

August 18, 2023

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

Symbol: YATHARTH

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

Scrip Code: 543950

Dear Sir/Ma'am,

Sub:-Investor's presentation- 01 & FY24 Results.

Please find enclosed Investor's Presentation for Q1 & FY24 Results pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

Kindly take the same in your records.

Thanking you,

Your faithfully,
For **Yatharth Hospital and Trauma Care Services Limited**

Ritesh Mishra
Company Secretary & Compliance Officer
Enclosed: As above

Registered Office

JA-108, DLF Tower A, Jasola District Centre, New Delhi - 110025

Tel: 011-49967892

Corporate Office

HO- 01, Sector - 01, Greater Noida West, 201306

Tel: 08800797947 | Fax: 0120-2973444 | Email: cs@yatharthhospitals.com

Our Hospitals

📍 Sector 110, Noida, Uttar Pradesh-201304

📍 Sector Omega -01, Greater Noida, Uttar Pradesh-201308

📍 Sector -01, Greater Noida West, Uttar Pradesh-201306

🌐 www.yatharthhospitals.com



YATHARTH
SUPER SPECIALITY HOSPITALS
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YATHARTH
HOSPITAL

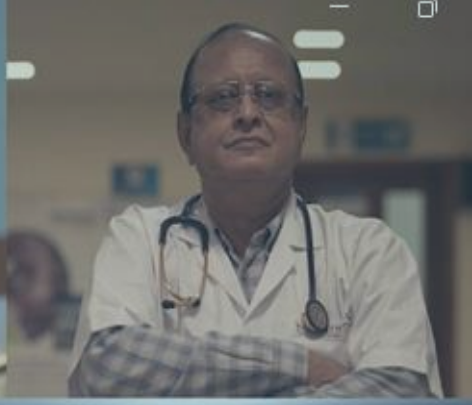
Q1 FY24 Earnings Presentation

August 17, 2023

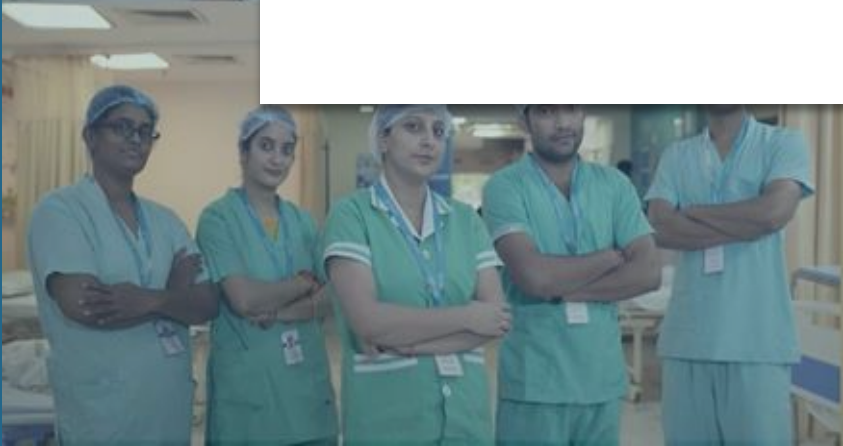


Disclaimer

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



Q1 FY24 Performance Highlights





Q1FY24 Financial Highlights

- Revenue growth of 39% YoY, across all specialties and super-specialties
- **EBITDA** grows by 61% YoY. **EBITDA Margin** expanded by 368bps YoY to 26.8%, driven by operating leverage
- **PAT** grows by 73% YoY. **PAT Margin** expanded by 242 bps to 12.3% respectively



Revenue

Rs. 1,545 mn
+39% YoY
+7% QoQ



EBITDA

Rs. 414 mn
+61% YoY
+8% QoQ

26.8% Margin
+368bps YoY
+5bps QoQ



PAT

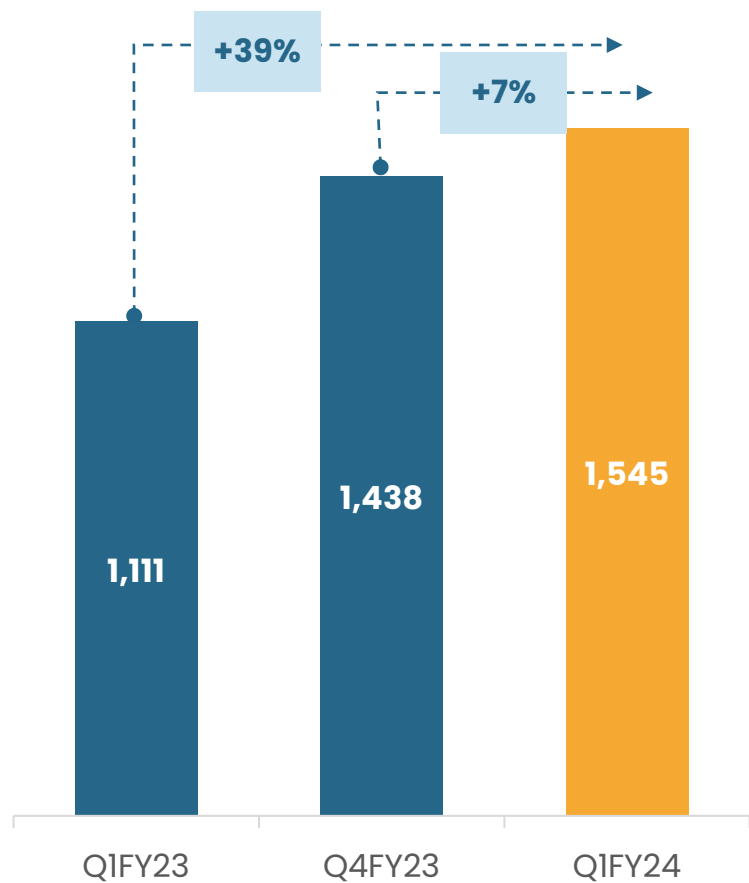
Rs. 190 mn
+73% YoY
+10% QoQ

12.3% Margin
+242bps YoY
+28bps QoQ

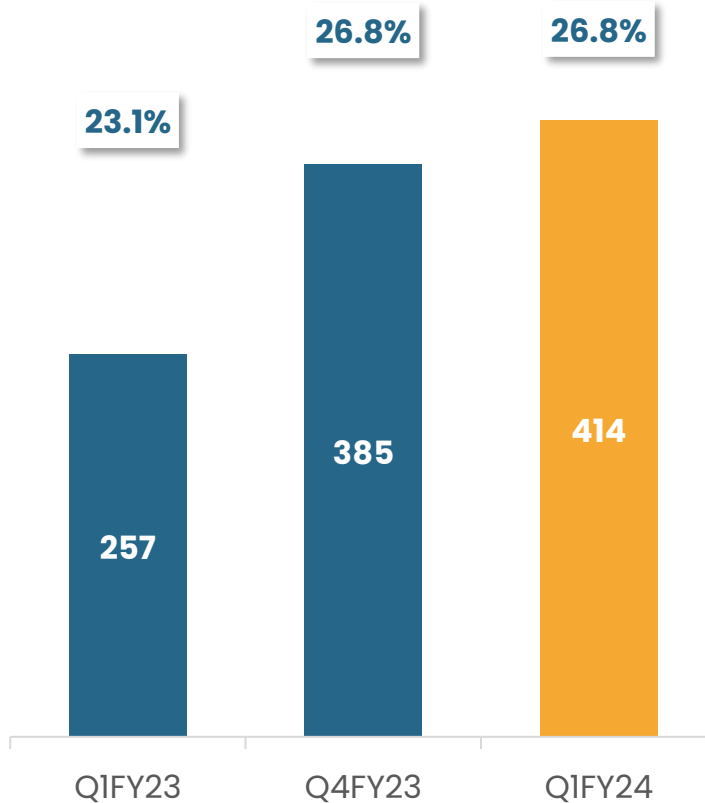


Financial Highlights

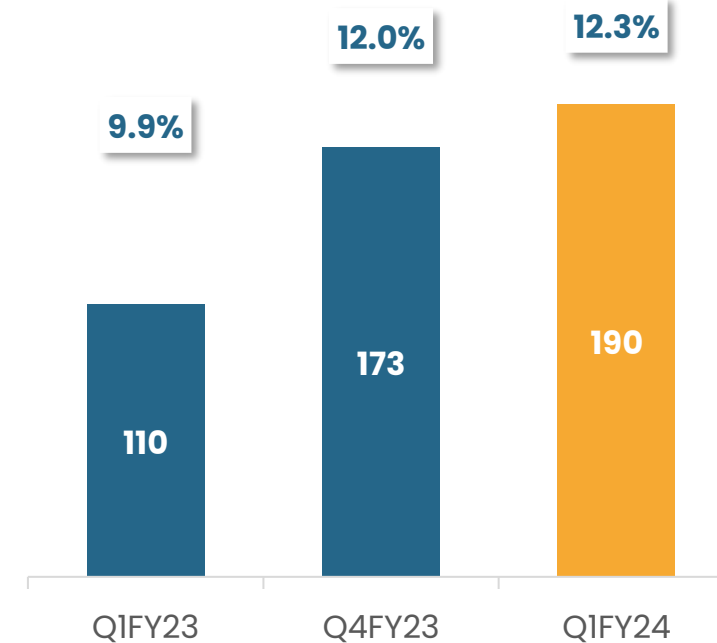
Revenue (Rs mn)



EBITDA (Rs mn)



PAT (Rs mn)





Operational Highlights

❑ Occupancy was 51% in Q1FY24, vs 40% in Q1FY23 and 49% in Q4FY23

Noida hospital reported high occupancy levels of 92%

❑ ARPOB for Q1FY24 was Rs. 28,140, vs Rs. 26,457 in Q1FY23 and Rs. 27,706 in Q4FY23

Noida extension hospital reported highest ARPOB of Rs. 33,926

❑ Inpatient volume improved by 14% YoY

❑ OPD consultation tariff for 3 hospitals in Delhi NCR has been revised up by approx. 12%

❑ Nephrology & urology (renal sciences) registered a growth of 56% YoY, while cardiology grew 35% YoY

❑ Oncology revenues almost tripled year-on-year during the quarter

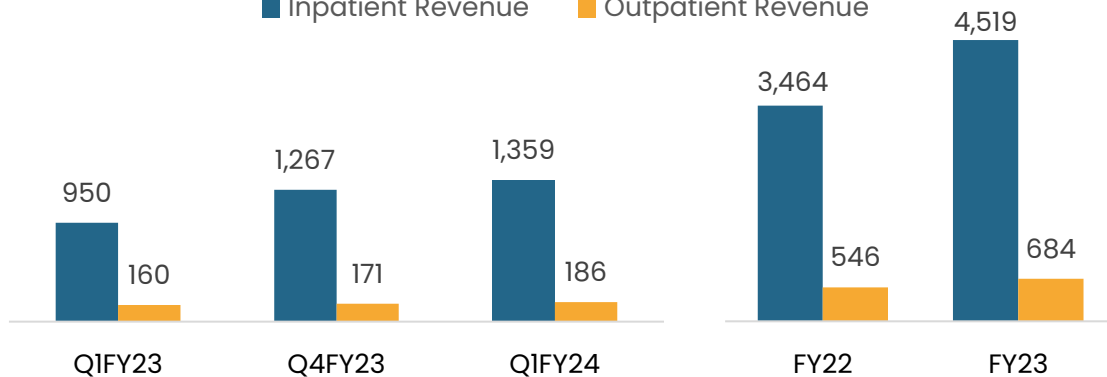
❑ Completed 50 successful kidney transplants since inception of the programme



