

June 03, 2026

To The Secretary, Listing Department, BSE Limited, 1st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001.  Scrip Code: <b>540975</b>	To The Manager, Listing Department, The National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051.  Scrip Symbol: <b>ASTERDM</b>
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Dear Sir/Madam,

**Subject: Investor Presentation**

Pursuant to the captioned subject, please find enclosed Investor Presentation on Company's financial performance.

We request you to kindly take the above information on record.

This intimation is also being uploaded on the Company's website at [www.asterdmhealthcare.in](http://www.asterdmhealthcare.in).

Thanking you,

**For Aster DM Healthcare Limited**

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**Hemish Purushottam**

Company Secretary and Compliance Officer

M. No. A24331

**Aster DM Healthcare Limited - Registered Office**

No 7-1-450/20, Plot No-04, Mythri Vihar,  
Sanjeev Reddy Nagar, Hyderabad, Ameerpet,  
Telangana, India - 500038

**Aster DM Healthcare Limited - Corporate Office**

Awfis, 2nd Floor, Renaissance Centra, 27 & 27/1,  
Mission Road, Sampangi Rama Nagar, Bengaluru,  
Karnataka, India - 560027



# Aster

We'll Treat You Well



## Investor Presentation

June 2026



# Disclaimer

This presentation has been prepared by Aster DM Healthcare Limited (the "Company"), content of which was compiled from sources believed to be reliable for informational purposes only and are based on information regarding the Company and the economic, regulatory, market and other conditions as in effect on the date hereof. Subsequent developments may impact the information contained in this presentation, which neither the Company nor its advisors or representatives are under an obligation to update, revise or affirm. Contents in the Presentation do not constitute or form part of an offer or invitation for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities, nor shall it or any part of it form the basis of or be relied on in connection with any contract, commitment or investment decision in relation thereto in India, the United States or any other jurisdiction.

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***Note- QCIL Numbers are Indicative and subject to statutory audit adjustments. Proforma numbers for combined entity are also subject to finalization and audit of the merged accounts. Actual amounts, losses or impact on net profit could materially differ from those that have been estimated. In addition, other factors that could cause actual results to differ materially from those estimated include harmonization of accounting policies and practices.***

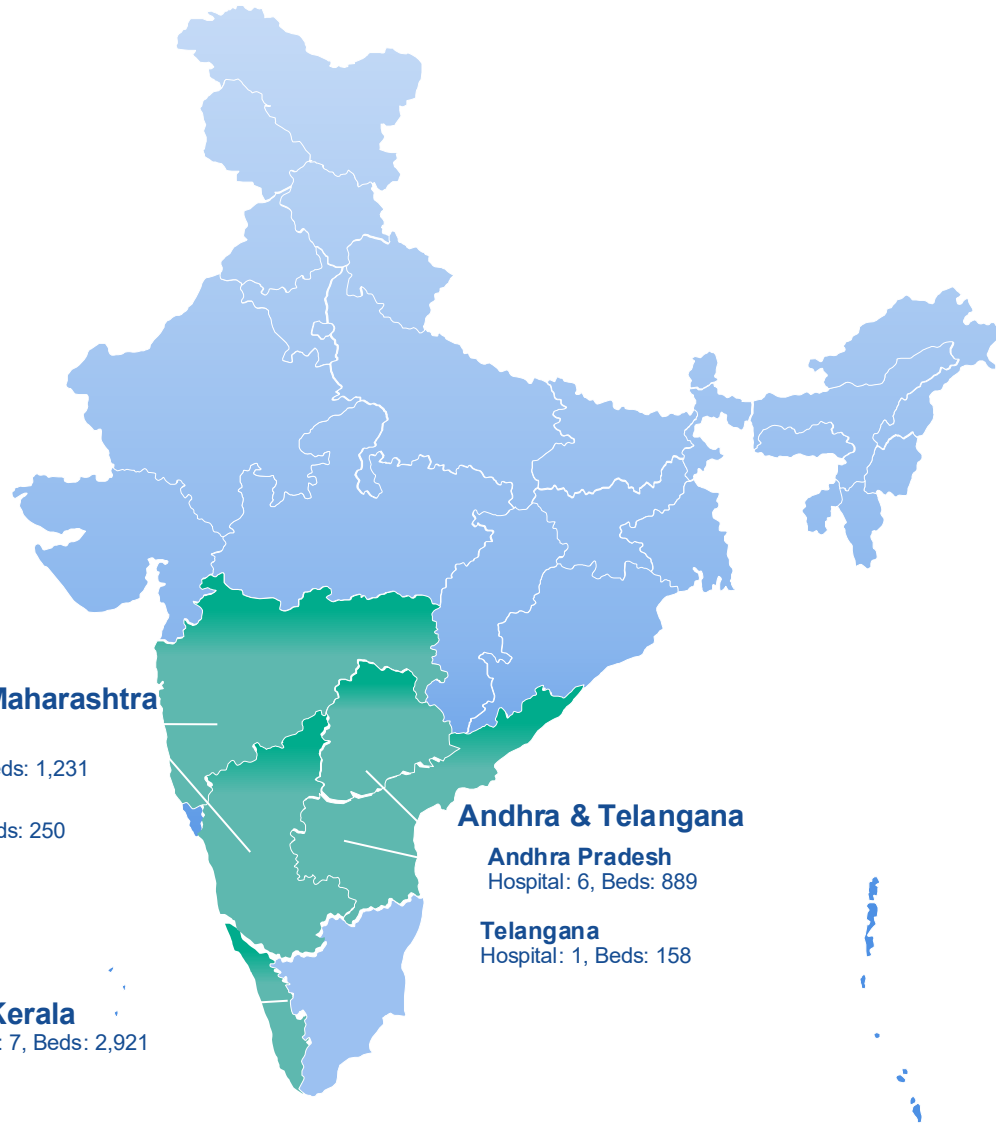
# Aster

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## Company Overview





## Our Presence/Strength<sup>1</sup>



16 Cities and  
5 States



20<sup>2</sup>  
Hospitals



5,449  
Capacity beds



10  
Clinics



304  
Labs and PECs



203  
Pharmacies<sup>3</sup>

## Operational metrics (FY26)



61%  
Occupancy



3.1 days  
ALOS



INR 51,800  
ARPOB

## Financial metrics (FY26)



Revenue  
INR 4,643 Cr

16%  
3 Year CAGR<sup>5</sup>



Op. EBITDA  
Margin: 20.4%<sup>4</sup>

26%  
3 Year CAGR<sup>5</sup>



Capex  
INR 546 Cr

~INR 1,280 Cr  
3 Year Capex<sup>5</sup>

1. Presence and Operational metrics are as on March 31, 2026

2. Count includes 4 O&M Asset Light hospital beds with a capacity of 554 beds

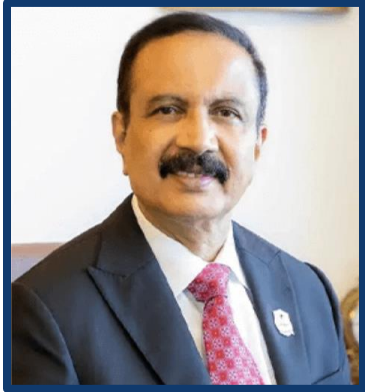
3. Pharmacies in India operated by ARPPL under brand license from Aster

4. Operating EBITDA Margin has been rounded off

5. Three Year Revenue & Operating EBITDA CAGR and 3 Year Capex are till the year ending FY26

6. Kerala hospital and bed count excludes WIMS

PECs: Patient Experience Centers ; ALOS: Average Length of Stay; ARPOB: Average revenue per occupied bed



**Dr. Azad Moopen**  
Founder Chairman & Managing Director

**Our Promise**  
"We'll treat you well"



**Our Vision**



A caring Mission with a global vision to serve the world with accessible and affordable quality healthcare

## Excellence

"Surpassing current benchmarks constantly by continually challenging its ability and skills to take the organisation to greater heights"

- Albert Einstein

## Respect

"Treating people with utmost dignity, valuing their culture contributions and fostering a culture that allows each individual to rise to their fullest potential"

- Mahatma Gandhi

## Compassion

"Going beyond boundaries with empathy and care"

- Mother Teresa

## Passion

"Going the extra mile willingly, with a complete sense of belongingness and purpose while adding value to the stakeholders"

- Steve Jobs



**Our Values**

## Integrity

"Doing the right thing without any compromises and embracing a higher standard of conduct"

- Nelson Mandela

## Unity

"Harnessing the power of synergy and engaging people for exponential performance and results"

- H.H. Sheikh Zayed Bin Sultan Al Nahyan

# From Clinic to a Healthcare Powerhouse: A Transformational Journey to a Thriving Hospital Network

-  **2026**  
Aster Whitefield Block D, Bengaluru
-  **2025**  
Aster MIMS Kasargod, Kerala
-  **2024**  
QCIL Merger Announcement  
Completed Segregation of GCC and India
-  **2023**  
Aster Whitefield Block A&B, Bengaluru
-  **2022**  
O&M Asset Light Model introduced
-  **2021**  
Large Expansion of Facilities  
Aster Whitefield in Bengaluru\*
-  Aster Wholesale Pharmacy
-  **2020**  
Aster Labs
-  **2018**  
Listing on NSE & BSE
-  **2014**  
Aster CMI in Bengaluru  
Aster Medcity in Kerala
-  **2001**  
Commenced operations in India at  
MIMS Kozhikode
-  Commenced operations as a single  
doctor clinic in Dubai

### Kerala Cluster



**Aster Medcity**  
Kochi, Kerala | CB: 876 OB: 702  
2014, Owned



**MIMS Calicut**  
Kozhikode, Kerala | CB: 695 OB: 465  
2013, Owned



**MIMS Kottakkal**  
Kottakkal, Kerala | CB: 359 OB: 282  
2013, Owned



**MIMS Kannur**  
Kannur, Kerala | CB: 424 OB: 341  
2019, Owned



**Aster Mother Hospital**  
Areekode, Kerala | CB: 140 OB: 101 |  
2022, O&M Asset Light Model



**Aster PMF**  
Kollam, Kerala | CB: 164 OB: 117  
2023, O&M Asset Light Model



**MIMS Kasargod**  
Kerala | CB: 263 OB: 100  
2025, Owned

### Andhra Pradesh & Telangana



**Aster Ramesh Guntur**  
Guntur, AP | CB: 350 OB: 225  
2016, Leased



**Prime Hospitals – Ameerpet**  
Hyderabad, Telangana |  
CB: 158 OB: 98  
2014, Leased



**Ramesh Adiran (IB)**  
Vijayawada, AP | CB: 50 OB: 42  
2023, Leased



**Aster Ramesh Sanghamitra**  
Ongole, AP | CB: 150 OB: 130  
2018, Owned



**Aster Narayandari**  
Tirupati, AP | CB: 150 OB: 136  
2023, O&M Asset Light Model




**Aster Ramesh Main Centre**  
Vijayawada, AP  
CB: 135 OB: 125 | 2016, Leased




**Aster Ramesh Labbipet**  
Vijayawada, AP  
CB: 54 OB: 47 | 2016, Leased

CB – Capacity Beds  
OB – Operational  
Beds (Census)  
  
(As on 31<sup>st</sup> March  
2026)


### Karnataka & Maharashtra




**Aster CMI**  
Bengaluru, Karnataka  
CB: 502 OB: 367 | 2014, O&M




**Aster Whitefield**  
Bengaluru, Karnataka  
CB: 377 OB: 245 | 2021, Leased



**Aster RV**  
Bengaluru, Karnataka  
CB: 252 OB: 179 | 2019, O&M



**Aster Aadhar**  
Kolhapur, Maharashtra |  
CB: 250 OB: 202  
2008, Owned

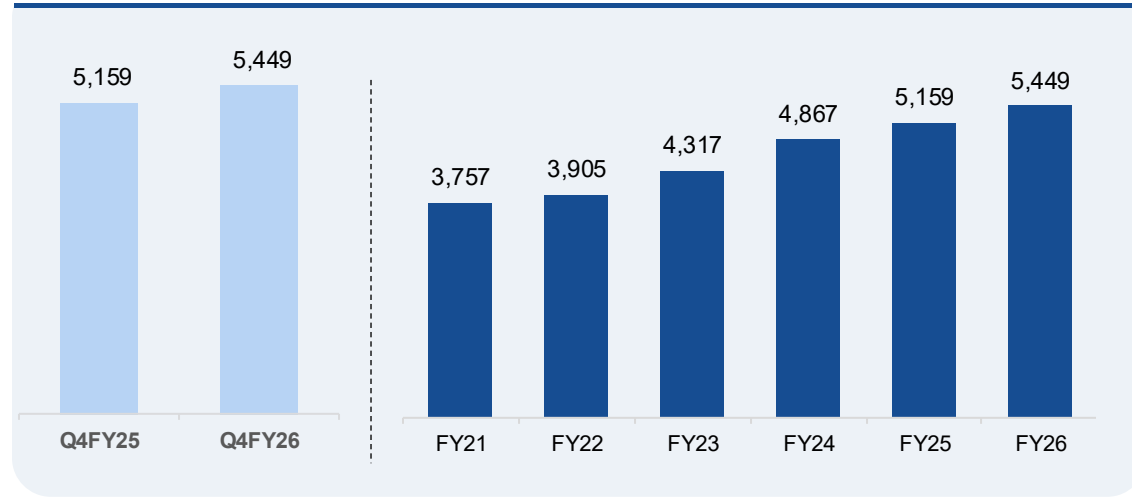


**Aster G Madegowda**  
Mandya, Karnataka | CB: 100 OB: 35  
2023, O&M Asset Light Model

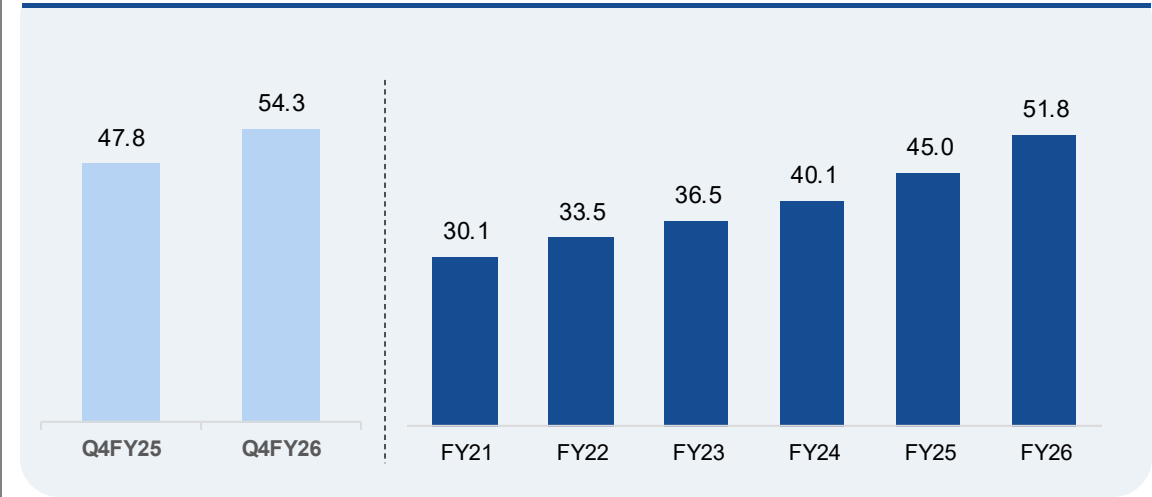
\*Aster Whitefield Women and Children block

# Sustained improvement in our India Business performance over the past few years

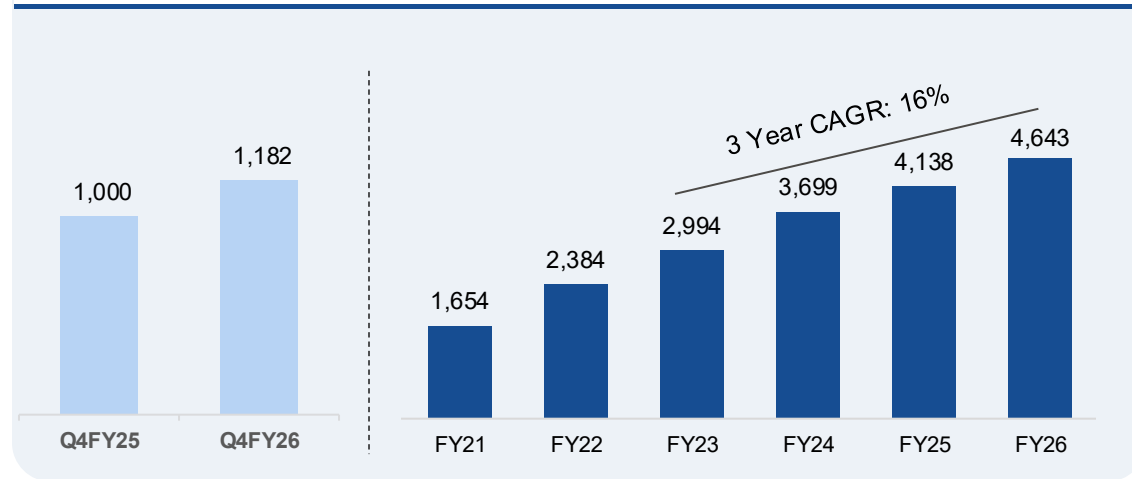
**No. of Capacity Beds**



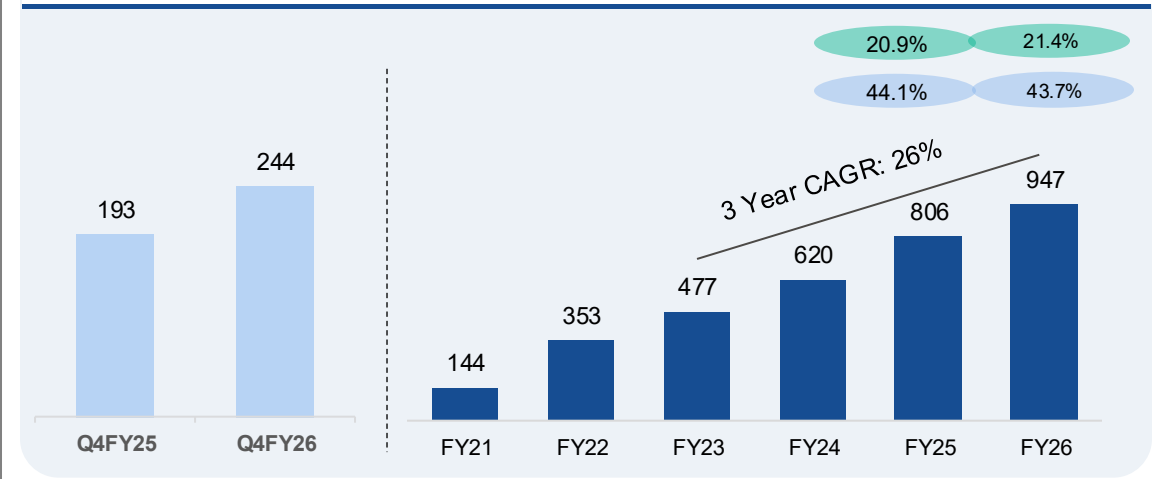
**ARPOB (in 000s)**



**Revenues (INR Crs)**



**Operating EBITDA<sup>1</sup> (INR Cr) and Material & HR Cost as % of Revenue**



Material Cost as a % of revenue      HR Cost as a % of revenue

Note:

