



UniHealth Consultancy Limited

H2 FY24 Investor Presentation



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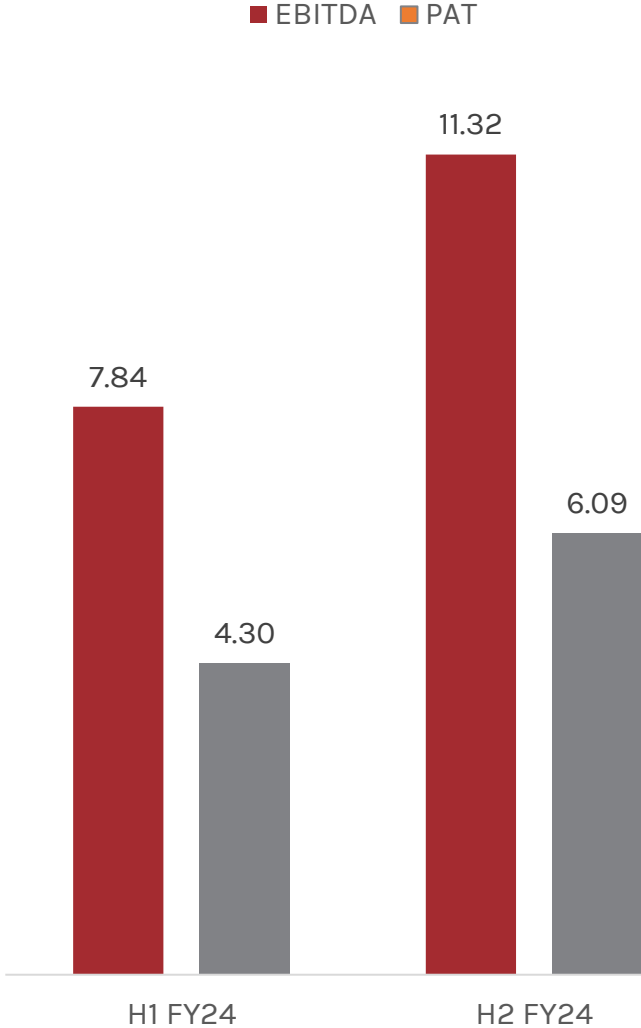


H2 FY24 Financial & Operational Highlights

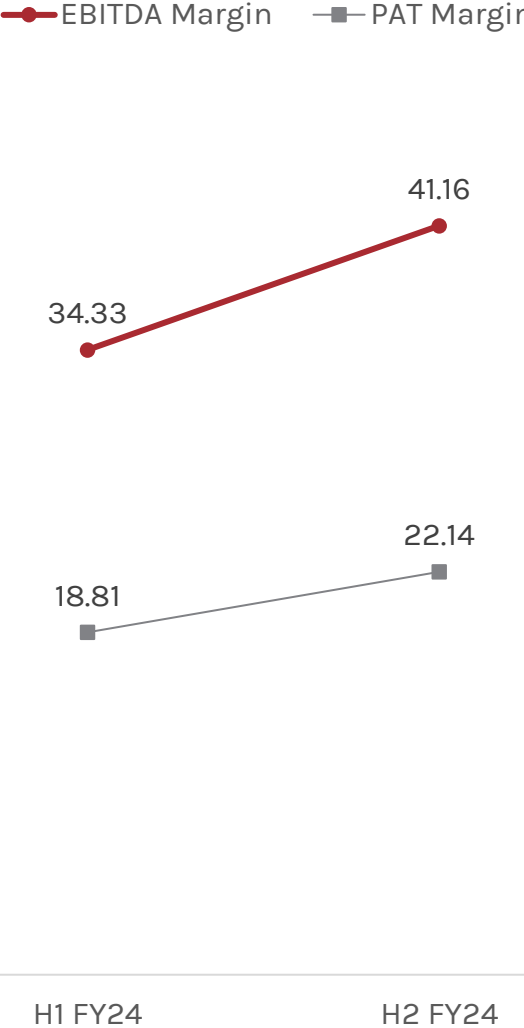
Total Income



EBITDA & PAT



EBITDA Margin & PAT Margin



All Figures In ₹ Cr and Margin In %

In ₹ Cr

Particulars	H2 FY24	H1 FY24
Revenues	26.65	22.10
Other Income	0.85	0.75
Total Income	27.50	22.85
Total Expenditure	16.18	15.01
EBITDA	11.32	7.84
EBIDTA Margin (%)	41.16	34.33
Finance Costs	1.73	1.53
Depreciation	1.12	1.14
PBT	8.47	5.17
Tax	2.39	0.87
PAT	6.09	4.30
Total Comprehensive Income	6.06	4.24
Net Profit Margin (%)	22.14	18.81



UniHealth and Myanmar Airways International launch the UniHealth - MAI Medical Travel Program.

- Enhance the Medical Value Travel experience for patients from Myanmar
- Provides seamless access to UniHealth's partner hospitals in India
- Combines healthcare expertise with aviation proficiency
- Offers personalized treatment plans and discounted airfare
- Positions India as a preferred destination for global medical travelers
- Targets Myanmar's rapidly growing medical tourism industry



UniHealth Pharmaceuticals partners with Fixderma India to transform skincare in Africa.

- Fixderma's products include solutions for acne management, sun protection, anti-aging, and general skincare
- Aims to provide access to Fixderma's premium skincare products in Africa
- Focuses on addressing diverse skin concerns with scientifically backed formulations
- Collaboration expected to streamline supply distribution Anticipates skincare becoming an integral part of healthcare in Africa



UniHealth Consultancy Limited partners with North Coast Healthcare Solutions Limited in Kenya

- Focuses on providing detailed design consultancy for Links Hospital in Mombasa
- Aims to create a visionary 200 bed tertiary care multi-specialty hospital
- Services include project planning, architectural design, and interior design
- Emphasizes sustainability and patient-centric environments
- Commits to working closely with North Coast Healthcare Solutions for Links Hospital's success

Conducts successful Spine & Orthopaedic Surgical & OPD Camp at UMC Zhahir Hospital.



UniHealth's commitment to holistic healthcare solutions shines through the success of the surgical camp.



Company Overview

Unihealth Consultancy Limited (Unihealth, The Company), founded in 2010 and headquartered in Mumbai, is a prominent healthcare service provider with a global presence, particularly in Africa. The Company is healthcare service provider having its presence in diverse business segments, that include medical centers, hospitals, consultancy services, distribution of pharmaceutical and medical consumable products and medical value travel.

Under the renowned 'UMC Hospitals' brand, the company expertly manages two multi-speciality facilities: UMC Victoria Hospital in Kampala, Uganda, and UMC Zhahir Hospital in Kano, collectively operating a cumulative bed strength of 200 operational beds. Unihealth also operates 'Unihealth Medical Centre,' a dedicated dialysis facility in Mwanza, Tanzania.

The Company is involved in healthcare consultancy projects in India and multiple countries across the African continent and excels in exporting and distributing pharmaceutical and medical consumable products to Uganda, Tanzania, and Nigeria, serving as reputable distributors for several Indian manufacturing companies across these African nations. In a significant development, Unihealth was successfully listed on the NSE Emerge Platform in September 2023.