Operational KPIs

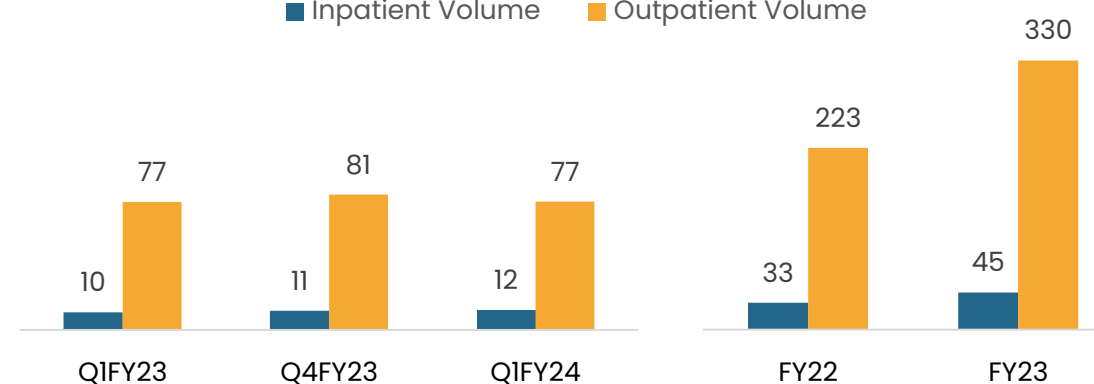
Revenue Mix (Rs mn)

■ Inpatient Revenue ■ Outpatient Revenue

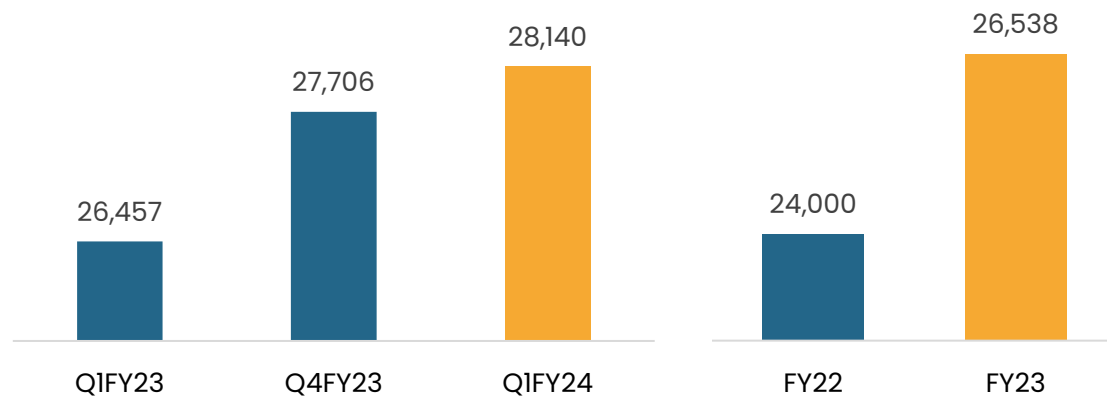


Patient Volume (in '000s)

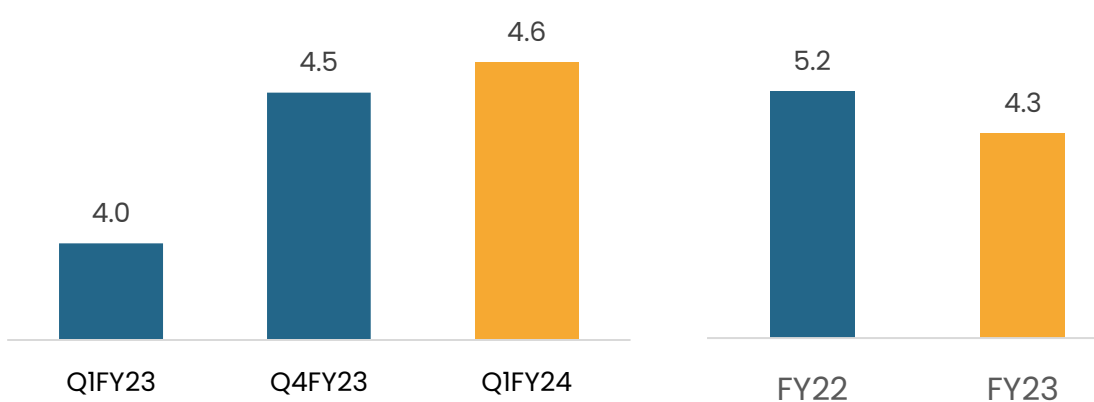
■ Inpatient Volume ■ Outpatient Volume



ARPOB (Rs)



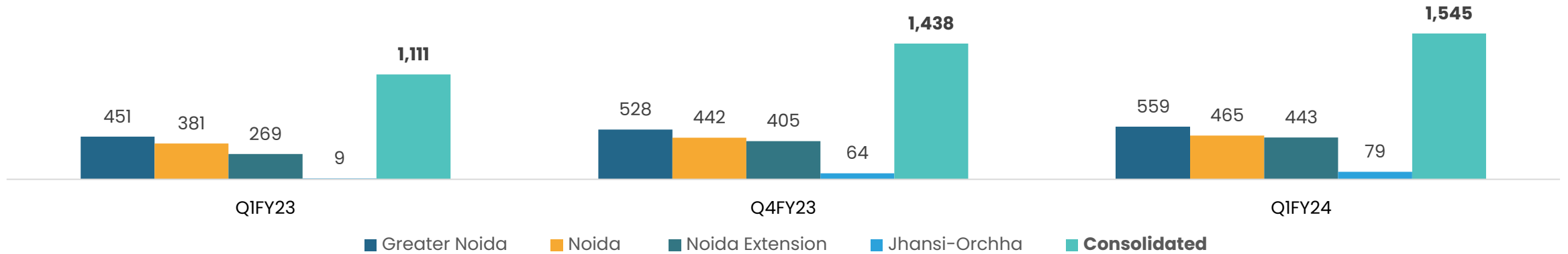
ALOS (days)



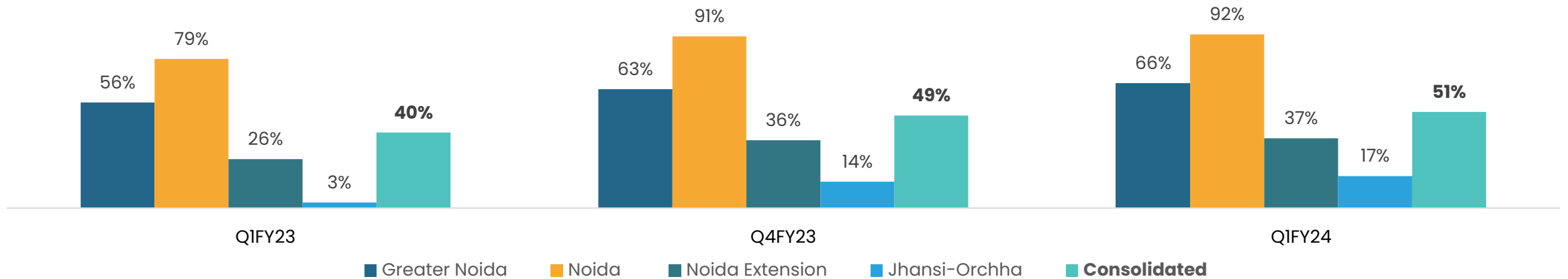


Operational KPIs

Hospital-wise Revenue (Rs mn)



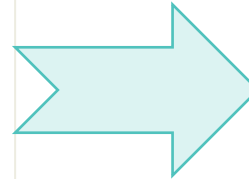
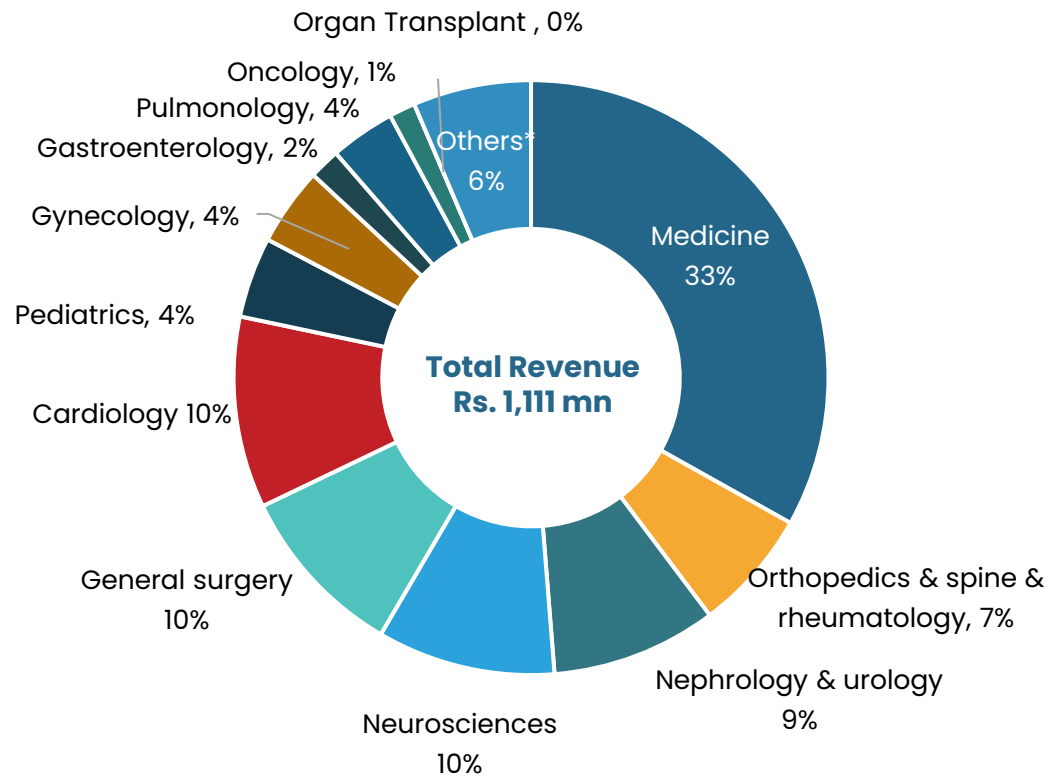
Hospital-wise Bed Occupancy



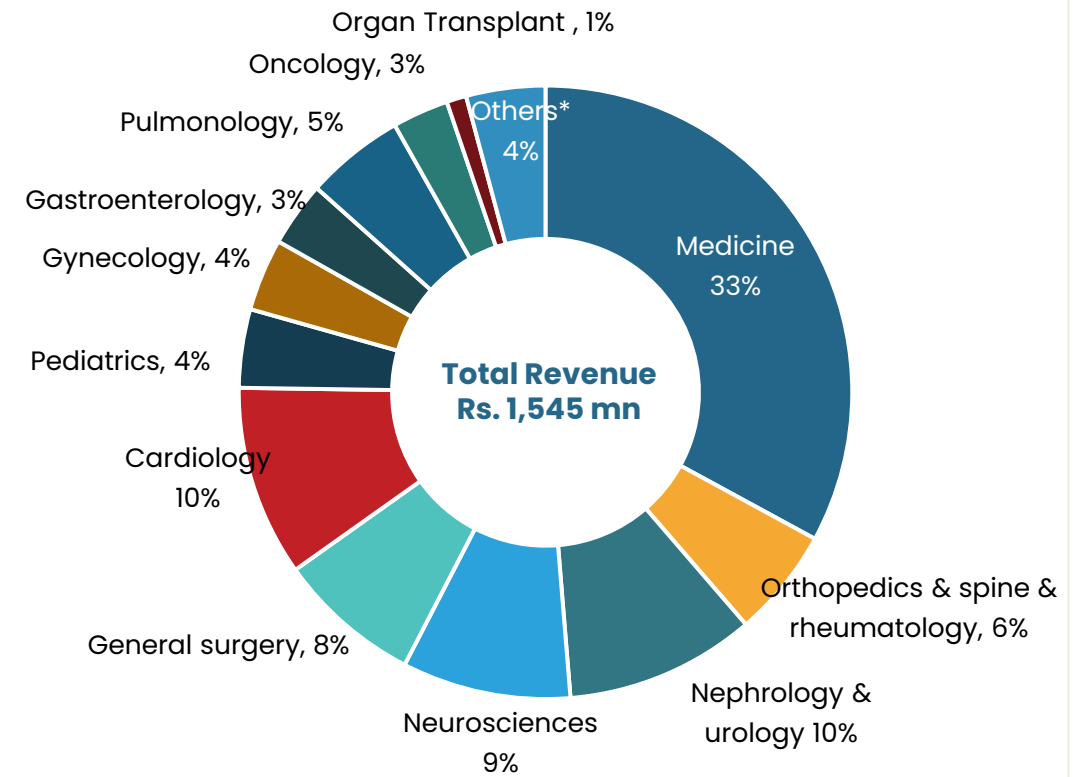


Specialty Mix

Q1 FY23



Q1 FY24



*Others include:



Clinical Achievements

FIFTY SUCCESSFUL KIDNEY TRANSPLANTS AT YATHARTH

Yatharth Hospital, Noida Extension (Gr. Noida West) achieves milestone in 5 months

GREATER NOIDA (WEST): Yatharth Hospital, Noida Extension, has successfully performed 50 kidney transplant surgeries in a span of five months of the launch of its Kidney Transplant Program.



