

Date: 29th May 2023

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

NSE Symbol: Madhavbaug

Sub: Investor Presentation

Please find attached Investor Presentation based on the Financial & operational performance of the Company for Half year and year ended 31st March 2023

We would request you to take the above intimation on records.

For, Vaidya Sane Ayurved Laboratories Limited

Abhishek Deshpande

Company Secretary & Compliance Officer

VAIDYA SANE AYURVED LABORATORIES LIMITED





Vaidya Sane Ayurved Laboratories Ltd.

Investor Presentation May 2023



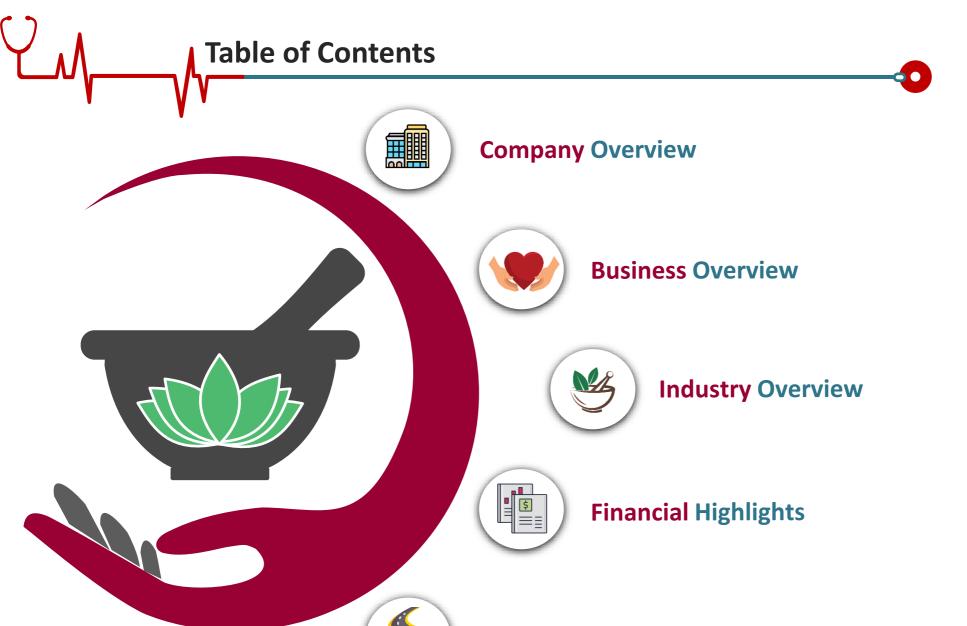




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Way Ahead

Madhavbaug**







Among leading chains of Cardiac care clinics & Hospitals

- Unique medical service institution focus on Traditional Medicine
- Strives to reduce India's disease burden of Cardiac disease, Diabetes, Hypertension and Obesity

Madhavbaug has

- 302 Clinics Across India
- Rural reach of 57+ OPDs and Mini Clinics
- **450+** Ayurveda Physicians
- Treated Over **10 Lakhs** Patients Successfully
- 74 manuscript and 300 Research Paper Publications
- 200+ Awards & Recognitions
- Tie up with more than 30 Insurance Companies

Treatments

- Heart Disease Reversal
- Diabetes Reversal
- BP Management
- Obesity Management
- Knee Pain Relief Camp

Our Treatment Philosophy

- Holistic Non-invasive Treatments
- Advanced Research & Technology
- Patient-Centric Care



State of Art Fully Equipped Hospitals

- Madhavbaug Hospital Khopoli (NABH Accredited)
- Madhavbaug Hospital Nagpur

Company Structure





Vaidya Sane Ayurved Laboratories Ltd.

"F-Health Accelerators **Private Limited**" (80% Holding)

- Focus on start-ups that work in the areas of D2C, home healthcare, telemedicine, patient centric innovations, Medtech and digital therapeutics
- Made primary investment in SNA Milk and Milk **Products Private Limited** and Justkare Technologies **Private Limited**

"Cure and Care Primary Care **Private Limited**" (Raphacure – 17.5% Holding)

- Shareholding Agreement with Cure and Care Primary Care
- Leading healthcare management company that leverages cutting edge technology applications to provide a host of services telemedicine, diagnostics test, Covid Care and wellness solutions
- We envisages to bring innovative healthcare services at its patients doorsteps

"Easy Ayurveda Private Limited" (15% Holding)

- Shareholding Agreement with Dr. Janardhana V Hebbar
- Help to spread and disseminate awareness, knowledge, education, training about the Ayurveda treatments, therapies and products in world and provide the common forum of interaction, training courses and special programmes to impart training, education in Ayurveda

"Madhavbaug Health Food **Supplements Trading Co.** LLC"

- Incorporated wholly owned subsidiary in Dubai
- License has been issued by Department of Economy & Tourism, Government of Dubai
- Object of this Company is to trade in food supplements and Natural Herbs, which are under classification by Department of **Economy & Tourism**

9th World Ayurveda Congress at Panjim, Goa





- Second Time Prime Sponsor of 9th World Ayurveda Congress & Arogya Expo was organized with focal theme "Ayurveda for One Health" at Panjim, Goa
- Arogya Expo was inaugurated by Dr. Pramod Sawant, Chief
 Minister of Goa
- Honorable Prime Minister Shri. Narendra Modi visited Madhavbaug's exhibition stall
- Shri. Modiji appreciated Madhavbaug model of Preventive Cardiology and immediately connected Dr Sane to his Cardiologist for further discussion. Our Prime Minister asked him to continue doing this excellent work in the medical sector and appreciated research based approach
- Unique business proposition paved its way to Medical Fraternity including Medical Practitioners, Students, Institutes and Colleges











Madhavbaug's 360 Degree Ecosystem





Holistic Treatment Methodology leading to objective results

Assessment & Screening Using Modern
Diagnostics to provide accurate results - ECG,
Stress Test, 2D Echo, Blood Investigations, CT
Angiography etc.

