

07th August 2024

The General Manager,
Department of Corporate Services
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejhebhoj Towers,
Dalal Street,
Mumbai - 400 001.
Scrip Code - 543308
ISIN: INE967H01017

The Manager,
Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, 5th Floor,
Plot No.C/1, 'G' Block,
Bandra - Kurla Complex,
Mumbai - 400 051.
Symbol - KIMS
ISIN: INE967H01017

Dear Sir,

Sub: Investor Presentation – Reg.,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith the Investor Presentation on unaudited (Standalone & Consolidated) financial results of the Company for the 01st quarter ended 30th June 2024.

The said presentation is being uploaded on the website of the Company i.e., <https://www.kimshospitals.com/investors/Disclosures> under Regulation 46 of SEBI (LODR) Regulations, 2015/Analysts Calls schedule, PPT & Transcripts/PPT's.

We request you to take this on record.

Thanking you,

Yours truly,

For Krishna Institute of Medical Sciences Limited

MANTHA
SHANKER UMA
Digitally signed by
MANTHA SHANKER UMA
Date: 2024.08.07 16:54:09
+05'30'

Umashankar Mantha
Company Secretary & Compliance Officer

Enclosed: As above

Krishna Institute of Medical Sciences Limited

D.No.: 1-8-31/1, Minister Road, Secunderabad - 500 003, Telangana, India
Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558



REAL WEALTH IS
GOOD HEALTH

Q1 FY25 UPDATE

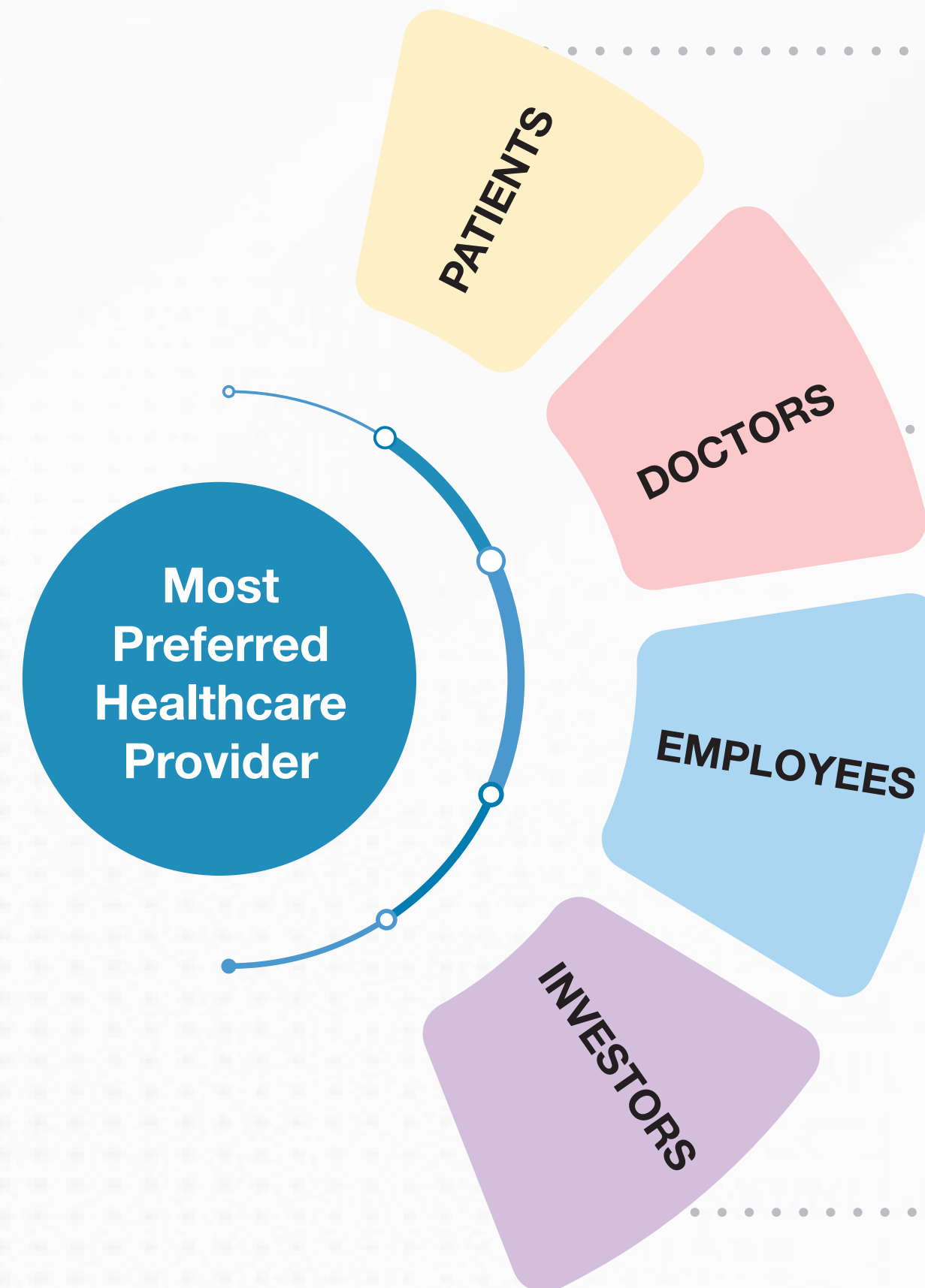
Driven by a Vision

VISION:

To be the most preferred healthcare services brand by providing affordable care and best clinical outcomes to patients.
 And to be the best place to work for doctors and employees.

OUR MISSION:

Provide affordable quality care to our patients with patient-centric systems and processes.
 Enable clinical outcome-driven excellence by engaging modern medical technology.
 Provide a strong impetus for doctors to pursue academics and medical research.



- Affordable Quality Care
- Best-in-Class Facilities
- Patient Centric Systems & Processes

- Clinical Outcome Driven Excellence
- Latest Medical Technology
- Strong Academics & Research Oriented

- Enriching Atmosphere
- Collaborative Culture
- Growth Driven Career Approach

- Transparent Governance
- Strong Operational Performance
- Consistent Growth

Multi Specialty Care

Brain

- Neurology
- Neurosurgery
- Psychiatry
- Neuro Rehabilitation

Heart

- Cardiology
- Cardiac Surgery
- Vascular Surgery
- Heart Transplant
- Cardio Rehabilitation

Lung

- Pulmonology
- Interventional Pulmonology
- Thoracic surgery
- Lung Transplant

ENT

- Ear
- Nose
- Throat
- Head and Neck Surgery

Eyes

- Ophthalmology

Gastro Intestinal Tract

- Medical Gastroenterology
- Surgical Gastroenterology
- Hepatobiliary Pancreatic Surgery

- Liver Transplant

- Bariatric Surgery

Genito Urinary Tract

- Nephrology

- Urology

- Andrology

- Renal Transplant

- Gynecology

- Urogynecology

- IVF and ART

- Fetal Medicine

- Obstetrics

Oncology

- Medical Surgical and Radiation

- BMT and Hematology

Bones and Spine

- Orthopedics
- Arthroscopic Surgery
- Spine Surgery
- Ortho Rehabilitation

Skin

- Dermatology
- Cosmetology
- Plastic and Reconstructive Surgery

Orthodontics

- Maxillo Facial Surgery

Anaesthesia

- OT Anaesthesia
- Day care Anaesthesia
- Pain Medicine

General Specialities

- Internal Medicine
- General Surgery
- Diabetology & Endocrinology

Pediatrics

- Pediatrics & Pediatric Sub Specialities
- Neonatology

Radiology

- Imaging
- Interventional Radiology

Lab Services

- Pathology
- Microbiology
- Biochemistry
- Molecular Biology
- Clinical Hematology

Critical Care Services

- ICU
- CTICU
- SICU
- NICU
- PICU
- Neuro ICU
- ECMO ICU
- Post Transplant ICU

Hospital Infection Control

- Clinical Infectious Diseases

Maharashtra

- Nagpur (334) 📍
- Nashik (325) 📍
- Thane 📍
(Under Construction: 300)

Karnataka

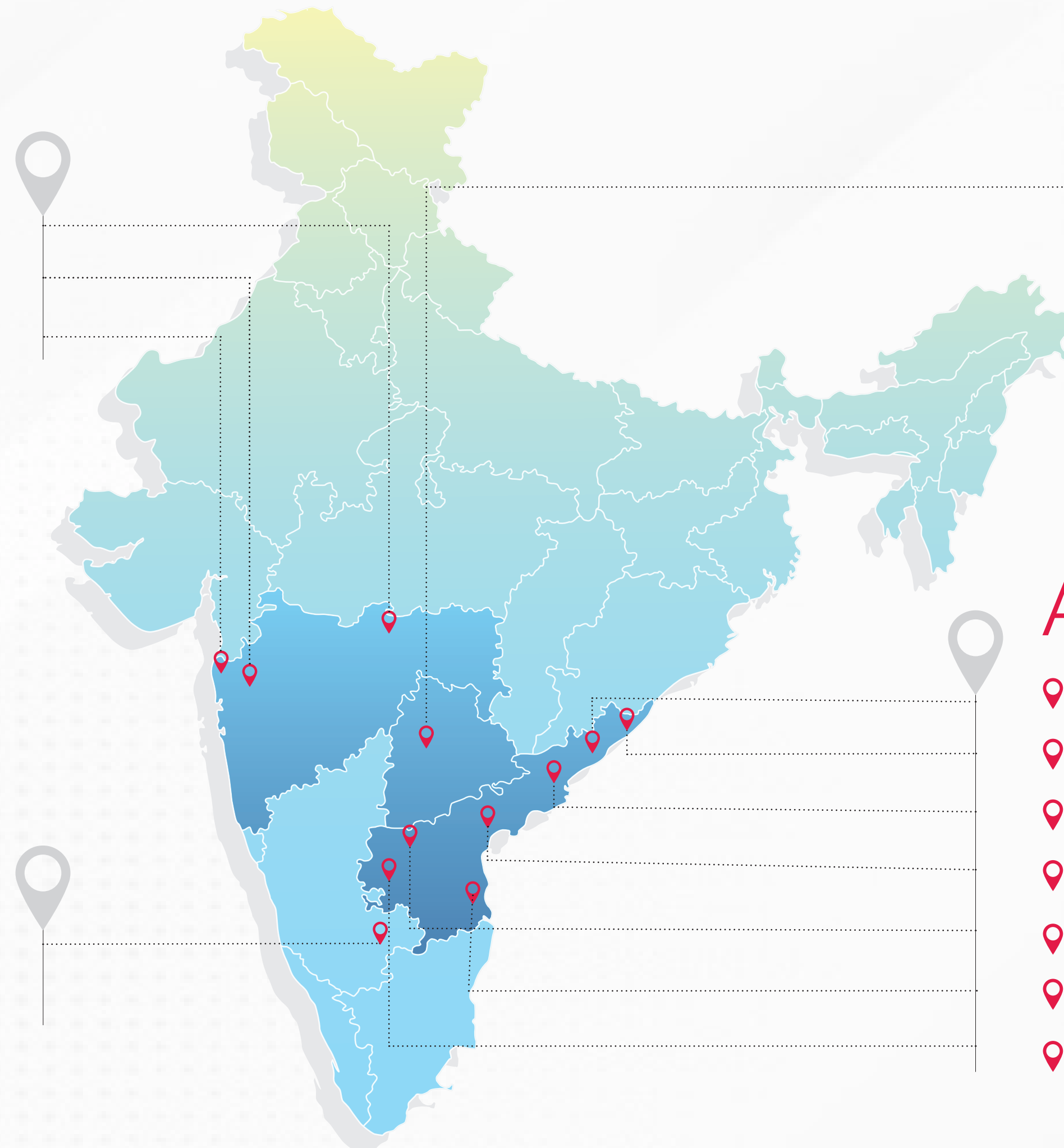
- Bengaluru 📍
(Under Construction:
Unit 1 - 415 & Unit 2 - 250)

Telangana

- 📍 Secunderabad (1000)
- 📍 Paradise Circle (290)
(Shifted to Begumpet)
- 📍 Kondapur (200)
- 📍 Gachibowli (237)

Andhra Pradesh

- 📍 Visakhapatnam (Unit 1 - 469 & Unit 2 - 250)
- 📍 Srikakulam (200)
- 📍 Rajahmundry (195)
- 📍 Ongole (350)
- 📍 Kurnool (200)
- 📍 Nellore (250)
- 📍 Anantapur (250)



No. in () Indicates no. of Beds
Map not to scale

Dr. B. Bhaskar Rao - Visionary Behind KIMS

Chairman & Managing Director



A legend in CT Surgery, Dr. Bollineni Bhaskar Rao {MBBS, MS, DNB (CT Surgery)} is one of the very few Cardio-Thoracic Surgeons in the country, who performed over 30000 surgeries in his career spanning over more than 25 years.

Well known in the medical fraternity for his passion towards his profession, Dr. Rao started his entrepreneurial journey at “Mahavir Cardio Vascular Centre” in Hyderabad with 50 beds and performed heart surgeries at an unimaginable low cost of just Rs. 45,000 only. Dr. Rao never turned away any patient from the hospital for want of money.

The brand “Krishna Institute of Medical Sciences”, under Dr. B. Bhaskar Rao’s aegis began its journey in 2004 with a 300 bed hospital on par with the then established hospitals of Hyderabad in professional excellence, the state of art technology and infrastructure facilities.

Today KIMS is spread across 12 locations in Telangana, Andhra Pradesh and Maharashtra.

Dr. Bhaskar Rao was instrumental in formulating Rajiv Gandhi Aarogyasri scheme, first time launched in Andhra Pradesh in 2007 for providing health care to the poorest of the poor.

This prestigious scheme has won him accolades from all quarters of the country and the world. He was the chief architect of Aarogyashri scheme for both creating it and implementing it successfully.

This well formulated scheme has become so popular that the other States in India have emulated it time and again.



Dr. Abhinay Bollineni

Chief Executive Officer



Dr. Abhinay Bollineni joined KIMS Hospitals in 2013 and spent the next couple of years in Hospital Operations before taking charge of Strategy & Marketing for the Group in 2015.

In a short span of 5 years, KIMS expanded and opened five additional units (Kondapur, Visakhapatnam, Anantapur, Ongole, and Kurnool). Shortly after that, he was appointed as the CEO in 2019. The recent acquisitions led by him were of Sunshine Hospitals, Hyderabad and Kingsway Hospitals, Nagpur.

Dr. B. Abhinay completed MBBS from the Deccan Medical College, Hyderabad, in 2010. He was the lone qualified medical practitioner from India to be selected by the office of Hillary Clinton in 2011, where he participated in the 'International Visitor Leadership Program on Oncology: Research, Prevention and Treatment' held by the US Department of State

He was named in Business World's "BW 40 Under 40" list in 2019.

Under his stewardship, KIMS Hospitals got successfully listed on the Stock Exchanges in India in 2021.

