

**GPTHEALTH/CS/SE/2024-25**

**August 13, 2024**

<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 quarter ended June 30, 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 – Q1FY25*

NSE: GPTHEALTH | BSE: 544131



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**Quarterly Financials**



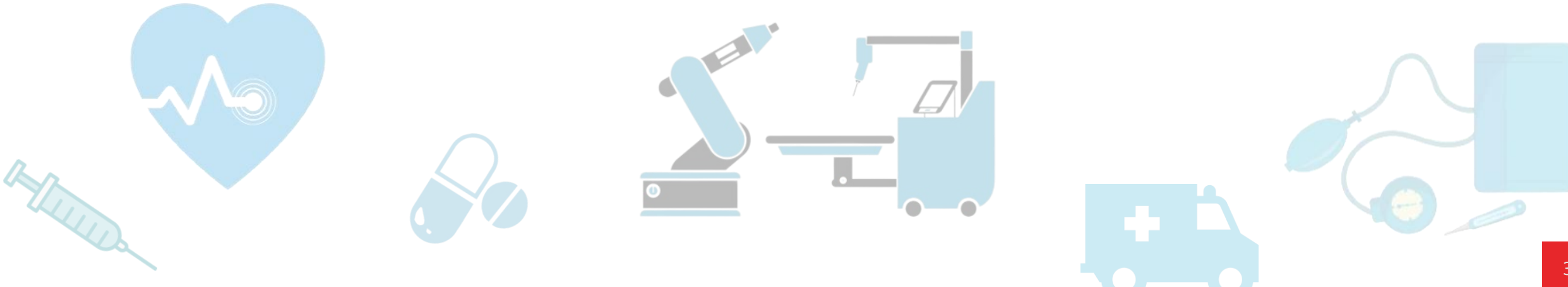
**Company Overview**



**Business Highlights**



**Annual Financials**






# Quarterly Performance


## Revenue from Operations

Rs 97.8 Cr

 1.6 YoY%


## EBITDA & EBIDTA Margin

Rs 20.2 Cr & (20.2% Margin)

 -1.4 YoY%

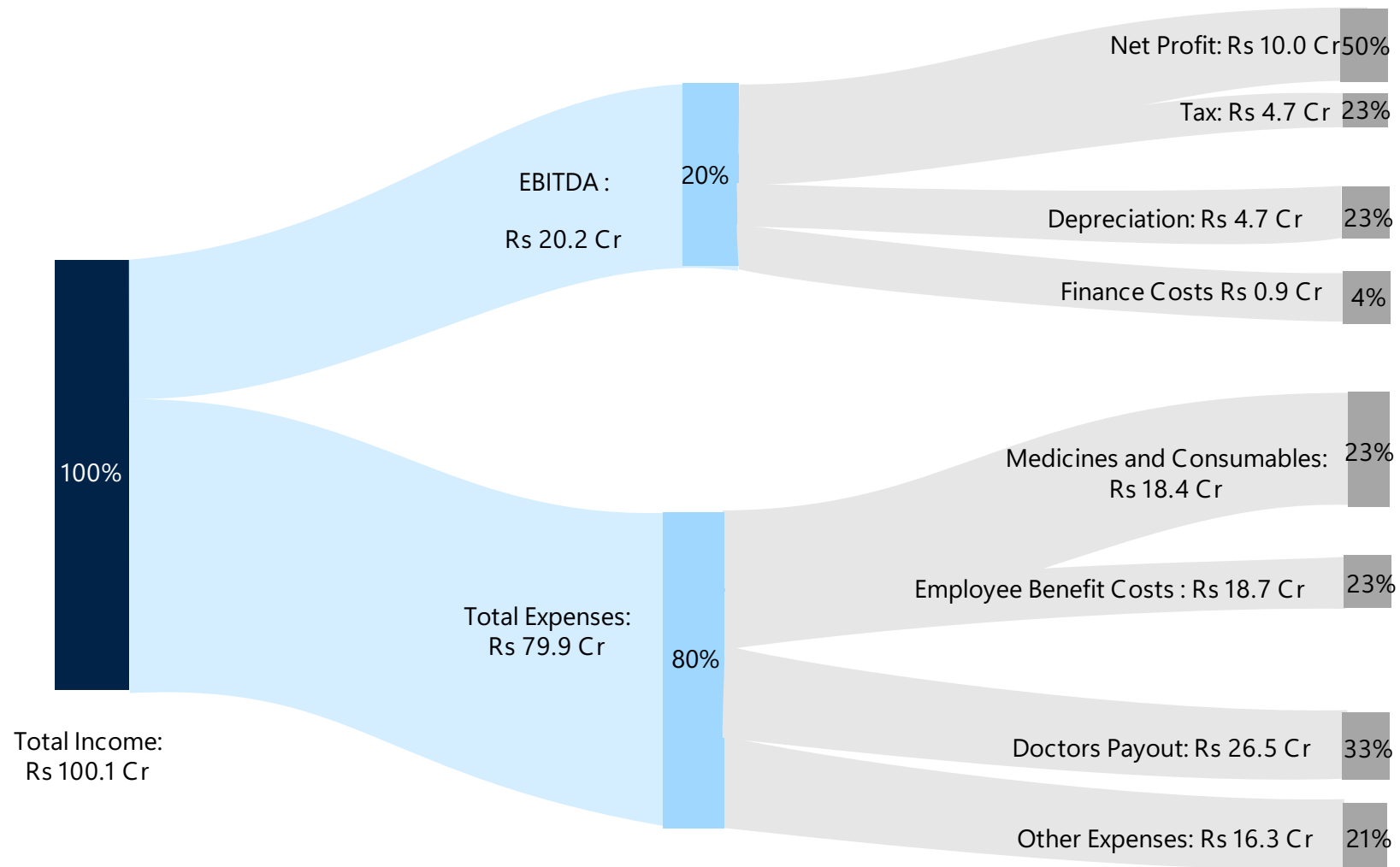
## PAT & PAT Margin

Rs 10.0 Cr (10% Margin)






