



Global Health L i m i t e d

16th December, 2022

Ref:- GH/2022-23/EXCH/011

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: Presentation made at Investor Conference

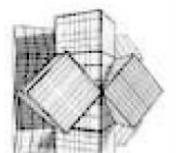
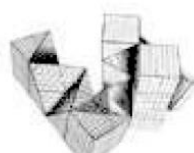
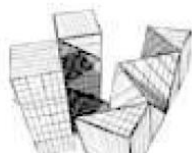
Dear Sir,

This is with reference to the intimation made by the Company *vide* its letter dated 15th December, 2022 bearing **Ref No.-GH/2022-23/EXCH/010**. In this context, please find attached herewith a copy of presentation made thereat.

Kindly take the above on record.

For Global Health Limited

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





MEDANTA OVERVIEW

DECEMBER 2022

**Delivering advanced
medical care through a
leading clinical team
supported by cutting-
edge technology and
infrastructure**

Disclaimer

This presentation, apart from historical information, contains some "forward-looking statements" including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by these statements. These factors include, but are not limited to general market conditions, macro-economic, movements in currency exchange and interest rates, the ability to attract and retain high quality human resource, competitive pressures, technological developments, governmental and regulatory trends, legislative developments, and other key factors beyond the control of the Company.

These forward looking statements are based on information currently available to us, and we assume no obligation to revise these statements as circumstances change. The Company may alter, modify or otherwise change in any manner the content of Presentation/Press Release, without obligation to notify any person of such revision or changes.

MEDANTA was born in 2009

with the purpose of providing world-class super-specialty care

Over **2,467*** operational beds
expanding to **3,500+** by FY2025E

69 operation theatres**,
523 ICU beds**

Network of **5** multi-speciality hospitals, **1** under
construction hospital and **5** clinics across **8** cities

Over **25,000**
surgeries annually

4.7 million sq. ft. of built up area**
with additional land for expansion

More than **2 million**
patients treated**

Facilities for over
30 medical specialties

8,000+ full-time employees
and retainer-based staff*

1,300+ doctors

Accredited by
JCI and **NABH**



* As of June 30, 2022

** During fiscal 2022

Growth from a single flagship hospital to a network of high quality hospitals across north India



2009
MEDANTA
THE MEDICITY
GURUGRAM



2014
MEDANTA
SUPER SPECIALITY
HOSPITAL
INDORE



2015
MEDANTA ABDUR
RAZZAQUE ANSARI
MEMORIAL WEAVERS'
HOSPITAL
RANCHI



2019
MEDANTA
HOSPITAL
LUCKNOW



2021
JAI PRABHA
MEDANTA
SUPER SPECIALITY
HOSPITAL
PATNA



2024E
MEDANTA
HOSPITAL
NOIDA

ONE MEDANTA

OUR NETWORK OF HOSPITALS

Growth from a single flagship hospital to a network of high quality hospitals across north India



GURGAON

1,391 beds; 285 ICU beds



LUCKNOW

473 beds; 93 ICU beds



PATNA

228 beds; 28 ICU beds



INDORE

175 beds; 53 ICU beds



RANCHI

200 beds; 64 ICU beds

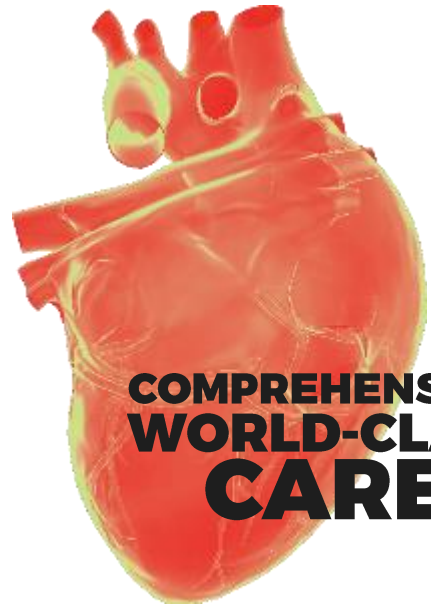


NOIDA

550 total beds
(under construction)

World-class care requires a rich ecosystem

of clinical excellence, cutting-edge equipment, and an emphasis on innovation



**COMPREHENSIVE,
WORLD-CLASS
CARE**

**SKILLED AND EXPERIENCED
DOCTORS**

**SOPHISTICATED
MEDICAL EQUIPMENT
AND TECHNOLOGY**

**INTEGRATED
TERTIARY CARE
INFRASTRUCTURE**

**CLINICAL AND
OPERATIONAL
INNOVATION**

**RESEARCH &
ACADEMICS**

BEST PRACTICES

HIGHEST LEVEL OF MEDICAL EXPERTISE

Medanta is a brand of dynamic medical experts who provide world class patient care to people across strata of society. Our team of super-specialists includes experts in cardiac sciences, oncology, neurosciences, orthopaedics, digestive and hepatobiliary sciences, nephrology, urology, liver diseases, all types of organ transplantation, critical care, endocrinology, respiratory and internal medicine as well as extensive expertise in preventive medicine.

CUTTING-EDGE INFRASTRUCTURE & EQUIPMENT

Our doctors use the latest technology and world-class infrastructure including the Cyberknife, Da Vinci Robotic System for minimally invasive surgery, the hybrid Artis-Zeego OT/cath lab and the latest diagnostic imaging equipment.

INNOVATION AND RESEARCH TO PROVIDE WORLD CLASS CARE TO EVERYONE

Our doctors have published hundreds of papers in prestigious journals both in India and internationally. They have also led the development of surgical techniques and participated in development of medical equipment and medical devices. We leverage technology to increase healthcare access closer to the patients home. Empowering patients with education to understand and evaluate treatment options.

