



Global Health L i m i t e d

August 8, 2024

Ref:- GH/2024-25/EXCH/45

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 First Quarter ended June 30, 2024 Results.

Kindly take the above on record.

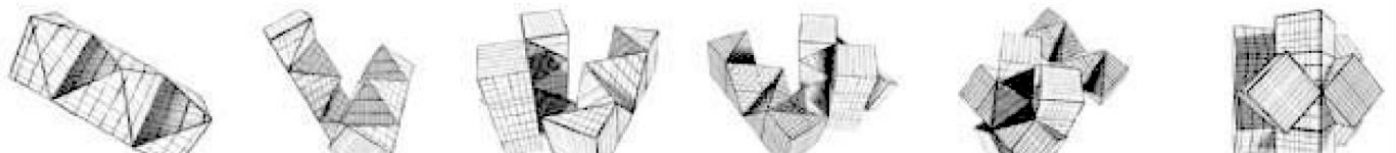
Thanking you,

Yours faithfully

For Global Health Limited

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

Encl: a/a



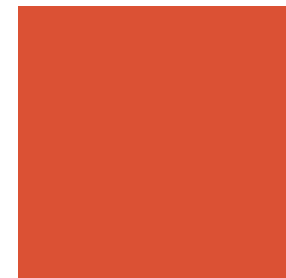


GLOBAL HEALTH LIMITED

Dedicated to Life

**INVESTOR
PRESENTATION**

Q1 FY2025



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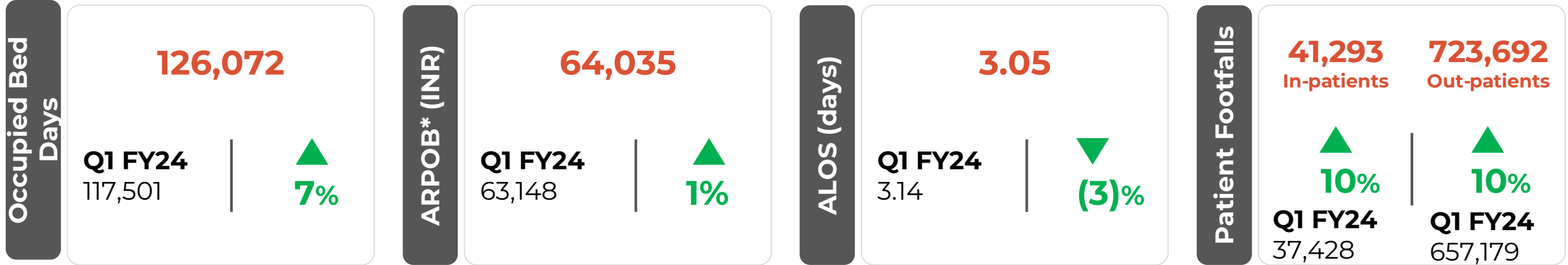
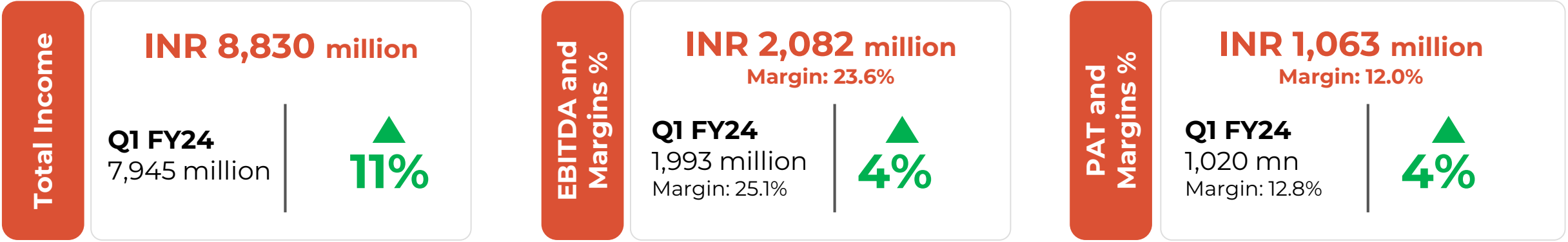
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01

Q1 FY2025 Performance Update

Q1 FY2025 performance summary

Strong topline growth of 11%, led by increase in patient volumes which grew by 10% y-o-y



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

Q1 FY2025 performance summary

Strong revenue growth on a y-o-y basis led by matured units

- Consolidated Total Income of INR 8,830 million, grew by 11.1% y-o-y and 5.6% on q-o-q basis. The growth was driven by a combination of factors including higher patient volumes, increase in bed occupied days and improvement in realisation
- EBITDA was INR 2,082 million, growth of 4.5% y-o-y. EBITDA margins declined to 23.6% compared to 25.1% in Q1 FY24, primarily due to increase in employee cost on account of annual increment
- Profit After Tax was INR 1,063 million, growth of 4.2%. PAT margins were 12.0% compared to 12.8% in Q1 FY24
- During the quarter, 49 census beds were added at Gurugram and 18 new dialysis beds were added at Patna
- Average occupied bed days increased by 7.3% y-o-y, with occupancy of 58.8% on increased census bed capacity
- In-patients count increased by 10.3% y-o-y; Out-patients count increased by 10.1% y-o-y in Q1 FY25
- ARPOB marginally grew by 1.4% to INR 64,035 in Q1 FY25 due to change in case mix
- Developing hospitals revenue share of consolidated revenue was 26.8% in Q1 FY25 amounting to INR 2,369 million. Developing hospital EBITDA share was 27.9% in Q1 FY25 amounting to INR 581 million
- During the quarter, International Patients Revenue was INR 475 million
- Out-patient pharmacy (Hospital + Retail) continues to register strong growth. Revenue increased by 26% from INR 266 million in Q1 FY24 to INR 334 million in Q1 FY25

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



** The image is for representation purpose only*

- ✓ **Medanta to enter into Mumbai market and set up a state of the art 500+ bed super speciality hospital**
- ✓ The Company has been awarded 8,859 sq. meters of land in Oshiwara by MHADA for an amount of INR 125.11 crores in a public auction
- ✓ Medanta has paid INR 125.11 crores and lease deed to be executed
- ✓ 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 is estimated to be in the range of INR ~1,200 crores

New State-of-the-art IPD Launched for Women, Infants in Gurugram

~50 beds dedicated floor for mother and child launched in May 2024



- ✓ Medanta-Gurugram has launched a **new floor with state-of-the-art infrastructure** built to address all health and wellness needs of women across age groups and newborn babies
- ✓ **The dedicated floor has a Level 4 NICU, 1 devoted operation theatre** for obstetrics and gynaecological emergencies, world-class labour rooms, pre-operative room, post-operative room,
- ✓ **50 beds (including 25+ dedicated neonatal beds)**, a breastfeeding room, a counselling room, on-floor admission and discharge lounge to offer end-to-end advanced medical services.