 0.1 YoY%

- ARPOB grew to Rs. 36,111 in Q1 FY25, from Rs. 32,947 in FY24
- ALOS stood at 3.66 down 7.34% QoQ, further optimizing our operations
- Favorable Payor Mix ~ 96% including Cash, TPA & Insurance

# Financial Highlights - Q1FY25



# Hospital wise Performance – Q1FY25

Data as of Q1FY25	Year of Commission	Bed Capacity (No. of Beds)	Bed Occupancy Rate (%)	ARPOB (Rs Per day)
Salt Lake Hospital	2000	85	 56.2%	39,834
Agartala Hospital	2011	205	 46.5%	31,041
Dum Dum Hospital	2013	155	 69.5%	40,328
Howrah Hospital	2019	116	 37.3%	32,818
<b>Total</b>		<b>561</b>	 52.4%	<b>36,111</b>



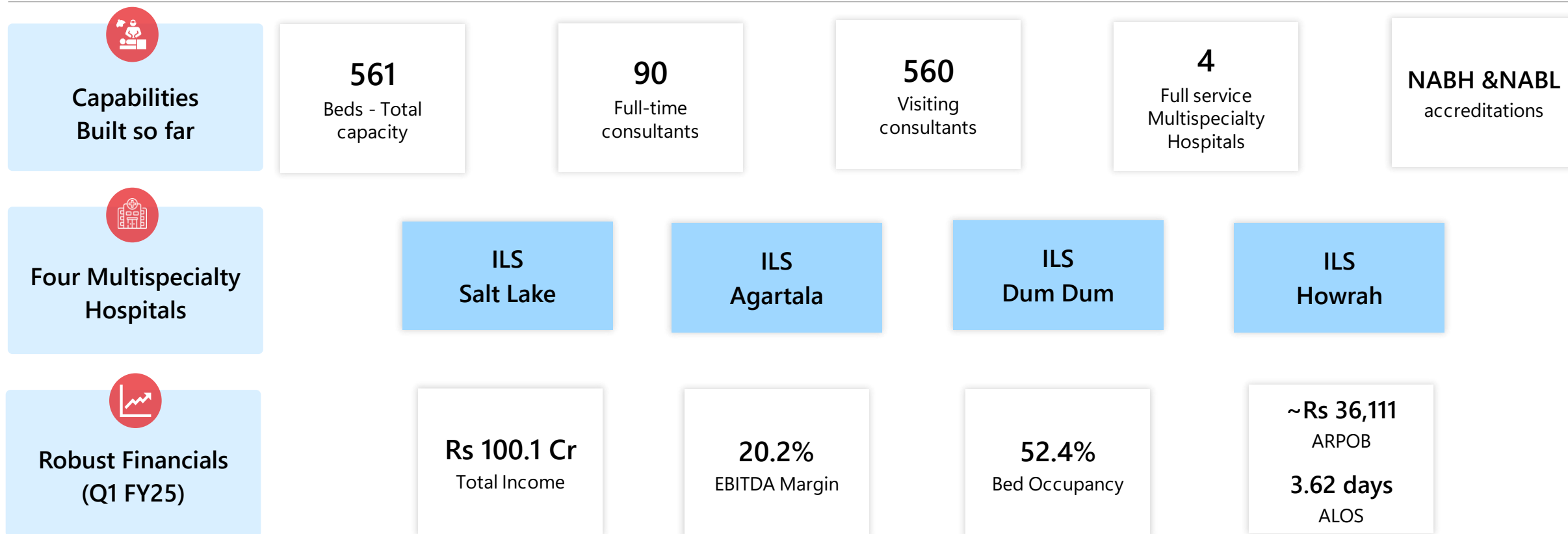
# Profit & Loss Highlights – Q1FY25

Particulars (Rs Cr)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24	FY23	YoY
Revenue from operations	97.8	96.2	1.7%	99.4	-1.6%	400.2	361.0	10.8%
Other Income	2.2	1.4	56.2%	1.6	40.9%	5.3	5.7	-7.1%
Total Income	100.1	97.6	2.5%	101.0	-1.0%	405.5	366.7	10.6%
Cost of materials consumed	18.4	20.1	-8.7%	20.8	-11.7%	83.0	75.9	9.4%
Employee benefits expense	18.7	17.2	8.6%	17.0	10.1%	68.9	62.0	11.1%
Other expenses	42.8	39.8	7.5%	38.5	11.2%	160.5	148.8	7.9%
EBITDA	20.2	20.5	-1.4%	24.8	-18.4%	93.1	80.0	16.3%
<i>EBITDA Margin</i>	<i>20.2%</i>	<i>21.0%</i>	<i>-80 bps</i>	<i>24.5%</i>	<i>-430 bps</i>	<i>23.0%</i>	<i>21.8%</i>	<i>120bps</i>
Depreciation and amortisation expenses	4.7	4.3	7.9%	4.8	-1.7%	18.0	14.9	20.6%
Finance Costs	0.9	2.0	-57.1%	1.6	-45.9%	7.1	9.2	-22.4%
Profit before tax	14.7	14.2	3.6%	18.4	-20.3%	68.0	56.0	21.6%
Tax expense	4.7	4.2	12.5%	5.6	-16.1%	20.3	17.0	19.5%
PAT	10.0	10.0	-0.1%	12.8	-22.2%	47.8	39.0	22.4%
<i>PAT Margin</i>	<i>10.0%</i>	<i>10.2%</i>	<i>-20 bps</i>	<i>12.7%</i>	<i>-270 bps</i>	<i>11.8%</i>	<i>10.8%</i>	<i>100bps</i>
EPS (Rs per Share)	1.2	1.3	-3.2%	1.6	-24.4%	6.0	4.9	22.5%



