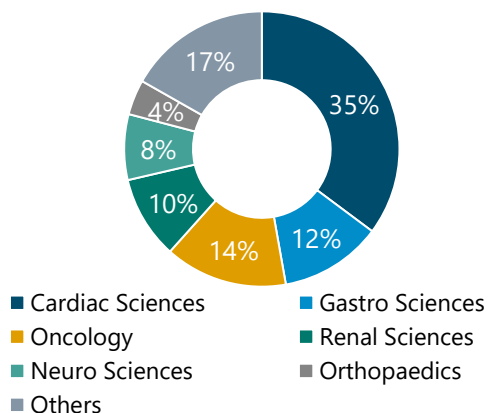
INR mn



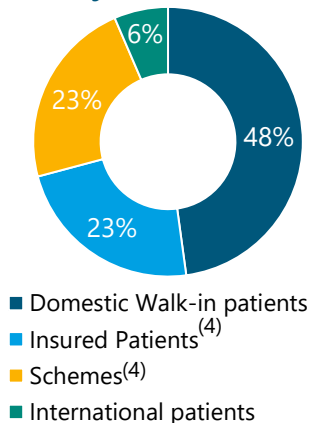
Business Mix⁽⁶⁾



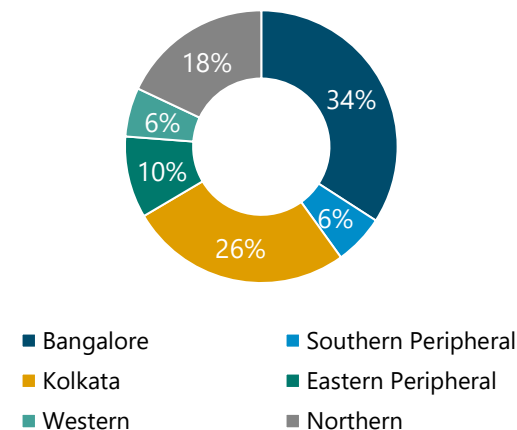
Speciality-Profile⁽³⁾



Payee-Profile⁽³⁾



Cluster-Wise^(5,6)