Key Facts



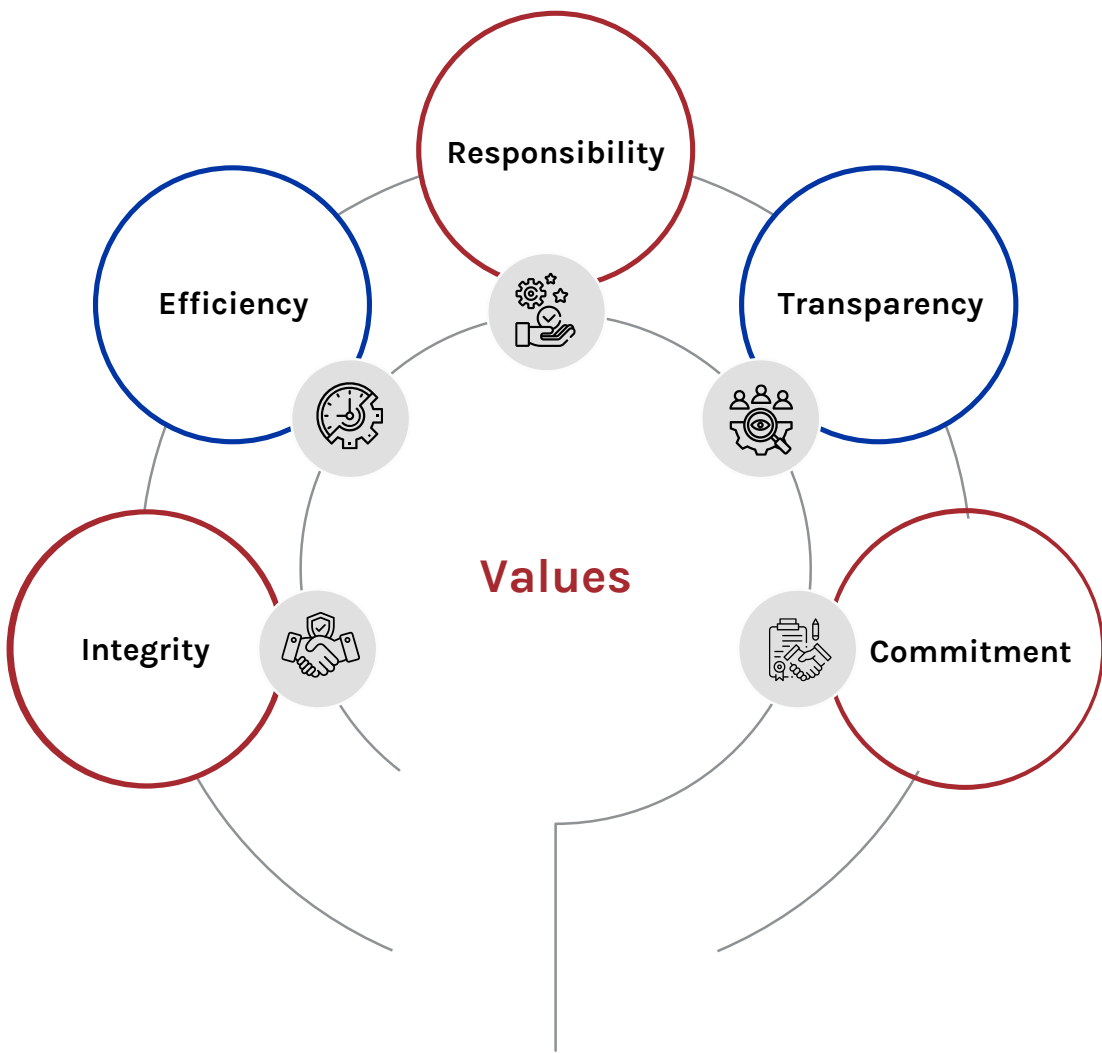


Vision

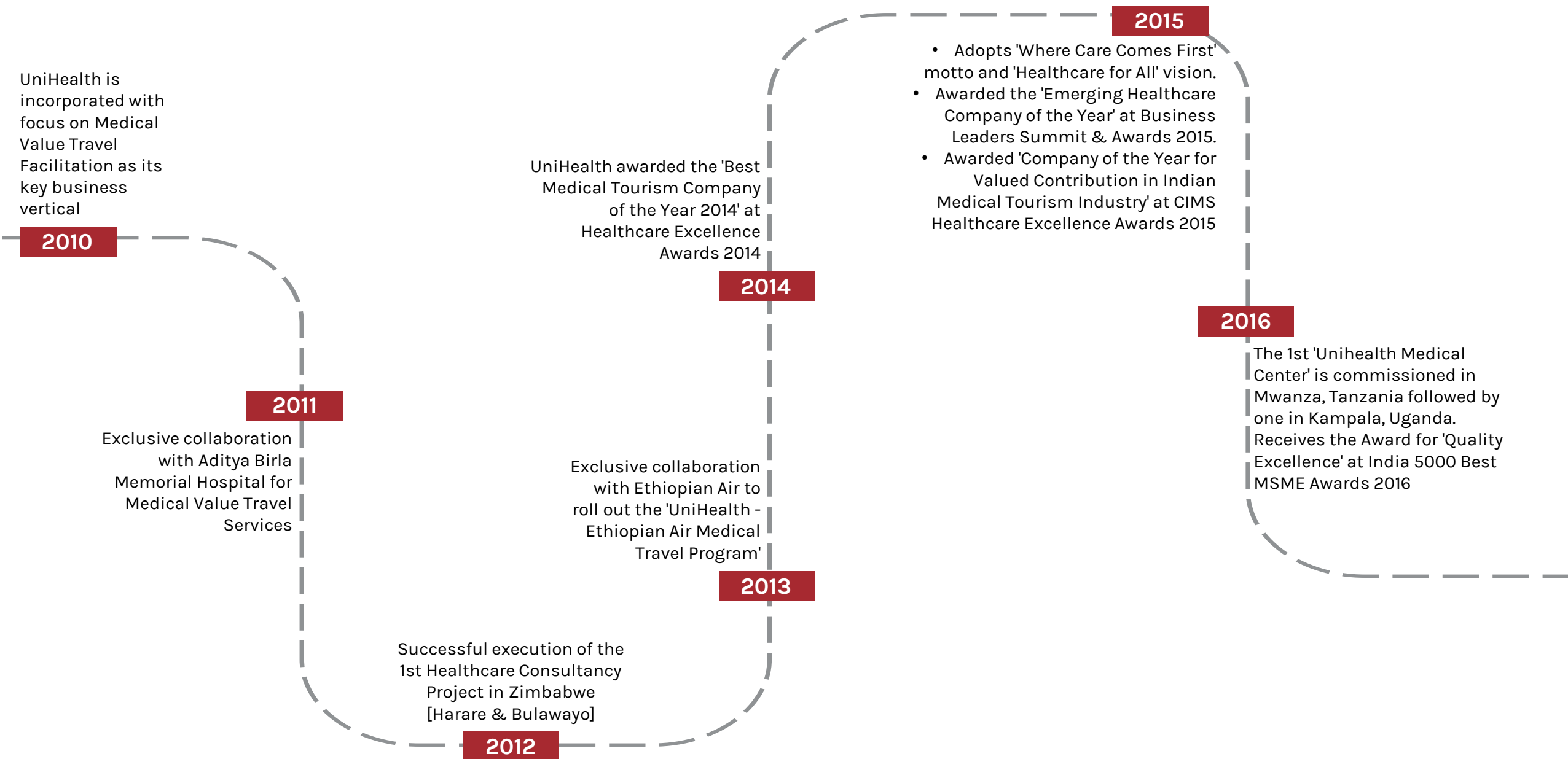
To be Global Leader in the Healthcare Industry and Provide Effective Healthcare Services

Mission

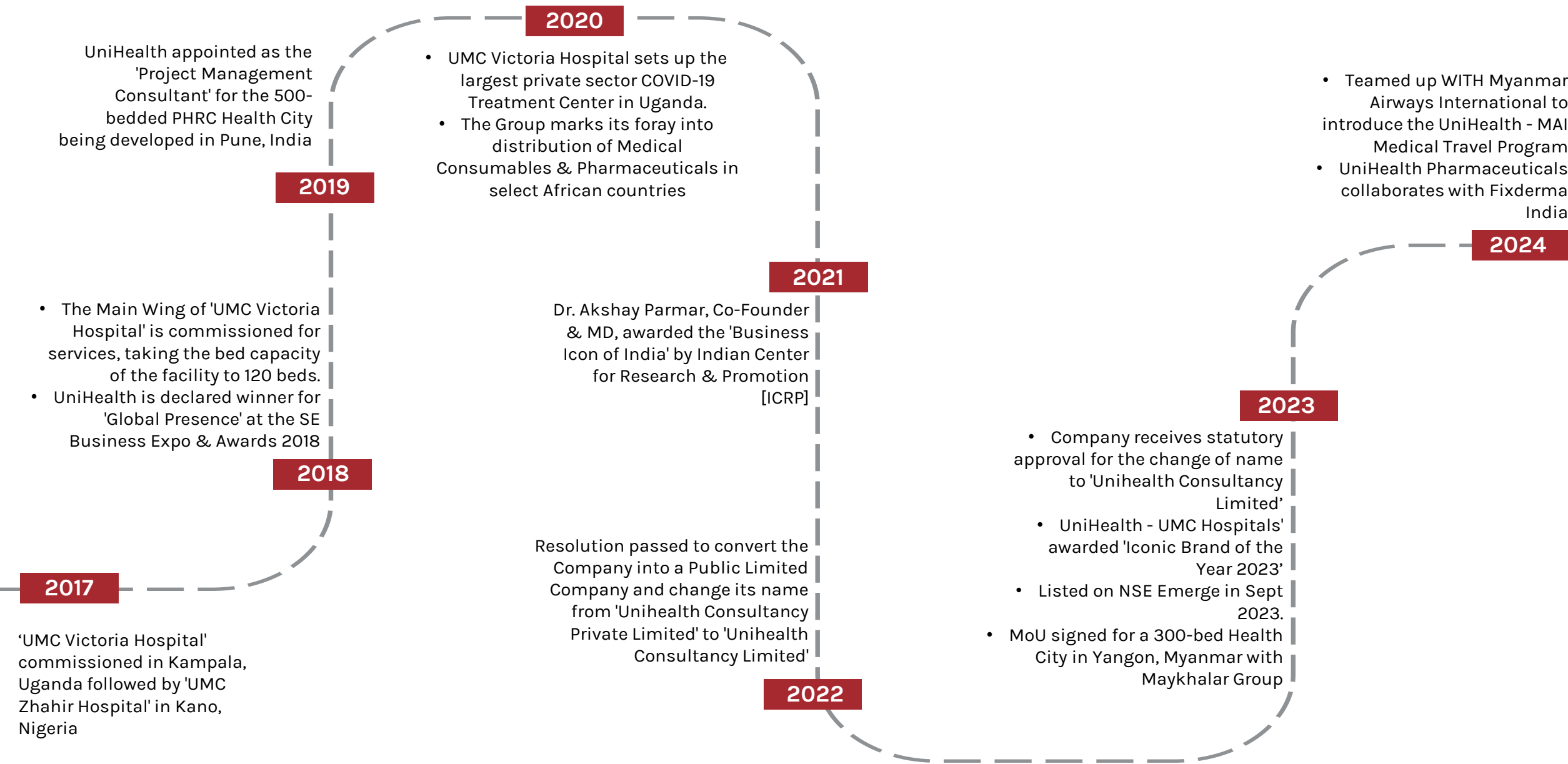
To create value for customers, employees and society



Evolution Of Unihealth : A Timeline Of Milestones



Evolution Of Unihealth : A Timeline Of Milestones



Subsidiaries	Unihealth Pharmaceuticals Private Limited	Export & Distribution of Pharmaceuticals & Consumables
	Biohealth Limited	Operates Unihealth Medical Centre in Mwanza, Tanzania
	Unihealth (Tanzania) Limited	Provides Healthcare Services in Tanzania
	Aryavarta FZE	Provides Management Consultancy Services
	Unihealth Holdings Limited	To invest into and provide Healthcare Services across Africa
	UMC Hospitals Private Limited	To invest into and provide Healthcare Services in India
Joint Ventures	Victoria Hospital Limited	Owns & Operates UMC Victoria Hospital in Kampala, Uganda
	UMC Global Health Limited	Operates UMC Zhahir Hospital in Kano, Nigeria
Associate Companies	UHS Oncology Private Limited	Setting up Cancer Care Centers
	Unihealth (Uganda) Limited	Distribution & Trading of Pharmaceuticals & Consumables



The African market emerges as the primary revenue source, accounting for 90% in FY23

'Best Medical Tourism Company of the Year'

Received the award from Worldwide Achievers in 2014

'India 5000 Best MSME Award for Quality Excellence'

Recognized at the India 5000 Best MSME Awards 2016

'Emerging Healthcare Company of the Year'

Honored at the Business Leaders' Summit & Awards 2015.

'Company with Global Presence'

Received award at the Small Enterprise Business Expo & Awards 2018.

'Company of the Year for Valued Contribution in Indian Medical Tourism Industry'

Acknowledged at the CIMS Healthcare Excellence Awards 2015

'Iconic Brand of the Year'

