

29th August, 2022

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: presentation on the acquisition of Kingsway Hospital, Nagpur – 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 presentation on the acquisition of Kingsway Hospital, Nagpur.

The same is also uploaded on the Company's website at: www.kimshospitals.com > **Stakeholder Relations > Disclosures under Regulation 62 of the SEBI (LODR) Regulations, 2015 > Intimation under Regulation 30.**

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



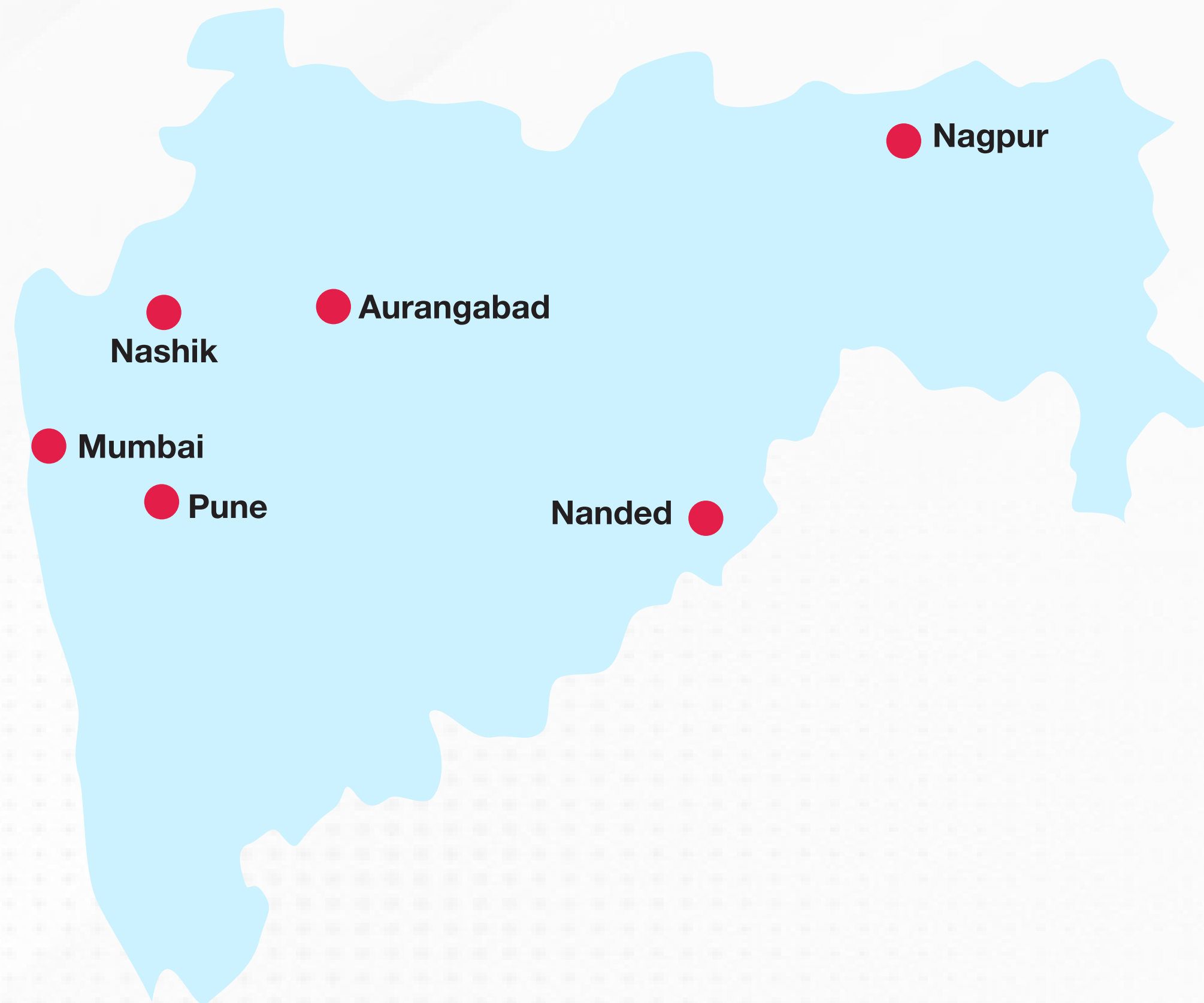
Krishna Institute of Medical Sciences Limited

