10th November, 2021

The General Manager, Department of Corporate services Bombay Stock Exchange Ltd (BSE)	The Manager, Listing Department National Stock Exchange of India Limited,
Phiroze Jheejheebhoy Towers, Dalal Street, Mumbai - 400 001. **Scrip Code** - 543308 **ISIN: INE967H01017**	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.

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

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

Krishna Institute of Medical Sciences Limited
Minister Road, Secunderabad - 500 003, Telangana, India
Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558

Krishna Institute of Medical Sciences Limited
Q2 FY'22

DISCLAIMER

This presentation has been prepared by Krishna Institute of Medical Sciences Limited ("KIMS" or the "Company") solely for your information and for your use and may not be taken away, distributed, reproduced, or redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. By accessing this presentation, you are agreeing to be bound by the trailing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities of the Company by any person in any jurisdiction, including India and the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. Securities may not be offered or sold in the United States absent registration or an exemption from registration. This presentation is not intended to be a prospectus (as defined under the Companies Act, 1956) or offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

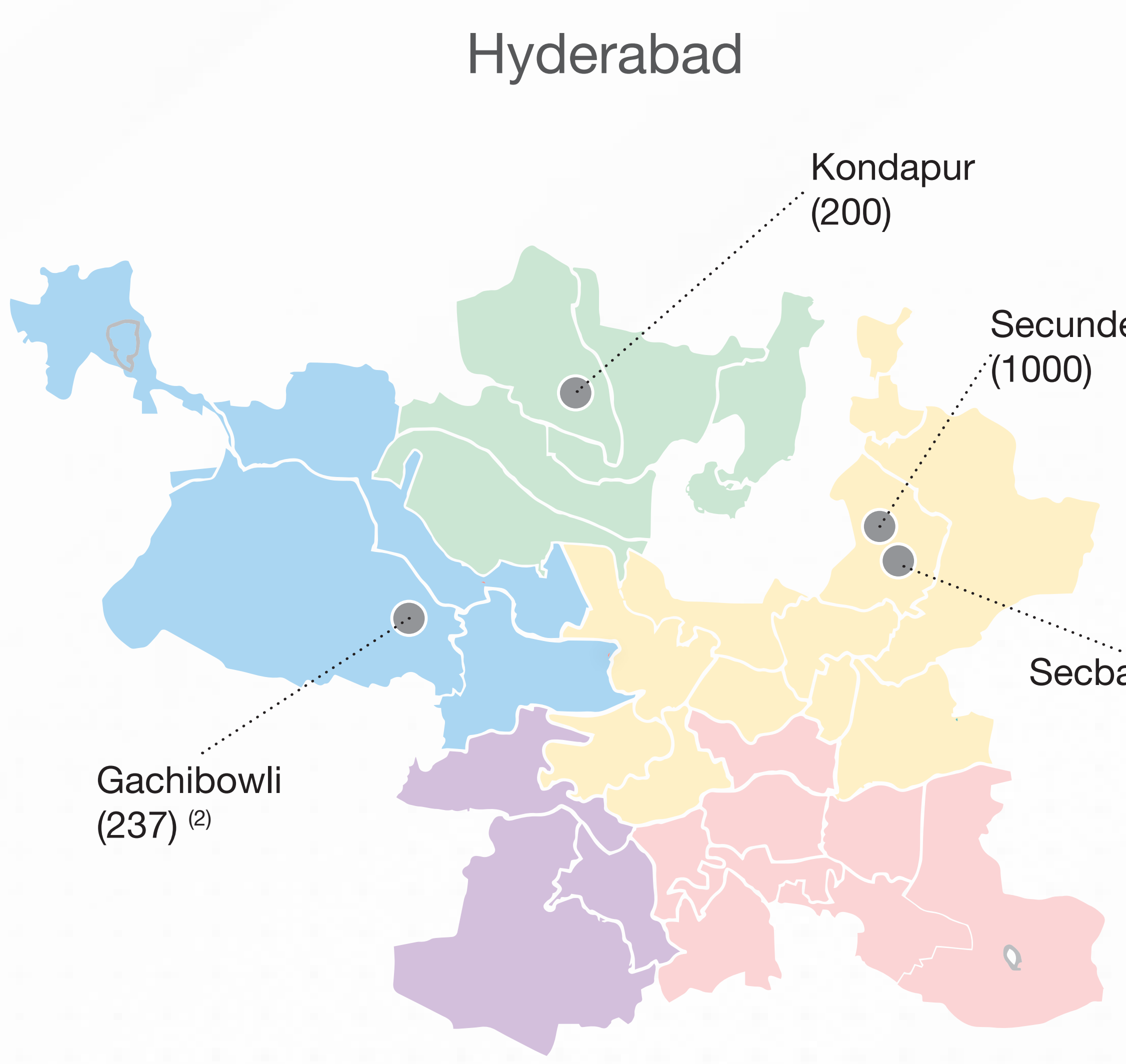
This presentation may contain statements that constitute forward-looking statements. Forward looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

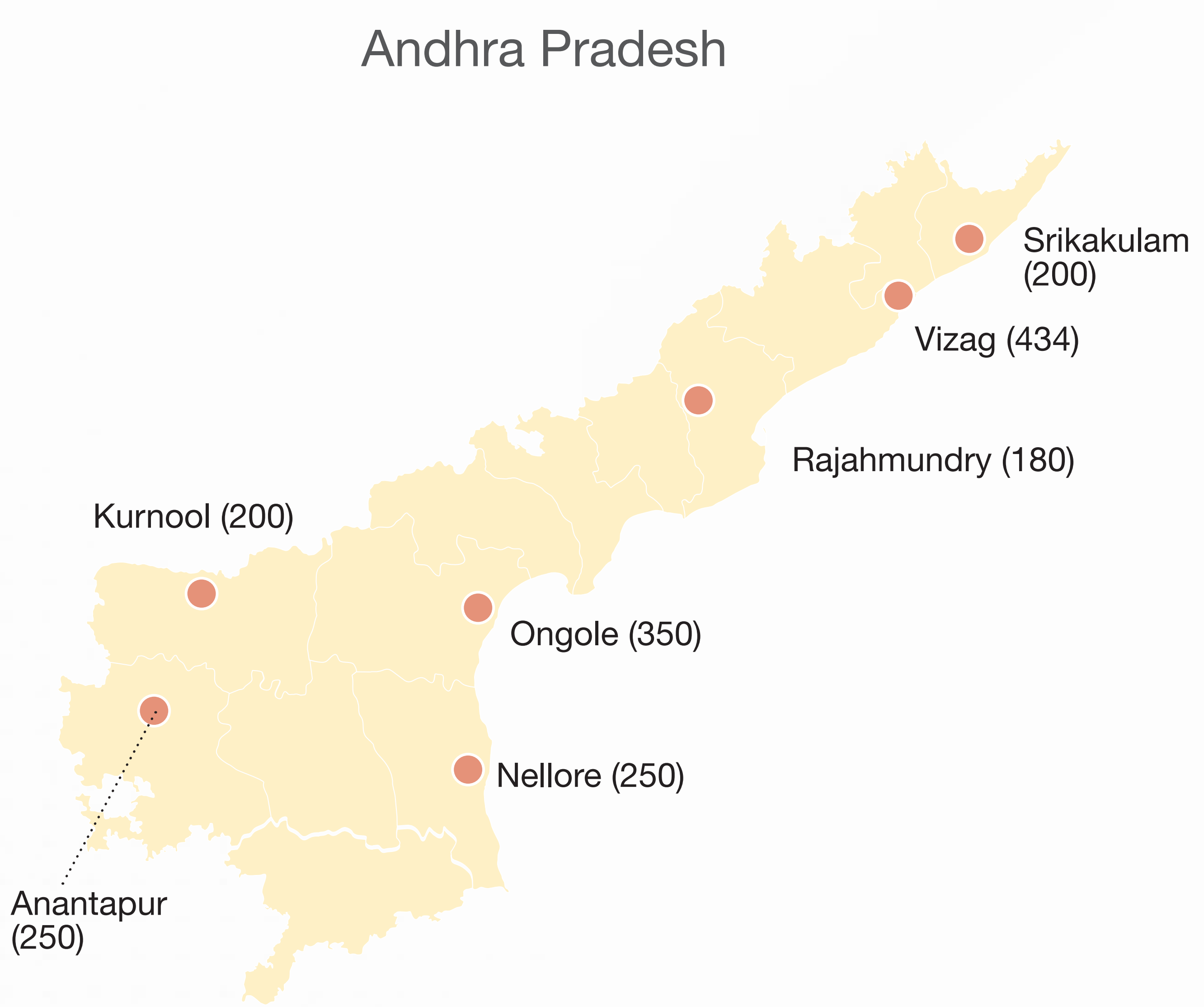
This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. This presentation may not be copied or disseminated in any manner.

