



August 7, 2023



National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051.
Symbol: RAINBOW

BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.
Scrip Code: 543524

Sub: Earnings Presentation on Un-Audited Financial Results (Standalone and Consolidated) for the Quarter ended June 30, 2023.

Dear Sir/ Madam,

Please find enclosed herewith the Earnings Presentation of the Company on Un-Audited Financial Results (Standalone and Consolidated) for the Quarter ended June 30, 2023, which the Company proposes to share with analysts/ investors.

We request you to kindly take the same on record.

Thanking You,

Yours Faithfully,

For **Rainbow Children's Medicare Limited**

Ashish Kapil
Company Secretary and Compliance Officer

Encl.: As above

Rainbow Children's Medicare Limited

Registered Office: 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills, Hyderabad, Telangana - 500034

Corporate Office: 8-2-19/1/a, Daulet Arcade, Karvy lane, Road No.11, Banjara Hills, Hyderabad, Telangana - 500034

Hyderabad: Banjara Hills - 040 22334455 | Secunderabad - 040 42462200 | Kondapur IP - 040 42462400 |
Kondapur OP - 040 42462100 | Hyder Nagar - 040 42462300 | L B Nagar - 040 71111333

Vijayawada: Currency Nagar - 0866 6669666 | Governorpet - 0866 6650250 | **Chennai:** Guindy - 044 40122444

Bengaluru: Marathahalli - 080 71112345 | Bannerghatta Road - 080 25512345 | Hebbal - 080 35061555

Delhi: Malviya Nagar - 011 66888866 | **Visakhapatnam:** Health City, Chinagadili - 0891 3501601 | Siripuram - 0891 3501555

Q1 FY23-24 EARNINGS UPDATE


**Rainbow[®]
Children's
Hospital**
It takes a lot to treat the little.


BirthRight[™]
BY RAINBOW HOSPITALS
Your Right to a Safe Delivery



7th August, 2023

Disclaimer

Certain statements in this presentation could be forward-looking in nature. Such forward-looking statements remain subject to certain risks and uncertainties like government actions, political or economic developments, technological risks, and certain other factors which cannot be quantified but which could cause actual results to differ materially from those underlined by those forward-looking statements. **Rainbow Children's Medicare Limited** will not be in any way responsible for any action taken based on such statements and does not undertake to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Rainbow Journey

1999-2010

Established standalone pediatric specialty hospital concept

Integrated perinatal services within the children's hospital

Expansion within Hyderabad and a new city - Vijayawada

Nurtured perinatal services

Enhanced Pediatric multi specialty and tertiary care services

Investment by the CDC Group, UK

2011-2013

2014-2017

Foray into newer cities – Bengaluru and New Delhi

Hub and Spoke model nurtured in Hyderabad

Second tranche of investment by the CDC Group, UK

2018-2023

Successful listing on the stock exchanges - NSE and BSE

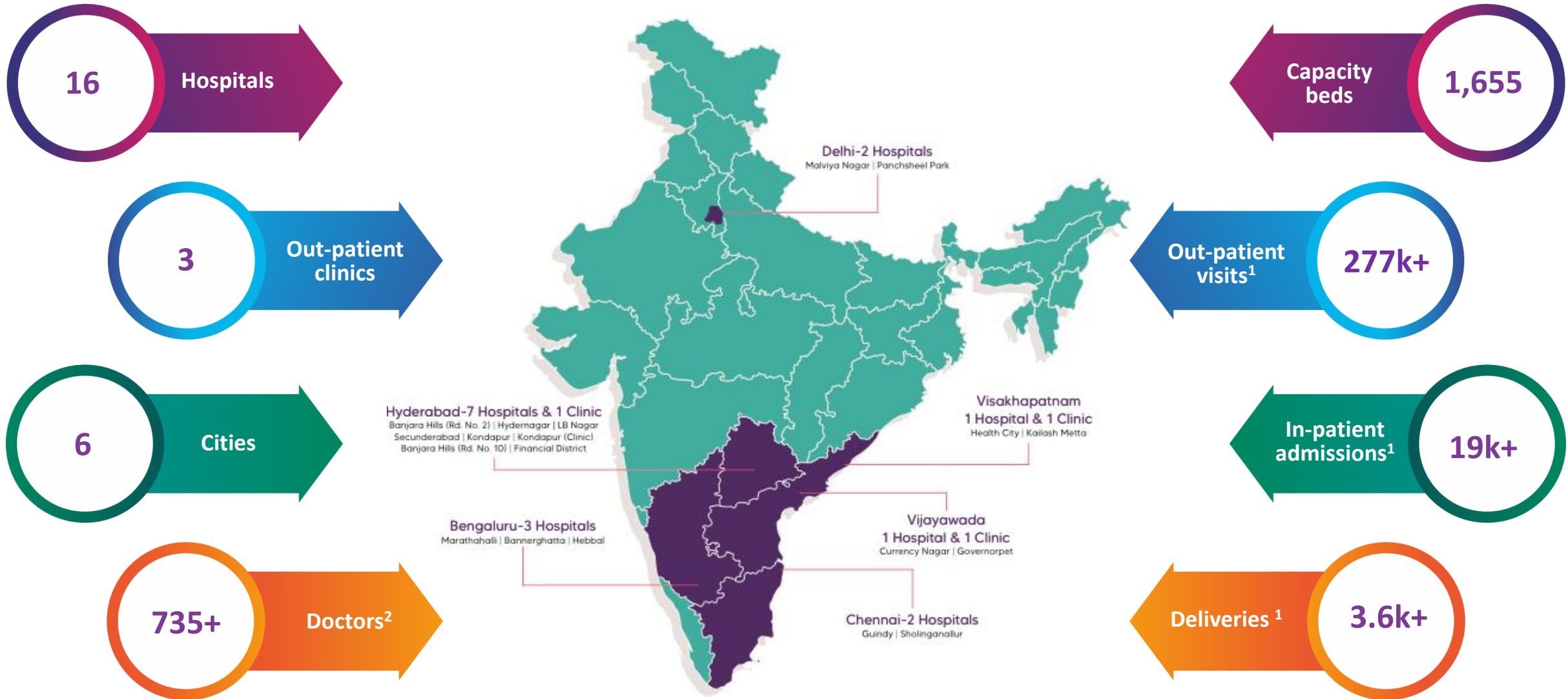
India's largest multi-specialty pediatric care provider and the largest pediatric training program in the private healthcare

Foray in newer cities – Chennai and Visakhapatnam

Successfully established Pediatric quaternary care services

First fertility and pediatric hospital to be accredited by JCI in the country

Footprint of Rainbow Hospital



Note: ¹ Numbers for Q1FY24; ² Including full time residents and DNB

An insight into the Rainbow approach





Dr. Ramesh Kancharla

Pediatric Healthcare Visionary

Chairman & Managing Director

Dr. Ramesh comes from an agricultural background from a village in Andhra Pradesh, India where the accessibility to healthcare was very poor. This motivated Dr. Ramesh to pursue medical education

