Earnings Presentation

For the quarter ending December 31, 2024

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Update on Merger of Aster DM & Quality Care

Shareholders Approval

Received shareholders' approval with overwhelming majority for:

- Preferential Allotment *(as defined below)* as a consideration for Initial Acquisition *(as defined below)*
- Shift of registered office of the Company

CCI Approval

Application made to Competition Commission of India ("**CCI**") for approval of following transaction

- Preferential allotment of ~3.6% stake to Blackstone and TPG in the Company ("**Preferential Allotment**"),
- Initial acquisition of 5.0% stake in Quality Care by the Company ("**Initial Acquisition**") and the scheme of amalgamation of Quality Care with the Company ("**Merger**")

Stock Exchanges Approval

- Awaiting in-principle approval from the stock exchanges for the Preferential Allotment
- Application made for no-objection letter from the Stock Exchanges post which the Company will approach NCLT

NCLT Approval and Listing

- Post application to NCLT, shareholders' meeting will be scheduled to consider and approve the Merger
- NCLT to review the application post receipt of shareholders' approval and once approved, Merger will be made effective and new shares of the Company will be issued

Expected timeline for the completion of the Merger (as indicated on announcement): Q3 FY26

9M FY 2025 Performance Summary- Aster India

Financial

Revenue	Operating EBITDA[1]	Op EBITDA Margin	Adjusted PAT[2] *(Post-NCI)*	RoCE[3] *(Pre-Tax)*
9MFY25 : **INR 3,138 cr**	9MFY25 : **INR 613 cr**	9MFY25 : **19.5%**	9MFY25 : **INR 251 cr**	9MFY25 : **19.5%**
▲ **15%**	▲ **35%**	▲ **288 bps**	▲ **65%**	▲ **480 bps**
9MFY24 : **INR 2,721 cr**	9MFY24 : **INR 453 cr**	9MFY24 : **16.6%**	9MFY24 : **INR 153 cr**	9MFY24 : **14.7%**

Operational

Capacity Beds	Avg. Occupied beds	ARPOB	In Patients	Out-Patient
9MFY25 : **5,128**	9MFY25 : **2,445**	9MFY25 : **INR 44,200**	9MFY25 : **2,08,920**	9MFY25 : **2.51 mn**
▲ **271+**	▲ **86+**	▲ **12%**	▲ **10%**	▲ **11%**
9MFY24 : **4,857**	9MFY24 : **2,360**	9MFY24 : **INR 39,300**	9MFY24 : **1,89,590**	9MFY24 : **2.27 mn**

1. Operating EBITDA for the period 9M FY25 excludes the ESOP Cost of Rs. 7.8 Cr [9M FY24: 3.8 Cr], Movement in fair value of contingent consideration payable of Rs. 8.1 Cr [9M FY24: 1.6 Cr] , Variable O&M fee amounting to Rs.24.2 Cr [9M FY24 : 21.2 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 Adjusted PAT includes an amount of ₹ 85.1 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical and excludes project unity transaction cost of Rs 23.7 Cr..
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 ₹ 991.1 Cr for 9M FY25 [9M FY24 : ₹ 284.5 Cr]

Aster India Performance Summary – Q3 and 9M FY 2025

Financial and Operational Highlights	▪ Overall Operating EBITDA margin of 19.5% in 9M FY25 (16.6% in 9M FY24) ▪ ALOS has improved to 3.2 days in 9M FY25 from 3.4 days in 9M FY24 ▪ Payor mix improved with Insurance business at 30% (i.e. +300 bps YoY) in 9M FY25. ▪ Core hospital business delivered Operating EBITDA margin of 22.3% in 9M FY25 (19.5% in 9M FY24) ▪ Matured hospital Op. EBITDA margins at 25% in 9M FY25 (22% in 9M FY24) and ROCE at 36% ▪ Karnataka & Maharashtra cluster revenue grew by 33% YoY and Op. EBITDA grew by 58% YoY in 9M FY25 ▪ Aster Labs revenue grew by 14% YoY in 9M FY25; continuing to deliver positive EBITDA margin at 8% in 9M FY25 post breakeven in Q4 FY24. ▪ Successfully added 100 beds to existing capacity at our flagship hospital Aster Medcity during the quarter. ▪ Further plan to add ~1700 beds to reach ~6800+ beds capacity by FY27.
Clinical Highlights	▪ High-end cutting-edge medical work; ~510+ transplants* and ~1780+ Robotics surgeries* ▪ 13 research paper in Indexed journals during nine months 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% ▪ 1822 Mobile Medical camps conducted impacting ~138k beneficiaries through 28 Mobile Medical units in Q3 FY25
Recognition	▪ Awarded for Best Multispecialty Hospital - Group and CSR excellence in Healthcare (1st Runner Up) by ASSOCHAM ▪ Awarded for Best Multispecialty Hospital Emerging for 3rd Consecutive Year by The Week ▪ Aster Medcity, CMI and MIMS were featured in top rankings by Times of India, Outlook and Newsweek Global media.

* TTM basis

Company Overview

Aster India at a Glance

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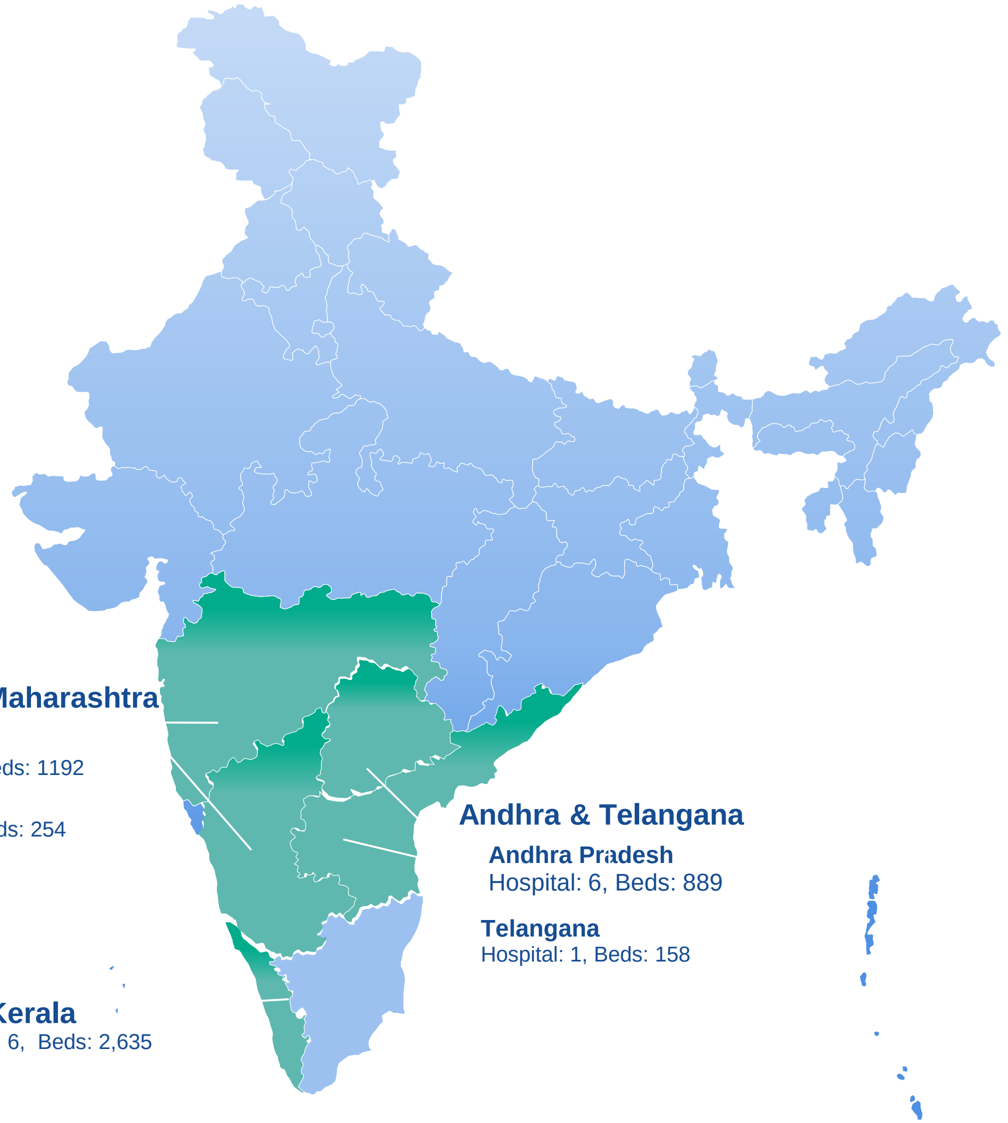


Our Presence/Strength[1]

- 15 cities and 5 states
- 19[2] Hospitals
- 5,128 capacity beds
- 13 Clinics
- 254 Labs and PECs
- 203 Pharmacies[3]

Operational metrics (9M FY25)

- 67% Occupancy
- 3.2 days ALOS
- INR 44,200+ ARPOB

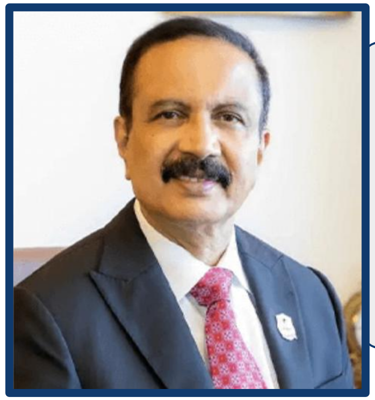
9M FY25 Financial metrics

- Revenue INR 3,138 cr; 23% 5 Year CAGR[5]
- Op. EBITDA Margin: 20%[4]; 38% 5 Year CAGR[5]
- Capex INR 238 cr; ~INR 1,108 cr 5 Year Capex[5]

1. Presence and Operational metrics are as on December 31, 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 & Pre-Ind AS EBITDA CAGR and 5 Year Capex are till the year ending FY24
6. Kerala hospital and bed count excludes WIMS.

