

09th February, 2023

The General Manager,
Department of Corporate services
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejhebhoj 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

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 on Un-Audited Financial Results of the Company for the 3rd Quarter and nine months ended 31st December, 2022.

The said presentation is being uploaded on the website of the Company i.e., <https://www.kimshospitals.com/investors/Disclosures> under Regulation 46 of SEBI (LODR) Regulations, 2015/Analysts Calls schedule, PPT & Transcripts/PPT's / FY 22-23.

We request you to take this on record.

Thanking you,
Yours truly,

For Krishna Institute of Medical Sciences Limited

Umashankar Mantha
Company Secretary & Compliance Officer



MAKING QUALITY
HEALTHCARE
**ACCESSIBLE &
AFFORDABLE**

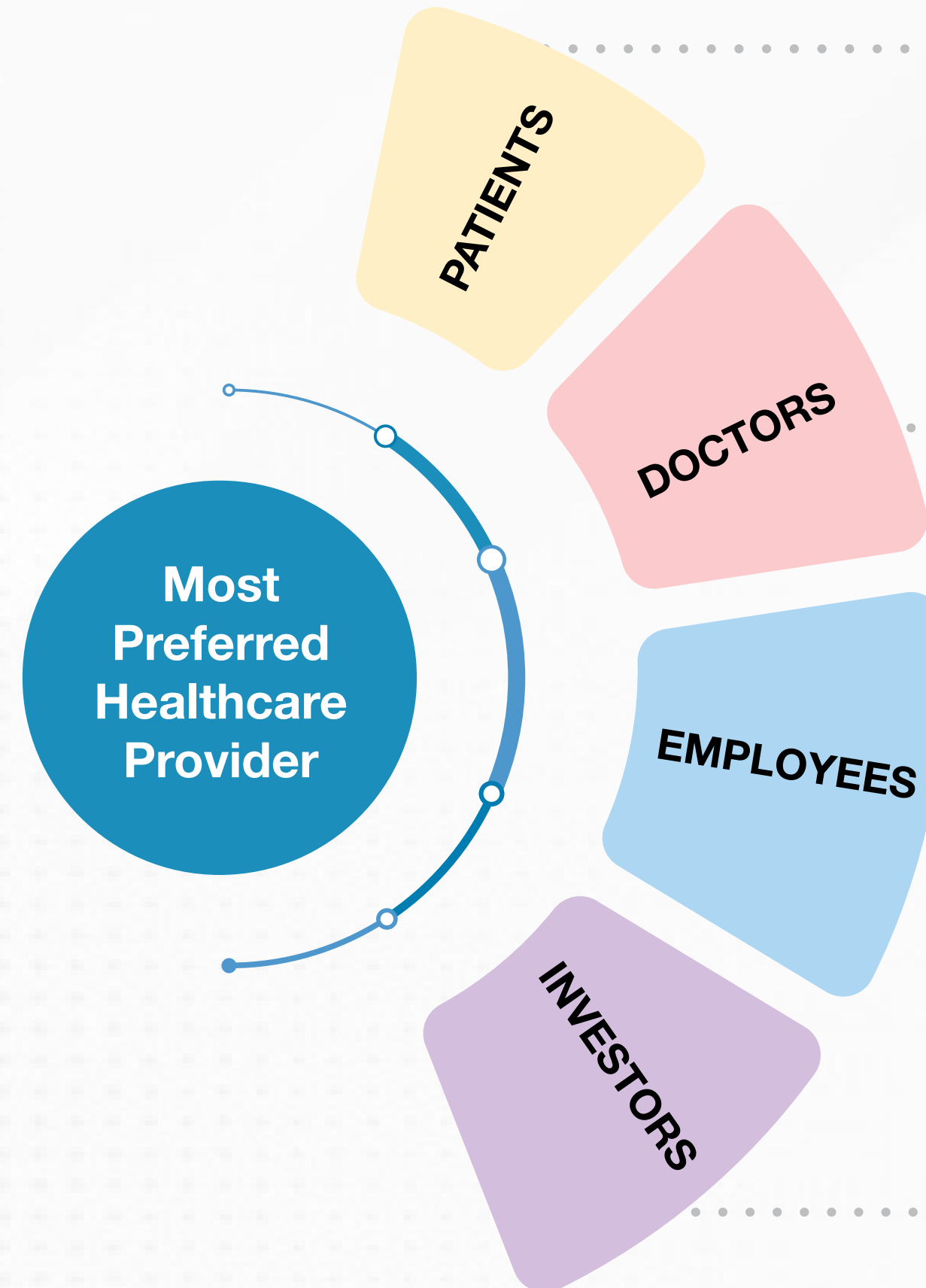
Driven by a Vision

VISION:

To be the most preferred healthcare services brand by providing affordable care and best clinical outcomes to patients.
And to be the best place to work for doctors and employees.

OUR MISSION:

Provide affordable quality care to our patients with patient-centric systems and processes.
Enable clinical outcome-driven excellence by engaging modern medical technology.
Provide a strong impetus for doctors to pursue academics and medical research.



- Affordable Quality Care
- Best-in-Class Facilities
- Patient Centric Systems & Processes

- Clinical Outcome Driven Excellence
- Latest Medical Technology
- Strong Academics & Research Oriented

- Enriching Atmosphere
- Collaborative Culture
- Growth Driven Career Approach

- Transparent Governance
- Strong Operational Performance
- Consistent Growth

Multi Specialty Care

Brain

- Neurology
- Neurosurgery
- Psychiatry
- Neuro Rehabilitation

Heart

- Cardiology
- Cardiac Surgery
- Vascular Surgery
- Heart Transplant
- Cardio Rehabilitation

Lung

- Pulmonology
- Interventional Pulmonology
- Thoracic surgery
- Lung Transplant

ENT

- Ear
- Nose
- Throat
- Head and Neck Surgery

Eyes

- Ophthalmology

Gastro Intestinal Tract

- Medical Gastroenterology
- Surgical Gastroenterology
- Hepatobiliary Pancreatic Surgery

- Liver Transplant

- Bariatric Surgery

Genito Urinary Tract

- Nephrology

- Urology

- Andrology

- Renal Transplant

- Gynecology

- Urogynecology

- IVF and ART

- Fetal Medicine

- Obstetrics

Oncology

- Medical Surgical and Radiation

- BMT and Hematology

Bones and Spine

- Orthopedics
- Arthroscopic Surgery
- Spine Surgery
- Ortho Rehabilitation

Skin

- Dermatology
- Cosmetology
- Plastic and Reconstructive Surgery

Orthodontics

- Maxillo Facial Surgery

Anaesthesia

- OT Anaesthesia
- Day care Anaesthesia
- Pain Medicine

General Specialities

- Internal Medicine
- General Surgery
- Diabetology & Endocrinology

Pediatrics

- Pediatrics & Pediatric Sub Specialities
- Neonatology

Radiology

- Imaging
- Interventional Radiology

Lab Services

- Pathology
- Microbiology
- Biochemistry
- Molecular Biology
- Clinical Hematology

Critical Care Services

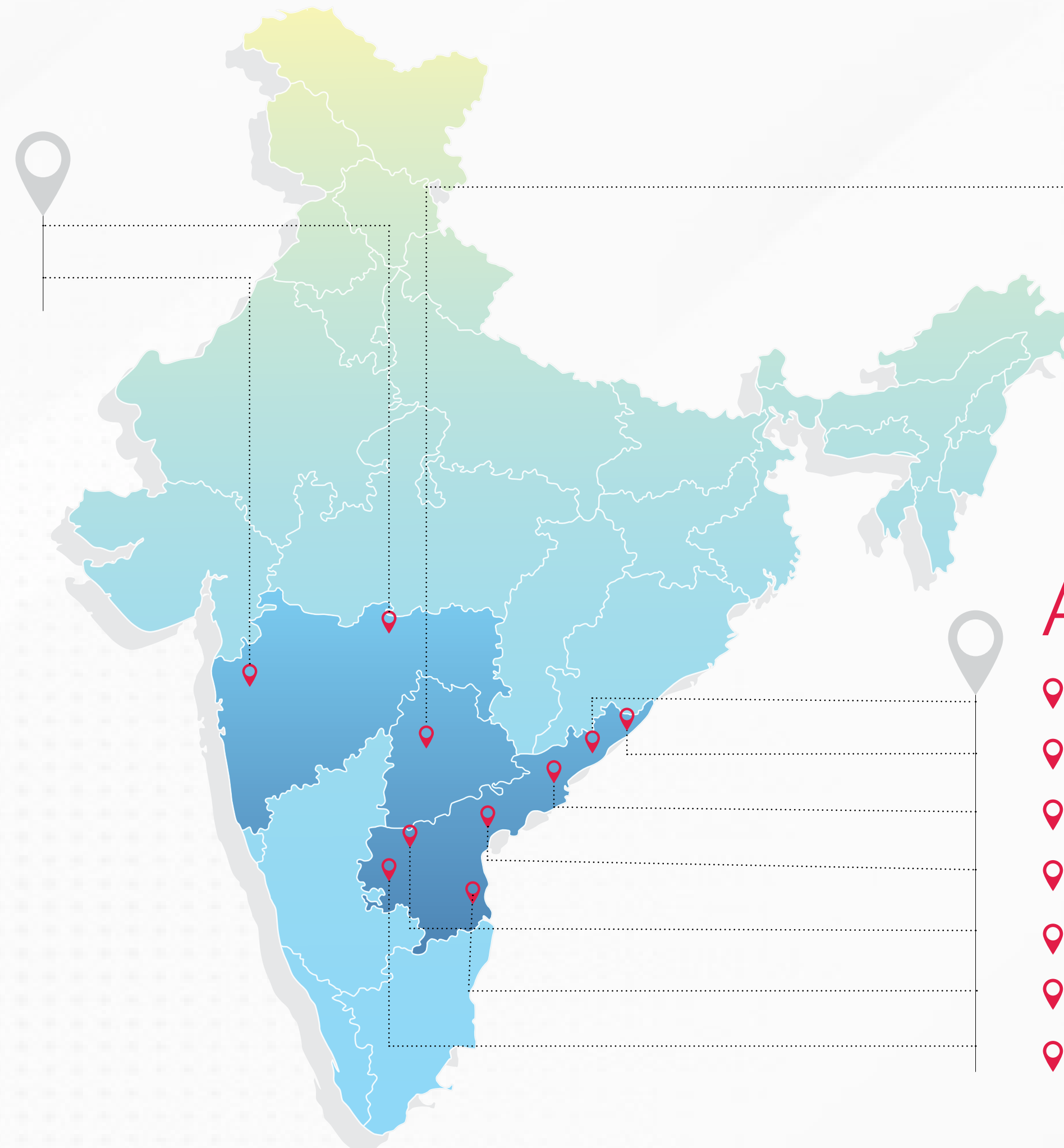
- ICU
- CTICU
- SICU
- NICU
- PICU
- Neuro ICU
- ECMO ICU
- Post Transplant ICU

Hospital Infection Control

- Clinical Infectious Diseases

Maharashtra

- Nagpur (334) 📍
- Nashik (Under Construction) 📍



Telangana

- Secunderabad (1000) 📍
- Paradise Circle (290) 📍
- Kondapur (200) 📍
- Gachibowli (237) 📍

Andhra Pradesh

- Visakhapatnam (434) 📍
- Srikakulam (200) 📍
- Rajahmundry (195) 📍
- Ongole (350) 📍
- Kurnool (200) 📍
- Nellore (250) 📍
- Anantapur (250) 📍

Dr. B. Bhaskar Rao - Visionary Behind KIMS

Managing Director



A legend in CT Surgery, Dr. Bollineni Bhaskar Rao {MBBS, MS, DNB (CT Surgery)} is one of the very few Cardio-Thoracic Surgeons in the country, who performed over 30000 surgeries in his career spanning over more than 25 years.

Well known in the medical fraternity for his passion towards his profession, Dr. Rao started his entrepreneurial journey at “Mahavir Cardio Vascular Centre” in Hyderabad with 50 beds and performed heart surgeries at an unimaginable low cost of just Rs. 45,000 only. Dr. Rao never turned away any patient from the hospital for want of money.

The brand “Krishna Institute of Medical Sciences”, under Dr. B. Bhaskar Rao’s aegis began its journey in 2004 with a 300 bed hospital on par with the then established hospitals of Hyderabad in professional excellence, the state of art technology and infrastructure facilities.

Today KIMS is spread across 12 locations in Telangana, Andhra Pradesh and Maharashtra.

Dr. Bhaskar Rao was instrumental in formulating Rajiv Gandhi Aarogyasri scheme, first time launched in Andhra Pradesh in 2007 for providing health care to the poorest of the poor.

This prestigious scheme has won him accolades from all quarters of the country and the world. He was the chief architect of Aarogyashri scheme for both creating it and implementing it successfully.

This well formulated scheme has become so popular that the other States in India have emulated it time and again.



Dr. Abhinay Bollineni

Chief Executive Officer



Dr. Abhinay Bollineni joined KIMS Hospitals in 2013 and spent the next couple of years in Hospital Operations before taking charge of Strategy & Marketing for the Group in 2015.

In a short span of 5 years, KIMS expanded and opened five additional units (Kondapur, Vizag, Anantapur, Ongole, and Kurnool). Shortly after that, he was appointed as the CEO in 2019. The recent acquisitions led by him were of Sunshine Hospitals, Hyderabad and Kingsway Hospitals, Nagpur.

Dr. B. Abhinay completed MBBS from the Deccan Medical College, Hyderabad, in 2010. He was the lone qualified medical practitioner from India to be selected by the office of Hillary Clinton in 2011, where he participated in the 'International Visitor Leadership Program on Oncology: Research, Prevention and Treatment' held by the US Department of State

He was named in Business World's "BW 40 Under 40" list in 2019.

Under his stewardship, KIMS Hospitals got successfully listed on the Stock Exchanges in India in 2021.

