

July 31, 2024

The Secretary Listing Department, BSE Limited, 1 <sup>st</sup> Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai 400001 Scrip Code: 540975	The Manager, Listing Department, The National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (East), Mumbai 400051 Scrip Symbol: ASTERDM
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Dear Sir/ Madam,

**Sub: Investor Presentation for the quarter ended June 30, 2024**

With reference to the captioned subject, please find enclosed the Investor Presentation on the Company's performance for the quarter ended June 30, 2024.

Kindly take the above said information on record as per the requirement of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thank you,

For **Aster DM Healthcare Limited**

**HEMISH**  
**PURUSHO**  
**TTAM**

Digitally signed by  
HEMISH  
PURUSHOTTAM  
Date: 2024.07.31  
20:34:03 +05'30'

**Hemish Purushottam**

Company Secretary and Compliance Officer  
M. No: A24331



# Aster

We'll Treat You Well



## Earnings Presentation

For the quarter ending June 30, 2024



# Disclaimer

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# Q1 FY 2025 Performance Summary- Aster India

## Financial

**Revenue**

Q1FY25 : **INR 1,002 cr**

▲ 20%

Q1FY24 : **INR 838 cr**

**Operating EBITDA<sup>1</sup>**

Q1FY25 : **INR 177 cr**

▲ 39%

Q1FY24 : **INR 128 cr**

**PBT**

Q1FY25 : **INR 123 cr**

▲ 125%

Q1FY24 : **INR 54 cr**

**PAT<sup>2</sup>**  
(Post-NCI)

Q1FY25 : **INR 74 cr**

▲ 80%

Q1FY24 : **INR 41 cr**

**RoCE<sup>3</sup>**  
(Pre-Tax)

Q1FY25 : **16.5%**

▲ 200 bps

Q1FY24 : **14.5%**

## Operational

**Capacity Beds**

Q1FY25 : **4,869**

▲ 446+

Q1FY24 : **4,423**

**Avg. Occupied beds**

Q1FY25 : **2,367**

▲ 8%

Q1FY24 : **2,186**

**ARPOB**

Q1FY25 : **INR 44,200+**

▲ 12%

Q1FY24 : **INR 39,400+**

**In Patients**

Q1FY25 : **66,747**

▲ 14%

Q1FY24 : **58,402**

**Out-Patient**

Q1FY25 : **0.78 mn**

▲ 14%

Q1FY24 : **0.68 mn**

1. Operating EBITDA for the period Q1 FY25 excludes the ESOP Cost of Rs. 2.9 Cr [Q1 FY24: 0.4 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr , Variable O&M fee amounting to Rs.8.1 Cr [Q1 FY24 : 4.4 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

2. The PAT includes an amount of ₹ 32.8 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.

3. ROCE = EBIT/Average Capital Employed; [Capital employed excludes CWIP and Land Revaluation reserve] The CWIP for ongoing projects (including ROU, Capital Advances, and Capital Creditors) amounts to ₹ 406 Cr for Q1 FY25 [ Q1FY23 : ₹ 394 Cr]

# Q1 FY 2025 Performance Summary – Aster India

## Financial and Operational Highlights

- Core hospital business delivered Operating EBITDA margin of 21% in Q1 FY25
- Matured hospital Op. EBITDA margins at 23.2% in Q1 FY25 (18.4% in Q1 FY24) and ROCE at 30.0% in Q1 FY25 (27.1% in Q1 FY24)
- Karnataka & Maharashtra cluster revenue grew by 38% YoY and operating EBITDA grew by 55% YoY in Q1 FY25
- Whitefield hospital (Bangalore) achieved 65% occupancy levels and ARPOB at INR 70,000+ in Q1 FY25
- ALOS has improved to 3.2 days in Q1 FY25 from 3.4 days in Q1 FY24
- Payor mix improved with increase in Insurance business by 200 bps+ as well as reduction in scheme business
- Aster Labs revenue grew by 15% YoY in Q1 FY25; continuing to deliver positive EBITDA margin
- 12 Patient Experience Centre under Labs were added in Kerala and 2 Pharmacies added in Karnataka during Q1 FY25

## Clinical Highlights

- Performed high-end cutting-edge medical work; ~130+ transplants and ~500+ Robotics surgeries in Q1 FY25.
- Published 9 research paper in Indexed journals in the first quarter of FY25

## ESG Highlights

- 93% and 85% energy consumption from renewable sources at Aster CMI and RV Bangalore
- Women representation in overall workforce stands at 64% and in Board of Directors at 25%
- 890 Mobile Medical camps conducted impacting 55,291 beneficiaries through 18 Mobile Medical units in Q1 FY25

## Recognition

- Awarded for the Best Healthcare Brand of the year by The Economic Times
- Aster CMI Hospital received South India's first NABH Digital Platinum Accreditation.
- Aster Medcity, CMI and MIMS were featured in top rankings by Times of India, Outlook and Newsweek Global media.

# Aster

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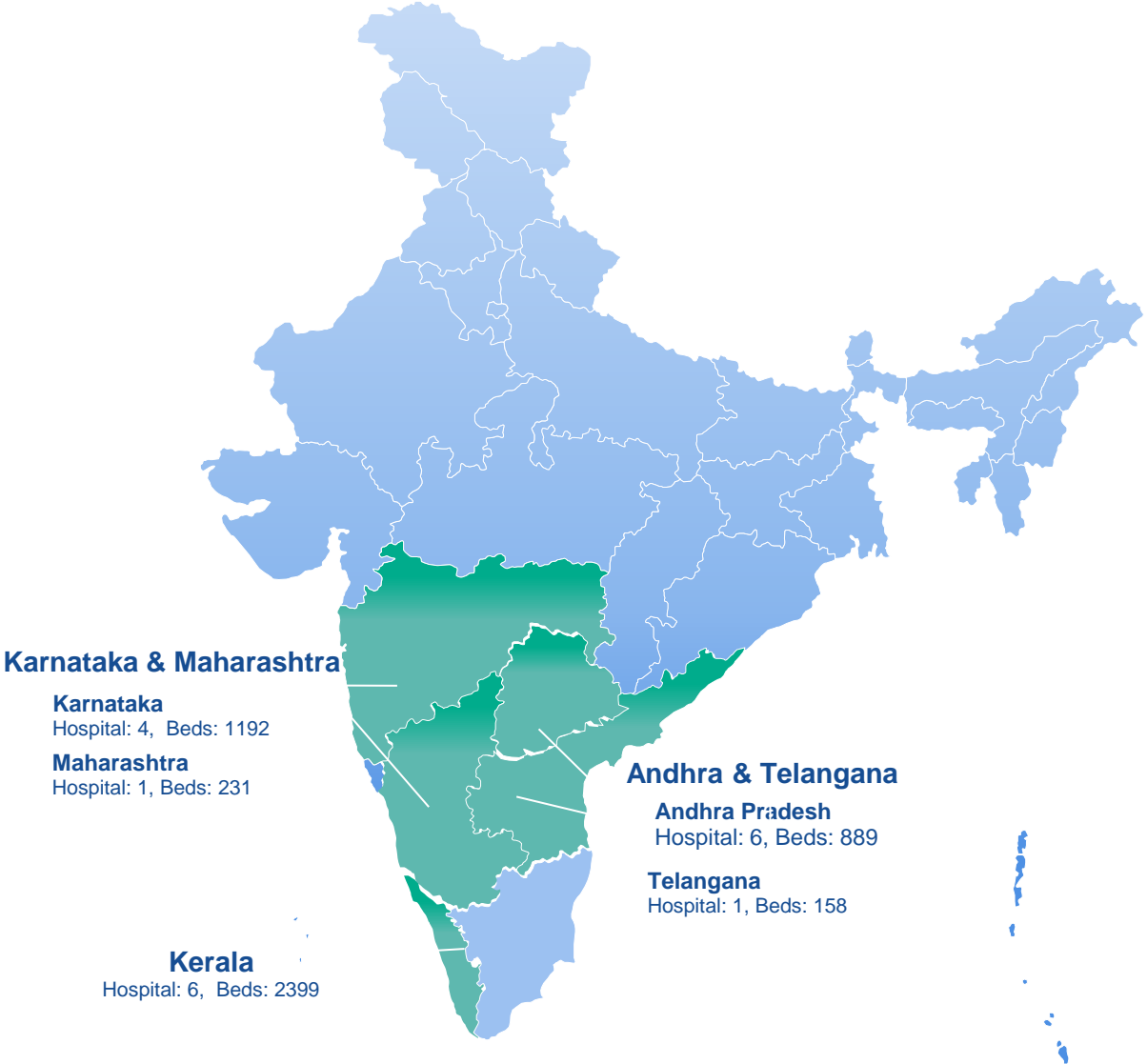


## Company Overview





# Aster India at a Glance



## Our Presence/Strength<sup>1</sup>

 15 cities and 5 states	 19 <sup>2</sup> Hospitals	 4,869 capacity beds
 13 Clinics	 243 Labs and PECs	 217 Pharmacies <sup>3</sup>

## Operational metrics (Q1 FY25)

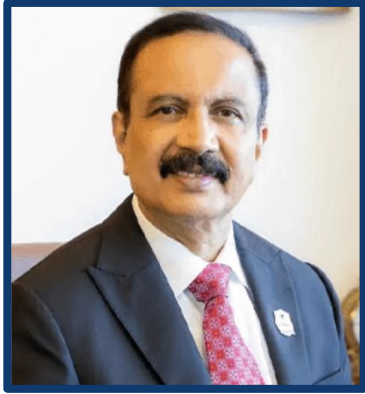
 67% Occupancy	 3.2 days ALOS	 INR 44,200+ ARPOB
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## Q1 FY25 Financial metrics

