



11th November, 2024

The Manager,
Listing Department,
National Stock Exchange of India Limited
"Exchange Plaza", C - 1,
Block G, Bandra –Kurla Complex, Bandra(East),
Mumbai– 400051 MH IN

Script Code - MAITREYA

Sub: Earnings Conference Call Transcript

Dear Sir / Madam,

Please find enclosed herewith the copy of transcript of the Earnings Conference Call held on 08 November 2024 at 12pm in respect of Unaudited Standalone and Consolidated Financial Results for the half year ended September 30, 2024.

The transcript has been uploaded on the website of the company.

Kindly take the same on your records.

Sincerely,

Chandan Chetnani
Company Secretary and Compliance Officer
ACS - 66496

Maitreya Medicare Limited

Address : Nr. Someshwara Char Rasta, UM Road, Surat, Gujarat - 395007.
Ph. : 0261-2299000 | Reception : +91 82382 29900 | Email : maitreyamedicare@gmail.com
CIN : U24290GJ2019PLC107298



“Maitreya Medicare Limited
Q2 FY25 Earnings Conference Call”
November 08, 2024



**MANAGEMENT: DR. PRANAV THAKER – WHOLE-TIME DIRECTOR –
MAITREYA MEDICARE LIMITED
DR. NARENDRA TANWAR – CHAIRMAN AND
MANAGING DIRECTOR – MAITREYA MEDICARE
LIMITED
MR. VIMAL PATEL – WHOLE-TIME DIRECTOR –
MAITREYA MEDICARE LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to Maitreya Medicare Limited Q2 FY25 Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing the star then zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Dr. Pranav Thaker, Whole-Time Director. Thank you and over to you, sir.

Dr. Pranav Thaker: So, good morning, friends and I am very much thankful for all your support and the belongingness to the Maitreya Group. And it was a remarkable journey since last one year we did the IPO. And we have expanded our portfolio by adding two new hospitals in operations and management ambit.

That is one is Prannath Hospital in Surat and Vinish Health Care, that is the Smit Hospital at Nandurbar, Maharashtra. So, we are expanding our footprints in Gujarat and Maharashtra strategically to have that advantage in terms of the bed capacity as well as contributing in the top line as well as the bottom line, both. So, strategically, we are on one front going ahead with the expansions. And we are also doing some investments in the doctor equipment technology administration and staff to, you know, run these ventures.

Additionally, we have installed a cath lab at KLS Memorial Hospital and soon it will be functional in coming days' time, 10 to 15 days. Prannath Hospital, we have already installed a cath lab and there we have started doing cardiology work. And we are eyeing on the cardiothoracic department to be functional soon at Prannath Hospital also.

We are trying to launch the renal transplant program at Prannath Hospital and the radiotherapy and the comprehensive cancer care unit at Prannath Hospital because it has got a very good potential for the services to be consumed in the community. So, we are taking this opportunity forward and trying to put up the specialty and technology both at Prannath Hospital right now.

We are operating at 55% bed capacity right now because our total bed capacity has increased to 500 plus, but still all beds are not operationally started. So, we have started 55% operational beds, but with the strategic initiatives, we aim to achieve 100% operational beds by next year.

Also, we are extremely delighted to announce that the company was awarded the prestigious certificate of accreditation by NABH for digital health accreditation standards recently launched. And we are one of the, you know, what do you say, the initial first movers amongst India in the whole country. So, we got awarded for the silver category accreditation for this digital standard.

So, this was brief about the journey and I wish and I hope that we are coping up with the expectation of community as well as our investor fraternity. And if you see the presentation, there are a few briefs and the highlights are there. Revenue, we are pretty much on the target and year on year, though it is less than minus one percentage, but I think we'll be able to cope up with our own targets.

PAT of course, as comparison to the last quarter, which we submitted, which was in loss. Right now, we have recovered in a positive manner and though it is less by 35% year on year comparison, but as we are aware that we have invested strategically in our professional

competencies in terms of staff, doctors. That is why we are being a little bit deep in the profit margin. But at the same time, we are hopeful that, doing this expansion, then having this soft and professional skills with us, we should be able to recover the PAT margins also.

