



28th October, 2024

To,

The Listing Compliance Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/I, G Block,
Bandra-Kurla Complex,
Bandra (E) Mumbai -400051.

Sub: Investor Presentation

Script Code: MAITREYA

Dear Sir/Madam,

Pursuant to Regulations 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of presentation made to analysts and investors in connection with Un-Audited Standalone & Consolidated Financial Result for the Half year ended on 30th September, 2024

Kindly disseminate the same on website.

Chandan Chetnani
Company Secretary & Compliance Officer

Maitreya Medicare Limited

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CIN : U24290GJ2019PLC107298



मैत्रेय

Multi Speciality Hospital & Research Centre

Healing by Heart

NSE - SM : MAITREYA

Maitreya Medicare Limited

Investor Presentation

OCTOBER 2024

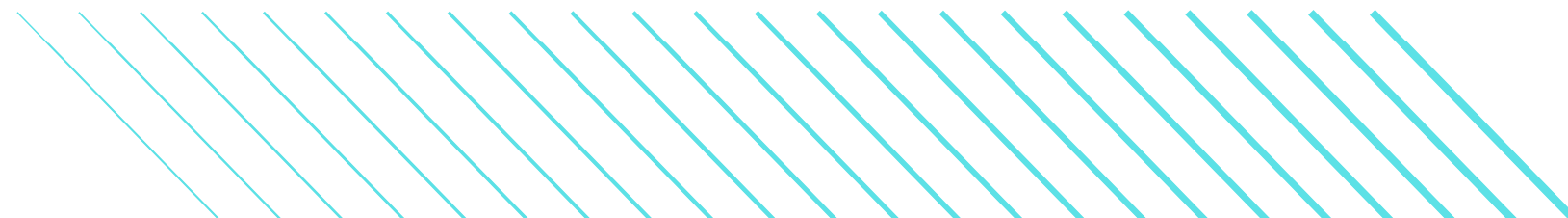
Safe Harbor



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Result Highlights

H1FY25

H1FY25 Highlights

H1FY25

REVENUE

Rs. 245,526.55
thousands

(-1%)
yoy

PAT

Rs. 16724.04
thousands

(-35%)
yoy

PAT MARGINS

7%

EBITDA

Rs. 33,742.55
thousands

(-27%)
yoy

ARPOB

27,528
Rupees

EBITDA MARGINS

14%

Management Comments



Dr. Pranav Thaker
Whole Time Director

It's been almost a year since our IPO, and the journey has been truly remarkable. We have expanded our portfolio by adding two new hospitals in partnership—Prannath Hospital in Surat and Vinish Healthcare and Multi Services Pvt Ltd in Nandurbar, Maharashtra. Our aggressive expansion efforts in Gujarat and Maharashtra have led to a significant short-term increase in costs, driven by investments in doctors, equipment, technology, administration, and staff.

Additionally, we have installed cath labs at KLS Memorial Hospital and Prannath Hospital to enhance our service offerings. Looking ahead, we plan to expand into the elderly care segment with our Tulip unit and launch oncology and radiotherapy services at Prannath Hospital. Currently, we are operating at ~50% of total bed capacities and ~55% bed occupancy levels, but with these strategic initiatives, we aim to be operational by 100% beds by next year.

Also we are extremely delighted to announce that our company was awarded the prestigious 'Certificate of Accreditation' for Digital Health Accreditation Standards for Hospitals and Healthcare Providers by the National Accreditation Board for Hospitals & Healthcare Providers (NABH) in the Silver Category at the NABH Felicitation ceremony. This recognition underscores our commitment to delivering high-quality digital health services.



मैत्रेय
Multi-Speciality Hospital & Research Centre
Healing by Heart

About Us

Company Overview

Maitreya Medicare is a Multi Super speciality hospital established in 2019 and located in Surat, Gujarat with 125 bed capacity and 50 bed capacity in its subsidiary Tulip Health Check.

Our facility offers a wide range of integrated healthcare services, spanning primary, secondary, and tertiary care.

