

07th August 2023

The General Manager,
Department of Corporate Services
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejheebhoy 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

Pursuant to the 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 Un-Audited (Standalone & Consolidated) Financial Results of the Company for the 01st Quarter ended 30th June 2023.

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

Umashankar Mantha
Company Secretary & Compliance Officer
Enclosed: As above



REAL
WEALTH IS
**GOOD
HEALTH**

Q1 FY24 UPDATE

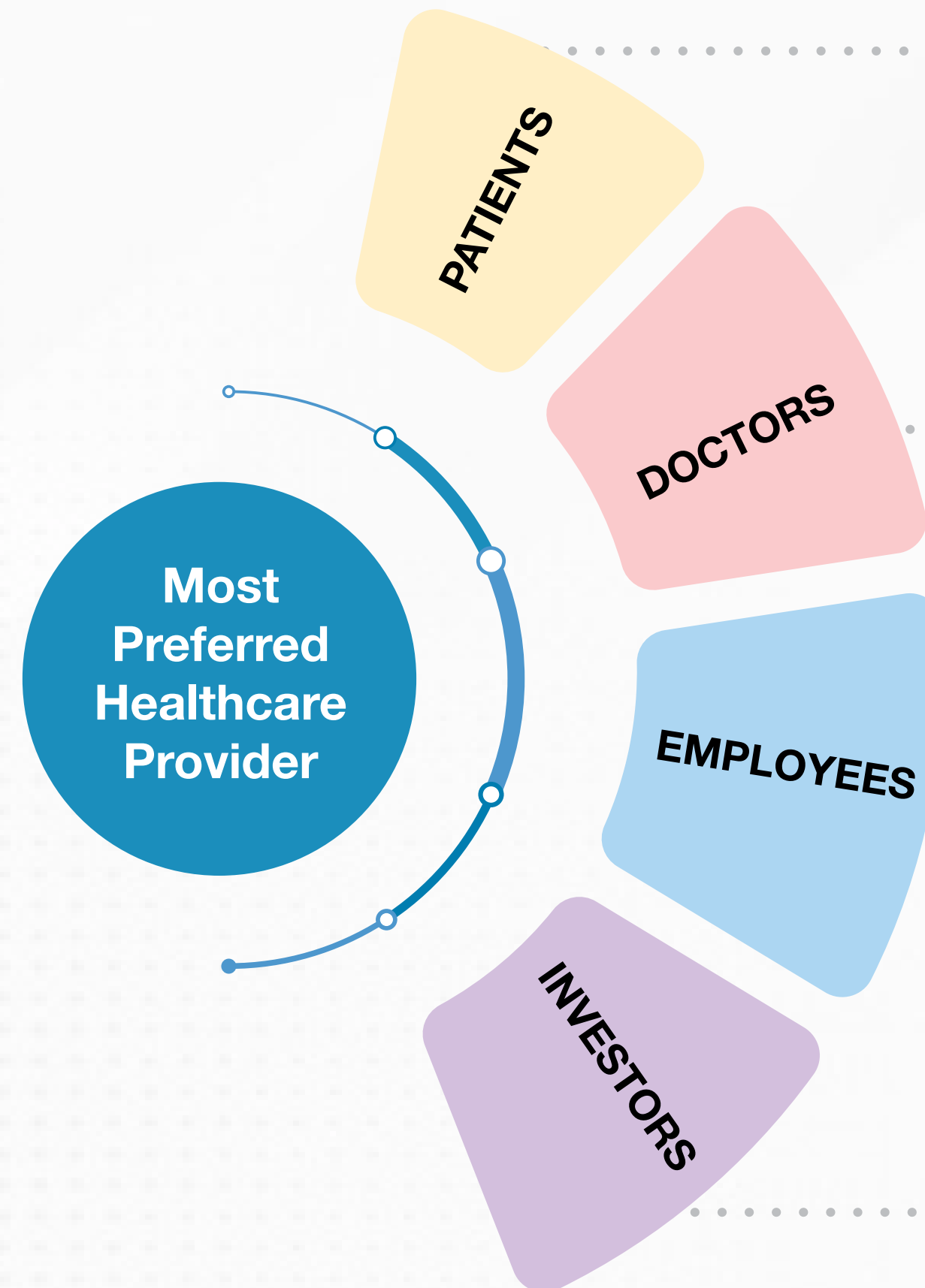
Driven by a Vision

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 (Under Construction)

Telangana

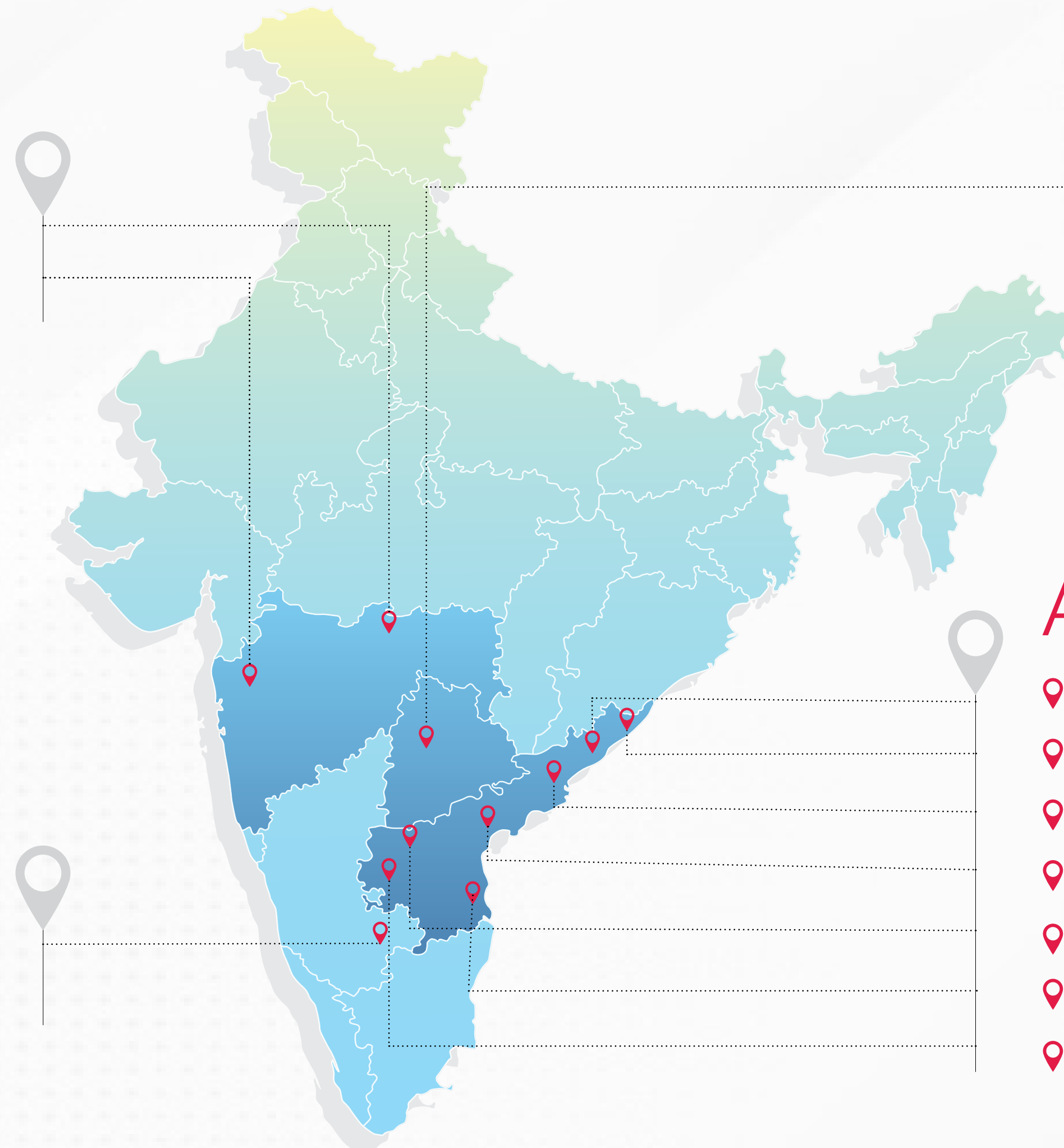
- Secunderabad (1000)
- Paradise Circle (290)
(Shifting to Begumpet)
- Kondapur (200)
- Gachibowli (237)

Karnataka

- Bengaluru
(Under Construction)

Andhra Pradesh

- Visakhapatnam (469)
- 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

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

Board of Directors



Dr. Bhaskara Rao Bollineni
Managing Director



Dr. Abhinay Bollineni
Chief Executive Officer



Mrs. Anitha Dandamudi
Whole-time Director



Shantanu Rastogi
Non-Executive Director



Mr. Rajeswara Rao G
Independent Director,
Chairman (Stakeholders'
Relationship Committee)



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



Mr. Pankaj Vaish
Independent Director,
Chairman (Nomination &
Remuneration Committee)



Mr. Venkata Ramudu Jasthi
Independent Director

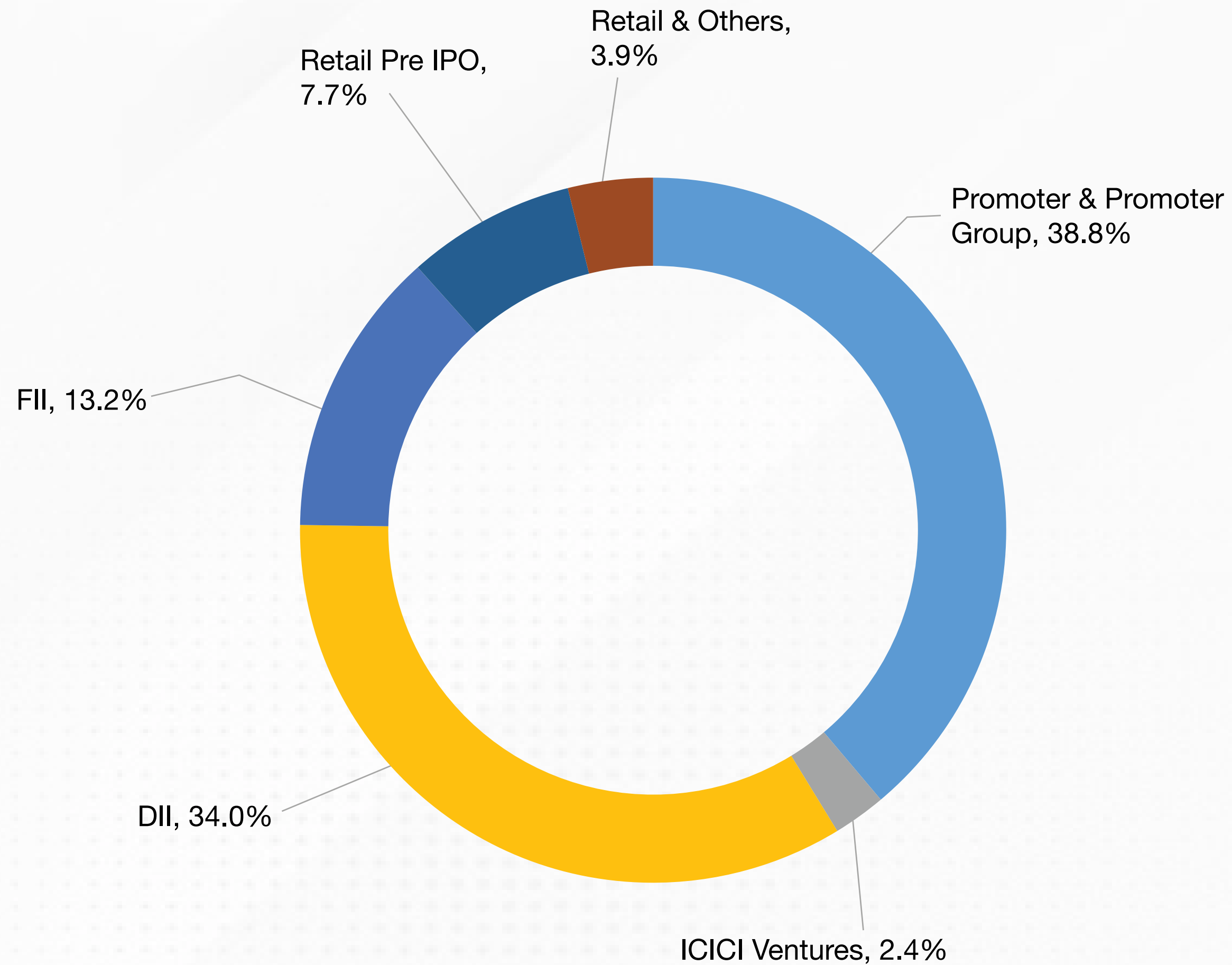


Mr. Ratna Kishore Kaza
Independent Director



Mrs. Y. Prameela Rani
Independent Director

Shareholding Pattern - As on 30th June, 2023



Share Holder	No of Shares	Share Holding %	Category
Promoter	3,10,86,304	38.84%	
ICICI Ventures	19,39,393	2.42%	
Mirae Asset Mf	60,00,976	7.50%	DII
Sbi MF	51,99,472	6.50%	DII
Axis MF	48,78,219	6.10%	DII
ICICI MF	26,28,641	3.28%	DII
Nomura	21,97,944	2.75%	FII
Tata Aia Life Insurance	19,26,428	2.41%	DII
Amansa Holdings Private Limited	16,15,302	2.02%	FII
Emerald Investments Limited	15,70,000	1.96%	FII
ICICI Life Insurance	13,46,515	1.68%	DII
HDFC Life Insurance	12,13,314	1.52%	DII

