



Global Health L i m i t e d

10th August, 2023

Ref:- GH/2023-24/EXCH/38

The General Manager
Dept. of Corporate Services
BSE Limited,
P J Towers, Dalal Street,
Mumbai - 400 001

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Scrip Code: 543654

Symbol: MEDANTA

Sub: Press Release

Dear Sir(s),

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation for the Quarter ended June 30, 2023 Results of the Company.

Kindly take the above on record.

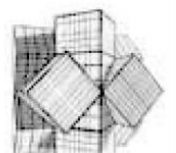
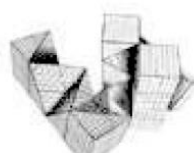
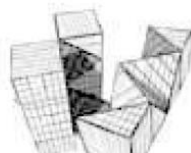
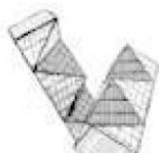
Thanking you,

Yours faithfully

For Global Health Limited

Rahul Ranjan
Company Secretary & Compliance Officer
M. No. A17035

Encl: a/a





GLOBAL HEALTH LIMITED

Dedicated to Life

**INVESTOR
PRESENTATION**

Q1 FY 2024



Contents

01 Q1 FY2024 Performance Update

02 Medanta: Poised to Deliver Sustainable Growth

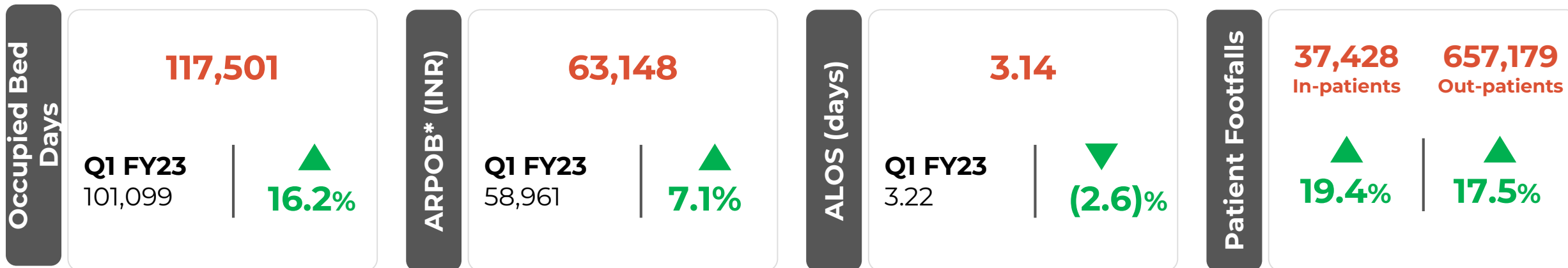
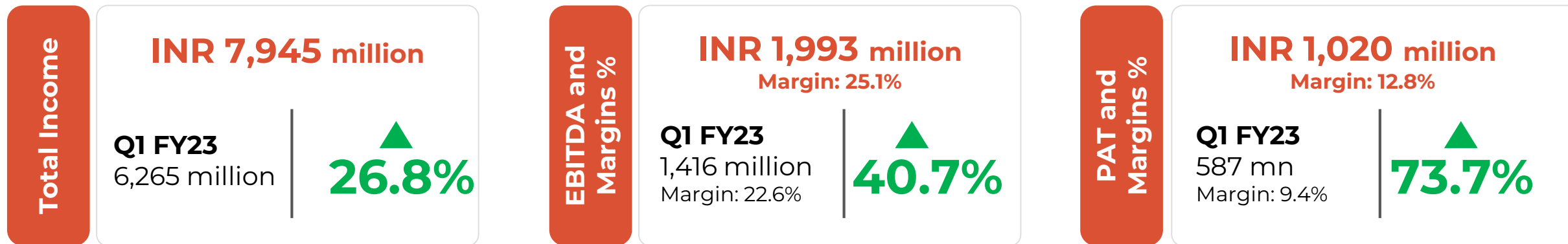
03 About Us

01

Q1 FY2024 Performance Update

Q1 FY2024 performance summary

Strong performance driven by growth in patient footfalls and improved realizations



*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

Q1 FY2024 performance summary

Both matured and developing hospitals continue to deliver year on year and sequential growth

- Consolidated Total Income of INR 7,945 million, grew by 26.8% y-o-y and 8.6% on q-o-q basis. The growth was driven by a combination of factors including higher patient volumes, increase in bed occupied days and improvement in realization
- EBITDA was INR 1,993 million, growth of 40.7% y-o-y. EBITDA margins improved to 25.1% compared to 22.6% in Q1 FY23
- Profit After Tax was INR 1,020 million, growth of 73.7%. PAT margins remained stable at 12.8%
- During the quarter, 28 new beds were added at Patna
- Occupied bed days increased by 16.2% y-o-y, with occupancy of 58.1% on increased census bed capacity
- In-patients count increased by 19.4% y-o-y; Out-patients count increased by 17.5% y-o-y in Q1 FY24
- ARPOB grew by 7.1% to INR 63,148 in Q1 FY24 driven by increase in tariffs at Gurgaon unit and increase in complex work at Lucknow and scale up at Patna
- Developing hospitals revenue share increased from 23.4% in Q1 FY23 to 28.9% in Q1 FY24 amounting to INR 2,297 million. Developing hospital EBITDA share increased from 22.6% in Q1 FY23 to 31.4% in Q1 FY24 amounting to INR 720 million
- During the quarter, International Patients Revenue increased by 45% to INR 477 million, driven by increased volumes and realization
- In house OPD Pharmacy business continues to register strong growth. Revenue increased by 43% from INR 186 million in Q1 FY23 to INR 266 million in Q1 FY24

Q1 FY2024 key developments

Leveraging technology to improve quality and accessibility of care



- Medanta Lucknow **launched Tele-ICU services**
- Inaugurated by Hon'ble Chief Minister UP Yogi Adityanath
- Enabling access to Medanta's high quality critical care expertise in underserved areas
- **Tie-ups** across Jodhpur, Maharajganj and Praygraj cities



- **Siemens Varian EDGE Radiosurgery Machine** for Radiation Oncology installed in **Lucknow** facility and operationalized
- **Comprehensive Oncology Program launched** at Lucknow



- First multi-service out of hospital retail **Pharmacy launched** at DLF Cyber Park, Gurugram
- Offers Doctor consultation with Medanta experts, medicine delivery and lab services
- Curated to meet the needs of corporate employees



- **Medanta Gurgaon received Medical Value Travel Award** by FICCI for providing exceptional services in arranging medical travel for patients

Q1 FY2024 clinical achievements

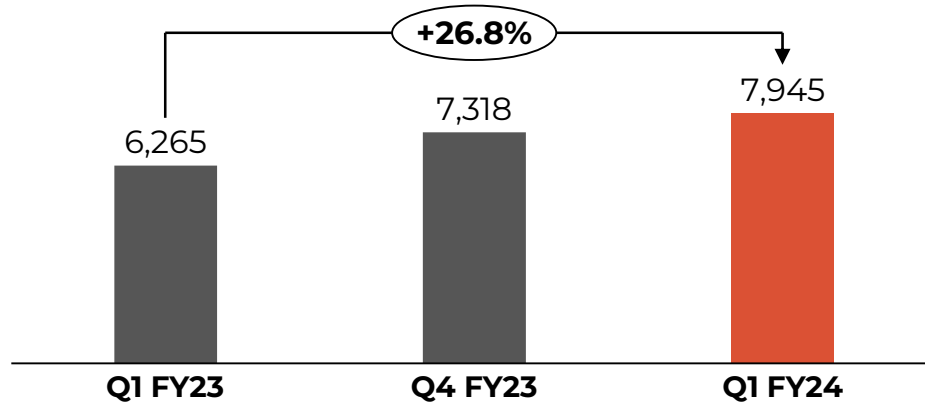
Continuing the legacy of clinical excellence

