

November 26, 2024

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

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

Symbol: YATHARTH

Scrip Code: 543950

Dear Sir/Ma'am,

Sub:- Corporate presentation November 2024.

Please find enclosed Corporate Presentation for November 2024 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

Kindly take the same in your records.

Thanking you,

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



Ritesh Mishra
Company Secretary & Compliance Officer
Enclosed: As above

Registered Office

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

Tel: 011-49967892

Corporate Office

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

Tel: 0120-6811236 | Email: cs@yatharthhospitals.com

Our Hospitals

📍 Sector 110, Noida, Uttar Pradesh-201304

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

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

📍 Jhansi Mauranipur Highway, Orchha, Madhya Pradesh- 472246

📍 Sector-88, Faridabad, Haryana-121002

🌐 www.yatharthhospitals.com



Corporate Presentation

November 2024



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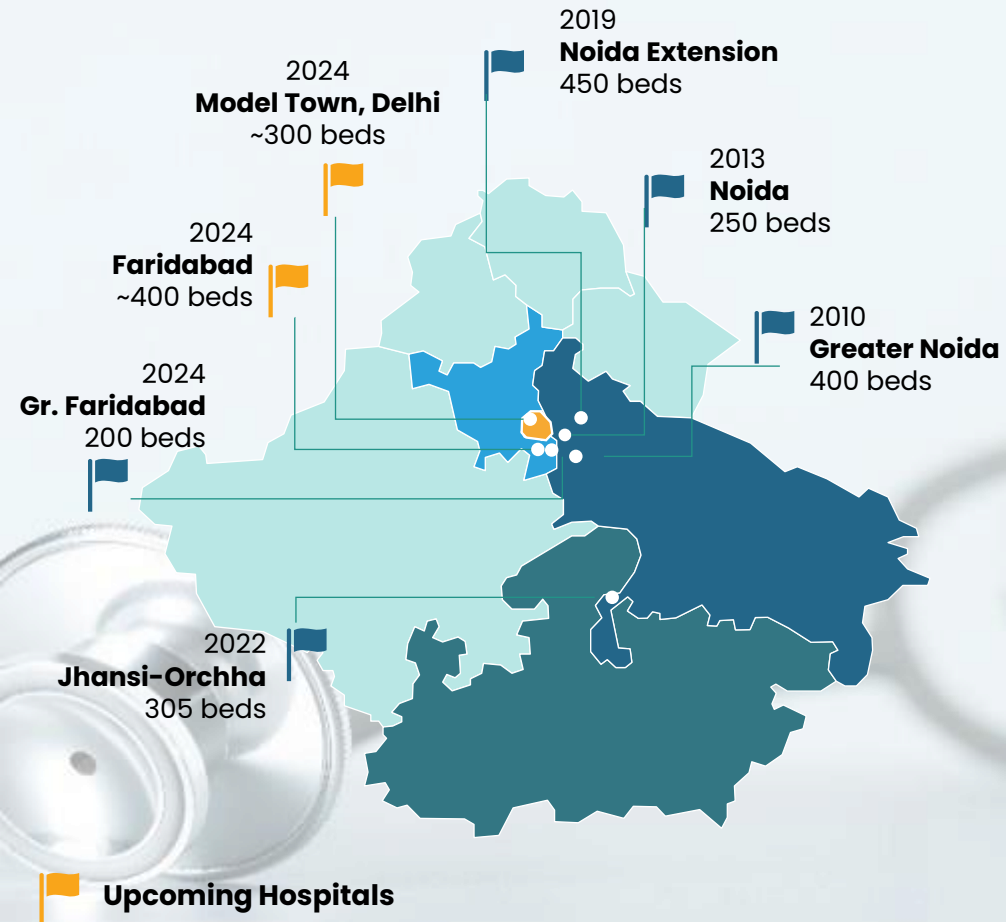


Overview

Super specialty hospital in North India



7 Hospitals⁽¹⁾ **10** Center of Excellence **87%** Beds in Metros⁽¹⁾



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

2,300+
Bed Capacity⁽¹⁾

Rs. 30,597
ARPOB⁽²⁾ (HIFY25)

61%
Occupancy (HIFY25)

Rs. 6,705 mn
Revenue (FY24)

26.8%
EBITDA Margin⁽³⁾ (FY24)

17.1%
PAT Margin⁽⁴⁾ (FY24)

29%
Revenue CAGR⁽⁵⁾
(FY22-24)

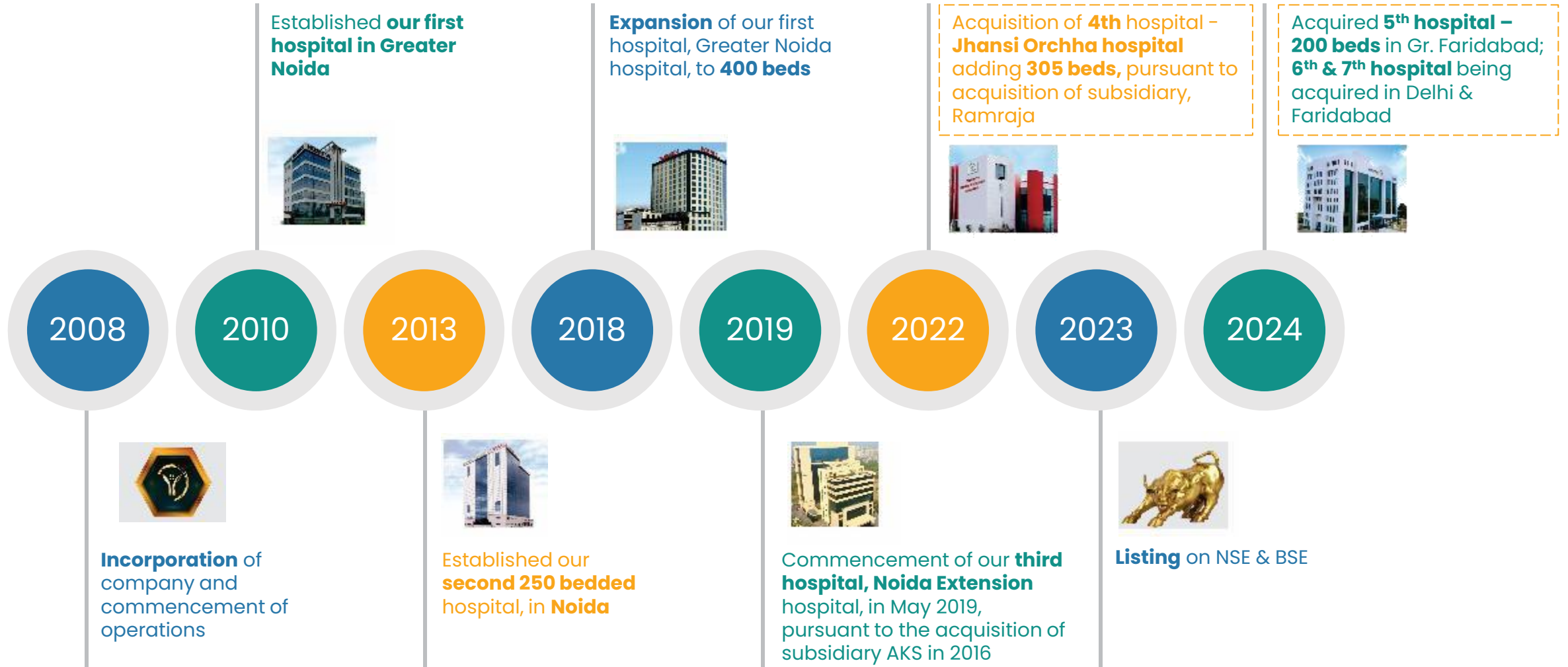
27%
EBITDA CAGR⁽⁵⁾
(FY22-24)

27%
ROCE⁽⁶⁾ (FY24)

Notes: 1) As of September 30, 2024 and Includes upcoming hospitals in Delhi & Faridabad which has bed capacity of 300 beds & 400 beds respectively; 2) ARPOB (Average Revenue per Occupied Bed) = Revenue from operations / Total occupied beds; 3) EBITDA Margin = EBITDA / Revenue from operations; where EBITDA = Profit Before Tax + Finance Cost + Depreciation Cost - Other Income; 4) PAT Margin = Profit after tax / Revenue from operations; 5) CAGR = Computed Annual Growth Rate; 6) ROCE (Return on Capital Employed) = EBIT / Avg. Capital Employed; where Capital Employed = Gross Debt (including lease liabilities) + Network - Cash & Cash Equivalent