 Revenue INR 1,002 cr 23% 5 Year CAGR <sup>5</sup>	 Op. EBITDA Margin: 18% <sup>4</sup> 38% 5 Year CAGR <sup>5</sup>	 Capex INR 85 cr ~INR 1,100 cr 5 Year Capex <sup>5</sup>
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1. Presence and Operational metrics are as on June 30, 2024  
 2. Count includes 4 O&M Asset Light hospital beds with a capacity of 539 beds  
 3. Pharmacies in India operated by ARPPL under brand license from Aster  
 4. Operating EBITDA Margin has been rounded off  
 5. Five Year Revenue & EBITDA CAGR and 5 Year Capex are till the year ending FY24  
 PECs: Patient Experience Centers ; ALOS: Average Length of Stay; ARPOB: Average revenue per operating bed;

# Our Vision and Core Values



**Dr. Azad Moopen**  
Founder Chairman & Managing Director

## Our Promise

"We'll treat you well"



## Our Vision



A caring Mission with a global vision to serve the world with accessible and affordable quality healthcare

## Excellence

"Surpassing current benchmarks constantly by continually challenging its ability and skills to take the organisation to greater heights"

- Albert Einstein

## Respect

"Treating people with utmost dignity, valuing their culture contributions and fostering a culture that allows each individual to rise to their fullest potential"

- Mahatma Gandhi

## Compassion

"Going beyond boundaries with empathy and care"

- Mother Teresa

## Passion

"Going the extra mile willingly, with a complete sense of belongingness and purpose while adding value to the stakeholders"

- Steve Jobs

## Our Values

## Integrity

"Doing the right thing without any compromises and embracing a higher standard of conduct"

- Nelson Mandela

## Unity

"Harnessing the power of synergy and engaging people for exponential performance and results"

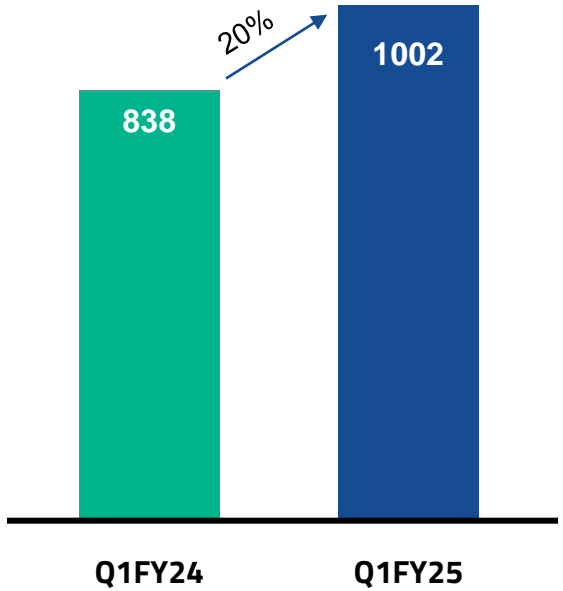
- H.H. Sheikh Zayed Bin Sultan Al Nahyan



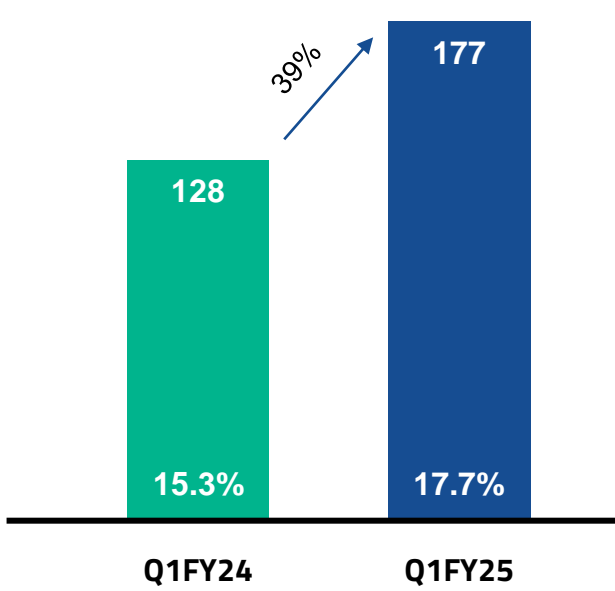


# Aster India Revenue and Profitability Snapshot – Q1 FY25

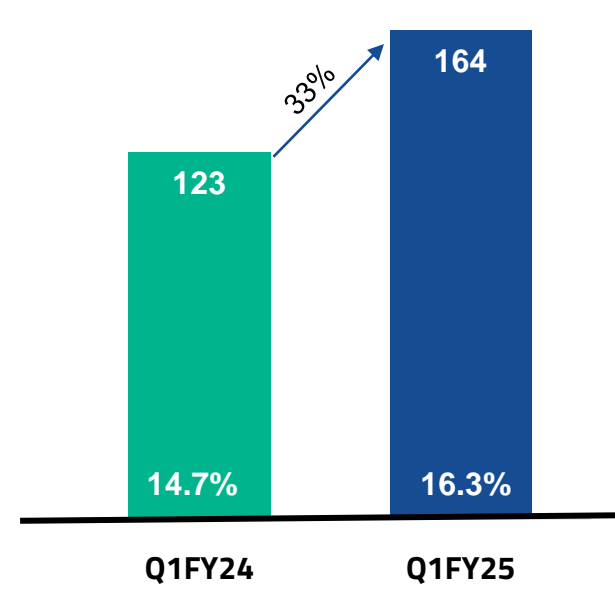
**Revenue from Operations<sup>1</sup>**



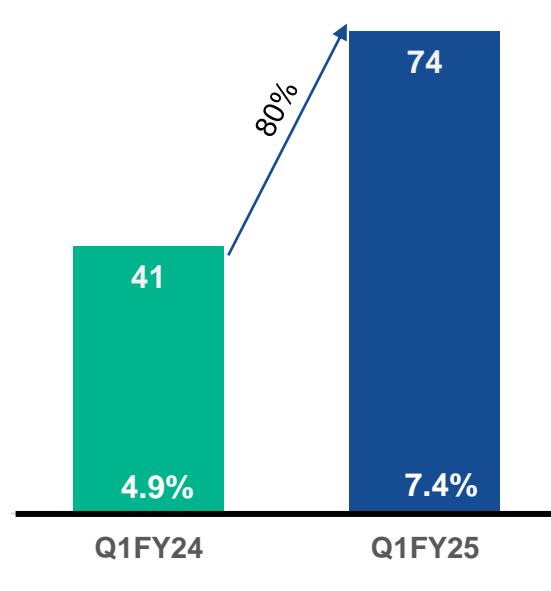
**Operating EBITDA and Margin<sup>1,2</sup>**



**EBITDA and Margin<sup>1</sup>**  
(Post Ind As)












**PAT and Margin<sup>3</sup>**  
(Post NCI)



**Notes:**

1. Revenue, Operating EBITDA and EBITDA excludes other income
2. Operating EBITDA for the period Q1 FY25 excludes the ESOP Cost of Rs. 2.9 Cr [Q1 FY24: 0.4 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr , Variable O&M fee amounting to Rs.8.1 Cr [Q1 FY24 : 4.4 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]
3. The PAT includes an amount of ₹ 32.8 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.

# Aster India Hospital and other New Business Performance – Q1 FY25

	<u>% of Revenue</u>	<u>Revenue</u>	<u>Operating EBITDA<sup>(5)</sup></u>
<h2>Hospitals and Clinics</h2> <p>Core established business</p> <p>  19 hospitals<sup>(1)</sup>  13 clinics                      4,869 capacity beds                 </p>	94%	INR 968 Cr 21% YoY Revenue Growth	INR 201 Cr 21% Margins
<h2>Labs and Pharmacies</h2> <p>New growing businesses</p> <p>  243 Labs &amp; PECs                      217 Pharmacies <sup>(2)</sup> </p>	6%	INR 62 Cr -3% YoY Revenue Growth	INR (1) Cr NA Margins
<h2>India Overall<sup>(4)</sup></h2> <p>     </p> <p>492 total facilities<sup>(3)</sup></p>	100%	INR 1,002 Cr 20% YoY Revenue Growth	INR 177 Cr 18% Margins

(1) Count includes 4 O&M asset light hospitals with a total capacity of 538 beds

(2) Pharmacies in India operated by ARPPL under brand license from Aster and Financial numbers are shown for Wholesale Pharmacy, (3) The count of facilities (hospitals, clinics, labs and pharmacies) is as of 30<sup>th</sup> June 2024

(4) Aster India overall numbers are after eliminations of INR 28 cr (Q1 FY24: 23 Cr.) of intercompany revenue and INR 23 Cr. (Q1 FY24: INR 11 Cr.) of unallocated expenses.