Dr. Abhinay is passionate about using technology to enhance patient experience and clinical care. Towards this, he has spearheaded vital initiatives such as Financial counseling tool which uses AI to help patients with surgery costings among many others



Dr. Bhaskara Rao Bollineni
Chairman & Managing Director



Dr. Abhinay Bollineni
Chief Executive Officer



Mrs. Anitha Dandamudi
Whole-time Director



Mr. Saumen Chakraborty
Independent Director,
Chairman (Audit Committee)



Mr. Adwik Bollineni
Non-Executive &
Non-Independent Director



Mr. Venkata Ramudu Jasthi
Independent Director



Mrs. Y. Prameela Rani
Independent Director
Chairman (Stakeholders'
Relationship Committee)



Mr. Ratna Kishore Kaza
Independent Director
Chairman (Nomination &
Remuneration Committee)

Organizational Announcement

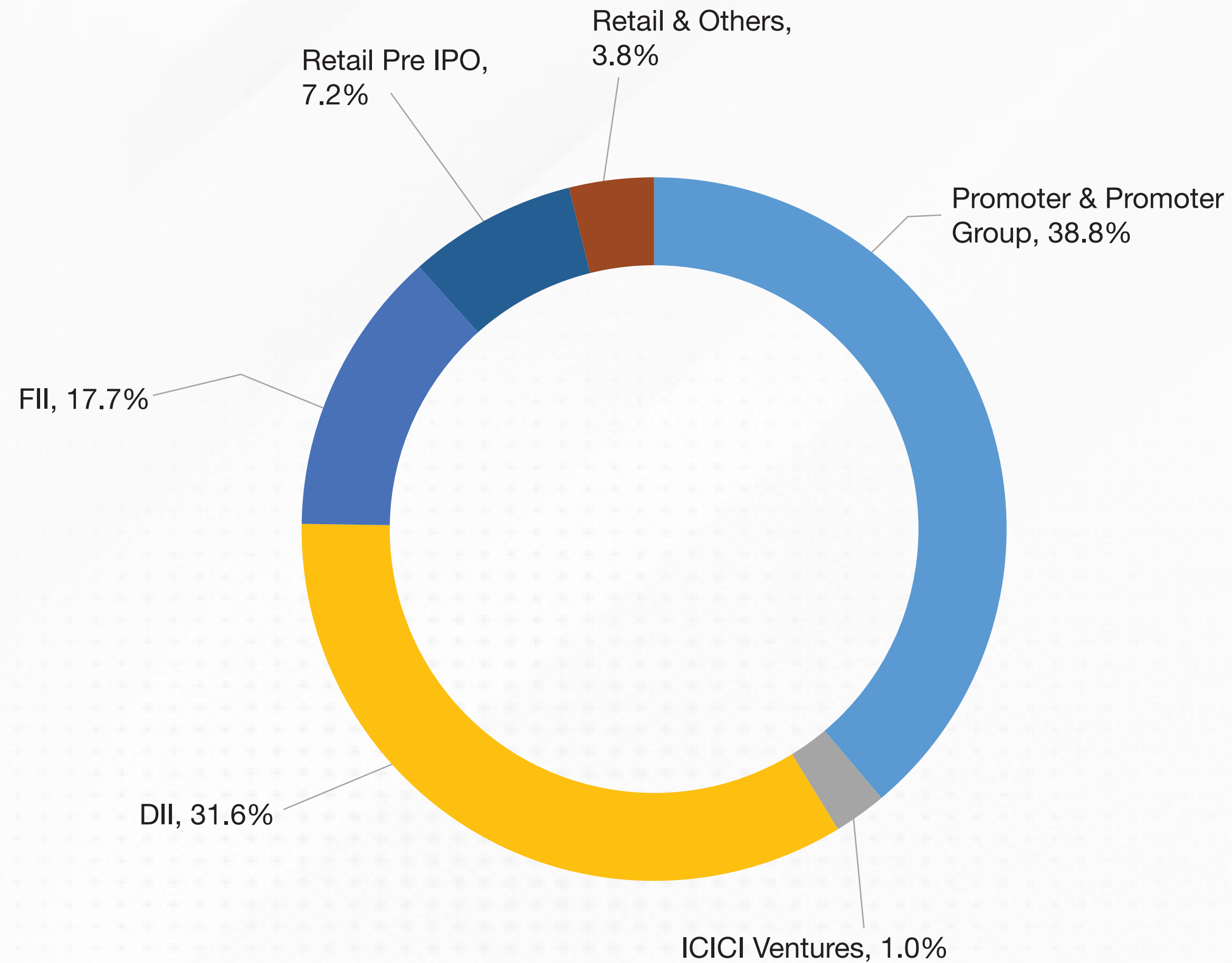


Mr. Sreenath Reddy
Director - Business Strategy
and Mergers & Acquisitions

Please welcome **Mr. Sreenath Reddy**. He joins as the Director - Business Strategy and Mergers & Acquisitions.

We are happy to announce that Sreenath, a seasoned leader from the Indian Healthcare Sector joins us in our ambitious growth journey. Sreenath comes with a wealth of experience, having held leadership roles in India and in the middle-east geographies. In his two and a half decades of experience, he took up positions of increasing responsibility and has had a three-sixty degree view of the development of this sector. He held the role of the Group CFO at Aster DM Healthcare Limited for more than a decade. He led the US\$ 1.5 Bn IPO of Aster DM successfully in spite of tough market conditions, making it one of the largest healthcare company in India in terms of market capitalisation. Prior to that, he held the role of Group CFO at Narayana Hrudayalaya Hospitals, Bangalore. Most recently, Sreenath was the CFO at Life Pharmacy Healthcare, the largest retail pharmacy chain in UAE. A Chartered Accountant, Lawyer and Certified Fraud Examiner, Sreenath will be a part of our leadership team and will be based at Bangalore. We heartily welcome him to the KIMS family.

Shareholding Pattern - As on 30th June, 2024



Share Holder	No of Shares	Share Holding %	Category
Promoter	3,10,51,304	38.8%	
ICICI Ventures	7,75,758	1.0%	
Sbi Mf	57,64,561	7.2%	DII
Axis Mf	35,39,962	4.4%	DII
Hdfc Mf	33,63,138	4.2%	DII
Nomura	23,85,372	3.0%	FII
Vanguard Equity Funds	19,06,435	2.4%	FII
Amansa Holdings Private Limited	15,89,106	2.0%	FII
Emerald Investments Limited	15,70,000	2.0%	FII
Hdfc Life Insurance	15,08,985	1.9%	DII
SBI Insurance	14,83,206	1.9%	DII
Icici Mf	14,37,001	1.8%	DII

Modern Medical Technology



4-Arm HD da Vinci Robotic Surgical System

Facilitates complex surgeries that are virtually scarless



O-Arm Scanner

Multi-dimensional surgical imaging platform optimized for use in spine, orthopaedic, and trauma-related surgeries



Spy Glass

State of the art add on to ERCP that allows doctors to observe patients' biliary duct system and other tiny ducts in the pancreas



Fibroscan

Specialized non-invasive diagnostic ultrasound-based device that measures fibrosis and steatosis caused by different liver diseases



Novalis Tx Linear Accelerator

Machine used in radiosurgery and radiotherapy for treating cancer patients



3 Tesla MRI

Non-invasive diagnostic imaging technique performing faster scans and gives improved diagnostic sensitivity and specificity



Mako Robotic for Knee Replacement

Produces minimal blood loss and a smaller scar. Helps preserve healthy bone and soft tissue. Results in less post-operative pain than manual techniques.



Cuvis Ortho Robo

The most advanced surgical equipment capable of 3D pre-planning, virtual surgery and precise cutting to provide accurate and precise surgery results



EBUS

Used to diagnose lung cancer, infections, and other diseases causing enlarged lymph nodes in the chest



STEALTH STATION S8

Provides the Neuro surgeon to use data intraoperatively for advanced visualization.



IMPELLA

Impella, the world's smallest heart pump, is a percutaneous catheter-based technology that provides hemodynamic support to the heart



EVIS X1 Endoscopy System

The most advanced Endoscopy system helps improving clinical outcomes by providing Endoscopist with innovative and proven tools.

Many Firsts...

- **First in Asia** in to do Trans catheter Tricuspid Valve replacement procedure done in 2018
- **Largest** Joint replacement program in South Asia.
- **One of the largest** neuroscience programs for epilepsy among private hospitals in the country
- **Largest** ECMO program (18 machines) in the country.
- **First hospital in Hyderabad** to use an ECMO machine in 2013.
- **First hospital in Hyderabad** to do a Neonatal ECMO
- **First in India** to do TOF repair using CorMatrix patch for pulmonary valve reconstruction in 2017
- **First in the country** to do Robotic spleen preserving distal pancreatectomy

- **India's first** COVID Double Lung transplant done in 2020
- **India's first** Breathing Lung transplant done in 2021
- **First hospital in South India** to introduce Da Vinci Robotic System
- **The first hospital in Andhra Pradesh** and Telangana to have been Green OT certified in 2016
- **First hospital in India** to perform Arch Repair in Neonates and infants without TCA
- **First Hospital in South India** to do Total Skin Electron Beam Radiation therapy in 2018
- **Number 1 player** in Organ transplantation speciality (Heart, Lung, Liver and Kidney)*

- **Number 1** in Nephrology treatments in Andhra Pradesh*
- **Number 1** in Neurosurgery & Poly trauma treatments in Andhra Pradesh*
- **Number 1** in Cardio related surgeries and treatments programs in Andhra Pradesh *
- **Number 1** in Urology (Genito-Urinary) surgeries performed in Andhra Pradesh*

Key Accomplishments



Ranked No. 1 Hospital
by Times of India, Hyderabad



American Accreditation Commission
International (AACI)
Accredited



Pharmacie De Qualite (PDQ)
Certification Overall PDQ Evaluation
Performance Score - 98%
Grading - PLATINUM



'Best Patient Friendly Hospital'
AHPI Health Care Excellence
Award (2017)



'Best Hospital to Work For'
AHPI Global Conclave
Award (2019)



2nd Best Hospital in
Hyderabad (2021 & 2022)



20th National Award for
Excellence in Energy Management
Award 2019



National Quality Excellence
Awards 2019 for Best Super
Specialty Hospital in Telangana



2016
Neurology Department at
KIMS Secunderabad
ranked 3rd in India
Neurology India General



2019
KIMS Sec. Best Super-Specialty
Hospital in Telangana
National Quality
Excellence Awards



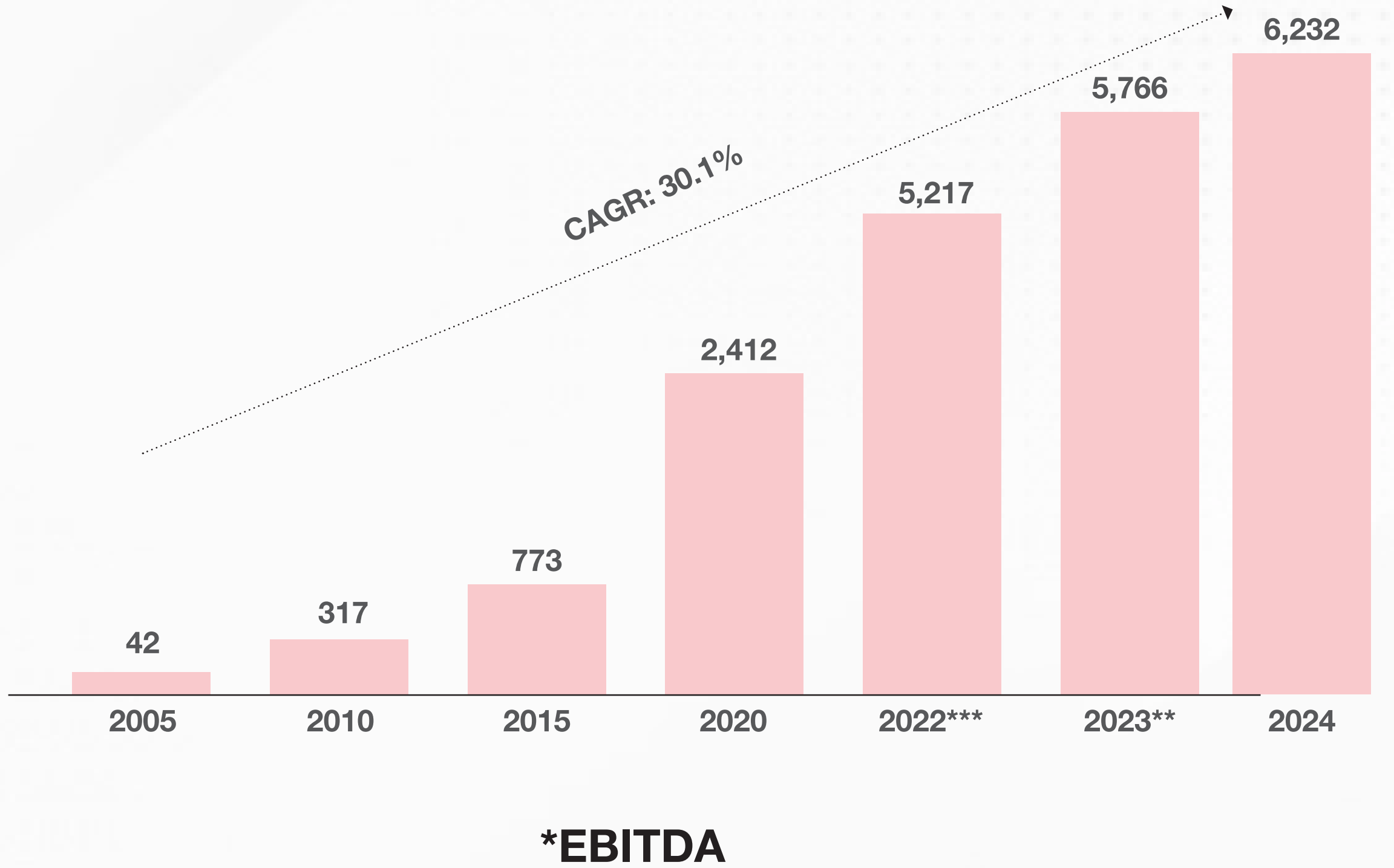
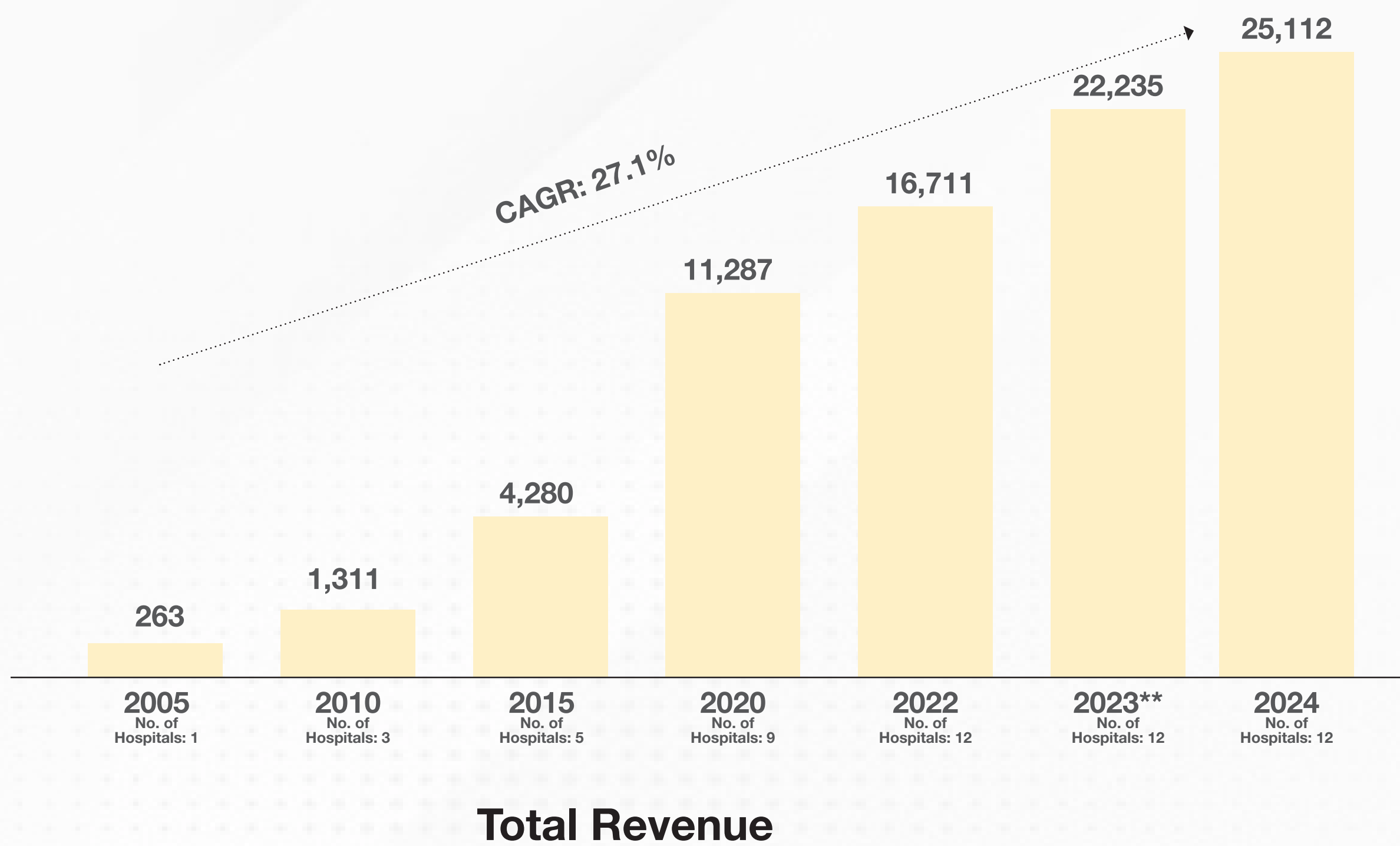
2020
Only Hospital in Telangana
to get NABH Accreditation for
Emergency Department