# 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



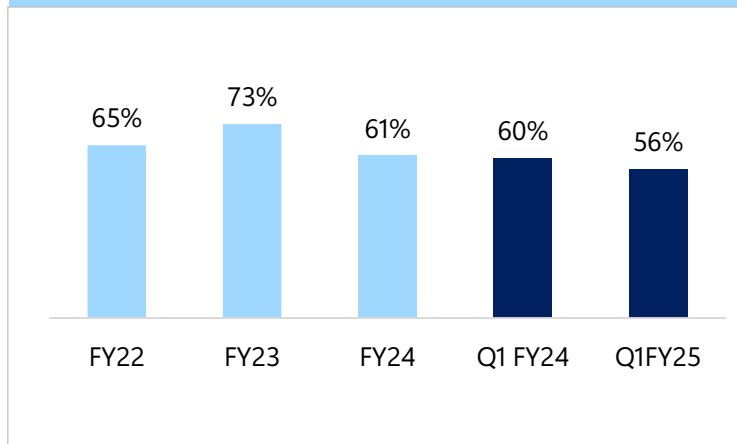
Awarded the title of '**Center of Excellence in Metabolic and Bariatric Surgery**', by Surgical Review Corporation, USA & Received the '**Ananda Swasthya Samman 2022**' from Ananda Bazar Patrika for excellence in customer care and support



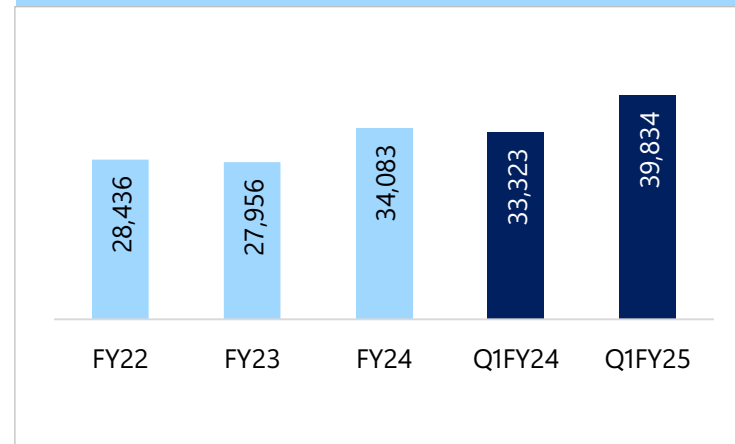
Conducted various specialty surgeries including bariatric surgeries



### 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**



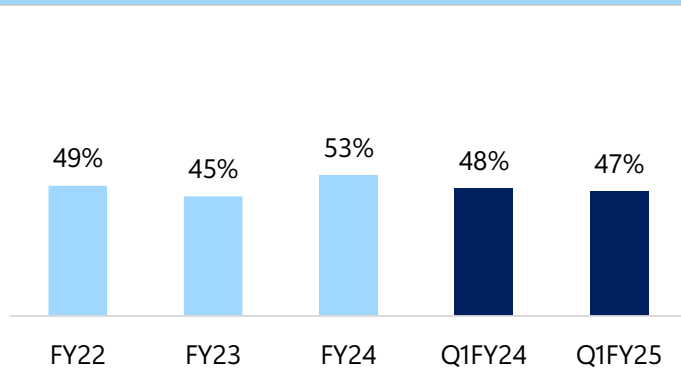
Received the '**Excellence in Community Engagement Award**' in 2021 from the Association of Healthcare Providers



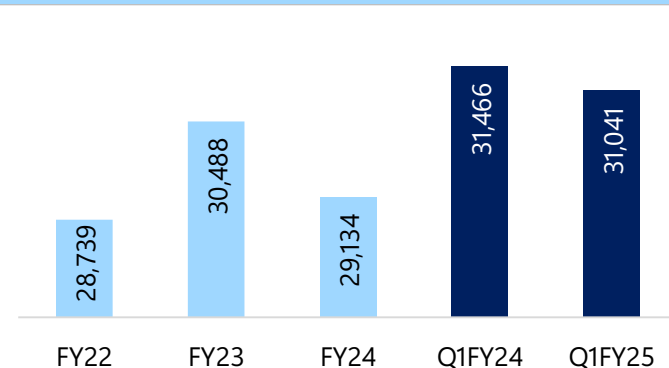
Credited with having performed surgeries like **congenital heart disease** and **cochlear implant operations** on infants