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

Integrity

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

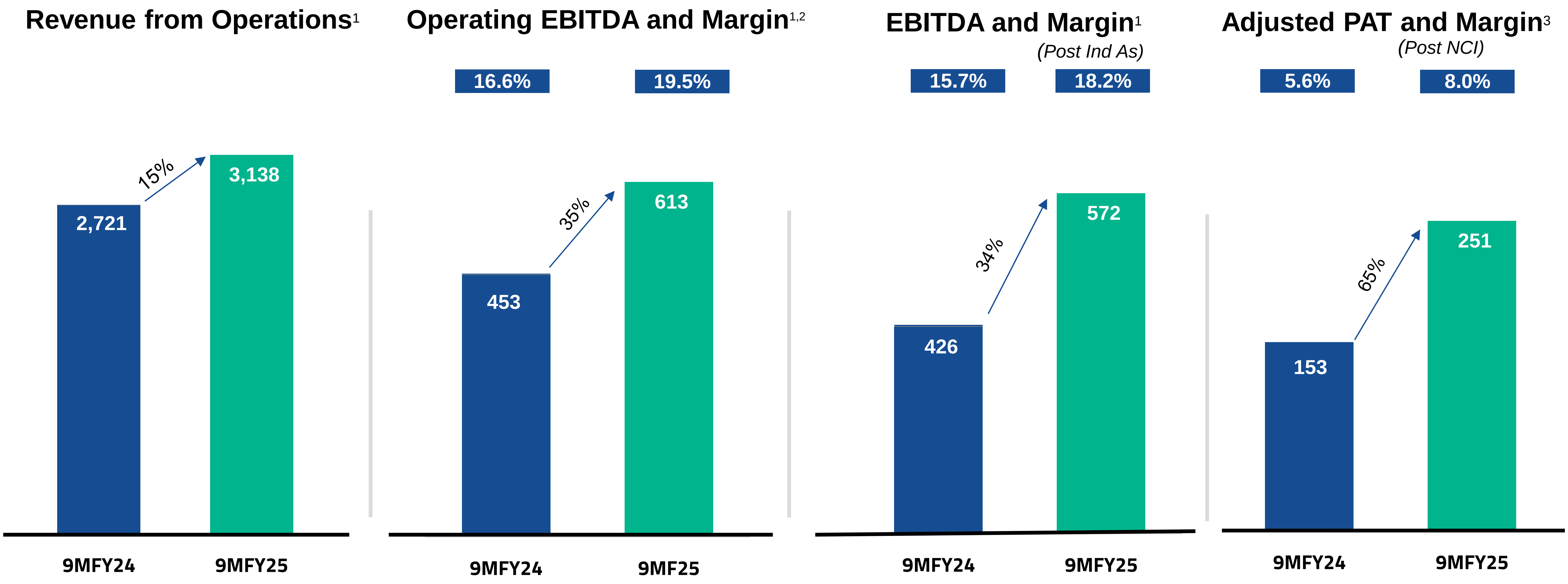
- Nelson Mandela

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 – 9M FY25



Notes:

1. Revenue, Operating EBITDA and EBITDA excludes other income.
2. Operating EBITDA for the period 9M FY25 excludes the ESOP Cost of Rs. 7.8 Cr [9M FY24: 3.8 Cr], Movement in fair value of contingent consideration payable of Rs. 8.1 Cr [9M FY24: 1.6 Cr] , Variable O&M fee amounting to Rs.24.2 Cr [9M FY24 : 21.2 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 ₹ 85.1 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical and excludes project unity transaction cost of Rs 23.7 Cr.

Aster India Revenue and Profitability Snapshot – Q3 FY25

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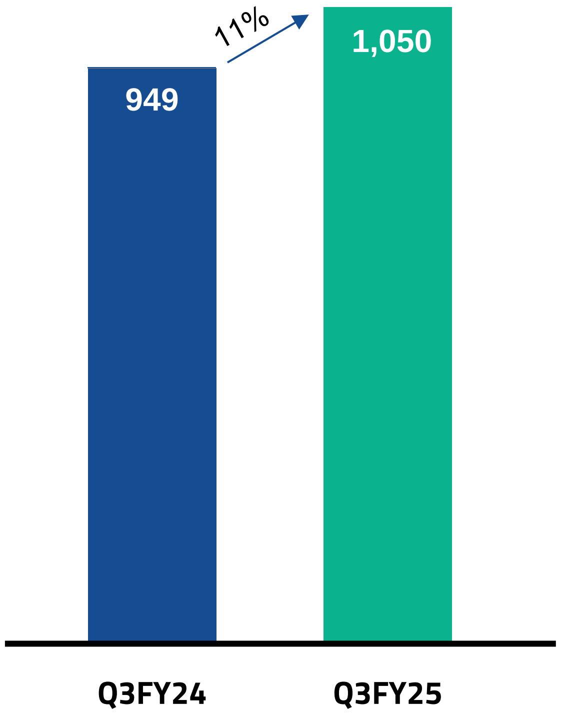
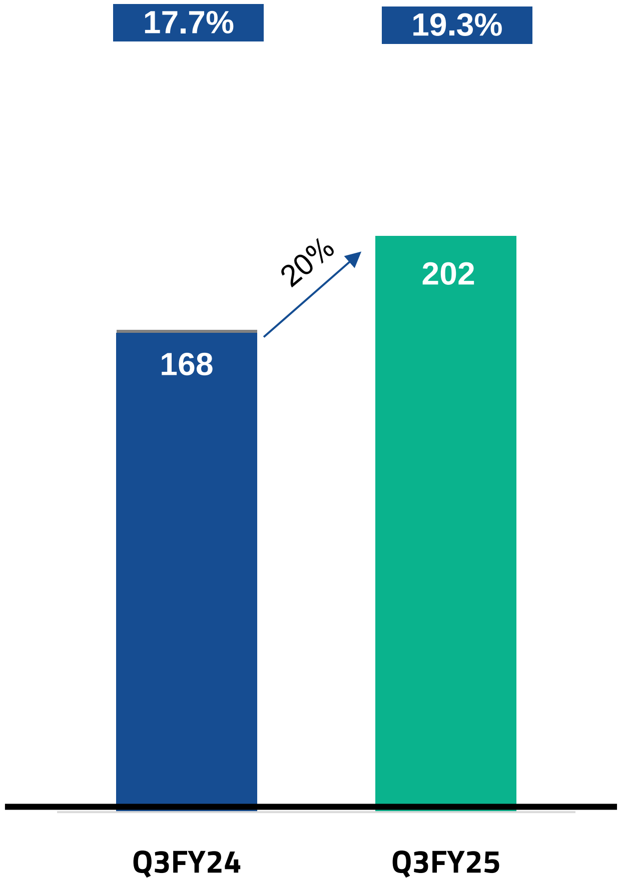
Revenue from Operations[1]

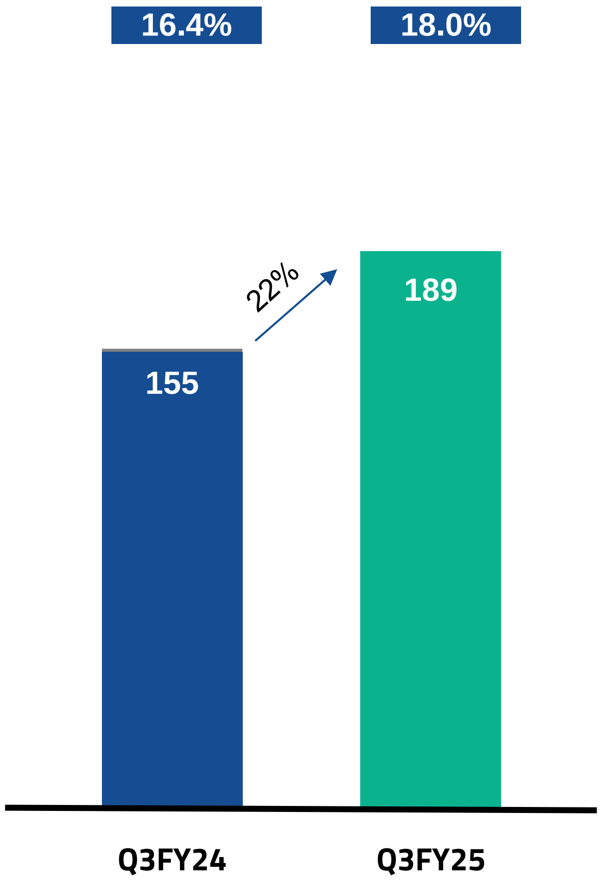


Operating EBITDA and Margin[1,2]