Dr. Abhinay is passionate about using technology to enhance patient experience and clinical care. Towards this, he has spearheaded vital initiatives such as Financial counseling tool which uses AI to help patients with surgery costings among many others

Board of Directors



Dr. Bhaskara Rao Bollineni
Managing Director



Dr. Abhinay Bollineni
Chief Executive Officer



Mrs. Anitha Dandamudi
Whole-time Director



Shantanu Rastogi
Non-Executive Director



Mr. Rajeswara Rao G
Independent Director,
Chairman (Stakeholders'
Relationship Committee)



Mr. Saumen Chakraborty
Independent Director,
Chairman (Audit Committee)



Mr. Pankaj Vaish
Independent Director,
Chairman (Nomination &
Remuneration Committee)



Mr. Venkata Ramudu Jasthi
Independent Director

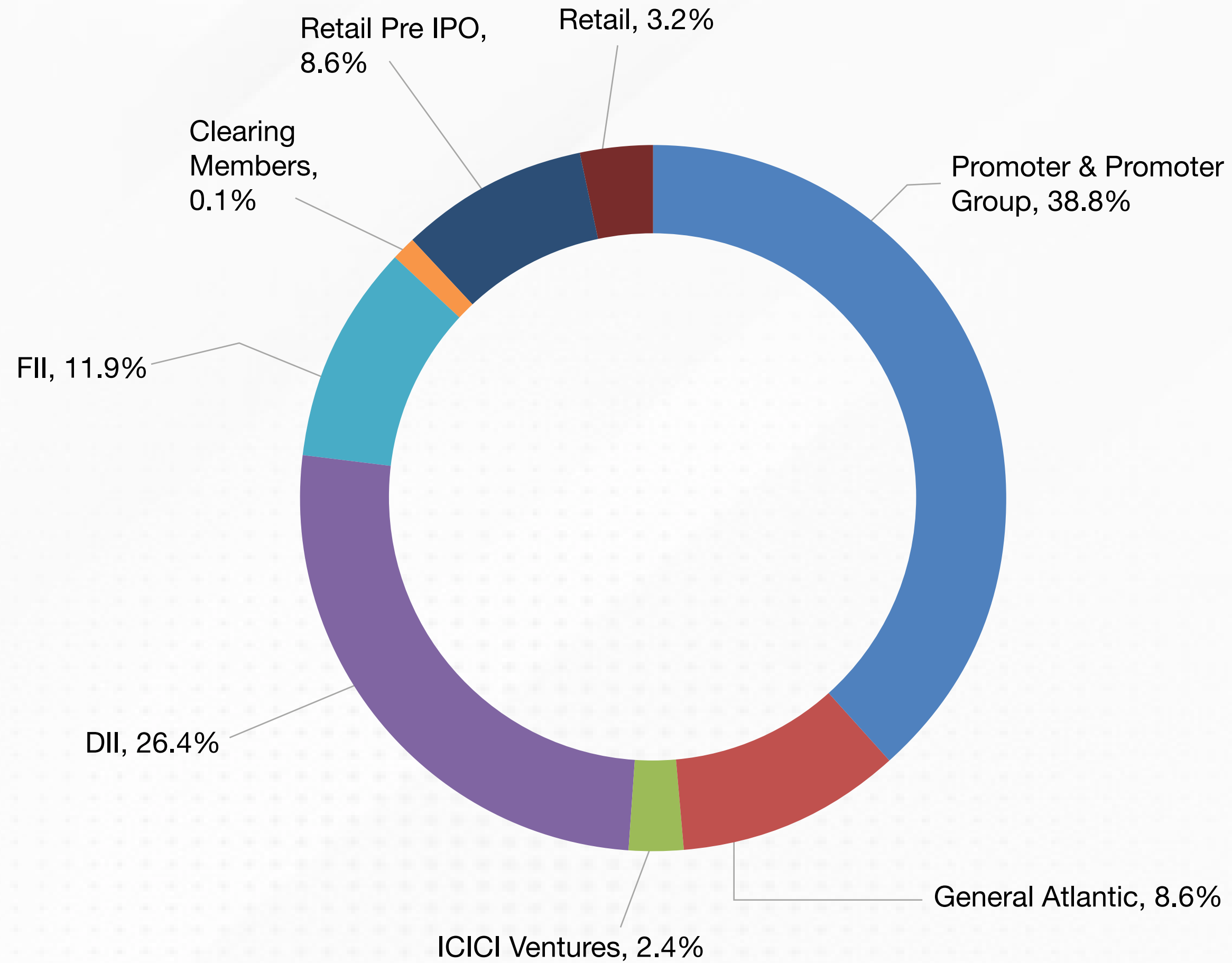


Mr. Ratna Kishore Kaza
Independent Director



Mrs. Y. Prameela Rani
Independent Director

Shareholding Pattern - 30th December, 2022



Share Holder	No of Shares	Share Holding %	Category
Promoter	31,086,304	38.84%	
General Atlantica	6,889,147	8.61%	
ICICI Ventures	1,939,393	2.42%	
Mirae Asset MF	6,437,731	8.04%	DII
Axis MF	5,017,687	6.27%	DII
ICICI MF	2,072,388	2.59%	DII
ICICI Life Insurance	1,743,980	2.18%	DII
Emerald Investments Limited	1,570,000	1.96%	FII
Polar Capital Fund	1,523,107	1.90%	FII
TATA AIA Life Insurance	1,424,005	1.78%	DII
Nomura	1,400,965	1.75%	FII
Amansa Holdings Private Limited	1,397,862	1.75%	FII
HDFC Life Insurance	1,212,314	1.51%	DII
Vanguard Equity Funds	998,773	1.25%	FII

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 trauma-related 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



Fibroscan

Specialized non-invasive diagnostic ultrasound-based device that measures fibrosis and steatosis caused by different liver diseases



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



Mako Robotic for Knee Replacement

Produces minimal blood loss and a smaller scar. Helps preserve healthy bone and soft tissue. Results in less post-operative pain than manual techniques.



Cuvis Ortho Robo

The most advanced surgical equipment capable of 3D pre-planning, virtual surgery and precise cutting to provide accurate and precise surgery results



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.



IMPELLA

Impella, the world's smallest heart pump, is a percutaneous catheter-based technology that provides hemodynamic support to the heart



EVIS X1 Endoscopy System

The most advanced Endoscopy system helps improving clinical outcomes by providing Endoscopist with innovative and proven tools.

Many Firsts...

- **First in Asia** in to do Trans catheter Tricuspid Valve replacement procedure done in 2018
- **Largest** Joint replacement program in South Asia.
- **One of the largest** neuroscience programs for epilepsy among private hospitals in the country
- **Largest** ECMO program (18 machines) in the country.
- **First hospital in Hyderabad** to use an ECMO machine in 2013.
- **First hospital in Hyderabad** to do a Neonatal ECMO
- **First in India** to do TOF repair using CorMatrix patch for pulmonary valve reconstruction in 2017
- **First in the country** to do Robotic spleen preserving distal pancreatectomy

- **India's first** COVID Double Lung transplant done in 2020
- **India's first** Breathing Lung transplant done in 2021
- **First hospital in South India** to introduce Da Vinci Robotic System
- **The first hospital in Andhra Pradesh** and Telangana to have been Green OT certified in 2016
- **First hospital in India** to perform Arch Repair in Neonates and infants without TCA
- **First Hospital in South India** to do Total Skin Electron Beam Radiation therapy in 2018
- **Number 1 player** in Organ transplantation speciality (Heart, Lung, Liver and Kidney)*

- **Number 1** in Nephrology treatments in Andhra Pradesh*
- **Number 1** in Neurosurgery & Poly trauma treatments in Andhra Pradesh*
- **Number 1** in Cardio related surgeries and treatments programs in Andhra Pradesh *
- **Number 1** in Urology (Genito-Urinary) surgeries performed in Andhra Pradesh*

Key Accomplishments



Ranked No. 1 Hospital
by Times of India, Hyderabad



'Best Patient Friendly Hospital'
AHPI Health Care Excellence
Award (2017)



'Best Hospital to Work For'
AHPI Global Conclave
Award (2019)



Pharmacie De Qualite (PDQ)
Certification Overall PDQ Evaluation
Performance Score - 98%
Grading - PLATINUM



2nd Best Hospital in
Hyderabad (2021 & 2022)



20th National Award for
Excellence in Energy Management
Award 2019



National Quality Excellence
Awards 2019 for Best Super
Specialty Hospital in Telangana



2016
Neurology Department at
KIMS Secunderabad
ranked 3rd in India
Neurology India General



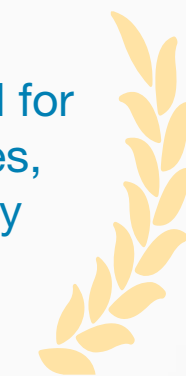
2019
KIMS Sec. Best Super-Specialty
Hospital in Telangana
National Quality
Excellence Awards



