

Investment Opportunity in Healthcare Industry.

Start a Hospital in India.

The Healthcare market can increase three fold to US\$ 372 billion by 2022.



Introduction

The hospital services' market represents one of the most lucrative segments of the Indian healthcare industry. Various factors, such as increasing prevalence of diseases, improving affordability, and rising penetration of health insurance are fuelling the growth in the Indian hospital industry. Several private players are also entering the sector with new plans of establishing hospitals and health centers around the country.



Healthcare has become one of India's largest sectors - both in terms of revenue and employment. Healthcare comprises hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance and medical equipment. The Indian healthcare sector is growing at a brisk pace due to its strengthening coverage, services and increasing expenditure by public as well private players.

Healthcare scenario is fast changing all over the world. Today Indian health care industry is business driven and one can see entry of all sorts of service providers to be part of this massive multi core business, growing at the rate of 13% annually.



Globalization and privatization have also changed the functioning of the healthcare system. The private health network is spreading fast throughout the country. Economic, political, social, environmental and cultural factors are influencing the health care and the delivery of the health care services.

The Indian healthcare market, which is worth around US\$ 100 billion, will likely grow at a CAGR of 23 per cent to US\$ 280 billion by 2020. The healthcare market can increase three fold to US\$ 372 billion by 2022.



Healthcare Sector Growth Trends (US\$ Billion)





There is a significant scope for enhancing healthcare services considering that healthcare spending as a percentage of Gross Domestic Product (GDP) is rising. Rural India, which accounts for over 70 per cent of the population, is set to emerge as a potential demand source.

India's corporate hospitals are set to gain on rapid growth in health care industry in India. Healthcare has become one of the largest sectors in terms of employment and revenue generation in India comprising hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance and medical equipment.



The factors supportive of growth are growing incidence of lifestyle diseases, more medical awareness, technological advancements and increasing investments by public and private sector.

The health care industry is witnessing healthy growth thanks to increased disposable incomes, insurance coverage, and health awareness among the population. The healthcare sector in India remains one of the largest sectors in terms of both employment and revenue generation. This significant growth within the healthcare industry has been facilitated by a rapid privatization of healthcare (particularly in secondary and tertiary healthcare services).



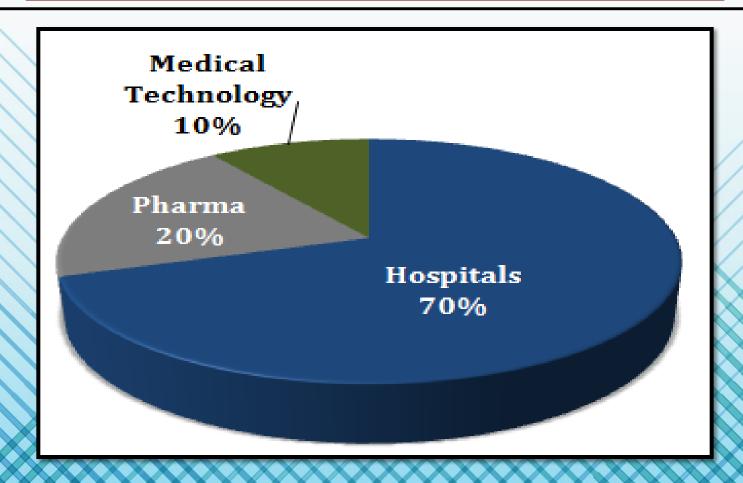
Hospitals constitute ~70% of Indian healthcare market with increasingly dominant role of private sector. Private players have established a dominating presence in specialty health care. The market size of private hospitals is expected to grow at a CAGR of 19.2 % to reach ~U.S. \$ 120 billion by 2020 from its current size of ~U.S. \$ 50 billion.







