



August 8, 2022

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 – 400001.
Scrip Code: 543524

Sub: Resubmission of Earnings Presentation on Unaudited Financial Results (Standalone and Consolidated) for the Quarter ended June 30, 2022.

Ref: Earnings Presentation for the Quarter ended June 30, 2022 submitted on August 8, 2022.

Dear Sir/ Madam,


Please find herewith a revised earnings presentation on unaudited financial results (standalone and consolidated) for the quarter ended June 30, 2022. The presentation shared earlier carried an error on slide 17 (titled: Restated consolidated statement of profit and loss), where the title headings for periods have been interchanged. The same has been rectified in copy attached herewith.

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



Q1 FY22-23 EARNINGS UPDATE

8th August 2022



Certain statements in this presentation 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. 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.

Overview of the Rainbow model

We are the largest Pediatric multi-specialty healthcare chain

Our core specialties include pediatrics, neonatal intensive care, pediatric intensive care, pediatric multi-specialty and pediatric quaternary care

"Birthright by Rainbow" is one of the largest obstetrics and gynecology service provider, which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care

Recognized for best practices

■ 1JCI Certified, 8 NABH Certified, 3 EDGE Certified Hospitals



Note: ¹ Numbers shown are for the period of FY22; ² Including full time residents and DNB



An insight into the Rainbow approach

UNIQUE OPERATING MODEL

Focused child centric healthcare network

Widest Suite of Pediatric and perinatal care specifically designed in child centric environment

Multi-disciplinary approach

Collaborative team approach to deliver better outcomes in patient care

Unique doctor engagement model

Full-time, 24X7 consultant led service

Hub and Spoke model for wider city coverage

Pediatrics and Obstetric Care and emergency

POSITIONED TO DELIVER

Best in class financials

High on governance.
Backed by professionals

ESG as a core principle

LARGE ADDRESSABLE MARKET

Children centric hospitals



Children centric environment and soothing interiors help in children to recover faster



Allocation of significant portion of capex towards interiors of hospitals for creating congenial environment



Doctor engagement model fostering loyalty and sustainability with an institution-first approach

Rainbow's doctor engagement model

- 640+ full time doctors
- A number of doctors trained or possess qualifications from the UK, USA, Canada, Australia
- Modern infrastructure and clinical back-up to provide quality care

- Retainer/Support in beginning years
- Competitive compensation and rewards
- Opportunities to grow, absorb in the Rainbow network
- Multidisciplinary approach to create comprehensive clinical environment and better work life balance



- Recognised as MRCPCH Examination Centre
- Recognised as training center¹ by National Board of Examinations
- Leading training program in India approved by National Board of Examinations

- Two decades of pioneering work
- One of the advanced institutes offering all Paediatrics specialities under one roof including quaternary care
- One of the leading comprehensive perinatal centres



Increasing availability of medical talent



High retention and loyalty



Commitment to quality services

Full suite of Pediatric offerings



Pediatric Secondary care

- Pediatric outpatients
- Immunizations
- Developmental Screening
- Acute and seasonal illness



Pediatric Tertiary intensive care

- Care of preterm babies with low/extremely low birth weight
- New born emergency transports
- Neonatal surgical Services

- Advanced ventilation including HFOV
- Pediatric neurocritical care services
- CRRT, plasmapheresis, hemodialysis
- ECMO services



Pediatric Multi-specialty and Quaternary care

- Pediatric Surgery, urology and minimal invasive surgery
- Pediatric Cardiology and cardiac surgery
- Pediatric Neurology and neuro-surgery
- Pediatric Haemato-oncology
- Pediatric Gastroenterology and liver diseases
- Pediatric Nephrology
- Pediatric Pulmonology and allergy
- Pediatric transplantation (liver, kidney, bone-marrow)

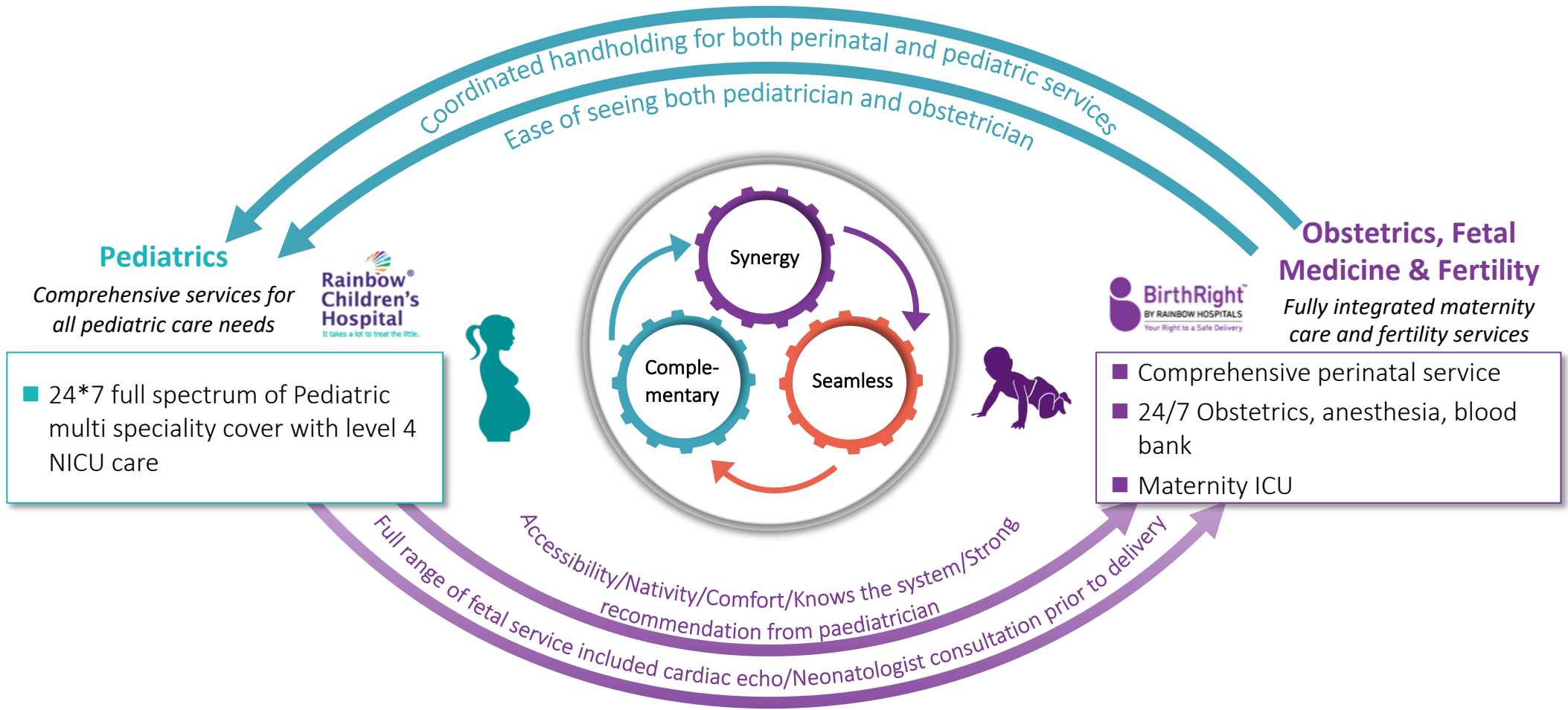


1/3rd beds allocated to critical care



8 hospitals accredited by NABH

Comprehensive perinatal care provider, with synergies between paediatric and perinatal services



