

— NCIL —

**Nephro Care**  
India Ltd.

***NURTURING LIVES.  
CREATING VALUE.***

INVESTOR PRESENTATION  
JUNE 2024



Corporate Capital Ventures  
LEAD MANAGER TO THE ISSUE

## DISCLAIMER

NEPHRO CARE INDIA LTD. ("Company") is contemplating the potential, subject to necessary approvals, market conditions, and other considerations, of initiating an initial public offering of its equity shares ("IPO") and has submitted the Red Herring Prospectus to the SME Platform of NSE Limited ("NSE Emerge"). Prospective investors should be aware that investing in equity shares involves a significant level of risk. For detailed information regarding such risks, potential investors are advised to refer to the section titled "Risk Factors" in the Red Herring Prospectus. It is crucial to note that certain visuals utilized in this presentation may be for illustrative purposes only, aiming to convey the broad categories that the company actively engages with.

This presentation is created by NEPHRO CARE INDIA LTD. (the "Company") solely for informational purposes and does not constitute an offer, recommendation, or invitation to purchase or subscribe to any securities. It shall not be considered as the basis or relied upon in connection with any contract or binding commitment whatsoever. The issuance of securities by the company will only take place through a statutory offering document containing comprehensive information about the company. This presentation is compiled by the company based on information and data deemed reliable, but the company makes no explicit or implied representation or warranty whatsoever. No reliance should be placed on the truth, accuracy, completeness, fairness, and reasonableness of the contents of this presentation. It may not encompass all relevant information, and any liability regarding the contents or omissions of this presentation is explicitly disclaimed.

Certain topics discussed in this presentation may involve statements concerning the Company's market opportunities and business prospects that are forward-looking.

These forward-looking statements are not assurances of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are challenging to predict. Such risks and uncertainties include, but are not restricted to, the performance of the Indian economy and global markets, industry performance, competition, successful strategy implementation, future growth, technological changes, and other factors. The Company assumes no obligation to update any forward-looking information contained in this presentation. Any third-party forward-looking statements and projections included in this presentation are not endorsed by the Company, and the Company is not accountable for such third-party statements and projections.



**WE ARE A FAST-GROWING,  
ESTABLISHED, HOLISTIC  
CLINICAL AND LIFESTYLE  
SOLUTIONS PROVIDER IN  
NEPHROLOGICAL CARE**

# A BIRD'S EYE VIEW OF NEPHRO CARE



## A story of professional excellence

Dr. Pratim Sengupta, renowned nephrologist and transplant specialist, identified the need to offer holistic solutions to renal insufficiency patients through lifestyle, clinical and spiritual engagement. This concept has now flowered into NCIL - one of the most reliable renal care organizations in India

### 2021

Commencement of operations at flagship clinic in Salt Lake, Kolkata

### 5,352

sq. ft. Flagship Operational Clinic at Salt Lake, Kolkata; doubles up as Registered Office and a Hub

### 2

Satellite Clinics located in Salt Lake (HB 113) & Chandannagar (W.B.) - act as Spokes

### 110

Well-trained Employees (as on 31.03.24) - including 5 in-house doctors (excluding 10 visiting doctors)

### 27,000+

Volumes achieved in Outpatient department (Invoices for 9MFY24)

### 19.75

Revenue from Operations (Rs. Cr.) (9MFY24) led by OPD services (65%)

### 25.55%

EBIDTA Margin (%) (9MFY24) with Zero-Debt on the Books

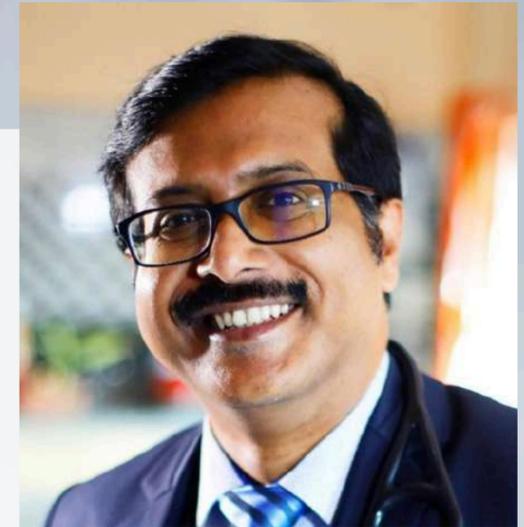
# SUMMARISING THE BUSINESS MODEL



**END-TO-END SUPPORT & ENABLEMENT BY ROBUST TECHNOLOGY INFRA, CLOUD STORAGE & FOCUSED ANALYTICS**

# REPUTED PROFESSIONAL LEADING HIS OWN VISION

**DR. PRATIM SENGUPTA, 48 YEARS**  
**PROMOTER & MANAGING DIRECTOR**



- **A renowned Nephrologist in India having 20+ years of active clinical experience**

- Performed 1,000+ kidney transplants till date
- A pioneer in the field of holistic renal care through a combination of clinical intervention, yoga and lifestyle support



- **Excellent track record in educational pursuits**

- Completed his MBBS from R.G. Kar Medical College & Hospital in 1999 and a Bachelor of Medicine and Surgery in 2003 from University of Calcutta.
- Dr. Sengupta earned his Doctor of Medicine degree from the University of Calcutta in 2006
- In 2010, he furthered his expertise by obtaining a Doctor of Medicine in Nephrology



- **Other meritorious accomplishments include:**

- Clinical Research Fellowship from Harvard Medical School Boston, USA
- Renal Nutrition & Clinical Nephrology Fellowship from Karolinska Institute, Sweden
- CAPD Fellowship from Peking University Third Hospital, Beijing China
- Also a member of various professional societies including American Society of Nephrology, European Renal Association, International Society of Nephrology and Indian Society of Nephrology, etc.



- **Has also authored 30+ original scientific articles in peer reviewed international medical journals**

- Also authored and published several books on subjects including renal nutrition, yoga and lifestyle for holistic wellness and general kidney care



- **Honoured with several awards and certifications throughout his academic career, including:**

- Gold Medal in Ophthalmology from R.G. Kar Medical College & Hospital, University of Calcutta in 1995
- Anant Narayan Silver Medal for securing highest marks in Ophthalmology from R.G. Kar Medical College & Hospital in 1999
- Geeta Mukhopadhyay Das Memorial Scholarship for securing highest marks in the admission test for MD (General Medicine) of Calcutta University, in 2004
- 1st Certificate of Merit for proficiency in the Annual Examination in M.D (General Medicine) examination from the Institute of Post Graduate Medical Education & Research in 2006

- **Awarded the “Bharat Jyoti” award by the India International Friendship Society for his stellar contribution in the field of Nephrology in 2019**

# BACKED BY AN ACCOMPLISHED BOARD



## 1 DR. PRITAM SENGUPTA, 41 YEARS NON-EXECUTIVE DIRECTOR

- Dr. Sengupta is a Dentist with 13+ years of professional experience
- Holds a Bachelors Degree in Science from University of Calcutta
- Completed Bachelor of Dental Surgery from West Bengal University of Health Sciences

## 2 DR. SUTAPA SEN, 47 YEARS NON-EXECUTIVE DIRECTOR

- A renowned Gynecologist with 17+ years of professional experience
- Holds an MBBS degree from RG Kar Medical College, Kolkata, and completed her MD in OBS and Gynecology from the University of Dibrugarh

## 3 ALO SENGUPTA, 67 YEARS INDEPENDENT DIRECTOR

- Commands 20+ years of working experience across leadership roles in the education and medical industries including pharmaceuticals and medical equipment
- Holds a Bachelor's Degree in Commerce from the University of Calcutta

## 4 SAIKAT BISWAS, 49 YEARS INDEPENDENT DIRECTOR

- A Practising Lawyer at Hon'ble Calcutta High Court
- Commands 22+ years of experience in legal services including litigation, etc..
- Holds a Bachelor Degree in Commerce (Hons.) and a Bachelor's degree in Law, both from the University of Calcutta

## 5 SUDIP BARMAN, 58 YEARS INDEPENDENT DIRECTOR

- Commands more than 30 years of experience in the field of management and administration across corporates
- Holds MBA degree from the University of Burdwan