1. Operating EBITDA for the period FY26 excludes the ESOP Cost of Rs. 8.3 Cr [FY25: 8.4 Cr], Movement in fair value of contingent consideration payable of Rs. Nil Cr [FY25 : 0.8 Cr], Variable O&M fee amounting to Rs.37.3 Cr [FY25 : 31.8 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS

2. Material cost & Manpower cost as a % of revenue for FY25 excludes wholesale pharmacy

# Aster

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## Merger of Aster DM & Blackstone backed Quality Care



# Aster DM and Blackstone-backed Quality Care to merge and create one of the top 3 hospital chains in India with 10,623 beds

## Transaction Overview



- The board of directors of Aster DM Healthcare Limited (“Aster” or “Aster DM”) approved the merger of Quality Care India Limited (“Quality Care” or “QCIL”) with Aster in one of the largest M&A in the hospital space in India<sup>1</sup>
- The merged listed entity will be named **Aster DM Quality Care Limited** (“Merged Entity”)
- Aster acquired a 5.0% stake in QCIL from Blackstone and TPG in consideration of primary share issuance by Aster for 3.6% stake<sup>2</sup> followed by merger of QCIL into Aster by way of a scheme of amalgamation

## Merged Entity

Capacity Beds<sup>3</sup> : 10,623

Revenue<sup>4</sup> : INR 9,273 Cr

Operating EBITDA<sup>4,5</sup> : INR 2,013 Cr

## Valuation



- The transaction valued Aster at 36.6x FY24 Adj. Post INDAS EV/ EBITDA<sup>5,6</sup>, which is 45% higher than the relative multiple ascribed to QCIL i.e., 25.2x FY24 Adj. Post INDAS EV/ EBITDA<sup>5,6</sup>
- Inter-se shareholding between Aster DM and Quality Care shareholders would be 57.3% and 42.7% respectively
- The merger is cash neutral and is expected to be EPS accretive from 1<sup>st</sup> full year of operations

## Governance



- Aster promoters, along with Blackstone, will hold equal representation on the board and jointly control the Merged Entity. Independent directors to have a 50% representation on the board of the Merged Entity
- Dr. Azad Moopen will continue in his role as the Executive Chairman; Mr. Varun Khanna (Group MD, QCIL) and Mr. Sunil Kumar (CFO, Aster) will be promoted to the position of MD & Group CEO and Group CFO of the Merged Entity respectively
- The above is subject to necessary approvals

Note:

1. One of the largest M&A in India for listed hospitals based on number of operational beds
2. On post preferential allotment basis
3. As of March 26
4. For the period FY26

5. Combined Operating EBITDA is Post INDAS EBITDA adjusted for one-time & non-cash expenses, ESOP cost, movement in fair value of contingent consideration and variable O&M fee
6. Issue price in compliance with SEBI regulations for Scheme transaction and preferential allotment
7. All numbers of QCIL are indicative and subject to statutory audit adjustments, if any

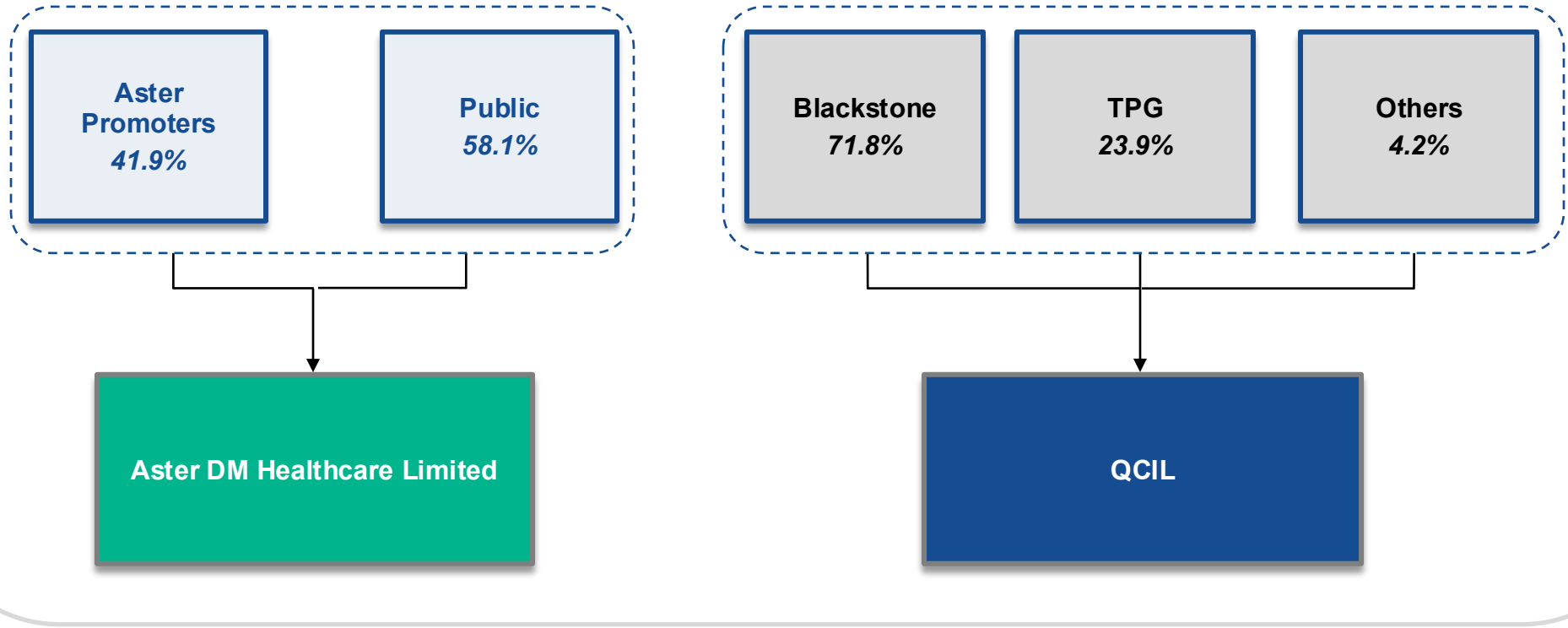
	ASTER DM	QUALITY CARE	ASTER DM QUALITY CARE
OVERVIEW	<ul style="list-style-type: none"> <li>One of the leading integrated healthcare providers in South India operating 20<sup>1</sup> hospitals across 16 cities</li> <li>Network of 10 Clinics, 304 labs &amp; PECs, and 203<sup>2</sup> pharmacies to complement its hospitals</li> <li>Amongst the top players in Kerala, Andhra Pradesh, and Karnataka</li> </ul>	<ul style="list-style-type: none"> <li>One of the leading healthcare providers with 19 hospitals &amp; 7 medical centres across 14 cities</li> <li>Network focused on non-metro markets</li> <li>A troika of brands: CARE Hospitals, KIMSHEALTH and Evercare</li> </ul>	<ul style="list-style-type: none"> <li>✓ One of the top 3 hospital chains in India by revenue. Building a growing 360-degree healthcare ecosystem of labs &amp; pharmacies</li> <li>✓ Presence in 9 states and 28 cities in India</li> <li>✓ A quartet of brands: Aster DM, CARE Hospitals, KIMSHEALTH and Evercare</li> </ul>
KEY FINANCIALS (FY26)	<ul style="list-style-type: none"> <li>Revenues: INR 4,643 Cr</li> <li>Operating EBITDA<sup>3</sup>: INR 947 Cr</li> <li>Operating EBITDA Margin<sup>3</sup> : 20.4%</li> <li>RoCE<sup>4</sup>: 21.3%</li> <li>Net Debt<sup>6</sup>: INR (626) Cr</li> </ul>	<ul style="list-style-type: none"> <li>Revenues: INR 4,630 Cr</li> <li>Operating EBITDA<sup>3</sup> : INR 1,066 Cr</li> <li>Operating EBITDA Margin<sup>3</sup> : 23.0%</li> <li>RoCE<sup>4</sup>: 21.0%</li> <li>Net Debt<sup>6</sup> : 1,388 Cr</li> </ul>	<ul style="list-style-type: none"> <li>✓ Revenues: INR 9,273 Cr</li> <li>✓ Operating EBITDA<sup>3</sup>: INR 2,013 Cr</li> <li>✓ Operating EBITDA Margin<sup>3</sup> : 21.7%</li> <li>✓ RoCE<sup>4</sup>: 21.1%</li> <li>✓ Net Debt<sup>6</sup> : INR 763 Cr</li> </ul>
KEY OPERATING METRICS (FY26)	<ul style="list-style-type: none"> <li>Bed Capacity : 5,449</li> <li>Occupancy: 61%</li> <li>ARPP IP: INR 121,016</li> <li># Physicians / Doctor<sup>7</sup>: 3,620+</li> <li># Employees<sup>7,8</sup>: 16,310+</li> </ul>	<ul style="list-style-type: none"> <li>Bed Capacity : 5,174</li> <li>Occupancy: 63%</li> <li>ARPP IP: INR 133,734</li> <li># Physicians / Doctor<sup>7</sup>: 3,790+</li> <li># Employees<sup>7,8</sup>: 13,095+</li> </ul>	<ul style="list-style-type: none"> <li>✓ Bed Capacity : 10,623</li> <li>✓ Occupancy: 62%</li> <li>✓ ARPP IP: INR 127,074</li> <li>✓ # Physicians / Doctor: 7,410+</li> <li>✓ # Employees<sup>8</sup>: 29,405+</li> </ul>

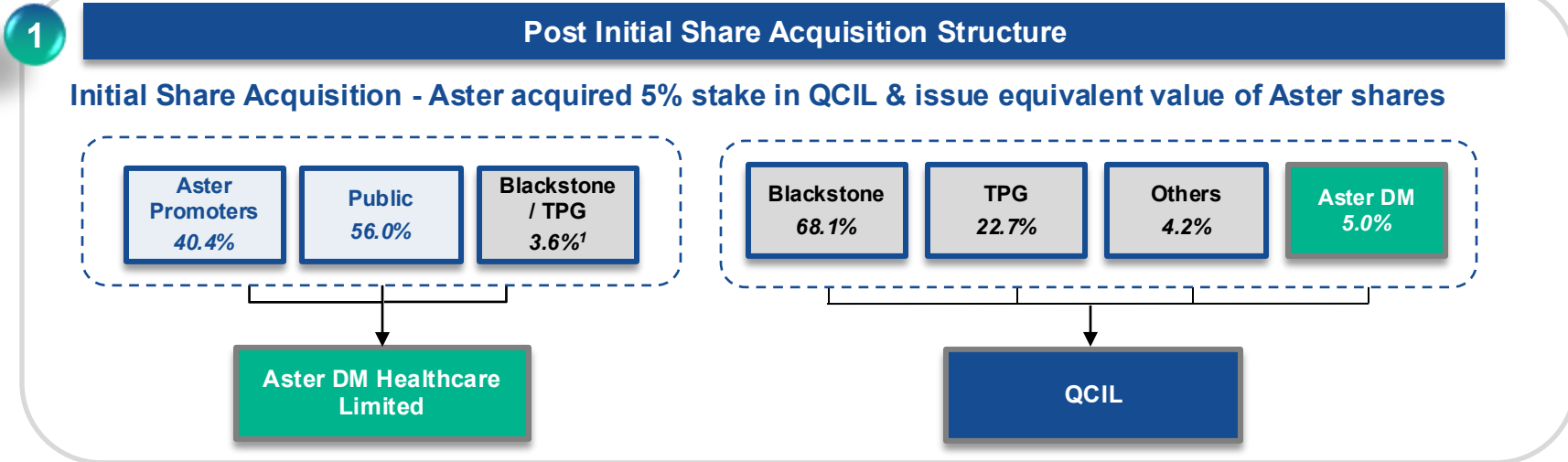
Note

1. Include WIMS; 2. Pharmacies in India operated by Alfaone Retail Pharmacies Private Ltd. under brand license from Aster; 3. Combined Operating EBITDA is Post INDAS EBITDA adjusted for one-time & non-cash expenses, ESOP cost, movement in fair value of contingent consideration and variable O&M fee; 4. RoCE is computed on average capital employed excl. revaluation reserves and CWIP and Intangibles (as of March 2026); 6. Net debt excludes Lease Liability (as of March 2026); 7. As of Mar 2026; 8. Refers to count of employees excluding outsourced employees & doctors; | QCIL Numbers are Indicative and subject to statutory audit adjustments.

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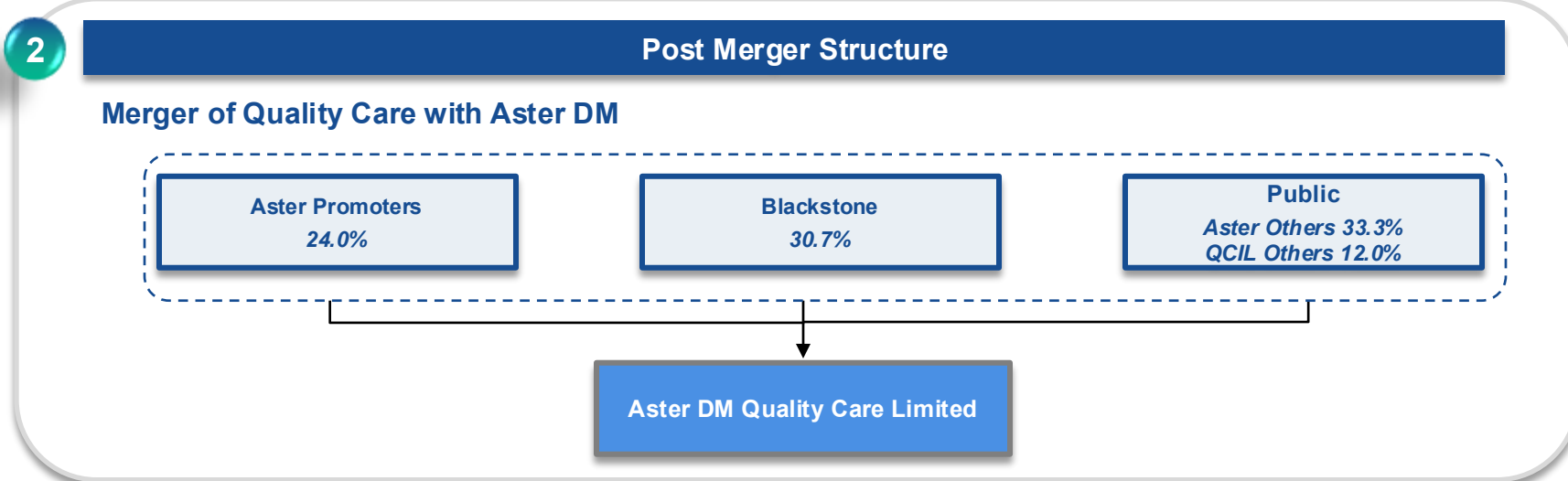
As of November 2024





**Step 1**

- Aster DM purchased 5.0% stake in QCIL from Blackstone and TPG in consideration of primary share issuance by Aster for 3.6% stake<sup>1</sup>



**Step 2**

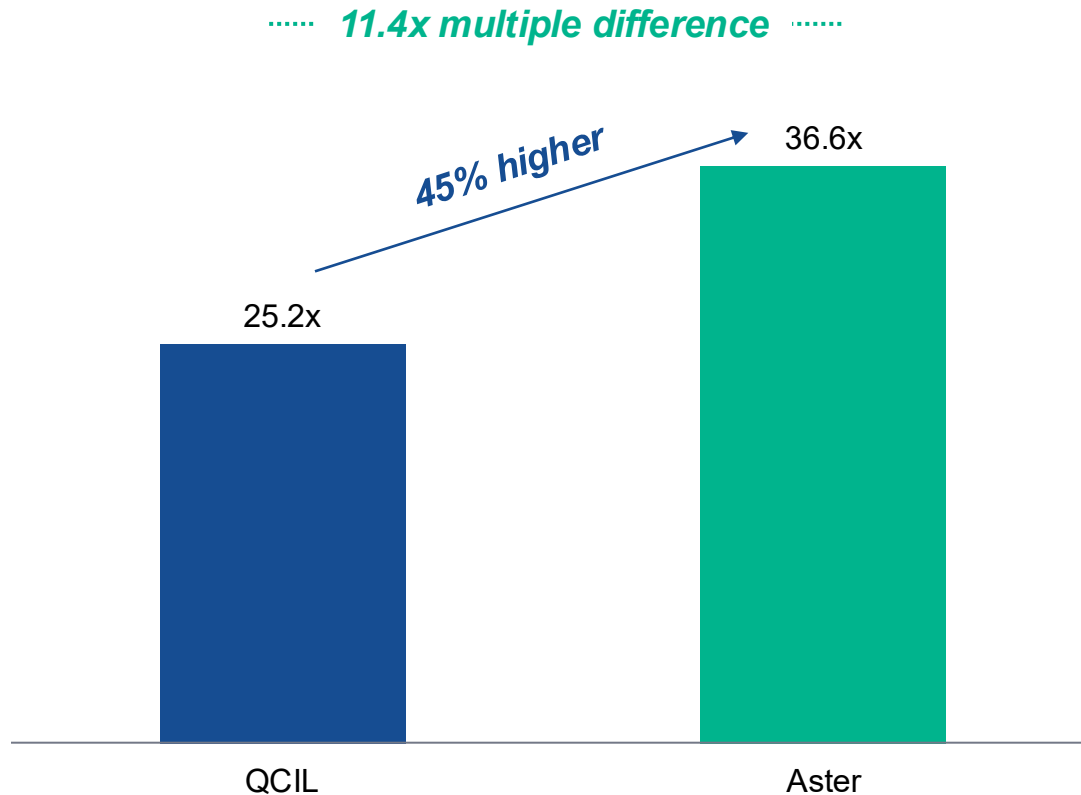
- Post the initial share acquisition, QCIL will be merged into Aster by way of a scheme of amalgamation
- QCIL shareholders will be issued Aster DM shares in the agreed swap ratio<sup>2</sup>

The swap ratio for both the steps is the same and hence the eventual shareholding of Aster shareholders in the merged entity will be the same as compared to a scenario, where one step merger would have happened

Note:  
 1. On post preferential allotment basis  
 2. For every 1,000 shares of QCIL, QCIL shareholders will get 977 shares of Aster  
 3. Both step 1 and step 2 are subject to requisite approvals

# Interse Valuation – Aster’s valuation reflects a 45% higher multiple relative to QCIL

## FY24 EV/EBITDA (Adj. Post INDAS<sup>1</sup>)



## Interse Shareholding

(In INR Cr)	Aster	QCIL
Equity Value	22,794 <sup>2</sup>	16,983 <sup>2</sup>
Inter-se Shareholding	57.3%	42.7%

