May 23, 2024

The Listing Department National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1 G Block, Bandra-Kurla Complex, Bandra (E) Mumbai - 400 051

Symbol: YATHARTH

Dept. of Listing Operations BSE Limited, P J Towers, Dalal Street, Mumbai -400001, India

Scrip Code: 543950

Dear Sir/Ma'am,

Sub:- Investor's presentation- Q4&FY24 Results.

Please find enclosed Investor's Presentation for Q4 & FY24 Results pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

Kindly take the same in your records.

Thanking you,

Your faithfully, For Yatharth Hospital and Trauma Care Services Limited

Ritesh Mishra Company Secretary & Compliance Officer Enclosed: As above

Registered Office

JA-108, DLF Tower A, Jasola District Centre, New Delhi - 110025 Tel: 011-49967892

Corporate Office

HO- 01, Sector - 01, Greater Noida West, 201306 Tel: 0120-6811236 | Email: cs@yatharthhospitals.com

Our Hospitals

- Sector 110, Noida, Uttar Pradesh-201304
- Sector Omega -01, Greater Noida, Uttar Pradesh-201308
- Sector -01, Greater Noida West, Uttar Pradesh-201306
- Jhansi Mauranipur Highway, Orchha, Madhya Pradesh- 472246
- Sector-88, Faridabad, Haryana-121002
- www.yatharthhospitals.com



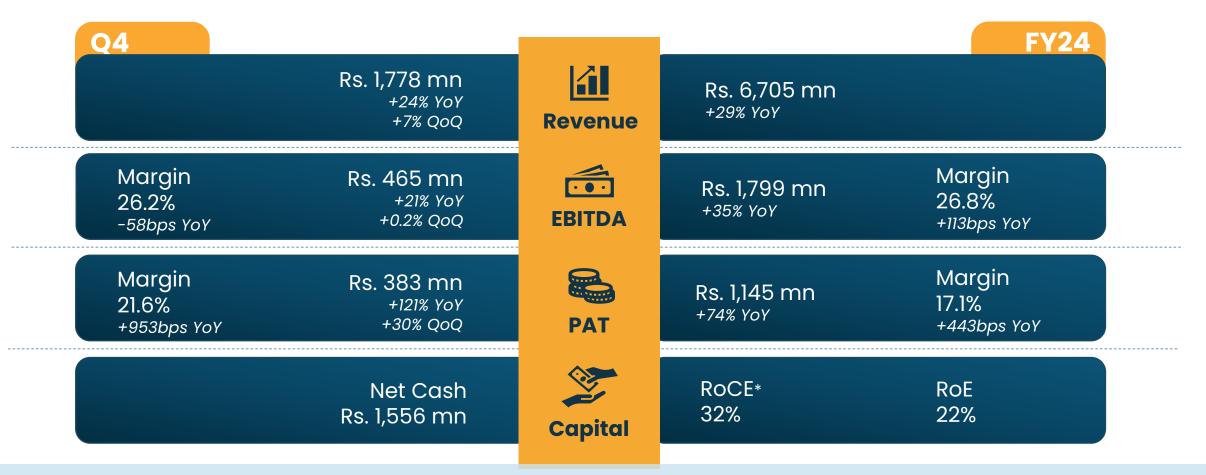
Disclaimer

Certain matters discussed in this Presentation may contain statements regarding the company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements doesn't guarantee future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the economy, industry, competition, the company's ability to successfully implement its strategy, technological implementation, changes and advancements, the company's market preferences and its exposure to market risks, as well as other risks. The company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation. The company assumes no obligation to update any forwardlooking information contained in this presentation. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the company and the company is not responsible for such third-party statements and projections. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the management of the Company on future events.



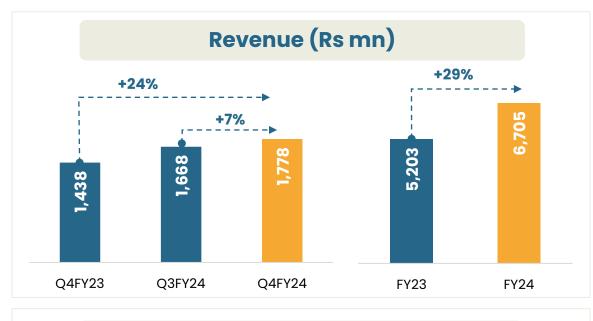
Q4 & FY24 Performance Highlights

Key Highlights



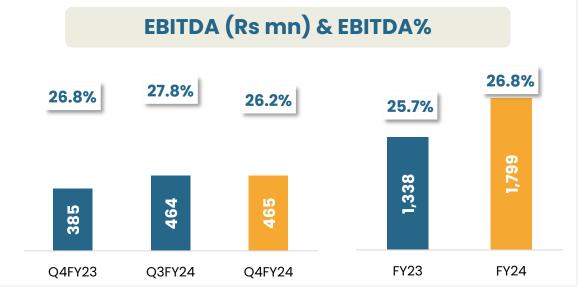
- Noida Extension recorded revenue growth of 58%, while Jhansi-Orchha grew over 2.5x
- Inpatient revenue grew by 30% during the year
- Registered robust PAT growth of 74% during the year; finance cost reduced by 56% during the year
- RoCE (adjusted for Faridabad acquisition impact) stood at 32%

