May 17, 2024

Ref:- GHL/2024-25/EXCH/14

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: Investor Presentation

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 and Financial Year ended March 31, 2024 Results of the Company.

Kindly take the above on record.

Thanking you,

Yours faithfully

For Global Health Limited

RAHUL RANJAN
Digitally signed by RAHUL RANJAN
Date: 2024.05.17 23:14:50 +05'30'

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

Encl: a/a

GLOBAL HEALTH LIMITED

Dedicated to Life

Investor Presentation

Q4 and FY2024

17th May, 2024

Disclaimer

- This presentation, apart from historical information, contains some "forward-looking statements" including those describing the Company’s strategies, strategic direction, objectives, future prospects, estimates etc. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by these statements. These factors include, but are not limited to general market conditions, macro-economic, movements in currency exchange and interest rates, the ability to attract and retain high quality human resource, competitive pressures, technological developments, governmental and regulatory trends, legislative developments, and other key factors beyond the control of the Company.
- These forward looking statements are based on information currently available to us, and we assume no obligation to revise these statements as circumstances change. The Company may alter, modify or otherwise change in any manner the content of Presentation/Press Release, without obligation to notify any person of such revision or changes.

Contents

01

FY2024: Year at a Glance

Consistent in pursuit of clinical excellence

Recognized as Best Private Hospital in India five years in a row by Newsweek

- **For the fifth year in a row, Medanta Gurugram** has been recognised as India's best private hospital in the prestigious **'World's Best Hospitals 2024'** ranking by Newsweek
- **Only Indian private hospital** to feature in the **elite list of top 200 hospitals, globally**
- **Selected from over 2,400 centres across 30 countries** basis the feedback of over 85,000 medical experts, patient surveys and public data on key metric such as hygiene, patient-to-doctor ratio, Patient Reported Outcome Measures (PROM)
- **Solidifies our position as a global healthcare leader**, reflecting our commitment to exceptional clinical quality, pioneering research, and compassionate patient care
- **Together, we are proof of "Har Ek Jaan Anmol (Every Life is Invaluable)**

Executing on our core strategies and delivering sustainable growth

Growth you can be proud of…

Capacity Expansion

- ✓ **126 new beds** added during the year comprising of **98 beds at Lucknow and 28 beds at Patna**
- ✓ **4 new OT's** operationalized at Patna
- ✓ **Noida hospital** construction in full swing with **95% superstructure completion with MEP work in progress**
- ✓ Announced **~400 beds** super-specialty hospital in Delhi in partnership with DLF

Enhance Capabilities

- ✓ Launched comprehensive **Oncology Care** services at Lucknow and Patna
- ✓ **Varian Edge Linac** machine for Radiation operationalized at Lucknow and Patna
- ✓ **8 new** specialties introduced at Patna and **5 new** specialties at Lucknow

Attract Best Talent

- ✓ **Strengthening** clinical capability through talent additions
- ✓ **150+ senior clinicians**; on-boarded during the year across matured and developing units

Continuity of Care

- ✓ **8 new labs and 120+** collection centres setup since its launch in January 2023
- ✓ **Launched first** retail pharmacy outside of hospitals
- ✓ **Network of 38** neighbourhood primary care clinics in Gurgaon and Delhi

Total Income

INR 33,498 million

▲ 21.4%

EBITDA

INR 8,737 million

▲ 29.0%

PAT

INR 4,781 million

▲ 46.6%

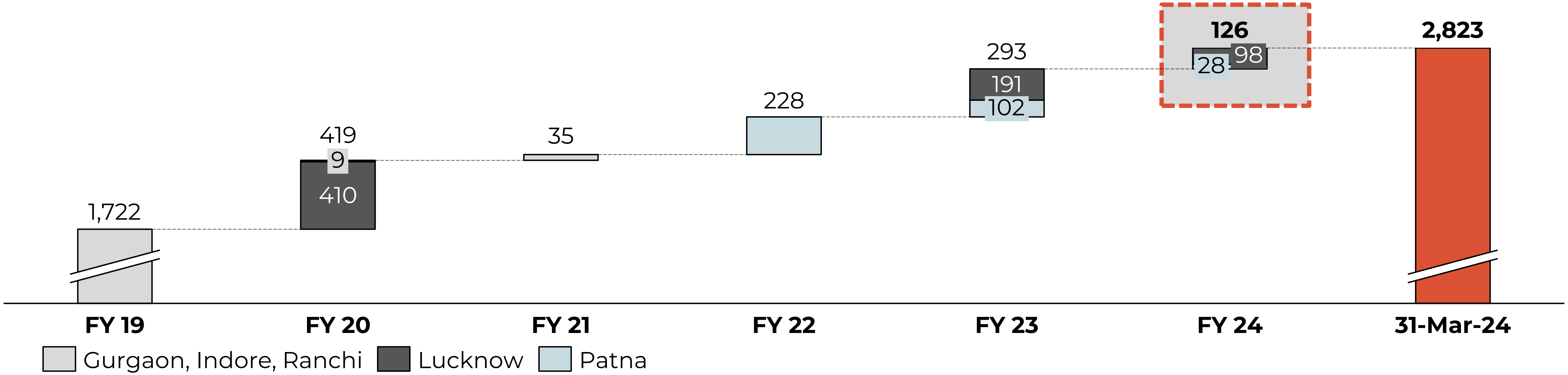
Net Cash

INR 7,720 million

Capacity Addition: Addition of 126 beds in FY2024

Ramp-up of new beds addition to drive near term growth

Number of installed beds



- **Lucknow – Total 98 beds added in March 2024,** 47 ward beds to be added in Q1 FY25
- **Patna - Total 28 beds added in May 2023. In addition, 4 new operating theatres operationalized during the year.** Two additional ICU's (56 beds), dialysis extension (23 beds) and Chemo daycare (17 beds) to be added in H1 FY2025

Capacity Addition: Noida Hospital Construction in Full Swing

95% superstructure complete; MEP work in progress

- Project situated in sector 50 Noida, **close proximity to metro station**
- Greenfield project, with bed capacity of **550 beds**
- Construction started **in September 2022**
- **Mechanical Electrical and Plumbing work in progress**
- Hospital expected to commence operations with **300 beds** in Q4 FY25/Q1 FY26
- Designed for highest patient care, the project has received **pre-certification of Green Building Certification** under IGBC Green Healthcare Facilities Rating System by CII-Indian Green Building Council


IGBC
CII
Confederation of Indian Industry
Indian Green Building Council (IGBC)
hereby precertifies
Medanta Noida
(IGBC Registration No: IGBC GHF 22 00164)
The project has demonstrated intent to design and build high performance building in accordance with
IGBC Green Healthcare Facilities Rating System
Precertified Gold
06 November 2023
(Precertification is valid for 3 years, renewed based on six monthly progress updates till certification)
Prof (Dr) R Chandrashekhar, Chair, IGBC Green Healthcare Facilities
Gurmit Singh Arora, Chairman, IGBC
K S Venkatagiri, Executive Director, CII-Godrej GBC

Capacity Addition: New Project Announced

2 new greenfield projects announced; 300 beds in Indore and 400 beds in the heart of Delhi

New asset light hospital partnership in Indore

- Site identified in prominent location on MR 10 road
- O&M project with partner building 'warm shell'
- Total operational area of ~**5 lakh sq. ft.**
- Plan to build **300 beds including 100+ critical care beds**
- Will cover all major super specialties

Super specialty hospital in South Delhi

- **~400-bed super specialty** hospital in South Delhi
- DLF and Medanta 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

Enhancing Capabilities to Drive Clinical Excellence

Adding latest technology and introducing new specialties

New Medical Equipment Deployed

- **EDGE Radiosurgery Machine** for Radiation Oncology installed and operationalized in **Lucknow and Patna** during the year. Completing full suite of oncology care services

SOMATOM Force CT Scanner

CARL ZEISS - KINEVO 900- The Robotic Visualization System

- Medanta **Gurgaon** has installed **SOMATOM Force, world's fastest CT Scanner** and **CARL ZEISS - KINEVO 900- The Robotic Visualization System** which enables Intelligent positioning functions complement intraoperative microsurgical visualization to discover unexplored areas during surgical neuro intervention

New Services Launched

Gurgaon

- Ramping up Mother and Child care specialty
- Premium chemotherapy day care services started in March 2024

Lucknow

- Extensive focus on strengthening emergency and critical care
- Key specialties such as Cardiac, Critical care, Oncology, Neuro were strengthened during the year through clinical talent addition
- 5 new specialties were introduced during the year

Patna

- 8 new specialties introduced at Patna
- Critical care and emergency and trauma services contributed strongly to overall growth along with other CONGO specialties
- PPP patient's flow started from September 2023 and Medanta Patna had served over 500+ patients during FY2024

Continuity of Care: Extending Services Outside Hospitals

Taking the care to the patient not just bringing the patient to the care

Medanta Labs

- Medanta Labs launched in January 2023
- **~100 collection centers and 8 labs set up within 1 year** of business operations covering Gurgaon, Patna, Noida, Lucknow, Indore and Ranchi
- Medanta labs to **expand its network in newer markets of Bihar and Uttar Pradesh** such as Muzaffarpur, Varanasi, Kanpur, Meerut, Allahabad and Agra

Medanta Pharmacy

- Revenue grew by **32% from Rs. 860 million in FY23 to Rs. 1,121 million in FY24**
- Medanta pharmacy business is primarily **driven by in-house OP pharmacies** at hospitals

Planning to open **select retail pharmacy outlets** in high potential local markets in close proximity to our existing and our upcoming hospitals to ensure continuity of care and increasing share of wallet with existing patients

Medanta Clinics

- Today Medanta has network of **6 clinics covering 4 cities**
- **30+ neighborhood** primary care clinics in Gurgaon and Delhi
- **Plan to launch 2 full service Mediclinic in Gurgaon and Ranchi**

Medanta Home Care

- Home care services aims at providing **continuity of care** to the patients with medium to high clinical orientation
- Round the clock support through **24x7 customer support**
- Services were available in Gurgaon and have expanded to Lucknow, Patna and Indore during the year
- Home care initiatives to be further strengthened including post acute bundle services for Oncology patients, transplant patients, stroke rehabilitation program

* Currently from 6 pharmacies at existing hospitals and clinics

Significant clinical accomplishments in FY2024

Continuing the legacy of clinical excellence

- **Medanta e-ICU saved life of a 16 year old boy.** Patient with critical condition and non-recordable blood pressure admitted to a hospital in Prayagraj. **Utilizing Medanta e-ICU, our Intensivist team managed the patient until stabilization, then swiftly transferred him to Medanta** hospital on the same day. The patient underwent laparotomy, prolonged mechanical ventilation, tracheostomy, and was successfully discharged in good health
- Medanta Gurgaon **Lung transplant team** successfully completed **11 transplants in FY2024**
- Medanta Gurugram 'Heart Team' uses **non-invasive MitraClip valve repair technology to simultaneously treat two heart valves** in a 87 year old patient considered at high-risk for open heart surgery
- Medanta Lucknow completed over **200 kidney transplants and 30+ Bone Marrow Transplants** till date
- Medanta Lucknow doctors **uses innovative life-saving Thrombectomy treatment** in a cancer patient with massive pulmonary embolism
- Rare case of giant Retroperitoneal Liposarcoma extending to right inguinal canal **successfully treated at Medanta Patna**
- Whole exome sequencing helps diagnose **Cardiac Channelopathy in 5-year-old** with cardiac arrest history at Medanta Gurugram
- A rare case of Sacral Chordoma (spine tumor) in a 35 years male **successfully underwent complete tumour excision** in alliance with gastrointestinal surgery and plastic surgery teams with fully ambulatory post operative status

Track record of consistent financial performance

Delivered long term sustainable growth underpinned by strong fundamentals

21%
Total Income CAGR (FY20-24)

40%
EBITDA CAGR (FY20-24)

17%
In-Patients Volume CAGR (FY20-24)

