



Nurturing
Future

Integrated Annual Report 2021-2022

Disclaimer

Statements in this report that describe the Company's objectives, projections, estimates, expectations or predictions of the future may be 'forward- looking statements' within the meaning of the applicable securities laws and regulations. The Company cautions that such statements involve risks and uncertainty and that actual results could differ materially from those expressed or implied. Important factors that could cause differences include raw materials' cost or availability, cyclical demand and pricing in the Company's principal markets, changes in government regulations, economic developments within the countries in which the Company conducts business, and other factors relating to the Company's operations, such as litigation, labour negotiations and fiscal regimes. Some of the images used in this report are purely for illustrative purposes only and hence they are not the photos/ images of our facilities, products or of any such nature/kind.



OUR VISION

Our aim at Rainbow Children's Hospitals is to provide high standards of care for the mother, fetus, newborn and children so that none of them is deprived of a tertiary care facility.

OUR MISSION

The measure of our success is in the number of smiling faces.




Rainbow

TABLE OF CONTENTS

BUSINESS OVERVIEW

About Us	03
FY22 Key Highlights	05
Chairman's Letter	06-07
Business Model	08-09

STRATEGIES & COMPETITIVE ADVANTAGES

Review of Strategies and Outcomes	10-11
Investment Rationale	12-13

MANUFACTURED CAPITAL

Where We Are	14
Hub and Spoke Model	15
Rainbow Hospitals	16-17
Child Care	18
Heart Institute	19
Women Care	20
Fertility Care	21
Capability Matrix	22-28
Key Outcomes in FY22	29

PEOPLE CAPITAL

People Capital	30-31
Doctor Engagement Model	30-31
Human Resources & Diversity	31

INTELLECTUAL CAPITAL

Intellectual Capital	32
Academic and Research	33
Awards	33
Managing Complex Diseases	34-35

FINANCIAL CAPITAL

Financial Review	36-37
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NATURAL & RELATIONSHIP CAPITAL

SASB – NABH Linkage	38-39
Environment Scorecard FY22	40
Materiality Matrix	41-43

BOARD OF DIRECTORS

Profile of the Directors	44-45
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STATUTORY REPORTS

Corporate Information	46
Management Discussion and Analysis	47-55
Board's Report	56-78
Report on Corporate Governance	79-101
Business Responsibility Report	102-109
AGM Notice	249-259

FINANCIALS STATEMENTS

Standalone	
Independent Auditor's Report	110-119
Balance Sheet	120
Statement of Profit and Loss	121
Statement of Cash Flows	122
Statement of Changes in Equity	124
Notes to the Financial Statements	125-178

Consolidated

Independent Auditor's Report	179-186
Balance Sheet	187
Statement of Profit and Loss	188
Statement of Cash Flows	189
Statement of Changes in Equity	191
Notes to the Financial Statements	192-248

ABOUT THE REPORT

The report covers all the financial, non-financial, operational and social activities of Rainbow Children's Medicare Limited, henceforth referred to as Rainbow. The corporate umbrella of Rainbow consists of the Holding and Subsidiary Companies namely - Rainbow, Rainbow Children's Hospital Private Limited, Rainbow Speciality Hospitals Private Limited, Rainbow Women & Children's Hospital Private Limited, Rosewalk Healthcare Private Limited, Rainbow C R O Private Limited and Rainbow Fertility Private Limited.

This is the first integrated Annual Report of Rainbow for the financial year ended 31st March 2022. The report is based on the Value Reporting Foundation's six principles and six capitals along with the Sustainability Accounting Standards Board's (SASB) sustainability accounting standards for the healthcare delivery companies. The impacts have been further linked to UN's Sustainability Development Goals. The 6 capitals considered in integrated report are Financial Capital, Manufactured Capital, Human Capital, Intellectual Capital, Relationship Capital and Natural Capital along with the disclosures as per the SASB standards.

BUSINESS OVERVIEW

ABOUT US

Rainbow Children's Medicare Limited is a leading chain of pediatric multi-speciality and obstetrics & gynecology hospitals in India, operating 14 hospitals and three clinics in six cities, with a total bed capacity of 1,500 beds.



IT TAKES A LOT TO TREAT THE LITTLE

A lot of effort, care and positivity and Rainbow leaves no stone unturned! Basing the operations on this principle, Rainbow started as a paediatric speciality hospital with 50 beds in Hyderabad with a strong clinical expertise and subsequently expanded to multi-speciality, obstetrics and gynaecology.

The leading hospital for children and women commemorates more than two decades of excellence. The core specialities are pediatrics (including new-born and pediatric intensive care), pediatric multi-specialty care, pediatric quaternary care (including organ transplantation); and obstetrics and gynaecology, (including normal and



complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care). In essence, Rainbow Hospitals offers end to end services starting from mother to fetus to new born infant to child.



FY22 KEY HIGHLIGHTS

14

Hospitals

1500

Beds Capacity

640+

Doctors

3

Outpatient Clinics

5

States

6

Cities

840K+

Outpatient Visits

66K+

In-patient Admissions

10.1K+

ICU Admissions

4K+

Surgical Procedures

12.6K+

Annual deliveries

CHAIRMAN'S MESSAGE



Dr. Ramesh Kancharla
Chairman and Managing Director

Dear Shareholders,

I am delighted to present the first Integrated Annual Report of Rainbow Children's Medicare Ltd (Rainbow) for FY 2021-22. This report captures our unique business model in delivering healthcare services for Children.

FY22 was an eventful year as we successfully completed the IPO and Rainbow was listed as a public limited company on NSE & BSE on 10th May 2022. I welcome the new institutional & retail investors to the Rainbow family of shareholders. I would like to thank the market intermediaries and the Team Rainbow for working assiduously in an uncertain environment to complete the IPO successfully.

During the initial days of my career, I noticed the huge need for quality paediatric healthcare in India. As I garnered experience while working at established paediatric centres in the United Kingdom, like Kings College Hospital and Great Ormond Street for Children Hospital, London, I was convinced that India needed similar advanced paediatric care.

Consequently, I returned to India to set up Rainbow as India's first paediatric multi-speciality hospital and added comprehensive perinatal care in 2007, to address high risk pregnancies and multidisciplinary foetal care.

Rainbow as an organisation embraces three fundamental principles:

- ▶ A multi-disciplinary approach, coupled with technology and an advanced support system to take care of sick children.
- ▶ A unique doctor engagement model, with full time 24X7 consultant led service to ensure superior patient outcomes.
- ▶ Child centric approach which includes children focused

environment, specifically designed play areas, soothing colour schemes, child safety gadgets and children friendly doctors and medical staff.

Rainbow believes in teamwork across the organisation, starting with doctor engagement to ensure seamless service round the clock. A collaborative approach has been embedded in the hospital culture and we strongly believe in the Aristotelian dictum that the whole can be greater than the sum of the parts. This ideology has been espoused across our 14 hospitals and 3 clinics in 6 cities.

The Hub and Spoke model is now established in Hyderabad and this model is now gradually gaining traction in Bengaluru. Rainbow runs one of the country's largest academic training programmes in the private sector, for DNB in paediatrics and Fellowship programme in paediatric super specialities. Rainbow is an ardent believer in the concept of ESG and has over the years taken the required initiatives and invested time, effort and resources. The results are encouraging with regard to water conservation, reduction in power consumption and we have secured three EDGE certificates.

Notwithstanding the challenging environment in the wake of Covid-19, RCML's consolidated financial & operating performance in FY22 was significantly better as compared to FY21. Revenue for FY22 increased to ₹ 9,737 million (₹ 6,500 million), a growth of 50%. Likewise, operating EBIDTA for FY22 increased to ₹ 3,049 million (₹ 1,628 million), an increase of 87%. Profit after Tax for FY22 increased to ₹ 1,387 million (₹ 396 million), a growth of 250%. Your Board recommended a final dividend of 20% (₹ 2 per equity share) for FY 22.

It is an obvious premise that we need healthy children to strive for a nation

of healthy and productive adults. Hence, we can daresay that children's healthcare is the very foundation of a healthy nation. United States of America has over 250 children's hospitals i.e. one children's hospital for every 20 adult hospitals, and 97% of all children's operations are done in children's hospitals. India is still at a nascent stage in providing paediatric multi-speciality and quaternary care. Rainbow is determined to play its part in building and enhancing access to multi-speciality paediatric care in our country.

We continue to undertake bold and innovative initiatives which we believe will help us scale new peaks in the years to come. We are committed to make Rainbow even more dynamic and robust, especially in paediatric multi-speciality and quaternary care. We plan to add 1000 beds in the next five years mostly in geographies which we currently operate.

I once again, sincerely thank all stakeholders for reposing their unwavering belief in us, during our two decade-long journey and supporting us in reaching new milestones. I wish to communicate that I fervently believe that more exciting times lie ahead for Rainbow, and I urge all the stakeholders continue with me on this journey. I would like to quote the immortal lines of my favourite poet Robert Frost in this regard,

*The woods are lovely, dark and deep,
But I have promises to keep,
And miles to go before I sleep.*

Warm regards,

Dr. Ramesh Kancharla
Chairman and Managing Director

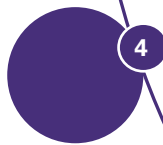
BUSINESS MODEL

Focused child centric healthcare network

Widest suite of pediatric, women and perinatal care within dedicated children friendly hospital.



More details on page 18-21



Unique doctor engagement model

Rainbow has adopted full-time exclusive consultant model.

The striking feature is 24/7 consultant led healthcare delivery.



More details on page 30-31





2

Multi-disciplinary approach

Collaborative multi-disciplinary team approach to deliver better clinical outcomes.



More details on page 22-28

3

Hub and Spoke model for wider city coverage

The hospital has a hub and spoke model with the largest centre operating as a hub and the remaining centres operating as the spokes. At the hub centre, comprehensive outpatient and inpatient facilities are provided, with a focus on tertiary and quaternary care, and at the spoke centres, secondary care in paediatric, obstetrics and gynaecology and emergency services are taken care of.



More details on page 15

STRATEGIES & COMPETITIVE ADVANTAGES

REVIEW OF STRATEGIES AND OUTCOMES

Strategic Priority 1

Strengthen tertiary and quaternary pediatric services in our existing hospitals

Key Performance Indicator FY22

Started Organ Transplantation work at our Hyderabad Hub.

Expected outcomes

Expanding the Tertiary and Quaternary Care Facility at Bangalore, New Delhi and Chennai Hubs.

To commence Pediatric Heart and Lung Transplant Programme at our Hyderabad Heart Centre.

