

A close-up photograph of two surgeons in an operating room. They are wearing blue surgical caps and white face masks. The surgeon on the left is looking down, and the surgeon on the right is also looking down. They are wearing green scrubs. The background is dark and out of focus.

**Opportunity to acquire a large
healthcare facility under
Corporate Insolvency
Resolution Process**

Unique opportunity to acquire two operating hospitals in Mumbai and Vizag located at attractive catchment

1 Mumbai Hospital

- ▶ 1,500 bedded multi specialty hospital spread across 16.7 acres; Occupancy certificate received for 300 beds
- ▶ Hospital with a built up area of 20 lakh sqft along with residential quarters having a built up area of 3.5 lakhs sqft and 1.13 lakhs sqft of land which can be used for commercial purposes
- ▶ Strategically located very close to the airport, making it ideal for patients travelling for medical value tourism

Accreditations



JCI



NABH



NABL



AHA

2 Vizag Hospital

- ▶ 303 bedded multi specialty hospital with 52 non-census beds
- ▶ Operating at an attractive catchment in Vizag city that offers accessibility to local population as well as 'visible branding'
- ▶ Recently constructed / upgraded infrastructure - 4 modular OTs, 2 cardio thoracic OTs and 128 slicer CT scan
- ▶ Has an in-house nursing college and training facility which helps as a pipeline for trained quality nurses for the hospital

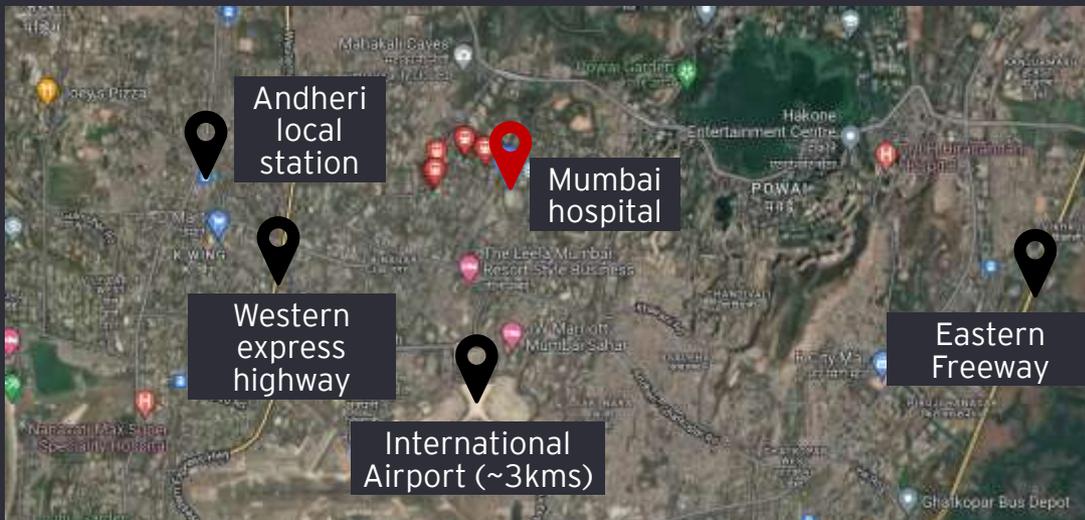
Accreditations



NABH



NABL



1

The state of art infrastructure and facilities at Mumbai hospital can enable to transform itself into one of the best hospitals in the country



A multi speciality hospital, launched in 2010 with potential to extend up to ~1500 census beds and 70 non-census beds making it the largest hospital in Mumbai



The hospital building has 2 basements, 9 floors, 16 blocks and 36 OTs. The land also comprises of a complex with 3 residential towers for in-house staff with 316 apartments



Temporarily converted into one of the largest Covid facilities in Asia with over 2000 patients admitted during the peak of second wave



The land is on lease rental through a public-private partnership with the MCGM originally on a 60 year land lease

Hospital lobby



Suite



Mumbai Hospital - Land layout



1

A large investor with strong vision to transform healthcare landscape can kickstart its journey with given opportunities

Tenets of vision

Set up a hub for Medical Value Travel

- It is estimated 16-18 mn people travel outside their home country to avail healthcare services
- Mumbai hospital being close to the airport can enable to start medical value travel
- Relatively affordable charges with global standard expertise to help attract patients

