



 **NH** Narayana Health



# Investor Presentation

February 2023

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As on 1<sup>st</sup> January 2023



47 Healthcare Facilities	Operational beds
19 Owned / Operated Hospitals <sup>(1)</sup>	5,462 Beds
2 Managed Hospitals <sup>(2)</sup>	283 Beds
4 Heart Centres	266 Beds
21 Primary Healthcare Facilities <sup>(3)</sup>	0 Beds
1 Hospital in Cayman Islands	110 Beds



6,373 Capacity Beds
6,121 Operational Beds
4.0 mn <sup>(4)</sup> Average Effective Capital Cost per Operational Bed

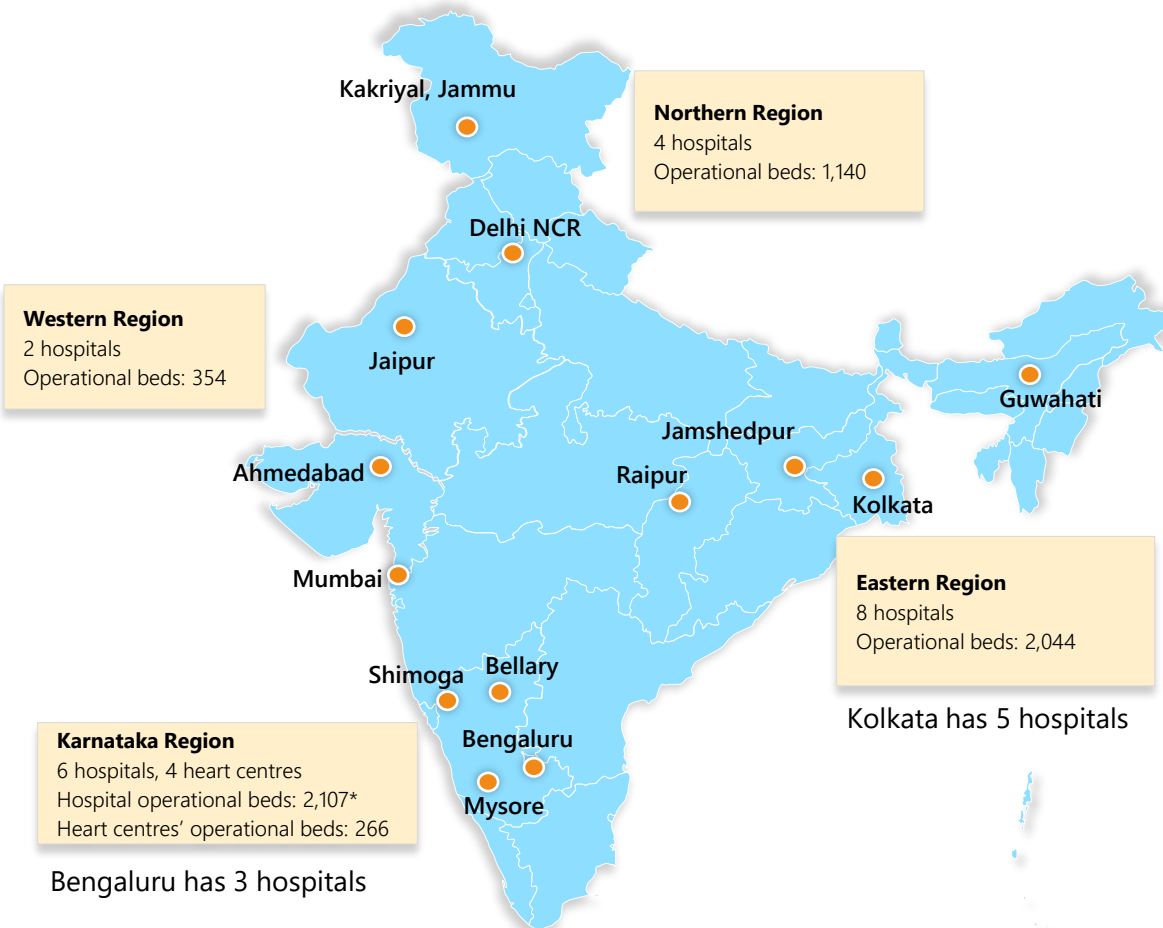


30+ Specialities



18,447 Full-time Employees and Associates including 3,970 doctors

## NH's footprint in India



(1) NH owns the P&L responsibility

(2) NH manages 3<sup>rd</sup> party hospitals for Management Fees; including 1 project at St. Lucia

(3) Includes clinics, information centres, etc.