Our Journey

Growing presence across regions and services



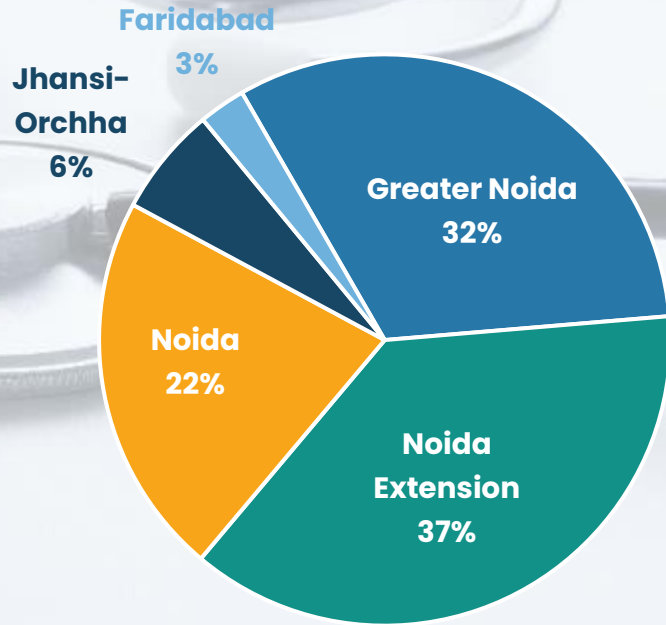
 **Acquisitions**

Our Hospitals



Built on foundation of talent, trust, technology, service and infrastructure

Diversified revenue mix across hospitals (H1 FY25)



| Hospitals | Greater Noida | Noida | Noida Extension | Jhansi - Orchha | Greater Faridabad |
|----------------------------|---------------|--------|-----------------|-----------------|-------------------|
| Year of Operation | 2010 | 2013 | 2019 | 2022 | 2024 |
| Beds Capacity | 400 | 250 | 450 | 305 | 200 |
| No of ICU Beds | 112 | 81 | 125 | 76 | 61 |
| Occupancy Rate | 66% | 83% | 60% | 47% | 28%* |
| ARPOB ⁽¹⁾ (Rs.) | 34,444 | 28,732 | 37,727 | 12,397 | 28,598 |
| ALOS ⁽²⁾ | 4.49 | 5.15 | 4.36 | 3.82 | 3.27 |

All figures for H1 FY25

Notes: *Given gradual ramp up in bed capacity at Faridabad, the utilization has been computed on 100 beds; 1) ARPOB (Average Revenue per Occupied Bed) = Revenue from operations / Total occupied beds; 2) ALOS (Average length of stay) – Total occupied beds / Inpatient Volume

Our Hospitals



Greater Noida

2010 Incorporated
400 Beds; **112** ICU Beds



66% Occupancy



Rs.34,444 ARPOB⁽¹⁾



4.49 days ALOS⁽²⁾

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

Noida

2013 Incorporated
250 Beds; **81** ICU Beds



83% Occupancy



Rs.28,732 ARPOB⁽¹⁾



5.15 days ALOS⁽²⁾

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

Noida Extension

2019 Incorporated
450 Beds; **125** ICU Beds



60% Occupancy



Rs.37,727 ARPOB⁽¹⁾



4.36 days ALOS⁽²⁾

Super specialties contribute c. 70% of overall business; continued efforts to develop this hospital as Centre of Excellence for oncology and robotic surgeries. In Mar'24, radiation oncology line was inaugurated to provide comprehensive suite of oncology treatments

Accredited by Joint Commission International (JCI) – Noida extension hospital received JCI accreditation, 1st in UP & 7th in North India to achieve this accreditation. Amongst few hospitals to get JCI accreditation in first instance

All figures for HI FY25

Notes: 1) ARPOB (Average Revenue per Occupied Bed) = Revenue from operations / Total occupied beds; 2) ALOS (Average length of stay) – Total occupied beds / Inpatient Volume

Our New hospitals



Jhansi – Orchha

2022 Acquisition
305 Beds; **76** ICU Beds



47%
Occupancy



Rs.12,397
ARPOB⁽¹⁾



3.82 days
ALOS⁽²⁾

Hospital in Jhansi-Orchha-Gwalior region, has infrastructure to operate all the major super specialties

Acquired in FY22

Greater Faridabad

2024 Acquisition
200 Beds; **61** ICU Beds



28%
Occupancy*



Rs.28,598
ARPOB⁽¹⁾



3.27 days
ALOS⁽²⁾

Built 3 years ago with latest facilities on a 1.25-acre land with NABH accreditations and empanelment with all major insurance/TPAs in place

Operationalized on May 12, 2024, expanding Yatharth's presence in North India

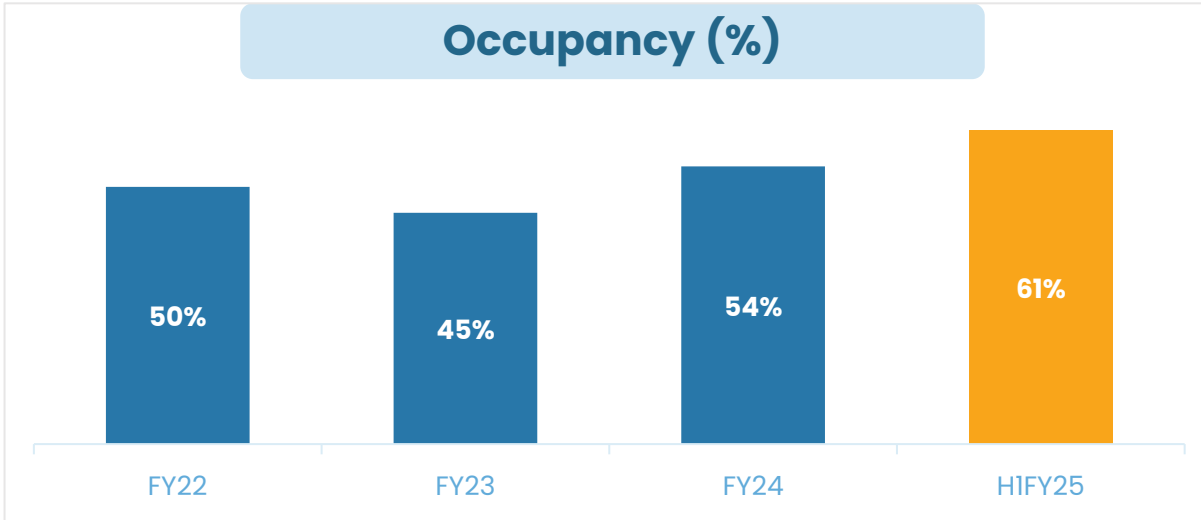
All figures for HI FY25

Notes: *Given gradual ramp up in bed capacity at Faridabad, the utilization has been computed on 100 beds; 1) ARPOB (Average Revenue per Occupied Bed) = Revenue from operations / Total occupied beds; 2) ALOS (Average length of stay) – Total occupied beds / Inpatient Volume

