



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: Press Release on Un-Audited Financial Results (Standalone and Consolidated) for the Quarter ended June 30, 2023.**

Dear Sir/ Madam,

Please find enclosed herewith the Press Release on the Un-Audited Financial Results (Standalone and Consolidated) for the Quarter ended June 30, 2023.

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



## Rainbow Children's Medicare Limited's Q1 FY 2023-24 Financial Results

**Hyderabad, August 7, 2023 :** Rainbow Children's Medicare Limited (RCML), India's leading pediatric multi-specialty and perinatal care hospital chain, announced its financial results for the first quarter ended June 30, 2023.

The company continued to deliver healthy growth in Revenues on account of increase in pediatric surgical cases and deliveries as well as addition of Financial District, Hyderabad unit in previous Quarter. Being a children's hospital, historically Q1 is a weak quarter due to seasonality and the fact that families typically take out time for summer vacations. Financials and Operational highlights are as follows:

### Financial Highlights:

(In INR Mn)	Q1 FY24	Q1 FY23	YoY	Q4 FY23	QoQ	FY23	FY22	YoY
			Growth		Growth			Growth
Revenue	<b>2,871.7</b>	<b>2,371.5</b>	21.1%	<b>3,169.7</b>	(9.4%)	<b>11,735.8</b>	<b>9,737.6</b>	20.5%
EBITDA	<b>877.0</b>	<b>820.9</b>	6.8%	<b>980.1</b>	(10.5%)	<b>3,963.8</b>	<b>3,048.8</b>	30.0%
EBITDA %	30.5%	34.6%	(407bps)	30.9%	(38bps)	33.8%	31.3%	247bps
PAT	<b>414.9</b>	<b>387.6</b>	7.0%	<b>538.6</b>	(23.0%)	<b>2,123.8</b>	<b>1,386.7</b>	53.2%
PAT %	14.4%	16.3%	(190bps)	17.0%	(255bps)	18.1%	14.2%	386bps

### Operational Highlights:

	Q1 FY24	Q1 FY23	YoY	Q4 FY23	QoQ	FY23	FY22	YoY
			Growth		Growth			Growth
Capacity Beds	1,655	1,500	10.3%	1,655	-	1,655	1,500	10.3%
Operational Beds <sup>^</sup>	1,290	1,150	12.2%	1,232 <sup>^</sup>	4.7%	1,186	1,147	3.4%
Occupancy	40.9%	43.1%	(220bps)	58.8%	(1794bps)	55.4%	44.6%	1080 bps
IP Discharges	19,323	16,969	13.9%	23,541	-17.9%	86,864	66,082	31.4%
OP Consultation	2,77,023	2,48,251	11.6%	3,32,992	-16.8%	12,40,569	8,40,000	47.7%
Delivery	3,699	3,192	15.9%	3,746	-1.3%	14,797	12,603	17.4%
ARPOB	59,850	52,603	13.8%	48,603	23.1%	48,932	52,159 <sup>*</sup>	-6.2%
ALOS	2.5	2.7	-6.5%	2.8	-10.4%	2.8	2.8	-2.3%

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

\*Impact on COVID Vaccine on ARPOB Rs. ~5,142

## Key Developments

- The Joint Commission International (JCI) awarded its prestigious "Gold Seal of Quality Approval" to the hub hospital in Banjara Hills, Hyderabad. As a result, the company now has two hospitals<sup>^</sup> that have JCI accreditation. The accreditation recognizes the hospital's dedication to delivering exceptional healthcare services on a global quality and safety standards.
- The company received the allotment letter from HSVP (Haryana Shehri Vikas Pradhikaran) for the land parcels admeasuring 9,391 Sq. Mt. (~ 2.32 acres) and 4,987.10 Sq. Mt. (~ 1.23 acres) situated in sector 44 and sector 56 respectively of Gurugram, Haryana. The company is in the process of obtaining the possession of these land parcels.
- Project Status update:
  - Project work for new hospitals at Central Hyderabad (~60 beds), Sarjapur, Bengaluru (~80 Beds) and Anna Nagar, Chennai (~80 beds) and new block adjacent to Rainbow Hydernagar, Hyderabad (~50 beds) is progressing well and these hospitals are expected to commence operations during the second half of the current financial year. With this expansion the company would add 270 beds in the current financial year.
  - Project work for the spoke hospital at Hennur, Bangalore (~60 beds) and the regional spoke hospital at Rajahmundry (~100 beds) is progressing well and is expected to be completed in the next 15-18 months.
  - Subsequent to the quarter, the company has signed an agreement to lease for a greenfield ~100 beds spoke hospital at Coimbatore, Tamilnadu.
  - All the above hospitals are strategically located and will make an important part of the Rainbow network in the respective state.
- The company is delighted to welcome Mr. Vikas Maheshwari as Group Chief Financial Officer (CFO). Mr. Vikas 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.
- The Company continued to have strong balance sheet and have cash & cash equivalent, fixed deposits and mutual fund investments aggregating to Rs. 4,742 Mn. as of June 30, 2023, which will be deployed for the ongoing capex plan of the company. Based on the present cash flow and expected internal accrual in the coming years, we expect to complete all the planned capex with internal accruals and balance IPO funds. During the quarter, company has spent Rs. 1,873 Mn. for the capex. (out of which Rs.1,420 mn is for purchase of land at Gurugram).

<sup>^</sup>JCI accreditation received for Fertility services at Kondapur Hospital

***Commenting on the performance for Q1 FY2024 Dr. Ramesh Kancharla, Chairman & Managing Director, Rainbow Children's Medicare Limited (RCML) said,***

"I am pleased to inform you that the company has delivered robust quarterly performance. The revenues for Q1 FY24 was Rs. 2,871.7 mn, which is a growth of 21.1% compared to Rs. 2,371.5 mn in Q1 FY23. The EBIDTA for Q1 FY24 was Rs. 877.0 mn, which is a growth of 6.8% compared to Rs. 820.9 mn in Q1 FY23 and the PAT for Q1 FY24 was Rs. 414.9 mn, which is a growth of 7.0% compared to Rs. 387.6 mn in Q1 FY23.

The company remains focused on the timely execution and commencement of the projects proposed for the current financial year.

The company remains committed to fulfilling its mission of delivering excellent multi-disciplinary pediatric and perinatal care and strives to enhance its service offerings by making constant improvements."

## About Rainbow Children's Hospital

Rainbow network comprises of 16 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,655 beds. Our Pediatric services operating under the brand "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 a 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 24/7 emergency care, large outpatient services and comprehensive obstetrics, pediatric inpatient 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.

Please visit [www.rainbowhospitals.in](http://www.rainbowhospitals.in) for more information. You may also reach out to:

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#### Safe Harbor

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