

GPTHEALTH/CS/SE/2024-25

May 21, 2024

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

Dear Sir/Madam

Sub: Submission of Investors 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 quarter and year ended March 31, 2024 for dissemination to general public and Investors. Kindly take the aforesaid information on record and oblige.

Kindly take the aforesaid information on record and oblige.

Thanking You,

Yours sincerely,

For GPT Healthcare Limited

Ankur Sharma
Company Secretary and Compliance Officer
M. No A31833

Encl. As Above.



GPT Healthcare Limited

Investor Presentation – Q4 & FY24

NSE: GPTHEALTH | BSE: 544131



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **GPT Healthcare 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 contractor 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

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guaranteeing of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



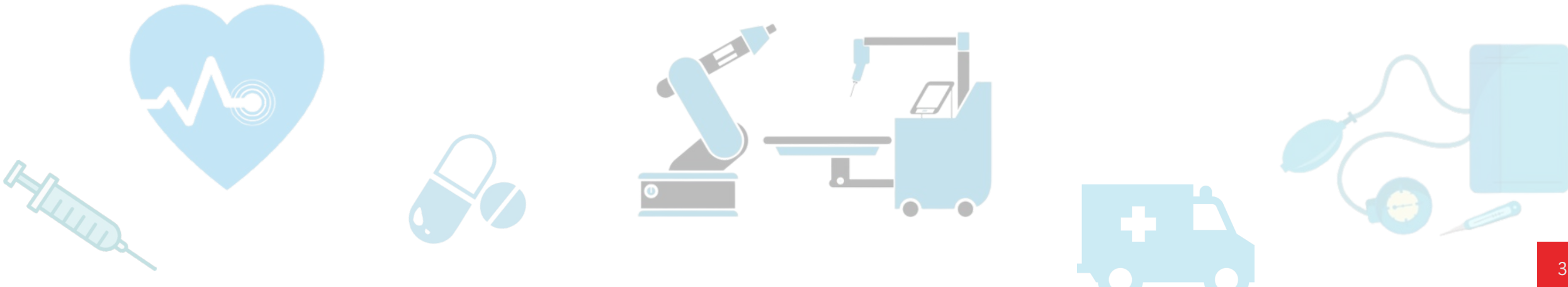
Company Overview



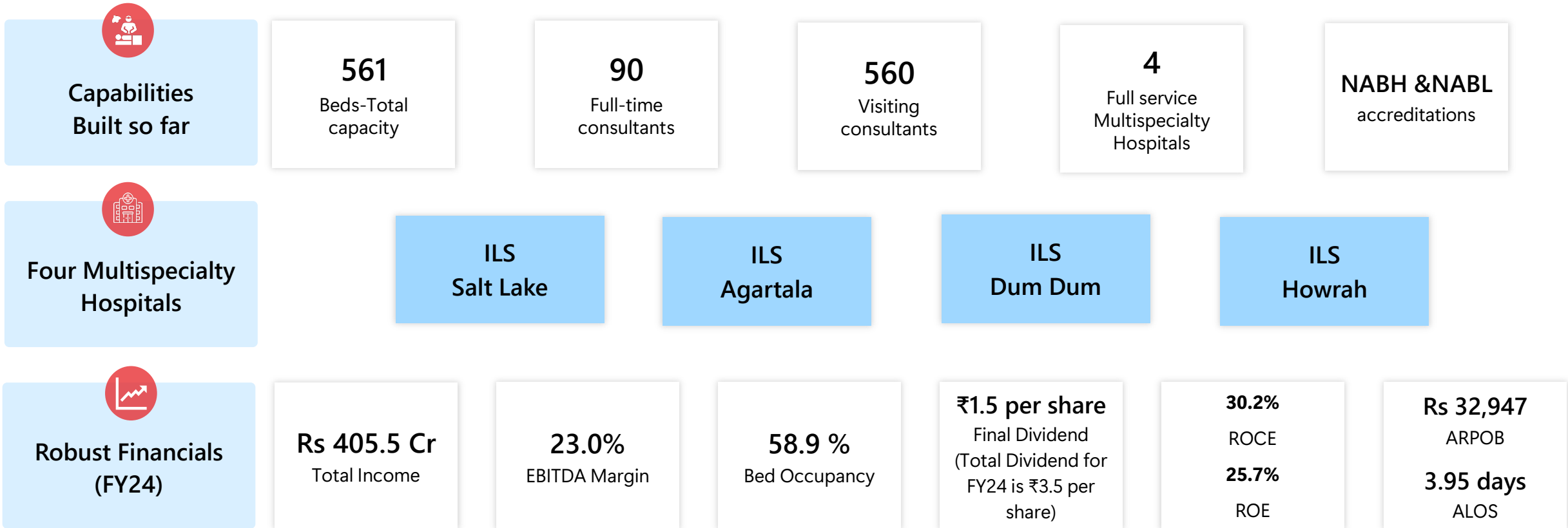
Business Highlights