Standardized Medicine –prescribed and dispensed from clinics



Researched diets, tested lifestyle modifications techniques, stress management, physiotherapy and patient follow-ups and compliances used to complement therapies based on Advanced Ayurveda

Patients' vitals monitored on continuous basis through CMS and MIB (Madhavbaug Information Backbone) Pulse Application

Research based Therapies across all clinics through continuous learning for therapists and doctors; Research papers published in leading scientific journals - Presented Internationally

Journey So Far Listing of shares on NSE-Emerge 2006 - 1st Cardiac 2014 - Arogyam Hriday 2018 - India book record Khopoli Hospital empanelment with SBI General Insurance Hospital in Khopoli Sampada launched for conducting GTT of 661 NABH of Madhavbaug Khopoli Hospital with Mission to create and opening of 1st patient in single day Company initiated campaign "Fhealth Accelerators" 200th Madhavbaug Clinic Madhavbaug Clinic awareness of heart Incorporation of Easy Ayurveda Private Limited in Dombivali disease in Nanded, Maharashtra ■ 302+ Clinics. 2015 - Launch of 2019 - Introduced 2009 - Setting up Presence over 8 states in-house R&D research based heart Research based • Tie up with more than 30 Insurance Companies for cashless facility Team in Thane therapies at Clinics blockage management Incorporation of Company- F- Health Accelerators Private Limited program Prime Sponsor of 9th World Ayurveda Congress & Arogya Expo was organized with focal theme "Ayurveda for One Health" at Panjim, 2014-15 2018-19 2006-09 Goa 2022

 2012 -2nd Hospital at Kondhali, Nagpur

2012-13

 2013 - 100th Clinic at Kankavali, Ratnagiri 2016 -Introduction of Standardized Diet Kit on Each Disease

2016-17

- Collaboration of Madhavbaug Institute of Preventive Cardiology with MUHS
- 2017 Randomized controlled trial published in Indian Heart Journal, Official publication of Cardio logical Society of India

 2020 -Launch of MIB Pulse Mobile Application for patient engagement

2020-21

- 2021 MIB Pulse Mobile Application achieved over 1 Lakh downloads
- Opening of 250th Madhavbaug Clinic at Vashi, Maharashtra
- Research trial on one year followup of Diabetes patients treated published in Journal of Association of Physicians of India

 Mandate for Training session of Ayurveda Practitioners of State of Uttarakhand

2023

- (MOU) with Research Institute under Central Council for Research in Ayurvedic Sciences (CCRAS)
- Incorporation of Wholly owned subsidiary in Dubai









Dr. Rohit Sane (Managing Director & CEO)

- MBBS (Medicine and Surgery) and fellowship in Cardiac Rehabilitation
- More than 20 years of experience in health care consulting
- Pioneer in conceptualizing and promoting Ayurveda in healing of chronic heart diseases Sampurna Hriday Shuddhikaran treatment and well established therapies prescribed in Ayurveda



Dr. Vidyut Bipin Ghag (Whole Time Director)

- BAMS from Ayurved Mahavidyalay, Sion, Mumbai (Maharashtra University of Health Sciences, Nashik)
- Completed PGDM DLP (2 YRS) in Healthcare Administration from Welingkar's Institute of Management, Mumbai
- Associated with Company since 2006 as Chief Administrative Officer, Medico-legal Consultant and heads Investigation vertical for development of Company



Mr. Shripad Upasani (Chief Operating Officer)

- Integrated experience of 25 + years in Insurance and Healthcare Industry
- Bachelor of Science and MBA in Marketing by Qualification
- Heading PAN India Operation of Madhavbaug with custodian of Exemplary Leadership skills and Motivational Speaker



Mr. Yogesh Walawalkar (Chief Strategy Officer)

- Bachelors in the law from GLC Mumbai and Diploma holder in Business Management from Wellingkar Institute
- Responsible for overseeing Planning, Development and Execution of various marketing and advertising initiatives of Madhavbaug
- Building successful marketing strategies with market research, pricing, products, marketing communications to ensure brand awareness at targeted audiences



Strong & Experienced Management







Dr. Gurudatta Amin (Chief Medical Officer)

- BAMS, MD (Samhita, Siddhant), PGDEMS and Certified Black belt in Six Sigma
- Affiliated with Madhavbaug since 2007, worked on various levels in medical operations, and Designated as CMO since 2012
- Designed Medical Strategies, developing new treatment modalities, product development along with co-author to 63 Research Publication, recognized as "Reversal Expert"



Mr. Darshan S. Shah (Chief Financial Officer)

- Associate member of Institute of Chartered Accountants of India (ICAI) since September 2014
- Over 8 years of working in audits & accounting functions, statutory compliance, MIS, structuring financial proposal, financial modeling & feasibility study of project, liaison with NBFC & Bankers and statutory compliances
- Associated over 2 years and shouldering responsibilities of Accounts, Taxations, Finance and Auditing



Mr. Abhishek
Deshpande
(Company Secretary &
Compliance Officer)

- Associate Member of Institute of Company Secretaries of India (ICSI), holds Bachelor's degrees in commerce and Law
- Holds more than 5 years of corporate experience with expertise in Secretarial & Legal Compliance, Corporate Governance and advisory etc.
- Designated as Company Secretary & Compliance officer, bearing responsibilities of SEBI & ROC compliances along with other applicable legal compliances.