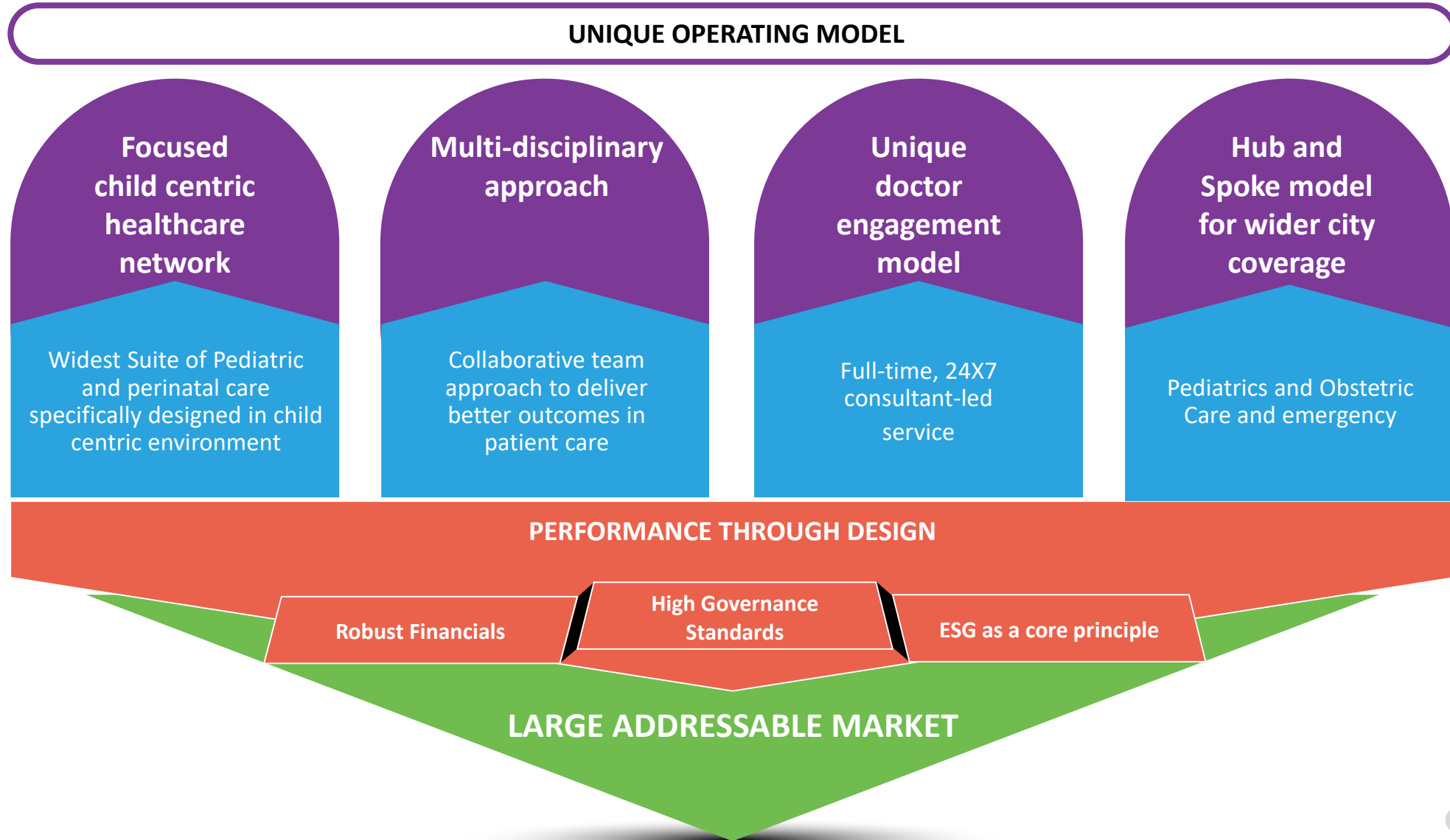
Garnered rich experience in pediatric gastroenterology and liver disease at best pediatric hospitals in the United Kingdom and got exposed to the nuances of pediatric healthcare model at these hospitals

Lack of quality pediatric healthcare in the country and his resolve that no child should suffer due to lack of dedicated medical facilities led to the foundation of Rainbow Children's Hospitals in 1999

Rainbow is currently the country's largest pediatric hospital chain with 16 hospitals spread across 6 cities

Bestowed with a Lifetime Achievement Award at the Times Health Excellence Awards, 2022 for exemplary contribution to pediatric healthcare

A novel approach in pediatrics healthcare services



Ability to conceptualize, create and operate specialized children's hospitals



Children Centric Hospitals



Children centric environment and soothing interiors help in children to recover faster



Allocation of significant portion of capex towards interiors of hospitals for creating congenial environment

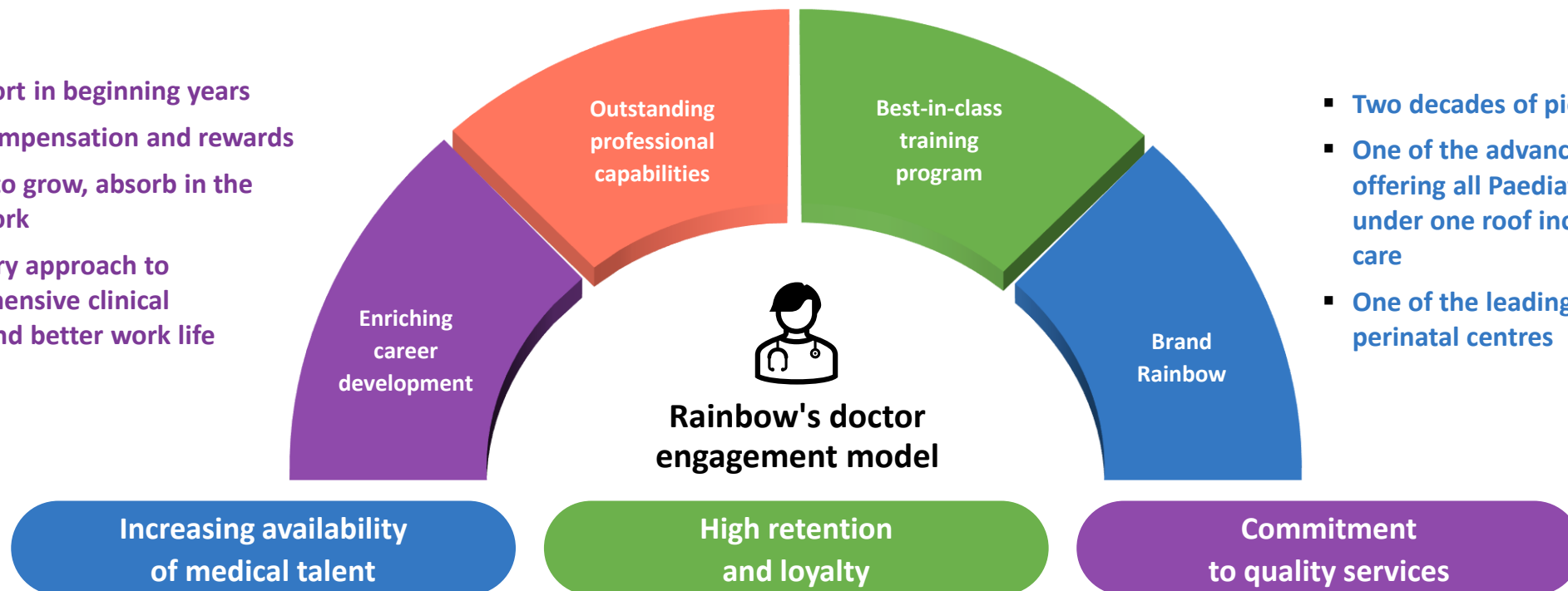


Doctor engagement model fostering loyalty and sustainability with an institution-first approach

- **735+ full time doctors**
- **A number of doctors trained or possess qualifications from the UK, USA, Canada, Australia**
- **Modern infrastructure and clinical back-up to provide quality care**
- **Recognised as MRCPCH Examination Centre**
- **Recognised as training center¹ by National Board of Examinations**
- **Leading training program in India approved by National Board of Examinations**

- Retainer/Support in beginning years
- Competitive compensation and rewards
- Opportunities to grow, absorb in the Rainbow network
- Multidisciplinary approach to create comprehensive clinical environment and better work life balance

- Two decades of pioneering work
- One of the advanced institutes offering all Paediatrics specialities under one roof including quaternary care
- One of the leading comprehensive perinatal centres



Note: ¹ For offering training in Pediatrics, Neonatology, Pediatrics Intensive Care, Pediatric sub specialities, Obstetrics and Gynaecology

