



Global Health L i m i t e d

February 04 2025

Ref:- GH/2024-25/EXCH/109

The General Manager
Dept. of Corporate Services
BSE Limited,
P J Towers, Dalal Street,
Mumbai - 400 001

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Scrip Code: 543654

Symbol: MEDANTA

Sub: Investor Presentation

Dear Sir(s),

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation for the third quarter and nine months ended December 31, 2024 Results.

Kindly take the above on record.

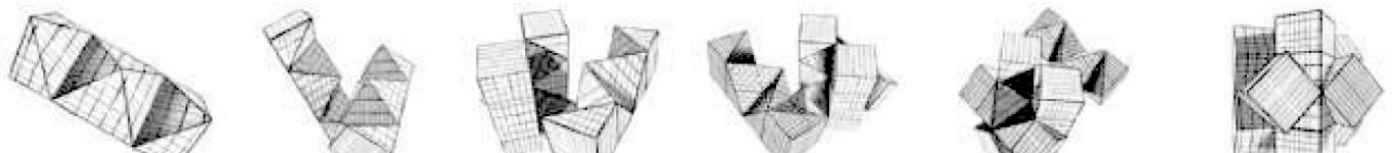
Thanking you,

Yours faithfully

For Global Health Limited

Rahul Ranjan
Company Secretary & Compliance Officer
M. No. A17035

Encl: a/a





GLOBAL HEALTH LIMITED

Dedicated to Life

**INVESTOR
PRESENTATION**

Q3 and 9M FY2025



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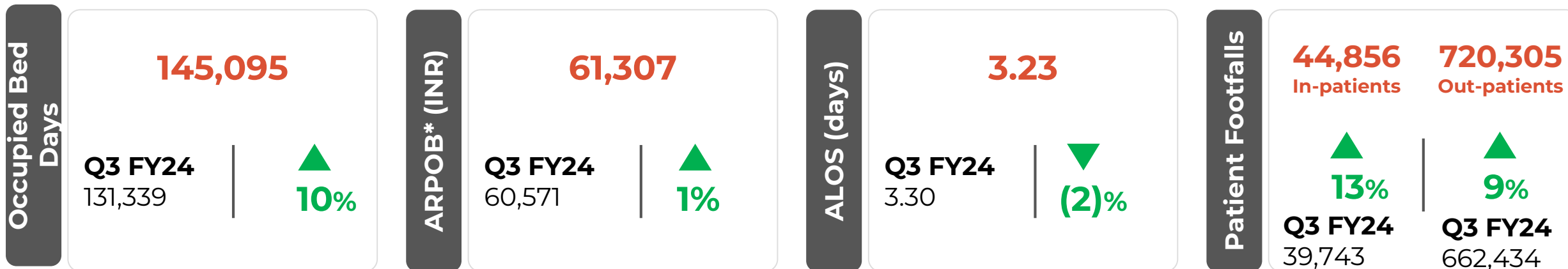
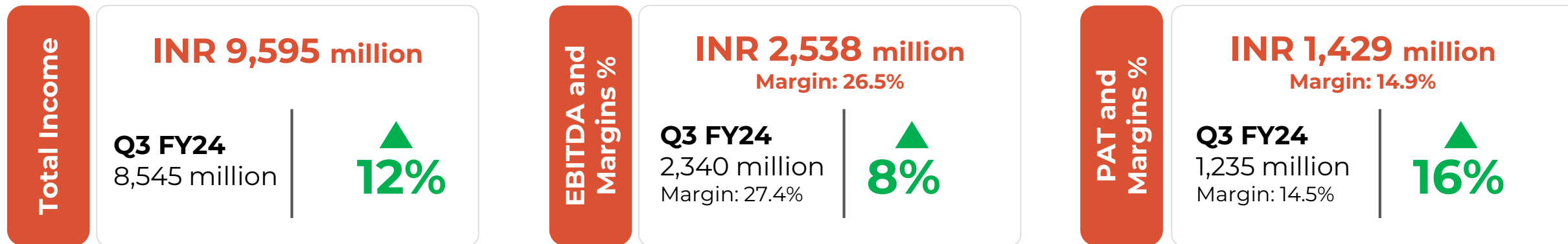
03 About Us

01

Q3 and 9M FY2025 Performance Update

Q3 FY2025 performance summary

Delivered strong Revenue and PAT y-o-y growth of 12% and 16% respectively, led by volume growth



*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days





Q3 FY2025 performance summary

Strong quarterly performance driven by robust growth in developing hospitals

- Consolidated Total Income of INR 9,595 million, grew by 12.3% y-o-y basis. The growth was driven by a combination of factors, including higher patient volumes, increase in bed occupied days and strong contribution from developing hospitals
- EBITDA was INR 2,538 million, growth of 8.4% y-o-y, with EBITDA margins at 26.5% in Q3 FY25
- Profit after tax of INR 1,429 million, growth of 15.6% y-o-y. PAT margins increased to 14.9% compared to 14.5% in Q3 FY24
- Average occupied bed days increased by 10.5% y-o-y, representing an occupancy of 63.6% on increased bed capacity
- In-patients count increased by 12.9% and Out-patient count increased by 8.7% y-o-y
- Average revenue per occupied bed (ARPOB) marginally grew by 1.2% y-o-y to INR 61,307
- Matured hospitals revenue was INR 6,466 million, growth of 10.1% on y-o-y basis. EBITDA was INR 1,617 million, growth of 9.0% on y-o-y basis
- Developing hospitals revenue was INR 3,004 million, growth of 9.5% on y-o-y basis. EBITDA was INR 1,015 million, growth of 4.8% on y-o-y basis
- Revenue from international patients increased by 14.3% y-o-y to INR 541 million
- Out-patient pharmacy (Hospital + Retail) continues to register strong growth. Revenue increased by 21.4% from INR 290 million in Q3 FY24 to INR 352 million in Q3 FY25

Q3 and 9M FY2025 strategic initiatives

Senior management remains committed to drive performance

	Q1 FY25	Q2 FY25	Q3 FY25	9M FY25
Bed Additions 	Total Beds: 67 49 census beds at Gurugram 18 new dialysis beds at Patna	Total Beds: 118 52 beds at Lucknow 66 beds at Patna	Total Beds: 34 6 beds at Lucknow 28 beds at Patna	219 Total Beds
New Services Launched 	<ul style="list-style-type: none"> 50 beds dedicated floor for mother and child launched in May 2024 at Gurugram 	<ul style="list-style-type: none"> Medanta Clinics launched at Gurugram and Ranchi Medanta Lucknow enrolled for Ayushman and CGHS scheme 	<ul style="list-style-type: none"> Ophthalmology Specialty added in Q3 FY2025 at Lucknow Launched Uttar Pradesh 1st 5G Enabled Ambulance in Lucknow 	Continue to add missing specialties and expand existing specialties across the group
Clinical Talent Addition 	27 New Doctors on-boarded	25 New Doctors on-boarded Senior doctor across Plastic Surgery, Radiation Oncology, Urology on-boarded	49 New Doctors on-boarded	100+ New Doctors on-boarded
Medical Equipment 	<ul style="list-style-type: none"> Ventilator with auto oxygen cutoff controls and third ECMO machine installed at Gurugram 	<ul style="list-style-type: none"> Magnetom Vida MRI System with Paradigm Generator and Da Vinci Xi robotic system operationalized at Gurugram in Q2 FY25 Surgical Robot Da Vinci Xi operationalized at Lucknow 	<ul style="list-style-type: none"> New Cath Lab ArtisZee Floor 20x 20 installed in Lucknow Bronchoscopy System and SPY-PHI Handheld imager operationalized at Gurugram 	Consistently investing in technologies to offer comprehensive complex care

Q3 FY2025 clinical achievements

Continuing the legacy of clinical excellence

- Medanta Lucknow sets a new **benchmark for most robotic surgeries in first 90 days**, performing 30 robotic gynecological surgeries in 76 days
- Medanta Lucknow completes **50+ Robotic Da Vinci XI surgeries** in less than three months
- Medanta Gurugram accomplishes the milestone of over **75,000+ joint replacement and other ortho procedures**
- Diagnostics excellence at Medanta Patna helps save life of an infant with **rare metabolic disorder LC-FAOD**
- Medanta Gurugram's multi-speciality team successfully performs a **neuro-intervention on a newborn** with **Choroidal Vein of Galen Malformation**, a rare condition requiring a highly precise procedure that available at only a few centers globally
- Medanta Gurugram successfully addresses a **complex case of peripheral arterial disease with Stealth Orbital 360 Atherectomy** – setting a new standard of care, with a focus on re-intervention if needed in a 'leave no metal behind' approach
- Medanta Gurugram doctors perform **North India's first endovascular aneurysm repair with the TREO AAA endograft**, enabling the patient to achieve complete recovery in one day
- Medanta Gurugram's multi-speciality team removes tumour and reconstructed a face of two year old previously deemed inoperable due to large **Myofibroblastoma invading skull base**. The malnourished child unable to eat for months, resumes oral diet following surgery

