

# Financial Update

## Mar 18

# Highlights for the month of Mar'18

## **Revenue**

- Net Revenue at ₹.83.62cr, (8.7%) improvement over TM,
- International revenue at its all time high and setting new benchmark of ₹.15.45cr(127% budget achievement),
- Revenue from Out Patients at an all time high of ₹.12.7cr.
- Revenue shortfall in all specialties against budget, significant under achievement in - HPB&LTx- ₹.-2.90cr(-14.8%), Gen Medicine- ₹.-1.53cr(-21.9%), Oncology- ₹.-1.42cr(-21.7%), Neuro Sciences- ₹.-1.30cr(-14.8%) and Orthopedics- ₹.-0.74cr(-15.9%).

## **EBITDA**

- 11.5% of EBITDA on Net revenue , at ₹.9.59cr., Growth of 28.1% over Feb 17, Budget achievement of 64.5%,
- EBITDA shortfall vs. budget due to Revenue shortfall- ₹.-6.18cr. Higher Variable cost- ₹.-2.34cr. Saving in fixed cost- ₹.3.28cr., (SWB ₹.1.26cr, Hospital Operating exp ₹.0.88cr, Doctor Fees Fixed ₹.0.81cr and Marketing exp ₹.0.63cr.)
  - Revenue shortfall impact by hospital; BLR- ₹.-2.20cr, CDKD- ₹.-1.62cr, LKP- ₹.-1.45cr, LBN- ₹.-1.34cr, CHN- ₹.-0.59cr
  - Variable Cost increase impact from locations CHN- ₹.-1.97cr, BLR- ₹.-0.24cr, CDKD- ₹.-0.12cr, LKP- ₹.-0.06cr.
  - Fixed cost saving in all the hospitals BLR- ₹.1.78cr, CDKD- ₹.1.08cr, LBN- ₹.0.54cr, LKP- ₹.0.52cr, CORP- ₹.0.55cr & exceeded in CHN- ₹.-1.19cr(SWB, Mkt & Admin)

## **KPI**

- Group Discharges for the month 5,205, 86% of budget, 14.6% increase over TM
- Group ARPP for the month Rs.1.34 lakhs, 104.5% of budget, 8.9% growth over Mar 17
- Group ARPOB for the month Rs.0.37 lakhs, 108.9% of budget, 20.8% Growth over Mar 17.

# Highlights for the YTD 18

## **Revenue**

- Net Revenue at ₹.243.04cr; 17.6% growth over YTD 17; 89.9% achievement against budget.
- Revenue shortfall in all specialties against budget except in Cardiac Sciences,
- Significant under achievement from- HPB&LTx- ₹.-5.55cr(-9.7%), Gen Medicine-₹.-3.65cr(-17.8%), Neuro Sciences-₹.-3.57cr(-13.7%), Oncology-₹.-3.56cr(-19.8%), Ortho-₹.-3.08cr(-23.0%), and Gastro-₹.-2.76cr(-11.8%).

## **EBITDA**

- 10.6% of EBITDA on Net revenue , at ₹.25.84cr., Growth of 148% over YTD 17, Budget achievement of 67%,
- EBITDA shortfall vs. budget due to Revenue shortfall-₹.-17.76cr. Higher Variable cost-₹.-6.23cr. Saving in fixed cost- ₹.10.99cr., (Hospital Operating exp ₹.4.47cr, SWB ₹.2.79cr, Doctor Fees Fixed ₹.2.54cr and Marketing exp ₹.1.42cr.)
  - Revenue shortfall impact by hospital; BLR-₹.-5.99cr, CDKD-₹.-5.59cr, LBN-₹.-3.50cr, LKP-₹.-3.08cr, CHN-₹.-1.64cr
  - Variable cost increase impact from locations CHN-₹.-4.35cr, BLR-₹.-0.87cr, CDKD-₹.-0.88cr, LKP-₹.-0.09cr, LBN- ₹.0.06cr.
  - Fixed cost saving in all the hospitals BLR-₹.4.24cr, CDKD-₹.3.09cr, LBN-₹.1.59cr, LKP-₹.1.42cr & exceeded in CHN-₹.-1.23cr(SWB, Mkt & Admin)

## **KPI**

- Group Discharges YTD; 14,551 nos., 82.6% of budget, 9.3% growth. over YTD 17
- Group ARPP at YTD Rs.1.36 lakhs, 106.0% of budget, 7.8% growth over YTD 17
- Group ARPOB at YTD Rs.0.35 lakhs, 105.7% of budget, 11.6% growth over YTD 17

## Summary for Mar 18 and YTD 18

Mar-18													
	Mar 18 Actual			Mar 18 Budget			Mar 17 Actual			vs Bud Achiv		Gr vs MOM	
	Net	EBITDA		Net	EBITDA		Net	EBITDA		Net	EBITDA		Net
Locations	Rev	EBITDA	%	Rev	EBITDA	%	Rev	EBITDA	%	Rev	EBITDA	Rev	EBITDA
CHN	3,238	508	16%	3,317	883	27%	2,681	642	24%	98%	58%	21%	-21%
LKP	1,009	117	12%	1,215	216	18%	895	82	9%	83%	54%	13%	43%
LBN	555	10	2%	736	89	12%	606	61	10%	75%	11%	-8%	-83%
BLR	1,626	78	5%	1,932	144	7%	1,628	6	0%	84%	54%	0%	1147%
Corporate	110	(0)		-	(165)		-	(215)					
<b>Sub Total RGE</b>	<b>6,538</b>	<b>713</b>	<b>11%</b>	<b>7,200</b>	<b>1,167</b>	<b>16%</b>	<b>5,810</b>	<b>576</b>	<b>10%</b>	<b>91%</b>	<b>61%</b>	<b>13%</b>	<b>24%</b>
CDKD	1,812	246	14%	2,094	312	15%	1,823	174	10%	87%	79%	-1%	41%
GCRS	12	1	9%	23	6	24%	7	(4)	-52%	54%	19%	73%	129%
<b>Sub Total Group</b>	<b>8,362</b>	<b>959</b>	<b>11%</b>	<b>9,317</b>	<b>1,484</b>	<b>16%</b>	<b>7,640</b>	<b>747</b>	<b>10%</b>	<b>90%</b>	<b>65%</b>	<b>9%</b>	<b>28%</b>
Mgmt Fees	-	337		-	360		-	291			93%		
<b>Total</b>	<b>8,362</b>	<b>623</b>	<b>7%</b>	<b>9,317</b>	<b>1,124</b>	<b>12%</b>	<b>7,640</b>	<b>456</b>	<b>6%</b>	<b>90%</b>	<b>55%</b>	<b>9%</b>	<b>37%</b>

\*Net Rev is Gross Rev less discounts & disallowances & also Excludes Interest Income

YTD													
	YTD Mar 18 Actual			YTD Mar 18 Budget			YTD Mar 17 Actual			vs Bud Achiv		Gr vs YTD 17	
	Net	EBITDA		Net	EBITDA		Net	EBITDA		Net	EBITDA		Net
Locations	Rev	EBITDA	%	Rev	EBITDA	%	Rev	EBITDA	%	Rev	EBITDA	Rev	EBITDA
CHN	9,544	1,850	19%	9,763	2,573	26%	7,314	1,513	21%	98%	72%	30%	22%
LKP	3,090	397	13%	3,527	572	16%	2,363	50	2%	88%	69%	31%	701%
LBN	1,660	16	1%	2,132	213	10%	1,497	(15)	-1%	78%	7%	11%	202%
BLR	4,624	(72)	-2%	5,458	190	3%	4,425	(259)	-6%	85%	-38%	5%	72%
Corporate	220	(97)		-	(502)		-	(516)					
<b>Sub Total RGE</b>	<b>19,138</b>	<b>2,094</b>	<b>11%</b>	<b>20,880</b>	<b>3,047</b>	<b>15%</b>	<b>15,599</b>	<b>771</b>	<b>5%</b>	<b>92%</b>	<b>69%</b>	<b>23%</b>	<b>171%</b>
CDKD	5,126	486	9%	6,104	825	14%	5,028	270	5%	84%	59%	2%	80%
GCRS	40	3	9%	62	12	20%	35	(1)	-1%	65%	28%	13%	789%
<b>Sub Total Group</b>	<b>24,304</b>	<b>2,584</b>	<b>11%</b>	<b>27,045</b>	<b>3,884</b>	<b>14%</b>	<b>20,662</b>	<b>1,041</b>	<b>5%</b>	<b>90%</b>	<b>67%</b>	<b>18%</b>	<b>148%</b>
Mgmt Fees	-	972		-	1,049		-	794			93%		
<b>YTD Total</b>	<b>24,304</b>	<b>1,612</b>	<b>7%</b>	<b>27,045</b>	<b>2,835</b>	<b>10%</b>	<b>20,662</b>	<b>247</b>	<b>1%</b>	<b>90%</b>	<b>57%</b>	<b>18%</b>	<b>553%</b>

\*Net Rev is Gross Rev less discounts & disallowances & also Excludes Interest Income

# P&L Trend

Parameters	Trend							Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	YTD-18	Mar-17	YTD-17	Mar-18	YTD-18
IP Revenue (Incl. U/B)	6,779.4	6,731.3	6,462.3	6,927.2	6,220.4	6,712.9	19,860.4	6.1%	16.6%	86.1%	88.0%
OP Revenue	1,046.5	1,107.6	1,124.4	1,124.1	1,107.5	1,268.5	3,500.0	23.9%	23.8%	102.7%	95.9%
OP Pharmacy	180.7	195.5	188.3	173.0	163.7	170.2	506.9	4.8%	10.2%	79.9%	81.4%
Other Operating Income(Excl. Intrst Income)	140.7	148.2	134.1	129.7	261.4	254.3	645.3	35.5%	20.1%	146.1%	125.2%
<b>Gross Total Revenue</b>	<b>8,147.2</b>	<b>8,182.6</b>	<b>7,909.1</b>	<b>8,354.0</b>	<b>7,752.9</b>	<b>8,405.8</b>	<b>24,512.7</b>	<b>9.1%</b>	<b>17.5%</b>	<b>89.2%</b>	<b>89.6%</b>
Taxes (GST/VAT/LT)	2.4	0.3	1.4	0.0	0.0	0.0	0.0			0.0%	0.0%
Discounts & Disallowance	89.0	85.7	78.3	102.5	62.0	44.1	208.6	-29.5%	4.5%	51.7%	83.7%
<b>Net Total Revenue</b>	<b>8,055.8</b>	<b>8,096.6</b>	<b>7,829.4</b>	<b>8,251.5</b>	<b>7,690.8</b>	<b>8,361.7</b>	<b>24,304.1</b>	<b>9.4%</b>	<b>17.6%</b>	<b>89.7%</b>	<b>89.9%</b>
Pharmacy and Consumables	1,659.1	1,616.7	1,513.5	1,704.0	1,539.3	1,677.3	4,920.6	10.6%	17.2%	95.4%	96.5%
%	20.6%	20.0%	19.3%	20.7%	20.0%	20.1%	20.2%				
Professional Charges (Variable/Incentives)	351.9	353.8	344.9	375.0	357.3	401.4	1,133.7	13.7%	14.9%	99.5%	96.3%
%	4.4%	4.4%	4.4%	4.5%	4.6%	4.8%	4.7%				
Outsourced Medical Services	102.9	240.5	217.6	218.5	199.8	209.2	627.4	-15.5%	-12.2%	79.4%	80.9%
%	1.3%	3.0%	2.8%	2.6%	2.6%	2.5%	2.6%				
Diet charges	94.2	93.8	90.7	81.6	80.4	87.5	249.6	3.3%	6.9%	91.0%	87.1%
%	1.2%	1.2%	1.2%	1.0%	1.0%	1.0%	1.0%				
Patient Management Fee	265.5	255.4	290.2	293.8	283.3	337.5	914.7	68.2%	65.1%	114.5%	107.5%
%	3.3%	3.2%	3.7%	3.6%	3.7%	4.0%	3.8%				
<b>Gross Margin</b>	<b>5,582.3</b>	<b>5,536.5</b>	<b>5,372.4</b>	<b>5,578.6</b>	<b>5,230.7</b>	<b>5,648.8</b>	<b>16,458.1</b>	<b>7.9%</b>	<b>17.8%</b>	<b>86.9%</b>	<b>87.3%</b>
%	<b>69.3%</b>	<b>68.4%</b>	<b>68.6%</b>	<b>67.6%</b>	<b>68.0%</b>	<b>67.6%</b>	<b>67.7%</b>				
Professional Charges (Fixed)	1,619.2	1,630.2	1,631.4	1,694.9	1,685.7	1,696.1	5,076.7	7.9%	14.3%	98.4%	98.2%
%	20.1%	20.1%	20.8%	20.5%	21.9%	20.3%	20.9%				
Salaries Wages & Benefits	1,441.6	1,426.8	1,279.7	1,476.6	1,472.2	1,440.9	4,389.7	15.7%	14.8%	91.5%	93.1%
%	17.9%	17.6%	16.3%	17.9%	19.1%	17.2%	18.1%				
Hospital Operating Expenses	729.6	701.5	683.3	537.8	614.8	672.4	1,825.0	-0.2%	-7.6%	88.6%	82.0%
%	9.1%	8.7%	8.7%	6.5%	8.0%	8.0%	7.5%				
Admin Expenses (excl. rent)	283.6	301.3	307.8	263.1	267.3	303.1	833.5	9.4%	12.0%	109.9%	102.4%
%	3.5%	3.7%	3.9%	3.2%	3.5%	3.6%	3.4%				
Marketing & Selling Expenses	204.6	207.2	193.8	202.5	174.9	160.1	537.4	-31.1%	-13.7%	73.9%	83.4%
%	2.5%	2.6%	2.5%	2.5%	2.3%	1.9%	2.2%				
Bad Debt Provision	38.0	48.3	21.1	36.0	25.9	42.3	104.2	97.1%	50.9%	124.8%	105.6%
%	0.5%	0.6%	0.3%	0.4%	0.3%	0.5%	0.4%				
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0		-100.0%		
<b>EBITDAR</b>	<b>1,265.7</b>	<b>1,221.3</b>	<b>1,255.2</b>	<b>1,367.8</b>	<b>989.9</b>	<b>1,334.0</b>	<b>3,691.6</b>	<b>9.8%</b>	<b>60.2%</b>	<b>69.5%</b>	<b>71.1%</b>
%	<b>16%</b>	<b>15%</b>	<b>16%</b>	<b>17%</b>	<b>13%</b>	<b>16%</b>	<b>15%</b>				
Rent	254.3	259.6	243.5	265.0	261.1	264.2	790.3	4.1%	5.8%	98.2%	98.2%
%	3.2%	3.2%	3.1%	3.2%	3.4%	3.2%	3.3%				
<b>EBITDA</b>	<b>1,011.4</b>	<b>961.6</b>	<b>1,011.8</b>	<b>1,102.7</b>	<b>728.8</b>	<b>1,069.8</b>	<b>2,901.3</b>	<b>11.3%</b>	<b>86.3%</b>	<b>64.9%</b>	<b>66.2%</b>
%	<b>12.6%</b>	<b>11.9%</b>	<b>12.9%</b>	<b>13.4%</b>	<b>9.5%</b>	<b>12.8%</b>	<b>11.9%</b>				
Corporate Expense	147.9	148.5	57.2	81.7	125.6	110.4	317.7	48.6%	38.5%	66.9%	63.3%
<b>EBITDA Pre Management Fee</b>	<b>863.5</b>	<b>813.1</b>	<b>954.6</b>	<b>1,021.0</b>	<b>603.1</b>	<b>959.4</b>	<b>2,583.6</b>	<b>28.5%</b>	<b>148.2%</b>	<b>64.6%</b>	<b>66.5%</b>
%	<b>10.7%</b>	<b>10.0%</b>	<b>12.2%</b>	<b>12.4%</b>	<b>7.8%</b>	<b>11.5%</b>	<b>10.6%</b>				
Management Fee	326.2	323.4	317.3	328.2	307.1	336.5	971.9	15.7%	22.4%	93.4%	92.7%
<b>EBITDA Post Management Fee</b>	<b>537.4</b>	<b>489.7</b>	<b>637.3</b>	<b>692.8</b>	<b>296.0</b>	<b>622.9</b>	<b>1,611.7</b>	<b>-36.6%</b>	<b>-553.3%</b>	<b>55.4%</b>	<b>56.9%</b>
%	<b>6.7%</b>	<b>6.0%</b>	<b>8.1%</b>	<b>8.4%</b>	<b>3.8%</b>	<b>7.4%</b>	<b>6.6%</b>				
<b>PROFIT/ (LOSS) AFTER TAXATION</b>	<b>-383.7</b>	<b>-347.2</b>	<b>-260.7</b>	<b>-161.1</b>	<b>-517.1</b>	<b>-338.5</b>	<b>-1,016.7</b>	<b>12.4%</b>	<b>55.6%</b>	<b>-182.2%</b>	<b>-4100.1%</b>
%	<b>-4.8%</b>	<b>-4.3%</b>	<b>-3.3%</b>	<b>-2.0%</b>	<b>-6.7%</b>	<b>-4.0%</b>	<b>-4.2%</b>				

## Inferences:

- Revenue increased by 8.7% against TM. Increased in all the hospitals against TM.
- Units increased over TM due to improvement in volumes - CDKD- ₹.2.57cr(16.5%), BLR cluster- ₹.1.52cr.(10.4%), CHN-₹.1.43cr(4.6%), LKP-₹.0.83cr(8.9%) and LBN- ₹.0.36cr(7.0%).
- Gross margin reduced by -0.45% against TM, there was higher consumption in CHN , and higher PMF in CHN,LKP and CDKD.
- EBITDA (Pre fee) improved by 3.6% from 7.8% in TM to 11.5% this month, up by 41%.
- YTD EBITDA (Pre fee) at 10.6% Vs budgeted 14.4%, short by 33.5%.
- EBITDA(Pre fee) against PY up by 28%(increase in the margin by 1.7%)

# P&L Trend - Locationwise (MTD)

Parameters	Location wise											
	GH Group (	GCRS	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Hospital Revenue	8,162.6	0.0	1,811.0	6,351.6	3,173.4	1,003.7	552.7	1,621.8	1,466.8	55.8	19.1	80.2
Other Operating Income(Excl. Intrst Income)	254.3	12.3	4.8	237.2	92.8	13.4	7.3	13.8	13.7	0.0	0.0	0.1
<b>Gross Total Revenue</b>	<b>8,405.8</b>	<b>12.3</b>	<b>1,815.8</b>	<b>6,579.2</b>	<b>3,266.1</b>	<b>1,017.1</b>	<b>559.9</b>	<b>1,631.2</b>	<b>1,480.4</b>	<b>55.8</b>	<b>19.2</b>	<b>80.3</b>
Taxes (GST/VAT/LT)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Discounts & Disallowance	44.10	0.00	2.71	41.39	27.98	5.09	2.90	5.43	4.67	0.74	0.02	0.00
<b>Net Total Revenue</b>	<b>8,361.7</b>	<b>12.3</b>	<b>1,811.6</b>	<b>6,537.8</b>	<b>3,238.2</b>	<b>1,008.8</b>	<b>555.1</b>	<b>1,625.8</b>	<b>1,473.3</b>	<b>53.8</b>	<b>19.2</b>	<b>80.2</b>
Pharmacy and Consumables	1,677.3	0.0	314.2	1,363.1	771.2	186.2	96.4	309.3	275.5	9.2	3.9	20.8
%	20.1%	0.0%	17.3%	20.8%	23.8%	18.5%	17.4%	19.0%	18.7%	17.1%	20.4%	25.9%
Professional Charges (Variable/Incentives)	401.4	0.0	242.5	158.9	57.5	51.6	5.0	44.8	25.9	9.3	2.0	7.6
%	4.8%	0.3%	13.4%	2.4%	1.8%	5.1%	0.9%	2.8%	1.8%	17.3%	10.2%	9.5%
Outsourced Medical Services	209.2	1.4	167.1	40.7	15.9	1.8	10.6	12.4	9.5	1.3	0.7	0.8
%	2.5%	11.4%	9.2%	0.6%	0.5%	0.2%	1.9%	0.8%	0.6%	2.4%	3.7%	1.0%
Diet charges	87.5	0.0	12.4	75.1	34.6	13.7	9.4	17.4	16.6	0.0	0.0	0.8
%	1.0%	0.0%	0.7%	1.1%	1.1%	1.4%	1.7%	1.1%	1.1%	0.0%	0.0%	1.0%
Patient Management Fee	337.5	0.0	47.5	290.0	124.6	50.6	19.9	94.9	82.2	0.0	0.2	12.5
%	4.0%	0.0%	2.6%	4.4%	3.8%	5.0%	3.6%	5.8%	5.6%	0.1%	0.8%	15.6%
<b>Gross Margin</b>	<b>5,648.8</b>	<b>10.8</b>	<b>1,027.9</b>	<b>4,610.0</b>	<b>2,234.4</b>	<b>704.9</b>	<b>413.7</b>	<b>1,147.0</b>	<b>1,063.5</b>	<b>34.0</b>	<b>12.4</b>	<b>37.7</b>
%	<b>67.6%</b>	<b>88.3%</b>	<b>56.7%</b>	<b>70.5%</b>	<b>69.0%</b>	<b>69.9%</b>	<b>74.5%</b>	<b>70.5%</b>	<b>72.2%</b>	<b>63.2%</b>	<b>64.8%</b>	<b>47.0%</b>
Professional Charges (Fixed)	1,696.1	0.0	199.1	1,497.0	736.9	239.7	162.9	357.4	310.1	14.1	6.6	26.7
%	20.3%	0.0%	11.0%	22.9%	22.8%	23.8%	29.4%	22.0%	21.0%	26.2%	34.2%	33.3%
Salaries Wages & Benefits	1,440.9	6.9	288.2	1,145.7	514.9	199.2	130.5	301.1	255.9	15.5	10.3	19.5
%	17.2%	56.3%	15.9%	17.5%	15.9%	19.7%	23.5%	18.5%	17.4%	28.8%	53.8%	24.3%
Hospital Operating Expenses	672.4	0.8	158.5	513.1	270.4	43.8	54.2	144.7	133.0	3.1	1.4	7.2
%	8.0%	6.8%	8.7%	7.8%	8.4%	4.3%	9.8%	8.9%	9.0%	5.8%	7.3%	9.0%
Admin Expenses (excl. rent)	303.1	1.9	70.0	231.3	103.7	36.5	23.8	67.3	63.2	1.1	0.7	2.3
%	3.6%	15.4%	3.9%	3.5%	3.2%	3.6%	4.3%	4.1%	4.3%	2.0%	3.5%	2.8%
Marketing & Selling Expenses	160.1	0.0	17.6	142.4	81.1	23.4	9.4	28.5	26.6	0.1	0.0	1.8
%	1.9%	0.0%	1.0%	2.2%	2.5%	2.3%	1.7%	1.8%	1.8%	0.2%	0.0%	2.2%
Bad Debt Provision	42.3	0.0	13.0	29.3	16.3	6.0	3.3	3.6	3.6	0.0	0.0	0.0
%	0.5%	0.0%	0.7%	0.4%	0.5%	0.6%	0.6%	0.2%	0.2%	0.0%	0.0%	0.0%
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDAR</b>	<b>1,334.0</b>	<b>1.2</b>	<b>281.6</b>	<b>1,051.2</b>	<b>511.0</b>	<b>156.3</b>	<b>29.5</b>	<b>244.4</b>	<b>271.1</b>	<b>-2.3</b>	<b>-7.1</b>	<b>-19.8</b>
%	<b>16%</b>	<b>10%</b>	<b>16%</b>	<b>16%</b>	<b>16%</b>	<b>15%</b>	<b>5%</b>	<b>15%</b>	<b>18%</b>	<b>-4%</b>	<b>-37%</b>	<b>-25%</b>
Rent	264.2	0.1	35.9	228.2	3.3	39.1	19.3	166.6	136.9	6.7	3.1	19.9
%	3%	1%	2%	3%	0%	4%	3%	10%	9%	12%	16%	25%
<b>EBITDA</b>	<b>1,069.8</b>	<b>1.1</b>	<b>245.7</b>	<b>823.0</b>	<b>507.8</b>	<b>117.2</b>	<b>10.2</b>	<b>77.8</b>	<b>134.2</b>	<b>-9.0</b>	<b>-10.2</b>	<b>-39.7</b>
%	<b>13%</b>	<b>9%</b>	<b>14%</b>	<b>13%</b>	<b>16%</b>	<b>12%</b>	<b>2%</b>	<b>5%</b>	<b>9%</b>	<b>-17%</b>	<b>-53%</b>	<b>-49%</b>
Corporate Expense	110.4	0.0	0.0	110.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA Pre Management Fee</b>	<b>959.4</b>	<b>1.1</b>	<b>245.7</b>	<b>712.7</b>	<b>507.8</b>	<b>117.2</b>	<b>10.2</b>	<b>77.8</b>	<b>134.2</b>	<b>-9.0</b>	<b>-10.2</b>	<b>-39.7</b>
%	<b>11.5%</b>	<b>8.7%</b>	<b>13.6%</b>	<b>10.9%</b>	<b>15.7%</b>	<b>11.6%</b>	<b>1.8%</b>	<b>4.8%</b>	<b>9.1%</b>	<b>-16.7%</b>	<b>-53.0%</b>	<b>-49.5%</b>
Management Fee	336.5	0.0	0.0	336.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA Post Management Fee</b>	<b>622.9</b>	<b>1.1</b>	<b>245.7</b>	<b>376.2</b>	<b>507.8</b>	<b>117.2</b>	<b>10.2</b>	<b>77.8</b>	<b>134.2</b>	<b>-9.0</b>	<b>-10.2</b>	<b>-39.7</b>
%	<b>7.4%</b>	<b>8.7%</b>	<b>13.6%</b>	<b>5.8%</b>	<b>15.7%</b>	<b>11.6%</b>	<b>1.8%</b>	<b>4.8%</b>	<b>9.1%</b>	<b>-16.7%</b>	<b>-53.0%</b>	<b>-49.5%</b>
<b>PROFIT/ (LOSS) AFTER TAXATION</b>	<b>-338.5</b>	<b>1.3</b>	<b>-115.4</b>	<b>-224.4</b>	<b>292.8</b>	<b>-7.2</b>	<b>-61.4</b>	<b>-0.3</b>	<b>84.5</b>	<b>-10.6</b>	<b>-11.2</b>	<b>-65.3</b>
%	<b>-4.0%</b>	<b>10.9%</b>	<b>-6.4%</b>	<b>-3.4%</b>	<b>9.0%</b>	<b>-0.7%</b>	<b>-11.1%</b>	<b>0.0%</b>	<b>5.7%</b>	<b>-19.7%</b>	<b>-58.7%</b>	<b>-81.5%</b>

## Inferences

- Revenue at Rs.83.62cr. Contributed by CHN-39%, BLR-19%, CDKD-22%, LKP-12% and LBN-7%.
- Overall gross margin at 67.56% against 68.01% in TM lower by -0.45%
- Location wise Gross Margin against TM  
CDKD- Improved by 3.54% due to lower consumables (2.6%), Outsourced cost (1.4%) and marginally higher Doctor fee Var(-0.3%), Prof. fee Var(-0.2%).
- LKP- lower by (-1.1%), due to higher cost in PMF(-1.1%) and marginally higher Doctor fee Var(-0.5%), other costs remained flat .
- LBN- Gross margin improved by 0.9% , improved Phar& Con(1.7%) and compensated by increase in Outsourced cost (-1.0%).
- CHN- Gross margin declined by (-2.9%), due to higher Phar & Cons. (2.4%), Higher consumables (Rs.63.47L) due to Manual issues to the departments with out GRN's  
Diagnostics(Rs.22.6L), Nuclear Med(Rs.12.92L), ABG(Rs. 9.79L), Blood bank (Rs.8.96L)and Haemostat Analyser(Rs.9.2L), higher PMF(-0.4%) due to good international business .
- BGS-Margin improved by (1.4%)against TM , this is due to improvement in Phar& con(0.8%) reflecting due to higher consumption in Feb-18 due to few HBP cases and ortho knee replacements, improvement in Doctor Fees Var (0.4%).
- Fixed cost increased against TM by (-Rs.61L),
- Prof Fee Fixed almost flat against previous month
- SWB cost savings due to few optimisations in manpower in CDKD & BGS and reversal of past provisions in LKP & BGS. though there was an increase in CHN due to Minimum wage increase impact.
- Hospital Operating Exp higher by (-Rs.58L) due to increase in Housekeeping cost in CHN(Rs.20L), Power & Fuel is higher in all the hospital units.
- Admin Exp higher by (-Rs.30L), higher in CHN -Rs.19L, CDKD- Rs.6L, LKP- Rs.6L, BGS-Rs.6L and LBN-Rs.3L.
- Marketing cost lower by Rs. 12L due to controlled spends.