2020
Only Hospital in Telangana
to get NABH Accreditation for
Emergency Department

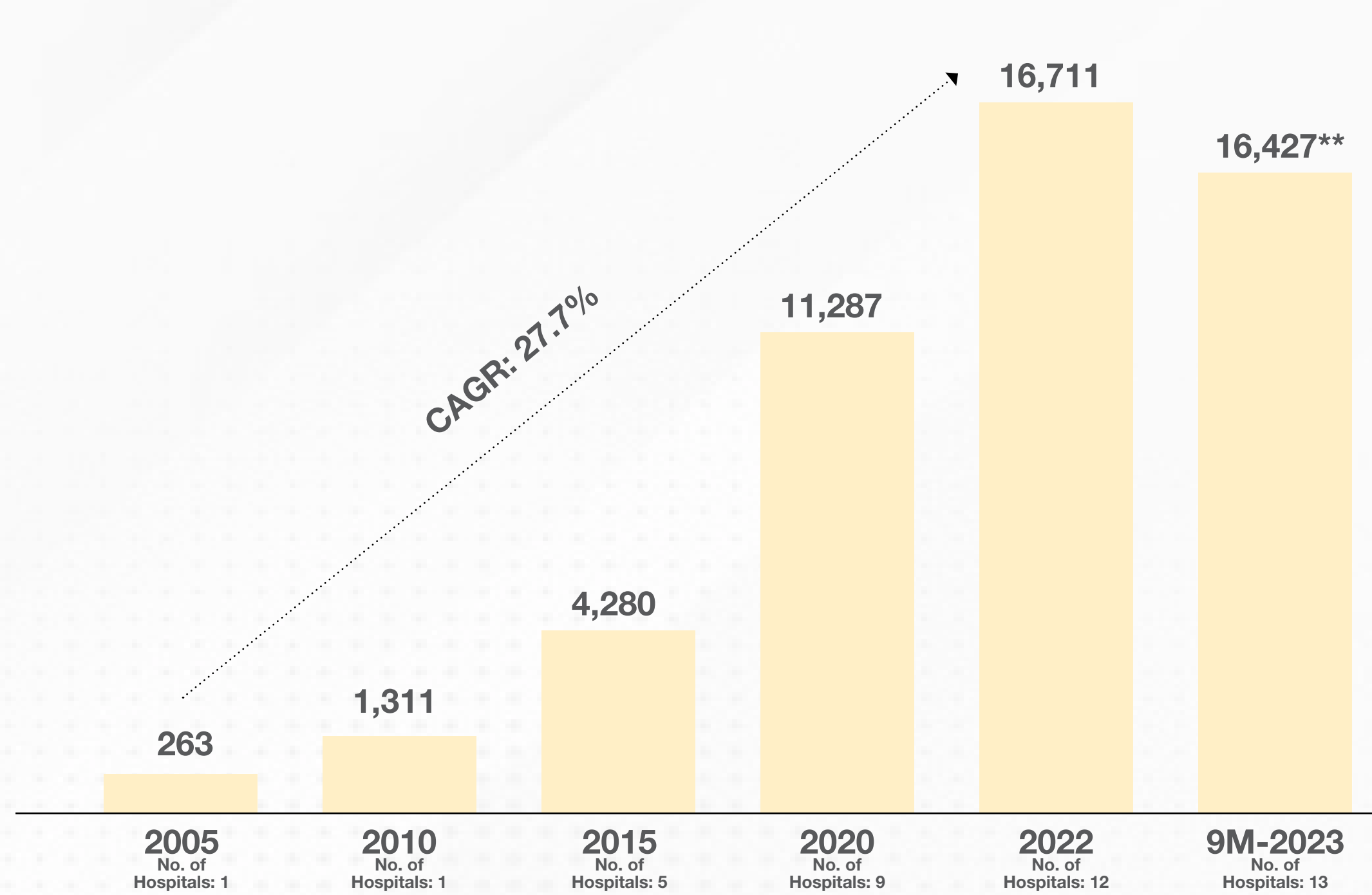


2021
Ranked No.1 in Hyderabad for
Cardiology, Neurosciences,
Nephrology & Emergency
Times Health Survey
Times of India

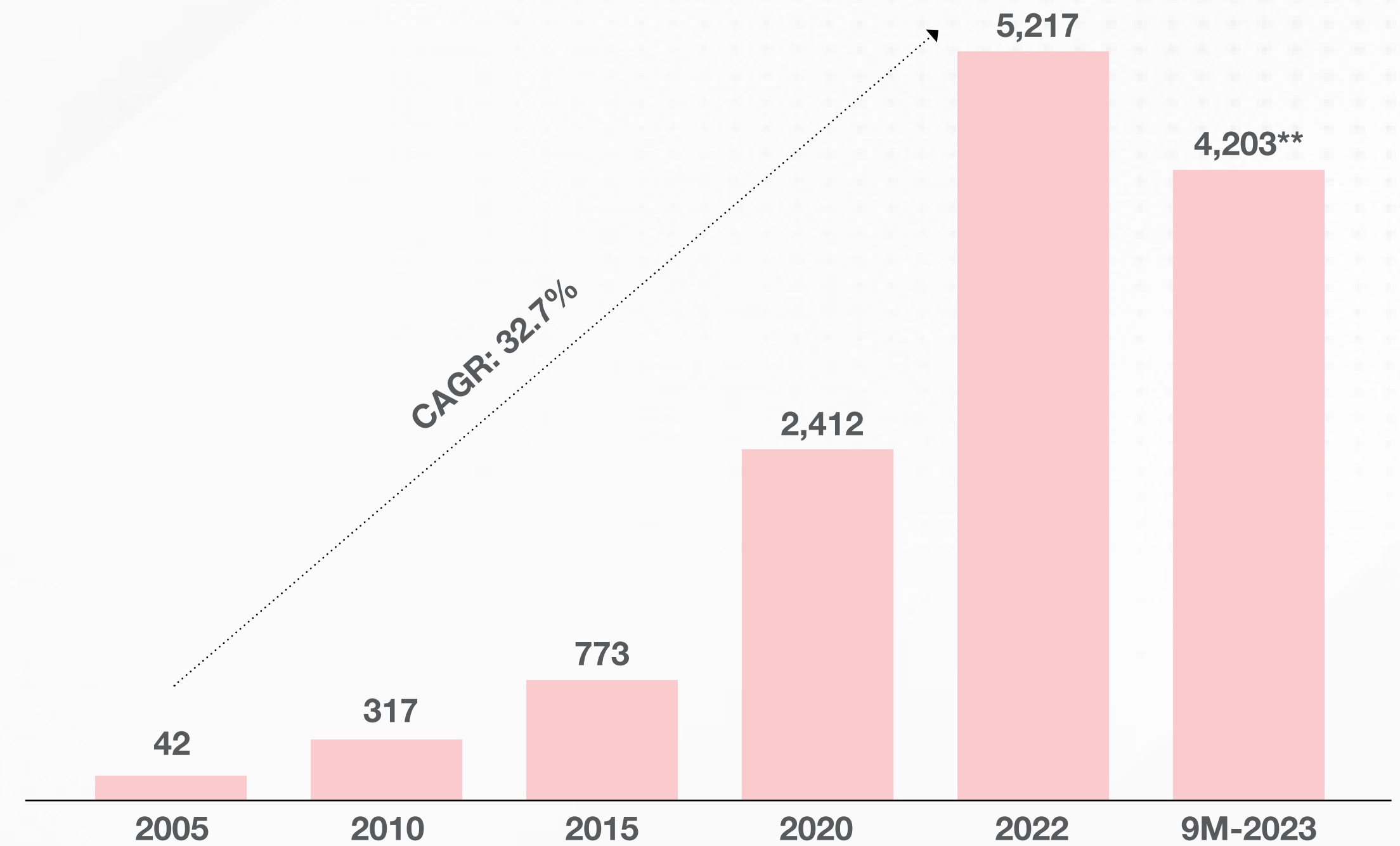


Consistent performer over 2 decades

(Rupees in Millions)



Total Revenue



***EBITDA**

*EBITDA before IND AS 116 and other income

**Revenue and EBITDA are including 4 month performance (Sep'22 - Dec'22) of the newly acquired unit at Nagpur

Q3 Updates

FINANCIAL HIGHLIGHTS

Q3 FY 23 Consolidated

- From 1st September'22, M/s SPANV Medisearch Lifesciences Private Limited (Kingsway Hospital, Nagpur) has become subsidiary of "KIMS Hospitals", post-acquisition of 51% stake. Therefore, Q3 FY23 includes 3 months performance whereas Q2 FY23 includes only 1 month performance of Nagpur unit.
- Key financial figures Ex. Nagpur unit are provided for better QoQ comparison. [Adjusted EBITDA margin improved by 0.1% to 27.2% on QoQ basis]

Particulars	Consolidated					Nagpur		Consolidated Ex. Nagpur			
	Q3 FY 23	Q2 FY 23	Q3 FY 22	QoQ	YoY	Q3 FY23	Q2 FY23 #	Q3 FY 23	Q2 FY 23	QoQ	YoY
Total Income	5,686.1	5,732.8	3,959.6			372.5	143.2	5,313.7	5,589.6		
Less : Other Income	64.5	92.0	23.9			1.2	0.6	63.3	91.5		
Revenue from Operations	5,621.6	5,640.7	3,935.7	-0.3%	42.8%	371.2	142.6	5,250.4	5,498.1	-4.5%	33.4%
PBT	1,128.2	1,226.3	1,103.8	-8.0%	2.2%	-80.7	-25.7	1,208.8	1,252.0	-3.5%	9.5%
Add : Interest	115.2	78.8	29.7			60.0	23.5	55.3	55.3		
Add : Depreciation	332.9	311.2	188.1			37.2	16.7	295.7	294.5		
Reported EBITDA (Including other income) as per Financials	1,576.3	1,616.3	1,321.5	-2.5%	19.3%	16.5	14.5	1,559.8	1,601.8	-2.6%	18.0%
Less : Other Income	64.5	92.0	23.9			1.2	0.6	63.3	91.5		
Less : INDAS 116	67.9	77.3	8.2			-	-	67.9	77.3		
EBITDA Pre INDAS & Other Income	1,444.0	1,447.0	1,289.4	-0.2%	12.0%	15.3	14.0	1,428.7	1,433.0	-0.3%	10.8%
EBITDA % to Revenue from Operations	25.7%	25.7%	32.8%			4.1%	9.8%	27.2%	26.1%		
Add : One off Old Luxury Tax Settlement		54.9						-	54.9		
Add : One off Expenses in Q3 (Nagpur)	26.1					26.1		-	-		
Adjusted EBITDA	1,470.1	1,501.9	1,289.4	-2.1%	14.0%	41.4	14.0	1,428.7	1,487.9	-4.0%	10.8%
Adjusted EBITDA %	26.2%	26.6%	32.8%			11.1%	9.8%	27.2%	27.1%		

#Q2 FY23 represents 1 month (Sep '22) performance

FINANCIAL HIGHLIGHTS

Q3 FY 23 Consolidated

- Consolidated Revenue from operations grew by 42.8% YoY basis to Rs. 5,622 mn.
- Consolidated Adjusted EBITDA (Excluding Other Income, INDAS adjustments, and one-off items) grew by 14% on a YoY basis to Rs. 1,470 mn.
- Consolidated Adjusted EBITDA Margin stands at 26.2%; Ex Nagpur stands at 27.2% (an improvement of 0.1% QoQ).
- Recent acquisitions i.e. Sunshine & Nagpur hospital, have shown sequential improvement (ex one-off items) in the EBITDA margin. For Q3 FY 23, Sunshine EBITDA stands at 21.9%, Nagpur EBITDA stands at 11.1%.
- During the quarter, the company acquired an additional stake in three of its subsidiaries: 1.92% in Sunshine hospital, 4.07% in Kondapur hospital and 7.79% in Srikakulam Hospitals. Going forward, we aim to acquire further stake in these units.
- Company has disposed one of its step-down subsidiaries “Suryateja Healthcare Private Limited” (Sunshine hospital Karimnagar) w.e.f. 1st December’2022.

OPERATIONAL HIGHLIGHTS

Q3 FY 23 Consolidated

- The new Unit for Sunshine Secunderabad Hospital is in its final stages of completion, and we aim to shift to this new state-of-art facility by FY 24.
- Projects undertaken at Nashik (Greenfield project) and Bangalore (Semi Brownfield) are progressing well and are expected to be operational by FY 25.
- Vizag Gastro unit is ready and will be operational by FY 24.
- We rolled out applications that automate operational workflows, including Financial Counselling, Relationship Management, and Queue Management, among others, for greater operational efficiencies.
- ARPP and ARPOB have shown improvements at the group level, though IP volume has declined due to the festive season.

DIGITAL INITIATIVES

During the last quarter, KIMS continued its digitization journey with a goal of having 100% paperless business process in all its operational, clinical and finance verticals.

As part of this journey, last quarter we have either initiated or delivered the following programs:

- Delivered application process controls that automate and reduce human intervention
- Delivered EHR solution for OP, IP, Dietic, and ER that digitizes all patient records as well as communication including prescription, lab results, transfers and cross consultations
- Rolled out applications that automates operational workflows including Financial counselling, Relationship Management, Queue Management and others across all KIMS group of hospitals.
- Started AWS adoption for all global applications and SSO for access control.

ESG INITIATIVES

KIMS, Secunderabad has partnered up with Smart Joules Pvt Ltd (SJPL) a prominent Energy Services Company (ESCO) in 2018. A new and innovative model known as JoulePAYS was executed wherein, KIMS makes Zero Capital investment to implement various Energy Conservation Measures (ECMs) across the hospital and gets a guaranteed energy savings of minimum 10% annually over the baseline energy consumption.

For the period Oct 2022 – Dec 2022:

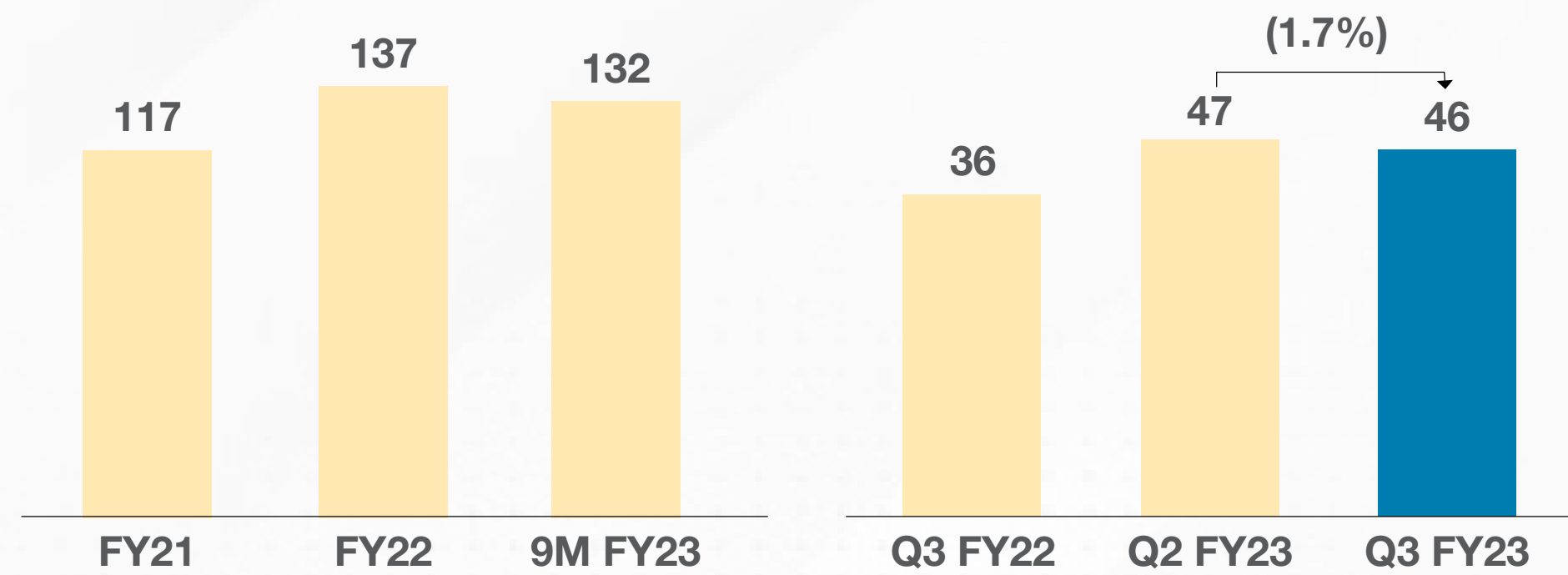
- 19.2 % of total energy consumption saved
- INR 64.29 lakhs of total energy cost saving achieved
- 484 tonnes CO2 saved

In real life translation, the above translates to approximately the following:

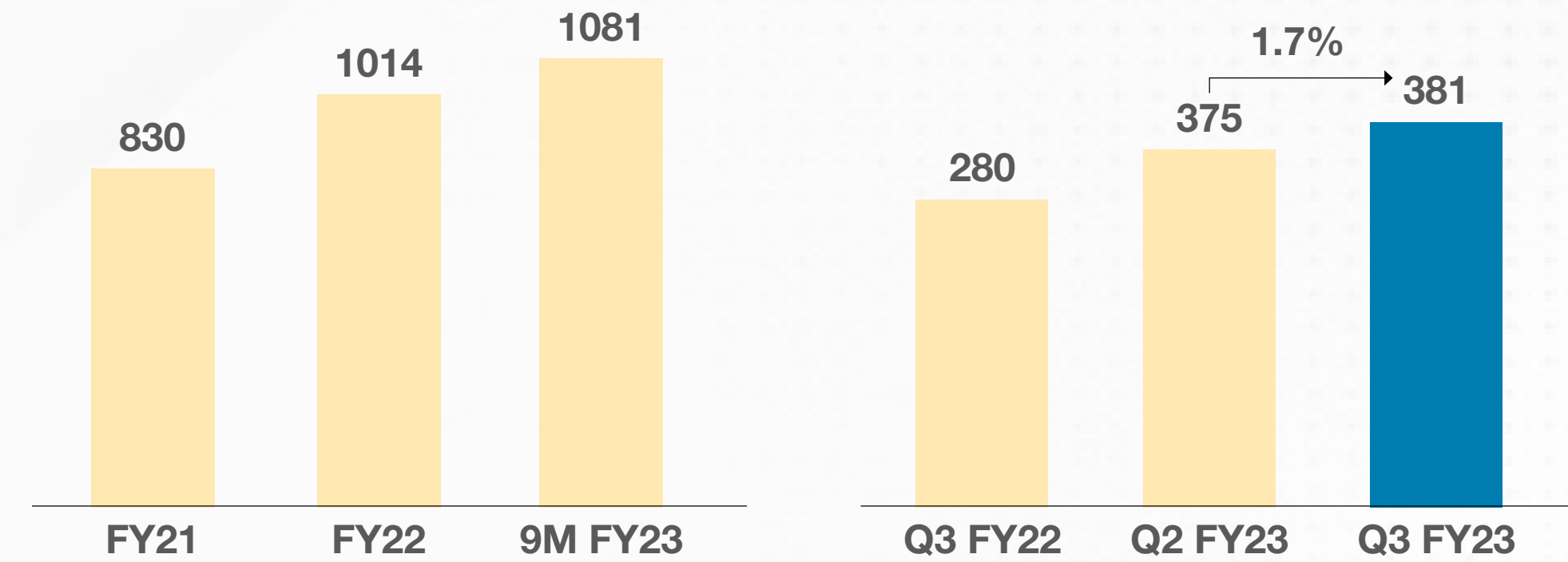
- 7,600 households getting electricity
- 19.59 Lakhs Kms less driven
- 19,864 trees planted