Strategic Priority 2

Further grow our comprehensive perinatal services offered under "Birthright by Rainbow"

Key Performance Indicator FY22

Achieved 12,150 deliveries in FY 21 and 12,603 Deliveries in FY 22.

Expected outcomes

Comprehensive perinatal care program will be built across all hospitals.

Modern offerings coupled with better access and amenities across all hospitals.

Strategic Priority 3

Grow our presence through hub and spoke networks across key geographic clusters

Key Performance Indicator FY22

Vikrampuri Spoke Hospital was shifted to a larger building to provide easier access and better ambience to patients.

Expected outcomes

In FY23 two spokes i.e. one at OMR Chennai and one at Financial District, Hyderabad will commence operations. We are in the process of commencing 5 more hospitals i.e. two at National Capital Region, one at Bangalore, one at Chennai and one at Hyderabad.

Strategic Priority 4

Initiatives to drive performance efficiencies

Key Performance Indicator FY22

Improvements in financial and operating performance.

Expected outcomes

Centralized procurement function enables the organization to drive efficiency.

All functions are continuously evaluated to drive efficiency in service and improve operating performance.

Strategic Priority 5

IT infrastructure initiatives Digital

Key Performance Indicator FY22

Rainbow embraced digitization in 2015. Now the next phase of digitization is going on to provide timely and efficient service covering larger population.

Expected outcomes

Upgradation of HIS to strengthen backend operations.

Investment in robotic process automation to reduce manual errors and improve overall efficiency

Strategic Priority 6

Digital healthcare initiatives to address patient convenience, operational efficiencies and expand reach

We are implementing new age CRM software for enhanced customer engagement and superior customer experience

New Rainbow Mobile APP and redesigned user friendly website shall be made available

INVESTMENT RATIONALE

Rainbow's value essentially is in delivering impeccable paediatric healthcare. What started as a pediatric speciality care hospital, has transformed into a comprehensive perinatal care centre addressing the health needs of not only babies and children, but also of pregnant women and new mothers.

One of the largest sectors of Indian economy, both in terms of revenue as well as employment, the healthcare sector has gained utmost importance in the last few months. The pandemic has not only thrown up challenges to this sector, but also bestowed it with immense growth opportunities. And this has created a full-grown mature scenario in the healthcare sector for investments. For hospitals, the "value" that gets delivered to the customers, in this case the patients, is a measurable deliverable and a tool of determining the success and growth of the hospital.

Market Factors

Demographics of India – A large chunk of the Indian population is children, who would be the country's future workforce. Thus, India offers a large addressable pediatric market.

Indian healthcare industry – Very few multi speciality pediatric hospital chains in India are conceptualizing and focussing on children's health requirements.

Urbanization – Increasing urbanization, along with growing awareness of health issues amongst parents is leading to increased dependency on healthcare service providers for early diagnosis and treatment.

Insurance – Growing health insurance penetration to propel demand for pediatrics and neonatal care.

Focused on Child Centric Healthcare

Comprehensive perinatal care provider, with synergies between pediatric and obstetrics and gynaecology services – Very few hospitals provide end-to-end services for women and children in terms of facilities right from conception, through delivery of the baby, into his/her childhood till adolescence – in effect a one stop centre. In fact, Rainbow operational model corresponds to global quality standards, which is helping the group grow by 20% CAGR Y-O-Y for the last five years.

Multi-Disciplinary Approach

Strong clinical expertise – in managing complex diseases in almost all specialities including pediatric cardiology, pediatric neurology, pediatric nephrology, pediatric oncology to name a few, and a strong weightage assigned to critical care.

Maintaining Operational Edge

Hub and Spoke business model – This business model provides an edge to capture the patient base within a radius of few kilometres from the hub hospital. This model provides comprehensive and accessible pediatric as well as perinatal services. Also, it has helped migrate from a single secondary care hospital to an established provider of tertiary and quaternary care services.

Asset Light Model – Rainbow operates an asset light approach, with minimal debt, delivering strong operational as well as financial performance.

Initiatives to drive performance efficiencies - The fundamental mission of the group is to optimise the cost of healthcare delivery so as to make it affordable for patients and simultaneously contribute to the growth in its profitability. This requires a streamlining of the procurement processes by focusing on

- Centralized and standardized procurement of medical equipment, consumables and pharmaceuticals
- Leveraging the scale of operations for more economical sourcing
- Using technology to have real time visibility, assess supplier performance and access other relevant information.

Uniqueness in Management of Medical Talent

Doctor Fulltime Engagement Model – Rainbow hospital has a proven doctor engagement model with round the clock health services.

Ability to maintain high standards of workforce – Sustaining experienced professionals like doctors, nurses and the extended team is very critical for continued growth of operations.

Eye On Growth

Bed Capacity – Rainbow has recorded a multi fold increase in the number of beds from 50 in 1999 to 1500 in 2022, representing a CAGR of 16.7%. The number of hospitals has risen from 1 to 14 over the same period. There has been a tremendous increase in bed capacity of the hospital units since 2017. A total of 780 beds were added in the last five fiscals across eight new centres.

Brownfield investments – Further, the hospital has expansion plans for seven hospitals and intends to increase the number of hospitals in the next three fiscals in the existing cities (Hyderabad, Bengaluru, Chennai and NCR), wherein the premises for these proposed hospitals are expected to be finalised soon.

Greenfield Investments – The group also aims for expansion through development of greenfield assets. There is a dedicated in-house team that looks exclusively into capital expenditure procurement and project, and to supplement it, there is a network of selected vendors like architects and project management consultants.

Digital healthcare initiatives – The digital focus is to provide customized healthcare services as well as to digitize the whole hospital experience. The “Rainbow Children’s Hospital” mobile application is one of the core aspects of the digital strategy, which would be soon driven by an AI-enabled content management engine. Thus, there is potential to establish a hybrid model of healthcare delivery, with virtual outpatient consultations and subsequent inpatient admissions, if needed, at the network hospitals.

Best in Class Execution Record

Asset development – This has led to an increase in the number of centres across South India. The hospital, as on today, has fourteen centres traversing all of South India and National Capital Region.

Progressive operational and financial performance – Among the key players in the maternity and pediatric healthcare delivery sector, Rainbow had the highest number of hospital beds, as of 2022. Further, amongst these players, Rainbow also had the highest operating income and RoCE.

Experienced senior management team with strong institutional shareholder support –

A highly skilled and experienced senior management / leadership team has been the engine driving a strong performance and credible long –term investor like CDC Group Plc has provided a strong and stable support for growth.

ESG in the DNA

Corporate governance policies – This is the backbone of Rainbow’s operations. The management team ensures adherence to medical protocols, standards for strong corporate governance appropriate to the size and nature of the business and quality assurance and control systems.

Focus on ESG – EDGE Certification – In 2018, Rainbow became the first hospital in South Asia to achieve the IFC’s EDGE certification for green buildings. EDGE enables significant saving on power and water consumption, responsible waste management and minimal greenhouse gases emission thus reducing energy bills.

NABH Certification – Seven of Rainbow’s hospitals are certified with the Indian quality seal of the National Accreditation Board of Hospitals (NABH), which supports best practice in medical and patient care; two more hospitals are actively pursuing for NABH accreditation.

JCI Certification – Rainbow fertility centre. Kondapur is India’s first fertility centre to be accredited by JCI.

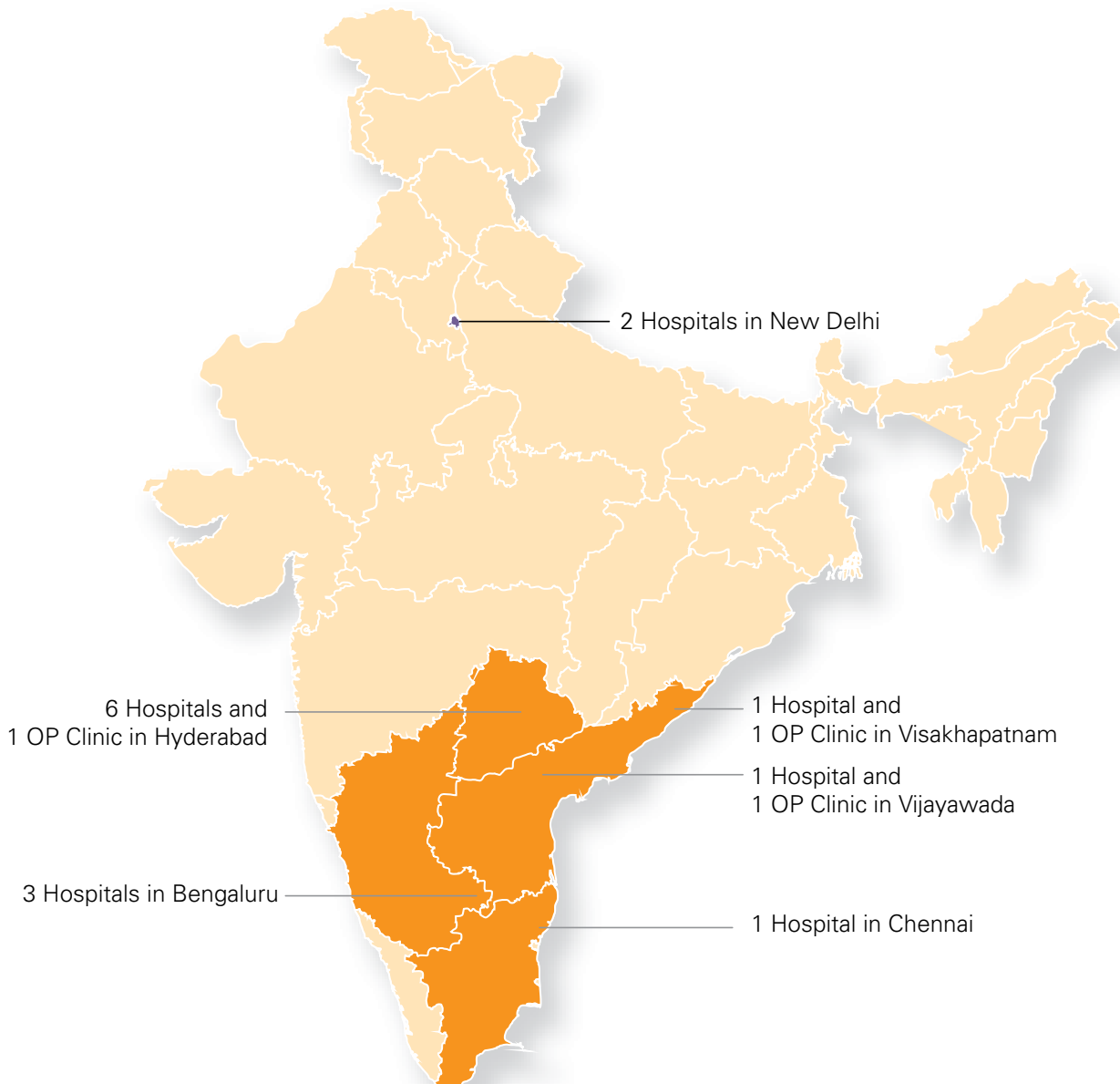
MANUFACTURED CAPITAL

UN SDG Linkage



Rainbow takes pride in being one of the leading corporate pediatric hospitals in India with fourteen hospitals and three outpatient clinics spanning six cities, namely, Hyderabad, Vijayawada, Bengaluru, Delhi, Chennai and Visakhapatnam.