BEST PRIVATE HOSPITAL IN INDIA three years in a row;

Newsweek ranking for 2020, 2021 and 2022

- Newsweek ranking as the Best Private Hospital in India three years in a row: 2020, 2021 and 2022
- Only Indian private hospital to be featured in the Top 200 hospitals of the world, 2021 and 2022
- Best hospital in India for Cardiology, 2021

Numerous other national and international awards for quality and excellence



Brand with a reputation for clinical excellence

Series of 'firsts' and complex treatments make Medanta a leader in high end care

Life Saving Creativity- 3D Printed Titanium Spine



2,000 Laser Femto cataract surgeries in 36 months, highest in country by an individual



Successful Intestinal Transplant in 2013



CABG on oldest patient: 98 year old Iraqi undergoes bypass surgery



National and international Quality accreditations



- Over 20 Major quality audits and surveys conducted successfully
- Medanta - The Medicity, Gurgaon reaccredited 4 times with JCI
- Gurgaon, Lucknow, Indore, Ranchi are NABH accredited

Medanta specialises in treating the most complicated cases across a range of specialties. **We are proud to be known as the last stop in Indian healthcare**

DOCTOR DRIVEN visionary leadership;

Chairman and Managing Director **Dr Naresh Trehan**
is a world-leading cardiac surgeon

Message from Dr Trehan

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.

Our Institute has pioneered a truly integrated 'Team Medanta' approach to patient care to ensure the best therapy for a given patient. Teams of specialised clinicians across our multiple departments work seamlessly to ensure that we are always putting the patient first. Most importantly, underlying all of this, is our commitment to providing the best possible care for every single one of our patients.



Dr. Naresh Trehan
Chairman & MD, Medanta



Our pioneering

‘TEAM MEDANTA’

approach to patient care is driven by our patient-first philosophy

Our approach seeks to address the entire spectrum of **healthcare** ranging from prevention and disease reversal to clinical, interventional and surgical treatments for all stages of disease.

A team of surgeons, interventionalists, physicians and **diagnostic experts work seamlessly** to ensure that each patient receives the benefit of comprehensive advice that is free of individual bias.

Our clinicians are supported by a specially trained team of **nurses and support staff** such as perfusionists, technicians, physiotherapists, and researchers.

MEDANTA TEAM: surgeons, clinical and interventionalists working seamlessly

'Doctor-Led' Model Driven by Skilled and Experienced Doctors

who are among the leaders in their specializations



Group practice model: Clinical leadership and collaborative care

- Doctors work full-time and exclusively at Medanta's hospitals*
- Departmental concept enables sub-specialisation, a combined team-based approach to patient care
- Day to day operational governance overseen by senior members
- Each specialty operates on a joint rewards system

Our doctors are recipients of the highest national awards

- Founded by Dr. Trehan, a world-renowned cardiovascular and cardiothoracic surgeon
- Clinical team includes recipients of Padma Bhushan, Padma Shri, and BC Roy awards, in addition to numerous other accolades
- Senior doctors trained in leading medical institutions in India and across the world

* Less than 10% of the doctors are visiting consultants

World class infrastructure

Infrastructure designed to create a safe and efficient environment for treatment



SPACES DESIGNED TO OPTIMIZE CLINICAL FLOWS

PATIENT CENTRIC DESIGN FOCUSED ON QUALITY AND SAFETY



- All spaces designed to optimize clinical flows with high square foot to bed ratios
- Wide corridors to for easy bed movement, natural light in every possible patient space. ICUs with large windows to help cue patients time cycles to natural cycles of the sun
- Ayurvedic herbal garden to provide a secure environment for patients to enjoy the natural elements in a controlled way
- Co-horting of OPD and IPD of specialties on one floor to give a 'hospital within a hospital' feeling for each super specialty
- High focus on infection control practices (e.g., dedicated AHUs for all OTs, ICUs and wards, dedicated transplant rooms with positive pressure and isolation rooms in each ICU)
- Strong focus on patient safety (including fire safety) in design. Infrastructure designed to comply with JCI standards
- High proportion of OTs, procedure rooms and ICUs relative to overall bed strength given heavy procedure orientation of the clinical work
- Modular design across all units to enable scaling up and down as per occupancy and specialty requirements



HIGH LEVEL TRAUMA AND CRITICAL CARE

offering round-the-clock access to the full spectrum of advanced acute medical services

Our availability of **round-the-clock specialised Emergency and ICU care** means that we are a **Level 1 Trauma Facility**.

Our dedicated infrastructure for acute patients includes high end **Emergency units and advanced critical care beds** so diagnosis and treatment can be carried out within minutes.

Our equipment includes **specialised monitors, defibs and IABP machines** beside every bed in the emergency ward.

Our capabilities extend to a **24x7 emergency rescue team** that operates road as well as air ambulances that are equipped with **Advanced Cardiac Life Support (ACLS) systems**.

In emergencies specially trained teams including a **cardiologist, anesthetist and perfusionist** can insert intra-aortic balloon pumps (IABPs) to stabilise patients even before they reach the hospital.

Our infrastructure includes

The Cyberknife, a Femto Laser Cataract Suite and a Brain Suite and **a Brain Suite, Intra-operative Imaging MRI OT**



Cyberknife

The CyberKnife VSI Robotic Radiosurgery System is a non-invasive alternative to surgery for the treatment of both cancerous and non-cancerous tumours anywhere in the body with pin point accuracy and maneuverability.