Better utilization of infrastructure



Comprehensive one-stop healthcare solutions



Brand extension & strengthening

Hub and spoke approach to optimise delivery of patientcare services at scale

City level hub and spoke model

Hub

Typically 150-250 beds

1-2 hubs per metro/city

Pediatrics super specialists

Tertiary & quaternary care



Spoke

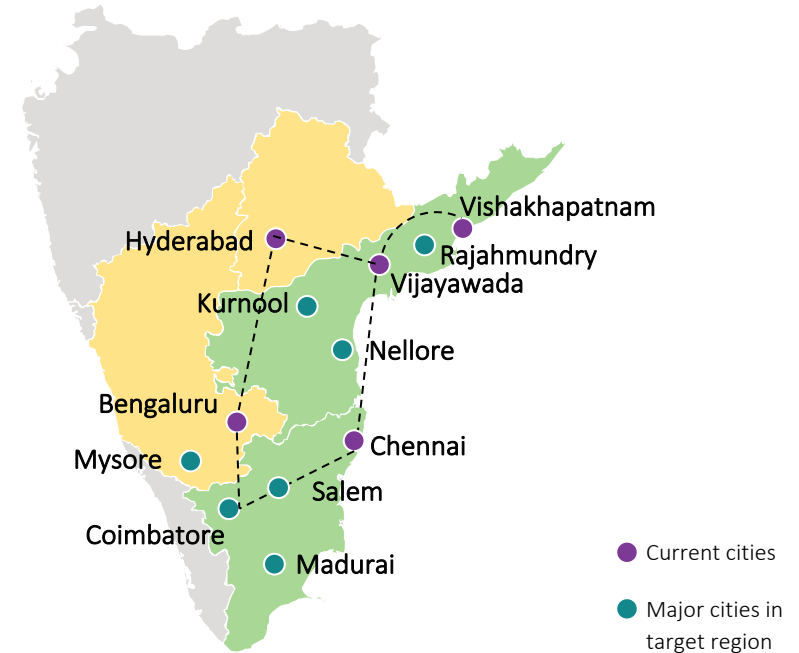
Typically 50-100 beds

4-5 spokes around a hub

Refer complex cases to hub

Primary, secondary and basic tertiary care

Regional level "South Connect" model



Regional spokes at 200-250 kms from city hubs

Regional spokes are to provide high quality Pediatric, obstetrics and gynaecology at tier-II cities and act as connecting bridge to address a large market

- robust transport network to save sick new born and children from districts,
- establish Pediatric sub-specialty outreach clinic at districts
- provide emergency service for maternal and Pediatric patients.



Accessibility of super-specialty at hubs, general pediatrics at spokes



Financially prudent expansion



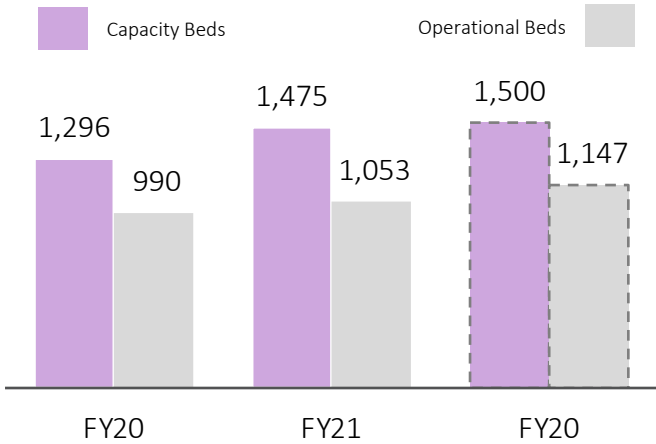
Network effect and synergies enhance operational efficiencies



