

August 09, 2024

To,
National Stock Exchange of India Ltd.
Exchange Plaza,
Bandra-Kurla Complex,
Bandra (East), Mumbai-400 051
Symbol: JLHL

To,
BSE Limited
P. J. Towers,
25th Floor, Dalal Street, Fort
Mumbai 400 001
Code: 543980

Subject: Investor Presentation for the quarter ended June 30, 2024

Reference: Unaudited Financial Results for the quarter ended June 30, 2024 (Standalone and Consolidated) of the Company.

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, please find the enclosed investor presentation for the Unaudited (Standalone and Consolidated) Financial Results for the quarter ended June 30, 2024.

This will also be available on the Company's Website at www.jupiterhospital.com.

You are requested to kindly take the afore-mentioned on record and oblige.

Thanking You,

For JUPITER LIFE LINE HOSPITALS LIMITED

Suma Upparatti
Company Secretary and Compliance Officer



Bringing **care into Healthcare.**

Results Presentation
Q1FY25



Safe Harbour

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Dr. Ankit Thakker ED & CEO



“In Q1FY25, our revenue from operations increased by 18.2% on a YoY basis to ₹284.5 crores. This expansion is due to growing patient volumes and occupancy across three Hospitals.

It gives us great pleasure to announce that our hospitals in Thane, Pune, and Indore have all been awarded the NABH Digital Health - Gold Standard accreditation. This recognition underscores our dedication to patient safety and high-quality care. Our multidisciplinary approach, 24/7 consultant-led services, and patient-centred environment demonstrate our commitment to exceptional patient care. We are also proud of our modern infrastructure and innovative technology used to improve patient outcomes.

Additionally, we are pleased to share that all three of our hospitals are now equipped with state-of-the-art robotic surgery systems. This cutting-edge technology enhances surgical precision and control, leading to quicker recoveries and improved patient outcomes.

The construction of our Dombivli hospital is progressing on schedule. For the newly acquired land in Pune, we are undergoing necessary regulatory approvals, which are expected to be completed in another 6-8 months.

We continue to redefine healthcare excellence and make a positive impact on the lives of millions.”

Patient First

Key Highlights of Q1FY25

Total Income
Rs. 288.6 Cr

EBITDA
Rs. 65.3 Cr

PAT
Rs. 44.6 Cr

01

The Indore Hospital has **continuously witnessed increase** in IPD and OPD volumes

02

Robotic surgery has been introduced at **all three operational hospitals**

03

At Pune Hospital, we **completed the addition of 22 new beds** and they have been **operational from July 1, 2024**

04

In the process of adding **75 new beds** in Indore Hospital, which are expected to be **operational by Q1FY26**

05

Construction of Dombivli Hospital is **progressing as per schedule**

06

Newly acquired land in Pune for Hospital is **undergoing necessary regulatory approvals** expected to **be completed in another 6-8 months**

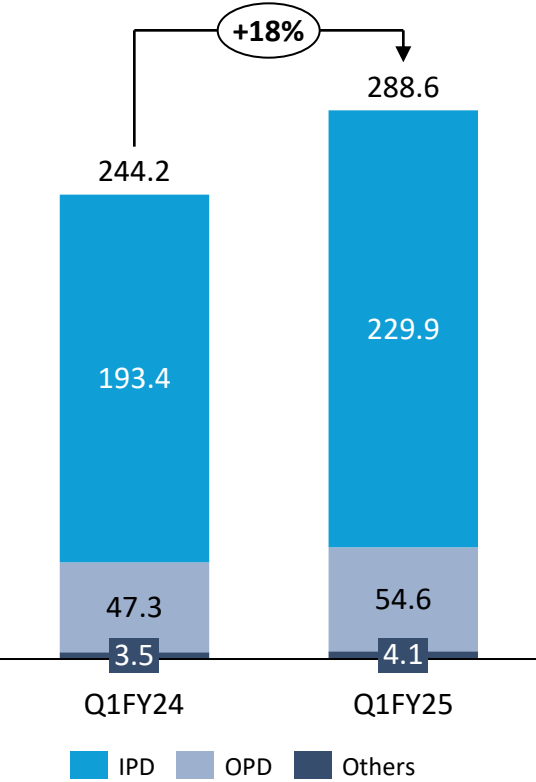
07

Thane, Pune, and Indore hospitals are accredited for **NABH Digital Health - Gold Standard**

