March 29, 2024

To

BSE Limited
Corporate Relationship Department
P J Towers,
Dalal Street, Fort
Mumbai – 400 001.

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation (Q3 and 9M FY 2024). The same will also be available on the website of the company.

We confirm that no Unpublished Price Sensitive Information is shared in this presentation.

Kindly take the same on record and disseminate.

Thanking You

Yours faithfully,
For **KMC SPECIALITY HOSPITALS (INDIA) LIMITED**

SUSHMA
Digitally signed by SUSHMA
Date: 2024.03.29 15:10:17 +05'30'

Sushma K
Company Secretary

Making great healthcare affordable

KMC SPECIALITY HOSPITALS (INDIA) LTD

INVESTOR PRESENTATION

Q3 and 9M FY2024

Contents

ABOUT US

About us

- KMC Speciality Hospitals (India) Limited operates a 250-bedded Multi-Specialty Hospital at Trichy, a major city in the State of Tamil Nadu

- The Hospital focusses on providing Multi-Specialty services focused on:

    - Mother & Child Care Services;
    - Neurosciences;
    - Gastro Sciences;
    - Orthopedics;
    - Plastic surgeries;
    - Organ Transplants (Liver & Bone Marrow Transplant);
    - Critical care;

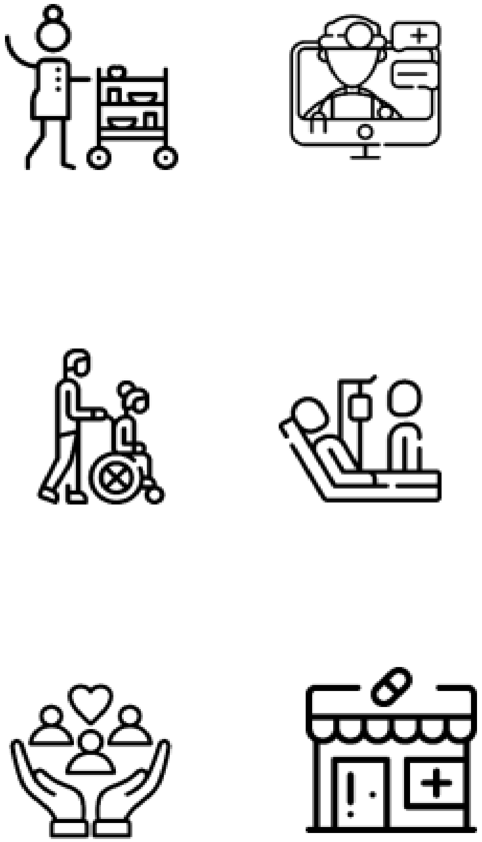
- The Hospital facilities are centrally located and draws patients from over 200 kilometers for Neonatal, Pediatrics, Neuro and Gastro sciences and other tertiary care services.

- Further, we are happy to announce the operationalization of its new facility of an additional 200 beds focused on providing Mother and Child Care services from January 29, 2024.

Hospital Overview : Key Specialities and Advanced Infrastructure

Our Centers of Excellence

- Mother & child care
- Neuro Science
- Gastro Science
- Plastic Surgery
- Orthopaedics
- Critical Care
- Bone Marrow Transplant



Well-equipped with Advanced Infrastructure & Skilled Healthcare Professionals

- Operational Theatre - 4
- ICU – 4
- MRI - 1
- CT - 1
- Ventilators - 40
- USG – 11
- X- Ray -3
- Dexa Scan – 1

CT Scanner

MRI

Sustainable Growth Strategy

Cutting Edge Technology

Stay up-to date on technological advancement for better patient experience and clinical results.

Doctors Engagement Model

Identifying, attracting and retaining right Clinical talent resulting in better clinical outcomes

Quality / Digital Enablement

- NABH accredited Hospital
- Nursing excellence
- Pioneers in adopting 5S-Workplace Organization Method in Hospital Sector backed by a Strong Digital ecosystem

Centers of Excellence

- Focus on Specialties and growth of programs
- Academic enablement with currently over 20+ DnB,Diploma seats

Capacity Expansion

Legacy block: 250 Beds G+6F+1B
New Block: 200 Beds G+5F+2B

Major Events

1
2008
Sri Kauvery Medical Care (India) Ltd acquired KMC Speciality Hospitals India Ltd in Oct'2008 with 250 beds

2
2013
Started :
Paediatrics Department

3
2015
Started :
Neuro Science Department

4
2022
Activated Transplant Program :
Completed 50+ Bone Marrow Transplants;
25+ Liver Transplants so far……

5
2023
Consistent Financial performance with 22% CAGR and reaching a milestone of INR 158 Cr in Revenues and EBITDA of 28.0%

6
2024
Announced Operationalising New Hospital of 200 Beds with focus on Mother & Child care

Sri Kauvery Medical Care (India) Limited ("The Group / The Parent")

kauvery hospital

- The Group was founded 25 years ago and currently operates 12 Multi-Speciality Hospitals having over 2,500 beds in capacity across Chennai, Trichy, Bengaluru, Salem, Hosur and Tirunelveli;
- 7 of the Hospitals are directly run in the Parent entity;
- The Parent owns 75% of its listed subsidiary, KMC Speciality Hospitals (India) Ltd and runs 2 Multi-Speciality Hospitals with combined capacity of 450 Beds. (Legacy block: 250 Beds and New block: 200 Beds);
- The Group is promoted by Dr. S Chandrakumar and Dr. S Manivannan and has marquee private equity / financial Investors as its shareholders.

Leadership Team

Dr. S. Chandrakumar

Founder & Executive Chairman

- A qualified and experienced anesthesiologist and critical care specialist with 20+ experience;
- Former Chairman of CII TN State Council (21-22);
- Life Member in Indian Society of Anaesthesiologists & Critical Care Medicine.

Dr. S. Manivannan

Founder & Managing Director

- Qualified Anesthesiologist with 20+ years of clinical experience;
- Outstanding Anaesthesiologist for 2010(Indian Society of Anesthesiology);
- Leading Medical Entrepreneur 2018 by Indian Medical Association;
- Certified Assessor in NABH (National Accreditation Board for Hospitals & Healthcare);
- Founder of India's largest medical equipment expo – MEDICALL.

Dr. D. Senguttuvan

SBU Head – Co-Founder, Executive Director & Key Managerial Person

- SBU head of KMC Specialty Hospitals Limited;
- A Leader in Advanced Paediatric Care and Healthcare Excellence in Tamil Nadu;
- Chief Pediatrician with over With over 3 decades of Clinical expertise;
- Past Secretary – IAP (2008-2010);
- Former Healthcare Convener in CII (2016-17);
- Chairman – CII Trichy Zone (2021-22);
- Founder President of NNF, Trichy chapter.

Our vision, mission and values

Our Vision

To be the most respected and trusted healthcare provider

Our Mission

To make great healthcare affordable

Our Values

- Continual Improvement.
- Heartfelt Personal Touch.
- Ethical.
- Empathetic Care.
- Real Accountability.
- Service Excellence.

Board of Directors

Dr S Chandrakumar (Executive Chairman) is a passionate leader, with over 20 years of reputed clinical experience and managing Multi Speciality hospitals. He is one of the Promoters of Sri Kauvery Medical Care (India) Limited.

