



# GPT Healthcare Limited

*Corporate Presentation - FY25*

---

NSE: GPTHEALTH | BSE: 544131

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **GPT Healthcare Limited** (the “Company”), have been prepared solely for information purposes and do 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 contractor binding commitment whatsoever. 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 guaranteeing 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.



FY25  
Performance



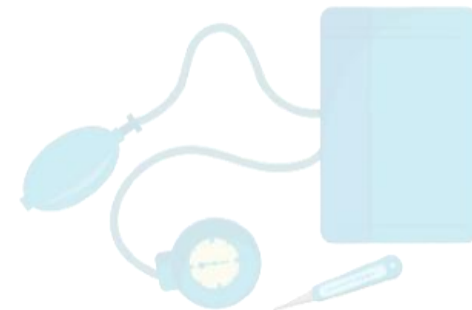
Company Overview



Business Highlights



Annual Financials





# FY25 Performance

# Snapshot of Financial & Operational Performance– FY25

## Revenue from Operations

Rs 407.1 Cr

▲ 2.0% YoY

## EBITDA & EBITDA Margin

Rs 91.9 Cr  
(22.1% Margin)

▼ -1.3% YoY

## PAT & PAT Margin

Rs 50.0 Cr  
(12% Margin)

▲ 4.6% YoY



## Dividend

Re 1.5 per share Final Dividend

(Total Dividend for FY25 is  
Rs. 2.5 per share)

**20.1%** ROE

**23.5%** ROCE

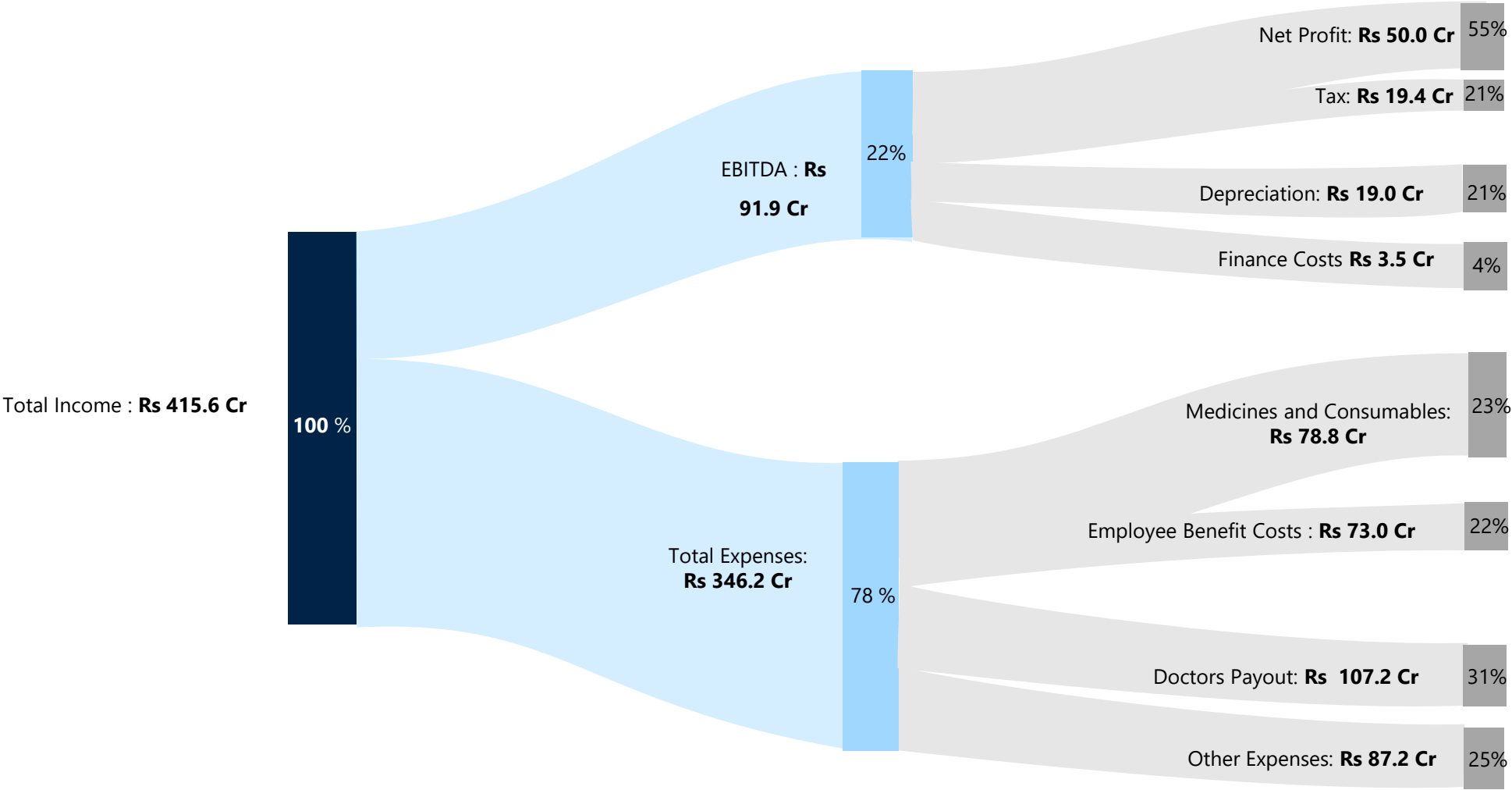
**-0.32**

Net Debt to Equity (x times)

