

August 13, 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:- Investor's presentation- Q1&FY25 Results.**

Please find enclosed Investor's Presentation for Q1 & FY25 Results 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](mailto: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](http://www.yatharthhospitals.com)



**Q1 FY25**  
**Earnings Presentation**  
**Aug 13, 2024**

# Disclaimer



Certain matters discussed in this Presentation may contain statements regarding the company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements doesn't guarantee future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the economy, industry, competition, the company's ability to successfully implement its strategy, technological implementation, changes and advancements, the company's market preferences and its exposure to market risks, as well as other risks. The company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation. The company assumes no obligation to update any forward-looking information contained in this presentation. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the company and the company is not responsible for such third-party statements and projections. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the management of the Company on future events.



**YATHARTH  
HOSPITAL**

# **Q1 FY25 Performance Highlights**



# Q1 FY25 Performance Summary



## Bed Capacity

1,605 beds  
+200 beds



## Revenue

Rs. 2,118 mn  
+37% YoY



## EBITDA

Rs. 537 mn  
+30% YoY



## EBITDA Margin

25.3%  
-146bps YoY



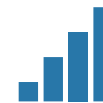
## PAT

Rs. 304 mn  
+60% YoY



## PAT Margin

14.3%  
+203bps YoY



## ROCE

29%\*



## ROE

22%\*



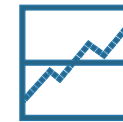
## Total Cash

Rs. 1,826 mn



## Occupancy

61%  
+10% YoY



## ARPOB

Rs. 30,551  
+9% YoY



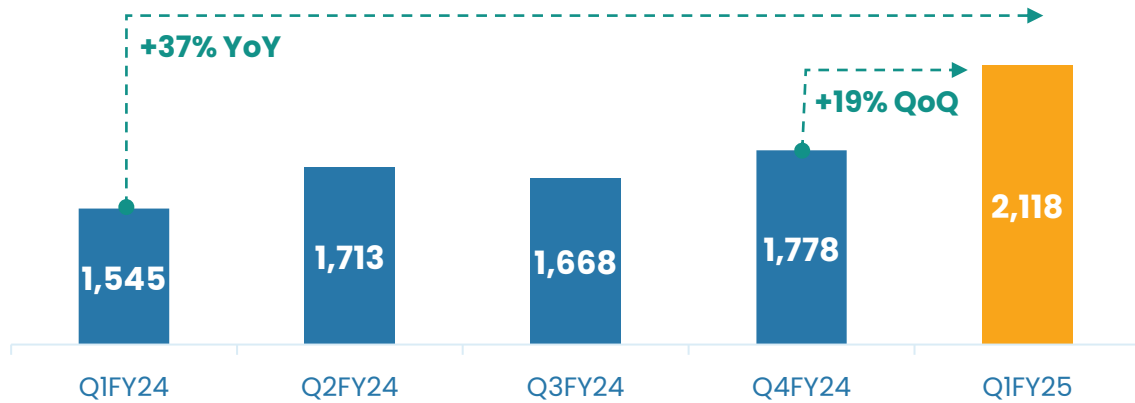
## ALOS

4.55

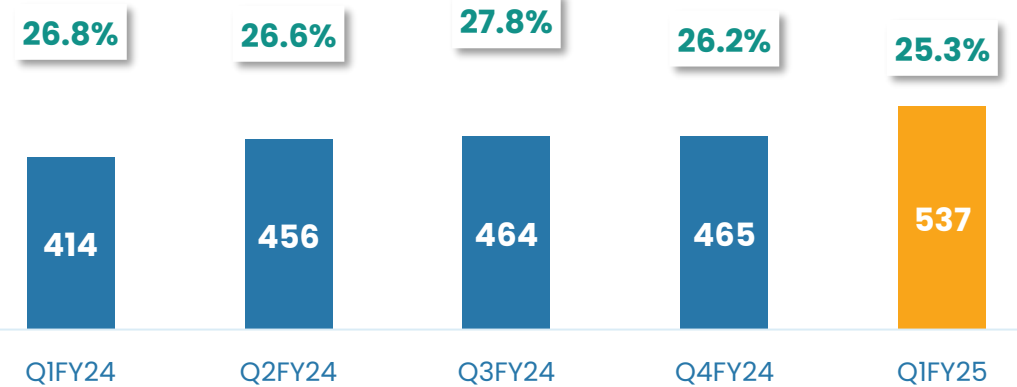
# Robust Improvement in Financial Parameters



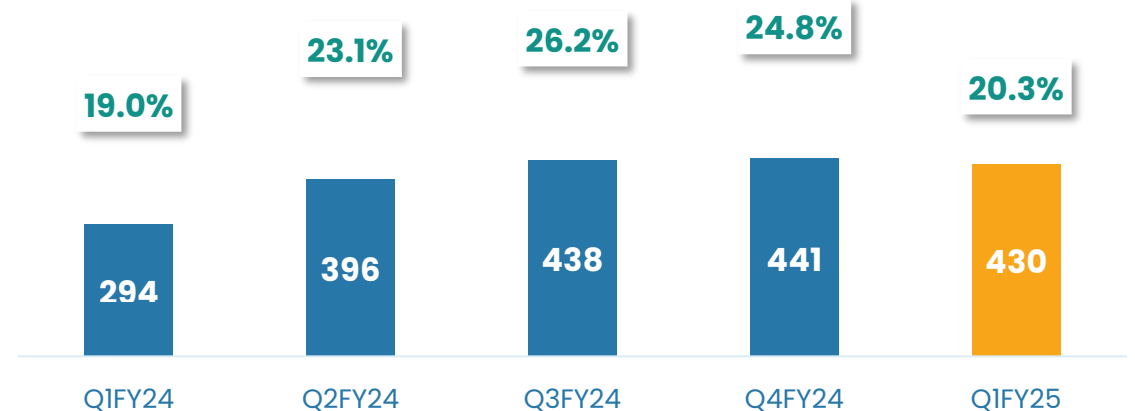
## Revenue (Rs mn)



