

May 26, 2025

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra-Kurla Complex, Bandra (E)
Mumbai - 400 051

Dept. of Listing Operations
BSE Limited,
P J Towers, Dalal Street,
Mumbai -400001, India

Symbol: YATHARTH

Scrip Code: 543950

Dear Sir/Ma'am,

Sub:- Investor's presentation- Q4&FY25 Results.

Please find enclosed Investor's Presentation for Q4FY25 Results pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

Kindly take the same in your records.

Thanking you,

Your faithfully,
For **Yatharth Hospital and Trauma Care Services Limited**

Ritesh Mishra
Company Secretary & Compliance Officer
Enclosed: As above

Registered Office

JA-108, DLF Tower A, Jasola District Centre, New Delhi - 110025

Tel: 011-49967892

Corporate Office

HO- 01, Sector - 01, Greater Noida West, 201306

Tel: 0120-6811236 | **Email:** cs@yatharthhospitals.com

Our Hospitals

📍 Sector 110, Noida, Uttar Pradesh-201304

📍 Sector Omega -01, Greater Noida, Uttar Pradesh-201308

📍 Sector -01, Greater Noida West, Uttar Pradesh-201306

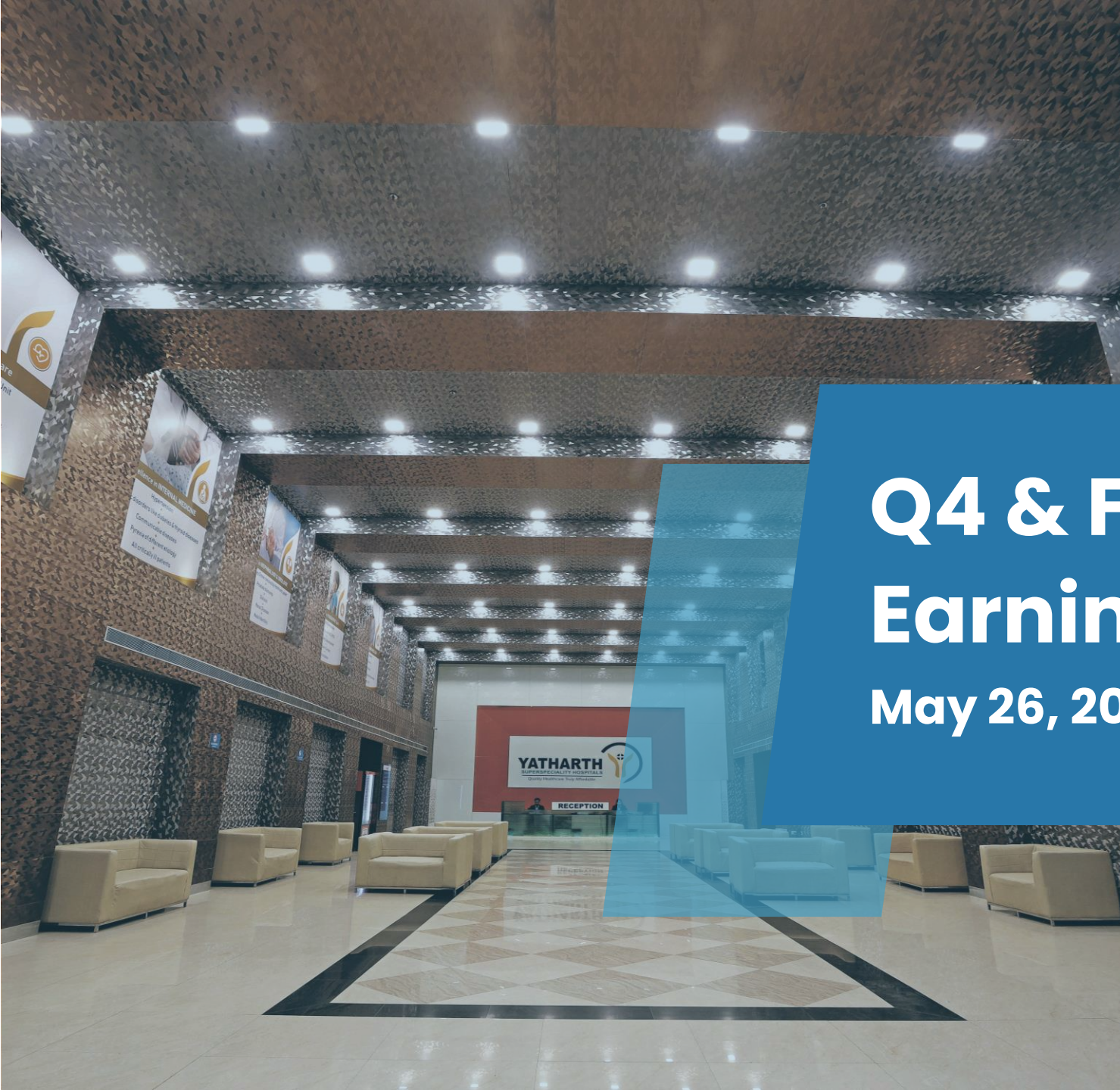
📍 Jhansi Mauranipur Highway, Orchha, Madhya Pradesh- 472246

📍 Sector-88, Faridabad, Haryana-121002

🌐 www.yatharthhospitals.com

Q4 & FY25 Earnings Presentation

May 26, 2025



Disclaimer



Certain matters discussed in this Presentation may contain statements regarding the company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements doesn't guarantee future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the economy, industry, competition, the company's ability to successfully implement its strategy, technological implementation, changes and advancements, the company's market preferences and its exposure to market risks, as well as other risks. The company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation. The company assumes no obligation to update any forward-looking information contained in this presentation. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the company and the company is not responsible for such third-party statements and projections. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the management of the Company on future events.

A tall, modern hospital building with a grid of windows and a glass facade. The name 'YATHARTH HOSPITAL' is visible on the top and side of the building. The building is surrounded by trees and a paved area.

Q4 & FY25 Performance Highlights

FY25 Performance Summary



Bed Capacity*

2,300+ beds



Occupancy

61%
+7% YoY



ARPOB

Rs. 30,829
+8% YoY



ALOS

4.33



Revenue

Rs. 8,805 mn
+31% YoY



EBITDA

Rs. 2,202 mn
+22% YoY



EBITDA Margin

25.0%
-182bps YoY



PAT

Rs. 1,306 mn
+14% YoY



Operating Cash Flows

Rs. 1,496 mn



Cash Conversion Ratio¹

68%



Net Cash

Rs. 5,032 mn



ROCE[#]

19%

*1,605 beds, excluding upcoming hospitals in Delhi & Faridabad; #ROCE reflects ongoing integration of acquisitions & medical infrastructure, amidst fund raises

1. Cash Conversion Ratio = Operating Cash Flows (after tax) as a percentage of EBITDA

Q4 FY25 Performance Summary



Revenue

Rs. 2,318 mn
+30% YoY



EBITDA

Rs. 570 mn
+23% YoY



EBITDA Margin

24.6%
-157bps YoY



PBT

Rs. 485 mn
+21% QoQ | +10% YoY



PAT

Rs. 387 mn*
+27% QoQ | +1% YoY



Operational Beds

1,605 beds



Occupancy

61%
+4% YoY



ARPOB

Rs. 31,441
+7% YoY

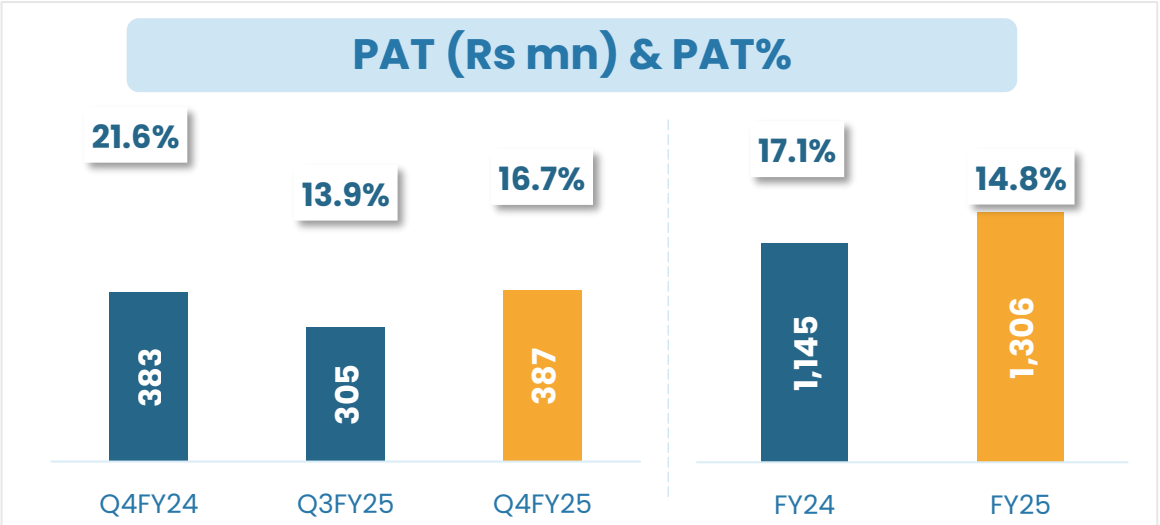
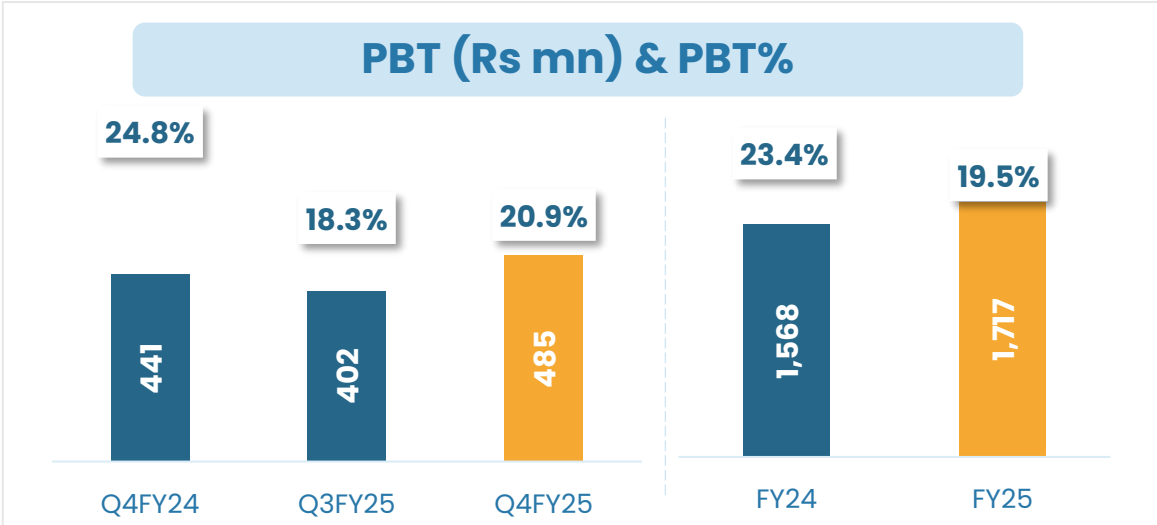
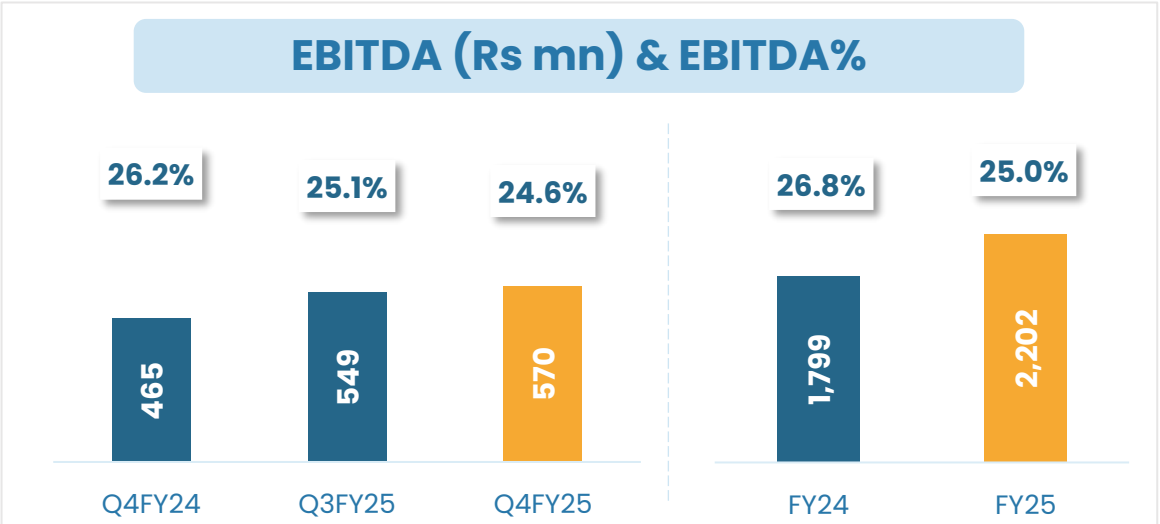
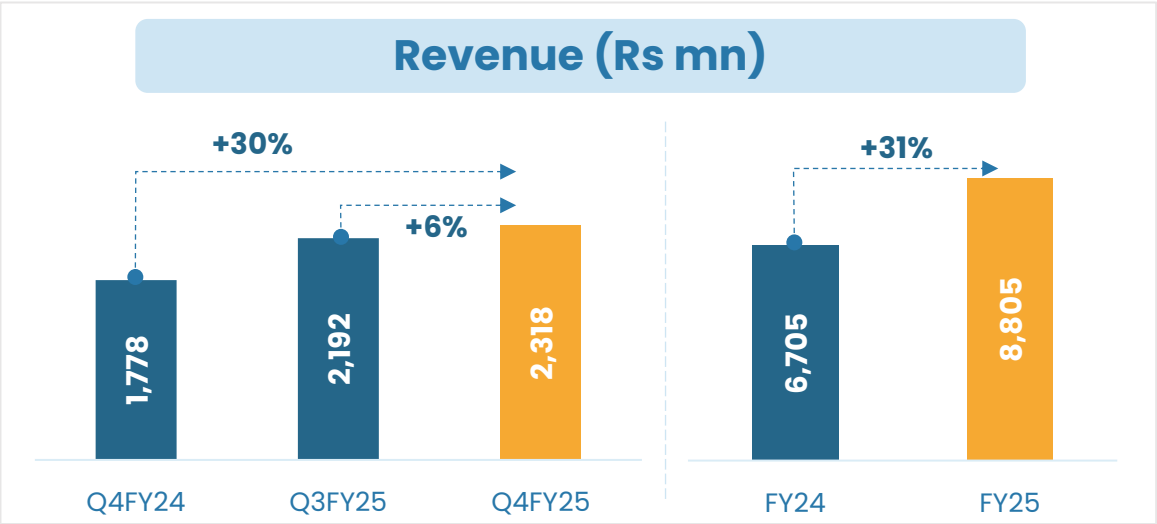


