

Q2 FY24-25 EARNINGS UPDATE


**Rainbow
Children's
Hospital**
It takes a lot to treat the little.


BirthRight[™]
BY RAINBOW HOSPITALS
Your Right to a Safe Delivery



27th October, 2024

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A testament to our
Gold Standard in
Exceptional patient care.



- Country's **first pediatric hospital** to have 2 flagship hub hospitals, one each in Hyderabad and Bengaluru, **awarded with JCI Accreditation**
- Country's **first standalone fertility center** BirthRight Fertility, Kondapur, Hyderabad awarded **JCI Accreditation**



Dr. Ramesh Kancharla

Pediatric Healthcare Visionary

Chairman & Managing Director

Dr. Ramesh comes from an agricultural background from a village in Andhra Pradesh, India where the accessibility to healthcare was very poor. This motivated Dr. Ramesh to pursue medical education

Garnered rich experience in pediatric gastroenterology and liver disease at best pediatric hospitals in the United Kingdom and got exposed to the nuances of pediatric healthcare model at these hospitals

Lack of quality pediatric healthcare in the country and his resolve that no child should suffer due to lack of dedicated medical facilities led to the foundation of Rainbow Children's Hospitals in 1999

Rainbow is currently the country's largest pediatric hospital chain with 19 hospitals spread across 6 cities

Bestowed with Healthcare leader of year award by the Financial Express, Healthcare award, 2024

Our Vision

Our aim at Rainbow Children's Hospital is to provide **highest standards of care for the mother, foetus, new born 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.



Awards & Accolades



Best Hospital for Mother
& Childcare
Best Hospital for
Obstetrics and
Gynecology 2024



Guinness Book of World
Record Holder for the
largest gathering of people
born prematurely – 2016



South East Asia's smallest
baby born at Rainbow
Children's Hospital,
Hyderabad - 2018



**No.1 Paediatrics, and
Gynaecology &
Obstetrics Hospital India**
Best Hospital Ranking -
2023



The Week and Hansa
Research Survey – **India's
No.1 in Pediatrics**
standalone Hospitals –
2021 & 2022



BirthRight Fertility by
Rainbow Hospitals is the
**first accredited Fertility
hospital in India**



**First & Only Pediatric
hospital in India to get JCI
accredited**



India's **first NABH
accredited corporate
children's hospital**



**12 of Rainbow
Children's Hospital are
NABH Accredited**



Awarded for
"Excellence in Fertility
in Elets Healthcare
Innovation Award -
2023



Pharmacie De Qualite'
certification from the Bureau
of De Veritas – Rainbow
Children's Hospital, Banjara
Hills – 2017



Awarded Best Children's
Hospital by CNBC TV 18 and
ICICI Lombard - 2010, 2014,
2018



VCCircle – Best pediatric
Hospital (under Best Single
Specialty Healthcare
Company Category – 2015,
2016



**Ranked No.1 Pediatric
Hospital, India by Times
Critical Care Survey –
2023, 2022, 2021**



Ranked No.1 Obstetrics
and Gynecology Hospital
in India Critical Care
Survey – 2021



The Best Multi
Specialty
Hospital in Fertility and
IVF
category 2018-2019

25 years of Rainbow Journey

1999-2010

Established standalone pediatric specialty hospital concept

Integrated perinatal services within the children's hospital

Expansion within Hyderabad and a new city - Vijayawada

2011-2013

Nurtured perinatal services

Enhanced Pediatric multi specialty and tertiary care services

Investment by the CDC Group, UK

2014-2017

Foray into newer cities – Bengaluru and New Delhi

Hub and Spoke model nurtured in Hyderabad

Second tranche of investment by the CDC Group, UK

2018-2024

Successful listing on the stock exchanges - NSE and BSE

Largest chain of comprehensive pediatric care with cutting-edge quaternary care services

Largest pediatric training program in private healthcare in the country

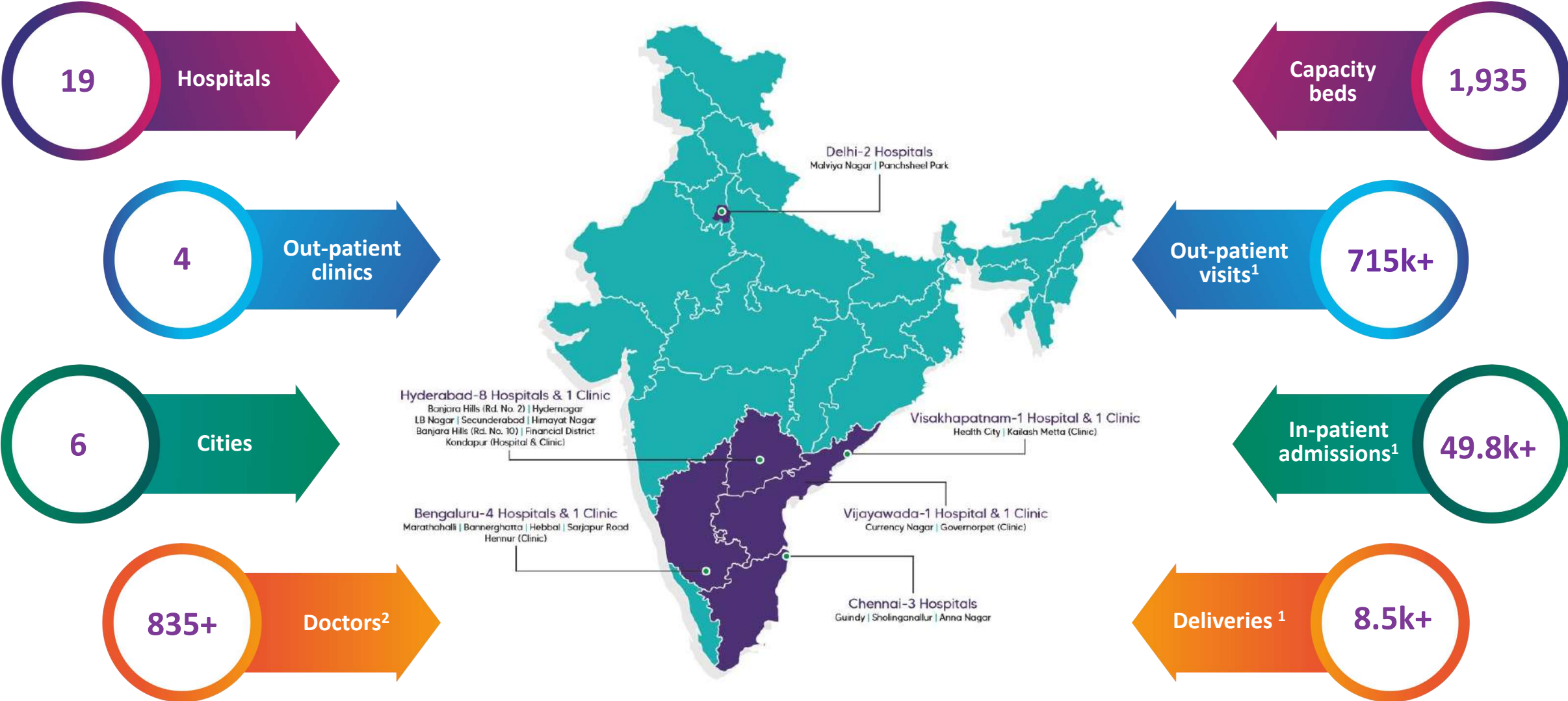
Venturing into newer territories: Chennai and Visakhapatnam

Pioneering the way: The first pediatric and fertility hospital to earn prestigious JCI accreditation in the country

