

May 19, 2024

National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (E),  
Mumbai – 400 051.  
Symbol: RAINBOW

BSE Limited  
Corporate Relationship Department,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001.  
Scrip Code: 543524

**Sub: Earnings Presentation on Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2024.**

Dear Sir/ Madam,

Please find enclosed herewith the Earnings Presentation of the Company on Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2024, which the Company proposes to share with analysts/ investors.

We request you to kindly take the same on record.

Thanking You,

Yours Faithfully,

For **Rainbow Children's Medicare Limited**

**Ashish Kapil**  
**Company Secretary and Compliance Officer**

**Encl.:** As above

## Rainbow Children's Medicare Limited

**Registered Office:** 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills, Hyderabad, Telangana - 500034

**Corporate Office:** 8-2-19/1/a, Daulet Arcade, Karvy Lane, Road No.11, Banjara Hills, Hyderabad, Telangana - 500034

**Hyderabad:** Banjara Hills - 040 22334455 | Secunderabad - 040 42462200 | Kondapur IP - 040 42462400

Kondapur OP - 040 42462100 | Hyder Nagar - 040 42462300 | L B Nagar - 040 71111333 | Financial District - 1800 2122

**Vijayawada:** Currency Nagar - 0866 6669666 | Governorpet - 0866 6650250 | **Chennai:** Guindy - 044 40122444 | Sholinganallur - 044 - 69659000

**Bengaluru:** Marathahalli - 080 42412345 | Bannerghatta Road - 080 25512345 | Hebbal - 080 35061555

**Delhi:** Malviya Nagar - 011 66888866 | **Visakhapatnam:** Health City, Chinagadili - 0891 3501601 | Siripuram - 0891 3501555

# Q4 & FY23-24 EARNINGS UPDATE



**Rainbow<sup>®</sup>  
Children's  
Hospital**  
It takes a lot to treat the little.



**BirthRight<sup>™</sup>**  
BY RAINBOW HOSPITALS  
Your Right to a Safe Delivery



19<sup>th</sup> May, 2024

# Disclaimer

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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A testament to our  
**Gold Standard** in  
Exceptional patient care.



- Country's **first pediatric hospital** to have 2 flagship hub hospitals, one each in Hyderabad and Bengaluru, **awarded with JCI Accreditation<sup>1</sup>**
- Country's **first standalone fertility center** BirthRight Fertility, Kondapur, Hyderabad awarded **JCI Accreditation**

## Our Vision

Our aim at Rainbow Children's Hospital is to provide **highest standards of care for the mother, foetus, new born and children** so that none of them is deprived of a tertiary care facility.

## Our Mission

The measure of our success is in the number of smiling faces.



## Awards & Accolades



Best Hospital for Mother & Childcare  
Best Hospital for Obstetrics and Gynecology 2024



Guinness Book of World Record Holder for the largest gathering of people born prematurely – 2016



South East Asia's smallest baby born at Rainbow Children's Hospital, Hyderabad - 2018



**No.1 Paediatrics, and Gynaecology & Obstetrics Hospital India**  
Best Hospital Ranking - 2023



The Week and Hansa Research Survey – **India's No.1 in Pediatrics** standalone Hospitals – 2021 & 2022



BirthRight Fertility by Rainbow Hospitals is the **first accredited Fertility hospital in India**



**First & Only Pediatric hospital in India to get JCI accredited**



India's **first NABH accredited corporate children's hospital**



**12 of Rainbow Children's Hospital are NABH Accredited**



Awarded for "Excellence in Fertility in Elets Healthcare Innovation Award - 2023



Pharmacie De Qualite' certification from the Bureau of De Veritas – Rainbow Children's Hospital, Banjara Hills – 2017



Awarded Best Children's Hospital by CNBC TV 18 and ICICI Lombard - 2010, 2014, 2018



VCCircle – Best pediatric Hospital (under Best Single Specialty Healthcare Company Category – 2015, 2016



**Ranked No.1 Pediatric Hospital, India by Times Critical Care Survey – 2023, 2022, 2021**



Ranked No.1 Obstetrics and Gynecology Hospital in India Critical Care Survey – 2021



The Best Multi Specialty Hospital in Fertility and IVF category 2018-2019

# Rainbow Journey



## 1999-2010

Established standalone pediatric specialty hospital concept

Integrated perinatal services within the children's hospital

Expansion within Hyderabad and a new city - Vijayawada

## 2011-2013

Nurtured perinatal services

Enhanced Pediatric multi specialty and tertiary care services

Investment by the CDC Group, UK

## 2014-2017

Foray into newer cities – Bengaluru and New Delhi

Hub and Spoke model nurtured in Hyderabad

Second tranche of investment by the CDC Group, UK

## 2018-2024

Successful listing on the stock exchanges - NSE and BSE

Largest chain of comprehensive pediatric care with cutting-edge quaternary care services

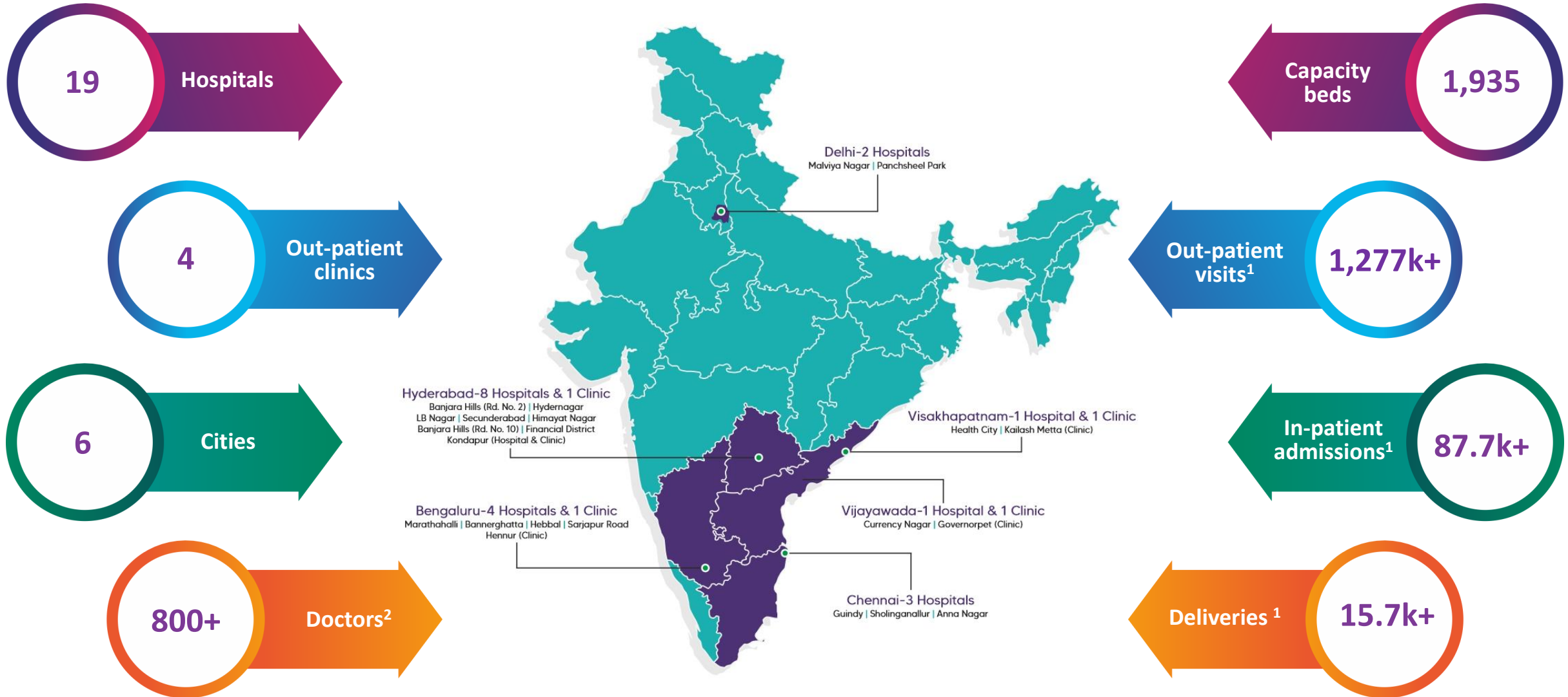
Largest pediatric training program in private healthcare in the country

Venturing into newer territories: Chennai and Visakhapatnam

Pioneering the way: The first pediatric hospital to have two flagship hub hospitals one each in Hyderabad and Bengaluru<sup>1</sup> and first fertility hospital to earn prestigious JCI accreditation

Note: <sup>1</sup> Rainbow children's Hospital, Marathahalli, Bengaluru received JCI accreditation report on 30<sup>th</sup> Apr, 2024, Certificate awaited

# Footprint of Rainbow Hospital



Note: <sup>1</sup> Numbers for FY24; <sup>2</sup> Including full time residents and DNB

# An insight into the Rainbow approach







# Dr. Ramesh Kancharla

## Pediatric Healthcare Visionary

### Chairman & Managing Director

Dr. Ramesh comes from an agricultural background from a village in Andhra Pradesh, India where the accessibility to healthcare was very poor. This motivated Dr. Ramesh to pursue medical education