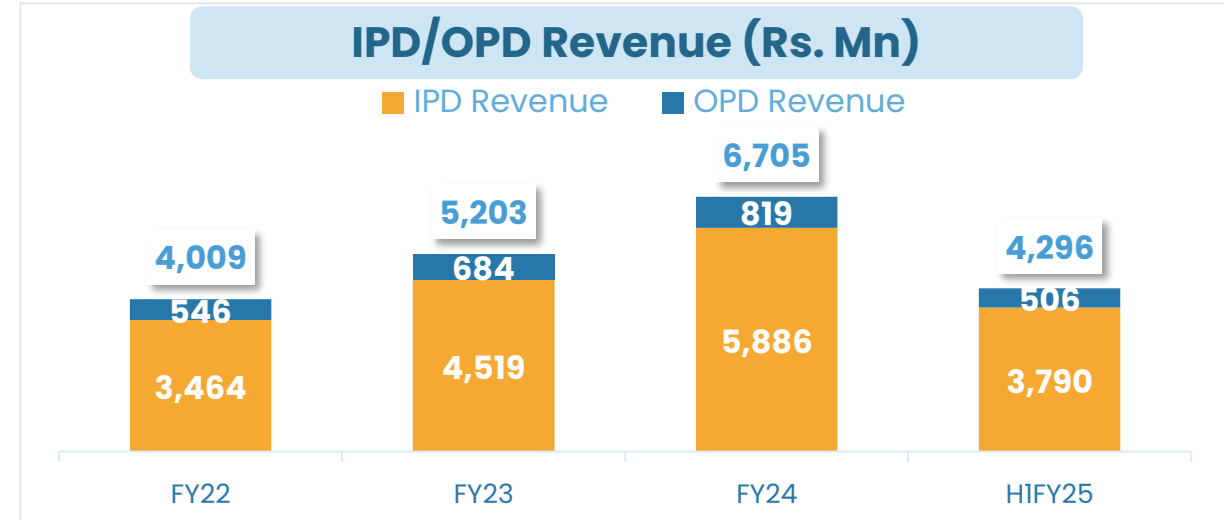
Operational Parameters



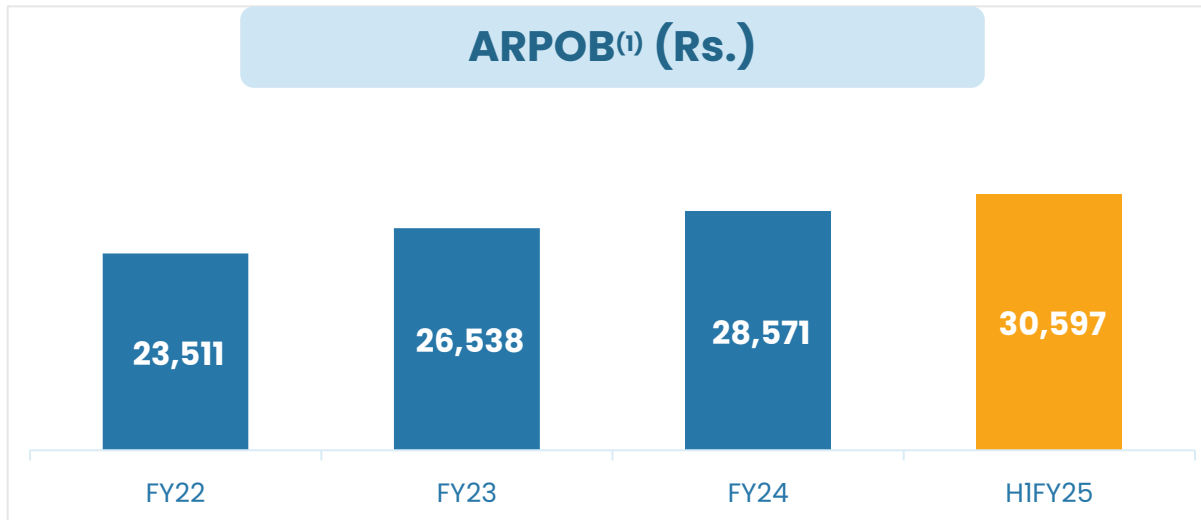
Occupancy (%)



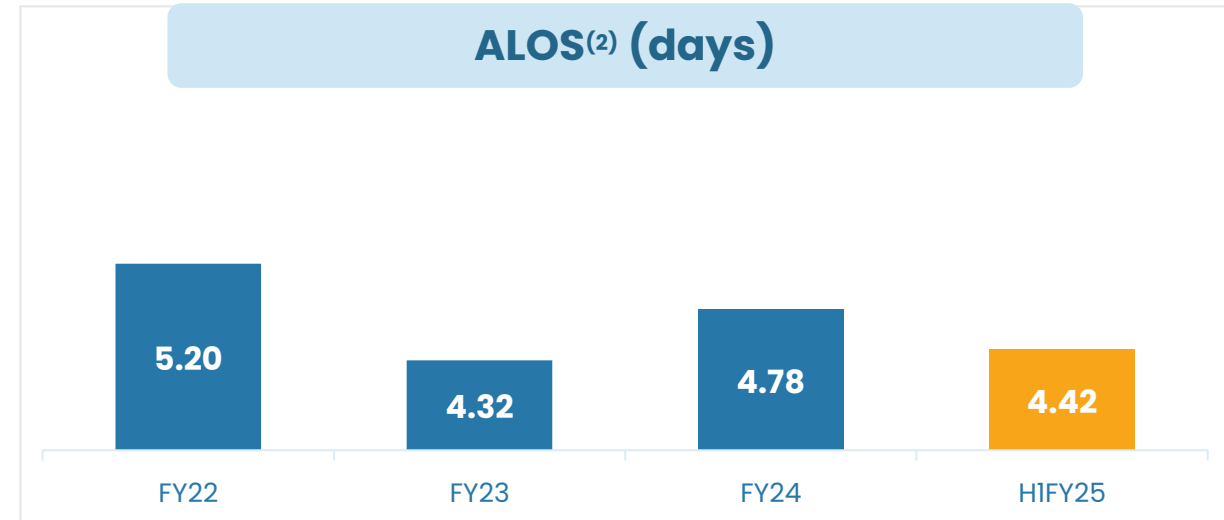
IPD/OPD Revenue (Rs. Mn)



ARPOB⁽¹⁾ (Rs.)



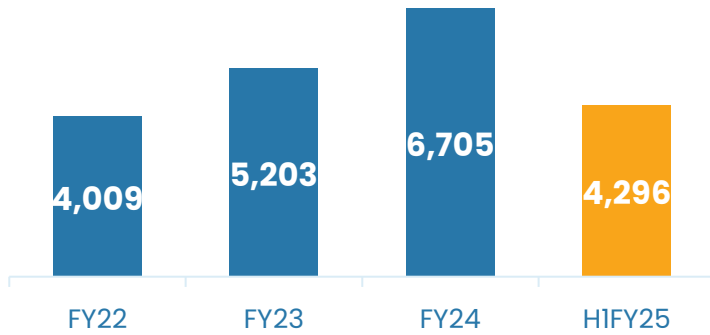
ALOS⁽²⁾ (days)



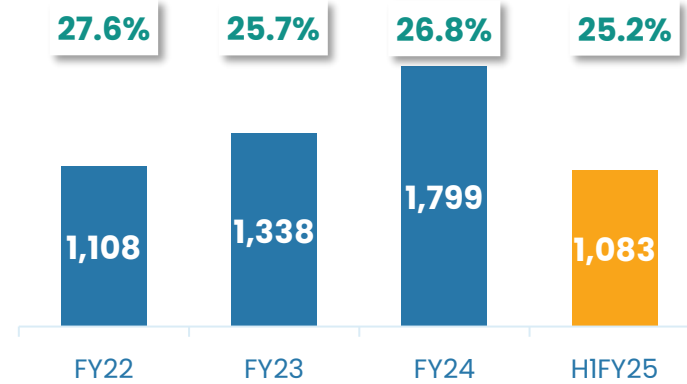
Financial Performance



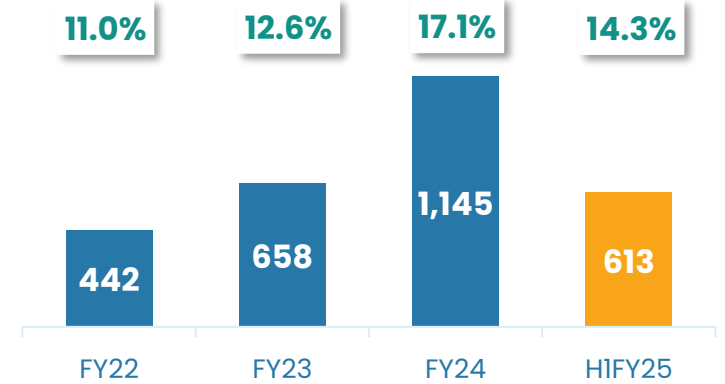
Revenue (Rs. Mn)