Yatharth Renal Sciences Team After Kidney Transplant

50th kidney transplant was performed on a 45 years old International patient. The middle aged man was suffering from kidney disease and was on Dialysis through AV fistula for last one and half years. He had been suffering from the complications during dialysis in his native place like episodes of hypotension and hypertension, along with shivering. He visited India to undergo a Kidney Transplant. His blood group did not match with the immediate family members, so, his wife's nephew stepped up to donate his kidney.

The team is backed by advanced technology, a transplant ICU and modern operation theatres.

All the statutory compliance from CMO and International embassy were adhered to. The necessary tests for recipient and donor were performed.

Doctors Successfully Remove Rare Paraganglioma Tumor

दैनिक जागरण आईनेक्स्ट उत्तर प्रदेश रत्न अवार्ड से 14 विभूतियों की गई सम्मानित

जाज, नई दिल्ली: खेल, संगीत, शिक्षा व कला समेत विभिन्न क्षेत्रों में प्रेरणादायी योगदान देने वाले 14 विशिष्ट लोगों को दैनिक जागरण आईनेक्स्ट ने यूवी रत्न अवार्ड से सम्मानित किया। इसमें काशी निवासी शास्त्रीय गायक पद्मभूषण सजान मिश्र व रायबरेली एक्सप्रेस के नाम से मशहूर अर्जुन अकाई एधलीट पद्मश्री सुधा सिंह प्रमुख हैं। इसी तरह समाजसेवा, उद्योग, व्यापार, रियल एस्टेट क्षेत्र से जुड़ी हस्तियां भी थीं।



जागरण आईनेक्स्ट द्वारा आयोजित यूवी रत्न सम्मान समारोह में सम्मानित विभिन्न क्षेत्र के विशिष्ट लोगों सग फेडरल मंत्री जनरल वीके सिंह पञ्च में मंत्री सोमेश तोमर (मध्य में)

दिल्ली के मधुर विहार स्थित होटल हलीडे-इन् में आयोजित सम्मान समारोह में केंद्रीय सड़क परिवहन एवं राजमार्ग तथा उड़्डयन राज्य मंत्री जनरल वीके सिंह तथा यूपी के ऊर्जा राज्य मंत्री डा. सोमेश

तोमर ने प्रशस्त पत्र व स्मृति चिन्ह देकर सम्मानित किया। जनरल वीके सिंह ने कहा कि दैनिक जागरण को इस तरह के पहल से एक ओर जहां अलग अलग क्षेत्र में सहायनीय कार्य कर रहे लोगों के लिए सकारात्मक माहौल बनाता है, वहीं इससे औरों को भी प्रेरणा मिलती है, जिससे देश आगे बढ़ता है। डा. सोमेश ने कहा कि बात चाहे खबरों की हो, सुबह जागरण नहीं पढ़ते तो लगता है कि कुछ छूट गया। वहीं, बात स्वच्छता के प्रति जागरूकता, स्वास्थ्य और सहभागिता को तो जागरण इस क्षेत्र में भी आगे हैं। "उत्तर प्रदेश में खेल और संगीत का बदलता परिदृश्य" विषयक टाक शो का आयोजन हुआ। इस पैनाल डिस्कशन में पद्मभूषण साजान कुमार और पद्मश्री सुधा सिंह शामिल रहें।

Yatharth Hospital gives new lease of life to cancer patient
Brand Stories
Published on Jun 16, 2023 08:25 PM IST

A middle aged man with multiple myeloma underwent bone marrow transplant at Yatharth Hospital, Noida Extension

Mr. Yatharth Tyagi & Dr. Vibhor Sharma with patient after successful bone marrow transplant

यथार्थ में किडनी फेलियर के गंभीर मरीज को मिला नया जीवन

गौरी (ओरछा): दिल्ली एनसीआर का प्रतिष्ठित यथार्थ ग्रुप ऑफ हॉस्पिटल्स अब गौरी ओरछा वासियों के लिए वरदान साबित हो रहा है। गंभीर रोगों के निदान की सुविधाएँ यथार्थ हॉस्पिटल गौरी ओरछा में ही मिल रही हैं। इसी अस्पताल में क्रोनिक किडनी रोग जैसी गंभीर बीमारी से पीड़ित मरीज का इलाज सफलतापूर्वक किया गया। भारत में लगभग 17 प्रतिशत लोग क्रोनिक किडनी रोग से पीड़ित हैं, और हर साल किडनी फेलियर के एक लाख से अधिक मामले सामने आते हैं। यदि प्राथमिक अवस्था में निदान किया जाए तो क्रोनिक किडनी रोग को नियंत्रित किया जा सकता है। हालांकि भारत में मरीज नेफ्रोलॉजिस्ट के पास तभी जाते हैं जब लक्षण विगड़ते हैं। इस स्तर पर गुर्दे की क्षति काफी ज्यादा होती है, कभी-कभी अपरिवर्तनीय होती है।



किडनी के सफल इलाज के बाद मरीज के साथ यथार्थ हॉस्पिटल के डा मनीष महाजन

एक 71 वर्षीय महिला को गंभीर अवस्था में आसी-ओरछा के यथार्थ अस्पताल में लाया गया। उन्हें उल्टी, भूख न लगना, उच्च रक्तचाप, कमजोरी और दुखार के लक्षण थे। जांच में उच्च सीरम क्रिएटिनिन, उच्च रक्तचाप और हीमोग्लोबिन की कमी पाई गई। क्रोनिक किडनी रोग से पीड़ित होने के कारण महिला को गुर्दा रोग विशेषज्ञ डॉ मनीष महाजन की देखरेख में

नेफ्रोलॉजी विभाग में अत्यधिक अनुभवी विशेषज्ञ हैं जिन्हें किडनी से संबंधित बीमारियाँ, उनके विकास, प्रगति, रोकथाम और व्यापक उपचार विकल्पों की अच्छी

के रोगों में समय पर हस्तक्षेप और उचित उपचार से किडनी फेलियर को रोका जा सकता है और मरीज का जीवन बचाया जा सकता है। "समाज में यह आम धारणा है कि किसी अतर्निहित स्थिति के कारण एक बार रोगी डायलिसिस से गुजरता है, तो उसे जीवन भर डायलिसिस से गुजरना पड़ता

यथार्थ अस्तपाल ओरछा में 63 वर्षीय बुजुर्ग का सफल घुटना प्रत्यारोपण

एक अन्य 32 वर्षीय युवक का हुआ लिगामेंट का सफलतापूर्ण पुनर्निर्माण



यथार्थ अस्पताल में मरीज के साथ बायें डॉ निखिल गुप्ता (ऑर्थोपेडिक सर्जन), बायें डॉ सोरम (फिजियोथेरेपिस्ट)

गौरी (ओरछा): रामराजा अस्पताल को यथार्थ ग्रुप ऑफ हॉस्पिटल का अधिग्रहण करने के बाद से यथार्थ अस्पताल द्वारा

बुजुर्ग तीन साल से दाएँ घुटने में दर्द से पीड़ित थे। जांच में उनके घुटने में ग्रेड चार ऑस्टियोआर्थराइटिस पाया गया जिसके

टोटल नी रिप्लेसमेंट (टोकैआर) जोफि नी ऑर्थोप्लास्टी के रूप में भी जाना जाता है, एक सर्जिकल प्रक्रिया है जिसमें सर्जन हड्डियों

Doctors Successfully Remove Rare Paraganglioma Tumor

A middle aged woman, who was suffering from a rare type of tumor, called Paraganglioma, has been successfully operated upon at Yatharth Hospital, Noida Extension. The team of Gastrointestinal Surgeons, backed by



Dr Sanjay Singh Negi with patient after treatment

Cardiologist, Endocrinologist and Anaesthesiologists, successfully treated the patient by performing a complex surgery.

20%. The symptoms were caused by the high amounts of hormone secreted by the tumor.

main surgical challenge was location and size of tumor. It was a large tumor of size 8x10 cm,



Profit & Loss Summary

Particulars (Rs Mn)	Q1FY24	Q4FY23	Change QoQ	Q1FY23	Change YoY	FY23	FY22	Change YoY
Revenue from Operations	1,545	1,438	7%	1,111	39%	5,203	4,009	30%
Medical Consumables & Pharmacy items	281	257	9%	213	32%	929	813	14%
Employee Expenses	268	250	7%	195	37%	919	805	14%
Other Expenses	582	545	7%	446	31%	2,017	1,283	57%
EBITDA	414	385	8%	257	61%	1,338	1,108	21%
EBITDA Margin %	26.8%	26.8%	5 bps	23.1%	368 bps	25.7%	27.6%	(193 bps)
Depreciation and amortisation	69	83	(17%)	61	13%	275	279	(1%)
Financial Cost	59	59	0%	45	32%	214	215	0%
Other Income	8	7	12%	6	29%	-	-	-
Profit Before Tax (PBT)	294	249	18%	157	87%	849	615	38%
Tax	103	76	36%	47	120%	219	189	16%
Profit After Tax (PAT)	190	173	10%	110	73%	633	428	48%
PAT Margin %	12.3%	12.0%	28 bps	9.9%	242 bps	12.2%	10.7%	149 bps