Dr S Manivannan (Managing Director) is an Anaesthesiologist, with over 20 years of reputed clinical experience and managing Multi Speciality hospitals. He is one of the Promoters of Sri Kauvery Medical Care (India) Limited. He is also the founder of MEDICALL, India's largest Medical Equipment Exhibition

Dr. Vijayabaskaran (Non-Executive Director) excels in various areas, like Project Management, Turnaround Specialist / Mergers & Acquisitions, Business Development, and Stakeholder Management. Best Integrated Farming System Research Scientist for the year 2013 at the National Level (ICAR). Best Extension Scientist for the year 2008 at the State level.

Dr T Senthilkumar M.S.,M.Ch., (Non-Executive Director) is a senior consultant Cardiothoracic Surgeon with over 2 decades of professional experience. He was instrumental in establishing a focused open Heart Surgery programe in Trichy. He has rich teaching experience and is an examiner for B.P.T. (Bachelor in Physiotherapy) course for more than 12 years.

Mr. A Krishnamoorthy (Independent Director) having 40 years of experience in Banking Industry rising to the position of General Manager in the banks where he was associated. He was the concurrent Chairman for the BSRB of Andhra Pradesh.

CA S Chenthilkumar (Independent Director) is a Fellow Member of the Institute of Chartered Accountants of India and is a renowned practioner in Trichy. He is also qualified in Information Systems Audit. (ISA). He is also a Honorary Fellow Member of the Institute of Financial Accountants UK..

N Bala Baskar (Independent Director) is a retired IAS officer from the Government of India and superannuated from the post of Principal Adviser (Finance), Ministry of External Affairs, Government of India. Held positions at levels of Principal Secretary, Joint Secretary and General Manager in various Government Departments of India and Government Departments of Haryana.

Mrs Jayanthi Narayanaswamy (Independent Director) is a qualified Company Secretary with over 20 years of post-qualification experience

Q3 FY2024 PERFORMANCE SUMMARY

Q3 FY2024 Performance Summary

kauvery hospital

Total Income

INR 49.7 Cr

Q3 FY'23
40.8 Cr

▲ **22%**

EBITDA and Margins %

INR 15.0 Cr
Margin: 30.2%

Q3 FY'23
10.9 Cr
Margin: 26.8%

▲ **37%**

PAT and Margins %

INR 9.5 Cr
Margin: 19.1%

Q3 FY'23
6.3 Cr
Margin:15.5%

▲ **50%**

Occupied Bed Days

18,860

Q3 FY'23
18,185

▲ **4%**

Blended ARPOB

INR 26,103

Q3 FY'23
22,331

▲ **17%**

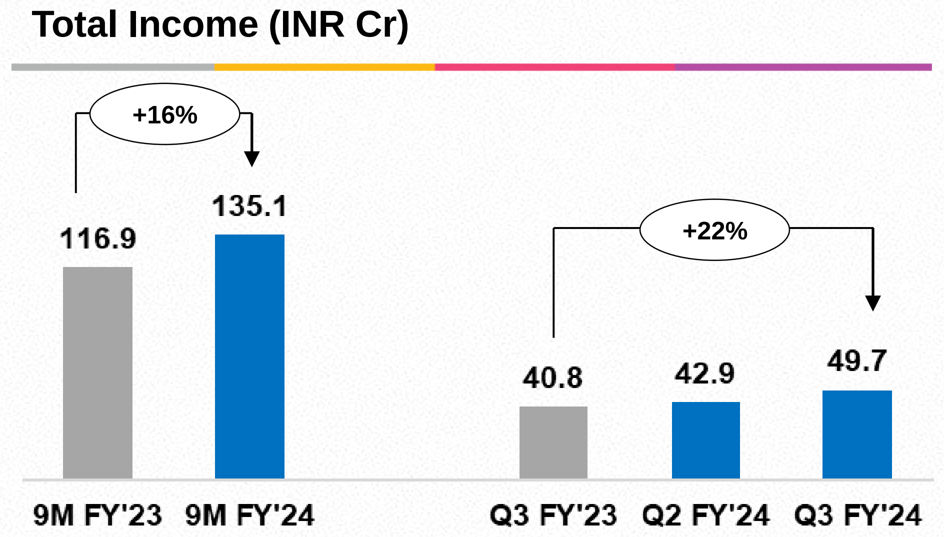
ALOS (days)