And EBITDA, of course, we have that impact. RPOC is pretty well sustained, that is 27,528 and we are aiming to improve that also. So, as I told you, we have now capacity of 555 beds. We have all the specialties and super specialties except radiotherapy and transplant, which we are planning to put up in the coming year. So that is one good advantage to us for the Prannath Hospital, wherein we will be able to complete over all the specialties across group.

This is the brief what we have started in 2019 and now we have reached in 2024, where we have multiple units and with bed capacity of 500 plus. Our specialty and super specialty services are covering all the specialties and super specialties. But the center of excellences would be, of course, cardiology, cardiac surgery, then the critical care medicine, joint replacement, neurosurgery and the spine surgery. These are our center of excellences, wherein we are getting our most of the chunk from the revenue.

As far as the management is concerned, myself, Dr. Pranav Thaker, but we have our Chairman and Managing Director, Dr. Narendra Tanwar. He himself is an eminent cardiologist and he is a very seasoned and expert cardiologist, particularly known for the complex procedures. So wherein patient is having life-threatening complications as far as the cardiology is concerned. He is the one who tries to bail out every time and most of the time he is very much successful. And he has very rich clinical experience in the cardiology in the towns of Nagpur as well as Udaipur and the Baroda. And now sir started this unit since October 2019.

Mr. Vimal Patel, he is also a Whole-Time Director and he has done his BSc in Chemistry with MBA in Marketing and Finance. So, he brings in a lot of experience in terms of expansion, business development, as well as routine administrative work across the group. And he has vast experience at Surat only, but he has that expert niche of Surat and South Gujarat business development market. So, he is an asset to the company.

I am an ENT surgeon, basically, and been into the administration since last 20-odd years. I have done PhD also in public administration and I have done Postgraduate certification in business development from IIM Kolkata too. And I have been to various hospitals in the capacity of hospital, starting from the hospital administrator to the unit head. And right now, I am proudly associated with Maitreya Medicare Limited as the capacity of Whole-Time Director.

We have our portfolio at Maitreya Medicare Limited, that is our holding company and the main flagship hospital. Then the KP Sanghvi Hospital, that is the Maitreya Lifescience Private Limited, it's a subsidiary of Maitreya Medicare Limited. And we are managing cardiology department in the KP Sanghvi Hospital. We have acquired a majority stake in Tulip Agility Private Limited, previously known as Tulip Health Check, which is again a subsidiary because we have 52% stake in that.

And there the capacity is 50 beds, but we are promoting elderly and geriatric care, rehabilitative care, palliative care, end-of-life care kind of innovative concept. And it's a dedicated

comprehensive health check centers with advanced diagnostics. So, in the Tulip, we are trying to promote the innovative or the allied health concepts, which will be need of the future as our population's average age is increasing. So, this thing would be very helpful. And in the Tulip also in the coming year time, we are trying an expansion in the other cities as well.

Maitreya Hospital Private Limited, again, it's a subsidiary of Maitreya Medicare Limited. And the unit is coming up in the Valsad. It's a long-awaiting unit. And probably this year 25, I think we should be able to operationalize it to some operational pitches. At landlord level, we could not initiate in time, but now those hitches and glitches are cleared out and we are hopeful to start it soon.

KLS Memorial Hospital, we are operations and management partner there. Now the KLS Memorial Hospital, we have taken over 4 months back. And we have enhanced the occupancy there. We have enhanced the revenues there. And now we have put up the cath lab also. So once the cath lab is operationalized, cardiac department would be operationalized. Its top line, bottom line will be incremental to our revenues too.

As I told you earlier, Prannath is our ambitious project. And it's basically a trust hospital wherein we have done a clinical service agreement with them. And we are pretty well on target. It's only 2 months old baby with us now. And we have put up the intervention cardiology department. We are going to start cardiac surgery department soon. Renal transplant we are applying. And probably our plans are in the process for the radiotherapy and the comprehensive cancer care unit approvals at corporation level. So once these are through, these are the things which are through, then I think in a year or so, we will be able to have a full-fledged hospital of 100 beds with the capacity expansion of more 50 beds at Prannath only.