(5) Operating EBITDA for the period Q1 FY25 excludes the ESOP Cost of Rs. 2.9 Cr [Q1 FY24: 0.4 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr , Variable O&M fee amounting to Rs.8.1 Cr [Q1 FY24 : 4.4 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

# Aster

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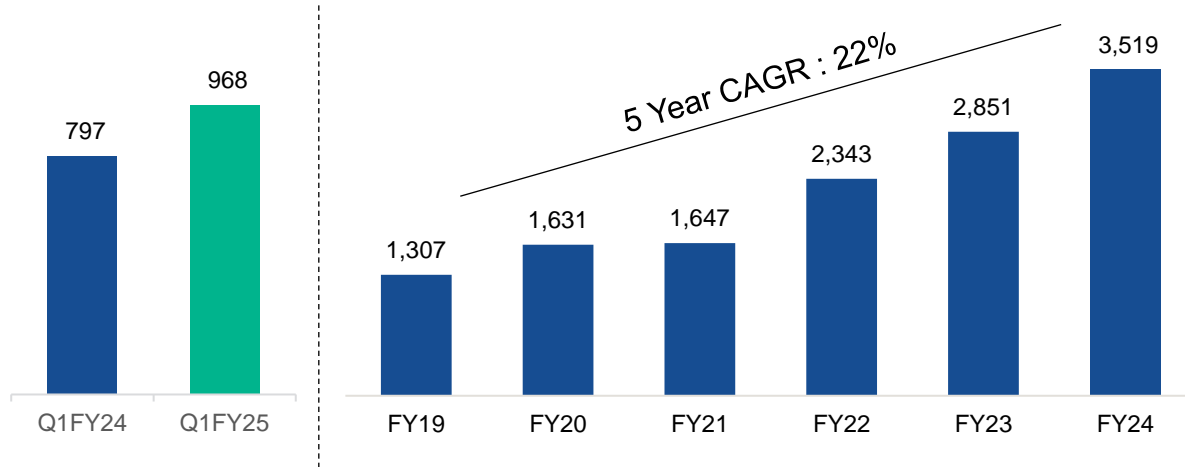
## Core Business Performance- Hospitals and Clinics



# Aster India - Hospital Financial Trends

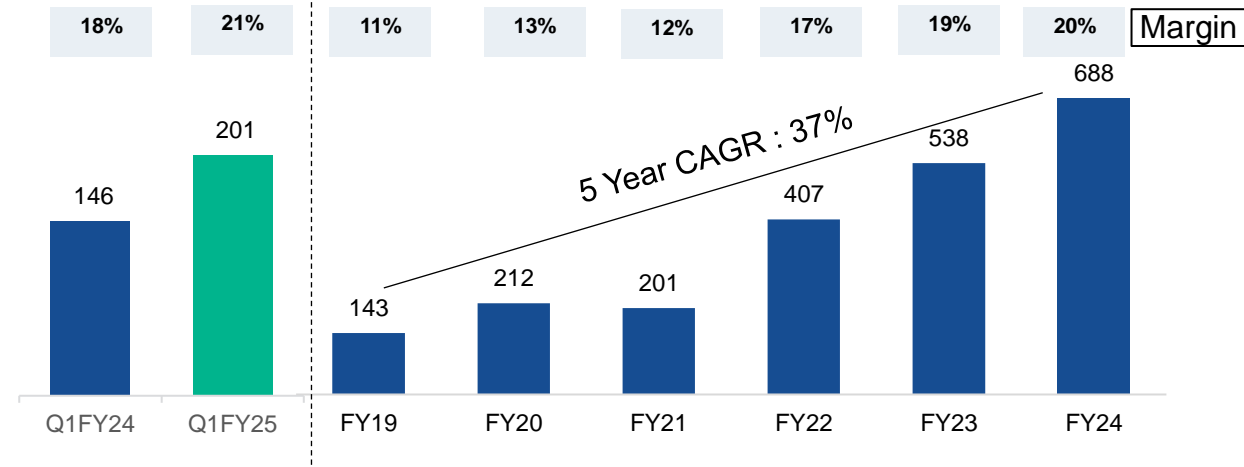
## Hospital Revenue

(In INR Cr)



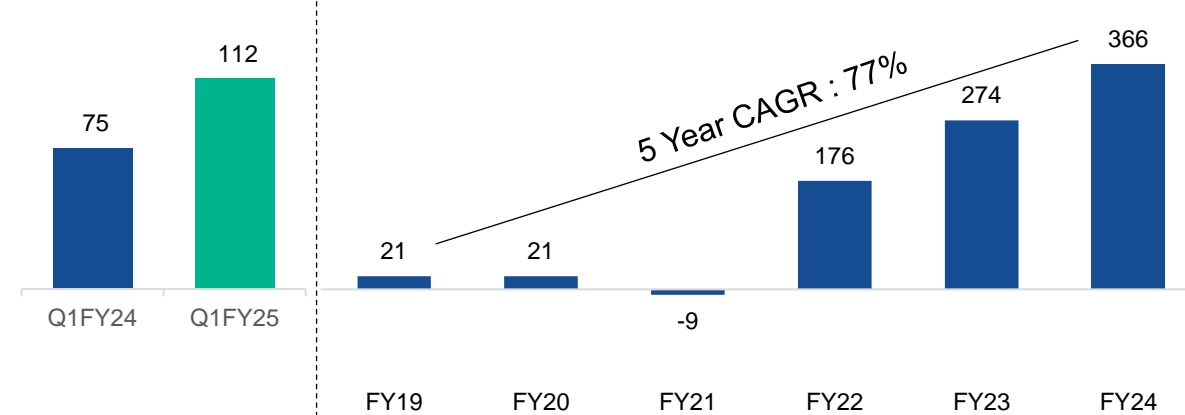
## Hospital Operating EBITDA and Margin<sup>1</sup>

(In INR Cr)



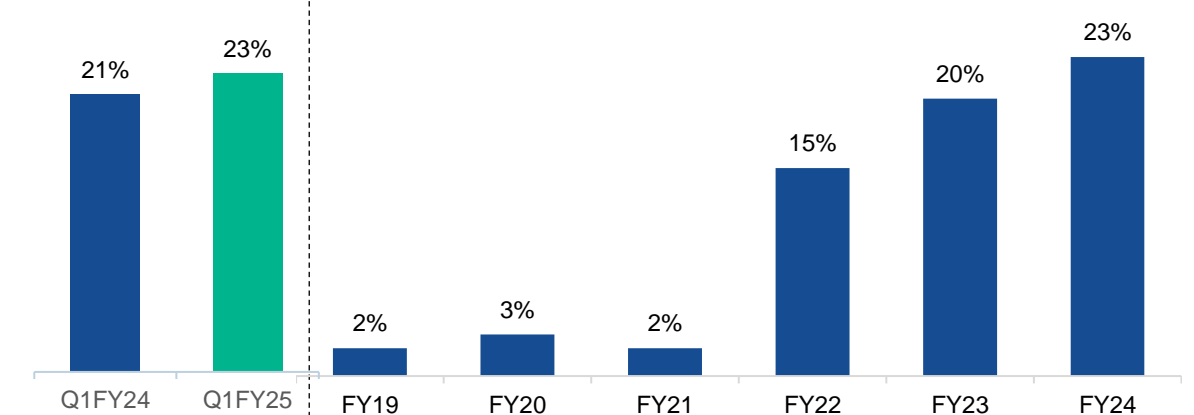
## Hospital PAT

(In INR Cr)



## Hospital RoCE

(In %)

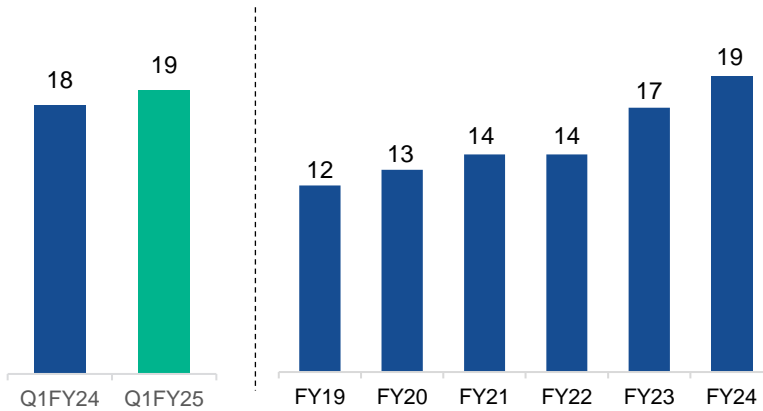


Note:

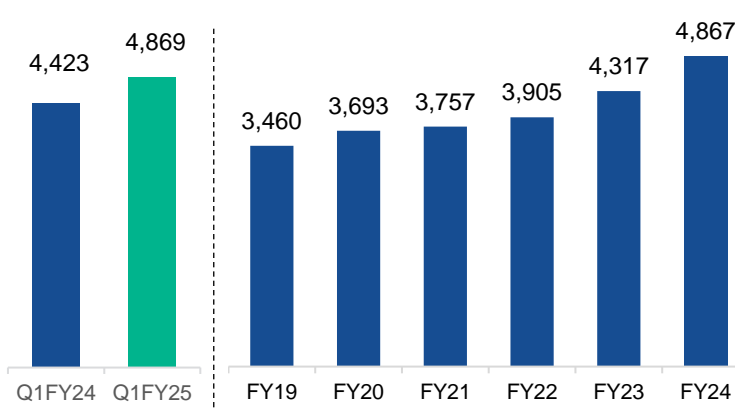
1. Operating EBITDA for the period Q1 FY25 excludes the ESOP Cost of Rs. 2.9 Cr [Q1 FY24: 0.4 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr, Variable O&M fee amounting to Rs.8.1 Cr [Q1 FY24 : 4.4 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