ALOS

4.20

*Change in PBT and PAT factors significant increase in depreciation expense, amidst acquisitions and integration of medical infrastructure

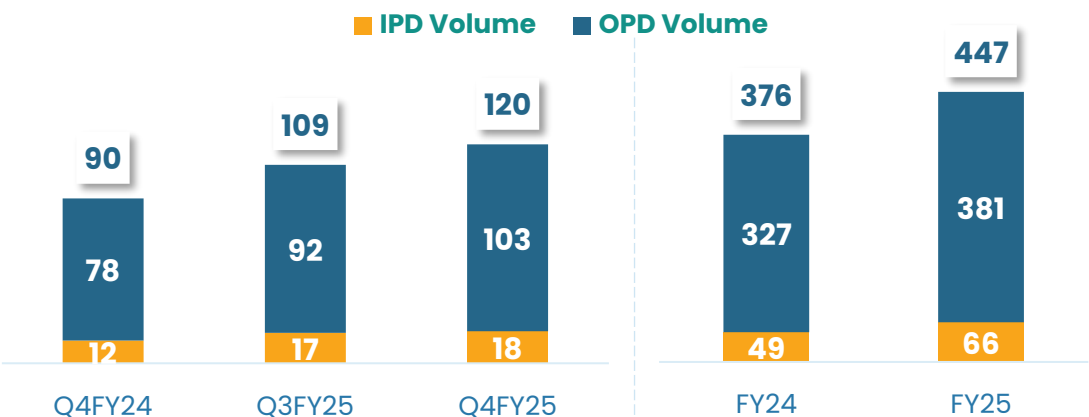
Financial Highlights



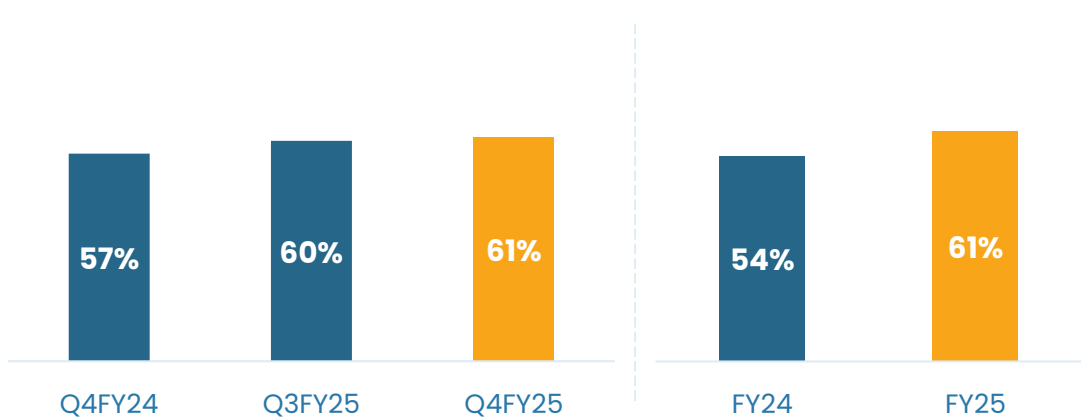
Operational Highlights



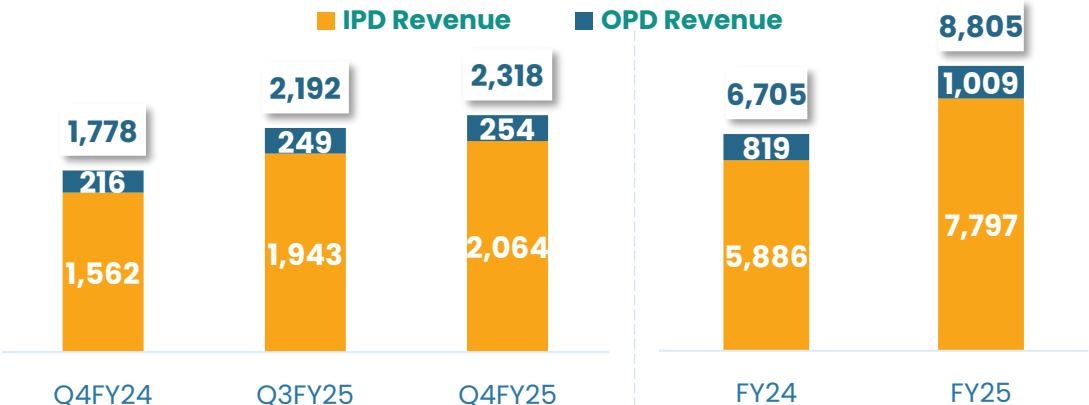
IPD & OPD Volumes (in '000s)



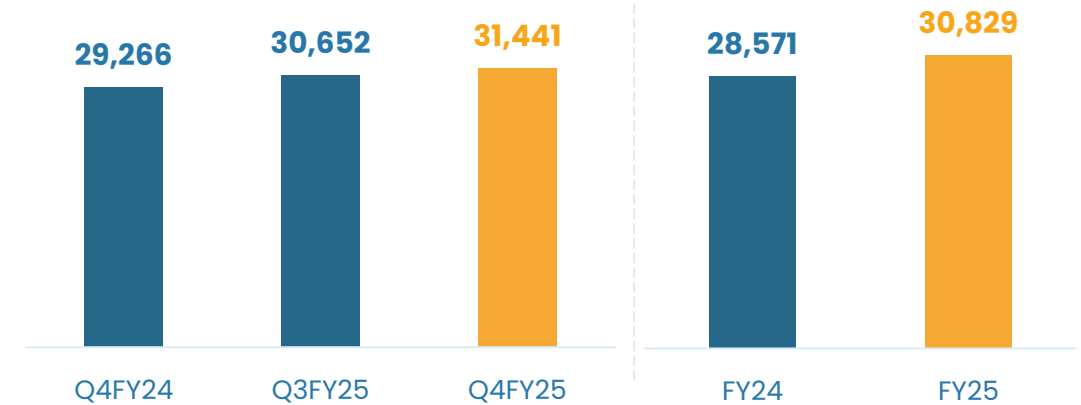
Occupancy (%)



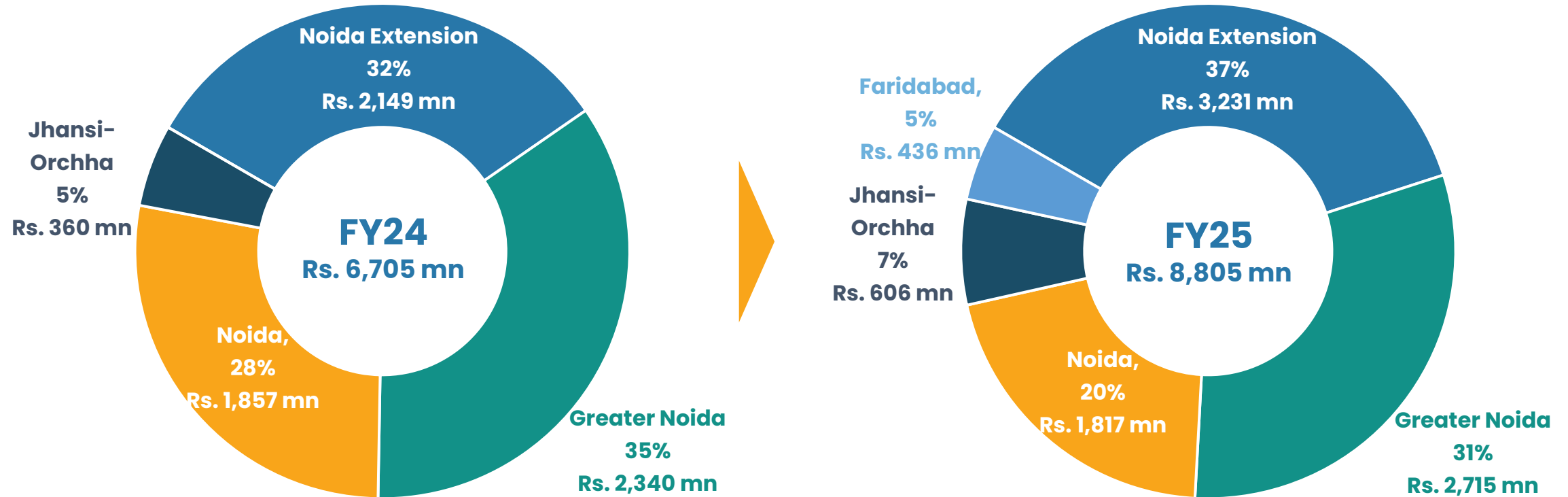
IPD & OPD Revenue (Rs mn)



ARPOB (Rs.)

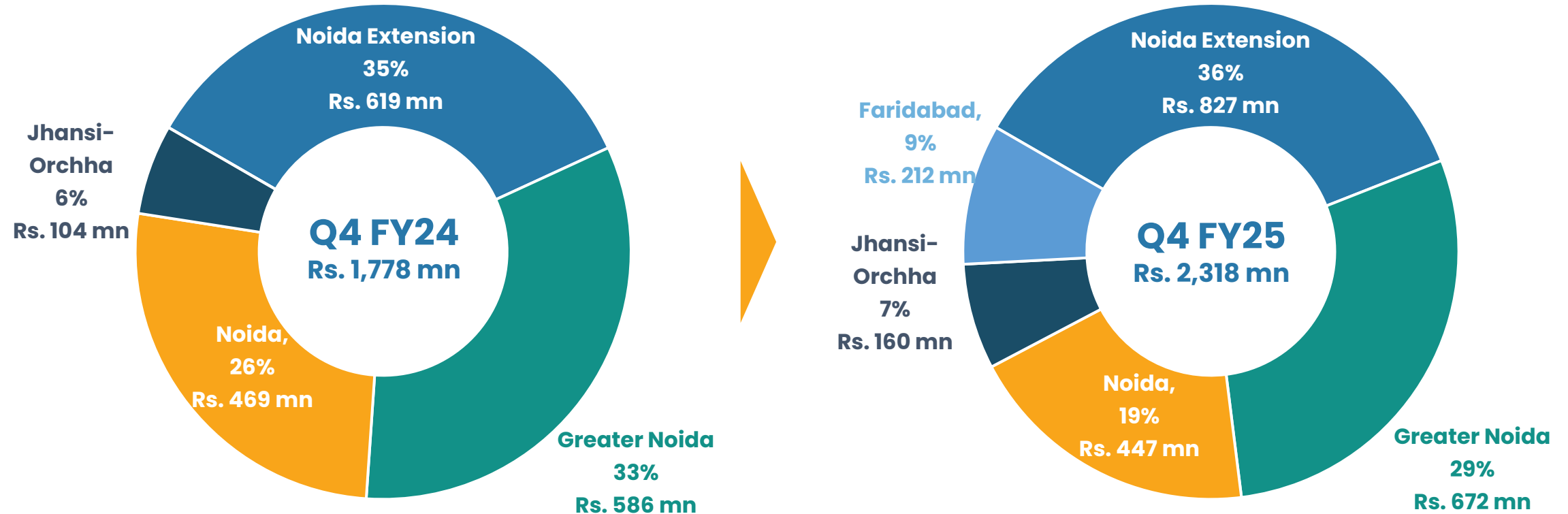


Diversifying revenues across hospitals (FY25)