Financial Performance



- ✓ 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



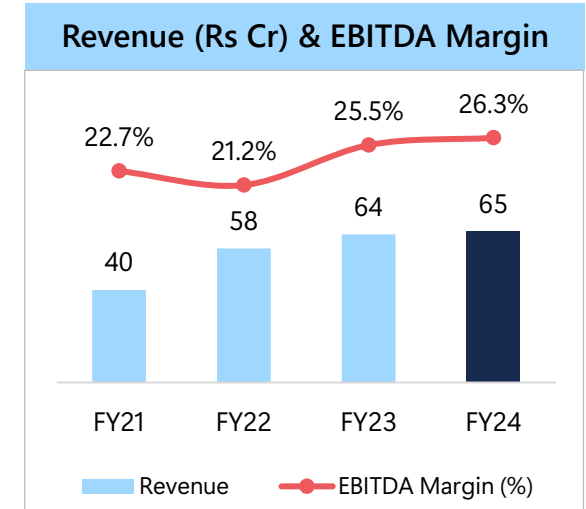
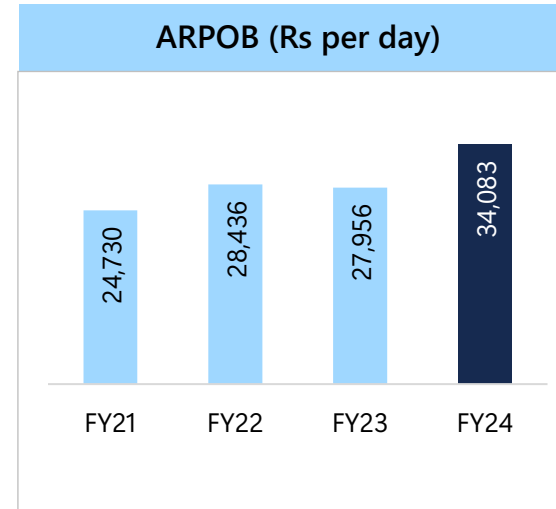
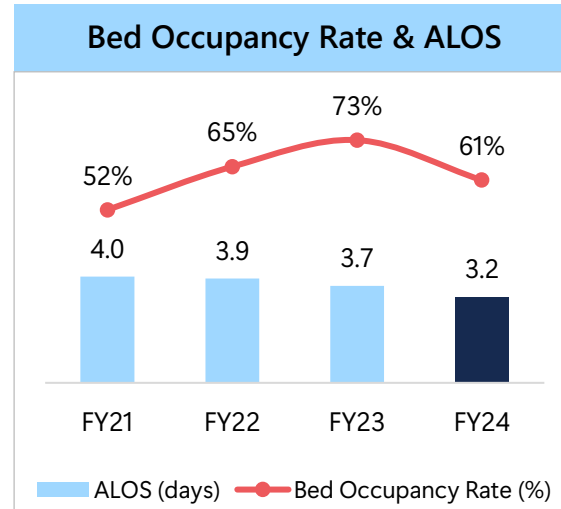
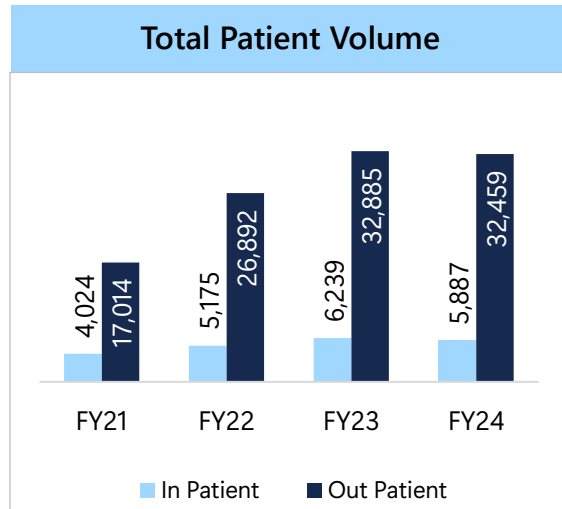
The Department of Minimal Access Surgery is **accredited by National Board of Examinations** for training of post-graduate surgeons under the Fellowship of National Board in Minimal Access Surgery



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 and **advanced robotic surgeries**





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



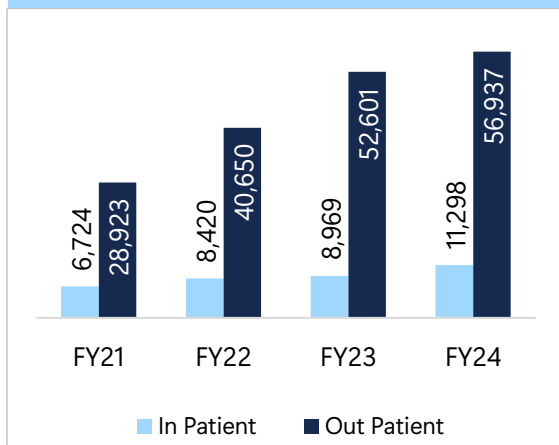
Received the 'Excellence in Community Engagement Award' in 2021 from the Association of Healthcare Providers



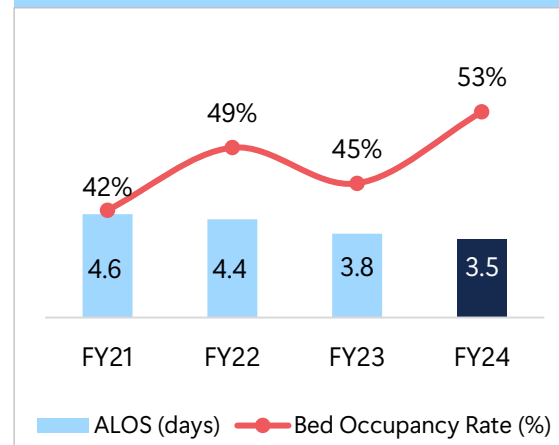
Credited with having performed surgeries like congenital heart disease and cochlear implant operations on infants



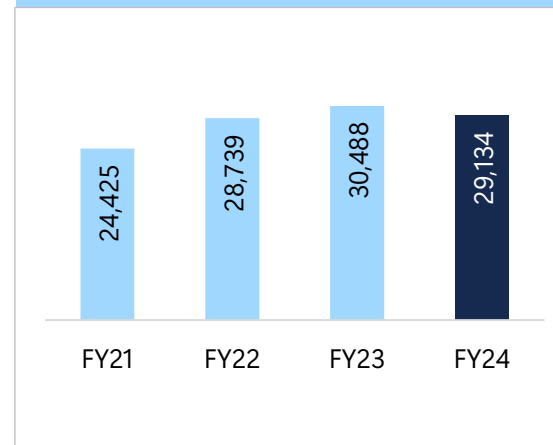
Total Patient Volume



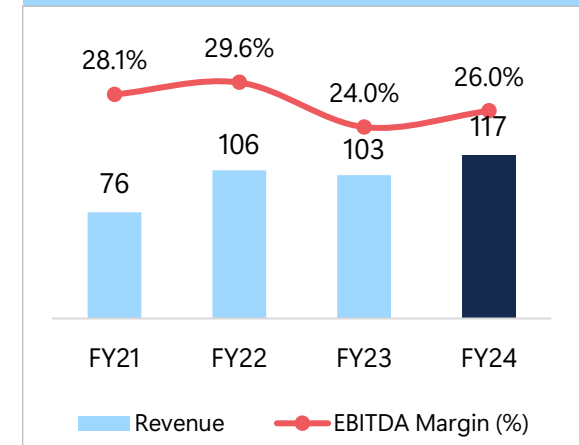
Bed Occupancy Rate & ALOS



ARPOB (Rs per day)