About The Company

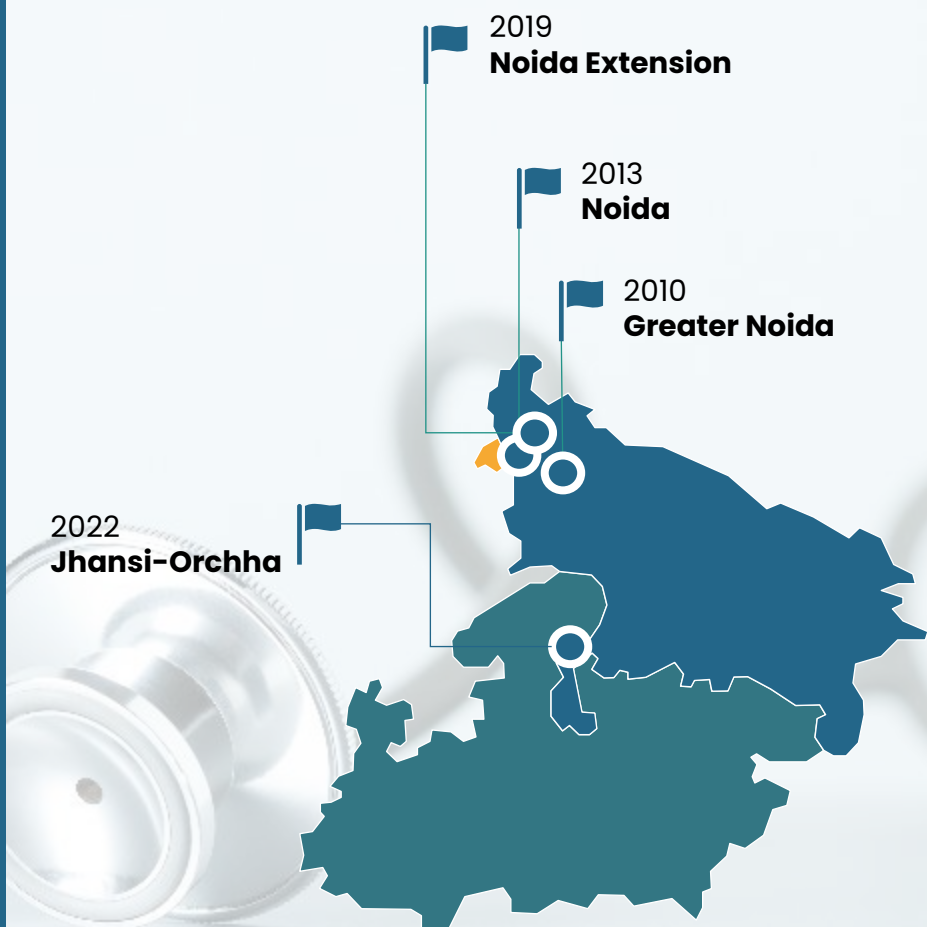


At a Glance

Leading super specialty hospital in Delhi-NCR



Among top **10** largest private hospitals of Delhi NCR region in terms of number of beds



One-stop destination for patient needs providing all levels of healthcare services from primary to tertiary

4
Hospitals

10
Center of Excellence

1,405
Operational Beds
FY21-23 CAGR +28%

Rs. 28,140
ARPOB
FY21-23 CAGR +12%

4.62 days
ALOS
FY21-23 CAGR (7%)



Revenue
Rs 5,203mn
FY21-23
CAGR 51%



EBITDA
Rs 1,338mn
25.7% Margin
FY21-23
CAGR 41%



Net Profit
Rs 658mn
12.6% Margin
FY21-23
CAGR 90.3%

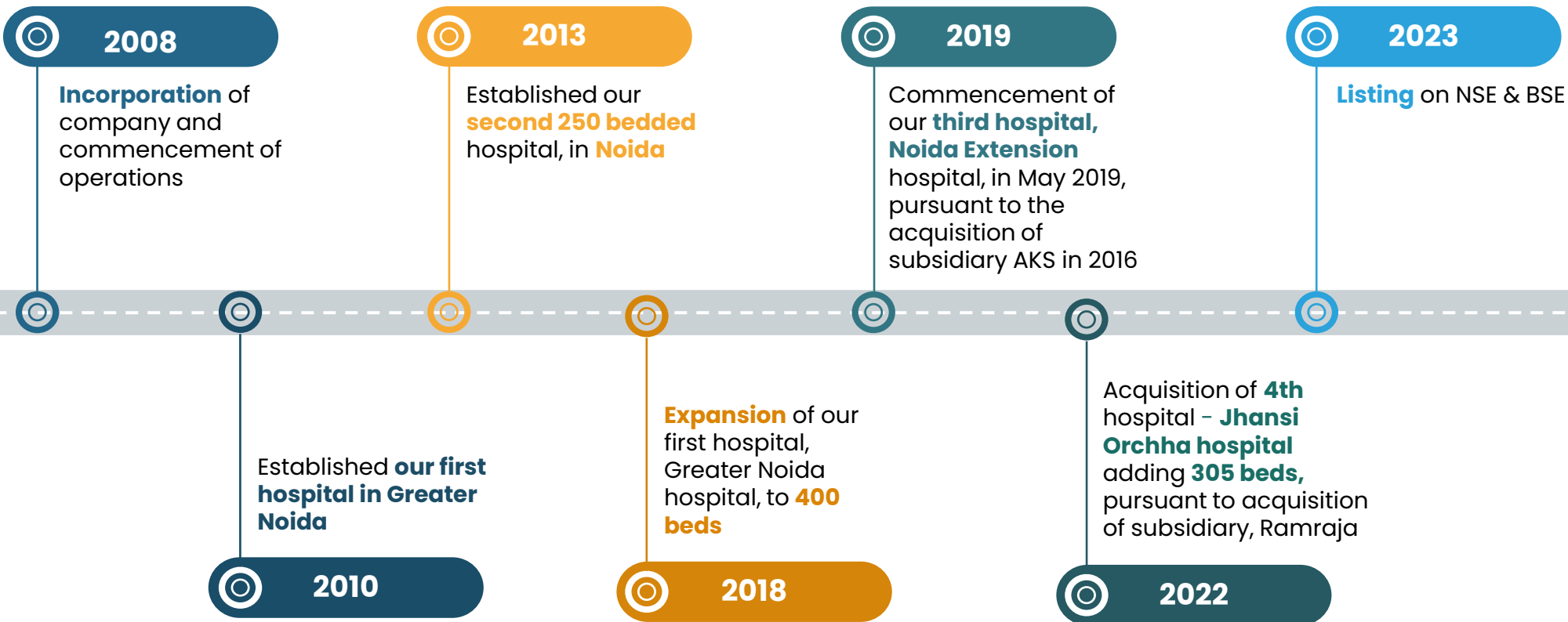


ROCE
26.1%



Our Journey

Growing presence across regions and services



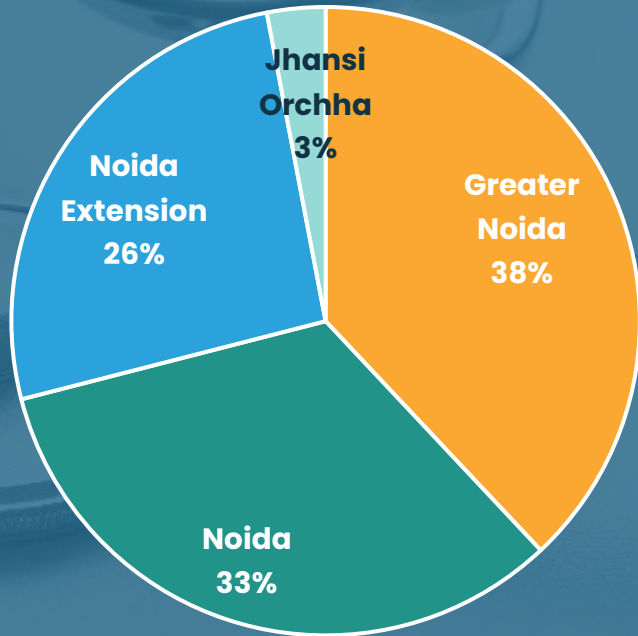
Continued expansion into specialized services - Neurology, Cardiology, Nephrology, Orthopedics and Oncology

Plan to introduce radiation therapy and liver transplant operations






Hospitals

Diversified revenue mix across hospitals (FY23)



- Built on foundation of talent, trust, technology, service and infrastructure
- Complying with international quality standards
- NABH accredited hospitals

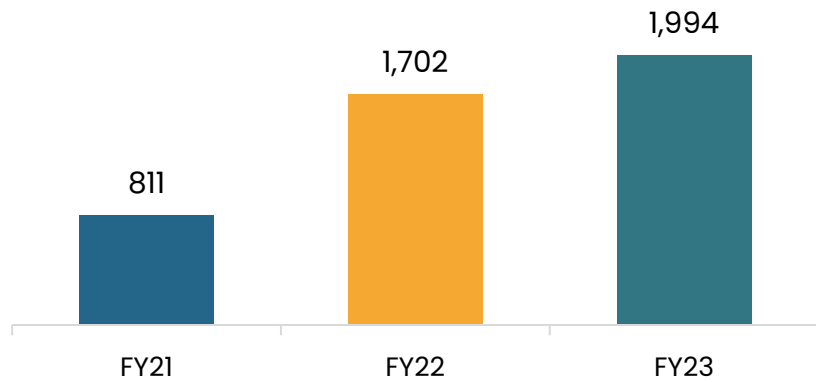
		Greater Noida	Noida	Noida Extension	Jhansi - Orchha
	Year of Operation	2010	2013	2019	2022
	Beds Capacity	400	250	450	305
	Occupancy Rate	62%	88%	31%	8%
	ARPOB (₹)	26,539	24,949	30,475	17,692
	ALOS (days)	4.4	5.8	3.1	3.8
	In-Patient Volume	17,255	11,957	14,186	1,960
	Outpatient Volume	1,37,937	72,906	102,278	16,639

Note: FY23 figures

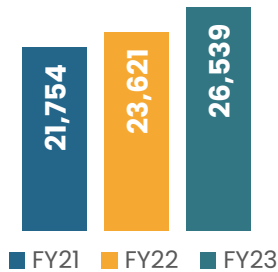


Greater Noida Hospital Overview

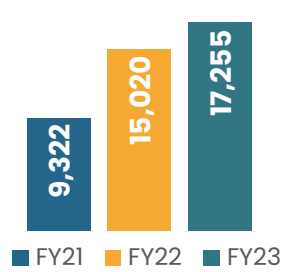
Revenue from Operations (Rs mn)



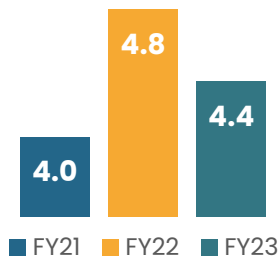
ARPOB (Rs)



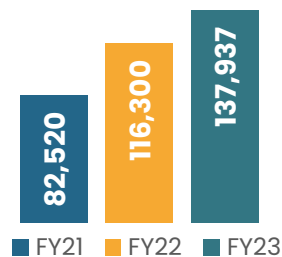
In-Patient Volume



ALOS (days)



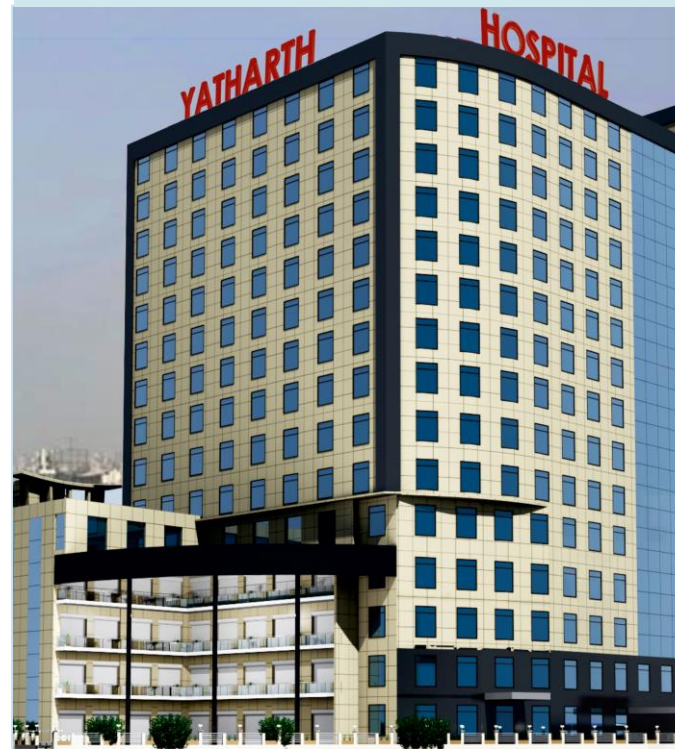
Out-Patient Volume



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

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

Recently acquired land parcel of 1,885 sq mt adjacent to hospital with the intention to expand the bed capacity