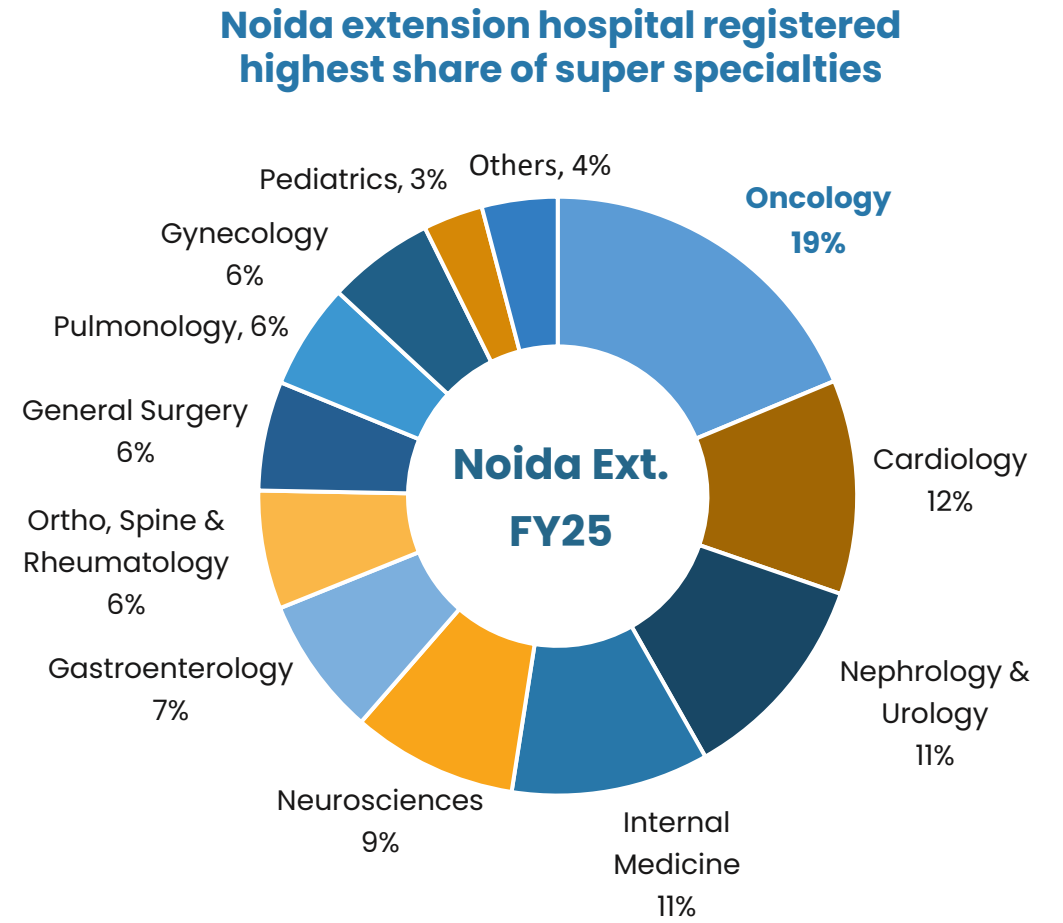
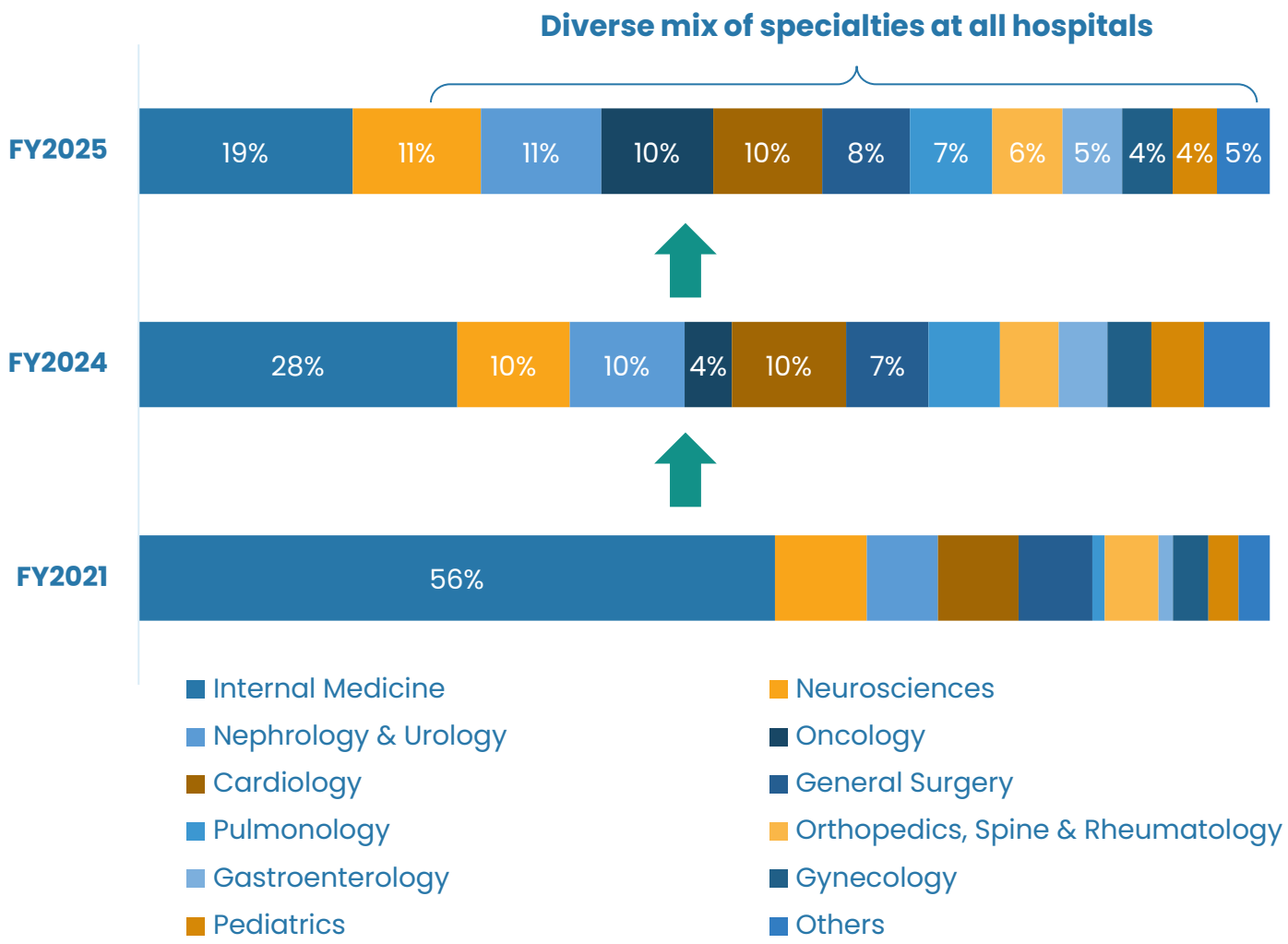
- Noida Extension hospital registers robust growth at 50% YoY, contributing 37% to group's revenue
- Jhansi-Orchha hospital registers a robust growth of 68% YoY
- In 10 months of being operational, Faridabad hospital achieves Rs. 436 mn in revenues

Diversifying revenues across hospitals (Q4 FY25)



- Noida Extension and Jhansi-Orchha hospitals register robust growth at 34% YoY and 53% YoY respectively
- In short span of being operational, Faridabad hospital has grown to contribute 9% to the group's revenue in Q4

Expanding high value specialties across hospitals



Operational Highlights for the quarter



Capacity Expansion

- Successful registration and possession of hospital in New Delhi (~300+ beds) and acquisition of majority stake in Faridabad hospitals (~400 beds)
- On track to operationalize the same by Q1 FY26

Improvement in occupancy across our hospitals

- Despite bed additions, occupancy levels improves to 61% in FY25, compared to 54% in FY24
- Noida Extension and Jhansi-Orchha occupancy improves significantly to ~60% & 50% respectively in FY25, compared to 44% & 23% in FY24

Enhancing super specialties, to drive ARPOB

- Oncology increases ~3x in FY25, contributing 10% to Group's revenues & ~19% to Noida Ext. revenue
- ARPOB improves to Rs 31.4k in Q4 FY25 (+7% YoY) and Rs 30.8k in FY25 (+8% YoY)
- Noida Ext registers highest ARPOB at Rs. 38.8k (+11% YoY), followed by Greater Noida at Rs. 35k (+16% YoY) in Q4 FY25
- Faridabad achieves ARPOB of Rs. 31k

Strengthening Governance Framework







- We have received the written consent from BDO India, a leading auditing firm, for their proposed appointment as Statutory Auditors, effective from FY2026. The proposal will be placed before the Board and AGM, for necessary approvals.
- Deloitte continues to serve as our Internal Auditor, helping us to further strengthen our financial systems and internal controls.









Update on Acquisitions

Expanding footprint in New Delhi & Faridabad – Successful possession of both the assets, operationalization in Q1 FY26



	Yet to commence Multi-specialty hospital	<ul style="list-style-type: none">❖ Strategic collaboration agreement for ~60% stake acquisition, valuing hospital at enterprise value of Rs. 152 crore.❖ Acquisition positions Yatharth as one of the largest hospital in the Faridabad region in terms of bed capacity.❖ Hospital's structure is complete, with plans to equip it with advanced medical equipment and offer super specialty services, including oncology treatments and robotic surgeries.
	Built on approx. 2 Acre land	
	Proposed Capacity 400 Beds	
	Majority stake acquired ~Rs. 91 crore	
	Located Sec-20, Faridabad, Haryana	
	Operationalize Q1 FY2026	



<ul style="list-style-type: none">❖ Successful bidding for MD City Hospital in Delhi through the e-auction process under the SARFAESI Act, 2002❖ Hospital caters a large catchment of residential and institutional client base in the region❖ Proposed acquisition will strengthen Yatharth Hospitals' presence in the attractive market of Delhi	Established Multi-specialty hospital	
	Built on approx. 2 Acre land	
	Expandable to 300+ Beds	
	Acquisition Cost ~Rs. 160 crore	
	Located Model Town, New Delhi	
	Operationalize Q1 FY2026	

Initiatives towards attracting Medical Value Travel



Meetings with key Govt officials and Private hospitals in Nigeria



Meetings with key Govt officials and Private hospitals in Nigeria



African Students Union – informative and branding initiative



Health camp and local doctors meet in Uzbekistan



Health camp and local doctors meet in Tajikistan

Upcoming

- ❖ Information centers in Uzbekistan, Tajikistan, Mauritius, Tanzania & Kenya
- ❖ Tie-up with Ministry of Health in Iraq and Congo

Profit & Loss Summary



Particulars (Rs mn)	Q4FY25	Q4FY24	Change YoY	Q3FY25	Change QoQ	FY25	FY24	Change YoY
Revenue from Operations	2,318	1,778	30%	2,192	6%	8,805	6,705	31%
Medical Consumables & Pharmacy	465	375	24%	421	11%	1,785	1,333	34%
Employee Expenses	438	319	38%	426	3%	1,625	1,170	39%
Other Expenses	844	619	36%	796	6%	3,192	2,403	33%
EBITDA	570	465	23%	549	4%	2,202	1,799	22%
EBITDA Margin %	24.6%	26.2%	(157) Bps	25.1%	(45) Bps	25.0%	26.8%	(182) Bps
Depreciation and amortisation	129	77	67%	169	(24%)	572	293	95%
Financial Cost	10	4	156%	21	(53%)	75	94	(20%)
Other Income	53	57	(6%)	42	27%	162	156	4%
Profit Before Tax (PBT)	485	441	10%	402	21%	1,717	1,568	10%
Tax	98	58	70%	97	1%	412	424	(3%)
Profit After Tax (PAT)	387	383	1%	305	27%	1,306	1,145	14%
PAT Margin %	16.7%	21.6%	(487) bps	13.9%	279 bps	14.8%	17.1%	(224) Bps