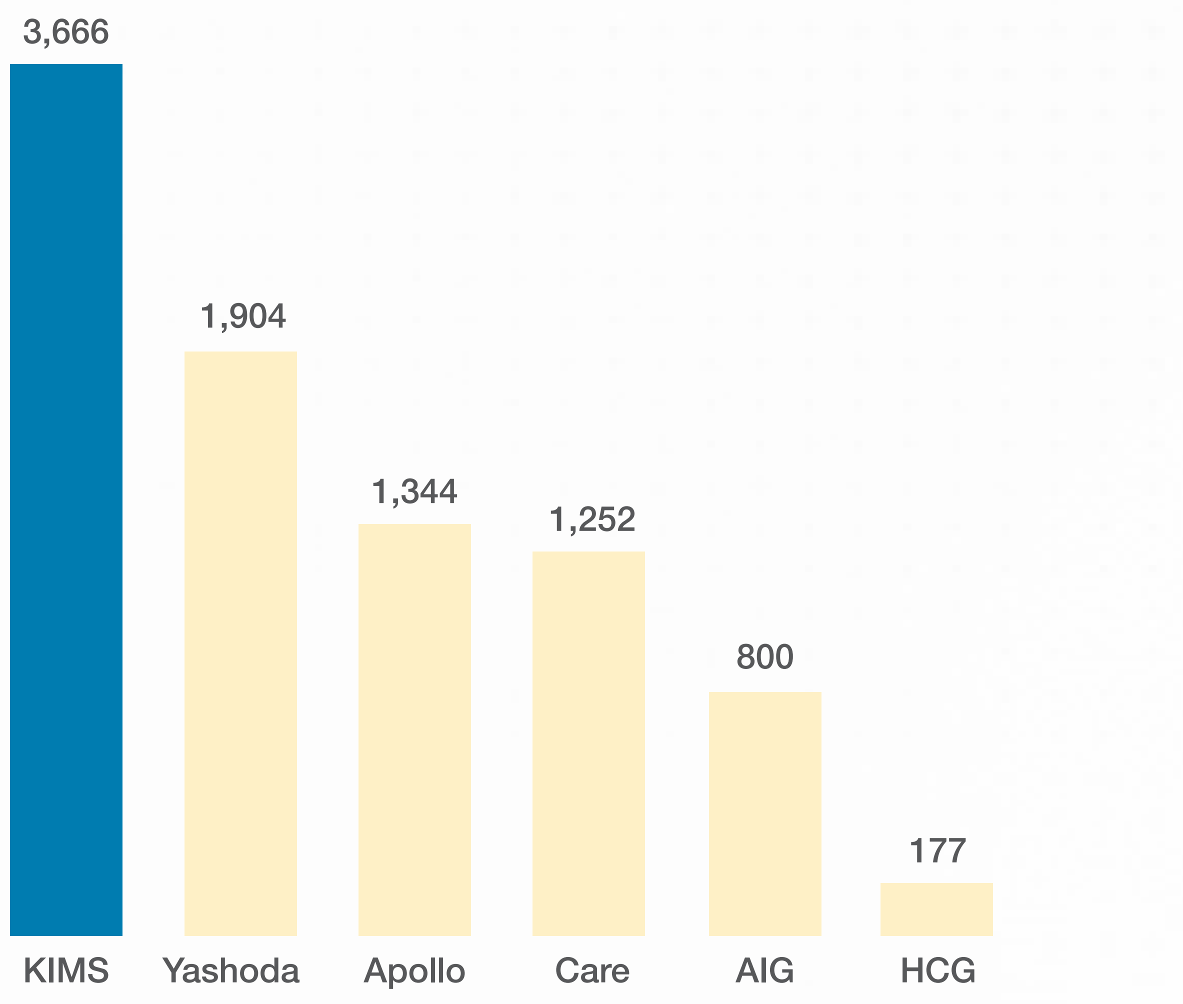
INDEX

Introduction to KIMS Hospitals

KIMS AT A GLANCE







KIMS is the Dominant Regional Player

Number of beds by key players in Andhra Pradesh and Telangana [1]

Scale Leadership with 1.9x (Including Sunshine) bed capacity compared to next largest player in Andhra Pradesh and Telangana

1 & 2) Related to Sunshine Hospital

- DOCTORS* (1141) • NURSES* (2999) • PARAMEDICS* (1670) • ADMIN* (4638)

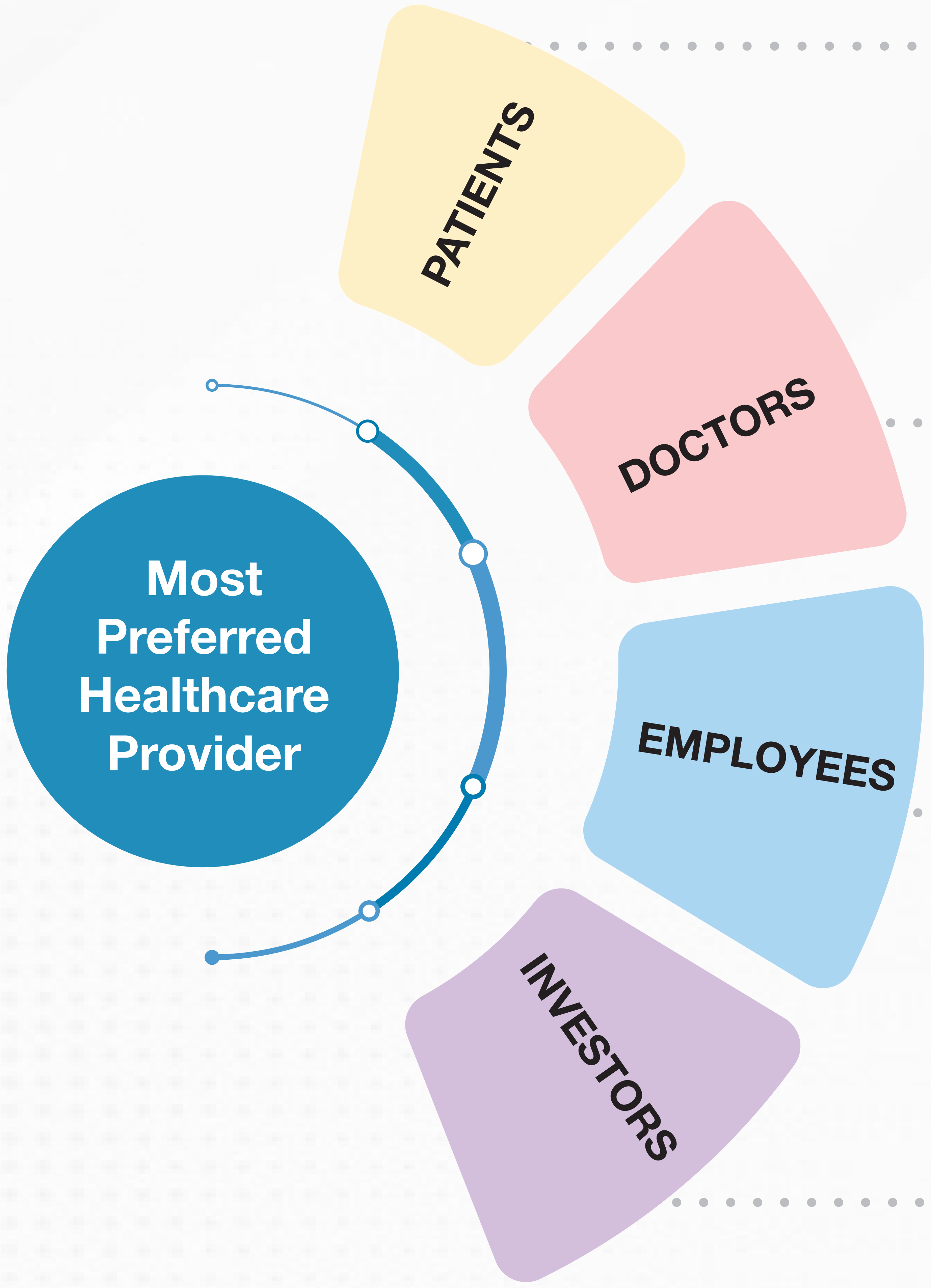
*Excludes Sunshine Hospitals

DRIVEN BY A VISION

VISION:

To be the most preferred healthcare services brand by providing best clinical outcomes to patients.

And to be the best place to work for doctors and employees.



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

Doctors
- Clinical Outcome Driven Excellence
- Latest Medical Technology
- Strong Academic Research

Employees
- Enriching Atmosphere
- Collaborative Culture
- Growth Driven Career Approach

Investors
- Transparent Governance
- Strong Operational Performance
- Consistent Growth

CENTRES OF EXCELLENCE

	Procedure	Dept. Volume	Technology	Achievements
Cardiac Sciences	Angioplasty TAVI Bypass Surgery	> 2340/month	Cathlab Impella Device Heart Lung Machine	One of the largest and most experienced cardiac sciences team in South India
Oncological Sciences	IORT, IMRT, Robotic cancer surgeries	> 830/month	Robotics Novalix TX PET, Gamma Camera	Over 700+ Robotic Cancer Surgeries done
Neuro Sciences	Craniotomy Brain Tumour Stroke	> 990/month	O-Arm Robotics Stealth Station S8	• Largest Neuro Program in South India • 3rd Best Hospital for Epilepsy in India • Diamond Award for Stroke Program
Gastro Sciences	Bariartic Surgery Minimally Invasive GI surgeries	> 730/month	Fibroscan Enteroscan 190 Series Endoscope	One fo the few centres in South India to do advanced third space endoscopic procedures
Ortho Sciences	Knee Replacement, Sport Injuries, Trauma	> 640/month	Navigation System	Expertise in complex trauma and complex revision & replacement surgeries
Renal Sciences	Prostate, Nephretomy, Laser Kidney Stones	> 1810/month	CRRT Dialysis Machines Robotics	Highest number of Dialysis Machines in Hyderabad in a single unit
Transplantation	Heart, Lung, Kidney, Liver & Pancreas	Heart & Lung > 8/month Liver > 8/month Kidney > 14/month	ECMO Heart Lung Machines X-Vivo	• Highest Covid Double Lung Transplants outside of USA • Pioneers in Kindney Transplant in India

MULTI SPECIALTY CARE

Brain
- Neurology
- Neurosurgery
- Psychiatry

Heart
- Cardiology
- Cardiac Surgery
- Vascular Surgery
- Heart Transplant

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

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

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

KIMS HOSPITALS™

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

Novalis Tx Linear Accelerator

Machine used in radiosurgery and radiotherapy for treating cancer patients

3 Tesla MRI

Non-invasive diagnostic imaging technique performing faster scans and gives improved diagnostic sensitivity and specificity

Fibroscan

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

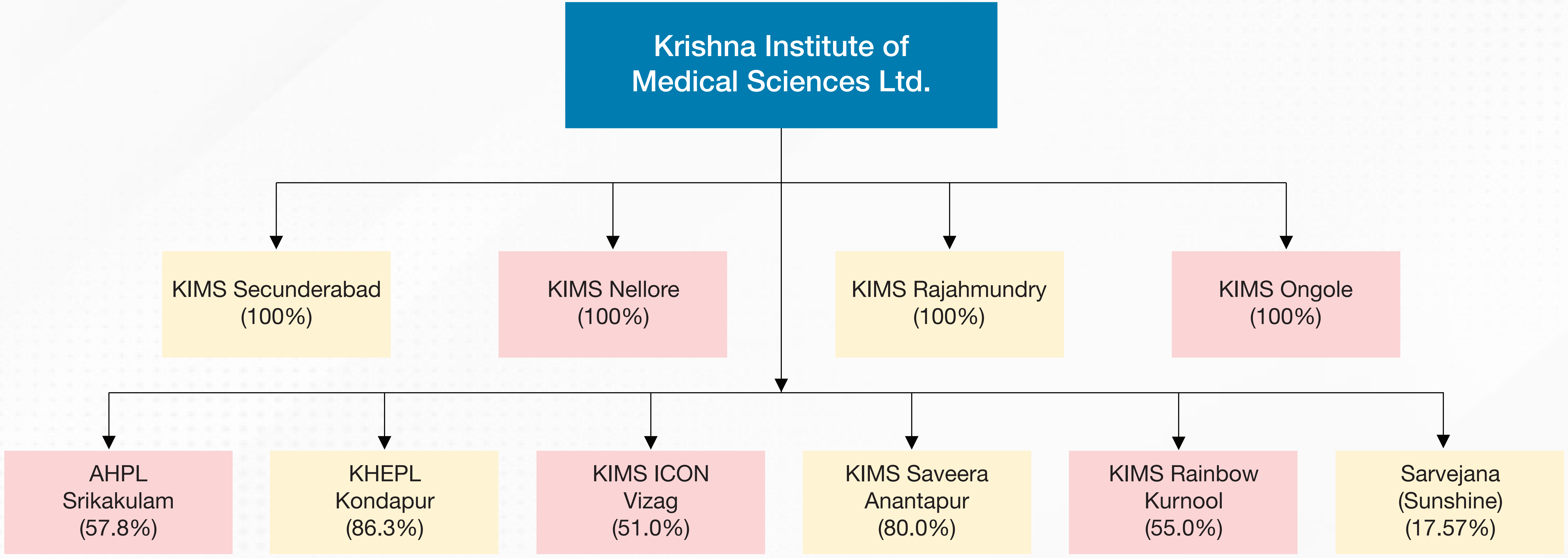
EBUS

Used to diagnose lung cancer, infections, and other diseases causing enlarged lymph nodes in the chest

