



# GPT Healthcare Limited

Regd. Office: GPT Centre, JC-25, Sector III, Salt Lake, Kolkata – 700 106, India CIN : L70101WB1989PLC047402  
Phone : +91-33-4050-7000, Email : info@gptgroup.co.in , Visit us: www.gptgroup.co.in

GPTHEALTH/CS/SE/2024-25

February 11, 2025

<b>The Department of Corporate Services</b> BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street Mumbai - 400001 <b>Scrip Code: 544131</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051 <b>Scrip Symbol: GPTHEALTH</b>
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Dear Sir/Madam

**Subject: Investor Presentation:**

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of Investor Presentation for the 3<sup>rd</sup> quarter ended December 31, 2024 for dissemination to general public and Investors.

Kindly take the aforesaid information on record and oblige.

**For GPT Healthcare Limited**

**Ankur Sharma**  
**Company Secretary and Compliance Officer**  
**M. No A31833**

**Encl: A/a**



# GPT Healthcare Limited

*Investor Presentation – Q3 & 9MFY25*

NSE: GPTHEALTH | BSE: 544131



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**Q3 & 9MFY25  
Performance**



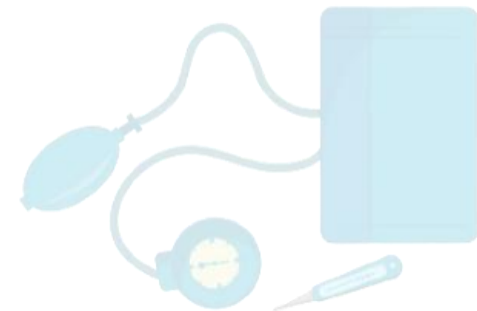
**Company Overview**



**Business Highlights**



**Annual Financials**





# Q3 & 9MFY25 Performance

# Robust Performance Continues – Q3 & 9MFY25

## Revenue from Operations

Q3FY25

Rs 102.2 Cr

▲ 5.8 YoY%

9MFY25

Rs 305.7 Cr

▲ 1.6 YoY%

## EBITDA & EBIDTA Margin

Q3FY25

Rs 23.1 Cr

( 22.2% Margin)

▲ 4.1 YoY%

9MFY25

Rs 69.6 Cr

( 22.3% Margin)

▲ 1.8 YoY%

## PAT & PAT Margin

Q3FY25

Rs 12.2 Cr

( 11.7% Margin)

▲ 6.1 YoY%

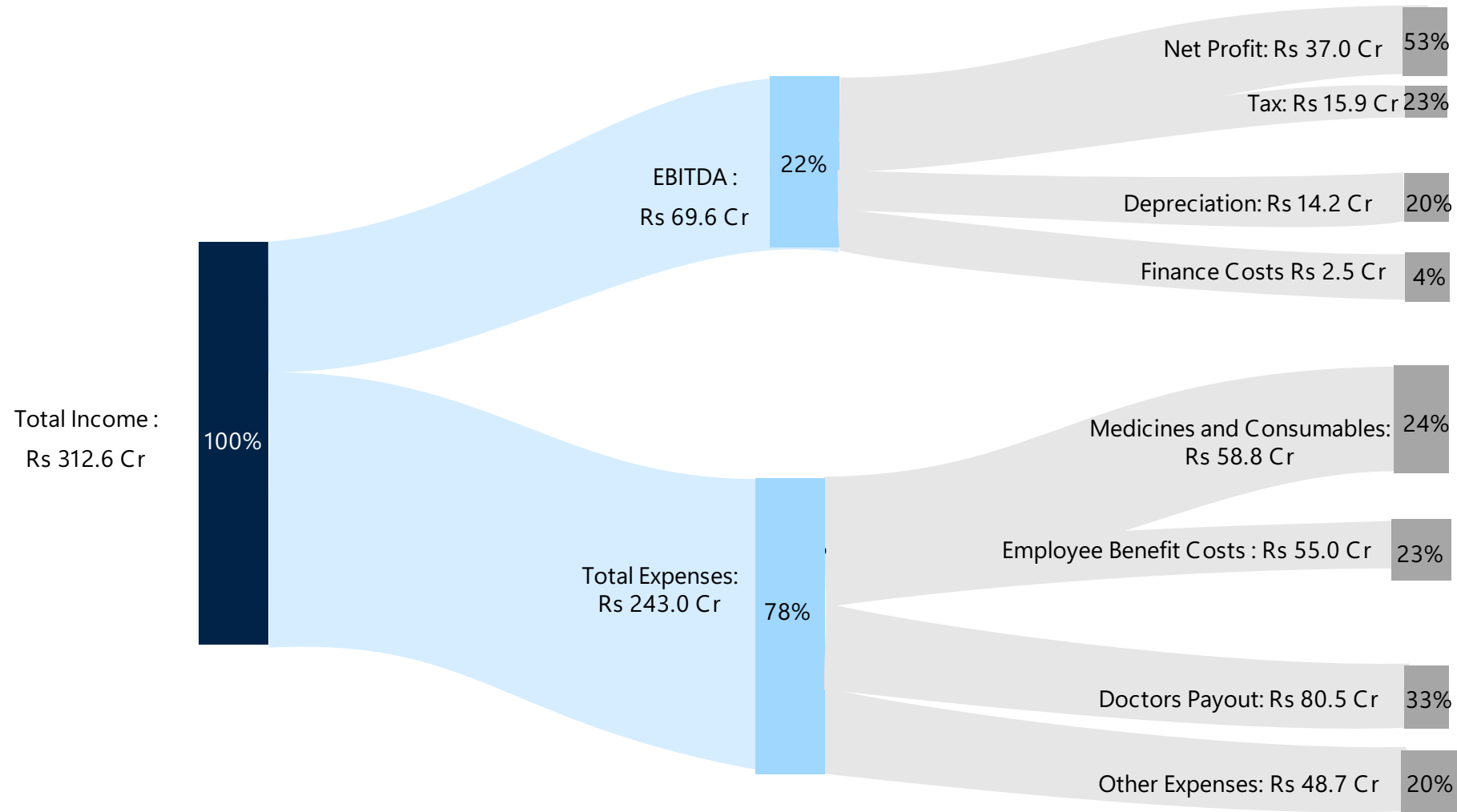
9MFY25

Rs 37.0 Cr

( 11.8% Margin)









▲ 5.7 YoY%

- ARPOB stood at Rs. 36,663 in Q3 FY25, and at Rs. 36,671 in 9MFY25, from Rs. 36,676 in H1FY25
- ALOS decreased to 3.54 for 9MFY25, further optimizing our operations
- Commencement of Robotic Knee Surgeries at Howrah Hospital