# Aster India – Hospital Operational Trends

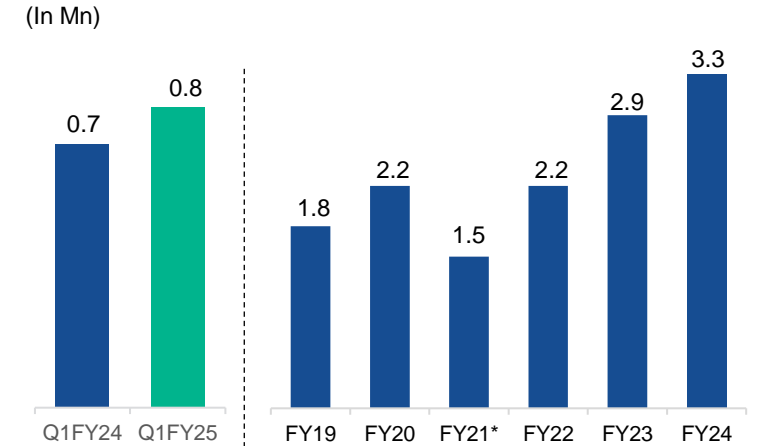
## No. of Hospitals



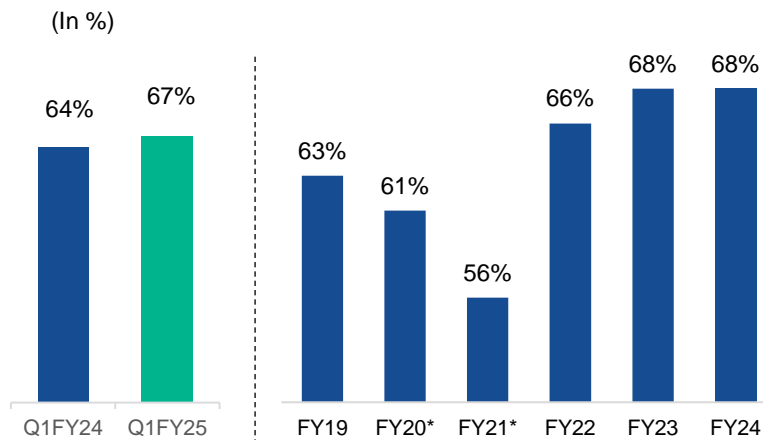
## No. of capacity beds



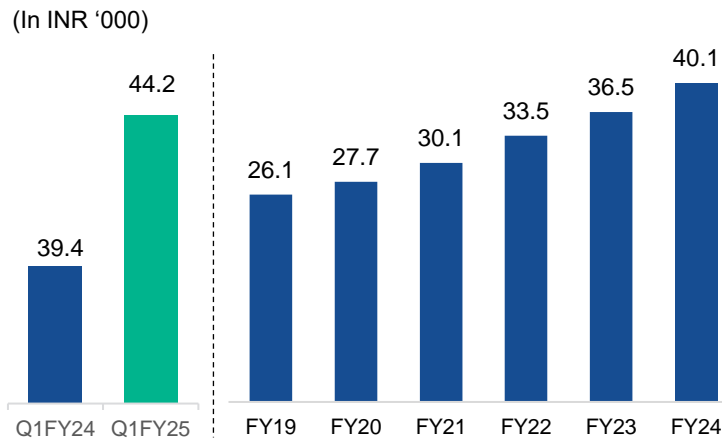
## Total patient volumes



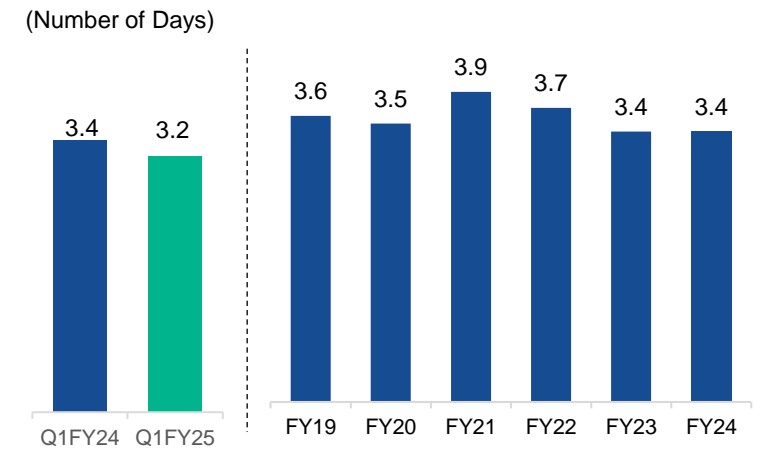
## Occupancy<sup>1</sup>



## ARPOB



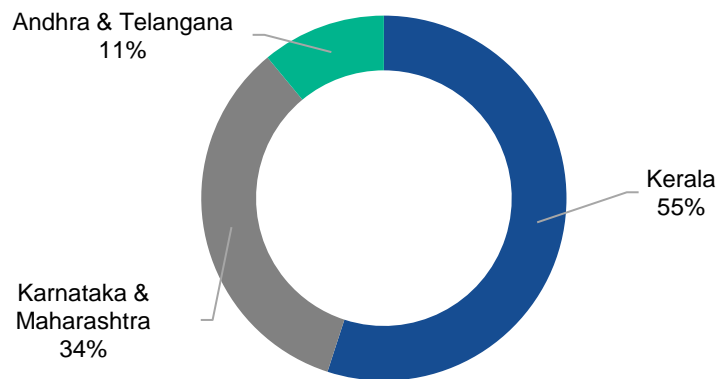
## ALOS



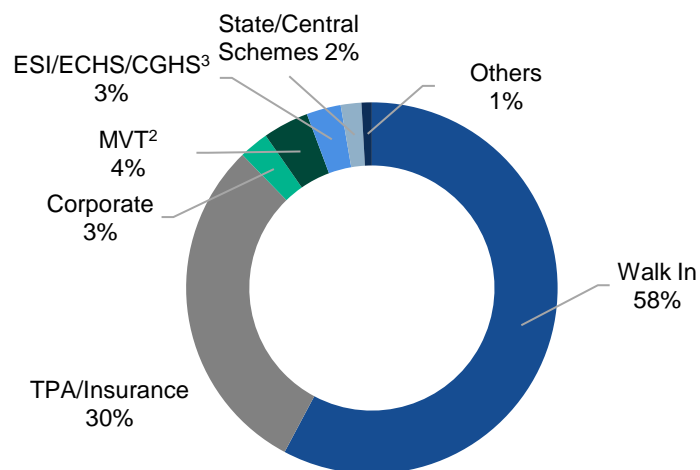
\*Drop in Patient Volumes and Occupancy during FY 20 and 21 due to COVID |

1. Occupancy as per operational census bed

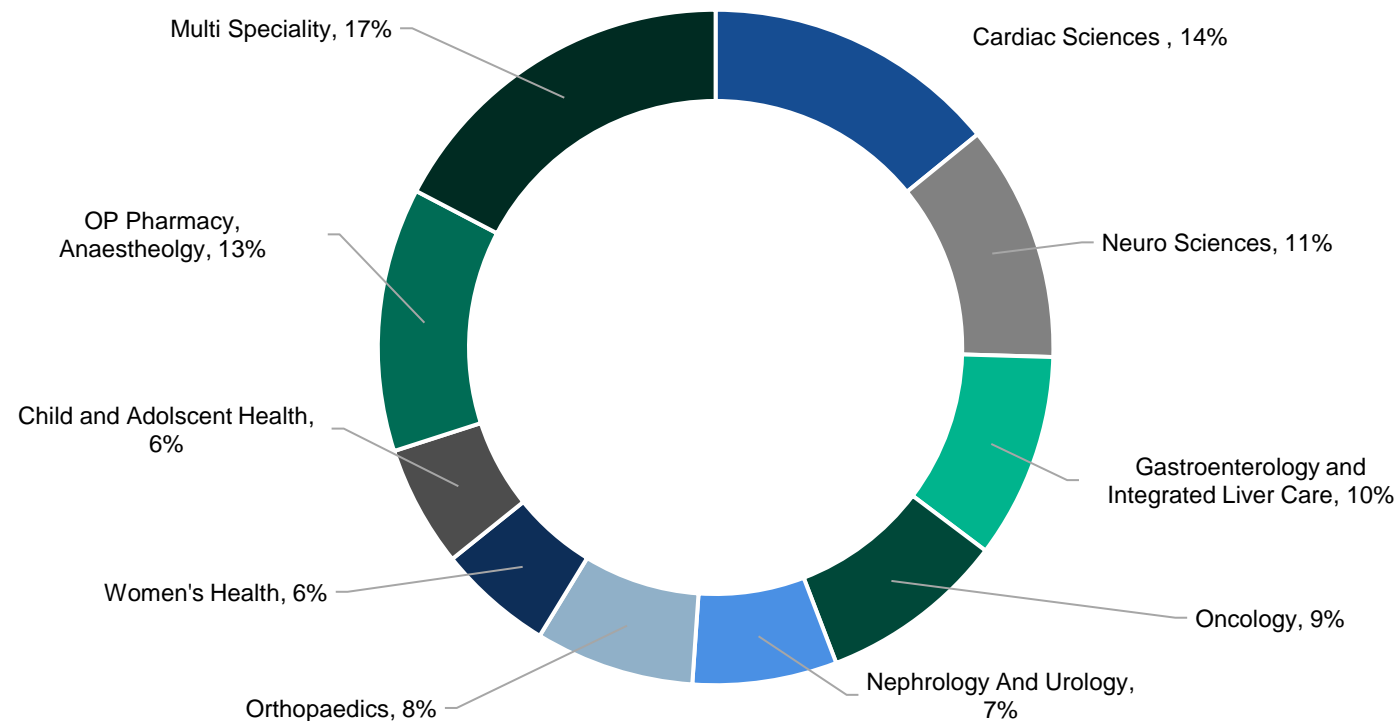
## Geographical Revenue Mix<sup>1</sup> (Q1 FY25)