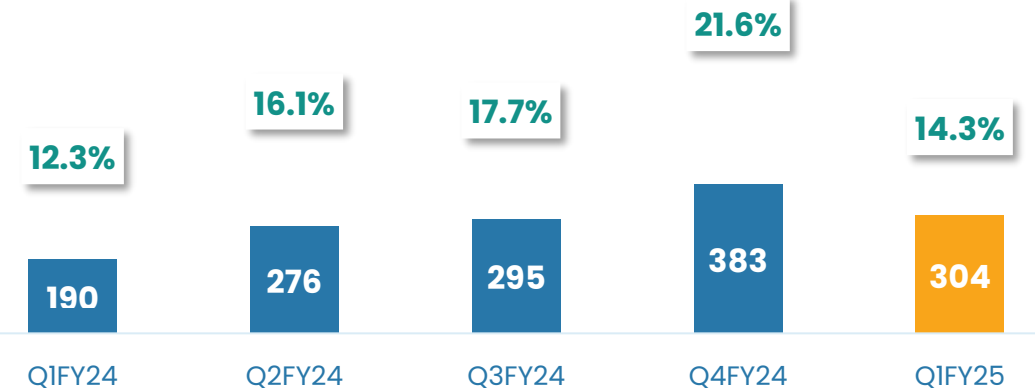
## EBITDA (Rs mn) & EBITDA%



## PBT (Rs mn) & PBT%



## PAT (Rs mn) & PAT%

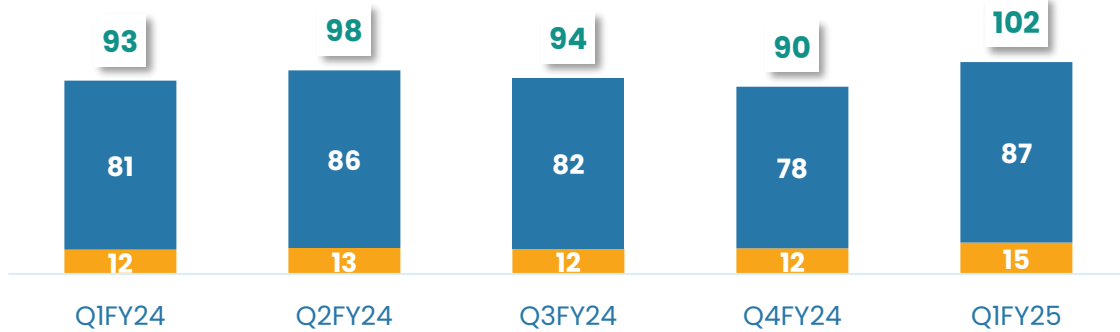


# Healthy performances across operational metrics

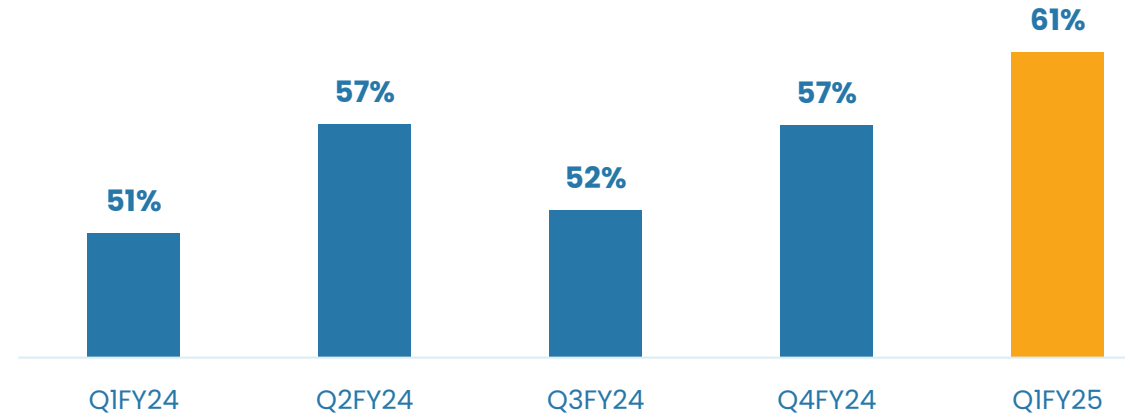


## IPD & OPD Volumes (in '000s)

■ IPD Volume ■ OPD Volume

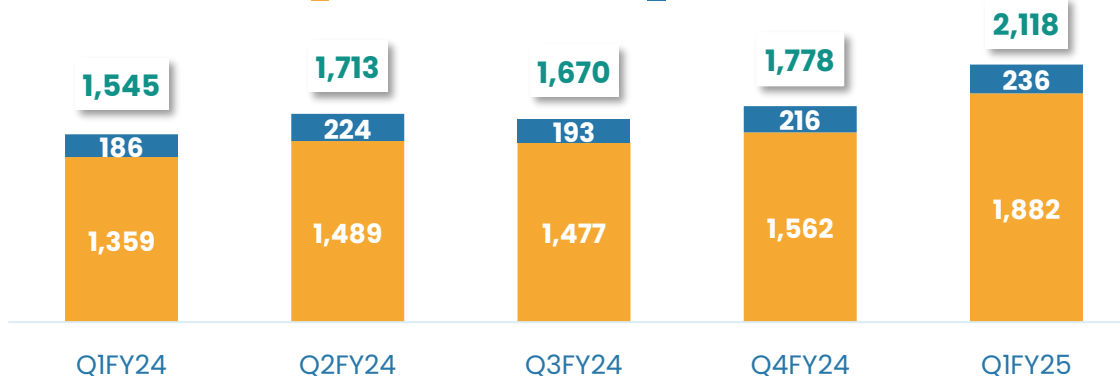


## Occupancy (%)

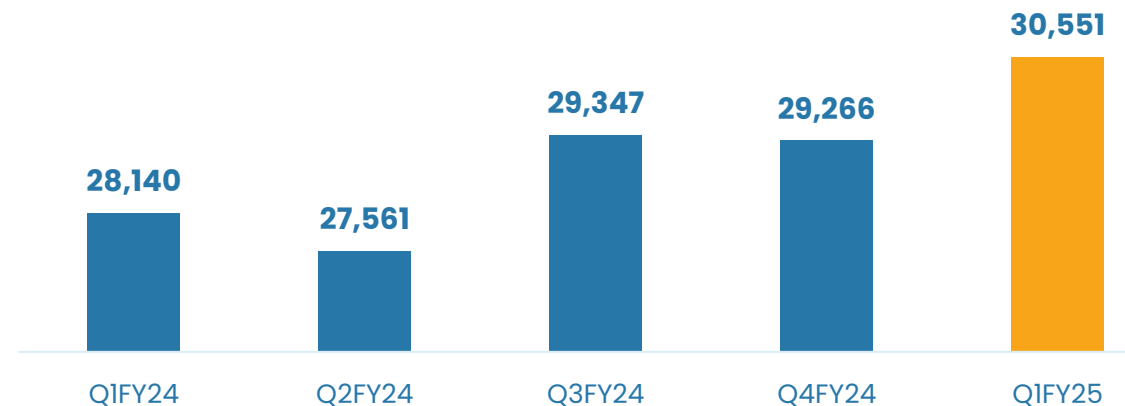


## IPD & OPD Revenue (Rs mn)

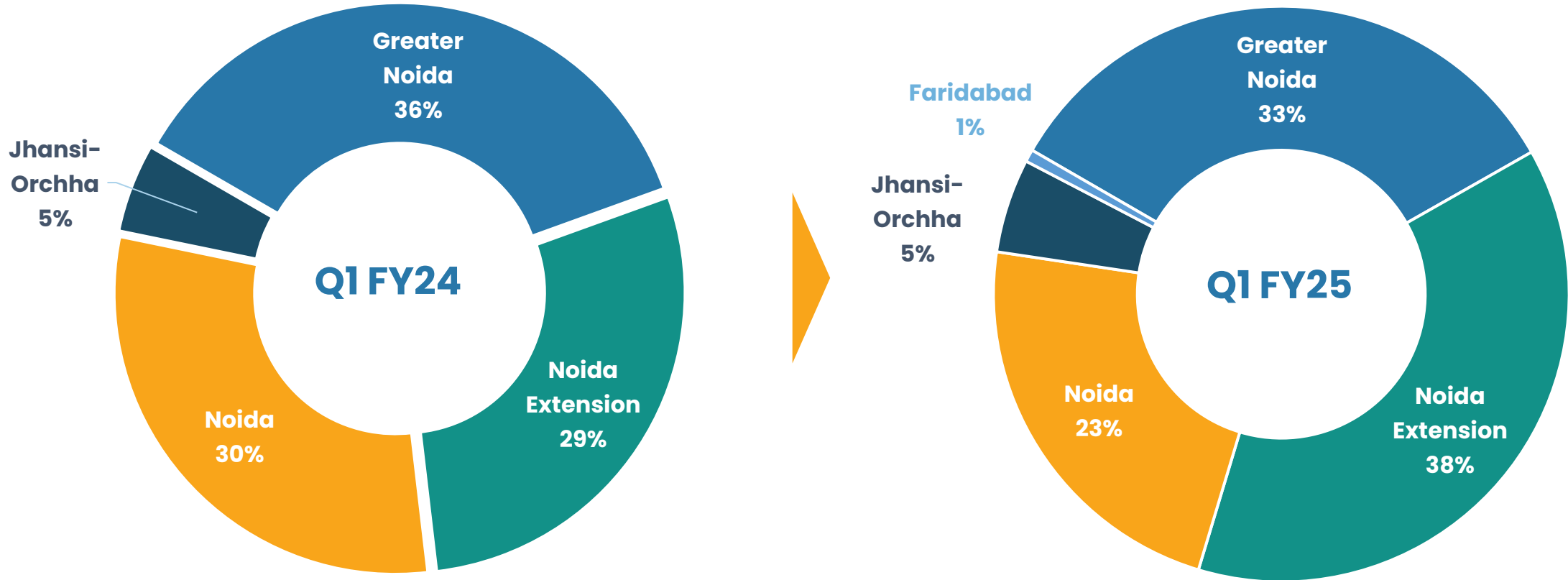
■ IPD Revenue ■ OPD Revenue



## ARPOB (Rs.)



# Diversifying revenues across hospitals



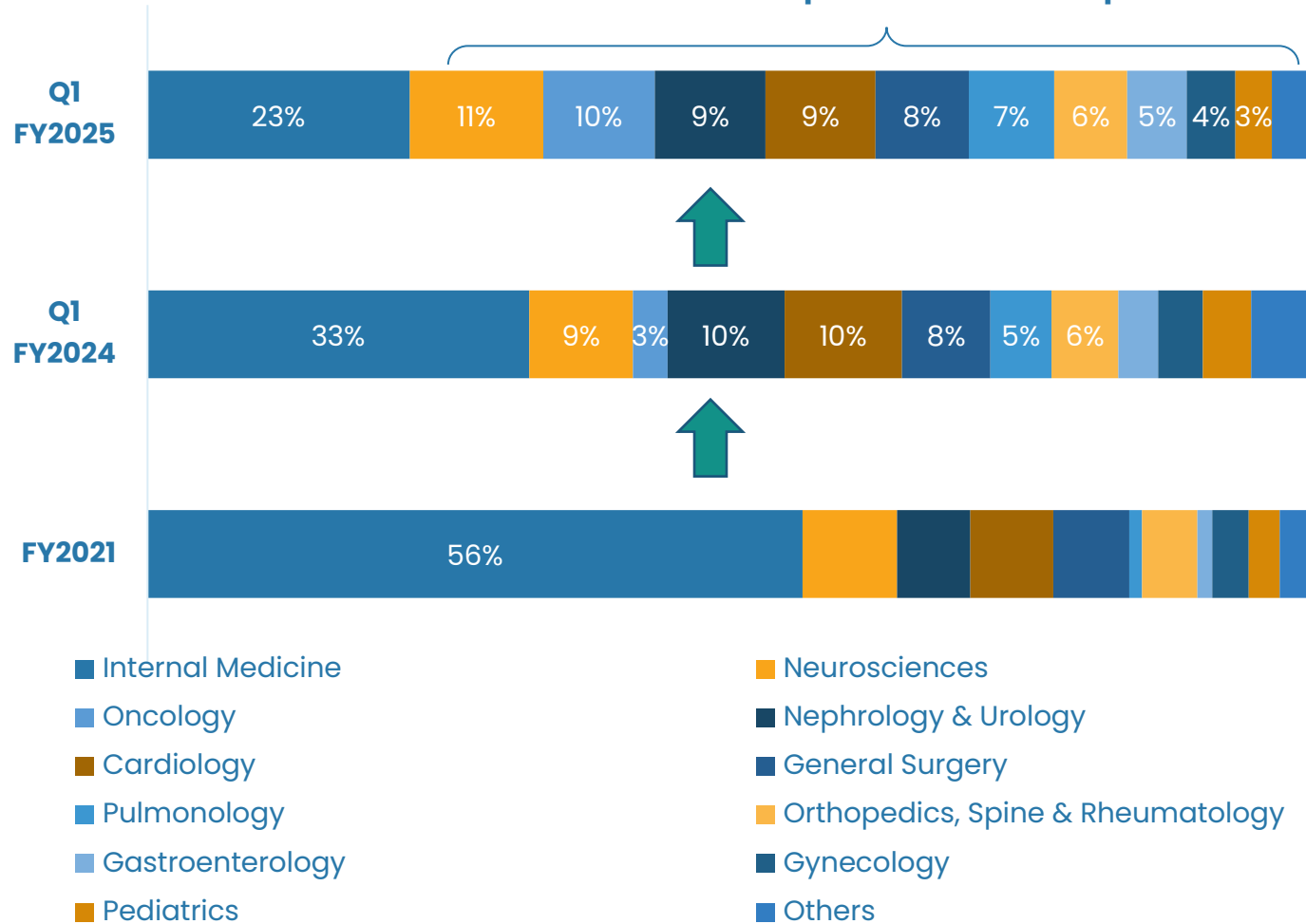
**Noida extension registers highest growth at 81% YoY, contributing 38% to Group's revenue**



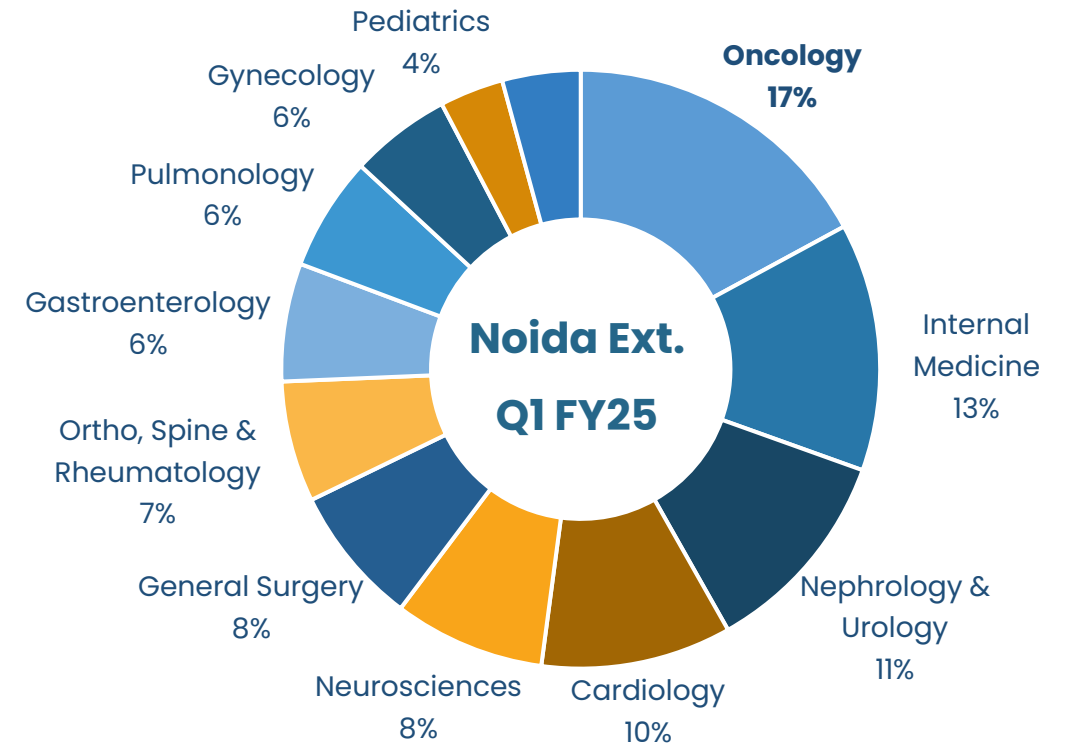
# Expanding high value specialties across hospitals



