

AHL/AO/2025/746

Date: 31.01.2025

To
The BSE Limited
The Listing Department
25th Floor, Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai-400 001

Sub: Investor Presentation

Ref: - Scrip Code: 543943

Dear Sir/ Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith the Investor Presentation of the Company for the quarter ended December 31, 2024.

A copy of the same is placed on the website of the Company www.asarfi.in.

You are requested to take note of the above and arrange to bring this to the notice of all concerned.

Thanking you,

Yours faithfully,

For Asarfi Hospital Limited



Udai Pratap Singh
Managing Director
DIN: 08453794



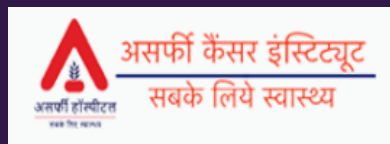
Asarfi Hospital Limited

Baramuri, P.O.: B Polytechnic, Dhanbad 828 130 || CIN: L85110JH2005PLC011673
Branch Office: Khatal Road, Dhaiya, ISM, Dhanbad 826004 || www.asarfihospital.com
Phone: 7808368888, 9234302735 || Email: info@asarfihospital.com



Investor Presentation

Q3 FY2025



Asarfi Hospital : At a Glance

Asarfi Hospital Limited (AHL), Established in 2008, is a key multi-specialty tertiary healthcare service provider in the Dhanbad Area which was founded and managed by first-generation entrepreneurs Mr. Harendra Singh, Mr. Nayan Prakash Singh, and Mr. Udai Pratap Singh.

- AHL operates two hospitals across Dhanbad region, catering to a dense population of ~16.5 Lakhs, with a total bed capacity of 300 beds, comprising 250 beds at its Super Multi-Specialty Hospital in Baramuri, which is operating at an average occupancy rate of 64.0% and 50 beds at its New Cancer Hospital in Ranguni, operating at an average occupancy rate of 80% during Q3'FY25.

- Since its inception in 2008, AHL has established a remarkable track record of clinical and operational expertise, spanning over 16 years.
- The Hospital boasts a full-fledged High Dependency Unit, Emergency Department, Outpatient Consultation, CCU, ICU, NICU, SICU, Labor Room, Cardiac Unit etc.

- The Diagnostic Centre features advanced laboratory and imaging equipment like the Open XRay, Ultrasound, CT scan and MRI.
- Robust team of medical professionals, comprising over 70 doctors, including 68 full-time in-house doctors and 10+ visiting doctors.

- Additionally, the hospital has a dedicated team of over 357 nursing staff and more than 421 supporting staff members.
- Company has earned prestigious accreditations from the NABH and NABL.



23+

Specialised
Facilities



60+

Full-time Doctors



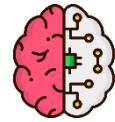
300 Beds

16+ Years of
experience

Departments and Facilities



Cardiology



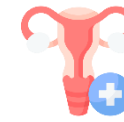
Neurosciences



General medicine



Paediatrics & Neonatology



Obstetrics & Gynaecology



General Surgery



Gastroenterology



Orthopaedics



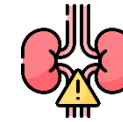
Burn & Plastic Surgery



Oncology



Nephrology



Urology



Ophthalmology



ENT



Day Care services



Dental Sciences



Physiotherapy



Emergency



Nutrition & Dietetics



Anaesthesiology & Critical Care



Radiology



Pulmonology



Pain Management

Asarfi's New Cancer Institute



50

Operational
Beds



1/3 Cancer Hospital

In the state of
Jharkhand

- With a mission to provide comprehensive, state-of-the-art cancer care with a holistic approach that encompasses medical expertise, emotional support, and cutting-edge technology, Asarfi Hospital laid down the foundations for the construction of its new Cancer Institute in 2022 in Ranguni, Dhanbad, which is now the first dedicated comprehensive cancer care hospital in a 200km radius of Dhanbad and just 1 out of 3 in the state of Jharkhand.

- Asarfi's Cancer Institute started operating from 2024 and is well equipped with Jharkhand's first and most advanced Linear Accelerator radiation machine-The Varian True Beam to offer the most precise radiation therapy treatment. The Centre also has a Siemens 64 slice PET CT machine and is equipped with all modern facilities to do every type of PET CT to diagnose cancer.

- The center is the front runner in providing organ specific Cancer Care in the state of Jharkhand and has a functional multidisciplinary tumour board.
- Currently, all departments of Oncology including Medical Oncology, Radiation Oncology, Surgical Oncology and Nuclear Medicine are functional at the Cancer Institute and many more facilities will be added in the coming years.

- Currently operating with 50 beds across 2 floors, operating at an average occupancy rate of 80% in Q3'FY25.
- The Cancer Institute has Infrastructure in place to increase bed capacity to 150 beds with an additional capex of Rs. 2-3 crores.
- Additionally, the hospital has approval for building up to 7 floors, enabling future expansion based on demand.

Board of Directors & Key Managerial Personnel



Harendra Singh

Promoter & CFO

- A visionary entrepreneur inspired by the Company's Purpose—Health for All.
- He believes that good leaders must be passionate about learning, and he is focused to develop world-class organizations.
- Graduated from AN College, Patna with a Bachelor of Science degree in Electronics. He subsequently completed his MBA from LBSIM, New Delhi in 1999.