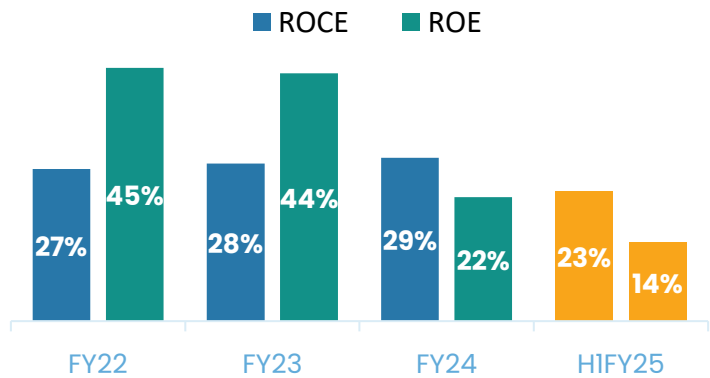
EBITDA⁽¹⁾ (Rs. Mn) & EBITDA%⁽²⁾



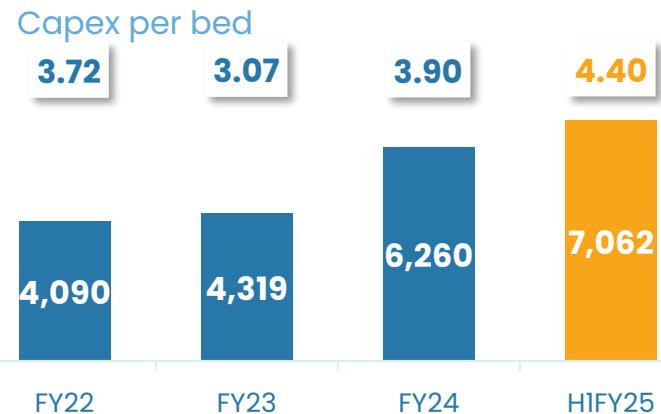
PAT (Rs. Mn) & PAT%⁽³⁾



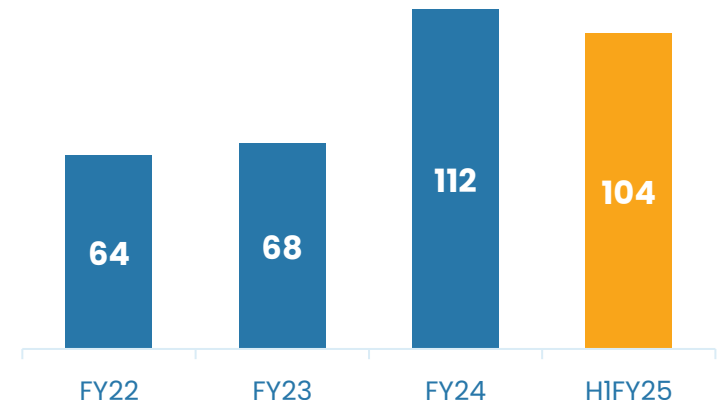
ROCE⁽⁴⁾ & ROE⁽⁵⁾ (%)



Gross Block⁽⁶⁾ (Rs. Mn)



Net Working Capital Days⁽⁷⁾



Notes: 1) EBITDA = Profit Before Tax + Finance Cost + Depreciation Cost – Other Income; 2) EBITDA % = EBITDA / Revenue from operations; where EBITDA = Profit Before Tax + Finance Cost + Depreciation Cost – Other Income; 3) PAT Margin = Profit after tax / Revenue from operations; 4) ROCE = EBIT / Avg. Capital Employed for current period and previous period; where Capital Employed = Gross Debt (including lease liabilities)+ Networth – Cash & Cash Equivalent; 5) ROE (Return on Equity) = PAT / Avg. Equity for current period and previous period; 6) Gross Block = Gross Property, Plant & Equipment + Right-of-use assets; 7) Working capital days is calculated as working capital * 365 divided by revenue from operations, where Working capital refers to current assets minus current liability

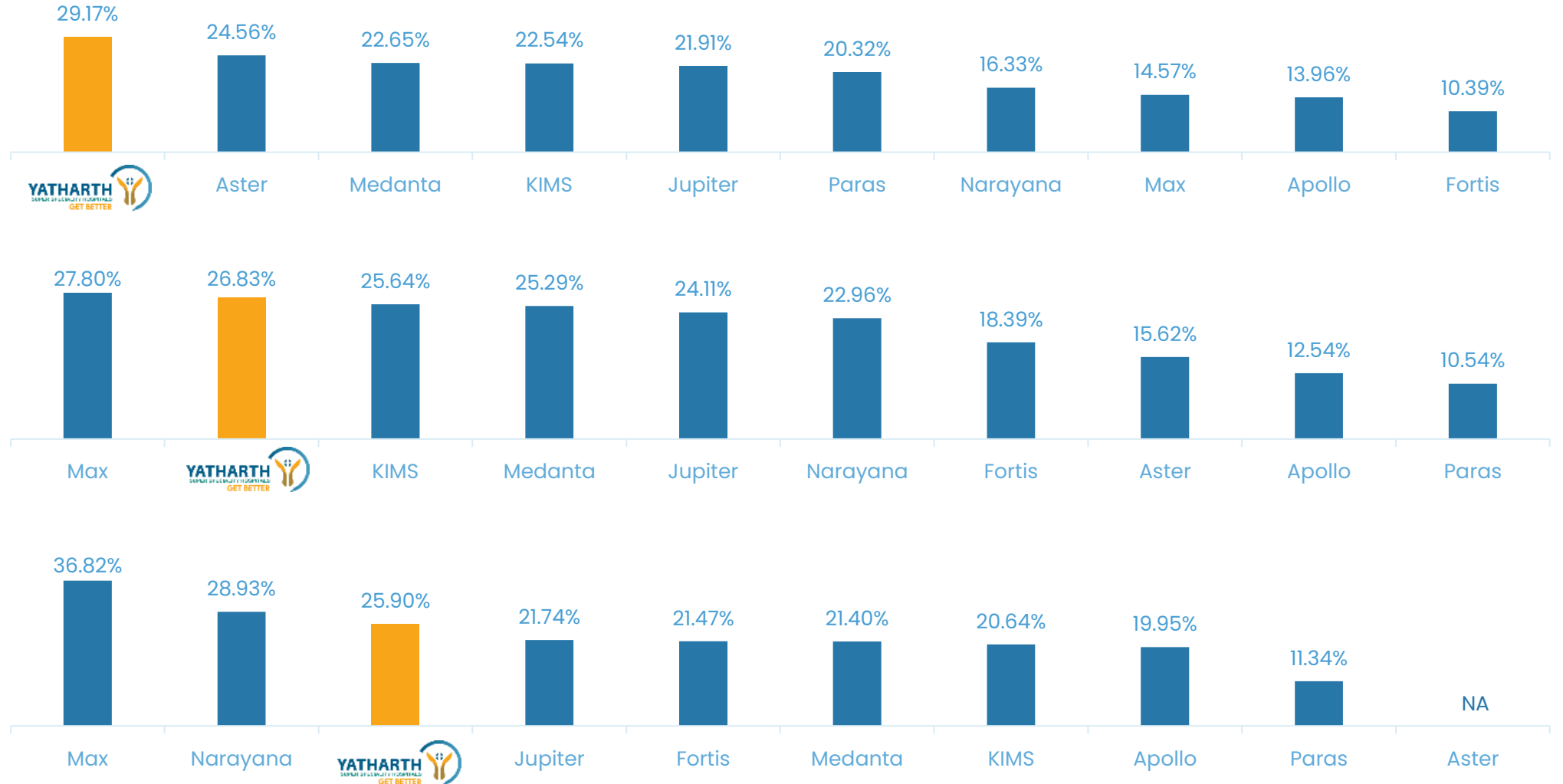
Peer Comparison



Revenue CAGR (FY 22-24)

OPBDIT Margin⁽¹⁾ (FY24)

ROCE⁽²⁾ FY24



Source: CRISIL Industry Report

Notes: 1) OPBDIT Margin: OPBDIT / Revenue from operations; where OPBDIT = Operating Profit before Depreciation, Interest & Tax; 2) ROCE = Profit before Interest & tax (PBIT)/(Avg. total debt + avg. tangible network + avg. deferred tax liability)



Experienced board and leadership team

Board of Directors



Dr. Ajay Kumar Tyagi

Chairman & Whole-time Director

17+ yrs of experience

Bachelor of medicine, surgery, and diploma in orthopaedics



Dr. Kapil Kumar

Managing Director

17+ yrs of experience

Bachelor of medicine, surgery, and master of orthopedic surgery, Magister chirurgie in orthopedics



Yatharth Tyagi

Whole-time Director

Bachelor's in business management from Leeds Beckett University

Master's of science in International Health Management from Imperial College, London



Promila Bhardwaj

Independent Director

35+ yrs of experience

Bachelor of arts, Master's of arts in English, philosophy in social sciences and diploma in public administration



Mukesh Sharma

Independent Director

35+ yrs of experience

Bachelor's in science agriculture & animal husbandry
MBA; Post graduate diploma in labour law & welfare, & personnel management
Bachelor's of law