# P&L Trend - Locationwise (YTD)

Parameters	Location wise											
	GH Group (	GCRS	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Hospital Revenue	23,902.6	0.0	5,127.2	18,775.3	9,393.8	3,074.7	1,667.5	4,639.4	4,161.4	167.3	52.3	258.3
Other Operating Income(Excl. IntrstIncome)	645.3	39.9	41.9	563.5	236.6	40.3	27.9	38.3	38.0	0.0	0.1	0.2
<b>Gross Total Revenue</b>	<b>24,512.7</b>	<b>39.9</b>	<b>5,169.1</b>	<b>19,308.7</b>	<b>9,630.4</b>	<b>3,115.0</b>	<b>1,695.4</b>	<b>4,663.7</b>	<b>4,199.4</b>	<b>167.3</b>	<b>52.5</b>	<b>258.5</b>
Taxes (GST/VAT/LT)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Discounts & Disallowance	208.6	0.0	38.4	170.2	86.3	15.6	29.0	39.4	36.1	3.2	0.1	0.0
<b>Net Total Revenue</b>	<b>24,304.1</b>	<b>39.9</b>	<b>5,125.7</b>	<b>19,138.4</b>	<b>9,544.1</b>	<b>3,089.8</b>	<b>1,659.8</b>	<b>4,624.3</b>	<b>4,155.1</b>	<b>160.3</b>	<b>52.4</b>	<b>258.1</b>
Pharmacy and Consumables	4,920.6	0.0	934.0	3,986.5	2,182.9	601.6	309.6	892.4	784.9	26.2	9.6	71.7
%	20.2%	0.0%	18.2%	20.8%	22.9%	19.5%	18.7%	19.3%	18.9%	16.3%	18.4%	27.8%
Professional Charges (Variable/Incentives)	1,133.7	6.0	671.0	456.8	151.2	144.6	15.7	145.3	87.3	29.6	3.9	24.5
%	4.7%	15.0%	13.1%	2.4%	1.6%	4.7%	0.9%	3.1%	2.1%	18.4%	7.5%	9.5%
Outsourced Medical Services	627.4	3.3	510.1	114.0	49.2	5.2	23.6	36.0	25.4	3.8	1.9	4.9
%	2.6%	8.2%	10.0%	0.6%	0.5%	0.2%	1.4%	0.8%	0.6%	2.4%	3.7%	1.9%
Diet charges	249.6	0.0	36.0	213.6	95.7	40.6	27.9	49.3	46.3	0.0	0.0	3.0
%	1.0%	0.0%	0.7%	1.1%	1.0%	1.3%	1.7%	1.1%	1.1%	0.0%	0.0%	1.2%
Patient Management Fee	914.7	0.0	134.4	780.3	327.2	127.4	59.0	266.8	233.9	0.2	0.3	32.2
%	3.8%	0.0%	2.6%	4.1%	3.4%	4.1%	3.6%	5.8%	5.6%	0.2%	0.7%	12.5%
<b>Gross Margin</b>	<b>16,458.1</b>	<b>30.7</b>	<b>2,840.3</b>	<b>13,587.1</b>	<b>6,737.9</b>	<b>2,170.4</b>	<b>1,224.0</b>	<b>3,234.5</b>	<b>2,977.2</b>	<b>100.5</b>	<b>36.6</b>	<b>121.7</b>
%	<b>67.7%</b>	<b>76.9%</b>	<b>55.4%</b>	<b>71.0%</b>	<b>70.6%</b>	<b>70.2%</b>	<b>73.7%</b>	<b>69.9%</b>	<b>71.7%</b>	<b>62.7%</b>	<b>69.8%</b>	<b>47.1%</b>
Professional Charges (Fixed)	5,076.7	0.0	600.2	4,476.5	2,164.8	692.8	513.0	1,105.9	968.7	42.6	19.9	74.6
%	20.9%	0.0%	11.7%	23.4%	22.7%	22.4%	30.9%	23.9%	23.3%	26.6%	38.0%	28.9%
Salaries Wages & Benefits	4,389.7	19.7	889.5	3,480.5	1,496.5	630.5	397.1	956.4	817.4	47.0	32.3	59.7
%	18.1%	49.3%	17.4%	18.2%	15.7%	20.4%	23.9%	20.7%	19.7%	29.4%	61.6%	23.1%
Hospital Operating Expenses	1,825.0	2.5	460.9	1,361.6	624.8	150.2	153.7	432.8	393.9	9.5	3.4	26.0
%	7.5%	6.3%	9.0%	7.1%	6.5%	4.9%	9.3%	9.4%	9.5%	5.9%	6.5%	10.1%
Admin Expenses (excl. rent)	833.5	4.6	202.1	626.8	265.8	104.5	56.8	199.7	182.8	7.1	1.5	8.3
%	3.4%	11.5%	3.9%	3.3%	2.8%	3.4%	3.4%	4.3%	4.4%	4.4%	2.8%	3.2%
Marketing & Selling Expenses	537.4	0.0	62.3	475.1	278.0	65.9	26.0	105.3	102.1	0.2	0.1	2.9
%	2.2%	0.0%	1.2%	2.5%	2.9%	2.1%	1.6%	2.3%	2.5%	0.1%	0.2%	1.1%
Bad Debt Provision	104.2	0.0	33.0	71.2	48.2	12.8	4.0	6.2	6.2	0.0	0.0	0.0
%	0.4%	0.0%	0.6%	0.4%	0.5%	0.4%	0.2%	0.1%	0.1%	0.0%	0.0%	0.0%
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDAR</b>	<b>3,691.6</b>	<b>3.9</b>	<b>592.3</b>	<b>3,095.5</b>	<b>1,859.8</b>	<b>513.7</b>	<b>73.5</b>	<b>428.2</b>	<b>506.1</b>	<b>-8.4</b>	<b>-22.0</b>	<b>-49.9</b>
%	<b>15.2%</b>	<b>9.7%</b>	<b>11.6%</b>	<b>16.2%</b>	<b>19.5%</b>	<b>16.6%</b>	<b>4.4%</b>	<b>9.3%</b>	<b>12.2%</b>	<b>-5.3%</b>	<b>-42.1%</b>	<b>-19.3%</b>
Rent	790.3	0.4	105.9	684.0	9.4	116.8	57.8	500.0	410.8	20.3	9.3	59.7
%	3.3%	0.9%	2.1%	3.6%	0.1%	3.8%	3.5%	10.8%	9.9%	12.7%	17.7%	23.1%
<b>EBITDA</b>	<b>2,901.3</b>	<b>3.5</b>	<b>486.3</b>	<b>2,411.4</b>	<b>1,850.4</b>	<b>396.9</b>	<b>15.7</b>	<b>-71.9</b>	<b>95.4</b>	<b>-28.8</b>	<b>-31.3</b>	<b>-109.6</b>
%	<b>11.9%</b>	<b>8.8%</b>	<b>9.5%</b>	<b>12.6%</b>	<b>19.4%</b>	<b>12.8%</b>	<b>0.9%</b>	<b>-1.6%</b>	<b>2.3%</b>	<b>-18.0%</b>	<b>-59.7%</b>	<b>-42.5%</b>
Corporate Expense	317.7	0.0	0.0	317.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA Pre Management Fee</b>	<b>2,583.6</b>	<b>3.5</b>	<b>486.3</b>	<b>2,093.7</b>	<b>1,850.4</b>	<b>396.9</b>	<b>15.7</b>	<b>-71.9</b>	<b>95.4</b>	<b>-28.8</b>	<b>-31.3</b>	<b>-109.6</b>
%	<b>10.6%</b>	<b>8.8%</b>	<b>9.5%</b>	<b>10.9%</b>	<b>19.4%</b>	<b>12.8%</b>	<b>0.9%</b>	<b>-1.6%</b>	<b>2.3%</b>	<b>-18.0%</b>	<b>-59.7%</b>	<b>-42.5%</b>
Management Fee	971.9	0.0	0.0	971.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA Post Management Fee</b>	<b>1,611.7</b>	<b>3.5</b>	<b>486.3</b>	<b>1,121.9</b>	<b>1,850.4</b>	<b>396.9</b>	<b>15.7</b>	<b>-71.9</b>	<b>95.4</b>	<b>-28.8</b>	<b>-31.3</b>	<b>-109.6</b>
%	<b>6.6%</b>	<b>8.8%</b>	<b>9.5%</b>	<b>5.9%</b>	<b>19.4%</b>	<b>12.8%</b>	<b>0.9%</b>	<b>-1.6%</b>	<b>2.3%</b>	<b>-18.0%</b>	<b>-59.7%</b>	<b>-42.5%</b>
<b>PROFIT/ (LOSS) AFTER TAXATION</b>	<b>-1,016.7</b>	<b>4.3</b>	<b>-537.4</b>	<b>-483.6</b>	<b>1,227.1</b>	<b>96.5</b>	<b>-131.0</b>	<b>-276.0</b>	<b>-33.7</b>	<b>-31.9</b>	<b>-32.9</b>	<b>-179.9</b>
%	<b>-4.2%</b>	<b>10.8%</b>	<b>-10.5%</b>	<b>-2.5%</b>	<b>12.9%</b>	<b>3.1%</b>	<b>-7.9%</b>	<b>-6.0%</b>	<b>-0.8%</b>	<b>-19.9%</b>	<b>-62.7%</b>	<b>-69.7%</b>

## Inferences

- 89.9% Net Revenue achievement vs. budget and 17.6% growth against YTD 17.
- Gross Margin(GM) at 67.7%, against 69.7% budgeted & 67.6% in YTD 17.
- EBITDA (Pre fee) at 10.6% vs. budgeted 14.4% at 66.5% achievement,
- YOY EBITDA improved by 148% against 5.0% in YTD 17.
- Absolute EBITDA(Pre fee) higher by Rs.15.43cr. against YTD 17.
- EBITDA shortfall vs. budget being (Rs.-13.0cr.), impact due to Revenue shortfall-(Rs.-17.76cr.) Higher Variable cost-(Rs.-6.23cr.) Saving in fixed cost-(Rs.10.99cr.)

# Revenue Parameters

Parameters	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>IP Revenue</b>	<b>6,920.9</b>	<b>6,567.6</b>	<b>6,669.9</b>	<b>6,459.6</b>	<b>6,285.5</b>	<b>6,996.5</b>	<b>19,741.6</b>	14.9%	17.9%	89.7%	87.5%
OP Revenue	1,046.5	1,107.6	1,124.4	1,124.1	1,107.5	1,268.5	3,500.0	23.9%	23.8%	102.7%	95.9%
Unbilled Revenue	-141.5	163.7	-207.6	467.6	-65.2	-283.6	118.9	-219.4%	-59.9%		
OP Pharmacy	180.7	195.5	188.3	173.0	163.7	170.2	506.9	4.8%	10.2%	79.9%	81.4%
Other Operating Income(Excl. Intrst Income)	127.8	136.0	120.9	115.6	247.8	242.0	605.4	34.1%	20.7%	160.0%	133.4%
<b>Total Revenue</b>	<b>8,134.3</b>	<b>8,170.4</b>	<b>7,895.9</b>	<b>8,339.9</b>	<b>7,739.3</b>	<b>8,393.5</b>	<b>24,472.8</b>	9.1%	17.5%	89.3%	89.7%
Revenue - Domestic	7,002.2	6,794.2	6,850.7	6,594.4	6,350.1	6,901.4	19,846.0	7.4%	14.0%	86.0%	84.5%
Revenue - International	1,145.8	1,076.5	1,131.9	1,175.1	1,217.9	1,544.7	3,937.7	81.2%	50.5%	126.6%	117.5%
Revenue - Cash	4,994.4	4,640.2	4,951.9	4,911.1	4,460.6	5,011.6	14,383.4	10.2%	16.9%	78.7%	78.6%
Revenue - Credit	3,154.1	3,229.3	3,030.6	2,858.4	3,107.4	3,415.7	9,381.6	25.3%	21.5%	118.7%	110.1%
Ref Rev as % to Domestic Rev	31%	32%	32%	35%	32%	32%	33%	-6.0%	-5.2%	204.7%	212.8%
Ref Rev as % to International Rev	71%	75%	57%	67%	53%	53%	57%	-14.6%	-24.9%	200.1%	205.0%
Revenue - Surgical	4,308	4,192	4,471	4,267	4,144	4,693	13,104	21.9%	23.0%	92.7%	89.5%
Revenue - Medical	2,614	2,376	2,199	2,193	2,141	2,300	6,635	2.7%	9.1%	84.2%	83.8%
Admissions - ER	2,367	2,070	1,919	1,746	1,705	1,813	5,264	-0.9%	3.5%		
Admissions - Non ER	3,264	3,068	2,919	3,191	2,888	3,232	9,311	1.6%	8.7%	53.3%	52.8%
Discharges - Domestic	5,206	4,860	4,690	4,495	4,268	4,898	13,661	4.0%	7.4%	85.4%	81.8%
Discharges - International	279	292	286	311	272	307	890	34.6%	51.1%	95.5%	96.4%
Discharges - Cash	2,942	2,688	2,647	2,588	2,403	2,653	7,644	1.4%	7.7%	74.5%	73.8%
Discharges - Credit	2,543	2,464	2,329	2,218	2,137	2,552	6,907	10.0%	11.3%	102.2%	95.0%
<b>Total Discharges</b>	<b>5,485</b>	<b>5,152</b>	<b>4,976</b>	<b>4,806</b>	<b>4,540</b>	<b>5,205</b>	<b>14,551</b>	<b>5.4%</b>	<b>9.3%</b>	<b>85.9%</b>	<b>82.6%</b>
OP Consult - New	9,286	9,100	8,507	8,384	7,768	8,923	25,075	3.4%	0.4%	69.6%	66.3%
OP Consult - Repeat	21,026	20,144	20,629	20,047	20,153	22,979	63,179	10.5%	5.8%	78.5%	73.3%
<b>OP Consultations</b>	<b>30,312</b>	<b>29,244</b>	<b>29,136</b>	<b>28,431</b>	<b>27,921</b>	<b>31,902</b>	<b>88,254</b>	8.4%	4.2%	75.8%	71.2%
ER Patient Visits	5,163	4,113	3,821	3,639	3,230	4,004	10,873	-17.6%	-16.8%		
Inventory Days	31	32	34	31	31	31	31	-13.4%	-10.8%	99.9%	98.8%

## Inferences:

- IP Revenue(Incl u/b) has increased by 7.9% over TM.
- OP Revenue registered all time high at Rs.12.69cr due to increase of Intl OP Revenue in CHN.
- Intl Revenue highest at Rs.15.45cr with 27% increase over TM.
- Cash Revenue has increased by 12.35% over TM.
- OP Consultations has increased by 14.3% over TM
- Discharges has increased by 14.6% over TM.



## Revenue Parameters - Locationwise (MTD)

Parameters	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
<b>IP Revenue</b>	<b>6,996</b>	<b>1,483</b>	<b>5,513</b>	<b>2,744</b>	<b>891</b>	<b>472</b>	<b>1,406</b>	<b>1,280</b>	<b>40</b>	<b>11</b>	<b>76</b>
OP Revenue	1,268	277	991	561	139	81	211	189	8	3	10
Unbilled Revenue	-284	34	-317	-209	-55	-19	-34	-28	0	0	-6
OP Pharmacy	170	16	155	77	25	17	35	23	6	5	1
Other Operating Income(Excl. Intrst Income)	242	5	237	93	13	7	14	14	0	0	0
<b>Total Revenue</b>	<b>8,394</b>	<b>1,816</b>	<b>6,579</b>	<b>3,266</b>	<b>1,017</b>	<b>560</b>	<b>1,631</b>	<b>1,480</b>	<b>56</b>	<b>19</b>	<b>80</b>
Revenue - Domestic	6,901	1,690	5,211	2,256	1,005	567	1,383	1,258	56	19	50
Revenue - International	1,545	87	1,458	1,126	54	5	273	237	0	0	36
Revenue - Cash	5,012	1,009	4,003	2,070	642	348	943	854	23	19	48
Revenue - Credit	3,416	766	2,650	1,311	417	224	697	641	17	0	39
Ref Rev as % to Domestic Rev	32%	41%	30%	24%	42%	52%	22%	24%	0%	0%	0%
Ref Rev as % to International Rev	53%	64%	53%	45%	0%	0%	96%	97%			89%
Revenue - Surgical	4,693	990	3,704	2,104	648	193	758	707	14	2	34
Revenue - Medical	2,300	491	1,810	640	242	279	648	573	25	9	41
Admissions - ER	1,813	339	1,474	331	274	388	481	341	80	44	16
Admissions - Non ER	3,232	382	2,850	991	424	329	1,106	903	66	89	48
Discharges - Domestic	4,898	831	4,067	1,176	696	712	1,483	1,159	143	126	55
Discharges - International	307	24	283	174	15	1	93	81	0	0	12
Discharges - Cash	2,653	456	2,197	708	367	360	762	515	89	122	36
Discharges - Credit	2,552	399	2,153	642	344	353	814	725	54	4	31
<b>Total Discharges</b>	<b>5,205</b>	<b>855</b>	<b>4,350</b>	<b>1,350</b>	<b>711</b>	<b>713</b>	<b>1,576</b>	<b>1,240</b>	<b>143</b>	<b>126</b>	<b>67</b>
OP Consult - New	8,923	1,287	7,636	2,269	1,639	1,234	2,494	1,627	281	456	130
OP Consult - Repeat	22,979	2,578	20,401	8,921	4,027	3,428	4,025	2,915	762	256	92
<b>OP Consultations</b>	<b>31,902</b>	<b>3,865</b>	<b>28,037</b>	<b>11,190</b>	<b>5,666</b>	<b>4,662</b>	<b>6,519</b>	<b>4,542</b>	<b>1,043</b>	<b>712</b>	<b>222</b>
ER Patient Visits	4,004	721	3,283	1,037	300	480	1,466	667	436	237	126
Inventory Days	31	28	32	30	35	34	31	35	30	0	51

## Revenue Parameters - Locationwise (YTD)

Parameters	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
<b>IP Revenue</b>	<b>19,742</b>	<b>4,166</b>	<b>15,576</b>	<b>7,608</b>	<b>2,574</b>	<b>1,422</b>	<b>3,972</b>	<b>3,593</b>	<b>119</b>	<b>30</b>	<b>231</b>
OP Revenue	3,500	761	2,739	1,532	401	233	574	513	24	9	28
Unbilled Revenue	119	153	-34	13	16	-46	-17	-13	0	0	-4
OP Pharmacy	507	43	463	241	75	52	96	60	21	12	2
Other Operating Income(Excl. Intrst Income)	605	42	563	237	40	28	38	38	0	0	0
<b>Total Revenue</b>	<b>24,473</b>	<b>5,169</b>	<b>19,309</b>	<b>9,630</b>	<b>3,115</b>	<b>1,695</b>	<b>4,664</b>	<b>4,199</b>	<b>167</b>	<b>52</b>	<b>258</b>
Revenue - Domestic	19,846	4,752	15,094	6,532	2,949	1,692	3,921	3,552	167	52	149
Revenue - International	3,938	223	3,715	2,849	110	21	735	622	0	0	113
Revenue - Cash	14,383	2,978	11,405	5,617	2,022	989	2,776	2,431	108	50	187
Revenue - Credit	9,382	1,993	7,388	3,764	1,037	724	1,863	1,743	44	2	75
Ref Rev as % to Domestic Rev	33%	41%	30%	25%	45%	52%	18%	20%	0%	0%	0%
Ref Rev as % to International Rev	57%	81%	56%	47%	41%	0%	95%	97%			88%
Revenue - Surgical	13,104	2,691	10,414	5,732	1,864	645	2,173	2,031	46	8	88
Revenue - Medical	6,635	1,472	5,162	1,876	710	777	1,799	1,561	73	22	143
Admissions - ER	5,264	1,001	4,263	1,079	793	1,111	1,280	965	155	117	43
Admissions - Non ER	9,311	1,272	8,039	2,828	1,222	892	3,097	2,467	249	239	142
Discharges - Domestic	13,661	2,310	11,351	3,373	1,956	1,950	4,072	3,181	402	350	139
Discharges - International	890	71	819	505	41	9	264	221	0	0	43
Discharges - Cash	7,644	1,294	6,350	2,045	1,088	961	2,256	1,542	261	332	121
Discharges - Credit	6,907	1,087	5,820	1,833	909	998	2,080	1,860	141	18	61
<b>Total Discharges</b>	<b>14,551</b>	<b>2,381</b>	<b>12,170</b>	<b>3,878</b>	<b>1,997</b>	<b>1,959</b>	<b>4,336</b>	<b>3,402</b>	<b>402</b>	<b>350</b>	<b>182</b>
OP Consult - New	25,075	3,702	21,373	6,497	4,648	3,429	6,799	4,328	886	1,229	356
OP Consult - Repeat	63,179	7,500	55,679	22,487	11,748	10,360	11,084	8,074	2,005	746	259
<b>OP Consultations</b>	<b>88,254</b>	<b>11,202</b>	<b>77,052</b>	<b>28,984</b>	<b>16,396</b>	<b>13,789</b>	<b>17,883</b>	<b>12,402</b>	<b>2,891</b>	<b>1,975</b>	<b>615</b>
ER Patient Visits	10,873	2,090	8,783	3,160	930	1,398	3,295	1,899	436	690	270
Inventory Days	31	27	32	30	31	33	31	34	46	51	45

# Operational Parameters

Parameters	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Operating Beds	1,216	1,216	1,216	1,222	1,222	1,222	1,222	2.9%	2.9%	119.8%	119.8%
Census Beds	1,085	1,084	1,078	1,088	1,088	1,092	1,089	7.3%	6.9%	100.5%	100.2%
Occupied Beds	711	710	641	631	635	618	628	-4.9%	5.4%	82.4%	82.7%
<b>Occupancy %</b>	<b>65.6%</b>	<b>65.5%</b>	<b>59.4%</b>	<b>58.0%</b>	<b>58.3%</b>	<b>56.6%</b>	<b>57.6%</b>	-7.3%	-0.8%	82.0%	82.5%
OP to IP Conversion	10.8%	10.5%	10.0%	11.2%	10.3%	10.1%	10.6%	-0.7%	0.4%	70.4%	74.3%
ER to IP Conversion	45.8%	50.3%	50.2%	48.0%	52.8%	45.3%	48.4%	7.6%	9.5%		
ER Admissions as % of Total Admissions	42.0%	40.3%	39.7%	35.4%	37.1%	35.9%	36.1%	-0.6%	-1.1%		
LAMA Count	113	100	85	108	102	75	285				
LAMA %	2.2%	2.4%	2.2%	3.0%	3.2%	1.9%	2.6%	-0.9%	-0.4%		
LAMA % ( on Pt. Advised Adm.)	4.6%	4.6%	4.2%	5.8%	5.6%	4.0%	5.1%	-2.9%	-2.1%		
<b>Head Count - Employees</b>	<b>4,834</b>	<b>4,835</b>	<b>4,812</b>	<b>4,827</b>	<b>4,825</b>	<b>4,796</b>	<b>4,816</b>	4.6%	5.4%	92.3%	92.7%
Fixed Retainers	535	525	528	524	522	530	525	-1.5%	0.4%	90.9%	90.1%
DMO's & RMO's	301	299	307	314	313	297	308	42.8%	59.3%	92.0%	95.4%
Nurses	1,528	1,533	1,520	1,536	1,533	1,522	1,530	7.4%	7.5%	95.5%	96.1%
Medical Services	863	862	851	847	842	837	842	9.4%	10.7%	90.7%	91.3%
Support Services	1,607	1,617	1,606	1,606	1,615	1,610	1,610	-2.7%	-3.5%	90.8%	90.9%
Head Count - Out sourced	1,033	1,044	991	1,087	1,144	1,127	1,119	10.3%	10.7%		
Head Count per Occupied Bed	6.8	6.8	7.5	7.6	7.6	7.8	7.7	10.1%	-0.1%	112.0%	112.2%
Head Count per Census Bed	4.5	4.5	4.5	4.4	4.4	4.4	4.4	-2.4%	-1.4%	91.9%	92.5%
IP Pharmacy Margin	47%	46%	46%	47%	44%	49%	46%	2.3%	-1.1%		
OP Pharmacy Margin	32%	31%	30%	23%	24%	24%	24%	-12.0%	-11.5%	75.2%	75.8%
ARPP	1.26	1.27	1.34	1.34	1.38	1.34	1.36	8.9%	7.8%	104.5%	106.0%
ARPOB	0.31	0.31	0.34	0.33	0.35	0.37	0.35	20.8%	11.6%	108.9%	105.7%
ALOS	4.02	4.14	3.99	4.07	3.91	3.68	3.88	9.8%	3.5%	104.2%	99.8%

## Inferences:

- Census Beds has increased by 4 nos in CHN
- ARPOB has increased by 3.28% over TM from Rs.0.35 Lakhs to Rs.0.37 Lakhs.

