



# Unihealth Hospitals Limited

H2 FY25 Investor Presentation



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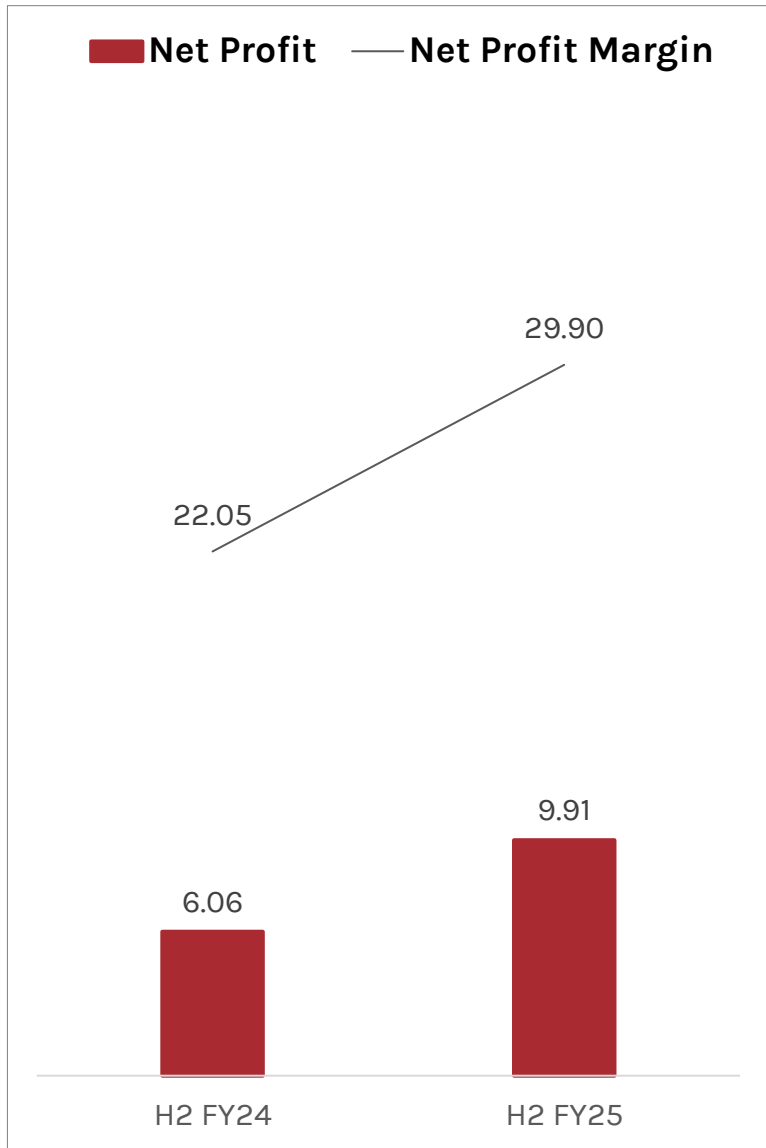
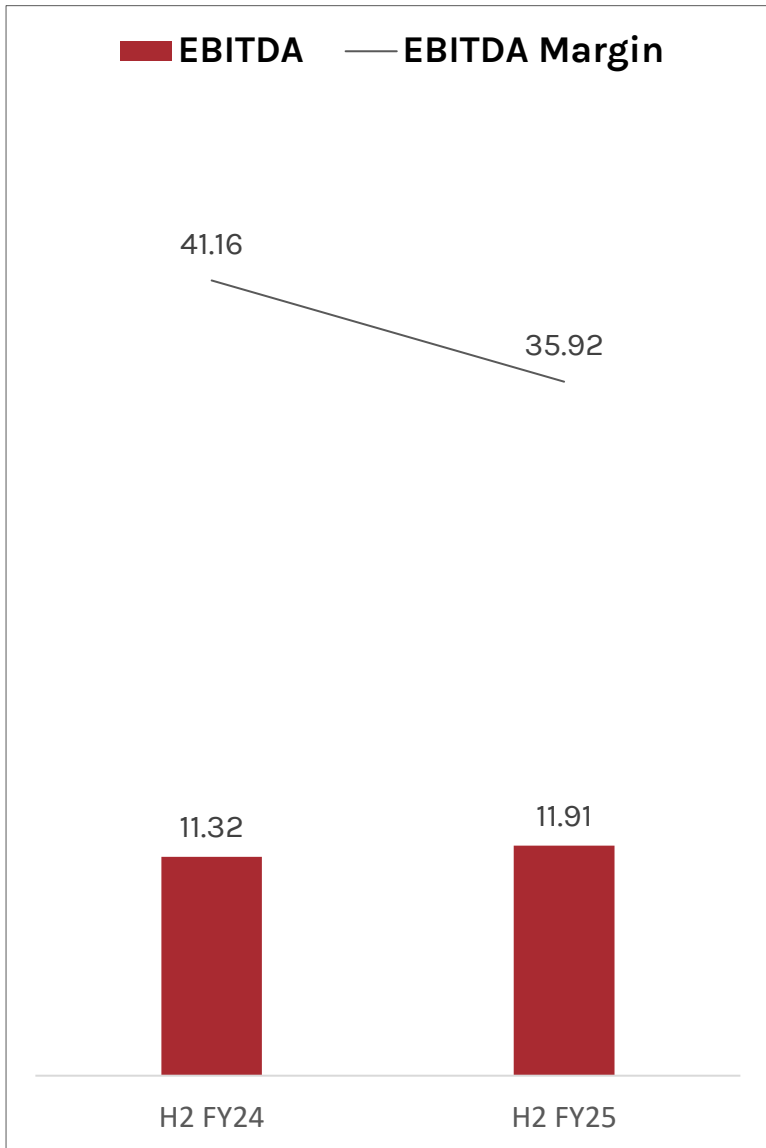
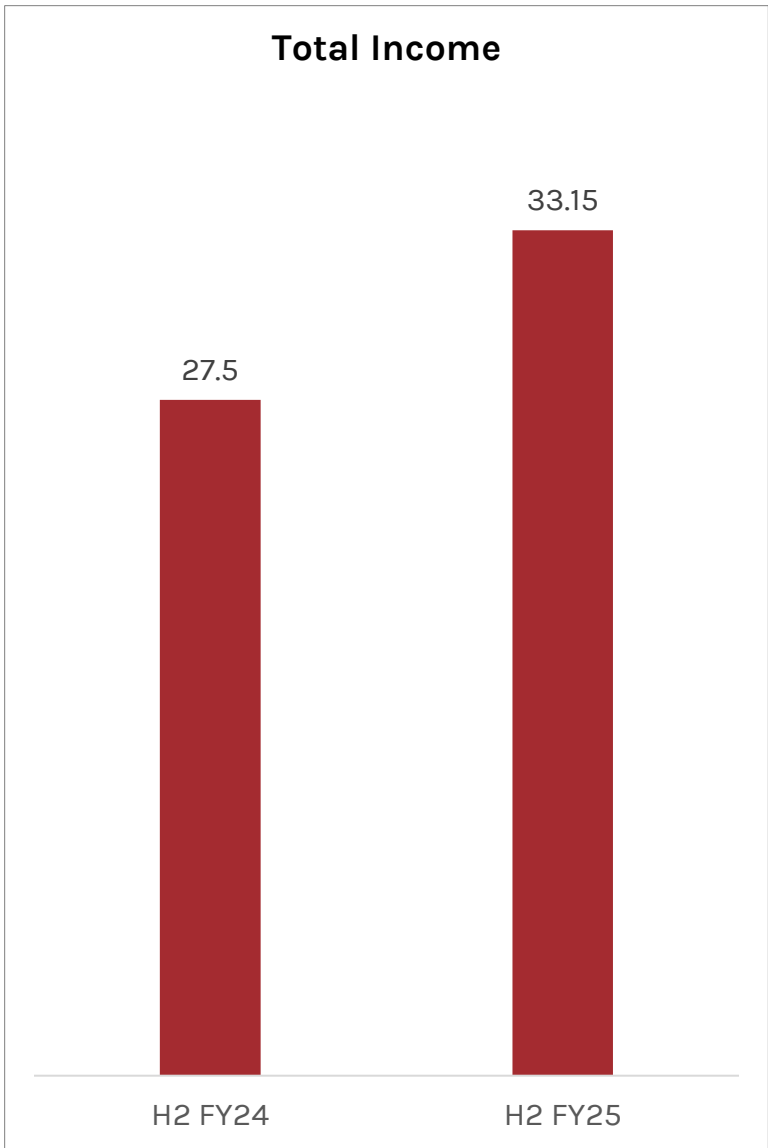
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**H2 FY25  
Financial & Operational Highlights**



All Figures In ₹ Cr and Margin In %

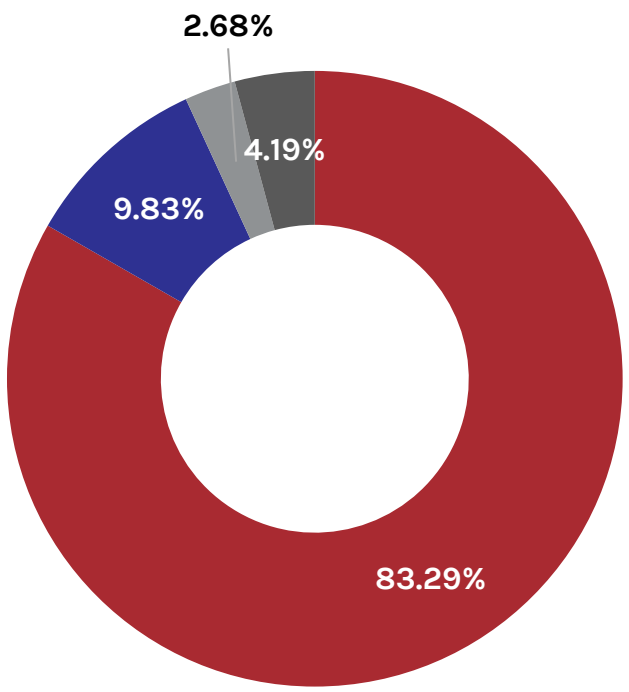
# H2 FY25 Profit & Loss Statement - Consolidated

In ₹ Cr

Particulars	H2 FY25	H2 FY24	YoY
Revenues	31.76	26.65	
Other Income	1.39	0.85	
<b>Total Income</b>	<b>33.15</b>	<b>27.50</b>	<b>20.56 %</b>
Total Expenditure	21.25	16.18	
<b>EBITDA</b>	<b>11.91</b>	<b>11.32</b>	<b>5.19 %</b>
EBIDTA Margin (%)	35.92	41.16	-525 BPS
Finance Costs	0.53	1.73	
Depreciation	1.33	1.12	
PBT	10.04	8.47	
Tax	0.07	2.39	
<b>Net Profit</b>	<b>9.91</b>	<b>6.06</b>	<b>63.48 %</b>
Net Profit Margin (%)	29.90	22.05	785 BPS

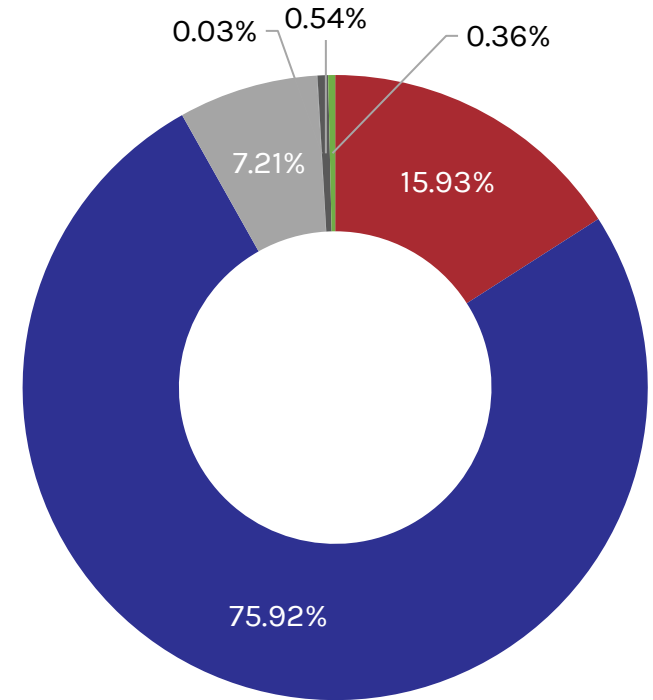
In %

## Segment Wise Revenue Breakup



- Medical Centres & Hospitals
- Export & Distribution of Pharmaceuticals & Medical Consumables
- Medical Value Travel
- Consultancy Services
- Other Income

## Geography Wise Revenue Breakup



- India
- Uganda
- Nigeria
- UAE
- Tanzania
- Mauritius

*H2 FY25 marked a strong performance for UniHealth, with consolidated revenue and profitability reflecting our commitment to high-quality, accessible healthcare. Our multi-specialty tertiary care hospital in Navi Mumbai is progressing well and will be operational soon.*