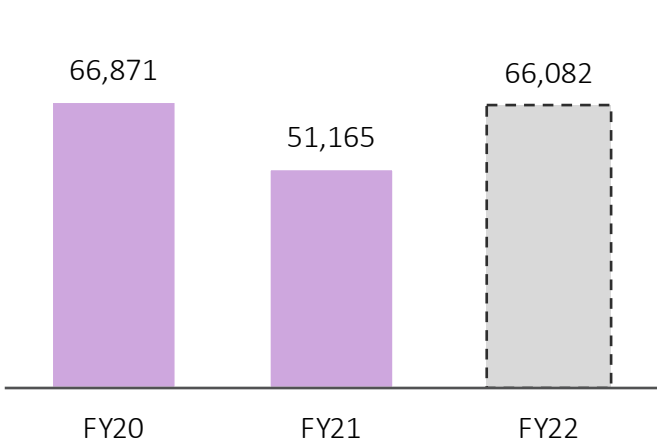
Positioned to deliver

Progress backed by capabilities – Operating trends leading up to FY22

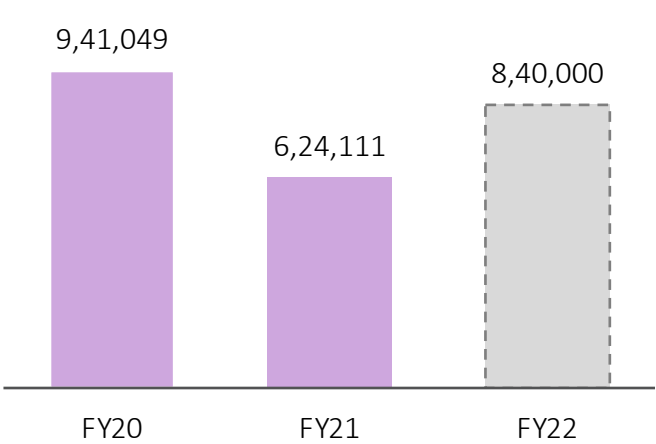
No. of beds



IP volume

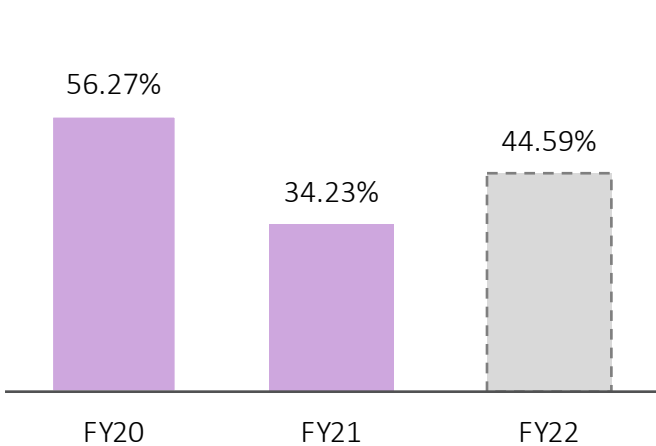


OP volume

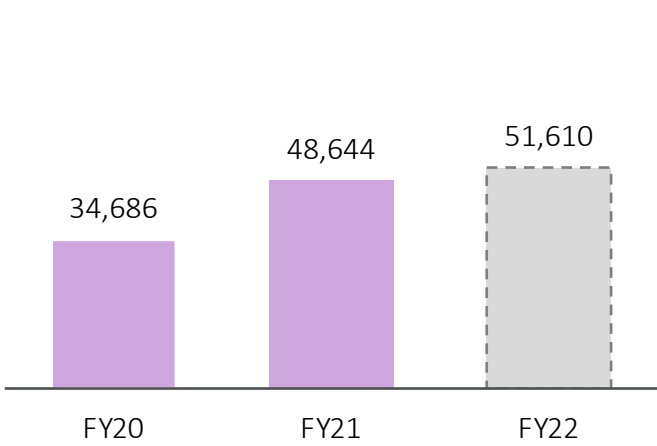


Delivery volume in FY22 : 12,603. Delivery volume in FY21 : 12,150

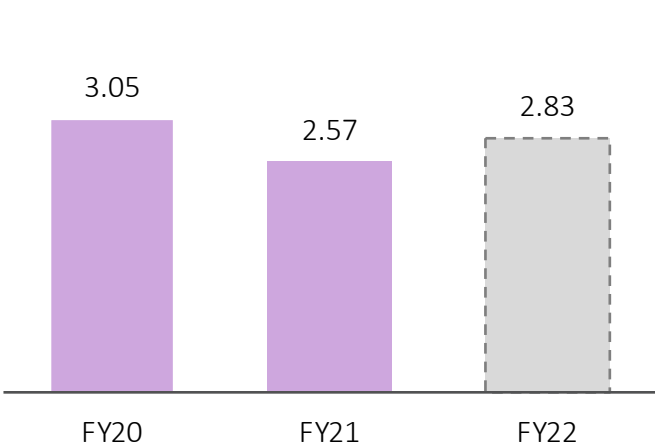
Occupancy



ARPOB[§] (INR per day)



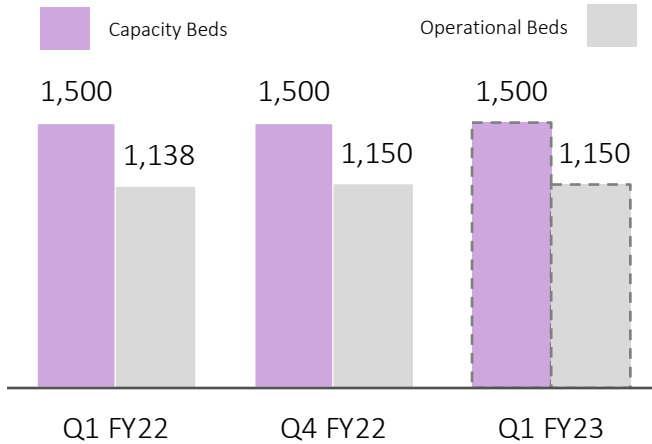
ALOS (# days)



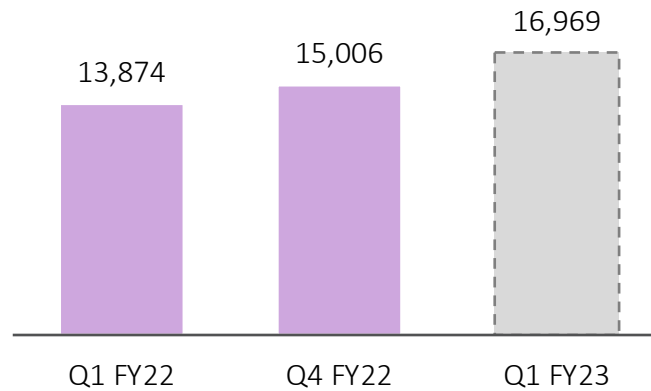
[§]ARPOB includes revenue from OP pharmacy sales and revenue from medical services fees

Progress backed by capabilities – Operating trends quarter-wise

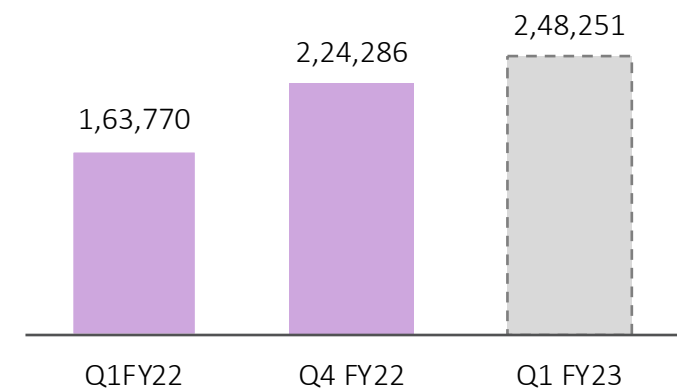
No. of beds



IP volume

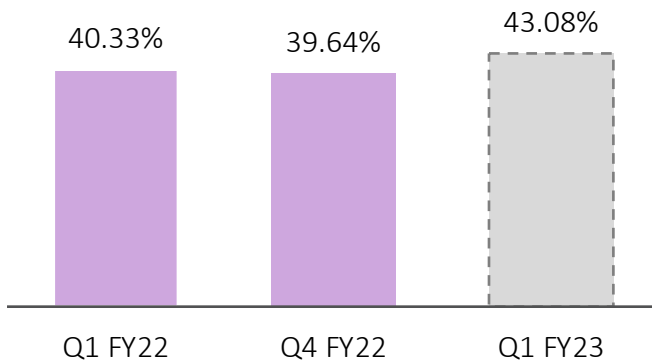


OP volume

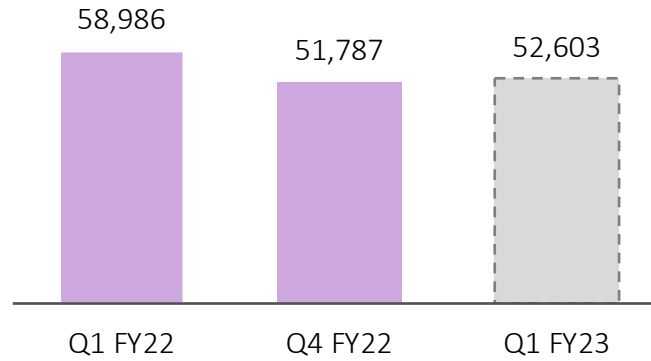


Delivery volume in Q1 FY22: 2,840. Delivery volume in Q4 FY22 : 2,716. Delivery volume in Q1 FY23 : 3,192