The first pediatric speciality was established in 1999 on Children's Day in Hyderabad, under the able leadership of its Founding Promoter, Dr. Ramesh Kancharla. Rainbow has fourteen hospitals and three clinics in six cities, out of which, seven hospitals are accredited by NABH (National Accreditation Board for Hospitals & Healthcare Providers), two in the process of obtaining NABH certification, one clinic is accredited by JCI and three hospitals are certified by EDGE (Excellence in Design for Greater Efficiencies) by GBCI (Green Business Certification Inc, USA).



CITY LEVEL HUB AND SPOKE MODEL

Hub-and-spoke model has been proven to be the efficient when it comes to Rainbow. This model has been implemented at Hyderabad, with Banjara Hills hospital (comprising 250 beds) being the hub and that is complemented by four spokes at four locations in Hyderabad, namely Secunderabad, LB Nagar, Kondapur and Hydernagar.

At the hub hospital, comprehensive outpatient and inpatient care is provided, with a focus on tertiary and quaternary care and at the spokes, secondary care in pediatric, obstetrics and gynaecology and emergency services are provided.

A similar hub-and-spoke model has been implemented in Bengaluru as well. Going forward, the hub and spoke model would be implemented more extensively in Bengaluru, and also replicated in Chennai and New Delhi-NCR, by adding more spoke centres, where currently there are only the hub hospitals.

Hub

150-250 beds

1-2 Hubs per Metro/City

Pediatrics super specialists

Tertiary & Quaternary Care



Spoke

50 to 125 beds

Refers complex cases to hub

Primary, secondary and emergency

cases

RAINBOW HOSPITALS

HOSPITALS IN HYDERABAD



Rainbow Children's Hospital & Birthright, Banjara Hills.

Year of Establishment: 1999

250

Beds



Rainbow Children's Heart Institute, Banjara Hills

Year of Establishment: 2019

110

Beds



Rainbow Children's Hospital & Birthright, Vikramপুরi.

Year of Establishment: 2007

110

Beds



Rainbow Children's Hospital & Birthright and Outpatient Clinic, Kondapur

Year of Establishment: 2013

50

Beds



Rainbow Children's Hospital & Birthright, Hydernagar

Year of Establishment: 2014

110

Beds



Rainbow Children's Hospital & Birthright, LB Nagar

Year of Establishment: 2016

100

Beds

HOSPITALS IN BENGALURU



Rainbow Children's Hospital & Birthright, Marathahalli

Year of Establishment: 2015

200

Beds



Rainbow Children's Hospital & Birthright, Bannerghatta Road

Year of Establishment: 2016

102

Beds



Rainbow Children's Hospital & Birthright, Hebbal

Year of Establishment: 2020

50

Beds

HOSPITALS IN VIJAYAWADA AND VISAKHAPATNAM



Rainbow Children's Hospital & Birthright, Currency Nagar, Vijayawada

Year of Establishment: 2007

130

Beds



Rainbow Children's Hospital & Birthright, Health City, Visakhapatnam

Year of Establishment: 2020

129

Beds

HOSPITALS IN CHENNAI



Rainbow Children's Hospital & Birthright, Guindy, Chennai

Year of Establishment: 2018

135

Beds

HOSPITALS IN DELHI



Rosewalk, by Rainbow Hospitals

Year of Establishment: 2019

24

Beds



Madhukar Rainbow Children's Hospital & Birthright

Year of Establishment: 2017

130

Beds

Highlights



7

NABH Certified Hospitals



3

Edge Certified Hospitals



Rainbow's fertility facility in Hyderabad has become the first standalone infertility facility in India to get JCI accreditation.

CHILD CARE

Rainbow offers a comprehensive set of services for children, right from birth through their growing years into adolescence. The services range from treatment of minor injuries and ailments to critical care to pediatric surgeries (in multi-disciplinary specialities). It also caters to vaccination and immunization programmes, healthcare, wellness and nutrition education and preventive healthcare through awareness programmes. Other facilities include pre-natal consultations to 24x7 emergency services.

With cutting edge technology, contemporary facilities and trend setting practices, Rainbow is at the forefront in providing care for children, thus ensuring a healthy, safe future of the nation.

Rainbow offers Children Safety Programmes, which are consultation programmes for parents to help overcome the challenge of common accidents that occur at home, like choking, burns, bleeding, bumps, falls, poisoning, and others. Through these programmes, risks of these accidents are pre-identified and hence

chances of occurrence are reduced. The next step of the programme is to help provide first aid to children in the most scientific way, if at all any accident occurs.

This program is best suited for parents of children under 5 years as well as expectant parents.

General Pediatrics

The General Pediatrics Department at Rainbow is one of the largest Department at Rainbow taking care of secondary care. The department provides wide range of treatments including acute and seasonal illnesses, fevers, supports school and community health program, developmental screening, injury and injury prevention, chronic fatigue syndrome, chronic diseases like Diabetes, Asthma and Obesity etc

Neonatal Intensive Care

The neonatal intensive care unit (NICU) at Rainbow is one of the most advanced intensive care in the country. We provide level 4 NICU care at hub hospitals and level 3 NICU care at spoke hospitals.

We have dedicated team of specialist doctors, nurses and para-medical staff and latest equipment to care of premature and sick newborn babies.

Pediatric Intensive Care

Pediatric Intensive Care Unit at Rainbow is one of the most advanced intensive care units in the country that treats critically ill children. With a team of inhouse Pediatric Intensivists available 24/7, supported by full-time Pediatric Subspecialist Consultants, advanced ventilation modalities, and advanced organ support system, the PICU delivers the best outcomes for critically ill children and children with complex problems.

Vaccination

Vaccination services (for all the mandatory vaccines in the Immunization Schedule prescribed by the National Immunization Schedule) are available in all of Rainbow Hospitals. The make and brands of the vaccines used at all the centres are at par with International Standards and comply with the schedules of most of the countries and regions.



HEART INSTITUTE



Rainbow Children's Heart Institute is one of the largest of its kind in India

Rainbow Children's Heart Institute is an exclusive heart centre to provide the most comprehensive treatment for children with congenital and other cardiac issues. Backed by the expertise of Rainbow Children's Hospital and driven by a formidable team of cardiac experts, RCHI offers the best available cardiac care treatments for children

110

Beds

1,012+

Cardiac Surgeries

938

cardiac catheterization procedures

~22.5K+

Pediatric Outpatient since 2019

7,107

Fetal echocardiography scans



At Rainbow Children's Hospital, the team believes that there's nothing more precious than a child's heart. The team of expert Pediatric Cardiologists provide complete care to children with severe heart ailments. The Advanced Congenital Cardiovascular Care Unit, Pediatric and Neonatal Intensive Care Unit are equipped to provide consistent attention to both in-patients and out-patients.

Our expertise lies in:

Pediatric Cardiology:

- Arrhythmias
- Kawasaki Disease
- Aortic Aneurysm And Dissection
- Pacemaker
- Chest Pain
- Pulmonary Hypertension
- Congenital Heart Disease
- Hypertension
- Congestive Heart Failure
- Fetal Echocardiogram
- Fetal Cardiac Interventions
- Cath Lab

Cardiothoracic Surgery:

- ASD Surgery
- VSD Surgery
- Arterial Switch Operation
- TAPVC Repair
- TOF - Intra Cardiac Repair
- Fontan Surgery
- COA Surgery Repair
- Heart Failure and Heart Transplant Services

WOMEN CARE



Rainbow provides women care services at its hospitals under the brand called "BirthRight." Under BirthRight highly specialized maternity and perinatal care is provided, with the aim of achieving safe delivery and healthy babies.

Exceptionally qualified and well trained medical professionals monitor the various stages of pregnancy through constant observation and evaluation. Expectant and new mothers are given care and counselling and rendered immediate medical assistance in case of complicated or high-risk childbirths. Encompassing both obstetrics and gynaecology, Rainbow utilizes the latest technologies and resources to identify and treat "high risk" conditions of the fetuses and the mothers-to-be to ensure safe pregnancies and minimize risks due to congenital diseases and/or complications. Monitoring of the mothers' and the fetuses' health conditions, including fetal ultrasounds, nuchal translucency screenings, non-stress tests and other tests

and screenings is possible due to advanced technologies.

Rainbow has the knowledge and the know-how to manage challenging situations that may arise before, during, and after pregnancy and childbirth, such as amniotic fluid embolism, postpartum haemorrhage, placental abruption, placenta previa, severe pre-eclampsia and high-risk pregnancy. The physicians, obstetricians, neonatologists and neonatal nurse practitioners are on-site 24 hours a day and seven days a week with a support team of pediatric and maternal critical care specialists to ensure immediate care to both mothers and babies when needed. The obstetrics services also feature NICUs that are capable of treating premature new-borns with low birth weight and with birth defects or other complications. The conventional obstetric services include regular health assessment, laboratory tests, ultrasound examinations, physical and intelligence assessments and new-born care consultation. After the baby is born, the mother's and baby's

health are closely monitored to ensure smooth recovery. Ancillary services such as pelvic floor rehabilitation, postnatal care and breastfeeding support are also extended to, which are beyond the traditional scope of obstetrics practice at most hospitals.

Fetal Medicine

Rainbow hospitals also have this unique offering of detecting cardiac anomalies in pregnancies, and this offering is not just for the group hospitals, but also for other hospitals.