*The healthcare industry is transforming with increased investments, rising insurance penetration, and growing medical tourism—especially in India. While consolidation continues at the top, opportunities in the 50–200 bed segment are growing. UniHealth is well-positioned to deliver quality, affordable care in regional markets, with strong demand in African markets reinforcing our focus on emerging geographies.*

*Looking ahead, UniHealth aims to build a sustainable, scalable healthcare platform across India and East Africa. Besides Navi Mumbai, expansions in Nashik and Pune are advancing, expected to add over 500 beds in FY26. Our asset-light strategy targets 1,000 new beds over three years. We remain committed to long-term value and meeting demand for accessible, high-quality healthcare."*

## **- Dr. Akshay Parmar, Founder & Managing Director of UniHealth Hospitals Limited**

*"A key highlight during this FY was launching our advanced IVF and Fertility Centre at UMC Victoria Hospital, Uganda, addressing significant unmet needs of women facing infertility related challenges in the region. To expand our out-reach and ensure increased accessibility to quality care, we have also commissioned the first UMC Clinic in Kyanja, Uganda. We aim to expand our network of clinics by adding another 4-5 clinics during this fiscal."*

## **- Dr. Anurag Shah, Founder and Director of UniHealth Hospitals Limited**

## First Multi-Specialty Hospital in India, Navi Mumbai, Maharashtra | Operational by June 2025

### Strategic Expansion in India



First of 5+ planned hospitals across Western India



Adding 500+ inpatient beds to India's healthcare infrastructure



Strengthening medical value travel between UMC Hospitals in Africa & India

### Global Expertise, Local Impact



Leveraging UniHealth's hospital network in Africa



World-class healthcare & cutting-edge technology



Strategic partnerships for enhanced patient care

### Key Facility Highlights



60-bedded tertiary care hospital



Advanced ICU & modular operating rooms



Cardiac Cath Lab & specialized daycare unit



Comprehensive lab & radiology diagnostics

## Advanced IVF Launch in Uganda Marks Key Milestone in UniHealth's Africa Strategy

### Strategic Expansion

- First-of-its-kind state-of-the-art IVF clinic in Uganda
- Addresses a critical gap: ~20% of Ugandan couples face infertility

### Advanced Clinical Infrastructure

Equipped with:

- Laminar Air Flow Laboratory
- ICSI Microscope for enhanced fertilization success

Comprehensive ART services: IVF, ICSI, Egg & Sperm Donation

### Regional Impact

- Enables Reverse Medical Tourism – access to world-class care within Uganda
- Reduces cost, time, and burden of overseas treatments
- Positions Uganda as a regional hub for fertility solutions

### Aligned with Long-Term Vision

- Strengthens UniHealth's focus on specialized, technology-led healthcare in emerging markets
- Investing in local healthcare talent through training & capacity-building
- Reinforces commitment to accessible, high-quality care across Africa





## **Company Overview**

# Unihealth: Transforming Healthcare Worldwide














Unihealth Hospitals 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.

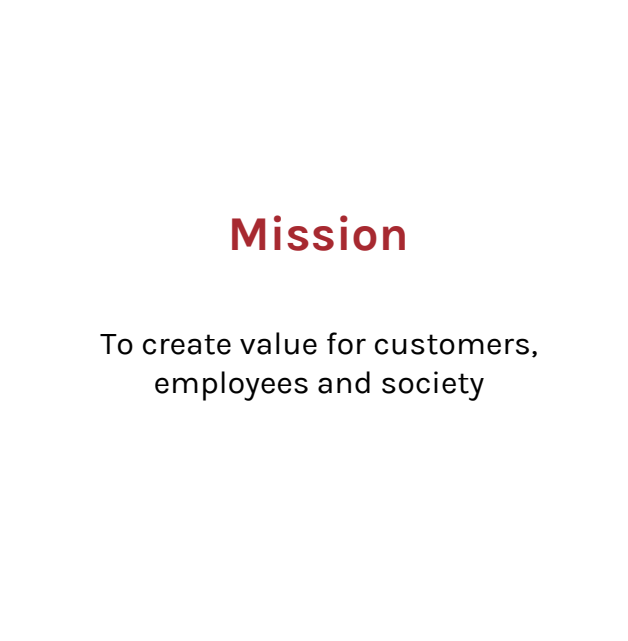
## Key Facts

 <b>14+ Years</b> Of Experience	 Presence in <b>4 Countries</b> In <b>2</b> Continents	 <b>4 Centres</b> <b>2 Hospitals</b>	 <b>500+</b> Employees
 <b>150+</b> Doctors & Specialists	 Treats <b>1,31,850+</b> Patients Annually	 <b>200</b> Operational Beds	 <b>1,700+</b> Annual procedures done
 <b>1,300</b> Beds in projects under consultancy	 <b>ISO 9001:2015</b> Certified	 <b>FY25</b> ₹ 58.41 Cr Total Income ₹ 21.32 Cr EBITDA ₹ 15.14 Cr PAT	



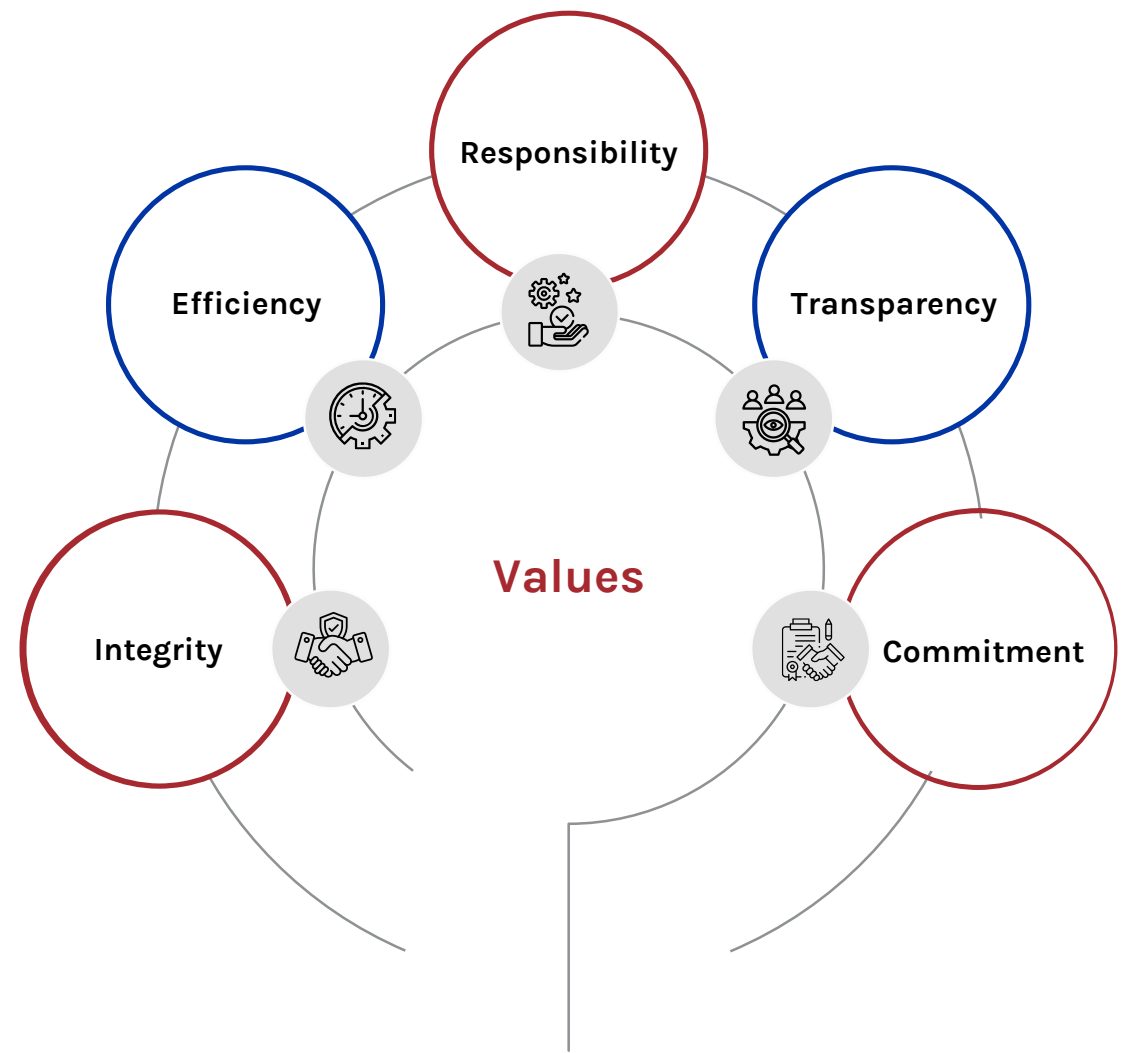
## Vision

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

UniHealth is incorporated with focus on Medical Value Travel Facilitation as its key business vertical

**2010**

**2011**

Exclusive collaboration with Aditya Birla Memorial Hospital for Medical Value Travel Services

**2012**

Successful execution of the 1st Healthcare Hospitals Project in Zimbabwe [Harare & Bulawayo]

**2014**

UniHealth awarded the 'Best Medical Tourism Company of the Year 2014' at Healthcare Excellence Awards 2014

**2013**

Exclusive collaboration with Ethiopian Air to roll out the 'UniHealth - Ethiopian Air Medical Travel Program'

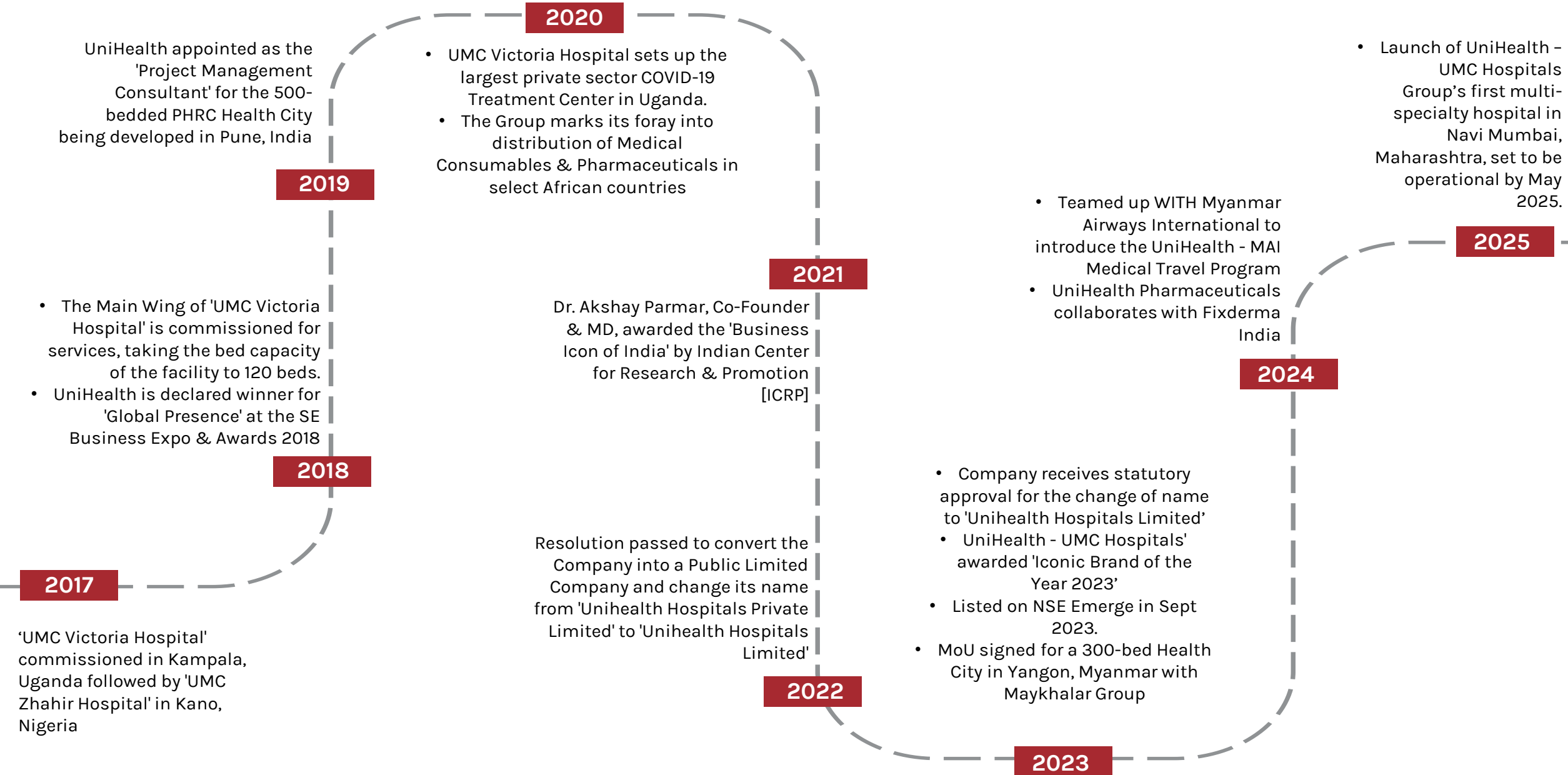
**2015**

- Adopts 'Where Care Comes First' motto and 'Healthcare for All' vision.
- Awarded the 'Emerging Healthcare Company of the Year' at Business Leaders Summit & Awards 2015.
- Awarded 'Company of the Year for Valued Contribution in Indian Medical Tourism Industry' at CIMS Healthcare Excellence Awards 2015

