



03rd February 2024

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 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 unaudited (Standalone & Consolidated) financial results of the Company for the 3rd quarter and 9 (Nine) months ended 31st December 2023.

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.

We request you to take this on record.

Thanking you,
Yours truly,

For Krishna Institute of Medical Sciences Limited

MANTHA Digitally signed by MANTHA
SHANKER UMA SHANKER UMA
Date: 2024.02.03 17:36:29
+05'30'

Umashankar Mantha

Company Secretary & Compliance Officer

Enclosed: As above

Krishna Institute of Medical Sciences Limited

D.No.: 1-8-31/1, Minister Road, Secunderabad - 500 003, Telangana, India
Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558



REAL WEALTH IS
GOOD HEALTH

Q3 FY24 UPDATE

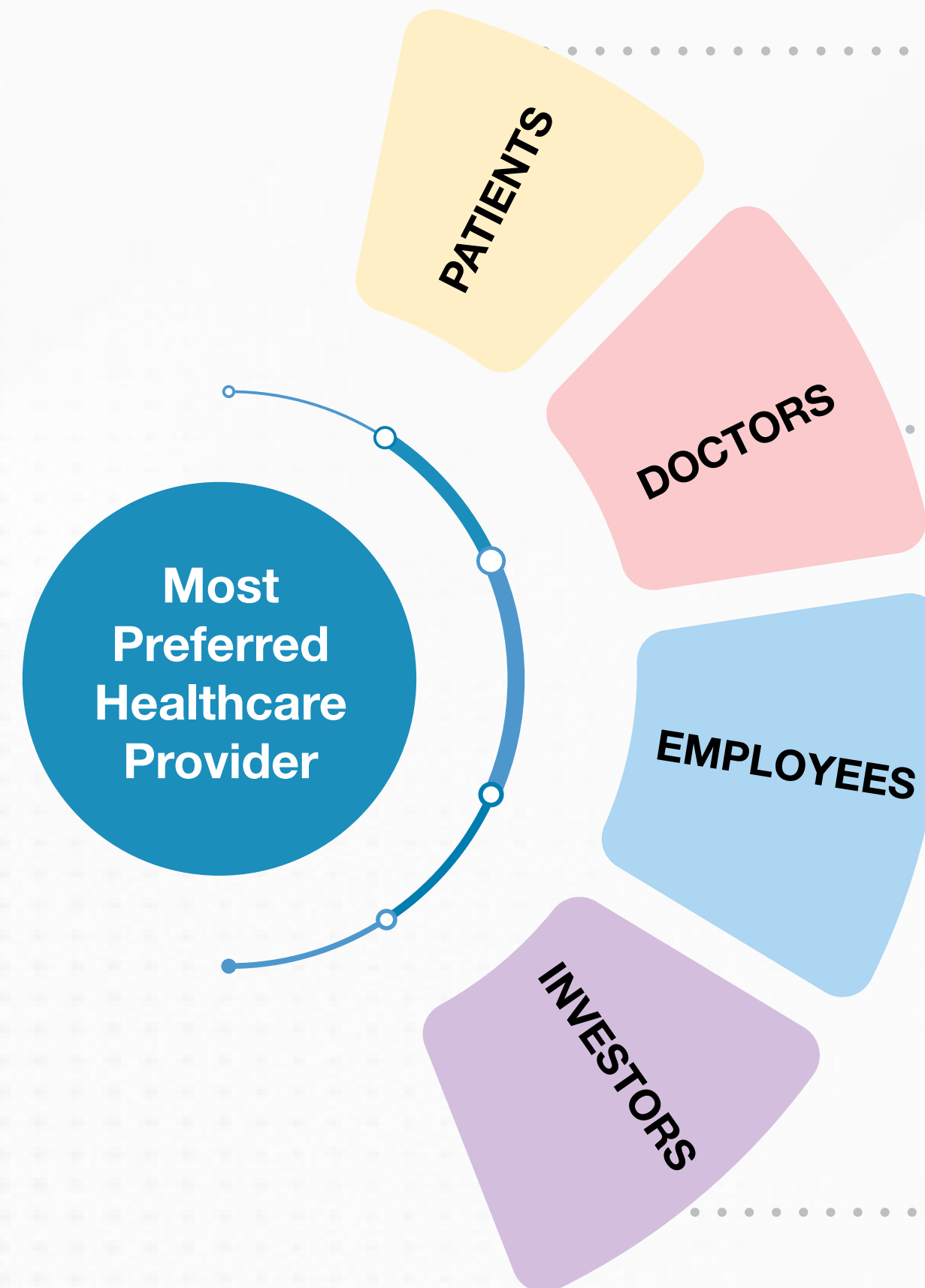
Driven by a Vision

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) 📍
- Thane (Under Construction) 📍

Telangana

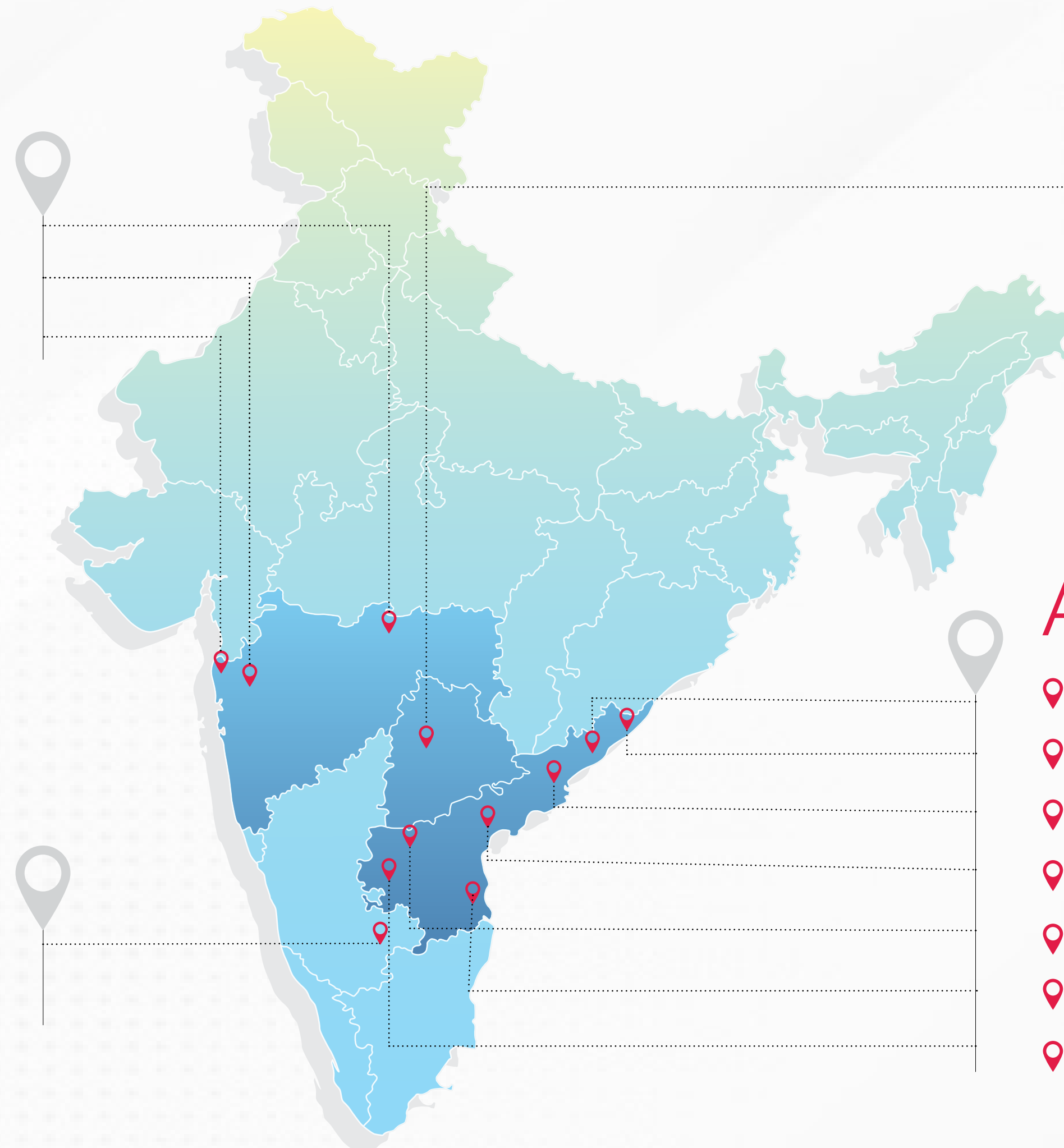
- 📍 Secunderabad (1000)
- 📍 Paradise Circle (290)
(Shifted to Begumpet)
- 📍 Kondapur (200)
- 📍 Gachibowli (237)

Karnataka

- Bengaluru 📍
(Under Construction)

Andhra Pradesh

- 📍 Visakhapatnam (469)
- 📍 Srikakulam (200)
- 📍 Rajahmundry (195)
- 📍 Ongole (350)
- 📍 Kurnool (200)
- 📍 Nellore (250)
- 📍 Anantapur (250)



No. in () Indicates no. of Beds
Map not to scale

Dr. B. Bhaskar Rao - Visionary Behind KIMS

Chairman & 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, Visakhapatnam, 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



Dr. Bhaskara Rao Bollineni
Chairman & Managing Director



Dr. Abhinay Bollineni
Chief Executive Officer



Mrs. Anitha Dandamudi
Whole-time Director



Mr. Adwik Bollineni
Non-Executive &
Non-Independent Director



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



Mr. Venkata Ramudu Jasthi
Independent Director



Mrs. Y. Prameela Rani
Independent Director
Chairman (Stakeholders'
Relationship Committee)



Mr. Ratna Kishore Kaza
Independent Director
Chairman (Nomination &
Remuneration Committee)



Shantanu Rastogi*
Non-Executive Director



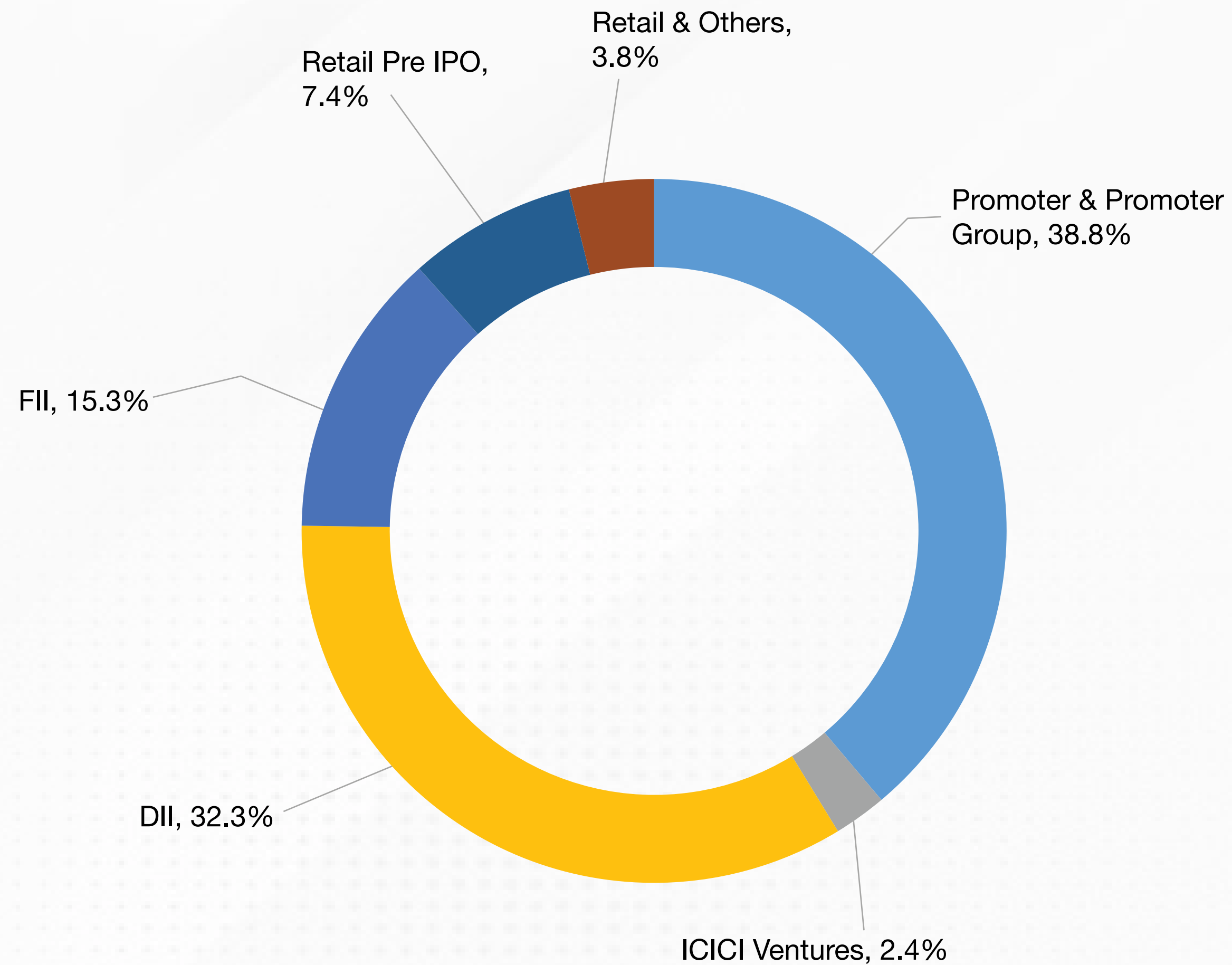
Mr. Pankaj Vaish**
Independent Director,
Chairman (Nomination &
Remuneration Committee)