- Medanta Gurugram doctors use **CAD cam 3D technology to reconstruct cancer patient's lower jaw in 12 hour surgery**, restore facial structure, ability to swallow, eat, speak
- In a series of surgeries, Medanta Ranchi doctors **save life of a man with brain injury and multiple facial fractures**
- Medanta Gurugram doctors **use robotic surgery** to successfully perform **complex surgery to remove kidney of patient** with Renal Cell Carcinoma, a type of kidney cancer
- Medanta Gurugram doctors use **novel Nanoknife technique (irreversible electroporation)** to save a kidney cancer patient
- **Multidisciplinary team** at Medanta Indore successfully **resects highly complex Giant PCC tumor**, located in adrenal glands above kidneys, known as the Great Masquerader
- Patient with drug-resistant epilepsy for 25 years **freed of seizures after advanced brain surgery** at Medanta Gurugram; language, speech, comprehension intact
- In a challenging case, surgeons at Medanta Lucknow **remove 2 cancerous lesions from oral cavity** and reconstruct it
- **Leg of 20-year-old** with osteosarcoma (rare bone tumor) **saved from amputation with use of megaprosthesis** that “grow” to accommodate the still developing bones of young patients
- **Medanta Patna doctors save life of man with aortic transection**, a fatal tear in main blood vessel that travels from the heart, **using minimally invasive approach called TEVAR**

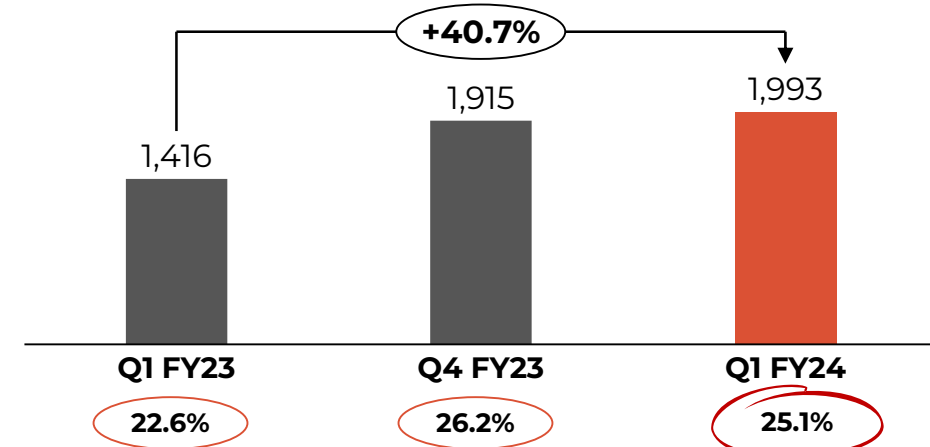
Key operating metrics: Revenue and profitability

Robust growth across all major metrics

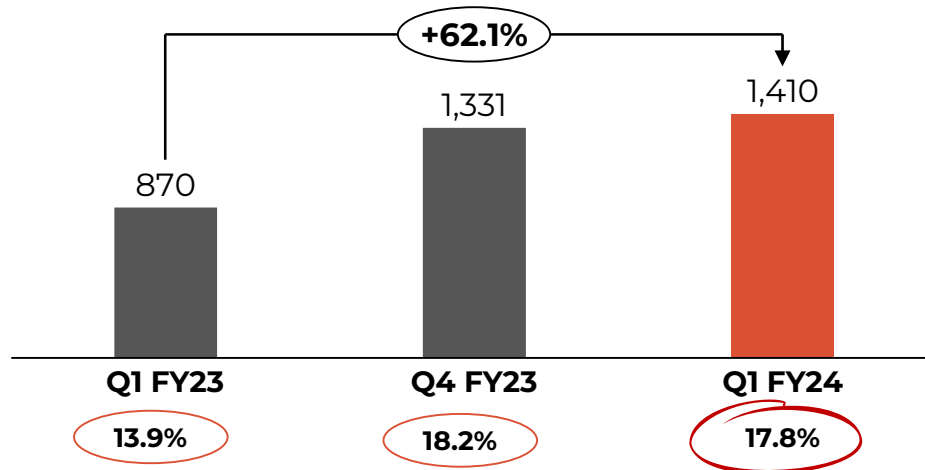
Total Income (INR million)



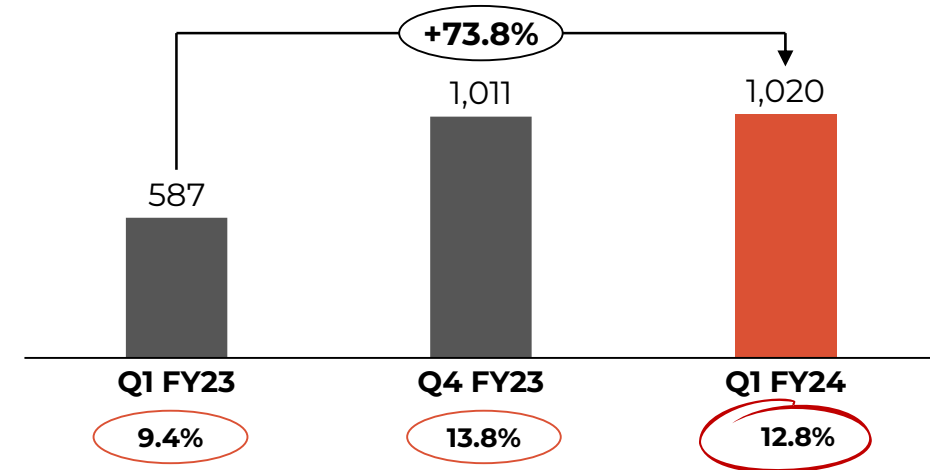
EBITDA (INR million and margin %)



Profit before tax (INR million and margin%)



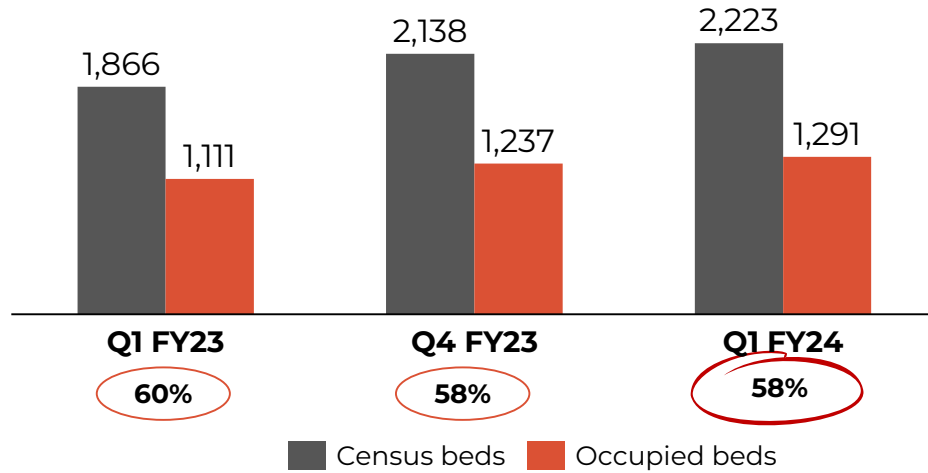
Profit after tax (INR million and margin %)



