

Date: 15th November 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 ended 30th September 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

Registered Office Address:

Fl.5 1047, Shriram Bhawan, Shukrawar Peth,
Pune- 411002, Maharashtra India.
CIN No : L73100PN1999PLC013509

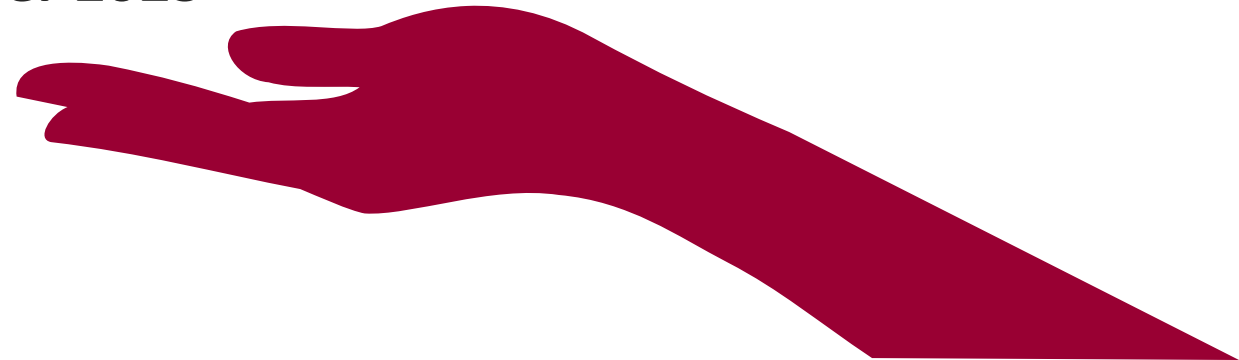
Corporate Office Address:

Ishan Bldg. No. 2, 701, 7th Floor, Gokhale Road, Naupada,
Thane (W)-400 602. Tel: +91 022-41235315/16
www.madhavbaug.org



Vaidya Sane Ayurved Laboratories Ltd.

**Investor Presentation
November 2023**





Disclaimer



This presentation has been prepared by Vaidya Sane Ayurved Laboratories Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Company Overview



Business Overview



Industry Overview



Financial Highlights



Way Ahead



01

Company Overview

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

- **350*** Clinics Across India
- Rural reach of **60+ OPDs and Mini Clinics**
- **450+** Ayurveda Physicians
- Treated Over **10 Lakhs** Patients Successfully
- **83 manuscript and 500** Research Paper Publications
- **200+** Awards & Recognitions
- Tie up with more than 35 Insurance Companies

Our Treatment Philosophy

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

Treatments

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

State of Art Fully Equipped Hospitals

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



Company Structure - Subsidiaries

01

F-Health Accelerators Pvt. Ltd. (80% Holding)

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

02

Cure & Care Primary Care Pvt. Ltd. (Raphacure – 17.5% Holding)

- Shareholding Agreement with Cure and Care Primary Care
- Leading healthcare management company 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

03

Easy Ayurveda Pvt. Ltd. (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

04

Madhavbaug Health Food Supplements Trading Co. LLC” (100% Holding)

- 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

05

Aaharshashtra Foodz Pvt. Ltd. (20% Holding)

- Incorporated a Company with Ms. Pooja Patil where Company hold 20% Shareholding of new company
- Aaharshashtra in the business of arranging workshops, training for preparing, inventing new healthy food recipes and inculcating habit of having healthy diets and recipes for its consumers and patients

06

Joint Healing Services Pvt. Ltd. (99% Holding)

- Joint pain and Muscle pain related Healthcare Exercise platform, workshop, camps and other related activities
- Joint Healers is a pain management system with a holistic approach towards a pain free life and focuses on improving quality of it. This is the combination of modern and traditional way of treatment

07

Dynamic Remedies Pvt. Ltd. (100% Holding)

- Manufacturing of Ayurvedic Medicines
- Dynamic has diverse medicine and product portfolio and it is one of the top suppliers of Company's Ayurvedic medicines, Dynamic shares major share in Company's Medicines and Product Portfolio

08

UV Ayurgen Pharma Pvt. Ltd. (100% Holding)

- Manufacturing of Ayurvedic medicines and Nutra Products
- UV Ayurgen has diverse medicine portfolio and it is one of the key suppliers of Company's Ayurvedic medicines



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

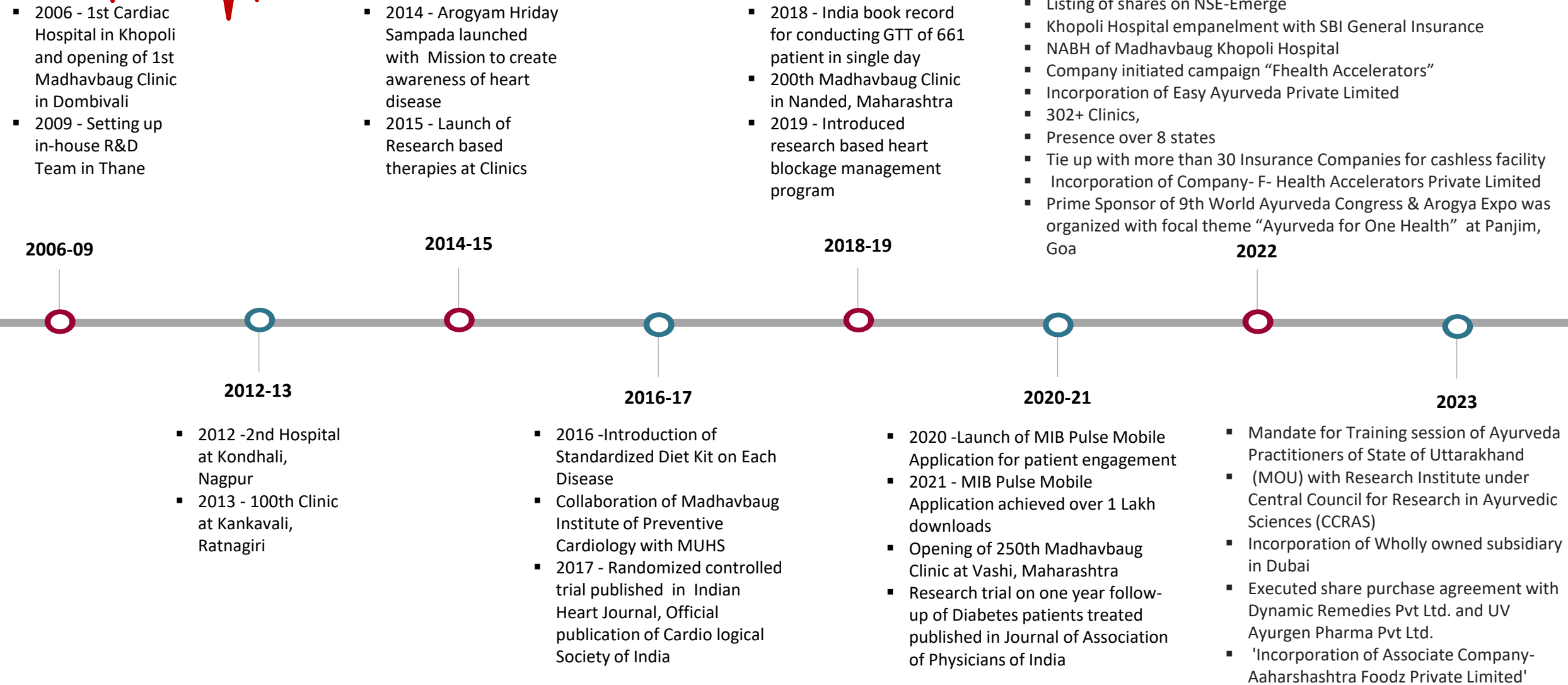
Research based Therapies across all clinics through continuous learning for therapists and doctors; Research papers published in leading scientific journals - Presented Internationally