Group Operating Performance - 1/3

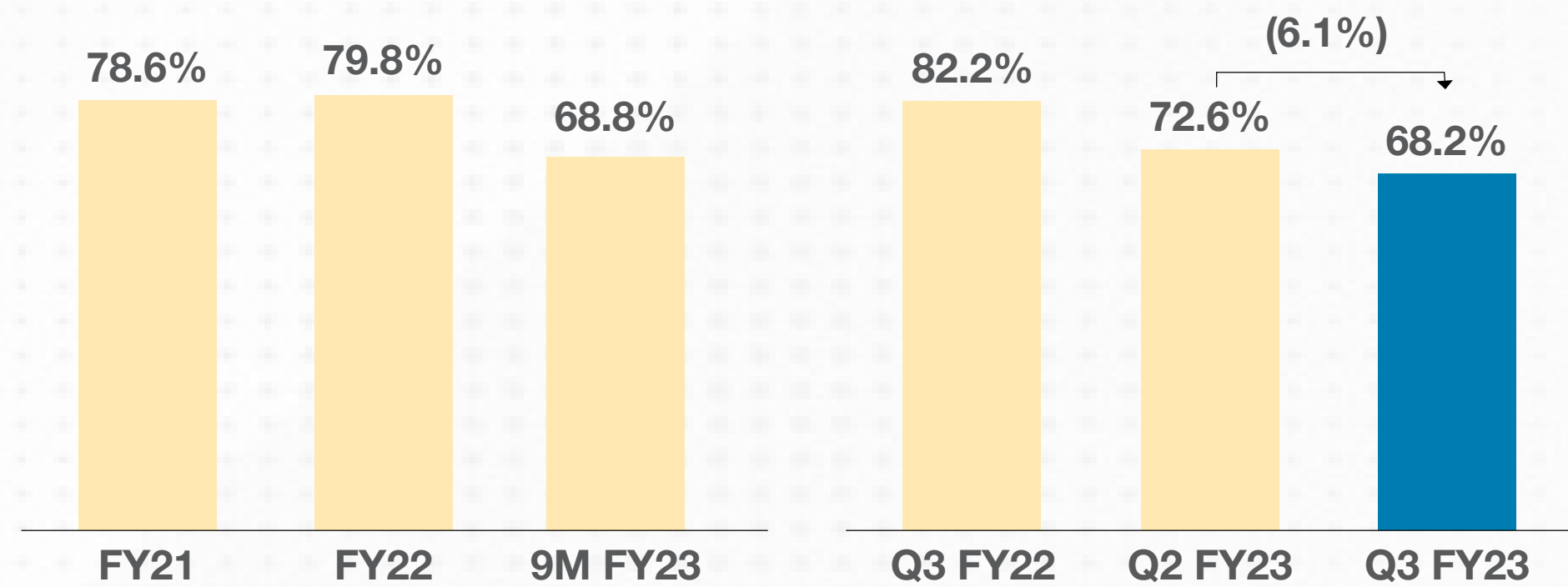
IP VOLUME ('000)



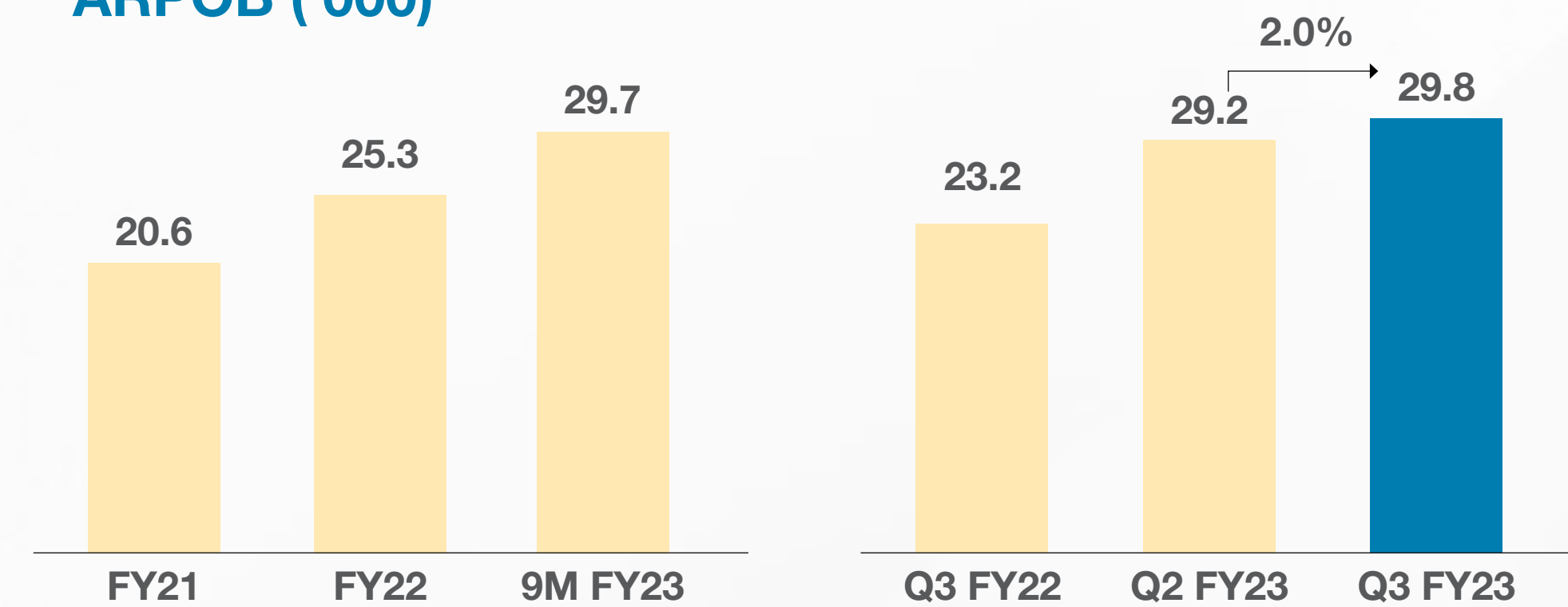
OP VOLUME ('000)



OCCUPANCY*



ARPOB ('000)

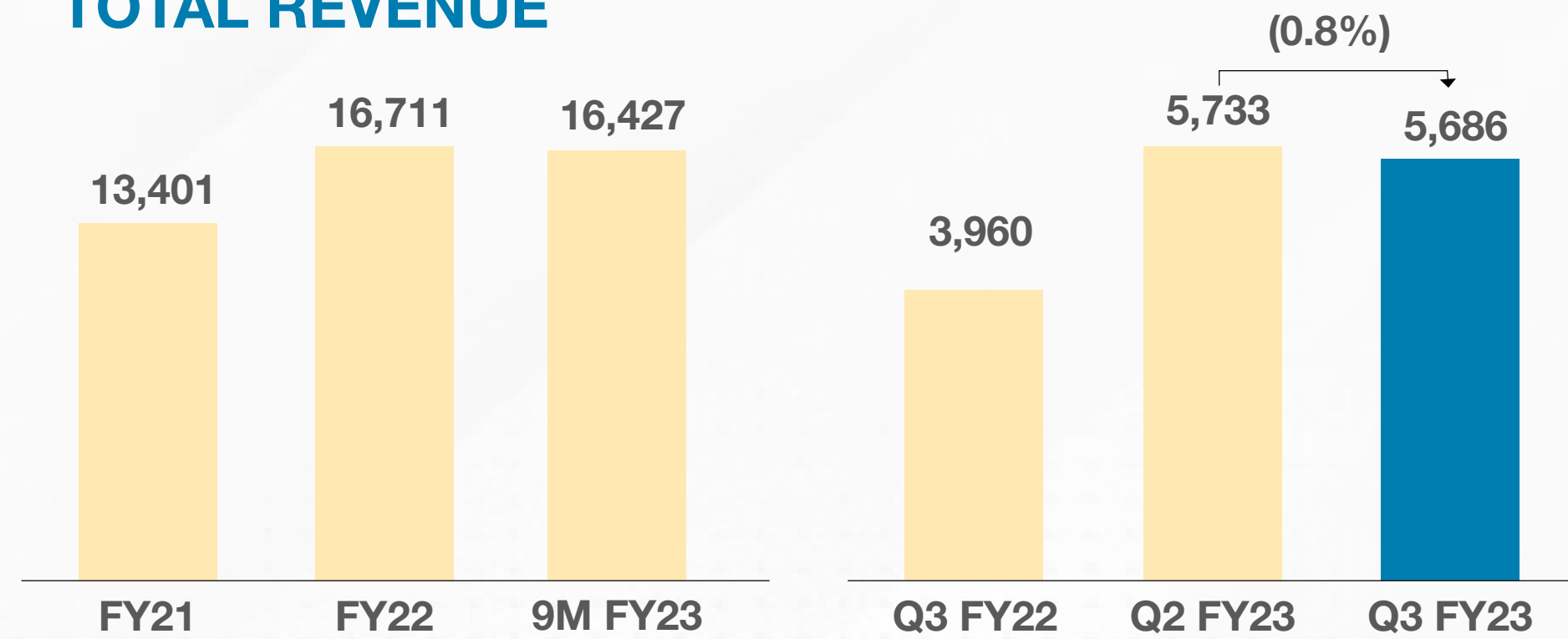


*Occupancy % based on operational Census Beds

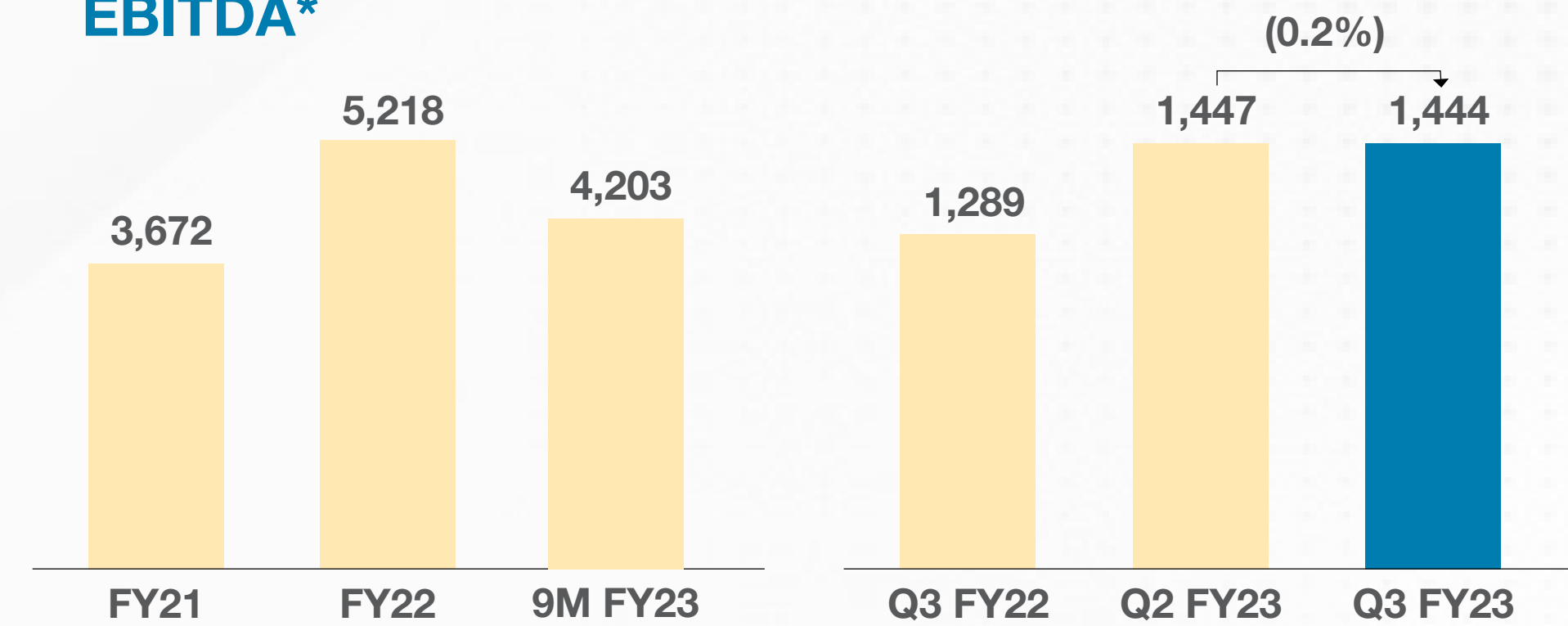
Group Operating Performance - 2/3

(Rupees in Millions)

