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October 23, 2024

The Secretary Listing Department, BSE Limited, 1st Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai 400001 Scrip Code: 540975	The Manager, Listing Department, The National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (East), Mumbai 400051 Scrip Symbol: ASTERDM

Dear Sir/Madam,

Sub: Investor Presentation for the quarter and half year ended September 30, 2024

With reference to the captioned subject, please find enclosed the Investor Presentation on the Company's performance for the quarter and half year ended September 30, 2024.

Kindly take the above said information on record as per the requirement of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thank you

For **Aster DM Healthcare Limited**

HEMISH PURUSHOTTAM
Digitally signed by HEMISH PURUSHOTTAM
Date: 2024.10.23 22:14:18 +05'30'

Hemish Purushottam
Company Secretary and Compliance Officer
M. No: A24331

Earnings Presentation

For the quarter ending September 30, 2024

Disclaimer

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Prospective and existing investors should make their own evaluation of the Company as the information provided here does not purport to be all inclusive or to contain all of the information a prospective or existing investor may desire. Interested parties shall conduct their own due diligence and investigation on the information, before relying and acting thereon. Company makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

This presentation may contain certain "forward looking statements", which are based on certain assumptions and expectations of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Though such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Neither the Company nor any of its advisors or representatives assumes any responsibility to update forward-looking statements or to adapt them to future events or developments.

H1 FY 2025 Performance Summary- Aster India

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Financial

	Revenue	Operating EBITDA[1]	PBT	PAT[2] (Post-NCI)	RoCE[3] (Pre-Tax)
H1FY25	INR 2,088 cr	INR 410 cr	INR 284 cr	INR 171 cr	18.0%
Growth	▲ 18%	▲ 44%	▲ 134%	▲ 88%	▲ 390 bps
H1FY24	INR 1,772 cr	INR 285 cr	INR 121 cr	INR 91 cr	14.1%

Operational

	Capacity Beds	Avg. Occupied beds	ARPOB	In Patients	Out-Patient
H1FY25	4,994	2,491	INR 43,600+	1,40,970	1.70 mn
Growth	▲ 139+	▲ 172+	▲ 12%	▲ 14%	▲ 14%
H1FY24	4,855	2,319	INR 39,000+	1,23,640	1.50 mn

1. Operating EBITDA for the period H1 FY25 excludes the ESOP Cost of Rs. 5.1 Cr [H1 FY24: 2.5 Cr], Movement in fair value of contingent consideration payable of Rs. 5.4 Cr , Variable O&M fee amounting to Rs.16.5 Cr [H1 FY24 : 11.2 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]
2. The PAT includes an amount of ₹ 59.4 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.
3. ROCE = EBIT/Average Capital Employed; [Capital employed excludes CWIP and Land Revaluation reserve]. The CWIP for ongoing projects (including ROU, Capital Advances, and Capital Creditors) amounts to ₹ 698 Cr for H1 FY25 [H1 FY24 : ₹ 321 Cr]

Aster India Performance Summary – Q2 and H1 FY 2025

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Financial and Operational Highlights	▪ Overall Operating EBITDA margin of 19.6% in H1 FY25 (16.1% in H1 FY24) ▪ Core hospital business delivered Operating EBITDA margin of 22.4% in H1 FY25 (19.1% in H1 FY24) ▪ Matured hospital Op. EBITDA margins at 25% in H1 FY25 (22% in H1 FY24) and ROCE at 32% ▪ Karnataka & Maharashtra cluster revenue grew by 35% YoY and Op. EBITDA grew by 62% YoY in H1 FY25 ▪ ALOS has improved to 3.2 days in H1 FY25 from 3.4 days in H1 FY24 ▪ Payor mix improved with increase in Insurance business by 300 bps+ as well as reduction in scheme business YoY basis in H1 FY25 ▪ Aster Labs revenue grew by 17% YoY in Q2 FY25; continuing to deliver positive EBITDA margin at 11% in Q2 FY25 from 3.4% in Q1 FY25 ▪ Successful installation of 100 beds at MIMS Kannur in Q2 FY25. ▪ Further plan to add ~1800 beds by FY27 including new addition of Aster Women and Child in Hyderabad with 300 beds
Clinical Highlights	▪ High-end cutting-edge medical work; ~500+ transplants* and ~1600+ Robotics surgeries* ▪ 11 research paper in Indexed journals during first half of FY25
ESG Highlights	▪ 93% and 85% energy consumption from renewable sources at Aster CMI and RV Bangalore ▪ Women representation in overall workforce stands at 64% and in Board of Directors at 25% ▪ 1962 Mobile Medical camps conducted impacting ~135k beneficiaries through 21 Mobile Medical units in H1 FY25
Recognition	▪ Awarded for the Best Healthcare Brand of the year by The Economic Times ▪ Aster CMI Hospital received South India's first NABH Digital Platinum Accreditation. ▪ Aster Medcity, CMI and MIMS were featured in top rankings by Times of India, Outlook and Newsweek Global media.

* TTM basis

Company Overview

Aster India at a Glance

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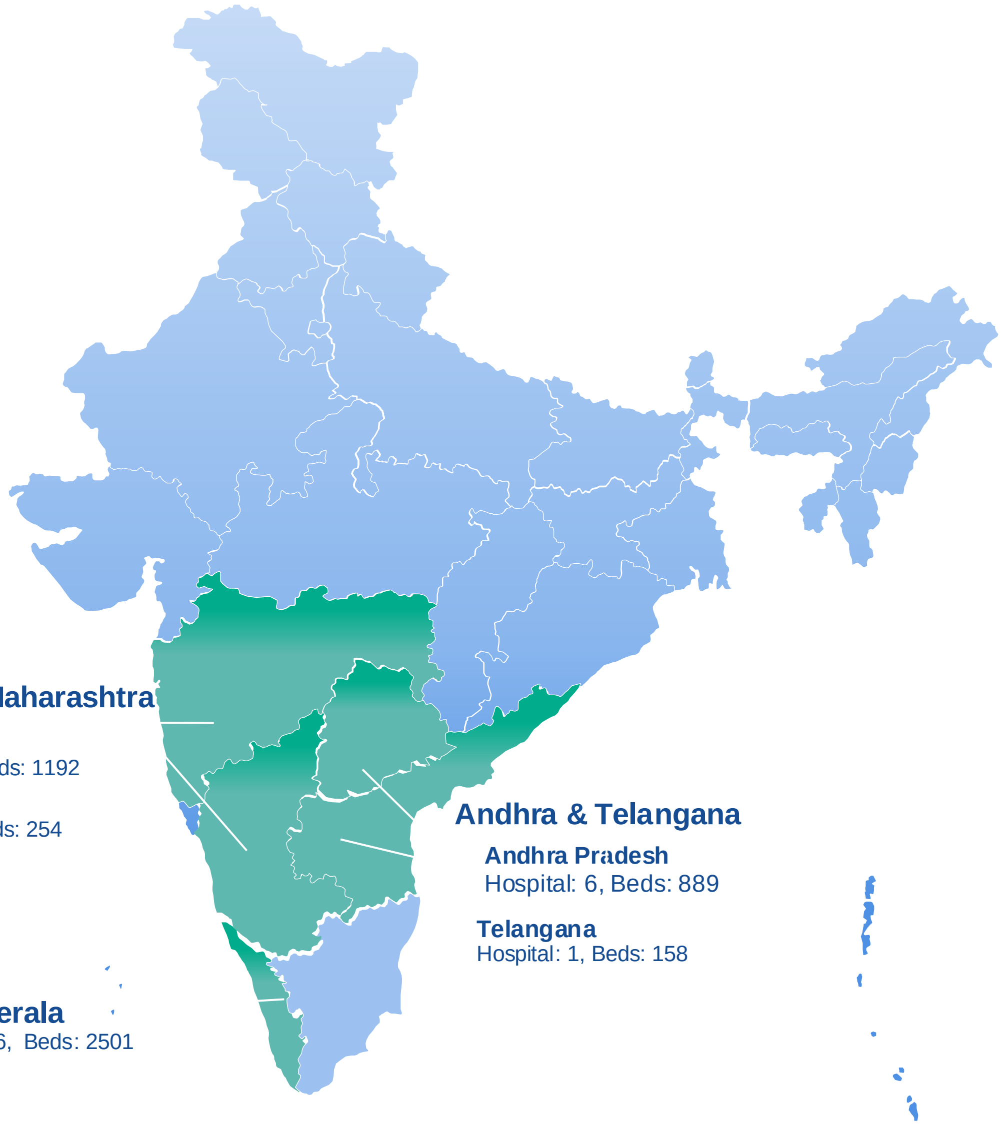


Karnataka & Maharashtra

Karnataka
Hospital: 4, Beds: 1192

Maharashtra
Hospital: 1, Beds: 254

Kerala
Hospital: 6, Beds: 2501

Andhra & Telangana

Andhra Pradesh
Hospital: 6, Beds: 889

Telangana
Hospital: 1, Beds: 158

Our Presence/Strength[1]

- 15 cities and 5 states
- 19[2] Hospitals
- 4,994 capacity beds
- 13 Clinics
- 232 Labs and PECs
- 212 Pharmacies[3]

Operational metrics (H1 FY25)

- 69% Occupancy
- 3.2 days ALOS
- INR 43,600+ ARPOB

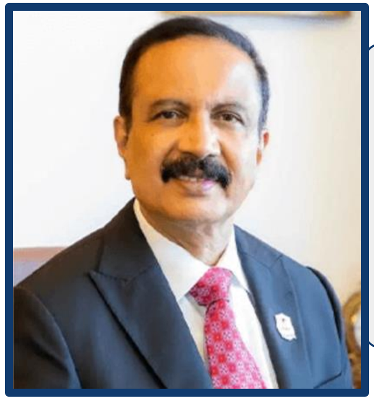
H1 FY25 Financial metrics

- Revenue INR 2,088 cr — 23% 5 Year CAGR[5]
- Op. EBITDA Margin: 20%[4] — 38% 5 Year CAGR[5]
- Capex INR 161 cr — ~INR 1,100 cr 5 Year Capex[5]