**2016**

The 1st 'Unihealth Medical Center' is commissioned in Mwanza, Tanzania followed by one in Kampala, Uganda. Receives the Award for 'Quality Excellence' at India 5000 Best MSME Awards 2016

# Evolution Of Unihealth : A Timeline Of Milestones



<b>Subsidiaries</b>	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 Hospitals Services
	Unihealth Holdings Limited	To invest into and provide Healthcare Services across Africa
	UMC Global Health Limited	Operates UMC Zhahir Hospital in Kano, Nigeria
	UMC Hospitals Private Limited	To invest into and provide Healthcare Services in India
<b>Joint Ventures</b>	Victoria Hospital Limited	Owns & Operates UMC Victoria Hospital in Kampala, Uganda
<b>Associate Companies</b>	UHS Oncology Private Limited	Setting up Cancer Care Centers
	Unihealth (Uganda) Limited	Distribution & Trading of Pharmaceuticals & Consumables



## 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 Hospitals 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



The African market emerges as the primary revenue source, accounting for 83.26% in FY25

**'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'**

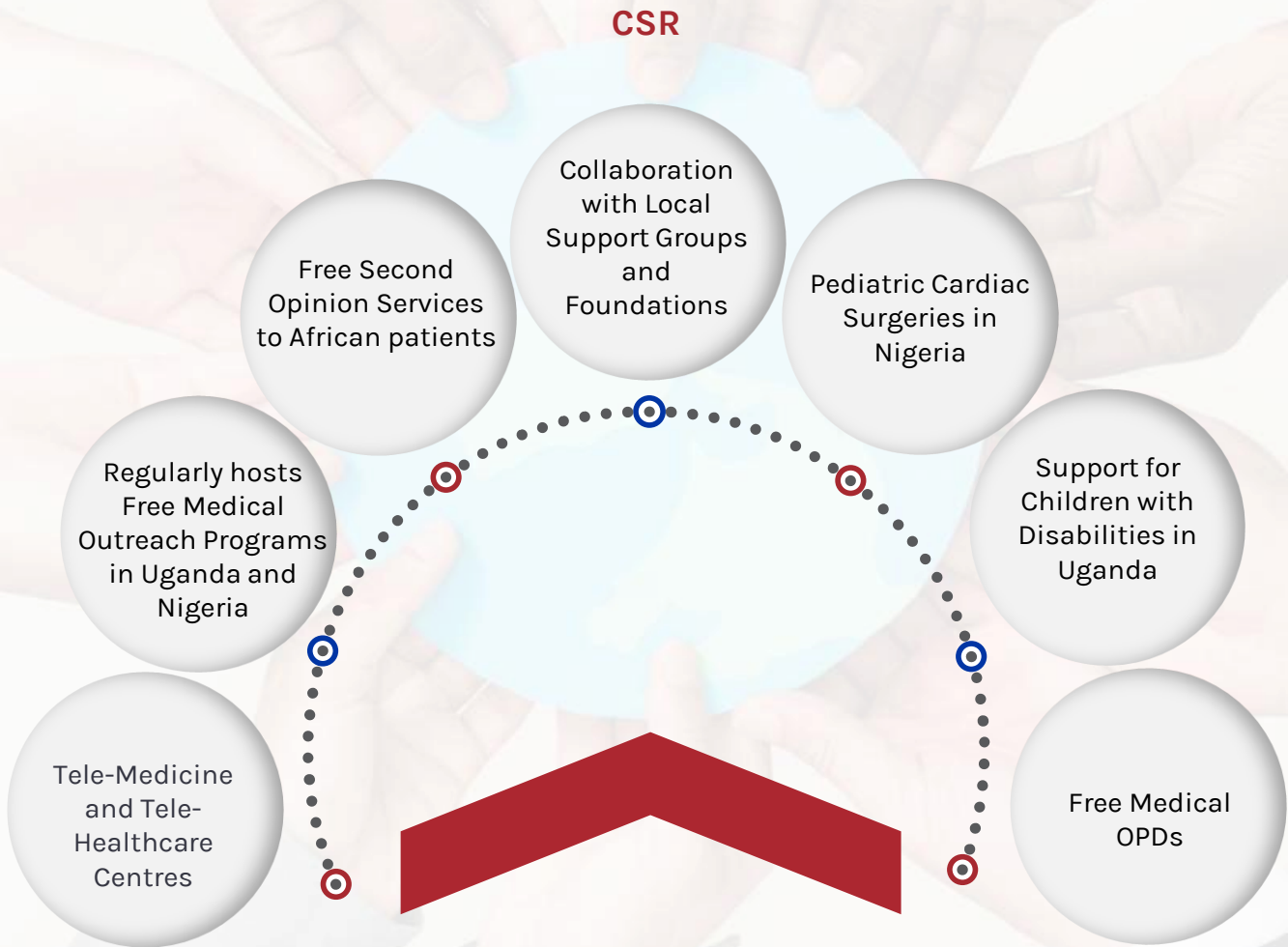
UMC Hospitals | UniHealth was honored by Blossom Media Private Limited and BSE SME in 2023

**'Company of the Year 2023 - Global'**

Awarded at the Business Excellence Awards 2023



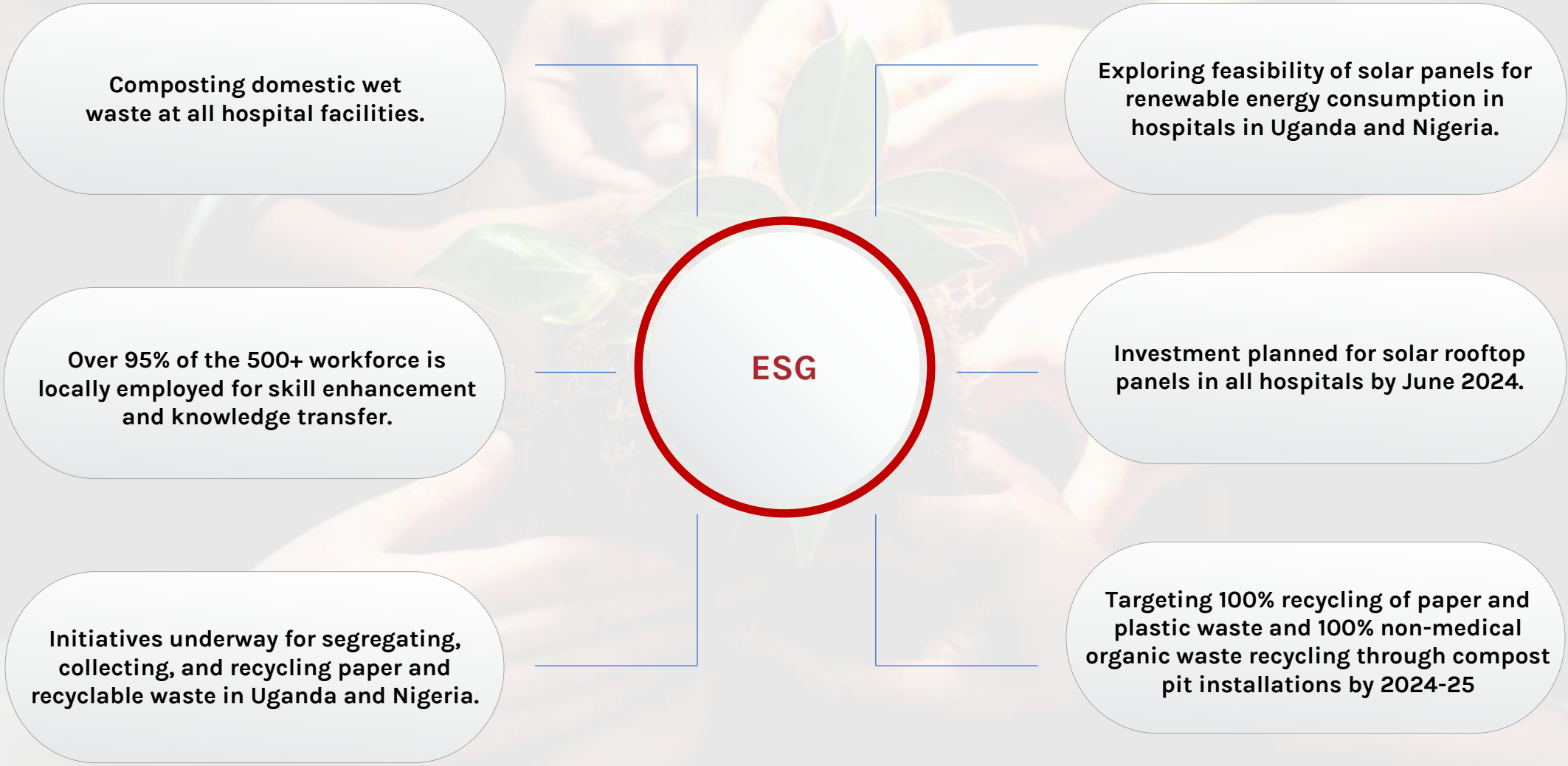
“The Company’s 'United in Healthcare Initiative' strives to provide effective, sustainable, and affordable healthcare to economically weaker sections, with key programs underway.”



## 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.





## 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.



**Mr. Ajay Thakur**  
*Independent Director*

Mr. Ajay Thakur is a capital markets expert with 30+ years of experience, known for promoting SME and startup growth in India.

At BSE, he pioneered India's first SME and Startup Platforms, enabling nearly 1,000 SME listings.

He has received multiple awards, including from the Asian Development Bank and the Indian Investors Federation, highlighting his impactful contributions to the sector.



**Mrs. Riddhi Javeri**  
*Independent Director*

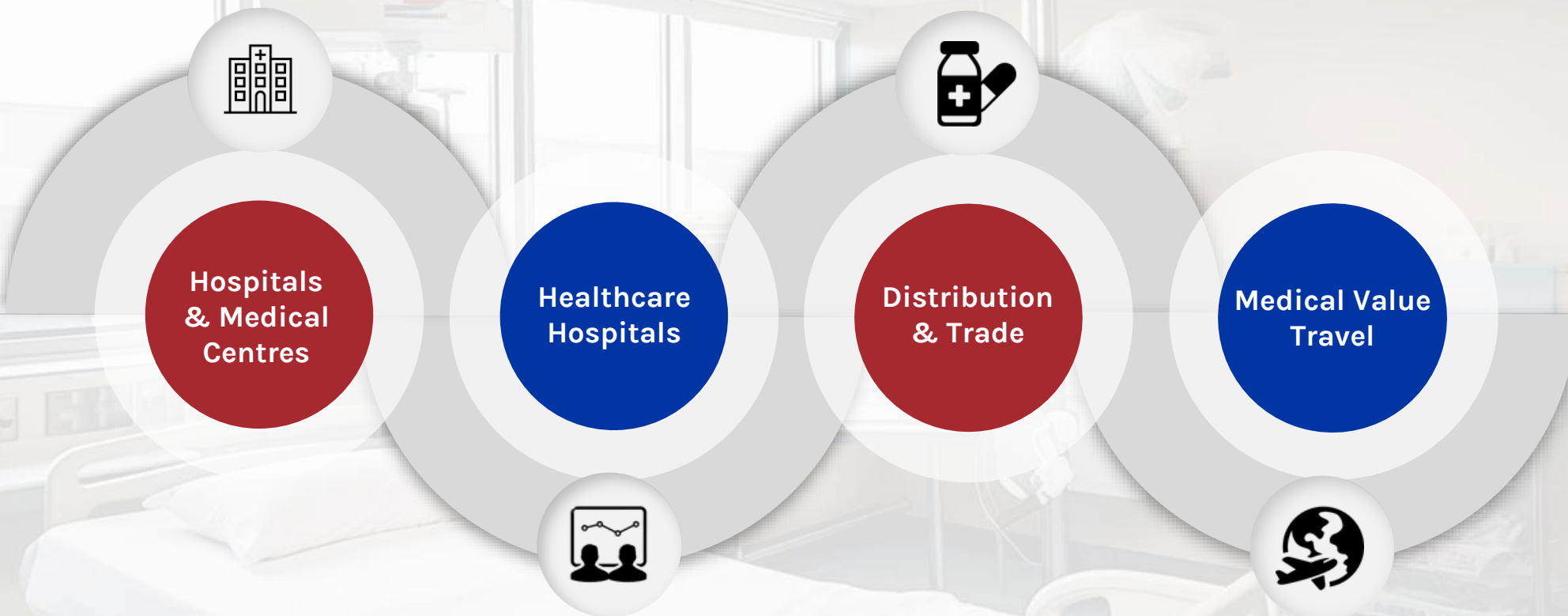
Mrs. Riddhi, with an M. Phil. in Bioscience Enterprises from the University of Cambridge,

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.