Modern Medical Technology



4-Arm HD da Vinci Robotic Surgical System

Facilitates complex surgeries that are virtually scar less



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



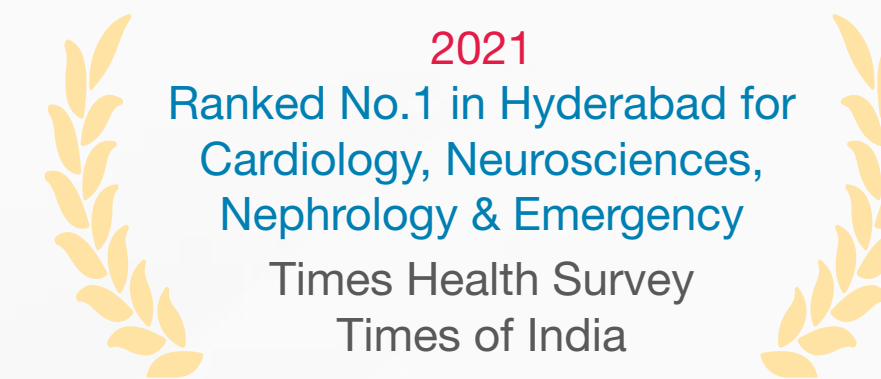
2016
Neurology Department at
KIMS Secunderabad
ranked 3rd in India
Neurology India General



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

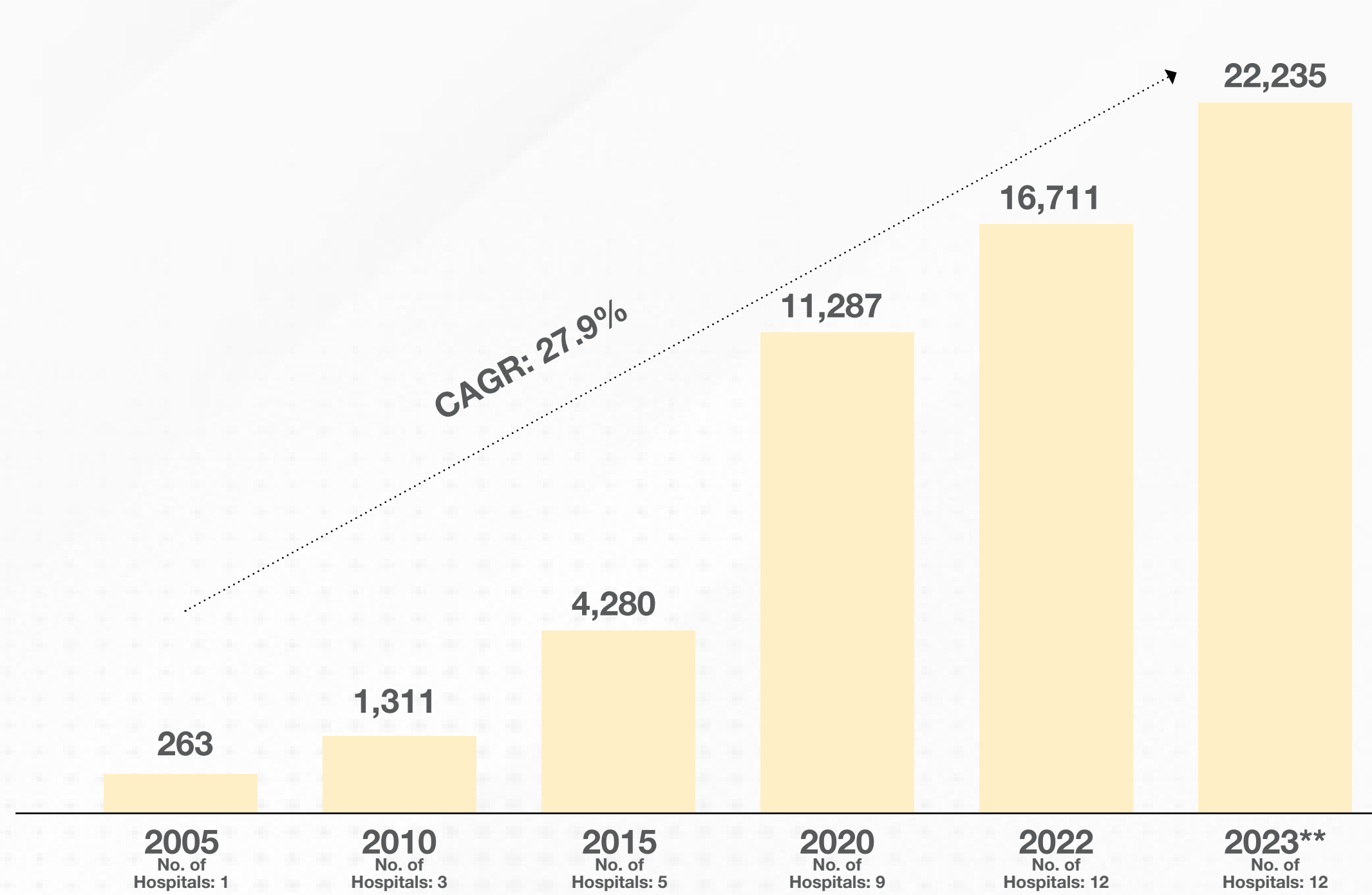


2021
Ranked No.1 in Hyderabad for
Cardiology, Neurosciences,
Nephrology & Emergency
Times Health Survey
Times of India

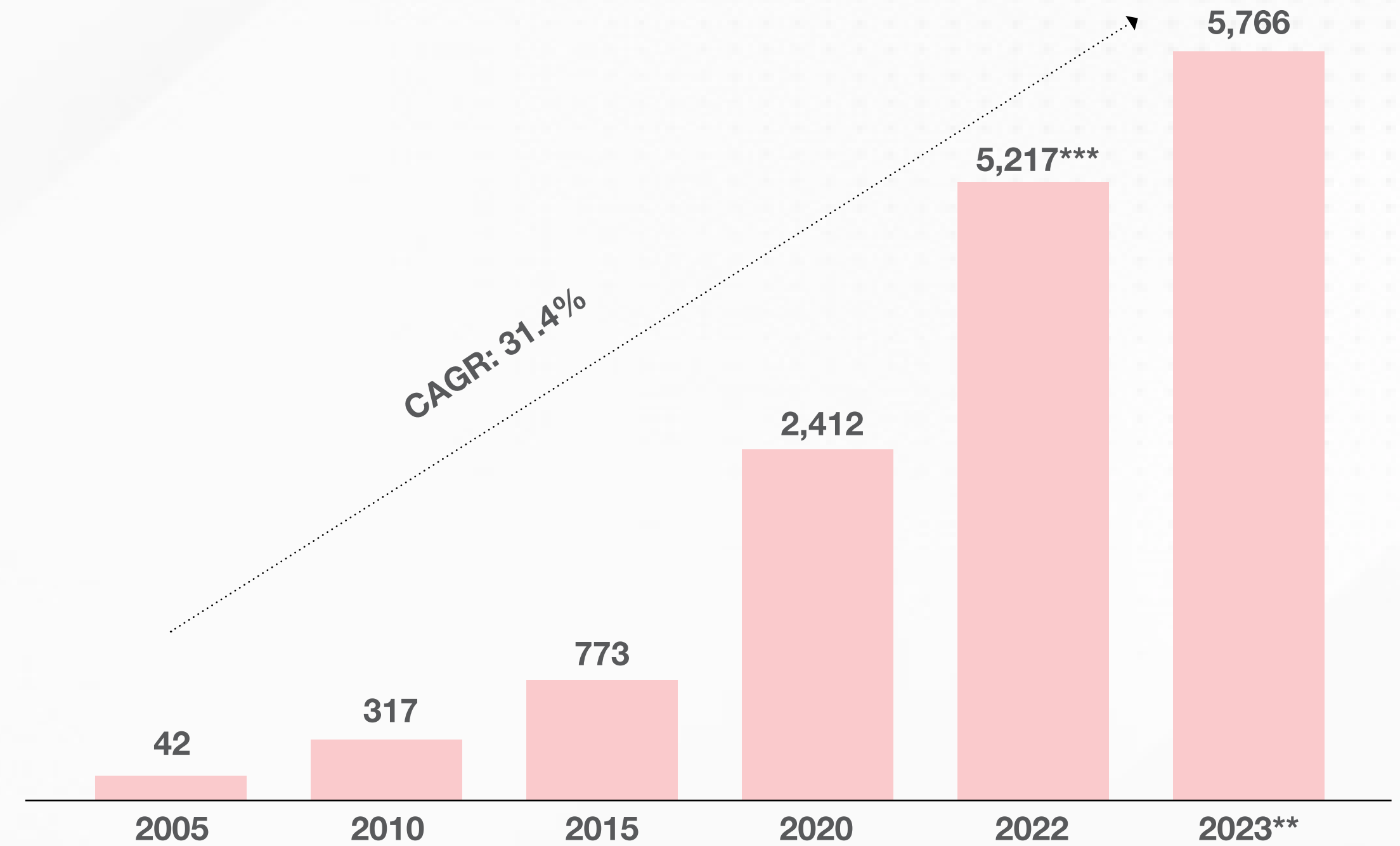


Consistent performer over 2 decades

(Rupees in Millions)



Total Revenue



***EBITDA**

*EBITDA before IND AS and other income

**Revenue and EBITDA are including 7 month performance (Sep'22 - Mar'23) of the newly acquired unit at Nagpur

***FY22 EBITDA includes share of profit from JV (Sunshine)

Q1 FY24 Updates

FINANCIAL HIGHLIGHTS

Q1 FY 24 Consolidated

- Gross revenue at Rs. 6,091 Mn, a growth of 21.6% on a YoY and 4.9% on a QoQ basis.
- Operating EBITDA of Rs. 1,602 Mn, an increase of 12.4% YoY and decrease of 4.7% QoQ basis.
- EBITDA margin at 26.3% vs. 28.5% in Q1 FY23 and 28.9% in Q4 FY23.
- PAT at Rs. 867 Mn in Q1 FY24 against Rs. 792 Mn and Rs. 987 Mn in Q1 FY 23 and Q4 FY23 respectively.
- Consolidated Key Financials figures are as follows (Rs in Mn) :

Particulars	Consolidated - FY24 Q1 Results				
	Q1 FY 24	Q4 FY 23	Q1 FY 23	QoQ	YoY
Total Income	6,091	5,808	5,008		
Less : Other Income	31	49	53		
Revenue from Operations	6,060	5,759	4,955	5.2%	22.3%
PBT	1,186	1,273	1,074	-6.8%	10.5%
Add : Interest	93	54	57		
Add : Depreciation	323	354	294		
Reported EBITDA (Including other income) as per Financials	1,602	1,681	1,425	-4.7%	12.4%
Less : Other Income	31	49	53		
Less : IND AS (Adj)	23	69	59		
EBITDA Pre IND AS & excluding Other Income	1,548	1,563	1,312	-1.0%	17.9%
EBITDA % to Revenue from Operations	25.5%	27.1%	26.5%		

FINANCIAL HIGHLIGHTS

Q1 FY 24 Consolidated

- Consolidated Revenue from operations grew by 22.3% on a YoY and 5.2% on a QoQ basis to Rs. 6,060 Mn
- Consolidated EBITDA (Pre-INDAS and Other Income) grew by 17.9% on a YoY and declined by 1.0% on a QoQ basis to Rs. 1,548 Mn
- Consolidated EBITDA (Pre-INDAS and Other Income) Margin stands at 25.5%, showing a decline of 1.6% from previous quarter.
- Consolidated PAT grew by 9.4% on a YoY and declined by 12.2% on a QoQ basis to Rs. 867 Mn.
- Consolidated EPS grew by 15.5% on a YoY and declined by 13.3% on a QoQ basis to Rs 10.1

OPERATIONAL HIGHLIGHTS

Q1 FY 24 Consolidated

- An exclusive single specialty hospital for Gastro Sciences went operational at Vishakhapatnam, Andhra Pradesh.
- We launched KIMS Cuddles (Mother & Child brand) at Nagpur and Vishakhapatnam.
- There was consistent growth on all operational parameters: ARPP, ARPOB, IP volumes and OP volumes on QoQ as well as YoY basis. Details in the table below.