Minister Road, Secunderabad - 500 003, Telangana, India
Phone: +91 40 4488 5000/4488 5184 | Fax: +91-40-27840980 | kimshospitals.com
CIN: L55101TG1973PLC040558



MAKING QUALITY
HEALTHCARE
**ACCESSIBLE &
AFFORDABLE**

ANOTHER STEP TOWARDS MAHARASHTRA CLUSTER



- 1st Step: Nashik city - We entered into a SHA to acquire 51% stake in KIMS Manavata Hospitals in June 2021.
- 2nd Step: Nagpur city - An important city for us to expand our footprint in Maharashtra.
- We are actively scouting for opportunities in Maharashtra i.e. Mumbai, Pune etc among other locations

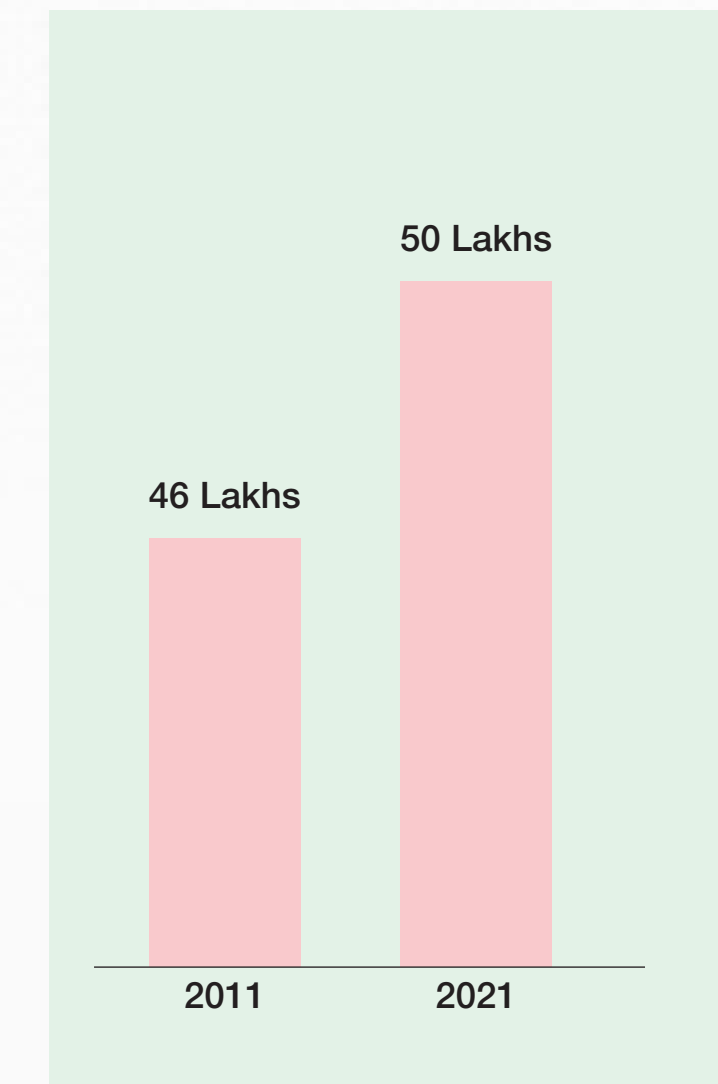
- Largest city in central India and is also known as “Orange City”
- Second capital of Maharashtra & the regional headquarters for Vidarbha Region
- 14th largest city in India by population and according to an Oxford’s Economics report, Nagpur is projected to be the fifth fastest growing city in the world from 2019 to 2035 with an average growth of 8.41%.
- Proposed as one of the Smart Cities in Maharashtra and in the latest rankings of 100 developing smart cities given by the Union Ministry of Urban Development, Nagpur stood first in Maharashtra state and second in India.
- Located at the center of the country and is one of the most important hubs of the IT industry in the country. As per the KPMG - NASSCOM survey, Nagpur is one of the top four tier II cities that have a huge potential for information technology and IT-enabled services.
- Nagpur is an important city for the Indian armed forces too. The maintenance Command of the Indian Air Force has its current headquarters at Nagpur.
- Nagpur holds a strategic position in international aviation routes. Its unique location at the crossing of the air route between Europe and South-East Asia as well as between South Africa and North-East Asia makes it a logical and ideal location for a passenger and cargo hub.
- The Hingna industrial estate has major manufacturing units of Mahindra & Mahindra, Bajaj Auto, Candico, Dinshaw’s, Haldiram’s, Vicco and Baidnath.
- The Butibori industrial area (30KM from Nagpur) is the largest in all of Asia in terms of area.
- The proposed Mumbai-Nagpur Highway is another awaited infrastructure project which will be a game changer for investments made in Nagpur.
- Zero Mile of India is located at Nagpur and incidentally Kingsway Hospital is located at the Zero Mile crossroads.