1. Presence and Operational metrics are as on September 30, 2024
2. Count includes 4 O&M Asset Light hospital beds with a capacity of 539 beds
3. Pharmacies in India operated by ARPPL under brand license from Aster
4. Operating EBITDA Margin has been rounded off
5. Five Year Revenue & Pre-Ind AS EBITDA CAGR and 5 Year Capex are till the year ending FY24

PECs: Patient Experience Centers ; ALOS: Average Length of Stay; ARPOB: Average revenue per operating bed;

Our Vision and Core Values



Dr. Azad Moopen
Founder Chairman & Managing Director

Our Promise

"We'll treat you well"

Our Vision

A caring Mission with a global vision to serve the world with accessible and affordable quality healthcare

Excellence

"Surpassing current benchmarks constantly by continually challenging its ability and skills to take the organisation to greater heights"

- Albert Einstein

Respect

"Treating people with utmost dignity, valuing their culture contributions and fostering a culture that allows each individual to rise to their fullest potential"

- Mahatma Gandhi

Compassion

"Going beyond boundaries with empathy and care"

- Mother Teresa

Passion

"Going the extra mile willingly, with a complete sense of belongingness and purpose while adding value to the stakeholders"

- Steve Jobs

Integrity

"Doing the right thing without any compromises and embracing a higher standard of conduct"

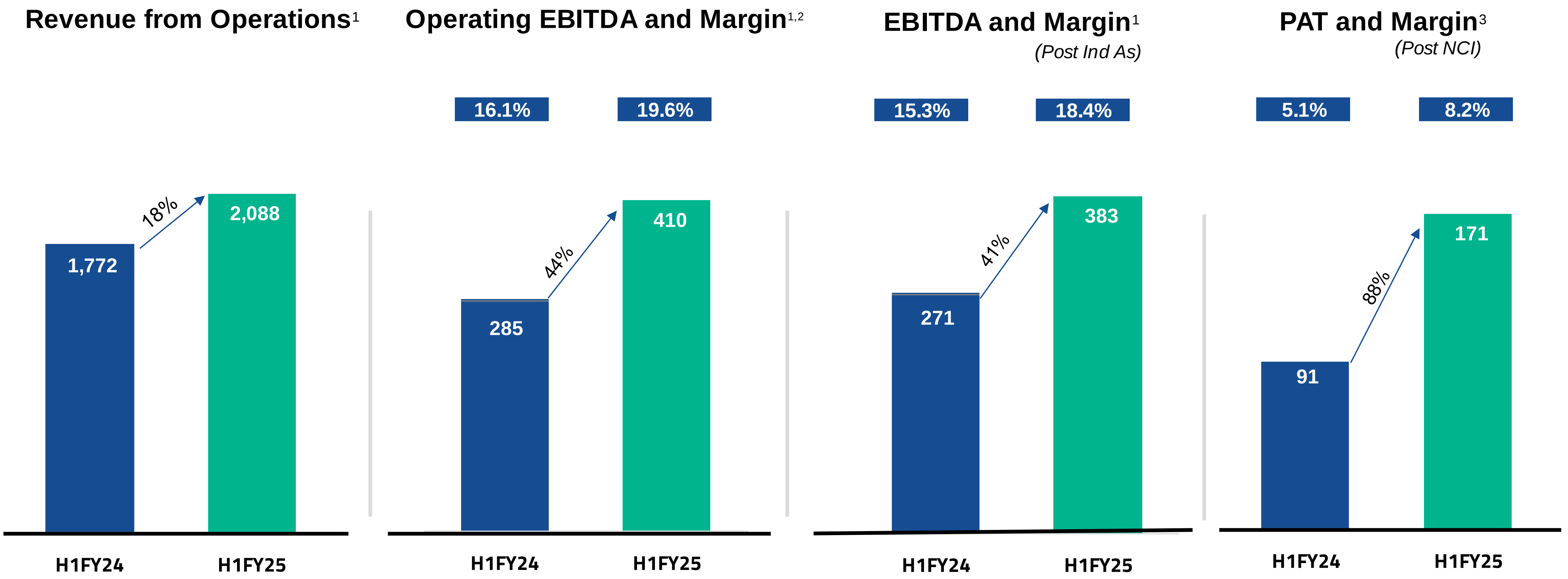
- Nelson Mandela

Unity

"Harnessing the power of synergy and engaging people for exponential performance and results"

- H.H. Sheikh Zayed Bin Sultan Al Nahyan

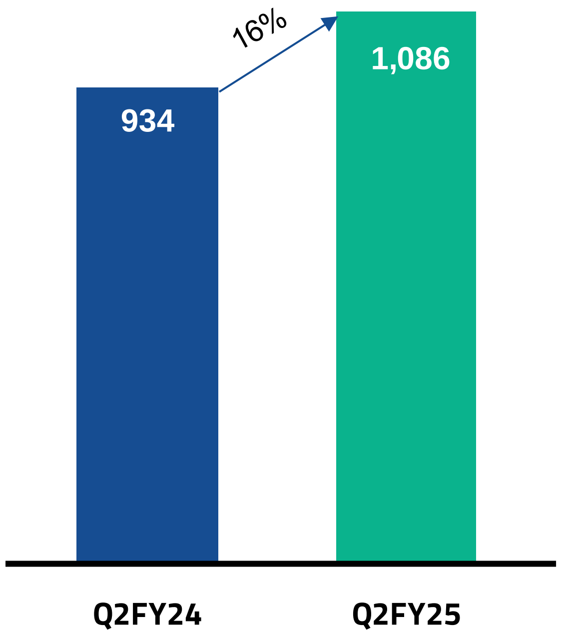
Aster India Revenue and Profitability Snapshot – H1 FY25



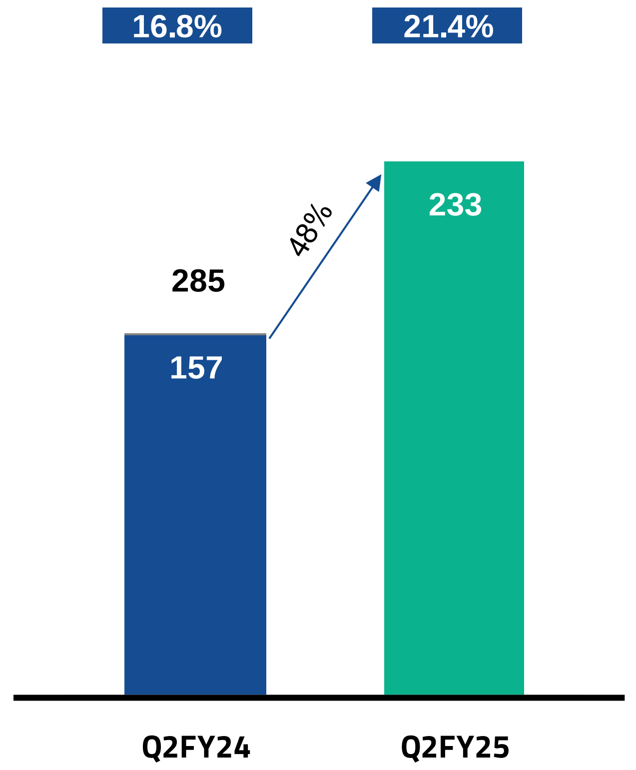
Notes:
1. Revenue, Operating EBITDA and EBITDA excludes other income
2. Operating EBITDA for the period H1 FY25 excludes the ESOP Cost of Rs. 5.1 Cr [H1 FY24: 2.5 Cr], Movement in fair value of contingent consideration payable of Rs. 5.4 Cr , Variable O&M fee amounting to Rs.16.5 Cr [H1 FY24 : 11.2 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]
3. PAT for the period of H1 FY25 include an amount of ₹ 59.4 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.

Aster India Revenue and Profitability Snapshot – Q2 FY25

Revenue from Operations[1]

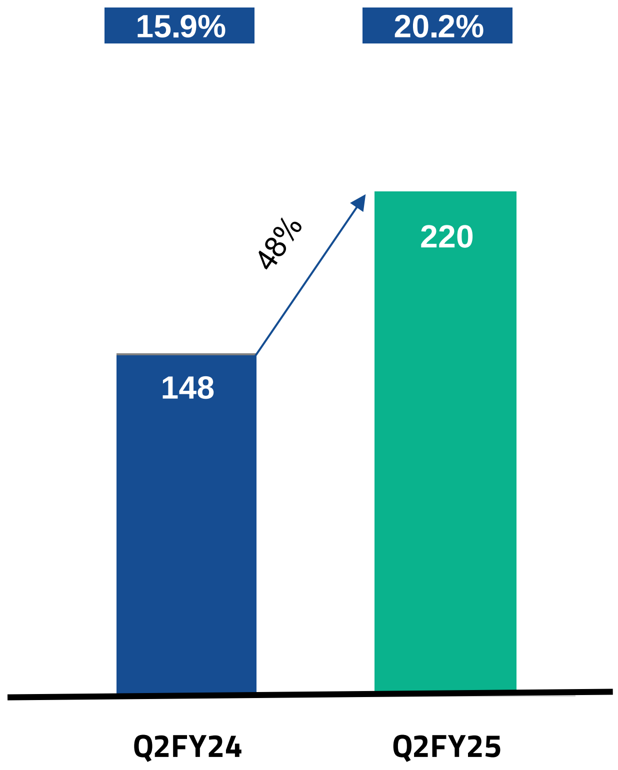


Operating EBITDA and Margin[1,2]



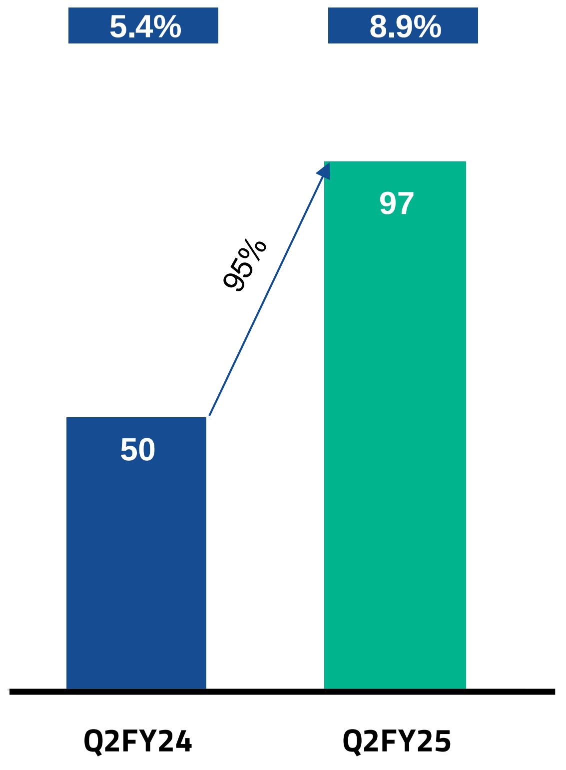
EBITDA and Margin[1]

(Post Ind As)



PAT and Margin[3]

(Post NCI)



Notes:
1. Revenue, Operating EBITDA and EBITDA excludes other income
2. Operating EBITDA for the period Q2 FY25 excludes the ESOP Cost of Rs. 2.2 Cr [Q2 FY24: 2.0 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr , Variable O&M fee amounting to Rs.8.3 Cr [Q2 FY24 : 6.8 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]
3. PAT for the period Q2 FY25 include an amount of ₹ 26.6 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.

