

February 07, 2025

To,
National Stock Exchange of India Ltd.
Exchange Plaza,
Bandra-Kurla Complex,
Bandra (East), Mumbai-400 051
Symbol: JLHL

To,
BSE Limited
P. J. Towers,
25th Floor, Dalal Street, Fort
Mumbai 400 001
Code: 543980

Subject: Investor Presentation for the quarter and nine months ended December 31, 2024

Reference: Unaudited Financial Results (Standalone and Consolidated) of the Company, for the quarter and nine months ended December 31, 2024

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the enclosed investor presentation for the Unaudited (Standalone and Consolidated) Financial Results for the quarter and nine months ended December 31, 2024.

The same will be available on the website of the Company at www.jupiterhospital.com.

You are requested to kindly take the afore-mentioned on record and oblige.

Thanking you.

For JUPITER LIFE LINE HOSPITALS LIMITED

Suma Upparatti
Company Secretary & Compliance Officer

Encl.: As stated above.



Bringing **care into Healthcare.**

Results Presentation
Q3 & 9M FY25





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Dr. Ankit Thakker ED & CEO



“We are pleased to report a robust performance for 9MFY25, with Total Income growing by 19.5% YoY. EBITDA margin improved to 23.4%, primarily due to improved occupancy rates and higher ARPOB at our Indore and Pune hospitals.

Our total volume growth, including IPD & OPD services and ARPOB, witnessed an growth of 12% and 10% respectively. This reflects sustained demand across our network.

We recently announced the acquisition of land in the Mira-Bhayandar locality within the MMR for our upcoming sixth hospital. This state-of-the-art facility will have a capacity of 300 beds with an estimated capital expenditure of Rs 400 crore. This expansion aligns with our medium-term objective of establishing a network of 2,500 beds, reinforcing our commitment to providing quality healthcare.

Additionally, we have successfully secured all necessary regulatory approvals for our second Pune hospital, with construction set to begin in March 2025. Further, we have expanded the bed capacity of our Indore hospital by 78 beds, bringing the total to 309. Our Dombivli hospital is progressing as planned, with the first phase expected to become operational by Q1FY27. Recognizing the tremendous growth potential in the Western region of India, we continue to explore strategic opportunities to expand our footprints.”

Patient First

Key Highlights of 9M FY25



Rs in Crores

Total Income

934.8

 19.5 % YoY

EBITDA

218.3

 22.0 % YoY

PAT

148.6

 13.2 % YoY

01

Acquired ~2 acre land in the Mira-Bhayander area (MMR Region) for the construction of a 300-bed hospital, with an estimated capital expenditure of Rs 400 cr

02

Received regulatory approvals for the hospital in Bibvewadi Pune to begin construction, which is set to start in March'25

03

The Dombivli hospital is progressing as planned, with Phase 1 scheduled for commissioning by Q1FY27

04

Added 78 beds in Indore hospital on 1st January'25, completed the expansion one quarter ahead of schedule

05

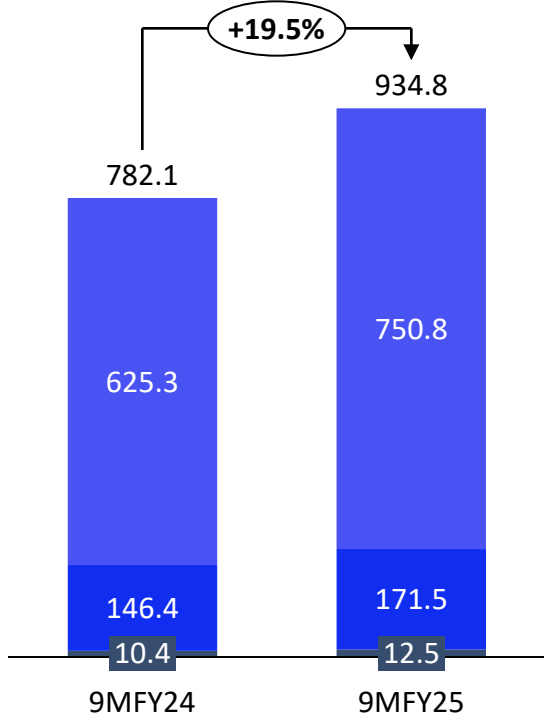
Overall, patient volumes in 9MFY25 increased by 12% on a YoY basis