(4) Based on (Gross Block for Fixed Assets (adjusted for non-cash government grant provision impact, non-cash financial lease impact for Dharamshila unit, non-cash EPCG license impact) + Capital Work in Progress (CWIP)) / Number of operational beds as of December 31<sup>st</sup> 2022 but excluding Managed Hospitals and Cayman facility

\* Includes operational beds of acquired Orthopedic and Trauma Hospital considered as part of MSMC Unit



## Clinical & Operational

- Rabindranath Tagore International Institute of Cardiac Sciences (RTIICS), Kolkata has successfully conducted Robotic Partial Nephrectomy on a patient with Single Kidney
- Mazumdar Shaw Medical Centre (MSMC), Bengaluru performed highest number of Robotic Gynaecological Procedures for benign conditions. Achieved the milestone of 150 successful Complex Airway Reconstructions and touched about 1,500 patient base for complex aerodigestive anomalies & problems till date
- SRCC Children’s Hospital, Mumbai achieved the highest quarterly volumes of 18 successful BMT procedures
- Narayana Multispeciality Hospital, Mysore performed some cutting-edge & complex clinical procedures in the Interventional radiology and GI Sciences segments in the quarter such as
  - TIPS procedure performed in view of Budd Chiari Syndrome
  - Laparoscopic Heller Cardiomyotomy with Toupet Fundoplication performed for achalasia cardia
  - HIPEC (Hyperthermic Intraperitoneal Chemotherapy) procedure



## Financial Performance

- Consolidated operating revenues of INR 11,282 mn in Q3 FY23, an increase of 17.5% YoY
- Consolidated EBITDA of INR 2,660<sup>(1)</sup> mn in Q3 FY23 translating into EBITDA margin of 23.6% and consolidated PAT of INR 1,539<sup>(2)</sup> mn at a PAT margin of 13.6%
- Consolidated Total Borrowings less Cash & Bank Balance and Current Investments of INR 2,142 mn as on 31st December, 2022 ie net debt to equity ratio of 0.11 (Out of which, debt worth US\$ 33 mn is foreign currency denominated)

(1) As per the accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 119 mn increase in EBITDA for Q3 FY23 and INR 409 mn increase in 9M FY23

(2) As per the accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 0.4 mn increase in PAT for Q3 FY23 and INR 8.4 mn increase in 9M FY23



### Digital Transformation

- Implemented integration of Lab Sample Tracker into the NH Care Platform to enhance the patient experience to effortlessly track the status of patient samples and to get the real-time updates.
- Introduced a Payment Refund Tracker into the NH Care Platform to streamline the customer refund process and refund tracking mechanism
- Redesigned the “book tests” feature in the NH Care application to make it more user friendly and convenient to use.

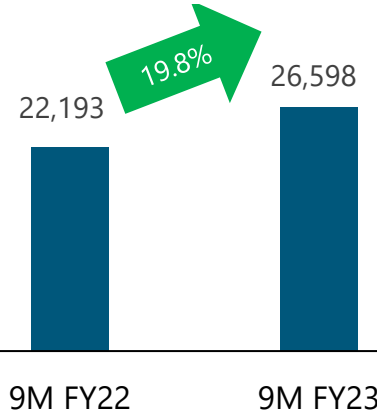
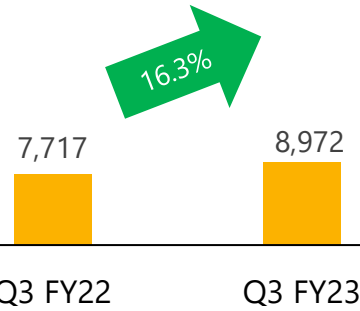


### ESG Initiatives

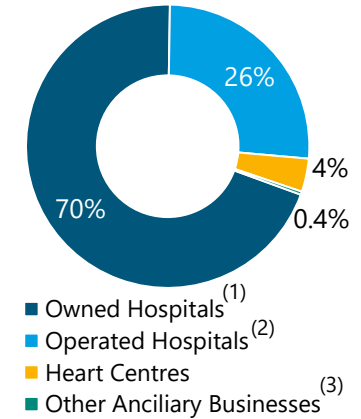
- Achieved a net carbon reduction equivalent of 4,544 tonne through various energy optimization activities like using alternate energy, upgrade/replacement of equipment etc adopted across the network
- Achieved energy savings worth INR 11.0 mn across our units at Health City, Bengaluru and at Mysore through captive alternate energy sourcing channels
- Achieved savings worth INR 5.4 mn through upgradation of equipment across Health City at Bengaluru, RTIICS at Kolkata and Dharamshila at Delhi