# SUPPORTED BY EXPERIENCED MANAGEMENT TEAM

## SOMNATH CHAKRABORTY, 41 YEARS CHIEF EXECUTIVE OFFICER

- Has a track record of 20+ years, including more than 10 years in critical care and nephrology
- Presently, oversees day-to-day operations and activities at the company
- Holds a Bachelor's Degree in Science from Calcutta University and also an MBA in Marketing from MITSDE, Pune
- Previously worked for corporates including Systopic Lab, Glenmark Pharmaceuticals Limited, and Pfizer Limited



## TAPAS SAHA, 41 YEARS CHIEF FINANCIAL OFFICER

- Commands 19+ years of experience in accounting, finance, financial planning and wealth management
- Presently, overseeing finance, accounting, taxation and budgets including financial reporting and internal control system
- Holds a Bachelor's and Master's Degree in Commerce from Calcutta University



## SOUGATA SENGUPTA, 49 YEARS COMPANY SECRETARY

- Holds 25 years of diverse experience in leadership positions in the areas of corporate strategy, business development, M&A, investment banking and in setting up businesses across various industries to raising an independent hospitality brand.
- Holds a Bachelor's Degree in Commerce from Calcutta University
- Also is an Associate Member of the Institute of Company Secretaries of India



# OFFERING HOLISTIC SOLUTIONS IN NEPHROLOGY



**IN-HOUSE DIALYSIS UNIT**



**OUTPATIENT SERVICES\***



**NABL ACCREDITED IN-HOUSE PATHOLOGY (CAREPATH)**



**IN-HOUSE PHARMACY (CAREMED)**



**ADVANCE DIAGNOSTIC FACILITIES**



**RENAL NUTRITION DEPARTMENT**



**HOME CARE**



**MUKTI (LIFESTYLE SUPPORT PROGRAM)**



**HOME DIALYSIS**



\* IN AREAS OF NEPHROLOGY, DIABETOLOGY, CARDIOLOGY, OPHTHALMOLOGY & NEUROLOGY

# WITH A DEMONSTRATED INTENT OF VALUE & INNOVATION

## Bridging the gap between day care and tertiary care services

### MUKTI (LIFESTYLE SUPPORT PROGRAM)

- Customised program that caters to overall wellbeing of the patients
- Improve quality of life through a blend of modern medicine & ancient yogic wisdom
- Has reached out digitally & physically to 1,000+ beneficiaries across India till date

### HOME CARE

- Extending clinical & lifestyle support beyond our clinics to take care of all collateral medical needs of our patients

### HOME DIALYSIS

- Offer dialysis at the comfort of their homes to CKD patients who are unable to and/or do not wish to visit dialysis centres
- with minimal chances of infection and recurring hospitalization
- Patented RO technology for access to dialysis ready water at home
- Option to rent or purchase Dialysis machines

### ADVANCE DIAGNOSTIC FACILITIES

- Wide range of diagnostic facilities not limited to the domain of nephrology
- Providing patients an opportunity to get investigated for co-existing ailments and provide health clinicians to offer patients a comprehensive treatment regimen

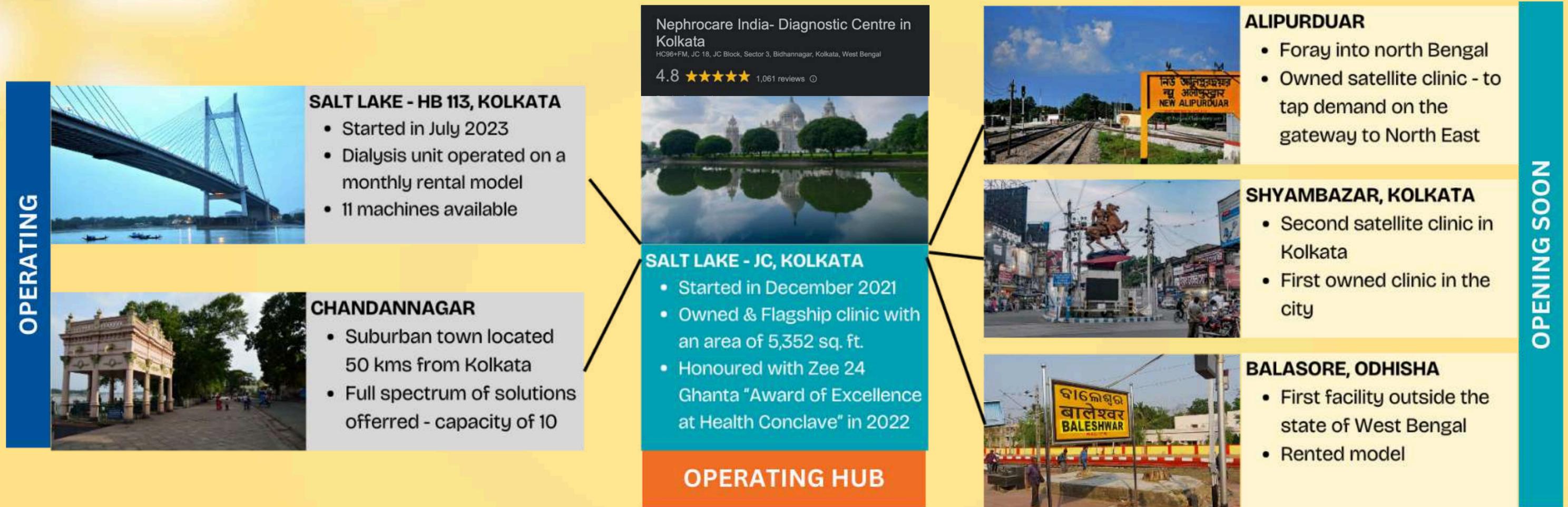
## Consistent R&D focus & investments

### ACCESS + ACCURACY + AFFORDABILITY

- Own Clinical Research Facility established in December 2021, with 2 senior members
- Collaborates with esteemed institutions in India, including ISI-Kolkata, IIT-Kharagpur, & NIT-Silchar
- Published 8 Research papers & case reports in peer-reviewed international journals
- Ongoing research initiatives include biosensor chips, low-cost hemodialysis machines with remote monitoring capabilities, a comprehensive study blending ancient yogic systems with modern medicine
- Indigenous low-cost dialysis machine developed in collaboration with NIT, Silchar - now under beta testing and has been submitted for approval to the Department of Science & Technology (DST) Biotechnology, West Bengal