INR 7,720 mn
Net Cash as on 31st March, 2024

- Consistently delivering Revenue growth, **led by patient volumes growth**
- Demonstrated strong capability to **successfully ramp-up new hospital** in underserved markets. Consistently delivering enhanced operational and financial performance
- **Balanced portfolio of assets** comprising of matured and developing units. Plan to add 600 beds in existing hospitals. 3 new hospitals with combined bed capacity of ~1,200 in pipeline
- Strong balance sheet with Net Cash position of INR 7,720 million as on 31st March, 2024. **Well capitalized balance sheet** to drive future expansion plans and growth
- Continued focus on delivering **sustainable profitable growth** and create value for all stakeholders

02

FY2024 Performance Update

Robust performance across key metrics

FY2024 performance summary

Robust performance during the period primarily driven by growth in patient volumes across units

Metric	FY2024	FY23	Change
Total Income	INR 33,498 million	27,592 million	▲ 21%
EBITDA and Margins %	INR 8,737 million Margin: 26.1%	6,771 million Margin: 24.5%	▲ 29%
PAT and Margins %	INR 4,781 million Margin: 14.3%	3,261 million Margin: 11.8%	▲ 47%
Occupied Bed Days	503,239	439,539	▲ 14%
ARPOB* (INR)	61,890	59,098	▲ 5%
ALOS (days)	3.23	3.25	▼ (1)%
Patient Footfalls – In-patients	155,915	135,161	▲ 15%
Patient Footfalls – Out-patients	2,683,293	2,274,651	▲ 18%

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

FY2024 performance summary

Matured and Developing hospitals delivered strong revenue growth of 18% and 34% respectively

- Consolidated Total Income of INR 33,498 million, grew by 21.4% y-o-y. The growth was driven by combination of factors such as higher inpatient volumes, increase in occupied bed days, and change in case mix
- EBITDA was INR 8,737 million, growth of 29.0% y-o-y. EBITDA margins improved by 154 bps from 24.5% in FY23 to 26.1% in FY24
- Profit After Tax was INR 4,781 million, growth of 46.6%. PAT margins improved by 245 bps to 14.3%
- During the year, 126 new beds were added, growth of 4.7% y-o-y, comprising of 98 beds at Lucknow and 28 beds at Patna hospital
- Occupied bed days increased by 14.5%, representing an occupancy of 62% on increased bed capacity
- ARPOB grew by 4.8% to 61,890 in FY2024 led by change in specialty mix and tariff increase at Gurgaon
- In-patients count increased by 15.4%; Out-patients count increased by 18.0% in FY2024
- Developing hospitals revenue share of consolidated revenue increased from 27% in FY23 to 30% in FY24 amounting to INR 9,948 million. Developing hospital EBITDA share of consolidated EBITDA increased from 32% in FY23 to 37% in FY24 amounting to INR 3,208 million
- During the period, International Patients Revenue increased by 24% to INR 1,935 million, driven by increased volume in international patient admissions and higher realizations
- In house OPD Pharmacy business continues to register strong growth. Revenue increased by 32% from INR 850 million in FY23 to INR 1,121 million in FY24

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

FY2024 performance summary

Well capitalized balance sheet and strong EBITDA to cash flow conversion

INR million	FY2020	FY2021	FY2022	FY2023	FY2024
Gross Debt	6,219	6,446	8,379	8,422	**4,193**
Cash and Cash Equivalents	2,740	3,081	5,222	13,114	**11,913**
Net Debt / (Net Cash)	**3,480**	**3,365**	**3,156**	**(4,692)**	**(7,720)**
Shareholder Equity	13,495	13,823	16,160	**24,282**	**29,056**
Net Debt to Equity (x)	**0.3x**	**0.2x**	**0.2x**	**-**	**-**
Net Cash flow from Operations	1,751	2,418	3,113	6,445	**6,121**
EBITDA	2,305	2,229	4,898	6,771	**8,737**
EBITDA to Cash Flow Conversion (%)	**76%**	**108%**	**64%**	**95%**	**70%**
Net Debt to EBITDA (x)	**1.5x**	**1.5x**	**0.6x**	**-**	**-**

Key Highlights

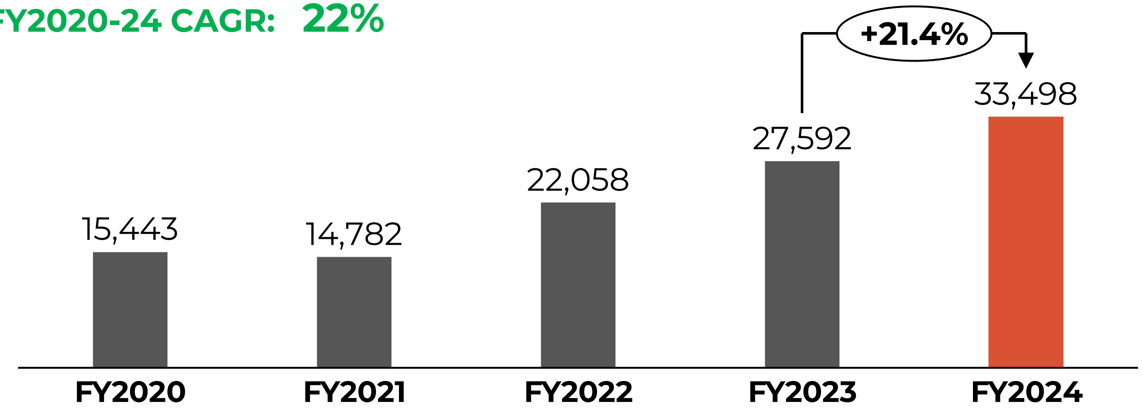
- Net Cash surplus of INR 7,720 million at the end of 31st March, 2024
- Strong operating cash flow with robust EBITDA to cash flow conversion
- Capex of INR 3,035 million incurred during the year out of which INR 995 million incurred towards Noida hospital
- Well capitalized balance sheet to drive future expansion plans and growth

Key operating metrics: Revenue and profitability

Consistent growth across all major metrics

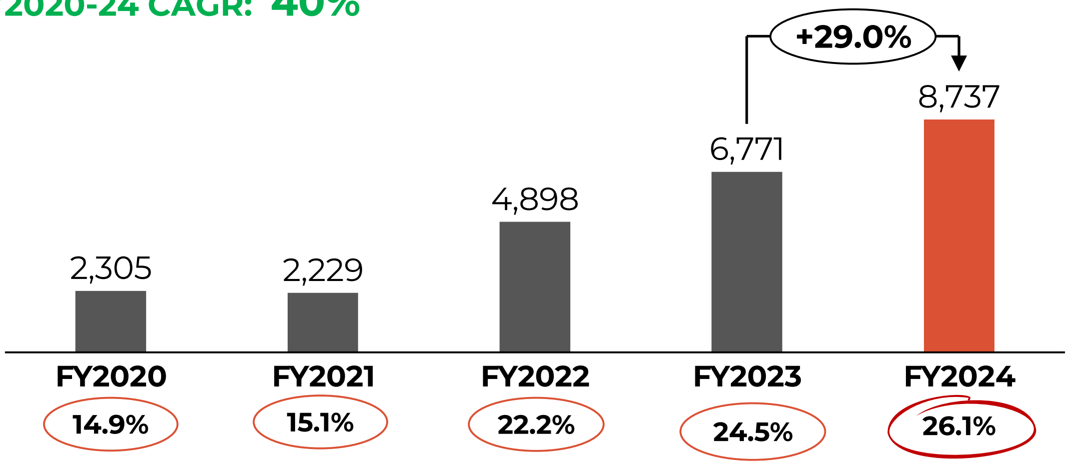
Total Income (INR million)

FY2020-24 CAGR: 22%



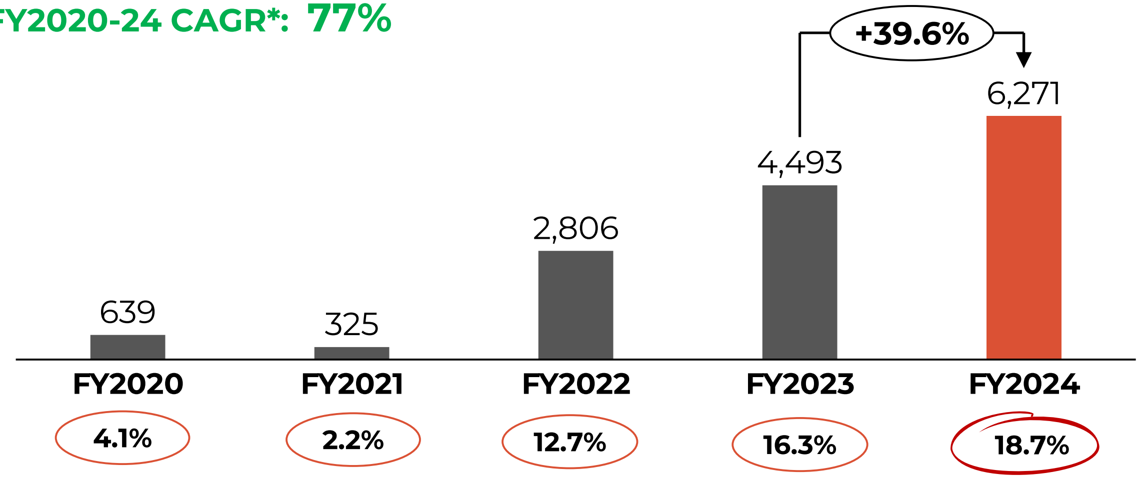
EBITDA (INR million and margin %)

FY2020-24 CAGR: 40%



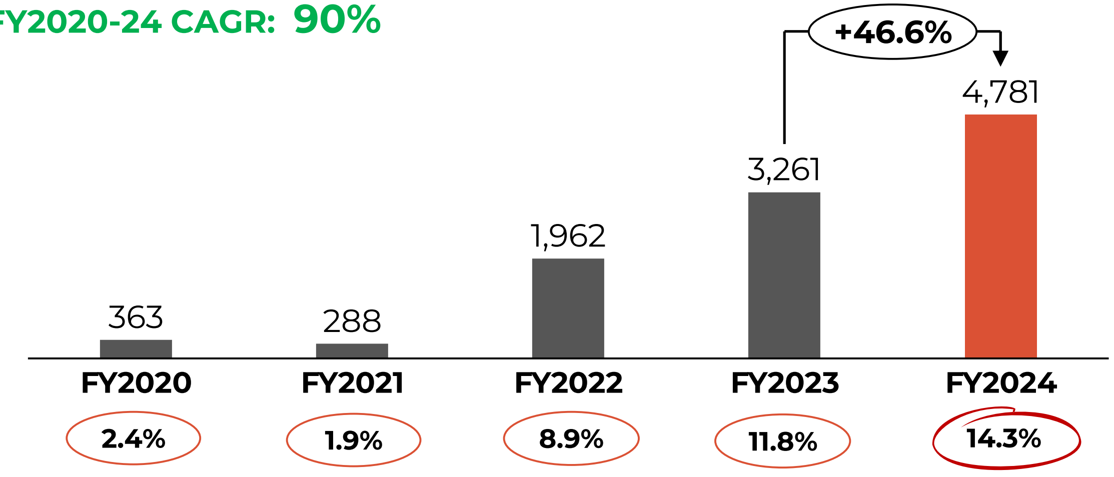
Profit before tax (INR million and margin%)

FY2020-24 CAGR*: 77%



Profit after tax (INR million and margin %)