Femto Laser Cataract Suite

Our Femto Laser Cataract Suite is the most advanced and has been developed to assist in cataract refractive procedures and is equipped with the LenSx laser to make optimum utilisation of time and deliver the best results



Brain Suite, Intra-Operative Imaging OT

Brain SUITE with intra-operative MRI is a state of the art Neurosurgery OT, which has the capability of intra-operative MR imaging and MR-guided surgery, it provides real time view of the progress during complex brain surgery to surgeon.

Our infrastructure also includes

The hybrid Artis-Zeego OT/Cath Lab, the Da Vinci Robotic System and a Biplane Cath Lab



Artis-Zeego Endovascular Surgical Cath Lab
Our hybrid OT/cath lab is equipped with a multi-axial robotic arm with a flexible isocentre that can dynamically reposition patients during surgery. This enables interventional cardiologists and surgeons to work together on complex procedures e.g. aortic dissections.



Da Vinci Robotic System
The Da Vinci robotic technology enables surgeons to perform delicate and complex minimally invasive surgeries (e.g. heart valve replacements) through a camera and miniaturised instruments mounted on robotic arms.



Biplane Cath Lab
The biplane cath lab is used for highly advanced cranial procedures. It enables our neurovascular specialists to repair aneurysms, perform thrombectomies, address arteriovenous malformations etc. without the need for invasive surgery.

Medanta is equipped with sophisticated diagnostic equipment including a 256-slice CT, a 3-TESLA MRI, a gamma camera, etc.



256-Slice CT

Our Heart Institute enjoys access to advanced multi-slice scanning which allows for shorter scan times, better-quality diagnoses and lower radiation doses. It thus provides a superior alternative to conventional angiographies for evaluating coronary artery disease.



3-Tesla MRI

Our clinicians regularly carry out cardiac magnetic resonance imaging at a higher field strength than the conventional 1.5 Tesla. This provides improved perfusion imaging, myocardial tagging and MR coronary angiography.



Gamma Camera

The gamma camera (also known as a PET scanner) allows our clinicians to employ a technique known as scintigraphy in order to conduct sophisticated nuclear stress-testing. This allows for more accurate and minimally invasive diagnosis of coronary artery disease.

Digital Health

We are actively developing innovative digital solutions to enhance quality of care

Our IT team and external vendors work closely with our clinicians and support staff to deploy technology-based solutions as well as to develop customised solutions to enhance quality of care. A few of the current focus areas are highlighted below.



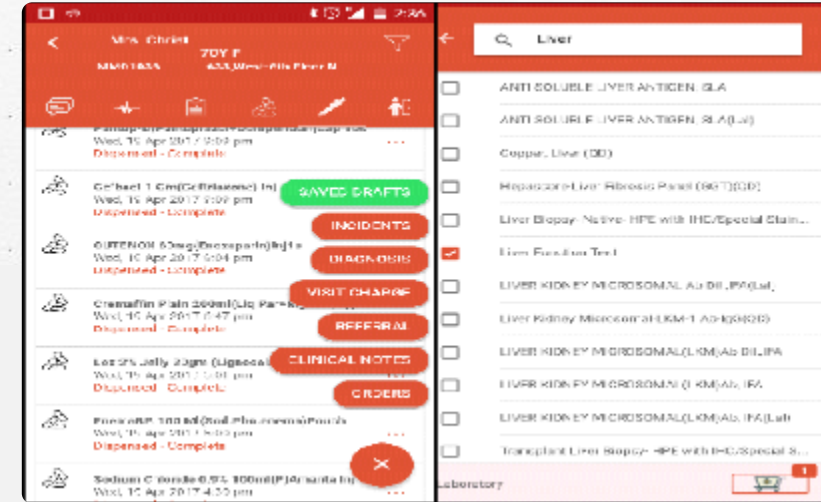
DOCBOX

Our critical care team has partnered with Docbox, an American company sponsored by the US Dept. of Defence to develop next-generation cardiac critical care patient-monitoring equipment. The product is being designed, prototyped, tested and refined in partnership with our clinicians.



TELEMEDICINE

We have invested significantly in developing a telemedicine capability to allow us to reach patients in remote areas of the country and internationally.