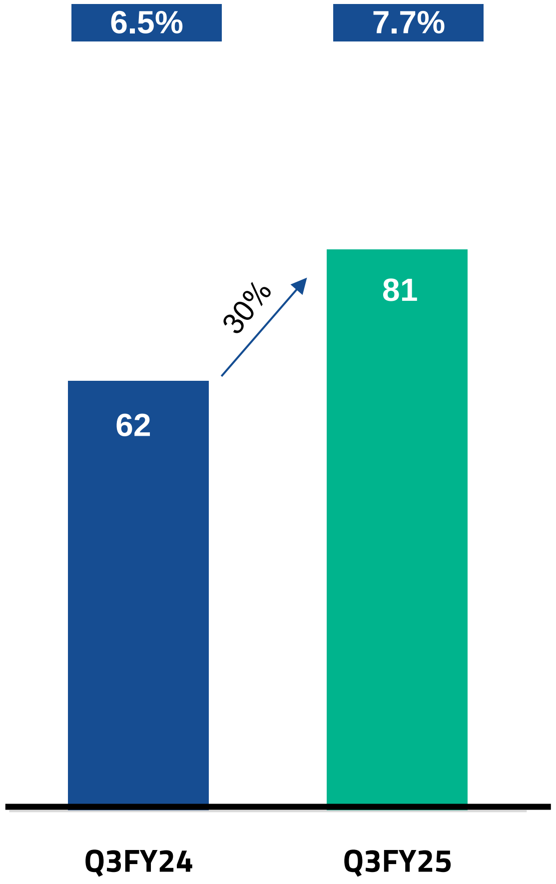
EBITDA and Margin[1]

(Post Ind As)



Adjusted PAT and Margin[3]

(Post NCI)



Notes:

1. Revenue, Operating EBITDA and EBITDA excludes other income
2. Operating EBITDA for the period 9M FY25 excludes the ESOP Cost of Rs. 7.8 Cr [9M FY24: 3.8 Cr], Movement in fair value of contingent consideration payable of Rs. 8.1 Cr [9M FY24: 1.6 Cr] , Variable O&M fee amounting to Rs.24.2 Cr [9M FY24 : 21.2 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 ₹ 25.6 Cr from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical and excludes project unity transaction cost of Rs 23.7 Cr.

Aster India Hospital and other New Business Performance – 9M FY25

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	% of Revenue	Revenue	Operating EBITDA[5]
Hospitals and Clinics Core established business 19 hospitals[1] · 13 clinics · 5,128 capacity beds	94%	**INR 3,020 Cr** 17% YoY Revenue Growth	**INR 673 Cr** 22.3% Margins
Labs and Pharmacies New growing businesses 254 Labs & PECs · 203 Pharmacies [2]	6%	**INR 208 Cr** -3% YoY Revenue Growth	**INR 6 Cr** 3.1% Margins
India Overall[4] 489 total facilities[3]	100%	**INR 3,138 Cr** 15% YoY Revenue Growth	**INR 613 Cr** 19.5% Margins

(1) Count includes 4 O&M asset light hospitals with a total capacity of 539 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 31st December 2024
(4) Aster India overall numbers are after eliminations of INR 90 cr (9M FY24: 81 Cr.) of intercompany revenue and INR 67 Cr. (9M FY24: INR 39 Cr.) of unallocated expenses.
(5) Operating EBITDA for the period 9M FY25 excludes the ESOP Cost of Rs. 7.8 Cr [9M FY24: 3.8 Cr], Movement in fair value of contingent consideration payable of Rs. 8.1 Cr [9M FY24: 1.6 Cr] , Variable O&M fee amounting to Rs.24.2 Cr [9M FY24 : 21.2 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].

Core Business Performance-Hospitals and Clinics

Aster India - Hospital Financial Trends

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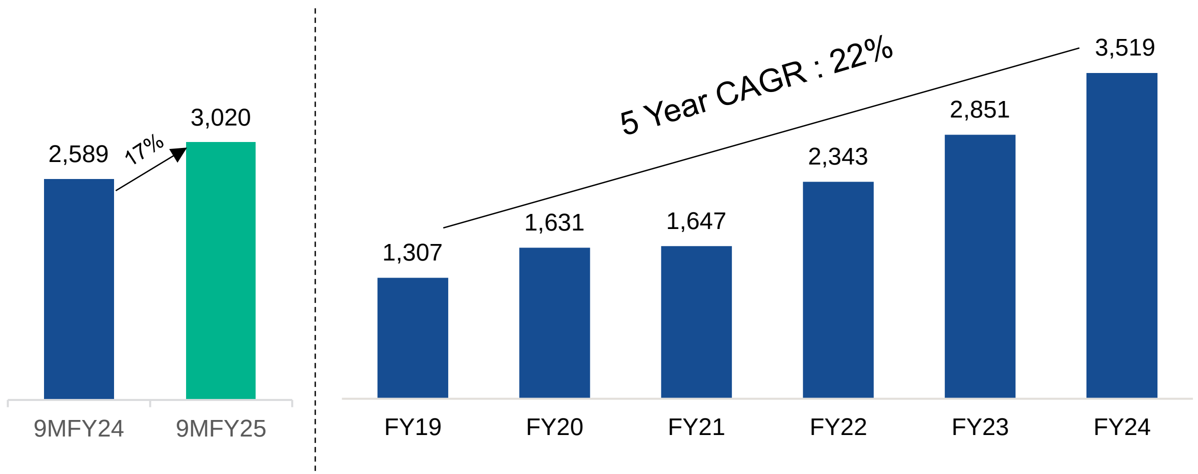
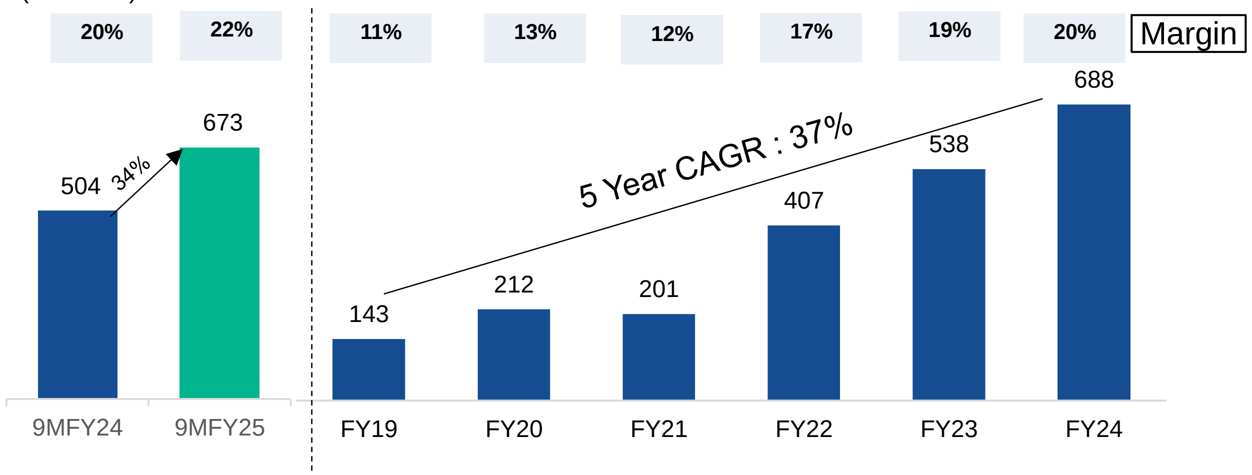
Hospital Revenue

(In INR Cr)



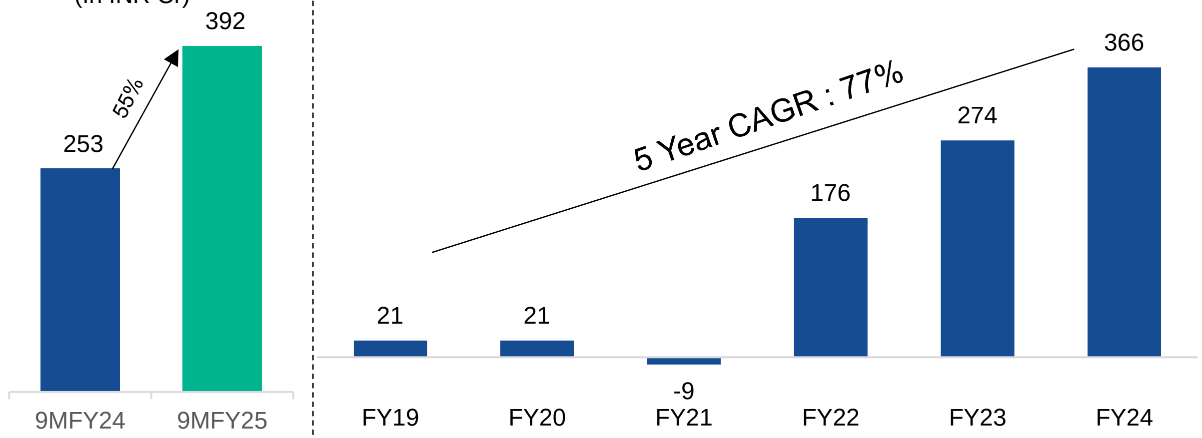
Hospital Operating EBITDA and Margin[1]

(In INR Cr)