The specialist in comprehensive children's care



Full suite of Pediatric offerings



Pediatric Secondary care

- Pediatric outpatients
- Immunizations
- Developmental Screening
- Acute and seasonal illness

1/3rd Beds Allocated
to Critical Care



Pediatric Tertiary intensive care

- Care of preterm babies with low/extremely low birth weight
- New born emergency transports
- Neonatal surgical Services
- Advanced ventilation including HFOV
- Pediatric neurocritical care services
- ECMO services

2 Hospitals
Accredited by JCI#



Pediatric Multi-specialty & Quaternary care

- Pediatric Surgery, urology and minimal invasive surgery
- Pediatric Cardiology and cardiac surgery
- Pediatric Neurology and neuro-surgery
- Pediatric Haemato-oncology
- Pediatric Gastroenterology and liver diseases
- Pediatric Nephrology
- Pediatric Pulmonology and allergy
- Pediatric transplantation (liver, kidney, bone-marrow)
- CRRT, plasmapheresis, hemodialysis

11 Hospitals
Accredited by NABH

Comprehensive perinatal care provider, with synergies between paediatric and perinatal services

Comprehensive services for all pediatric care needs

Pediatrics

- 24*7 full spectrum of Pediatric multi specialty cover with level 4 NICU care



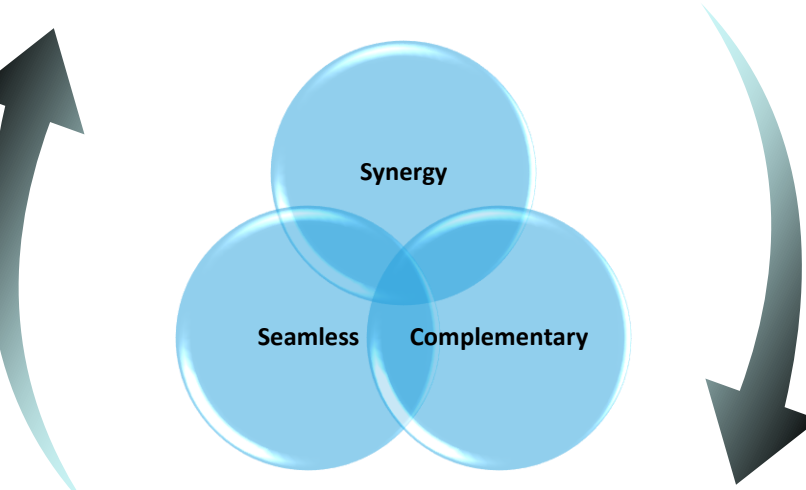
Accessibility/nativity/comfort/
knows the system/strong recommendation
from pediatrician

Full range of fetal service included cardiac
echo/neonatologist consultation prior to
delivery



Coordinated handholding for both
perinatal and pediatric services

Ease of seeing both pediatrician and
obstetrician



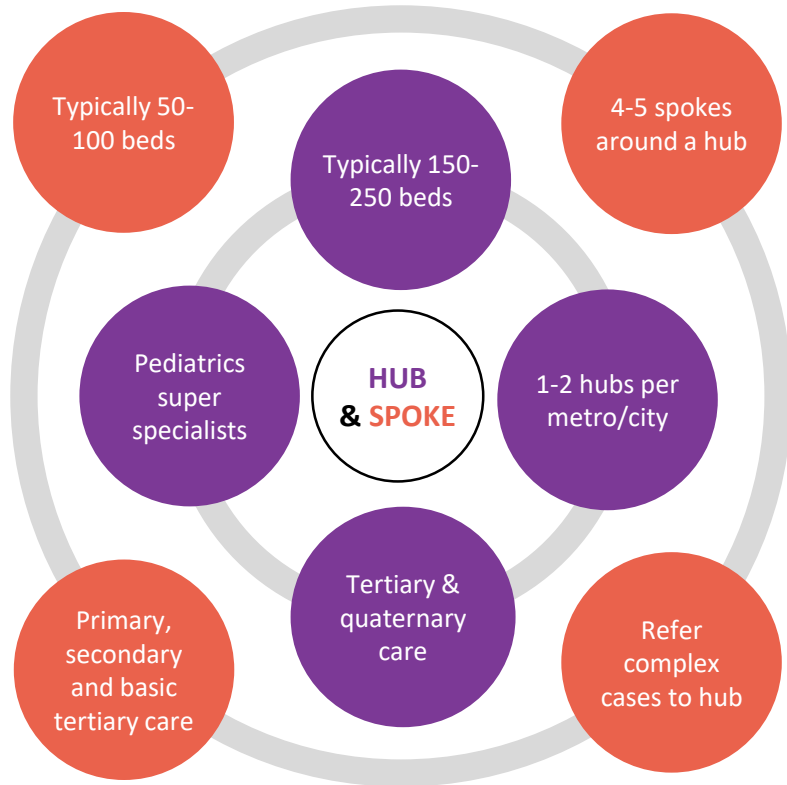
- Comprehensive perinatal service
- 24/7 Obstetrics, anesthesia, blood bank
- Maternity ICU

Obstetrics, Fetal Medicine & Fertility

Fully integrated maternity care and fertility services

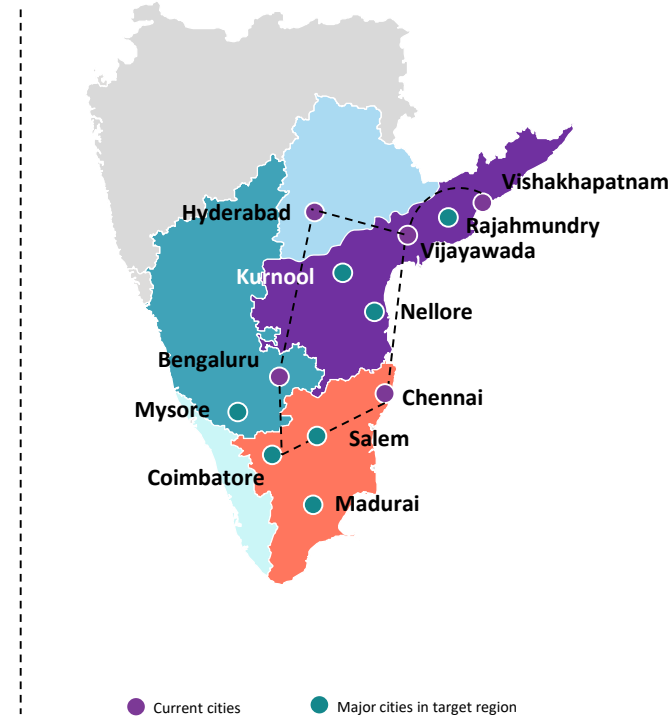
Hub and Spoke approach to optimise delivery of patient care services at scale