## Payor Revenue Mix (Q1 FY25)



## Specialty-wise Revenue Mix (Q1 FY25)



59% of Revenue from niche specialties (Cardiac Sciences, Neurology, Oncology, Liver care, Nephrology, and Orthopaedics)

Health insurance market increasing access to healthcare services reflecting in growing revenue from TPA to 30.5% from 27.5%

1. Geographical Revenue Mix refers to the revenue from hospitals only  
 2. MVT: Medical Value Travel; TPA: Third Party Administrator; ESI: Employee State Insurance  
 3. ECHS: Ex-Servicemen Contributory Health Scheme; CGHS: Central Government Health Scheme



# Aster India - Maturity Wise Hospital Performance – Q1 FY25

Maturity	Hospitals	Revenue <sup>3,5</sup> (INR in Crs.)	Operational Beds (Census) <sup>6</sup>	Key Performance indicators			Operating EBITDA %	ROCE <sup>8</sup>
				ARPOBD	Occupancy	Operating EBITDA <sup>3,5,7</sup> (INR Crs.)		
Over 6 Years	10	73% ₹698	71% 2,545	₹ 45,800	66%	₹162	23.2%	30%
3-6 Years <sup>2</sup>	2	14% ₹135	12% 417	₹ 43,500	82%	₹26	19.5%	21%
0-3 Years <sup>1</sup>	6	13% ₹120	17% 618	₹ 37,700	57%	₹13	11.1%	NM
	<b>18</b>	<b>₹953</b>	<b>3,580</b>	<b>₹ 44,200</b>	<b>67%</b>	<b>₹201</b>	<b>21.1%</b>	<b>23%</b>

1) 0-3 Years Hospitals include: Aster Mother, Aster Whitefield, Aster Narayanadri, Ramesh (IB), Aster G Madegowda, Aster PMF

2) 3-6 Years Hospital include : Aster RV, Aster MIMS Kannur

3) Aster India Clinics, Labs, Wholesale pharmacy and other unallocated items are not included in Revenue & EBITDA.

4) Wayanad Institute of Medical Sciences (WIMS) details are not included above. Considering WIMS, count of hospitals in India is 19

5) Revenue and EBITDA shown above excludes other income;

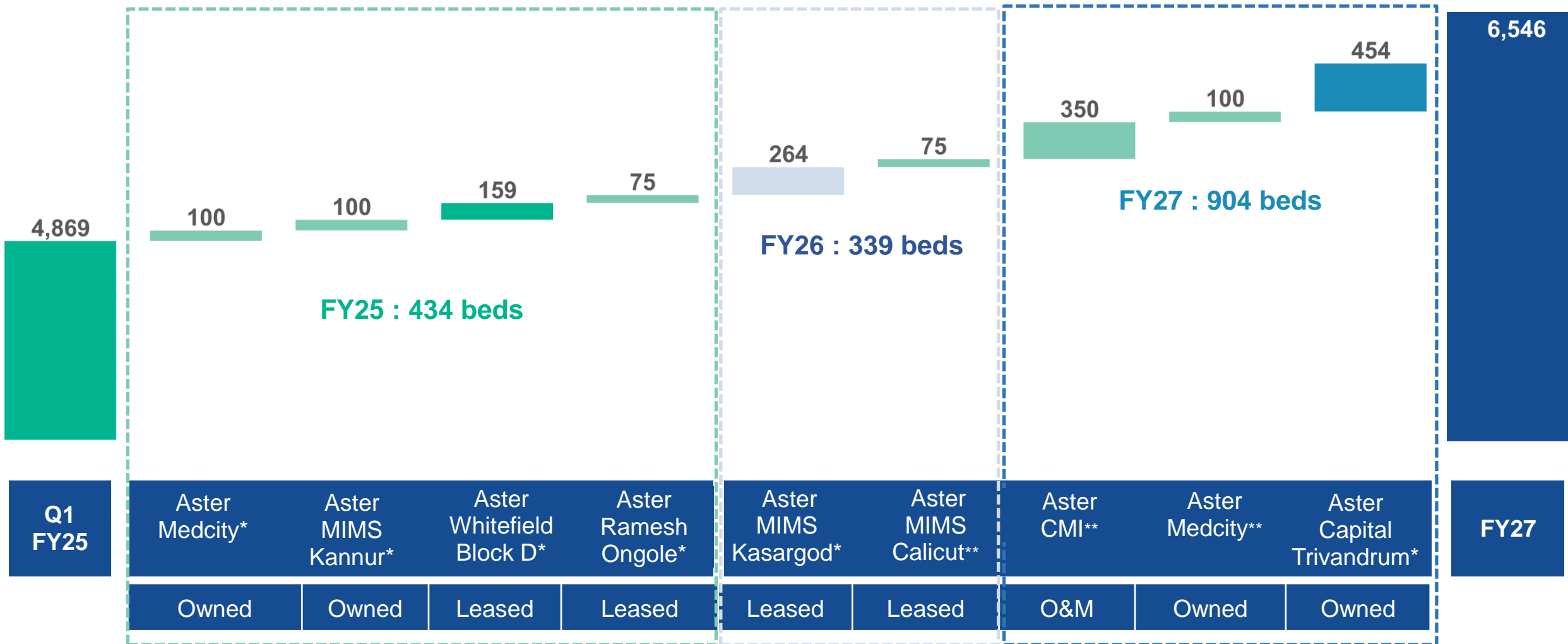
6) Operational Beds (Census) are beds as on 30<sup>th</sup> June ,2024.

7) Operating EBITDA for the period Q1 FY25 excludes the ESOP Cost of Rs. 2.9 Cr [Q1 FY24: 0.4 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr , Variable O&M fee amounting to Rs.8.1 Cr [Q1 FY24 : 4.4 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

8) ROCE (pre-tax) = EBIT/Average Capital Employed; [Capital employed excludes CWIP and Land Revaluation reserve]

# Aster India Hospitals: Pipeline Projects

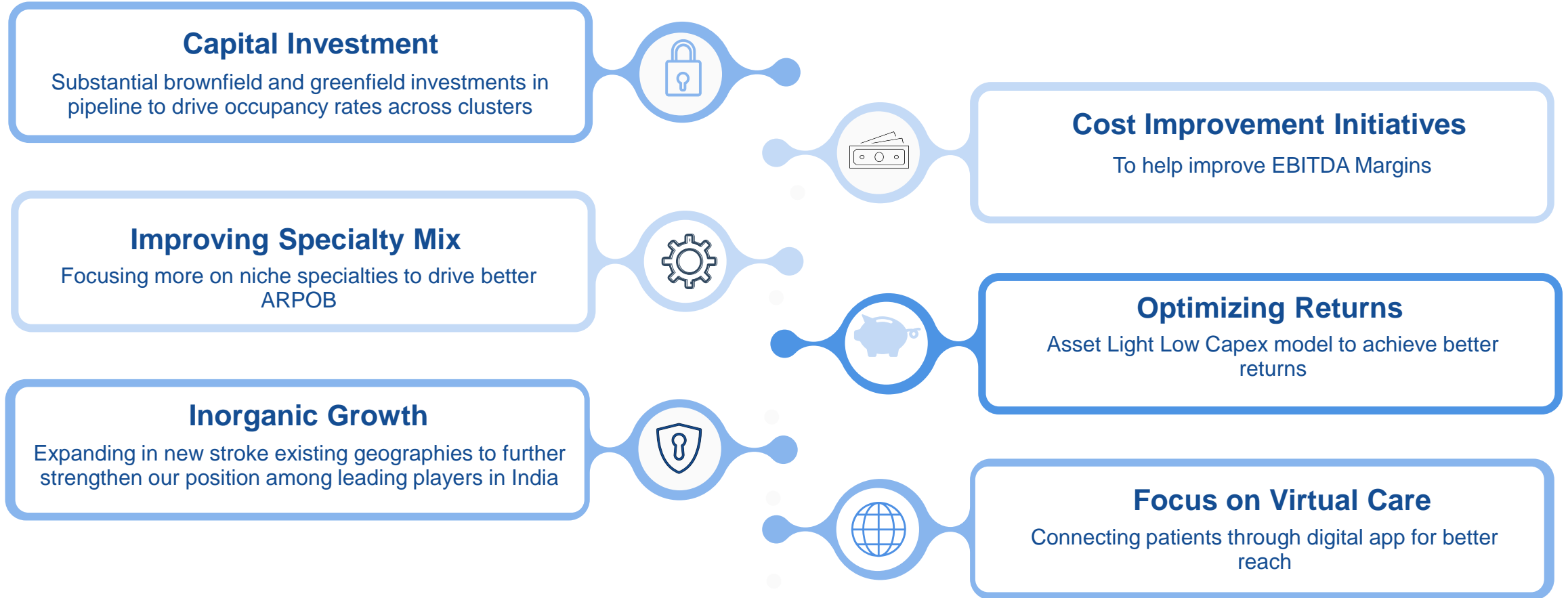
Addition of ~1700 beds, bringing the total bed capacity to 6,500+ by FY27



**Projects Current Status:**

\*Aster Medcity Tower 4, Aster MIMS Kannur, Aster Whitefield block D, Aster Ramesh Ongole, Aster Kasargod and Aster Capital are in Construction phase

\*\*Aster MIMS Calicut, Aster CMI and Aster Medcity (PMR block) are in design phase.