400 Bed Capacity



112 ICU



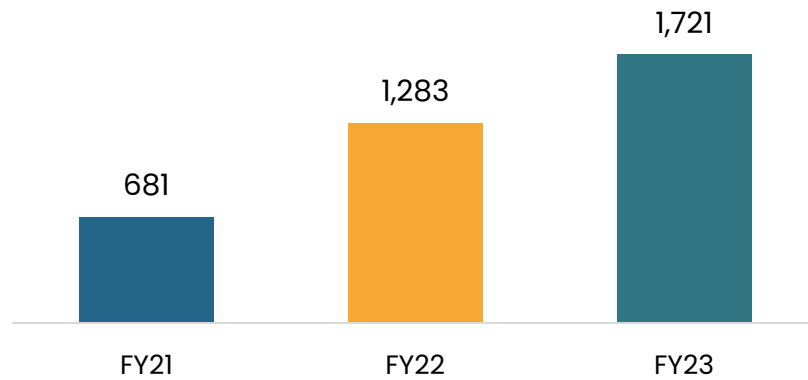
62% Occupancy

Note: FY23 figures



Noida Hospital Overview

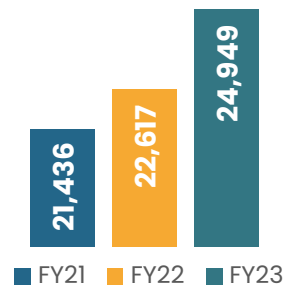
Revenue from Operations (Rs mn)



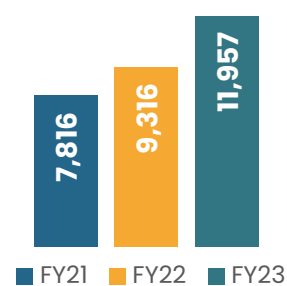
Provides services across 30 specialties, including cardiac sciences, orthopedics, nephrology, urology, neurosciences, gastroenterology, etc.

Strategy to improve ALOS and improve the combination of super specialties, for better ARPOB

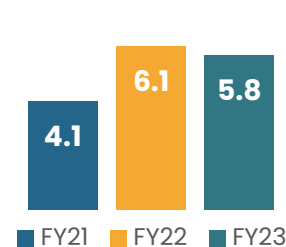
ARPOB (Rs)



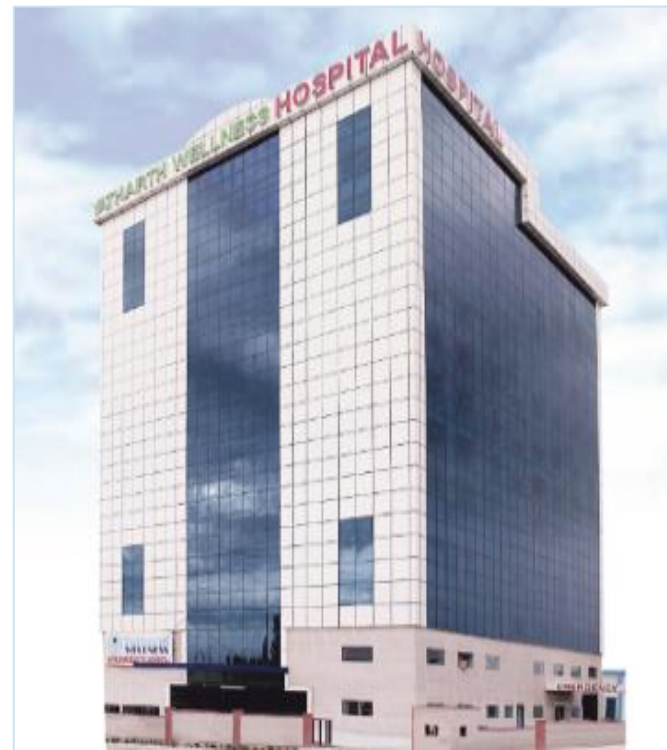
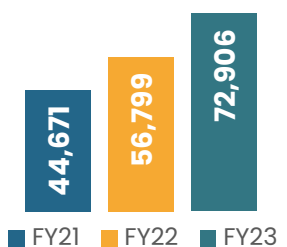
In-Patient Volume



ALOS (days)



Out-Patient Volume



250 Bed Capacity



81 ICU



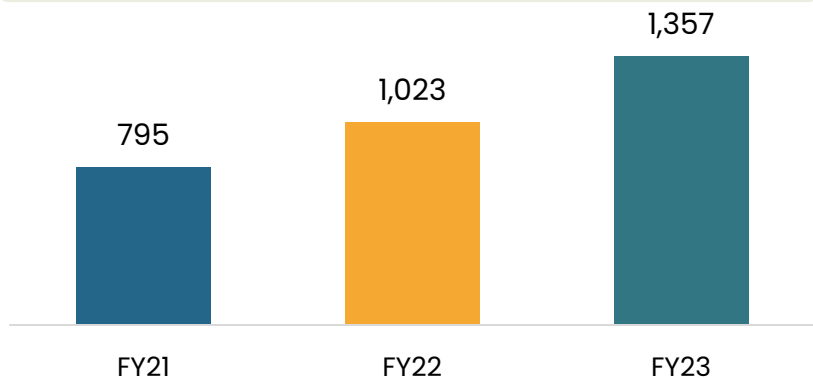
88% Occupancy

Note: FY23 figures

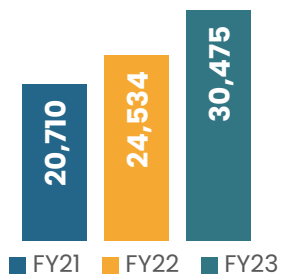


Noida Extension Hospital Overview

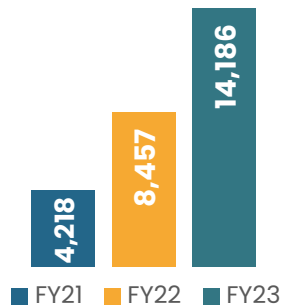
Revenue from Operations (Rs mn)



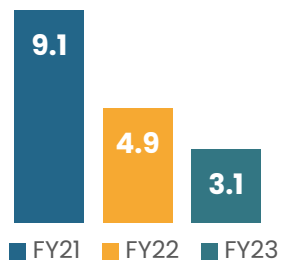
ARPOB (Rs)



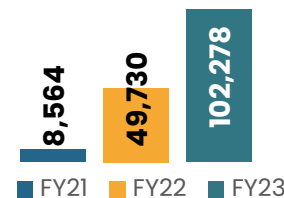
In-Patient Volume



ALOS (days)



Out-Patient Volume



One of the largest hospital in the Noida Extension region, offering a mix of 11 modular and other operation theatres

Plan to develop this hospital as a Centre of Excellence for oncology treatment and robotic surgeries

Plan to start liver transplant operations, and have recently started bone marrow and kidney transplant operations

Declared as highest bidder for an adjacent land, which will support future bed capacity expansion



450 Bed Capacity



125 ICU



31% Occupancy

Note: FY23 figures



Jhansi – Orchha Hospital Overview



Revenue from operations

Rs. 131 mn



ARPOB

Rs. 17,692 mn



ALOS

3.8 days



In-Patient Volume

1,960

Out-Patient Volume

16,639

One of the largest hospital in Jhansi-Orchha-Gwalior region

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

Hospital has infrastructure to operate all the major super specialties

Plan to introduce a fully functional oncology treatment unit in FY2025



305 Bed Capacity



76 ICU



8% Occupancy



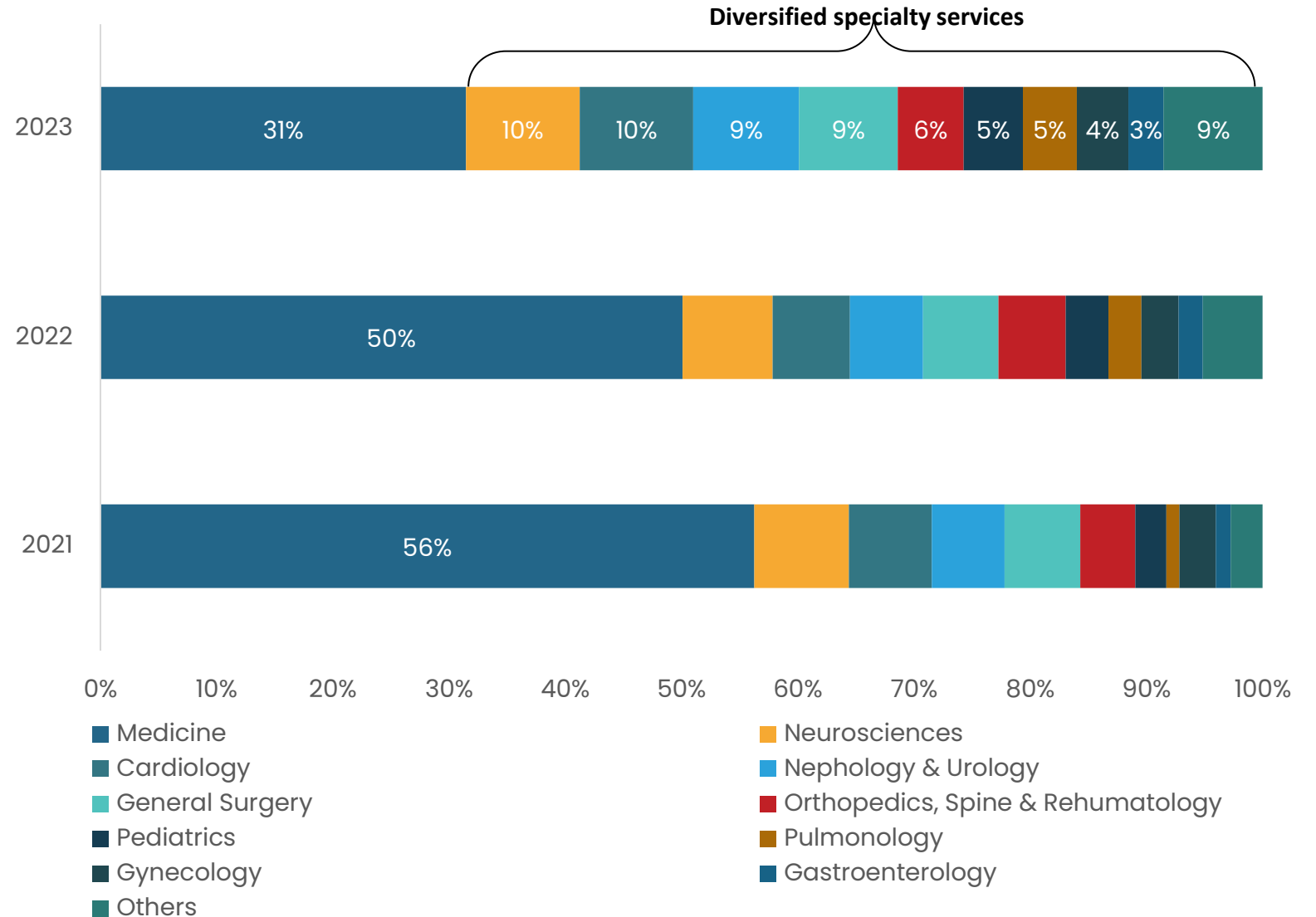
30 Specialties and Super specialties including 10 Centers of Excellence (COE)