Sanjeev Upadhyaya

Independent Director

20+ yrs of experience

Bachelor's in medicine, surgery
Doctor of medicine in community medicine

KMPs



Amit Kumar Singh

Chief Executive Officer



Nitin Gupta

COO & President - Finance



Pankaj Prabhakar

Chief Financial Officer



Neeraj Vinayak

Head, Strategy & Investor Relations



Sonu Goyal

Group Finance Controller

Industry Overview

YATHARTH
HOSPITAL

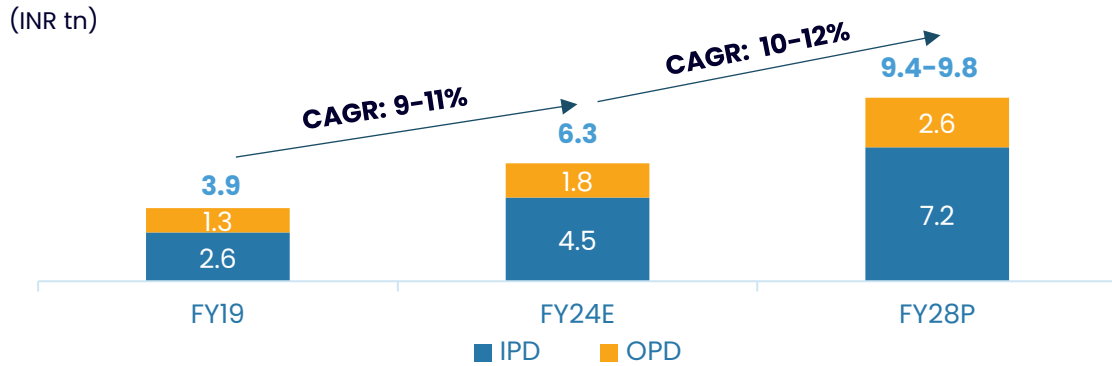
YATHARTH
HOSPITAL



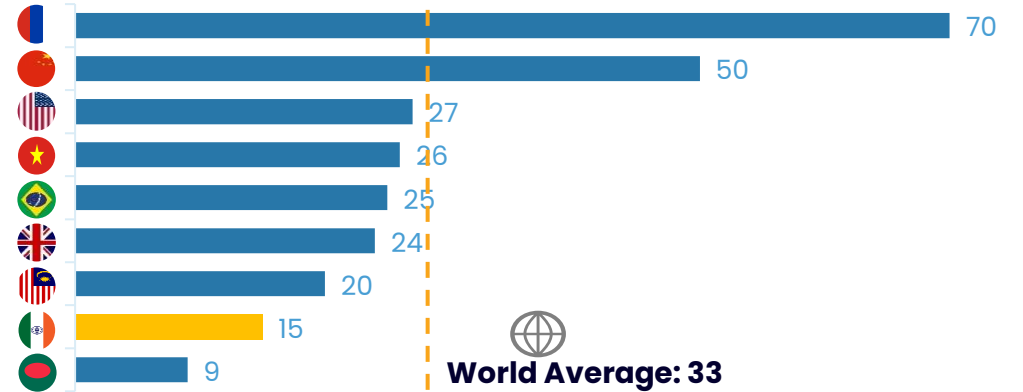
Healthcare Delivery Market in India is at Nascent stage



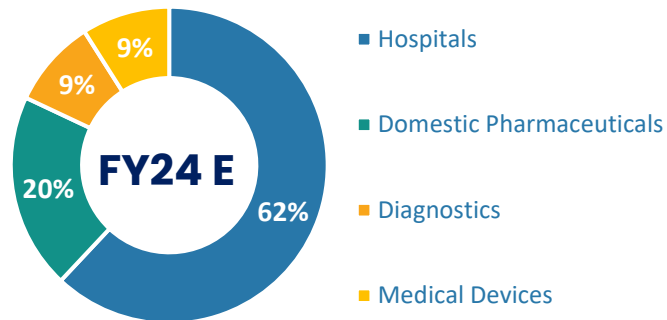
Indian hospital market to grow at a CAGR of 10-12% to reach INR 10tn by FY28



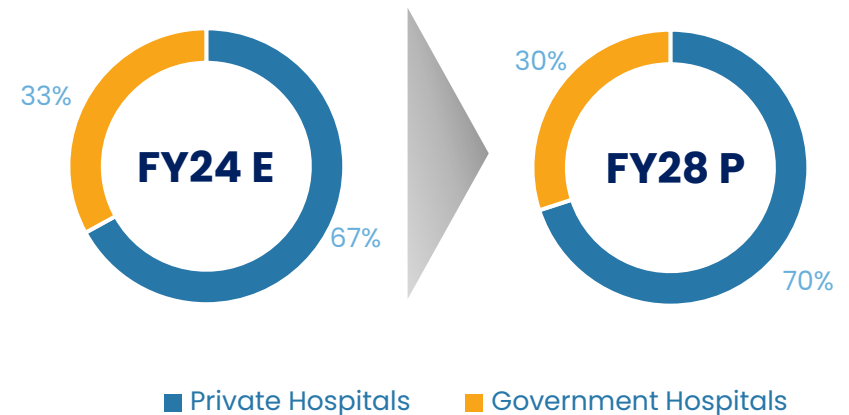
Globally India has one of the lowest bed density/10,000 population



Hospitals constitute the largest share of the healthcare market in India



Pvt. hospitals share is expected to increase 70% by FY28P

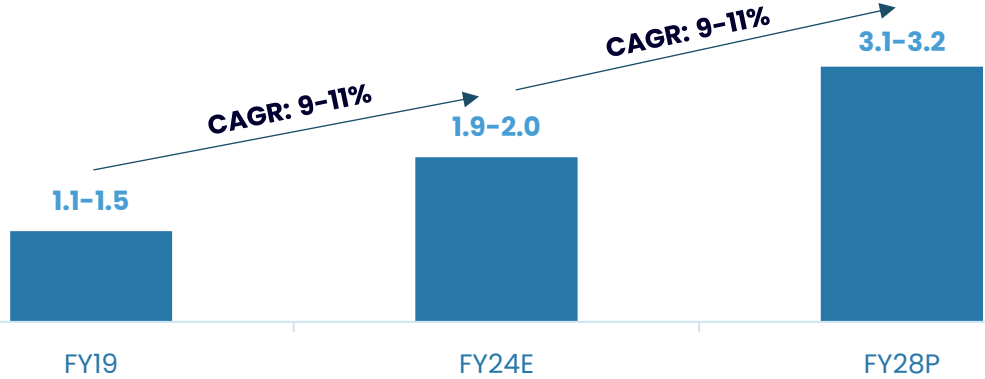


North India - Underserved market with huge growth potential



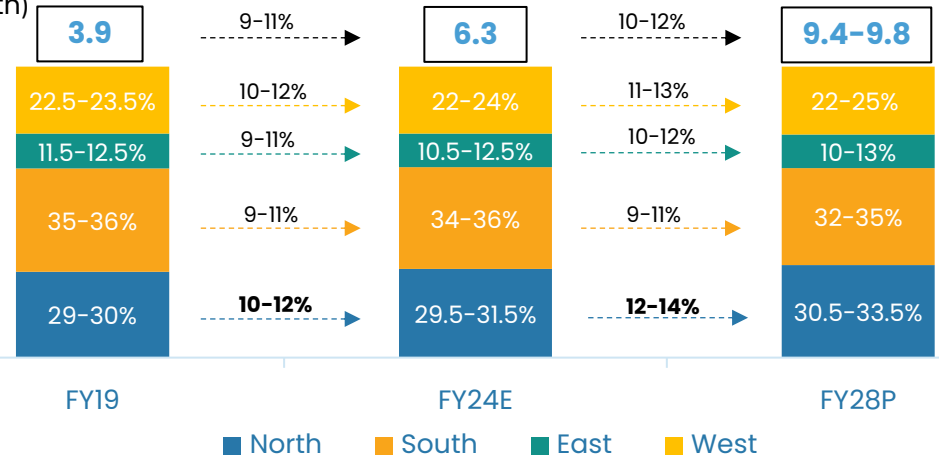
North India hospital market is expected to grow at a CAGR of 12-14%...

(INR tn)



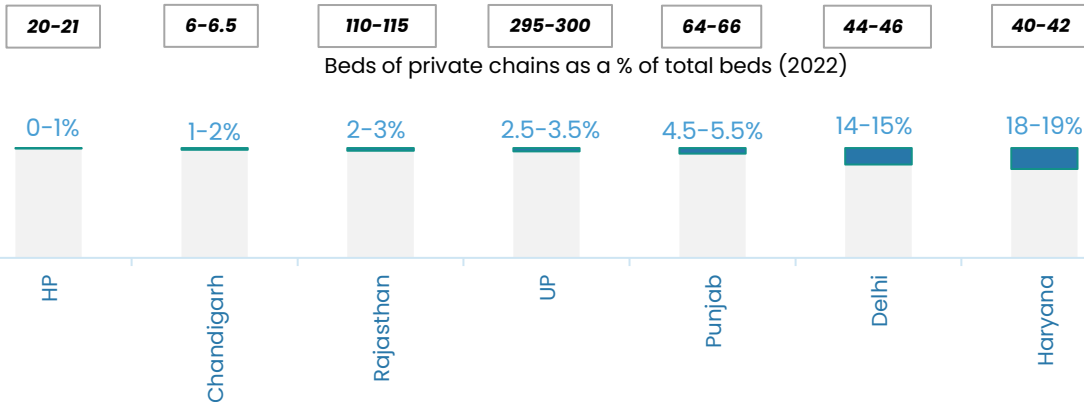
...Growing at a faster rate than the overall industry

(INR tn)