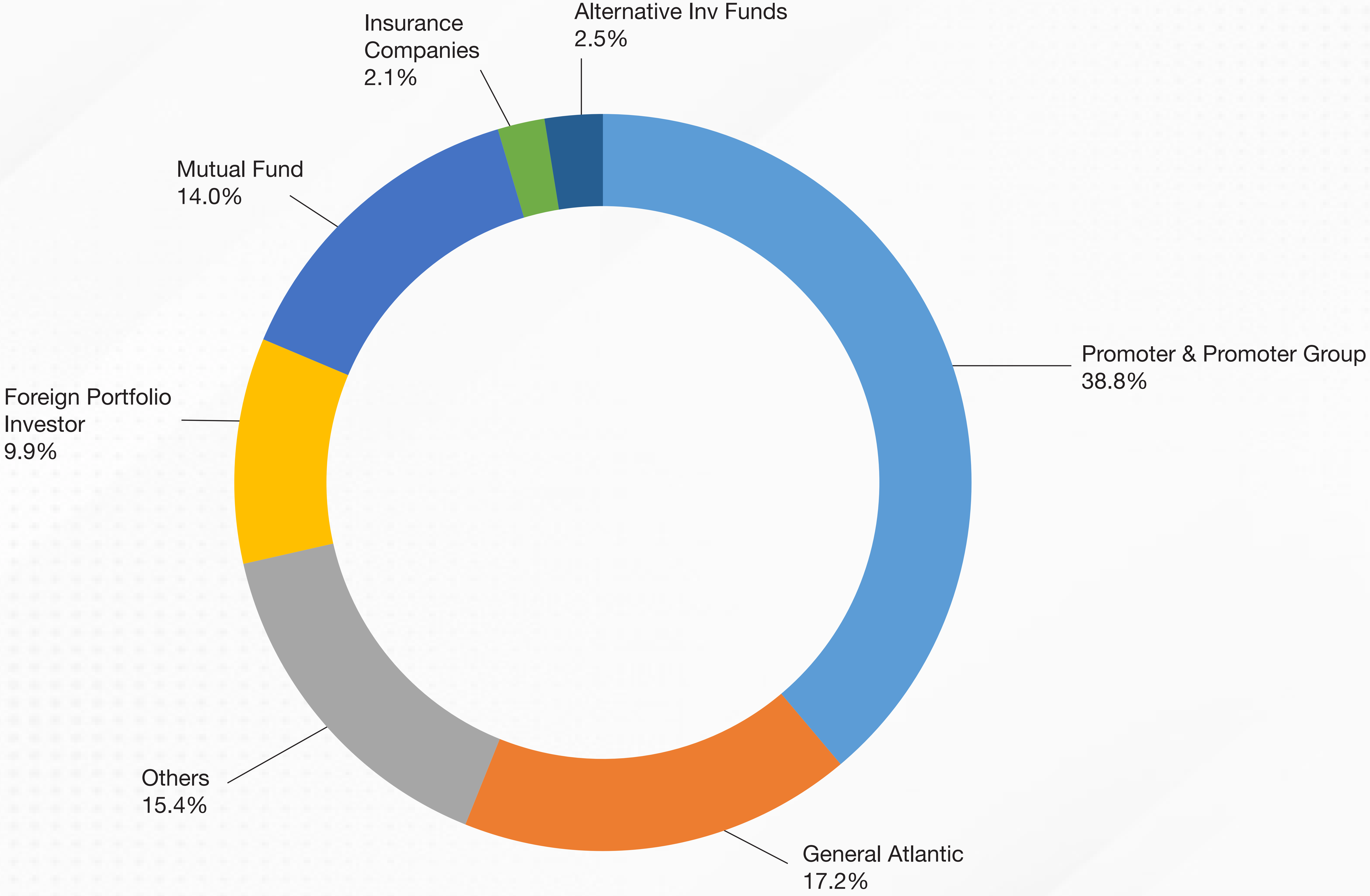
STEALTH STATION S8

Provides the Neuro surgeon to use data intraoperatively for advanced visualization.

CORPORATE STRUCTURE



SHAREHOLDING PATTERN - 30TH SEPTEMBER, 2021



Financial and Operational Updates

FINANCIAL & OPERATIONAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS*

- Consolidated operating revenue saw an increase of 15% against Q4 of FY 21, standing at Rs. 4,117.40 million. Increased Patient flow, new doctor additions in existing specialties, consistent growth in Heart and Lung transplant programme & increasing normalization of business to pre-covid levels contributed to this growth. Against Q1 FY 22, it saw a decrease of 13%.
- Consolidated EBITDA for Q2 FY 22 stood at Rs. 1,341.85 million, a growth of 27.7% against Q4 FY 21. EBITDA margins expansion was driven by speciality mix change over Q4 FY 21 last year and operation leverage.
- EBIDTA Margin grew to 32.2% in Q2 FY22 from 31.0% in Q1 FY 22 primarily led by tighter control on medical consumption cost.
- Consolidated PAT of Rs. 842.54 million in Q2 FY 22 at 20.2% PAT margin compare to Q4 of FY 21 was 16.2% and in Q1 of FY 22 was at 19.3%.
- EPS on diluted basis has increased to Rs. 10.34 in Q2 FY 22 from Rs. 7.59 in Q4 FY 21 and it has decreased against Q1 FY 22 of Rs. 11.48
- As on 30th Sept, 2021, on consolidated basis we are net debt free, out of IPO proceeds, group has repaid the term loans to the tune of Rs. 1,500 million.

OPERATIONAL HIGHLIGHTS

- Q2 FY 22 occupancy stood at 59.8% against 60.1% in Q4 FY 21 and in Q1 FY 22 was 62.2% (based on beds capacity).
- IP discharged volume has increased to 36k+ in Q2 FY 22 against 32k+ in Q4 FY 21 translating to a growth of 11% and it has increased from 31K+ in Q1 FY 22 as volume of major speciality has increased on account of normalization.
- OP Consultation volume has increased to 2.80 Lakhs in Q2 FY 22 from 2.62 Lakhs in Q4 FY 21, and also increased from Q1 FY 22 from 1.82 Lakhs.
- ALOS has improved from 5.06 days in Q4 FY 21 and 5.47 days in Q1 FY 22 to 4.61 days in Q2 FY 22.
- ARPP has increased from Rs. 1.09 Lakhs in Q4 FY 21 to Rs. 1.15 Lakhs in Q2 FY 22, which is a growth of 5%, and decrease from Q1 FY 22 from Rs. 1.49 Lakhs.
- ARPOB for Q2 FY 22 has improved at Rs. 24,877 against Rs. 21,591 in Q4 FY 21, this is driven by better payor mix and increase in complex surgeries and procedures also ARPOB has decreased from Q1 FY 22 from Rs. 27,289.

*We have compared Q2 FY22 against Q4 FY21, as Q2FY21 and Q1FY22 was COVID-19 impacted.

DIGITAL & ESG INITIATIVES

DIGITAL INITIATIVES

KIMS Hospitals has embarked on a journey of digital transformation across financial, clinical, operational and patient engagement with the initiatives as below:

- Realize Phase of S4 HANA deeply integrated with Hospital Information System and other core applications has been completed, user acceptance testing is under progress this quarter.
- Digital Clinical Applications have been deployed for nurses and doctors allowing the care team to access and update patient records on a mobile phone/tablet resulting in better collaboration and timely action for admitted patients.
- Digital applications have been deployed for the operations team to expedite admissions, queue management and counsel patients.
- Patient Experience is being improved by a service management application that tracks and resolves patient feedback for services provided by the hospital, patient mobile application is under development.
- KIMS is building a digital platform using an API based technology model to integrate production applications with digital, this will result in a modern user friendly experience for knowledge workers in the hospital and a patient centric approach to engage with patients and their families.

ESG INITIATIVES

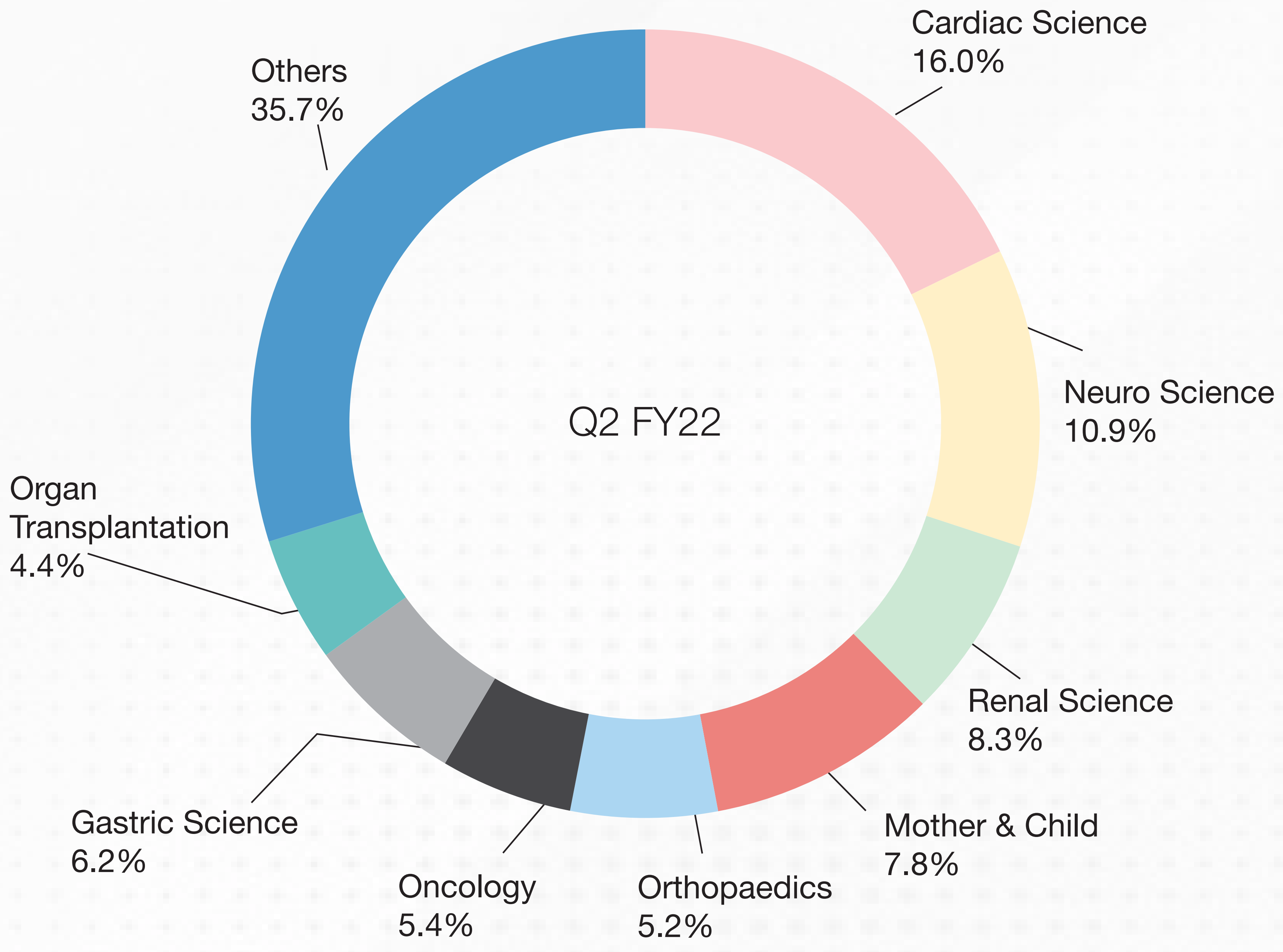
KIMS, Secunderabad has partnered up with Smart Joules Pvt Ltd (SJPL) a prominent Energy Services Company (ESCO) in 2018. A new and innovative model known as JoulePAYS was executed wherein, KIMS makes Zero Capital investment to implement various Energy Conservation Measures (ECMs) across the hospital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