Revenue (Rs Cr) & EBITDA Margin





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



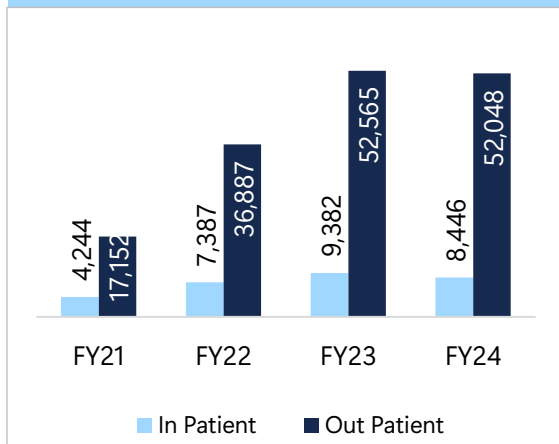
Recognized by the CII for Excellence in Nursing for their efforts, commitment and contribution during the COVID-19 pandemic



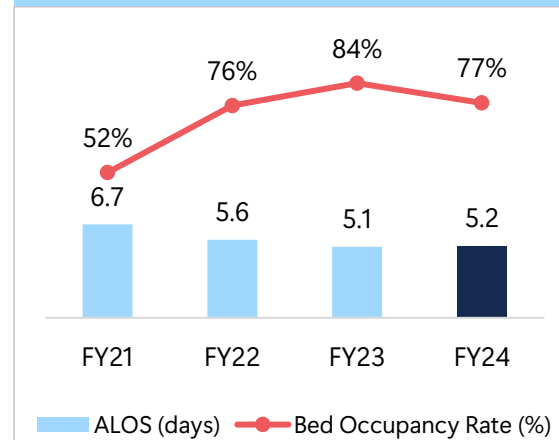
Licensed to perform renal transplants and performed 190 successful renal transplants in FY24



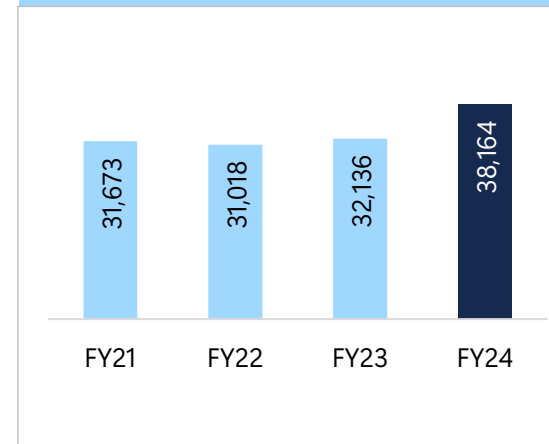
Total Patient Volume



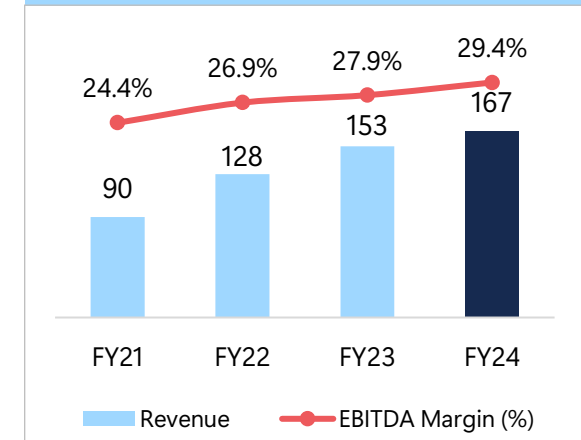
Bed Occupancy Rate & ALOS



ARPOB (Rs per day)



Revenue (Rs Cr) & EBITDA Margin





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**



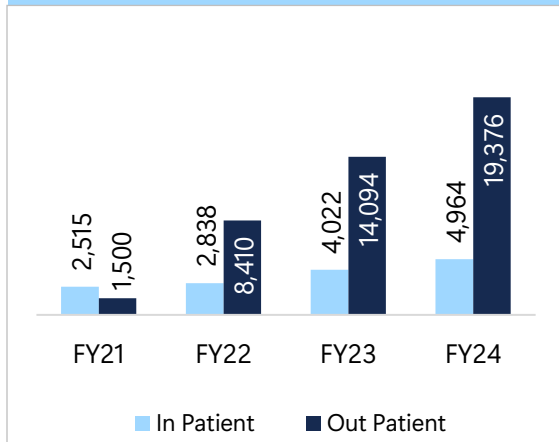
Recognized by the CII for Excellence in Nursing for their efforts, commitment and contribution during the COVID-19 pandemic



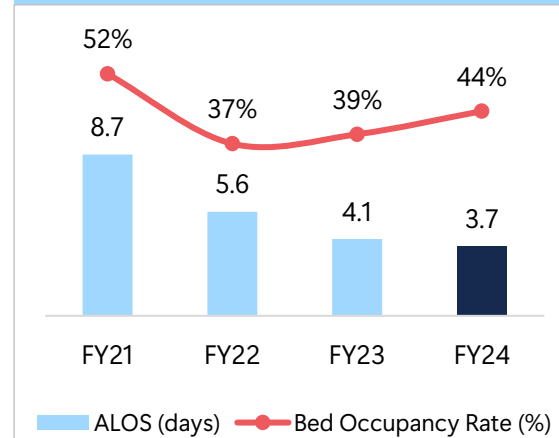
Immense potential in the region with the closest hospital being more than 5 km away