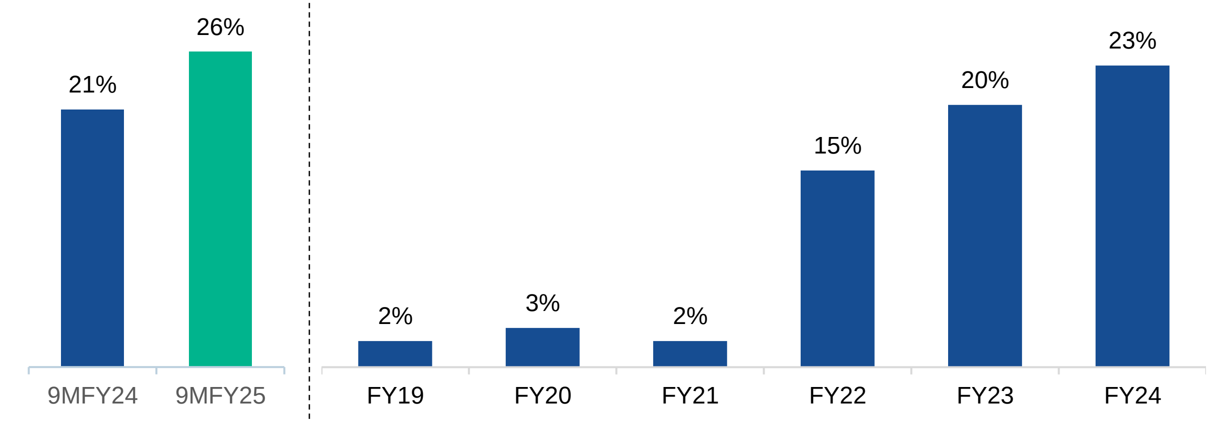
Hospital PAT

(In INR Cr)



Hospital RoCE

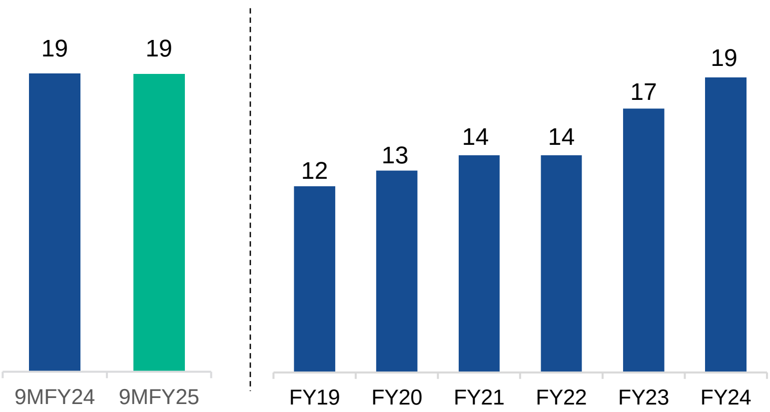
(In %)



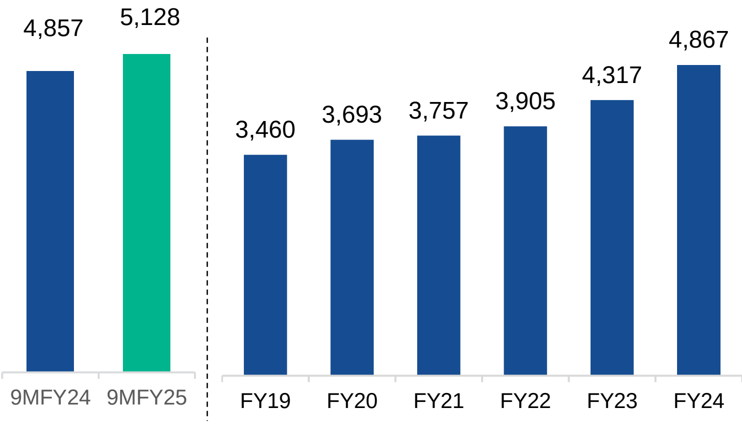
Note:
1. The data for hospitals includes numbers for clinics too.
2. Operating EBITDA for the period 9M FY25 excludes the ESOP Cost of Rs. 7.8 Cr [9M FY24: 3.8 Cr], Movement in fair value of contingent consideration payable of Rs. 8.1 Cr [9M FY24: 1.6 Cr] , Variable O&M fee amounting to Rs.24.2 Cr [9M FY24 : 21.2 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed andvariable 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

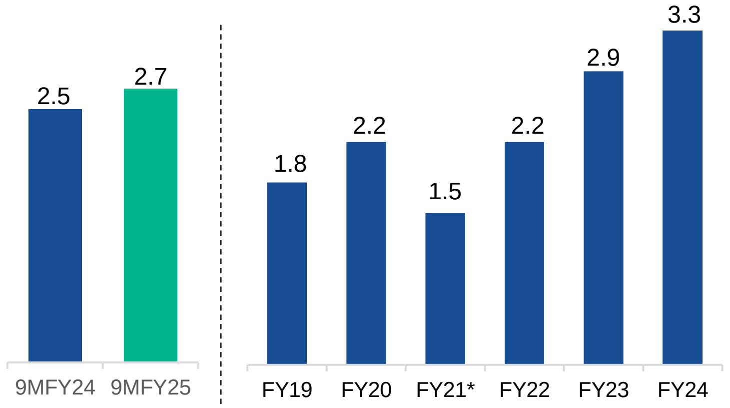


No. of capacity beds



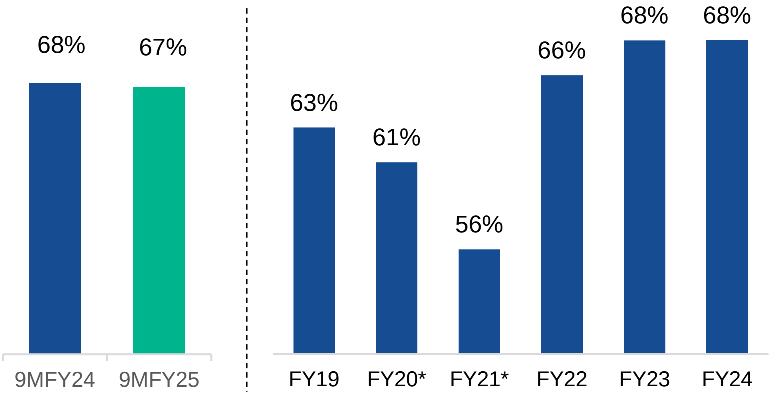
Total patient volumes

(In Mn)



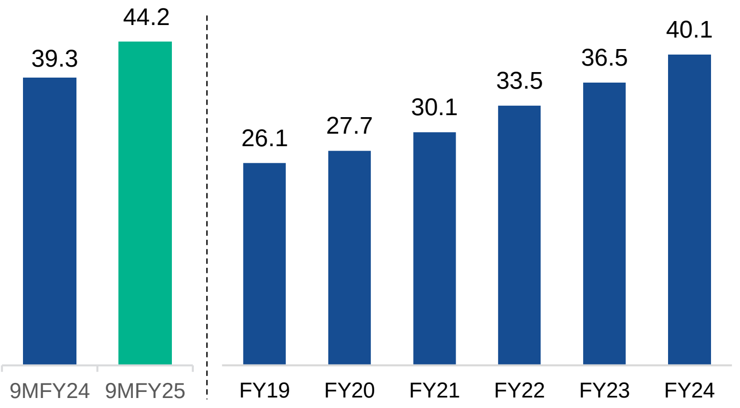
Occupancy[1]

(In %)



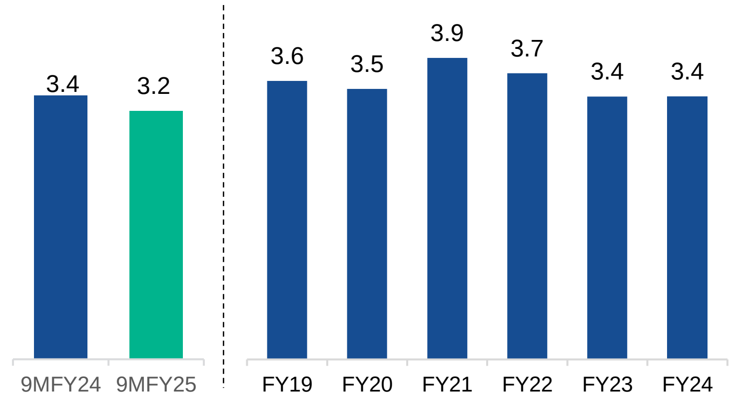
ARPOB

(In INR '000)



ALOS

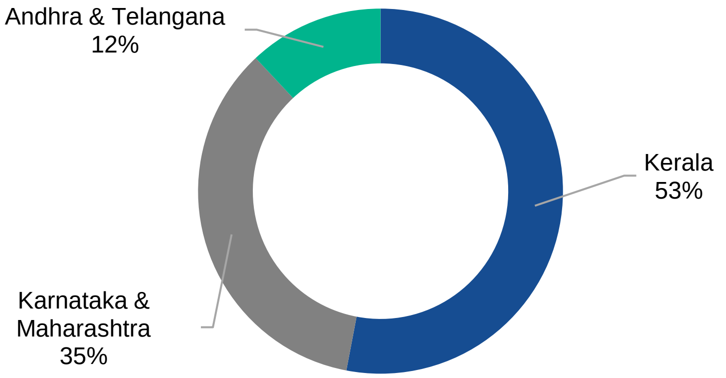
(Number of Days)