# Hospital wise Performance – Q3 & 9MFY25

Data as of Q1FY25	Year of Commission	Bed Capacity (No. of Beds)	Bed Occupancy Rate (%)		ARPOB (Rs Per day)	
			Q3FY25	9MFY25	Q3FY25	9MFY25
Salt Lake Hospital	2000	85	 57.6%	 57.8%	38,576	39,186
Agartala Hospital	2011	205	 48.4%	 47.4%	33,563	32,812
Dum Dum Hospital	2013	155	 67.9%	 69.4%	40,477	40,880
Howrah Hospital	2019	116	 42.0%	 41.3%	32,811	32,464
<b>Total</b>		<b>561</b>	<b>53.9%</b>	<b>53.8%</b>	<b>36,663</b>	<b>36,671</b>



# Profit & Loss Highlights – Q3FY25

Particulars (Rs Cr)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Revenue from operations	102.2	96.6	5.8%	105.7	-3.3%	305.7	300.8	1.6%
Other Income	1.9	1.2	58.3%	2.8	-32.1%	6.9	3.7	86.5%
Total Income	104.1	97.8	6.4%	108.5	-4.1%	312.6	304.5	2.7%
Cost of materials consumed	20.2	19.7	2.5%	20.3	-0.5%	58.8	62.2	-5.5%
Employee benefits expense	18.5	17.3	6.9%	17.7	4.5%	55.0	51.9	6.0%
Other expenses	42.3	38.6	9.6%	44.2	-4.3%	129.2	122	5.9%
EBITDA	23.1	22.2	4.1%	26.3	-12.2%	69.6	68.4	1.8%
<i>EBITDA Margin</i>	<i>22.2%</i>	<i>22.7%</i>	<i>(50 bps)</i>	<i>24.2%</i>	<i>(200 bps)</i>	<i>22.3%</i>	<i>22.5%</i>	<i>(20 bps)</i>
Depreciation and amortisation expenses	4.7	4.5	4.4%	4.8	-2.1%	14.2	13.2	7.6%
Finance Costs	0.8	1.7	-52.9%	0.7	14.3%	2.5	5.5	-54.5%
Profit before tax	17.6	16	10.0%	20.7	-15.0%	52.9	49.6	6.7%
Tax expense	5.4	4.5	20.0%	5.9	-8.5%	15.9	14.7	8.2%
PAT	12.2	11.5	6.1%	14.8	-17.6%	37.0	35	5.7%
<i>PAT Margin</i>	<i>11.7%</i>	<i>11.7%</i>	<i>-</i>	<i>13.7%</i>	<i>(200 bps)</i>	<i>11.8%</i>	<i>11.5%</i>	<i>30 bps</i>
EPS (Rs per Share)	1.5	1.4	7.1%	1.8	-16.7%	4.5	4.4	2.3%



## Existing Hospitals

- ✓ **New offering at Howrah Hospital:** Commencement of Robotic Knee Surgeries will further enhance the ARPOB and reduce the ALOS.
- ✓ **New offering at Agartala Hospital:** Plans to open a new Cancer Care Department (Radiation Oncology) which is likely to be commissioned in FY25. It will be the only one such unit in whole of Tripura.
- ✓ **Ramp up Occupancy at Agartala and Howrah Hospitals:** Plans to ramp up the current occupancy rate of 50% to optimum rate of 70-75%.



## New Hospital

- ✓ Setting up hospitals on Asset-light basis where investment in land and building construction would be borne by the owner and the developer of the land in return for periodic rent payments:

**Raipur, Chhattisgarh** – 152 Beds; Estimated cost of Rs 55 Cr; Likely commencement in Q4FY25

**Jamshedpur, Jharkhand** – 150 Beds; Estimated cost of Rs 65 Cr

- ✓ Plan to expand operations to other Tier II cities of near states such as Uttar Pradesh, Assam, and Odisha



## Continued Investment in Infrastructure

- ✓ Installed cutting-edge robotic surgical technology in Salt Lake and Howrah Hospital with over 480 robotic surgeries successfully performed.
- ✓ Set up a 3D imaging to enable interventional neurology cases at Dum Dum Hospital

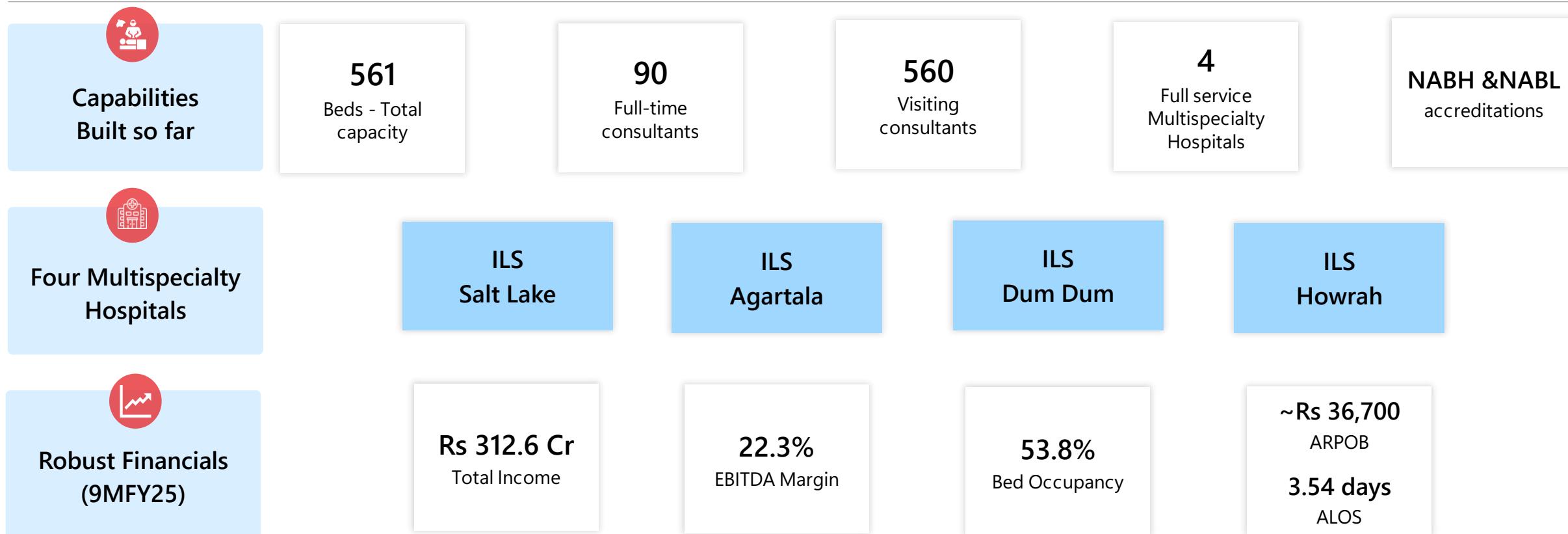
**ILS-MyHealth:** Healthcare mobile app, to allow patients seamlessly book appointments and access medical information on a real time basis