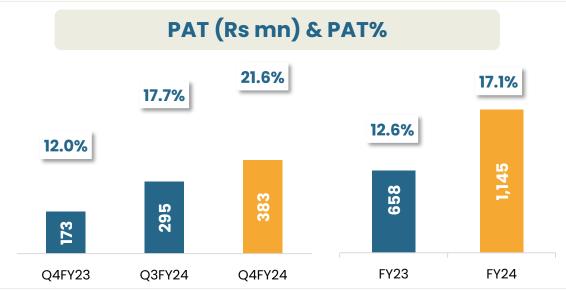
Financial Highlights



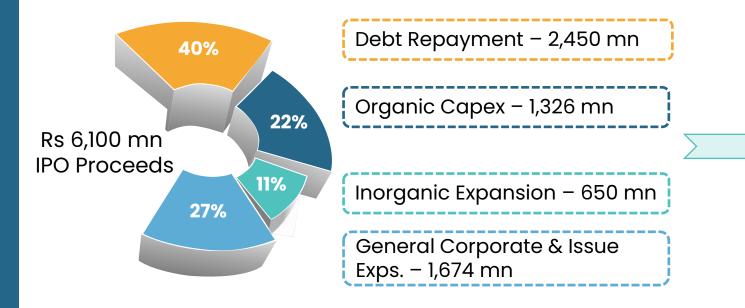
Finance Cost (Rs mn)







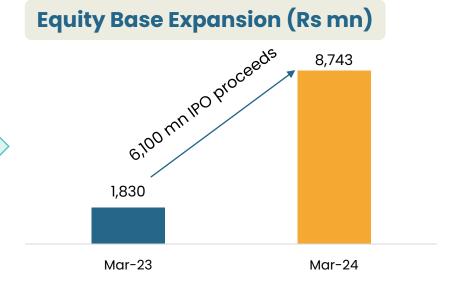
Y Strengthened Balance Sheet

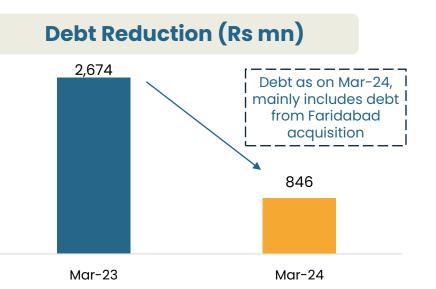


Capex Outlay from IPO proceeds

Particulars	Amount paid till Mar'24 (Rs mn)
Machinery & Equipment purchase at all hospitals	525 mn
Land purchase adjacent to Noida Extension hospital	100 mn

Cash & bank balances: Rs. 2,386 mn as on Mar-24





Profit & Loss Summary

Particulars (Rs Mn)	Q4FY24	Q4FY23	Change YoY	Q3FY24	Change QoQ	FY24	FY23	Change YoY
Revenue from Operations	1,778	1,438	24%	1,668	7%	6,705	5203	29%
Medical Consumables & Pharmacy items	375	257	46%	315	19%	1,333	929	43%
Employee Expenses	319	250	28%	299	7%	1,170	919	27%
Other Expenses	619	545	14%	589	5%	2,403	2,017	19%
EBITDA	465	385	21%	464	0%	1,799	1,338	35%
EBITDA Margin %	26.2%	26.8%	(58) bps	27.8%	(166) bps	26.8%	25.7%	113 bps
Depreciation and amortisation	77	83	(7%)	79	(3%)	293	275	7%
Financial Cost	4	59	(93%)	2	100%	94	214	(56%)
Other Income	57	7	714%	54	6%	156	28	457%
Profit Before Tax (PBT)	441	249	77%	438	1%	1,568	877	79%
Тах	58	76	(24%)	143	(59%)	424	219	94%
Profit After Tax (PAT)	383	173	121%	295	30%	1,145	658	74%
PAT Margin %	21.6%	12.0%	953 bps	17.7%	390 bps	17.1%	12.6%	443 bps

Balance Sheet

Particulars (Rs Mn)	Mar-24	Mar-23	Particulars (Rs Mn)	Mar-24	Mar-23
Shareholders Equity	8,743	1,830	Fixed Assets (incl. Goodwill)	4,405	2,950
Borrowings	831	2,638	Right to Use Assets	14	35
Lease Liabilities	16	36	Financial Assets	243	20
Trade Payables	292	169	Inventories	81	61
Other financial liabilities	253	142	Trade Receivables	2,270	1,076
Other liabilities	33	31	Cash & Bank Balances	2,386	384
Provisions	26	14	Other assets	794	333
Total Liabilities	10,193	4,860	Total Assets	10,193	4,860

Operational Highlights

Total **1,605 Beds**

Delhi NCR 1,120 Beds

Capacity Expansion

 Yatharth's Faridabad hospital (erstwhile Asian Fidelis) in Greater Faridabad was operationalized on May 12, 2024, expanding capacity by 200 beds, further, strengthening Yatharth's positioning in the Delhi NCR market

57% Q4FY24 Occupancy

60% Super Specialty

Occupancy Improvement

- ✓ Full year occupancy at 54% in FY24 vs 45% in FY23
- Noida hospital reports highest occupancy levels of 89% during the year