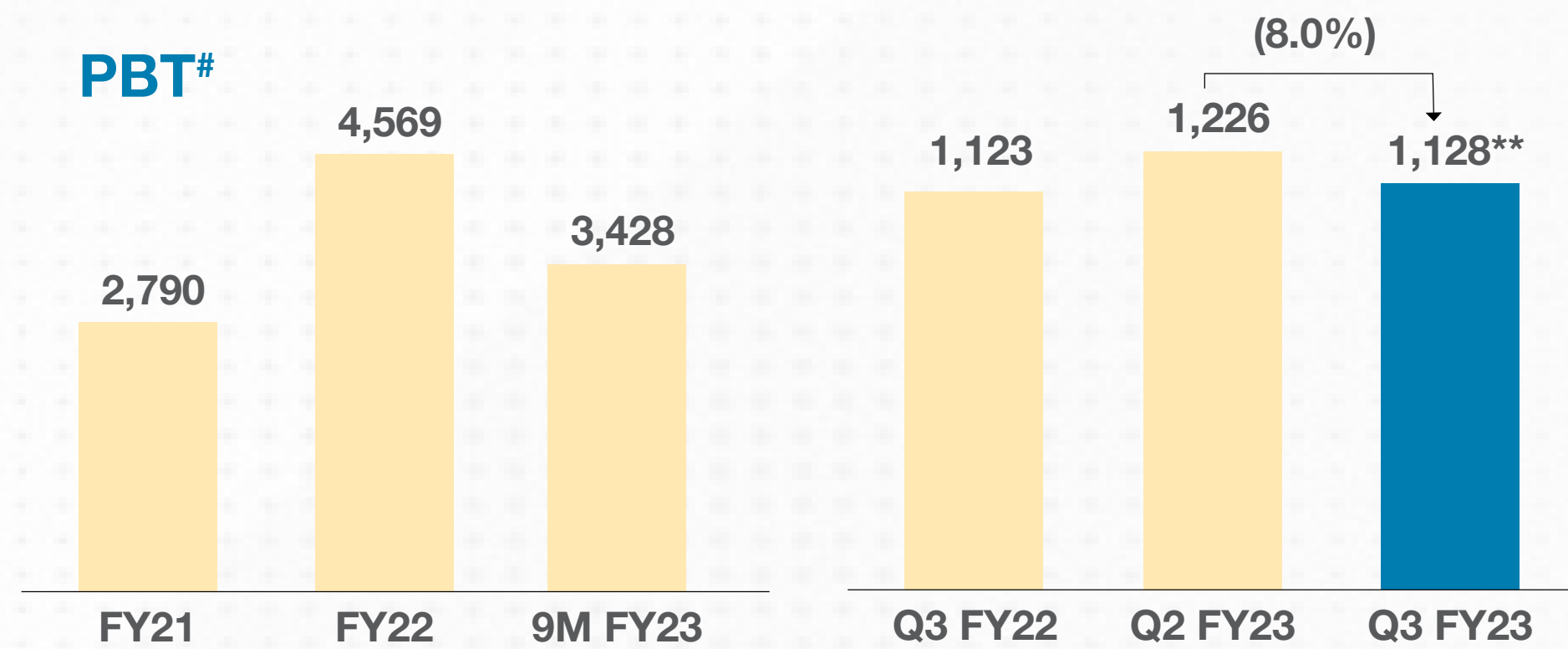
TOTAL REVENUE



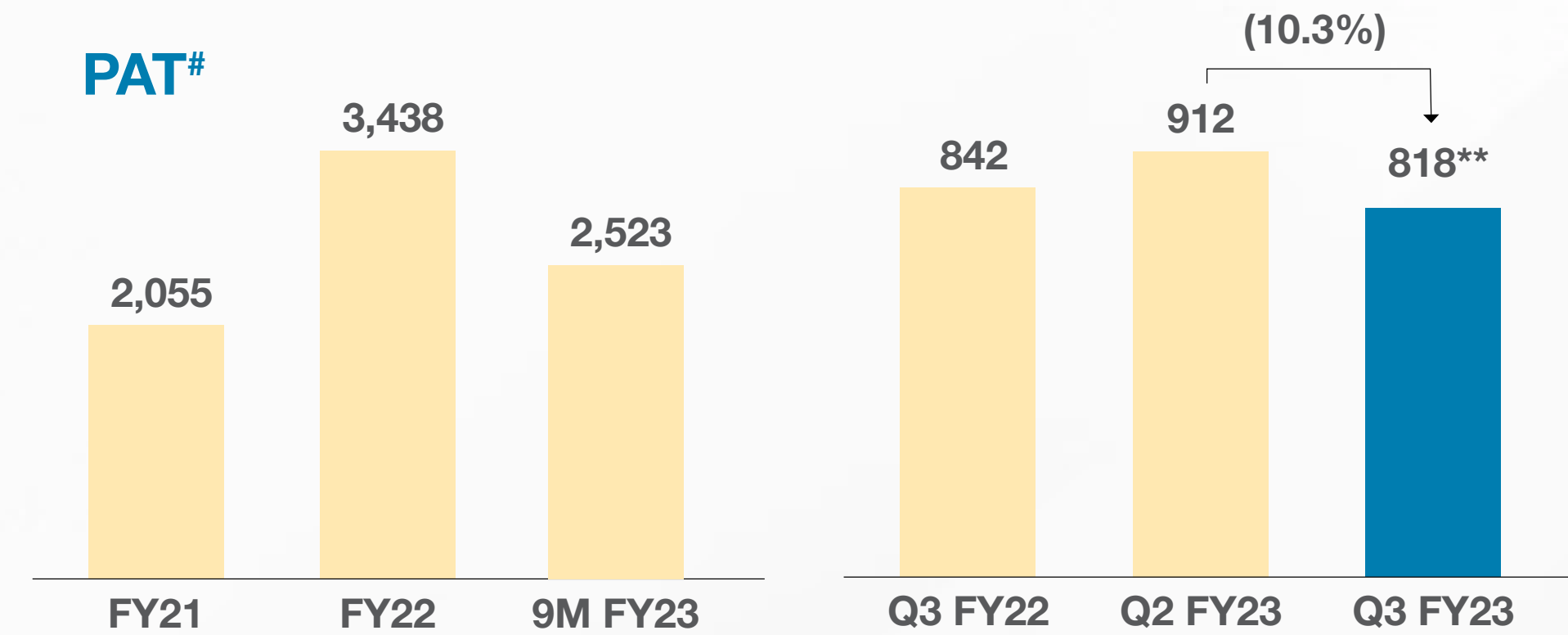
EBITDA*



PBT#



PAT#



#PBT and PAT are impacted due to consolidation of Nagpur

*EBITDA before IND AS 116 and other income

**PBT and PAT are excluding fair value gain on aquisition of control amounting to INR 148.3 Mn in Q2 FY23 and 9M FY23

Group Operating Performance - 3/3

(Rupees in Millions)

Particulars	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	9M FY23
Bed Capacity	3,064	3,064	3,666	4,015	4,015	4,015
Operational Beds	2,590	2,590	3,222	3,543	3,543	3,543
Census Beds	2,246	2,246	2,760	3,026	3,026	3,026
Non Census Beds	344	344	462	517	517	517
Occupied Beds	1,765	1,793	1,807	2,223	2,053	2,071
Occupancy	78.6%	79.8%	65.5%	72.6%	68.2%	68.8%
IP volume	116,592	136,731	39,673	46,616	45,836	132,125
OP volume	830,211	1,013,759	324,797	375,188	381,604	1,081,589
ARPOB (Rs.)	20,609	25,323	30,192	29,237	29,812	29,729
ARPP (Rs.)	113,904	121,232	125,141	121,302	122,631	122,916
ALOS	5.53	4.79	4.14	4.15	4.11	4.13
Total Revenue	13,401	16,711	5,008	5,733	5,686	16,427
EBITDA*	3,672	5,217	1,312	1,447	1,444	4,203
EBITDA %	27.4%	31.2%	26.2%	25.2%	25.4%	25.6%
PBT**	2,790	4,569	1,074	1,226	1,128	3,428
PAT**	2,055	3,438	792	912	818	2,523

*EBITDA before IND AS 116 and other income

**PBT and PAT are excluding fair value gain on acquisition of control amounting to INR 148.3 Mn in Q2 FY23 and 9M FY23

Occupancy % based on operational Census Beds

Comparison of Telangana and Andhra Pradesh Matured Hospitals - 1/2

(Rupees in Millions)

Particulars	Telangana (KIMS)						AP Matured Assets					
	FY21	FY22	Q1 FY 23	Q2 FY23	Q3 FY23	9M FY23	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	9M FY23
Bed Capacity	1,200	1,200	1,200	1,200	1,200	1,200	630	630	630	645	645	645
Operational Beds	1,035	1,035	1,065	1,085	1,085	1,085	580	580	580	595	595	595
Census Beds	856	856	886	906	906	906	515	515	515	530	530	530
Non Census Beds	179	179	179	179	179	179	65	65	65	65	65	65
Occupied Beds	586	642	656	668	614	646	413	405	356	411	408	392
Occupancy	68.5%	75.0%	74.1%	73.8%	67.8%	71.9%	80.3%	78.7%	69.1%	77.6%	77.0%	74.6%
IP volume	45,087	53,567	14,001	15,959	14,525	44,485	30,503	30,963	7,548	8,361	8,152	24,061
OP volume	331,709	435,663	129,229	143,885	142,178	415,292	209,178	194,429	49,017	53,313	51,027	153,357
ARPOB (Rs.)	39,571	46,745	42,581	46,310	47,872	45,553	13,608	15,194	16,901	16,465	16,442	16,588
ARPP (Rs.)	187,738	204,519	181,687	178,435	186,166	181,983	67,303	72,566	72,491	74,487	75,725	74,280
ALOS	4.74	4.38	4.27	3.85	3.89	3.99	4.95	4.78	4.29	4.52	4.61	4.48
Total Revenue	8,560	11,066	2,562	2,904	2,739	8,205	2,060	2,252	549	624	618	1,791
EBITDA*	2,705	3,987	790	844	833	2,467	518	554	177	200	194	572
EBITDA %	32%	36%	31%	29%	30%	30%	25%	25%	32%	32%	31%	32%

(Stable margins at Matured units)

(Stable margins at Matured units)

*EBITDA before IND AS 116 and other income

Intercompany eliminations and dormant units are adjusted in Telangana

1) Telangana - Secunderabad and Kondapur

2) AP Matured Assets - Nellore, Rajahmundry and Srikakulam

Comparison of Andhra Pradesh Acquired, Sunshine & Nagpur - 2/2

(Rupees in Millions)

Particulars	AP Acquired Assets						Sunshine				Nagpur		Group					
	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	9M FY23	Q1 FY23	Q2 FY23	Q3 FY23	9M FY23	Q2 FY23**	Q3 FY23	FY21	FY22	Q1 FY23	Q2 FY23	Q3 FY23	9M FY23
Bed Capacity	1234	1234	1234	1234	1234	1234	602	602	602	602	334	334	3,064	3,064	3,666	4,015	4,015	4,015
Operational Beds	975	975	975	1011	1011	1011	602	602	602	602	250	250	2,590	2,590	3,222	3,543	3,543	3,543
Census Beds	875	875	875	911	911	911	484	484	484	484	195	195	2,246	2,246	2,760	3,026	3,026	3,026
Non Census Beds	100	100	100	100	100	100	118	118	118	118	55	55	344	344	462	517	517	517
Occupied Beds	766	746	603	758	723	695	191	206	171	189	179	137	1,765	1,793	1,807	2,223	2,053	2,071
Occupancy	87.5%	85.3%	69.0%	83.2%	79.3%	77.3%	39.5%	42.6%	36.3%	39.4%	92.0%	70.4%	78.6%	79.8%	65.5%	72.6%	68.2%	68.8%
IP volume	41,002	52,201	12,567	14,718	14,236	41,521	5,557	5,901	4,730	16,188	1,677	4,193	116,592	136,731	39,673	46,616	45,836	132,125
OP volume	289,324	383,667	96,889	113,856	109,680	320,425	49,662	54,845	51,345	155,852	9,289	27,374	830,211	1,013,759	324,797	375,188	381,604	1,081,589
ARPOB (Rs.)	9,881	12,388	14,240	12,848	13,840	13,593	62,706	60,419	65,436	62,829	26,489	29,413	20,609	25,323	30,192	29,237	29,812	29,729
ARPP (Rs.)	67,381	64,631	62,226	60,890	64,637	62,579	196,464	194,104	213,137	200,476	85,035	88,538	113,904	121,232	125,141	121,302	122,631	122,916
ALOS	6.82	5.22	4.37	4.74	4.67	4.60	3.13	3.21	3.26	3.19	3.21	3.01	5.53	4.79	4.14	4.15	4.11	4.13
Total Revenue	2,781	3,392	787	899	925	2,611	1,110	1,162	1,031	3,304	143	372	13,401	16,711	5,008	5,732	5,686	16,427
EBITDA*	450	676	151	177	182	510	194	212	219	625	14	15***	3,672	5,218	1,312	1,447	1,444	4,203
EBITDA %	16%	20%	19%	20%	20%	20%	17%	18%	21%	19%	10%	4%***	27%	31%	26%	25%	25%	26%

(Growing margins)

(Growing margins)

(Growing margins
Ex. one off)

*EBITDA before IND AS 116 and other income

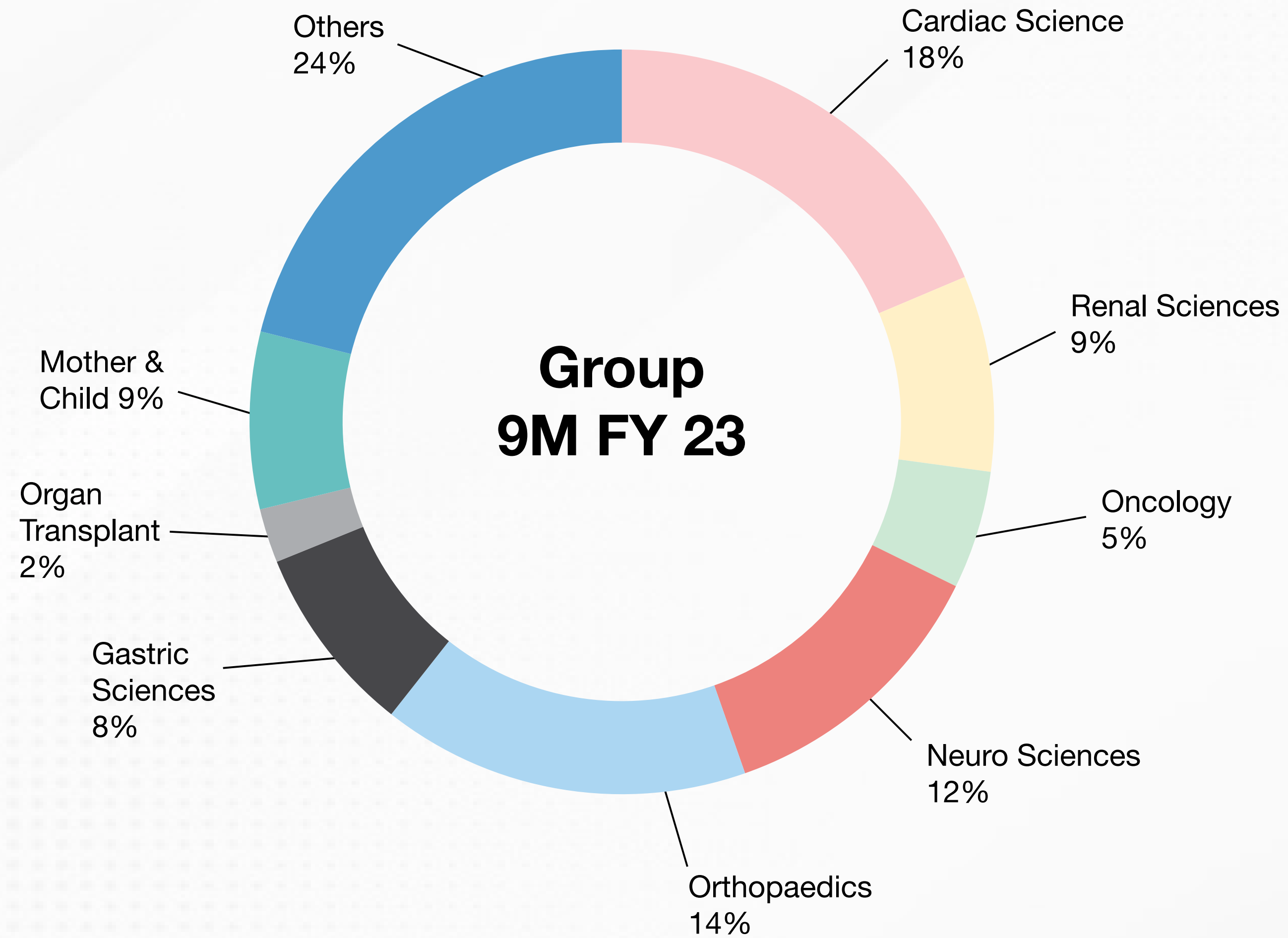
1) AP Acquired Assets - Ongole, Vizag, Anantapur and Kurnool