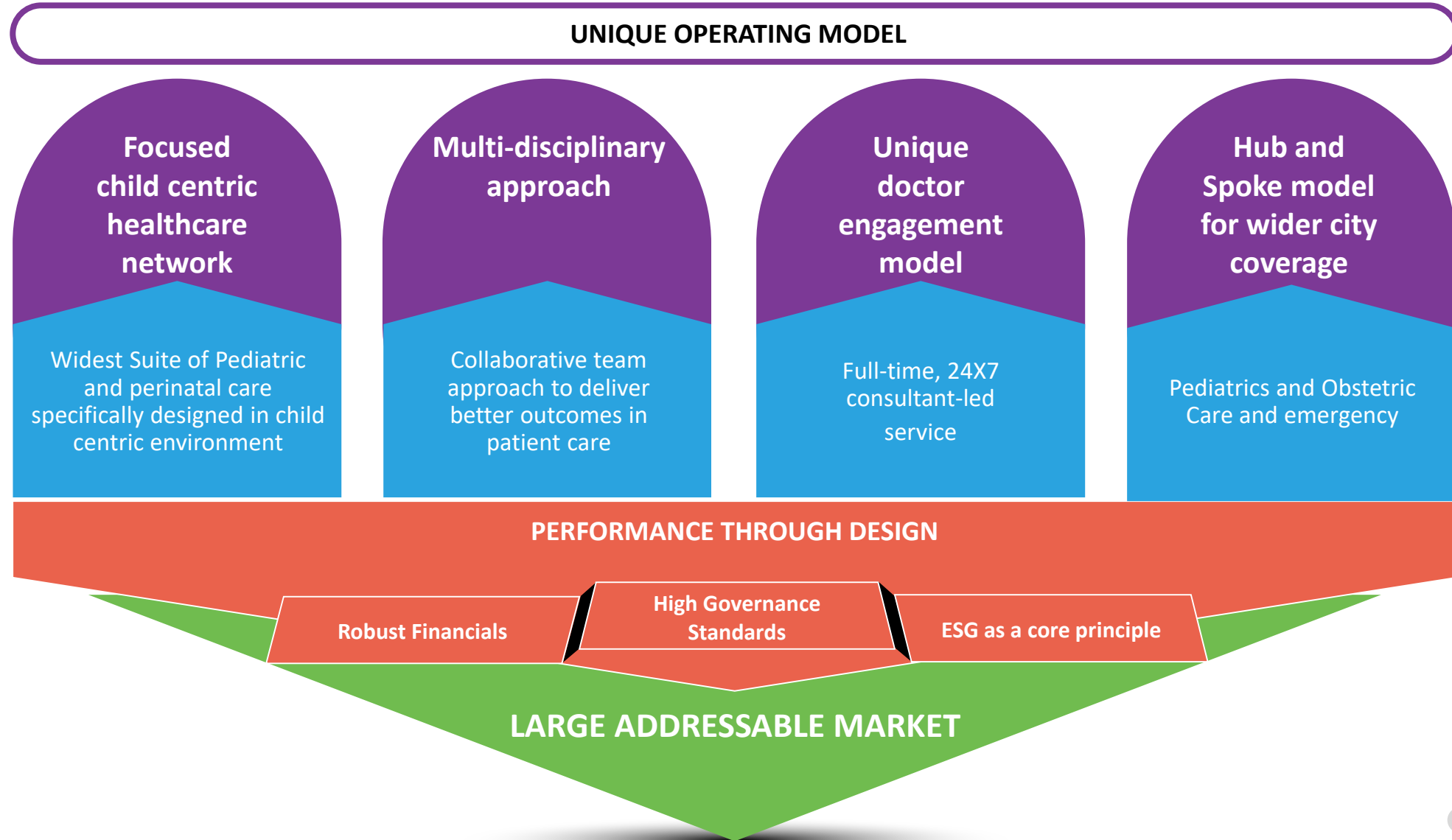
Garnered rich experience in pediatric gastroenterology and liver disease at best pediatric hospitals in the United Kingdom and got exposed to the nuances of pediatric healthcare model at these hospitals

Lack of quality pediatric healthcare in the country and his resolve that no child should suffer due to lack of dedicated medical facilities led to the foundation of Rainbow Children's Hospitals in 1999

Rainbow is currently the country's largest pediatric hospital chain with 19 hospitals spread across 6 cities

Bestowed with Healthcare leader of year award by the Financial Express, Healthcare award, 2024

# A novel approach in pediatrics healthcare services



# Ability to conceptualize, create and operate specialized children's hospitals



## Children Centric Hospitals



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



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

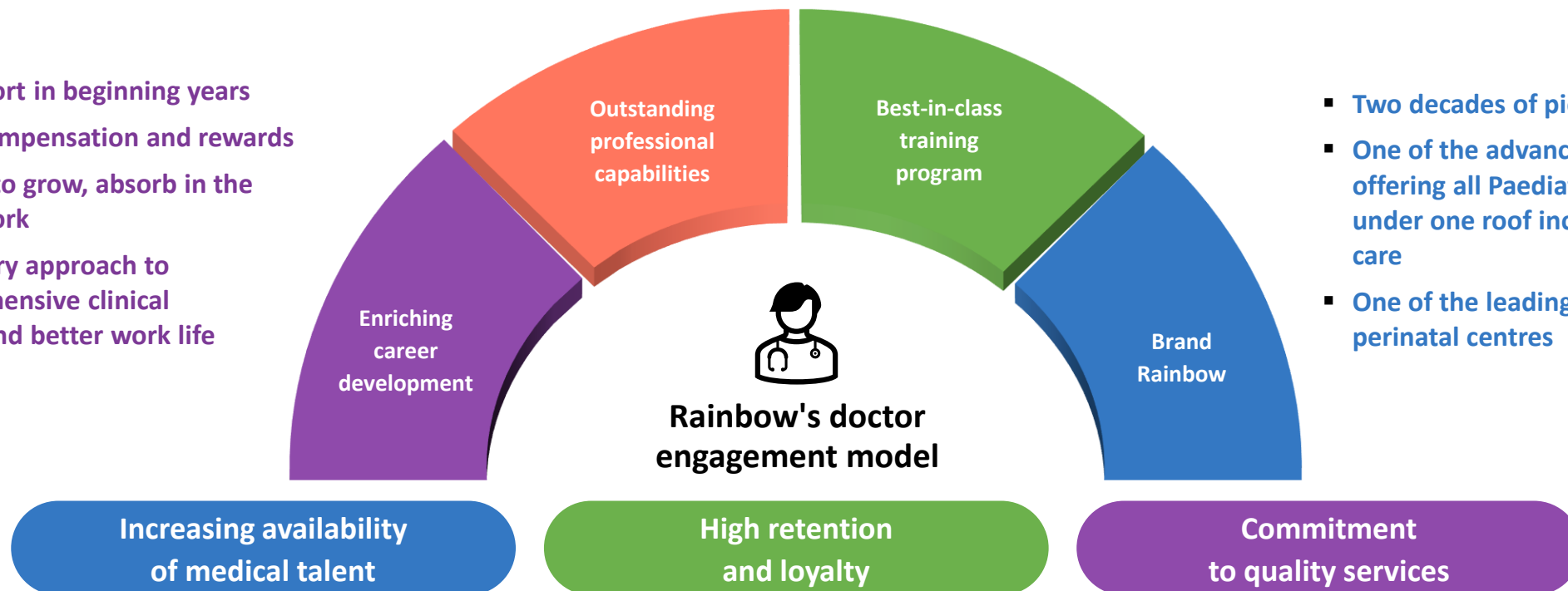


# Doctor engagement model fostering loyalty and sustainability with an institution-first approach

- **800+ full time doctors**
- **A number of doctors trained or possess qualifications from the UK, USA, Canada, Australia**
- **Modern infrastructure and clinical back-up to provide quality care**
- **Recognised as MRCPCH Examination Centre**
- **Recognised as training center<sup>1</sup> by National Board of Examinations**
- **Leading training program in India approved by National Board of Examinations**


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

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



Note: <sup>1</sup> For offering training in Pediatrics, Neonatology, Pediatrics Intensive Care, Pediatric sub specialties, Obstetrics and Gynaecology

# The specialist in comprehensive children's care



## Full suite of Pediatric offerings



### Pediatric Secondary Care

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

### Pediatric Tertiary Intensive Care

- Care of preterm babies with low/extremely low birth weight
- New born emergency transports
- Neonatal surgical Services
- Advanced ventilation including HFOV
- Pediatric neurocritical care services
- ECMO services



### Pediatric Multi-specialty & Quaternary Care

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

~1/3 of Beds Allocated to Critical Care

3 Hospitals Accredited by JCI<sup>#,1</sup>

12 Hospitals Accredited by NABH

# JCI accreditation received for Banjara Hills, Hyderabad, Marathahalli, Bengaluru & Fertility services at Kondapur Hospital

<sup>1</sup> Rainbow children's Hospital, Marathahalli, Bengaluru received JCI accreditation report on 30<sup>th</sup> Apr, 2024, Certificate awaited

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

Comprehensive services for all pediatric care needs

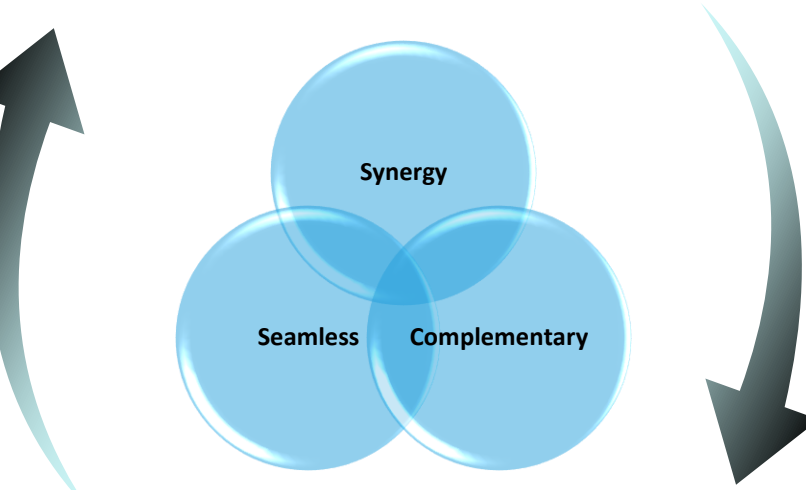
## Pediatrics

- 24\*7 full spectrum of Pediatric multi specialty cover with level 4 NICU care



Coordinated handholding for both perinatal and pediatric services

Ease of seeing both pediatrician and obstetrician



- Comprehensive perinatal service
- 24/7 Obstetrics, anesthesia, blood bank
- Maternity ICU

## Obstetrics, Fetal Medicine & Fertility

Fully integrated maternity care and fertility services

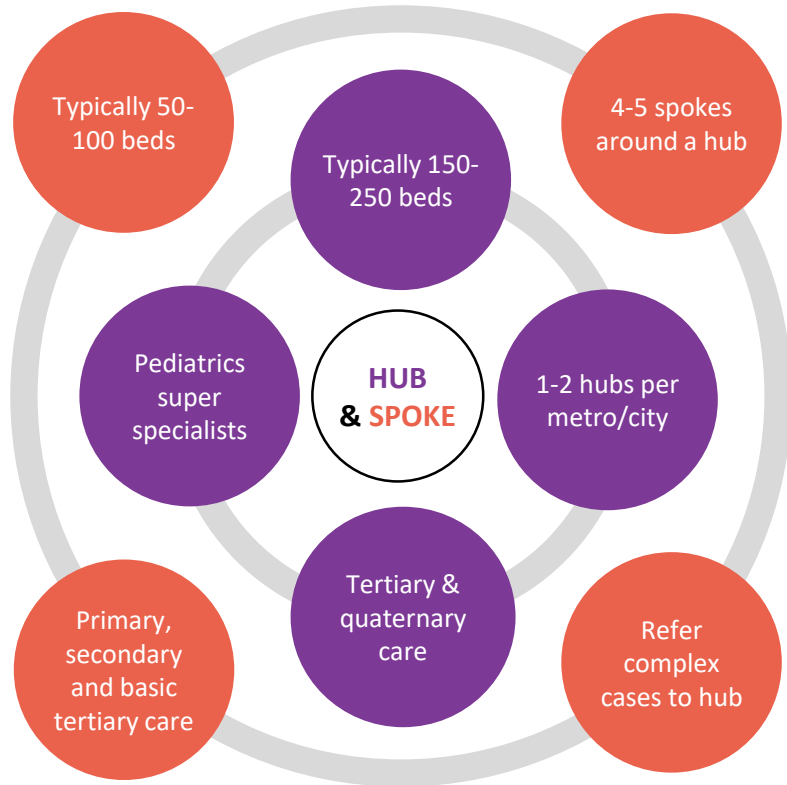
Accessibility/nativity/comfort/  
knows the system/strong recommendation  
from pediatrician