Vinish Healthcare was our strategic move and wherein also we have done the clinical services agreement with them. And it's a Smit hospital which is 85-bed multispecialty unit. There also we have cath lab, we have CT scan and all the other staffs. We have 12-bed multispecialty ICU also. And Smit is strategic footprint because from Nandurbar, we get a lot of patients at Maitreya. So, once we have about footprint in Nandurbar area, then I think we will be able to cater more strategically beyond Nandurbar even for the adjacent areas.

So, these are our strategic expansions right now going on and that is how our management capacity for the bed management has increased. This is the bifurcation of bed strength. So, the main growth drivers right now are Surat, Mumbai, Nandurbar and Valsad will be coming up. And what we are trying to achieve during these days are one is the capacity expansion but at the same time only capacity expansion will not work. So, we need to have the optimum utilization of this capacity as well. As I told you that we have only 55% beds are operational right now.

We want to make it 100% operational by 2025. So, for that, we are trying to aim on the business development strategies first because if your business will be expanded, of course your top line will be increased. But at the same time, we need to improve the bottom line also. So, there we are trying to leverage economies of scale and operational efficiencies also, material as well as manpower.

On both fronts, we will be working to achieve that efficiency. This time, we are taking initiatives for the brand visibility also because we have expanded the footprint to showcase our presence in multiple locations as well as to showcase our presence in the multiple specialties as well. And we will try to build a trusted healthcare provider across the region. And that is how we want to expand in the future.

As I told you that we have partnered with the KLS Memorial Hospital and the journey is quite fruitful as of now. We have expanded in terms of specialty reach. We have expanded in terms of the doctor's reach and we have expanded in terms of the technology. As we all know that Maitreya is coming at Valsad and we are also very enthusiastic and very optimistic about our Valsad unit because it would be a state-of-the-art unit. And wherein we will be incorporating all the multi-superspeciality approach there and it will be a major revenue driver for us when it will come up.

Tulip Health Check, I told you that now it is converted into Tulip Agility Private Limited and we are incorporating new and new approaches in the Tulip. We are eyeing to have the expansion in the Tulip in the coming year time and you will see the footprints going on. Particularly in the specialty of elderly care which would be the need of an hour as our average age is increasing.

Center of Excellence is, as I told you, Cardiology, Neurology, Neurosurgery including Spine Surgery and the Critical Care Medicine. So, we are thriving on this and we are trying to upgrade the technologies in every specialty wherever and whichever is needed to achieve those benchmark standards in the respective specialties.

Industry drivers and the opportunities, I think you people must be knowing much better than me why healthcare is always been a demanding portfolio in the investment kitty. And now more and more healthcare institutes are coming up for catering the need of the community. So, there is a huge gap right now and we are trying to take the advantage in a way that, whatever existing good infrastructure is there. We try to collaborate with them so that it would be an optimum asset utilization and we can utilize our strategies and the strength to develop that existing infrastructure. So, it will be win-win situation for both the ones. The existing infrastructure will get the boost and we will get the infrastructure practically at a very low cost.

The financial performance you must have evaluated and what we have discussed right now that in first half of 2025, I think we are pretty very much on the track. Though PAT and EBITDA margins in terms of percentage has gone down but in comparison to the previous quarter wherein, the PAT was negative due to investment in the professional skills which we are trying to cope up with the coming half year time. So that it will give us the long-term advantage as well.

So, this was in brief about the Maitreya Medicare Limited journey in this 6 month of time and I wish and hope that your support will be continued and we are getting very good valuable inputs from the investors also. So, we try to incorporate their viewpoints whenever and wherever it is putting in the journey, growth journey of the organization. Thanks for the patience hearing and the time. Thank you.

