Multi Superspeciality Hospital & Research Centre
Healing by Heart

Wednesday, 29th May, 2024

To,
The Listing Compliance Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/I, G Block,
Bandra-Kurla Complex,
Bandra (E) Mumbai -400051.

**Sub: Investor Presentation**

**Script Code: MAITREYA**

Dear Sir/Madam,

Pursuant to Regulations 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of presentation made to analysis and investors in connection with Audited Standalone & Consolidated Financial Result for the

Quarter (Q-4)/FY 2023-24 and the year ended on 31st March, 2024

Kindly disseminate the same on website.

Sincerely,

Maitreya Multispeciality Hospital & Research Centre
SURAT

**Maitreya Medicare Limited**
Address : Nr. Someshwara Char Rasta, UM Road, Surat, Gujarat - 395007.
Ph. : 0261-2299000 | Reception : +91 82382 29900 | Email : maitreyamedicare@gmail.com
CIN : U24290GJ2019PLC107298

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Multi Superspeciality Hospital & Research Centre

Healing by Heart

# Investor Presentation

MAY 2024

NSE - SM : MAITREYA

**Maitreya Medicare Limited**

# Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Maitreya Medicare Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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# Quarterly Highlights

Q4FY24

Investor Presentation

# Quarterly Highlights

Q4FY24

## REVENUE

1,25,420.81 thousands

**(8%)** yoy

## PAT

(10,736.09) thousands

**(-147%)** yoy

## PAT MARGINS

(-9%)

**Negative**

## EBITDA

(7,104.38) thousands

**(-119%)** yoy

## ARPOB

28,041 rupees

# Management Comments



**Dr.Pranav Thaker**

Whole Time Director

It's been an incredible journey with all of our stakeholders. On behalf of the Maitreya Family, I thank all stakeholders for respective contributions to our growth. Our year-on-year revenue figures are positive, despite a challenging quarter due to slowdown. Although we faced a negative PAT this quarter, this was due to strategic investments in expanding our clinical services, particularly our doctors. This will yield significant returns in the coming quarters, with expansions already underway in Mumbai and a major hospital acquisition in progress.

Maitreya Life Science Pvt. Ltd. is on target, and we eagerly await the launch of our Valsad unit, despite delays. Our Tulip Health Check is now a Pvt. Ltd. for better compliance and governance. Our new initiative, promoting Indian cultural heritage in elderly care, is expanding beyond the city with positive feedback.

In summary, we are proud to have you in our growth journey, where every milestone brings us closer to our goals.

# About Us



Investor Presentation

# Company Overview

Maitreya Medicare is a Multi Super speciality hospital established in 2019 and located in Surat, Gujarat with 125 bed capacity and 50 bed capacity in its subsidiary Tulip Health Check.

Our facility offers a wide range of integrated healthcare services, spanning primary, secondary, and tertiary care.

With a strong focus on multi-disciplinary care, we cater to diverse medical needs across more than 18 specialties and super specialties. These include Cardiology, Urology, Oncology, Laparoscopic Surgery, Neurology, Neurosurgery, Spine Surgery, Nephrology (including Dialysis), Gastroenterology, Gastrointestinal Surgery, Cardiothoracic Surgery, Oncosurgery, Orthopedic Surgery (including joint replacements and Arthroscopic surgeries), Gynecology & High-Risk Obstetrics, Hepatocellular Biliary Surgery, Critical Care Medicine, and more.



# Company Overview

**370****
Bed Capacity

**18**
Multi Specialties

**+55**
Collective Expirience

**20**
Bedded Intensive Care Units

**28,041***
Average Revenue Per Occupied Bed



*As per Q4FY24
**Maitreya Medicare Ltd + Tulip Health Check
**Above + Maitreya Valsad Unit + KLS Memorial Hospital

# Our Journey

## 2019

Established and commenced operations of our first Hospital at Surat, Gujarat with 67 Beds

## 2020

Started Cardiology Department at K P Sanghavi Trust Hospital

## 2021

MOU for Maitreya Hospital Private Limited, Valsad

## 2022

The bed capacity was expanded from 67 to 100 beds

Obtained Certificate of Accreditation from National Accredation Board for Hospitals & Healthcare Providers (NABH)