**Installed HMIS:** Software to create an internal digitalized system for maintaining electronic medical records



# Company Overview

- ✓ Strategically located in **Densely Populated Micro Markets** of Kolkata and Howrah, and Agartala
- ✓ Established **Right-Sized, Full-Service Hospitals** according to each sub-region, aids **High Return on Capital**





Total 85 Beds, including 17 Beds across ICUs and HDUs along with 3 OTs



The Department of Minimal Access Surgery is **accredited by National Board of Examinations** for training of post-graduate surgeons under the Fellowship of National Board in Minimal Access Surgery



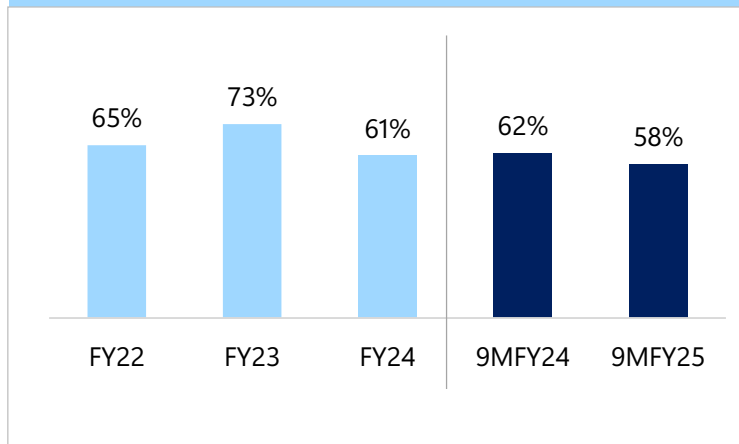
Awarded the title of '**Center of Excellence in Metabolic and Bariatric Surgery**', by Surgical Review Corporation, USA & Received the '**Ananda Swasthya Samman 2022**' from Ananda Bazar Patrika for excellence in customer care and support



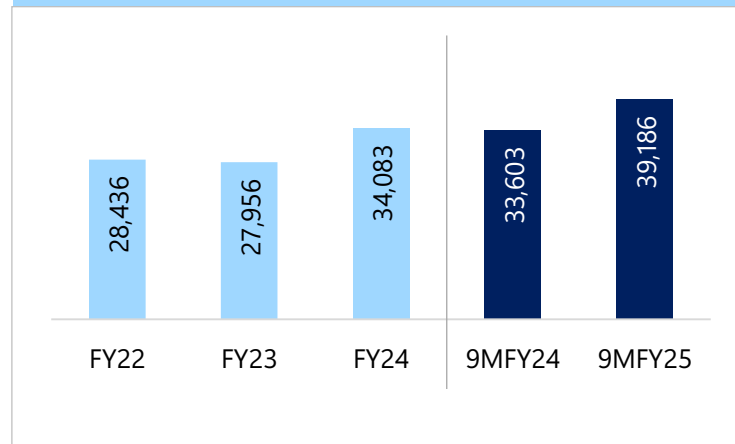
Conducted various specialty surgeries including bariatric surgeries



### Bed Occupancy Rate



### ARPOB (Rs per day)







Total 205 Beds, including 66 Beds across ICUs along with 8 OTs & 1 catheterization laboratory



The **only NABH accredited** hospital in Agartala and **one among 11 valid accredited hospitals** in North-East India as of October 2023. Also **accredited by NABL**



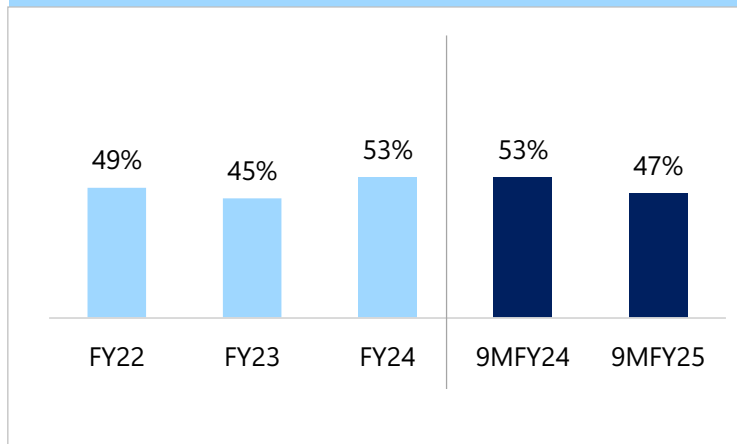
Received the '**Excellence in Community Engagement Award**' in 2021 from the Association of Healthcare Providers



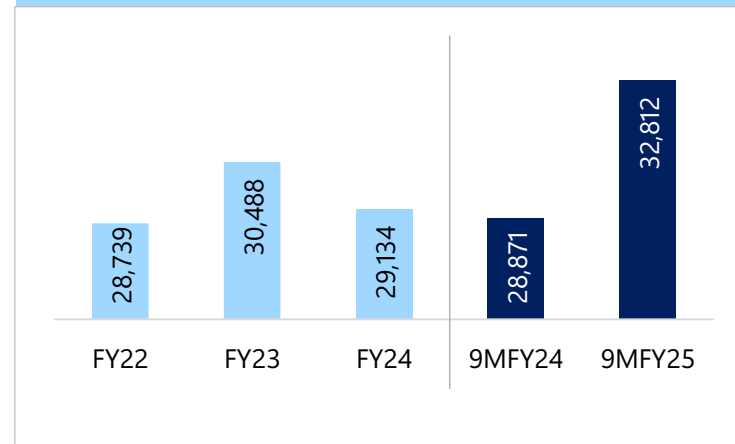
Credited with having performed surgeries like **congenital heart disease** and **cochlear implant operations** on infants



### Bed Occupancy Rate



### ARPOB (Rs per day)





**Total 155 Beds**, including 53 Beds across ICUs and HDUs along with 4 OTs & 1 catheterization laboratory



**NABH accredited** and **NABL accredited** for complying with ISO 15189:2012 standards in the field of medical testing



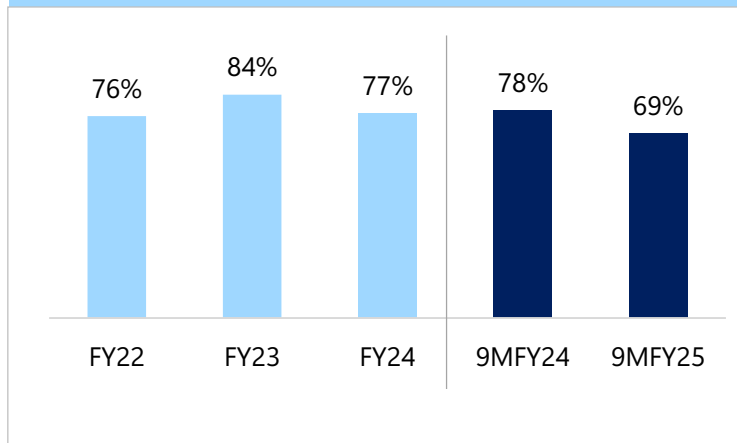
**Recognized by the CII for Excellence in Nursing** for their efforts, commitment and contribution during the COVID-19 pandemic