Diverse mix of specialties at all hospitals



Noida extension hospital registered highest share of super specialties



# Operational Highlights for the quarter



## Capacity Expansion, through greenfield as well brownfield opportunities

- Faridabad hospital got operationalized on May 12, 2024, adding 200 bed capacity
- Share of beds in metro cities now at 81%
- Bed capacity to be expanded at Greater Noida & Noida Extension, over next 24-36 months

## Enhancing super specialties, to drive ARPOB

- Oncology ~4x, Gastro, Pulmo & Neuro ~2x, Ortho, Spine, Rheumatology, Gynec & Gen Surgery ~1.5x
- ARPOB improves to Rs 30.6k (+9% YoY)
- Noida ext. - highest ARPOB at Rs. 37.3k (+10% YoY), followed by Greater Noida at Rs. 35k (+25% YoY)
- Faridabad commences with ARPOB of Rs. 28.7k

## Improvement in occupancy across our hospitals

- Occupancy levels improved to 61% in Q1 FY25, compared to 51% in Q1 FY24
- Noida extension and Jhansi-Orchha occupancy improves significantly to 61% & 45%, compared to 37% & 17% in Q1 FY24
- Faridabad hospital achieves 13% occupancy in first full month of operations

## Professionalizing management and strengthening governance

- Appointed 3 KMPs in finance & strategy to steadfast our expansion strategy, and strengthen our finance vertical
- Signed NDA with a Big 6 auditing firm - evaluation process underway



# Business highlights during the period



## Clinical Achievements

### यथार्थ अस्पताल फरीदाबाद में रोबोट से महिला के गर्भाशय से ट्यूमर को निकाला



सफल रोबोटिक सर्जरी के बाद यथार्थ अस्पताल के डॉक्टरों की टीम

फरीदाबाद: देश में स्वास्थ्य सेवाओं

वैलोनिकल और टेक्नोलॉजी क्षमता का

### Future of Heart Surgery: Minimally Invasive Techniques: Dr. Akhil Kumar Rustagi

**Greater Noida, Aug 5:** The rise of minimally invasive procedures has significantly changed the discipline of cardiovascular care. A particular example of this is the latest technique of minimally invasive aortic valve replacement (procedure to replace a damaged heart valve). This method is changing the course of cardiac care in India, where approximately 300,000 heart procedures are performed



the surgical field and greater control over surgical manoeuvres, contributing to lower complication rates due to reduced pain and faster recovery. This approach also results

## Other highlights

- Dr. Balkishan Gupta, Group Director Surgical Disciplines & Group Medical Advisor – Faridabad, received prestigious "Sushruta Award" from India News
- Dr. Jyoti Mishra, Director & HOD – OBGY receives Vaticutti award at ROBOGYNINDIA Annual Conference
- Chalta Rahe Mera Dil Walkathon organized with launch of Cardiac Cath Lab in Faridabad unit
- Yatharth Medicon – Annual Conference held

### यथार्थ हॉस्पिटल में, सात स्तरीय स्पाइन ट्यूमर की दुर्लभ सर्जरी हुई

**पञ्चर लाइन टाईम्स**  
नोएडा : आज नोएडा सेक्टर-110 स्थित यथार्थ हॉस्पिटल ने एक ग्रेस कोन्फ्रेंसआयोजित की जिसे यथार्थ अस्पताल के चरिष्ठ सलाहकार और न्यूरोसर्जन मन्सिष्क व रीडू डा. प्रंकुल सिंघल और गूप सीओ अमिन सिंह ने संबोधित किया। उन्होंने मीडिया को बताया कि नोएडा निवासी अंजु कल्पनिक नाम आयु 34 वर्ष की मरीज को पिछले 6 महीनों से निचले अंगों में, भारीपन और कमजोरी की शिकायत हुई थी। इतिहास में दिल्ली-पनमीआर के तमाम अस्पतालों में इलाज कराया लेकिन हालत जस की तस रही, अंत में, उसके दोनो निचले अंग पूरी तरह से लकवाग्रस्त हो गए और अब वह अपने पैरों को बिल्कुल हिला नहीं पाती थी। चरिष्ठ सलाहकार और न्यूरोसर्जन मन्सिष्क और रीडू के प्रमुख डॉ. प्रंकुल सिंघल की देख रेख में यथार्थ अस्पताल में, उनकी जांच की गई। डॉ. प्रंकुल सिंघल ने



विशाल सपन स्तरीय स्पाइन ट्यूमर पाया। सिंघल ने बताया कि स्पाइन ट्यूमर आमतौर पर 1 से 3 स्तरों पर होता है, यह सपन स्तर पर ट्यूमर होना बहुत दुर्लभ था इस तरह के मल्टीपल लेवल ट्यूमर में, इलाज के दौरान रीडू की हड्डी के नुकसान की संभावना बहुत अधिक होती है व पक्षाघात से टोक होने की संभावना बहुत कम होती है किंतु डॉ. प्रंकुल व उनकी न्यूरोसर्जरी टीम की कुशल विशेषज्ञता व अच्छी

देखभाल के कारण ट्यूमर को सुरक्षित व पूर्ण रूप से हटाने में अत्याधुनिक और आवश्यक न्यूरोसर्जिकल उपकरणों के साथ ट्यूमर को पूरी तरह और सुरक्षित रूप से हटा दिया गया। तब सर्जरी के तुरंत ही बाद रीगी के निचले अंगों में संबैदनाएँ महसूस होने लगीं, कमजोरी में सुधार के लक्षण दिखाई देने लगे। अब तो वह अपने अंगों को हिला सकती थी, जो सर्जरी से पहले नहीं कर पाती थी। 3

महीने बाद, अब फिजियोथेरेपी की मदद व वॉकर की मदद से चल और खड़ी होने लगी है। मीडिया को गुरुप सीओ अमिन सिंह ने सम्बोधित करते हुए कहा कि यथार्थ अस्पताल में, उचित चिकित्सा की सुविधा व सभी विभागों में विशेषज्ञ चिकित्सक तथा सर्जरी से संबोधित उन्नत उपकरण भी उपलब्ध हैं व 24 घंटे ब्लड बैंक, लैब, एक्स-रे, सी.टी. व एमआरआई की सुविधा भी उपलब्ध है।

### Operator's hand entered machine, fingers severed, 8-hr surgery done

**Prayagraj:** A 44-year-old factory worker from Dadri is after 8-hour marathon surgery at Yatharth Super specialty Hospital, Omega Greater Noida. The fingers the victim's right hand were badly crushed and cut. Considering the emergency condition of the patient, a team of multi-disciplinary doctors was deployed for treatment. The patient was treated throughout the night. After the accident, the patient was in a golden period of 6 hours in which the blood supply is restored, in such situation it is necessary consult doctors as soon possible. Doctors arrived quickly and preserved full function of the hand. He saving the victim's

changed) works as a machine operator in a local company in Dadri. One day his right hand got stuck in the machine and was completely crushed, the fingers were cut off and separated from the hand. The patient was brought to the emergency of the hospital, at that time there was a lot of bleeding, the fingers were separated from the hand. When it came to reality, Aamod's condition was quite serious, bleeding was profuse. The bones of the hand were fractured and the blood supply was cut off as the muscles and nerves of the hand were also damaged. Due to excessive bleeding, the patient was taken to the operation theater for

further procedures within an hour. Plastic surgeon Dr. Parth Pratim and his team



immediately attended to the case. Dr. Parth Pratim, a plastic surgeon at Yatharth Super Specialty Hospital,

Omega-1, Greater Noida, explained about this challenging procedure. "The patient was brought to life amidst heavy bleeding. He was brought in a critical condition and if there had been any delay in reaching the hospital, he could have lost his right hand. Fortunately, a multi-disciplinary team of emergency, anaesthesia, orthopedic and plastic surgery began the procedure. After carefully removing the machine from the arm, the tendons and nerves were repaired and the blood supply was restored. Unfortunately, the index finger could not be re-transplanted due to extensive damage. After the operation,

the patient's condition is fine, blood supply is good and hand movement is normal. Thanking the hospital staff and the entire medical team after the successful surgery, Amod Kumar said "I am thankful to the doctors of Yatharth Hospital for am very thankful to Dr. who saved my right hand and gave me hope to survive. At the time of the accident, I was in a lot of trouble physically and mentally, felt that I would never be able to get my right hand back. But without any problem, the doctors spent the whole night to perform the surgery and fix my hand. In a few weeks, Amod Kumar will be able to return to work and meet the financial needs of his family."

# Profit & Loss Summary



Particulars (Rs Mn)	Q1FY25	Q1FY24	Change YoY	Q4FY24	Change QoQ
<b>Revenue from Operations</b>	<b>2,118</b>	<b>1,545</b>	<b>37%</b>	<b>1,778</b>	<b>19%</b>
Medical Consumables & Pharmacy items	468	281	67%	375	25%
Employee Expenses	346	268	29%	319	9%
Other Expenses	767	582	32%	619	24%
<b>EBITDA</b>	<b>537</b>	<b>414</b>	<b>30%</b>	<b>465</b>	<b>15%</b>
<b>EBITDA Margin %</b>	<b>25.3%</b>	<b>26.8%</b>	<b>(146) bps</b>	<b>26.2%</b>	<b>(84) bps</b>
Depreciation and amortisation	114	69	66%	77	49%
Financial Cost	29	59	(51%)	4	667%
Other Income	37	8	383%	57	(35%)
<b>Profit Before Tax (PBT)</b>	<b>430</b>	<b>294</b>	<b>46%</b>	<b>441</b>	<b>(3%)</b>
<b>PBT Margin %</b>	<b>20.3%</b>	<b>19.0%</b>	<b>128 bps</b>	<b>24.8%</b>	<b>(453) bps</b>
Tax	126	103	22%	58	118%
<b>Profit After Tax (PAT)</b>	<b>304</b>	<b>190</b>	<b>60%</b>	<b>383</b>	<b>(21%)</b>
<b>PAT Margin %</b>	<b>14.3%</b>	<b>12.3%</b>	<b>203 bps</b>	<b>21.6%</b>	<b>(723) bps</b>



A photograph of four healthcare professionals, three men and one woman, walking in a hospital hallway. They are all wearing white lab coats and caps. The man on the far left is smiling. The woman in the center is wearing a blue surgical cap and glasses. The man in the center has a stethoscope around his neck. The man on the far right is also smiling. The background shows a hallway with a door and some papers on the wall. A large blue graphic element is on the right side of the image.