Medanta to lease ~110 bedded newly built hospital in Ranchi

Elevating healthcare in underserved markets

Hospital Fact and Key Terms

- Total Land Area: 1.33 acres
- Total Constructed Area: 108,000 sq. ft
- Total Beds: 110 beds
- The building consists of a basement (14 ft height), ground floor, and seven additional floors
- Equipped with an advanced OT setup and high-end medical equipment
- Long-term lease of 15 years, extendable for two additional terms of 15 years each, at the sole discretion of Medanta
- Medanta will invest in medical equipment and run the hospital
- The hospital is expected to commence operations by the end of Q1 FY26



Medanta to further consolidate its presence in Ranchi Market

Rationale for Expansion

- 1. Strategic Location Advantage:** Medanta existing hospital is strategically located just 1.2 kms from Medanta Ranchi, enabling seamless integration and operational synergies
- 2. Specialized Focus on Cardiac, Neuro and Critical Care:** The newly built facility is designed with a primary focus on high end tertiary care and addressing a critical gap currently unmet at Medanta Ranchi
- 3. Brownfield Expansion with Regulatory Readiness:** All required operating licenses are in place, ensuring a smooth transfer to Medanta enabling faster operationalization post-acquisition
- 4. Optimized Service Distribution:** Existing specialties such as Cardiac, Neuro, will be transitioned to the new facility, aligning with the initial strategic plan
- 5. Capacity Optimization:** This transition will free up capacity at the existing Medanta Ranchi facility, allowing Medanta to upgrade the facility and add missing services like oncology and expand dialysis unit
- 6. Resource Synergies:** The close proximity of the two facilities will enable effective sharing of administrative resources, resulting in operational efficiencies and cost optimization

Medanta Ranchi: Centre of Excellence

Medanta plans to further strengthen the following specialties:

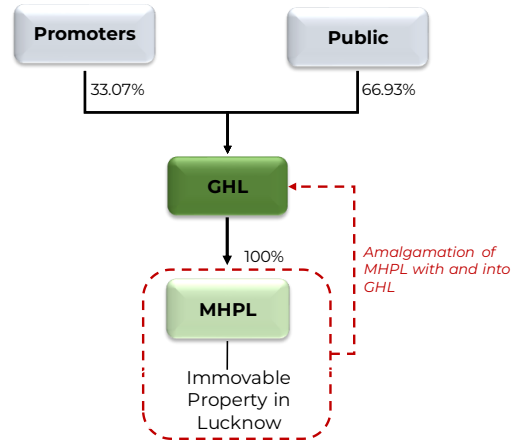
- Gastroenterology
- Critical Care
- Nephrology (*expand dialysis*)
- Internal Medicine
- General Surgery
- Gynaecology & Obstetrics
- ENT
- Plastic Surgery

Additionally, Medanta will launch Centres of Excellence in the following specialties:

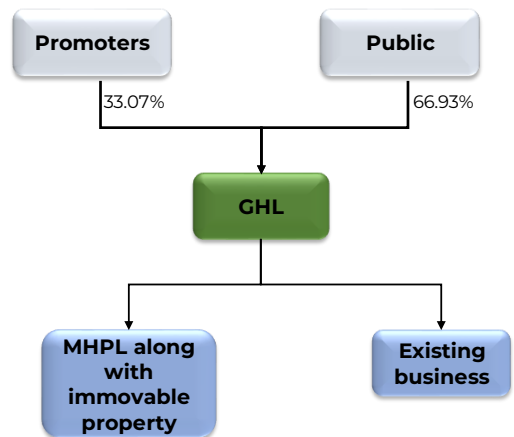
- Cardiac Care
- Neurology and Neuro Surgery
- Interventional Radiology
- Cancer Care
 - Medical Oncology
 - Surgical Oncology

Status of merger of wholly owned subsidiary MHPL with GHL

Current Structure



Resultant Structure



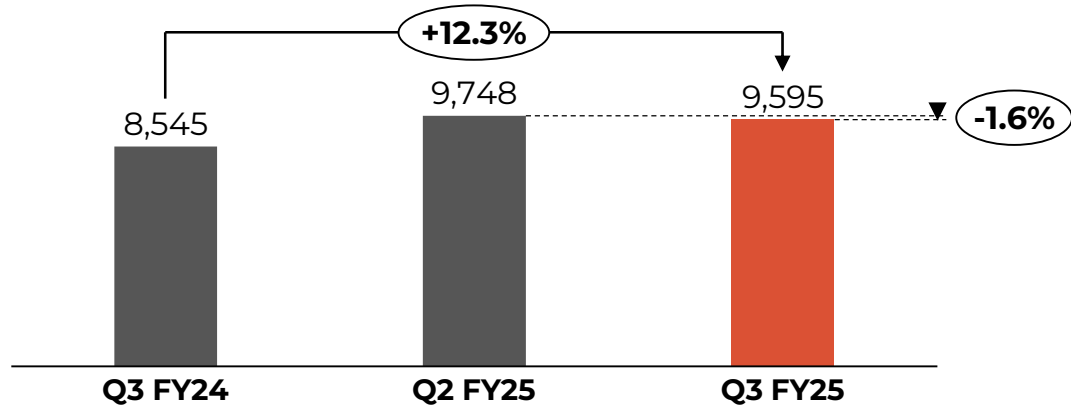
- **Proposed merger of a wholly owned subsidiary MHPL with and into GHL** by undertaking the scheme of amalgamation w.e.f. 1st April, 2024
- MHPL runs a hospital in Lucknow, Uttar Pradesh which is referred to as “Medanta Lucknow Hospital”
- **The rationale for the merger includes:**
 - Streamline legal, regulatory, and record-keeping processes, reducing complexity and compliance costs
 - Cost savings through reduced overhead, administrative, and managerial expenses
 - Operational synergies that drive economies of scale and enhance organizational capabilities to better compete in a competitive industry
 - Export benefits of GHL under the EPCG scheme will get extended to Lucknow unit post merger
 - Optimized fund deployment for both organic and inorganic growth, maximizing shareholder value
- **MHPL is a wholly owned subsidiary of GHL, therefore no consideration shall be issued**
- **Non recurring one time expense estimated to be in the range of ~Rs. 600 - 700 million**, primarily attributable to stamp duty, is anticipated upon the consummation of the transaction
- NCLT, had heard the company petition bearing No. CP(CAA)/70/ND/2024 **at length on January 08, 2025**, for the purpose of obtaining its approval for the said scheme, wherein the Hon’ble NCLT **had reserved the order**
- **Merger Status and Timeline**



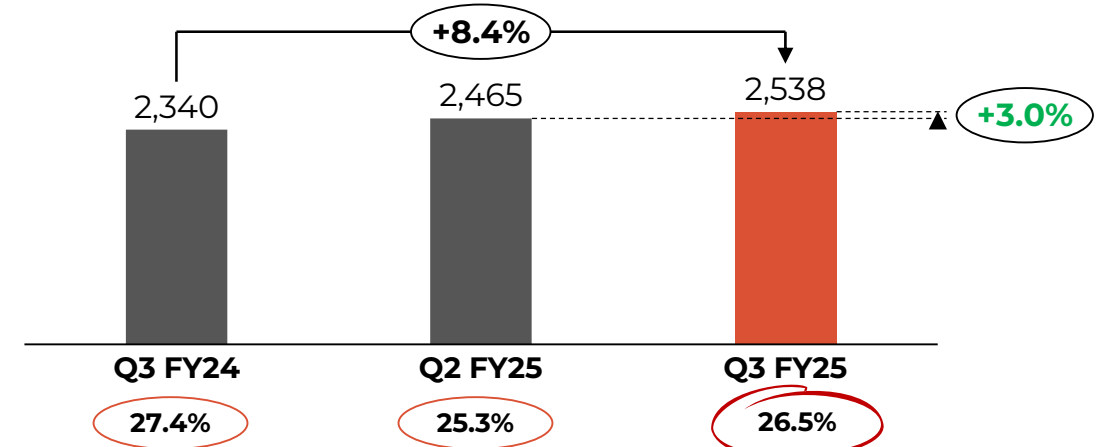
Key operating metrics: Revenue and profitability

Revenue increased by 12.3%, EBITDA grew by 8.4% y-o-y

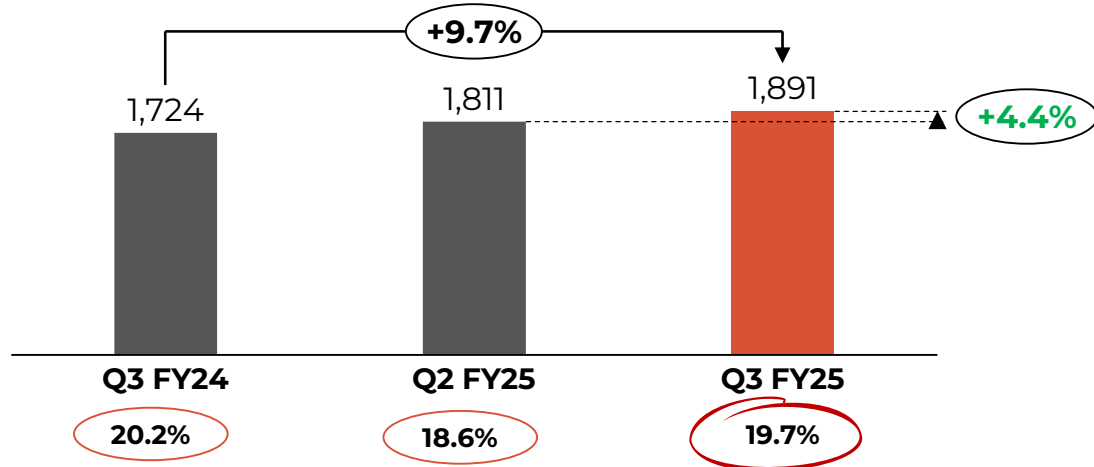
Total Income (INR million)