Indian Healthcare Sector- Revenue Share



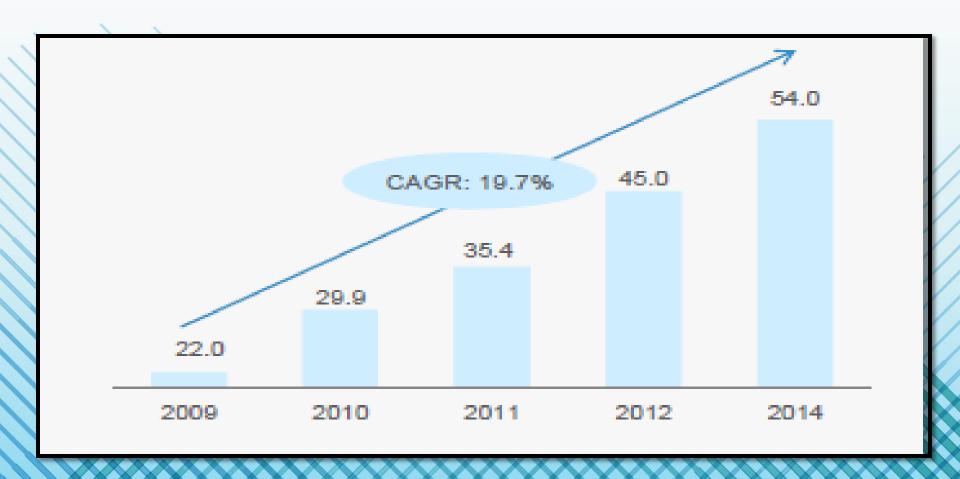


Key Drivers for Growth of Hospital Business in India

- 500 Million Additional middle class by 2025.
- Less than 25% of population is currently covered by insurance. At the current rate of growth of insurance business the Insurance penetration is likely to reach up to ~ 45% of population by 2020.
- Growth in insurance business is most positive for private sector hospitals. Health insurance provides affordability to high end medical treatment.



Market Size of Private Hospitals (USD Billion)





Present Players

- Alps Hospital Ltd.
- Amri Hospitals Ltd.
- Apollo Hospitals Enterprise Ltd.
- Apollo Hospitals Intl. Ltd.
- Apollo Lavasa Health Corpn. Ltd.
- Artemis Health Sciences Pvt. Ltd.
- Artemis Medical Institute & Hospitals Pvt. Ltd.
- Asia Healthcare Devp. Ltd.
- Asian Heart Institute & Research Centre Pvt. Ltd.
- Ayurvedagram Heritage Wellness Center Pvt. Ltd.
- Billroth Hospitals Ltd.
- Brahmaputra Hospitals Ltd.



- Breach Candy Hospital Trust
- Central Travancore Specialists Hospital Ltd.
- Chandak Hospital & Research Institute Ltd.
- Chennai Meenakshi Multispeciality Hospital Ltd.
- Crystal Hospitals Ltd.
- Deccan Hospitals Corpn. Ltd. [Merged]
- Dr. Agarwal'S Eye Hospital Ltd.
- Escorts Heart & Superspeciality Institute Ltd.
- Escorts Hospital & Research Centre Ltd.
- Fortis Health Mgmt. Ltd.
- Fortis Hospitals Ltd.
- Fortis Hospital Ltd.



- Fortis Malar Hospitals Ltd.
- Galaxy Care Laparoscopy Institute Pvt. Ltd.
- Ganga Care Hospital Ltd.
- Gokuldas Hospitals Ltd.
- Goodwill Hospital & Research Centre Ltd.
- Gowri Gopal Hospitals Pvt. Ltd.
- Harvey Health Care Ltd.
- Imperial Hospital & Research Centre Ltd.
- Indiaco Health Care Pvt. Ltd.
- Indraprastha Medical Corpn. Ltd.
- International Hospital Ltd.