## Shareholding Pattern post merger

Aster Promoters	24.0%
Blackstone	30.7%
Aster – Public	33.3%
QCIL – Others	12.0%

**Aster is valued at 36.6x FY24 Adj. Post INDAS EV/ EBITDA<sup>1,2</sup>, which is 45% higher than the relative multiple ascribed to QCIL i.e., 25.2x FY24 Adj. Post INDAS EV/ EBITDA<sup>1,2</sup>**

Note:

1. Operating EBITDA for Aster; Post INDAS EBITDA adjusted for one-time and non-cash expenses for QCIL
2. Issue price in compliance with SEBI regulations for Scheme transaction and preferential allotment (VWAP of 10 days as of 28<sup>th</sup> Nov 2024)
3. Aster metrics FY24: Net debt incl. GCC cash INR (949) Cr, Minority Interest INR 158 Cr, and Lease liabilities INR 714 Cr; QCIL metrics FY24: Net debt INR 893 Cr, Minority Interest INR 1,518 Cr, and Lease liabilities INR 179 Cr

## 1. Scale

Merged entity to be **one of the top 3 hospital chains in India** and with strong presence across South and Central India



## 4. Diversification

Geographically well **diversified platform** with low overlap in cities of presence



## 2. Enhanced Metrics

**Strong financial, operational metrics and return metrics** being highly accretive for investors



## 5. Growth Potential

In-built growth potential with established hospitals in diverse locations with **room for brownfield and greenfield expansion**



## 3. Synergies

Combination to result in **potential synergies** from revenue, procurement & supply chain, capex, and integration of corporate functions



## 6. Backing of Global Marquee Investor

Blackstone, **world's largest alternative asset manager**, is highly reputed in the Indian public markets having backed numerous companies in the listed space



**Aster**  
We'll Treat You Well



CARE  
HOSPITALS

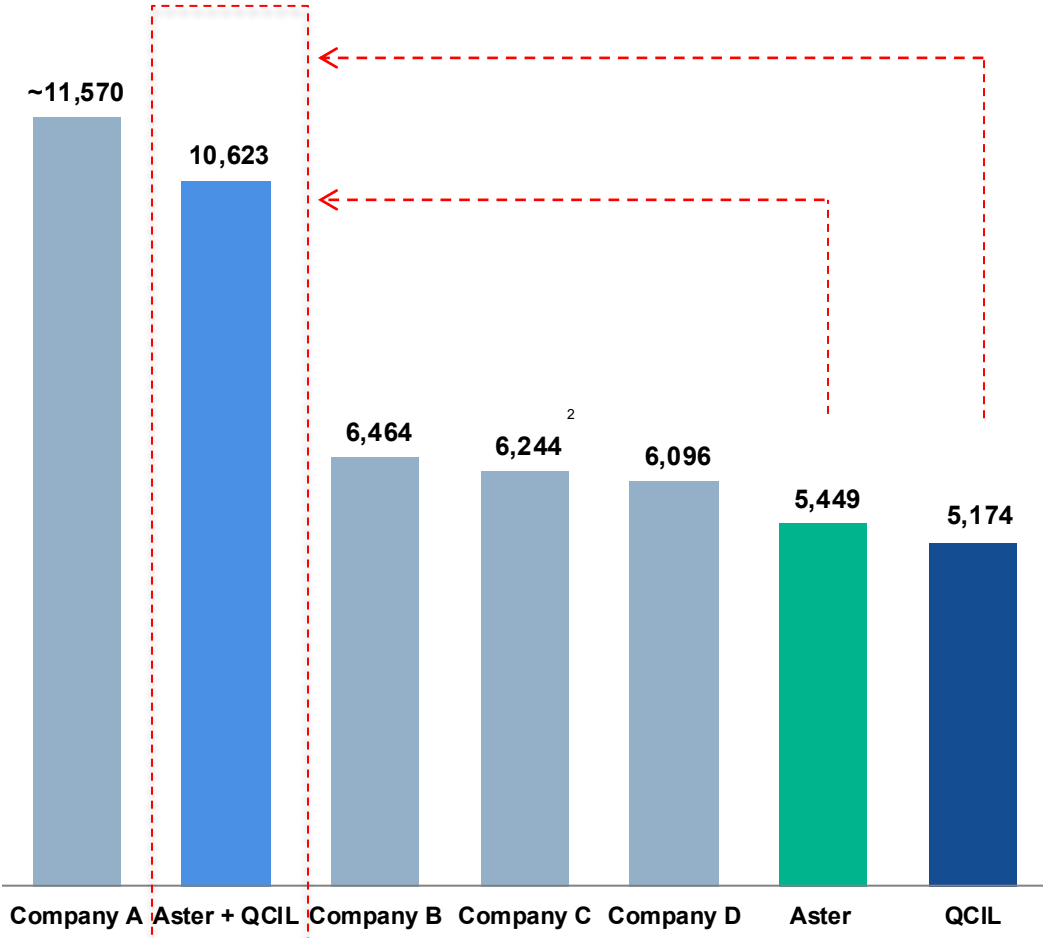


evercare  
Transforming Healthcare

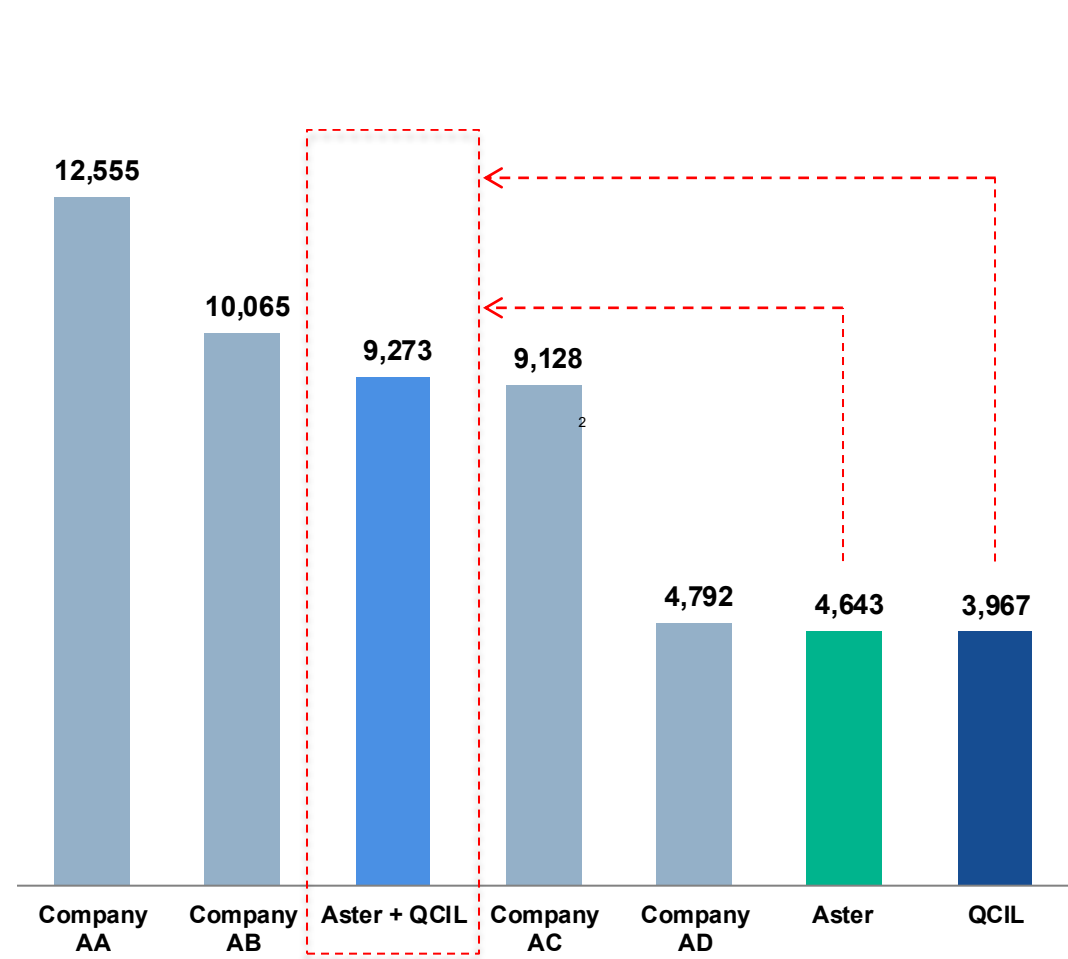
# Merged Entity to be one of the top 3 hospital chains in India by Bed Capacity & Revenue

- 1 Scale
- 2 Enhanced Metrics
- 3 Synergies
- 4 Diversification
- 5 Growth Potential

Ranking by Bed Capacity<sup>1</sup>



Ranking by Hospital Revenue<sup>1</sup>



Aster

+

QCIL

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Merger will propel the combined entity to be one of the top 3 Hospital Chains in India

Note : In the unlisted space, Manipal Hospitals has ~10,500 capacity beds currently; Players include other listed hospital chains ranked by bed capacity  
 1. Includes both census and non-census Beds as of Mar'26; Aster and QCIL as of Mar'26  
 2. Refers to operational beds

Note : In the unlisted space, Manipal Hospitals has revenue of INR 6,500 Cr (FY24); Players include other listed hospital chains ranked basis revenue  
 1. Revenue for the period FY26  
 2. Company AA's and AC's revenue consist of Hospital segment only

# Combined Proforma Numbers for FY26

- 1 Scale
- 2 Enhanced Metrics
- 3 Synergies
- 4 Diversification
- 5 Growth Potential

Aster

+

QCIL

=

Merged Entity\*

(Figures for FY26)

Operational Metrics	No. of Hospitals (Nos)	20 <sup>1</sup>	19 <sup>2</sup>	39	
	City Presence (Nos)	16	14	28	
	Beds Capacity <sup>3</sup> (Nos)	5,449	5,174	10,623	↑ 4%
	Occupancy (%)	61%	63%	62%	
	ARPP IP (INR)	1,21,016	1,33,734	1,27,074	↑ 9%
	Total Patient Volume (Mn)	3.90	3.81	7.71	↑ 9%

\* Proforma numbers for merged entity are subject to finalization and audit of the merged accounts. Actual amounts, losses or impact on net profit could materially differ from those that have been estimated. In addition, other factors that could cause actual results to differ materially from those estimated include harmonization of accounting policies and practices.

1. Includes WIMS
2. Includes Nagercoil facility (Tamil Nadu) which was operationalized in Dec'24
3. Refers to total capacity beds as of Mar '26

# Combined Proforma Numbers for FY26

- 1 Scale
- 2 Enhanced Metrics
- 3 Synergies
- 4 Diversification
- 5 Growth Potential

Aster

+

QCIL

=

Merged Entity\*

(Figures for FY26)

				YoY Growth	
Financial Metrics	Revenue (INR Cr)	<b>4,643</b>	<b>4,630<sup>1</sup></b>	<b>9,273</b>	<b>14%</b>
	Operating EBITDA <sup>2</sup> (INR Cr)	<b>947</b>	<b>1,066</b>	<b>2,013</b>	<b>21%</b>
	Op EBITDA Margin %	<b>20.4%</b>	<b>23.0%</b>	<b>21.7%</b>	<b>116 bps</b>
	ROCE <sup>3</sup> (%)	<b>21.3%</b>	<b>21.0%</b>	<b>21.1%</b>	<b>293bps</b>
	Net Debt (INR Cr)	<b>(626)</b>	<b>1,388</b>	<b>763</b>	

\* Proforma financials for merged entity are subject to finalization and audit of the merged accounts. Actual amounts, losses or impact on net profit could materially differ from those that have been estimated. In addition, other factors that could cause actual results to differ materially from those estimated include harmonization of accounting policies and practices.

1. QCIL numbers are indicative and subject to statutory audit adjustments, if any  
 2. Combined Operating EBITDA is Post INDAS EBITDA adjusted for one off expenses, ESOP cost, movement in fair value of contingent consideration and variable O&M fee  
 3. RoCE is computed on average capital employed excl. revaluation reserves and CWIP and Intangibles

# Entities of similar scale with strong operating metrics creating a robust merged entity **Aster**

We'll Treat You Well



- 1 Scale
- 2 **Enhanced Metrics**
- 3 Synergies
- 4 Diversification
- 5 Growth Potential



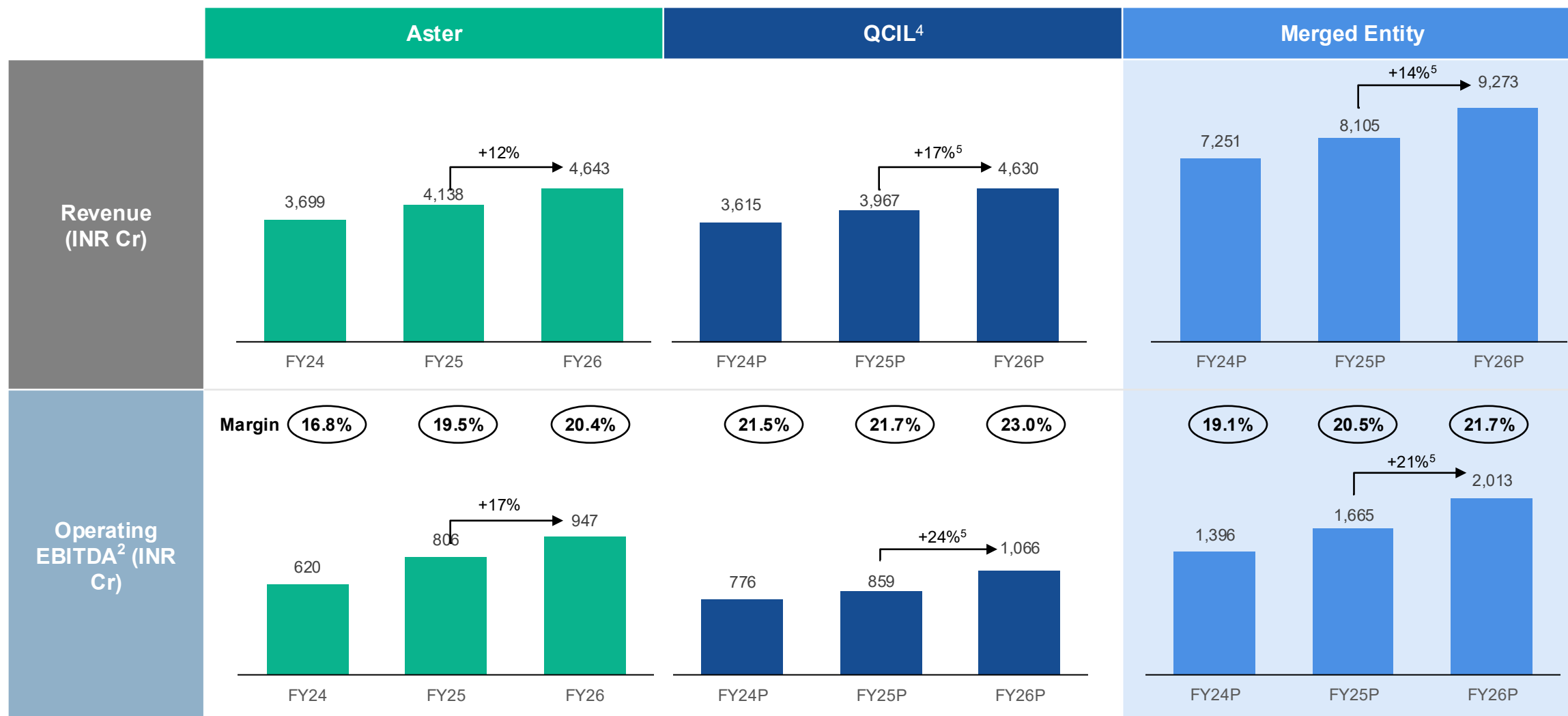
Note:

1. Figures reflect QCIL's consolidated proforma metrics, including CARE Hospitals, KIMSHEALTH and Evercare. The acquisition of KIMSHEALTH was completed in Q4 FY24
2. QCIL Historical financials have been converted at a different exchange rate vis-à-vis FY25
3. All numbers of QCIL are indicative and subject to statutory audit adjustments, if any

*P stands for Pro-forma*

# Merged entity with diversified revenue mix and strong margin profile

- 1 Scale
- 2 **Enhanced Metrics**
- 3 Synergies
- 4 Diversification
- 5 Growth Potential



- Note:
1. Financials reflect QCIL's consolidated proforma metrics, including CARE Hospitals, KIMSHEALTH and Evercare. The acquisition of KIMSHEALTH was completed in Q4 FY24
  2. Combined Operating EBITDA is Post INDAS EBITDA adjusted for one-time & non-cash expenses, ESOP cost, movement in fair value of contingent consideration and variable O&M fee
  3. QCIL Historical financials have been converted at a different exchange rate vis-à-vis FY25
  4. All numbers of QCIL are indicative and subject to statutory audit adjustments, if any
  5. Growth assuming constant currency

*P stands for Pro-forma*

# Multiple avenues of synergies poised to accelerate growth and profitability

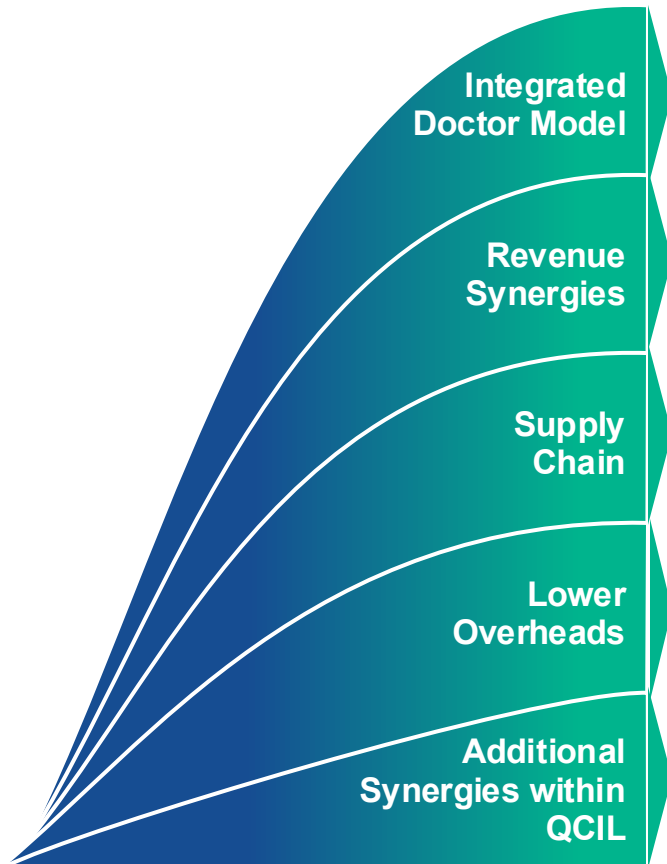
1 Scale

2 Enhanced Metrics

3 **Synergies**

4 Diversification

5 Growth Potential



- ✓ Broader base of star senior specialists and exchange of learnings
- ✓ Greater ability to attract and retain medical talent with state-of-the-art medical facilities