- Moderator:** Thank you. We will now begin the question-and-answer session. The first question is from the line of Axay Shah from Kriis PMS. Please go ahead.
- Axay Shah:** Thank you for the opportunity, sir. Sir, I want to ask what's our doctor's team strength overall and solely at Maitreya Surat? And why is there so much delay in the Valsad opening and when will we expect it to open?
- Dr. Pranav Thaker:** Sir, first thing is in Surat, Maitreya, we have a team of more than 56 people in the Maitreya Surat itself. As far as the doctor's team is concerned. They are associated with us in terms of in the capacity of full-time as well as part-time. I am not considering visiting once because visiting doctors are more than 200 doctors in the unit, with all the specialties. So that is first thing.
- Second thing, Valsad, as I told you, there were operational glitches and there were complications due to the landowner and the builder. So now those glitches have been cleared in last April. And now the builder is trying to cope up with the building completion. So as soon as this building completion will be done, we will be able to fit in our stuff and we'll be able to start. But the expected time will be sometime in the March itself. So, March to June itself. So, we'll be able to start off in the 25, I think quarter one.
- Axay Shah:** Okay. Sir, you have installed new cath labs in your hospitals. So, what are you expanding in terms of technology across all our hospitals?
- Dr. Pranav Thaker:** Sir, wherever we feel the gap in terms of technology, we try to incorporate. As I told you, Prannath is a 100-bedded multi-specialty unit. And basically, it's in the completely distant geography. If somebody is aware about the Surat geography, it is in the Katargam area, which is geographically very different area for us to pitch in. And there we have put up the cath lab because they have State-of-the-Art ICU. Academic programs are going on there. And cath lab was the missing link there.
- And there we have a space to put up the oncology unit also. So, we are trying to put up these three things, cardiology and cardiac surgery, which we have already installed there. Then radiotherapy, we are in the process of getting approvals as far as the plans are concerned. And the third thing is the renal transplant file, which we have prepared. And in coming days' time, we'll try to submit to the government for the approval. So, Prannath is our little ambitious project. And as it's a trust hospital, we will get that opportunity to serve the community at a very affordable cost even.
- Axay Shah:** Okay. Thank you so much for answering my question.
- Moderator:** Thank you. The next question is from the line of Pavan Kumar from RC Capital. Please go ahead.
- Pavan Kumar:** I understand we are managing some hospitals and we own self owned hospitals also. So, I wanted the revenue split between how much we are getting from hospital management and how much we are getting from our own hospital. And also, the revenue growth prospects of both of the streams.

Dr. Pranav Thaker: I don't have splits right now, but as far as I remember the thing, the Maitreya Hospital Surat is the major revenue driver right now. And out of these revenues, I think 95% revenues come from the Surat Maitreya. We have revenues in tune of from the Maitreya Life Science Private Limited right now and from the Tulip as far as the consolidation is concerned. And Prannath, we have just started getting the revenues.

Mumbai has started giving us the revenue, but it's in very small chunk. So, after the cath lab installation, that will be the substantiate amount. So, if you wish to have these splits in the revenue, I think standalone as well as console. Both financials are available online, which probably you can go through for the figures.

Pavan Kumar: And what are the kind of revenue targets for FY25 and FY26?

Dr. Pranav Thaker: For FY25 we were eyeing anything in the range of INR48 crores to INR50 crores. And for FY26 we were eyeing up to INR60 crores.

Pavan Kumar: Even now the targets remain the same?

Dr. Pranav Thaker: I think so. The targets would be met out. As far as the journey is concerned, we are pretty satisfied that we will be able to meet the targets. Whatever we have decided.

Pavan Kumar: And is there any growth that we see from the core hospital itself since the Valsad one is delayed? And the rest of them on the hospital management side, I understand it is 5% of your revenue right now. But what is the rate that that particular piece can grow?

Dr. Pranav Thaker: No, but that will grow a little fast because these are the initial cases. Because KLS Mumbai is our oldest one that is 4 months old. Prannath Hospital is just 2 months old maybe. Tulip is pretty old. But there we are implementing innovative concepts. So, there we are not focusing right now on the revenue targets. Because we want to mature that concept right now. And I think by these 6 months we will be able to mature that concept with the expansion. And then probably we will be eyeing on the revenues. So, in S2 I think Prannath will fetch revenues, then Mumbai will fetch revenues and Tulip will also start performing with the other centers. Then we will fetch revenues from the Tulip as well.

And Maitreya Lifescience Pvt. Ltd. is already giving us good revenues. So that is not a problem. And again, Smit Hospital is 2 months old baby right now. Second month is running now. So, we are eyeing in the next quarter to turn around the Smit also. And that will also start fetching revenues. So that is why we are hopeful that FY25-FY26 would be our game changer year. And probably we will be through with the Valsad unit also by that time. And then probably we can take it up to next level in the FY25-FY26.