Strong Research based Treatments & Therapies with papers published and accepted internationally

Unique combination of modern healing methods and ancient natural practices

Effective, Non- Invasive & Affordable Treatments to improve overall health of society

Powerful Tool - Madhavbaug POWER MAP aims to provide in depth medical analysis of Patients current health status

Innovation & Technology platform helps core medical team to interact with on ground team of doctors & therapists to increase efficiency



Experienced Leadership with able & well-trained team led by Dr. Rohit Madhav Sane

Strong Efficient Clinic Management Systems to gather vital information for getting quick results

MIB Pulse App — Chat based Technical solution to connect patients with team of doctors for effective consultations & solutions



Madhavbaug's Unique Model **Business** Model **Clinics Hospitals** ■ *Revenue : Rs. 29.52 Cr ■ *Revenue : Rs. 152.84 Cr Hospitals, 16.19% Clinics, 83.81%



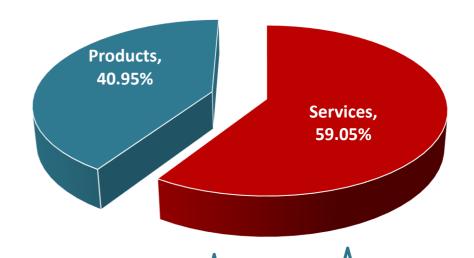
Clinic Revenue Model FY23 Revenue: Rs. 152.84 Cr

Services

Products

■ *Revenue : Rs. 90.25 Cr

■ *Revenue : Rs. 62.59 Cr



*all revenue numbers are Enterprise collection for FY23

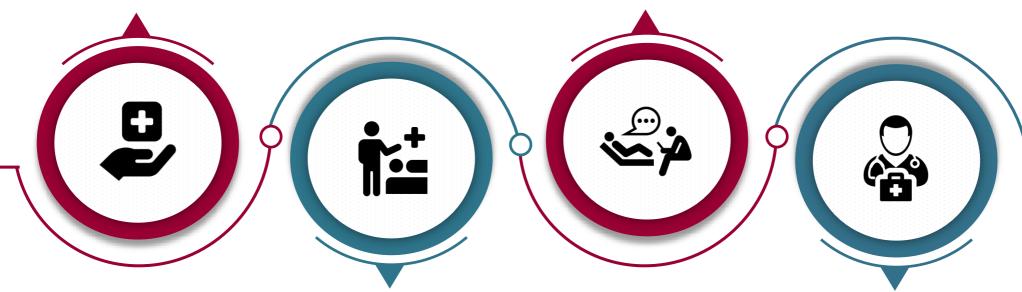


Treatment Programs

- Heart Failure Reversal Therapy (HFRT)
- Ischemia Reversal Programme (IRP)
- Endo protector

Secondary Prevention & Rehabilitation Programs:

- Plaque Stabilization Therapy (PST)
- Diabetic Complication Management (DHCM)
- Hypertensive Complication Management (HCM)
- Total Heart Revitalization Therapy (THRT)
- Blockage Management Program



Primary Prevention Programs:

- Comprehensive Diabetic Care (CDC)
- Obesity Management (OMP)
- Lipid Management (LMP)
- Hypertension Management Program

Hospital Based Treatments (Residential):

- Intensive care Cardiac Programme
- Risk reduction Programme
- Critical Care Cardiac Programme

...with Innovative Reversal Therapies...







Heart Disease Reversal

- Cardioprotective Therapy
- Ischemic Reversal Program
- CAD Management
- Heart Failure Reversal Therapy



Diabetes Reversal

- Comprehensive Diabetic Care Program
- Diabetes Complication
 Management Program (Pre-Failure)
- Diabetes Complication
 Management Program (Pre-Ischaemia)



Blood Pressure Management

- Blood Pressure Management Program
- Blood Pressure Complication Management Program (Pre-Failure)
- Blood Pressure Complication Management Program (Pre-Ischaemia)

