

May 14, 2023

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051.
Symbol: RAINBOW

BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.
Scrip Code: 543524

Sub: Press Release on Audited Financial Results (Standalone and Consolidated) for the Quarter and Financial Year ended March 31, 2023.

Dear Sir/ Madam,

Please find enclosed herewith the Press Release on the Audited Financial Results (Standalone and Consolidated) for the Quarter and Financial Year ended March 31, 2023.

We request you to kindly take the same on record.

Thanking You,

Yours Faithfully,

For **Rainbow Children's Medicare Limited**

Ashish Kapil
Company Secretary and Compliance Officer

Encl.: As above

Rainbow Children's Medicare Limited

Registered Office: 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills, Hyderabad, Telangana - 500034

Corporate Office: 8-2-19/1/a, Daulet Arcade, Karvy lane, Road No.11, Banjara Hills, Hyderabad, Telangana - 500034

Hyderabad: Banjara Hills - 040 22334455 | Secunderabad - 040 42462200 | Kondapur IP - 040 42462400 |
Kondapur OP - 040 42462100 | Hyder Nagar - 040 42462300 | L B Nagar - 040 71111333

Vijayawada: Currency Nagar - 0866 6669666 | Governorpet - 0866 6650250 | **Chennai:** Guindy - 044 40122444

Bengaluru: Marathahalli - 080 71112345 | Bannerghatta Road - 080 25512345 | Hebbal - 080 35061555

Delhi: Malviya Nagar - 011 66888866 | **Visakhapatnam:** Health City, Chinagadili - 0891 3501601 | Siripuram - 0891 3501555



Rainbow Children's Medicare Limited's Q4 & FY23 Financial Results

| (In INR Mn) | Q4 FY23 | Q4 FY22 | YoY Growth | Q3 FY23 | QoQ Growth | FY23 | FY22 | YoY Growth |
|-----------------|-----------------|-----------------|------------|----------------|------------|------------------|-----------------|------------|
| Revenue | 3,169.66 | 2,124.47 | 49.20% | 3064.04 | 3.45% | 11,735.74 | 9,737.58 | 20.52% |
| EBITDA | 980.07 | 481.33 | 103.62% | 1067.56 | -8.20% | 3,963.77 | 3,048.75 | 30.01% |
| EBITDA % | 30.92% | 22.66% | 826 bps | 34.84% | (392bps) | 33.78% | 31.31% | 247 bps |
| PAT | 538.63 | 122.60 | 339.34% | 582.44 | -7.52% | 2,123.77 | 1,386.73 | 53.15% |
| PAT % | 16.99% | 5.77% | 1122 bps | 19.01% | (202 bps) | 18.10% | 14.24% | 386 bps |

Hyderabad, May 14, 2023: Rainbow Children's Medicare Limited (RCML), India's leading pediatric multi-specialty and perinatal care hospital chain, announced its financial results for the fourth quarter and financial year ended March 31st, 2023.

The company delivered robust operational and financial performance during the fourth quarter and the financial year FY23. Strong momentum witnessed in the second and third quarter continued into the fourth quarter across all key operating metrics including outpatient footfalls, inpatient volumes and occupancy.

Operational Highlights

Quarterly Highlights:

| | Q4 FY23 | Q4 FY22 | Q3 FY23 | | Q4 FY23 | Q4 FY22 | Q3 FY23 |
|-------------------------------|----------|----------|----------|----------------------------|---------|---------|---------|
| Capacity Beds | 1,655 | 1,500 | 1,555 | ARPOB (Rs. Per day) | 48,603 | 51,787 | 48,744 |
| Operational Beds [^] | 1,232 | 1,150 | 1,198 | Delivery volume | 3,746 | 2,716 | 4,019 |
| Occupancy % | 58.82% | 39.64% | 57.06% | ALOS (# days) | 2.77 | 2.73 | 2.77 |
| In-patient (IP) volume | 23,541 | 15,006 | 22,665 | ROCE in % (non-annualized) | 6.05% | 2.68% | 8.23% |
| Out-patient (OP) volume | 3,32,992 | 2,24,286 | 3,15,482 | ROE in % (non-annualized) | 5.21% | 2.06% | 5.96% |

[§] COVID Vaccine in Q4 FY21-22 was 40 Mn. Covid vaccine revenue impact on ARPOB in Q4 FY21-22 was Rs. 975.