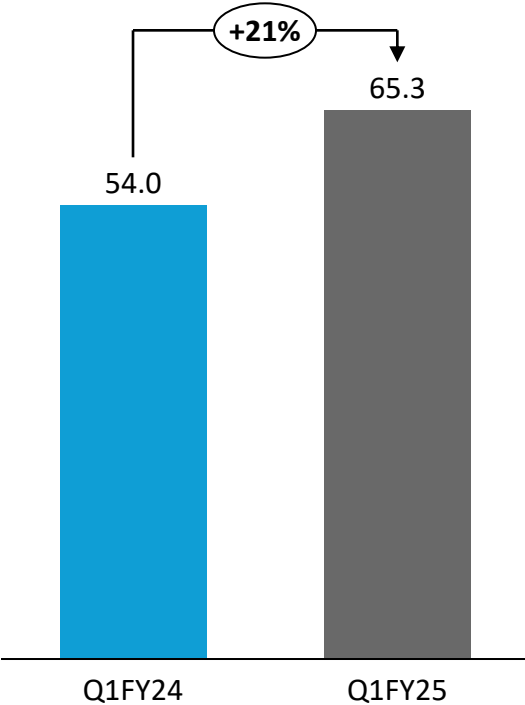
Q1FY25 Performance Highlights

Rs in Crores

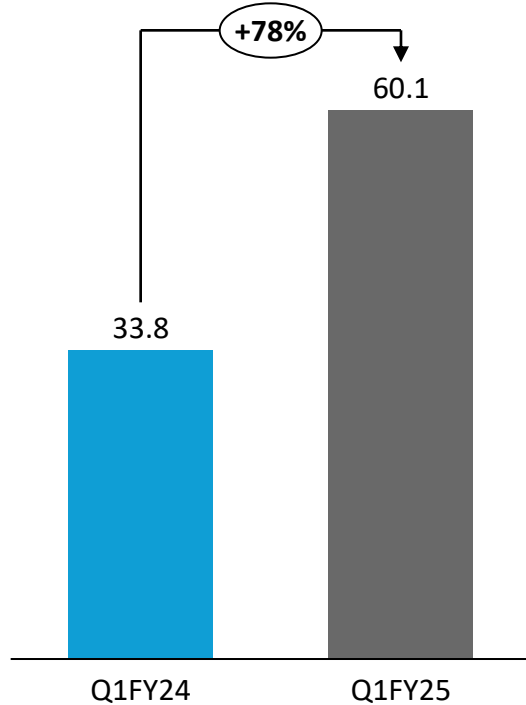
Total Income



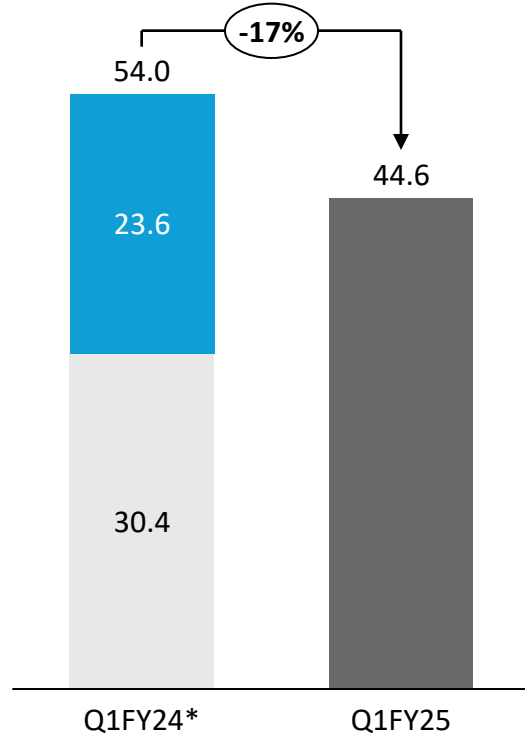
EBITDA



PBT



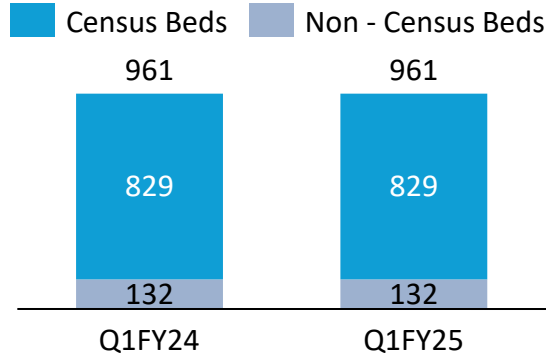
PAT



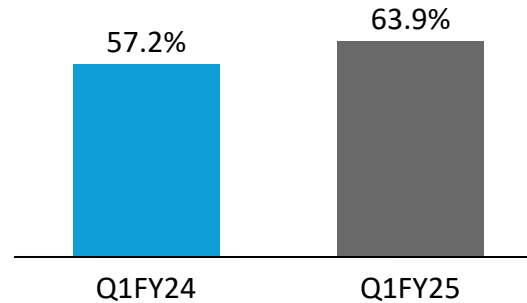
*PAT for Q1FY24 includes a benefit of deferred tax charge of Rs. 30.4 Crores