## Operating Revenues

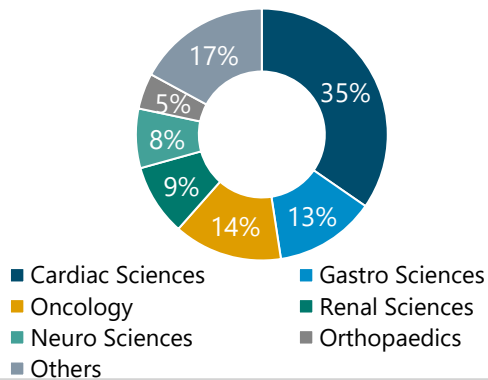
INR mn



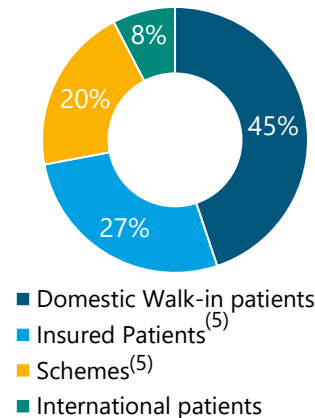
## Business Mix<sup>(7)</sup>



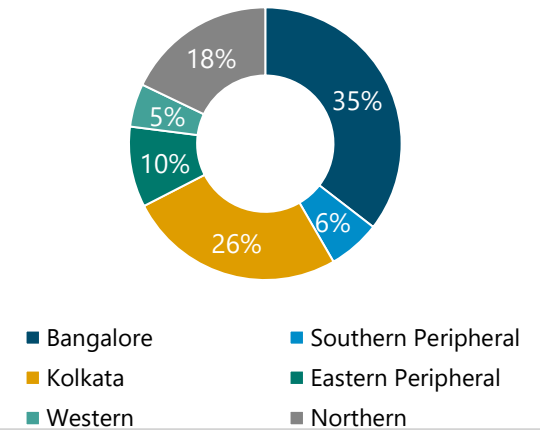
## Speciality-Profile<sup>(4,7)</sup>



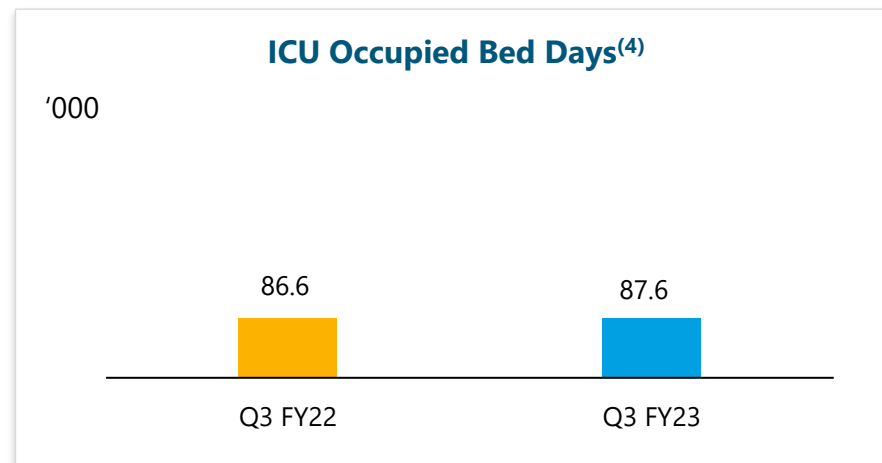
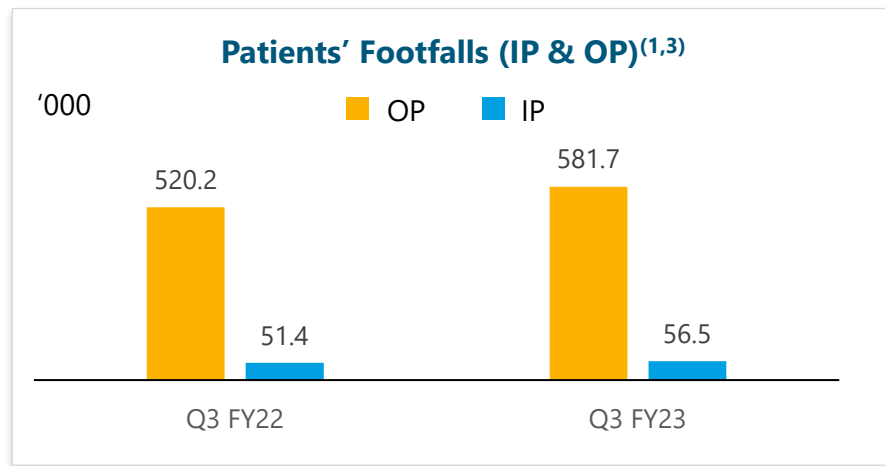
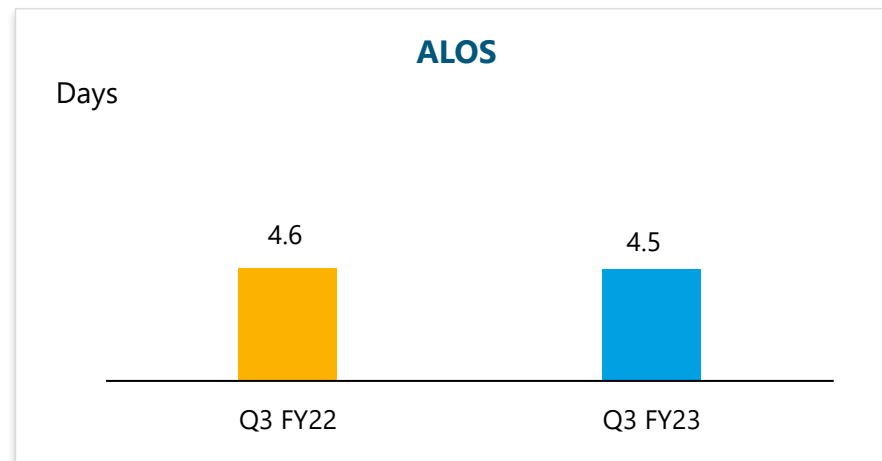
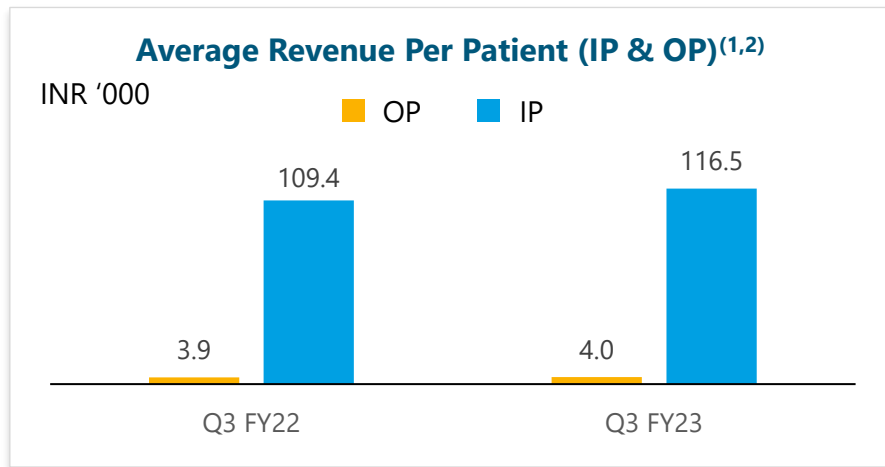
## Payee-Profile<sup>(4,7)</sup>