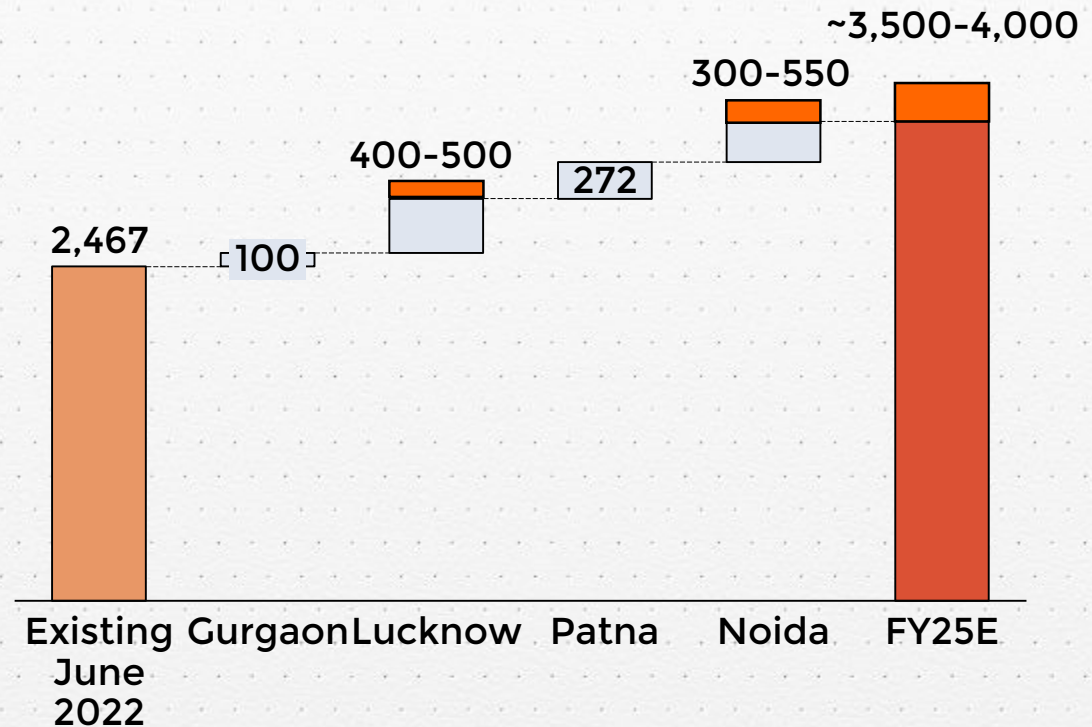
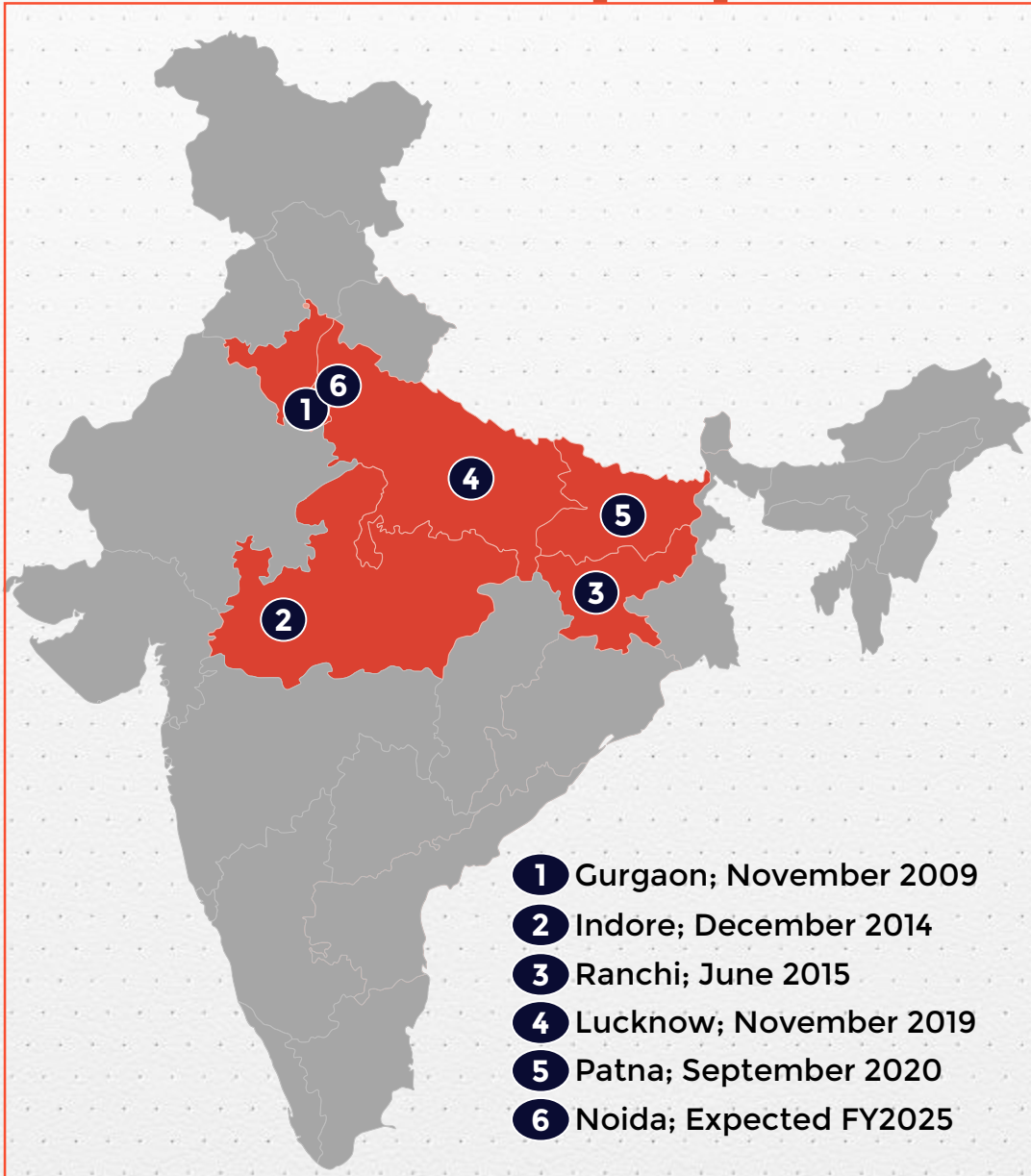


EMR/EHR APP

We have worked closely with an external vendor to develop a customised mobile clinical information, decision-support and workflow management solution to optimise frontline care delivery.

Six hospitals and counting...