- ✓ Adopt best marketing practices across Aster and QCIL to maximize patient outreach and conversion
- ✓ Strengthened initiatives to attract international patients
- ✓ Expanded coverage by insurance companies with integrated operations

- ✓ Rationalization of spends on procurement of drugs, consumables & other expenses through centralization
- ✓ Leveraging scale to negotiate, streamline vendors and enhance formulary compliance

- ✓ Optimization of corporate functions
- ✓ Leverage best practices, technology and channel mix optimization

- ✓ Increased revenue potential from international patients, optimized RCM, and better realization
- ✓ Cost savings including improvement in material margin, manpower optimization, corporate overheads, and other indirect expenses

**Identified synergies to have a near-term EBITDA upside potential of 10-15%<sup>1</sup>**

Notes:

1. As % of FY24 Pro-forma EBITDA of the merged entity

# Well diversified platform with presence across South and Central India

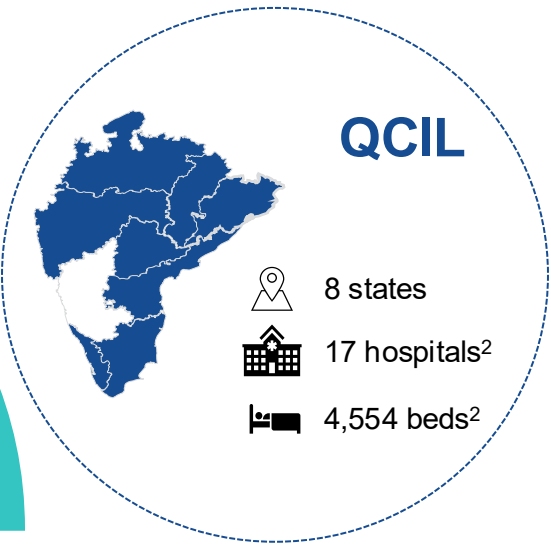
- 1 Scale
- 2 Enhanced Metrics
- 3 Synergies
- 4 Diversification
- 5 Growth Potential

One of the top 3 hospital Chains in India with strong presence across South & Central India



Amongst the largest hospital chains with strong presence in South India

●●●●●



One of the leading hospital chains in India with strong presence in emerging cities

●●●●●

- 1

Aster DM and QCIL have limited micro-market overlap

- 2

Limited overlap in expansion envisaged for Aster and QCIL

- 3

Significant presence across 9 states enabling broader reach

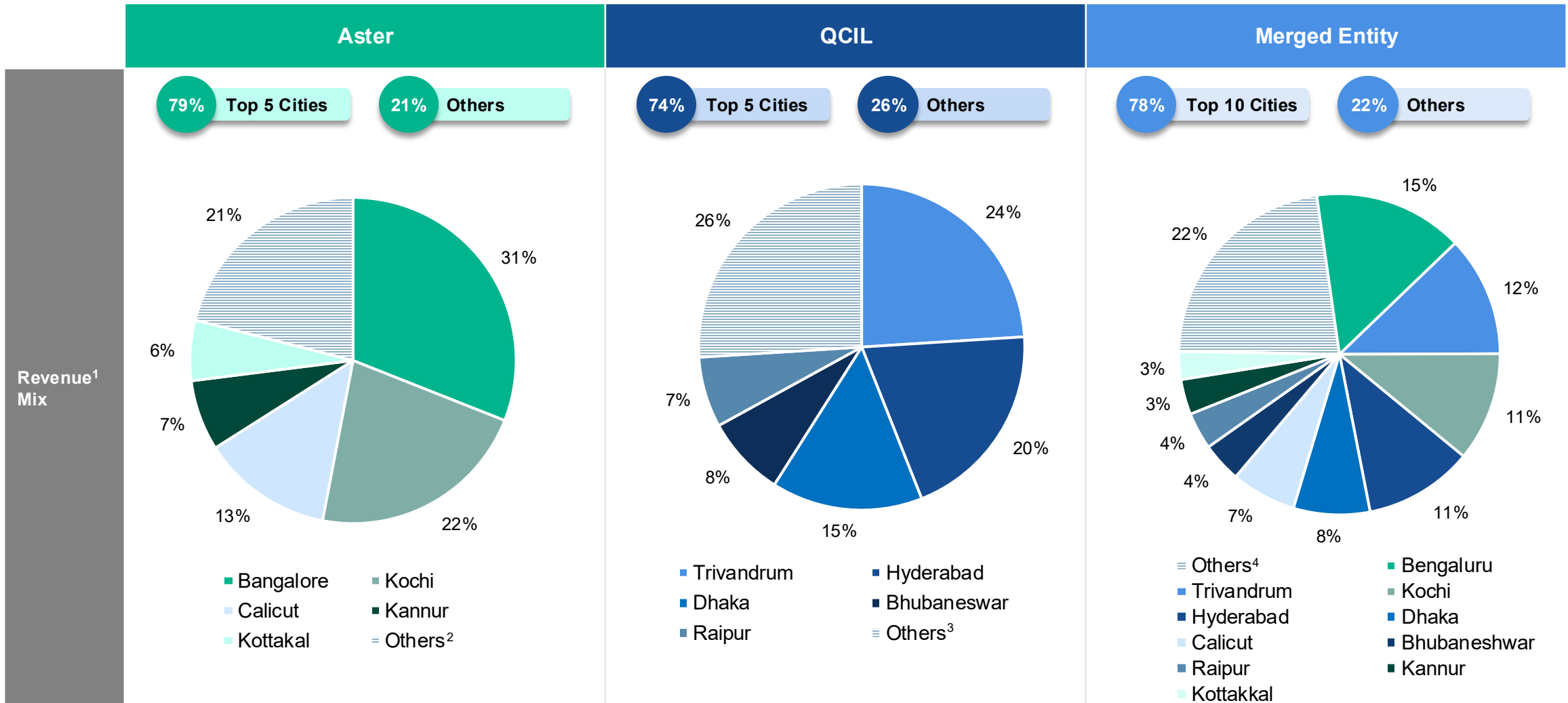
- 4

Merged entity to expand to ~15,068 beds through internal accruals/ cash on hand

Note  
 1. Includes WIMS  
 2. Count includes India operations only as of March'26

# Well diversified platform with presence across 28 cities

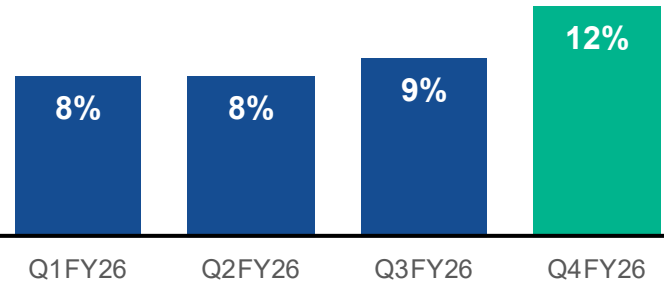
- 1 Scale
- 2 Enhanced Metrics
- 3 Synergies
- 4 **Diversification**
- 5 Growth Potential



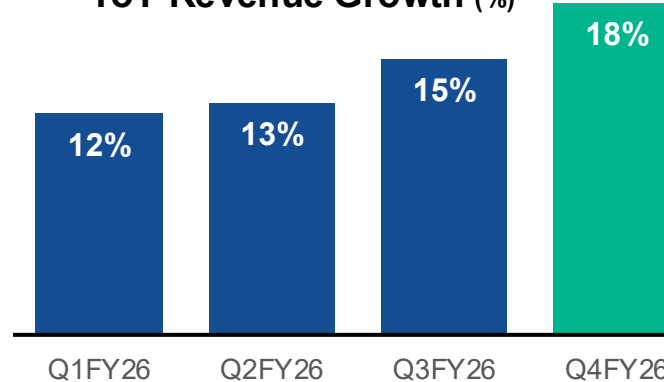
# Aster + QCIL: Consistently Delivering Robust Performance



**YoY Total Patient Volume Growth (%)**

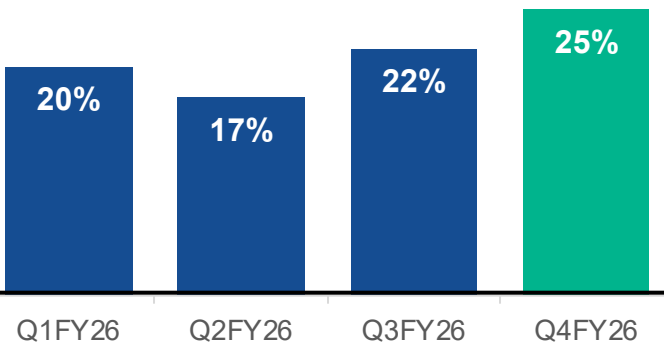


**YoY Revenue Growth (%)**



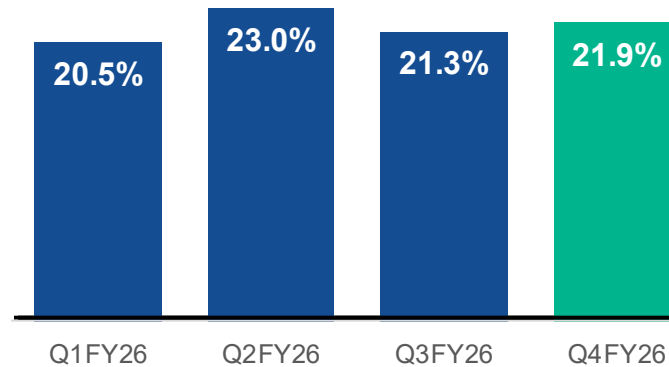
17% YoY Revenue Growth Ex. Kasargod in Q4FY26

**YoY Operating EBITDA Growth<sup>3</sup> (%)**



27% YoY EBITDA Growth Ex. Kasargod in Q4FY26

**YoY Operating EBITDA Margin<sup>3</sup> (%)**



22.4% EBITDA Margin Ex. Kasargod in Q4FY26

## Consistent and Robust Revenue Growth at combined entity level

- The combined entity<sup>1</sup> (on a proforma basis) has consistently seen improved revenue growth aided by ARPP IP growth and improving patient volumes.
- Patient volumes continue to build steadily, with accelerating trends.

## Robust Operating EBITDA<sup>3</sup> Growth Reflecting Operational leverage and Effective Cost Management

- The combined entity<sup>1</sup> exhibited robust Operating EBITDA<sup>3</sup> growth across the quarters in FY26 demonstrating continued cost efficiencies.
- Margins remain resilient and healthy above 20%, despite capacity expansions and business seasonality

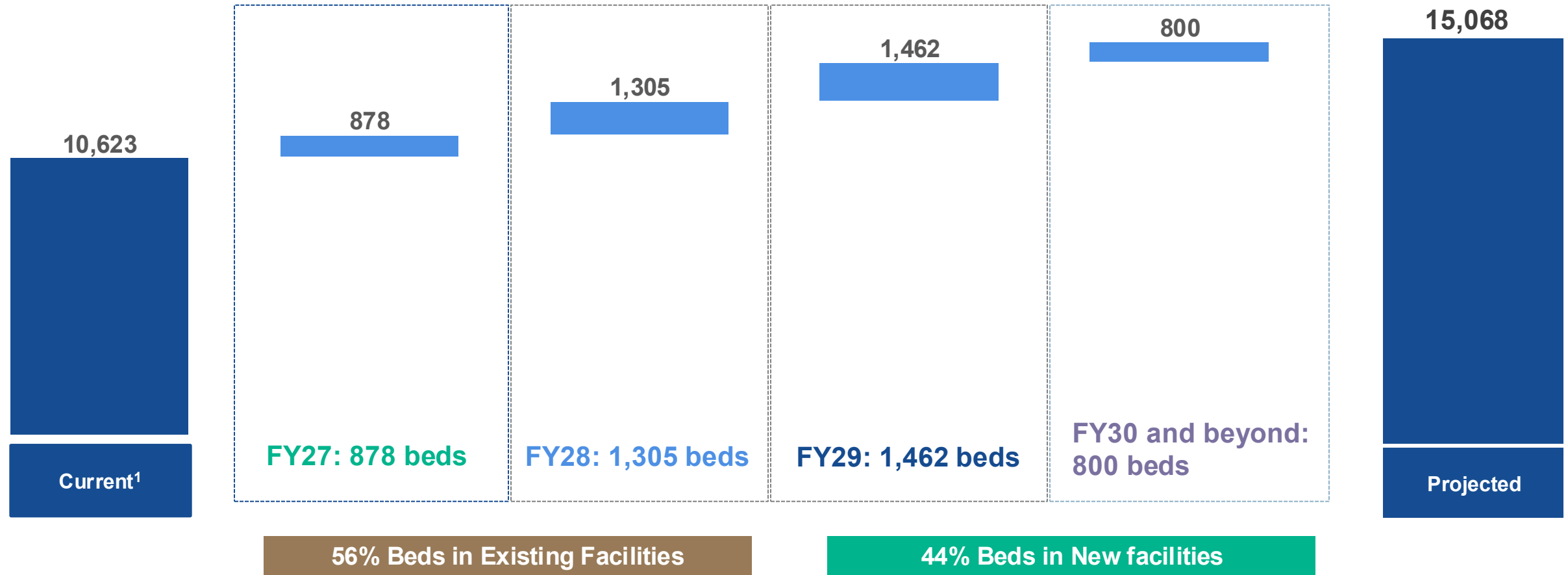
## Expansion Momentum – Building One of India’s Largest Hospital Networks

- 4,445 beds to be added in coming years taking the total bed capacity to 15,068 beds
- Out of planned expansion across 18 cities<sup>2</sup>, majority will be brownfield expansion

# Favorable mix of scaled and growing hospitals for the merged entity

- 1 Scale
- 2 Enhanced Metrics
- 3 Synergies
- 4 Diversification
- 5 Growth Potential

**Total Addition of 4,445 beds, bringing the total bed capacity to 15,068 beds**



**Share of Brownfield Beds in the expansion plan increased to 56% in Q4 FY26 from 54% in Q3 FY26**

1. Total bed capacity as of March 2026

# Merger Implementation: Progress Update

## Transaction Announcement

In Nov'24, Company announced:

- ▶ Merger of Quality Care with the Company (“**Merger**”) and
- ▶ Preferential allotment of ~3.6% stake to Blackstone and TPG in the Company in lieu of initial acquisition of 5.0% stake in Quality Care by the Company (“**Share Swap**”)



## Share Swap

- ▶ Company has received shareholders' approval, CCI approval and stock exchange approval
- ▶ Post receipt of the statutory approvals, company has completed the Share Swap, thereby owning 5.0% stake in Quality Care and the shares issued by Aster to Blackstone and TPG are now listed on the stock exchanges



## CCI Approval

- ▶ Company has received CCI approval for the Share Swap and the Merger



## Stock Exchange Approval

- ▶ Company has received no-objection letter with no adverse observations from the Stock Exchanges/ SEBI



Latest in Q4

## Shareholders' Approval

- ▶ The merger proposal received overwhelming shareholder approval, with 96.68% of total votes cast in favor



## NCLT Approval

- ▶ Company had filed the application to NCLT on December 11, 2025
- ▶ NCLT to review the application and once approved, Merger will be made effective and new shares of the company will be issued.

Expected timeline for the completion of the Merger: Q1FY27

# Aster

We'll Treat You Well



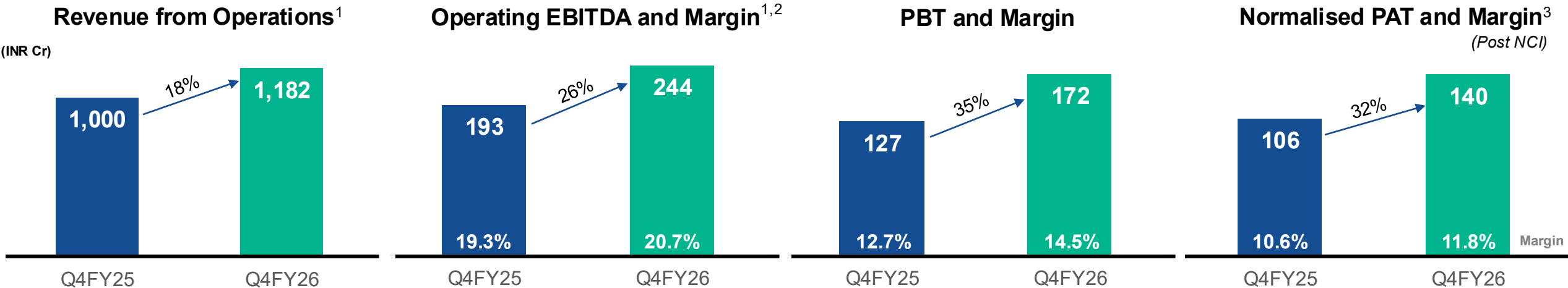
# Aster DM Healthcare Performance

For the year ending Mar 31, 2026

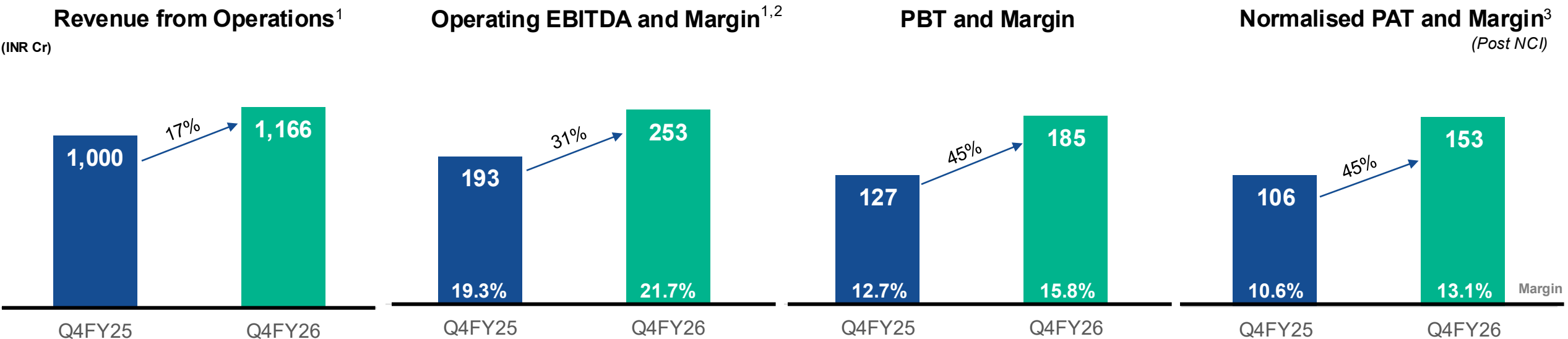


# Aster Revenue and Profitability Snapshot: Q4FY26

## Performance for the quarter



## Performance for the quarter (Ex-Kasargod)



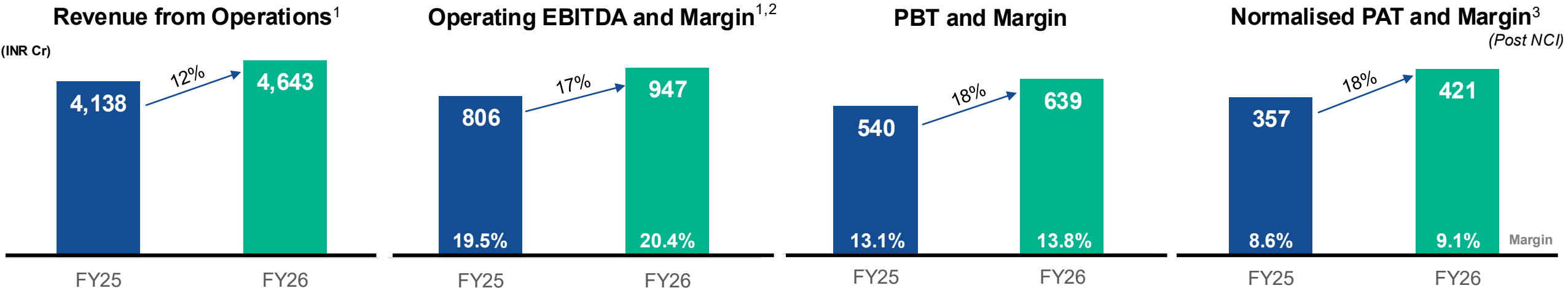
1. Revenue, Operating EBITDA and EBITDA excludes other income