With a strong focus on multi-disciplinary care, we cater to diverse medical needs across more than 18 specialties and super specialties. These include Cardiology, Urology, Oncology, Laparoscopic Surgery, Neurology, Neurosurgery, Spine Surgery, Nephrology (including Dialysis), Gastroenterology, Gastrointestinal Surgery, Cardiothoracic Surgery, Oncosurgery, Orthopedic Surgery (including joint replacements and Arthroscopic surgeries), Gynecology & High-Risk Obstetrics, Hepatocellular Biliary Surgery, Critical Care Medicine, and more.



Company Overview

555**

Bed Capacity

18

Multi Specialties

+55

Collective Experience

20

Bedded Intensive
Care Units

28,041*

Average Revenue
Per Occupied Bed

Our Journey



Established and commenced operations of our first Hospital at Surat, Gujarat with 67 Beds

2019

Started Cardiology Department at K P Sanghavi Trust Hospital

2020

MOU for Maitreya Hospital Private Limited, Valsad

2021

The bed capacity was expanded from 67 to 100 beds

Obtained Certificate of Accreditation from National Accreditation Board for Hospitals & Healthcare Providers (NABH)

2022

Maitreya Medicare expanded for B Wing and converted into 125 beds from 100 beds

Conversion of our Company from private limited to public limited
2023

Acquired 52% stake in partnership firm "Tulip Health Check" which has 50 Beds

2024

Received Building Usage Permission for its new hospital to be established at Valsad, Gujarat.

Tie up with KLS Memorial Hospital, Prannath Hospital and Vinish Health Care and Multi Services Pvt Ltd