Rs 29.3k Q4 ARPOB

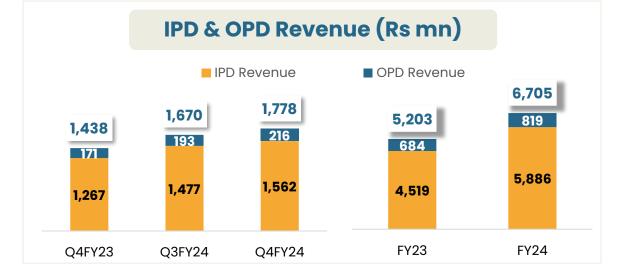
ARPOB Improvement

- ✓ ARPOB improves by 8% to Rs 28.6k for FY24
- ✓ Improvement seen across hospitals in Delhi NCR
- Noida extension registered highest ARPOB at Rs. 35.4k in Q4 FY24; with highest share of super specialties (~70%)

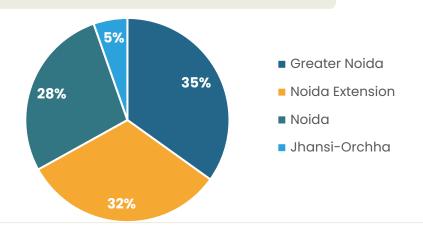
Case Mix Improvement

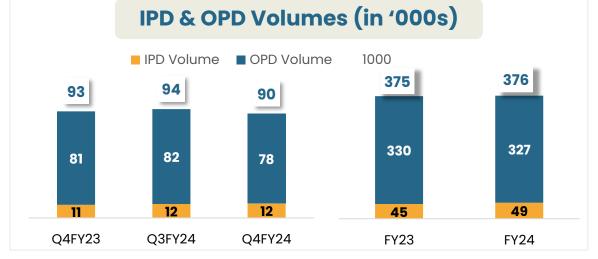
- ✓ Oncology contributed 10% to Noida extension revenue
- ✓ Oncology grew 2x, Gastroenterology and Pulmonology grew 75%+, Nephrology & urology, cardiology & neurosciences grew by 30%+
- ✓ Share of internal medicine is down to 21% in Q4 FY2024, compared to 28-30% for the full year

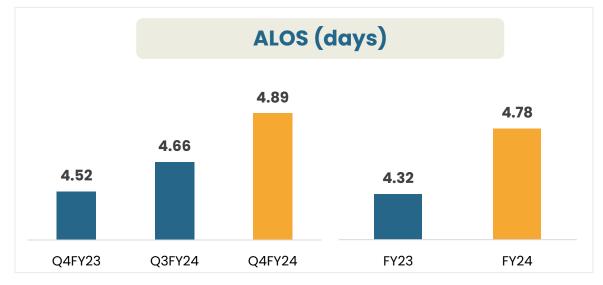
Operational KPIs



Revenue Mix - FY24 (%)







ALOS – Average Length of Stay

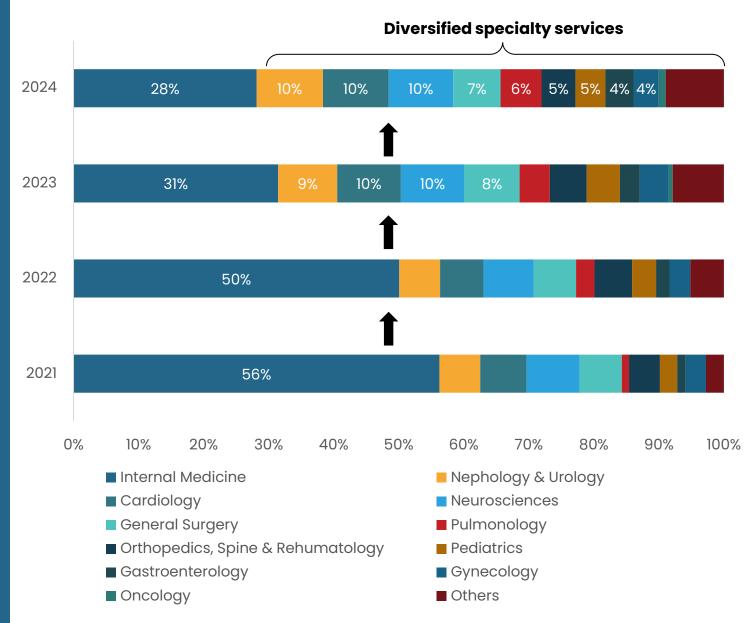
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Y Operational KPIs

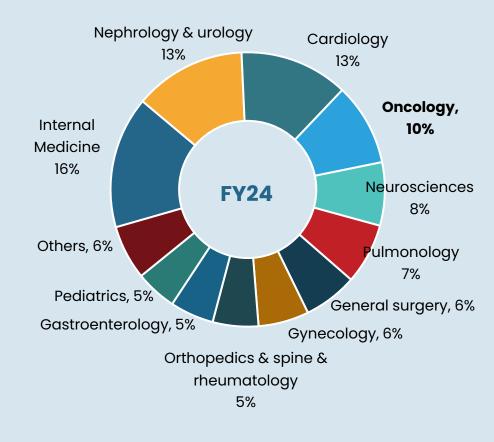


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Y Our Specialties



Noida extension hospital registered highest share of super specialties



γ Clinical Achievements during the quarter

African patient's Life-Saving Surgery at Yatharth Hospital Noida Extension

NOIDA EXTENSION (GREATER NOIDA WEST): Abdominal aortic aneurysm, a weakening and ballooning of the aorta, the largest blood vessel in the body, may result in a life-threatening rupture. Currently, there are no effective drugs to prevent the growth or rupture of aortic aneurysms; endovascular repair is the best option for treating this condition.