2. Operating EBITDA for the period Q4 FY26 excludes the ESOP Cost of Rs. 1.7 Cr [Q4 FY25: 0.7 Cr], Movement in fair value of contingent consideration payable of Rs. Nil Cr [Q4 FY25 :- 7.4 Cr], Variable O&M fee amounting to Rs.10.1 Cr [Q4 FY25 : 7.6 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

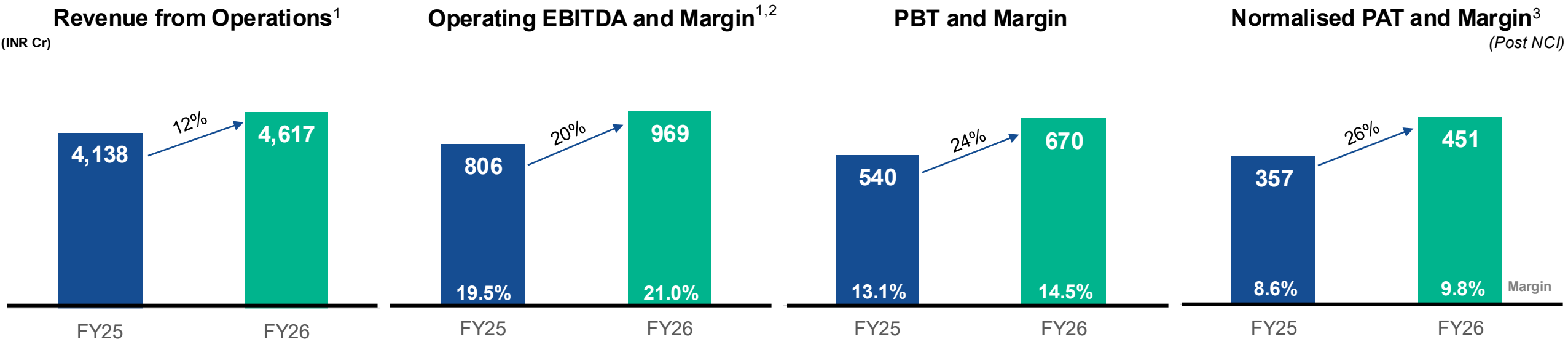
3. The Normalised PAT for Q4 FY26 excludes exceptional income of ₹53.9 Cr [Q4 FY25: Nil Cr] arising from minimum wage reversal and other reversals, as well as exceptional expenses of ₹53.6 Cr (Q4 FY25: ₹26.4 Cr), which includes merger related costs, CSR expenses related to profits from the sale of the GCC business and Other provisions.

# Aster Revenue and Profitability Snapshot: FY26

## Performance for the year



## Performance for the year (Ex-Kasargod)



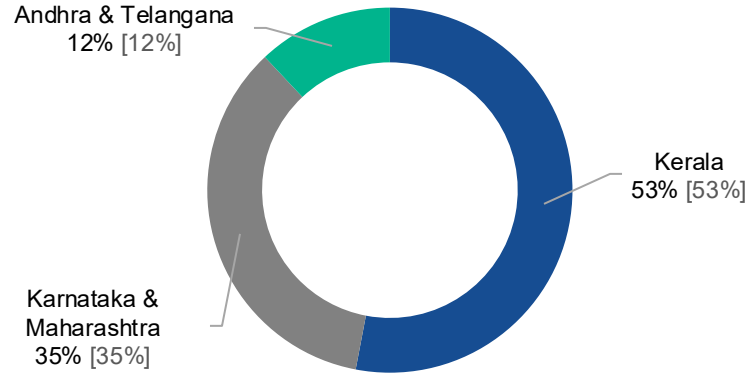
1. Revenue, Operating EBITDA and EBITDA excludes other income.

2. Operating EBITDA for the period FY26 excludes the ESOP Cost of Rs. 8.3 Cr [FY25: 8.4 Cr], Movement in fair value of contingent consideration payable of Rs. Nil Cr [FY25: 0.8 Cr], Variable O&M fee amounting to Rs.37.3 Cr [FY25: 31.8 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

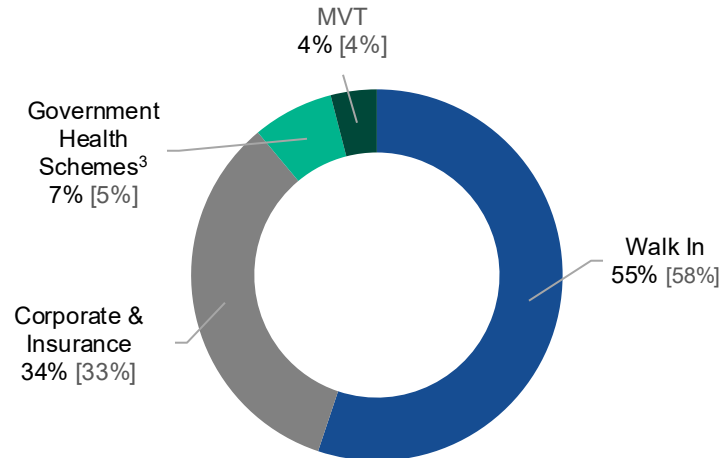
3. The Normalised PAT for FY26 excludes exceptional income of ₹38.4 Cr [FY25: Nil Cr] arising from minimum wage reversal, as well as exceptional expenses of ₹71.1 Cr [FY25: 50.1 Cr], which includes merger related costs, CSR expenses related to profits from the sale of the GCC business and Other provisions.

# Consciously built a de-risked business model with healthy presence across multiple specialties

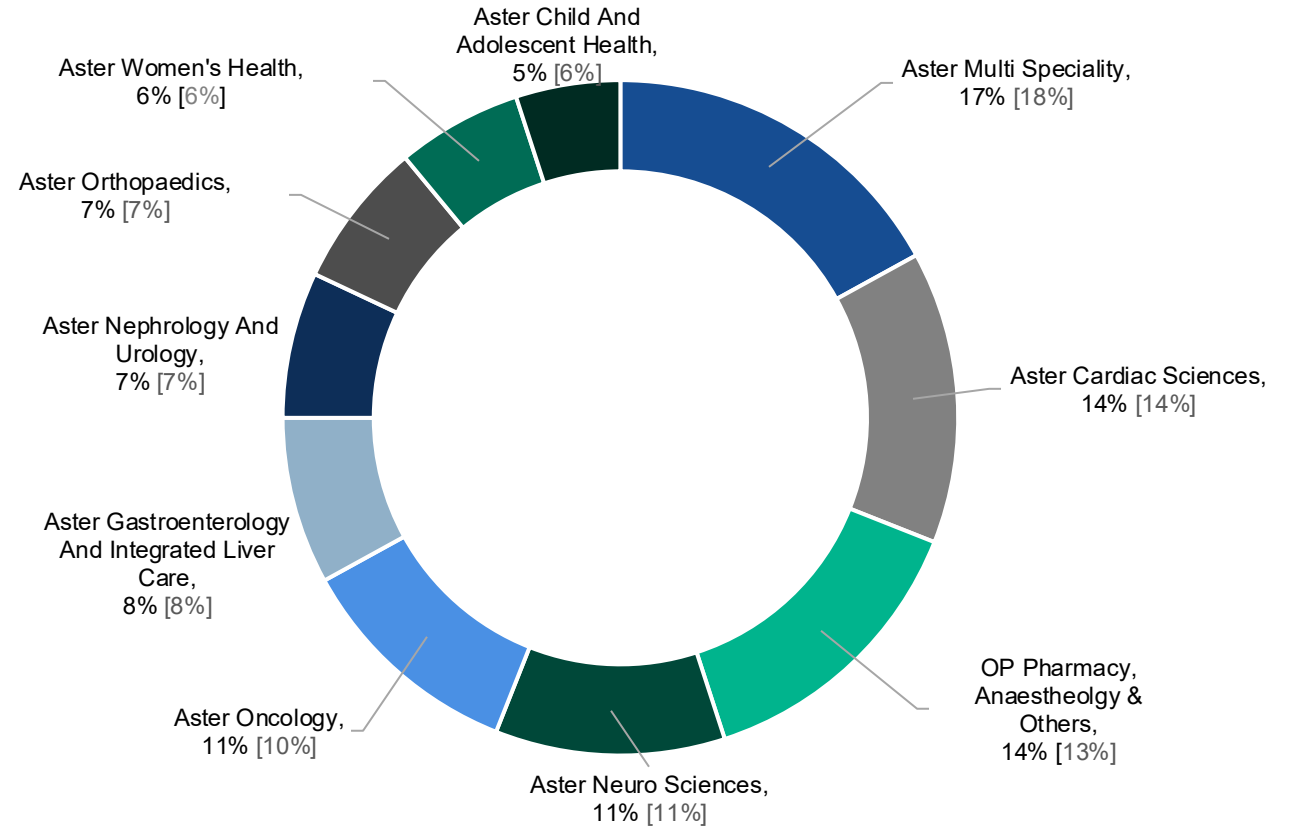
## Geographical Revenue Mix<sup>1</sup> FY26



## Payor Revenue Mix FY26



## Speciality-wise Revenue Mix FY26



CONGO Mix increased to 51% in FY26 from 50% in FY25

Contribution from Oncology increased to 11% in FY26 from 10% in FY25

No single specialty accounts for more than 15% of total revenue.

1. Geographical Revenue Mix refers to the revenue from hospitals only  
 2. MVT: Medical Value Travel  
 3. Govt. Health Schemes include : ESI/ECHS/CGHS (5.2%) and State/Central Scheme (1.5%)  
 4. Walk In include: Others (1%)  
 5. Numbers in brackets are for corresponding quarter prior year

# Aster DM delivered steady growth driven by strong core hospital performance and improving traction in other units

For FY26	% of Revenue	Revenue	Operating EBITDA <sup>3</sup>
<b>*Hospitals and Clinics</b>	95%	INR 4,500 Cr YoY Revenue Growth 13%	INR 1,031 Cr Margins 22.9%
<b>Labs</b>	3%	INR 153 Cr YoY Revenue Growth 16%	INR 20 Cr Margins 12.8%
<b>**Pharmacies<sup>1</sup></b>	2%	INR 108 Cr YoY Revenue Growth -19%	INR 1 Cr Margins 1.0%
<b>India Overall<sup>2</sup></b>	100%	INR 4,643 Cr YoY Revenue Growth 12%	INR 947 Cr Margins 20.4%

\* Hospital and clinics (ex-Kasargod) : Revenue is INR 4,473 Cr, Operating EBITDA is INR 1,053 Cr, and Operating EBITDA Margin stood at 23.5%

\*\* Strategically exited a loss-making unit under the wholesale Pharmacy business impacting its revenue growth

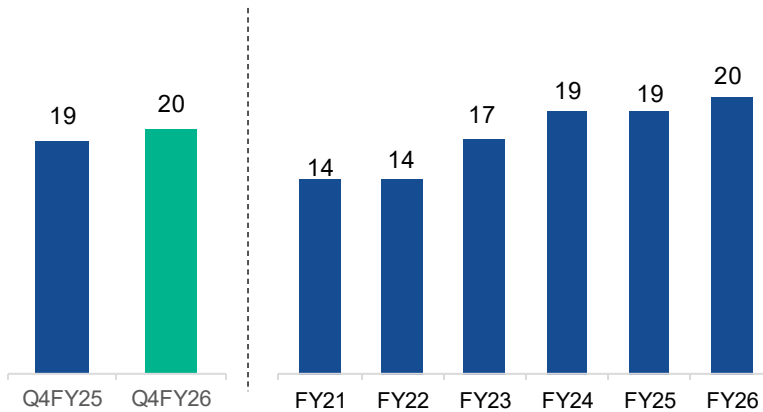
1. Wholesale Pharmacy Revenue

2. Aster India overall numbers are after eliminations of INR 119 Cr (FY25: 117 Cr.) of intercompany revenue and INR 105 Cr. (FY25: INR 77 Cr.) of unallocated expenses.

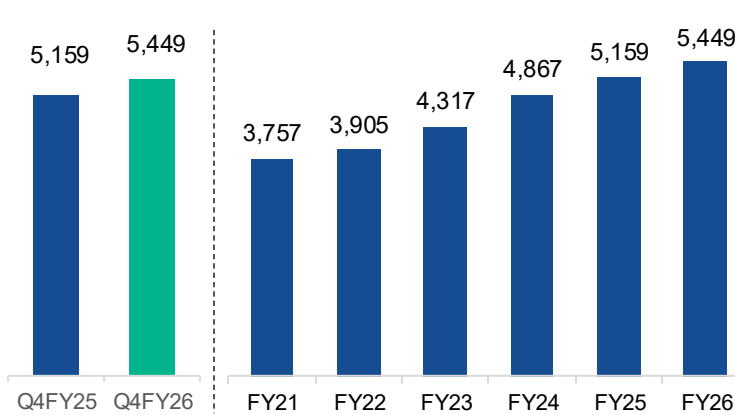
3. Operating EBITDA for the period FY26 excludes the ESOP Cost of Rs. 8.3 Cr [FY25: 8.4 Cr], Movement in fair value of contingent consideration payable of Rs. Nil Cr [FY25 : 0.8 Cr] , Variable O&M fee amounting to Rs.37.3 Cr [FY25 : 31.8 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

# The core hospitals business has shown consistent improvement across all operational parameters...

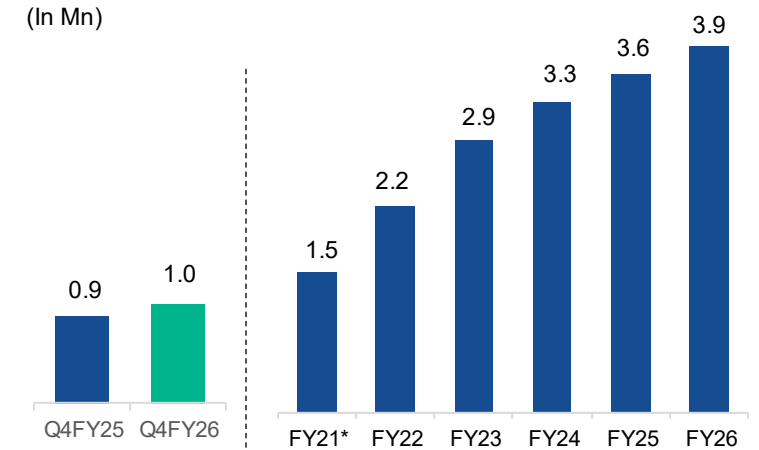
## No. of Hospitals



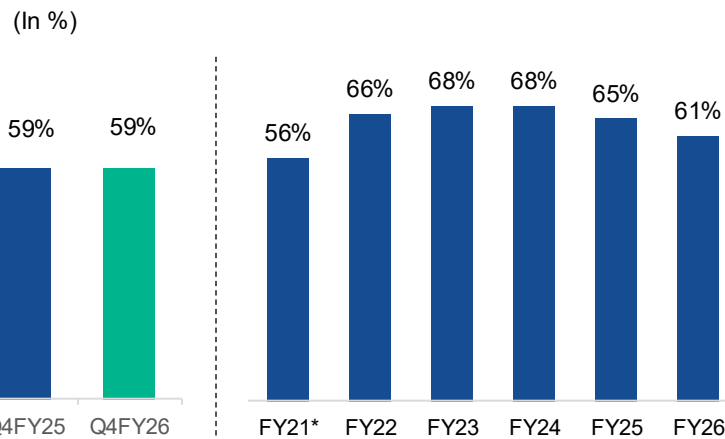
## No. of capacity beds



## Total patient volumes

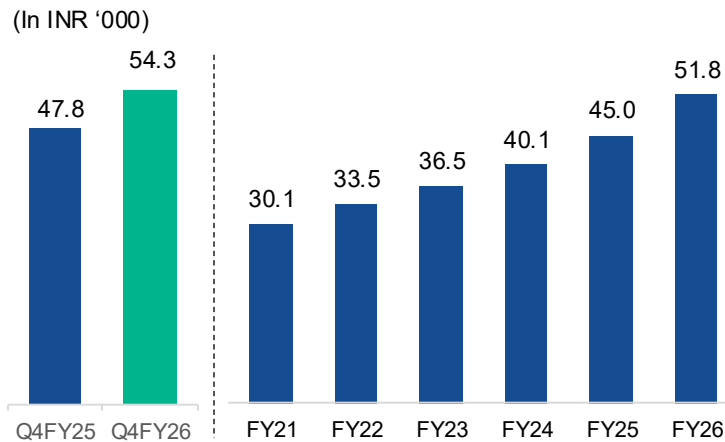


## Occupancy<sup>1</sup>



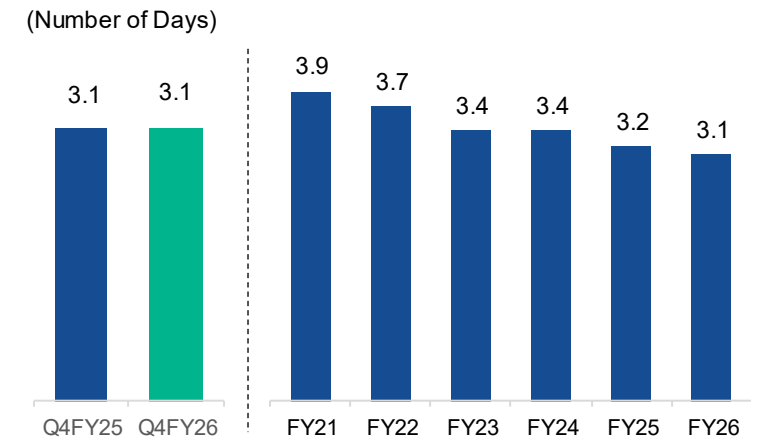
Change in Occupancy reflects the addition of new beds as well as improvements in ALOS