Particulars	FY24 Q1 Results				
	Q1 FY24	Q4 FY23	Q1 FY23	QoQ	YoY
IP Volumes	46,205	45,056	39,673	2.6%	16.5%
OP Volumes	3,82,387	3,80,850	3,24,797	0.4%	17.7%
ARPOB (Rs)	31,697	30,573	30,192	3.7%	5.0%
ARPP(Rs)	1,31,363	1,27,916	1,25,141	2.7%	5.0%

PROJECT STATUS

- KIMS Sunshine Secunderabad Hospital is expected to be completely shifted to a new state-of-the-art facility by Q2 FY 24.
- Nashik (Greenfield project) and Bangalore (Semi Brownfield) are progressing well and are expected to be operational as per schedule.
- Visakhapatnam single speciality (Gastro Sciences) unit is fully operational.
- Thane project's legal documentation work is in progress and expected to be completed by September'23. The hospital is expected to be operational by Q2 FY 25.
- On the digital side, SAP has been successfully implemented and gone live at a few of our units and is expected to be fully implemented across all units by the end of FY 24.

DIGITAL INITIATIVES

During the last quarter, KIMS continued its digitization journey with a goal of having 100% paperless business process in all its operational, clinical and finance verticals.

As part of this journey, last quarter we have either initiated or delivered the following programs:

- Delivered OT Module – In Beta testing at Anantapur
- Patient Self Service Portal (MetaHOS) is now live in
- QMS and FC enhancements delivered
- Nursing Dashboard Enhancements delivered
- Delivered Patient Kiosk (KIMS Swagath)
- Delivered IP Patient Service Portal (KIMS Suvidha)

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 2023 – Jun 2023:

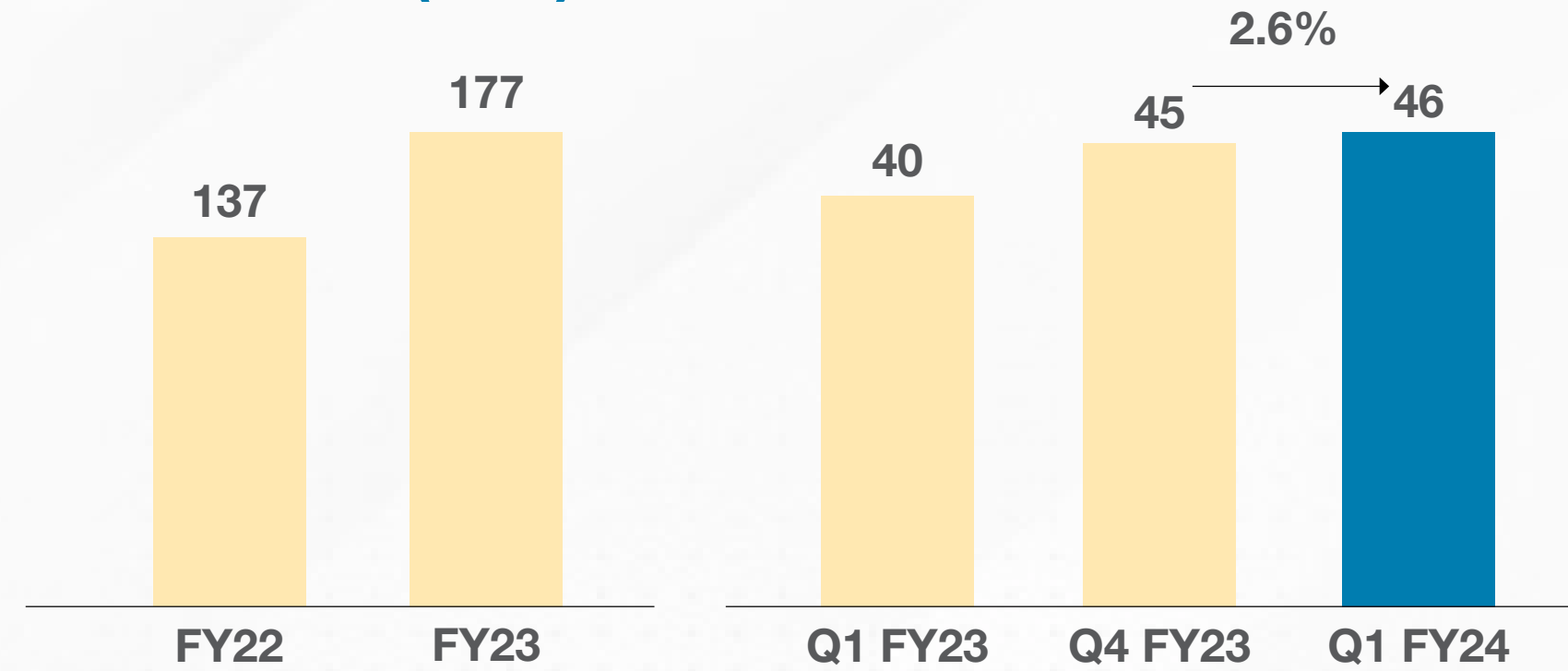
- 17.8% of total energy consumption saved
- INR 68.47 lakhs of total energy cost saving achieved
- 498 tonnes CO2 saved

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

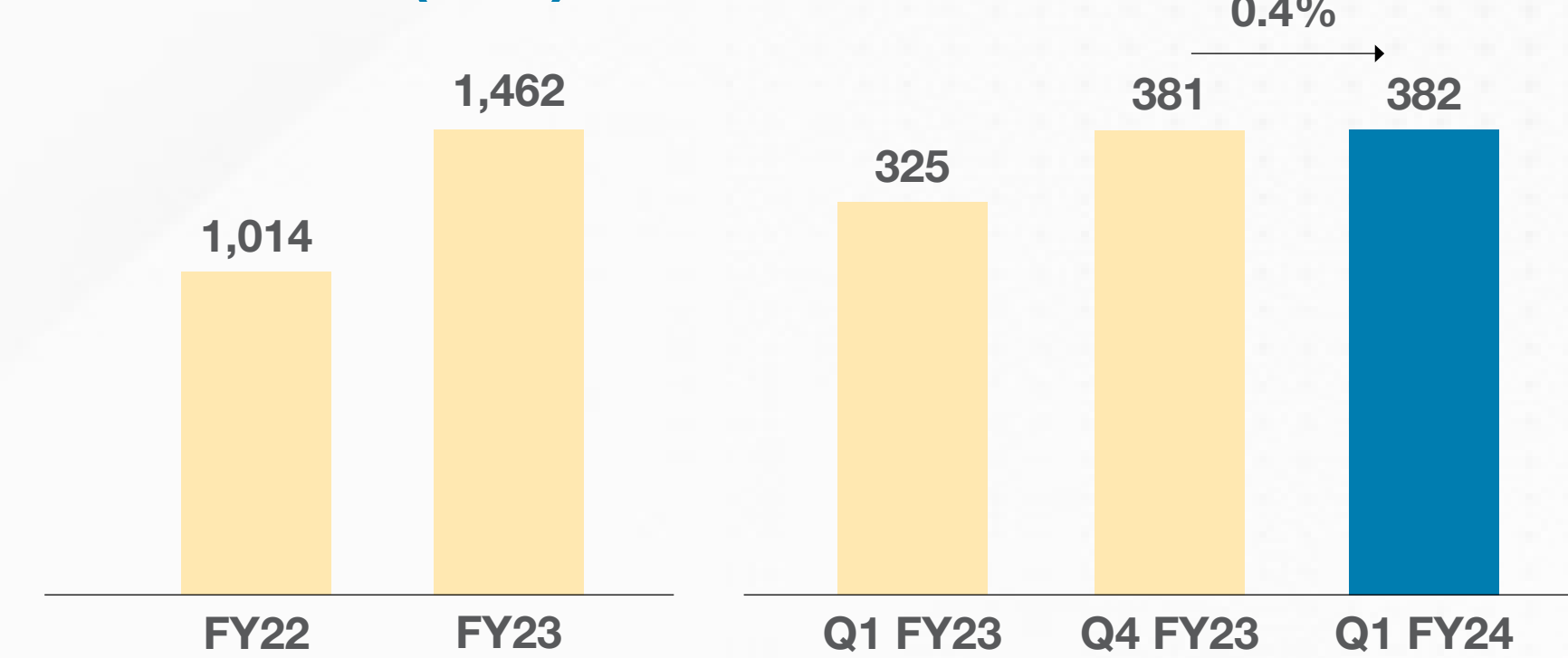
- 8,820 households getting electricity
- 20.14 Lakhs Kms less driven
- 20,438 trees planted

Group Operating Performance - 1/3

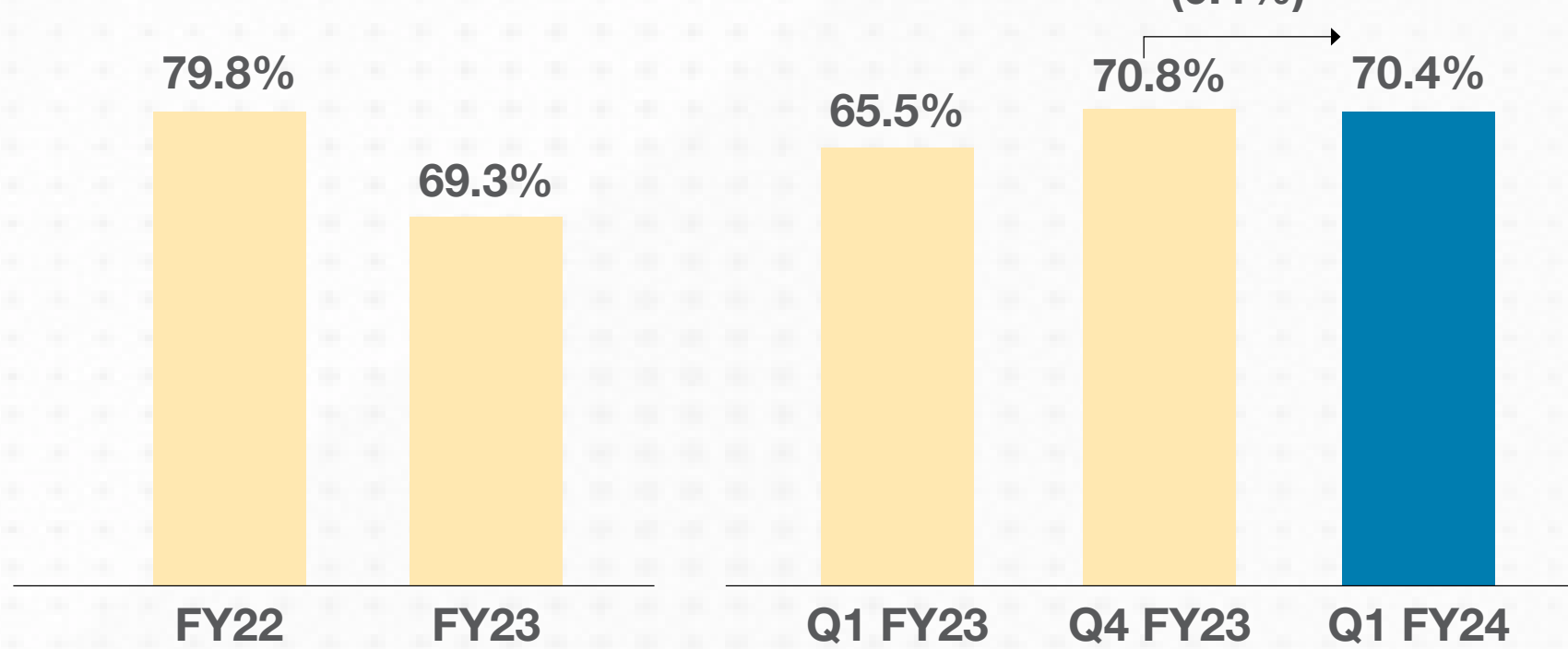
IP VOLUME ('000)