In an outstanding display of cardiovascular expertise, team of doctors at Yatharth Super Speciality Hospital, Noida Extension saved the



YATHARTH HOSPITAL NOIDA EXTENSIO (GREATER NOIDA WEST) PERFORMS ROBOTIC KNEE REPLACEMENT



56-year-old patient after robotic knee replacement surgery with orthopaedic team

NOIDA EXTENSION (GREATER NOIDA WEST): Yatharth Hospitals recently installed Mako Orthopaedic Robot

We are extremely proud to be pioneering advanced robotic knee replacement surgery he

Rare Brain Tumor Removed in Marathon 7-hour Surgery at Yatharth, Noida Extension

NOIDA EXTENSION (GREATER NOIDA WEST): Every year, 40,000 to 50,000 patients in India are diagnosed with brain tumors. These devastating lesions affect the nerve center of the body, controlling all functions, from eating to speaking to walking, as well as emotions like love and hate. The brain, spinal cord, and interconnected nerves play a vital role in regulating every aspect of our lives.

In an outstanding display of neurosurgical expertise, doctors at Yatharth Super Speciality Hospital miraculously saved the life of a 30-year old man struggling with a dangerously expanding 2kg brain tumor for 18 excruciating months. With the massive tumor



ADVERTO

Yatharth's doctors with 30-year-old patient after successful brain tumor surgery This was an extraordinary case, with the tumor occupying over half of the patient's brain cavity and

"Tears of joy" as patient gets new life with liver transplant at Yatharth

Yatharth Hospital, Noida Extension has successfully performed liver transplant on a 33 year old male. He had been suffering from acute-on-chronic liver failure (ACLF) and complications like hepatorenal syndrome. His bilirubin levels had reached a critical level of 34, and he had severe coagulopathy. He was managed medically and stabilized before being considered for the transplant.

The surgery was performed successfully by Dr. Ankur Garg (Director & HOD - Liver Transplant & Gastro Intestinal Surgery) and Dr. Kushal Bairoliya (Sr. Consultant - GI - HPB Surgery & Liver Transplant) at Yatharth Super Specialty Hospital, Noida Extension.

"Performing the liver transplant on this patient was a challenging yet rewarding experience. The surgery required careful planning and precision

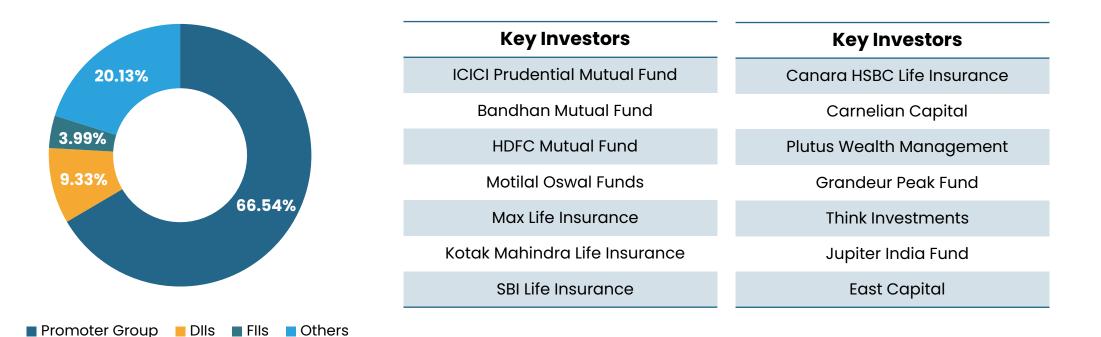


Dr Kushal & Dr Ankur with patient

are delighted that the procedure was a success, and he is making a swift recovery, said Dr. Ankur Garg, Director & HOD - Liver Transplant & Gastro Intestinal Surgery at Yatharth Super Specialty Hospital, Noida Extension

Liver transplantation offers hope and a new lease of life to thousands. of patients with chronic liver disease who are dependent on their family physically members. both and financially. Yatharth Hospitals' successful transplant program exemplifies their commitment