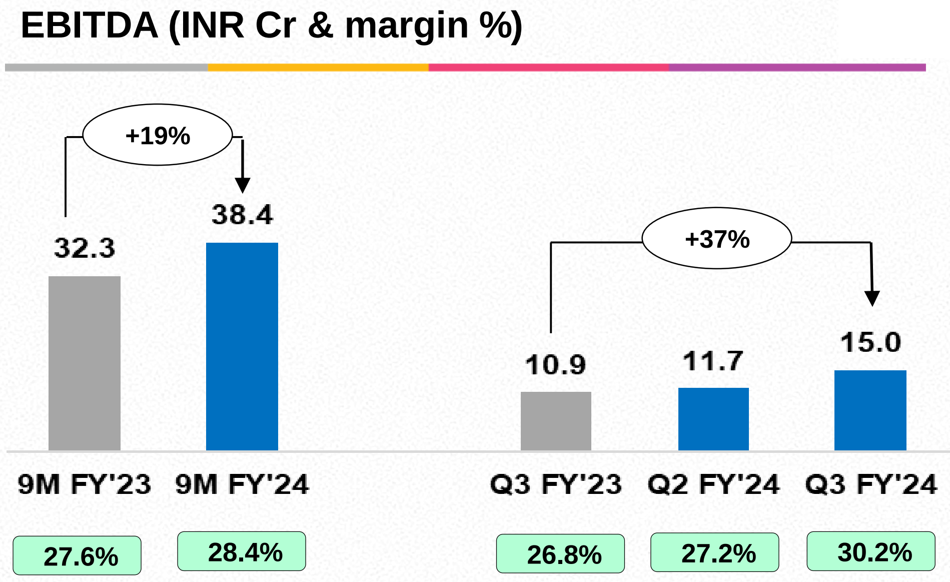
4.5

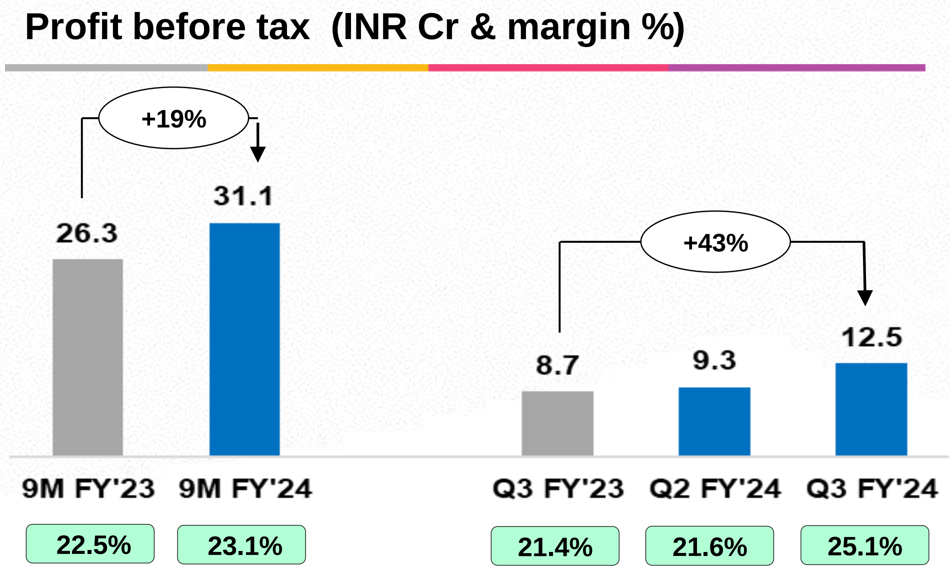
Q3 FY'23
5.1

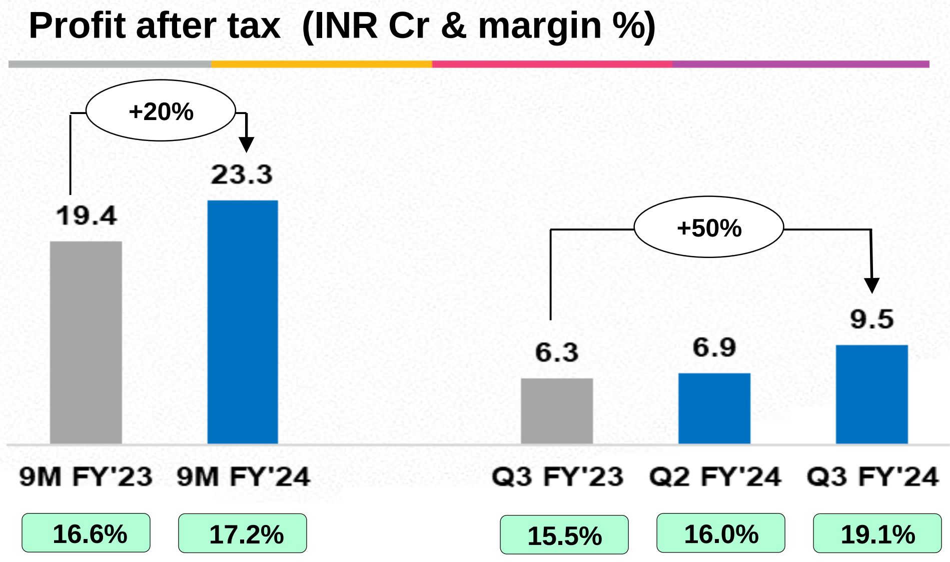
▼ **12%**

Key operating metrics : Revenue & Profitability



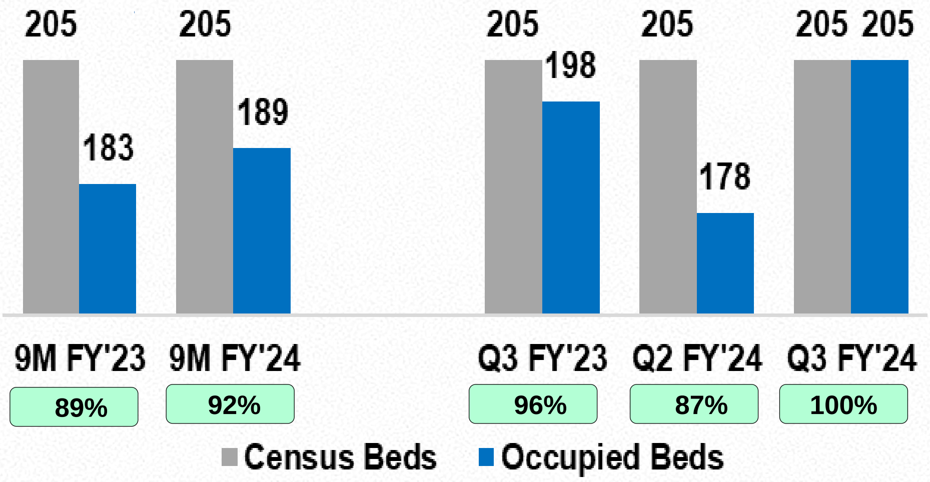




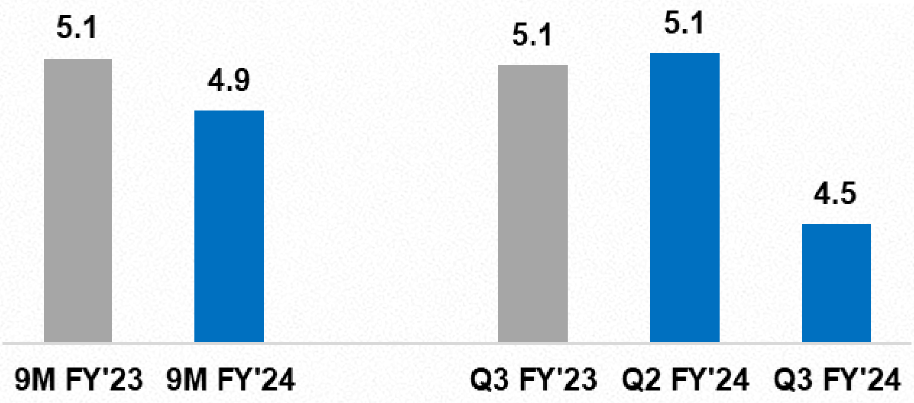


Key operating metrics : Volumes, Occupancies & ALOS

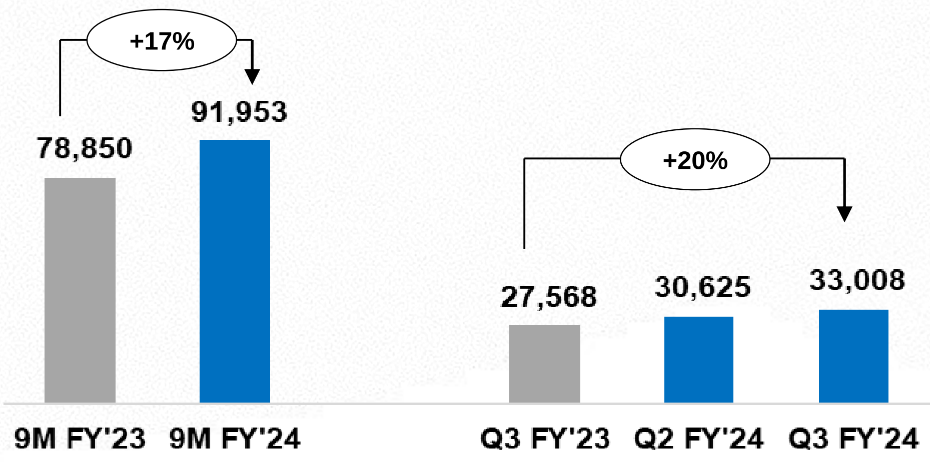
Average census and occupied beds per day (1)



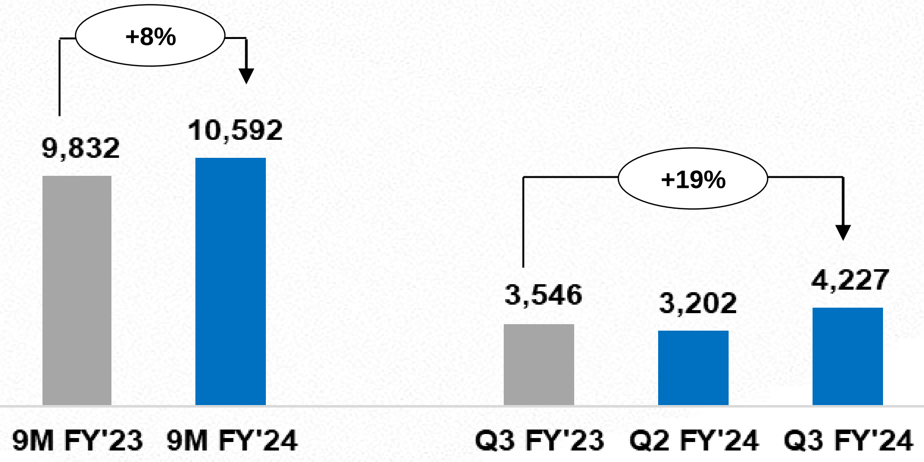
ALOS (days) (2)