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

Journey So Far





Strong & Experienced Management



Dr. Rohit Sane
(Chairman &
Managing Director)

- 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 Executive
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
(Senior Vice President
- Marketing &
Corporate
Relationships)

- Bachelors in the law from GLC Mumbai and Diploma holder in Business Management from Welingkar 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.

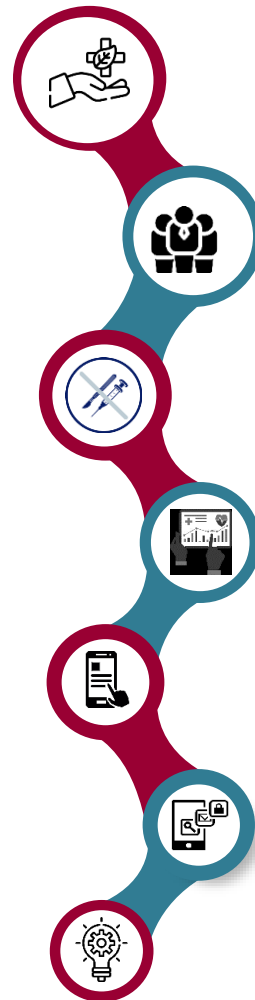
Strong Research based Treatments & Therapies with papers published and accepted internationally

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

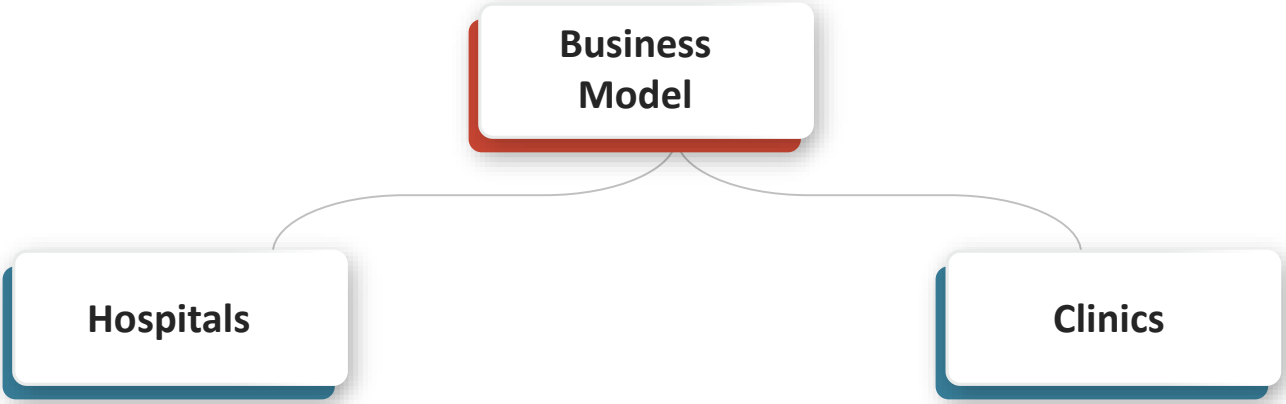
Strong Efficient Clinic Management Systems to gather vital information for getting quick results

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

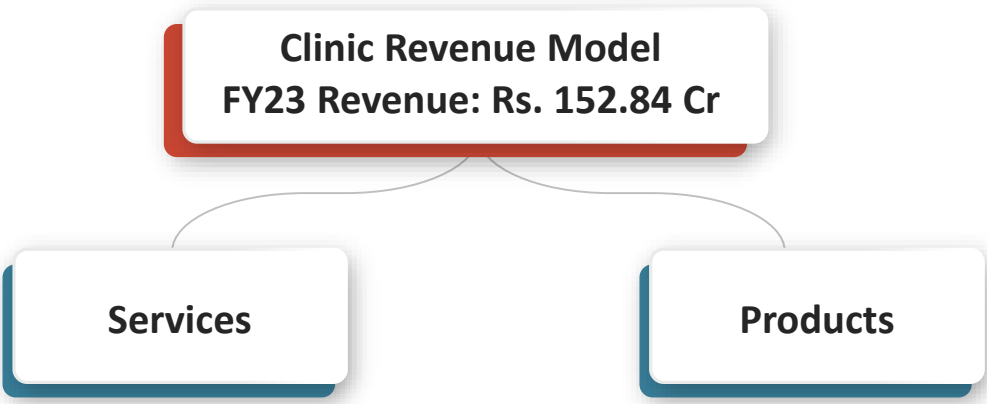
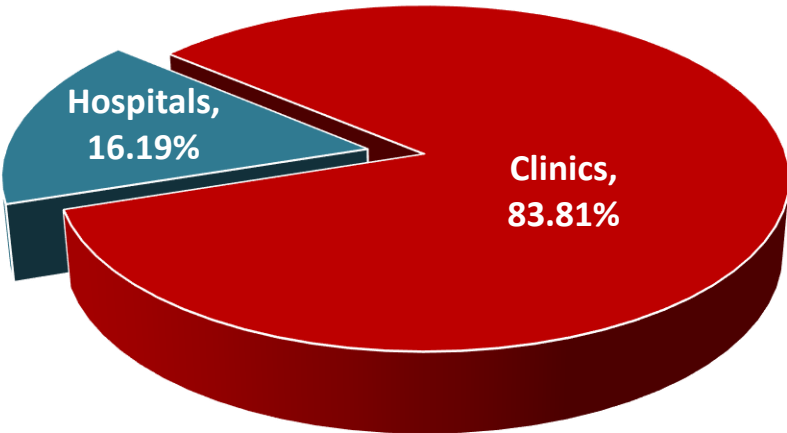