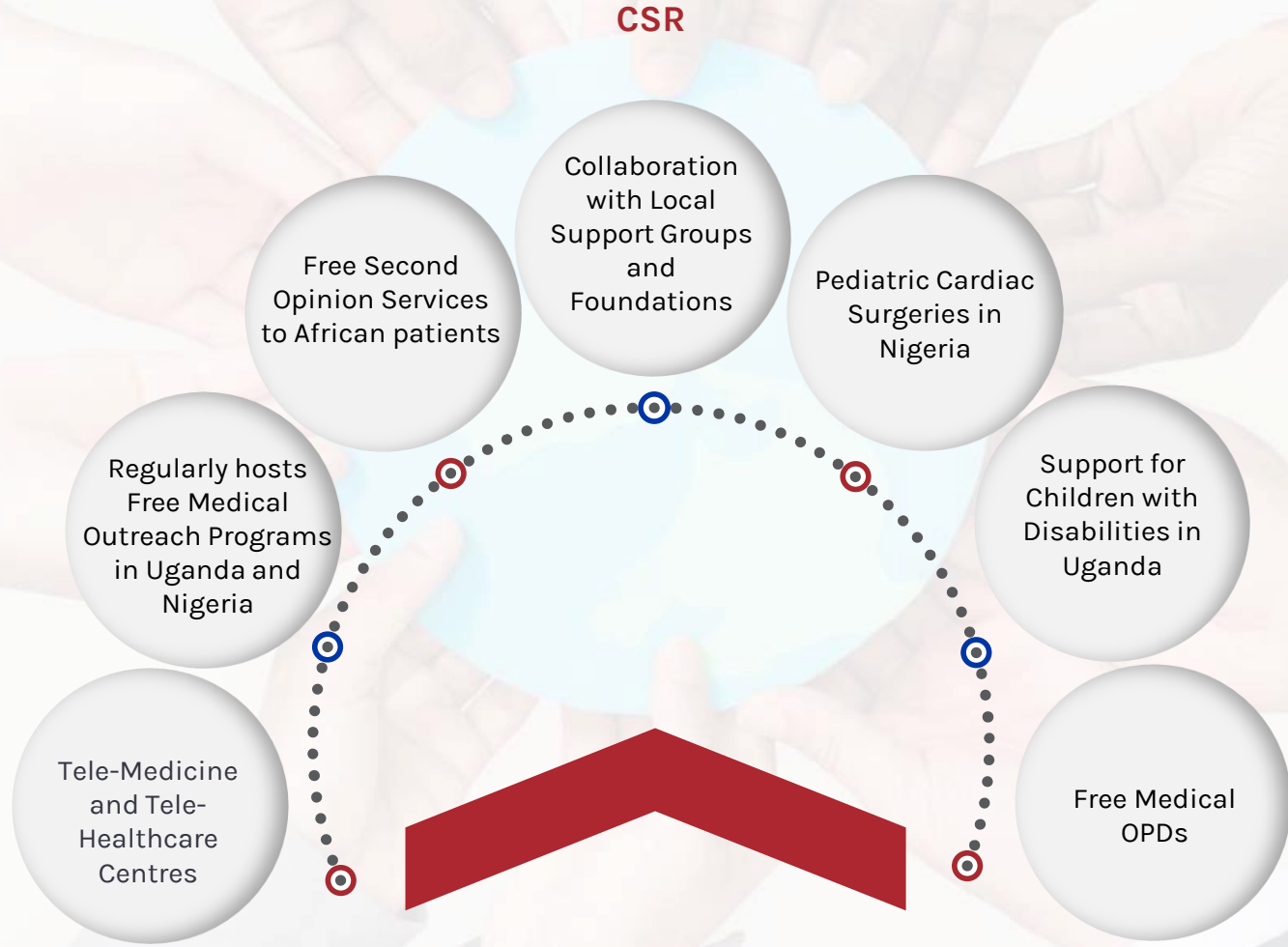
UMC Hospitals | UniHealth was honored by Blossom Media Private Limited and BSE SME in 2023

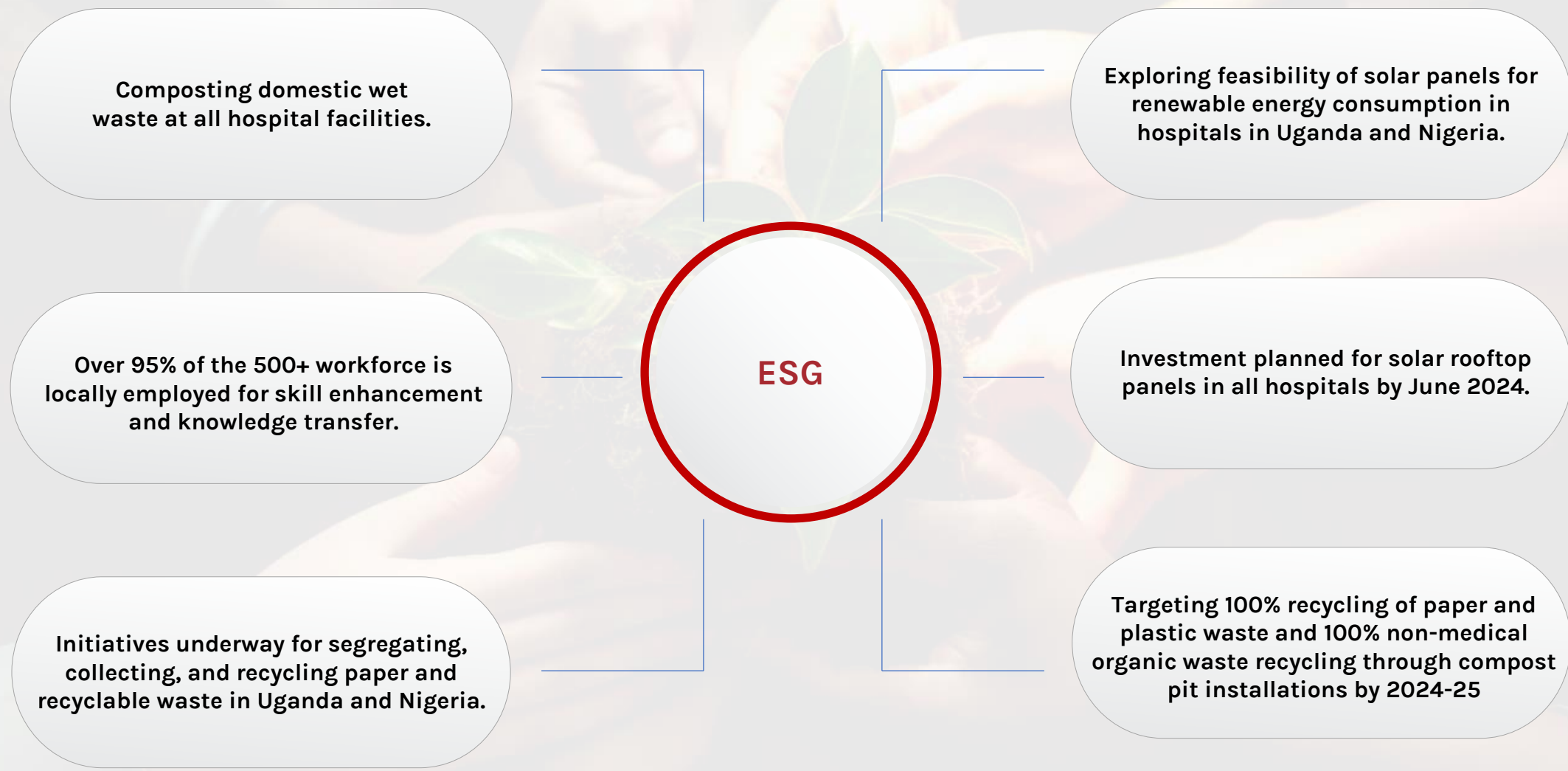
'Company of the Year 2023 - Global'

Awarded at the Business Excellence Awards 2023



“The Company’s 'United in Healthcare Initiative' strives to provide effective, sustainable, and affordable healthcare to economically weaker sections, with key programs underway.”







Management Overview



Dr. Akshay Parmar
Founder & Managing Director

Dr. Akshay Parmar has been instrumental in expanding consultancy, distribution, and overseeing medical facilities in Tanzania and Nigeria.

With an M.B.B.S. from KJ Somaiya Medical College and Certificate in 'Value Creating Financial Strategies' from ISB, he's a vital figure in the Group's financial and tech initiatives.



Dr. Anurag Shah
Founder & Director

Dr. Anurag Shah leads the company's growth and expansion since its inception in 2010.

He's an experienced traveler with insights from over 50 countries and, in 2017, he took on the role of Managing Director at UMC Victoria Hospital in Kampala, Uganda.

He holds an M.B.B.S. degree from KJ Somaiya Medical College & Research Center, Mumbai, which adds to his healthcare expertise.



Mr. Parag Shah
Executive Director & Chief Finance Officer

Mr. Parag Shah brings over 25 years of expertise in administration, finance, and accounts.

With a strong work ethic and a system-oriented approach, his extensive experience in accounts and banking, gained through various administrative roles, has proven invaluable.

He completed his B. Com at Gujarat University before relocating to Mumbai to embark on his professional career.



Mrs. Riddhi Javeri
Independent Director

Mrs. Riddhi, with an M. Phil. in Bioscience Enterprises from the University of Cambridge,

She brings a wealth of experience spanning the biopharmaceutical value chain, including generic and innovative medicines and biotechnology.

Her global exposure, gained through roles at Cipla, Novartis, and Pfizer, extends across regulated markets like the USA, EU, Japan, BRICS, and various African regions.



Dr. Harsh Sheth
Independent Director

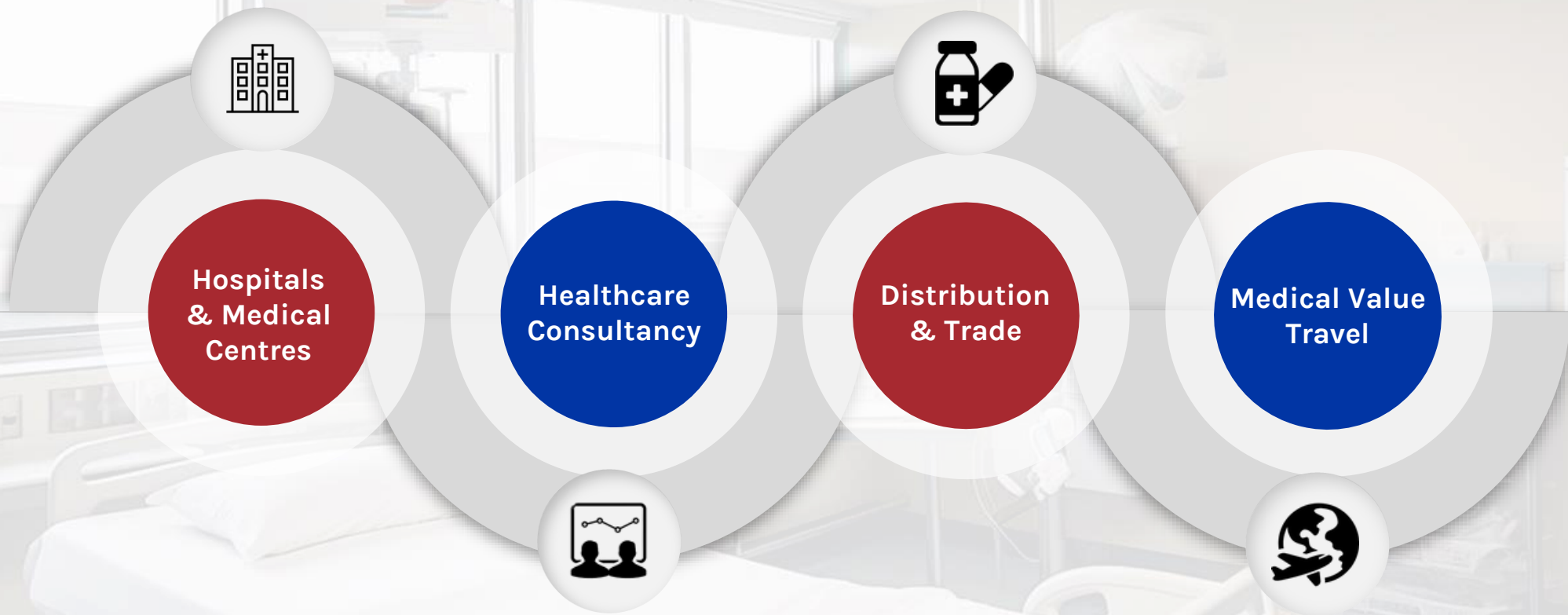
Dr. Harsh Sheth, an experienced Advanced Laparoscopic and Bariatric Surgeon in Mumbai.

He holds a significant role at various top hospitals in Mumbai and is known for his minimally invasive GI surgeries. With an M.S. in General Surgery from Seth G.S. Medical College & KEM Hospital, he has also conducted research at Stanford University and AIIMS.

His clinical and research expertise adds value to the Group's operations.