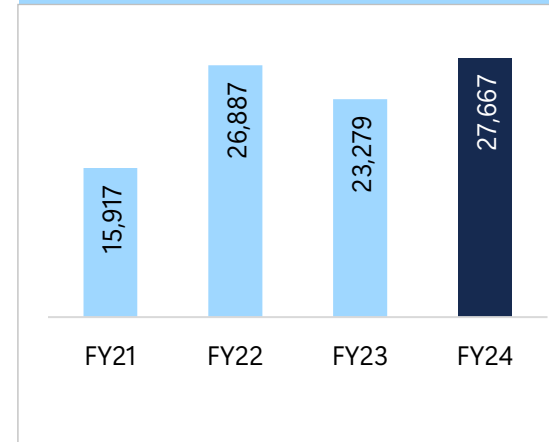
Total Patient Volume



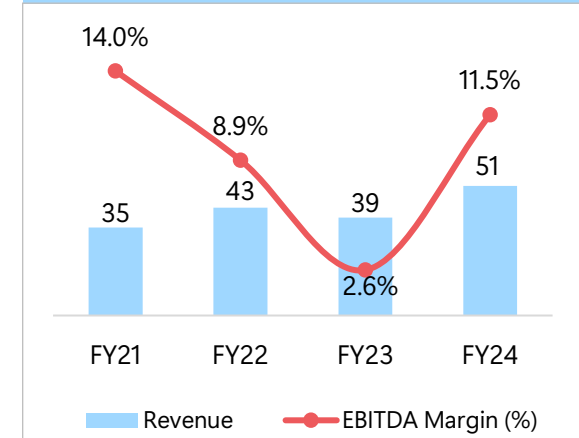
Bed Occupancy Rate & ALOS



ARPOB (Rs per day)



Revenue (Rs Cr) & EBITDA Margin



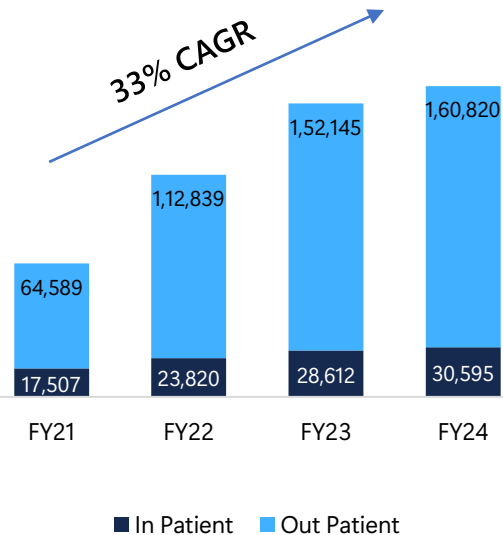


Business Highlights



Strategic Location of the Hospitals

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

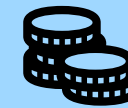


Right Sized, Full Service

Operating multispecialty, mid sized hospitals with:

Number of beds ranging from 85 to 205

Affordable ARPOB ranging ~Rs 32,950



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

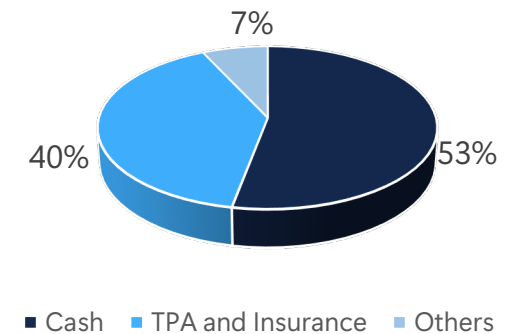
- Dum Dum hospital in 10 months
- Howrah hospital in 8 months



Brand Strength demonstrated through Payor Mix

Very low dependence on business from Corporates and Government Schemes

Payor Mix (FY24)



Cash to EBITDA at 93%, among Industry best

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
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



Existing Hospitals

- ✓ **New offering at Agartala Hospital:** Plans to open a new Cancer Care Department (Radiation Oncology) which is likely to be commissioned in Q1FY25. 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

Ranchi, Jharkhand – 140 Beds; Estimated cost of Rs 50 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 Hospital and performed 300+ robotic surgeries
- ✓ Set up a 3D imaging to enable interventional neurology cases at Dum Dum Hospital
- ✓ Form a digital healthcare ecosystem