**Rs 84.5 Cr**

Cash Flow from Operations

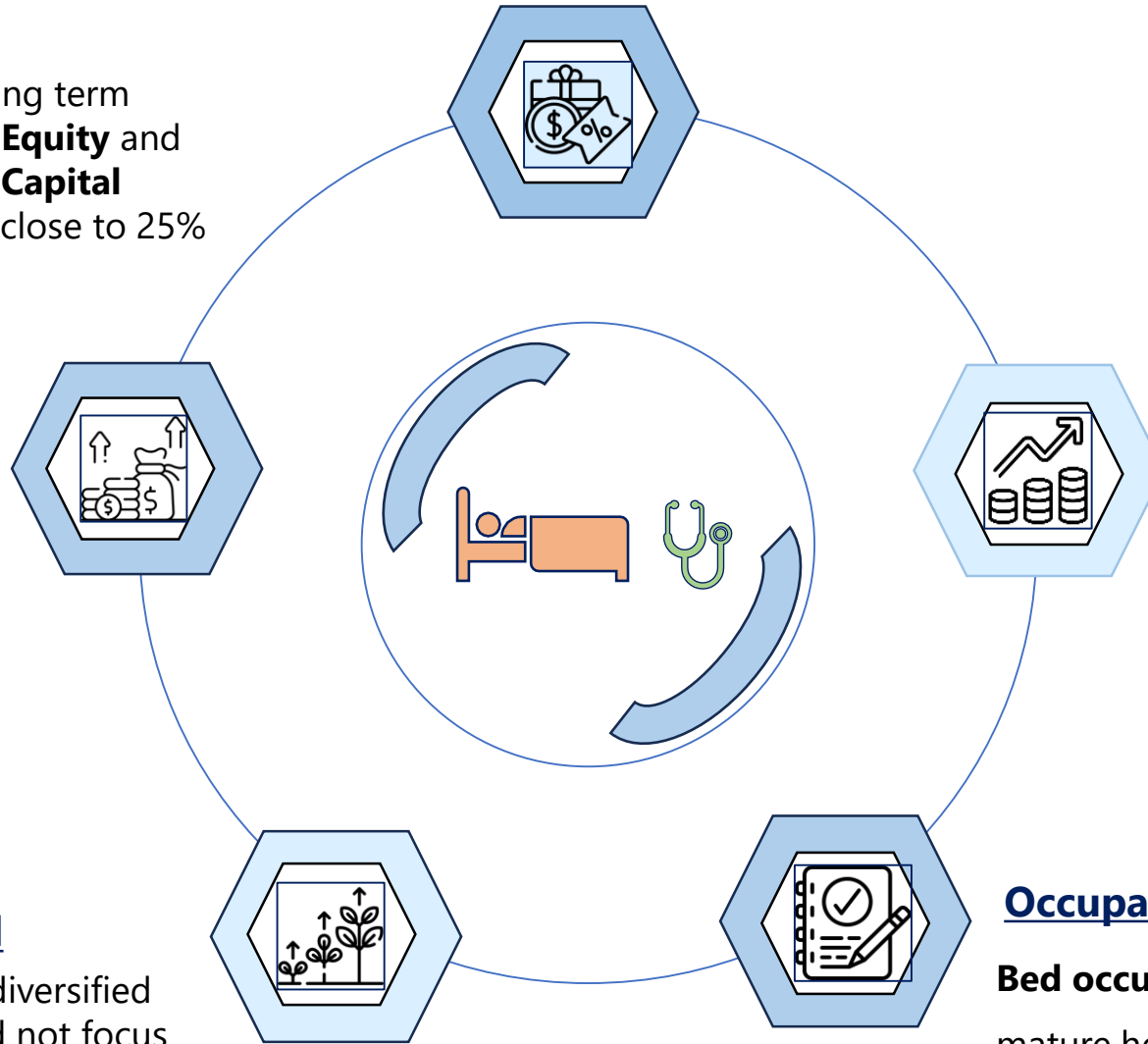
- ARPOB stood at Rs. 37,180 in FY25, increasing by 13% from Rs. 32,947 in FY24
- ALOS decreased by 10% to 3.54 for FY25, further optimizing our operations
- Reduction in EBITDA on account of certain expenditures related to new Raipur hospital and also higher impairment provisioning








**Margins**  
Maintain long term  
**Return on Equity** and  
**Return on Capital  
Employed** close to 25%

**Return Ratios**  
Maintain long term  
**Return on Equity** and  
**Return on Capital  
Employed** close to  
25%

**Diversified**  
Keep a well diversified  
case-mix and not focus  
on a single specialty or  
single doctor



# Hospital wise Performance – FY25

	Year of Commissing	Bed Capacity (No. of Beds)	Revenue (Rs in Crore)	Bed Occupancy Rate (%)	ARPOB (Rs Per day)
Salt Lake Hospital	2000	85	70.9	 58.1%	39,236
Agartala Hospital	2011	205	117.5	 46.2%	33,682
Dum Dum Hospital	2013	155	161.7	 69.0%	41,183
Howrah Hospital	2019	116	57.0	 41.0%	32,974
Raipur Hospital	2025	158	Not Applicable	Not Applicable	Not Applicable
Total		719	407.1	 53.1%	37,180





## Existing Hospitals

- ✓ New offering at Howrah Hospital: Commenced Robotic Knee Surgeries which will further enhance the ARPOB and reduce the ALOS.
- ✓ **New offering at Agartala Hospital:** The Cancer Care Department (Radiation Oncology) equipment is installed and ready to be commissioned in the next 2 months, making it the only unit of its kind in Tripura.
- ✓ **Ramp up Occupancy at Agartala and Howrah Hospitals:** Plans to ramp up the current occupancy rate of ~55% to optimum rate of 70-75%.



## New Hospital

- ✓ Setting up hospitals on Asset-light basis where investment in land and building construction would be borne by the owner and the developer of the land in return for periodic rent payments:

**Jamshedpur, Jharkhand** – 150 Beds; Estimated cost of Rs 75 Cr and Commissioning is expected by the end of FY27

- ✓ Plan to expand operations to other Tier II cities of near states such as Uttar Pradesh, Assam, and Odisha and also strategic locations in Tier I cities of Eastern India



## Continued Investment in Infrastructure

- ✓ Installed cutting-edge robotic surgical technology in Salt Lake and Howrah Hospital with 500+ robotic surgeries successfully performed from the robot in Salt Lake.

- ✓ Set up a 3D imaging to enable interventional neurology cases at Dum Dum

**ILS-MyHealth:** Healthcare mobile app, to allow patients seamlessly book appointments and access medical information on a real time basis




**Installed HMIS:** Software to create an internal digitalized system for maintaining electronic medical records



# Company Overview

- ✓ Strategically located in **Densely Populated Micro Markets** of Kolkata and Howrah, Agartala and Raipur
- ✓ Established **Right-Sized, Full-Service Hospitals** according to each sub-region, aids **High Return on Capital**



 <b>Capabilities Built so far</b>	<b>719</b> Beds - Total capacity	<b>91</b> Full-time consultants	<b>570</b> Visiting consultants	<b>5</b> Full service Multispecialty Hospitals	<b>NABH &amp; NABL</b> accreditations
 <b>Five Multispecialty Hospitals</b>	<b>ILS Salt Lake</b>	<b>ILS Agartala</b>	<b>ILS Dum Dum</b>	<b>ILS Howrah</b>	<b>ILS Raipur</b>
 <b>Robust Financials (FY25)</b>	<b>Rs 415.6 Cr</b> Total Income	<b>22.1%</b> EBITDA Margin	<b>53%</b> Bed Occupancy	<b>~Rs 37,180</b> ARPOB <b>3.54 days</b> ALOS	<b>20.1%</b> ROCE <b>23.5%</b> ROE



**Total 85 Beds**, including 17 Beds across ICUs and HDUs along with 3 OTs



The Department of Minimal Access Surgery is **accredited by National Board of Examinations** for training of post-graduate surgeons under the Fellowship of National Board in Minimal Access Surgery



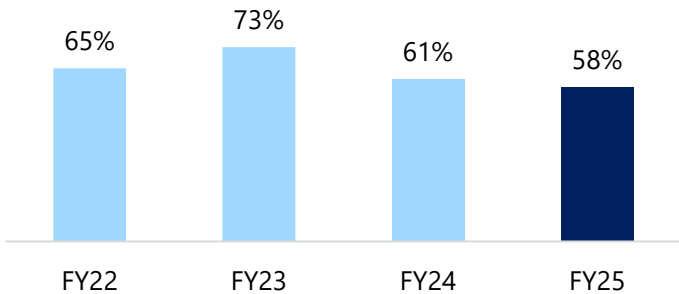
Awarded the title of '**Center of Excellence in Metabolic and Bariatric Surgery**', by Surgical Review Corporation, USA & Received the '**Ananda Swasthya Samman 2022**' from Ananda Bazar Patrika for excellence in customer care and support