Aster India Hospital and other New Business Performance – H1 FY25

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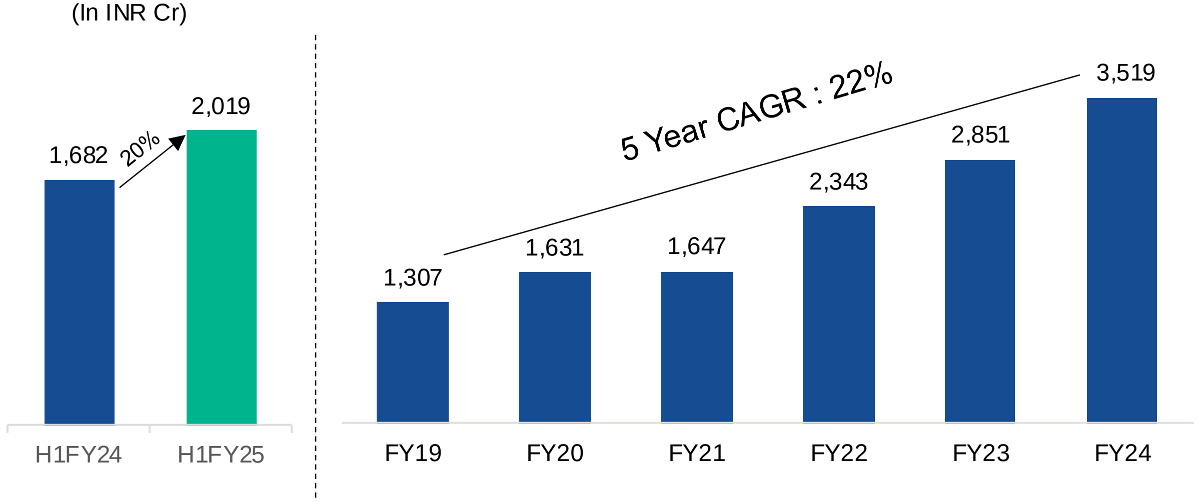
	% of Revenue	Revenue	Operating EBITDA[5]
Hospitals and Clinics Core established business 19 hospitals[1] · 13 clinics · 4,994 capacity beds	94%	**INR 2,019 Cr** 20% YoY Revenue Growth	**INR 453 Cr** 22.4% Margins
Labs and Pharmacies New growing businesses 232 Labs & PECs · 212 Pharmacies [2]	6%	**INR 130 Cr** -7% YoY Revenue Growth	**INR 3 Cr** 2.5% Margins
India Overall[4] 476 total facilities[3]	100%	**INR 2,088 Cr** 18% YoY Revenue Growth	**INR 410 Cr** 19.6% Margins

(1) Count includes 4 O&M asset light hospitals with a total capacity of 539 beds
(2) Pharmacies in India operated by ARPPL under brand license from Aster and Financial numbers are shown for Wholesale Pharmacy, (3) The count of facilities (hospitals, clinics, labs and pharmacies) is as of 30th September 2024
(4) Aster India overall numbers are after eliminations of INR 61 cr (H1 FY24: 50 Cr.) of intercompany revenue and INR 46 Cr. (H1 FY24: INR 28 Cr.) of unallocated expenses.
(5) Operating EBITDA for the period H1 FY25 excludes the ESOP Cost of Rs. 5.1 Cr [H1 FY24: 2.5 Cr], Movement in fair value of contingent consideration payable of Rs. 5.4 Cr , Variable O&M fee amounting to Rs.16.5 Cr [H1 FY24 : 11.2 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

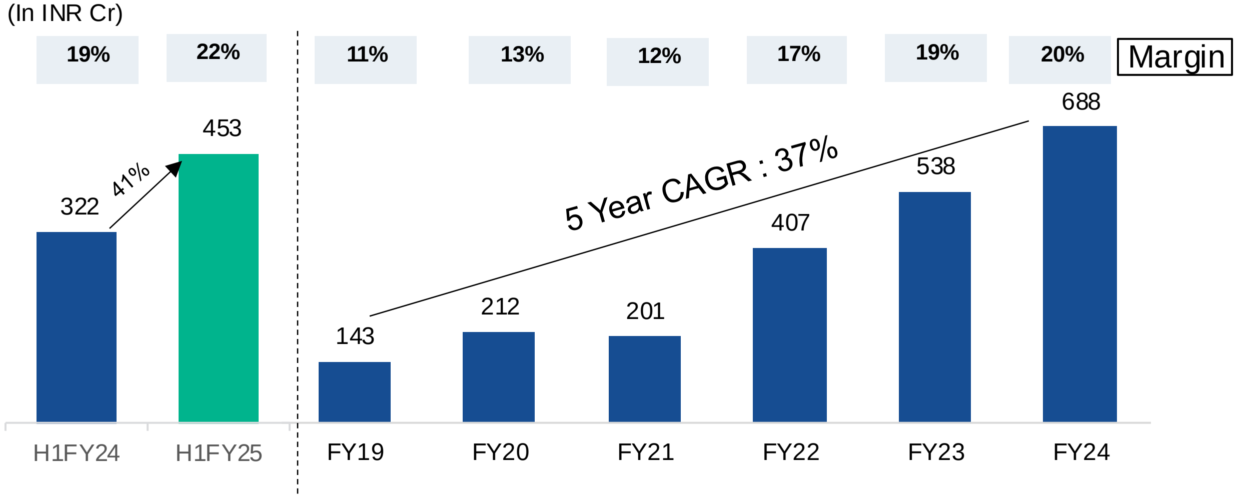
Core Business Performance-Hospitals and Clinics

Aster India - Hospital Financial Trends

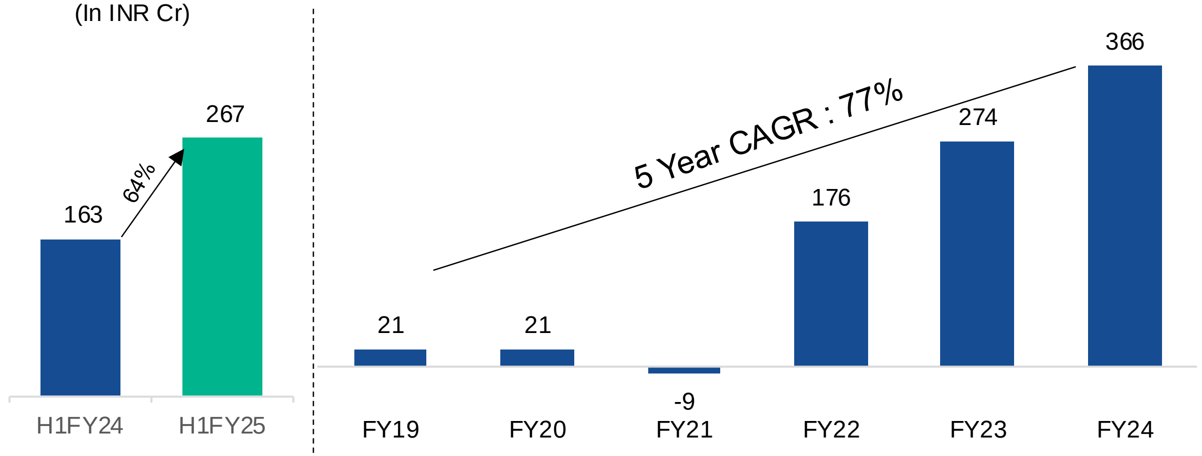
Hospital Revenue



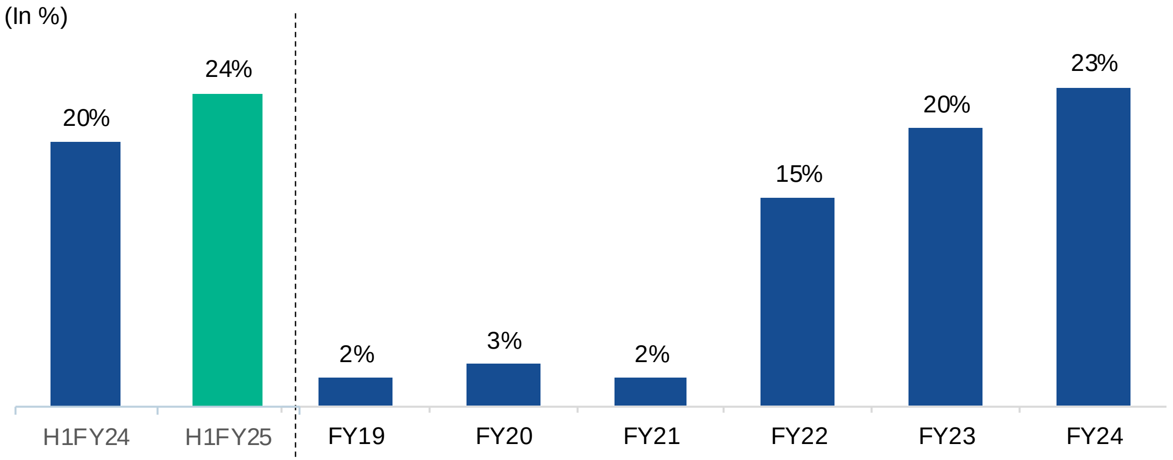
Hospital Operating EBITDA and Margin[1]



