14 August 2025

Nephro Care India Limited

Investor Presentation

About the Company

Foundation and Specialization

- Founded in 2014 by Dr. Pratim Sengupta Sengupta in Kolkata, Nephro Care India India Limited specialises exclusively in exclusively in kidney-related healthcare. healthcare.
- We deliver comprehensive, patient-centric renal care through an integrated hub-and-spoke network across Eastern India.

Innovative Approach

- Our approach combines advanced diagnostics, dialysis, telemedicine, and lifestyle support.
- This ensures accessible, affordable, and high-quality kidney care for our patients.

Team and Facilities

- With over 300 team members, we operate 5+ clinics and a flagship 100-100-bed hospital.
- These resources enable us to provide exceptional care and improve patient outcomes.

Commitment to Quality

- We are dedicated to enhancing the quality of life for individuals with kidney-related health issues.
- Our focus remains on delivering the best possible outcomes for our patients.

Regional Impact

- Our services are concentrated in Eastern India, making a significant impact in the region.
- We aim to bridge the gap in kidney healthcare accessibility and affordability.

About the Promoter and Board of Directors

Vision for Growth

- Dr. Sengupta's vision integrates medical medical science with holistic care, including yoga and nutrition.
- This approach drives Nephro Care's growth and innovation.



Board Composition

- The Board includes experienced professionals such as Dr. Sutapa Sen Sen (Director) and Dr. Pritam Sengupta Sengupta (Director).
- Independent directors Mr. Debashish Ghoshal and Mr. Sandeep Ghate ensure strong governance and strategic oversight.

Guiding Principles

- Together, the promoter and board guide the company's expansion.
- They are committed to clinical excellence and innovative healthcare solutions.

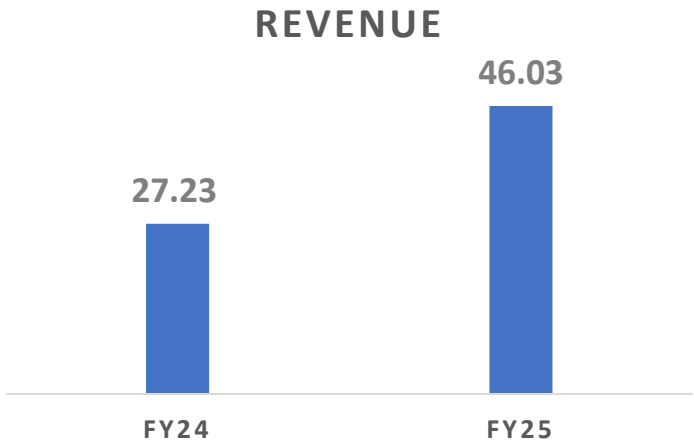
Founder's Expertise

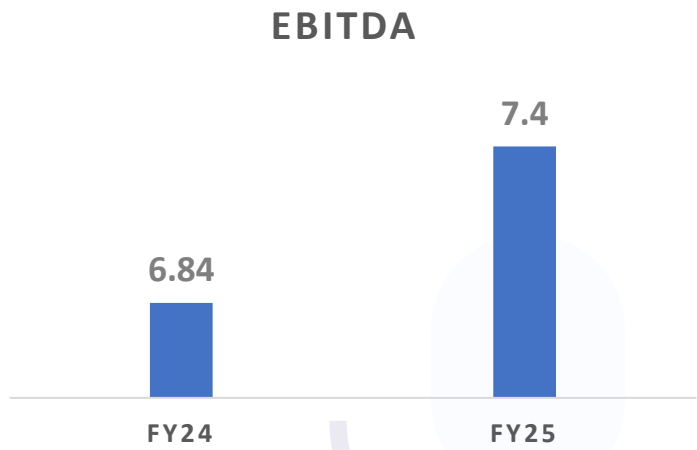
- Dr. Pratim Sengupta, Founder & Managing Director, is a leading nephrologist with over two decades of decades of clinical expertise.
- He has performed more than 1,000 kidney transplants, showcasing his exceptional medical proficiency.

Financial Performance Comparison: FY24 vs FY25

Revenue and EBITDA Growth

- FY24 revenue stood at ₹27.23 crore, while FY25 saw FY25 saw a significant increase to ₹46.03 crore. crore.
- EBITDA also improved from ₹6.84 crore in FY24 to ₹7.40 crore in FY25.
- This growth highlights strong operational performance and market expansion.





Operations and Business Segments



Nephrology Landscape in India

13,642

Kidney Transplants in India India

Kidney transplants in India India reached 13,642 in 2023, with a significant gap gap between demand (~200,000 annually) and and supply.

US$11.3B

Dialysis Market Growth

Dialysis market size was US$5 billion in 2024, projected to grow to US$11.3 billion by 2033 (CAGR 8.83%).

100M

Diabetes and CKD Prevalence

Diabetes prevalence is a major driver of Chronic Kidney Disease (CKD), with with 100 million diabetic diabetic patients expected expected by 2030.

50%

Undiagnosed Advanced CKD Cases

Over 50% of advanced CKD CKD patients remain undiagnosed or untreated, untreated, highlighting urgent need for accessible accessible renal care.

200,000

Annual Kidney Transplant Demand

India faces an annual demand of approximately approximately 200,000 kidney transplants, far exceeding the current supply.

Vivacity Hospital Overview

VIVACITY
MULTISPECIALITY HOSPITAL
(A UNIT OF NEPHRO CARE INDIA LIMITED)

Hospital Capacity and Critical Care

- Vivacity Multispecialty Hospital in Madhyamgram, Kolkata, boasts 150 inpatient beds.
- This includes a 30-bed Critical Care Unit with ICU, HDU, RTU, and NICU facilities.

Specialized Medical Departments Departments

- Key departments include Nephrology, Nephrology, Cardiology, Medical Oncology, Gastroenterology, Gynaecology, and a Renal Transplant Transplant Unit.
- These departments ensure comprehensive healthcare services.

AI-Powered Medical Facilities

- The hospital is the first in Eastern India to India to feature AI-powered smart operation theatres.
- It also offers intelligent ICUs for advanced patient care.



Operational Achievements in FY25

- In FY25, the hospital achieved 40% occupancy and treated over 3,400 patients.
- Additionally, more than 350 OT procedures were successfully conducted.



Growth Triggers

Expansion of Vivacity Multi-speciality hospital hospital

- The company has planned to expand it's flagship flagship Vivacity Multi-speciality hospital from 150 from 150 to 250 beds within the next Financial Year. Financial Year.
- With this, number of normal as well as Nephrology Nephrology focused ICUs will increase.

Exploring partnerships with clinics

- The company has already begun exploring partnerships with local well established Nephrology Nephrology doctors with their own clinics in various various cities in India.
- NephroCare will provide the doctors with machines machines and research capabilities to enter into a into a profit sharing model under the NephroCare NephroCare brand.

Commencement of Kidney Transplant Operations Operations

- NephroCare has been granted permission by the the government to begin Kidney Transplant operations in the Vivacity hospital.
- The company will commence the transplants in Q3 in Q3 FY26 and plans to do at least 25 till the end of end of this FY26.
- Given the excess demand and margins, this segment segment will significantly Revenue as well as profits. profits.



THANK YOU

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