2021
Ranked No.1 in Hyderabad for
Cardiology, Neurosciences,
Nephrology & Emergency
Times Health Survey
Times of India

Consistent Performer over 2 decades

(Rupees in Millions)



1) *EBITDA before IND AS and other income
 2) **Revenue and EBITDA are including 7 month performance (Sep'22 - Mar'23) of the newly acquired unit at Nagpur
 3) ***FY22 EBITDA includes share of profit from JV (Sunshine)

Q1 FY25 Updates

FINANCIAL HIGHLIGHTS

Q1 FY 25 Consolidated

- Gross revenue of INR 693 Cr, a growth of 13.8% on YoY and 8.7% on QoQ basis.
- EBITDA of INR 184 Cr, a growth of 14.9% on YoY and 13.0% on QoQ basis.
- EBITDA margin at 26.6% vs. 26.3% in Q1 FY24 and 25.5% in Q4 FY24.
- EBITDA Margin (excluding Other Income) stands at 26.1%, a growth of 0.1% on YoY and 1.0% on QoQ.
- PAT at INR 95.1 Cr in Q1 FY25 against INR 86.7 Cr and INR 71.6 Cr in Q1 FY24 and Q4 FY24 respectively.
- Consolidated EPS of INR 10.8, a growth of 7.0% on YoY and 32.1% on QoQ basis.
- Bed occupancy in Q1 FY25 at 49.8%, declined by 3.2% on YoY and 1.7% QoQ basis.
- Cash and Cash Equivalents (includes Cash, Bank balance, Deposits with maturity less than 12 months and Investment in Mutual funds) at INR 185 Cr in Q1 FY25.
- Consolidated Key Financials figures are as follows (Rs in Cr) :

Particulars	Consolidated - FY25 Q1 Results				
	Q1 FY25	Q4 FY24	Q1 FY24	QoQ	YoY
Total Income	693.0	637.6	609.1		
Less : Other Income	4.6	3.8	3.1		
Revenue from Operations	688.4	633.8	606.0	8.6%	13.6%
PBT*	127.2	100.1	118.6	27.0%	7.3%
Add : Interest	17.9	16.4	9.3		
Add : Depreciation	39.0	46.3	32.3		
Reported EBITDA (Including other income) as per Financials	184.0	162.8	160.2	13.0%	14.9%
Less : Other Income	4.6	3.8	3.1		
Less : INDAS	7.4	6.2	2.3		
EBITDA Pre INDAS & Excl.Other Income	172.0	152.7	154.8	12.6%	11.1%
EBITDA % (Pre INDAS) to Revenue from Operations	25.0%	24.1%	25.5%		

*PBT & PAT are excluding one time items of -Share of loss from associate of 0.13 Cr in Q4 FY24

OPERATIONAL HIGHLIGHTS

Q1 FY 25 Consolidated

- ARPOB grew by 21.3% and 12.2% on YoY and QoQ basis respectively
- ARPP grew by 6.1% and 1.4% on YoY and QoQ basis respectively
- IP Volume grew by 7.5% and 7.1% on YoY and QoQ basis respectively
- Conducted 4.2 lakhs OPD consults in Q1 FY25, grown by 10.2% on YoY and 2.6% on QoQ basis.

Particulars	FY25 Q1 Results				
	Q1 FY25	Q4 FY24	Q1 FY24	QoQ	YoY
IP Volumes	49,674	46,368	46,205	7.1%	7.5%
OP Volumes	4,21,367	4,10,856	3,82,387	2.6%	10.2%
ARPOB (Rs)	38,458	34,270	31,697	12.2%	21.3%
ARPP(Rs)	1,39,398	1,37,500	1,31,363	1.4%	6.1%

DIGITAL INITIATIVES

KIMS continued to evolve 100% paperless for clinical workflows. As part of this initiative, KIMS delivered the following features in its EHR application:

- OPD Enhancements • IP Module Enhancements • ER Module • ICU - Fluid Chart • Operation Theatre Module • HIMS Integration - IP (Indents)
- HIMS Integration - OP (Appointments and Indents) • Patient Engagement Integration - OP (Appointments and Patient Engagement) • QMS/OTM Integration • Application stabilization

KIMS continued to evolve 100% paperless for operational workflows. As part of this initiative.

- Billing Controls - Phase 3 • QMS Enhancements • FC Enhancements • SAP Migration to AWS • OTM Enhancements • BI dashboards Phase 2 Enhancements • Meta Enhancements and Rollout • Grievance • SafeTrans Integration • Pharmacy Dashboards • Stores Controls • QA - Automation (Automated Testing for all Ops Services) • QA - Manual Testing • DietKare Enhancements and Rollout • HIMS Enhancements • User Access Controls
- Lab Controls • Report Controls (Radiology)

KIMS is committed to protect patient data and ensuring the confidentiality, integrity, and availability of healthcare information.

- CyberSecurity - VAPT Phase 1 • CyberSecurity - SIEM Phase 1 • Digital NABH - Vizag and Nagpur

ESG INITIATIVES

KIMS, Secunderabad has partnered up with Smart Joules Pvt Ltd (SJPL) a prominent Energy Services Company (ESCO) in 2018. A new and innovative model known as JoulePAYS was executed wherein, KIMS makes Zero Capital investment to implement various Energy Conservation Measures (ECMs) across the hospital and gets a guaranteed energy savings of minimum 10% annually over the baseline energy consumption. Company is also expecting to sign up Captive Solar Investment in Nagpur SPV as part of non renewal energy source, resulting in reduction in power cost. On the same lines company is also evaluating other locations.

For the period Apr 2024 – May 2024:

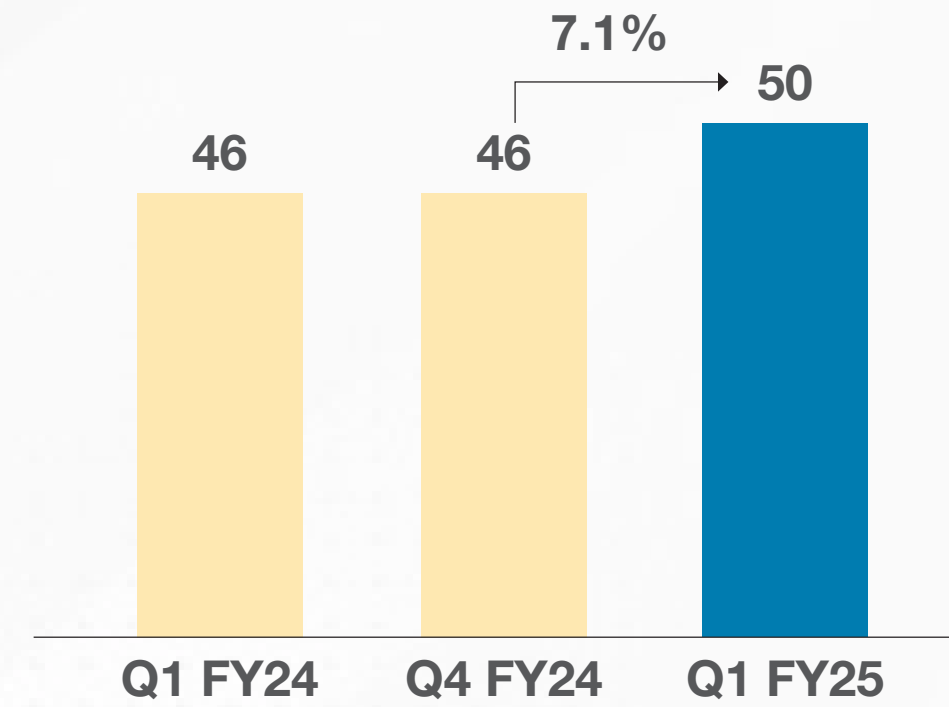
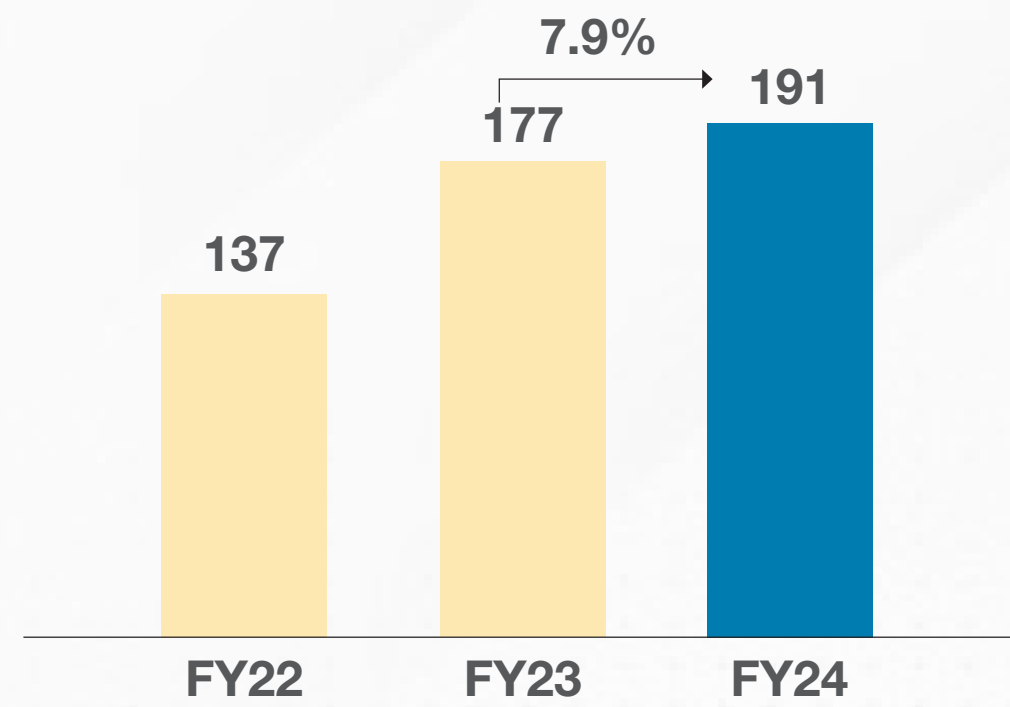
- 7.1% of total energy consumption saved
- INR 17.33 lakhs of total energy cost saving achieved
- 118 tonnes CO2 saved

In real life translation, the above translates to approximately the following:

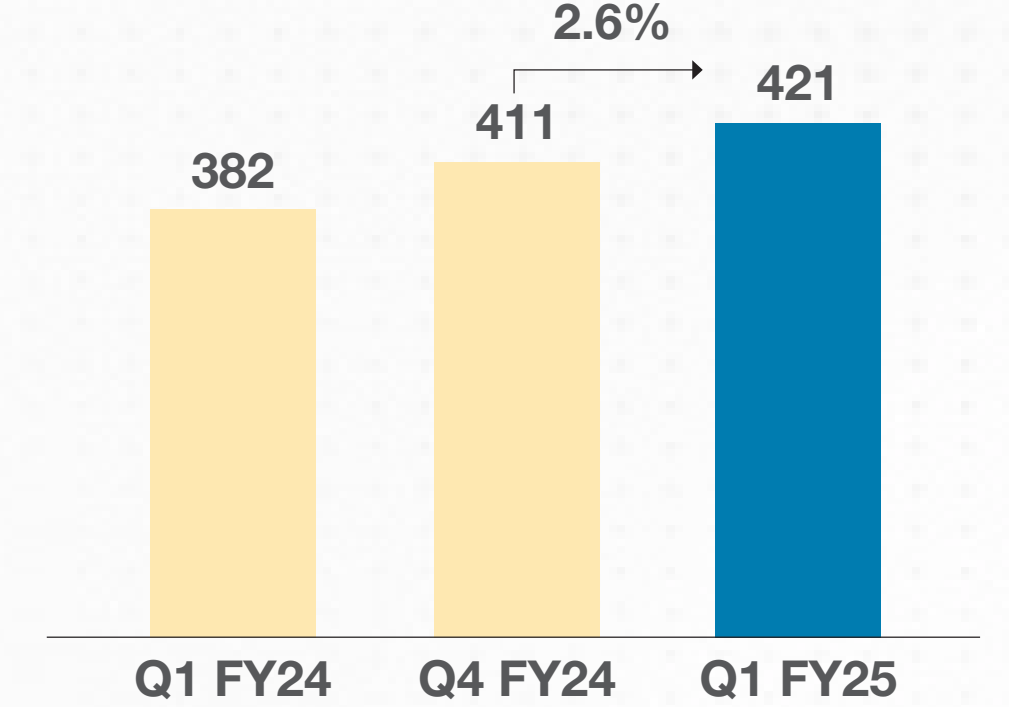
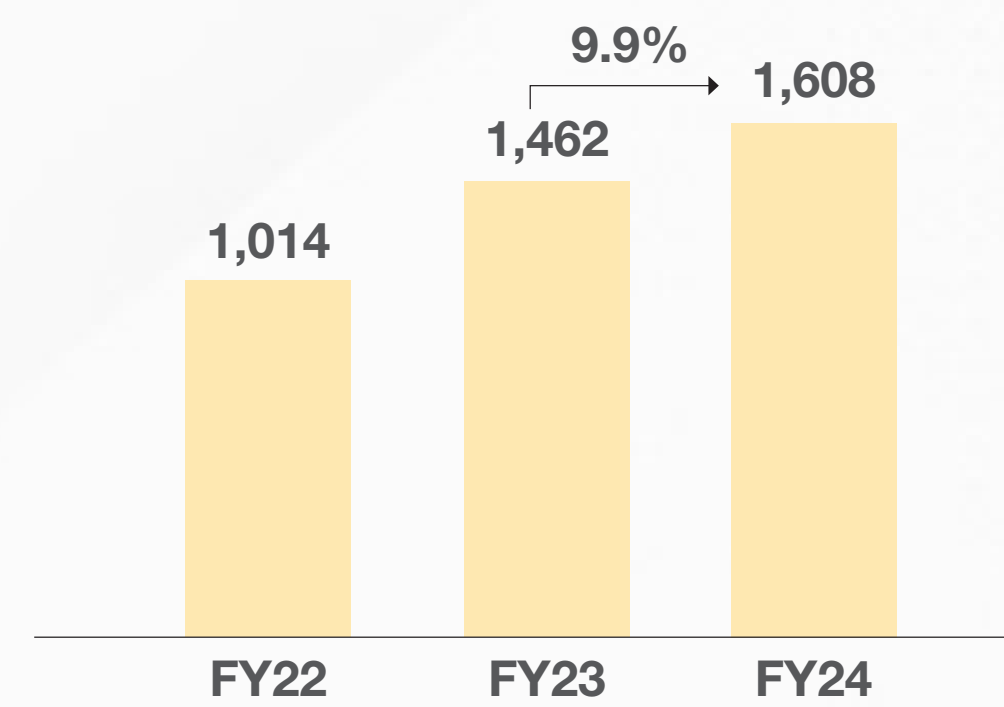
- 1,912 households getting electricity
- 4.76 Lakhs Kms less driven
- 4,827 trees planted