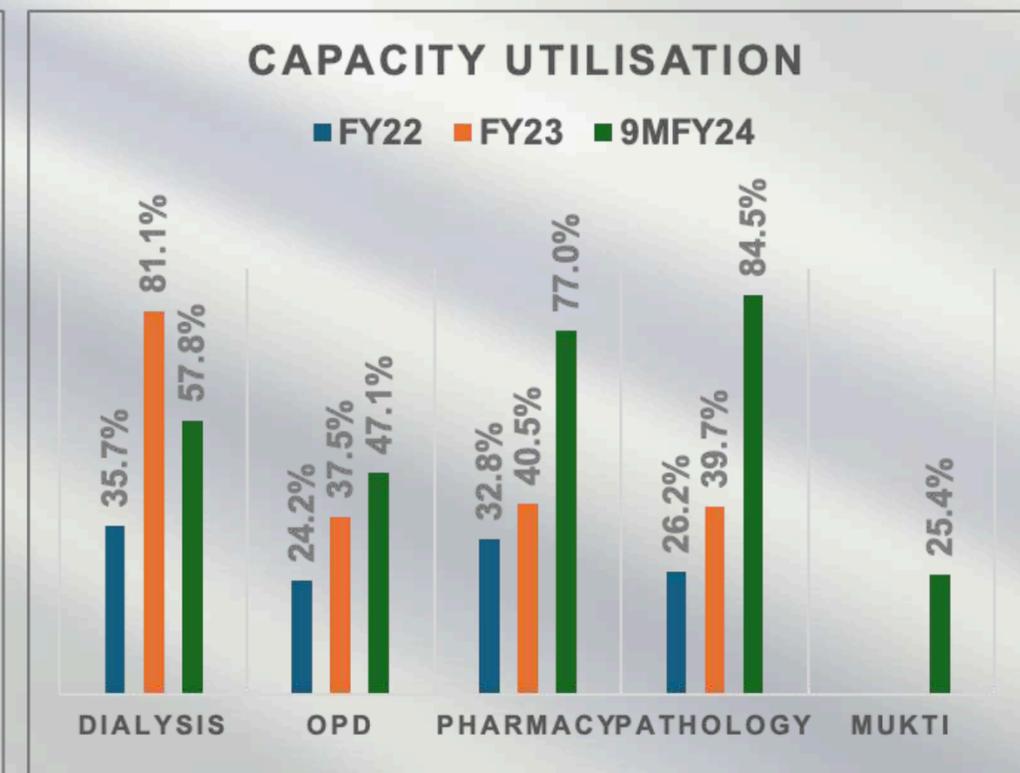
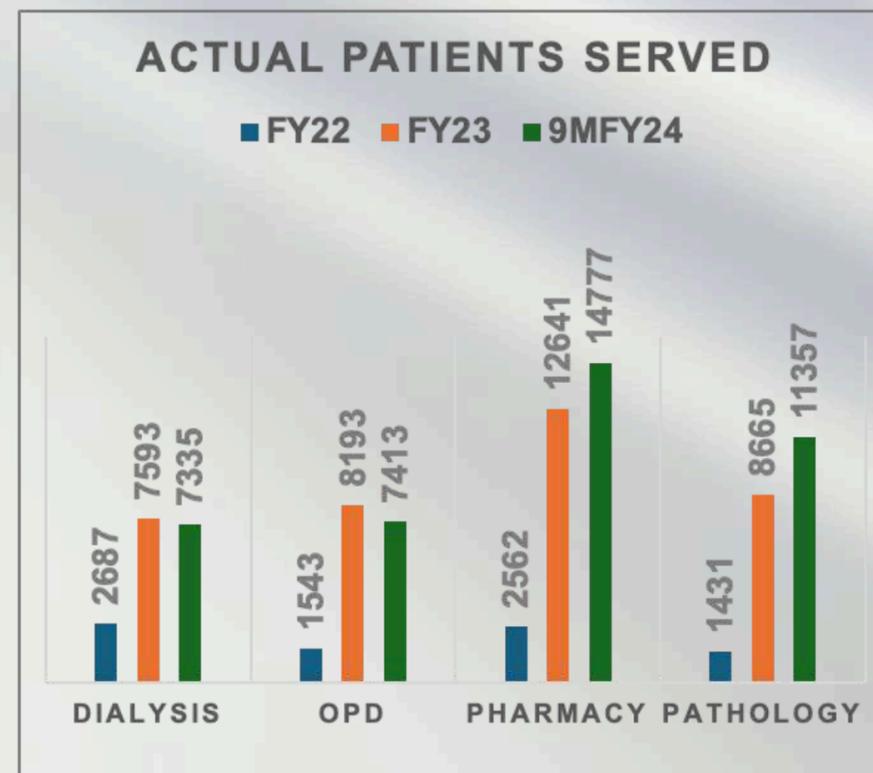
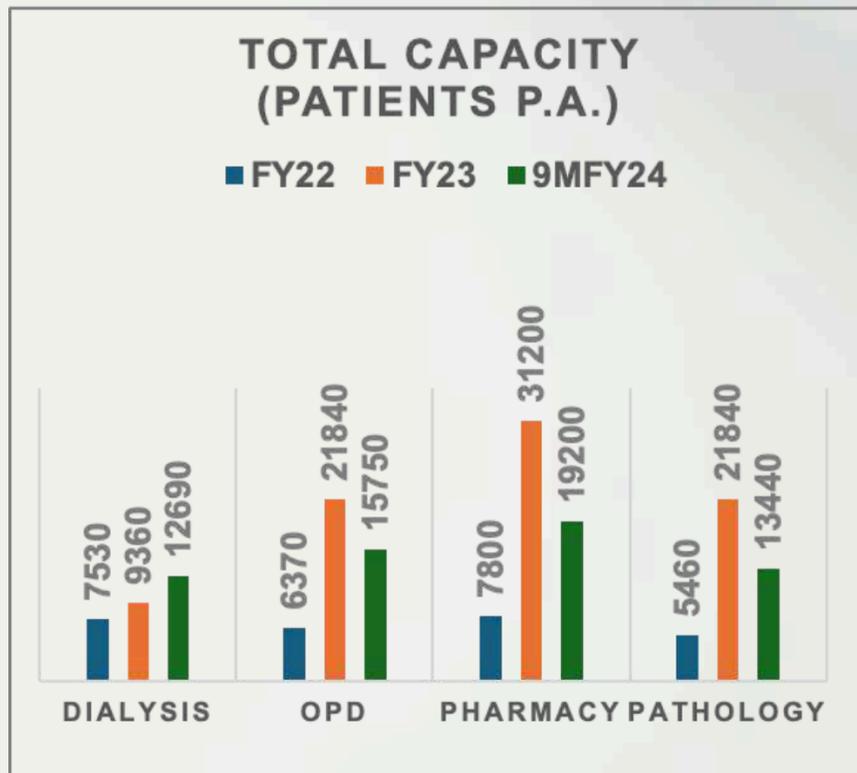
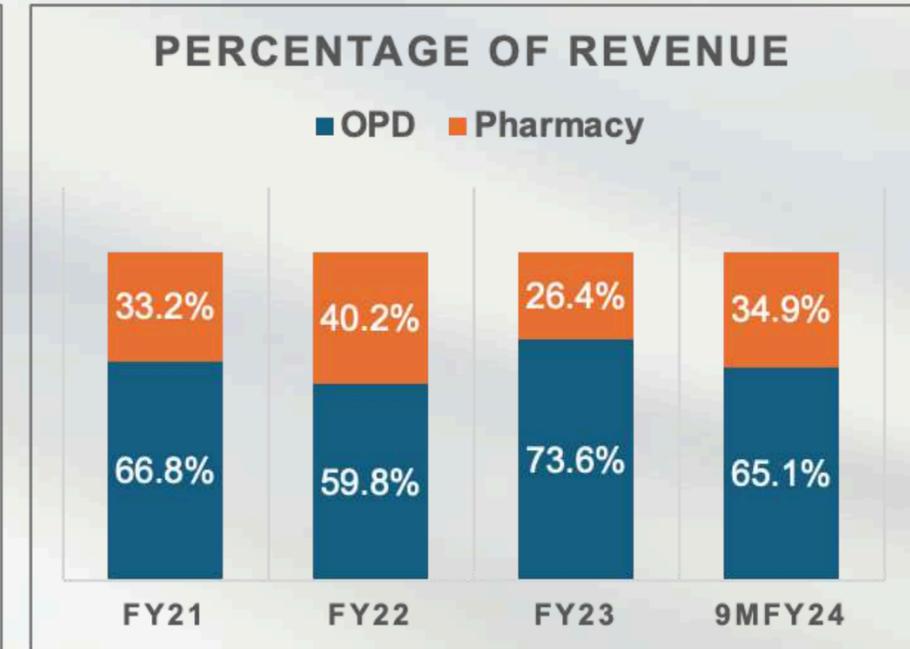
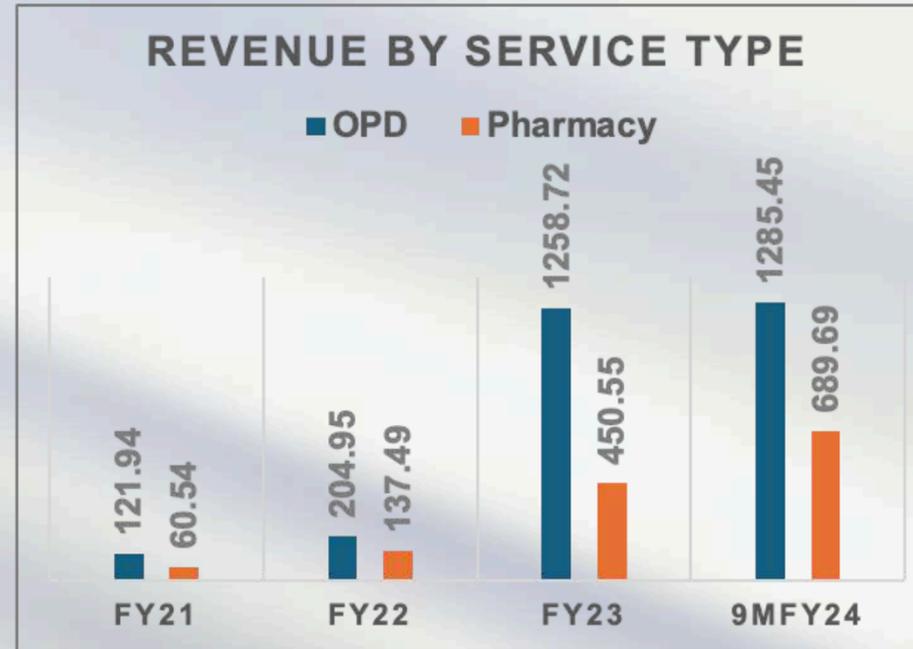
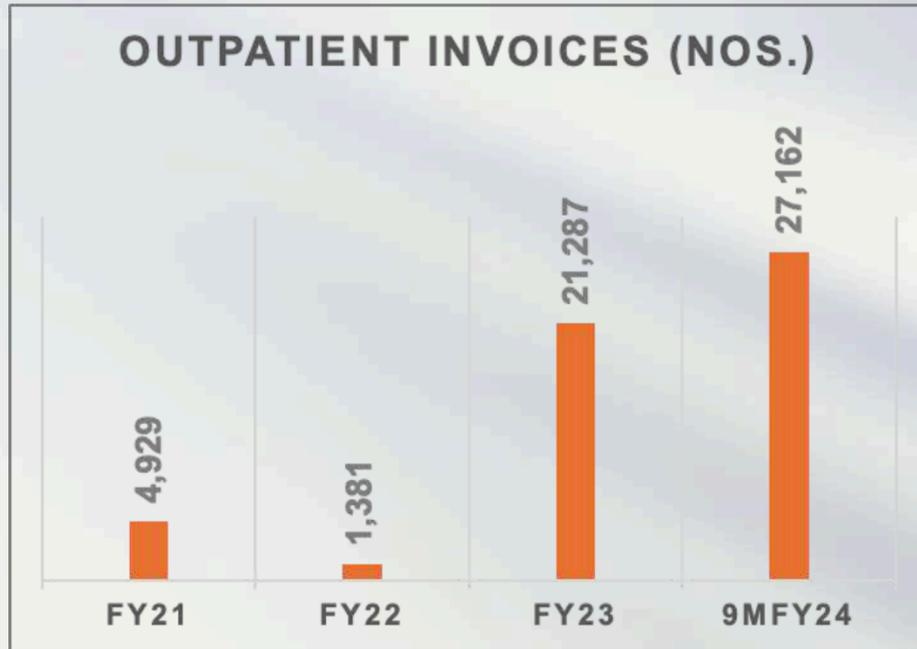