(1) NH owns the P&L responsibility

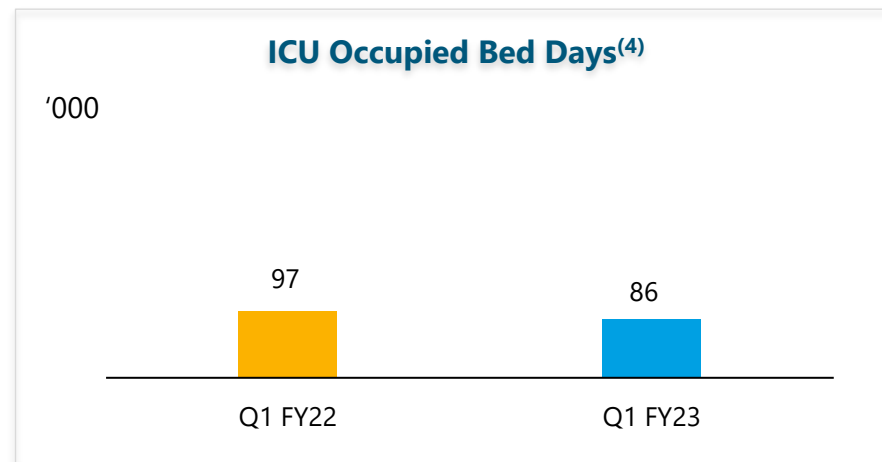
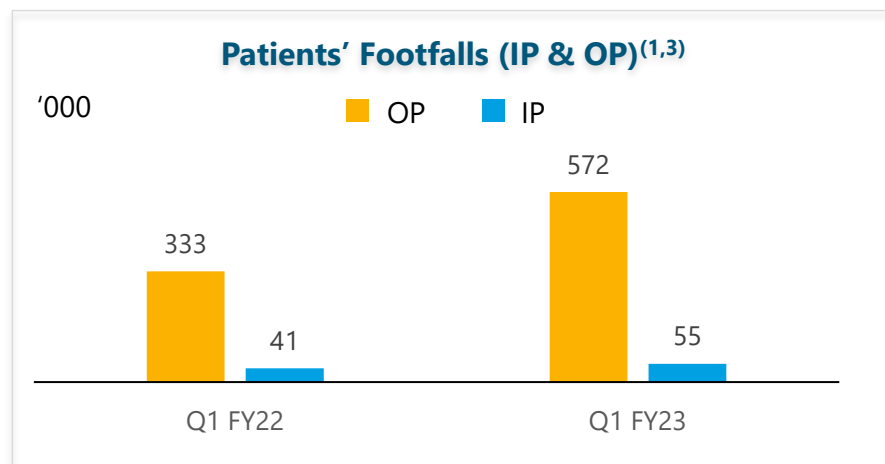
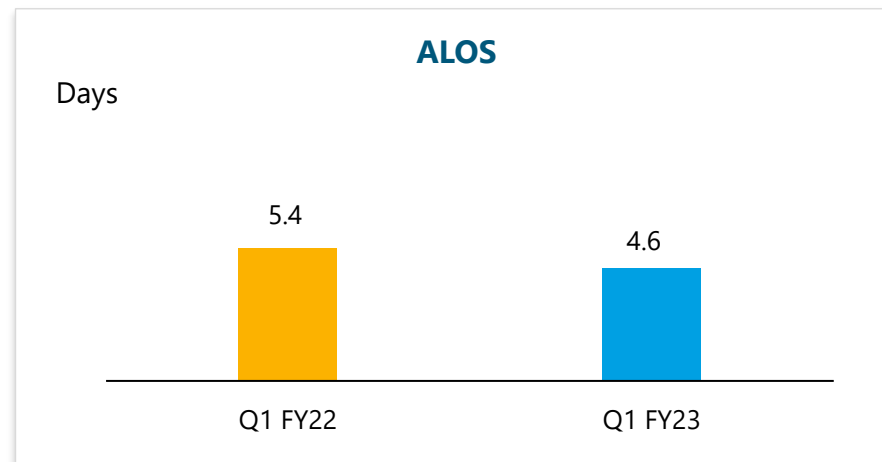
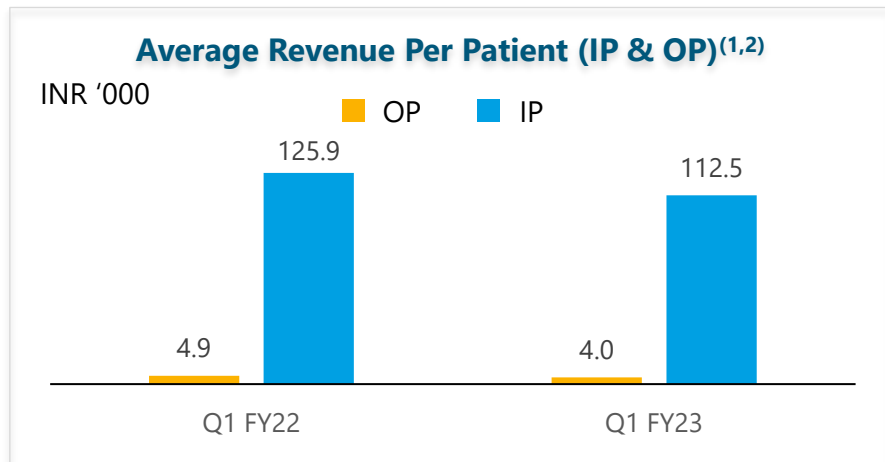
(2) Includes managed hospital, clinics, learning and development, teleradiology, etc

(3) As percentage of IP and OP revenue, excludes Jammu VGF, clinics, other ancillary business

(4) Insured Patients include Insurance-covered patients, corporate patients (including public sector undertakings); Schemes include CGHS, ESIS, other state government schemes