## **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

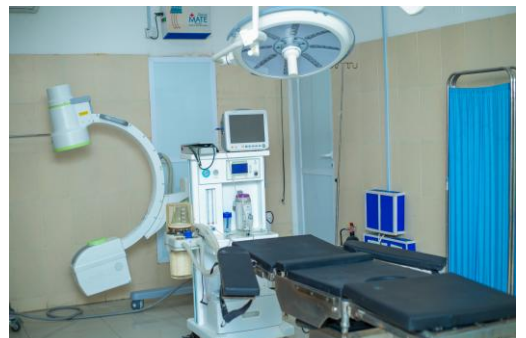


Intensive Care Units

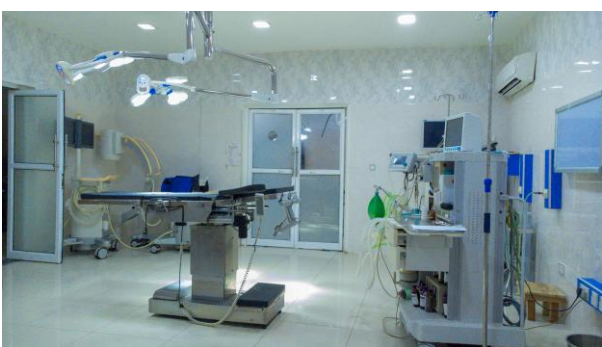
**UMC Zhahir Hospital**  
Kano, Nigeria



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



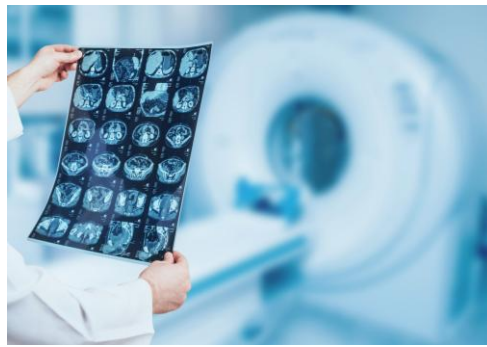
Obstetrics & Gynecology



Pediatrics & Neonatology



Gastroenterology (including  
Endoscopy & Colonoscopy)



Comprehensive Diagnostics  
& Radiology



Nephrology & Urology  
(including Dialysis)



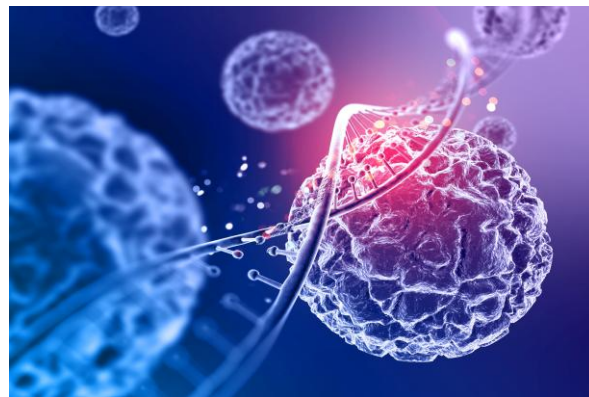
Intensive Care



Dermatology & Cosmetology



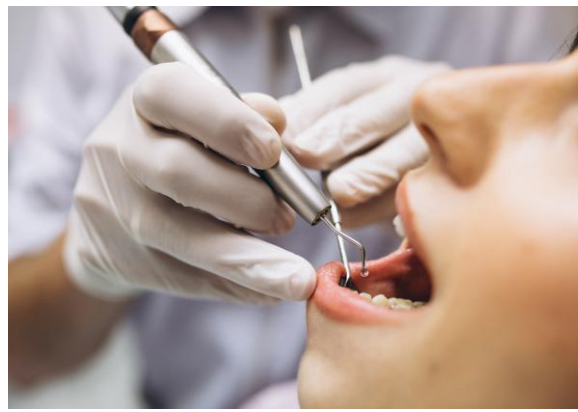
Rehabilitative Medicine



Oncology



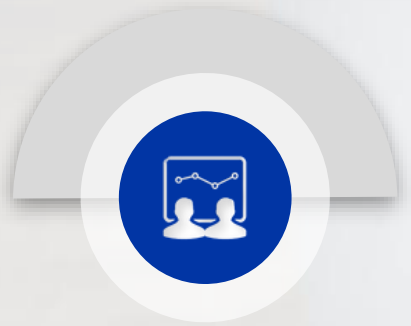
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Dental Services

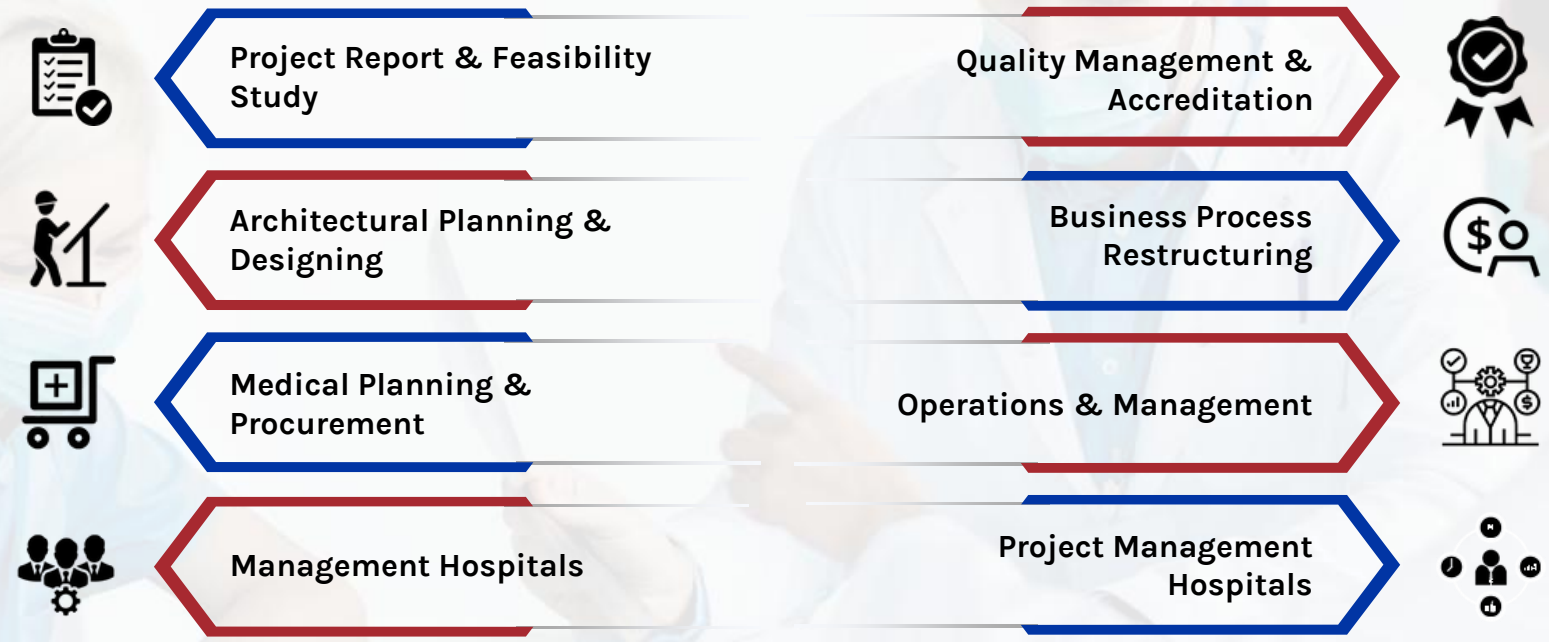


Ophthalmology Services



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

 <b>Reliance Lifesciences</b>	 <b>Levram Lifesciences</b>	 <b>Unisur Lifecare</b>	 <b>Hemant Surgical</b>
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**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