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

*Resigned as Non-Executive Director on 7th November 2023
**End of tenure as Independent Director from 8th January 2024
***End of tenure as Independent Director from 25th January 2024

Shareholding Pattern - As on 31st December, 2023



Share Holder	No of Shares	Share Holding %	Category
Promoter	3,10,86,304	38.8%	
ICICI Ventures	19,39,393	2.4%	
Sbi Mf	51,33,547	6.4%	DII
Axis Mf	40,37,302	5.0%	DII
Hdfc Mf	32,64,886	4.1%	DII
Mirae Asset Mf	25,38,649	3.2%	DII
Nomura	19,57,629	2.4%	DII
Icici Mf	19,18,065	2.4%	FII
Vanguard Equity Funds	18,09,808	2.3%	DII
Amansa Holdings Private Limited	16,15,302	2.0%	FII
Emerald Investments Limited	15,70,000	2.0%	FII
Hdfc Life Insurance	14,08,303	1.8%	FII

Modern Medical Technology



4-Arm HD da Vinci Robotic Surgical System

Facilitates complex surgeries that are virtually scarless



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



American Accreditation Commission
International (AACI)
Accredited



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



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



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



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



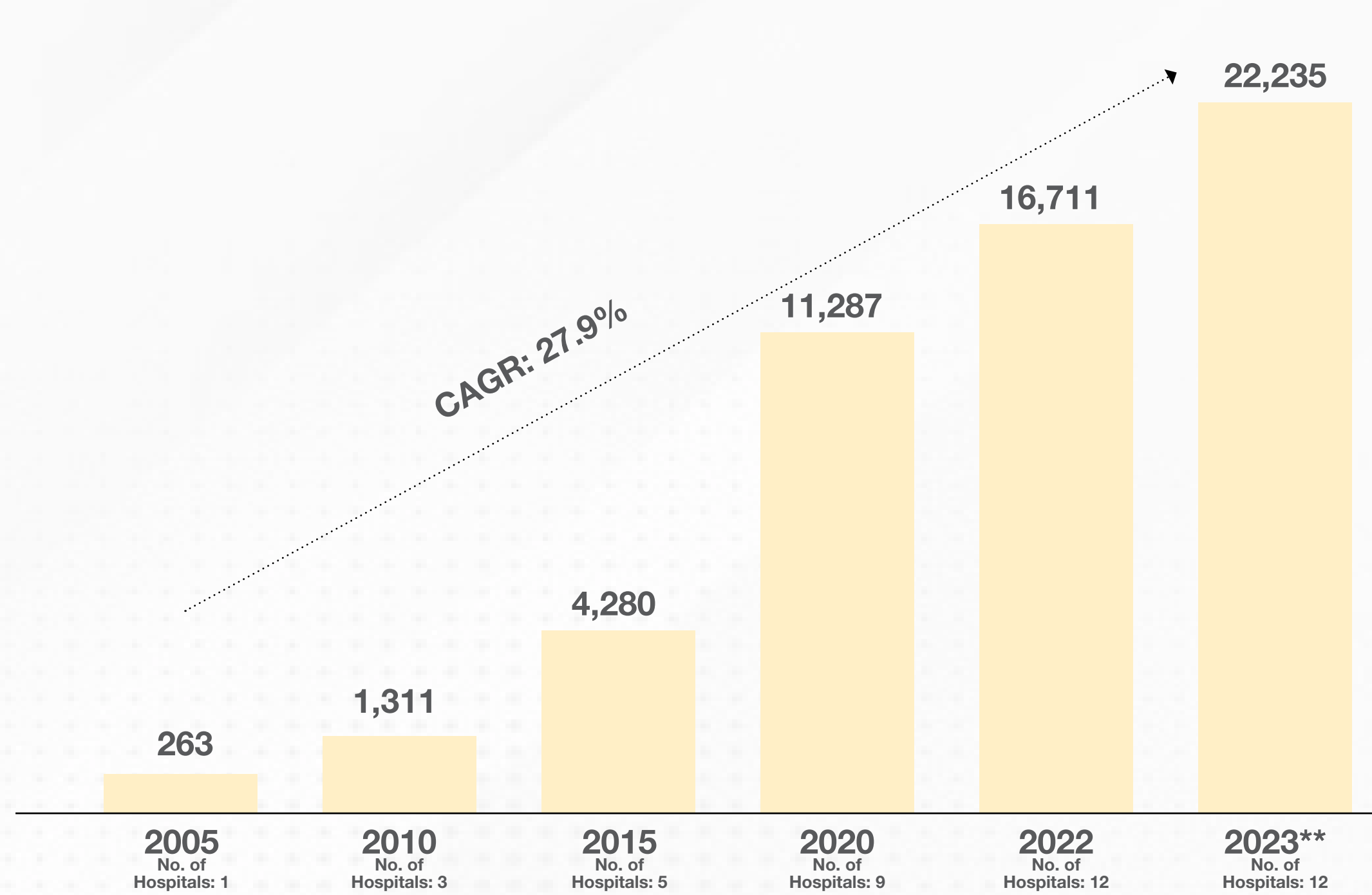
2020
Only Hospital in Telangana
to get NABH Accreditation for
Emergency Department



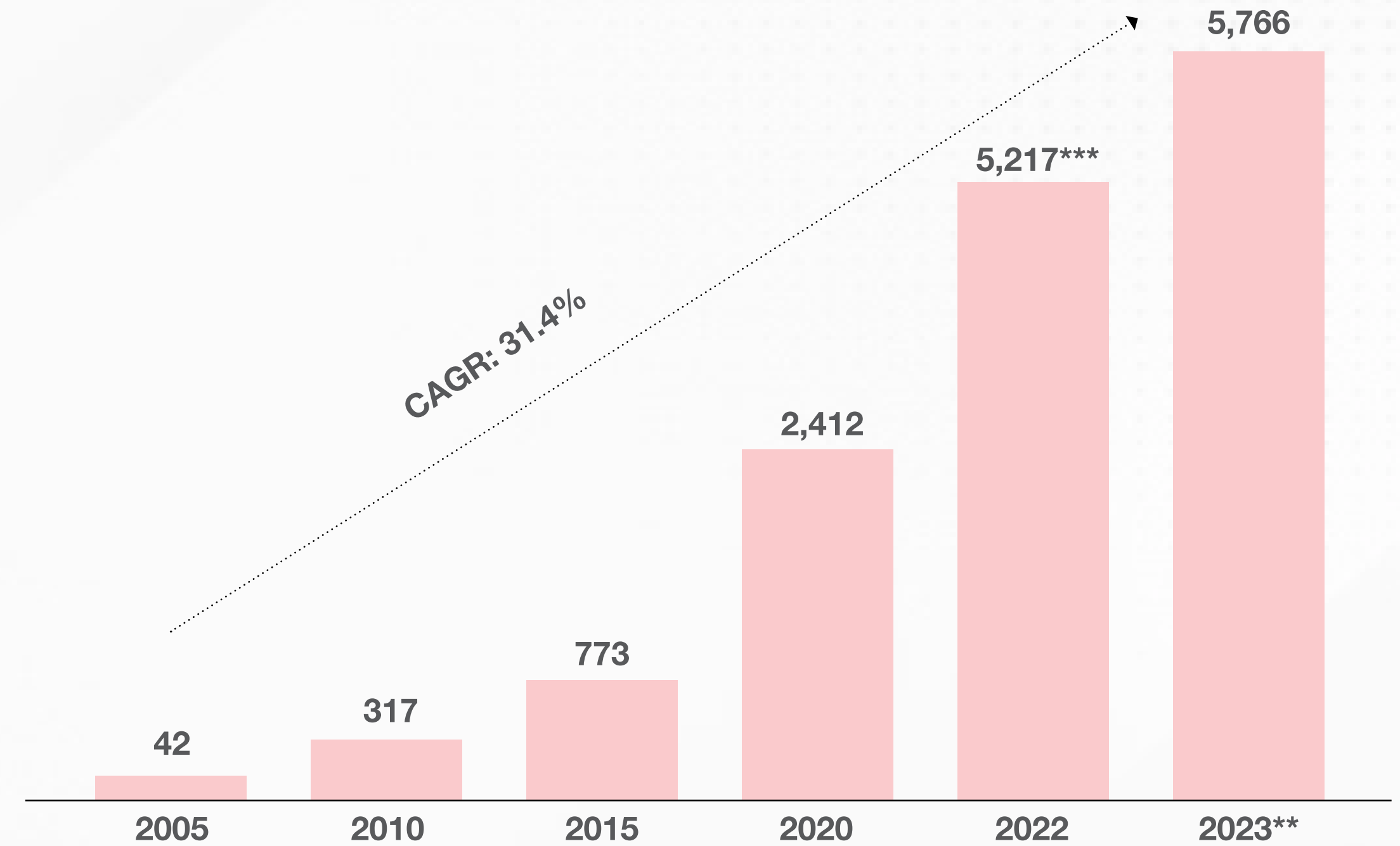
2021
Ranked No.1 in Hyderabad for
Cardiology, Neurosciences,
Nephrology & Emergency
Times Health Survey
Times of India

Consistent Performer over 2 decades

(Rupees in Millions)



Total Revenue



***EBITDA**

*EBITDA before IND AS and other income

**Revenue and EBITDA are including 7 month performance (Sep'22 - Mar'23) of the newly acquired unit at Nagpur

***FY22 EBITDA includes share of profit from JV (Sunshine)

Q3 FY24 Updates

FINANCIAL HIGHLIGHTS

Q3 FY 24 Consolidated

- Gross revenue at INR 6091 Mn, a growth of 7.1% on a YoY and a decline of 7.1% on a QoQ basis.
- EBITDA of INR 1504 Mn, a decline of 4.6% YoY and 16.5% QoQ basis.
- EBITDA margin at 24.7% vs. 27.7% in Q3 FY23 and 27.5% in Q2 FY24.
- EBITDA (excluding Other Income) Margin stands at 24.3%, showing a decline of 2.9% from previous quarter.
- PAT at INR 767 Mn in Q3 FY24 against INR 818 Mn and INR 1013 Mn in Q3 FY23 and Q2 FY24 respectively.
- Consolidated EPS declined by 5.4% on a YoY and 21.9% on a QoQ basis to INR 9
- Conducted 3.92 lakhs OPD consults in Q3 FY24, grown by 2.7% on YoY and declined by 7.3% on QoQ basis.
- Bed occupancy in Q3 FY24 at 72.2%, up by 3.9% on YoY and declined by 4.2% QoQ basis.
- ARPOB decreased marginally to INR 30,741 in Q3 FY24, 3.1% growth YoY and 1.3% decline on QoQ basis.
- Cash and Cash Equivalents at INR 105 Cr in Q3 FY24. Net Debt to Equity ratio at 0.33
- Consolidated Key Financials figures are as follows (Rs in Mn) :