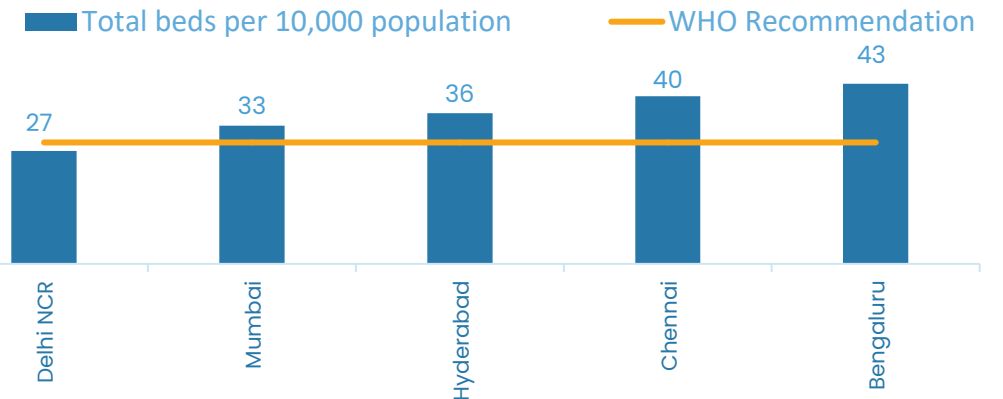


Low concentration of private chains in North India

Total hospital beds ('000)



Bed density of Delhi-NCR is below WHO recommendations





Growth Strategy

Core strategies driving growth



01

Optimizing Infrastructure

Enhancing occupancy and ARPOB across our hospitals

02

Capacity Addition

Greenfield and brownfield expansion

03

Leverage Technology

Advanced and high-end medical equipment and technology

04

Clinical Expertise

Attracting best talent to drive super specialties

Optimizing Infrastructure

Capacity Expansion

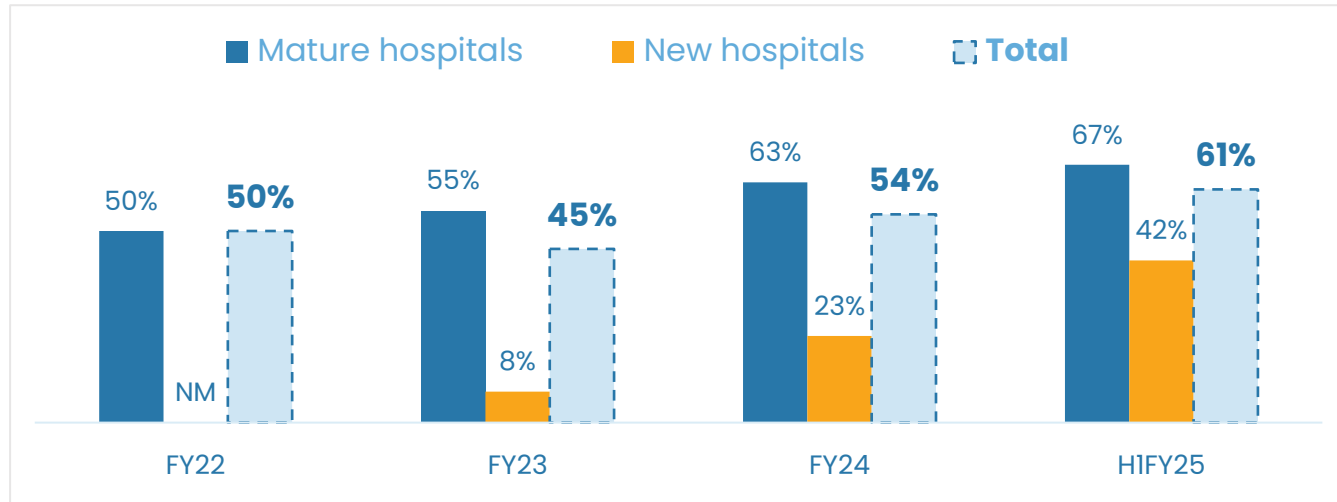
Leverage Technology

Clinical Expertise

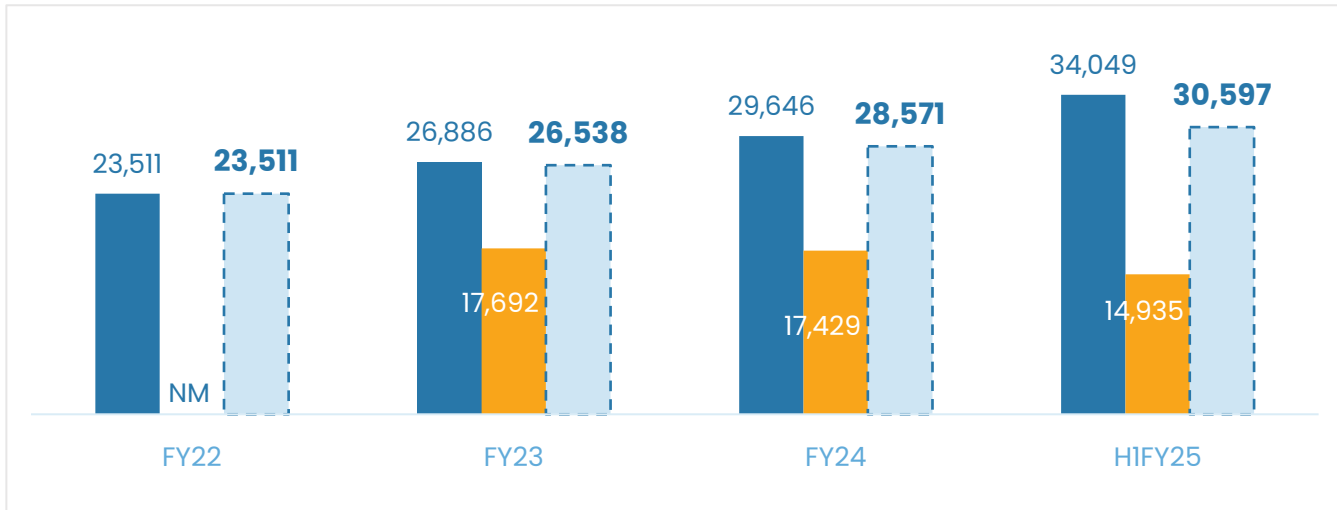
Optimizing existing infrastructure



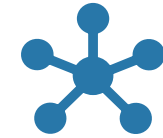
Occupancy (%)



ARPOB (Rs)



