# Q4 2024

## 1. Capacity Expansion and Operational Efficiency
- **Narrative:** Management highlights significant bed capacity additions across multiple locations (Lucknow, Nagpur, Mohali, Nanavati, Max Saket). These expansions are presented as key drivers of future EBITDA growth and improved Return on Capital Employed (ROCE). There's also discussion around improving operational efficiencies to achieve targeted margins. Specific timelines and bed counts are provided for several projects.
- **Management's Guidance:**
- Expectation of breakeven within a year of operation for new hospitals; Adding incremental EBITDA from Lucknow and Nagpur, offsetting initial losses in Dwarka; Targeting improved operating margins to 15% by the end of the fiscal year; Adding 140 beds in one location and another 450 beds elsewhere; Adding 140 beds in Lucknow and refurbishing 250 beds by December 2024; further expansion planned; Three new capacities (Mohali, Nanavati, Max Saket) adding 771 beds, coming online in early FY26; ROCE accretive additions of ~2,600 beds via brownfield expansion; Target ROCE of 20-25% within 4-5 years post-acquisition for new units; Reduction in operational costs by 10% by the end of the fiscal year.
- **Actual Results:**

**['Q4', '2024']:**
- The new hospitals added Rs. 42 crore of revenue and Rs. 3 crore of EBITDA in Q4, but incurred a net loss of Rs. 11 crore (including one-time transaction expenses). Overall Network gross revenue was Rs. 1,890 crore, a 15% year-on-year and 6% quarter-on-quarter increase. Network operating EBITDA was Rs. 503 crore, a 15% year-on-year and 7% quarter-on-quarter growth.

**['Q1', '2025']:**
- No actual results for Q4 2024 are provided in the data.
- **Evaluation:**
- <span style="color:red">{'evaluation': 'Did not meet expectations', 'evaluation_reason': 'While revenue and EBITDA were generated from new hospitals, the net loss of Rs. 11 crore in Q4 2024, including one-time expenses, demonstrates failure to meet the breakeven expectation within a year of operation for new hospitals as guided.'}</span>

## 2. Revenue Growth and Financial Performance
- **Narrative:** Management provides projections for revenue growth, but these are intertwined with the capacity expansion plans and improved operational efficiencies. The focus is less on a single revenue number and more on the drivers of revenue improvement.
- **Management's Guidance:**
- Revenue growth projection of approximately 10% for the next quarter; Targeting a 10% increase in ARPOB for the next fiscal year; Targeting a 15% revenue growth in the next fiscal year.
- **Actual Results:**

**['Q4', '2024']:**
- In Q4 FY24, gross revenue reached INR 1,890 Cr, marking a 15% year-over-year growth. ARPOB improved to Rs. 78,100, a 10% year-on-year and 2% quarter-on-quarter increase.

**['Q1', '2025']:**
- In Q1 2025, various reports indicated revenue growth. However, the specific numbers (ef15c259c601bd01b75b305c1d806315, a2214cb177b8f6c8c7fef056823f30ad, daaba014448b5713e646aeaf0ef366ad, 5c237dac89570502da32bc4fb0e66dc9, dfe3ad0b4c2fbe463e36e738ada912c0) don't precisely match the original guidance of 10% for the next quarter or 15% for the next fiscal year.
- **Evaluation:**
- <span style="color:green">{'evaluation': 'Exceeded expectations', 'evaluation_reason': "The 15% year-on-year revenue growth in Q4 2024 exceeded the projected 10% growth for the next quarter, exceeding management's guidance."}</span>

## 3. Research and Academic Output
- **Narrative:** Management mentions a significant number of scientific publications in high-impact factor journals, suggesting a continued focus on research and academic contributions.
- **Management's Guidance:**
- 100 scientific publications in high impact factor journals during Q4 FY24.
- **Actual Results:**

**['Q4', '2024']:**
- Management reported 100 scientific publications in high-impact factor journals during Q4 FY24.

**['Q1', '2025']:**
- In Q1 2025, reports indicated significant scientific publications (88855bb599c32302167488d41631cd66, 48f2767fedc18cbc60dc52c6fc01a294), but the exact number didn't meet the 100-publication target.
- **Evaluation:**
- {'evaluation': 'Met expectations', 'evaluation_reason': "The actual number of publications (100) precisely matched the management's guidance."}

## 4. Market Positioning and Competitive Strategy
- **Narrative:** Management expresses confidence in its ability to outperform competitors in selected markets, highlighting strategic location choices for new hospitals and suggesting a focus on high-value, competitive territories.
- **Management's Guidance:**
- Confidence in outperforming competitors in markets where peers have demonstrated viability.
- **Actual Results:**

**['Q4', '2024']:**
- No specific quantifiable actual results were provided regarding market share or competitive performance in the provided data.

**['Q1', '2025']:**
- No direct quantitative results are available to assess market outperformance in Q1 2025. Qualitative statements (e.g., 9d1227ad65171f5f9f217498639bffc5) exist but lack specific metrics for confirmation or refutation of management guidance.
- **Evaluation:**
- {'evaluation': 'Cannot be Evaluated', 'evaluation_reason': "The lack of quantifiable data on market share or competitive performance in Q4 2024 prevents an

assessment of whether management's guidance on outperforming competitors was met."}