(5) Calculated on operating revenue of owned / operated hospitals

(6) Percentages might not add upto 100% due to rounding off

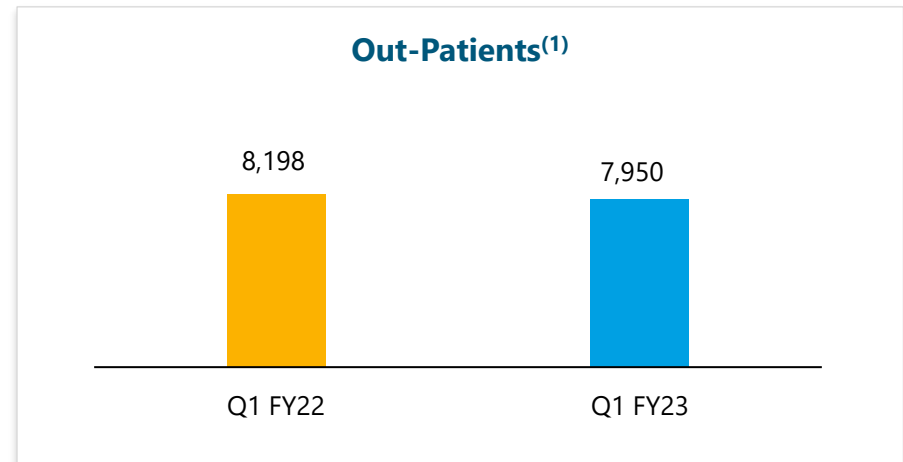
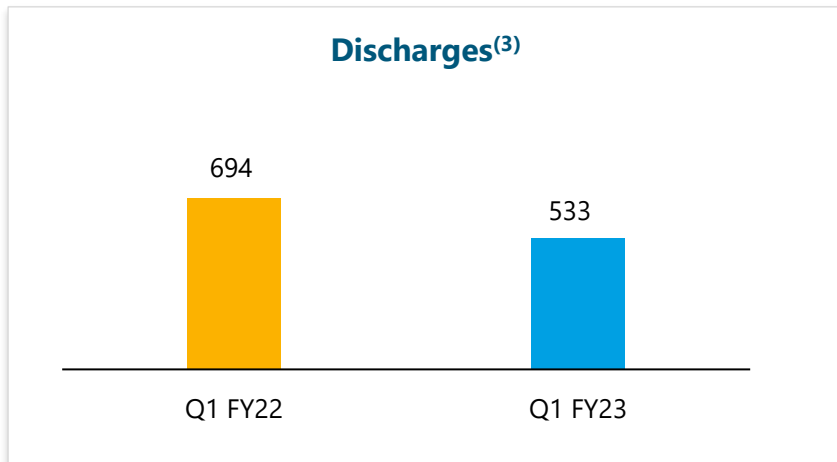
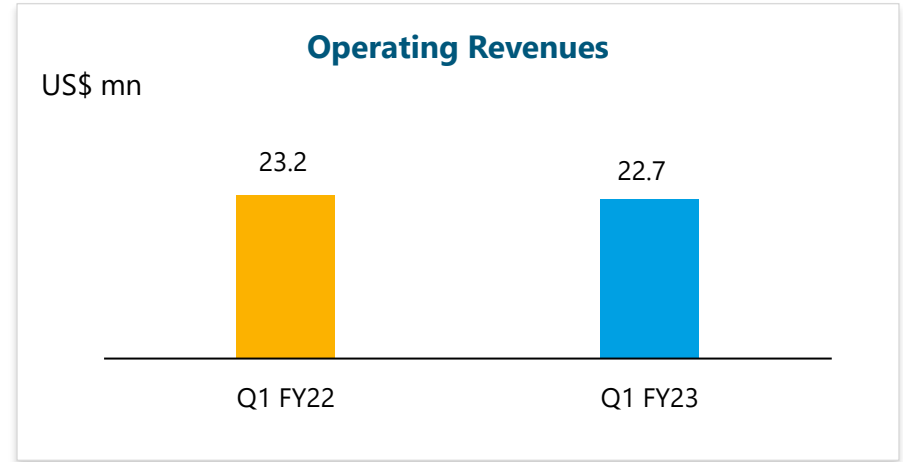
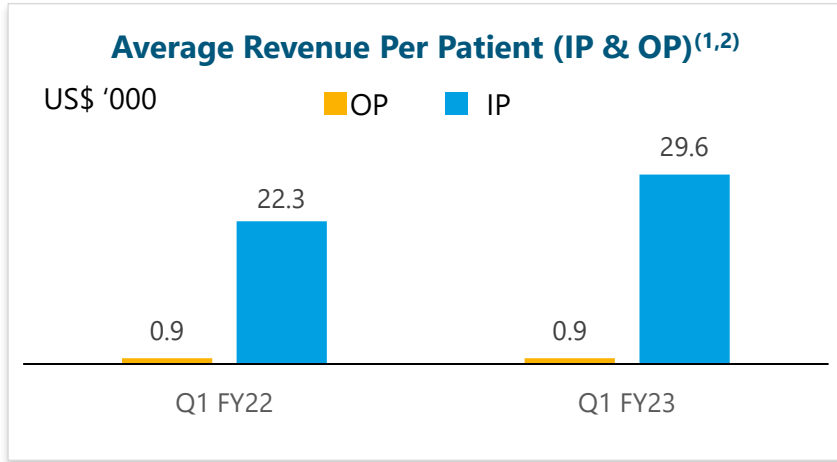