Medanta Lucknow cures Leukemia with a successful CAR-T Cell therapy

First CAR-T Cell Therapy in Medanta Group

Medanta Hospital, Lucknow, has achieved a **significant milestone in the field of oncology** as the department has **successfully treated a leukemia patient using Chimeric Antigen Receptor T (CAR-T) cell therapy**

Medanta Lucknow successfully treats Leukemia with CAR-T therapy

OUR CORRESPONDENT

LUCKNOW: Medanta Hospital, Lucknow, has achieved a significant milestone in the field of oncology as the department has successfully treated a leukemia patient using Chimeric Antigen Receptor T (CAR-T) cell therapy. This marks a new chapter in cancer care in North India. The hospital's expert team and state-of-the-art technology facilitated this complex procedure without any complications.

CAR-T cell therapy is an advanced cancer treatment that harnesses the power of the patient's own immune system to fight cancer. The treatment process involves multiple stages, where T-cells (a type of white blood cell) are extracted from a patient's blood and genetically modified in a laboratory to produce special structures called chimeric an-



tigen receptors (CARs) on their surface. These modified T-cells are then injected back into the patient, enabling them to recognize and destroy cancer cells. This process is particularly effective in treating leukemia and other cancers.

Dr. Rakesh Kapoor, Medical Director Medanta Hospital Lucknow, expressed his elation at this achievement, stating, "The successful implementation of CAR-T cell therapy at Medanta is a matter of great pride for us. This therapy represents a significant advancement in

cancer treatment and has enabled Medanta to offer better and more effective treatment options to our patients. We would like to express our profound gratitude to the entire medical team, laboratory staff, and support personnel who contributed to this landmark achievement. Their dedication, expertise, and compassion were instrumental in the success of this therapy. We also extend our heartfelt thanks to the patient and his family for their trust and cooperation throughout the treatment process."

Dr Naresh Trehan awarded as one of Seven Legends in heart surgery

Dr. Naresh Trehan has been recognized for his pioneering contributions to cardiac surgery, earning him a prestigious award as **one of the Seven Legends in heart surgery** from the **International Congress of Cardiac Surgery in Athens, Greece**



Q1 FY2025 clinical achievements

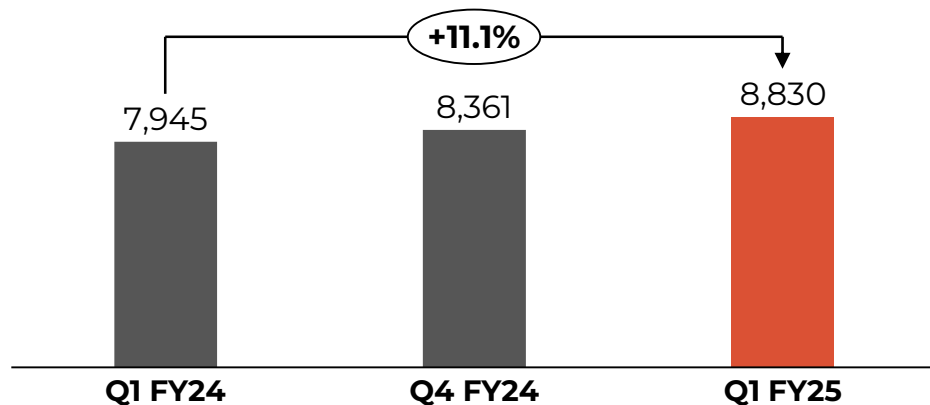
Continuing the legacy of clinical excellence

- Medanta Lucknow performs **50th successful Liver Transplant**; first hospital in Central and Eastern UP to achieve this milestone
- Medanta Lucknow stroke unit reaches significant milestone of **100 IV Thrombolysis and Thrombectomy procedures**
- Medanta Gurugram doctors use **Stereotactic Body Radiation Therapy** or SBRT to treat Colorectal Cancer with Liver Metastasis given the inoperability of sub-diaphragmatic lesions
- Medanta Gurugram **patents Brachytherapy device MAOLO** for advanced Cervical Cancer treatment
- Medanta Patna does Autologous Chondrocyte implantation for knee in adolescent, **first time in Bihar**
- Medanta Gurugram ophthalmology division achieves significant milestone of **5,000+ Cataract surgeries (Flacs), 2,500+ Presbyopia** correcting cataract procedures, **1,000+ EDOF intraocular implants** for distortion free vision
- Medanta Gurugram heart experts crack challenging diagnosis of AL cardiac amyloidosis presenting with Anasarca, Multisystem involvement, receives chemotherapy and patient is showing improvement
- Genetic testing helps diagnose children with chronic lung disease caused by specific genetic conditions leading to tailored management plans

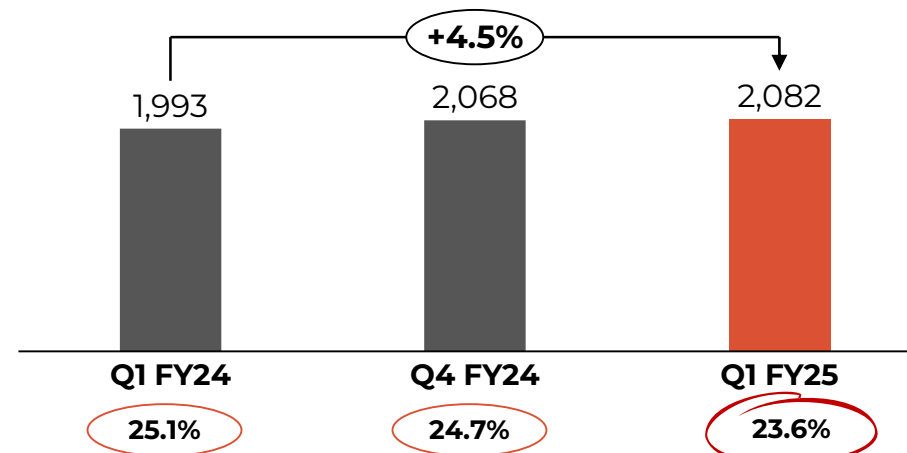
Key operating metrics: Revenue and profitability

Revenue increased by 11.1%, EBITDA grew by 4.5% y-o-y

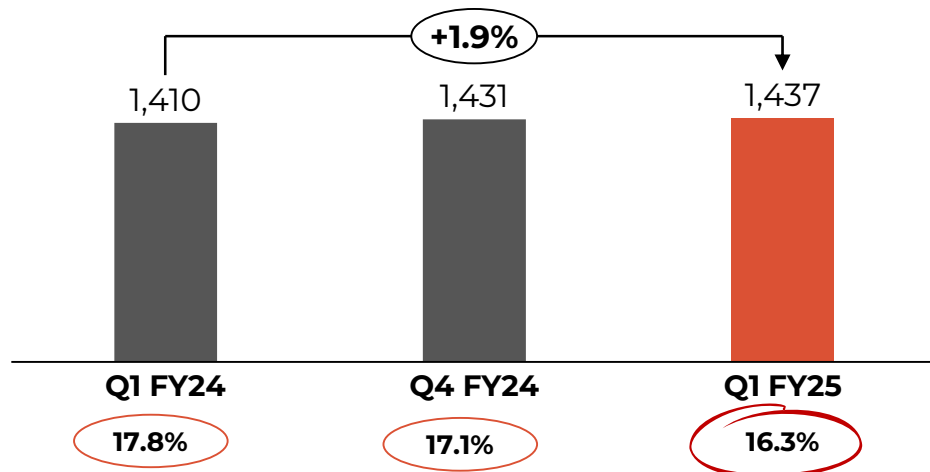
Total Income (INR million)