Udai Pratap Singh

Promoter and MD

- Started his career in 2017, he is a process and system driven person and believes strongly in "quality" and "efficiency" in healthcare.
- He graduated from PES Institute of Technology and pursued his master's degree from University of Cincinnati, USA.



Sukanti Kumar Das

Non- Executive Director

- Renowned Consultant Gynaecologist and brings with him over 35 years' experience.
- He was the Deputy CMO in Central Hospital, Dhanbad and the Chairman of FOGSI at Dhanbad, Jharkhand.
- Dr. Das graduated from R.G. Kar Medical College in Calcutta and subsequently completed DGO, MD from PGI Chandigarh.



Madhuri Singh

Executive Director

- Directs the Quality, Housekeeping and Diet n Nutrition for the hospital.
- She has excellent cleanliness skills and is experienced in the field for over 10 years.



Gopal Singh

Executive Director

- Experienced individual with a strong background in civil construction and procurement.

Key Achievements – Q3'FY25 (1/2)

- **Revenue from Operations:** In Q3 FY25, the Company reported revenues of ₹ 3,289 lakhs, marking a 64% increase compared to ₹ 2,005 lakhs in Q3 FY24.
- **Patient Volume:** The number of patients served rose by 38% year-over-year, with 32,616 patients treated in Q3 FY25 compared to 23,716 in Q3 FY24.

Departmental Performance:

- **Occupancy Rate:** The hospital improved its occupancy rate to 64% during Q3 FY25, up from 56% in Q3 FY24.
- **Combined ARPOB:** ARPOB rose by 19% to ₹ 21,226 during Q3 FY25 as compared to ₹ 17,806 in Q3 FY24.
- **Combined IPD-Revenue:** IPD-Revenue rose by 69% to ₹ 2,679 lakhs during Q3 FY25 as compared to ₹ 1,582 in Q3 FY24.

These achievements reflect Asarfi Hospital's ongoing commitment to enhancing healthcare services and expanding its reach within the community.

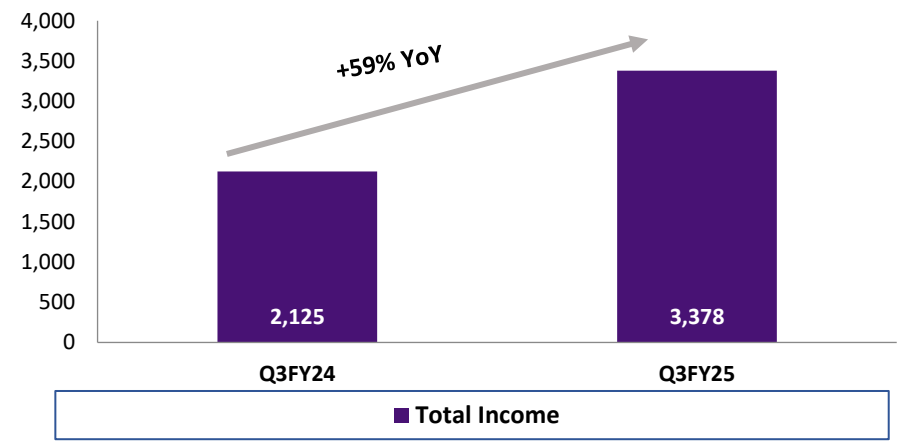
Key Achievements – Q3'FY25 (2/2)

- **Strategic Partnerships: MoU with DVC:** Signed a Memorandum of Understanding with Damodar Valley Corporation (DVC) to provide exclusive cashless treatment to DVC employees.
 - This partnership is expected to increase the hospital's patient base and establish stronger ties with corporate entities.

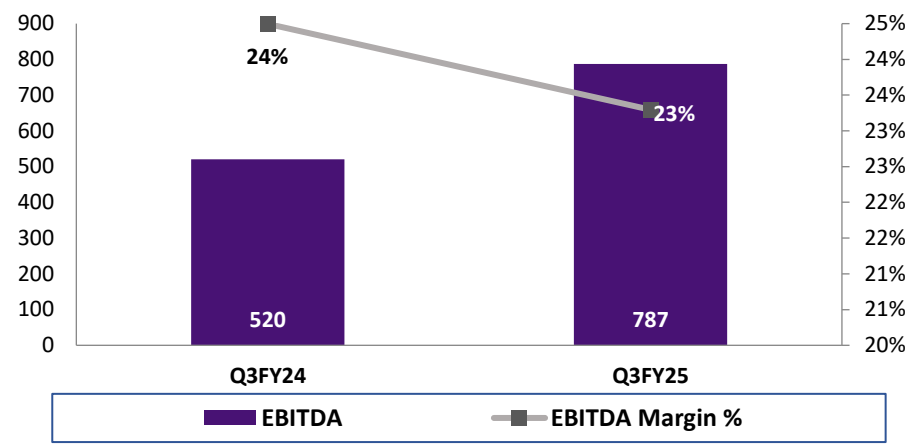
- **Land Registration in Ranchi Smart City:** Successfully registered land in Ranchi Smart City in the name of the company.
 - This strategic acquisition aligns with the hospital's expansion plans and reinforces its commitment to broadening education access.