Shareholding Pattern





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आपातकालीन

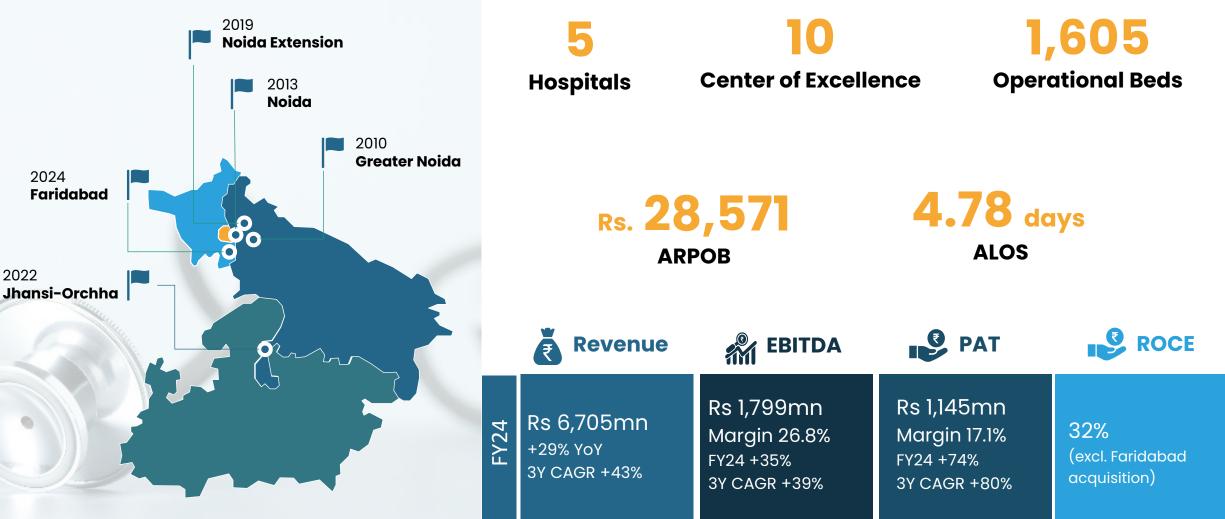
At a Glance

Leading super specialty hospital in North India



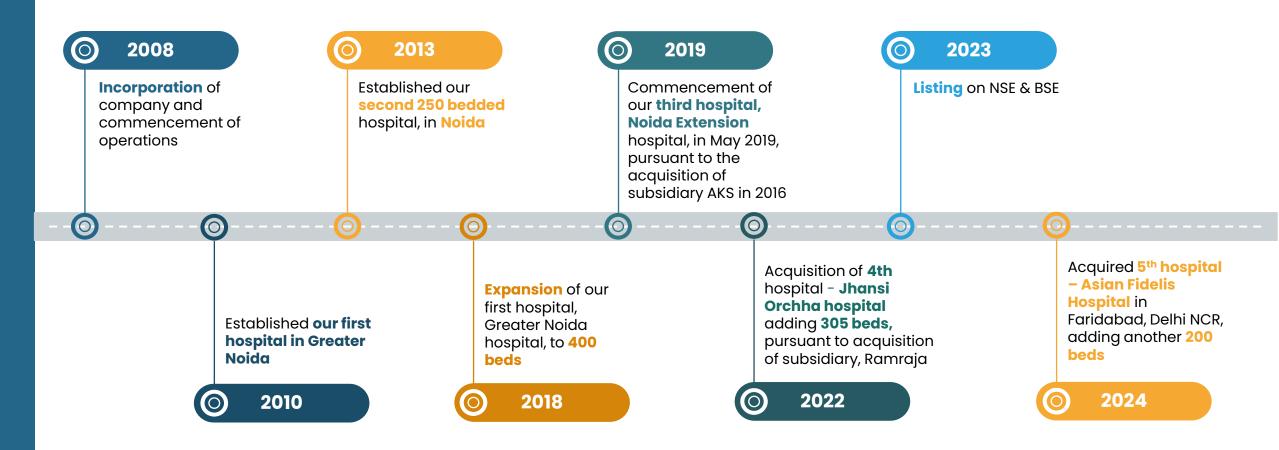
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Among top **10** largest private hospitals of Delhi NCR region in terms of number of beds One-stop destination for patient needs providing all levels of healthcare services from primary to tertiary



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Our Journey Growing presence across regions and services



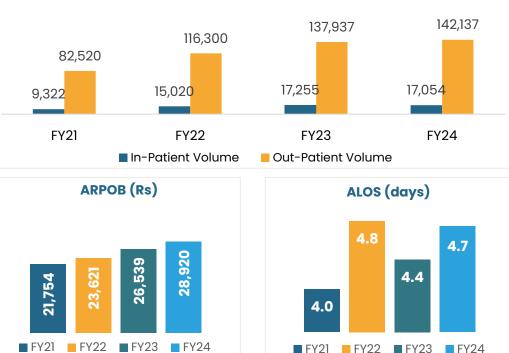
Continued expansion into specialized services – Robotics, Organ Transplant, Neurology, Cardiology, Nephrology, and Oncology

Expanded its suite of transplant procedures to liver transplant; radiation oncology operations commenced at Noida Extension

Greater Noida Hospital Overview



In-Patient and Out-Patient Volume



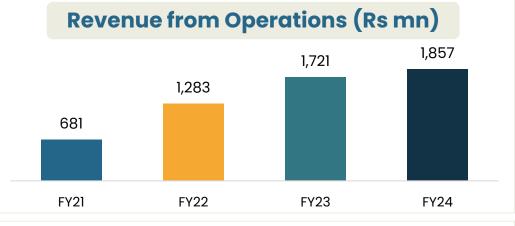
Provides a wide spectrum of super specialty services in the field of cardiology, cardiovascular and thoracic surgery, neurology, neurosurgery, urology, nephrology, oncology, gastroenterology etc.

Strategy to develop this hospital as the Centre of Excellence for Human Organ Transplant and as a major center for medical tourism

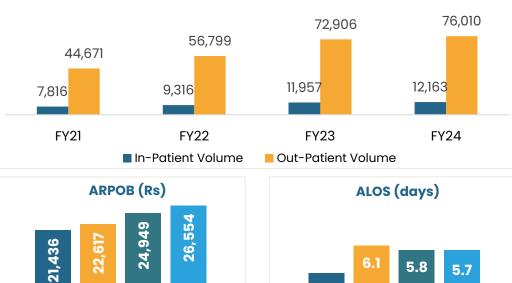
Company has acquired land parcel of 1,885 sq mt adjacent to hospital, aimed towards expansion of bed capacity



Noida Hospital Overview



In-Patient and Out-Patient Volume



6.1

4.1

5.8

FY21 FY22 FY23 FY24

5.7

Provides services across 30 specialties, including cardiac sciences, orthopedics, nephrology, urology, neurosciences, gastroenterology, etc.