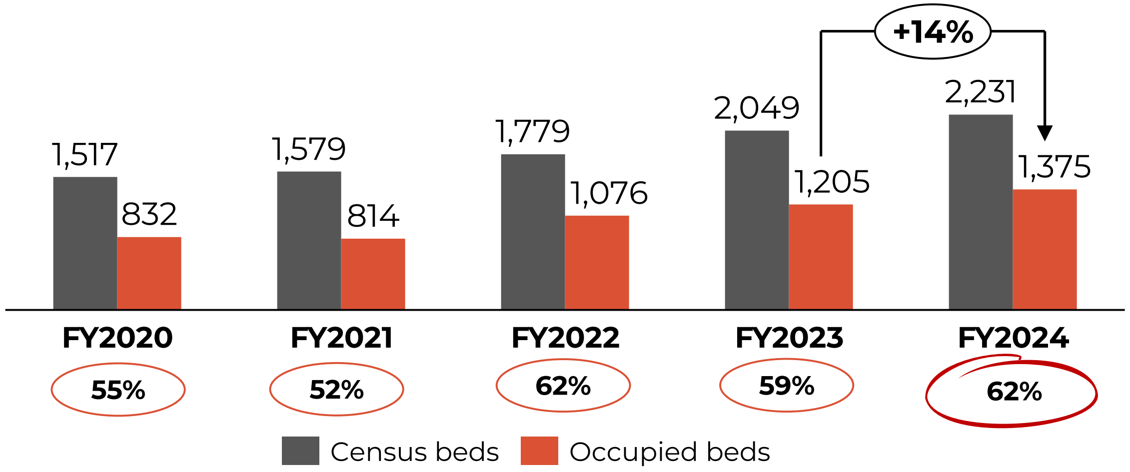
FY2020-24 CAGR: 90%



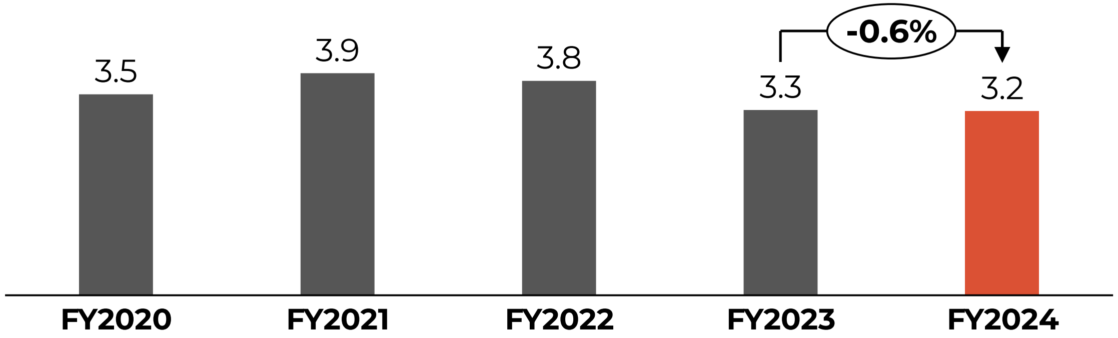
Key operating metrics: Volumes, occupancies, ALOS

Strong volume growth, increased bed capacity and improvements in ALOS

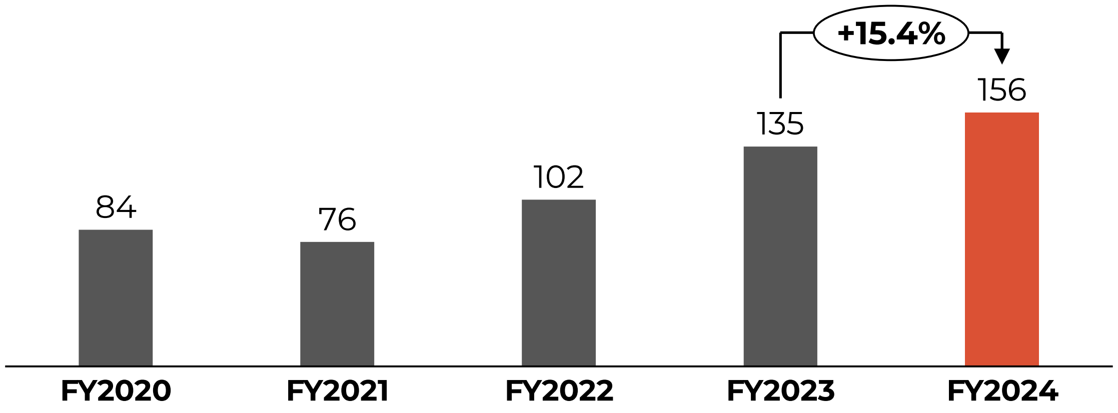
Census and occupied beds



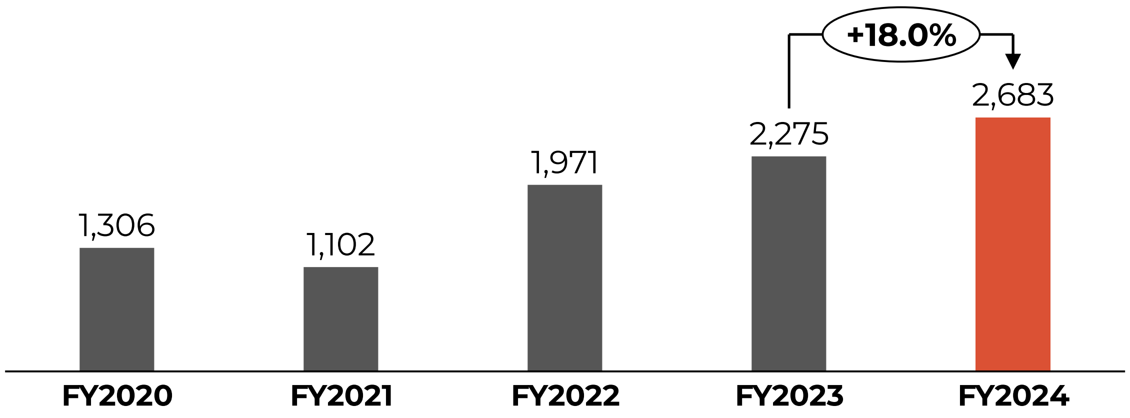
ALOS (days)



IPD volumes ('000)



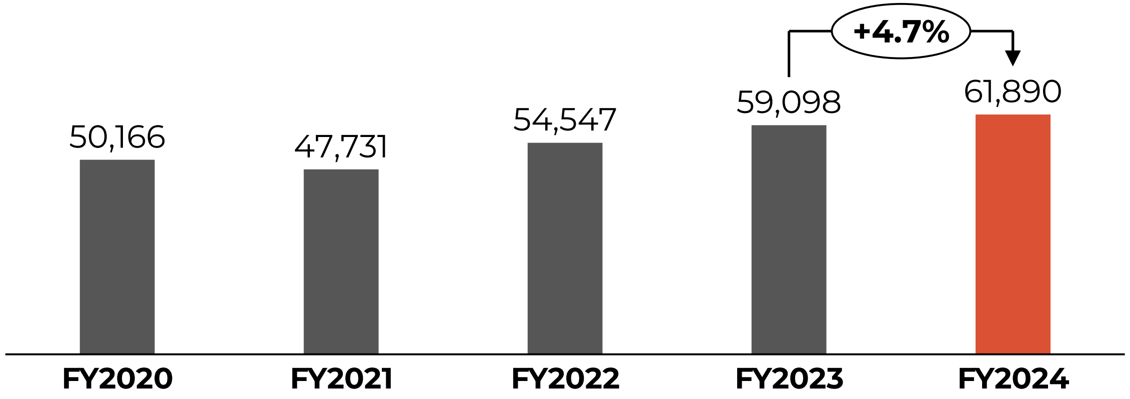
OPD volumes ('000)



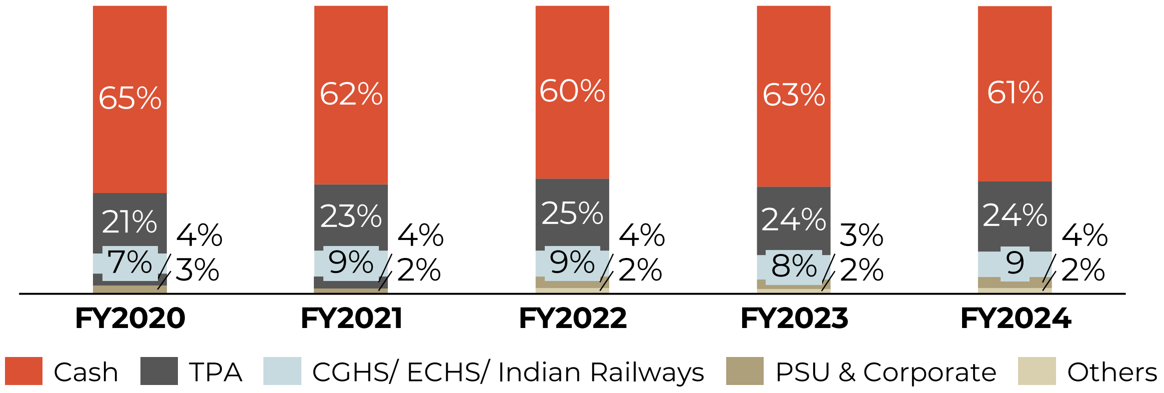
Key operating metrics: ARPOB and revenue mix

ARPOB growth driven by largely driven by improved speciality mix

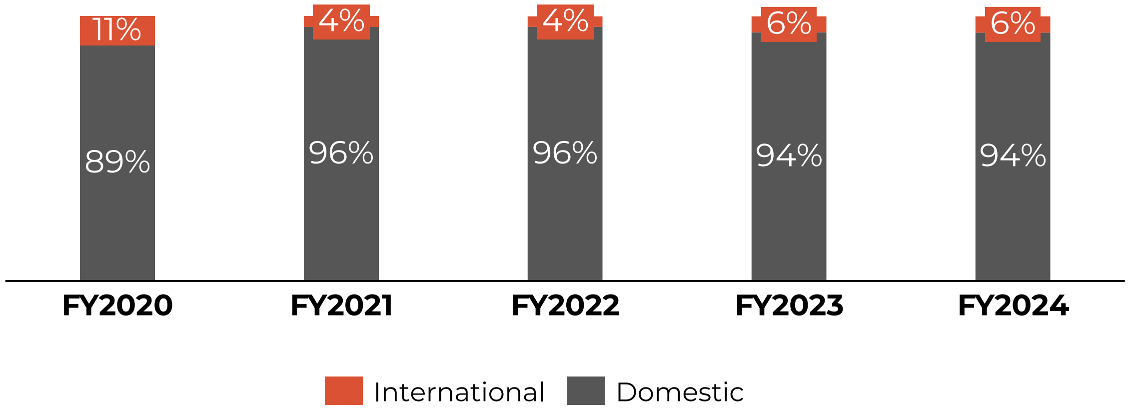
ARPOB* (INR)