Our COEs

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

Our Specialties (1/2)

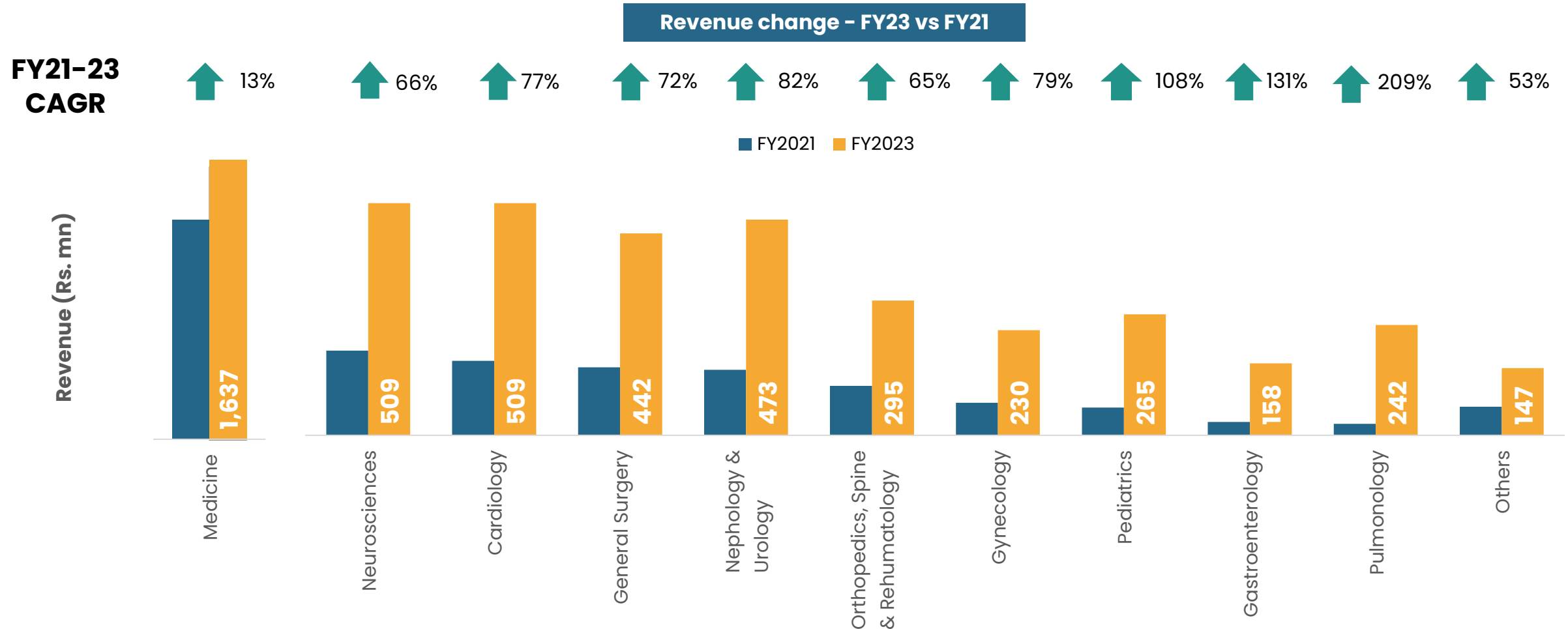
Expanding share of high value specialties





Our Specialties (2/2)

Expanding share of high value specialties

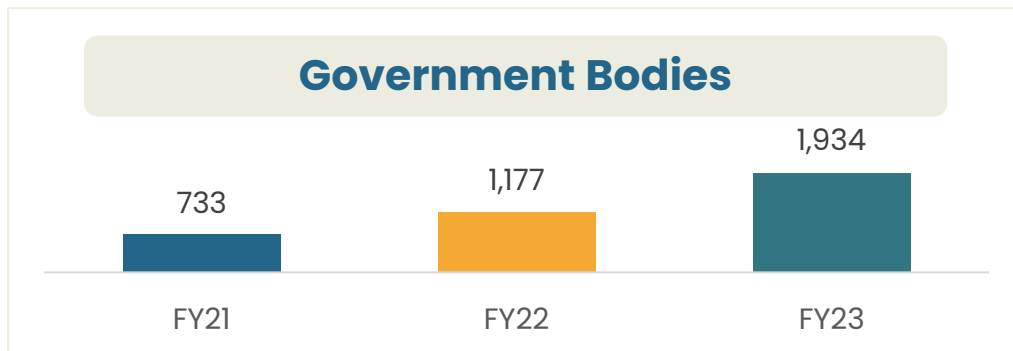
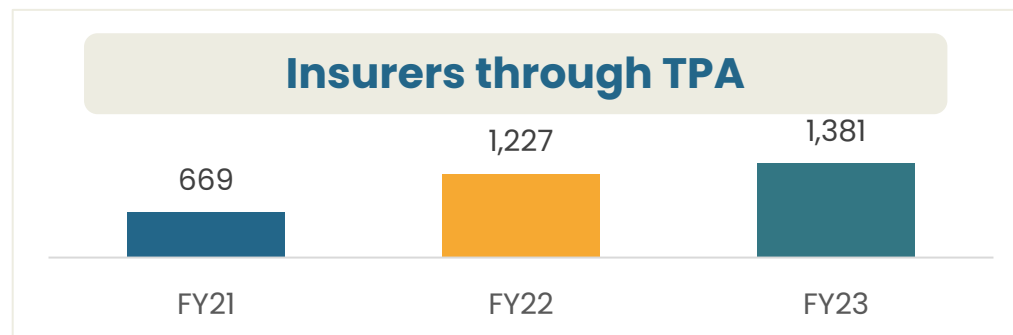
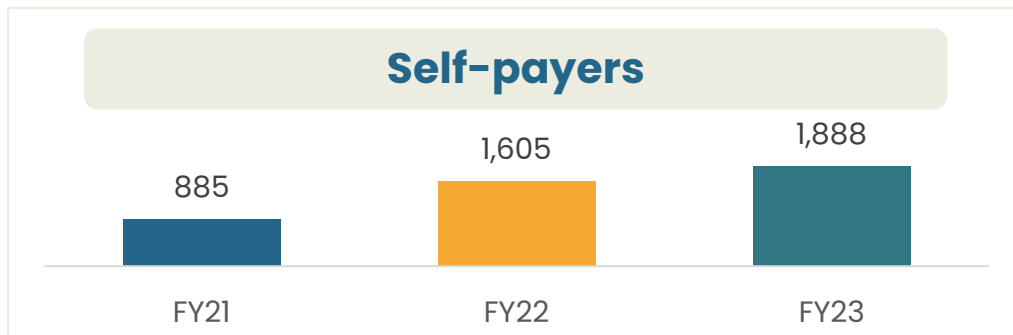


- Increase in share of higher value specialties such as Cardiology and Neurosciences, leading to higher ARPOB
- Organ transplant operations started in December 2022 and radiation and pet lines expected to be ready in few months
- Strengthening super-specialties by on-boarding new reputable and experienced doctors

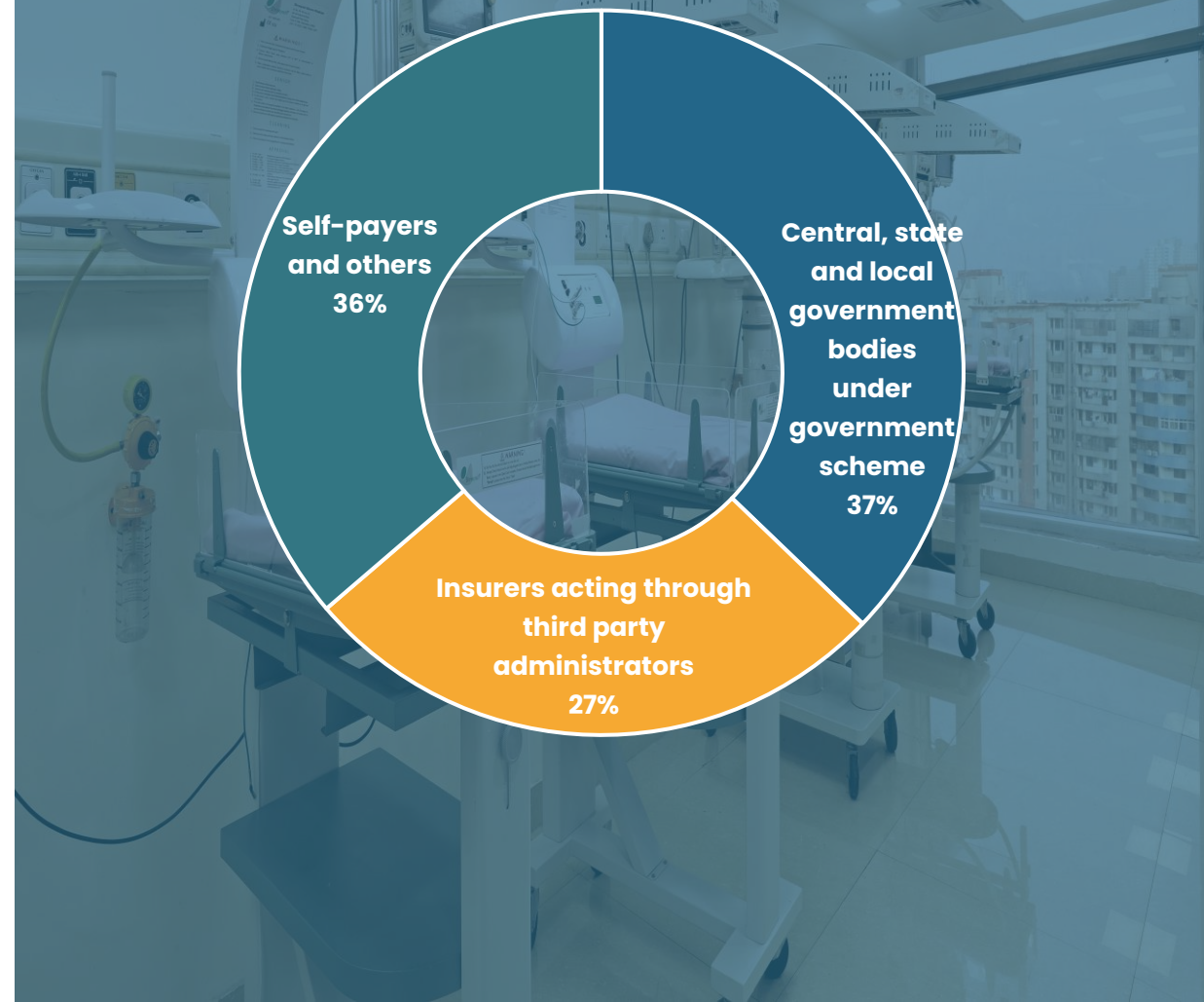


Payer mix

Balanced revenue split between payer categories



FY2023





**OUR
STRENGTHS**



Strengths

Among the leading super-specialty hospital in Delhi NCR with diverse specialty and payer mix