- Jaya Diagnostic & Research Centre Ltd.
- Jubilant First Trust Healthcare Ltd.
- KM C Speciality Hospitals (India) Ltd.
- Keshlata Cancer Hospital Ltd.
- Ketki Research Institute Of Medical Sciences Ltd.
- Kovai Medical Center & Hospital Ltd.
- Lakeshore Hospital & Research Centre Ltd.
- Lotus Eye Care Hospital Ltd.
- Mahalaxmi Hospital Ltd.
- Mandke Foundation
- Mangal Anand Health Care Ltd.
- Mayo Hospitals Ltd.
- Meridian Medical Research & Hospital Ltd.
- Miot Hospitals Ltd.
- Modern Hospital Kodungallur Ltd.



- Nagarjuna Ayurvedic Centre Ltd.
- Nagarjuna Hospitals Ltd.
- Nairsons Medical Services Ltd.
- Newrise Healthcare Pvt. Ltd.
- Noida Medicare Centre Ltd.
- Onnu Kurae Ayiram Yogam Mission Hospital Ltd.
- Peerless Hospitex Hospital & Research Center Ltd.
- Pulikkal Medical Foundation
- Quality Care India Ltd.
- R M C Med Ltd.
- Rajasthan Cancer Cure Hospital Ltd.
- Rama Medicares Ltd.
- Ramkrishna Care Medical Sciences Pvt. Ltd.
- Regency Hospital Ltd.



- S R L Diagnostics Private Ltd.
- Sada Sharada Tumour & Research Institute.
- Sahara India Medical Institute Ltd.
- Sahyadri Hospitals Ltd.
- Samudra Healthcare Enterprises Ltd.
- Saumya Medicare International Ltd.
- Sharma East India Hospitals & Medical Research Ltd.
- Shushrusha Citizens' Co-Op. Hospital Ltd.
- Soni Medicare Ltd.
- Sterling Addlife India Ltd.
- Sunlit Hospital Ltd.
- Superior Medicare Ltd.
- Sushrut Hospital & Diagnostic Ltd.



- Sushruta Medical Aid & Research Hospital Ltd.
- Tamilnad Hospital Ltd.
- Trichur Heart Hospital Ltd.
- Trivandrum International Health Services Ltd.
- Trivandrum Medical Speciality Services Ltd.
- Valluvanad Hospital Complex Ltd.
- Visakha Hospitals & Diagnostics Ltd.
- Win Health Care Pvt. Ltd.
- Wockhardt Hospital Ltd.
- Zubeda Hospitals Ltd.



PROJECT AT A GLANCE						(Rs. in lace	s)				
COST O	F PROJEC	CT		MEANS	OF FINA	ANCE					
Particulars	Existing	Proposed	Total	Particulars	Existing	Proposed	Total				
Land & Site Development											
Exp.	0.00	290.00	290.00	Capital	0.00	1944.53	1944.53				
Buildings	0.00	1000.00	1000.00	Share Premium	0.00	0.00	0.00				
Plant & Machineries	0.00	5280.47	5280.47	Other Type Share Capital	0.00	0.00	0.00				
Motor Vehicles	0.00	125.00	125.00	Reserves & Surplus	0.00	0.00	0.00				
Office Automation Equipments	0.00	383.50	383 50	Cash Subsidy	0.00	0.00	0.00				
Technical Knowhow Fees &	0.00	303.30	303.30	Casii Subsidy	0.00	0.00	0.00				
Exp.	0.00	75.00	75.00	Internal Cash Accruals	0.00	0.00	0.00				
p-	0.00	72.00		Long/Medium Term	0.00	0.00	0.00				
Franchise & Other Deposits	0.00	0.00		Borrowings	0.00	5833.58	5833.58				
Preliminary& Pre-operative											
Exp	0.00	7.50	7.50	Debentures / Bonds	0.00	0.00	0.00				
				Unsecured							
Provision for Contingencies	0.00	530.00	530.00	Loans/Deposits	0.00	0.00	0.00				
Margin Money - Working											
Capital	0.00	86.64	86.64								
TOTAL	0.00	7778.11	7778.11	TOTAL	0.00	7778.11	7778.11				
XXX	xxxx	∞	∞	∞	$\infty \infty$	∞	xxx				