- Total Savings of Electricity in Q2: 4,66,893 Mcal
- Total LPG savings in Q2: 32,406 Mcal
- Total Diesel savings in Q2: 3,32,928 Mcal
- Total CO2 saved in Q2: 669 tonnes

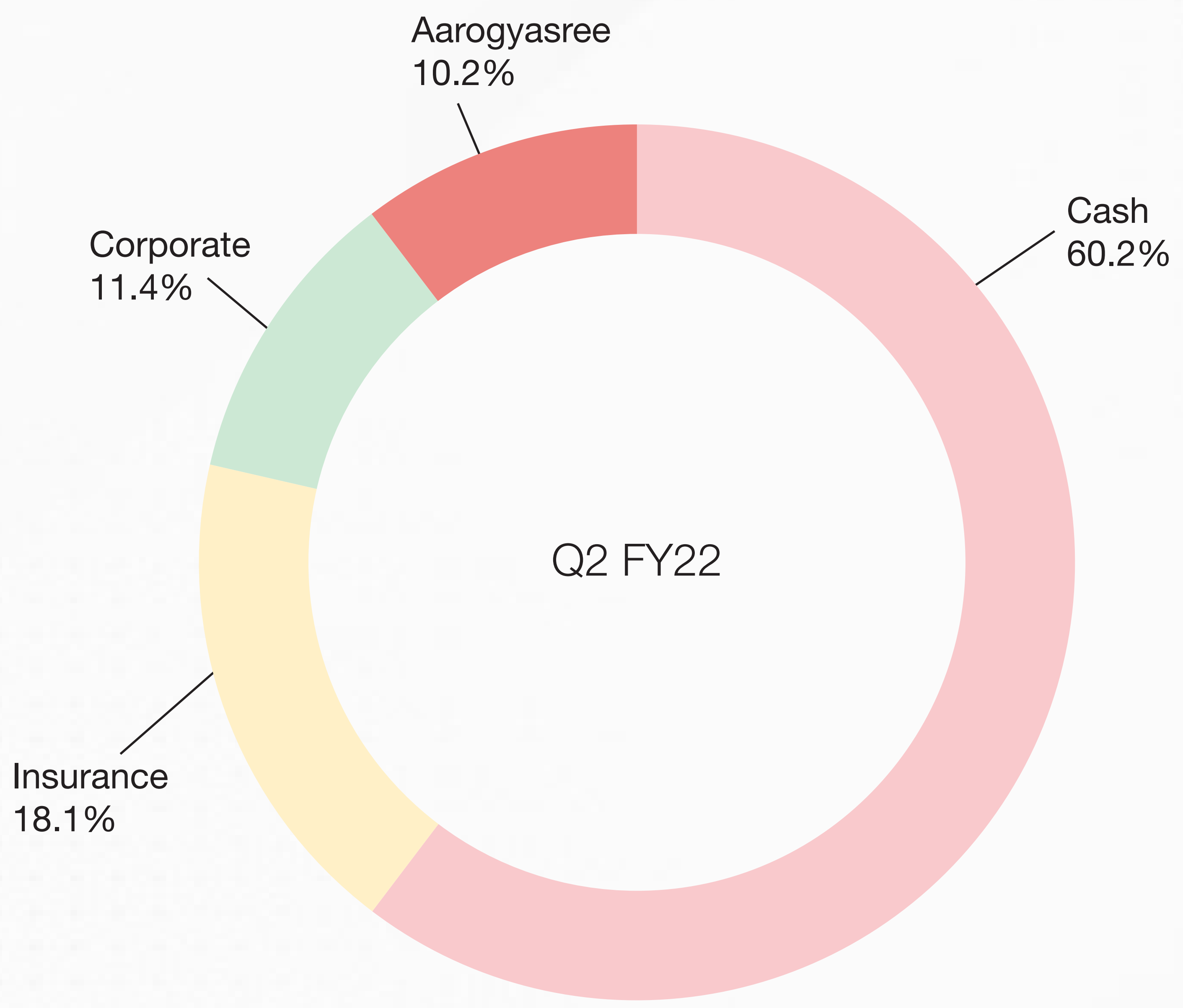
20th National Award for Excellence in Energy Management Award 2019

SPECIALITY, PAYOR & CLUSTER PROFILE
(Q2 FY22)