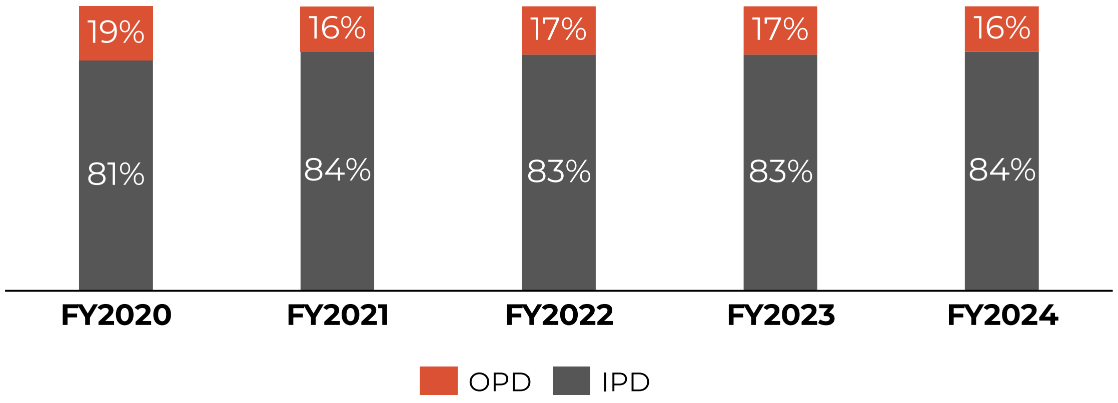
IPD Revenue mix by payor category**



Domestic and international revenue breakdown



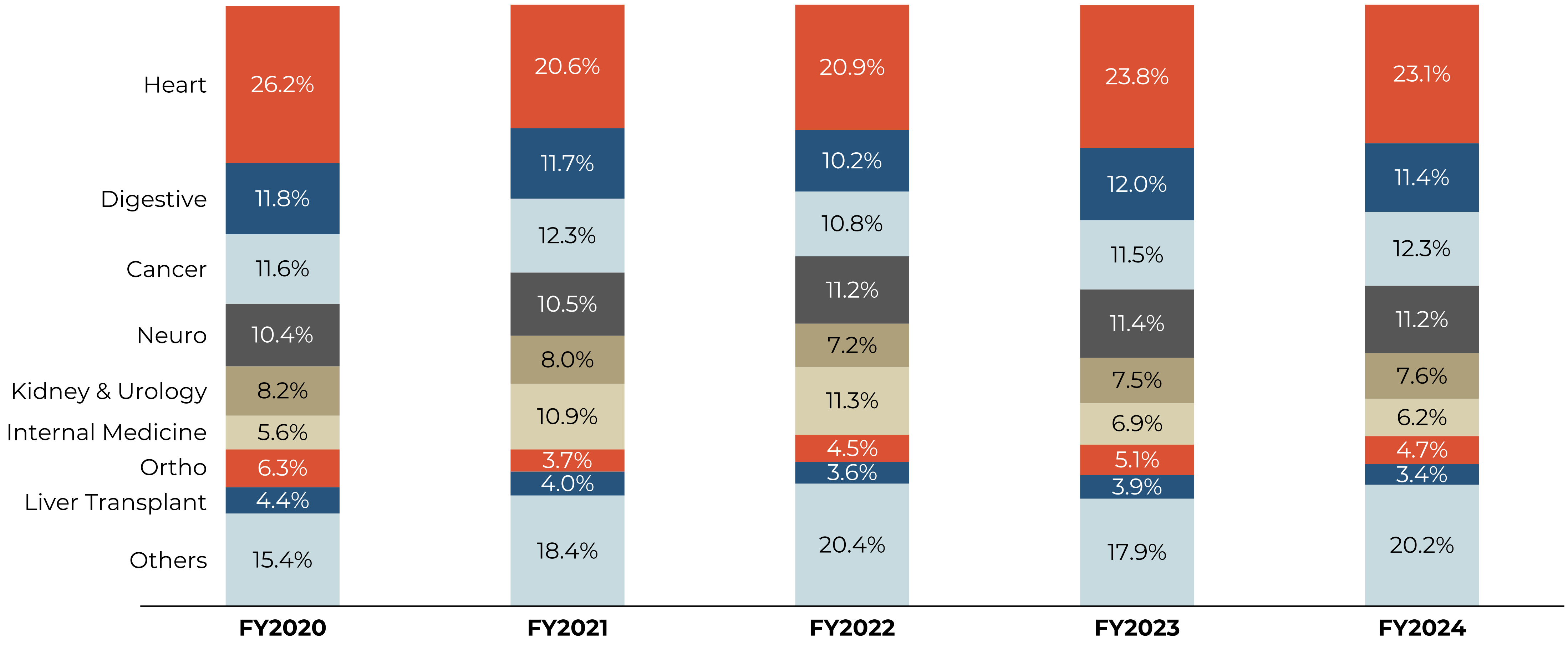
IPD vs OPD revenue breakdown



*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days
** IPD revenue mix by payor category is based on payment type

Diverse revenue[1] mix across all complex specialties

Shift away from Internal Medicine as Covid recedes, Cancer contribution continues to increase



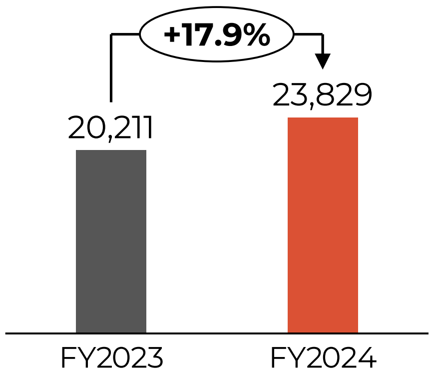
Notes:
1. Revenue from healthcare services excludes pharmacy revenue and other income
2. Revenue breakdowns are provided as per internal MIS at the Company's consolidated level
3. Cancer includes medical oncology, radiation oncology, head & neck surgery, bone marrow transplant and breast surgery

Volume led growth in both mature and new hospitals

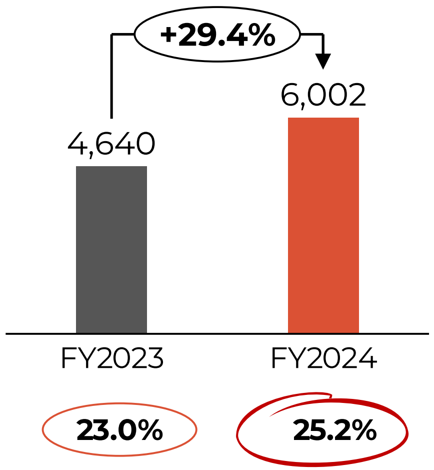
Strong growth with enhanced profitability

Matured hospitals - Over 6 years

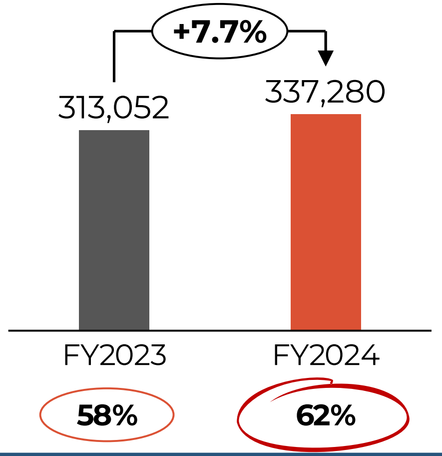
Total Income (INR million)



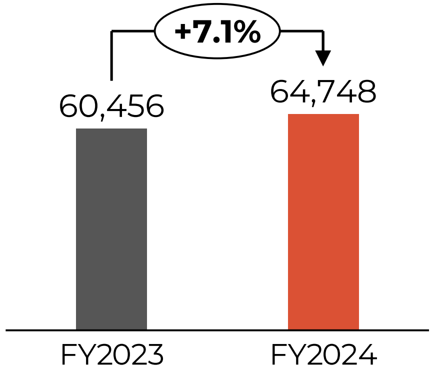
EBITDA (INR million and margin %)



Occupied Bed Days

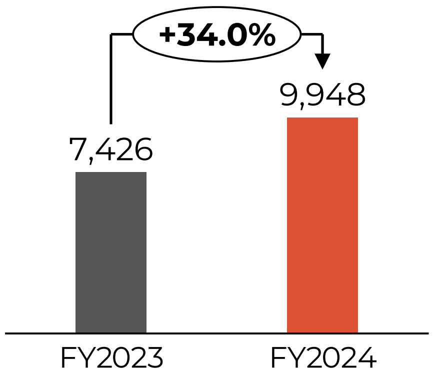


ARPOB* (INR)

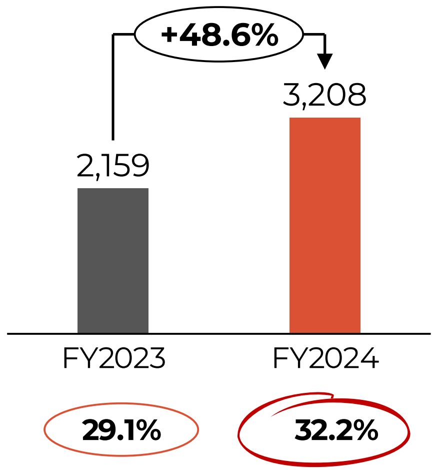


Developing hospitals - Less than 6 years

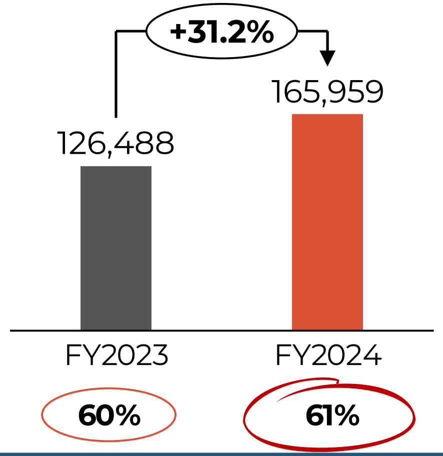
Total Income (INR million)



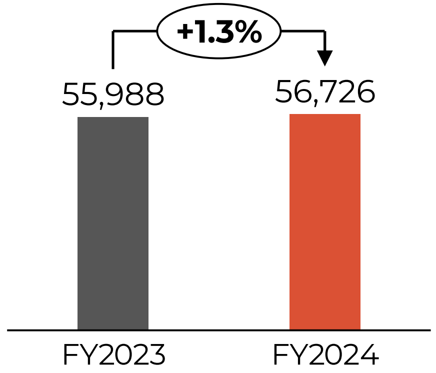
EBITDA (INR million and margin %)



Occupied Bed Days



ARPOB* (INR)



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

03

Q4 FY2024 Performance Update

Continue to deliver strong financial performance

Q4 FY2024 performance summary

Strong y-o-y growth led by In-patient volume growth and improved realizations

Metric	Q4 FY2024	Q4 FY23	Change
Total Income	INR 8,361 million	7,318 million	▲ 14%
EBITDA and Margins %	INR 2,068 million Margin: 24.7%	1,915 million Margin: 26.2%	▲ 8%
PAT and Margins %	INR 1,273 million Margin: 15.2%	1,011 mn Margin: 13.8%	▲ 26%
Occupied Bed Days	121,834	111,286	▲ 9%
ARPOB* (INR)	63,063	60,880	▲ 4%
ALOS (days)	3.27	3.29	▼ 1%
Patient Footfalls – In-patients	37,238	33,834	▲ 10%
Patient Footfalls – Out-patients	635,952	570,883	▲ 11%

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

Q4 FY2024 performance summary

Quarter performance led by strong volume growth in Matured hospitals

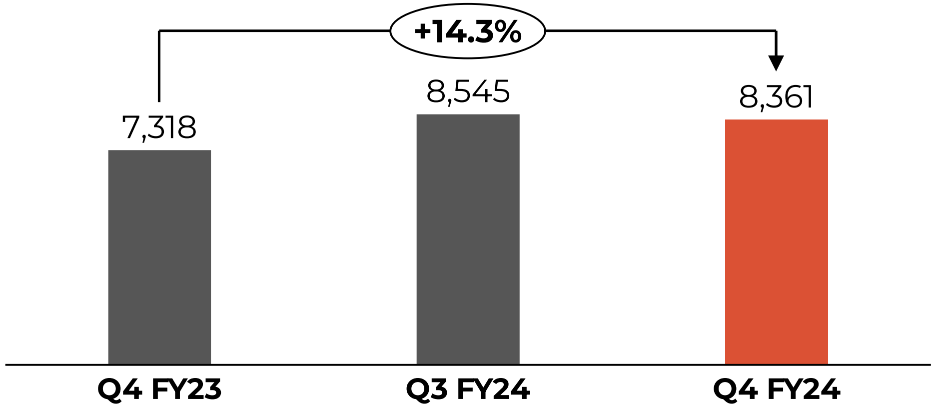
- Consolidated Total Income of INR 8,361 million, grew by 14.2% y-o-y, led by In-patient volume growth and improved realizations
- EBITDA was INR 2,068 million, growth of 8% y-o-y. EBITDA margins remained stable at 24.7%
- Profit After Tax was INR 1,273 million, growth of 26.0%. PAT margins improved from 13.8% in Q4 FY23 to 15.2% in Q4 FY24
- During the quarter, 98 new beds were added at Lucknow
- Occupied bed days increased by 9.5% y-o-y, representing an occupancy of 59% on increased bed capacity
- ARPOB grew by 3.6% to 63,063 in Q4 FY24. In-patients count increased by 10.1% y-o-y; Out-patients count increased by 11.5% y-o-y in Q4 FY24
- During the quarter, International Patients Revenue increased by 30% to INR 477 million, driven by increased volume in international patient admissions
- In house OPD Pharmacy business continues to register strong growth. Revenue increased by 18% from INR 225 million in Q4 FY23 to INR 266 million in Q4 FY24

