

Date: 23rd May 2025

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

NSE Symbol: Madhavbaug

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on Audited Financial Results of the Company for the financial year ended 31st March 2025.

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

For, **Vaidya Sane Ayurved Laboratories Limited**

Sapna Vaishnav

Company Secretary and Compliance Officer

VAIDYA SANE AYURVED LABORATORIES LIMITED

Registered Office Address:

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Pune- 411002, Maharashtra India.
CIN No : U73100PN1999PLC013509

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 Limited

Investor Presentation





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Way Ahead





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Company Overview

About Us

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

- **333*** Clinics Across India
- Rural reach of **54+ 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 7 TPA and 10 Insurance Companies

State of Art Fully Equipped Hospitals

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

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



Company structure

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

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

05

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

06

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

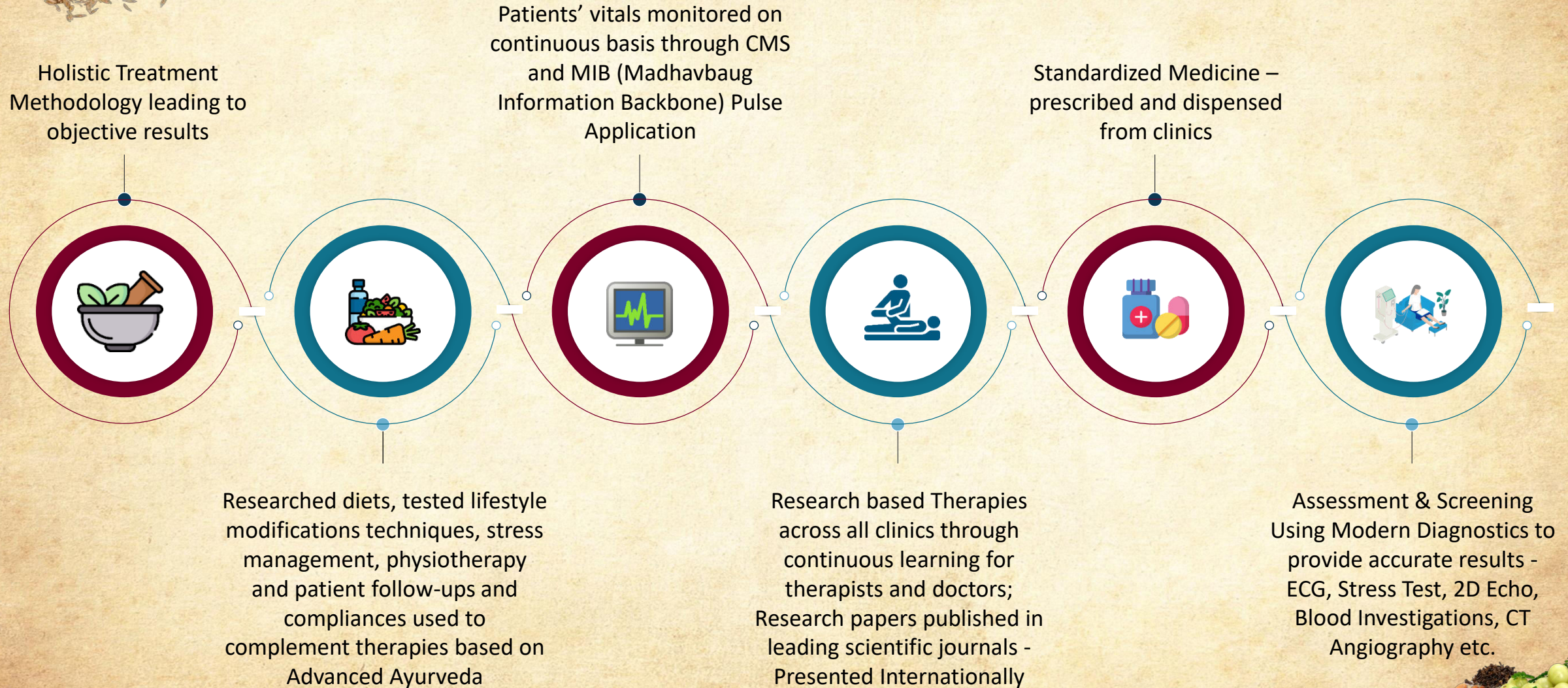
07

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

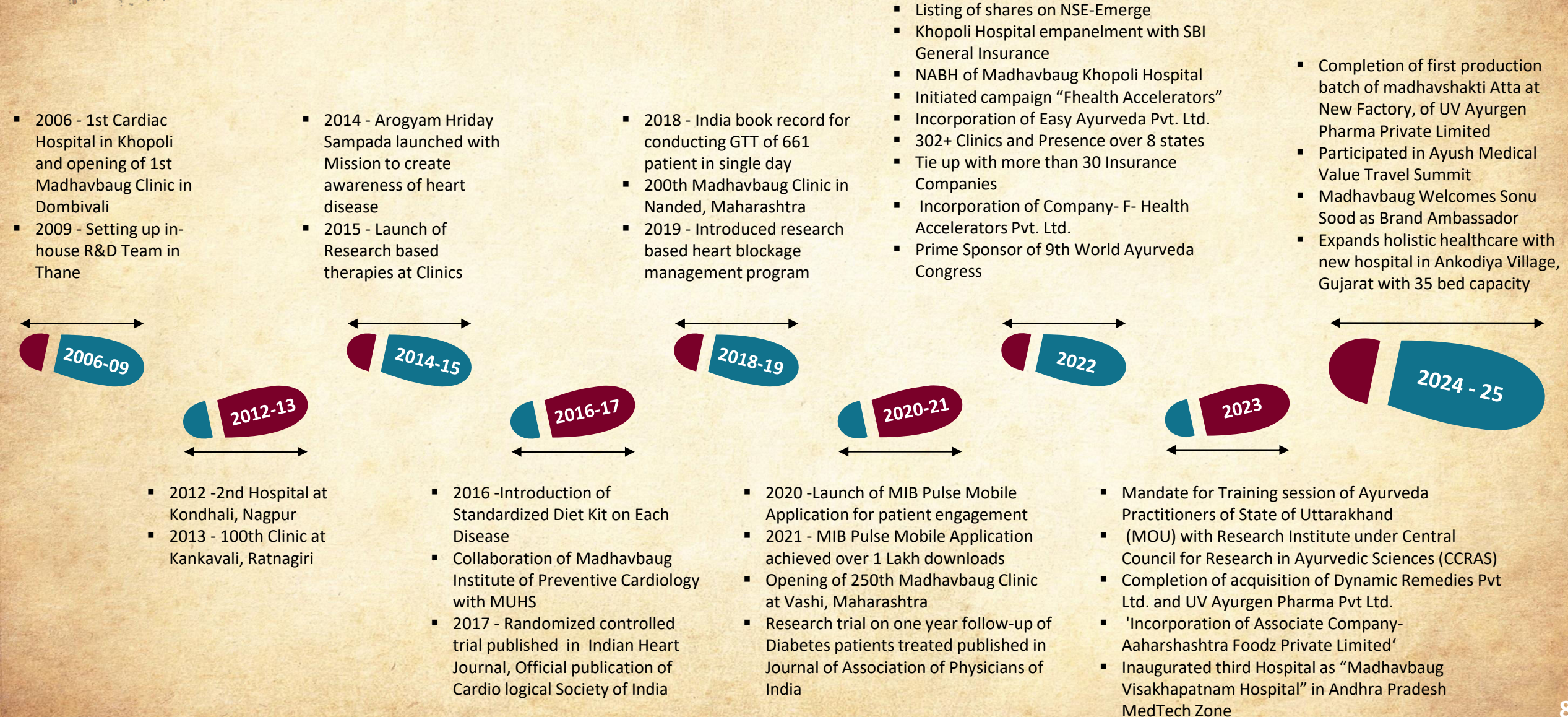
- Manufacturing of Ayurvedic medicines and Nutra Products
- UV Ayurgen has diverse medicine and diet product portfolio and it is one of the key suppliers of Company's Ayurvedic medicines and Diet products



Madhavbaug's 360 Degree Ecosystem



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



Strong & experienced management



Dr. Gurudatta Amin
Chief Medical Officer



Mr. Naredra Pawar
Chief Financial Officer



Ms. Sapna Vaishnav
Company Secretary &
Compliance 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"
-
- MBA (Finance) from ICFAI University, Hyderabad along with Diploma Holder in Tax Management from Wellingkar Institute of Management and bachelor's degree in commerce
 - 30 years of experience in Accounting, Finance, Tax Management, Taxation and is known for his Leadership and team handling
-
- Associate Member of Institute of Company Secretaries of India (ICSI), holds Bachelor's degrees in commerce and Law
 - Holds more than 6 years of corporate experience with expertise in Secretarial & Legal Compliance, Corporate Governance and advisory including exposure of dealing with various Government Departments. etc.
 - Designated as Company Secretary & Compliance officer, bearing responsibilities of SEBI & ROC compliances along with other applicable legal compliances