OPD volumes (3)



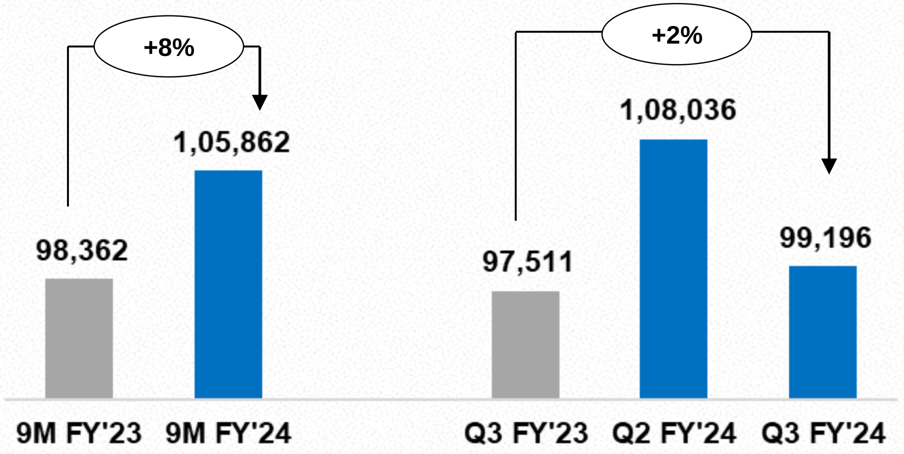
IPD volumes (4)



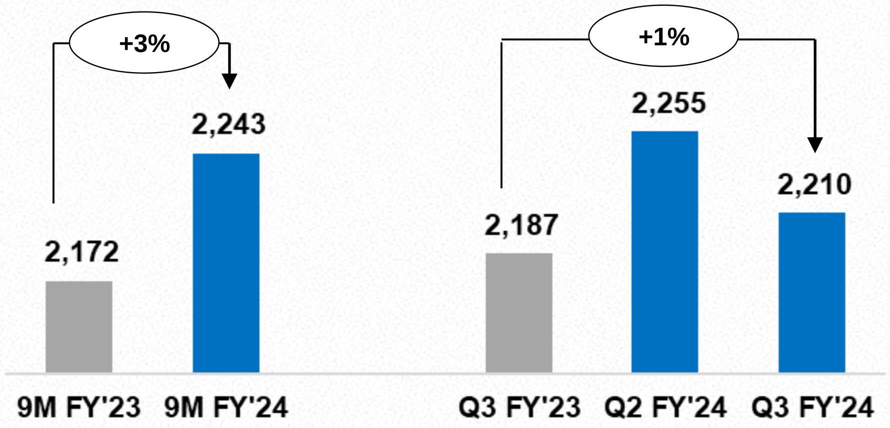
1.Occupancy is computed based on actual census beds of 205 (out of total 250 beds) 2. ALOS is the average length of stay of patients in a specific period calculated as Census occupied beds days divided by In-patient volume 3. Out-patient volume refers to be total number of Out-patient visits recorded in a specific period. 4. In-Patient volume refers to the total number of In-patient discharged in a specific period irrespective of admission date.

Key operating metrics : ARPP, ARPOB & Revenue mix

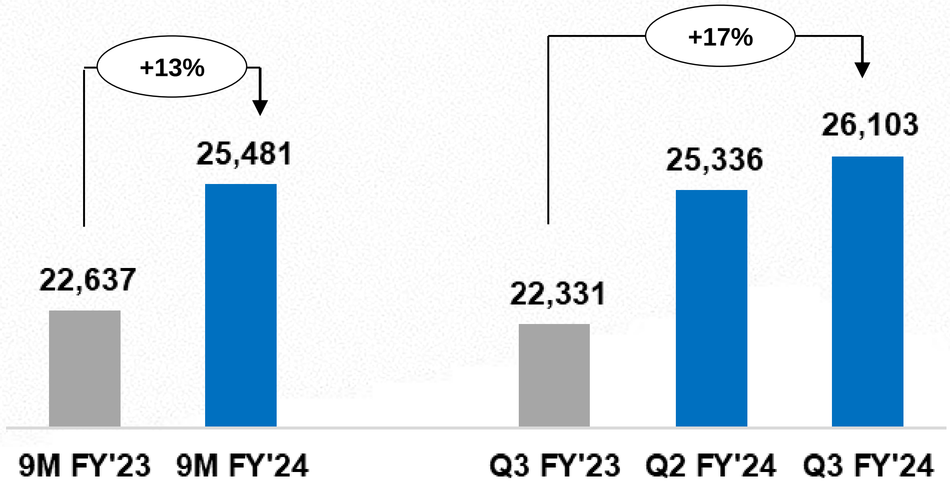
ARPP IP (INR) [1]



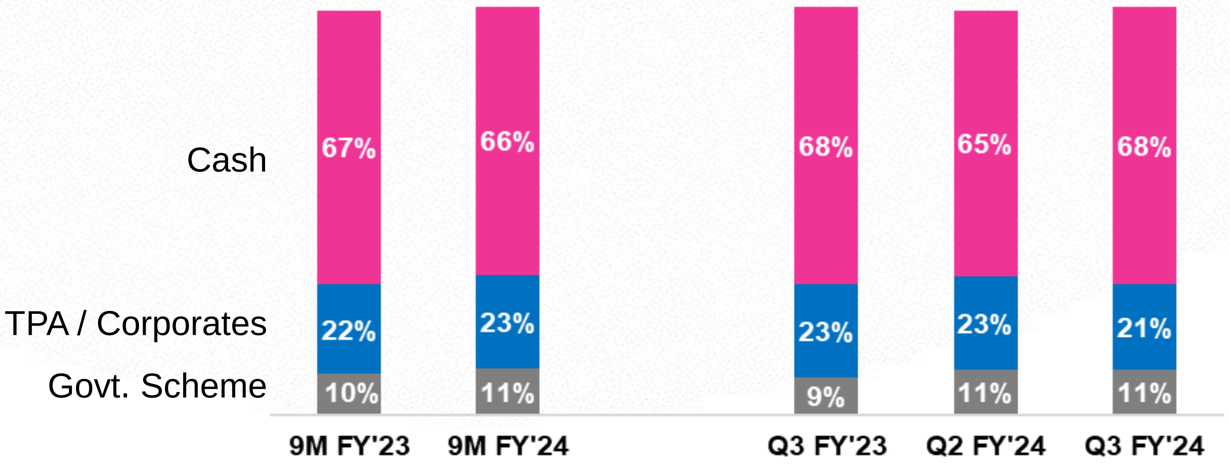
ARPP OP (INR) [2]



Blended ARPOB (INR) [3]