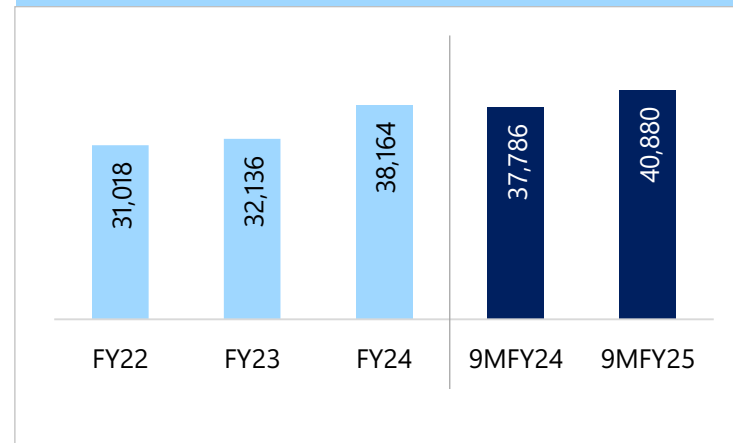
**Licensed to perform renal transplants** and performed 190 such surgeries in FY24



### Bed Occupancy Rate



### ARPOB (Rs per day)







Total 116 Beds, including 43 Beds across ICUs and HDUs along with 3 OTs & 1 catheterization laboratory



Located in close proximity to the Howrah railway station and enjoys a **strong locational advantage**



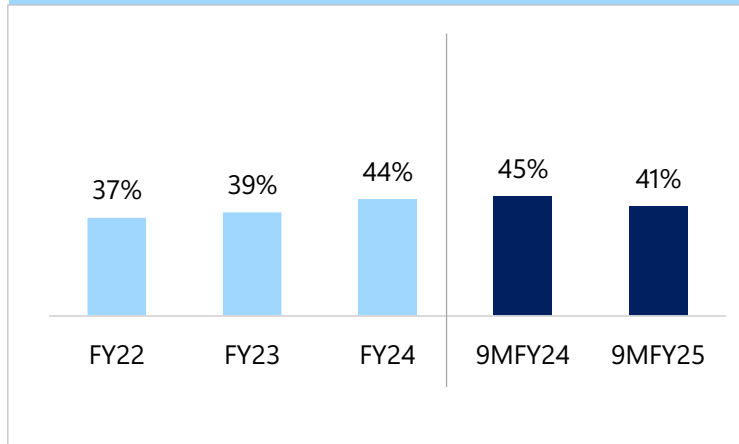
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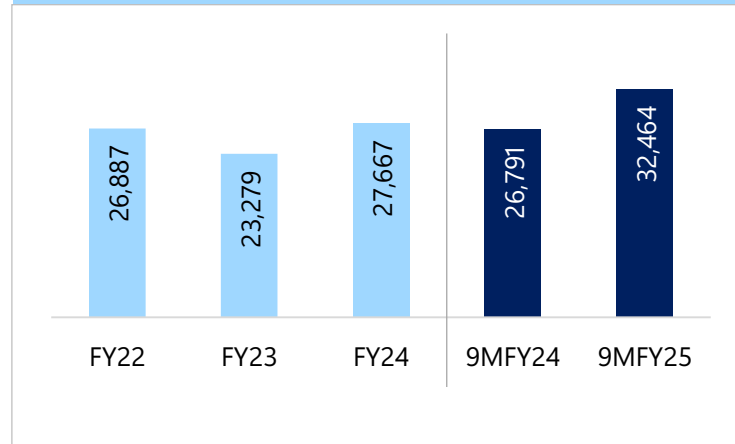
Commenced Robotic Knee Surgeries in January 2025



Bed Occupancy Rate



ARPOB (Rs per day)



# New ILS Raipur Hospital – Commissioning Expected by March/Early April FY25



Quaternary Care

State-of-the-art infrastructure for complex treatments and critical care



Hospital Capacity & Facilities

152 beds, including ICUs & HDUs, with Oncology facilities



Investment & Model

Rs 55 Cr investment (~Rs 3.6 Mn per bed) with an asset-light, rental-based model



Advanced Facilities

Equipped with 3 Tesla MRI and Dual Source CT Scan for precise diagnostics.



Expert Team

Highly skilled clinicians and trained staff ensuring top-quality patient care





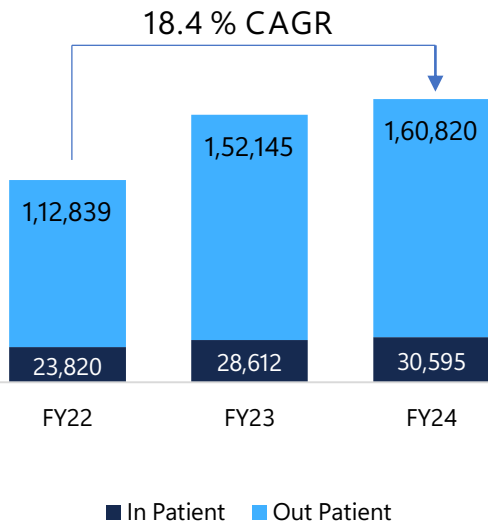
# Business Highlights





## Strategic Location of the Hospitals

Being in populous neighbourhoods builds familiarity with the local population and enables accessibility to our hospitals



## Right Sized, Full Service

Operating multispecialty, mid sized hospitals with:

Number of beds ranging from 85 to 205

Affordable ARPOB ranging ~Rs 36,700



## Disciplined Approach towards Costs

Strategic measures towards capital / cost optimization such as long-term lease model for some of the hospitals and other initiatives led to:

Capex per bed at ~Rs 7 to 8 Mn, lower than industry standards, leading to higher ROCE

EBITDA breakeven in short time spans

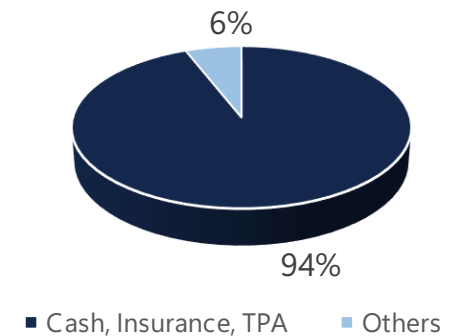
- Dum Dum hospital in 10 months
- Howrah hospital in 8 months



