

JEENA SIKHO LIFECARE LIMITED

(Formerly known as Jeena Sikho Lifecare Private Limited)

REGD OFFICE: SCO-11, Kalgidhar Enclave, Baltana, Zirakpur, Punjab-140604, 01762-513185
Branch: B-26, Opp. Metro Pillar No. 223, Rohtak Road, New Multan Nagar, Delhi - 110056

CIN NO.: L52601PB2017PLC046545

Email ID.: cs@jeenasikho.com

Ref. No.

Dated

Date: 12.11.2024

To,
The Manager
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400051

SYMBOL: JSLL
ISIN: INE0J5801011

Subject: Submission of Investor Presentation to be made to Analysts/Investors

Dear Sir/Madam,

Please find enclosed herewith the presentation to be made to Analysts/Investors on the Financial Results of Jeena Sikho Lifecare Limited for the half-year ended September 30, 2024 on 13th November 2024.

This presentation is being submitted in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

This is also being made available on the Company's website www.jeenasikho.com

This is for your information and records.

Thanking you,
Yours faithfully,

For Jeena Sikho Lifecare Limited

Manish Grover
Managing Director
DIN: 07557886
Place: Zirakpur, Punjab

Jeena Sikho Lifecare Limited

NSE: JSLL | Bloomberg: JSLL:IN

Investor Presentation
H1FY25 | November 2024

Jeena Sikho
120+ Ayurveda Clinics & Hospitals

अपना डॉक्टर खुद बनें

Shuddhi
AYURVEDA CLINICS & HOSPITALS



A man and a woman are shown in a park-like setting, blowing bubbles. The woman is in the foreground, wearing a pink shirt, and is blowing into a blue bubble wand. The man is standing next to her, wearing an orange polo shirt, and is holding a clear bubble wand. They are both smiling and looking towards the bubbles. The background is a lush green park with trees and a large tree trunk in the foreground.

Inside this *Presentation*

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Introduction to Jeena Sikho Lifecare





Problem:

Modern health care services & allopathy medicine is often expensive, unavailable at non-urban locales, and fails to fully address a slew of lifestyle health care ailments.

Solution:

India's premier ayurveda health care and medicine enterprise, offering quality, affordable and holistic health care.

Introduction to Jeena Sikho Lifecare



India's
premier ayurveda
healthcare
service provider



350+
SKUs in Ayurveda medicine
& product portfolio

*3Y Average ROCE | ^3Y CAGR (FY21-24)



36

Operational
hospitals

74

Operational
clinics &
day care



1,530

Beds
operational

518

Beds in
pipeline



100+

Cities & towns
covered

21

States
covered



71%

ROCE* - Capital-light
business model



34%

3Y Top line CAGR^ - One
of the fastest growing
healthcare enterprise



NSE

Listed on NSE
since April 2022

Journey so far

Idea born

2009

The idea of **Jeena Sikho** was born

Products/medicines business commenced

2009

Commenced ayurveda medicine sales

Health care services commenced

2013

Established **first ayurveda health care centre** in Chandigarh

2017

Jeena Sikho Lifecare was incorporated as a company

2018

Developed the **Shuddhi Project** to setup dedicated ayurveda health care centres

2020

Inaugurated **Derabassi centre – Shuddhi Ayurveda Panchakarma Hospital**

2021

Surpassed **50 operational centres** across the country

Raised growth capital to expand in both

2022

Successfully raised **₹55.5 Cr** from IPO

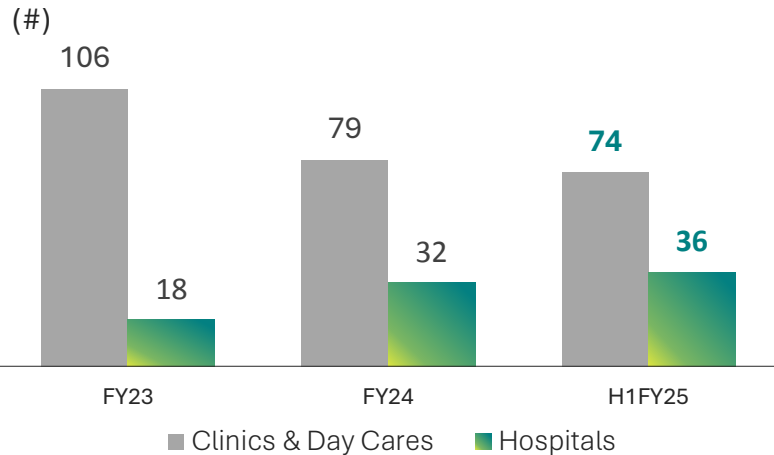
2023

Opened centres in **Lucknow, Jaipur, Navi Mumbai** among **20 other small-mid centre** across the country

2024

Achieved landmark revenue of **₹324 Cr**

Active Hospitals and Clinics & Day Cares (#)



Leadership at Jeena Sikho

Mr. Manish Grover
Managing Director

Mrs. Bhavna Grover
Whole Time Director

Ms. Shreya Grover
Director

Mr. Karan Vir Bindra
Independent Director

Mr. Chandan Kumar Kaushal
Independent Director

Mr. Nanak Chand
Chief Financial Officer

Mr. Sahil Jain
Operations Head

Dr. Raghuvendra
Doctor

Mr. Akansha Jain
HR Head

Mr. Pradeep Kumar Thakur
Manager Operations - Clinic

Ms. Namrta Chaudhary
Call Centre Head

Mr. Gaurav Mohan Garg
Business Development Head

Dr. Nidhi Punia
Doctor

Mr. Kapil Dev
Business Development Manager

Mr. Mukesh Grover
Administration Head

Dr. Suyash
Doctor

About the founder



Acharya Manish Ji

Acharya Manish Ji, the visionary founder of Jeena Sikho Lifecare, is a renowned Indian Ayurvedic healthcare practitioner. He began his journey as a motivational speaker, dedicated to promoting disease prevention through lifestyle choices.

With a deep passion for holistic health solutions, Acharya Manish Ji later pivoted towards embracing the ideology of leading a disciplined Ayurvedic lifestyle.

Expertise and Contributions

With over two decades of experience, Acharya Manish Ji possesses deep domain expertise in Ayurvedic medicines and treatments. He is an ingenious practitioner of Ayurvedic medicine, drawing from his own experiences, profound wisdom, intensive research, and dogged devotion to the health and wellness cause. Acharya Manish Ji has relentlessly and intuitively worked on concocting some of the best holistic Ayurvedic treatments for various ailments and diseases.

Vision and Impact

Acharya Manish Ji has been instrumental in spreading knowledge about Ayurveda as an alternative to allopathy, highlighting its merits and effectiveness. His dedication to educating and empowering individuals to embrace this ancient healing system has made him a trailblazer in the field of Ayurvedic healthcare. Through Jeena Sikho Lifecare, Acharya Manish Ji continues to revolutionize the industry by providing innovative and effective Ayurvedic solutions.