Q1FY25 Operating Metrics

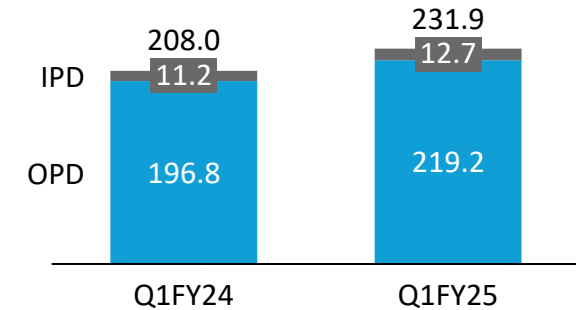
Operational Bed Capacity⁽¹⁾



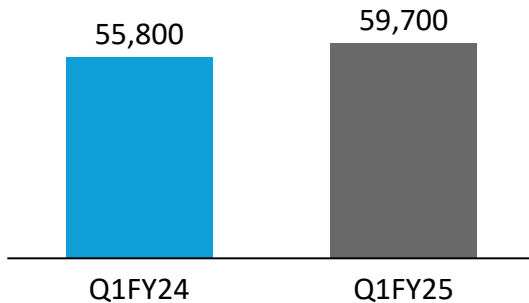
Average Occupancy Rate⁽²⁾



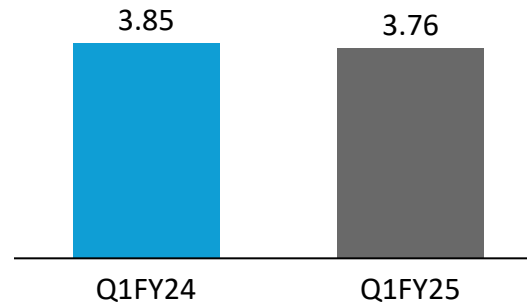
IPD & OPD Volumes ('000)⁽³⁾



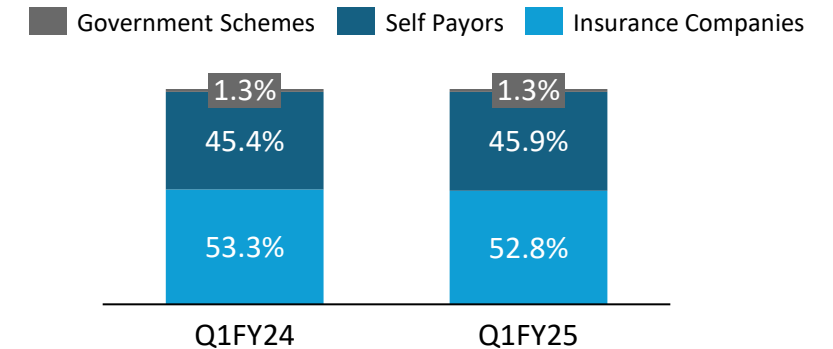
ARPOB⁽⁴⁾



ALOS (in Days)⁽⁵⁾






Payor Mix



ARPOB rounded off to the nearest hundred

1) Operational beds includes census beds (bed available for mid-night occupancy such as intensive care units ("ICUs"), wards etc.) and non-census beds (all other bed available other than census beds, such as day-care beds, casualty beds etc.) (2) Average occupancy rate is calculated as census occupied bed days (i.e. midnight census of occupied census beds during the period) divided by available census bed days (i.e. census bed capacity multiplied by the applicable days in the relevant period) (3) Out-patient volume refers to the total number of Out-patient bills generated in a specific period. Inpatient volume refers to the total number of inpatient discharge in a specific period irrespective of admission date. (4) ARPOB is calculated as income from hospital services divided by census occupied bed days (i.e. midnight census of occupied census beds during the period) (5) ALOS is the average length of stay of patients in a specific period, calculated as census occupied bed days (i.e. midnight census of occupied census beds during the period) divided by inpatient volume.

Operations at 3 Distinct Geographies

	Operating Beds ⁽¹⁾	Avg. Occupancy ⁽²⁾	ARPOB ⁽³⁾
 <p>Thane (2007)</p>	377	69.0%	67,200
 <p>Pune (2017)</p>	353	62.9%	59,000
 <p>Indore (2020)</p>	231	57.0%	46,100



Thane, Pune, Indore are accredited for NABH Digital Health - Gold Standard

As on 30th June'24 ARPOB rounded off to the nearest hundred