Over 400 million people live in the States with Medanta facilities

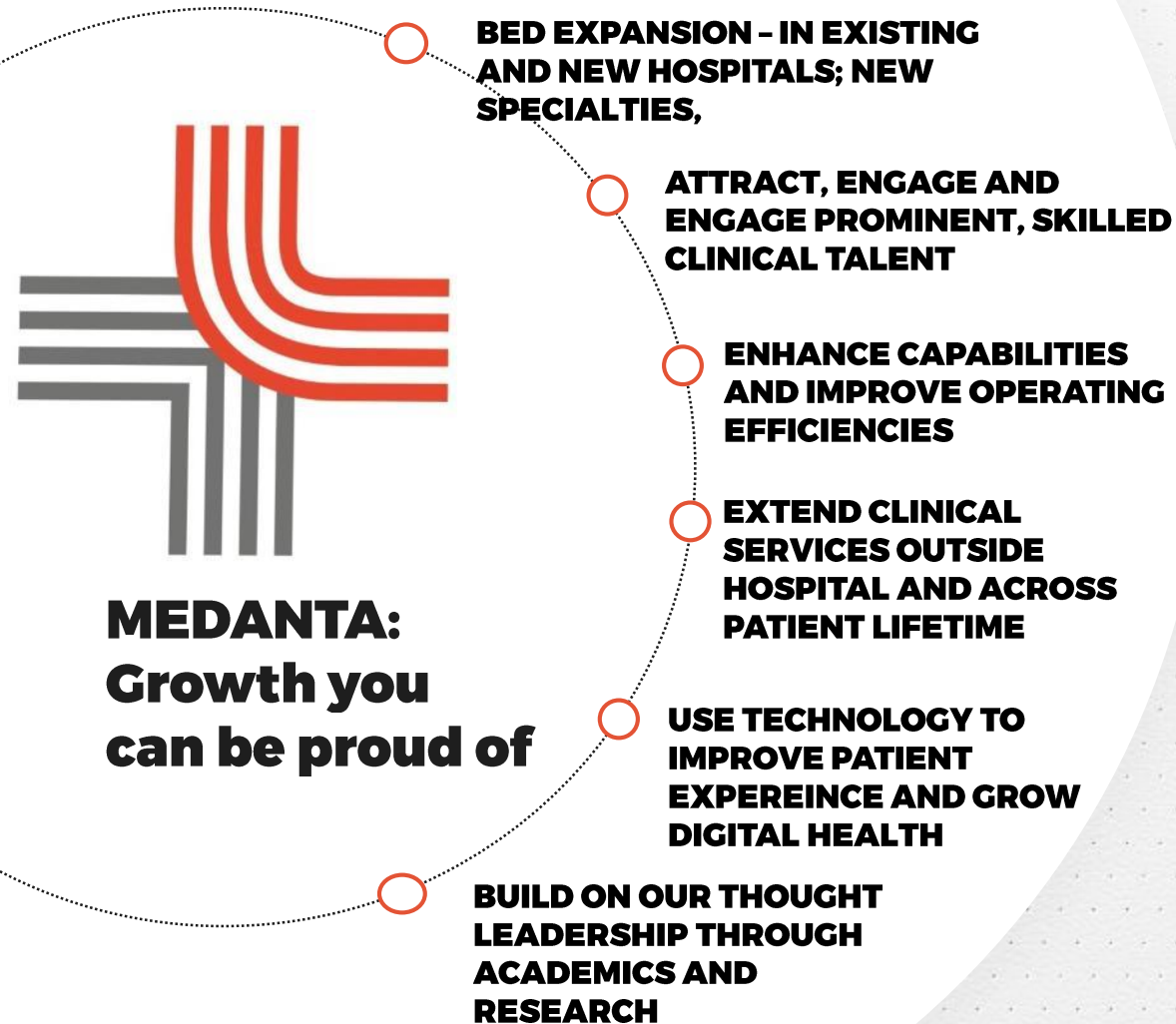


Addition of ~790 beds at existing facilities to result in lower capex / bed and improving return metrics

Floor area of 100K+ sq. meter; along with additional land bank of 13 acres available at Gurugram for ancillary services

Purpose driven growth with high standards

Aligning strategy with values, innovation with tradition, talent with teamwork and science with art