## Operational Parameters - Location wise (MTD)

Parameters	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Operating Beds	1,222	220	1,002	265	150	192	395	289	44	30	32
Census Beds	1,092	188	904	200	136	163	336	236	44	30	26
Occupied Beds	618	128	489	168	95	92	135	110	12	7	7
<b>Occupancy %</b>	<b>56.6%</b>	<b>68.2%</b>	<b>54.1%</b>	<b>62.3%</b>	<b>69.7%</b>	<b>56.5%</b>	<b>40.1%</b>	<b>46.5%</b>	<b>26.2%</b>	<b>22.7%</b>	<b>26.4%</b>
OP to IP Conversion	10.1%	9.9%	10.2%	8.9%	7.5%	7.1%	17.0%	19.9%	6.3%	12.5%	21.6%
ER to IP Conversion	45.3%	47.0%	44.9%	31.9%	91.3%	80.8%	32.8%	51.1%	18.3%	18.6%	12.7%
ER Admissions as % of Total Admissions	35.9%	47.0%	34.1%	25.0%	39.3%	54.1%	30.3%	27.4%	54.8%	33.1%	25.0%
LAMA Count	75	10	65	33	6	14	12	12	0	0	0
LAMA %	1.9%	1.4%	2.0%	3.2%	2.0%	2.9%	0.8%	1.8%	0.0%	0.0%	0.0%
LAMA % ( on Pt. Advised Adm.)	4.0%	2.9%	4.2%	9.1%	9.0%	0.0%	2.4%	3.0%	0.0%	0.0%	0.0%
<b>Head Count - Employees</b>	<b>4,796</b>	<b>750</b>	<b>4,046</b>	<b>1,691</b>	<b>732</b>	<b>535</b>	<b>1,088</b>	<b>878</b>	<b>74</b>	<b>57</b>	<b>79</b>
Fixed Retainers	530	61	469	186	76	60	147	109	16	6	16
DMO's & RMO's	297	74	223	109	24	26	64	60	1	2	1
Nurses	1,522	298	1,224	514	215	153	342	278	26	15	23
Medical Services	837	128	709	325	123	90	171	140	12	6	13
Support Services	1,610	189	1,421	557	294	206	364	291	19	28	26
Head Count - Out sourced	1,127	318	809	349	114	137	209	173	17	0	19
Head Count per Occupied Bed	7.8	5.8	8.3	10.1	7.7	5.8	8.1	8.0	6.4	8.4	11.5
Head Count per Census Bed	4.4	4.0	4.5	8.5	5.4	3.3	3.2	3.7	1.7	1.9	3.0
IP Pharmacy Margin	49%	42%	50%	48%	54%	62%	48%	50%			18%
OP Pharmacy Margin	24%	27%	24%	23%	29%	40%	24%	37%	-3%	59%	23%
ARPP	1.34	1.73	1.27	2.03	1.25	0.66	0.89	1.03	0.28	0.08	1.13
ARPOB	0.37	0.37	0.36	0.53	0.30	0.17	0.34	0.38	0.11	0.05	0.36
ALOS	3.68	4.65	3.49	3.85	4.13	4.00	2.65	2.74	2.50	1.67	3.18

### Inferences:

Corporate head counts of 51 in Mar 18 not included in above table.

#### New Employee Acquisition / Attrition mainly in

- CHN +12( Nurses +6 ,Medical Ser +2 ,Support +2, DMO +2)
- LBN -7 (Nurses -1 ,Medical Ser +0 ,Support -2, DMO -4)
- BGS -14(Nurses -2,Medical Ser -2 ,Support -5, DMO -5)
- LKP - 18(Nurses -5, Medical Ser +0, Support -6, DMO -7)
- CDKD -4(Nurses -7, Medical Ser -1, Support +4, DMO -0)

## Operational Parameters - Location wise (YTD)

Parameters	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Operating Beds	1,222	220	1,002	265	150	192	395	289	44	30	32
Census Beds	1,089	188	901	200	136	163	336	236	44	30	26
Occupied Beds	628	130	498	176	92	95	135	112	11	7	6
<b>Occupancy %</b>	<b>57.6%</b>	<b>69.2%</b>	<b>55.2%</b>	<b>87.8%</b>	<b>67.6%</b>	<b>58.1%</b>	<b>40.3%</b>	<b>47.4%</b>	<b>24.7%</b>	<b>23.3%</b>	<b>22.0%</b>
OP to IP Conversion	10.6%	11.4%	10.4%	9.8%	7.5%	6.5%	17.3%	19.9%	8.6%	12.1%	23.1%
ER to IP Conversion	48.4%	47.9%	48.5%	34.1%	85.3%	79.5%	38.8%	50.8%	35.6%	17.0%	15.9%
ER Admissions as % of Total Admissions	36.1%	44.0%	34.7%	27.6%	39.4%	55.5%	29.2%	28.1%	38.4%	32.9%	23.2%
LAMA Count	285	46	239	111	29	42	57	54	0	0	3
LAMA %	2.6%	2.2%	2.7%	3.5%	3.1%	3.0%	1.7%	2.8%	0.0%	0.0%	1.1%
LAMA % ( on Pt. Advised Adm.)	5.1%	4.4%	5.3%	9.4%	9.0%	3.7%	4.5%	5.7%	0.0%		
<b>Head Count - Employees</b>	<b>4,816</b>	<b>764</b>	<b>4,052</b>	<b>1,675</b>	<b>740</b>	<b>539</b>	<b>1,098</b>	<b>886</b>	<b>74</b>	<b>57</b>	<b>81</b>
Fixed Retainers	525	64	461	177	76	62	146	109	16	6	15
DMO's & RMO's	308	75	233	110	29	28	66	64	1	1	1
Nurses	1,530	307	1,223	510	215	153	346	280	26	15	25
Medical Services	842	130	712	325	123	90	174	139	13	8	14
Support Services	1,610	188	1,422	553	297	207	366	294	19	27	26
Head Count - Out sourced	1,119	318	801	350	114	135	202	165	18		19
Head Count per Occupied Bed	7.7	5.9	8.1	9.5	8.0	5.7	8.1	7.9	6.8	8.1	14.1
Head Count per Census Bed	4.4	4.1	4.5	8.4	5.4	3.3	3.3	3.8	1.7	1.9	3.1
IP Pharmacy Margin	46%	42%	48%	46%	47%	61%	47%	50%		56%	11%
OP Pharmacy Margin	24%	28%	24%	23%	31%	39%	25%	37%	12%	66%	26%
ARPP	1.36	1.75	1.28	1.96	1.29	0.73	0.92	1.06	0.30	0.08	1.27
ARPOB	0.35	0.36	0.35	0.48	0.31	0.17	0.33	0.36	0.23	0.05	0.45
ALOS	3.88	4.91	3.68	4.07	4.15	4.36	2.81	2.95	2.43	1.80	2.84

### Inferences:

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# Hospital Operating & Admin Expenses

Hospital Optng. Exp	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Hospital Maintenance	268.1	276.6	263.9	229.2	248.6	262.9	740.7	3.3%	1.8%	97.8%	91.9%
%	3.3%	3.4%	3.4%	2.8%	3.2%	3.1%	3.1%				
R & M - Equip	96.1	90.1	97.5	-22.1	94.3	94.6	166.8	-9.8%	-47.7%	72.3%	42.5%
%	1.2%	1.1%	1.2%	-0.3%	1.2%	1.1%	0.7%				
R & M - Others	76.6	70.3	78.1	90.3	54.0	61.2	205.5	8.4%	2.7%	119.6%	133.9%
%	1.0%	0.9%	1.0%	1.1%	0.7%	0.7%	0.8%				
Power & Fuel	246.4	223.2	204.2	201.6	181.5	215.7	598.9	-1.2%	-1.0%	82.8%	81.9%
%	3.1%	2.8%	2.6%	2.4%	2.4%	2.6%	2.5%				
Water Charges	19.8	20.3	17.6	20.7	18.4	19.2	58.2	-7.1%	-7.6%	79.6%	81.4%
%	0.2%	0.3%	0.2%	0.3%	0.2%	0.2%	0.2%				
Equipment Hire	21.6	20.2	21.2	17.1	17.2	18.1	52.4	-1.1%	-9.4%	79.5%	77.0%
%	0.3%	0.2%	0.3%	0.2%	0.2%	0.2%	0.2%				
<b>Hospital Optng. Exp Total</b>	<b>728.6</b>	<b>700.7</b>	<b>682.5</b>	<b>536.9</b>	<b>614.0</b>	<b>671.6</b>	<b>1822.5</b>	<b>-0.2%</b>	<b>-7.6%</b>	<b>88.6%</b>	<b>82.0%</b>
<b>% to Total Revenue</b>	<b>9.1%</b>	<b>8.7%</b>	<b>8.7%</b>	<b>6.5%</b>	<b>8.0%</b>	<b>8.0%</b>	<b>7.5%</b>				
Admin. Exp.	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Rates and taxes	33.2	39.7	39.2	26.2	24.9	27.5	78.7	-51.0%	-38.7%	71.3%	78.1%
%	0.4%	0.5%	0.5%	0.3%	0.3%	0.3%	0.3%				
Insurance	9.9	10.7	8.7	9.8	8.6	10.6	29.0	-3.7%	-11.1%	75.5%	69.1%
%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%				
Travelling and conveyance	36.9	47.6	51.5	47.0	38.0	43.3	128.3	16.5%	45.9%	121.2%	119.8%
%	0.5%	0.6%	0.7%	0.6%	0.5%	0.5%	0.5%				
Printing and stationary	43.2	44.5	39.3	36.0	40.3	40.4	116.6	25.0%	34.8%	126.7%	121.9%
%	0.5%	0.6%	0.5%	0.4%	0.5%	0.5%	0.5%				
Legal and Prof charges	38.1	37.8	40.6	33.0	37.7	47.5	118.1	37.2%	20.7%	121.8%	101.0%
%	0.5%	0.5%	0.5%	0.4%	0.5%	0.6%	0.5%				
Comm expenses	9.4	12.9	15.1	12.7	12.9	13.7	39.3	3.0%	2.6%	89.7%	86.5%
%	0.1%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%				
Security expenses	57.9	59.8	57.9	58.2	57.3	56.7	172.1	6.1%	6.8%	90.2%	91.4%
%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%				
Other expenses	53.5	47.1	53.8	39.3	45.9	61.7	146.8	61.6%	36.0%	167.3%	130.7%
%	0.7%	0.6%	0.7%	0.5%	0.6%	0.7%	0.6%				
<b>Admin. Exp. Total</b>	<b>281.9</b>	<b>300.1</b>	<b>306.2</b>	<b>262.1</b>	<b>265.5</b>	<b>301.2</b>	<b>828.8</b>	<b>9.1%</b>	<b>11.9%</b>	<b>109.9%</b>	<b>102.5%</b>
<b>% to Total Revenue</b>	<b>3.5%</b>	<b>3.7%</b>	<b>3.9%</b>	<b>3.2%</b>	<b>3.5%</b>	<b>3.6%</b>	<b>3.4%</b>				

## Inferences:

- The over all Operating Expenses are within the Budget both in MTD & YTD.
- Power & Fuel had increased by Rs.34 Lakhs due to seasonal impact.
- Admin cost is overshoot against budget due to over spent in Travel & Conveyance, Printing & Stationery and Other Exp.
- Travel & Conveyance is higher in CHN & BGS.
- Printing & Stationery is higher in CHN.
- Other exp higher in CHN due to Airlift charges and Other Professional Consultant Charges.

## Hospital Operating & Admin Expenses - Location wise (MTD)

Hospital Optng. Exp	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Hospital Maintenance	262.9	68.0	194.9	105.9	18.3	25.3	45.4	39.6	1.5	0.3	4.0
%	3.1%	3.8%	3.0%	3.3%	1.8%	4.6%	2.8%	2.7%	2.8%	1.8%	5.0%
R & M - Equip	94.6	30.0	64.5	25.8	1.2	11.8	25.7	24.2	0.8	0.5	0.2
%	1.1%	1.7%	1.0%	0.8%	0.1%	2.1%	1.6%	1.6%	1.5%	2.6%	0.2%
R & M - Others	61.2	10.9	50.4	30.6	1.6	1.4	16.8	16.7	0.0	0.1	0.0
%	0.7%	0.6%	0.8%	0.9%	0.2%	0.2%	1.0%	1.1%	0.0%	0.6%	0.0%
Power & Fuel	215.7	44.0	171.7	98.2	19.0	15.5	39.0	35.1	0.7	0.4	2.9
%	2.6%	2.4%	2.6%	3.0%	1.9%	2.8%	2.4%	2.4%	1.3%	2.0%	3.6%
Water Charges	19.2	2.6	16.5	9.1	3.7	0.2	3.4	3.3	0.0	0.0	0.1
%	0.2%	0.1%	0.3%	0.3%	0.4%	0.0%	0.2%	0.2%	0.0%	0.1%	0.1%
Equipment Hire	18.1	2.9	15.1	0.8	0.0	0.0	14.3	14.0	0.1	0.0	0.1
%	0.2%	0.2%	0.2%	0.0%	0.0%	0.0%	0.9%	1.0%	0.3%	0.2%	0.1%
<b>Hospital Optng. Exp Total</b>	<b>671.6</b>	<b>158.5</b>	<b>513.1</b>	<b>270.4</b>	<b>43.8</b>	<b>54.2</b>	<b>144.7</b>	<b>133.0</b>	<b>3.1</b>	<b>1.4</b>	<b>7.2</b>
<b>% to Total Revenue</b>	<b>8.0%</b>	<b>8.7%</b>	<b>7.8%</b>	<b>8.4%</b>	<b>4.3%</b>	<b>9.8%</b>	<b>8.9%</b>	<b>9.0%</b>	<b>5.8%</b>	<b>7.3%</b>	<b>9.0%</b>
Admin. Exp.	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Rates and taxes	27.5	12.8	14.7	1.4	5.2	4.7	3.4	4.4	-1.2	0.0	0.1
%	0.3%	0.7%	0.2%	0.0%	0.5%	0.8%	0.2%	0.3%	-2.1%	0.0%	0.1%
Insurance	10.6	2.3	8.3	3.2	1.3	1.0	2.6	2.4	0.1	0.0	0.1
%	0.1%	0.1%	0.1%	0.1%	0.1%	0.2%	0.2%	0.2%	0.2%	0.2%	0.1%
Travelling and conveyance	43.3	5.1	38.1	24.6	5.7	0.9	7.0	6.9	-0.1	0.1	0.1
%	0.5%	0.3%	0.6%	0.8%	0.6%	0.2%	0.4%	0.5%	-0.1%	0.5%	0.1%
Printing and stationary	40.4	8.8	31.5	15.8	4.2	3.8	7.8	7.3	0.2	0.1	0.2
%	0.5%	0.5%	0.5%	0.5%	0.4%	0.7%	0.5%	0.5%	0.3%	0.7%	0.3%
Legal and Prof charges	47.5	12.7	34.8	0.4	4.4	2.9	27.1	26.5	0.4	0.2	0.0
%	0.6%	0.7%	0.5%	0.0%	0.4%	0.5%	1.7%	1.8%	0.7%	1.1%	0.0%
Comm expenses	13.7	1.8	11.8	4.1	3.5	1.7	2.6	2.3	0.2	0.1	0.0
%	0.2%	0.1%	0.2%	0.1%	0.3%	0.3%	0.2%	0.2%	0.3%	0.4%	0.0%
Security expenses	56.7	13.6	43.1	15.0	6.5	7.4	14.3	11.3	1.2	0.0	1.8
%	0.7%	0.7%	0.7%	0.5%	0.6%	1.3%	0.9%	0.8%	2.3%	0.0%	2.2%
Other expenses	61.7	12.7	48.9	39.2	5.8	1.4	2.6	2.2	0.2	0.1	0.0
%	0.7%	0.7%	0.7%	1.2%	0.6%	0.3%	0.2%	0.1%	0.4%	0.6%	0.0%
<b>Admin. Exp. Total</b>	<b>301.2</b>	<b>70.0</b>	<b>231.3</b>	<b>103.7</b>	<b>36.5</b>	<b>23.8</b>	<b>67.3</b>	<b>63.2</b>	<b>1.1</b>	<b>0.7</b>	<b>2.3</b>
<b>% to Total Revenue</b>	<b>3.6%</b>	<b>3.9%</b>	<b>3.5%</b>	<b>3.2%</b>	<b>3.6%</b>	<b>4.3%</b>	<b>4.1%</b>	<b>4.3%</b>	<b>2.0%</b>	<b>3.5%</b>	<b>2.8%</b>

## Hospital Operating & Admin Expenses - Location wise (YTD)

Hospital Optng. Exp	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Hospital Maintenance	740.7	206.9	533.8	259.3	58.7	75.8	140.0	119.8	4.5	1.0	14.8
%	3.0%	4.0%	2.8%	2.7%	1.9%	4.6%	3.0%	2.9%	2.8%	1.8%	5.7%
R & M - Equip	166.8	74.7	92.1	-30.3	22.0	26.8	73.6	69.3	1.4	0.8	2.1
%	0.7%	1.5%	0.5%	-0.3%	0.7%	1.6%	1.6%	1.7%	0.9%	1.6%	0.8%
R & M - Others	205.5	32.0	173.5	109.0	3.3	4.4	56.9	56.4	0.0	0.4	0.0
%	0.8%	0.6%	0.9%	1.1%	0.1%	0.3%	1.2%	1.4%	0.0%	0.8%	0.0%
Power & Fuel	598.9	131.6	467.3	258.8	52.3	46.1	110.1	98.6	2.3	1.0	8.1
%	2.5%	2.6%	2.4%	2.7%	1.7%	2.8%	2.4%	2.4%	1.5%	2.0%	3.1%
Water Charges	58.2	7.5	50.7	25.6	14.0	0.7	10.5	9.8	0.4	0.1	0.2
%	0.2%	0.1%	0.3%	0.3%	0.5%	0.0%	0.2%	0.2%	0.3%	0.1%	0.1%
Equipment Hire	52.4	8.2	44.1	2.4	0.0	0.0	41.7	39.9	0.9	0.1	0.9
%	0.2%	0.2%	0.2%	0.0%	0.0%	0.0%	0.9%	1.0%	0.5%	0.1%	0.3%
<b>Hospital Optng. Exp Total</b>	<b>1822.5</b>	<b>460.9</b>	<b>1,361.6</b>	<b>624.8</b>	<b>150.2</b>	<b>153.7</b>	<b>432.8</b>	<b>393.9</b>	<b>9.5</b>	<b>3.4</b>	<b>26.0</b>
<b>% to Total Revenue</b>	<b>7.5%</b>	<b>9.0%</b>	<b>7.1%</b>	<b>6.5%</b>	<b>4.9%</b>	<b>9.3%</b>	<b>9.4%</b>	<b>9.5%</b>	<b>5.9%</b>	<b>6.5%</b>	<b>10.1%</b>
Admin. Exp.	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Rates and taxes	78.7	39.5	39.2	4.1	18.2	3.2	13.6	13.1	0.1	0.0	0.4
%	0.3%	0.8%	0.2%	0.0%	0.6%	0.2%	0.3%	0.3%	0.1%	0.0%	0.2%
Insurance	29.0	6.6	22.4	8.3	3.6	2.8	7.7	7.0	0.3	0.1	0.3
%	0.1%	0.1%	0.1%	0.1%	0.1%	0.2%	0.2%	0.2%	0.2%	0.2%	0.1%
Travelling and conveyance	128.3	16.6	111.6	67.1	19.6	3.2	21.8	21.0	0.0	0.3	0.5
%	0.5%	0.3%	0.6%	0.7%	0.6%	0.2%	0.5%	0.5%	0.0%	0.5%	0.2%
Printing and stationary	116.6	23.0	93.6	48.3	10.4	13.3	21.6	19.4	0.8	0.3	1.0
%	0.5%	0.4%	0.5%	0.5%	0.3%	0.8%	0.5%	0.5%	0.5%	0.6%	0.4%
Legal and Prof charges	118.1	33.5	84.6	-5.7	10.8	3.8	75.8	74.1	1.1	0.3	0.4
%	0.5%	0.7%	0.4%	-0.1%	0.3%	0.2%	1.6%	1.8%	0.7%	0.5%	0.1%
Comm expenses	39.3	5.7	33.5	13.1	8.1	5.2	7.1	5.9	0.5	0.2	0.4
%	0.2%	0.1%	0.2%	0.1%	0.3%	0.3%	0.2%	0.1%	0.3%	0.4%	0.2%
Security expenses	172.1	41.1	131.0	44.8	19.9	22.0	44.2	35.3	3.7	0.0	5.3
%	0.7%	0.8%	0.7%	0.5%	0.6%	1.3%	1.0%	0.8%	2.3%	0.0%	2.0%
Other expenses	146.8	35.9	110.9	85.9	13.9	3.3	7.9	7.0	0.5	0.3	0.1
%	0.6%	0.7%	0.6%	0.9%	0.4%	0.2%	0.2%	0.2%	0.3%	0.6%	0.0%
<b>Admin. Exp. Total</b>	<b>828.8</b>	<b>202.1</b>	<b>626.8</b>	<b>265.8</b>	<b>104.5</b>	<b>56.8</b>	<b>199.7</b>	<b>182.8</b>	<b>7.1</b>	<b>1.5</b>	<b>8.3</b>
<b>% to Total Revenue</b>	<b>3.4%</b>	<b>3.9%</b>	<b>3.3%</b>	<b>2.8%</b>	<b>3.4%</b>	<b>3.4%</b>	<b>4.3%</b>	<b>4.4%</b>	<b>4.4%</b>	<b>2.8%</b>	<b>3.2%</b>



# Marketing Cost

Marketing Cost	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>Domestic</b>											
Marketing Cost	26.5	31.1	39.2	29.5	24.3	24.9	78.6	-45.0%	-37.8%	58.2%	60.6%
Branding & Publicity	118.4	101.2	92.1	97.9	86.9	79.7	264.4	-21.5%	-3.0%	75.1%	83.6%
Travelling	12.2	20.4	19.6	19.3	27.5	21.1	67.9	9.1%	15.8%	91.4%	98.4%
<b>Sub - Total</b>	<b>157.1</b>	<b>152.8</b>	<b>151.0</b>	<b>146.7</b>	<b>138.6</b>	<b>125.6</b>	<b>410.9</b>				
Patient Management Fee	126.1	110.7	131.1	122.8	113.7	122.4	358.8	9.1%	26.0%	84.1%	83.5%
<b>Total Domestic Mktg Cost</b>	<b>283.3</b>	<b>263.5</b>	<b>282.1</b>	<b>269.5</b>	<b>252.2</b>	<b>248.0</b>	<b>769.8</b>	-10.9%	3.7%	78.2%	81.5%
<b>Total Domestic Revenue</b>	<b>7,002.2</b>	<b>6,794.2</b>	<b>6,850.7</b>	<b>6,594.4</b>	<b>6,350.1</b>	<b>6,901.4</b>	<b>19,846.0</b>	7.4%	14.0%	86.0%	84.5%
<b>% on total Domestic Revenue</b>	<b>4.0%</b>	<b>3.9%</b>	<b>4.1%</b>	<b>4.1%</b>	<b>4.0%</b>	<b>3.6%</b>	<b>3.9%</b>	-17.0%	-8.7%	90.9%	96.5%
<b>International</b>											
Marketing Cost	33.4	29.1	14.6	23.1	22.0	15.3	60.4	-30.6%	-25.6%	73.7%	96.6%
Branding & Publicity	1.0	8.0	0.7	10.5	2.6	0.1	13.3	-49.5%	4148.3%	2.7%	84.2%
Travelling	13.0	17.3	27.4	22.2	11.6	18.9	52.8	-56.9%	-36.4%	102.4%	105.3%
<b>Sub - Total</b>	<b>47.4</b>	<b>54.4</b>	<b>42.8</b>	<b>55.8</b>	<b>36.3</b>	<b>34.4</b>	<b>126.5</b>				
Patient Management Fee	139.3	144.6	159.1	171.0	169.7	215.2	555.9	143.0%	106.3%	144.0%	131.9%
<b>Total International Mktg Cost</b>	<b>186.7</b>	<b>199.0</b>	<b>201.9</b>	<b>226.8</b>	<b>205.9</b>	<b>249.6</b>	<b>682.3</b>	61.2%	57.2%	128.7%	124.1%
<b>Total International Revenue</b>	<b>1,145.8</b>	<b>1,076.5</b>	<b>1,131.9</b>	<b>1,175.1</b>	<b>1,217.9</b>	<b>1,544.7</b>	<b>3,937.7</b>	81.2%	50.5%	126.6%	117.5%
<b>% on total International Revenue</b>	<b>16.3%</b>	<b>18.5%</b>	<b>17.8%</b>	<b>19.3%</b>	<b>16.9%</b>	<b>16.2%</b>	<b>17.5%</b>	-11.1%	5.0%	101.6%	106.1%
<b>Total Business Promotion Expenses</b>	<b>470.0</b>	<b>462.5</b>	<b>484.0</b>	<b>496.4</b>	<b>458.2</b>	<b>497.6</b>	<b>1,452.1</b>	14.9%	23.4%	97.3%	97.2%
<b>% on Total Net Revenue</b>	<b>5.8%</b>	<b>5.7%</b>	<b>6.2%</b>	<b>6.0%</b>	<b>6.0%</b>	<b>6.0%</b>	<b>6.0%</b>	5.0%	4.9%	108.4%	108.1%

## Inferences:

- Marketing cost has increased by Rs.39 Lakhs over TM due to Increase in PMF across all locations(Higher Intl Revenue).