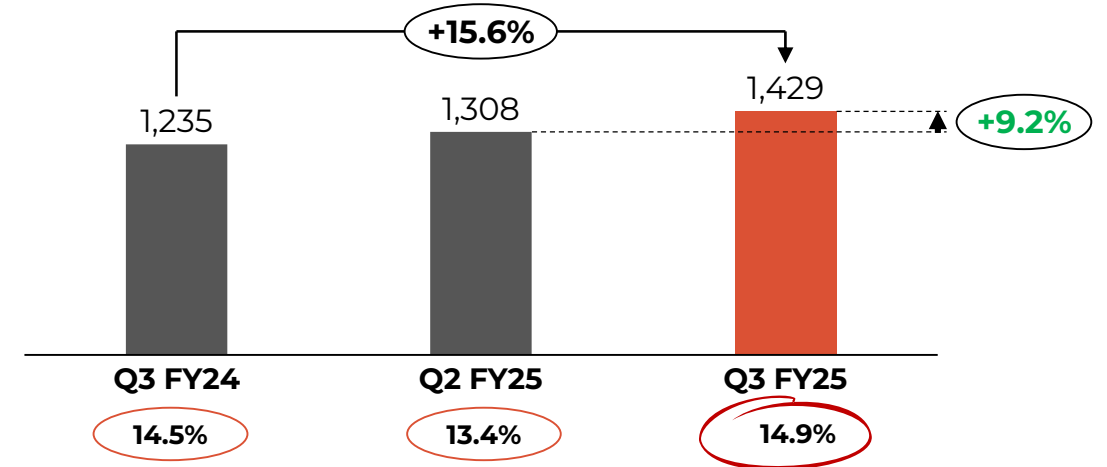
EBITDA (INR million and margin %)



Profit before tax (INR million and margin%)



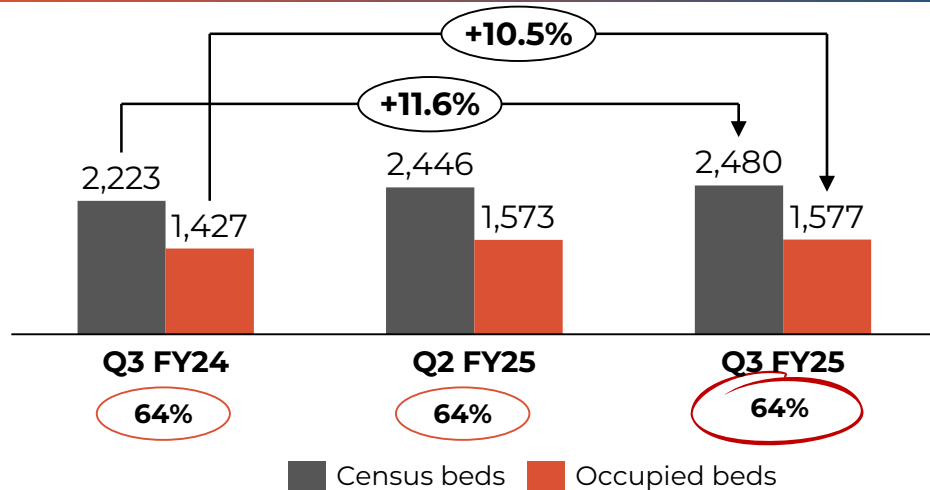
Profit after tax (INR million and margin %)



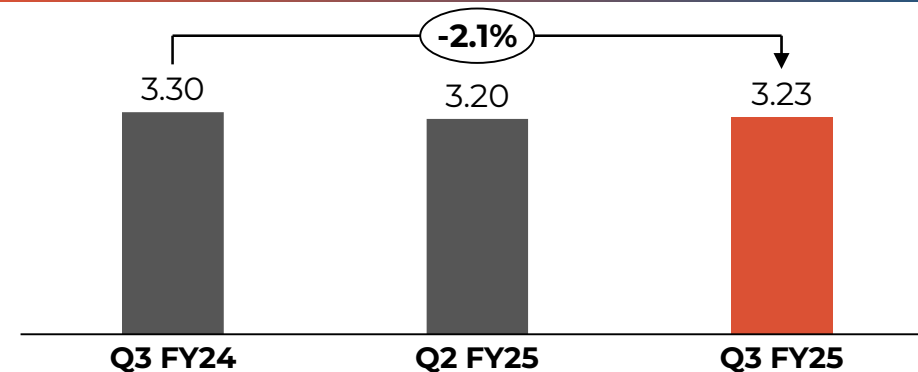
Key operating metrics: Volumes, occupancies, ALOS

Occupied bed days increased by 10.5% y-o-y on the increased bed capacity

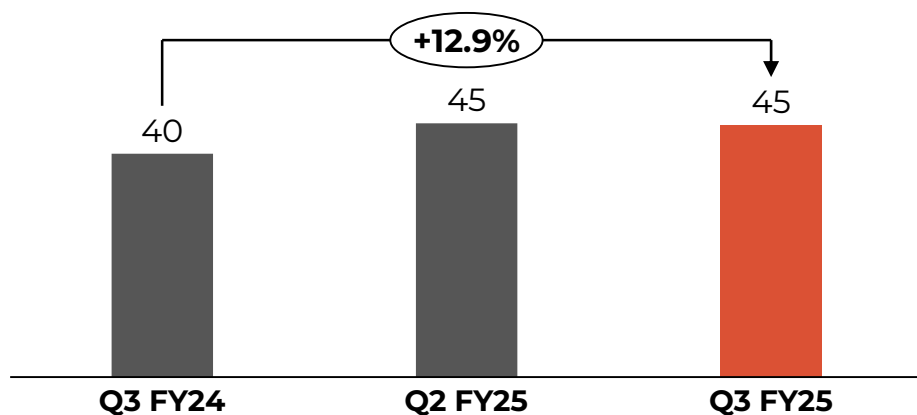
Average census and occupied beds



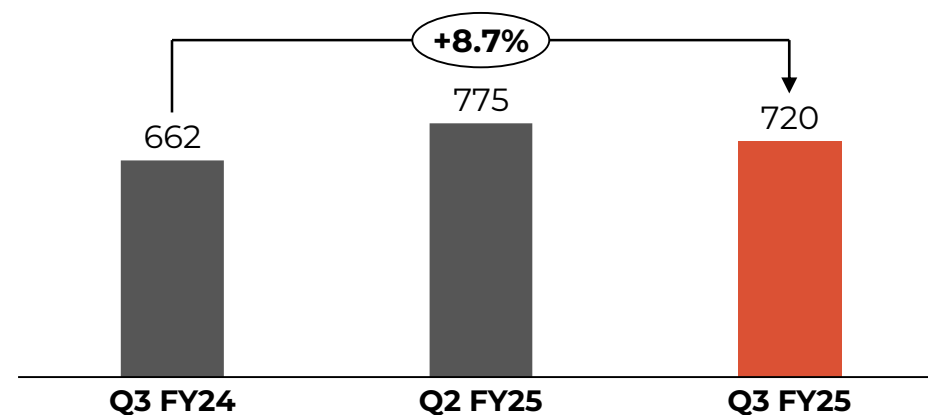
ALOS (days)



IPD volumes ('000)



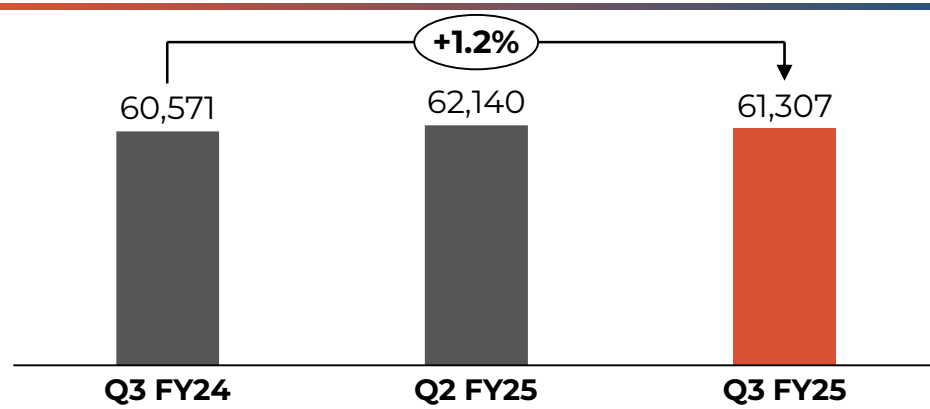
OPD volumes ('000)