02



Superior Business Model Positioning



Superior business model positioning

A unique combination of product & service revenue stream

Ayurveda health care services

- Operated out of hospitals & clinics through a hub & spoke model
- CAPEX & OPEX-light operational structure
- Significant operating leverage beyond break-even occupancy rates of assets

₹114 Cr

Revenue (H1FY25)

53%

Contribution (H1FY25)



Ayurveda health care products

- Sales generation out of company health care centres & tele-calling centre
- 90%+ gross margin product portfolio
- Manufacturing outsourced to a reliable network of third-party manufacturers
- Healthy cash generation from this vertical

₹100 Cr

Revenue (H1FY25)

47%

Contribution (H1FY25)

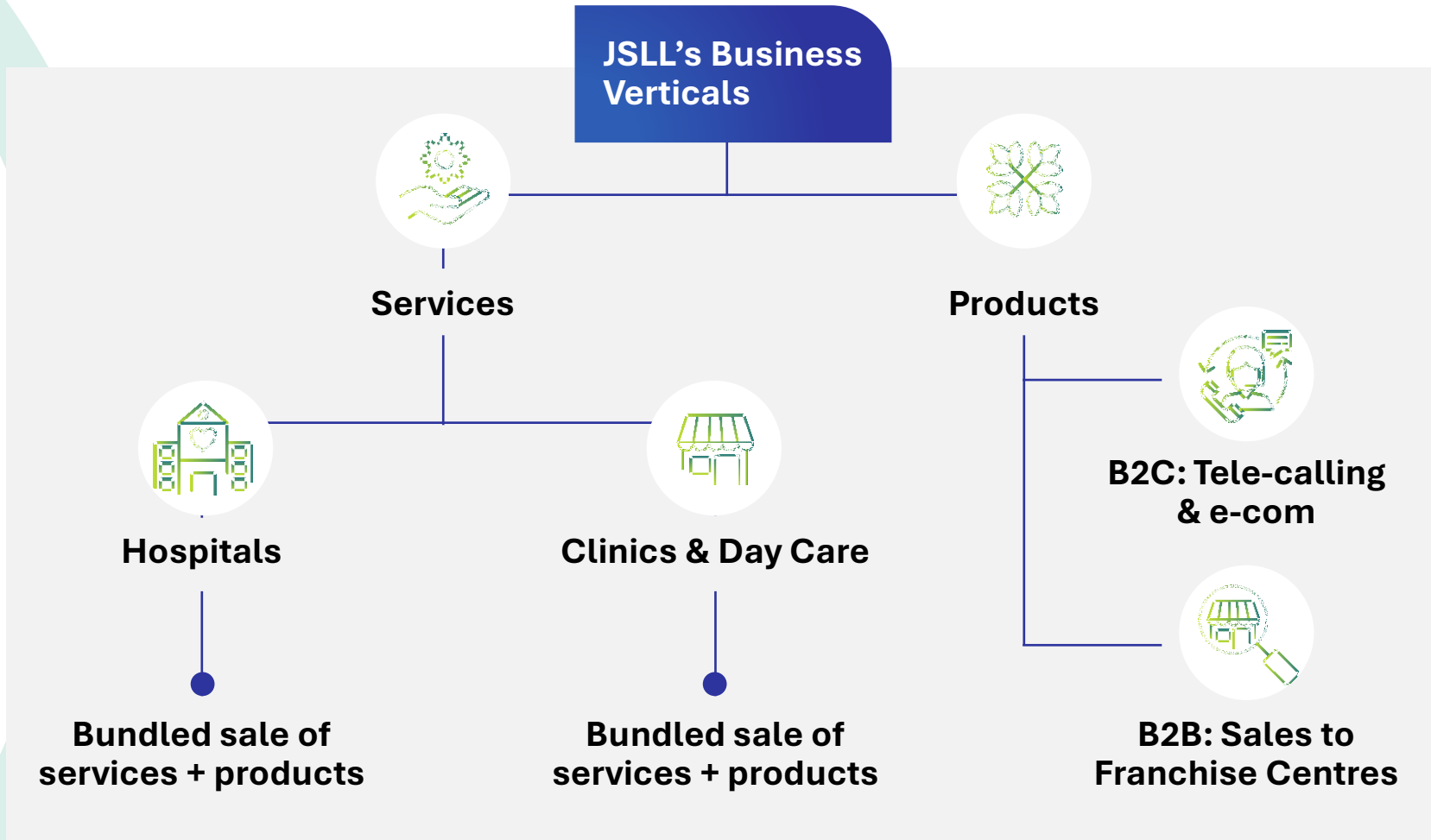


Monumental synergies between the two verticals

Significant cross-selling & lead-generation opportunities between both verticals:

1. Medicine/product customers visit health care centres for a more holistic treatment
2. Health care centres patient's consume medicines for medium-to-long tenure post-treatment

JSSL's Business Structure



Unique business model

1. To benefit from significant operating leverage of services vertical
2. Well-supported by healthy cash-generation from high-margin products vertical
3. Significant cross-selling & synergies between both the verticals

JSSL's unique capital-light approach



Low CAPEX per bed

- Setup cost of ~₹2.5-3.5 lakh per bed (a typical 100 bed facility)
- Setup at custom-made leased facilities
- Limited investments in panchakarma bed & equipment's



Mix of own & franchise assets

- 44/110 facilities are under franchisees: typically, clinics & day care are operated by franchisees
- Investment & day-to-day operations run by franchisees
- Ayurveda doctors at franchisees on JSSL's payroll & ayurveda medicines exclusively supplied by JSSL



Unique hub-and-spoke model

- Clinics & day-care facilities feeding sales funnel of hospitals in the vicinity
- OPD footfall driving IPD volumes



Capital-light business model

Resulting in:

1. Superior ROCE's – 71%*
2. Ability to scale rapidly
3. Nurturing a robust balance sheet (debt-free)

*3Y Average ROCE

JSSL's flywheel effect

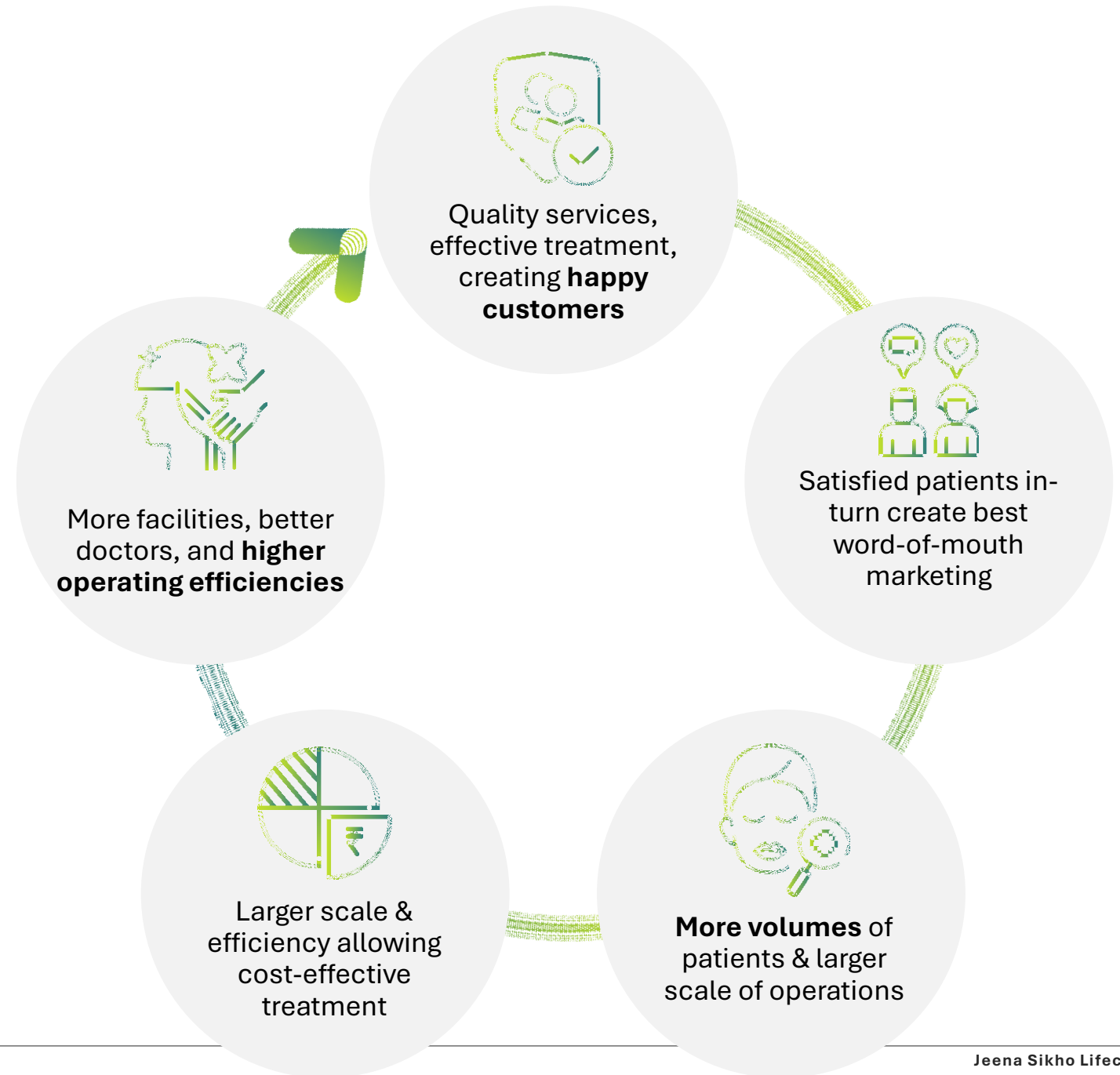
Happy Customers



Higher Growth



Better ROCE



Robust sales funnel

Social Media Channels:

[youtube.com/@Chikitsaguru](https://www.youtube.com/@Chikitsaguru) (885K subscribers - 2.9K videos)
[youtube.com/@havesuddhi](https://www.youtube.com/@havesuddhi) (452K subscribers - 1.9K videos)
[facebook.com/GuruManishAyurveda/](https://www.facebook.com/GuruManishAyurveda/) (2.9 Lakh Likes - 5.6 Lakh Followers)
[facebook.com/HaveShuddhi/](https://www.facebook.com/HaveShuddhi/) (2.5 Lakh Likes - 7 Lakh Followers)

National & Regional TV Presence:



Call centres:

Continuously & proactively in touch with customers through call center marketing

- PROACTIVE SOCIAL MEDIA PRESENCE
- CALL CENTER MARKETING
- PRESENCE ON NATIONAL TV

10

72-hour health care camps organised (H1FY25)

516

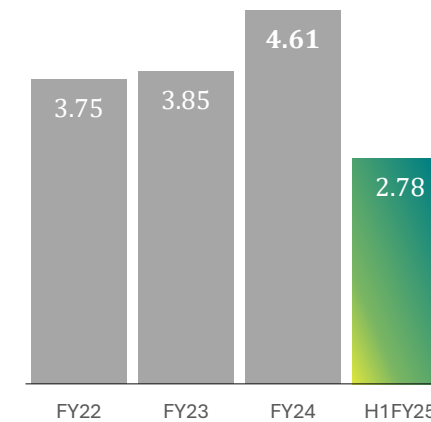
Cumulative visitors at health care camps (H1FY25)

Health care camps serving as a director source of revenue as well as leads for hospitals

HEALTH CARE CAMPS

Cumulative OPD, COD & VC customers served:

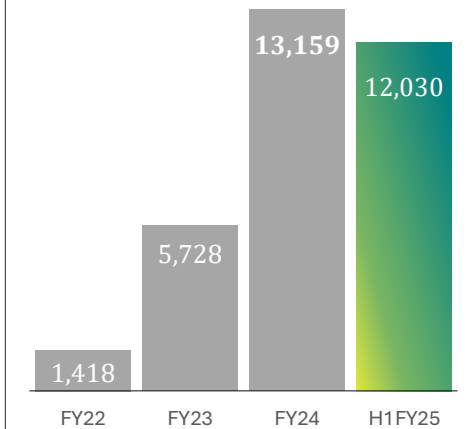
(In Lakhs)



OPD & MEDICINE CUSTOMERS

All resulting in growing IPD volumes:

(#)



IPD PATIENTS

Attractive unit economics

Typical CAPEX of a 100-bed facility

Leased facility
~1.0-1.25 Lakh SqFt Average Size for 100 beds

Furniture & fixtures:
~₹45-50 lakhs

Medical equipment's:
~₹60-65 lakhs

Others (varying at each facility):
~₹150-250 lakhs

Total: ₹250-350 lakhs
Per bed: ₹2.5-3.5 lakhs

OPEX of a 100-bed facility (monthly)

Fixed Costs
 Typical team size:
 • **~20** ayurveda doctors
 • **~80** support-staff
 • **~100** contractual staff
₹40-45 lakhs monthly payroll

Rent
₹10-12 lakhs monthly depending upon location

Variable Costs
 Minimal consumables, electricity & operating expenditure
~12-15% of sales

Revenue potential

₹8,100/day/bed
Bundled service + product revenue potential per day per bed

~₹170 lakhs
 monthly revenue potential at 70% occupancy levels of a 100-bed facility

~35%
 Approximate break-even occupancy levels as per standard operating expense structure

Swift paybacks Superior ROCEs (%)

12-18 months
 for a hospital to reach 70% (respectable utilization)

Payback period of investment **<6 months, even lesser for smaller hospitals**

Key pillars of business model

INSURANCE & GOVERNMENT PANEL

Insurance Empanelment's



Government Panel

- Delhi – CGHS, CAPF, DGEHS, DDA, DJB, CBSE, CWC, CSIR, BIS, MMTC
- Rajasthan – CGHS, RGHS, ECHS, CAPF
- Haryana – CGHS, CAPF, DDA, CBSE, CSIR, CWC, BIS, RGHS
- Uttar Pradesh – CGHS, CAPF, DDA, CBSE, CWC, CSIR, BIS, MMTC
- Maharashtra – CGHS, CAPF

Fintech-Financing



DOCTORS & MEDICAL STAFF

~411

Certified ayurveda doctors

~544

Supporting health care personnel

Incentive structures of doctors aligned to serve patients well & run efficient operations

FRANCHISEES

44 franchisee operated health care centres

Ensuring quality through exclusive JSLL team & products

- Ayurveda doctors & medical staff at franchise centres on JSLL's payroll
- Exclusive sales of JSLL's ayurveda product portfolio through bundled offerings (consultation + products)