# LED BY A HUB AND SPOKE MODEL TO EXPAND REACH

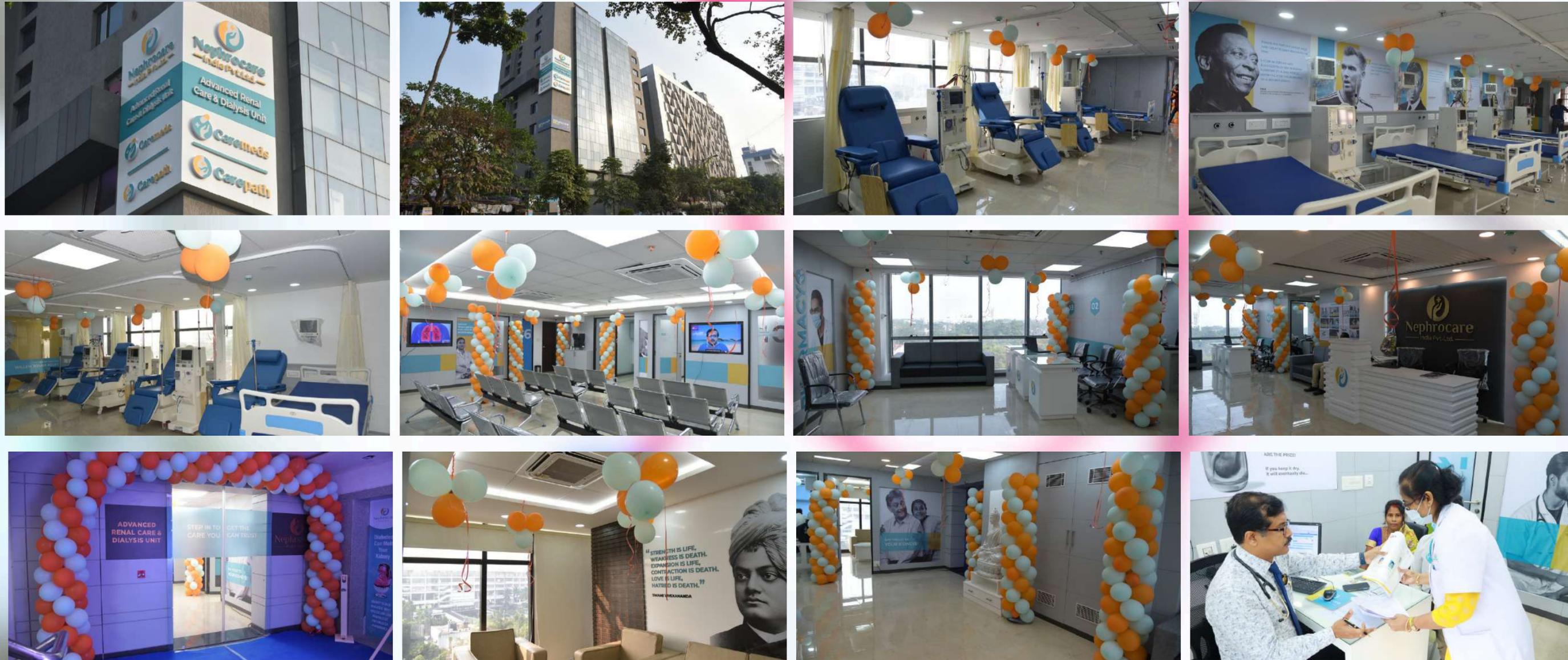


- The Nephro Care ecosystem currently provides healthcare services to around 900 Chronic Kidney Disease Patients (CKD Patient) per month
- Each clinic is independent, individually well-equipped with skilled healthcare professionals as well as advanced infrastructure
- All clinics operated in line with our “patient first” ideology, which primarily focuses on patient care, comfort, privacy and dignity
- All clinics are equipped with technologically advanced equipment and diagnostic instruments
- Integrity at the core - Nephro Care does not set any incentives or financial targets for doctors
- High focus on infection control across facilities as Nephro Care caters to immune compromised ESRD & Post KT (kidney transplant) patients

# DECODING THE QUALITY BEHIND NUMBERS



# SUSTAINED INVESTMENTS IN INFRASTRUCTURE



**27 state-of-the-art dialysis machines across operational centres backed by state of the art equipment**

**SYMEX -XN 330 MAGLUMI X3 MINDRAY BS 240 PRO TRANSASIA EC90 MISPA I2 TULIP CORALAB TOUCH VECTOR UNICORN PRIMA CENTRIFUGE MICROSCOPE INCUBATOR X-RAY ECG USG ECHO FIBROSCAN SUDOSCAN FUNDOSCOPY UROFLOWMETRY HOLTER BCM. NCV PFT ABPM**

# TECHNOLOGY-ENRICHED, STANDARDISED & RELIABLE PROCESSES



## Social Media Powered Community Engagement Model

- Communicate --> Connect --> Community approach driven by personal engagement by Dr. Pratim Sengupta through social media channels
- **YouTube subscriber base of 136,000+ for Dr. Sengupta, with an average view count of 5-6 lac per video**
- Leverages social media presence to educate and fortify (Primarily in Bengali) - brand and visibility for both - personal brand as well as Nephro Care's
- **Sustained efforts to engage through quality advice have also further strengthened the personal brand as a key thought leader in nephrology**



## Strong focus on developing and implementing technology to aid superior, affordable service delivery

**Tele-calling** and telemedicine vertical offer remotely accessible clinical services to patients in far-flung areas

**Hospital Information System** serves as the primary technology platform to manage and monitor the entire business value chain

**Electronic Medical Record system** ensures instant access to patient records on authorised devices with minimal typing

**Inhouse mobile application** facilitates patients to access **telemedicine services** over video, phone or chat functions