# At a Glance

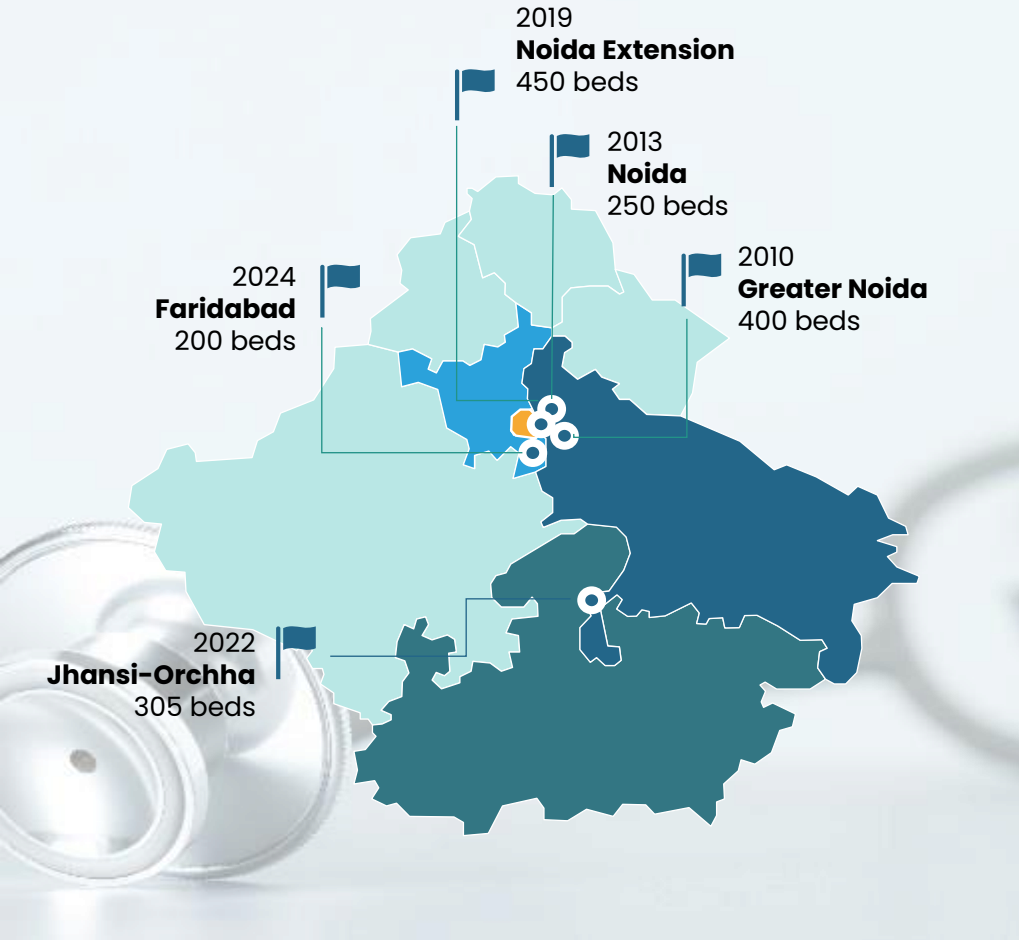


# Leading super specialty hospital in North India



Among top **10** largest private hospitals of Delhi NCR region in terms of number of beds

**5** Hospitals  
**10** Center of Excellence  
**81%** Beds in Metros



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

**1,605**  
Bed Capacity

**Rs. 30,551**  
ARPOB

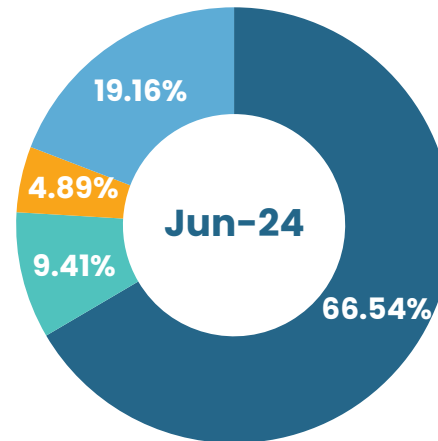
**61%**  
Occupancy

**+43%**  
Revenue (3Y CAGR)

**+39%**  
EBITDA (3Y CAGR)

**+80%**  
PAT (3Y CAGR)

## Shareholding Pattern



■ Promoter ■ DII ■ FII ■ Others

## Key Investors

ICICI Prudential Mutual Fund	Canara HSBC Life Insurance
Bandhan Mutual Fund	Guardian Capital
HDFC Mutual Fund	Carnelian Capital
LIC Mutual Fund	Jupiter India Fund
Motilal Oswal Funds	Think Investments
Kotak Mahindra Life Insurance	East Capital
Max Life Insurance	Mondrian Investment
SBI Life Insurance	Grandeur Peak Fund

# Empowering Health, Enriching Lives



Our unwavering commitment to patient-centric care is supported by three strategic pillars

**To evolve as the most preferred destination for quality healthcare that provides a comprehensive range of services and is trusted for personalized care with compassion**



## Clinicians

Well defined clinical protocols  
Focus on research and academics  
State of the art technology



## Employees

Collaborative atmosphere  
Growth driven career incentives  
Leadership reinforcement



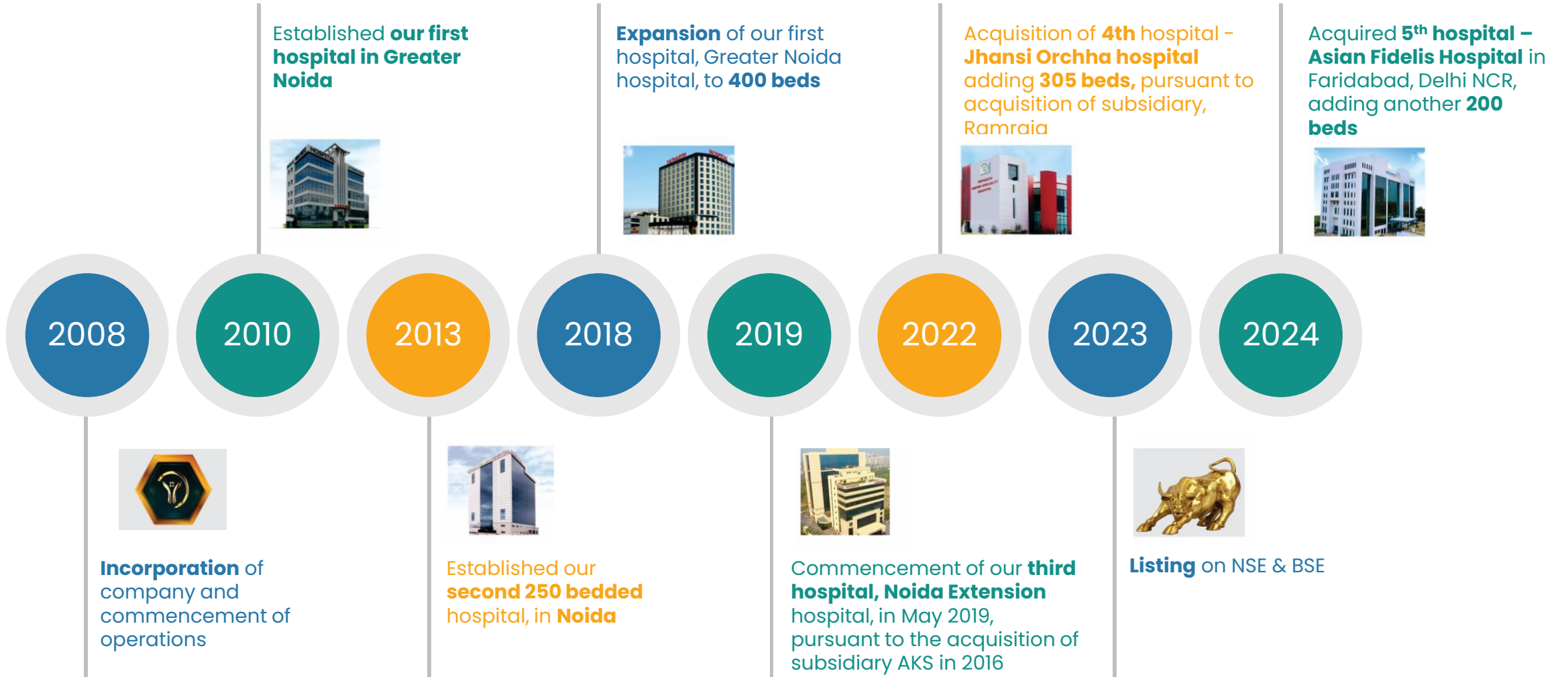
## Investors

Consistent financial and operational performance  
Healthy balance sheet  
Strong governance structure



# Our Journey

Growing presence across regions and services

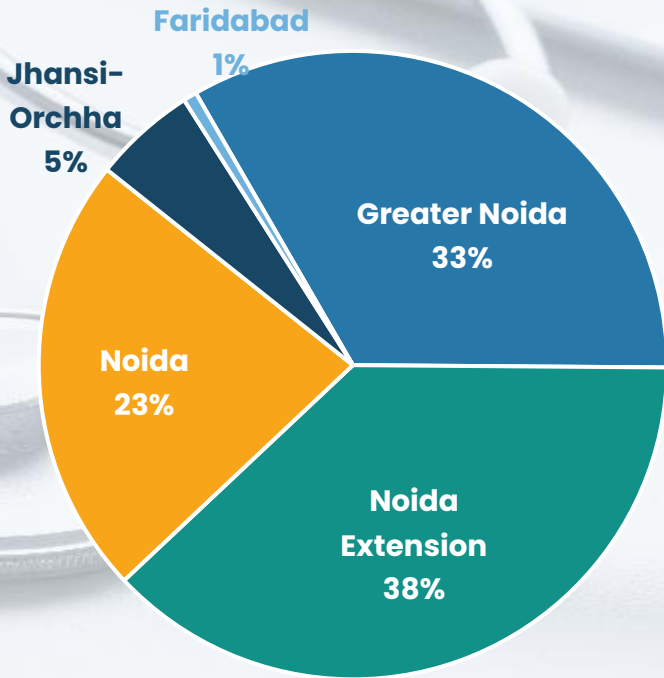






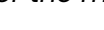
# Our Hospitals



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

## Diversified revenue mix across hospitals



Hospitals	Greater Noida	Noida	Noida Extension	Jhansi - Orchha	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	67%	86%	61%	45%	13%*
 ARPOB (₹)	35,047	28,655	37,325	10,839	28,746
ALOS	4.44	5.66	4.52	3.71	2.89

**Our hospitals are NABH accredited and comply with international quality standards**

# Our Mature Hospitals



## Greater Noida

**2010** Incorporated  
**400** Beds; **112** ICU Beds  
 (expandable to 600 beds)



**67%** Occupancy



**35,047** ARPOB



**4.44** ALOS

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

Strategy to develop hospital as the Centre of Excellence for Human Organ Transplant and as a major center for medical tourism

## Noida

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



**86%** Occupancy



**28,655** ARPOB



**5.66** ALOS

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

Strategy to improve ALOS and improve the combination of super specialties, to drive improvement in ARPOB

## Noida Extension

**2019** Incorporated  
**450** Beds; **125** ICU Beds  
 (expandable to 700 beds)



**61%** Occupancy



**37,325** ARPOB



**4.52** ALOS

Super specialties contribute around 70% of overall business at this hospital; continued efforts to develop this hospital as a Centre of Excellence for oncology and robotic surgeries

In Mar'24, radiation oncology line was inaugurated to provide a comprehensive suite of oncology treatments in Noida Extension