9M FY25 Performance Highlights

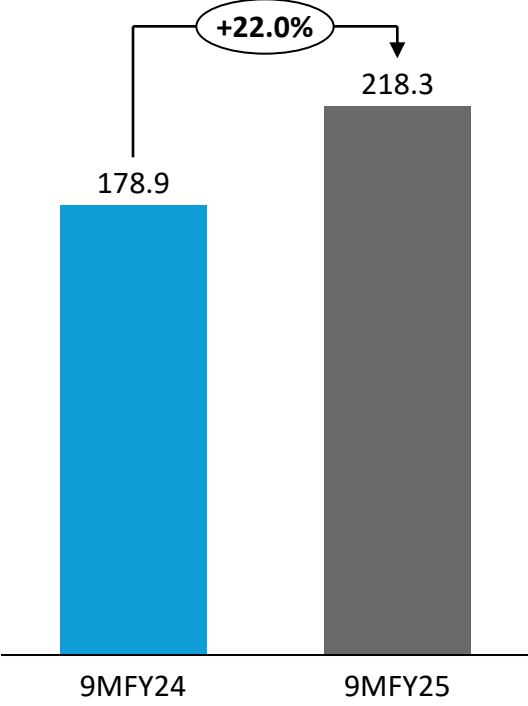


Rs in Crores

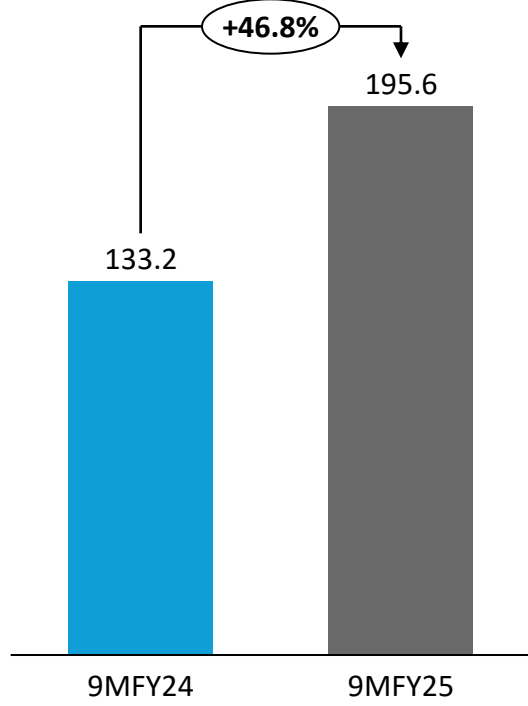
Total Income



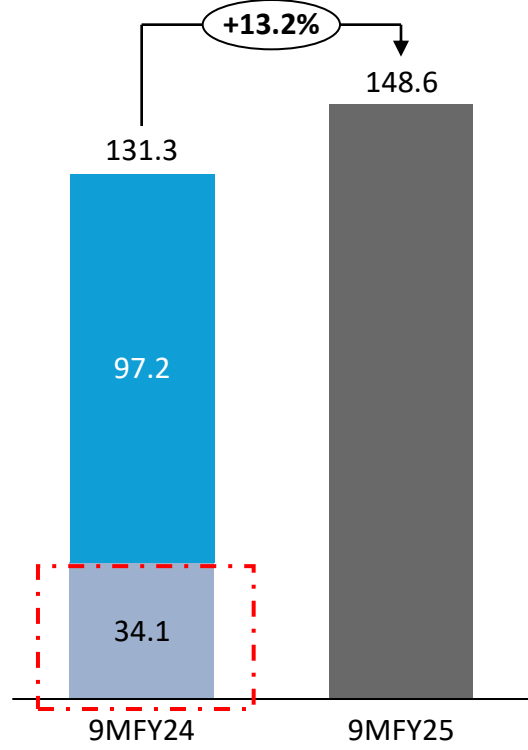
EBITDA



PBT



PAT*



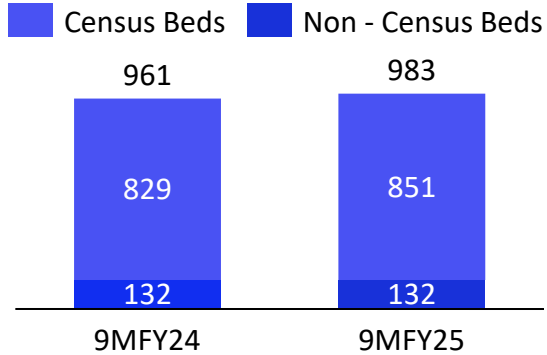
PAT for 9MFY24 includes a benefit of deferred tax charge of Rs. 34.1 Crores