Key Strengths

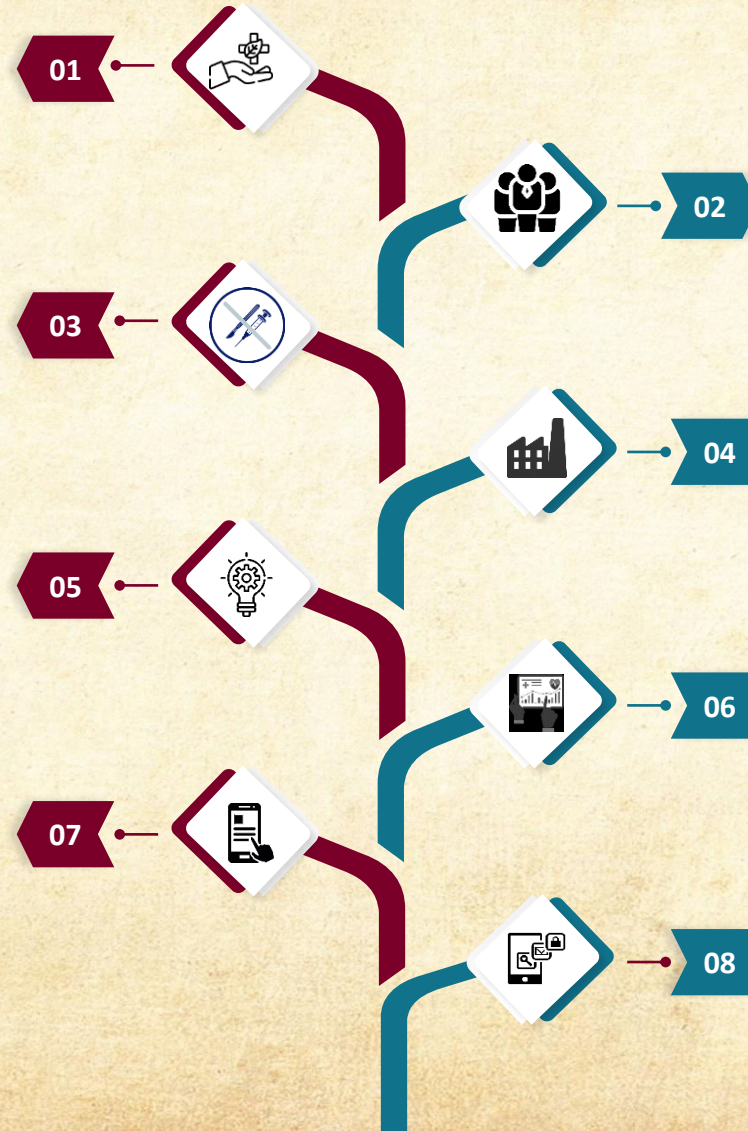
Strong Research based Treatments & Therapies with papers published and accepted internationally

Unique combination of modern healing methods and ancient natural practices

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

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

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



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

State of the art in-house manufacturing facilities leads to greater economies of scale, stricter quality control and expand our product portfolio

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

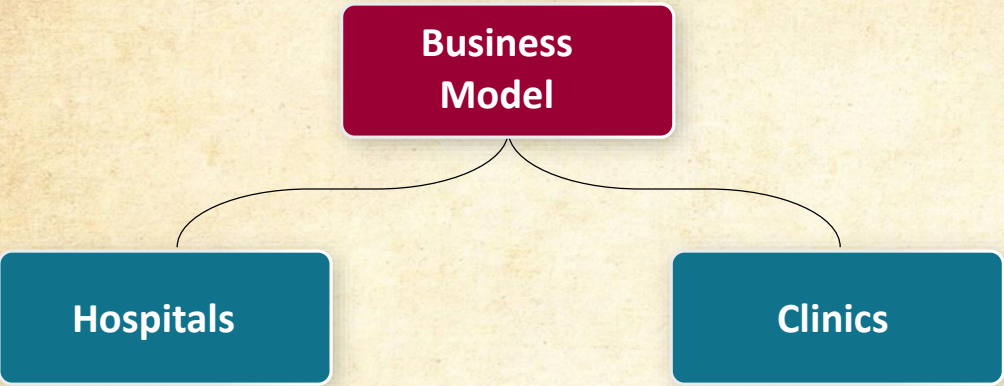


02

Business Overview

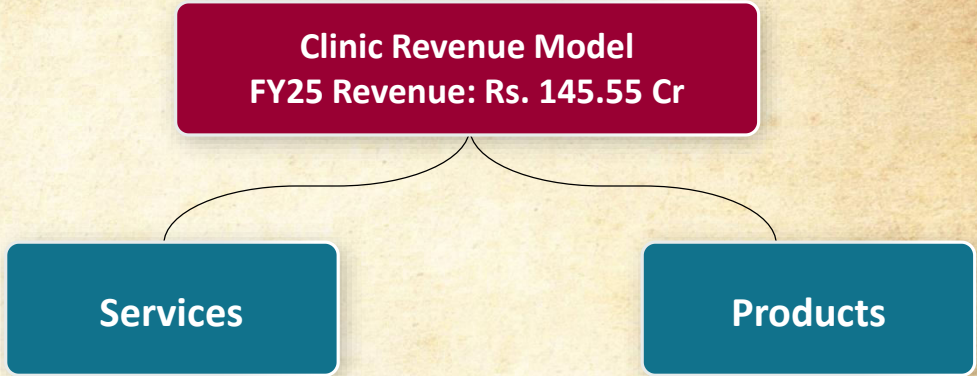
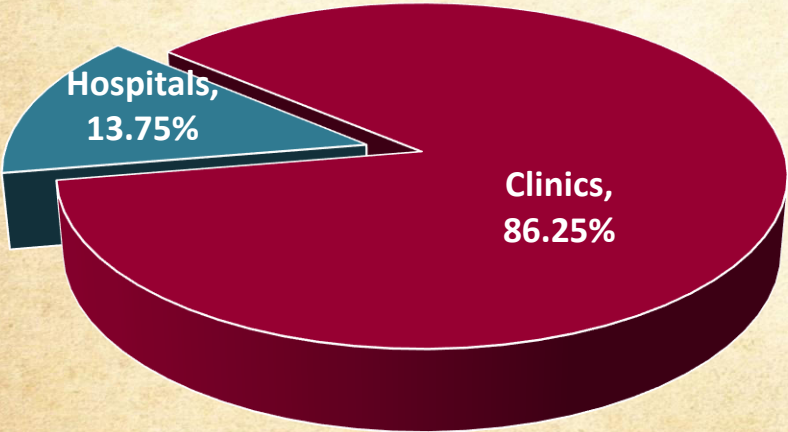


Madhavbaug's Unique Model



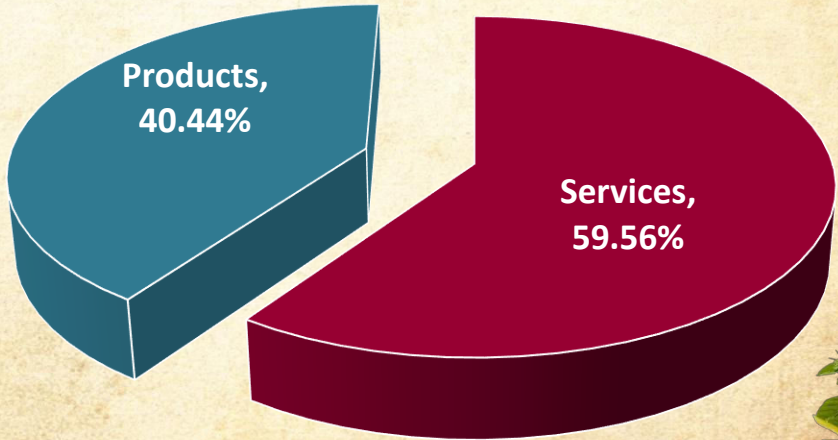
■ *Revenue : Rs. 23.20 Cr

■ *Revenue : Rs. 145.55 Cr



■ *Revenue : Rs. 86.68 Cr

■ *Revenue : Rs. 58.86 Cr



*all revenue numbers are Enterprise collection for FY25
**Enterprise Collection includes standalone revenue of the company as well as Collection made by Franchisee Clinics

