

GPT HEALTHCARE LIMITED

Investor Presentation Q3 & 9M'FY26

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ARPOB increased 6% YoY to ₹38,797 reflecting strengthened clinical offerings and continued operational efficiencies. Overall network occupancy was 45%. However, excluding the Raipur Hospital, which started during Q1'FY26, the network occupancy marginally improved from 54% to 55% y-o-y.

Our mature hospitals continued to demonstrate resilience, during the period. Steady footfalls and strong community trust contributed to total Revenue of ₹350.5 Cr and PAT of ₹27.7 Cr for the period 9M'FY26. Enhanced throughput, deeper specialty mix, and improved clinical productivity supported profitability while maintaining accessibility.

Commissioned CTVS (Cardiothoracic and Vascular Surgery) in ILS-Dum Dum, ensuring complete cardiac care being provided under one roof.

The Raipur facility, equipped with modern medical technology from inception, is scaling efficiently and the overall operational performance of the facility is improving gradually.

Meanwhile, the 150-bed Jamshedpur tertiary care project is progressing as planned following the MOU signing, with design, planning, and phasing activities underway and aligned to our capital allocation and affordability-focused care.

We continue to maintain our affordable care positioning while improving asset productivity and delivering quality services. Our strategic focus remains on expanding reach and strengthening clinical capabilities to bring advanced, accessible healthcare closer to communities, particularly in Eastern India

GPT Healthcare Limited is a fast-growing hospital platform in Eastern India, operating five, neighborhood tertiary-care hospitals located within densely populated residential areas.

Designed around a proximity-based model, its hospitals offer the reassurance of advanced medical care almost at the doorstep—ensuring high accessibility for patients while enabling strong control over clinical quality, operating standards, and long-term returns on capital.

Led by Dr. Om Tantia, the company follows a disciplined, capital-efficient operating model with advanced capabilities across oncology, cardiology, renal transplants, and robotic surgeries.

With a clearly defined plan to scale to a 1,000-bed network by the year 2027, supported by integrated diagnostics and a strong regional brand, GPT Healthcare is well positioned to capture rising healthcare demand, enhance profitability, and deliver sustained value to investors.



719

Beds- total capacity



115

Full time consultants



630

Visiting consultants



750+

Robot-enabled Surgeries



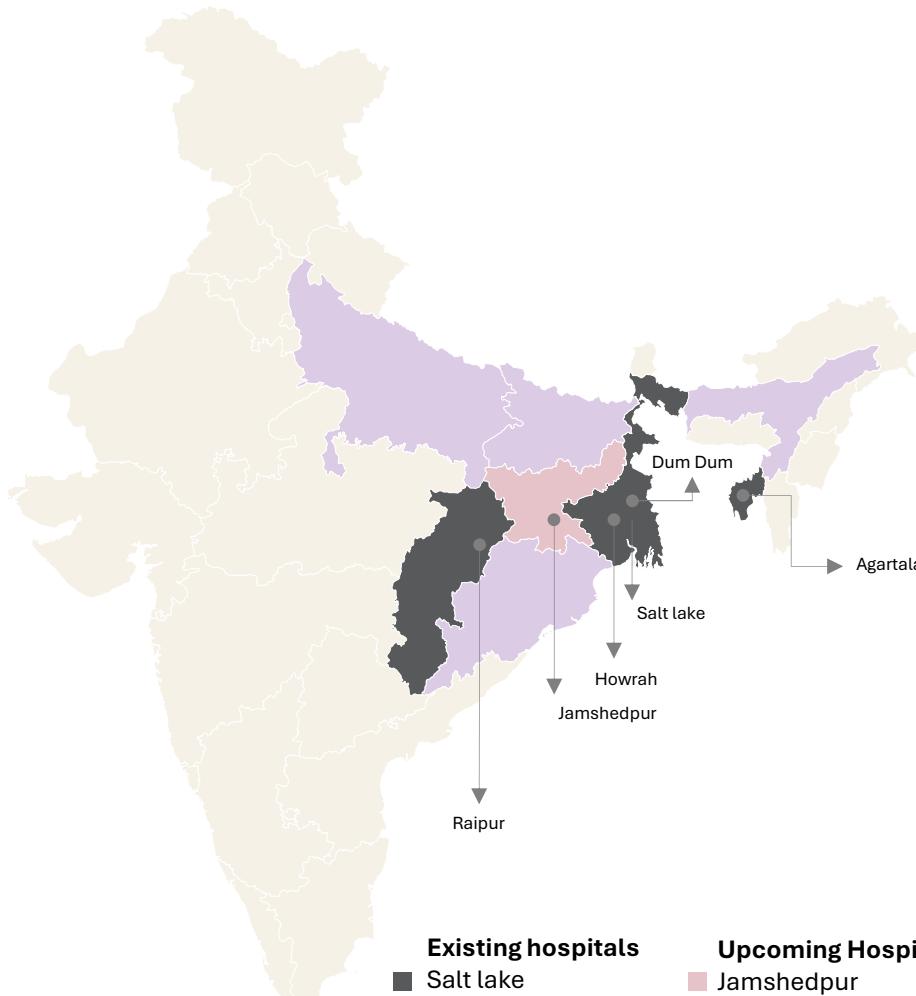
NABH & NABL
accreditations



Optimally sized
Hospitals



Financial Snapshot



Q3'FY26

Revenue

Rs 121.6 Cr

YoY 16.8%

EBITDA & EBITDA Margin

Rs 22.1 Cr

(18.2 % Margin)
YoY -4.4%

PAT & PAT Margin

Rs 9.4 Cr

(7.7 % Margin)
YoY -23.5%

ARPOB

Rs 39,613

Occupancy Rate %

45.93 %

9M'FY26

Revenue

Rs 350.5 Cr

YoY 12.1%

EBITDA & EBITDA Margin

Rs 65.1 Cr

(18.6 % Margin)
YoY -6.4%

PAT & PAT Margin

Rs 27.7 Cr

(7.9 % Margin)
YoY -25.3%

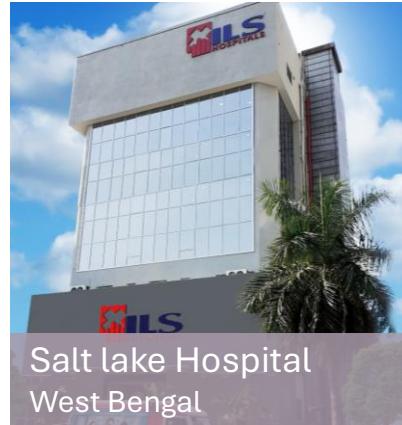
ARPOB

Rs 38,797

Occupancy Rate %

45.11 %

Hospital-wise Performance for Q3 & 9M'FY26



Salt lake Hospital
West Bengal



Agartala Hospital
Tripura



Dum-Dum Hospital
West Bengal



Howrah Hospital
West Bengal



Raipur Hospital
Chhattisgarh

Year of commissioning	2000		2011		2013		2019		2025	
	Q3	9M								
FY26	Q3	9M								
Bed capacity (No of beds)	85		205		155		116		158	
Revenue (INR Cr)	20.5	59.9	34.4	103.6	40.1	116.6	16.6	47.4	8.8	18.7
Occupancy Rate (%)	64.32%	62.48%	49.20%	51.54%	65.22%	64.50%	44.01%	42.42%	14.30%	11.69%
ARPOB (INR)	40,861	40,993	37,057	35,652	43,105	42,396	35,303	34,989	42,112	41,442



Hospital Portfolio

85-bed tertiary surgical hospital with 17 ICUs and 3 OTs, scaled from an 8-bed facility.