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

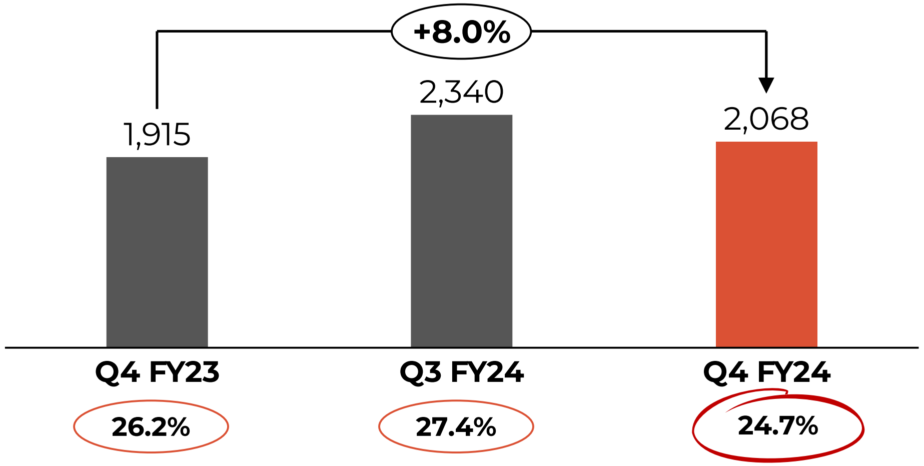
Key operating metrics: Revenue and profitability

Growth across all major metrics

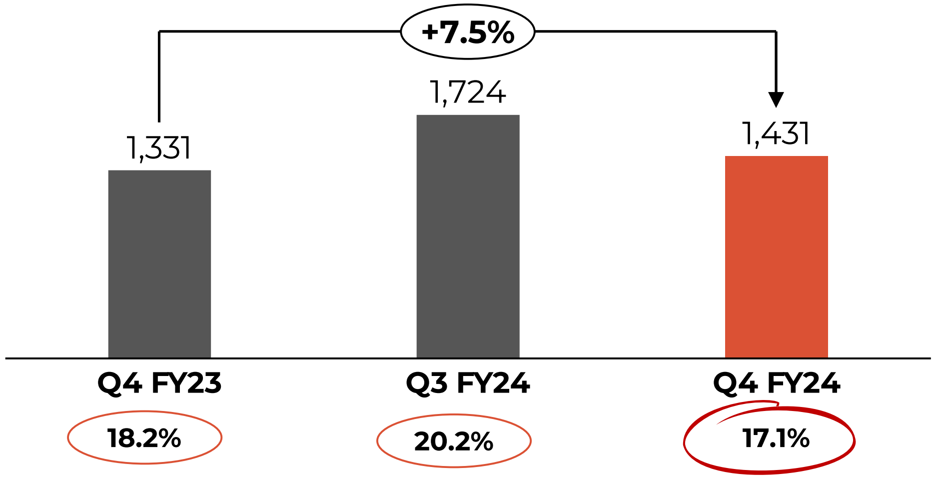
Total Income (INR million)



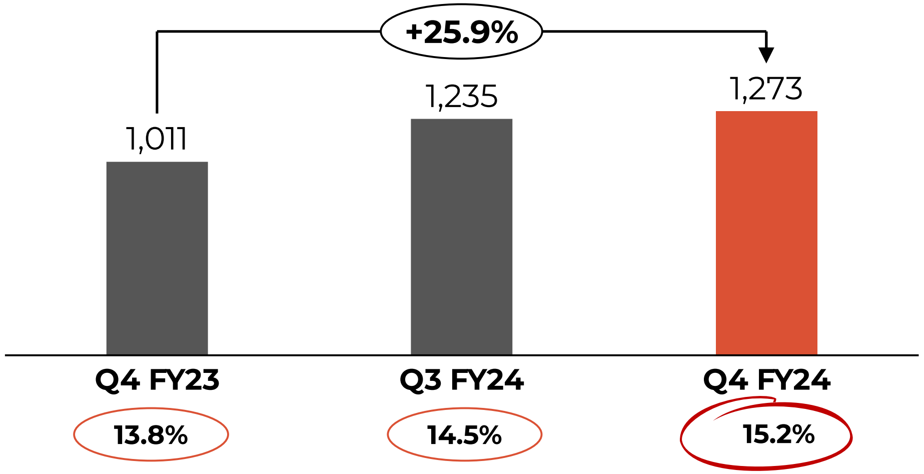
EBITDA (INR million and margin %)



Profit before tax (INR million and margin%)



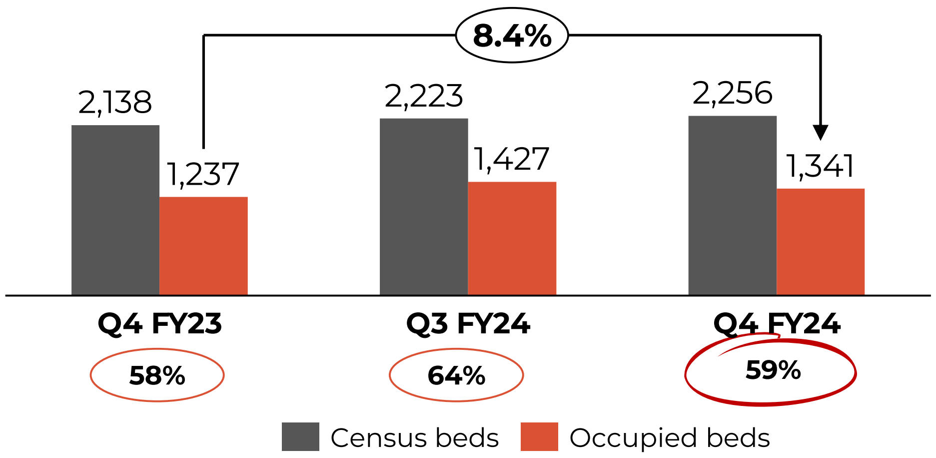
Profit after tax (INR million and margin %)



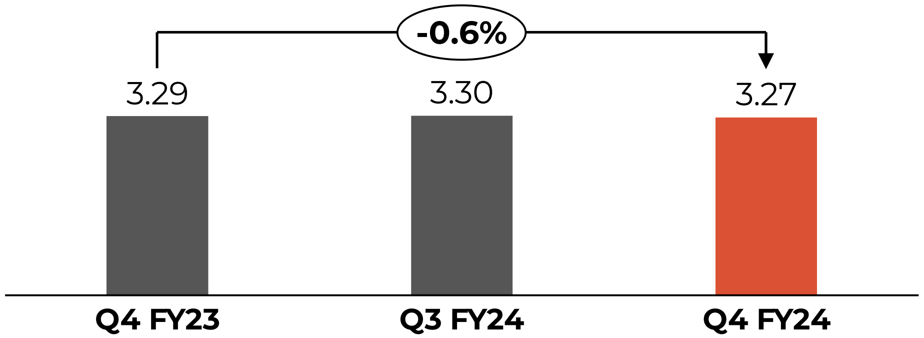
Key operating metrics: Volumes, occupancies, ALOS

Strong volume growth, increased bed capacity and improvements in ALOS

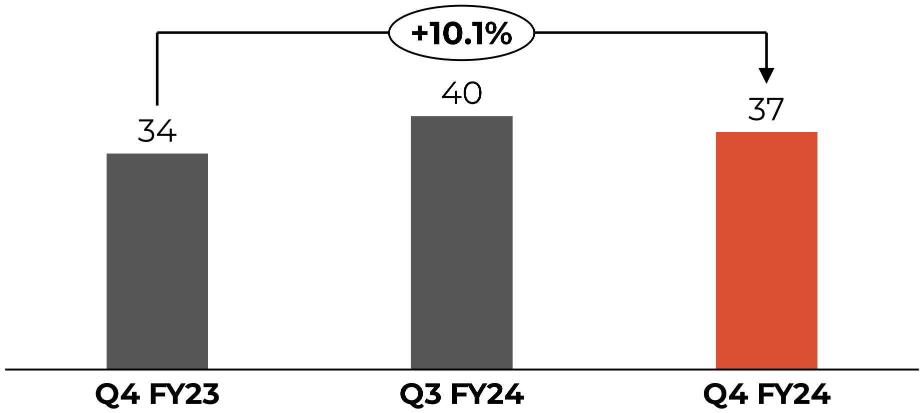
Census and occupied beds



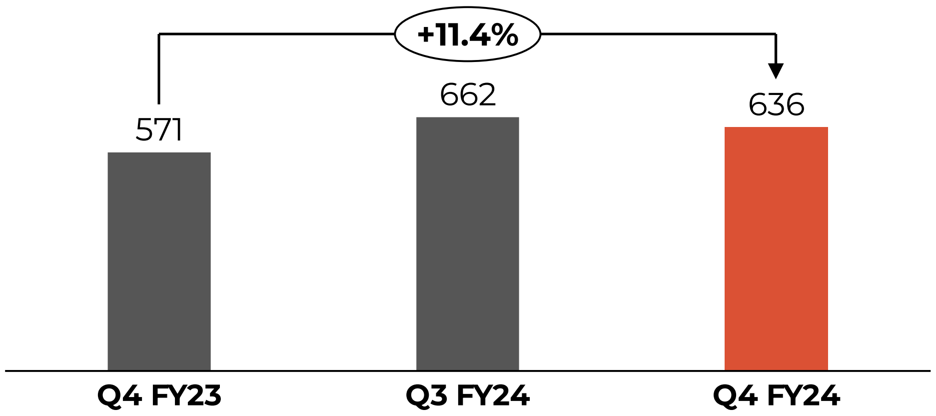
ALOS (days)



IPD volumes ('000)



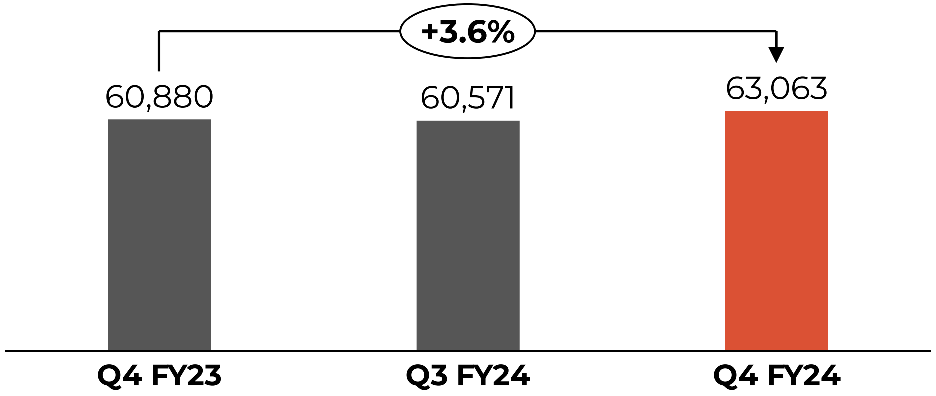
OPD volumes ('000)