CAPEX & OPEX

(ex-doctor payroll) borne by franchisee partner

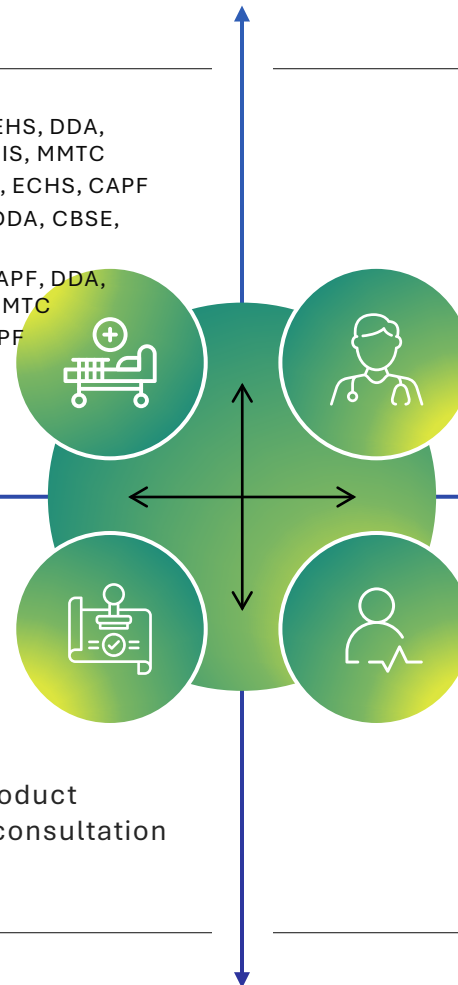
PATIENTS

Enabling quality & affordable alternate health care solutions

Patient-centric approach generating repeat business

Superior customer support service through dedicated health care contact centre

Word-of-mouth best marketing tool



Positioned for leadership

Market leadership

- ~11% share of Jeena Sikho in NABH Accredited Panchakarma Clinics (109 all over India)
- ~7% share of Jeena Sikho in NABH Accredited AYUSH Hospitals (291 all over India)
- Leading organised player Ayurveda healthcare chain with 33 NABH accredited hospitals & clinics
- Further, additional 4 NABH accreditations for AYUSH Hospitals in pipeline

33 + 4

NABH Accredited
Hospitals & Clinics

Humongous size of opportunity

- India has an estimated ~1.9 million hospital beds as per CDDEP
- There is a large, unserved need for alternate medicine

Corporate governance

1. Final dividend payout in 2024 post listing
2. Audit committee chaired by an Independent Director
3. Engaging in regular investor communication through presentations, began conference calls
4. Will approach mainboard listing after meeting all criteria's in 2025

03



Breadth of Operations



Hub-and-spoke geographical expansion

36

Hospital

74

Clinics & daycare centres

21

States

100+

Cities & Towns

1,530

Beds operational

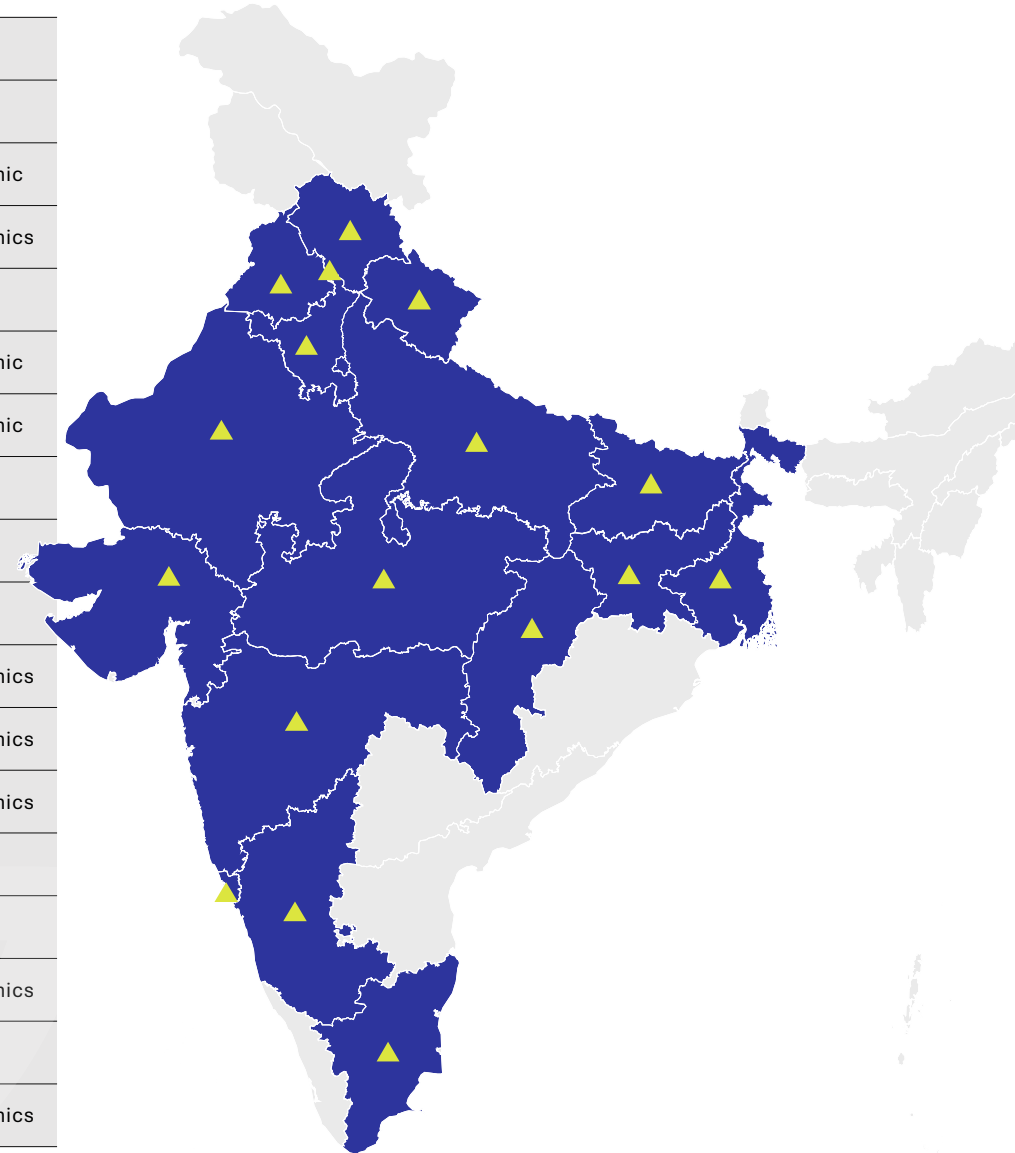
518

Beds in pipeline

20

Facilities in pipeline

Bihar	1 hospital
Chandigarh	1 hospital
Chhattisgarh	1 hospital 1 clinic
Delhi	2 hospital 6 clinics
Goa	1 clinic
Gujarat	3 hospital 1 clinic
Haryana	4 hospital 1 clinic
Himachal Pradesh	2 clinics
Jharkhand	1 clinic
Karnataka	1 hospital
Maharashtra	1 hospital 3 clinics
Madhya Pradesh	1 hospital 2 clinics
Punjab	3 hospital 4 clinics
Rajasthan	8 hospital
Tamil Nadu	1 hospital
Uttar Pradesh	7 hospital 6 clinics
Uttarakhand	1 hospital
West Bengal	1 hospital 2 clinics