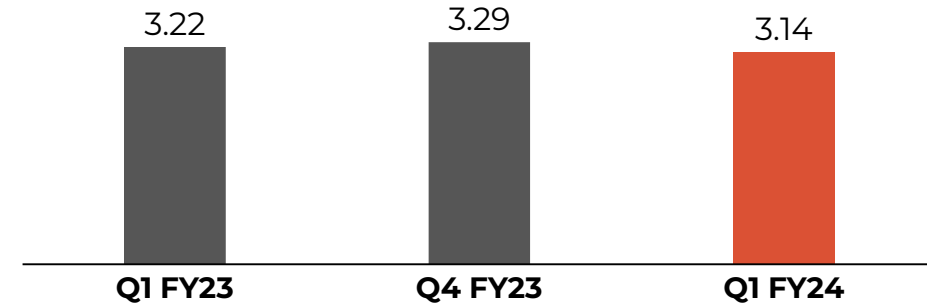
Key operating metrics: Volumes, occupancies, ALOS

Strong volume growth, increased bed capacity and improvements in ALOS

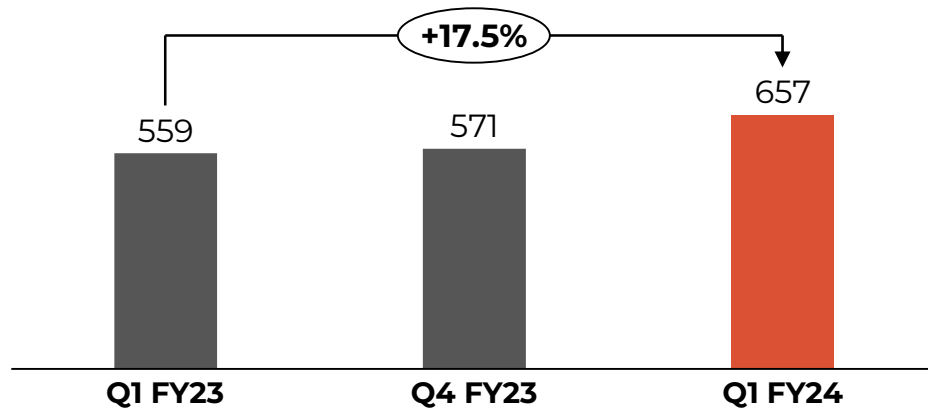
Average census and occupied beds



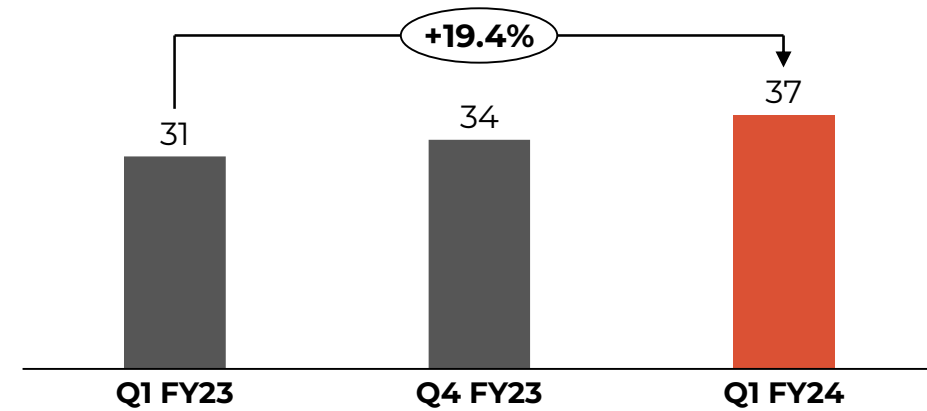
ALOS (days)



OPD volumes ('000)



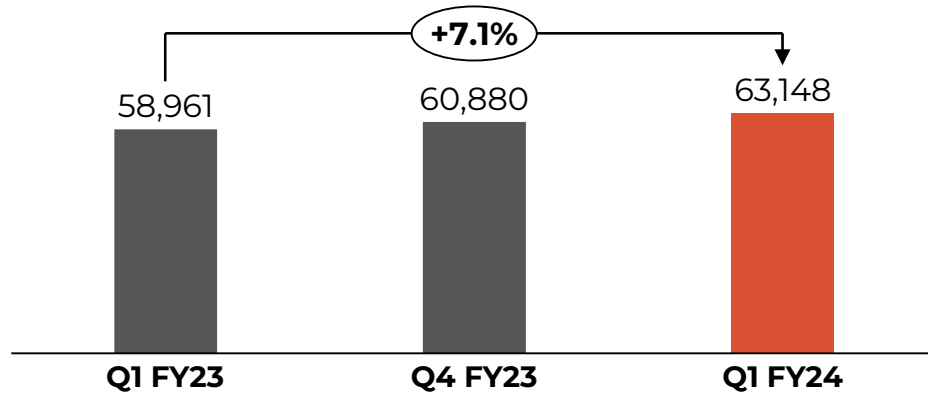
IPD volumes ('000)



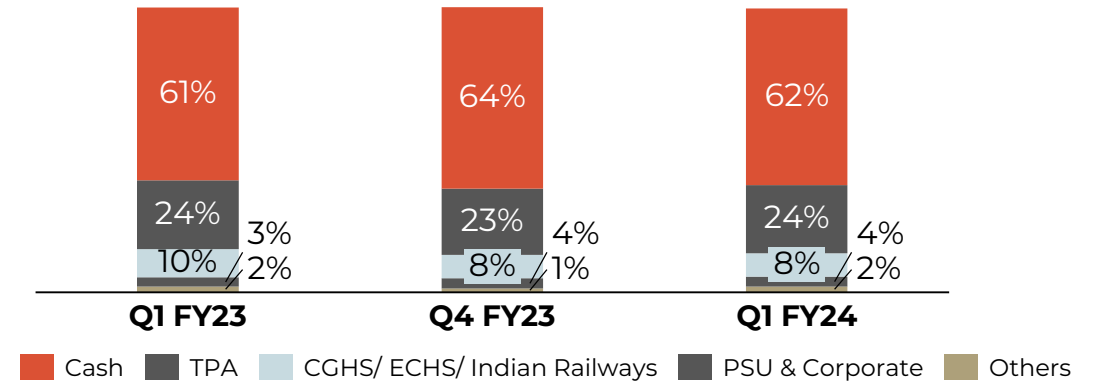
Key operating metrics: ARPOB and revenue mix

ARPOB growth driven by improved realization

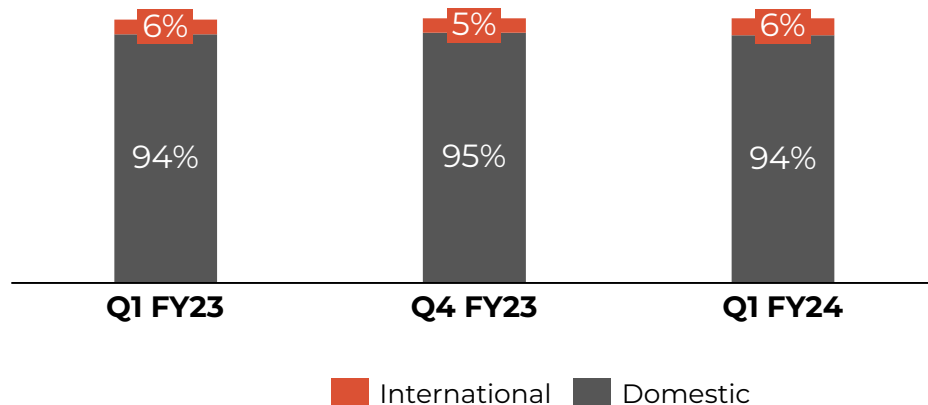
ARPOB* (INR)