### 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



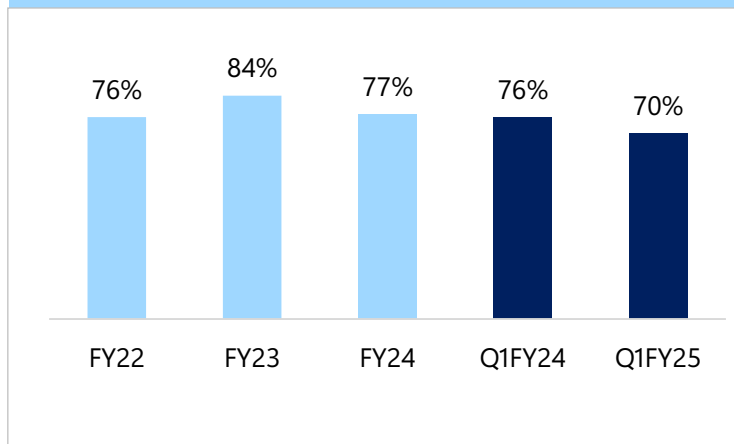
Recognized by the CII for Excellence in Nursing for their efforts, commitment and contribution during the COVID-19 pandemic



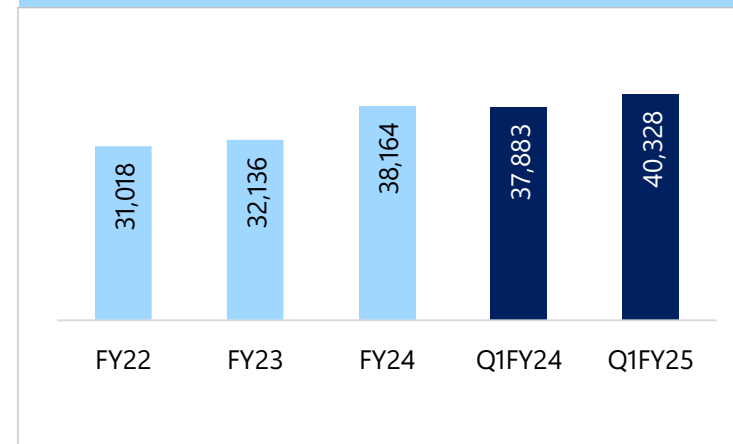
Licensed to perform renal transplants and performed 190 such surgeries in FY24



### 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**



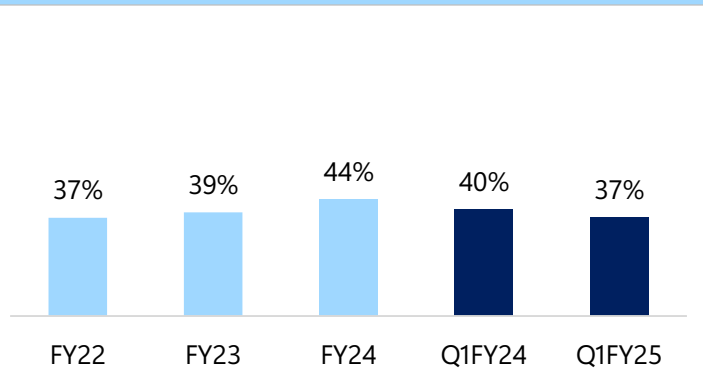
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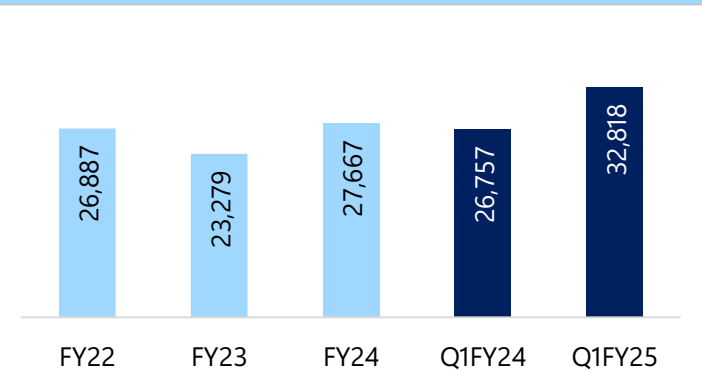
Immense potential in the region with the closest hospital being more than 5 km away



### Bed Occupancy Rate



### ARPOB (Rs per day)





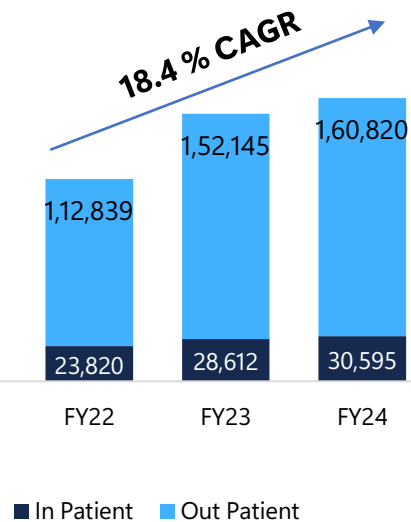
# Business Highlights





## Strategic Location of the Hospitals

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

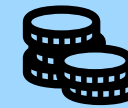


## Right Sized, Full Service

Operating multispecialty, mid sized hospitals with:

Number of beds ranging from 85 to 205

Affordable ARPOB ranging ~Rs 36,000



## 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

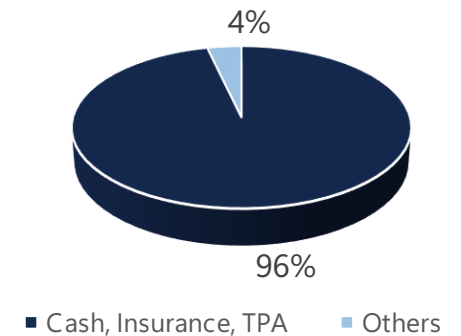
- Dum Dum hospital in 10 months
- Howrah hospital in 8 months