IPD OPD Others

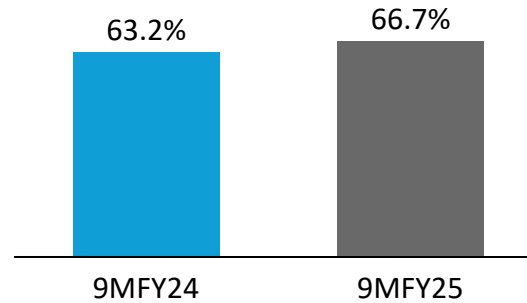
9M FY25 Operating Metrics



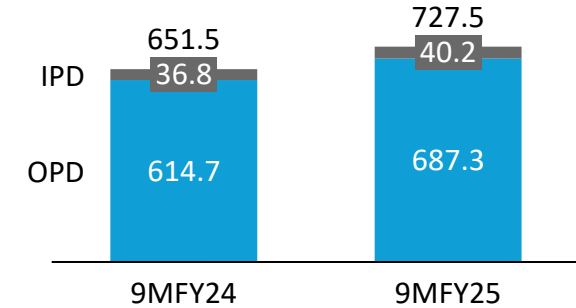
Operational Bed Capacity⁽¹⁾



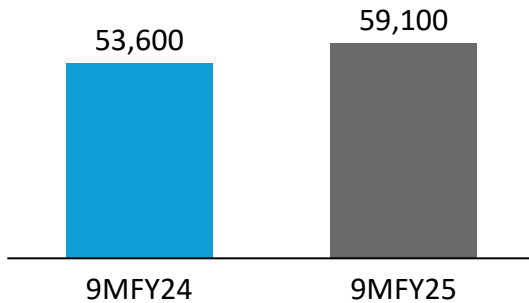
Average Occupancy Rate⁽²⁾



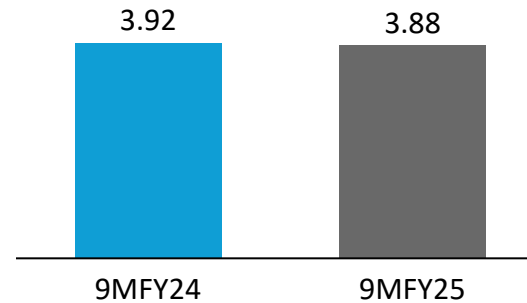
IPD & OPD Volumes ('000)⁽³⁾



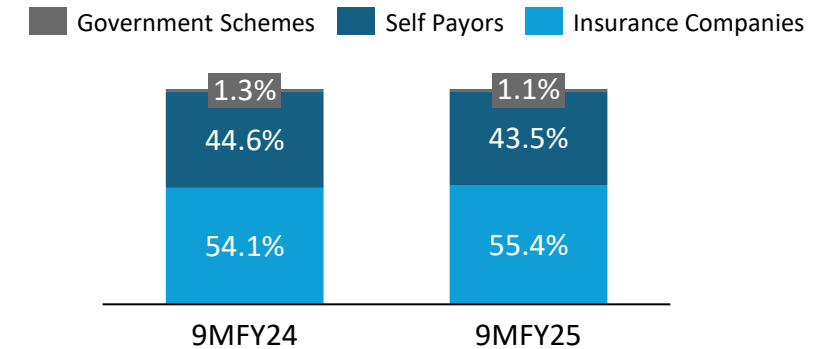
ARPOB⁽⁴⁾



ALOS (in Days)⁽⁵⁾



Payor Mix



ARPOB rounded off to the nearest hundred

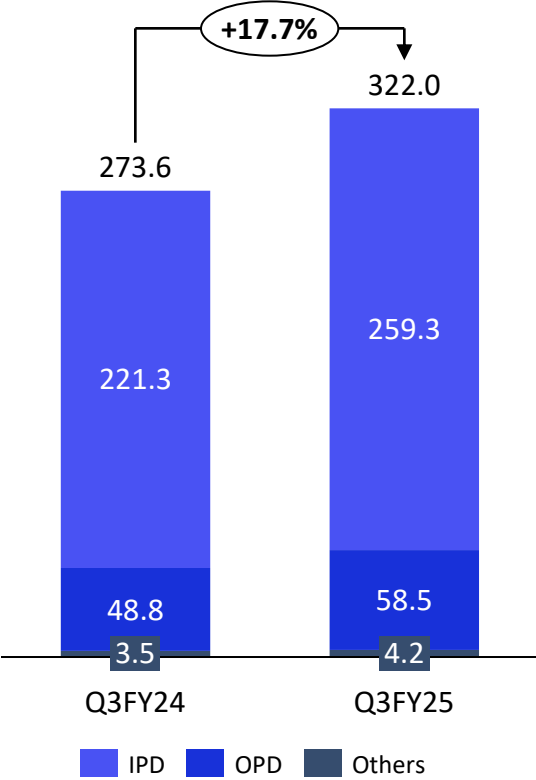
1) Operational beds includes census beds (bed available for mid-night occupancy such as intensive care units ("ICUs"), wards etc.) and non-census beds (all other bed available other than census beds, such as day-care beds, casualty beds etc.) (2) Average occupancy rate is calculated as census occupied bed days (i.e. midnight census of occupied census beds during the period) divided by available census bed days (i.e. census bed capacity multiplied by the applicable days in the relevant period) (3) Out-patient volume refers to the total number of Out-patient bills generated in a specific period. Inpatient volume refers to the total number of inpatient discharge in a specific period irrespective of admission date. (4) ARPOB is calculated as income from hospital services divided by census occupied bed days (i.e. midnight census of occupied census beds during the period) (5) ALOS is the average length of stay of patients in a specific period, calculated as census occupied bed days (i.e. midnight census of occupied census beds during the period) divided by inpatient volume.