Particulars	Consolidated - FY24 Q3 Results				
	Q3 FY 24	Q2 FY 24	Q3 FY 23	QoQ	YoY
Total Income	6,090.9	6,553.6	5,686.1		
Less : Other Income	32.6	28.8	64.5		
Revenue from Operations	6,058.4	6,524.8	5,621.6	-7.1%	7.8%
PBT*	1,025.7	1,386.4	1,128.2	-26.0%	-9.1%
Add : Interest	124.3	89.1	115.2		
Add : Depreciation	353.8	326.1	332.9		
Reported EBITDA (Including other income) as per Financials	1,503.8	1,801.5	1,576.3	-16.5%	-4.6%
Less : Other Income	32.6	28.8	64.5		
EBITDA before Other Income	1,471.2	1,772.7	1,511.8	-17.0%	-2.7%
EBITDA % to Revenue from Operations	24.3%	27.2%	26.9%		

*PBT are excluding items of:

1) Share of loss of associate of Rs.0.22mn in Q2 FY24 and Rs.1.23mn in Q3 FY24

OPERATIONAL HIGHLIGHTS

Q3 FY 24 Consolidated

- Sunshine and Nagpur units integrating well as per KIMS practices.
- Sunshine Begumpet unit shifted to new owned premises.
- KIMS Cuddles started in Secunderabad Unit.

Particulars	FY24 Q3 Results				
	Q3 FY 24	Q2 FY 24	Q3 FY 23	QoQ	YoY
IP Volumes	47,479	51,115	45,836	-7.1%	3.6%
OP Volumes	3,91,821	4,22,499	3,81,604	-7.3%	2.7%
ARPOB (Rs)	30,741	31,140	29,812	-1.3%	3.1%
ARPP (Rs)	1,28,507	1,27,959	1,22,631	0.4%	4.8%

PROJECT STATUS

- 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.

DIGITAL INITIATIVES

During the last quarter, KIMS continued its digitization journey with a goal of having 100% paperless business processes 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 Grievance Management Application
- Patient Engagement application went live in Anantapur and Kurnool
- Delivered Discount Approval and COO Dashboard application
- Delivered new BI Dashboards for CRM, FC, QMS and Discharge Status
- Delivered application for managing and monitoring Lab Runners
- Delivered EHR HIMS auto indent interfaces
- Delivered HIMS 5.6.3

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. Company is also expecting to sign up Captive Solar Investment in Nagpur SPV as part of non renewal energy source, resulting in reduction in power cost. On the same lines company is also evaluating other locations.

For the period Oct 2023 – Dec 2023:

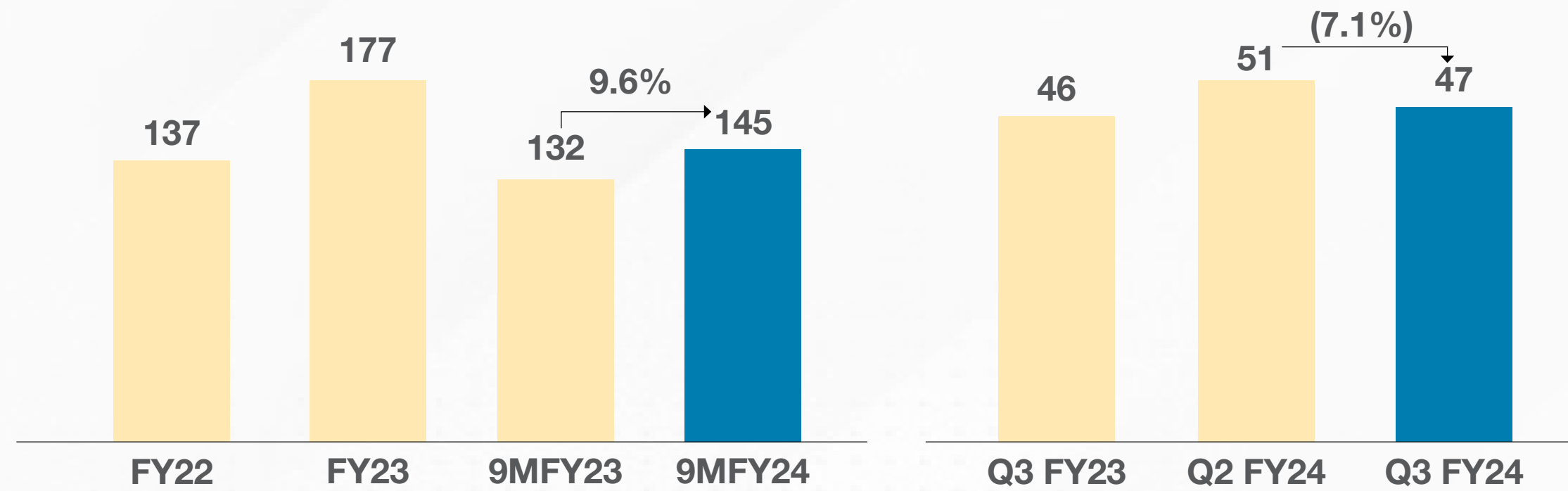
- 19.1% of total energy consumption saved
- INR 60.88 lakhs of total energy cost saving achieved
- 419 tonnes CO2 saved

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

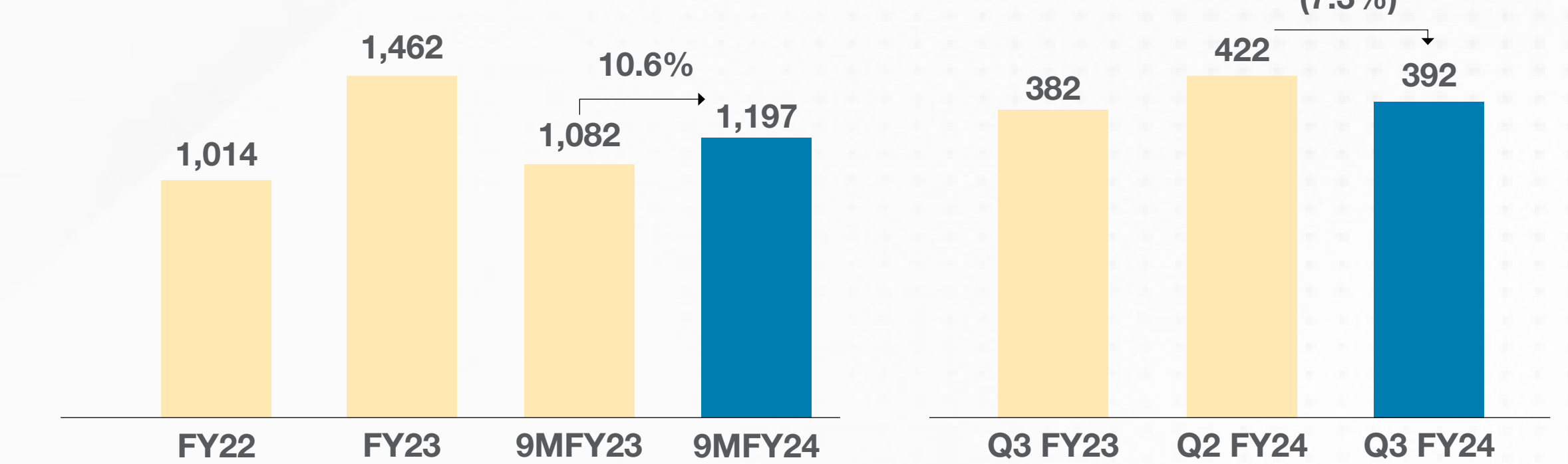
- 7,553 households getting electricity
- 16.94 Lakhs Kms less driven
- 17,179 trees planted

Group Operating Performance - 1/2

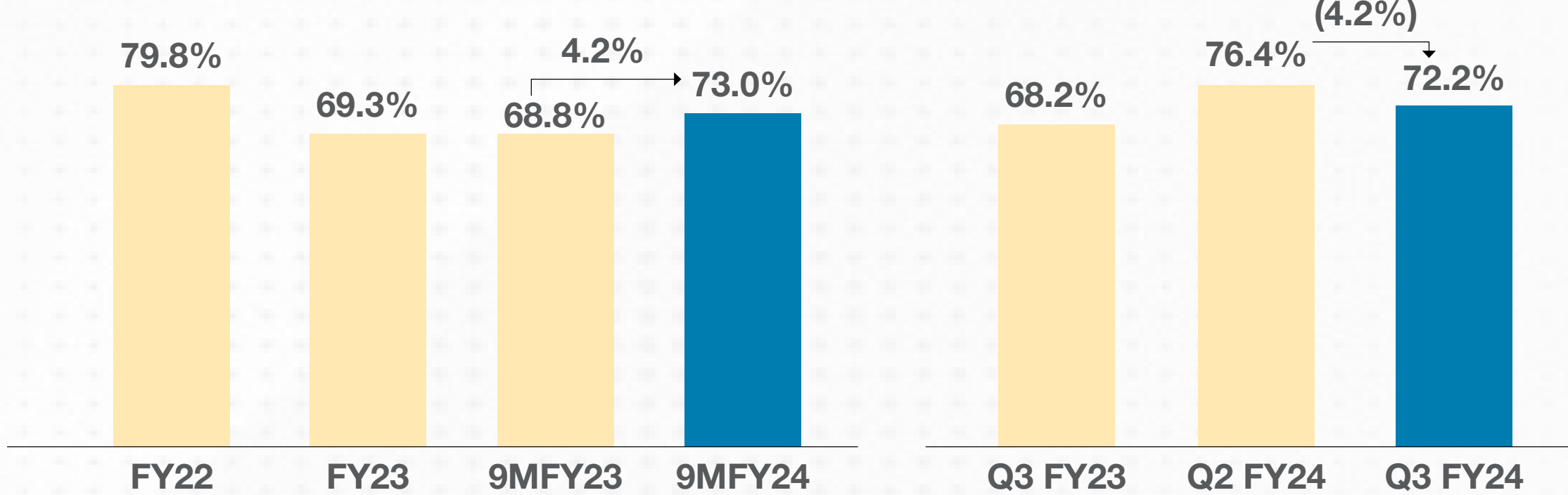
IP VOLUME ('000)