## Marketing Cost - Location wise (MTD)

Marketing Cost	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>Domestic</b>							
Marketing Cost	24.9	0.5	24.4	1.6	9.0	0.1	13.7
Branding & Publicity	79.7	14.5	65.2	43.4	10.0	8.4	3.3
Travelling	21.1	2.1	19.0	9.3	3.9	0.9	4.9
<b>Sub - Total</b>	<b>125.6</b>	<b>17.1</b>	<b>108.5</b>	<b>54.3</b>	<b>22.8</b>	<b>9.4</b>	<b>22.0</b>
Patient Management Fee	122.4	35.0	87.4	12.0	42.7	18.7	14.0
<b>Total Domestic Mktg Cost</b>	<b>248.0</b>	<b>52.2</b>	<b>195.9</b>	<b>66.3</b>	<b>65.5</b>	<b>28.1</b>	<b>35.9</b>
<b>Total Domestic Revenue</b>	<b>6,901.4</b>	<b>1,690.3</b>	<b>5,211.1</b>	<b>2,256.2</b>	<b>1,004.9</b>	<b>567.0</b>	<b>1,383.0</b>
<b>% on total Domestic Revenue</b>	<b>3.6%</b>	<b>3.1%</b>	<b>3.8%</b>	<b>2.9%</b>	<b>6.5%</b>	<b>5.0%</b>	<b>2.6%</b>
<b>International</b>							
Marketing Cost	15.3	0.0	15.3	16.6	0.6	0.0	-1.8
Branding & Publicity	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Travelling	18.9	0.3	18.6	10.3	0.0	0.0	8.4
<b>Sub - Total</b>	<b>34.4</b>	<b>0.5</b>	<b>33.9</b>	<b>26.8</b>	<b>0.6</b>	<b>0.0</b>	<b>6.6</b>
Patient Management Fee	215.2	12.5	202.7	112.6	7.9	1.3	80.9
<b>Total International Mktg Cost</b>	<b>249.6</b>	<b>13.0</b>	<b>236.6</b>	<b>139.4</b>	<b>8.5</b>	<b>1.3</b>	<b>87.5</b>
<b>Total International Revenue</b>	<b>1,544.7</b>	<b>87.1</b>	<b>1,457.7</b>	<b>1,125.7</b>	<b>53.7</b>	<b>5.0</b>	<b>273.2</b>
<b>% on total International Revenue</b>	<b>16.2%</b>	<b>14.9%</b>	<b>16.2%</b>	<b>12.4%</b>	<b>15.7%</b>	<b>25.0%</b>	<b>32.0%</b>
<b>Total Business Promotion Expenses</b>	<b>497.6</b>	<b>65.1</b>	<b>432.5</b>	<b>205.7</b>	<b>74.0</b>	<b>29.4</b>	<b>123.4</b>
<b>% on Total Net Revenue</b>	<b>6.0%</b>	<b>3.6%</b>	<b>6.6%</b>	<b>6.4%</b>	<b>7.3%</b>	<b>5.3%</b>	<b>7.6%</b>

## Marketing Cost - Location wise (YTD)

Marketing Cost	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>Domestic</b>							
Marketing Cost	78.6	9.7	68.9	9.4	18.2	1.5	39.9
Branding & Publicity	264.4	39.3	225.1	139.8	37.1	21.3	26.9
Travelling	67.9	6.9	61.0	33.6	9.9	3.2	14.4
<b>Sub - Total</b>	<b>410.9</b>	<b>55.9</b>	<b>355.1</b>	<b>182.7</b>	<b>65.2</b>	<b>26.0</b>	<b>81.2</b>
Patient Management Fee	358.8	96.0	262.8	45.4	113.6	55.7	48.1
<b>Total Domestic Mktg Cost</b>	<b>769.8</b>	<b>151.9</b>	<b>617.9</b>	<b>228.1</b>	<b>178.8</b>	<b>81.7</b>	<b>129.3</b>
<b>Total Domestic Revenue</b>	<b>19,846.0</b>	<b>4,751.8</b>	<b>15,094.2</b>	<b>6,532.2</b>	<b>2,949.1</b>	<b>1,692.3</b>	<b>3,920.6</b>
<b>% on total Domestic Revenue</b>	<b>3.9%</b>	<b>3.2%</b>	<b>4.1%</b>	<b>3.5%</b>	<b>6.1%</b>	<b>4.8%</b>	<b>3.3%</b>
<b>International</b>							
Marketing Cost	60.4	0.0	60.4	54.6	0.7	0.0	5.1
Branding & Publicity	13.3	3.7	9.6	9.5	0.0	0.0	0.1
Travelling	52.8	2.8	50.1	31.1	0.0	0.0	18.9
<b>Sub - Total</b>	<b>126.5</b>	<b>6.4</b>	<b>120.0</b>	<b>95.2</b>	<b>0.7</b>	<b>0.0</b>	<b>24.1</b>
Patient Management Fee	555.9	38.4	517.5	281.8	13.8	3.2	218.6
<b>Total International Mktg Cost</b>	<b>682.3</b>	<b>44.8</b>	<b>637.5</b>	<b>377.0</b>	<b>14.5</b>	<b>3.2</b>	<b>242.7</b>
<b>Total International Revenue</b>	<b>3,937.7</b>	<b>222.8</b>	<b>3,714.9</b>	<b>2,849.1</b>	<b>109.5</b>	<b>21.0</b>	<b>735.3</b>
<b>% on total International Revenue</b>	<b>17.5%</b>	<b>19.2%</b>	<b>17.3%</b>	<b>13.4%</b>	<b>16.4%</b>	<b>12.5%</b>	<b>33.1%</b>
<b>Total Business Promotion Expenses</b>	<b>1,452.1</b>	<b>196.7</b>	<b>1,255.4</b>	<b>605.2</b>	<b>193.3</b>	<b>84.9</b>	<b>372.1</b>
<b>% on Total Net Revenue</b>	<b>6.0%</b>	<b>3.8%</b>	<b>6.6%</b>	<b>6.3%</b>	<b>6.3%</b>	<b>5.1%</b>	<b>8.0%</b>

## Marketing Cost - New LOA

Parameters	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>Unit</b>	<b>3.5%</b>	<b>3.2%</b>	<b>3.6%</b>	<b>3.2%</b>	<b>3.3%</b>	<b>3.0%</b>	<b>3.1%</b>	<b>-18%</b>	<b>-12%</b>	<b>88%</b>	<b>91%</b>
Domestic PMF	1.6%	1.4%	1.7%	1.5%	1.5%	1.5%	1.5%	0%	7%	94%	93%
Marketing (incl ROI)	0.3%	0.4%	0.5%	0.4%	0.3%	0.3%	0.3%	-50%	-48%	65%	67%
Branding - Corp aligned	1.5%	1.2%	1.2%	1.2%	1.1%	0.9%	1.1%	-28%	-17%	84%	93%
Unit Travel	0.2%	0.3%	0.2%	0.2%	0.4%	0.3%	0.3%	0%	-1%	102%	110%
<b>Intl Business team</b>	<b>2.3%</b>	<b>2.4%</b>	<b>2.6%</b>	<b>2.7%</b>	<b>2.7%</b>	<b>3.0%</b>	<b>2.8%</b>	<b>48%</b>	<b>33%</b>	<b>144%</b>	<b>138%</b>
International PMF	1.7%	1.8%	2.0%	2.1%	2.2%	2.6%	2.3%	123%	74%	161%	147%
International Marketing	0.6%	0.7%	0.5%	0.7%	0.5%	0.4%	0.5%	-52%	-35%	87%	110%
<b>Corporate</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>-100%</b>	<b>-100%</b>		
Branding and PR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-100%	-100%		
Contingency/Special Projects	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-100%	-100%		
<b>Total</b>	<b>5.8%</b>	<b>5.7%</b>	<b>6.1%</b>	<b>6.0%</b>	<b>5.9%</b>	<b>5.9%</b>	<b>5.9%</b>	<b>-6.3%</b>	<b>-7.9%</b>	<b>109.0%</b>	<b>108.3%</b>

# PMF Trend

PMF	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>Domestic Segement</b>											
Total Referal Base - nos	4,597	4,610	4,617	4,665	4,676	4,760	14,101	12.2%	9.7%		
Active Referal Base- nos ( referances since	1,205	1,193	1,245	1,255	1,170	1,264	3,689	21.1%	18.3%		
Referral Base - for the month- nos	1,045	1,056	1,075	1,043	983	1,047	3,073	33.0%	4.7%		
Pt's refered in the month- nos	1,470	1,387	1,359	1,296	1,218	1,320	3,834	21.5%	5.9%	107.0%	108.4%
Revenue Generated from Referred Pt's	2,174	2,189	2,169	2,276	2,015	2,238	6,529	1.0%	8.1%	176.1%	179.9%
PMF towards the Referral rev.	126.1	110.7	131.1	122.8	113.7	122.4	358.8	9.1%	26.0%	84.1%	83.5%
<b>% to Revenue</b>	<b>5.8%</b>	<b>5.1%</b>	<b>6.0%</b>	<b>5.4%</b>	<b>5.6%</b>	<b>5.5%</b>	<b>5.5%</b>	8.0%	16.6%	47.8%	46.4%
<b>Domestic Revenue</b>	<b>7,002.2</b>	<b>6,794.2</b>	<b>6,850.7</b>	<b>6,594.4</b>	<b>6,350.1</b>	<b>6,901.4</b>	<b>19,846.0</b>	7.4%	14.0%	86.0%	84.5%
<b>Ref Rev as % to Domestic Rev</b>	<b>31.0%</b>	<b>32.2%</b>	<b>31.7%</b>	<b>34.5%</b>	<b>31.7%</b>	<b>32.4%</b>	<b>32.9%</b>	-6.0%	-5.2%	204.7%	212.8%
<b>International Segement</b>											
Total Referal Base - nos	340	349	349	364	362	359	1,085	24.7%	35.8%		
Active Referal Base- nos ( referances since	114	120	127	136	131	134	401	30.1%	49.1%		
Referral Base - for the month- nos	121	148	142	160	148	152	460	-15.1%	37.7%		
Pt's refered in the month- nos	421	435	356	463	453	411	1,327	45.7%	43.1%	221.0%	248.0%
Revenue Generated from Referred Pt's	817	805	649	789	645	822	2,256	54.8%	12.9%	253.4%	240.8%
PMF towards the Referral rev.	139.3	144.6	159.1	171.0	169.3	215.2	555.5	143.0%	106.1%	144.0%	131.8%
<b>% to Revenue</b>	<b>17.1%</b>	<b>18.0%</b>	<b>24.5%</b>	<b>21.7%</b>	<b>26.3%</b>	<b>26.2%</b>	<b>24.6%</b>	57.0%	82.6%	56.8%	54.8%
<b>International Revenue</b>	<b>1,145.8</b>	<b>1,076.5</b>	<b>1,131.9</b>	<b>1,175.1</b>	<b>1,217.9</b>	<b>1,544.7</b>	<b>3,937.7</b>	81.2%	50.5%	126.6%	117.5%
<b>Ref Rev as % to International Rev</b>	<b>71.3%</b>	<b>74.8%</b>	<b>57.3%</b>	<b>67.1%</b>	<b>53.0%</b>	<b>53.2%</b>	<b>57.3%</b>	-14.6%	-25.0%	200.1%	205.0%

## PMF - Location wise (MTD)

PMF	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>Domestic Segement</b>							
Total Referal Base - nos	4,760	980	3,780	2,200	780	400	400
Active Referal Base- nos ( referances since	1,264	300	964	249	470	65	180
Referral Base - for the month- nos	1,047	217	830	155	227	320	128
Pt's refered in the month- nos	1,320	360	960	263	227	320	150
Revenue Generated from Referred Pt's	2,238	685	1,553	532	426	296	300
PMF towards the Referral rev.	122.4	35.0	87.4	12.0	42.7	18.7	14.0
<b>% to Revenue</b>	<b>5.5%</b>	<b>5.1%</b>	<b>5.6%</b>	<b>2.3%</b>	<b>10.0%</b>	<b>6.3%</b>	<b>4.7%</b>
<b>Domestic Revenue</b>	<b>6,901.4</b>	<b>1,690.3</b>	<b>5,211.1</b>	<b>2,256.2</b>	<b>1,004.9</b>	<b>567.0</b>	<b>1,383.0</b>
<b>Ref Rev as % to Domestic Rev</b>	<b>32.4%</b>	<b>40.5%</b>	<b>29.8%</b>	<b>23.6%</b>	<b>42.4%</b>	<b>52.2%</b>	<b>21.7%</b>
<b>International Segement</b>							
Total Referal Base - nos	359	160	199	150	0	0	49
Active Referal Base- nos ( referances since	134	30	104	80	0	0	24
Referral Base - for the month- nos	152	30	122	73	0	0	49
Pt's refered in the month- nos	411	73	338	256	0	0	82
Revenue Generated from Referred Pt's	822	56	766	505	0	0	261
PMF towards the Referral rev.	215.2	12.5	202.7	112.6	7.9	1.3	80.9
<b>% to Revenue</b>	<b>26.2%</b>	<b>22.5%</b>	<b>26.5%</b>	<b>22.3%</b>			<b>31.0%</b>
<b>International Revenue</b>	<b>1,544.7</b>	<b>87.1</b>	<b>1,457.7</b>	<b>1,125.7</b>	<b>53.7</b>	<b>5.0</b>	<b>273.2</b>
<b>Ref Rev as % to International Rev</b>	<b>53.2%</b>	<b>63.9%</b>	<b>52.6%</b>	<b>44.8%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>95.7%</b>

## PMF - Location wise (YTD)

PMF	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>Domestic Segement</b>							
Total Referral Base - nos	14,101	2,931	11,170	6,600	2,170	1,200	1,200
Active Referral Base- nos ( referances since	3,689	864	2,825	757	1,338	190	540
Referral Base - for the month- nos	3,073	631	2,442	459	712	913	358
Pt's refered in the month- nos	3,834	1,013	2,821	751	712	908	450
Revenue Generated from Referred Pt's	6,529	1,962	4,567	1,659	1,316	877	715
PMF towards the Referral rev.	358.8	96.0	262.8	45.4	113.6	55.7	48.1
<b>% to Revenue</b>	<b>5.5%</b>	<b>4.9%</b>	<b>5.8%</b>	<b>2.7%</b>	<b>8.6%</b>	<b>6.4%</b>	<b>6.7%</b>
<b>Domestic Revenue</b>	<b>19,846.0</b>	<b>4,751.8</b>	<b>15,094.2</b>	<b>6,532.2</b>	<b>2,949.1</b>	<b>1,692.3</b>	<b>3,920.6</b>
<b>Ref Rev as % to Domestic Rev</b>	<b>32.9%</b>	<b>41.3%</b>	<b>30.3%</b>	<b>25.4%</b>	<b>44.6%</b>	<b>51.8%</b>	<b>18.2%</b>
<b>International Segement</b>							
Total Referral Base - nos	1,085	480	605	450	0	0	155
Active Referral Base- nos ( referances since	401	92	309	240	0	0	69
Referral Base - for the month- nos	460	92	368	213	0	0	155
Pt's refered in the month- nos	1,327	229	1,098	848	8	0	242
Revenue Generated from Referred Pt's	2,256	181	2,075	1,329	45	0	701
PMF towards the Referral rev.	555.5	38.0	517.5	281.8	13.8	3.2	218.6
<b>% to Revenue</b>	<b>24.6%</b>	<b>21.0%</b>	<b>24.9%</b>	<b>21.2%</b>	<b>30.5%</b>		<b>31.2%</b>
<b>International Revenue</b>	<b>3,937.7</b>	<b>222.8</b>	<b>3,714.9</b>	<b>2,849.1</b>	<b>109.5</b>	<b>21.0</b>	<b>735.3</b>
<b>Ref Rev as % to International Rev</b>	<b>57.3%</b>	<b>81.1%</b>	<b>55.9%</b>	<b>46.7%</b>	<b>41.3%</b>	<b>0.0%</b>	<b>95.3%</b>

# Medical Consumption & Rent

Rent Expenses	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Hospital Premises	211.1	212.1	210.8	228.6	226.6	228.5	683.7	9.9%	10.8%	99.7%	99.7%
Non-Hospital Premises	43.1	47.4	32.6	36.3	34.4	35.5	106.2	-22.2%	-18.0%	89.6%	89.3%
<b>Rent Expenses - Total</b>	<b>254.2</b>	<b>259.5</b>	<b>243.3</b>	<b>264.9</b>	<b>261.0</b>	<b>264.1</b>	<b>790.0</b>	<b>4.1%</b>	<b>5.8%</b>	<b>98.2%</b>	<b>98.2%</b>
<b>% to Revenue</b>	<b>3.2%</b>	<b>3.2%</b>	<b>3.1%</b>	<b>3.2%</b>	<b>3.4%</b>	<b>3.2%</b>	<b>3.3%</b>				
Medical Consumption	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
IP Consumption	1239.7	1209.9	1198.5	1191.4	1166.7	1207.3	3565.5	5.5%	13.1%	88.9%	90.8%
OP Pharmacy Consumption	122.6	135.0	131.4	133.3	124.1	129.8	387.2	24.4%	29.8%	89.0%	90.4%
Lab Consumption	177.7	180.6	147.9	165.8	137.9	201.3	504.9	229.2%	202.7%		
Other Consumption	119.2	91.1	35.7	213.6	110.6	138.9	463.0	-32.8%	-20.5%	54.6%	62.3%
<b>Medical Consumption - Total</b>	<b>1659.1</b>	<b>1616.6</b>	<b>1513.5</b>	<b>1704.0</b>	<b>1539.3</b>	<b>1677.3</b>	<b>4920.6</b>	<b>10.6%</b>	<b>17.2%</b>	<b>95.4%</b>	<b>96.5%</b>
<b>% to Revenue</b>	<b>20.6%</b>	<b>20.0%</b>	<b>19.4%</b>	<b>20.7%</b>	<b>20.0%</b>	<b>20.1%</b>	<b>20.3%</b>				
Outsourced Med Services Expenses	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
BIDS (Only CDKD)	55.7	58.7	56.5	51.9	55.1	72.6	179.6	36.2%	13.1%	95.1%	79.3%
Metropolis (Only CDKD)	-34.2	101.1	92.1	93.9	80.7	67.0	241.7	-26.8%	-13.5%	50.6%	62.4%
Outside lab Diagnostics	81.3	79.9	68.6	72.1	62.6	68.2	202.9	-31.9%	-23.7%	131.3%	131.3%
Onco Share (LBN/CDKD)	0.0	0.0	0.0	0.0	0.0	0.0	0.0				
<b>Outsourced Expenses - Total</b>	<b>102.7</b>	<b>239.7</b>	<b>217.2</b>	<b>218.0</b>	<b>198.4</b>	<b>207.8</b>	<b>624.1</b>	<b>-15.2%</b>	<b>-11.4%</b>	<b>79.7%</b>	<b>81.3%</b>
<b>% to Revenue</b>	<b>1.3%</b>	<b>3.0%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>2.5%</b>	<b>2.6%</b>				



## Medical Consumption & Rent - Location wise (MTD)

Rent Expenses	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Hospital Premises	228.5	20.7	207.9	0.0	30.7	18.5	158.7	129.8	6.7	3.0	19.2
Non-Hospital Premises	35.5	15.2	20.3	3.3	8.4	0.8	7.9	7.1	0.0	0.1	0.7
<b>Rent Expenses - Total</b>	<b>264.1</b>	<b>35.9</b>	<b>228.2</b>	<b>3.3</b>	<b>39.1</b>	<b>19.3</b>	<b>166.6</b>	<b>136.9</b>	<b>6.7</b>	<b>3.1</b>	<b>19.9</b>
<b>% to Total Revenue</b>	<b>3.2%</b>	<b>2.0%</b>	<b>3.5%</b>	<b>0.1%</b>	<b>3.9%</b>	<b>3.5%</b>	<b>10.2%</b>	<b>9.3%</b>	<b>12.4%</b>	<b>16.1%</b>	<b>24.8%</b>
Medical Consumption	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
IP Consumption	1,207.3	282.7	924.6	511.2	129.9	56.8	226.7	205.9	0.0	1.2	19.7
OP Pharmacy Consumption	129.8	12.4	117.4	58.9	20.2	11.5	26.8	16.1	7.8	2.2	0.7
Lab Consumption	201.3	0.0	201.3	145.0	27.5	0.0	28.8	27.3	1.1	0.5	0.0
Other Consumption	138.9	19.1	119.8	56.1	8.6	28.1	27.0	26.3	0.4	0.0	0.4
<b>Medical Consumption - Total</b>	<b>1,677.3</b>	<b>314.2</b>	<b>1,363.1</b>	<b>771.2</b>	<b>186.2</b>	<b>96.4</b>	<b>309.3</b>	<b>275.5</b>	<b>9.2</b>	<b>3.9</b>	<b>20.8</b>
<b>% to Total Revenue</b>	<b>20.1%</b>	<b>17.3%</b>	<b>20.8%</b>	<b>23.8%</b>	<b>18.5%</b>	<b>17.4%</b>	<b>19.0%</b>	<b>18.7%</b>	<b>17.1%</b>	<b>20.4%</b>	<b>25.9%</b>
Outsourced Med Services Expenses	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
BIDS (Only CDKD)	72.6	72.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Metropolis (Only CDKD)	67.0	67.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Outside lab Diagnostics	68.2	27.5	40.7	15.9	1.8	10.6	12.4	9.5	1.3	0.7	0.8
Onco Share (LBN/CDKD)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Outsourced Expenses - Total</b>	<b>207.8</b>	<b>167.1</b>	<b>40.7</b>	<b>15.9</b>	<b>1.8</b>	<b>10.6</b>	<b>12.4</b>	<b>9.5</b>	<b>1.3</b>	<b>0.7</b>	<b>0.8</b>
<b>% to Total Revenue</b>	<b>2.5%</b>	<b>9.2%</b>	<b>0.6%</b>	<b>0.5%</b>	<b>0.2%</b>	<b>1.9%</b>	<b>0.8%</b>	<b>0.6%</b>	<b>2.4%</b>	<b>3.7%</b>	<b>1.0%</b>

## Medical Consumption & Rent - Location wise (YTD)

Rent Expenses	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Hospital Premises	683.7	60.0	623.8	0.0	92.0	55.7	476.0	389.4	20.0	9.0	57.6
Non-Hospital Premises	106.2	46.0	60.3	9.4	24.8	2.1	24.0	21.4	0.4	0.3	2.0
<b>Rent Expenses - Total</b>	<b>790.0</b>	<b>105.9</b>	<b>684.0</b>	<b>9.4</b>	<b>116.8</b>	<b>57.8</b>	<b>500.0</b>	<b>410.8</b>	<b>20.3</b>	<b>9.3</b>	<b>59.7</b>
<b>% to Total Revenue</b>	<b>3.3%</b>	<b>2.1%</b>	<b>3.6%</b>	<b>0.1%</b>	<b>3.8%</b>	<b>3.5%</b>	<b>10.8%</b>	<b>9.9%</b>	<b>12.7%</b>	<b>17.7%</b>	<b>23.1%</b>
Medical Consumption	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
IP Consumption	3,565.5	844.6	2,720.9	1,432.4	434.8	195.6	658.1	587.5	0.0	3.4	67.2
OP Pharmacy Consumption	387.2	34.7	352.5	186.1	58.4	35.9	72.1	43.3	21.8	4.9	2.1
Lab Consumption	504.9	0.0	504.9	343.2	85.9	0.0	75.8	74.1	1.1	0.7	0.0
Other Consumption	463.0	54.7	408.3	221.2	22.6	78.1	86.4	80.1	3.3	0.6	2.4
<b>Medical Consumption - Total</b>	<b>4,920.6</b>	<b>934.0</b>	<b>3,986.5</b>	<b>2,182.9</b>	<b>601.6</b>	<b>309.6</b>	<b>892.4</b>	<b>784.9</b>	<b>26.2</b>	<b>9.6</b>	<b>71.7</b>
<b>% to Total Revenue</b>	<b>20.2%</b>	<b>18.2%</b>	<b>20.8%</b>	<b>22.9%</b>	<b>19.5%</b>	<b>18.7%</b>	<b>19.3%</b>	<b>18.9%</b>	<b>16.3%</b>	<b>18.4%</b>	<b>27.8%</b>
Outsourced Med Services Expenses	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
BIDS (Only CDKD)	179.6	179.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Metropolis (Only CDKD)	241.7	241.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Outside lab Diagnostics	202.9	88.8	114.0	49.2	5.2	23.6	36.0	25.4	3.8	1.9	4.9
Onco Share (LBN/CDKD)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Outsourced Expenses - Total</b>	<b>624.1</b>	<b>510.1</b>	<b>114.0</b>	<b>49.2</b>	<b>5.2</b>	<b>23.6</b>	<b>36.0</b>	<b>25.4</b>	<b>3.8</b>	<b>1.9</b>	<b>4.9</b>
<b>% to Total Revenue</b>	<b>2.6%</b>	<b>10.0%</b>	<b>0.6%</b>	<b>0.5%</b>	<b>0.2%</b>	<b>1.4%</b>	<b>0.8%</b>	<b>0.6%</b>	<b>2.4%</b>	<b>3.7%</b>	<b>1.9%</b>