Holistic Treatment Programs



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



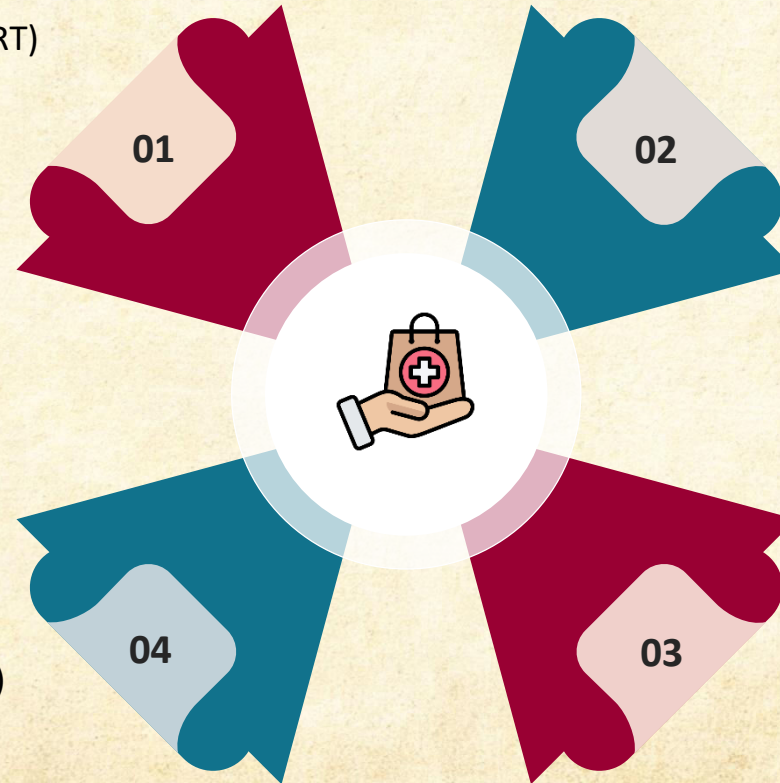
Primary Prevention Programs:

- 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)



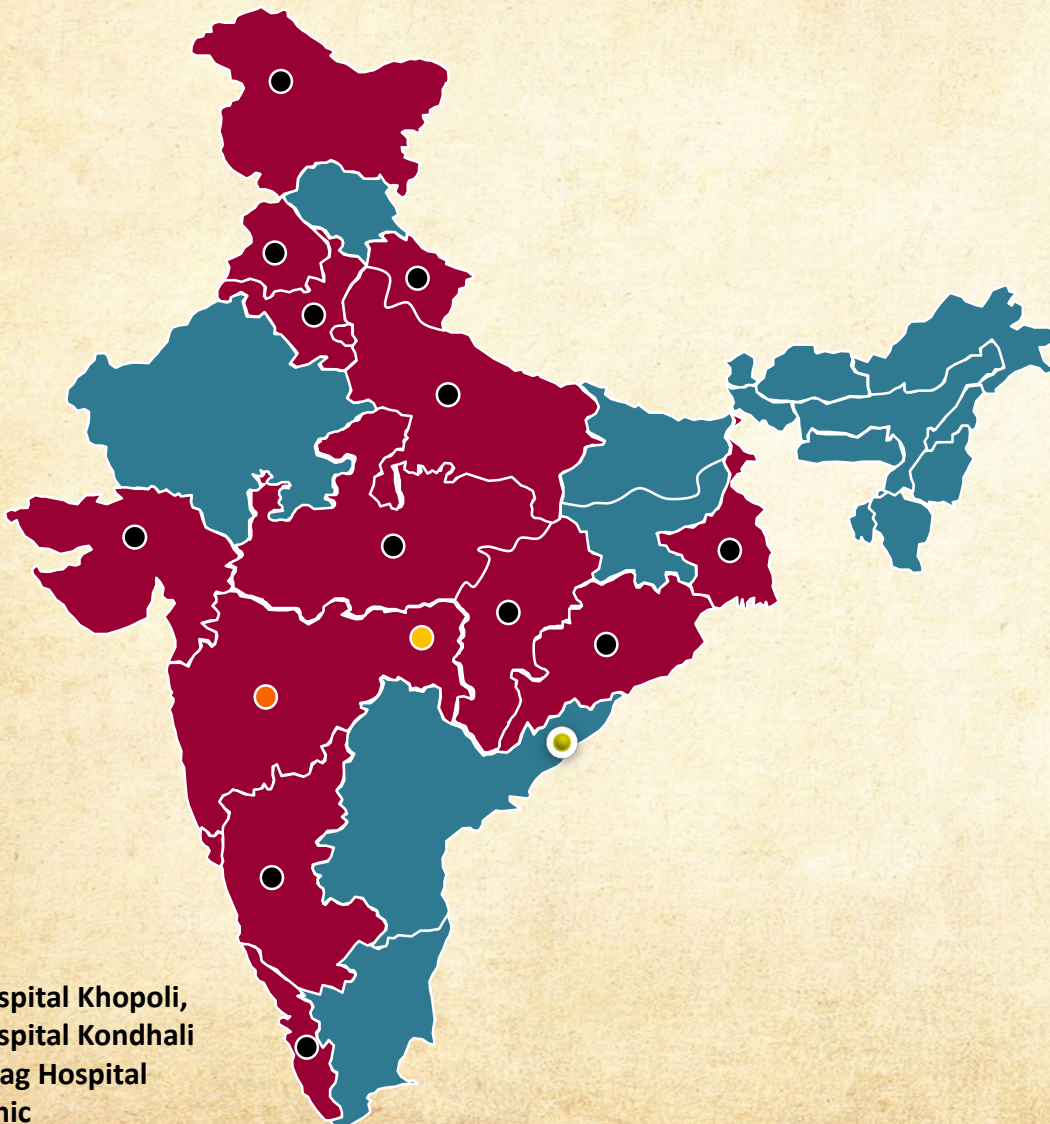
Obesity Management

- 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 March 2025



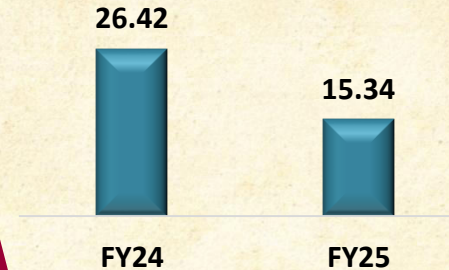
- Madhavbaug Hospital Khopoli,
- Madhavbaug Hospital Kondhali
- Madhavbaug Vizag Hospital
- Madhavbaug Clinic

States	No. of Clinics
Jammu and Kashmir	1
Punjab	1
Haryana	1
Uttarakhand	1
Delhi NCR	10
Uttar Pradesh	14
Rajasthan	1
Madhya Pradesh	18
West Bengal	2
Chhattisgarh	1
Gujarat	20
Goa	4
Maharashtra	241
Karnataka	18
Total	333

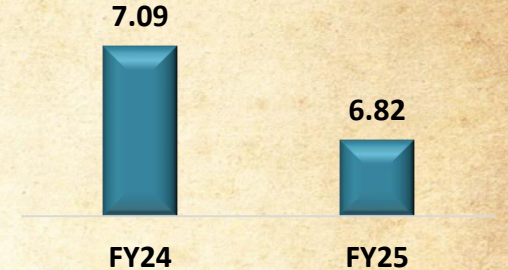
State of Art Hospitals – Khopoli, Kondhali & Vizag

- Madhavbaug Hospital Khopoli – 1st Hospital in 2006
- Madhavbaug Hospital Kondhali, Nagpur – 2nd Hospital in 2012
- Madhavbaug Vizag Hospital – Vishakhapatnam – 3rd Hospital in 2023 – **Generates Revenue of Rs. 8 Lacs in FY24**
- Madhavbaug Gujarat Hospital - Ankodiya village, Vadodara – 4th Hospital in 2025
- 3 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

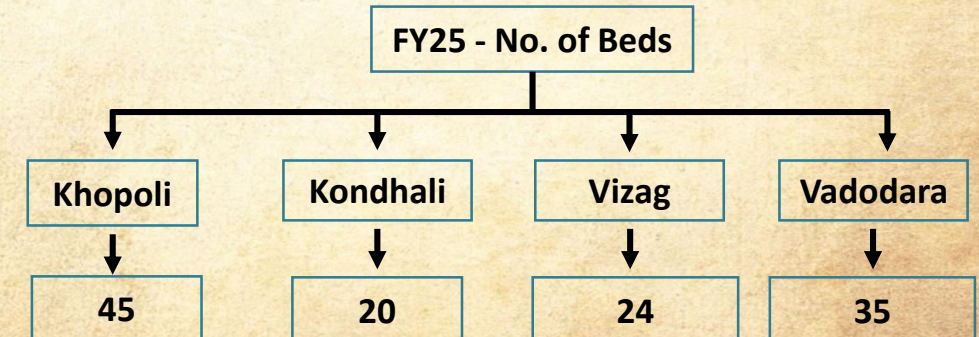
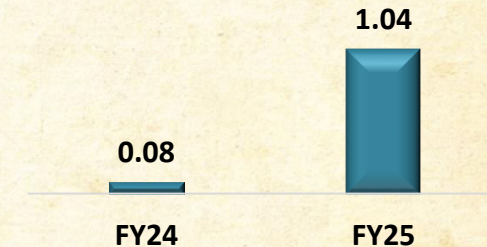
Khopoli Hospital (Revenue in Rs. Cr)