(1) OP figures include day-care business but does not include Vaccine footfalls

(2) ARPOB for the period Q1 FY23 was INR 12.2 mn as against INR 11.2 mn in Q1 FY 22.

(3) Footfalls for IP correspond to Discharges

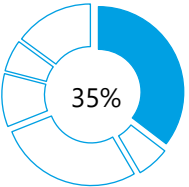
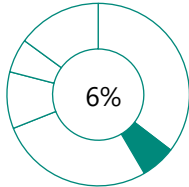
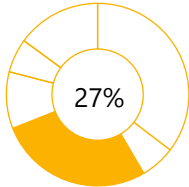
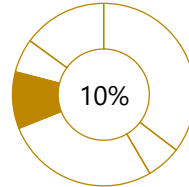
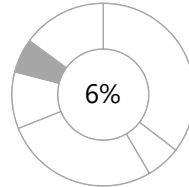
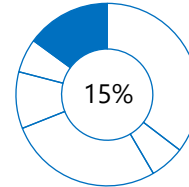
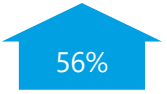
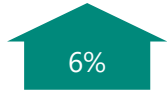

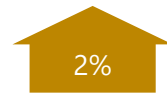
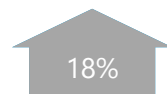
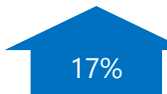
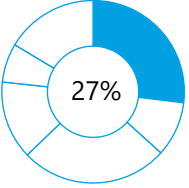
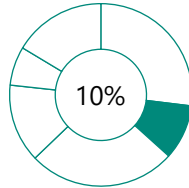
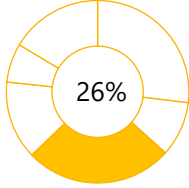
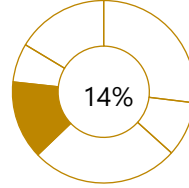
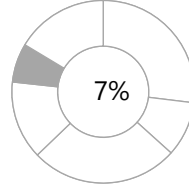
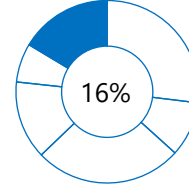








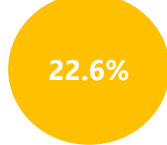
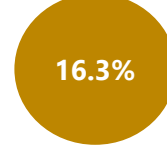
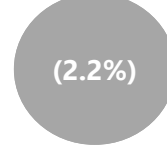
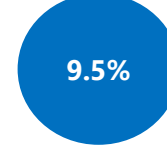
(4) Includes critical care and step-down care beds



(1) OP figures include day-care business

(2) ARPOB for the period Q1 FY 23 was USD 1.9 mn as compared to USD 1.9 mn in Q1 FY 22.