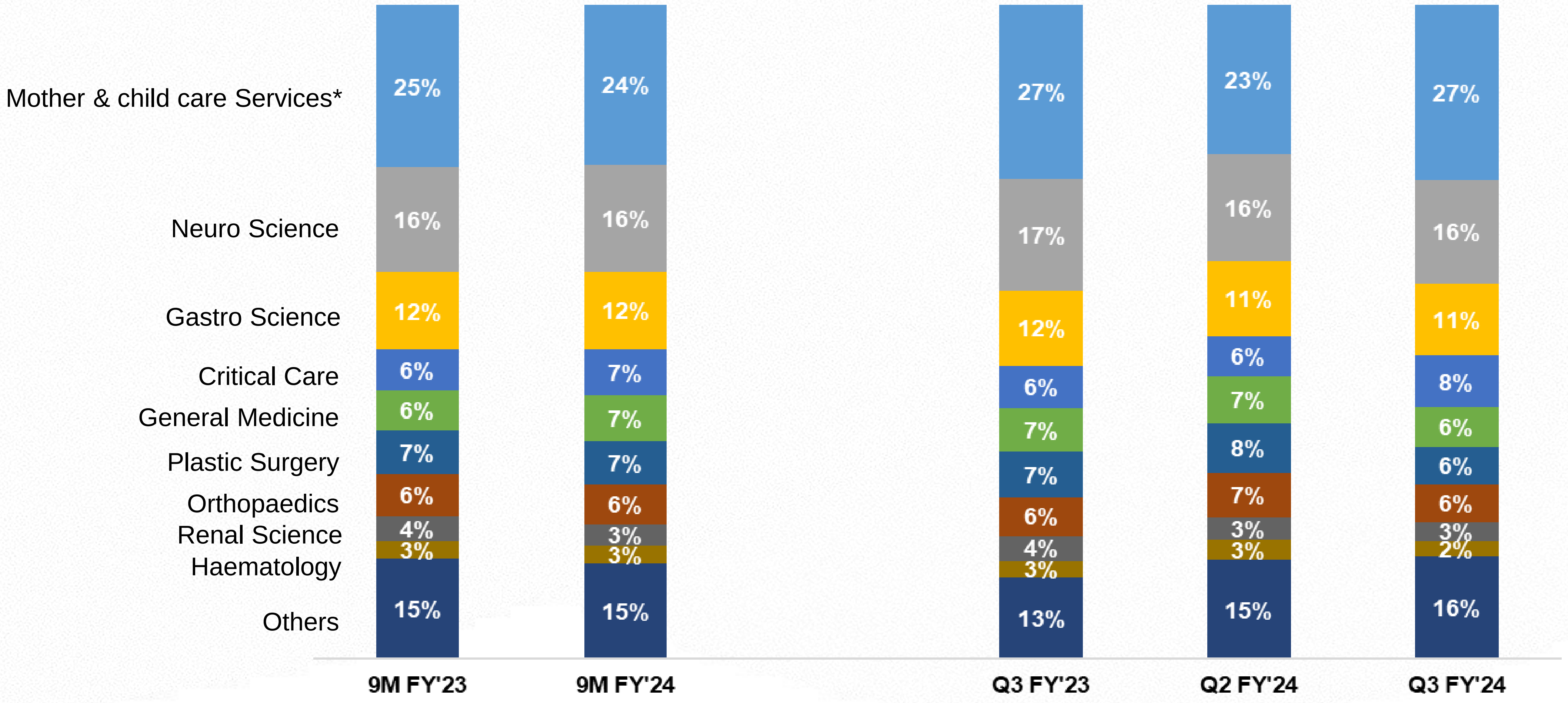
Revenue mix by payor category



1. ARPP IP is calculated by In-patient Revenue divided by In-patient Nos
2. ARPP OP is calculated by Out-patient Revenue divided by Out-patient Nos
3. Blended ARPOB is calculated by adding In-patient & Out-patient Revenue divided by occupied bed days

Diverse Revenue Mix

Significant contribution from specialities



*Mother & Child care Services include Neonataology, Obstetrics and Gynae and Pediatric services;

Performance Highlights and Commentary

- Total Income has increased by INR 8.9 Cr. (22%) compared to the same quarter of the previous year;
- This was achieved on the back of strong-performance across of all our specialties with increasing trend seen in volumes and revenue mix;
- Consistent Strong performance of 26% on Total Income is seen from our Mother and Child Care services.
- Total EBITDA earned has increased by INR 4.1 Cr (37%) compared to the same quarter of the previous year.
- EBITDA as a % of revenue for Q3 was 30.2% as compared to 27.6% in the same quarter of the previous year.

Annexure: Profit & Loss Statement

	Nine Months			Quarter			
INR Cr	9M FY'23	9M FY'24	Y-o-Y Growth %	Q3 FY'23	Q2 FY'24	Q3 FY'24	Y-o-Y Growth %
Income							
Revenue from operations	114.7	132.3	15.4%	40.0	42.3	49.1	22.7%
Other income	2.3	2.8	22.7%	0.8	0.6	0.6	-27.5%
Total income	**116.9**	**135.1**	15.5%	**40.8**	**42.9**	**49.7**	21.8%
Cost of Goods Sold	17.0	18.1	6.4%	5.8	6.0	6.2	5.9%
Employee benefits expense	22.9	28.2	22.7%	8.0	8.8	10.0	25.8%
Other Expenses	44.7	50.5	12.9%	16.1	16.4	18.5	15.1%
EBITDA	**32.3**	**38.4**	18.8%	**10.9**	**11.7**	**15.0**	37.0%
EBITDA Margins %	**27.6%**	**28.4%**		**26.8%**	**27.2%**	**30.2%**	
Finance costs	0.5	0.7	35.7%	0.2	0.2	0.2	25.7%
Depreciation and amortisation expense	5.6	6.6	18.6%	2.0	2.2	2.3	12.7%
PBT	**26.3**	**31.1**	18.5%	**8.7**	**9.3**	**12.5**	42.8%
PBT Margins %	**22.5%**	**23.1%**		**21.4%**	**21.6%**	**25.1%**	
Income tax expense	6.84	7.84	14.7%	2.44	2.41	3.00	23.1%
PAT	**19.4**	**23.3**	19.9%	**6.3**	**6.9**	**9.5**	50.4%
PAT Margins %	**16.6%**	**17.2%**		**15.5%**	**16.0%**	**19.1%**	

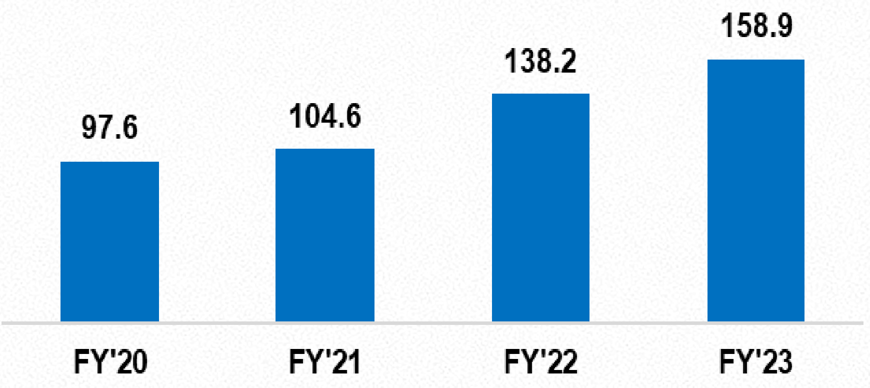
Annexure: Operational Parameters

	Nine Months			Quarter			
Key Metrics	9M FY'23	9M FY'24	Y-o-Y Growth %	Q3 FY'23	Q2 FY'24	Q3 FY'24	Y-o-Y Growth %
Census Beds	205	205	0%	205	205	205	0%
Occupied Beds	183	189	4%	198	178	205	4%
Average Occupied Bed Days	50,325	52,096	4%	18,185	16,376	18,860	4%
Avg Occupancy Rate %	89%	92%		96%	87%	100%	
Blended ARPOB (INR)	22,637	25,481	13%	22,331	25,336	26,103	17%
ALOS (Days)	5.1	4.9	-4%	5.1	5.1	4.5	-12%
In-Patient Volumes	9,832	10,592	8%	3,546	3,202	4,227	19%
Out-Patient Volumes	78,850	91,953	17%	27,568	30,625	33,008	20%
ARPP IP (INR)	98,362	1,05,862	8%	97,511	1,08,036	99,196	2%
ARPP OP (INR)	2,172	2,243	3%	2,187	2,255	2,210	1%