Our Services



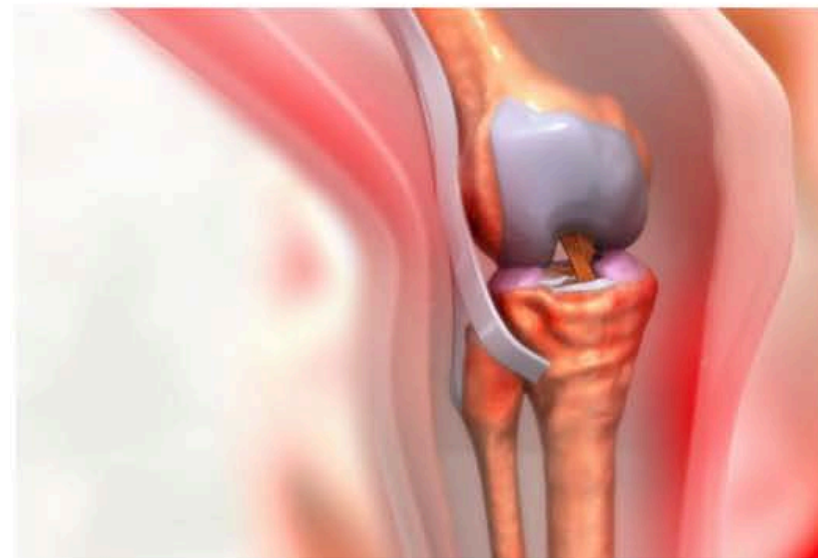
Cardiology



**Cardiothoracic and
Vascular Surgery**



Critical Care Medicine



**Orthopedic & Joint
Replacement
Surgery**



Neurology



NeuroSurgery

Our Services



Gastroenterology



General & Laparoscopic Surgery



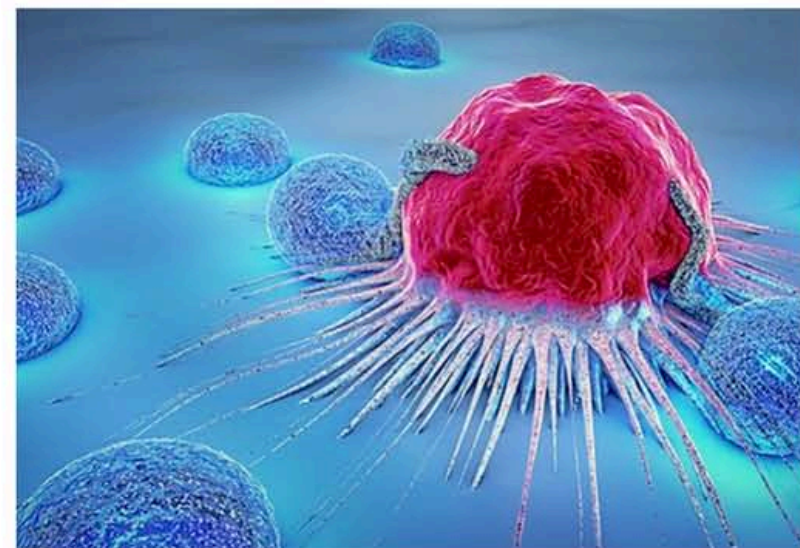
Urology



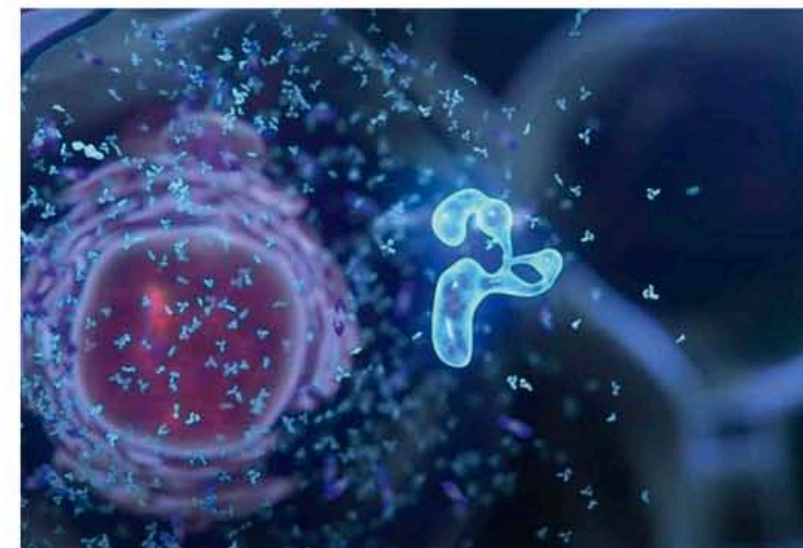
Gynecology & High Risk Obstetrics



Nephrology



Oncology



Oncosurgery



Emergency & Trauma

Management



Dr. Narendra Singh Tanwar **Chairman, Managing Director and CFO**

Dr. Narendra Singh Tanwar is a leading expert in the field of Cardiology. With extensive experience spanning over two decades, he specializes in Interventional Cardiology and Vascular consultation. Dr. Tanwar has contributed significantly to renowned institutions like Krishna Heart Institute, Sterling Hospital, and Bankers Heart Institute. He joined Maitreya Hospital in 2019 and plays a pivotal role in guiding the company's growth and business strategy.

Dr. Pranav Thaker **Whole Time Director**

Dr. Pranav is a prominent figure in the healthcare industry. With an MBBS and MS (ENT) degree, he also holds a Ph.D. in Public Administration. He has extensive experience in multi-specialty hospitals and is an assessor for NABH. His expertise includes SOP management, accreditation, operational activities, human asset development, and clinical audits. Dr. Thaker excels in organizational planning, strategy, project management, and budgeting. He has been a vital contributor to the healthcare industry for over 20 years.

Mr. Vimalkumar Patel **Whole Time Director**

Mr. Vimal has been with the company since its inception, overseeing human resource-related activities. He holds a BSc in Chemistry (2002) and an MBA in Marketing (2008) from Veer Narmad South Gujarat University. He brings over 15 years of extensive experience in Healthcare Business Development to the team. He served as a Senior Executive and Territory Manager at Wockhardt Hospital, transitioning to Manager Marketing at Bankers Heart Institute and COO at Tristar Hospitals, Surat, until 2018. He joined Maitreya Hospital in the last 4 years as a Founding Partner and Director, overseeing business growth, expansion, and operations at the group level.