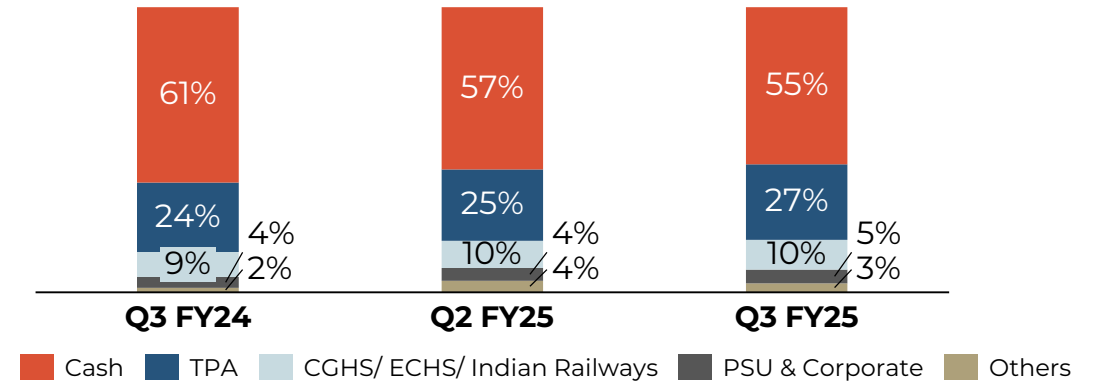
Key operating metrics: ARPOB and revenue mix

ARPOB growth driven by improved realization

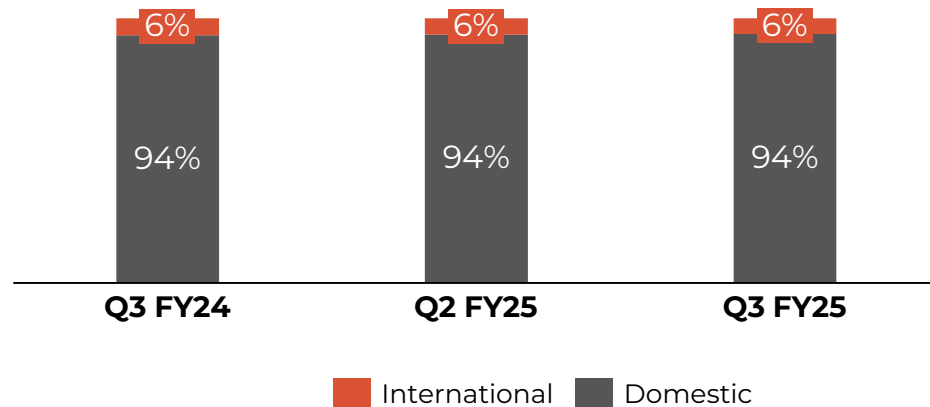
ARPOB* (INR)



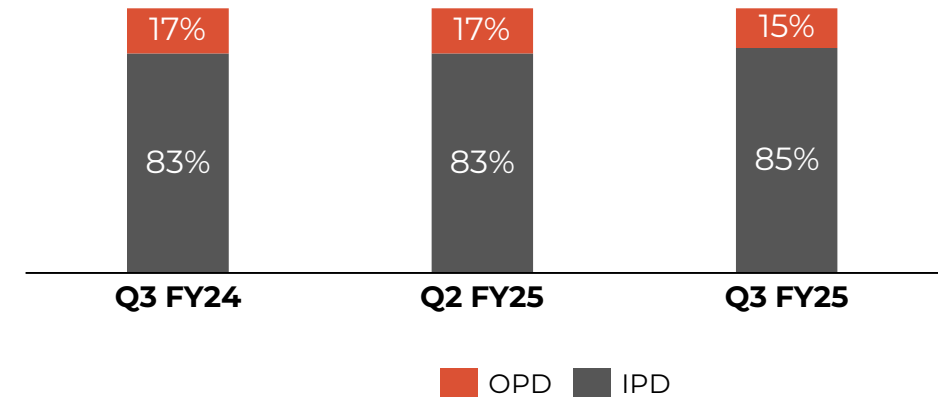
IPD Revenue mix by payor category **



Domestic and international revenue breakdown



IPD vs OPD revenue breakdown



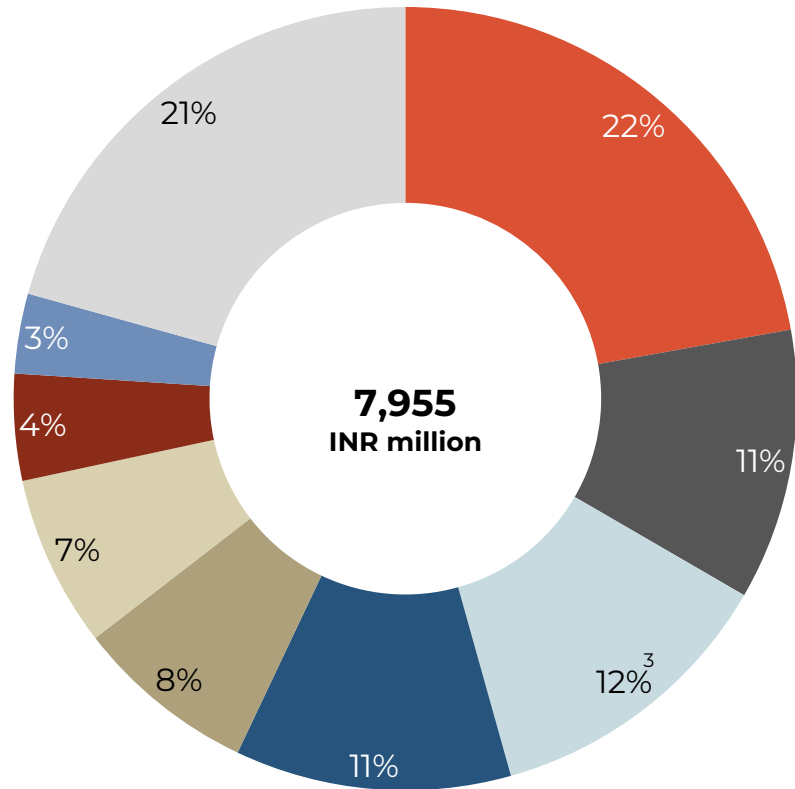
*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

** IPD revenue mix by payor category is based on payment type

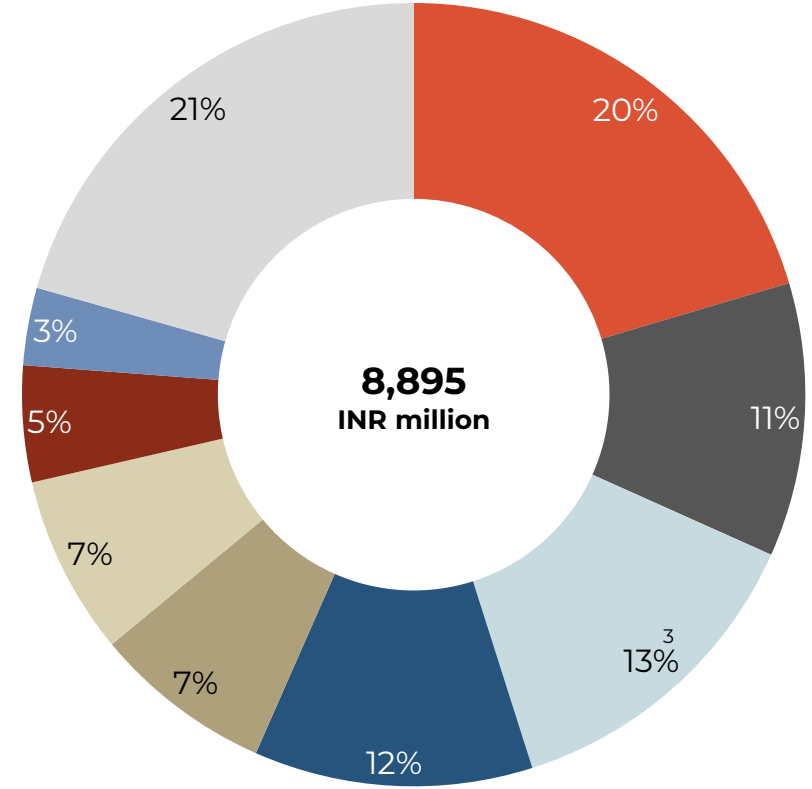
Diverse revenue¹ mix

Significant contribution from complex specialties

Revenue mix by specialty Q3 FY24



Revenue mix by specialty Q3 FY25



■ Heart
 ■ Digestive
 ■ Cancer
 ■ Neuro
 ■ Kidney & Urology
 ■ Internal Medicine
 ■ Ortho
 ■ Liver Transplant
 ■ Others

Notes:

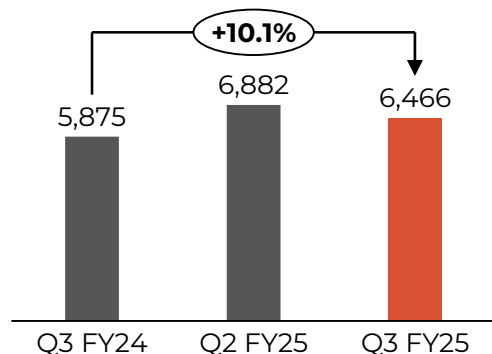
1. Revenue from healthcare services excludes pharmacy revenue and other income
2. Revenue breakdowns are provided as per internal MIS at the Company's consolidated level
3. Cancer includes medical oncology, radiation oncology, head & neck surgery, bone marrow transplant and breast surgery