Full range of fetal service included cardiac  
echo/neonatologist consultation prior to  
delivery

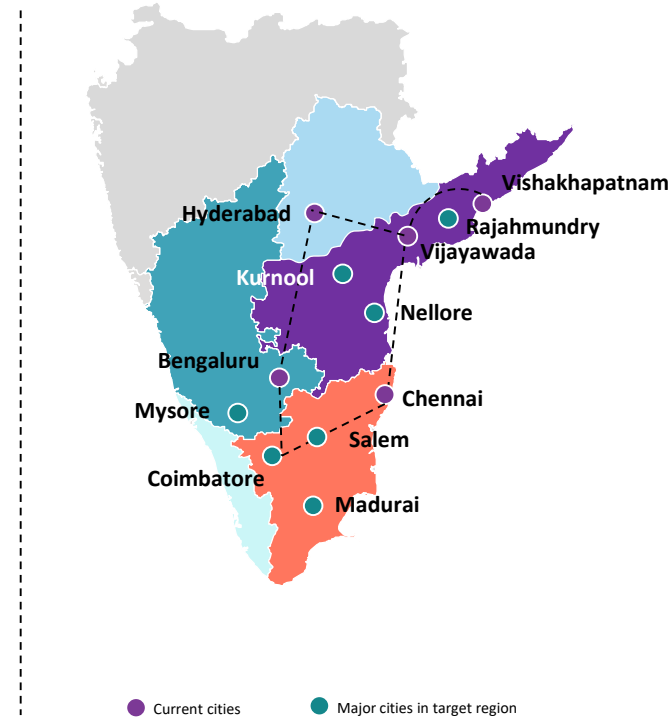


# Hub and Spoke approach to optimise delivery of patient care services at scale

## City level hub and spoke model



## Regional level “South Connect” model



Regional spokes at 200-250 kms from city hubs

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

- Robust transport network to save sick new born and children from districts
- Establish Pediatric sub-specialty outreach clinic at districts
- Provide emergency service for maternal and Pediatric patients

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

Financially prudent expansion

Network effect and synergies enhance operational efficiencies

# Hyderabad - Hub & Spoke Model



- Hub Hospital (Banjara) is centrally situated, providing accessibility from all part of the city
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically located to ensure convenient access for nearby towns and cities



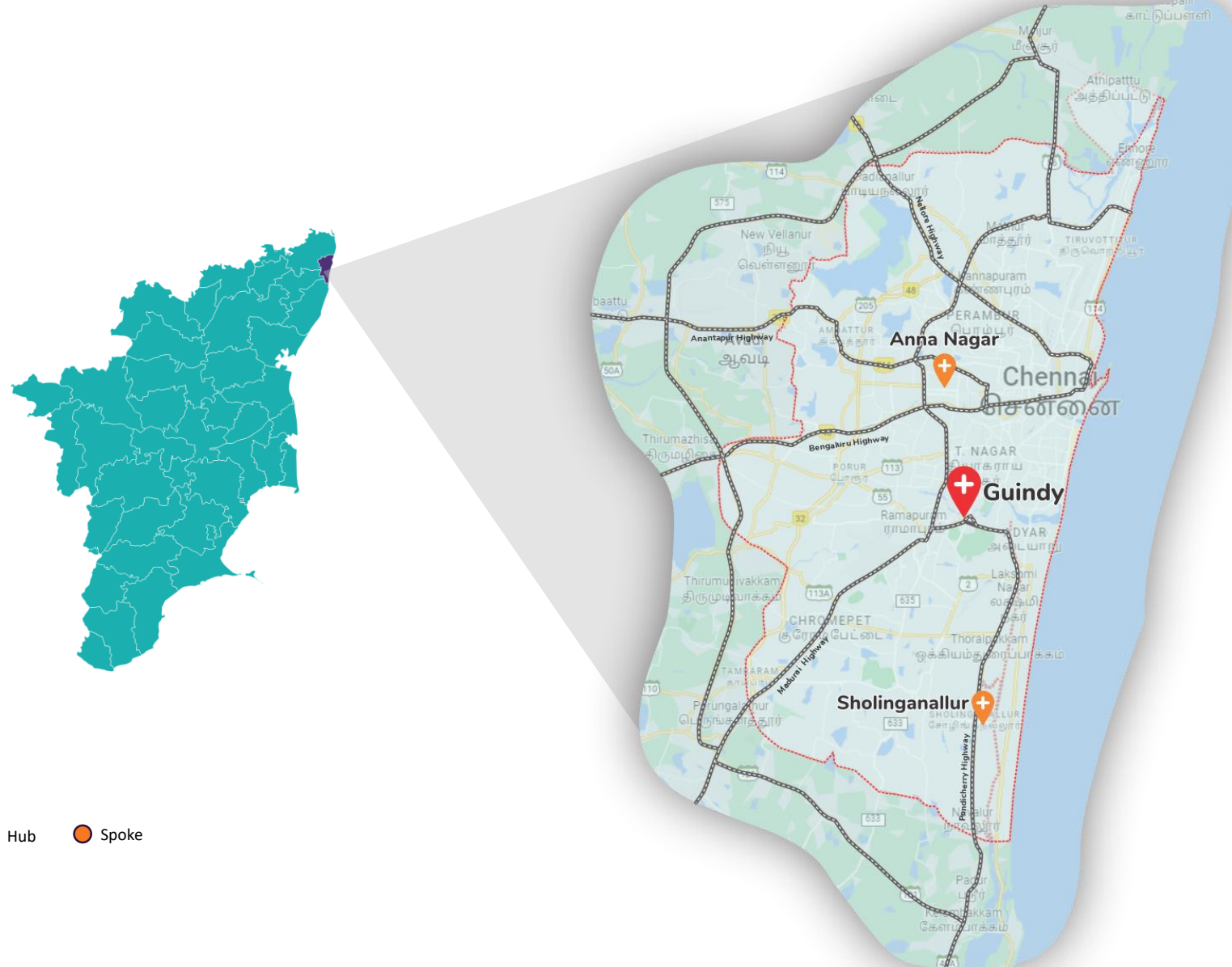
# Bengaluru - Hub & Spoke Model



● Hub ● Spoke ● Upcoming

- Hub Hospital (Marathahalli) is situated on the Outer Ring Road, ensuring convenient access from every part of the city.
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically positioned to ensure convenient access for nearby towns and cities

# Chennai - Hub & Spoke Model



● Hub ● Spoke

- Hub Hospital (Guindy) is situated at the heart of Chennai having convenient access from every part of the city.
- Spokes hospitals are situated at areas experiencing rapid growth and development
- Strategically positioned to ensure convenient access for nearby towns and cities

# Robust governance framework

# High Governance Standard

## Board of directors



### Dr. Ramesh Kancharla

Chairman & Managing Director  
MD (Pediatrics) & MBBS (UK)

- Specialist in Pediatric Gastroenterology, Hepatology and Nutrition
- Worked in prestigious hospitals such as King's College Hospital, London, Great Ormond Street Children's Hospital –London and is a member of the Royal Colleges of Physicians of the United Kingdom
- Bestowed with 'healthcare leader of year' award at the Financial Express, Healthcare award, 2024