02

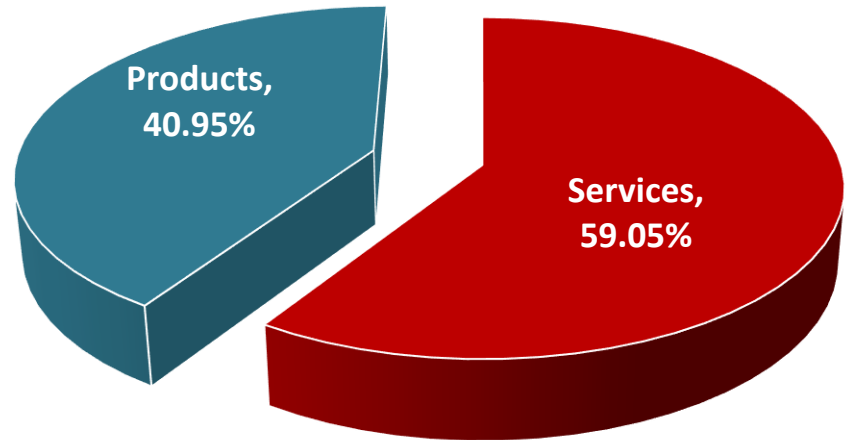
Business Overview



▪ *Revenue : Rs. 29.52 Cr ▪ *Revenue : Rs. 152.84 Cr



▪ *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



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

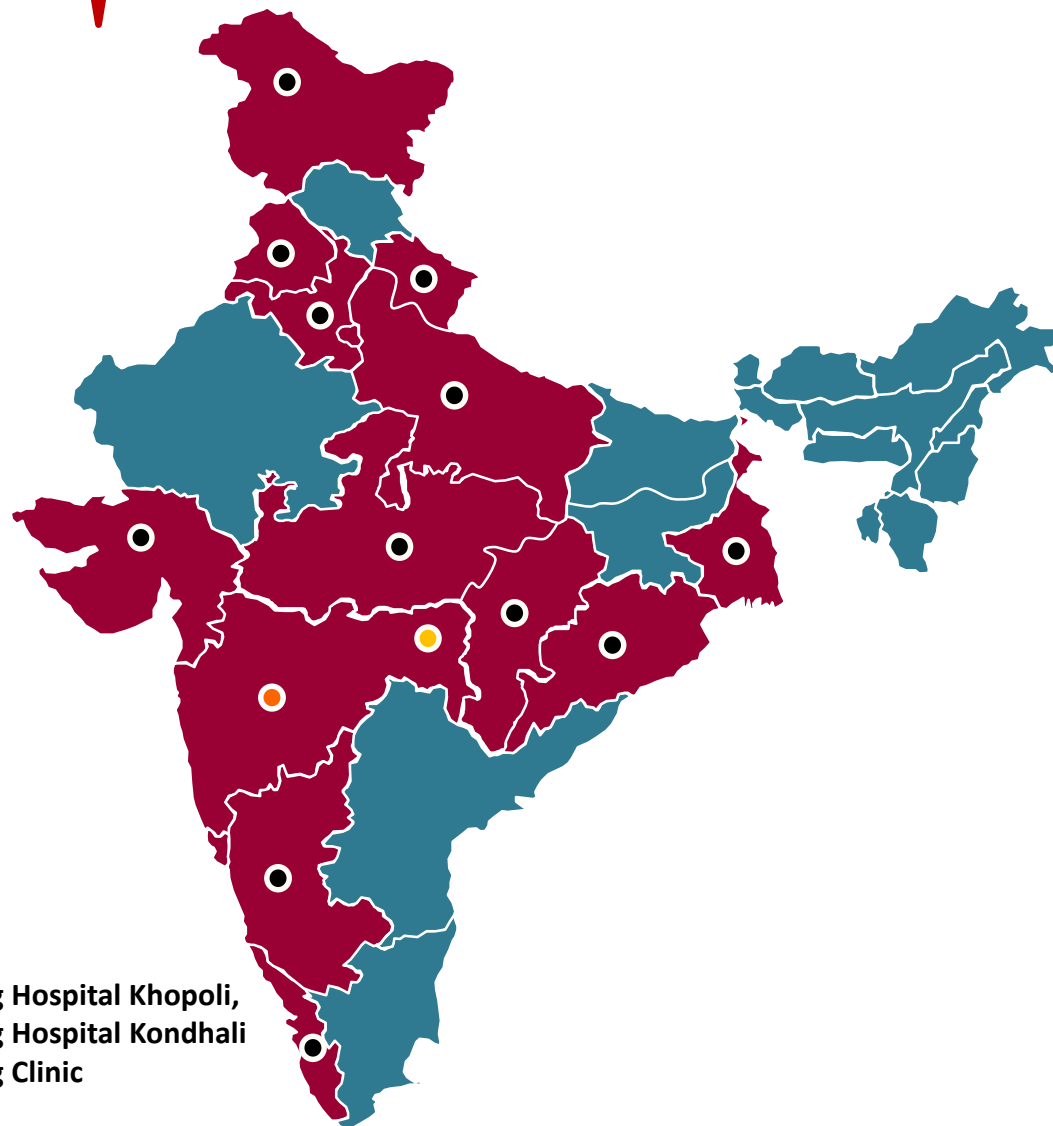
- Blood Pressure Management Program
- Blood Pressure Complication Management Program (Pre-Failure)
- Blood Pressure Complication Management Program (Pre-Ischaemia)



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 30th Sept' 2023

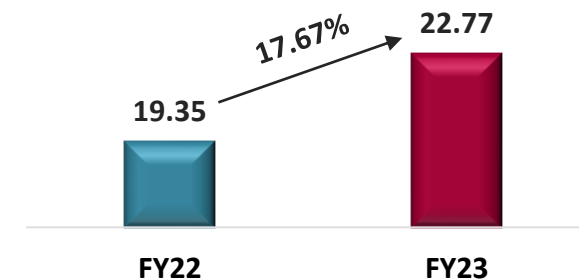


States	No. of Clinics
Jammu and Kashmir	1
Punjab	5
Haryana	2
Uttarakhand	1
Delhi NCR	4
Uttar Pradesh	21
Madhya Pradesh	19
West Bengal	2
Orissa	1
Chhattisgarh	4
Gujarat	20
Goa	4
Maharashtra	243
Karnataka	22
Kerala	1
Total	350