City level hub and spoke model



Accessibility of super-specialty at hubs, general pediatrics at spokes

Regional level "South Connect" model



Regional spokes at 200-250 kms from city hubs

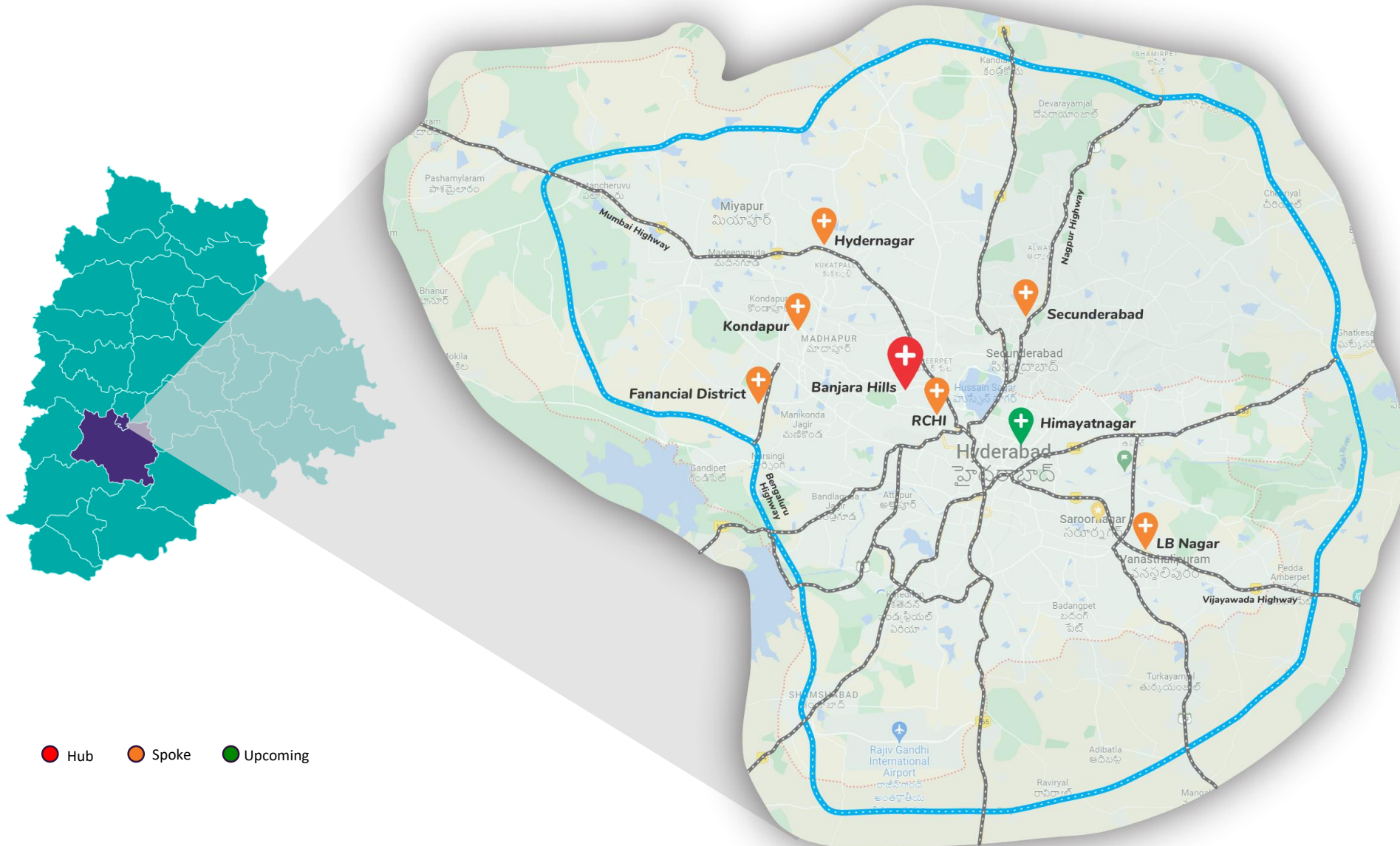
Regional spokes to provide high quality Pediatric, obstetrics and gynaecology care at tier-II cities and act as connecting bridge to address a large market

- Robust transport network to save sick new born and children from districts,
- Establish Pediatric sub-specialty outreach clinic at districts
- Provide emergency service for maternal and Pediatric patients.

Financially prudent expansion

Network effect and synergies enhance operational efficiencies

Hyderabad - Hub & Spoke Model

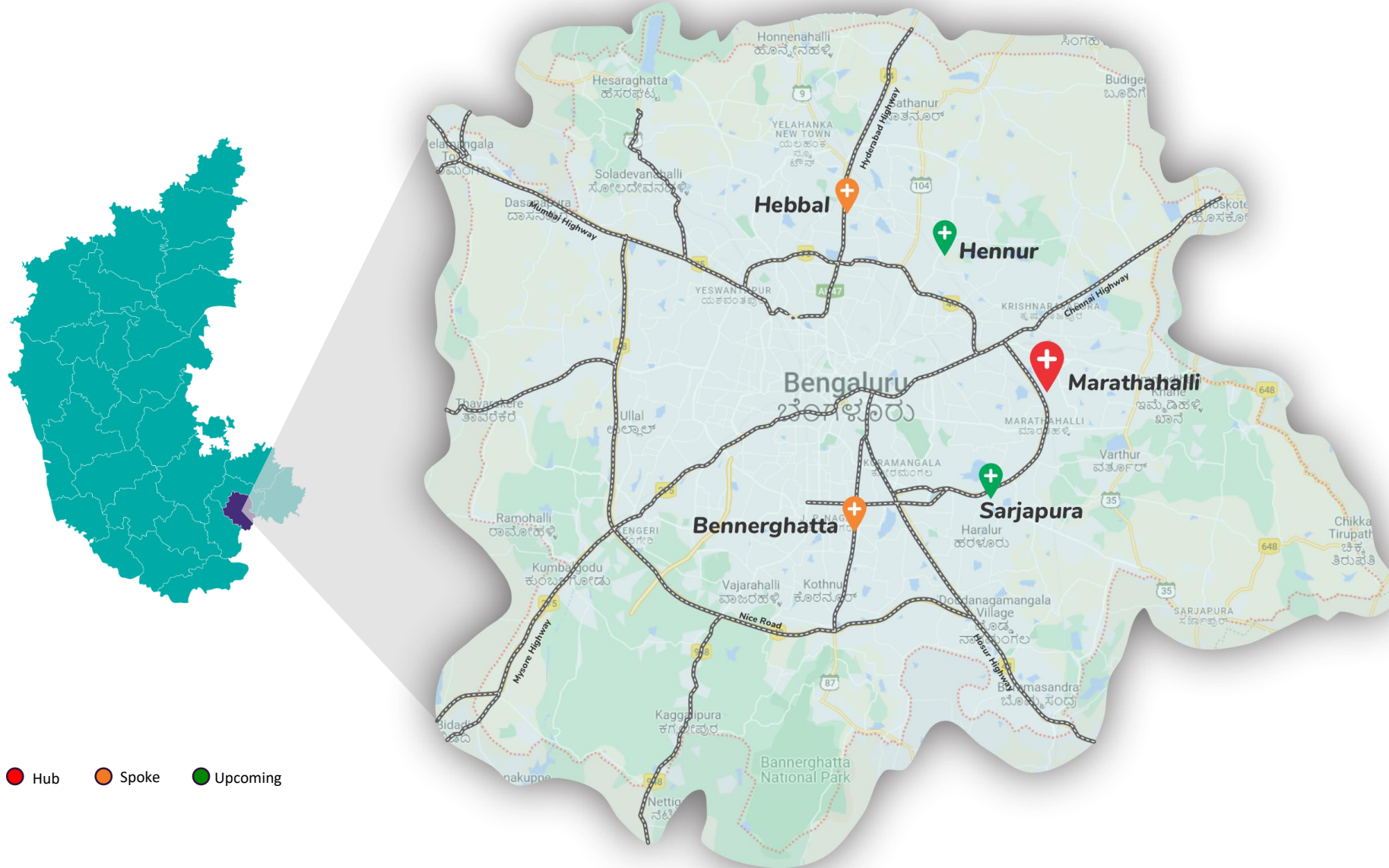


Hub hospital (Banjara) is located in the center of the city which is easily accessible from all the parts of city

Spokes hospitals are located in the growing areas of the city

Most of our hospitals are strategically located to have easier accessibility for neighboring towns and cities

Bengaluru - Hub & Spoke Model



Hub hospital (Marathahalli) is located on the Outer Ring Road which is easily accessible from all the parts of city

Spokes hospitals are located in the growing areas of the city

Most of our hospitals are strategically located to have easier accessibility for neighboring towns and cities

Robust governance framework High Governance Standard

Board of Directors



Dr. Ramesh Kancharla

Chairman & Managing Director
MD (Pediatrics) & MBBS (UK)