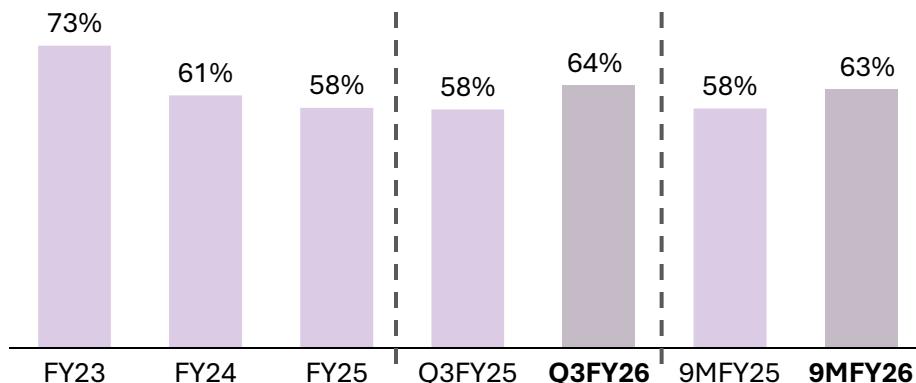
Clinical focus on robotic gastro and bariatric surgeries, enabling higher case complexity.

Specialized care offerings including diabetic foot care and advanced gastroenterology

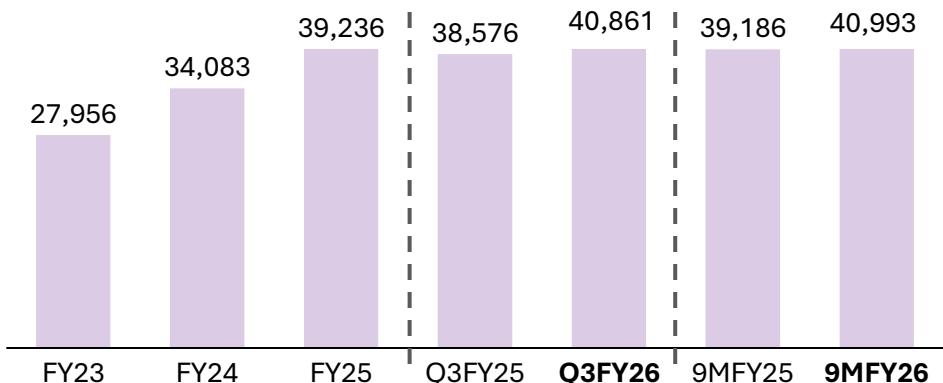
NBE-accredited Minimal Access Surgery department, serving as an FNB training center



Bed Occupancy Rate (%)



ARPOB (INR per day)



205-bed, corporate hospital with 66 ICUs, 8 OTs and 1 Cath lab, offering large-scale critical care capacity

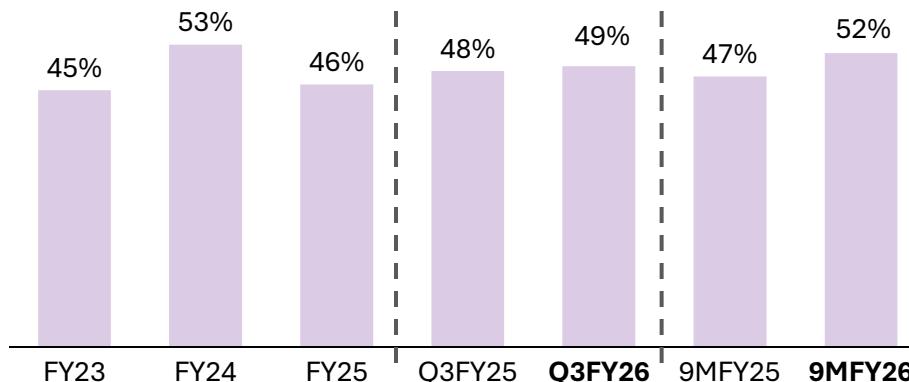
Clinical leadership in the state, with multiple first-in-Tripura procedures including leadless dual chamber implantation and complex vascular stenting

Only private hospital in Tripura accredited by both NABH and NABL, underscoring quality and compliance

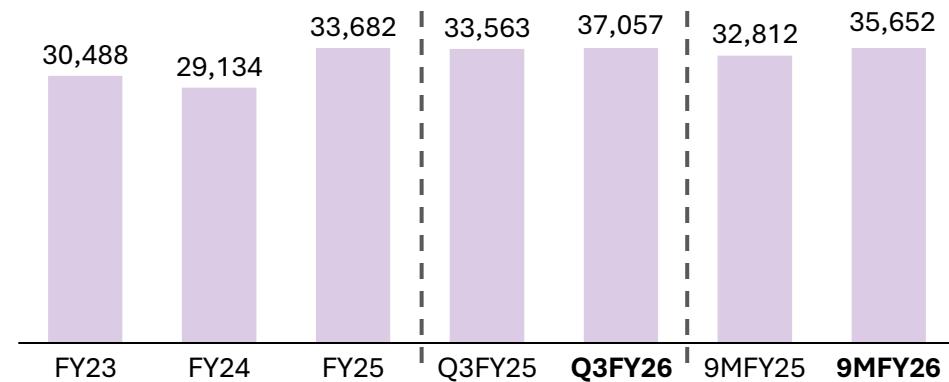
Has evolved into a medical value travel hub, attracting international patients. Among the few hospitals in the region with end-to-end oncology care, supported by LINAC technology



Bed Occupancy Rate (%)



ARPOB (INR per day)



155-bed, tertiary facility with strong focus on multispecialty and critical care delivery

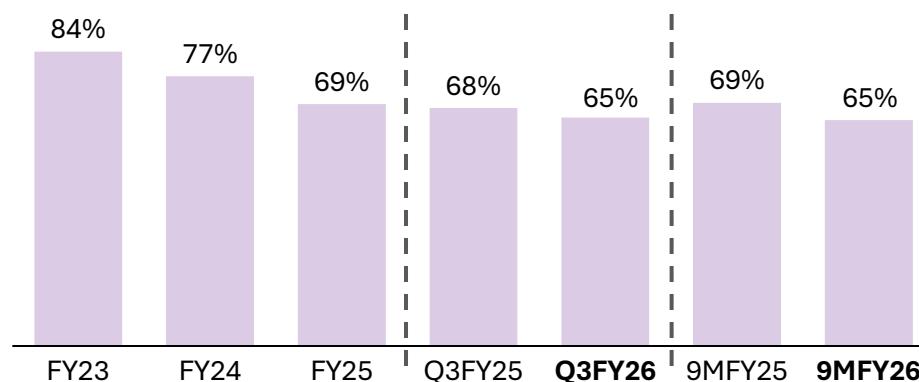
Licensed for renal transplants with upgraded gastroenterology services, forming the core specialty base