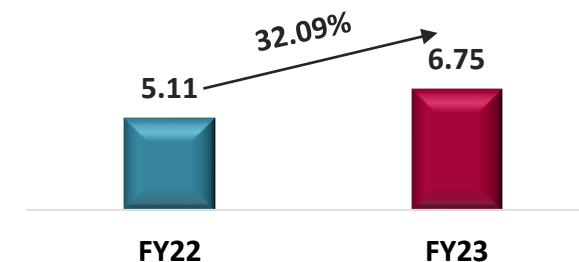
- Madhavbaug Hospital Khopoli – 1st Hospital in 2006
- Madhavbaug Hospital Kondhali, Nagpur – 2nd Hospital in 2012
- 2 Hospitals - Team of 450+ Doctors clinics
- Expert Doctors
- Advanced Diagnostics
- Chronic Care Treatments
- Research based Ayurvedic Therapies
- Physiotherapy & Yoga
- Tie up with Insurance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

- **Hospital based treatments**
 - Intensive Care Cardiac Programme
 - Critical Care Cardiac Programme
 - Risk Reduction Programme

Khopoli Hospital (Revenue in Rs. Cr)



Kondhali Hospital (Revenue in Rs. Cr)



FY23 - No. of Beds

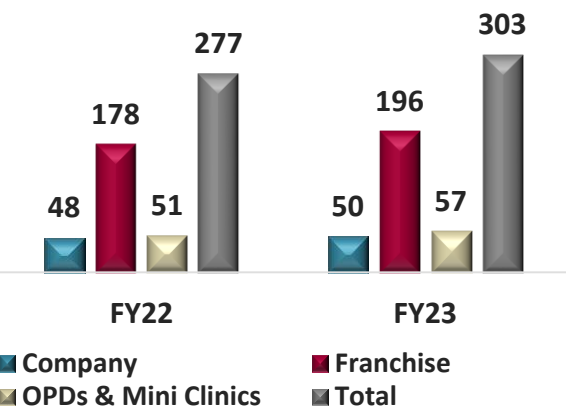




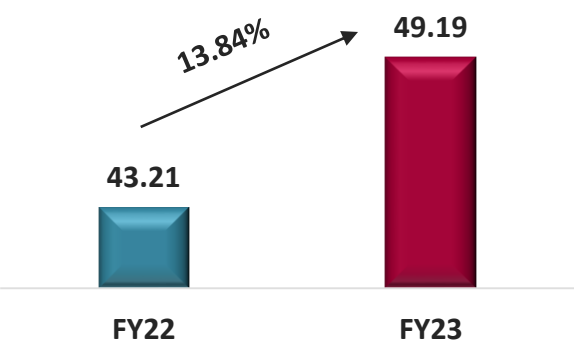


Multidisciplinary Cardiac Care Clinics

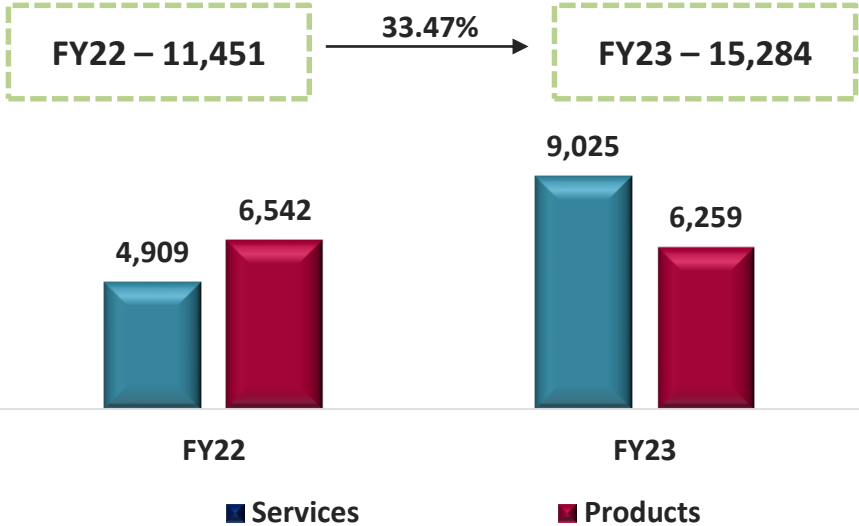
No. of Clinics (Ownershipwise)



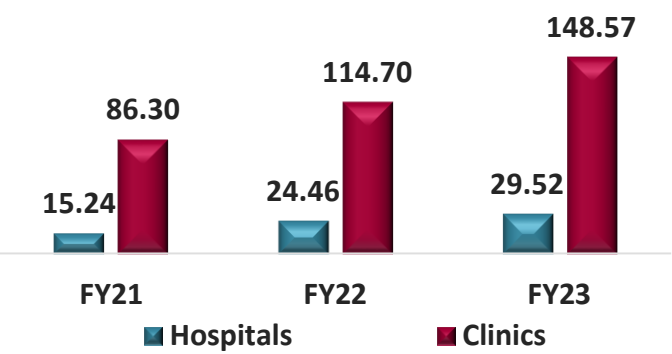
Average Revenue per Clinic (Rs. in Lacs)



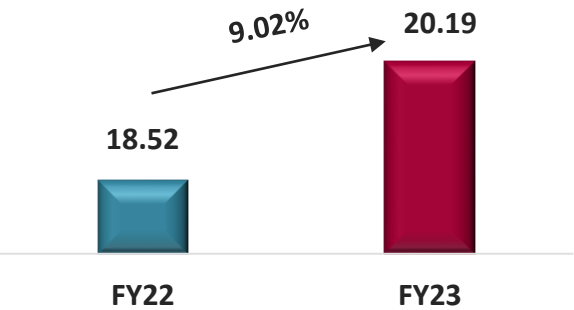
Clinic Enterprise Revenue (In Rs. Lacs)



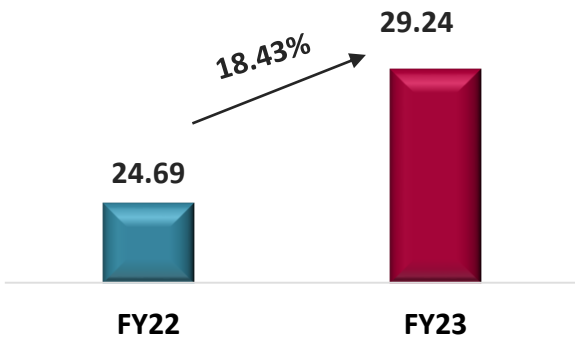
Revenue (Rs. Cr)