Pavan Kumar: And on the profitability side do we expect to move ahead from here? How does that work?

Dr. Pranav Thaker: Sir, we have enough professional skills now in terms of doctor's association. So right now, we are not eyeing any expansion in the clinical skills as far as the doctors are concerned. Because we have a pretty good team of doctors to take care of these units. If any unit will have some extremely exceptional, something will come up, then probably we may think. Like renal

transplant, then the oncology, we are expanding in the Prannath. So there probably we can think of other doctors. But otherwise, we have a pretty good team of doctors right now to cater over all the units.

Pavan Kumar: Okay. Thank you, sir.

Moderator: Thank you. The next question is from the line of Darshan from Magnum Opus. Please go ahead.

Darshan Shah: Thank you so much for the guidance and numbers. Just want to understand from a trend perspective in the healthcare sector. We are seeing a lot of interest coming up in the metro sectors of surrounding areas like Ahmedabad city. What is our plan to capitalize on this growth?

Dr. Pranav Thaker: Sir, the capitalizing on this growth trajectory in the healthcare, we have plans to expand. And then on that line only, we are expanding right now. So, in the next trajectory, we have an opportunity at Vadodara. So, we will be expanding in that region if that opportunity comes through. That is the first part. And Mumbai is a big market and as we are experiencing in the last four months. So, we want to mature ourselves in the metro city first. And this opportunity will give us to achieve that. And once we achieve that, then probably we would be able to look for the opportunities in some other more opportunistic cities.

Most of the time, what happens is the metro cities are probably saturated in terms of healthcare infrastructure as well as the healthcare delivery systems. So, we are eyeing to catch the upcoming area with the healthcare services which will be having the great opportunity in the Tier 2 cities basically. Tier 1 and metro cities are now pretty well saturated with the big corporates.

And we try to expand our footprint in our own catchments and the Tier 2 cities wherein the doctors are also coming in now. So, we will get the clinical specialists available for catering the services as well. In these cities, we will get a good opportunity to put up the low-cost models in terms of the assets would be a little bit easy to manage. So that it would be a good balance sheet performance in terms of asset-led models.

Darshan Shah: Okay. So just to understand right now, we own the main flagship hospital in Surat. The Valsad one is also something that we own. And we right now have an operations contract with 2 or 3 hospitals right now in Surat and Mumbai.

Dr. Pranav Thaker: We have at Mumbai, we have at Nandurbar.

Darshan Shah: And one at Surat as well.

Dr. Pranav Thaker: Surat has one of the world's best clinics and service equipment

Darshan Shah: So, going forward, sir, what is the expected split in terms of our growth proposition? Are we going to grow in an asset-led model? We will move with setting up hospitals?

Dr. Pranav Thaker: No, sir. Not necessarily that every time we may do the operations and management model. Because, you know, these models are financially a little easy to manage as far as our balance sheet right now is concerned. But we are definitely thriving on both the models. Like we have

flagship unit in the strategic catchment area. And the hub-and-spoke model can be created that we may have our own unit.

And then probably to support those units, we have that operations and management elements with the catchment hospitals. So, this kind of hub-and-spoke model would work in the coming time. Because, the existing infrastructure utilization would be done efficiently. So that we will not incur infrastructure costs as well as these structures would be able to support our flagship models.

Darshan Shah: Got it. Okay, thank you. Thank you.

Moderator: The next question is from the line of Agastya Dave from CAO Capital. Please go ahead.

Agastya Dave: Thank you very much for the opportunity. Thank you. Sir, in terms of adding new assets and new beds, what is going to be the progress on that side? So, you said that you want to increase the utilization also. I mean, will you be adding more beds? Will we be seeing more announcements?

Dr. Pranav Thaker: More announcements may come if the right opportunity comes up, first thing. Second thing is we are operating on 55% operational beds right now. So technically, we want to enhance our internal operational bed capacity from 55 to 100 at least. So those 250 beds will be available for utilization. And whenever there will be a good opportunity, you will be able to expect that, that we may grab that opportunity if that opportunity is going to give contribution in the growth trajectory. So, these are the two things.