## 2023

Maitreya Medicare expanded for B Wing and converted into 125 beds from 100 beds

Conversion of our Company from private limited to public limited

Acquired 52% stake in partnership firm “Tulip Health Check” which has 50 Beds

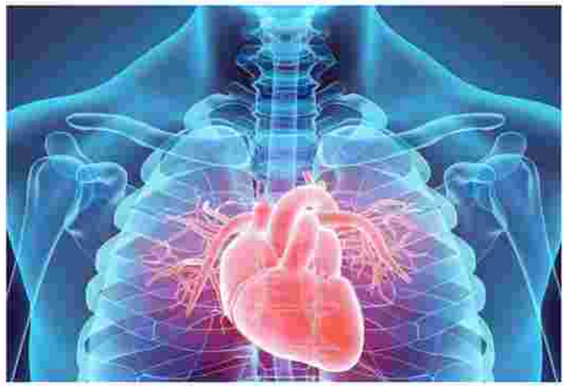
## 2024

Received Building Usage Permission for its new hospital to be established at Valsad, Gujarat.

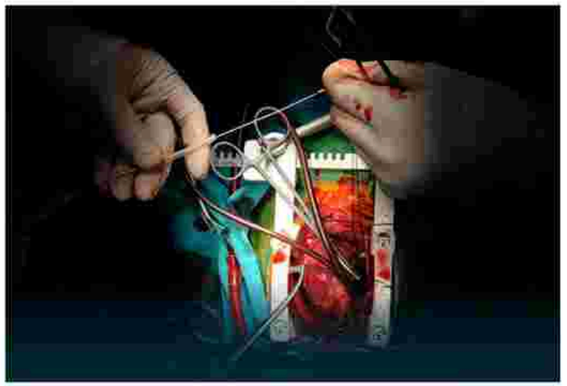
Entered into an Operation and Management Service Agreement to render operational and management services, nursing and quality management services, Planning and Consulting Services, Human Resource Management and Training Services, Doctor Management and Liasoning Services to KLS Memorial