# IP Speciality wise consumption

Speciality Wise - Consumption	Trend							Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	YTD-18	Mar-17	YTD-17	Mar-18	YTD-18
<b>CARDIAC SCIENCES</b>	28.5%	28.0%	26.9%	26.4%	28.6%	24.9%	26.5%	-9.9%	-4.6%	97.6%	102.7%
Cardiothoracic	31.7%	24.8%	26.7%	26.0%	33.3%	25.3%	28.4%	5.7%	5.2%	97.6%	111.6%
Heart Transplant	23.2%	21.1%	18.4%	16.6%	25.5%	18.8%	20.4%	103.6%	120.7%	122.3%	124.3%
Lung Transplant	0.0%		20.4%	32.9%	15.0%	20.4%	22.2%			102.0%	144.4%
Major Angio	40.4%	34.7%	33.1%	31.3%	30.8%	32.6%	31.6%	-17.3%	2.9%	95.6%	92.3%
Minor Angio	21.8%	21.5%	22.6%	16.3%	14.9%	13.4%	14.8%	-44.9%	-28.9%	83.3%	91.6%
Medical Cardiology	15.5%	19.3%	16.0%	10.9%	18.0%	10.2%	12.8%	-64.2%	-60.3%	62.7%	76.4%
<b>HPB &amp; LIVER TRANSPLANTS</b>	21.2%	19.8%	19.7%	20.4%	18.8%	19.1%	19.5%	4.3%	11.0%	105.5%	106.5%
Liver Transplants	21.2%	20.3%	20.4%	23.0%	19.4%	17.3%	19.7%	10.8%	19.7%	113.9%	129.4%
HPB Surgeries	20.3%	21.5%	17.7%	19.2%	21.2%	31.3%	23.7%	20.0%	-6.4%	121.7%	90.8%
Hepatology	21.4%	18.0%	19.7%	16.7%	16.5%	16.8%	16.7%	-2.3%	15.7%	93.2%	92.4%
<b>GASTROENTEROLOGY</b>	14.1%	15.5%	14.4%	13.0%	12.7%	12.3%	12.7%	-3.6%	-0.4%	105.3%	108.3%
Surgical Gastro & Colorectal	12.7%	14.4%	13.6%	12.9%	12.7%	12.1%	12.6%	-14.3%	-2.5%	104.7%	107.4%
Bariatric Surgery	24.5%	27.7%	29.5%	27.0%	30.2%	24.6%	26.5%	12.3%	8.3%	107.0%	117.6%
Medical Gastro & Colorectal	14.8%	15.5%	12.4%	10.1%	10.4%	9.2%	9.9%	-5.8%	-9.5%	95.7%	103.5%
<b>NEURO SCIENCES</b>	17.2%	14.8%	14.4%	12.3%	15.8%	15.9%	14.7%	14.2%	4.9%	105.5%	96.9%
Neuro Surgery	17.0%	15.7%	15.6%	12.1%	14.1%	15.9%	13.9%	10.4%	-3.7%	105.8%	93.9%
Neurology	17.6%	11.4%	8.8%	13.2%	20.5%	16.2%	17.1%	31.5%	40.0%	104.4%	107.1%
<b>ORTHOPAEDICS</b>	24.5%	24.4%	24.1%	22.2%	23.9%	24.3%	23.4%	-15.8%	-16.7%	92.6%	89.8%
Joint Replacement	31.3%	47.4%	40.2%	36.9%	40.7%	35.8%	37.5%	-19.0%	-6.4%	83.7%	88.3%
Surgical Orthopaedic	22.6%	17.8%	18.9%	17.3%	19.3%	19.7%	18.8%	-1.1%	11.8%	105.6%	100.3%
Medical Orthopaedic	14.6%	9.5%	7.2%	5.5%	3.4%	7.6%	5.4%	-25.8%	-94.9%	38.3%	28.3%
<b>UROLOGY &amp; NEPHROLOGY</b>	15.3%	13.9%	15.4%	13.1%	12.8%	13.4%	13.1%	-14.1%	-20.7%	88.0%	86.7%
Renal Transplant	22.9%	21.0%	21.7%	23.9%	22.8%	24.9%	23.8%	4.6%	22.9%	107.8%	105.4%
Urology Surgical	7.5%	11.8%	10.0%	8.5%	9.2%	10.4%	9.5%	-9.4%	-33.7%	83.5%	76.2%
Nephrology	14.5%	11.0%	13.5%	10.5%	9.8%	10.5%	10.3%	-20.4%	-37.0%	82.3%	80.9%
<b>ONCOLOGY</b>	21.2%	19.6%	19.4%	19.4%	18.5%	18.2%	18.7%	-19.8%	-15.3%	90.6%	91.5%
Surgical Oncology	15.2%	14.9%	15.7%	20.7%	15.6%	17.4%	17.3%	21.1%	40.7%	117.3%	115.4%
Medical Oncology	34.1%	27.7%	25.3%	27.1%	30.5%	25.4%	27.5%	-27.7%	-16.9%	78.8%	85.1%
BMT	21.5%	30.7%	24.7%	12.0%	17.2%	18.6%	16.6%	-24.4%	-20.0%	90.5%	70.3%
Radiation Oncology	0.8%	0.7%	0.4%	0.6%	0.7%	0.5%	0.6%	-34.9%	-15.1%	60.1%	97.0%
<b>GYNAECOLOGY</b>	8.6%	10.1%	10.2%	8.2%	8.5%	7.8%	8.1%	-23.7%	-26.3%	78.5%	83.2%
<b>GENERAL MEDICINE/CRITICAL CARE</b>	9.4%	10.8%	10.1%	10.4%	11.3%	8.8%	10.1%	-27.1%	-34.9%	125.2%	146.5%
<b>PLASTIC SURGERY</b>	8.6%	10.5%	7.3%	10.7%	11.3%	10.9%	11.0%	8.4%	9.9%	119.2%	119.1%
<b>VASCULAR SURGERY</b>	14.4%	17.3%	22.4%	17.2%	13.6%	16.2%	16.0%	7.3%	-12.5%	101.0%	99.1%
<b>OPHTHALMOLOGY</b>	15.8%	20.9%	33.4%	26.4%	33.1%	13.2%	21.2%	98.0%	91.7%	43.9%	66.7%
<b>PULMONOLOGY</b>	11.6%	9.8%	8.9%	9.3%	9.8%	7.8%	9.0%	-36.3%	-21.3%	60.8%	70.0%
<b>OTHERS</b>	-22.2%	10.9%	5.0%	43.8%	41.6%	8.4%	30.0%	-71.0%	16.5%	40.6%	146.0%
<b>Total</b>	18.0%	17.7%	18.3%	17.1%	18.8%	18.0%	18.0%	0.7%	-1.1%	103.3%	103.1%

## IP Speciality wise consumption - Location wise (MTD)

Speciality Wise - Consumption	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>CARDIAC SCIENCES</b>	<b>24.9%</b>	<b>28.1%</b>	<b>24.2%</b>	<b>22.0%</b>	<b>29.8%</b>	<b>19.8%</b>	<b>27.7%</b>
Cardiothoracic	25.3%	22.6%	26.1%	22.7%	33.1%	18.2%	81.0%
Heart Transplant	18.8%		18.8%	18.8%			
Lung Transplant	20.4%		20.4%	20.4%			
Major Angio	32.6%	40.0%	30.7%	31.4%	29.7%	29.6%	31.7%
Minor Angio	13.4%	19.3%	11.8%	12.8%	21.8%	8.2%	14.7%
Medical Cardiology	10.2%	13.0%	9.5%	9.1%	8.0%	6.5%	10.8%
<b>HPB &amp; LIVER TRANSPLANTS</b>	<b>19.1%</b>	<b>19.9%</b>	<b>19.0%</b>	<b>20.2%</b>	<b>14.8%</b>		<b>20.0%</b>
Liver Transplants	17.3%	24.9%	16.6%	16.8%	14.9%		18.0%
HPB Surgeries	31.3%	15.2%	31.6%	32.6%	7.2%		28.6%
Hepatology	16.8%	17.2%	16.6%	17.4%	14.6%		
<b>GASTROENTEROLOGY</b>	<b>12.3%</b>	<b>10.0%</b>	<b>13.2%</b>	<b>12.5%</b>	<b>14.8%</b>	<b>10.6%</b>	<b>13.1%</b>
Surgical Gastro & Colorectal	12.1%	11.6%	12.3%	12.7%	11.9%	11.9%	12.5%
Bariatric Surgery	24.6%	40.6%	22.1%	12.7%	29.6%		12.4%
Medical Gastro & Colorectal	9.2%	3.3%	11.9%	11.7%	9.8%	7.5%	13.9%
<b>NEURO SCIENCES</b>	<b>15.9%</b>	<b>26.2%</b>	<b>14.0%</b>	<b>15.8%</b>	<b>9.5%</b>	<b>9.4%</b>	<b>13.2%</b>
Neuro Surgery	15.9%	27.3%	14.7%	15.8%	7.8%	10.4%	14.0%
Neurology	16.2%	25.3%	10.9%	16.5%	10.3%	7.9%	9.4%
<b>ORTHOPAEDICS</b>	<b>24.3%</b>	<b>25.5%</b>	<b>23.1%</b>	<b>22.7%</b>	<b>30.2%</b>	<b>20.9%</b>	<b>17.8%</b>
Joint Replacement	35.8%	36.6%	34.4%	27.0%	50.8%		32.4%
Surgical Orthopaedic	19.7%	19.0%	20.2%	22.0%	24.7%	20.9%	8.5%
Medical Orthopaedic	7.6%	9.7%	1.9%	0.0%			4.7%
<b>UROLOGY &amp; NEPHROLOGY</b>	<b>13.4%</b>	<b>13.6%</b>	<b>13.3%</b>	<b>18.8%</b>	<b>6.9%</b>	<b>7.8%</b>	<b>13.2%</b>
Renal Transplant	24.9%	25.7%	24.6%	25.9%	11.5%		25.2%
Urology Surgical	10.4%	12.0%	9.3%	12.7%	5.0%	7.0%	9.0%
Nephrology	10.5%	11.9%	9.3%	17.3%	6.9%	8.5%	5.6%
<b>ONCOLOGY</b>	<b>18.2%</b>	<b>17.6%</b>	<b>18.2%</b>	<b>22.0%</b>	<b>10.9%</b>	<b>11.8%</b>	<b>13.1%</b>
Surgical Oncology	17.4%	15.0%	17.5%	19.8%	4.3%	4.0%	8.4%
Medical Oncology	25.4%	19.0%	25.9%	28.7%	12.5%	15.1%	25.9%
BMT	18.6%	22.8%	18.2%	18.2%			
Radiation Oncology	0.5%		0.5%				0.5%
<b>GYNAECOLOGY</b>	<b>7.8%</b>	<b>7.7%</b>	<b>7.8%</b>	<b>9.3%</b>	<b>0.0%</b>	<b>5.0%</b>	<b>3.6%</b>
<b>GENERAL MEDICINE/CRITICAL CARE</b>	<b>8.8%</b>	<b>7.6%</b>	<b>9.3%</b>	<b>5.7%</b>	<b>5.6%</b>	<b>8.9%</b>	<b>12.1%</b>
<b>PLASTIC SURGERY</b>	<b>10.9%</b>		<b>10.9%</b>	<b>7.6%</b>	<b>4.6%</b>	<b>14.8%</b>	<b>15.5%</b>
<b>VASCULAR SURGERY</b>	<b>16.2%</b>	<b>18.8%</b>	<b>15.9%</b>	<b>1.6%</b>		<b>13.9%</b>	<b>48.6%</b>
<b>OPHTHALMOLOGY</b>	<b>13.2%</b>		<b>13.2%</b>	<b>13.2%</b>			
<b>PULMONOLOGY</b>	<b>7.8%</b>	<b>11.9%</b>	<b>6.6%</b>	<b>7.7%</b>	<b>6.7%</b>		<b>5.1%</b>
<b>OTHERS</b>	<b>8.4%</b>	<b>34.6%</b>	<b>-6.2%</b>	<b>8.3%</b>		<b>15.1%</b>	<b>19.2%</b>
<b>Total</b>	<b>18.0%</b>	<b>18.6%</b>	<b>17.8%</b>	<b>20.2%</b>	<b>15.5%</b>	<b>12.5%</b>	<b>16.5%</b>

## IP Speciality wise consumption - Location wise (YTD)

Speciality Wise - Consumption	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>CARDIAC SCIENCES</b>	<b>26.5%</b>	<b>27.5%</b>	<b>26.3%</b>	<b>25.3%</b>	<b>32.4%</b>	<b>22.5%</b>	<b>25.3%</b>
Cardiothoracic	28.4%	23.0%	30.1%	30.3%	34.6%	36.3%	20.5%
Heart Transplant	20.4%		20.4%	21.0%	13.9%		
Lung Transplant	22.2%		22.2%	22.2%			
Major Angio	31.6%	41.5%	29.5%	26.6%	35.2%	31.2%	26.5%
Minor Angio	14.8%	19.1%	13.4%	17.4%	23.9%	9.1%	10.7%
Medical Cardiology	12.8%	10.7%	13.3%	8.3%	7.7%	9.7%	18.3%
<b>HPB &amp; LIVER TRANSPLANTS</b>	<b>19.5%</b>	<b>18.4%</b>	<b>19.6%</b>	<b>21.1%</b>	<b>15.2%</b>		<b>20.8%</b>
Liver Transplants	19.7%	20.8%	19.6%	22.6%	15.3%		16.9%
HPB Surgeries	23.7%	18.8%	23.8%	22.8%	14.4%		29.0%
Hepatology	16.7%	17.1%	16.4%	17.0%	15.0%		
<b>GASTROENTEROLOGY</b>	<b>12.7%</b>	<b>10.3%</b>	<b>13.5%</b>	<b>13.0%</b>	<b>13.5%</b>	<b>10.3%</b>	<b>14.8%</b>
Surgical Gastro & Colorectal	12.6%	12.2%	12.7%	15.7%	11.3%	11.1%	12.7%
Bariatric Surgery	26.5%	39.9%	25.3%	18.9%	27.5%		23.4%
Medical Gastro & Colorectal	9.9%	4.9%	11.8%	5.4%	9.5%	7.9%	15.9%
<b>NEURO SCIENCES</b>	<b>14.7%</b>	<b>21.8%</b>	<b>13.4%</b>	<b>13.0%</b>	<b>12.1%</b>	<b>10.9%</b>	<b>14.7%</b>
Neuro Surgery	13.9%	18.2%	13.5%	12.7%	13.1%	9.3%	15.5%
Neurology	17.1%	24.9%	12.6%	15.7%	11.0%	12.7%	9.6%
<b>ORTHOPAEDICS</b>	<b>23.4%</b>	<b>26.8%</b>	<b>20.6%</b>	<b>20.4%</b>	<b>27.3%</b>	<b>21.3%</b>	<b>15.3%</b>
Joint Replacement	37.5%	39.6%	33.2%	29.4%	41.3%		31.3%
Surgical Orthopaedic	18.8%	19.1%	18.7%	19.9%	22.8%	21.5%	9.6%
Medical Orthopaedic	5.4%	8.6%	1.7%	0.0%	13.0%	3.0%	2.7%
<b>UROLOGY &amp; NEPHROLOGY</b>	<b>13.1%</b>	<b>15.1%</b>	<b>12.1%</b>	<b>14.1%</b>	<b>7.5%</b>	<b>9.0%</b>	<b>13.5%</b>
Renal Transplant	23.8%	25.7%	22.7%	27.4%	9.7%	14.9%	25.7%
Urology Surgical	9.5%	10.8%	8.8%	11.0%	5.8%	6.8%	8.6%
Nephrology	10.3%	11.8%	9.5%	11.5%	7.4%	9.5%	7.8%
<b>ONCOLOGY</b>	<b>18.7%</b>	<b>16.5%</b>	<b>19.0%</b>	<b>22.7%</b>	<b>11.2%</b>	<b>8.9%</b>	<b>14.8%</b>
Surgical Oncology	17.3%	16.4%	17.4%	19.0%	23.6%	5.2%	8.8%
Medical Oncology	27.5%	19.8%	28.7%	34.8%	6.6%	10.6%	30.4%
BMT	16.6%	11.8%	22.3%	22.3%			
Radiation Oncology	0.6%		0.6%	0.0%			0.6%
<b>GYNAECOLOGY</b>	<b>8.1%</b>	<b>7.6%</b>	<b>8.3%</b>	<b>9.8%</b>	<b>2.7%</b>	<b>5.5%</b>	<b>5.5%</b>
<b>GENERAL MEDICINE/CRITICAL CARE</b>	<b>10.1%</b>	<b>10.8%</b>	<b>9.9%</b>	<b>8.3%</b>	<b>7.4%</b>	<b>10.2%</b>	<b>11.3%</b>
<b>PLASTIC SURGERY</b>	<b>11.0%</b>	<b>15.5%</b>	<b>10.5%</b>	<b>10.2%</b>	<b>5.5%</b>	<b>15.9%</b>	<b>11.2%</b>
<b>VASCULAR SURGERY</b>	<b>16.0%</b>	<b>16.9%</b>	<b>15.9%</b>	<b>8.1%</b>	<b>1.5%</b>	<b>16.5%</b>	<b>38.6%</b>
<b>OPHTHALMOLOGY</b>	<b>21.2%</b>	<b>3.6%</b>	<b>22.0%</b>	<b>22.0%</b>			
<b>PULMONOLOGY</b>	<b>9.0%</b>	<b>9.4%</b>	<b>9.0%</b>	<b>10.7%</b>	<b>7.1%</b>	<b>8.8%</b>	<b>6.4%</b>
<b>OTHERS</b>	<b>30.0%</b>	<b>74.0%</b>	<b>12.3%</b>	<b>8.0%</b>		<b>11.7%</b>	<b>21.4%</b>
<b>Total</b>	<b>18.0%</b>	<b>19.6%</b>	<b>17.5%</b>	<b>18.8%</b>	<b>16.8%</b>	<b>14.2%</b>	<b>16.6%</b>

# Employee Cost

Employee Cost	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>Salary</b>	1,241.9	1,245.2	1,148.5	1,344.1	1,364.9	1,332.6	4,041.5	17.7%	15.3%	88.1%	89.2%
DMO's & RMO's	186.5	187.4	190.4	192.4	197.9	182.8	573.1	114.3%	104.7%	92.7%	96.9%
Nurses	349.4	349.6	345.2	377.8	385.5	376.7	1,139.9	21.0%	19.0%	116.6%	117.9%
Medical Services	241.0	240.2	235.0	269.0	275.1	269.1	813.2	24.1%	23.7%	111.8%	112.7%
Support Services	534.4	538.4	449.7	521.7	524.2	521.8	1,567.7	-1.5%	-2.7%	106.9%	107.1%
Statutory Expenses	61.5	63.9	79.0	81.5	63.1	51.1	195.7	-13.5%	11.7%	35.6%	45.4%
Uniform Cost	4.8	3.6	2.6	0.0	2.3	6.3	8.6	270.0%	139.4%		
Staff Welfare	34.8	14.9	11.3	9.8	8.4	6.7	24.9	-54.1%	-47.7%		
Recruitment Expenses	2.2	-0.4	0.4	2.2	0.0	3.2	5.4	702.9%	44.7%		
Other Costs	21.4	22.7	-41.0	15.3	9.9	16.3	41.5	-19.8%	-42.4%	9.3%	8.0%
<b>Total Employee Cost</b>	<b>1,436.0</b>	<b>1,420.3</b>	<b>1,272.5</b>	<b>1,469.6</b>	<b>1,466.4</b>	<b>1,433.9</b>	<b>4,370.0</b>	<b>15.7%</b>	<b>14.8%</b>	<b>91.5%</b>	<b>93.2%</b>
<b>% to Total Revenue</b>	<b>17.9%</b>	<b>17.6%</b>	<b>16.3%</b>	<b>17.8%</b>	<b>19.1%</b>	<b>17.2%</b>	<b>18.0%</b>				

Employee Head Count	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
DMO's & RMO's	290	288	296	314	313	297	308	42.8%	68.6%	92.0%	95.4%
Nurses	1,528	1,533	1,520	1,536	1,533	1,522	1,530	6.1%	6.22%	95.5%	96.1%
Medical Services	863	862	851	847	842	837	842	7.3%	9.4%	90.7%	91.3%
Support Services	1,607	1,617	1,606	1,606	1,615	1,610	1,610	-3.7%	-5.3%	90.8%	90.9%
<b>Employee Head Count Total</b>	<b>4,288</b>	<b>4,300</b>	<b>4,273</b>	<b>4,303</b>	<b>4,303</b>	<b>4,266</b>	<b>4,291</b>	<b>4.2%</b>	<b>4.8%</b>	<b>92.5%</b>	<b>93.1%</b>

Employee Salary/Headcount	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
DMO's & RMO's	0.64	0.65	0.64	0.61	0.63	0.62	0.62	50.1%	19.7%	100.9%	101.7%
Nurses	0.23	0.23	0.23	0.25	0.25	0.25	0.25	14.1%	12.1%	122.2%	122.8%
Medical Services	0.28	0.28	0.28	0.32	0.33	0.32	0.32	15.7%	13.1%	123.3%	123.4%
Support Services	0.33	0.33	0.28	0.32	0.32	0.32	0.32	2.3%	2.8%	117.7%	117.8%
<b>Employee Salary/Headcount Total</b>	<b>0.29</b>	<b>0.29</b>	<b>0.27</b>	<b>0.31</b>	<b>0.32</b>	<b>0.31</b>	<b>0.31</b>	<b>13.0%</b>	<b>10.0%</b>	<b>95.2%</b>	<b>95.8%</b>

## Inferences:

Corporate head counts of 51 in Mar 18 not included in above table.

### New Employee Acquisition / Attrition mainly in

CHN +12( Nurses +6 ,Medical Ser +2 ,Support +2, DMO +2)

LBN -7 (Nurses -1 ,Medical Ser +0 ,Support -2, DMO -4)

BGS -14(Nurses -2,Medical Ser -2 ,Support -5, DMO -5)

LKP - 18(Nurses -5, Medical Ser +0, Support -6, DMO -7)

CDKD -4(Nurses -7, Medical Ser -1, Support +4, DMO -0)

## Employee Cost - Location wise (MTD)

Employee Cost	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>Salary</b>	<b>1,332.6</b>	<b>256.5</b>	<b>1,076.1</b>	<b>471.5</b>	<b>199.2</b>	<b>130.1</b>	<b>275.4</b>
DMO's & RMO's	182.8	54.3	128.5	73.3	11.3	7.0	36.9
Nurses	376.7	78.1	298.6	135.1	51.8	41.5	70.2
Medical Services	269.1	43.0	226.1	107.4	39.9	25.9	52.9
Support Services	521.8	81.0	440.8	173.6	96.2	55.7	115.3
Statutory Expenses	51.1	24.0	27.1	9.3	0.0	0.0	17.8
Uniform Cost	6.3	0.0	6.3	6.3	0.0	0.0	0.0
Staff Welfare	6.7	4.6	2.1	0.4	0.0	0.4	1.3
Recruitment Expenses	3.2	3.2	0.0	0.0	0.0	0.0	0.0
Other Costs	16.3	0.0	16.3	9.6	0.0	0.0	6.7
<b>Total Employee Cost</b>	<b>1,433.9</b>	<b>288.2</b>	<b>1,145.7</b>	<b>514.9</b>	<b>199.2</b>	<b>130.5</b>	<b>301.1</b>
<b>% to Total Revenue</b>	<b>17.1%</b>	<b>15.9%</b>	<b>17.5%</b>	<b>15.9%</b>	<b>19.7%</b>	<b>23.5%</b>	<b>18.5%</b>

Employee Head Count	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
DMO's & RMO's	297	74	223	109	24	26	64
Nurses	1,522	298	1,224	514	215	153	342
Medical Services	837	128	709	325	123	90	171
Support Services	1,610	189	1,421	557	294	206	364
<b>Employee Head Count Total</b>	<b>4,266</b>	<b>689</b>	<b>3,577</b>	<b>1,505</b>	<b>656</b>	<b>475</b>	<b>941</b>

Employee Salary/Headcount	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
DMO's & RMO's	0.62	0.73	0.58	0.67	0.47	0.27	0.58
Nurses	0.25	0.26	0.24	0.26	0.24	0.27	0.21
Medical Services	0.32	0.34	0.32	0.33	0.32	0.29	0.31
Support Services	0.32	0.43	0.31	0.31	0.33	0.27	0.32
<b>Employee Salary/Headcount Total</b>	<b>0.31</b>	<b>0.37</b>	<b>0.30</b>	<b>0.33</b>	<b>0.30</b>	<b>0.27</b>	<b>0.29</b>

### Inferences:

- Salary per Employee higher in CDKD & CHN when compared to other locations

## Employee Cost - Location wise (YTD)

Employee Cost	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
<b>Salary</b>	<b>4,041.5</b>	<b>801.1</b>	<b>3,240.5</b>	<b>1,375.6</b>	<b>630.5</b>	<b>382.2</b>	<b>852.2</b>
DMO's & RMO's	573.1	160.9	412.1	227.5	44.1	25.1	115.5
Nurses	1,139.9	249.8	890.2	385.8	170.0	118.6	215.8
Medical Services	813.2	133.4	679.8	312.2	126.1	76.8	164.7
Support Services	1,567.7	257.0	1,310.7	502.5	290.4	161.7	356.2
Statutory Expenses	195.7	71.8	123.9	28.1	0.0	15.7	80.1
Uniform Cost	8.6	0.0	8.6	8.3	0.0	0.3	0.0
Staff Welfare	24.9	13.2	11.7	6.8	0.0	1.1	3.8
Recruitment Expenses	5.4	5.3	0.1	0.0	0.0	0.0	0.1
Other Costs	41.5	-2.0	43.4	25.3	0.0	-2.2	20.3
<b>Total Employee Cost</b>	<b>4,370.0</b>	<b>889.5</b>	<b>3,480.5</b>	<b>1,496.5</b>	<b>630.5</b>	<b>397.1</b>	<b>956.4</b>
<b>% to Total Revenue</b>	<b>18.0%</b>	<b>17.4%</b>	<b>18.2%</b>	<b>15.7%</b>	<b>20.4%</b>	<b>23.9%</b>	<b>20.7%</b>