Performance Highlights (Standalone) – Q3'FY25

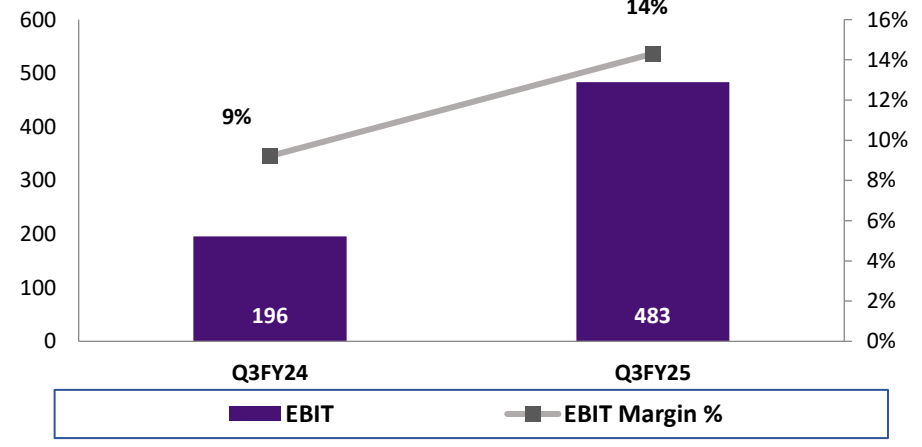
Total Income (₹ in Lakhs)



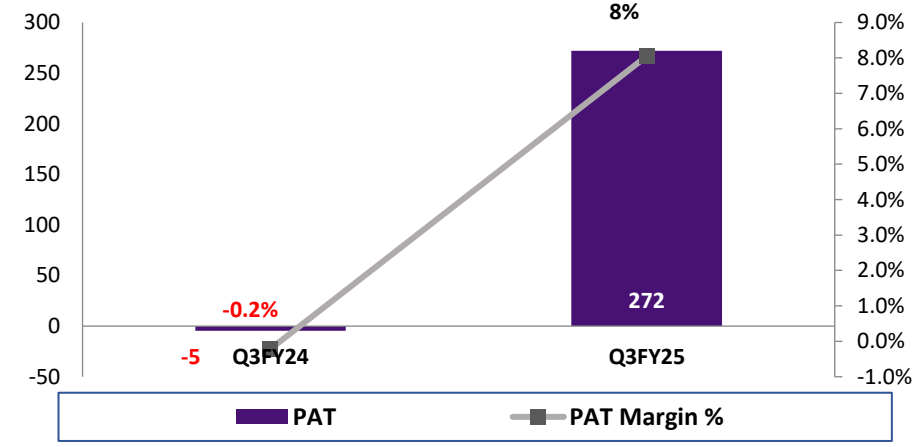
EBITDA (₹ in Lakhs)



EBIT (₹ in Lakhs)

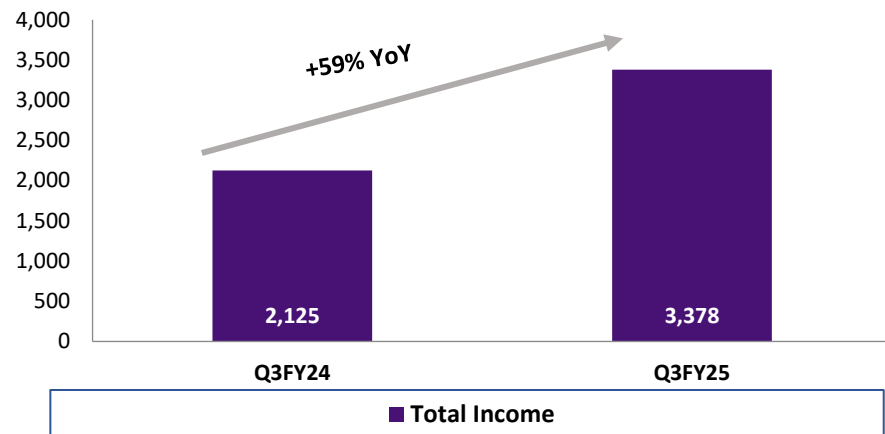


Profit After Tax (₹ in Lakhs)