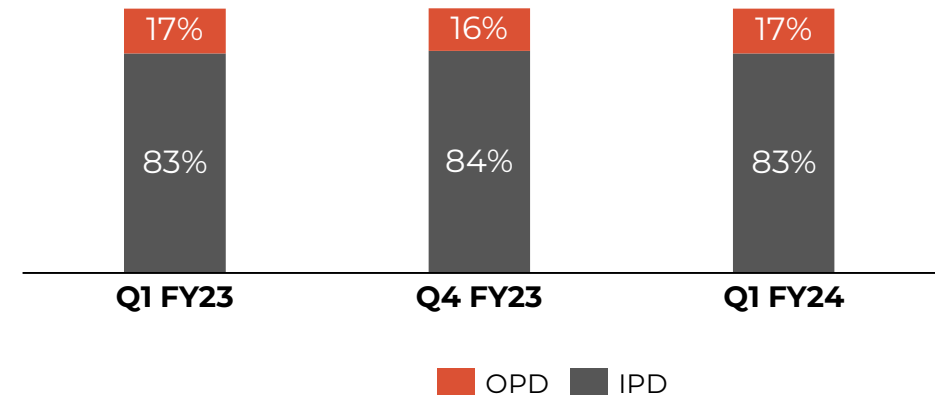
IPD Revenue mix by payor category



Domestic and international revenue breakdown



IPD vs OPD revenue breakdown

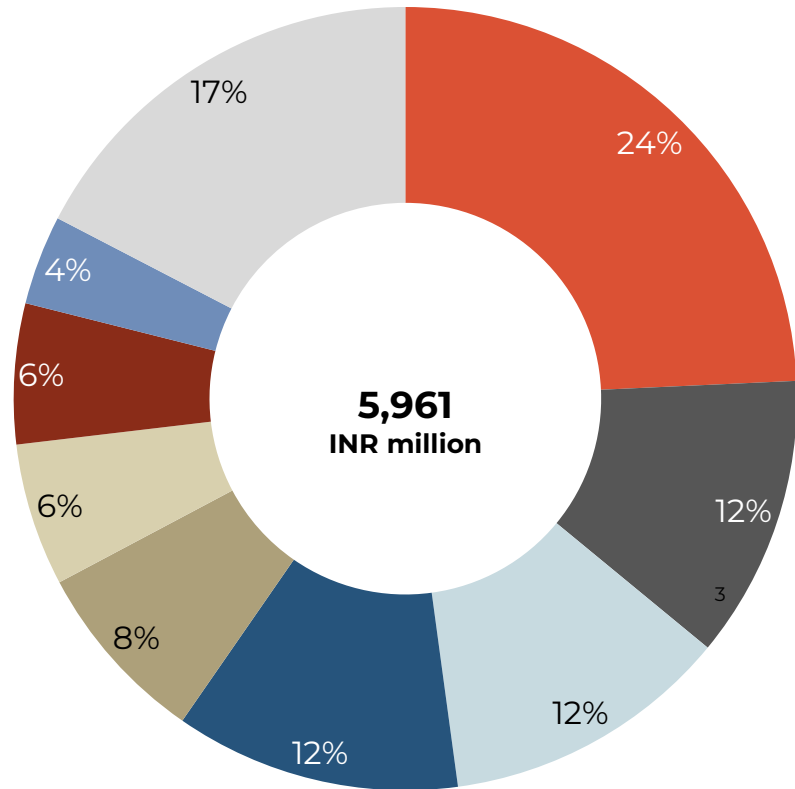


*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

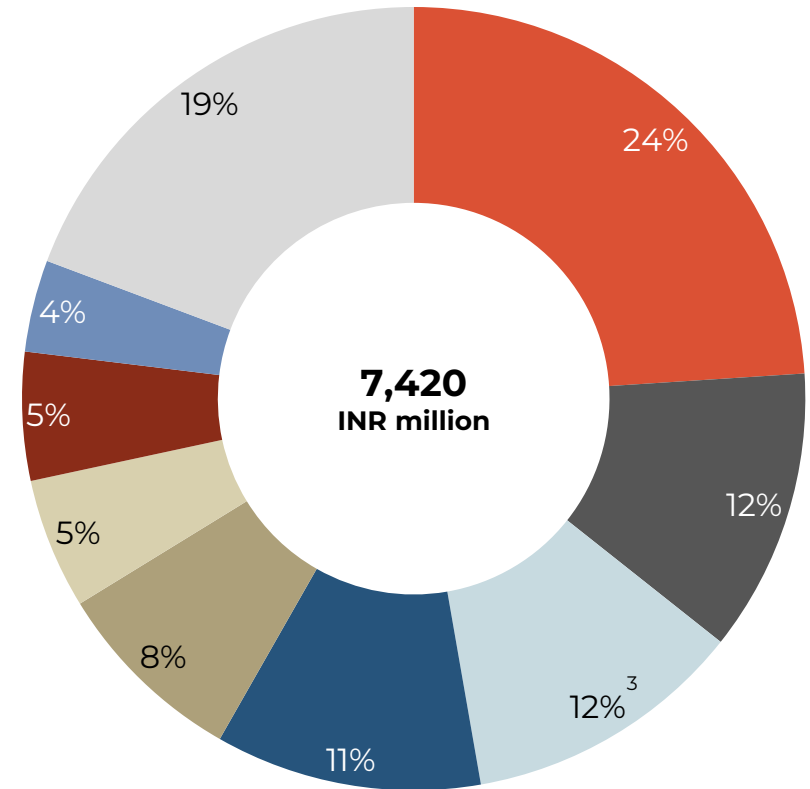
Diverse revenue¹ mix

Significant contribution from complex specialties

Revenue mix by specialty Q1 FY23



Revenue mix by specialty Q1 FY24



■ Heart
 ■ Digestive
 ■ Cancer³
■ Neuro
 ■ Kidney & Urology
 ■ Internal Medicine
 ■ Ortho
 ■ Liver Transplant
 ■ Others

Notes:

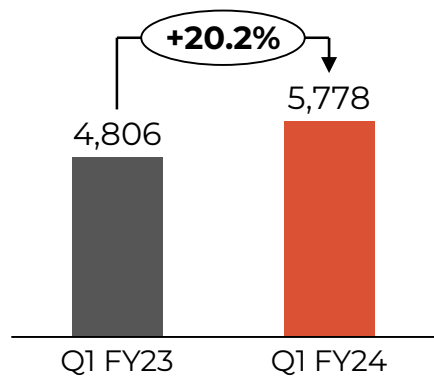
1. Revenue from healthcare services excludes pharmacy revenue and other income
2. Revenue breakdowns are provided as per internal MIS at the Company's consolidated level
3. Cancer includes medical oncology, radiation oncology, head & neck surgery, bone marrow transplant and breast surgery

