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NH at a Glance

As on 31st March 2021

<table>
<thead>
<tr>
<th>Healthcare Facilities</th>
<th>Operational beds</th>
</tr>
</thead>
<tbody>
<tr>
<td>20 Owned / Operated Hospitals(1)</td>
<td>5,442 Beds</td>
</tr>
<tr>
<td>1 Managed Hospital(2)</td>
<td>112 Beds</td>
</tr>
<tr>
<td>5 Heart Centres(3)</td>
<td>318 Beds</td>
</tr>
<tr>
<td>19 Primary Healthcare Facilities(4)</td>
<td>10 Beds</td>
</tr>
<tr>
<td>1 Hospital in Cayman Islands</td>
<td>110 Beds</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>6,725 Capacity Beds</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,992(5) Operational Beds</td>
</tr>
<tr>
<td>3.2 mn(6) Average Effective Capital Cost per Operational Bed</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>30+ Specialities</th>
</tr>
</thead>
<tbody>
<tr>
<td>16,965 Full-time Employees and Associates including 3,577 doctors</td>
</tr>
</tbody>
</table>

1. NH owns the P&L responsibility
2. NH manages 3rd party hospital for Management Fees
3. NH operates 1 heart centre in Chittagong, Bangladesh, St Marthas heart centre was closed in December 2020
4. Includes clinics, information centres, etc.
5. In FY21, exited operations at CNH Heart Centre (39 operational beds) wef 1st April 2020 and St Marthas (27 operational beds) in December 2020
6. Based on (Gross Block for Fixed Assets (adjusted for non-cash government grant provision, non-cash financial lease for Dharamshila unit) + Capital Work in Progress (CWIP)) / Number of operational beds as of March 31st 2021 but excluding Managed Hospitals and Cayman facility

NH’s footprint in India

- **Northern Region**
  - 3 hospitals
  - Operational beds: 653

- **Western Region**
  - 4 hospitals
  - Operational beds: 960

- **Eastern Region**
  - 8 hospitals
  - Hospital operational beds: 1,735
  - Primary facilities operational beds: 10

- **Karnataka Region**
  - 6 hospitals, 4 heart centres
  - Hospital operational beds: 2,206
  - Heart centres operational beds: 256

- **Kolkata** has 6 hospitals

- **Bengaluru** has 3 hospitals
Key Highlights – Q4 FY21....(1/2)

Clinical & Operational

- RTIICS, Kolkata performed FET (Frozen Elephant Trunk) procedure, first of its kind procedure to be performed in Eastern India
- Narayana Superspeciality Hospital, Howrah successfully performed a novel surgery of a rare tumour involving the roof of nasal cavity and the base of the brain
- Narayana Multispeciality Hospital, Mysore performed cytoreductive surgery & hyperthermic intraperitoneal chemotherapy (CRS+HIPEC) to treat an advanced ovarian cancer case making the facility first such hospital in the region to perform this surgery
- Narayana Superspeciality Hospital, Howrah performed a one of its kind procedure - redo sternotomy followed by arterial switch on a 3-year-old boy
- Narayana Multispeciality Hospital, Barasat performed Bentall Surgery (Aortic valve Replacement & Ascending Aorta Surgery), a rare surgery to treat a patient having aortic dissection, aneurysm ally dilated ascending aorta

Financial Performance

- Consolidated operating revenues of INR 8,378 mn in Q4 FY21 translating into INR 25,823 mn in FY21
- Consolidated EBITDA of INR 1,499(1) mn in Q4 FY21 at margin of 17.9%, translating into EBITDA of INR 2,103(1) mn in FY21 and consolidated PAT of INR 681(2) mn in Q4 FY21 translating into PAT of INR - 143(2) mn in FY21
- Consolidated net debt of INR 4,857 mn as on 31st March 2021, reflecting net debt to equity ratio of 0.43 (Out of which, debt worth US$ 39.1 mn is foreign currency denominated)

---

(1) As per the new accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 133 mn and INR 507 mn increase in EBITDA for Q4 FY21 and FY21 respectively
(2) As per the new accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 11 mn and INR 78 mn decrease in PAT for Q4 FY21 and FY21 respectively
Key Highlights – Q4 FY21 ...(2/2)