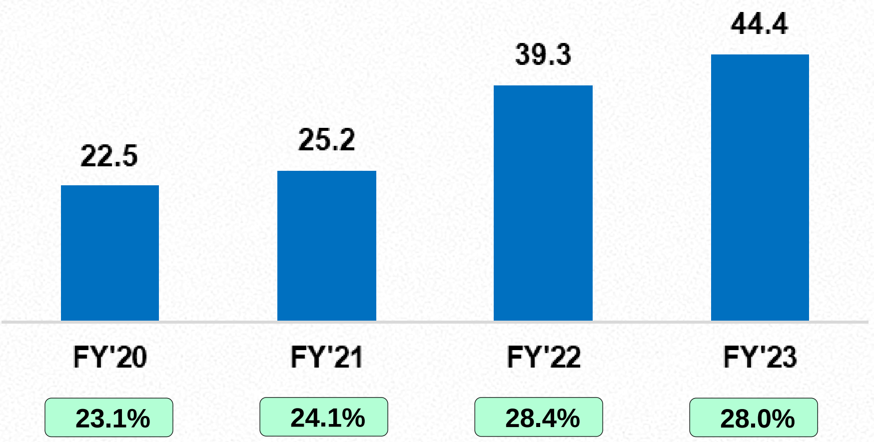
HISTORICAL FINANCIAL PERFORMANCE

Key operating metrics : Revenue & Profitability

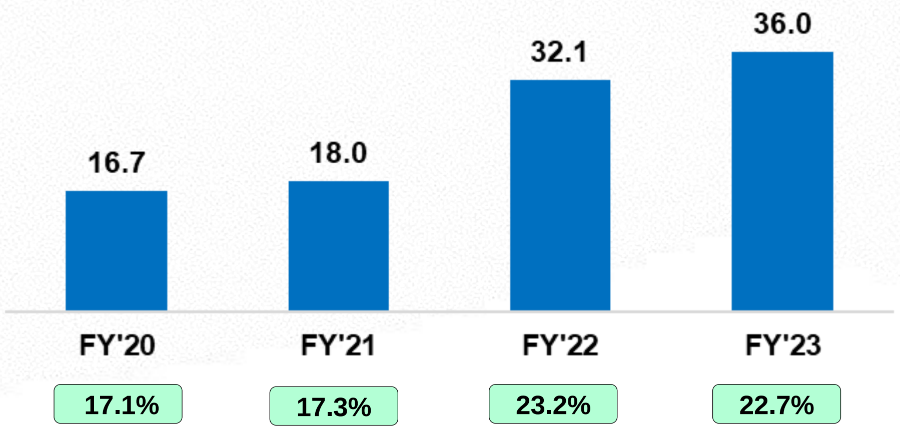
Total Income (INR Cr)



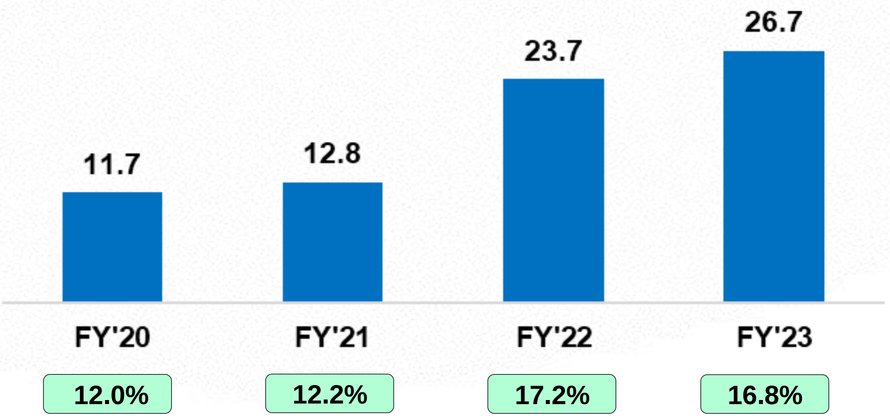
EBITDA (INR Cr & margin %)



Profit before tax (INR Cr & margin %)

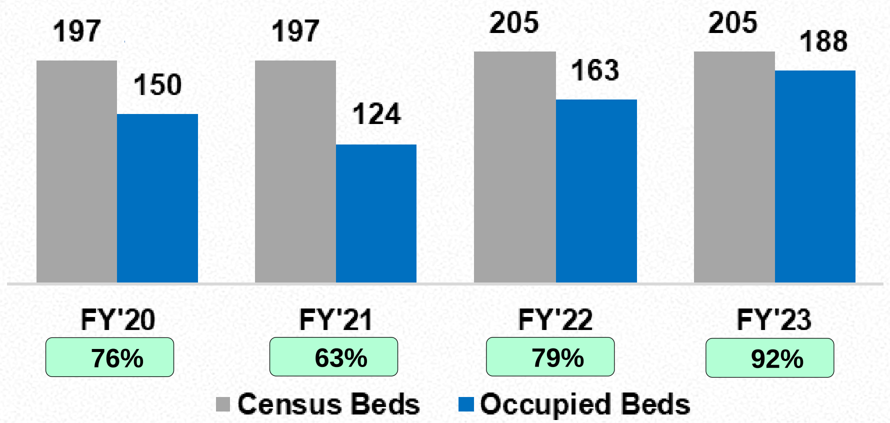


Profit after tax (INR Cr & margin %)

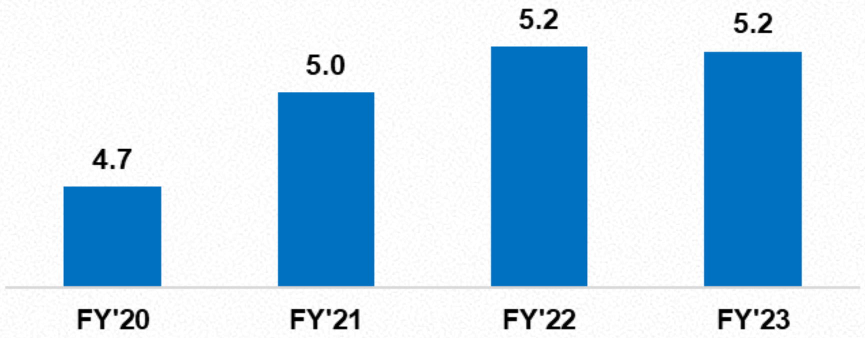


Key operating metrics : Volumes, Occupancies & ALOS

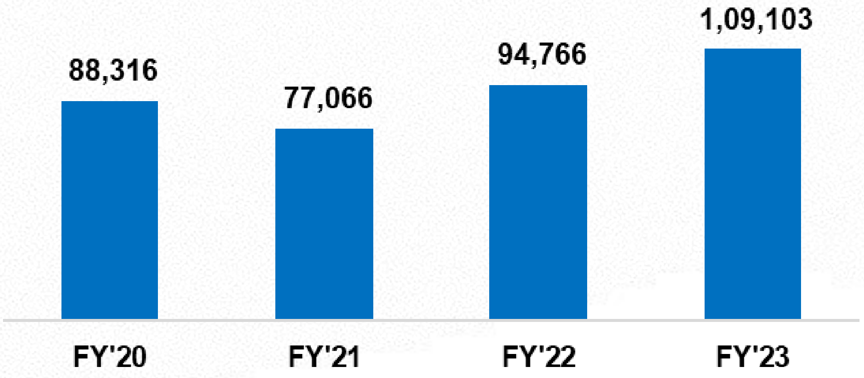
Average census and occupied beds per day (1)