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

Paramount Health



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

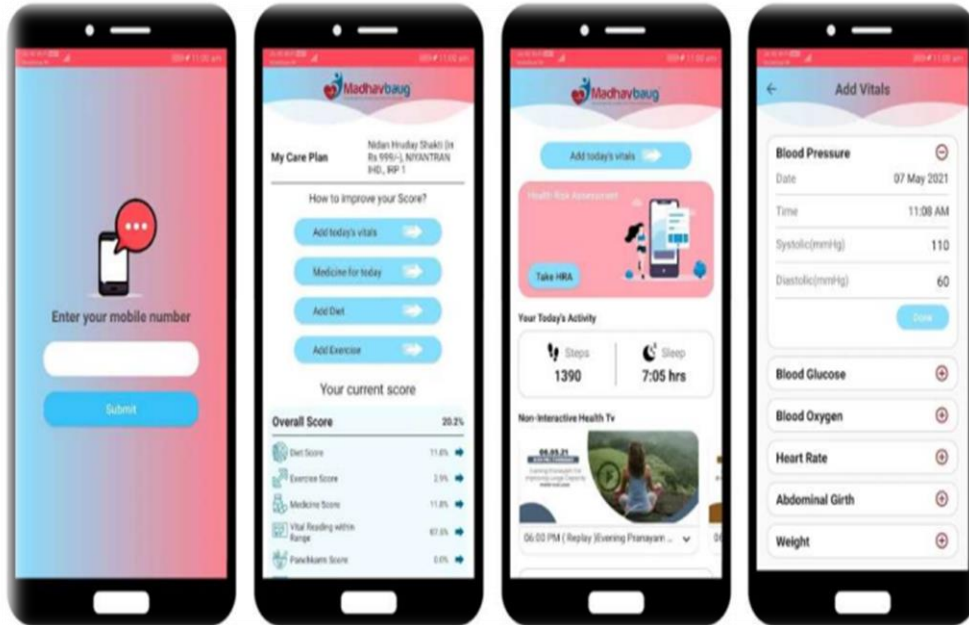


Medical Services Management



Health Timeline

MIB Pulse App (+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

Diabetes **Reversal**



Heart Disease **Reversal**



Hypertension **Reversal**



Obesity **Reversal**



Breakfast



Lunch/Dinner





03

Industry Overview

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



Result Oriented



Clinically Researched



Scalable



Accessible



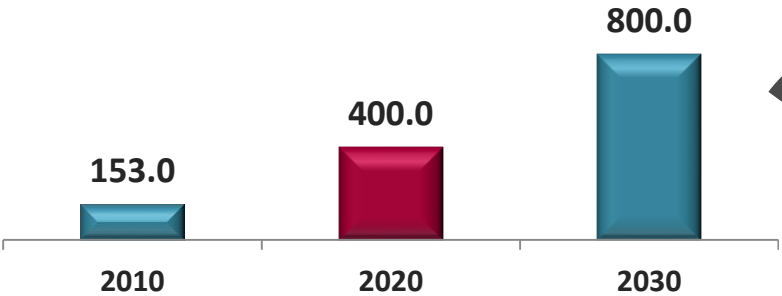
Easy to Adhere

Madhavbaug has designed & implemented such Diabetes & Cardiac care systems

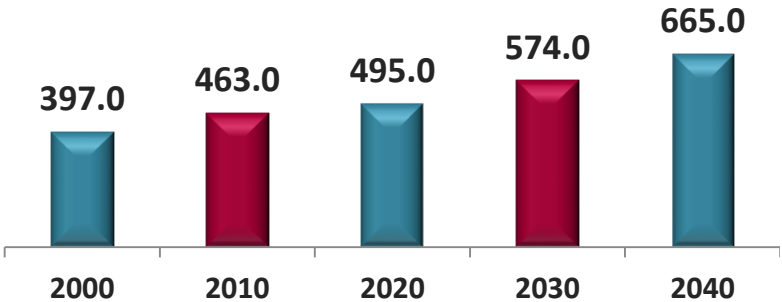


Higher Stress increasing Diseased population

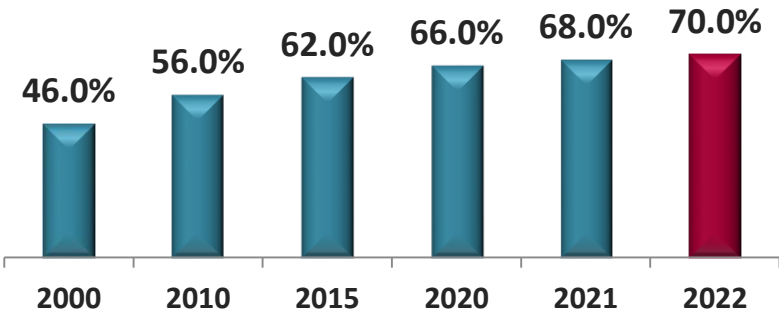
Middle Class Population (In million)



Working Age Population of India (in million)



Share of Non-communicable diseases – Causes of death, India, 2000-22



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)



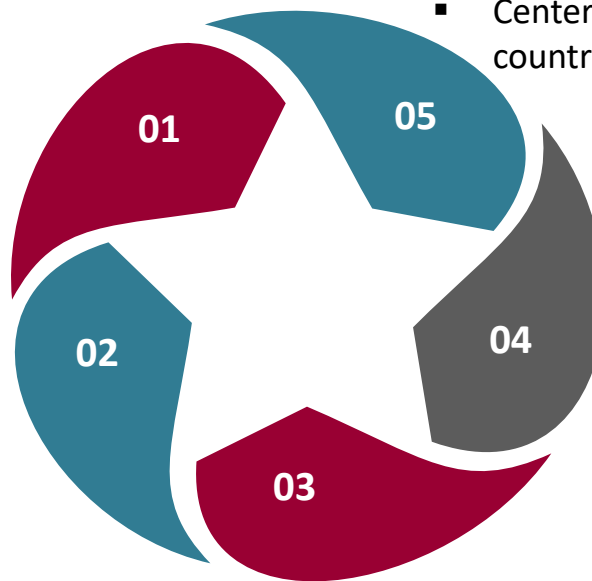
Re-emergence of Traditional Medical Care

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

Leading brands and players

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



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

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



04

Financial Highlights



**Commenting on H1 FY24 results,
Dr. Rohit Sane,
Managing Director and CEO,
Vaidya Sane Ayurved Laboratories
Limited said:**

“During the H1 FY24 we have registered a Revenue of Rs. 51.10 Crs. EBITDA and PAT were Rs. 2.68 crore and 1.18 crore. Our revenue increased by ~12% YoY mainly due to increased in hospital revenue and online distribution of Nutra products.