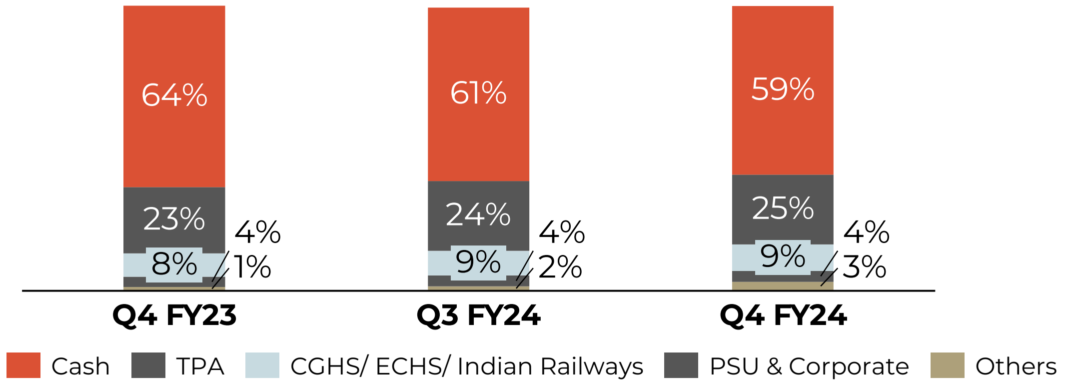
Key operating metrics: ARPOB and revenue mix

ARPOB growth driven by change in speciality mix

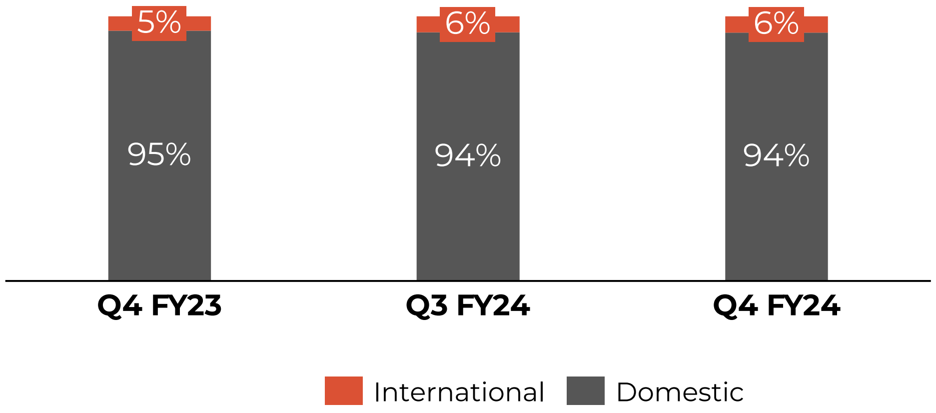
ARPOB* (INR)



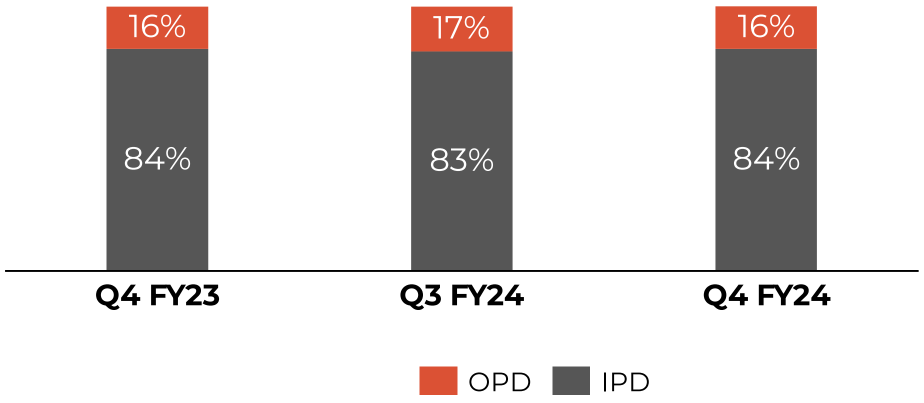
IPD Revenue mix by payor category



Domestic and international revenue breakdown



IPD vs OPD revenue breakdown



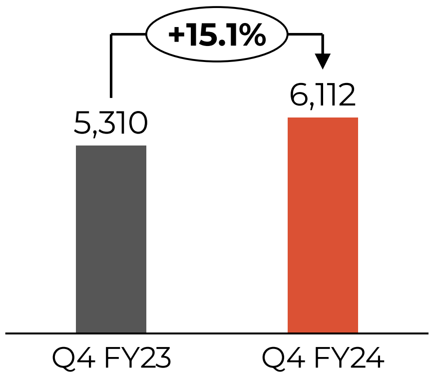
*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

Growth seen in both mature and new hospitals

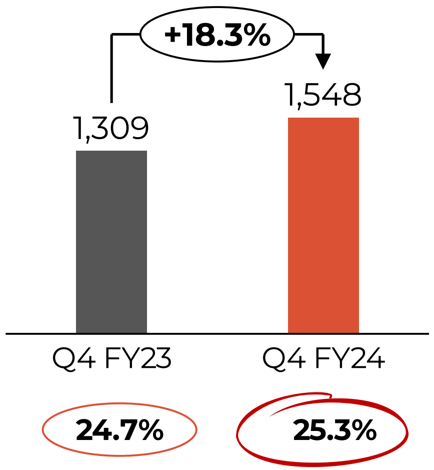
Q4 FY24 performance led by Matured hospitals

Matured hospitals - Over 6 years

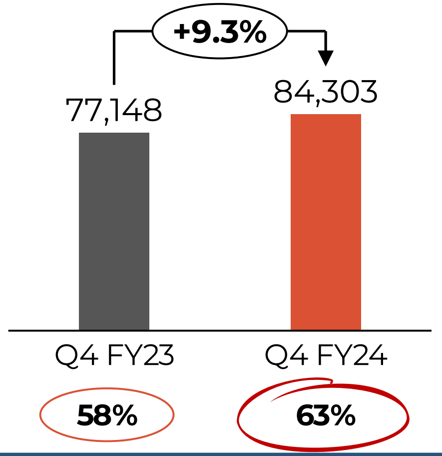
Total Income (INR million)



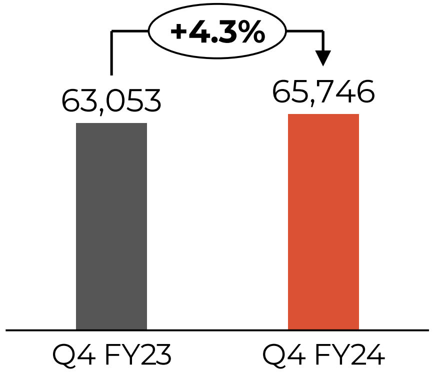
EBITDA (INR million and margin %)



Occupied Bed Days

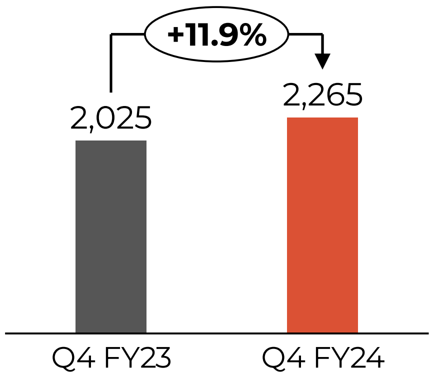


ARPOB* (INR)

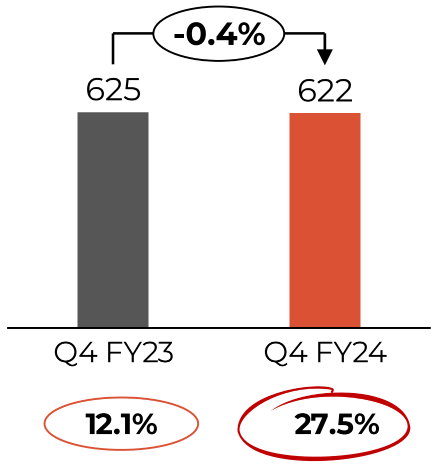


Developing hospitals - Less than 6 years

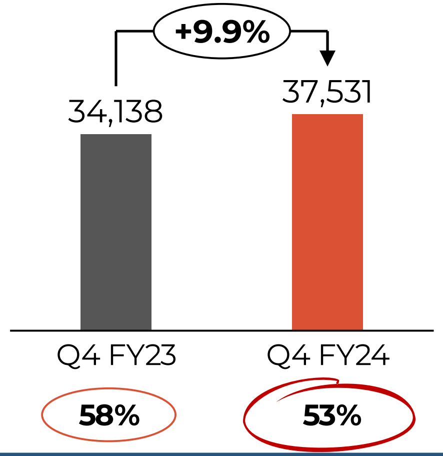
Total Income (INR million)



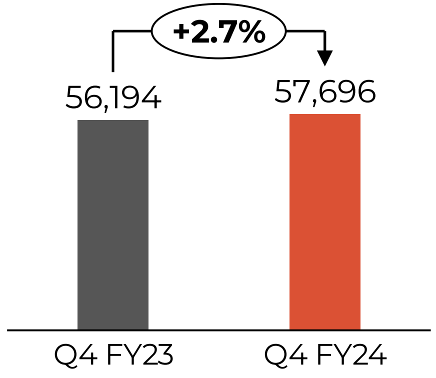
EBITDA (INR million and margin %)



Occupied Bed Days



ARPOB* (INR)



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

04

Medanta's Journey, Purpose and Model of Healthcare

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

2009
MEDANTA
THE MEDICITY
Gurgaon
1,391 Beds
271 ICU Beds

CARLYLE

2013
Carlyle* buys minority stake in December

2014
MEDANTA
SUPER SPECIALTY
HOSPITAL
INDORE
175 Beds
53 ICU Beds

2015
MEDANTA ABDUR
RAZZAQUE ANSARI
MEMORIAL WEAVERS
HOSPITAL
RANCHI
200 Beds
54 ICU Beds

TEMASEK

2015
Temasek buys minority stake in January

2019
MEDANTA
HOSPITAL
LUCKNOW
950 Beds
699 currently operational including 202 ICU beds

2021
JAI PRABHA
MEDANTA SPECIALTY
HOSPITAL
PATNA
650 Beds
358 currently operational including 84 ICU beds

IPO

2022
Global Health Ltd IPO listed on BSE and NSE on 16th November

FY24

2 New projects announced, 300 beds in Indore and 400 beds in Delhi

2025E
MEDANTA
HOSPITAL
NOIDA
Plan for 550 beds
Expected to begin phase I operations with ~300 beds in Q4FY25/Q1FY26