Hospital PAT



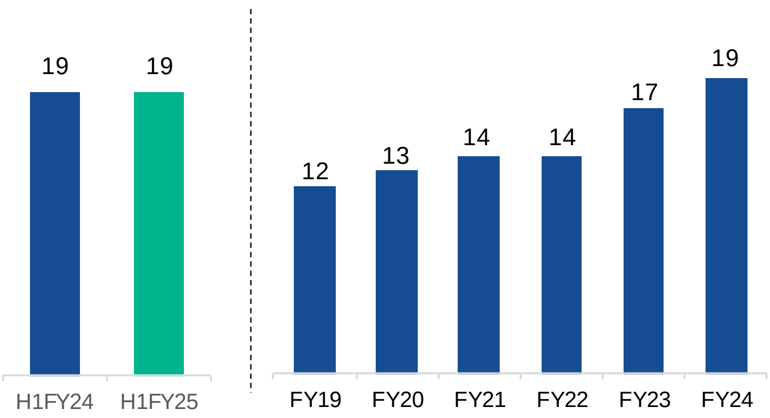
Hospital RoCE



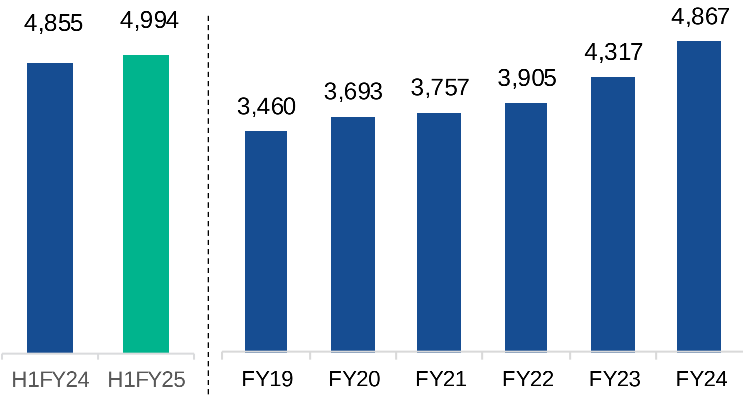
Note:
1. Operating EBITDA for the period H1 FY25 excludes the ESOP Cost of Rs. 5.1 Cr [H1 FY24: 2.5 Cr], Movement in fair value of contingent consideration payable of Rs. 5.4 Cr , Variable O&M fee amounting to Rs.16.5 Cr [H1 FY24 : 11.2 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

Aster India – Hospital Operational Trends

No. of Hospitals

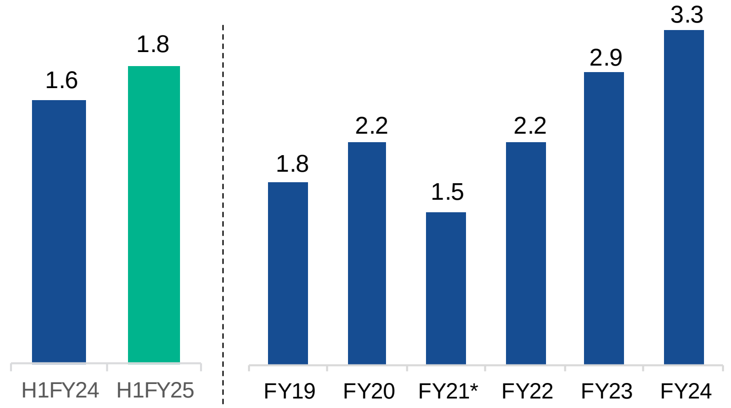


No. of capacity beds



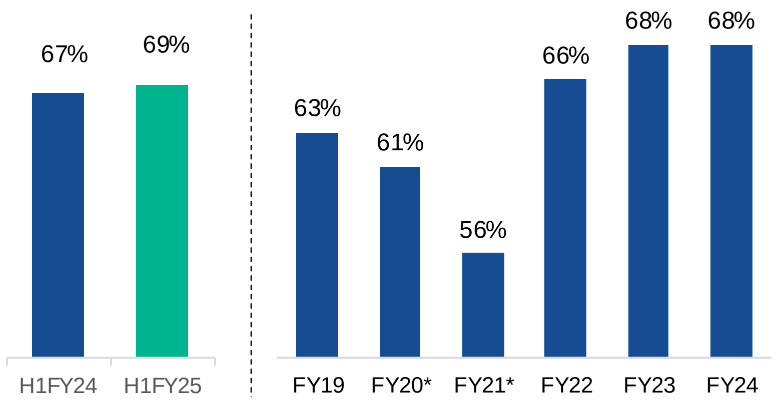
Total patient volumes

(In Mn)



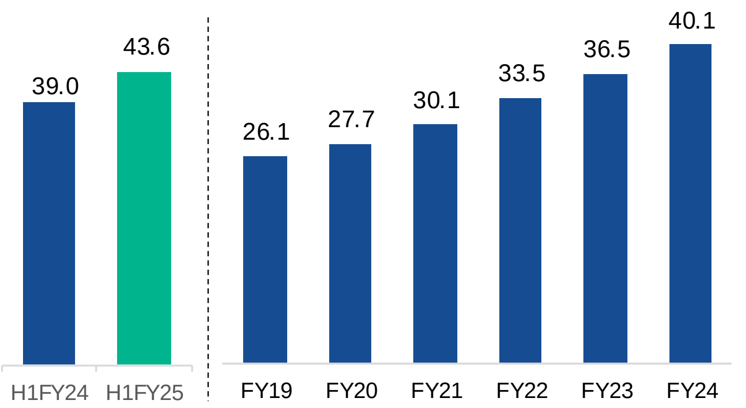
Occupancy[1]

(In %)



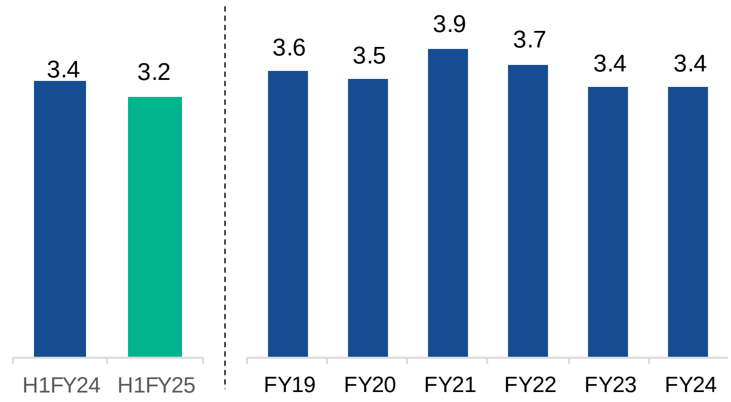
ARPOB

(In INR '000)



ALOS

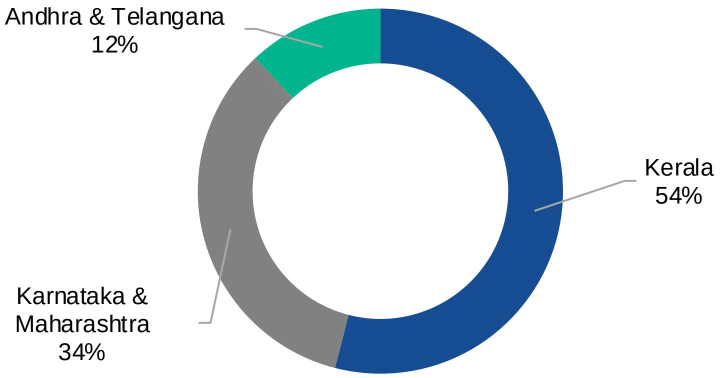
(Number of Days)



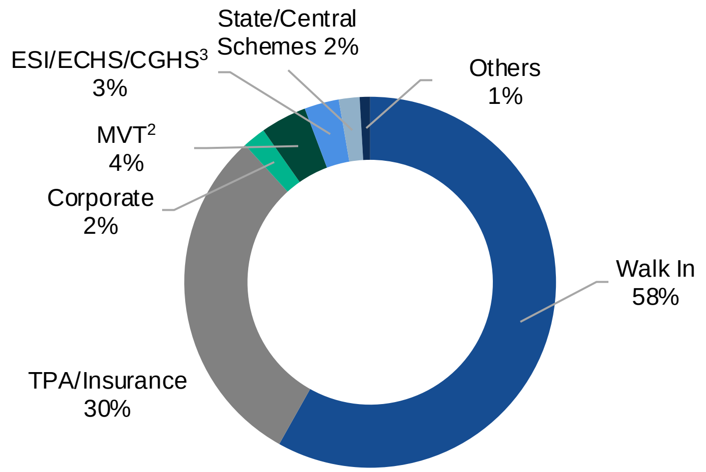
*Drop in Patient Volumes and Occupancy during FY 20 and 21 due to COVID |
1. Occupancy as per operational census bed