Business Overview





UMC Hospitals, a leading healthcare provider in Africa headquartered in India, is committed to comprehensive medical services across the continent. With state-of-the-art hospitals in Uganda and Nigeria, complemented by medical centers, and specialized facilities in Tanzania, UMC aims to expand, prioritizing patient care with the motto 'Where Care Comes First.' Presently, under the 'UMC Hospitals' brand, the group manages 200 tertiary care beds across its facilities in Uganda, Nigeria, and Tanzania.



UMC Victoria Hospital
Kampala, Uganda

Established 2017

120 beds

Advanced Tertiary Care
Across Specialties



UMC Zhahir Hospital
Kano, Nigeria

Established 2017

80 beds

Advanced Tertiary Care
Across Specialties



Unihealth Medical Center
Mwanza, Tanzania

Established 2016

Specialized Healthcare Hub:
Focused Dialysis Services

UMC Hospitals is a healthcare provider in Africa, delivering quality medical services with state-of-the-art facilities in Uganda, Nigeria, and Tanzania

UMC Victoria Hospital Kampala, Uganda



Dialysis Unit



Modular Operation Theater Complex



Maternity Ward



Intensive Care Units

UMC Zhahir Hospital Kano, Nigeria



Radiology (CT Scan)



Minor OT Room



OT Complex



Reception Area

Comprehensive Healthcare Services Offered at UMC Victoria Hospital and UMC Zhahir Hospital by Unihealth



General Medicine



General Surgery



Laparoscopic Surgery
(Minimally Invasive)



Orthopedics & Spine



Neurology & Neurosurgery



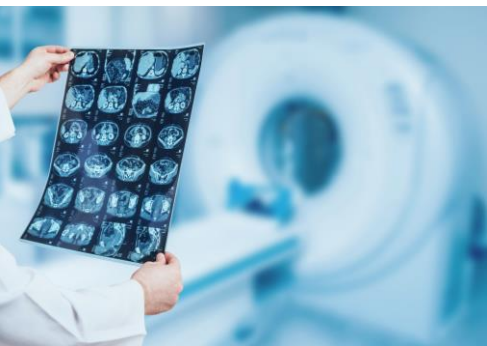
Obstetrics & Gynecology



Pediatrics & Neonatology



Gastroenterology (including
Endoscopy & Colonoscopy)



Comprehensive Diagnostics
& Radiology



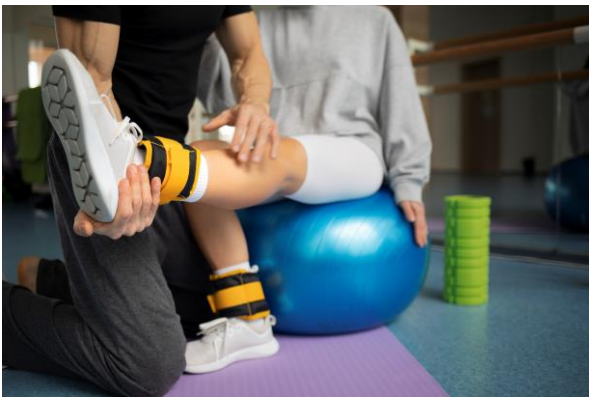
Nephrology & Urology
(including Dialysis)



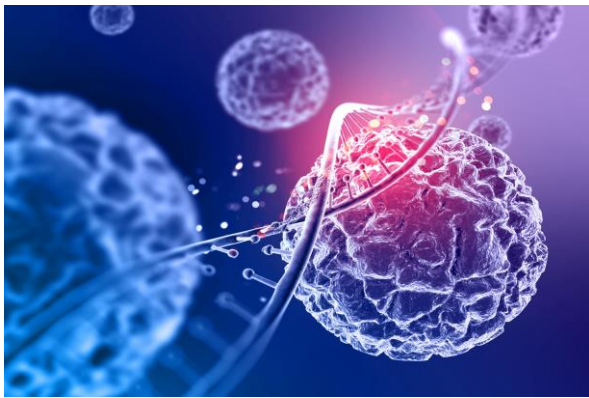
Intensive Care



Dermatology & Cosmetology



Rehabilitative Medicine



Oncology



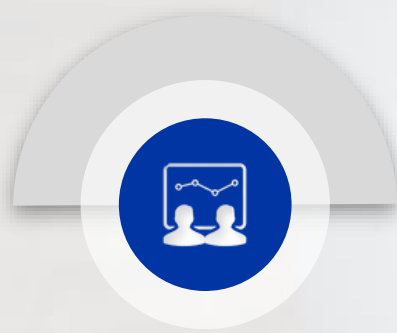
ENT



Dental Services



Ophthalmology Services



UniHealth offers end-to-end solutions following global standards and practices. The Group has become a one-stop service provider, assisting clients from pre-development stages to successful project commissioning. The Company has completed projects in various international locations and actively collaborates with international companies, professionals and consultants, making it an ideal partner for healthcare projects worldwide.

Services



UniHealth stands as a global one-stop healthcare solution provider, ensuring project success with international standards and a collaborative team of experienced professionals.



UniHealth serves as the authorized distributor for a wide range of medical consumables and pharmaceutical products. The Company actively exports from India to multiple African countries. The Distribution & Trade division of UniHealth is efficiently managed by a dedicated team of professionals with profound expertise. Company's capabilities span procurement, logistics management, customs clearance, and banking documentation, ensuring smooth and reliable operations.

Distribution Partnerships



Reliance Lifesciences



Levram Lifesciences



Unisur Lifecare



Hemant Surgical

UniHealth, as an authorized distributor, seamlessly exports medical and pharmaceutical consumables from India to various African countries



UniHealth is a leading provider of medical travel facilitation services, assisting international patients seeking specialized treatments in India. With a network of over 50 tertiary care hospitals, the Group prioritizes patient care and comfort. The Medical Travel Division of UniHealth managed the International Division of Aditya Birla Memorial Hospital in Pune, India, from 2011 to 2019, venturing into the medical travel sector. Company also collaborated with Ethiopian Air, offering the 'UniHealth - Ethiopian Air Medical Travel Program' from 2013 to 2016, catering to patients from across Africa. Backed by a dedicated team, UniHealth provides comprehensive services, including transportation, accommodations, concierge services, interpreters, and healthcare attendants, ensuring a seamless patient experience.

Key Services

Pre-Travel Services

- Free Treatment Opinions
- Tele & Video Consultations
- Pre-Travel Clinical Assessment
- Medical Visa Assistance
- Ticket Booking Assistance
- Dedicated Relationship Manager

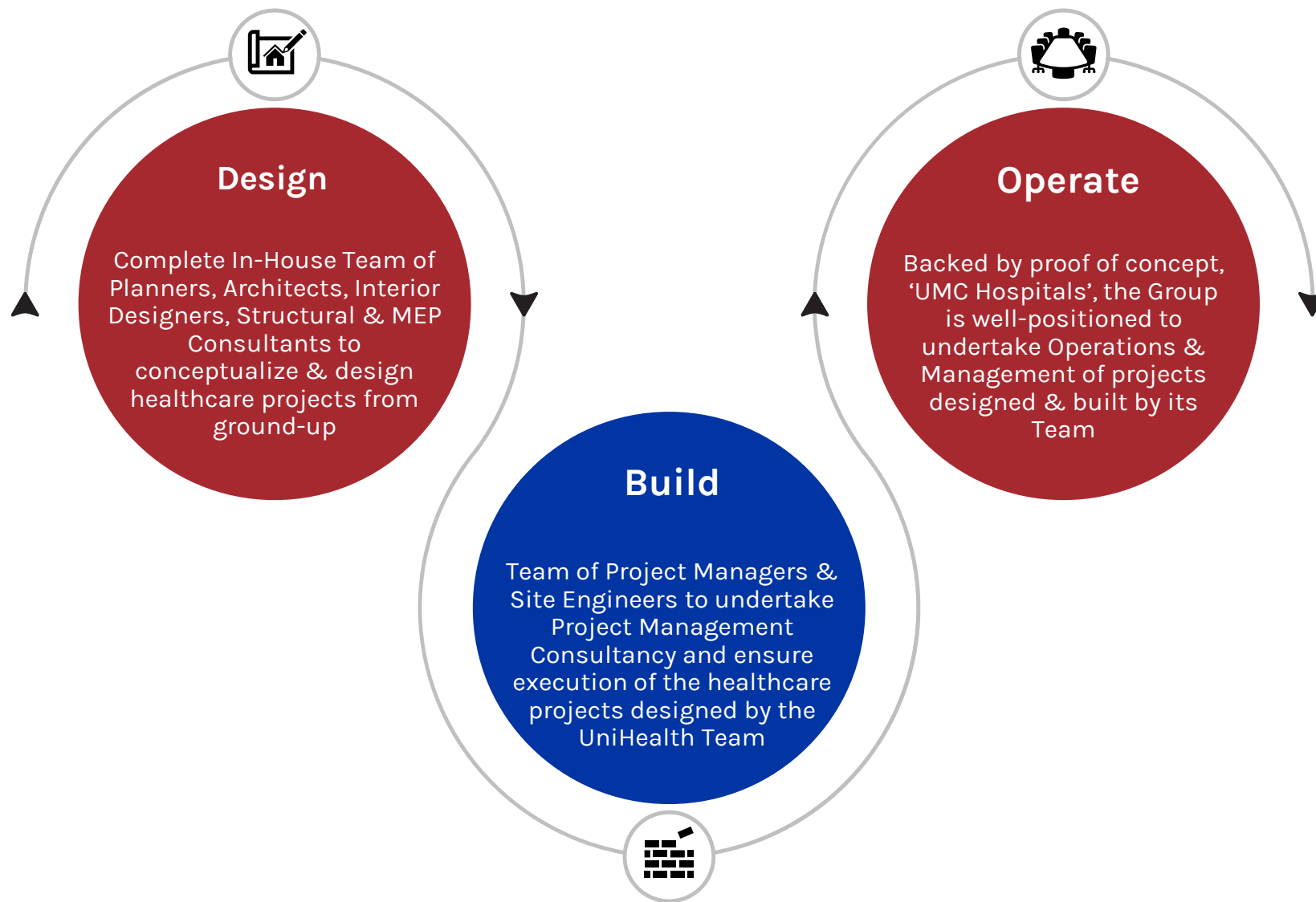
Services in India

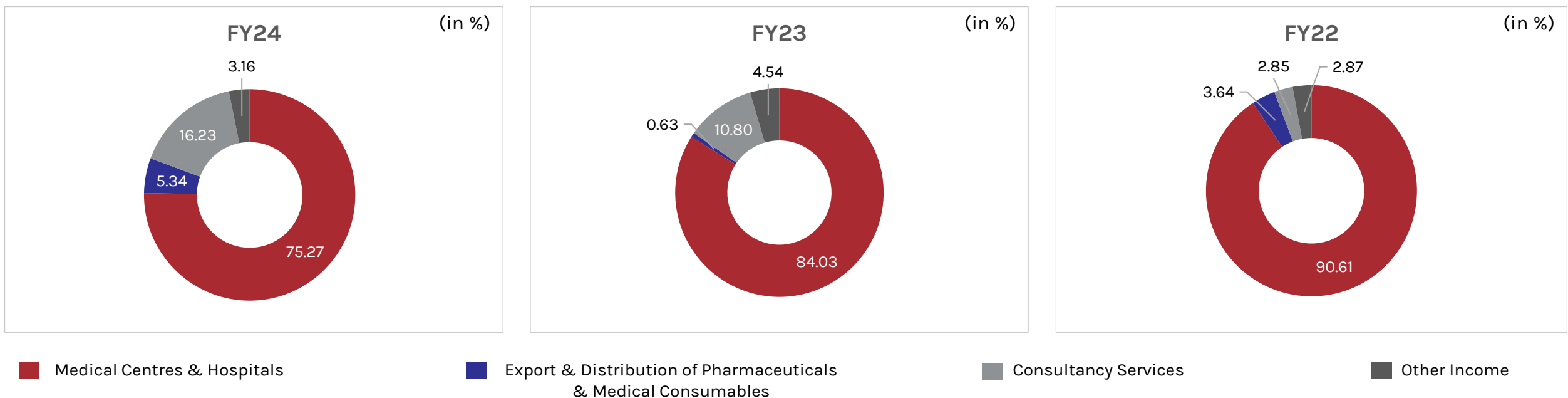
- Fast Track Treatment Scheduling
- Round the Clock Concierge Services
- Language Interpretation Services
- Hotel & Apartment Booking Assistance
- Forex & SIM Card Facilitation
- Regular Treatment Updates to Relatives