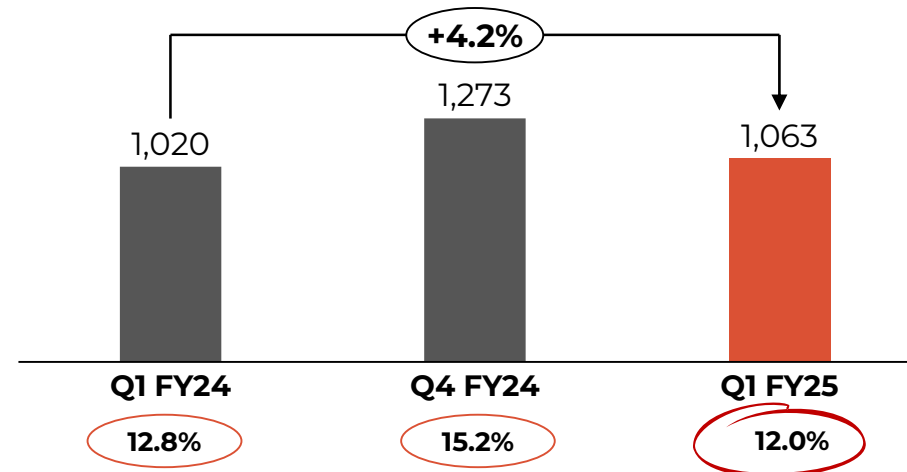
EBITDA (INR million and margin %)



Profit before tax (INR million and margin%)



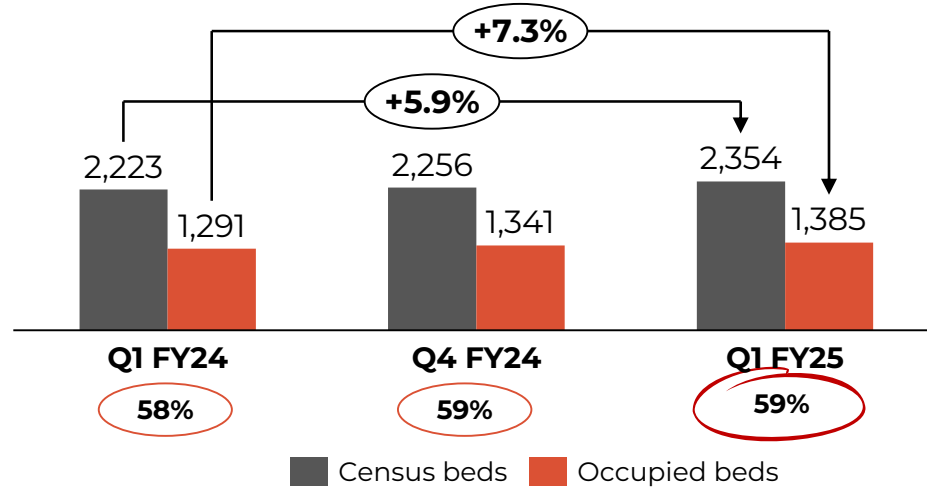
Profit after tax (INR million and margin %)



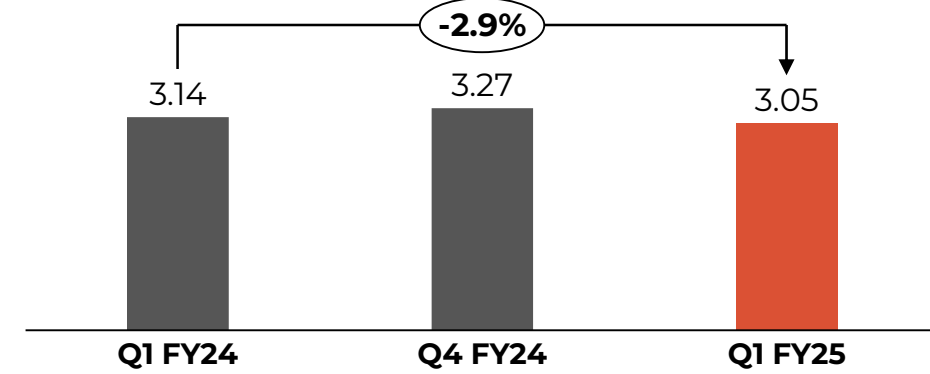
Key operating metrics: Volumes, occupancies, ALOS

Occupied bed days increased by 7% y-o-y on the increased bed capacity

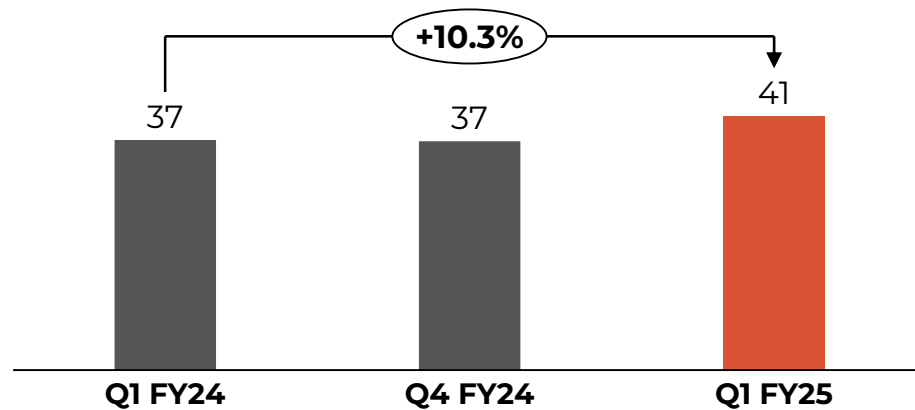
Average census and occupied beds



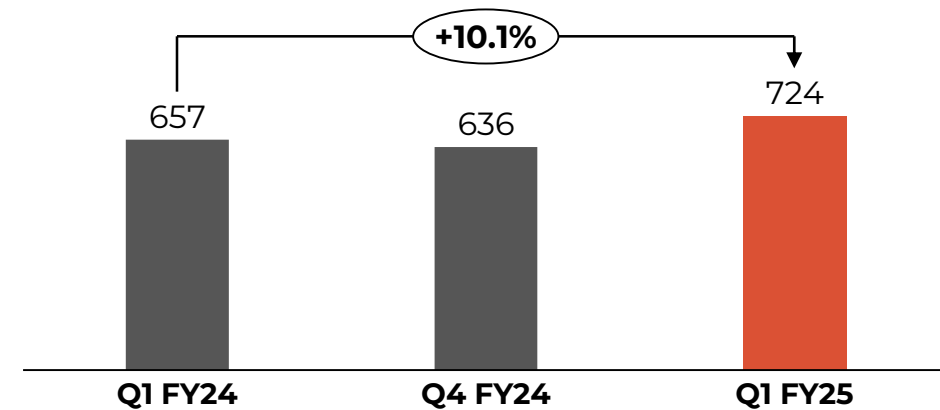
ALOS (days)