Known for renal and cardiac care, with respiratory ICU and cardiac surgery services launched during the last quarter providing complete cardiac care services

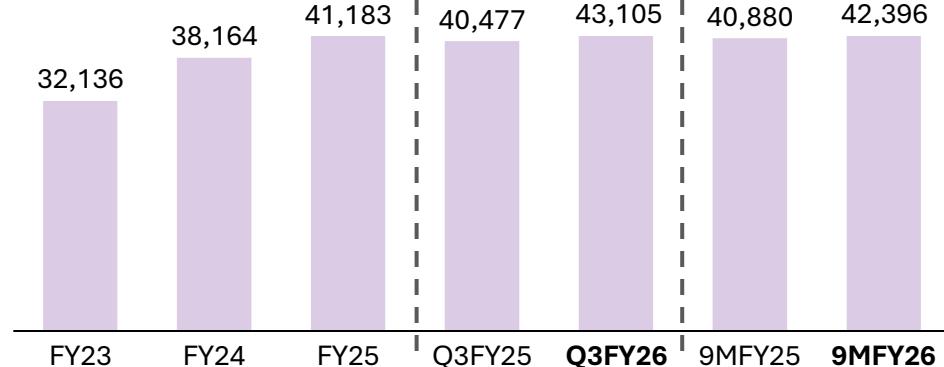
Advanced diagnostic capabilities including MRI, CT, digital X-ray, and 3D imaging for interventional neurology



Bed Occupancy Rate (%)



ARPOB (INR per day)



116 Bed, Multi-specialty tertiary care hospital in Howrah, located near Railway Station, with no competing hospital within a 5-km radius

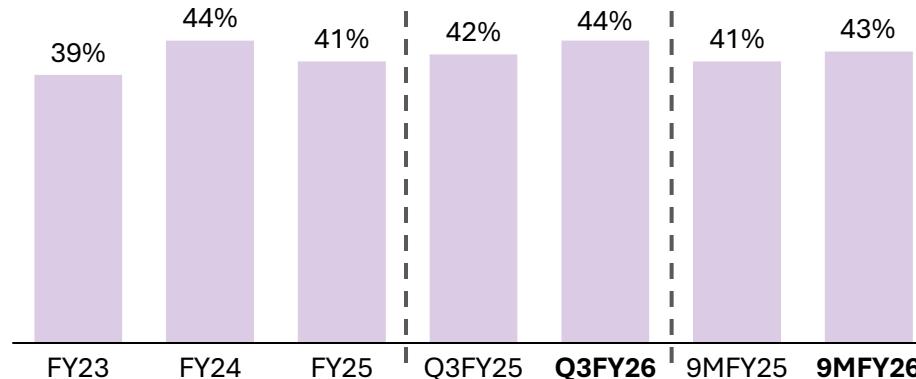
Launched robot-assisted orthopedic surgery, including robotic knee replacements.

Recognized by the CII for excellence in Nursing for their efforts, commitment and contribution.

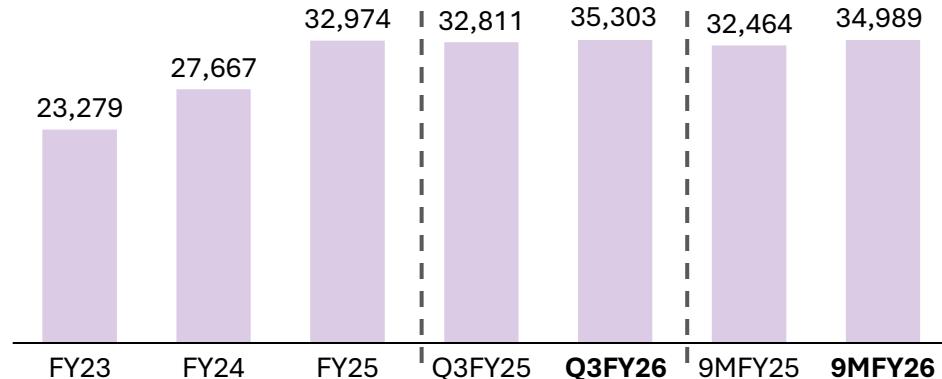
Achieved EBITDA breakeven within 8 months of inauguration, among the fastest breakeven timelines in India's tertiary care hospital sector.



Bed Occupancy Rate (%)



ARPOB (INR per day)



158 Bed, Quaternary care hospital commencing its operations from May 2025, at Pachpedi Naka, serving a large catchment across Raipur, Bilaspur, Durg and Bhilai

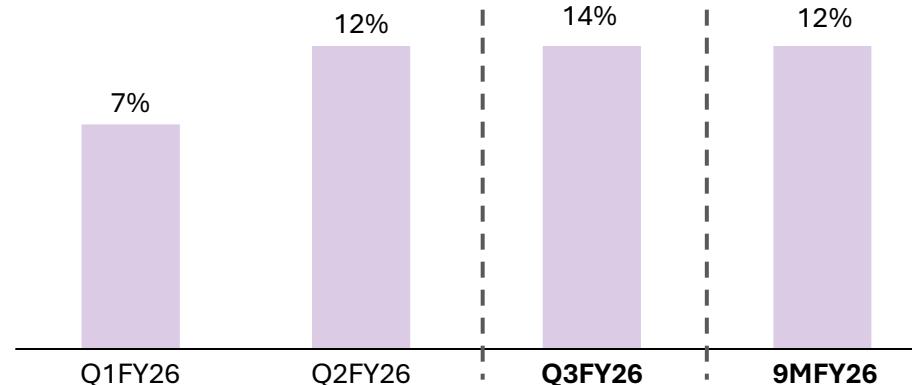
The Renal transplant program is commenced and chemotherapy & oncology surgeries fully operational

Progressive expansion into advanced oncology care and license received for liver transplant services

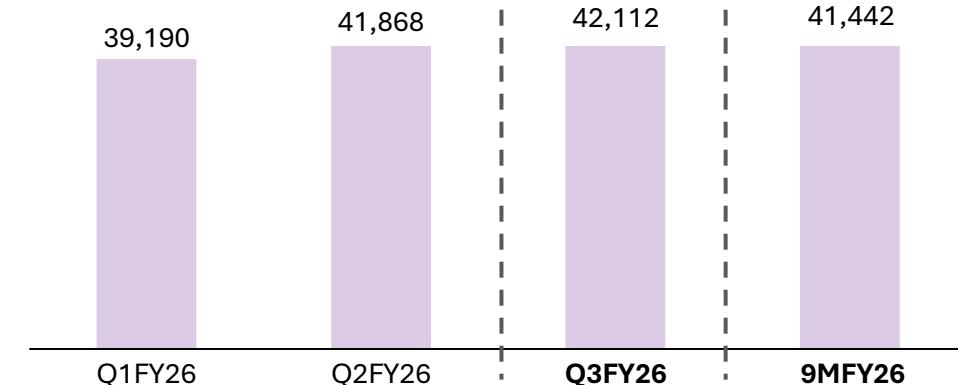
High-end clinical infrastructure, including 3 Tesla MRI, cardiac catheterization lab, and dual-source CT scanner, enabling precision-led care