## ARPOB



ARPOB growth is driven by improving case mix, optimized payor mix and seasonal impact

## ALOS



ALOS improvement is aided by increased robotics procedures and efficient hospital operations

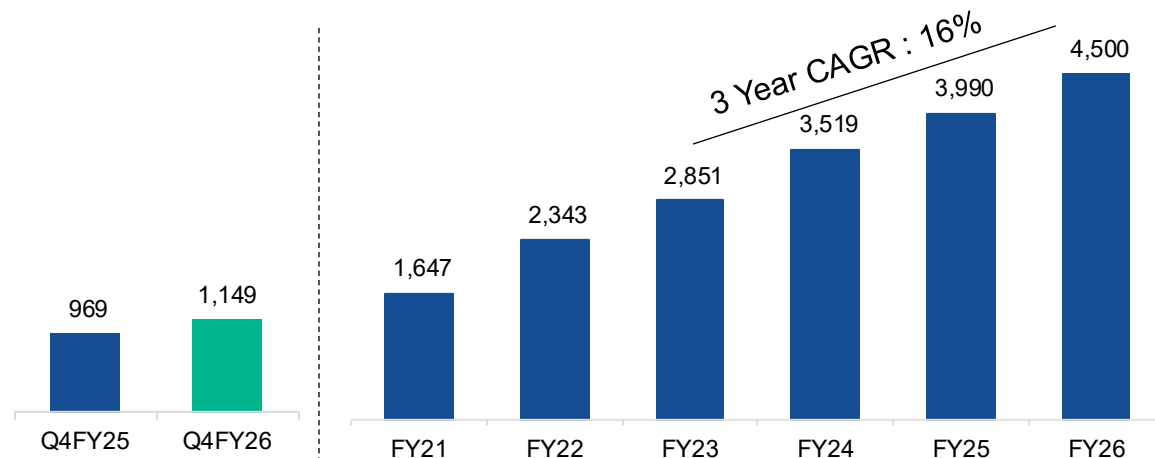
\*Drop in Patient Volumes and Occupancy during FY20 and FY21 due to COVID |

1. Occupancy as per operational census bed

# ...resulting in a robust financial performance trajectory over these years

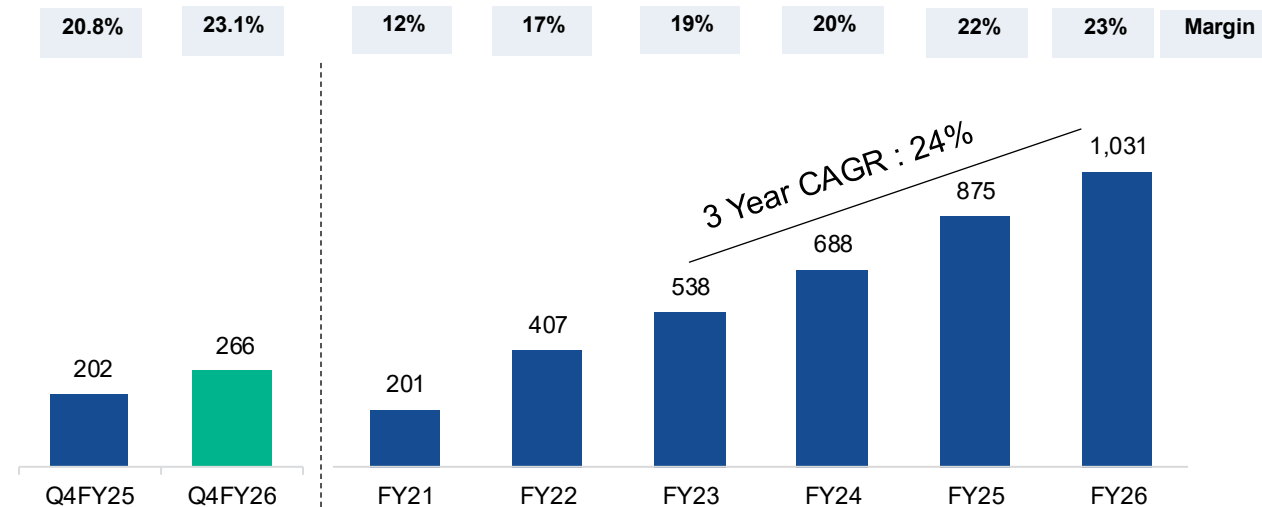
## Hospital Revenue

(In INR Cr)



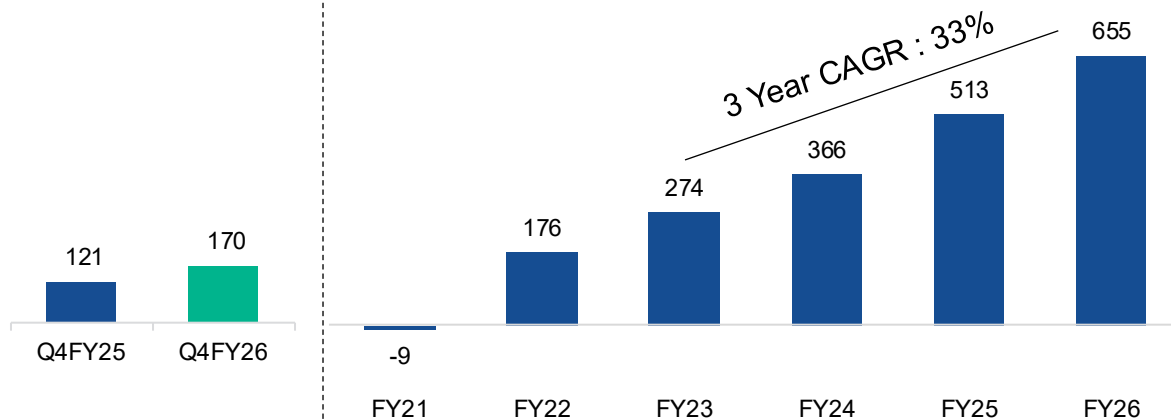
## Hospital Operating EBITDA and Margin<sup>1</sup>

(In INR Cr)



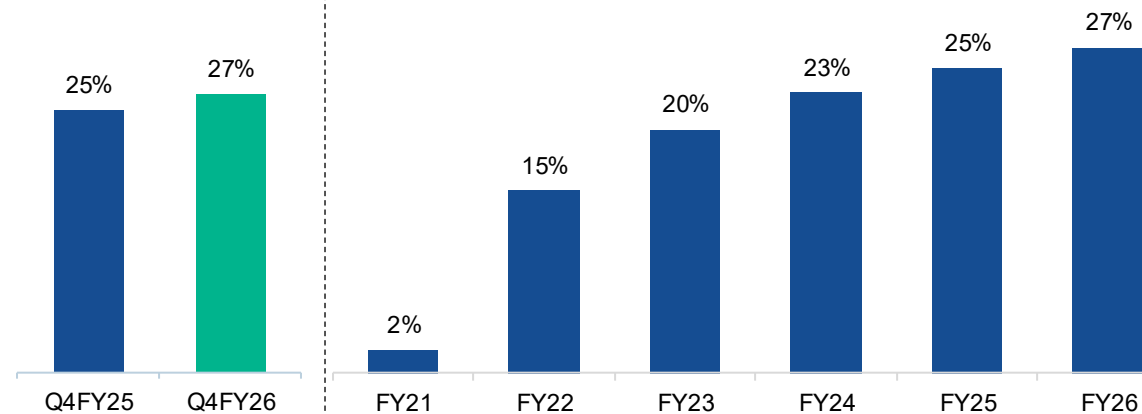
## Hospital PAT

(In INR Cr)



## Hospital RoCE

(In %)



Note:

1. Operating EBITDA for the period FY26 excludes the ESOP Cost of Rs. 8.3 Cr [FY25: 8.4 Cr], Movement in fair value of contingent consideration payable of Rs. Nil Cr [FY25 : 0.8 Cr] , Variable O&M fee amounting to Rs.37.3 Cr [FY25 : 31.8 Cr]. [Our Operating & Management (O&M) agreements, encompasses both fixed and variable component. While the fixed component of the O&M fee is delineated into depreciation and finance costs as per Ind AS 116, whereas the variable component falls outside the scope of IndAS 116, leading to an incomplete reflection of the standard's impact in EBITDA]

# Aster Maturity Wise Hospital Performance: FY26

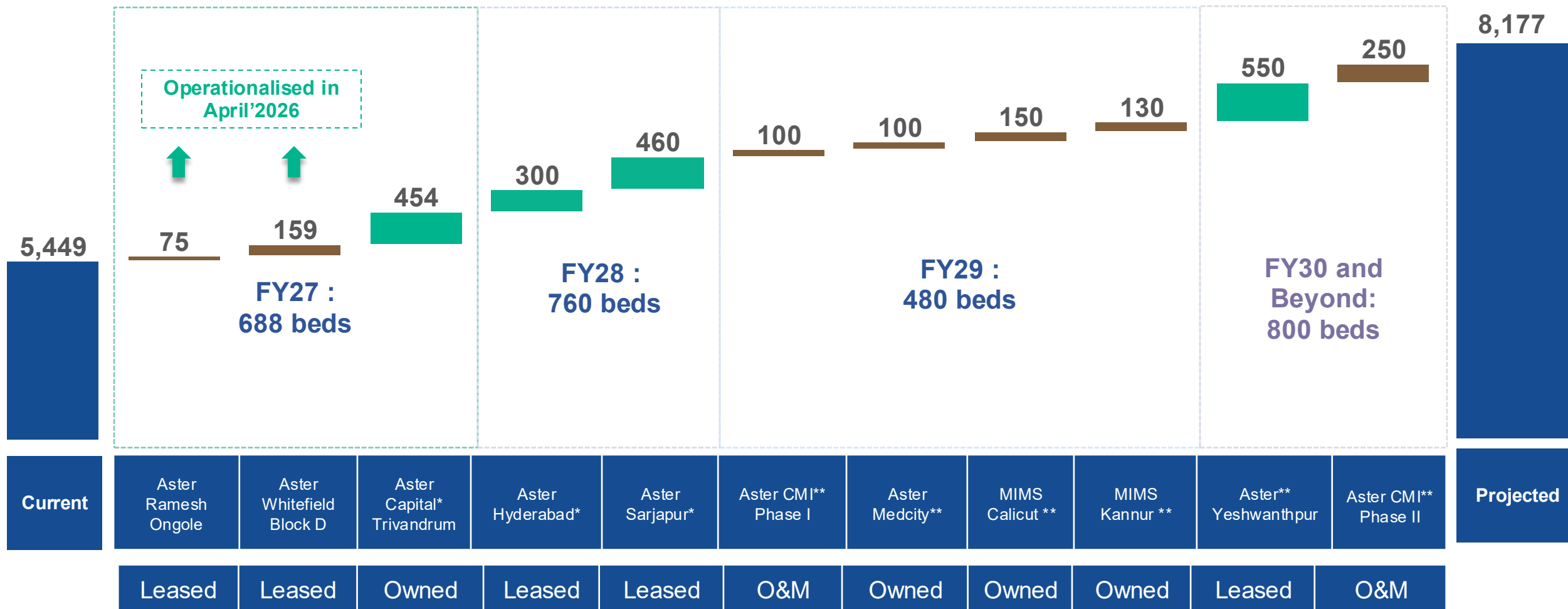
Maturity	Hospitals <sup>3</sup>	Revenue <sup>4</sup> (INR in Cr)	Operational Beds <sup>5</sup> (Census)	Key Performance Indicators		
				Operating EBITDA <sup>4</sup> (INR Cr)	Operating EBITDA % <sup>4</sup>	ROCE
Over 7 Years	11	78% ₹3,474	76% 2,984	₹882	25.4%	36.5%
3-7 Years <sup>2</sup>	4	10% ₹442	12% 458	₹91	20.6%	23.8%
0-3 Years <sup>1</sup>	4	12% ₹523	13% 497	₹55	10.5%	0.0%
	<b>19<sup>3</sup></b>	<b>₹4,440</b>	<b>3,939</b>	<b>₹1,028</b>	<b>23.2%</b>	<b>26.7%</b>

\* 0-3 Years (ex-Kasargod) : Revenue is INR 496 Cr, Operating EBITDA is INR 77 Cr, Operating EBITDA Margin stood at 15.5% and ROCE is 4.3%

1. 0-3 Years Hospitals include: Aster Whitefield Hospital, Aster G Madegowda, Aster PMF, MIMS Kasargod  
 2. 3-7 Years Hospitals include: Aster Mother Hospital Areekode, Aster Narayanadri, Ramesh (IB), Aster RV  
 3. All numbers highlighted above exclude Wayanad Institute of Medical Sciences (WIMS)  
 4. Revenue and Operating EBITDA shown above excludes revenue from clinics as well as other income  
 5. Operational Beds (Census) are beds as on 31st Mar, 2026.

# Aster's Clear capital allocation strategy for India Business going forward

Further addition of 2,728 beds, bringing the total bed capacity to 8,177 beds.



**Projects Current Status:**

\*Aster Capital, Aster W&C Hyderabad and Aster Sarjapur are in construction phase

\*\* Aster CMI, Aster Medcity (PMR block), MIMS Calicut, MIMS Kannur and Aster Yeshwanthpur are in design phase.

■ Brownfield:- 964 beds; ■ Greenfield:- 1,764 beds.

# Aster Financial Summary: Profitability Statement

Particulars	Q4FY26	Q4FY25	YoY %
<b>Revenue from Operations</b>	<b>1,182</b>	<b>1,000</b>	<b>18%</b>
Material Cost <sup>2</sup>	263	225	
Doctors Cost	265	230	
Employee Cost	220	183	
Other Cost	190	169	
<b>Operating EBITDA</b>	<b>244</b>	<b>193</b>	<b>26%</b>
Employee Stock Option Expenses	2	1	
Movement in FV of contingent consideration payable	0	-7	
Variable operation and management fees	10	8	
<b>EBITDA Post INDAS</b>	<b>233</b>	<b>192</b>	<b>21%</b>
Depreciation	67	64	
Finance Cost	30	32	
Other Income	36	31	
<b>Profit Before Tax</b>	<b>172</b>	<b>127</b>	<b>35%</b>
Tax	10	5	
<b>Profit After Tax (Before exceptional item)</b>	<b>162</b>	<b>122</b>	<b>32%</b>
Exceptional Item	0	-26	
<b>Profit After Tax<sup>3</sup></b>	<b>162</b>	<b>96</b>	<b>69%</b>
Share of Profit/(Loss) of Associates	-9	-10	
NCI	13	7	
<b>Profit After Tax (Post Non-Controlling Interest)</b>	<b>140</b>	<b>79</b>	<b>77%</b>
<b>Normalised PAT<sup>3,4</sup></b>	<b>140</b>	<b>106</b>	<b>32%</b>
<b>EBITDA Pre INDAS</b>	<b>202</b>	<b>166</b>	<b>22%</b>

FY26	FY25	YoY %
<b>4,643</b>	<b>4,138</b>	<b>12%</b>
1,049	938	
1,032	921	
848	760	
768	713	
<b>947</b>	<b>806</b>	<b>17%</b>
8	8	
0	1	
37	32	
<b>901</b>	<b>765</b>	<b>18%</b>
264	249	
123	124	
126	148	
<b>639</b>	<b>540</b>	<b>18%</b>
143	134	
<b>497</b>	<b>406</b>	<b>22%</b>
-33	-50	
<b>464</b>	<b>356</b>	<b>30%</b>
-37	-19	
39	30	
<b>388</b>	<b>307</b>	<b>26%</b>
<b>421</b>	<b>357</b>	<b>18%</b>
<b>788</b>	<b>673</b>	<b>17%</b>

1. Above numbers are in INR crore.

2. Material Cost % (Ex. Wholesale pharmacy) for Q4 FY26 is 21.1% and Q4 FY25 is 21.2%, Material Cost % (Ex. Wholesale pharmacy) for FY26 is 21.4% and FY25 is 20.9%.