Balance Sheet



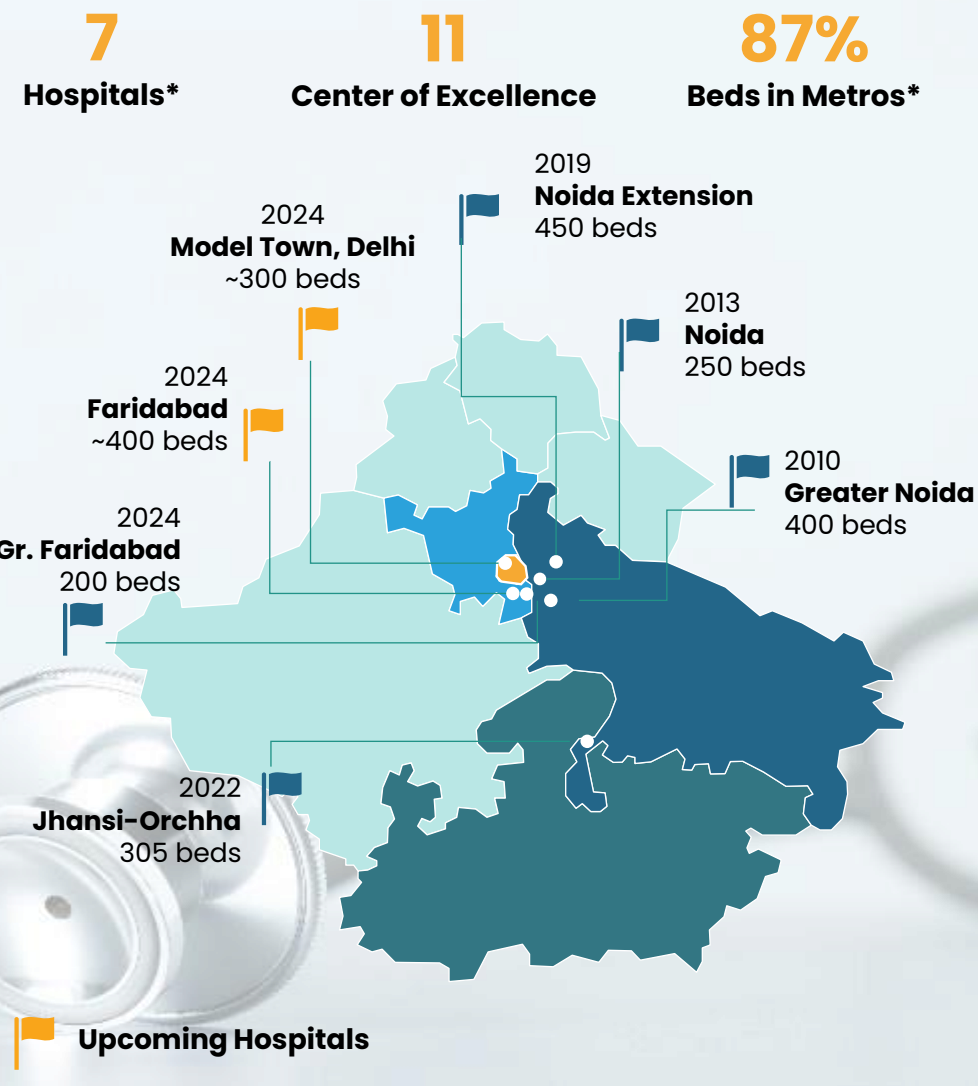
Particulars (Rs mn)	Mar-25	Mar-24
Shareholders Equity	16,371	8,743
Borrowings	41	831
Lease Liabilities	75	16
Trade Payables	291	292
Other financial liabilities	333	253
Other liabilities	47	33
Provisions	153	26
Total Liabilities	17,312	10,193

Particulars (Rs mn)	Mar-25	Mar-24
Fixed Assets (incl. Goodwill)	8,198	4,405
Right to Use Assets	74	14
Financial Assets	53	243
Inventories	210	81
Trade Receivables	3,015	2,270
Cash and Bank Balances	5,148	2,386
Other assets	614	794
Total Assets	17,312	10,193

A photograph of four healthcare professionals, three men and one woman, standing in a hospital hallway. They are all wearing white lab coats and surgical caps. The man on the far left is smiling. The woman in the center is also smiling. The man in the center has a stethoscope around his neck. The man on the far right is smiling and has a stethoscope around his neck. The background shows a hallway with a door and some papers on the wall. A large blue graphic element is on the right side of the image.

At a Glance

Leading Super specialty hospital in North India



One-stop destination for patient needs providing all levels of healthcare services from primary to tertiary

2,300+
Bed Capacity*

Rs. 30,829
ARPOB (FY25)

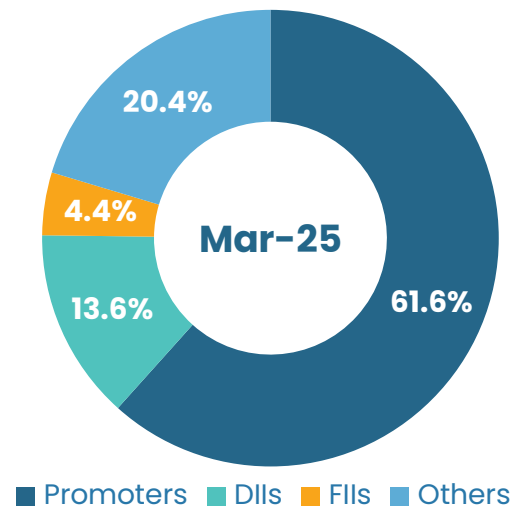
61%
Occupancy (FY25)

+40%
Revenue (4Y CAGR)

+35%
EBITDA (4Y CAGR)

+61%
PAT (4Y CAGR)

Shareholding Pattern



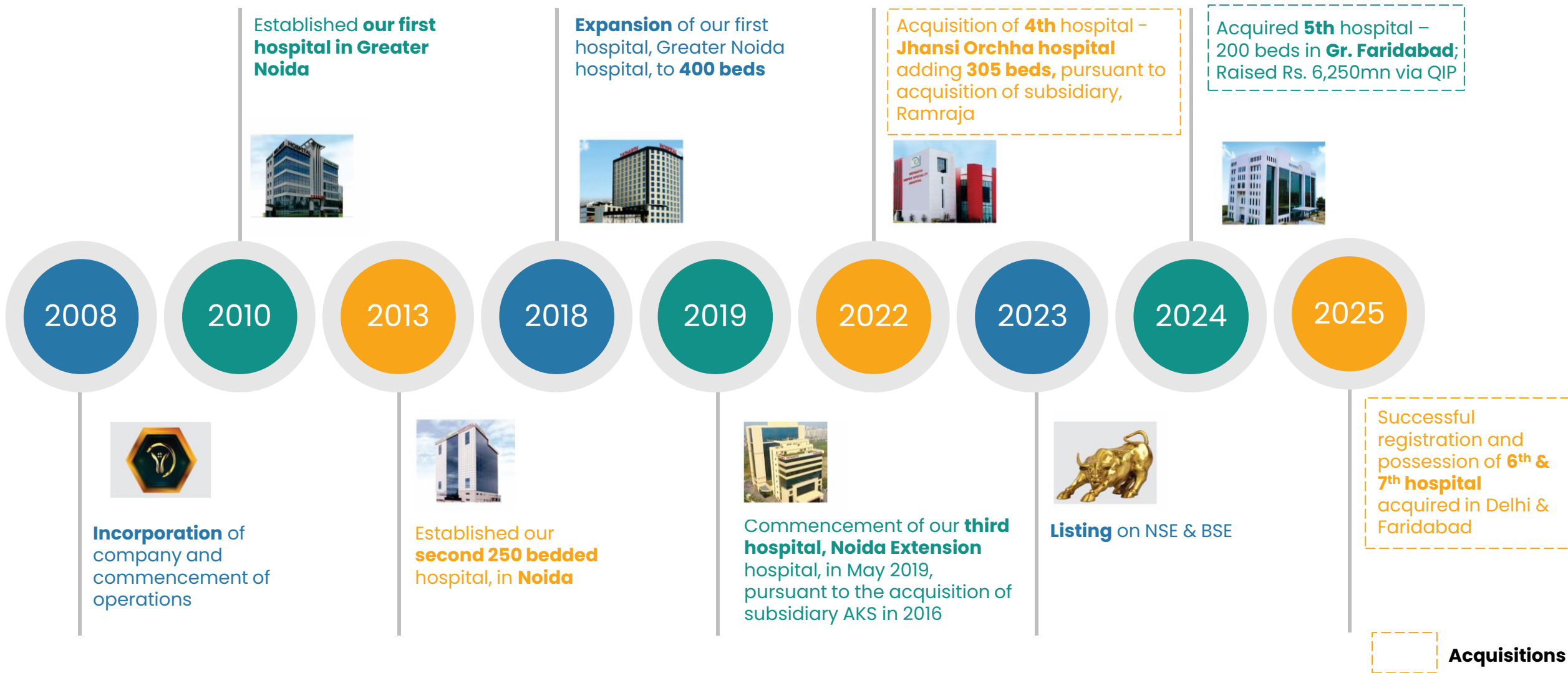
Key Investors

Kotak Mutual Fund	Jupiter India
Bandhan Mutual Fund	Marval Guru
ICICI Prudential Mutual Fund	Citi Group
SBI Life Insurance	Societe Generale
Canara HSBC Life Insurance	Matthews India
Universal Sampo Insurance	Grandeur Peak Funds
Motilal Oswal Mutual Fund	Carnelian Capital
Edelweiss Alternatives	Param Capital (Mukul Mahavir Agarwal)
Guardian Capital	

* Including upcoming hospitals in Delhi & Faridabad

Our Journey

Growing presence across regions and services

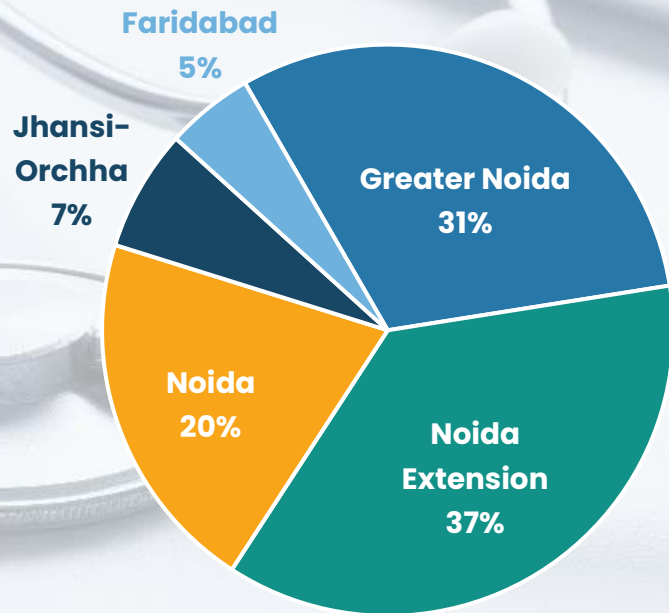


Our Hospitals



Built on foundation of talent, trust, technology, service and infrastructure

Diversified revenue mix across hospitals (FY25)



Hospitals	Greater Noida	Noida	Noida Extension	Jhansi - Orchha	Greater Faridabad
Year of Operation	2010	2013	2019	2022	2024
Beds Capacity	400	250	450	305	200
Census Beds	330	215	390	250	180
No of ICU Beds	112	81	125	76	61
Occupancy Rate	65%	79%	60%	50%	38%*
ARPOB (₹)	34,605	29,238	38,033	13,218	30,721
ALOS	4.42	4.84	4.26	3.95	3.72

With upcoming hospitals in Delhi (+300 beds) & Faridabad (+400 beds), Yatharth to be amongst the leading hospital chains in North India, in terms of bed strength

Notes: *Given gradual ramp up in bed capacity at Faridabad, the utilization has been computed on 100 beds (Q1-Q3) & 150 beds (Q4); All figures as per FY25




Our Mature Hospitals



Greater Noida

2010 Incorporated
400 Beds; **112** ICU Beds
(expandable to 600 beds)






 **65%** Occupancy
 **Rs.34,605** ARPOB
 **4.42 days** ALOS

Provides a wide spectrum of super specialty services in the field of cardiology, cardiovascular and thoracic surgery, neurology, neurosurgery, urology, nephrology, oncology, gastroenterology etc.

Noida

2013 Incorporated
250 Beds; **81** ICU Beds






 **79%** Occupancy
 **Rs.29,238** ARPOB
 **4.84 days** ALOS

Provides services across 30 specialties, including cardiac sciences, orthopedics, nephrology, urology, neurosciences, gastroenterology, etc.

Noida Extension

2019 Incorporated
450 Beds; **125** ICU Beds
(expandable to 700 beds)



 **60%** Occupancy
 **Rs.38,033** ARPOB
 **4.26 days** ALOS

Super specialties contribute c. 70% of overall business; continued efforts to develop this hospital as Centre of Excellence for oncology and robotic surgeries. In Mar'24, radiation oncology line was inaugurated to provide comprehensive suite of oncology treatments

Accredited by Joint Commission International (JCI) – Noida extension hospital received JCI accreditation, 1st in UP & 7th in North India to achieve this accreditation. Amongst few hospitals to get JCI accreditation in first instance.