# Our New hospitals



## Jhansi – Orchha

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



**45%**  
Occupancy



**10,839**  
ARPOB



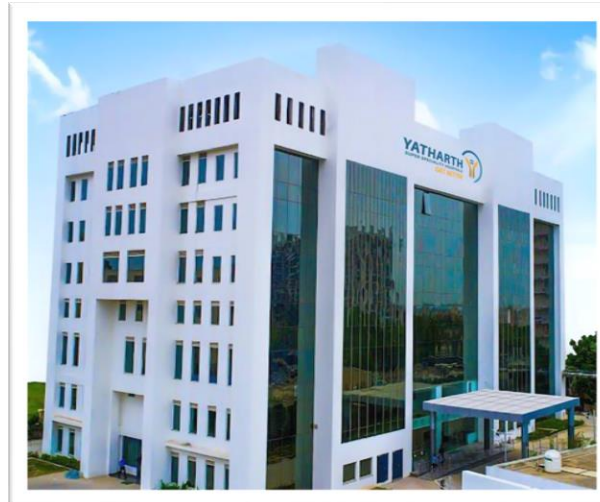
**3.71**  
ALOS

One of the largest hospital in Jhansi-Orchha-Gwalior region, has infrastructure to operate all the major super specialties

Acquired in FY22, aimed at further expanding into new geographies and growing presence in the regional healthcare market

## Faridabad

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



**13%**  
Occupancy



**28,746**  
ARPOB



**2.89**  
ALOS

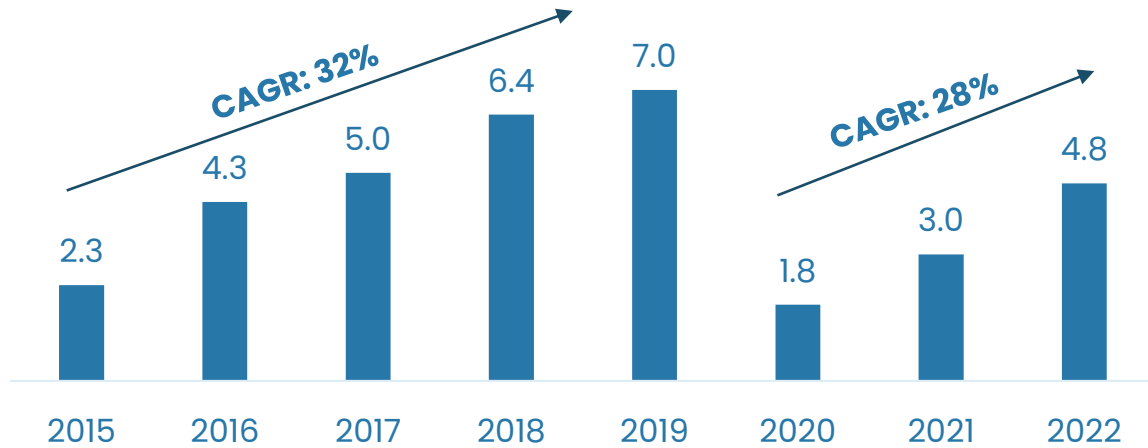
Built 3 years ago with latest facilities on a 1.25-acre land with NABH accreditations and empanelment with all major insurance/TPAs in place

Operationalized on May 12, 2024, expanding Yatharth's presence in North India, and strengthening Yatharth's positioning in the Delhi NCR market

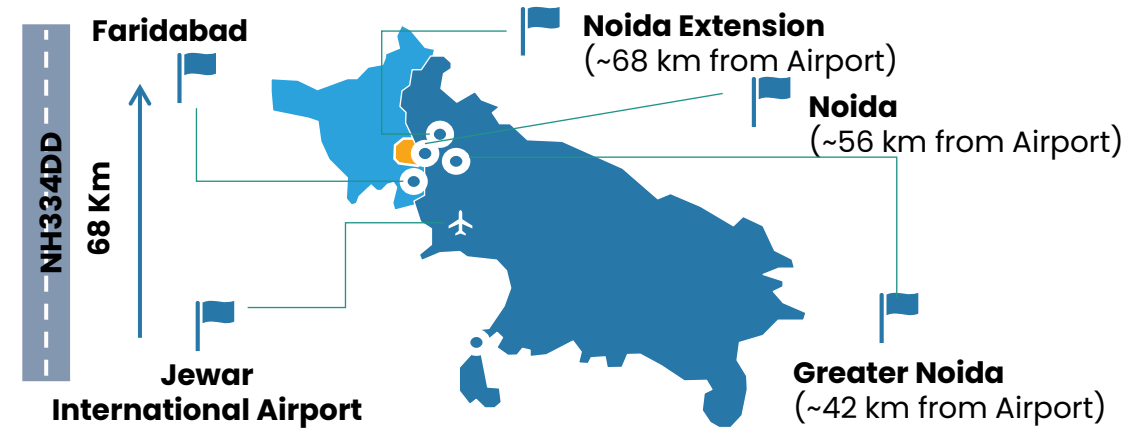
# Proximity to international airports to fuel medical tourism



## India's medical tourism industry has been growing



## ~45% of the international patients travel to Delhi-NCR



## India offers comparatively lower treatment costs

Procedure Cost (\$)	India	US	Korea	Singapore	Thailand	Average Global Cost	India Discount %
Hip Replacement	7,000	50,000	14,120	12,000	7,879	21,000	-67%
Knee Replacement	6,200	50,000	19,800	13,000	12,297	23,774	-74%
Heart Bypass	5,200	144,000	28,900	18,500	15,121	51,630	-90%
Angioplasty	3,300	57,000	15,200	13,000	3,788	22,247	-85%
Heart Valve Replacement	5,500	170,000	43,500	12,500	21,212	61,803	-91%
Dental Implant	1,000	2,800	4,200	1,500	3,636	3,034	-67%

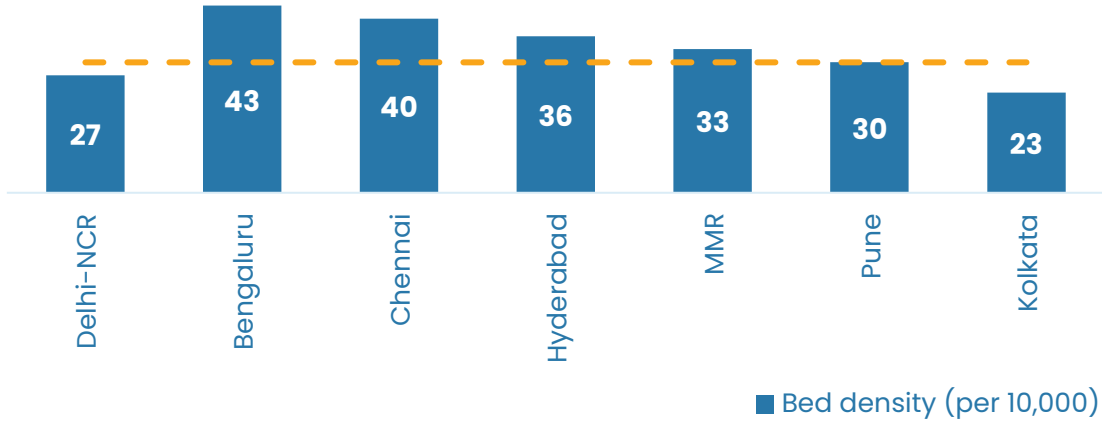
## Yatharth hospital to benefit from medical tourism

- Modern infrastructure and facilities
- Availability of senior clinical talent
- State-of-the-art medical equipment's
- High connectivity across North India
- Reputed for tertiary care

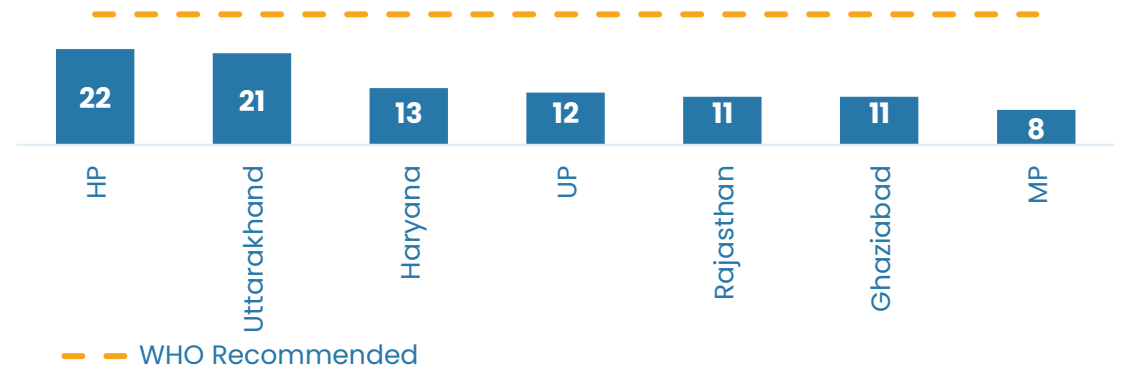
# Delhi NCR market is poised for substantial expansion



Delhi NCR bed density is lower compared to other metros



Patient influx from neighboring regions with lower density



Industry tailwinds



Increasing per capita income

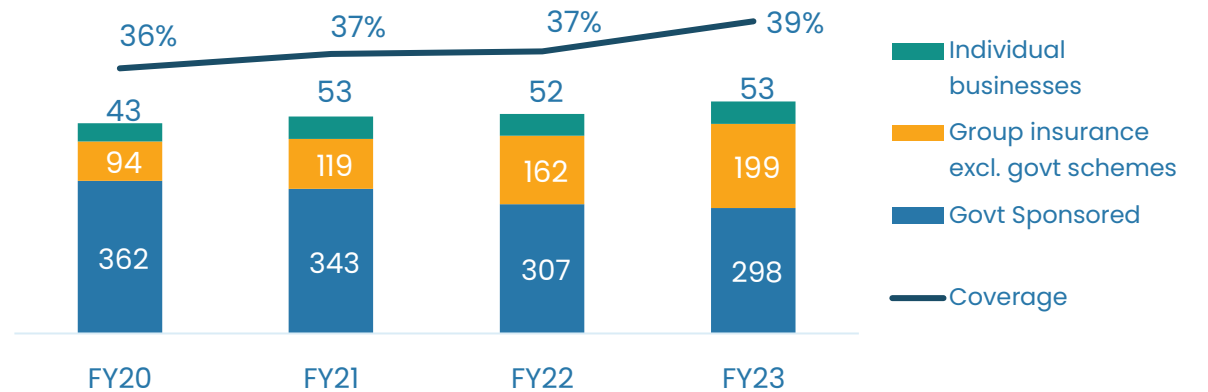


Improving share of urbanization



Rising insurance penetration

Rising insurance penetration



# Yatharth is well positioned in most of the levers



	Yatharth	Apollo	Max	Fortis	NH	KIMS	Jupiter
No of beds							
Beds in Metros %							
Revenue 3Y CAGR							
EBITDA Margins							
RoCE							
ARPOB							
Payor Mix							

## Strategic Levers to improve competence

- ✓ Target to expand bed capacity to 2,800-3,000 beds by FY28
- ✓ Increasing share of super specialties & introduction of oncology and robotics, to drive ARPOB improvement
- ✓ Focus to grow self payors, private insurance and international business to improve payor mix