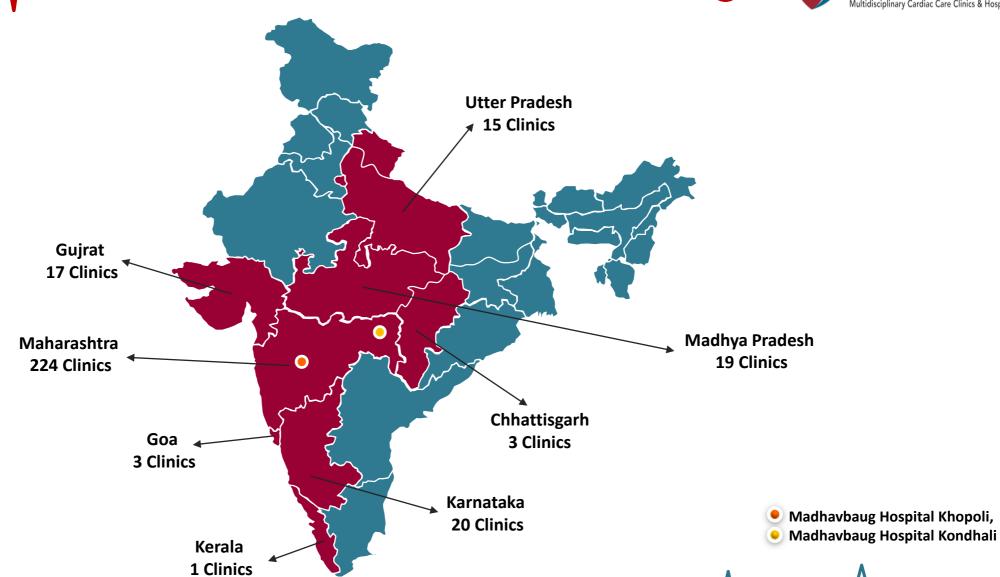


Obesity Management

- Obesity Management Program
- Helps reduce body weight lowers risk of heart disease, diabetes, cholesterol, and high blood pressure

...with Pan India Network as on 31st Mar' 2023





State of Art Hospitals - Khopoli & Nagpur, Maharashtra

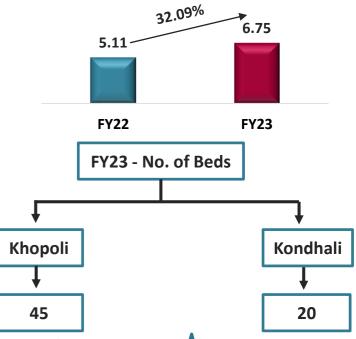


- Madhavbaug Hospital Khopoli 1st Hospital in 2006
- Madhavbaug Hospital Kondhali, Nagpur 2nd Hospital in 2012
- 2 Hospitals Team of 450+ Doctors clinics
- Expert Doctors
- Advanced Diagnostics
- Chronic Care Treatments
- Research based Ayurvedic Therapies
- Physiotherapy & Yoga
- Tie up with Insurance Companies for Cashless Treatment
- Entered into Corporate Tie-ups

Hospital based treatments

- Intensive Care Cardiac Programme
- Critical Care Cardiac Programme
- Risk Reduction Programme

FY22 FY23 Kondhali Hospital (Revenue in Rs. Cr)



Multidisciplinary Cardiac Care Clinics





















Multidisciplinary Cardiac Care Clinics

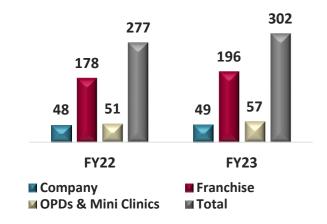


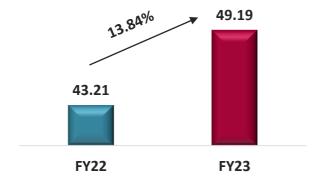


No. of Clinics (Ownershipwise)









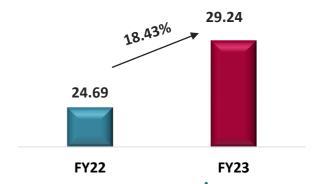
Clinic Enterprise Revenue (In Rs. Lacs)

FY22 - 11,451	33.47%	FY23 - 15,284
9,025	6,259	6,259
FY22	FY23	
Services	Products	Pro

Total Product Revenue per Clinic (Rs. In Lacs)



Total Services Revenue per Clinic (Rs. in Lacs)





Empanelment with Insurance Companies





Medi Assist

Ericson Insurance TPA

Health India









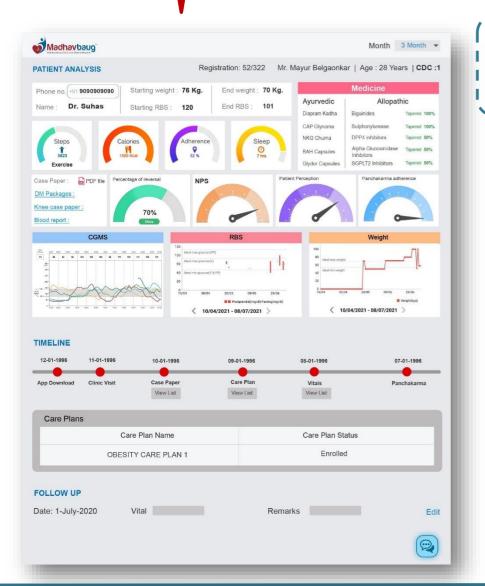


More than 30 Insurance companies empaneled with above Third Party Administrators (TPA) each

Madhavbaug POWER MAP







- Medical analytics service built for Madhavbaug Doctors to help them reverse Chronic cardiac disease of their patients effectively -
- Union Minister for Road Transport and Highways Nitin Gadkari inaugurated Madhavbaug's Power MAP on 15th January 2022