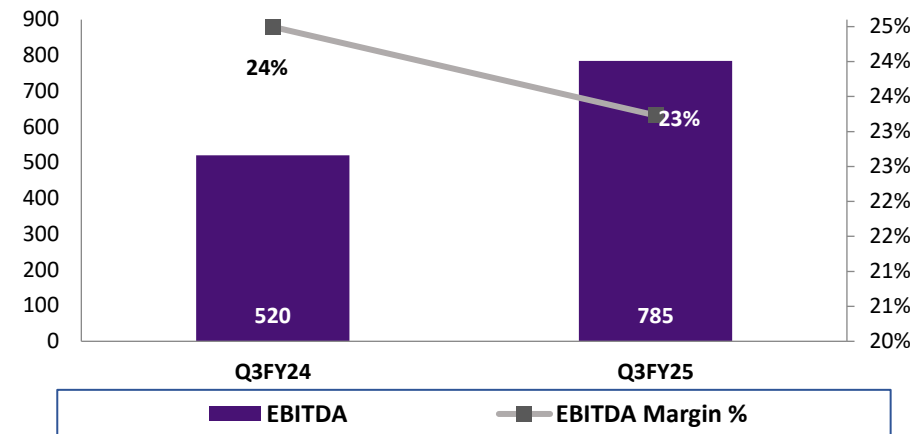


Performance Highlights (Consolidated) – Q3'FY25

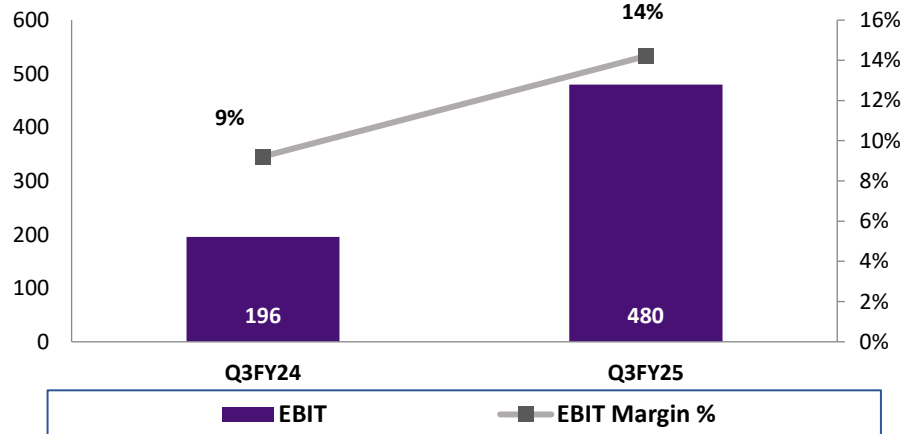
Total Income (₹ in Lakhs)



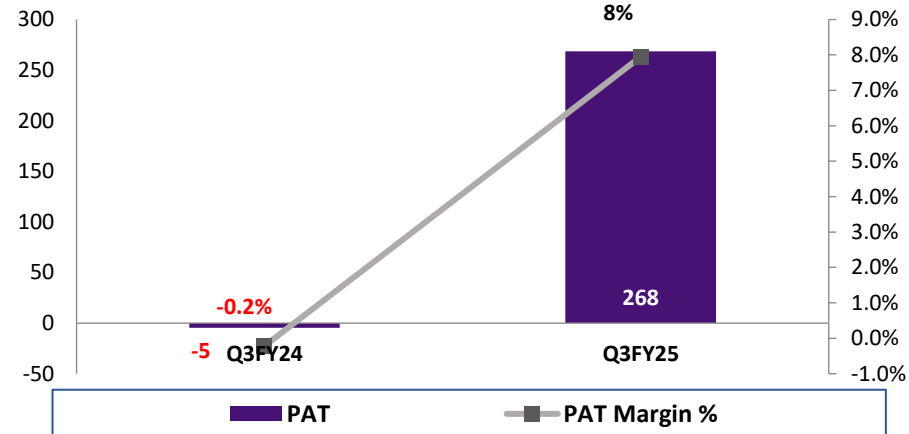
EBITDA (₹ in Lakhs)



EBIT (₹ in Lakhs)



Profit After Tax (₹ in Lakhs)



Financial Performance Highlights (Standalone) – Q3'FY25

Profit & Loss (₹ in Lakhs)							
Particulars	Q3 FY24	Q3 FY25	Y-o-Y Growth	9M FY24	9M FY25	Y-o-Y Growth	FY24
Total Income	2,125	3,378	59%	6,244	8,937	43%	8,607
EBITDA	520	787	51%	1,418	2,130	50%	1,777
<i>EBITDA Margin %</i>	24%	23%		23%	24%		21%
PBT	136	366	170%	696	918	32%	629
PAT	-5	272	-	437	715	64%	421
<i>PAT Margins %</i>	0%	8%		7%	8%	14%	5%

Balance Sheet Items (₹ in Lakhs)	
Net Worth	7,761
Borrowings	4,819
Cash & Cash Equivalents	2,114
Net Cash/(Debt)	2,706
Debt/Equity	0.6

Financial Performance Highlights (Consolidated) – Q3'FY25

Profit & Loss (₹ in Lakhs)							
Particulars	Q3 FY24	Q3 FY25	Y-o-Y Growth	9M FY24	9M FY25	Y-o-Y Growth	FY24
Total Income	2,125	3,378	59%	6,244	8,937	43%	8,607
EBITDA	520	785	51%	1,418	2,118	49%	1,772
<i>EBITDA Margin %</i>	24%	23%		23%	24%		21%
PBT	136	362	167%	696	902	30%	624
PAT	-5	268	-	437	699	60%	416
<i>PAT Margins %</i>	0%	8%		7%	8%		5%

Balance Sheet Items (₹ in Lakhs)	
Net Worth	7,739
Borrowings	4,819
Cash & Cash Equivalents	2,125
Net Cash/(Debt)	2,695
Debt/Equity	0.6

Operational Performance Highlights – Q3'FY25

Surgery Count and Y-o-Y Growth			
Department	Q3 FY24	Q3 FY25	Y-o-Y Growth
General Surgery	141	198	40%
Obs & Gyn	95	149	57%
Orthopedic	56	106	89%
Neurology	34	59	74%
Cardiac	118	113	-4%
Oncology (Cancer)	3	43	1333%
Plastic Surgery	50	54	8%
ENT	7	45	543%
Others*	83	136	64%
Total	587	903	54%