The other offerings include:

- Targeted imaging for Fetal Anomalies (TIFFA Scan)
- Chromosome screening
- Prenatal testing and diagnosis
- Pediatric Fetal growth assessments and well-being
- Fetal therapies like intra-uterine transfusions, laser interstitial ablations etc

In addition to the above, sessions and services for the under mentioned cases are also provided for:

- Childbirth preparation classes
- Pre pregnancy health check up
- Women check up
- Breastfeeding counselling
- Breast care services
- Minimally invasive surgeries
- Menopausal treatment
- Nutritional counselling
- Diabetology services
- Urogynaecology treatment
- Polycystic ovary syndrome
- Treatment of Sexually transmitted diseases



12.6K+

Deliveries in FY22

Manufactured Capital

FERTILITY CARE

With every step of progress, comes a cost associated with it. Ancient human civilization defined the role of women restricted to household and family. But with developing society, emerging opportunities and globalisation, the traditional role of women in the society has been drastically transformed, and the repercussions include stressful lifestyles, late marriages, unhealthy food habits, alcoholism to name a few. The associated price that people pay is infertility. Infertility also is caused due to some medical factors and sometimes some unknown factors inspite of investigations.

Rainbow addresses fertility issues in women in a systematic way, taking into consideration that every infertility case is different with different causes. So, the treatment is personalised and based on widely based factors

applicable to the individual. The female fertility team consists of sonologists, embryologists, endocrine laboratory team, gynaecologists, counsellors, medical officers, nursing staff, IVF lab team, expert andrology lab team, and pharmacy team, working in a dedicated and cohesive manner to deliver the best possible outcomes.

BirthRight Fertility by Rainbow is India's premier fertility care facility providing a range of investigations & consultative services to understand, assess and diagnose a couple's fertility issues. Understanding the causes of fertility and understanding them early provides a greater chance of being able to find a treatment and help the couple conceive. Rainbow's fertility facility in Hyderabad has become the first standalone infertility facility in India to get JCI accreditation.

The various lines of treatments available at Rainbow Hospitals for fertility issues are as follows:

- Intrauterine insemination (IUI)
- In vitro Fertilization (IVF)
- Ovulation Induction
- Intracytoplasmic Sperm Injection (ICSI)
- Intracytoplasmic Morphologically selected Sperm Injection (IMSI)
- Assisted Hatching
- Cryopreservation
- Sperm Donor Treatments
- Frozen Embryo Transfer
- Surgical Sperm Retrieval
- Oocyte Donor Treatment
- Embryo Donor Treatment



CAPABILITY MATRIX

General Pediatrics



- Family support Immunizations
- Treating acute and seasonal illnesses
- Evaluation of children with fevers
- School and community health program
- Adolescent clinics
- Developmental screening
- Injury and injury prevention
- Chronic fatigue syndrome
- Treating special children and youth with special needs
- Injury prevention
- Treatment of Chronic diseases like Diabetes, Asthma and Obesity etc.

The department of General Pediatrics is one of the largest at Rainbow Hospitals. It is involved with diagnosis and medical care.

Pediatric Intensive Care Unit



- Pediatric neurocritical care services
- CRRT, plasmapheresis, peritoneal dialysis, haemodialysis
- Pediatric trauma and poison
- Bedside EEG Monitoring
- Treatment of critically ill children with seasonal and acute illness
- Acute kidney, liver failure pediatric cases
- Encephalopathy and status epilepticus cases
- Pediatric ECMO Services
- Pediatric burns
- Pediatric therapies

All the ICUs have latest generation ventilators, nitric oxide delivery units, and high-frequency oscillators. There are HEPA filters and special air handling units for maintaining bacteria-free air circulation. It has a specially dedicated infection control team and equipments to monitor and manage the children like the latest generation multi-channel cardiac monitors, intracranial pressure monitoring equipment, in-house 2D echo, continuous EEG monitoring, ultrasound machines, haemodialysis machines, etc.

Department of Neonatology



We have a team of neonatologists working round the clock to render high-quality care for the conditions like

- Care of preterm babies with very low birth weight and extreme low birth weight
- New born emergency transports
- Care of sick new-borns including treatment of sepsis, birth asphyxia, neonatal seizures and respiratory distress
- Advanced ventilation including HFOV
- Inhale nitric oxygen therapy
- Neonatal surgical services
- Neonatal metabolic and genetic services
- Therapeutic cooling for children with asphyxia, bedside EEG monitoring
- Neonatal cardiology services
- Total parental nutrition
- Bedside patent ductus arteriosus (PDA) ligation
- Development supportive and kangaroo mother care
- High-risk follow-up clinic
- Retinopathy of prematurity (ROP) clinic
- Neonatal hearing screening

Pediatric Neurology



The neurological department consists of a team for pediatric neurology, allied services, and neuro rehabilitation. It provides comprehensive care to children with developmental, behavioural, and neurological problems. With state-of-the-art facilities, research-based testing methods and world-class doctors, it is possible to render high-quality care for the most complex conditions like

- Childhood epilepsy and Febrile seizures
- Autism spectrum disorders
- Muscular neuropathy and dystrophy
- ADHD and sleep problems
- Headaches including concussions and migraines
- Developmental disorders
- Traumatic Brain Injury (TBI)
- Stroke
- Congenital malformations
- Congenital birth defects affecting the spinal cord and the brain like spina bifida
- Brain tumors
- Inflammation or infections of the brain
- Autoimmune problems such as multiple sclerosis
- Genetic conditions affecting the nervous system
- Abnormal mental development, learning disabilities and speech disabilities
- Head injuries and the complications they accompany
- Palliative and hospice medicine
- Hydrocephalus (fluid build-up in the brain)
- Vascular neurology

CAPABILITY MATRIX

Department of Pediatric Nephrology



The department is equipped to deal with all types of renal issues including the common nephrotic syndrome, kidney syndrome as well as rare problems of congenital metabolism.

- Acute kidney injury
- Acute nephritis
- Childhood hypertension (high BP)
- Chronic renal failure
- Developmental abnormalities of the kidneys
- Haematuria (blood in urine)
- Hereditary nephropathy
- Nephrotic syndrome (protein leakage through the kidneys)
- Pyelonephritis
- Renal calculi (kidney stones)
- Renal tubular disorder leading to acid-base and electrolyte disturbances
- Renal vasculitis
- Urogenital abnormalities and their surgical management
- Urinary tract infections (UTI)
- Vitamin D refractory Rickets

Department of Pediatric Surgery



The Department of Pediatric Surgery includes Pediatric Urology and Pediatric Minimal Invasive Surgery. Ever since its inception, excellence in surgical care is of a high priority at Rainbow, with adapting to most recent surgical advances in child care. The highly trained surgeons and nurses are able to perform a broad range of general and highly specialized surgical procedures to ensure that the child has the best possible chance of recovery – with least incisions and trauma. Following conditions are taken care of:

- Neonatal surgeries
- Minimal invasive surgeries
- Pediatric urology
- Bronchoscopy
- Thoracoscopy repair
- Hepato-biliary surgeries
- Plastic surgery
- Cleft lip palate
- Burns patients

Department of Pediatric Gastroenterology



This department is concerned with gastro intestinal conditions. We also help with liver transplant evaluation, diagnosis and management of childhood mobility disorders, and nutritional support.

- Bleeding in the gastrointestinal tract
- Liver disease
- Chronic or severe diarrhoea
- Food intolerances or allergies
- Liver Transplant
- Short bowel syndrome
- Inflammatory bowel disease
- Severe or complex gastroesophageal reflux disease (GERD)
- Acute or severe abdominal pain
- Chronic constipation
- Liver disease
- Feeding disorder
- Pancreatic insufficiency
- Pancreatitis
- Cystic fibrosis
- Nutritional problems such as obesity, malnutrition and failure to thrive
- Lactose intolerance

Department of Haematology, Oncology and Bone Marrow Transplant



The trained and well experienced team of doctors and nurses deal with children suffering from cancer and other blood disorders and help children face central lines and chemotherapy. Rainbow has a dedicated Bone Marrow Transplant unit (BMTU) where stem cell transportation is done for treating conditions like blood cancer, bone marrow failure syndrome, Thalassemia, etc.

- Acute leukemia (blood cancer)
- Neuroblastoma
- Lymphomas (lymph node cancer)
- Brain tumour
- Germ cell tumour
- Wilms tumour (from the kidney)
- Osteosarcoma (from bone)
- Ewing's sarcoma
- Rhabdomyosarcomas
- Hepatoblastoma (liver-related)
- Soft tissue sarcomas
- Refractory anaemias including remitting relapsing autoimmune haemolytic anaemias requiring Rituximab
- Chronic Immune Thrombocytopenia (ITP) that needs second-line medications like Rituximab
- Hemoglobinopathies
- Nutritional anaemia
- Other inherited anaemia
- Aplastic anaemia (requiring immunosuppressive therapy along with Cyclosporine (CSA) and Antithymocyte Globulin (ATG))

CAPABILITY MATRIX

Department of Orthopaedics



The team comprises well-trained and experienced specialists committed to providing the highest level of medical care as well as a holistic approach to musculoskeletal disorders

- Arthroscopic surgeries
- Ligament reconstructions
- Fracture care
- Hammertoe repair
- Bunionectomy
- Cartilage surgery to the knee
- Resurfacing procedures
- Repair of torn tendons and ligaments
- Spine surgery including laminectomy, spinal fusion, foraminotomy and discectomy
- Advanced external fixation
- Minimally invasive surgery
- Use of bone-fusing protein and bone graft substitutes
- Hyaluronic acid injections for helping get rid of arthritis pain
- Corticosteroid injections into tendons, ligaments, and joints, and near the spine
- Amputation

Department of Pediatric ENT



Serious and severe ear, nose and throat issues arise in newborns too. Severe breathing problems are a part of such issues. If they are not diagnosed and treated on time, the criticality can advance even further. Rainbow Children's Hospital provides exclusive Pediatric ENT & Cochlear Implantation and advanced Implant Otological services. It has been catering to the most critical cases in this field.

The team's expertise lies in diagnosing the problem and identifying if it can be fixed through medicines or needs to be treated surgically. The ENT and Cochlear Implantation team at Rainbow has treated many complex cases successfully.