25 years of Defining Moments & Nurturing Smiles



Footprint of Rainbow Hospital

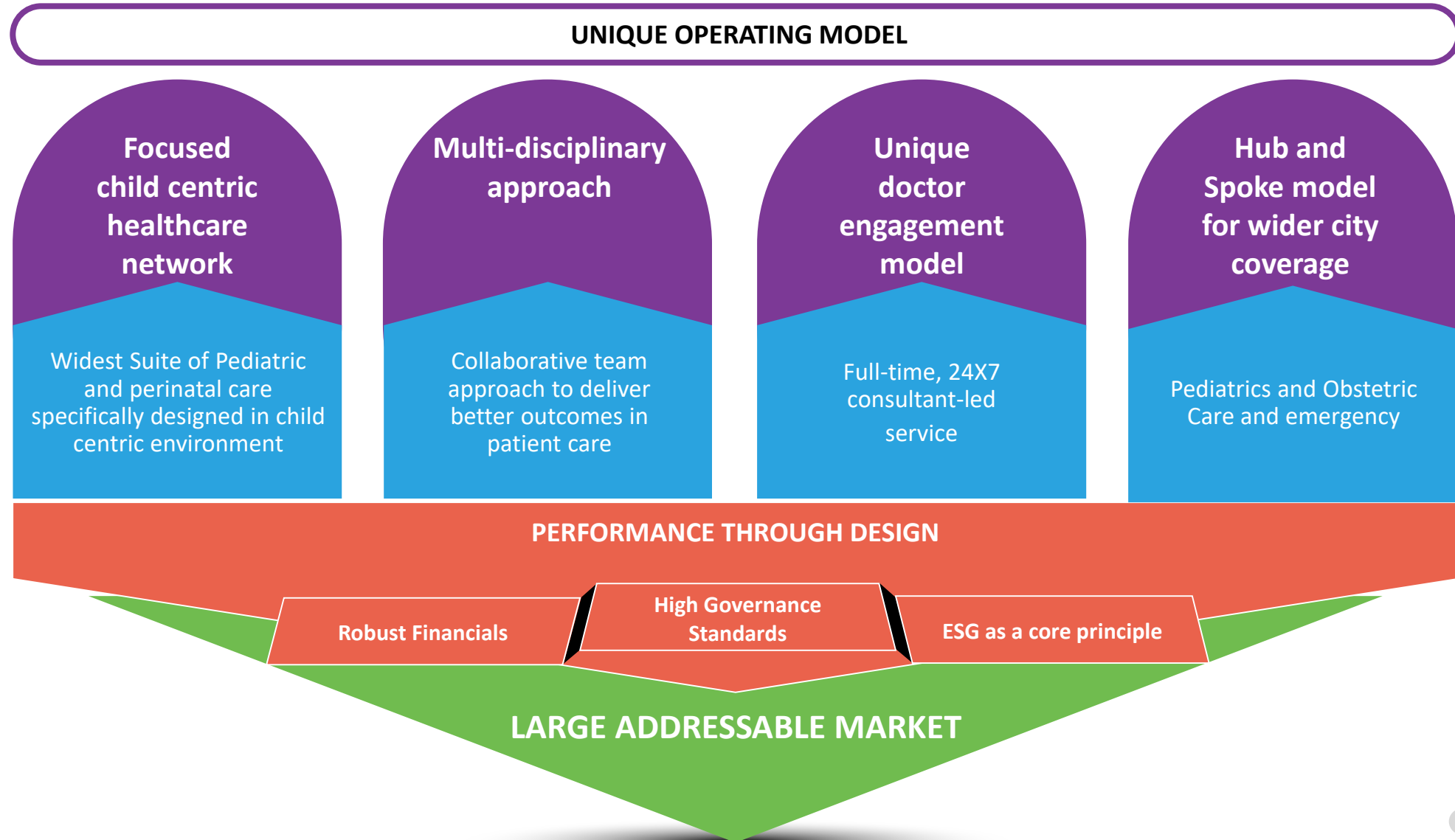


Note: ¹ Numbers for H1 FY25; ² Including full time residents and DNB

An insight into the Rainbow approach



A novel approach in pediatrics healthcare services



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



Children Centric Hospitals



Children centric environment and soothing interiors help in children to recover faster



Allocation of significant portion of capex towards interiors of hospitals for creating congenial environment



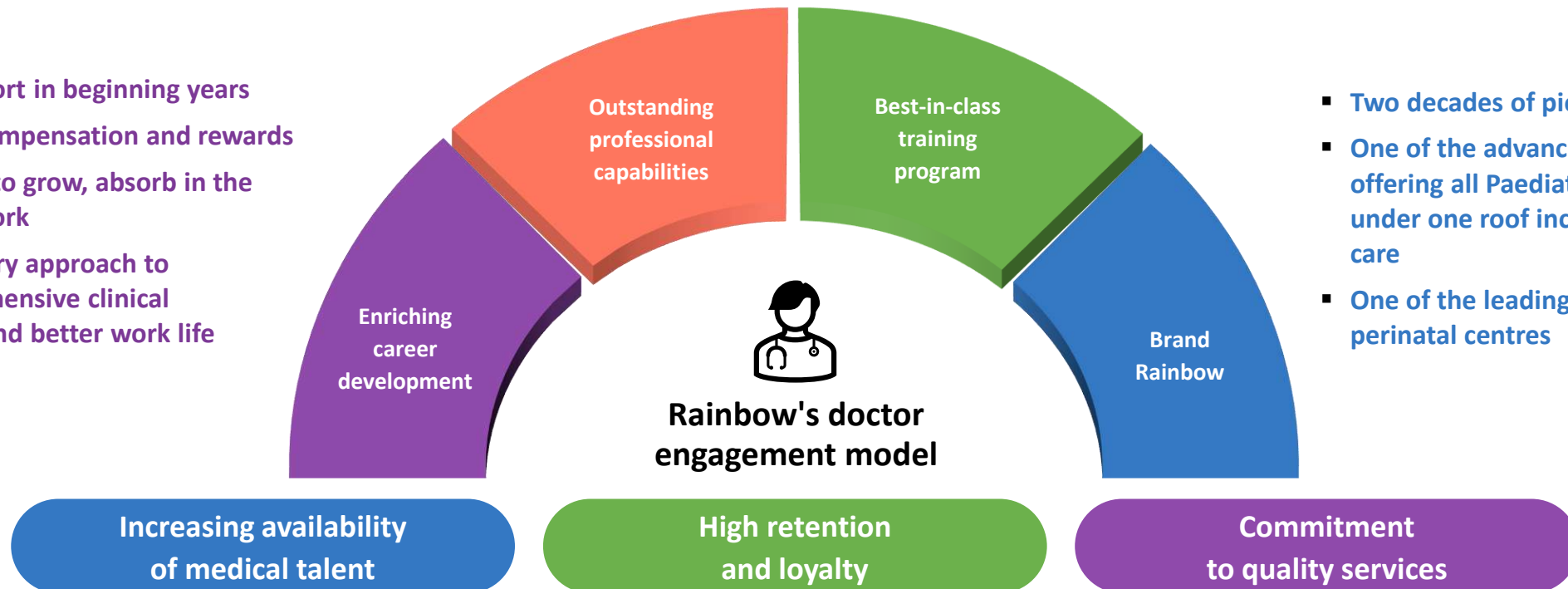
Doctor engagement model fostering loyalty and sustainability with an institution-first approach

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

- **Recognised as MRCPCH Examination Centre**
- **Recognised as training center¹ by National Board of Examinations**
- **Leading training program in India approved by National Board of Examinations**

- **Retainer/Support in beginning years**
- **Competitive compensation and rewards**
- **Opportunities to grow, absorb in the Rainbow network**
- **Multidisciplinary approach to create comprehensive clinical environment and better work life balance**

- **Two decades of pioneering work**
- **One of the advanced institutes offering all Paediatrics specialities under one roof including quaternary care**
- **One of the leading comprehensive perinatal centres**



Note: ¹ For offering training in Pediatrics, Neonatology, Pediatrics Intensive Care, Pediatric sub specialties, Obstetrics and Gynaecology

The specialist in comprehensive children's care



Full suite of Pediatric offerings



Pediatric Secondary Care

- Pediatric outpatients
- Immunizations
- Developmental Screening
- Acute and seasonal illness

Pediatric Tertiary Intensive Care

- Care of preterm babies with low/extremely low birth weight
- New born emergency transports
- Neonatal surgical Services
- Advanced ventilation including HFOV
- Pediatric neurocritical care services
- ECMO services



Pediatric Multi-specialty & Quaternary Care

- Pediatric Surgery, urology and minimal invasive surgery
- Pediatric Cardiology and cardiac surgery
- Pediatric Neurology and neuro-surgery
- Pediatric Haemato-oncology
- Pediatric Gastroenterology and liver diseases
- Pediatric Nephrology
- Pediatric Pulmonology and allergy
- Pediatric transplantation (liver, kidney, bone-marrow)
- CRRT, plasmapheresis, hemodialysis

~1/3 of Beds Allocated
to Critical Care

3 Hospitals
Accredited by JCI#

13 Hospitals
Accredited by NABH

Comprehensive perinatal care provider, with synergies between paediatric and perinatal services

Comprehensive services for all pediatric care needs

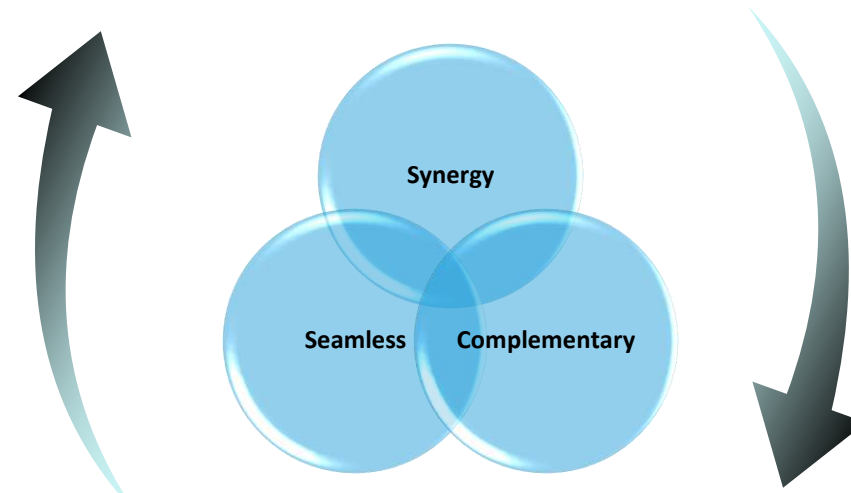
Pediatrics

- 24*7 full spectrum of Pediatric multi specialty cover with level 4 NICU care



Coordinated handholding for both perinatal and pediatric services

Ease of seeing both pediatrician and obstetrician



Accessibility/nativity/comfort/
knows the system/strong recommendation
from pediatrician

Full range of fetal service included cardiac
echo/neonatologist consultation prior to
delivery