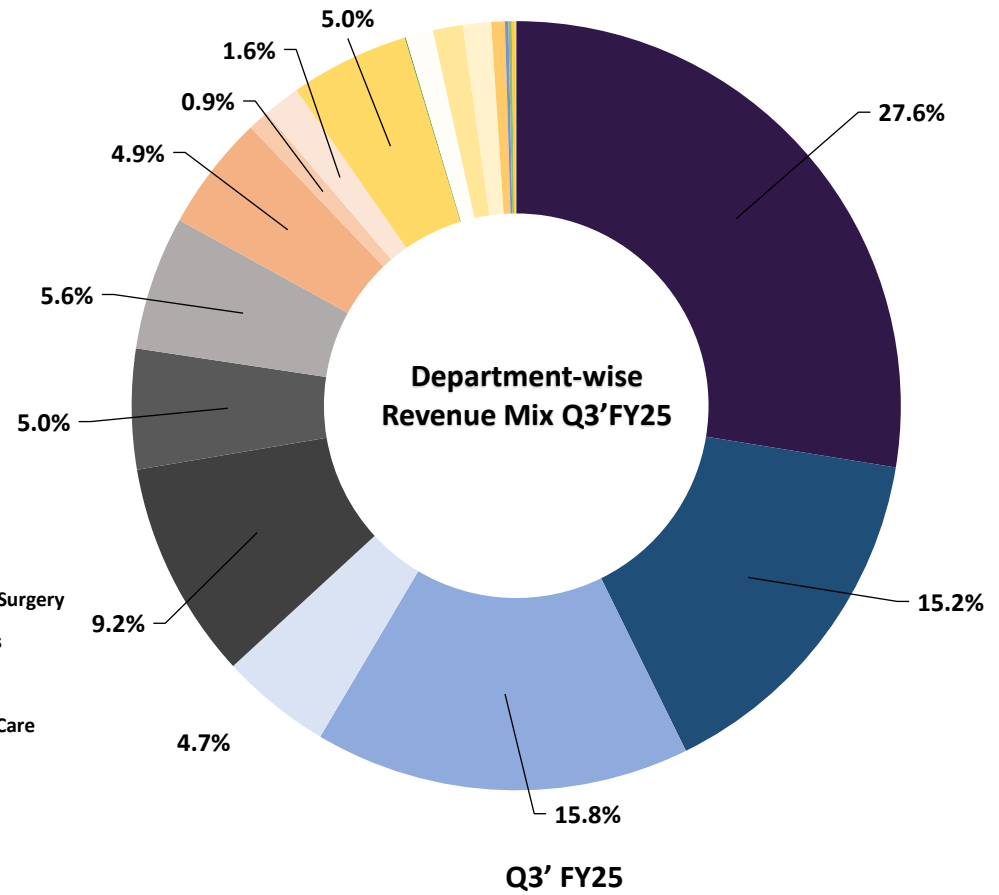
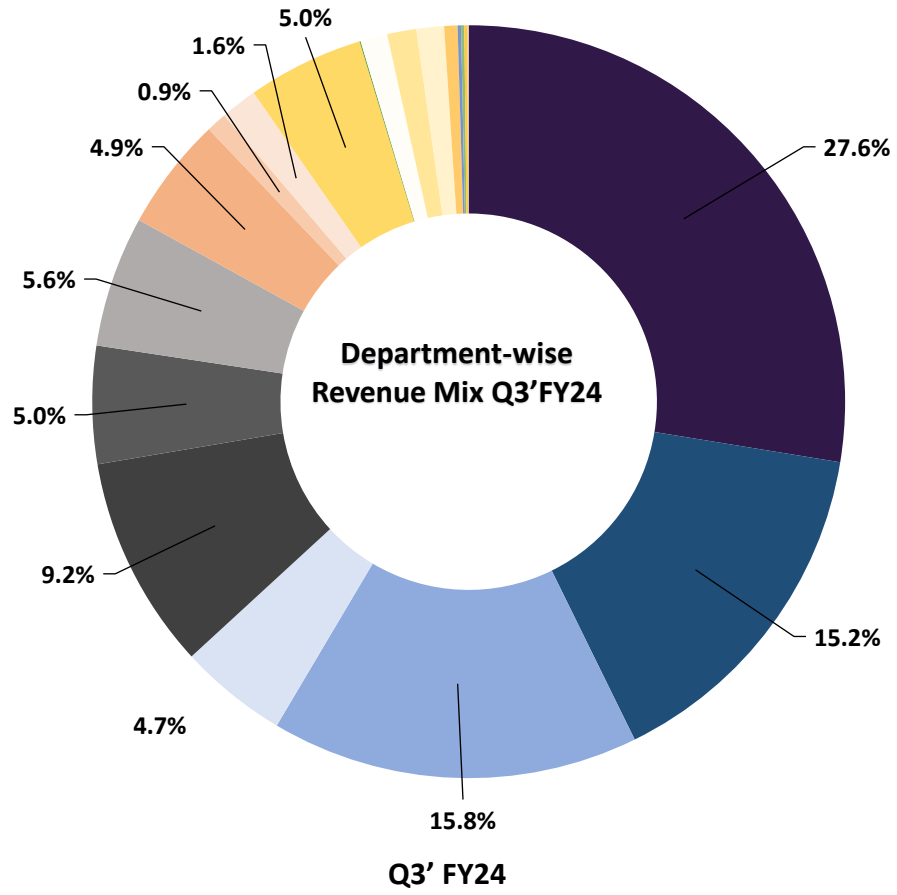
Operational Performance			
Particulars	Q3 FY24	Q3 FY25	Y-o-Y Growth
In-Patient (Nos.)	2,345	3,324	42%
Out Patient (Nos.)	12,623	16,581	31%
ARPOB** (In Rs.)	17,806	21,226	19%
Total Beds (Nos.)	250	300	20%
Effective Beds (Nos.)	212	247	17%
Occupied Beds	118	163	38%
Occupancy Rate	56%	66%	19%