Map not to scale

Key health care facilities

Meerut,
Uttar Pradesh



Since
Dec-2022

315
Beds

NABH
Accredited



Lucknow,
Uttar Pradesh



Since
Jun-2022

115
Beds

NABH
Accredited



Derabassi,
Chandigarh



Since
Oct-2020

113
Beds

NABH
Accredited



Navi Mumbai,
Maharashtra



Since
Nov-2022

145
Beds

NABH
Accredited



Panchkula,
Haryana



Since
Aug-2024

50
Beds

Health Care Camps

Case Studies

On an average organizing 2 health care camps each month

Average ~30% conversion of camp attendees for IPD treatments

Panchkula Camp

- Dates: 19th to 22nd September
- State name: Haryana
- Duration: 4 days

42

VISITORS ATTENDED

~₹23 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

- Dates: 16th August to 18th August & 30th August to 1st September
- State name: Uttar Pradesh
- Duration: 3 days

47 + 54

VISITORS ATTENDED

~₹54 lakhs

DIRECT BUSINESS GARNERED

Navi Mumbai Camp

- Dates: 26th to 28th July
- State name: Maharashtra
- Duration: 3 days

39

VISITORS ATTENDED

~₹22 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

- Dates: 12th to 14th July
- State name: Maharashtra
- Duration: 3 days

51

VISITORS ATTENDED

~₹28 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

- Dates: 28th June to 30th June
- State name: Uttar Pradesh
- Duration: 3 days

57

VISITORS ATTENDED

~₹32 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

- Dates: 3rd May to 5th May & 31st May to 2nd June
- State name: Maharashtra
- Duration: 3 days

56 + 40

VISITORS ATTENDED

~₹53 lakhs

DIRECT BUSINESS GARNERED

Comprehensive healthcare services - 1/2

Health Care Services Offered



IN-PATIENT DEPARTMENT (IPD) THROUGH HOSPITALS



OUT-PATIENT DEPARTMENT (OPD) VIA CLINICS & DAYCARE CENTRES



72-HOUR HEALTH CAMPS



PANCHAKARMA THERAPIES



MEDICAL-KITS



DIET CARE

Key Natural Diseases Reversals



KIDNEY FAILURE REVERSAL



LIVER DETOX AND REVERSAL



CANCER PROGRESSION SLOWDOWN



ARTHRITIC DISORDER REVERSALS



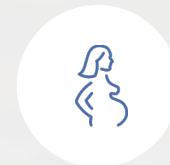
NEUROLOGICAL DISORDERS REVERSAL



CONSERVATION OF CARDIAC HEALTH



BRONCHO & RESPIRATORY CARE PLANS



SEXUAL & REPRODUCTIVE HEALTH



AUTOIMMUNE DISORDER REVERSALS

Comprehensive healthcare services - 2/2

Ailments Treated



THYROID



OBESITY & WEIGHT LOSS



CHOLESTEROL



MIGRAINE



DEPRESSION



JOINT PAIN



BACK PAIN



EYE TREATMENT



ACIDITY & GAS



ANXIETY



PSORIASIS



ULCER



SEXUALLY TRANSMITTED DISEASES



FISSURE



SKINCARE



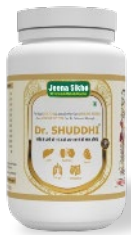
LEUKODERMA



ASTHMA

Ayurveda product portfolio

Our Top Selling Products



Existing sales channels

1. Call centres & e-com
2. At health care centres

Plans to tap OTC sales channel at pharmacies beginning H2FY25

350+
SKUs in portfolio

~90%
Overall Gross Margins in product

Call centre operations

Dedicated health care call centre for proactive sales & customer support operations:

Driving customer order placement & processing for medicine portfolio

Facilitating sales leads for health care centres

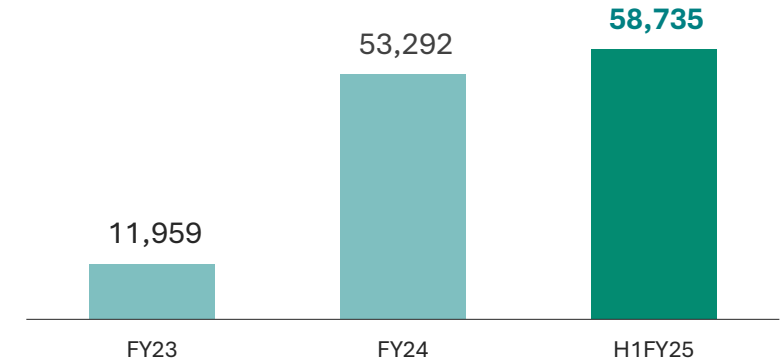
Ensuring repeat business & continued association with customers

Administering virtual & telephonic consultation through in-house doctors

Consumer support & grievance redressal

Guidance on insurance facilities

Video-call Consultations (#)



Customer Testimonials

Comedian Bharti Singh's Mother

When Mrs. Singh was admitted to our facility, her kidney was working 6% per minute. Allopathic doctors had advised her to take dialyses but she avoided this course of action. Since she began her treatment, its function has improved to 11% per minute. She was on insulin for 20-25 years before she came to Jeena Sikho Lifecare. Within 4 days, she was off the insulin.

[VIEW THE VIDEO](#)



Mr. Rajesh Narang, Derabassi

He was suffering from Crohn's cancer since 2013 and had already taken over seven chemo sessions, ultimately having to hear that it is not curable. After coming to Jeena Sikho and undergoing all the treatment for a week, he is feeling much better and a hope that he will be cured.

[VIEW THE VIDEO](#)



Prime Minister Narendra Modi's Brother

When Modi ji's brother came to us he used to undergo dialyses twice a week wherein 4.5 litres of water was removed from his body. Now the water content has reduced to 3 litres and he is looking forward to being free from dialysis soon.

[VIEW THE VIDEO](#)



Mr. Vivek Kumar Chandigarh

A Liver Cirrhosis patient for five years, taking multiple treatments. After getting in touch with Acharyaji, he has now stopped his allopathy medicines.

[VIEW THE VIDEO](#)



Smt. Neeta Kapoor's Testimony

In 2017 when she came to Jeena Sikho, her heart pulse were very low, had fatty liver, high uric acid, high lipid profile. Other doctors had advised her to use pacemaker, otherwise her heart won't function properly. She had consulted doctors across India and abroad too. But after getting in touch with Jeena Sikho, her heart pulse has improved and all other problems are in control.