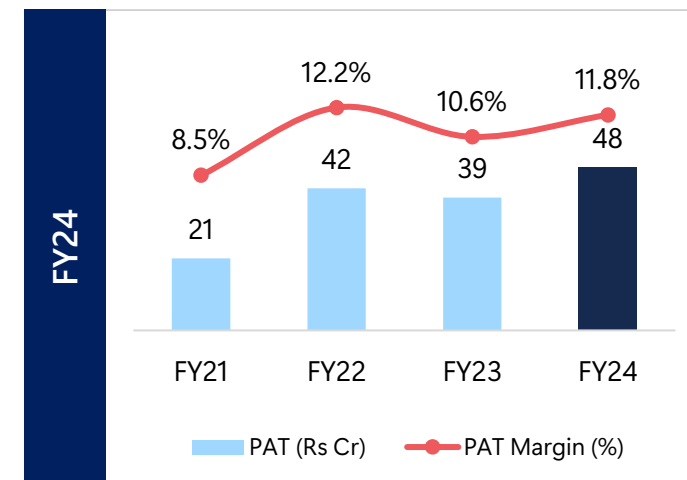
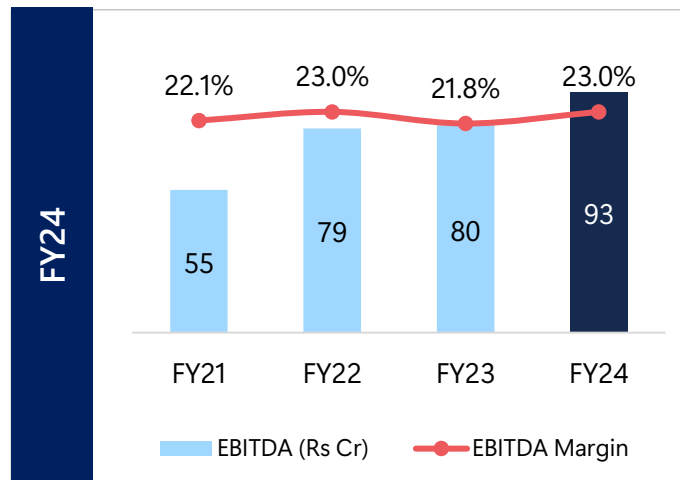
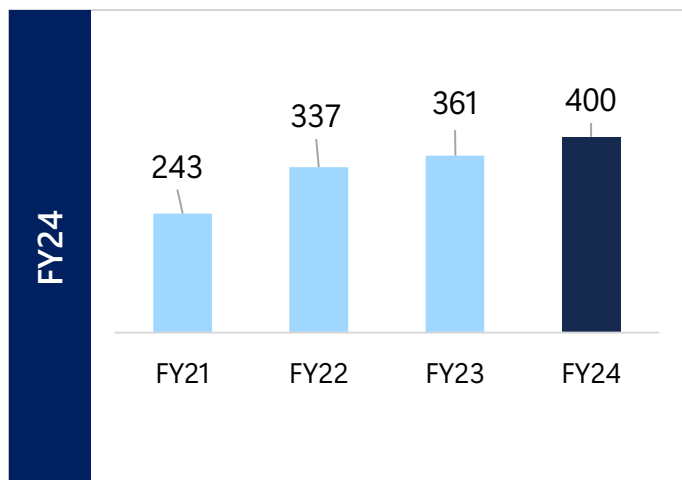
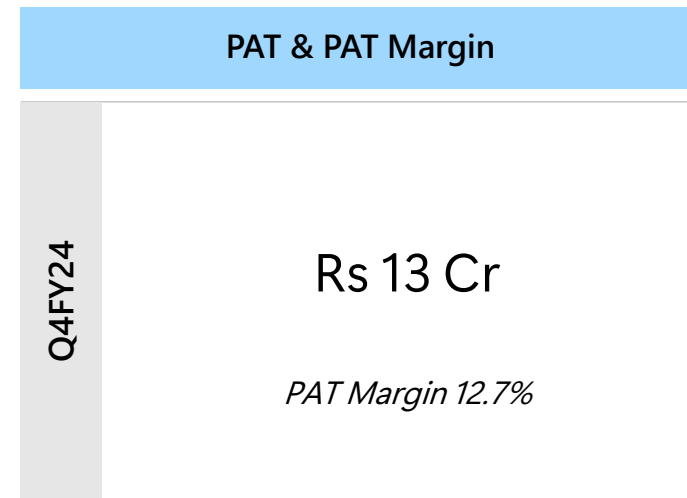
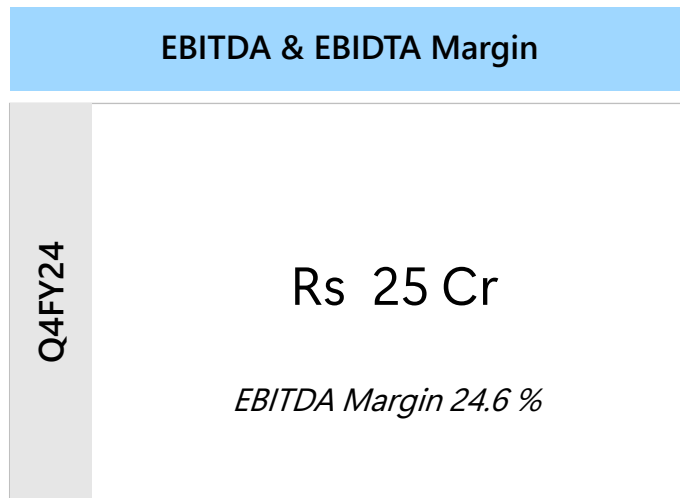
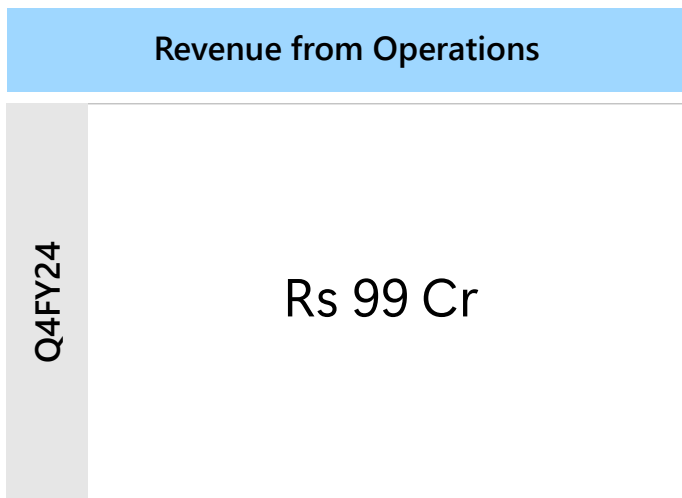
ILS-MyHealth: Healthcare mobile app, to allow patients seamlessly book appointments and access medical information on a real time basis