Business Model

Hospital Portfolio



Maitreya Medicare Limited (Holding Company)

Surat, Gujarat
Established 2019

125 Bed Capacity

Maitreya Medicare Limited is Flagship Hospital. They provides top-tier medical care to the community.



Maitreya Life science Private Limited (Subsidiary)

Surat, Gujarat
Established 2020

Cardiology Department

Maitreya has Cardiology department with Cathlab installation in K P Sanghavi Trust Hospital which is one of the oldest trust hospital and appointed manpower to run the invasive and noninvasive Cardiology work under Maitreya Lifescience.

Hospital Portfolio



Tulip Health Check (Subsidiary)

Surat, Gujarat
Partnered in 2023

50 Bed Capacity

Tulip Health Check promotes heritage family values of care.

- Elderly/Geriatric Care
- Rehabilitative Indoor Care
- Palliative Care
- End of Life Care



Maitreya Hospital Private Limited (Subsidiary)

Valsad, Gujarat
Upcoming in 2024

125 Bed Capacity

Maitreya Hospital Private Limited will have 3 modular operation theatres, 20 bed ICU and 6 bed Dialysis unit and a range of specialized services, including cardiology and neurosurgery.



KLS Memorial Hospital (Operational Partner)

Mumbai, Maharashtra
Partnered in 2024

70 Bed Capacity

Entered into an Operation and Management Service Agreement to render operational and management services, nursing and quality management services, Planning and Consulting Services, Human Resource Management and Training Services, Doctor Management and Liasoning Services to KLS Memorial Hospital.

Hospital Portfolio

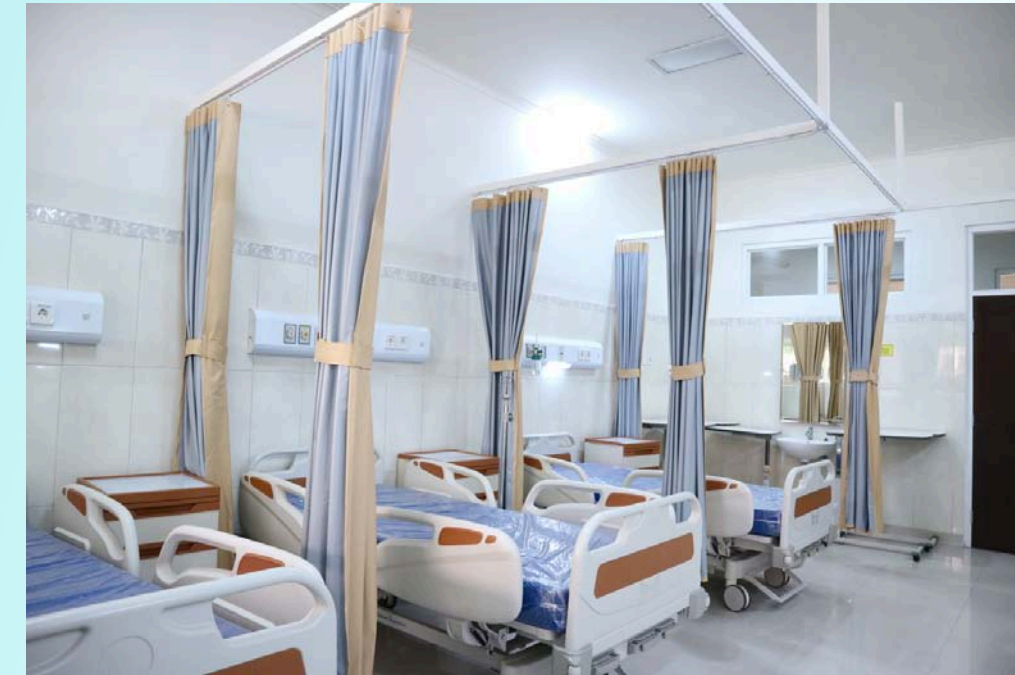


Prannath Hospital

Surat, Gujarat
Partnered in 2024

100 Bed Capacity

Intervention Cardiology / Cardiothoracic Surgery, Intervention Radiology, Critical Care, including ECMO and CRRT, Medical and Surgical Oncology, offering the latest chemotherapy treatments and organ/function-saving surgeries. Neurology, with a focus on Neuro-intervention and Neurosurgery, particularly endoscopic spine surgeries and micro neurosurgeries