- Cochlear implantation
- Reconstruction for airway obstruction
- Airway balloon dilation
- Audiological services
- Rehabilitation services
- Postoperative care
- Family Resource Center

Department of Pediatric Cardiology and Cardiac Sciences



Cardiology is an important part of Intensive care services, both PICU and NICU. All the emergency cases are dealt with round-the-clock by a team of committed and qualified professionals

- Arrhythmias
- Kawasaki disease
- Aortic aneurysm and dissection
- Marfan syndrome
- Aortic and Pulmonary Stenosis
- Pulmonary Atresia
- Pericarditis
- Atrial Septal Defect
- Cardiomyopathy
- Bacterial endocarditis
- Atrioventricular canal
- Patent ductus arteriosus
- Cholesterol
- Tetralogy of Fallot
- Berlin heart
- Syncope
- Chest wall deformities
- Rheumatic heart disease
- Ventricula
- Heart murmurs
- Total anomalous pulmonary venous
- Coarctation of the aorta
- Truncus arteriosus
- Transposition of the great arteries
- Tricuspid atresia
- Hypoplastic left heart syndrome
- Pacemaker
- Chest pain
- Pulmonary hypertension
- Congenital heart disease
- Hypertension
- Congestive heart failure
- Fetal Echo cardiogram
- Fetal cardiac interventions
- Cath lab

Department of Pulmonology & Allergy



With advanced diagnostic techniques, Rainbow can identify the cause behind the respiratory disease and manage acute as well as long-term respiratory conditions through our evidence-based and up-to-date treatments. We use innovative technologies and techniques for treating pulmonary issues in kids such as

- Asthma
- Eczema (atopic dermatitis)
- Hay fever (allergic rhinitis)
- Hives (welts, urticaria)
- Sinusitis
- Reactions to insect stings, medications or foods (anaphylaxis)
- Immune disorders
- Severe, unusual infection
- Recurring abscesses and thrush
- Frequent pneumonia, diarrhea, and sinusitis
- Difficulty in breathing
- Chronic cough
- Noisy breathing
- Chronic lung disease
- Lung infection
- Chronic respiratory failure
- Aspiration
- Recurring pneumonia
- Sleep apnea
- Conditions requiring special equipment for monitoring and breathing at home
- Cystic fibrosis

CAPABILITY MATRIX

Other Departments

- Department of Pediatric and Metabolic Medicine
- Department of Pediatric Ophthalmology
- Department of Pediatric Dermatology
- Department of Pediatric Rheumatology
- Department of Pediatric Infectious Disease
- Department of Child Psychology
- Department of Psychiatry
- Department of Developmental and Behavioural Pediatrics
- Department of Dentistry
- Department of Endocrinology

Extended Services

- Children's nutrition
- Anaesthesia & Pain Management
- Physiotherapy and Rehabilitation
- Laboratory Services
- Speech and Language Therapy
- Occupational Therapy
- Cochlear Implant
- Cranio Maxillofacial Surgery

Vaccination

Vaccination services (for all the mandatory vaccines in the Immunization Schedule prescribed by the National Immunization Schedule) are available in all Rainbow Hospitals. The make and brands of the vaccines used at all the centres are at par with International Standards and comply with the schedules of most of the countries and regions.

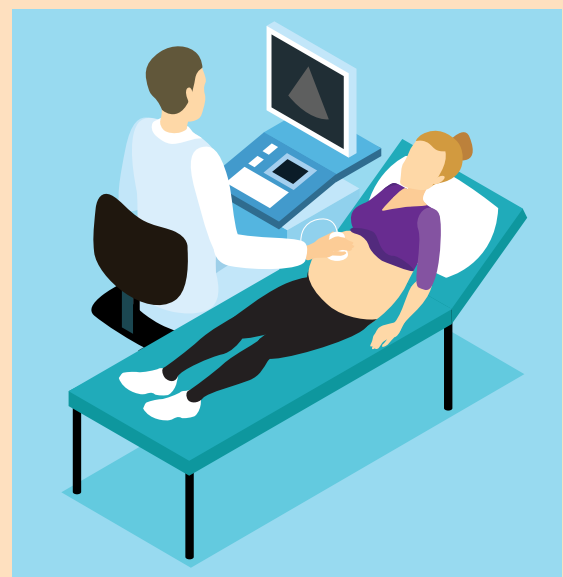


Fetal Medicine:

Rainbow hospitals also have this unique offering of detecting cardiac anomalies in pregnancies, and this offering is not just for the group hospitals, but also for other hospitals.

The other offerings include:

- Targeted imaging for Fetal Anomalies (TIFFA Scan)
- Chromosome screening
- Prenatal testing and diagnosis
- Pediatric Fetal growth assessments and well-being
- Fetal therapies like intra-uterine transfusions, laser interstitial ablations etc



MANUFACTURED CAPITAL - KEY OUTCOMES IN FY22

Performance Highlights

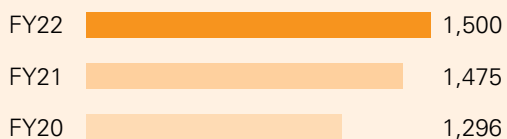
840_k
Outpatient visits

12.6_k
Deliveries annually

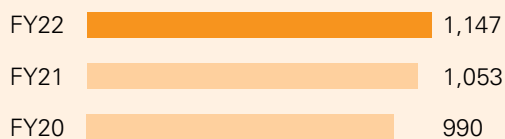
10.1_k
ICU admissions

4_k
Surgical procedures

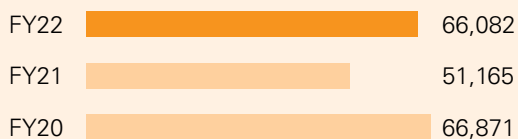
Capacity Beds (Nos)



Operational Beds (Nos)



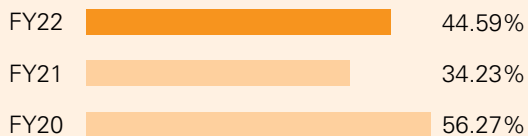
IP volume



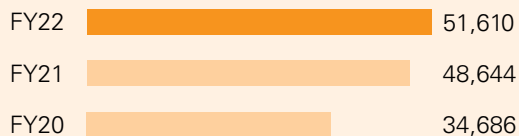
OP volume



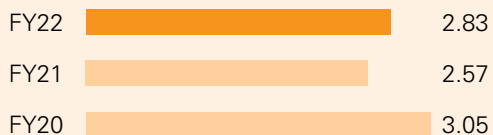
Occupancy



ARPOB (INR per day)



ALOS (# days)



PEOPLE CAPITAL

UN SDG Linkage



As the country's leading paediatric hospital with global benchmarks, it is critical for the hospital to attract, retain, and engage high-calibre medical and non-medical professionals. Since the hospital's inception, the engagement model of medical professionals, supported by an experienced team of paramedics, patient care groups, and an administrative team, has been a key component in its transformation.

Power to attract, train and retain high-caliber medical professionals

One of the major challenges in any industry is the lack of appropriate man power. For hospitals, trained medical professionals are the pillars of sustenance. The existence of well-trained doctors, nurses and their team is critical, and it depends on sourcing, training and retaining them. Factors such as reputed brand, offering highly professional and rewarding work environment, time to time training for self-development and overall alluring career opportunity assist Rainbow in this endeavour.

Recognized DNB Examination and Training Centre

Rainbow is also recognized by DNB as an examination and training centre for offering training in pediatrics, neonatology, pediatric intensive care, pediatric subspecialties, obstetrics and gynaecology. The candidates trained at Rainbow during DNB are absorbed into the Rainbow Clinical team and will work following the Rainbow protocols from day one.

Rainbow also provides an excellent academic environment with scope for research. It helps publish significant number of research papers in medical journals both nationally and internationally.

Experienced Senior Management Team with Strong Institutional Shareholder Support

Senior management being more activists and interventionists, are going beyond the dimension of their standard functions. At Rainbow too, a highly experienced and involved senior management team has been the contributory factor to a strong past performance and will be so for the future strategical growth plan. Exclusive focus on patient care along with impeccable corporate governance policies is the backbone of Rainbow's operations. The senior clinical team comprises of stalwarts in the field of pediatric medicine, with international training and/or experiences, strong clinical expertise, with the ability to frame medical protocols, setting up standards for governance and quality assurance and control systems and with valuable managerial experiences.

Doctor Engagement Model

The doctor engagement model employed lets the specialist doctors work full time, in the hospitals with retainership. The doctors have no private or home clinics and are completely associated with Rainbow, with a night on-call commitment. As per this model, the specialists are available 24x7 on a rotation basis, which is very crucial for pediatric, neo natal and obstetrics. This also provides stability in the career of the medical professionals, leading to a high doctor retention rate. The doctors work together in speciality teams and not independently or in silos, resulting in better outcomes.

ESOPs/Equity Shares to Doctors

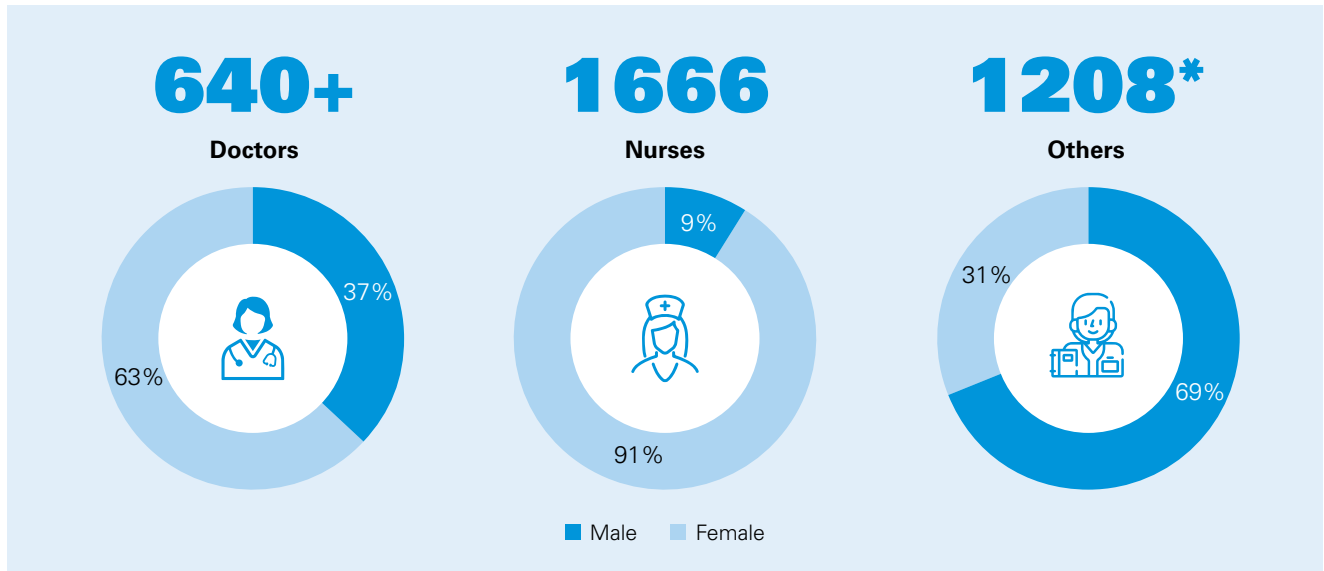
Rainbow has a ESOP plan for the employees who are contributing to its growth. 100 plus doctors collectively own considerable equity capital of the company.