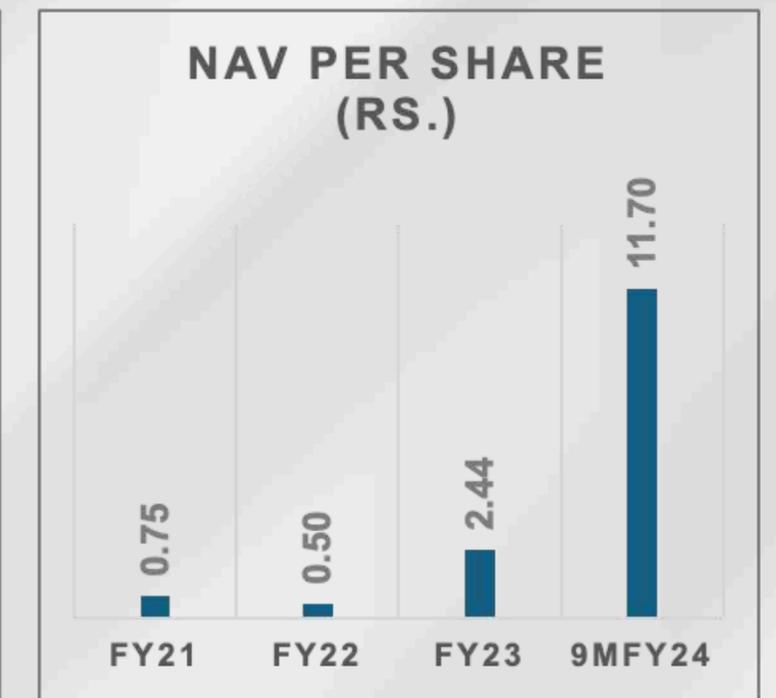
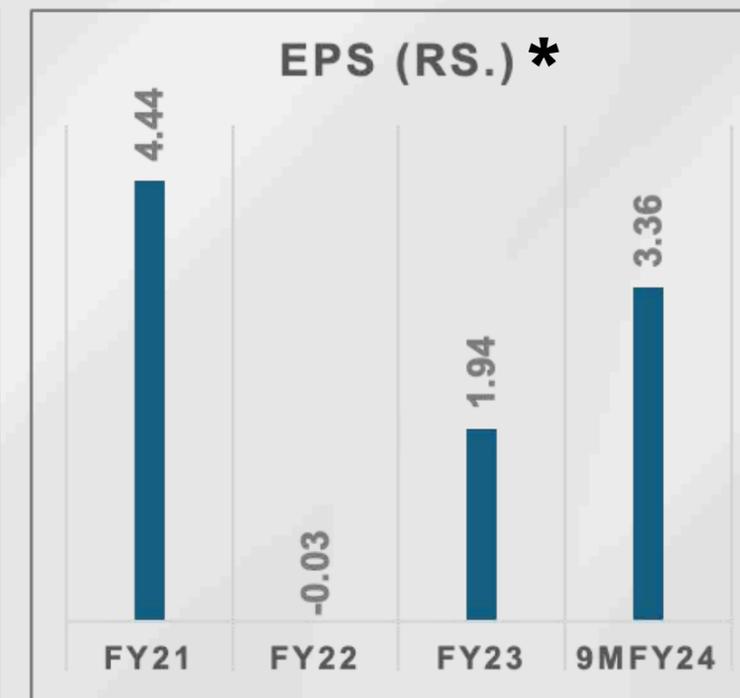
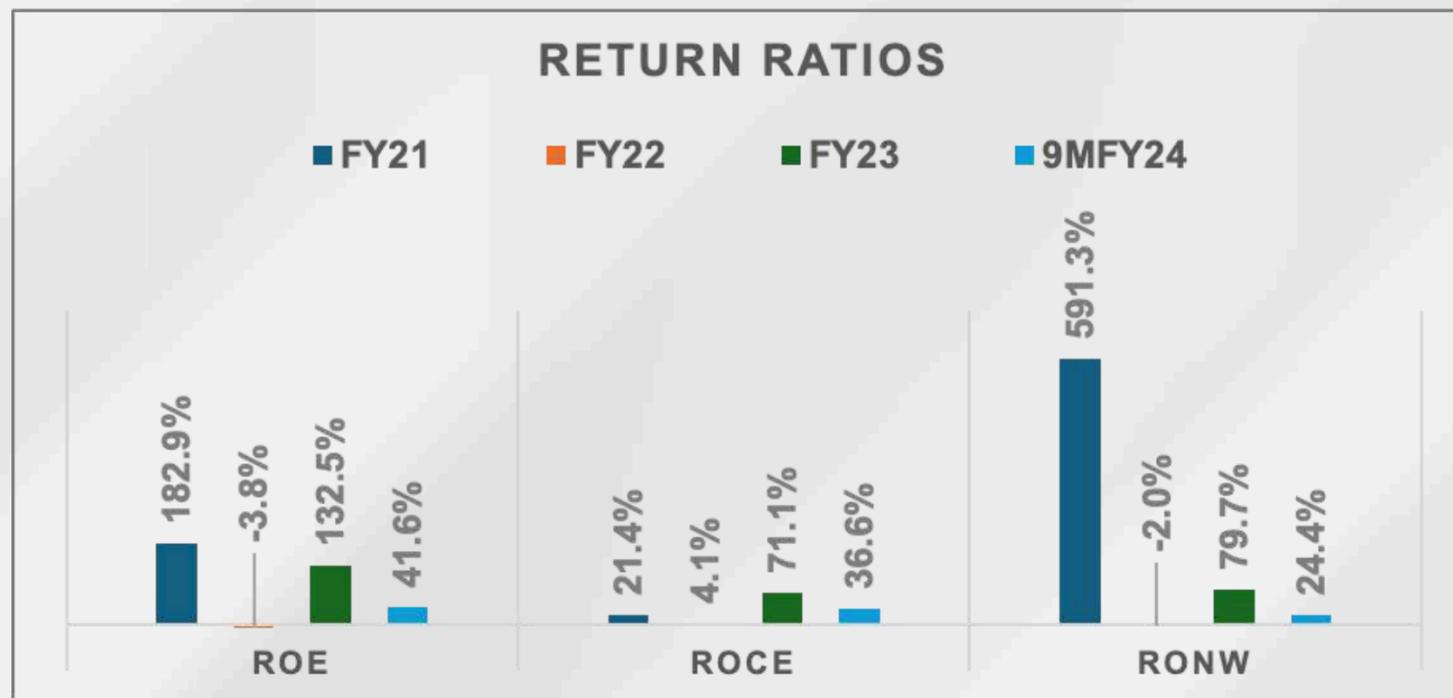
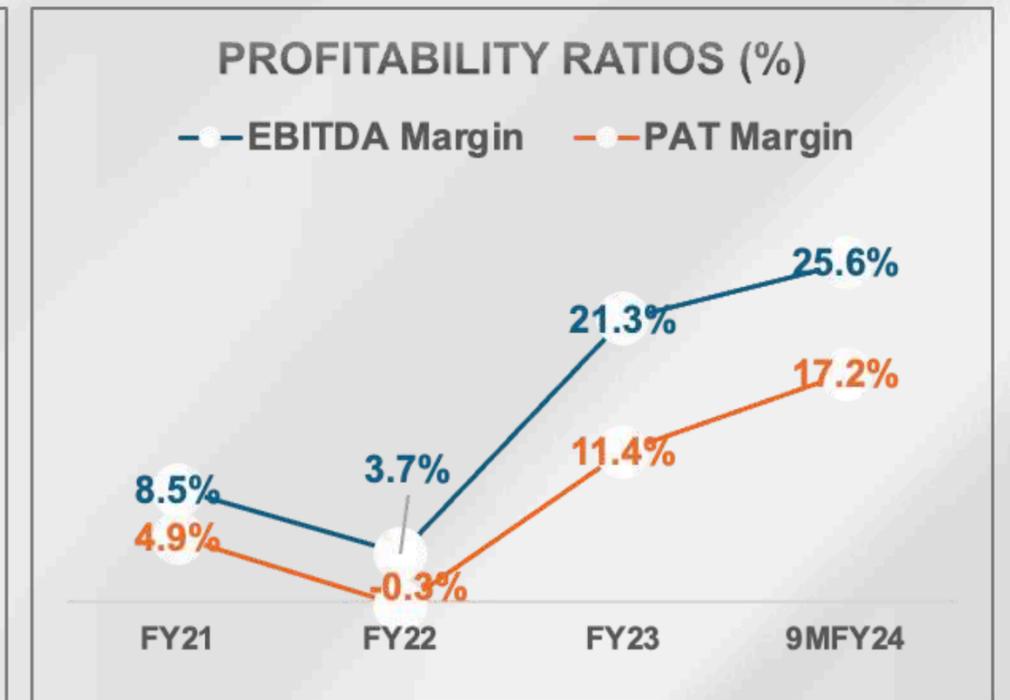
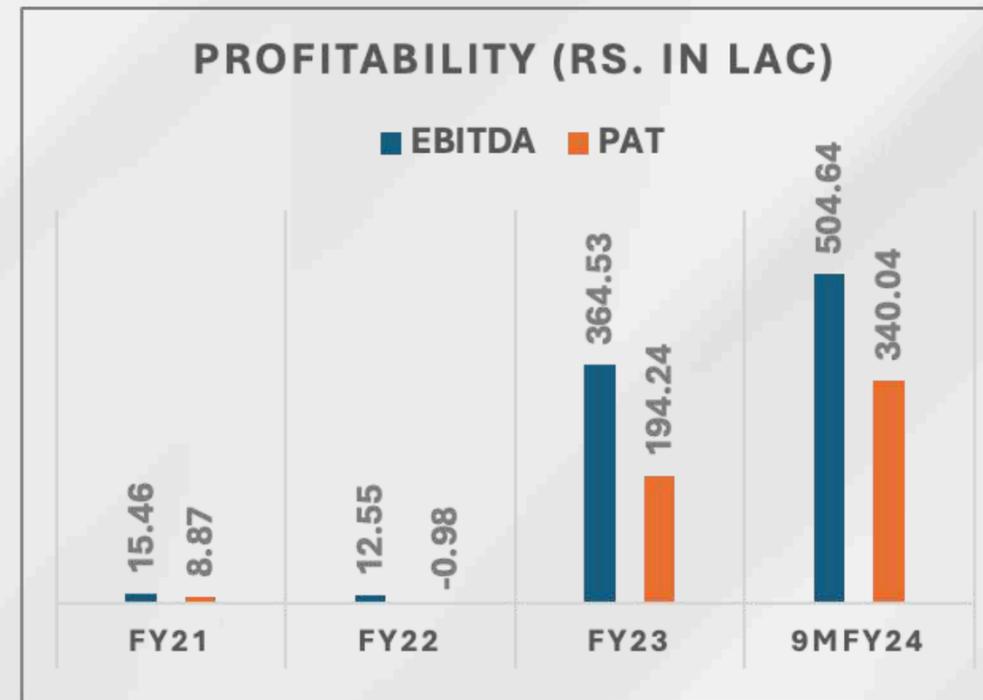
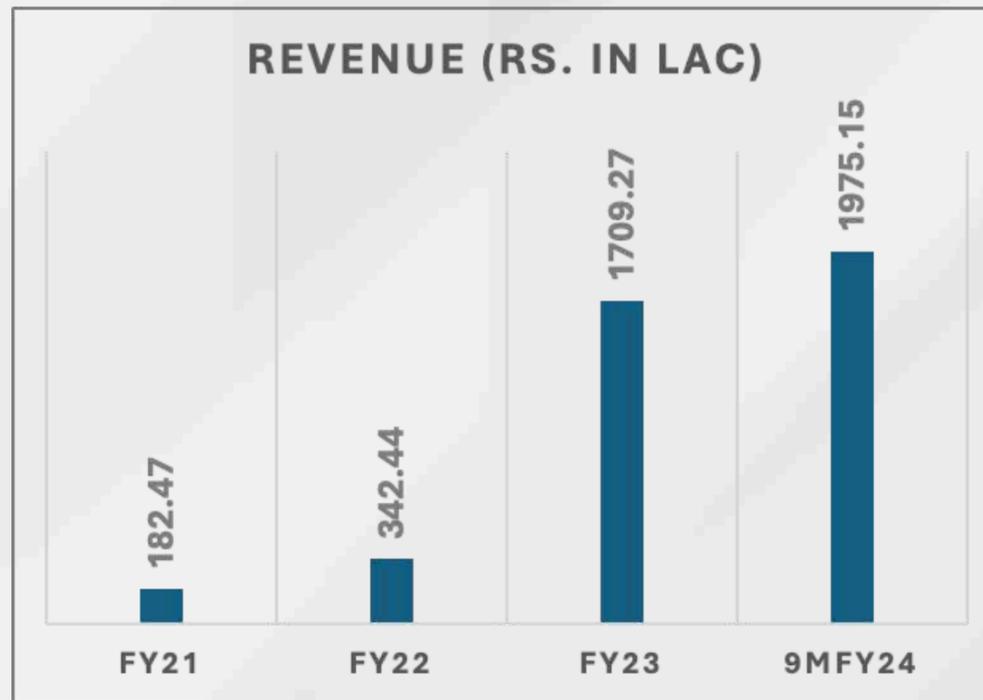
- Now under beta testing
- Recorded a 12X growth in revenues in ~30 months to an average of Rs. 24 lac per month