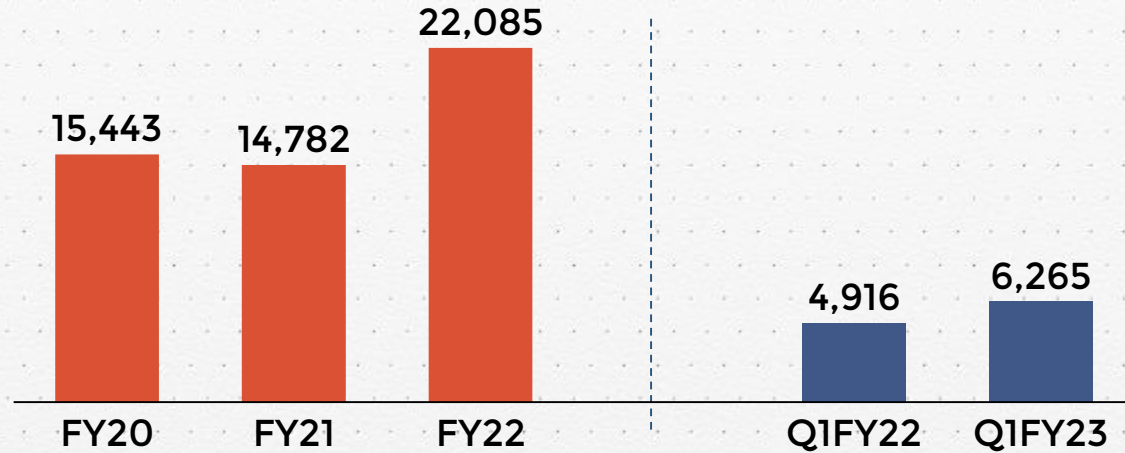


- Increase bed capacity, utilize available land for ancillary services, and complement the expanded capacity with improved quality and efficiency
- New doctors, new specialties, new sub-services and new technology and treatments
- Focus on healthcare across the continuum (early-stage intervention and lifetime, chronic care management)
- Strengthen the integrated HR management system to further enhance the recruitment, training and retention of high-quality medical professionals
- Increase communications and collaborations with leading institutions and experts in different medical areas to improve diagnostic, treatment and research capabilities
- Improve occupancy rates and equipment utilization, bring in operating efficiencies and additional scale benefits, reduce ALOS by continuing to improve our clinical practices and use of technology
- Extend clinical services outside the hospital by growing the home care business across sample collection, medicine delivery and all possible aspects of care at home
- Grow the digital health services by further developing online communication platforms
- Continue focus on clinical research and academics, and maintain ongoing strategic partnerships with internationally renowned institutes

Financial performance FY22

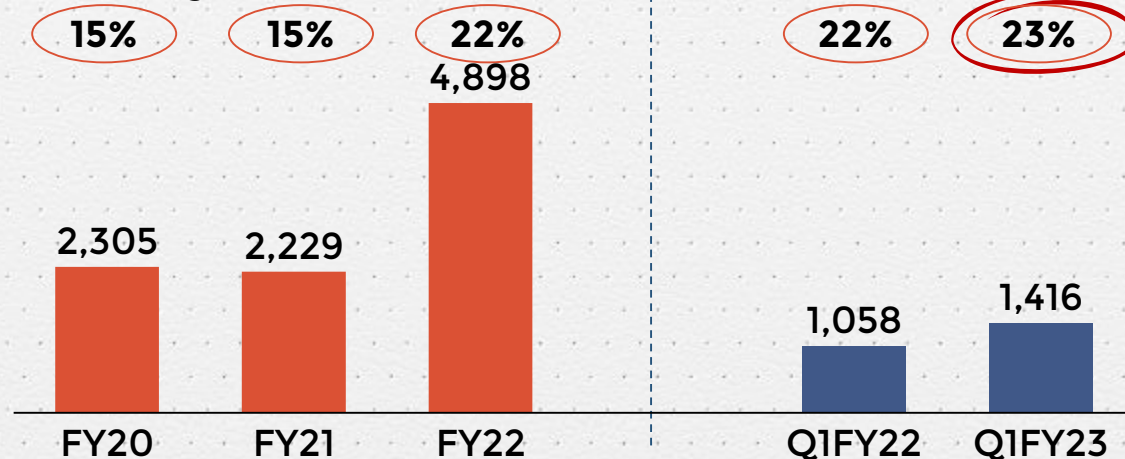
Strong growth in revenue and EBITDA

Total Income (INR mn)



EBITDA⁽¹⁾ (INR mn)

EBITDA Margin %



Key Highlights

- ✓ Demonstrated **robust Total Income growth of 49% yoy** in FY22 and **27% yoy** in Q1FY23
- ✓ **Higher occupancy** level, volumes and **improved ARPOBs** in FY22 and Q1FY23

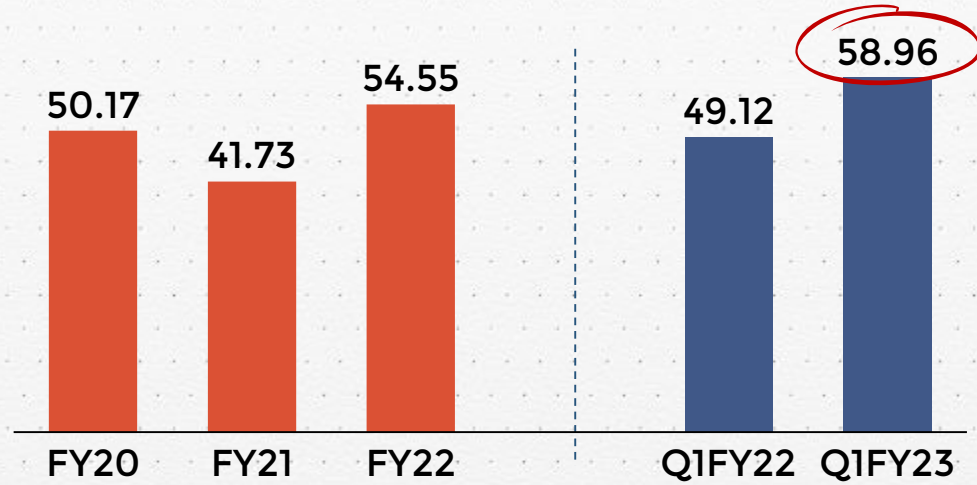
Key Highlights

- ✓ **EBITDA grew at 120% yoy** in FY22 and **34% yoy** in Q1 FY23 with margins expanding to **23%**
- ✓ **EBITDA margin enhancement** in both mature and developing hospitals