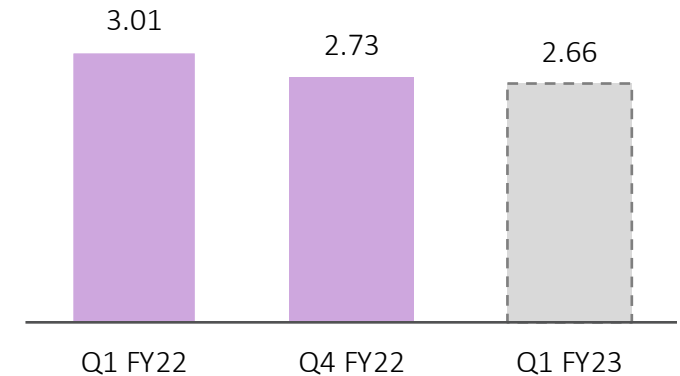
Occupancy



ARPOB[§] (INR per day)



ALOS (# days)



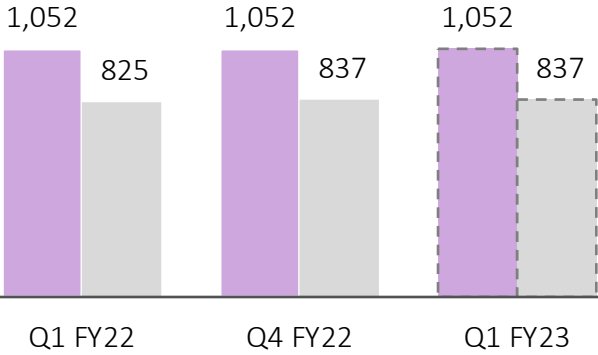
[§] COVID Vaccine in Q1 FY21-22 was 440 Mn. Covid vaccine revenue impact on ARPOB in Q1 FY21-22 was Rs. 10,535.
[#] Occupancy impacted in Q4 FY22 due to Omicron impact

Progress backed by capabilities – Operating trends maturity-wise for quarter

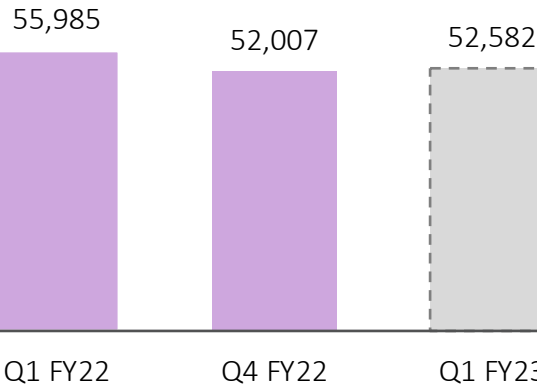
Matured Hospitals*

No. of beds

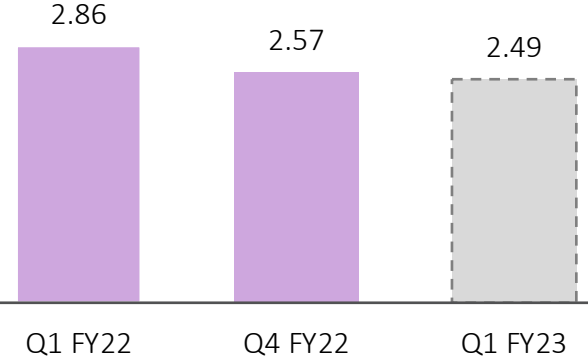
Capacity Beds Operational Beds



ARPOB (INR per day)



ALOS (# days)

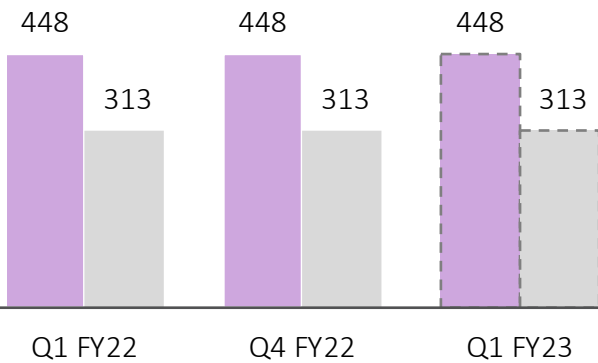


Occupancy in Q1 FY22: 44.20%. Occupancy in Q4 FY22 : 42.61%. Occupancy in Q1 FY23 : 45.94%

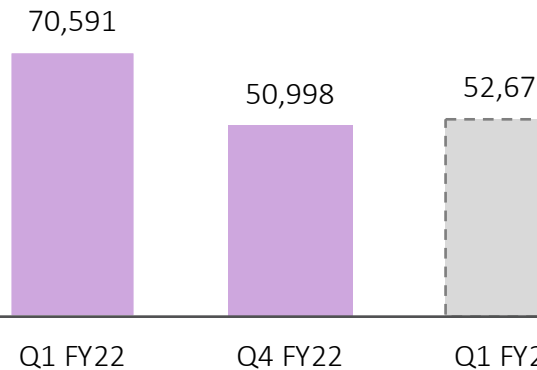
New Hospitals[§]

No. of beds

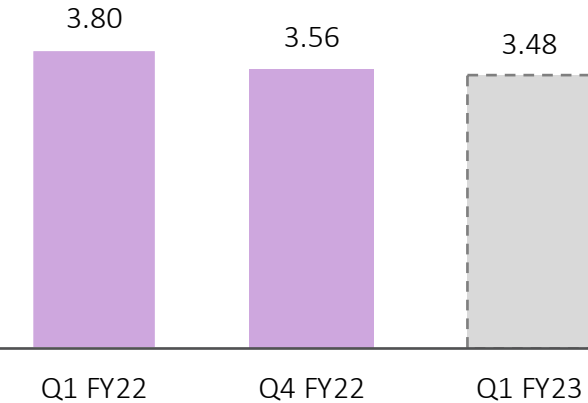
Capacity Beds Operational Beds



ARPOB (INR per day)



ALOS (# days)



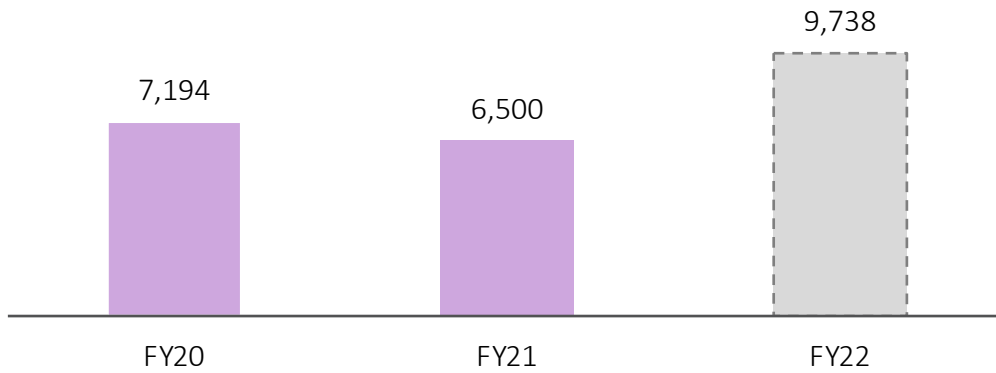
Occupancy in Q1 FY22: 30.13%. Occupancy in Q4 FY22 : 31.69%. Occupancy in Q1 FY23 : 35.44%

* Matured Hospitals include 8 hospitals which have completed 5 years of operations.