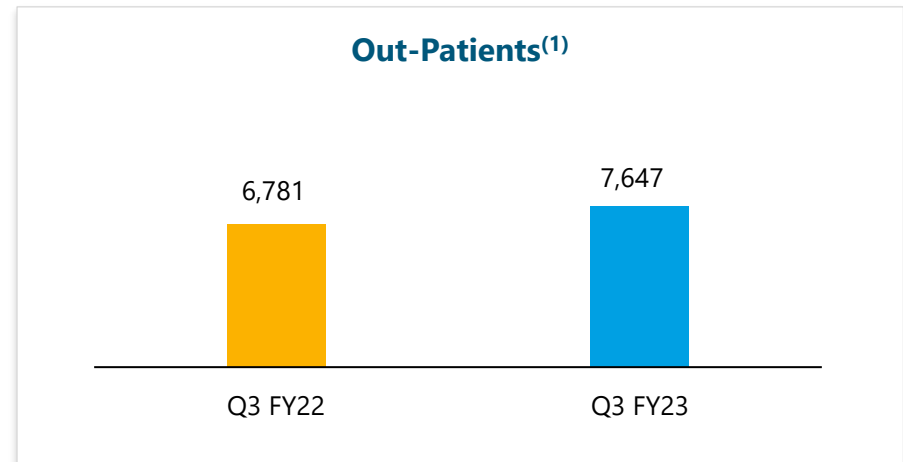
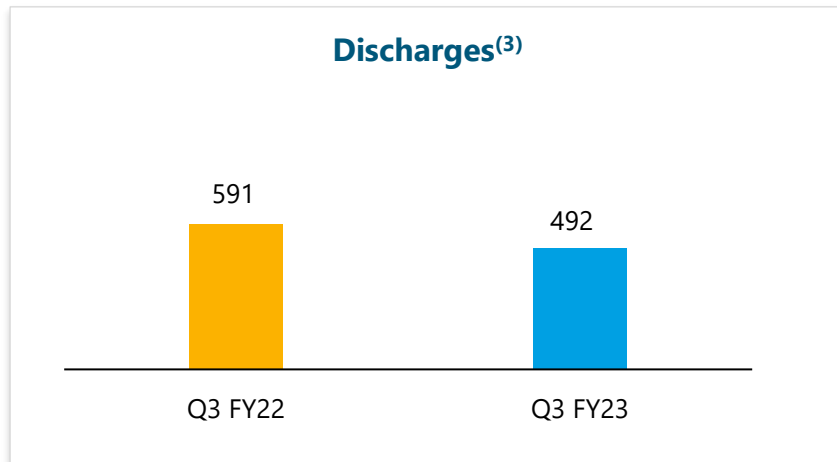
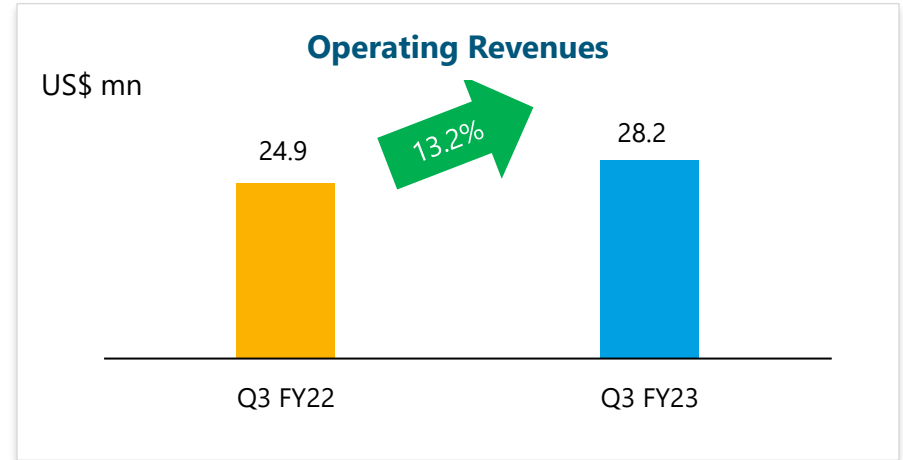
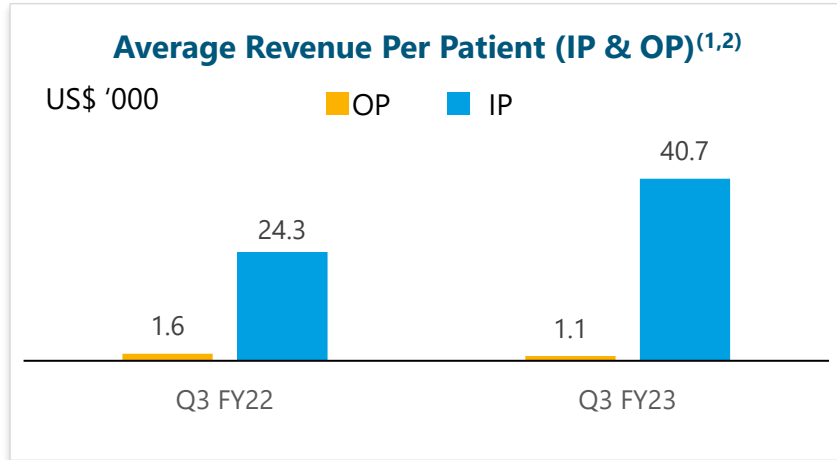
## Cluster-Wise<sup>(6,7)</sup>