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

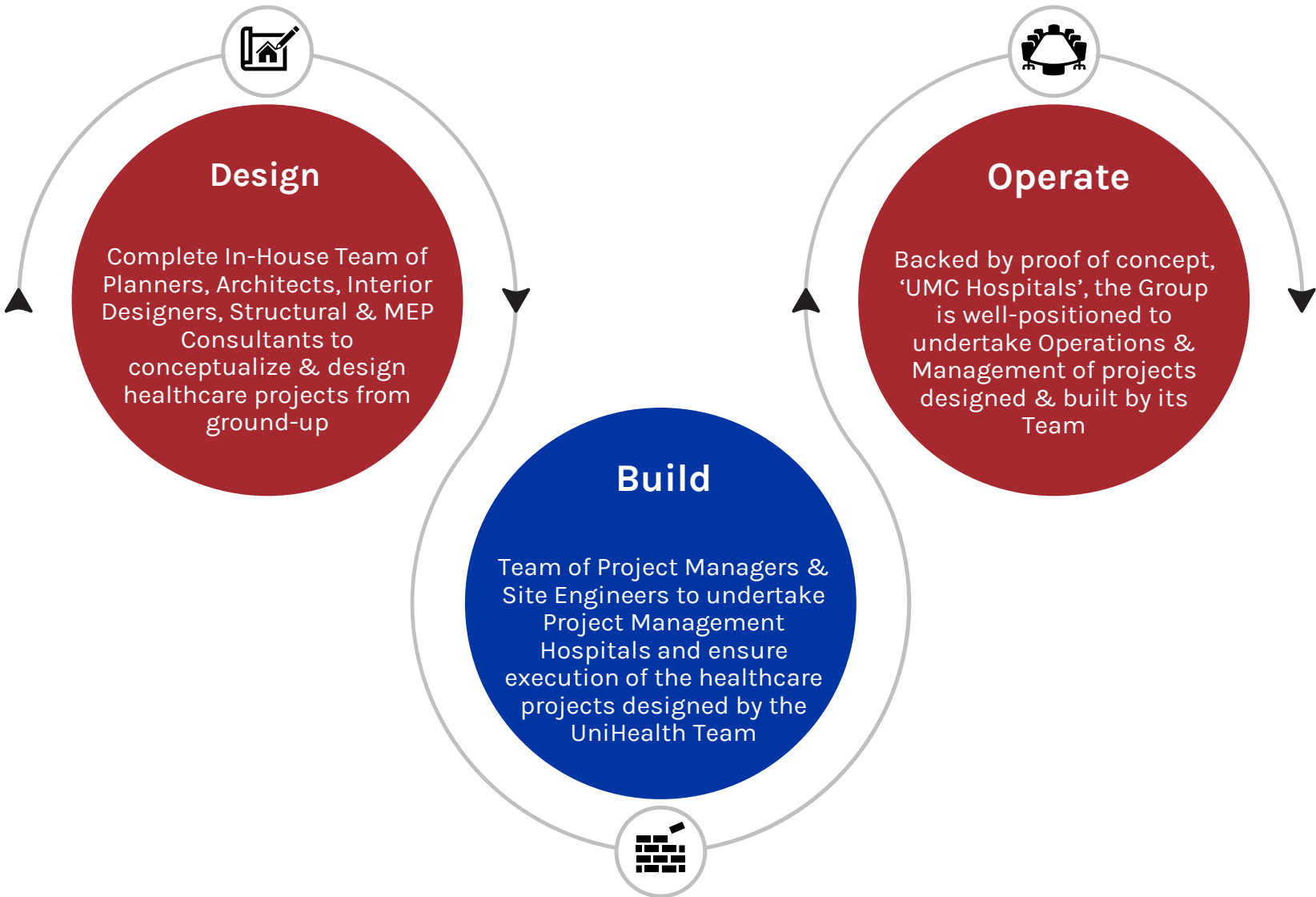


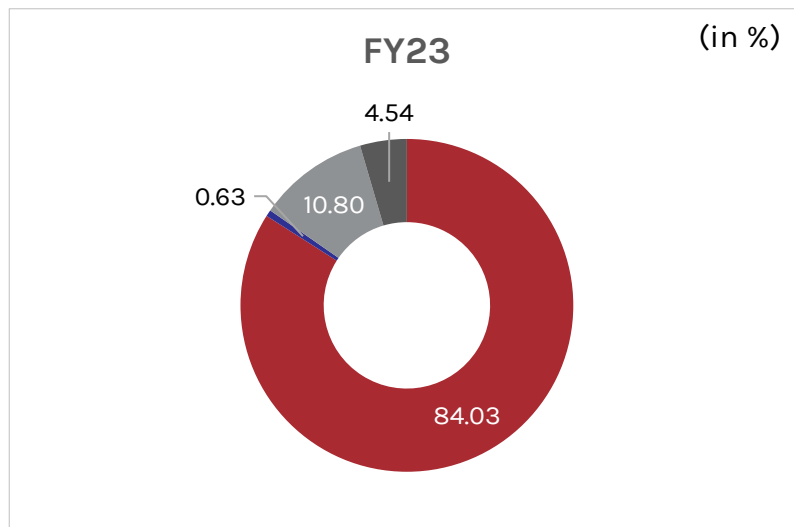
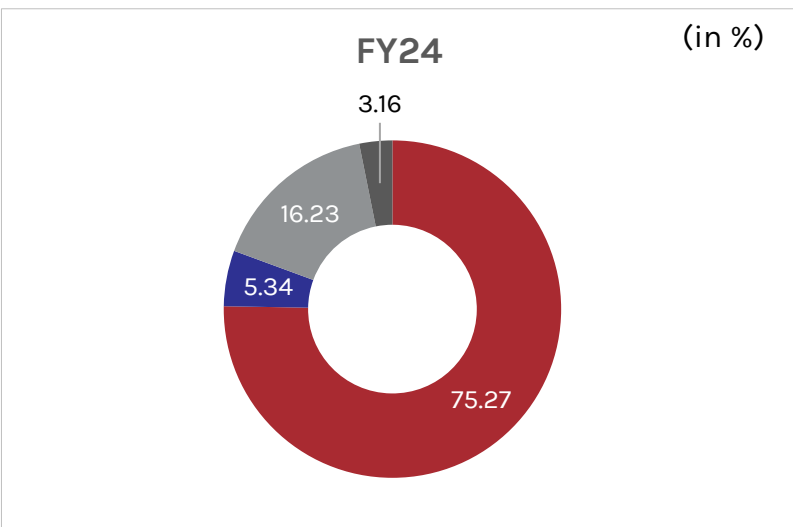
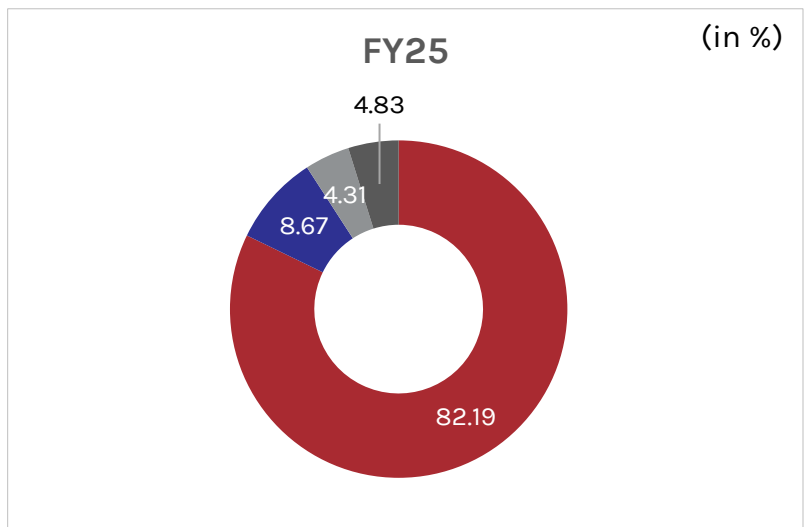
- Fast Track Treatment Scheduling
- Round the Clock Concierge Services
- Language Interpretation Services
- Hotel & Apartment Booking Assistance
- Forex & SIM Card Facilitation
- Regular Treatment Updates to Relatives



- 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**

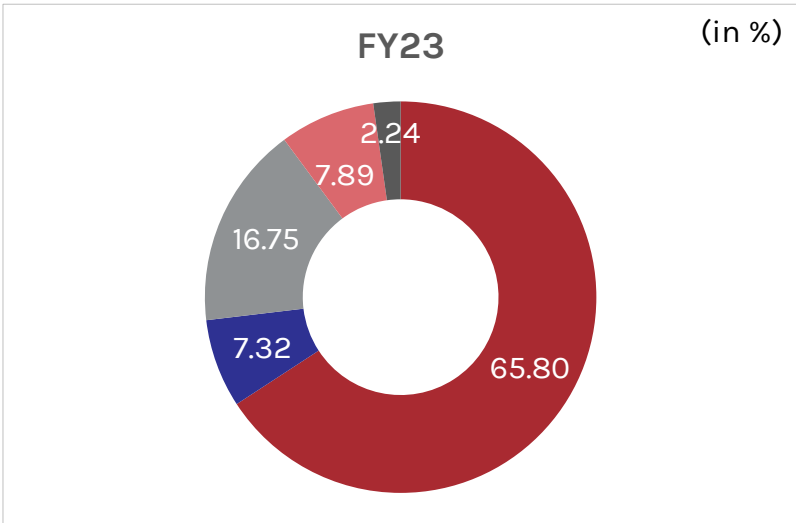
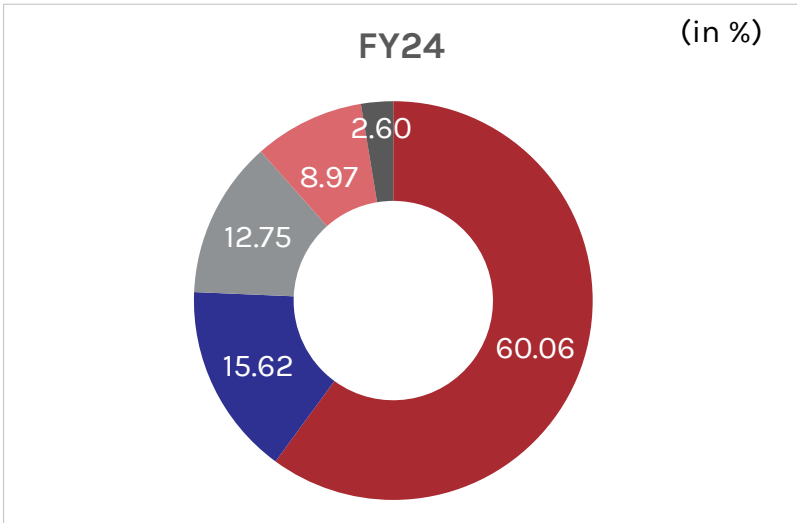
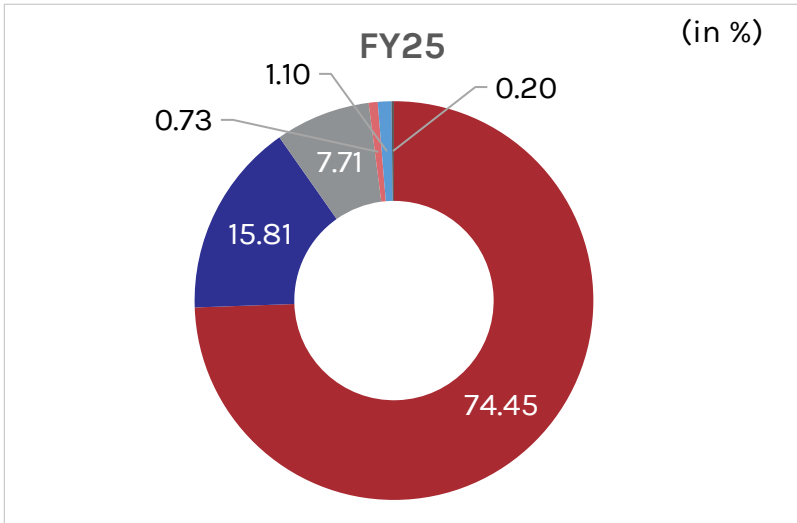




■ Medical Centres & Hospitals     
 ■ Export & Distribution of Pharmaceuticals & Medical Consumables     
 ■ Hospitals Services     
 ■ Other Income

(in ₹ Cr)

Business Verticals	FY25	FY24	FY23
Medical Centres & Hospitals	48.01	37.90	38.68
Export & Distribution of Pharmaceuticals & Medical Consumables	5.06	2.69	0.29
Consultancy Services	2.52	8.17	4.97
Other Income	2.82	1.59	2.09
<b>Total</b>	<b>58.41</b>	<b>50.35</b>	<b>46.03</b>



■ Uganda

■ India

■ Nigeria

■ UAE

■ Tanzania

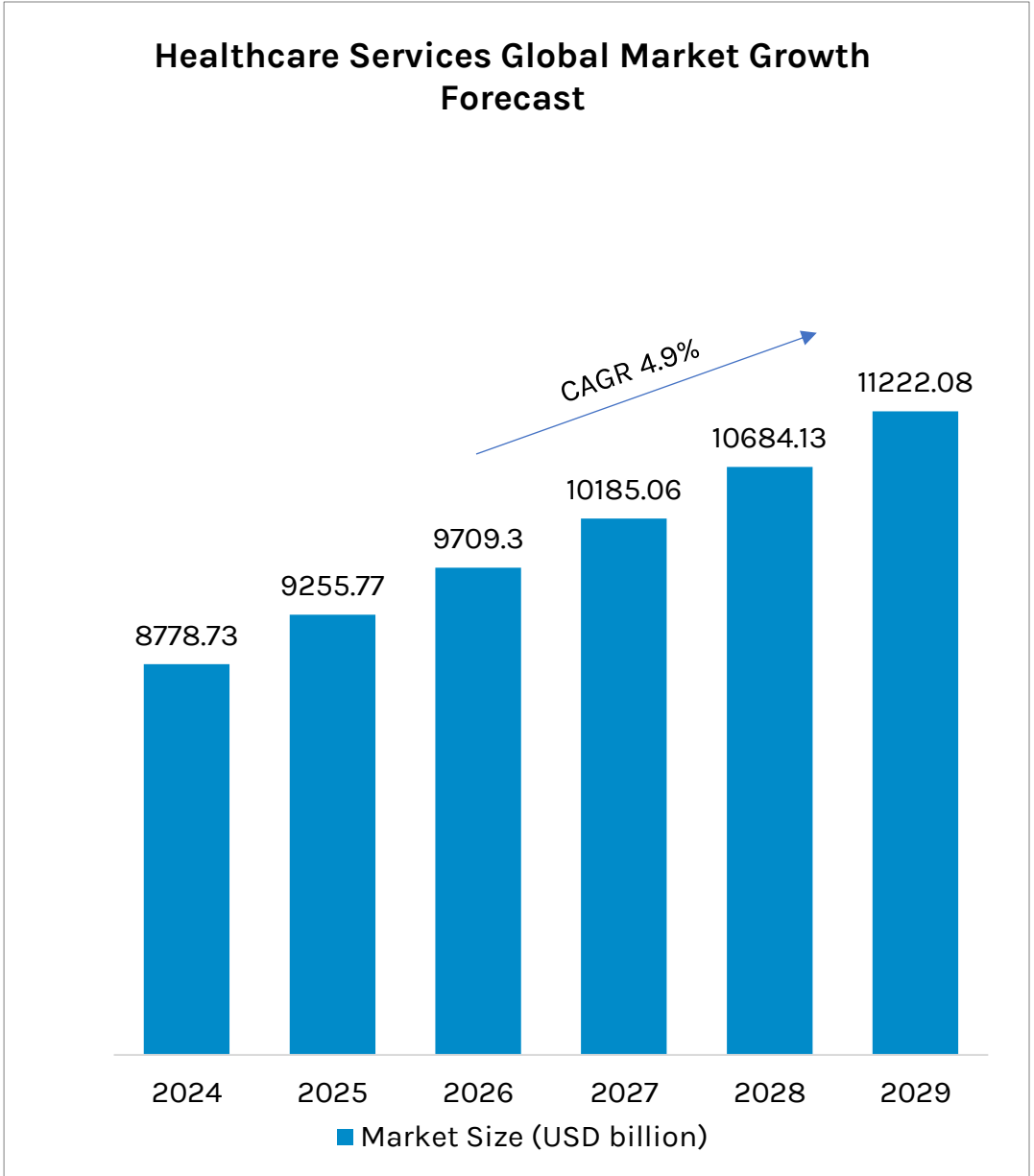
(in ₹ Cr)

Geographic Segment	FY25	FY24	FY23
Uganda	43.49	30.24	30.29
India	9.23	7.87	3.37
Nigeria	4.50	6.42	7.71
UAE	0.43	4.51	3.63
Tanzania	0.64	1.31	1.03
Mauritius	0.12	0.00	0.00
<b>Total</b>	<b>58.41</b>	<b>50.35</b>	<b>46.03</b>



## Industry Overview

- 01** The healthcare services market rose from \$8,376.78 Bn in 2023 to \$8,778.73 Bn in 2024 and is forecast to hit \$11222.08 Bn by 2029, growing at a CAGR of 4.9%.
- 02** Innovations have boosted heart attack survival by 70% and reduced cancer mortality by 33% in three decades.
- 03** North America leads globally, with hospitals and outpatient care centres dominating the service segments.
- 04** The Health Care market is expected to have 1.6 Bn users by 2027.
- 05** User penetration is predicted to be 15.0% in 2023 and is projected to increase to 19.8% by 2027.
- 06** The anticipated average revenue per user (ARPU) is US\$ 50.20.



Source: Statista, and [The Business Research Company](#)

## Government Focus

- ₹99,858 Cr allocated to healthcare in the 2025-26 budget (2% YoY growth).
- Public health spending to reach 2.5% of GDP by 2025.
- Strengthening of Ayushman Bharat and digital health initiatives.