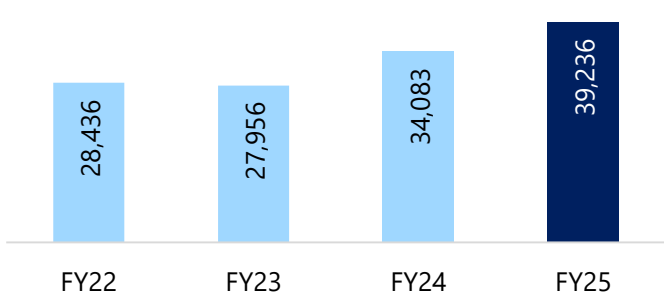
**Conducted various specialty surgeries** including bariatric surgeries and robotic surgeries have increased by 11% year on year to 239 nos in FY 25



**Bed Occupancy Rate (%)**



**ARPOB (Rs per day)**







**Total 205 Beds**, including 66 Beds across ICUs along with 8 OTs & 1 catheterization laboratory



The **only NABH accredited** hospital in Agartala and **one among 11 valid accredited hospitals** in North-East India as of October 2023. Also **accredited by NABL**



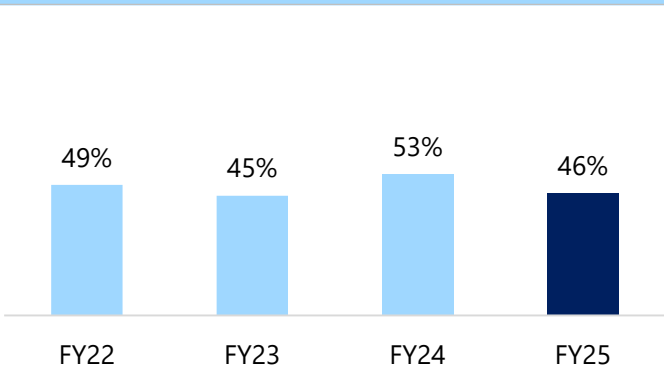
Received the '**Excellence in Community Engagement Award**' in 2021 from the Association of Healthcare Providers



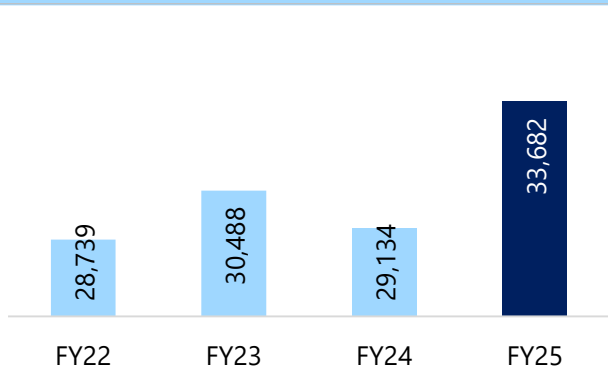
Credited with having performed surgeries like **congenital heart disease** and **cochlear implant operations** on infants. **Started medical oncology in FY 25** and will shortly commission Radiation Oncology in Q1 FY 26



**Bed Occupancy Rate**



**ARPOB (Rs per day)**





**Total 155 Beds**, including 53 Beds across ICUs and HDUs along with 4 OTs & 1 catheterization laboratory



**NABH accredited** and **NABL accredited** for complying with ISO 15189:2012 standards in the field of medical testing



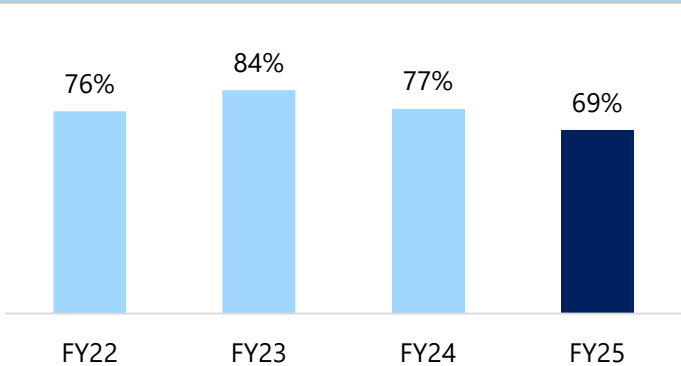
**Recognized by the CII for Excellence in Nursing** for their efforts, commitment and contribution during the COVID-19 pandemic



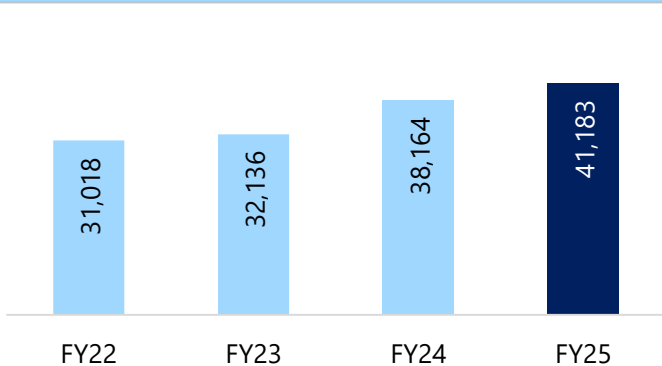
Licensed to perform renal transplants and performed 141 such surgeries in FY25 reducing by 26% as we diversify our case mix



**Bed Occupancy Rate**



**ARPOB (Rs per day)**





**Total 116 Beds**, including 43 Beds across ICUs and HDUs along with 3 OTs & 1 catheterization laboratory



Near Howrah station, the site holds strong potential with no hospital within 5 km



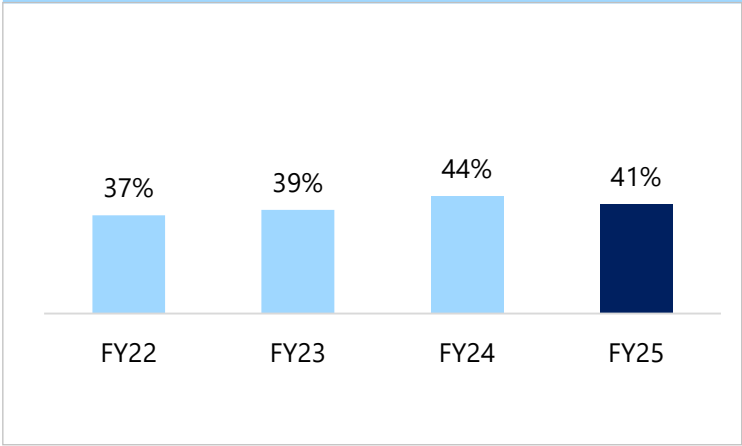
**Recognized by the CII for Excellence in Nursing** for their efforts, commitment and contribution during the COVID-19 pandemic