**Dr. Dinesh Kumar Chirla**  
Whole-time Director



**Dr. Adarsh Kancharla**  
Non Executive Director



**Mr. Aluri Srinivasa Rao**  
Independent Director



**Dr. Anil Dhawan**  
Independent Director

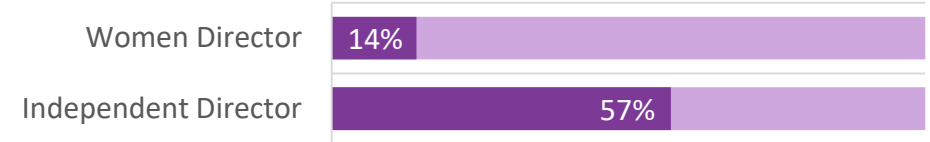


**Mr. Santanu Mukherjee**  
Independent Director

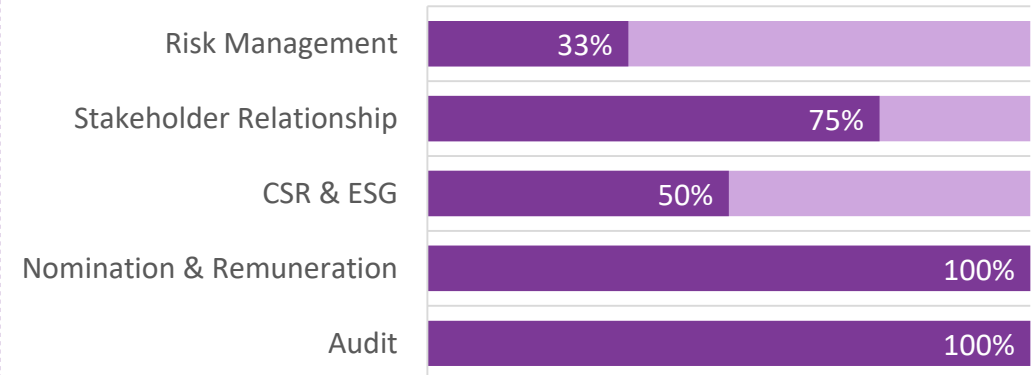


**Ms. Sundari Raviprasad Pisupati**  
Independent Director

## Board composition



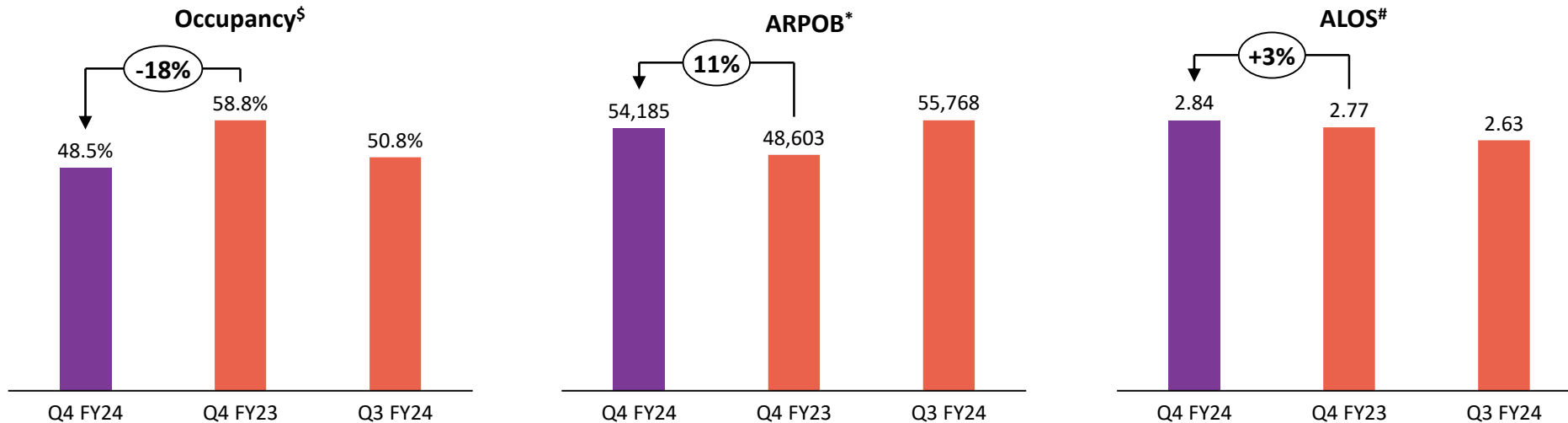
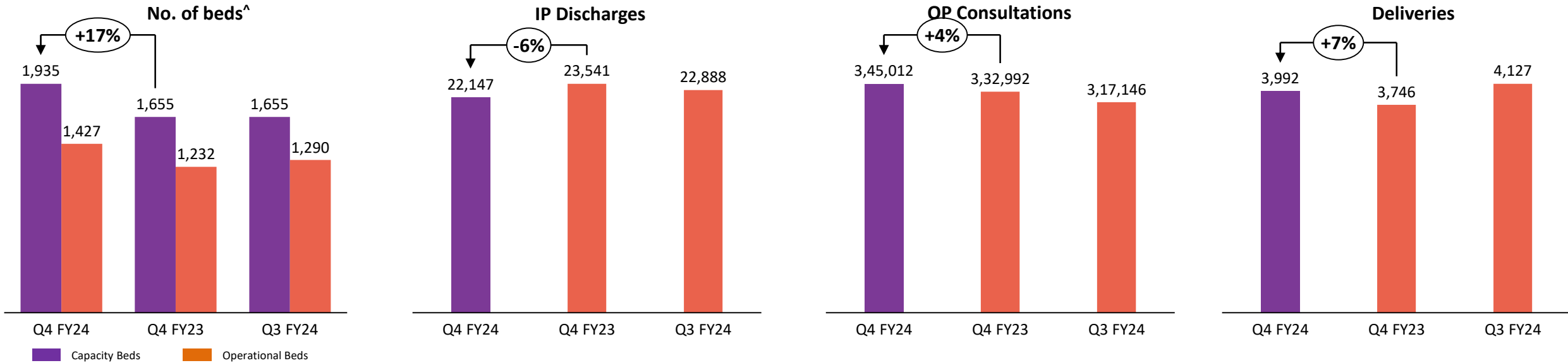
## Committees of the board



■ % Independent Directors

# Quarterly Performance

# Q4 FY24 - Operational KPIs (1/2)



<sup>^</sup> Weighted average operational bed for the quarter/period are considered for occupancy calculations. (Financial district, Hyderabad hospital commenced operations on 1<sup>st</sup> Mar, 2023 with 87 operational beds, Weighted average beds for financial district is considered in Q4 FY23. Himayatnagar, Hyderabad commenced operations on 4<sup>th</sup> Jan, 2024 with 54 operational beds Sarjapur Road, Bengaluru commenced operations on 1<sup>st</sup> Feb, 2024 with 70 operational beds Anna Nagar Chennai and Hydernagar, Hyderabad block II commenced operations on 1<sup>st</sup> Mar, 2024 with 65 & 44 operational beds respectively Weighted average beds for these hospitals are considered in Q4 FY24

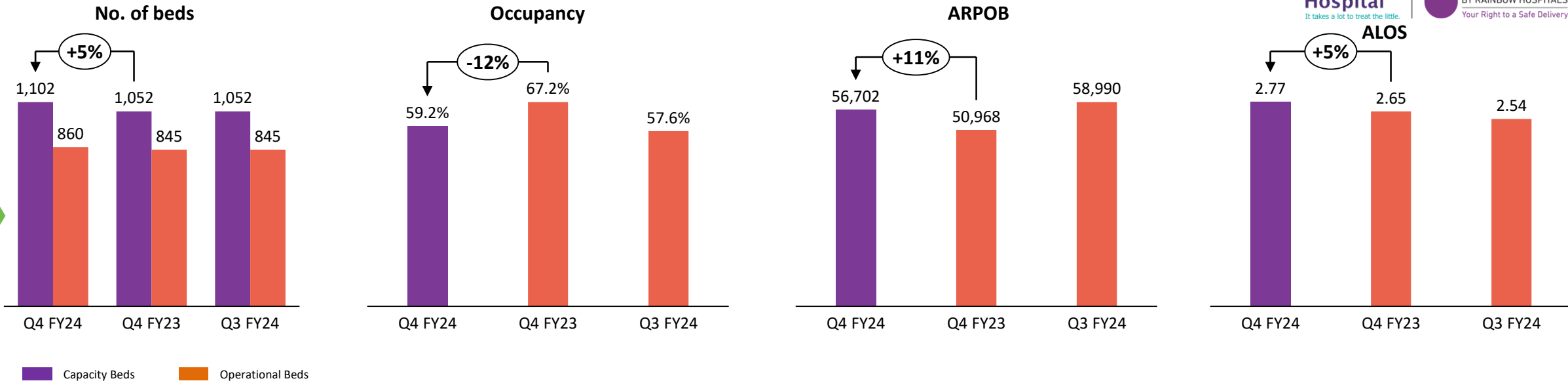
<sup>\*</sup> ARPOB = Total operating revenue / occupied bed days for the period  
<sup>#</sup> ALOS = occupied bed days / total IP discharges

Occupied Bed Days = sum of midnight census for the period

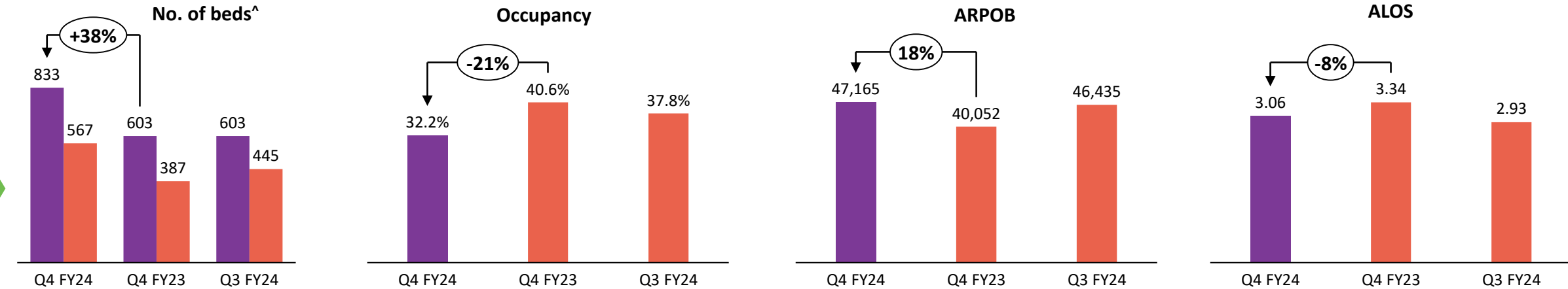
<sup>§</sup> Occupancy = Occupied bed days / (Weighted operational beds for the period \* no. of days for the period)

# Q4 FY24 - Operational KPIs (2/2)

Matured Hospitals\*



New Hospitals<sup>§</sup>



\* Matured Hospitals include the hospitals which have completed 5 years of operations as on 31<sup>st</sup> March, 2023. Rainbow Children hospital, New Delhi completed 5 years and is categorized as matured hospital from this financial year. Historical data will not match due to this change.

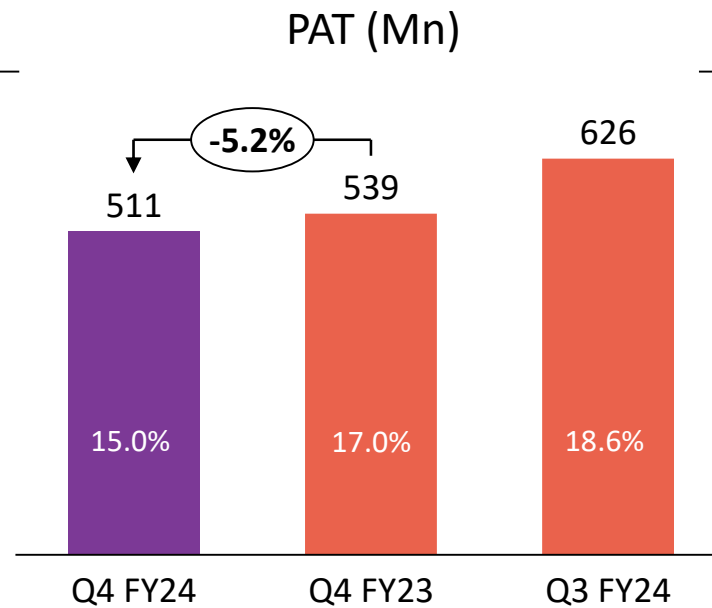
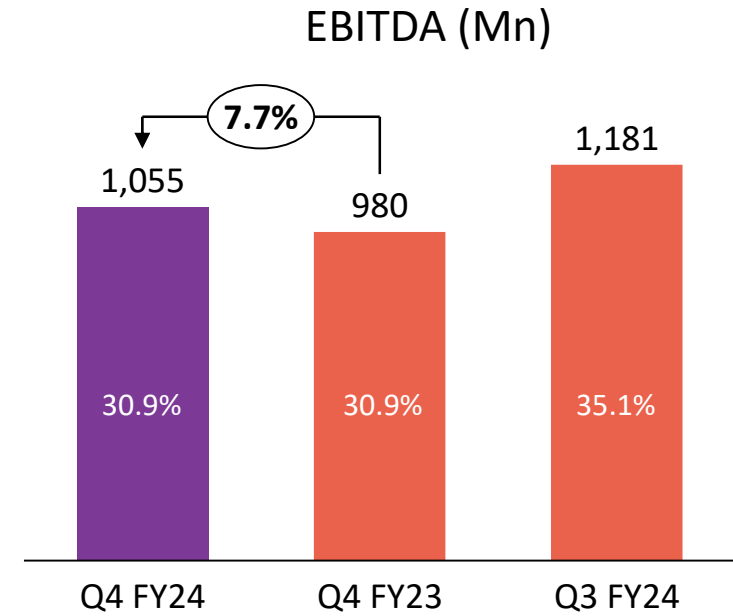
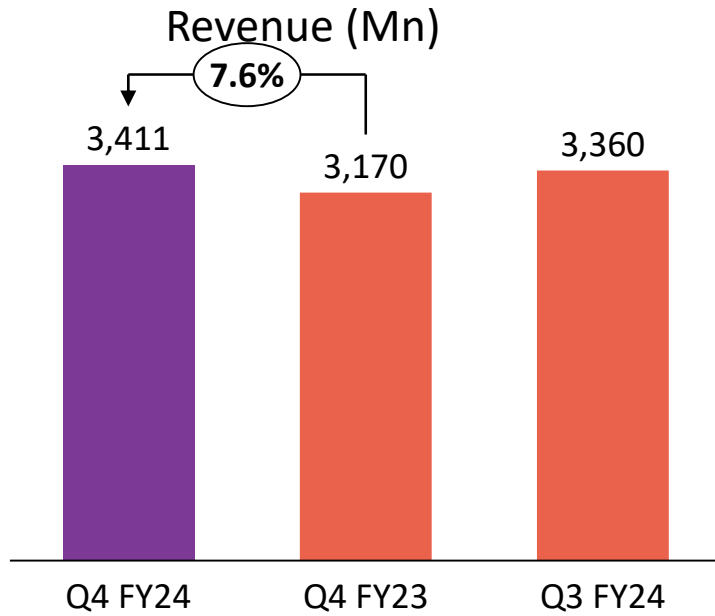
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Himayatnagar, Hyderabad commenced operations on 4<sup>th</sup> Jan, 2024 with 54 operational beds Sarjapur Road, Bengaluru commenced operations on 1st Feb, 2024 with 70 operational beds