Growth seen in both mature and new hospitals

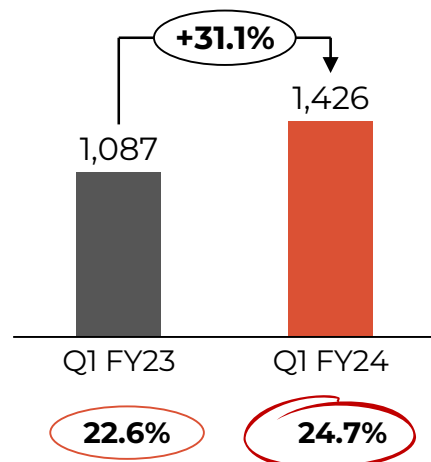
New hospitals continue to deliver strong growth

Matured hospitals - Over 6 years

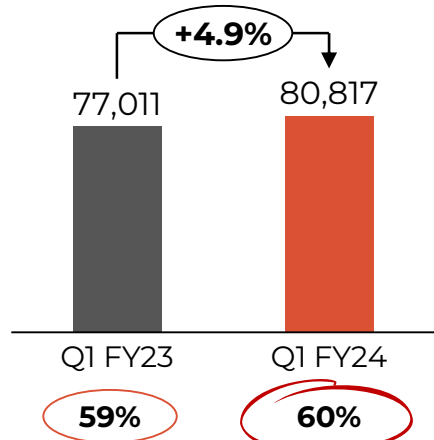
Total Income (INR million)



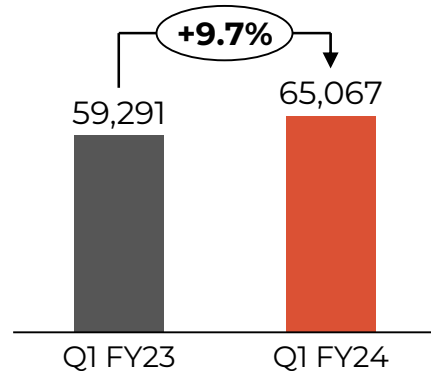
EBITDA (INR million and margin %)



Occupied Bed Days

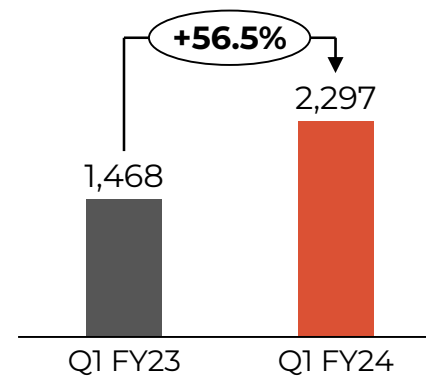


ARPOB* (INR)

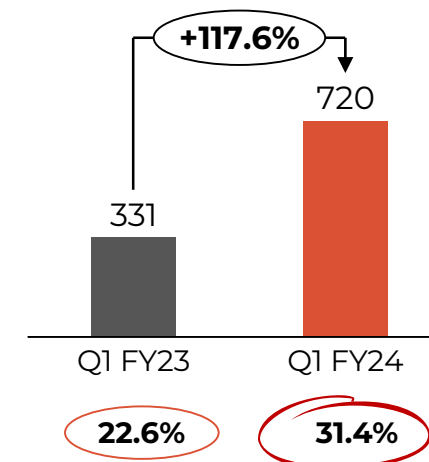


Developing hospitals - Less than 6 years

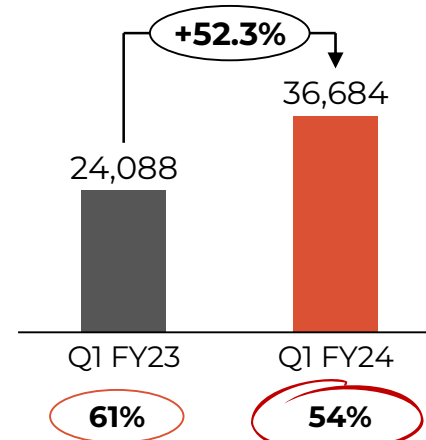
Total Income (INR million)



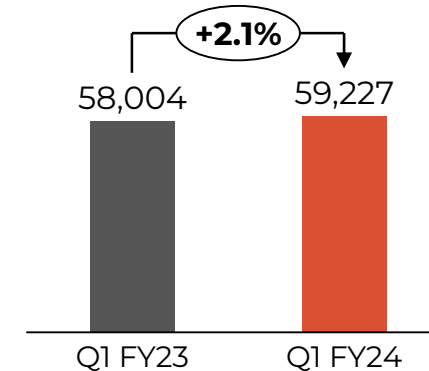
EBITDA (INR million and margin %)



Occupied Bed Days



ARPOB* (INR)



*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

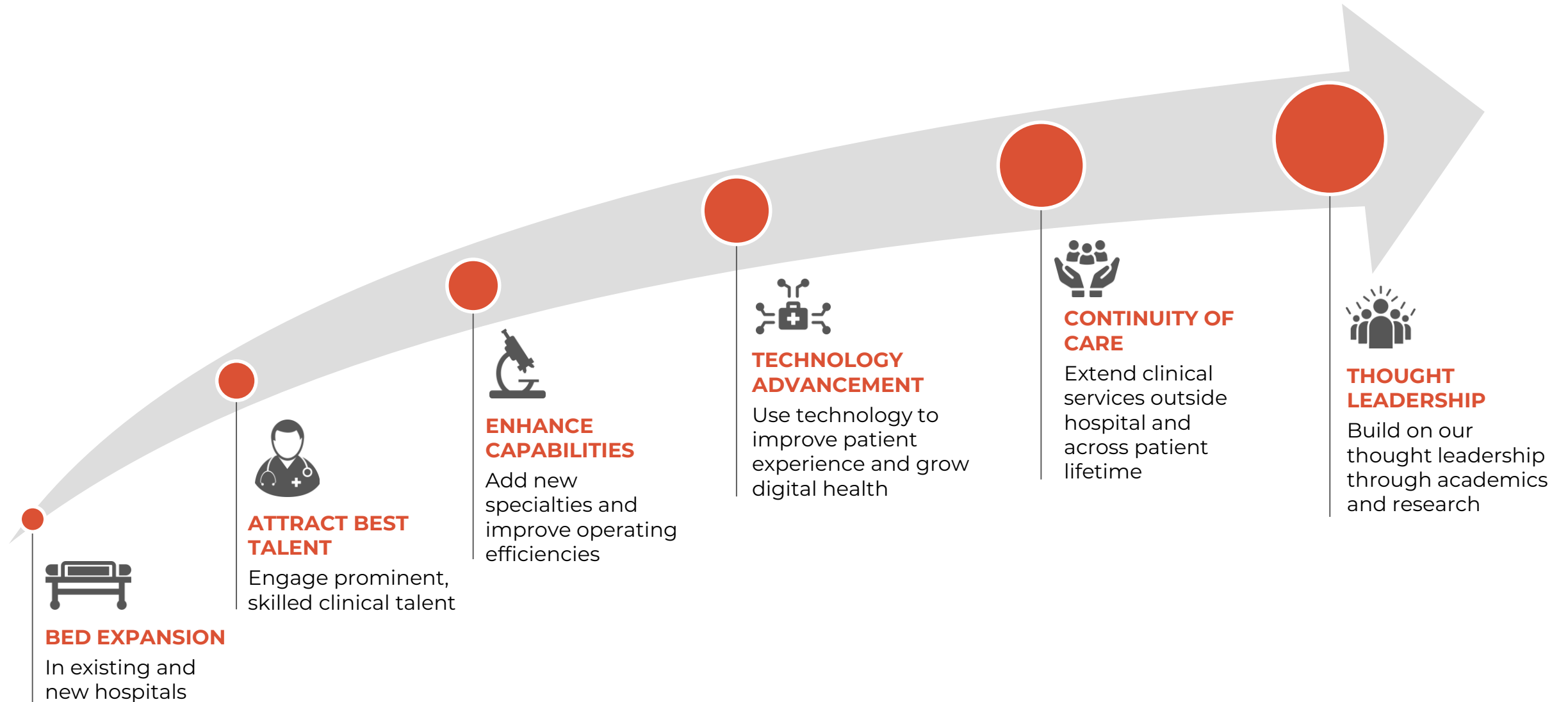
02

Medanta Poised to Deliver Sustainable Growth

Values based growth you can be proud of

Medanta is well placed to deliver sustainable growth...