High Competence



Medium Competence



Low Competence

# 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

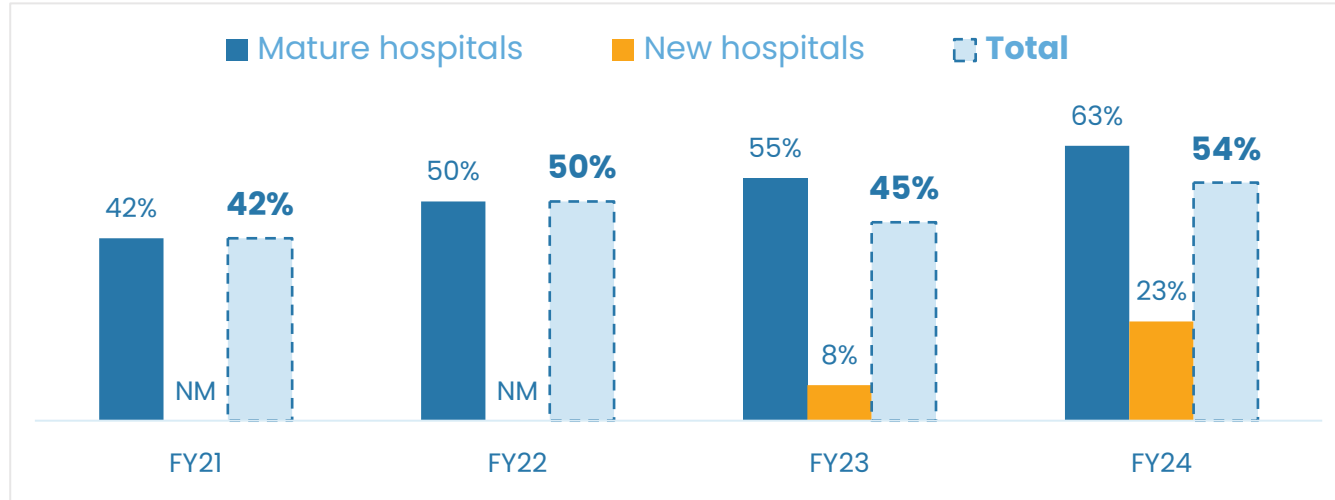
Clinical Expertise



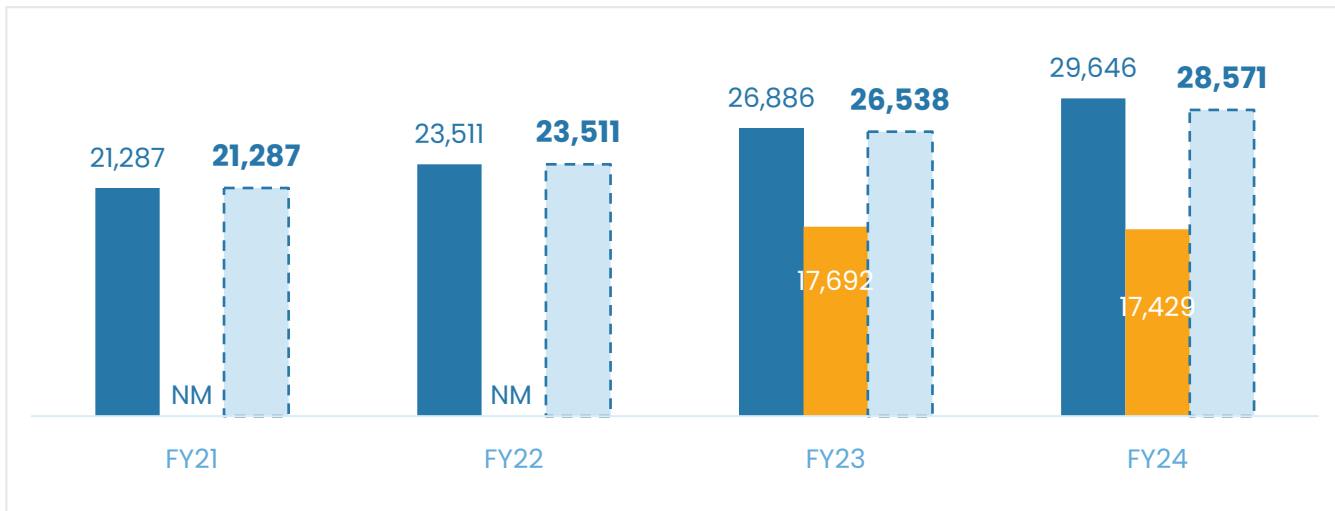
# Optimizing existing infrastructure



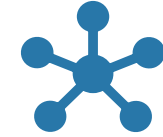
Occupancy (%)



ARPOB (Rs)



Improve customer service



Diversifying specialties



Optimized scheduling

**Our 5-fold approach to optimize existing infra**



Enhanced care coordination

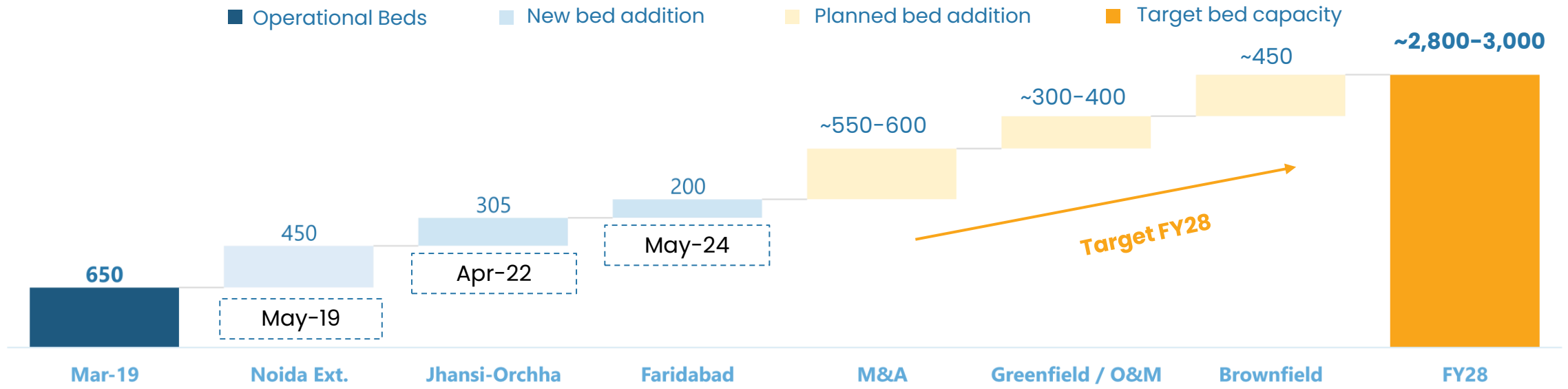


Expand Services

# Capacity addition – greenfield and brownfield expansion



## Capacity addition trend and roadmap ahead



- Yatharth’s hospital in Greater Faridabad was operationalized on May 2024, expanding capacity by 200 beds
- Bought adjacent land parcels at Greater Noida (1,885 sq mt) & Noida extension facility
- Bed capacity to be expanded by 200 and 250 beds at Greater Noida & Noida Extension in 24–36 months

### Capacity Expansion

# Advanced and high-end medical equipment and technology

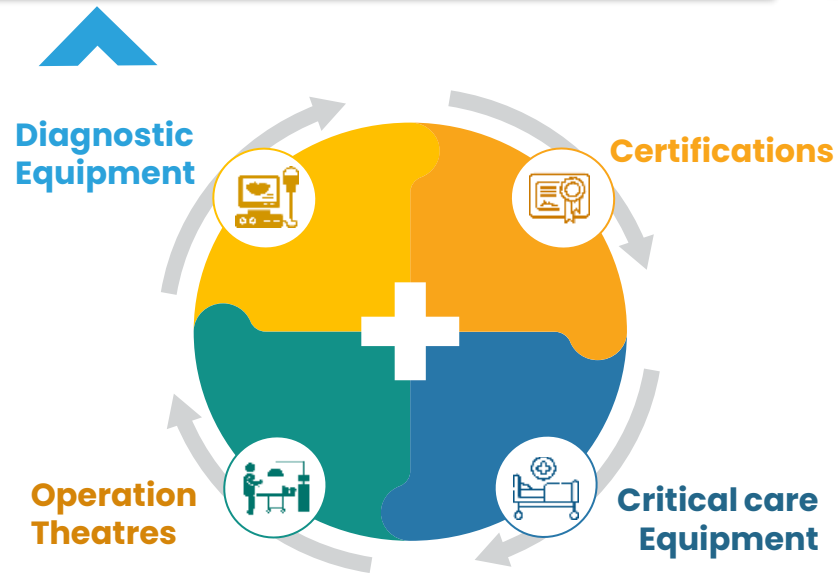
- Hospitals are equipped with machines and devices with **sophisticated technology**
- Strive to **introduce cutting-edge medical technology** and **state-of-the-art equipment**

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+	250+	1,000+



- Catheterization Laboratory
- Computerized Tomography Scan (CT Scan)
- Magnetic Resonance Imaging (MRI)
- State of the art 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



- All hospitals are NABH accredited
- NABL certification for Noida hospital, Noida Extension hospital, and Greater Noida hospital, and others in process

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

**Leverage Technology**

# Attracting best talent to drive super specialties



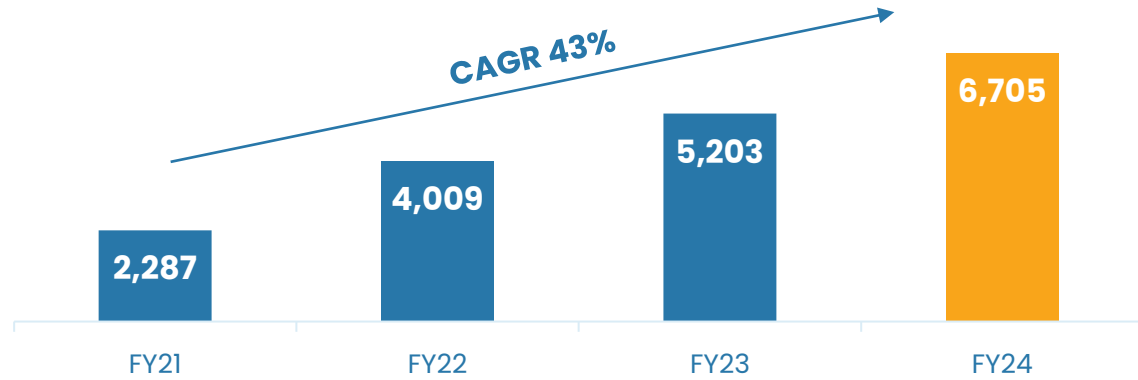
## Strategic initiatives aimed to ease attrition

- ❑ Introduced DNB program across 8 specialties in 2 of the hospitals
  - ❑ DNB program to reduce attrition of Resident Medical Doctors
  - ❑ Total 24 resident doctors have joined the DNB program till date
- 
- ❑ Keep staff abreast with global developments concerning the health sector
  - ❑ Provide better doctor visibility amongst the potential patients through marketing and awareness campaigns