Kondhali Hospital (Revenue in Rs. Cr)



Vizag Hospital (Revenue in Rs. Cr)

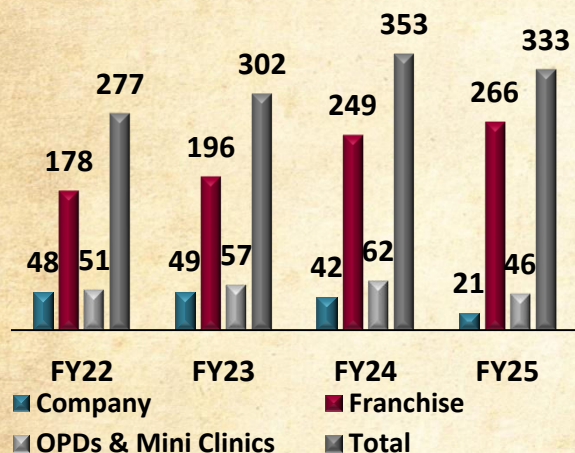


Multidisciplinary Cardiac Care Clinics

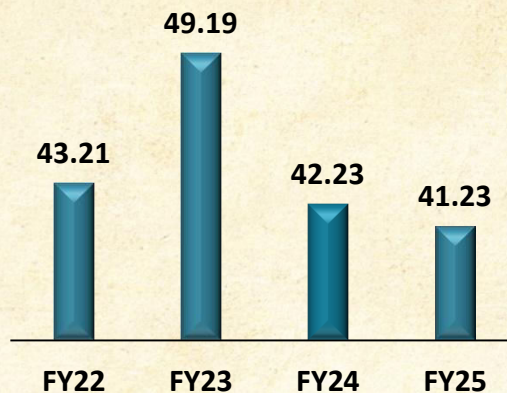


Multidisciplinary Cardiac Care Clinics

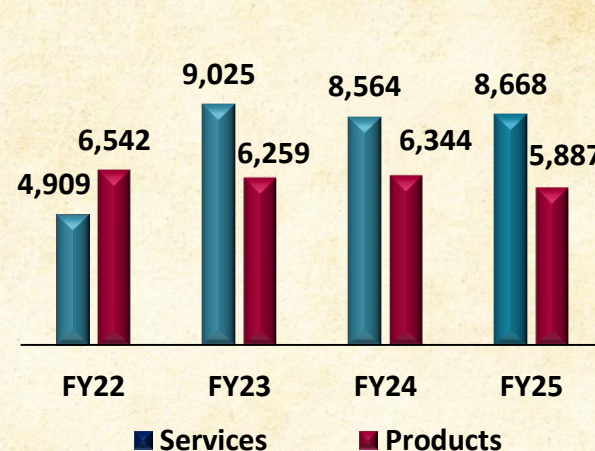
No. of Clinics (Ownershipwise)



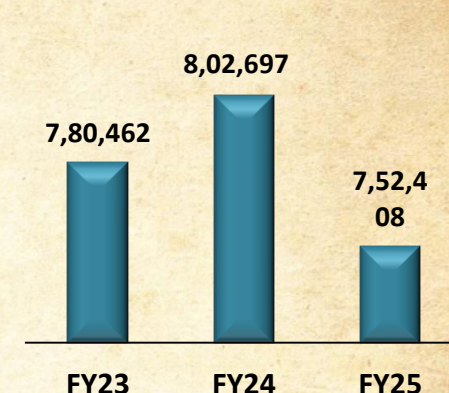
Average Revenue per Clinic (Rs. in Lacs)



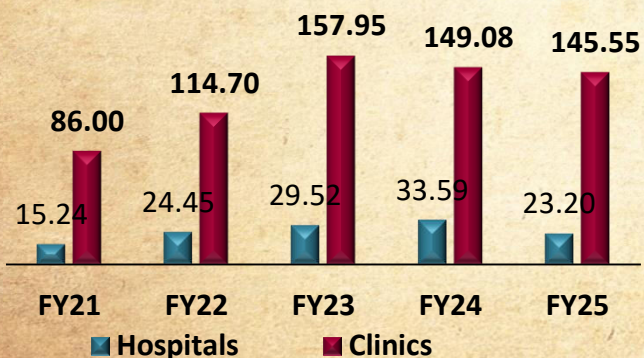
Clinic Enterprise Revenue (In Rs. Lacs)



No. of Patient - Total Footfall



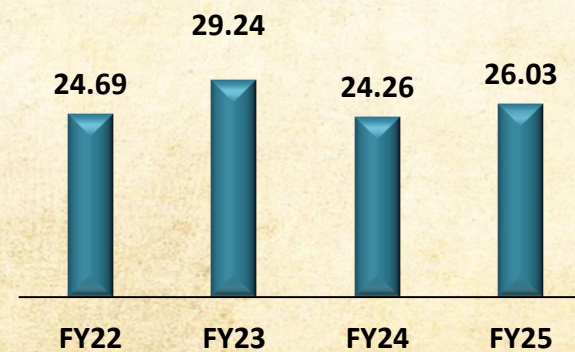
Enterprise Revenue (Rs. Cr)



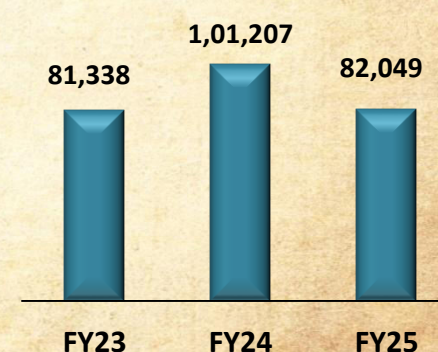
Total Product Revenue per Clinic (Rs. In Lacs)



Total Services Revenue per Clinic (Rs. in Lacs)



No. of Patient – New Patient Footfall





Empanelment with Insurance Companies & TPAs

Insurance Companies



Third Party Administrators (TPA)



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

- 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

MIB Pulse App (+100K Downloads)