- Specialist in Pediatric Gastroenterology, Hepatology and Nutrition
- Worked in prestigious hospitals such as King's College Hospital, London, Great Ormond Street Children's Hospital –London and is a member of the Royal Colleges of Physicians of the United Kingdom
- Bestowed with a Lifetime Achievement Award at the Times Health Excellence Awards, 2022 for exemplary contribution to pediatric healthcare



Dr. Dinesh Kumar Chirla
Whole-time Director



Mr. Aluri Srinivasa Rao
Independent Director



Dr. Anil Dhawan
Independent Director

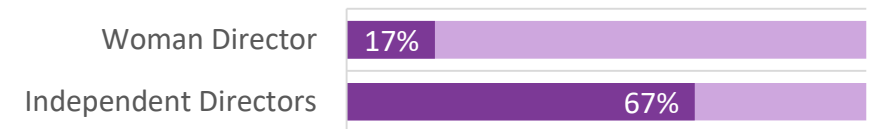


Mr. Santanu Mukherjee
Independent Director

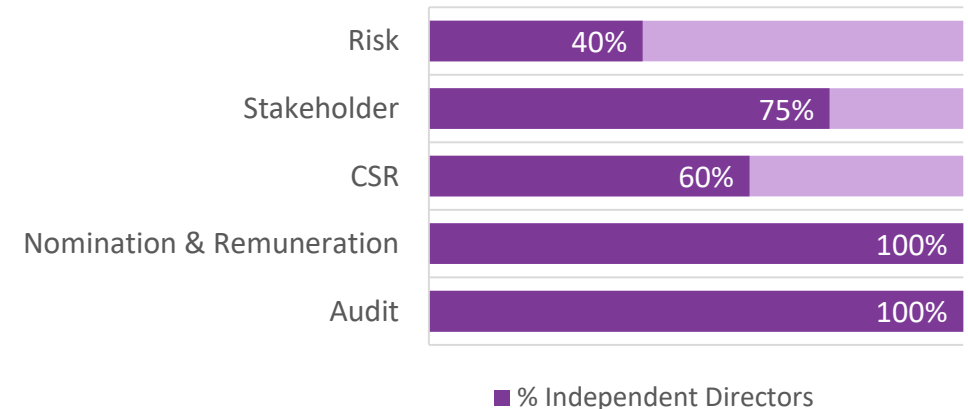


Ms. Sundari Raviprasad Pisupati
Independent Director

Board composition

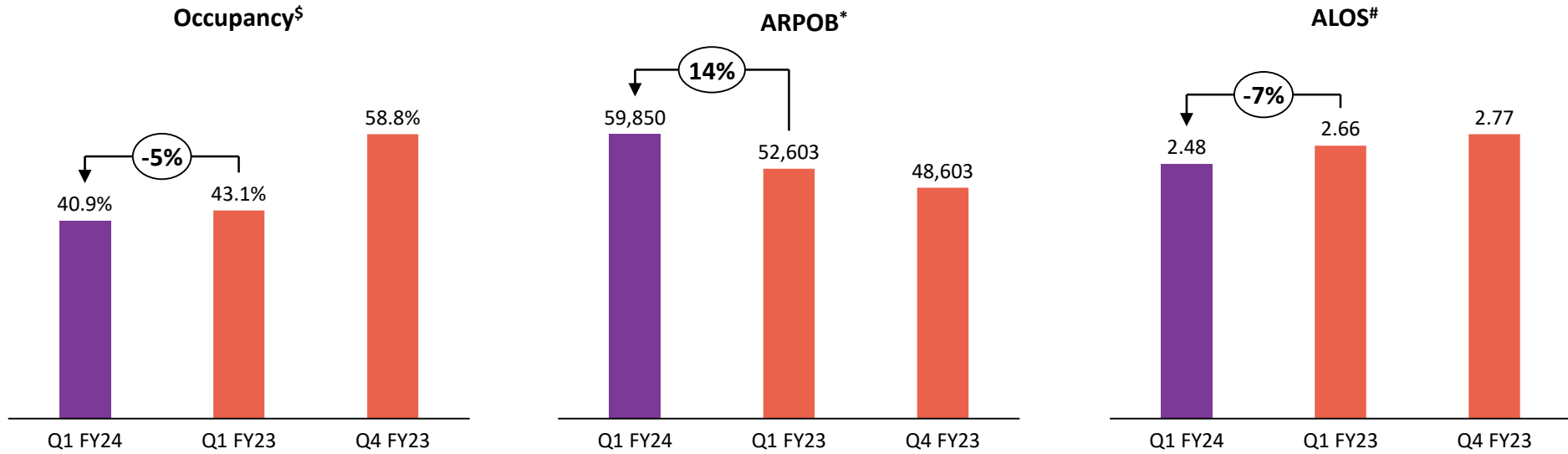
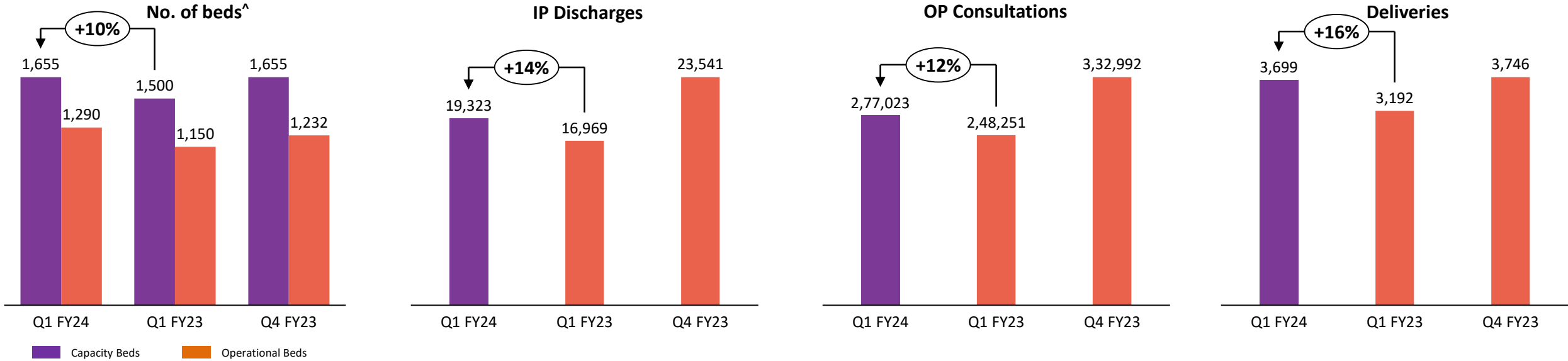


Committees of the board



Quarterly Performance

Operational KPIs (1/2)



[^] Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, Weighted average beds for Financial district is considered in Q4 FY23