Digital Initiatives

- Implemented app-based video consultation capability for the doctors through AADI (Athma App for Doctors Insights) and for patients through NH Care
- Launched unified platform for managing schedule, tariffs and bookings for physical and video consultation
- Soft-launched pay-online feature for patients to allow queue-less payments in select units
- Blood-bank module rollout (for in-house Hospital Information System, ATHMA) completed across the group

ESG Initiatives

- Health City, Bengaluru achieved 95% of its energy needs through captive renewable energy helping save INR 39 mn annually in energy cost
- Energy efficient equipment were procured at RTIICS, MSMC, Ahmedabad & Delhi helping save INR 12 mn annually in energy cost
- Hazard Identification and Risk Assessment (HIRA) completed and under review in all units
Revenue Mix – India Business (FY21)

- **Operating Revenues**
  - Q4 FY20: INR 6,394
  - Q4 FY21: INR 7,002
  - FY20: INR 26,940
  - FY21: INR 20,706
  - -23.1% YoY

- **Business Mix**
  - 95% Owned / Operated Hospitals
  - 4% Heart Centres
  - 1% Other Ancillary Businesses

- **Speciality Profile**
  - Cardiac Sciences: 34%
  - Gastro Sciences: 18%
  - Oncology: 14%
  - Neuro Sciences: 9%
  - Renal Sciences: 8%
  - Orthopaedics: 3%
  - Others: 13%

- **Payee Profile**
  - Domestic Walk-in patients: 50%
  - Insured Patients: 27%
  - Schemes (4): 20%
  - International patients: 3%

- **Cluster-Wise**
  - Bangalore: 32%
  - Southern Peripheral: 32%
  - Western: 27%
  - Eastern Peripheral: 6%
  - Northern: 10%

---

(1) NH owns the P&L responsibility
(2) Includes managed hospital, clinics, learning and development, teleradiology, etc.
(3) As percentage of IP and OP revenue, excludes Jammu VGF, clinics, other ancillary business
(4) Insured Patients include Insurance-covered patients, corporate patients (including public sector undertakings); Schemes include CGHS, ESIS, other state government schemes
(5) Calculated on operating revenue of owned / operated hospitals
(6) Percentages might not add up to 100% due to rounding off
Operational Review – India Business

Excludes Managed Hospitals

**ARPOB**

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY20</th>
<th>FY20</th>
<th>Q4 FY21</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>INR mn</td>
<td>9.9</td>
<td>9.7</td>
<td>11.0</td>
<td>10.4</td>
</tr>
</tbody>
</table>

**ALOS**

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY20</th>
<th>FY20</th>
<th>Q4 FY21</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days</td>
<td>3.5</td>
<td>3.5</td>
<td>4.8</td>
<td>4.6</td>
</tr>
</tbody>
</table>

**Discharges**

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY20</th>
<th>FY20</th>
<th>Q4 FY21</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>67,387</td>
<td>2,85,908</td>
<td></td>
<td>48,218</td>
<td></td>
</tr>
<tr>
<td>89,100</td>
<td>3,60,985</td>
<td></td>
<td>95,310</td>
<td>3,10,980</td>
</tr>
</tbody>
</table>

**ICU Occupied Bed Days\(^{(1)}\)**

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY20</th>
<th>FY20</th>
<th>Q4 FY21</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.0</td>
<td>10.4</td>
<td></td>
<td>48,218</td>
<td></td>
</tr>
<tr>
<td>95,310</td>
<td>3,10,980</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

\(^{(1)}\) Includes critical care and step-down care beds
ARPOB

US$ mn

Q4 FY20 FY20 Q4 FY21 FY21
1.5 1.5 2.0 1.9

Operating Revenues

US$ mn

Q4 FY20 FY20 Q4 FY21 FY21
14.2 61.1 (12.3% YoY) 18.5 68.6 (30.6% YoY)

Discharges(1)

Q4 FY20 FY20 Q4 FY21 FY21
584 2,581 582 2,122

Out-Patients(2)

Q4 FY20 FY20 Q4 FY21 FY21
4,849 (3) 22,135 (3) 7,454 24,035

(1) ALOS for the period FY20 was 5.6 days and 6.1 days for FY21 and for the period Q4 FY20 was 6.1 days and 5.9 days for Q4 FY21
(2) Excludes day-care
(3) Operations were shut off for close to a month in FY 20 due to Covid 19 break out
Operational Review – HCCI