Post-Travel Services

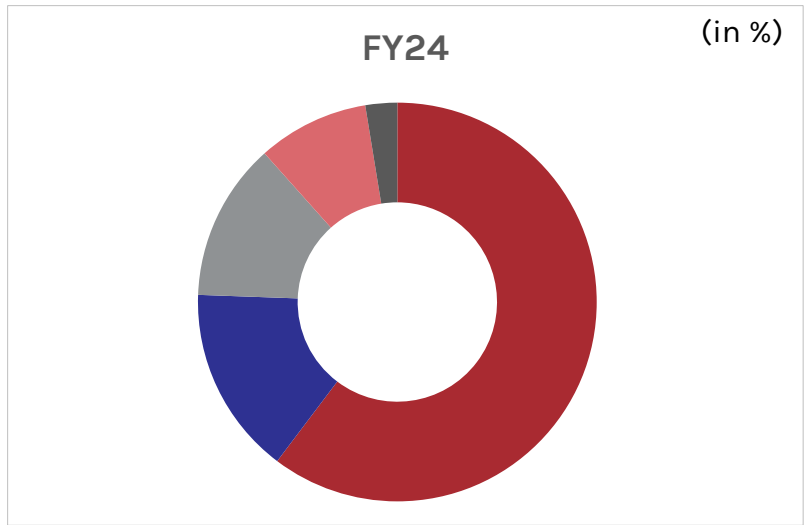
- Tele & Video Consultations
- Post-Travel Clinical Assessment
- Regular Clinical Follow Up

UniHealth excels in medical travel, providing seamless services and collaborations for international patients seeking specialized treatments in India



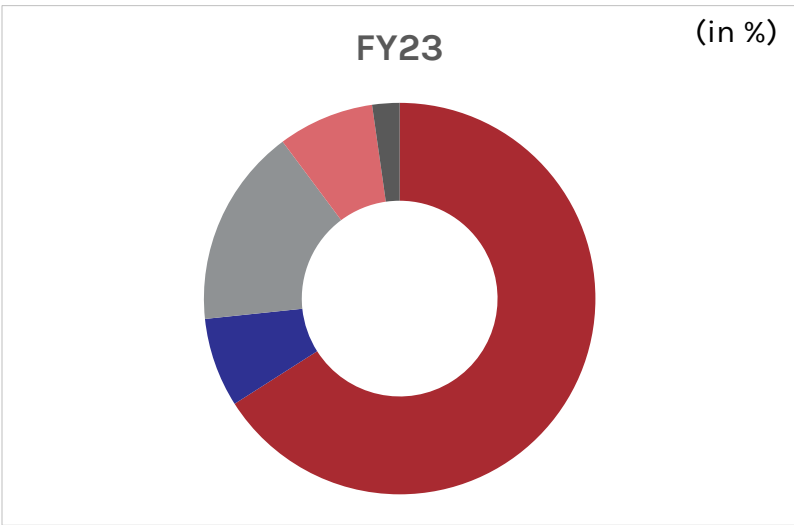


Business Verticals	FY24	FY23	FY22
Medical Centres & Hospitals	37.90	38.68	34.37
Export & Distribution of Pharmaceuticals & Medical Consumables	2.69	0.29	1.38
Consultancy Services	8.17	4.97	1.08
Other Income	1.59	2.09	1.09
Total	50.35	46.03	37.93

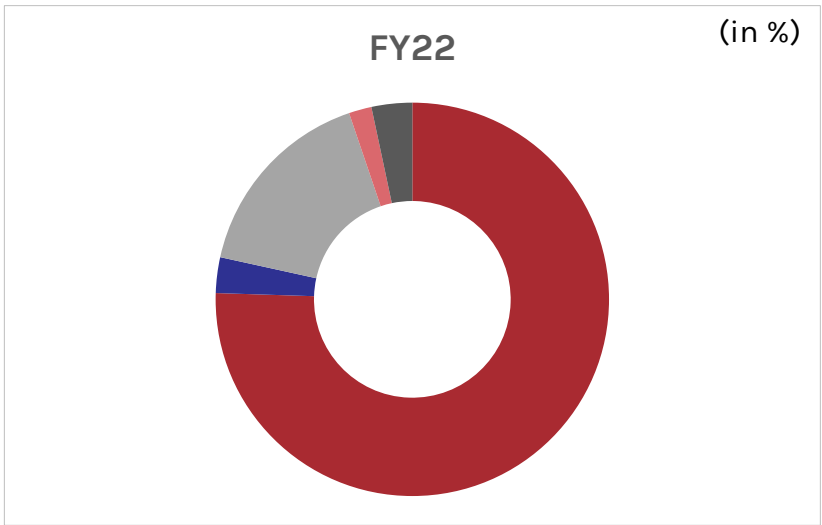


■ Uganda

■ India



■ Nigeria



■ UAE

■ Tanzania

Geographic Segment	FY24	FY23	FY22
Uganda	30.19	30.14	27.81
India	7.65	3.37	1.08
Nigeria	6.42	7.52	6.02
UAE	4.52	3.63	0.69
Tanzania	1.29	1.03	1.23
Less: Inter Segment Revenue	1.32	1.76	0.00
Total	48.75	43.93	37.93



Industry Overview



Health Care Market Set to Surge, Projected Revenue of US\$85.95 Billion by 2027

- The Health Care market's projected revenue for 2023 is US\$ 57.86 billion.
- The annual growth rate (CAGR) from 2023 to 2027 is estimated at 10.40%, resulting in a projected market volume of US\$ 85.95 billion by 2027.
- The largest share of revenue, with a projected market volume of US\$ 19,070.00 million in 2023, is expected to come from China.
- The Health Care market is expected to have 1.6 billion users by 2027.
- User penetration is predicted to be 15.0% in 2023 and is projected to increase to 19.8% by 2027.
- The anticipated average revenue per user (ARPU) is US\$ 50.20.

Source: Statista

India's Healthcare: A Vital Economic Contributor with Robust Public-Private Components. Renowned for Cost-Competitive Advantages, it excels in Medical Tourism and Clinical Research, Attracting Global Recognition.

- The sector employs 7.5 million people as of 2024.
- Advances in telemedicine, virtual assistants, and data analytics are expected to create 2.7-3.5 million new tech jobs.
- Public expenditure on healthcare was 2.1% of GDP in FY23, up from 1.6% in FY21.
- Premiums underwritten by health insurance companies in FY24 (till February) grew to Rs. 2,63,082 crore (US\$ 31.84 billion), with the health segment holding a 33.33% share of total gross written premiums.
- The doctor population ratio is 1:854, assuming 80% availability of 12.68 lakh registered allopathic doctors and 5.65 lakh AYUSH doctors.

Indian Medical Tourism Market

- The medical tourism market was valued at US\$ 7.69 billion in 2024, projected to reach US\$ 14.31 billion by 2029. In 2023, 634,561 foreign tourists visited India for medical treatment.
- India ranks as a leading destination for medical value travel, with a market size of US\$ 5-6 billion and 500,000 international patients annually.
- The e-health market size is estimated to reach US\$ 10.6 billion by 2025.

Government Allocations

- In the Interim Union Budget 2024-25, the government allocated Rs. 90,659 crore (US\$ 10.93 billion) to the Ministry of Health and Family Welfare (MoHFW).
- The Indian government is planning to introduce a credit incentive programme worth Rs. 50,000 crore (US\$ 6.8 billion) to boost the country's healthcare infrastructure.

Source: India Brand Equity Foundation (IBEF)



Costs and Revenues in Healthcare: India vs. Africa

Major hospital chains, with over 1,000 beds across multiple facilities, typically generate daily revenues ranging from Rs. 23,000 to Rs. 60,000 per occupied bed.

Setting up a multi-specialty tertiary care hospital in India costs around Rs. 1 crore per bed, while a similar facility in Africa, with a bed capacity of 70 to 120 beds, is estimated at approximately US\$100,000 per bed.



Source: International Finance Corporation [IFC]

In India



Healthcare Consultancy

> 3 million hospital beds needed by 2030

Operations & Management

Increasing competition resulting in increasing need for professional management

Healthcare IT & Analytics

Mobile apps, e-commerce & e-health solutions

Training & Education

1.54m doctors & 2.4m nurses needed 58,000+ job opportunities in para-medical & technical verticals

In Sub-Saharan Africa



Hospitals & Clinics

> Us\$ 30 billion investment needed in healthcare infrastructure

Manufacturing Industry

Import market > us\$14.5 billion
70% of products imported from outside the continent