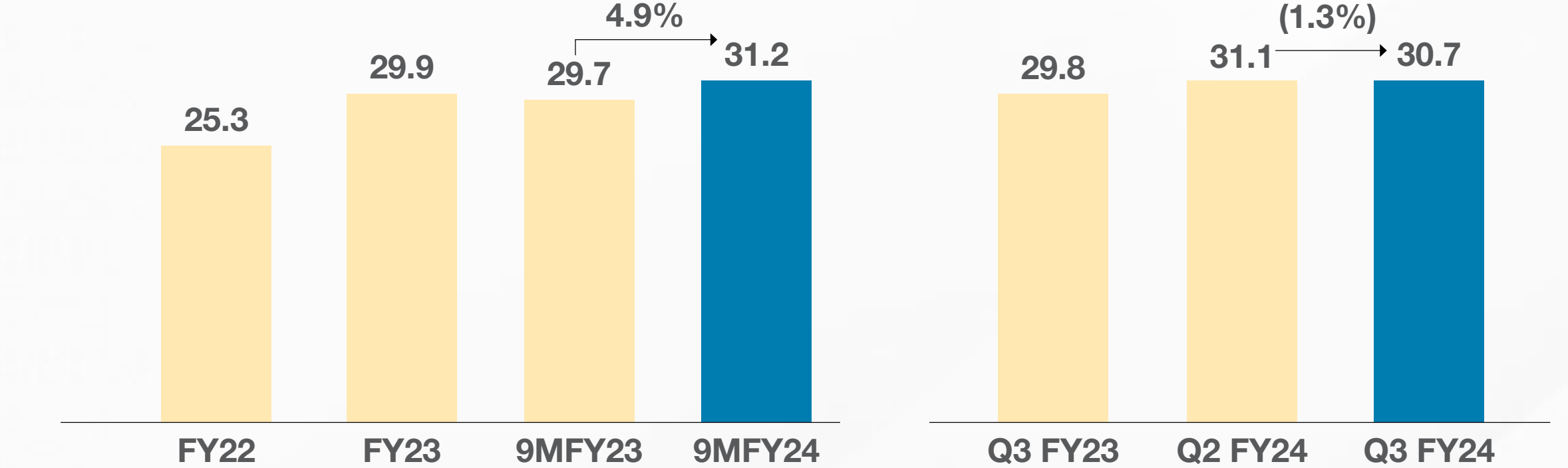
OP VOLUME ('000)



OCCUPANCY*



ARPOB ('000)



*Occupancy % based on operational Census Beds

Group Operating Performance - 2/2

Particulars	FY22	FY23	9M FY23	9M FY24	Q3 FY23	Q2 FY24	Q3 FY24
Bed Capacity	3,064	3,940	4,015	3,975	4,015	3,975	3,975
Operational Beds	2,590	3,468	3,543	3,503	3,543	3,503	3,503
Census Beds	2,246	2,960	3,026	2,989	3,026	2,989	2,989
Non Census Beds	344	508	517	514	517	514	514
Occupied Beds	1,793	2,071	1,733	2,182	2,053	2,283	2,157
Occupancy#	79.8%	69.3%	68.8%	73.0%	68.2%	76.4%	72.2%
IP volume	1,36,731	1,77,181	132,125	1,44,799	45,836	51,115	47,479
OP volume	10,13,759	14,62,439	10,81,589	11,96,707	3,81,604	4,22,499	3,91,821
ARPOB (Rs.)	25,323	29,946	29,723	31,186	29,812	31,140	30,741
ARPP (Rs.)	1,21,232	1,24,187	122,916	1,29,225	1,22,631	1,27,959	1,28,507
ALOS	4.79	4.15	4.14	4.14	4.11	4.11	4.18
Total Revenue(Rs.in Mn)	16,711	22,235	16,427	18,736	5,686	6,554	6,091
EBITDA (Rs.in Mn)	5,361	6,299	4,618	4,907	1,576	1,802	1,504
EBITDA % to Total Revenue	32.1%	28.3%	28.1%	26.2%	27.7%	27.5%	24.7%
PBT* (Rs. in Mn)	4,473	4,701	3,428	3,598	1,128	1,386	1,026
PAT* (Rs. in Mn)	3,343	3,510	2,523	2,647	818	1,013	767

*PBT and PAT are excluding items of:

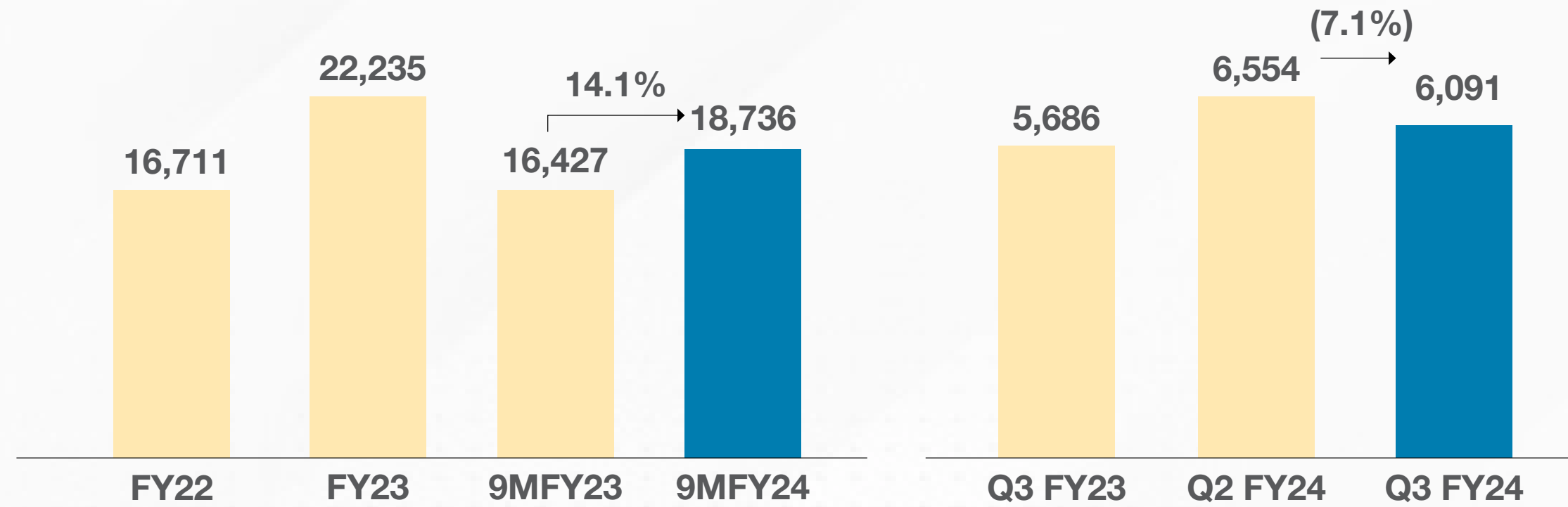
- 1) Associates share of profit of Rs. 95.1 Mn in FY22
- 2) Fair value gain on aquisition of control of Rs. 148.3 Mn in Q2 FY23
- 3) Share of loss of associate of Rs.0.22mn in Q2 FY24 and Rs.1.23mn in Q3 FY24

#Occupancy % based on operational Census Beds

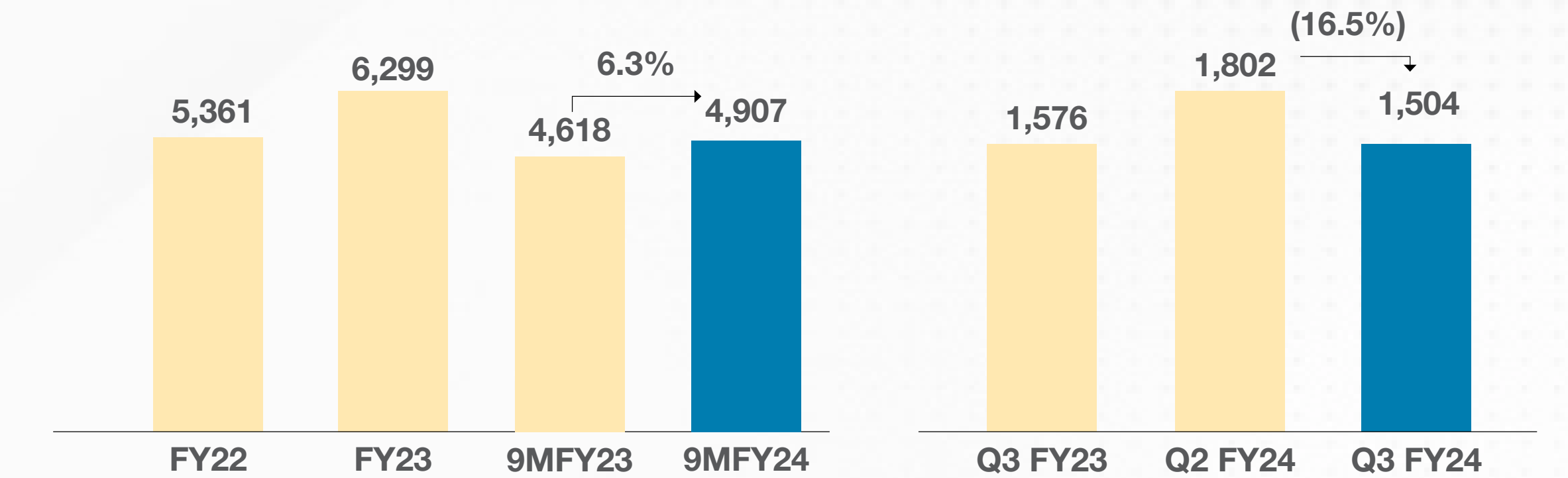
Group Financial Performance

(Rupees in Millions)

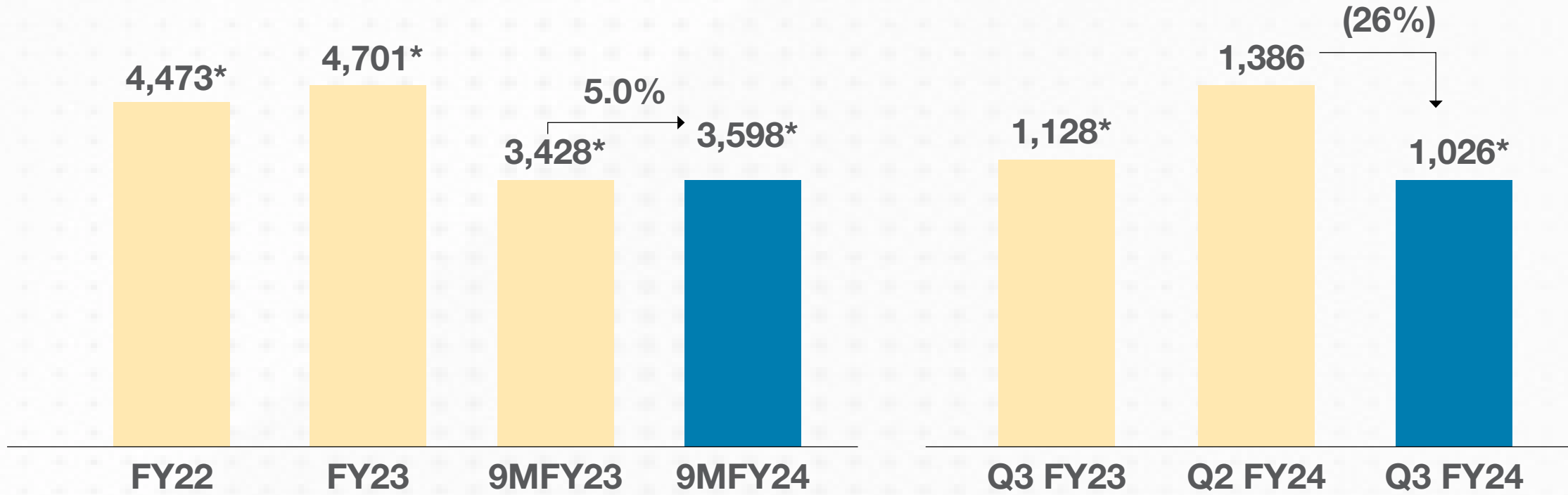
TOTAL REVENUE



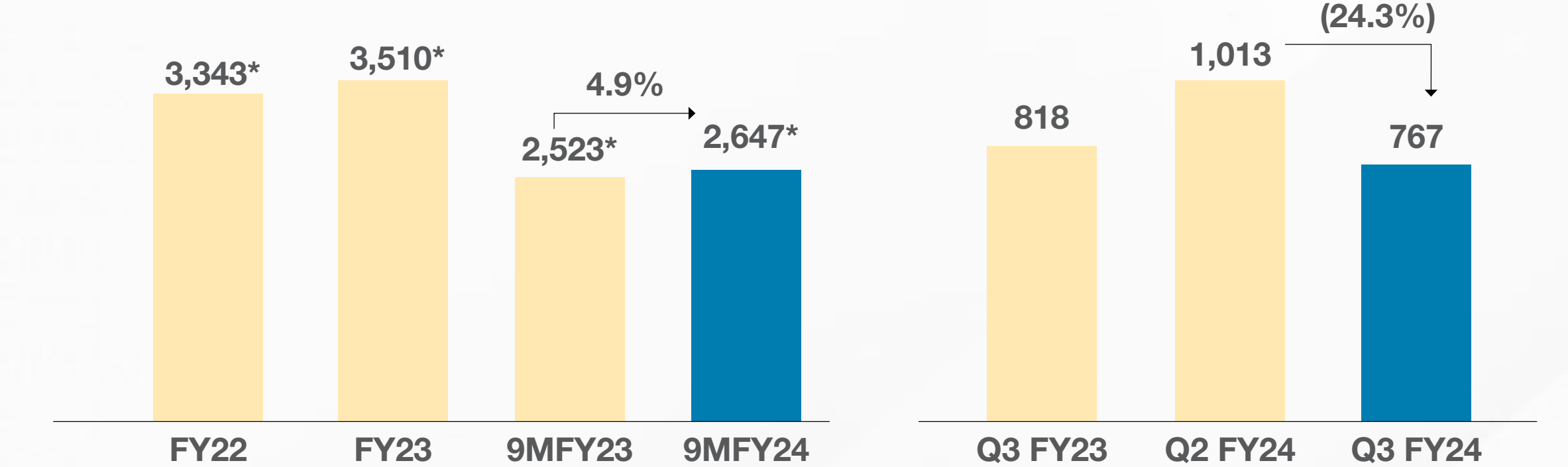
EBITDA



PBT



PAT



*PBT and PAT are excluding items of:

- 1) Associates share of profit of Rs. 95.1 Mn in FY22
- 2) Fair value gain on acquisition of control of Rs. 148.3 Mn in Q2 FY23
- 3) Share of loss of associate of Rs.0.22mn in Q2 FY24 and Rs.1.23mn in Q3 FY24

Particulars	Telangana (KIMS)						Andhra Pradesh (KIMS)					
	FY22	FY23	Q3 FY23	Q2 FY24	Q3 FY24	9M FY24	FY22	FY23	Q3 FY23	Q2 FY24	Q3 FY24	9M FY24
Bed Capacity	1,200	1,200	1,200	1,200	1,200	1,200	1864	1879	1879	1914	1914	1914
Operational Beds	1,035	1,085	1,085	1,085	1,085	1,085	1555	1606	1606	1641	1641	1641
Census Beds	856	906	906	906	906	906	1390	1441	1441	1470	1470	1470
Non Census Beds	179	179	179	179	179	179	165	165	165	171	171	171
Occupied Beds	642	644	614	667	654	651	1,151	1,107	1,131	1,238	1,146	1,180
Occupancy	75.0%	71.5%	67.8%	73.7%	72.2%	68.7%	82.8%	77.5%	78.5%	84.2%	78.0%	80.2%
IP volume	53,567	59,077	14,525	16,038	14,920	38,174	83,164	88,092	22,388	24,939	23,408	71,067
OP volume	4,35,663	5,60,936	1,42,178	1,52,626	1,41,689	3,56,221	5,78,096	6,30,178	1,60,707	1,76,315	1,67,496	5,02,907
ARPOB (Rs.)	46,745	46,601	47,872	50,268	48,712	49,836	13,376	14,687	14,779	15,491	15,469	15,567
ARPP (Rs.)	2,04,519	1,85,540	1,86,166	1,92,449	1,96,546	1,95,584	67,585	67,339	68,675	70,741	69,673	71,055
ALOS	4.38	3.98	3.89	3.83	4.03	3.92	5.05	4.58	4.65	4.57	4.50	4.56
Total Revenue (Rs. in Mn)	11,066	11,096	2,739	3,092	2,914	8,898	5,645	5,952	1,543	1,768	1,634	5,060
EBITDA (Rs. in Mn)	4,107	3,710	875	979	840	2,745	1,254	1,445	383	442	316	1,135
EBITDA % to Total revenue	37.1%	33.4%	31.9%	31.7%	28.8%	30.8%	22.2%	24.3%	24.8%	25.0%	19.3%	22.4%

Intercompany eliminations and dormant units are adjusted in Telangana

1) Telangana - Secunderabad and Kondapur

2) AP Assets - Nellore, Rajahmundry, Srikakulam, Ongole, Visakhapatnam, Anantapur and Kurnool

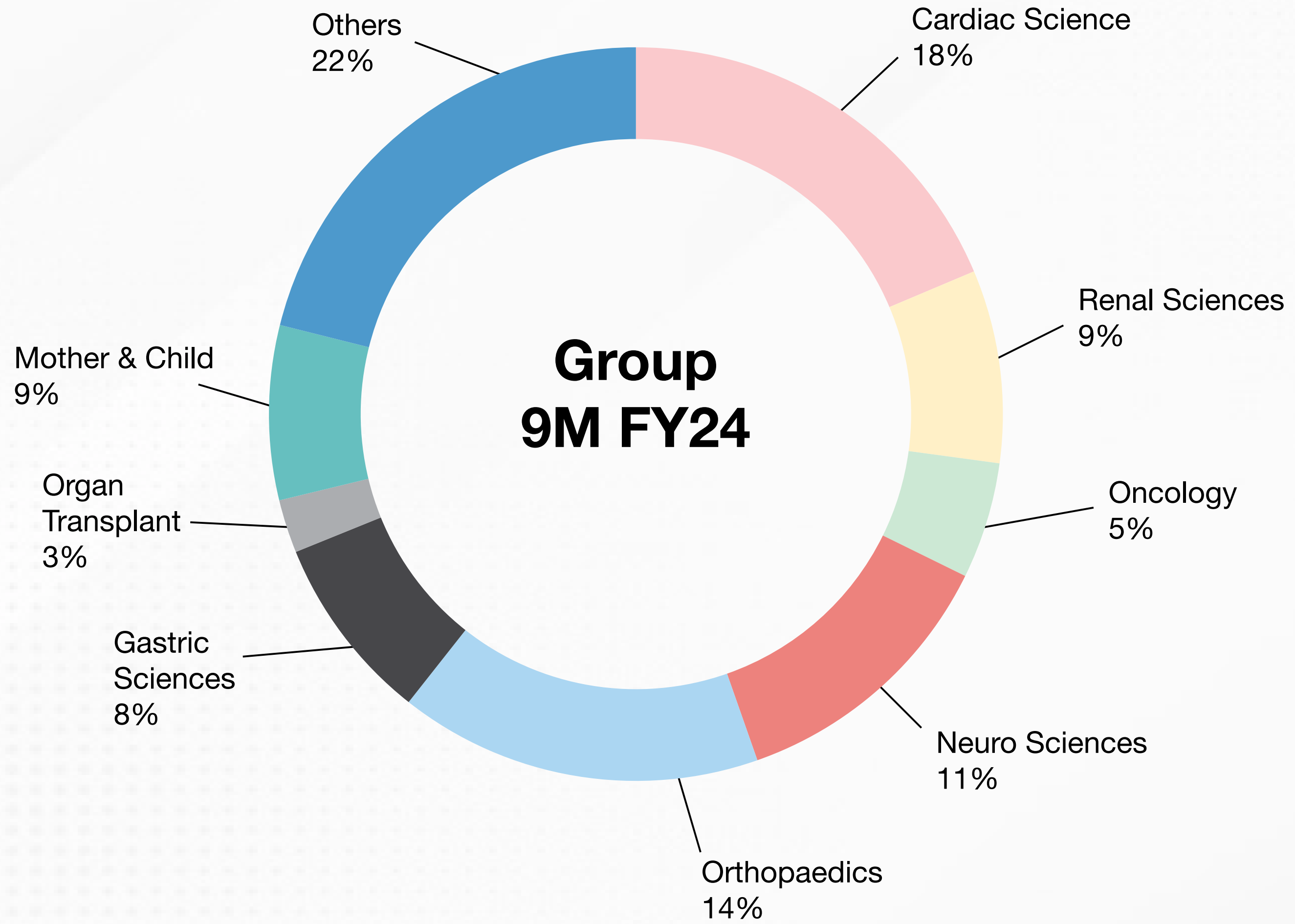
Operational and Financial Performance - 2/2 Sunshine, Nagpur & Group

Particulars	Sunshine					Nagpur					Group					
	FY23	Q3 FY23	Q2 FY24	Q3 FY24	9M FY24	FY23**	Q3 FY23	Q2 FY24	Q3 FY24	9M FY24	FY22	FY23	Q3 FY23	Q2 FY24	Q3 FY24	9M FY24
Bed Capacity	527	602	527	527	527	334	334	334	334	334	3,064	3,940	4,015	3,975	3,975	3,975
Operational Beds	527	602	527	527	527	250	250	250	250	250	2,590	3,468	3,543	3,503	3,503	3,503
Census Beds	418	484	418	418	418	195	195	195	195	195	2,246	2,960	3,026	2,989	2,989	2,989
Non Census Beds	109	118	109	109	109	55	55	55	55	55	344	508	517	514	514	514
Occupied Beds	182	171	221	204	203	137	137	157	153	144	1,793	2,071	2,053	2,283	2,157	2,182
Occupancy	39.5%	36.3%	52.8%	48.7%	48.5%	70.4%	70.4%	80.4%	78.7%	74.0%	79.8%	69.3%	68.2%	76.4%	72.2%	73.0%
IP volume	20,788	4,730	6,066	5,402	16,660	9,224	4,193	4,072	3,749	11,043	1,36,731	1,77,181	45,836	51,115	47,479	1,44,799
OP volume	2,05,697	51,345	57,043	51,688	1,58,814	65,628	27,374	36,515	30,948	98,401	10,13,759	14,62,439	3,81,604	4,22,499	3,91,821	11,96,707
ARPOB(Rs.)	63,844	65,436	60,765	56,979	61,837	29,597	29,413	31,535	33,348	33,193	25,323	29,946	29,812	31,140	30,741	31,186
ARPP(Rs.)	2,04,371	2,13,137	2,03,576	1,97,608	2,07,013	93,448	88,538	1,11,745	1,25,508	1,19,231	1,21,232	1,24,187	1,22,631	1,27,959	1,28,507	1,29,225
ALOS	3.20	3.26	3.35	3.47	3.35	3.16	3.01	3.54	3.76	3.59	4.79	4.15	4.11	4.11	4.18	4.14
Total Revenue(Rs.in Mn)	4,304	1,031	1,240	1,072	3,460	884	372	455	471	1,318	16,711	22,236	5,686	6,554	6,091	18,736
EBITDA (Rs.in Mn)	1,078	302	323	268	864	66	17	57	80	163	5,361	6,299	1,576	1,802	1,504	4,907
EBITDA % to Total Revenue	25.0%	29.3%	26.1%	25.0%	25.0%	7.5%	4.4%	12.5%	16.9%	12.4%	32.1%	28.3%	27.7%	27.5%	24.7%	26.2%