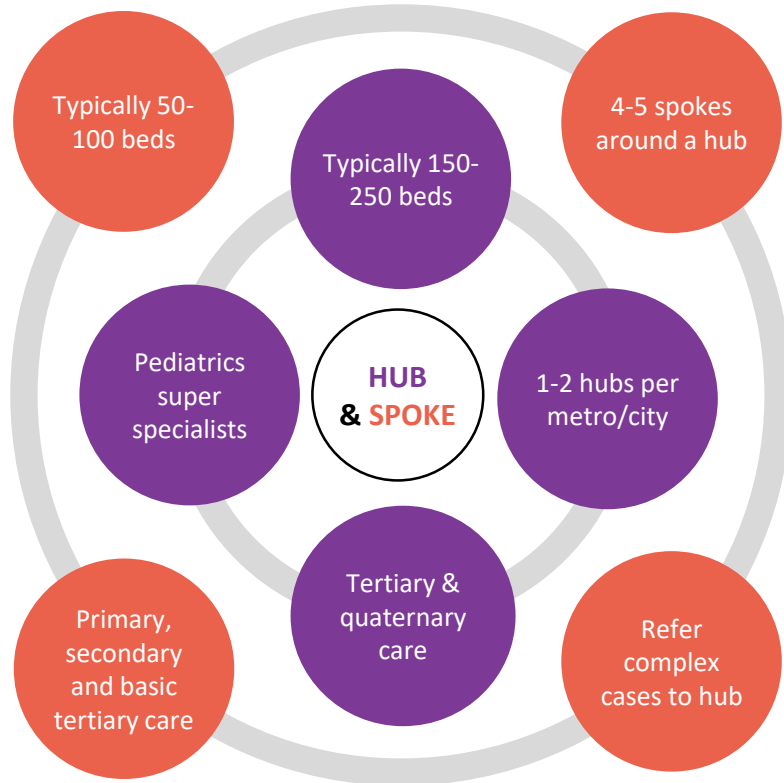
- Comprehensive perinatal service
- 24/7 Obstetrics, anesthesia, blood bank
- Maternity ICU

Obstetrics, Fetal Medicine & Fertility

Fully integrated maternity care and fertility services

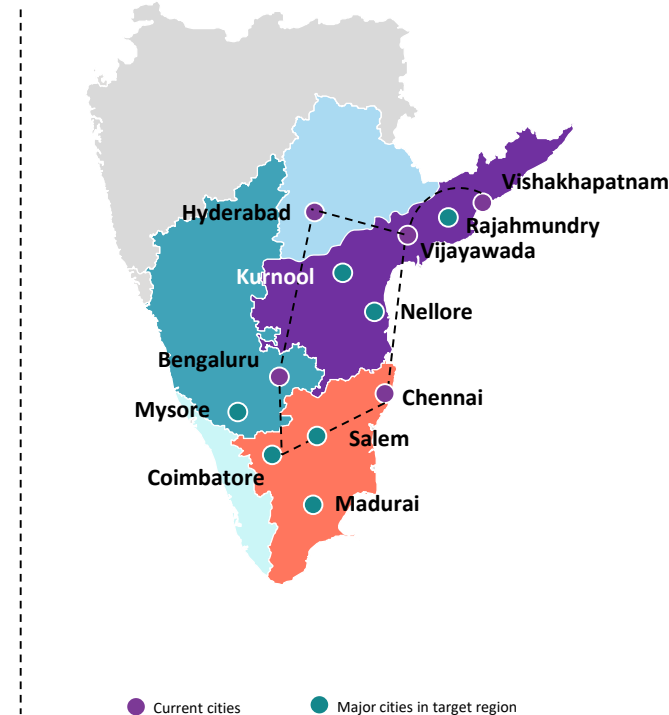
Hub and Spoke approach to **optimise delivery** of patient care services at scale

City level hub and spoke model



Accessibility of super-specialty at hubs, general pediatrics at spokes

Regional level "South Connect" model



Regional spokes at 200-250 kms from city hubs

Regional spokes to provide high quality Pediatric, obstetrics and gynaecology care at tier-II cities and act as connecting bridge to address a large market

- Robust transport network to save sick new born and children from districts
- Establish Pediatric sub-specialty outreach clinic at districts
- Provide emergency service for maternal and Pediatric patients

Financially prudent expansion

Network effect and synergies enhance operational efficiencies

Hub & Spoke Model

Hyderabad



Bengaluru



Chennai



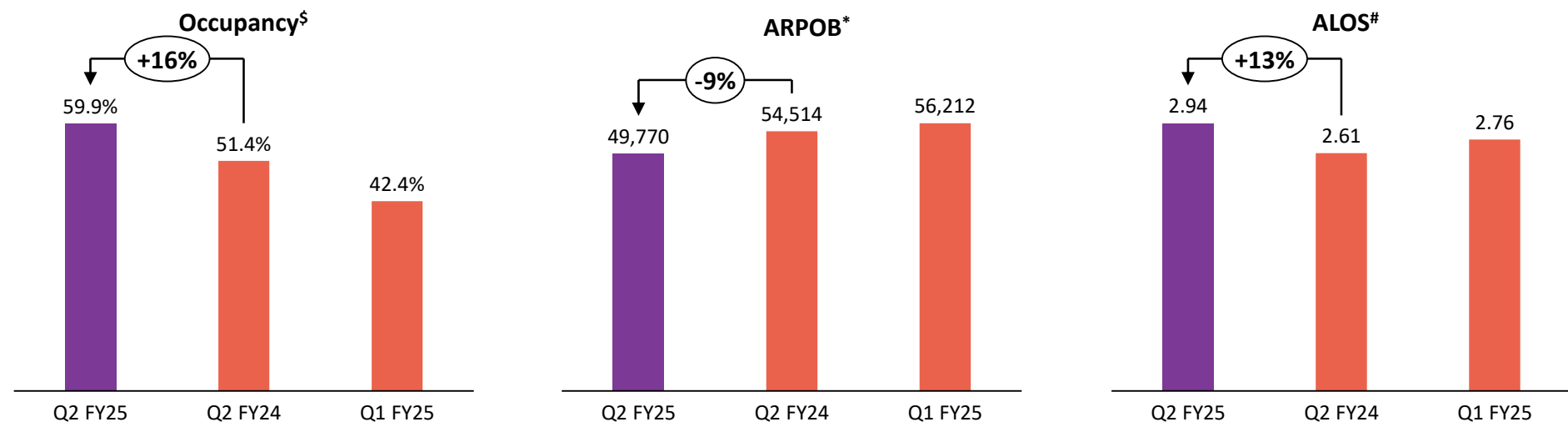
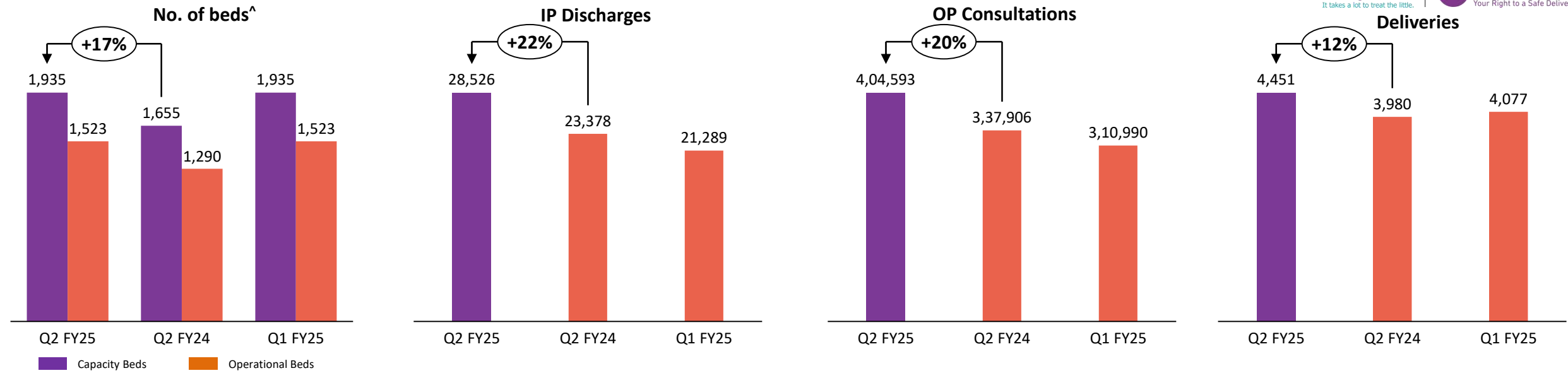
● Hub ● Spoke ● Upcoming Hospital

- Hub Hospital is centrally situated, providing accessibility from all part of the city
- Spokes hospitals are situated at areas experiencing rapid growth and development, strategically located to ensure convenient access for nearby towns and cities



Quarterly Performance

Q2 FY25 - Operational KPIs (1/2)