[VIEW THE VIDEO](#)



04



Way
Forward



Outlook

01

Improve utilization rates of existing assets

02

Launch new centres & bed addition in existing centres

03

Tap OTC sales channel for medicine sales

04

Expand portfolio: launch new product kits

05

Enablement of cashless insurance to aid volumes

06

Expected increase in coverage under Government Panel / AYUSH

05

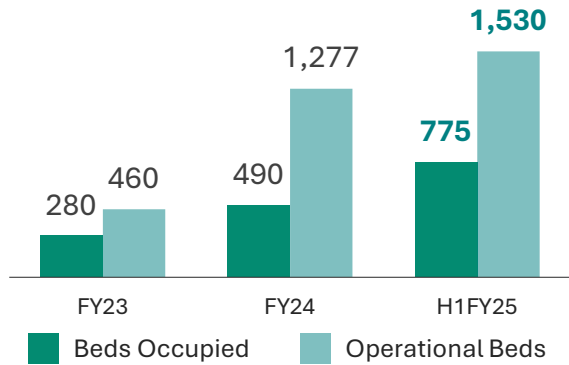


Annual
**Financial
Highlights**

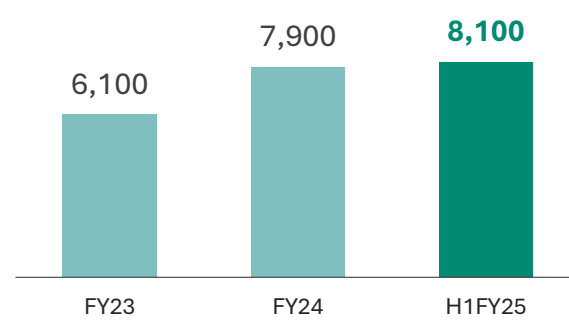


Key Operating Metrics

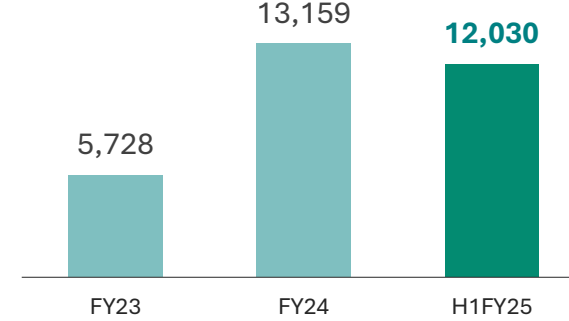
Operational Beds & Occupancy
(#)



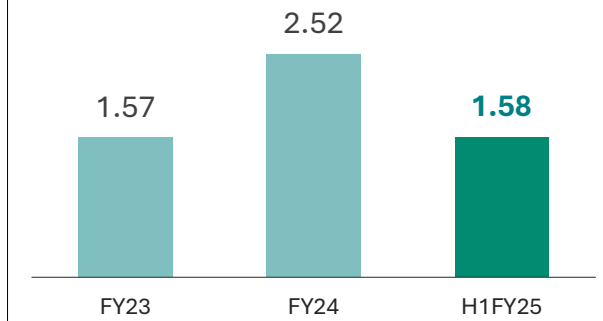
Avg. Revenue Per Bed
(In ₹)



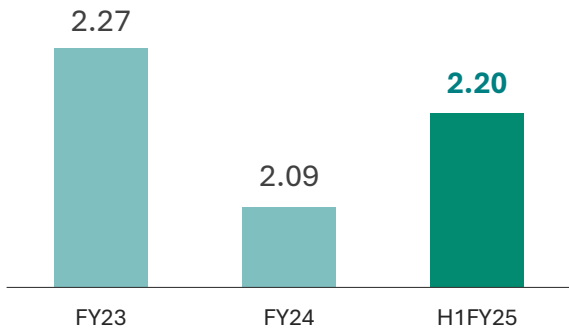
IPD Patient Volumes
(#)



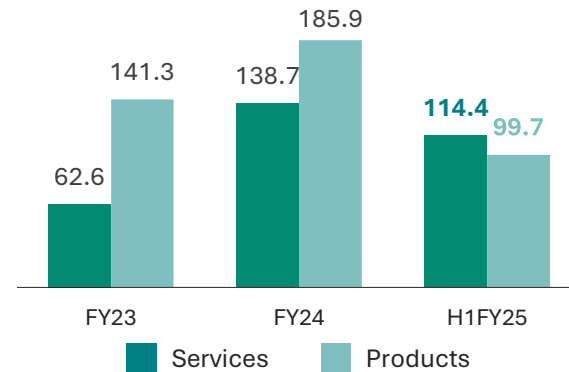
OPD Patient Volumes
(# Lakh)



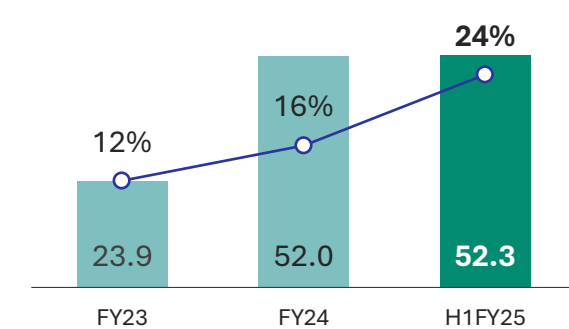
Medicine Order Volumes
(# Lakh)



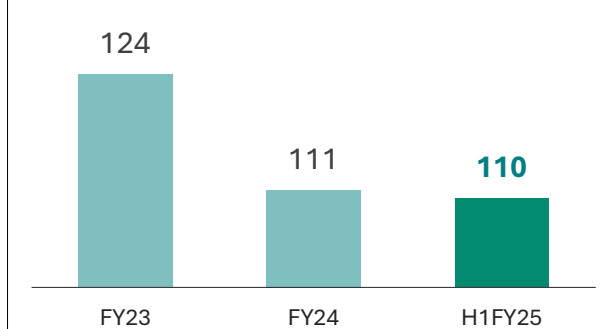
Revenue-mix
(In ₹ Crore)



Govt. Panel Revenue
(In ₹ Crore & %)



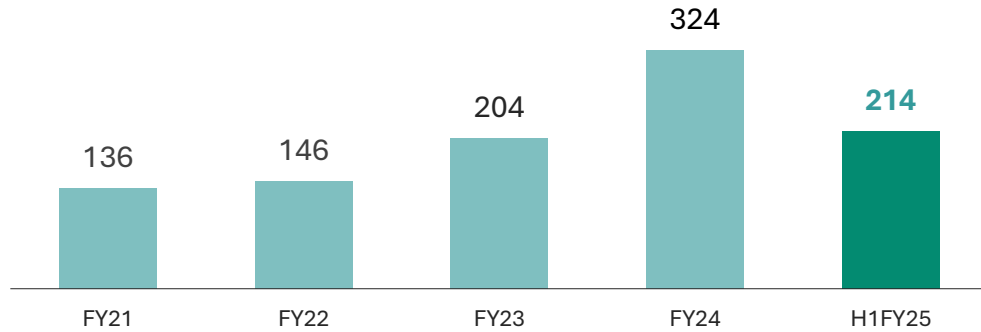
Active Operational Centres
(#)



Key Performance Indicators

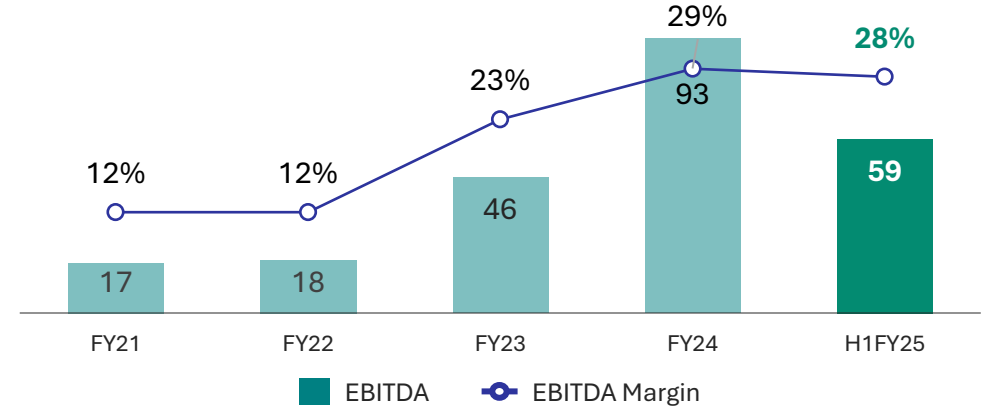
Revenue from Operations

(In ₹ Crore)