| Matured Hospitals* (>5 Years) | Q4 FY23 | Q4 FY22 | Q3 FY23 | New Hospitals [§] (<5 Years) | Q4 FY23 | Q4 FY22 | Q3 FY23 |
|-------------------------------|---------|---------|---------|---------------------------------------|---------|---------|---------|
| No. of Hospitals | 8 | 8 | 8 | No. of Hospitals | 8 | 6 | 7 |
| Revenue (in Mn) | 2,464 | 1,669 | 2,393 | Revenue (in Mn) | 706 | 455 | 672 |
| Capacity Beds | 1,052 | 1,052 | 1,052 | Capacity Beds | 603 | 448 | 503 |
| Operational Beds [^] | 845 | 837 | 840 | Operational Beds [^] | 387 | 313 | 358 |
| Occupancy % | 67.18% | 42.61% | 63.32% | Occupancy % | 40.56% | 31.69% | 42.38% |
| ARPOB (Rs. Per day) | 48,225 | 52,007 | 48,911 | ARPOB (Rs. Per day) | 49,972 | 50,998 | 48,159 |
| ALOS (# Days) | 2.65 | 2.57 | 2.60 | ALOS (# Days) | 3.34 | 3.56 | 3.63 |

* Matured Hospitals include the hospitals which have completed 5 years of operations.

[^] Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, OMR Hospital commenced operations on 1st Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1st Dec, 2022. Weighted average operational beds for the quarter/period are considered for occupancy calculations

[§] New Hospitals include the hospitals which are less than 5 years of operations: 1. Rainbow Children's Hospital, New Delhi, 2. Rainbow Children's Hospital, Guindy, Chennai, 3. Rainbow Children's Heart Institute, Hyderabad, 4. Rosewalk by Rainbow Hospitals, New Delhi, 5. Rainbow Children's Hospital, Hebbal, Bangalore 6. Rainbow Children's Hospital, Visakhapatnam, 7. Rainbow Children's Hospital, OMR, Chennai 8. Rainbow Children's Hospital, Financial District, Hyderabad

YTD Highlights:

| | FY23 | FY22 | | FY23 | FY22 |
|-------------------------------|-----------|----------|----------------------------------|--------|--------|
| Number of Beds | 1,655 | 1,500 | ARPOB (Rs. Per day) [§] | 48,932 | 52,159 |
| Operational Beds [^] | 1,186 | 1,147 | Delivery volume | 14,797 | 12,603 |
| Occupancy % | 55.40% | 44.59% | ALOS (# days) | 2.76 | 2.83 |
| In-patient (IP) volume | 86,864 | 66,082 | ROCE in % (annualized) | 24.61% | 23.01% |
| Out-patient (OP) volume | 12,40,569 | 8,40,000 | ROE in % (annualized) | 25.36% | 26.36% |

[§] COVID Vaccine in FY21-22 was 960 Mn. Covid vaccine revenue impact on ARPOB in FY21-22 was Rs. 5,142

| Matured Hospitals* (>5 Years) | FY23 | FY22 | New Hospitals [§] (<5 Years) | FY23 | FY22 |
|----------------------------------|--------|--------|--|--------|--------|
| No. of Hospitals | 8 | 8 | No. of Hospitals | 8 | 6 |
| Revenue (in Mn) | 9,156 | 7,592 | Revenue (in Mn) | 2,580 | 2,146 |
| Capacity Beds | 1,052 | 1,052 | Capacity Beds | 603 | 448 |
| Operational Beds [^] | 840 | 834 | Operational Beds [^] | 347 | 313 |
| Occupancy % | 61.09% | 48.33% | Occupancy % | 41.61% | 34.64% |
| ARPOB (Rs. Per day) | 48,904 | 51,606 | ARPOB (Rs. Per day) | 49,030 | 54,214 |
| ALOS (# Days) | 2.60 | 2.66 | ALOS (# Days) | 3.52 | 3.65 |

[^] Financial District hospital commenced operations on 1st March, 2023 with 87 operational beds, OMR Hospital commenced operations on 1st Sep, 2022 with 45 operational beds and 8 beds were added to Rainbow Marathahalli, Bengaluru on 1st Dec, 2022. Weighted average operational beds for the period are considered for occupancy calculations