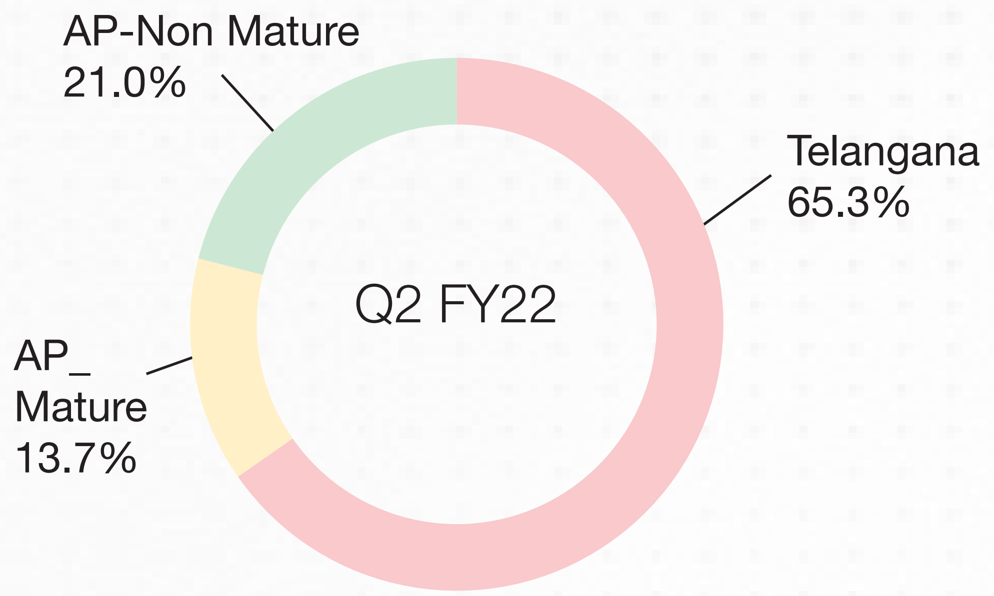
SPECIALITY MIX



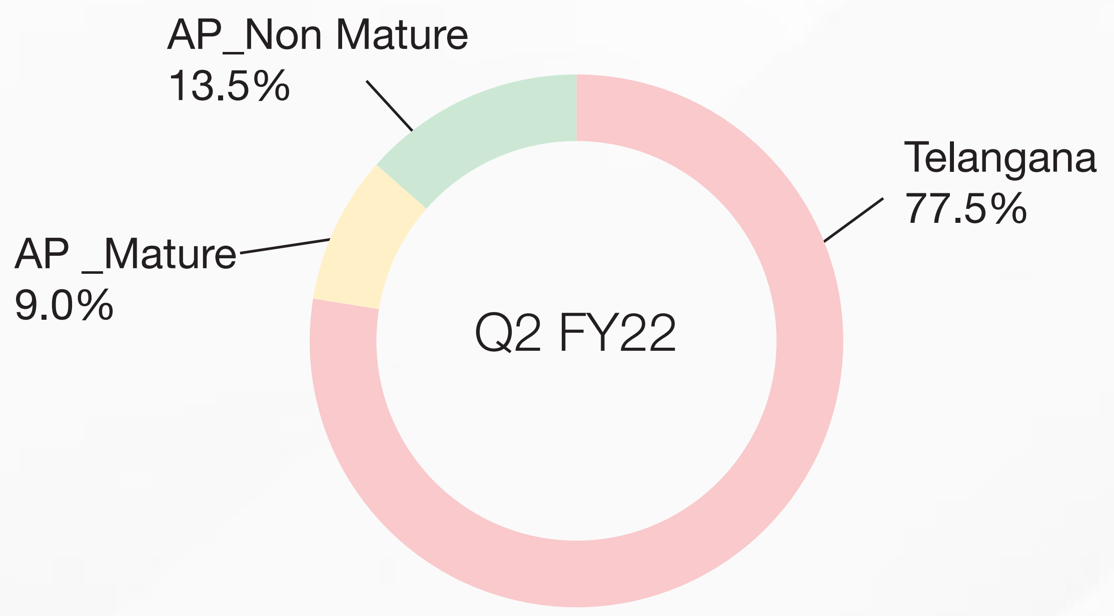
PAYOR MIX



CLUSTER REVENUE*



CLUSTER EBIDTA*

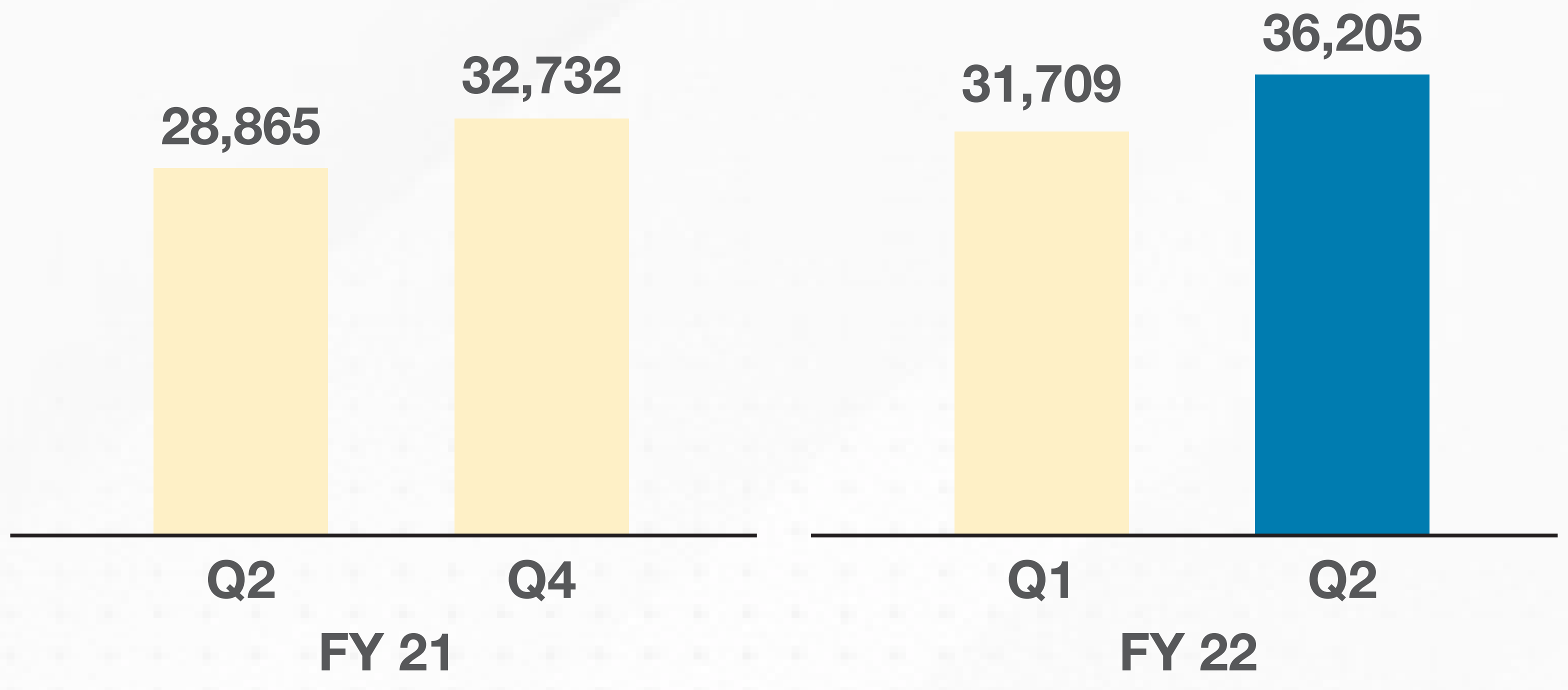


1) AP Matured: Nellore, Rajahmundry and Srikakulam 2) AP Non-Mature: Ongole, Vizag, Ananthpur and Kurnool
3) Telangana: Secunderabad & Kondapur