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



(1) OP figures include day-care business but does not include Vaccine footfalls  
 (2) ARPOB for the period Q3 FY23 was INR 12.8 mn as against INR 11.7 mn in Q3 FY 22.  
 (3) Footfalls for IP correspond to Discharges  
 (4) Includes critical care and step-down care beds



(1) OP figures include day-care business

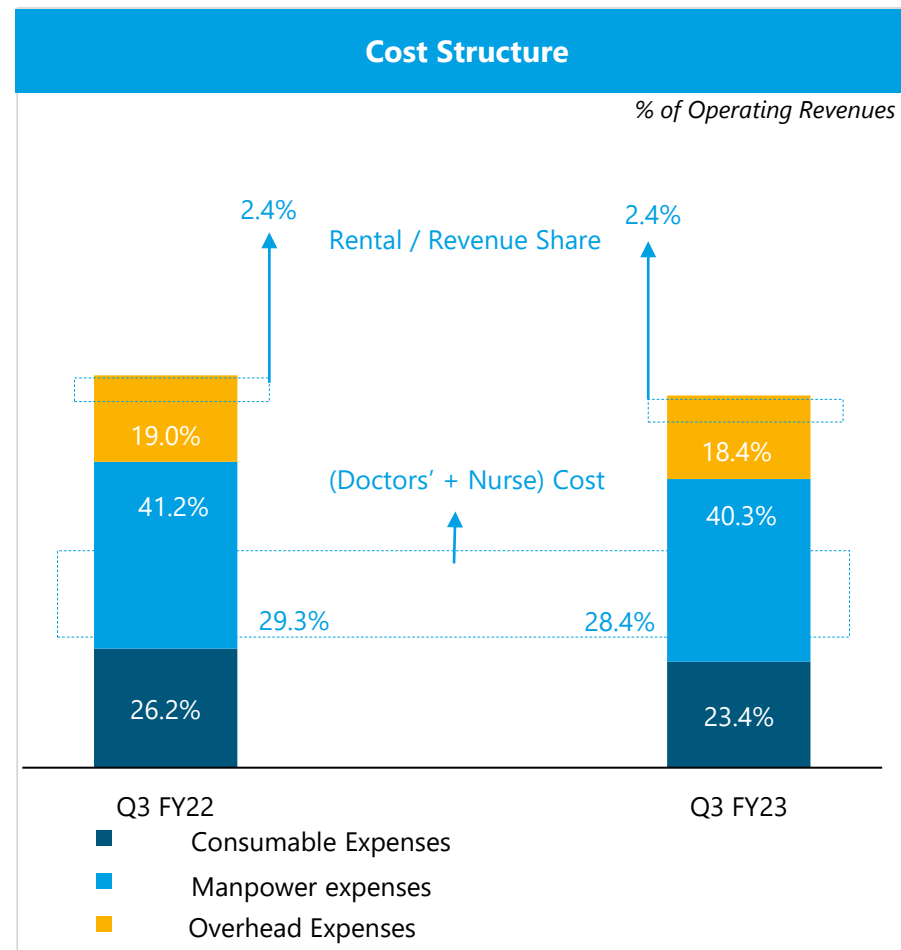
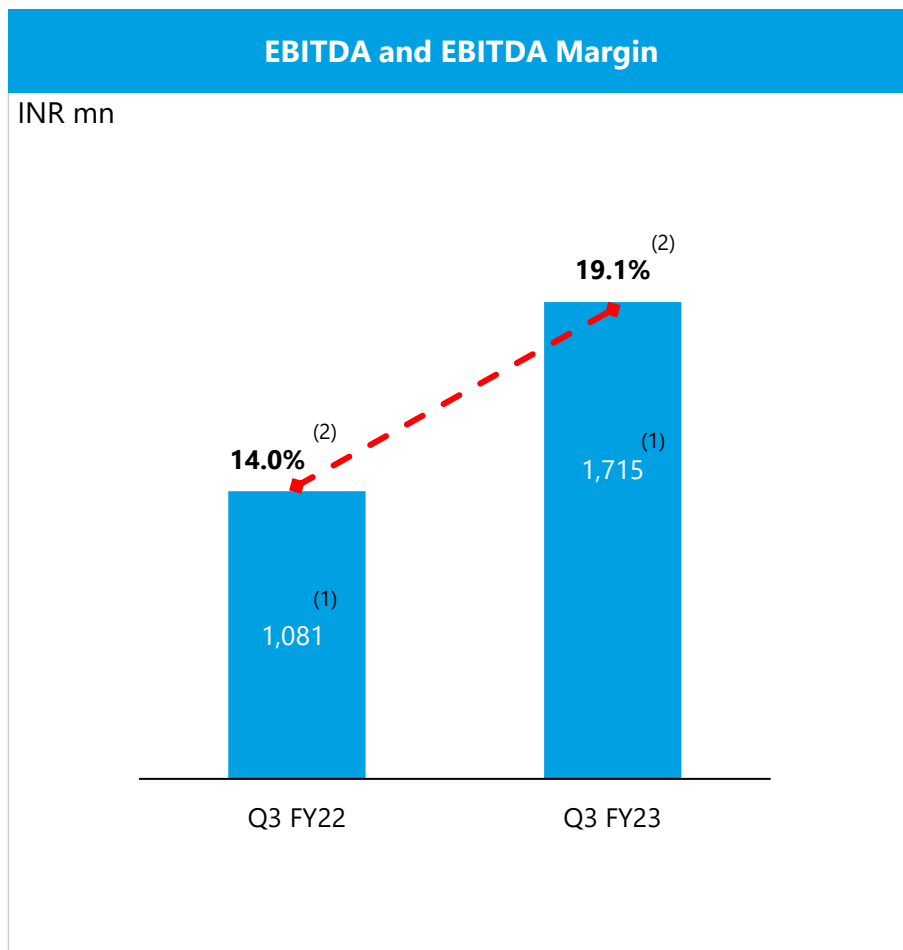
(2) ARPOB for the period Q3 FY 23 was USD 2.2 mn as compared to USD 2.0 mn in Q3 FY 22.

(3) ALOS for the period Q3 FY23 was 9.6 days as compared to 8.2 days in Q3 FY22.



Regions	Bangalore	Southern Peripheral	Kolkata	Eastern Peripheral	Western	Northern
	<ul style="list-style-type: none"> <li>NICS</li> <li>MSMC*</li> <li>HSR</li> </ul>	<ul style="list-style-type: none"> <li>Mysore</li> <li>Shimoga</li> </ul>	<ul style="list-style-type: none"> <li>RTIICS</li> <li>Barasat</li> <li>NMH &amp; NSH</li> <li>NSC</li> </ul>	<ul style="list-style-type: none"> <li>Jamshedpur</li> <li>Guwahati</li> <li>Raipur</li> </ul>	<ul style="list-style-type: none"> <li>Mumbai</li> <li>Ahmedabad</li> </ul>	<ul style="list-style-type: none"> <li>Gurugram</li> <li>New Delhi</li> <li>Jaipur</li> </ul>
% of Hospital Operating Revenues						
YoY Revenue Growth						
% of Hospital Operational Beds						
ARPOB (INR mn)						

(1) Jammu facility reported operational revenues of INR 311 mn and EBITDA of INR 22 mn in Q3 FY 23  
 \* Includes acquired Orthopedic and Trauma Hospital considered as part of MSMC Unit, effective from 1<sup>st</sup> October 2022



(1) Denotes EBITDA for entire India business  
 (2) Denotes EBITDA margin for entire India business

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 expenses = Employee benefits + Professional fees to doctors;  
 Overhead expenses = All other expenses