(3) ALOS for the period Q1 FY23 was 8.1 days as compared to 6.6 days in Q1 FY22.

Regions	Bangalore	Southern Peripheral	Kolkata	Eastern Peripheral*	Western*	Northern*
	<ul style="list-style-type: none"> NICS MSMC HSR 	<ul style="list-style-type: none"> Mysore Shimoga 	<ul style="list-style-type: none"> RTIICS Barasat NMH & NSH NSC 	<ul style="list-style-type: none"> Jamshedpur Guwahati Raipur 	<ul style="list-style-type: none"> Mumbai Ahmedabad 	<ul style="list-style-type: none"> Gurugram New Delhi Jaipur
% of Hospital Operating Revenues ⁽²⁾						
YoY Revenue Growth						
% of Hospital Operational Beds						
ARPOB (INR mn)						
EBITDAR Margin ⁽³⁾						

(1) Jammu facility reported operational revenues of INR 292 mn and due to change in accounting treatment for the unit, EBITDA of INR 31 mn in Q1 FY 23 has been recognized towards the same

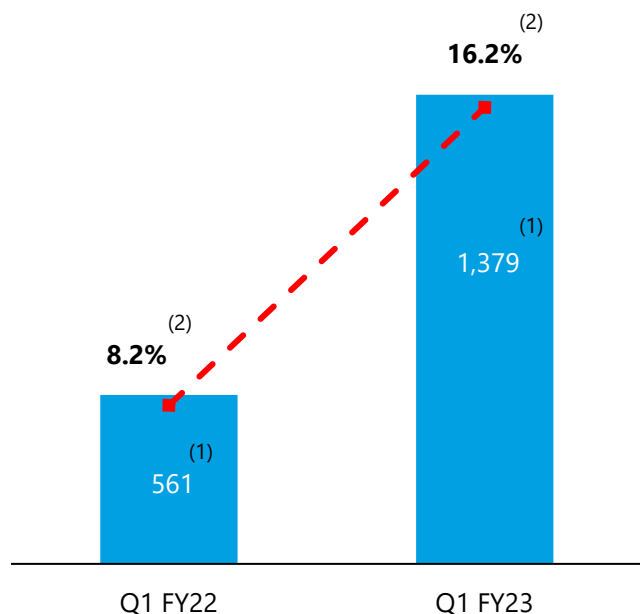
(2) Percentages might not add upto 100% due to rounding off

(3) EBITDA before rental/revenue share and before allocation of any corporate expenses