IPD volumes ('000)



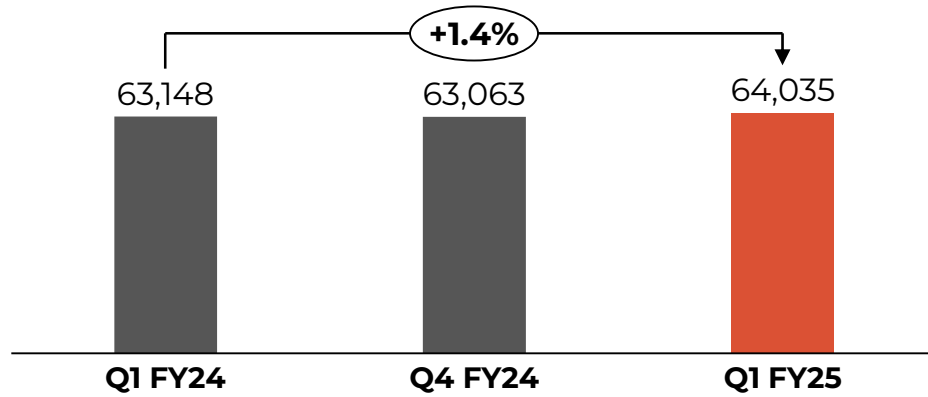
OPD volumes ('000)



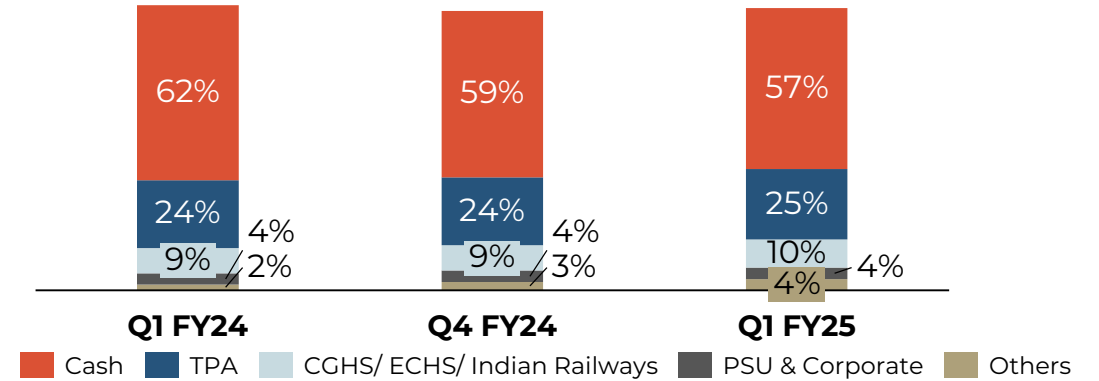
Key operating metrics: ARPOB and revenue mix

ARPOB growth driven by improved realization

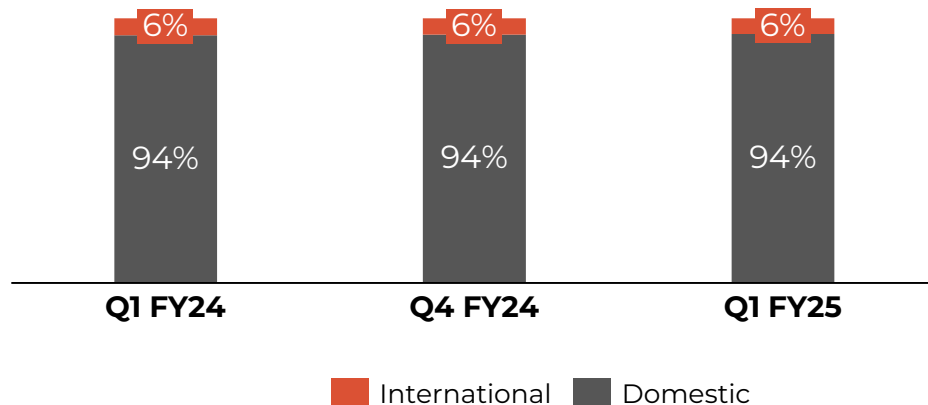
ARPOB* (INR)