The Doctor Engagement Model Consists of:

Outstanding professional capabilities

- A number of doctors trained or possess qualifications from the UK, USA, Canada, Australia
- Modern infrastructure and clinical back-up to provide quality care

Human Resources & Diversity



*Including



Age Diversity



Best in class training programme

- Recognised as MRCPCH Examination Centre
- Recognised as training center by National Board of Examinations
- Leading training program in India approved by National Board of Examinations

Enriching career development

- Retainer/Support in beginning years
- Multidisciplinary approach to create comprehensive clinical environment
- Opportunities to learn and grow in the Rainbow network



INTELLECTUAL CAPITAL

UN SDG Linkage



Intellectual capital with respect to the unique knowledge management of pediatric hospitals, clinical expertise, and specialized trainings are the key intellectual advantages of the Hospital.



Ability to conceptualize, create and operate specialized children’s hospitals

The child centric approach adopted in Rainbow hospitals makes the atmosphere suitable for quicker treatment of and recovery from severe or prolonged illnesses. At all premises, substantial emphasis is given to the right ambience – which includes vibrant and visually appealing, bright interiors, designated children play area, and miscellaneous entertainment in the patient rooms.

Our medical fraternity also focusses on the emotional and psychological aspects of children, mellowness and gentleness manifested in all lines of interaction with the young patients. This approach is the biggest strength of the group.

Comprehensive perinatal care provider, with synergies between pediatric and obstetrics and gynaecology services

CRISIL research indicates that the pediatric healthcare model followed

in the US is the benchmark medical care wherein the children hospitals admit pregnant women into their facilities, due to high-risk pregnancies, emphasizing the need for integrated mother child treatment. CRISIL also points out that in India, the number of such players is limited, and Rainbow model corresponds to the global one.

From inception till now, the focus has evolved and migrated beyond pediatric care to encompass the entire perinatal ecosystem. Thus, the brand was leveraged to expand from the already well-established pediatrics department into gynaecology and obstetrics, making it cost effective and seamless one stop health destination for families.

The obstetrics and gynaecology services include

- Comprehensive perinatal service
- 24/7 Obstetrics, anaesthesia, blood bank
- Maternity ICU

Whereas the pediatric services include

- 24*7 full spectrum of Pediatric multi-speciality cover with level 4 NICU care (Level 4 NICU provides the highest level of neonatal care and are required to have pediatric surgical subspecialists, in addition to the doctors and staff required for the functioning of the base levels of NICU.)

The seamless and complementary synergies between the two departments enable better utilisation of resources and infrastructure as well as help in brand strengthening and brand empowerment.

A sneak peek into the academic and research-oriented features

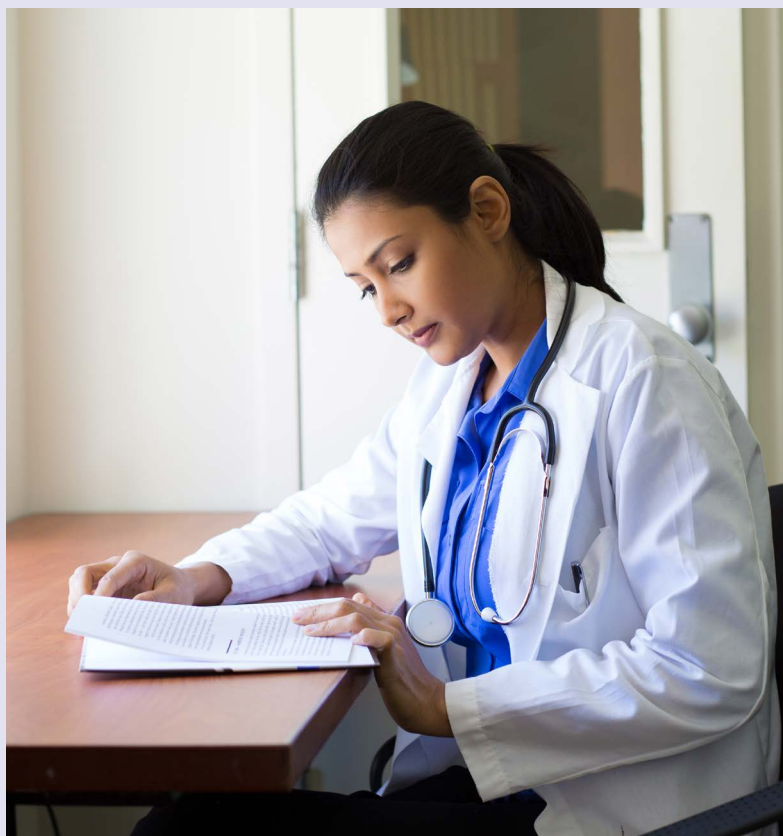
- Rainbow runs one of the largest pediatric DNB training programs in country in private healthcare.
- It has 200+ trainee doctors pursuing DNB, postgraduate and other fellowship program in Rainbow network.
- Some of the key programs include DNB – Pediatrics, neonatology, pediatric intensive care, DNB – Obstetrics & Gynaecology and FNB – Pediatric Hemato-oncology and Gastroenterology, postdoctoral fellowship programs for IAP & NNF in neonatology, pediatric critical care and pediatric neurology.
- Rainbow doctors have been regularly publishing their research papers in peer reviewed national and international journals and have published 115 research papers since 2019.
- Rainbow is a regular partner in conducting national and international medical conferences.

200+

Trainee doctors pursuing DNB and other PG/fellowship programs

115+

Research paper since 2019



Awards



The best standalone pediatrics hospital in India by The WEEK



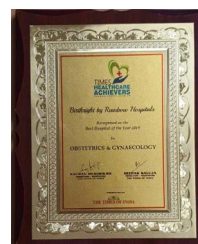
The Healthcare Leadership Award at Karnataka Healthcare Leadership Awards



Three times continuously certified as a great workplace by Great Place to Work Institute, India



Ranked number three in Fertility & IVF category (Multi-Speciality Hospital) in Hyderabad by Times Excellence Award



The best hospital of the year 2019 in obstetrics and gynecology award at Times Healthcare Achievers

MANAGING COMPLEX DISEASES

Strong clinical expertise in managing complex diseases

Rainbow is India's largest multi-specialty pediatric care provider, based on hospital beds, as of March 31, 2022. It has its wings spread out across specialities such as pediatric cardiology, pediatric neurology, pediatric nephrology, pediatric oncology to name a few. One third of the operational beds are dedicated to critical care. Advanced neonatal and pediatric intensive care (NICU/PICU) is the forte. Multi-specialty tertiary intensive care is provided at the hub hospitals, making the group one of the very few standalone pediatric multi-specialty hospital chain in India.



New-born and Paediatric Emergency Air transport services – Critically ill pre-term baby with life threatening infection survived

Our team started from Hyderabad to Raipur on August 18, 2021 by the air ambulance that was equipped with a portable transport incubator which has inbuilt ventilator, monitors, ICU equipment and medications. After reaching the referral hospital we assessed the baby's clinical condition. We successfully shifted the baby on breathing support to our hospital in Hyderabad without any deterioration of the baby. Baby continued to receive critical care, antibiotics were adjusted, blood products (as per need) and immune boosting proteins to improve continuously falling platelets were given. The baby improved gradually. Blood infection cleared and baby started growing. Baby was discharged after a three week treatment.



Rainbow Children's Hospital at the forefront; performs a Rare Gene Therapy

3 year boy suffering from Spinal Muscular Atrophy (SMA) was given ZOLGENSMA an injection on June 9, 2021, at Rainbow Children's Hospital, Secunderabad, under the supervision of Dr. Ramesh Konanki, Consultant Pediatric Neurologist. ZOLGENSMA is the world's most expensive drug, currently not available in India.



Ex utero Intrapartum Treatment (EXIT) Procedure for a Fetal Neck Mass.

The baby had huge mass encircling the windpipe which would have resulted in difficulty in breathing post birth. So, a complicated surgery was performed right at birth where a Team of Obstetrician & Gynecologist, Neonatologist, Pediatric surgeon, ENT Surgeon and Anesthesia specialist conducted a complicated Breathing pipe (tracheostomy) before baby's complete delivery.



First Neonatal Hemodialysis Banjara Hills

A newborn boy who was transferred to our hospital on day 3 with seizure, encephalopathy, renal failure, high ammonia level. This baby was diagnosed to have urea cycle defect, a rare genetics disease. Baby was initially treated with peritoneal dialysis, however as baby did not show response, hemodialysis was planned. In India neonatal hemodialysis is not available in majority neonatal facilities. Our Neonatal Intensive care team and nephrologist for the first time did this challenging neonatal treatment after which baby started improving.



Amid Corona Crisis, baby got new lease of life after complex heart surgery

3 day old baby, suffering with a very complex heart problem called Hypo plastic Left Heart Syndrome (HLHS), was having difficulty in breathing and was on ventilator before its arrival at our hospital. The left side of the heart which pumps blood and the vessels, was very small. Emergency open heart surgery, known as Norwood procedure, was done on April 19, 2020. This is one of the most difficult surgeries which very few centers in India are able to do. After the surgery, baby was kept in ICU for 9 days for recovery. The baby recovered well and went home.

FINANCIAL CAPITAL

UN SDG Linkage



Robust growth, operational and financial performance

For hospitals, the majority of the revenue inflow is from the In-Patient Department (IPD), which in turn is based on the number of beds. The primary infrastructural element to be measured is the number of beds. Rainbow has recorded a multi fold increase in the number of beds from 50 beds in one hospital in FY1999 to 1500 beds in 14 hospitals in FY2022.

Discussion on Consolidated Financial Performance

The following paragraphs discusses the financial performance for the year ended March 31, 2022 in comparison with the previous year ended March 31, 2021.

Revenues

Operating revenue stood at ₹ 9,738 million in FY22, as against ₹ 6,500 million in FY21, with an increase of 50%.

Key drivers of the increase in revenue are as follows:

	UoM	As at 31.3.2022	As at 31.3.2021	Change
Hospitals	No.	14	14	-
Outpatient clinics	No.	3	3	-
Operational bed capacity	No.	1,500	1,475	1.7%
Occupancy	No.	44.59%	34.23%	30%
Outpatient visits	No.	840,000	624,111	34.6%
Inpatient admissions	No.	66,082	51,165	29.2%
Average length of stay (ALOS)	No. of days	2.83	2.57	10.1%
Average revenue per operating bed (ARPOB)	Rupees	51,610	48,644	6.1%

Other income increased 85% from ₹ 103 million to ₹ 189 million. The increase is contributed by interest and dividend received on investment of surplus funds.