Critical Care



Close Medical Monitoring



- Medical Intelligence
 - ✓ Disease Reversal Score
 - ✓ Medicine Tapering score
 - Complication Prediction (In development)
 - ✓ E-Library (In development)



Lifestyle Management



Diet Management



Medicine Management



Health Coach Support



Super-Consultant support



Medical Services Management

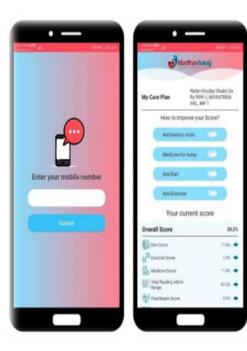


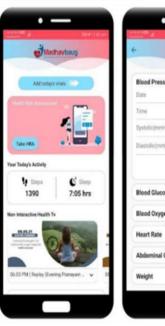
Health Timeline

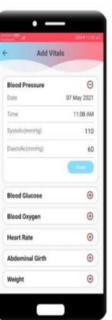
mib Pulse App - Enable Healthcare reach to lowest strata



MIB Pulse App (+100K Downloads)







- It's a free app which anyone can use from anywhere in case of Medical assistance
- App gives you full past history of your health



Medical Assistance

 Connected Medical Assistance of Doctors to give patients appropriate solution through live chat and vitals monitoring



Diet & Exercise Monitoring

✓ Diet and exercise monitoring to get maximum benefits out of Healthy lifestyle management



Staying Fit

✓ Daily Health coaching through video based Diet and Exercise sessions to maintain healthy life & improve lifestyle



Health Monitoring

✓ InApp chat based close Health Monitoring through Vital parameters



Expert Medicine management support

 Medicine reminders, Realtime Medicine tapering advise of connected Doctors

Madhavbaug's Research based Diet Kits





Diabetes Reversal



Heart Disease Reversal



Hypertension Reversal



Obesity Reversal



Breakfast















Lunch/Dinner







India's Non – Communicable Disease (NCD) Challenges



66% of all death in India caused by Non – Communicable diseases

Diabetes

- Roughly 77 million Diabetes patients in India
- 1 million Indians die of Diabetes p.a



India estimated to have **44 million** undiagnosed Diabetes patients

Obesity

- India has 135 million obese people
- Obesity in children under age of 5 doubled in state of Maharashtra



By 2030 India to have **28%** of world's obese people

- **Hypertension**
- India has 207 million people with Hypertension
- 1.63 million Indians die of Hypertension p.a



Prevalence of Hypertension increased from **11.3% to 25.3%**

Cardiovascular

- Estimated 54.5 million CVD patients in India
- 2.6 million Indians die of CVD every year



CVD responsible for 43% of NCD death and 25% of all death

India staring at Heart Disease Epidemic - current Cardiac Care ecosystem with focus mainly on surgical interventions will not be able to handle this load single-handedly

Need of hour - Prevention & Rehabilitation focused Cardiac Care System - complements current systems



Clinically Researched



Scalable

Accessible



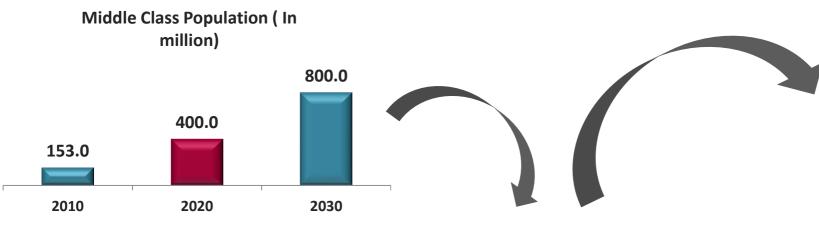
Easy to Adhere

Madhavbaug has designed & implemented such Diabetes & Cardiac care systems

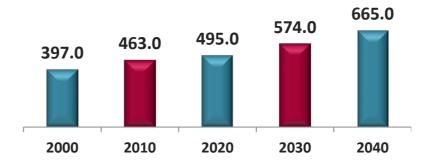
Higher Stress increasing Diseased population



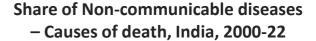


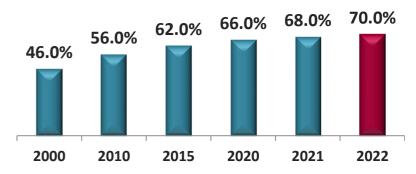












Source - Ayush Study-Public Policy and Economic-FINAL REPORT 28 OCT.pdf (ris.org.in)

Source - China vs. India — Where is the momentum in consumer spending? | World Data Lab

Source - wcms_775940.pdf (ilo.org)



Re-emergence of Traditional Medical Care





Market size and services offered

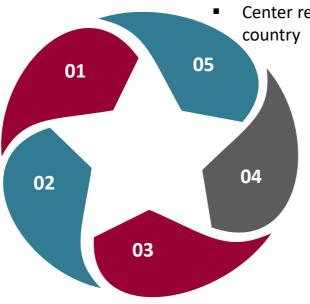
- Indian Ayurvedic Industry expected to reach US\$ 9 billion by 2022 - Ayurveda medicines -> 90% plant based formulations
- Broadened offerings services on diet and nutrition, yoga, herbal medicine, humour therapy and spa