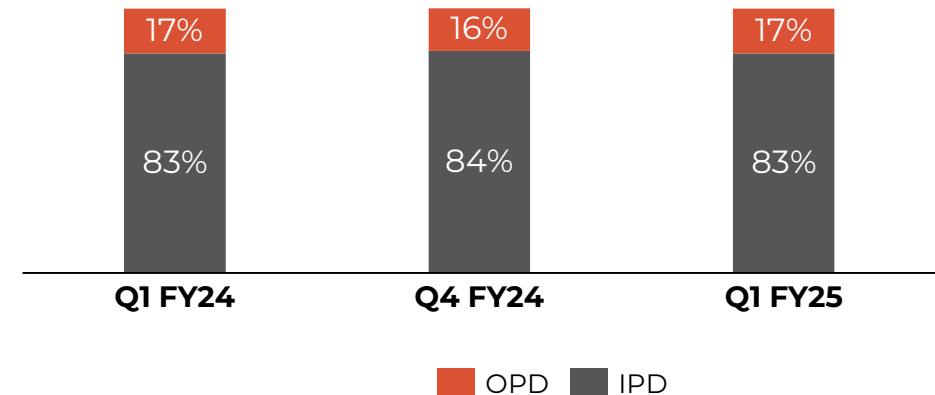
IPD Revenue mix by payor category



Domestic and international revenue breakdown



IPD vs OPD revenue breakdown

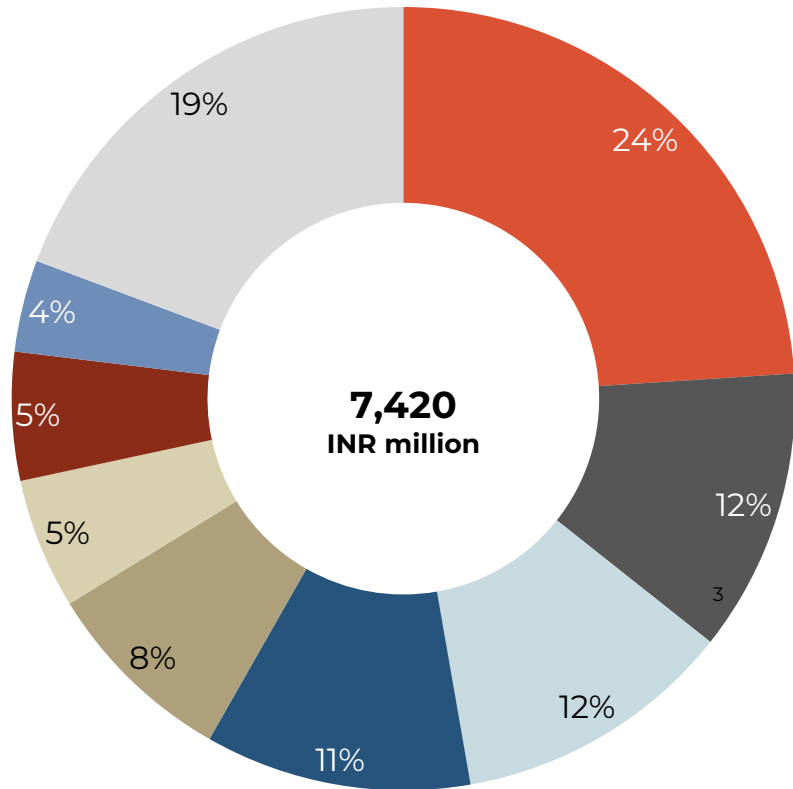


*ARPOB is calculated on Hospital Revenues excluding Pharmacy and Other Income divided by Occupied bed days

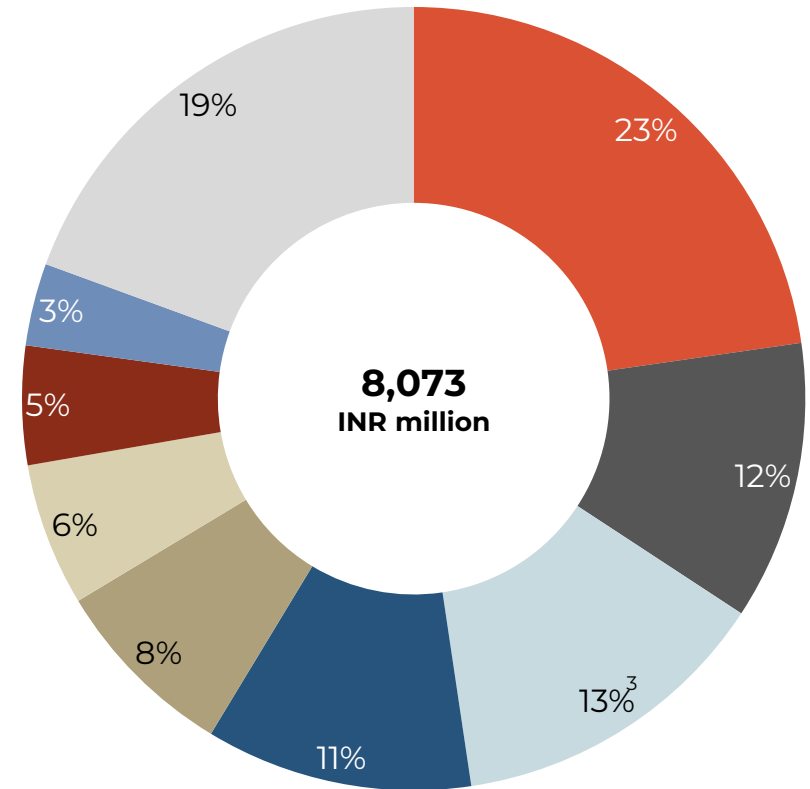
Diverse revenue¹ mix

Significant contribution from complex specialties

Revenue mix by specialty Q1 FY24



Revenue mix by specialty Q1 FY25



■ Heart
 ■ Digestive
 ■ Cancer³
■ Neuro
 ■ Kidney & Urology
 ■ Internal Medicine
 ■ Ortho
 ■ Liver Transplant
 ■ Others

Notes:

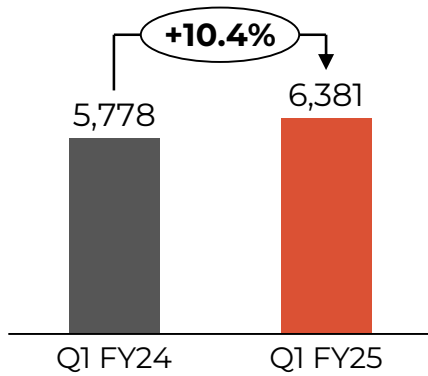
1. Revenue from healthcare services excludes pharmacy revenue and other income
2. Revenue breakdowns are provided as per internal MIS at the Company's consolidated level
3. Cancer includes medical oncology, radiation oncology, head & neck surgery, bone marrow transplant and breast surgery

Growth seen in both mature and new hospitals

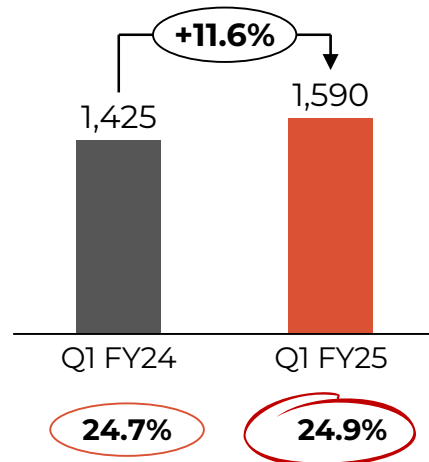
Matured hospitals continues to deliver strong growth

Matured hospitals - Over 6 years

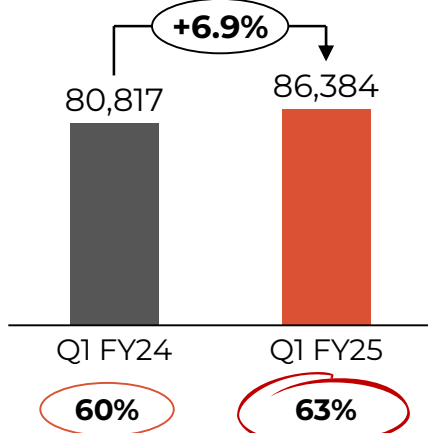
Total Income (INR million)



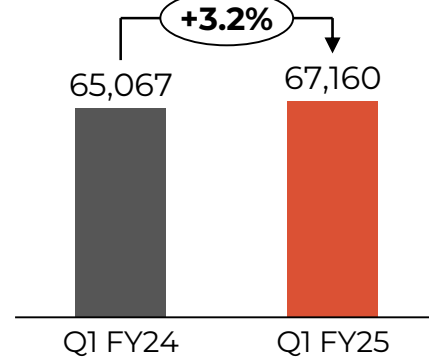
EBITDA (INR million and margin %)