Evolving as a Multispecialty Healthcare Provider

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cardiac Sciences</td>
<td>29%</td>
<td>39%</td>
<td>42%</td>
<td>56%</td>
</tr>
<tr>
<td>Orthopaedics</td>
<td>20%</td>
<td>22%</td>
<td>14%</td>
<td>19%</td>
</tr>
<tr>
<td>Neuro Sciences</td>
<td>16%</td>
<td>13%</td>
<td>14%</td>
<td>8%</td>
</tr>
<tr>
<td>Others</td>
<td>35%</td>
<td>26%</td>
<td>30%</td>
<td>17%</td>
</tr>
</tbody>
</table>

Steady Ramp-up in Footfalls (OP) (1)

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20 (2)</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>OP</td>
<td>21,689</td>
<td>23,589</td>
<td>22,135</td>
<td>24,035</td>
</tr>
</tbody>
</table>

Revenue Mix – FY21

IP/OP Split

- IP: 35%
- OP: 65%

Payee-Profile

- Private Credit (3): 46%
- Other Credit (4): 46%
- Cash: 8%

(1) Excludes day-care
(2) Operations were shut off for close to a month in FY 20 due to Covid 19 break out
(3) Includes private insurance, corporates, employers
(4) Includes government departments, government insurance companies, foundations
## Regional Split – India Business (Q4 FY21)

This considers owned/operated hospitals in India (excl. Jammu)

<table>
<thead>
<tr>
<th>Regions</th>
<th>Bangalore</th>
<th>Southern Peripheral</th>
<th>Kolkata</th>
<th>Eastern Peripheral</th>
<th>Western</th>
<th>Delhi NCR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% of Hospital Operating Revenues</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
</tr>
<tr>
<td>YoY Revenue Growth</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
</tr>
<tr>
<td>% of Hospital Operational Beds</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
<td>![Diagram]</td>
</tr>
<tr>
<td>ARPOB (INR mn)</td>
<td>13.5</td>
<td>9.5</td>
<td>9.5</td>
<td>7.8</td>
<td>10.4</td>
<td>16.7</td>
</tr>
<tr>
<td>EBITDAR Margin</td>
<td>26.3%</td>
<td>20.1%</td>
<td>19.9%</td>
<td>15.6%</td>
<td>6.0%</td>
<td>-3.3%</td>
</tr>
</tbody>
</table>
Regional Split – India Business (FY21)

This considers owned/operated hospitals in India (excl. Jammu)

<table>
<thead>
<tr>
<th>Regions</th>
<th>Bangalore</th>
<th>Southern Peripheral</th>
<th>Kolkata</th>
<th>Eastern Peripheral</th>
<th>Western</th>
<th>Delhi NCR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>NICS</td>
<td>Mysore</td>
<td>RTIICS</td>
<td>Jamshedpur</td>
<td>Mumbai</td>
<td>Gurugram</td>
</tr>
<tr>
<td></td>
<td>MSMC</td>
<td>Shimoga</td>
<td>Barasat</td>
<td>Guwahati</td>
<td>Ahmedabad</td>
<td>New Delhi</td>
</tr>
<tr>
<td></td>
<td>HSR</td>
<td></td>
<td>NMH &amp; NSH</td>
<td></td>
<td>Jaipur</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>RNN</td>
<td></td>
<td>Raipur</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>NSC</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**% of Hospital Operating Revenues**
- Bangalore: 32%
- Southern Peripheral: 8%
- Kolkata: 27%
- Eastern Peripheral: 6%
- Western: 18%
- Delhi NCR: 10%

**YoY Revenue Growth**
- Bangalore: -36% (1)
- Southern Peripheral: 0%
- Kolkata: -26%
- Eastern Peripheral: -18%
- Western: -11%
- Delhi NCR: 2%

**% of Hospital Operational Beds**
- Bangalore: 30%
- Southern Peripheral: 10%
- Kolkata: 26%
- Eastern Peripheral: 8%
- Western: 18%
- Delhi NCR: 8%

**ARPOB (INR mn)**
- Bangalore: 12.5
- Southern Peripheral: 9.2
- Kolkata: 9.1
- Eastern Peripheral: 7.9
- Western: 9.9
- Delhi NCR: 14.9

**EBITDAR Margin**
- Bangalore: 10.4%
- Southern Peripheral: 19.0%
- Kolkata: 6.0%
- Eastern Peripheral: 5.3%
- Western: -0.2%
- Delhi NCR: -9.2%