Expenses

Medical consumables and pharmacy items:

These items costed ₹ 1,947 million in FY22, 88.6% over ₹ 1,033 million in previous year. The increase is mainly in line with higher revenue and partially due to increase in cost of supplies.

Employee benefits expense:

Salaries and benefits expense of ₹ 1,161 million in FY22 increased by 13.7% to ₹ 1,021 in FY21. This increase is mainly due to higher number of employees and annual increments.

Finance costs:

The financial costs increased to ₹ 532 million in FY22 during 2021, compared to ₹ 441 million in FY21. The increase of

20.7% is largely due to increase in interest expenses on lease liabilities

Depreciation and amortization:

The depreciation and amortization expense increased to ₹ 833 million from ₹ 733 million as a result of addition in fixed assets.

Other expenses:

Other expenses grew by 270% to ₹ 3,581 million in FY22 from ₹ 2,819 in FY21. Professional fees to doctors increased due to growth in business to ₹ 2,038 million in FY22, vs ₹ 1,595 million in FY21. However, as a % of operating revenue professional fees reduced from 24.5% of operating revenue during FY21. Increase in professional fees on account of increase in business when the payment to doctors are proportionately increased.

Other factors that contributed to increase in other expenses include Business promotion, Contract wages, Canteen expenses, Power and fuel, etc. In line with the increase in business.

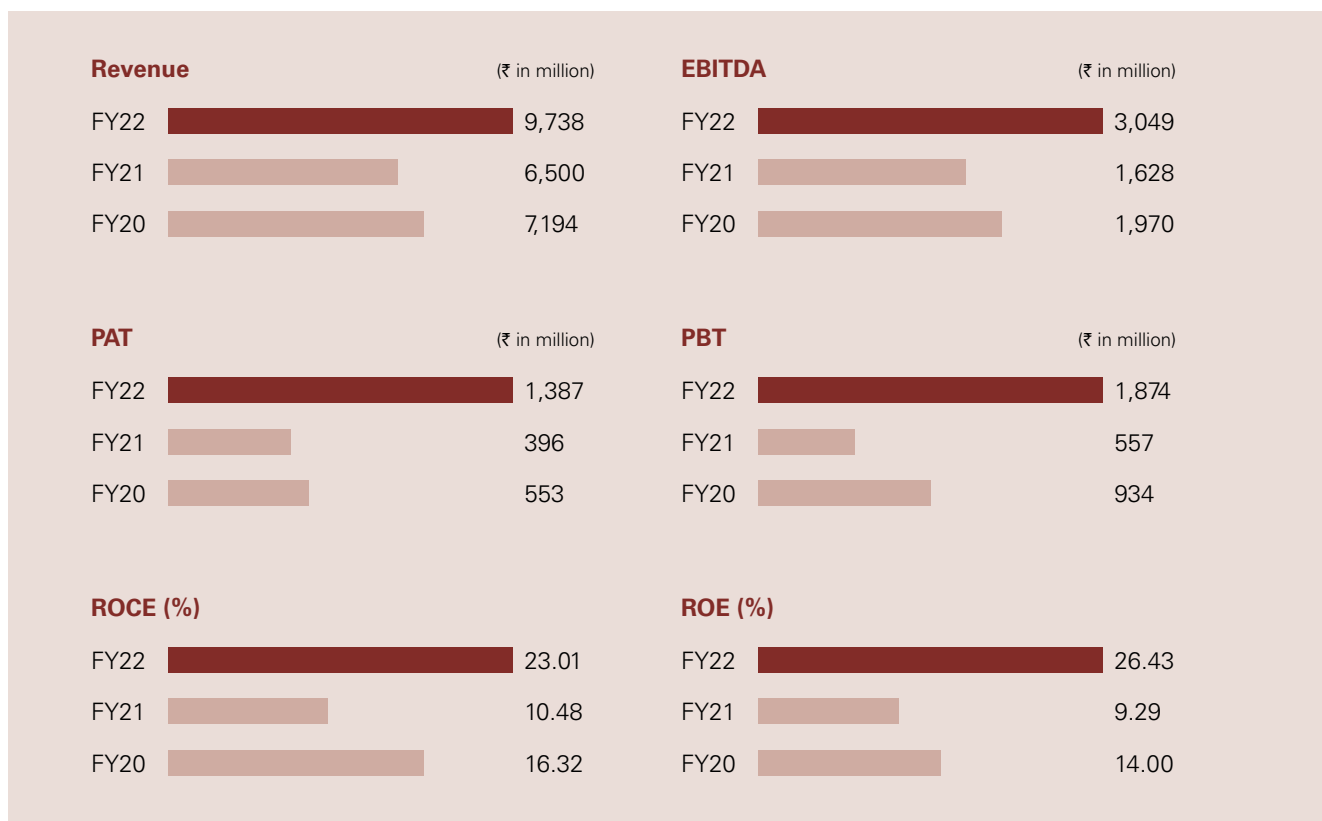
Key Financial Ratios

Overall improvement in operating results led to better key financial ratios.

Return on Equity increased from 9.29% in FY21 to 26.43% in FY22.

Similarly, Return on Capital Employed increased from 10.48% in FY21 to 23.01% in FY22.

Financial Performance Highlights



NATURAL & RELATIONSHIP CAPITAL

An Overview of SASB – NABH linkage

Environment, social and relationship capital is ingrained in our business model. The hospital apart from its core philosophy with a focus on a children-centric approach has various management practices and follows guidelines like NABH and Edge for ensuring quality. The following is a matrix linking the hospital's social, environment and quality aspects as per NABH standards with the prescribed healthcare delivery reporting framework of SASB (Sustainability Accounting Standards Board).

	SASB Standard	NABH Equivalent if any
Energy	HC-DY-130a.1. (1) Total energy consumed, (2) percentage grid electricity, (3) percentage renewable	FMS-2 The organisation's environment and facilities operate in a planned manner and promotes environmental friendly measures
GHG emissions	DG Emissions	FMS2.g. The organisation takes initiatives towards an energy efficient and environmental friendly hospital.
Waste Management	HC-DY-150a.1. Total amount of medical waste, percentage (a) incinerated, (b)recycled or treated, and (c) landfilled	HIC 4.d Biomedical waste is handled appropriately and safely Documented policies procedure are in place FMS 3-d. There is a procedure which addresses the identification and disposal of condemned material(s) not in use in the organization FMS2 , HIC 1
	HC-DY-150a.2. Total amount of: (1) hazardous and (2) non-hazardous pharmaceutical waste, percentage (a) incinerated, (b) recycled or treated, and (c) landfilled	HIC 4.d Biomedical waste is handled appropriately and safely Documented policies procedure are in place FMS2 The organisation's environment and facilities operate in a planned manner and promotes environmental friendly measures HIC 1. FMS4.h Written guidance supports equipment replacement, identification of unwanted material and disposal FMS3.e Hazardous materials are identified and used safely within the organisation FMS3.f The plan for managing spills of hazardous materials is implemented.



	SASB Standard	NABH Equivalent if any
Patient Privacy / Health Records	HC-DY-230a.1. Percentage of patient records that are Electronic Health Records (EHR) that meet "meaningful use" requirements	IMS 1 Information needs of the patients, visitors, staff, management and external agencies are met IMS 2 The organisation has processes in place for management and control of data and information IMS 3 The patients cared for by the organisation have a complete and accurate medical records. IMS6
	HC-DY-230a.2. Description of policies and practices to secure customers' protected health information (PHI) records and other personally identifiable information (PII)	IMS 2 The organisation has processes in place for the management and control of data and information. IMS 5 The organisation maintains confidentiality, integrity and security of records, data and information
	HC-DY-230a.3. (1) Number of data breaches, (2) percentage involving (a) personally, identifiable information (PII) only and (b) protected health information (PHI), (3) number of customers affected in each category, (a) PII only and (b) PHI	Nil
	HC-DY-230a.4. Total amount of monetary losses as a result of legal proceedings associated with data security and privacy	Nil
Insurance	HC-DY-240a.1. Discussion of strategy to manage the mix of patient insurance Status.	7 of the Rainbow branches are NABH. NABH is mandatory for health insurance claim
TPS	HC-DY-250a.1. Average Hospital Value-Based Purchasing Total Performance Score and domain score, across all facilities	Not applicable in India
Serious Events	HC-DY-250a.2. Number of Serious Reportable Events (SREs) as defined by the National Quality Forum (NQF)	PSQ 1 – the organization implements a structured safety programme

ENVIRONMENT SCORECARD FY22

342,673 Units

6 solar rooftop installations across facilities of the Rainbow Medicare group achieved energy generation of 342,673 units in a year, equivalent to ₹ 3.4 million

3,110 tons

Reduction achieved of net carbon equivalent by way of both energy savings and using renewable energies

30 Million Litres

Water Saved in a year which is equivalent to 18.5% total water consumption

2,805,250 Units

Energy saved through energy conservation methods. Equivalent to 17.5% of total energy consumption

₹ 28 Million

Energy savings across units at Hyderabad, Bengaluru, Chennai, Vijayawada and Delhi through various energy optimization activities like using renewable energies, upgrade/replacement of equipment



MATERIALITY MATRIX

CUSTOMERS/ PATIENTS

Customers for a hospital are the people receiving treatment – the patients. Medical help provided by the hospital for the patients can be diagnosis and/or treatment. Patients can either be out-patients or in-patients.

Stakeholder Interests <ul style="list-style-type: none">➤ Timely availability of services➤ Quality/efficiency of service➤ Cost effectiveness➤ Innovation in services/ products➤ Hygiene in environment➤ Patient data privacy (restrict personal data use/shred documents)	Stakeholder Engagement, Mode and Frequency <ul style="list-style-type: none">➤ CRM➤ Daily/weekly/monthly Or Continuous monitoring based on feedback system depending on the nature of stakeholder engagement➤ Responding to feedback➤ Website & Social media➤ Company's PRO➤ Customer support desk➤ Patient feedback system➤ Patient satisfaction survey	Basis of Evaluation of Material Management <ul style="list-style-type: none">➤ Positive feedback➤ Complaints/Constructive feedback with regards to price and quality➤ Patients' downtime➤ Success rate of treatments/ procedures➤ Repeat patients
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EMPLOYEES

The employees of the hospital comprise of both medical and non-medical staff. The medical staff consists of the consultant doctors, specialists, dieticians, nurses, assistants and technicians. Apart from this, housekeepers and allied healthcare service providers form the non-medical staff.