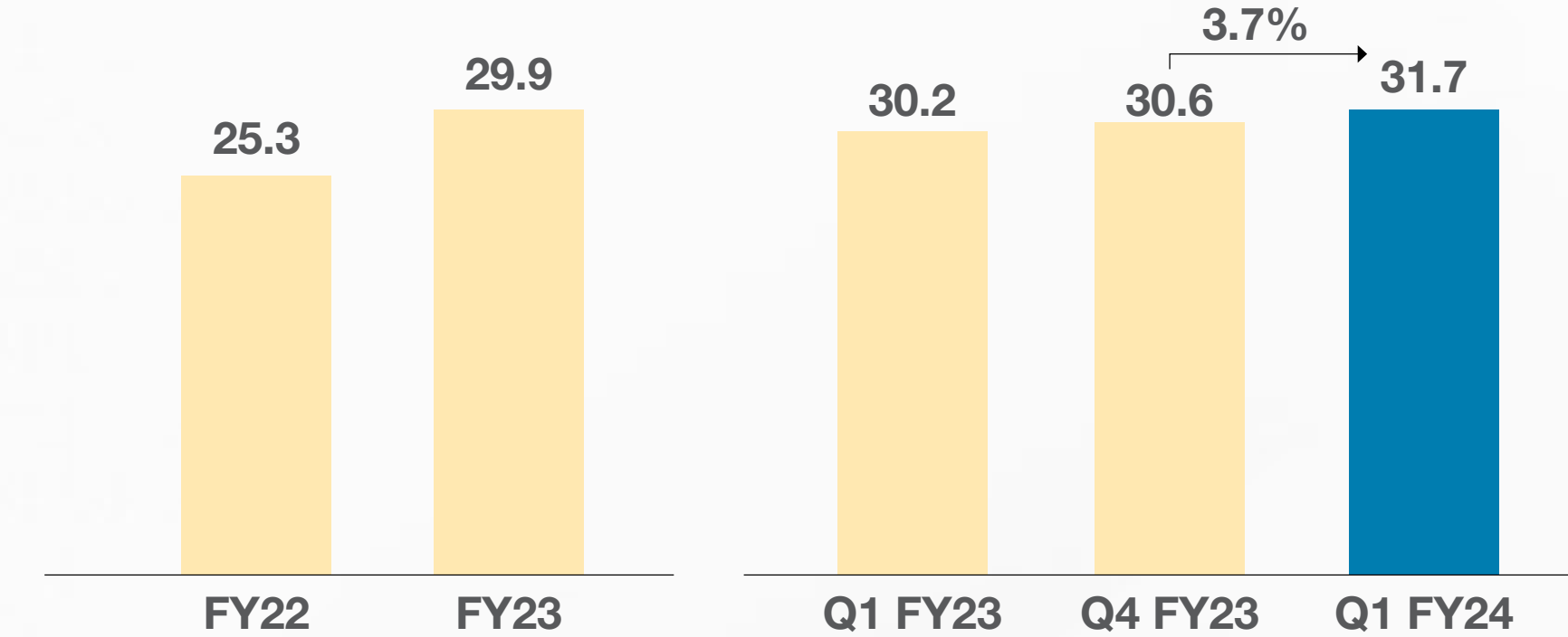
OP VOLUME ('000)



OCCUPANCY*



ARPOB ('000)

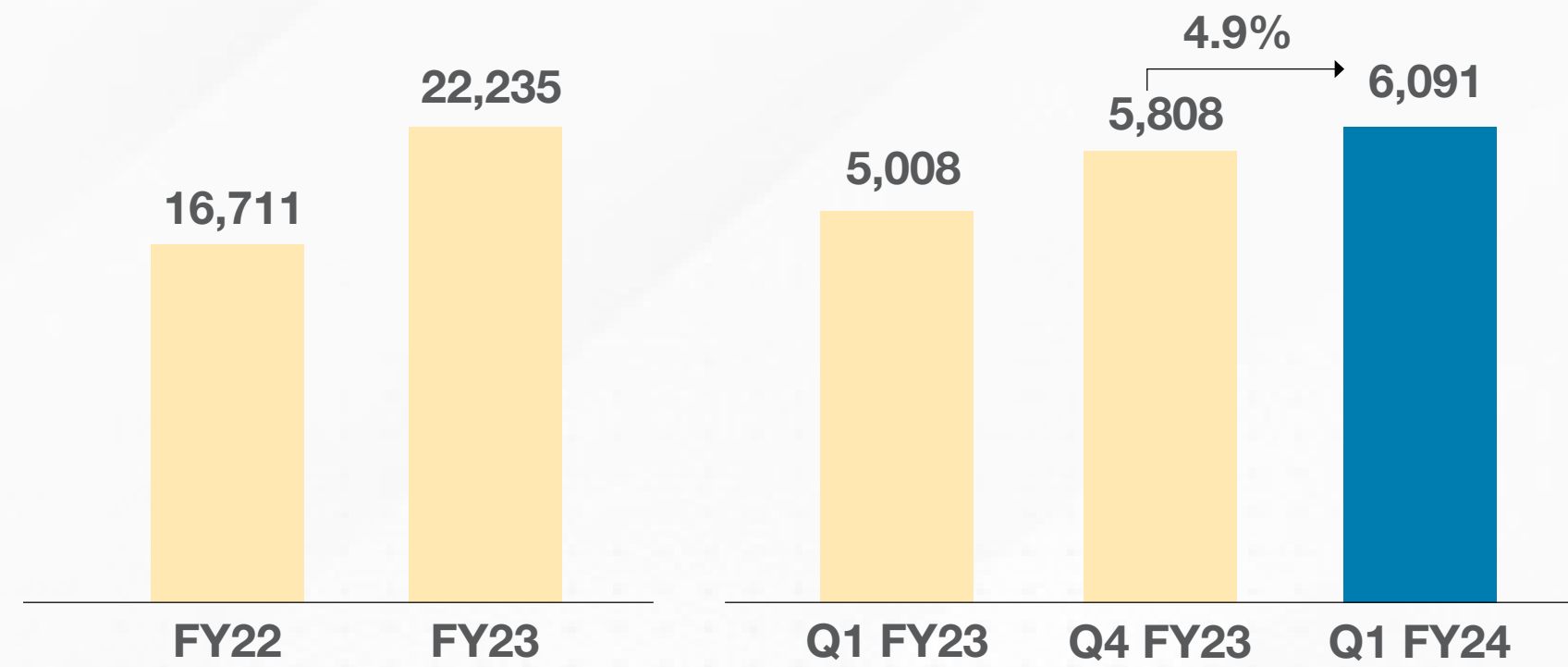


*Occupancy % based on operational Census Beds

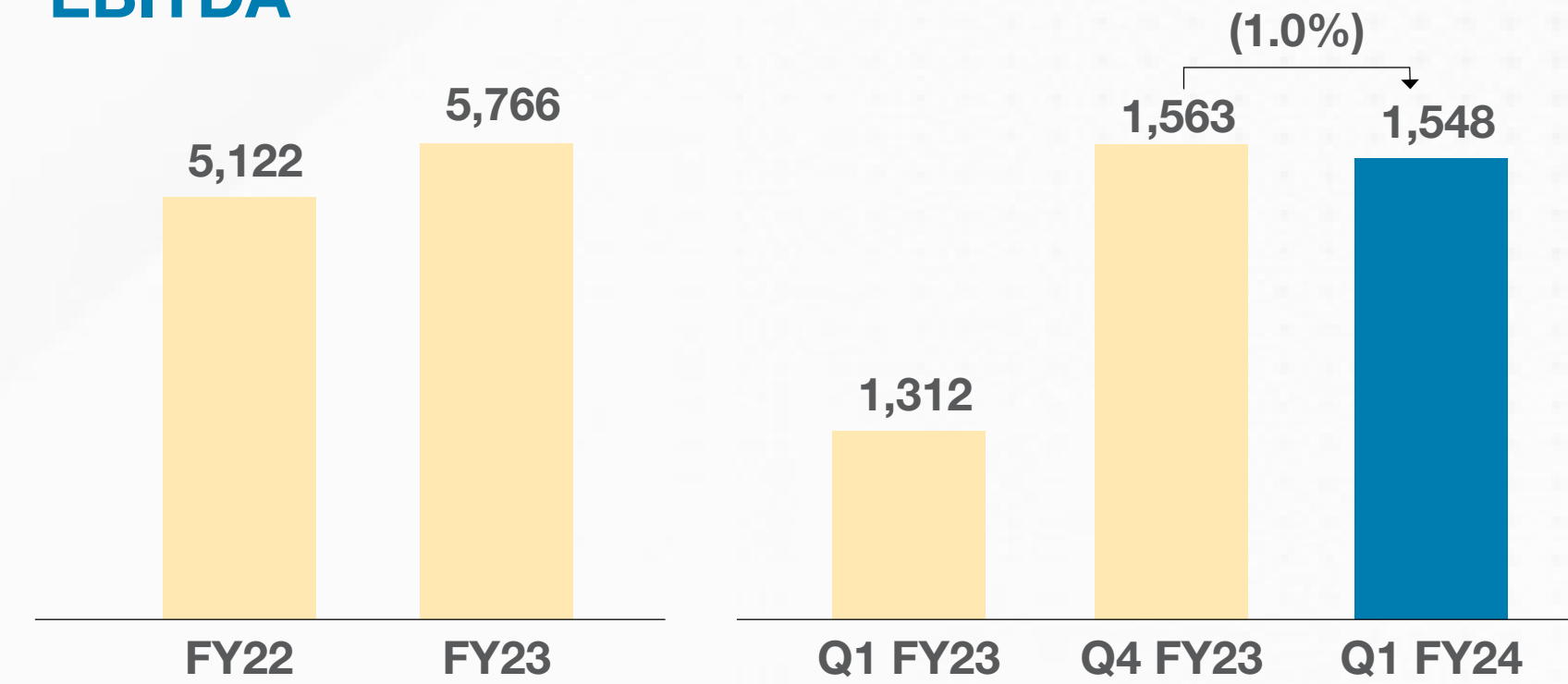
Group Operating Performance - 2/3

(Rupees in Millions)