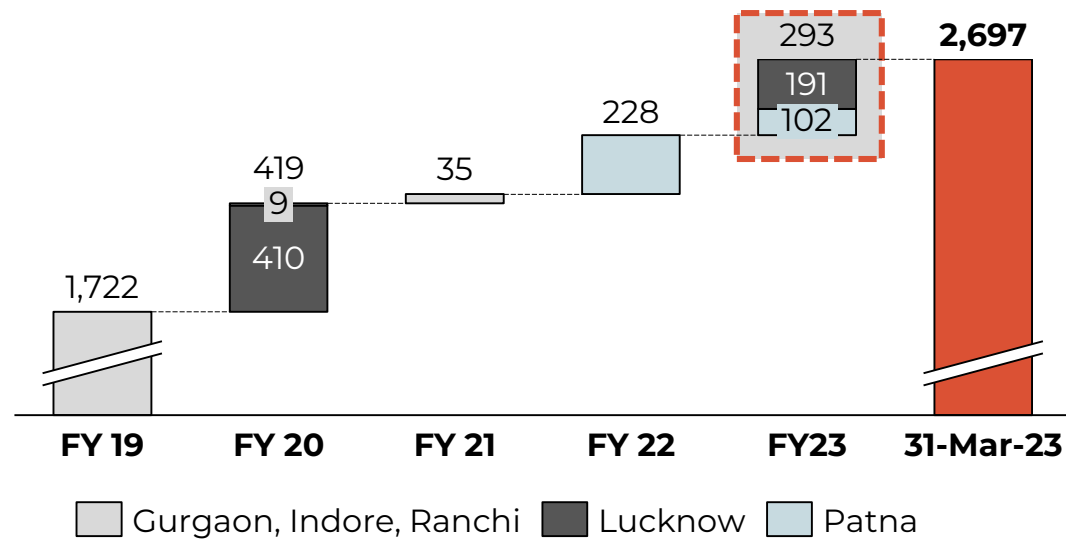
...while maintaining its core values of patient centric care and clinical leadership and quality



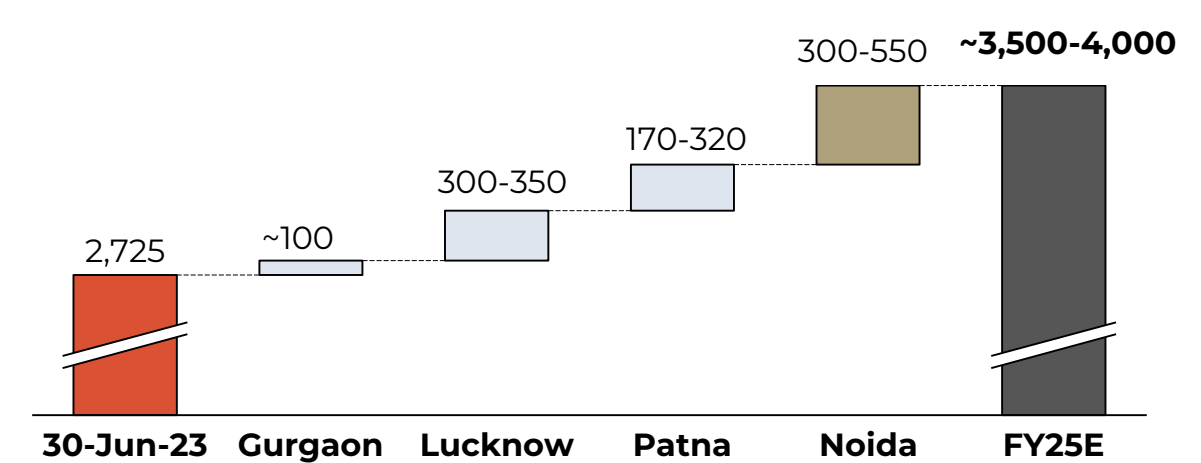
On-going expansion projects on track for FY2025

Planned bed capacity addition; well positioned to drive near term growth

Number of installed beds



Planned growth in number of installed beds



- **Ramp-up of developing hospitals to drive near term growth**
- Operational **bed addition of 975 beds (i.e. 36% of the capacity)** from FY19 to March 2023
- **191 beds and 102 beds added** in Lucknow and Patna respectively during FY2023
- Success of Gurgaon, Lucknow and Patna units validates Medanta's Model of Care and showcases our ability to deliver at scale across different geographies

- **Phase wise, planned bed capacity expansion** strategy
- Planned bed addition of **~800-1,300 beds in next two-three years** from existing hospitals (including Noida)
- **~770 beds i.e. ~60%** of the planned bed addition will be **at existing hospitals; resulting in lower capex / bed**
- Floor area of **100K+ sq. meter**; along with additional **land bank of 13 acres** available **at Gurgaon** for ancillary services

Medanta and DLF to develop ~400 beds super-specialty hospital in Delhi

Further strengthening NCR presence; linking Gurugram and Noida with its new South Delhi facility



** The image is for representation purpose only*

- Plan to set up a **~400-bed super specialty hospital in South Delhi**
- **GHL and DLF to form a new company**, both will contribute equity in equal proportion (50:50)
- Medanta will run the hospital and have operational control; DLF will be a strategic investor
- The super specialty hospital will provide cutting edge medical and surgical interventions in over 20 specialties. The facility will also have a comprehensive cancer care unit
- The new facility will strengthen Medanta's presence taking its bed count to ~2,400 in NCR

03

About Us

Medanta was founded to bring a new type of healthcare to India...



... the human side of healthcare

Healthcare is never only about science. It is also about the **art of medicine** – the **human connection**, putting the **patient first**, **collaboration**, the personal acts of **empathy** and the **values** that guide our decision making.



At Medanta we have built an institution to match the highest benchmarks of excellence globally. We have created an ecosystem of excellence that encompasses world-leading clinicians, state-of-the-art equipment, best-in-class infrastructure, and a strong emphasis on research and innovation.