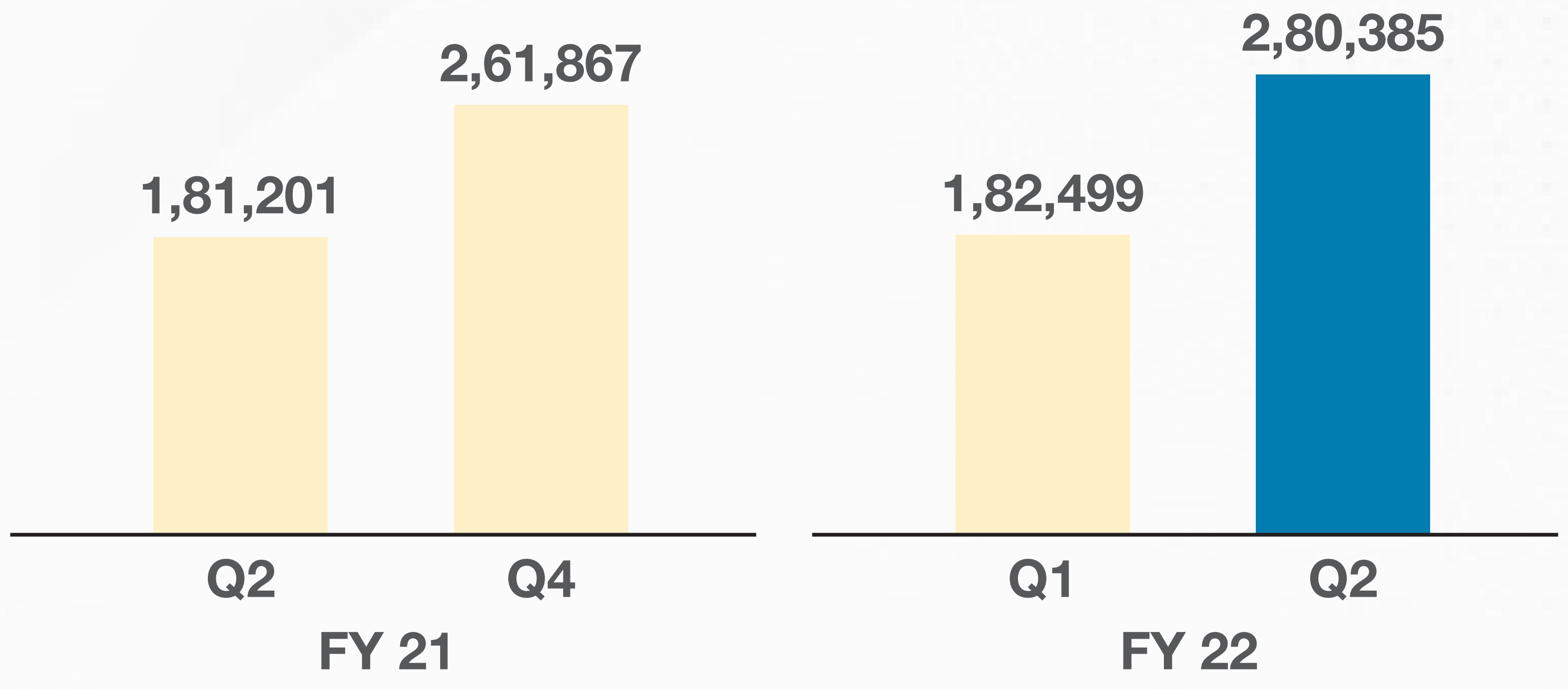
KIMS HOSPITALS™

GROUP OPERATING PERFORMANCE 1/3

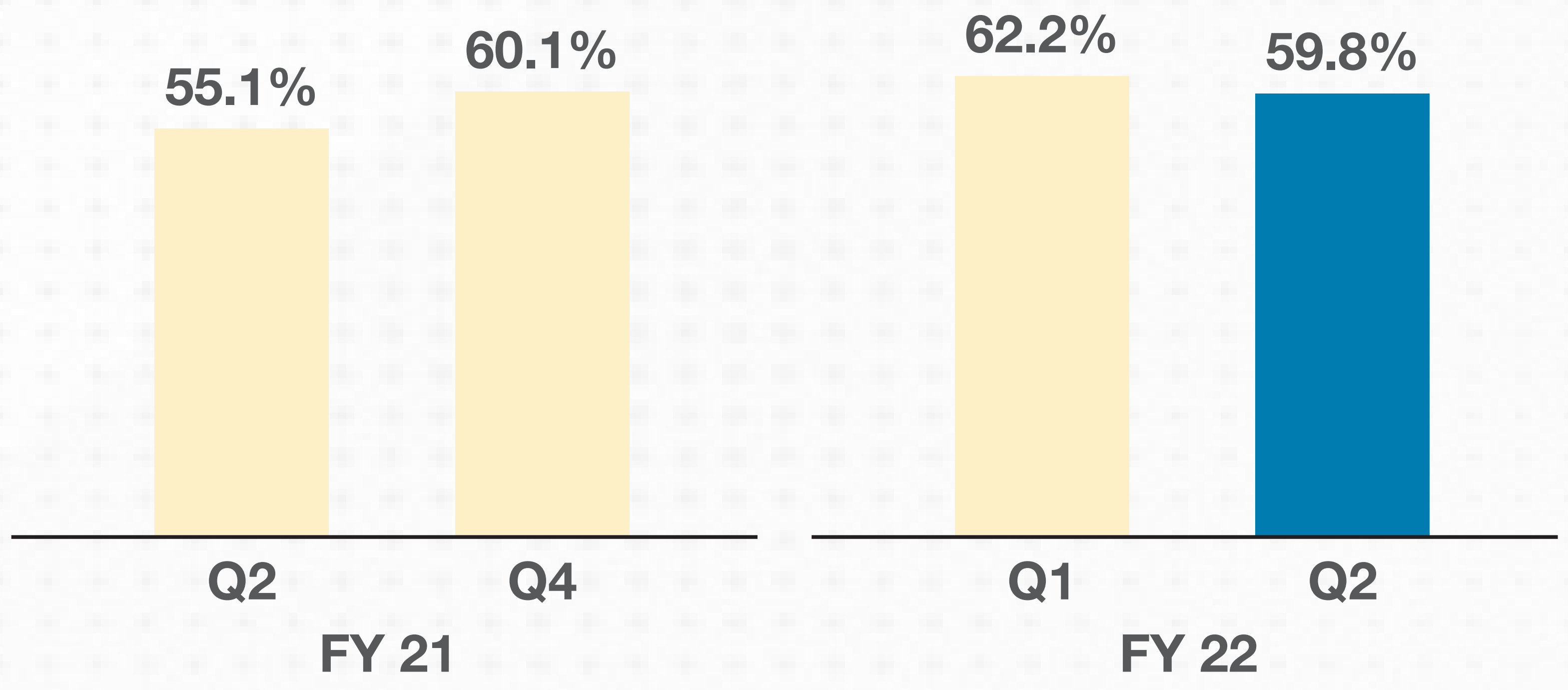
IP VOLUME



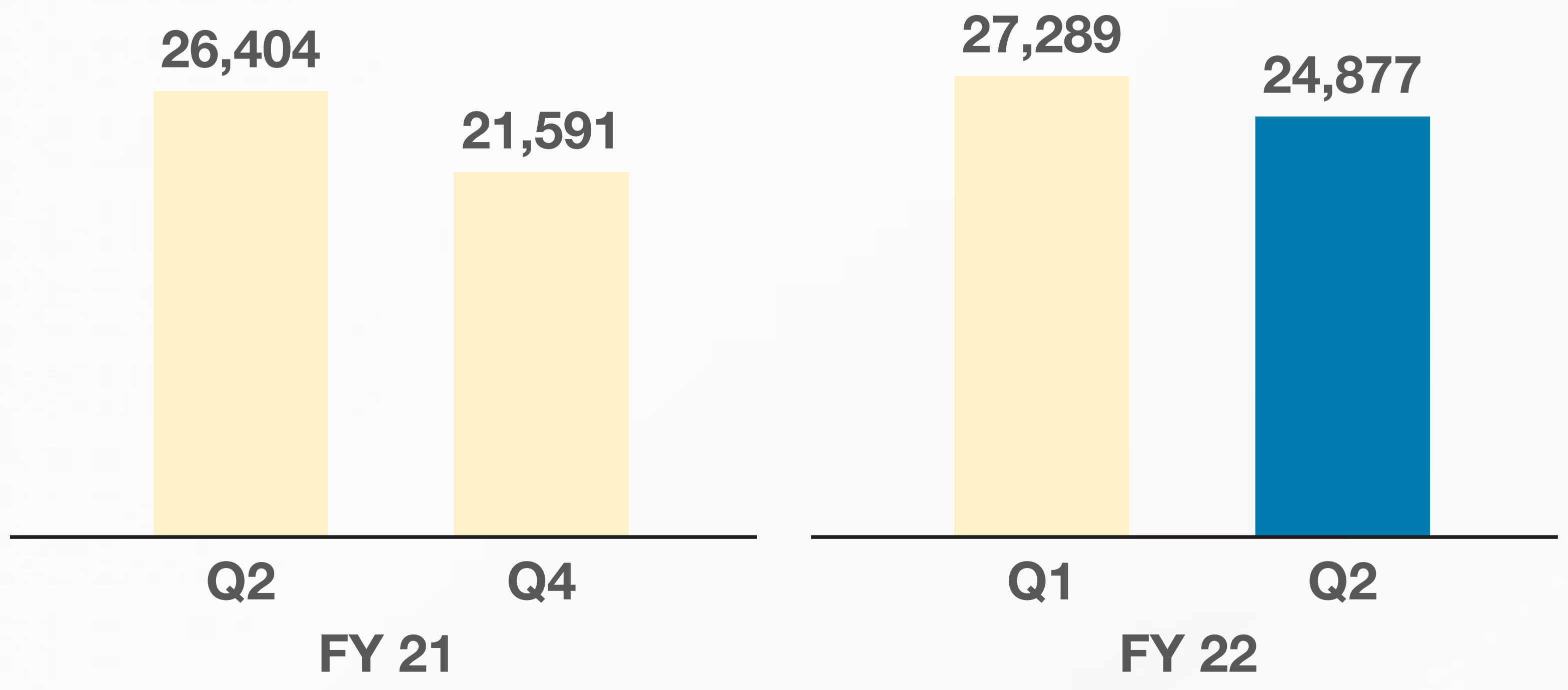
OP VOLUME



OCCUPANCY*



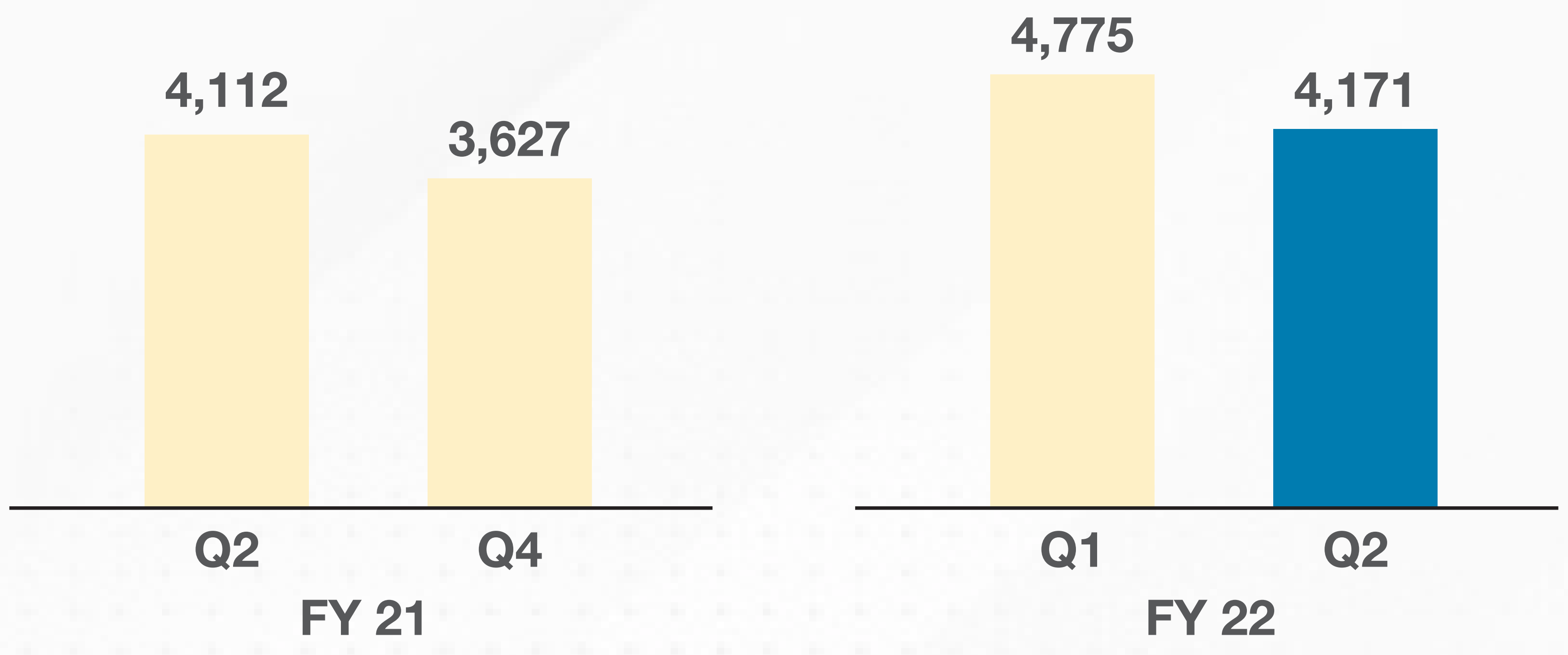
ARPOB



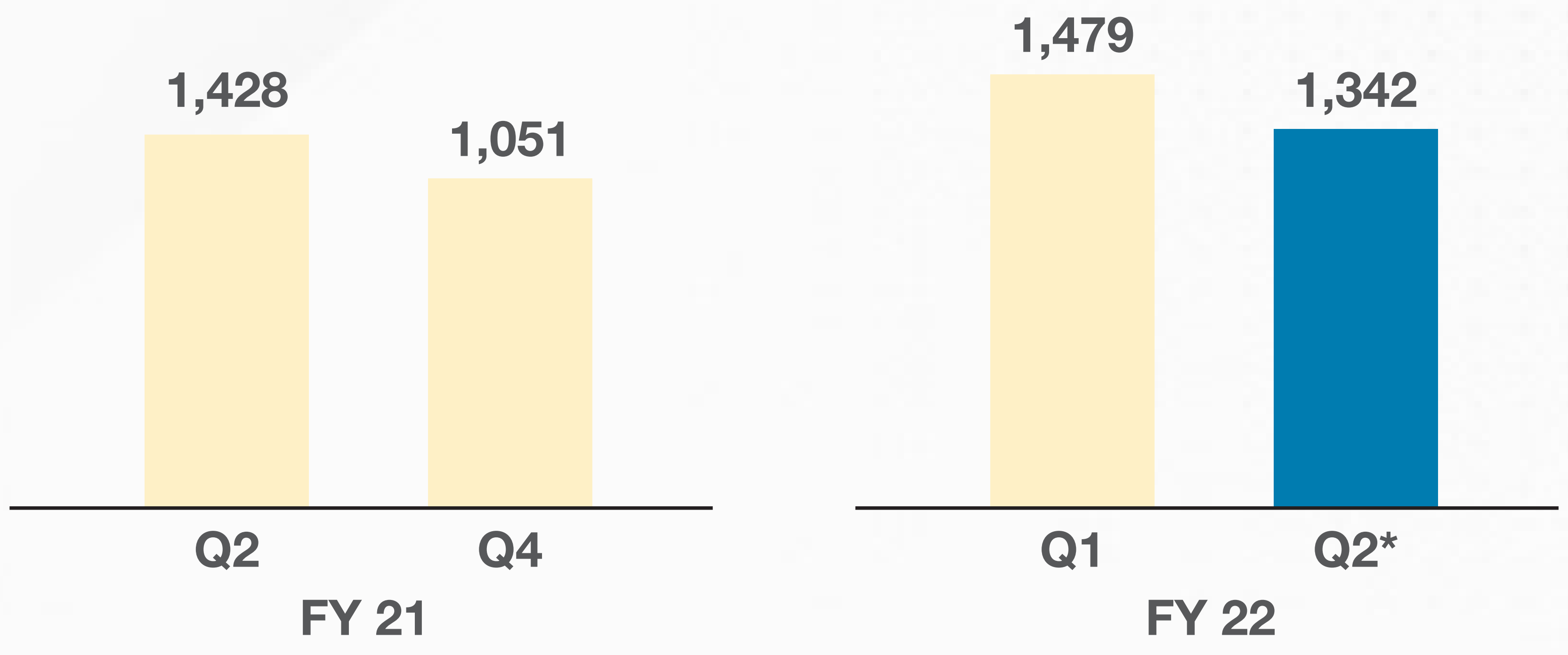
*Occupancy %: Based on Beds Capacity

GROUP OPERATING PERFORMANCE 2/3

REVENUE

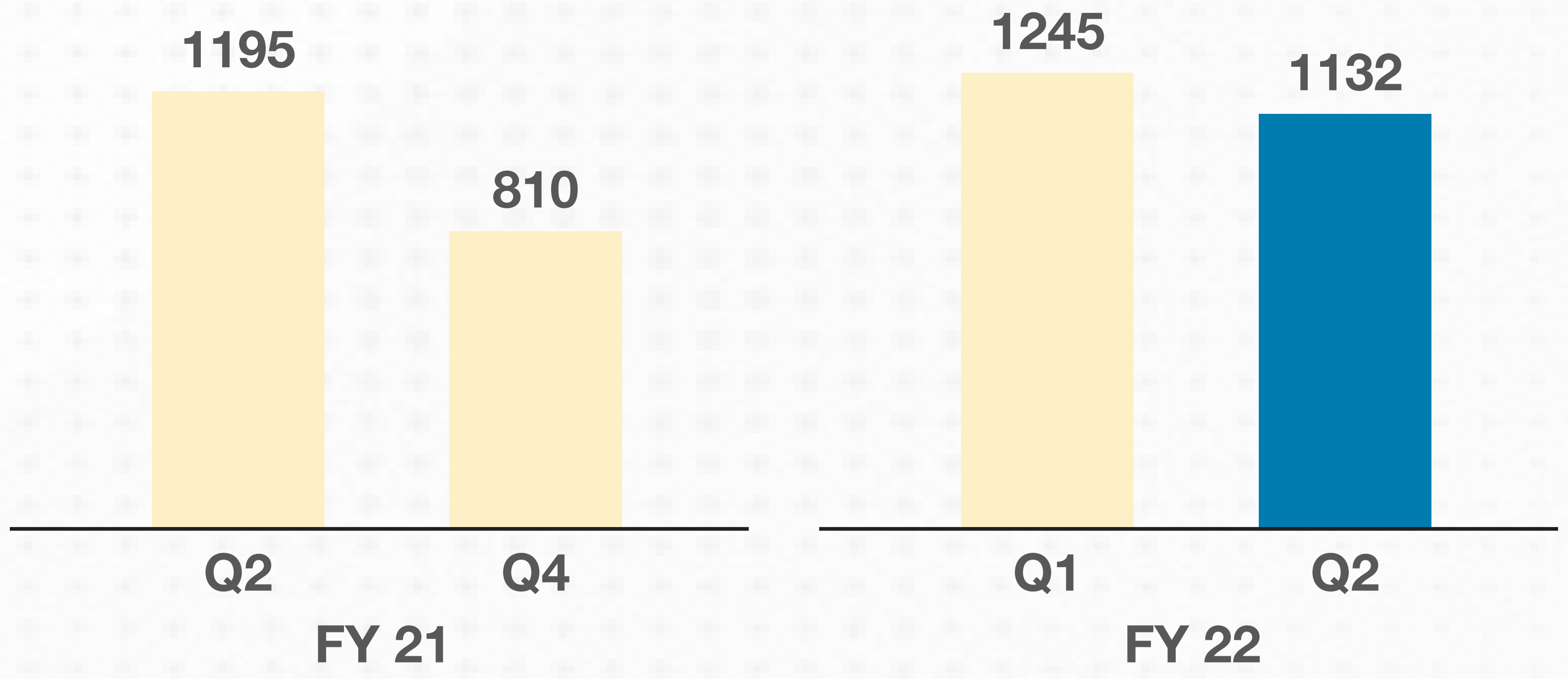


EBITDA

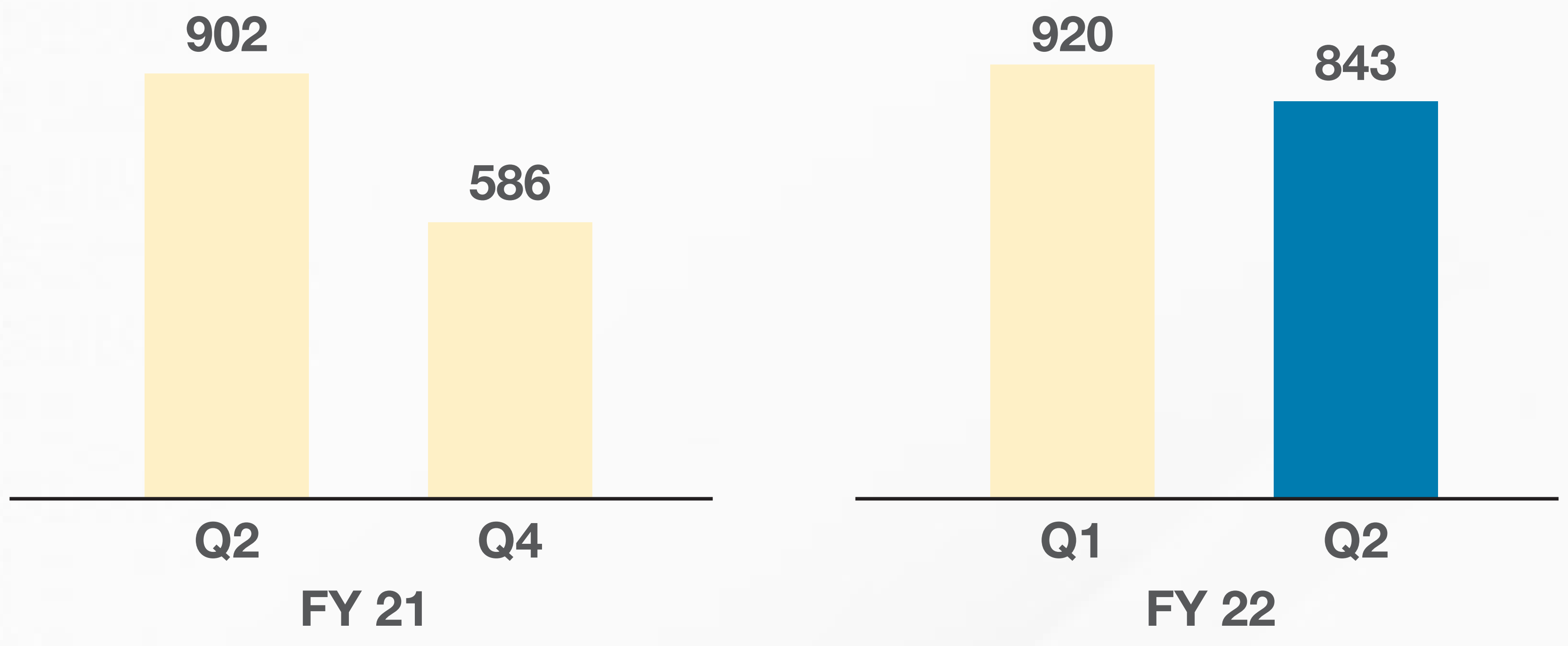


*For Q2FY22
minority interest is 5.02%

PBT



PAT



GROUP OPERATING PERFORMANCE 3/3

Particulars	FY19	FY20	FY21	FY22 H1
Bed Capacity	2,804	3,004	3,064	3,064
Occupancy % (1)	48.7%	55.7%	57.6%	62.5%
IP Volume	1,11,382	1,40,676	1,16,592	67,914
ARPOB	18,334	18,307	20,609	25,460
Revenue (In Mn)	9,239	11,287	13,401	8,946
EBITDA (2)	1,740	2,511	3,810	2,821

1) Occupancy %: Based on Beds Capacity
2) FY19 EBITDA is adjusted towards the loss on FV changes in Financial Instruments

COMPARISON OF ANDHRA PRADESH MATURE HOSPITALS & ANDHRA PRADESH ACQUIRED HOSPITALS

Particulars	Matured Assets [1]				Acquired Assets [2]				Comments
	FY19	FY20	FY21	FY22 H1	FY19	FY20	FY21	FY22 H1	
Bed Capacity	570	570	630	630	1034	1234	1234	1234	
Occupancy % [3]	66.6%	66.3%	65.6%	76.6%	32.5%	48.3%	62.1%	61.8%	Increase in Occupany numbers for Acquired Hospitals is in line with that of Mature Hospitals in future
IP Volume	33,861	36,972	30,503	15,928	24,221	46,393	41,002	25,522	
ARPOB	13,558	14,961	13,608	13,326	8,705	9,727	9,881	12,931	
Revenue [4]	1,890	2,072	2,060	1,173	1,073	2,127	2,781	1,805	
EBITDA [4]	427	478	526	283	-31	116	468	373	
EBITDA Margin	22.6%	23.1%	25.5%	24.1%	-2.9%	5.5%	16.8%	20.7%	Margins of the acquired assets are in line to grow with mature assets. The margins in FY22H1 for Mature Hospitals were impacted because of one time non-recurring items. We are hopeful of reaching our set targets for FY22.

1) Matured assets: Nellore, Rajahmundry and Srikakulam 2) Acquired assets: Ongole, Vizag, Ananthpur and Kurnool
3) Occupancy %: Based on Beds Capacity 4) Revenue & EBITDA: Before inter company eliminations

PROFIT AND LOSS STATEMENT

(RS. MILLIONS)

	Q2 FY22	Q1 FY22	Q2 FY21	QOQ %	YOY %	H1 FY22	H1 FY21	FY 21 Vs FY22 %
Total Income	4,171	4,775	4,112	-13%	1%	8,946	6,166	45%
Material Cost	855	1,123	964			1,979	1,394	
Employee benefit expenses	635	725	552			1,360	1,019	
Other Expenses	1,339	1,447	1,168			2,786	1,925	
Total operative expenses	2,830	3,295	2,684			6,125	4,338	
EBITDA	1,342	1,479	1,428	-9%	-6%	2,821	1,829	54%
Depreciation	181	171	164			352	334	
EBIT	1,160	1,309	1,264			2,469	1,495	
EBIT (%)	27.8%	27.4%	30.7%			27.6%	24.2%	
Finance Cost	29	63	69			92	160	
PBT	1,132	1,245	1,195	-9%	-5%	2,377	1,335	78%
PBT (%)	27.1%	26.1%	29.1%			26.6%	21.6%	
Tax expenses	289	325	293			614	344	
PAT	843	920	902	-8%	-7%	1,763	991	78%
PAT (%)	20.2%	19.3%	21.9%			19.7%	16.1%	