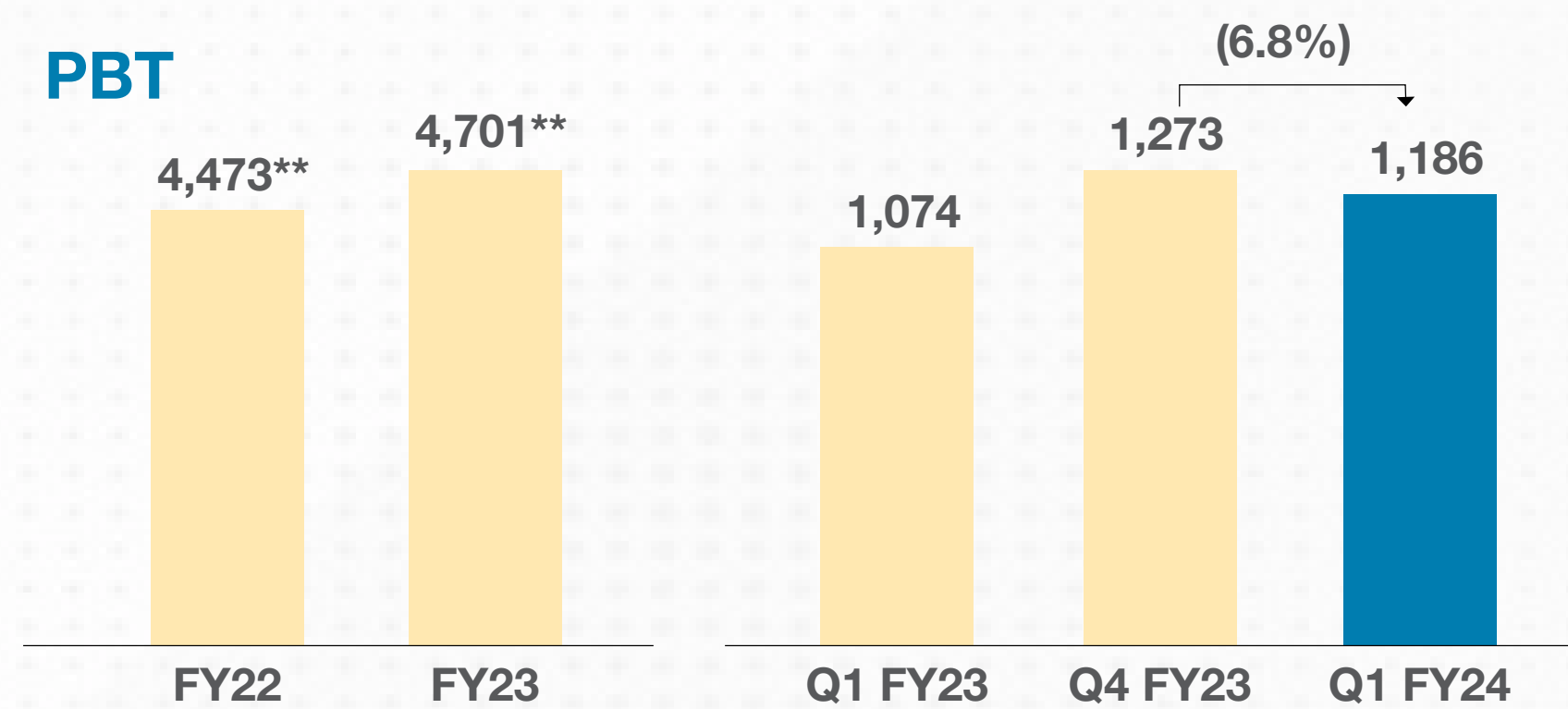
TOTAL REVENUE



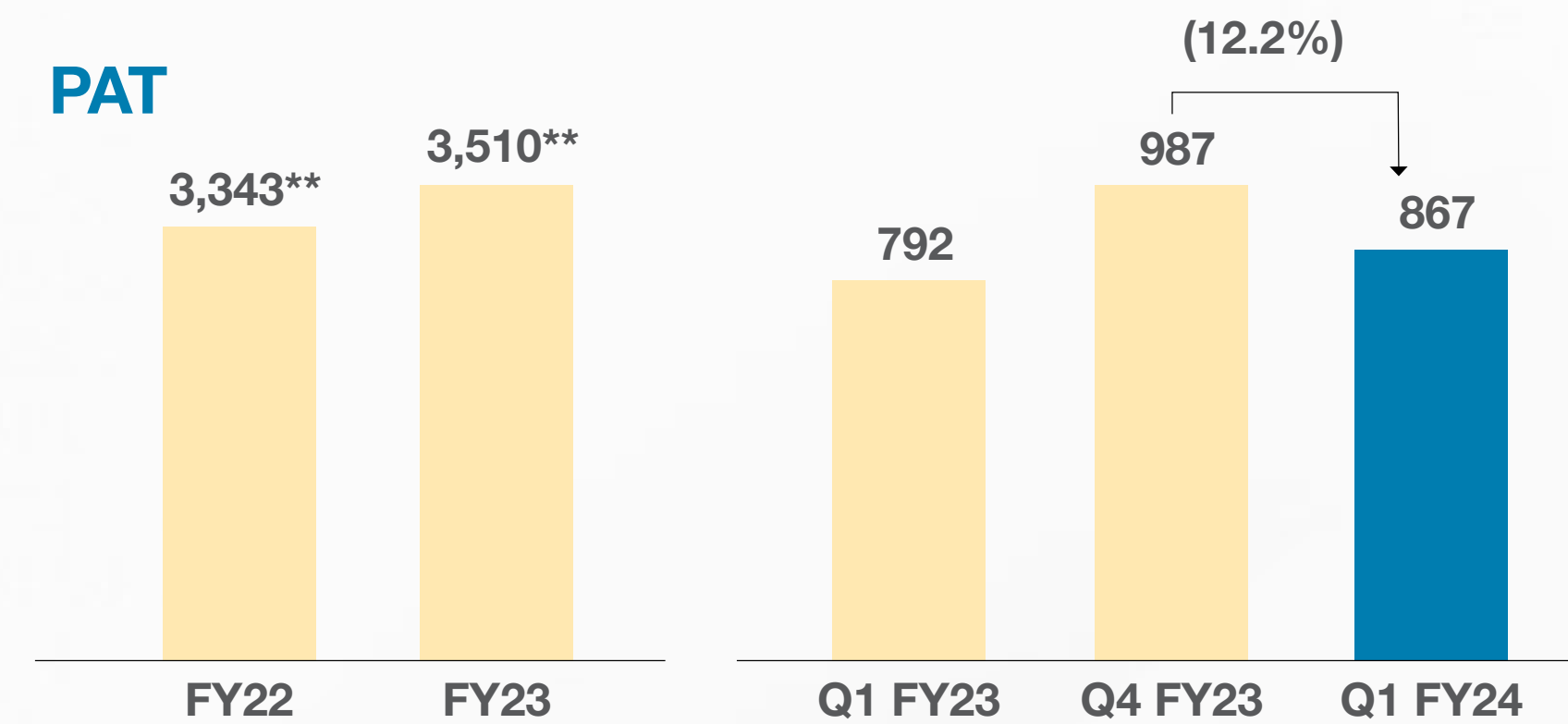
EBITDA*



PBT



PAT



*EBITDA before IND AS and other income

**PBT and PAT are excluding items of:

- 1) Associates share of profit of Rs. 95.1 Mn in FY22
- 2) Fair value gain on aquisition of control of Rs. 148.3 Mn in FY23

Group Operating Performance - 3/3

Particulars	FY22	FY23	Q1 FY23	Q4 FY23	Q1 FY24
Bed Capacity	3,064	3,940	3,666	3,940	3,975
Operational Beds	2,590	3,468	3,222	3,468	3,503
Census Beds	2,246	2,960	2,760	2,960	2,989
Non Census Beds	344	508	462	508	514
Occupied Beds	1,793	2,071	1,807	2,095	2,104
Occupancy	79.8%	69.3%	65.5%	70.8%	70.4%
IP volume	1,36,731	1,77,181	39,673	45,056	46,205
OP volume	10,13,759	14,62,439	3,24,797	3,80,850	3,82,387
ARPOB (Rs.)	25,323	29,946	30,192	30,573	31,697
ARPP (Rs.)	1,21,232	1,24,187	1,25,141	1,27,916	1,31,363
ALOS	4.8	4.1	4.1	4.2	4.1
Total Revenue (Rs. in Mn)	16,711	22,235	5,008	5,808	6,091
EBITDA* (Rs. in Mn)	5,122	5,766	1,312	1,563	1,548
EBITDA % to Total revenue	30.7%	25.9%	26.2%	26.9%	25.4%
PBT (Rs. in Mn)	4,473**	4,701**	1,074	1,273	1,186
PAT (Rs. in Mn)	3,343**	3,510**	792	987	867

*EBITDA before IND AS and other income

**PBT and PAT are excluding items of:

- 1) Associates share of profit of Rs. 95.1 Mn in FY22
- 2) Fair value gain on aquisition of control of Rs. 148.3 Mn in FY23
- 3) Occupancy % based on operational Census Beds

Comparison of Telangana and Andhra Pradesh Hospitals - 1/2

Particulars	Telangana (KIMS)					Andhra Pradesh (KIMS)				
	FY22	FY23	Q1 FY23	Q4 FY23	Q1 FY24	FY22	FY23	Q1 FY23	Q4 FY23	Q1 FY24
Bed Capacity	1,200	1,200	1,200	1,200	1,200	1,864	1,879	1,864	1,879	1,914
Operational Beds	1,035	1,085	1,065	1,085	1,085	1,555	1,606	1,555	1,606	1,641
Census Beds	856	906	886	906	906	1,390	1,441	1,390	1,441	1,470
Non Census Beds	179	179	179	179	179	165	165	165	165	171
Occupied Beds	642	644	656	639	644	1,151	1,107	959	1,167	1,155
Occupancy	75.0%	71.5%	74.1%	70.5%	71.0%	82.8%	77.5%	69.0%	81.0%	78.5%
IP volume	53,567	59,077	14,001	14,592	15,071	83,164	88,092	20,115	22,510	22,720
OP volume	4,35,663	5,60,936	1,29,229	1,45,644	1,42,270	5,78,096	6,30,178	1,45,906	1,56,396	1,59,096
ARPOB (Rs.)	46,745	46,601	42,581	49,838	49,127	13,376	14,687	15,227	14,728	15,747
ARPP (Rs.)	2,04,519	1,85,540	1,81,687	1,96,382	1,90,930	67,585	67,339	66,078	68,701	72,823
ALOS	4.4	4.0	4.3	3.9	3.9	5.1	4.6	4.3	4.7	4.6
Total Revenue (Rs. in Mn)	11,066	11,095	2,562	2,891	2,892	5,645	5,952	1,336	1,549	1,658
EBITDA* (Rs. in Mn)	3,987	3,483	790	1,016	884	1,230	1,425	329	342	372
EBITDA % to Total revenue	36%	31%	31%	35%	31%	22%	24%	25%	22%	22%

*EBITDA before IND AS and other income

Intercompany eliminations and dormant units are adjusted in Telangana

1) Telangana - Secunderabad and Kondapur

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

Comparison of Sunshine, Nagpur & Group - 2/2

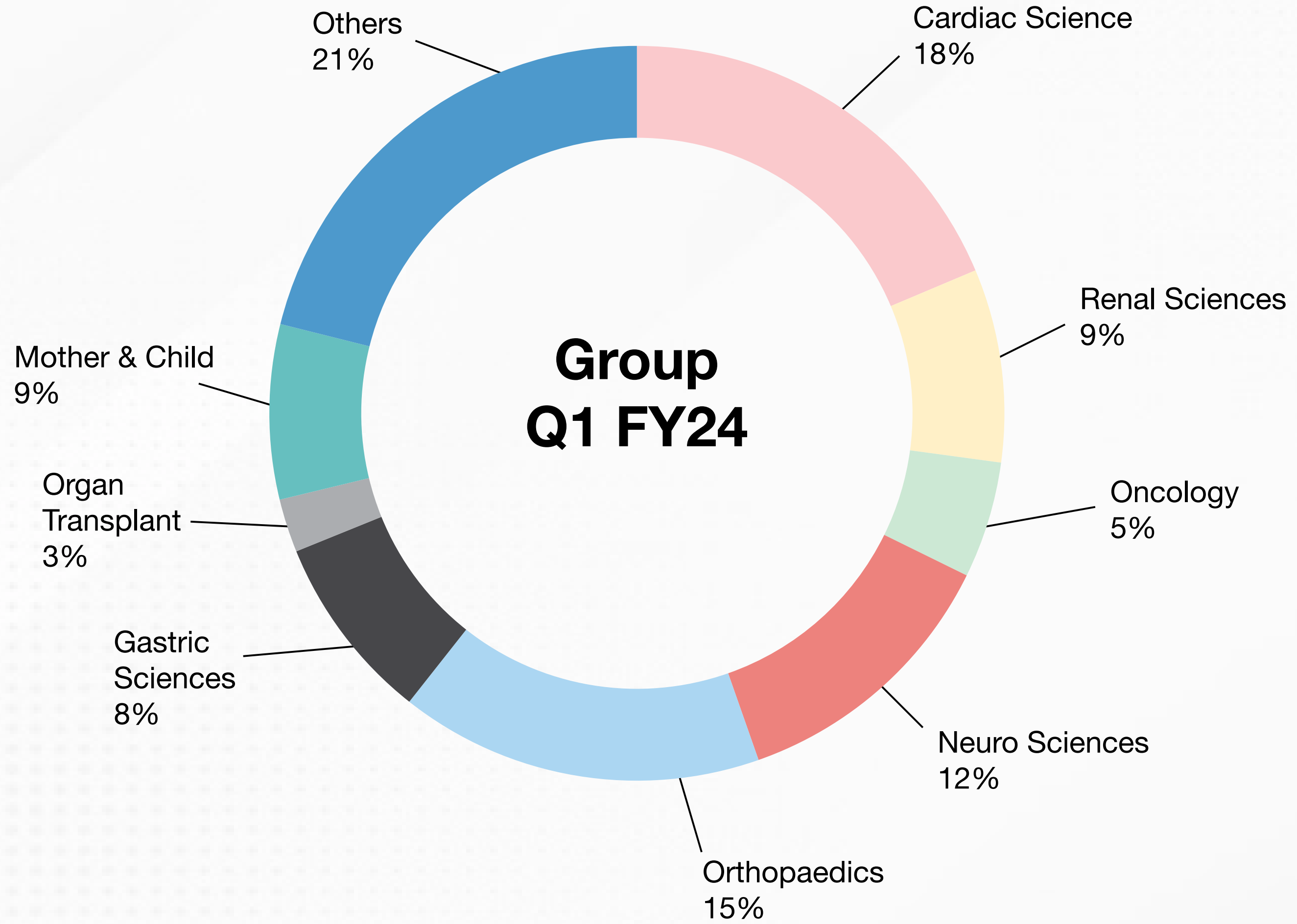
Particulars	Sunshine				Nagpur			Group				
	FY23	Q1 FY23	Q4 FY23	Q1 FY24	FY23**	Q4 FY23	Q1 FY24	FY22	FY23	Q1 FY23	Q4 FY23	Q1 FY24
Bed Capacity	527	602	527	527	334	334	334	3,064	3,940	3,666	3,940	3,975
Operational Beds	527	602	527	527	250	250	250	2,590	3,468	3,222	3,468	3,503
Census Beds	418	484	418	418	195	195	195	2,246	2,960	2,760	2,960	2,989
Non Census Beds	109	118	109	109	55	55	55	344	508	462	508	514
Occupied Beds	182	191	165	184	137	124	122	1,793	2,071	1,807	2,095	2,104
Occupancy	39.5%	39.5%	39.6%	43.9%	70.4%	63.4%	62.7%	79.8%	69.3%	65.5%	70.8%	70.4%
IP volume	20,788	5,557	4,600	5,192	9,224	3,354	3,222	1,36,731	1,77,181	39,673	45,056	46,205
OP volume	2,05,697	49,662	49,845	50,083	65,628	28,965	30,938	10,13,759	14,62,439	3,24,797	3,80,850	3,82,387
ARPOB (Rs.)	63,844	62,706	67,362	68,584	29,597	31,309	35,148	25,323	29,946	30,192	30,573	31,697
ARPP (Rs.)	2,04,371	1,96,464	2,18,081	2,20,812	93,448	1,03,792	1,21,388	1,21,232	1,24,187	1,25,141	1,27,916	1,31,363
ALOS	3.2	3.1	3.2	3.2	3.2	3.3	3.5	4.8	4.1	4.1	4.2	4.1
Total Revenue (Rs. in Mn)	4,304	1,110	1,000	1,148	884	368	392	16,711	22,235	5,008	5,808	6,091
EBITDA* (Rs. in Mn)	815	194	190	266	44	15	25	5,218	5,766	1,312	1,563	1,548
EBITDA % to Total Revenue	19%	17%	19%	23%	5%	4%	6%	31%	26%	26%	27%	25%