# Our Services

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**Cardiology**



**Cardiothoracic and Vascular Surgery**



**Critical Care Medicine**



**Orthopedic & Joint Replacement Surgery**



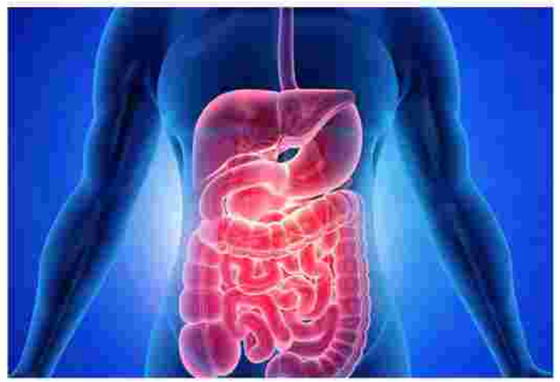
**Neurology**



**NeuroSurgery**

# Our Services

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Gastroenterology



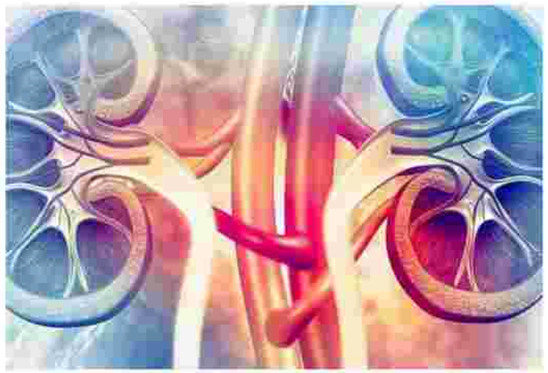
General & Laparoscopic Surgery



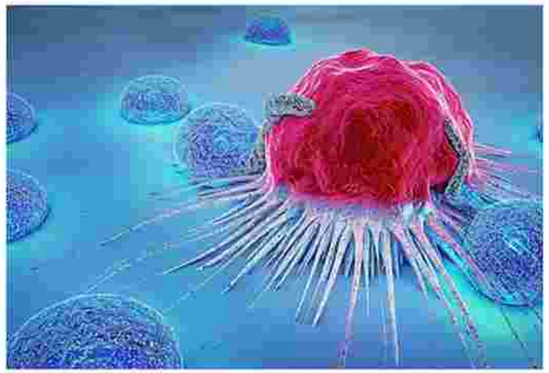
Urology



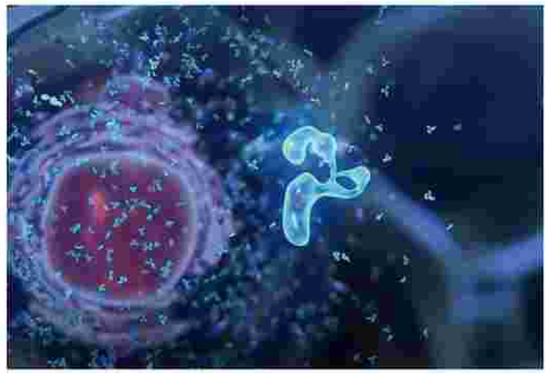
Gynecology & High Risk Obstetrics



Nephrology



Oncology



Oncosurgery



Emergency & Trauma

# Management

## Dr. Narendra Singh Tanwar
## Chairman, Managing Director and CFO

Dr. Narendra Singh Tanwar is a leading expert in the field of Cardiology. With extensive experience spanning over two decades, he specializes in Interventional Cardiology and Vascular consultation. Dr. Tanwar has contributed significantly to renowned institutions like Krishna Heart Institute, Sterling Hospital, and Bankers Heart Institute. He joined Maitreya Hospital in 2019 and plays a pivotal role in guiding the company's growth and business strategy.

## Dr. Pranav Thaker
## Whole Time Director

Dr. Pranav is a prominent figure in the healthcare industry. With an MBBS and MS (ENT) degree, he also holds a Ph.D. in Public Administration. He has extensive experience in multi- specialty hospitals and is an assessor for NABH. His expertise includes SOP management, accreditation, operational activities, human asset development, and clinical audits. Dr. Thaker excels in organizational planning, strategy, project management, and budgeting. o He has been a vital contributor to the healthcare industry for over 20 years.

## Mr. Vimalkumar Patel
## Whole Time Director

Mr. Vimal has been with the company since its inception, overseeing human resource-related activities. He holds a a BSc in Chemistry (2002) and an MBA in Marketing (2008) from Veer Narmad South Gujarat University. He brings over 15 years of extensive experience in Healthcare Business Development to the team. He served as a Senior Executive and Territory Manager at Wockhardt Hospital, transitioning to Manager Marketing at Bankers Heart Institute and COO at Tristar Hospitals, Surat, until 2018. He joined Maitreya Hospital in the last 4 years as a Founding Partner and Director, overseeing business growth, expansion, and operations at the group level.

# Business Model



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Investor Presentation

# Hospital Portfolio




**Maitreya Medicare Limited**
**(Holding Company)**

Surat, Gujarat
Established 2019

125 Bed Capacity

Maitreya Medicare Limited is Flagship Hospital. They provides top-tier medical care to the community.



**Maitreya Life science Private Limited**
**(Subsidiary)**

Surat, Gujarat
Established 2020

Cardiology Department

Maitreya has Cardiology department with Cathlab installation in K P Sanghavi Trust Hospital which is one of the oldest trust hospital and appointed manpower to run the invasive and noninvasive Cardiology work under Maitreya Lifescience.

# Hospital Portfolio

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Tulip
Cosmetics & Aesthetics
Reinvent Your Confident Look

**Tulip Health Check (Subsidiary)**

Surat, Gujarat
Partnered in 2023

50 Bed Capacity

Tulip Health Check promotes heritage family values of care.
Elderly/Geriatric Care
Rehabilitative Indoor Care
Pallative Care
End of Life Care



**Maitreya Hospital Private Limited (Subsidiary)**

Valsad, Gujarat
Upcoming in 2024

125 Bed Capacity

Maitreya Hospital Private Limited will have 3 modular operation theatres, 20 bed ICU and 6 bed Dialysis unit and a range of specialized services, including cardiology and neurosurgery.