Group Operating Performance - 1/2

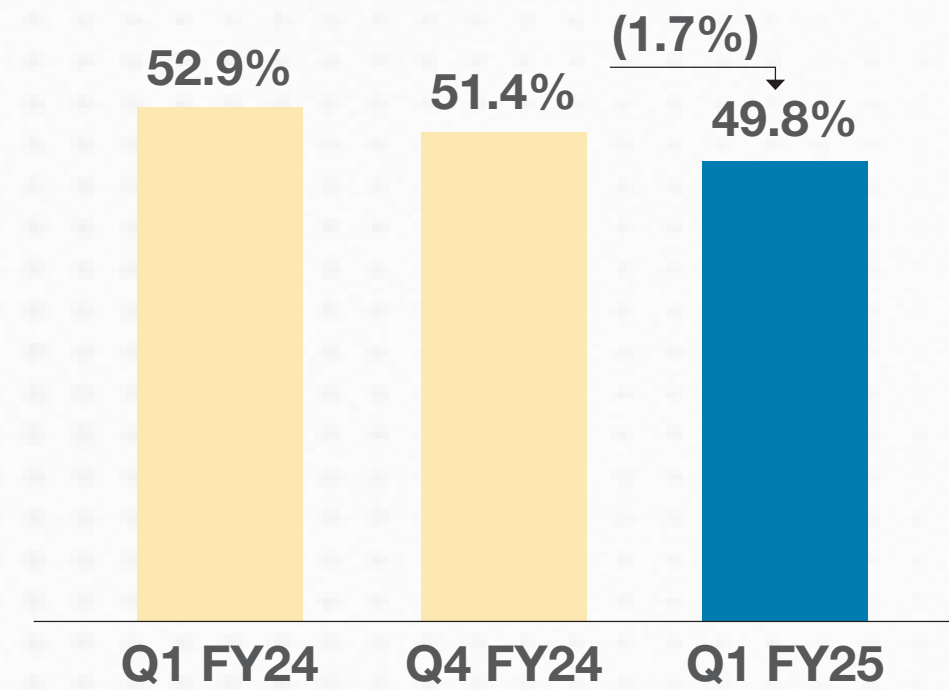
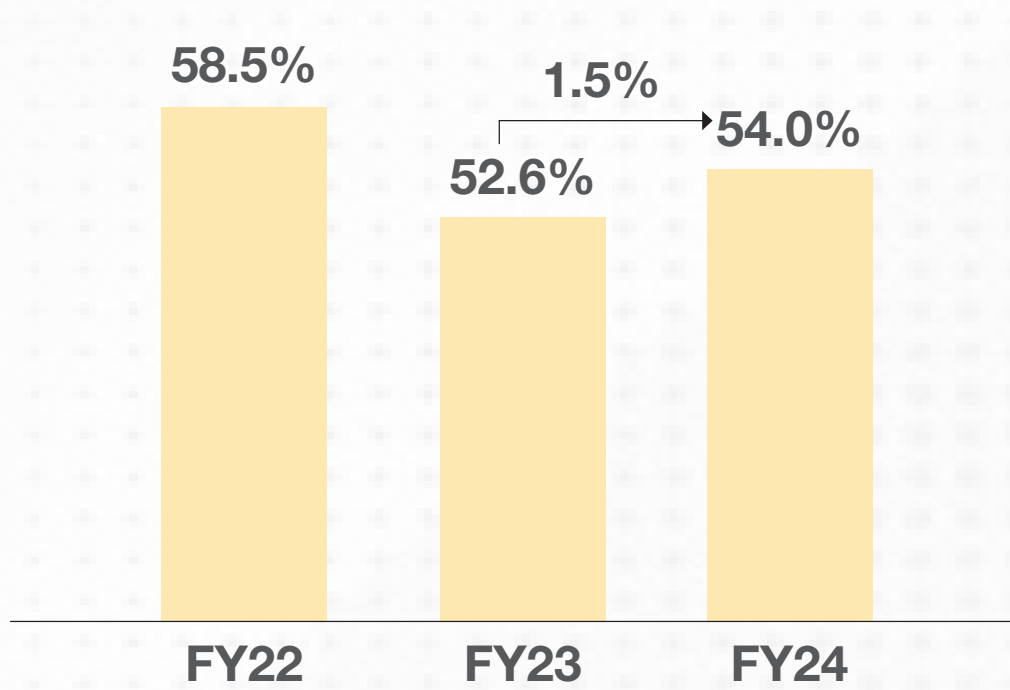
IP VOLUME ('000)



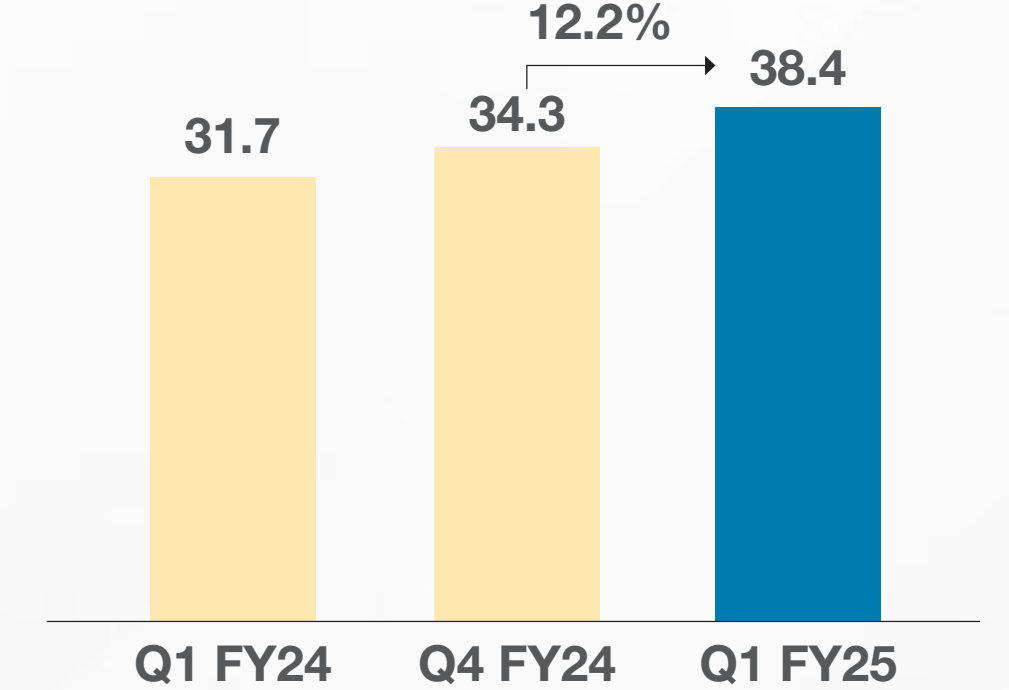
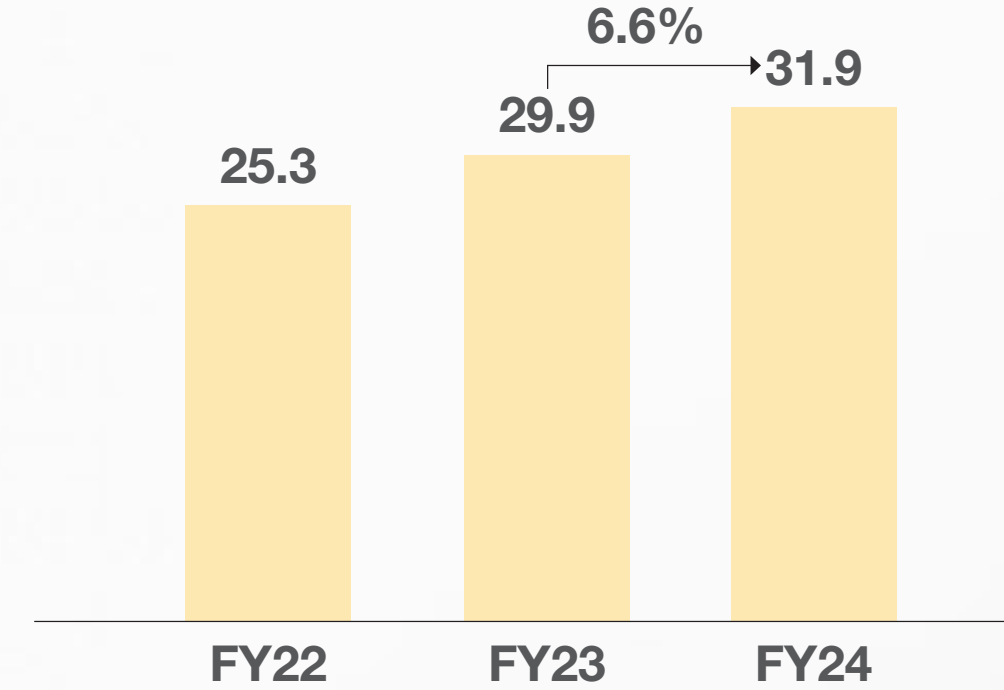
OP VOLUME ('000)



OCCUPANCY



ARPOB ('000)



1) Nagpur - Started operations from September 2022

Group Operating Performance - 2/2

Particulars	FY22	FY23	FY24	Q1 FY24	Q4 FY24	Q1 FY25
Bed Capacity	3,064	3,940	3,975	3,975	3,975	3,975
Operational Beds	2,590	3,468	3,503	3,503	3,503	3,503
Census Beds	2,246	2,960	2,989	2,989	2,989	2,989
Non Census Beds	344	508	514	514	514	514
Occupied Beds	1,793	2,071	2,148	2,104	2,044	1,979
Occupancy	58.5%	52.6%	54.0%	52.9%	51.4%	49.8%
IP volume	1,36,731	1,77,181	1,91,167	46,205	46,368	49,674
OP volume	10,13,759	14,62,439	16,07,563	3,82,387	4,10,856	4,21,367
ARPOB (Rs.)	25,323	29,946	31,916	31,697	34,270	38,458
ARPP (Rs.)	1,21,232	1,24,187	1,31,232	1,31,363	1,37,500	1,39,398
ALOS	4.79	4.15	4.11	4.14	4.01	3.62
Total Revenue (Rs.in Mn)	16,711	22,235	25,112	6,091	6,376	6,930
EBITDA (Rs.in Mn)	5,361	6,299	6,535	1,602	1,628	1,840
EBITDA % to Total Revenue	32.1%	28.3%	26.0%	26.3%	25.5%	26.6%
**PBT (Rs. in Mn)	4,473	4,701	4,599	1,186	1,001	1,272
**PAT (Rs. in Mn)	3,343	3,510	3,363	867	716	951

*PBT and PAT are excluding items of:

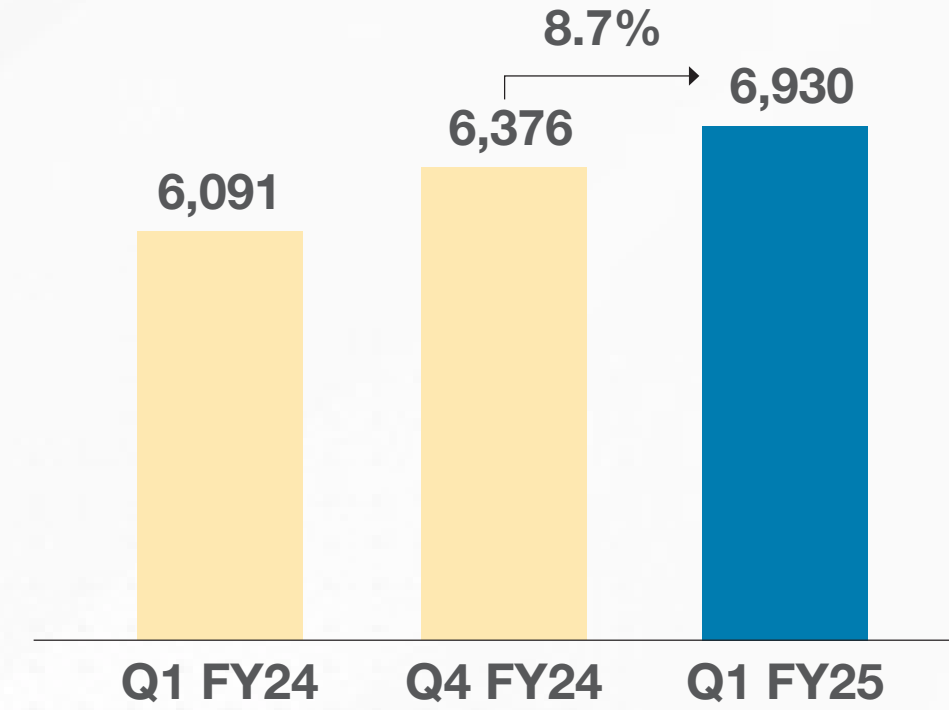
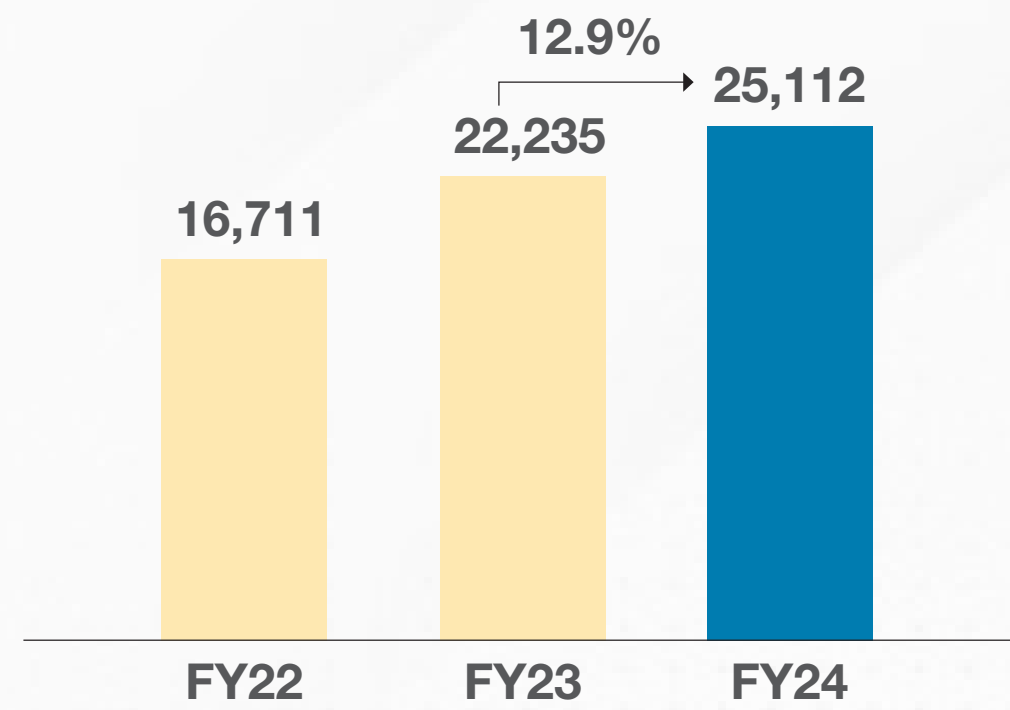
1) Associates share of profit of Rs. 95.1 Mn in FY22

2) PBT & PAT are excluding one time items of - fair value gain on acquisition of control of Rs 148.3 Mn in FY23 Q2 & Share of loss of associate of Rs.0.22mn in Q2 FY24, Rs.1.23 mn in Q3 FY24, Rs.1.26 mn in Q4 FY24