Multiple Centre of Excellence (COEs) for specialities

- To take advantage of the unique and state of the art facilities and have a COE based program to help these departments operate at global standards
- To focus on specialities like cancer care, cardiac care, neuro sciences, bone and joint care, nephrology and cosmetic surgery and dermatology

Quality healthcare access to masses

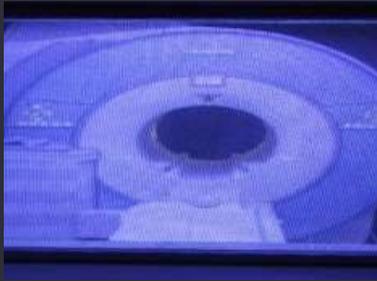
- Available land to possibly open medical college within the premises bringing a lot of synergies to the hospital
- To provide quality healthcare for people without access to the same
- Pipeline of quality doctors will help the hospital maintain quality standards across years at optimal costs

Foster an eco system for medical innovation

- Bring in global standard expertise and cutting-edge technology in therapy areas of high relevance to Indian population through research focused COEs via global collaboration

1

Mumbai hospital is equipped with several high-end equipment which may help in triage and perform complex procedures

Equipment	Model (Vendor)	Equipment	Model (Vendor)	Equipment	Model (Vendor)
	Linear accelerator AC Novalis TX with IGRT 1 (Varian) Used for precise radiotherapy in cancer treatment (Oncology)		SPECT CT Gamma Camera (Siemens) A nuclear medicine tomographic imaging technique using gamma rays		Cardiac Cath Lab (Siemens) Used for interventional cardiology such as angioplasty
	3 Tesla MRI (Siemens) MRI Scan uses magnetic waves to generate high quality images		Dual Source CT (Siemens) Uses digital geometry processing to generate a 3-D image inside of an object and reduces X-Ray exposure time by 50%		Cobas C 501 (Roche Diagnostics) Fully automated biochemistry analyser, with throughput of up to 1,000 tests per hour
	PET-CT (Siemens) CT Scan uses radio isotopes to identify cancer deposits		Lithotripter - Modularis Variostar (Siemens) Non surgical management of stones in the urinary tract		Combo Cath Lab (Siemens) Used for interventional radiology such as brain aneurism, carotid angioplasty etc.

2

Vizag hospital benefits from the “brand value” within the city and surrounding states being one of the established corporate hospital in the city

- ▶ Launched in 1988, it is one of the established multi-specialty hospital in the city and has a total capacity of 303 beds
- ▶ Located in the heart of the city, the hospital provides high visibility and easy access to the local population
- ▶ The hospital receives footfall of 12,000+ out-patients and 750+ in-patients
- ▶ Monthly revenue range from INR 9-10 cr. with ~18-20%+ operational EBITDA margin
- ▶ Hospital’s ARPOB range from INR 16-17k with ALOS averaging at ~4.5 days
- ▶ Recently constructed / upgraded infrastructure - 4 modular OTs, 2 cardio thoracic OTs and 128 slicer CT scan

Vizag Hospital - Frontal view



Emergency beds



ICU beds



ICU beds



Key Highlights



Total area of ~175k sq. ft



Tie-ups with most major corporates and TPAs



In-house nursing college and training facility



One of the few hospitals in Vizag with NABH & NABL accreditation



86 doctors providing quality care to patients

2

High-end equipment at Vizag hospital helps it compete with the best hospitals in the city

Equipment	Model (Vendor)	Equipment	Model (Vendor)	Equipment	Model (Vendor)
	Magnetom Symphony (Siemens) MRI Scan uses magnetic waves to generate high quality images		Incisive CT Pro 128 Slice CT Scanner (Philips) CT Scan uses X-Rays to produce detailed and high quality images		Artis Zee Floor (Siemens) Cath lab; visualizes heart arteries and chambers
	Analyzer D10 (Biorad) Check glucose % in blood [Biochemistry]		Auto Analyzer ABL-800 (Roche) Determines blood hormone levels [Biochemistry]		Auto Analyzer AU-400 (Beckman Coulter) Check sugar, urea, creatinine in blood [Biochemistry]
	Ultrasound Volusion S6 (GE) Generates high quality images [Radiology]		9100 CNXT with Vaporiser (GE) Helps patient respire [ICU]		Auto Analyzer AU-480 (Beckman Coulter) Check electrolytes, liver function, lipid profile etc [Biochemistry]

Thank you

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