Employee Head Count	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
DMO's & RMO's	308	75	233	110	29	28	66
Nurses	1,530	307	1,223	510	215	153	346
Medical Services	842	130	712	325	123	90	174
Support Services	1,610	188	1,422	553	297	207	366
<b>Employee Head Count Total</b>	<b>4,291</b>	<b>700</b>	<b>3,591</b>	<b>1,497</b>	<b>664</b>	<b>477</b>	<b>952</b>

Employee Salary/Headcount	Location Wise						
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR
DMO's & RMO's	0.62	0.76	0.59	0.69	0.50	0.30	0.58
Nurses	0.25	0.26	0.24	0.25	0.26	0.26	0.21
Medical Services	0.32	0.33	0.32	0.32	0.34	0.28	0.32
Support Services	0.32	0.46	0.31	0.30	0.33	0.26	0.32
<b>Employee Salary/Headcount Total</b>	<b>0.31</b>	<b>0.38</b>	<b>0.30</b>	<b>0.32</b>	<b>0.32</b>	<b>0.27</b>	<b>0.30</b>



## Doctor Cost

Doctor Cost	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Fixed Consultant Cost	1616.6	1627.5	1628.8	1694.9	1685.7	1696.1	5076.7	7.9%	14.3%	98.4%	98.2%
Visiting Consultant Cost	254.6	254.1	243.5	247.5	234.6	267.9	750.1	6.4%	9.1%		
Variable Cost	97.2	99.7	101.5	123.8	120.4	133.5	377.7	31.7%	26.4%	33.4%	32.4%
<b>Doctor Cost Total</b>	<b>1968.5</b>	<b>1981.4</b>	<b>1973.8</b>	<b>2066.3</b>	<b>2040.8</b>	<b>2097.5</b>	<b>6204.5</b>	<b>9.0%</b>	<b>14.3%</b>	<b>98.8%</b>	<b>97.9%</b>
<b>% to Revenue</b>	<b>24.5%</b>	<b>24.5%</b>	<b>25.3%</b>	<b>25.1%</b>	<b>26.6%</b>	<b>25.1%</b>	<b>25.6%</b>				

Doctors Head Count	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Fixed Consultants	538	526	528	524	522	530	525	-4.2%	-2.8%	90.9%	90.1%
Visiting Consultants	225	247	238	274	271	245	263	19.5%	31.7%	93.5%	100.5%
<b>Doctors Head Count Total</b>	<b>763</b>	<b>773</b>	<b>766</b>	<b>798</b>	<b>793</b>	<b>775</b>	<b>789</b>	<b>2.2%</b>	<b>6.5%</b>	<b>91.7%</b>	<b>93.3%</b>

## Doctor Cost - Location wise (MTD)

Doctor Cost	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Fixed Consultant Cost	1,696.1	199.1	1,497.0	736.9	239.7	162.9	357.4	310.1	14.1	6.6	26.7
Visiting Consultant Cost	267.9	217.7	50.2	24.7	0.0	5.0	20.5	12.9	0.0	0.0	7.6
Variable Cost	133.5	24.8	108.7	32.9	51.6	0.0	24.3	13.0	9.3	2.0	0.0
<b>Doctor Cost Total</b>	<b>2,097.5</b>	<b>441.6</b>	<b>1,655.9</b>	<b>794.5</b>	<b>291.3</b>	<b>167.9</b>	<b>402.2</b>	<b>336.0</b>	<b>23.4</b>	<b>8.5</b>	<b>34.3</b>
<b>% to Revenue</b>	<b>25.1%</b>	<b>24.4%</b>	<b>25.3%</b>	<b>24.5%</b>	<b>28.9%</b>	<b>30.3%</b>	<b>24.7%</b>	<b>22.8%</b>	<b>43.5%</b>	<b>44.4%</b>	<b>42.8%</b>

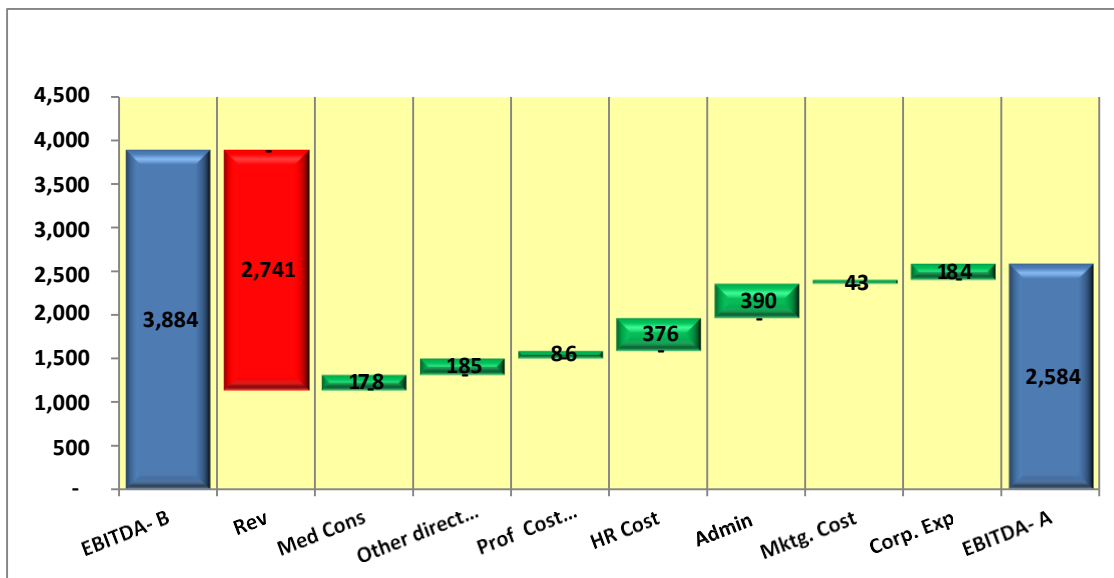
  

Doctors Head Count	Location Wise										
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR	BGS	VGH	RGH	RR
Fixed Consultants	530	61	469	186	76	60	147	109	16	6	16
Visiting Consultants	245	132	113	14	13	8	78	15	37	9	17
<b>Doctors Head Count Total</b>	<b>775</b>	<b>193</b>	<b>582</b>	<b>200</b>	<b>89</b>	<b>68</b>	<b>225</b>	<b>124</b>	<b>53</b>	<b>15</b>	<b>33</b>

## Doctor Cost - Location wise (YTD)

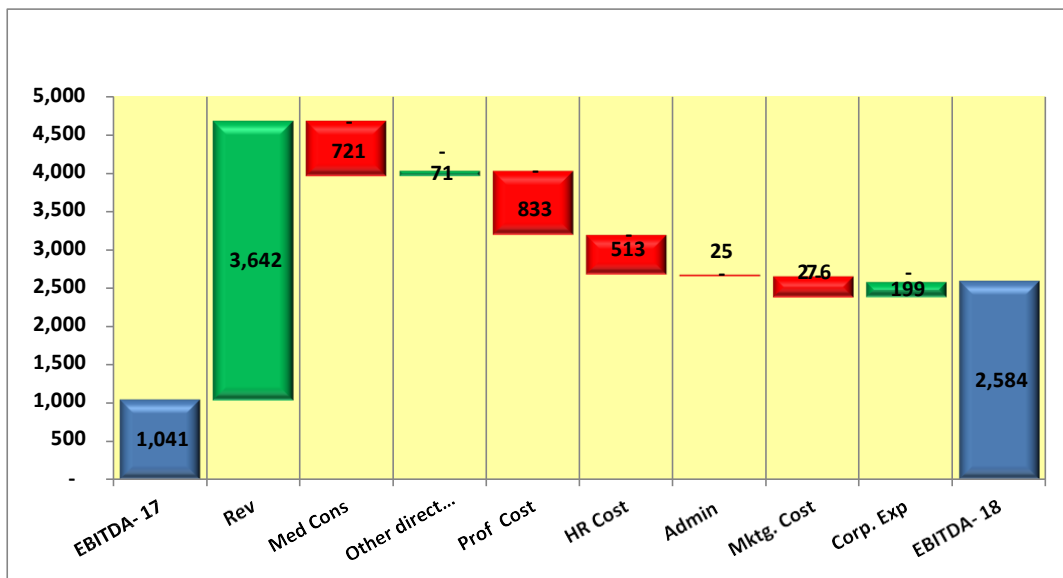
Doctor Cost	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Fixed Consultant Cost	5,076.7	600.2	4,476.5	2,164.8	692.8	513.0	1,105.9	968.7	42.6	19.9	74.6
Visiting Consultant Cost	750.1	617.7	132.4	58.4	0.0	10.5	63.5	39.0	0.0	0.0	24.5
Variable Cost	377.7	53.3	324.4	92.9	144.6	5.2	81.8	48.3	29.6	3.9	0.0
<b>Doctor Cost Total</b>	<b>6,204.5</b>	<b>1,271.2</b>	<b>4,933.3</b>	<b>2,316.0</b>	<b>837.4</b>	<b>528.7</b>	<b>1,251.2</b>	<b>1,056.0</b>	<b>72.2</b>	<b>23.8</b>	<b>0.0</b>
<b>% to Revenue</b>	<b>25.5%</b>	<b>24.8%</b>	<b>25.8%</b>	<b>24.3%</b>	<b>27.1%</b>	<b>31.9%</b>	<b>27.1%</b>	<b>25.4%</b>	<b>45.1%</b>	<b>45.4%</b>	<b>0.0%</b>
Doctors Head Count	Location Wise							BGS	VGH	RGH	RR
	GH Group	CDKD	RGE	CHN	LKP	LBN	BLR				
Fixed Consultants	525	64	461	177	76	62	146	109	16	6	15
Visiting Consultants	263	135	128	14	13	8	93	16	52	7	18
<b>Doctors Head Count Total</b>	<b>789</b>	<b>199</b>	<b>589</b>	<b>191</b>	<b>89</b>	<b>70</b>	<b>239</b>	<b>124</b>	<b>68</b>	<b>14</b>	<b>33</b>

## EBITDA Waterfall Chart – Group YTD Mar'18-A vs Mar'18-B



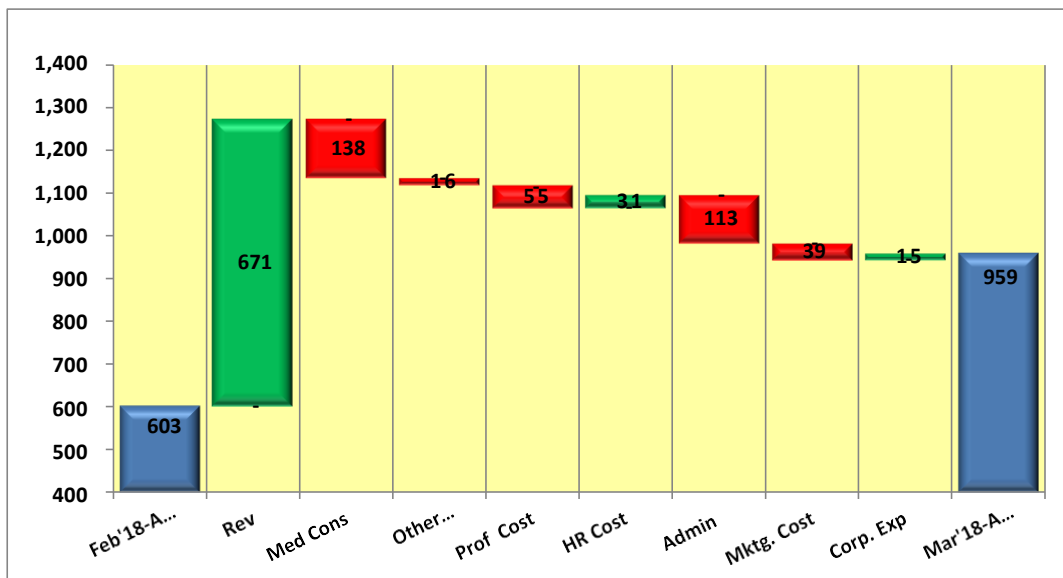
Particulars	YTD		Variance
	Mar'18-A	Mar'18-B	
Rev	24,304	27,045	-2,741
Med Cons	4,921	5,099	178
Other direct Cost*	877	1,062	185
Prof Cost	6,263	6,348	86
HR Cost	4,337	4,713	376
Admin	3,553	3,943	390
Mktg. Cost	1,452	1,495	43
Corp. Exp	318	502	184
<b>EBITDA</b>	<b>2,584</b>	<b>3,884</b>	<b>-1,300</b>
* Outsourced services and Diet charges			INR Lakhs

## EBITDA Waterfall Chart – Group YTD Mar'18-A vs Mar'17-A



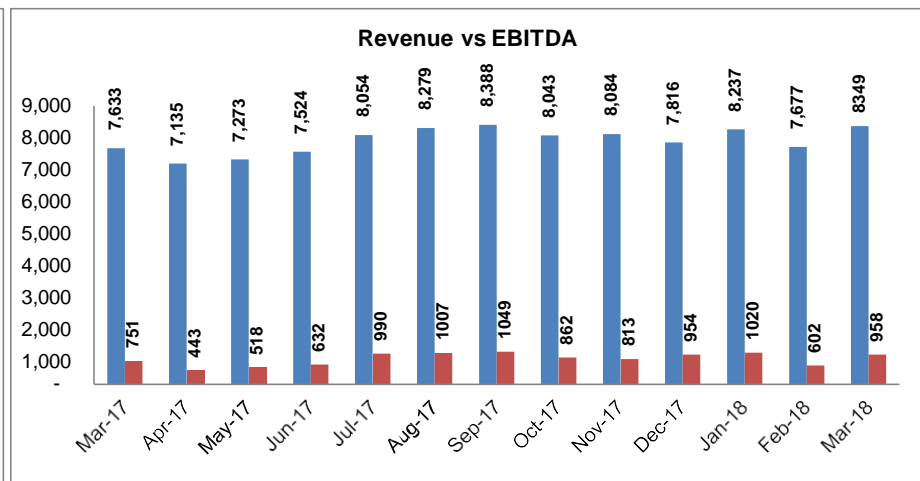
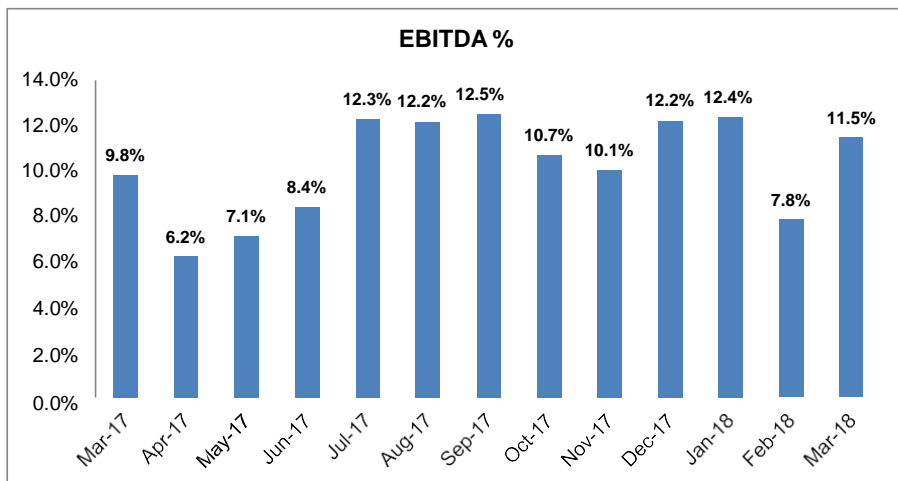
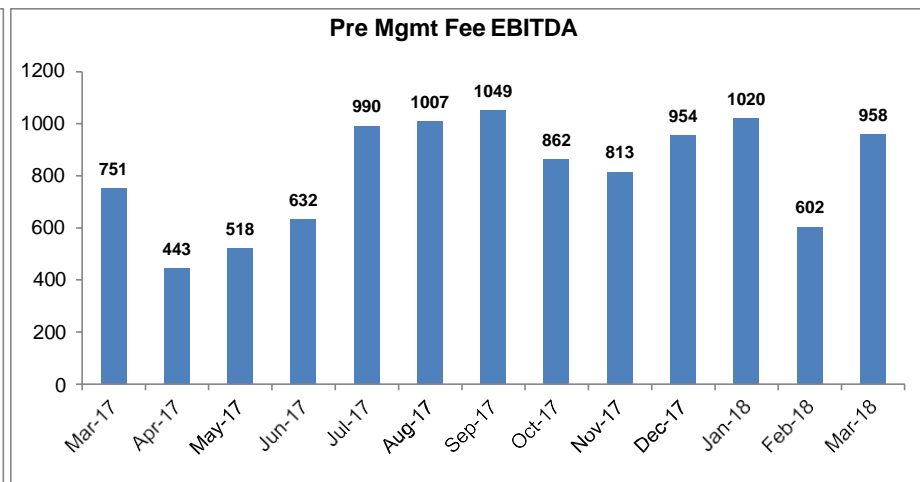
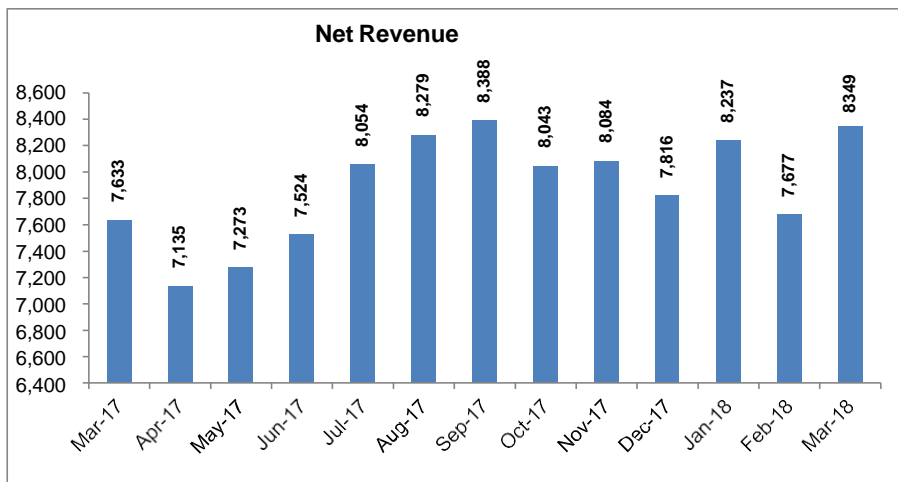
	CY18 - A	CY17 - A	
	YTD	YTD	
Particulars	Mar'18-A	Mar'17-A	Variance
Rev	24,304	20,662	3,642
Med Cons	4,921	4,199	-721
Other direct Cost*	877	948	71
Prof Cost	6,263	5,430	-833
HR Cost	4,337	3,824	-513
Admin	3,553	3,528	-25
Mktg. Cost	1,452	1,177	-276
Corp. Exp	318	516	199
<b>EBITDA</b>	<b>2,584</b>	<b>1,041</b>	<b>1,543</b>
* Outsourced services and Diet charges			INR Lakhs

## EBITDA Waterfall Chart – Group Mar'18-A vs Feb'18-A

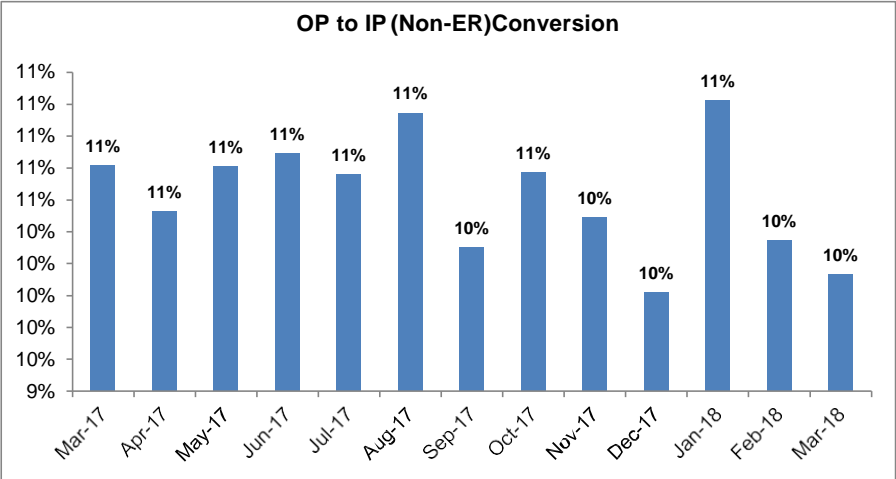
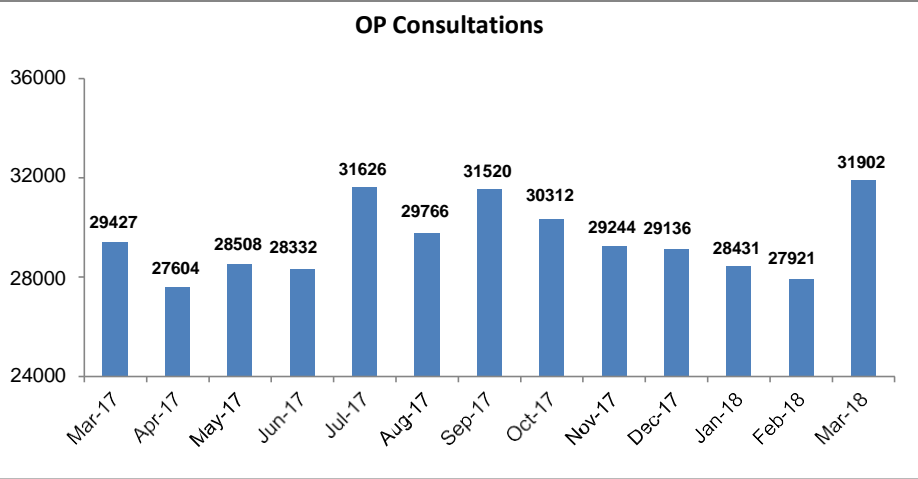
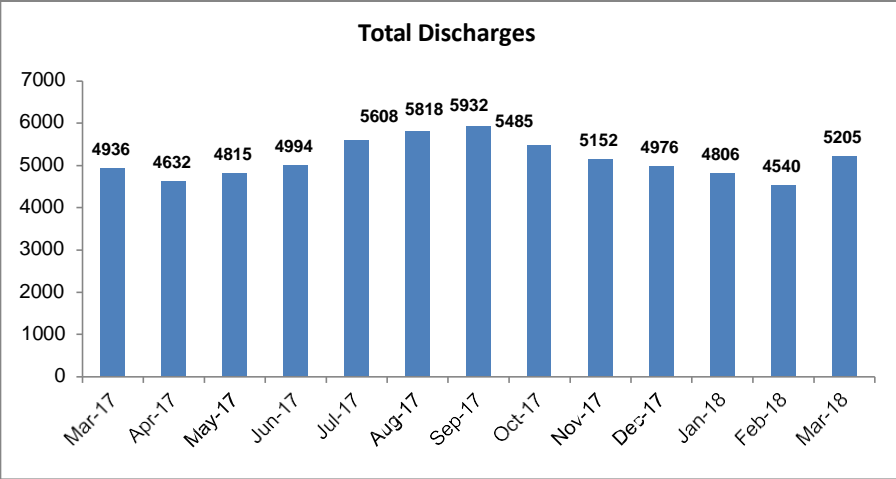


	CY18 - A		
	Mar'18-A	Feb'18-A	
Particulars	Mar'18-A	Feb'18-A	Variance
Rev	8,362	7,691	671
Med Cons	1,677	1,539	-138
Other direct Cost*	297	280	-16
Prof Cost	2,115	2,061	-55
HR Cost	1,423	1,454	31
Admin	1,282	1,169	-113
Mktg. Cost	498	458	-39
Corp. Exp	110	126	15
<b>EBITDA</b>	<b>959</b>	<b>603</b>	<b>356</b>
* Outsourced services and Diet charges			INR Lakhs