Growth seen in both matured and developing hospitals

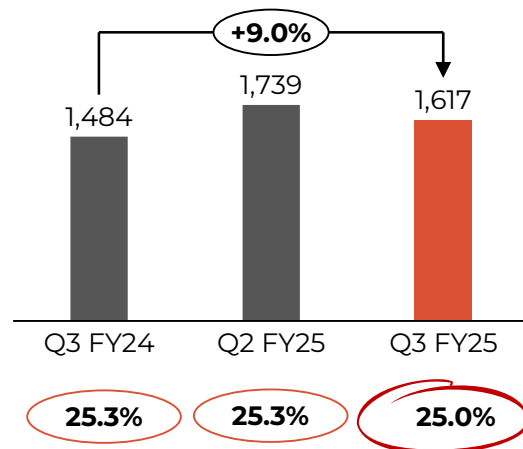
Developing hospitals continues to show sequential growth momentum

Matured hospitals - Over 6 years

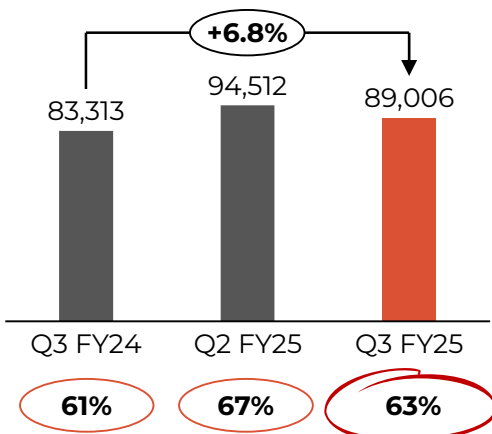
Total Income (INR million)



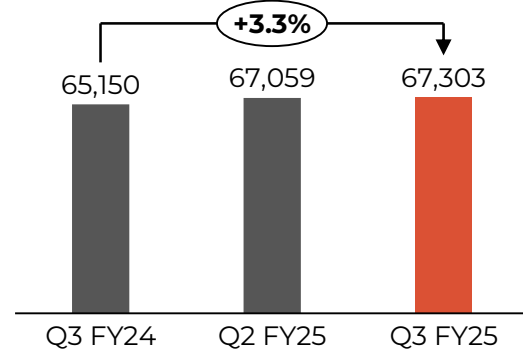
EBITDA (INR million and margin %)



Occupied Bed Days

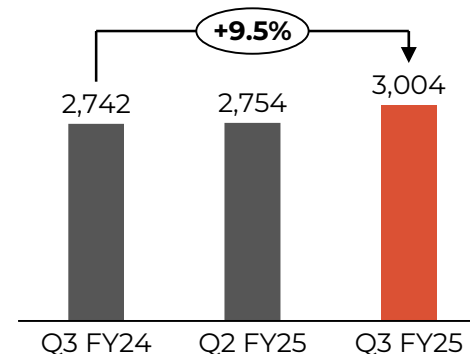


ARPOB* (INR)

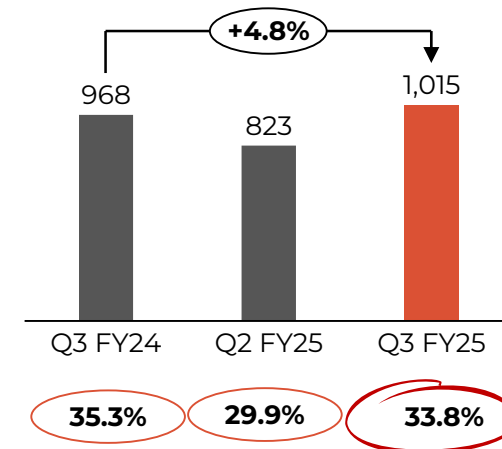


Developing hospitals - Less than 6 years

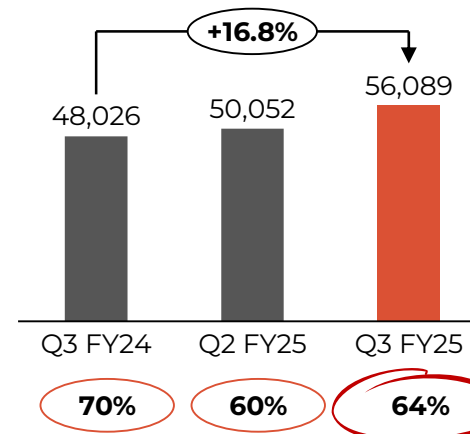
Total Income (INR million)



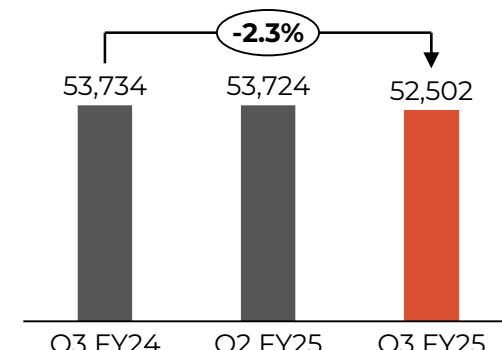
EBITDA (INR million and margin %)



Occupied Bed Days



ARPOB* (INR)



*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

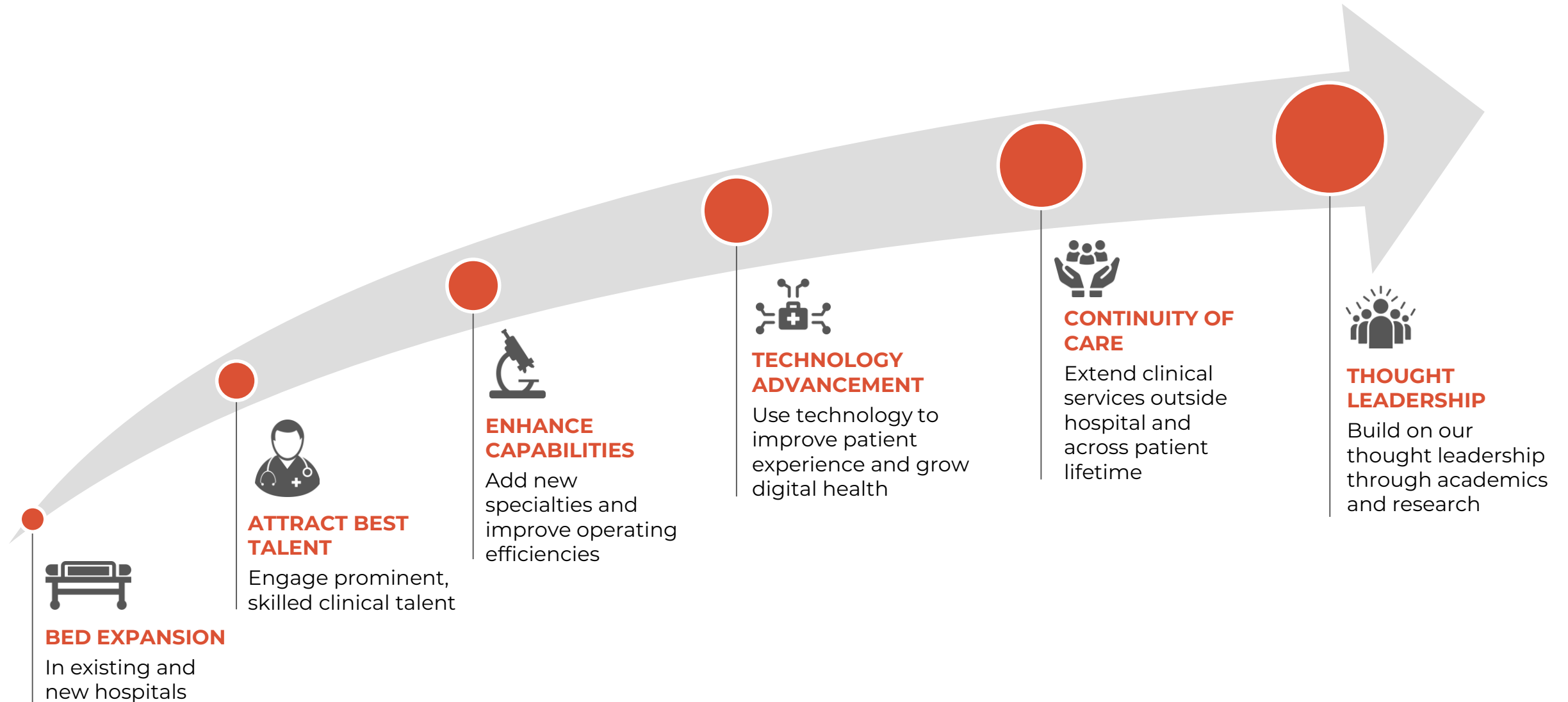
02

Medanta Poised to Deliver Sustainable Growth

Values based growth you can be proud of

Medanta is well placed to deliver sustainable growth...