Bed Occupancy Rate (%)



ARPOB (INR per day)



Our cutting-edge investments



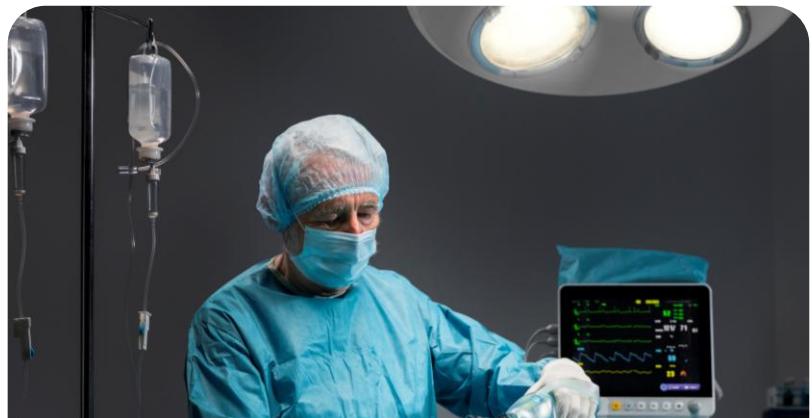
Robotic assisted GI Surgery



MAKO – Orthopedic robot for joint replacement



3 Tesla MRI and Cath Lab Facilities



Well- equipped ICU's and NICU's



Radiation and oncology



State-of-the-art Operation theatres



SPARSH – Healthcare at home for senior citizens

A home healthcare service for senior citizens, offering medical support and personalized care for an affordable annual fee of INR 500. The plan includes monthly doctor visits, routine checks, and discounts on OPD, IPD, diagnostics, and physiotherapy. It provides free sample collection, report delivery, complimentary ambulance (within 5 km), and priority admission



ILS-My Health app enhancing patient convenience

a user-friendly mobile application that enables seamless self-service appointment booking, real-time access to medical records, and instant hospital-related information without human intervention



HMIS enhancing efficiency and patient care

Hospital Management Information System to create a comprehensive digital framework for managing electronic medical records



Advancing healthcare through cutting edge technology

Installed cutting-edge robotic surgical technology in Salt Lake and Howrah Hospital with 750+ robotic surgeries successfully performed from the robot in Salt Lake.

Emerging Markets, Proposition & Path Ahead



High – Multiple Growth expected

Attractive **20x–30x EBITDA** valuations amid strong growth in India's healthcare market.



Medical Tourism growth corridor

Eastern India is emerging as a **hub for international patients** from Bangladesh, Nepal, Bhutan with its market expected to reach **\$13.42 billion by 2026**.



Policy-Backed

INR 99,858 crore healthcare outlay by govt., including Ayushman Bharat and NHM is accelerating demand for more quality-focused health care.



Untapped Rural Healthcare demand

Large gaps in healthcare access in remote regions create **scope for infrastructure development** and outreach programs.



Medical Devices- Scalable growth Market

Technology-enabled hospitals in Tier-2 and Tier-3 cities stand to capture outsized growth as India emerges **as a top-20 global healthcare market for medical devices**



Digital Health Scale- Up Potential

Growing **digital adoption** enables hospital apps to deliver telemedicine, AI diagnostics, and remote monitoring, **enhancing access and lowering costs**.



Global Health-care demand

The global healthcare market is projected **to reach \$ 665.37 billion by 2028**.



Work Force shortage

Persistent **shortages of doctors and nurses** are accelerating the shift toward organized healthcare platforms that can attract talent, standardize care, and scale efficiently



Less Supply & Affordability Gap

India's **~3 million bed shortfall**, combined with rising **disposable incomes**, supports a long-term expansion opportunity for scalable, affordable hospital networks



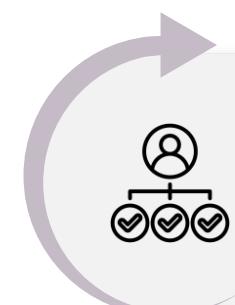
Government led healthcare infra- development

PM-ABHIM is driving **large-scale investment in healthcare infrastructure and critical care**, supporting long-term capacity expansion and demand growth across the sector



Relief on life saving Drugs

Government **duty exemptions on 36 life-saving drugs** improve affordability and create a demand tailwind for the healthcare sector



Structural Demand Upside

An **ageing demographic profile**, with median age projected at 38.3 by 2050, underpins sustained **demand growth for specialized, chronic, and tertiary hospital services**.



Eastern India Market Leadership

Expand in Eastern India by leveraging strong **regional brand equity** and capitalizing on **rising healthcare demand**.

Strategic Positioning

Leverage strategic locations in **dense residential area near transport hubs** to create easy patient access.

Optimized Price Value Mix

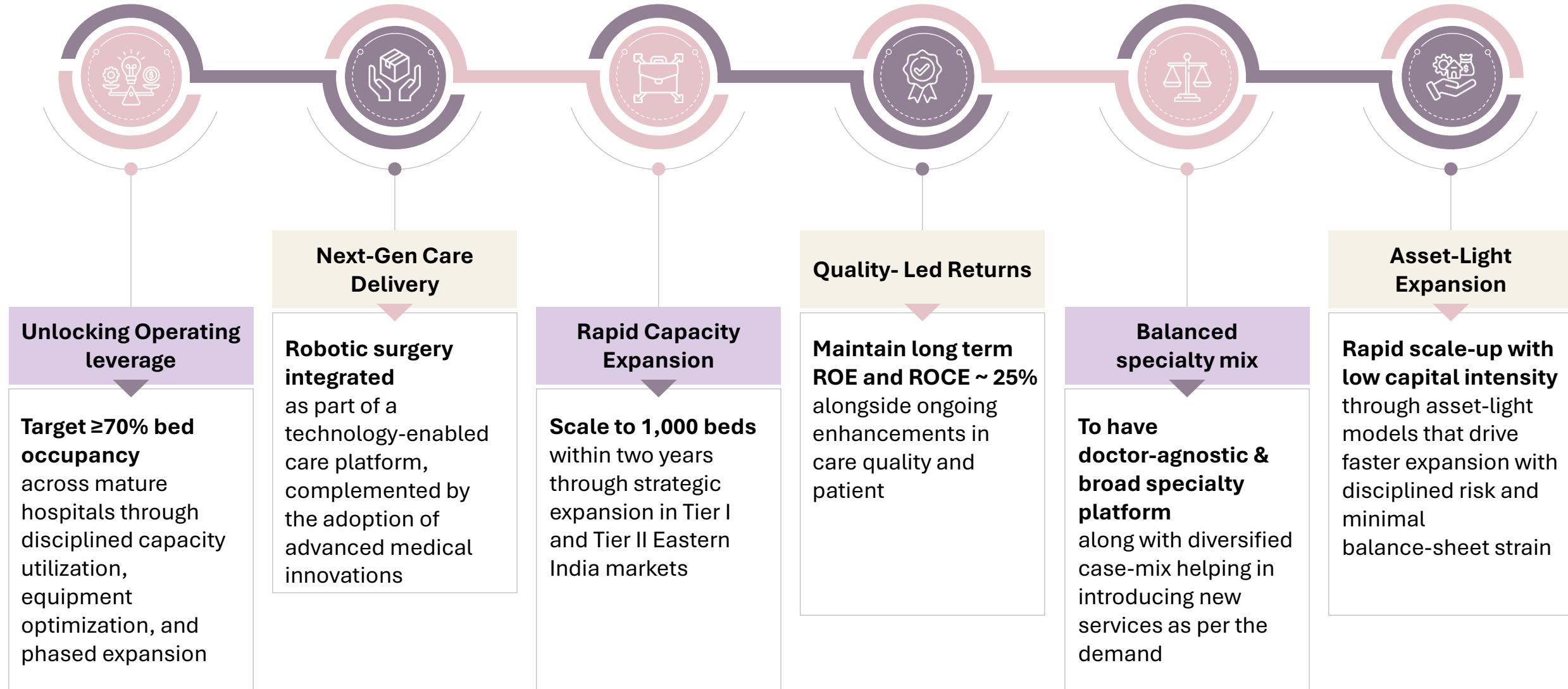
Calibrate pricing to deliver **high-quality, accessible care for middle-to-high income segments**, driving volume growth while protecting margins