Vinish Healthcare and Multi Services Private Limited

Nandurbar, Maharashtra
Partnered in 2024

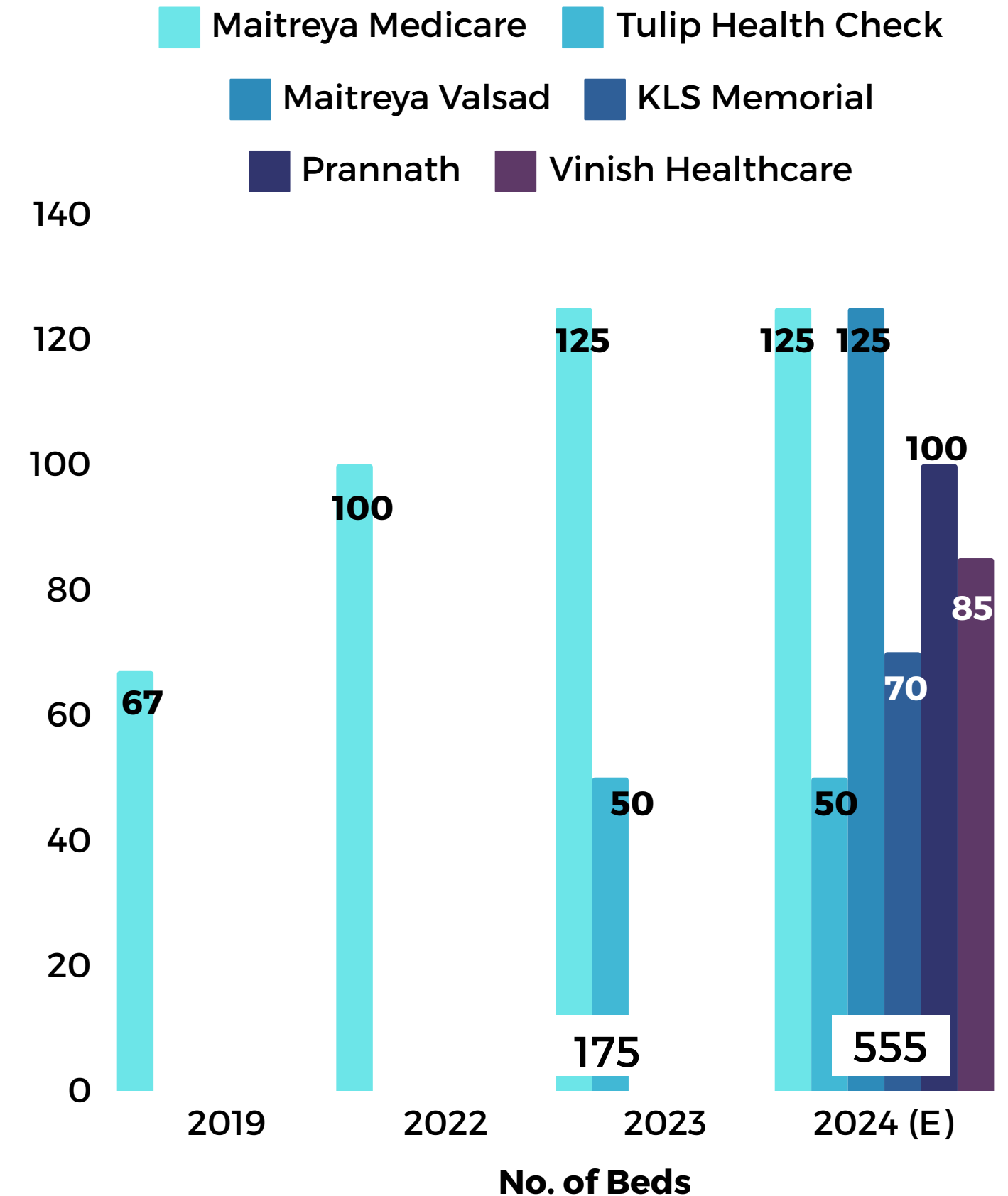
85 Bed Capacity

Render certain specific super specialists of Cardiothoracic Surgery, Intervention Radiology, Critical Care including ECMO and CRRT, Medical and Surgical Oncology for latest chemotherapy and organ or function saving surgeries, neurology including Neurosurgeries to its patients with ailments which require expert doctors to treat the ailment.

Bed Capacities

In 2019, we started with one hospital in portfolio with 67 beds. We ended 2023 with 125 bed within same hospital and a cardiology division under Maitreya Life-science. In late 2023, we expanded by introducing Tulip Health Check in our hospital portfolio which is a specialised hospital for Elderly Care having 50 beds and KLS Memorial Hospital in Mumbai with 70 beds in 2024. Recently we announced our new hospital to be built in Valsad in Gujarat which plans to have new 125 beds. We added Prannath Hospital and Vinish Healthcare and Multi Services Private Limited in 2024 with 100 beds and 85 beds respectively in 2024.

Year	No. of Hospitals	No. of Beds
2019-21	2	67
2023	3	175
2024 (E)	6	555



Growth Drivers

Capacity Expansion

Our strategy focuses on expanding our healthcare services across the **Gujarat and Maharashtra region** by strategically locating hospitals in multiple cities and towns. By establishing a presence in various geographic locations, we aim to ensure that our services are accessible to a wider population.

This approach allows us to cater to the healthcare needs of diverse communities while also **leveraging economies of scale and operational efficiencies**.

Furthermore, having hospitals in multiple cities and towns enables us to enhance our **brand visibility** and recognition within the region. As people become familiar with our services and reputation in different areas, it strengthens our position as a **trusted healthcare provider**.

