

18th May 2023

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: Press Release on the Audited (Standalone & Consolidated) Financial Results of the Company for the Quarter and Year ended 31st March 2023.

With reference to the above-stated subject, please find enclosed herewith the Press Release on the Audited (Standalone & Consolidated) Financial Results of the Company for the Quarter and Year ended 31st March 2023.

The same will also be available on the website of the Company at <https://www.kimshospitals.com/investors/Disclosures> under Regulation 46 of SEBI (LODR) Regulations, 2015/Financial Information/Press Release/ FY 22-23.

We request you to take this on record.

Thanking you,

Yours truly,

For Krishna Institute of Medical Sciences Limited

MANTHA
UMASHANKAR

Digitally signed by
MANTHA UMASHANKAR
Date: 2023.05.18
18:31:03 +05'30'

Umashankar Mantha
Company Secretary & Compliance Officer

Enclosed: As above

Krishna Institute of Medical Sciences Limited

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Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558



Press Release

18th May 2023, Hyderabad, India

- ❖ **Company achieved highest ever Consolidated Quarterly Revenue, EBITDA, PBT & PAT**
- ❖ **Consolidated Quarterly Revenue from Operations and EBITDA grew by 54.7% and 38.8%, respectively, on a YoY basis**
- ❖ **EBITDA Margin sequentially improved by 1.4% to 27.1% in Q4 FY 23 from 25.7% in Q3 FY 23; led by operational efficiency**

The Board of Directors of Krishna Institute of Medical Sciences Limited (“KIMS Hospitals”) today approved the financial results for the quarter ending 31st March 2023.

Financial Highlights: Q4 FY 23

- Consolidated Key Financials figures are as follows (Rs in Mn) :

Particulars	Consolidated - FY23 Q4 Results					Consolidated - FY23 Results		
	Q4 FY 23	Q3 FY 23	Q4 FY 22	QoQ	YoY	FY 23	FY 22	YoY
Total Income	5,808.1	5,686.1	3,805.3			22,235.5	16,710.9	
Less : Other Income	48.9	64.5	81.9			258.8	202.6	
Revenue from Operations	5,759.2	5,621.6	3,723.4	2.4%	54.7%	21,976.7	16,508.3	33.1%
PBT	1,272.7	1,128.1	992.7	12.8%	28.2%	4,700.8	4,473.4	5.1%
Add : Interest	54.2	115.2	38.5			305.5	160.3	
Add : Depreciation	354.4	332.9	186.4			1,292.6	726.7	
Reported EBITDA (Including other income) as per Financials	1,681.3	1,576.2	1,217.6	6.7%	38.1%	6,298.8	5,360.5	17.5%
Less : Other Income	48.9	64.5	81.9			258.8	202.6	
Less : INDAS 116	69.0	67.9	9.3			273.6	35.4	
EBITDA Pre INDAS & Other Income	1,563.3	1,443.8	1,126.4	8.3%	38.8%	5,766.4	5,122.4	12.6%
EBITDA % to Revenue from Operations	27.1%	25.7%	30.3%			26.2%	31.0%	

- Consolidated Revenue from operations grew by 54.7% YoY basis and 2.4% on QoQ basis to Rs. 5,759.2 mn
- Consolidated EBITDA (Pre-INDAS and Other Income) grew by 38.8% on a YoY basis and 8.3% on a QoQ basis to Rs. 1563.3 mn
- Consolidated EBITDA Margin stands at 27.1% which has improved by 1.4% over the previous quarter; led by operational efficiency
- Consolidated PAT grew by 18.4% on a YoY basis and 20.6% on a QoQ basis to Rs. 986 mn
- Consolidated EPS grew by 15.6% on a YoY basis and 22.8% on a QoQ basis to Rs 11.7

Operational Highlights – Consolidated

- The ARPP and ARPOB registered improvements both on QoQ and YoY basis. The IP and OP volumes also displayed strong growth on YoY basis

Particulars	FY23 Q4 Results					FY23 Results		
	Q4 FY23	Q3 FY23	Q4 FY22	QoQ	YoY	FY23	FY22	YoY
IP Volumes ('000)	45.1	45.8	32.6	-1.7%	38.3%	177.2	136.7	29.6%
OP Volumes ('000)	380.9	381.6	270.9	-0.2%	40.6%	1,462.4	1,013.8	44.3%
ARPOB (in. Rs)	30,573	29,812	25,144	2.6%	21.6%	29,946	25,323	18.3%
ARPP (in. Rs)	1,27,916	1,22,631	1,15,296	4.3%	10.9%	1,24,187	1,21,232	2.4%