Connectivity of catchment areas and surrounding towns to Nagpur



District	Population	Distance
Wardha	13.91 lakhs	76 kms
Chandrapur	23.58 lakhs	150 kms
Amravati	30.90 lakhs	153 kms
Gondia	14.15 lakhs	160 kms
Bandhara	12.84 lakhs	61 kms
Gadchiroli	11.48 lakhs	170 kms
Seoni	15.42 lakhs	128 kms
Chindwara	23.38 lakhs	125 kms
Balaghat	19.03 lakhs	161 kms

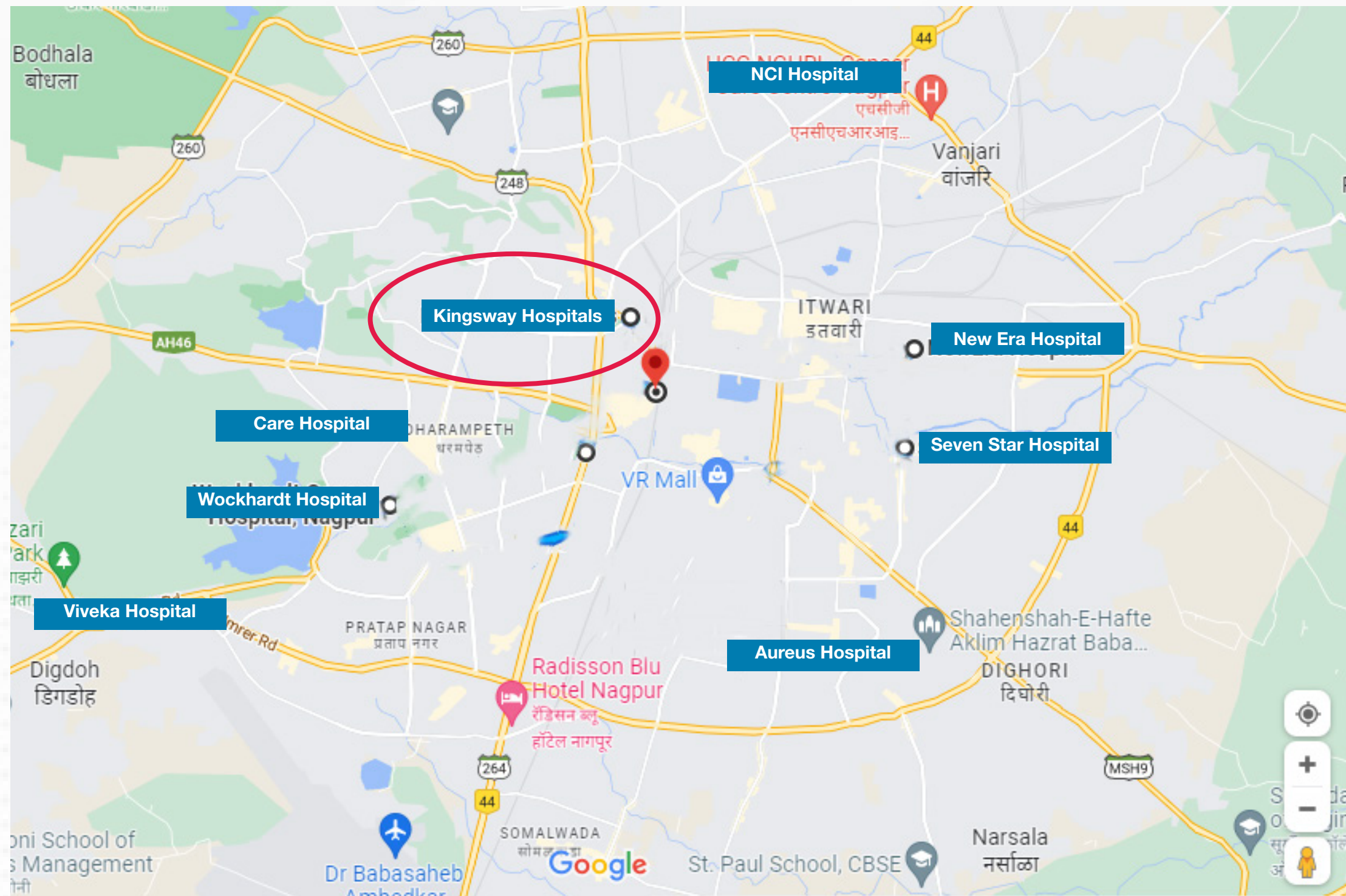
Nagpur Population over the years



- Nagpur is very well connected to all major cities around it
- Currently the inflow from neighboring district is limited to Nagpur
- Except for chindwara and Amaravati to some extent, all other districts don't have proper tertiary care hospital

Nagpur District's Quality Bed Penetration

Nagpur has one of the lowest penetration of multi-specialty quality beds with a density of ~0.2 per 1,000 population. Moreover, surrounding regions have poor access to quality healthcare services, driving drain-in to the region.



Overview of top hospitals across Nagpur