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

Our Mission and Values

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

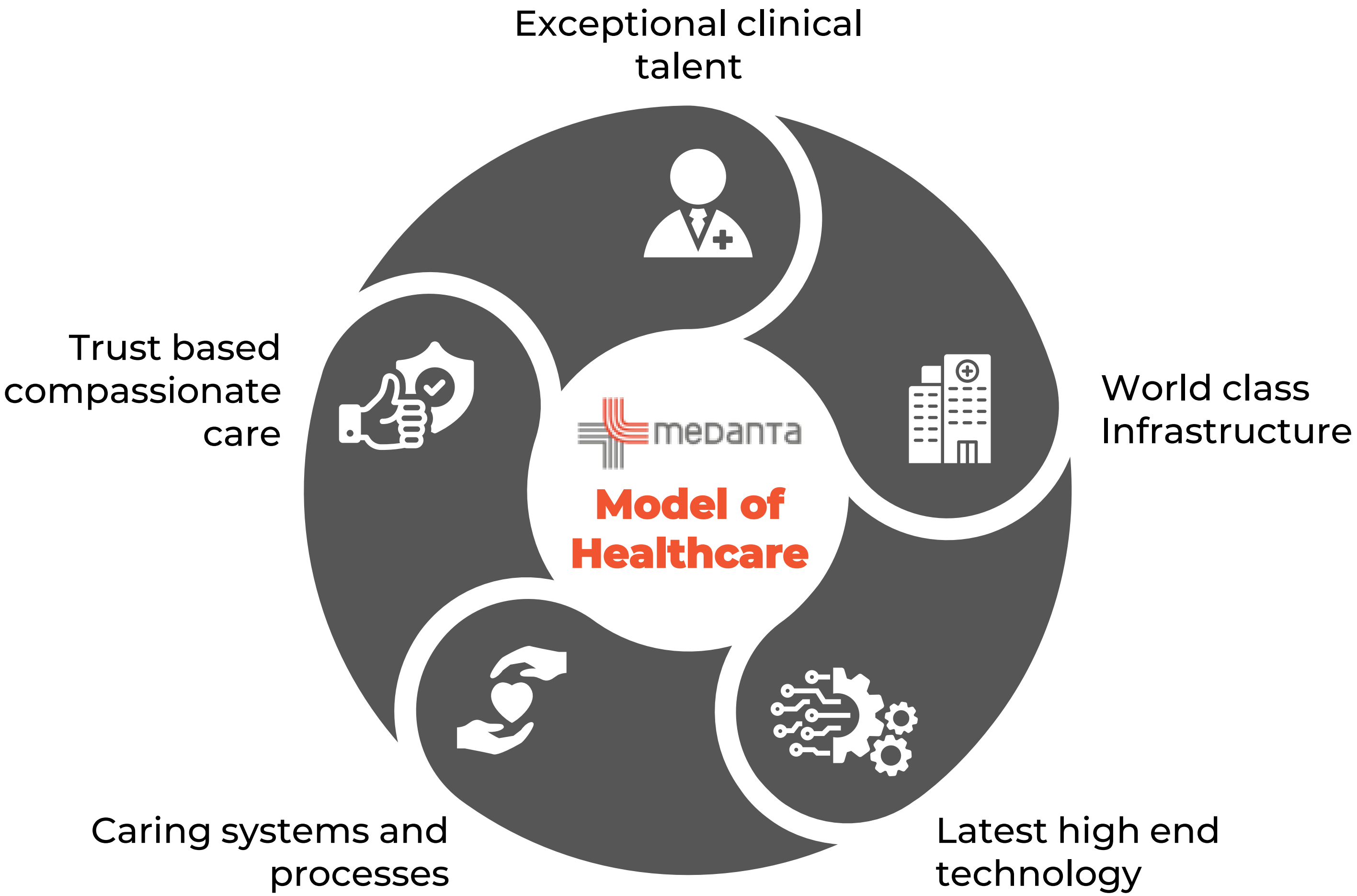
Leadership and quality: Commit to delivering excellence in everything we do through exemplary action and behaviour

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

Exceptional clinical talent delivering the highest end of care

World leading clinicians deliver multispecialty integrated care through a doctor led model

1. Clinical team includes recipients of **Padma Bhushan, Padma Shri, and BC Roy awards,** in addition to other accolades
2. Senior doctors trained in **leading medical institutions** mentored in the **Medanta way**
3. Departmental concept enables **sub-specialisation,** and ensures a **combined team-based approach** to care
4. **Autonomy given to each department head** to focus on the medicine and to drive clinical excellence
5. Almost all doctors work **full-time and exclusively at Medanta's hospitals**
6. Each specialty operates on a **joint rewards system** to promote a team based approach to care delivery
7. Culture of collaboration, cooperation and teamwork with **multispecialty care integration**
8. **30+ medical specialties** led by specialist teams of doctors with an **aim to deliver the best medicine**

Infrastructure designed to create a safe and efficient environment

World class infrastructure that creates the best possible space for healing

SPACES DESIGNED TO OPTIMIZE CLINICAL FLOWS

- High proportion of OTs and ICUs; given the orientation towards higher end, complex clinical work
- High focus on infection control practices; dedicated Air Handling Units (AHUs) for each OT, ICU and ward
- Strong focus on patient safety (including fire safety) with JCI compliant infrastructure
- Co-horting of patient's with the same disease profile on one floor to give a 'hospital within a hospital' feel for each specialty
- Spaces designed to optimize ease of clinical flows with high square foot to bed ratios and wide corridors
- Natural light in every patient space including ICUs; to help align patients time cycles to natural cycles of the sun
- Modular design across all units; to enable easy movement as per occupancy and specialty needs

PATIENT CENTRIC DESIGN FOCUSED ON QUALITY AND SAFETY

High standard of care enabled by the latest sophisticated technology

Providing the latest tools to enable our doctors to deliver the greatest care

Artis-Zeego Endovascular Surgical Cath Lab

Enables cardiologists and surgeons to work together on **complex procedures such as aortic dissections**

Da Vinci Robotic System

Enables surgeons to perform **delicate and complex minimally invasive surgeries**

Biplane Cath Lab

Used for **highly advanced cranial procedures**

Cyberknife VSI Robotic Radiosurgery System

Non-invasive alternative to surgery for the treatment of both cancerous and non-cancerous tumours

Femto Laser Cataract Suite

Developed to assist in cataract refractive procedures with **optimal results**

Brain SUITE

State of the art neurosurgery operating theater which includes an **MRI inside the OT**

384-Slice CT

Advanced AI based CT scanner for highly accurate CT procedures and better evaluation of complex heart related diseases

3-Tesla MRI

Higher clarity imaging and field strength provides improved perfusion imaging, myocardial tagging and MR angiography

Lokomat

Allows physiotherapist to provide **robotic rehabilitation,** personalized neurological rehabilitation program for the patients

Innovative digital solutions to enhance care access and quality

1 Doctors EMR app

Anytime, Anywhere EMR App

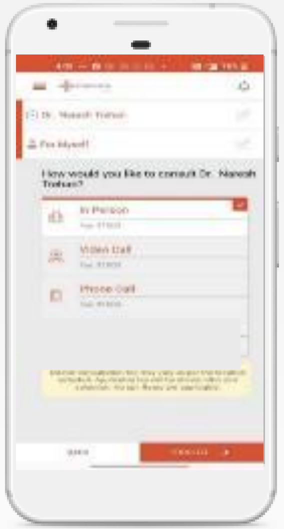
- Authenticated **access to all patient records to clinicians** from mobile
- Real time **alerts on critical values**
- Issues **instant notifications** for attending cross referrals
- **Infection control workflows**, point of care quality checklists
- **Allows messaging** amongst clinical teams across shifts ensuring care continuity

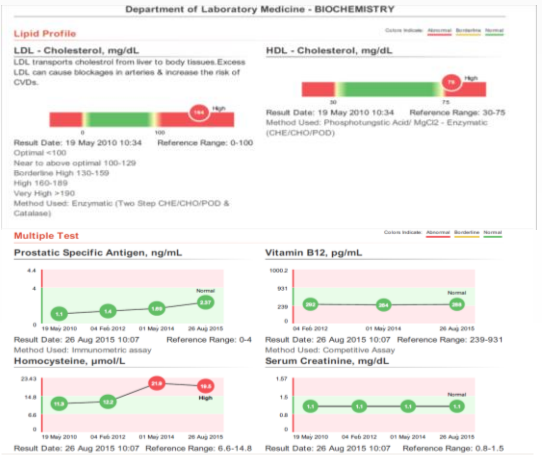
2 Patient App

E-CLINIC APP

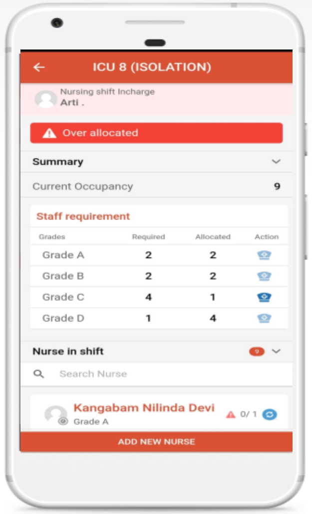
Developed a patient app that:

- **Offers appointment scheduling** mechanism and pre-payment
- Allows patients to **access all medical records at one place**





3 Nurse App



- **Algorithm based nurse allocation** to patients for enhanced quality of care
- Auto allocation based on: **therapeutic index, nurse skill, care plan, roster**, attendance
- Enhances visibility of nurse workload
- Ensures **better planning for skill requirements**, staff selection

4 Remote monitoring

TELEMEDICINE

Allows to reach patients in remote parts in the country and across the world

5 AI/ Predictive analytics

DOCBOX

Partnered with the US based company co-sponsored by the US Dept of Defence to **develop next-gen cardiac critical care monitoring equipment**

CLINICAL DECISION SUPPORT

qure.ai Partnered for **AI based imaging decision support**

05

Medanta Today

Leading tertiary and quaternary service provider in India

From our flagship Medicity campus in Gurgaon, we have grown to ~2,800 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

699 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

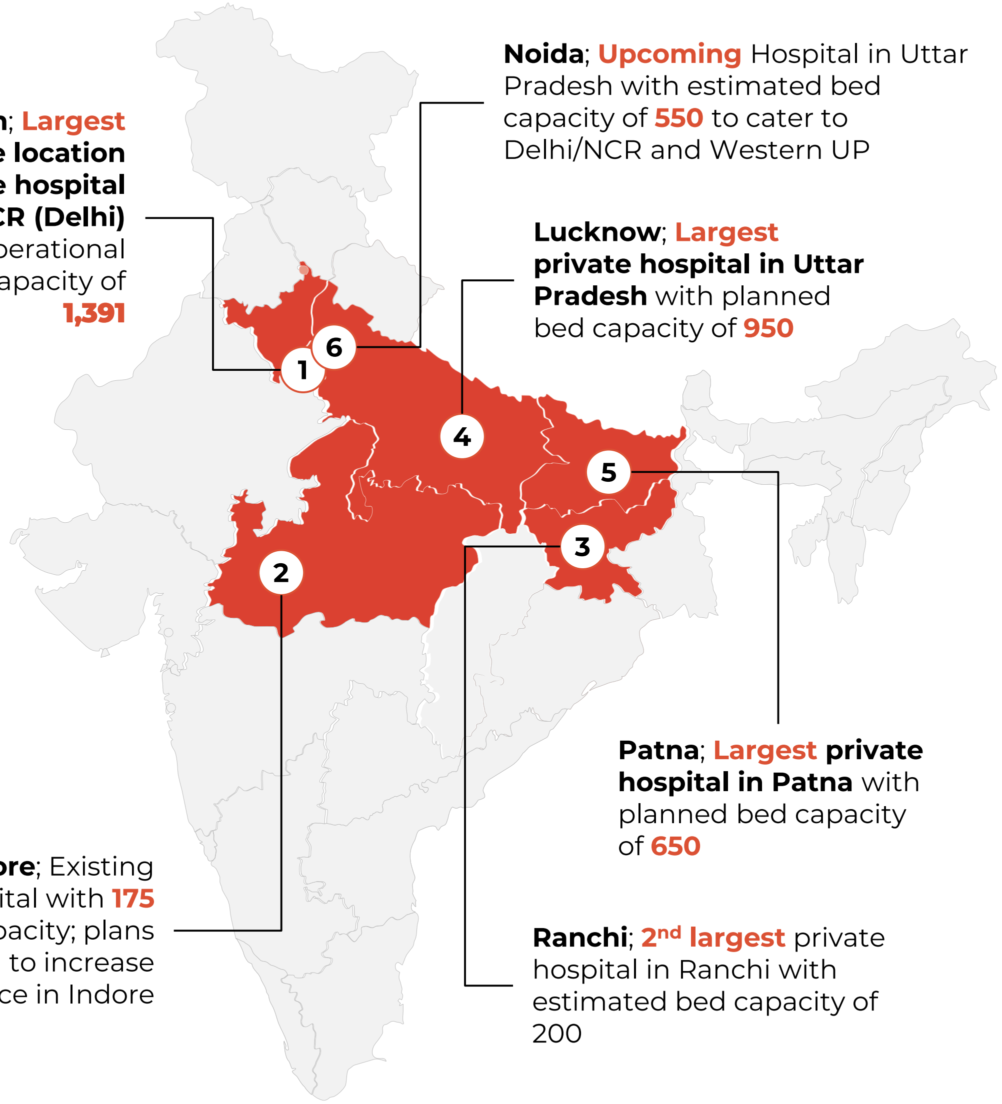
NOIDA

550 total beds (under construction)