Occupied Bed Days = sum of midnight census for the period

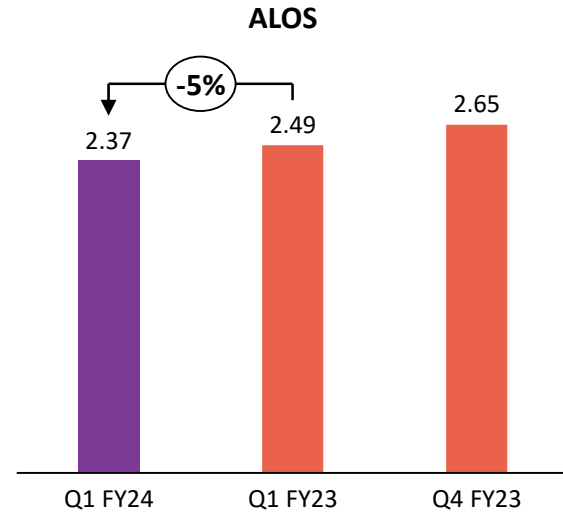
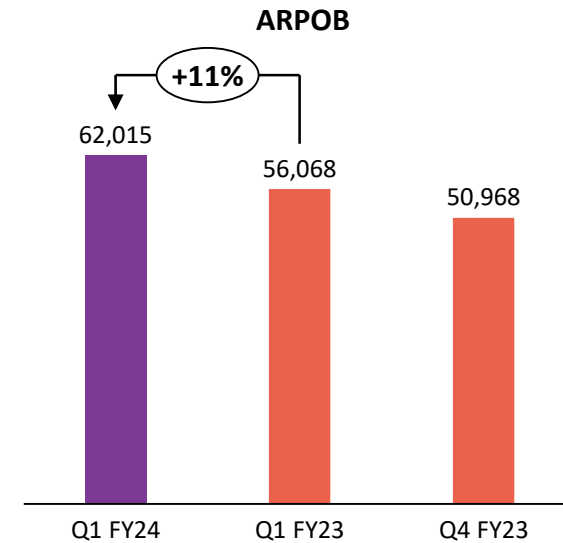
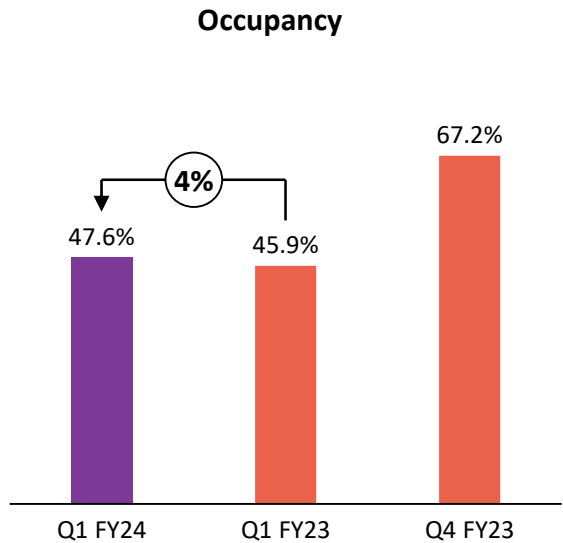
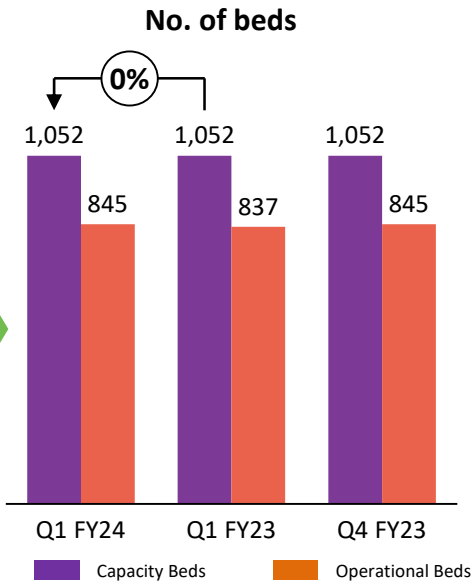
[§] Occupancy = Occupied bed days / (Weighted operational beds for the period * no. of days for the period)

* ARPOB = Total operating revenue / occupied beds days for the period

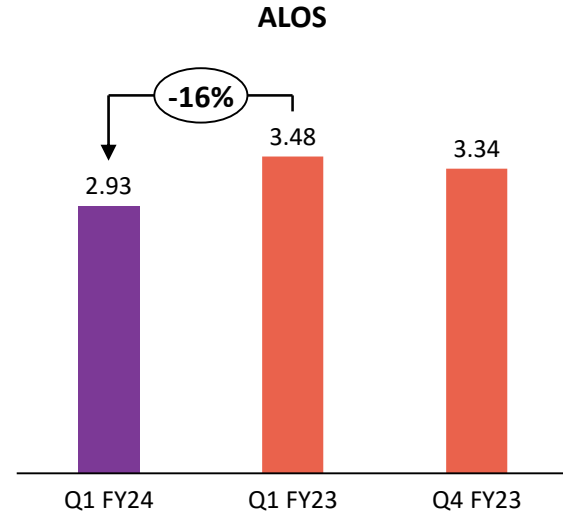
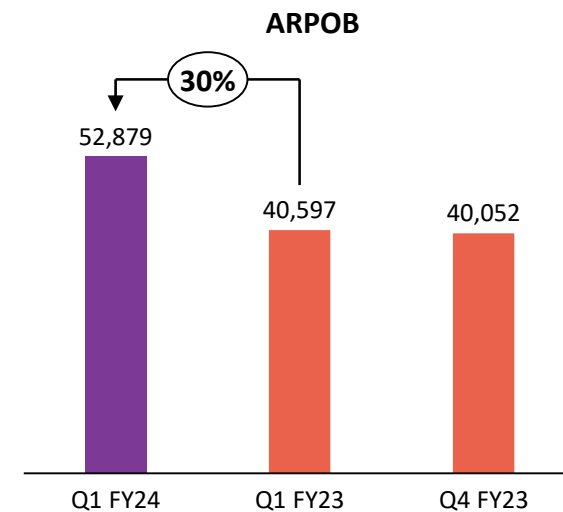
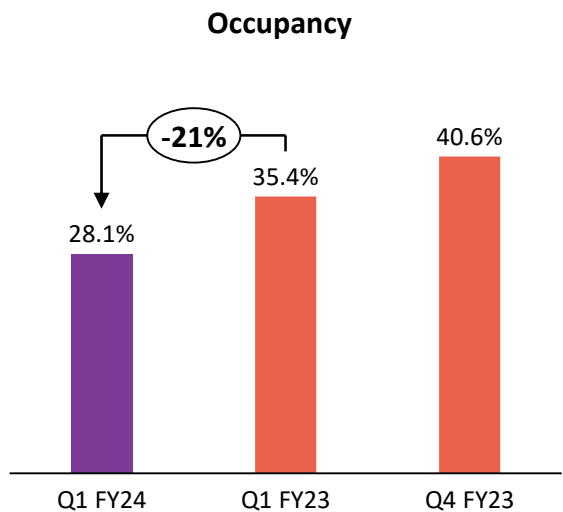
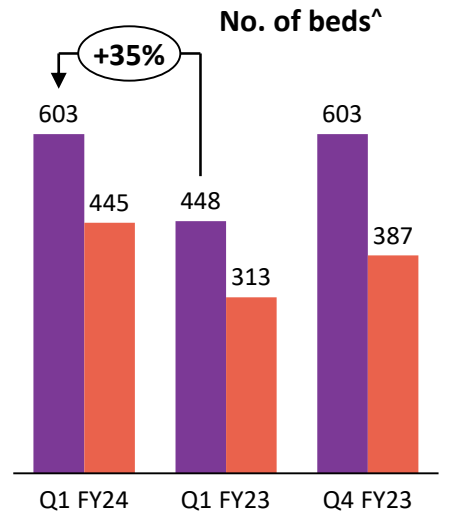
ALOS = occupied bed days / total IP discharges

Operational KPIs (2/2)

Matured Hospitals*



New Hospitals[§]



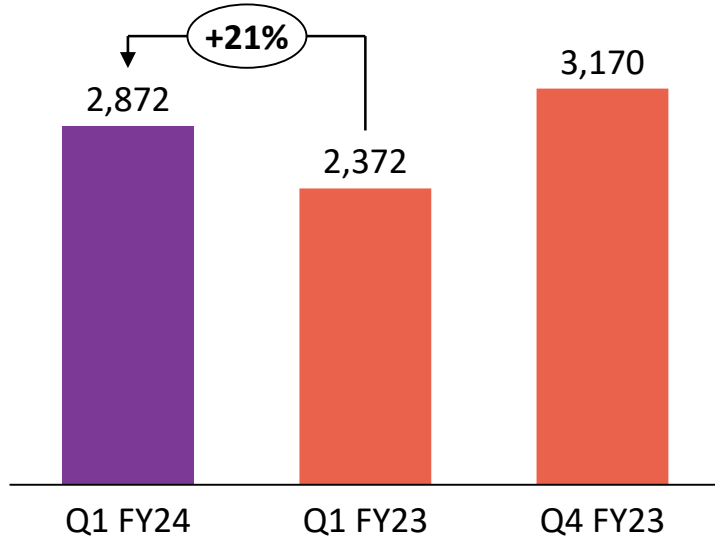
* * Matured Hospitals include the hospitals which have completed 5 years of operations. Rainbow Children hospital, New Delhi competed 5 years and is categorized as matured hospital from this financial year. Historical data will not match due to this change.