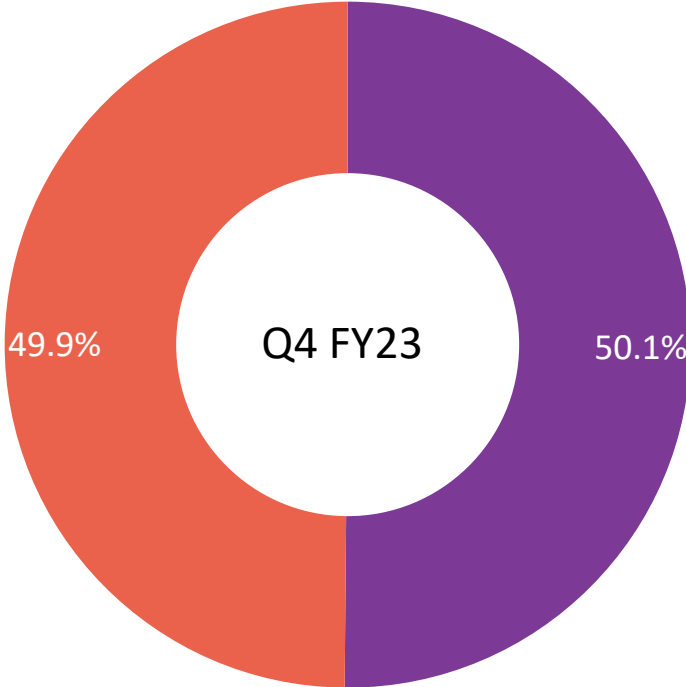
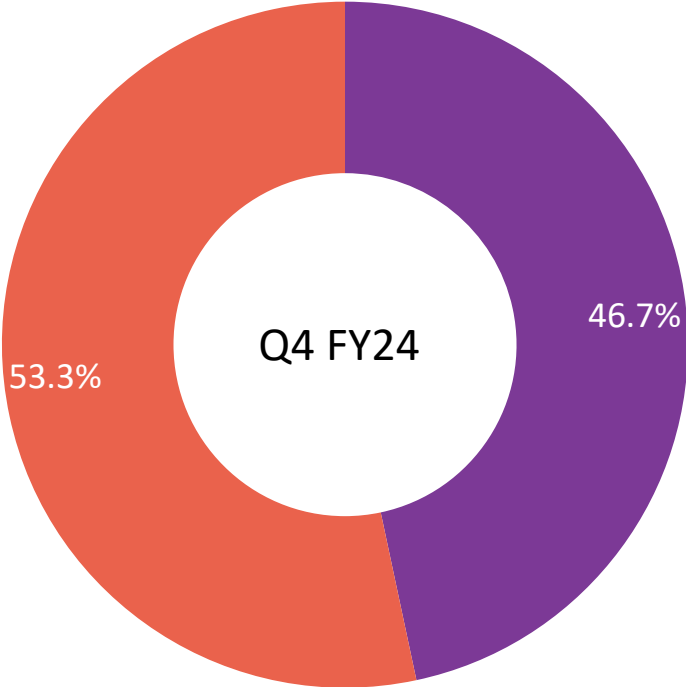
Anna Nagar Chennai and Hydernagar, Hyderabad block II commenced operations on 1st Mar, 2024 with 65 & 44 operational beds respectively Weighted average beds for these hospitals are considered in Q4 FY24

<sup>§</sup> New Hospitals include the hospitals which are under 5 years of operations : 1. Rainbow Children's Hospital, Guindy, Chennai, 2. Rainbow Children's Heart Institute, Hyderabad, 3. Rosewalk by Rainbow Hospitals, New Delhi, 4. Rainbow Children's Hospital, Hebbal, Bangalore 5. Rainbow Children's Hospital, Visakhapatnam, 6. Rainbow Children's Hospital, OMR, Chennai 7. Rainbow Children's Hospital, Financial District, Hyderabad 8. Rainbow Children's Hospital, Himayatnagar, Hyderabad 9. Rainbow Children's Hospital, Sarjapur Road, Bengaluru 10. Rainbow Children's Hospital, Anna Nagar, Chennai

# Q4 FY24 - Financial Performance



# Q4 FY24 – Payor Profile<sup>1</sup>



 Cash  Insurance

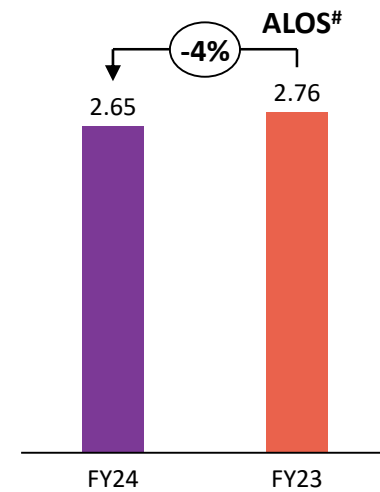
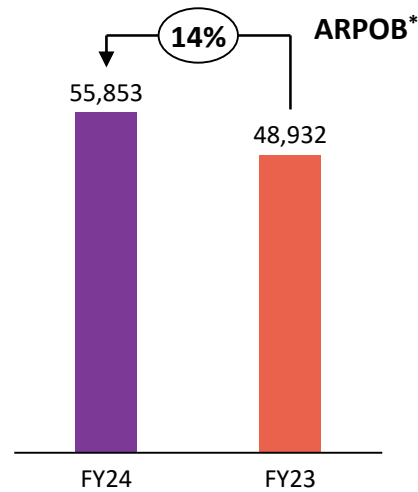
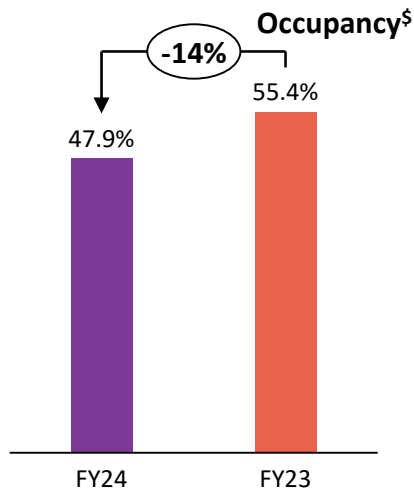
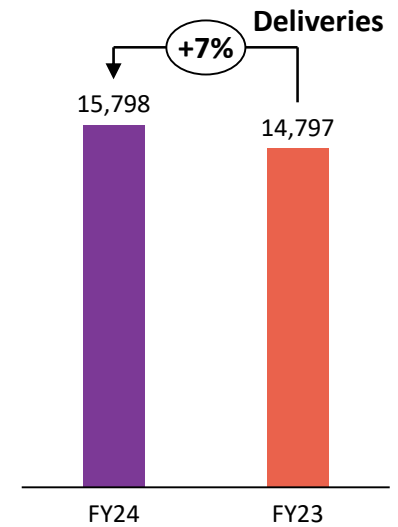
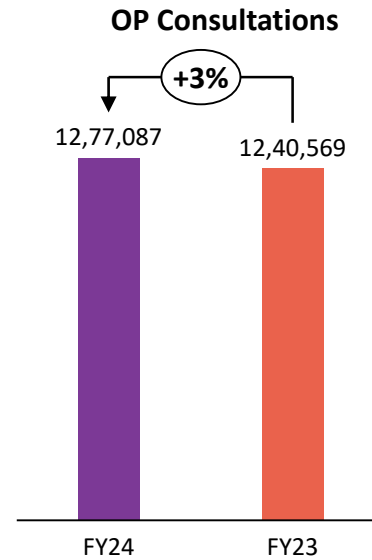
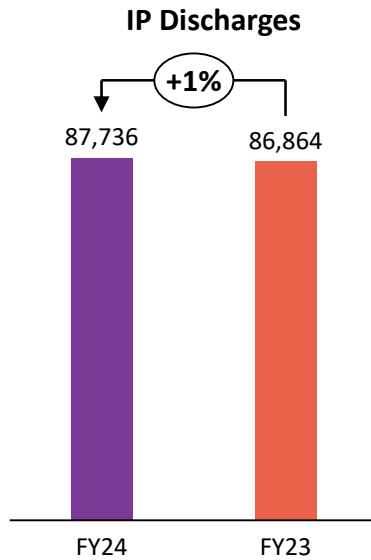
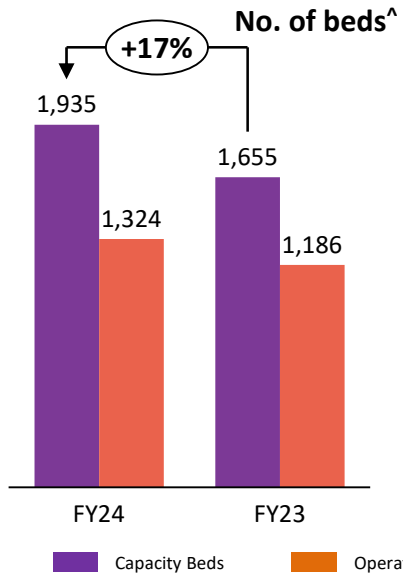
<sup>1</sup>The payor profile represents only Inpatient Income (IP) ; Outpatient Income is excluded





# YEARLY Performance

# FY24 - Operational KPIs (1/2)



<sup>^</sup> Weighted average operational bed for the Quarter/period are considered for occupancy calculations. . (OMR, Chennai and Financial district, Hyderabad hospital commenced operations on 1<sup>st</sup> Sep, 2022 & 1<sup>st</sup> Mar, 2023 with 45 & 87 operational beds respectively. Weighted average beds for the period are considered in FY23  
 Himayatnagar, Hyderabad commenced operations on 4<sup>th</sup> Jan, 2024 with 54 operational beds  
 Sarjapur Road, Bengaluru commenced operations on 1<sup>st</sup> Feb, 2024 with 70 operational beds  
 Anna Nagar Chennai and Hydernagar, Hyderabad block II commenced operations on 1<sup>st</sup> Mar,2024 with 65 & 44 operational beds respectively  
 Weighted average beds for these hospitals are considered in FY24