Notable trends

- Traditional medical sector developing Traditional Knowledge Digital Library to prevent companies from claiming patents on such remedies
- Growing interest from PE firms in traditional Indian healthcare sector
- Center revamping existing 1.5 lakh wellness health centers across
 country

Leading brands and players

 Many big players such as Apollo, VLCC and Manipal Group setting up wellness centers across India with traditional healthcare remedies



Recent Developments

- Ministry of AYUSH has been allocated Rs. 3,050 crore in 2022, up from 2,970 crore in 2021
- Technology innovation hubs of IIT Delhi to collaborate for developing India's 1st Medical Robotics Centre at IIIT-Delhi
 - ✓ To develop training programmes in consultation with leading doctors and healthcare experts
- WHO's Launch of Ayurveda Research Institutions

Developing infrastructure

 In July 2021, Union Cabinet approved continuation of National Ayush Mission, responsible for development of traditional medicines in India, as centrally sponsored scheme until 2026

India Emerging as Global Wellness & Ayurveda Hub - Ayurveda at Top of Immunity Boosting Shelves





Management Comments







Commenting on H2 & FY23 results,
Dr. Rohit Sane,
Managing Director and CEO,
Vaidya Sane Ayurved Laboratories
Limited said:

"I am happy to share that our performance for FY23 performance has been in line with our growth strategies. During the year we have registered a Revenue of Rs. 99.03 crore. EBITDA and PAT were Rs. 8.33 crore and 5.19 crore. The growth in top line was mainly on account of increase in operational efficacy, effective marketing, branding activity such as WAC and online web series. In FY23 we successfully treated 64,374 patients through care clinics and Hospitals. During H2 FY23 we have treated 31,323 patients and this number is witnessing a handsome growth.

I am happy to share that we organized 9th World Ayurveda Congress & Arogya Expo with focal theme "Ayurveda for One Health" at Panjim, Goa where Honorable Prime Minister Shri. Narendra Modi visited Madhavbaug's exhibition stall and appreciated Madhavbaug model of Preventive Cardiology. On a great note we have incorporated wholly owned subsidiary in Dubai with name "Madhavbaug Health Food Supplements Trading Co. LLC" to trade in food supplements and Natural Herbs. We also signed MOU with Research Institute under Central Council for Research in Ayurvedic Sciences (CCRAS). We received a mandate for giving training through online and offline to Ayurveda practitioners of state of Uttarakhand which is major breakthrough for the Company.

Our vision is to serve patients more efficiently with maximum comfort. In this regard, we have tied up with Insurance companies to provide cashless treatment. Our Mission of 2025 is to strengthen and expand our Hospital and clinic network. We are expanding the Khopoli hospital bed capacity by 60 beds and Kondhali hospital by 20 beds We have a target to reach 1,000 clinics and 10 hospitals by the end of 2025.

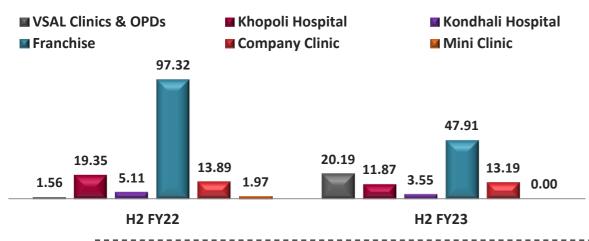
I would like to thank each member of the Madhavbaug family dedicatedly work towards overcoming challenges and ensure uninterrupted services and provide health care treatments to patients whenever needed. I assure my shareholders that we will keep up the momentum of efforts and hard work and keep performing as per stated targets."

Half Yearly Financial Highlights

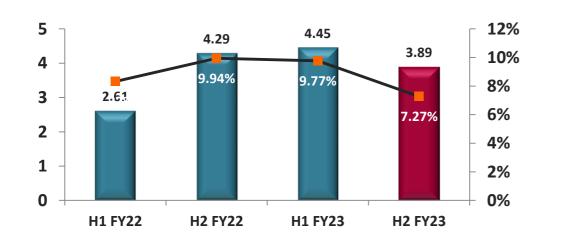




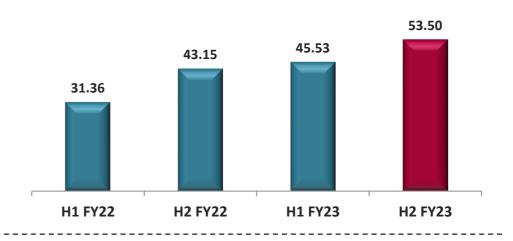




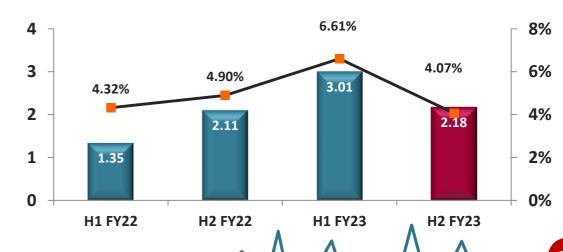
EBITDA* (Rs. Cr)



Revenue (Rs. Cr)



PAT (Rs. Cr)