Mobile application and web-based **Human Resource Management System** - inhouse developed (under beta testing)

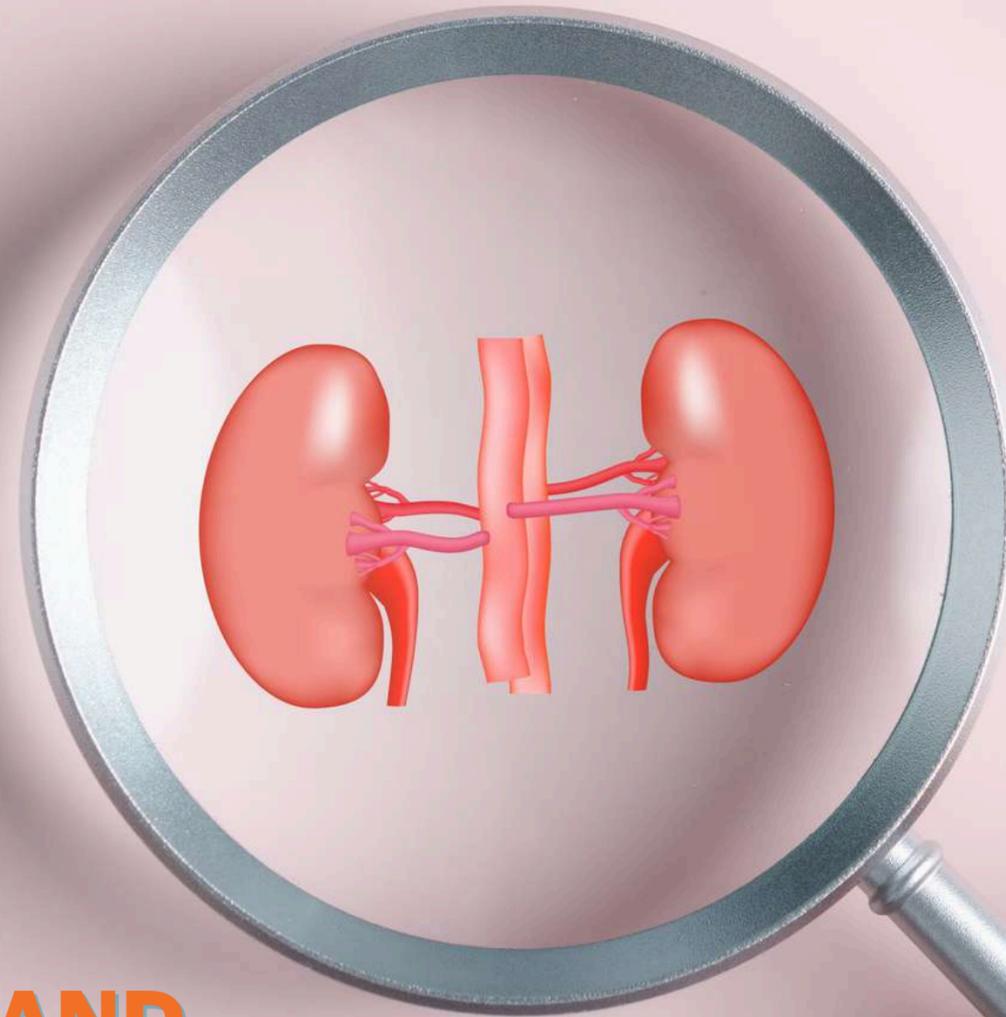
**Enterprise business intelligence system** implemented to access inputs from various functions, collate & curate data - leading to sustained efficiencies across operations