Operational performance include numbers of both AHL and ACI *Others include – Surgeries in CTVS ,Gastro, Urology, Opthomolgy and Pulmology Department; ARPOB – Average Revenue Per Occupied Bed

Revenue Mix Q3'FY25 Vs Q3'FY24 (1/2)

Hospital Vertical

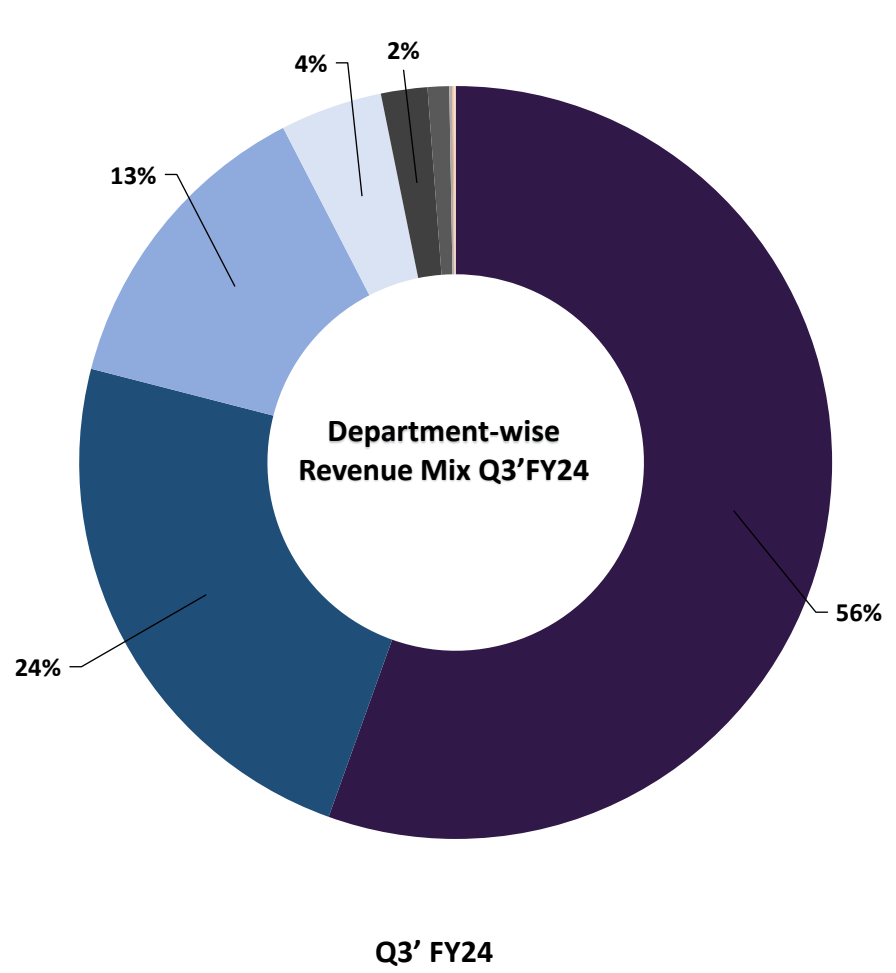
- Cardiology
- Neurosciences
- General Medicine
- Paediatrics & Neonatology
- General Surgery
- Obstetrics & Gynaecology
- Orthopaedics
- Pulmonology
- Oncology
- Urology
- Gastroenterology
- Ophthalmology
- Emergency
- Nephrology
- ENT
- PHC
- Dental Sci & Maxillo Facial Surgery
- Plastic Surgery & Cosmetics
- Physiotherapy
- Anaesthesiology & Critical Care
- Nutrition and Diabetics
- Liver Transplant