## Employment & Workforce

- Employs 7.5 Mn people as of 2024
- Doctor-to-population ratio: 1:854

## Digital Health & Innovation

- E-health market projected at US\$ 10.6 Bn by 2025
- Healthcare innovation market may reach US\$ 60 Bn by FY28

## Medical Tourism

- Valued at US\$ 7.69 Bn in 2024, expected to reach US\$ 14.31 Bn by 2029
- Approximately 634,561 foreign tourists sought medical treatment in India in 2023

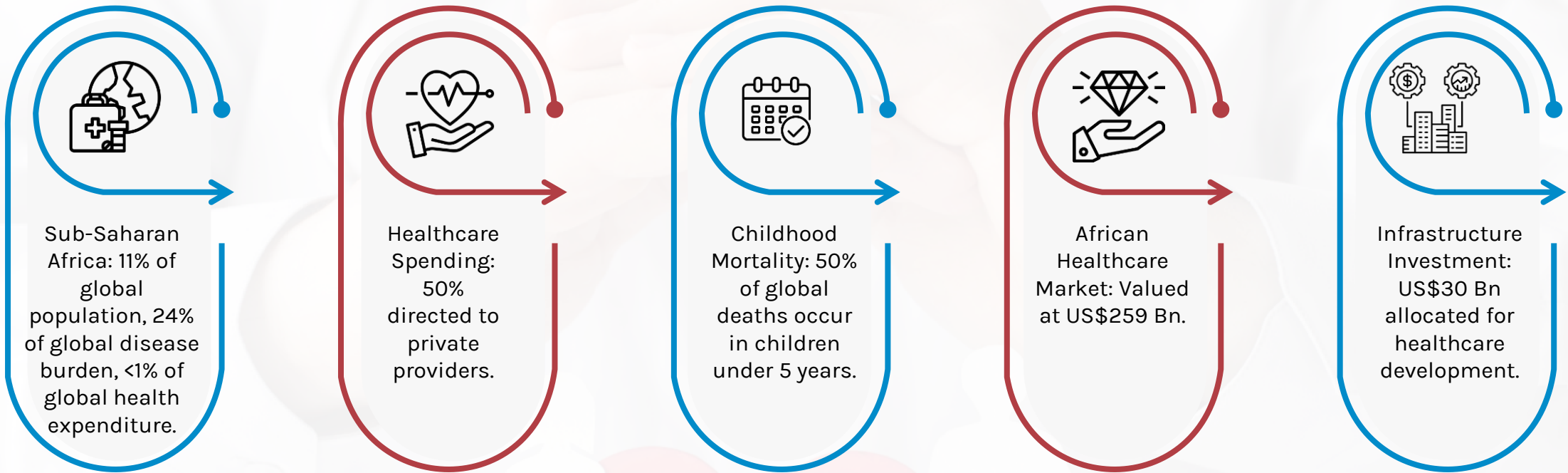
Source: *Frost & Sullivan IndiaAI IBEF*

## AI Revolution in Indian Healthcare

- India's AI healthcare market is set to reach \$1.6 Bn by 2025, growing at a 40.6% CAGR.
- 92% of healthcare leaders support automation to address staffing gaps; AI is streamlining diagnostics and workflows.
- Major tie-ups like NHA-IIT Kanpur are enabling AI innovation, with trends pointing to generative AI and precision medicine.

## Market Size & Growth

- Valued at US\$ 372 Bn in 2023, projected to reach US\$ 638 Bn by 2025
- Hospital market at US\$ 98.98 Bn in 2023, expected to grow at a CAGR of 8%, reaching US\$ 193.59 Bn by 2032




## 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 Cr 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

	<h3>Healthcare Consultancy</h3> <ul style="list-style-type: none"><li>&gt; 3 Mn hospital beds needed by 2030</li></ul>	<h3>Operations &amp; Management</h3> <ul style="list-style-type: none"><li>Increasing competition resulting in increasing need for professional management</li></ul>	<h3>Healthcare IT &amp; Analytics</h3> <ul style="list-style-type: none"><li>Mobile apps, e-commerce &amp; e-health solutions</li></ul>	<h3>Training &amp; Education</h3> <ul style="list-style-type: none"><li>1.54m doctors &amp; 2.4m nurses needed 58,000+ job opportunities in para-medical &amp; technical verticals</li></ul>
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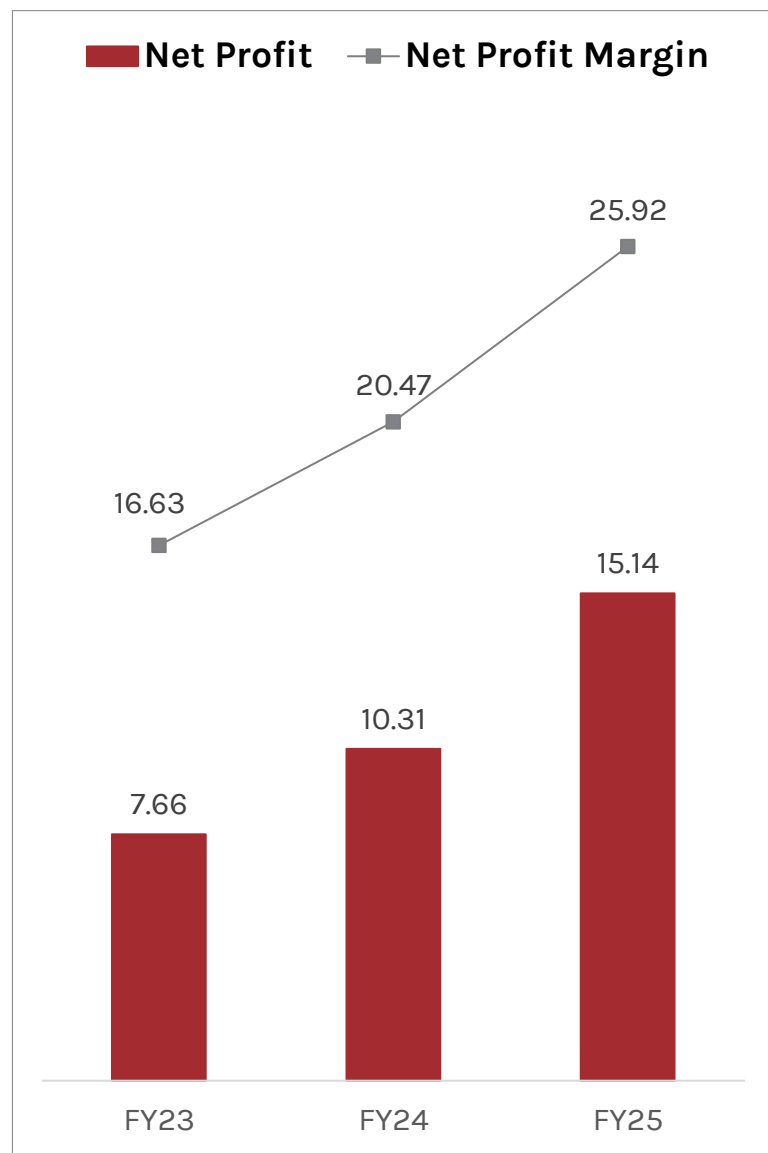
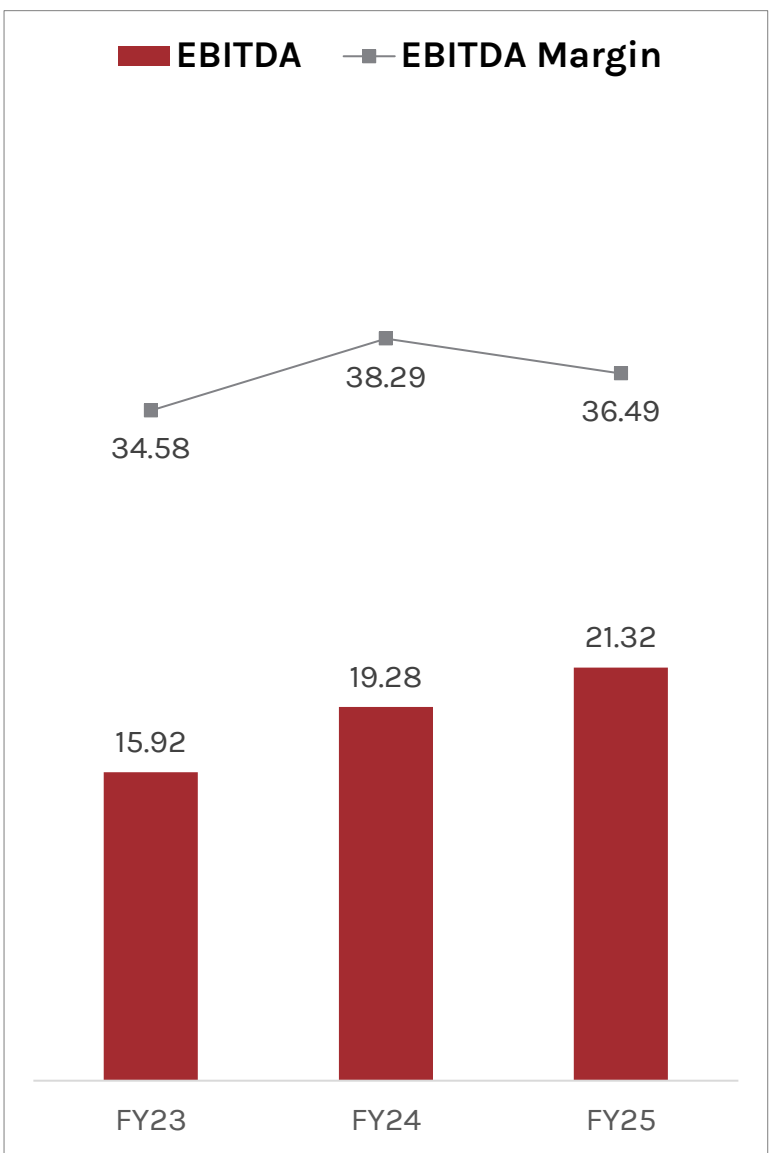
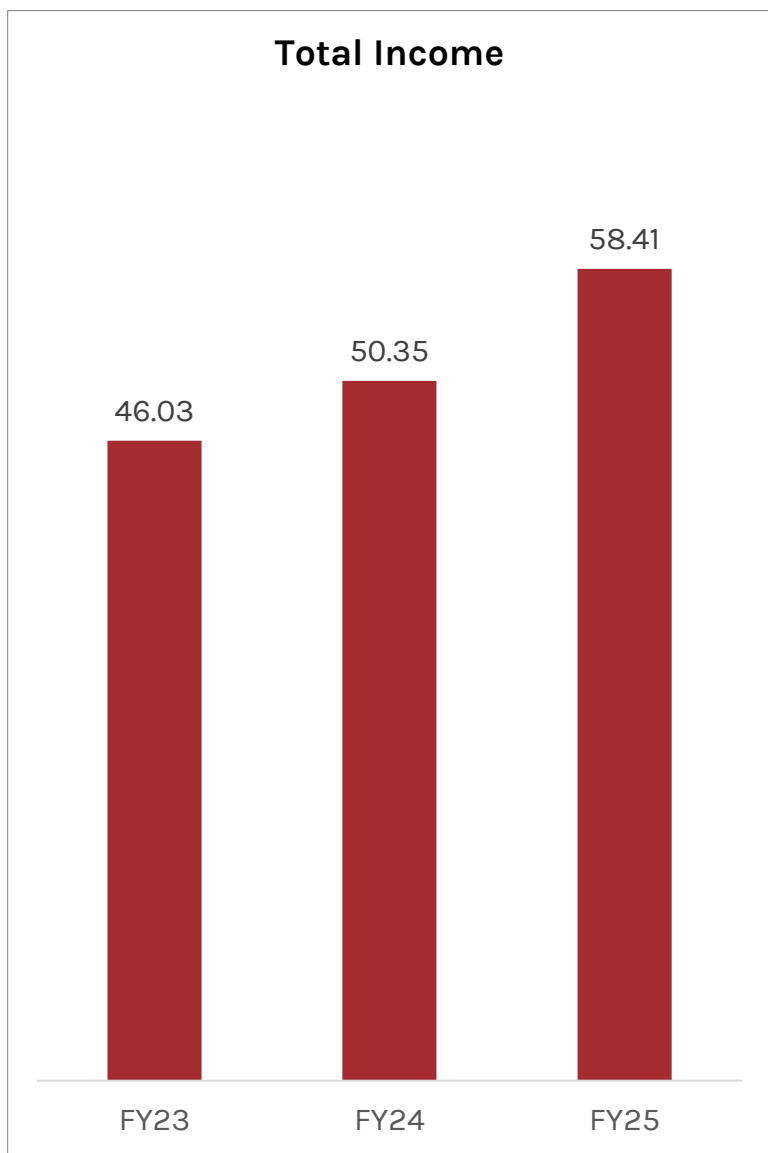
## In Sub-Saharan Africa