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Year	Annu	alised	Book	Debt	Divide	Retai	ned	Payou	Probab	P/E	Yield
			Value		nd	Earnings		t	1e	Ratio	Price/
									Market		Book Value
									Price		
					Per					No.of	
	EPS	CEPS	Per S	Share	Share	Per Sl	nare			Time	
	Rs	Rs	Rs	Rs	Rs	0/0	Rs	0/0	Rs	S	9/0
1-2	5.48	10.78	15.48	24.00	0.00	100.00	5.48	0.00	5.48	1.00	0.00
2-3	7.88	12.42	23.36	18.00	0.00	100.00	7.88	0.00	7.88	1.00	0.00
3-4	10.31	14.21	33.66	12.00	0.00	100.00	10.31	0.00	10.31	1.00	0.00
4-											
5	12.73	16.09	46.40	6.00	0.00	100.00	12.73	0.00	12.73	1.00	0.00
5-											
6	15.13	18.01	61.53	0.00	0.00	100.00	15.13	0.00	15.13	1.00	0.00



Year				-	Equity as- Equity	Net	n on	Profitability Ratio					Assets Turnov er Ratio	
1	Indivi dual	Cumula tive	Overa 11					GPM	PBT	PAT	Net Contri	•		
	duai	LIVE									bution			
			(Number of											
	(Number of times)		tim	nes)	%	%	%	%	%		%			
Initia 1				3.00	3.00									
-				3.00	2.00							94.00		
1-2	1.51	1.51		1.55	1.55	1.60		45.35%	29.50%	23.36%	4287.90		0.59	0.89
												94.00		
2-3	1.75	1.62		0.77	0.77	0.81		52.79%	41.69%	28.79%	5002.54	%	0.65	1.81
												94.00		
3-4	2.04	1.75	2.05	0.36	0.36	0.39		57.84%	50.30%	32.95%	5717.19		0.67	2.96
4-												94.00		
5	2.41	1.89		0.13	0.13	0.15		61.33%	56.55%	36.19%	6431.83	%	0.66	4.33



94.00

63.73% 61.15% 38.70% 7146.48

0.00

0.00

0.02

5-

2.86

2.05

RFD

DET				
BEP - Maximum U	Utilisation	Year		

Cash BEP (% of Installed Capacity) Total BEP (% of Installed Capacity)

IRR, PAYBACK and FACR

Internal Rate of Return .. (In %age)

Payback Period of the Project is (In Years)

Fixed Assets Coverage Ratio (No. of times)

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27.10%

34.95%

27.77%

1.880

2.814 Years

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NIIR PROJECT CONSULTANCY SERVICES

106-E, Kamla Nagar, Opp. Spark Mall,

New Delhi-110007, India.

Email: <u>npcs.ei@gmail.com</u>, <u>info@entrepreneurindia.co</u>

Tel: +91-11-23843955, 23845654, 23845886, 8800733955

Mobile: +91-9811043595

Fax: +91-11-23845886

Website: www.entrepreneurindia.co, www.niir.org

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Our Approach

Requirement collection

Thorough analysis of the project

Economic feasibility study of the Project

Market potential survey/research

Report Compilation



Contact us

NIIR PROJECT CONSULTANCY SERVICES

106-E, Kamla Nagar, Opp. Spark Mall,

New Delhi-110007, India.

Email: <u>npcs.ei@gmail.com</u>, <u>info@entrepreneurindia.co</u>

Tel: +91-11-23843955, 23845654, 23845886, 8800733955

Mobile: +91-9811043595

Fax: +91-11-23845886

Website: www.entrepreneurindia.co, www.niir.org

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