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



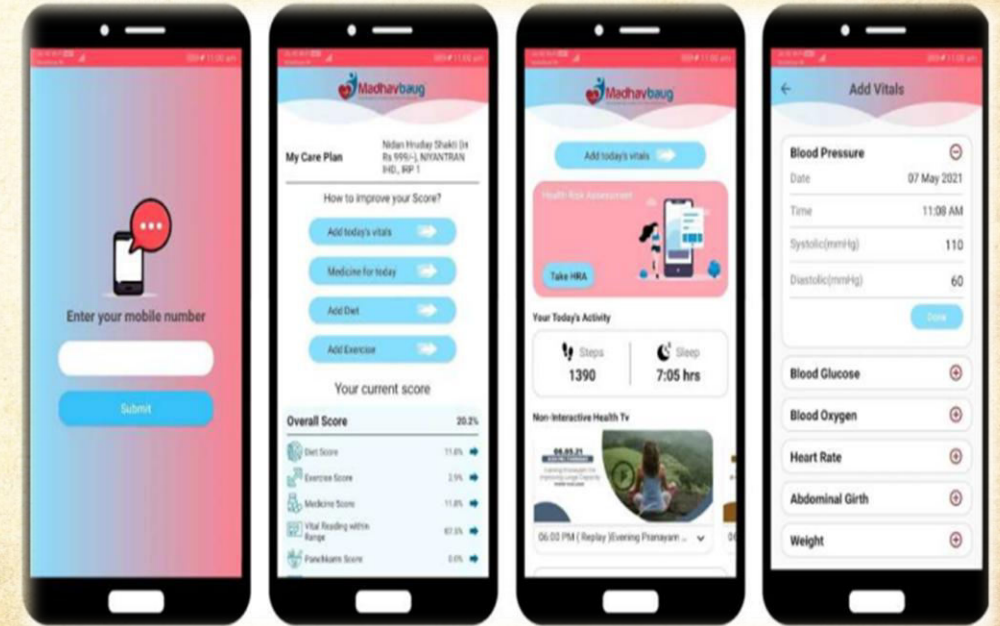
Health Monitoring

- ✓ InApp chat based close Health Monitoring through Vital parameters

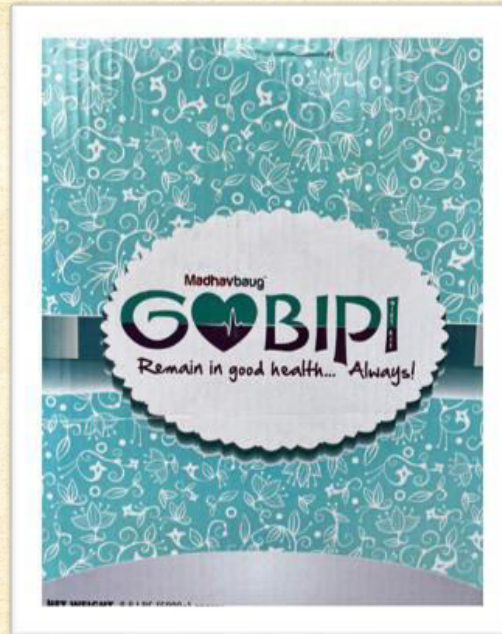


Expert Medicine management support

- ✓ Medicine reminders, Realtime Medicine tapering advise of connected Doctors



Research based Disease reversal Diet Kits





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 – Second Highest in the World
- **Every 2 minutes**, someone in India dies from diabetes or its complications — over **2.5 lakh deaths per year**. (WHO and Global Burden of Disease reports)



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

Obesity

- India has **135 million** obese people - **National Family Health Survey (NFHS-5)**
- Obesity in children under age of 5 - doubled in state of Maharashtra



By 2030 India to have **27.8%** of world's obese people

Hypertension

- India has **207 million** people with Hypertension
- **1.63 million** Indians die of Hypertension p.a (**Journal of the American Medical Association**)



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

Cardiovascular

- Estimated **54.5 million** CVD patients in India (**Global Burden of Disease (GBD) Study**)
- **2.6 million** Indians die of CVD every year



CVD responsible for **43%** of NCD death and **27%** 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

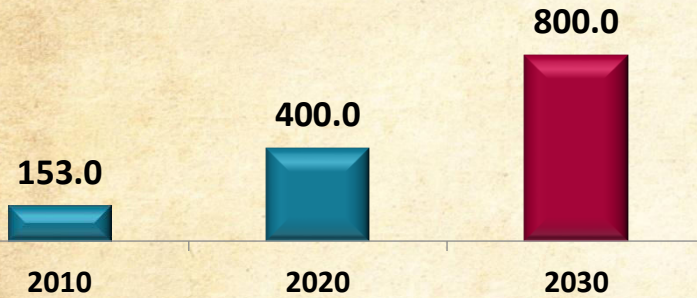
Madhavbaug has designed & implemented such Diabetes & Cardiac care systems



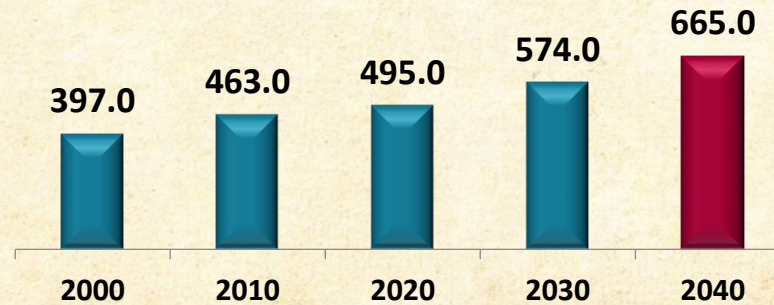


Higher Stress increasing Diseased population

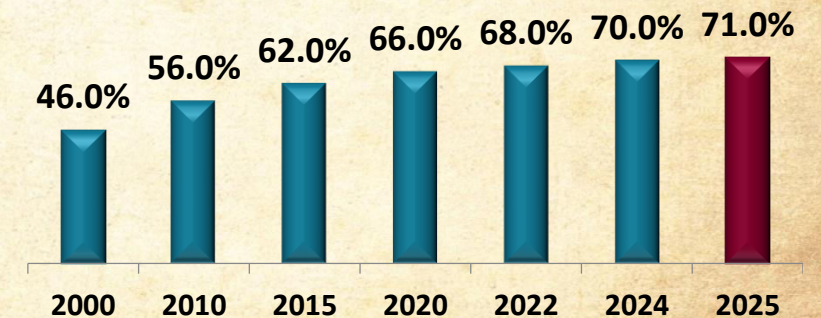
Middle Class Population (In million)



Working Age Population of India (in million)



Share of Non-communicable diseases – Causes of death, India, 2000-25



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

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



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

- The Ministry of Ayush was allocated Rs 3,712.49 crore in 2024-25 Interim Budget. This is a 23.74% increase from the previous year's budget allocation of Rs 3,000 crore
- WHO's Launch of Ayurveda Research Institutions

IRDAI announced new regulations that insurance providers to offer Ayush coverage in Health Insurance

- Insurers must offer board-approved plans that treat AYUSH treatments similarly to other medical treatments
- Insurers must include quality standards and procedures for enrolling AYUSH hospitals and day care centers into their network for cashless treatment

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





04

Financial Highlights

Management Comments



**Commenting on H2 & FY25 results,
Dr. Rohit Sane,
Chairman & Managing Director,
Vaidya Sane Ayurved Laboratories
Limited said:**

"During the year, we have registered a Revenue of Rs. 89.85 crore. EBITDA and PAT were Rs. 13.50 crore and 7.15 crore.

We are pleased to announce the on boarding of Sonu Sood as our brand ambassador, with campaign rollouts beginning April 8th. This move has already begun enhancing our visibility and strengthening the 'Madhavbaug' brand. Our marketing strategy has shifted from digital-only channels to ground-level outreach and direct engagement, which is yielding stronger returns.

This half year has been a period of execution and expansion. Our monthly new patient footfall has increased to 9,000–10,000, and we are now targeting 12,000–13,000 new patients per month in the near term. This growth is a testament to both the trust patients place in us and the growing relevance of Ayurvedic treatment for lifestyle diseases.

We're also aggressively expanding our hospital network. Our new 30-bed hospital in Vadodara became operational in April and is scalable to 100 beds. Over the next 2–3 years, we aim to add more than 1,000 hospital beds, with 2–3 new 30-bed facilities planned within this financial year alone.

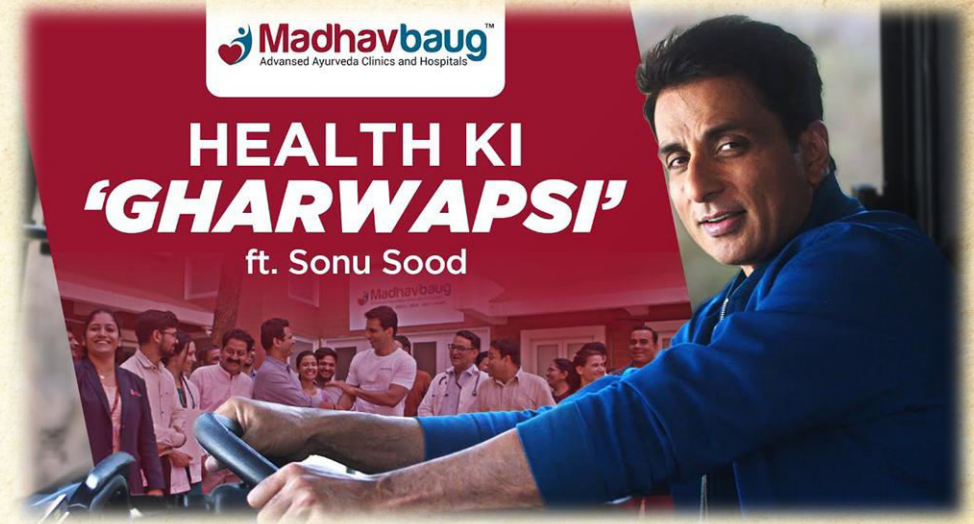
As part of our growth strategy, we are now empanelled with 5–6 leading insurance companies and 14–15 TPAs, including Star Health Insurance, and are in discussions with several others. Our Khopoli hospital's cashless facility and pending inclusion under the CGHS scheme will significantly broaden our accessibility, especially for government employees.

We've also begun corporate partnerships, fulfilling check-up orders for 80,000 police personnel and Konkan Railway employees, and initiated tie-ups with large entities like JSW and Reliance.

By 2030, our goal is to establish 1,000 clinics, 10 hospitals, and 5,000 outpatient departments, especially in rural India. Through our Institute of Preventive Cardiology, we are also committed to training 10,000 physicians to advance our leadership in preventive healthcare.