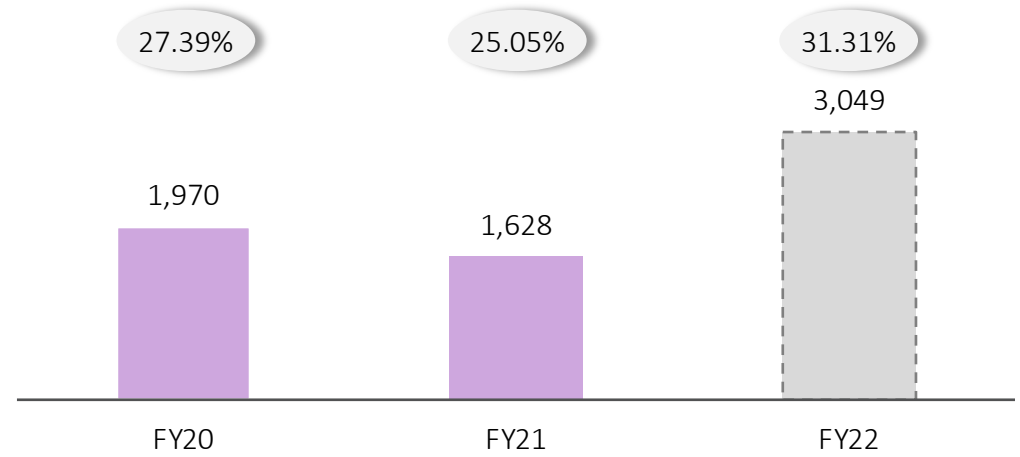
[§]New Hospitals include the hospitals which are under 5 years of operations: 1. Rainbow Children's Hospital, New Delhi, 2. Rainbow Children's Hospital, Chennai, 3. Rainbow Children's Heart Institute, Hyderabad, 4. Rosewalk by Rainbow Hospitals, New Delhi, 5. Rainbow Children's Hospital, Hebbal, Bangalore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

Capturing a strong momentum – Financial trends for FY22

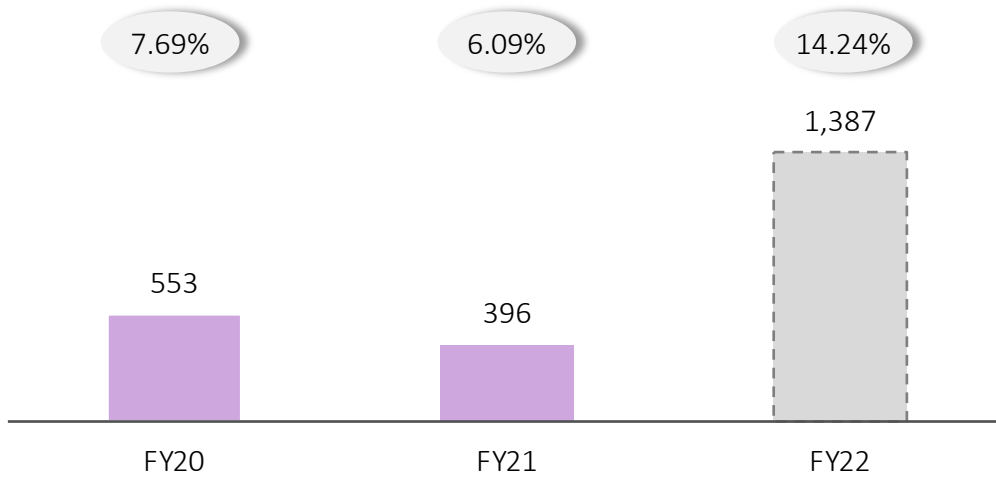
Revenue (INR mm)



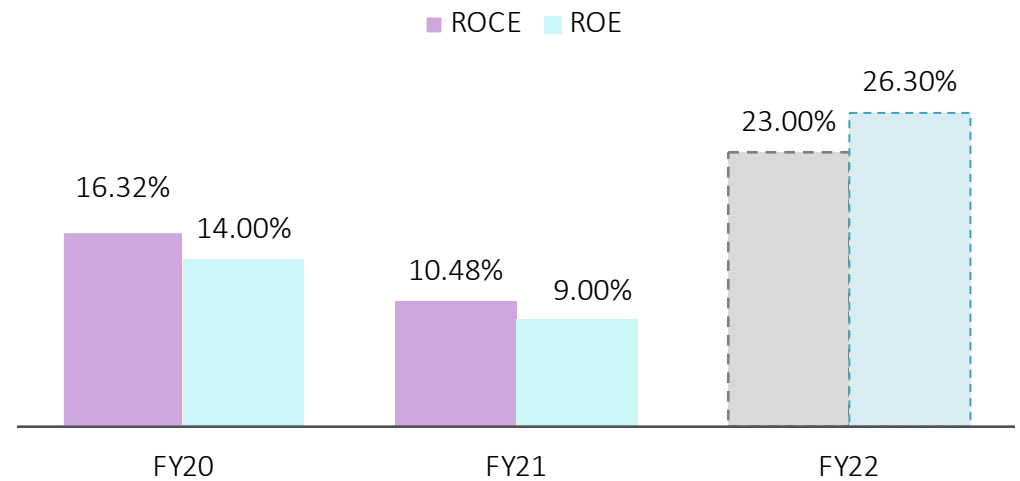
Adjusted EBITDA (INR mm)



PAT (INR mm)

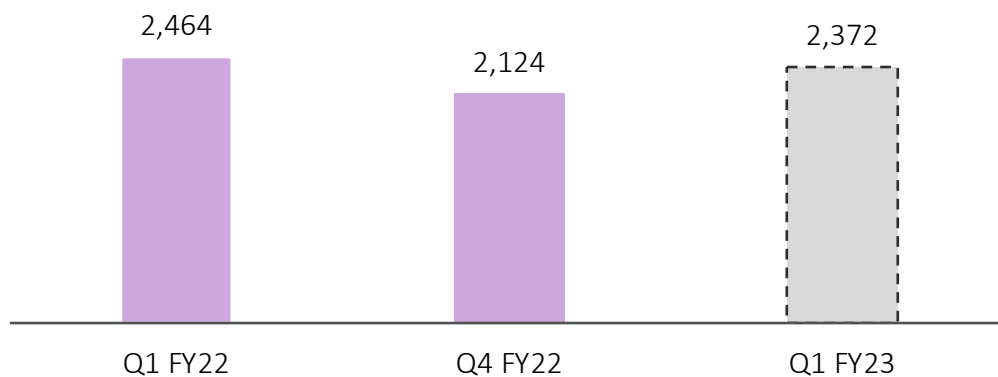


ROCE, ROE (%)