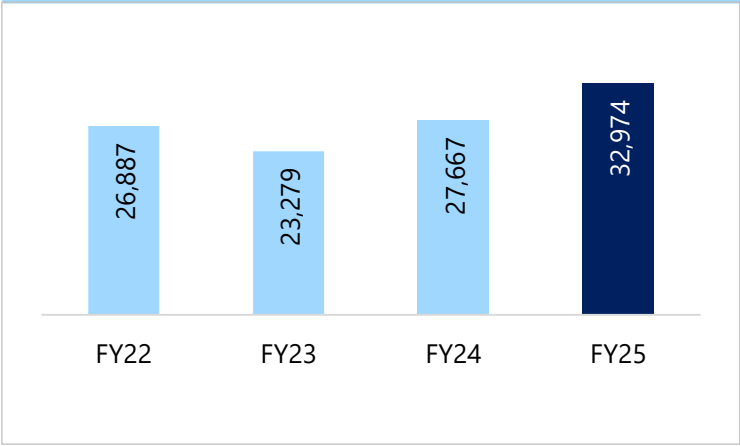
**Commenced robotic knee replacement surgeries and performed 12 such surgeries in FY25.**



Bed Occupancy Rate



ARPOB (Rs per day)





# New ILS Raipur Hospital – Commissioned on May 2025



**Quaternary Care, 158 beds** including ICUs & HDUs, **5 OTs**, and **Oncology facilities**.



At Pachpedi Naka, Raipur, the facility will serve patients across Raipur, Bilaspur, Durg, and Bhilai.



Equipped with **3 Tesla MRI**, **Cardiac Cath Lab** and **Dual Source CT Scan** for precise diagnostics.



Highly skilled clinicians and trained staff ensuring top-quality patient care



**Rs 74 Cr** investment (~**Rs 4.7 Mn** per bed) with an **asset-light**, rental-based model



## Specialties

Medicine	Cardiac Sciences	Critical Care	Diabetics
Gynecology & Obstetrics	Reproductive Medicine	Medical & Surgical Oncology	Neonatal and Pediatrics
General & Specialty Surgeries	Laparoscopic Surgeries	Gastroenterology	Orthopedics
Neuro Sciences	Nephrology	Urology & Acute Kidney Dialysis	ENT



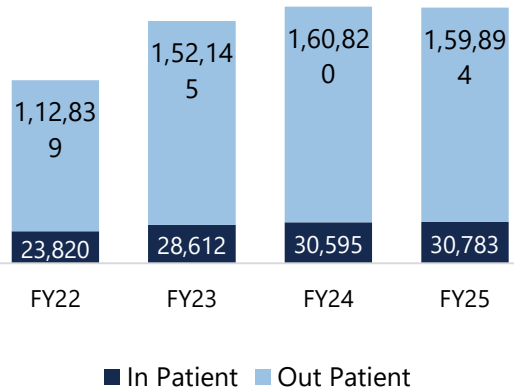


# Business Highlights



### Strategic Location of the Hospitals

Being in populous neighbourhoods builds familiarity with the local population and enables accessibility to our hospitals

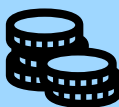


### Right Sized, Full Service

Operating multispecialty, mid sized hospitals with:

Number of beds ranging from 85 to 205

Affordable ARPOB at Rs 37,180



### Disciplined Approach towards Costs

Strategic measures towards capital / cost optimization such as long-term lease model for some of the hospitals and other initiatives led to:

Capex per bed at ~Rs 7 to 8 Mn, lower than industry standards, leading to higher ROCE

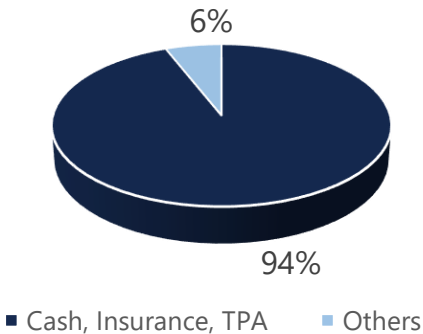
- EBITDA breakeven in short time spans
- Dum Dum hospital in 10 months
  - Howrah hospital in 8 months



### Brand Strength demonstrated through Payor Mix

Very low dependence on business from Corporates and Government Schemes

Payor Mix (FY25)



Cash to EBITDA at 92% as at FY25

# Professional and experienced leadership – Board of Directors



**Dwarika Prasad Tantia**  
Chairman & Wholetime Director



- Founding member of ILS Hospitals
- Oversees international business development, project execution and new business ventures
- ~50 years of experience in healthcare and infrastructure industry
- Appointed as Honorary Consul of the Republic of Ghana in Kolkata



**Dr. Om Tantia**  
Managing Director



- Founding member of ILS Hospitals
- More than 40+ years of experience as a medical practitioner
- Recognised as a surgeon of excellence by Surgical Review Corporation, USA
- Fellow Member of the Association of Surgeons of India in general surgery
- Served as President of Association of the Minimal Access Surgeons of India



**Anurag Tantia**  
Whole-time Director



- 12+ years of experience in healthcare management and looks after the daytoday operations of the Company
- Holds Bachelor of Science in Management with honours from University of Illinois



**Dr. Aruna Tantia**  
Non - Executive Director



- Senior consultant (gynaecology and obstetrics) in ILS Hospitals
- 36+ years of experience as a medical practitioner
- Holds Bachelor of Medicine and Bachelor of Surgery from Ravindra Nath Tagore Medical College, Udaipur, University of Rajasthan and Master of Surgery in Obstetrics and Gynaecology from Bhupendra Narayan Mandal University, Bihar
- Fellow of The Association of Minimal Access Surgeons of India- FMAS



**Dr. Ghanshyam Goyal**  
Non - Executive Director

- HOD of Diabetology at Salt Lake hospital since the year 2000
- Experience in general medicine and diabetology
- Holds Bachelor of Medicine, Bachelor of Surgery and Doctor of Medicine in general medicine from S.M.S. Medical College, University of Rajasthan



**Kashi Prasad Khandelwal**  
Non-Executive Independent Director



- More than 4 decades of experience as a Chartered Accountant & expertise in Audit, Accounting, Direct and Indirect Tax, Corporate law matters.