Improve customer service



Diversifying specialties



Optimized scheduling

Our 5-fold approach to optimize existing infra



Enhanced care coordination

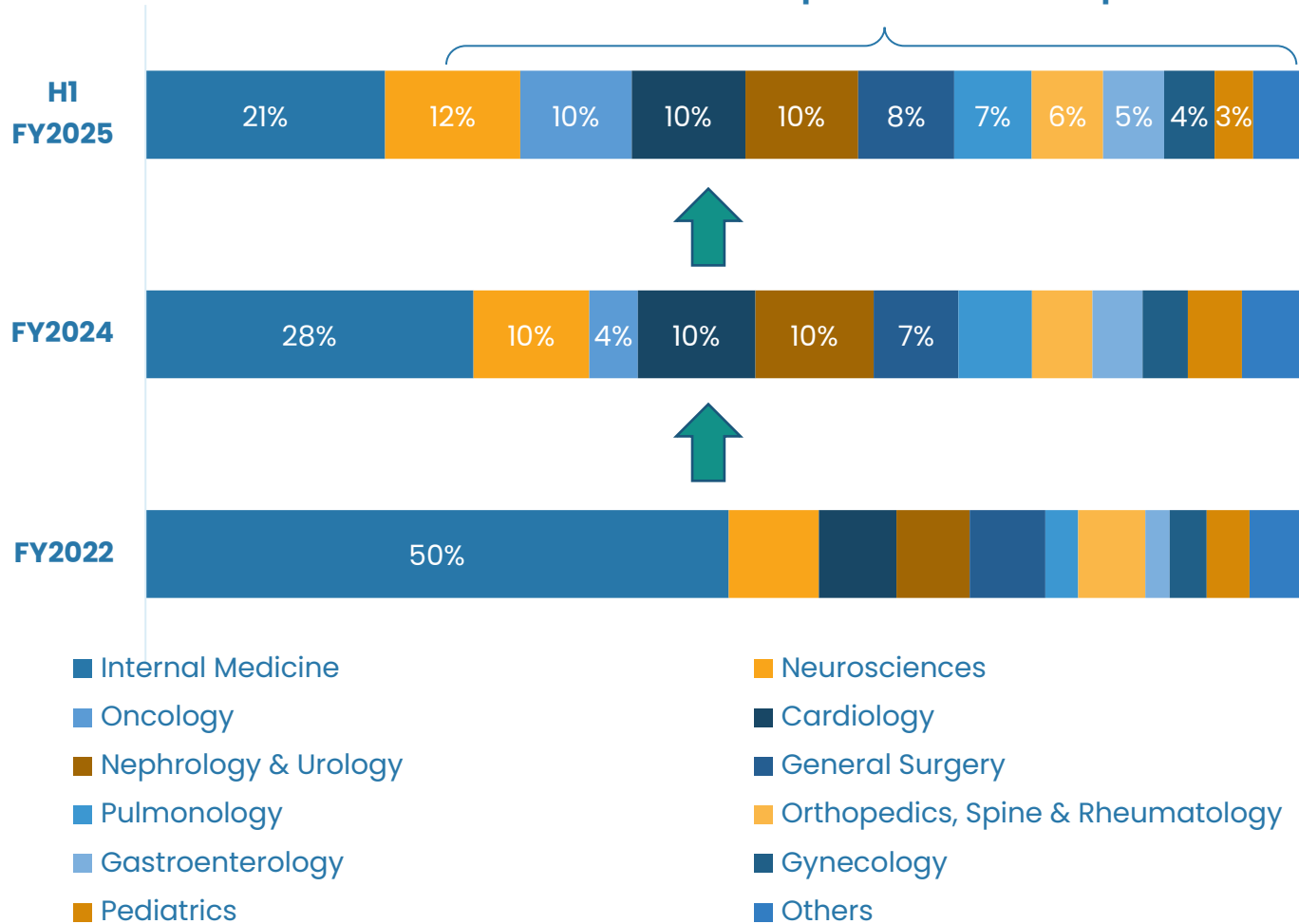


Expand Services

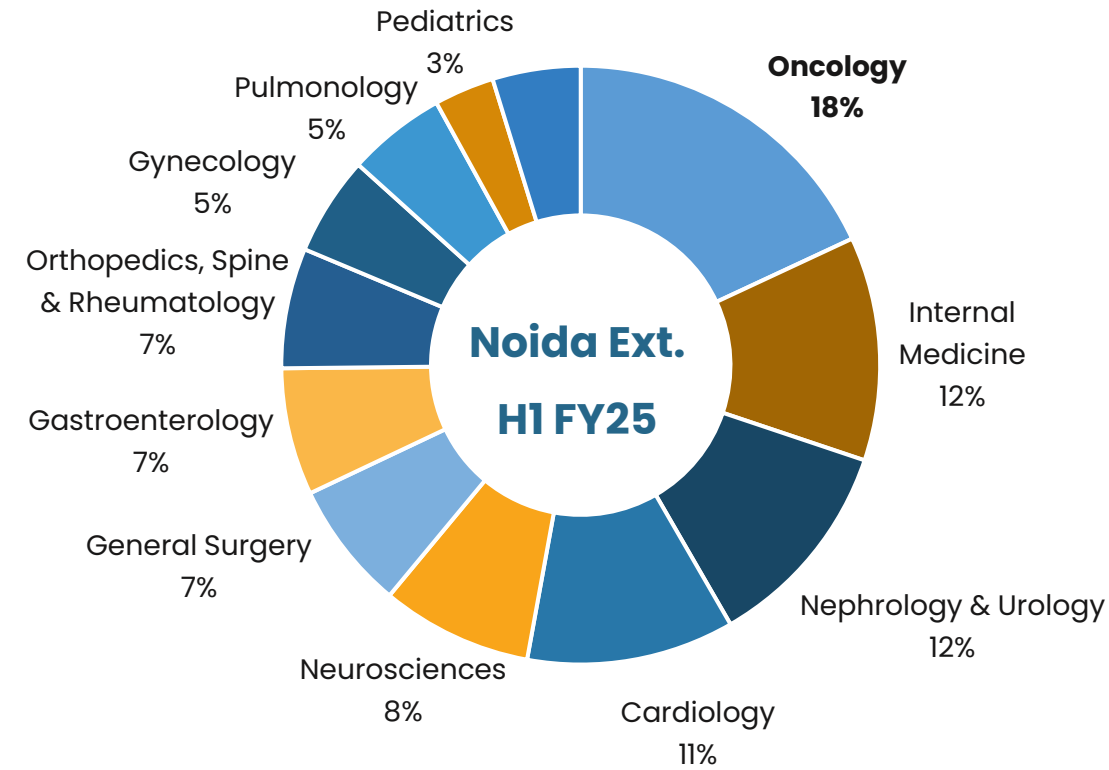
Expanding specialties across hospitals



Diverse mix of specialties at all hospitals



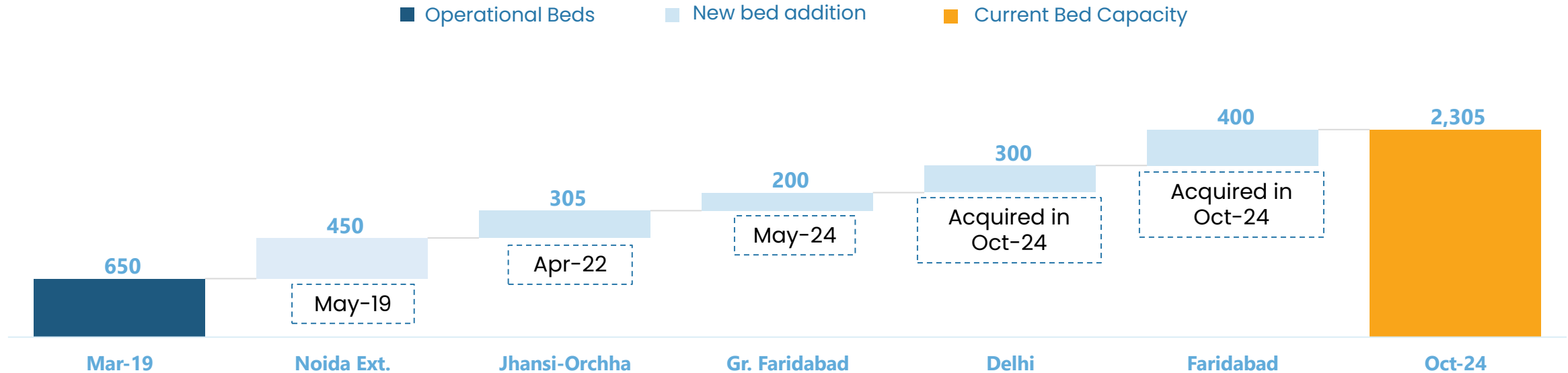
Noida extension hospital registered highest share of super specialties



Capacity addition – greenfield and brownfield expansion



Capacity addition trend and roadmap ahead



- Acquired super specialty hospital in Model Town, New Delhi, with an expandable capacity of 300+ beds, through e-auction under SARFAESI Act 2002 in Oct-24
- Entered in strategic collaboration agreement to acquire majority (~60%) stake in yet to commence ~400 bedded-hospital in Faridabad, Haryana

Expanding footprints in New Delhi market, with ~300 beds



Established **Multi-specialty hospital**



Established in **2019**



Expandable to **300+** Beds



Acquisition Cost **~Rs. 160 crore**



Located in **Model Town, New Delhi**



- ❖ Successful bid for MD City Hospital in Delhi through the e-auction process under the SARFAESI Act, 2002
- ❖ The hospital cater a large catchment of residential and institutional client base in the region

Acquiring majority stake in 400-bedded Faridabad hospital



Yet to commence **Multi-specialty hospital**



Built on approx. **2 Acre land**



Proposed Capacity **400 Beds**



Majority stake being acquired **Rs. 91 crore**



Located in **Sec-20, Faridabad**, Haryana



- ❖ Strategic collaboration agreement for ~60% stake acquisition in ~400 bed-hospital in Faridabad
- ❖ Hospital valued at enterprise value of Rs. 152 crore
- ❖ Acquisition positions Yatharth as one of the largest bed capacity in the region
- ❖ Hospital's structure is completed - plans to equip latest advanced medical equipment & provide super specialty services, including full suite of oncology treatments and robotic surgeries