Occupied Bed Days

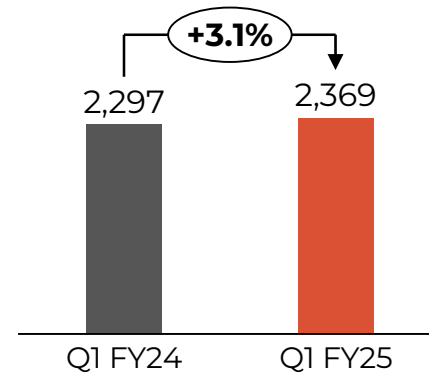


ARPOB* (INR)

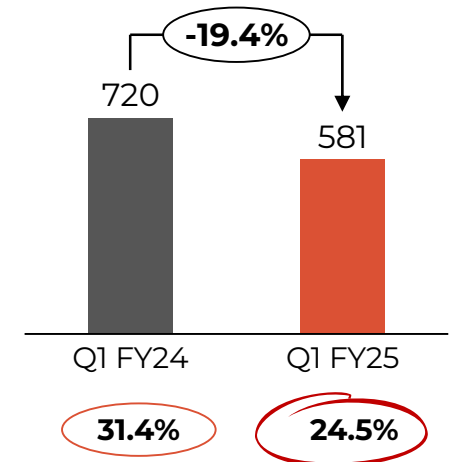


Developing hospitals - Less than 6 years

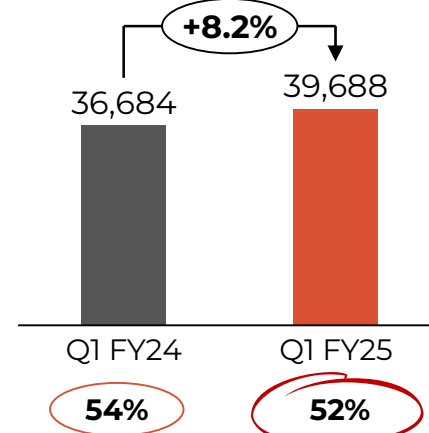
Total Income (INR million)



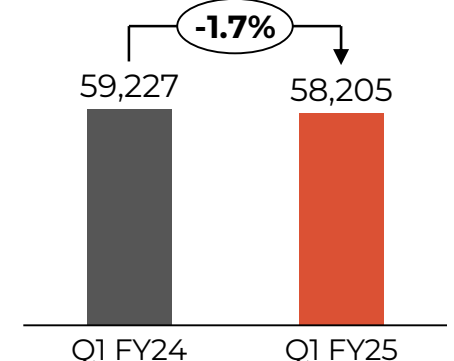
EBITDA (INR million and margin %)



Occupied Bed Days



ARPOB* (INR)



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

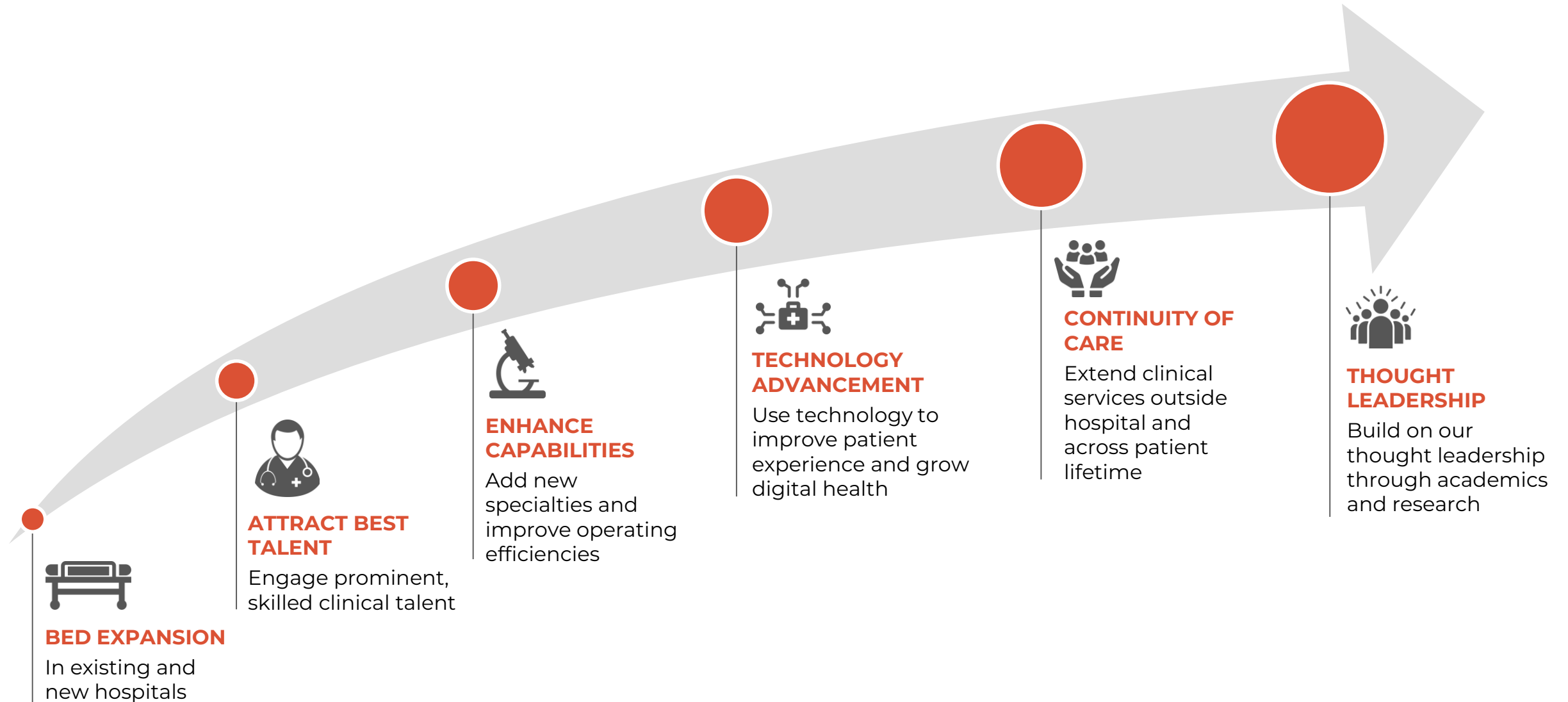
02

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 in Full Swing

97% superstructure complete; MEP work in progress

- 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 Q4 FY25/Q1 FY26
- Designed for highest 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



Medanta and DLF to develop ~400 beds super-specialty hospital in Delhi

Further strengthening NCR presence; linking Gurugram and Noida with its new South Delhi facility