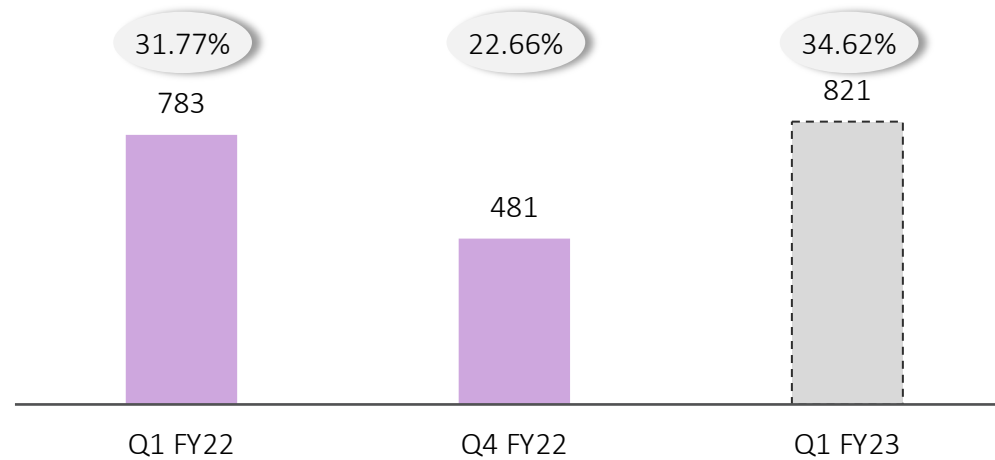


Continuing momentum – Financial trends for Q1 FY23

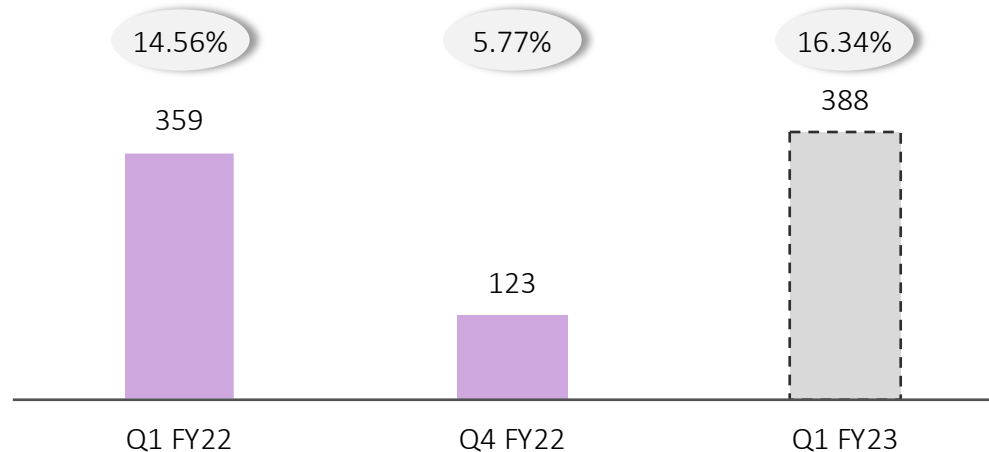
Revenue (INR mm)



Adjusted EBITDA (INR mm)



PAT (INR mm)



COVID vaccine revenue in Q1 FY21-22 is 440 Mn, excluding the vaccine the revenue for Q1 FY21-22 was 2023 Mn.
Q4FY22 financials were impacted on account of the Omicron wave

Restated consolidated statement of profit and loss

| <i>All numbers in INR mm</i> | Q1FY23 | Q4 FY22 | Q1FY22 | YoY Growth | QoQ Growth |
|---|-----------------|-----------------|-----------------|---------------|----------------|
| Income | | | | | |
| Revenue from operations | 2,371.52 | 2,124.47 | 2,463.57 | -3.74% | 11.63% |
| Other income | 60.33 | 61.86 | 21.35 | 182.58% | -2.47% |
| Total income | 2,431.85 | 2,186.33 | 2,484.92 | -2.14% | 11.23% |
| Expenses | | | | | |
| Medical consumables and pharmacy items consumed | 318.02 | 337.61 | 588.30 | -45.94% | -5.80% |
| Employee benefits expense | 305.38 | 317.13 | 251.47 | 21.44% | -3.71% |
| Finance costs | 142.16 | 162.78 | 129.98 | 9.37% | -12.67% |
| Depreciation and amortisation expense | 219.12 | 222.82 | 193.13 | 13.46% | -1.66% |
| Professional fees to doctors | 562.12 | 535.36 | 544.88 | 3.16% | 5.00% |
| Other expenses | 365.09 | 453.04 | 296.28 | 23.22% | -19.41% |
| Total expenses | 1,911.89 | 2,028.74 | 2,004.04 | -4.60% | -5.76% |
| Profit before tax | 519.96 | 157.59 | 480.88 | 8.13% | 229.94% |
| Tax expenses: | | | | | |
| (a) Current tax | 156.40 | 55.62 | 150.43 | 3.97% | 181.19% |
| (b) Deferred tax expense/(credit) | (24.05) | (20.63) | (28.35) | -15.17% | 16.58% |
| Total tax expense | 132.35 | 34.99 | 122.08 | 8.41% | 278.25% |
| Profit for the period/year | 387.61 | 122.60 | 358.80 | 8.03% | 216.16% |

Robust governance framework

Board of directors



Dr. Ramesh Kancharla
 Chairman & Managing Director
 MD (Pediatrics) & MBBS (UK)

- Specialist in pediatric Gastroenterology, Hepatology and Nutrition
- Worked in prestigious hospitals such as King's College Hospital, London, Great Ormond Street Children's Hospital – London and is a member of the Royal Colleges of Physicians of the United Kingdom
- Awarded the Lifetime Achiever of the Year in Pediatric Gastroenterology & Hepatology by Times of India in the year 2017



Dr. Dinesh Kumar Chirla
 Whole-time Director



Aluri Srinivasa Rao
 Independent Director



Dr. Anil Dhawan
 Independent Director



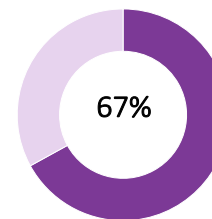
Santanu Mukherjee
 Independent Director



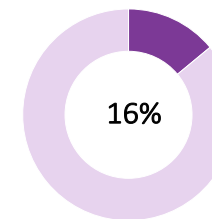
Sundari Raviprasad Pisupati
 Independent Director