High – Quality Payor Mix

Secure over 90% revenue from cash and insured patients, ensuring **minimal dependence on Govt schemes or Corporates**.

Capital- Efficient Execution

Deliver best-in-class execution with **industry-fastest break-even (8-10 months)** and **capex per bed at ₹7-8Mn**, well below industry norms and **net-debt free**.





Strategic Expansion Outlook

- **Jamshedpur Hospital:** MoU signed for a **150-bed** facility with **INR 75 crore** investment, targeted commissioning by end-FY27.
- Planned entry into Tier II cities (Uttar Pradesh, Assam, Odisha) and select Tier I locations in Eastern India.
- **Land and building funded by developers;** operations run on fixed rental arrangements, enabling capital-efficient scaling and faster ROCE accretion



Operational & Clinical Capability Enhancement

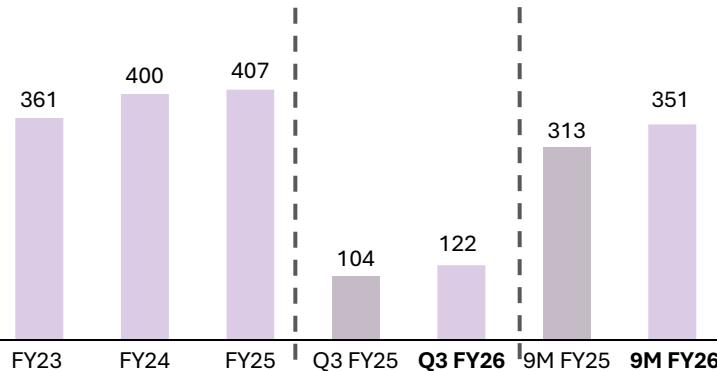
- **Agartala:** Launched Comprehensive Cancer Care (PET scan + Linear Accelerator), making it the only integrated oncology unit in Tripura.
- **Howrah:** Commenced robotic knee replacement surgeries, expected to increase ARPOB and reduce ALOS.
- **Occupancy Upside:** Targeted ramp-up at Agartala and Howrah to ~70%, unlocking margin expansion.



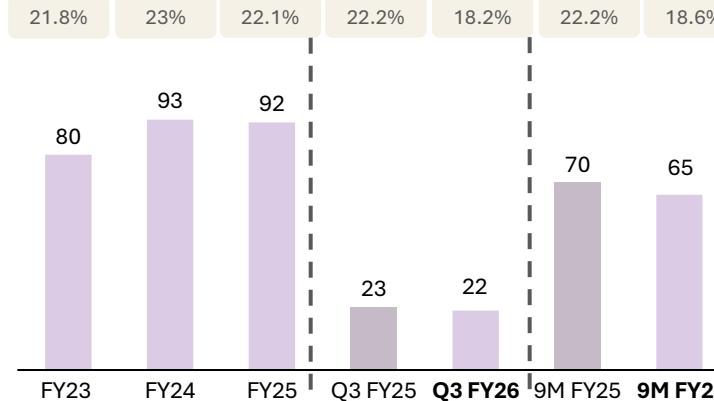
Financial & Operational Highlights

Key financial metrics for Q3 & 9M'FY26

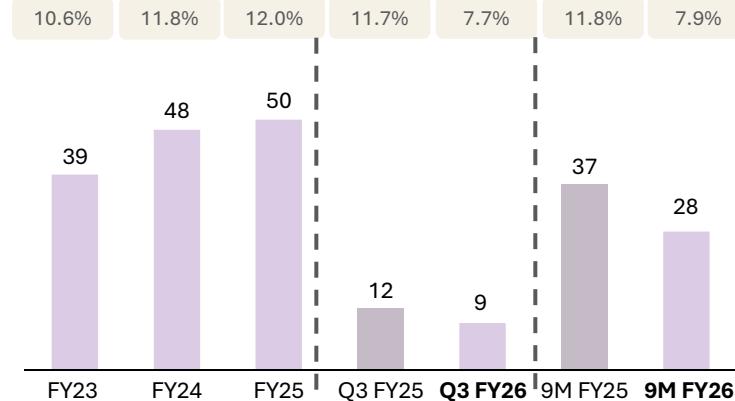
Revenue from Operations (INR Cr)



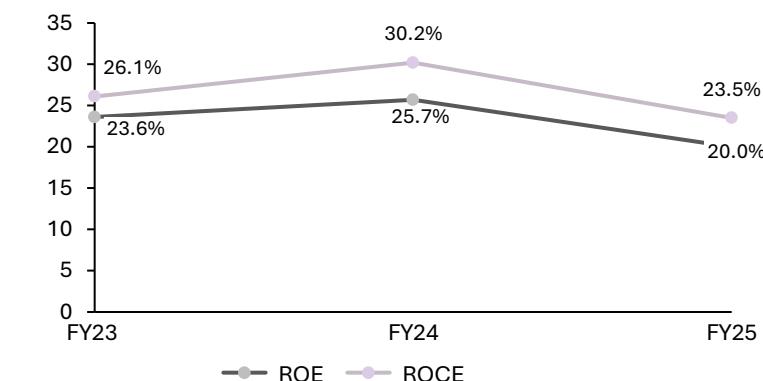
EBITDA (INR Cr) & EBITDA Margin (%)