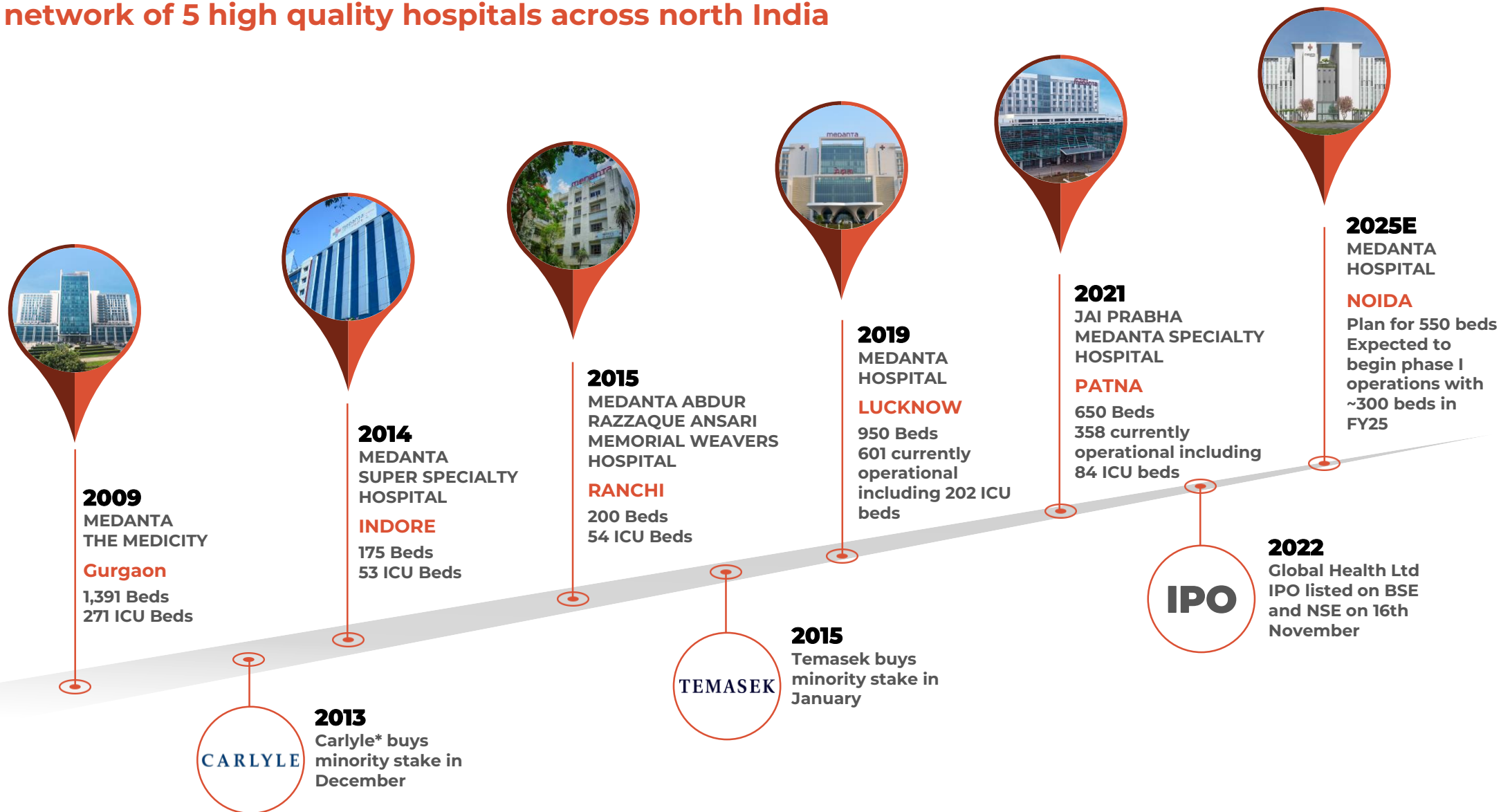
Medanta's patient-first approach allows teams of super-specialist doctors to collaborate seamlessly and arrive at the best-possible treatment customized for each patient in line with our guiding philosophy 'Har Ek Jaan Anmol', meaning 'Every Life is Invaluable'



Dr. Naresh Trehan
CMD & Chief Cardiac Surgeon, Medanta

Growth from a single flagship hospital in Gurgaon...

...to a network of 5 high quality hospitals across north India



* Carlyle Group (Anant Investments) exited completely in the IPO

Infrastructure and technology

Built to deliver the most complex care

Network of **5** multi-speciality hospitals

1 under construction hospital

6 clinics across **4** cities

Over **2,725*** beds expanding to **3,500+** by FY2025E

77 operation theatres
660+ ICU beds

Facilities for **30+** medical specialties

4.7 million sq. ft. of built-up area with additional land for expansion

High quality clinical talent

Full time doctors; team based care

1,600+ doctors*

5,600+ nurses and paramedics*

9,660+ full-time and retainer employees*

Patients treated

Seen as the 'last stop' in healthcare

2 million+ patients treated annually

1,00,000+ procedures annually

Patients treated from over **130** countries

Awards and accreditations

National and international recognition

Medanta - The Medicity, Gurgaon rated **Best Private Hospital in India Four years in Row** by Newsweek

Medanta Gurgaon **reaccredited 4 times with JCI**; Gurgaon, Lucknow, Indore, Ranchi are **NABH accredited**



From our flagship Medicity campus in Gurgaon, we have grown to ~2,700 beds across 5 cities

Largest private hospital beds in operation under one roof in Delhi (NCR), Uttar Pradesh and Bihar



GURGAON

1,391 beds; 271 ICU beds



LUCKNOW

601 beds; 202 ICU beds (950 planned)



PATNA

358 beds; 84 ICU beds (650 planned)



INDORE

175 beds; 53 ICU beds



RANCHI

200 beds; 54 ICU beds



NOIDA

550 total beds (under construction)

Embracing a new era and redefining our purpose

MISSION

Our mission is to deliver world class, patient centric, integrated and affordable healthcare through a dynamic institution that focuses on the development of people and knowledge

Core Values



Patient centric care: Foster a culture where every one of us is committed to care for patients and their caregivers



Leadership and quality: Commit to delivering excellence in everything we do through exemplary action and behaviour



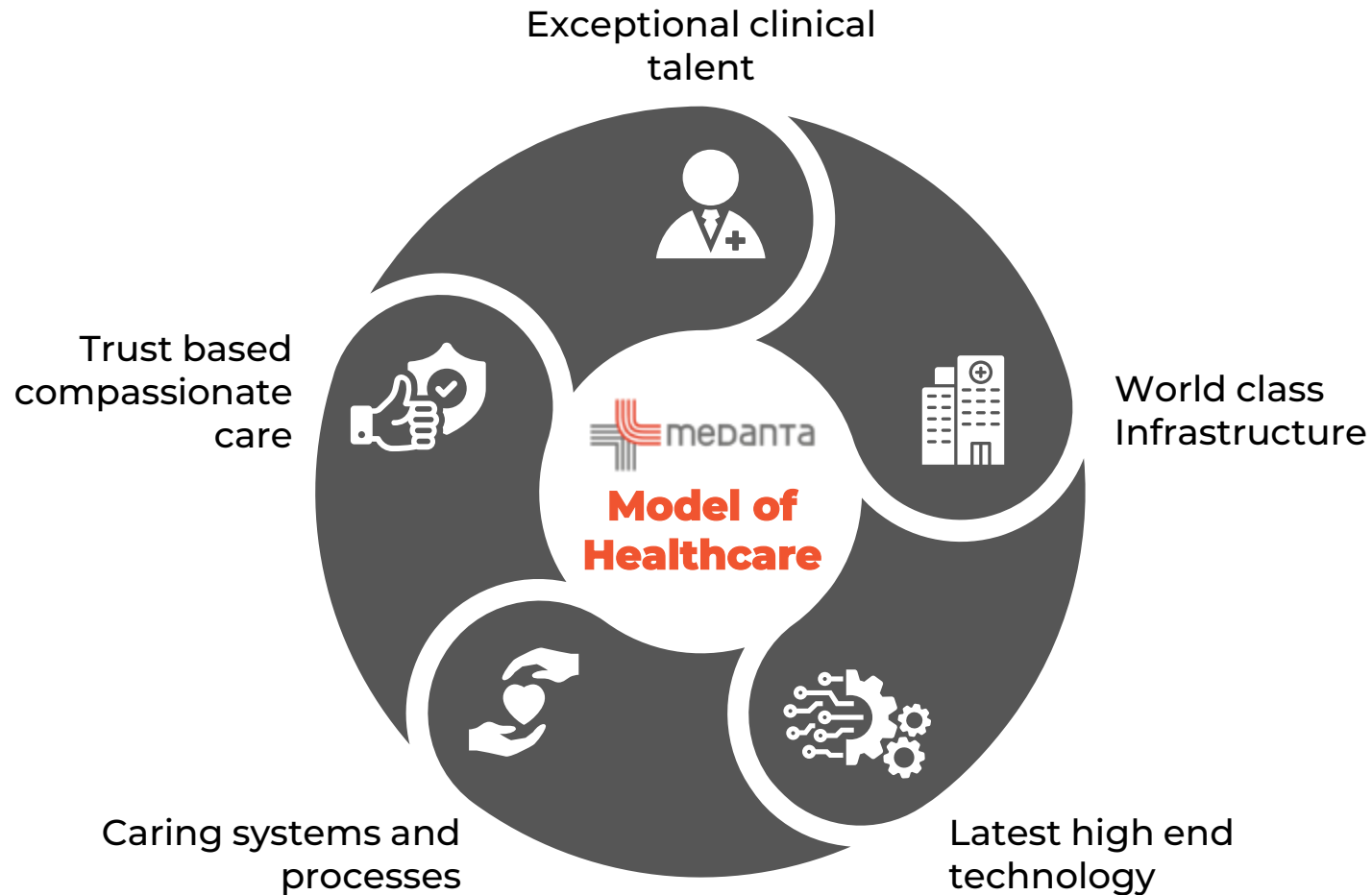
Integrity and courage: Maintain the highest ethical standards by putting the patient first and demonstrating the courage to do what is right