## Brand Strength demonstrated through Payor Mix

Very low dependence on business from Corporates and Government Schemes

Payor Mix (Q1FY25)



Cash to EBITDA at 93% as at FY 24, 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**  
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



## Existing Hospitals

- ✓ **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

**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

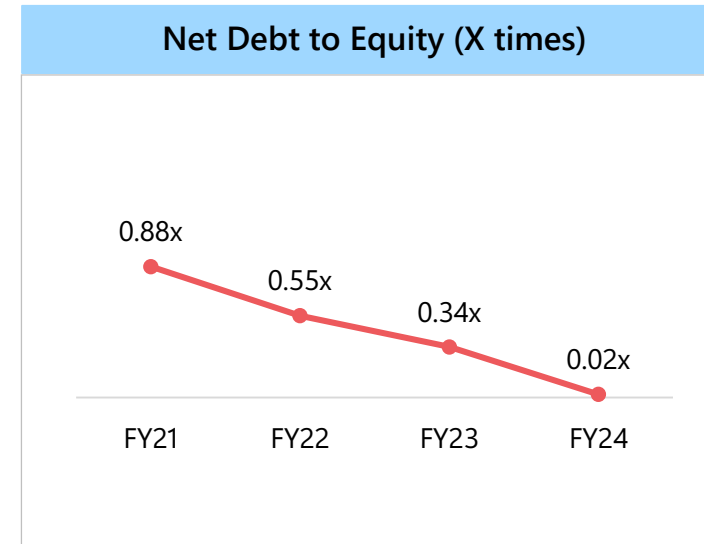
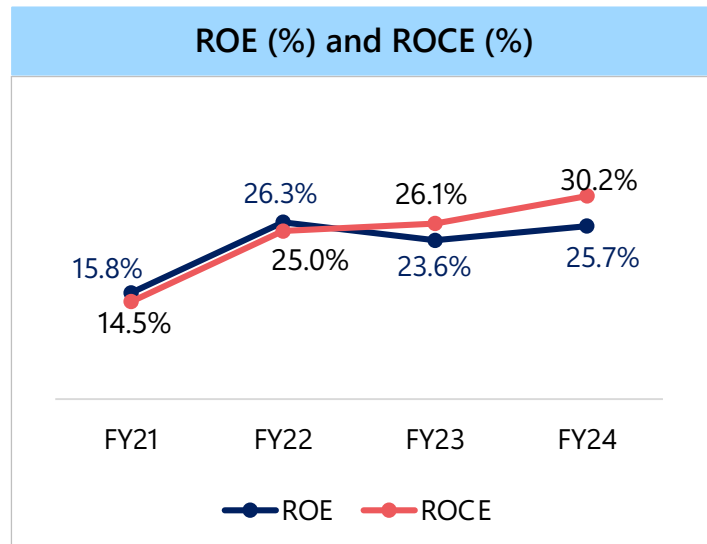
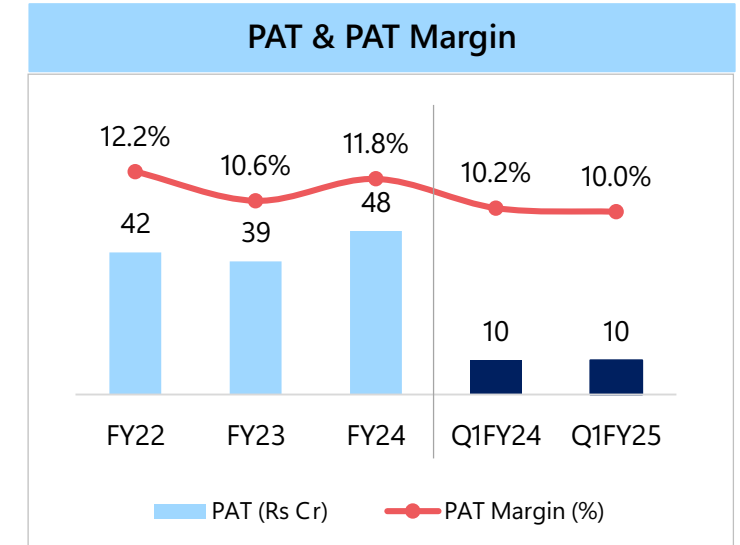
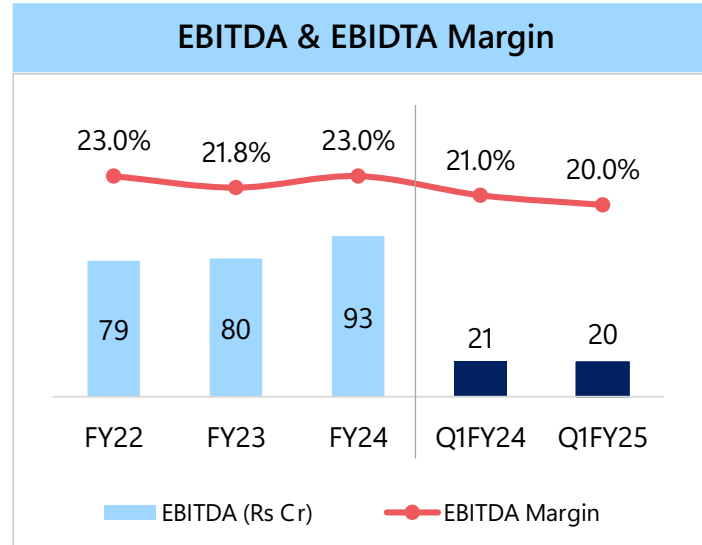
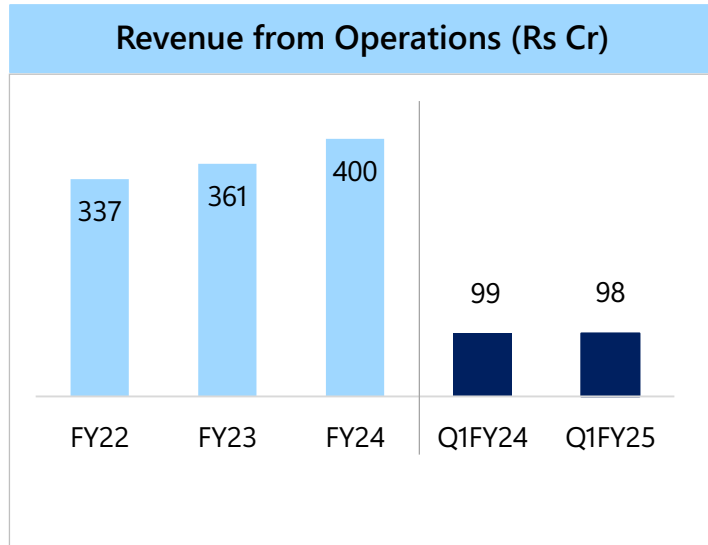
- ✓ Installed cutting-edge robotic surgical technology in Salt Lake Hospital and performed 350+ robotic surgeries
- ✓ Set up a 3D imaging to enable interventional neurology cases at Dum Dum Hospital
- ✓ Form a digital healthcare ecosystem