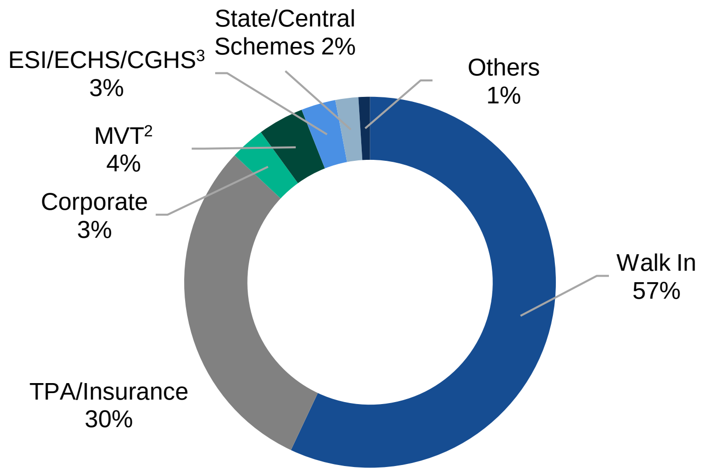
*Drop in Patient Volumes and Occupancy during FY 20 and 21 due to COVID |
1. Occupancy as per operational census bed

Aster India - Hospitals & Clinics Revenue Mix

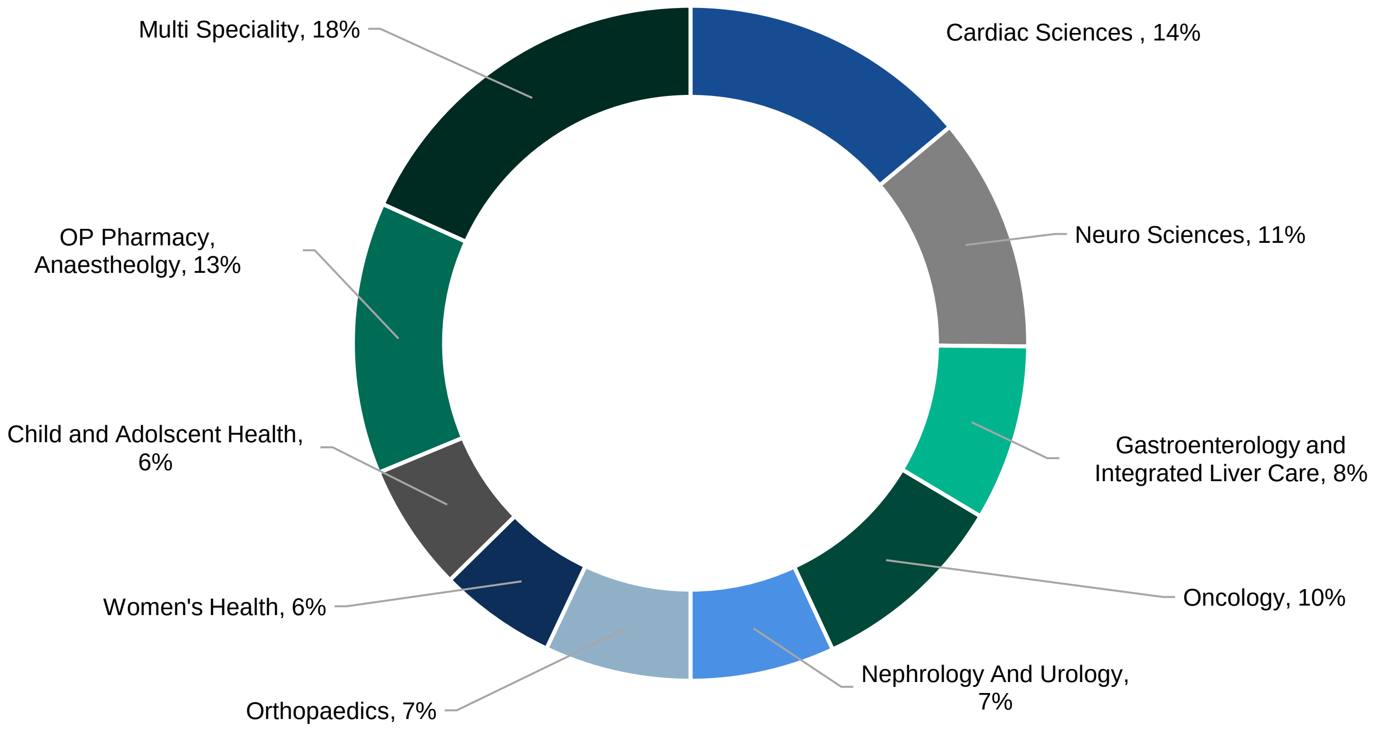
Geographical Revenue Mix[1] (9M FY25)



Payor Revenue Mix (9M FY25)



Specialty-wise Revenue Mix (9M FY25)



57% 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% from 27%

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

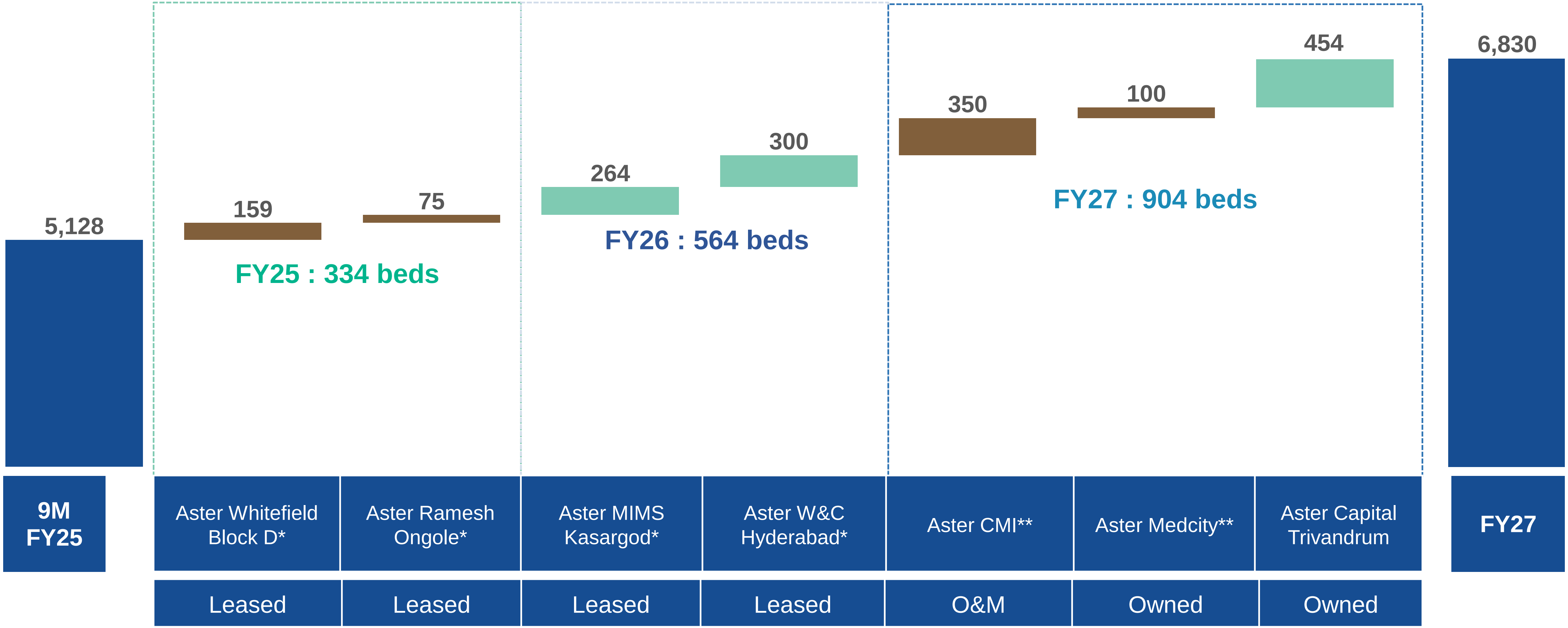
Aster India - Maturity Wise Hospital Performance – 9M FY25

Maturity	Hospitals[3]	Revenue[4] (INR in Crs.)	Operational Beds[5] (Census)	Key Performance indicators				
				ARPOBD	Occupancy	Operating EBITDA[4] (INR Crs.)	Operating EBITDA %[4]	ROCE
Over 6 Years	10	73% ₹2,156	70% 2,623	₹ 45,600	67%	₹529	24.5%	36%
3-6 Years[2]	2	14% ₹428	13% 501	₹ 42,600	80%	₹94	21.9%	25%
0-3 Years[1]	6	13% ₹389	17% 642	₹ 39,200	58%	₹50	12.8%	1%
	18	**₹2,973**	**3,766**	**₹ 44,200**	**67%**	**₹672**	**22.6%**	**26%**

1. 0-3 Years Hospitals include: Aster Mother Hospital Areekode, Aster Whitefield Women and Children Hospital, Aster Narayanadri, Ramesh (IB), Aster G Madegowda, Aster PMF.
2. 3-6 Years Hospital include : Aster RV, Aster MIMS Kannur.
3. Wayanad Institute of Medical Sciences (WIMS) details are not included above. Considering WIMS, count of hospitals in India is 19.
4. Revenue and Operating EBITDA shown above excludes other income.
5. Operational Beds (Census) are beds as on 31st Dec ,2024.

Aster India Hospitals: Pipeline Projects

Further addition of ~1700 beds, bringing the total bed capacity to ~6,800 by FY27



Projects Current Status:
*Aster Whitefield block D, Aster Ramesh Ongole, Aster Kasargod, Aster W&C Hyderabad and Aster Capital are in Construction phase
** Aster CMI and Aster Medcity (PMR block) are in design phase.