Healthcare IT & Analytics

Mobile apps, e-commerce & e-health solutions

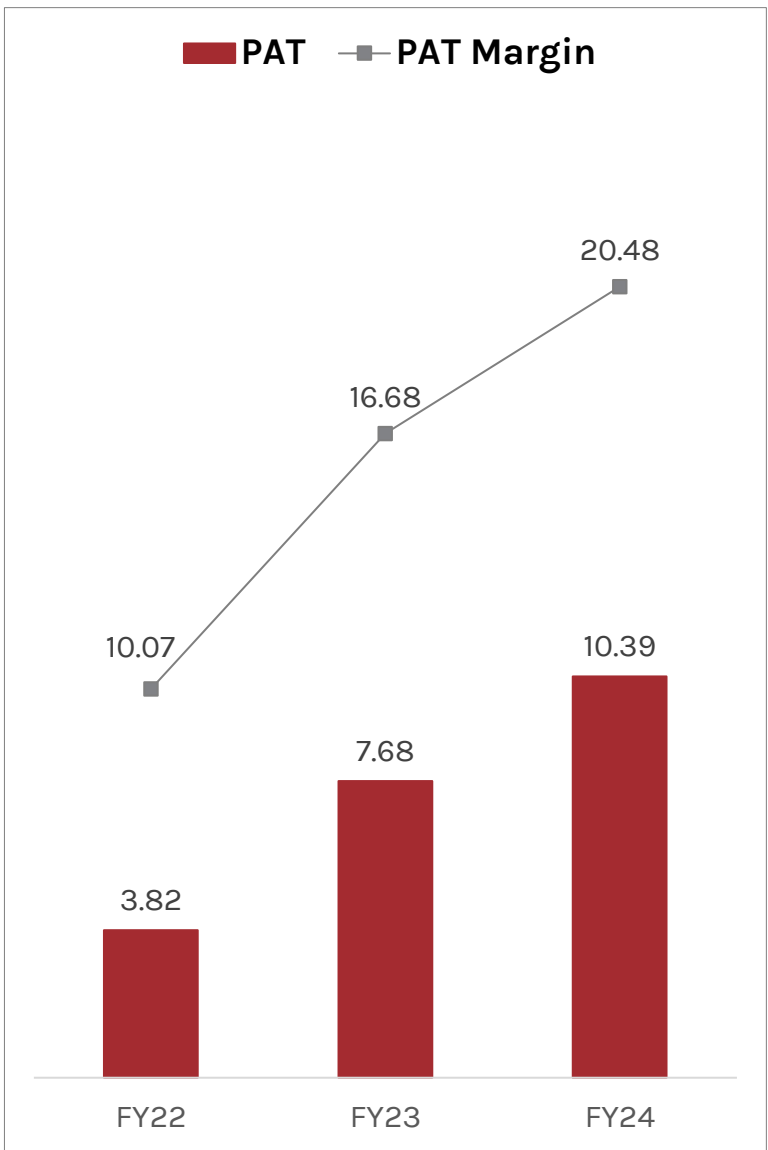
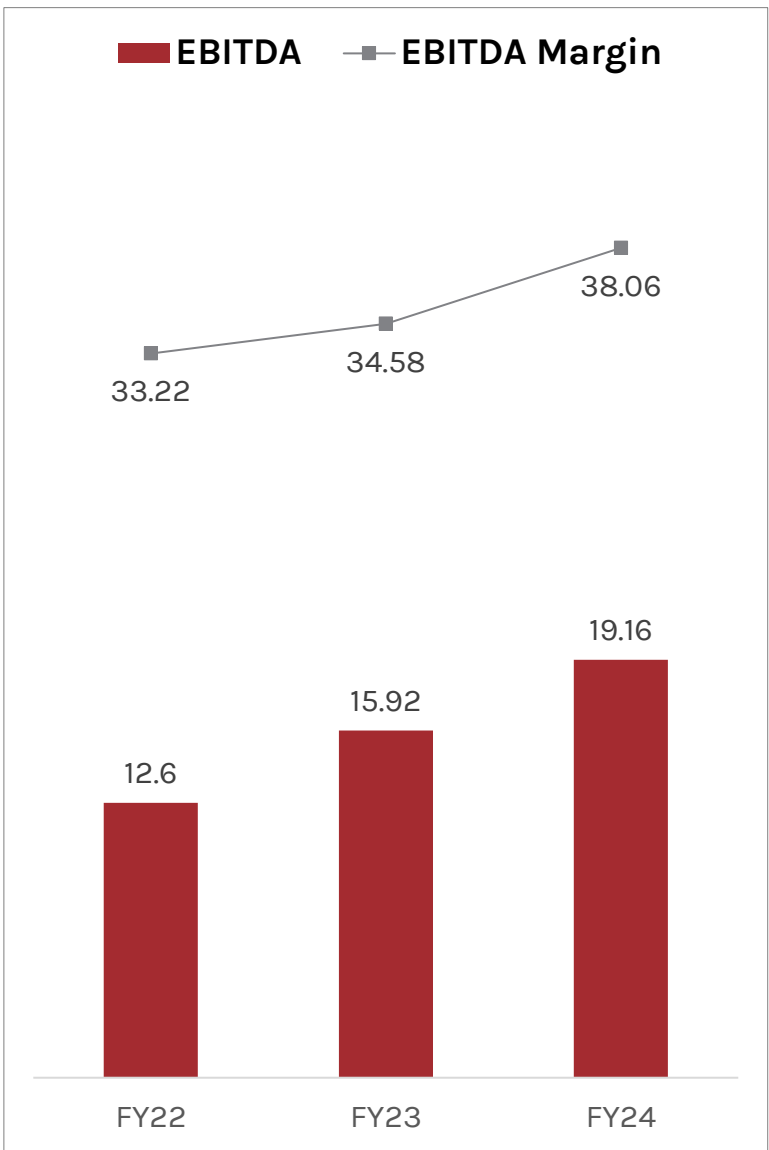
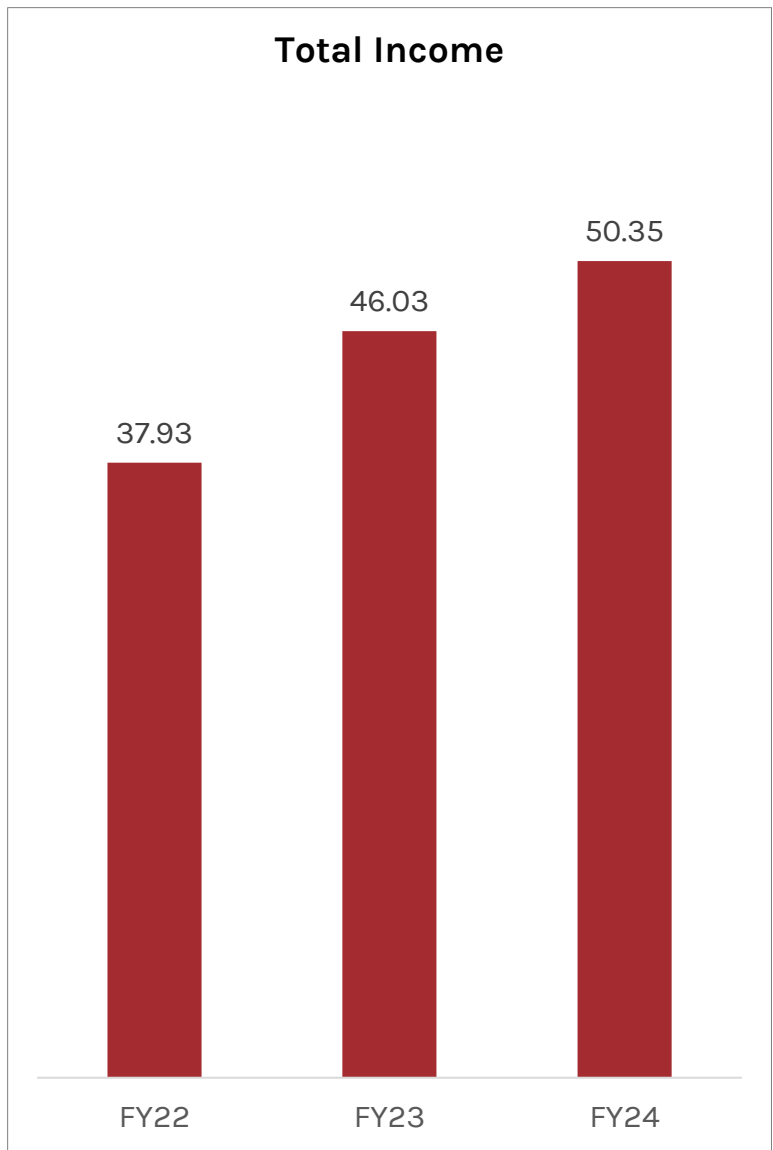
Training & Education