## Brand Strength demonstrated through Payor Mix

Very low dependence on business from Corporates and Government Schemes

### Payor Mix (9MFY25)



Cash to EBITDA at 63.5% as at H1FY25

# Professional and experienced leadership – Board of Directors



**Dwarika Prasad Tantia**  
Chairman & Wholetime Director



- Founding member of ILS Hospitals
- Oversees international business development, project execution and new business ventures
- ~50 years of experience in healthcare and infrastructure industry
- Appointed as Honorary Consul of the Republic of Ghana in Kolkata



**Dr. Om Tantia**  
Managing Director



- Founding member of ILS Hospitals
- More than 40+ years of experience as a medical practitioner
- Recognised as a surgeon of excellence by Surgical Review Corporation, USA
- Fellow Member of the Association of Surgeons of India in general surgery
- Served as President of Association of the Minimal Access Surgeons of India



**Anurag Tantia**  
Whole-time Director



- 12+ years of experience in healthcare management and looks after the daytoday operations of the Company
- Holds Bachelor of Science in Management with honours from University of Illinois



**Dr. Aruna Tantia**  
Non - Executive Director



- Senior consultant (gynaecology and obstetrics) in ILS Hospitals
- 36+ years of experience as a medical practitioner
- Holds Bachelor of Medicine and Bachelor of Surgery from Ravindra Nath Tagore Medical College, Udaipur, University of Rajasthan and Master of Surgery in Obstetrics and Gynaecology from Bhupendra Narayan Mandal University, Bihar
- Fellow of The Association of Minimal Access Surgeons of India- FMAS



**Dr. Ghanshyam Goyal**  
Non - Executive Director

- HOD of Diabetology at Salt Lake hospital since the year 2000
- Experience in general medicine and diabetology
- Holds Bachelor of Medicine, Bachelor of Surgery and Doctor of Medicine in general medicine from S.M.S. Medical College, University of Rajasthan



**Kashi Prasad Khandelwal**  
Non-Executive Independent Director



- More than 4 decades of experience as a Chartered Accountant & expertise in Audit, Accounting, Direct and Indirect Tax, Corporate law matters.



**Dr. Tapti Sen**  
Independent Director



- Experience of almost 35 years as a medical practitioner
- Bachelor of Medicine, Bachelor of Surgery and Master of Surgery from University of Nagpur
- Serves as the Secretary of Kolkata Breast Health and Welfare Association



**Hari Modi**  
Independent Director



- Graduated from the University of Calcutta and has passed the final examination of the Institute of Cost and Works Accountant of India



**Deepak Pramanik**  
Independent Director



- 30+ years of experience in management consultancy, human resources and finance
- Bachelor degree in Technology in Mechanical Engineering from IIT, Madras and a Post Graduate Diploma in Management from IIM, Calcutta



**Amrendra Prasad Verma**  
Independent Director



- Experience in credit, finance and banking sectors
- Served as the MD and CEO of SBI Capital Markets Ltd and as a Deputy MD and Group Executive (Mid Corporate) and Chief Credit and Risk Officer of the State Bank of India



Member



Chairman



Stakeholders Relationship Committee



CSR Committee



Executive Committee



Audit Committee



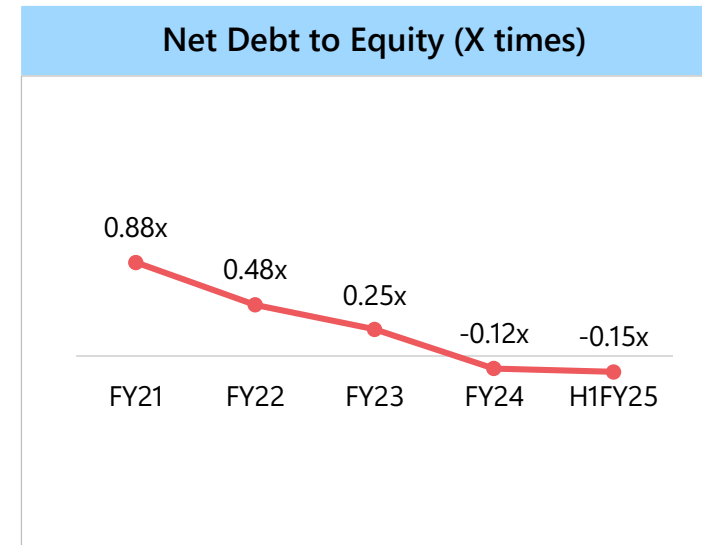
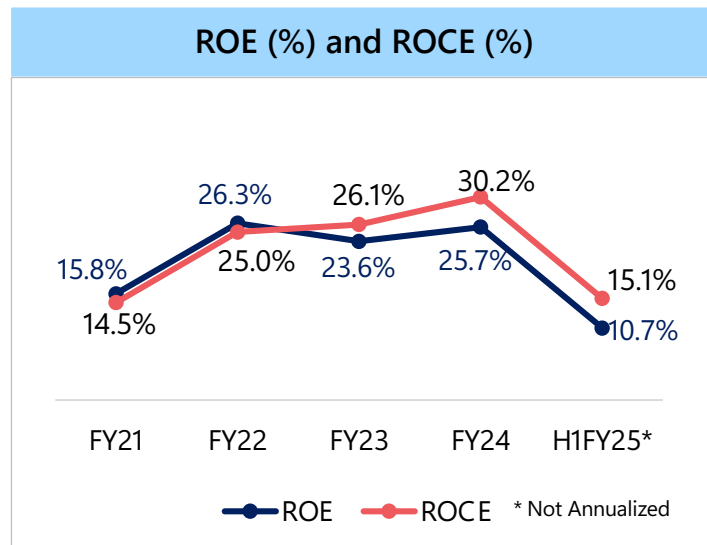
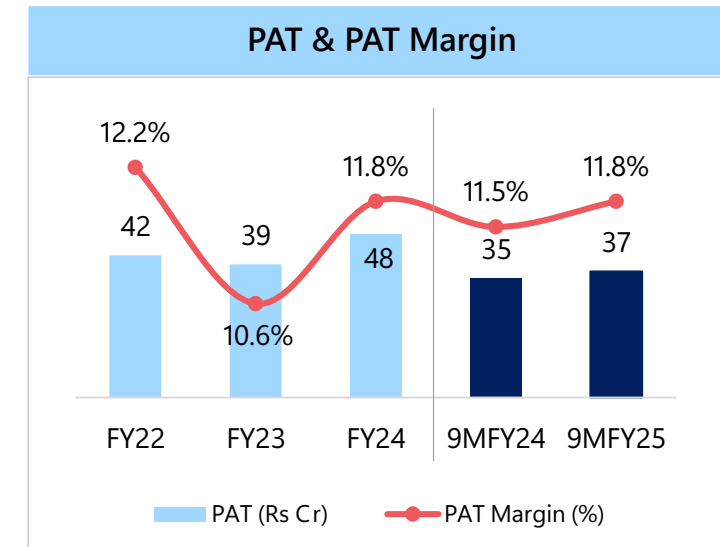
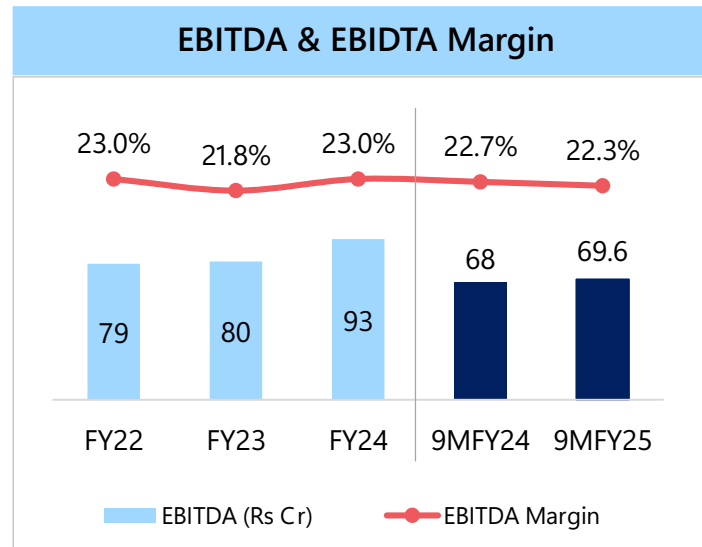
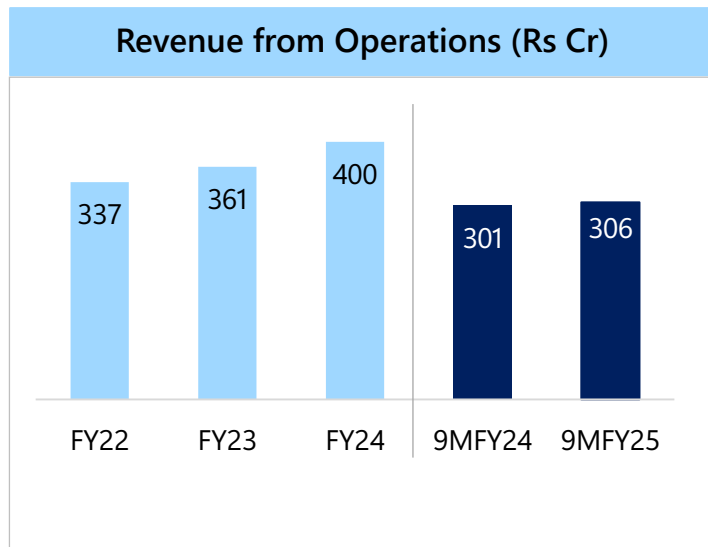
Nomination & Remuneration Committee