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

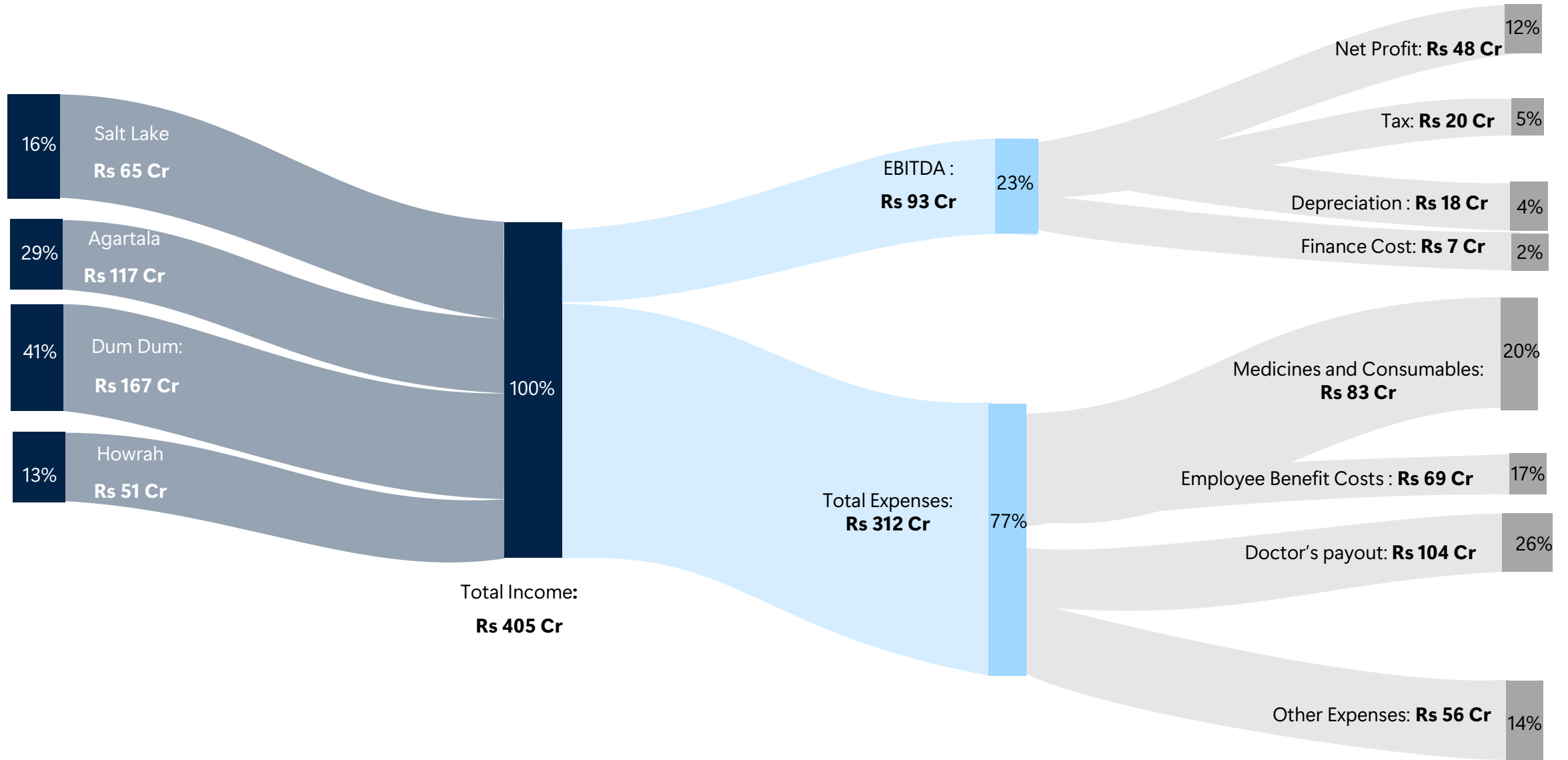


Financial Performance

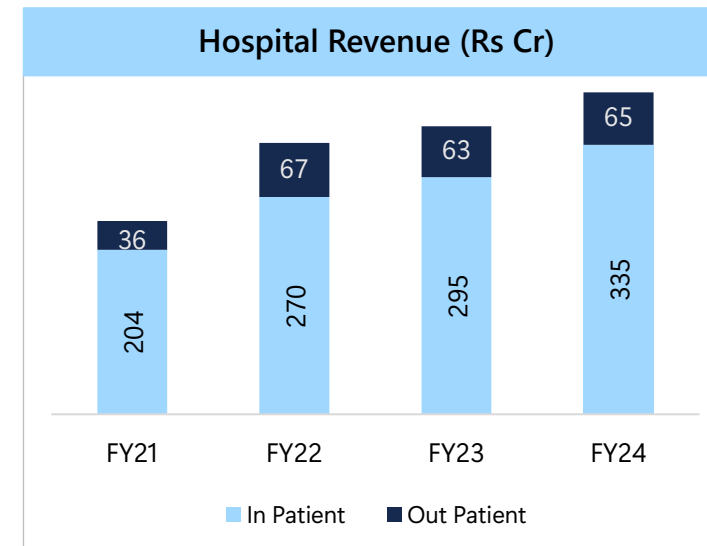
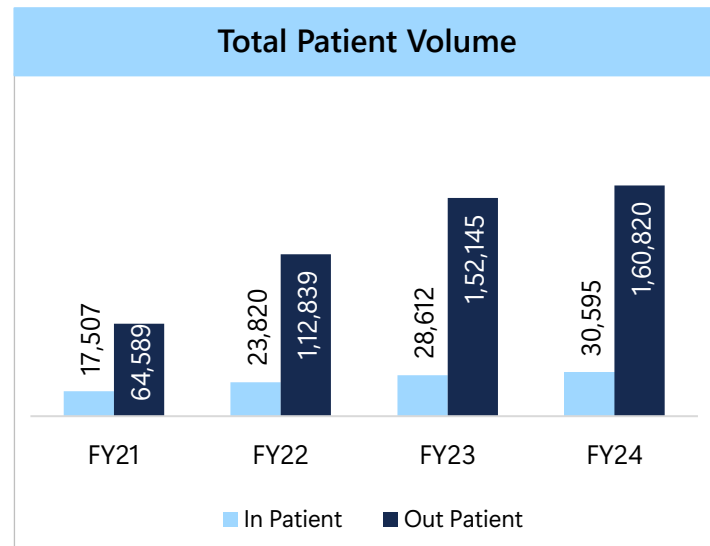
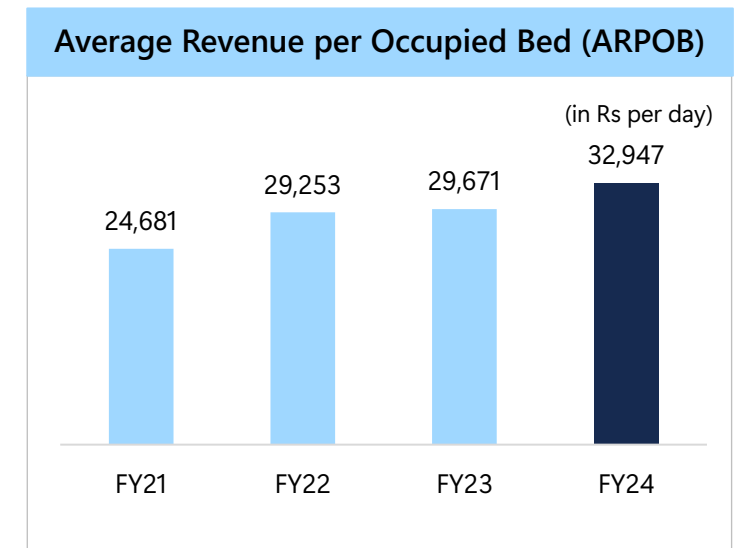
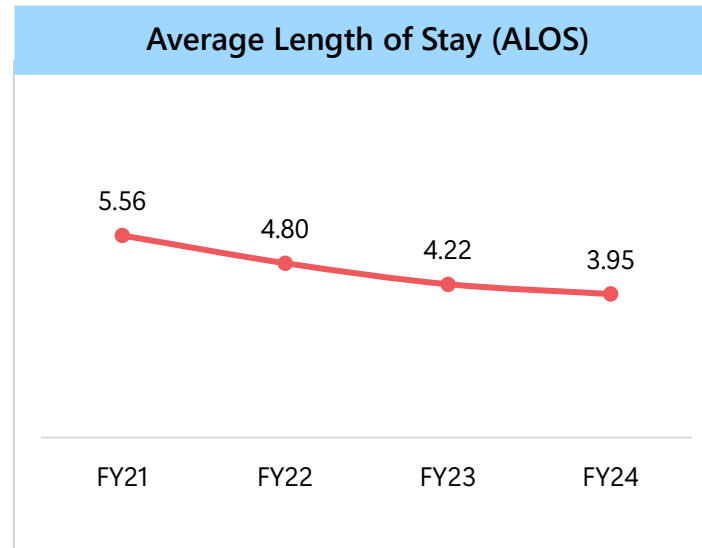
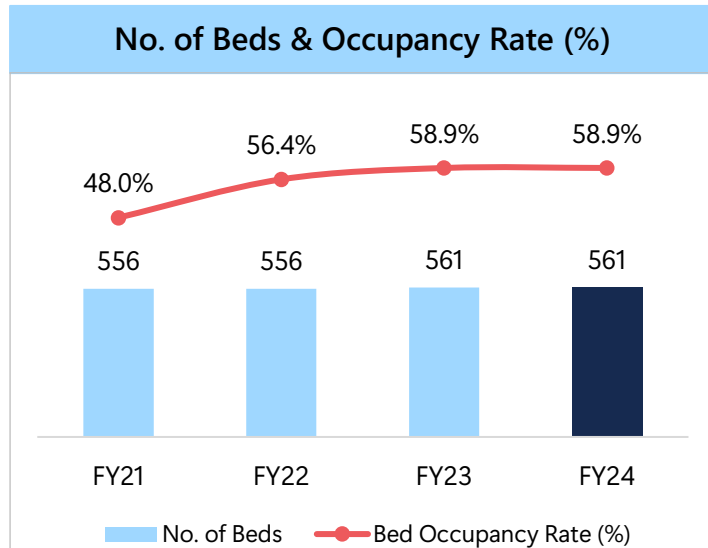
Robust Performance Continues in Q4 & FY24