Advanced medical equipment and technology



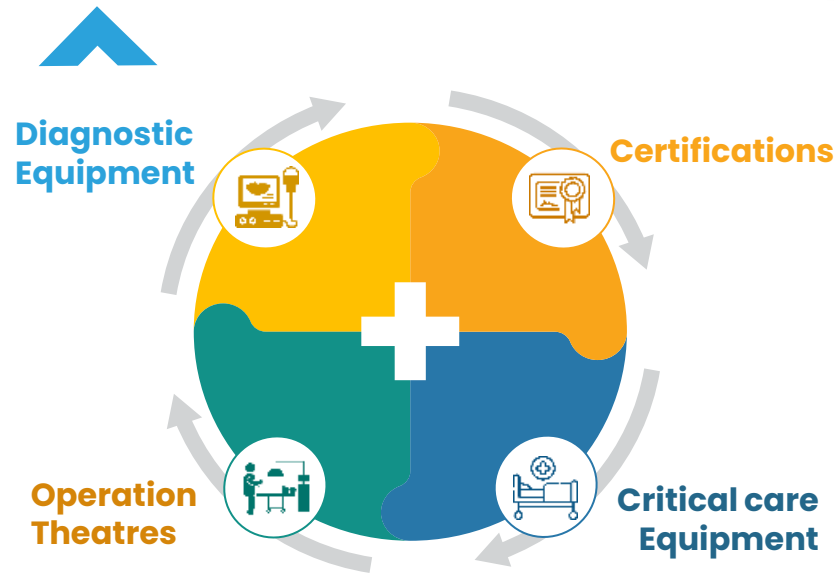
- Hospitals are equipped with machines and devices with **sophisticated technology**
- Strive to **introduce medical technology** and **state-of-the-art equipment**

| Complex procedures | Kidney, Liver & Bone Marrow Transplant | Robotic Surgeries – DaVinci, Mako & Cuvis | Radiation Oncology |
|---------------------------------------|--|---|--------------------|
| Presence in Hospitals | Noida Ext & Greater Noida | Noida Ext, Greater Noida & Faridabad | Noida Extension |
| No. of procedures performed till date | 200+ | 500+ | 1,000+ |



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

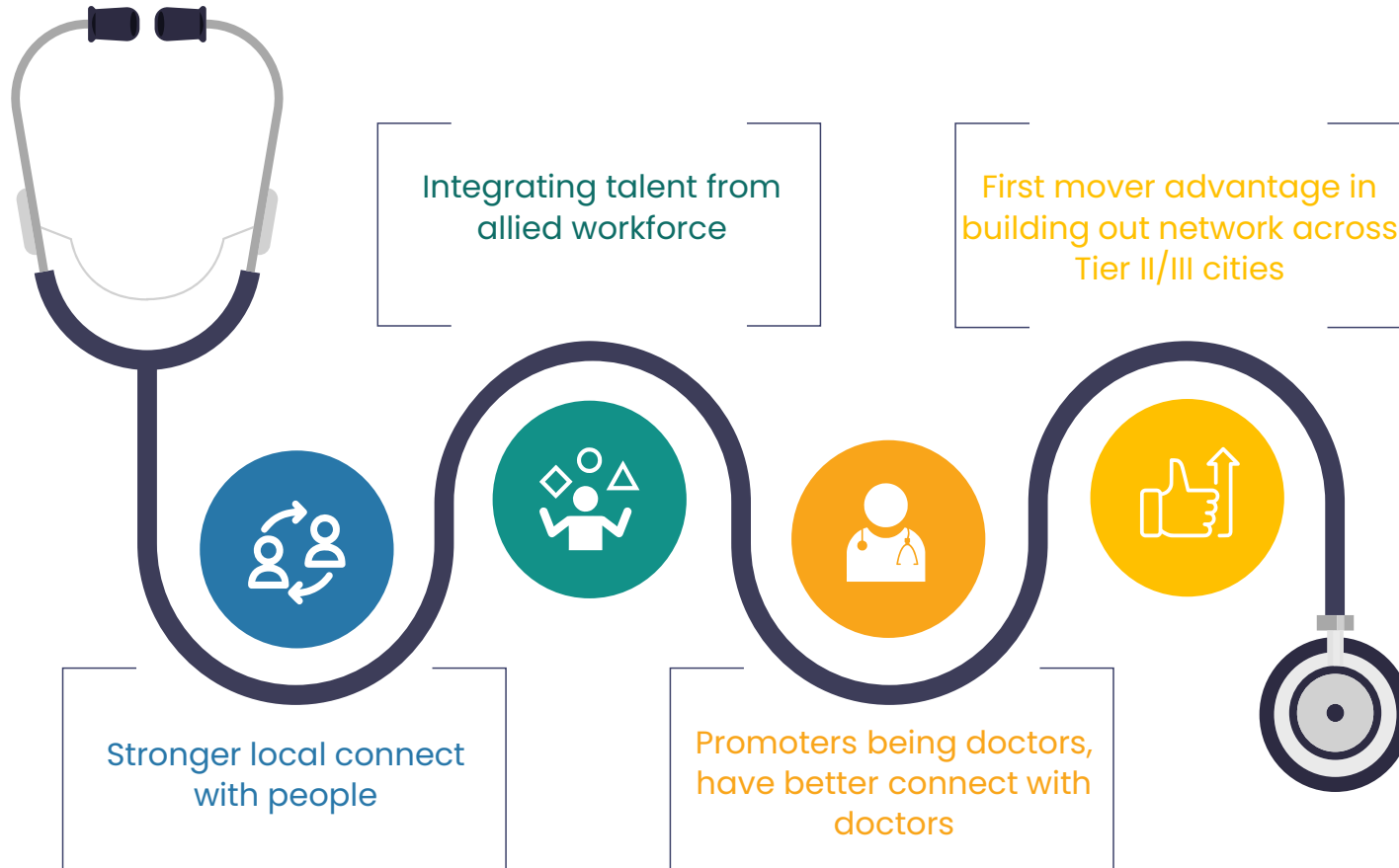
- Well-equipped modular and other operation theatres with three stage air filtration and laminar flow
- Operating microscopes, image intensifiers, and laparoscopic equipment



- We have NABH certificates for all other hospitals except Faridabad & Jhansi. We have applied for the NABH certificate for Faridabad hospital.
- We have NABL certification for all our hospitals except Jhansi and Faridabad

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

Attracting talent to drive super specialties



Strategic initiatives aimed to ease attrition

- ❑ Applied DNB program across 8 specialties in 2 of the hospitals
 - ❑ DNB program to reduce attrition of Resident Medical Doctors
 - ❑ Total 27 resident doctors have joined the DNB program till date
-
- ❑ Keep staff abreast with global developments concerning the health sector
 - ❑ Strive to provide better doctor visibility amongst the potential patients through marketing and awareness campaigns

**YATHARTH
HOSPITAL**

Annexures



Awards and Accreditations



2020

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

2021

- Covid Thank You award by Niva Bupa
- Accreditation from NABH to the Noida Extension Hospital

2022

- 5-star grading by Infomerics Analysts & Research for our hospitals located at Greater Noida

2023

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

2024

- Awarded Best Brand for Excellence in Healthcare at Economic Times (ET) Edge Best Brands Conclave, for consistent innovation and customer-centricity
- Noida extension hospital accredited by Joint Commission International (JCI) – being 1st in UP & 7th in North India to get this accreditation

Profit & Loss Summary



| Particulars (Rs Mn) | H1 FY25 | FY24 |
|--------------------------------|--------------|--------------|
| Revenue from Operations | 4,296 | 6,705 |
| Medical Consumables & Pharmacy | 900 | 1,333 |
| Employee Expenses | 761 | 1,170 |
| Other Expenses | 1,552 | 2,403 |
| EBITDA | 1,083 | 1,799 |
| EBITDA Margin % | 25.2% | 26.8% |
| Depreciation and amortisation | 274 | 293 |
| Financial Cost | 45 | 94 |
| Other Income | 66 | 156 |
| Profit Before Tax (PBT) | 831 | 1,568 |
| Tax | 217 | 424 |
| Profit After Tax (PAT) | 613 | 1,145 |
| PAT Margin % | 14.3% | 17.1% |

Balance Sheet



| Particulars (Rs Mn) | Sep-24 | Mar-24 |
|-----------------------------|---------------|---------------|
| Shareholders Equity | 9,323 | 8,743 |
| Borrowings | 896 | 831 |
| Lease Liabilities | 5 | 16 |
| Trade Payables | 289 | 292 |
| Other financial liabilities | 294 | 253 |
| Other liabilities | 29 | 33 |
| Provisions | 96 | 26 |
| Total Liabilities | 10,933 | 10,193 |

| Particulars (Rs Mn) | Sep-24 | Mar-24 |
|-------------------------------|---------------|---------------|
| Fixed Assets (incl. Goodwill) | 5,090 | 4,405 |
| Right to Use Assets | 4 | 14 |
| Financial Assets | 128 | 243 |
| Inventories | 143 | 81 |
| Trade Receivables | 2,587 | 2,270 |
| Cash & Bank Balances | 2,442 | 2,386 |
| Other assets | 539 | 794 |
| Total Assets | 10,933 | 10,193 |

Thank You



Yatharth Hospital & Trauma Care Services Ltd

Investor Relations Contact

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