Our strategic priorities towards driving future growth and improvement in profitability

Growth Strategy

Focus Areas

A – Capital Investment
- ✓ Investing prudently in **both brownfield (expanding existing units) and greenfield projects** across clusters and opportunistically exploring inorganic opportunities

B – Operational Efficiency
- ✓ **Focusing more on niche specialties to drive better ARPOB**
- ✓ **Optimizing existing facilities – Payor mix & high-end procedures**

C – Cost Optimisation Initiatives
- ✓ **To enhance efficiency and lower operational expenses, thereby improving EBITDA margins**

D – Continuity of Care
- ✓ **Creation of ecosystem by gradually establishing labs and pharmacies**

E – Technology & Digital
- ✓ **Leveraging technology & digital medium for superior patient outcomes and reach**

Aster India Financial Summary- Profitability Statement

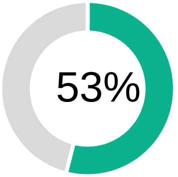
Particulars	Q3 FY25	Q3 FY24	YoY %	9M FY25	9M FY24	YoY %
Revenue from Operations	**1,050**	**949**	**11%**	**3,138**	**2,721**	**15%**
Material Cost[2]	247	229		713	684	
Doctors Cost	229	213		691	596	
Employee Cost	194	177		577	505	
Other Cost	178	162		544	484	
Operating EBITDA	**202**	**168**	**20%**	**613**	**453**	**35%**
Employee Stock Option Expenses	3	1		8	4	
Movement in FV of contingent consideration payable	3	2		8	2	
Variable operation and management fees	8	10		24	21	
EBITDA Post INDAS	**189**	**155**	**22%**	**572**	**426**	**34%**
Depreciation	62	57		185	163	
Finance Cost	31	25		91	81	
Other Income	33	9		117	21	
Profit Before Tax	**129**	**82**	**57%**	**413**	**204**	**103%**
Tax	37	11		129	26	
Profit After Tax (Before exceptional item)	**92**	**71**	**29%**	**284**	**178**	**60%**
Exceptional Item	(24)	0	-	(24)	0	-
Profit After Tax[3]	**68**	**71**	**(4%)**	**260**	**178**	**46%**
Share of Profit/(Loss) of Associates	(4)	(3)		(9)	(8)	
NCI	8	6		24	16	
Profit After Tax (Post Non-Controlling Interest)	**57**	**62**	**-8%**	**228**	**153**	**49%**
EBITDA Pre INDAS	**166**	**139**	**20%**	**507**	**377**	**34%**

1. Above numbers are in INR crore.
2. Material Cost % (Ex.Wholesale pharmacy) for Q3 FY25 is 20.8% and Q3 FY24 is 21.5%. Material Cost % (Ex.Wholesale pharmacy) for 9M FY25 is 20.7% and 9M FY24 is 22.3%
3. PAT for the period of Q3 FY25 and 9M FY25 includes an amount of ₹ 25.6 Cr and ₹ 85.1 Cr respectively from the interest/gain earned on the investment of sale proceeds from the segregation of GCC vertical and project unity transaction cost of Rs 23.7 Cr.

Cluster Performance

Kerala Cluster: Hospitals and Bed Capacity

Revenue Contribution[1]



Aster Medcity
Kochi, Kerala
2014, Owned

CB: 862 OB: 662

MIMS Calicut
Kozhikode, Kerala
2013, Owned

CB: 698 OB: 477

MIMS Kottakkal
Kottakkal, Kerala
2013, Owned

CB:359 OB:282

MIMS Kannur
Kannur, Kerala
2019, Owned

CB: 412 OB: 333

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

CB: 164 OB:117

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

CB: 140 OB:100

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
9M FY25	2,635	1,971	585	79
9M FY24	2,386	1,834	552	-

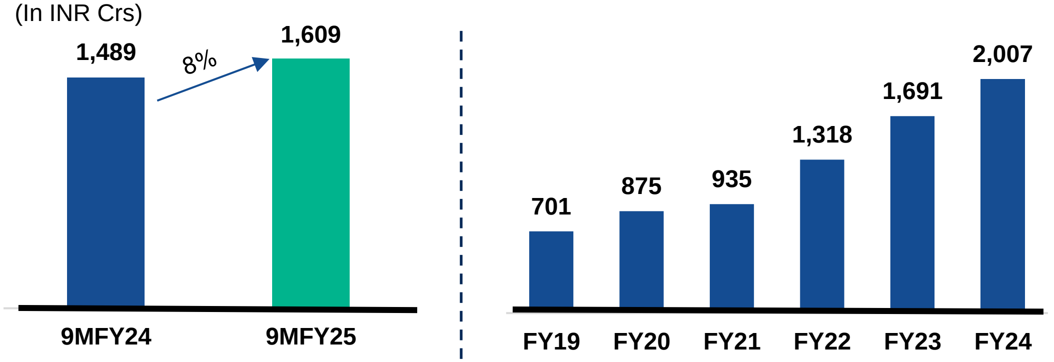
1. Hospital Revenue Contribution
- CB= capacity beds | OB = operational census beds

Kerala Cluster - Performance

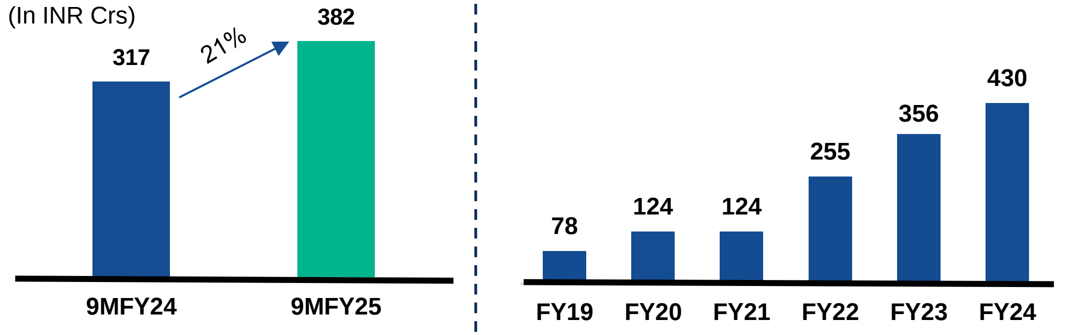
9MFY25

Operational Metrics	9M FY25	9M FY24	YoY Growth
ARPOBD (INR)	41,600+	37,500+	11%
Occupancy	74%	80%	-569 bps
Average Occupied Beds	1,385	1,424	-3%
In-Patient Visits	1,22,400+	1,14,710+	7%
Out-patient Visits (mn)	~1.64	~1.53	8%
ALOS (Days)	3.1	3.4	-9%

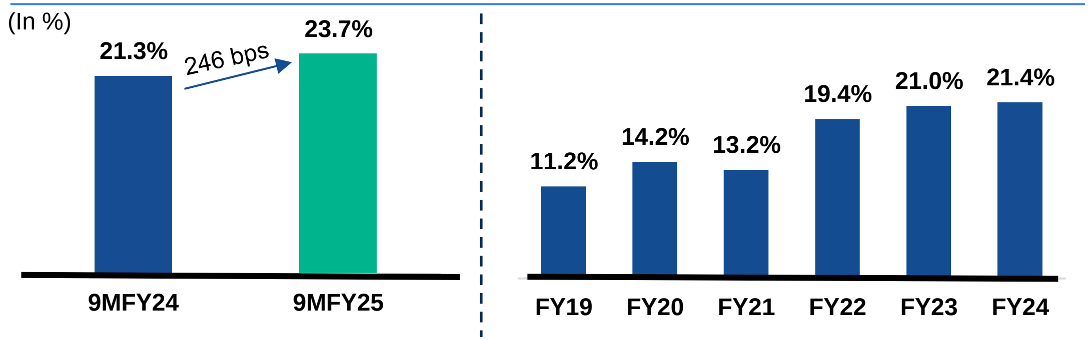
Revenue



Operating EBITDA[1]



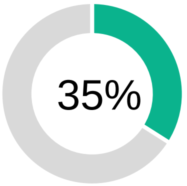
Operating EBITDA Margin[1]



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[1]



Aster CMI
Bengaluru, Karnataka
2014, O&M

CB: 509 OB:366

Aster Whitefield
Bengaluru, Karnataka
2021, Leased

CB: 347 OB:234

Aster RV
Bengaluru, Karnataka
2019, O&M

CB: 236 OB:168

Aster Aadhar
Kolhapur, Maharashtra
2008, Owned

CB: 254 OB:211

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

CB: 100 OB:35

Beds	Total Capacity Beds	Operational Beds Census	Operational Beds Non-Census	Available Capacity Beds
9M FY25	1,446	1,014	361	71
9M FY24	1,424	890	322	212

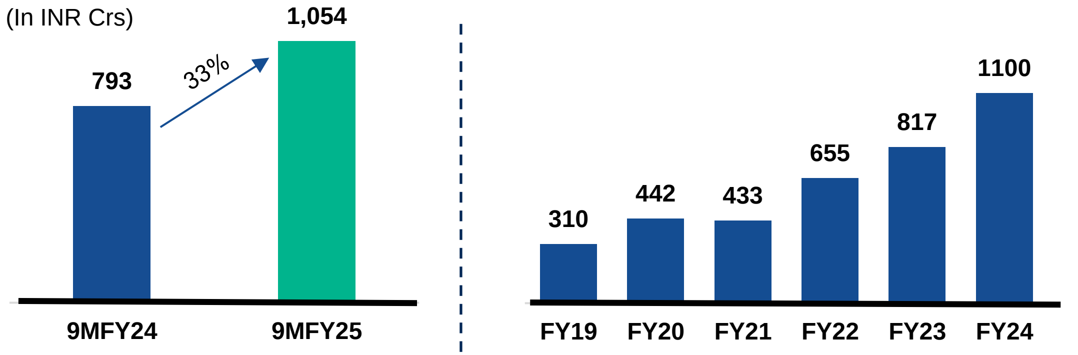
1. Hospital Revenue Contribution |
CB= capacity beds | OB = operational beds census