*EBITDA before IND AS and other income

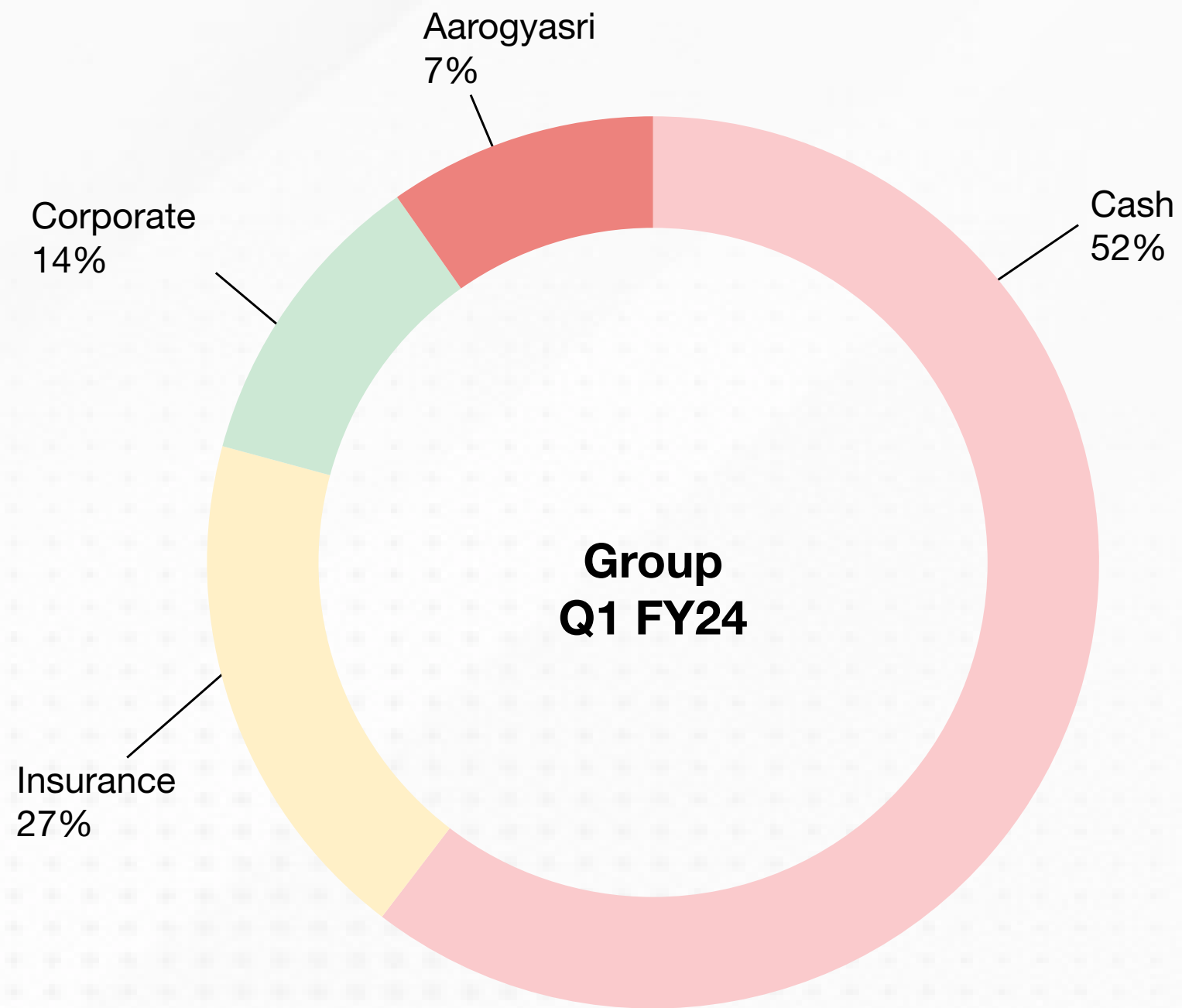
1) Sunshine - All 3 units (Karimnagar Unit sold in November 22)

2) **Nagpur - Started operations from September 2022

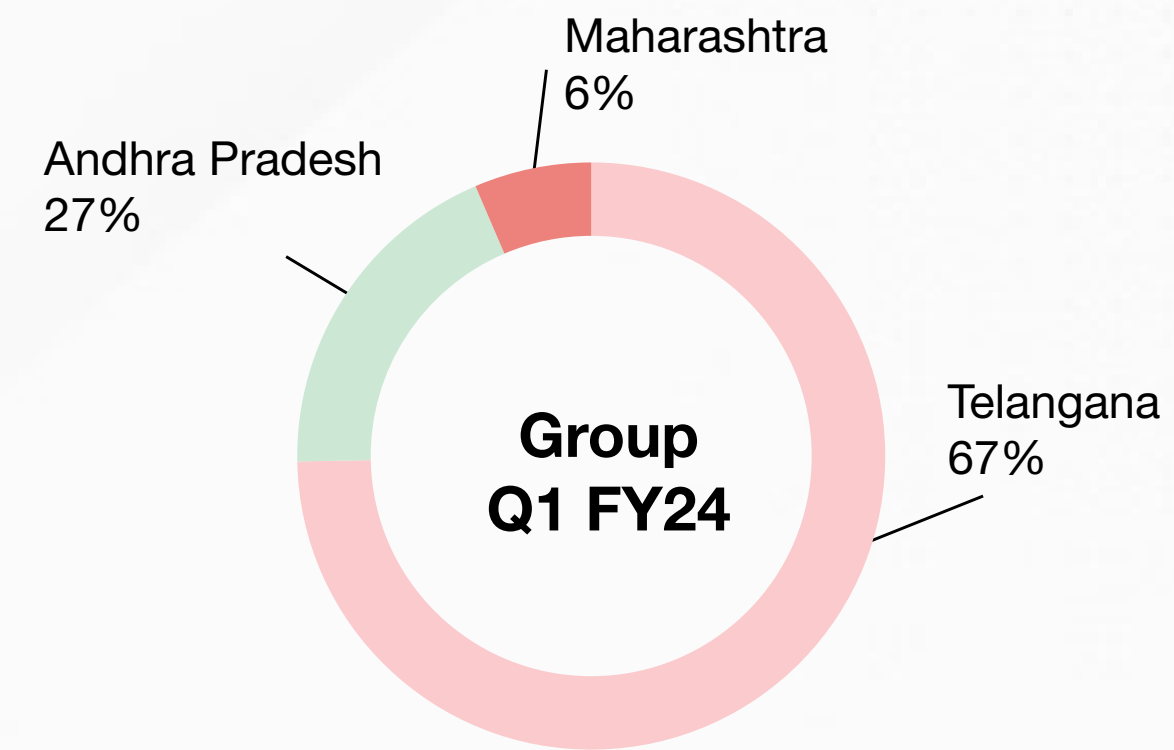
Speciality Mix



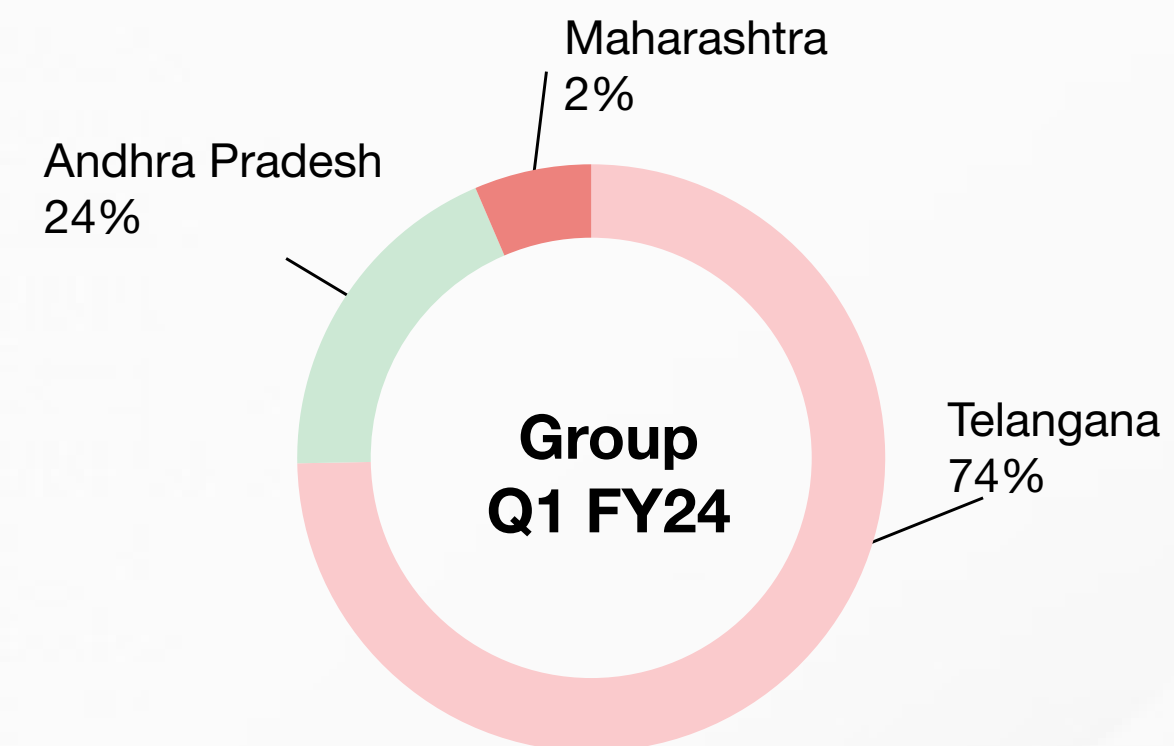
PAYOR MIX



CLUSTER TOTAL REVENUE



CLUSTER EBITDA*



*EBITDA before IND AS and other income

1) Telangana - Secunderabad, Kondapur & Sunshine 2 hospitals

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

3) Maharashtra - Nagpur

Key Achievements in Q1 FY24



KIMS Icon doctors with the patient in Visakhapatnam on Friday

Doctors perform double organ transplant successfully

HANS NEWS SERVICE
VISAKHAPATNAM

The patient was struggling due to liver cancer and cirrhosis secondary to hepatitis C virus and chronic kidney disease

A rare surgery completed successfully at KIMS Icon hospital in Visakhapatnam.

A team of doctors from the hospital performed a kidney and liver transplant the same day and provided relief to the patient. The doctors gave a fresh lease of life to a 50-year-old male patient belonging to Amalapuram. The patient was struggling due to liver cancer and cirrhosis secondary to hepatitis C virus and chronic kidney disease.

Explaining the case, KIMS Icon hospital medical gastro-

enterologist Dr Chalapati Rao Achanta and nephrologist Dr RK Mahesh said the hospital's medical panel felt that the only way to save the patient was by way of double organ transplantation.

The rare surgery was done on April 22 in the hospital. The expert team that performed these surgeries comprised liver transplant surgeons Ravichand Siddachari and Sachin Daga, Muralidhar Nambada, Ravi Chandra Reddy, kidney transplant

surgeons Umamaheswara Rao and Murali Krishna Padhyla, among others.

Following the successful surgeries, the patient recovered and was discharged 10 days after the operation, they added. Hospital Managing Director Dr Satish Kumar Pethakamsetty said with the availability of the state-of-the-art equipment and dedicated team at the hospital, organ transplant surgeries have been frequently performed at the hospital.