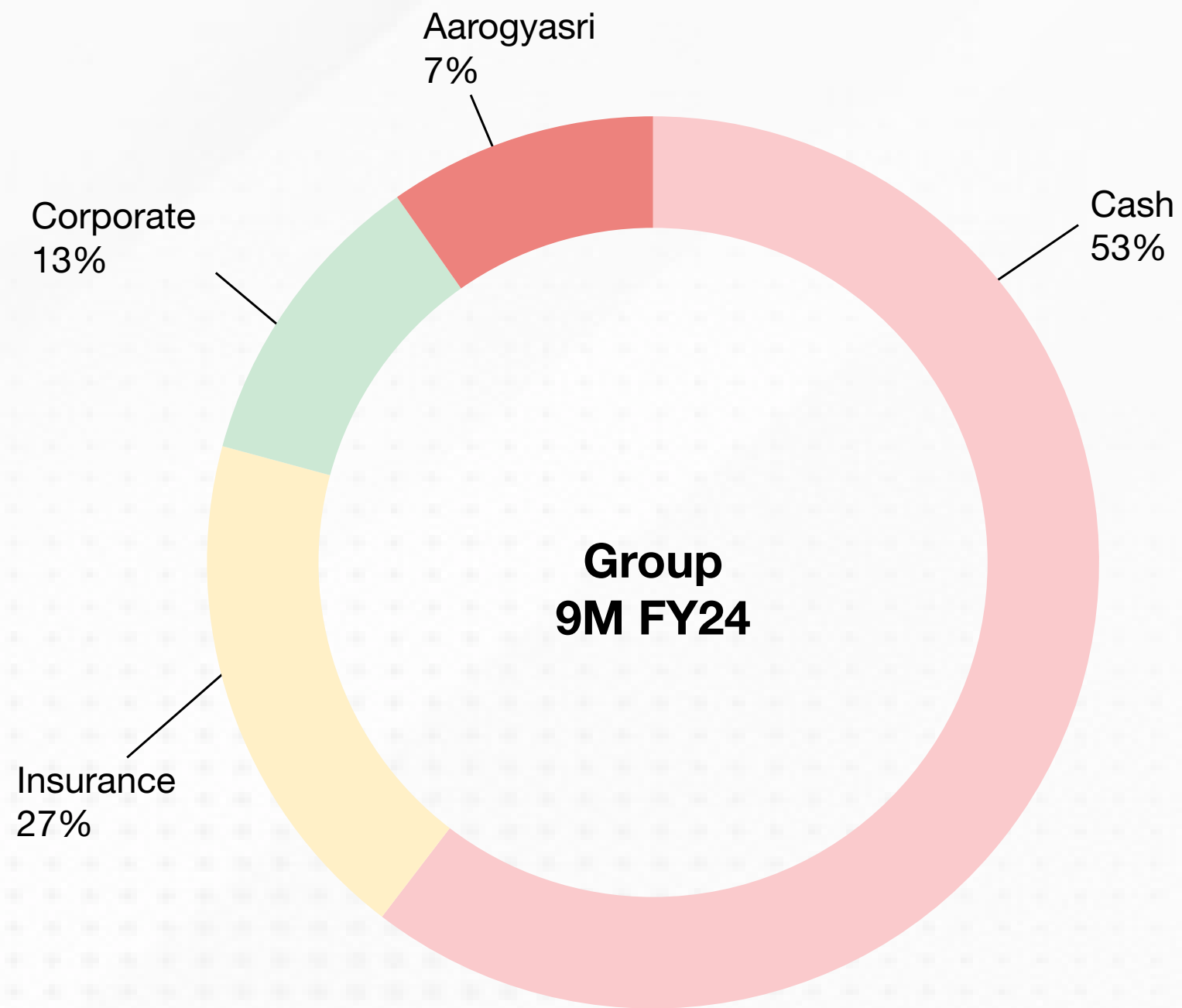
1) Sunshine - Paradise, Gachibowli, Karimnagar (Sold in November 22)

2) **Nagpur - Started operations from September 2022

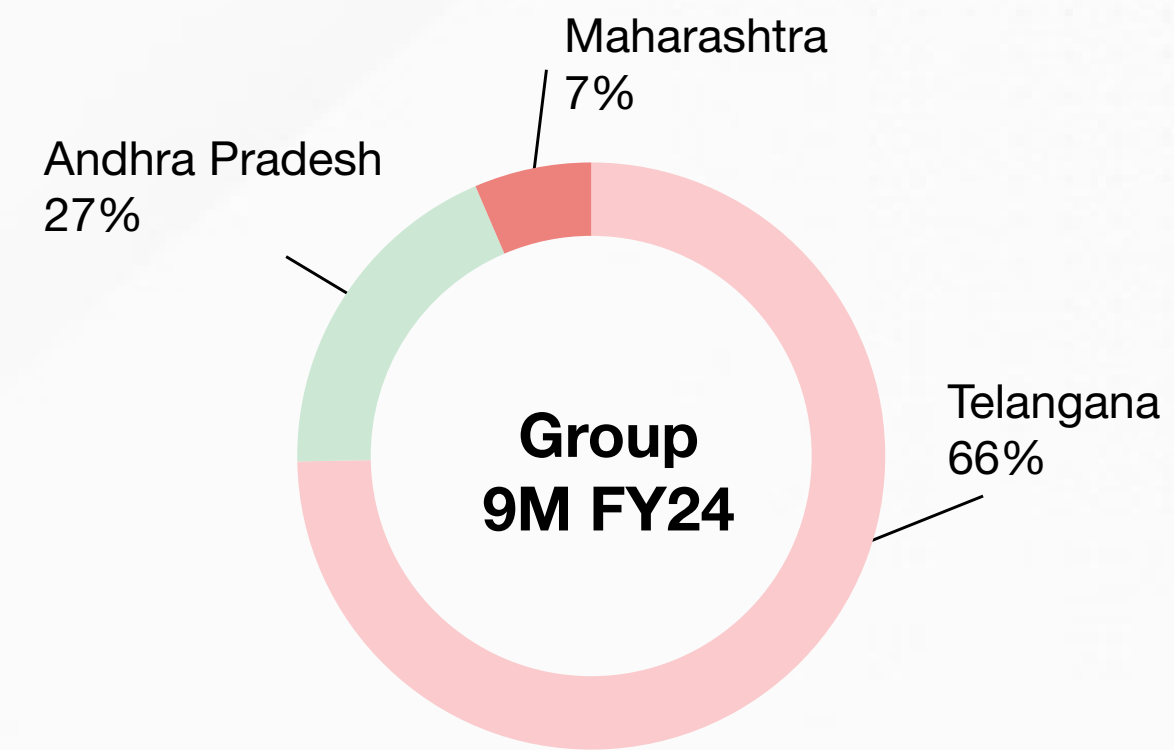
Speciality Mix



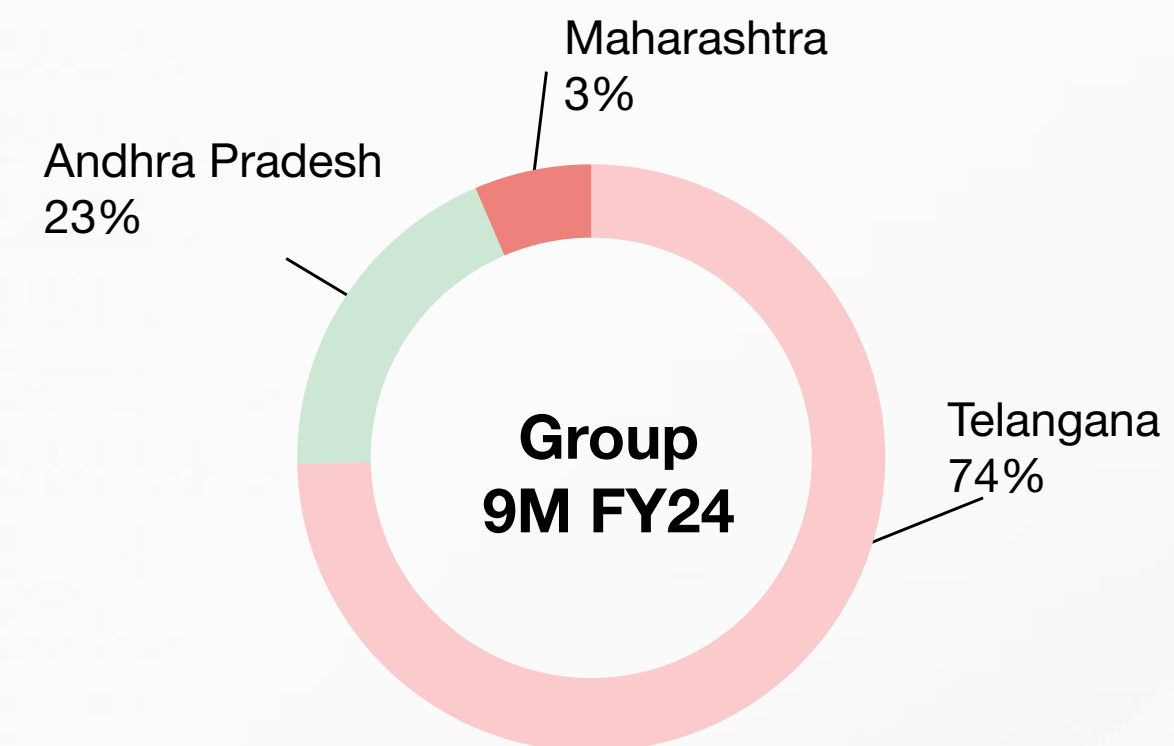
PAYOR MIX



CLUSTER TOTAL REVENUE



CLUSTER EBITDA



1) Telangana - Secunderad , Kondapur, Paradise & Gachibowli
 2) Andhra Pradesh - Nellore, Rajahmundry, Srikakulam, Ongole, Visakhapatnam, Anantapur and Kurnool
 3) Maharashtra - Nagpur

Took 10 days for docs, nurses to grasp sign lang

From P1

Dr Aparna Chandrasekaran, clinical director of neonatology at KIMS, said, "Initially Raj Kumar communicated with us by writing in English. But he could not come to the hospital regularly and we were talking to him via video calls. A relative who knew sign language acted as the interpreter as it was important for us to let both parents know the medical processes the baby was undergoing and the care they needed to take." After a while, the translator too was unavailable.



"We felt we needed to communicate directly with both parents as they would become jittery when we would try and tell them about certain tests," Dr Aparna explained. "These were routine tests but they often felt anxious, which is when the father offered to teach us sign language."

D Sujata, shift in-charge of the ward, said, "He taught us the alphabet, the calendar and other basics quickly. Over time, we also learned other things by communication with both parents on a daily

Dr Arvind Lochani, consultant doctor in the neonatal unit, says priority at this juncture is maintaining the health and nutrition of the baby, things the parents "are doing well"

basis."

It took about ten days for three doctors, four junior doctors, and four nurses caring for the baby to grasp sign language by themselves. "Some of our doctors and nurses were so good at understanding sign language that they taught it to other members of the team. The best part was that the parents are relieved and they are raising a normal child," Dr Aparna said.

According to Dr Arvind Lochani, consultant doctor in the neonatal unit, the priority at this juncture is maintaining the health and nutrition of the baby, things the parents "are doing well".

The couple Bhagyamma and Marri Raj Kumar sent a message to TOI stating, "Our daughter is healthy. We have the confidence that we know all the procedures to look after our daughter. We are confident that we will raise her to be a healthy person now."

ECMO saves the life of an 11-month-old baby in KIMS Cuddles

DECCAN NEWS SERVICE
HYDERABAD

KIMS Cuddles Gachibowli doctors treated an 11-month-old baby with ECMO support to save her life. This is one of the rare cases where an 11-month-old baby with pneumonia was treated successfully on ECMO.

Dr.Suman Lingabathina, Lead Consultant Paediatric Intensivist, explained the entire situation and details. Anvika, an 11-month-old baby with severe H1N1 pneumonia, was treated in a private hospital with ventilation as support.was then referred to KIMS Cuddles, Gachibowli

for ECMO support she was unable to maintain oxygen levels on ventilator support. Dr. Suman Lingabathina, lead Consultant Pediatric Intensivist, and Dr. Alekhya, consultant pediatric intensivist, treated the child. As a result of ECMO support, the child's condition stabilized. After 22 days of ECMO, the baby spent another 10 days in intensive care. Finally, she was in good health discharged. In critical situations where the lungs are unable to function properly, ECMO can take over the lung function by removing carbon dioxide and taking up oxygen, allowing the lungs to rest and recover. This treatment is typ-



ically offered when heart or lung function is severely compromised and conventional treatment methods are not sufficient. It is performed on patients of all ages and has become increasingly utilized during the H1N1 and Covid-19 pandemics. ECMO support for pediatric patients has been

widely accepted and available in Western countries for years. However, in India, it is not utilized to the extent needed. Providing ECMO support to children is a challenging job, and it requires a dedicated team of pediatric intensive care doctors, a senior nursing team, ECMO perfusionists, and advanced laboratory facilities and equipment. KIMS Hospital Gachibowli has all the necessary facilities and a dedicated team to manage sick babies. KIMS was the first hospital to start ECMO services in 2012 and has done the most number of cases so far in Telugu states.