Strategy to improve ALOS and improve the combination of super specialties, to drive improvement in ARPOB



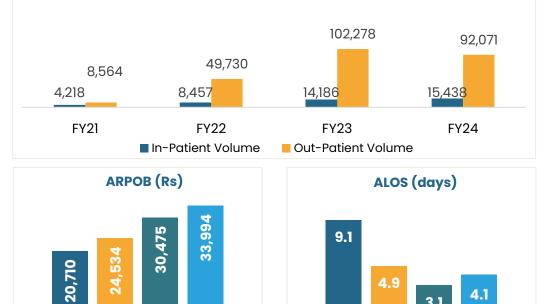
■ FY21 ■ FY22 ■ FY23 ■ FY24

Noida Extension Hospital Overview

Revenue from Operations (Rs mn)



In-Patient and Out-Patient Volume



■ FY22 ■ FY23

■ FY21

FY24

FY21 FY22 FY23 FY24

Super specialties contribute 70% of the overall business at this hospital; continued efforts to develop this hospital as a Centre of Excellence for oncology and robotic surgeries

In March 2024, a radiation oncology line was inaugurated, to providing a comprehensive suite of oncology treatments in Noida Extension

Company has acquired land parcel adjacent to the hospital, aimed towards expansion of bed capacity



Jhansi – Orchha Hospital Overview

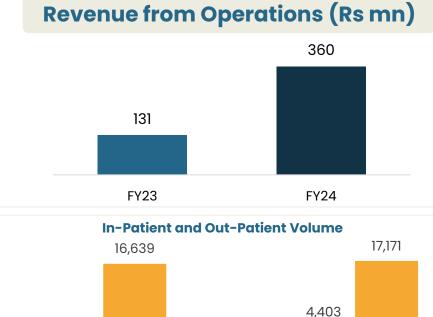
FY24

3.8

ALOS (days)

FY23 FY24

4.7



One of the largest hospital in Jhansi-Orchha-Gwalior region, has infrastructure to operate all the major super specialties

Acquired in FY22, aimed at further expanding into new geographies and growing presence in the regional healthcare market

Successfully secured a court-granted stay order against the land takeover directive. No impact on the operations of the hospital



1,960 FY23 In-Patient Volume Out-Patient Volume ARPOB (Rs) 17,692 17,429 FY24 FY23

Faridabad Hospital Overview



On Feb 9, 2024, signed a definitive agreement for 100% acquisition of Asian Fidelis Hospital in Faridabad, Haryana for a purchase consideration of INR 1,160 mn

Built 3 years ago with latest facilities on a 1.25-acre land and has an operational bed capacity of 200 beds, with NABH accreditations and empanelment with all major insurance/TPAs in place

Hospital was operationalized on May 12, 2024, expanding Yatharth's presence in North India region, and further strengthening Yatharth's positioning in the Delhi NCR market



2024 Acquisition

200 Bed Capacity

61 ICU

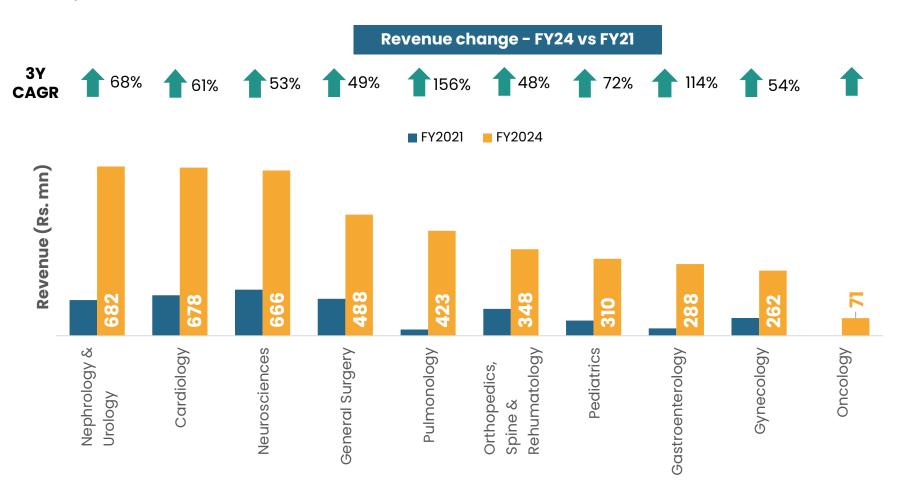
Our Specialties

Expanding share of high value specialties

30 Specialties and Super specialties including **10** Centers of Excellence (COE)

Our COEs

- Centre of Internal Medicine
- Centre of Cardiology
- Centre of Neurosciences
- > Centre of General surgery
- > Centre of Nephrology & Urology
- Centre of Pediatrics
- Centre of Gastroenterology
- Centre of Pulmonology
- Centre of Gynecology
- Centre of Orthopedics & Spine &
 Rheumatology



- Increase in share of higher value specialties such as Cardiology, Gastroenterology, Pulmonology and Nehprology & Urology, leading to higher ARPOB
- Improvement in case mix with the launch of Radiation Oncology at Noida Extension along with the Robotic surgeries to further drive improvement in ARPOB



OUR STRENGTHS

EXPAN

Strengths



Leading hospital in Delhi NCR, attracts patients from adjoining states with inadequate healthcare facilities