Project status

- KIMS Sunshine Secunderabad Hospital is expected to be completely shifted to a new state-of-the-art facility by Q2 FY 24.
- Nashik (Greenfield project) and Bangalore (Semi Brownfield) are progressing well and are expected to be operational as per schedule.
- Vizag Gastro unit is ready and will be operational by Q1 FY 24.
- Thane project's legal documentation work is in progress and expected to be completed by June'23. The hospital is expected to be operational by Q2 FY 25.
- On the digital side, SAP has been successfully implemented and gone live at a few of our units and is expected to be fully implemented across all units by the end of FY 24.*

Clinical achievements during the Quarter:

- A 12-year-old boy suffering from a rare bleeding disorder was treated successfully at KIMS Secunderabad.
- A 58-year-old woman was treated successfully after undergoing a complex cancer-related surgery lasting 7 hours at KIMS Visakhapatnam.
- Endovascular coiling was performed on a 46-year-old patient successfully at KIMS Vishakhapatnam, thereby preventing disabling coma.
- A Zambian nurse with severe intestinal damage underwent life-saving surgery at KIMS Secunderabad, after a series of failed surgeries back home.
- An Iraqi boy with severe knee deformity was successfully operated on at KIMS Kondapur, making him stand straight on his legs with dignity.
- Bilateral Ophthalmoplegia case with brain complications was treated successfully at KIMS Visakhapatnam.

ACADEMIC ACCOMPLISHMENTS AND AWARDS:

Following are the accomplishments pertaining to Q4-FY23:

Dr. Sita Jayalakshmi Sattaluri was honored by the American Academy of Neurology with **2023 A.B. BAKER TEACHER RECOGNITION AWARD.**

Dr. P. Raghuram, Director of KIMS-USHALAKSHMI Centre for Breast Diseases is the first surgeon from Telangana & Andhra Pradesh to be appointed as International Advisor by the Royal College of

Surgeons & Physicians of Glasgow (RCPSG) from 2023-26. In this role, he would be providing strategic guidance and advice to the Royal College from India.

Our doctors at KIMS have distinguished themselves in academics also with their valuable contributions to national & international journals.

NEUROLOGY:

Dr. Sita Jayalakshmi Sattaluri, the epilepsy specialist, published papers in her field of Interest-Epilepsy disorders in international journals of high impact factor.

Dr. Subhash Kaul, a renowned Neurologist authored original articles on issues relating to BRAIN STROKE that were published in reputed journals and won acclaim.

CARDIOLOGY:

Dr. Rajender Kumar Jain, published their research on heart failure studies-ÄNTHEM STUDIES in international journals of Cardiology.

OBSTETRICS AND GYNECOLOGY:

Dr. Vasundara Devi's original articles on post-operative maternal health were published in international journals.

WORKSHOPS AND CME PROGRAMMES:

A two-day workshop was organized at HICC Novotel, Hyderabad on "HIP Symposium basics to revision total HIP replacement & Cadaveric" by Dr. Uday Krishna Myaneni that attracted participants from across the country.

Commenting on the performance, Dr. B. Bhaskara Rao, Chairman & Managing Director said:

"The last quarter of FY 23 saw us deliver our best-ever Quarterly numbers. It is a testimony to the continued trust of patients in KIMS's quality of service, and clinical excellence, and delivering the same with affordability. We continue to focus on identifying experienced clinical talents across specialties and geographies and adding new therapies which will help us drive growth in the coming quarters. Our digital automation project to deliver an even better patient experience is progressing at a brisk pace. I am confident we will keep the momentum going in FY 24 to deliver patient satisfaction and financial growth together."

About KIMS Hospitals:

Founded by Dr. B. Bhaskara Rao and headquartered in Hyderabad, KIMS Hospitals is one of the largest corporate healthcare groups in Telangana and AP, providing multi-disciplinary integrated healthcare services, with a focus on tertiary and quaternary healthcare at affordable cost. It has a network of 12 hospitals across Telangana (Secunderabad, Kondapur, Gachibowli and Paradise Circle), Andhra Pradesh (Nellore, Rajahmundry, Srikakulam, Ongole, Vizag, Anantapur, and Kurnool) and Maharashtra (Nagpur), comprising of 3940 beds. The Group offers a comprehensive bouquet of healthcare services in more than 40 specialties and super specialties. The Group's flagship at Secunderabad is one of the largest hospitals in India with a capacity of 1,000 beds in a single location.

For further details, please contact us at rajender.a@kimshospitals.com