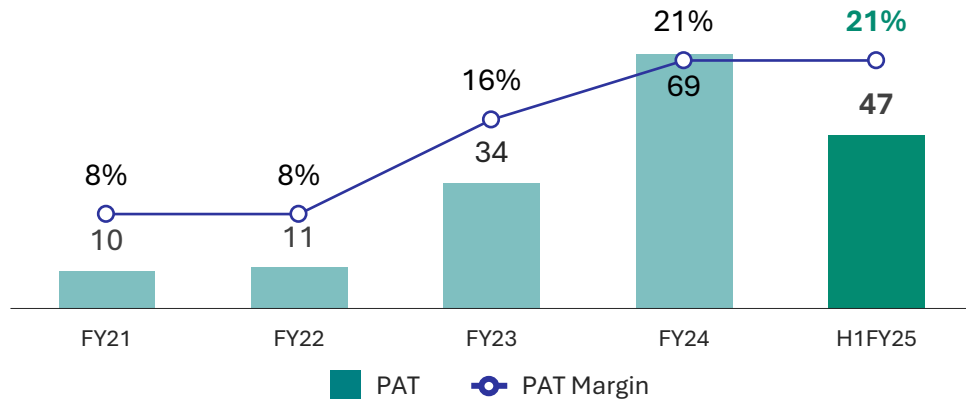
EBITDA & EBITDA Margin

(In ₹ Crore & %)



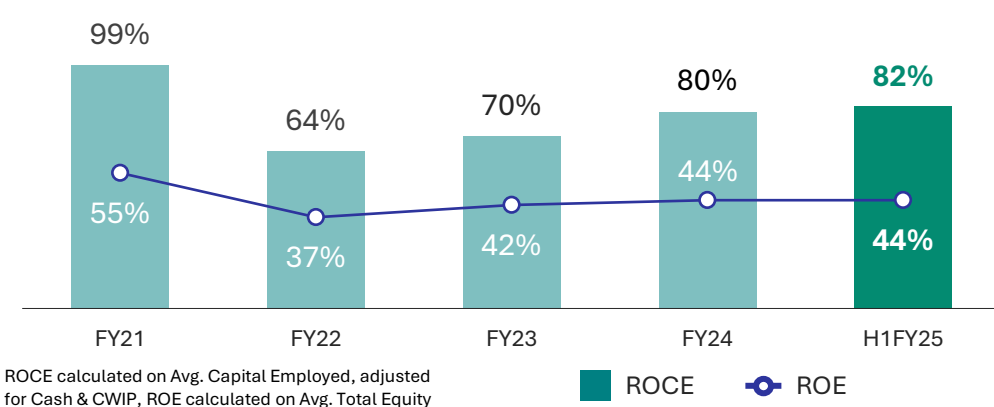
PAT & PAT Margin

(In ₹ Crore & %)



ROCE & ROE

(%)



ROCE calculated on Avg. Capital Employed, adjusted for Cash & CWIP, ROE calculated on Avg. Total Equity

4Y Income Statement

(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24
REVENUE FROM OPERATIONS	13,581	14,645	20,390	32,441
GROSS PROFIT	11,884	12,971	18,193	29,298
GROSS PROFIT MARGIN (%)	88%	89%	89%	90%
OPERATING EXPENSES	10,196	11,159	13,586	19,999
EBITDA	1,688	1,812	4,608	9,299
EBITDA MARGIN (%)	12%	12%	23%	29%
DEPRECIATION & AMORTISATION	246	331	313	510
EBIT	1,442	1,482	4,295	8,789
FINANCE COST	130	114	70	41
OTHER INCOME	107	149	228	644
PROFIT BEFORE TAXES	1,419	1,517	4,453	9,392
TAXES	389	390	1,079	2,471
PROFIT AFTER TAXES	1,029	1,127	3,374	6,921
PROFIT AFTER TAXES MARGIN (%)	8%	8%	16%	21%
EARNINGS PER SHARE (₹)	10.19	11.15	13.69	27.84

Note: EPS for FY24 & FY23 takes into account bonus shares issued in November 2023

4Y Balance Sheet

(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24
TOTAL EQUITY	2,395	3,656	12,580	19,225
NON-CURRENT LIABILITIES	92	117	63	88
BORROWINGS	15	81	54	32
CURRENT LIABILITIES	2,428	2,383	2,460	2,741
BORROWINGS	1,188	663	27	22
TRADE PAYABLES	328	463	607	446
TOTAL EQUITY & LIABILITIES	4,915	6,155	15,103	22,053
NON-CURRENT ASSETS	2,306	3,951	7,355	7,663
PROPERTY, PLANT AND EQUIPMENT	2,250	2,822	5,969	6,683
CAPITAL WORK-IN-PROGRESS	0	504	113	394
CURRENT ASSETS	2,609	2,204	7,748	14,390
INVENTORIES	928	576	410	719
TRADE RECEIVABLES	324	897	2,207	4,119
CASH AND CASH EQUIVALENTS	896	257	3,239	6,201
TOTAL ASSETS	4,915	6,155	15,103	22,053

4Y Cash Flow Statement

(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24
CASH FROM OPERATING ACTIVITIES	1,752.76	1,747.95	1,716.94	3,676.74
CASH FROM INVESTING ACTIVITIES	(858.90)	(1,963.76)	(5,723.16)	(1,812.43)
CASH FROM FINANCING ACTIVITIES	(153.22)	(451.08)	4,800.34	(344.40)
NET CASH FLOW	740.64	(666.89)	794.12	1,519.91
CASH AT BEGINNING OF YEAR	143.66	884.30	217.42	1,011.54
CASH AT END OF YEAR	884.30	217.41	1,011.54	2,531.45



Half-Yearly Performance Highlights



H1 & FY25 Income Statement

(In ₹ Lakhs)

PARTICULARS	H1FY24	H2FY24	H1FY25	YOY CHANGE (%)
REVENUE FROM OPERATIONS	15,736	16,705	21,413	36%
GROSS PROFIT	14,197	15,101	19,236	35%
GROSS PROFIT MARGIN (%)	90.22%	90.40%	89.83%	-39 BPS
OPERATING EXPENSES	9,704	10,295	13,308	37%
EBITDA	4,493	4,806	5,928	32%
EBITDA MARGIN (%)	29%	29%	28%	-86 BPS
DEPRECIATION & AMORTISATION	247	263	304	23%
EBIT	4,246	4,543	5,624	32%
FINANCE COST	25.38	15.76	19.78	-22%
OTHER INCOME	149	495	596	300%
PROFIT BEFORE TAXES	4,370	5,022	6,200	42%
TAXES	1,187	1,284	1,512	27%
PROFIT AFTER TAXES	3,183	3,738	4,688	47%
PROFIT AFTER TAXES MARGIN (%)	20%	22%	21%	+126 BPS
EARNINGS PER SHARE (₹)	12.80	15.04	18.86	47%

Management Commentary



Acharya Manish Ji

MANAGING DIRECTOR

“I am pleased to present the impressive financial and operational performance of Jeena Sikho Lifecare for H1FY25. Our strategic initiatives have yielded remarkable results, as evidenced by the substantial growth in our Revenue from Operations, which reached ₹21,413 lakh, marking a 36% increase YOY.