Regional advantage

Advanced and high-end medical equipment and technology



Experienced and professional management team

Team of highly qualified medical professionals



Track record of stable operating & financial performance

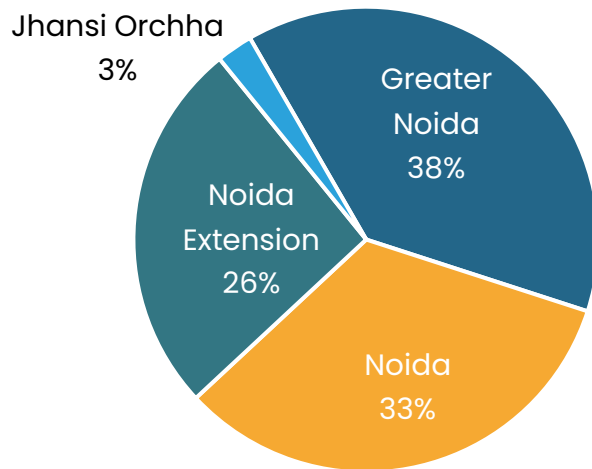


Leading hospital in Delhi NCR with diverse mix

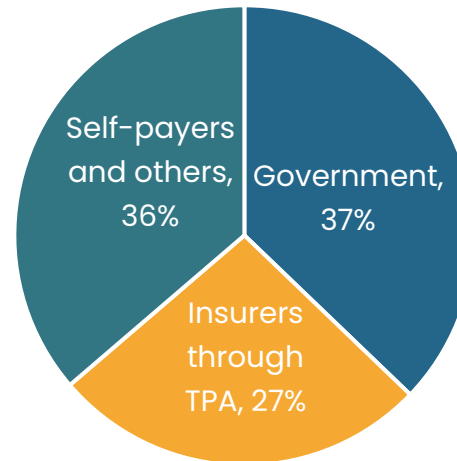
Diversified revenue mix in terms of specialties, hospitals and customers allowing to grow business and maintain a relatively de-risked business proportions

2 of Yatharth's hospitals are amongst **top 10 largest private hospitals** in Delhi NCR in terms of number of beds in FY2023

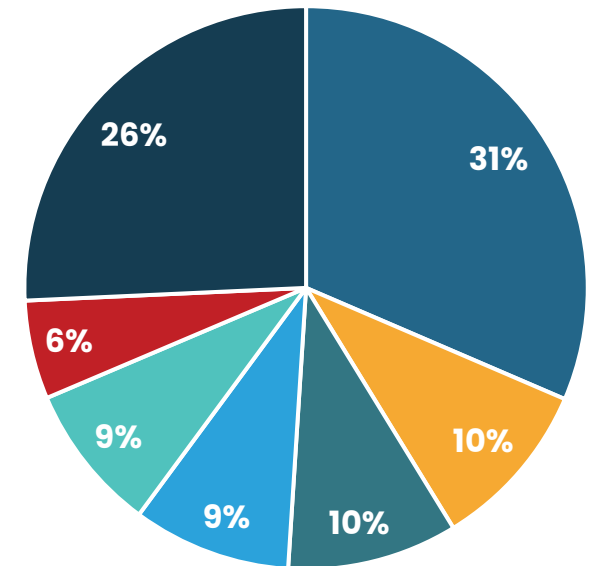
Hospital Mix



Payer Mix



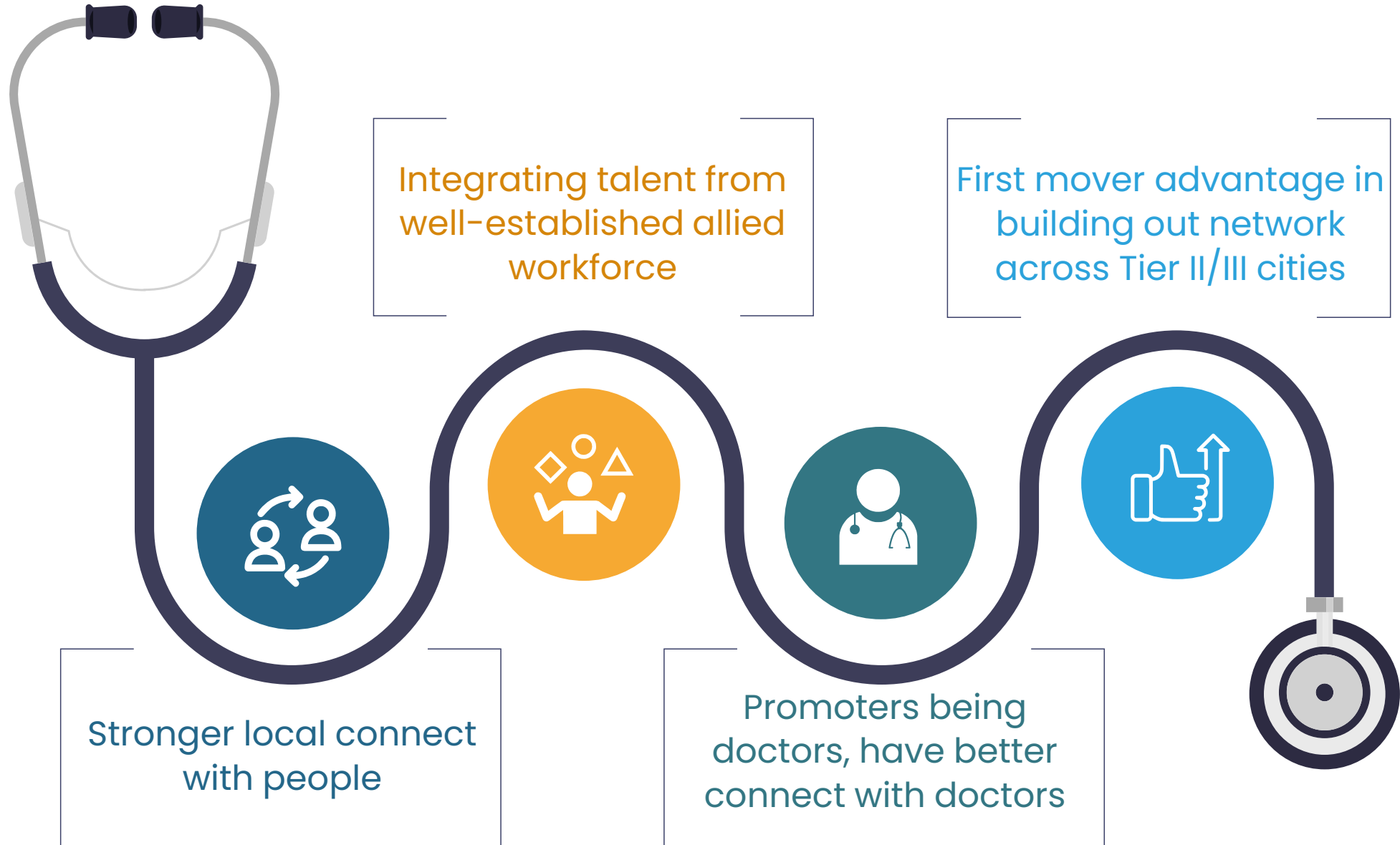
Specialty Profile



- Medicine
- Cardiology
- Neurosciences
- Nephrology & urology
- General surgery
- Orthopaedics & spine & rheumatology
- Others



Regional Advantage





Advanced and high-end medical equipment and technology

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

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

Diagnostic Equipment



Certifications



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

- Well-equipped modular and other operation theatres with three stage air filtration and laminar flow
- Operating microscopes, image intensifiers, and laparoscopic equipment

Operation Theatres



Critical care Equipment



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

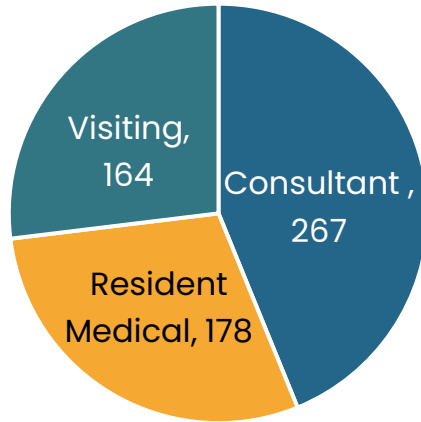




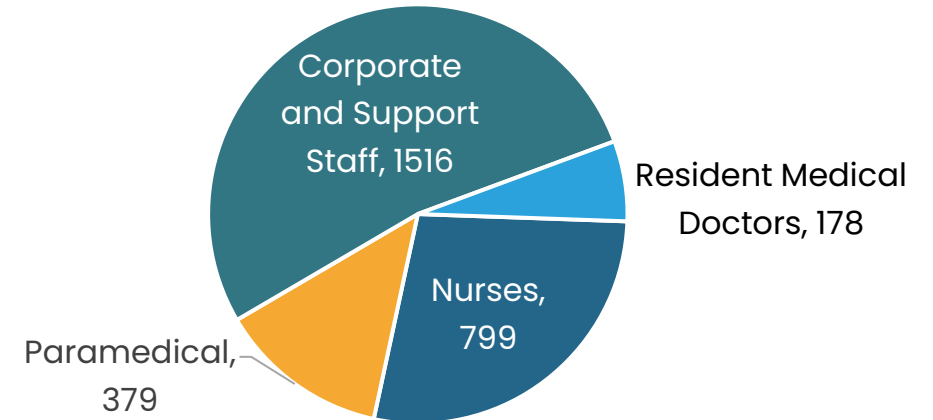
Team of highly qualified medical professionals

Highly qualified and certified medical professionals and other staff

Number of Doctors (March '23)



Full Time Employees (March '23)



Accolades received by our doctors



GRIMPER Best Publication Award, 2012
Dr. Neeraj Chaudhary

Delhi Ratan Award, 2011
Dr. Girish Chander Vaishnava

Initiatives to improve talent pool



Continuously training doctors, nurses and paramedical staff

Keep staff abreast with global developments concerning the health sector

Provide better doctor visibility amongst the potential patients through marketing and awareness campaigns



Experienced and professional management team



Leadership

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



Management

Led by experienced and qualified professional management team



Brand

Strong brand equity led by

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



Dr. Ajay Kumar Tyagi
Chairman & Whole-time Director



Dr. Kapil Kumar
Managing Director



Yatharth Tyagi
Whole-time Director



Amit Kumar Singh
Chief Executive Officer



Deepak Kumar Tyagi
President, Strategy and Finance



Pankaj Prabhakar
Chief Financial Officer



Track record of stable operating and financial performance



- 1. Stable** operating & financial **performance**
- 2. Continued growth** over the past three fiscals



Growth led by **strong operational efficiency**:

1. Streamlining clinical and administrative functions
2. Continually introducing process innovations
3. Maintaining economies of scale