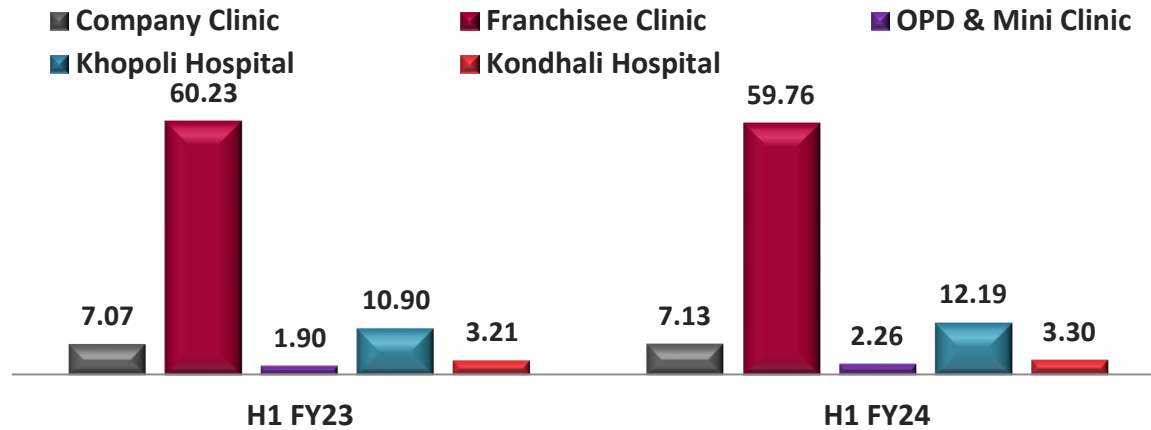
I am happy to share that we have acquired two private limited companies namely Dynamic Remedies And UV Ayurgen Pharma through share purchase agreement as a result of this investment the said companies have become wholly owned subsidiaries of the Company. As on September 30th, 2023, Company operates 350 clinics across India. Out of these 54 are company owned, 62 are OPD's and Mini Clinic and 234 are franchise clinics.

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. At the same time, we have developed education model for Fellow Doctors to provide same quality treatment across all Madhavbaug clinics. 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.

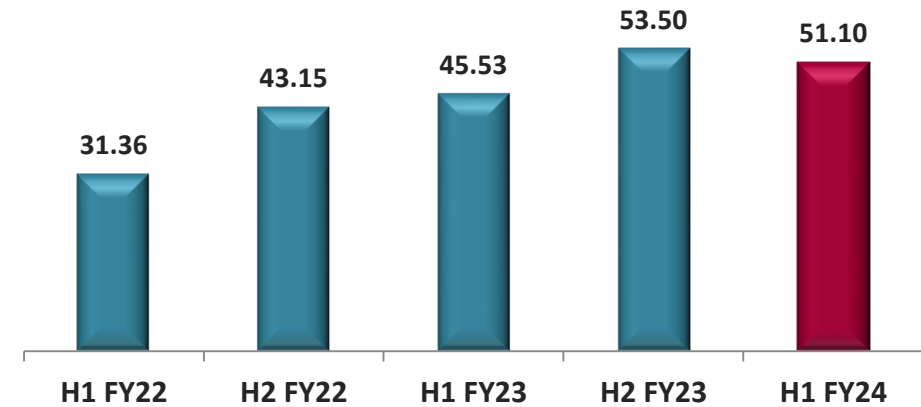
I would like to reiterate our focus on quality patient care, innovation and continued pursuit of medical excellence. In this regard, we will continue to build upon our team of exceptionally committed Doctors and other support staff to deliver world-class patient care services. We will also continue to provide a safe environment for patients and employees.

Consolidated Half Yearly Financial Highlights

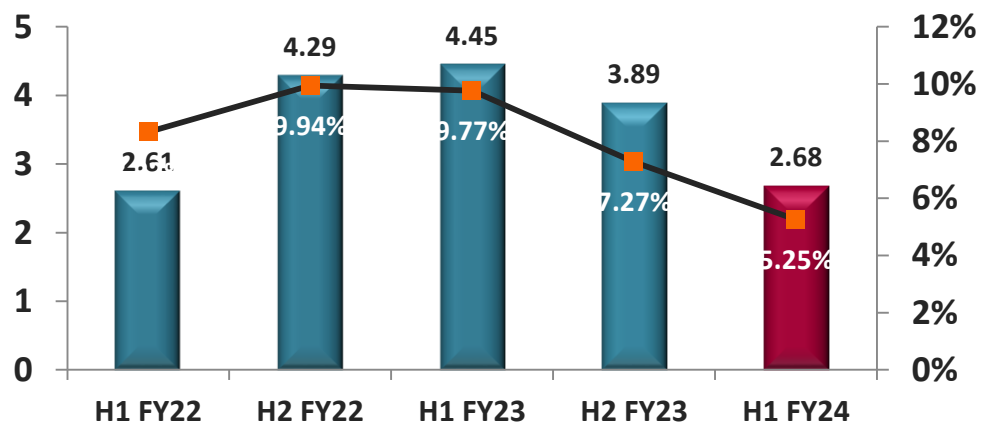
Enterprise Collection (Rs. Cr)



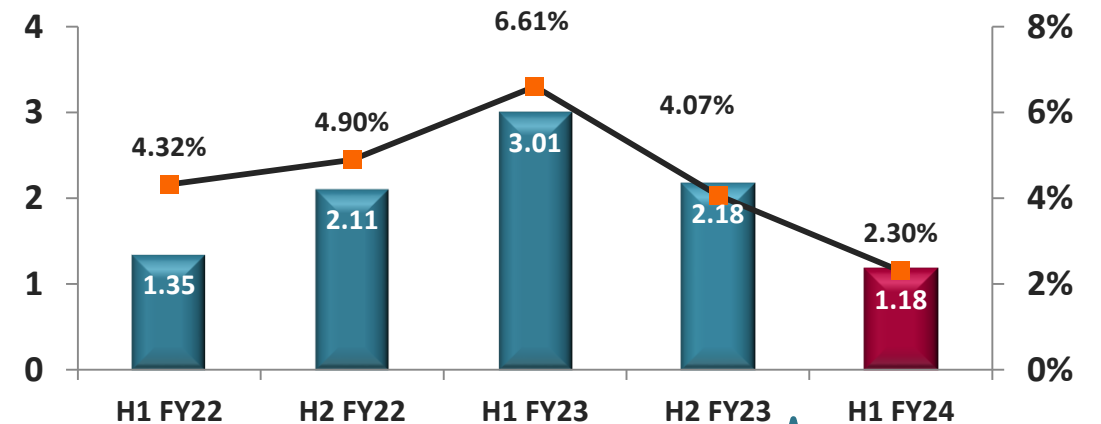
Revenue (Rs. Cr)



EBITDA* (Rs. Cr)



PAT (Rs. Cr)