We remain committed to delivering world-class patient care through medical excellence, innovation, and a dedicated team of doctors and staff, while ensuring a safe environment for all.

Madhavbaug Welcomes Sonu Sood as Official Brand Ambassador



DIABETES?
Control sugar
without medicines

MadhavbaugTM
Advanced Ayurveda Clinics and Hospitals

Heart problems | Diabetes | High BP | Obesity
350+ clinics and hospitals
For Appointment:
www.madhavbaug.org

A promotional image for Madhavbaug's diabetes treatment. It features Sonu Sood in a blue vest, pointing his finger. A circular badge on the left says '10 LAKH+ PATIENTS TREATED'. At the bottom, there is an illustration of a Madhavbaug clinic building and people receiving treatment.

**HEART
BLOCKAGES?**
Get treatment
without surgery

MadhavbaugTM
Advanced Ayurveda Clinics and Hospitals

Heart problems | Diabetes | High BP | Obesity
350+ clinics and hospitals
For Appointment:
www.madhavbaug.org

A promotional image for Madhavbaug's heart treatment. It features Sonu Sood in a blue vest, forming a heart shape with his hands. A circular badge on the left says '10 LAKH+ PATIENTS TREATED'. At the bottom, there is an illustration of a Madhavbaug clinic building and people receiving treatment.

Madhavbaug Expands Holistic Healthcare with First Hospital in Gujarat

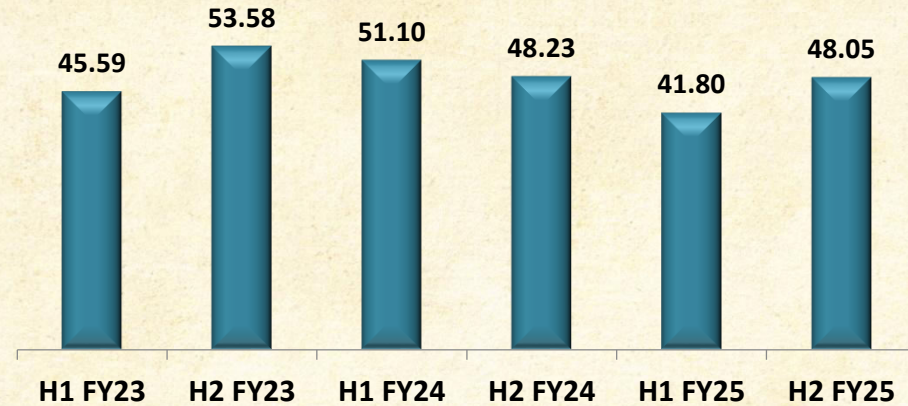


- Opening of its first hospital in Gujarat and fourth hospital overall. The newly launched 35-bed facility, situated in Ankodiya village, Vadodara, spans 8 acres and is dedicated to providing advanced holistic treatments for cardiovascular diseases, diabetes, and lifestyle disorders

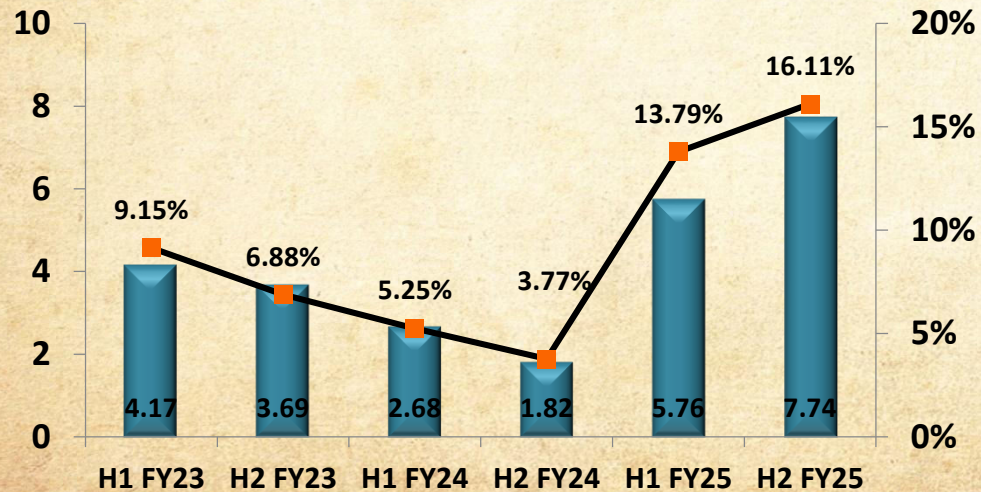


Consolidated Half Yearly Financial Highlights

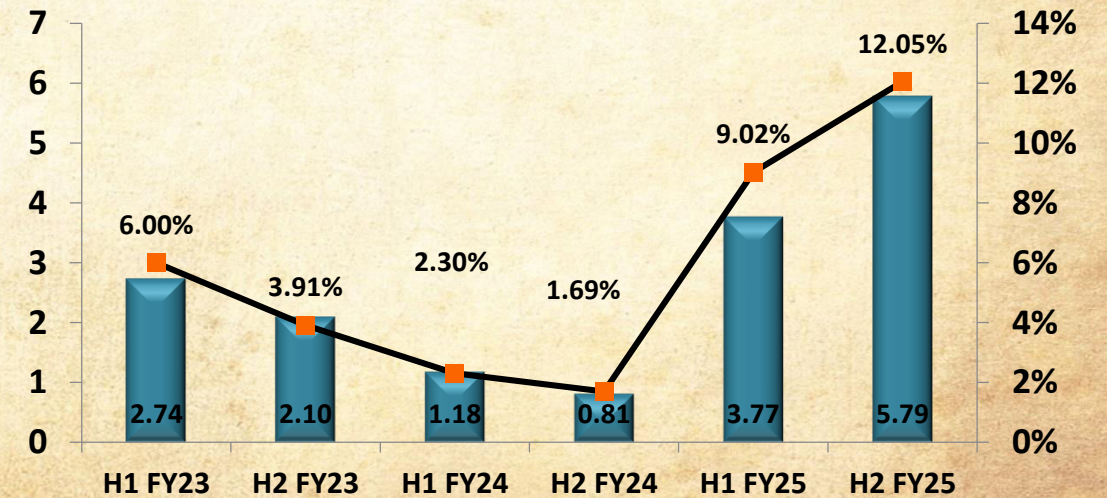
Revenue (Rs. Cr)



EBITDA* (Rs. Cr)



PAT (Rs. Cr)





Consolidated Financial Highlights – Half Yearly

Rs. Crore	H2 FY25	H2 FY24	Y-o-Y (%)	H1 FY25
Income from Operations	48.05	48.23		41.80
Other Operating Income	0.00	0.00		0.00
Total Income	48.05	48.23	(0.38%)	41.80
Raw Materials	7.54	10.77		9.21
Employee Cost	10.48	13.32		10.41
Other Expenses	22.28	22.31		16.42
Total Expenditure	40.31	46.41	(13.15%)	36.04
EBITDA (Excluding other income)	7.74	1.82	325.22%	5.76
EBITDA Margin%	16.11%	3.77%	1,234 bps	13.79%
Other Income	1.02	1.12		0.83
Depreciation	2.39	1.56		1.77
Interest	0.03	0.09		0.08
Exceptional Item (Gain) / Loss	1.20	0.00		0.00
Profit Before Tax	7.55	1.30	483.07%	4.75
Tax	1.76	0.48		0.98
Profit After Tax	5.79	0.81	612.22%	3.77
PAT Margin %	12.05%	1.69%	1,036 bps	9.02%
Basic EPS in Rs.	3.17	0.76	317.11%	3.59

- Revenue from operations for H2 FY25 is 48.05 Crs as against Rs. 48.23 Crs in H2 FY24, YoY decrease of 0.38%
- EBITDA (excluding Other Income) - Rs. 7.74 Crs in H2 FY25 as against Rs. 1.82 Crs in H2 FY24 increase of 325.22% due to effectively rationalized key operating costs. Notably raw material expenses well-controlled and employee cost declined by 21% YoY