(1) Adjusted for Whitefield facility, for Bangalore region, YoY revenue growth is -33%
## Maturity Profile – India Business (Q4 FY21)

This considers owned/operated hospitals in India (excl. Jammu)\(^{(1)}\)

<table>
<thead>
<tr>
<th>Maturity</th>
<th>Hospitals (Exc. Managed Hospital &amp; Jammu)</th>
<th>Hospital Operating Revenues</th>
<th>% of Hospital Operational Beds</th>
<th>Key Performance Indicators</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Existing</strong></td>
<td>16</td>
<td>89% YoY Growth</td>
<td>89%</td>
<td>10.7 ARPOB (INR mn)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>10% YoY Growth</td>
<td></td>
<td>39,630 Discharges(^{(2)})</td>
</tr>
<tr>
<td><strong>New</strong></td>
<td>3</td>
<td>11% YoY Growth</td>
<td>11%</td>
<td>-9.2% EBITDA Margi(^{(3)})</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15% YoY Growth</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**New: Mumbai, Delhi and Gurugram units**

\(^{(1)}\) Jammu facility reported operational revenues of INR 191 mn

\(^{(2)}\) ALOS of matured set is 4.9 days and new units is 4.8 days

\(^{(3)}\) EBITDA before rental/revenue share and before allocation of any corporate expenses
## Maturity Profile – India Business (FY21)

This considers owned/operated hospitals in India (excl. Jammu) (1)

<table>
<thead>
<tr>
<th>Maturity</th>
<th>Hospitals (Exc. Managed Hospital &amp; Jammu)</th>
<th>Hospital Operating Revenues</th>
<th>% of Hospital Operational Beds</th>
<th>Key Performance Indicators</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing</td>
<td>16</td>
<td>% of Total: 87% YoY Growth: -26% (2)</td>
<td>89%</td>
<td>ARPOB (INR mn): 10.1 Discharges (3): 119,922 EBITDAR Margin (4): 8.9%</td>
</tr>
<tr>
<td>New</td>
<td>3</td>
<td>% of Total: 13% YoY Growth: -2%</td>
<td>11%</td>
<td>13.9 19,753 -15.8%</td>
</tr>
</tbody>
</table>

### New: Mumbai, Delhi and Gurugram units

- Jammu facility reported operational revenues of INR 735 mn
- Adjusted for Whitefield facility, YoY revenue growth for existing bucket is -24%
- ALOS of matured set is 5.0 days and new units is 3.2 days
- EBITDA before rental/revenue share and before allocation of any corporate expenses

---

(1) Jammu facility reported operational revenues of INR 735 mn
(2) Adjusted for Whitefield facility, YoY revenue growth for existing bucket is -24%
(3) ALOS of matured set is 5.0 days and new units is 3.2 days
(4) EBITDA before rental/revenue share and before allocation of any corporate expenses
**Profitability Snapshot – India Business**

**EBITDA and EBITDA Margin**

<table>
<thead>
<tr>
<th>INR mn</th>
<th>Movement across New Hospitals</th>
<th>Cost Structure</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q4 FY21</strong></td>
<td><strong>FY21</strong></td>
<td><strong>% of Operating Revenues</strong></td>
</tr>
<tr>
<td>Loss/Profit</td>
<td>Revenues</td>
<td>Loss/Profit</td>
</tr>
<tr>
<td>Total</td>
<td>(82)</td>
<td>735</td>
</tr>
</tbody>
</table>

Adjusted for the above, the adjusted EBITDA margins would be as follows:

- Heart Centres clocked an EBITDAR margin of 31.5%(4) in Q4 FY21 translating into an EBITDAR margin of 20.0%(4) for FY21.

- Heart Centres margin:
  - Q4 FY21: 16.8%(3)
  - FY21: 3.4%(3)

- New centres margin:
  - Q4 FY21: 13.9%(2)
  - FY21: 1.0%(2)

- Total margin:
  - Q4 FY21: 971(1)
  - FY21: 199(1)

---

(1) Denotes EBITDA for India business
(2) Denotes EBITDA margin for India business
(3) Denotes EBITDA margin for India business adjusted for new centres
(4) EBITDA before rental/revenue share and before allocation of any corporate expenses

Categories have been calculated as:
- **Consumable Expenses** = Purchase of medical consumables, drugs and surgical equipment net of changes in inventories of medical consumables, drugs and surgical equipment;
- **Manpower (Employees and Doctors) expenses** = Employee benefits + Professional fees to doctors;
- **Overhead expenses** = all other expenses.
### Consolidated Financial Performance