Our New Hospitals



Jhansi – Orchha

2022 Acquisition
305 Beds; **76** ICU Beds



50%
Occupancy



Rs.13,218
ARPOB



3.95 days
ALOS

Hospital in Jhansi-Orchha-Gwalior region, has infrastructure to operate all the major super specialties

Acquired in FY22

Greater Faridabad

2024 Acquisition
200 Beds; **61** ICU Beds



38%
Occupancy*



Rs.30,721
ARPOB



3.72 days
ALOS

Acquired in 2024, a newly built hospital with latest facilities on a 1.25-acre land with empanelment with all major insurance/TPAs in place

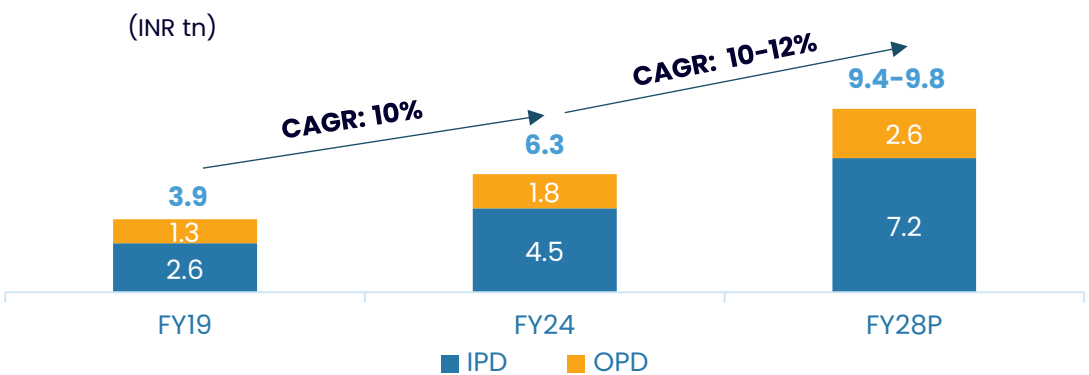
Operationalized on May 12, 2024, expanding Yatharth's presence in North India

Notes: *Given gradual ramp up in bed capacity at Faridabad, the utilization has been computed on 100 beds till Q3 and 150 beds for Q4; All figures for FY25

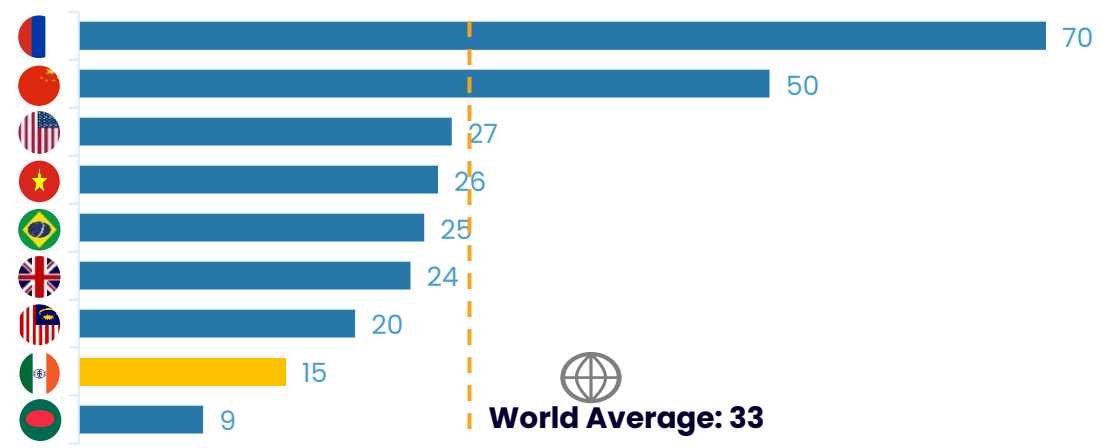
Healthcare Delivery Market in India is at Nascent stage



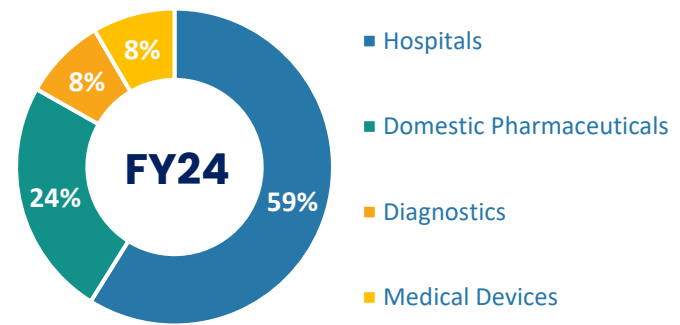
Indian hospital market to grow at a CAGR of 10–12% to reach INR 10tn by FY28



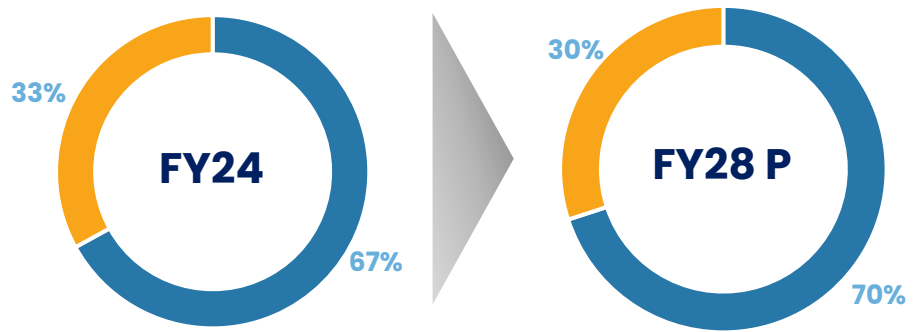
Globally India has one of the lowest bed density/10,000 population



Hospitals constitute the largest share of the healthcare market in India

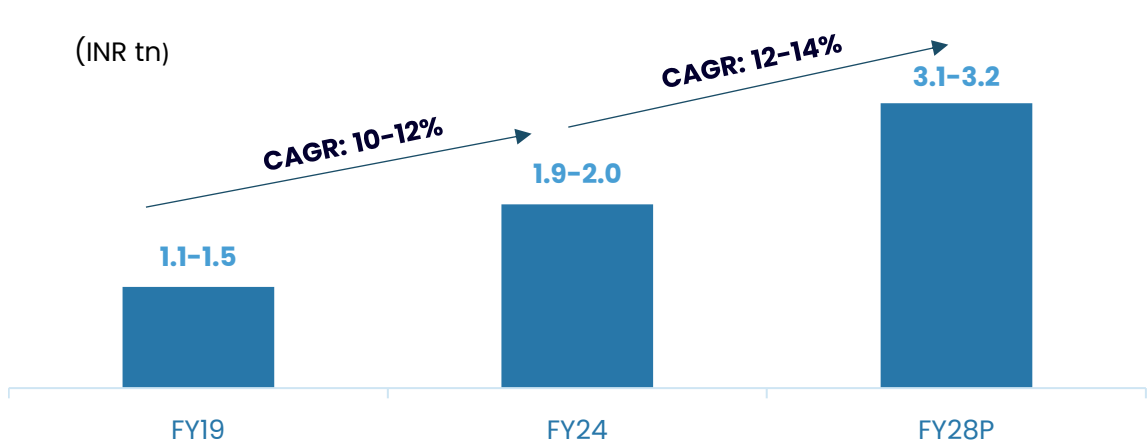


Pvt. hospitals share is expected to increase 70% by FY28P

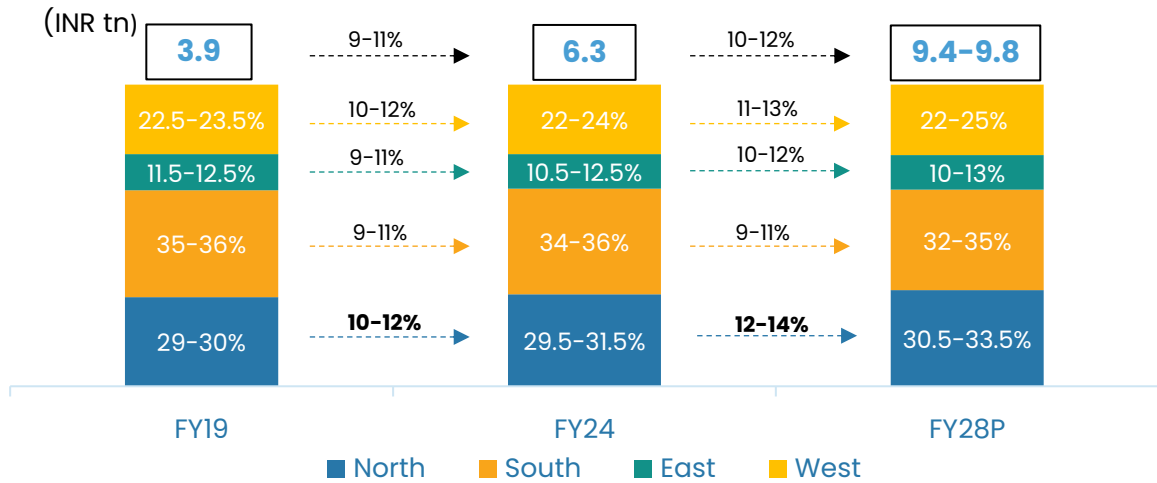


North India – Underserved market with huge growth potential

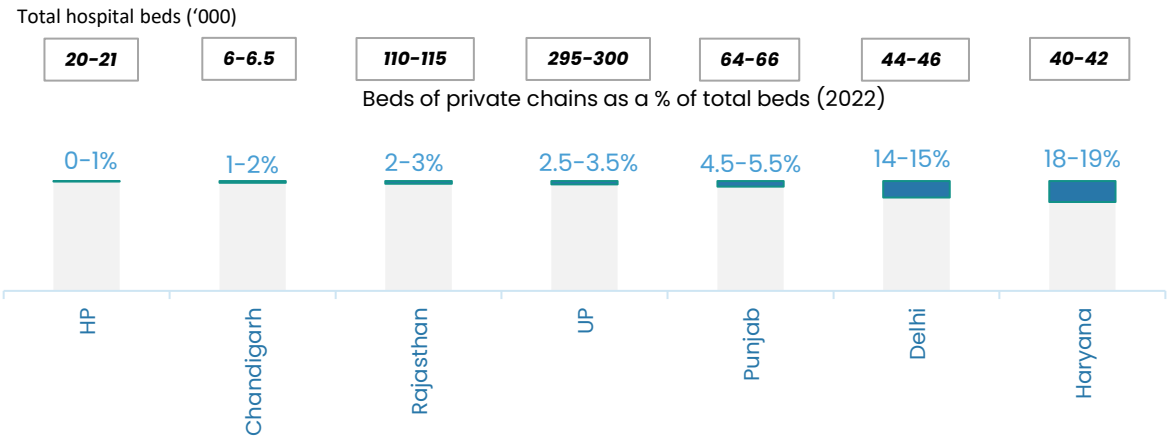
North India hospital market is expected to grow at a CAGR of 12-14%...



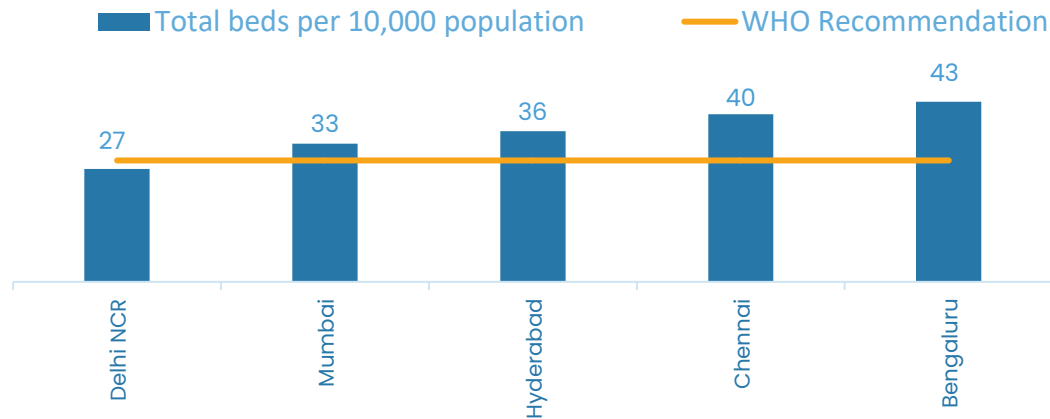
...Growing at a faster rate than the overall industry



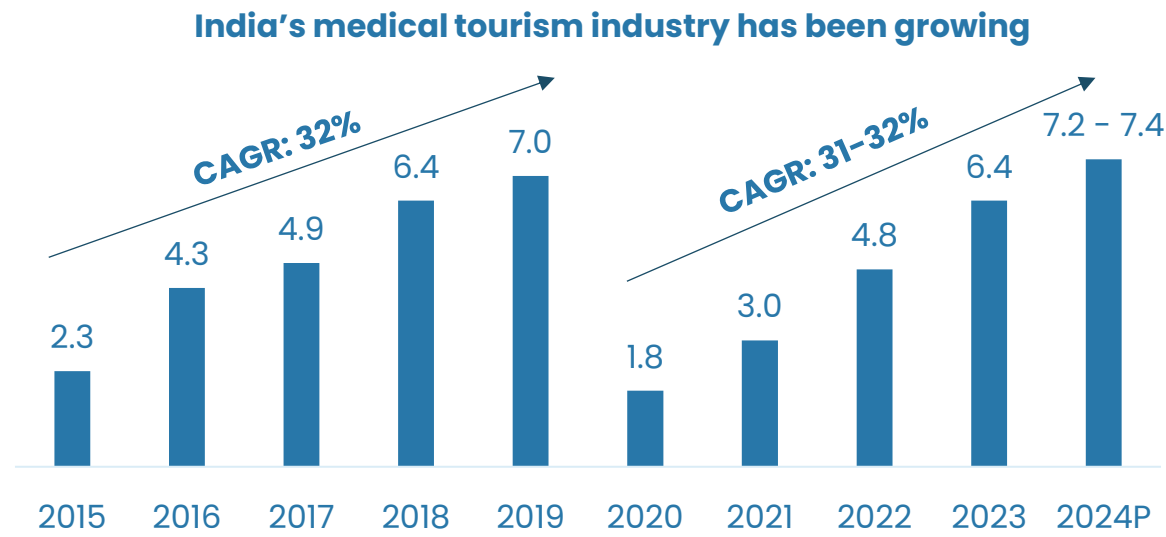
Low concentration of private chains in North India