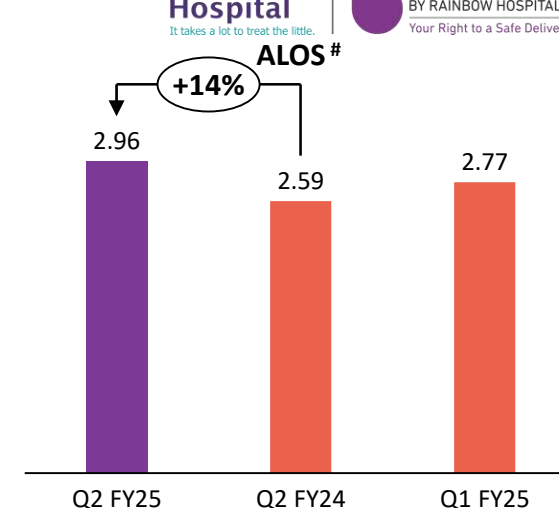
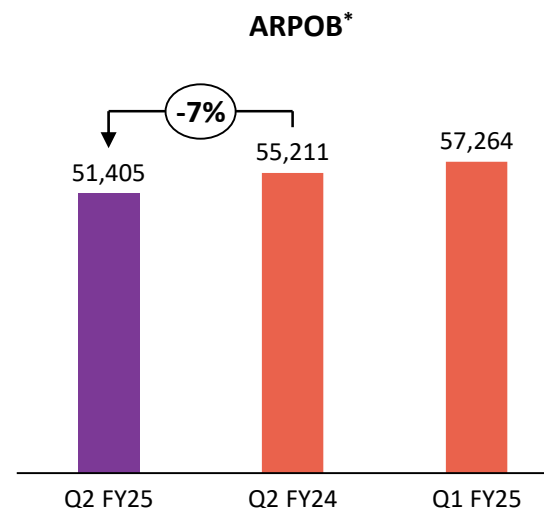
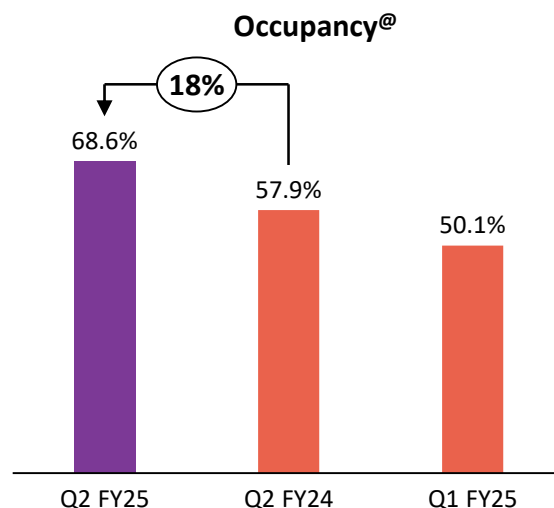
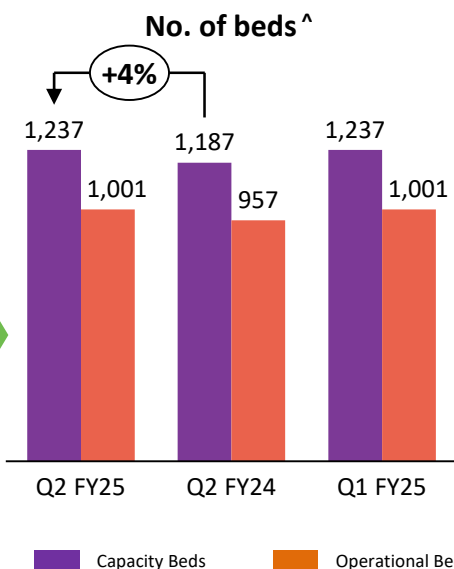


[^] Weighted average operational bed for the quarter/period are considered for occupancy calculations

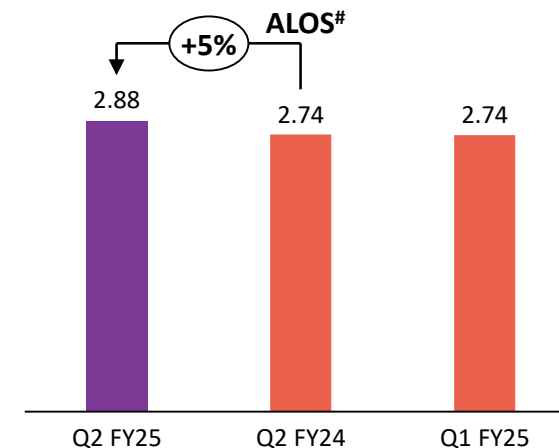
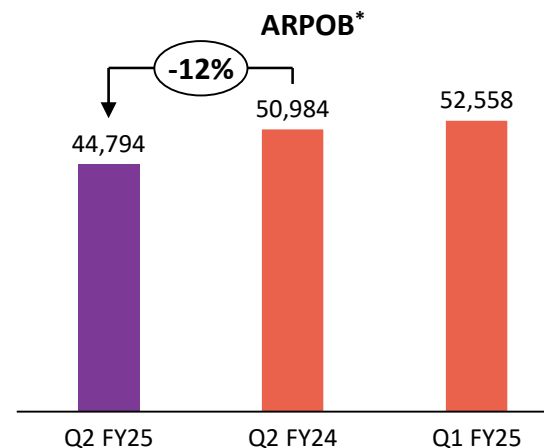
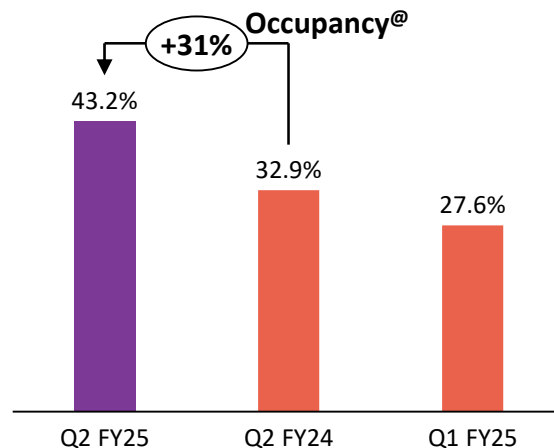
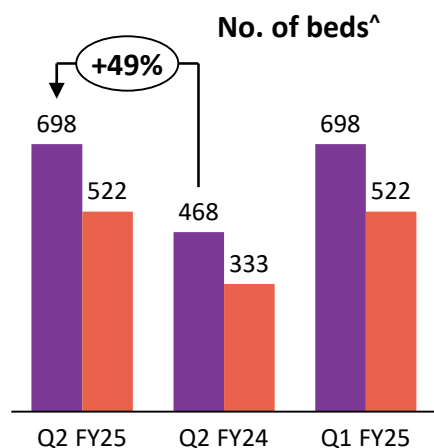
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Q2 FY25 - Operational KPIs (2/2)