Belly cancer therapy used to treat 72-year-old ovarian cancer patient

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Nagpur: An oncologist successfully used pressurized intraperitoneal aerosol chemotherapy (PIPAC), generally used in abdomen malignancy, to treat a 72-year-old woman with ovarian cancer.

Just like inhalers deliver the drug directly into the lungs, PIPAC gives chemotherapy in the form of a pressurized aerosol or spray into the abdominal cavity. It is a safe method. It has fewer side effects than regular chemotherapy, which leads to hair loss or spots on the body. A low dose is delivered as organs are close to the spray.

"PIPAC is a new treatment technique which is safe, and many patients handle it well. It is most often used for end-stage peritoneal cancer in the thin layer of the tissue that lines your abdomen (belly) and covers most of the organs in it. You

PIPAC is a new treatment technique which is safe, and many patients handle it well. It is most often used for end-stage peritoneal cancer in the thin layer of the tissue that lines your abdomen and covers most of the organs in it
DR KRUNAL KHOBRAGADE | ONCOLOGIST

usually get it when cancer in your digestive system or female reproductive organs spreads," said Dr Krunal Khobragade, consultant oncologist at KIMS-Kingsway Hospitals.

The woman had ovarian cancer: "This cancer spreads more in the peritoneum (thin membrane lining the abdomen cavity). As a first line of treatment, conventional chemotherapy through saline is given. But some patients don't

respond to it because of the advanced disease. Hence, we give the chemotherapy directly inside the abdomen," he said.

The elderly patient was administered two cycles of chemotherapy without much relief. "Like tablets don't reach lungs while inhalers are effective for asthma patients, PIPAC is a good option for those who have been given chemotherapy without success, advanced disease or relapse. This is the first time such a procedure has been done in Nagpur and Central India for advanced cancer with peritoneal spread," he said.

PIPAC is a day care procedure but since she was suffering from Stage III cancer, the doctors had to admit her.

First choice is always systemic chemotherapy in which medicine is delivered to every part of the body. "But ovarian, gastric and colorectal and peritoneal cancer patients are recommended PIPAC," he said.

Remarkable Surgery in Rayalaseema: 9 cm Stone Removed from Six-Year-Old's Urinary Tract

DECCAN NEWS SERVICE
KURNOOL

In a rare case for Rayalaseema, a six-year-old boy faced a significant medical challenge with a 9 cm stone in his urinary tract. Doctors at Kim's Hospital in Kurnool, under the Arogyasree scheme, successfully performed a complex surgery to remove the stone, a first in the region.

Dr. Y. Manoj Kumar, Senior Consultant Urologist, shared details of the case where the boy, hailing from Kurnool district, presented with high fever and blood in urine. A CT scan confirmed a large stone causing a kidney infection. The 9 cm stone, obstructing the ureter, posed a unique and complicated situation.

The medical team initially



implanted a stent to address the infection. After two weeks of successful infection control, they performed a meticulous surgery to remove the entire stone. The boy's urination is now normal, and further analysis of the stone will determine preventive measures.

Dr. Manoj Kumar highlighted the significance of this case, noting it as the first occurrence of such a large stone in Rayalaseema among young children. Importantly, the surgery was conducted entirely free of cost under the Arogyasree scheme.

A ward in Hyd hosp 'signs' up to save deaf-mute couple's child, successfully

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Hyderabad: Doctors at a hospital in Hyderabad broke through the 'sound barrier' to save the life of a newborn. In a rare case, all the doctors and nurses of the neonatal ward taught themselves sign language to communicate with a deaf-mute couple who had been able to conceive a child after multiple cycles of infertility treatment.

The couple, Marri Bhagyamma (47), a homemaker, and Marri Raj Kumar (55), a central government employee, had premature twins weighing less than a kg. While the

10-DAY 'COURSE' IN SIGN LANGUAGE



Doctors and nurses pose with the baby at Kims Hospital ward

► Marri Bhagyamma, 47, and Marri Raj Kumar, 55, came to KIMS, Kondapur with their prematurely born daughter after they lost her twin

► Over 10 days, 3 doctors, 4 junior doctors, and 4 nurses learnt to communicate with the mom through sign language

► Baby girl discharged at 1.8kg, parents say they are confident now they can care for their daughter as advised

son died, leaving the couple distraught, the daughter was hospitalised for 76 days because of multiple complications.

Doctors at KIMS, Konda-

pur understood despite the initial communication glitches that this was the couple's last chance to experience the joys of parenthood and did not

give up on the little girl. If it meant teaching themselves the language of a soundless world, they would do so.

The doctors told TOI that the mother had high blood pressure during pregnancy and blood flow was insufficient in the womb. After delivery, the girl needed to be kept under observation for two months. She was discharged recently weighing 1.8 kg, with no birth anomalies, but she left behind an army of doctors and nurses who can tell you in sign language which supplements to take and which foods to avoid.

► Continued on P3

Key Achievements in Q3 FY24

Six-year-old girl recovers from multiple organ failure

Doctors Santhosh Kumar Routhu, head of the department of paediatric intensive care unit, Nikhil Tenneti, chief neonatologist and head of the department of neonatology of KIMS Cuddles Hospital lead the rescue operation



Parents of the child along with doctors in Visakhapatnam

RANI DEVALLA
VISAKHAPATNAM

A six-year-old girl, who battled multiple organ failure, was rescued by a team of doctors.

Doctors Santhosh Kumar Routhu, head of the department of paediatric intensive care unit, Nikhil Tenneti, chief neonatologist and head of the department of neonatology of KIMS Cuddles Hospital led the rescue operation.

The girl developed symptoms like fever, breathing difficulties, and vomiting and her deteriorating health necessitated immediate ventilator support. She was admitted to KIMS Cuddles Hospital's paediatric intensive care unit (PICU) and placed on mechanical ventilation. After some emergency tests, the doctors diagnosed that the girl developed a severe blood infection Sepsis caused due to street food consumption.

Her condition required broad spectrum antibiotics.

intensive care, SensorMedics a high-frequency oscillation as rescue ventilation. The girl required multiple medications to manage her rapidly falling BP. However, the medical team meticulously managed her fluid levels and inotropes, tailoring treatment to counter myocardia dysfunction.

The advanced approach coupled with meticulous adjustments and rigorous monitoring, eventually saw her returning to normalcy after a battle spanning 20 days wherein she encountered various complications including kidney injury, anaemia, low platelets, and electrolyte imbalances. Rehabilitation efforts, encompassing physiotherapy and nutritional support, are underway to ensure her holistic recuperation, explained Dr. Santhosh Kumar and Dr Nikhil.

The collective efforts of the doctors aided the girl to overcome severe health complications and recover from her condition.

Miracle Twins Triumph Over Prematurity: 27-Week Delivery Sees Happy Ending

DECCAN NEWS SERVICE
VISAKHAPATNAM

A remarkable story of medical expertise and resilience recently unfolded at KIMS Cuddles, Visakhapatnam when a pair of twins arrived at just 27 weeks gestation. Delivering twins at such an early stage is always a high-risk endeavor, but for these tiny fighters, it marked the beginning of a miraculous journey.

Born through a successful vaginal delivery by Dr. Shilpa Reddy, an Obstetrician and Gynaecologist, the twins weighed a mere 770 grams and 940 grams respectively. Their premature arrival placed them in immediate need of specialized care. Under the watchful eye of Dr. Nikhil Tenneti, Chief Neonatologist and HOD, and his dedicated team, the twins faced a multitude of challenges.

Both infants required ventilatory support at birth, battling hyperglycemia, anemia, and feed intolerance. Each hurdle they overcame was a testament to their inherent strength and the tireless efforts of the medical team. Thankfully, they remained free from major complications like Retinopathy of Prematurity (ROP) affecting vision, Intraventricular hemorrhage (IVH) and



ability to overcome the odds. "This case is a true inspiration," declared Dr. Tenneti. "It showcases the immense potential of premature babies and the critical role of specialized care in their survival and development. We are immensely proud of the progress these twins have made and are confident they will continue to thrive."

The story of these twins serves as a beacon of hope for families facing the daunting prospect of premature birth. It underscores the incredible achievements possible through compassionate medical care and the innate strength of newborns. As these little miracles embark on their journey outside the NICU, they leave behind a story of medical triumph and a testament to the enduring power of life.

KIMS Saveera staff saves woman with tracheal stenosis

HANS NEWS SERVICE
ANANTAPUR

KIMS Saveera Hospital doctors saved a woman, who developed tracheal stenosis that leads to severe breathlessness and stridor, with an emergency operation in Anantapur. Providing the details at a press meet here on Saturday, Consultant Interventional Pulmonologist Dr Yashovardhan Mangisetty said that a 30-year-old woman accidentally consumed poison and was intubated in a hospital somewhere in Bangalore. Two months after getting discharged from the hospital, she had severe respiratory distress. She came to KIMS Saveera Hospitals with severe breathlessness and stridor. The doctors did



KIMS Saveera Hospital doctors with the patient in Anantapur

an emergency surgery under general anaesthesia and she was discharged the next day in stable condition.

Dr Yashovardhan Man-

gisetty advised people to seek medical attention immediately, if they experience symptoms of tracheal stenosis.

10-month-old child undergoes liver transplant in city hospital

Staff Reporter

LIVER transplant has been successfully performed on a 10-month old infant at a city hospital. The grandfather of the child emerged as the unlikely hero, willingly offering a part of his liver. This is probably the first case like this in Central India.

From the moment of her birth, a shadow of doom loomed over the child. Afflicted with a fatal genetic defect hindering her liver's ability to process bile, she began a journey marked by jaundice and gradual deterioration. The diagnosis revealed Crigler-Najjar Syndrome (A rare autosomal recessive inherited disorder), an exceptionally rare condition affecting only 1 in 10 lakh children, where the majority succumb before reaching 2 years of age. The only hope is liver transplantation.

In the case of this 10-month old infant, her mother's blood group was mismatched, and her father was deemed unfit to donate. In a turn of fate, her blood group matched with that of her grandfather's. He donated his liver. Thus, she underwent a living donor liver transplant



Family members with the 10-month-old baby.

at KIMS-Kingsway Hospitals. Recognising the family's dire need, the hospital stepped forward, sponsoring the procedure almost entirely and reaffirming its commitment to caring for the people of the region.

This 10-month-old weighing merely 6.4 kg, undergone liver transplant procedure that lasted for a gruelling 10 hours. A multidisciplinary team, comprising surgeons, anaesthetists, paediatricians, hepatologists, intensivists, nurses, technicians, and supporting staff, united to put their best foot forward. The team

of surgery led by Dr Prakash Jain and Dr Deepak Goel, along with their team with paediatricians I Kuldeep Sukhdeve and I Rajkumar Kiratkar tenderly care for the patient till now. Intensive care was meticulously overseen by noted Critical Care expert Dr Raja Barokar and Dr Virender Belega Hepatology was managed by I Samir Patil and Dr Amol Samard. Dr Sheetal Awhad and her anaesthesia team involved in this smooth operation. Transplant coordinator Shalini Patil also had an important contribution.

A 3-DAY-OLD NEONATE UNDERGOES COMPLEX CARDIAC SURGERY

Hyderabad, 10th November 2023: A 3-day-old neonate, who has an extremely rare combination of two major lesions in the heart was successfully operated on at KIMS Hospital. The baby hails from Zaheerabad, Sangareddy District, of Telangana, and is completely normal now. Dr. Anil Kumar Dharmapuram, Senior Consultant Paediatric Cardiac Surgeon of KIMS Hospitals explained the case details and the surgery procedure done on the baby.