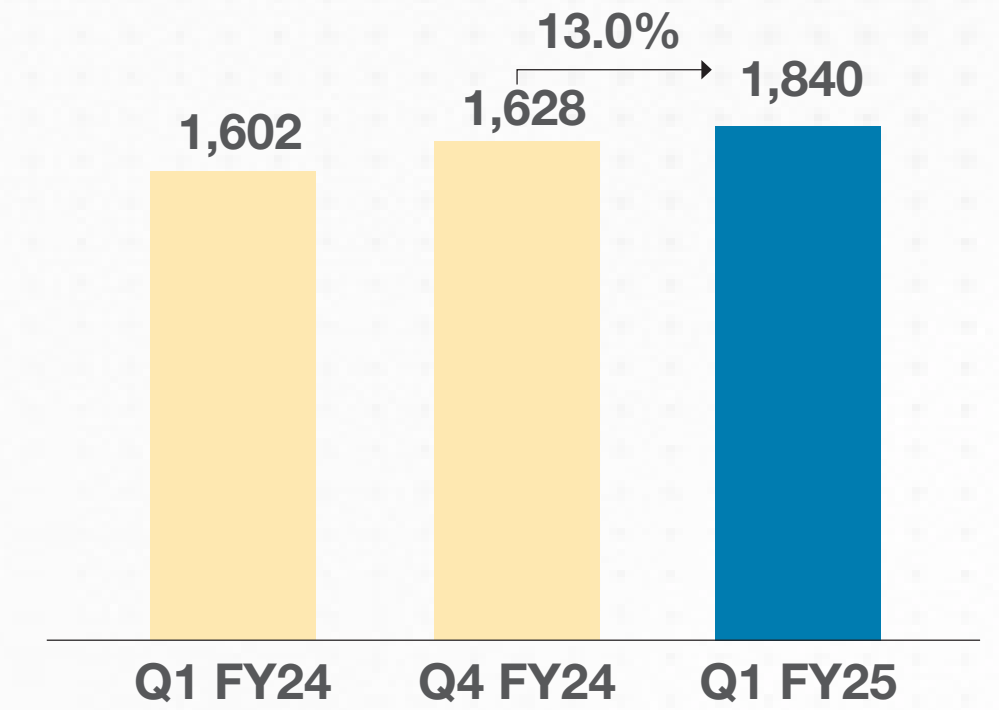
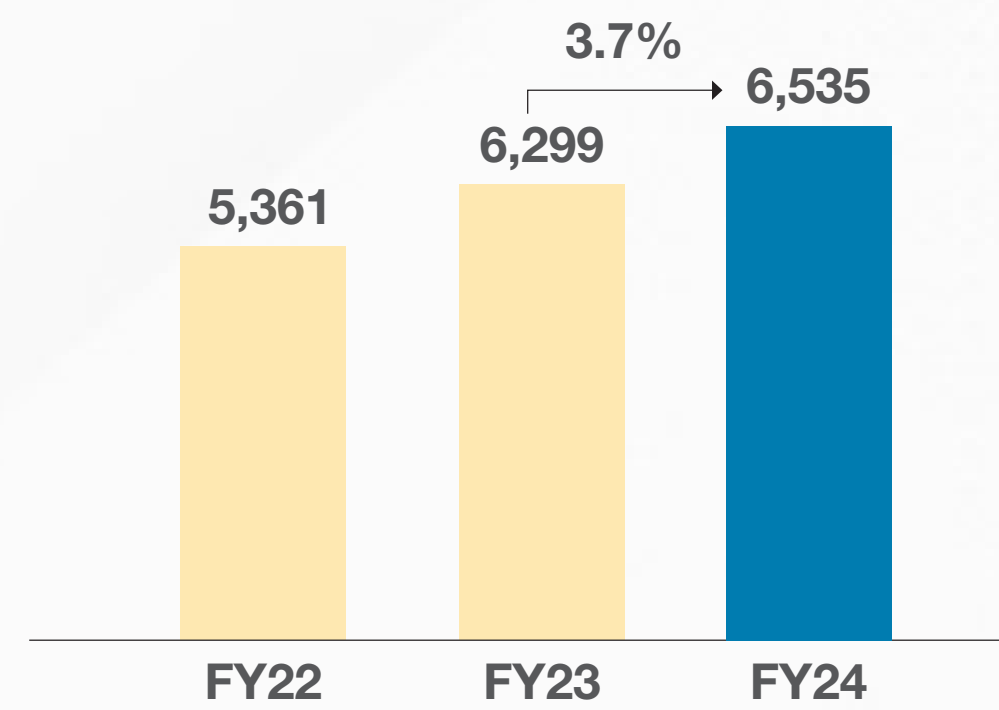
Group Financial Performance

(Rupees in Millions)

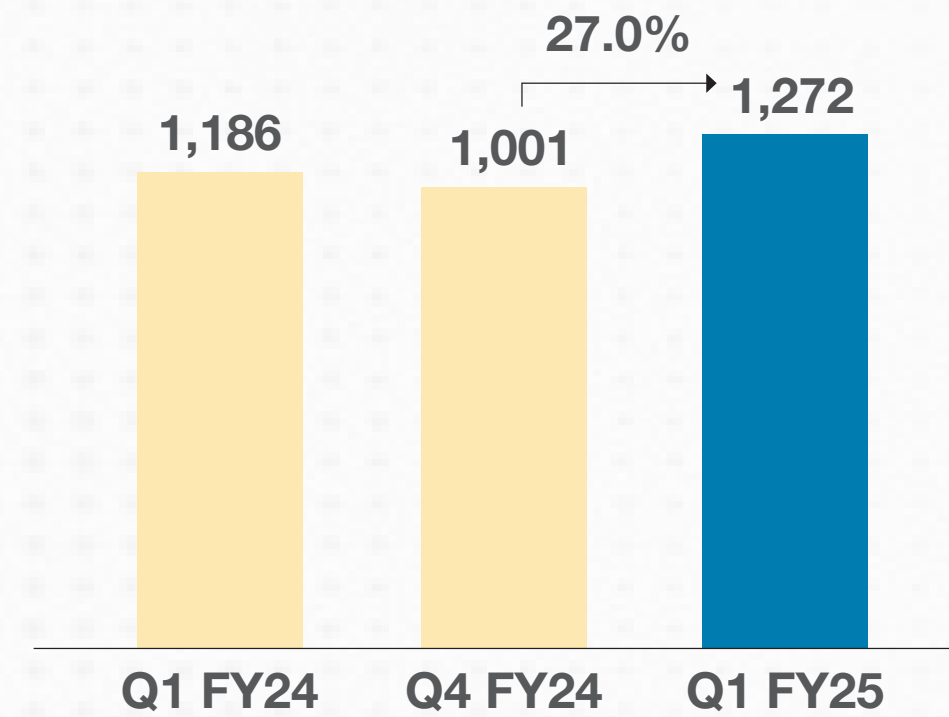
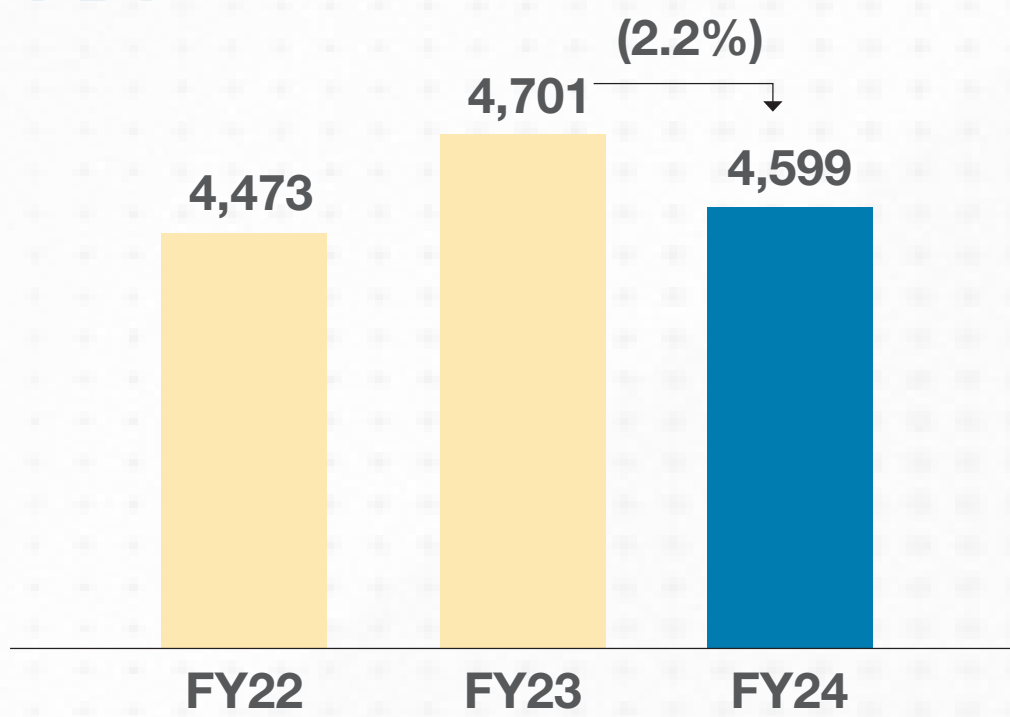
TOTAL REVENUE



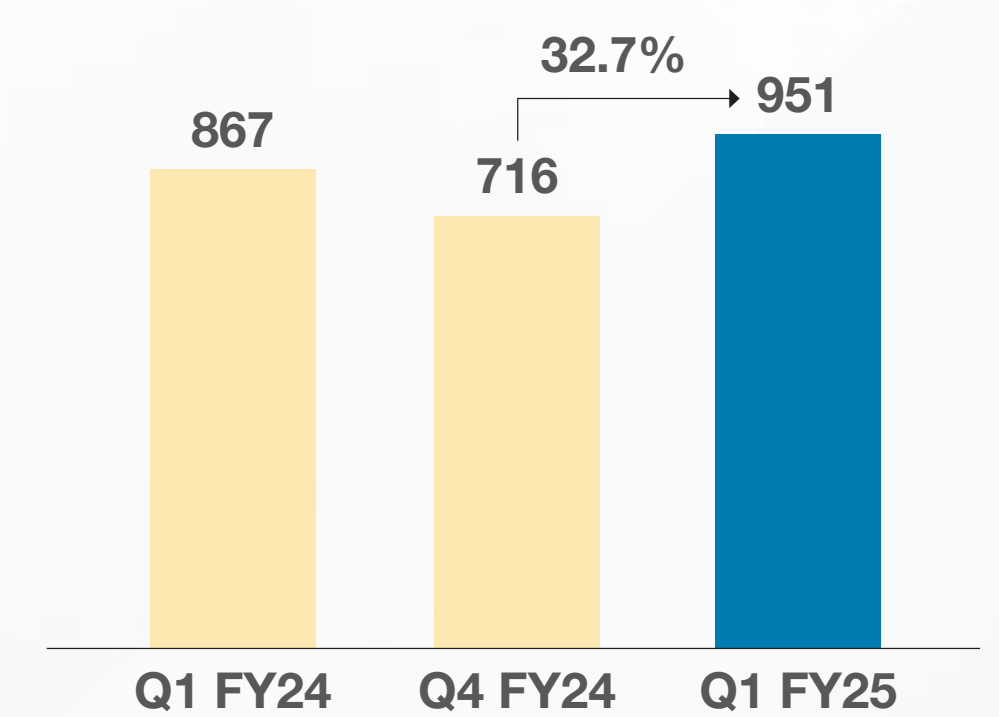
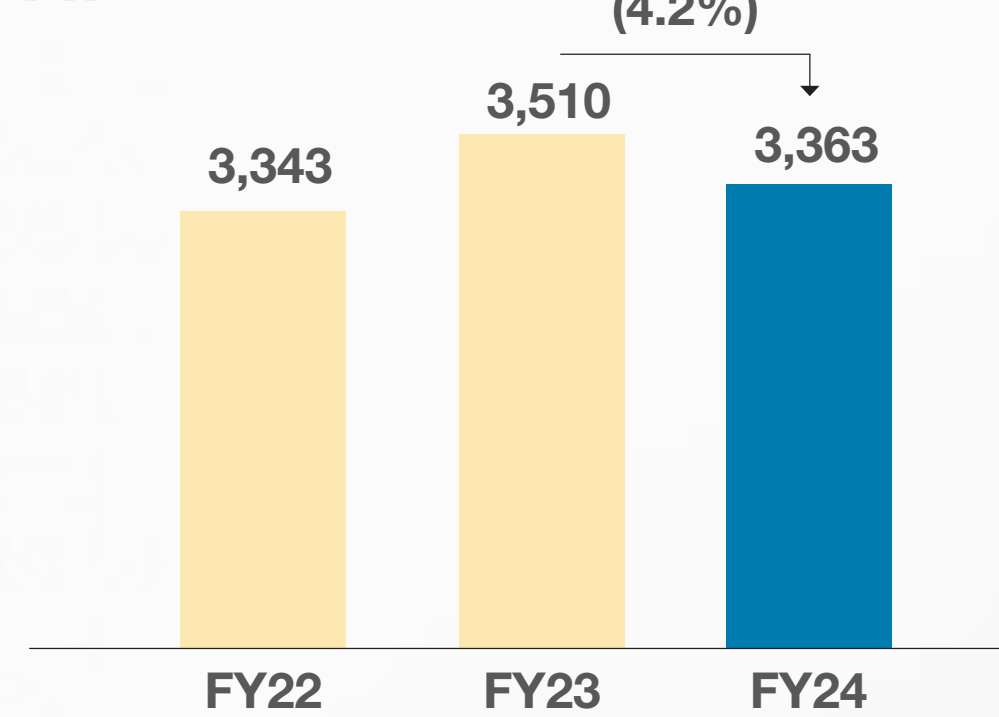
EBITDA



PBT*



PAT*



*PBT and PAT are excluding items of:

1) Associates share of profit of Rs. 95.1 Mn in FY22

2) PBT & PAT are excluding one time items of - fair value gain on acquisition of control of Rs 148.3 Mn in FY23 Q2 & Share of loss of associate of Rs.0.22mn in Q2 FY24, Rs.1.23 mn in Q3 FY24, Rs.1.26 mn in Q4 FY24

Particulars	Telangana (KIMS)						Andhra Pradesh (KIMS)					
	FY22	FY23	FY24	Q1 FY24	Q4 FY24	Q1 FY25	FY22	FY23	FY24	Q1 FY24	Q4 FY24	Q1 FY25
Bed Capacity	1,200	1,200	1,200	1,200	1,200	1,200	1864	1879	1,914	1914	1,914	1,914
Operational Beds	1,035	1,085	1,085	1,085	1,085	1,085	1555	1606	1,641	1641	1,641	1,641
Census Beds	856	906	906	906	906	906	1390	1441	1,470	1470	1,470	1,470
Non Census Beds	179	179	179	179	179	179	165	165	171	171	171	171
Occupied Beds	642	644	647	644	624	575	1,151	1,107	1,154	1,155	1,077	1,008
Occupancy	53.5%	53.7%	54.0%	53.6%	52.0%	47.9%	61.8%	58.9%	60.3%	60.3%	56.2%	52.6%
IP volume	53,567	59,077	60,737	15,071	14,708	15,671	83,164	88,092	93,572	22,720	22,505	23,494
OP volume	4,35,663	5,60,936	5,88,869	1,42,270	1,52,284	1,57,166	5,78,096	6,30,178	6,70,011	1,59,096	1,67,104	1,70,163
ARPOB(Rs.)	46,745	46,601	50,195	49,127	52,790	61,345	13,376	14,687	15,996	15,747	17,416	19,774
ARPP(Rs.)	2,04,519	1,85,540	1,95,831	1,90,930	2,03,814	2,04,923	67,585	67,339	72,198	72,823	75,809	77,181
ALOS	4.38	3.98	3.90	3.89	3.86	3.34	5.05	4.58	4.51	4.62	4.35	3.90
Total Revenue(Rs.in Mn)	11,066	11,096	11,883	2,892	2,986	3,204	5,645	5,952	6,775	1,658	1,714	1,818
EBITDA (Rs.in Mn)	4,107	3,710	3,624	925	879	956	1,254	1,445	1,506	377	371	435
EBITDA % to Total Revenue	37.1%	33.4%	30.5%	32.0%	29.4%	29.8%	22.2%	24.3%	22.2%	22.8%	21.6%	23.9%