Financial Highlights – Half Yearly





Rs. Crore	H2 FY23	H2 FY22	Y-o-Y (%)	H1 FY23
			1-0-1 (70)	
Income from Operations	53.50	43.15		45.53
Other Operating Income	0.00	0.00		0.00
Total Income	53.50	43.15	23.99%	45.53
Raw Materials	14.56	12.33		13.06
Employee Cost	11.09	9.24		10.72
Other Expenses	23.96	17.29		17.30
Total Expenditure	49.61	38.86		41.08
EBITDA (Excluding other income)	3.89	4.29	(9.32%)	4.45
EBIDTA Margin%	7.27%	9.94%	(267 bps)	9.77%
Other Income	0.54	0.34		0.83
Depreciation	1.44	1.11		1.16
Interest	0.07	0.09		0.11
Exceptional Item (Gain) / Loss	0.00	0.00		0.00
Profit Before Tax	2.91	3.42		4.00
Tax	0.73	1.31		0.99
Profit After Tax	2.18	2.11	3.06%	3.01
PAT Margin %	4.07%	4.90%	(83 bps)	6.61%
Basic EPS in Rs.	2.07	2.01	2.99%	2.86

- Revenue from operations for H2 FY23 is 53.50 crs as against Rs. 43.15 crs in H2 FY22, YoY increase of 23.99% - on account of effective marketing and branding activity such as WAC & online web series
- EBITDA (excluding Other Income) Rs. 3.89 crs in H2FY23 as against Rs. 4.29 crs in H2FY22 decrease of 9.32% on account of New company own clinic become operational and marketing, manpower and other operational cost increased to nurture the new clinic
- PAT Rs. 2.18 crs in H2FY23 as against Rs.2.11 crs in H2FY22, increase of 3.06%

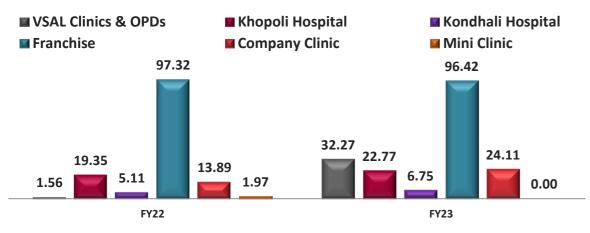
^{*} Consolidated

Annual Financial Highlights





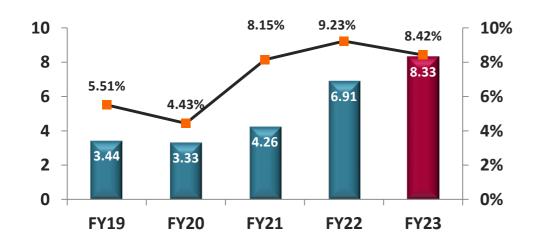




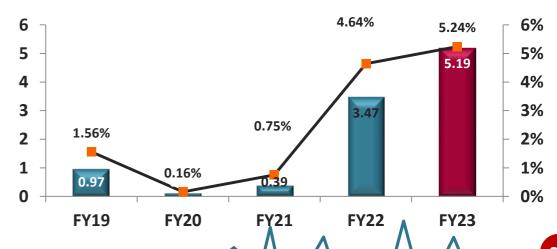
Revenue (Rs. Cr)



EBITDA* (Rs. Cr)



PAT (Rs. Cr)



Annual Financial Highlights



Rs. Crore	FY23	FY22*	Y-o-Y (%)
Income from Operations	99.03	74.71	
Other Operating Income	0.00	0.00	
Total Income	99.03	74.71	32.55%
Raw Materials	27.62	22.07	
Employee Cost	21.81	18.19	
Other Expenses	41.26	27.56	
Total Expenditure	90.69	67.81	
EBITDA (Excluding other income)	8.33	6.90	20.84%
EBIDTA Margin%	8.42%	9.23%	(81 bps)
Other Income	1.36	0.34	
Depreciation	2.60	2.29	
Interest	0.19	0.20	
Exceptional Item (Gain) / Loss	0.00	0.00	
Profit Before Tax	6.91	4.75	
Tax	1.72	1.28	
Profit After Tax	5.19	3.47	49.61%
PAT Margin %	5.24%	4.64%	60 bps
Basic EPS in Rs.	4.94	8.00	(38.25%)

- Revenue from operations for FY23 is 99.03 crs as against Rs. 74.71 crs in FY22, YoY increase of 32.55% - on account of on account of increased footfall count and effective marketing and branding activity such as WAC & online web series
- EBITDA (excluding Other Income) Rs.
 8.33 crs in FY23 as against Rs. 6.90 crs in FY22, increase of 20.84%
- PAT Rs. 5.19 crs in FY23 as against Rs. 3.47 crs in FY22, increase of 49.61% on account of increase in new patients enrollment in to the care plan

The Board has recommended a final dividend of Rs. 0.25 per share of face value Rs. 10/- subject to approval of shareholders