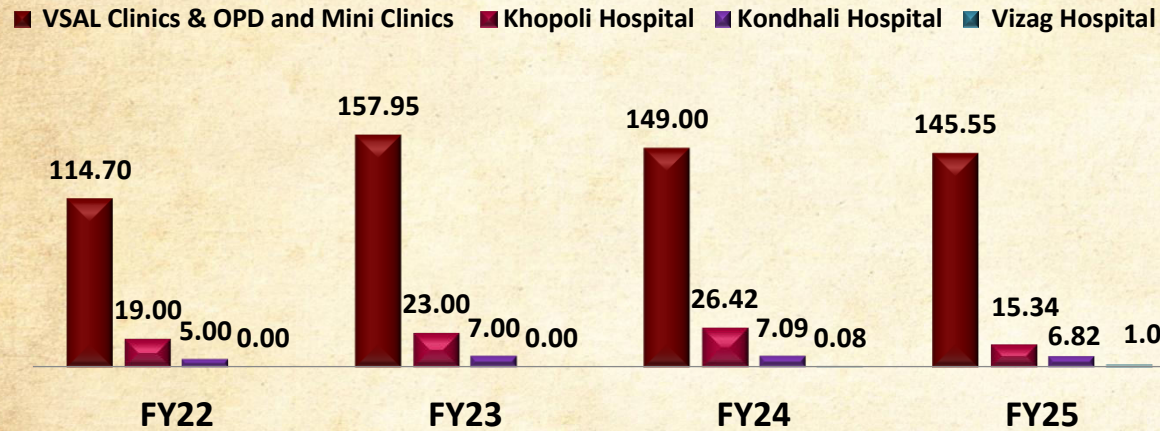
Consolidated Financial Highlights – Yearly

Rs. Crore	FY25	FY24	Y-o-Y (%)
Income from Operations	89.85	99.33	
Other Operating Income	0.00	0.00	
Total Income	89.85	99.33	(9.55%)
Raw Materials	16.75	25.71	
Employee Cost	20.89	26.88	
Other Expenses	38.70	42.24	
Total Expenditure	76.34	94.83	(19.49%)
EBITDA (Excluding other income)	13.50	4.50	199.84%
EBITDA Margin%	15.03%	4.53%	1,050 bps
Other Income	1.86	1.75	
Depreciation	4.16	3.14	
Interest	0.10	0.25	
Exceptional Item (Gain) / Loss	1.20	0.00	
Profit Before Tax	9.90	2.86	245.56%
Tax	2.74	0.87	213.95%
Profit After Tax	7.15	1.99	259.44%
PAT Margin %	7.96%	2.00%	596 bps
Basic EPS in Rs.	6.76	2.02	234.65%

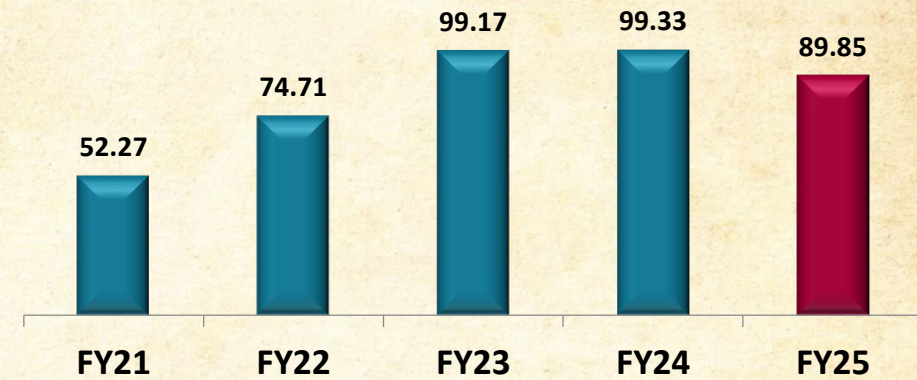
- Revenue from operations for FY25 is 89.85 Crs as against Rs. 99.33 Crs in FY24, YoY decrease of 9.55% - reduction in total footfall by 6% and new patients footfall by 19%
- EBITDA (excluding Other Income) - Rs. 13.50 Crs in FY25 as against Rs. 4.50 Crs in FY24 increase of 199.84% - driven by better cost control, especially in employee and raw material expenses, along with an improved product mix and operational efficiencies. This helped Company to achieve higher profitability despite a slight dip in revenue.

Annual Financial Highlights

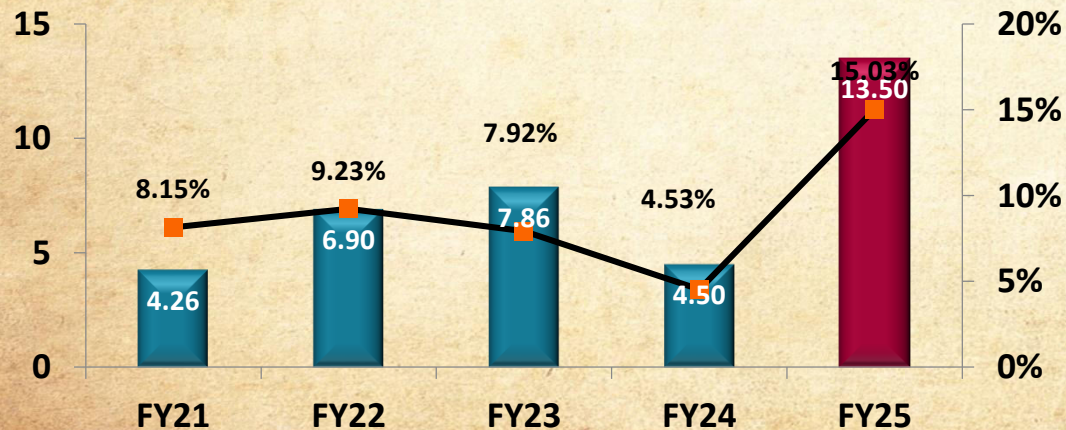
Enterprise Collection (Rs. Cr)



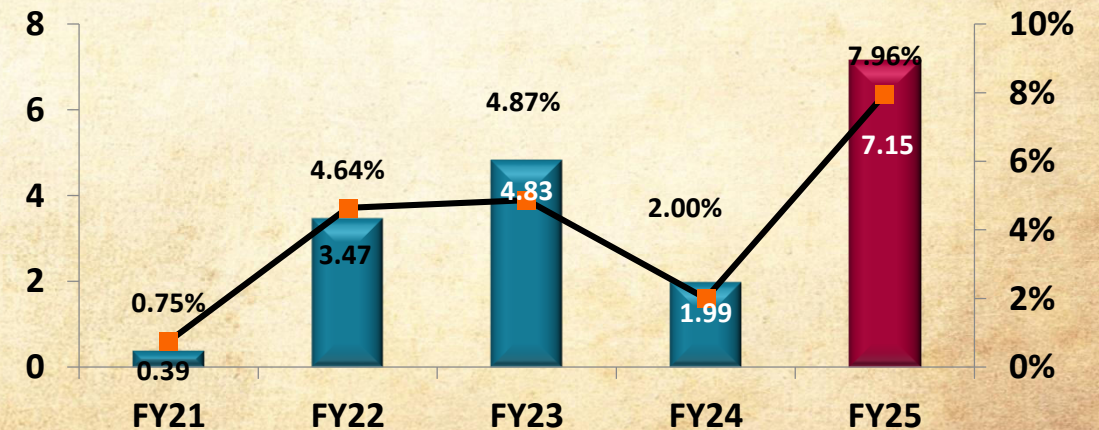
Revenue (Rs. Cr)



EBITDA* (Rs. Cr)



PAT (Rs. Cr)



* Excluding other income

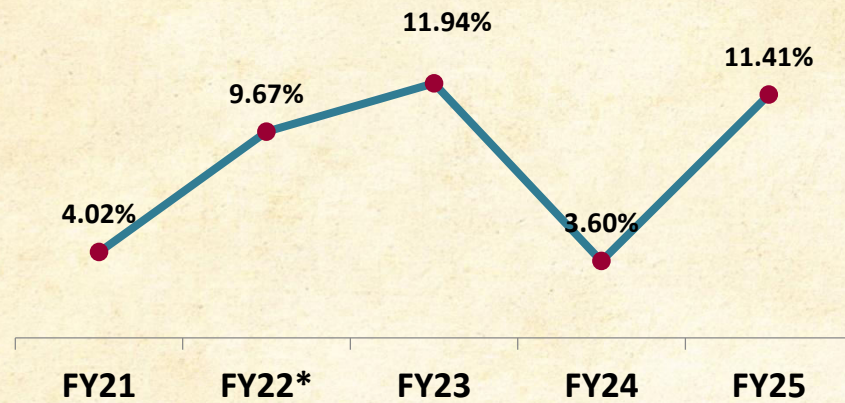
Balance Sheet as on 31st March 2025

Rs. Crore	As on 31 st Mar' 25	As on 31 st Mar' 24
Shareholder's Funds	62.54	55.60
Share capital	10.52	10.52
Other Equity	52.02	31.66
Money received against share warrants	0.00	13.43
Minority Interest	0.00	0.0
Non-current liabilities	2.95	2.49
Financial Liabilities		
Borrowing	0.00	0.00
Provisions	1.64	1.33
Deferred Tax Liabilities (Net)	0.05	0.00
Other Non-Current Liabilities	1.25	1.16
Current liabilities	11.22	11.62
Financial Liabilities		
Borrowing	1.46	1.68
Trade Payable	6.86	7.10
Other Current Liabilities	1.98	2.09
Provisions	0.93	0.75
Total Equities & Liabilities	76.71	69.71