) Delhi NCR region, Faridabad - Haryana

Jhansi-Orchha-Gwalior

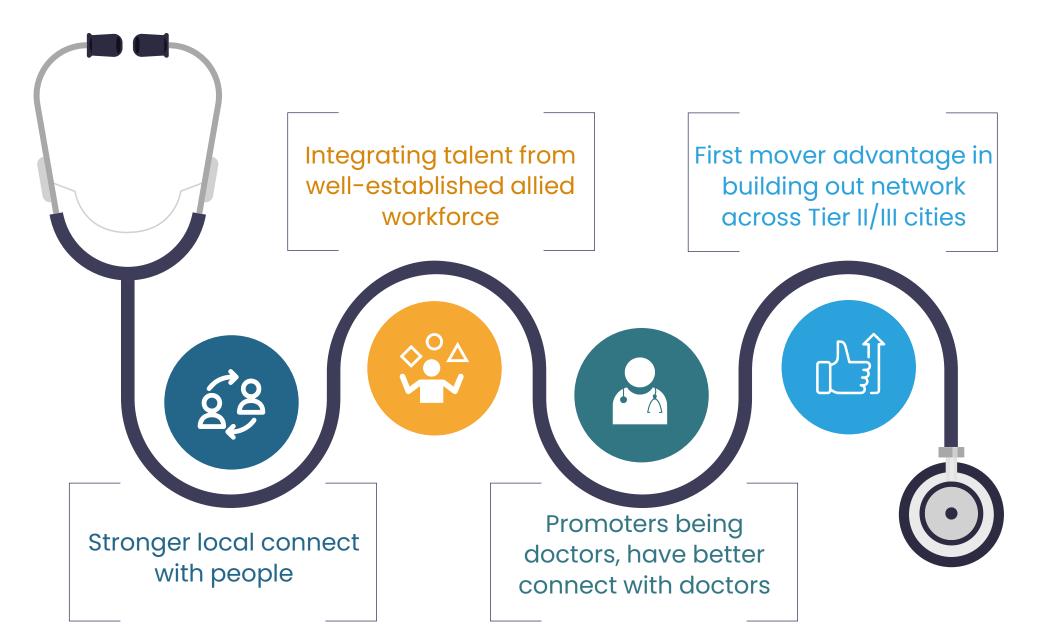
2 of Yatharth's hospitals are amongst top 10 largest private hospitals in Delhi NCR*

- Noida, Greater Noida and Noida extension attract patients from the NCR region, other nearby states and even internationally
- Even with high bed densities, hospitals in the region have shown high occupancy rates indicating potential for further growth and expansion
- Opportunity to expand in other tier II cities of Northern India
- Diversified mix in terms of specialties, hospitals and customers allows to maintain a relatively de-risked business proportions

Particulars	Delhi-NCR	Ghaziabad	Faridabad	Noida	Greater Noida	Noida Extension	Jhansi-Orchha- Gwalior
Population - 2021	~70 million	~6.5 million	~1.9 million	~0.8 million	~0.8 million	~0.4 million	~3.7 million
# Hospital beds	~163,000	~7,200	~4,800	~4,300	~2,500	~1,000	~7,900

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Regional Advantage



Advanced and high-end medical equipment and technology Ŷ

- Hospitals are equipped with machines and devices with **sophisticated technology**
- Strive to introduce cutting-edge medical technology and state-of-the-art equipment

- **Catheterization Laboratory**
- Computerized Tomography Scan (CT Scan)
- Magnetic Resonance Imaging (MRI)
- State of the art imaging equipment - Mammography, Advanced EEG, Nerve conduction velocity, advanced surgical equipment etc.

Well-equipped modular and other

operation theatres with three stage

air filtration and laminar flow

intensifiers, and laparoscopic

equipment

Operating microscopes, image



Certifications

- All hospitals are NABH accredited
- **Received NABL certification for** Noida Extension hospital, and Greater Noida hospital

- Critical care units are equipped with high-end patient monitoring devices, ventilators and dedicated isolation rooms
- Facilities for haemodialysis, sustained low-efficiency dialysis, endoscopy and bronchoscopy are available 24x7 by the bedside

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Y Experienced and professional management team



Leadership

Promoted by experienced medical professionals, Dr. Ajay Kumar Tyagi and Dr. Kapil Kumar



Dr. Ajay Kumar Tyagi Chairman & Whole-time Director



Dr. Kapil Kumar Managing Director



Amit Kumar Singh Chief Executive Officer



Pankaj Prabhakar Chief Financial Officer

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Management

Led by experienced and qualified **professional management** team

Brand

Strong brand equity led by

- ✓ First mover advantage in regional territories
- One of the best healthcare infrastructure
- ✓ Personalized connect with patients



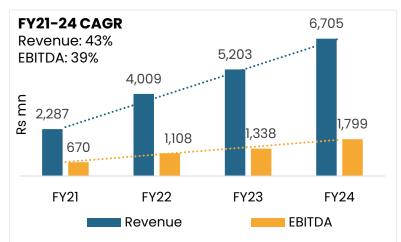
Yatharth Tyagi Whole-time Director

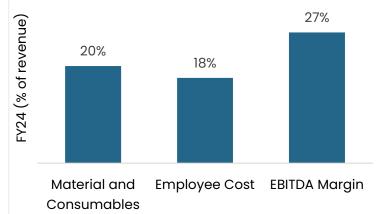


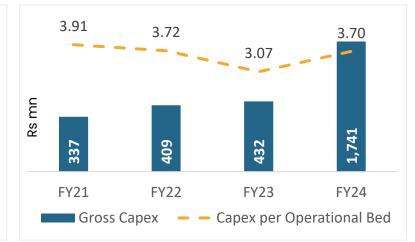
Deepak Kumar Tyagi President, Strategy and Finance