# ROBUST FOUNDATION TRANSLATING INTO IMPROVED PERFORMANCE



\* Fully Diluted



**EYEING SCALABILITY AND  
LEADERSHIP, RIDING  
UPON A DEMONSTRATED  
BUSINESS MODEL**

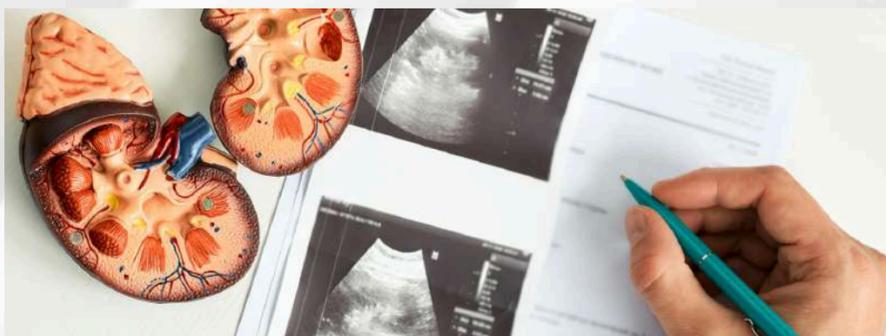
# SETTING SIGHTS ON THE OPPORTUNITY LANDSCAPE

## THE INDUSTRY

## REGIONAL PLAY

- 10% of the Indian population is affected by chronic kidney disease
- **Renal insufficiency and kidney diseases have become major health issues in India**
- The Pradhan Mantri National Dialysis Program (PMNDP) Report notes that in India, every year, about 2.2 lakh new patients of End-Stage Renal Disease (ESRD) are added, resulting in additional demand for 3.4 Crore dialysis every year.
- **The high cost of dialysis care leads to financial hardship for practically all families with such patients**
- Factors such as Health Insurance and reverse migration to smaller cities may lead to unlocking the latent demand of the sector in a faster way

- **Out of the 2.4 million dialysis cases across the world, India contributes just a little over 4%**
- Kolkata and West Bengal offer access to the latent demand in nearby states and countries (Bangladesh, Myanmar, Nepal, etc.)
- **Sustained efforts by Bengal Govt. to prop up medical tourism owing to cost-affordability**
- Key states like Rajasthan, West Bengal, Madhya Pradesh and Gujarat typically have 5 dialysis machines per centre or less as compared to an average of 11 machines per state



# KEY FOCUS AREAS GOING AHEAD

## EXPAND

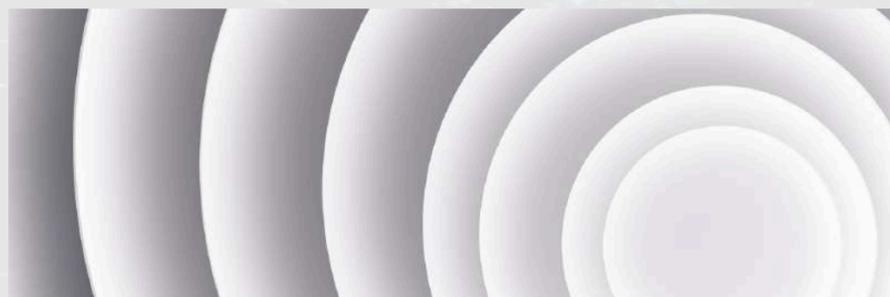
- **Sustain focus on hub & spoke strategy for expansion to newer markets in West Bengal and neighbouring states**
- Continuous efforts towards hiring and retaining the right talent across operations
  - More collaborations & engagements
- **Home care as a key focus area - to be unlocked by leveraging the asset-lite and technology-led business model**

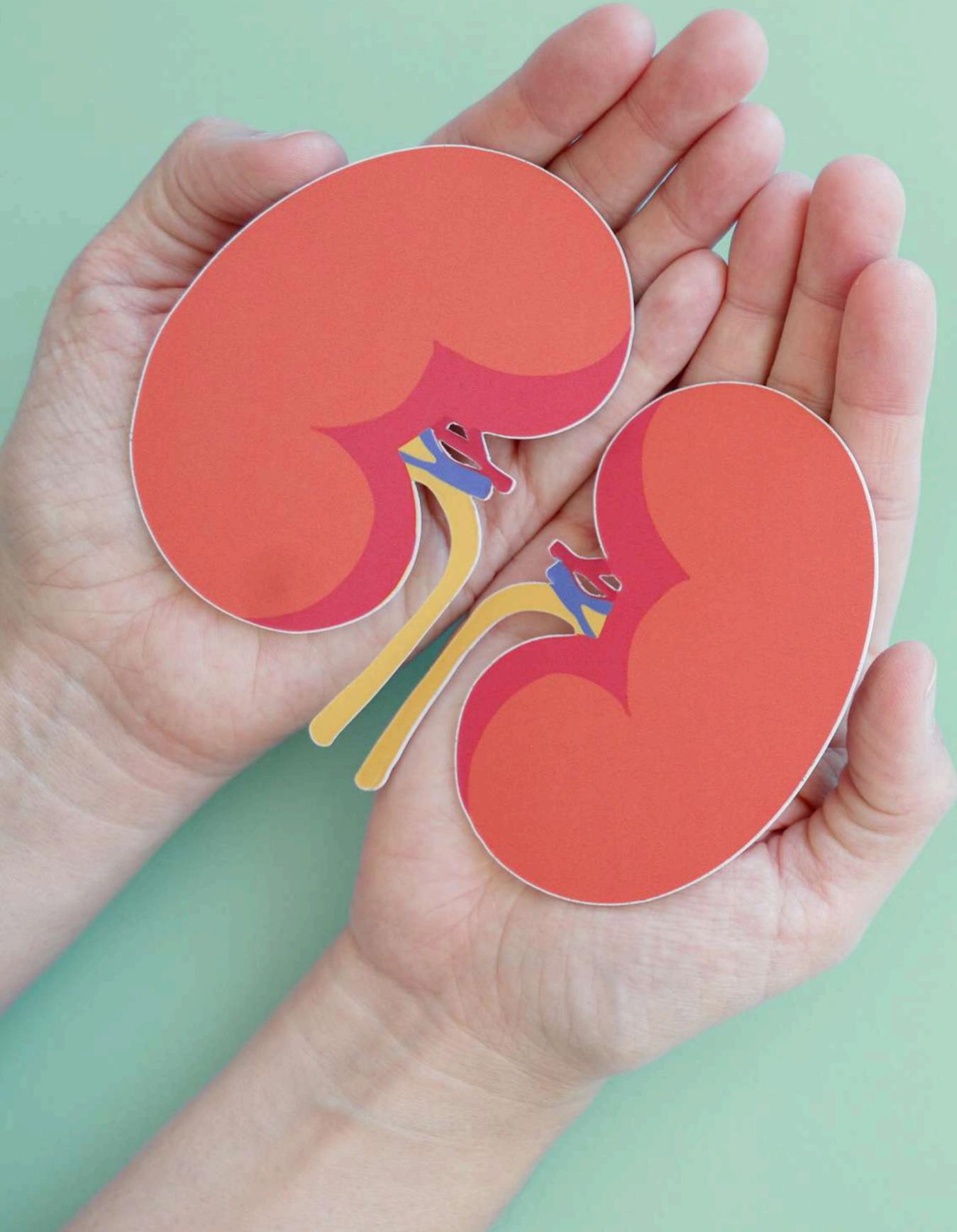
## OPTIMISE

- Enhance clinical capabilities and improve operating efficiencies
- **Higher automation & technology adoption to result in standardised, safer and cost-efficient services, thereby elevating patient experience**
- Academics and research continue to be the engines of growth
- **Optimise marketing spends to garner higher visibility in the key markets of presence or awaiting foray**

## ENERGISE

- **Foray into setting up own multi-speciality hospital - thereby introducing a super-hub**
  - Setting up of Multi Speciality Hospital in the name of “Vivacity Multi Speciality Hospital” (unit of Nephro Care) at Kolkata (Madhyamgaram), West Bengal
  - An estimated project cost of Rs. 3,650.79 Lac, to be funded through IPO on NSE Emerge, as well as internal accruals





**WE ARE SET TO EVOLVE  
TO THE NEXT LEVEL OF  
OUR JOURNEY**

# GOING PUBLIC TO FUND OUR AMBITIOUS EXPANSION PLAN



## The Objects to the Issue

- Setting up a new Multi Specialty Hospital in the name of Vivacity Multi Speciality Hospital (Unit of Nephrocare) at Kolkata (Madhyamgram), West Bengal
- General Corporate Purpose