Collaboration, learning and innovation: Promote teamwork and collaboration, welcome change and creativity, encourage innovation

The Medanta Model of Healthcare

Delivering the highest quality of medicine with care and compassion



What it means for patients and caregivers?

- Super specialized doctors provide the highest quality of care through a team based integrated approach
- A safe and friendly healing environment with a patient-centric design in all clinical areas and public spaces
- Availability of the most advanced, innovative equipment and technology to enable the most complex diagnostics and treatment
- Doctors who take ownership and personal responsibility
- Respect-based processes for patients and their families

Annexure: Profit and Loss Statement

INR million	Year End			Quarter			
	FY22	FY23	Y-o-Y Growth %	Q1 FY23	Q4 FY23	Q1 FY24	Y-o-Y Growth %
Revenue from operations	21,673	26,942	24.3%	6,174	7,034	7,730	25.2%
Other income	385	649	68.6%	91	284	215	136.0%
Total income	22,058	27,592	25.1%	6,265	7,318	7,945	26.8%
Cost of materials consumed	5,429	6,812	25.5%	1,472	1,648	1,814	23.2%
Employee benefits expense	5,680	9,679	70.4%	2,293	2,499	2,779	21.2%
Other expenses	6,052	4,329	(28.5)%	1,084	1,257	1,358	25.3%
EBITDA	4,898	6,771	38.3%	1,416	1,915	1,993	40.7%
Finance costs	795	779	(2.0)%	185	205	179	(3.3)%
Depreciation and amortisation expense	1,297	1,499	15.6%	361	380	404	11.9%
Profit before tax	2,806	4,493	60.1%	870	1,331	1,410	62.1%
Tax expenses	844	1,232	46.1%	283	320	390	37.8%
Profit after tax	1,962	3,261	66.2%	587	1,011	1,020	73.7%

Annexure: Operational Parameters

Key metrics	Year End			Quarter			
	FY22	FY23	Y-o-Y Growth %	Q1 FY23	Q4 FY23	Q1 FY24	Y-o-Y Growth %
Total Beds	2,404	2,697	12.2%	2,467	2,697	2,725	10.5%
Average Census Beds	1,779	2,049	15.2%	1,866	2,138	2,223	19.2%
Average Occupied Bed Days	385,059	439,539	14.1%	101,099	111,286	117,501	16.2%
Average Occupancy Rate %	60.5%	58.8%	(2.8)%	59.6%	57.9%	58.1%	(2.5)%
ARPOB (INR)*	54,547	59,098	8.3%	58,961	60,880	63,148	7.1%
ALOS (days)	3.8	3.3	(13.2)%	3.22	3.29	3.14	(2.6)%
In-Patient Volumes	102,359	135,161	32.0%	31,351	33,834	37,428	19.4%
Out-Patient Volumes	1,971,260	2,274,651	15.4%	559,125	570,883	657,179	17.5%

Abbreviations

- INR : Indian Rupee
- NABH : National Accreditation Board for Hospitals & Healthcare Providers
- NABL : National Accreditation Board for Testing and Calibration Laboratories
- JCI : Joint Commission International
- OPD : Out-Patient Department
- IPD : In Patient Department
- ICU : Intensive Care Unit
- Mn : Million
- ARPOB : Average Revenue Per Occupied Bed
- ALOS : Average Length of Stay
- EBITDA: EBITDA represents Profit before tax after adding back finance costs and depreciation and amortization of the relevant year/period
- EBITDA Margin : EBITDA divided by Total Income in percentage
- PAT : Profit After Tax
- NCR : National Capital Region

Definitions

- Bed Capacity / Installed Beds : Total Bed available in the hospital (including census (bed available for mid-night occupancy) and non-census beds (all other bed available other than census beds, i.e., day-care beds).
- Occupied beds : Total Count of patients at midnight at each day
- Average Occupancy Levels : (Total Occupied beds/Total census beds) i.e. Excluding day Care bed, Emergency, Dialysis beds, Pre & post catheterization & Observation room
- ICU Beds: No of ICU Beds available in the hospital out of census beds
- Total Income : Revenue from Operations + Other Income
- ARPOB : Income from Health Care Services excluding Pharmacy and Other Income revenue divided by occupied bed days
- ALOS : Average number of days spent by admitted inpatients
- Revenue mix by Payment Type, i.e. Cash, TPA,CGHS, ECHS, PSU others.

About Medanta

Founded by Dr. Naresh Trehan, a world-renowned cardiovascular and cardiothoracic surgeon who has been awarded the prestigious Padma Bhushan and the Padma Shri, the third- and fourth-highest civilian awards in India, and the Dr. B.C. Roy Award in recognition of his distinguished contribution to medicine.

Global Health Limited (the “Company”) is one of the largest private multi-specialty tertiary care providers operating in the North and East regions of India, with key specialties cardiac science, neurosciences, oncology, digestive and hepatobiliary sciences, orthopedics, liver transplant, and kidney and urology, according to the report titled “An assessment of the healthcare delivery market in India, September 2022” by CRISIL Limited.

Under the “Medanta” brand, the Company has a network of five hospitals currently in operation (Gurgaon, Indore, Ranchi, Lucknow, and Patna). Spanning an area of 4.7 million sq. ft., its operational hospitals have 2,725 installed beds as on June 30, 2023. It also has one hospital under-construction in Noida. The Company provides healthcare services in over 30 medical specialties and engages over 1,400+ doctors led by highly experienced department heads.

Contact Details

Ravi Gothwal –
Head of Investor Relations



+91 95996 55711



ravi.gothwal@medanta.org



Corporate Office

Medanta; The Medicity

CH Baktawar Singh Rd, Medicity, Islampur Colony, Sector 38,
Gurgaon, Haryana 122001



For further information, please visit our website:

<https://www.medanta.org/>