1) Intercompany eliminations and dormant units are adjusted in Telangana

2) Telangana - Secunderabad and Kondapur

3) AP Assets - Nellore, Rajahmundry, Srikakulam, Ongole, Visakhapatnam, Anantapur and Kurnool

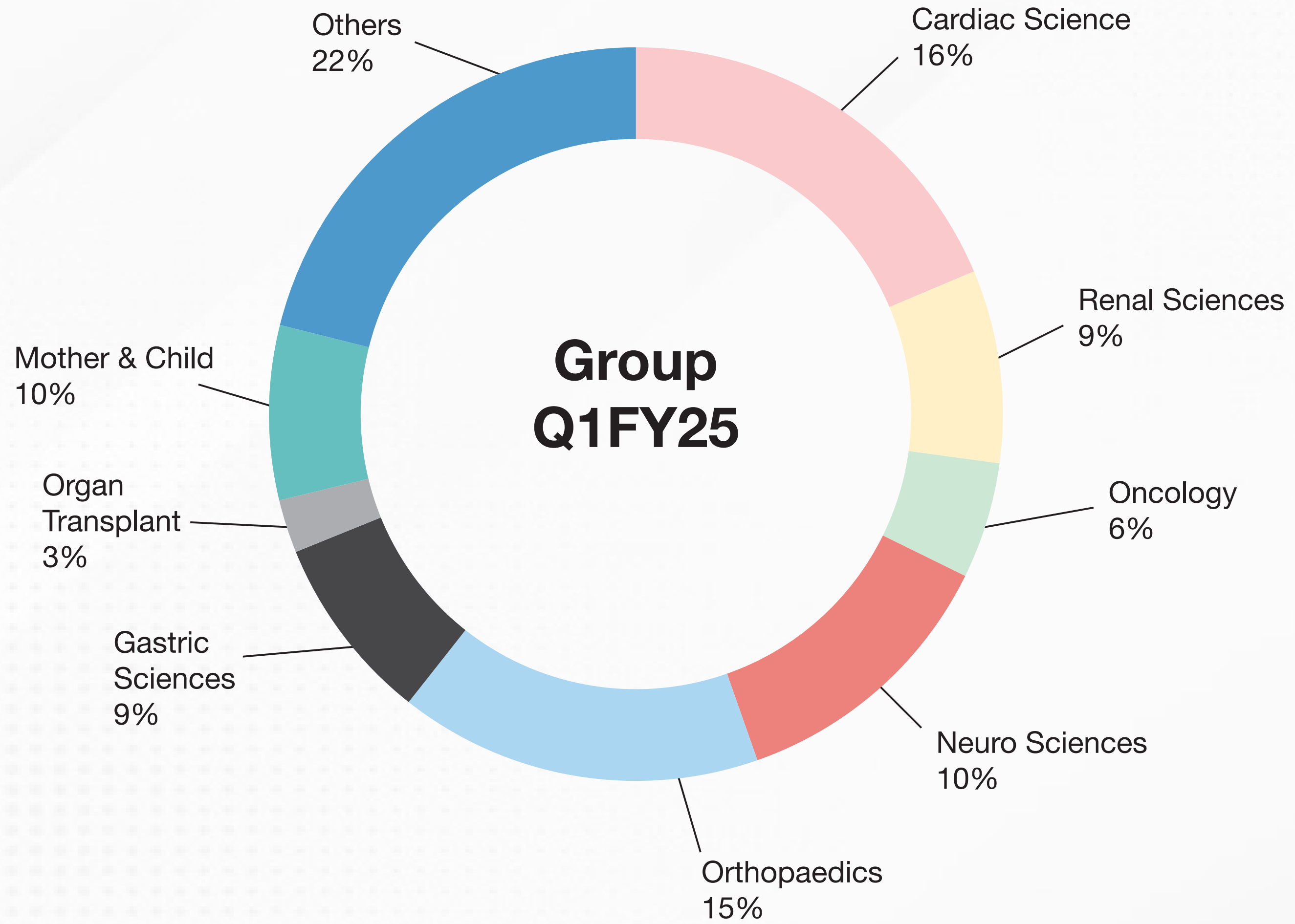
Operational and Financial Performance - 2/2 Sunshine, Nagpur & Group

Particulars	Sunshine					Nagpur					Group					
	FY23	FY24	Q1 FY24	Q4 FY24	Q1 FY25	FY23**	FY24	Q1 FY24	Q4 FY24	Q1 FY25	FY22	FY23	FY24	Q1 FY24	Q4 FY24	Q1 FY25
Bed Capacity	527	527	527	527	527	334	334	334	334	334	3,064	3,940	3,975	3,975	3,975	3,975
Operational Beds	527	527	527	527	527	250	250	250	250	250	2,590	3,468	3,503	3,503	3,503	3,503
Census Beds	418	418	418	418	418	195	195	195	195	195	2,246	2,960	2,989	2,989	2,989	2,989
Non Census Beds	109	109	109	109	109	55	55	55	55	55	344	508	514	514	514	514
Occupied Beds	182	201	184	196	222	137	145	122	148	174	1,793	2,071	2,148	2,104	2,044	1,979
Occupancy	34.6%	38.2%	34.9%	37.2%	42.1%	41.1%	43.4%	36.6%	44.2%	52.0%	58.5%	52.6%	54.0%	52.9%	51.4%	49.8%
IP volume	20,788	22,094	5,192	5,434	6,467	9,224	14,764	3,222	3,721	4,042	1,36,731	1,77,181	1,91,167	46,205	46,368	49,674
OP volume	2,05,697	2,17,051	50,083	58,237	59,538	65,628	1,31,632	30,938	33,231	34,500	10,13,759	14,62,439	16,07,563	3,82,387	4,10,856	4,21,367
ARPOB (Rs.)	63,844	63,064	68,584	66,898	68,325	29,597	33,782	35,148	35,520	32,868	25,323	29,946	31,916	31,697	34,270	38,458
ARPP(Rs.)	2,04,371	2,10,158	2,20,812	2,19,803	2,13,501	93,448	1,21,517	1,21,388	1,28,301	1,28,430	1,21,232	1,24,187	1,31,232	1,31,363	1,37,500	1,39,398
ALOS	3.20	3.33	3.22	3.29	3.12	3.16	3.60	3.45	3.61	3.91	4.79	4.15	4.11	4.14	4.01	3.62
Total Revenue (Rs.in Mn)	4,304	4,658	1,148	1,198	1,385	884	1,796	392	478	522	16,711	22,236	25,112	6,091	6,376	6,930
EBITDA (Rs.in Mn)	1,078	1,155	273	291	359	66	251	27	87	91	5,361	6,299	6,535	1,602	1,628	1,840
EBITDA % to Total Revenue	25.0%	24.8%	23.8%	24.3%	25.9%	7.5%	13.9%	6.8%	18.3%	17.3%	32.1%	28.3%	26.0%	26.3%	25.5%	26.6%

1) Sunshine - Paradise, Gachibowli, Karimnagar (Sold in November 22)

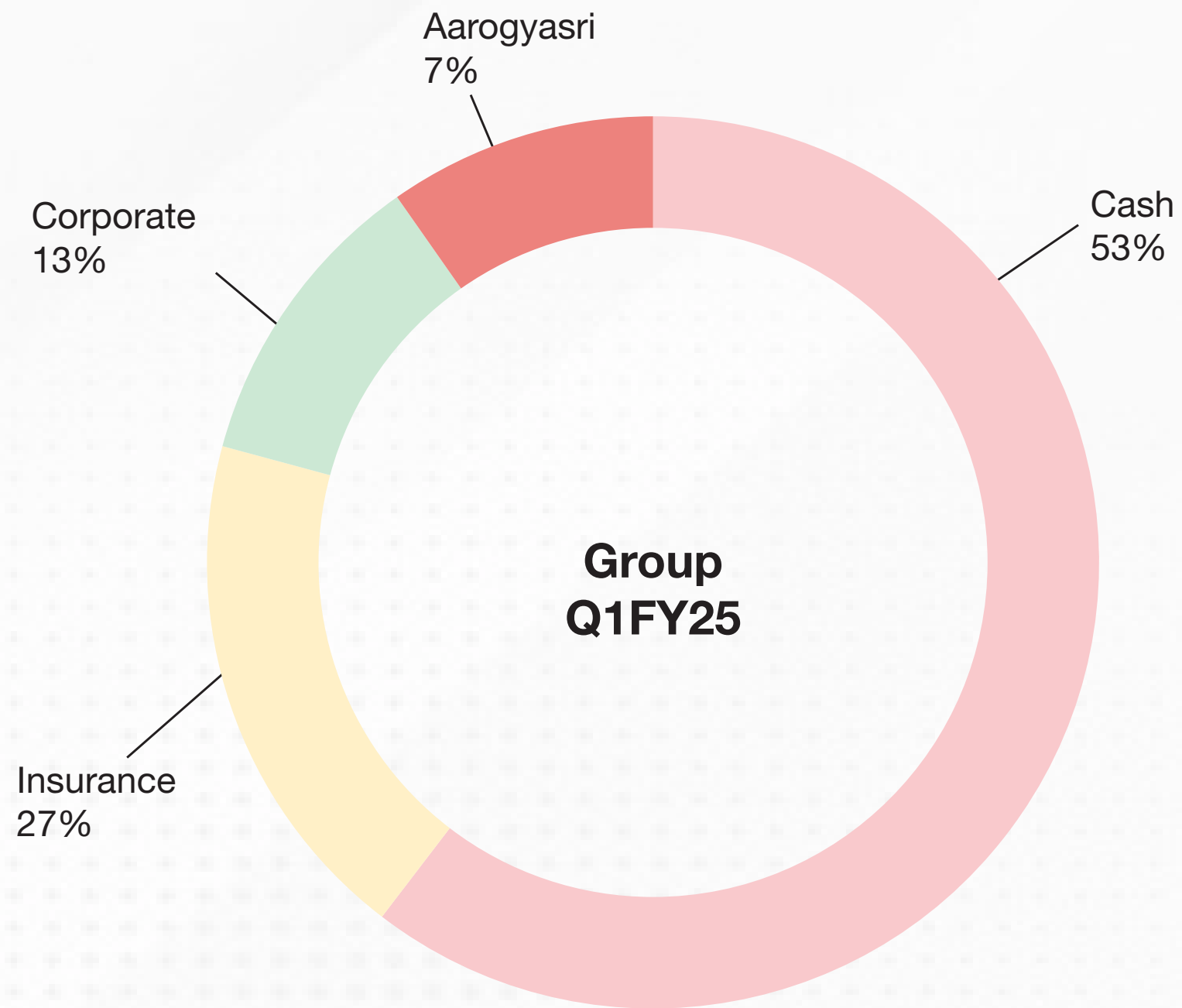
2) **Nagpur - Started operations from September 2022

Speciality Mix

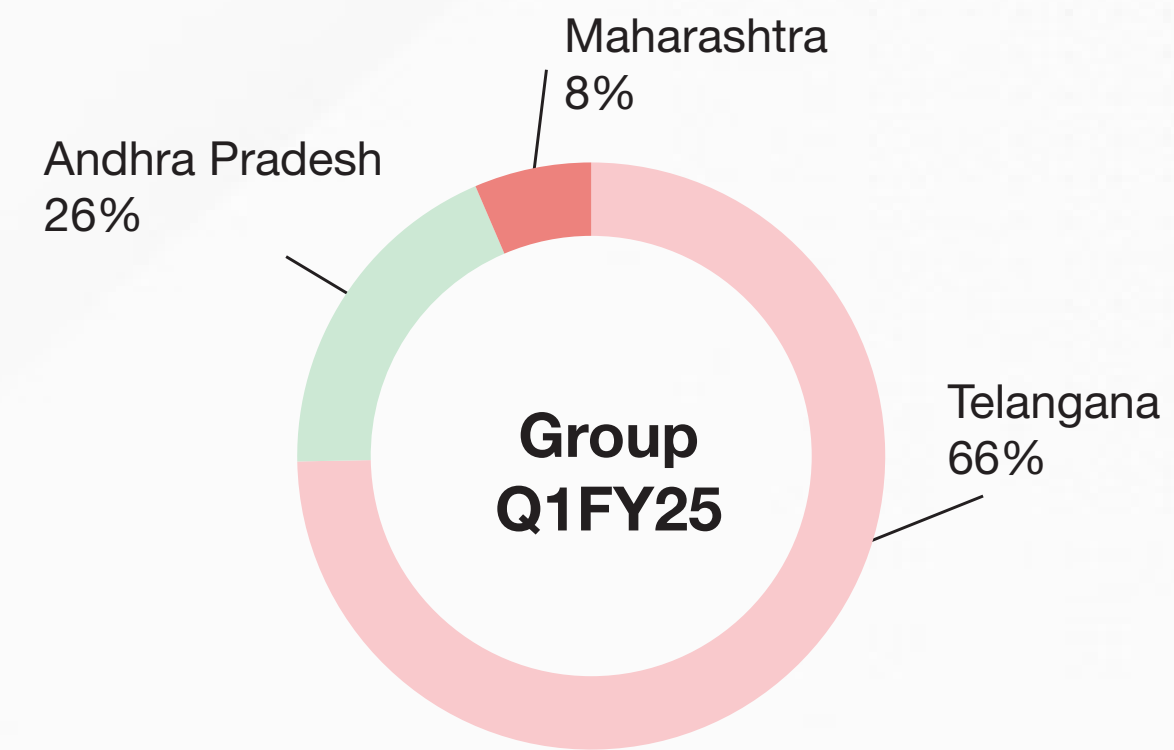


Payor & Cluster Profile

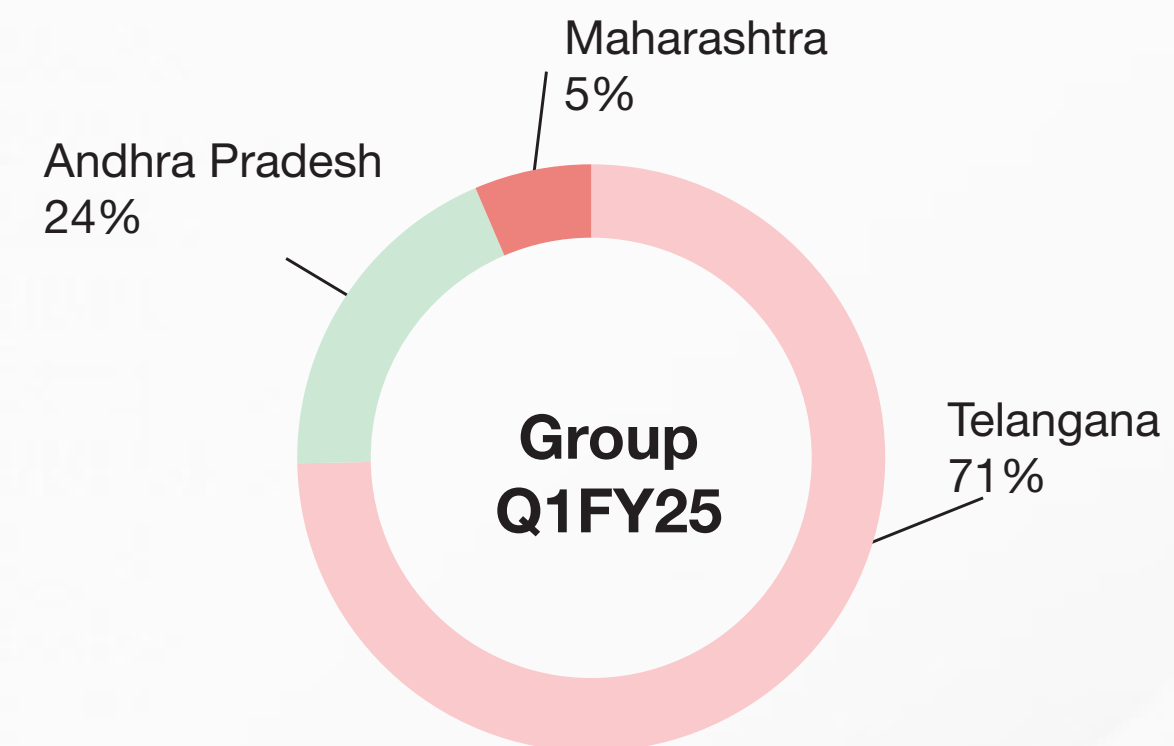
PAYOR MIX



CLUSTER TOTAL REVENUE



CLUSTER EBITDA



1) Telengana - Secunderad , Kondapur, Begumpet & Gachibowli
 2) Andhra Pradesh - Nellore, Rajahmundry, Srikakulam, Ongole, Visakhapatnam, Anantapur and Kurnool
 3) Maharashtra - Nagpur

Key Achievements in Q1 FY25

Successful Removal of 3.7 KG Large Abdominal Tumor from 14-Year-Old Somalian Girl at KIMS Cuddles Hospital



Hyderabad, 16th May 2024: Paediatric Surgery team of doctors at KIMS Cuddles Hospital in Secunderabad successfully removed a massive 3.7 kg tumor from the stomach of a 14-year-old girl from Somalia. The young patient, who had been suffering from bloated tummy, severe stomach pain and loss of appetite, had previously visited several hospitals in her home country where the tumor was detected by CT scans. However, due to the tumor's attachment to vital blood vessels and the right

Hyderabad, chose KIMS Cuddles Hospital for its renowned paediatric care. The multidisciplinary team, including Paediatric Surgeons team Dr.Yoga Nagendhar and Dr. Avinash Reddy, meticulously planned and executed the surgery to minimize risks. Robotic Surgery plan was dropped as the tumor was occupying a significant portion of abdomen. "Our primary challenge was to carefully detach the tumor arising from kidney without damaging the blood vessels and sur-

KIMS performs rare kidney surgery on 3-year-old girl

HANS NEWS SERVICE
KURNOOL

A rare surgical procedure was successfully performed on a 3-year-old girl at KIMS Hospital, Kurnool, who was suffering with a unique and critical health issue.