Karnataka & Maharashtra Cluster - Performance

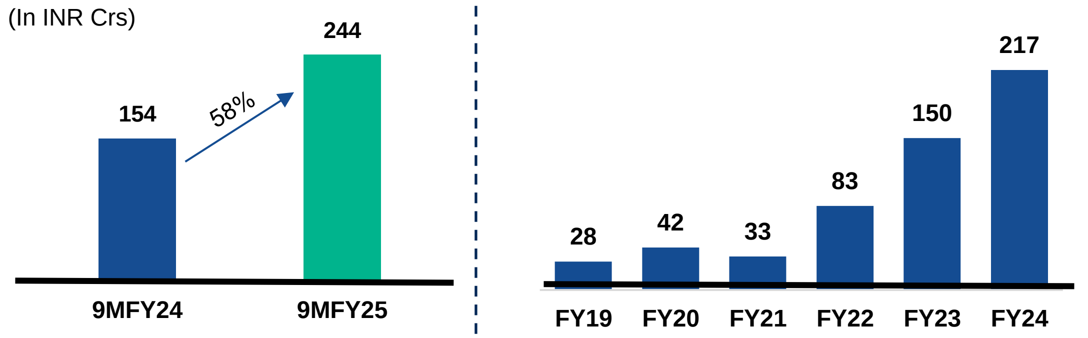
9M FY25

Operational Metrics	9M FY25	9M FY24	YoY Growth
ARPOBD (INR)	60,000+	52,300+	15%
Occupancy	64%	61%	241 bps
Average Occupied Beds	631	543	16%
In-Patient Visits	56,110+	47,020+	19%
Out-patient Visits (mn)	~0.58	~0.49	18%
ALOS (Days)	3.1	3.2	-3%

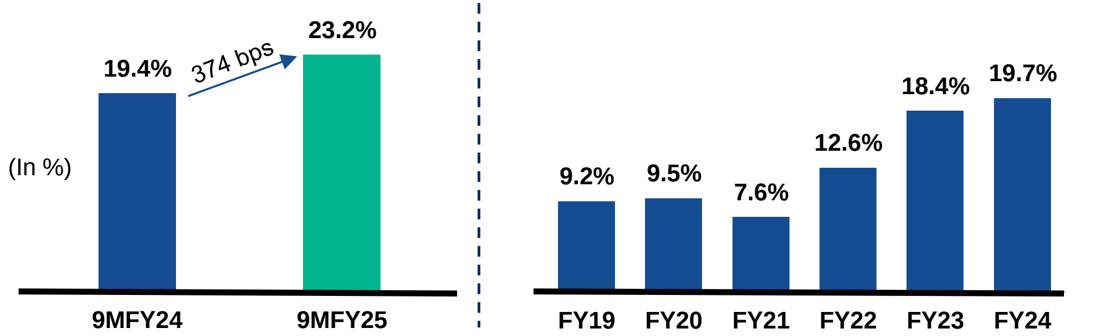
Revenue



Operating EBITDA[1]



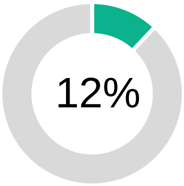
Operating EBITDA Margin[2]



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA
2. Operating EBITDA Margin excluding Whitefield is 25.4% in 9M FY25 as compared to 23.4% in 9M FY24

Andhra & Telangana Cluster : Hospitals and Bed Capacity

Revenue Contribution[1]



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:114

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
9M FY25	1,047	781	192	74
9M FY24	1,047	790	183	74

1. Hospital Revenue Contribution

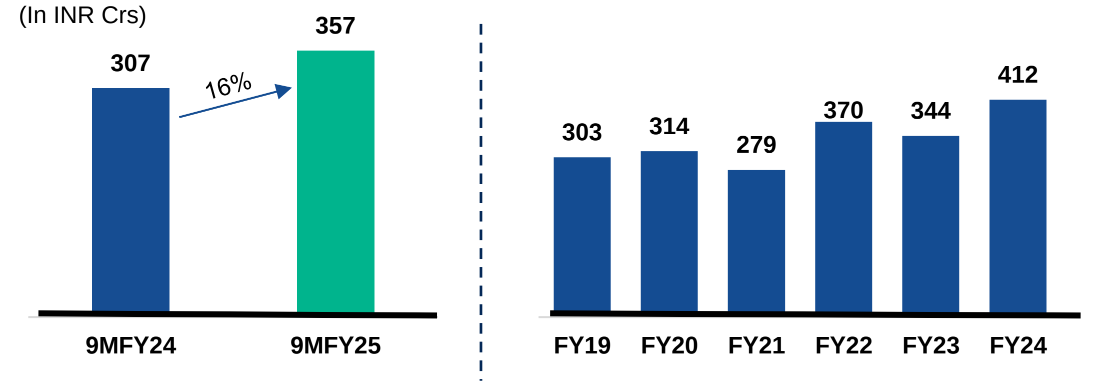
CB= capacity beds | OB = operational beds census

Andhra & Telangana - Performance

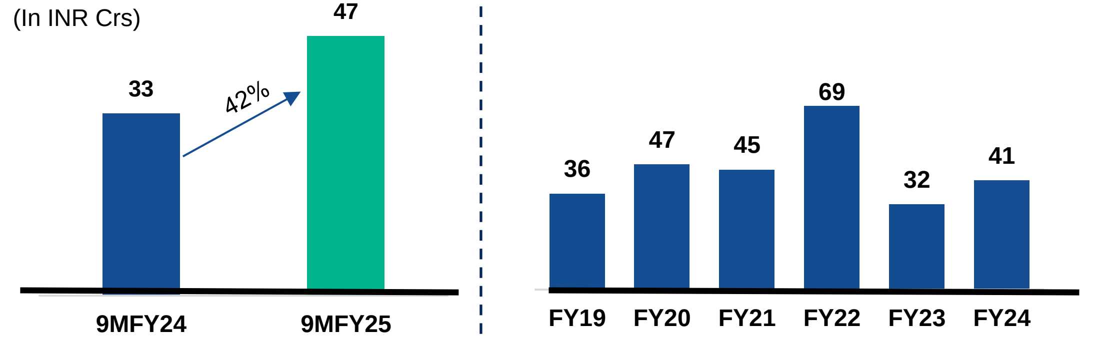
9M FY25

Operational Metrics	9M FY25	9M FY24	YoY Growth
ARPOBD (INR)	29,400+	27,700+	6%
Occupancy	55%	50%	530 bps
Average Occupied Beds	429	393	9%
In-Patient Visits	30,370+	27,860+	9%
Out-patient Visits (mn)	~0.28	~0.25	14%
ALOS (Days)	3.9	3.9	-

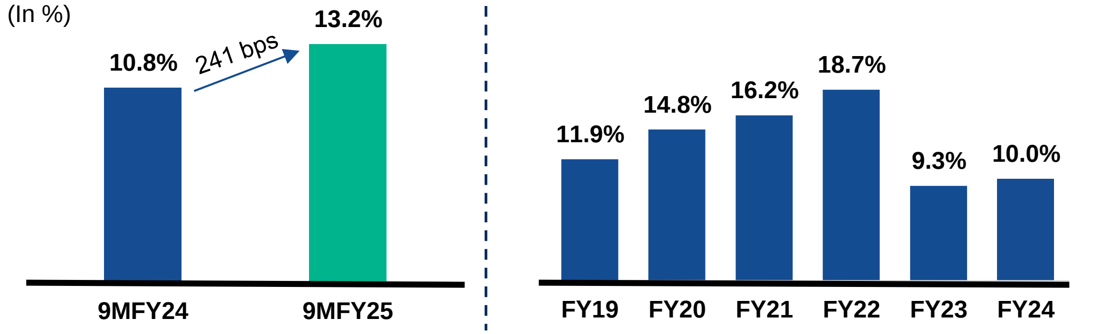
Revenue



Operating EBITDA[1]



Operating EBITDA Margin



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

Aster
We'll Treat You Well

Awards, Excellence & Leadership

Awards and Rankings

Aster
We'll Treat You Well

Outlook

Outlook 2024 Best Hospital Ranking

Aster Medcity : All India Best Multispeciality Hospital	2
Aster CMI : All India Best Multispecialty Hospital	6
Aster Medcity : South Best Multispeciality Hospital	1
Aster CMI : South Best Multispecialty Hospital	2

Reader's Digest

ET Healthcare Awards	Healthcare Awards
Aster DM Healthcare Awarded Excellence for CSR	Aster CMI: Most Trusted Hospital (Bengaluru)

THE WEEK

Best Multispecialty Hospital Emerging

Aster Medcity: All India	1
Aster CMI Hospital: All India	4

FE Healthcare Awards (An initiative of Financial Express.com)	Best Hospital Chain of the Year
ET The Economic Times	Best Hospital Chain & Healthcare Brand of the Year

Newsweek

The Worlds Best Hospitals 2024

Aster CMI in India: 4-star Global Hospital Rating	20
Aster Medcity in India: 4-star Global Hospital Rating	34

ASSOCHAM
Ideate · Innovate · Impact

ASSOCHAM Healthcare Summit 2024

Aster DM Heathcare: Best Multispeciality Hospital – Group	1
Aster DM Foundation: Best CSR Excellence in Healthcare (1st Runner up)	