<sup>\*</sup> ARPOB = Total operating revenue / occupied beds days for the period

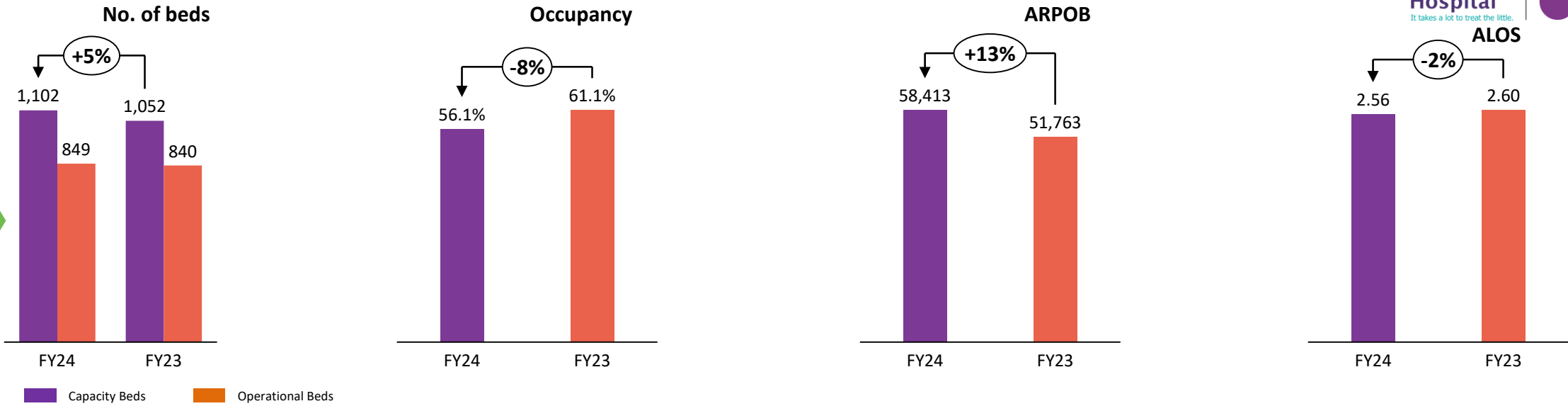
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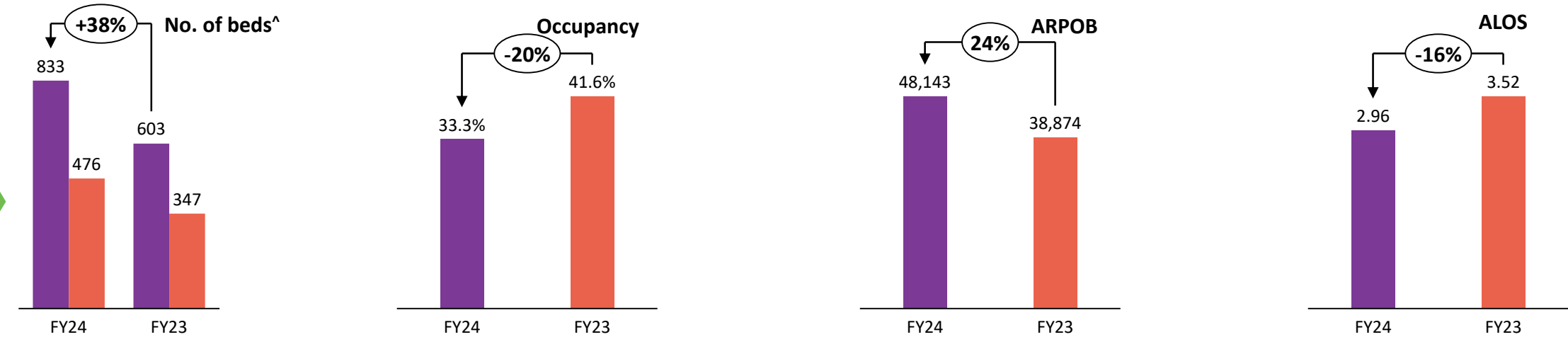
<sup>§</sup>Occupancy = Occupied bed days / (Weighted operational beds for the period \* no. of days for the period)

# FY24 - Operational KPIs (2/2)

Matured Hospitals\*



New Hospitals<sup>§</sup>

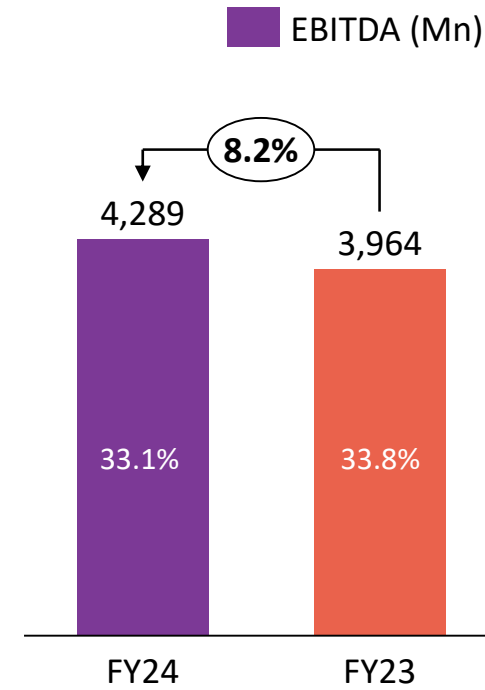
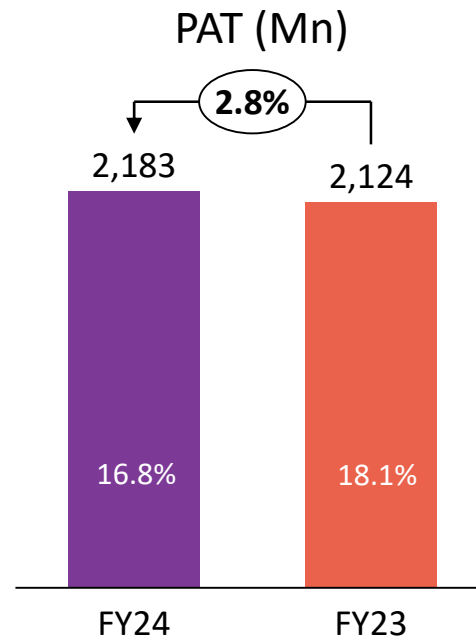
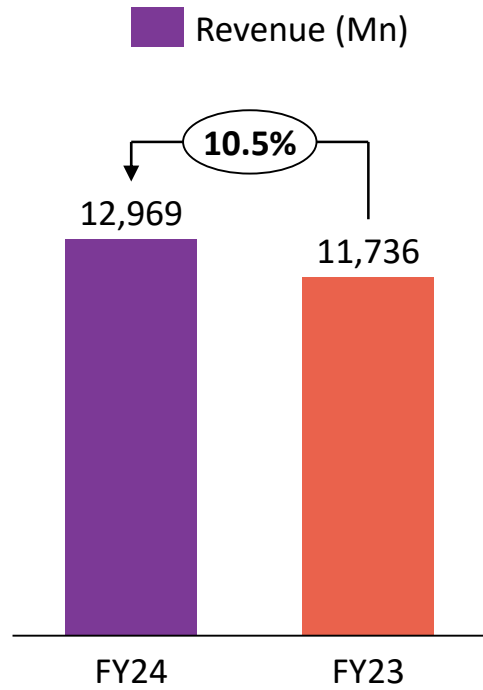


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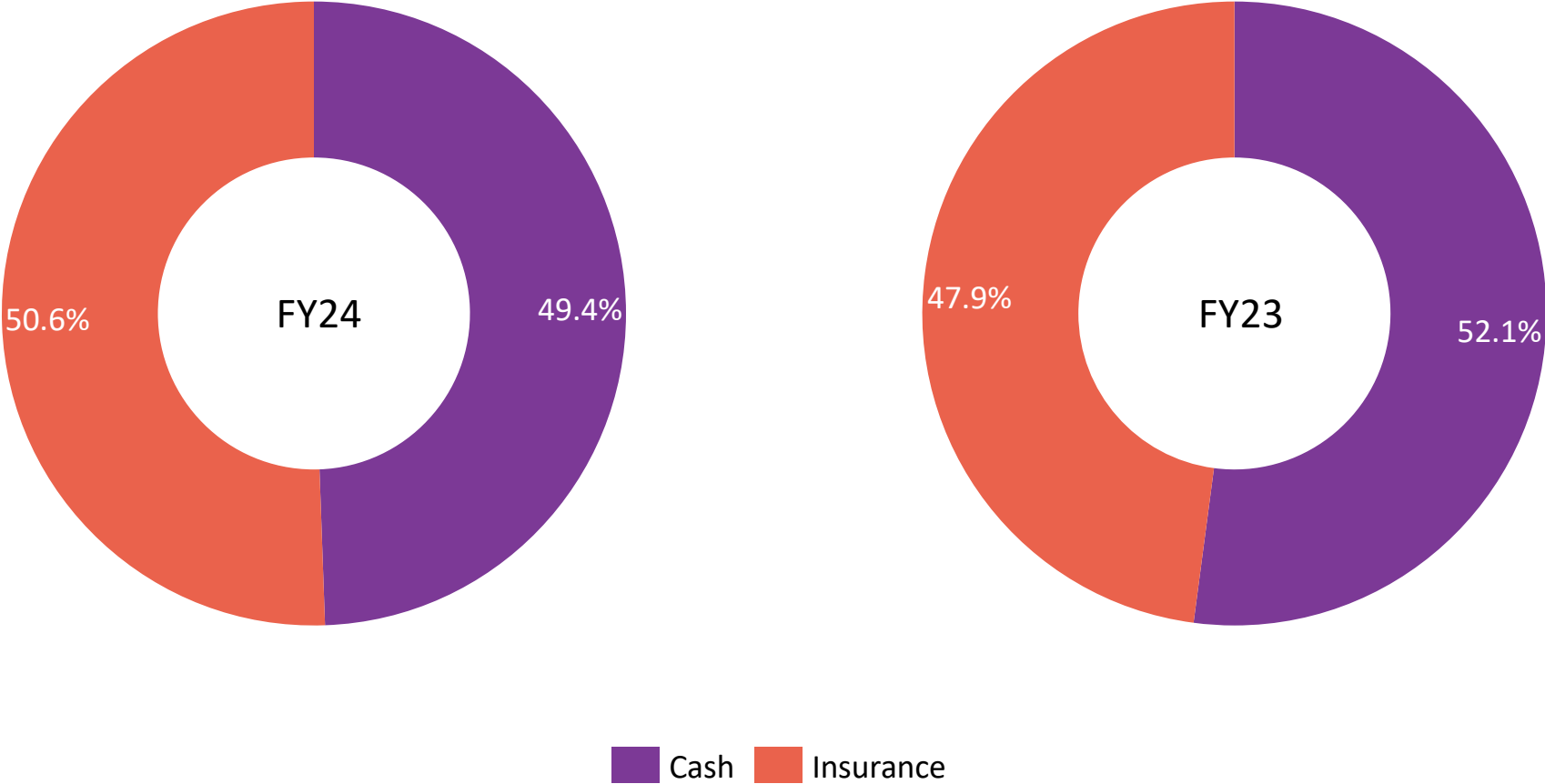
<sup>^</sup> Weighted average operational bed for the quarter/period are considered for occupancy calculations. (OMR, Chennai and Financial district, Hyderabad hospital commenced operations on 1<sup>st</sup> Sep, 2022 & 1<sup>st</sup> Mar, 2023 with 45 & 87 operational beds respectively. Weighted average beds for the period are considered in FY23 Himayatnagar, Hyderabad commenced operations on 4<sup>th</sup> Jan, 2024 with 54 operational beds Sarjapur Road, Bengaluru commenced operations on 1<sup>st</sup> Feb, 2024 with 70 operational beds Anna Nagar Chennai and Hydernagar, Hyderabad block II commenced operations on 1<sup>st</sup> Mar, 2024 with 65 & 44 operational beds respectively Weighted average beds for these hospitals are considered in FY24