	<h3>Hospitals &amp; Clinics</h3> <ul style="list-style-type: none"><li>&gt; Us\$ 30 Bn investment needed in healthcare infrastructure</li></ul>	<h3>Manufacturing Industry</h3> <ul style="list-style-type: none"><li>Import market &gt; us\$14.5 Bn</li><li>70% of products imported from outside the continent</li></ul>	<h3>Healthcare IT &amp; Analytics</h3> <ul style="list-style-type: none"><li>Mobile apps, e-commerce &amp; e-health solutions</li></ul>	<h3>Training &amp; Education</h3> <ul style="list-style-type: none"><li>Vocational training</li><li>Skill development</li><li>Nursing institutes</li><li>Medical colleges</li></ul>
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Source: IBEF and International Finance Corporation



## Financial Overview



All Figures In ₹ Cr and Margin In %

# Consolidated Profit & Loss Statement

In ₹ Cr

Particulars	FY25	FY24	FY23
Revenues	55.59	48.75	43.94
Other Income	2.82	1.60	2.09
<b>Total Income</b>	<b>58.41</b>	<b>50.35</b>	<b>46.03</b>
Raw Material Costs	12.97	8.66	7.28
Employee Costs	8.24	7.33	6.48
Other Expenses	15.89	15.09	16.36
Total Expenditure	37.10	31.07	30.11
<b>EBITDA</b>	<b>21.32</b>	<b>19.28</b>	<b>15.92</b>
Finance Costs	1.56	3.37	4.12
Depreciation	2.47	2.26	2.52
PBT	<b>17.28</b>	13.64	9.28
Tax	2.14	3.26	1.62
<b>Net Profit</b>	<b>15.14</b>	<b>10.31</b>	<b>7.66</b>

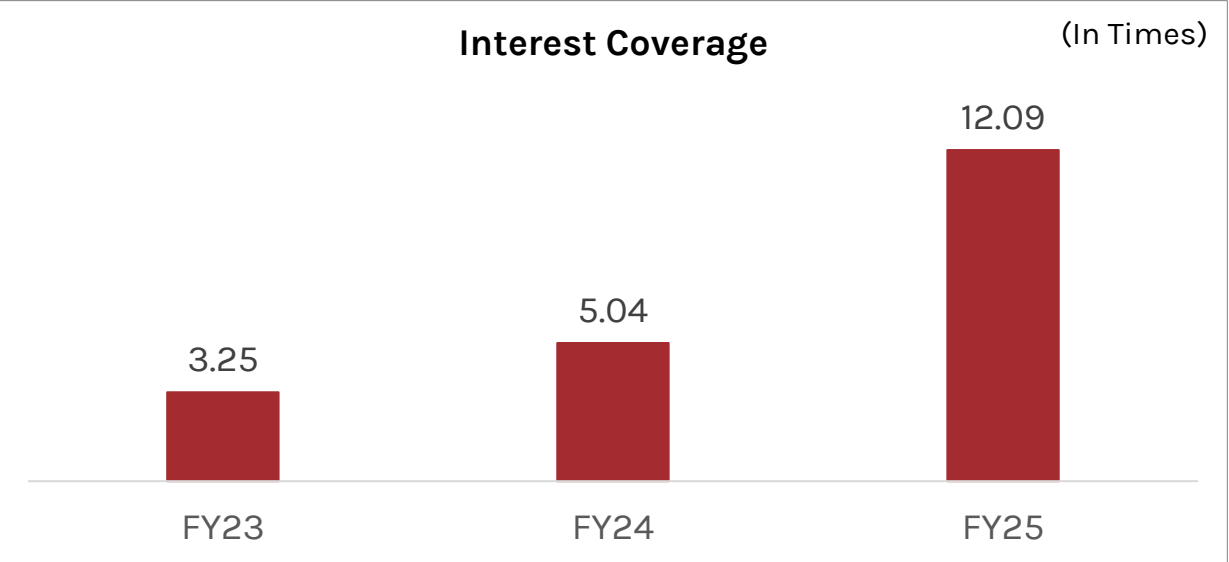
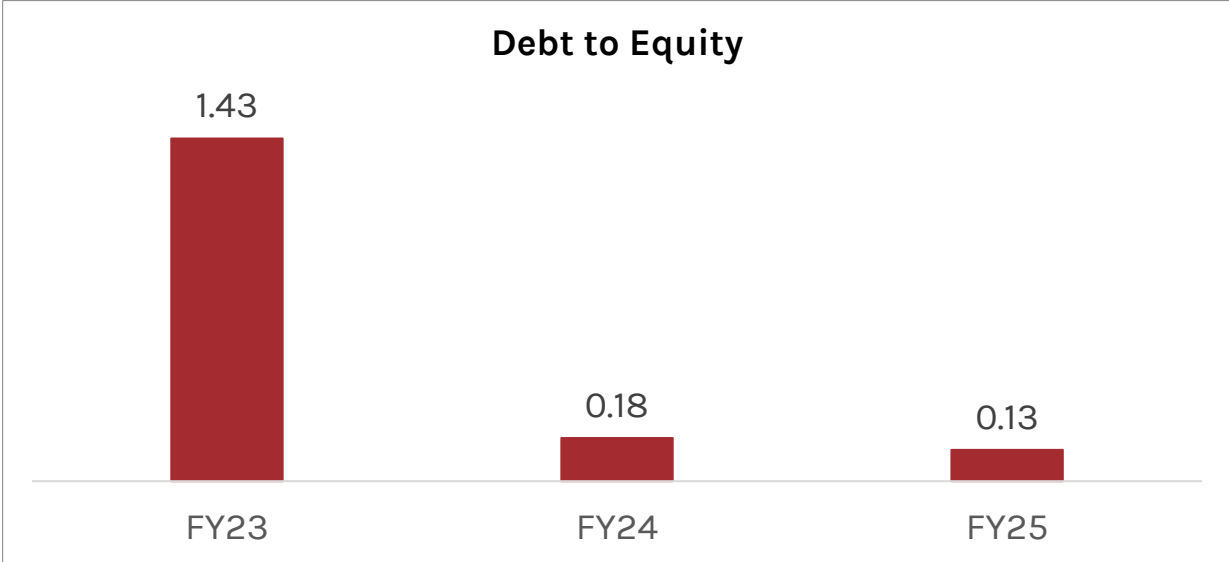
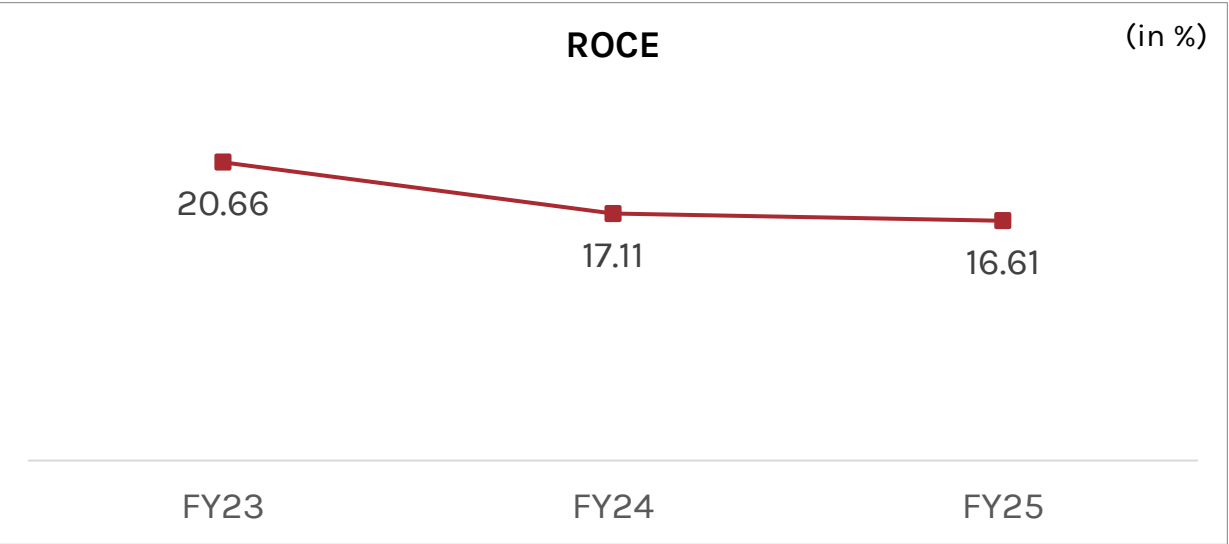
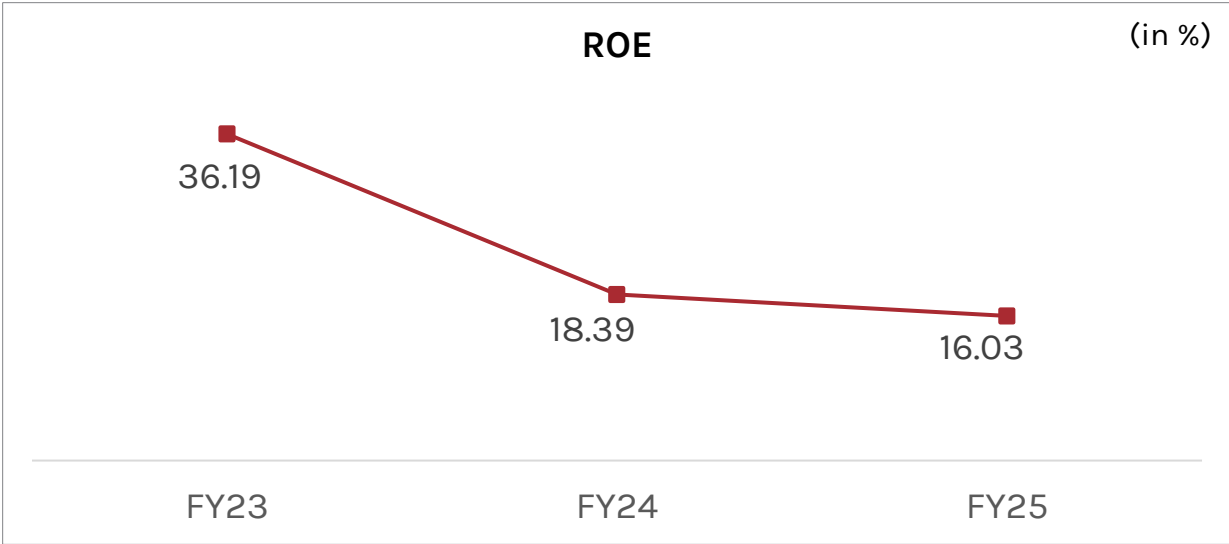
In ₹ Cr

Equities & Liabilities	FY25	FY24	FY23
Equity	15.40	15.40	1.39
Reserves	88.10	70.05	26.13
Non Controlling Interests	2.88	-0.25	-0.25
<b>Net Worth</b>	<b>103.50</b>	<b>85.45</b>	<b>27.52</b>
Non Current Liabilities			
Long Term Borrowing	5.09	11.76	35.70
Deferred Tax Liability	1.73	1.57	0.88
Long Term Provision	0.26	0.26	0.00
<b>Total Non Current Liabilities</b>	<b>7.08</b>	<b>13.59</b>	<b>36.58</b>
Current Liabilities			
Short Term Borrowings	7.94	3.40	3.57
Trade Payables	3.05	2.47	2.96
Other Current Liabilities	6.39	3.65	5.55
Short Term Provision	1.26	1.89	2.40
<b>Total Current Liabilities</b>	<b>18.64</b>	<b>11.42</b>	<b>14.49</b>
<b>Total Liabilities</b>	<b>132.09</b>	<b>110.21</b>	<b>78.33</b>

Assets	FY25	FY24	FY23
Non Current Assets			
Fixed Assets	45.39	36.09	37.08
Non Current Investments	0.19	0.21	0.29
Long-term loans and advances	9.34	5.29	6.77
Deferred Tax Assets (Net)	0.00	0.00	0.00
Other Non Current Assets	2.81	1.64	0.95
<b>Total Non Current Assets</b>	<b>57.74</b>	<b>43.23</b>	<b>45.09</b>
Current Assets			
Inventories	2.27	2.08	2.11
Trade Receivables	49.97	33.57	27.39
Cash & Bank Balance	14.64	28.51	1.95
Short-term loans and advances	0.17	0.05	1.78
Other Current Assets	7.31	2.76	0.00
<b>Total Current Assets</b>	<b>74.36</b>	<b>66.98</b>	<b>33.24</b>
<b>Total Assets</b>	<b>132.09</b>	<b>110.21</b>	<b>78.33</b>

In ₹ Cr

Particulars	FY25	FY24	FY23
Cashflow from Operations	-3.26	4.68	1.33
Cashflow from Investments	-4.01	-2.41	-4.92
Cashflow from Financing	-2.73	21.44	3.35
<b>Net Cash flow</b>	<b>-10.01</b>	<b>23.71</b>	<b>-0.24</b>
Opening Cash Balance	28.51	1.95	2.35
Closing Cash Balance	14.64	28.51	1.95





## Total Revenue

UGX 37,739 m  
(Rs. 36.00 cr.)