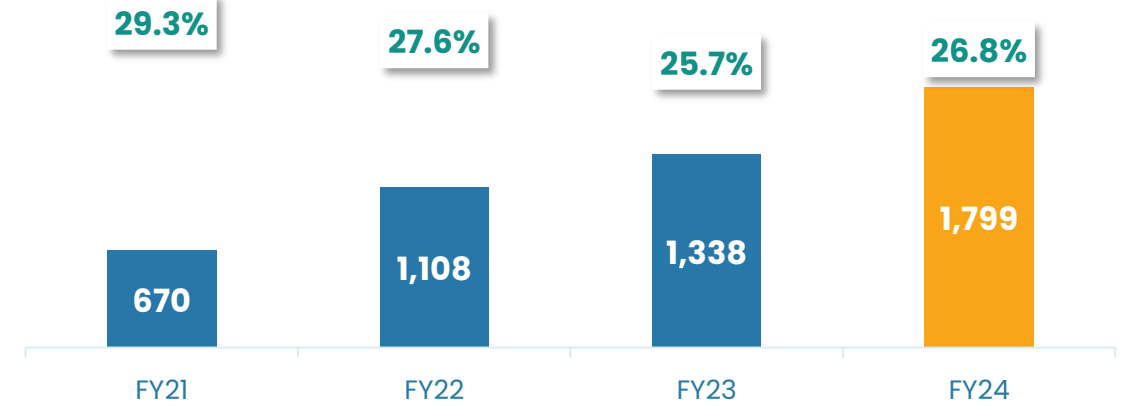
# Proven record of consistent financial performance (1/2)



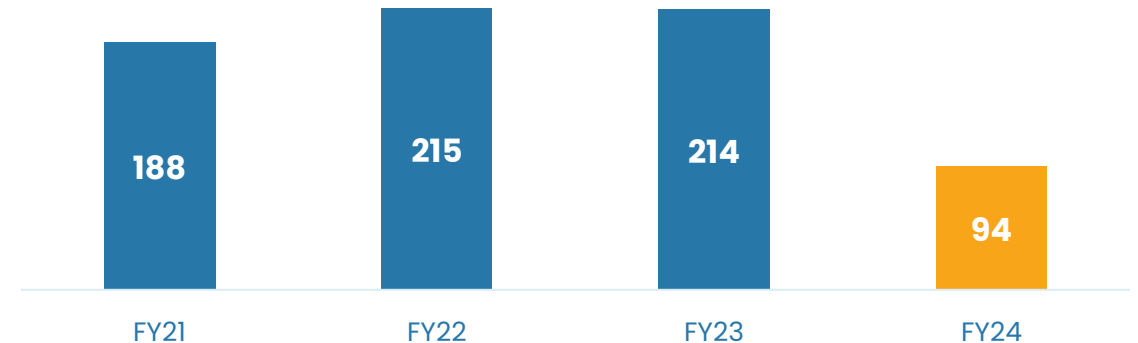
## Revenue (Rs mn)



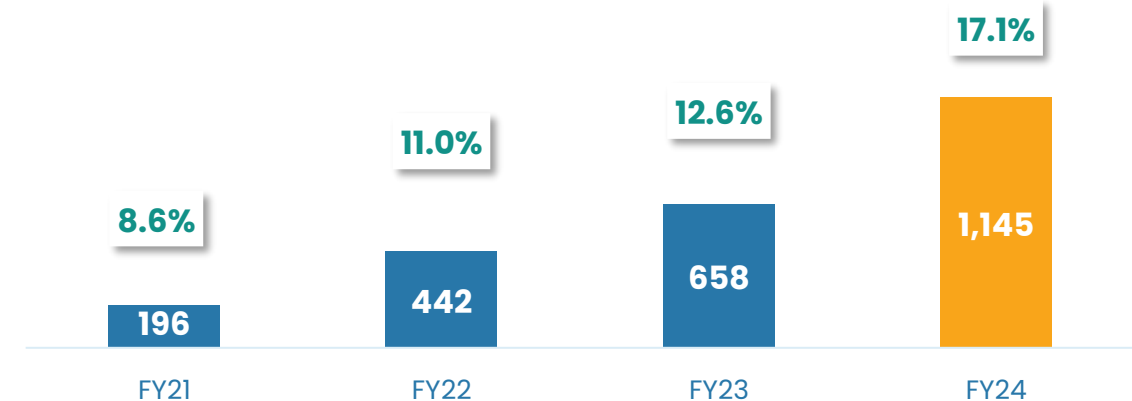
## EBITDA (Rs mn) & EBITDA%



## Finance Cost (Rs mn)



## PAT (Rs mn) & PAT%

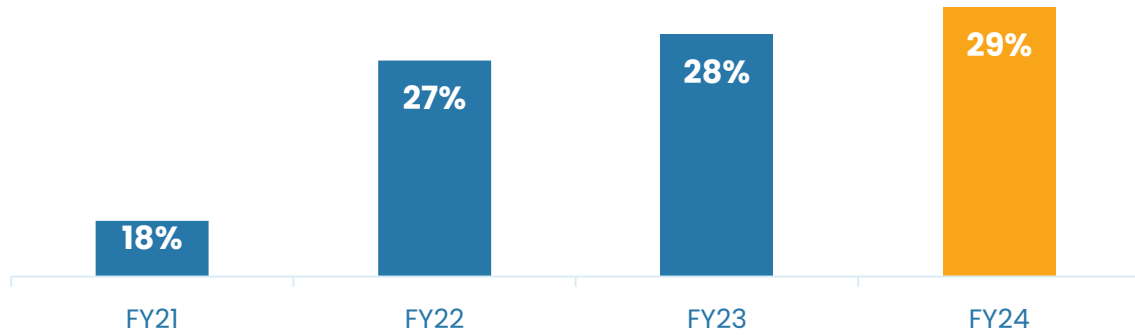




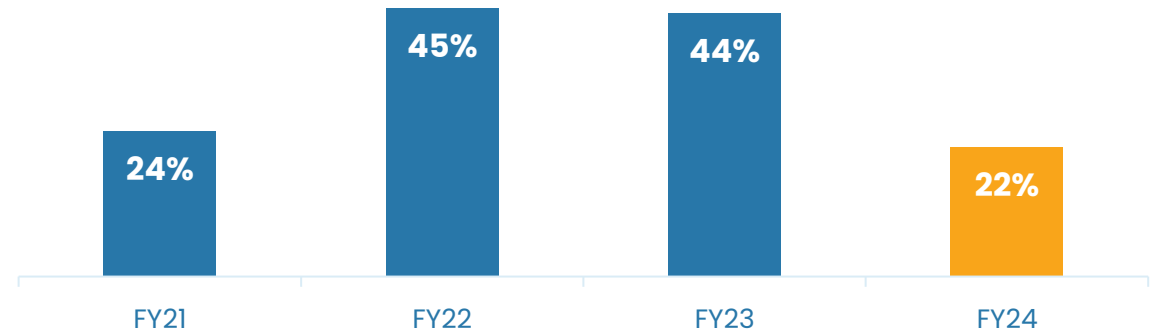
# Proven record of consistent financial performance (2/2)



### Return on capital employed (%)

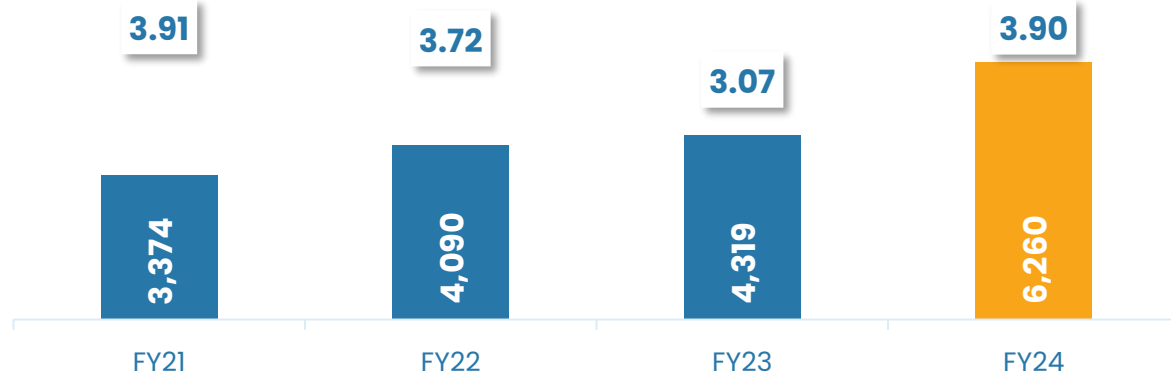


### Return on equity (%)

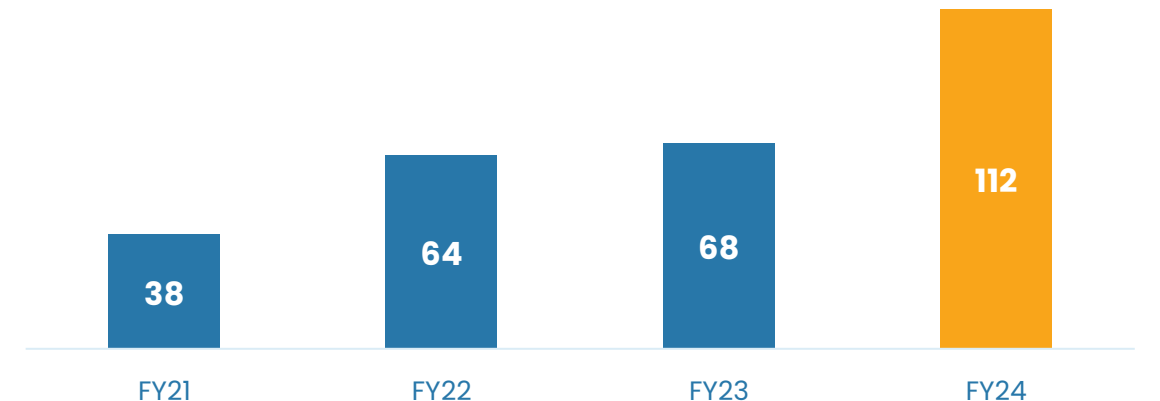


### Gross Block (Rs mn)

Capex per bed



### Net Working Capital Days

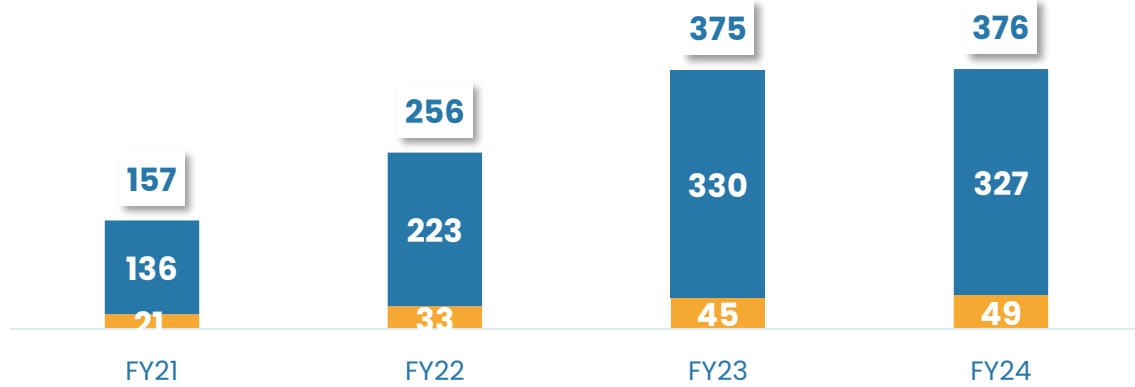


# Consistent performance across operational parameters



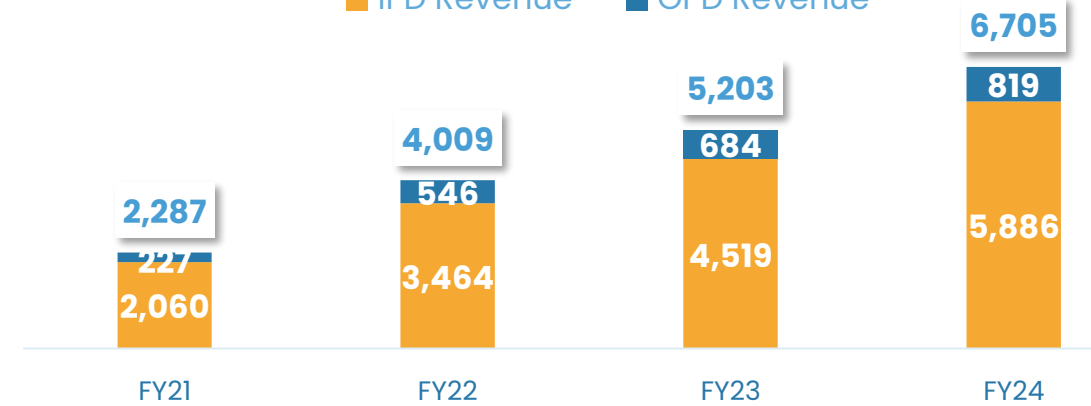
## IPD/OPD Volume (in '000s)