2) Sunshine - All 3 locations

3) **Nagpur - For the month of September 2022

4) ***Q3 FY23 EBITDA of Nagpur unit is impacted by one off adjustments amounting to Rs. 26.1Mn. EBITDA before one off stands at Rs. 42.6Mn (11.4% EBITDA margin)

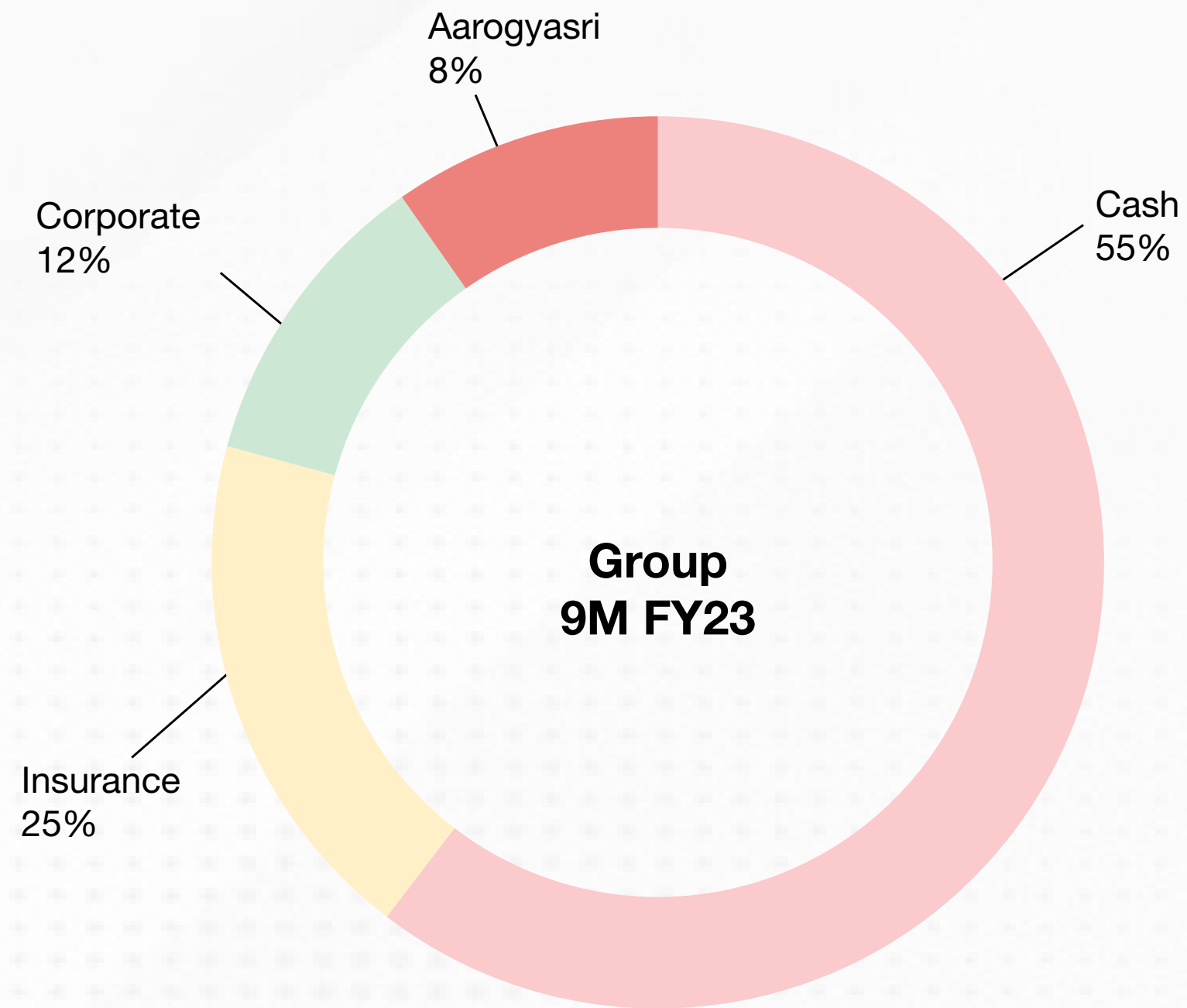
Speciality Mix



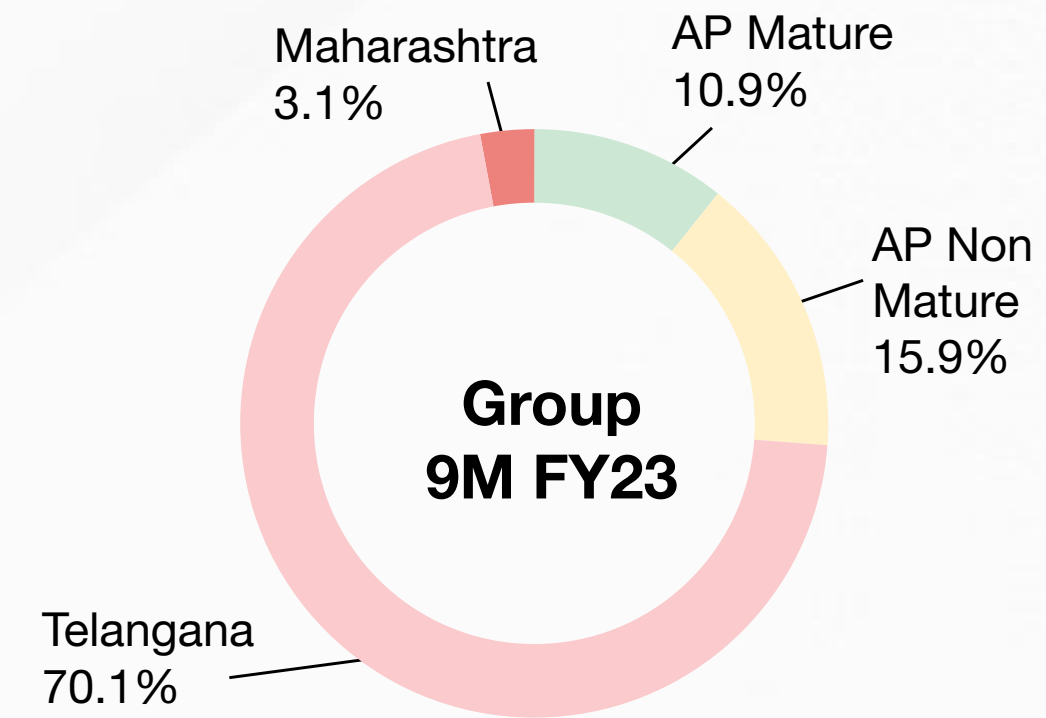
Includes Sunshine and 4 months (Sep'22 - Dec'22) of Nagpur

Payor & Cluster Profile

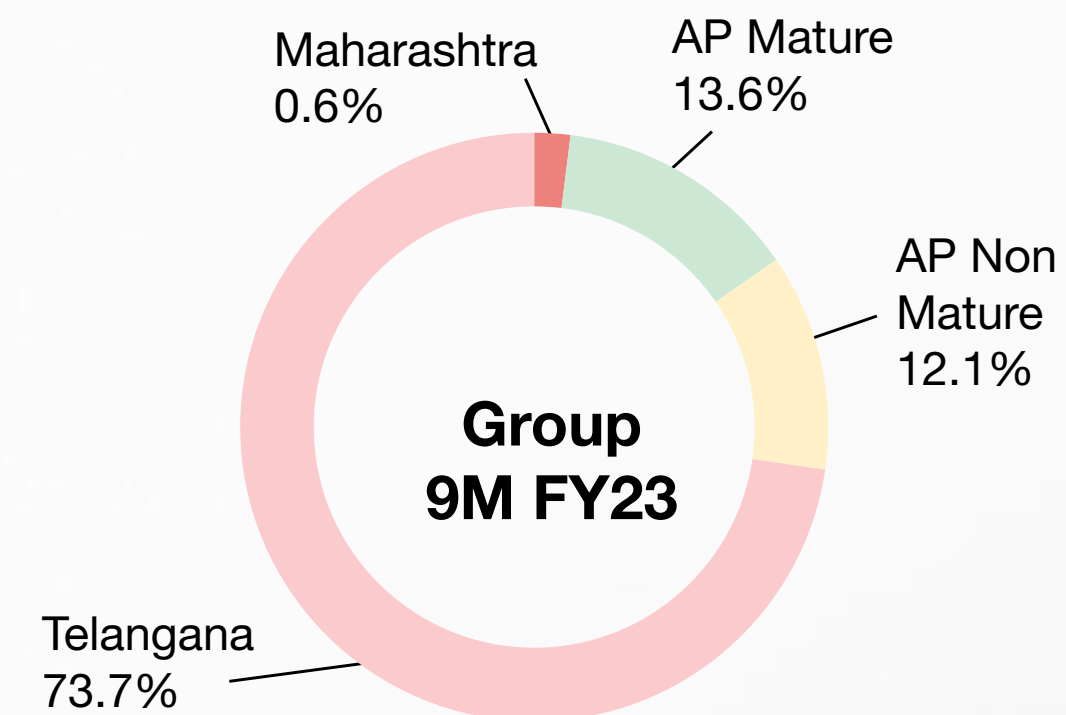
PAYOR MIX



CLUSTER TOTAL REVENUE



CLUSTER EBITDA*



*EBITDA before IND AS 116 and other income
 1) Telangana - Secunderad , Kondapur & Sushine 3 hospitals
 2) AP Mature - Nellore, Rajahmundry and Srikakulam
 3) AP Non Mature - Ongole, Vizag, Anantapur and Kurnool
 4) Maharashtra - Nagpur (4 months)

Key Achievements in Q3 FY23

Growing heart problems at an early age



DECCAN NEWS SERVICE
HYDERABAD

Heart attacks are common in elderly people. But now, even the youngest people are experiencing heart problems. At the age of 20, doctors at the KIMS Hospital in Kurnool saved the life of a young man who suffered a heart attack due to smoking a lot of cigarettes. Dr Chinta Rajkumar, a consultant cardiologist at KIMS Hospital Kurnool, revealed the details of the case. "Yesuratnam, a 20-year-old man from Atmakur in the Kurnool district, works as a driver. He came to the hospital with severe chest pain. After initial tests like ECG, 2D ECHO and then an angiogram, it was found that there were blocks in the coronary blood vessels. As it was a case of emergency, we implanted a coronary stent, and the procedure was done completely free under the YSR

Aarogyasree scheme. The patient is completely recovered and is discharged. He is leading a normal life. It is very rare to have a heart attack at such a young age. But this patient got it. The main reason for this is smoking. He used to smoke about 20 cigarettes a day. Patients blood tests showed high bad cholesterol (LDL) levels in his blood. This patient should take adequate precautions in the future as well. Smoking should be stopped completely and medicines should be used for the rest of your life. The advice of the doctors should be followed," he said. Dr Chinta Rajkumar explained the problem, its causes and other aspects. This problem is called a myocardial infarction (MI) in medical terminology. Research done by Dr. Raj kumar in Govt General Hospital Kurnool The research was conducted at Kurnool Government Hospital on this problem. The researchers examined 100 MI patients under the age of 40. The youngest patient with this problem in India is 19 years old. In Kurnool, two cases in the age group of 20 and 27 years were reported in KIMS Kurnool in the same month. The chance of developing this problem under the age of 40 is

only 2%. Indians are three times more likely to develop coronary heart disease at a young age than those of western countries. Smoking, use of ghee, high fasting blood sugar (FBS), high cholesterol, blood pressure, lack of physical activity, early MI problem in case of a heart attack in a parent or sibling, lipoprotein-A (LP-A), Hyperhomocysteinemia, hypercoagulable conditions, and cocaine use are some of the causes of these problems. • Smoking (72%), hypercholesterolemia (52%), and a history of heart attack to someone in the family (35%) are the major causes of risk in young people. Apart from these, there are many more. Chances of getting Heart diseases in Indians in comparison with other people 2-4 times higher prevalence 5-10 years before the start of the first MI Mi disease and mortality rates are 5-10 times higher in young people (before the age of 45) The prevalence of conventional risk factors is low The prevalence of developing risk factors is high Higher prevalence of emerging risk factors

KIMS Cuddles saves three-day-old boy rushed from Nanded in emergency situation

(Standard Post Bureau) Hyderabad, Dec 29 : For a couple from Nanded moving their three-day old baby boy, who developed respiratory problems and had heart defects within hours after his birth in a Nanded hospital, to KIMS Cuddles, Kondapur, proved to be a timely saviour as the boy was given a fresh lease of life after a marathon 12-hour surgery by a team of multi-specialists at KIMS Cuddles.