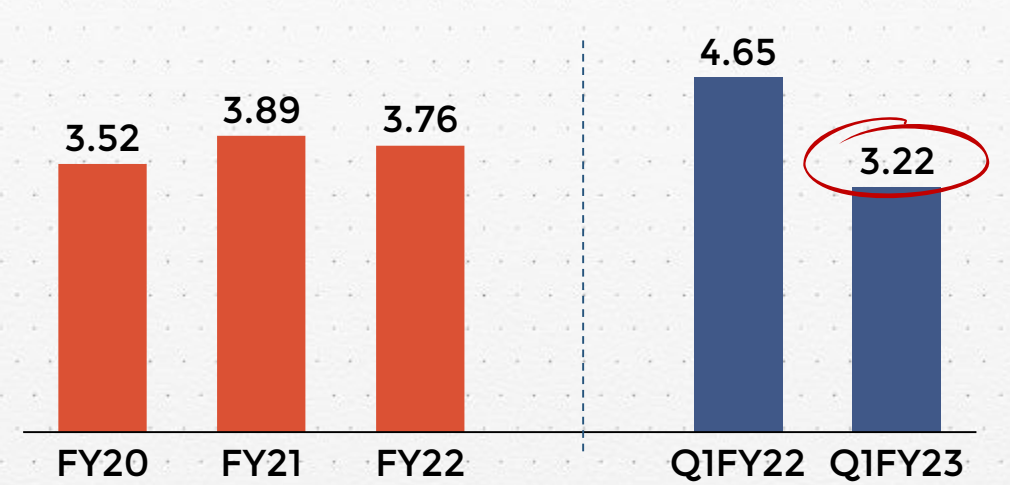
Improvement in operating metrics in FY22

Leading ARPOB and ALOS levels

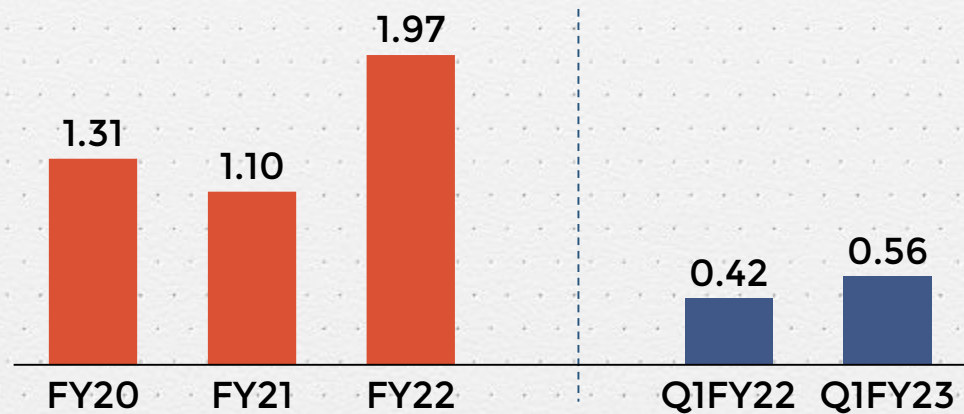
ARPOBs (INR '000)



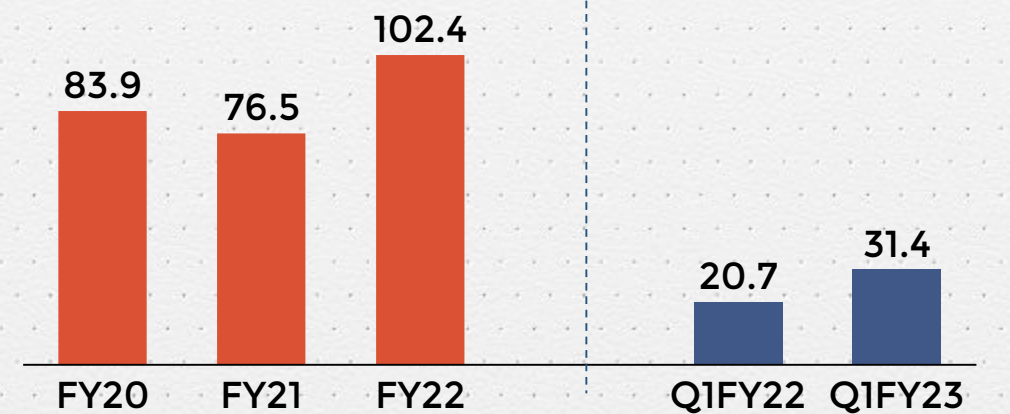
ALOS (No. of days)



OPD volumes (millions)



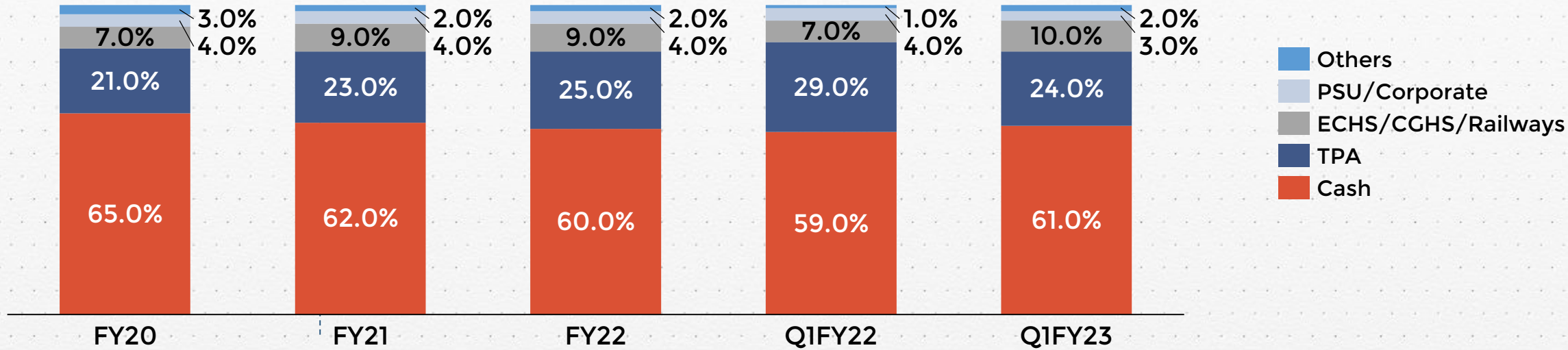
IPD volumes ('000)