TIMES HEALTH SURVEY

Times All India Multispecialty Hospital Ranking 2024

Aster Medcity: India Best Multispecialty	3
Aster CMI : India Best Multispecialty	6
Aster Medcity : India Aster CMI : India Oncology	4
Aster CMI : Bengaluru Aster Medcity : Kochi Best Multispecialty	4
Aster Medcity : India Neuroscience: All India	3
Aster Medcity : India Cardiology: All India	3

Pravasi Bhushan Award

Deputy Managing Director Got awarded by Governor of West Bengal

Aster – High standards of clinical excellence

Aster
We'll Treat You Well

Select firsts achieved by Aster

Select firsts

1st in South Asia – Patent Foramen Ovale closure using Life Tech Cera Flex PFO device	1st center of excellence in India – Antimicrobial Stewardship from Infectious Disease Society of American	1st in APAC – 65 year old with Parkinson's groundbreaking Bilateral STN DBS using Medtronic DBS Directional leads	1st in India – Minimally invasive Laser Enucleation Of the Prostate surgery using laser technology
1st in Kerala – Direct Anterior approach in THR, US based technology	1st in Karnataka – 75 year old woman with a back fracture underwent Vertebral Body Stenting treatment for the first time	1st in India to perform a robotic kidney tumor removal	1st in Kerala – Deep Brain Stimulation surgery centers in India

Key tertiary care procedures[1]

31,530+ CIG/PTCA (Angiogram & Angioplasty)	**1,780+** robotic surgeries	**1,960+** cardio-vascular surgeries	**510+** transplants[2]
10,850+ Urology procedures	**5,740+** neuro surgeries	**3,440+** joint replacements	**5,440+** gastro-intestinal surgeries

Infrastructure

Accreditation

High-end equipment

Robotic surgery capabilities, LINAC, PET CT, Cath Labs, MRI, CT Scan, SPECT, gamma camera and other high-end equipment installed in various facilities

25+ Cathlabs	**7** LINACs	**16** MRI machine	**9** Robots

Comprehensive multi-specialty clinical services backed by highly experienced clinician team and best-in-class medical technology

Notes:
1. *TTM basis*
2. *Includes heart, liver and kidney transplants*

ESG Milestones

Aster
We'll Treat You Well

E

93%
Energy Consumption sourced from renewable energy at Aster CMI, Bangalore

85%
Energy Consumption sourced from renewable energy at Aster RV Bangalore

13
Sewage treatment plants installed across India

2,300,000 KWh
Worth wind energy sourced

3,675,000 KWh
Worth solar energy sourced

4300
Trees Planted

S

38
No. of People of determination in workforce in India

13,58,052
Beneficiaries of the Aster Volunteers Community Medical Sevices initiatives

325
Students employed in India across Aster units after completion of 6 months GDA program out of 532 enrolled in Aster Academy

28
Mobile Medical services in India offering free health screening services in the regions where healthcare is least accessible

130,837
Free and subsidised dialysis done at associated dialysis centers in Kerala, India

2
Standalone Tele Medicine Centers (AVCMS) in Rajasthan and 2 units WIP in Tamil Nadu

G

100%
resolution of reported whistleblowing cases raised via the confidential reporting line

25%
Women representation in Board of Directors

64%
Female employees in the overall employees at Aster India

11
policies supporting Governance framework including ESG Policy, CSR policy, Business Responsibility policy, etc

6,102
Employees been provided training on human rights issues

95% & 100%
Maternity Return Rate & Paternity Return Rate To work

Awarded for Excellence in CSR in the National Category by ET Healthcare and ASSOCHAM

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

James Mathew

Independent Director

Emmanuel David Gootam

Independent Director

Maniedath Madhavan Nambiar

Independent Director

Sunil Theckath Vasudevan

Independent Director

Anoop Moopen

Non-Executive Director

Zeba Azad Moopen

Non-Executive Director

Leadership Team

Dr. Azad Moopen

Founder Chairman and Managing Director

T. J. Wilson

Group Head - Governance & Corporate Affairs

Ramesh Kumar S

Chief Operating Officer

Dr.Somashekhar S P

Chairman-Medical Advisory Board & Director – Aster International Institute of Oncology

Sunil Kumar M R

Chief Financial Officer

Hitesh Dhaddha

Chief Investor Relations & M&A officer

Devanand K T

Regional Chief Executive Officer-Telangana, Andhra Pradesh

Dr Prashanth N

Chief Executive Officer – Karnataka Cluster

Dr. Harsha Rajaram

CEO – Aster Digital Health

Kannan Srinivas

Director – Aster Health Academy

Durga Prasanna

Head – HR

Srinath Metla

Country Head – Sales, Marketing & RCM

Sreeni Venugopal

Chief Information Officer & Chief Information Security Officer

Hari Prasad V K

Head – Internal Audit, Risk & Compliance

Dr. Anup Warrier

Chief – Medical Affairs & Quality

Hemish Purushottam

Company Secretary

Hemakumar Nemmali

Country Head – SCM & Central Procurement

Appendix

Aster India Hospital and other New Business Performance – Q3 FY25

	% of Revenue	Revenue	Operating EBITDA[5]
Hospitals and Clinics Core established business 19 hospitals[1] · 13 clinics · 5,128 capacity beds	93%	**INR 1,001 Cr** 10% YoY Revenue Growth	**INR 220 Cr** 22% Margins
Labs and Pharmacies New growing businesses 254 Labs & PECs · 203 Pharmacies [2]	7%	**INR 78 Cr** 5% YoY Revenue Growth	**INR 3 Cr** 4% Margins
India Overall[4] 489 total facilities[3]	100%	**INR 1,050 Cr** 11% YoY Revenue Growth	**INR 202 Cr** 19% Margins

(1) Count includes 4 O&M asset light hospitals with a total capacity of 539 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 31st Dec 2024
(4) Aster India overall numbers are after eliminations of INR 29 cr (Q3 FY24: 31 Cr.) of intercompany revenue and INR 21 Cr. (Q3 FY12: INR 12 Cr.) of unallocated expenses.
(5) Operating EBITDA for the period Q3 FY25 excludes the ESOP Cost of Rs. 2.7 Cr [Q3 FY24: 1.3 Cr], Movement in fair value of contingent consideration payable of Rs. 2.7 Cr [Q3 FY24 : 1.6 Cr] , Variable O&M fee amounting to Rs.7.7 Cr [Q3 FY24 : 10.0 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]

Geography – wise Business – Snapshot – 9M FY25

	KERALA		KARNATAKA & MAHARASHTRA		ANDHRA & TELANGANA		TOTAL	
	9M FY25	9M FY24	9M FY25	9M FY24	9M FY25	9M FY24	9M FY25	9M FY24
Total Capacity Beds	2,635	2,386	1,446	1,424	1,047	1,047	**5,128**	**4,857**
Operational Beds (Census)	1,971	1,834	1,014	890	781	790	**3,766**	**3,514**
Operational Beds (Non-Census)	585	552	361	322	192	183	**1,138**	**1,057**
Available Capacity Beds	79	-	71	212	74	74	**224**	**286**
ALOS (Days)	3.1	3.4	3.1	3.2	3.9	3.9	**3.2**	**3.4**
Occupancy[1]	74%	80%	64%	61%	55%	50%	**67%**	**68%**
Outpatient Visits	1.64	1.53	0.58	0.49	0.28	0.25	**2.50**	**2.30**
In-patient visits	1,22,400	1,14,710	56,110	47,020	30,370	27,860	**2,08,920**	**1,89,590**
ARPOBD (INR)	41,600	37,500	60,000	52,300	29,400	27,700	**44,200**	**39,300**

Notes:
1. Occupancy is calculated based on Operational Beds (Census)
2. Above details are for hospitals and does not relate to clinics
3. Data excludes Aster Wayanad

Geography – wise Business – Snapshot – Q3 FY25

		KERALA		KARNATAKA & MAHARASHTRA		ANDHRA & TELANGANA		TOTAL	
		Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24
Operational	Total Capacity Beds	2,635	2,386	1,446	1,424	1,047	1,047	**5,128**	**4,857**
	Operational Beds (Census)	1,971	1,834	1,014	890	781	790	**3,766**	**3,514**
	Operational Beds (Non-Census)	585	552	361	322	192	183	**1,138**	**1,057**
	Available Capacity Beds	79	-	71	212	74	74	**224**	**286**
	ALOS (Days)	3.1	3.4	3.1	3.2	3.8	4.0	**3.2**	**3.4**
	Occupancy[1]	68%	80%	60%	65%	55%	52%	**63%**	**70%**
	Outpatient Visits	0.55	0.54	0.19	0.17	0.10	0.08	**0.80**	**0.80**
	In-patient visits	39,580	40,170	18,140	16,380	10,240	9,390	**67,960**	**65,940**
	ARPOBD (INR)	42,400	38,300	63,000	52,400	30,000	27,500	**45,500**	**39,800**
Financial	Revenue	523	524	358	278	121	106	**1,001**	**907**
	Operating EBITDA	123	117	80	53	17	12	**220**	**182**
	Operating EBITDA Margins	23.5%	22.4%	22.5%	19.1%	13.9%	11.4%	**22.0%**	**20.1%**

Notes:
1. Occupancy is calculated based on Operational Beds (Census). 2. Above details are for hospitals and does not relate to clinics 3. Data excludes Aster Wayanad

Thank You

Investor Relations:
investors@asterdmhealthcare.com