Matured Hospitals¹



New Hospitals²



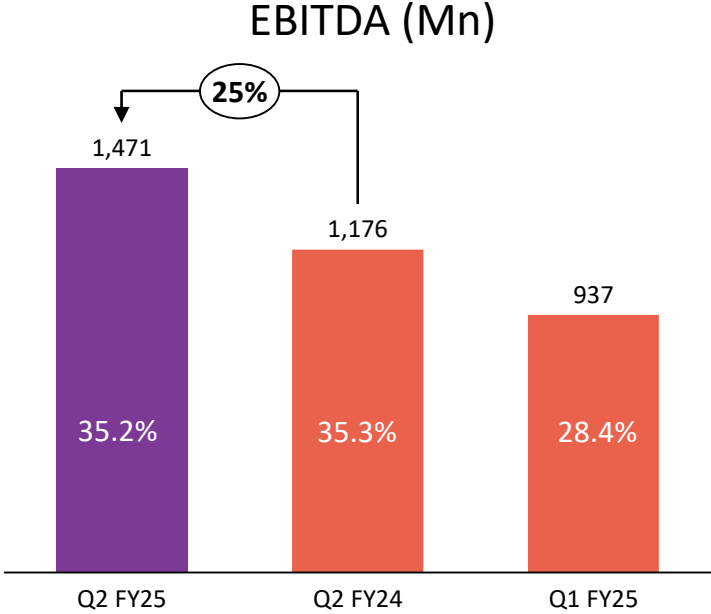
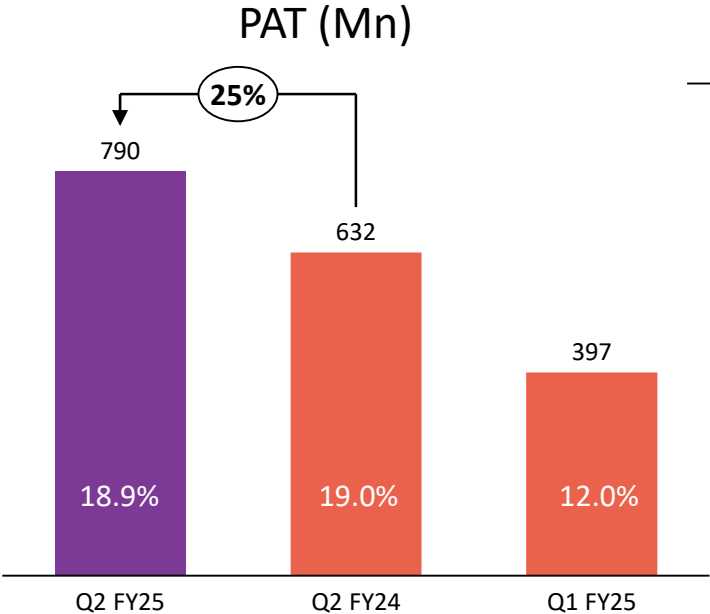
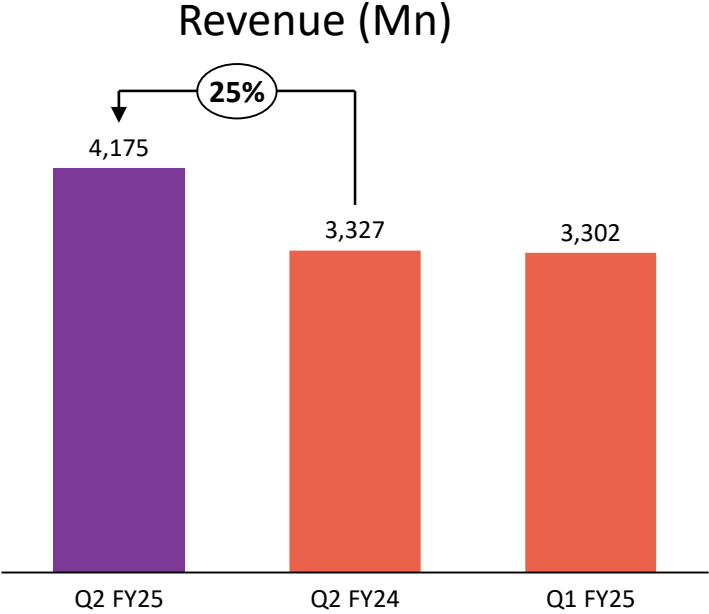
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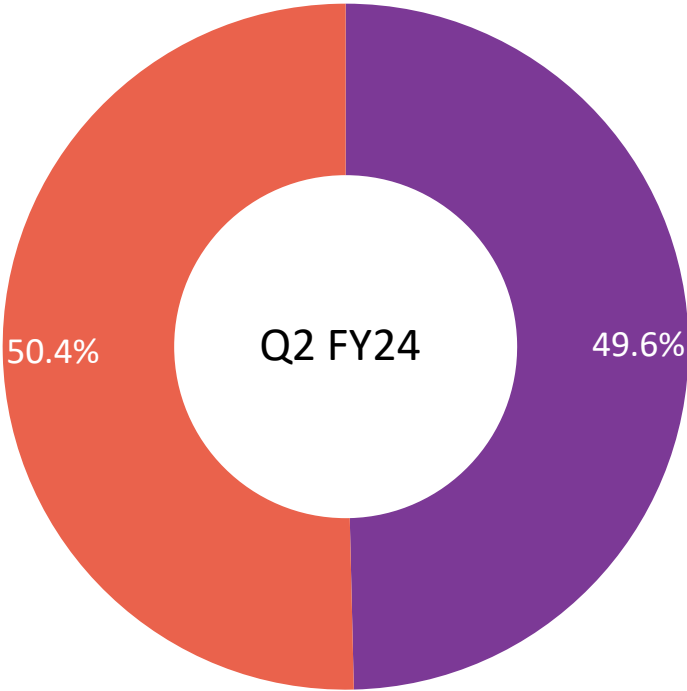
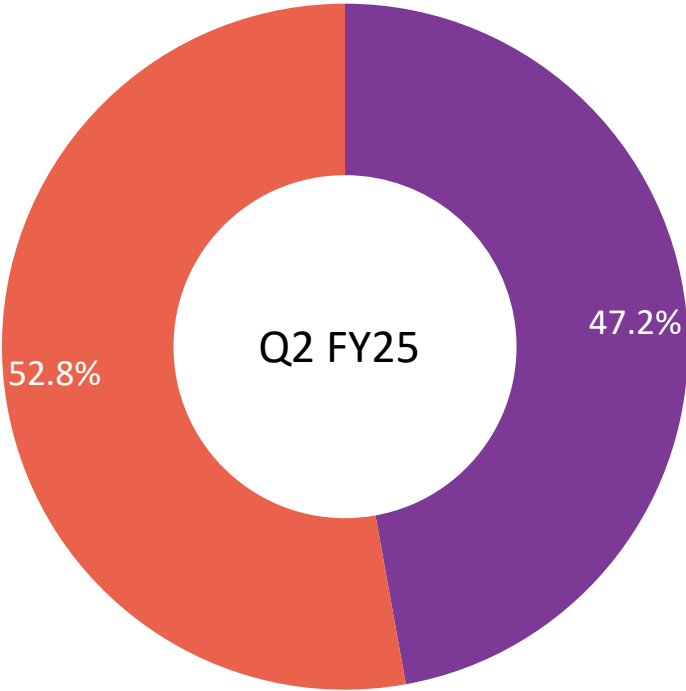
² New Hospitals include the hospitals which are under 5 years of operations : 1. Rainbow Children's Heart Institute, Hyderabad, 2. Rosewalk by Rainbow Hospitals, New Delhi, 3. Rainbow Children's Hospital, Hebbal, Bengaluru 4. Rainbow Children's Hospital, Visakhapatnam, 5. Rainbow Children's Hospital, OMR, Chennai 6. Rainbow Children's Hospital, Financial District, Hyderabad 7. Rainbow Children's Hospital, Himayatnagar, Hyderabad 8. Rainbow Children's Hospital, Sarjapur Road, Bengaluru 9. Rainbow Children's Hospital, Anna Nagar, Chennai

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Q2 FY25 - Financial Performance



Q2 FY25 – Payor Profile¹



 Cash  Insurance

¹The payor profile represents only Inpatient Income (IP) ; Outpatient Income is excluded

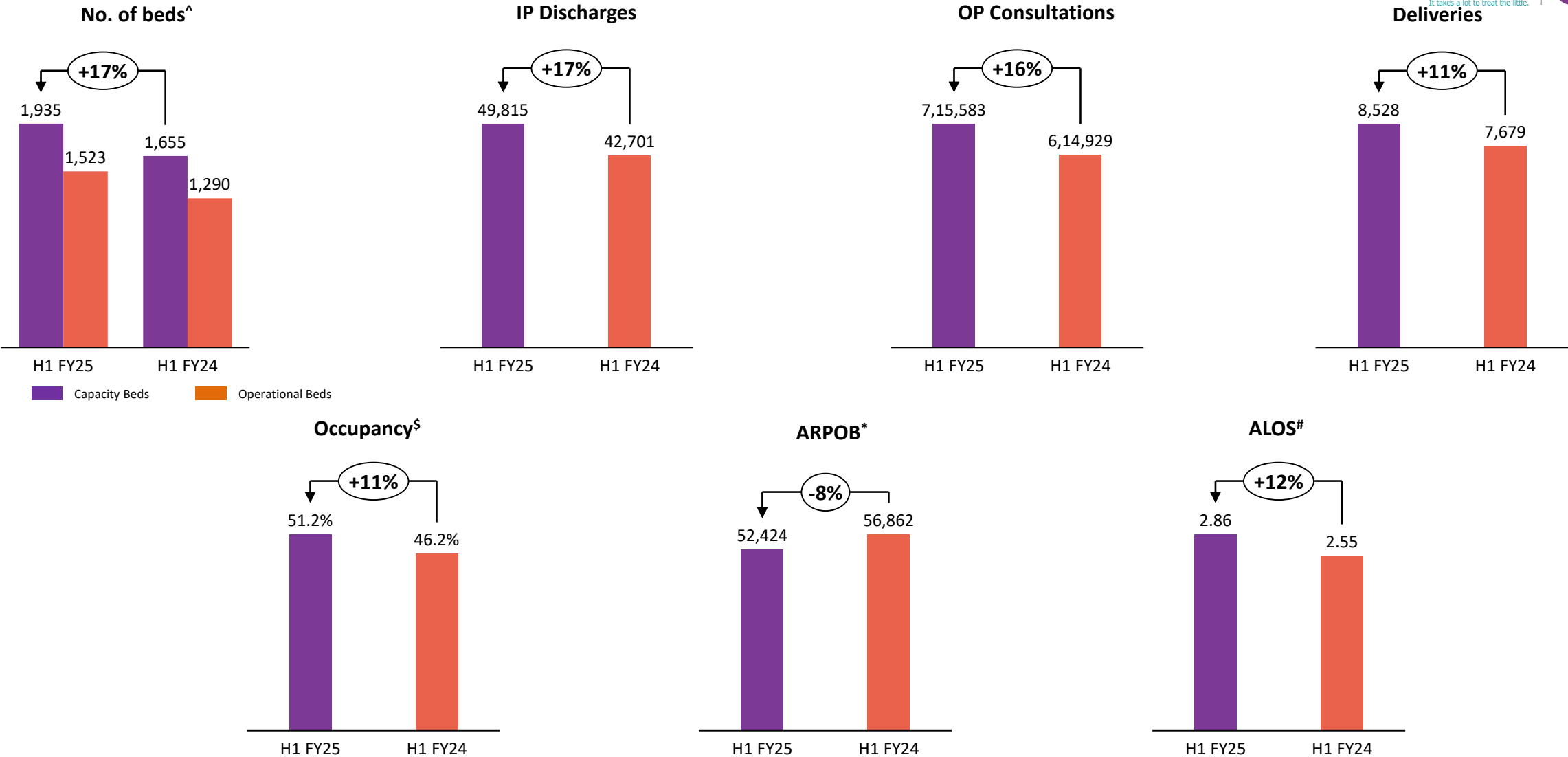
Consolidated statement of profit and loss

All numbers in INR mm	Q2 FY25	Q2 FY24	YoY Growth	Q1 FY25	QoQ Growth	H1 FY25	H1 FY24	YoY Growth
Income								
Revenue from operations	4,174.6	3,326.8	25.5%	3,302.2	26.4%	7,476.8	6,198.4	20.6%
Other income	112.7	78.2	44.1%	119.3	-5.5%	232.1	156.8	48.0%
Total income	4,287.3	3,405.0	6.3%	3,421.5	25.3%	7,708.8	6,355.2	21.3%
Expenses								
Medical consumables and pharmacy items consumed	516.7	422.5	22.3%	424.8	21.6%	941.5	806.4	16.7%
Employee benefits expense	537.5	407.3	31.9%	490.0	9.7%	1,027.5	843.3	21.8%
Finance costs	181.0	133.4	35.7%	181.6	-0.3%	362.6	279.5	29.8%
Depreciation and amortisation expense	349.0	268.0	30.2%	341.4	2.2%	690.4	521.2	32.5%
Professional fees to doctors	952.3	794.9	19.8%	849.6	12.1%	1,801.9	1,493.2	20.7%
Other expenses	697.3	526.5	32.4%	600.5	16.1%	1,297.9	1,002.8	29.4%
Total expenses	3,233.8	2,552.5	26.7%	2,888.0	12.0%	6,121.8	4,946.4	23.8%
Profit before tax	1,053.5	852.5	23.6%	533.5	97.5%	1,587.1	1,408.7	12.7%
Tax expenses:								
(a) Current tax	293.9	237.5	23.8%	156.5	87.8%	450.5	394.3	14.2%
(b) Deferred tax expense/(credit)	-27.2	-16.6	63.9%	-20.3	34.0%	-47.5	-32.0	48.1%
(c) Adjustment of tax relating to earlier years	-3.3	-		-		-3.3	-	
Total tax expense	263.5	220.9	19.3%	136.3	93.4%	399.7	362.3	11.3%
Profit for the period/year	790.0	631.6	25.1%	397.3	98.9%	1,187.3	1,046.5	13.1%
EBITDA (Post Ind AS 116 & excluding other income)	1,470.8	1,175.6	25.1%	937.2	56.9%	2,408.1	2,052.7	17.3%
EBITDA (Pre Ind AS 116 & excluding other income)	1,254.4	1,000.6	25.4%	724.5	73.2%	1,978.9	1,707.8	15.9%
IND AS 116 Impact	216.4	175.0		212.8		429.2	344.8	