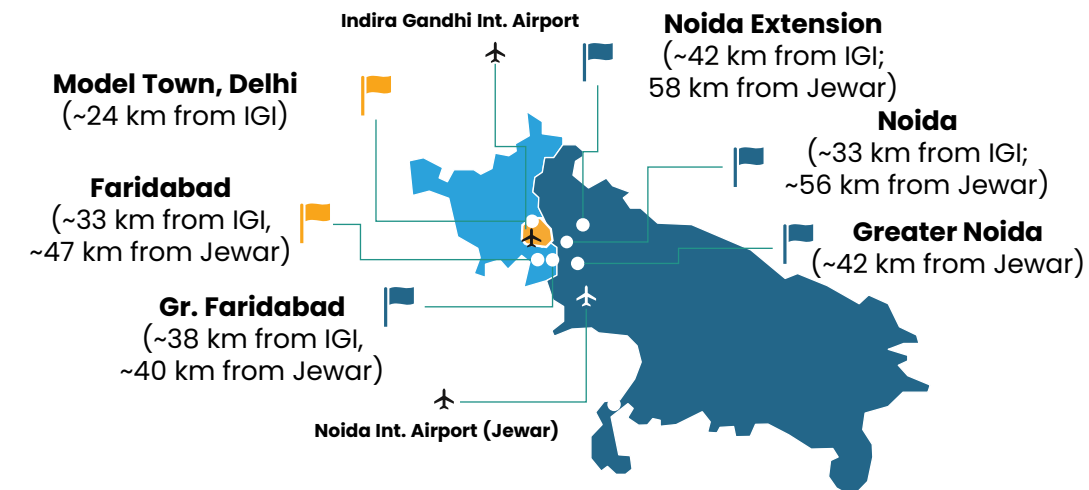
Bed density of Delhi-NCR is below WHO recommendations



Proximity to international airports to fuel medical tourism



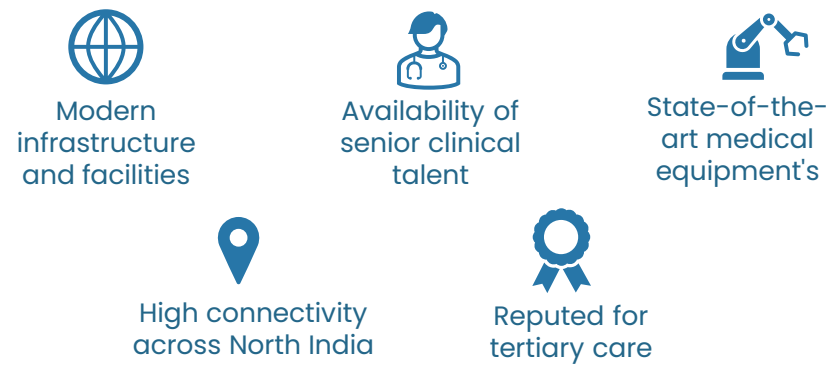
~45% of the international patients travel to Delhi-NCR



India offers comparatively lower treatment costs

Procedure Cost (\$)	India	US	Korea	Singapore	Thailand	Average Global Cost	India Discount %
Hip Replacement	7,000	50,000	14,120	12,000	7,879	21,000	-67%
Knee Replacement	6,200	50,000	19,800	13,000	12,297	23,774	-74%
Heart Bypass	5,200	144,000	28,900	18,500	15,121	51,630	-90%
Angioplasty	3,300	57,000	15,200	13,000	3,788	22,247	-85%
Heart Valve Replacement	5,500	170,000	43,500	12,500	21,212	61,803	-91%
Dental Implant	1,000	2,800	4,200	1,500	3,636	3,034	-67%

Yatharth hospital to benefit from medical tourism



Core strategies driving growth



01

Optimizing Infrastructure

Enhancing occupancy and ARPOB across our hospitals

02

Capacity Addition

Greenfield and brownfield expansion

03

Leverage Technology

Advanced and high-end medical equipment and technology

04

Clinical Expertise

Attracting best talent to drive super specialties

Optimizing
Infrastructure

Capacity Expansion

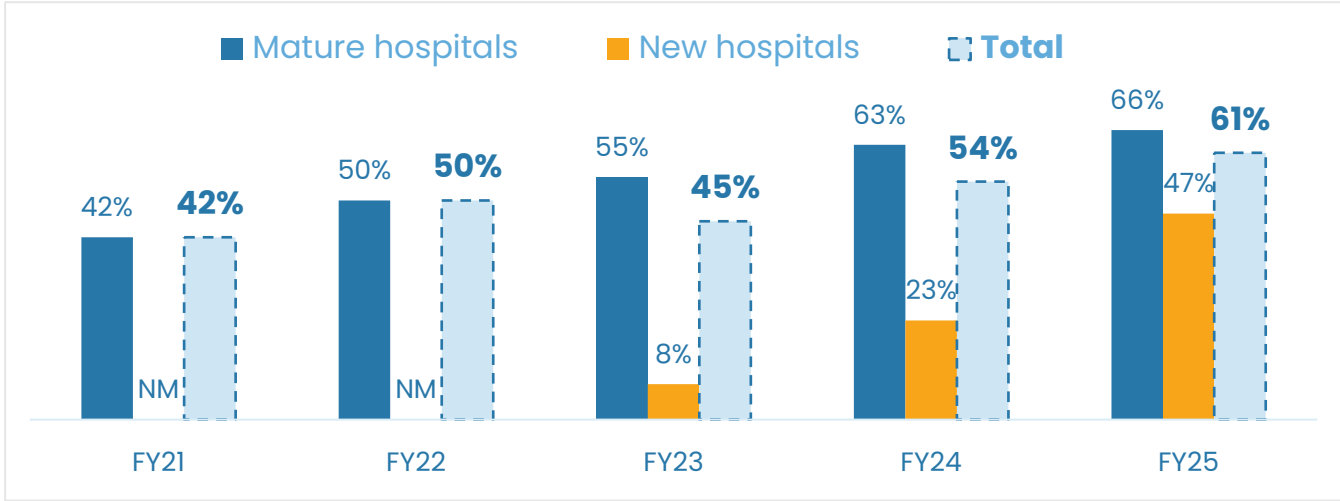
Leverage Technology

Clinical Expertise

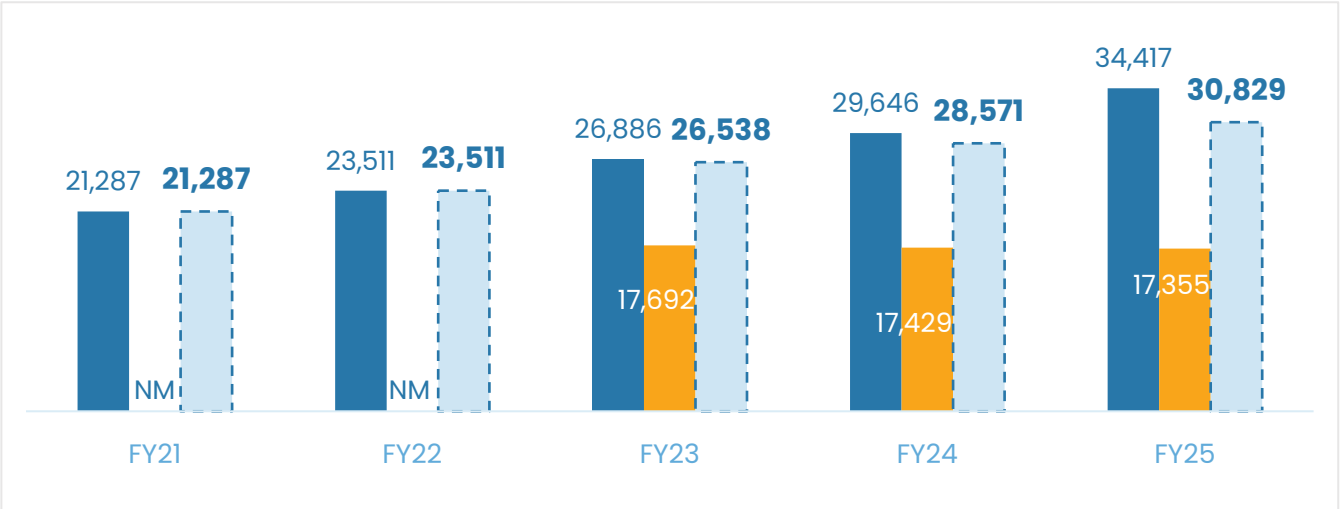
Optimizing existing infrastructure



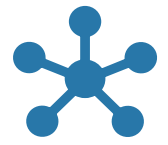
Occupancy (%)



ARPOB (Rs)



Improve customer service



Diversifying specialties



Optimized scheduling

Our 5-fold approach to optimize existing infra



Enhanced care coordination

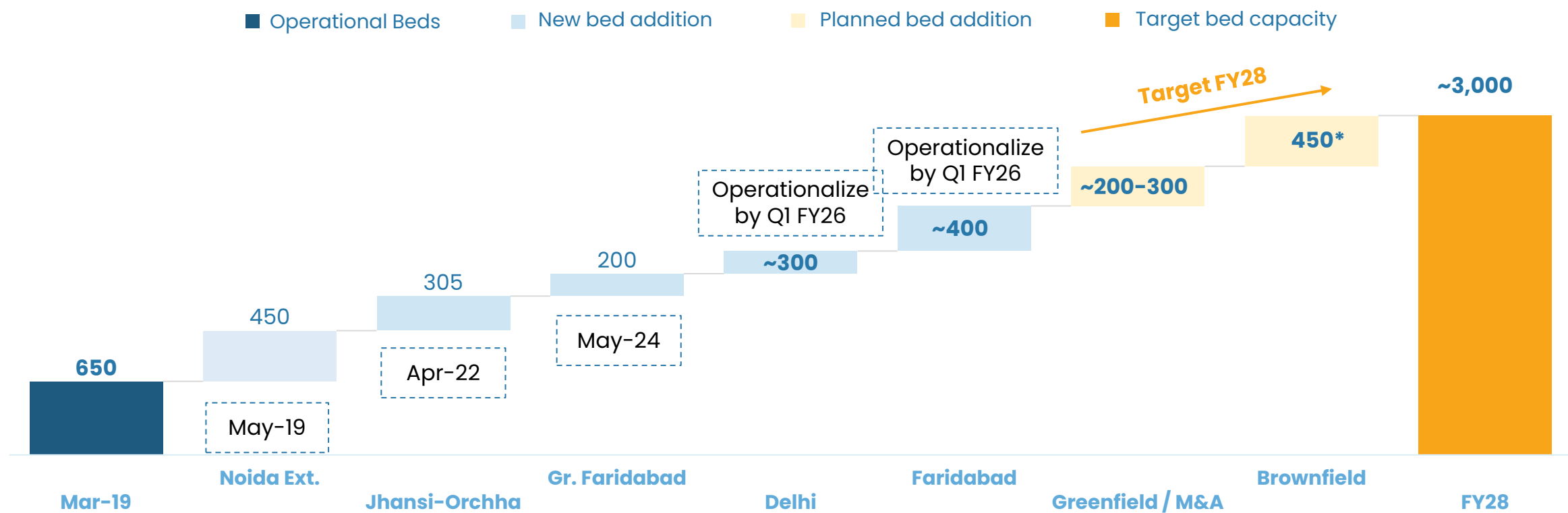


Expand Services

Capacity addition – greenfield and brownfield expansion



Capacity addition trend and roadmap ahead



*Bed capacity to be expanded by 200 and 250 beds at Greater Noida & Noida Extension in 24–30 months respectively.

Advanced and high-end medical equipment and technology

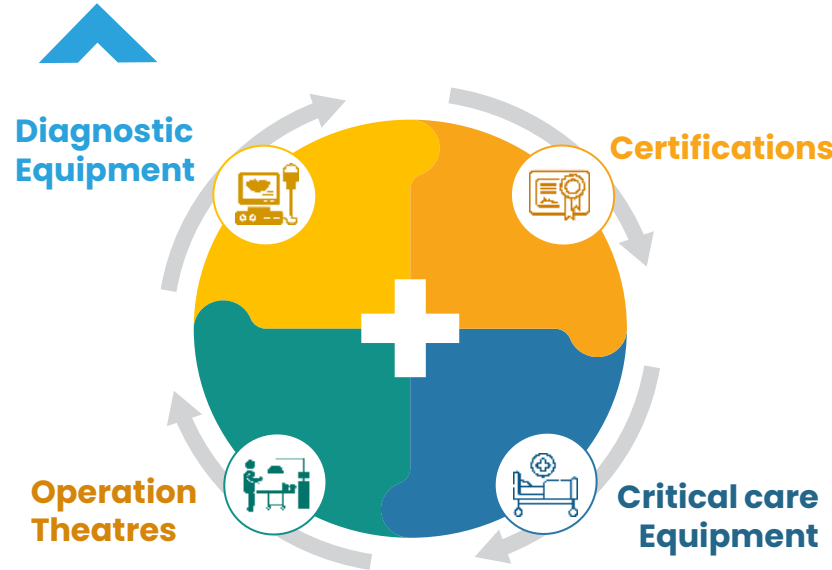
- Hospitals are equipped with machines and devices with **sophisticated technology**
- Strive to **introduce medical technology** and **state-of-the-art equipment**

Complex procedures	Kidney, Liver & Bone Marrow Transplant	Robotic Surgeries – DaVinci, Mako & Cuvis	Radiation Oncology
Presence in Hospitals	Noida Ext & Greater Noida	Noida Ext, Greater Noida & Faridabad	Noida Extension
No. of procedures performed till date	200+	600+	1,700+



- Catheterization Laboratory
- Computerized Tomography Scan (CT Scan)
- Magnetic Resonance Imaging (MRI)
- Imaging equipment - Mammography, Advanced EEG, Nerve conduction velocity, advanced surgical equipment etc.