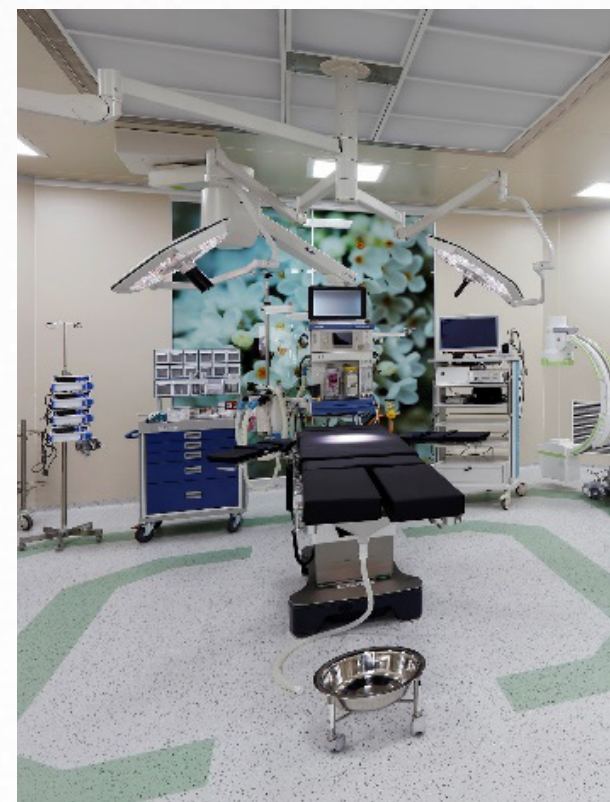
Sl. No.	Hospital Name	Type (Private/Trust/Govt)	Current Beds
1	Kingsway Hospitals	Private	334
2	Alexis	Private	200
3	Wockhardt	Private	160
4	Sevenstar	Private	135
5	Care Hospital	Private	110
6	Viveka Hospital	Private	100
7	New Era	Private	100
8	Aureus	Private	110
9	Neuron	Private	100
10	NCI	Trust	150

Largest Private Hospital in Nagpur



- Kingsway Hospitals (A unit of M/s SPANV Medisearch Life sciences Pvt. Ltd), promoted by Sancheti Family along with a few eminent doctors of Nagpur, to create a world-class multispeciality health care facility under one roof in central India.
- Commissioned in December 2019, with over 300+ beds (Expandable to 500 beds with marginal capex)
- 80+ bedded Advanced critical care, 9 High-end modular OT, equipped for all types of transplant surgery, high-end cath lab, state-of-the-art diagnostic services, and all other services which are required for a complete tertiary care facility.