Key Developments

- The company is delighted to welcome Mr. Sanjeev Sukumaran as Chief Operating Officer (COO). He has over 25 years of experience in strategic management, business advisory, sales and marketing, business development, and client relationship management across a diverse range of sectors.
- Board recommends final dividend of 30% per equity share of FV Rs. 10 amounting to Rs. 304.5 million.
- The new 100 beds hospitals at Financial district, Hyderabad and 55 beds hospital at Sholinganallur (OMR), Chennai have witnessed good traction. The trajectory of operations is as per our expectations.
- Project work for new spoke hospitals at Central Hyderabad (~60 beds), new block adjacent to Rainbow Hydernagar, Hyderabad (~50 beds) and Anna Nagar, Chennai (~80 beds) is progressing well and these hospitals are expected to commence operations during the second half of the current financial year.
- Project work for the spoke hospital at Bangalore and the regional spoke hospital at Rajahmundry is progressing well and is expected to be completed in the next 18 months
- During the quarter, the company signed an agreement to lease for:
 - A brownfield ~80 beds spoke hospital at Sarjapur, Bengaluru. The hospital is strategically located and will make an important part of the Rainbow network in the city. This hospital is likely to commence operations during the last quarter of the current financial year.
 - An additional block with an outpatient department and an IVF facility at Rainbow LB Nagar, Hyderabad to enhance the patient facilities at the existing hospital and cater to the future growth at this spoke hospital

- Company participated in e-auction held by HSVP (Haryana Shehri Vikas Pradhikaran) recently and won the bid for 2 land parcels measuring 9,391 Sq. Mt. (~2.32 acres) and 4,987.10 Sq. Mt. (~1.23 acres) in sector 44 and sector 56 of Gurugram respectively. A detailed press release on same has been uploaded on the exchanges separately.

Commenting on the performance for Q4 FY2023 Dr. Ramesh Kancharla, Chairman & Managing Director, Rainbow Children's Medicare Limited (RCML) said,

“I am pleased to inform you that the company has delivered robust quarterly performance, led by high patient footfall across hospitals. The revenues for Q4 FY23 was Rs. 3,169.66 mn, which is a growth of 49.20% compared to Rs. 2,124.47 mn in Q4 FY22. The EBIDTA for Q4 FY23 was Rs. 980.07 mn, which is a growth of 103.62% compared to Rs. 481.33 mn in Q4 FY22 and the PAT for Q4 FY23 was Rs. 538.63 mn, which is a growth of 339.34% compared to Rs. 122.60 mn in Q4 FY22.

The company is focused on executing the business plan, put forth during the IPO, of adding 1000 beds across the target markets. The proposed expansion for the current financial year includes addition of ~270 beds in Central Hyderabad (60 beds), Hydernagar (50 beds), Anna Nagar (80 beds) and Sarjapur (80 beds). Additional ~160 beds are slated for commencement in the next financial year at Rajahmundry (100 beds) and a new spoke hospital in Bengaluru (60 beds). Furthermore, the company aims to increase its bed count by ~400 across the National Capital Region by FY26-27.

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

About Rainbow Children's Hospitals

Rainbow network comprises of 16 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,655 beds. Our Pediatric services operating under the brand "Rainbow Children's Hospital" includes newborn and pediatric intensive care, pediatric multi-specialty services, pediatric quaternary care (including organ transplantation); whereas our women care services under "Birthright by Rainbow" offers perinatal care services which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care along with gynecology services.

Rainbow Children's hospital built on strong fundamentals of a multidisciplinary approach with a full-time consultant led clinical service along with 24/7 commitment in a child centric environment. The company follows a hub-and-spoke operating model where the hub hospital provides comprehensive outpatient, inpatient care, with a focus on tertiary and quaternary services while the spokes provide 24/7 emergency care, large outpatient services and comprehensive obstetrics, pediatric inpatient and level 3 NICU services. This model is successfully operational at Hyderabad and is gaining traction in Bengaluru. The endeavor is to replicate this approach in Chennai and across the National Capital Region. Subsequently Rainbow intends to expand into tier-2 cities of Southern India.

Rainbow embraces a unique doctor engagement model, where doctors work exclusively on a full-time, retainer basis. The doctors work in teams and have 24/7 commitment, which is particularly important for children's emergency, neonatal, pediatric intensive care services and to support pediatric retrieval services. The Company also operates the country's largest pediatric DNB training programme in private healthcare, offering post graduate residential DNB and fellowship programme.

Please visit www.rainbowhospitals.in for more information. You may also reach out to:

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Safe Harbor

Certain statements in this document could be forward-looking in nature. Such forward-looking statements remain subject to certain risks and uncertainties like government actions, political or economic developments, technological risks, and certain other factors which cannot be quantified but which could cause actual results to differ materially from those underlined by those forward-looking statements. Rainbow Children's Medicare Ltd. (RCML) will not be in any way responsible for any action taken based on such statements and does not undertake to publicly update these forward-looking statements to reflect subsequent events or circumstances.