Q3 FY25 Performance Highlights

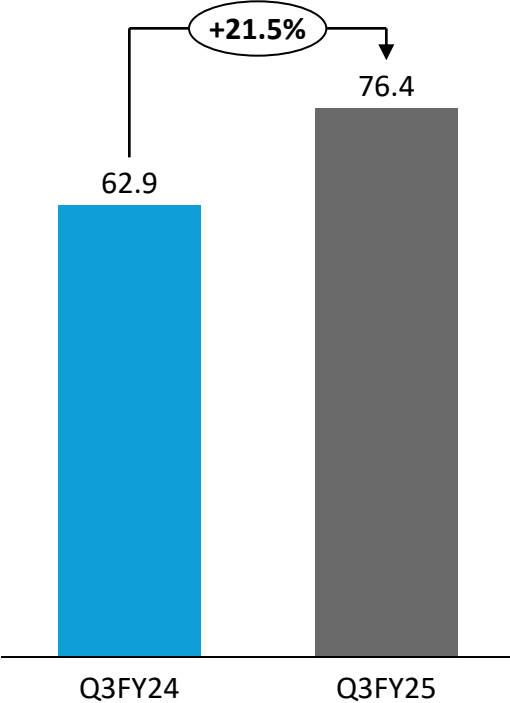


Rs in Crores

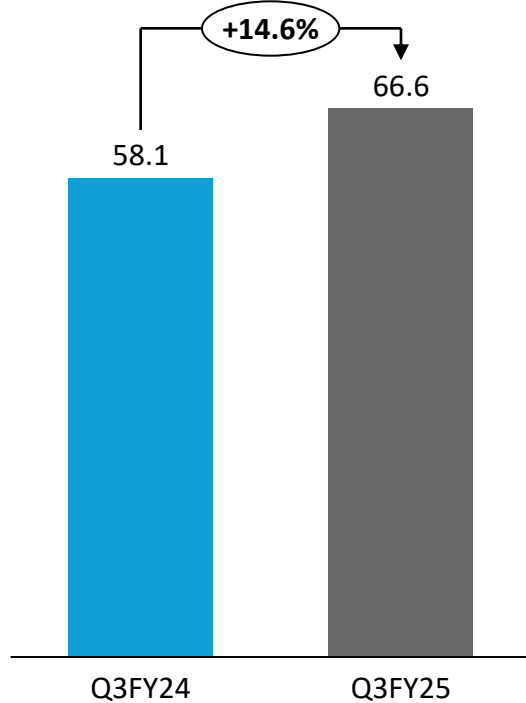
Total Income



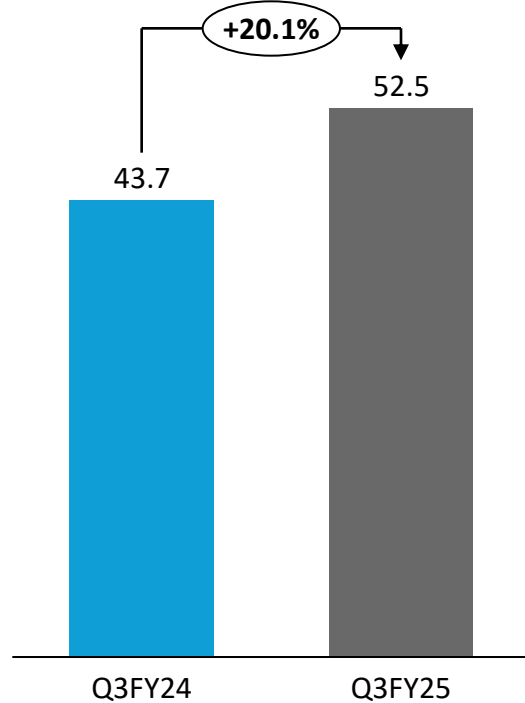
EBITDA



PBT






PAT



Operations at 3 Distinct Geographies



	Operating Beds ⁽¹⁾	Avg. Occupancy ⁽²⁾	ARPOB ⁽³⁾
 Thane (2007)	377	72.1%	68,300
 Pune (2017)	375	65.1%	57,300
 Indore (2020)	231	60.5%	44,200