[^]Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds. Weighted average operational beds for the quarter/period are considered for occupancy calculations

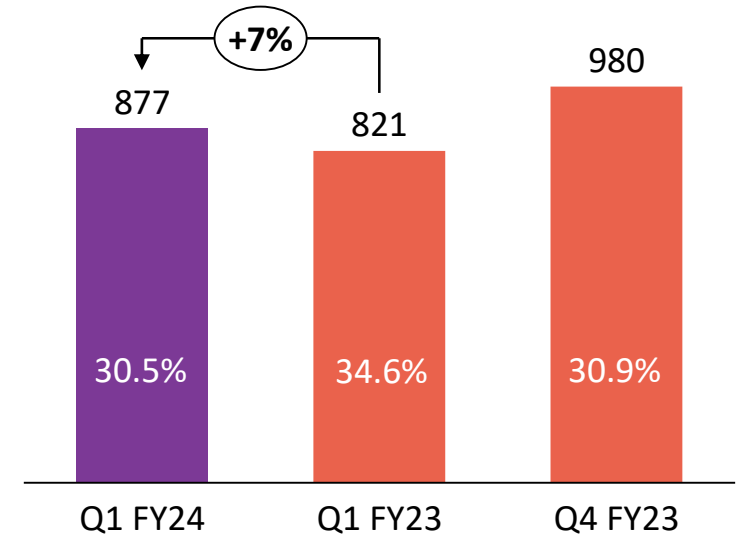
[§] New Hospitals include the hospitals which are under 5 years of operations: 1. Rainbow Children's Hospital, Guindy, Chennai, 2. Rainbow Children's Heart Institute, Hyderabad, 3. Rosewalk by Rainbow Hospitals, New Delhi, 4. Rainbow Children's Hospital, Hebbal, Bangalore 5. Rainbow Children's Hospital, Visakhapatnam, 6. Rainbow Children's Hospital, OMR, Chennai 7. Rainbow Children's Hospital, Financial District, Hyderabad

Financial Performance

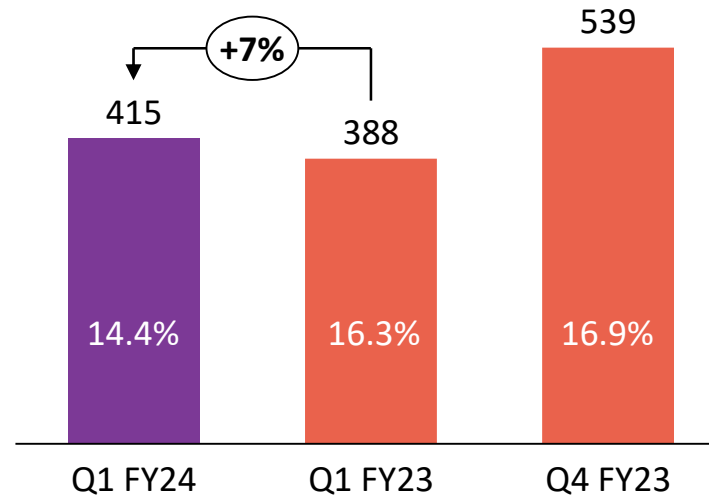
Revenue (Mn)



EBITDA (Mn)



PAT (Mn)



Consolidated statement of profit and loss

All numbers in INR mm	Q1 FY24	Q1 FY23	YoY Growth	Q4 FY23	QoQ Growth	FY23	FY22	YoY Growth
Income								
Revenue from operations	2,871.7	2,371.5		3,169.7		11,735.8	9,737.6	
Other income	78.6	60.3		89.0		308.1	189.4	
Total income	2,950.2	2,431.9	21.3%	3,258.6	-9.5%	12,043.8	9,927.0	21.3%
Expenses								
Medical consumables and pharmacy items consumed	384.0	318.0		427.3		1,582.8	1,947.3	
Employee benefits expense	436.0	305.4		405.9		1,440.6	1,160.7	
Finance costs	146.1	142.2		140.7		551.4	532.0	
Depreciation and amortisation expense	253.3	219.1		227.3		902.7	832.6	
Professional fees to doctors	698.4	562.1		719.3		2,723.1	2,037.6	
Other expenses	476.3	365.1		637.1		2,025.5	1,543.2	
Total expenses	2,394.0	1,911.9	25.2%	2,557.6	-6.4%	9,226.0	8,053.5	14.6%
Profit before tax	556.2	520.0	7.0%	701.0	-20.7%	2,817.8	1,873.5	50.4%
Tax expenses:								
(a) Current tax	156.8	156.4		213.9		840.8	576.1	
(b) Deferred tax expense/(credit)	-15.5	-24.1		-51.6		-146.8	-89.4	
Total tax expense	141.3	132.4	6.8%	162.4	-13.0%	694.0	486.7	42.6%
Profit for the period/year	414.9	387.6	7.0%	538.6	-23.0%	2,123.8	1,386.7	53.2%
EBITDA (Post Ind AS 116 & excluding other income)	877.0	820.9	6.8%	980.1	-10.5%	3,963.8	3,048.8	30.0%
EBITDA (Pre Ind AS 116 & excluding other income)	707.2	680.1	4.0%	822.7	-14.0%	3,369.5	2,532.2	33.1%



Key Developments

Key Developments (1/2) – Expansion Plan & Timelines

City / Cluster	Current Capacity	FY : 23-24	FY : 24-25	FY : 25-26	FY : 26-27	Total
Hyderabad	830	Central Hyderabad (~60) Hydernagar (New Block ~50)				940
Bengaluru	352	Sarjapur (~80)	Hennur (~60)			492
Tamil Nadu	190	Anna Nagar (~80)		Coimbatore (~100)		370
National Capital Region (NCR)#	24				Gurgaon – 44 (~300) Gurgaon – 56 (~100)	424
Andhra Pradesh	259		Rajahmundry (~100)			359
Total Beds	1655	270	160	100	400	2585

Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services
() indicates no. of beds