Aster India - Hospitals & Clinics Revenue Mix

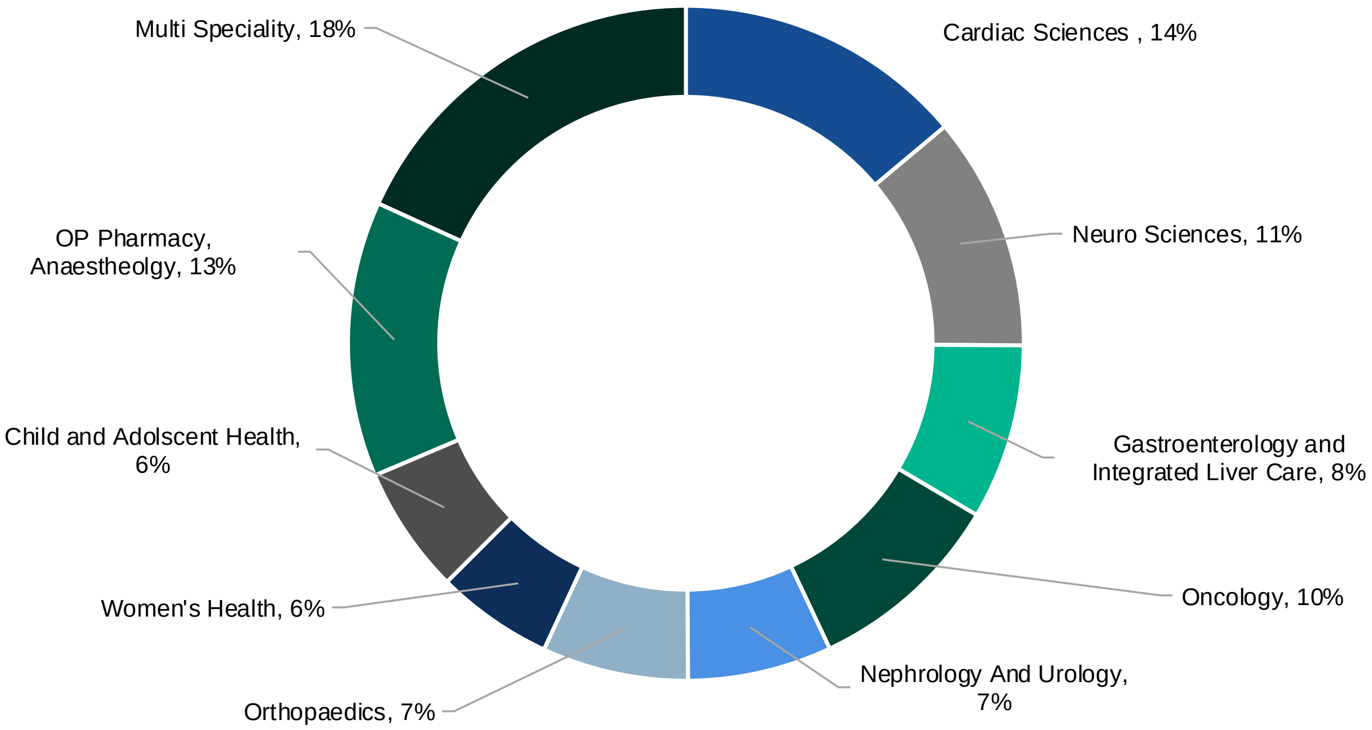
Geographical Revenue Mix[1] (H1 FY25)



Payor Revenue Mix (H1 FY25)



Specialty-wise Revenue Mix (H1 FY25)



57% of Revenue from niche specialties (Cardiac Sciences, Neurology, Oncology, Liver care, Nephrology, and Orthopaedics)

Health insurance market increasing access to healthcare services reflecting in growing revenue from TPA to 30% from 27%

1. Geographical Revenue Mix refers to the revenue from hospitals only
2. MVT: Medical Value Travel; TPA: Third Party Administrator; ESI: Employee State Insurance
3. ECHS: Ex-Servicemen Contributory Health Scheme; CGHS: Central Government Health Scheme

Aster India - Maturity Wise Hospital Performance – H1 FY25

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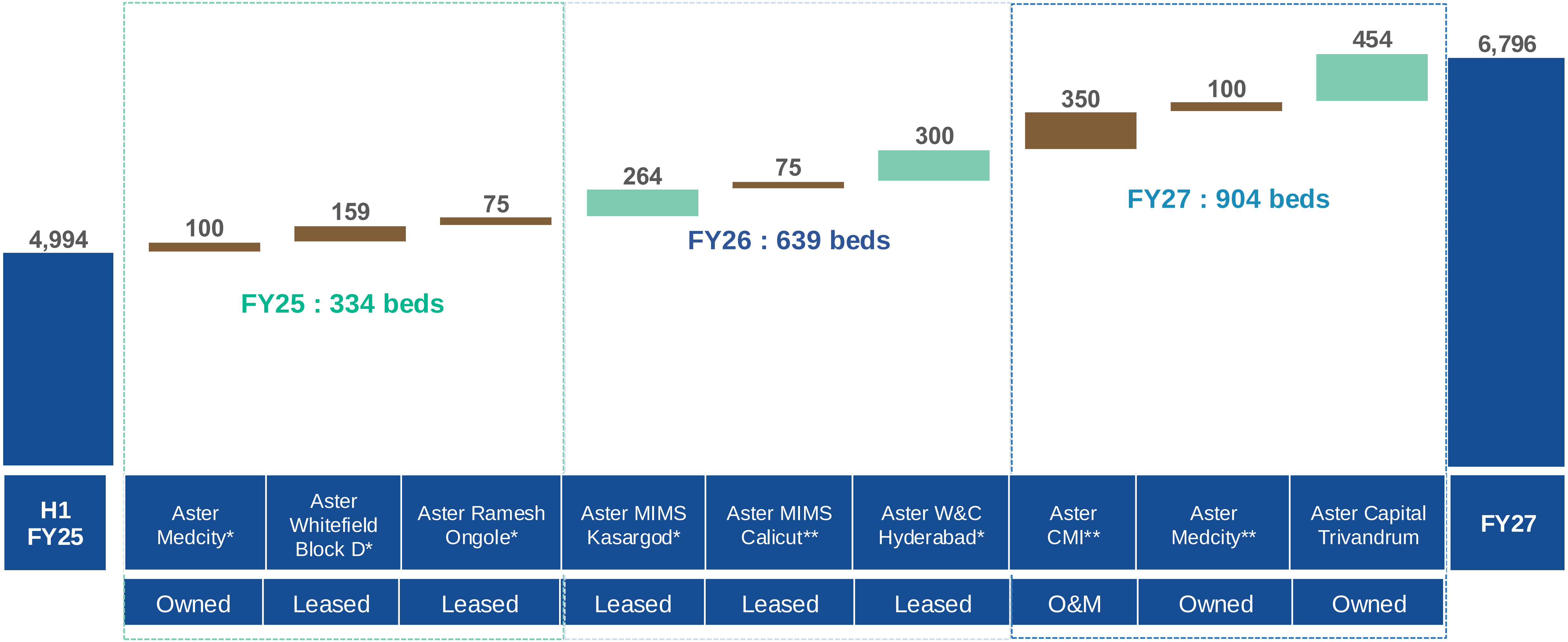
Maturity	Hospitals	Revenue[3,5] (INR in Crs.)	Operational Beds (Census)[6]	Key Performance indicators: ARPOBD	Occupancy	Operating EBITDA[3,5,7] (INR Crs.)	Operating EBITDA %	ROCE[8]
Over 6 Years	10	73% ₹1,447	70% 2,568	₹ 45,100	69%	₹356	24.6%	32%
3-6 Years[2]	2	14% ₹284	13% 487	₹ 42,300	85%	₹63	22.1%	23%
0-3 Years[1]	6	13% ₹257	17% 634	₹ 38,000	60%	₹35	13.5%	NM
	18	**₹1,988**	**3,689**	**₹ 43,600**	**69%**	**₹453**	**22.8%**	**24%**

1) 0-3 Years Hospitals include: Aster Mother Hospital Areekode, Aster Whitefield Women and Children Hospital, Aster Narayanadri, Ramesh (IB), Aster G Madegowda, Aster PMF
2) 3-6 Years Hospital include : Aster RV, Aster MIMS Kannur
3) Aster India Clinics, Labs, Wholesale pharmacy and other unallocated items are not included in Revenue & EBITDA.
4) Wayanad Institute of Medical Sciences (WIMS) details are not included above. Considering WIMS, count of hospitals in India is 19
5) Revenue and EBITDA shown above excludes other income;
6) Operational Beds (Census) are beds as on 30th September 2024.
7) Operating EBITDA for the period H1 FY25 excludes the ESOP Cost of Rs. 5.1 Cr [H1 FY24: 2.5 Cr], Movement in fair value of contingent consideration payable of Rs. 5.4 Cr , Variable O&M fee amounting to Rs.16.5 Cr [H1 FY24 : 11.2 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]
8) ROCE (pre-tax) = EBIT/Average Capital Employed; [Capital employed excludes CWIP and Land Revaluation reserve]

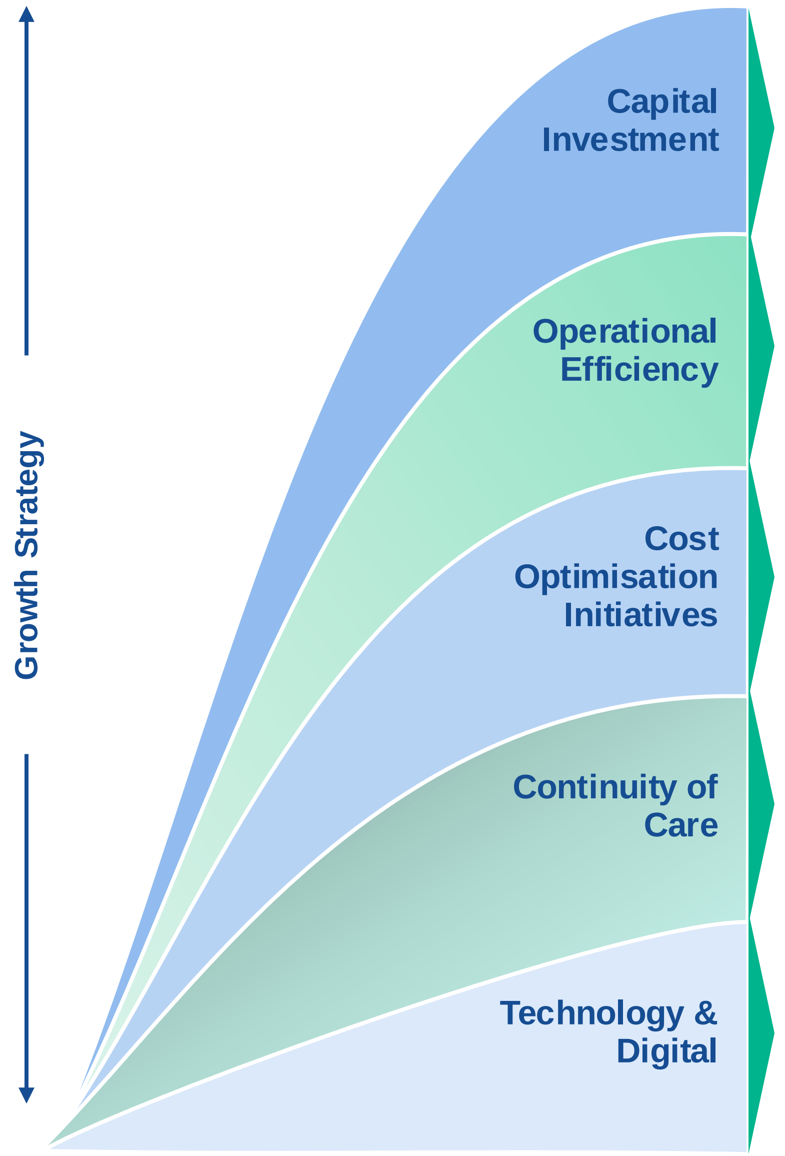
Aster India Hospitals: Pipeline Projects

Further addition of ~1800 beds, bringing the total bed capacity to ~6,800 by FY27



Projects Current Status:
*Aster Medcity Tower 4, Aster Whitefield block D, Aster Ramesh Ongole, Aster Kasargod, Aster W&C Hyderabad and Aster Capital are in Construction phase
**Aster MIMS Calicut, Aster CMI and Aster Medcity (PMR block) are in design phase.