Figures in INR mn, unless stated otherwise

## Profit and Loss Statement<sup>(1,3)</sup>

Particulars (INR mn)	Q3 FY23	9M FY23
<b>Total Operating Revenue</b>	<b>11,282</b>	<b>33,032</b>
Consumption	2,397	7,388
Doctors Expenses	2,172	6,451
Employee (Excluding Doctors) Expenses	1,967	5,803
Other Admin Expenses	2,202	6,489
<b>Total Expenses</b>	<b>8,737</b>	<b>26,131</b>
Other Income	116	508
<b>EBITDA</b>	<b>2,660<sup>(4)</sup></b>	<b>7,408<sup>(4)</sup></b>
Depreciation and Amortization	573	1,537
Finance Costs	187	489
Share of (loss)/profit of equity accounted investees	-	(2)
<b>PBT</b>	<b>1,899</b>	<b>5,380</b>
Tax Expense	360	1,047
<b>PAT</b>	<b>1,539</b>	<b>4,334</b>
Total Comprehensive Income	1,658	4,974

## Key Balance Sheet Items<sup>(1)</sup>

Particulars	31 <sup>st</sup> December 2022
<b>Shareholder Equity</b>	<b>19,653</b>
<b>Total Borrowings</b>	<b>7,758</b>
Lease Liability	1,249
<b>Net Block + CWIP</b>	<b>20,957<sup>(2)</sup></b>
Goodwill	799
Right to Use Assets	1,336
Net Receivables	4,449
<b>Current Investments</b>	<b>1,671</b>
<b>Cash and Bank Balance</b>	<b>3,945</b>

**As on December 31<sup>st</sup>, 2022, the Total Borrowings less Cash & Bank Balance and Current Investments was INR 2,142 mn representing a net debt to equity ratio of 0.11 (Out of which, borrowings worth US\$ 33 mn is foreign currency denominated)**

(1) Figures might not equal the reported numbers due to rounding off

(2) Net Block includes non-cash government grant impact of INR 1,132 mn, non-cash financial lease impact of INR 754 mn and non-cash EPCG license impact of INR 39 mn

(3) As per the accounting treatment for leases per IND AS 116 effective 1st April 2019 which resulted in INR 100 mn increase in depreciation, INR 18 mn increase in finance cost resulting in increase of INR 0.4 mn in PAT for Q3 FY 23 and INR 315 mn increase in depreciation, INR 86 mn increase in finance cost resulting in increase of INR 8.4 mn in PAT for 9M FY 23 on pre-IND AS 116 basis

(4) Hospital project management in St. Lucia incurred an EBITDA loss of INR 13 mn in Q3 FY23 and loss of INR 108 mn in 9M FY23 as against operational loss of INR 20 mn in Q3 FY 22 and profit of INR 242 mn in 9M FY22

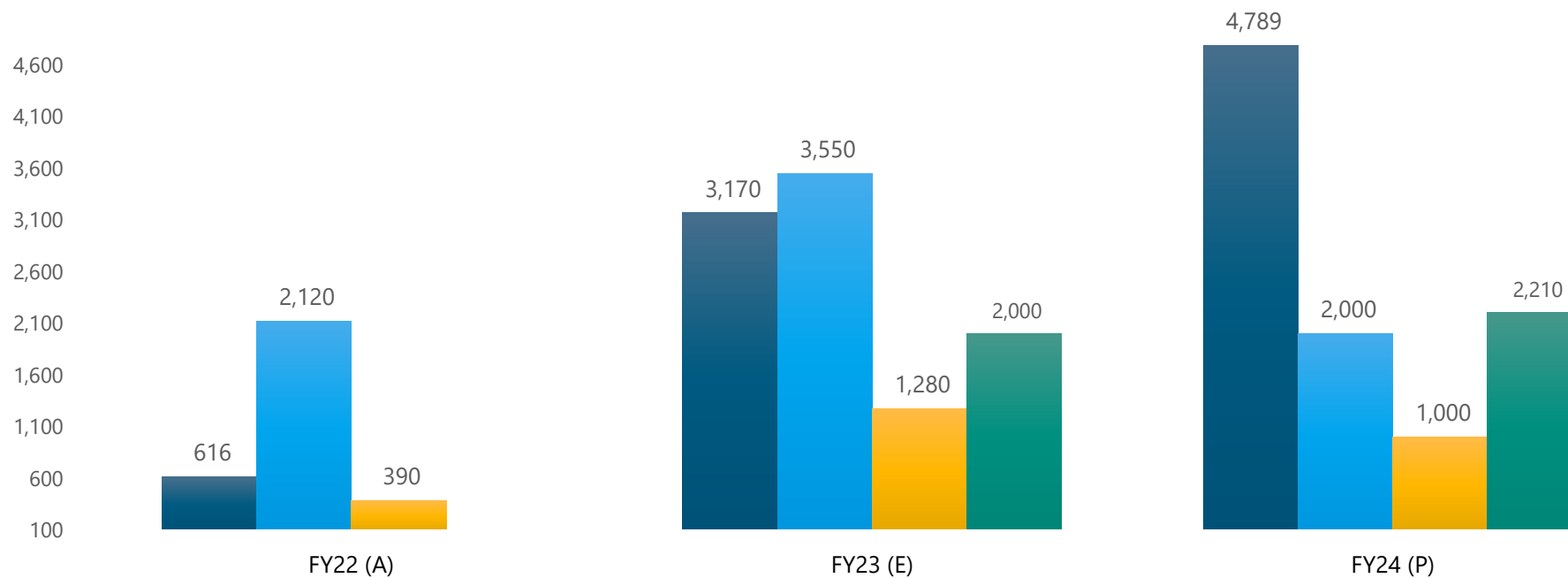
## Actual and Estimated Capex (INR mn)