1) Operational beds includes census beds (bed available for mid-night occupancy such as intensive care units ("ICUs"), wards etc.) and non-census beds (all other bed available other than census beds, such as day-care beds, casualty beds etc.) (2) Average occupancy rate is calculated as census occupied bed days (i.e. midnight census of occupied census beds during the period) divided by available census bed days (i.e. census bed capacity multiplied by the applicable days in the relevant period) (3) ARPOB is calculated as income from hospital services divided by census occupied bed days (i.e. midnight census of occupied census beds during the period)

Consolidated Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24
Revenue from Operations	284.5	240.7	18.2%	288.2	-1.3%	1,059.8
Other Income - Operational	4.1	3.5		3.2		13.6
Total Income	288.6	244.2	18.2%	291.4	-1.0%	1,073.4
Cost of Goods Sold	50.2	42.4		52.8		189.5
Gross Profit	238.4	201.8	18.1%	238.6	-0.1%	884.0
Gross Profit Margin	82.6%	82.6%		81.9%		82.3%
Employee Cost	51.3	45.1		51.5		189.9
Professional Fees	72.2	61.9		71.7		271.4
Other Expenses	49.6	40.8		52.2		180.6
EBITDA	65.3	54.0	20.9%	63.2	3.4%	242.1
EBITDA Margin	22.6%	22.1%		21.7%		22.6%
Depreciation	11.0	10.7		10.4		42.4
EBIT	54.3	43.3	25.4%	52.8	2.9%	199.7
EBIT Margin	18.8%	17.7%		18.1%		18.6%
Other Income - Finance	6.9	4.0		8.0		22.0
Finance Cost	1.1	12.2		0.9		26.3
Exceptional Item Gain / (Loss)	0.0	1.4		-2.3		0.0
PBT	60.1	33.8	78.1%	62.2	-3.3%	195.4
PBT Margin	20.8%	13.8%		21.3%		18.2%
Tax	15.5	-20.2		16.9		18.8
PAT*	44.6	54.0	-17.4%	45.3	-1.5%	176.6
PAT Margin	15.5%	22.1%		15.5%		16.5%
Basic EPS	6.80	9.93		6.49		28.65

*Includes benefit of deferred tax charge

-Q1FY24 Rs. 30.4 Crores

-FY24 Rs 34.1 crores



PATIENT FIRST

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SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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