Basic EPS (Rs.)	10.34	11.48	11.21			22.87	12.71	
Diluted EPS (Rs.)	10.34	11.48	11.12			22.87	12.61	

KIMS HOSPITALS™

KEY ACHIEVEMENTS IN Q2 FY22

Youth defeats both Cancer and Covid-19
KIMS doctors give new lease of life
Bone marrow transplantation done under critical conditions

INDIAN CHRONICLE BUREAU

HYDERABAD, JULY 23

The timely intervention of expert doctors from KIMS hospital, Secunderabad, led to the successful treatment

of a 24-year-old with both Cancer and Covid-19 at the same time. "Medical oncologist, haematologist, and stem cell/bone marrow transplant specialist Dr Narendar Kumar Thota" successfully performed a BMT (bone marrow transplant) on a patient with Acute Myeloid Leukaemia. He explains the hurdles the team has faced in the treatment, and the procedure followed. "Rajkumar Kocharla, aged 24 years from Manchiryal district, came to KIMS hospital in June 2020 with Cancer symptoms. He was diagnosed with Acute Myeloid Leukaemia. While having chemotherapy, he contracted Covid-19. Usually, Cancer patients' immunity levels are very low. Many thought that this patient may not survive from Covid severity. But, he was treated on a ventilator for a long time and survived. He also surprised doctors and medical staff to survive such harsh conditions.""Fortunately, he got out of covid's clutches and gradually took several precautions and returned to normal. Then he underwent chemotherapy for cancer and gradually got ready for the BMT Procedure for leukaemia. BMT is the proper treatment for leukaemia. His maternal uncle's bone marrow matched by 50 per cent. So, BMT went on successfully in February this year. After four months of observation, Rajkumar is fully recovered and is in sound health now. Even though many advanced treatments are available for these complex problems, BMT is the right treatment, if the right donor is found. It is not difficult to save lives if the disease is detected and treated at right time", he explained.

The family members of Rajkumar thanked the doctors, medical staff and the management of KIMS hospitals for saving him from rare Cancer and Covid-19 simultaneously. They said they have almost lost hope for their son.

Bone Marrow Transplantation done under critical conditions at KIMS, Secunderabad.

అత్యంత అరుదైన నొకార్డియా ఇన్ఫెక్షన్‌కు విశాఖపట్నం కిమ్స్‌లో చికిత్స

- పది లక్షల జనాభాలో ఒకరికే వచ్చే అరుదైన సమస్య
- ఏడాది పాటు యాంటీబయాటిక్స్‌తో చికిత్స అవసరం
- ఇన్ఫెక్షన్ మళ్లీ మళ్లీ వచ్చేందుకూ అవకాశం

విశాఖపట్నం: కొవిడ్-19 అనేక జీవితాలను అతలాకుతలం చేసింది. దానికి చికిత్స పొందే సమయంతో పాటు, ఆ తర్వాత కూడా పలు రకాల సమస్యలు తలెత్తుతున్నాయి. మ్యూకర్ మైకోసిస్ (బ్లాక్ ఫంగస్) లాంటివాటితో పాటు, ఇప్పటివరకు వైద్యచరిత్రలోనే అత్యంత అరుదుగా సంభవించే కొన్ని రకాల ఇన్ఫెక్షన్లూ వస్తున్నాయి. ఇలాంటి ఒక రకం ఇన్ఫెక్షన్‌తో [illegible]

Extremely rare Nocardia infection successfully treated at KIMS ICON, Vizag.