Risk Management Committee

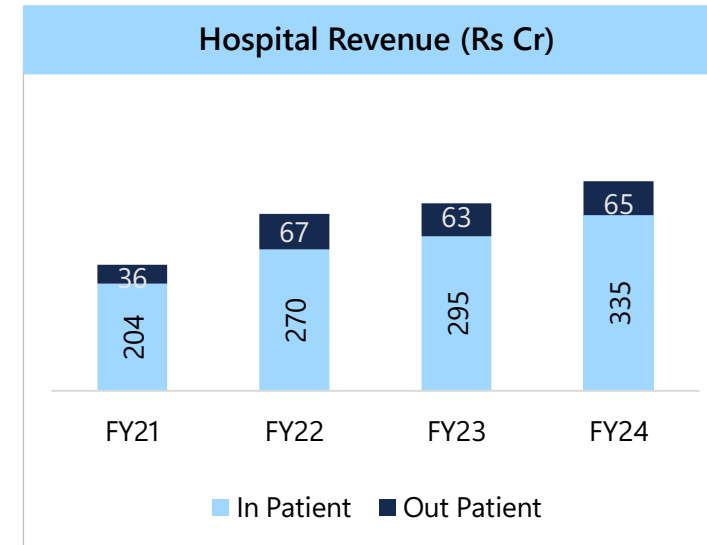
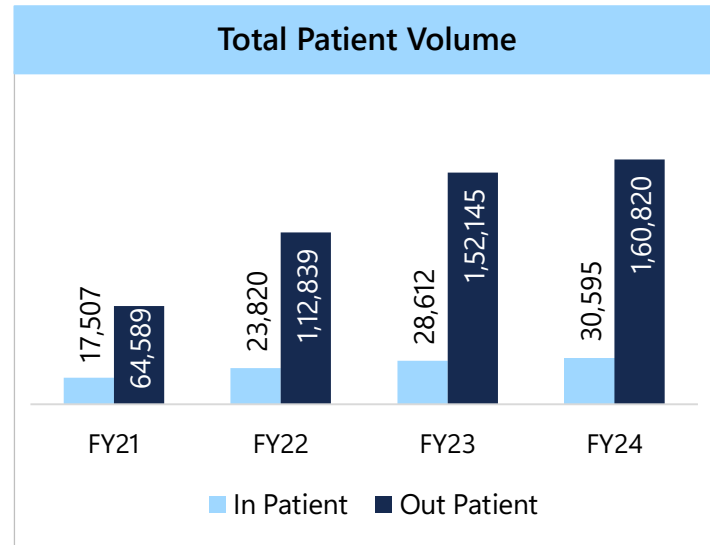
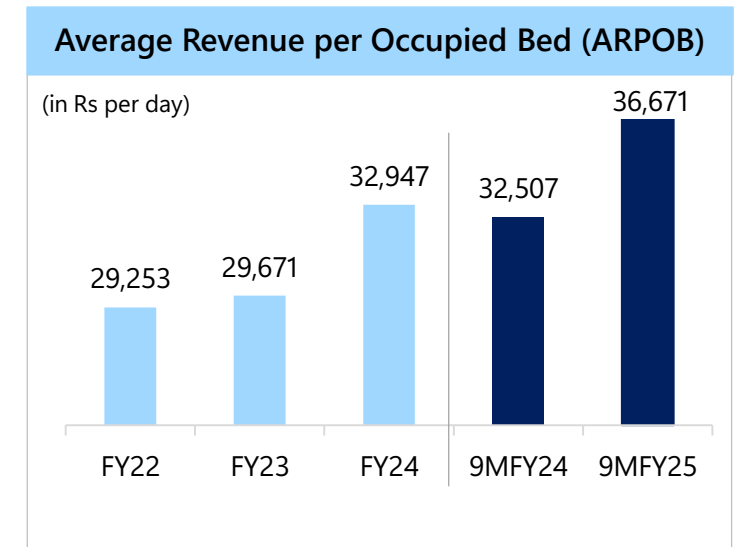
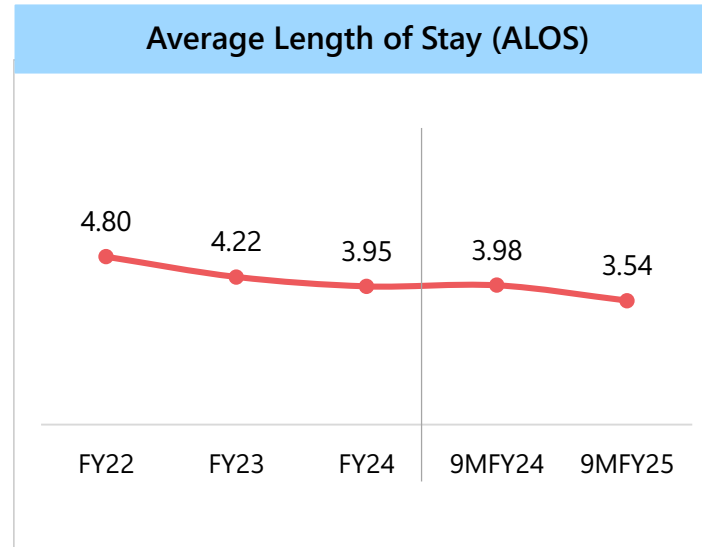
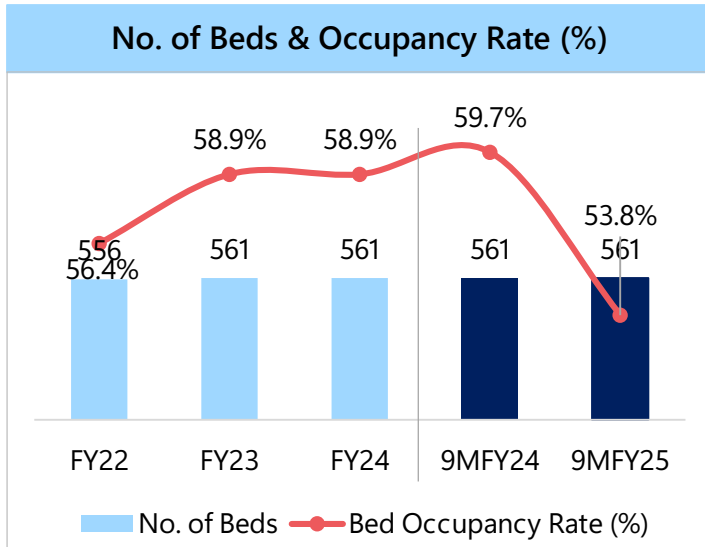