So, we will try to enhance the bed capacity internally first because we have already captured those beds. So, we want to utilize those beds now. And that is first strategy now. And the second strategy is the utilization strategy of these beds. If something comes up very good, then probably we can take it up.

Agastya Dave: When you say 55%, you are talking about the 250-bed number as the denominator?

Dr. Pranav Thaker: Yes. No. We have right now 555 number of beds available to us. But we are in utilization of only 250 beds right now. Because our occupancies are not that much in all the units. So, what we are trying to do is, we want to do the optimum utilization of these beds so that we can achieve our denominator as 555 beds rather than 250 beds right now.

Agastya Dave: Understood, sir. Next question is, if I look at this base of 555 beds, what kind of OPD patient volume can these properties handle? And what kind of revenues can we generate from the OPD side?

Dr. Pranav Thaker: Sir, in terms of OPD, as far as Maitreya, Surat can handle 100 OPDs a day. Prannath Hospital can handle 250 numbers of OPD a day. Then our Tulip can handle 60 to 70 OPDs a day. K P Sanghvi, since it is an only cardiology unit, we can handle 20-25 OPDs per day. And when Valsad will come up, Valsad can also handle the OPDs of 200 in a day. This is as far as the OPD utilization is concerned. And typically, our OPD generation would be in the range of INR1,500 to INR2,000.

- Agastya Dave:** And sir, as of now, what is the OPD volume that you are handling? You gave the capacity numbers, but what is the...
- Dr. Pranav Thaker:** No, it's not as it is numbers. Right now, we are operating at 50% capacity of our OPD utilization.
- Agastya Dave:** OPD also 50%?
- Dr. Pranav Thaker:** Yes, OPD also 50% utilization. That's what I was telling. We want to increase our internal efficiency. That is the first and foremost thing. Because we have acquired beds, but only numbers of beds will not suffice. Utilization is also very important.
- Agastya Dave:** Understood, sir. Sir, one final question. If I look at any of the hospital chains, which are in the listed space, when they release their numbers, since Corona, the average realization per occupied bed has been going up by some 12% to 15% compounded. Is that a number that you are also seeing in your assets?
- Dr. Pranav Thaker:** As far as Surat is concerned, we may eye for 5% to 8%, because therein we have a bigger impact of PM-JAY schemes also. So, government-backed schemes are having a good amount of contribution in your revenue. But of course, Mumbai and cities like Mumbai, you can expect that 15% growth in the bed revenues.
- Agastya Dave:** Understood, sir. Sir, thank you very much. It looks like a very promising company and opportunity, sir. I hope the execution is as per your expectations.
- Dr. Pranav Thaker:** Thank you, sir. We will try to cope up with the expectations as well.
- Agastya Dave:** The opportunity is humongous, sir. And your model is also very interesting. Thank you very much, sir. All the best.
- Moderator:** Thank you. The next question is from the line of Pavan Kumar from RC Capital. Please go ahead.
- Pavan Kumar:** Sir, pardon my ignorance, but can you please outline out of the 555-bed capacity that we have, how much of the capacity is directly owned by us? Like our Surat Hospital and ...And also, is Valsad capacity, which was supposed to come in also, is that included in 555?
- Dr. Pranav Thaker:** Yes, sir. See, in Surat, in this unit and the Tulip Health. These are the units which are directly under ambit of lease model. So, they are owned by us. Valsad will also be owned by us. So, when it will come up, it will add 120 beds. And we have included those 120 beds in this 555-bed bifurcation. So, these are the units where we have direct beds under us. And the rest of the three units like KLS Memorial Hospital, Mumbai, Smit Hospital, Nandurbar, and the Prannath Hospital, Surat. These are the three wherein we have Clinical Service and Operations and Management Agreements.
- Pavan Kumar:** Okay. And on the Clinical Service and Operations Management, do we get the upside in terms of revenue growth if the hospital experiences that or we don't get anything of that sort?