**Dr. Tapti Sen**  
Independent Director



- Experience of almost 35 years as a medical practitioner
- Bachelor of Medicine, Bachelor of Surgery and Master of Surgery from University of Nagpur
- Serves as the Secretary of Kolkata Breast Health and Welfare Association



**Hari Modi**  
Independent Director



- Graduated from the University of Calcutta and has passed the final examination of the Institute of Cost and Works Accountant of India



**Deepak Pramanik**  
Independent Director



- 30+ years of experience in management consultancy, human resources and finance
- Bachelor degree in Technology in Mechanical Engineering from IIT, Madras and a Post Graduate Diploma in Management from IIM, Calcutta



**Amrendra Prasad Verma**  
Independent Director



- Experience in credit, finance and banking sectors
- Served as the MD and CEO of SBI Capital Markets Ltd and as a Deputy MD and Group Executive (Mid Corporate) and Chief Credit and Risk Officer of the State Bank of India



Member



Chairman

Stakeholders Relationship Committee



CSR Committee

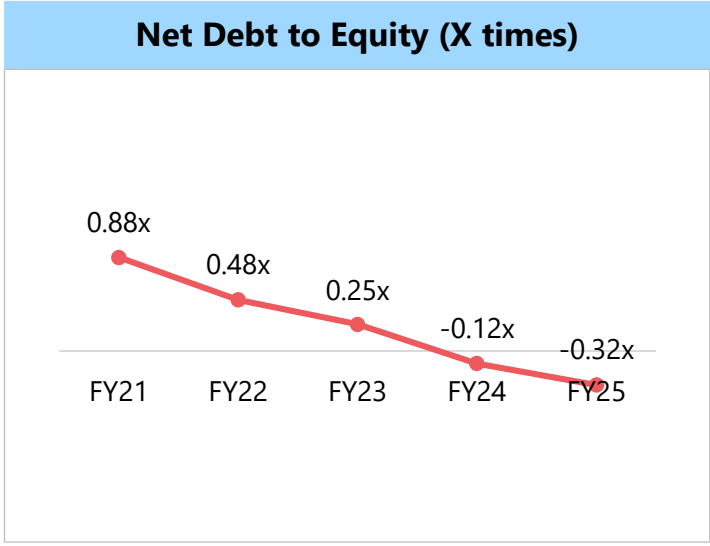
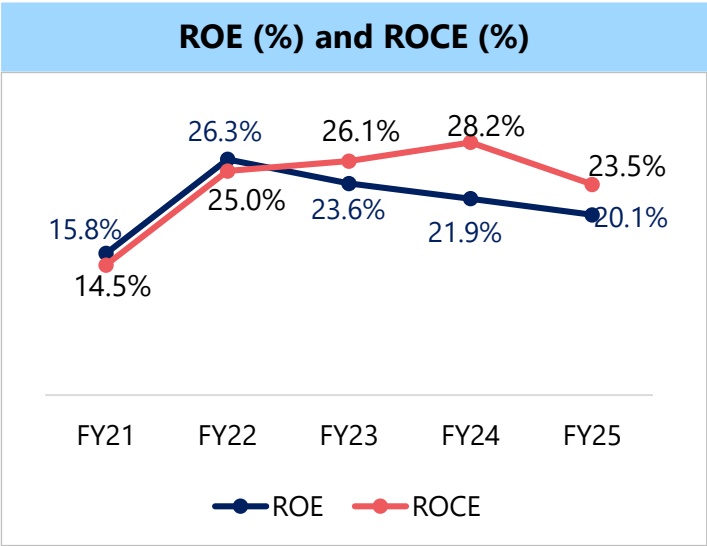
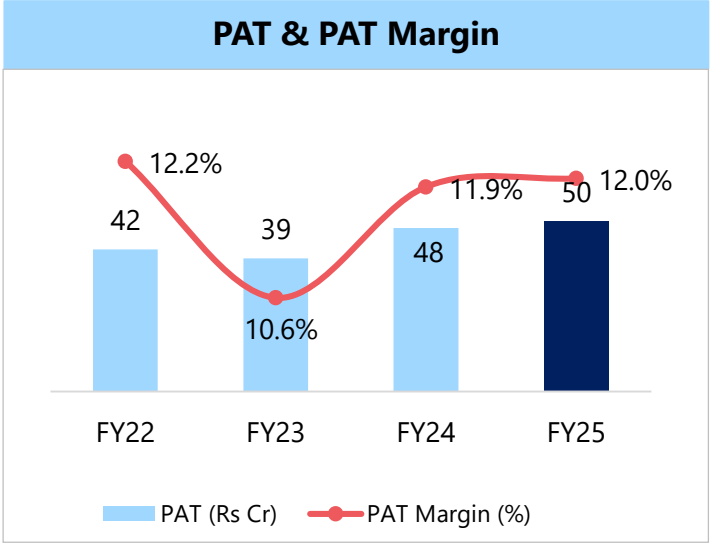
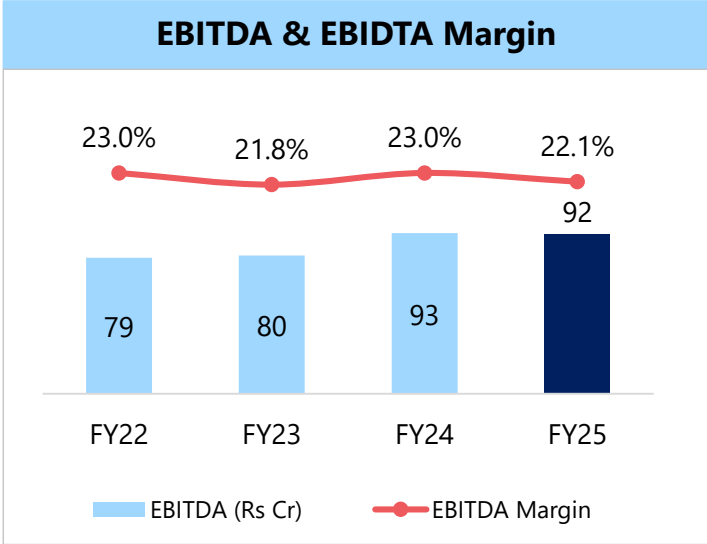
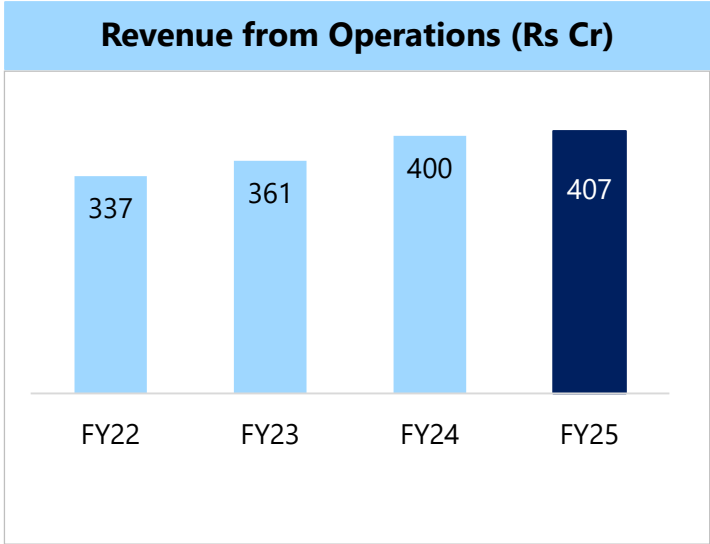
Executive Committee