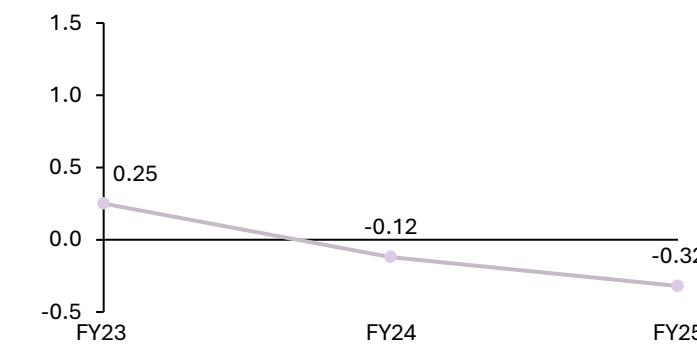
PAT (INR Cr) & PAT Margin (%)



ROE(%) and ROCE(%)

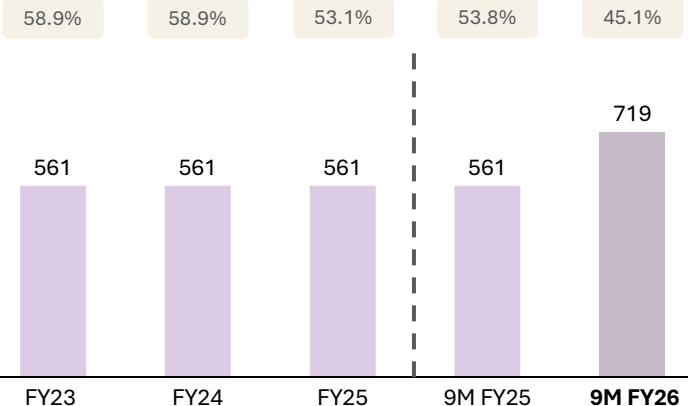


Net Debt to Equity

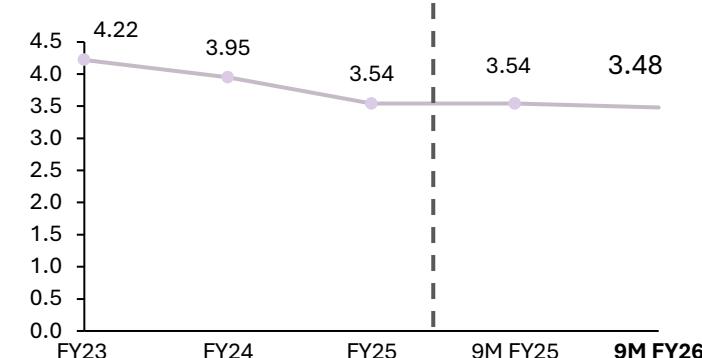


Key operational metrics for Q3 & 9M'FY26

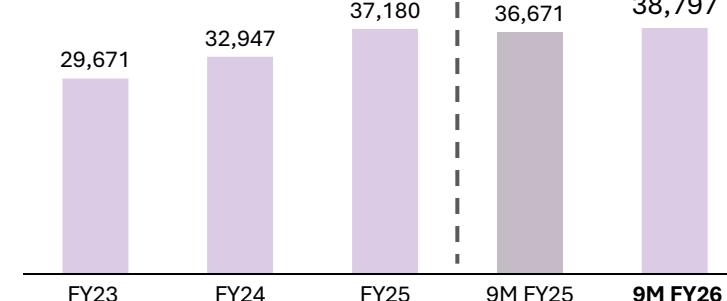
No of Beds & Occupancy Rate (%)



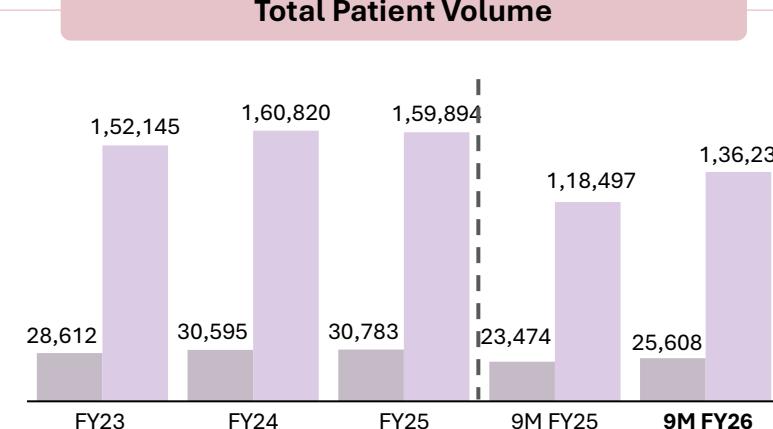
Average length of stay (days)



Average Revenue per Occupied Bed (INR)

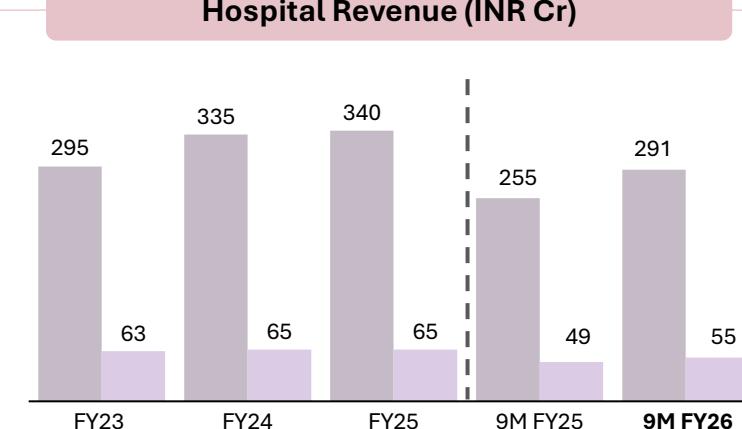


Total Patient Volume



■ Inpatient ■ Out patient

Hospital Revenue (INR Cr)