Our strategic priorities towards driving future growth and improvement in profitability



Focus Areas

A — ✓ Investing prudently in **both brownfield (expanding existing units) and greenfield projects** across clusters and opportunistically exploring inorganic opportunities

B — ✓ **Focusing more on niche specialties to drive better ARPOB**
✓ **Optimizing existing facilities – Payor mix & high-end procedures**

C — ✓ **To enhance efficiency and lower operational expenses, thereby improving EBITDA margins**

D — ✓ **Creation of ecosystem by gradually establishing labs and pharmacies**

E — ✓ **Leveraging technology & digital medium for superior patient outcomes and reach**

Aster India Financial Summary- Profitability Statement

Particulars	Q2 FY25	Q2 FY24	YoY %	H1 FY25	H1 FY24	YoY %
Revenue from Operations	**1,086**	**934**	**16%**	**2,088**	**1,772**	**18%**
Material Cost[2]	237	236		466	455	
Doctors Cost	236	199		462	383	
Employee Cost	193	172		384	328	
Other Cost	187	170		366	322	
Operating EBITDA	**233**	**157**	**48%**	**410**	**285**	**44%**
Employee Stock Option Expenses	2	2		5	3	
Movement in FV of contingent consideration payable	3	0		5	0	
Variable operation and management fees	8	7		16	11	
EBITDA Post INDAS	**220**	**148**	**48%**	**383**	**271**	**41%**
Depreciation	62	55		123	106	
Finance Cost	31	30		61	55	
Other Income	35	4		84	12	
Profit Before Tax	**161**	**67**	**141%**	**284**	**121**	**134%**
Tax	53	8		92	15	
Profit After Tax[3]	**108**	**59**	**85%**	**192**	**107**	**80%**
Share of Profit/(Loss) of Associates	(3)	(3)		(5)	(6)	
NCI	9	6		16	10	
Profit After Tax (Post Non-Controlling Interest)	**97**	**50**	**95%**	**171**	**91**	**88%**
EBITDA Pre INDAS	**196**	**130**	**50%**	**340**	**238**	**43%**

1. Above numbers are in INR crore.
2. Material Cost % (Ex.Wholesale pharmacy) for Q2 FY25 is 20.3% and Q2 FY24 is 22.5%. Material Cost % (Ex.Wholesale pharmacy) for H1 FY25 is 20.7% and H1 FY24 is 22.8%
3. PAT for the period of Q2 FY25 and H1 FY25 includes an amount of ₹ 26.6 Cr and ₹ 59.4 Cr respectively from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.

Financial Summary – Balance Sheet and Ratios

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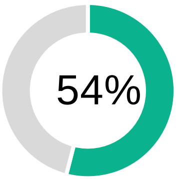
Particulars (INR Cr)	As at Sep 30, 2024	As at Mar 31, 2024	As at Mar 31, 2023
LIABILITIES			
Shareholder's Equity	500	500	500
Minority Interest	166	158	157
Other Reserves	2,476	897	719
Revalution Reserve	460	460	460
Gross Debt	591	669	597
Lease Liabilities - INDAS116	1,350	714	533
Other current and non-current liabilities	1,145	1,010	921
Total Liabilities	**6,688**	**4,409**	**3,887**
ASSETS			
Property, Plant & Equipment (including CWIP)	2,588	2,487	2,185
Investments (including Goodwill)	264	264	259
Right to Use Assets - INDAS116	1,267	608	420
Inventories	114	111	99
Cash, Bank Balance and Current Investments	1,578	114	87
Other current and non-current assets	876	826	837
Total Assets	**6,688**	**4,409**	**3,887**

Key financial ratios	H1 FY25	FY24	FY23
Net Debt and Lease Liabilities/Equity ratio (x times) (Ex.Affinity)	0.1	0.6	0.5
Net Debt and Lease Liabilities/EBITDA ratio (x times)	0.5	2.2	2.3
Net Debt /EBITDA (Pre IndAS) ratio (x times)	(1.6)	1.1	1.3
ROCE - Pre-Tax (%) (EBIT / Average Capital Employed)	18.0%	16.4%	13.4%

Cluster Performance

Kerala Cluster: Hospitals and Bed Capacity

Revenue Contribution[1]



Aster Medcity
Kochi, Kerala
2014, Owned

CB: 762 OB: 625

MIMS Calicut
Kozhikode, Kerala
2013, Owned

CB: 698 OB: 476

MIMS Kottakkal
Kottakkal, Kerala
2013, Owned

CB:340 OB:263

MIMS Kannur
Kannur, Kerala
2019, Owned

CB: 412 OB: 319

Aster PMF
Kollam, Kerala
2023, O&M Asset Light

CB: 149 OB:114

Aster Mother Hospital
Areekode, Kerala
2022, O&M Asset Light

CB: 140 OB:101

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
H1 FY25	2,501	1,898	573	30
H1 FY24	2,385	1,833	552	-

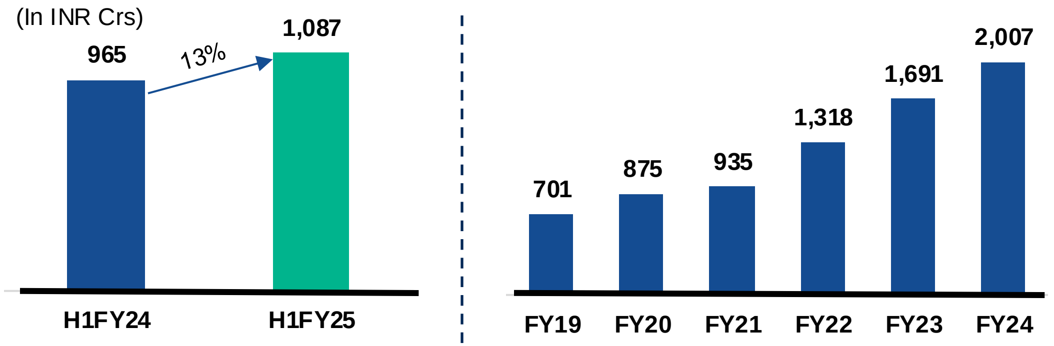
1. Hospital Revenue Contribution
- CB= capacity beds | OB = operational census beds

Kerala Cluster - Performance

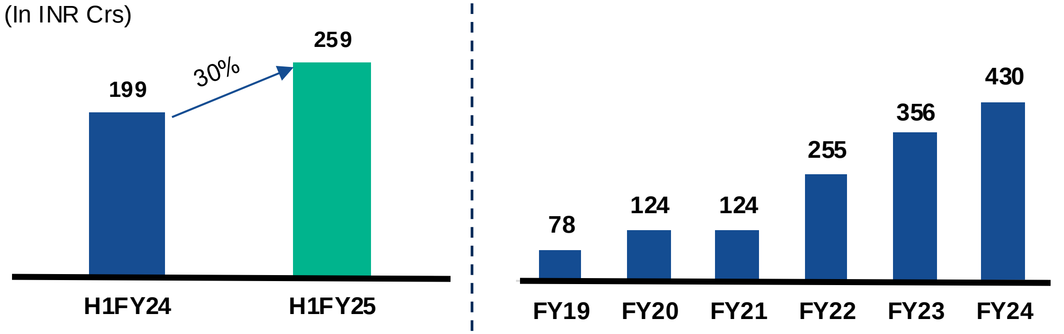
H1 FY25

Operational Metrics	H1 FY25	H1 FY24	YoY Growth
ARPOBD (INR)	41,200+	37,100+	11%
Occupancy	77%	80%	-300 bps
Average Occupied Beds	1418	1,403	1%
In-Patient Visits	82,900+	74,530+	11%
Out-patient Visits (mn)	~1.10	~0.98	11%
ALOS (Days)	3.1	3.4	-9%

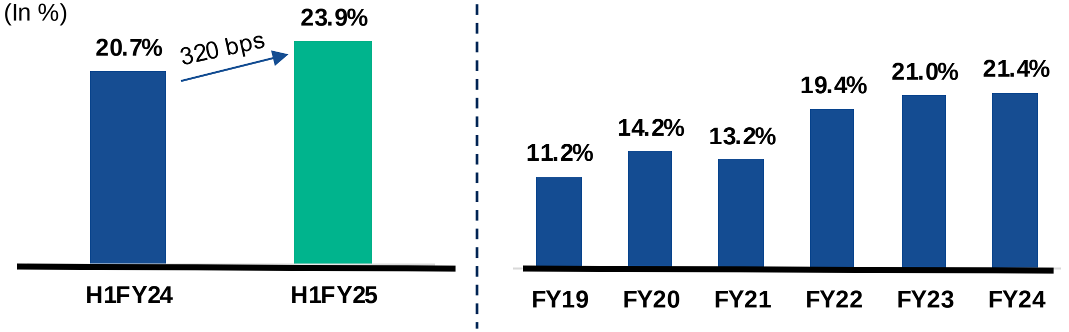
Revenue



Operating EBITDA[1]



Operating EBITDA Margin[1]



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA

Karnataka & Maharashtra Cluster : Hospitals and Bed Capacity

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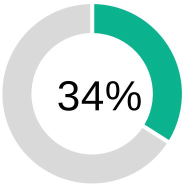
Revenue Contribution[1]