Dr. Y. Manoj Kumar, head of department and senior consultant Urologist at KIMS Hospital, explained the situation and the intricate surgery that was performed. "This



Senior consultant Urologist at KIMS Hospital Dr Y Manoj Kumar along with the 3-year-old patient and her mother

8-YEAR-OLD GIRL RECOVERS FROM RARE ACL TEAR WITH ARTHROSCOPY AT KIMS KONDAPUR

Hyderabad" - An 8-year-old girl from KPHB Colony suffered a complete ACL tear while learning martial arts at school. Despite the rarity of such injuries at her age, the girl is now back to school and playing, thanks to timely treatment at KIMS Hospital, Kondapur.

Incident and Treatment: The girl's injury initially caused discomfort in walking and climbing stairs. After several consultations with different doctors, her



parents brought her to KIMS Hospital. Dr. Prathap Parvataneni, a consultant in arthroscopy and sports medicine, performed the surgery. "The MRI revealed a complete ACL tear. Given her age, this type of injury is quite rare, with only one or two cases per year. We performed arthroscopy and provided comprehensive physiotherapy. Now, she is back to her active self, attending school, and playing," said.

KIMS Saveera doctors save victim of snake-bite

HANS NEWS SERVICE
ANANTAPUR

A recent incident in Anantapur highlighted the dangers of unnoticed krait snake bites and the critical role of timely medical intervention. Unlike typical snake bites that exhibit fang marks, swelling, and pain, krait bites often go undetected due to the absence of these immediate signs. Instead, they will show delayed symptoms like vomiting, abdominal pain and throat pain, which can escalate to neurological weakness and respiratory failure if left untreated.

Dr A Mahesh, paediatric specialist at KIMS Saveera Hospital, recounted the case of a 12-year-old boy, who was brought to the hospital in severe respiratory distress with an oxygen saturation level of only 66%. Initial chest X-rays showed pneumonia-like symptoms, but the boy had no prior signs of fever



Snake bite victim with family members

developed severe abdominal pain followed by vomiting and throat pain at dawn. His parents took him to a local hospital where doctors, misinterpreting the symptoms as a gastrointestinal issue, provided medication accordingly. However, his condition worsened, leading to respiratory distress, and he was then rushed to KIMS Saveera Hospital.

Based on the boy's symptoms of intensive care, his condition was stabilised, oxygen levels normalized, and he was weaned off ventilator. The boy was discharged after two more days, fully recovered. Dr Mahesh stressed the importance of recognising atypical symptoms of snake bites, especially in rural areas where children might be exposed to such dangers. Severe abdominal pain, throat pain, vomiting, and neurological weakness

KIMS docs successfully perform high-risk surgery on heart patient

NARESH NANDAM
ONGOLE

THE experts at the KIMS Hospital in Ongole performed critical and high-risk surgery on a heart patient, who had undergone a bypass surgery earlier, and were able to discharge him in just three days. The hospital staff claims that the revolutionary new procedure, TAVI is only available in the metros until now and was performed for the first time in the region.

Speaking at a press meet, hospital superintendent Dr T Srihari Reddy explained that a 67-year-old Venkatrao of Eethamukkala village underwent a bypass surgery for heart long ago, and devel-



Cardiothoracic surgeon Dr Oruganti Harish explaining about the critical heart surgery in KIMS Ongole on Friday

patient's family members that though open heart surgery is required in a patient with a

Dr Harish explained that after the consent from the patient's family, the expert's

pert team for performing the critical procedure and giving a fresh lease of life to

KIMS performs complex heart surgery

CITY BUREAU
Hyderabad

Heart surgeons at KIMS Hospitals, Kondapur, on Thursday announced successful completion of a redo surgery for valve replacement on a 25-year-old young mother from Hyderabad. The surgery involving replacement of three out of four heart valves, was conducted by Dr. Nisarga, Chief CT Surgeon, KIMS Hospitals.

The patient, who underwent a mitral valve replacement surgery when she was 16 years old, had

NEURO CARE Hosp. successfully performed 16 surgeries using SKIA AR tech

KIMS uses AR, AI in brain surgery

RESHMI A.R. | DC
HYDERABAD, APRIL 13

Brain tumour surgeries are complex procedures and human errors remain a cause of concern. To address this challenge, doctors at the KIMS Hospital, Secunderabad, have incorporated augmented reality (AR) and artificial intelligence (AI) into neu-



a 3D digital replica of the patient's brain from CT scans, leveraging AI algorithms to overlay this digital twin onto the patient's anatomy in real-time. This approach provides surgeons helpful insights which helps them in precise surgical planning and execution, besides improving patient safety and outcomes. Tim Kim, chief

tion, adding critical details wherever necessary in collaboration with the SKIA team leading to significant technological advancement of the device making it attuned to the requirements of surgeons," he said. Dr Panigrahi, recognising the need for statistically significant proof of success for the adoption of the technology,

Raipur Toddler Airlifted on ECMO and Treated for Chemical Pneumonitis because of All-Out Ingestion

(Standard Post Bureau)
An 18-month-old girl from Bihai, Chhattisgarh, accidentally ingested a bottle of All-Out insecticide. After struggling to breathe, she was initially taken to a local hospital and then transferred to Raipur, where she was placed on a ventilator. Her condition worsened as her lungs began to fail which despite full ventilator support, she couldn't breathe properly. The hospital in Raipur contacted KIMS Cuddles, Kondapur in Hyderabad. A specialized team of six, including two intensivists, a perfusionist, an ICU nurse, and a cardiac surgeon, flew to Raipur. Upon examination, they diagnosed severe chemical pneumonitis caused by hydrocarbons in the insecticide. As the ventilator was ineffective to oxygenate her body and her right side heart is failing severely (Severe right Ventricular Dysfunction with severe Pulmonary Hypertension), the team decided to use ECMO (Extracorporeal Membrane Oxygenation) to support her breathing and stabilize



through the right internal jugular vein, bypassing the lungs. If the heart is also compromised, de-oxygenated blood is drawn from the internal jugular vein, oxygenated via ECMO, and reintroduced via the Arch of Aorta to supply the whole body. Usually, blood is drawn from the femoral vein and returned to the femoral artery, which is simpler. However, in this case, due to the child's weight of only 10 kg, ECMO was placed through the neck, bypassing both the lungs and the heart, making this procedure very rare. After the procedure, the baby was transported via

days, showing gradual improvement. Then, she spent another five or six days on a ventilator. Afterward, she was placed on high-flow oxygen, and eventually low-flow oxygen. During this period, an infection was treated with antibiotics. After a total of 18 days of treatment, the baby fully recovered, became active, and was discharged in good health with normal neurological outcome on Thursday. Transporting children on VA or VV ECMO from one location to another is extremely rare in kids, especially through the neck cannulation, making this case one of the rarest in case, the problem was with her lungs and heart, and she was very small. Using ECMO through the neck cannulation and transporting her from Raipur to Hyderabad without complications, and then from the airport to the hospital, was highly complex and challenging, showcasing the team's exceptional expertise and precision. Dr. Parag Dekate, Clinical Director Of Pediatrics & Head Of Pediatric Intensive Care Unit, KIMS Cuddles, Kondapur said "The treatment provided significant support to her heart and lungs. The cardiac and vascular surgeons ensured precise blood vessels cannulation. To date, six cases have involved VA-ECMO via the neck cannulation at this hospital. This hospital is also capable for E-CPR which means putting patient on ECMO while doing cardiopulmonary massage. In total they have done 15 ECMO in last 3 years which one of the largest series of ECMO in India for lung related conditions. For better outcomes, we also restore blood vessels. KIMS Cuddles offers ECMO at very affordable rates, and through our "Little One" foundation, we

एचाएना स्वाइन फ्लू पर मिली सफलता

नागपुर : राज (बदला हुआ नाम) ने हाल ही में किम्स-किम्सवे अस्पताल में एचाएना स्वाइन फ्लू निमोनिया की जानलेवा बीमारी पर काबू पाया है. एक हानिरहित प्रतीत होने वाली यह बीमारी सर्दी के रूप में शुरू हुई और देखते ही देखते गंभीर हो गई. लेकिन चिकित्सकों की एक समर्पित टीम के समय पर हस्तक्षेप से रोगी ने सभी बाधाओं को पार कर लिया. अस्पताल में भर्ती होने पर रोगी राज की हालत गंभीर थी, क्योंकि उनका ऑक्सीजन स्तर 82 प्रतिशत तक गिर गया था.

उच्च-प्रवाह ऑक्सीजन और वेंटिलेटर सपोर्ट के साथ तत्परता से उपचार के बावजूद रोगी की हालत लगातार बिगड़ती चली गई. रेग्मी



(एक्स्ट्राकोर्पोरियल मेम्ब्रेन ऑक्सीजनेशन) की आवश्यकता पड़ी. ईसीएमओ एक उपचार पद्धति है, जो विशेष रूप से गंभीर श्वसन विफलता (एआरडीएस) वाले रोगियों के लिए प्रदान की जाती है. इससे तुरंत एक व्यापक उपचार योजना अपनाई अपनाई गई. चुनौतीपूर्ण परिस्थिति में रोगी को जल्द ही

उन्हें डायलिसिस सपोर्ट की आवश्यकता थी और लगातार 3 दिनों तक डायलिसिस किया. चिकित्सकों ने रोगी के ठीक होने का मार्ग प्रशस्त किया. अस्पताल के सीईओ डॉ. तुषार गावद ने समय पर और गुणवत्तापूर्ण स्वास्थ्य सेवा प्रदान करने के लिए आईसीयू टीम और अस्पताल के समर्पण को धूमिल भांति

KIMS Saveera performs brain surgery on 7-month-old baby

HANS NEWS SERVICE
ANANTAPUR

IN a remarkable medical intervention, a 7-month-old baby from Anantapur was saved through an emergency brain surgery at KIMS Saveera Hospital.

Dr A Mahesh, consultant Paediatrician at KIMS Saveera Hospital, told the media on Thursday that the baby was suffering from a persistent fever and developed severe brain infection that led to the formation of pus, necessitating immediate surgical intervention. After



The baby, who underwent surgery at KIMS Saveera Hospital, Anantapur

case to KIMS Saveera, af-

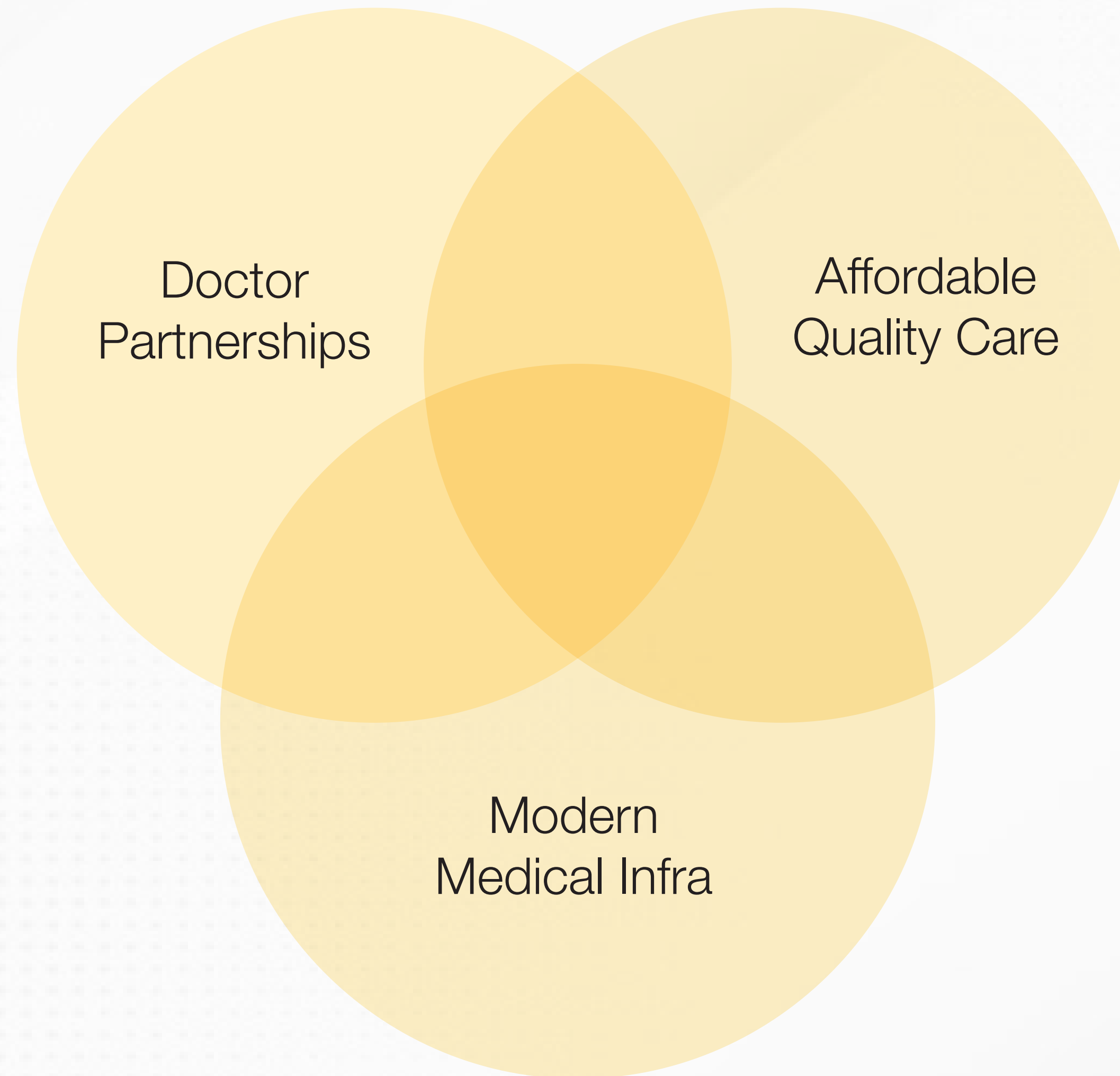
of the infection, the family brought the baby to them, he added.