...while maintaining its core values of patient centric care and clinical leadership and quality



Noida hospital construction update

97% superstructure complete; MEP work in progress. Expected to commence operations in Q1/Q2 FY26

- Project situated in sector 50 Noida, **close proximity to metro station**
- Greenfield project, with bed capacity of **550 beds**
- Construction started **in September 2022**
- **Mechanical Electrical and Plumbing work in progress**
- Hospital expected to commence operations with **300 beds** in Q1/Q2 FY26
- Designed for delivering highest level of patient care, the project has received **pre-certification of Green Building Certification** under IGBC Green Healthcare Facilities Rating System by CII-Indian Green Building Council



Pitampura, New Delhi : ~750 bed in partnership with Society

Expanding into the high-growth, densely populated micro markets of Northwest and West Delhi

Super specialty hospital in North West Delhi



*The artistic image for illustration purpose only

- Medanta has signed an Operations and Management Agreement with Society to operate and manage a **~750 bed super specialty hospital at Pitampura, New Delhi**
- **7-acre site in Pitampura**, with a total built-up area of 7.6 Lakh sq.ft excluding the basement
- The hospital is to be **jointly built** by Medanta and Society **over next ~4 years**, subject to necessary statutory and customary approvals
- Medanta is expected to incur a **project capex of ~Rs. 600 cr**, to be funded by a combination of internal accruals and debt financing
- Architectural drawings are currently under preparation



Medanta to enter Mumbai market with a state-of-the-art, 500+ bedded super-specialty hospital at Oshiwara, Mumbai

Super specialty hospital in Oshiwara, Mumbai



**The artistic image for illustration purpose only*

- The Company has bought 8,859 sq. meters of land in Oshiwara from MHADA for an amount of Rs. 125.11 crores in a public auction
- Medanta has paid Rs 125.11 crores and executed lease deed. In addition, the company need to purchase additional FSI from MHADA
- The facility is expected to have a capacity of 500+ beds and will set new benchmarks in healthcare delivery, providing world-class medical services and advanced treatment options to the residents of Mumbai and surrounding regions
- The project cost including Land and FSI purchase is estimated to be in the range of Rs. 1,000-1,200 crores
- The barricading of the land has been completed, and architectural drawings are currently being prepared
- Additionally, IOA approval for excavation and construction of basement upto plinth level has been obtained. Consultants have been appointed for MEP, structure and architectural services

Tender Won

**Rs. 125.11 crores
Bid Amount Paid**

**Lease Agreement
Signed**

**Barricading and
Security Complete**

South Delhi and Indore project

Both projects delayed

Super specialty hospital in South Delhi



**The artistic image for illustration purposes only*

- **~400-bed super specialty** hospital in South Delhi
- DLF and Medanta will contribute equity in equal proportion (50:50)
- **Medanta will run the hospital** and have operational control; DLF will be a strategic investor
- SPV named **“GHL Hospital Limited”** was formed in December 2023
- Site survey complete, **soil testing started in January 2025** and currently in progress

New asset light hospital partnership in Indore



**The artistic image for illustration purposes only*

- O&M project with partner building ‘warm shell’ and total operational area of **~5 lakh sq. ft.**
- Plan to build **300 beds including 100+ critical care beds**
- **Ongoing Case Status:** The case has been filed between the erstwhile buyer and seller
- The High Court has ruled in favour of the erstwhile buyer. However, the appellant has filed a review petition

Clinics to offer preventive health checks, OPD and diagnostics services closer to home

Medanta Clinic at Golf Course Road, Gurugram



- Clinic situated on Golf Course road, Gurugram
- Total area of 19,000 sq.ft, with Ground + 3 Floors of construction
- Services to include 8 Day Care beds, Endoscopy Suites, Dermatology and Aesthetic Clinics, Dental, Executive Health Checks and OPD Consults
- Pathology and Radiology (MRI, CT, X-Ray, MAMO, DEXA, OPG)
- **OPD started in October 2024 and Day Care procedures expected to start in Q4 FY2025**

Medanta Clinic at Ranchi



- Launched one of the largest Mediclinic in Ranchi
- Total area of ~10,000 sq.ft, with Ground + 3 Floors of construction
- Services to include OPD consultations and health checks
- Pathology and Radiology (MAMO, X Ray, DEXA, Dental)
- **OPD started in September 2024, Diagnostics and Executive Health Check started in December 2024**

Completing the campus

Establishing world class medical college and guest house for out of city patients

Medanta Medical College



**The artistic image for illustration purposes only*

- Establish a **world-class, future-ready Medical College** in Gurugram which would provide high quality education of global standards
- Documentation process of obtaining necessary regulatory approvals from the State and National Medical Council (NMC) has been initiated
- Architectural drawings are currently under preparation

Medanta Guest House



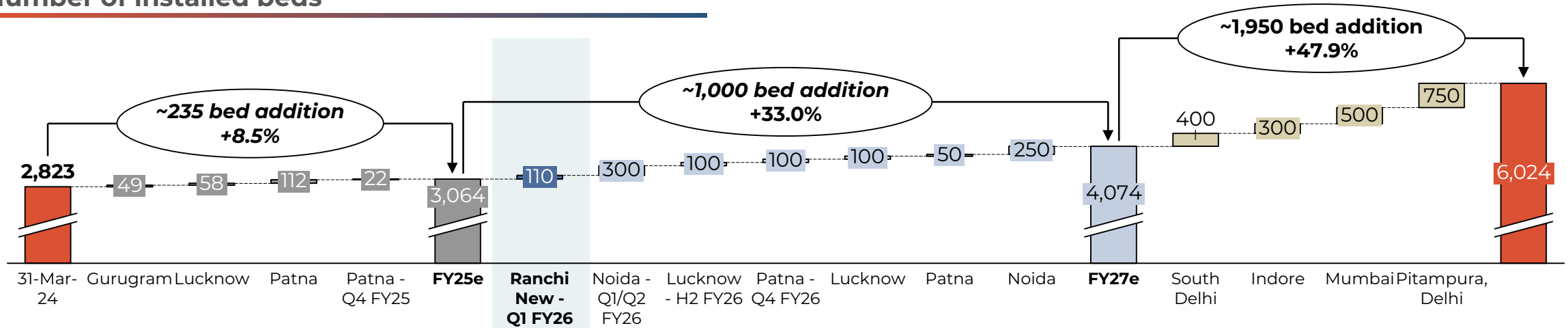
**The artistic image for illustration purposes only*

- To ensure continuity of care for our patients, **Medanta to construct a service apartments / guest house** on the “Medanta-The Medicity” Gurugram campus
- This project with an investment of ~Rs. 250 crores will cater to the growing demand from international as well as out of town domestic patients for comprehensive healthcare and allied services
- This facility will also help us optimize length of stay in our Gurugram hospital by providing continuity of care in a safe and secure out of hospital environment

On-going expansion projects

Planned bed capacity addition; well positioned to drive near term growth

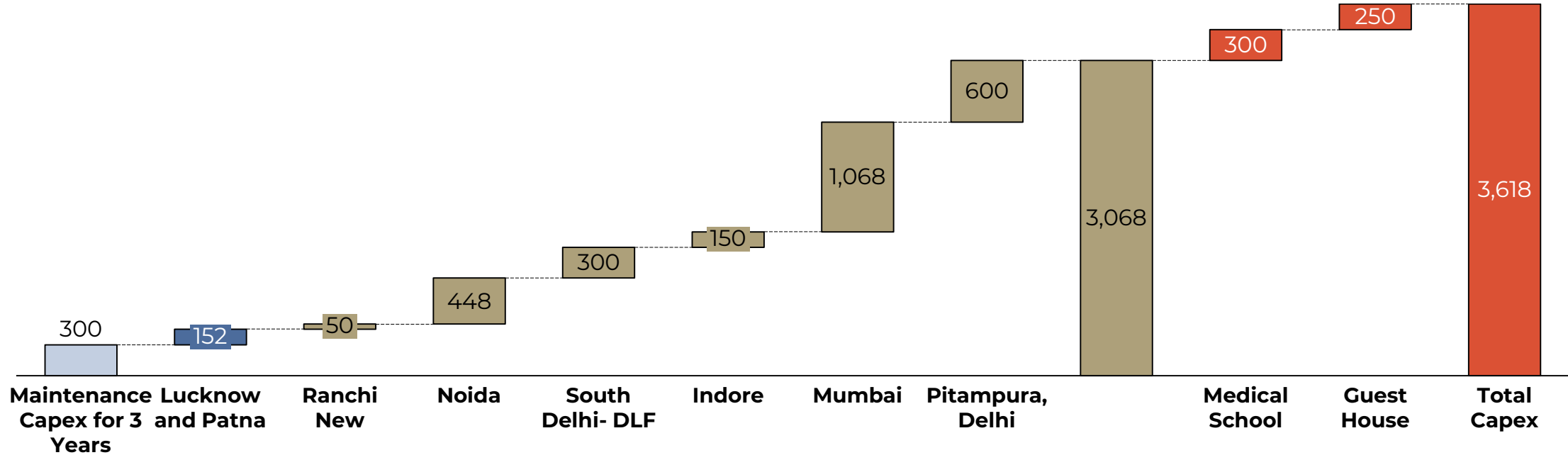
Number of installed beds



- **Gurugram:** In Q1 FY25, Inaugurated dedicated floor for mother and child with 49 beds (including 25+ dedicated neonatal beds)
- **Lucknow:** Total 98 beds added in March 2024, 52 beds added in Q2 FY25 and 6 beds added in Q3 FY25
- **Patna:** 18 beds added in Q1 FY25, 66 beds including 28 census beds, 21 Dialysis and 17 Chemo beds added in Q2 FY25 and 28 ICU beds added in Q3 FY25
- **Ranchi New Hospital:** Board has approved signing of lease agreement for a newly built 110 bedded hospital in Ranchi
- **Noida with total capacity of 550 beds:** 300 beds planned expected to operationalise by Q1/Q2 FY26
- **South Delhi:** Announced 400 bed in partnership with DLF. Site survey complete, soil testing started in January 2025 and currently in progress
- **Indore:** Announced 300 bed in partnership with real estate partner. Project delayed due to ongoing case between erstwhile owner and seller
- **Mumbai:** Land acquired in Mumbai in August 2024. Barricading of the land is complete. Architectural drawings are currently under preparation
- **Pitampura, New Delhi:** Signed O&M Agreement to operate and manage a ~750 bed super speciality hospital at Pitampura, New Delhi. Architectural drawings are currently under preparation