Aster CMI
Bengaluru, Karnataka
2014, O&M

CB: 509 OB:368

Aster Whitefield
Bengaluru, Karnataka
2021, Leased

CB: 347 OB:223

Aster RV
Bengaluru, Karnataka
2019, O&M

CB: 236 OB:168

Aster Aadhar
Kolhapur, Maharashtra
2008, Owned

CB: 254 OB:211

Aster G Madegowda
Mandya, Karnataka
2023, O&M Asset Light

CB: 100 OB:40

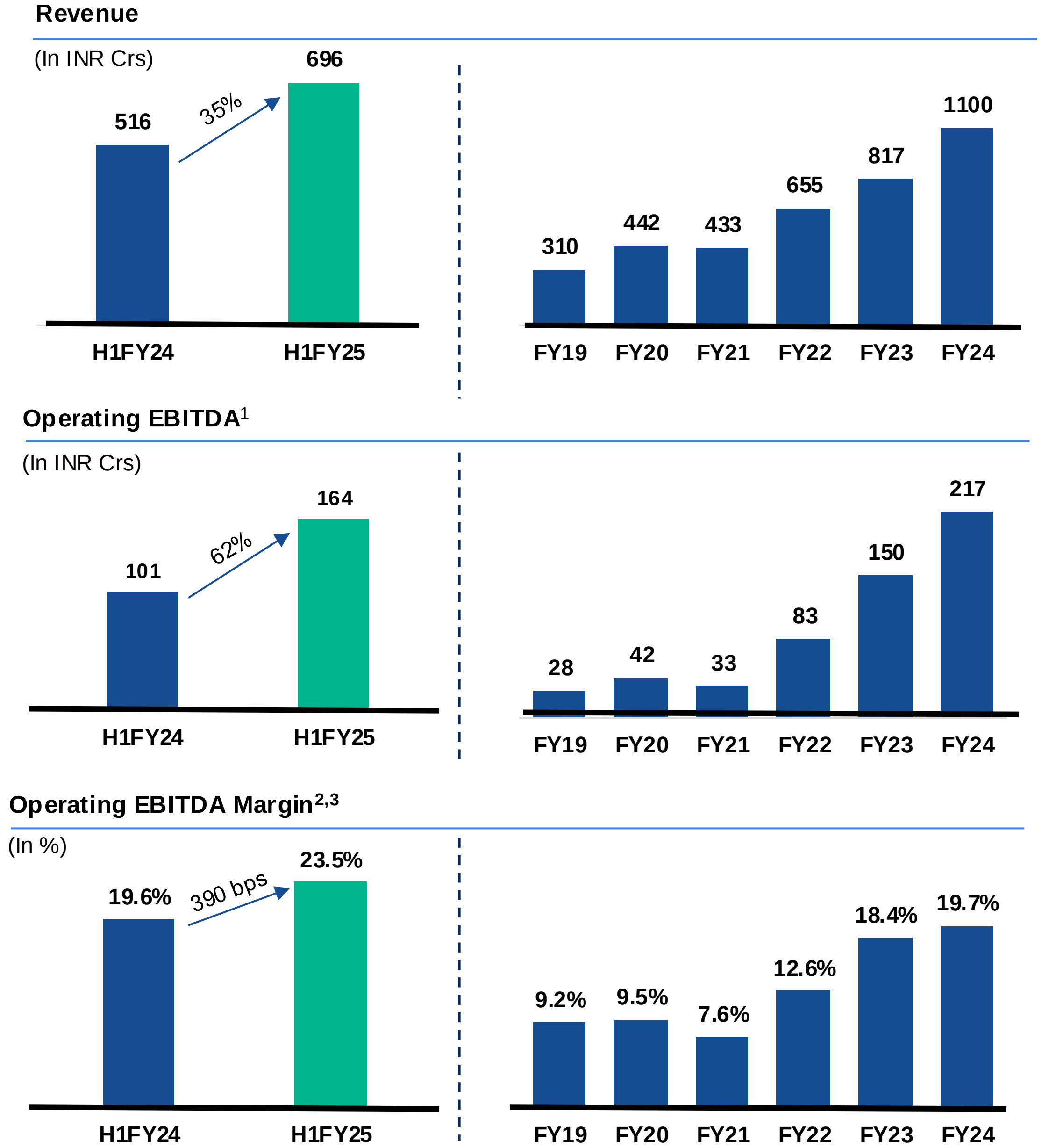
Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
H1 FY25	1,446	1,010	359	77
H1 FY24	1,423	918	267	238

1. Hospital Revenue Contribution |
CB= capacity beds | OB = operational beds census

Karnataka & Maharashtra Cluster - Performance

H1 FY25

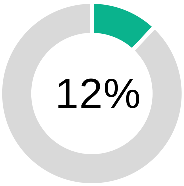
Operational Metrics	H1 FY25	H1 FY24	YoY Growth
ARPOBD (INR)	58,600+	52,300+	12%
Occupancy	65%	59%	600 bps
Average Occupied Beds	642	531	21%
In-Patient Visits	37,980+	30,640+	24%
Out-patient Visits (mn)	~0.39	~0.32	21%
ALOS (Days)	3.1	3.2	-2%



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA
2. Operating EBITDA Margin excluding Whitefield is 25.8% in H1 FY25 as compared to 23.3% in H1 FY24

Andhra & Telangana Cluster : Hospitals and Bed Capacity

Revenue Contribution[1]



Ramesh Guntur
Guntur, AP
2016, Leased

CB:350 OB:225

Prime Hospitals – Ameerpet
Hyderabad, Telangana
2014, Leased

CB:158 OB:98

Ramesh Sanghamitra
Ongole, AP
2018, Owned

CB:150 OB:130

Aster Narayanadri
Tirupati, AP
2023, O&M Asset Light

CB:150 OB:114

Ramesh Main Centre
Vijayawada, AP
2016, Leased

CB:135 OB:125

Ramesh Labbipet
Vijayawada, AP
2016, Leased

CB:54 OB:47

Ramesh Adiran (IB)
Vijayawada, AP
2023, Leased

CB:50 OB:42

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
H1 FY25	1,047	781	192	74
H1 FY24	1,047	790	183	74

1. Hospital Revenue Contribution

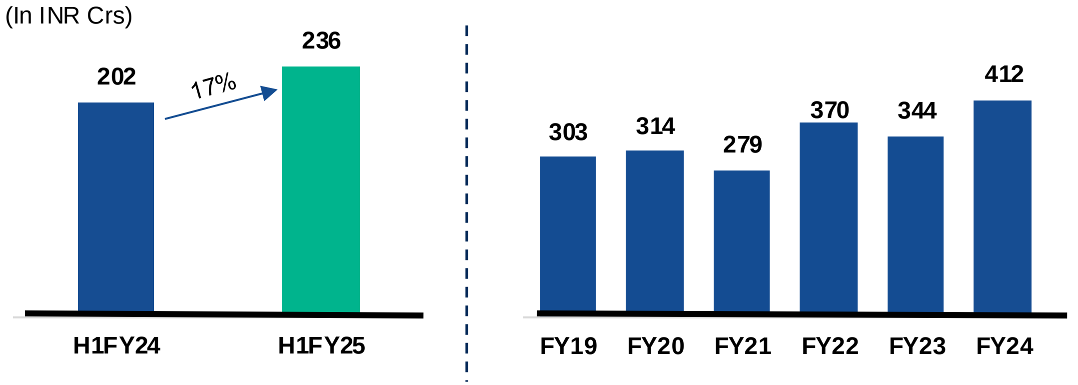
CB= capacity beds | OB = operational beds census

Andhra & Telangana - Performance

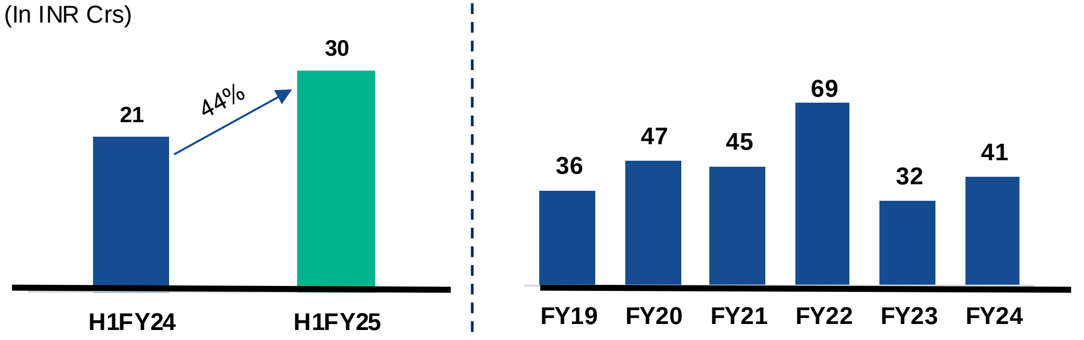
H1 FY25

Operational Metrics	H1 FY25	H1 FY24	YoY Growth
ARPOBD (INR)	29,100+	27,800+	5%
Occupancy	56%	49%	700 bps
Average Occupied Beds	431	385	12%
In-Patient Visits	20,130+	18,460+	9%
Out-patient Visits (mn)	~0.19	~0.16	13%
ALOS (Days)	3.9	3.8	3%

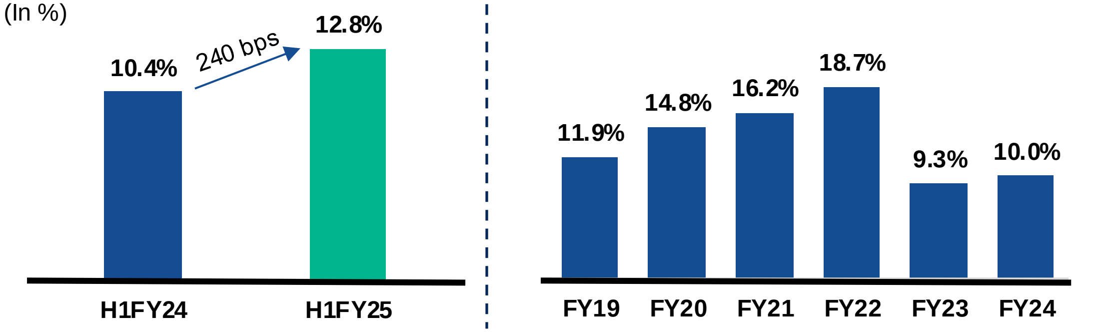
Revenue



Operating EBITDA[1]