**KLS Memorial Hospital (Operational Partner)**

Mumbai, Maharashtra
Partnered in 2024

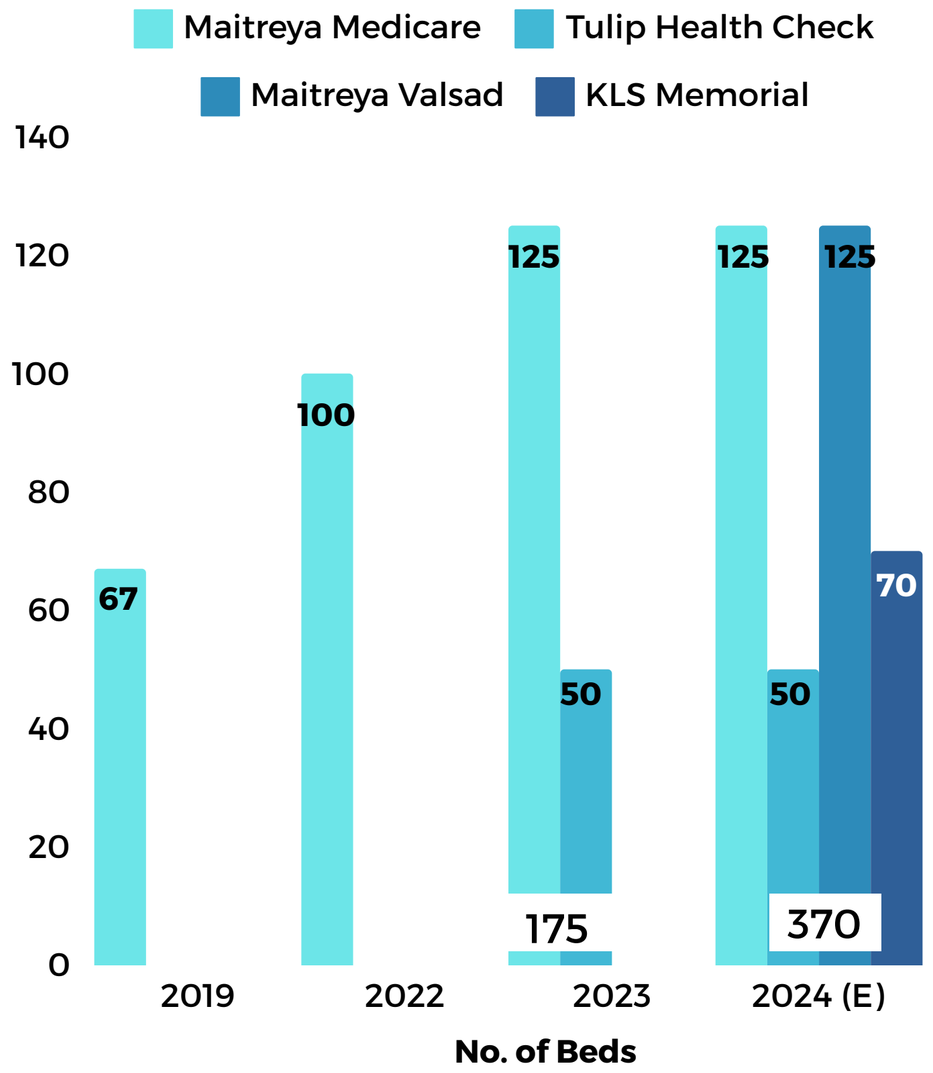
70 Bed Capacity

Entered into an Operation and Management Service Agreement to render operational and management services, nursing and quality management services, Planning and Consulting Services, Human Resource Management and Training Services, Doctor Management and Liasoning Services to KLS Memorial Hospital.

# Bed Capacities

In 2019, we started with one hospital in portfolio with 67 beds. We ended 2023 with 125 bed within same hospital and a cardiology division under Maitreya Life-science. In late 2023, we expanded by introducing Tulip Health Check in our hospital portfolio which is a specialised hospital for Elderly Care having 50 beds and KLS Memorial Hospital in Mumbai with 70 beds in 2024. Recently we announced our new hospital to be built in Valsad in Gujarat which plans to have new 125 beds.

| Year | No. of Hospitals | No. of Beds |
|---|---|---|
| 2019-21 | 2 | 67 |
| 2023 | 3 | 175 |
| 2024 (E) | 5 | 370 |





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# Growth Drivers

# Capacity Expansion

Our strategy focuses on expanding our healthcare services across the **Gujarat and Maharashtra region** by strategically locating hospitals in multiple cities and towns. By establishing a presence in various geographic locations, we aim to ensure that our services are accessible to a wider population.

This approach allows us to cater to the healthcare needs of diverse communities while also **leveraging economies of scale and operational efficiencies.**

Furthermore, having hospitals in multiple cities and towns enables us to enhance our **brand visibility** and recognition within the region. As people become familiar with our services and reputation in different areas, it strengthens our position as a **trusted healthcare provider**.

This localized approach also allows us to better understand and cater to the specific needs and preferences of each community, further solidifying our presence and relevance in the Gujarat region.

**Existing Regions Covered**

Surat

Valsad

Mumbai

# Partnered with KLS Memorial Hospital

We have entered into an Operation and Management Service Agreement with KLS Memorial Hospital, a Partnership firm, situated at Vile Parle West, Mumbai, Maharashtra, to render operational and management services, nursing and quality management services, Planning and Consulting Services, Human Resource Management and Training Services, Doctor Management and Liasoning Services to KLS Memorial Hospital.