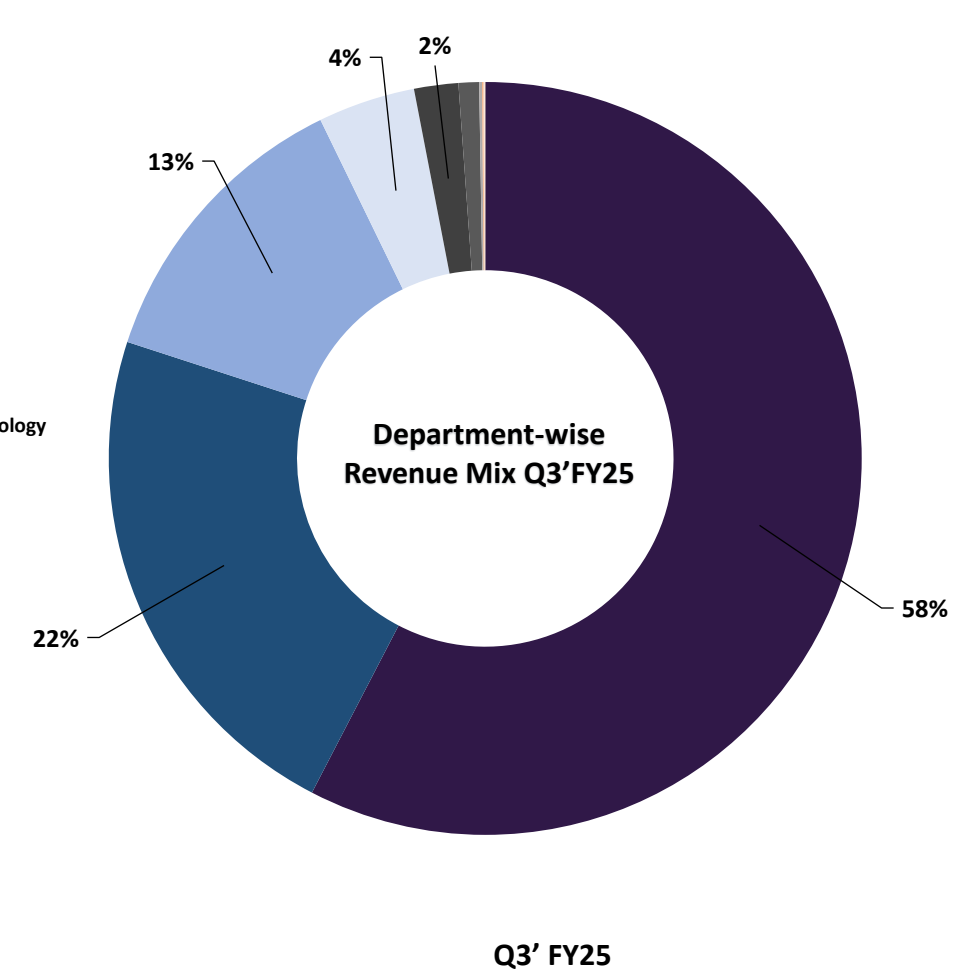
On Y-O-Y basis, mix has not changed much

Revenue Mix Q3'FY25 Vs Q3'FY24 (1/2)

New Cancer Institute Vertical

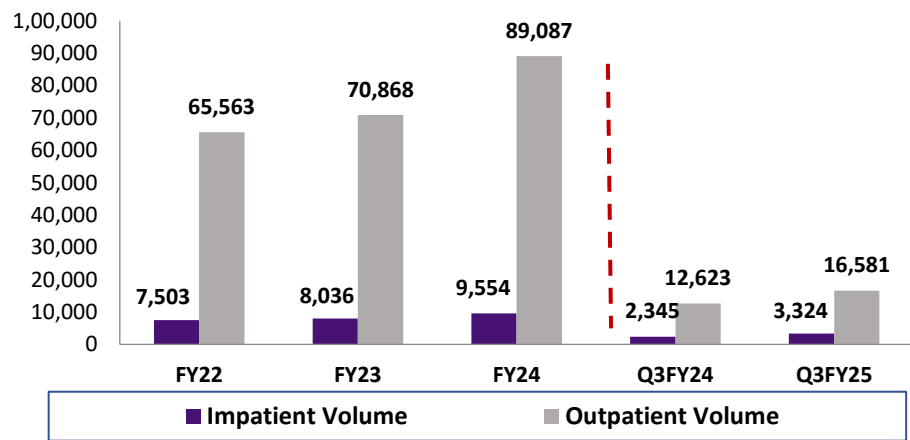


- Medical Oncology
- Surgical Oncology
- Radiation Oncology
- Medical Officer
- Radiology
- Head and Neck Oncology
- Haemato-Oncology
- Dialysis
- Anaesthesia
- Pathology
- General Surgery

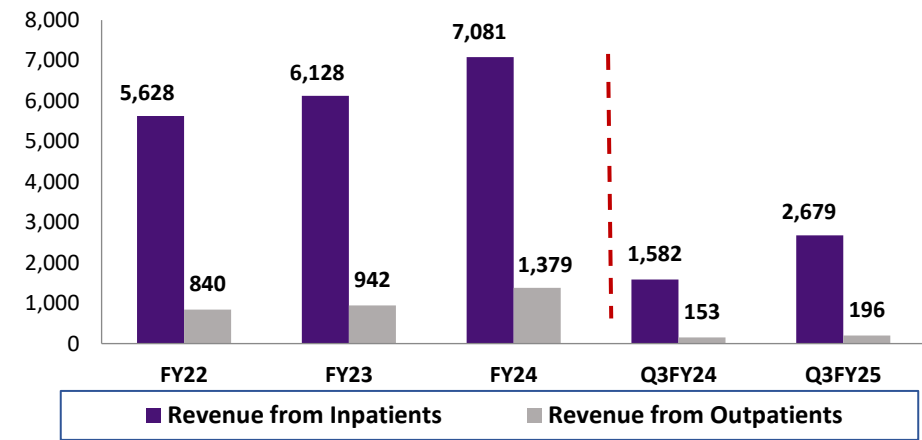


Operational Highlights – Q3'FY25 (2/2)