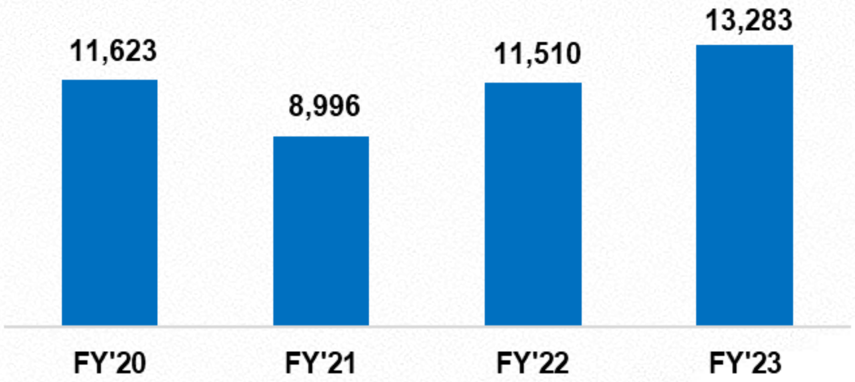
ALOS (days) (2)



OPD volumes (3)



IPD volumes (4)



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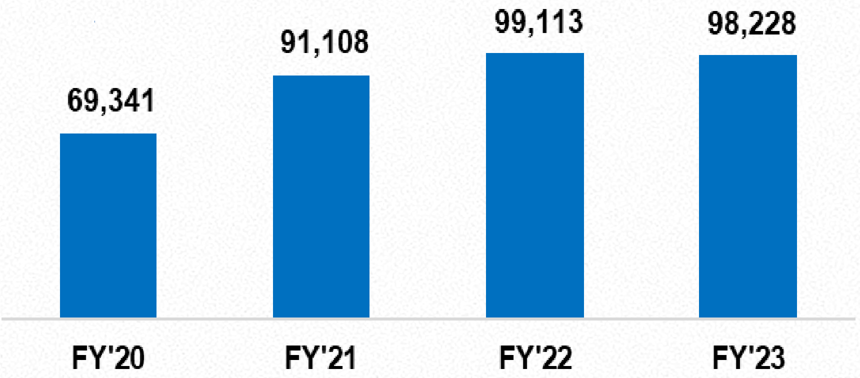
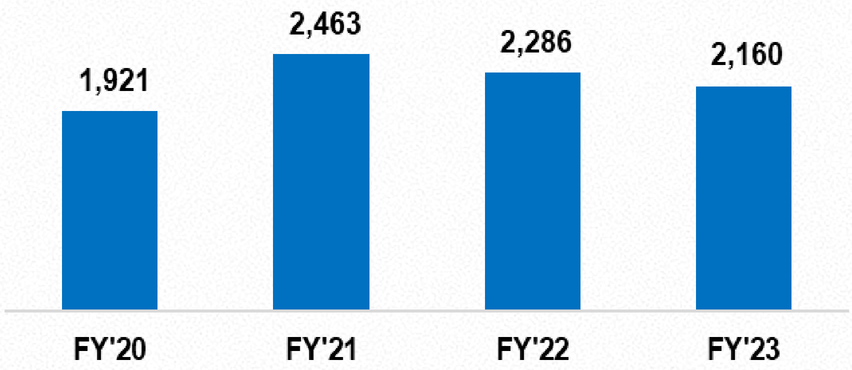
Key operating metrics : ARPP & ARPOB

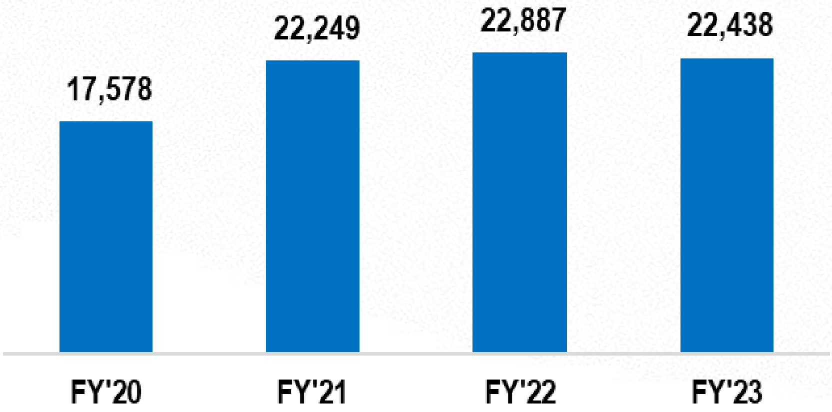
ARPP IP (INR) [1]



ARPP OP (INR) [2]



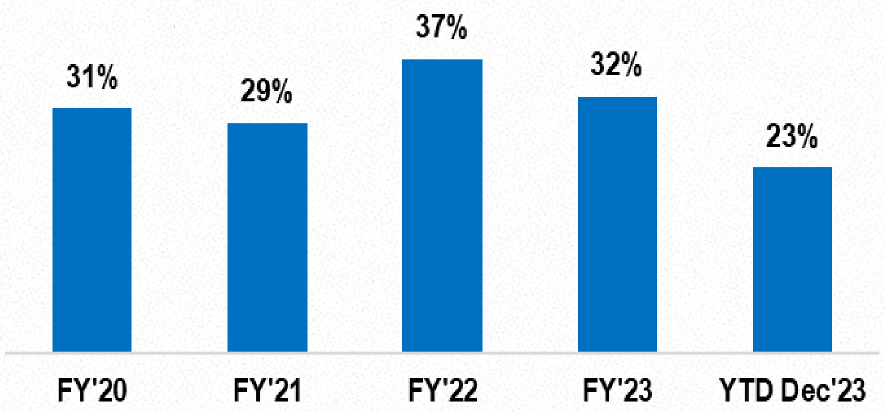
Blended ARPOB (INR) [3]