Stakeholder Interests <ul style="list-style-type: none">➤ Training and development➤ Employee perks➤ Special benefits➤ Social events➤ Job security	Stakeholder Engagement, Mode and Frequency <ul style="list-style-type: none">➤ Performance evaluation & appraisal➤ Rewards and recognition➤ Grievance redressal➤ Occupational hazard safety➤ Employee forums➤ Trainings➤ Sponsored employee trips➤ Life/Medical insurance➤ Employee survey➤ Employee suggestions	Basis of Evaluation of Material Management <ul style="list-style-type: none">➤ Positive feedback➤ Complaints/Constructive feedback➤ Employee retention➤ Certification as great place to work
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MATERIALITY MATRIX

INVESTORS

Investors consist of institutional as well as retail investors. With respect to investors, the objective of the organisation is to create long terms sustainable financial value. Investors apart from seeking RoI also expect the company they invested in to function sustainably

Stakeholder Interests	Stakeholder Engagement, Mode and Frequency	Basis of Evaluation of Material Management
<ul style="list-style-type: none"> ➤ Financial performance ➤ Operational performance ➤ Corporate governance ➤ Management Strategies and outcomes ➤ Dividends 	<ul style="list-style-type: none"> ➤ Information provided about financial and operational management ➤ Company IR website ➤ Annual general meeting ➤ Quarterly and annual presentations and earning calls ➤ Announcements to stock exchanges ➤ IR communication in digital formats 	<ul style="list-style-type: none"> ➤ Management meetings ➤ Internal controls ➤ Investor complaints

SUPPLIERS

Managing the supply chain of the hospital is crucial to ensure smooth management of the hospital operations. Supplies of medicine & consumables, hospital equipments and instruments have to be timely, adequate and of uncompromised quality. Reliable vendors with access to the latest technology are a necessity for the hospital to have cost-effective and efficient processes.

Stakeholder Interests	Stakeholder Engagement, Mode and Frequency	Basis of Evaluation of Material Management
<ul style="list-style-type: none"> ➤ Number of orders ➤ Competitive pricing ➤ Consistency of orders ➤ Timelines ➤ Payment methods ➤ Other terms and conditions of delivery 	<ul style="list-style-type: none"> ➤ Procurement policy ➤ Purchase committee ➤ Logistics committee ➤ Print media ➤ Regular meetings between supplier and the committee ➤ Meetings of suppliers and management ➤ Timely payments ➤ Transparent processes ➤ Negotiations ➤ Measuring deliverables 	<ul style="list-style-type: none"> ➤ Positive feedback ➤ Complaints/Constructive feedback ➤ Credit period ➤ Stock out percentage ➤ Timely delivery ➤ Repeat purchase percentage

GOVERNMENT

It is mandatory for hospitals to abide by the laws of the state and central governments. Adherence to laws, rules, regulations, and other legal procedures is mandatory to prevent patient abuse, ensure patient security and provision of quality care to patients.

Stakeholder Interests

- Legal compliance
- Regulatory compliance
- Healthcare for all

Stakeholder Engagement, Mode and Frequency

- Compliance department within the company
- Press release
- Compliance with drugs and healthcare norms with regulations
- Filing of returns
- Report submissions
- Compliance to ESG

Basis of Evaluation of Material Management

- Number of litigations
- Non-compliance penalty if any
- Inspection by the regulatory bodies

SOCIETY

One of the fundamental requirements of a society is a robust and accessible healthcare system. Playing a strategic role in the health and development of the society, hospitals should be able to appropriately diagnose and treat and if possible, prevent spread of diseases.

Stakeholder Interests

- Analysis of health needs of the society
- Identifying the gap between demand and supply
- Prevention of illnesses
- Need for private practitioners and hospitals to work cohesively

Stakeholder Engagement, Mode and Frequency

- Social media
- CSR
- Community building sessions
- Awareness campaigns
- Health surveys
- Discussions on medical issues
- Press conferences
- Health talks and camps
- Fulfilling health requirements

Basis of Evaluation of Material Management

- Positive feedback
- Complaints/Constructive feedback
- Number of attendees for public events
- Responses on social media

BOARD OF DIRECTORS



Dr. Ramesh Kancharla

Chairman and Managing Director

He holds a Bachelor of Medicine and Bachelor of Surgery ("MBBS") from Sri Venkateswara University and a Doctor in Medicine ("MD") in paediatrics from Mangalore University. He is a member of the Royal Colleges of Physicians of the United Kingdom. He has over 23 years of experience with our Company. Prior to setting up our Company, he was associated with King's College Hospital, where he completed his specialist training in paediatric gastroenterology, hepatology and nutrition. He is awarded with the Lifetime Achiever of the Year in Pediatric Gastroenterology & Hepatology by Times of India in the year 2017 and the award for the best healthcare professional at the Telangana's Best Healthcare Professional Awards, 2017. In 2018 he was awarded the Entrepreneur of the Year award by the Sakshi Media Group.



Dr. Dinesh Kumar Chirla

Whole-time Director

He holds a MBBS degree from Marathwada University, Doctor of Medicine in paediatrics from Dr. Babasaheb Ambedkar Marathwada University, Doctor of Medicine in Neonatology from the University of Mumbai. He is a member of the Royal College of Paediatrics and Child Health, London. He is on the Specialist Register in Neonatology at the Specialist Training Authority of the Medical Royal Colleges, London and was a fellow in Neonatology at Mercy Hospital for Women. He was also a Clinical Fellow (Specialist Registrar) in the Paediatric Intensive Care Unit at the United Bristol Healthcare NHS Trust. He has over 18 years of experience in the healthcare industry. He is elected as a Fellow of National Neonatology Forum and is awarded with the Best Paediatric Neonatologist at "The Doctors Awards – 2019, Doctors The Living Gods."



Mr. Aluri Srinivasa Rao

Independent Director

He was appointed to our Board on March 15, 2019. He holds a Bachelor of Pharmacy (Honours) from the Birla Institute of Technology & Science, Pilani, and a Master of Business Administration ("MBA") from Osmania University, Hyderabad. He has completed Global Executive Leadership Program from Yale School of Management and has completed Master of Science in Management from University of London, London Business School. He has over 22 years of experience. He has worked at Natco Pharma Limited in several capacities. He has also headed the operations as the Managing Director at Morgan Stanley Private Equity Asia and has also worked at ICICI Venture. He also serves as a member of the Board of several pharmaceutical companies like Medisys Eductech Private Limited, Qunu Labs Private Limited, Janaadhar (India) Private Limited.



Board Committee Indications:

- Audit Committee
- Risk Management Committee
- Nomination & Remuneration Committee
- Stakeholders Relationship Committee
- CSR Committee
- C Chairperson



Prof. Anil Dhawan

Independent Director

He was appointed to our Board on August 30, 2018. He has passed his MBBS exam from the Himachal Pradesh University and has been awarded with the Shri Devi Chand Memorial Gold Medal and the Dr. Kranti Mohan Sharma Memorial Prize for securing first position in MBBS. He also holds a degree of MD in paediatrics from the Post Graduate Institute of Medical Education and Research (PGIMER), Chandigarh. He passed the examination of Educational Commission for Foreign Medical Graduates. He has over 25 years of experience in the Healthcare Industry. He worked as paediatric hepatologist at Kings College Hospital, London UK. Presently, He is director of Paediatric Liver GI and Nutrition Kings College Hospital, London UK.



Ms. Sundari R. Pisupati

Independent Director

She was appointed to our Board on September 16, 2021. She holds a Bachelor of Laws degree from the The National Law School of India University, Bangalore, where she was the university topper and gold medallist. She also holds a Masters in Law degree from Columbia University School of Law, New York. She is a licensed lawyer in New York and India. She has over 27 years of experience as a lawyer in India and is qualified to practice in the USA and has handled a variety of large corporate and commercial transactions involving domestic and international clients. She advises companies in various industry verticals such as information technology, financial services, domestic and international funds, angel funds, venture capital, infrastructure, biotechnology and pharmaceutical companies among others. She has been enlisted in the Legal Powerlist 2020 as one of the Top Individual Lawyers and has also received the Certificate of Excellence under "25 Most Trusted Corporate Legal Consultant to Watch in 2019" by Startup City.



Mr. Santanu Mukherjee

Independent Director

He was appointed to our Board on October 22, 2021. He holds a Bachelor of Science (Honours) degree from the Presidency College, University of Calcutta. He is a certified associate of the Indian Institute of Bankers. He has over 37 years of experience in the banking sector. He was the Managing Director of State Bank of Hyderabad and also headed French operations of State Bank of India in Paris. He also worked in various important positions in Banks. He is a member of the Board of Governors of the Institute of Management Technology, Hyderabad. He is also serving on the boards of various reputed companies, including Bandhan Bank Limited, Muthoot Housing Finance Company Limited, Seven Life Sciences Limited, etc.



Board Committee Indications:

- Audit Committee
- Risk Management Committee
- Nomination & Remuneration Committee
- Stakeholders Relationship Committee
- CSR Committee
- C Chairperson

CORPORATE INFORMATION

Board of Directors

Dr. Ramesh Kancharla
Chairman & Managing Director

Dr. Dinesh Kumar Chirla
Whole-time Director

Mr. Aluri Srinivasa Rao
Independent Director

Prof. Anil Dhawan
Independent Director

Mr. Santanu Mukherjee
Independent Director

Ms. Sundari R. Pisupati
Independent Director

Chief Financial Officer

Mr. R Gowrisankar

Company Secretary & Compliance Officer

Mr. Ashish Kapil

Statutory Auditors

M/s. B S R & Associates LLP
Chartered Accountants

Secretarial Auditor

M/s. BS & Company Company Secretaries LLP

Internal Auditors

M/s. S.V. Rao Associates
Chartered Accountants

Registered Office

8-2-120/103/1, Survey No.
403, Road No. 2, Banjara Hills,
Hyderabad-500034, Telangana.

Corporate Office

8-2-19/1/A, Daulet Arcade, Karvy
Lane, Road No.11, Banjara Hills,
Hyderabad-500034, Telangana.

Website: www.rainbowhospitals.in

Registrar and Share Transfer Agent

M/s. Kfin Technologies Limited



Listing ceremony of Rainbow Children's Hospital at NSE on May 10, 2022.



RAINBOW CHILDREN'S MEDICARE LIMITED

CIN: L85110TG1998PLC029914

Regd. Office: 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills,
Hyderabad - 500034, Telangana.

Corporate Office: 8-2-19/1/A, Daulet Arcade, Karvy Lane, Road No. 11, Banjara Hills, Hyderabad – 500034, Telangana.

Website: www.rainbowhospitals.in; E-Mail: companysecretary@rainbowhospitals.in

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