Key Developments (2/2) – Onboarding of Group CFO

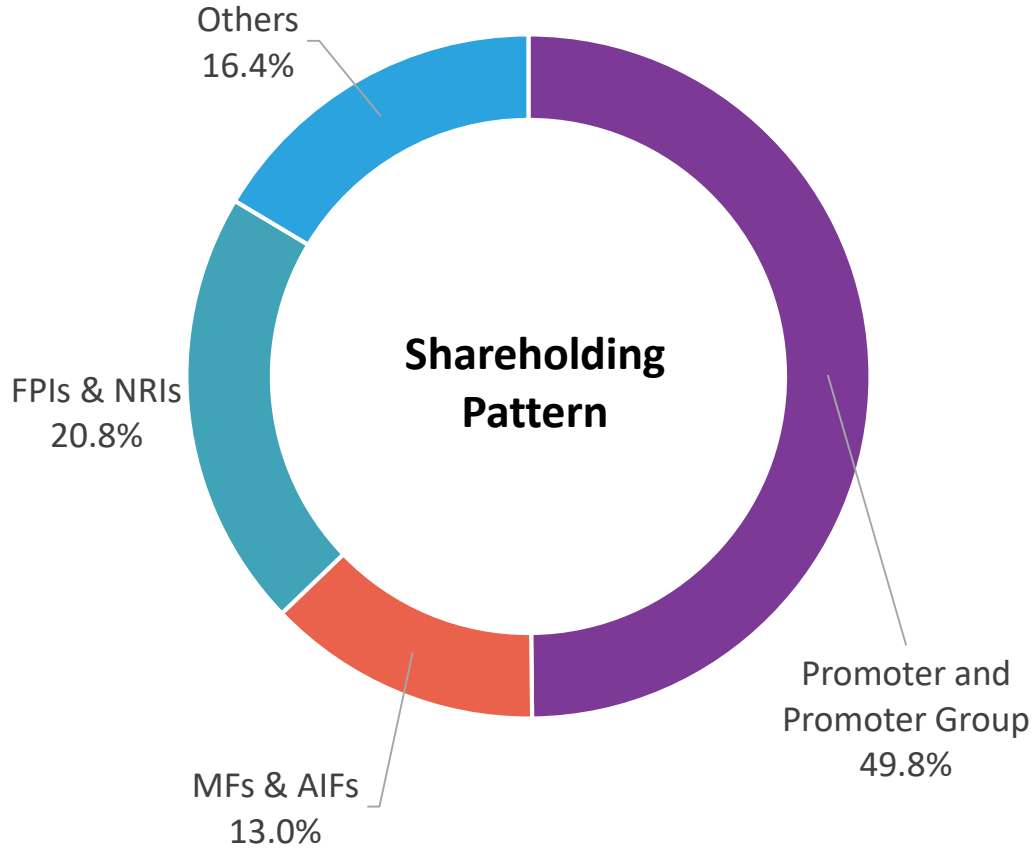


Mr. Vikas Maheshwari

Group Chief Financial Officer

- Mr. Vikas Maheshwari is a highly accomplished finance professional having over 25 years of experience in the areas of Corporate Finance, M&A, Deal Structuring, Strategy and Treasury Management.
- Mr. Maheshwari is a member of the Institute of Chartered Accountants of India and holds a bachelor degree in commerce from Lucknow University.
- Before joining Rainbow Group, Mr. Maheshwari was most recently associated with Krishna Institute of Medical Sciences Limited as Group Chief Financial Officer.
- He has also held multiple senior level positions in various organisations such as Endurance Technologies Private Limited, Aurobindo Pharma Limited, Gati Limited, ABP Private Limited and Limtex Tea and Industries Limited.

Shareholding – as on June 30, 2023



Institutional Shareholders as on June 30, 2023

Sr. No	Name of Shareholder	Share Holding
1	AMANSA HOLDINGS PRIVATE LIMITED	2.9%
2	AXIS MUTUAL FUND TRUSTEE LIMITED A/C	2.4%
3	ABU DHABI INVESTMENT AUTHORITY	2.2%
4	GOVERNMENT OF SINGAPORE	2.1%
5	STICHTING DEPOSITARY APG EMERGING MARKETS EQUIT	2.0%
6	HDFC LIFE INSURANCE COMPANY LIMITED	2.0%
7	NIPPON LIFE INDIA TRUSTEE LTD A/C	1.9%
8	ASHOKA INDIA OPPORTUNITIES FUND	1.8%
9	DSP SMALL CAP FUND	1.2%
10	SBI HEALTHCARE OPPORTUNITIES FUND	1.0%

MFs - Mutual Funds, AIFs - Alternative Investment Fund, FPIs - Foreign Portfolio Investors, NRIs - Non- Resident Indians

Awards & Accreditations Q1 FY24



Rainbow Children's Hospital and BirthRight by Rainbow, Banjara Hills received the JCI Accreditation



OUTLOOK
HEALTH

No.1 Paediatrics, and Gynaecology & Obstetrics Hospital India Best Hospital Ranking - 2023



Ranked No.1 National Single Speciality – Pediatrics, India Critical Care Survey - 2023



Awarded for "Excellence in Fertility in Elets Healthcare Innovation Award - 2023

Thank You

“It takes a lot to treat the little”





Appendix

Pioneering comprehensive pediatric healthcare with robust infrastructure

Hyderabad



Banjara Hills, 1999
250



Vikramপুরi, 2007
110



Hydernagar, 2014
110



LB Nagar, 2016
100



Kondapur, 2013
50



RCHI¹, 2019
110



FD, 2023
100

Bengaluru



Marathahalli, 2015
200



BG Road, 2016
102



Hebbal, 2020
50



Malviya Nagar², 2017
130



Rosewalk, 2019
24

Delhi



Visakhapatnam, 2020
129



Vijayawada, 2007
130

Andhra Pradesh

Total No. of Beds

1,655[§]



Guindy, 2018
135



Sholinganallur, 2022
55

Chennai

Doctors on the wheels to survive a patient

- A sick newborn, born with a birth defect called Congenital Diaphragmatic Hernia, was transported from the referring hospital by our transport team.
- After 20 days of intensive neonatal care with continuation of **high frequency ventilation with inhaled nitric oxide** support, baby started showing response and was discharged on oral demand feeding.



4 year-old saved with air-lift support

- When a four-year-old child from Maharashtra met with a road traffic accident and suffered severe traumatic brain injury with a bleeding.
- The child needed an urgent neurosurgery as a life-saving procedure. Rainbow Children Hospital, was approached for a safe airlift.
- The transport was done in co-ordination with the handing over and receiving teams by our experts.



Child with cut throat injury

- 2 years child presented with accidental injury to neck.
- Examination revealed complete transection of his windpipe. Child was rushed to the OT, tracheal repair was done.
- Child recovered uneventfully and discharged in 6 days.
- This case was managed by a multidisciplinary team involving surgeons, anesthesiologist and intensive care consultants.



International PICU Case

- A **5 years 7 months old child from Yemen** presented with fever, breathing difficulty, low oxygen levels and blood pressure, bleeding from mouth and stomach.
- Child was shifted to ward after **20 days of PICU stay**. Child was discharged with oxygen **after 37 days of hospital stay**. He is taking oral feeds even with tracheostomy.



Tracheostomy



Child on Follow up

PICU ECMO Case

- 3-year-old child, presented with fever, cold & cough, fast breathing, dull activity and difficulty in breathing.
- Chest X-ray showed pneumonia on left side.
- Child was on **ECMO** for 9 days, and on ventilator for 2 days.
- After improving, child was discharged **after 35 days of hospital stay.**



About Us

Rainbow network comprises of 16 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,655 beds. Our Pediatric services under “Rainbow Children’s Hospital” includes newborn and pediatric intensive care, pediatric multi-specialty services, pediatric quaternary care (including organ transplantation); whereas our women care services under “Birthright by Rainbow” offers perinatal care services which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care along with gynecology services.

Rainbow Children’s hospital built on strong fundamentals of multidisciplinary approach with a full-time consultant led clinical service along with 24/7 commitment in a child centric environment. The company follows a hub-and-spoke operating model where the hub hospital provides comprehensive outpatient, inpatient care, with a focus on tertiary and quaternary services while the spokes provide emergency care in pediatrics and obstetrics, large outpatient services and comprehensive obstetrics, pediatric and level 3 NICU services. This model is successfully operational at Hyderabad and is gaining traction in Bengaluru. The endeavor is to replicate this approach in Chennai and across the National Capital Region. Subsequently Rainbow intends to expand into tier-2 cities of Southern India.

Rainbow embraces a unique doctor engagement model, where doctors work exclusively on a full-time, retainer basis. The doctors work in teams and have 24/7 commitment, which is particularly important for children’s emergency, neonatal, pediatric intensive care services and to support pediatric retrieval services. The Company also operates the country’s largest pediatric DNB training programme in private healthcare, offering post graduate residential DNB and fellowship programme.

For further information please contact

Saurabh Bhandari

Group Business Analyst

Rainbow Children's Medicare Limited

Tel: + 91(40) 4969 2222

Email: investorrelations@rainbowhospitals.in

Vikas Maheshwari

Group Chief Financial Officer

Rainbow Children's Medicare Limited

Tel: + 91(40) 4969 2222

Email: investorrelations@rainbowhospitals.in