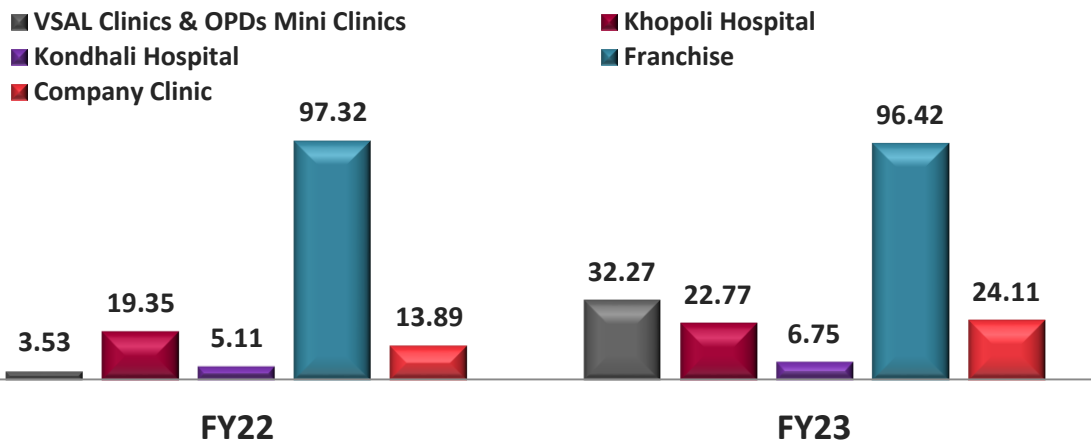
Consolidated Financial Highlights – Half Yearly

Rs. Crore	H1 FY24	H1 FY23	Y-o-Y (%)	H2 FY23
Income from Operations	51.10	45.59		53.50
Other Operating Income	0.00	0.00		0.00
Total Income	51.10	45.59	12.09%	53.50
Raw Materials	14.93	13.06		14.56
Employee Cost	13.56	10.84		11.09
Other Expenses	19.92	17.51		23.96
Total Expenditure	48.42	41.42	16.91%	49.61
EBITDA (Excluding other income)	2.68	4.17	(35.68%)	3.89
EBIDTA Margin%	5.25%	9.15%	(390 bps)	7.27%
Other Income	0.63	0.83		0.54
Depreciation	1.59	1.16		1.44
Interest	0.16	0.11		0.07
Exceptional Item (Gain) / Loss	0.00	0.00		0.00
Profit Before Tax	1.57	3.73		2.91
Tax	0.39	0.99		0.73
Profit After Tax	1.18	2.74		2.18
PAT Margin %	2.30%	6.00%		4.07%
Basic EPS in Rs.	1.12	2.60	(56.92%)	2.07

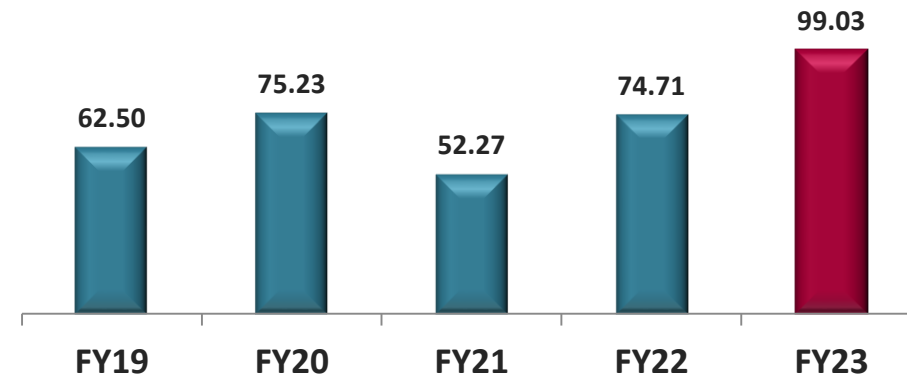
- Revenue from operations for H1 FY24 is 51.10 crs as against Rs. 45.59 crs in H1 FY23, YoY increase of 12.09% - on account of increase in hospital revenue and online distribution of Nutra Products
- EBITDA (excluding Other Income) - Rs. 2.68 crs in H1 FY24 as against Rs. 4.17 crs in H1 FY23 decrease of 35.68% - on account of cost expansion for creating infrastructure and other operational cost increased to nurture the new clinic

Annual Financial Highlights

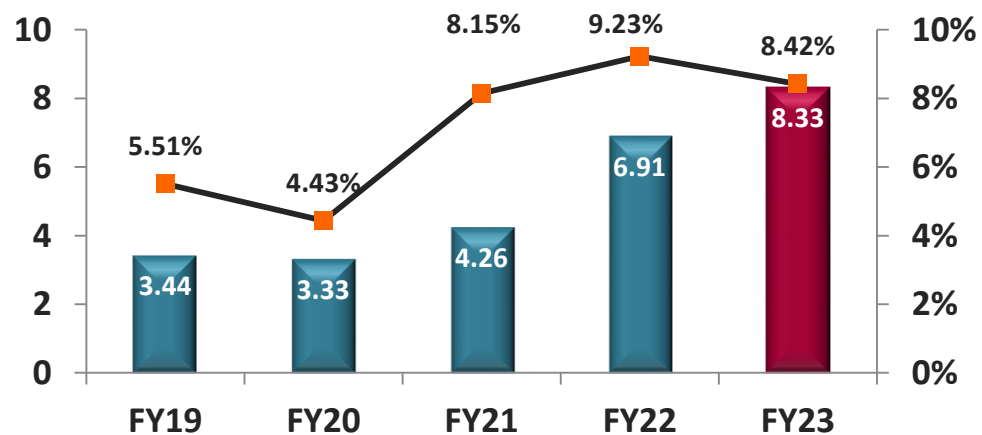
Enterprise Collection (Rs. Cr)



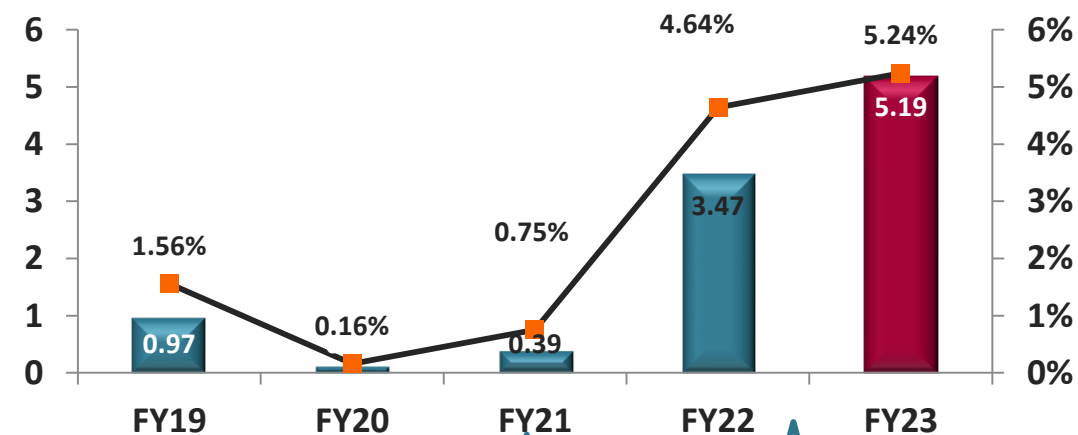
Revenue (Rs. Cr)