The baby has two very serious heart conditions known as transposition of great arteries (TGA) and total anomalous pulmonary venous connection (TAPVC). Both conditions require immediate surgery to save the baby's life. With TGA, the two primary tubes (aorta and pulmonary artery) that carry blood from the heart to the body and lungs are

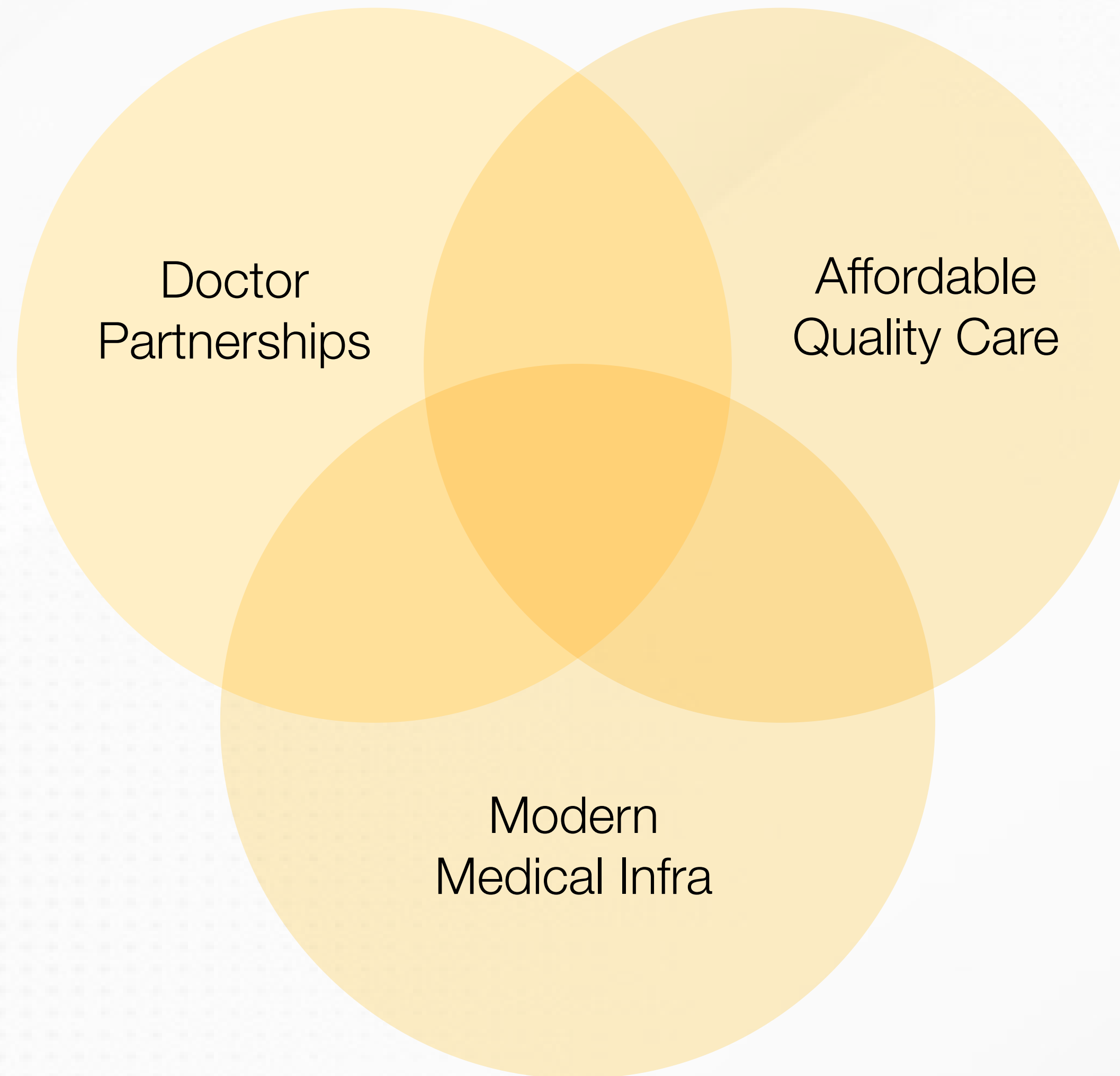


switched. This causes the body to receive impure blood, leading to cyanosis and a blue appearance, as the blood is not oxygenated in the lungs and the heart's chambers do not mix. This is only one of the problems that the baby is facing. Furthermore, the presence of TAPVC further complicates the issue. TAPVC causes a reversal of the pulmonary veins that carry blood from the lungs to the heart. Essentially, the blood from the lungs flows into the right atrium instead of the left atrium as it normally would.

Both of these conditions are considered surgical emergencies, and immediate interven-

tion is necessary for the baby's survival. After being stabilized on a ventilator and receiving medication to improve heart function, the baby requires a surgical procedure known as an arterial switch operation to correct the lesions caused by the transposition of the great arteries (TGA). During this surgery, the aorta and pulmonary artery are switched to the appropriate ventricles of the heart - the aorta to the left ventricle and the pulmonary artery to the right ventricle. However, this procedure presents a significant surgical challenge that requires the transfer of the coronary arteries along with the aorta, which can be delicate and fragile in a three-day-old neonate. Even a small kink or misstep in this process can result in severe damage to the ventricle and could be fatal for the baby.

Key to our success

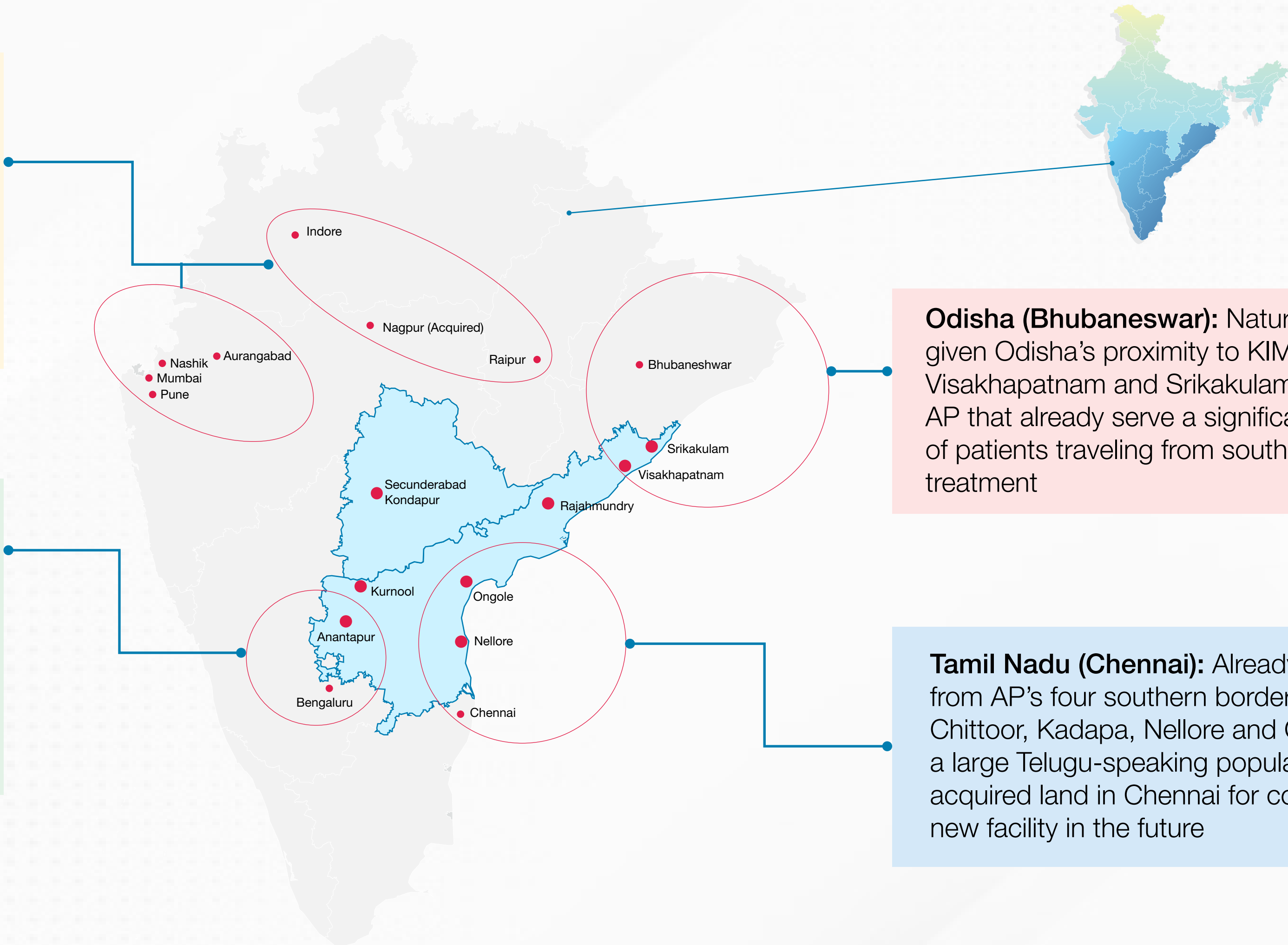


KIMS has a disciplined growth strategy - strategically grow in adjacent markets some of which are 'natural extensions'

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

Central & Western India (Mumbai, 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 Visakhapatnam 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

Expansion plans

Units	Current Beds	Incremental Beds	New Departments	Approx. Capex	Expected Year of Operation
Nashik	-	300	All Specialities	200-250 Cr	Q1 FY25
Mumbai (Thane)	-	300	All Specialities	225-250 Cr	Q4 FY25
Bangalore	-	415	All Specialities	350-400 Cr	Q4 FY25
Anantapur	250	200	Cancer Centre / Mother & Child	90-110 Cr	Q4 FY26
Kondapur	200	500	All Specialities	300-350 Cr	Q1 FY27

Profit and Loss Statement

(Rupees in Millions)

Particulars	Consolidated							
	Q3 FY 24	Q2 FY 24	Q3 FY 23	QoQ(%)	YoY(%)	9M FY 24	9M FY 23	YoY(%)
Operating Revenue	6,058	6,525	5,622	-7.1%	7.8%	18,643	16,217	15.0%
Other Income	33	29	65	12.9%	-49.5%	92	210	-55.9%
Total Revenue	6,091	6,554	5,686	-7.1%	7.1%	18,736	16,427	14.1%
EBITDA	1,504	1,802	1,576	-16.5%	-4.6%	4,907	4,618	6.3%
EBITDA (%) on Total Revenue	24.7%	27.5%	27.7%			26.2%	28.1%	
PBT*	1,026	1,386	1,128	-26.1%	-9.2%	3,598	3,428	5.0%
PBT (%) on Total Revenue	16.8%	21.2%	19.8%			19.2%	20.9%	
PAT*	767	1,013	818	-24.3%	-6.3%	2,647	2,671	-0.9%
PAT (%) on Total Revenue	12.6%	15.5%	14.4%			14.1%	16.3%	
Basic EPS (Rs.)	9.0	11.5	9.5	-21.9%	-5.4%	30.6	30.4	0.7%
Diluted EPS (Rs.)	9.0	11.5	9.5	-21.9%	-5.4%	30.6	30.4	0.7%

Minority share of EBITDA for Q3 FY24 stands at 12%

*PBT & PAT are excluding one time items of - Share of loss of associate of Rs.0.22mn in Q2 FY24 and Share of loss of associate of Rs.1.23 mn in Q3 FY24

Krishna Institute of Medical Sciences Limited

KIMS Secunderabad
(100%)

KIMS Nellore
(100%)

KIMS Rajahmundry
(100%)

KIMS Ongole
(100%)

AHPL
Srikakulam
(67.7%)

KHEPL
Kondapur
(90.7%)

KIMS ICON
Visakhapatnam
(51.0%)

KIMS Saveera
Anantapur
(76.5%)

KIMS
Kurnool
(55.0%)

Sunshine
(Sarvejana)
(59.8%)

KIMS-Manavata
Nashik
(51.0%)

SPANV
Nagpur
(69.3%)

KIMS Hospitals
Bengaluru
(100%)

Doctor Partnership Hospitals

Thank You