Our focus on expanding our hospital network and increasing operational bed capacity has been paying-off. The number of operational beds has grown from 1,277 in FY24 to 1,530 in H1FY25, representing a significant 20% increase. This expansion has directly contributed to the growth in our IPD patient volume throughput. We have also achieved an impressive average bed utilization rate of 51% for H1FY25, demonstrating the efficiency of our operations and the growing demand for our services.

Jeena Sikho Lifecare's presence now extends to over 100 cities and towns across 21 states in India. The customer response to our recently opened hospitals has been extremely encouraging, as reflected in our growing utilization rates.

While our revenue growth has been robust, we have experienced some compression in EBITDA margins on both a YOY and sequential basis. This is primarily due to increased operating expenses associated with our expansion efforts. However, we anticipate a normalization of this trend as revenue from our newly opened hospitals begins to flow in.

We have an ambitious pipeline of 20 additional facilities in development. Combined with our recently added bed capacity, this

expansion offers significant revenue potential for the remainder of the year and FY25, substantially broadening our service footprint.

Our video-call consultation service has also shown remarkable progress, with ~59K consultations conducted in H1FY25, surpassing the previous year's figure of ~53K. Recently, an article authored by Acharya Manish Ji was published in the International Journal of AYUSH, emphasizing the potential of Ayurveda in managing chronic illnesses. The publication showcases the significance of Ayurvedic treatments, particularly in cases of Chronic Kidney Disease (CKD), where conventional approaches often focus on symptom management.

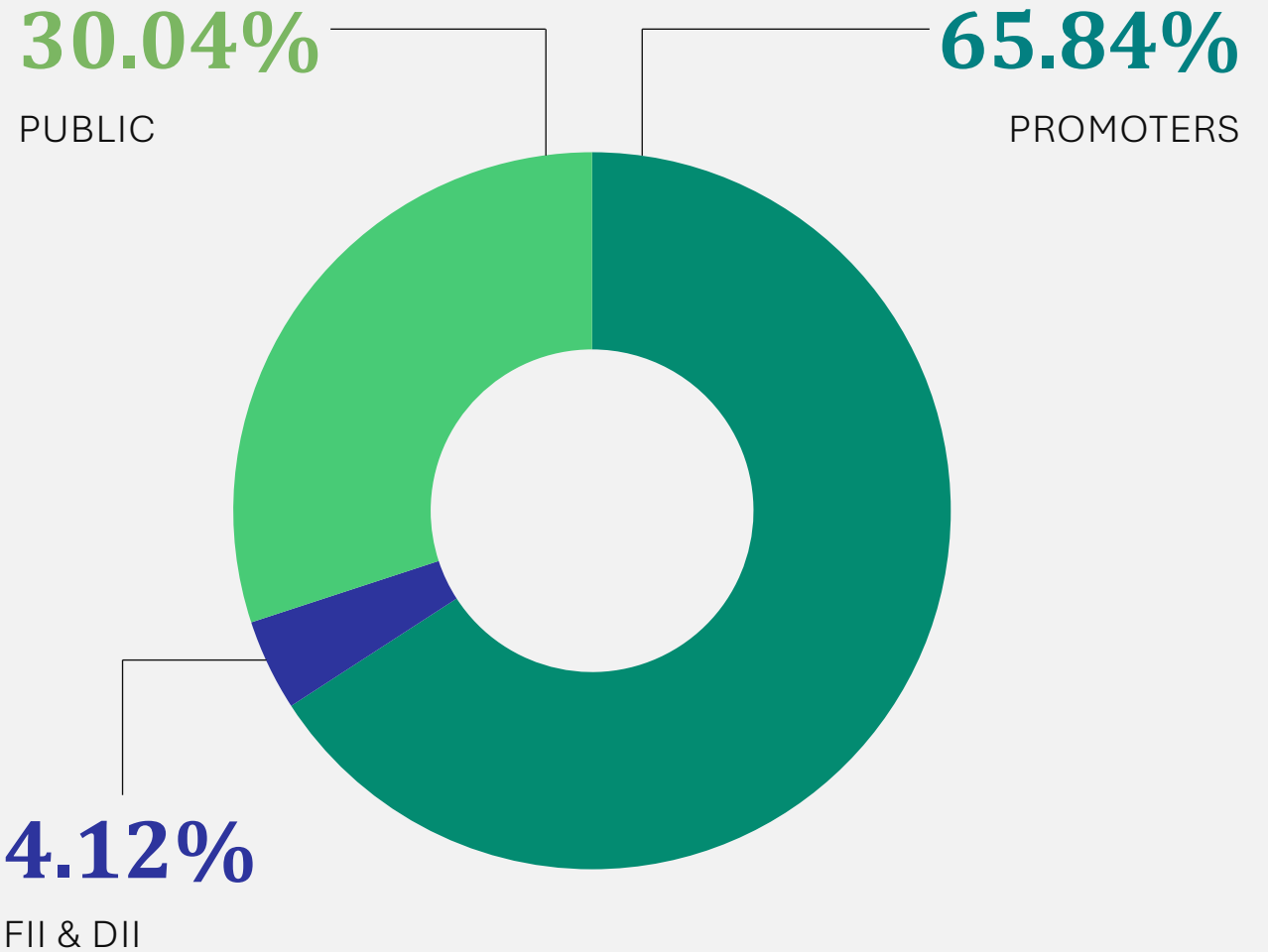
We are significantly increasing our operational bandwidth by hiring more Ayurveda doctors and supporting healthcare personnel. This expansion will enable us to meet the growing demand for our services. Further, we continue to make progress in securing insurance empanelments and government panel inclusions, which will help make our services accessible to a broader population.

In conclusion, we are confident that our strategic initiatives will continue to yield positive results, further strengthening our position in the healthcare industry. The recent publication of Acharya Manish Ji's article on the success of Ayurveda in managing CKD supports our approach of focusing on holistic treatments to improve patients' quality of life. The combination of our expanded footprint, improved operational efficiency, and innovative service offerings positions us well for sustained growth and success in the coming years.

Market Statistics

NSE Symbol	<u>JSLL</u>
Listing Date	April 19, 2022
IPO Issue Price	₹150
Current Market Price	₹1,872
52 Week High/Low	₹566 / ₹1,876
Shares Outstanding	2.49 Cr
Market Capitalization	₹4,654 Cr
Industry Classification	Healthcare

Note: Market Price Data as on 11th November 2024



Note: Shareholding Data as on 30th September 2024

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Investor Presentation

H1FY25 | November 2024

Jeena Sikho®
120+ Ayurveda Clinics & Hospitals

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Shuddhi
AYURVEDA CLINICS & HOSPITALS

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