■ Cayman <sup>(1)</sup>
■ Replacement/Maintenance <sup>(2,5)</sup>
■ Brownfield <sup>(3,5)</sup>
■ Green field/ Inorganic expansion <sup>(4,5)</sup>

**Total Capex for FY22(A): INR 3,126 mn**

**Total Capex for FY23(E): ~INR 10,000 mn**

**Total Capex for FY24(P): ~INR 10,000 mn**



(1) Cayman capex conversion rate of USD/INR is 81.0

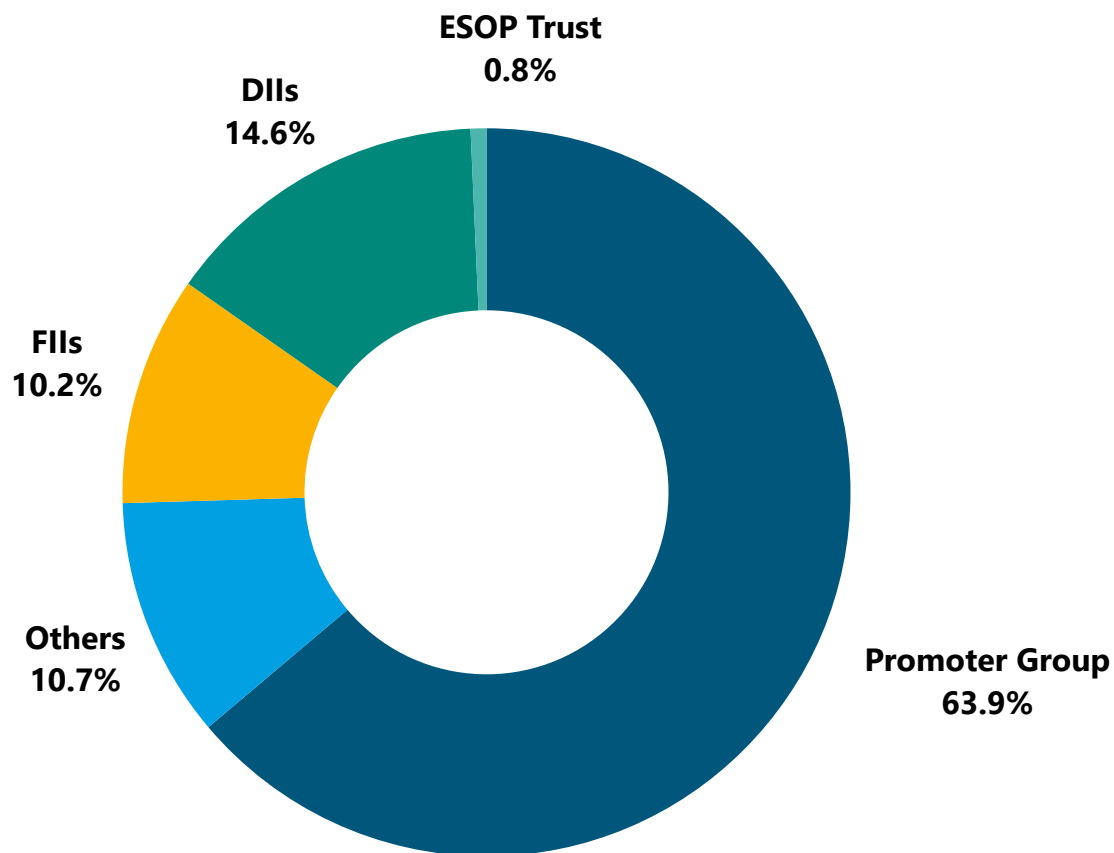
(2) Includes capex spend on bio medical equipment, civil face lifts and IT upgradation.

(3) Expansion of existing facilities and installation of new capabilities across units

(4) Inorganic acquisition e.g. Sparsh and other green field projects

(5) Pertains to India

As on 31<sup>st</sup> December 2022<sup>(1)</sup>



### Total Number of Shares

**204,360,804**

### Key DIIIs

Axis Asset Management

Nippon Life India Asset Management

SBI Asset Management

ICICI Prudential Life Insurance

UTI Asset Management

### Key FIIs

Wellington Asset Management

Vanguard Index Fund

Mirae Asset Management

Simcah Partners

Franklin Templeton Asset Management

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