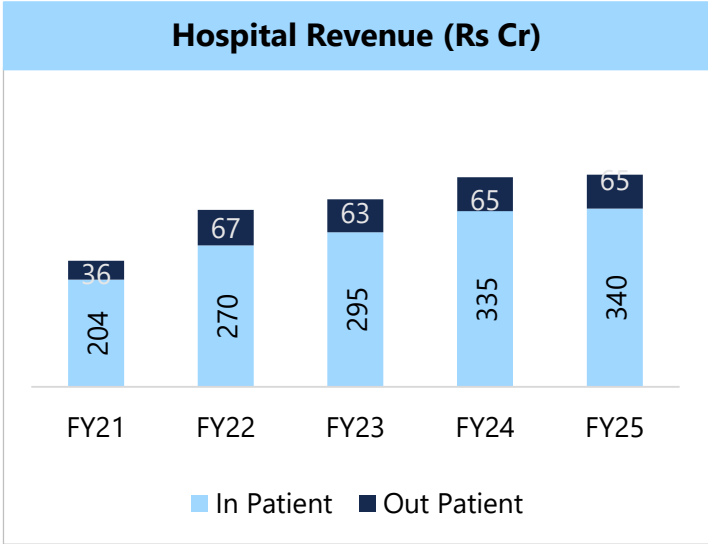
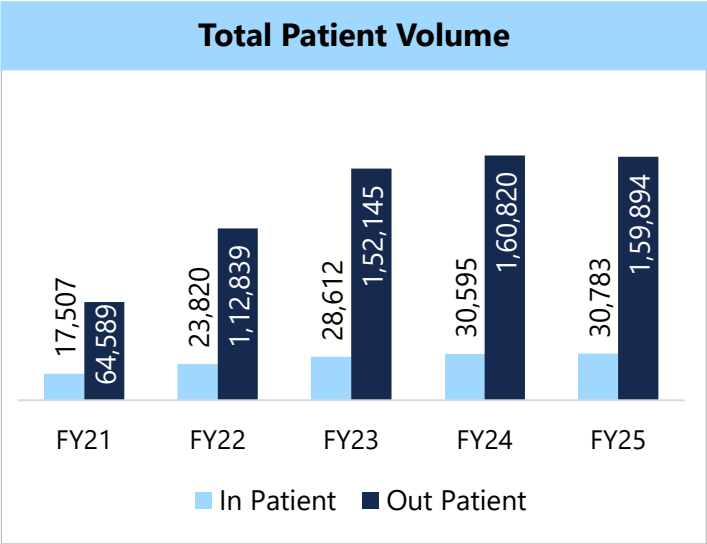
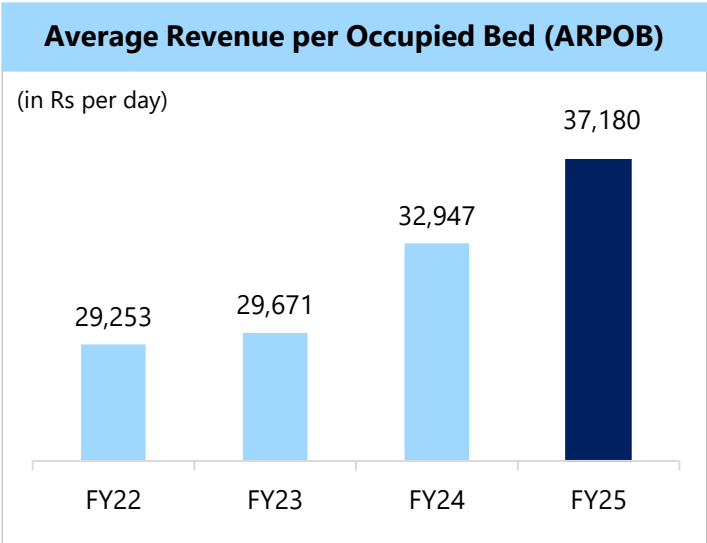
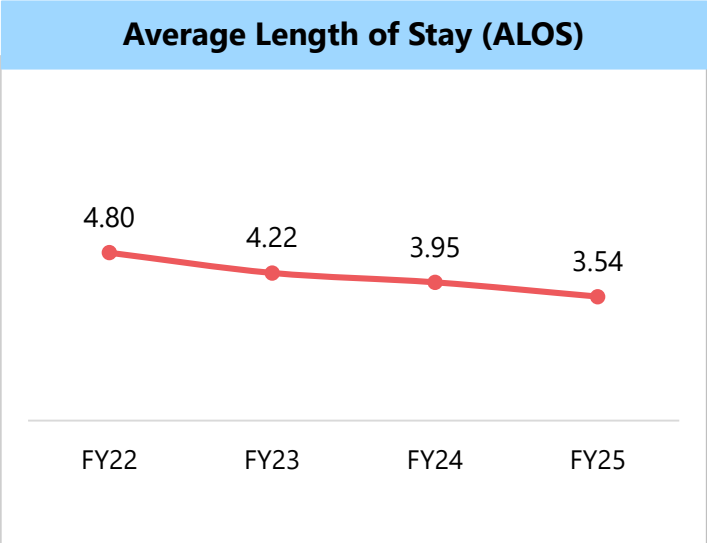
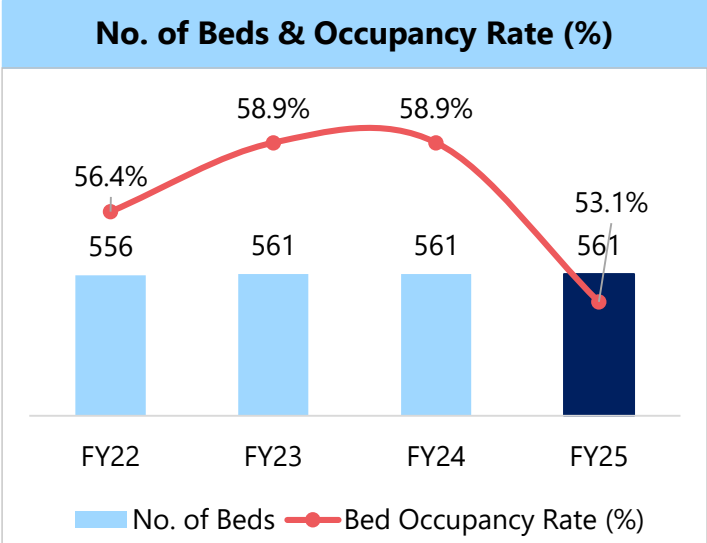
Audit Committee