# Trend Graphs: Revenue and EBITDA



# Trend Graphs: IP/OP Count & Conversion



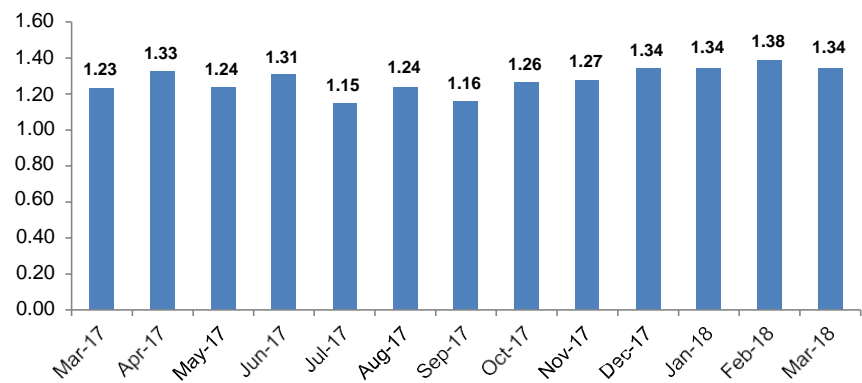
**Inferences:**

-

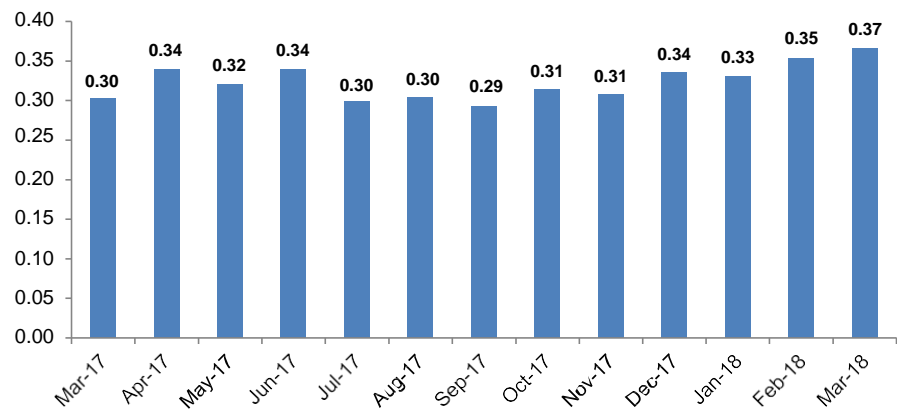


# Trend Graphs: ARPP/ARPOB/ALOS

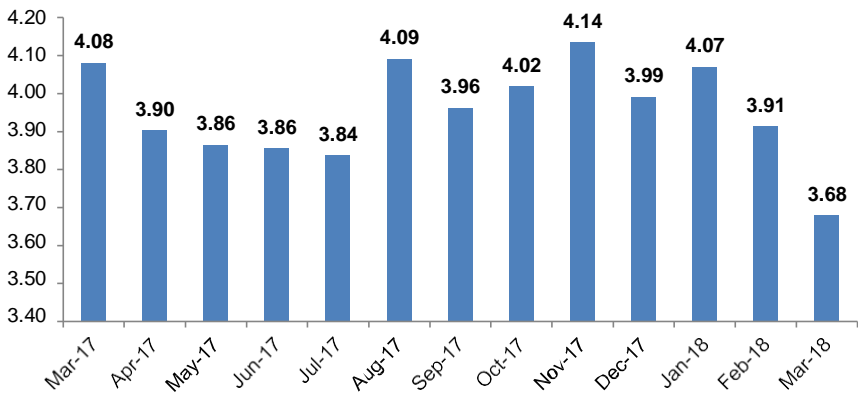
ARPP



ARPOB



ALOS



## Inferences:

•

# Trade Receivables

## Net Debtors as on 31st Mar 18

Category	<30 Days	31-60 Days	61-90 Days	91-120 Days	121-180 Days	181-365 Days	Total	%
TPA	759.30	368.92	243.32	119.81	240.89	300.38	2032.62	25.0%
Govt. (CGHS / ECHS)	330.32	468.27	362.08	323.87	601.00	663.40	2748.94	33.9%
PSU / Corporates	197.90	301.68	218.07	188.59	183.12	161.64	1251.01	15.4%
International Credit	710.67	437.70	254.58	371.60	255.97	87.56	2118.07	26.1%
Private Credit	49.91	37.42	3.37	43.95	13.36	51.77	199.79	2.5%
Others	11.76	9.26	27.89	1.70	23.97	-43.59	-231.29	-2.8%
<b>Total Net Debtors</b>	<b>2059.86</b>	<b>1623.25</b>	<b>1109.32</b>	<b>1049.52</b>	<b>1318.32</b>	<b>1221.16</b>	<b>8119.15</b>	
<b>Percentage</b>	<b>25.4%</b>	<b>20.0%</b>	<b>13.7%</b>	<b>12.9%</b>	<b>16.2%</b>	<b>15.0%</b>		

## Location wise Debtors

Category	<30 Days	31-60 Days	61-90 Days	91-120 Days	121-180 Days	181-365 Days	Total	%
CHN	1012.1	711.9	503.4	443.4	453.1	259.0	3383.0	41.7%
LKP	283.3	171.5	190.0	203.3	284.5	352.5	1485.1	18.3%
LBN	99.0	152.9	111.3	65.8	196.9	133.0	758.8	9.3%
BLR	379.7	303.3	126.3	155.8	235.1	312.3	1250.3	15.4%
<b>RGE</b>	<b>1774.0</b>	<b>1339.6</b>	<b>931.1</b>	<b>868.3</b>	<b>1169.6</b>	<b>1056.8</b>	<b>6877.1</b>	<b>84.7%</b>
CDKD	285.8	283.7	178.2	181.2	148.7	164.3	1242.0	15.3%
<b>Total</b>	<b>2059.9</b>	<b>1623.2</b>	<b>1109.3</b>	<b>1049.5</b>	<b>1318.3</b>	<b>1221.2</b>	<b>8119.1</b>	
	25.4%	20.0%	13.7%	12.9%	16.2%	15.0%		

## Trade Receivables - Top 10 Parties

Party Name	<30 Days	31-60 Days	61-90 Days	91-120 Days	121-180 Days	181-365 Days	Total	% on Total Debtor
Ministry Of Health -Oman	259.85	308.21	134.04	242.53	56.45	32.14	1,033.22	13%
Medi Assist (Ind) Pvt Ltd	309.57	111.71	67.01	43.27	89.25	66.02	686.83	8%
AAROGYASRI HEALTH CARE TRU	89.38	92.46	90.08	65.68	207.90	140.41	685.92	8%
Ministry Of Health -Bahrain	283.87	47.59	76.10	45.58	18.69	-	471.82	6%
Mumbai Port Trust (MbPT)	78.39	112.73	65.19	63.47	74.56	6.18	400.51	5%
ECHS	42.52	50.76	45.34	31.94	87.84	135.11	393.50	5%
TN - CMCHIS - Cheif Minister's Sch	29.92	82.74	10.70	31.84	42.22	61.17	258.59	3%
THE SINGARENI COLLIERIES CO.	30.64	41.35	28.49	52.07	51.73	7.10	211.37	3%
UAE Embassy Credit	146.76	(58.91)	3.69	5.55	86.64	1.04	184.77	2%
TTK HealthCare	51.21	38.71	27.36	25.20	7.71	28.96	179.15	2%
<b>Total</b>	<b>1322.10</b>	<b>827.36</b>	<b>548.00</b>	<b>607.13</b>	<b>722.98</b>	<b>478.12</b>	<b>4505.69</b>	<b>55%</b>

# Payor Mix Revenue

PAYOR MIX-IP Revenue	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>Domestic</b>	<b>5,946.3</b>	<b>5,740.9</b>	<b>5,761.1</b>	<b>5,528.3</b>	<b>5,293.7</b>	<b>5,740.5</b>	<b>16,562.5</b>	7%	14%	85%	84%
Cash	3,375.4	2,916.9	3,305.7	3,187.3	2,829.5	3,073.3	9,090.1	-2%	12%	78%	80%
Private Insurance	1,747.3	1,876.5	1,586.7	1,547.1	1,661.9	1,804.1	5,013.1	30%	26%	92%	86%
Government	441.5	447.7	407.6	369.3	392.7	417.4	1,179.4	1%	-1%	106%	105%
Arogyasree/Govt. Schemes	85.0	104.3	61.0	83.7	75.8	77.7	237.1	-31%	-19%		
PSU/ Corporates	297.1	395.5	400.1	340.9	333.8	368.1	1,042.8	5%	12%	83%	79%
<b>International</b>	<b>974.9</b>	<b>826.6</b>	<b>908.8</b>	<b>931.3</b>	<b>991.8</b>	<b>1,255.9</b>	<b>3,179.0</b>	78%	45%	119%	111%
International Cash	551.2	628.5	528.8	584.0	528.2	781.8	1,894.1	102%	50%	74%	66%
International Credit	423.6	198.1	380.0	347.2	463.6	474.1	1,284.9	50%	39%		
<b>Total IP Revenue</b>	<b>6,921.2</b>	<b>6,567.5</b>	<b>6,669.8</b>	<b>6,459.6</b>	<b>6,285.5</b>	<b>6,996.5</b>	<b>19,741.5</b>	<b>15%</b>	<b>18%</b>	<b>90%</b>	<b>88%</b>

PAYOR MIX-IP Revenue	Trend						
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	YTD-18
<b>Domestic</b>	<b>86%</b>	<b>87%</b>	<b>86%</b>	<b>86%</b>	<b>84%</b>	<b>82%</b>	<b>84%</b>
Cash	49%	44%	50%	49%	45%	44%	46%
Private Insurance	25%	29%	24%	24%	26%	26%	25%
Government	6%	7%	6%	6%	6%	6%	6%
Arogyasree/Govt. Schemes	1%	2%	1%	1%	1%	1%	1%
PSU/ Corporates	4%	6%	6%	5%	5%	5%	5%
<b>International</b>	<b>14%</b>	<b>13%</b>	<b>14%</b>	<b>14%</b>	<b>16%</b>	<b>18%</b>	<b>16%</b>
International Cash	8%	10%	8%	9%	8%	11%	10%
International Credit	6%	3%	6%	5%	7%	7%	7%
<b>Total IP Revenue</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# Payor Mix Volume

PAYOR MIX-IP Volume	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>Domestic</b>	<b>5206</b>	<b>4860</b>	<b>4690</b>	<b>4495</b>	<b>4268</b>	<b>4898</b>	<b>13661</b>	4.0%	7.4%	85.4%	81.8%
Cash	2739	2446	2441	2344	2188	2418	6950	-1.5%	4.1%	74.6%	73.7%
Private Insurance	1365	1295	1221	1106	1136	1339	3581	18.4%	17.3%	87.5%	80.0%
Government	659	611	586	593	530	679	1802	0.4%	0.4%	129.1%	119.9%
Arogyasree/Govt. Schemes	117	149	112	134	107	132	373	-16.5%	-11.8%		
PSU/ Corporates	326	359	330	318	307	330	955	14.6%	23.2%	74.9%	74.0%
<b>International</b>	<b>279</b>	<b>292</b>	<b>286</b>	<b>311</b>	<b>272</b>	<b>307</b>	<b>890</b>	35.2%	51.4%	95.5%	96.4%
International Cash	203	237	206	244	215	235	694	46.0%	63.3%	73.1%	75.2%
International Credit	76	54	80	67	57	72	196	9.1%	20.2%		
<b>Total IP Volume</b>	<b>5485</b>	<b>5152</b>	<b>4976</b>	<b>4806</b>	<b>4540</b>	<b>5205</b>	<b>14551</b>	<b>5.4%</b>	<b>9.3%</b>	<b>85.9%</b>	<b>82.6%</b>

PAYOR MIX-IP Volume	Trend						
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	YTD-18
<b>Domestic</b>	<b>95%</b>	<b>94%</b>	<b>94%</b>	<b>94%</b>	<b>94%</b>	<b>94%</b>	<b>94%</b>
Cash	50%	47%	49%	49%	48%	46%	48%
Private Insurance	25%	25%	25%	23%	25%	26%	25%
Government	12%	12%	12%	12%	12%	13%	12%
Arogyasree/Govt. Schemes	2%	3%	2%	3%	2%	3%	3%
PSU/ Corporates	6%	7%	7%	7%	7%	6%	7%
<b>International</b>	<b>5%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>
International Cash	4%	5%	4%	5%	5%	5%	5%
International Credit	1%	1%	2%	1%	1%	1%	1%
<b>Total IP Revenue</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# Payor Mix ARPP

PAYOR MIX	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>ARPP in INR Lakhs</b>											
<b>Domestic</b>	<b>1.14</b>	<b>1.18</b>	<b>1.23</b>	<b>1.23</b>	<b>1.24</b>	<b>1.17</b>	<b>1.21</b>	2.4%	6.0%	99.7%	102.9%
Cash	1.23	1.19	1.35	1.36	1.29	1.27	1.31	-0.1%	7.3%	104.3%	108.1%
Private Insurance	1.28	1.45	1.30	1.40	1.46	1.35	1.40	9.9%	6.8%	105.4%	107.8%
Government	0.67	0.73	0.70	0.62	0.74	0.61	0.66	0.9%	-1.5%	81.9%	87.9%
Arogyasree/Govt. Schemes	0.73	0.70	0.54	0.62	0.71	0.59	0.64	-17.4%	-7.0%		
PSU/ Corporates	0.91	1.10	1.21	1.07	1.09	1.12	1.09	-8.4%	-8.7%	110.8%	106.1%
<b>International</b>	<b>3.49</b>	<b>2.83</b>	<b>3.18</b>	<b>2.99</b>	<b>3.65</b>	<b>4.09</b>	<b>3.58</b>	32.0%	-5.2%	124.8%	115.5%
International Cash	2.72	2.65	2.57	2.39	2.46	3.33	2.73	38.1%	-9.5%	101.5%	88.0%
International Credit	5.57	3.67	4.75	5.18	8.13	6.58	6.63	37.6%	14.6%		
<b>Total</b>	<b>1.26</b>	<b>1.27</b>	<b>1.34</b>	<b>1.34</b>	<b>1.38</b>	<b>1.34</b>	<b>1.36</b>	<b>8.9%</b>	<b>7.7%</b>	<b>104.5%</b>	<b>106.1%</b>

ARPP - Location wise	Trend						YTD-18
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	
<b>ARPP in INR Lakhs</b>							
CHN	1.94	1.89	1.78	1.85	2.00	2.03	1.96
LKP	1.17	1.21	1.27	1.37	1.24	1.25	1.29
LBN	0.77	0.76	0.79	0.79	0.73	0.66	0.73
BGS	0.92	1.09	1.16	1.01	1.13	1.03	1.06
RGH	0.09	0.07	0.08	0.09	0.09	0.08	0.08
VGH	0.23	0.26	0.24	0.32	0.30	0.28	0.30
RR	<b>0.91</b>	<b>1.08</b>	<b>1.22</b>	<b>1.33</b>	<b>1.38</b>	<b>1.13</b>	<b>1.28</b>
CDKD	1.78	1.45	1.74	1.80	1.71	1.73	1.75
<b>GH Group</b>	<b>1.26</b>	<b>1.27</b>	<b>1.34</b>	<b>1.34</b>	<b>1.38</b>	<b>1.34</b>	<b>1.36</b>

# IP Speciality wise Revenue(Incl U/B)

Speciality Wise - Revenue(Incl U/B)	Trend							Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	YTD-18	Mar-17	YTD-17	Mar-18	YTD-18
<b>CARDIAC SCIENCES</b>	<b>985.7</b>	<b>940.2</b>	<b>872.5</b>	<b>1,263.7</b>	<b>928.1</b>	<b>1,021.5</b>	<b>3,213.3</b>	<b>10.4%</b>	<b>45.7%</b>	<b>93.9%</b>	<b>104.8%</b>
Cardiothoracic	232.3	280.9	203.7	492.1	379.2	299.8	1,171.1	-7.9%	65.4%	91.5%	122.7%
Heart Transplant	148.2	8.7	90.0	64.0	26.5	65.0	155.5	-55.9%	5.4%	43.1%	44.6%
Lung Transplant	86.5	62.5	68.3	75.0	91.9	82.2	249.2			274.0%	293.1%
Major Angio	324.3	403.3	339.5	409.3	302.7	383.6	1,095.6	27.0%	19.4%	98.4%	96.7%
Minor Angio	76.1	76.3	53.5	50.6	47.5	66.6	164.7	56.5%	29.6%	99.5%	84.0%
Medical Cardiology	118.2	108.5	117.5	172.7	80.3	124.4	377.4	15.3%	23.5%	100.8%	107.5%
<b>HPB &amp; LIVER TRANSPLANTS</b>	<b>1,788.0</b>	<b>1,741.6</b>	<b>1,601.2</b>	<b>1,781.7</b>	<b>1,705.5</b>	<b>1,676.5</b>	<b>5,163.8</b>	<b>-9.4%</b>	<b>-1.4%</b>	<b>85.2%</b>	<b>90.3%</b>
Liver Transplants	1,003.4	906.4	766.0	960.4	898.3	833.0	2,691.6	-21.8%	-6.0%	82.9%	92.5%
HPB Surgeries	270.6	277.0	297.3	276.8	289.7	268.0	834.5	-10.6%	-8.6%	66.7%	71.0%
Hepatology	513.9	558.2	537.9	544.5	517.5	575.6	1,637.6	18.5%	12.0%	102.7%	100.2%
<b>GASTROENTEROLOGY</b>	<b>695.4</b>	<b>665.9</b>	<b>673.7</b>	<b>710.5</b>	<b>588.2</b>	<b>760.1</b>	<b>2,058.8</b>	<b>20.5%</b>	<b>19.4%</b>	<b>96.7%</b>	<b>88.2%</b>
Surgical Gastro & Colorectal	372.7	396.3	356.7	443.5	368.1	456.1	1,267.8	18.4%	23.4%	93.9%	87.2%
Bariatric Surgery	40.7	40.4	43.0	51.2	26.2	62.8	140.2	112.0%	100.2%	123.0%	99.4%
Medical Gastro & Colorectal	282.1	229.3	274.0	215.9	193.8	241.1	650.8	11.6%	3.7%	97.0%	88.1%
<b>NEURO SCIENCES</b>	<b>697.8</b>	<b>811.3</b>	<b>865.3</b>	<b>793.4</b>	<b>707.4</b>	<b>749.6</b>	<b>2,250.4</b>	<b>16.3%</b>	<b>20.8%</b>	<b>85.2%</b>	<b>86.3%</b>
Neuro Surgery	546.5	653.8	691.8	642.8	512.1	593.2	1,748.1	27.0%	24.8%	87.9%	87.5%
Neurology	151.2	157.4	173.4	150.6	195.3	156.4	502.3	-12.0%	8.9%	76.4%	82.3%
<b>ORTHOPAEDICS</b>	<b>353.9</b>	<b>368.8</b>	<b>363.1</b>	<b>326.2</b>	<b>315.1</b>	<b>392.2</b>	<b>1,033.5</b>	<b>8.2%</b>	<b>9.2%</b>	<b>84.1%</b>	<b>77.0%</b>
Joint Replacement	81.5	78.5	112.9	75.3	81.4	107.7	264.5	-15.8%	-18.1%	74.1%	63.7%
Surgical Orthopaedic	259.0	277.6	249.7	232.1	225.6	261.7	719.5	19.5%	22.7%	86.7%	82.7%
Medical Orthopaedic	13.5	12.8	0.5	18.8	8.0	22.8	49.6	49.0%	32.6%	117.8%	88.8%
<b>UROLOGY &amp; NEPHROLOGY</b>	<b>496.0</b>	<b>505.5</b>	<b>580.3</b>	<b>601.2</b>	<b>545.1</b>	<b>608.3</b>	<b>1,754.6</b>	<b>13.4%</b>	<b>27.8%</b>	<b>92.0%</b>	<b>91.1%</b>
Renal Transplant	142.8	120.5	198.4	189.3	166.4	173.2	528.9	34.1%	43.3%	102.2%	107.3%
Urology Surgical	149.5	171.5	163.4	161.1	149.3	195.4	505.9	-8.0%	5.4%	76.9%	68.7%
Nephrology	203.7	213.6	218.5	250.9	229.4	239.6	719.8	22.9%	37.4%	101.0%	103.4%
<b>ONCOLOGY</b>	<b>507.8</b>	<b>559.1</b>	<b>494.2</b>	<b>441.9</b>	<b>489.5</b>	<b>511.8</b>	<b>1,443.2</b>	<b>16.3%</b>	<b>23.1%</b>	<b>78.3%</b>	<b>80.2%</b>
Surgical Oncology	238.8	269.8	260.8	208.6	254.3	253.8	716.7	94.7%	113.5%	80.8%	80.6%
Medical Oncology	164.5	240.7	175.6	138.3	151.1	173.0	462.4	2.3%	-14.4%	75.9%	72.9%
BMT	60.8	13.7	9.4	30.0	43.7	29.1	102.8	-60.6%	-37.9%	55.4%	87.6%
Radiation Oncology	43.8	34.9	48.4	65.1	40.4	55.8	161.3	-16.2%	23.7%	94.7%	101.7%
<b>GYNAECOLOGY</b>	<b>85.7</b>	<b>107.0</b>	<b>107.3</b>	<b>111.6</b>	<b>103.7</b>	<b>129.6</b>	<b>344.9</b>	<b>72.2%</b>	<b>82.5%</b>	<b>75.6%</b>	<b>72.4%</b>
<b>GENERAL MEDICINE/CRITICAL CARE</b>	<b>740.2</b>	<b>655.0</b>	<b>494.5</b>	<b>408.2</b>	<b>477.8</b>	<b>425.1</b>	<b>1,311.1</b>	<b>-19.3%</b>	<b>-5.2%</b>	<b>70.5%</b>	<b>73.9%</b>
<b>PLASTIC SURGERY</b>	<b>101.3</b>	<b>92.4</b>	<b>114.7</b>	<b>124.2</b>	<b>67.7</b>	<b>67.2</b>	<b>259.1</b>	<b>-7.7%</b>	<b>6.1%</b>	<b>57.4%</b>	<b>75.6%</b>
<b>VASCULAR SURGERY</b>	<b>38.7</b>	<b>27.9</b>	<b>19.0</b>	<b>40.3</b>	<b>22.9</b>	<b>34.0</b>	<b>97.2</b>	<b>31.9%</b>	<b>18.2%</b>	<b>59.9%</b>	<b>58.4%</b>
<b>OPHTHALMOLOGY</b>	<b>2.2</b>	<b>0.1</b>	<b>1.2</b>	<b>0.8</b>	<b>1.3</b>	<b>2.4</b>	<b>4.4</b>	<b>-27.3%</b>	<b>-30.6%</b>	<b>42.7%</b>	<b>29.7%</b>
<b>PULMONOLOGY</b>	<b>109.2</b>	<b>58.9</b>	<b>106.1</b>	<b>135.1</b>	<b>118.1</b>	<b>118.9</b>	<b>372.1</b>	<b>68.1%</b>	<b>70.1%</b>	<b>127.4%</b>	<b>135.7%</b>
<b>OTHERS</b>	<b>178.7</b>	<b>197.5</b>	<b>169.5</b>	<b>188.6</b>	<b>150.1</b>	<b>215.6</b>	<b>554.3</b>	<b>31.3%</b>	<b>42.2%</b>	<b>86.7%</b>	<b>77.7%</b>
<b>Total</b>	<b>6,780.7</b>	<b>6,731.1</b>	<b>6,462.5</b>	<b>6,927.4</b>	<b>6,220.4</b>	<b>6,712.9</b>	<b>19,860.8</b>	<b>6.1%</b>	<b>16.6%</b>	<b>86.1%</b>	<b>88.0%</b>

## Inferences:

- IP Rev increased by 7.9% over TM , due to increase in Gastro(Rs.1.72cr), Cardiac Sciences(0.94cr), Neuro Surgery(0.81cr) and Ortho(0.77cr).
- CHN Rev has increased by 1.9% over TM due to increase in Hepatology(0.48cr), HTx(0.38cr) and RTx(0.28cr).
- LKP Rev has increased by 9.7% over TM due to increase in Cardiac Sciences(Rs.0.57cr), Gastro(Rs.0.46cr) and Ortho(Rs.0.22cr).
- LBN Rev has increased by 6.0% over TM due to increase in Neuro Sciences(0.21cr), Surgical Urology(Rs.0.15cr) and Gastro(Rs.0.15cr).
- BGS has increased by 8.1% over TM due to increase in Major Angio(Rs.0.45cr), Medical Cardiology(Rs.0.36cr), Uro & Nephro(Rs.0.33cr) and Neuro Surgery(Rs.0.30cr).
- CDKD Rev has increased by 18.8% over TM due to increase in Gastro(Rs.1.06cr), Ortho(0.77cr) and Surgical Urology(Rs.0.33cr).

# IP Speciality wise Volume

Speciality Wise - Volume	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>CARDIAC SCIENCES</b>	771	798	770	853	688	804	2345	-5.9%	8.4%	87.9%	88.4%
Cardiothoracic	122	127	108	120	117	107	344	-32.3%	-10.6%	82.7%	93.0%
Heart Transplant	7	3	1	3	3	1	7	-50.0%	250.0%	15.8%	41.5%
Lung Transplant	1	0	3	2	1	5	8	150.0%	300.0%	353.0%	248.1%
Major Angio	197	232	222	216	183	235	634	18.1%	18.1%	98.2%	91.4%
Minor Angio	262	259	265	285	223	270	778	-15.4%	0.0%	74.0%	72.8%
Medical Cardiology	182	177	171	227	161	186	574	6.9%	25.1%	107.3%	114.6%
<b>HPB &amp; LIVER TRANSPLANTS</b>	504	476	491	449	420	463	1332	-7.8%	-3.8%	80.5%	79.2%
Liver Transplants	45	29	40	30	27	41	98	41.4%	12.6%	107.4%	88.8%
HPB Surgeries	117	110	123	114	117	111	342	-17.8%	2.1%	73.0%	77.3%
Hepatology	342	337	328	305	276	311	892	-8.0%	-7.4%	80.8%	79.0%
<b>GASTROENTEROLOGY</b>	629	599	629	589	578	658	1825	25.3%	20.4%	94.3%	88.9%
Surgical Gastro & Colorectal	296	298	309	271	294	325	890	28.0%	21.6%	91.3%	84.1%
Bariatric Surgery	15	17	19	17	9	18	44	100.0%	76.0%	93.6%	82.2%
Medical Gastro & Colorectal	318	284	301	301	275	315	891	20.2%	17.4%	97.6%	94.6%
<b>NEURO SCIENCES</b>	373	387	373	391	353	387	1131	4.9%	7.1%	85.2%	84.2%
Neuro Surgery	177	225	211	211	183	204	598	1.5%	7.0%	82.0%	81.8%
Neurology	196	162	162	180	170	183	533	8.9%	7.2%	89.1%	87.2%
<b>ORTHOPAEDICS</b>	216	248	240	231	203	226	660	-8.9%	-3.4%	68.2%	69.5%
Joint Replacement	25	29	37	30	27	40	97	-14.9%	-11.0%	68.8%	58.4%
Surgical Orthopaedic	169	175	170	151	155	163	469	4.5%	3.8%	78.2%	78.8%
Medical Orthopaedic	22	44	33	50	21	23	94	-48.9%	-23.0%	35.4%	49.7%
<b>UROLOGY &amp; NEPHROLOGY</b>	409	436	483	448	440	493	1381	14.4%	19.4%	91.6%	87.6%
Renal Transplant	20	19	27	12	23	17	52	-19.0%	-3.7%	63.2%	65.6%
Urology Surgical	182	210	216	204	186	235	625	12.4%	11.0%	92.9%	84.9%
Nephrology	207	207	240	232	231	241	704	19.9%	30.4%	93.2%	92.5%
<b>ONCOLOGY</b>	752	706	707	673	633	791	2097	20.0%	10.5%	103.6%	97.8%
Surgical Oncology	215	205	214	183	203	228	614	137.5%	148.6%	99.3%	93.7%
Medical Oncology	475	449	461	425	386	492	1303	8.4%	-7.7%	108.1%	102.8%
BMT	13	7	3	7	5	5	17	-84.4%	-81.5%	31.3%	39.5%
Radiation Oncology	49	45	29	58	39	66	163	-14.3%	10.1%	104.8%	91.6%
<b>GYNAECOLOGY</b>	116	132	157	138	139	157	434	14.6%	31.5%	55.7%	53.9%
<b>GENERAL MEDICINE/CRITICAL CARE</b>	1178	905	636	504	656	728	1888	9.8%	11.5%	82.1%	71.8%
<b>PLASTIC SURGERY</b>	73	75	81	66	58	71	195	-1.4%	-9.7%	73.3%	68.6%
<b>VASCULAR SURGERY</b>	32	35	37	28	26	43	97	22.9%	15.5%	59.1%	45.2%
<b>OPHTHALMOLOGY</b>	5	1	4	3	5	4	12	-50.0%	-20.0%	20.9%	23.1%
<b>PULMONOLOGY</b>	86	57	74	145	76	82	303	-49.1%	-28.4%	111.2%	140.6%
<b>OTHERS</b>	341	297	294	288	265	298	851	9.6%	23.9%	84.5%	83.5%
<b>Total</b>	5485	5152	4976	4806	4540	5205	14551	5.4%	9.4%	85.9%	82.6%

## Inferences:

No of Transplants Performed during the month

LTx-34 nos - (CHN -18,LKP-8, BGS-5, CDKD-3)

HTx-2 nos-(CHN-2)

RTx-25 nos-(CHN-8, LKP-4, BGS-7, CDKD-4, LBN-2).