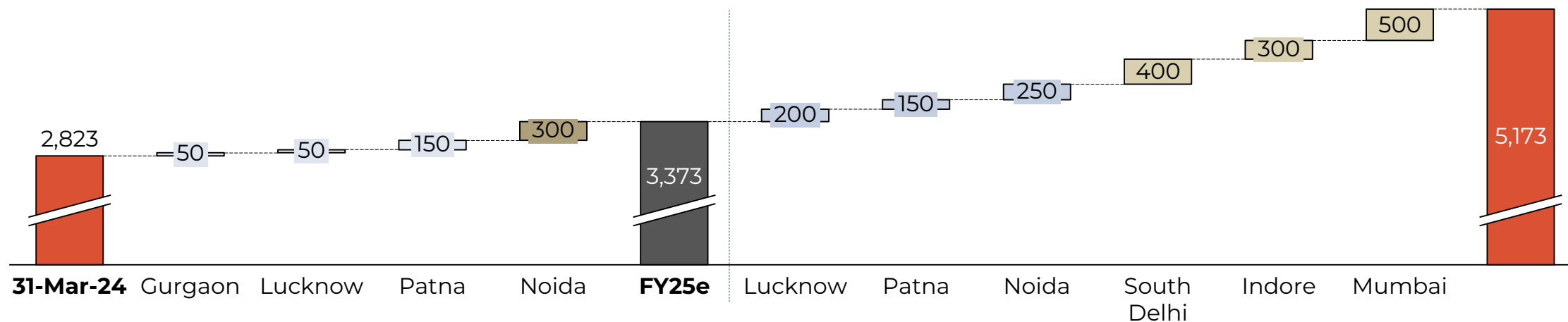
** The image is for representation purpose only*

- Plan to set up a **~400-bed super specialty hospital in South Delhi**
- **GHL and DLF to form a new company**, both will contribute equity in equal proportion (50:50)
- Medanta will run the hospital and have operational control; DLF will be a strategic investor
- The super specialty hospital will provide cutting edge medical and surgical interventions in over 20 specialties. The facility will also have a comprehensive cancer care unit
- Construction activity to commence post receiving necessary approvals

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, 47 ward beds to be added in FY25
- ❖ **Patna:** 18 dialysis beds added during the quarter. Additional ICU's (56 beds) and 18 Chemo care beds to be added in Q2 FY2025. Additional ~50 beds to added in the second half of FY25
- ❖ **Noida with total capacity of 550 beds:** 300 beds planned expected to operationalise by Q4 FY25/ Q1 FY26
- ❖ **South Delhi:** Announced 400 bed in partnership with DLF
- ❖ **Indore:** Announced 300 bed in partnership with real estate partner
- ❖ **Mumbai:** Land acquired in Mumbai with a potential to build 500+ bed post regulatory and customary approvals

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.

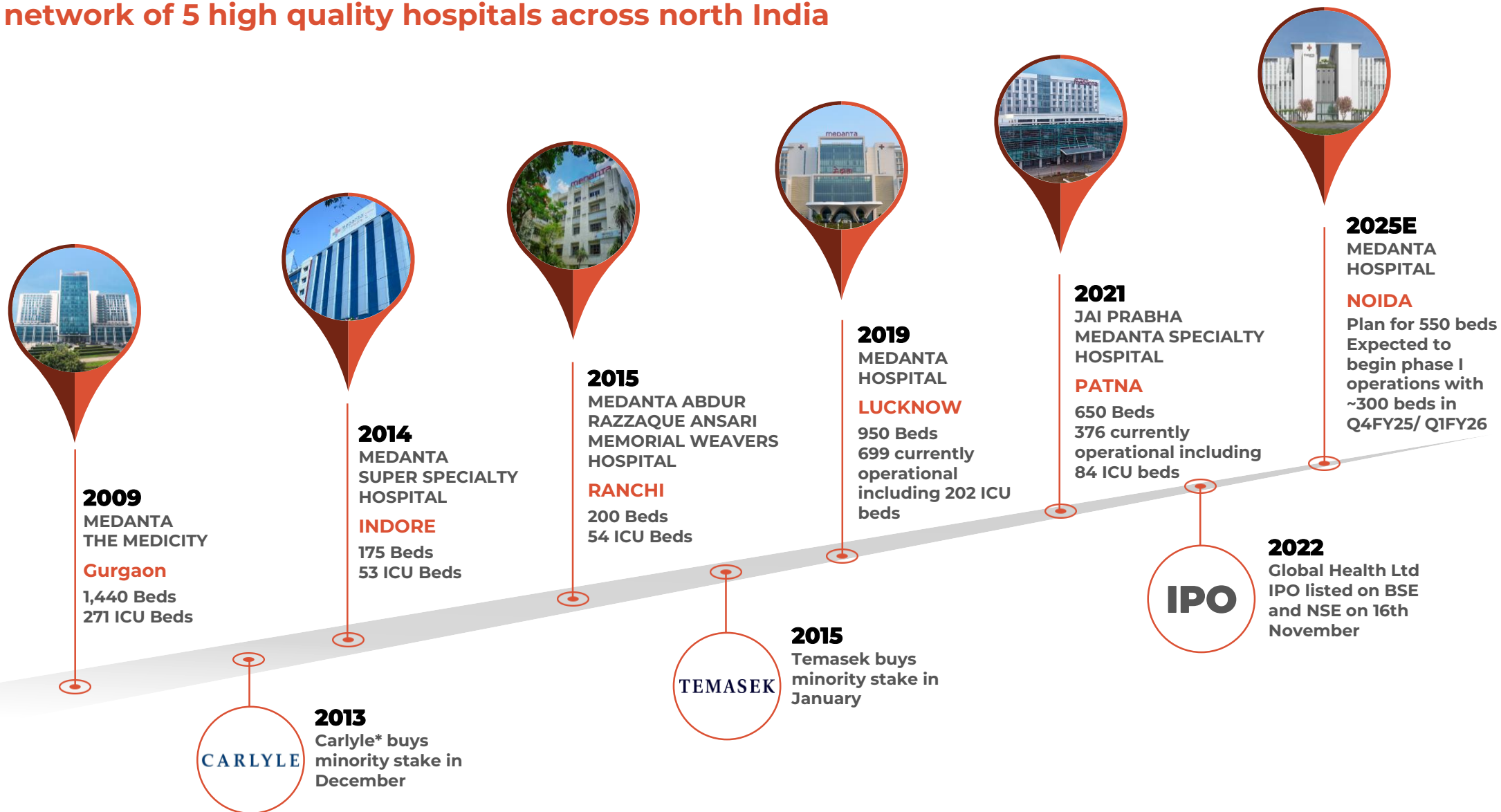
Medanta's patient-first approach allows teams of super-specialist doctors to collaborate seamlessly and arrive at the best-possible treatment customized for each patient in line with our guiding philosophy 'Har Ek Jaan Anmol', meaning 'Every Life is Invaluable'