Financial Highlights (As of FY24)



Key Operating Metrics



Hospital wise Performance

Data as of FY24	Salt Lake Hospital (Year - 2000)	Agartala Hospital (Year - 2011)	Dum Dum Hospital (Year - 2013)	Howrah Hospital (Year - 2019)	Total
Bed Capacity (No. of Beds)	85	205	155	116	561
Bed Occupancy Rate (%)					
ALOS (in Days)	3.2	3.5	5.2	3.7	4.0
ARPOB (Rs Per day)	34,083	29,134	38,164	27,667	32,947
Revenue (Rs Cr)	64.8	116.9	166.6	51.2	400.2
EBITDA Margin (%)					
Volume (FY24)					

Quarterly Profit & Loss

Particulars (Rs Cr)	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
Revenue from operations	99.4	96.1	3.43%	96.6	2.9%	400.2	361.0	10.8%
Other Income	1.6	2.3	-30.43%	1.2	35.8%	5.3	5.7	-7.1%
Total Income	101.0	98.4	2.64%	97.8	3.3%	405.5	366.7	10.6%
Cost of materials consumed	20.8	20.3	2.46%	19.7	5.6%	83.0	75.9	9.4%
Employee benefits expense	17.0	15.0	13.33%	17.3	-1.5%	68.9	62.0	11.1%
Other expenses	38.4	37.2	3.23%	38.6	-0.6%	160.5	148.8	7.9%
EBITDA	24.8	25.9	-4.25%	22.2	11.8%	93.1	80.0	16.3%
<i>EBITDA Margin</i>	<i>24.6%</i>	<i>26.3%</i>	<i>-150 bps</i>	<i>23.0%</i>	<i>330 bps</i>	<i>23.0%</i>	<i>21.8%</i>	<i>120 bps</i>
Depreciation and amortisation expenses	4.8	4.0	20.00%	4.5	6.6%	18.0	14.9	20.6%
Finance Costs	1.6	2.5	-36.00%	1.7	-5.4%	7.1	9.2	-22.4%
Profit before tax	18.4	19.4	-5.15%	16.0	15.1%	68.0	56.0	21.6%
Tax expense	5.6	9.0	-37.78%	4.5	24.0%	20.3	17.0	19.5%
PAT	12.8	10.4	23.08%	11.5	11.6%	47.8	39.0	22.4%
<i>PAT Margin</i>	<i>12.7%</i>	<i>10.6%</i>	<i>110 bps</i>	<i>11.9%</i>	<i>80 bps</i>	<i>11.8%</i>	<i>10.8%</i>	<i>100 bps</i>
EPS (Rs per Share)	1.6	1.3		1.4		6.0	4.9	