- Well-equipped modular and other operation theatres with three stage air filtration and laminar flow
- Operating microscopes, image intensifiers, and laparoscopic equipment



- We have NABH accreditation for all leading hospitals. We are also in advances stages of getting NABH accreditation for Faridabad and Jhansi hospital.
- We have NABL certification for our leading hospitals.

- Critical care units are equipped with patient monitoring devices, ventilators and dedicated isolation rooms
- Facilities for haemodialysis, sustained low-efficiency dialysis, endoscopy and bronchoscopy are available 24x7 by the bedside

Leverage Technology

Attracting best talent to drive super specialties



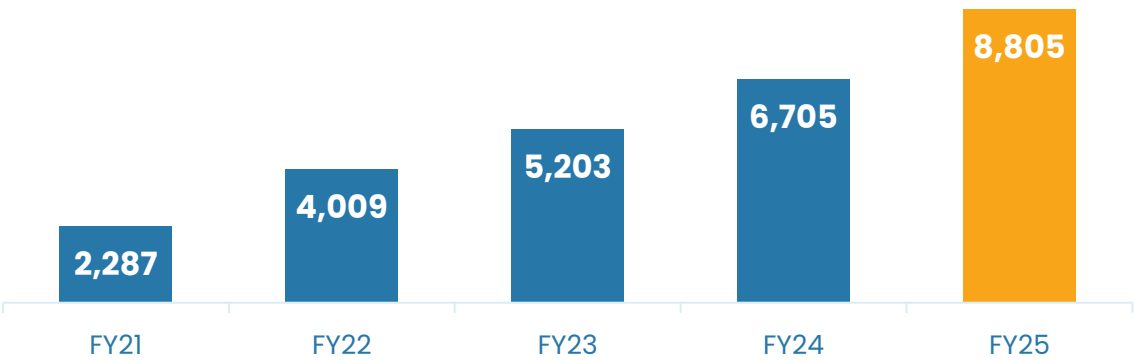
Strategic initiatives aimed to ease attrition

- ❑ Introduced DNB program across 13 specialties in 3 of the hospitals
 - ❑ DNB program to reduce attrition of Resident Medical Doctors
 - ❑ Total 60 resident doctors have joined the DNB program till date
-
- ❑ Keep staff abreast with global developments concerning the health sector
 - ❑ Provide better doctor visibility amongst the potential patients through marketing and awareness campaigns

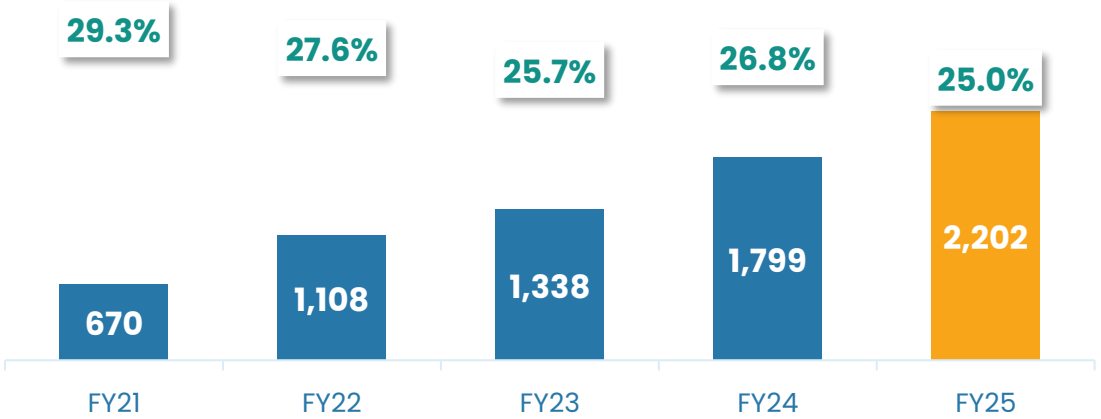
Proven record of consistent financial performance (1/2)



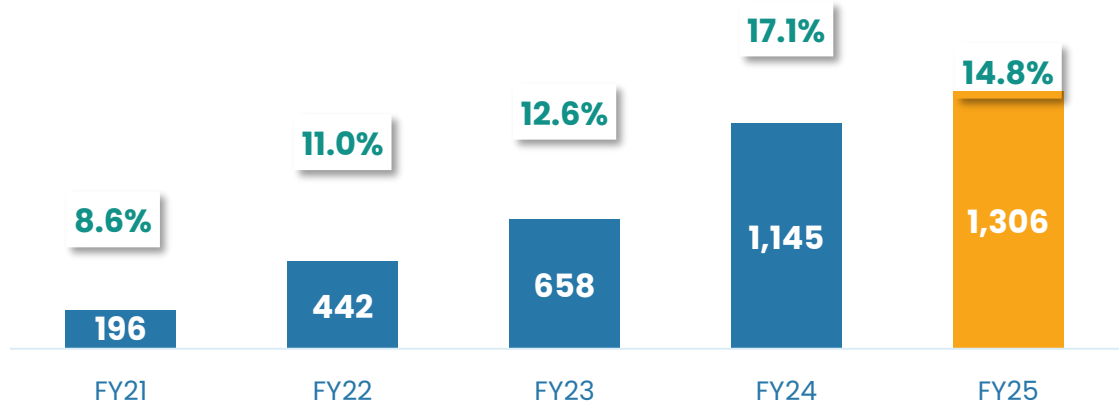
Revenue (Rs mn)



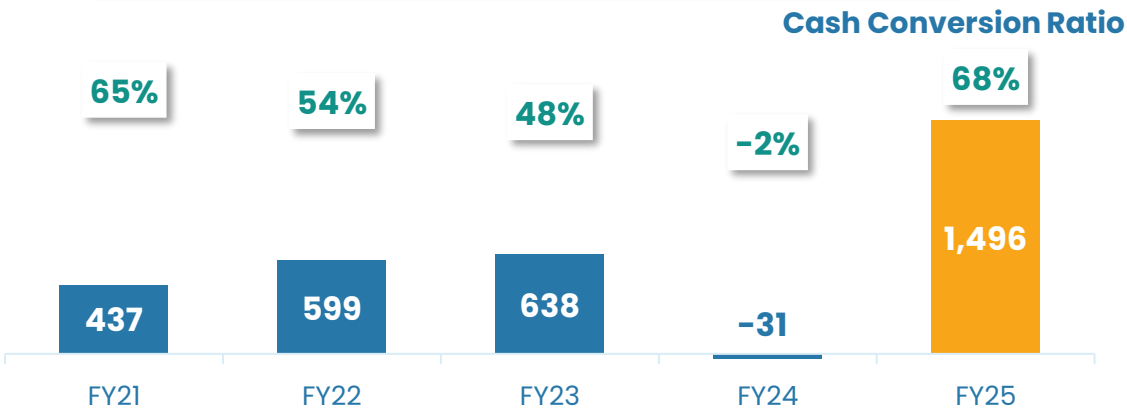
EBITDA (Rs mn) & EBITDA%



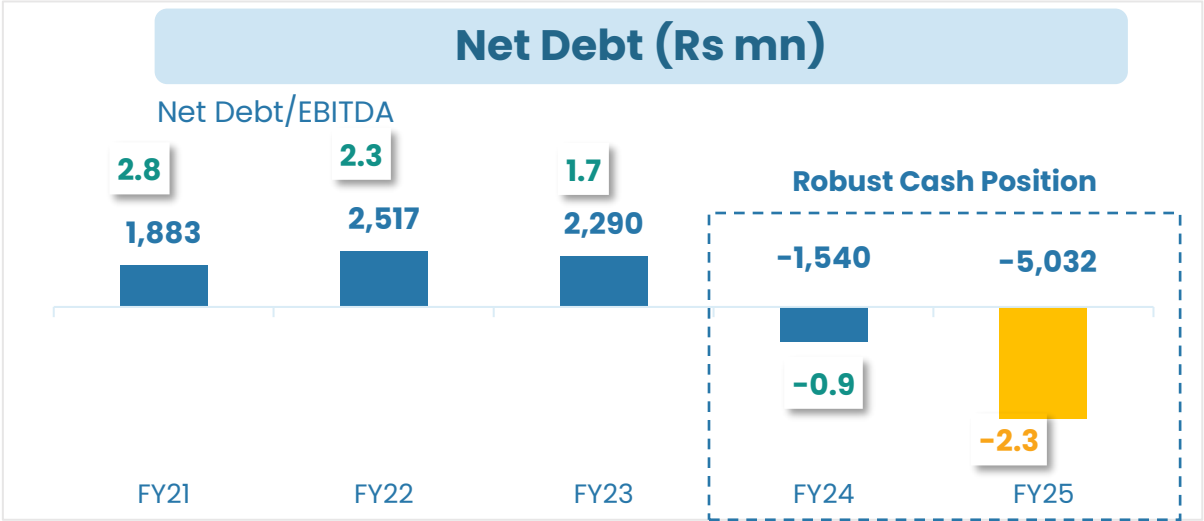
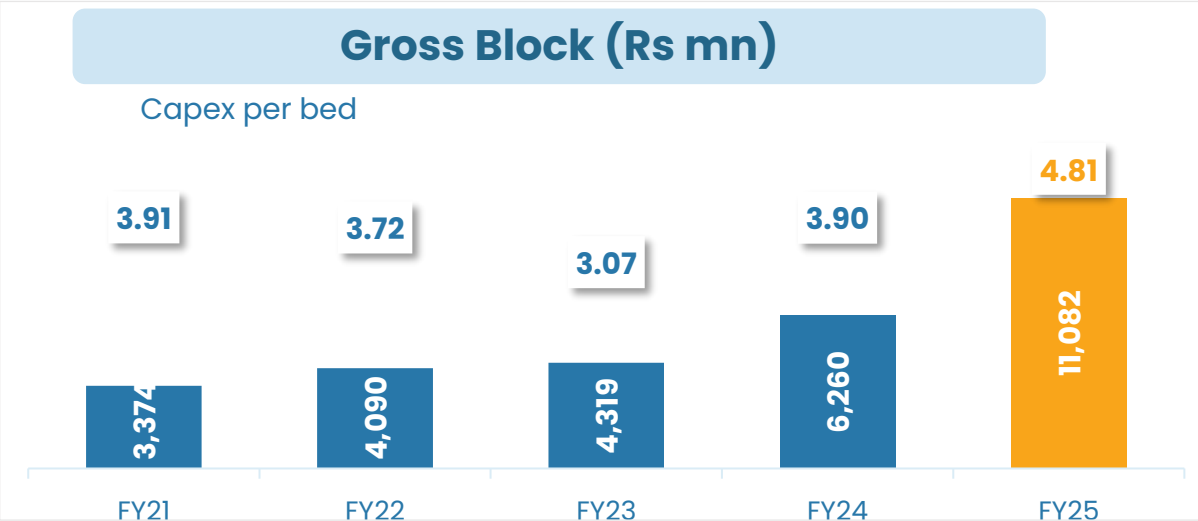
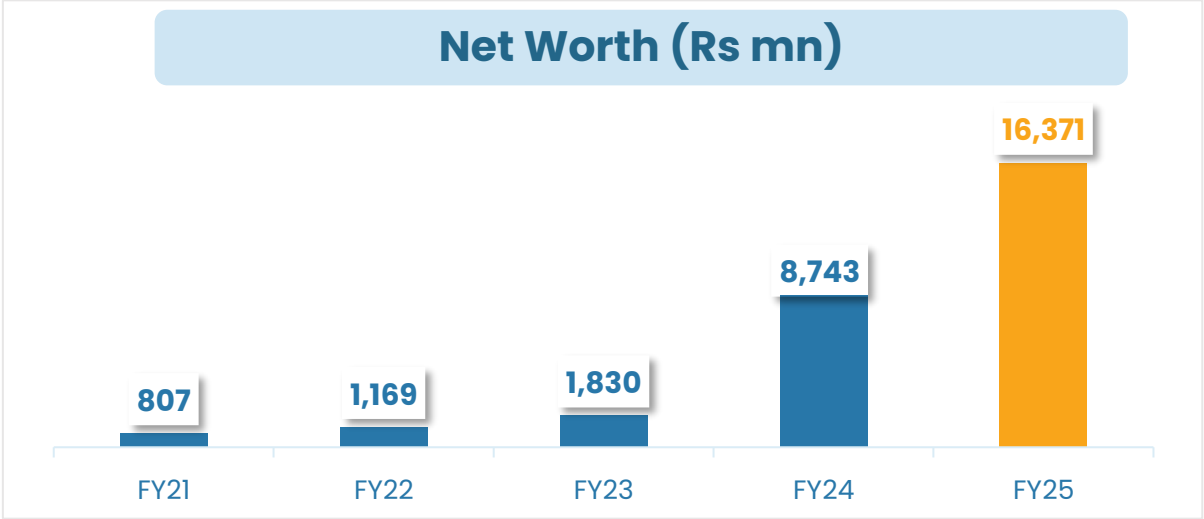
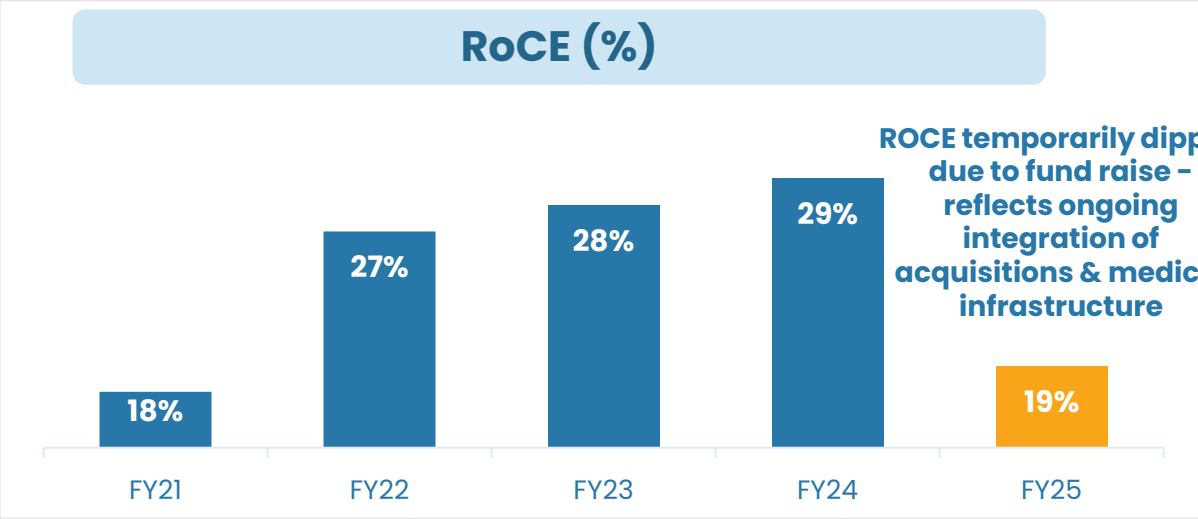
PAT (Rs mn) & PAT%