Nomination & Remuneration Committee



# Annual Performance





# Diverse Revenue Mix Across Top 10 Specialties

- Internal Medicine & Diabetology

■ Critical Care

■ Gynaecology and obstetrics

■ Neurosciences
- Nephrology

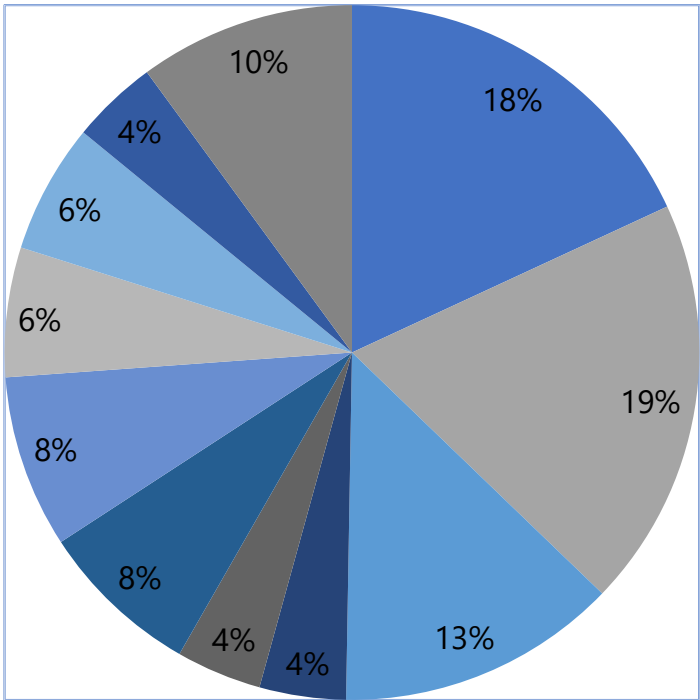
■ Paediatrics

■ Interventional cardiology

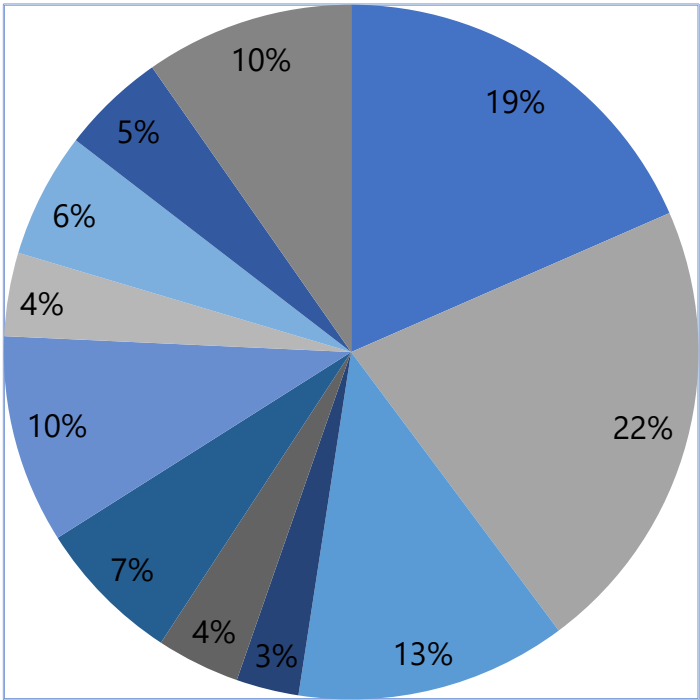
■ Others
- General Surgery

■ Gastroenterology

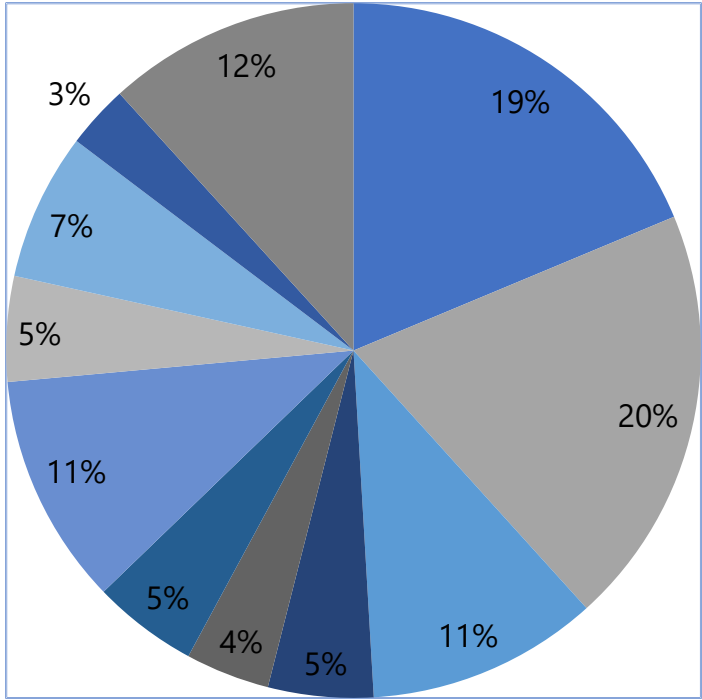
■ Orthopaedics and Joint Replacement



FY 23



FY 24



FY 25

Particulars (Rs Cr)	FY24	FY25
Revenue from operations	400.2	407.1
Other Income	5.3	8.5
<b>Total Income</b>	<b>405.5</b>	<b>415.6</b>
Cost of materials consumed	83.0	78.8
Employee benefits expense	68.9	73
Other expenses	160.5	171.9
<b>EBITDA</b>	<b>93.1</b>	<b>91.9</b>
<i>EBITDA Margin</i>	<i>23.0%</i>	<i>22.1%</i>
Depreciation and amortisation expenses	18.0	19.0
Finance costs	7.1	3.5
<b>Profit before tax</b>	<b>68.0</b>	<b>69.4</b>
Tax expense	20.3	19.4
<b>PAT</b>	<b>47.8</b>	<b>50.0</b>
<i>PAT Margin</i>	<i>11.8%</i>	<i>12.0%</i>
<b>EPS (Rs per Share)</b>	<b>6.0</b>	<b>6.1</b>