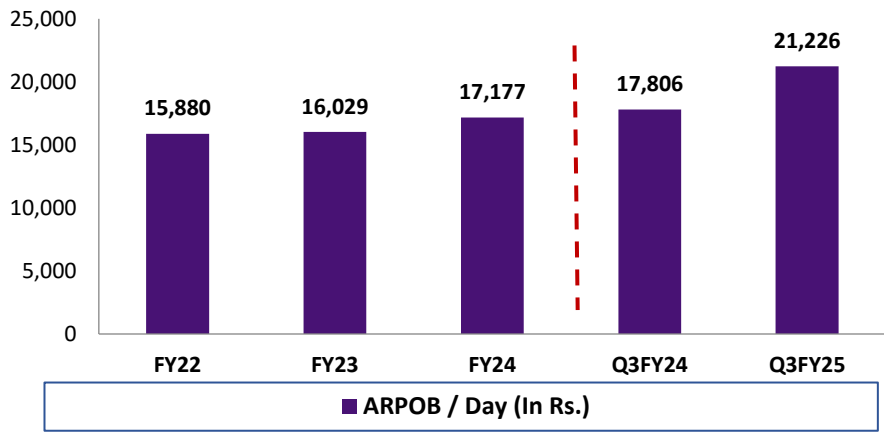
IPD-OPD Volumes



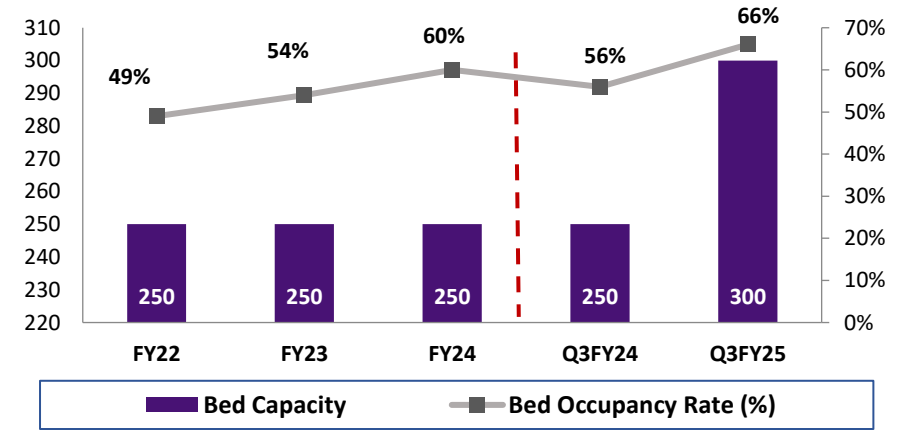
IPD-OPD Revenues (In Rs. Lakhs)



ARPOB / Day (In Rs.)



Bed Capacity & Occupancy rate %



Competitive Strengths



Advanced high-end medical equipment and Technology

- ✓ Equipped with cutting-edge laboratory and imaging equipment, including Open X-Ray, Ultrasound, CT Scans, MRI and PET Scan with prestigious certifications from NABH and NABL.

Regional Advantage



- ✓ The only cancer hospital in Dhanbad and one of just three in Jharkhand, it serves a significantly underserved region with a population of approximately 16.5 lakh people.



Track record of stable operating and financial performance

- ✓ Stable operating and financial performance and growth over past three fiscal years with focus on revenue growth, margins and outsourcing non-core activities.

Experienced & highly qualified team of medical professionals



- ✓ AHL boasts a robust team of medical professionals, comprising over 70 doctors, including 62 full-time in-house doctors and ~10+ visiting doctors. Hospital also has a dedicated team of over 300 nursing staff and more than 400 supporting staff members.

Expansion Plans



- ❑ Introduction of an IVF vertical in the existing hospital, catering to reproductive health needs.



- ❑ Establishment of a Bone Marrow Transplant unit in the cancer hospital, enhancing oncology care capabilities.



- ❑ Launch of educational courses in law, BCA, and medical fields, leveraging existing infrastructure. A new building is being constructed on approximately 2 acres of land, out of the 12 acres allocated for the cancer hospital.



- ❑ Strategic capacity expansion: Increasing bed capacity in the existing Baramuri facility from 250 to 350, contingent upon demand. - Enhancing bed capacity in the cancer hospital from 50 to 150 by FY26.

Disclosure and Contact Details

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 do not guarantee future performance and are subject to various known and unknown risks, uncertainties, and assumptions that are inherently difficult to predict. These risks and uncertainties encompass, but are not limited to, the performance of the economy, industry trends, competitive landscape, the company's ability to successfully execute its strategy, technological advancements, changes in market preferences, and exposure to market risks, as well as other potential risks. The company's actual results, levels of activity, performance, or achievements may differ materially and adversely from the results expressed or implied in 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 endorsed or adopted by the company, and the company disclaims any responsibility for such third-party statements and projections. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current views and assumptions of the Company's management regarding future events.

For further information, please contact:

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Managing Director (MD)

Email Id - cs@asarfihospital.com