* Units reorganised under these regions

EBITDA and EBITDA Margin

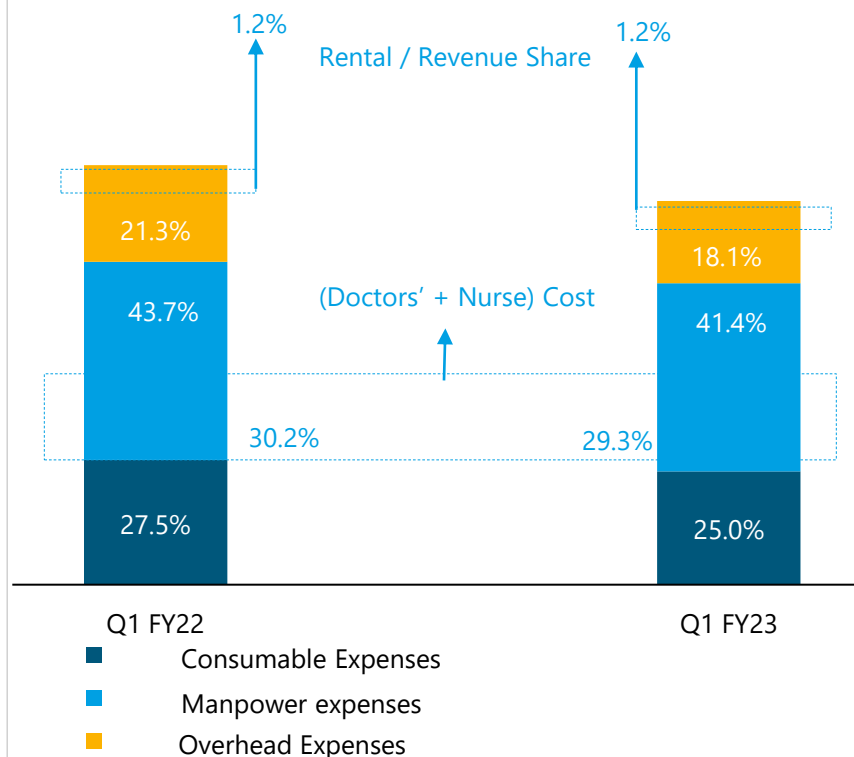
INR mn



- Heart Centres' clocked an EBITDAR margin of 24.0%⁽³⁾ in Q1 FY23

Cost Structure

% of Operating Revenues



(1) Denotes EBITDA for entire India business

(2) Denotes EBITDA margin for entire India business

(3) EBITDA before rental/revenue share and before allocation of any corporate expenses

Categories have been calculated as

Consumable Expenses = Purchase of medical consumables, drugs and surgical equipment net of changes in inventories of medical consumables, drugs and surgical equipment;

Manpower expenses = Employee benefits + Professional fees to doctors;

Overhead expenses = All other expenses

Figures in INR mn, unless stated otherwise

Profit and Loss Statement^(1,3)

Particulars (INR mn)	Q1 FY22	Q1 FY23
Total Operating Revenue	8,598	10,334
Consumption	2,154	2,419
Doctors Expenses	1,708	2,113
Employee (Excluding Doctors) Expenses	1,690	1,911
Other Admin Expenses	1,709	1,972
Total Expenses	7,261	8,415
Other Income	67	80
EBITDA	1,404⁽⁴⁾	2,000⁽⁴⁾
Depreciation and Amortization	447	475
Finance Costs	171	151
Share of (loss)/profit of equity accounted investees	(14)	(2)
PBT	771	1,373
Tax Expense	9	267
PAT	762	1,106
Total Comprehensive Income	795	1,363

Key Balance Sheet Items⁽¹⁾

Particulars	30 th June 2022
Shareholder Equity	16,249
Total Borrowings	5,228
Lease Liability	1,681
Net Block + CWIP	18,485⁽²⁾
Goodwill	581
Right to Use Assets	1,593
Net Receivables	4,189
Current Investments	1,176
Cash and Bank Balance	3,223

As on June 30th, 2022, the Total Borrowings less Cash & Bank Balance and Current Investments was INR 829 mn representing a net debt to equity ratio of 0.05 (Out of which, borrowings worth US\$ 28 mn is foreign currency denominated)