Half-Yearly Performance

H1 FY25 - Operational KPIs (1/2)

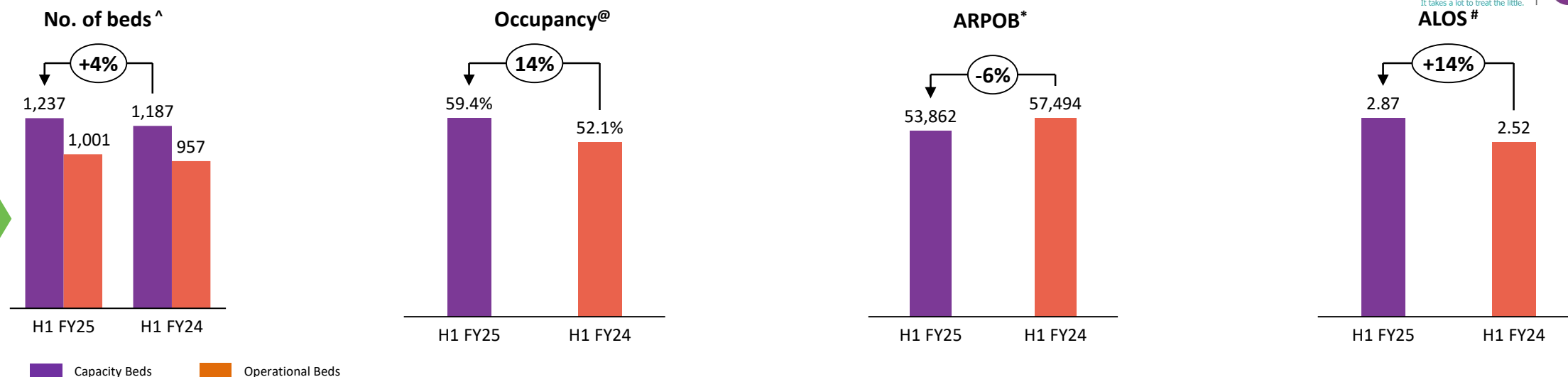


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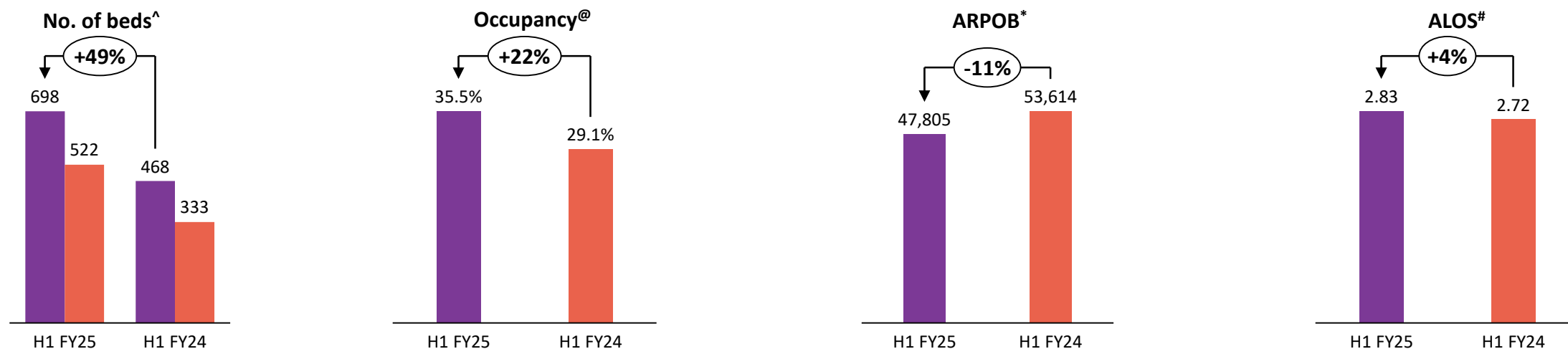
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H1 FY25 - Operational KPIs (2/2)

Matured Hospitals¹



New Hospitals²



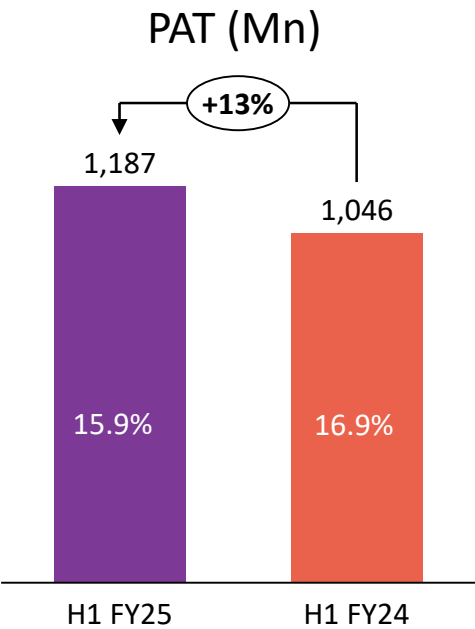
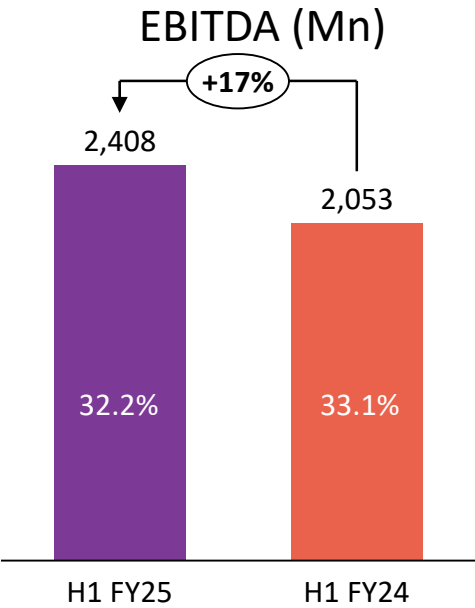
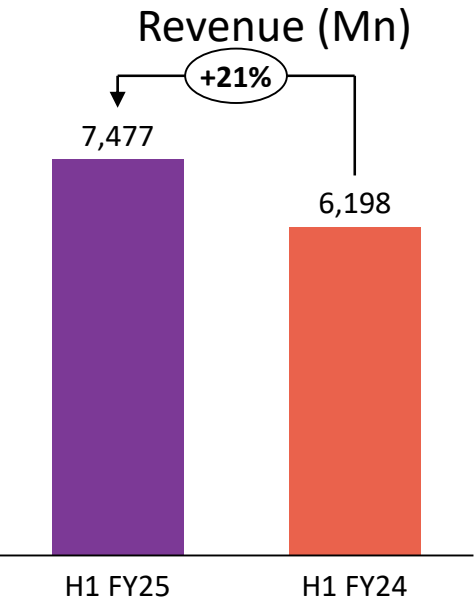
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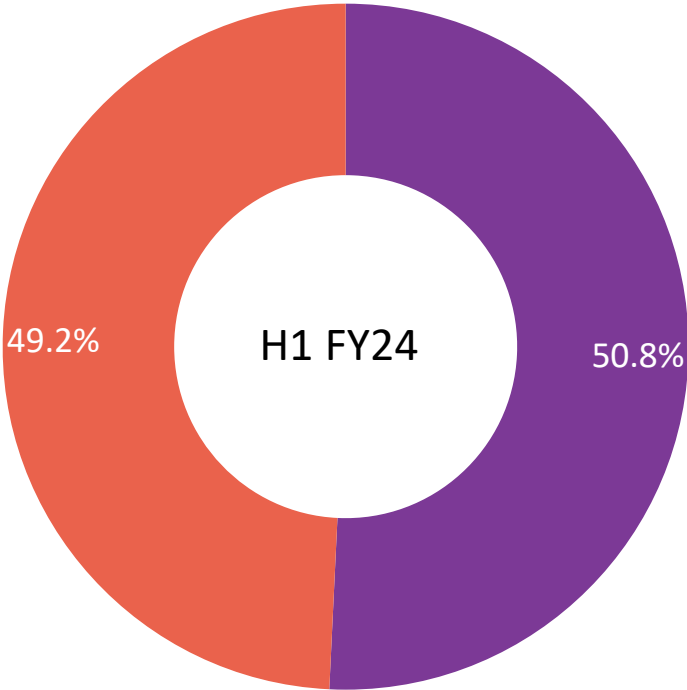
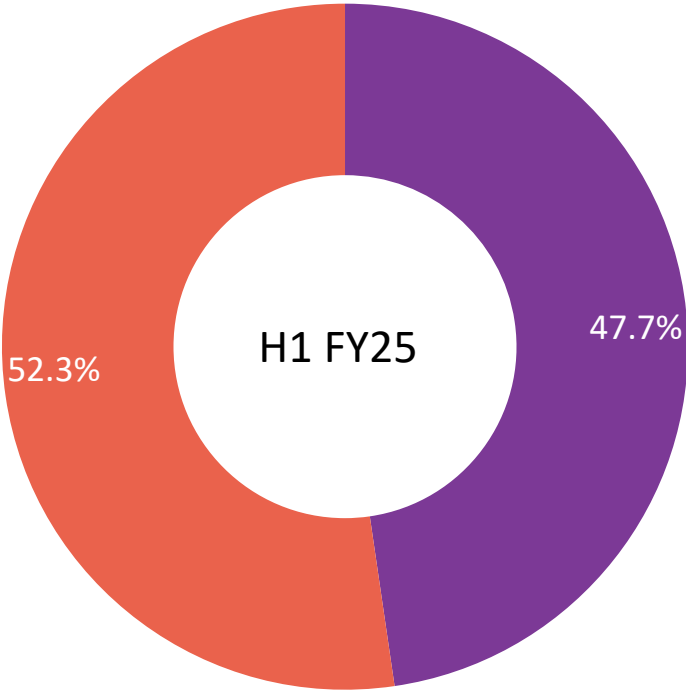
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H1 FY25 - Financial Performance