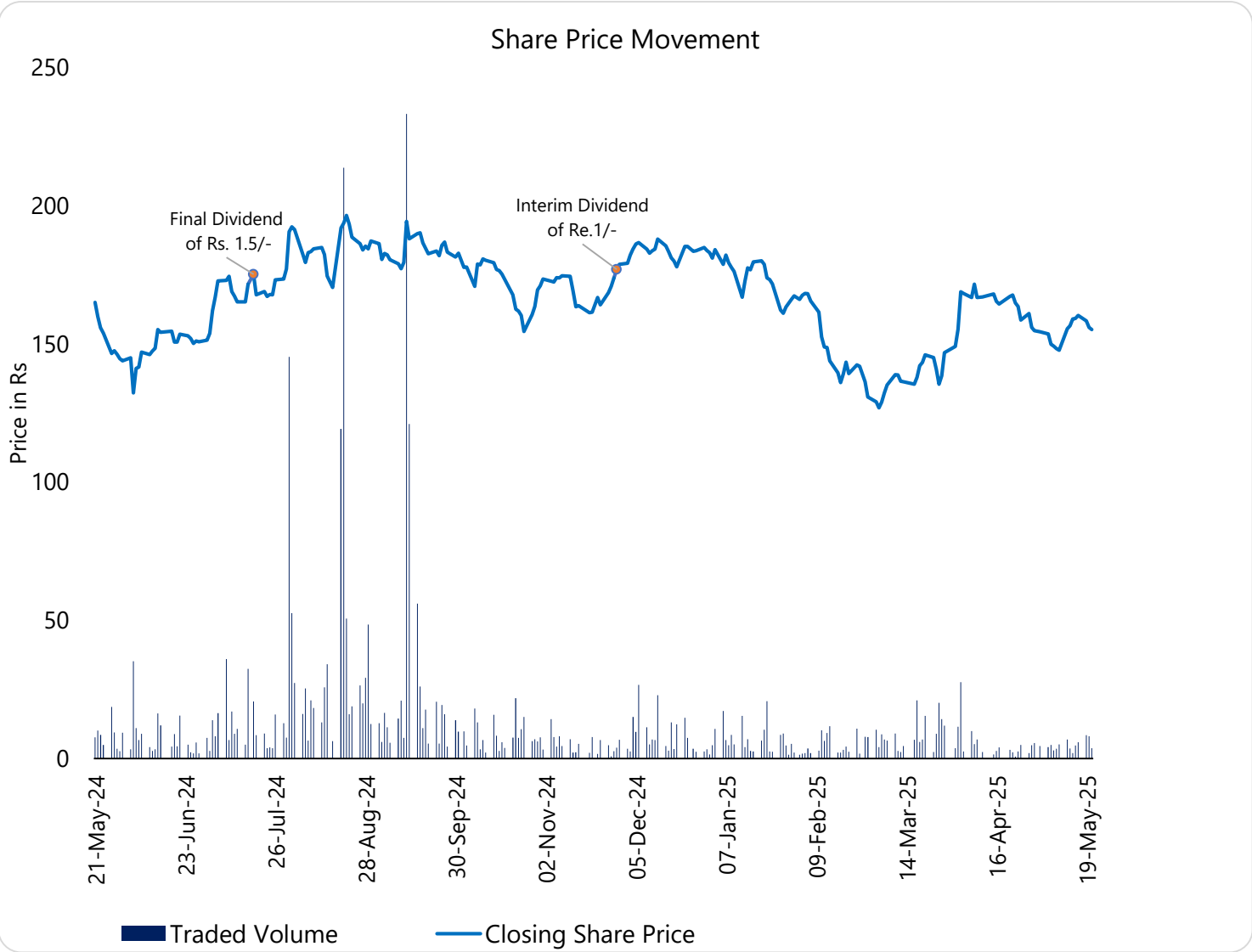
# Balance Sheet

Assets (Rs Cr)	Mar-24	Mar-25
PPE	201.1	202.6
Other Non-Current Asset	45.1	46.3
Investments	19.2	56.5
<b>Non-Current Assets</b>	<b>265.4</b>	<b>305.4</b>
Inventories	8.2	8.9
Debtors	24.3	19.7
Cash Eq. and Bank	9.1	4.3
Loans	11.2	0.2
Investments	11.2	31.9
Other Current Assets	16.2	13.8
<b>Current Assets</b>	<b>80.1</b>	<b>78.8</b>
<b>Total Assets</b>	<b>345.5</b>	<b>384.2</b>

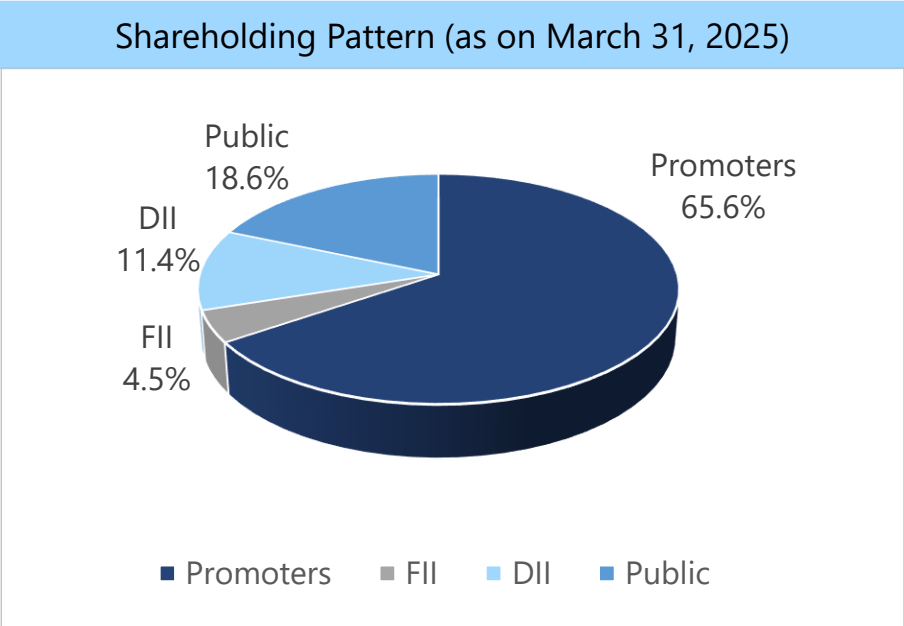
Liabilities (Rs Cr)	Mar-24	Mar-25
Share Capital	82.1	82.1
Other Equity	136.4	165.8
<b>Total Equity</b>	<b>218.5</b>	<b>247.9</b>
Borrowings	3.6	5.5
Lease Liabilities	15.3	17.2
Other Non-Current Liabilities	30.9	39.5
<b>Non-Current Liabilities</b>	<b>49.8</b>	<b>62.2</b>
Borrowings	8.8	7.8
Trade Payables	37.4	34.7
Provisions	1.2	0.6
Other Financial Liabilities	20.1	20.2
Other Current Liabilities	9.7	10.9
<b>Current Liabilities</b>	<b>77.2</b>	<b>74.2</b>
<b>Total Liabilities</b>	<b>345.5</b>	<b>384.3</b>

# Cash Flow Statement

Particulars (in Cr)	Mar-24	Mar-25
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	68.0	69.3
Adjustment from Non-Operating Items		
Operating Profit before Working Capital	90.0	88.1
(Increase)/decrease in Inventories	0.8	-0.7
(Increase)/decrease in Trade Receivables	-5.4	0.6
(Increase)/decrease in Payables & other Adjustments	-1.5	-24.3
Cash generated from Operations	83.8	84.5
Less: Direct Taxes Paid	-15.0	-17.1
<b>Net Cash from Operating Activities</b>	<b>68.8</b>	<b>67.4</b>
<b>Net Cash flow from Investing Activities</b>	<b>-25.2</b>	<b>-32.6</b>
<b>Net Cash flow from Financing Activities</b>	<b>-48.5</b>	<b>-34.8</b>
<b>Net increase/(decrease) in Cash &amp; Cash Equivalent</b>	<b>-4.9</b>	<b>-0.03</b>
Add: Cash and Cash Equivalents as at 1st April	6.6	1.7
Cash and Cash Equivalents as at 31st March	1.7	1.7



Stock Price Chart as on **22-May-2025**



Script Related Information (as on 22-May-2025)	
BSE/NSE Code	544131   GPTHEALTH
CMP (Rs)	154.55
Market Cap (Rs Cr)	1,268.2
Shares O/s (Cr)	8.21
Face Value (Rs)	10
Average Trading Volume ('000)	4,414

# Thank ou



**GPT Healthcare Limited**

CIN No.: L70101WB1989PLC047402

[ghl.cosec@gptgroup.co.in](mailto:ghl.cosec@gptgroup.co.in)

---

For more details : [www.ilshospitals.com](http://www.ilshospitals.com)