Figures in INR mn, unless stated otherwise

#### Profit and Loss Statement\(^{(1,3)}\)

<table>
<thead>
<tr>
<th>Particulars (INR mn)</th>
<th>Q4 FY21</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Operating Revenue</td>
<td>8,378</td>
<td>25,823</td>
</tr>
<tr>
<td>Consumption</td>
<td>2,069</td>
<td>6,779</td>
</tr>
<tr>
<td>Doctors Expenses</td>
<td>1,714</td>
<td>5,830</td>
</tr>
<tr>
<td>Employee (Excluding Doctors) Expenses</td>
<td>1,545</td>
<td>5,570</td>
</tr>
<tr>
<td>Other Admin Expenses</td>
<td>1,636</td>
<td>5,824</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>6,964</td>
<td>24,002</td>
</tr>
<tr>
<td>Other Income</td>
<td>85</td>
<td>282</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>1,499(^{(4)})</td>
<td>2,103(^{(4)})</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>445</td>
<td>1,835</td>
</tr>
<tr>
<td>Finance Costs</td>
<td>182</td>
<td>760</td>
</tr>
<tr>
<td>Share of (loss)/profit of equity accounted investees</td>
<td>(19)</td>
<td>(68)</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>853</td>
<td>(561)</td>
</tr>
<tr>
<td>Tax Expense</td>
<td>172</td>
<td>(418)</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>681</td>
<td>(143)</td>
</tr>
<tr>
<td><strong>Total Comprehensive Income</strong></td>
<td>734</td>
<td>(163)</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Figures might not equal the reported numbers due to rounding off  
\(^{(2)}\) Net Block includes non-cash government grant impact of INR 1,194 mn and non-cash financial lease impact of INR 911 mn  
\(^{(3)}\) As per the new accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 102 mn increase in depreciation, INR 41 mn increase in finance cost for Q4 FY 21 resulting in decrease of INR 11 mn in PAT and INR 413 mn increase in depreciation, INR 172 mn increase in finance cost for FY 21 resulting in decrease of INR 78 mn in PAT on pre-IND AS 116 basis  
\(^{(4)}\) Heart centre at Chittagong (OPD commenced in February 2020) incurred an operational loss of INR 14 mn in Q4 FY21 and INR 30 mn in FY21 respectively

#### Key Balance Sheet Items\(^{(1)}\)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>31(^{st}) March 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholder Equity</td>
<td>11,203</td>
</tr>
<tr>
<td>Total Debt</td>
<td>6,178</td>
</tr>
<tr>
<td>Lease Liability</td>
<td>2,079</td>
</tr>
<tr>
<td><strong>Net Block + CWIP</strong></td>
<td>16,621(^{(2)})</td>
</tr>
<tr>
<td>Goodwill</td>
<td>581</td>
</tr>
<tr>
<td>Right to Use Assets</td>
<td>2,002</td>
</tr>
<tr>
<td>Net Receivables</td>
<td>2,785</td>
</tr>
<tr>
<td><strong>Current Investment</strong></td>
<td>1,100</td>
</tr>
<tr>
<td>Cash and Bank Balance</td>
<td>1,321</td>
</tr>
</tbody>
</table>

As on March 31st, 2021, the consolidated net debt (Total Debt less Cash and Bank Balance) was Rs 4,857 mn, representing a net debt to equity ratio of 0.43 (Out of which, debt worth US$ 39.1 mn is foreign currency denominated)
Shareholding Pattern

As on 31st March 2021(1)

Promoter Group 63.9%

ESOP Trust 0.7%

DILs, FII and Others 35.4%

(1) Percentages might not add up to 100% due to rounding off

Total Number of Shares

<table>
<thead>
<tr>
<th>Total Number of Shares</th>
</tr>
</thead>
<tbody>
<tr>
<td>204,360,804</td>
</tr>
</tbody>
</table>

Key DILs

- SBI Asset Management
- Axis Asset Management
- Nippon Life India Asset Management
- ICICI Prudential Asset Management
- DSP Investment Management

Key FIIs

- Wellington Asset Management
- Franklin Templeton Asset Management
- Vanguard Index Fund
- Mirae Asset Management
- Kuwait Investment Authority

DILs - 19.6%
FII - 11.0%
Others - 4.8%