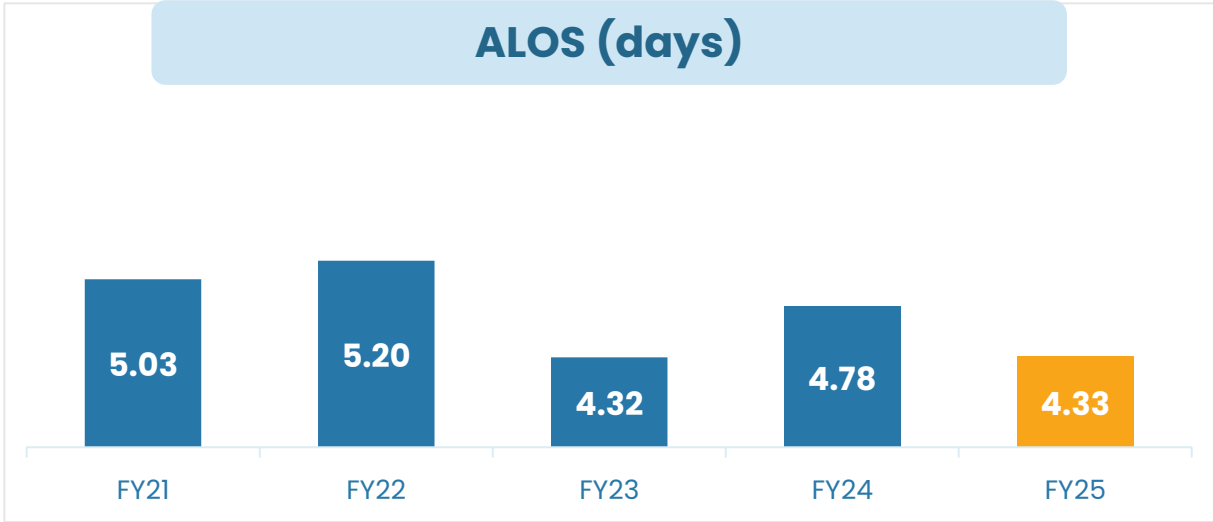
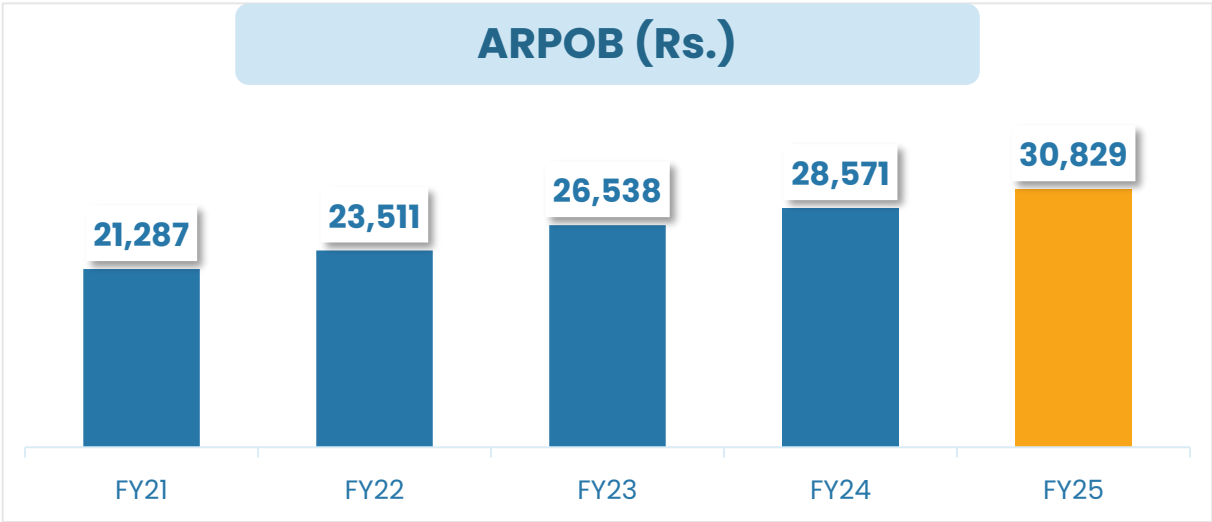
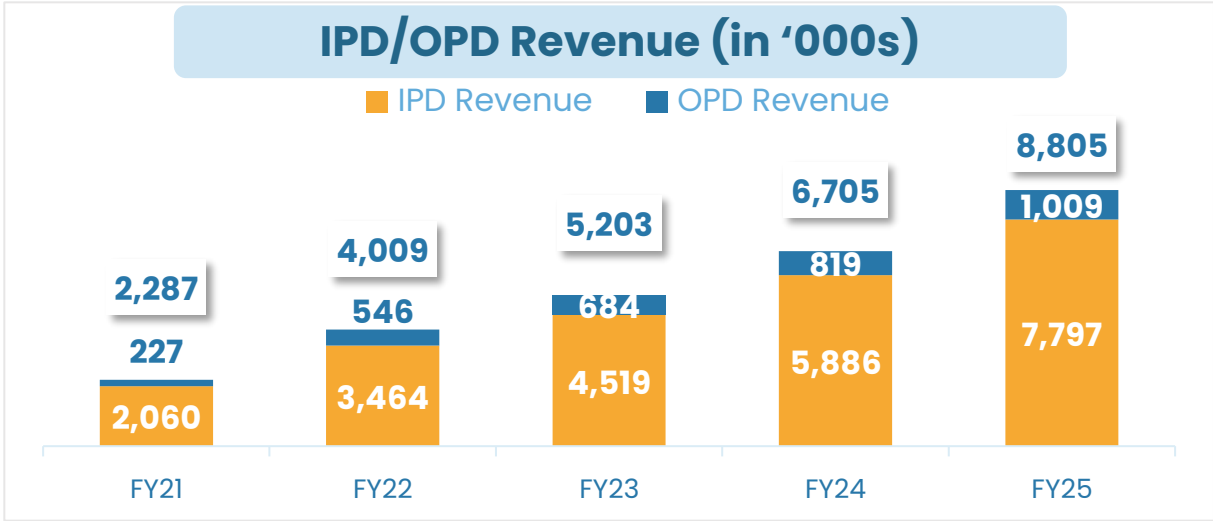
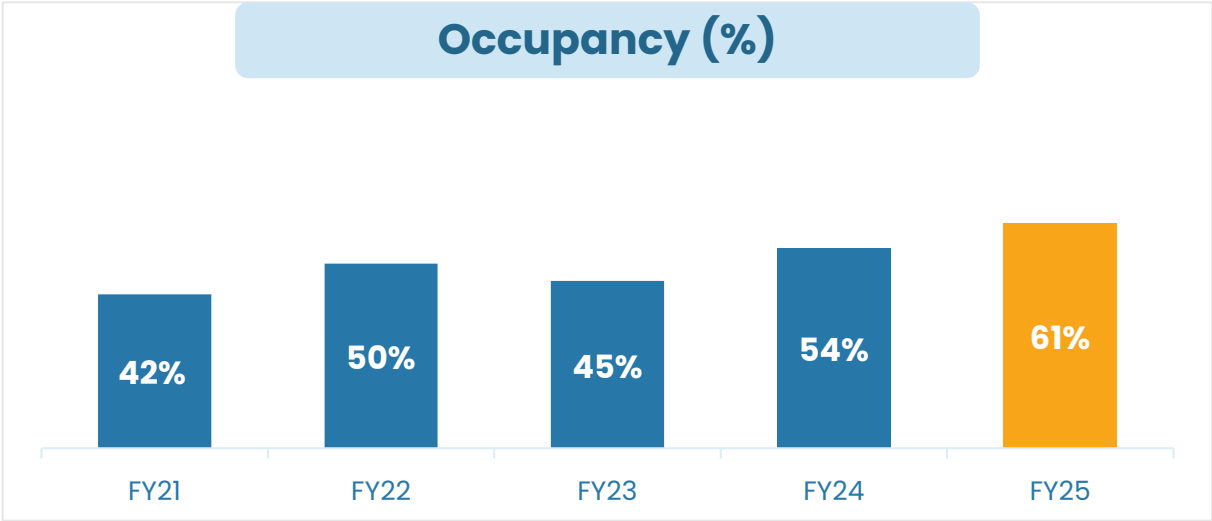
Operating Cash Flows (Rs mn)



Proven record of consistent financial performance (2/2)



Consistent performance across operational parameters



Awards and Accreditations



2020

- Awarded 1st in Swachhta Ranking (for quarter ended Sep 2019) in Swachh Survekshan League 2020 by Noida Authority
- Recognized as Emerging Hospital Chain in Delhi NCR by Medico Trip India
- Accreditation (ISO 15189:2012) from NABL for molecular testing (RT-PCR-Covid 19) for the Noida Extension Hospital

2021

- Covid Thank You award by Niva Bupa
- Accreditation from NABH to the Noida Extension Hospital

2022

- 5-star grading by Infomerics Analysts & Research for our hospitals located at Greater Noida

2023

- Awarded UP Ratan Samman by Dainik Jagran Inext
- Accreditation (ISO 15189:2012) from NABL for medical testing to the Noida Extension Hospital

2024

- Awarded Best Brand for Excellence in Healthcare at Economic Times (ET) Edge Best Brands Conclave, for consistent innovation and customer-centricity
- Noida extension hospital accredited by Joint Commission International (JCI) – being 1st in UP & 7th in North India to get this accreditation

Experienced board and leadership team



Board of Directors



Dr. Ajay Kumar Tyagi

Chairman & Whole-time Director

17+ yrs of experience

Bachelor of medicine, surgery, and diploma in orthopaedics



Dr. Kapil Kumar

Managing Director

17+ yrs of experience

Bachelor of medicine, surgery, and master of orthopedic surgery, Magister chirurgie in orthopedics



Yatharth Tyagi

Whole-time Director

Bachelor's in business mgmt from Leeds Beckett University
Master's of science in International Health Management from Imperial College, London



Promila Bhardwaj

Independent Director

35+ yrs of experience

Bachelor of arts, Master's of arts in English, philosophy in social sciences and diploma in public administration



Mukesh Sharma

Independent Director

35+ yrs of experience

Bachelor's in science agriculture & animal husbandry
Master's in business administration
Post graduate diploma in labour law & welfare, & personnel mgmt
Bachelor's of law



Sanjeev Upadhyaya

Independent Director

20+ yrs of experience

Bachelor's in medicine, surgery
Doctor of medicine in community medicine

KMPs/SMPS



Amit Kumar Singh

Chief Executive Officer

21+ yrs of exp



Nitin Gupta

COO & President - Finance

22+ yrs of experience



Pankaj Prabhakar

Chief Financial Officer

21+ yrs of exp



Sonu Goyal

Group Finance Controller

17+ yrs of experience



Ritesh Mishra

CS & Compliance Officer

10+ yrs of experience



Thank You

Yatharth Hospital & Trauma Care Services Ltd

Investor Relations Contact

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CIN: L85110DL2008PLC174706

www.yatharthhospitals.com