Capex plan next 5 years

Total capex of Rs. ~3,000 crores planned for next 5 years for ~2,900 bed addition



- In 9M FY2025, **Rs. 442 crores of capex incurred** including Rs. 131 crores related to acquisition of Land in Mumbai
- **Maintenance capex and capex on bed addition at Lucknow and Patna estimated at ~452 crores** to be incurred over next three years
- **Project capex on upcoming hospital including Noida estimated at Rs. ~2,600 crores**, to be funded by combination of Debt funding and internal accruals

03

About Us

Medanta was founded to bring a new type of healthcare to India...

... the human side of healthcare

Healthcare is never only about science. It is also about the **art of medicine** – the **human connection**, putting the **patient first**, **collaboration**, the personal acts of **empathy** and the **values** that guide our decision making.



At Medanta we have built an institution to match the highest benchmarks of excellence globally. We have created an ecosystem of excellence that encompasses world-leading clinicians, state-of-the-art equipment, best-in-class infrastructure, and a strong emphasis on research and innovation.

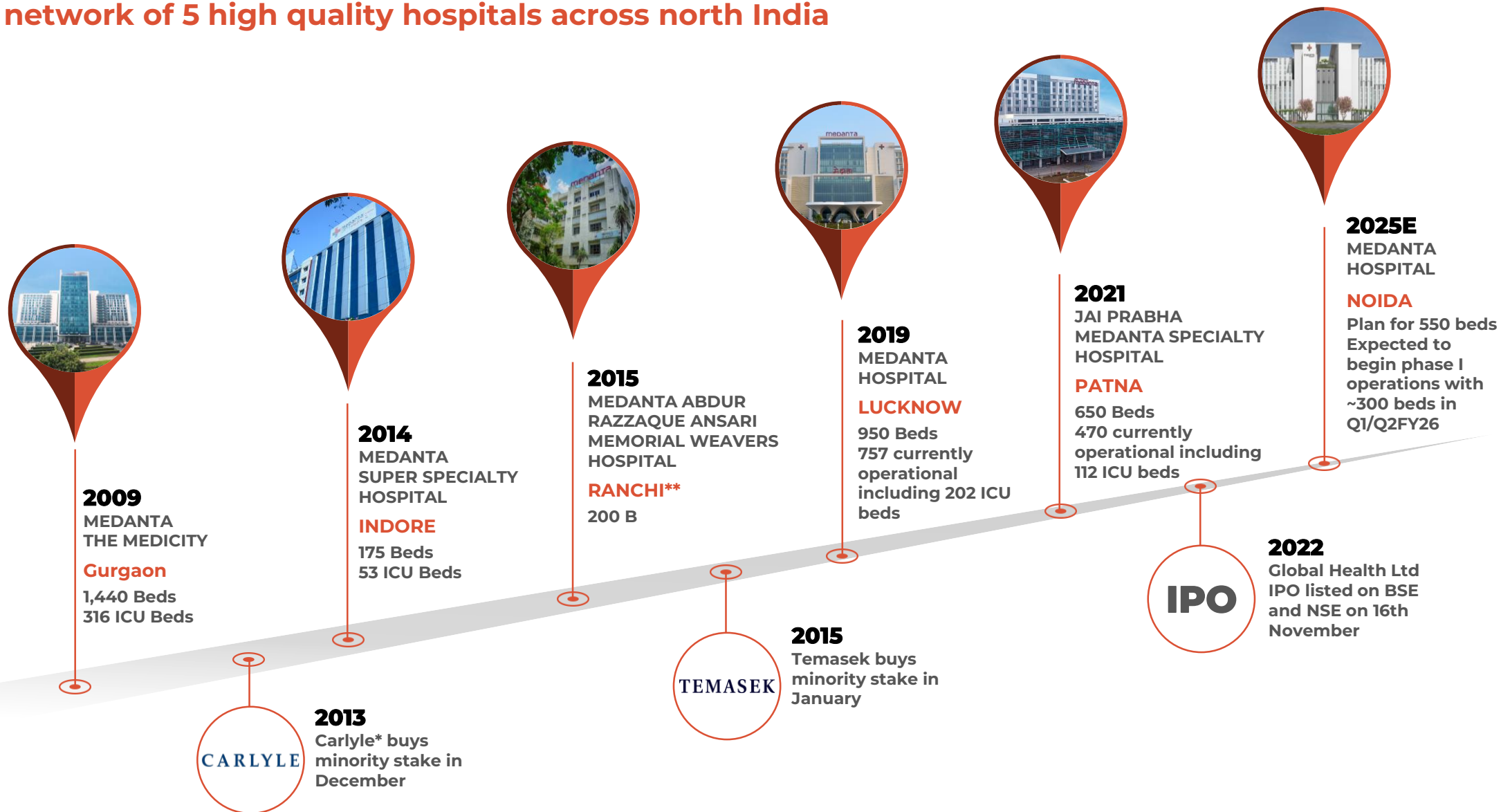
Medanta's patient-first approach allows teams of super-specialist doctors to collaborate seamlessly and arrive at the best-possible treatment customized for each patient in line with our guiding philosophy 'Har Ek Jaan Anmol', meaning 'Every Life is Invaluable'



Dr. Naresh Trehan
CMD & Chief Cardiac Surgeon, Medanta

Growth from a single flagship hospital in Gurgaon...

...to a network of 5 high quality hospitals across north India



* Carlyle Group (Anant Investments) exited completely in the IPO
** Medanta to enter into lease for a ~110 bedded newly built hospital in Ranchi

Infrastructure and technology

Built to deliver the most complex care

Network of **5** multi-speciality hospitals

1 under construction hospital

7 clinics across **4** cities

Over **3,000*** beds expanding to **~3,500+** by FY2026E

80+ operation theatres
750+ ICU beds

Facilities for **30+** medical specialties

4.7 million sq. ft. of built-up area with additional land for expansion

High quality clinical talent

Full time doctors; team based care

1,800+ doctors*

6,800+ nurses and paramedics*

11,400+ full-time and retainer employees*

Patients treated

Seen as the 'last stop' in healthcare

2 million+ patients treated annually

1,00,000+ procedures annually

Patients treated from over **130** countries

Awards and accreditations

National and international recognition

Medanta - The Medicity, Gurgaon rated **Best Private Hospital in India Five years in Row** by Newsweek

Medanta Gurgaon **reaccredited 4 times with JCI**; Gurgaon, Lucknow, Patna, Indore, Ranchi are **NABH accredited**



From our flagship Medicity campus in Gurgaon, we have grown to 3,042 beds across 5 cities



Largest private hospital beds in operation under one roof in Delhi (NCR), Uttar Pradesh and Bihar



GURGAON

1,440 beds; 316 ICU beds



LUCKNOW

757 beds; 202 ICU beds (950 planned)



PATNA

470 beds; 140 ICU beds (650 planned)



INDORE

175 beds; 53 ICU beds



RANCHI

200 beds; 54 ICU beds



NOIDA

550 total beds (under construction)

Embracing a new era and redefining our purpose

MISSION

Our mission is to deliver world class, patient centric, integrated and affordable healthcare through a dynamic institution that focuses on the development of people and knowledge

Core Values



Patient centric care: Foster a culture where every one of us is committed to care for patients and their caregivers



Leadership and quality: Commit to delivering excellence in everything we do through exemplary action and behaviour