Rigid Scoliosis corrected with difficult surgery
Dr Srikrishna Chaitanya leads the team

INDIAN CHRONICLE BUREAU

HYDERABAD, SEPT 13

The child has great aspirations. But, as a result of deformity, he was depressed both emotionally, and physically. He came to "Dr Srikirishna Chaitanya, Consultant Orthopaedic & Spine Surgeon." Hemanth, who is in his plus two studies belongs to Kodavatikallu village of Chandarlapadu mandal, Krishna district, Andhra Pradesh. His father is a farmer. Hemanth is good at studies. But, his spine has a curve, which is developing for the last six years. Despite having so many aspirations, he couldn't concentrate even on his studies because of this deformity. He was not offered surgery as the curve is very big with rib fusion and extremely rigid. He also had a problem at the base of his brain which is the cause of this deformity. After watching some TV interviews, he visited Dr Srikirshna Chaitanya at KIMS hospitals, Kondapur

The boy was looking very anxious and afraid at the time of examination. Careful examination revealed scoliosis with an 85-degree curve, which is very rigid. He was advised surgery by vertebral column resection (excision of the apical vertebrae)/ Osteotomy and deformity correction. There are some risks involved in the surgery. Uncontrolled bleeding and complete paraplegia might be there. But the parents are very happy to find a permanent solution for the problem. Hemanth was admitted and planned for the surgery.

Rigid Scoliosis corrected with difficult surgery at KIMS, Kondapur.

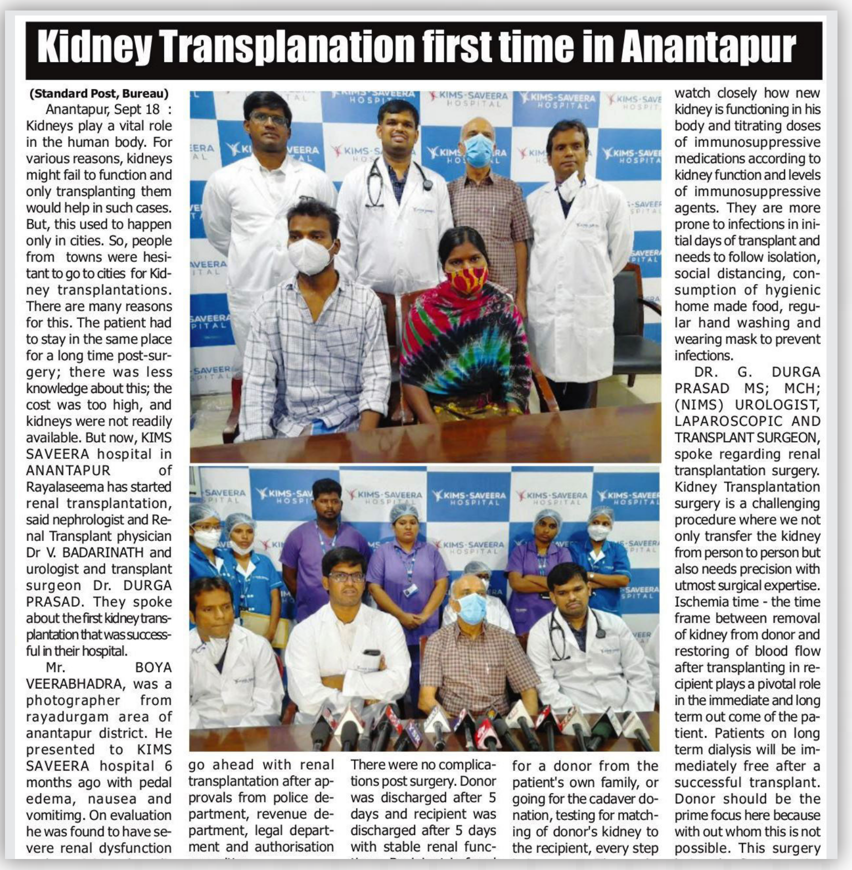
కిమ్స్ ఆసుపత్రిలో తొలిసారి మూత్రపిండాల మార్పిడి

బాడీ బిల్డర్‌కు కొత్త జీవితం ప్రసాదించిన వైద్యులు

కర్నూలు, ఆగస్టు 5 (మనం న్యూస్): శరీరంలో మూత్రపిండాల పాత్ర గురించి ఎంత చెప్పినా తక్కువే. వివిధ కారణాల వల్ల వాటి పనితీరు బాగా మందగించినప్పుడు మూత్రపిండాల మార్పిడే సరైన మార్గం. అయితే ఇంత కాలం పెద్ద నగరాల్లో మాత్రమే ఇది జరుగుతుండటంతో మారుమూల ప్రాంతాల వాళ్లు, ముఖ్యంగా రాయలసీమ జిల్లాల వాసులు హైదరాబాద్ లాంటి నగరాలకు వెళ్లి మూత్రపిండాల మార్పిడి శస్త్రచికిత్సలు చేయించుకోడానికి వెనకడుగు వేసేవారు. ఈ శస్త్రచికిత్స జరిగిన తర్వాత రోగి దాదాపు ఆరు నెలల పాటు అదేచోట ఉండాల్సి రావడం, వీటి గురించి అవగాహన తక్కువగా ఉండటం, ఖర్చు ఎక్కువగా ఉండటం, మూత్రపిండాలు అందుబాటులో లేకపోవడం లాంటివి ఇందుకు ప్రధాన కారణాలు. అయితే, రాయలసీమలోని కర్నూలు కిమ్స్ ఆసుపత్రిలో సైతం ఇప్పుడు మూత్రపిండాల మార్పిడి శస్త్రచికిత్స మొదలైందని కన్సల్టెంట్ యూరాలజిస్టు, రీనల్ ట్రాన్స్‌ప్లాంట్ సర్జన్ డాక్టర్ సీహెచ్ ఉమామహేశ్వరరావు తెలిపారు. తమ ఆసుపత్రిలో విజయవంతంగా మూత్రపిండాల మార్పిడి శస్త్రచికిత్స నిర్వహించామన్నారు.

First Time Kidney Transplant was performed at KIMS, Kurnool.

KEY ACHIEVEMENTS IN Q2 FY22



First Time Kidney Transplantation was performed at KIMS,SAVEERA.

3 year old boy diagnosed with rare lung cancer treated at KIMS, Kurnool.

Patient with rare cancer treated at KIMS ICON.

First-Ever cochlear implant surgery was performed at KIMS SAVEERA.

Update on Sunshine Hospital

KIMS HOSPITALS™

SUNSHINE HOSPITAL - BRIEF PROFILE

SUNSHINE HOSPITALS

Dr. A.V. Gurava Reddy
Managing Director

Dr. A. Bhavani
Director

SECUNDERABAD

GACHIBOWLI

KARIMNAGAR

- Started in 2009
- Founders: Dr. A.V. Gurava Reddy & Dr. A. Bhavani
- Second largest Orthopedic practice in South East Asia

- Locations: Secunderabad, Gachibowli & Karimnagar
- Beds Capacity: 600+
- Key Specialities: Ortho Sciences, Cardiac Sciences & Gastro Sciences

ORTHO SCIENCES - CUTTING-EDGE TECHNOLOGY AT WORK

SUNSHINE ORTHROBOTICS

A Designated Global Centre of Excellence for Robot-assisted Joint Replacements

- 1st Hospital in INDIA with ISOC Membership (Only 2 from India have this membership)
- 4000 Total joint replacements performed on average, every year
- More than 10,000 surgeries annually, across all the orthopaedic sub-specialities
- More than 700 Robotic Knee replacements done in less than 18 months - Fastest in the World!

1ST HOSPITAL IN INDIA WITH INTERNATIONAL SOCIETY OF ORTHOPAEDIC CENTERS (ISOC) MEMBERSHIP

Members Centers 2020

Argentina: Hospital Italiano de Buenos Aires (Buenos Aires)

Australia: Mater Hospital (Sydney)

Belgium: University Hospitals Leuven (Leuven)

Brazil: Instituto Nacional de Traumatologia e Ortopedia (Rio de Janeiro)

Canada: Sunnybrook Health Sciences Centre (Toronto)

Chile: Clinica Alemana (Santiago)

China: Peking Union Medical College Hospital (Beijing)

France: Institute for Locomotion (Marseille)

Germany: Helios Endo-Klinik (Hamburg)

India: Sancheti Institute for Orthopaedics & Rehabilitation

India: Sunshine Hospital (Telangana)

Israel: Hadassah University Medical Center (Jerusalem)

Italy: Istituto Ortopedico Rizzoli (Bologna)

Italy: I.R.C.C.S. Istituto Ortopedico Galeazzi (Milan)

Mexico: Instituto Nacional De Rehabilitacion (Mexico City)

The Netherlands: Sint Maartenskliniek (Nijmegen)

Sweden: Skåne University Hospital (Lund)

Switzerland: Schulthess Klinik (Zurich)

United Kingdom: Royal National Orthopaedic Hospital (London)

USA: Campbell Clinic (Tennesee)

USA: Hospital for Special Surgery (New York)

USA: Mayo Clinic (Minnesota)

Source: isocweb.org

STRONGER, TOGETHER - HYDERABAD MARKET

Particulars	KIMS	SUNSHINE	KIMS & SUNSHINE TOGETHER
No of Hospital	2	2	4
Beds	1200	525+	1725+
No of years in Hyd	17+	12+	17+
COE Cardiac	●	◑	●
COE Ortho	◑	●	●
COE Neuro	●	◔	●
COE Gastro	◑	◔	◕
COE Onco	◑	-	◑
COE Renal	●	◔	●

COE: Centre of Excellence

CONSOLIDATED FINANCIAL SNAPSHOT (P&L)

(Indian GAAP)

P&L Summary (In INR Mn)	FY20	FY21
Bed Capacity	602	602
Occupancy %	39.6%	39.8%
IP Volume	21,970	17,515
ARPOB	22,728	26,125
Revenue	3,643	4,118
EBITDA	331	752
EBITDA %	9%	18%
Other Income	93	49
Finance Cost	103	91
Depreciation	367	236
PBT	-47	465
PAT	-60	364

- Current occupancy level are at 40%. There is opportunity to scale by adding new clinical specialities and strengthening existing ones.
- Opportunity to scale EBITDA margin by enhancing revenue.
- Opportunity to optimise on consumables costs and integrate with KIMS.
- Opportunity to integrate and optimise HR cost since we operate in same market.

Source: Audited Financial Statement

Update on Expansion Plans

KIMS HOSPITALS™

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	24 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
Chennai	-	350-400	All Specialities	400 Cr	36 months
Western / Central India	-	250-300	All Specialities	300 Cr	24-36 months

Thank You