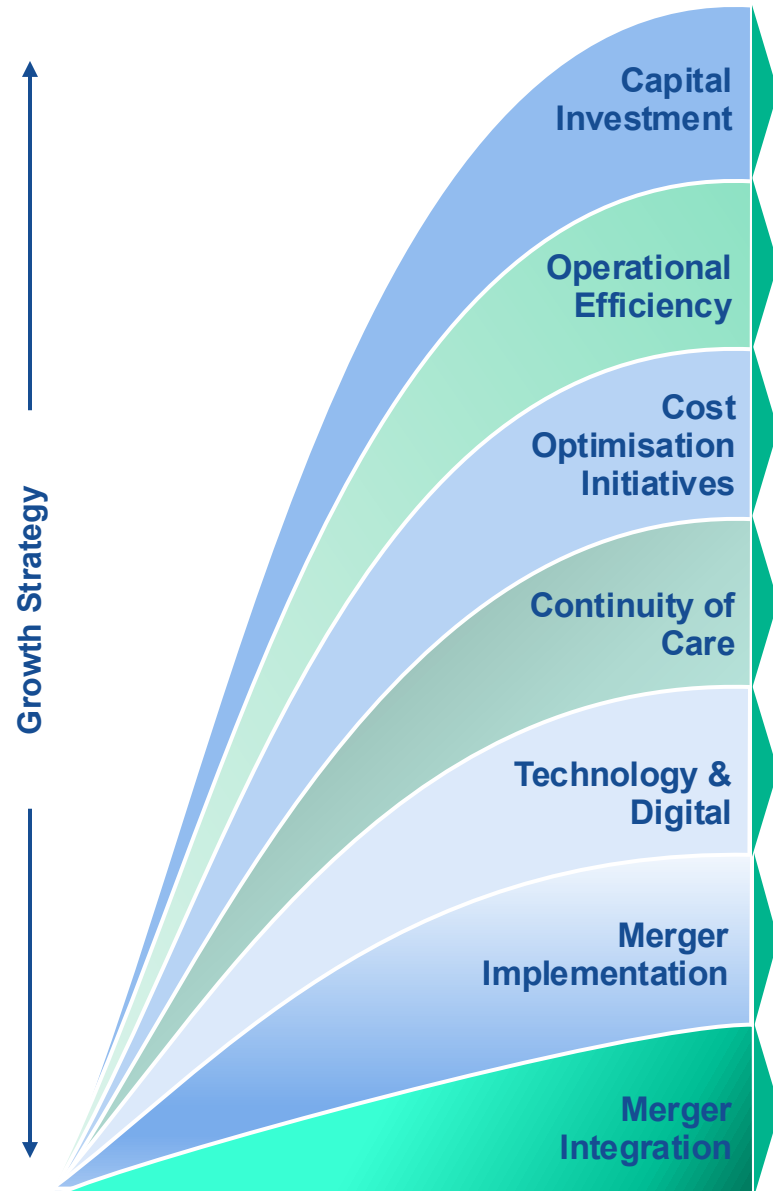
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# Aster Financial Summary: Balance Sheet

Particulars (INR Cr)	As at Mar 31, 2026	As at Mar 31, 2025	As at Mar 31, 2024
<b>LIABILITIES</b>			
Shareholders' Equity	518	500	500
Minority Interest	258	224	158
Other Reserves	3,598	2,469	2,353
Land Revaluation Reserve	460	460	460
Gross Debt	701	642	669
Lease Liabilities - INDAS116	1,518	1,376	714
Other non-current liabilities	252	246	429
Other current liabilities	806	690	581
<b>Total Liabilities</b>	<b>8,112</b>	<b>6,607</b>	<b>5,865</b>
<b>ASSETS</b>			
Property, Plant and Equipment (including CWIP)	3,058	2,694	2,474
Investments (including Goodwill)	1,429	508	278
Right to Use Assets - INDAS116	1,340	1,255	608
Inventories	92	93	111
Cash, Bank Balance and Current Investments	1,327	1,381	1,570
Other non-current assets	336	247	285
Other current assets	531	429	541
<b>Total Assets</b>	<b>8,112</b>	<b>6,607</b>	<b>5,865</b>
<b>Key financial ratios</b>			
Net Debt and Lease Liabilities/Equity ratio (x times) (Ex. Affinity)	0.2	0.2	0.6
Net Debt and Lease Liabilities/EBITDA ratio (x times)	1.0	0.8	2.2
Net Debt (Net Cash) /EBITDA (Pre INDAS) ratio (x times)	(0.8)	(1.1)	1.1
ROCE - Pre-Tax (%) (EBIT / Average Capital Employed)	21.3%	19.5%	16.4%

# Our Strategic Priorities



A

✓ Investing prudently in **both brownfield (expanding existing units) and greenfield projects** across clusters and opportunistically exploring inorganic opportunities

B

✓ Focusing more on niche specialties to drive better ARPOB  
✓ Optimizing existing facilities – Payor mix & high-end procedures

C

✓ Enhancing efficiency and lower operational expenses, thereby improving EBITDA margins

D

✓ Creating 360-degree ecosystem by gradually establishing labs and pharmacies

E

✓ Leveraging technology & digital medium for superior patient outcomes and reach

F

✓ Obtained multiple key approvals and seeking remaining regulatory approvals to complete the merger transaction

G

✓ Making progress across multiple key areas of Integration Planning

# Aster

We'll Treat You Well



## Quality Care Overview and Performance



# QCIL: Performance Highlights for FY26

## Financial

### Revenue

FY26 : INR 4,630 Cr

▲ 17%

FY25 : INR 3,967 Cr

### Operating EBITDA<sup>1</sup>

FY26 : INR 1,066 Cr

▲ 24%

FY25 : INR 859 Cr

### Op. EBITDA Margin

FY26 : 23.0%

▲ 136 bps

FY25 : 21.7%

### RoCE<sup>3</sup> (Pre-Tax)

FY26 : 21.0%

▲ 376 bps

FY25 : 17.2%

## Operational

### Capacity Beds

FY26 : 5,174

▲ 83

FY25 : 5,091

### ARPP IP

FY26 : 1,33,734

▲ 10%

FY25 : 1,22,112

### ALOS (Days)

FY26 : 3.9 days

▲ -3%

FY25 : 4.0 days

### In-Patients

FY26 : 2,53,310

▲ 7%

FY25 : 2,37,698

### Out-Patients

FY26 : 3.5 mn

▲ 10%

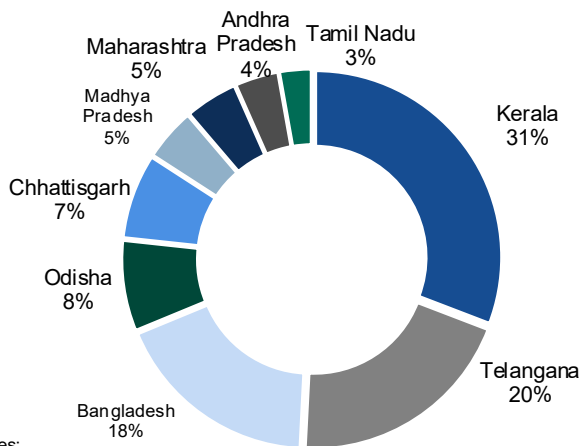
FY25 : 3.23 mn

# Quality Care – One of the largest hospital chains with focus on emerging cities in India

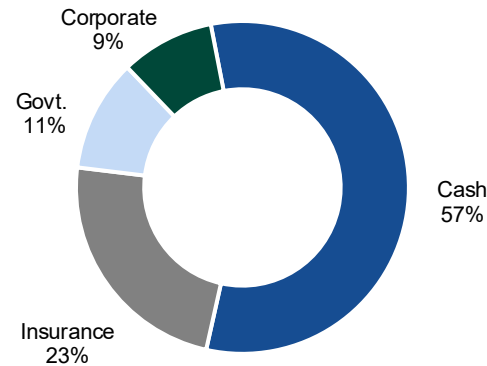
## About QCIL

<b>Leading Hospital Network</b>	<ul style="list-style-type: none"> <li>Troika of brands: CARE Hospitals, KIMSHEALTH and Evercare</li> <li>Extensive network of 19 hospitals in 14 cities</li> </ul>
<b>Diverse Geographic Reach</b>	<ul style="list-style-type: none"> <li>One of India's largest hospital network focused on non-metro markets (4,550+ beds across 8 states)</li> <li>Bangladesh's leading multi-specialty hospital network (620+ beds across 2 cities)</li> </ul>
<b>Strong Clinical Capabilities</b>	<ul style="list-style-type: none"> <li>All India hospitals accredited by NABH</li> <li>Dhaka hospital accredited by JCI</li> <li>High tertiary/quaternary mix, on back of an experienced clinician team</li> </ul>

## Geography mix (Q4 FY26)<sup>1</sup>



## Payor mix (FY26)



## Key Stats

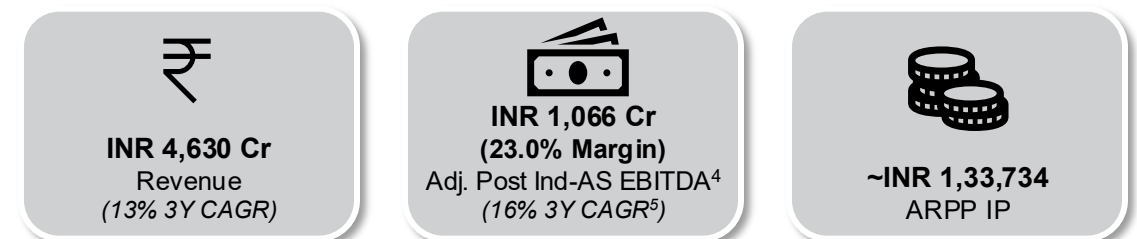
### Scale of Operations<sup>2,3</sup>



### Clinical Capabilities



### FY26 Financial Performance



Notes:  
 1. Considered hospital revenue  
 2. Includes Nagercoil (Tamil Nadu) which got operational in Sep'24  
 3. As of Mar 2026  
 4. Post INDAS EBITDA adjusted for one-time and non-cash expenses for QCIL  
 5. CAGR is calculated on Pro-forma Pre-INDAS EBITDA

## Select firsts achieved by QCIL

Select firsts	1 <sup>st</sup> in India to use an indigenous coronary stent	1 <sup>st</sup> in India to perform heart surgery on a foetus	1 <sup>st</sup> in Central India to start 3D laparoscopy surgery	1 <sup>st</sup> in India to perform womb transplant
	1 <sup>st</sup> Renal transplant in a private hospital in Bangladesh	1 <sup>st</sup> Haploidentical bone marrow transplant in Bangladesh	1 <sup>st</sup> Hospital in Kerala to set up a division in medical genetics	1 <sup>st</sup> Hospital in Kerala to have a NABH accredited Blood bank
Key tertiary care procedures <sup>1</sup>	<b>40,285+</b> CAG/PTCA/ CABG <sup>2</sup>	<b>1,905+</b> brain tumour/ craniotomy	<b>36,550+</b> oncology procedures	<b>235+</b> renal & liver transplants
	<b>650+</b> MVR/AVR/ DVR <sup>2</sup>	<b>2,845+</b> spine/ laminectomy	<b>1,065+</b> ACL reconstructions	<b>2,660+</b> cystoscopies

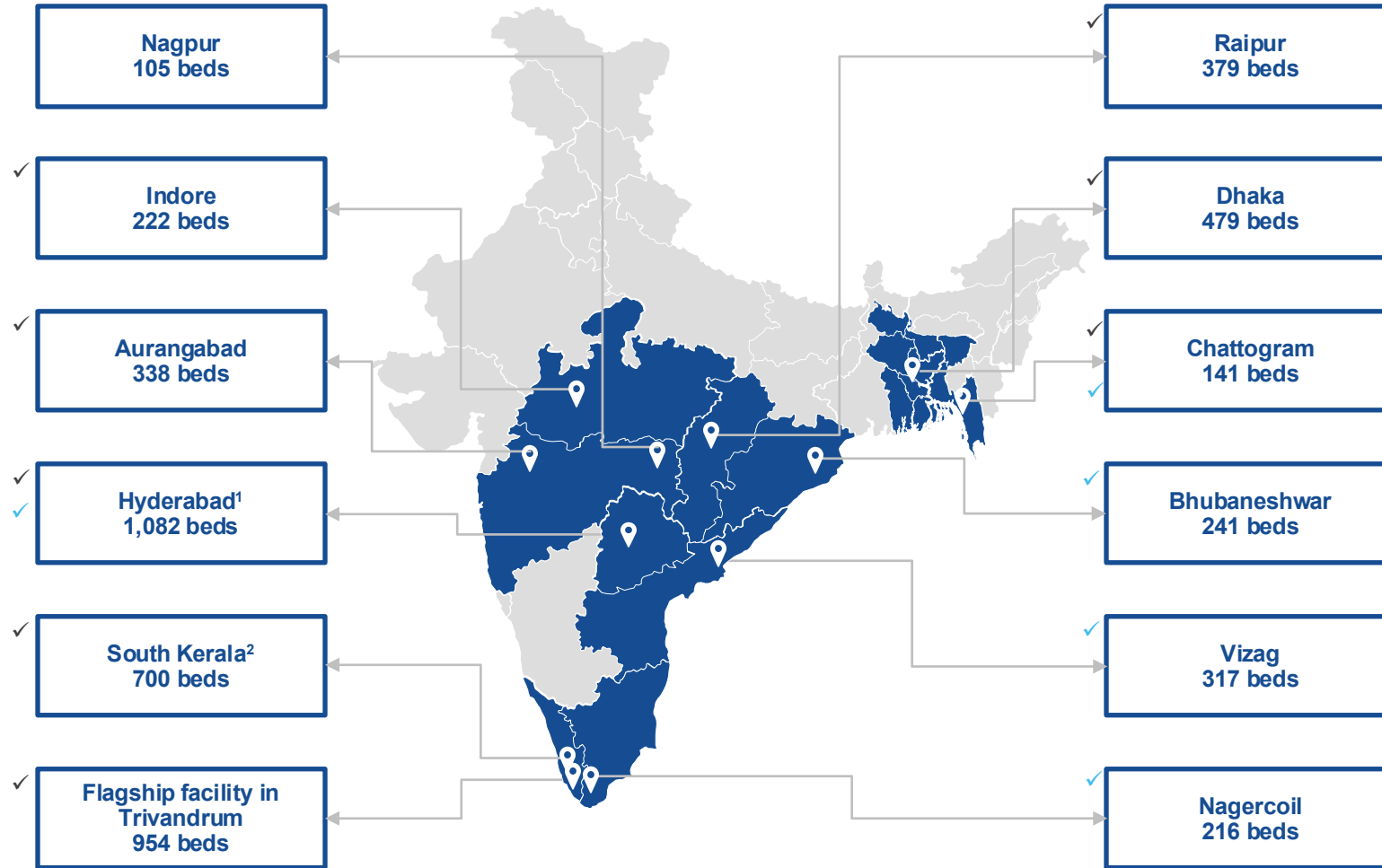
## Infrastructure

Accreditation				
High-end equipment <sup>3</sup>	Robotic surgery capabilities, LINAC, PET CT, Cath Labs, MRI, CT Scan, Neuro Microscopes and other high-end equipment installed in various facilities			
	<b>28</b> Cathlabs	<b>6</b> LINACs	<b>17</b> MRI machine	<b>13</b> Robots

**Comprehensive multi-specialty clinical services backed by highly experienced clinician team and best-in-class medical technology**

Notes:  
 1. TTM basis  
 2. CAG: Coronary artery angiography, PTCA: Percutaneous transluminal coronary angioplasty, and CABG: Coronary artery bypass grafting; MVR: Mitral Valve replacement, AVR: Aortic Valve replacement, and DVR: Double Valve replacement  
 3. As of Mar'26

# Quality Care – Diversified presence across 14 cities



**5,174+**  
Capacity Beds

*Broad and spread-out presence in key regions offer significant opportunities for brownfield expansion and deeper reach into key geographies*

Existing Markets
 ✓ Potential for organic expansion  
✓ Ramping up Facility

Notes:  
Capacity beds as of Mar'26  
1. 5 Facilities: Banjara, Hitech, Nampally, Malakpet, Musheerabad  
2. 3 Facilities: Perinthalmanna, Kollam, and Kottayam

# Aster

We'll Treat You Well



## Appendix



# Aster + QCIL: Performance Highlights for the Quarter

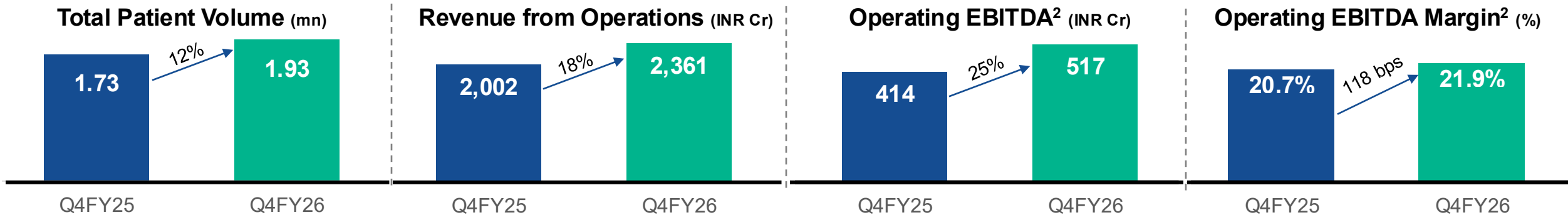
## The Combined Entity demonstrates Strong YoY Revenue Growth aided by steady Patient Volume growth

- The combined entity<sup>1</sup> (on a proforma basis) delivered an 18% YoY growth in Revenue, reaching INR 2,361 crores in Q4FY26
- Total Patient Volumes grew by 12% YoY reaching 1.93 Mn with occupancy increasing 210 bps to 61% in Q4FY26
- ARPP IP grew by 8% YoY reaching 129,779 in Q4FY26. Improved CONGO Mix (by over 200 bps) as well as Payor Mix (Cash & Insurance at 83%) for the year.

## Robust EBITDA Growth Reflecting Operational leverage and Effective Cost Management; Improvement in RoCE Reflecting better asset utilisation

- The merged entity<sup>1</sup> delivered robust 25% YoY EBITDA<sup>2</sup> growth (27% ex. Kasargod) to INR 517 crores in Q4FY26
- The EBITDA<sup>2</sup> margins at 21.9% (22.4% ex. Kasargod) in Q4FY26 as compared with 20.7% in Q4FY25
- RoCE<sup>3</sup> increased by ~290 bps reaching 21.1% in Q4FY26 from 18.2% in Q4FY25

## Added 373 beds during the last year taking bed capacity to 10,623 as on Mar 31, 2026



## Merger Update

- The merger proposal received overwhelming shareholder approval, with 96.68% of total votes cast in favor
- The merger is expected to be completed in Q1 FY27

1. Proforma Basis.

2. Combined Operating EBITDA is Post INDAS EBITDA adjusted for one off expenses, ESOP cost, movement in fair value of contingent consideration and variable O&M fee

3. RoCE is computed on average capital employed excl. revaluation reserves and CWIP and Intangibles

# Kerala Cluster: Performance

Financial Metrics	Q4FY26	Q4FY25	YoY
Revenue (INR Cr)	604	499	21%
Revenue Ex-Kasargod (INR Cr)	587	499	18%
Op. EBITDA (INR Cr)	142	111	27%
<i>Op. EBITDA Ex-Kasargod (INR Cr)</i>	<i>150</i>	<i>111</i>	<i>35%</i>
Op. EBITDA Margin	23.5%	22.3%	114 bps
<i>Op. EBITDA Margin Ex-Kasargod</i>	<i>25.6%</i>	<i>22.3%</i>	<i>330 bps</i>

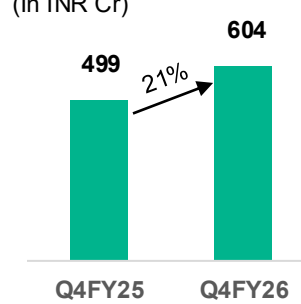
## Highlights:

- Kerala cluster achieved strong revenue growth of 21% YoY in Q4FY26 driven by growth in volume, MVT and contribution from the newly operationalized Kasargod hospital, despite temporary minor impact due to Nurses' Strike.
  - Total patient volume increased 20% YoY (Inpatient by 11%, Outpatient by 20%)
  - MVT business revenue steadily increased by 51% YoY despite macro economic headwinds
  - ARPP (IP) grew 5% YoY, supported by an improved case mix
- Operating EBITDA grew significantly by 27% YoY (35% YoY ex-Kasargod) with margin at 23.5% (25.6% ex. Kasargod) in Q4FY26, led by cost efficiencies and operating leverage in manpower and overhead costs.