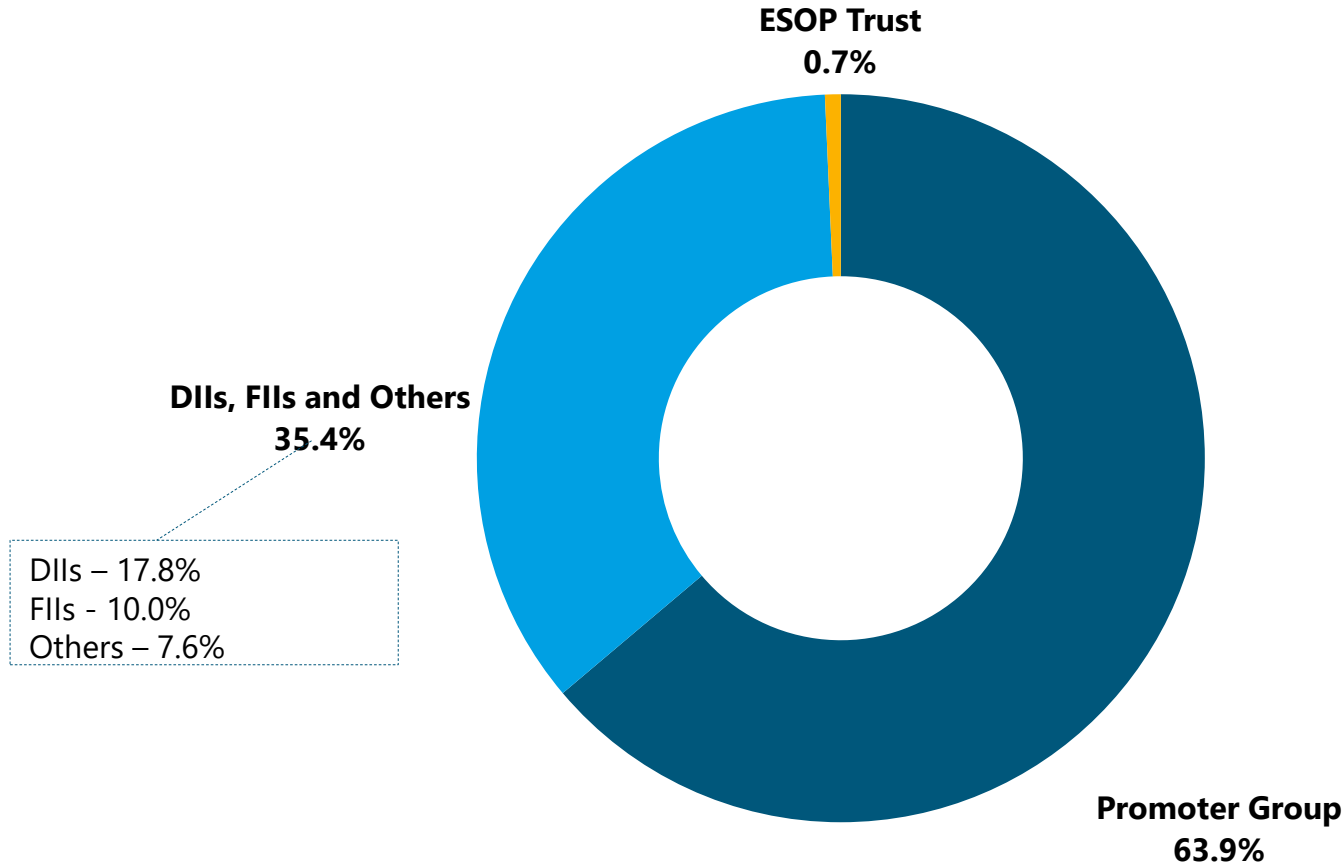
(1) Figures might not equal the reported numbers due to rounding off

(2) Net Block includes non-cash government grant impact of INR 1,150 mn, non-cash financial lease impact of INR 805 mn and non-cash EPCG license impact of INR 53 mn

(3) As per the new accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 106 mn increase in depreciation, INR 36 mn increase in finance cost resulting in increase of INR 2 mn in PAT for Q1 FY 23 on pre-IND AS 116 basis

(4) Hospital project management in St. Lucia incurred an EBITDA loss of INR 10 mn in Q1 FY23 while it had generated an operational profit of INR 46 mn in Q1 FY 22

As on 30th June 2022⁽¹⁾



Total Number of Shares

204,360,804

Key DIIs

Axis Asset Management

SBI Asset Management

ICICI Prudential Life Insurance

Nippon Life India Asset Management

UTI Asset Management

Key FIIs

Wellington Asset Management

Kuwait Investment Authority

Vanguard Index Fund

Simcah Partners

Mirae Asset Management

(1) Percentages might not add up to 100% due to rounding off