- Key specialities encompass Cardiac Sciences, Neurosciences, Emergency and Critical Care Medicine, Endocrinology, Renal Sciences, Transplant program including Kidney, Liver, Heart & Lung, Obstetrics and Gynaecology, Paediatrics and Paediatric Surgery, Orthopaedics, Internal Medicine, Pulmonology, Surgery including Bariatric Surgery, Oncology and Onco-Surgery, Dentistry.
- Comprehensive back up of diagnostic and therapeutic modalities including: CT, MRI, Adult & Paediatric ECMO, Flat Panel CathLab among others.



OT



CathLab



Fluoroscopy
Suite



MRI



CT Scan



Dr. Prakash Khetan
DM (Nephrology), MD (Medicine)
DNB (Nephrology), DNB (Medicine)
27 years of experience



Dr. Pramod Gandhi
DM (Endocrinology), MD (Medicine)
27 years of experience



Dr. Vasudeo Ridhorkar
M. Ch. (Urology), MS (Gen Surgery)
29 years of experience



Dr. Shailendra Ganjewar
DM (Cardiology), MD (Medicine)
16 years of experience



Dr. Rahul Atara
M.D.S. (Endodontics)
10 years of experience



Dr. Payal Agrawal
MS, DNB, MNAMS, FRM (OBGY)
9 years of experience



Dr. Tushar Bhure
MS (Orthopedics)
14 years of experience



Dr. Deepak Goel
M. Ch. (Pediatrics Surgery), MS
(Gen Surgery)
27 years of experience



Dr. Rajan Barokar
MD (Critical Care), EDIC
26 years of experience



Dr. Sameer Patil
DNB (Gastroenterology),
MD (Medicine)
15 years of experience



Dr. Sumeet Baheti
MS, MRCOG MRM (OBGY)
12 years of experience



Dr. Rohan Bansal
MS (Ortho)
DNB (Orthopedics), FCPS
9 years of experience



Dr. Nitin Bomanwar
M. Ch. (Surgical Oncology), MS
(General Surgeon)
10 years of experience



Dr. Virendra Belekar
MD (Anesthesiology), IDCC
13 years of experience



Dr. Sushil Lohiya
MS (General Surgery) FIMBS
10 years of experience



Dr. Saurabh Prasad
DM (Oncology), MD Medicine
10 years of experience



Dr. Kuldeep Sukhadeve
MD (Pediatrics)
25 years of experience



Dr. Rajkumar Khandelwal
MD (Radiology), FCD-USA
33 years of experience



Dr. Afzal Sheikh
MD (Anesthesiology),
IDCCM (Critical Care)
6 years of experience



Dr. Harshvardhan Bora
MD (Internal Medicine)
24 years of experience



Dr. Mukesh Sancheti
MS (Ortho), MRCS
17 years of experience



Dr. Rajkumar Kiratkar
MD (Pediatrics)
22 years of experience



Dr. Naveen Pugalia
MD (Radio Diagnostics)
20 years of experience



Dr. Atul Somani
MD (Internal Medicine)
26 years of experience

Key Parameters	FY 22-23 (YTD July)
Total no of beds: census (279) and non-census (55)	334
Operational beds	250
Occupied beds (midnight occupancy)	132
Occupancy % (on operational beds)	53%
Revenue (in Cr.)	47.58
ARPOB (in Rs.)	22,439
ALOS	3.07
ARPP (in Rs.)	69,005
EBITDA (on operational income) (in Cr.)	2.41
EBITDA %	5%

Beds Break-up	
ICU Beds	92
Multi Bed	32
Single Room	30
Semi Private	117
Others	63
Total	334

Thank You!