Annual Balance Sheet Highlights

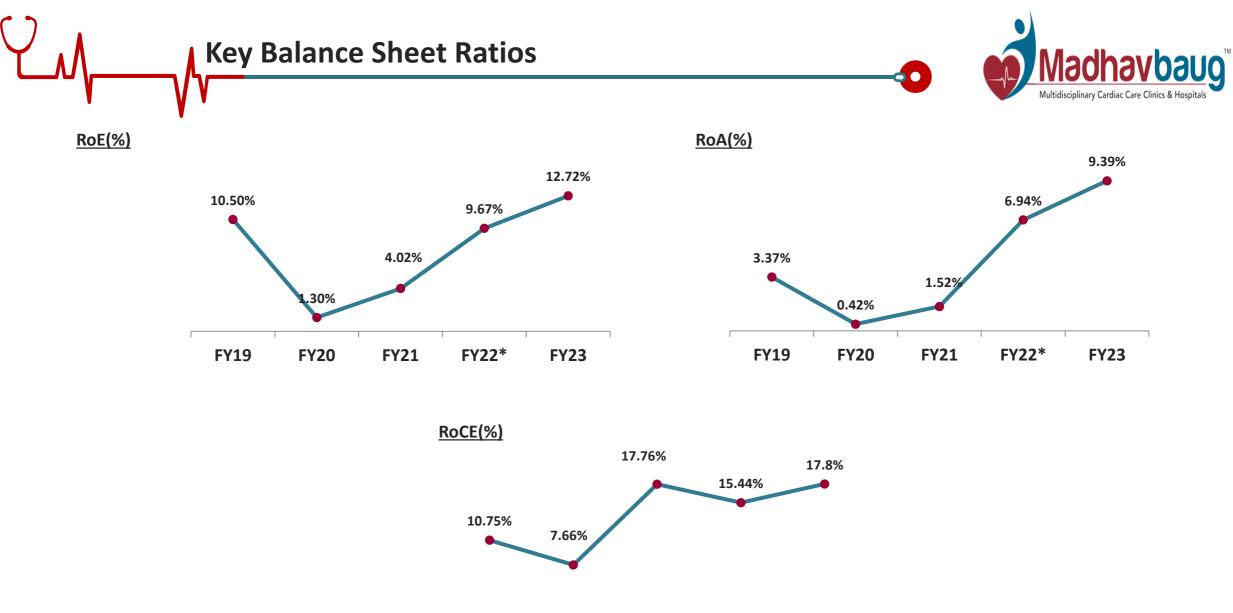




Rs. Crore	As on 31 st Mar' 23	As on 31 st Mar' 22*	
Shareholder's Funds	40.81	35.88	
Share capital	10.51	10.51	
Other Equity	30.30	25.37	
Non Controlling Interest	0.00	0.00	
Non-current liabilities	1.60	1.61	
Financial Liabilities			
Borrowing	0.00	0.00	
Provisions	1.55	1.57	
Deferred Tax Liabilities (Net)	0.05	0.05	
Other Non-Current Liabilities	0.00	0.00	
Current liabilities	12.87	12.51	
Financial Liabilities			
Borrowing	0.13	1.06	
Trade Payable	8.96	7.38	
Other Current Liabilities	3.30	2.97	
Provisions	0.48	1.10	
Total Equities & Liabilities	55.28	50.01	

Rs. Crore	As on 31 st Mar' 23	As on 31 st Mar' 22*
Non-current assets	26.46	24.53
Property, Plant & Equipment		
Tangible assets	18.43	15.96
Intangible assets	2.51	1.04
Capital WIP	1.67	1.23
Deferred Tax Assets	0.00	0.00
Long term loans and advances	2.78	1.41
Non Current Investment	1.05	4.88
Current assets	28.82	25.48
Current Investment	13.80	16.61
Inventories	3.41	1.50
Financial Assets		
Trade receivables	6.46	3.56
Cash & Cash equivalent	1.75	2.56
Loans	3.40	1.25
Other Current Assets	0.00	0.00
Total Assets	55.28	50.01

^{*} IPO in FY22 to raise Rs. 20.23 crs



FY22*

FY23



FY19

FY20

FY21









Scalable and Standardized Clinic Design

Clinic-based health care delivery model along with tele-medicine - low capex requirement and easy accessibility



Strengthening and Expanding Clinic and Hospital Network

- Strategic locations in Maharashtra; expand Clinic Network in Madhya Pradesh, Uttar Pradesh and Gujarat;
 expand Khopoli and Nagpur Hospitals
- Opening of 100 New clinics each in Mumbai, Pune and Bangalore



Increasing Product Offerings

Introduced knee pain management services - both online & offline and home health care services



Invest in Marketing

- Invest in integrated marketing campaign to improve visibility and awareness
- Lead generation through Events, Print, Radio & Television and App based online media



Empanelment with Insurance Companies

- Target health insurance companies to empanel our hospitals reduce financial burden on patients
- Reimbursement of Expenses at Clinics for patients through Insurance Companies
- NABH Accreditation of All Clinics

Madhavbaug's Mission 2025





"By 2025, Over 5 Crore People in India will be directly under Madhavbaug's Care"

Save My Heart – App

- Purported for preventation of heart disease as well as emergency management
- Collect vital health data

Clinics & Hospitals

- Expansion of Khopoli hospital with 60 Beds and Kondhali 20 Beds additional
- Cashless services to patients at hospitals
- 1,000 clinics all over the nation out of which 200-250 will be Company Clinic
- Reach 10 hospitals by the end of 2025









Madhavbaug Associate

- 1000 Associate Doctors
- MB Associate to consult Patients and prescribe of medicine
- Lead to increase of network and sale of medicines

OPD

- Existing network of 50 Plus OPD in Maharashtra
- Open 5,000 OPDs in talukas PAN India





THANK YOU



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