The boy also had low oxygen saturation complications. A full-term (39 weeks) boy was



Neonatology, KIMS Cuddles, transferred the baby on non-invasive ventilation on the third day of life to KIMS Cuddles' neonatal unit in Kondapur. After paediatric

A further complication noticed during the complex surgery undertaken by KIMS Hospitals' Dr Anil Dharmapuram, senior cardiac surgeon, KIMS Hospitals and Dr

fatal ventricular dysfunction. It is for this reason that such a delicate and complicated surgery is usually planned on three to four weeks old babies. Everything went well

complexity of the case was the presence of a single coronary artery. In TGA surgery, switching coronary arteries is considered the most crucial step.

This step was further complicated in this baby by the presence of a single point of origin of the three major coronary vessels. It is so rare that it occurs only in around seven per cent of TGA cases.

As against the normal procedure to operate such cases after the baby is at least four weeks old, in this case we had to operate very early, a mere

KIMS doctors perform rare cartilage transplant surgery in Kurnool

HANS NEWS SERVICE
KURNOOL

A young man, who was suffering from severe knee pain due to an injury to his leg, underwent a rare cartilage transplant surgery at KIMS hospital successfully. KIMS consultant orthopaedic surgeon Dr P Kiran Kumar said a 30-year-old man from Kurnool city came to KIMS hospital with severe knee pain. Considering that it is a sports injury, we took an MRI and found that a part of cartilage was damaged. When the cartilage is



City docs transplant kidney, liver on a single day

- The 50-year-old photographer is back to normal life after being discharged
- AP Jeevan Dhan coordinator Rambabu says such major surgeries require tremendous exercise that requires doctors working for 12 to 16 hours at a stretch

HANS NEWS SERVICE
VISAKHAPATNAM

IN a rare feat, a team of doctors at KIMS Icon Hospital successfully performed kidney and liver transplantation on a 50-year-old person on a single day.



AP Jeevan Dhan coordinator K Rambabu briefing the media in Visakhapatnam on Friday

require tremendous exercise that requires doctors working together for 12 to 16 hours at a stretch. One donor can give a new lease of life to eight persons," Dr. Rambabu stated.

Providing a huge relief to Kanaka Apparao, a photographer by profession, the doctors performed both kidney and liver transplantation on

gist Dr R K Mahesh said there were concerns as the patient's liver was badly damaged due to severe spread of hepatitis-C virus. Adding to the problem, his kidneys were also completely damaged due to diabetes, they informed. The team that performed the surgeries include Ravichand Siddachari, Sachin Daga, Umamaheswara Rao and

Doctors remove almond stuck in 11-year-old's right lung for two days

Swollen Dry Fruit Posed Challenge In Life Saving Op

Sarfraz.Ahmed@timesgroup.com

Nagpur: Eleven-year-old Monty's (name changed) eyes turned red and watery after he casually coughed while his mother popped two almonds into his mouth as a daily morning practice on October 12. Some patting on his back and drinking water did ease his discomfort a bit, and the family went about its chores that day at their Yavatmal home.

By next evening, Monty's oxygen level had dropped to below 50%, forcing his doctor to administer steroids and antibiotic injections. A quick CT scan revealed a whole almond stuck in his right lung, which also caused fever, infection and pneumonia.

On 6-litre oxygen support, the kid was rushed to city's Kims Kingsway Hospital where the whole almond



The doctors had to re-sedate the boy midway through the procedure as the almond broke in half, obstructing the airway and leading to a fall in oxygen saturation

was removed in a 30-minute emergency procedure to save his life on intervening night of October 13 and 14. A team led by pulmonologist Dr Sameer Lote first preferred flexible bronchoscopy (FOB) to avoid general anaesthesia, and thereby cut patient's hospital stay and additional treatment costs. However, the doctors found removal of the almond a bit challenging, as it repeatedly escaped the forceps while the doctors tried to hold on to it.

"The almond was entirely fixed, like a brick cemented on a slab, when it was grabbed by the forceps. Organic material expands owing to moisture content inside the body. The almond finally moved after a few attempts, but purulent, red discharge erupted from the back of the nut," said Dr Lote.

Amid the process, the boy started coughing a lot, therefore total intravenous anaesthesia (TIVA) was administered. "The patient was seda-

ted but not intubated. A little bit the bloated, slippery almond ultimately broke after repeated claspings. Because it would be challenging to cover every component of a fractured foreign body, a basket and late snare were utilised. The almond finally moved as it was brought in the central airway. But here it got trapped in the subglottic area, the narrowest part of the airway. It was then taken out while being clutched with rat tooth forceps once more. This time, a small bit of the almond was chipped off," Dr Lote said.

Due to this, the almond split in two halves. This caused total obstruction and an extra 30% fall in SpO2. The IV line became inoperable, requiring effect of sedative.

"The patient came out of anaesthesia, the bronchoscope came out and the suction caused problems. fresh IV line was inserted and sedation administered. Lung's left side expanded and his SpO2 stabilised at 88%. Initially, a half-piece of the almond caught in a snare was removed. Later, other portion of the almond was captured and removed," said Dr Lote.

Key Achievements in Q3 FY23

Hospitals remove 12 kg liver to achieve an India first

(Standard Post Bureau)
A liver weighing 12 kg is too preposterous a thought and hard to believe even by the best of medical brains. And if the patient is a woman with polycystic liver and kidney disease, then saving her life will present itself as a major challenge for surgeons. A miracle, by way of simultaneous liver and kidney transplantations, was performed by a team of reputed surgeons, including three liver transplant surgeons and a kidney transplant surgeon, in the first week of November at KIMS Hospitals in Hyderabad.

According to available data, this was the first time in India that an operation was successfully performed on a liver that weighed 12 kg. The patient whose life was saved and restored to normalcy is a 50-year-old housewife, Ms. Usha Agarwal, from Siliguri in West Bengal. The liver was so gigantic that it occupied her entire abdomen displacing the intestines. In normal healthy circumstances, a liver weighs a maximum of 1.5 kgs and occupies the right upper quadrant of the abdomen.

It was difficult for her to walk with such a heavy liver and collection of water (Ascites) in the belly and hemia. She started feeling heaviness in 2019, which was when she was advised transplantation.

According to Dr. Ravichand Siddachari, Consultant and Chief of Liver Transplant and HPB Surgery, "Polycystic liver and kidney disease is a hereditary condition in which due to mutations in gene, cysts (fluid-filled cavities) are formed in kidneys and liver. The patients do not develop any symptoms till they are in their 30s. As the cysts grow, they start experiencing the symptoms. They can grow enormously in size while the subsequent collection of water in the belly can lead to hernia and breathing problems. They may need dialysis due to worsening kidney functions. This patient had all these symptoms apart from a huge hernia, which had ruptured."

"Understandably, it was one of the most difficult operations for one to undertake as the liver had occupied the entire abdomen. It was a herculean task to detach the liver from its attachments and also to preserve the important structures required for transplantation. But we succeeded in transplanting a new liver.

The new kidney was transplanted through the same cut after creating a pouch in the abdomen (normally additional cut needs to be made for transplanting a kidney)," explained Dr. Uma Maheshwara Rao, Consultant Urologist and Renal transplant surgeon.



THE HANS INDIA
KIMS Ongole performs first kidney transplant on a teenager

**HANS NEWS SERVICE
ONGOLE (PRAKASAM DISTRICT)**


THE management of KIMS, Ongole, informed that their expert medical team has successfully conducted kidney transplantation on a 19-year-old, and both the donor and recipient are doing well.

Explaining about the surgery at a press meet here on Monday, hospital medical superintendent Dr T Srihari Reddy said that they are treating a 19-year-old boy from Battulavari Palem for kidney ailment with dialysis at KIMS Ongole for some time. Nephrologist Dr T Venkataramana Reddy said that the patient's 42-year-old mother agreed to donate her kidney and transplantation was done successfully.

The superintendent informed that transplantation expert Dr G Ramesh Babu along with Dr Umamaheswara Rao, Dr Prasanth, Dr Venkataramana Reddy and anaesthetist Dr M Ramakrishna performed kidney transplantation on November 25. He said that a special isolation room was set up and Dr Vedavyas, Dr Vamsi, Dr Santhosh and their nursing team observed the patient round the clock. He informed that they didn't find any complications or necessity for dialysis to the patient.

Chief operating officer K Ankireddy said KIMS Ongole have all the advanced equipment and senior doctors to perform the surgery with expertise and people need not go to Chennai or Hyderabad for kidney or liver transplantation.

The patient's parents thanked KIMS managing director Dr Bollineni Bhaskar Rao and the doctor's team, the government for Dr YSR Arogya Sri for the transplantation and for giving a new lease of life to their son.




KIMS Ongole management explaining on the first kidney transplantation at hospital in Ongole on Monday

Doctors performs Balloon Venoplasty for the first time

**EXPRESS NEWS SERVICE
@ Anantapur**

DR Pradeep Krishna, Consultant Interventional Cardiologist at KIMS Saveera hospitals, Anantapur gave relief to a young woman by performing a Venoplasty for the first time in Anantapur district.

Doctors at the hospital treated the 24-year-old who was suffering from a severe leg swelling.



nath, a Nephrologist at KIMS Saveera Hospital

గర్భాశయంలోని 23.7 కిలోల కణితి తొలగింపు

రాంగోపాల్పేట్: ఓ మహిళ గర్భాశయంలో ఉన్న 23.7 కిలోల భారీ కణితిని సికింద్రాబాద్ కిమ్స్ వైద్యులు తొలగించి ఆ మహిళ ప్రాణాలు కాపాడారు. సికింద్రాబాద్ కిమ్స్ సర్జికల్ ఆంకాలజీ విభాగపు అధిపతి, సీనియర్ కన్సల్టెంట్ డాక్టర్ నాగేంద్ర పర్వతనేని తెలిపిన వివరాల ప్రకారం.. హైదరాబాద్కు చెందిన 42 ఏళ్ల ఓ మహిళ పొట్టి కడుపులో నొప్పి కారణంగా స్థానికంగా ఉండే ఓ వైద్యుడిని సంప్రదిస్తే కడుపులో కణితి ఉందని శస్త్ర చికిత్స చేయమని కోరారని సూచించారు. శస్త్ర చికిత్సతో ప్రాణాలకు కూడా ప్రమాదమని వైద్యులు చెప్పడంతో ఆమె రెండేళ్ల నుంచి వాయిదా వేస్తూ వస్తుంది. ఈ రెండేళ్లలో కణితి పరిమాణం పెరిగిపోయి పిడికెడు అన్నం కూడా తినలేక, గ్లాసు మంచినీళ్లు కూడా తాగలేని పరిస్థితికి చేరుకుంది. కొన్ని వారాల క్రితం ఆమెకు శ్వాస తీసుకోవడం కూడా ఇబ్బందిగా మారడం, బరువు తగ్గడం వంటివి కనిపించాయి.



దీంతో కుటుంబ సభ్యులు ఆమెకు కొన్నిలిం ఇచ్చి కిమ్స్కు తీసుకుని వచ్చారు. డాక్టర్ నాగేంద్ర పర్వతనేని నేతృత్వంలో సర్జికల్ ఆంకాలజీ వైద్య బృందం ఆమెను పరిశీలించి భారీ సైజులో ఉన్న కణితిని తొలగించడం సవాలుతో కూడుకుందనీ గుర్తించారు. 3 గంటల పాటు ఆమెకు శస్త్ర చికిత్స చేసి అండాశయంలో ఉన్న 23.7 కిలోల 65 సెంట్ మీటర్ల వ్యాసంతో ఉన్న కణితిని తొలగించారు.

లోకమత

నాగపూర్లా ధన్యవాద దేత నాజీ సులేమాన్ ఆమానలా రవానా

బహిణిచాహీ సంరణగరీత ఉపచార ఉరణ్యాచీ వ్యక్త కెలీ ఇచ్చా

లోకమత న్యూజ్ నెట్వర్క్
నాగపూర్ : విమాన ప్రవాసాదరమ్యాన రక్తాచీ ఉలటీ ఇలాన్యానె నాగపూర్ విమానతळावर आकस्मिक विमान थांबवत स्थानिक रुग्णालयात उपचार घेऊन बरे झालेले ओमान देशाचे निवासी नाजी सुलेमान अब्दुल्लाह अल भंडारी हे रविवारी ओमानकडे रवाना झाले. मात्र जाताना त्यांनी नागपूरचे मनापासून धन्यवाद देत येथील वैद्यकीय सेवा व व्यवस्थेला सलाम केला.