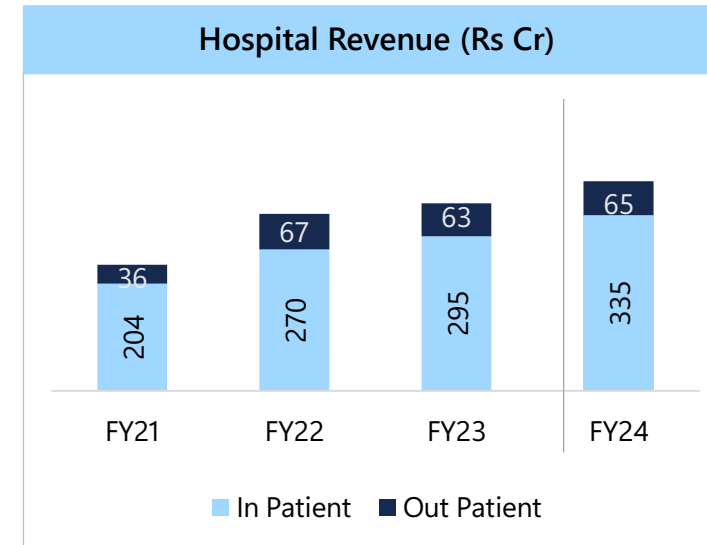
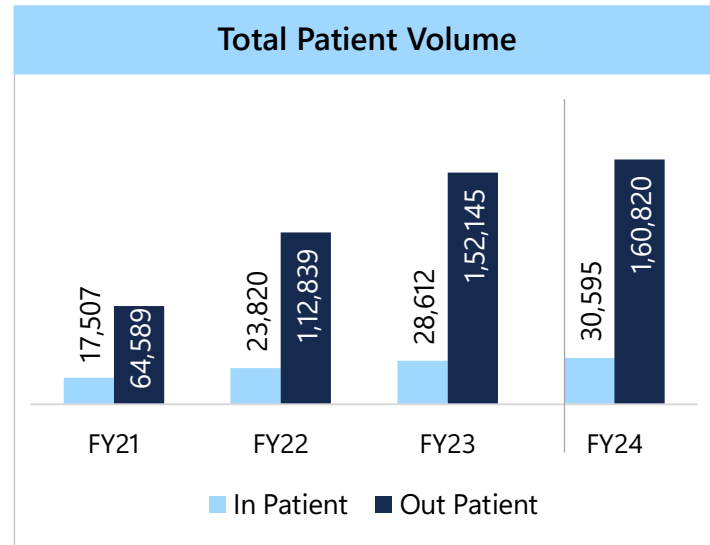
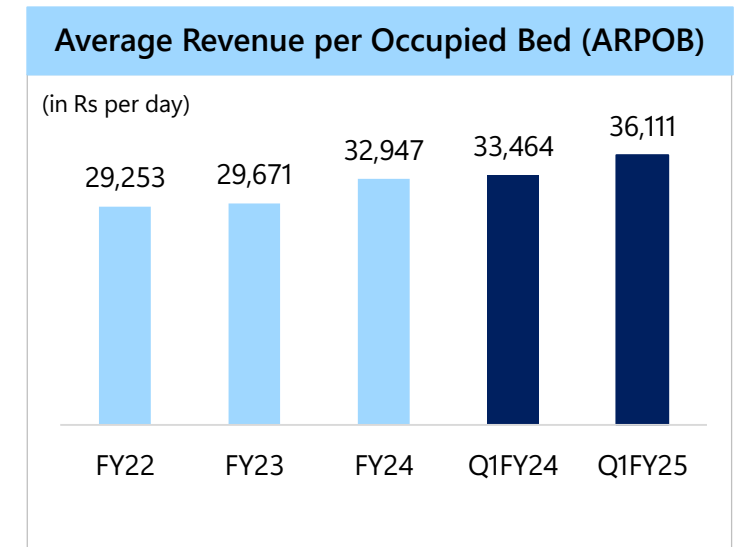
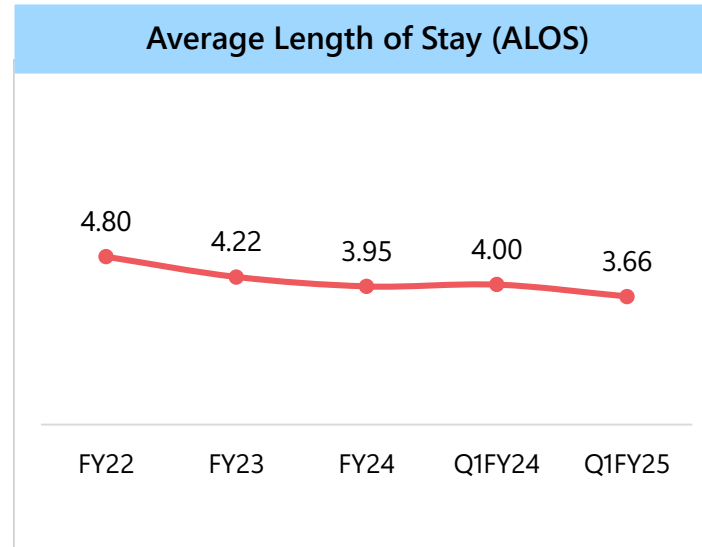
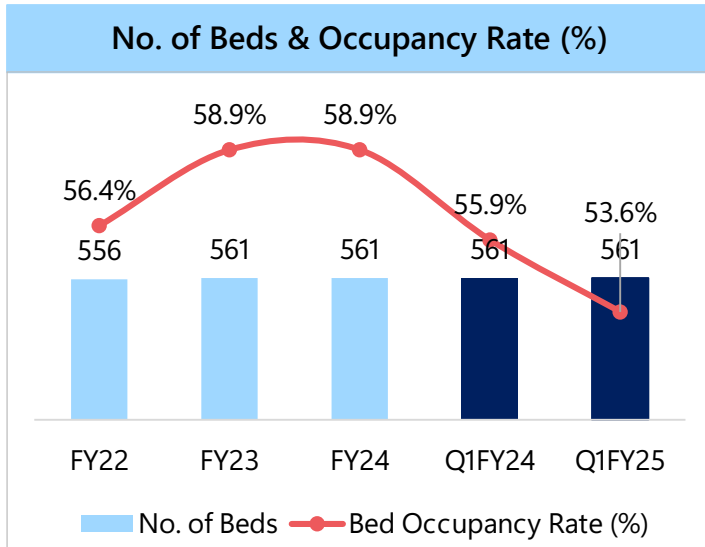
**ILS-MyHealth:** Healthcare mobile app, to allow patients seamlessly book appointments and access medical information on a real time basis