Track record of stable operating and financial performance













Growth Strategy











Introduce new specialties at existing hospitals Grow medical tourism segment to attract international patients Augment scale through organic and inorganic manner in current markets and expand into adjacent regions Further leverage technology to grow operations

X Key Growth Drivers (1/2)

Improving specialty mix towards high value specialties

- Increase in share of higher value specialties such as Neurology, Cardiology, Nephrology, Orthopedics and Oncology, resulting in higher ARPOB
- Further strengthening of superspecialties by on-boarding new reputable and experienced doctors
- Incremental share from Oncology, Robotic services and Organ transplant to enhance mix of high value specialties

Introduce new specialties at existing hospitals

- Unveiled state of the art Cancer and Radiation Oncology center at Noida Extension equipped with cutting-edge technology and comprehensive facilities
- Robotic surgeries and liver transplant operations started during Q3FY24; Kidney Transplant already operational at Noida Extension & Greater Noida

Grow medical tourism segment to attract international patients

- Close proximity to the upcoming Asia's largest airport at Greater Noida
- Focus on orthopedics, cardiac sciences, gastrointestinal surgery and urology for international patients
- Align marketing strategies to target medical tourists
- Started soft marketing of radiation line

Y Key Growth Drivers (2/2)

Targeting Balanced Growth

- Augment scale through organic and inorganic manner in current markets and expand into adjacent regions
- Expand in Tier II cities of Northern India
- Acquired Asian Fidelis Hospital in Greater Faridabad, whilst securing adjacent land parcels in Greater Noida & Noida extension, to support future growth opportunities

Leverage technology to grow operations

- Adopt the latest medical technologies and equipment to improve the quality of care and augment success rates of surgeries
- Robotic surgeries started in Q3, plan to add more robots in the coming quarters

Improving utilization & Jhansi hospital stabilization

- Focus towards increasing ARPOB and better management of ALOS in Noida, Greater Noida & Noida Extension
- Jhansi operations began in FY23, and is presently 23% utilised. With ramp up of Jhansi hospital, ARPOB & utilization to improve in the coming quarters



Board of Directors (1/2)



Dr. Ajay Kumar Tyagi Chairman & Whole-time Director

- > Over 17 years of experience in medical care and hospital management
- Associated with the Company since its incorporation
- Previously associated with Medical Health Family Welfare U.P. L.K.O
- Holds a degree of bachelor of medicine, bachelor of surgery, and diploma in orthopaedics



Dr. Kapil Kumar Managing Director

- Over 17 years of experience in medicine and healthcare
- Associated with the Company since its incorporation
- Previously associated with Lady Hardinge Medical College, Smt. Sucheta Kriplani Hospital and Noida Orthopedic Hospital
- Holds a degree of bachelor of medicine, bachelor of surgery, and master of surgery in orthopedic surgery. Also completed magister chirurgie in orthopedics



Yatharth Tyagi Whole-time Director

> Associated with the company since 2019

- Holds a bachelor's degree in business and management from Leeds Beckett University, United Kingdom and holds a master of science degree in International Health Management from Imperial College, London
- Responsible for overall operations and business development for the company

Board of Directors (2/2)



Promila Bhardwaj Independent Director

- Over 35 years of experience in public administration
- Joined Indian revenue services in the year 1979, and retired as DGIT (Systems) from Directorate of Income Tax (systems)
- Holds a degree of bachelor of arts and master's of arts in English, master of philosophy in social sciences, and master's diploma in public administration



Mukesh Sharma Independent Director

- > Over 35 years of experience in banking
- Previously associated with Bank of Baroda
- Holds a bachelor's degree in science agriculture & animal husbandry, master's degree in business administration and post graduate diploma in labour law, labour welfare and personnel management, also holds a degree of bachelor's of law



Sanjeev Upadhyaya Independent Director

- Over 20 years of experience in community medicines
- Previously associated with E.S.I. Hospital, Aga Khan Foundation Project, United Nations' Children's Fund and other organizations
- Holds a bachelor's degree in medicine and bachelor of surgery, and doctor of medicine in community medicine

Management Team



Amit Kumar Singh Chief Executive Officer

- > Over 17 years of experience in hospital management
- Previously associated with Centre for Sight, Raksha Medicare Private Limited, Veeda Clinical Research Private Limited, Indira Gandhi Eye Hospitals, Radiant Life Care Private Limited
- Holds bachelor's degree in art, postgraduate diploma in Hospital and Health Management



Pankaj Prabhakar Chief Financial Officer

- Over 16 years of experience incorporate finance of several healthcare institutions
- Previously associated with Rockland Hospital, Max Devki Devi Heart & Vascular Institute, Fortis Flt. L.T. Rajan Dhall Hospital, Artemis Medicare Services Private Limited, Max Healthcare Institute Limited and Asian Institute of Medical Sciences
- Holds a bachelor's degree and is an associate member of the Institute of Chartered Accountants of India



Deepak Kumar Tyagi President, Strategy and Finance

- Approximately 14 years of experience incorporate finance
- Previously associated with Prometric Testing Private Limited and Mind Shapers Technologies Private Limited
- Holds a Bachelor's degree in commerce and completed course of study in French from University of Delhi
- Associate member of the Institute of Company Secretaries of India and the Institute of Chartered Accountants of India





Thank You

Yatharth Hospital & Trauma Care Services Ltd CIN: L85110DL2008PLC174706 www.yatharthhospitals.com

Investor Relations

investor.relations@yatharthhospitals.com