Board composition

Independent directors



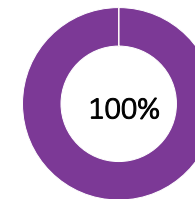
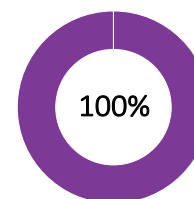
Woman directors



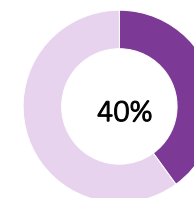
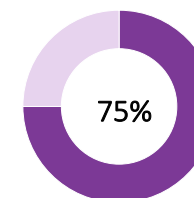
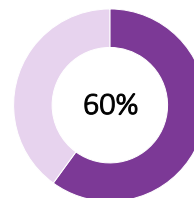
Committees of the board

■ % Independent

Audit committee Remuneration committee



CSR committee Stakeholder committee Risk committee





Expansion and Progress

- A new spoke hospital, at OMR, Chennai is slated for inauguration in Q2 of the current financial year
- Another spoke hospital at Financial District, Hyderabad is expected to commence in Q4 of the current financial year
- Project works at other spoke hospitals in Central Hyderabad and Anna Nagar, Chennai are progressing well and both the projects are slated to commence operations during the next financial year
- Agreements for a third spoke hospital at Bangalore and a regional spoke hospital at Rajahmundry, Andhra Pradesh have been signed and work has commenced at both these locations



Anna Nagar, Chennai



“ It takes a lot to treat the little ”

Thank you



Rainbow
Appendix

Team BirthRight


**Rainbow
Children's
Hospital**

It takes a lot to treat the little.


BirthRight
by Rainbow

Hyderabad



(250) Banjara hills, 1999



(110) Vikramপুরi, 2007



(110) Hydernagar, 2014



(100) LB Nagar, 2016



(50) Kondapur, 2013



(110) RCHI¹, 2019

Bengaluru



(200) Marathahalli, 2015



(102) BG Road, 2016



(50) Hebbal, 2020

Delhi



(130) Malviya Nagar², 2017



(24) Rosewalk³, 2019

Andhra Pradesh



(129) Visakhapatnam, 2020



(130) Vijayawada, 2007

Chennai



(135) Guindy, 2018

The best standalone pediatrics hospital



The best standalone pediatrics hospital in India by The WEEK

The Healthcare Leadership Award



The Healthcare Leadership Award at Karnataka Healthcare Leadership Awards

Great workplace



Certified as a great workplace by Great Place to Work Institute, India

Top 3 in Fertility & IVF category



Ranked number three in Fertility & IVF category (Multi-Speciality Hospital) in Hyderabad by Times Excellence Award

The best obstetrics and gynecology hospital of the year



The best hospital of the year 2019 in obstetrics and gynecology award at Times Healthcare Achievers

Awards and recognition

Guinness World record



LIMCA book of records



CNBC



The Week



Times Healthcare Achievers
Telugu States



Federation of Telangana and Andhra Pradesh,
Chambers of Commerce and Industry





**TIMES HEALTH SURVEY
CRITICAL CARE
BEST HOSPITALS
NATIONAL**

**Rainbow[®]
Children's
Hospital**
It takes a lot to treat the little.

**RAINBOW CHILDREN'S HOSPITAL
SECURES 4 POSITIONS OF THE TOP 10
CHILDREN'S HOSPITALS IN INDIA**

TIMES HEALTH

2 Sunday, 17 July, 2022 | Hyderabad

NATIONAL SINGLE SPECIALITY

| Rank | Name |
|------|---|
| 1 | Rainbow Children's Hospital, Hyderabad |
| 2 | Rainbow Children's Hospital, Bengaluru |
| 3 | Madhukar Rainbow Children's Hospital, Delhi |
| 4 | Apollo Cradle & Children's Hospital, Delhi |
| 5 | Apollo Cradle & Children's Hospital, Bengaluru |
| 6 | Surya Hospital, Santa Cruz, Mumbai |
| 7 | Ankura Hospital For Women & Children, Hyderabad |
| 7 | Surya Mother And Child Super Speciality Hospital, Wakad, Pune |
| 8 | Apollo Cradle & Children's Hospital, Hyderabad |
| 9 | Cloudnine Hospitals, Jayanagar, Bengaluru |
| 10 | Rainbow Childrens Hospital, Guindy, Chennai |

TIMES ALL INDIA CRITICAL CARE HOSPITAL RANKING SURVEY 2022

Thank you
FOR YOUR TRUST IN US!

All Hubs hospitals of Rainbow located at Hyderabad, Bangalore, Chennai and New Delhi were among the top 10 pediatric hospital in the country



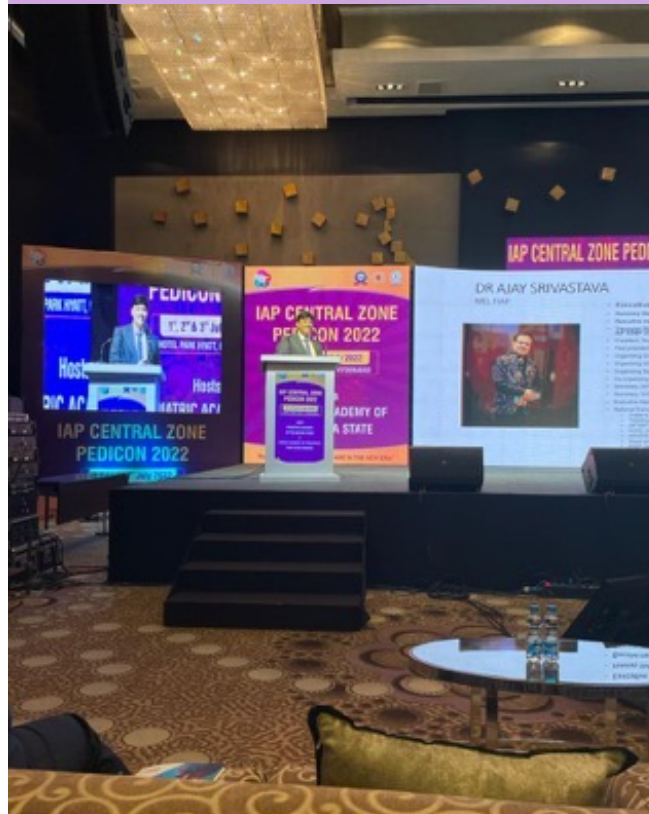
Month, 2022

Baby was born at 26 weeks with a birth weight of 430 grams while average weight for newborn babies is around 3 kg. Arjun required ventilator support for close to 50 days followed by oxygen support for another 25 days. He received nutrition through his veins along with mother's milk to support his growth and blood sugar levels. The baby faced multiple issues like fluctuating oxygen levels, jaundice, irregular breathing efforts, chronic lung disease due to his extreme prematurity and extremely low birth weight. It took him close to 45 days to achieve the milestone of 1 kg and now he weighs 1.7 kgs, and after 85 days of huge battle against all odds, today the baby is going home proudly and truly earning this life. Tests have confirmed that his organs are maturing as normally as they would in mother's womb. He will be regularly monitored for his growth and development