All beds are installed beds as at March 31, 2024

Diversified group of hospitals across 5 States

Over 400 million people live in the States with Medanta facilities



Gurgaon; **Largest single location private hospital in NCR (Delhi)** with operational bed capacity of **1,391**

Noida; **Upcoming** Hospital in Uttar Pradesh with estimated bed capacity of **550** to cater to Delhi/NCR and Western UP

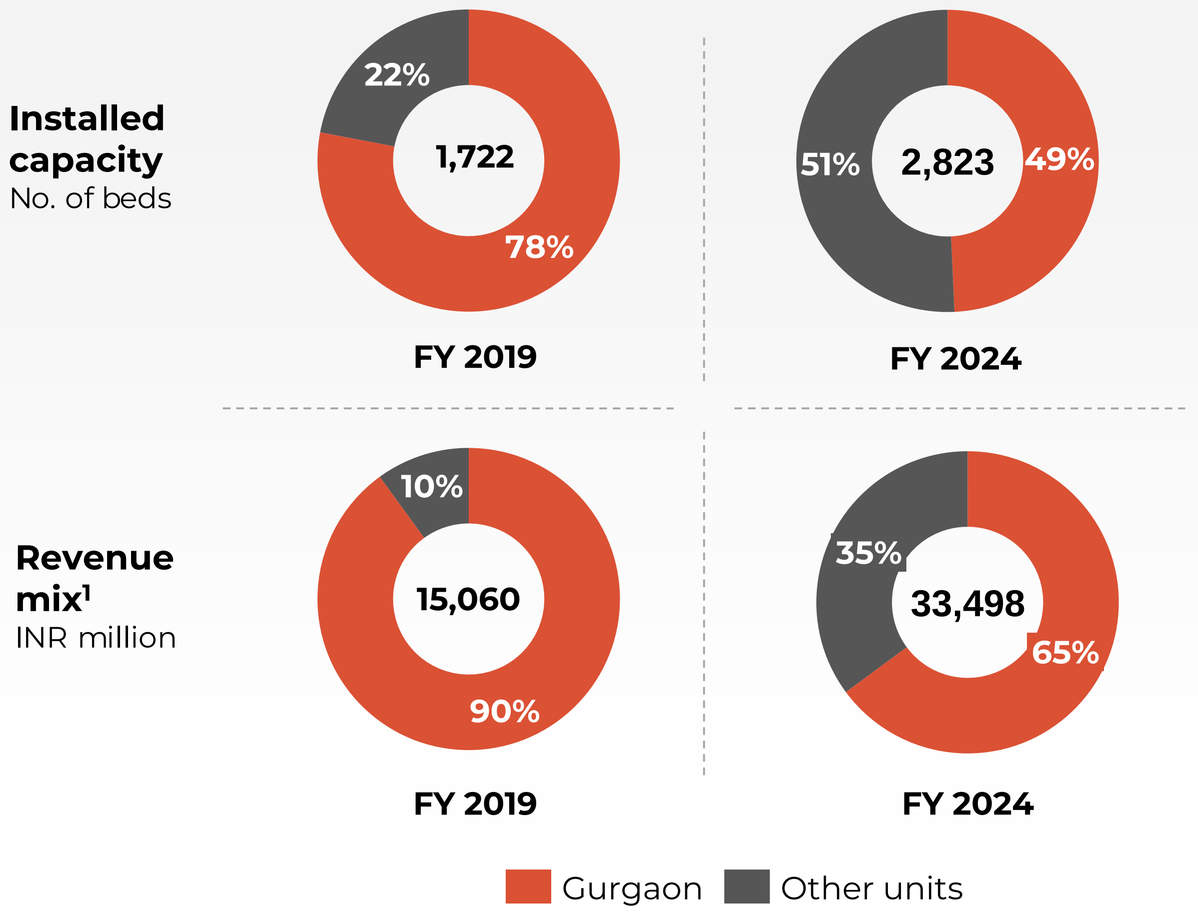
Lucknow; **Largest private hospital in Uttar Pradesh** with planned bed capacity of **950**

Patna; **Largest private hospital in Patna** with planned bed capacity of **650**

Indore; Existing hospital with **175 bed** capacity; plans to increase presence in Indore

Ranchi; **2nd largest** private hospital in Ranchi with estimated bed capacity of 200

Diversification | Gurgaon vs. other units



Notes:
1. As per internal estimates (unaudited)

Experienced senior management team across units

Clinical department heads chair operating and governance committees in each unit

Dr Naresh Trehan
Chairman and Managing Director

Pankaj Sahni
Group CEO & Director

Yogesh Kumar Gupta
Chief Financial Officer

Sumanta Ray
Chief Marketing and Growth Officer

Bhuvander Kaul
Chief Procurement Officer

Dr Sandeep Sawhney
Chief Strategy Officer

Rajiv Sikka
Chief Information Officer

Saurabh Upadhyay
SVP and Head HR

Richa Singh
General Counsel

Rahul Ranjan
Company Secretary

Ambili Vijayaraghavan
Hospital Director, Gurgaon

Dr Rakesh Kapoor
Medical Director, Lucknow

Dr Ravi Shankar
Medical Director, Patna

Dr Sandeep Srivastava
Medical Director, Indore

Vishvajeet Kumar
Hospital Director, Ranchi

Eminent Board of Directors

Marquee domestic and foreign institutions as major shareholders

Board of Directors

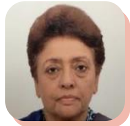
Dr Naresh Trehan
Chairman and Managing Director

Pankaj Sahni
Group CEO & Director

Venkatesh Ratnasami
Non-Executive Nominee Director

Sunil Sachdeva
Non-Executive Director

Ravi Kant Jaipuria
Non-Executive Nominee Director



Ms. Praveen Mahajan
Independent Director

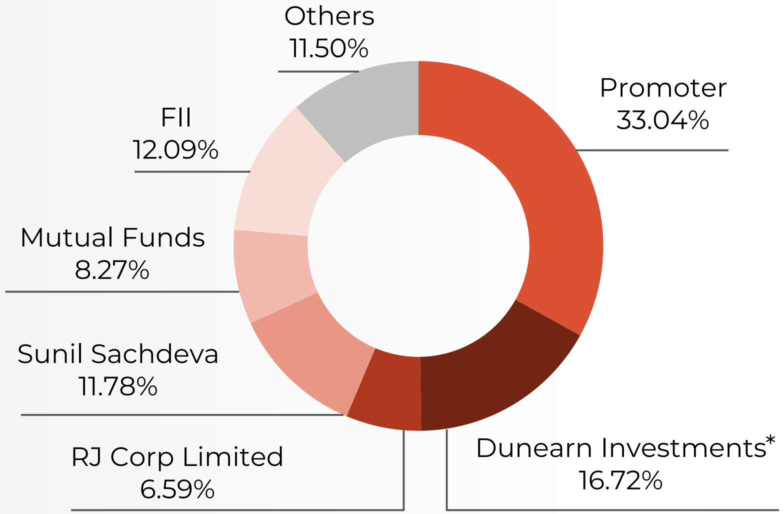
Vikram Singh Mehta
Independent Director

Hari Shanker Bhartia
Independent Director

Rajan Bharti Mittal
Independent Director

Ravi Gupta
Independent Director

Shareholding pattern as on 31st March, 2024



Top institutional investors as on 31st March, 2024

- NOMURA
- CANARA ROBECO Mutual Fund
- NORGES BANK INVESTMENT MANAGEMENT
- HDFC MUTUAL FUND
- novo holdings
- Invesco Mutual Fund
- POLAR CAPITAL
- MOTILAL OSWAL Mutual Fund

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* Temasek affiliates

Medanta is well placed to deliver sustainable growth…

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

BED EXPANSION

In existing and new hospitals

ATTRACT BEST TALENT

Engage prominent, skilled clinical talent

ENHANCE CAPABILITIES

Add new specialties and improve operating efficiencies

TECHNOLOGY ADVANCEMENT

Use technology to improve patient experience and grow digital health

CONTINUITY OF CARE

Extend clinical services outside hospital and across patient lifetime

THOUGHT LEADERSHIP

Build on our thought leadership through academics and research

Aligning strategy with values to deliver positive results for all stakeholders

Growth you can be proud of

- Deliver the highest end of **patient centric** care by embracing the sickest patients and **treating the most complex cases**

- Maintain our **leadership and quality** by strengthening our already exceptional clinical talent by **adding new doctors and new services**

- Drive **innovation, collaboration and learning** through **digital and technology improvements** which improve ease of access and efficiency of care to our patients

- Maintain the **courage and integrity** to always do what is right and work in the best interests of our patients, our employees, our investors and our community. We **continue our bed build out** and **deliver our 'Medanta Model of Care'** to those communities **where healthcare services remain underpenetrated**

06 Annexures

Annexure: Profit and Loss Statement

	Year End			Quarter			
INR million	**FY23**	**FY24**	**Y-o-Y Growth %**	**Q4 FY23**	**Q3 FY24**	**Q4 FY24**	**Y-o-Y Growth %**
Revenue from operations	**26,942**	**32,751**	***21.6%***	**7,034**	**8,326**	**8,086**	***15.0%***
Other income	649	747	*15.0%*	284	219	274	*(3.5)%*
Total income	**27,592**	**33,498**	***21.4%***	**7,318**	**8,545**	**8,361**	***14.2%***
Cost of materials consumed	6,253	7,594	*21.4%*	1,648	1,907	1,937	*17.6%*
Employee benefits expense	9,674	11,619	*20.1%*	2,499	2,965	2,959	*18.4%*
Other expenses	4,894	5,548	*13.4%*	1,257	1,333	1,397	*11.1%*
EBITDA	**6,771**	**8,737**	***29.0%***	**1,915**	**2,340**	**2,068**	***8.0%***
EBITDA Margins %	***24.5%***	***26.1%***	***154 bps***	***26.2%***	***27.4%***	***24.7%***	***(144) bps***
Finance costs	779	739	*(5.1)%*	205	177	182	*(11.0)%*
Depreciation and amortisation expense	1,499	1,727	*15.2%*	380	440	455	*19.8%*
Profit before tax	**4,493**	**6,271**	***39.6%***	**1,331**	**1,724**	**1,431**	***7.5%***
Tax expenses	1,232	1,490	*21.0%*	320	488	157	*(50.8)%*
Profit after tax	**3,261**	**4,781**	***46.6%***	**1,011**	**1,235**	**1,273**	***26.0%***

Annexure: Operational Parameters

	Year End			Quarter			
Key metrics	**FY23**	**FY24**	**Y-o-Y Growth %**	**Q4 FY23**	**Q3 FY23**	**Q4 FY23**	**Y-o-Y Growth %**
Total Beds	2,697	**2,823**	*4.7%*	2,697	2,725	**2,823**	*4.7%*
Census Beds	2,049	**2,231**	*8.9%*	2,138	2,223	**2,256**	*5.5%*
Occupied Bed Days	439,539	**503,239**	*14.5%*	111,286	131,339	**121,834**	*9.5%*
Occupancy Rate %	*58.8%*	**61.6%**	*4.8%*	*57.9%*	*64.2%*	**59.4%**	*2.7%*
ARPOB (INR)*	59,098	**61,890**	*4.7%*	60,880	60,571	**63,063**	*3.6%*
ALOS (days)	3.25	**3.23**	*(0.7)%*	3.29	3.30	**3.27**	*(0.5)%*
In-Patient Volumes	135,161	**155,915**	*15.4%*	33,834	39,743	**37,238**	*10.1%*
Out-Patient Volumes	2,274,651	**2,683,293**	*18.0%*	570,883	662,434	**635,952**	*11.4%*

- Census Beds as based on monthly average during the period
- ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days
- Out-Patient volumes are sum of encounters at Out-Patient departments

Annexure: Abbreviations and Definitions

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 catherization & 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.

Contact us

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 2,823 installed beds as on March 31, 2024. It also has one hospital under-construction in Noida. The Company provides healthcare services in over 30 medical specialties and engages over 1,700+ 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/