**This expansion adds new 70 beds.** We at Maitreya Medicare are strongly backed by our growth strategy to constantly keep expanding our hospital portfolio which gives us more scalability and better penetration in healthcare industry. The trust in our doctors and supporting staff and their best quality services have made this possible for us to be the first South Gujarat based and second Gujarat Based hospital to expand outside Gujarat in Mumbai.



# Introducing Maitreya at Valsad



**Maitreya Hospital Private Limited (Subsidiary)**

Recently we received Building Usage Permission for our new hospital to be established at Valsad, Gujarat.

**Our initial plan involves commencing operations with 125 beds, aiming to achieve an Average Revenue Per Occupied Bed comparable to that of our Surat unit.**

We anticipate that this initiative will be fully operational starting from 2024.

This unit will also have 3 modular operation theatres, 20 bed ICU and 6 bed Dialysis unit and a range of specialized services, including cardiology and neurosurgery.

# Introducing Tulip Health Check

Established in April 2022
Founded by Eminent Medical and Social personnels of South Gujarat.

**Our initial plan involves commencing with 50 beds and we anticipate to keep enhancing bed capacity.**

High end Health Check in One of the Biggest Exclusive set up.
Exclusive Diagnostics Services besides:
IVF
Dexa Scan
Mammography
Audiometry
Uroflowmetry
Stress Echo
Colour Doppler
EEG, EMG, NCS

Promotes Our Heritage Family Values of Care
Elderly / Geriatric care for your Loved Ones
Rehabilitative Indoor Care
Palliative Care
End of Life Care

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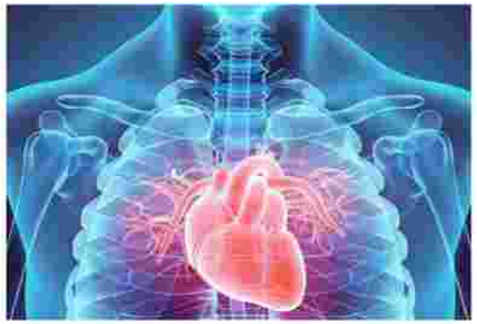
Tulip
Cosmetics & Aesthetics
Reinvent Your Confident Look

**Tulip Health Check (Subsidiary)**

Surat, Gujarat

# Segmental Services in High Demand

**Segments contribute 60-70% to Revenue**



## Cardiology

Maitreya's cardiology department is renowned for its fully-equipped facilities and skilled cardiologist, ensuring the performance of critical procedures with expertise and precision.



## Neurology

Maitreya provides top-notch neuro-intensive care, led by experienced Neurophysicians. Their expertise covers a wide range of neurological conditions, ensuring comprehensive and advanced treatment.



## NeuroSurgery

Maitreya boasts expert neurosurgeons specializing in precise diagnosis and treatment of central nervous system disorders, ensuring patient safety and comfort with cutting-edge technology.



## Critical Care Medicine

Maitreya features expert Intensivists and skilled paramedical staff, ensuring round-the- clock care. Their patient-centric approach includes immediate access to life support systems such as ventilation, guaranteeing swift and effective treatment.

# Industry Growth

| | | |
|---|---|---|
| The Indian healthcare sector is expected to record a three- fold rise, growing at a CAGR of 22% between 2016–22 to reach US$ 372 billion in 2022 from US$ 110 billion in 2016 | The health segment has a 33.33% share in the total gross written premiums earned in the country | The hospital industry is set to reach Rs. 8.6 trillion by FY22, growing from Rs. 4 trillion in FY17 at a CAGR of 16–17% |
| By FY22, Indian healthcare infrastructure is expected to reach US$ 349.1 billion. In the Economic Survey of 2022,India's public expenditure on healthcare stood at 2.1% of GDP in 2021-22 against 1.8% in 2020-21 and 1.3% in 2019-20 | The e-health market size is estimated to reach US$ 10.6 billion by 2025. India's healthcare sector offers diverse opportunities for providers, payers, and medical technology companies | India has been ranked 10th in the Medical Tourism Index (MTI) for 2020-21 out of 46 destinations by the Medical Tourism Association |
| In FY22, premiums underwritten by health insurance companies grew to Rs. 73,582.13 crores (US$ 9.21 billion) | The Government plans to boost public health spending to 2.5% of GDP by 2025, supporting sector growth | Higher health insurance penetration fuels healthcare spending, expected to rise further |