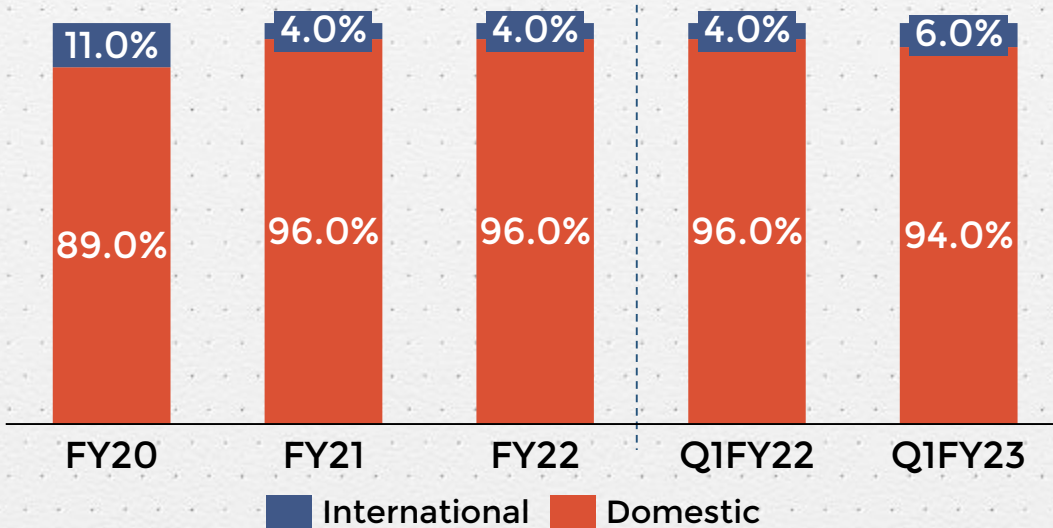
Performance overview: Revenue mix

Strong payor mix; international yet to return to pre pandemic levels

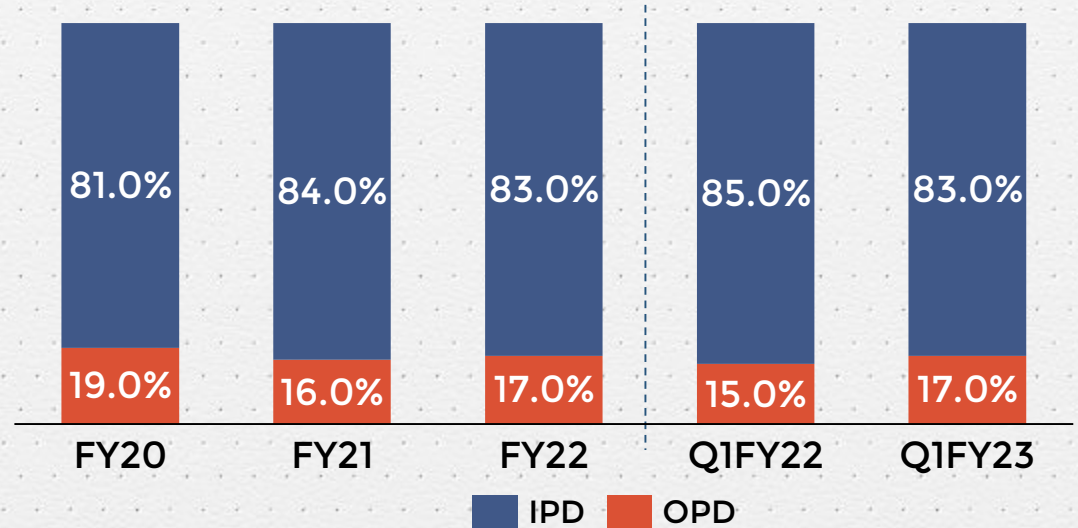
Payor Mix



IPD and OPD revenue breakdown by patient source



Breakdown by IPD vs OPD



Note: Revenue refers to income from healthcare services

The human side of healthcare

The artist and the engineer

Healthcare is never only about science. It is also about the 'artistry' - the **human touch, teaching, collaboration, generous acts, personal courage, and core values that guide decision making**

The best doctors and healthcare providers are part engineers and part artists. The engineer sees the problem and applies technology to fix it. Thanks to engineers we have MRIs/CT scans, robotic surgery, and genetic treatments. The engineering approach helps patients daily and has saved many lives. It is measurable, visible and almost always has a cost and a revenue.

The artists knows when the patient needs a warm smile, reassuring words, or a gentle hug. It's the artist who makes every patient feel welcome, comfortable, secure and hopeful. The artist knows when there's nothing more the engineer can do and helps the patient and family cope at the end of life.





'Dedicated to Life'

For further information, please visit our website:

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

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- 1 RADIOLOGY راديولوجيا
- 2 PE & WINE and R.D. v. Day
- 3 PE & WINE and R.D. v. Day
- 4 PE & WINE and R.D. v. Day
- 5 PHARMACY الصيدلة
- 6 UNIVERSITY OF SAUDI MEDICAL SCIENCES جامعة العلوم الطبية

- 1 SAMPLE COLLECTION عين العين
- 2 PE & WINE and R.D. v. Day
- 3 PE & WINE and R.D. v. Day
- 4 NUCLEAR MEDICINE الطب النووي
- 5 FOUR STREET اربعة شوارع
- 6 PE & WINE and R.D. v. Day