This localized approach also allows us to better understand and cater to the specific needs and preferences of each community, further solidifying our presence and relevance in the Gujarat region.

Existing Regions Covered

Surat

Valsad

Mumbai

Partnered with KLS Memorial Hospital

We have entered into an Operation and Management Service Agreement with KLS Memorial Hospital, a Partnership firm, situated at Vile Parle West, Mumbai, Maharashtra, to render operational and management services, nursing and quality management services, Planning and Consulting Services, Human Resource Management and Training Services, Doctor Management and Liasoning Services to KLS Memorial Hospital.

This expansion adds new 70 beds. We at Maitreya Medicare are strongly backed by our growth strategy to constantly keep expanding our hospital portfolio which gives us more scalability and better penetration in healthcare industry. The trust in our doctors and supporting staff and their best quality services have made this possible for us to be the first South Gujarat based and second Gujarat Based hospital to expand outside Gujarat in Mumbai.



Introducing Maitreya at Valsad



**Maitreya Hospital Private
Limited (Subsidiary)**

Recently we received Building Usage Permission for our new hospital to be established at Valsad, Gujarat.

Our initial plan involves commencing operations with 125 beds, aiming to achieve an Average Revenue Per Occupied Bed comparable to that of our Surat unit.

We anticipate that this initiative will be fully operational starting from 2024.

This unit will also have 3 modular operation theatres, 20 bed ICU and 6 bed Dialysis unit and a range of specialized services, including cardiology and neurosurgery.

Introducing Tulip Health Check

Established in April 2022
Founded by Eminent Medical
and Social personnels of South
Gujarat.