# Financial Performance



Investor Presentation

# Consolidated Performance

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(₹ in Thousands)

| | Particulars | Quarter ended | | | | | For the year ended | | |
|---|---|---|---|---|---|---|---|---|---|
| | | March 31, 2024 | December 31, 2023 | QOQ Growth% | March 31, 2023 | YOY Growth% | March 31, 2024 | March 31, 2023 | YOY Growth% |
| | | Audited | Unaudited | | Audited | | Audited | Audited | |
| I | Revenue from operations | 1,23,216.03 | 1,17,222.91 | 5% | 1,13,857.23 | 8% | 4,86,971.18 | 3,93,799.63 | 24% |
| II | Other income | 2,204.78 | 2.70 | | 3,303.70 | | 2,721.86 | 5,691.10 | |
| III | **Total Revenue (I + II)** | 1,25,420.81 | 1,17,225.61 | 7% | 1,17,160.93 | 7% | 4,89,693.05 | 3,99,490.73 | 23% |
| IV | **Expenses:** | | | | | | - | | |
| | (a) Cost of Raw Material Consumed | 6,371.75 | 8,183.63 | | 9,489.32 | | 37,669.13 | 39,660.37 | |
| | (b) Purchase of Stock-in-Trade | 16,487.94 | 14,675.98 | | 11,142.83 | | 56,175.34 | 42,450.96 | |
| | (c) Changes in inventories of stock-in-trade | 1,029.33 | (917.33) | | (372.95) | | 2,404.68 | (682.84) | |
| | (d) Employee benefits expense | 17,835.14 | 10,752.79 | | 12,272.76 | | 53,484.22 | 48,424.52 | |
| | (e) Finance costs | 3,216.20 | 1,341.47 | | 1,620.85 | | 8,424.23 | 5,675.07 | |
| | (f) Depreciation and amortization expense | 3,253.21 | 3,213.55 | | 3,190.17 | | 12,722.41 | 12,913.55 | |
| | (g) Other expenses | 90,801.03 | 59,399.80 | | 47,031.05 | | 2,77,259.60 | 1,91,462.50 | |
| | **Total Expenses** | 1,38,994.60 | 96,649.89 | | 84,374.03 | | 4,48,139.61 | 3,39,904.13 | |
| | | | | | | | - | | |
| V | **Profit before prior-period items and tax (III - IV)** | (13,573.79) | 20,575.72 | -166% | 32,786.90 | -141% | 41,553.44 | 59,586.60 | -30% |
| VI | **Prior-Period Items** | - | (293.88) | | - | | - 293.88 | 323.54 | |
| | | | | | | | - | | |
| VII | **Profit before tax (V- VI)** | (13,573.79) | 20,869.60 | -165% | 32,786.90 | -141% | 41,847.31 | 59,263.06 | -29% |
| VIII | **Tax expense:** | | | | | | - | | |
| | (1) Current tax expense | -2,636.02 | 4,705.51 | | 7,342.27 | | 11,993.87 | 15,739.97 | |
| | (2) Deferred tax expense/(credit) | 226.31 | (42.60) | | 2,483.84 | | 148.07 | 997.79 | |
| | (3) Short/(Excess) provision of tax for earlier years | -427.99 | 427.99 | | - | | - | - | |
| | | (2,837.70) | 5,090.90 | | 9,826.11 | | 12,141.94 | 16,737.76 | |
| | | | | | | | - | | |
| IX | **Profit from continuing operations (VII-VIII)** | **(10,736.09)** | **15,778.70** | **-168%** | **22,960.79** | **-147%** | **29,705.37** | **42,525.30** | **-30%** |
| X | **Earnings per Equity Share (Non-Annualised) :-** | | | | | | - | | |
| | **Face Value of ₹ 10/- each** | | | | | | | | |
| | **(Pre-bonus)** | | | | | | | | |
| | - Basic | | 2.84 | | | | | 6.65 | |
| | - Diluted | | 2.84 | | | | | 6.65 | |
| | **(Post-bonus)** | | | | | | | | |
| | - Basic | | 2.84 | | | | | 6.65 | |
| | - Diluted | | 2.84 | | | | | 6.65 | |

# THANK YOU

**Maitreya Medicare Limited**
www.maitreyahospitals.com

Investor Relations
**Twenty Eighth Consulting**

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