A woman gets a very rare tumor, Tumor obstructs urinary tract

DECCAN NEWS SERVICE
HYDERABAD

K. Jayamma, a 44-year-old woman, who belongs to Puttayapalli village of Badwel Mandal in YSR district has got a very rare tumor. As the place of the tumor was near the urinary tract, she has some problems with urination and consulted some doctors. They sent her to KIMS hospital in Kurnool. Dr. Manoj Kumar, the consultant urologist, who tested and treated her explains the details. "Inflammatory pseudotumor (IPT) is a non-cancerous tumor. This occurs rarely. Generally, it occurs in smokers or people who are exposed to any chemicals. But we are not able to say exactly



Jayamma came to us saying that she was experiencing severe pain in the urinary bladder. Knowing that she had a tumor, we first removed a small piece and sent it for a biopsy. In that test, it was found that it was benign, i.e. non cancerous. The result was the same in the repeated test too. So we decided to remove

it. However, before the surgery could be performed, the tumor first slipped down and blocked the urethra. She stopped urinating. As soon as she came back to us, we took up immediate surgery and removed the tumor, which was about five to six centimeters in size. When the removed tumor was sent for testing, it was

inflammatory pseudotumor (IPT). It is very rare in medical history. There are only about 100 cases worldwide to date. Such a case came to Kurnool KIMS Hospital from Badvelu in the YSR district. We have successfully removed the tumor and relieved her," Dr. Manoj Kumar said.

Complex pancreatic cancer surgery performed laparoscopically, KIMS hospital Kondapur doctors achieve rare feat

DECCAN NEWS SERVICE
HYDERABAD

Cancer surgeries especially pancreatic and liver cancers are too complex and technically challenging. So, most of the surgeries are done by open procedures with large open wounds. But with the advent of technology and combined with skills these procedures can be performed laparoscopically too. A cancer patient from Khammam district was relieved by KIMS Kondapur doctors by performing laparoscopic surgery. Senior consultant surgical

complaints of jaundice and weight loss. At last, he came to KIMS hospital Kondapur. He was tested for his problems, and diagnosed as having pancreatic cancer. He was done a laparoscopic surgery known as the Whipple's procedure. The incision is very small in comparison with the open procedure in laparoscopic surgeries. So, wound healing will be faster. Less pain and fast recovery are the additional advantages. So, we have chosen this method for brighter chances of successful surgery. The surgery took 6



hours. The patient recovered bladder, and the bile duct. This procedure is used to treat tumors and other disorders of the pancreas, duodenum, and bile duct. Due to its technical complexity, and skill required, the

Whipple's procedure is rare. Patients' recovery to normalcy, less pain, and almost no complications post-surgery are the advantages of this method. Especially, cancer patients need to go for treatment like chemotherapy, post-surgery, as

Neonate undergoes complex heart surgery within 39 hours of birth at KIM's cuddles hospital

(Standard Post Bureau)
Visakhapatnam, April 7 : A neonate underwent a successful complex cardiac surgery, that too within just 30 hours of birth at the KIMS Cuddles Hospitals here.

A doctor's team led by Dr. Anil Kumar Dharmapuram, Chief Pediatric Cardiac surgeon achieved this rare feat, first time in the history of Visakhapatnam, the Hospitals said in a release here on Friday.

In a release here on Friday, Dr. Anil Kumar said "This neonate was born to a young couple with a congenital complex cardiac condition called Obstructed Total Anomalous Pulmonary Venous Connection (TAPVC). Because of the problem, the baby



A 9-year-old boy gets the rarest NORSE disease, Kurnool KIMS doctors treat successfully

DECCAN NEWS SERVICE
HYDERABAD

DECCAN NEWS SERVICE KURNOOL A boy, who was suffering from the rarest NORSE disease was treated on time successfully by the doctors at KIMS hospital, Kurnool. Paediatric Neurologist Dr. Swetha Rampally, Paediatric critical care doctors Dr. Naveen Reddy, Dr. Vasu, and Dr. Ravikiran attended to the boy on time and saved his life. The problem is not known not only to the common public but also to the medical fraternity has to be treated correctly. Otherwise, it could be fatal. Dr. Swetha Rampally, consultant Paediatric Neurologist explained the case details. Deepak is a 9-year-old previously well child, studying 4th class. He is a resident of Adoni, Kurnool district. He was brought to KIMS hospital, Kurnool in March 2023, with 4 episodes of seizures, with one day of

atrial critical care team & pediatric neurology team took responsibility. He was started on neuroprotection and antibiotics for suspected meningitis (brain infection). However, the tests (CSF & MRI brain) for meningitis were not suggestive of it. He continued to have multiple frequent seizures for which he was put on anti-seizure medications and medically induced coma to control the seizures. We suspected it could be NORSE (New-Onset Refractory Status Epilepticus) based on EEG pattern and clinical observation. He was started on immunotherapy for the NORSE. Regular EEG monitoring helped in detecting and controlling even brief seizures. He responded to the treatment gradually, and we achieved seizure control after 2 weeks of admission. Meticulous infection control was challenging and was well taken care of by the critical care team. Ex-



Adequate and timely communication with the family remained fundamental to our management protocol. We explained to them why some tests were done, why some treatments were prescribed, and what future lay ahead of the child to provide clarity into this rare disorder with

abruptly in previously healthy people mostly in children and young adults. Awareness of this rare disease within the general public is minimal and is limited even in the medical community currently. A clear cause generally remains unknown. It has an unpredictable clinical course, requiring pro-

altering neurological consequences, drug-resistant epilepsy, or death. Almost all survivors need multiple anti-seizure medications and they need to be followed up by regular pediatric neurology check-ups for better outcomes. Early recognition and early initiation of appropriate treatment

Key Achievements in Q1 FY24

KIMS doctors successfully performed a complicated surgery

DECCAN NEWS SERVICE
KURNOOL



The pancreas is the most important organ in our body. If there is any minor problem in it, that should be identified and corrected immediately. However, a railway employee underwent five surgeries at different hospitals instead of identifying the real problem. The patient finally came to KIMS Hospital in Kurnool. Consultant surgical gastroenterologist Dr. Sura Janakiram identified the real problem and performed two minor surgeries to cure the whole thing. Dr. Janakiram explained the various problems faced by the patient and the details of the treatments provided to him. A 43-year-old railway employee from Kadapa, K.V. Sridhar Kumar had stones in the gall bladder. At a time when Corona was very serious across the country, he was in severe pain and underwent surgery at a hospital in Anantapur. Three-quarters of the gall bladder was removed there. After some time, he complained of pain again and this time he went to a big hospital in Hyderabad. There, they said that the gall bladder has not been completely removed and there are stones in it, and it should be removed. However, the CBD pipe used to protect the liver should not be disturbed. To save it, a stent was placed. After a month, he underwent surgery. But at the time of the surgery, the problem of the pancreas was not detected. Two months later, Sridhar Kumar again went to Hyderabad due to fever, abdominal pain, and lack of appetite. He then underwent a CT scan, and MRI, and doctors said it could

be Cancer. It was suspected that it could be Liver TB or Liver Cancer. Then, a Liver Biopsy was done, and doctors told him that it is Liver TB, not Cancer. So they started using TB medicines. If you use TB medicines, you will immediately increase your appetite and increase your weight. But here in this case, the patient has lost weight and is not hungry either. This time, he went to a hospital in Kurnool. They said that there was puss in the stomach and that it should be cleaned. Immediately after cleaning, his appetite improved. But, the puss formed again after two weeks. Then, a pipe was inserted to drain the puss. After suffering for almost seven months with the pipe, and cleaning the puss, the patient finally came to KIMS Hospital in Kurnool. A CT scan was done here and it was found that the pipe was in the large intestine. After Colonoscopy, it appeared that there was a hole in the large intestine. In an in-depth study of the entire case, we found that there was a problem called pancreatitis. It is not either Cancer or TB that Sridhar Kumar has. We found that the infection from the pancreas spread to the surroundings, and it caused a hole in the large intestine. Some secretions were coming out of the

hole. After identifying this problem, we first performed the necessary surgery to fill the hole in the intestine. As part of that, the small intestine had to be brought out (Stoma). Three months later, we performed another small surgery, closed it, and put it in place. There is no other problem except the ERCP in this case. But with all kinds of unnecessary surgeries, whole life has turned turtle. Whatever the case may be, the problem has to be identified, properly diagnosed, and timely surgery has to be done. Diagnosis is most important, and the patient should be treated accordingly. Sridhar Kumar had five surgeries before coming to us. But he didn't get any relief. Furthermore, he suffered a lot. We were able to treat him properly at KIMS Hospital in Kurnool and console him. Dr. Janakiram said, Suhagini, wife of Sridhar Kumar, said, "Since 2020, we have been struggling with various health issues and have been roaming around the big hospitals in Hyderabad. After coming to KIMS Hospital in Kurnool, we are happy that my husband had received proper treatment and he is in good health." She also thanked the management and staff of KIMS Hospital, Kurnool, especially Dr. Sura Janakiram.

LOKMAT TIMES • Anchor

Newborn overcomes rare CMV infection after undergoing treatment for 90 days

Early diagnosis and treatment key to survival

LOKMAT NEWS NETWORK
NAGPUR

A baby boy was delivered at KIMS Kingsway Hospital at seven months due to sudden onset of labour. He was then immediately shifted to neonatal intensive care unit (NICU), there was no requirement of respiratory support immediately after delivery (effect of a corticosteroid). The baby started having repeated apnea (condition in which baby forgets to breathe) at one month of age.



Parents of the newborn baby holding him at a city hospital.

This is not common, so investigations were done which revealed baby was having some infection for which antibiotics were started but there was no improvement and baby required ventilator support. Doctors took different sample to isolate any bacterial or fungal

organism in culture media but nothing came out positive. The boy's condition was gradually deteriorating. His blood pressure started falling and he then went in shock. Isolating rare microorganism in such patient is essential as blindly starting and continuing higher antibiotics for longer duration doesn't help. Urine sample was sent for cy-

tomegalovirus (CMV) test which came highly positive and baby was started on treatment for CMV. Baby responded well to the treatment and got weaned off ventilator support after seven days. He still needed injections for 14 days and then oral formulations for next 4 weeks. He underwent multiple episodes of ventilator days: lung infection, lung collapse,

transfusion related lung injury, feed intolerance, transient renal tubular acidosis, neonatal jaundice, low platelets but at the end doctors were to discharge him after 90 days of NICU stay. Dr Swapnil Bhisikar, neonatologist at KIMS-Kingsway hospital said, "Preterm babies can be either congenitally infected with CMV or they can acquire infection after birth. Screening of babies within 48 hour for CMV infection should be done as is done in western countries. Starting treatment with earliest sign and symptom help in prevention of a lot of morbidities." Acquired CMV in preterm babies can be prevented if necessary precautions are taken like giving leucodepleted blood or giving pasteurized and frozen milk to babies after thawing (autologous milk from milk bank). Timely diagnosis and treatment can save many undiagnosed preterm babies.

An 8-days-old baby gets a renal problem, Dialysis is done for 5 days in Kurnool KIMS Hospital

DECCAN NEWS SERVICE
KURNOOL



We see renal issues in adults only in usual cases. But, an 8-day-old baby has got renal issues. The baby was brought to KIMS hospital in Kurnool, where the doctors gave dialysis for 5 days with utmost care and saved the life. Neonatologists Dr. H.A. Naveed, Dr. Bharath Reddy, and Dr. N. Bharathi explained the details thereof. "An 8-days-old baby born to Shabbir Hussain and Abu Saleha hailing from Atmakur, Kurnool district, was referred to KIMS hospital,

Kurnool, with problems of reduced feed intake, and significant weight loss. The baby was admitted to the Neonatal Intensive Care unit. On assessment and blood investigations, it was noted that the baby had severe dehydration and was in

renal failure. The baby also developed seizures and was kept on Ventilator support. Full intensive care support was required to support the life of this baby. The Baby's creatinine was 16 mg/dl (Normal Value 0.2 - 0.9 mg/dl) and the

baby was not passing any urine. So after a discussion with Renal specialist Dr. Ananth, the baby was started on Peritoneal Dialysis. It went on for 5 days continuously. Baby's condition improved and his kidneys recovered gradually. The baby was taken off the ventilator and feeding was slowly increased. The baby was discharged after 21 days of NICU care. Baby has a normal neurological examination at the time of discharge and is taking Mother feeds. The treatment was provided to the baby completely free under YSR Aarogyasree Scheme.

'Awake bypass surgery' performed at city hosp

Patient was conscious through the procedure

LOKMAT NEWS NETWORK
NAGPUR



A team the doctors that performed first 'Awake bypass surgery' on a 72-year-old patient at KIMS-Kingsway Hospitals.

Contrary to the standard procedure of rendering a patient unconscious by administering general anaesthesia, doctors at KIMS-Kingsway Hospitals in the city did a heart bypass surgery with the patient awake and talking to them.