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# FY24 - Financial Performance



# FY24 – Payor Profile<sup>1</sup>



<sup>1</sup>The payor profile represents only Inpatient Income (IP) ; Outpatient Income is excluded

# Consolidated statement of profit and loss

All numbers in INR mm	Q4 FY24	Q4 FY23	YoY Growth	Q3 FY24	QoQ Growth	FY24	FY23	YoY Growth
<b>Income</b>								
Revenue from operations	3,411.0	3,169.7	7.6%	3,359.6	1.5%	12,969.0	11,735.7	10.5%
Other income	127.8	89.0	43.6%	86.1	48.4%	370.6	308.7	20.1%
<b>Total income</b>	<b>3,538.8</b>	<b>3,258.6</b>	<b>6.3%</b>	<b>3,445.7</b>	<b>2.7%</b>	<b>13,339.6</b>	<b>12,044.4</b>	<b>10.8%</b>
<b>Expenses</b>								
Medical consumables and pharmacy items consumed	419.4	427.3	-1.9%	427.0	-1.8%	1,652.8	1,582.8	4.4%
Employee benefits expense	484.2	405.9	19.3%	434.3	11.5%	1,761.7	1,440.6	22.3%
Finance costs	168.5	140.7	19.7%	142.6	18.1%	590.5	552.0	7.0%
Depreciation and amortisation expense	323.0	227.3	42.1%	276.6	16.8%	1,120.8	902.7	24.2%
Professional fees to doctors	788.3	719.3	9.6%	772.1	2.1%	3,053.7	2,723.1	12.1%
Other expenses	663.8	637.1	4.2%	545.5	21.7%	2,212.0	2,025.5	9.2%
<b>Total expenses</b>	<b>2,847.1</b>	<b>2,557.6</b>	<b>11.3%</b>	<b>2,598.0</b>	<b>9.6%</b>	<b>10,391.5</b>	<b>9,226.6</b>	<b>12.6%</b>
<b>Profit before tax</b>	<b>691.7</b>	<b>701.0</b>	<b>-1.3%</b>	<b>847.7</b>	<b>-18.4%</b>	<b>2,948.1</b>	<b>2,817.8</b>	<b>4.6%</b>
Tax expenses:								
(a) Current tax	140.4	213.9	-34.4%	235.7	-40.4%	770.4	840.8	-8.4%
(b) Deferred tax expense/(credit)	40.7	-51.6	-178.9%	-13.8	-395.7%	-5.1	-146.8	-96.5%
<b>Total tax expense</b>	<b>181.1</b>	<b>162.4</b>	<b>11.5%</b>	<b>221.9</b>	<b>-18.4%</b>	<b>765.3</b>	<b>694.0</b>	<b>10.3%</b>
<b>Profit for the period/year</b>	<b>510.7</b>	<b>538.6</b>	<b>-5.2%</b>	<b>625.7</b>	<b>-18.4%</b>	<b>2,182.9</b>	<b>2,123.8</b>	<b>2.8%</b>
<b>EBITDA (Post Ind AS 116 &amp; excluding other income)</b>	<b>1,055.4</b>	<b>980.1</b>	<b>7.7%</b>	<b>1,180.8</b>	<b>-10.6%</b>	<b>4,288.8</b>	<b>3,963.8</b>	<b>8.2%</b>
<b>Less: IND AS 116 Impact</b>	<b>200.9</b>	<b>157.4</b>		<b>179.2</b>		<b>725.0</b>	<b>594.3</b>	
<b>EBITDA (Pre Ind AS 116 &amp; excluding other income)</b>	<b>854.5</b>	<b>822.7</b>	<b>3.9%</b>	<b>1,001.6</b>	<b>-14.7%</b>	<b>3,563.8</b>	<b>3,369.5</b>	<b>5.8%</b>
<b>PAT (Post Ind AS 116)</b>						<b>2,182.9</b>	<b>2,123.8</b>	
<b>PAT (Pre Ind AS 116)</b>						<b>2,384.4</b>	<b>2,334.4</b>	

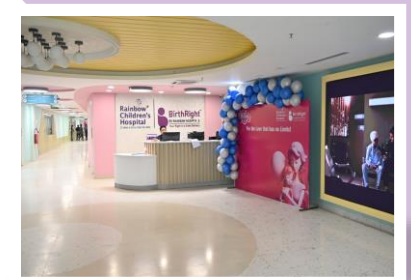


# Key Developments

# Key developments

## - Commencement of new 90 beds hospital at Sarjapur Road, Bengaluru

- Rainbow Children's Hospital, Sarjapur Road is Rainbow's 4th pediatric specialty hospital with integrated perinatal care in Bengaluru.
- The Sarjapur Road region is an affluent residential and commercial area in South East Bengaluru. It is a popular and rapidly developing locality, well connected to established technology parks and corporate offices in Whitefield and Electronic City. The region serves as the preferred residential location for the young affluent IT professionals of South East Bengaluru.
- The hospital on Sarjapur Road will provide comprehensive Pediatric and obstetrics services, which includes 24X7 consultant, led emergency care in pediatrics and obstetrics, outpatient services and level 3 Neonatal and Pediatric intensive care services. The hospital will complement the services offered at the Hub hospital at Marathahalli.
- The company further strengthened its presence in Bengaluru, reaching a cumulative bed strength of 442 beds.





# Key developments

## - Commencement of new 80 beds hospital at Anna Nagar, Chennai

- Rainbow Children’s Hospital, Anna Nagar is Rainbow’s 3rd pediatric specialty hospital with integrated perinatal care in Chennai
- Anna Nagar is a well-developed locality in north-west Chennai with an excellent social infrastructure and good connectivity to IT Parks and commercial complexes through public transport and major arterial roads. This upscale region serves as preferred residential location for young professionals and families in north-west Chennai.
- The hospital at Anna Nagar will provide comprehensive Pediatric and obstetrics services, which includes 24X7 consultant, led emergency care in pediatrics and obstetrics, outpatient services and level 3 Neonatal and Pediatric intensive care services. The hospital will complement the services offered at the Hub hospital at Guindy.
- The company further strengthened its presence in Chennai, reaching a cumulative bed strength of 270 beds.



# FE Healthcare Awards - 2024

Rainbow bagged 3 awards by the Financial Express, Healthcare award, 2024

- Healthcare Leader of the Year
- Best Hospital for Mother & Childcare
- Best Hospital for Obstetrics and Gynecology



## IVF Expansion

- Rainbow has commenced IVF Services at 8 hospitals during the current Financial year
- Rainbow provides IVF services at 11 hospitals currently and plan to add IVF services across existing hospitals and add in new upcoming hospitals
- Addition of IVF services will further strengthen the Birthright services and provide one stop solution to patients looking for all women care services under one roof

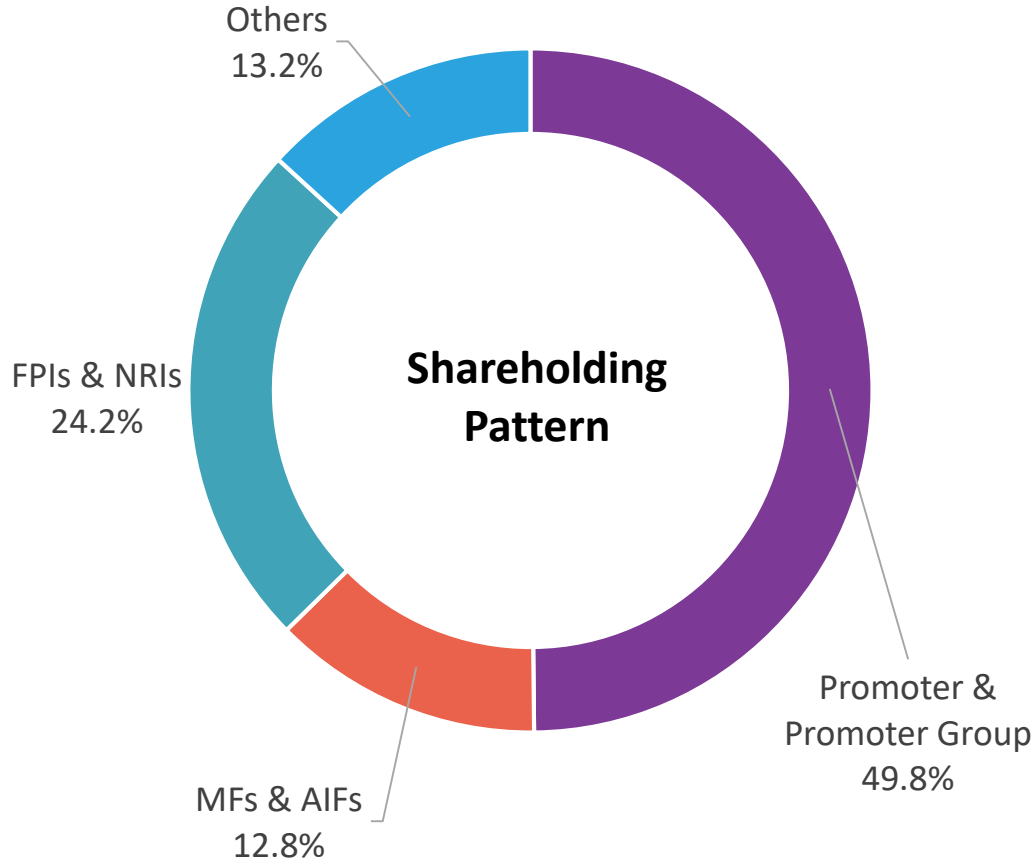


# Expansion Plan & Timelines

City / Cluster	Current Capacity	FY : 24-25	FY : 25-26	FY : 26-27	Total
Hyderabad	940				940
Bengaluru	442	Hennur (~60)			502
Tamil Nadu	270		Coimbatore (~100)		370
National Capital Region (NCR)#	24			Gurugram Sector – 44 (~300) Sector – 56 (~100)	424
Andhra Pradesh	259	Rajahmundry (~100)			359
<b>Total Beds</b>	<b>1,935</b>	<b>160</b>	<b>100</b>	<b>400</b>	<b>2595</b>

# Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services  
 () indicates no. of beds

# Shareholding – as on March 31, 2024



Institutional Shareholders holding more than 1% as on March 31, 2024		
Sr. No	Name of Shareholder	Share Holding (%)
1	AMANSA HOLDINGS PRIVATE LIMITED	2.92
2	DSP EQUITY & BOND FUND	2.78
3	AXIS MUTUAL FUND TRUSTEE LTD A/C	2.17
4	ABU DHABI INVESTMENT AUTHORITY	1.97
5	HDFC LIFE INSURANCE COMPANY LIMITED	1.80
6	NIPPON LIFE INDIA TRUSTEE LTD-A/C	1.59
7	FRANKLIN TEMPLETON INVESTMENT FUNDS - FRANKLIN INDIA FUND	1.57
8	ASHOKA WHITEOAK ICAV- ASHOKA WHITEOAK INDIA OPPORTUNITIES FUND	1.56
9	STICHTING DEPOSITARY APG EMERGING MARKETS EQUITY POOL	1.52
10	GOVERNMENT PENSION FUND GLOBAL	1.13

MFs - Mutual Funds, AIFs - Alternative Investment Fund, FPIs - Foreign Portfolio Investors, NRIs - Non- Resident Indians

# Thank You

“It takes a lot to treat the little”






# Appendix


# Pioneering comprehensive pediatric healthcare with robust infrastructure

Total No. of Beds **1,935<sup>§</sup>**

## Hyderabad




**Banjara Hills, 1999**  
# 250



**Vikramপুরి, 2007**  
# 110



**Kondapur, 2013**  
# 50




**Hydernagar, 2014**  
# 110




**LB Nagar, 2016**  
# 100



**RCHI<sup>1</sup>, 2019**  
# 110




**Financial District, 2023**  
# 100



**Himayat Nagar, 2024**  
# 60


## Bengaluru



**Marathahalli, 2015**  
# 200



**BG Road, 2016**  
# 102



**Hebbal, 2020**  
# 50




**Sarjapur, 2024**  
# 100

## Delhi



**Malviya Nagar<sup>2</sup>, 2017**  
# 130




**Rosewalk, 2019**  
# 24

## Andhra Pradesh



**Visakhapatnam, 2020**  
# 129



**Vijayawada, 2007**  
# 130


## Chennai



**Guindy, 2018**  
# 135



**Sholinganallur, 2022**  
# 55



**Anna Nagar, 2024**  
# 100

Note: <sup>1</sup>Rainbow Children's heart institute, Banjara hills, Hyderabad; <sup>2</sup>Rainbow Hospitals provides Medical services to this hospital  
<sup>§</sup> Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services

# beds





# Acute Liver failure child saved because of rare liver transplantation

- A 5 years old child was referred to Rainbow banjara hills hospitals for life threatening jaundice and worsening consciousness.
- The child was bleeding and suffering from kidney and liver failure
- The ICU care team along with all the Pediatric specialist (Pediatric Nephrology, Pediatric Gastroenterology) team initiated plasmapheresis, CRRT (dialysis) and urgent liver transplantation
- It is unusual to do liver transplant when the blood group of the donor and recipient are different to prevent liver rejection. In this case recipient and donor had different blood groups. The child was put on plasmapheresis and special medications (Rituximab) was infused to prevent liver rejection.
- Gradually, the liver function were good and the renal failure started improving and eventually dialysis was stopped. Child was in ICU for 20 days and was discharged healthy after 6 weeks of hospital stay.

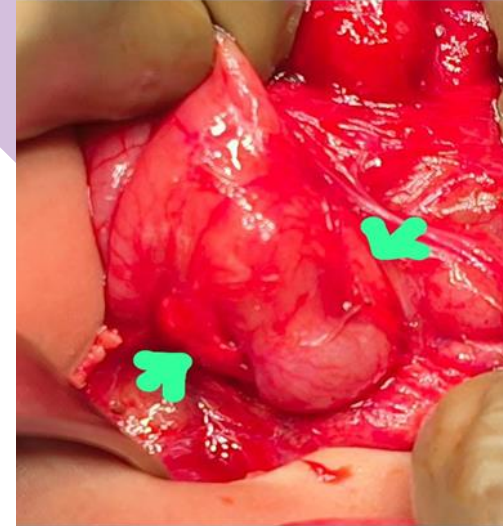
# Complicated Tracheo-Esophageal Fistula (TEF)

- Tracheo Esophageal Fistula (TEF) is an anomaly where there is an abnormal communication between breathing pipe and food pipe. The smaller the baby - more difficult it is to operate. When TEF is accompanied with anomalies like Congenital heart disease it is even more challenging to treat.
- 1.8 kg baby was referred with TEF and difficulty in breathing and less oxygenation
- Rainbow's neonatal team from its hub hospital at Chennai transported baby from Kavali (>500 Kms to and fro) by our fully equipped ambulance, with a Neonatologist and a NICU nurses.
- Baby had multiple cardiac anomalies with Pulmonary hypertension. Baby was managed with appropriate ventilation strategies and was stabilized and operated on Day 3 of life
- Baby is currently a month old weighing 2.5 kg and healthy



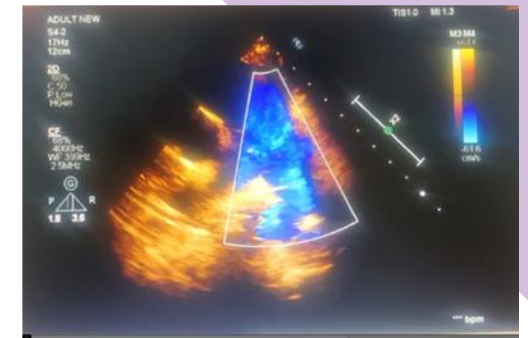
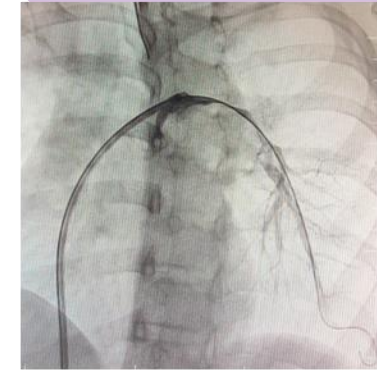
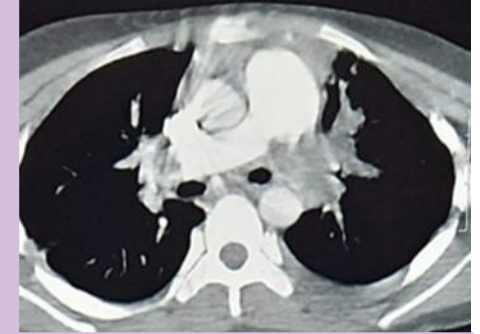
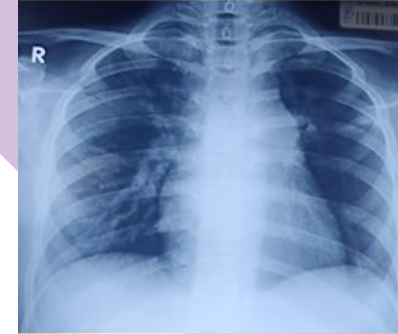
## Annular Pancreas With Duodenal Atresia “A Masquerader”

- Full-term neonate, 2.2 kg , had a suspicion of pyloric stenosis (narrowing of the exit of the stomach) in the antenatal scans.
- Ultrasound abdomen performed at outside hospital declared it as normal
- Baby initially tolerated feeds, but later developed bilious vomiting (when a baby vomit is green / yellow in colour) with feed escalation, so upper GI contrast study which was suggestive of Partial Intestinal Obstruction.
- Laparotomy showed annular pancreas with duodenal obstruction (a rare congenital anomaly which consists of a ring of pancreatic tissue partially or completely encircling the second part of the duodenum) and Duodenoduodenostomy was done.
- Baby has currently reached birth weight and is thriving well.



# Transcatheter management of Acute pulmonary thromboembolism

- 14 years old child presented with bleeding disorder along with high grade fever and progressive respiratory distress.
- Investigations were suggestive of complete occlusion of left pulmonary artery (LPA) and CT angiogram confirmed Pulmonary thromboembolism (PTE).
- The occlusion did not subside with heparin so special Thrombosuction catheter system, Penumbra 8F and a balloon catheter assembly with a device thrombus was pulled into the guiding system.
- Partial flow was established in Left pulmonary artery. Then heparin infusion continued along with recombinant tissue plasminogen activator (TPA)
- Gradually not only LPA thrombus but also DVT resolved child extubated within 24 hours and discharged after a week. On 6 months follow up there are no further thrombosis and LPA flow completely established.





# About Us

Rainbow network comprises of 19 hospitals and 4 clinics in 6 cities, with a total bed capacity of 1,935 beds. Our Pediatric services under “Rainbow Children’s Hospital” includes newborn and pediatric intensive care, pediatric multi-specialty services, pediatric quaternary care (including organ transplantation); whereas our women care services under “Birthright by Rainbow” offers perinatal care services which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care along with gynecology services.

Rainbow Children’s Hospital built on strong fundamentals of multidisciplinary approach with a full-time consultant led clinical service along with 24/7 commitment in a child centric environment. The company follows a hub-and-spoke operating model where the hub hospital provides comprehensive outpatient, inpatient care, with a focus on tertiary and quaternary services, while the spokes provide emergency care in pediatrics and obstetrics, large outpatient services and comprehensive obstetrics, pediatric and level 3 NICU services. This model is successfully operational at Hyderabad and is gaining traction in Bengaluru. The endeavor is to replicate this approach in Chennai and across the National Capital Region. Subsequently Rainbow intends to expand into tier-2 cities of Southern India.

Rainbow embraces a unique doctor engagement model, where doctors work exclusively on a full-time, retainer basis. The doctors work in teams and have 24/7 commitment, which is particularly important for children’s emergency, neonatal, pediatric intensive care services and to support pediatric retrieval services. The Company also operates the country’s largest pediatric DNB training programme in private healthcare, offering post graduate residential DNB and fellowship programme.

## For further information please contact

### Saurabh Bhandari

Investors Relation & Group Business Analyst

Rainbow Children's Medicare Limited

Tel: + 91(40) 4969 2222

Email: [investorrelations@rainbowhospitals.in](mailto:investorrelations@rainbowhospitals.in)

### Vikas Maheshwari

Group Chief Financial Officer

Rainbow Children's Medicare Limited

Tel: + 91(40) 4969 2222

Email: [investorrelations@rainbowhospitals.in](mailto:investorrelations@rainbowhospitals.in)