- Dr. Pranav Thaker:** Yes. In Clinical Service Agreement, we will get the upside also. Because in Prannath, we will get 70% of the revenue to us because we are managing all doctors and everything. So, there we will be able to see hefty enhancements in the top line. But in the Operations and Management or the Revenue Share Models, you will see the enhancements in the bottom line because we are taking incremental revenue shares from the hospitals. So, therein we do not have to incur any expenditures because expenditures will be on the onus of the hospital. We will only take the revenue share for which we are working. So, it will be added in the bottom line.
- Pavan Kumar:** So, my understanding would be out of the total capacity of 555 that you are putting out, around 250 would be the hospitals which are outside, I mean, not directly owned by us.
- Dr. Pranav Thaker:** Yes. 250 plus 550 hospital and bed. And the 250 beds would be what is Management Model.
- Pavan Kumar:** Okay. So, is the Prannath Hospital revenue already reflected in the P&L or in the consolidated numbers? So, these 250 beds or whatever you are managing?
- Dr. Pranav Thaker:** Not yet.
- Pavan Kumar:** From when will they start reflecting? Yes, sir. When will they start reflecting these 250 beds revenue?
- Dr. Pranav Thaker:** It has already started coming in since last month. So, now it will be reflected in this consolidated.
- Pavan Kumar:** Okay. And what do you think can be the potential number from these 250 beds? I mean, maybe on the upper band basis, at full capacity?
- Dr. Pranav Thaker:** Prannath would be the major revenue driver and there is the range of INR40 lakhs to INR45 lakhs per month. So, once this cardiology will be doing full-fledged and our specialties would be added, the potential is to reach up to INR2 crores. So, and reaching these INR2 crores will take at least 2 year's time per month.
- So, it will become a big revenue driver along with the Valsad. Because once Valsad will come up, it is having the revenue potential to begin with at least INR1.25 crores and it can also reach up to INR2.5 crores to INR3 crores per month. So, we will have 2 major revenue drivers in a year. That is one thing.
- Second thing, as far as the, you know, bottom line is concerned, the Nandurbar has already started performing, Mumbai has also started performing. So, this will also fetch us not less than INR15 lakhs per month. So, that would be the initiation at the level of operations and management level.
- Pavan Kumar:** I am just asking, next year our revenue target is around INR60 crores, right sir? Isn't it very conservative target, sir, since we have already turned around?
- Dr. Pranav Thaker:** Because of the little uncertainty with the Valsad unit functionality, that is the only thing. If Valsad is coming up by March 25, then I think our revenue targets will be increased by INR10 crores more.

- Pavan Kumar:** Okay. Thank you, sir. Thank you so much.
- Moderator:** Thank you. We have a follow-up question. It's from the line of Axay Shah from Kriis PMS. Please go ahead.
- Axay Shah:** Sir, how are we looking at all these new acquisitions and partnerships which we have done in terms of breakeven period and profits?
- Dr. Pranav Thaker:** Sir, as I told you, business units and partnership units are already on the cash breakeven point. And we do not have any obligations. As far as these management agreements are concerned. We do not have that financial obligation. So, all the units would be breaking even for us. The only growth driver would be that we want to enhance their revenues also to get other revenues. And these growth strategies we are trying to impart in these units.
- So, KLS is already performing now. Prannath have installed technology, so it will start performing. In Smit, we have done market surveys and everything. So, the groundwork is ready. So, it will start performing. Tulip is also on the right track now. So, whatever the units which we have acquired, we have done a bit of hard work on those units. I think they are breaking even right now. So, we just have to think whatever the optimum growth opportunity is available for that.
- Axay Shah:** Okay. Thank you, sir.
- Moderator:** Thank you. As there are no further questions from the participants, I would now like to hand the conference over to the management for their closing comments.
- Dr. Pranav Thaker:** Thank you all for supporting us relentlessly in this wonderful one year. And I wish that coming years also we will get your support to enhance our growth journey. And I wish that we would be up to the expectations of all stakeholders, investors.
- And of course, we are into the healthcare services. So, we will be thriving on imparting good quality healthcare services and achieve more and more in terms of technology and innovation in the healthcare delivery system. Thank you. Thanks for the opportunity for patient listening.
- Moderator:** On behalf of Maitreya Medicare Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.