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



# Annual Performance





# Annual Balance Sheet

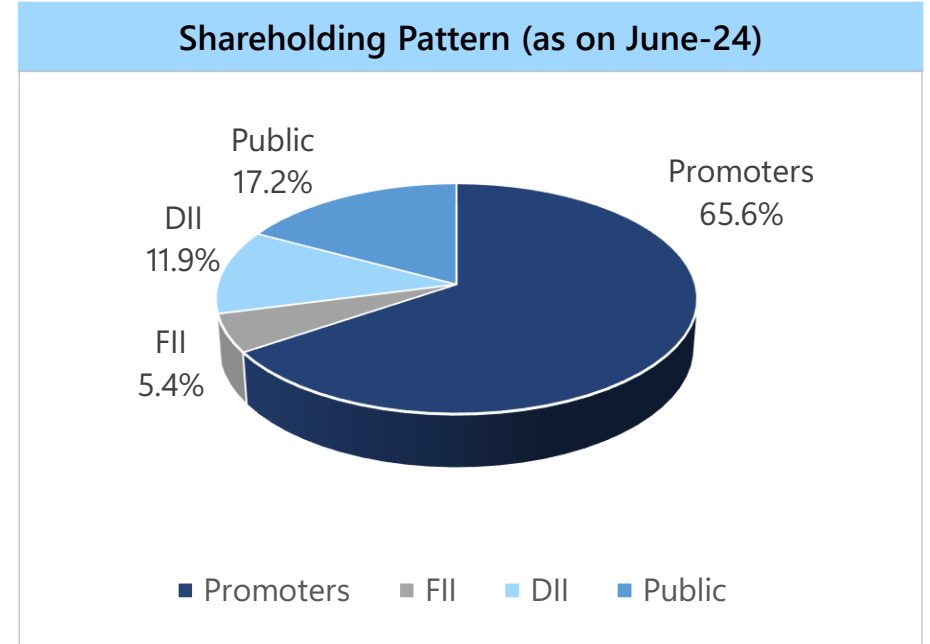
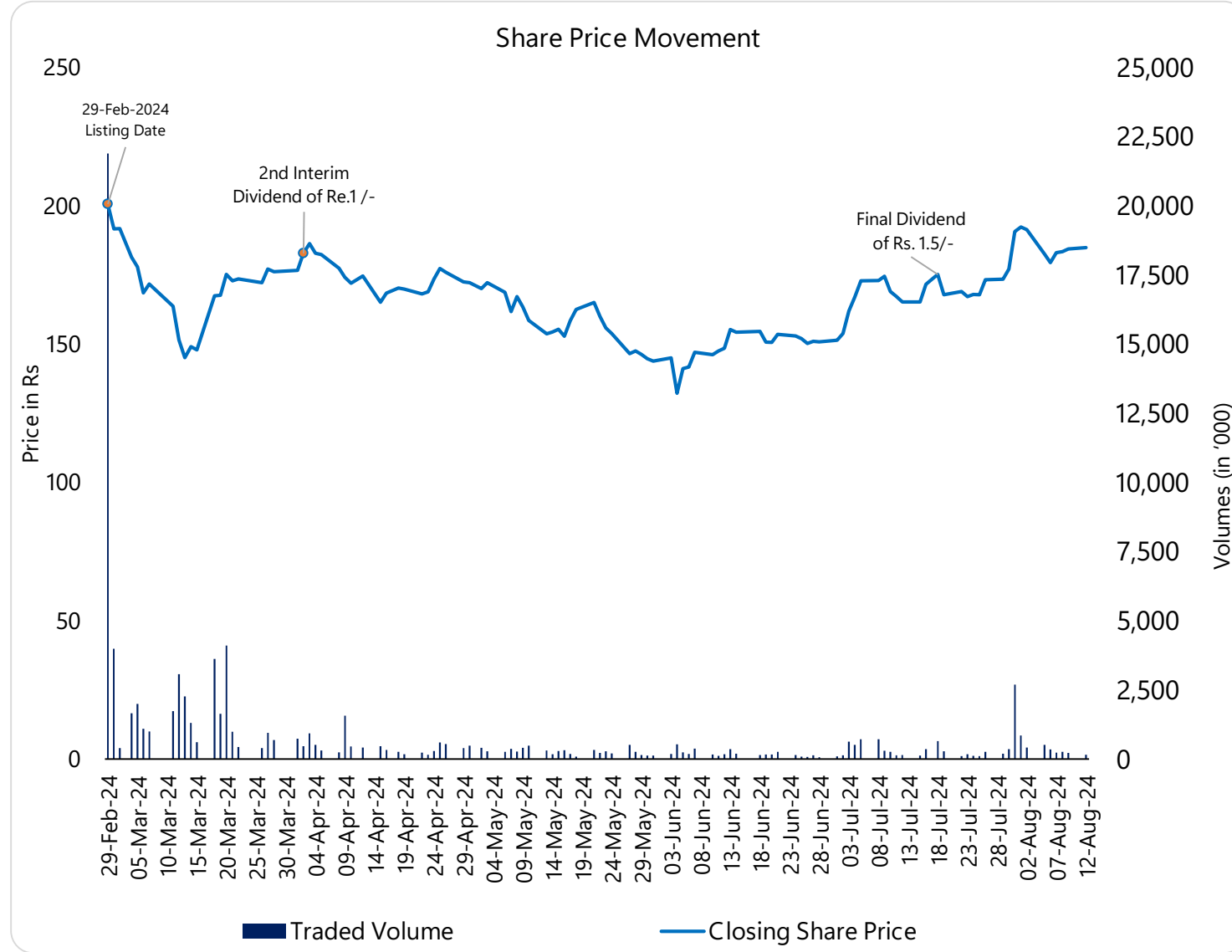
Assets (Rs Cr)	Mar-23	Mar-24
PPE	203.7	201.1
Other Non-Current Asset	36.6	45.1
Investments	5.2	19.2
<b>Non-Current Assets</b>	<b>245.5</b>	<b>265.4</b>
Inventories	8.9	8.2
Debtors	20.7	24.3
Cash Eq. and Bank	8.9	9.1
Loans	23.3	11.2
Investments	8.3	11.2
Other Current Assets	11.2	16.2
<b>Current Assets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

Liabilities (Rs Cr)	Mar-23	Mar-24
Share Capital	79.9	82.1
Other Equity	85.5	136.4
<b>Total Equity</b>	<b>165.4</b>	<b>218.5</b>
Borrowings	40.3	3.6
Lease Liabilities	16.5	15.3
Other Non-Current Liabilities	22.8	30.9
<b>Non-Current Liabilities</b>	<b>79.6</b>	<b>49.8</b>
Borrowings	24.4	8.8
Trade Payables	33.4	17.6
Provisions	10.2	37.4
Other Financial Liabilities	9.4	6.4
Other Current Liabilities	4.4	7.0
<b>Current Liabilities</b>	<b>81.8</b>	<b>77.2</b>
<b>Total Liabilities</b>	<b>326.8</b>	<b>345.5</b>

# Cash Flow Statement

Particulars (in Cr)	Mar-23	Mar-24
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	56.0	68.0
Adjustment from Non-Operating Items		
Operating Profit before Working Capital	74.6	90.0
(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	83.8
Less: Direct Taxes Paid	-10.3	-15.0
<b>Net Cash from Operating Activities</b>	<b>66.4</b>	<b>68.8</b>
<b>Net Cash flow from Investing Activities</b>	<b>5.2</b>	<b>-25.2</b>
<b>Net Cash flow from Financing Activities</b>	<b>-73.2</b>	<b>-48.5</b>
<b>Net increase/(decrease) in Cash &amp; Cash Equivalent</b>	<b>-1.7</b>	<b>-4.9</b>
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





### Script Related Information (as on 12-August-2024)

BSE/NSE Code	544131   GPTHEALTH
CMP (Rs)	185
Market Cap (Rs Cr)	1,518
Shares O/s (Cr)	8.21
Face Value (Rs)	10
Average Trading Volume ('000)	773

Stock Price Chart as on 12-August-2024

# Thank You



**GPT Healthcare Limited**

CIN No.: U70101WB1989PLC047402

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



**Stellar IR Advisors Pvt. Ltd.**

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