**Our initial plan involves
commencing with 50 beds
and we anticipate to keep
enhancing bed capacity.**

High end Health Check in One of the
Biggest Exclusive set up.
Exclusive Diagnostics Services besides:

IVF
Dexa Scan
Mammography
Audiometry
Uroflowmetry
Stress Echo
Colour Doppler
EEG, EMG, NCS

Promotes Our Heritage Family
Values of Care
Elderly / Geriatric care for your
Loved Ones
Rehabilitative Indoor Care
Palliative Care
End of Life Care



Tulip
Cosmetics & Aesthetics

Reinvent Your Confident Look

**Tulip Health Check
(Subsidiary)**

Surat, Gujarat

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Palliative Care
End of Life Care



Tulip

Cosmetics & Aesthetics

Reinvent Your Confident Look

**Tulip Health Check
(Subsidiary)**

Surat, Gujarat

Segmental Services in High Demand

Segments contribute 60-70% to Revenue



Cardiology

Maitreya's cardiology department is renowned for its fully-equipped facilities and skilled cardiologist, ensuring the performance of critical procedures with expertise and precision.



Neurology

Maitreya provides top-notch neuro-intensive care, led by experienced Neurophysicians. Their expertise covers a wide range of neurological conditions, ensuring comprehensive and advanced treatment.



NeuroSurgery

Maitreya boasts expert neurosurgeons specializing in precise diagnosis and treatment of central nervous system disorders, ensuring patient safety and comfort with cutting-edge technology.



Critical Care Medicine

Maitreya features expert Intensivists and skilled paramedical staff, ensuring round-the-clock care. Their patient-centric approach includes immediate access to life support systems such as ventilation, guaranteeing swift and effective treatment.

Industry Growth

The Indian healthcare sector is expected to record a three-fold rise, growing at a CAGR of 22% between 2016-22 to reach US\$ 372 billion in 2022 from US\$ 110 billion in 2016

The health segment has a 33.33% share in the total gross written premiums earned in the country

The hospital industry is set to reach Rs. 8.6 trillion by FY22, growing from Rs. 4 trillion in FY17 at a CAGR of 16-17%

By FY22, Indian healthcare infrastructure is expected to reach US\$ 349.1 billion. In the Economic Survey of 2022, India's public expenditure on healthcare stood at 2.1% of GDP in 2021-22 against 1.8% in 2020-21 and 1.3% in 2019-20

The e-health market size is estimated to reach US\$ 10.6 billion by 2025. India's healthcare sector offers diverse opportunities for providers, payers, and medical technology companies

India has been ranked 10th in the Medical Tourism Index (MTI) for 2020-21 out of 46 destinations by the Medical Tourism Association

In FY22, premiums underwritten by health insurance companies grew to Rs. 73,582.13 crores (US\$ 9.21 billion)

The Government plans to boost public health spending to 2.5% of GDP by 2025, supporting sector growth

Higher health insurance penetration fuels healthcare spending, expected to rise further



मैत्रेय

Multi-Specialty Hospital & Research Centre

Healing by Heart

Financial Performance

Consolidated Performance

Particulars (In Thousands)	H1FY25	H1FY24	YOY %	FY24	FY23
Total Revenue	2,45,526.55	2,48,450.50	-1%	4,80,756.94	3,99,490.73
Expenses	2,11,784.00	2,02,383.51	5%	4,20,904.33	3,21,315.52
EBITDA	33,742.55	46,066.99	-27%	59,852.61	78,175.21
EBITDA Margins %	14%	19%		12%	20%
Finance costs	4,509.74	3,865.94	17%	8,424.23	5,675.07
Depreciation and amortization expense	6,610.36	6,361.28	4%	12,722.41	12,913.55
Profit before prior-period items and tax	22,622.45	35,839.77	-37%	38,705.98	59,586.59
Prior-Period Items				293.88	323.54
Profit before tax	22,622.45	35,839.77	-37%	38,999.86	59,263.05
Tax expense	5,898.41	10,207.27	-42%	12,141.94	16,737.76
PAT	16,724.04	25,632.50	-35%	26,857.92	42,525.29
PAT Margins %	7%	10%		6%	11%



Maitreya Medicare Limited
www.maitreyahospitals.com

THANK YOU



Investor Relations
Twenty Eighth Consulting

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