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 paid a final dividend of Rs. 0.25 per share of face value Rs. 10



Consolidated Annual Balance Sheet Highlights



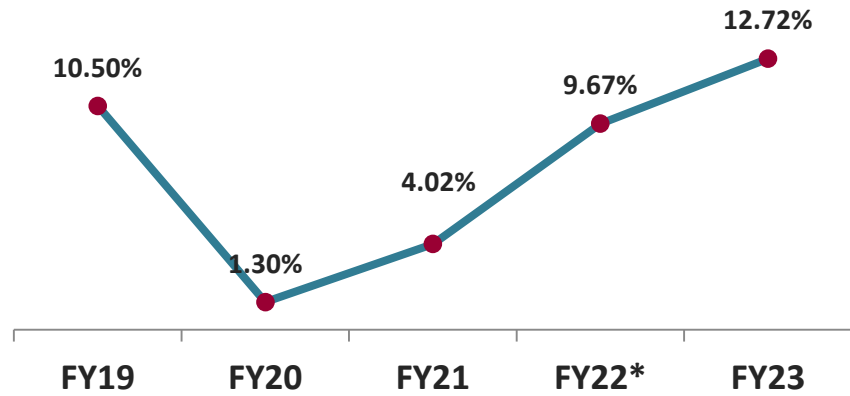
Rs. Crore	As on 30 th Sept' 23	As on 31 st Mar' 23
Shareholder's Funds	54.80	40.45
Share capital	10.51	10.51
Other Equity	30.86	29.94
Non Controlling Interest	13.43	0.00
Minority Interest	0.00	0.00
Non-current liabilities	1.92	1.55
Financial Liabilities		
Borrowing	0.00	0.00
Provisions	1.92	1.55
Deferred Tax Liabilities (Net)	0.00	0.00
Other Non-Current Liabilities	0.00	0.00
Current liabilities	12.09	12.88
Financial Liabilities		
Borrowing	4.01	0.13
Trade Payable	5.11	8.96
Other Current Liabilities	2.97	3.30
Provisions	0.00	0.48
Total Equities & Liabilities	68.81	54.88

Rs. Crore	As on 30 th Sept' 23	As on 31 st Mar' 23
Non-current assets	34.29	27.10
Property, Plant & Equipment		
Tangible assets	18.76	18.43
Intangible assets	6.83	2.51
Capital WIP	2.36	1.67
Deferred Tax Assets	0.11	0.08
Long term loans and advances	4.19	2.87
Non Current Investment	2.03	1.53
Current assets	34.52	27.78
Current Investment	3.70	13.80
Inventories	3.40	3.41
Financial Assets		
Trade receivables	6.70	5.99
Cash & Cash equivalent	17.07	1.76
Loans	3.64	2.82
Other Current Assets	0.01	0.00
Total Assets	68.81	54.88

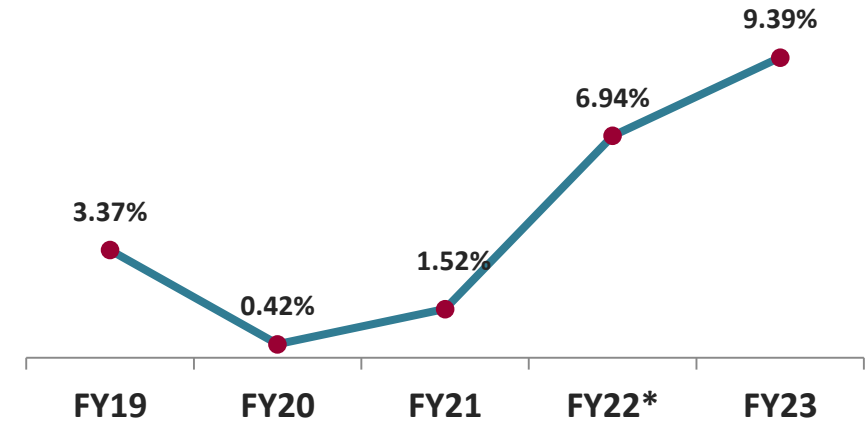


Key Balance Sheet Ratios

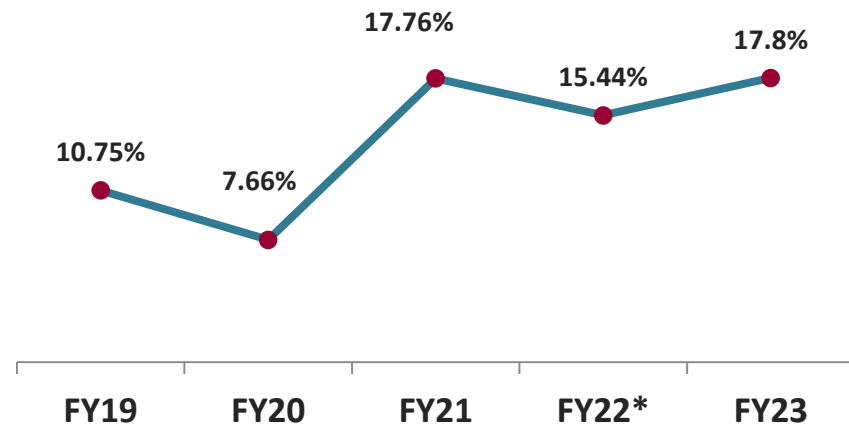
RoE(%)



RoA(%)



RoCE(%)



* IPO in FY22 to raise Rs. 20.23 crs



05

Way Ahead



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



Online Distribution Channel

- Setting up online distribution channel through various e-commerce platforms
- Creation of marquee Product portfolio



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 and Corporate Companies

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

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

Clinics & Hospitals

Save My Heart – App

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

- 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



For further information, please contact:

Mr. Abhishek Deshpande
Vaidya Sane Ayurved Laboratories Ltd
Tel: +91 9764434693
Email: cs@Madhavbaug.com
Website: www.madhavbaug.org

Mr. Amit Sharma / Mr. Rupesh Rege
AdfactorsPR Pvt. Ltd.
Tel: +91 98677 26686 / +91 9594918891
Email: amit.sharma@adfactorspr.com / rupesh.rege@adfactorspr.com
Website : www.adfactorspr.com