## EBIDTA %

**39.94%**



## PAT %

**30.01%**



## Total Debt

UGX **11,025 m**



## Debt : Equity

**0.33**



## ROCE

**46.96%**

Particulars	FY 2024-25	FY 2023-24	% Change
Total Income	UGX 37,739 m	UGX 27,444 m	37.51%
Total Expenses	UGX 22,665 m	UGX 18,059 m	25.51%
<b>EBIDTA</b>	<b>UGX 15,074 m</b>	<b>UGX 9,385 m</b>	<b>60.62%</b>
Depreciation	UGX 1,580 m	UGX 1,575 m	0.32%
Finance Cost	UGX 1,196 m	UGX 2,416 m	-50.50%
Taxes	UGX 972 m	UGX 2,497 m	-61.07%
<b>Profit After Taxes</b>	<b>UGX 11,326 m</b>	<b>UGX 2,895 m</b>	<b>291.23%</b>
Total Equity	UGX 33,645 m	UGX 22,319 m	50.75%
Total Borrowings	UGX 8,420 m	UGX 9,986 m	-15.68%
Rate of Exchange (v/s INR)	Rs. 0.02278430	Rs. 0.02200387	3.55%



**Total Revenue**  
NGN **1,186 m**



**EBIDTA %**  
**15.32%**



**PAT %**  
**10.91%**



**Total Debt**  
NGN **495 m**



**Debt : Equity**  
**0.88**



**ROCE**  
**12.23%**

Particulars	FY 2024-25	H2 - FY 2023-24	% Change
Total Income	NGN 1,186 m	NGN 1,150 m	3.13%
Operational Expenses	NGN 1,004 m	NGN 726 m	38.29%
<b>EBIDTA</b>	<b>NGN 182 m</b>	<b>NGN 424 m</b>	<b>-57.08%</b>
Depreciation	NGN 52 m	NGN 35 m	48.57%
Finance Cost	NGN 56 m	NGN 100 m	-44.00%
Profit Before Taxes	NGN 129 m	NGN 290 m	-55.52%
<b>Profit After Taxes</b>	<b>NGN 129 m</b>	<b>NGN 290 m</b>	<b>-55.52%</b>
Total Equity	NGN 563 m	NGN 330 m	70.61%
Total Borrowings	NGN 495 m	NGN 302 m	63.91%
Rate of Exchange (v/s INR)	Rs. 0.05543867	Rs. 0.11164304	-50.34%

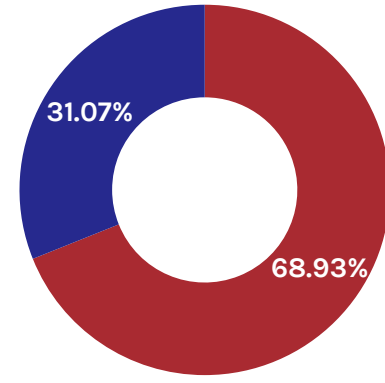
## NSE: UNIHEALTH ISIN: INEOPRF01011

As on 23-05-2025

Share Price (₹)	186.00
Market Capitalization (₹ Cr)	286.44
No. of Shares Outstanding	1,53,99,952
Face Value (₹)	10
52-week High-Low (₹)	188.90 - 109.00

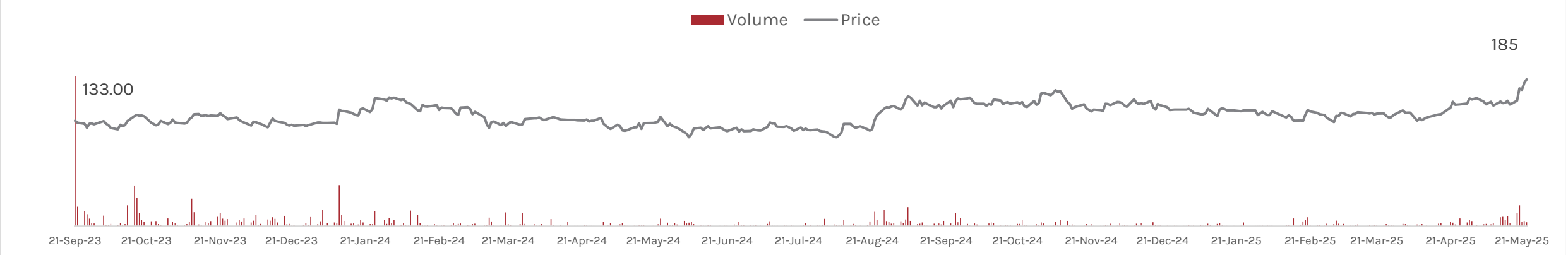
## Share Holding Pattern

As on 31-03-2025



■ Promoter & Promoter Group ■ Public

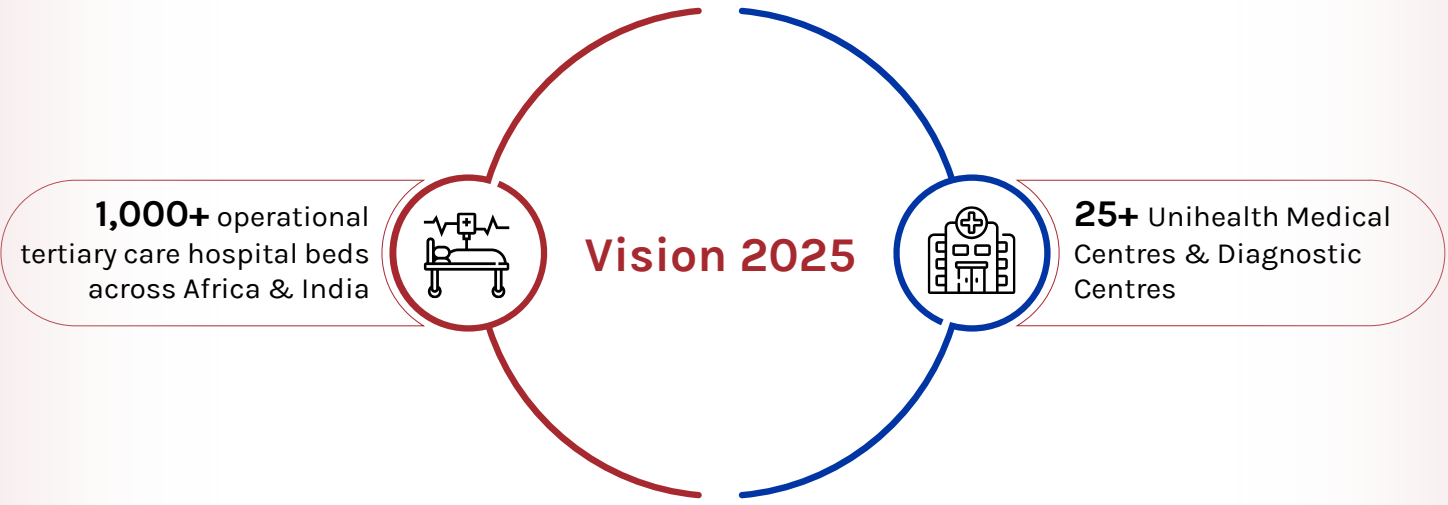
## Share Performance From 21 September 2023 Till Date



Source - NSE



## The Way Ahead & Unihealth Advantage



## Expansion Plan

Introduction of Ophthalmology, IVF, and Cardiology services in existing facilities in Uganda and Nigeria



Adding 150-250 beds across multiple facilities in Tanzania & India

Establishing a Manufacturing Unit in Mwanza, Tanzania for Local Healthcare Support.



Preliminary discussions underway for potential mergers, acquisitions, or collaborations in Tanzania, indicating a strategic growth approach.

Active discussions for a potential partnership in the Medical Value Travel business with Air Tanzania and Myanmar Airlines, aiming to enhance medical tourism.



Target countries for expansion include Ethiopia and Kenya, showcasing a broader vision for geographical growth.



**PHRC Health City**  
Pune, India



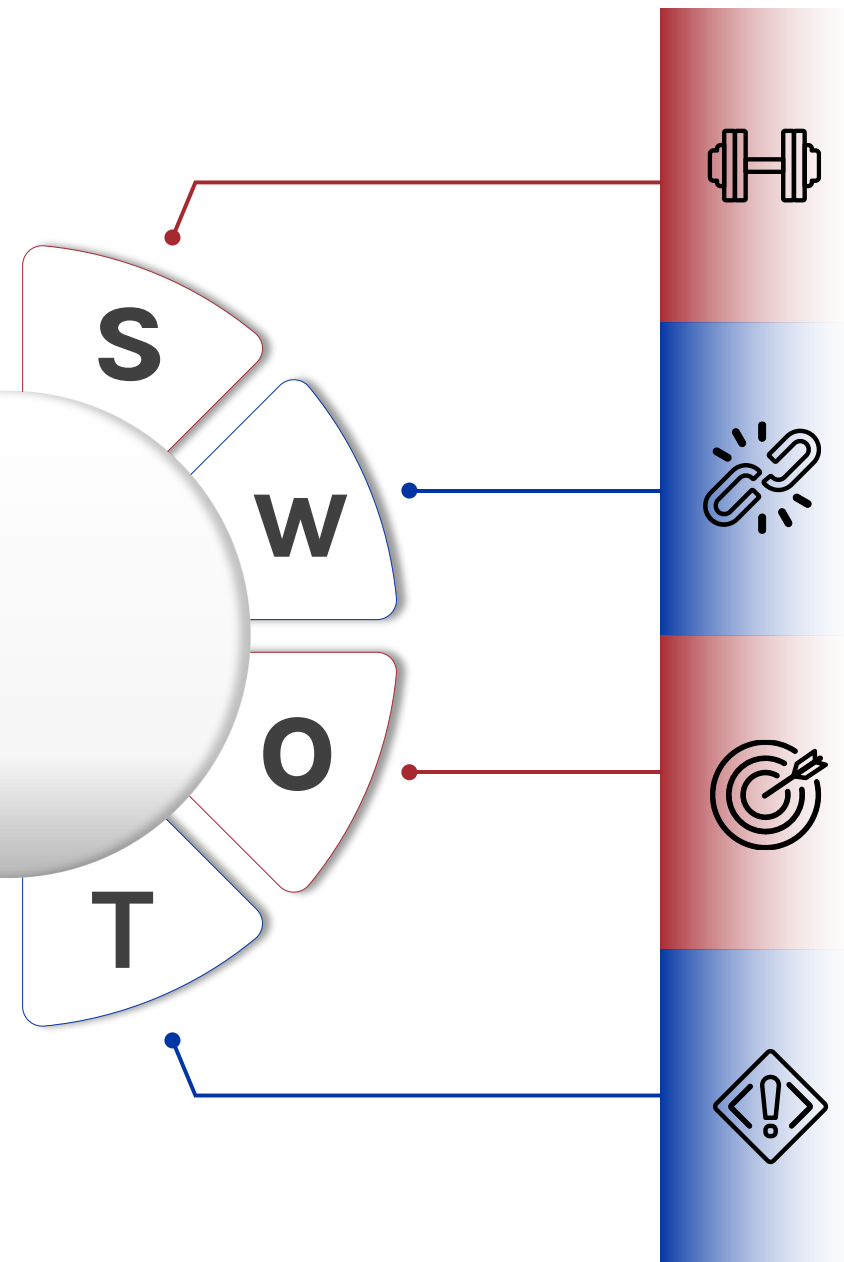
**Luanda Rehab Center**  
Luanda, Angola



**Cancer Hospital**  
Pune, India



**UMC Mwanza Hospital**  
Mwanza, Tanzania



## Strengths

- The seamless integration of diverse business verticals not only enhances growth potential but also provides a comprehensive and interconnected approach to delivering healthcare services.
- Operating in four countries across two continents provides global reach, attracting patients from various regions.
- UniHealth’s foothold in Africa fortifies its position, leveraging opportunities in emerging healthcare sector.
- Medical Value Travel drives on-site camps and surgical partnerships with global providers, enhancing the global footprint.

## Weakness

- Being import dependent for a range of healthcare products, the company may face challenges related to supply chain disruptions.
- Unexpected legal issues may emerge due to variations in local regulations.
- The need for rigorous compliance measures in multiple jurisdictions increases the operational complexity and resource allocation

## Opportunities

- Leveraging its successful model, UniHealth can explore opportunities to expand its presence into additional countries or regions with underserved healthcare needs.
- With the increasing demand for virtual healthcare, investing in advanced telehealth solutions can open new avenues for reaching a broader patient base.
- Investing in medical research and embracing innovative technologies can position UniHealth at the forefront of medical advancements, attracting patients seeking cutting-edge treatments.

## Threats

- Economic fluctuations in the countries of operation may impact the affordability and accessibility of healthcare services.
- Reliance on imported healthcare products exposes UniHealth to supply chain vulnerabilities and market fluctuations.
- The increasing demand for professional management and healthcare services intensifies competition in the market.

- 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. 55.59 Cr in FY25.
- Substantial improvement in EBIDTA margins: 13.11% in FY20 to 36.49% in FY25
- 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.





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Phone: 91 22 23544625

Website: [www.unihealthonline.com](http://www.unihealthonline.com)

**Thank You**



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