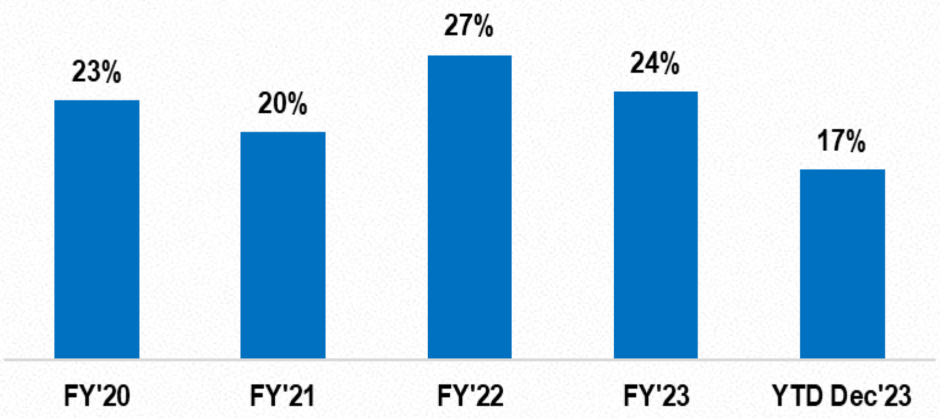
1. ARPP IP is calculated by In-patient Revenue divided by In-patient Nos 2. ARPP OP is calculated by Out-patient Revenue divided by Out-patient Nos 3. Blended ARPOB is calculated by adding In-patient & Out-patient Revenue divided by occupied bed days

Key operating metrics : ROCE & ROE

ROCE [1]



ROE [2]



Note:

1. **ROCE is calculated by excluding the Loan availed for M&CC Project, which commenced its operations from January 2024.**
2. **ROCE & ROE for YTD Dec’23 is calculated based on 9 Months Actuals.**

1. ROCE is calculated as EBIT (Earnings before Interest and Tax) divided by capital employed (Shareholder’s equity plus long term borrowings) 2. ROE is calculated as PAT (Profit after Tax) divided by ``Shareholder’s Equity.

Annexures - Historical Profit and Loss Statement

INR Cr	FY'23	FY'22	FY'21	FY'20
Income				
Revenue from operations	155.8	136.1	102.6	96.2
Other income	3.1	2.1	1.9	1.4
Total income	**158.9**	**138.2**	**104.6**	**97.6**
Cost of materials consumed	2.9	2.7	2.7	1.5
Purchase of traded goods	20.4	17.9	13.5	13.0
Changes in inventory of traded goods	(0.31)	(0.02)	0.2	- 0.7
Cost of Goods Sold	23.0	20.6	16.3	13.8
Employee benefits expense	31.2	27.1	21.5	21.6
Other Expenses	60.3	51.2	41.6	39.7
EBITDA	**44.4**	**39.3**	**25.2**	**22.5**
EBITDA Margins %	**28.0%**	**28.4%**	**24.1%**	**23.1%**
Finance costs	0.8	0.7	1.0	0.9
Depreciation and amortisation expense	7.6	6.5	6.2	4.9
PBT	**36.0**	**32.1**	**18.0**	**16.7**
PBT Margins %	**22.7%**	**23.2%**	**17.3%**	**17.1%**
Income tax expense	9.3	8.4	5.3	5.0
PAT	**26.7**	**23.7**	**12.8**	**11.7**
PAT Margins %	**16.8%**	**17.2%**	**12.2%**	**12.0%**

Annexures - Historical Balance Sheet

Equities & Liabilities (INR Cr)	FY'23	FY'22	FY'21	FY'20
Total Equity	**113.50**	**86.80**	**63.33**	**50.66**
Share Capital	16.31	16.31	16.31	16.31
Other Equity	97.19	70.49	47.02	34.35
Non-Current Liabilities	**45.61**	**22.45**	**29.11**	**6.95**
Financial Liabilities				
(i) Borrowings	39.87	19.61	25.74	5.80
(ii) Lease Liabilities	4.56	1.54	1.84	0.67
(iii) Other Financial Liabilities	-	-	0.12	0.08
Deferred Tax Liabilities	-	0.06	0.58	-
Other Non-Current Liabilities	0.08	0.11	-	-
Provisions	1.10	1.14	0.84	0.41
Current Liabilities	**22.54**	**19.51**	**12.55**	**12.39**
Financial Liabilities				
(i) Borrowings	4.63	7.27	-	-
(ii) Lease Liabilities	0.88	0.36	0.26	0.19
(iii) Trade payables	6.41	5.41	5.21	4.35
(iv) Other Financial Liabilities	4.57	2.09	3.18	5.02
Other Current Liabilities	3.16	2.29	2.31	1.45
Provisions	2.89	2.08	1.60	1.38
Total Equity & Liabilities	**181.65**	**128.76**	**104.99**	**69.99**

Assets (INR Cr)	FY'23	FY'22	FY'21	FY'20
Non-Current Assets	**129.80**	**86.29**	**78.86**	**52.29**
Property, Plant and Equipment	78.36	72.53	71.16	37.55
Right-of-Use-Assets	5.13	1.68	1.97	0.84
CWIP	34.04	5.64	1.61	0.07
Investment Property	0.40	0.40	0.40	0.40
Other Intangible assets	0.39	0.80	0.50	0.62
Financial Assets				
(i) Investments	0.00	0.00	0.00	0.00
(ii) Loans	-	-	0.74	3.93
(iii) Other Financial Assets	1.77	1.08	0.02	0.08
Other Non-Current Assets (Net)	9.71	4.14	2.45	8.80
Current Assets	**51.86**	**42.48**	**26.13**	**17.70**
Inventories	2.27	1.87	1.75	2.22
Financial Assets				
(ii) Trade receivables	4.37	3.54	2.55	2.10
(ii) Cash and cash equivalents	1.84	1.67	2.13	1.12
(iii) Bank Balances other than above	36.95	31.49	15.57	8.87
(iv) Loans	0.18	0.13	0.12	1.13
(v) Other Financial Assets	4.41	2.63	2.87	1.55
Other Current Assets	1.83	1.15	1.13	0.71
Total Assets	**181.65**	**128.76**	**104.99**	**69.99**

Annexures - Historical Cash Flow Statement

Particluars (INR Cr)	FY'23	FY'22	FY'21	FY'20
Net Profit Before Tax	**26.7**	**23.7**	**12.8**	**16.7**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	16.6	14.8	12.1	5.0
Operating profit before working capital changes	**43.2**	**38.5**	**24.9**	**21.7**
Changes in Working Capital	(1.7)	(0.2)	3.3	(7.7)
Cash generated from Operations	**41.5**	**38.3**	**28.2**	**14.0**
Direct taxes paid (net of fund)	(9.2)	(9.2)	(2.6)	(3.3)
Net Cash from Operating Activities	**32.3**	**29.1**	**25.6**	**10.7**
Net Cash from Investing Activities	**(48.0)**	**(28.5)**	**(42.6)**	**(7.8)**
Net Cash from Financing Activities	**15.8**	**(1.1)**	**18.0**	**(3.6)**
Net Increase in Cash and Cash Equivalents	**0.2**	**(0.5)**	**1.0**	**(0.7)**
Cash and Cash equivalents at the beginning of the period	**1.7**	**2.1**	**1.1**	1.8
Cash and Cash equivalents at the end of the period	**1.8**	**1.7**	**2.1**	**1.1**

Annexure: Historical Operational Parameters

Key Metrics	FY'23	FY'22	FY'21	FY'20
Census Beds	205	205	197	197
Occupied Beds	188	163	124	150
Average Occupied Bed Days	68,650	59,313	45,260	54,750
Avg Occupancy Rate %	92%	79%	63%	76%
Blended ARPOB (INR)	22,438	22,887	22,249	17,578
ALOS (Days)	5.2	5.2	5.0	4.7
In-Patient Volumes	13,283	11,510	8,996	11,623
Out-Patient Volumes	109,103	94,766	77,066	88,316
ARPP IP (INR)	98,228	99,113	91,108	69,341
ARPP OP (INR)	2,160	2,286	2,463	1,921

THANK YOU