KIMS doctors treated the patient with bronchoscopy without any surgery

(Standard Post Bureau)

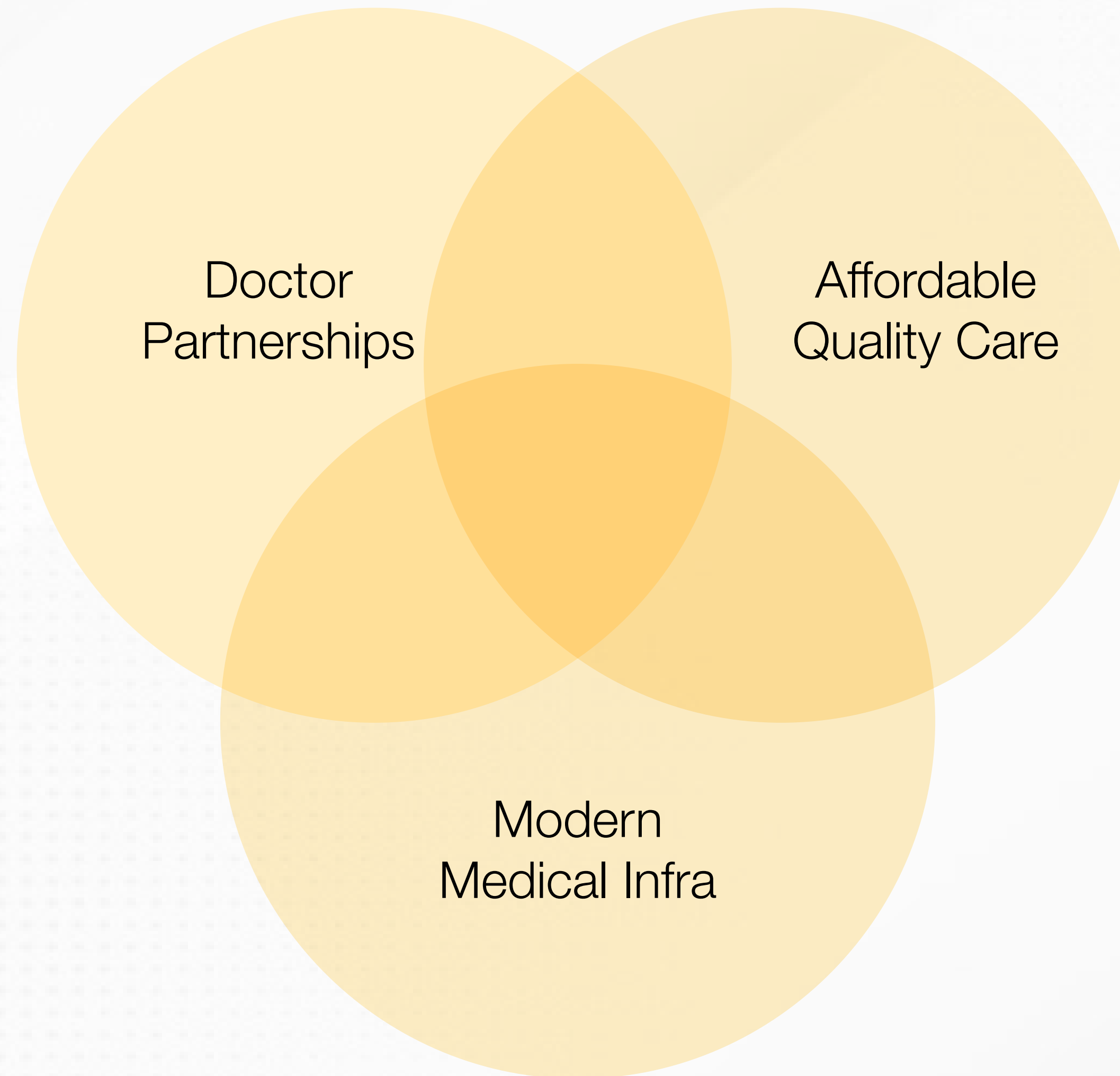
Hyderabad, April 16 : The air we breathe through the nose goes into the lungs through the respiratory tract. Even if there is any small rice grain in that respiratory tract, it will be a great difficulty and inconvenience. What would be the situation if a particle occupied almost the entire respiratory tract? A 58-year-old patient from Nizamabad, with no comorbidities, and no history of smoking suffered from severe cough, fatigue, and fever due to a massive tumor in the respiratory tract and came to KIMS Hospital in Hyderabad on a ventilator. KIMS doctors treated him by removing



pulmonologist at KIMS Hospital, gave details of the case. "The patient was rushed to a hospital in Nizamabad after he complained of severe fatigue and breathlessness. Though the doctors there

came here, the patient had a severe cough, fatigue, and fever. A bronchoscope shows that there is a large tumor in the respiratory tract. With a width of 1.8 centimeters and a length of 2.5 centimeters, it occupied almost 80-90% of the respiratory tract. Generally,

Key to our success



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

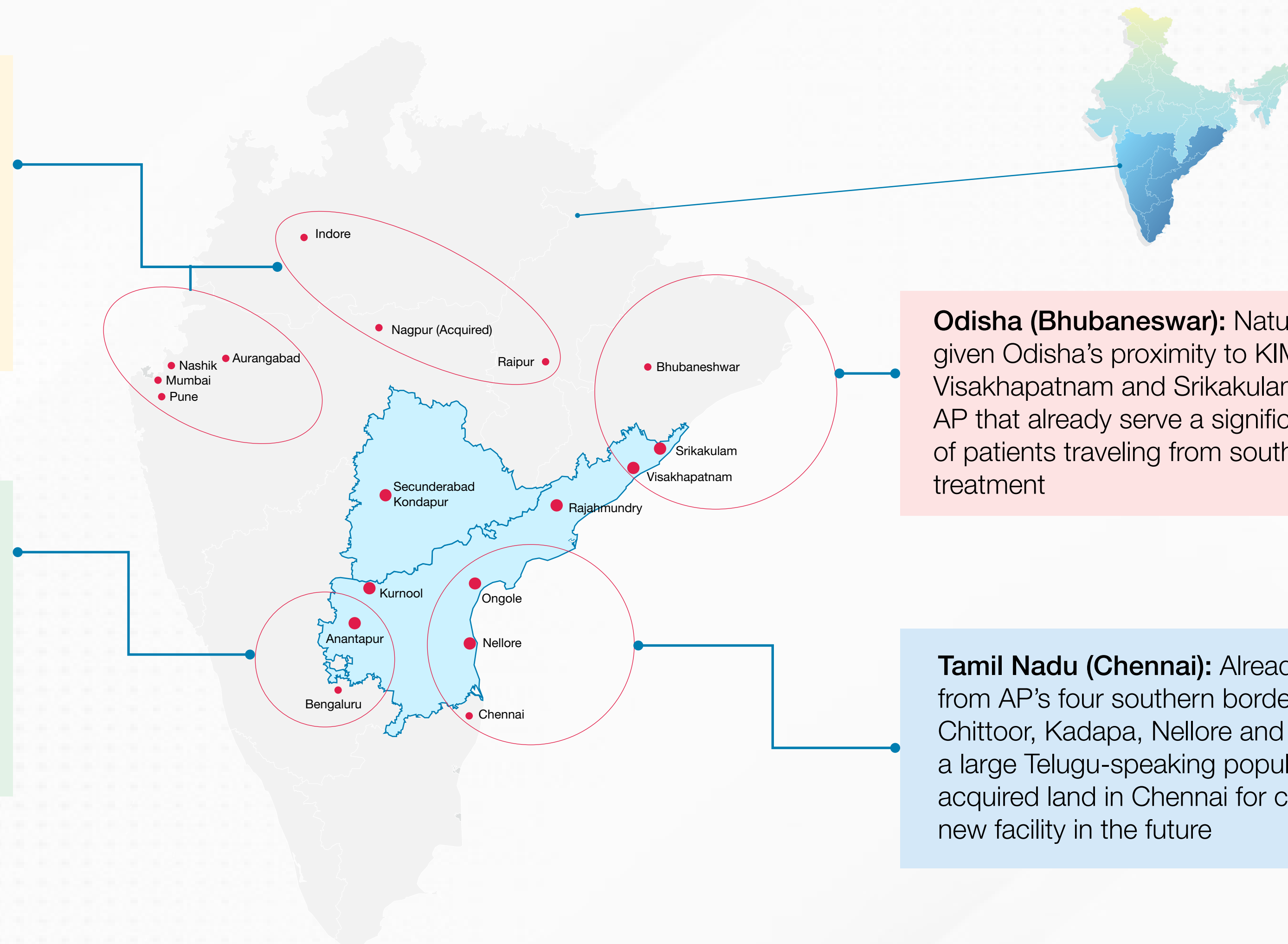
KIMS Plans to Grow into Markets that are Adjacent to the Current Core Markets of AP and Telangana

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

Tamil Nadu (Chennai): Already attracts patients from AP's four southern border districts of Chittoor, Kadapa, Nellore and Ongole and has a large Telugu-speaking population. KIMS has acquired land in Chennai for construction of a new facility in the future



Profit and Loss Statement

(Rupees in Millions)

Particulars	Consolidated							
	Q1 FY 24	Q4 FY 23	Q1 FY 23	QoQ(%)	YoY(%)	FY 23	FY 22	YoY(%)
Operating Revenue	6,060	5,759	4,955	5.2%	22.3%	21,977	16,508	33.1%
Other Income	31	49	53	-36.3%	-41.7%	259	203	27.7%
Total Revenue	6,091	5,808	5,008	4.9%	21.6%	22,235	16,711	33.1%
EBITDA*	1,548	1,563	1,312	-1.0%	17.9%	5,766	5,122	12.6%
EBITDA (%) on operating revenue	25.5%	27.1%	26.5%			26.2%	31.0%	
PBT	1,186	1,273	1,074	-6.8%	10.5%	4,701**	4,473**	5.1%
PBT (%) on total revenue	19.5%	21.9%	21.4%			21.1%	26.8%	
PAT	867	987	792	-12.2%	9.4%	3,510**	3,343**	5.0%
PAT (%) on total revenue	14.2%	17.0%	15.8%			15.8%	20.0%	
Basic EPS (Rs.)	10.1	11.7	8.7	-13.3%	15.5%	42.0	41.9	0.4%
Diluted EPS (Rs.)	10.1	11.7	8.7	-13.3%	15.5%	42.0	41.9	0.4%
IND AS	23.1	69.0	59.4			273.6	35.4	

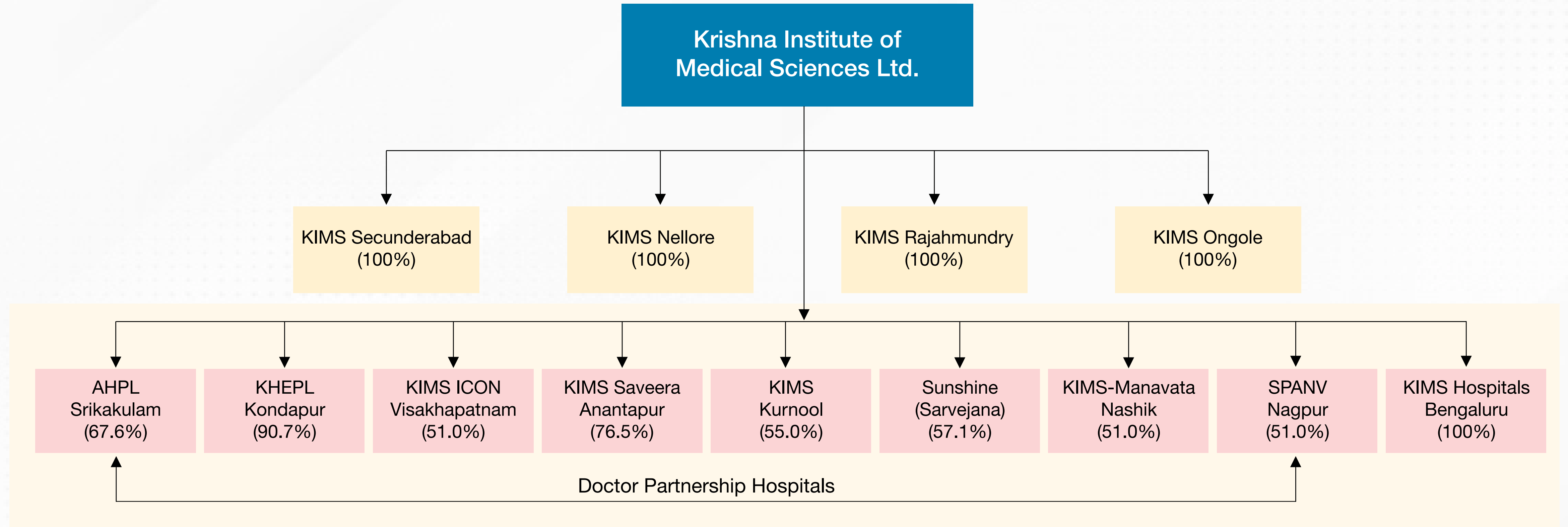
Minority share of EBITDA for Q1 FY24 stands at 12.4%

*EBITDA before IND AS and other income

**PBT and PAT are excluding items of:

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

2) Fair value gain on aquisition of control of Rs. 148.3 Mn in FY23



Thank You