Vocational training
Skill development
Nursing institutes
Medical colleges

Source: IBEF and International Finance Corporation



Financial Overview



All Figures In ₹ Cr and Margin In %

Consolidated Profit & Loss Statement

In ₹ Cr

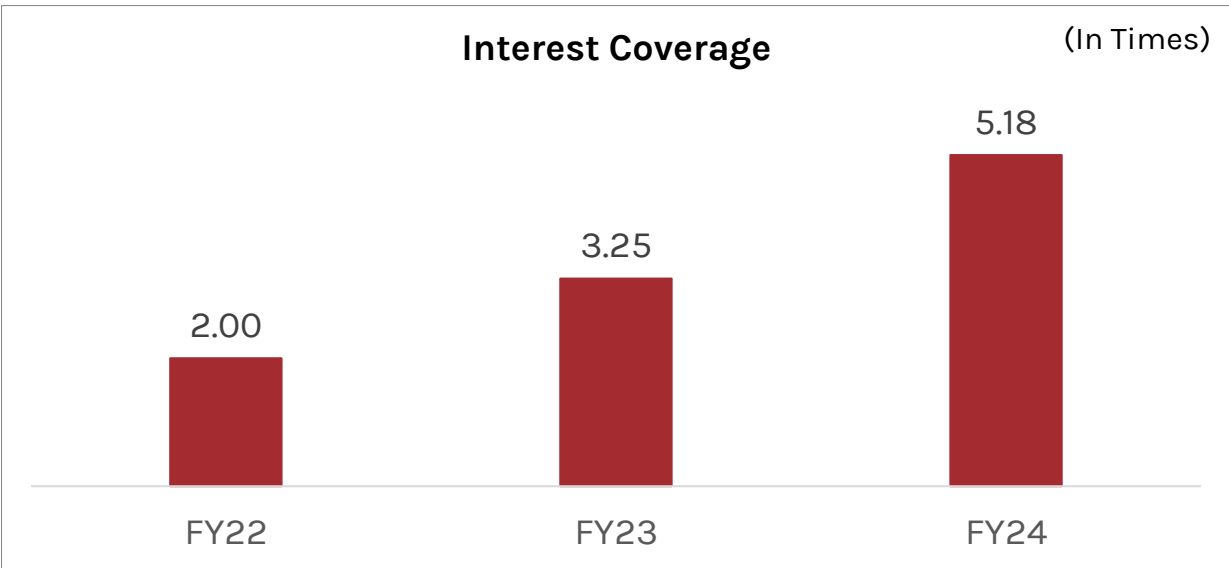
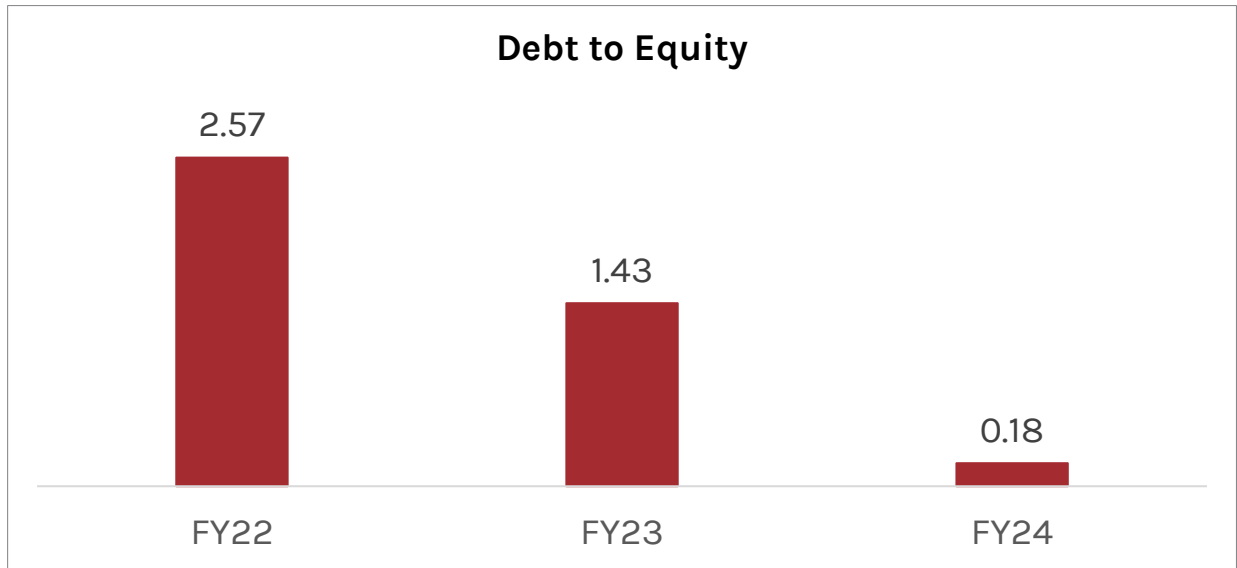
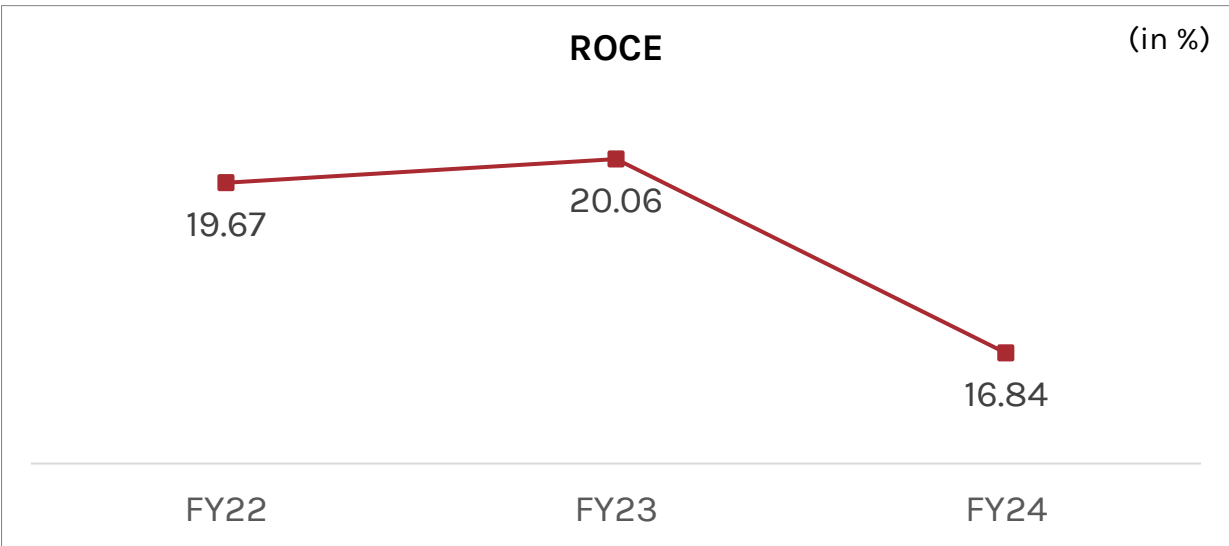
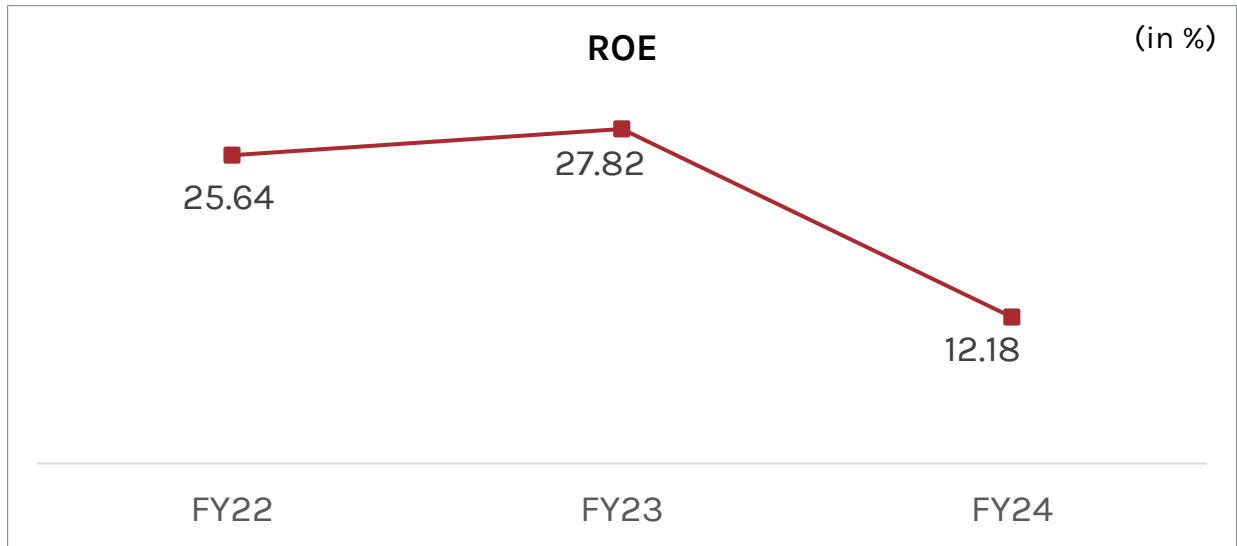
Particulars	FY24	FY23	FY22
Revenues	48.75	43.94	36.83
Other Income	1.60	2.09	1.09
Total Income	50.35	46.03	37.93
Raw Material Costs	8.66	7.28	8.38
Employee Costs	7.33	6.48	5.86
Other Expenses	15.21	16.36	11.08
Total Expenditure	31.19	30.11	25.33
EBITDA	19.16	15.92	12.60
Finance Costs	3.26	4.12	5.19
Depreciation	2.26	2.52	2.21
PBT	13.64	9.28	5.20
Tax	3.26	1.62	1.41
PAT	10.38	7.66	3.79
Total Comprehensive Income	10.31	7.68	3.82

Consolidated Balance Sheet

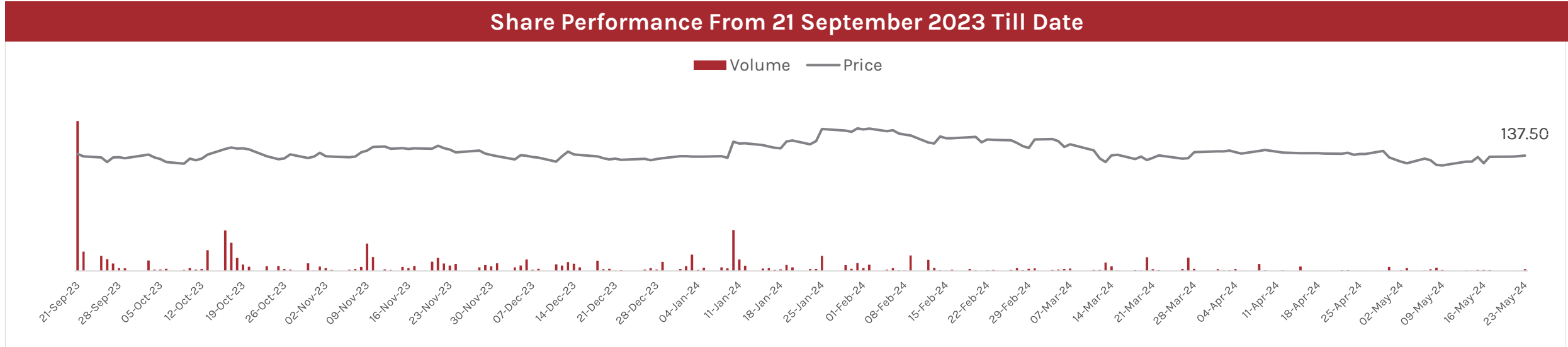
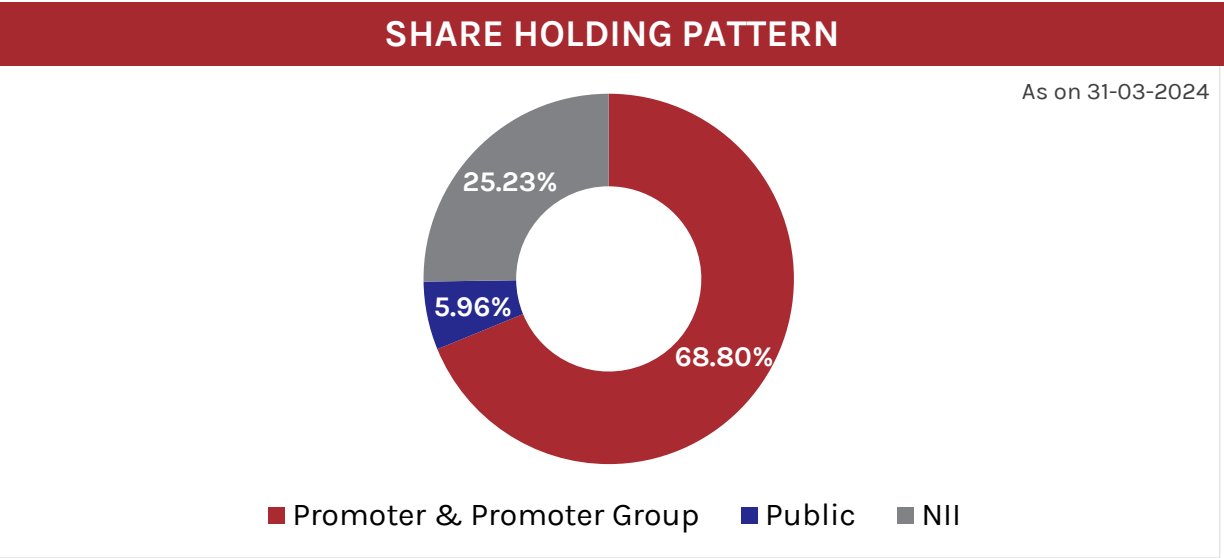
Equities & Liabilities	FY24	FY23	FY22
Equity	15.40	1.39	1.34
Reserves	70.05	26.13	13.45
Non Controlling Interests	-0.25	-0.25	-0.22
Net Worth	85.45	27.52	14.79
Non Current Liabilities			
Long Term Borrowing	11.76	35.70	35.93
Deferred Tax Liability	1.57	0.88	1.23
Long Term Provision	0.26	0.15	0.00
Total Non Current Liabilities	13.59	36.72	37.16
Current Liabilities			
Short Term Borrowings	3.40	3.57	2.08
Trade Payables	2.47	2.96	1.81
Other Current Liabilities	3.65	5.55	8.45
Short Term Provision	1.89	2.40	0.72
Total Current Liabilities	11.42	14.49	13.06
Total Liabilities	110.21	78.33	64.79