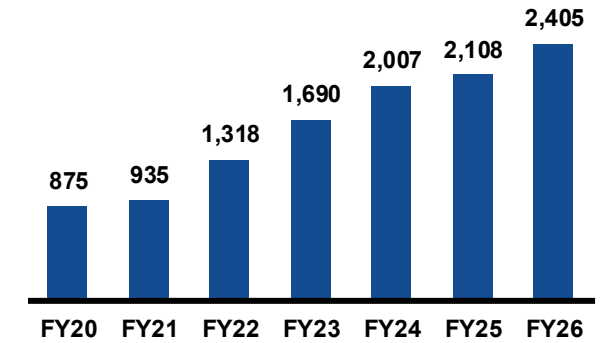
1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA

## Revenue

(In INR Cr)

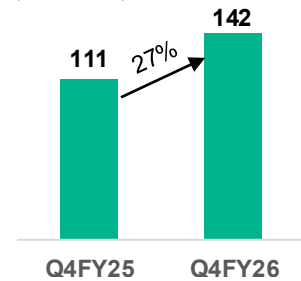


*Ex-Kasargod Revenue: INR 587 Cr up by 18%*

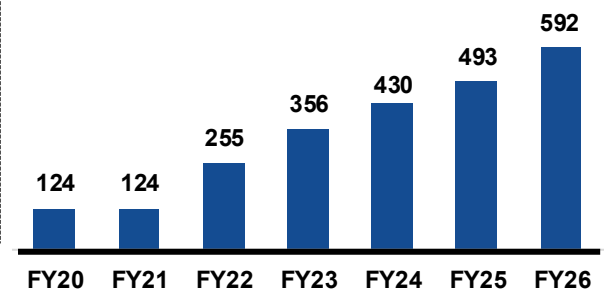


## Operating EBITDA<sup>1</sup>

(In INR Cr)

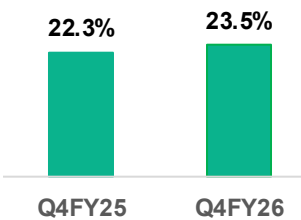


*Ex-Kasargod Op. EBITDA: INR 150 Cr up by 35%*

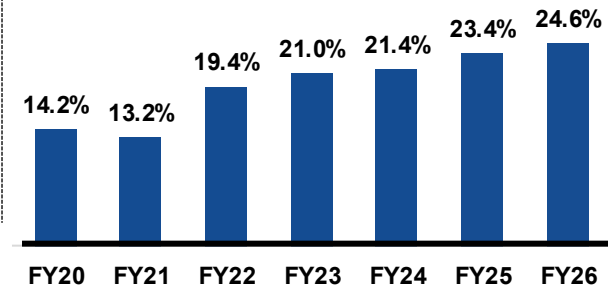


## Operating EBITDA Margin<sup>1</sup>

(In %)



*Ex-Kasargod Op. EBITDA Margin: 25.6%*



# Karnataka & Maharashtra Cluster: Performance

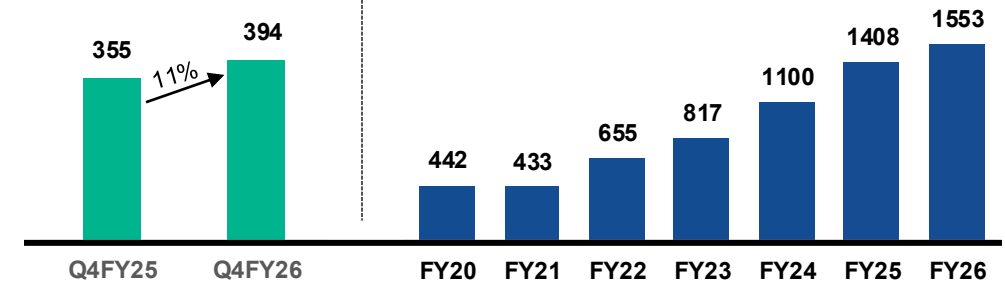
Financial Metrics	Q4FY26	Q4FY25	YoY
Revenue (INR Cr)	394	355	11%
Op. EBITDA (INR Cr)	97	77	25%
Op. EBITDA Margin	24.5%	21.8%	267 bps

## Highlights:

- Revenue grew 11% YoY supported by strong growth in ARPP (IP) improvement
  - ARPOB grew by 13% YoY driven by
    - Higher complex procedures in Cardiology, Neurosciences and Ortho, particularly Robotic surgeries and DBS cases
    - Increase in MVT business (revenue by 16%)
    - De-empanelment of a low-yielding scheme at Aster Aadhar
- Op EBITDA grew by 25% YoY with margins at 24.5% in Q4 FY26 (267 bps YoY)
- Karnataka**
  - Aster Whitefield revenue grew by 15% YoY in Q4FY26 supported by strong growth in IP Volumes
  - Overall IP volume delivered a growth of 3% YoY in Karnataka
    - As stated earlier, executed on hiring and retention strategies for a few doctor positions. Cluster is well positioned for accelerated growth in coming quarters
- Maharashtra**
  - Aster Aadhar revenue grew by 14% on account of improvement in ARPP IP due to rationalisation of scheme business (in line with our stated strategy)

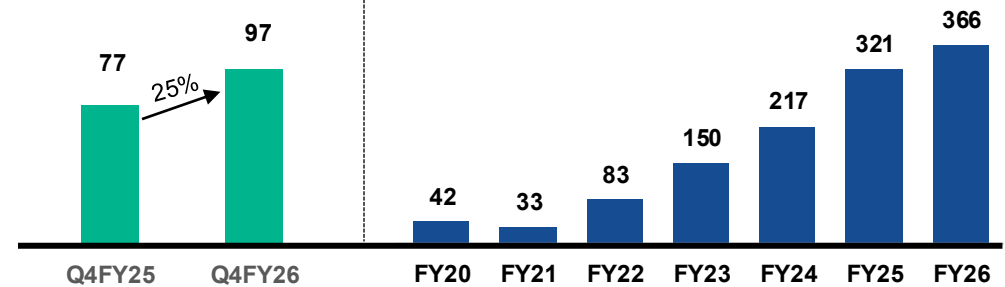
## Revenue

(In INR Cr)



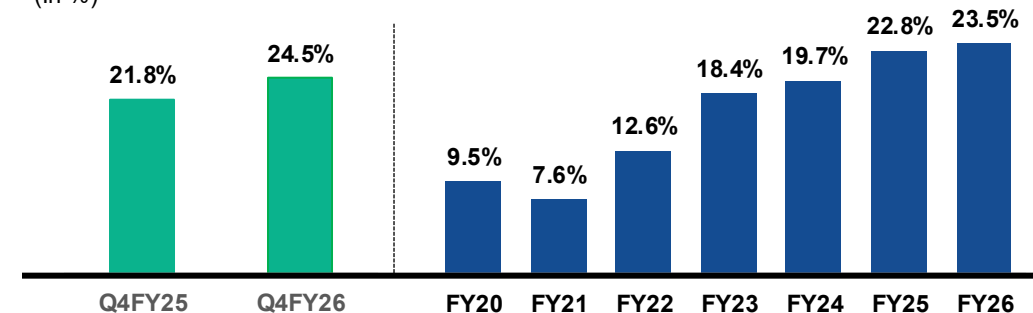
## Operating EBITDA<sup>1</sup>

(In INR Cr)



## Operating EBITDA Margin<sup>1</sup>

(In %)



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA  
Operating EBITDA Margin excluding Whitefield is 26.4% in Q4 FY26 as compared to 24.0% in Q4 FY25, Operating EBITDA Margin excluding Whitefield is 25.3% in FY26 as compared to 25.1% in FY25

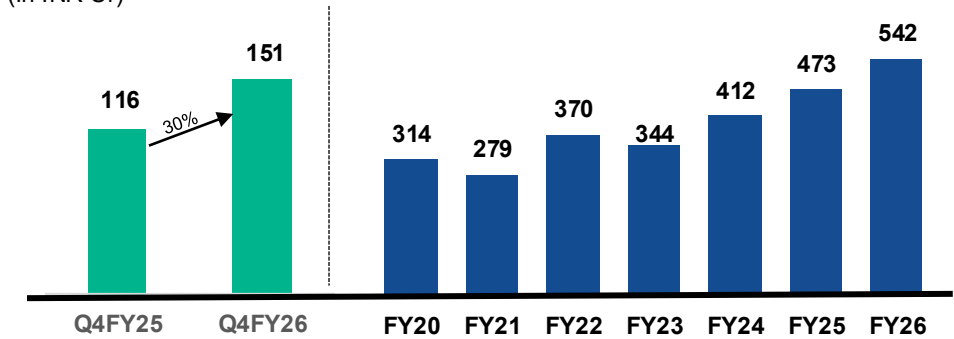
Financial Metrics	Q4FY26	Q4FY25	YoY
Revenue (INR Cr)	151	116	30%
Op. EBITDA (INR Cr)	28	13	113%
Op. EBITDA Margin	18.3%	11.2%	709 bps

## Highlights:

- A&T Revenue grew 30% YoY led by growth in IP volume and ARPP (IP)
  - Ramesh Hospitals revenue grew by 32% YoY in Q4 FY26
  - Total patient volume increased by 20% YoY (Inpatient by 17%, Outpatient by 21%)
  - ARPP IP remained healthy with 13% YoY growth supported by 200 bps improvement in CONGO Mix
- A&T cluster Operating EBITDA doubled with the growth of 113% YoY
  - Margins exhibited significant increase reaching 18.3% in Q4 FY26 from 11.2% in Q4FY25

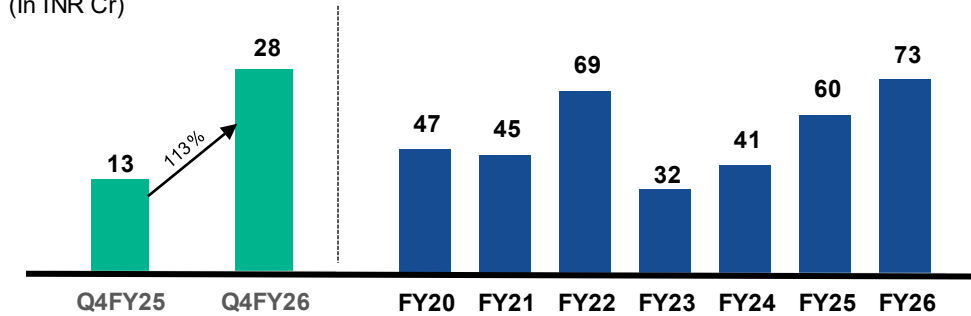
## Revenue

(In INR Cr)



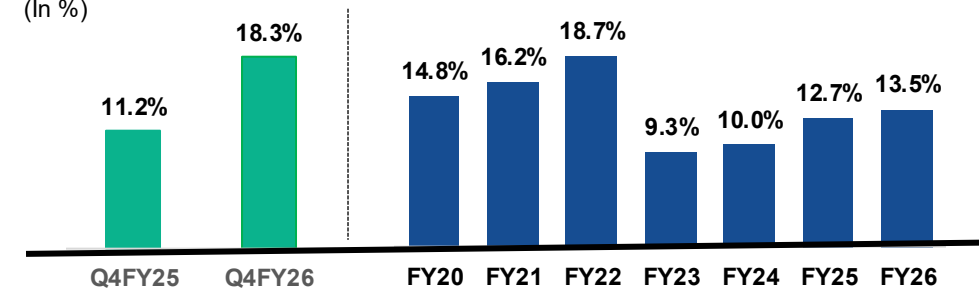
## Operating EBITDA<sup>1</sup>

(In INR Cr)



## Operating EBITDA Margin<sup>1</sup>

(In %)



1. From FY19 to FY22 is reported as EBITDA and FY23 onwards it is operating EBITDA



Aster RV won **'Best Multispecialty'**  
 Aster Whitefield Hospital won **'Best in Cardiology, Pulmonology and Urology'**



## Technology Transformation Initiative of the Year

Aster Whitefield Hospital won Technology Transformation Initiative of the Year award at FICCI Heal 2025



### Best Multispecialty Hospital Ranking 2025

- 2** Aster Medcity, Kochi  
All India Best Multispecialty
- 4** Aster CMI  
All India Best Multispecialty
- 1** Aster Medcity, Kochi  
South Best Multispecialty
- 2** Aster CMI  
South Best Multispecialty



### Specialty Ranking

- Aster Medcity, Kochi**  
3 Golds (Emergency & Critical Care, Neurosciences, Robotic Surgery)  
1 Silver (Organ Transplant)
- Aster Whitefield**  
Silver (Oncology, Neurosciences)  
Bronze (Multi-Specialty Care)
- Aster CMI**  
Bronze in Multi-Specialty Care.



### World's Best Hospitals 2026

- 12**  
**Aster CMI, Bengaluru**
- 28**  
**Aster Medcity, Kochi**



### Best Multispecialty Hospital India 2025

- 1**  
**Aster MIMS, Calicut**
- 2**  
**Aster Medcity Aster CMI (Emerging)**



### Times All India Critical Care Ranking 2025

The COEs of Aster Medcity, Aster CMI and Aster MIMS are ranked under Top 10



### Times Health Excellence 2025

- Aster CMI:**  
Excellence in Integrated Liver Care and Excellence in Medical Gastroenterology
- Aster Whitefield:**  
Excellence in multi-specialty Hospital with Healthcare Innovation

## ET Healthcare Awards

Hospital of the Year	
Aster Medcity	National for Organ Transplantation
Aster CMI	Oncology (South)
Aster Whitefield	Critical Care, Reconstructive Surgery
Aster RV	Organ Transplantation

### Hospital of the Year Aster CMI (South)



### Times All India Multispecialty Ranking 2026

- #### National Rankings
- 2** Aster Medcity, Kochi
  - 5** Aster CMI, Bengaluru
  - 9** Aster MIMS, Calicut

#### South India Rankings

- 1** Aster Medcity, Kochi
- 2** Aster CMI, Bengaluru
- 3** Aster MIMS, Calicut

#### Bengaluru City Rankings

- 1** Aster CMI

#### Kochi City Rankings

- 1** Aster Medcity

#### Top Emerging Hospitals - Bengaluru

Aster Whitefield Hospital

31 Cathlabs    7 LINACs    17 MRI Machine    10 Robots

## Rosa One (Zimmer Biomet) Surgical Robot, SSI Mantra 3.0



A robotic guidance system that enables surgeons to plan and perform highly precise brain surgeries with enhanced accuracy and safety.

India's first indigenous surgical robot. Cost effective with advanced features including telesurgery and tele-proctoring capabilities

## Ortho Robot, ROSA Recon



A robotic surgical system, specifically a stereotaxic instrumentation system, designed to assist surgeons in performing total/partial knee arthroplasty & THA

## Philips Excimer Laser



Aster CMI becomes the first in Karnataka to install the advanced Philips Excimer Laser Atherectomy System for coronary and peripheral vascular procedures.

## O-arm



A surgical imaging system that provides intraoperative 2D and 3D imaging during spine, orthopaedic, and trauma surgeries. It acts as an intraoperative CT scanner

## Surgical Robot, Da Vinci Xi



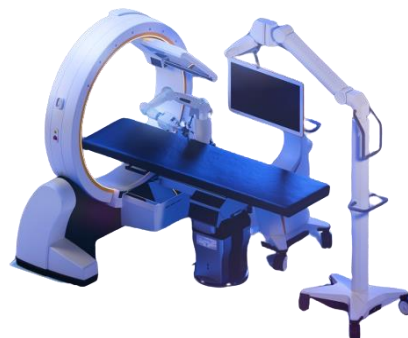
A cost-effective robotic surgical system by Intuitive Surgical, designed to help hospitals adopt or expand robotic surgery programs

## Ortho Robot, Cuvis



Cuvis Joint is a robotic system for orthopaedic surgeries, specializing in knee and hip replacements

## Brain Lab, Loop X



Mobile intraoperative imaging robot allowing neurosurgeons to obtain large, real-time field view of the patient during surgery

## Digital PET - CT



The uMi 550 is an 80-slice digital PET/CT system delivering combined functional and anatomical imaging.

## Autoguide System (Medtronic)



An advanced, image-guided virtual bronchoscopy platform used for minimally invasive diagnosis of peripheral lung nodules, especially those located beyond the airways.



## Clinical Re-activation

Leverages proprietary algorithms to analyze health records and re-engage patients based on clinical.

### Proven Model

Successfully pioneered in Aster UAE, showing tremendous success before being adapted for the Indian market.

### Conversion Success

**8% reactivation rate from dormant patients** in initial pilot phases, successfully winning back **6,500+** patients who had not visited in over a year.

### Scalability


Following a successful Proof of Concept in **2 hospitals**, the roadmap includes expansion to **11+ facilities in FY27**.  
**Proof of Concept underway with Aster Retail Labs**

## Building a Scalable Phygital Healthcare Ecosystem Driving Growth & Patient Retention



**“Aster Health App”** crosses **500K+** downloads. Also available in Malayalam.  
Hospital Lab Reports, Radiology Reports and Images now live on the App

### Aster +HEALTH

	<b>51K+</b>	Unique Patients
	<b>33K</b>	MAU (Monthly Active Signed)
	<b>64K+</b>	Appointments
	<b>Live</b>	Across 10 Hospitals



## 24/7 Teleradiology Business Model

Centralized remote interpretation for MRI, CT, and X-ray scans via a digital "hub-and-spoke" network.

### Diversified Revenue

Serves as a third-party provider for external hospitals and international clients

### Optimized Expertise

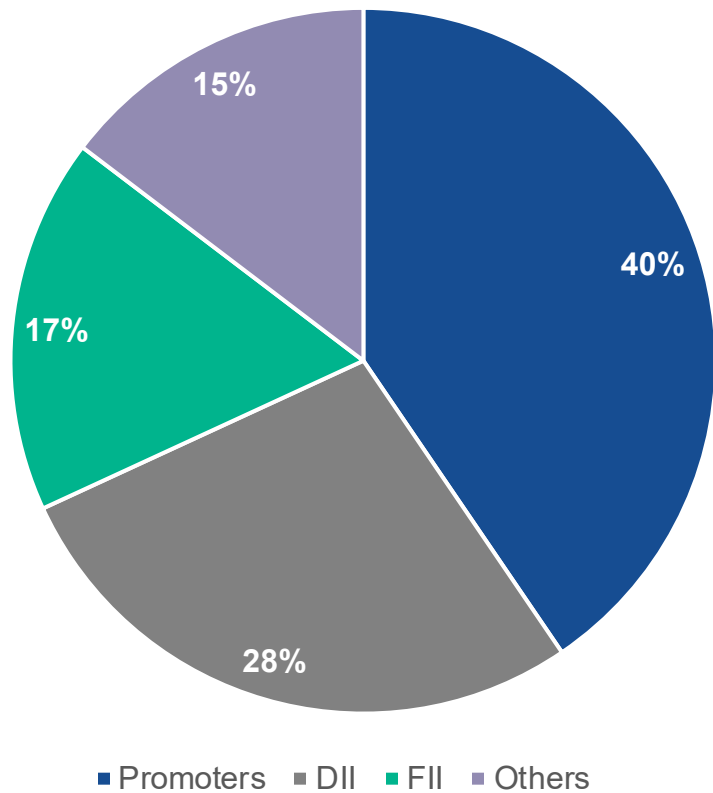
Increases efficiency and reduces costs by utilizing a centralized pool of radiologists to provide around-the-clock coverage.

### Global Scalability

Leverages time-zone differences for international reporting and "pre-read" services.

Marquee domestic and foreign institutional investors are currently invested in Aster

## Shareholding pattern



## Current Key Institutional Shareholders



**Aster**

We'll Treat You Well



# Thank You

**Investor Relations:**  
[investors@asterdmhealthcare.in](mailto:investors@asterdmhealthcare.in)