# Annual Performance





# Key Operational Metrics



Particulars (Rs Cr)	FY23	FY24	9MFY25
Revenue from operations	361.0	400.2	305.7
Other Income	5.7	5.3	6.9
<b>Total Income</b>	<b>366.7</b>	<b>405.5</b>	<b>312.6</b>
Cost of materials consumed	75.9	83.0	58.8
Employee benefits expense	62.0	68.9	55.0
Other expenses	148.8	160.5	129.2
<b>EBITDA</b>	<b>80.0</b>	<b>93.1</b>	<b>69.6</b>
<i>EBITDA Margin</i>	<i>21.8%</i>	<i>23.0%</i>	<i>22.3%</i>
Depreciation and amortisation expenses	14.9	18.0	14.2
Finance costs	9.2	7.1	2.5
<b>Profit before tax</b>	<b>56.0</b>	<b>68.0</b>	<b>52.9</b>
Tax expense	17.0	20.3	15.9
<b>PAT</b>	<b>39.0</b>	<b>47.8</b>	<b>37.0</b>
<i>PAT Margin</i>	<i>10.8%</i>	<i>11.8%</i>	<i>11.8%</i>
<b>EPS (Rs per Share)</b>	<b>4.9</b>	<b>6.0</b>	<b>4.5</b>

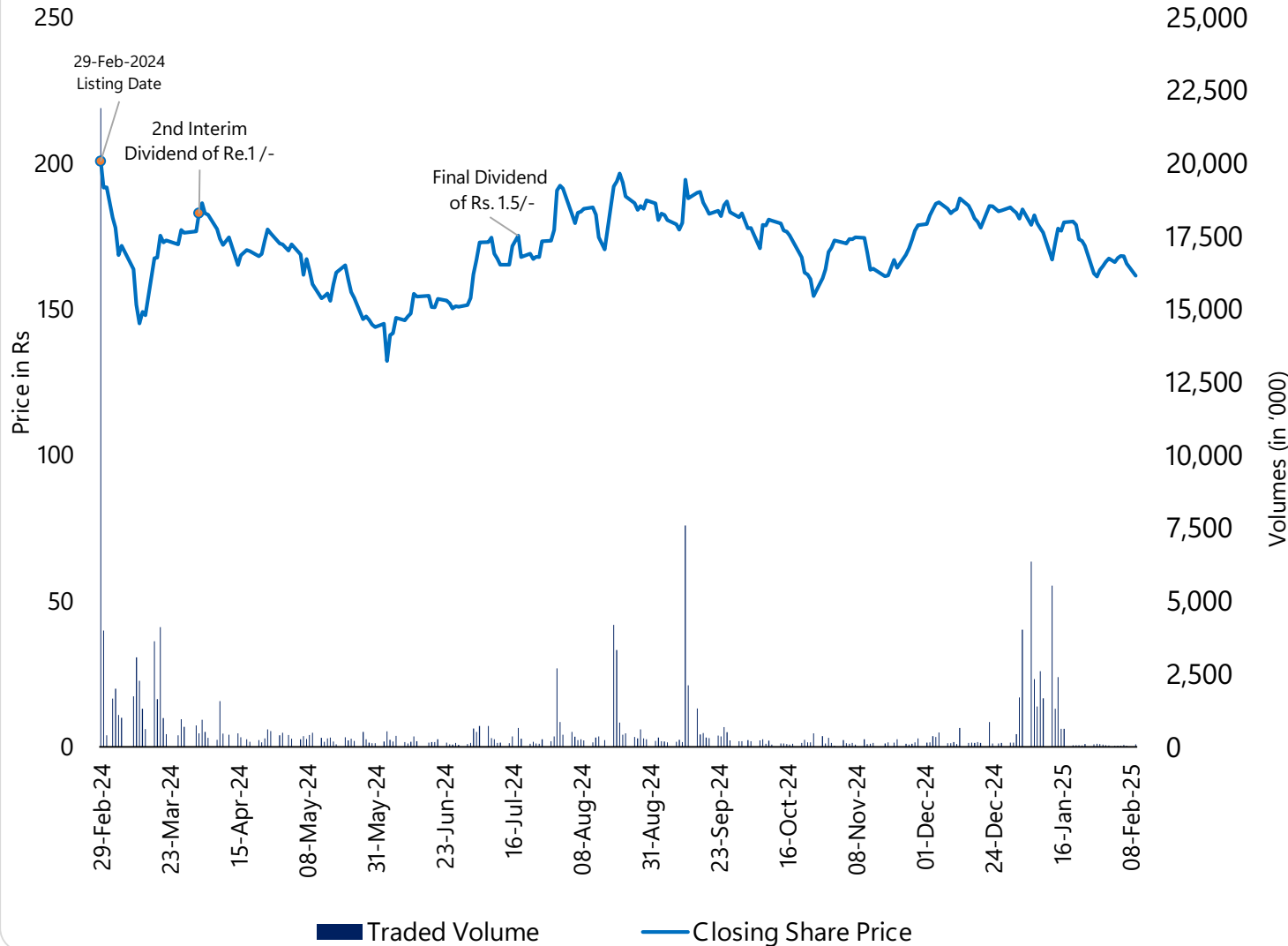
Assets (Rs Cr)	Mar-23	Mar-24	Sep-24
PPE	203.7	201.1	198.7
Other Non-Current Asset	36.6	45.1	55.4
Investments	5.2	19.2	22.9
<b>Non-Current Assets</b>	<b>245.5</b>	<b>265.4</b>	<b>277.0</b>
Inventories	8.9	8.2	9.1
Debtors	20.7	24.3	28.2
Cash Eq. and Bank	8.9	9.1	4.5
Loans	23.3	11.2	0.8
Investments	8.3	11.2	16
Other Current Assets	11.2	16.2	11.2
<b>Current Assets</b>	<b>81.3</b>	<b>80.1</b>	<b>69.8</b>
<b>Total Assets</b>	<b>326.8</b>	<b>345.5</b>	<b>346.8</b>