Thane, Pune, Indore are accredited for NABH Digital Health - Gold Standard

As on 31st December '24 ARPOB rounded off to the nearest hundred

1) Operational beds includes census beds (bed available for mid-night occupancy such as intensive care units ("ICUs"), wards etc.) and non-census beds (all other bed available other than census beds, such as day-care beds, casualty beds etc.) (2) Average occupancy rate is calculated as census occupied bed days (i.e. midnight census of occupied census beds during the period) divided by available census bed days (i.e. census bed capacity multiplied by the applicable days in the relevant period) (3) ARPOB is calculated as income from hospital services divided by census occupied bed days (i.e. midnight census of occupied census beds during the period)

Scaling up for better care: Setting up New hospital / Bed additions



	Existing Hospitals			Upcoming Hospitals			Total
	Thane	Pune I (Baner)	Indore	Dombivli	Pune II (Bibevasdi)	Mira - Bhayander	
Location							
Total Bed Capacity	377	386	431	500	500	300	2,494
Operational Beds	377	375	309*	-	-	-	1,061
Expected Bed Addition Phase I	-	11	11	200-220	200-220	150-170	572-632
Expected Bed Addition Phase II	-	-	111	280-300	280-300	130-150	801-861
Capex Estimated (Rs in cr)	-	2.5	2.5#	500	500	400	1,400-1,600
Expected to Operationalise	-	-	-	Q1FY27	CY28	CY29	

*Added 78 beds in Indore Hospital on 1st January'25 with Capex of Rs 25 cr # for Phase I

Consolidated Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY	FY24
Revenue from Operations	317.8	270.1	17.7%	320.0	-0.7%	922.3	771.7	19.5%	1,059.8
Other Income - Operational	4.2	3.5		4.2		12.5	10.4		13.6
Total Income	322.0	273.6	17.7%	324.2	-0.7%	934.8	782.1	19.5%	1,073.4
Cost of Goods Sold	58.8	48.1		60.0		169.0	136.7		189.5
Gross Profit	263.2	225.5	16.7%	264.2	-0.4%	765.8	645.4	18.7%	884.0
Gross Profit Margin	81.7%	82.4%		81.5%		81.9%	82.5%		82.3%
Employee Cost	55.5	50.1		53.9		160.7	138.5		189.9
Professional Fees	78.9	68.0		79.8		230.9	199.6		271.4
Other Expenses	52.4	44.5		53.9		155.9	128.3		180.6
EBITDA	76.4	62.9	21.5%	76.6	-0.3%	218.3	178.9	22.0%	242.1
EBITDA Margin	23.7%	23.0%		23.6%		23.4%	22.9%		22.6%
Depreciation	14.0	10.7		14.4		39.4	32.0		42.4
EBIT	62.4	52.2	19.5%	62.2	0.3%	178.9	146.9	21.8%	199.7
EBIT Margin	19.4%	19.1%		19.2%		19.1%	18.8%		18.6%
Other Income - Finance	6.9	7.0		7.8		21.6	14.0		22.0
Finance Cost	2.8	1.0		1.1		5.0	25.4		26.3
Exceptional Item Gain / (Loss)	0.0	-0.2		0.0		0.0	-2.3		0.0
PBT	66.6	58.1	14.6%	68.9	-3.4%	195.6	133.2	46.8%	195.4
PBT Margin	20.7%	21.2%		21.3%		20.9%	17.0%		18.2%
Tax	14.0	14.4		17.4		47.0	1.9		18.8
PAT	52.5	43.7	20.1%	51.5	1.9%	148.6	131.3	13.2%	176.6
PAT Margin	16.3%	16.0%		15.9%		15.9%	16.8%		16.5%
Basic EPS*	8.01	6.56		7.86		22.67	22.16		28.65

#Includes benefit of deferred tax charge for 9MFY24 Rs 34.1 crores

* Not Annualised



PATIENT FIRST

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SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

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