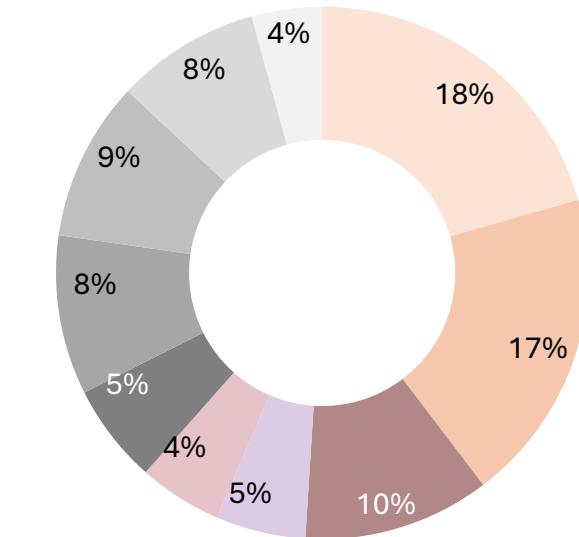
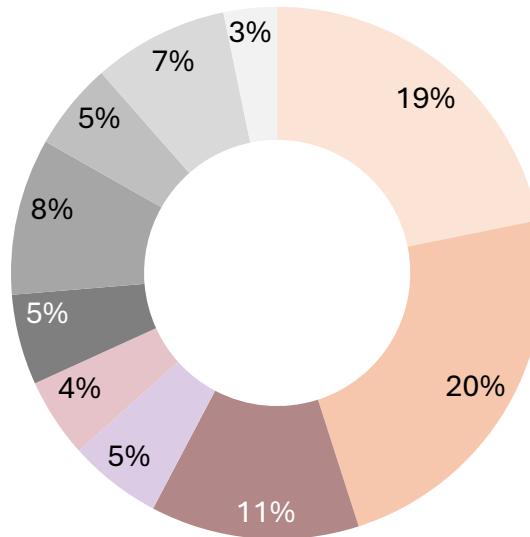
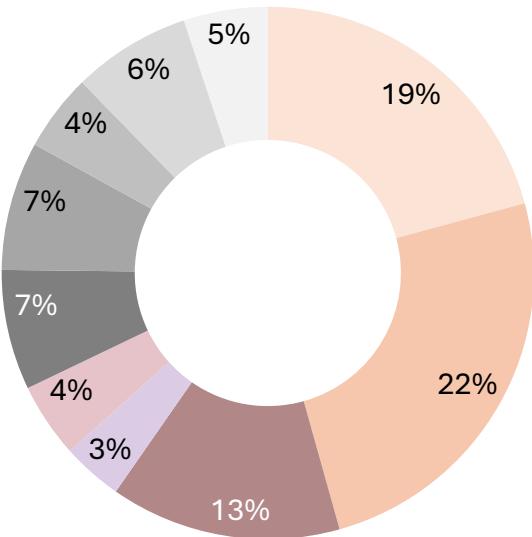
■ In patient ■ Out patient

Revenue distribution of care services across hospitals

FY24

FY25

9M'FY26



Internal Medicine & Diabetology

Nephrology with Renal transplants

Laproscopic cum General Surgery

Critical Care

Pediatrics

Gastroenterology

Gynaecology and obstetrics

Interventional cardiology

Orthopaedics and Joint Replacement

Neurosciences

Profit and Loss Highlights – Q3 & 9M'FY26

Particulars	Q3FY26	Q3FY25	Y-o-Y	Q2 FY26	Q-o-Q	9MFY26	9MFY25	Y-o-Y
Revenue from Operations	120.2	102.2		118.9		346.2	305.7	
Other Operating Income	1.4	1.9		1.3		4.3	6.9	
Total Revenue	121.6	104.1	16.81%	120.2	1.11%	350.5	312.6	12.12%
Cost of Material Consumed	23.5	20.2		22.2		66.4	58.8	
Employee Benefits Expenses	21.4	18.5		20.3		62.2	55.0	
Other Expenses	54.5	42.3		53.7		156.8	129.2	
EBITDA	22.2	23.1	-4.38%	24.0	-8.10%	65.1	69.6	-6.39%
EBITDA Margin (%)	18.20%	22.23%		20.03%		18.58%	22.26%	
Depreciation	7.1	4.7		6.9		20.1	14.1	
EBIT	15.1	18.4	-18.70%	17.1	-12.84%	45.0	55.5	-18.82%
EBIT Margin (%)	12.35%	17.75%		14.33%		12.84%	17.73%	
Finance Cost	2.3	0.9		2.1		6.1	2.5	
Profit before Tax	12.8	17.5	-27.59%	15.0	-15.34%	38.9	53.0	-26.49%
Profit before Tax(%)	10.49%	16.93%		12.53%		11.11%	16.95%	
Tax	3.4	5.4		4.5		11.3	16.0	
Profit After Tax	9.4	12.1	-23.50%	10.5	-11.66%	27.6	37.0	-25.32%
PAT Margin (%)	7.71%	11.77%		8.82%		7.89%	11.85%	
EPS (As per Profit after Tax) Basic	1.14*	1.49*		1.29*		3.37*	4.51*	

Historical Profit and Loss Statement

Particulars	FY23	FY24	FY25
Revenue from Operations	361.0	400.2	407.1
Other Operating Income	5.7	5.3	8.5
Total Revenue	366.7	405.7	415.6
Cost of Material Consumed	75.9	83.0	78.8
Employee Benefits Expenses	62.0	68.9	73.0
Other Expenses	148.8	160.5	171.9
EBITDA	80.0	93.1	91.9
EBITDA Margin (%)	21.8%	23.0%	22.1%
Depreciation	14.9	18.0	19.0
EBIT	65.1	75.1	72.9
EBIT Margin (%)	17.8%	18.5%	17.5%
Finance Cost	9.2	7.1	3.5
Profit before Tax	55.9	68.0	69.4
Profit before Tax(%)	15.3%	16.8%	16.7%
Tax	17.0	20.3	19.4
Profit After Tax	38.9	47.7	50.0
PAT Margin (%)	10.6%	11.8%	12.1%
EPS (As per Profit after Tax) Basic	4.9	6.0	6.1

Professional and Experienced Leadership –Board of Directors



Dr. Om Tantia
Chairman & Managing Director

- Founding member of ILS Hospitals
- More than 40+ years of experience as a medical practitioner
- Recognized 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

C C



Shree Gopal Tantia
Vice Chairman

- More than 40 years of experience in administrative and corporate governance roles

M



Anurag Tantia
Executive Director

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

M M



Dr. Aruna Tantia
Non - Executive Director

- Senior consultant (gynecology 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

M



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.