२ नोव्हेंबर रोजी ओमान एअरवेजच्या फ्लाइट डब्ल्यू ०८१५ या विमानातील प्रवासी ४७ वर्षीय नाजी सुलेमान यांना अचानक श्वास घेण्यास त्रास सुरू झाला व रक्ताची उलटीही झाली. विशेष म्हणजे नाजी उपचारासाठीच मस्कटवरून बँकॉकला चालले होते. अशा वेळी चालकाने जवळ असल्याने नागपूर विमानतळावर विमानाची इमर्जन्सी लँडिंग करण्यात आली होती. त्यांना ताबडतोब

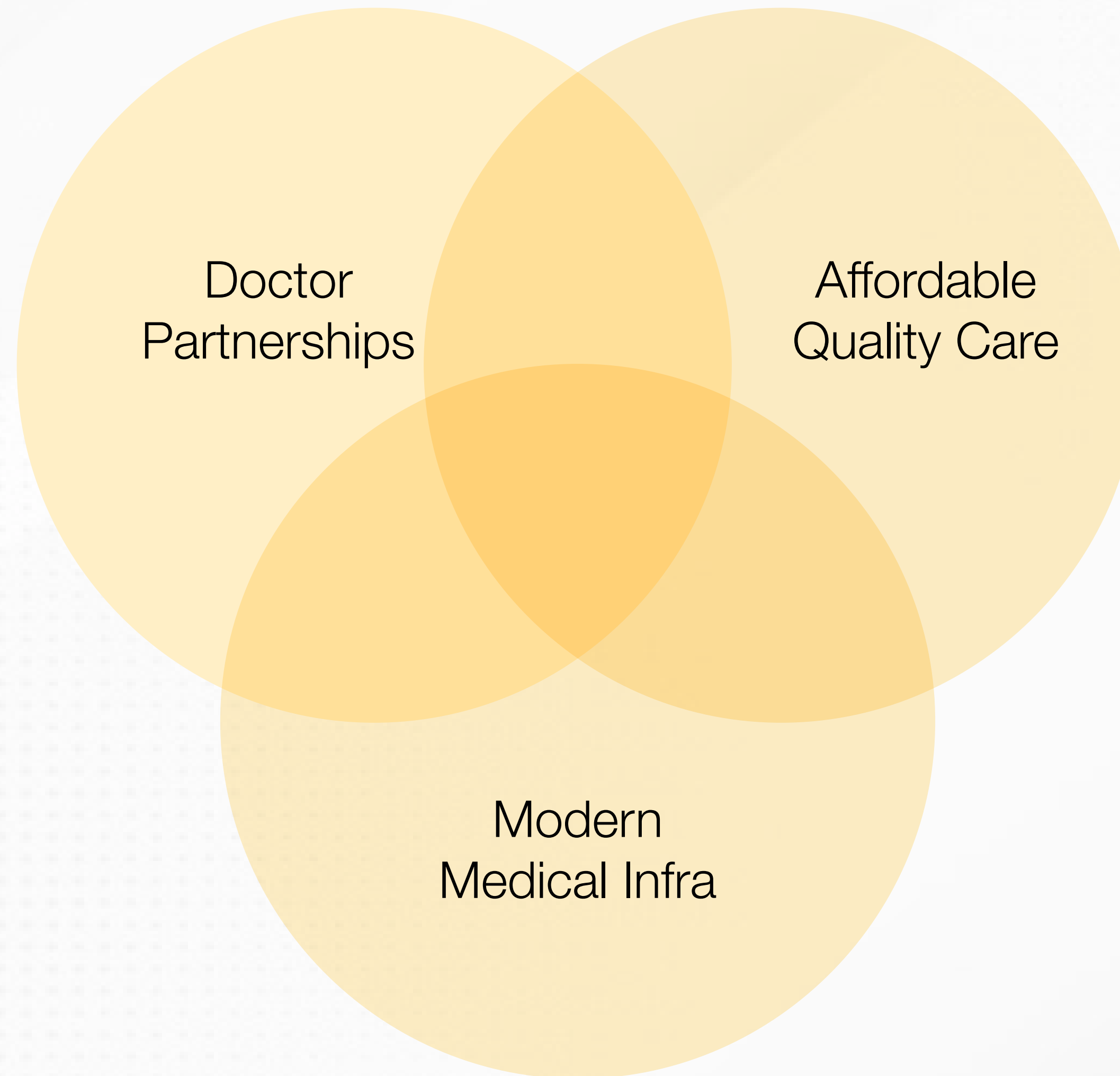
रुग्णालयाची पल्लोअर को-ऑर्डिनेटर शाबिस्ता साजिदा यांना अरबी भाषा अयोग आहे. त्यांनीच नाजी सुलेमान यांच्याशी संवाद साधला. नाजी यांना रुग्णालयातील उपचार आणि व्यवहार मनाला भावल्याचे सांगितले. ते म्हणाले, ही त्यांची पहिली भारत यात्रा होती, पण हा प्रवास असा हीटल, असे घाटले नव्हते. मात्र येथील लोकांनी केलेल्या सरबराईचे त्यांनी भरभरून कौतुक केले. त्यांनी डॉ. बौरा यांचे आभार मानले. उपचारांमुळे समाधानी झालेल्या नाजी यांनी गुडघ्याच्या आज्ञाराने त्रस्त बहिणीला उपचारांसाठी आणणार असल्याचे सांगितले

शहरातील किम्सस वे या देण्यात आली. रविवारी रात्रीच्या एव विमानाने ते मुंबईला रवाना झाले असु त्यानंतर ते ओमानला रवाना होतील तत्पूर्वी त्यांनी आपल्या भावना व्यक्त करीत झालेल्या उपचारांसाठी व्यवस्थेसाठी नागपूरचे आभार मानले



व्यवहार मनाला भावला

Key to our success



Kims has a disciplined growth strategy - strategically grow in adjacent markets some of which are 'natural extensions'

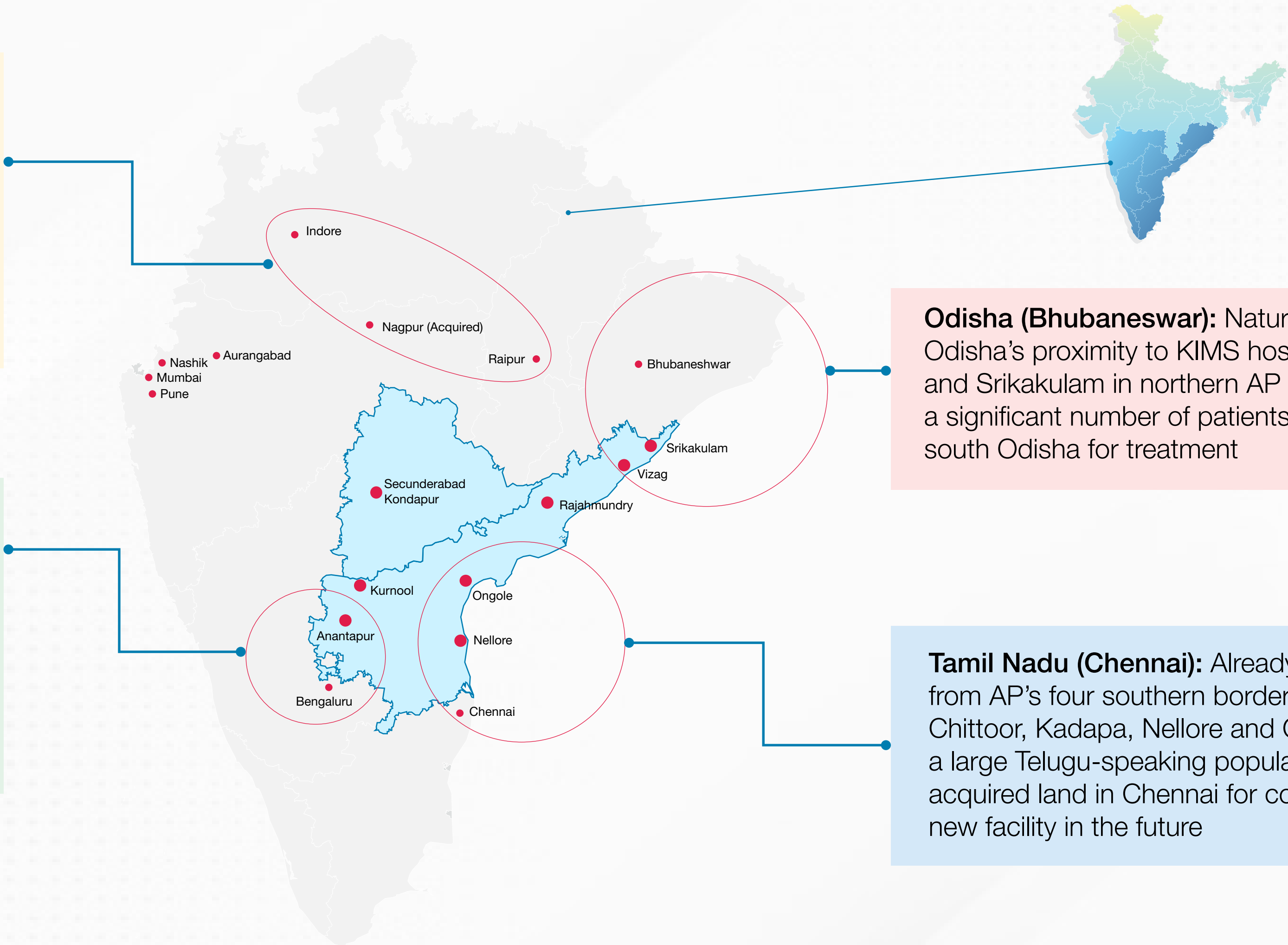
KIMS Plans to Grow into Markets that are Adjacent to the Current Core Markets of AP and Telangana

Central & Western India (Indore, Aurangabad, Nagpur & Raipur): KIMS flagship hospital witnesses influx of patients and doctors from Central India. Given scarcity of quality healthcare and existing KIMS brand awareness in Central India, smaller facilities can be set up in Central India

Karnataka (Bangalore and greater Karnataka): KIMS has observed both cash patients and insurance patients traveling from the districts of AP bordering Karnataka to seek treatment at larger hospitals in Bangalore (Karnataka). Karnataka is a natural growth market because a sizeable portion of the state speaks Telugu - the main language spoken in AP and Telangana

Odisha (Bhubaneswar): Natural extension given Odisha's proximity to KIMS hospitals in Vizag and Srikakulam in northern AP that already serve a significant number of patients traveling from south Odisha for treatment

Tamil Nadu (Chennai): Already attracts patients from AP's four southern border districts of Chittoor, Kadapa, Nellore and Ongole and has a large Telugu-speaking population. KIMS has acquired land in Chennai for construction of a new facility in the future



Update on Expansion Plans

Future vision taking shape - Construction update



**KIMS-SUNSHINE
BEGUMPET**



**KIMS HOSPITALS
BANGALORE**



**KIMS-MANAVATA
NASHIK**



**KIMS-ICON GASTRO UNIT
VISAKHAPATNAM**

Expansion plans

Units	Current Beds	Incremental Beds	New Departments	Approx. Capex	Approx. Timeline (Starting April 2021)
Kondapur	200	500	All Specialities	300 Cr	36-42 months
Vizag	434	50	Cancer Centre	15-20 Cr	36 months
Anantapur	250	150	Cancer Centre / Mother & Child	50-60 Cr	36-48 months
Ongole	350	-	Cancer Centre	15-20 Cr	36-42 months
Bangalore	-	350-400	All Specialities	300-330 Cr	36 months
Western / Central India	-	250-300	All Specialities	300 Cr	24-36 months
Nashik	-	325	All Specialities	200-250 Cr	24-36 months
Chennai	-	350-400	All Specialities	400 Cr	Greenfield on hold, working on acquisitions

Profit and Loss Statement

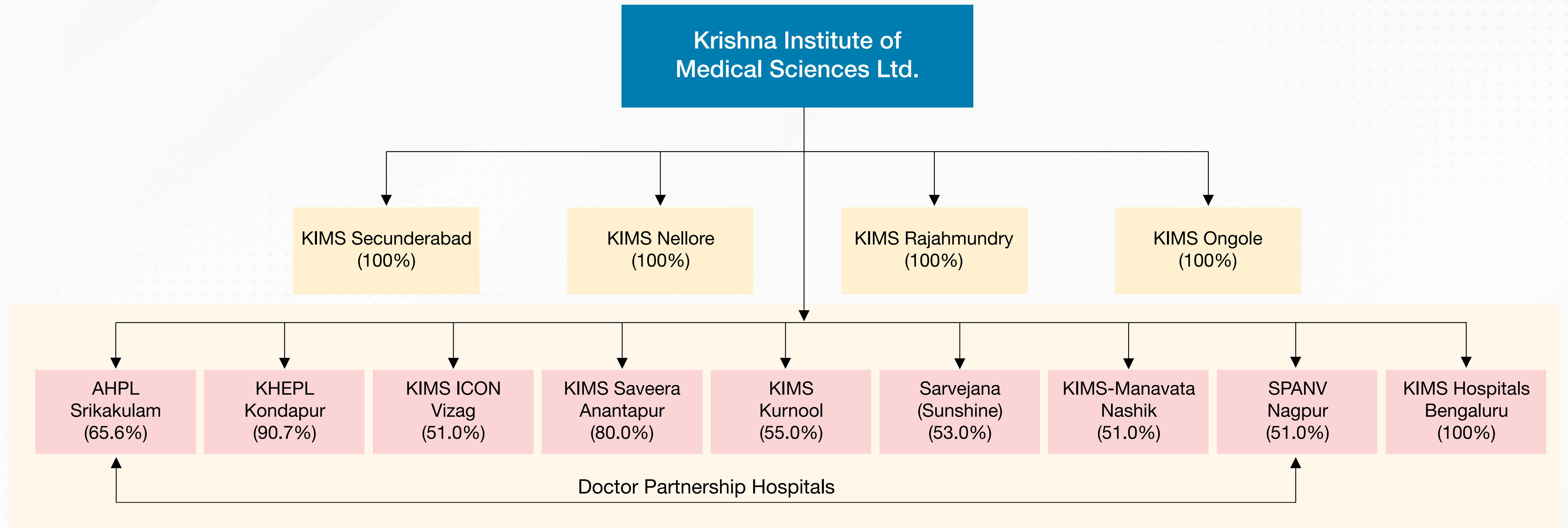
(Rupees in Millions)

Particulars	Consolidated							
	Q3 FY 23	Q2 FY 23	Q3 FY 22	QoQ(%)	YoY(%)	FY 22	FY 21	YoY(%)
Operating Revenue	5,622	5,641	3,936	-0.3%	42.8%	16,508	13,299	24.1%
Other Income	64	92	24	-29.9%	169.6%	203	102	99.3%
Total Revenue	5,686	5,733	3,960	-0.8%	43.6%	16,711	13,401	24.7%
EBITDA*	1,444	1,447	1,289	-0.2%	12.1%	5,218	3,672	42.1%
EBITDA (%) on operating revenue	25.7%	25.7%	32.7%			31.6%	27.6%	
PBT	1,128	1,226	1,123	-8.0%	0.4%	4,569	2,790	63.7%
PBT (%) on total revenue	19.8%	21.4%	28.4%			27.3%	20.8%	
PAT**	818	912	842	-10.3%	-2.8%	3,438	2,055	67.3%
PAT (%) on total revenue	14.4%	15.9%	21.3%			20.6%	15.3%	
Basic EPS (Rs.)	9.5	12.1	10.1	-21.8%	-6.4%	41.9	26.9	55.9%
Diluted EPS (Rs.)	9.5	12.1	10.1	-21.8%	-6.4%	41.9	26.4	58.5%
IND AS 116	67.9	77.3	8.2			35.4	36.6	

Minority share of EBITDA for 9 months stands at 12.7%

*EBITDA before IND AS 116 and other income

**PAT is excluding fair value gain on acquisition of control amounting to INR 148.3 Mn in Q2 FY23



Thank You