Liabilities (Rs Cr)	Mar-23	Mar-24	Sep-24
Share Capital	79.9	82.1	82.1
Other Equity	85.5	136.4	148.9
<b>Total Equity</b>	<b>165.4</b>	<b>218.5</b>	<b>231</b>
Borrowings	40.3	3.6	2.3
Lease Liabilities	16.5	15.3	15.4
Other Non-Current Liabilities	22.8	30.9	34.4
<b>Non-Current Liabilities</b>	<b>79.6</b>	<b>49.8</b>	<b>52.1</b>
Borrowings	24.4	8.8	68.8
Trade Payables	33.4	17.6	36.8
Provisions	10.2	37.4	2.2
Other Financial Liabilities	9.4	6.4	9.3
Other Current Liabilities	4.4	7.0	5.2
<b>Current Liabilities</b>	<b>81.8</b>	<b>77.2</b>	<b>63.7</b>
<b>Total Liabilities</b>	<b>326.8</b>	<b>345.5</b>	<b>346.8</b>

# Cash Flow Statement

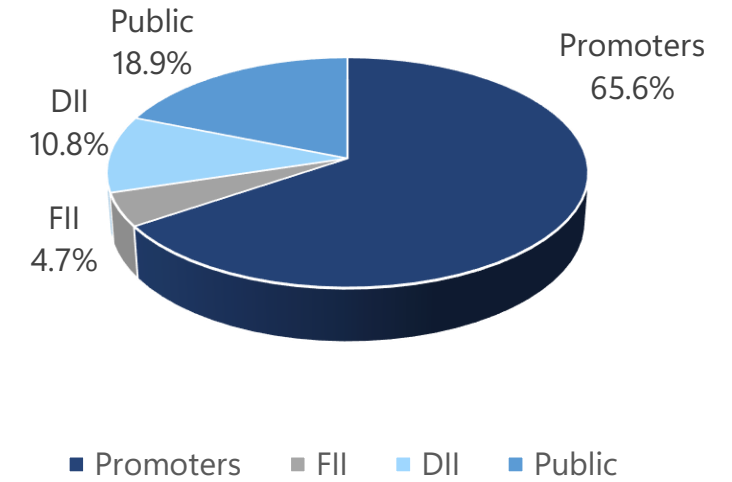
Particulars (in Cr)	Mar-23	Mar-24	Sep-24
<b>Cash Flow from Operating Activities</b>			
Profit before Tax	56.0	68.0	35.4
Adjustment from Non-Operating Items			
Operating Profit before Working Capital	74.6	90.0	44.1
(Increase)/decrease in Inventories	-1.6	0.8	-0.9
(Increase)/decrease in Trade Receivables	-7.7	-5.4	-5.8
(Increase)/decrease in Payables & other Adjustments	11.4	-1.5	21.4
Cash generated from Operations	76.6	83.8	29.4
Less: Direct Taxes Paid	-10.3	-15.0	-4.7
<b>Net Cash from Operating Activities</b>	<b>66.4</b>	<b>68.8</b>	<b>24.7</b>
<b>Net Cash flow from Investing Activities</b>	<b>5.2</b>	<b>-25.2</b>	<b>-4.5</b>
<b>Net Cash flow from Financing Activities</b>	<b>-73.2</b>	<b>-48.5</b>	<b>-18.7</b>
<b>Net increase/(decrease) in Cash &amp; Cash Equivalent</b>	<b>-1.7</b>	<b>-4.9</b>	<b>1.6</b>
Add: Cash and Cash Equivalents as at 1st April	8.3	6.6	1.7
Cash and Cash Equivalents as at 31st March	6.6	1.7	3.3

## Share Price Movement



Stock Price Chart as on 10-February-2025

## Shareholding Pattern (as on December-24)



## Script Related Information (as on 10-February-2025)

BSE/NSE Code	544131   GPTHEALTH
CMP (Rs)	162
Market Cap (Rs Cr)	1,326
Shares O/s (Cr)	8.21
Face Value (Rs)	10
Average Trading Volume ('000)	668

# Thank You



**GPT Healthcare Limited**

CIN No.: L70101WB1989PLC047402

[ghl.cosec@gptgroup.co.in](mailto:ghl.cosec@gptgroup.co.in)

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For more details : [www.ilshospitals.com](http://www.ilshospitals.com)



**Stellar IR Advisors Pvt. Ltd.**

Contact No.: 022 62398024

Ms. Pooja Sharma  
[pooja.sharma@stellar-ir.com](mailto:pooja.sharma@stellar-ir.com)

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Mr. Akhilesh Gandhi  
[akhilesh@stellar-ir.com](mailto:akhilesh@stellar-ir.com)