H1 FY25 – Payor Profile¹



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Key Developments

Expansion Plan & Timelines

City / Cluster	Current Capacity	FY : 24-25	FY : 25-26	FY : 26-27	FY : 27-28	Total
Hyderabad	940					940
Bengaluru	442		Hennur (~60) [§] Electronic City (~90)			592
Tamil Nadu	270		Coimbatore (~130)			400
National Capital Region (NCR) [#]	24			Gurugram Sector – 56 (~100)	Gurugram Sector – 44 (~300)	424
Andhra Pradesh	259	Rajahmundry (~100)				359
Total Beds	1,935	100	280	100	300	2,715

[§] Hennur is now expected to get commissioned in FY25-26 (earlier FY24-25)

[#] Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services

() indicates no. of beds

Child Development Center

- Child Development plays a crucial role in nurturing the growth and well-being of children with an array of various developmental and learning disabilities
- Rainbow recognized the need for a comprehensive child development center to support needy children across the geography and have set up a ~8000 Sq. ft state-of-the-art comprehensive child development centre adjacent to Cardiac Hospital in Banjara Hills, Hyderabad
- Will commence operations on 14th November, 2024 children's day aligning with Rainbow's foundation day



Robust governance framework

High Governance Standard

Board of directors



Dr. Ramesh Kancharla

Chairman & Managing Director
MD (Pediatrics) & MBBS (UK)

- Specialist in Pediatric Gastroenterology, Hepatology and Nutrition
- Worked in prestigious hospitals such as King's College Hospital, London, Great Ormond Street Children's Hospital –London and is a member of the Royal Colleges of Physicians of the United Kingdom
- Bestowed with 'healthcare leader of year' award at the Financial Express, Healthcare award, 2024



Dr. Dinesh Kumar Chirla
Whole-time Director



Dr. Adarsh Kancharla
Non Executive Director



Mr. Aluri Srinivasa Rao
Independent Director



Dr. Anil Dhawan
Independent Director



Mr. Santanu Mukherjee
Independent Director

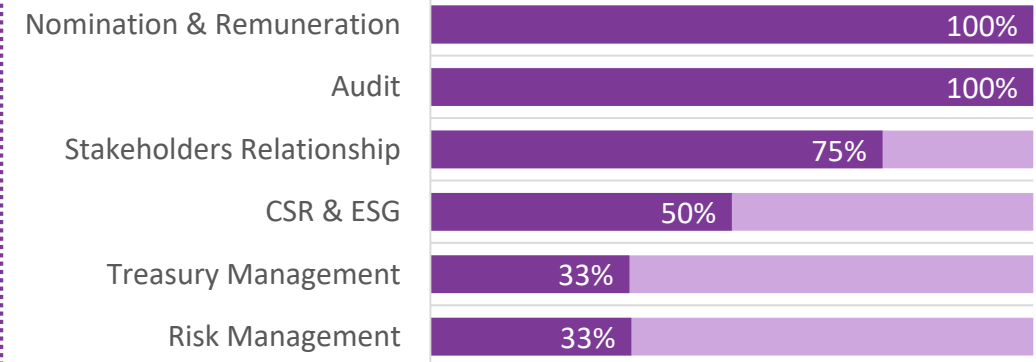


Ms. Sundari Raviprasad Pisupati
Independent Director

Board composition

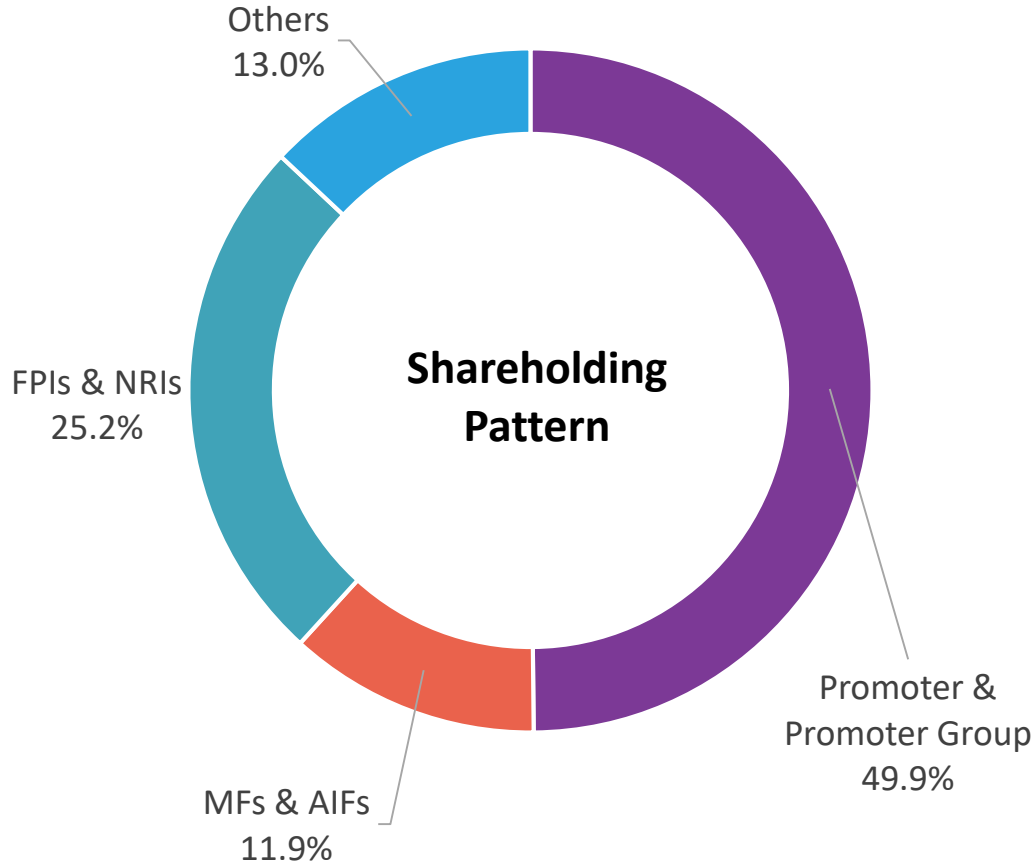


Committees of the Board



■ % Independent Directors

Shareholding – as on September 30, 2024



MFs - Mutual Funds, AIFs - Alternative Investment Fund, FPIs - Foreign Portfolio Investors, NRIs - Non- Resident Indians

Institutional Shareholders holding more than 1% as on September 30, 2024

Sr. No	Name of Shareholder	Share Holding# (%)
1	DSP EQUITY & BOND FUND	3.02
2	AMANSA HOLDINGS PRIVATE LIMITED	2.86
3	FRANKLIN TEMPLETON INVESTMENT FUNDS - FRANKLIN INDIA FUND	2.24
4	ABU DHABI INVESTMENT AUTHORITY	1.90
5	HDFC LIFE INSURANCE COMPANY LIMITED	1.80
6	AXIS MUTUAL FUND TRUSTEE LTD A/C	1.79
7	ASHOKA WHITEOAK ICAV- ASHOKA WHITEOAK INDIA OPPORTUNITIES FUND	1.53
8	STICHTING DEPOSITARY APG EMERGING MARKETS EQUITY POOL	1.36
9	SBI HEALTHCARE OPPORTUNITIES FUND	1.30
10	NIPPON LIFE INDIA TRUSTEE LTD-A/C	1.05

Different Schemes of Investor / Fund House are grouped together

Thank You

“It takes a lot to treat the little”





Appendix

Pioneering **comprehensive pediatric healthcare**
with robust infrastructure

Total No. of Beds **1,935[§]**

Hyderabad	 Banjara Hills, 1999 # 250	 Vikramপুরi, 2009 # 110	 Kondapur, 2013 # 50	 Hydernagar, 2014 # 160	 Malviya Nagar², 2017 # 130	 Rosewalk, 2019 # 24	Delhi	
	 LB Nagar, 2016 # 100	 RCHI¹, 2019 # 110	 Financial District, 2023 # 100	 Himayat Nagar, 2024 # 60	 Visakhapatnam, 2020 # 129	 Vijayawada, 2007 # 130	Andhra Pradesh	
Bengaluru	 Marathahalli, 2015 # 200	 BG Road, 2016 # 102	 Hebbal, 2020 # 50	 Sarjapur, 2024 # 90	 Guindy, 2018 # 135	 Sholinganallur, 2022 # 55	 Anna Nagar, 2024 # 80	Chennai