Neurosurgery team immediately conducted the surgery and the baby was kept on ventilator support post-surgery. Over a period of four weeks, the baby was treated with intravenous antibiotics to ensure complete recovery. Now the baby was healthy and was discharged.

Dr Mahesh emphasised the importance of early intervention when children exhibit severe symptoms.

The baby's parents expressed their gratitude to

Key to our success



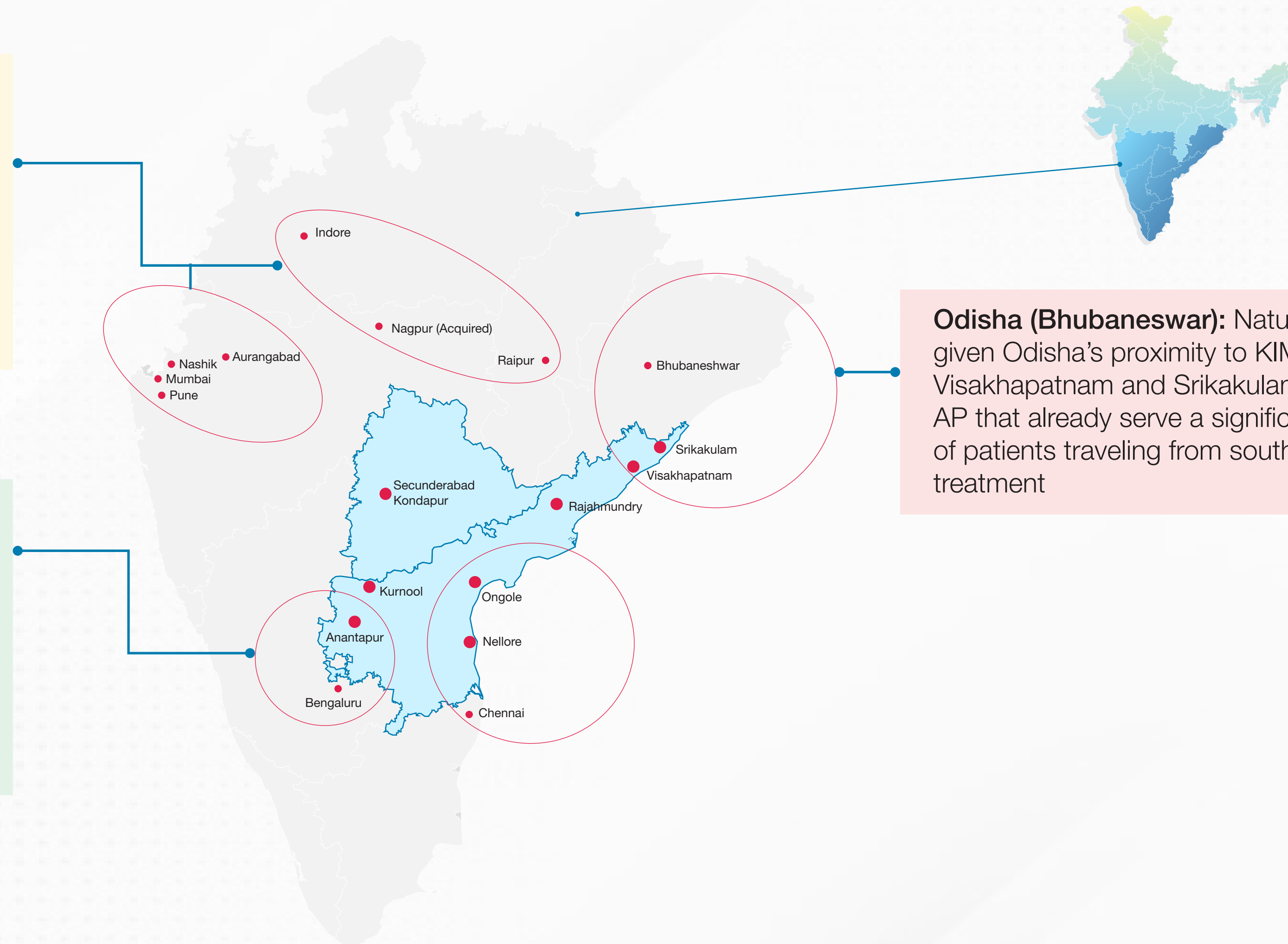
KIMS has a disciplined growth strategy - strategically grow in adjacent markets some of which are 'natural extensions'

KIMS Plans to Grow into Markets that are Adjacent to the Current Core Markets of AP and Telangana

Central & Western India (Mumbai, Indore, Aurangabad, Nagpur & Raipur): KIMS flagship hospital witnesses influx of patients and doctors from Central India. Given scarcity of quality healthcare and existing KIMS brand awareness in Central India, smaller facilities can be set up in Central India

Karnataka (Bangalore and greater Karnataka): KIMS has observed both cash patients and insurance patients traveling from the districts of AP bordering Karnataka to seek treatment at larger hospitals in Bangalore (Karnataka). Karnataka is a natural growth market because a sizeable portion of the state speaks Telugu - the main language spoken in AP and Telangana

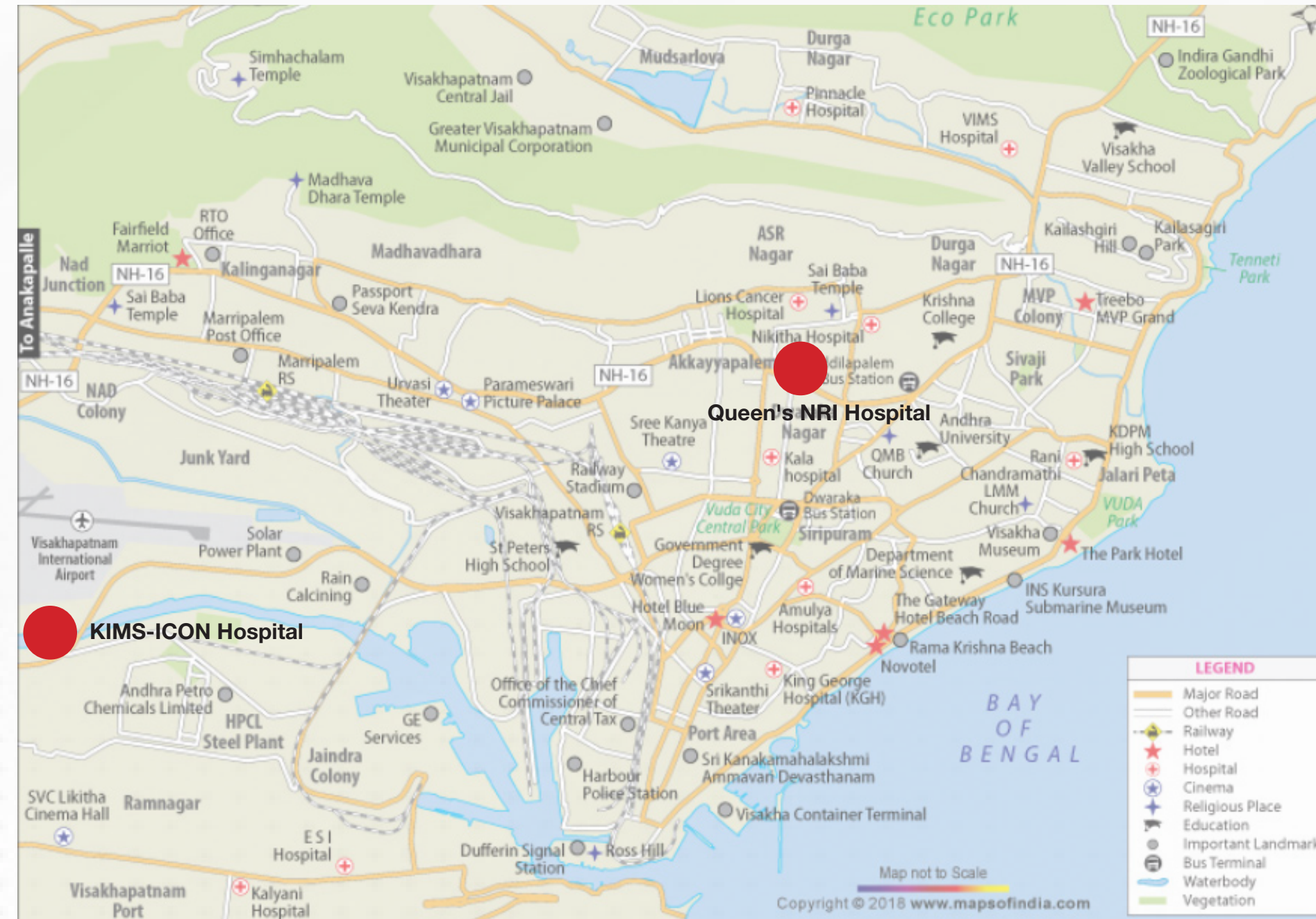
Odisha (Bhubaneswar): Natural extension given Odisha's proximity to KIMS hospitals in Visakhapatnam and Srikakulam in northern AP that already serve a significant number of patients traveling from south Odisha for treatment



Expansion plans

Units	Current Beds	Incremental Beds	New Departments	Approx. Capex	Expected Year of Operation
Nashik	-	300	All Specialities	200-250 Cr	Q2 FY25
Vizag QNRI	-	250	All Specialities	170-180 Cr	Q2 FY25
Bangalore (Project-1)	-	415	All Specialities	350-400 Cr	Q4 FY25
Bangalore (Project-2)	-	250	All Specialities	180-200 Cr	Q4 FY25
Mumbai (Thane)	-	300	All Specialities	500-525 Cr	Q4 FY25
Srikakulam	200	120	All Specialities	70-75 Cr	Q4 FY25
Ongole	350	50	Cancer Centre	40-50 Cr	Q4 FY25
Anantapur	250	200	Cancer Centre / Mother & Child	90-110 Cr	Q4 FY26
Kondapur	200	500	All Specialities	300-350 Cr	Q1 FY27

Location



Key equipment

- Philips MRI 1.5T • Philips Cathlab • Philips CT • Varian LINAC iX

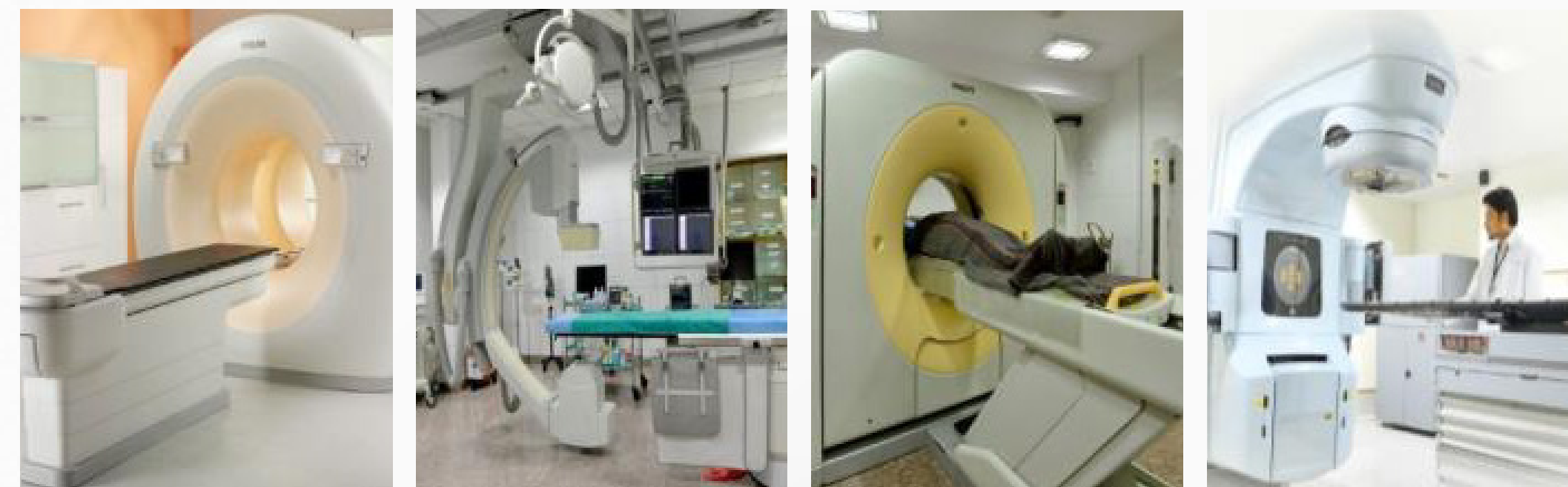
KPIs

- Bed Capacity - 250
- Census - 200
- > ICU - 97
- > Wards - 103
- Non Census - 50
- OT's - 5
- Potential ARPOB: 38K - 42K
- Key Specialities: Existing
- Cardiac Sciences, General Medicine
- Neuro Sciences, Orthopaedics
- Key Specialities: Planned
- Mother & Child & IVF, Oncology, Pulmonology, Gastric Sciences, Renal Sciences & ENT

Facility overview

- Established in 1995, QNRI is one of the largest hospitals in Vizag
- QNRI operates a 250 bed NABH accredited multi-specialty hospital facility located in a premium residential area in central Vizag
- The facility was commissioned in phases
- Block 1: Commenced operations in 1995 (added 3 more floors in 2005)
- Block 2: Commenced operations in 2012
- The land is owned by the promoters and the building is owned by the company
- QNRI is one of the leading hospitals in Vizag for cardiology and comprehensive oncology

Land area	- 39,348 sft
	Block 1: 50,077 sft
Built up area	- Block 2: 1,40,782 sft
	Total: 1,90,859 sft
No. of floors	- Block 1: Ground + 4
	Block 2: Basement (3) + G + 4



Profit and Loss Statement

(Rupees in Millions)

Particulars	Consolidated				
	Q1 FY 25	Q4 FY 24	Q1 FY 24	QoQ(%)	YoY(%)
Operating Revenue	6,884	6,338	6,060	8.6%	13.6%
Other Income	46	38	31	20.3%	48.1%
Total Revenue	6,930	6,376	6,091	8.7%	13.8%
EBITDA*	1,720	1,527	1,548	12.6%	11.1%
EBITDA (%) on operating revenue	25.0%	24.1%	25.5%		
PBT*	1,272	1,001	1,186	27.0%	7.3%
PBT (%) on total revenue	18.4%	15.7%	19.5%		
PAT*	951	716	867	32.7%	9.7%
PAT (%) on total revenue	13.7%	11.2%	14.2%		
Basic EPS(Rs.)	10.8	8.2	10.1	31.8%	7.0%
Diluted EPS (Rs.)	10.8	8.2	10.1	31.8%	7.0%
IND AS 116	74	62	23		
EBITDA Post IND AS & Other Income	1,840	1,628	1,602	13.0%	14.9%

1) *EBITDA - Pre IND AS & Excl. Other Income

2) PBT & PAT are excluding one time items of - Share of loss of associate of Rs.1.26 mn in Q4 FY24

3) Minority share of EBITDA for Q1FY25 stands at 13%

Krishna Institute of Medical Sciences Limited

KIMS Secunderabad (100%)

KIMS Nellore (100%)

KIMS Rajahmundry (100%)

KIMS Ongole (100%)

AHPL Srikakulam (67.7%)

KHEPL Kondapur (90.7%)

KIMS ICON Visakhapatnam (51.0%)

KIMS Saveera Anantapur (76.5%)

KIMS Kurnool (55.0%)

Sunshine (Sarvejana) (65.0%)

KIMS-Manavata Nashik (51.0%)

SPANV Nagpur (69.3%)

KIMS Hospitals Bengaluru (100%)

Doctor Partnership Hospitals

Thank You