Operating EBITDA Margin



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA

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Awards, Excellence & Leadership

Awards

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Outlook

Outlook 2024 Best Hospital Ranking

Aster Medcity : All India Best Multispeciality Hospital	2
Aster CMI : All India Best Multispecialty Hospital	6
Aster Medcity : South Best Multispeciality Hospital	1
Aster CMI : South Best Multispecialty Hospital	2

All India Healthcare Awards 2024

Aster DM Healthcare
Awarded Excellence for CSR

THE WEEK

Best Multispecialty Hospital Emerging

Aster Medcity: All India	1
Aster CMI Hospital: All India	4

FE Healthcare Awards

An initiative of FINANCIAL EXPRESS.com

Best Hospital Chain of the Year

The Economic Times

Best Hospital Chain & Healthcare Brand of the Year

Newsweek

The Worlds Best Hospitals 2024

Aster CMI in India: 4-star Global Hospital Rating	20
Aster Medcity in India: 4-star Global Hospital Rating	34

TIMES HEALTH SURVEY

Times All India Multispecialty Hospital Ranking 2024

Aster Medcity: India Best Multispecialty	3
Aster CMI : India Best Multispecialty	6
Aster Medcity : India Aster CMI : India Oncology	4
Aster CMI : Bengaluru Aster Medcity : Kochi Best Multispecialty	4
Aster Medcity : India Neuroscience: All India	3
Aster Medcity : India Cardiology: All India	3

Reader's Digest Healthcare Awards

Reader's Digest

Aster CMI:
Most Trusted Hospital
(Bengaluru)

Clinical Highlights

Aster
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TTM basis

11	500+	1600+	2400+	3300+	5600+	6600+
Total number of research paper published in indexed journals*	Total number of Transplants	Total number of Robotic Surgeries	Total Number of Cardiovascular Surgeries	Total number of Joint Replacements	Total number of Neurosurgeries	Total number of Gastrointestinal Surgeries

1st ever in South Asia

Patent Foramen Ovale(PFO)Closure using Life Tech Cera Flex PFO device

1st Center of Excellence in India & 2nd outside in US

In Antimicrobial Stewardship from Infectious Disease Society of American

Among the highest

In Robotic surgeries with 1000+ such surgeries

Among Top 3 in India

In Deep Brain Stimulation surgery centers

1st in Asia Pacific:

65-year-old with Parkinson's groundbreaking Bilateral STN DBS using Medtronic DBS Directional leads

1st ever in India

Minimally invasive Laser Enucleation Of the Prostate surgery using laser technology

1st in Karnataka

A 75-year-old woman with a back fracture underwent Vertebral Body Stenting treatment for the first time

Among 1st three in India

Pediatric Kidney Transplant – Lowest Age cut offs and low body weight

2nd European Collaboration Center

For Infectious Diseases in India

1st in Kerala & 3rd time in South India:

Direct Anterior approach in THR - US based technology

*As per H1 FY25 count

ESG Milestones

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E

93%
Energy Consumption sourced from renewable energy at Aster CMI, Bangalore

85%
Energy Consumption sourced from renewable energy at Aster RV Bangalore

13
Sewage treatment plants installed across India

2,300,000 KWh
Worth wind energy sourced

3,675,000 KWh
Worth solar energy sourced

4300
Trees Planted

S

38
No. of People of determination in workforce in India

13,58,052
Beneficiaries of the Aster Volunteers Community Medical Sevices initiatives

325
Students employed in India across Aster units after completion of 6 months GDA program out of 532 enrolled in Aster Academy

28
Mobile Medical services in India offering free health screening services in the regions where healthcare is least accessible

130,837
Free and subsidised dialysis done at associated dialysis centers in Kerala, India

2
Standalone Tele Medicine Centers (AVCMS) in Rajasthan and 2 units WIP in Tamil Nadu

G

100%
resolution of reported whistleblowing cases raised via the confidential reporting line

25%
Women representation in Board of Directors

64%
Female employees in the overall employees at Aster India

11
policies supporting Governance framework including ESG Policy, CSR policy, Business Responsibility policy, etc

6,102
Employees been provided training on human rights issues

95% & 100%
Maternity Return Rate & Paternity Return Rate To work

Awarded for Excellence in CSR in the National Category by ET Healthcare

Board of Directors

Dr. Azad Moopen

Founder Chairman and Managing Director

Alisha Moopen

Deputy Managing Director

T. J. Wilson

Non-Executive Director

Shamsudheen Bin Mohideen Mammu Haji

Non-Executive Director

Purana Housdurgamvijaya Deepti

Independent Director

Chenayappillil John George

Independent Director

James Mathew

Independent Director

Emmanuel David Gootam

Independent Director

Maniedath Madhavan Nambiar

Independent Director

Sunil Theckath Vasudevan

Independent Director

Anoop Moopen

Non-Executive Director

Zeba Azad Moopen

Non-Executive Director

Leadership Team

Dr. Azad Moopen

Founder Chairman and Managing Director

T. J. Wilson

Group Head - Governance & Corporate Affairs

Ramesh Kumar S

Chief Operating Officer

Dr.Somashekhar S P

Chairman of Medical Advisory Council and Global Director

Sunil Kumar M R

Chief Financial Officer

Hitesh Dhaddha

Chief of Investor Relations and M&A

Devanand K T

Regional Chief Executive Officer-Telangana, Andhra Pradesh

Dr. Harsha Rajaram

CEO – Aster Digital Health

Kannan Srinivasan

Director – Aster Health Academy

Durga Prasanna

Head – HR

Srinath Metla

Country Head – Sales & Marketing

Sreeni Venugopal

Chief Information Officer & Chief Information Security Officer

Hari Prasad V K

Head – Internal Audit, Risk & Compliance

Dr. Anup Warrier

Chief – Medical Affairs & Quality

Hemish Purushottam

Company Secretary

Hemakumar Nemmali

Country Head – SCM & Central Procurement

Appendix

Aster India Hospital and other New Business Performance – Q2 FY25

	% of Revenue	Revenue		Operating EBITDA(5)	
Hospitals and Clinics Core established business 19 hospitals(1) · 13 clinics · 4,994 capacity beds	94%	INR 1,051 Cr	19% YoY Revenue Growth	INR 252 Cr	24% Margins
Labs and Pharmacies New growing businesses 232 Labs & PECs · 212 Pharmacies (2)	6%	INR 68 Cr	-10% YoY Revenue Growth	INR 4 Cr	6% Margins
India Overall(4) 476 total facilities(3)	100%	INR 1,086 Cr	16% YoY Revenue Growth	INR 233 Cr	21% Margins

(1) Count includes 4 O&M asset light hospitals with a total capacity of 539 beds
(2) Pharmacies in India operated by ARPPL under brand license from Aster and Financial numbers are shown for Wholesale Pharmacy, (3) The count of facilities (hospitals, clinics, labs and pharmacies) is as of 30th September 2024
(4) Aster India overall numbers are after eliminations of INR 33 cr (Q2 FY24: 27 Cr.) of intercompany revenue and INR 23 Cr. (Q2 FY24: INR 17 Cr.) of unallocated expenses.
(5) Operating EBITDA for the period Q2 FY25 excludes the ESOP Cost of Rs. 2.2 Cr [Q2 FY24: 2.0 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr , Variable O&M fee amounting to Rs.8.3 Cr [Q2 FY24 : 6.8 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

Geography – wise Business – Snapshot – H1 FY25

	KERALA		KARNATAKA & MAHARASHTRA		ANDHRA & TELANGANA		TOTAL	
	H1 FY25	H1 FY24	H1 FY25	H1 FY24	H1 FY25	H1 FY24	H1 FY25	H1 FY24
Total Capacity Beds	2,501	2,385	1,446	1,423	1,047	1,047	**4,994**	**4,855**
Operational Beds (Census)	1,898	1,833	1,010	918	781	790	**3,689**	**3,541**
Operational Beds (Non-Census)	573	552	359	267	192	183	**1,124**	**1,002**
Available Capacity Beds	30	-	77	238	74	74	**181**	**312**
ALOS (Days)	3.1	3.4	3.1	3.2	3.9	3.8	**3.2**	**3.4**
Occupancy[1]	77%	80%	65%	59%	56%	49%	**69%**	**67%**
Outpatient Visits	1.10	0.98	0.39	0.32	0.19	0.16	**1.70**	**1.50**
In-patient visits	82,900	74,530	37,980	30,640	20,130	18,460	**1,40,970**	**1,23,640**
ARPOBD (INR)	41,200	37,100	58,600	52,300	29,100	27,800	**43,600**	**39,000**

Notes:
1. Occupancy is calculated based on Operational Beds (Census)
2. Above details are for hospitals and does not relate to clinics
3. Data excludes Aster Wayanad

Geography – wise Business – Snapshot – Q2 FY25

	KERALA		KARNATAKA & MAHARASHTRA		ANDHRA & TELANGANA		TOTAL	
	Q2 FY25	Q2 FY24	Q2 FY25	Q2 FY24	Q2 FY25	Q2 FY24	Q2 FY25	Q2 FY24
Total Capacity Beds	2,501	2,385	1,446	1,423	1,047	1,047	**4,994**	**4,855**
Operational Beds (Census)	1,898	1,833	1,010	918	781	790	**3,689**	**3,541**
Operational Beds (Non-Census)	573	552	359	267	192	183	**1,124**	**1,002**
Available Capacity Beds	30	-	77	238	74	74	**181**	**312**
ALOS (Days)	3.1	3.5	3.1	3.2	3.9	3.8	**3.2**	**3.5**
Occupancy[1]	79%	82%	68%	64%	59%	52%	**72%**	**70%**
Outpatient Visits	0.58	0.53	0.20	0.17	0.10	0.09	**0.90**	**0.80**
In-patient visits	43,280	39,030	20,170	16,530	10,770	9,680	**74,220**	**65,240**
ARPOBD (INR)	40,600	36,700	57,600	51,400	29,000	27,500	**43,000**	**38,700**

Notes:
1. Occupancy is calculated based on Operational Beds (Census)
2. Above details are for hospitals and does not relate to clinics
3. Data excludes Aster Wayanad

Thank You

Investor Relations:
investors@asterdmhealthcare.com