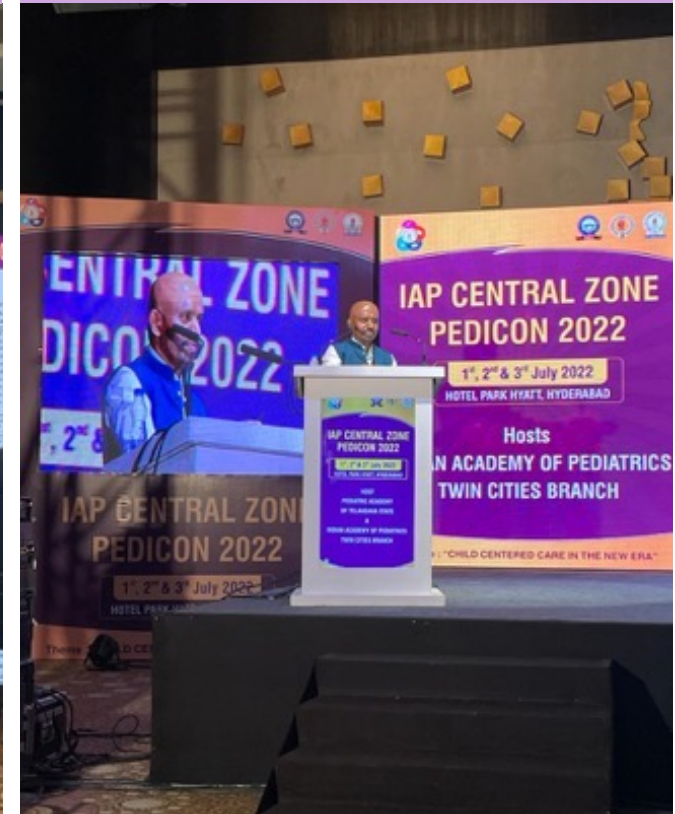
Dr Ramesh Kancharla



Dr Dinesh Kumar Chirla



Dr Lokesh Lingappa



Active participation of Rainbow Hospitals in discussing and educating the current trends of pediatric treatment with doctors within and outside cities

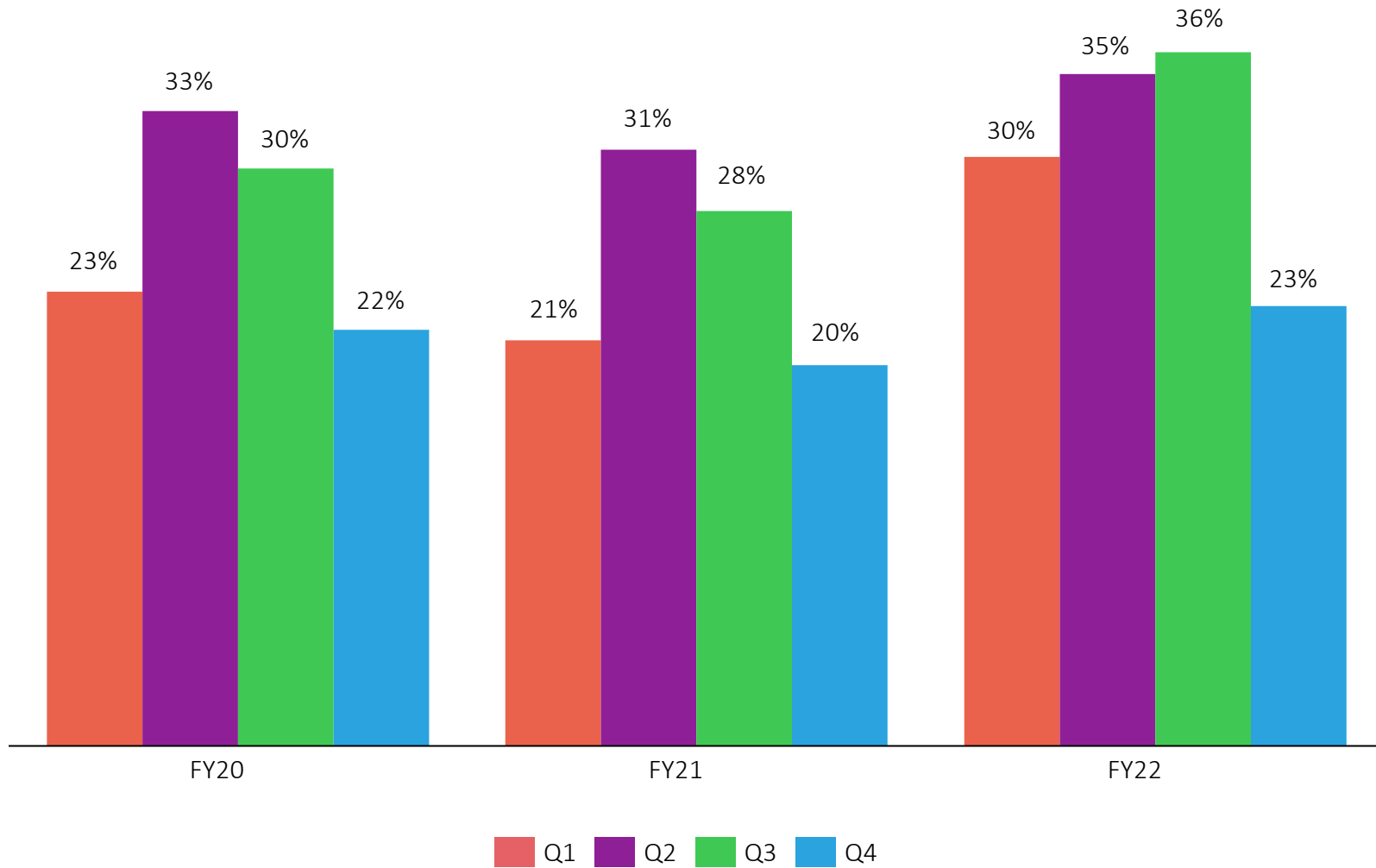


Total 98 Postgraduate doctors and Pediatrician participated from across Chennai and Andhra Pradesh

Quarterly Revenue Contribution



Quarterly EBITDA margins trends



Rainbow network comprises of 14 hospitals and 3 clinics in 6 cities, with a total bed capacity of 1,500 beds. Our Pediatric services under “Rainbow Children’s Hospital” include 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 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 emergency care in pediatrics and obstetrics, large outpatient services and comprehensive obstetrics, pediatric 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 programmes.

For further information please contact:

Mr. R. Gowrisankar

Chief Financial Officer

Rainbow Children's Medicare Limited

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Email: investorrelations@rainbowhospitals.in

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CDR India

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Email: siddharth@cdr-india.com / mit@cdr-india.com