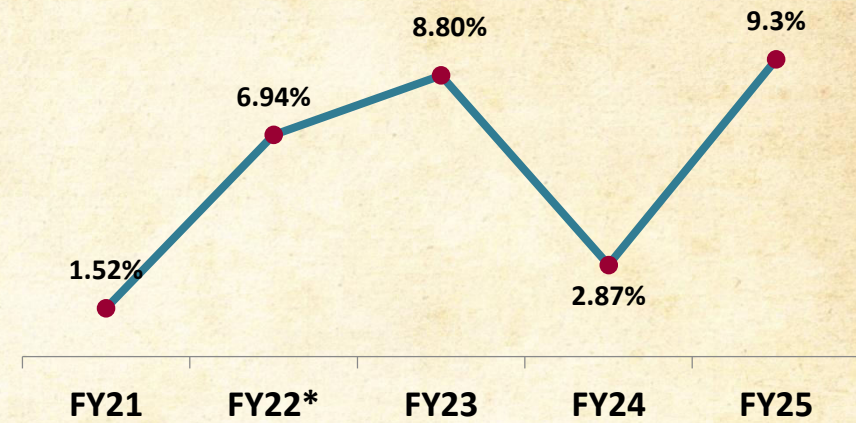
Rs. Crore	As on 31 st Mar' 25	As on 31 st Mar' 24
Non-current assets	46.42	38.36
Property, Plant & Equipment	21.45	21.27
Tangible assets		
Intangible assets	13.47	7.60
Capital WIP	0.00	1.76
Deferred Tax Assets	0.00	0.07
Long term loans and advances	2.80	2.72
Non Current Investment	6.36	2.00
Other Non Current Assets	2.34	2.94
Current assets	30.28	31.35
current investment	14.96	15.99
Inventories	3.76	4.11
Financial Assets		
Trade receivables	7.54	6.05
Cash & Cash equivalent	2.36	2.37
Loans	1.67	2.83
Other Current Assets	0.00	0.00
Total Assets	76.71	69.71

Key Balance Sheet Ratios

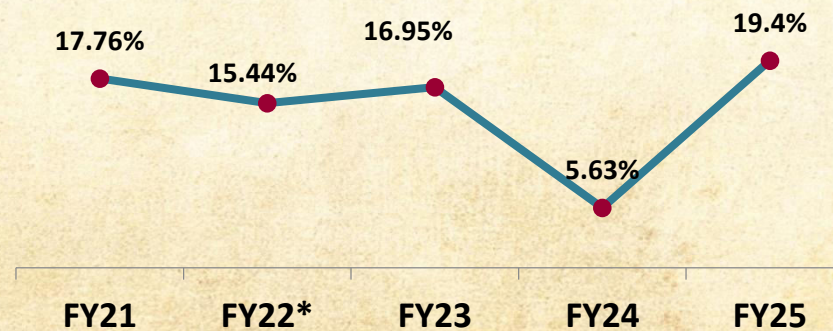
RoE(%)



RoA(%)



RoCE(%)



* IPO in FY22 to raise Rs. 20.23 crs

RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)





05

Way Ahead



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 50 New Franchisee Clinics and 1 Hospital

Online Distribution Channel

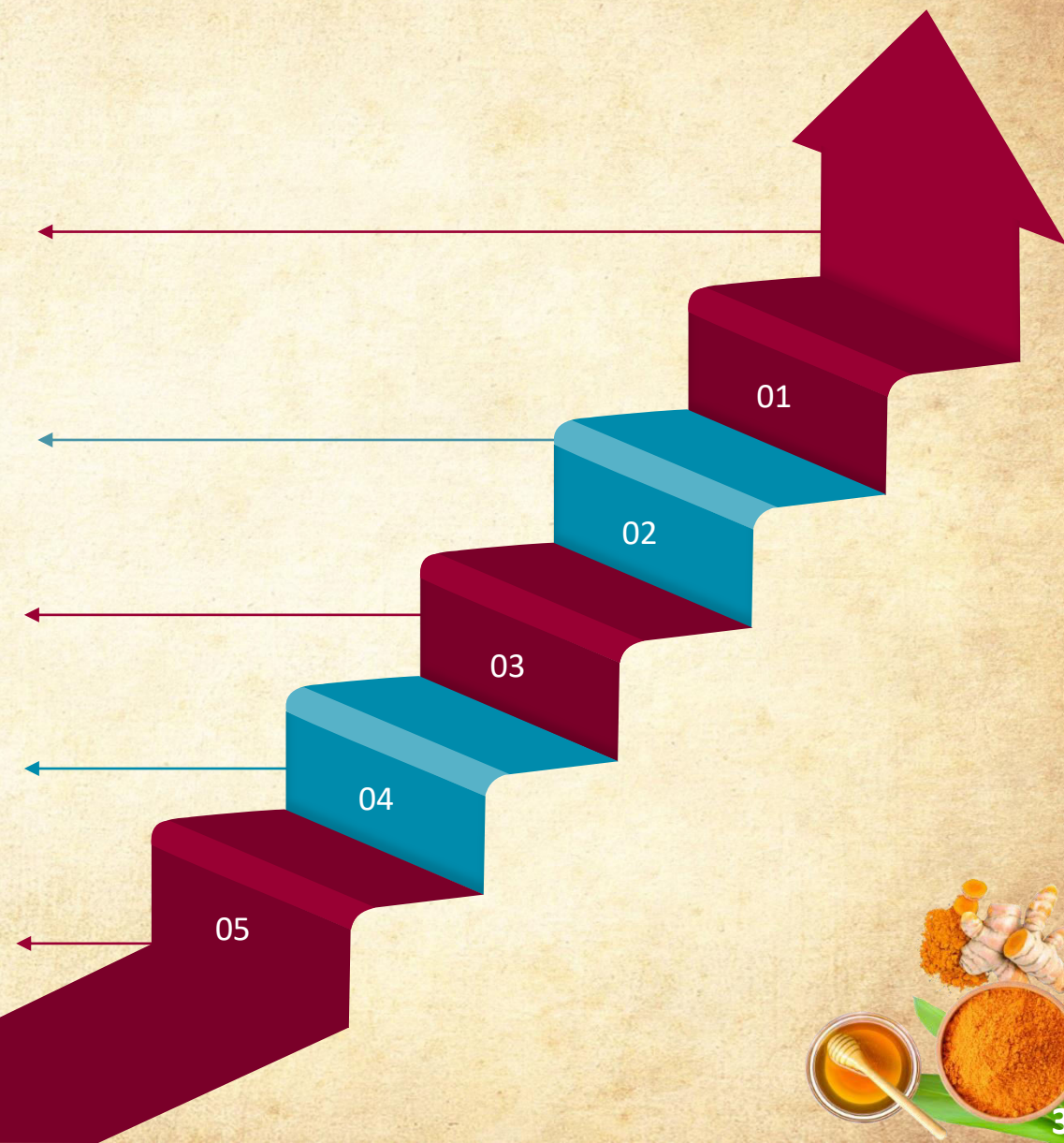
- Setting up online distribution channel through various e-commerce platforms
- Creation of marquee Product portfolio

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





Madhavbaug's Mission 2028

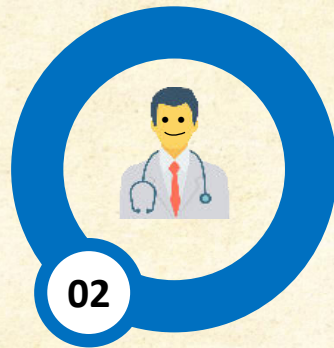
“By 2028, Over 5 Crore People in India will be directly under Madhavbaug's Care”



01

Save My Heart – App

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



02

Madhavbaug Associate

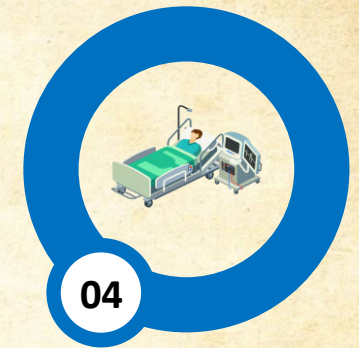
1000 Associate Doctors
MB Associate to consult Patients and prescribe of medicine
Lead to increase of network and sale of medicines



03

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
Reach 10 hospitals by the end of 2028



04

OPD

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



Thank You

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