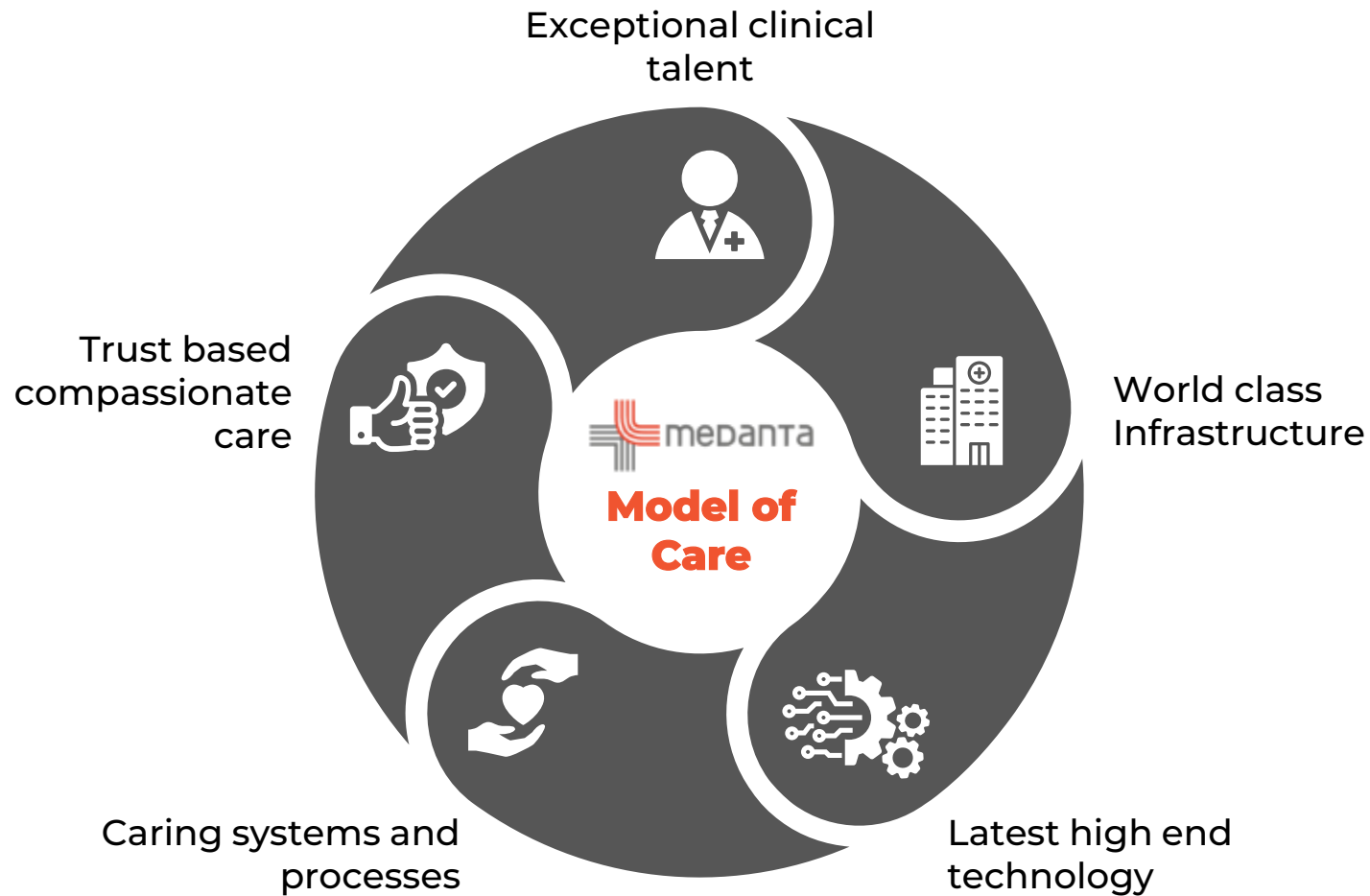
Integrity and courage: Maintain the highest ethical standards by putting the patient first and demonstrating the courage to do what is right



Collaboration, learning and innovation: Promote teamwork and collaboration, welcome change and creativity, encourage innovation

The Medanta Model of Care

Delivering the highest quality of medicine with care and compassion



What it means for patients and caregivers?

- Super specialized doctors provide the highest quality of care through a team based integrated approach
- A safe and friendly healing environment with a patient-centric design in all clinical areas and public spaces
- Availability of the most advanced, innovative equipment and technology to enable the most complex diagnostics and treatment
- Doctors who take ownership and responsibility
- Respect-based processes for patients and their families

Annexure: Profit and Loss statement

INR million	Nine Months			Quarter				
	9M FY24	9M FY25	Y-o-Y Growth %	Q3 FY24	Q2 FY25	Q3 FY25	Y-o-Y Growth %	Q-o-Q Growth %
Revenue from operations	24,665	27,611	11.9%	8,365	9,566	9,434	12.8%	(1.4)%
Other income	472	562	18.9%	181	182	160	(11.4)%	(12.0)%
Total income	25,137	28,172	12.1%	8,545	9,748	9,595	12.3%	(1.6)%
Cost of materials consumed	5,656	6,661	17.8%	1,907	2,280	2,292	20.2%	0.5%
Employee benefits expense	8,660	9,862	13.9%	2,967	3,366	3,300	11.2%	(2.0)%
Other expenses	4,151	4,564	9.9%	1,331	1,637	1,465	10.1%	(10.5)%
EBITDA	6,670	7,085	6.2%	2,340	2,465	2,538	8.4%	3.0%
EBITDA Margins %	26.5%	25.2%	(138) bps	27.4%	25.3%	26.5%	(94) bps	116 bps
Finance costs	557	502	(9.8)%	177	160	163	(7.9)%	1.9%
Depreciation and amortisation expense	1,273	1,445	13.5%	440	494	484	10.1%	(2.0)%
Profit before tax	4,840	5,138	6.2%	1,724	1,811	1,891	9.7%	4.4%
Tax expenses	1,333	1,339	0.4%	488	503	462	(5.4)%	(8.1)%
Profit after tax	3,507	3,799	8.3%	1,235	1,308	1,429	15.6%	9.2%

Note: Previous period figures have been regrouped/reclassified to conform to the current period's classification

Annexure: Operational parameters

Key metrics	Nine Months			Quarter				
	9M FY24	9M FY25	Y-o-Y Growth %	Q3 FY24	Q2 FY25	Q3 FY25	Y-o-Y Growth %	Q-o-Q Growth %
Total Beds	2,725	3,042	11.6%	2,725	3,008	3,042	11.6%	1.1%
Average Census Beds	2,223	2,427	9.2%	2,223	2,446	2,480	11.6%	1.4%
Average Occupied Bed Days	381,405	415,731	9.0%	131,339	144,564	145,095	10.5%	0.4%
Average Occupancy Rate %	62.4%	62.3%	(0.1)%	64.2%	64.3%	63.6%	(0.9)%	(1.1)%
ARPOB (INR)*	61,515	62,423	1.5%	60,571	62,140	61,307	1.2%	(1.3)%
ALOS (days)	3.21	3.17	(1.5)%	3.30	3.20	3.23	(2.1)%	1.1%
In-Patient Volumes	118,677	131,318	10.7%	39,743	45,169	44,856	12.9%	(0.7)%
Out-Patient Volumes	2,047,341	2,219,392	8.4%	662,434	775,395	720,305	8.7%	(7.1)%

*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

Abbreviations

- INR : Indian Rupee
- NABH : National Accreditation Board for Hospitals & Healthcare Providers
- NABL : National Accreditation Board for Testing and Calibration Laboratories
- JCI : Joint Commission International
- OPD : Out-Patient Department
- IPD : In Patient Department
- ICU : Intensive Care Unit
- Mn : Million
- ARPOB : Average Revenue Per Occupied Bed
- ALOS : Average Length of Stay
- EBITDA: EBITDA represents Profit before tax after adding back finance costs and depreciation and amortization of the relevant year/period
- EBITDA Margin : EBITDA divided by Total Income in percentage
- PAT : Profit After Tax
- NCR : National Capital Region

Definitions

- Bed Capacity / Installed Beds : Total Bed available in the hospital (including census (bed available for mid-night occupancy) and non-census beds (all other bed available other than census beds, i.e., day-care beds).
- Occupied beds : Total Count of patients at midnight at each day
- Average Occupancy Levels : (Total Occupied beds/Total census beds) i.e. Excluding day Care bed, Emergency, Dialysis beds, Pre & post catherization & Observation room
- ICU Beds: No of ICU Beds available in the hospital out of census beds
- Total Income : Revenue from Operations + Other Income
- ARPOB : Income from Health Care Services excluding Pharmacy and Other Income revenue divided by occupied bed days
- ALOS : Average number of days spent by admitted inpatients
- Revenue mix by Payment Type, i.e. Cash, TPA,CGHS, ECHS, PSU others.

About Medanta

Founded by Dr. Naresh Trehan, a world-renowned cardiovascular and cardiothoracic surgeon who has been awarded the prestigious Padma Bhushan and the Padma Shri, the third- and fourth-highest civilian awards in India, and the Dr. B.C. Roy Award in recognition of his distinguished contribution to medicine.

Global Health Limited (the “Company”) is one of the largest private multi-specialty tertiary care providers operating in the North and East regions of India, with key specialties cardiac science, neurosciences, oncology, digestive and hepatobiliary sciences, orthopedics, liver transplant, and kidney and urology, according to the report titled “An assessment of the healthcare delivery market in India, September 2022” by CRISIL Limited.

Under the “Medanta” brand, the Company has a network of five hospitals currently in operation (Gurgaon, Indore, Ranchi, Lucknow, and Patna). Spanning an area of 4.7 million sq. ft., its operational hospitals have 3,042 installed beds as on December 31, 2024. It also has one hospital under-construction in Noida. The Company provides healthcare services in over 30 medical specialties and engages over 1,800+ doctors led by highly experienced department heads.

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<https://www.medanta.org/>