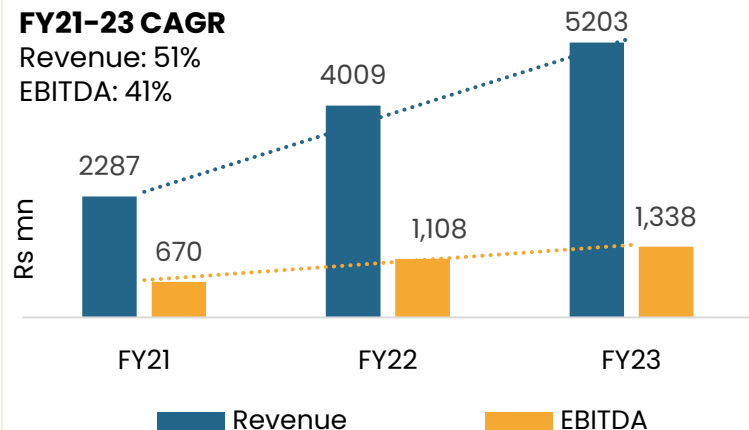


Optimizing Capex Allocation

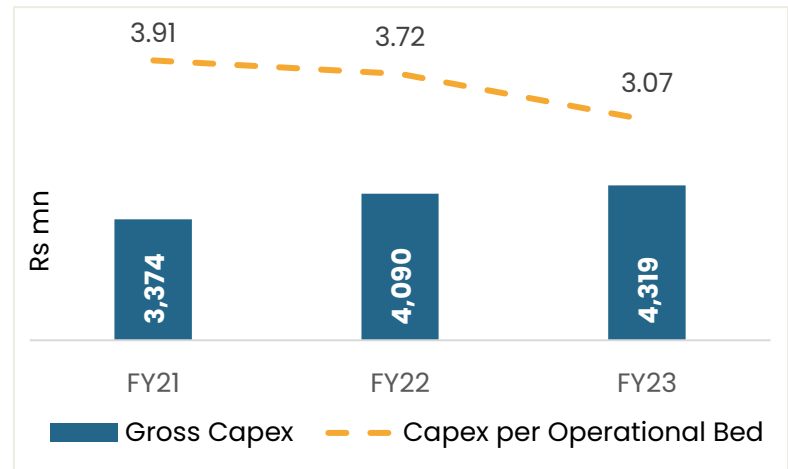
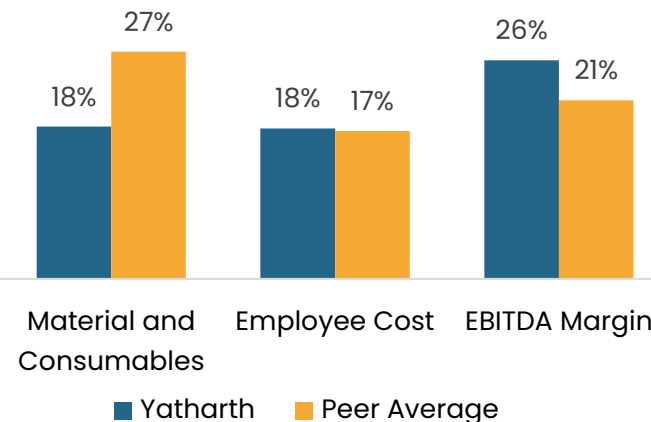
1. Reinvesting in increasing bed capacity and opening new hospitals
2. Incurring lower capital expenditure per operational bed
3. Making optimal use of the available area in our hospitals and working better with equipment suppliers

FY21-23 CAGR

Revenue: 51%
EBITDA: 41%



FY23 (% of revenue)





Growth Strategy



Continue to improve our quality of care and operational efficiencies



Introduce new specialties at existing hospitals



Grow medical tourism segment to attract international patients



Augment scale through organic and inorganic manner in current markets and expand into adjacent regions



Further leverage technology to grow operations



Key Growth Drivers (1/2)



Improving specialty mix towards high value specialties

- Increase in share of higher value specialties such as Neurology, Cardiology, Nephrology, Orthopedics and Oncology, resulting to higher ARPOB
- Further strengthening super-specialties by on-boarding new reputable and experienced doctors
- Incremental share of organ transplant in Greater Noida & Noida Extension to enhance mix of high value specialties

Introduce new specialties at existing hospitals

- Noida Extension taking the lead by offering radiation line for oncology treatments
- Kidney Transplant already started at Noida Extension & Greater Noida, and liver transplant to start soon

Grow medical tourism segment to attract international patients

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



Key Growth Drivers (2/2)



Targeting Balanced Growth

- Augment scale through organic and inorganic manner in current markets and expand into adjacent regions
- Expand in Tier II cities of Northern India
- Acquired adjacent land parcels in Greater Noida & exploring further opportunities to support expansion of Noida Extension hospital

Leverage technology to grow operations

- Adopt the latest medical technologies and equipment to improve the quality of care and augment success rates of surgeries
- Plan to introduce robotic surgeries

Improving utilization & Jhansi hospital stabilization

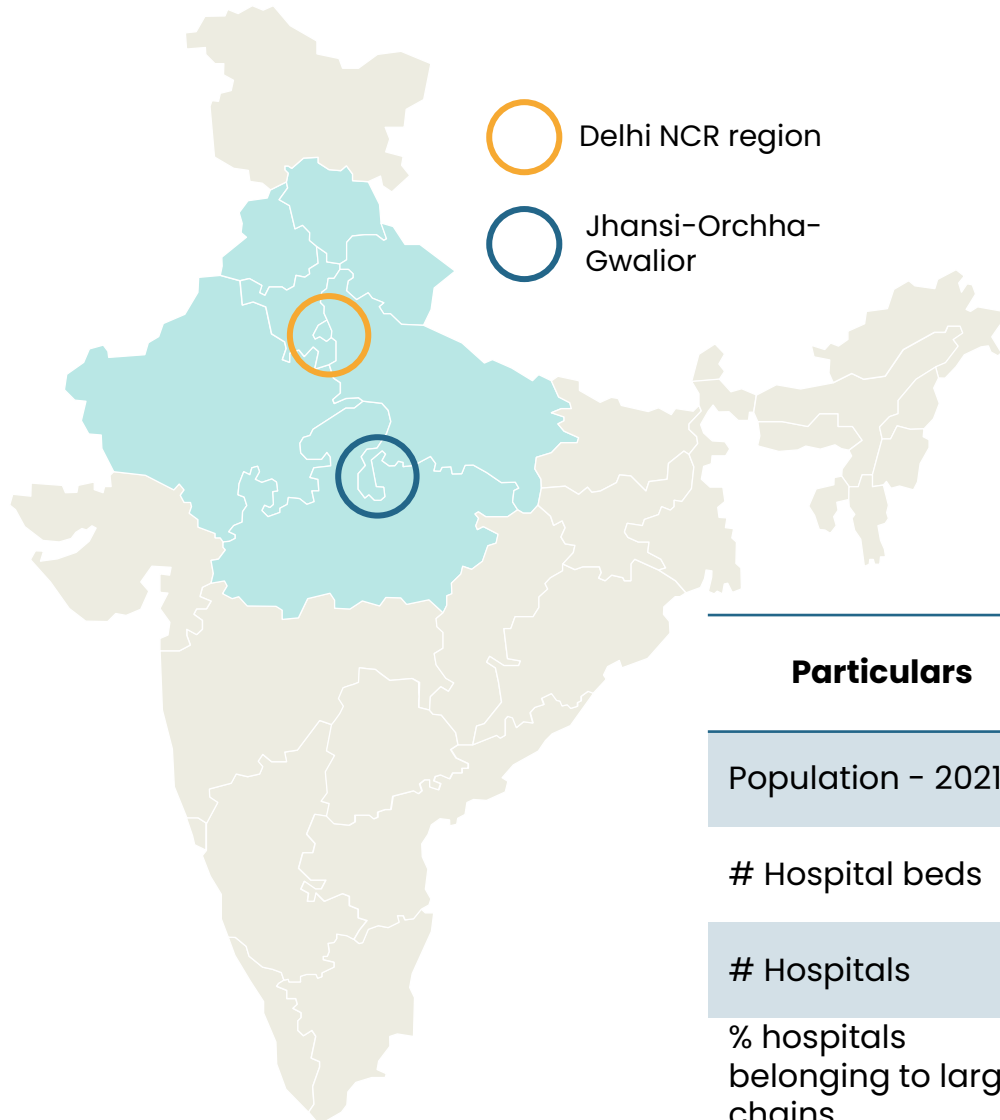
- Focus towards increasing ARPOB and better management of ALOS in Noida, Greater Noida & Noida Extension
- Jhansi operations began in FY23, with a utilization of 8%. With stabilization of Jhansi hospital, ARPOB & utilization to improve in the coming quarters



Growth Opportunity

Delhi-NCR attracts patients from adjoining states with inadequate healthcare facilities

- Noida, Greater Noida and Noida extension attract patients from the NCR region, other nearby states and even internationally
- Even with high bed densities, hospitals in the region have shown high occupancy rates indicating potential for further growth and expansion
- Opportunity to expand in other tier II cities of Northern India



Particulars	Delhi-NCR	Noida	Greater Noida	Noida Extension	Ghaziabad	Jhansi-Orchha-Gwalior
Population - 2021	~70 million	~0.8 million	~0.8 million	~0.4 million	~6.5 million	~3.7 million
# Hospital beds	~163,000	~4,300	~2,500	~1,000	~7,200	~7,900
# Hospitals	~2,150	~175	~30	~15-20	~280	~215
% hospitals belonging to large chains	NA	~2-3%	~10%	~5-10%	~2-3%	NA



Appendix





Awards and Accreditations

2020

- Awarded 1st in Swachhta Ranking (for quarter ended Sep 2019) in Swachh Survekshan League 2020 by Noida Authority
- Recognized as Emerging Hospital Chain in Delhi NCR by Medico Trip India
- Accreditation (ISO 15189:2012) from NABL for molecular testing (RT-PCR-Covid 19) for the Noida Extension Hospital

2021

- Covid Thank You award by Niva Bupa
- 5-star grading by Infomerics Analysts & Research for our hospitals located at Noida, Noida Extension & Greater Noida
- Accreditation from NABH to the Noida Extension Hospital

2023

- Awarded UP Ratan Samman by Dainik Jagran Inext
- Accreditation (ISO 15189:2012) from NABL for medical testing to the Noida Extension Hospital,
- Accreditation from NABH to the Jhansi-Orchha Hospital



Board of Directors (1/2)



Dr. Ajay Kumar Tyagi
Chairman & Whole-time Director

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



Dr. Kapil Kumar
Managing Director

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



Yatharth Tyagi
Whole-time Director

- Associated with the company since 2019
- Holds a bachelor's degree in business and management from Leeds Beckett University, United Kingdom and holds a master of science degree in International Health Management from Imperial College, London
- Responsible for overall operations and business development for the company



Board of Directors (2/2)



Promila Bhardwaj
Independent Director

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



Mukesh Sharma
Independent Director

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



Sanjeev Upadhyaya
Independent Director

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



Management Team



Amit Kumar Singh
Chief Executive Officer

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



Pankaj Prabhakar
Chief Financial Officer

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



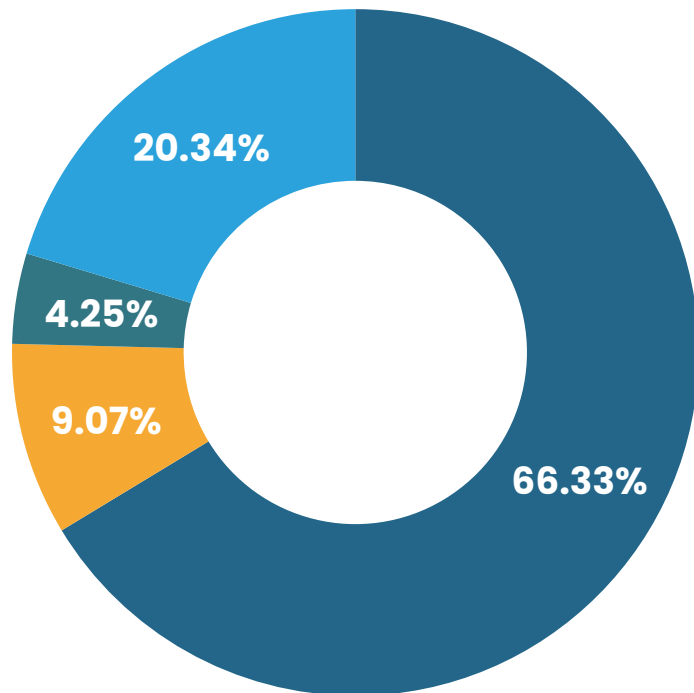
Deepak Kumar Tyagi
President, Strategy and Finance

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



Shareholding Pattern

Shareholding Pattern*



■ Promoter Group ■ DII ■ FII ■ Others

BSE Ticker

543950



NSE Ticker

YATHARTH



Market Capitalization*

Rs. 28,653 mn



No. of shares outstanding

8,58,50,233



* As on listing date – Aug 7, 2023; Shareholding pattern is as on IPO allotment date



Thank You

Yatharth Hospital & Trauma Care Services Ltd

CIN: L85110DL2008PLC174706

www.yatharthhospitals.com

Investor Relations

investor.relations@yatharthhospitals.com