**Significant potential for growth through our key strategic initiatives**

# Aster India Financial Summary- Profitability Statement

Particulars	Q1 FY25	Q1 FY24	YoY %
<b>Revenue from Operations</b>	<b>1,002</b>	<b>838</b>	<b>20%</b>
Material Cost <sup>2</sup>	229	219	
Doctors Cost	226	184	
Employee Cost	190	156	
Other Cost	180	152	
<b>Operating EBITDA</b>	<b>177</b>	<b>128</b>	<b>39%</b>
Employee Stock Option Expenses	3	0	
Movement in FV of contingent consideration payable	3	0	
Variable operation and management fees	8	4	
<b>EBITDA Post INDAS</b>	<b>164</b>	<b>123</b>	<b>33%</b>
Depreciation	60	51	
Finance Cost	29	25	
Other Income	49	8	
<b>Profit Before Tax</b>	<b>123</b>	<b>54</b>	<b>125%</b>
Tax	39	6	
Share of Profit/(Loss) of Associates	-3	-3	
<b>Profit After Tax<sup>3</sup></b>	<b>81</b>	<b>48</b>	<b>68%</b>
NCI	7	4	
<b>Profit After Tax (Post Non-Controlling Interest)</b>	<b>74</b>	<b>41</b>	<b>80%</b>

## Ind AS Impact on EBITDA and PAT

INDAS Impact	Q1 FY25	Q1 FY24
<b>EBITDA Impact</b>	<b>(19)</b>	<b>(15)</b>
Depreciation	14	11
Finance Cost	18	12
<b>PAT Impact</b>	<b>13</b>	<b>8</b>

## Debt Summary

	Q1 FY25	Q1 FY24
Gross Debt	660	652
Cash and Cash Equivalents	1,701	87
Net Debt/(Net Cash)	(1,041)	565
Lease Liabilities	1,056	545

1. Above numbers are in INR crore.  
 2. Material Cost % (Ex. Wholesale pharmacy) for Q1FY25 is 21.0% and Q1 FY24 is 23.1%  
 3. The PAT includes an amount of ₹ 32.8 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical.

# Aster

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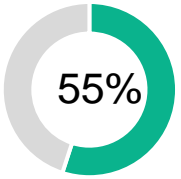


## Cluster Performance



# Kerala Cluster: Hospitals and Bed Capacity

## Revenue Contribution<sup>1</sup>



Aster Medcity  
Kochi, Kerala  
2014, Owned

**CB: 762 OB: 625**



MIMS Calicut  
Kozhikode, Kerala  
2013, Owned

**CB: 696 OB: 468**



MIMS Kottakkal  
Kottakkal, Kerala  
2013, Owned

**CB:340 OB:263**



MIMS Kannur  
Kannur, Kerala  
2019, Owned

**CB: 312 OB: 249**



Aster PMF  
Kollam, Kerala  
2023, O&M Asset Light

**CB: 149 OB:110**



Aster Mother Hospital  
Areekode, Kerala  
2022, O&M Asset Light

**CB: 140 OB:101**

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
Q1 FY25	2,399	1,816	583	-
Q1 FY24	2,239	1,734	500	5

1. Hospital Revenue Contribution  
• CB= capacity beds | OB = operational census beds

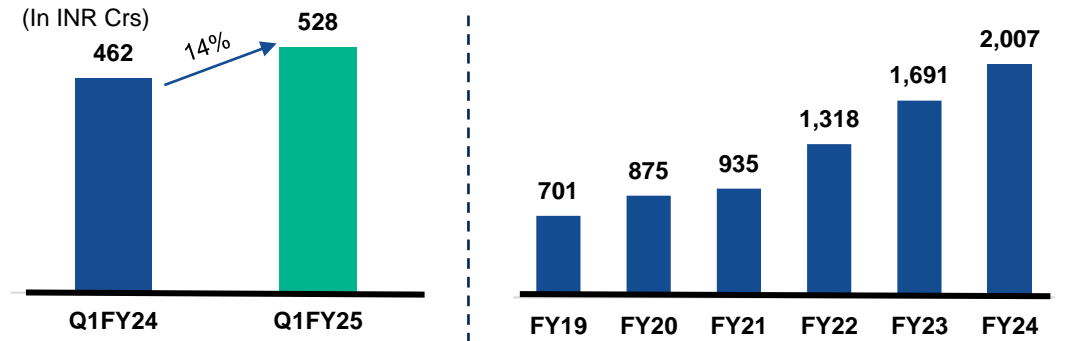


# Kerala Cluster - Performance

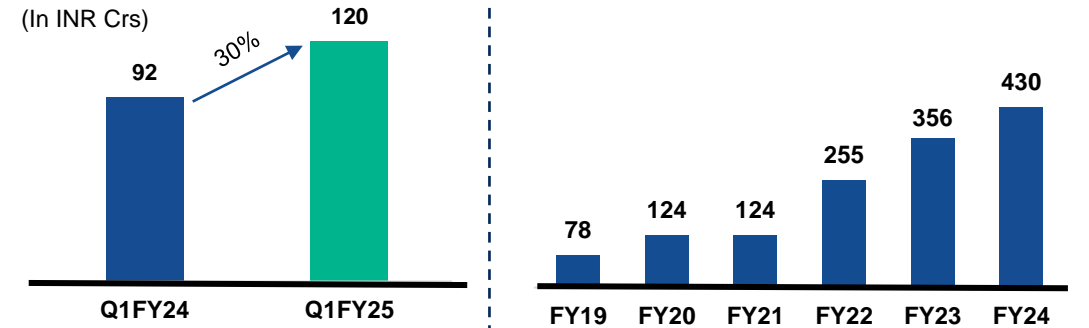
Q1 FY25

Operational Metrics	Q1 FY25	Q1 FY24	YoY Growth
ARPOBD (INR)	42,000+	37,500+	12%
Occupancy	75%	77%	-180 bps
Average Occupied Beds	1,361	1,337	2%
In-Patient Visits	39,580+	35,510+	11%
Out-patient Visits (mn)	~0.51	~0.45	13%
ALOS (Days)	3.1	3.4	+9%

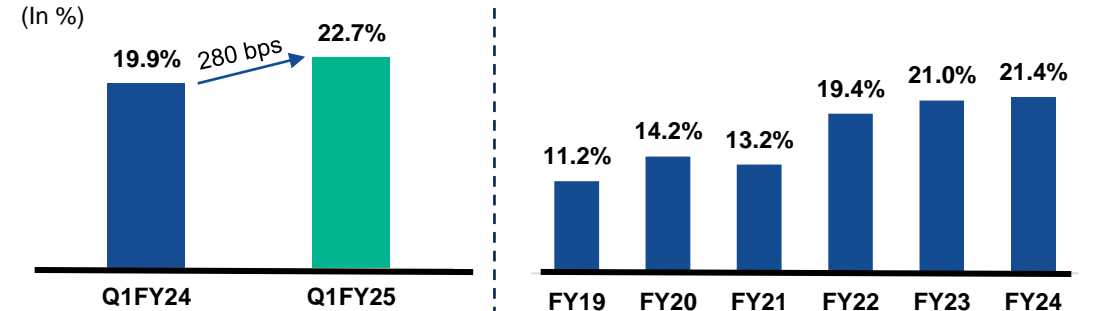
## Revenue



## Operating EBITDA<sup>1</sup>



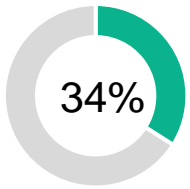
## Operating EBITDA Margin<sup>1</sup>



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA

# Karnataka & Maharashtra Cluster : Hospitals and Bed Capacity

## Revenue Contribution<sup>1</sup>



Aster CMI  
Bengaluru, Karnataka  
2014, O&M

**CB: 509 OB:368**



Aster Whitefield  
Bengaluru, Karnataka  
2021, Leased  
**CB: 347 OB:213**



Aster RV  
Bengaluru, Karnataka  
2019, O&M

**CB: 236 OB:168**



Aster Aadhar  
Kolhapur, Maharashtra  
2008, Owned

**CB: 231 OB:196**



Aster G Madegowda  
Mandya, Karnataka  
2023, O&M Asset Light

**CB: 100 OB:40**

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
Q1 FY25	1,423	985	351	87
Q1 FY24	1,137	877	260	-

1. Hospital Revenue Contribution |  
CB= capacity beds | OB = operational beds census

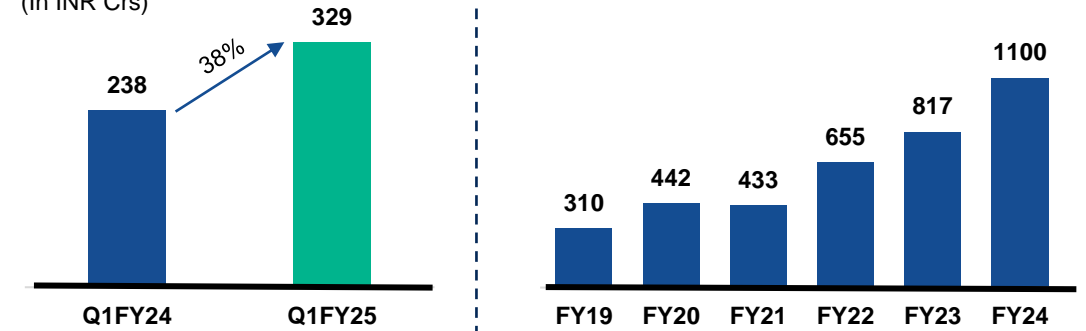
# Karnataka & Maharashtra Cluster - Performance

Q1 FY25

Operational Metrics	Q1 FY25	Q1 FY24	YoY Growth
ARPOBD (INR)	59,700+	53,500+	12%
Occupancy	62%	55%	700 bps
Average Occupied Beds	598	483	24%
In-Patient Visits	17,800+	14,110+	26%
Out-patient Visits (mn)	~0.18	~0.15	21%
ALOS (Days)	3.1	3.1	NA