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

Annual Balance Sheet

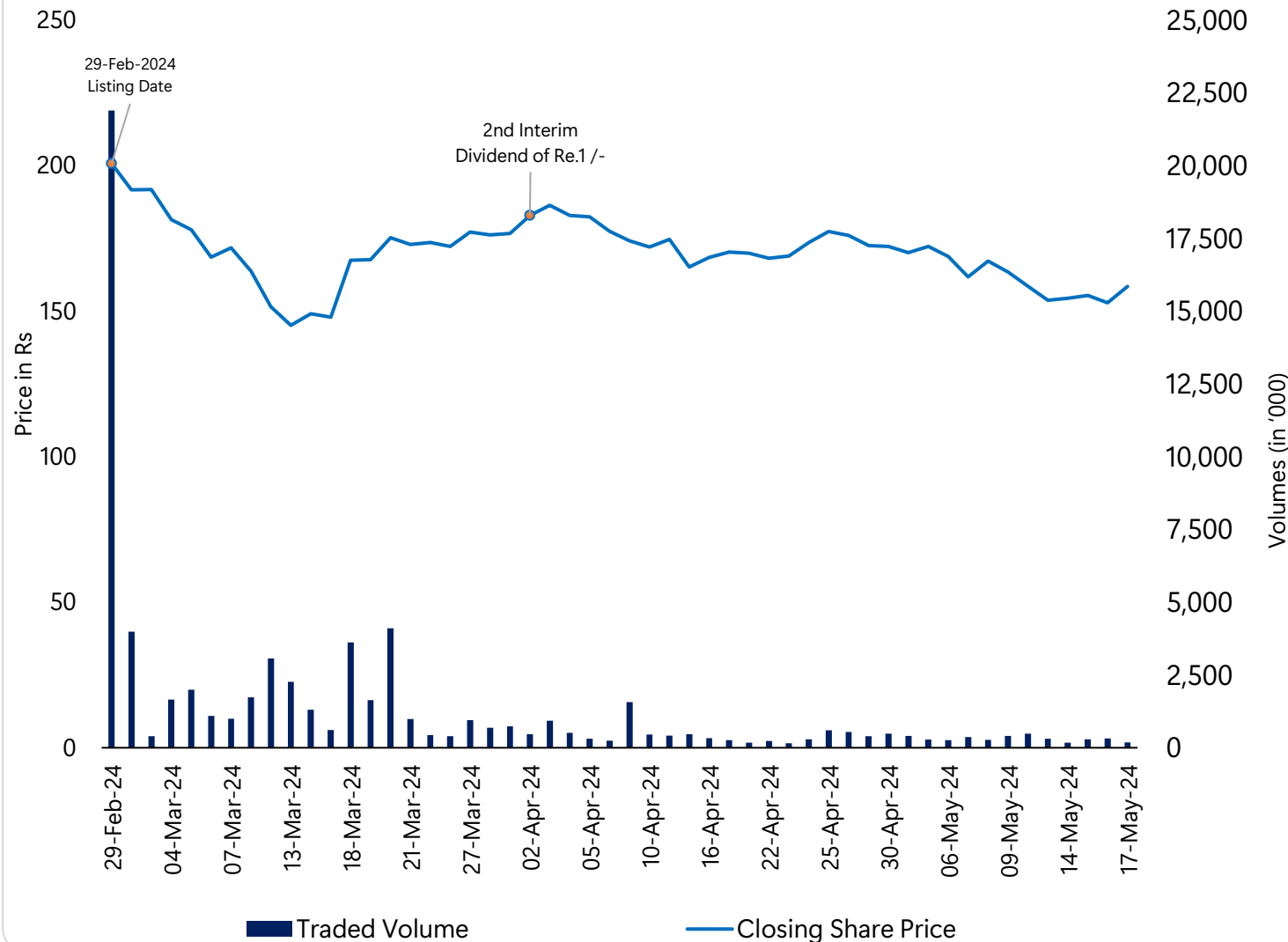
Assets (Rs Cr)	Mar-23	Mar-24
PPE	203.7	201.1
Investments	36.6	45.1
Other Non- Current Assets	5.2	19.2
Non-Current Assets	245.5	265.4
Inventories	8.9	8.2
Debtors	20.7	24.3
Cash Eq. and Bank	8.9	9.1
Loans	23.3	11.2
Investments	8.3	11.2
Other Current Assets	11.2	16.1
Current Assets	81.3	80.1
Total Assets	326.8	345.5

Liabilities (Rs Cr)	Mar-23	Mar-24
Share Capital	79.9	82.1
Other Equity	85.5	136.4
Total Equity	165.4	218.5
Borrowings	40.3	3.6
Lease Liabilities	16.5	15.3
Other Non-Current Liabilities	22.8	30.9
Non-Current Liabilities	79.6	49.8
Borrowings	24.4	8.8
Trade Payables	33.4	37.4
Other Financial Liabilities	10.2	17.6
Provisions	9.4	6.4
Other Current Liabilities	4.4	7
Current Liabilities	81.8	77.2
Total Liabilities	326.8	345.5

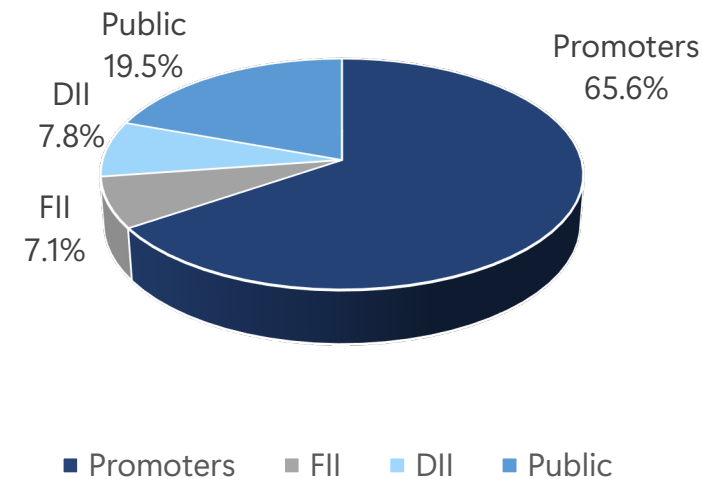
Cash Flow Statement

Particulars (in Cr)	Mar-23	Mar-24
Cash Flow from Operating Activities		
Profit before Tax	56.0	68.0
Operating Profit before Working Capital	74.6	91.9
(Increase)/decrease in Inventories	-1.6	0.8
(Increase)/decrease in Trade Receivables	-7.7	-5.4
(Increase)/decrease in Payables & other Adjustments	11.4	-1.5
Cash generated from Operations	76.6	85.7
Less: Direct Taxes Paid	-10.3	-15.0
Net Cash from Operating Activities	66.4	70.7
Net Cash flow from Investing Activities	5.2	-27.1
Net Cash flow from Financing Activities	-73.2	-48.5
Net increase/(decrease) in Cash & Cash Equivalent	-1.7	-4.9
Add: Cash and Cash Equivalents as at 1st April	8.3	6.6
Cash and Cash Equivalents as at 31st March	6.6	1.7

Share Price Movement



Shareholding Pattern (as on Mar-24)



Script Related Information (as on 18-May-2024)

BSE/NSE Code	544131 GPTHEALTH
CMP (Rs)	163
Market Cap (Rs Cr)	1,333
Shares O/s (Cr)	8.21
Face Value (Rs)	10
Average Trading Volume ('000)	1,296

Thank You



GPT Healthcare Limited

CIN No.: U70101WB1989PLC047402

ghl.cosec@gptgroup.co.in

For more details : www.ilshospitals.com



Stellar IR Advisors Pvt. Ltd.

Contact No.: 022 62398024

Ms. Pooja Sharma
pooja.sharma@stellar-ir.com

Mr. Vishal Mehta
vishal@stellar-ir.com