M C



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

M M M



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

C M



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

C



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

M

Member

Chairman

Stakeholders Relationship Committee

CSR Committee

Executive Committee

Audit Committee

Nomination & Remuneration Committee

Awards & Accreditations



Great place to work Award



Leading chain of multispecialty award



Best Health care brand



The Eastern India Best Employer Brand Awards



NABH Nursing Excellence Certification



The Happening awards Bengal Brilliance



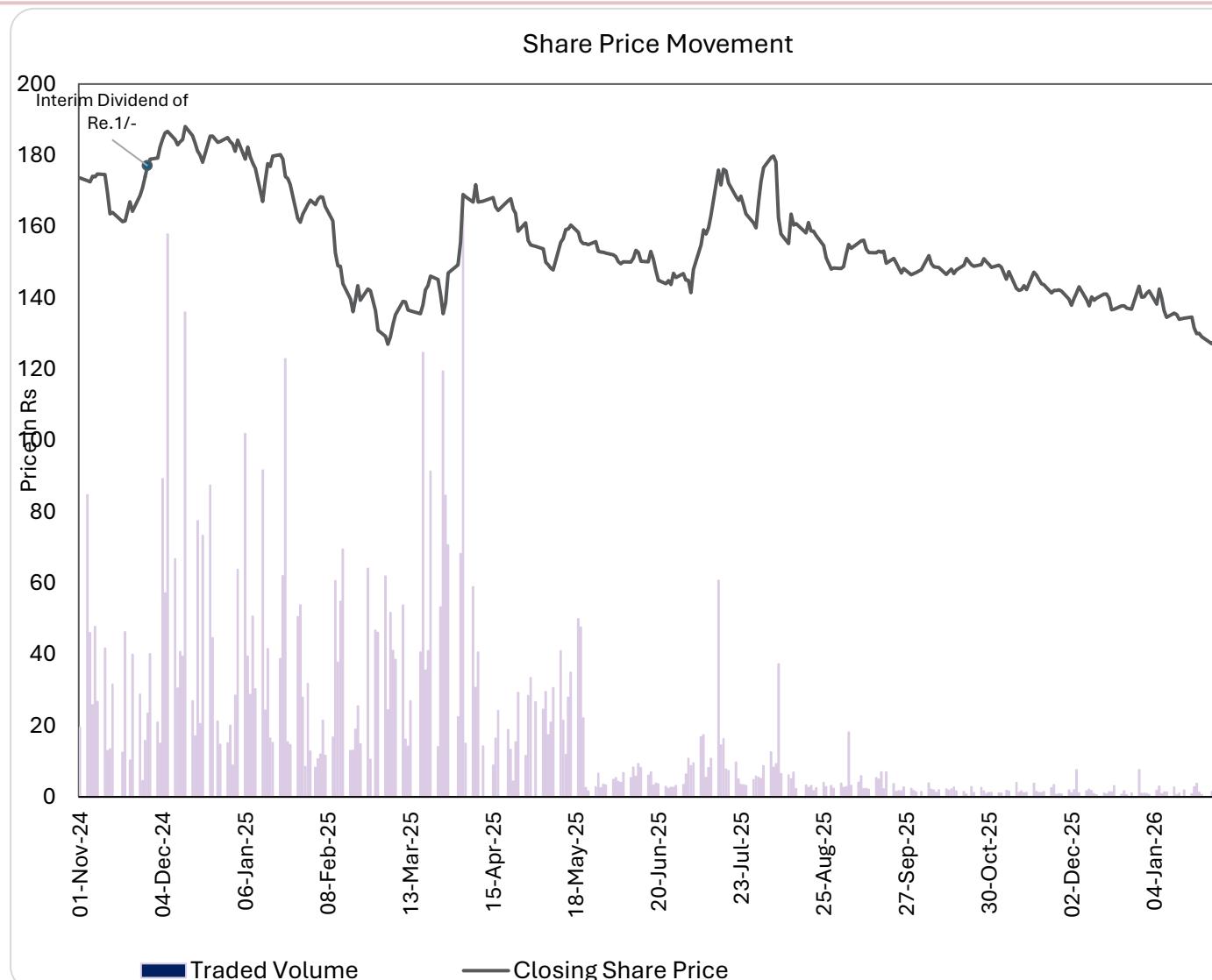
Eastern India Leadership Awards



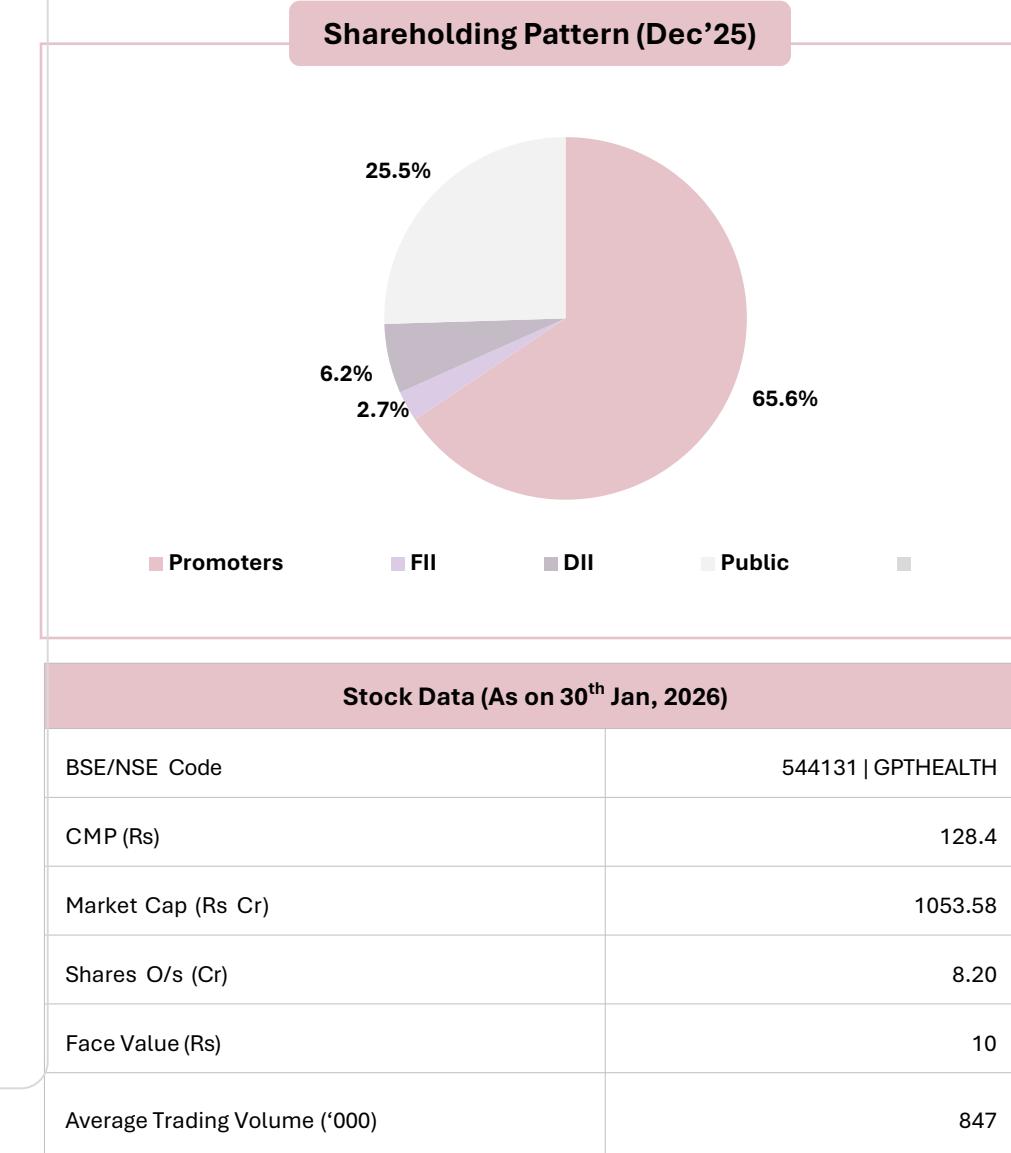
Quality Brand of India Award



Stock Information



Stock Price Chart as on 30-Jan-2025



COMPANY :



GPT HEALTHCARE LIMITED

CIN : L70101WB1989PLC047402

www.ilshospitals.com

Mr. Arijant Sonthalia

Ms. Mansi Mohta

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MUFG Pension & Market Services

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Ms. Sejal Bhattar

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THANK YOU

Meeting Request

Link