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

Infrastructure and technology

Built to deliver the most complex care

Network of **5** multi-speciality hospitals

1 under construction hospital

6 clinics across **4** cities

Over **2,890*** beds expanding to **3,350+** by FY2025E

80+ operation theatres
660+ 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

1,750+ doctors*

6,300+ nurses and paramedics*

10,500+ 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 ~2,890 beds across 5 cities

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



GURGAON

1,440 beds; 271 ICU beds



LUCKNOW

699 beds; 202 ICU beds (950 planned)



PATNA

376 beds; 84 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



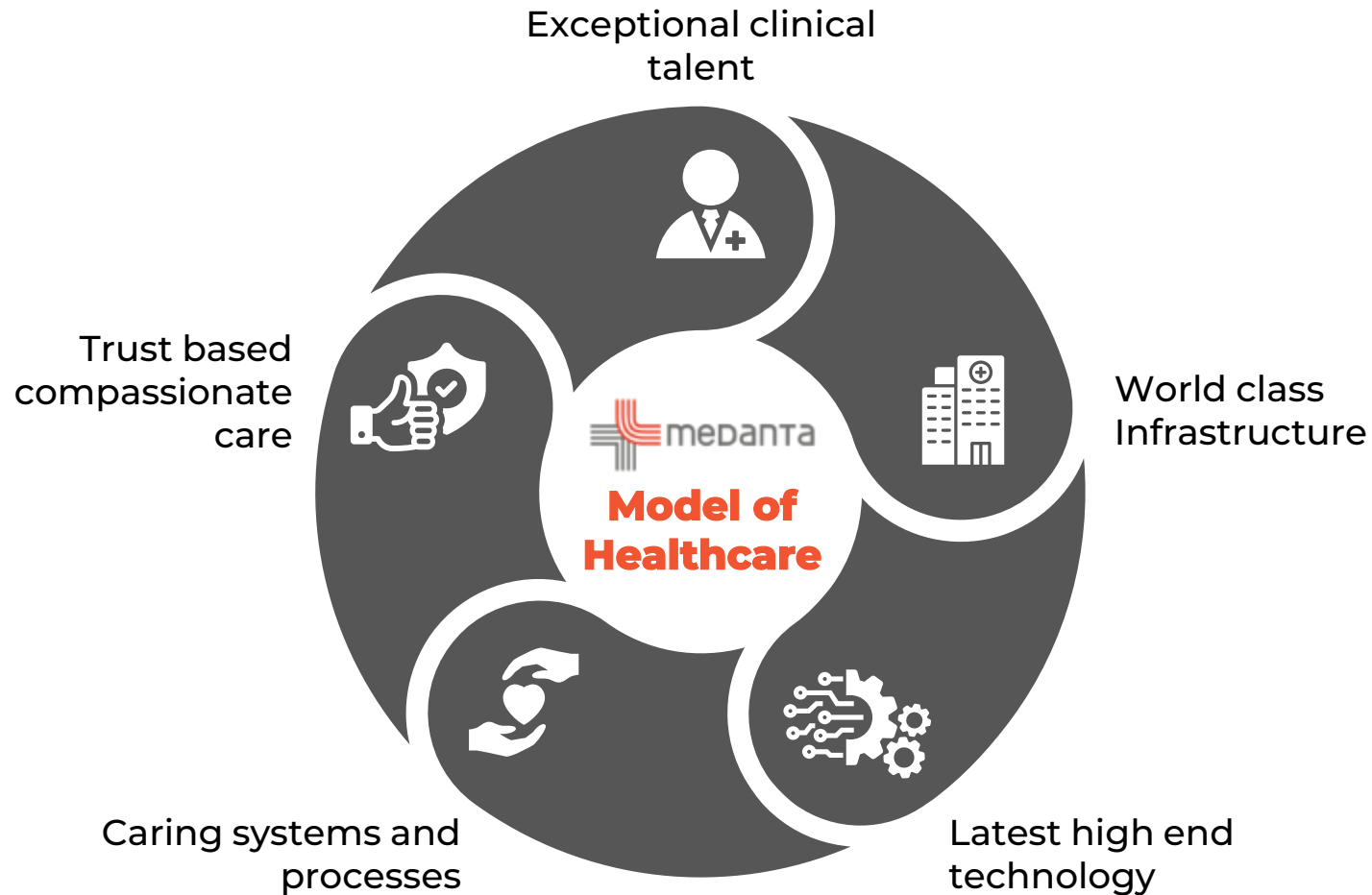
Integrity and courage: Maintain the highest ethical standards by putting the patient first and demonstrating the courage to do what is right



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

The Medanta Model of Healthcare

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 personal responsibility
- Respect-based processes for patients and their families

Annexure: Profit and Loss Statement

INR million	Quarter			Y-o-Y Growth %	Q-o-Q Growth %
	Q1 FY24	Q4 FY24	Q1 FY25		
Revenue from operations	7,796	8,086	8,611	10.5%	6.5%
Other income	149	274	219	47.2%	(20.0)%
Total income	7,945	8,361	8,830	11.1%	5.6%
Cost of materials consumed	1,814	1,937	2,089	15.2%	7.8%
Employee benefits expense	2,781	2,959	3,197	14.9%	8.0%
Other expenses	1,357	1,397	1,462	7.8%	4.7%
EBITDA	1,993	2,068	2,082	4.5%	0.7%
EBITDA Margins %	25.1%	24.7%	23.6%	(151) bps	(115) bps
Finance costs	179	182	180	0.4%	(1.4)%
Depreciation and amortisation expense	404	455	466	15.4%	2.6%
Profit before tax	1,410	1,431	1,437	1.8%	0.4%
Tax expenses	390	157	374	(4.2)%	137.5%
Profit after tax	1,020	1,273	1,063	4.2%	(16.6)%

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

Annexure: Operational Parameters

Key metrics	Quarter			Y-o-Y Growth %	Q-o-Q Growth %
	Q1 FY24	Q4 FY24	Q1 FY25		
Total Beds	2,725	2,823	2,890	6.1%	2.4%
Average Census Beds	2,223	2,256	2,354	5.9%	4.3%
Average Occupied Bed Days	117,501	121,834	126,072	7.3%	3.5%
Average Occupancy Rate %	58.1%	59.4%	58.8%	1.3%	(1.0)%
ARPOB (INR)*	63,148	63,063	64,035	1.4%	1.5%
ALOS (days)	3.14	3.27	3.05	(2.7)%	(6.7)%
In-Patient Volumes	37,428	37,238	41,293	10.3%	10.9%
Out-Patient Volumes	657,179	635,952	723,692	10.1%	13.8%

*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 catheterization & 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 2,890 installed beds as on June 30, 2024. It also has one hospital under-construction in Noida. The Company provides healthcare services in over 30 medical specialties and engages over 1,750+ doctors led by highly experienced department heads.

Contact Details

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Head of Investor Relations



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Corporate Office

Medanta; The Medicity

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Gurgaon, Haryana 122001



For further information, please visit our website:

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