■ IPD Volume ■ OPD Volume

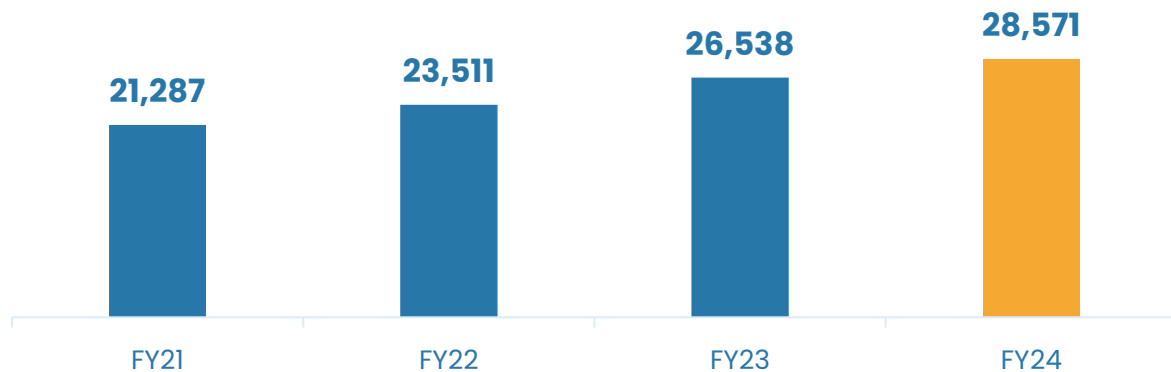


## IPD/OPD Revenue (in '000s)

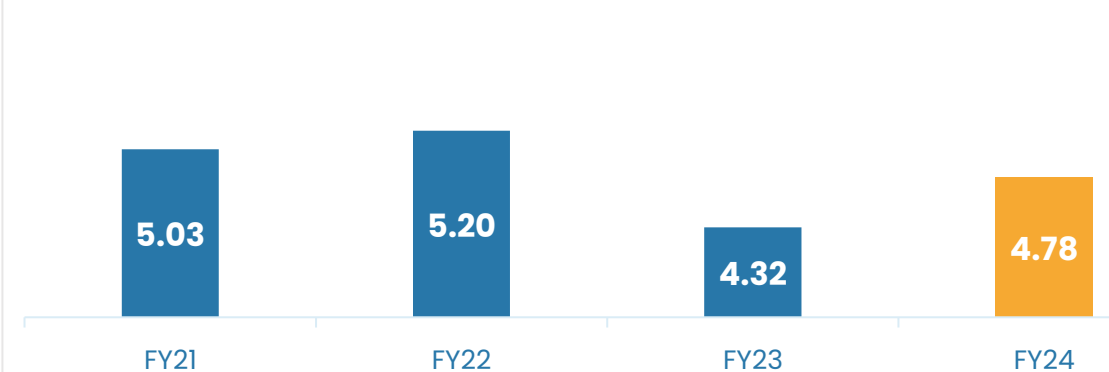
■ IPD Revenue ■ OPD Revenue



## ARPOB (Rs.)

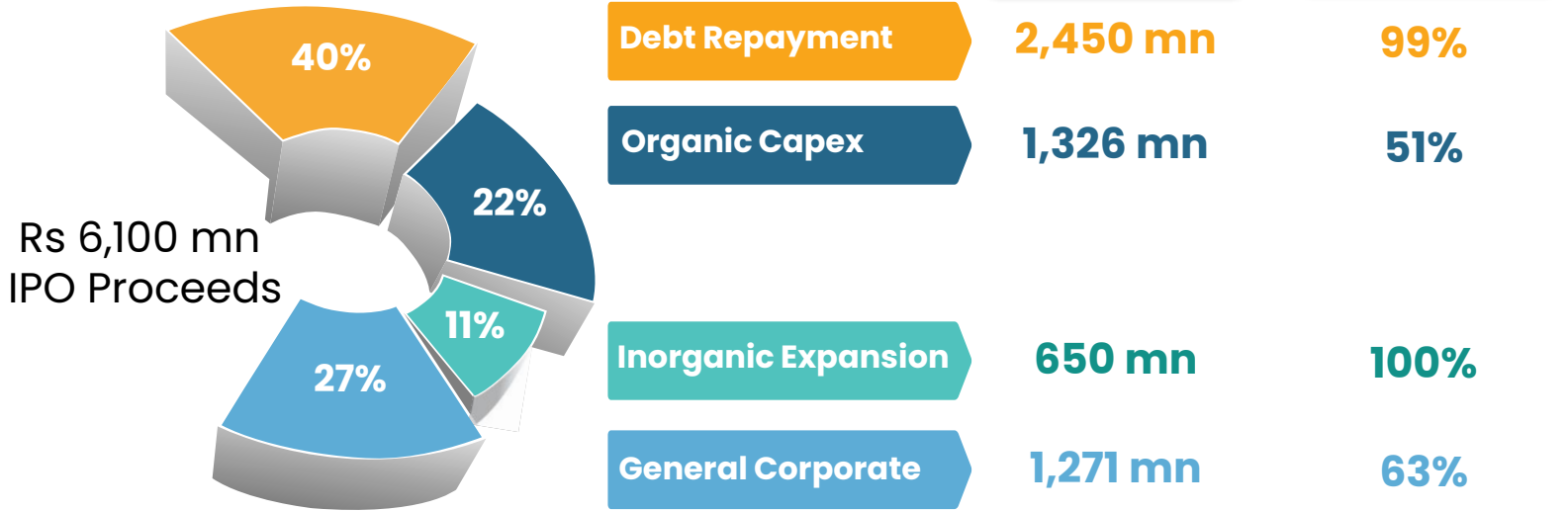


## ALOS (days)

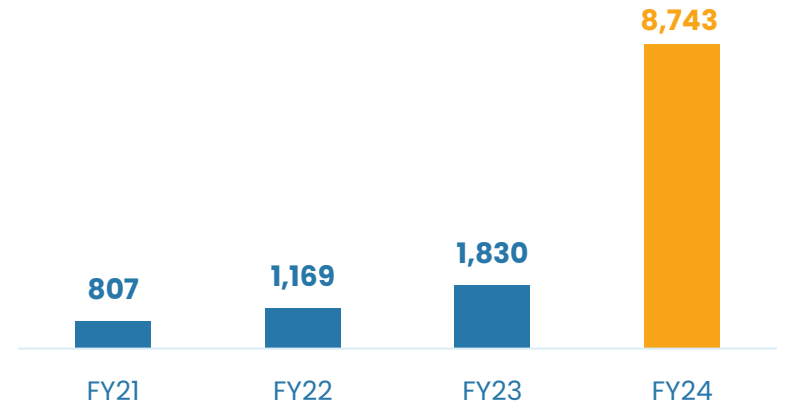




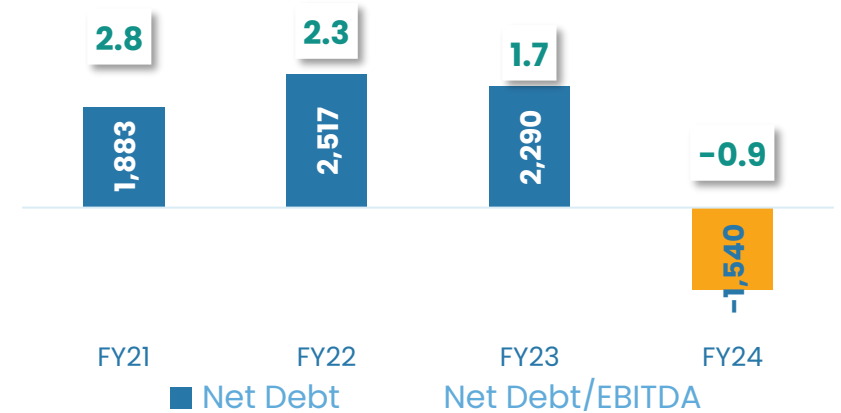
# Strengthened balance sheet with IPO proceeds



## Net Worth (Rs mn)



## Net Debt (Rs mn)



## Capex Outlay from IPO proceeds

Particulars	Amount paid till June '24 (Rs mn)
Machinery & Equipment purchase	749 mn
Land purchase adjacent to Noida Extension	100 mn

**Cash & bank balances: Rs. 1,826 mn as on Jun-24**

# 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 (RT-PCR-Covid 19) for the Noida Extension Hospital

2021

- Covid Thank You award by Niva Bupa
- 5-star grading by Infomeric Analysts & Research for our hospitals located at Noida, Noida Extension & Greater Noida
- Accreditation from NABH to the Noida Extension Hospital

2023

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

2024

- Awarded Best Brand for Excellence in Healthcare at Economic Times (ET) Edge Best Brands Conclave, for consistent innovation and customer-centricity

# 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 mgmt 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  
Master's in business administration  
Post graduate diploma in labour law & welfare, & personnel mgmt  
Bachelor's of law



### Sanjeev Upadhyaya

Independent Director

20+ yrs of experience

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

## KMPs/SMPPs



### Amit Kumar Singh

Chief Executive Officer

20+ yrs of exp



### Nitin Gupta

COO & President - Finance

21+ yrs of experience



### Pankaj Prabhakar

Chief Financial Officer

20+ yrs of exp



### Neeraj Vinayak

Head, Strategy & Investor Relations

19+ yrs of experience



### Sonu Goyal

Group Finance Controller

16+ yrs of experience

# Thank You



**Yatharth Hospital & Trauma Care Services Ltd**

**Investor Relations Contact**

**Mr. Neeraj Vinayak, Head – Strategy and Investor Relations**

**[investor.relations@yatharthhospitals.com](mailto:investor.relations@yatharthhospitals.com)**

**CIN: L85110DL2008PLC174706**

**[www.yatharthhospitals.com](http://www.yatharthhospitals.com)**