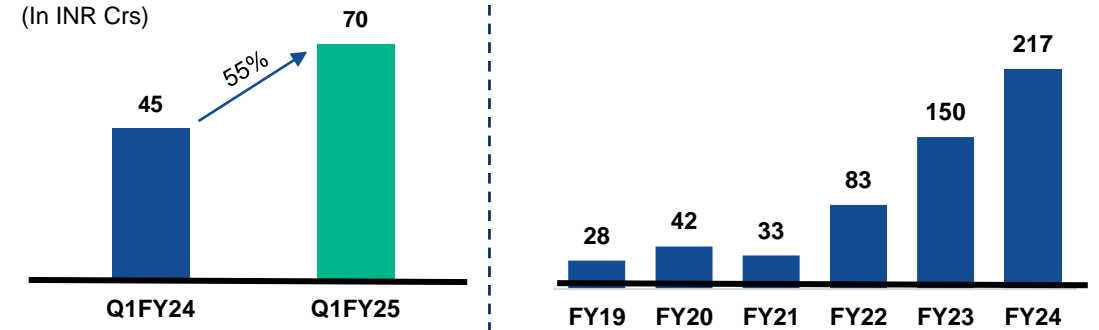
## Revenue

(In INR Crs)



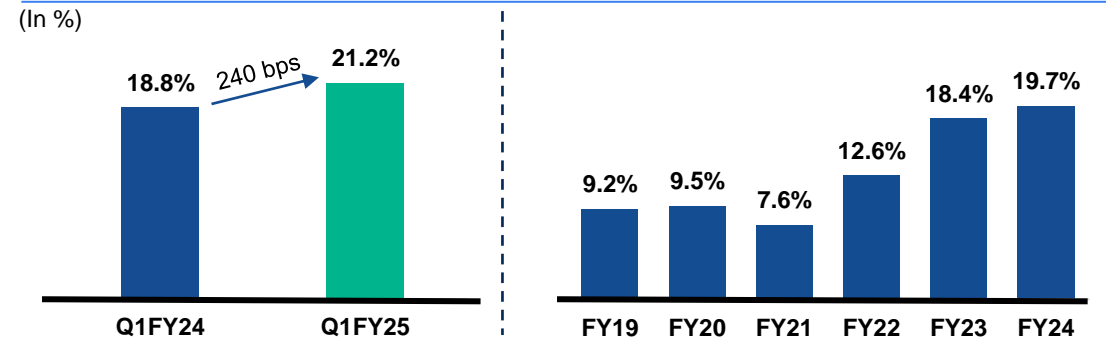
## Operating EBITDA<sup>1</sup>

(In INR Crs)



## Operating EBITDA Margin<sup>2,3</sup>

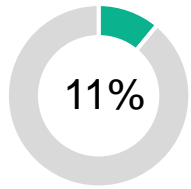
(In %)



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA  
 2. Operating EBITDA Margin excluding Whitefield is 23.5% in Q1 FY25 as compared to 22.9% in Q1 FY24

# Andhra & Telangana Cluster : Hospitals and Bed Capacity

## Revenue Contribution<sup>1</sup>



Ramesh Guntur  
Guntur, AP  
2016, Leased  
**CB:350 OB:225**



Prime Hospitals – Ameerpet  
Hyderabad, Telangana  
2014, Leased  
**CB:158 OB:98**



Ramesh Sanghamitra  
Ongole, AP  
2018, Owned  
**CB:150 OB:130**



Aster Narayanadri  
Tirupati, AP  
2023, O&M Asset Light  
**CB:150 OB:112**



Ramesh Main Centre  
Vijayawada, AP  
2016, Leased  
**CB:135 OB:125**



Ramesh Labbipet  
Vijayawada, AP  
2016, Leased  
**CB:54 OB:47**



Ramesh Adiran (IB)  
Vijayawada, AP  
2023, Leased  
**CB:50 OB:42**

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
Q1 FY25	1,047	779	194	74
Q1 FY24	1,047	780	193	74

1. Hospital Revenue Contribution  
CB= capacity beds | OB = operational beds census

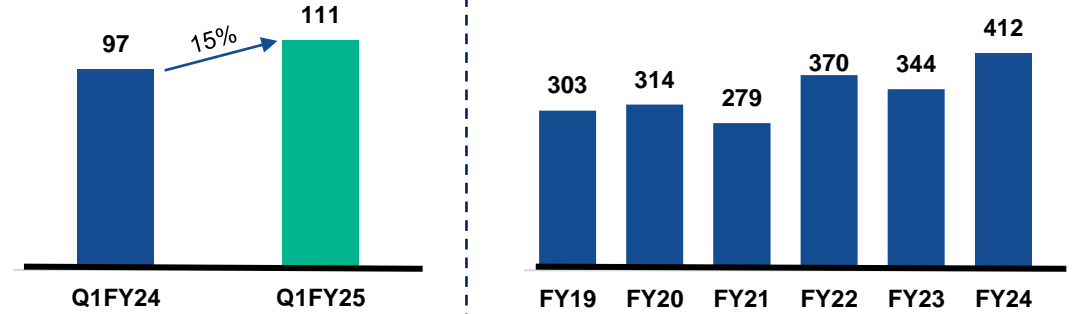
# Andhra & Telangana - Performance

Q1 FY25

Operational Metrics	Q1 FY25	Q1 FY24	YoY Growth
ARPOBD (INR)	29,100+	28,100+	4%
Occupancy	53%	47%	600 bps
Average Occupied Beds	407	366	11%
In-Patient Visits	9,370+	8,790+	7%
Out-patient Visits (mn)	~0.09	~0.08	10%
ALOS (Days)	4.0	3.8	-2%

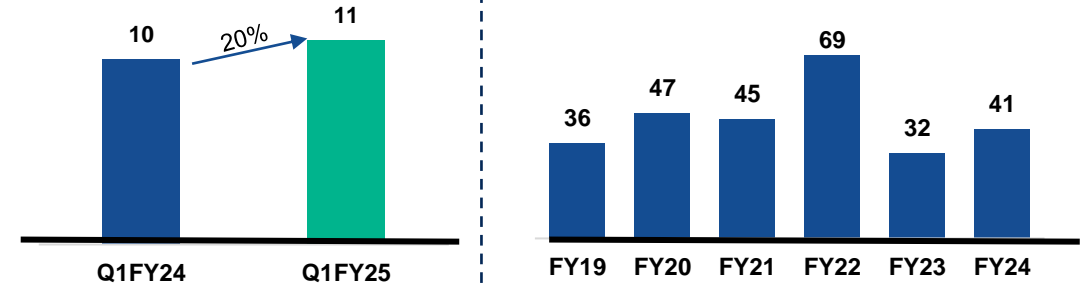
## Revenue

(In INR Crs)



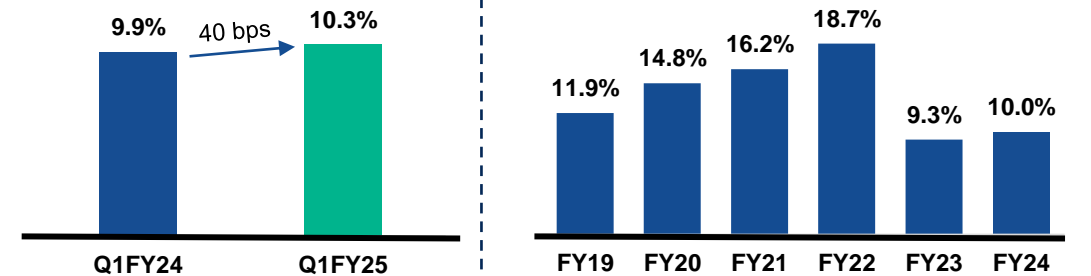
## Operating EBITDA<sup>1</sup>

(In INR Crs)



## Operating EBITDA Margin

(In %)



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA

# Geography – wise Business – Snapshot – Q1 FY25

	KERALA		KARNATAKA & MAHARASHTRA		ANDHRA & TELANGANA		TOTAL	
	Q1 FY25	Q1 FY24	Q1 FY25	Q1 FY24	Q1 FY25	Q1 FY24	Q1 FY25	Q1 FY24
<b>Total Capacity Beds</b>	2,399	2,239	1,423	1,137	1,047	1,047	<b>4,869</b>	<b>4,423</b>
<b>Operational Beds (Census)</b>	1,816	1,734	985	877	779	780	<b>3,580</b>	<b>3,391</b>
<b>Operational Beds (Non-Census)</b>	583	500	351	260	194	193	<b>1,128</b>	<b>953</b>
<b>Available Capacity Beds</b>	-	5	87	-	74	74	<b>161</b>	<b>79</b>
<b>ALOS (Days)</b>	3.1	3.4	3.1	3.1	4.0	3.8	<b>3.2</b>	<b>3.4</b>
<b>Occupancy<sup>1</sup></b>	75%	77%	62%	55%	53%	47%	<b>67%</b>	<b>64%</b>
<b>Outpatient Visits</b>	~0.51 mn	~0.45 mn	~0.18 mn	~0.15 mn	~0.09 mn	~0.08 mn	<b>~0.78 mn</b>	<b>~0.68 mn</b>
<b>In-patient visits</b>	39,580+	35,510+	17,800+	14,110+	9,370+	8,790+	<b>66,747+</b>	<b>58,402+</b>
<b>ARPOBD (INR)</b>	42,000+	37,500+	59,700+	53,500+	29,100+	28,100+	<b>44,200+</b>	<b>39,400+</b>

Notes:

- Occupancy is calculated based on Operational Beds (Census)
- Above details are for hospitals and does not relate to clinics
- Data excludes Aster Wayanad



# Aster

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## Awards, Excellence & Leadership



## Outlook

### Outlook 2024 Best Hospital Ranking

Aster Medcity : All India  
Best Multispecialty  
Hospital



Aster CMI : All India  
Best Multispecialty  
Hospital



Aster Medcity : South  
Best Multispecialty  
Hospital



Aster CMI : South  
Best Multispecialty  
Hospital



### All India Healthcare Awards 2024

Aster DM Healthcare  
Awarded Excellence for CSR



### Best Multispecialty Hospital Emerging

Aster Medcity:  
All India



Aster CMI  
Hospital: All India



Best Hospital Chain  
of the Year



Best Hospital Chain &  
Healthcare Brand of the Year



### The Worlds Best Hospitals 2024

Aster CMI  
in India



Aster Medcity  
in India:



4-star Global Hospital Rating



### Times All India Multispecialty Hospital Ranking 2024

Aster Medcity: India  
Best Multispecialty



Aster CMI : India  
Best Multispecialty



Aster Medcity : India  
Aster CMI : India  
Oncology



Aster CMI : Bengaluru  
Aster Medcity : Kochi  
Best Multispecialty



Aster Medcity : India  
Neuroscience:  
All India



Aster Medcity : India  
Cardiology:  
All India

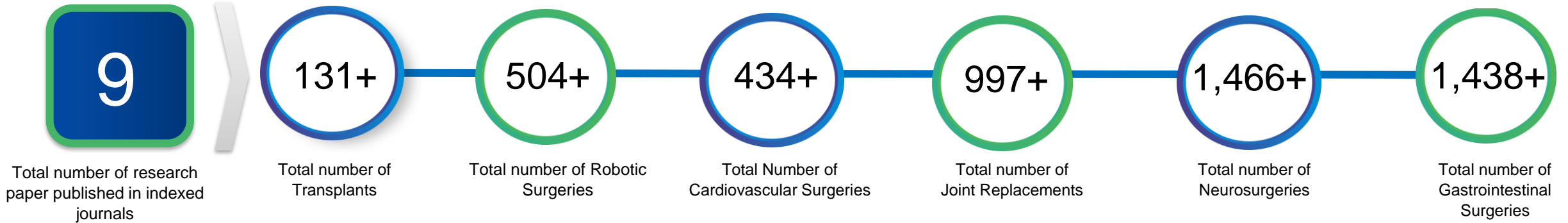


### Reader's Digest Healthcare Awards



Aster CMI:  
Most Trusted Hospital  
(Bengaluru)

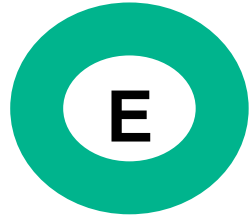
# Clinical Highlights - Q1 FY25



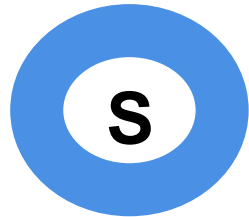
- 1<sup>st</sup> ever in South Asia**  
Patent Foramen Ovale(PFO)Closure using Life Tech Cera Flex PFO device
- 1<sup>st</sup> Center of Excellence in India & 2<sup>nd</sup> outside in US**  
In Antimicrobial Stewardship from Infectious Disease Society of American
- Among the highest**  
In Robotic surgeries with 1000+ such surgeries
- Among Top 3 in India**  
In Deep Brain Stimulation surgery centers
- 1<sup>st</sup> in Asia Pacific:**  
65-year-old with Parkinson's groundbreaking Bilateral STN DBS using Medtronic DBS Directional leads

- 1<sup>st</sup> ever in India**  
Minimally invasive Laser Enucleation Of the Prostate surgery using laser technology
- 1<sup>st</sup> in Karnataka**  
A 75-year-old woman with a back fracture underwent Vertebral Body Stenting treatment for the first time
- Among 1<sup>st</sup> three in India**  
Pediatric Kidney Transplant – Lowest Age cut offs and low body weight
- 2<sup>nd</sup> European Collaboration Center**  
For Infectious Diseases in India
- 1<sup>st</sup> in Kerala & 3<sup>rd</sup> time in South India:**  
Direct Anterior approach in THR - US based technology

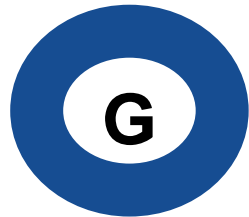
# ESG Milestones



<b>93%</b> Energy Consumption sourced from renewable energy at Aster CMI, Bangalore	<b>85%</b> Energy Consumption sourced from renewable energy at Aster RV Bangalore	<b>13</b> Sewage treatment plants installed across India	<b>2,300,000 KWh</b> Worth wind energy sourced	<b>3,675,000 KWh</b> Worth solar energy sourced	<b>4300</b> Trees Planted
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<b>38</b> No. of People of determination in workforce in India	<b>13,58,052</b> Beneficiaries of the Aster Volunteers Community Medical Services initiatives	<b>325</b> Students employed in India across Aster units after completion of 6 months GDA program out of 532 enrolled in Aster Academy	<b>28</b> Mobile Medical services in India offering free health screening services in the regions where healthcare is least accessible	<b>130,837</b> Free and subsidised dialysis done at associated dialysis centers in Kerala, India	<b>2</b> Standalone Tele Medicine Centers (AVCMS) in Rajasthan and 2 units WIP in Tamil Nadu
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<b>100%</b> resolution of reported whistleblowing cases raised via the confidential reporting line	<b>25%</b> Women representation in Board of Directors	<b>64%</b> Female employees in the overall employees at Aster India	<b>11</b> policies supporting Governance framework including ESG Policy, CSR policy, Business Responsibility policy, etc	<b>6,102</b> Employees been provided training on human rights issues	<b>95% &amp; 100%</b> Maternity Return Rate & Paternity Return Rate To work
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Awarded for Excellence in CSR in the National Category by ET Healthcare



# Board of Directors



**Dr. Azad Moopen**

**Founder Chairman and Managing Director**



**Alisha Moopen**

**Deputy Managing Director**



**T. J. Wilson**

**Non-Executive Director**



**Shamsudheen Bin Mohideen  
Mammu Haji**

**Non-Executive Director**



**Purana Housdurgamvijaya  
Deepti**

**Independent Director**



**Chenayappillil John George**

**Independent Director**



**Dr. James Mathew**

**Independent Director**

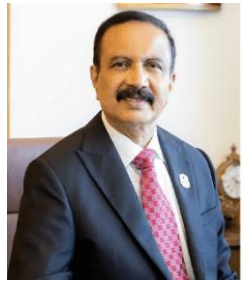


**Emmanuel David Gootam**

**Independent Director**



# Leadership Team



**Dr. Azad Moopen**

Founder Chairman and Managing Director



**T. J. Wilson**

Group Head - Governance & Corporate Affairs



**Dr. Nitish Shetty**

CEO – Aster DM Healthcare Ltd., India



**Dr. Somashekhar S P**

Chairman of Medical Advisory Council and Global Director



**Sunil Kumar M R**

Chief Financial Officer



**Hitesh Dhatta**

Chief of Investor Relations and M&A



**Ramesh Kumar S**

CEO - Aster Hospitals Bangalore



**Devanand K T**

Regional Chief Executive Officer-Telangana, Andhra Pradesh



**Dr. Harsha Rajaram**

CEO – Aster Digital Health



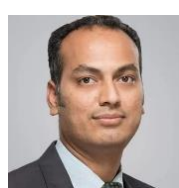
**Kannan Srinivasan**

Director – Aster Health Academy



**Durga Prasanna**

Head – HR



**Srinath Metla**

Country Head – Sales & Marketing



**Sreeni Venugopal**

Chief Information Officer & Chief Information Security Officer



**Hari Prasad V K**

Head – Internal Audit, Risk & Compliance



**Dr. Anup Warriier**

Chief – Medical Affairs & Quality



**Hemish Purushottam**

Company Secretary



**Hemakumar Nemmal**

Country Head – SCM & Central Procurement

# Aster

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## Appendix





# Hospital and O&M Asset Light Hospitals Performance – Q1 FY25

	<u>Occupancy</u>	<u>ARPOB</u>	<u>Revenue</u>	<u>Operating EBITDA<sup>2</sup></u>
<b>Hospitals and Clinics</b> <i>(Excl. O&amp;M Asset Light)</i> 15 hospitals <sup>1</sup> 13 clinics 3,217 Operational Beds (census)	68%	46,800	INR 930 Cr 20% YoY Revenue Growth	INR 199 Cr 21% Margins
<b>O&amp;M Asset Light Hospitals</b> 4 hospitals 363 Operational Beds (census)	58%	18,900	INR 38 Cr 89% YoY Revenue Growth	INR 2 Cr 5% Margins
<b>Total Hospitals &amp; Clinics</b> 19 hospitals 3,580 Operational Beds (census)	67%	44,200	INR 968 Cr 21% YoY Revenue Growth	INR 201 Cr 21% Margins

1) The count of facilities (hospitals, clinics) is as of 30<sup>th</sup> June 2024  
 2) Operating EBITDA for the period Q1 FY25 excludes the ESOP Cost of Rs. 2.9 Cr [Q1 FY24: 0.4 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr, Variable O&M fee amounting to Rs.8.1 Cr [Q1 FY24 : 4.4 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

**Aster**

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**Thank You**

**Investor Relations:**  
[investors@asterdmhealthcare.com](mailto:investors@asterdmhealthcare.com)