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed Assets	36.09	37.08	36.33
Non Current Investments	0.21	0.29	0.28
Long-term loans and advances	5.29	6.77	3.35
Deferred Tax Assets (Net)	0.00	0.00	0.00
Other Non Current Assets	1.64	0.95	0.65
Total Non Current Assets	43.23	45.09	40.62
Current Assets			
Inventories	2.08	2.11	1.80
Trade Receivables	33.57	27.39	18.19
Cash & Bank Balance	28.51	1.95	2.35
Short-term loans and advances	0.59	1.78	1.77
Other Current Assets	2.23	0.00	0.06
Total Current Assets	66.98	33.24	24.17
Total Assets	110.21	78.33	64.79

Particulars	FY24	FY23	FY22
Cashflow from Operations	4.56	1.33	9.27
Cashflow from Investments	-2.41	-4.92	-1.65
Cashflow from Financing	21.56	3.35	-5.35
Net Cash flow	23.71	-0.24	2.27
Opening Cash Balance	1.95	2.35	2.05
Closing Cash Balance	28.51	1.95	2.35



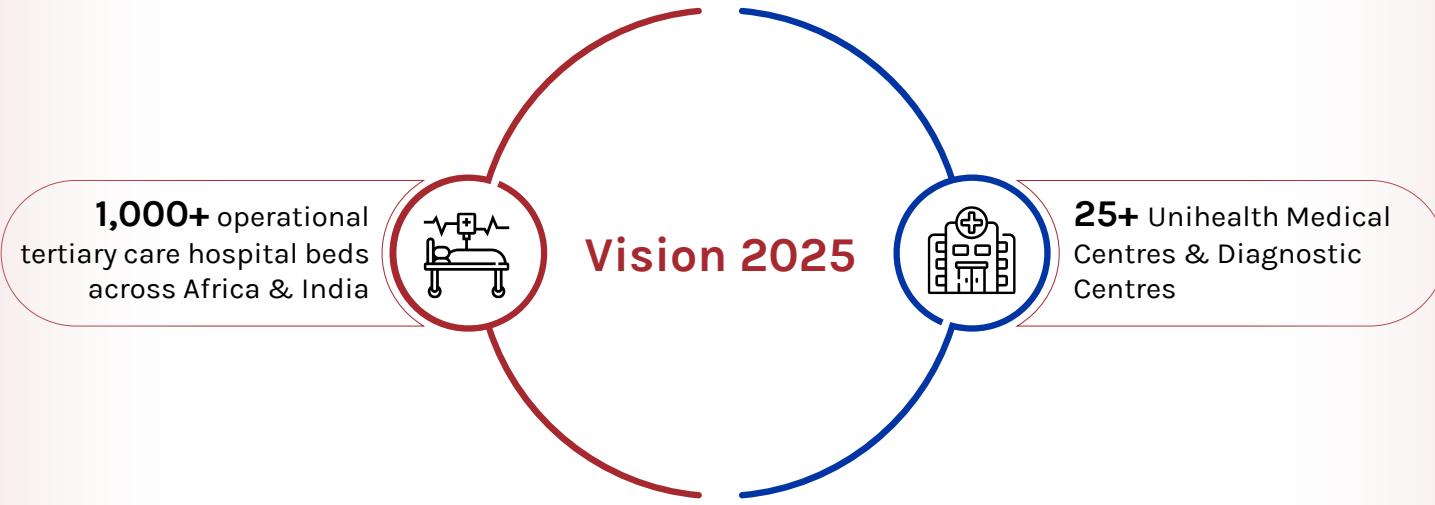
NSE: UNIHEALTH ISIN: INEOPRF01011	
As on 24-05-2024	
Share Price (₹)	137.50
Market Capitalization (₹ Cr)	211.75
No. of Shares Outstanding	1,53,99,952
Face Value (₹)	10
52 week High-Low (₹)	165.90 - 116.20



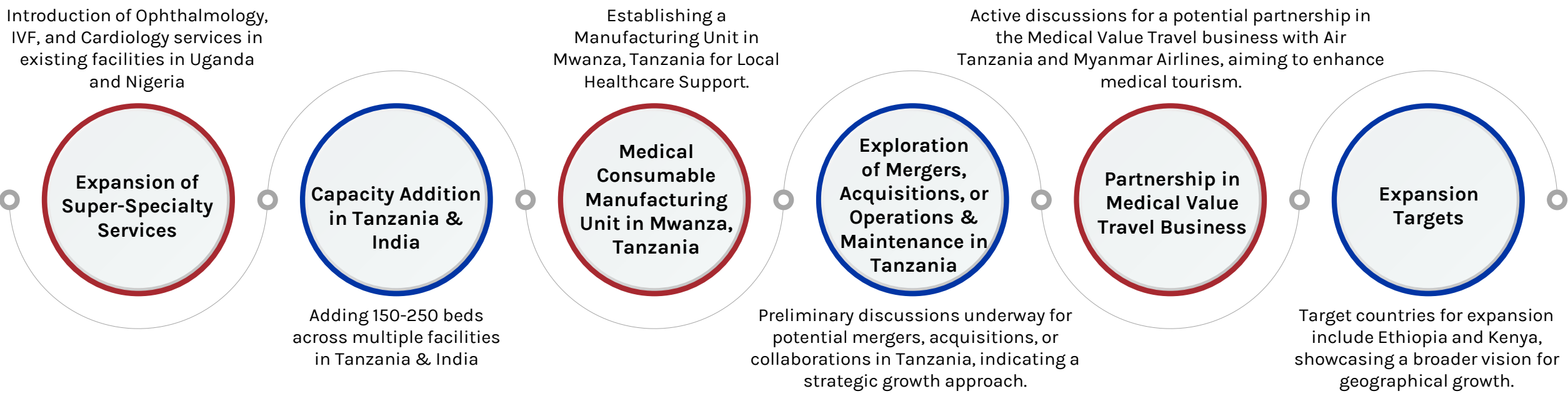
Source - NSE



The Way Ahead & Unihealth Advantage



Expansion Plan





PHRC Health City
Pune, India



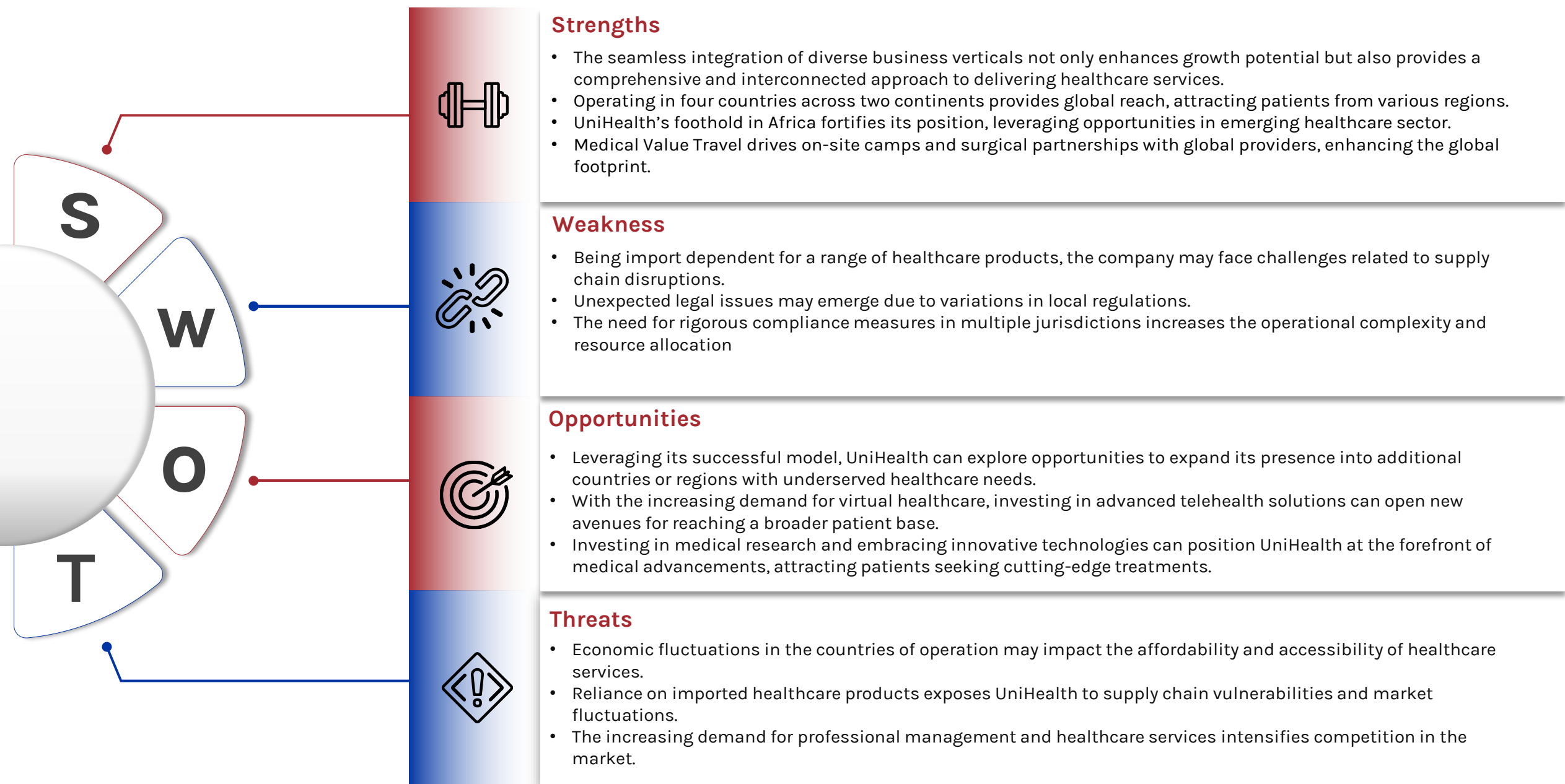
Luanda Rehab Center
Luanda, Angola



Cancer Hospital
Pune, India



UMC Mwanza Hospital
Mwanza, Tanzania



- Established presence in diverse healthcare sectors in Africa and Asia.
- Led by experienced doctor-promoters and a skilled management team.
- Efficiently expands using existing scalable infrastructure.
- Impressive financial growth: Revenues doubled from Rs. 23.11 crore in FY20 to Rs. 46.03 crore in FY23.
- Substantial improvement in EBITDA margins: 13.11% in FY20 to 34.58% in FY23
- Aligns with government sectoral focus in key regions.
- Seizing opportunities in high-growth Medical Consumable Manufacturing and Health-Tech Services.
- Pioneering initiatives: First modular operating theatre in Uganda, largest private ICU, and hospital in Northern Nigeria
- Notable achievements: First ISO-certified, UN-accredited hospital in Uganda, and introduction of a centralized medical gas system.
- Strong reputation for innovation and quality in the healthcare industry.





UniHealth Consultancy Limited

H-13/14 Everest,
156 Tardeo Road, Mumbai 400034,
Maharashtra, India

E-mail: info@unihealthonline.com

Phone: 91 22 23544625

Website: www.unihealthonline.com

Thank You



Kirin Advisors Private Limited

713-B, Lodha Supremus II,
Wagle Estate, Thane West - 400604,
Maharashtra, India

E-mail: info@kirinadvisors.com

Phone: 022 4100 2455

Website: www.kirinadvisors.com