# IP Speciality wise ARPP

Speciality Wise - ARPP	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
<b>CARDIAC SCIENCES</b>	1.21	1.17	1.16	1.24	1.46	1.49	1.40	56.6%	41.9%	125.3%	120.8%
Cardiothoracic	2.25	2.07	2.28	2.67	3.58	3.82	3.36	108.6%	86.0%	150.8%	130.2%
Heart Transplant	21.93	21.17	13.50	30.17	25.51	28.39	28.02	-35.9%	-36.7%	119.0%	137.1%
Lung Transplant	44.99		35.67	33.94	51.60	39.00	41.51			184.1%	206.7%
Major Angio	1.38	1.78	1.66	1.77	1.66	1.72	1.72	38.6%	10.2%	105.3%	105.0%
Minor Angio	0.25	0.33	0.19	0.19	0.21	0.21	0.20	-23.9%	-28.2%	113.2%	111.0%
Medical Cardiology	0.68	0.60	0.64	0.63	0.64	0.57	0.62	-1.6%	-4.9%	80.7%	87.8%
<b>HPB &amp; LIVER TRANSPLANTS</b>	3.85	3.46	3.57	3.72	3.55	4.01	3.76	26.0%	6.2%	117.3%	110.6%
Liver Transplants	24.31	27.74	22.72	29.15	25.04	26.54	26.91	-3.4%	-7.7%	100.9%	102.1%
HPB Surgeries	1.99	2.92	2.56	2.40	2.62	2.37	2.46	-8.7%	-11.0%	89.6%	92.7%
Hepatology	1.80	1.55	1.62	1.71	1.85	1.63	1.73	22.1%	14.3%	111.7%	119.3%
<b>GASTROENTEROLOGY</b>	1.15	1.10	1.02	1.20	1.07	1.10	1.13	-7.9%	2.4%	97.8%	99.1%
Surgical Gastro & Colorectal	1.38	1.29	1.07	1.64	1.31	1.35	1.44	-3.5%	7.0%	99.2%	104.6%
Bariatric Surgery	2.43	2.15	2.69	2.86	2.80	3.49	3.05	15.8%	-0.4%	131.4%	116.0%
Medical Gastro & Colorectal	0.88	0.83	0.87	0.71	0.76	0.70	0.73	-24.5%	-9.8%	91.4%	92.6%
<b>NEURO SCIENCES</b>	1.87	1.98	2.22	2.08	2.33	2.05	2.15	0.1%	13.4%	106.0%	110.8%
Neuro Surgery	2.96	2.77	3.22	3.19	3.31	3.01	3.17	0.0%	15.0%	110.8%	116.1%
Neurology	0.88	0.90	0.93	0.77	1.27	0.99	1.01	9.0%	8.4%	99.4%	101.1%
<b>ORTHOPAEDICS</b>	1.42	1.51	1.59	1.44	1.54	1.53	1.51	9.4%	11.4%	108.9%	106.7%
Joint Replacement	2.79	2.98	2.61	3.14	2.69	2.59	2.81	-8.8%	-4.5%	103.6%	112.4%
Surgical Orthopaedic	1.38	1.57	1.62	1.45	1.50	1.45	1.47	13.0%	16.0%	100.0%	100.3%
Medical Orthopaedic	0.20	0.27	0.26	0.40	0.37	0.29	0.35	-7.7%	27.8%	96.4%	119.3%
<b>UROLOGY &amp; NEPHROLOGY</b>	1.30	1.21	1.21	1.06	1.24	1.27	1.19	9.8%	0.1%	103.2%	97.4%
Renal Transplant	8.23	7.19	7.77	9.47	5.80	7.62	7.63	11.8%	2.3%	120.9%	122.6%
Urology Surgical	0.76	0.82	0.78	0.73	0.88	0.87	0.83	7.9%	2.5%	86.4%	82.7%
Nephrology	1.11	1.06	0.85	0.91	1.08	1.21	1.07	30.5%	10.3%	131.8%	116.7%
<b>ONCOLOGY</b>	0.68	0.77	0.78	0.56	0.83	0.57	0.65	-16.5%	2.2%	66.4%	77.9%
Surgical Oncology	1.04	1.35	1.32	0.81	1.53	0.90	1.08	-21.6%	-21.4%	65.9%	79.8%
Medical Oncology	0.36	0.48	0.53	0.35	0.36	0.33	0.35	-16.8%	-13.5%	65.0%	69.4%
BMT	5.73	2.70	1.70	2.29	6.47	5.59	4.78	90.1%	142.8%	170.5%	178.4%
Radiation Oncology	0.89	0.78	0.79	1.12	1.04	0.85	1.00	-1.4%	13.0%	90.4%	112.8%
<b>GYNAECOLOGY</b>	0.68	0.82	0.72	0.78	0.72	0.85	0.78	48.9%	39.5%	139.9%	132.5%
<b>GENERAL MEDICINE/CRITICAL CARE</b>	0.64	0.69	0.80	0.85	0.73	0.64	0.74	-7.3%	4.6%	94.6%	110.0%
<b>PLASTIC SURGERY</b>	1.26	1.21	1.45	1.72	1.56	0.92	1.40	-29.7%	11.9%	76.4%	116.4%
<b>VASCULAR SURGERY</b>	1.41	0.85	0.55	1.33	0.83	0.75	0.97	-8.2%	-9.7%	96.1%	124.9%
<b>OPHTHALMOLOGY</b>	0.44	0.13	0.29	0.24	0.26	0.60	0.37	25.3%	-25.1%	204.2%	126.9%
<b>PULMONOLOGY</b>	1.08	1.37	1.09	1.09	1.41	1.20	1.23	18.9%	33.8%	95.0%	96.8%
<b>OTHERS</b>	0.60	0.61	0.64	0.62	0.61	0.68	0.64	4.6%	11.5%	95.7%	90.9%
<b>Total (Incl. U/B)</b>	<b>1.24</b>	<b>1.31</b>	<b>1.30</b>	<b>1.44</b>	<b>1.37</b>	<b>1.29</b>	<b>1.37</b>	<b>0.6%</b>	<b>6.7%</b>	<b>100.2%</b>	<b>106.8%</b>

## International Revenue - Country Wise

Country Wise Revenue (IP Only)	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
OMAN	165.9	96.0	260.7	93.2	150.9	178.3	422.4	208.3%	-0.9%	112.2%	98.1%
BAHRAIN	29.0	116.7	69.1	92.9	222.7	35.7	351.3	59.7%	212.6%	86.2%	241.5%
BANGLADESH	65.0	47.7	49.9	127.4	58.7	94.8	281.0	83.6%	80.1%	105.5%	129.8%
KENYA	13.3	18.3	18.0	50.9	10.7	29.4	90.9	-38.6%	-8.4%	50.1%	52.2%
MALDIVES	43.3	5.0	19.9	23.8	15.4	13.7	52.8	-31.4%	6.4%		
SRI LANKA	107.6	66.7	35.4	8.5	28.4	116.3	153.2	86.5%	-11.8%	151.6%	79.6%
PAKISTAN	0.0	0.0	0.0	0.0	0.1	27.8	27.8	8023.7%	-76.2%		
YEMEN	74.2	77.6	84.7	78.1	127.9	65.5	271.5	-51.8%	-5.3%	70.8%	102.7%
NIGERIA	25.7	13.4	0.0	17.5	3.5	11.4	32.4	-40.6%	14.4%		
MYANMAR	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-100.0%	-100.0%	0.0%	0.0%
OTHERS	450.9	385.2	371.0	439.0	373.5	683.0	1,495.5	146.9%	118.0%	138.1%	109.5%
<b>Total IPS Revenue</b>	<b>974.8</b>	<b>826.6</b>	<b>908.8</b>	<b>931.3</b>	<b>991.8</b>	<b>1,255.9</b>	<b>3,178.9</b>	<b>78.2%</b>	<b>45.4%</b>	<b>119.1%</b>	<b>111.0%</b>

## International Volume - Country Wise

Country Wise Volume (IP Only)	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
OMAN	34	40	53	44	35	47	126	95.8%	44.8%	110.5%	105.5%
BAHRAIN	11	19	17	15	17	7	39	75.0%	143.8%	45.9%	90.8%
BANGLADESH	22	30	29	21	18	24	63	71.4%	43.2%	91.2%	82.5%
KENYA	15	11	10	13	10	13	36	-27.8%	-35.7%	53.9%	49.6%
MALDIVES	7	4	10	13	8	8	29	-11.1%	26.1%		
SRI LANKA	22	13	12	9	11	15	35	-16.7%	-7.9%	103.3%	80.9%
PAKISTAN	0	0	0	1	3	2	6	100.0%	-50.0%		
YEMEN	34	36	37	51	40	48	139	2.1%	46.3%	140.9%	144.5%
NIGERIA	6	7	0	6	6	5	17	66.7%	183.3%		
MYANMAR	0	0	0	0	0	0	0	-100.0%	-100.0%	0.0%	0.0%
OTHERS	128	138	118	138	124	138	400	58.6%	100.0%	86.9%	87.6%
<b>Total IPS Volume</b>	<b>279</b>	<b>298</b>	<b>286</b>	<b>311</b>	<b>272</b>	<b>307</b>	<b>890</b>	<b>34.6%</b>	<b>51.1%</b>	<b>95.5%</b>	<b>96.4%</b>

# ROI Performance: Territory wise & Location wise

Location Name	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
CHN	225.6	235.1	278.2	204.3	241.1	259.9	705.3	20%	17%	88%	81%
LKP	180.0	103.0	115.1	154.2	79.6	59.6	293.4	119%	127%	52%	94%
LBN	2.9	7.1	6.9	1.0	3.5	1.9	6.4	-37%	-53%		
BGS	15.1	32.8	36.1	18.9	12.3	69.5	100.6	541%	194%	344%	184%
CDKD	96.5	161.0	241.8	133.9	85.4	159.6	378.9	-22%	-15%		
GH Group	520.1	539.1	678.1	512.4	421.9	550.4	1484.7	19%	21%	128%	120%

## Territory wise Performance

Parameters	Trend						YTD-18	Growth Over PY		Budget Achv %	
	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18		Mar-17	YTD-17	Mar-18	YTD-18
Arunachal Pradesh	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-79%	-96%	54%	18%
Assam	31.2	61.6	36.0	19.9	27.4	21.2	68.5	-48%	-46%	62%	74%
Bihar	13.9	32.0	19.9	3.4	14.6	19.6	37.6	305%	62%	182%	144%
Chhattisgarh	79.8	35.6	58.9	14.8	52.0	101.3	168.1	721%	277%	379%	175%
Delhi	38.1	1.8	14.0	9.0	55.5	6.8	71.3	-53%	-15%	15%	54%
Gujarat	34.4	73.0	160.4	88.2	32.6	44.8	165.6	-70%	-54%	129%	164%
Haryana	0.6	0.3	2.8	9.6	2.5	3.3	15.4	75%	54%	23%	17%
Jammu & Kashmir	27.0	0.8	27.4	1.1	22.8	5.4	29.2	989%	-46%	287%	532%
Jharkhand	10.5	6.2	55.4	36.6	18.2	11.8	66.5	28%	198%	43%	89%
Madhya Pradesh	17.8	41.7	5.0	11.7	13.7	15.6	41.1	-35%	5%	140%	120%
Manipur	0.0	1.2	17.3	0.0	3.4	1.5	5.0			131%	211%
Meghalaya	0.2	5.9	1.6	3.5	0.1	2.4	6.0	4140%	409%	1419%	1210%
Mizoram	0.8	0.4	0.0	0.0	1.2	0.0	1.2				
Nagaland	0.0	0.1	0.2	0.0	0.0	0.0	0.0	-100%	-100%	0%	0%
Orissa	21.3	15.2	36.2	49.5	44.2	19.9	113.7	-50%	89%	154%	175%
Punjab	44.5	13.9	6.3	34.6	4.1	9.4	48.1	121%	936%	595%	1035%
Rajasthan	10.7	13.6	48.5	11.1	2.8	4.7	18.6	-13%	-44%	88%	120%
Sikkim	0.0	0.0	0.0	0.1	0.0	0.1	0.2		-95%		19%
Tripura	2.9	0.3	4.5	8.4	0.3	2.6	11.3	139%	320%	8%	28%
Uttar Pradesh	50.0	54.0	40.5	70.3	28.8	104.4	203.6	64%	53%	705%	467%
Vidarbha	15.3	47.7	46.4	60.7	21.1	51.3	133.1	46%	201%	153%	318%
West Bengal	120.9	133.8	96.8	79.8	76.6	124.3	280.7	141%	57%	102%	78%
Total	520.1	539.1	678.1	512.4	421.9	550.4	1484.7	19%	21%	128%	120%

## Inferences:

ROI business has achieved budget for MTD & YTD.

75% of ROI business is from Westbengal, Uttarpradesh, Chhattisgarh, Vidarbha and Delhi .

## ROI and IPS Performance

Location Name	Particulars	Trend							Contribution to Overall Revenue			
		Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	YTD-18	Jan-18	Feb-18	Mar-18	YTD-18
CHN	IPS	802.6	771.2	785.0	798.3	925.1	1125.7	2849.1	24.6%	29.6%	34.5%	29.6%
	ROI	225.6	235.1	278.2	204.3	241.1	259.9	705.3	6.3%	7.7%	8.0%	7.3%
	Others	2080.7	2121.4	1989.5	2239.2	1956.3	1880.6	6076.1	69.1%	62.7%	57.6%	63.1%
	<b>Total Rev</b>	<b>3108.9</b>	<b>3127.8</b>	<b>3052.7</b>	<b>3241.8</b>	<b>3122.5</b>	<b>3266.1</b>	<b>9630.4</b>				
LKP	IPS	14.1	9.5	22.7	45.3	10.5	53.7	109.5	3.9%	1.1%	5.3%	3.5%
	ROI	180.0	103.0	115.1	154.2	79.6	59.6	293.4	13.2%	8.5%	5.9%	9.4%
	Others	849.7	919.7	871.8	964.8	843.5	903.7	2712.0	82.9%	90.4%	88.9%	87.1%
	<b>Total Rev</b>	<b>1043.8</b>	<b>1032.2</b>	<b>1009.7</b>	<b>1164.3</b>	<b>933.6</b>	<b>1017.1</b>	<b>3115.0</b>				
LBN	IPS	0.3	0.6	18.1	16.0	0.0	5.0	21.0	2.7%	0.0%	0.9%	1.2%
	ROI	2.9	7.1	6.9	1.0	3.5	1.9	6.4	0.2%	0.6%	0.3%	0.4%
	Others	676.7	667.9	589.2	584.4	530.5	553.1	1668.0	97.2%	99.4%	98.8%	98.4%
	<b>Total Rev</b>	<b>680.0</b>	<b>675.7</b>	<b>614.1</b>	<b>601.5</b>	<b>534.0</b>	<b>559.9</b>	<b>1695.4</b>				
BGS	IPS	189.4	200.9	215.8	186.7	198.5	237.0	622.1	13.6%	14.7%	16.0%	14.8%
	ROI	15.1	32.8	36.1	18.9	12.3	69.5	100.6	1.4%	0.9%	4.7%	2.4%
	Others	1326.7	1270.3	1267.7	1162.4	1140.3	1174.0	3476.6	85.0%	84.4%	79.3%	82.8%
	<b>Total Rev</b>	<b>1531.2</b>	<b>1504.0</b>	<b>1519.6</b>	<b>1368.0</b>	<b>1351.1</b>	<b>1480.4</b>	<b>4199.4</b>				
CDKD	IPS	123.8	91.9	78.5	88.4	47.3	87.1	222.8	4.9%	3.0%	4.8%	4.3%
	ROI	96.5	161.0	241.8	133.9	85.4	159.6	378.9	7.5%	5.5%	8.8%	7.3%
	Others	1395.0	1448.0	1252.9	1574.4	1423.8	1569.2	4567.4	87.6%	91.5%	86.4%	88.4%
	<b>Total Rev</b>	<b>1615.4</b>	<b>1701.0</b>	<b>1573.2</b>	<b>1796.8</b>	<b>1556.6</b>	<b>1815.8</b>	<b>5169.1</b>				
GH Group	IPS	1145.8	1076.5	1131.9	1175.1	1217.9	1544.7	3937.7	14.1%	15.7%	18.4%	16.1%
	ROI	520.1	539.1	678.1	512.4	421.9	550.4	1484.7	6.1%	5.5%	6.6%	6.1%
	Others	6468.3	6554.7	6085.9	6652.4	6099.6	6298.4	19050.4	79.8%	78.8%	75.0%	77.8%
	<b>Total Rev</b>	<b>8134.3</b>	<b>8170.4</b>	<b>7895.9</b>	<b>8339.9</b>	<b>7739.3</b>	<b>8393.5</b>	<b>24472.8</b>				

MTD Budget achievement for IPS at 127% and ROI at 128%

YTD Budget achievement for IPS at 118%, and ROI at 120%

## Manpower per Operational Bed – Group

Particulars	Bangalore – Kengeri		Chennai - Health City		Hyderabad - LBN		Hyderabad - LKP		Mumbai	
	Manpower Count	Manpower Per Operational Bed	Manpower Count	Manpower Per Operational Bed	Manpower Count	Manpower Per Operational Bed	Manpower Count	Manpower Per Operational Bed	Manpower Count	Manpower Per Operational Bed
DMO/RMO/Jr.Doctors	29	0.12	34	0.10	18	0.11	9	0.07	64	0.34
Fixed Consultants	109	0.46	203	0.60	60	0.37	71	0.52	61	0.32
<b>Total Doctors (1)</b>	<b>138</b>	<b>0.58</b>	<b>237</b>	<b>0.70</b>	<b>78</b>	<b>0.48</b>	<b>80</b>	<b>0.59</b>	<b>125</b>	<b>0.66</b>
OT Nurses	24	4.00	43	4.78	12	2.00	20	2.50	34	4.25
ICU Nurses	75	1.50	251	2.49	58	1.00	93	2.07	120	2.03
Ward Nurses	80	0.43	147	0.62	45	0.43	57	0.63	78	0.60
Other Nurses	79	0.33	24	0.07	30	0.18	38	0.28	16	0.09
Trainee Nurses	20	0.26	49	0.14	8	0.05	7	0.05	50	0.27
<b>Total Nurses (2)</b>	<b>278</b>	<b>1.18</b>	<b>514</b>	<b>1.51</b>	<b>153</b>	<b>0.94</b>	<b>215</b>	<b>1.58</b>	<b>298</b>	<b>1.59</b>
Medical Services (3)	140	0.59	325	0.96	90	0.55	122	0.90	125	0.66
Ops & Support (4)	234	0.99	397	1.17	165	1.01	246	1.81	182	0.97
Trainees	1	0.00	0	0.00	2	0.01	1	0.01	10	0.05
F&B (5)	52	0.22	94	0.28	38	0.23	46	0.34	0	0.00
<b>Total ( 1 to 5)</b>	<b>843</b>	<b>3.57</b>	<b>1567</b>	<b>4.61</b>	<b>526</b>	<b>3.23</b>	<b>710</b>	<b>5.22</b>	<b>740</b>	<b>3.94</b>
Outsourced	173	0.73	349	1.03	137	0.84	114	0.84	318	1.69
<b>Grand Total</b>	<b>1016</b>	<b>4.31</b>	<b>1916</b>	<b>5.64</b>	<b>663</b>	<b>4.07</b>	<b>824</b>	<b>6.06</b>	<b>1058</b>	<b>5.63</b>
<b>Excluding Fixed Consultants</b>	<b>907</b>	<b>3.84</b>	<b>1713</b>	<b>5.04</b>	<b>603</b>	<b>3.70</b>	<b>753</b>	<b>5.54</b>	<b>997</b>	<b>5.30</b>

✓ Operational Bed count – **Bangalore – 236, Chennai – 340, LBN – 163, LKP – 136, Mumbai – 188. Total – 1063**

✓ Below number of location wise employee counts are not included to Bed Ratio Analysis – Total – 492

**a.** Bangalore – Kengeri - 35. (DNB – 31, Contractual – 4). **b. Bangalore** Spoke Units - 246. **c.** Corporate - 51

**d.** Chennai – Health City – 124 (OHC – 53, Fellowship – 58 & Contractual - 13).

**e.** Hyderabad – LBN – 8 (DNB / Fellowship – 8). **f.** Hyderabad – LKP – 17 (DNB – 15 & Contractual – 2) **g.** Mumbai – 10 (DNB / Fellow)

## Manpower per Occupied Bed – Group

Particulars	Bangalore - Kengeri		Chennai - Health City		Hyderabad - LBN		Hyderabad - LKP		Mumbai	
	Manpower Count	Manpower Per Occupied Bed	Manpower Count	Manpower Per Occupied Bed	Manpower Count	Manpower Per Occupied Bed	Manpower Count	Manpower Per Occupied Bed	Manpower Count	Manpower Per Occupied Bed
DMO/RMO/Jr.Doctors	29	0.31	34	0.22	18	0.21	9	0.09	64	0.50
Fixed Consultants	109	1.17	203	1.31	60	0.71	71	0.75	61	0.48
<b>Total Doctors (1)</b>	<b>138</b>	<b>1.48</b>	<b>237</b>	<b>1.53</b>	<b>78</b>	<b>0.93</b>	<b>80</b>	<b>0.84</b>	<b>125</b>	<b>0.98</b>
OT Nurses	24	4.00	43	3.07	12	2.00	20	3.33	34	4.25
ICU Nurses	75	4.41	251	5.02	58	2.32	93	2.66	120	4.44
Ward Nurses	80	1.05	147	1.40	45	0.76	57	0.95	78	0.77
Other Nurses	79	0.85	24	0.15	30	0.36	38	0.40	16	0.13
Trainee Nurses	20	0.22	49	0.32	8	0.10	7	0.07	50	0.39
<b>Total Nurses (2)</b>	<b>278</b>	<b>2.99</b>	<b>514</b>	<b>3.32</b>	<b>153</b>	<b>1.82</b>	<b>215</b>	<b>2.26</b>	<b>298</b>	<b>2.33</b>
Medical Services (3)	140	1.51	325	2.10	90	1.07	122	1.28	125	0.98
Ops & Support (4)	234	2.52	397	2.56	165	1.96	246	2.59	182	1.42
Trainees	1	0.01	0	0.00	2	0.02	1	0.01	10	0.08
F&B (5)	52	0.56	94	0.61	38	0.45	46	0.48	0	0.00
<b>Total ( 1 to 5)</b>	<b>843</b>	<b>9.06</b>	<b>1567</b>	<b>10.11</b>	<b>526</b>	<b>6.26</b>	<b>710</b>	<b>7.47</b>	<b>740</b>	<b>5.78</b>
Outsourced	173	1.86	349	2.25	137	1.63	114	1.20	318	2.48
<b>Grand Total</b>	<b>1016</b>	<b>10.92</b>	<b>1916</b>	<b>12.36</b>	<b>663</b>	<b>7.89</b>	<b>824</b>	<b>8.67</b>	<b>1058</b>	<b>8.27</b>
<b>Excluding Fixed Consultants</b>	<b>907</b>	<b>9.75</b>	<b>1713</b>	<b>11.05</b>	<b>603</b>	<b>7.18</b>	<b>753</b>	<b>7.93</b>	<b>997</b>	<b>7.79</b>

✓ Occupied Bed count – **Bangalore – 93, Chennai – 155, LBN – 84, LKP – 95, Mumbai – 128. Total – 555**

✓ Total Percentage of Occupied beds against Operational beds – **52.21%**

✓ Below number of location wise employee counts are not included to Bed Ratio Analysis – Total –492

**a.** Bangalore – Kengeri - 35. (DNB – 31, Contractual – 4). **b. Bangalore** Spoke Units - 246. **c.** Corporate - 51

**d.** Chennai – Health City – 124 (OHC – 53, Fellowship – 58 & Contractual - 13).

**e.** Hyderabad – LBN – 8 (DNB / Fellowship – 8). **f.** Hyderabad – LKP – 17 (DNB – 15 & Contractual – 2) **g.** Mumbai – 10 (DNB / Fellow)

## Talent Acquisition & Attrition – Group

Category	Talent Acquisition				Attrition		
	Joined in March'17	Open Positions	Offered	Sourcing	Abscond	Resignation	Total
Medical Services	16	30	5	25	0	15	15
Nursing	51	87	28	59	18	21	39
Operations	12	17	1	16	2	11	13
Support	12	23	3	20	1	9	10
DMO/RMO/Jr.Doctors	7	14	2	12	2	6	8
OHC / Others	0	0	0	0	0	0	0
F&B	10	6	3	3	8	5	13
Contractual	0	0	0	0	0	0	0
<b>Total</b>	<b>108</b>	<b>177</b>	<b>42</b>	<b>135</b>	<b>31</b>	<b>67</b>	<b>98</b>

- Annualized Attrition percentage in the month of March'18 for the Group – 39.57%
- Fixed Consultants, DNB / Fellowship & Outsourced employees are not considered for attrition calculation





**THANK YOU!**