Note: ¹Rainbow Children's heart institute, Banjara hills, Hyderabad; ²Rainbow Hospitals provides Medical services to this hospital
[§] Bed Count excludes the 130 beds at Malviya Nagar where Rainbow Hospitals provides Medical services

Administration of life saving drug for a child with Spinal Muscular Atrophy (SMA)

- A 21-month-old child with delayed development was diagnosed with Spinal Muscular Atrophy (SMA), a rare genetic condition. The child had difficulty with basic movements like controlling the neck and sitting with support
- The Pediatric Neurology team at Rainbow Children's Hospital, Secunderabad, led by Dr. Ramesh Konanki, has experience in treating SMA and has provided gene therapy to 6 children in the past 3 years.
- The child received ZOLGENSMA, an expensive gene therapy drug imported from Europe, which costs up to ~14.5crore INR
- This child was very fortunate to have financial support from a large Indian public sector organization and its employees. They help raise the ~14.5 crore INR needed for the treatment.
- The child received the gene therapy under special clinical circumstances by a specialist team headed by Dr. Ramesh Konanki.
- Follow-up evaluations indicate the child is gradually improving motor skills and approaching independent walking.

Rare case of Central Hypoventilation Syndrome

- A baby boy was born prematurely at 33 weeks, weighing 1.7 kg, through a C-section because the mother had severe high blood pressure despite taking medications had severe difficulty in breathing.
- The baby was transferred to NICU and put on a ventilator and surfactants to help the lungs.
- After being taken off the ventilator, the baby had repeated episodes of apnea. All causes of apnea including infections, metabolic and neuromuscular were normal.
- An MRI showed some swelling in the brain's coverings but no damage to the brain itself. Despite treatment, the baby continued to stop breathing needing ventilatory support.
- Doctors suspected a rare genetic condition called "Central Hypoventilation Syndrome," which affects breathing control. The Whole exome sequence was sent and the diagnosis was confirmed.
- The genetic diagnosis can help the parents plan for future pregnancies
- **This is a rare condition, with very few cases reported in India.**



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THE RARE DISEASE COMPANY

CENTOGENE GmbH • Am Strande 7 • 18055 Rostock • Germany



Dr. Doctor Kalyan
Rainbow Children's Hospital
Hyderabad
India

Order no.: 63257537
Order received: 16 Sept. 2024
Sample type / Sample collection date:
blood, CentoCard® / 04 Sept. 2024
Report date: 25 Sept. 2024
Report type: Final Report



Additional report recipient(s): Mrs. Shreya Bari, CENTOGENE INDIA PVT. LTD., OPERATIONS, 107, Wegmans Business Park, Knowledge Park-III, 201308 Gr. NOIDA, India

Test(s) requested: repeat expansion analysis in the *PHOX2B* gene

CLINICAL INFORMATION

Central hypoventilation
(Clinical information indicated above follows HPO nomenclature.)

Family history: Unknown.
Consanguineous parents: Unknown.

Clinician suspects: central hypoventilation syndrome, congenital, 1.



POSITIVE RESULT
Pathogenic variant identified

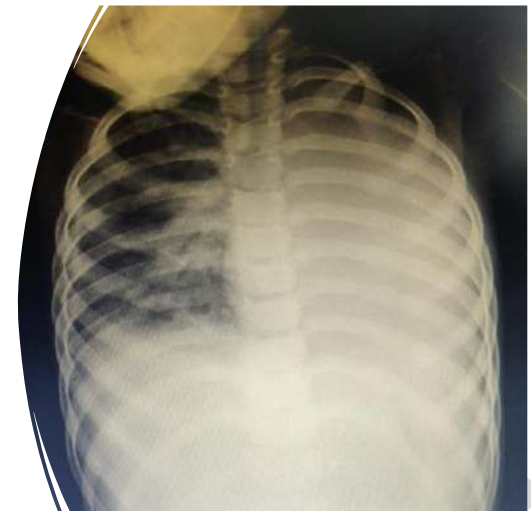
Life threatening Mediastinal Abscess saved because of multi-disciplinary team

- A 4-year-old child had difficulty swallowing solid foods and frequent vomiting for three years. He had a procedure called balloon dilatation to treat an esophageal web (a blockage in the esophagus) at a local hospital.
- After the procedure, he developed chest pain and fever and sent to Rainbow for further treatment. A CT scan showed a tear in the lower part of his esophagus, leading to an air leak and infection in the chest area (mediastinitis), along with high inflammation levels and abscess near the lungs.
- In PICU, doctors treated him for shock, severe infection, and helped him with breathing support using the ventilator.
- Surgeons performed a thoracotomy to drain the abscess, closed the tear in the esophagus and created a feeding tube directly into the intestine (jejunostomy).
- The boy was gradually taken off the ventilator after 48 hours, and feeding through the jejunostomy tube was started and increased over time, which helped him gain 4 kg in a week's time.
- Once his weight improved, the esophagus was repaired through surgery, the child was discharged from the hospital in good health.



Severe Dengue with Multi organ dysfunction – Immunomodulation & plasmapheresis saves life

- A 4-year-old child had a fever for 3 days, rashes and tested positive for dengue. She developed breathing difficulties, low blood pressure, and blood clotting issues, so she was admitted to the ICU.
- Her ferritin levels were extremely high (21000), and her condition worsened with signs of brain swelling on a CT scan.
- Despite receiving treatments to control the immune response and blood products like platelets, her condition did not improve. Her blood clotting, ferritin levels, and mental state continued to worsen.
- She underwent 3 cycles of plasmapheresis on alternate days, which helped reduce inflammation, while her brain function was closely monitored.
- A bronchoscopy revealed a thick mucus plug in her lung, which was removed. Her platelet levels improved, and markers like LDH and ferritin showed a downward trend.
- After a 2-week hospital stay, she was discharged. At her follow-up visit, she was doing well and appeared cheerful.

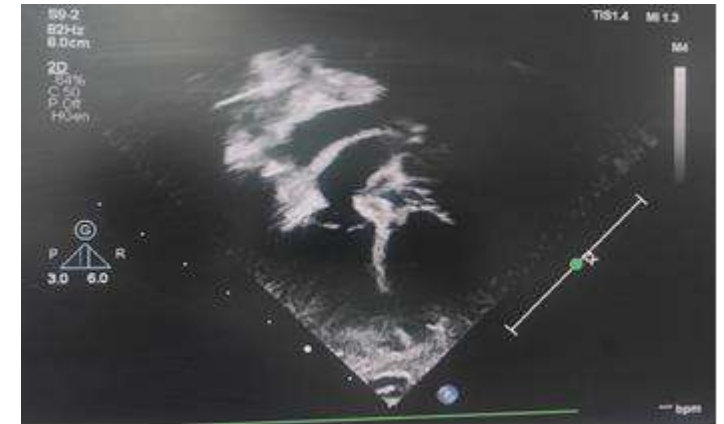


Rare case of RHABDOMYOMA presenting as feeding difficulty

- 2 month old child had feeding difficulty, fast breathing during feeding & resting tachypnea since 15 days of life. No history of bluish discoloration of body & extremities.
- 2D ECHO was done and found Right Ventricle Outflow Tract mass adherent to Pulmonary Valve leaflet causing mild RVOT obstruction.
- Blood cultures sent were all negative. Patient underwent anti-coagulation therapy (Heparin infusion-> LMWH->Aspirin) for 15 days but size of the RVOT mass remained same.
- Finally, patients' parents were counselled for surgical removal of RVOT mass.
- RVOT mass for Histopathological examination and report was suggestive of Rhabdomyoma.
- Post-surgery the child was shifted to CTICU on ventilator with inotropic support and then gradually weaned off to low flow oxygen.



PPE OPERATIVE ECHO IMAGE



POST OPERATIVE ECHO IMAGE

About Us

Rainbow network comprises of 19 hospitals and 4 clinics in 6 cities, with a total bed capacity of 1,935 beds. Our Pediatric services under “Rainbow Children’s Hospital” includes newborn and pediatric intensive care, pediatric multi-specialty services, pediatric quaternary care (including organ transplantation); whereas our women care services under “Birthright by Rainbow” offers perinatal care services which includes normal and complex obstetric care, multi-disciplinary fetal care, perinatal genetic and fertility care along with gynecology services.

Rainbow Children’s Hospital built on strong fundamentals of multidisciplinary approach with a full-time consultant led clinical service along with 24/7 commitment in a child centric environment. The company follows a hub-and-spoke operating model where the hub hospital provides comprehensive outpatient, inpatient care, with a focus on tertiary and quaternary services, while the spokes provide emergency care in pediatrics and obstetrics, large outpatient services and comprehensive obstetrics, pediatric and level 3 NICU services. This model is successfully operational at Hyderabad and is gaining traction in Bengaluru. The endeavor is to replicate this approach in Chennai and across the National Capital Region. Subsequently Rainbow intends to expand into tier-2 cities of Southern India.

Rainbow embraces a unique doctor engagement model, where doctors work exclusively on a full-time, retainer basis. The doctors work in teams and have 24/7 commitment, which is particularly important for children’s emergency, neonatal, pediatric intensive care services and to support pediatric retrieval services. The Company also operates the country’s largest pediatric DNB training programme in private healthcare, offering post graduate residential DNB and fellowship programme.

For further information please contact

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