## KEY HIGHLIGHTS ABOUT THE HOSPITAL COMING UP IN MADHYAMGRAM, WEST BENGAL

Project cost of Rs. 36.51 crore - to be funded to the extent of Rs. 26.15 crore of IPO Proceeds and rest from internal accruals

Proposed to have 100 inpatient beds, including a 30 bedded Critical Care unit having ICU, HDU, RTU and NICU facilities; also a 20-bed advance dialysis centre

- Being built on land leased for 21 years
- G+5 Structure, to be ready by July 2024
- Monthly rental of ₹ 15 Lakhs with an escalation of 15% every 3 years

- Also proposed an advanced OT set-up comprising 5 modular operation theatres, one Minor OT and a Cath lab with Laminar Air Flow and HEPA Filter
- Special mother and child care services through a dedicated unit

Particular	Estimated month of	
	Commencement	Completion
Civil Works (includes plumbing, paint work, tiles etc)	February 2024	May 2024
Furniture & Fixtures	April 2024	June 2024
Electrical Works	March 2024	June 2024
Fire Fighting Works	March 2024	May 2024
Order of Equipment	March 2024	July 2024
Installation of Equipment	April 2024	July 2024
Trial Run	June 2024	July 2024
Commercial Operation	August 2024	

Core services include Cardiology with dedicated CTVS OT and Cath Lab facilities, Urology, Medical Oncology, Laparoscopic Surgery, Neurology, Neurosurgery, Spine Surgery, and Nephrology, including the most experienced renal transplant unit in East India, Onco surgery, Gastroenterology, Gastrointestinal surgery, Orthopedic Surgery, including joint replacements & Arthroscopic surgeries, Gynecology and high-risk Obstetrics, and Hepatocellular biliary Surgery.

# ISSUE DETAILS

No. of shares (FV Rs. 10 each)	45,84,000 Equity Shares (Fresh Issue)
Price band (Rs.)	85-90
Issue size (at the upper band)	41.26
Issue type	Book-building (Fresh Issue)
Issue opens	Friday, 28th June, 2024
Anchor Book opens	Thursday 27th June 2024
Issue closes	Tuesday, 02nd July, 2024
Anchor Book	12,38,400 Equity Shares
Reservation for Market Maker	2,30,400 Equity Shares
Reservation for Employees	2,25,600 Equity Shares
Reservation for HNIs	6,19,200 Equity Shares
Reservation for QIBs (Net)	8,25,600 Equity Shares
Reservation for Retail	14,44,800 Equity Shares
Lot size	1,600 Equity Shares
Registrar	Bigshare Services Private Limited
To be listed on	NSE Emerge

## ABOUT THE LEAD MANAGER TO THE ISSUE

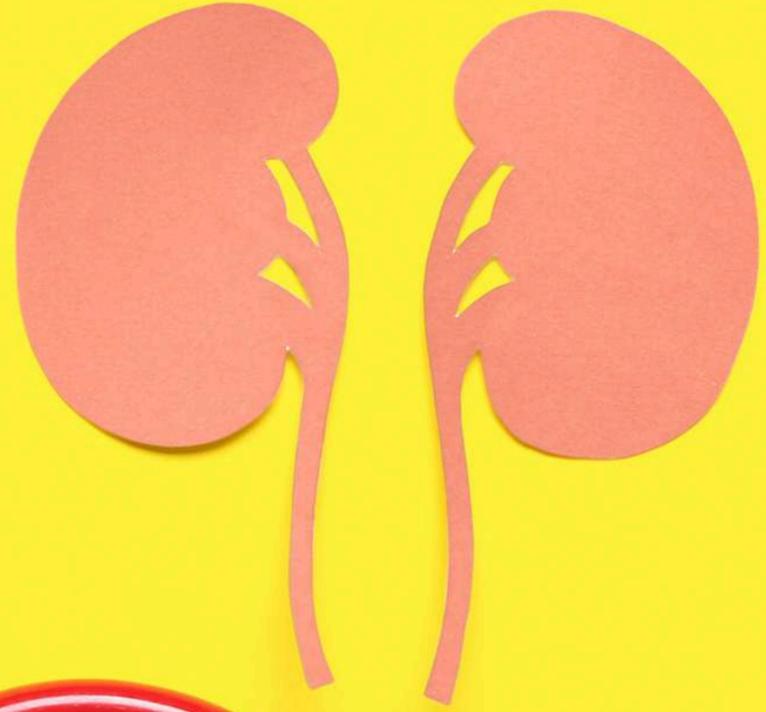


CCV is among the country's leading full-circle investment banking firms, catering to the lifecycle funding needs of MSMEs across diverse sectors. A SEBI registered Category-I Merchant Banker, CCV has a celebrated track record in executing a majority of highly successful IPOs, including DroneAcharya Aerial Innovation, Annapurna Swadisht, Phantom Digital FX, Crayons Advertising, Oriana Power, Rocking Deals, Accent Microcell, Alpex Solar, Trust Fintech, Creative Graphics, GP Eco Solar, etc. You can learn more about CCV at <https://www.ccvindia.com>.

# SHAREHOLDING PATTERN

Sr. No.	Name of the Shareholders	Pre-Issue		Post – Issue	
		Number of Equity Shares	% of Pre-Issue Equity Share Capital	Number of Equity Shares	% of Post-Issue Equity Share Capital
<b>Promoter (A)</b>					
1.	Dr. Pratim Sengupta	1,00,00,000	84.02	1,00,00,000	60.66
2.	Dr. Pritam Sengupta	Nil	-	-	-
3.	Dr. Sutapa Sen	Nil	-	-	-
	<b>Total (A)</b>	<b>1,00,00,000</b>	<b>84.02</b>	<b>1,00,00,000 [●]</b>	<b>60.66</b>
<b>Promoters' Group (B)</b>					
4.	Mr. Pradyot Kumar Sengupta	48,000	0.40	48,000	0.29
5.	Mrs. Shila Sengupta	48,000	0.40	48,000	0.29
6.	Mr. Prasenjit Sengupta	24,000	0.20	24,000	0.15
7.	Mrs. Chandrima Goswami	Nil	-	-	-
8.	Ms. Pragya Sengupta	Nil	-	-	-
9.	Ms. Arunima Chattopadhyaya	Nil	-	-	-
	<b>Total (B)</b>	<b>1,20,000</b>	<b>1.00</b>	<b>1,20,000</b>	<b>0.73</b>
	<b>Total (A+B)</b>	<b>1,01,20,000</b>	<b>85.02</b>	<b>1,01,20,000</b>	<b>61.39</b>

- In December 2023, the company successfully concluded its pre-IPO funding round amounting to Rs. 8.08 crore
- The round garnered notable participation from banking veteran and former HDFC Ltd chairman Deepak Parekh, HDFC Securities chairman Bharat Shah, and Rajendra Agarwal, Founder and MD of Macleods Pharmaceuticals, among others



**WRAPPING UP**

## STRENGTHS

- One Step Treatment Center - offering a wide range of comprehensive medical services for kidney disease patients
- Led by Dr. Pratim Sengupta, one of the Leading Nephrologists in India and successfully performed more than 1,000 kidney transplants.
- Clinically Equipped with technologically advanced equipment and diagnostic instruments
- Highly trained medical professionals
- Ensure the privacy of the data and information of the patients

## WEAKNESSES

- Dependency on promoter Dr. Pratim Sengupta
- High manpower cost
- The need to upgrade the knowledge base of our medical team regularly may involve significant expenses.
- Need continuous monitoring of the quality of services
- High Capex cost/Unit

## OPPORTUNITIES

- Increasing need for comprehensive healthcare solutions
- Huge gap between demand and supply when it comes to dialysis facilities.
- Nephro Care is a futuristic hybrid model that can bridge the service gap between daycare and hospital. Which is missing in current healthcare domain
- Some need-based and value-added flagship services like Mukti and Home Dialysis are putting Nephro Care one step ahead of the competition.
- Chronic Kidney Disease (CKD) is at an epidemic stage in India, and there is a huge imbalance between required facilities and current available options, which Nephro Care can address

## THREATS

- Based on the per capita income in India, affordability towards CKD treatment is a challenge.
- Lack of Awareness.
- Govt Health Yojanas have limited and delayed pay
- Ratio between qualified doctors and patients is a big issue in India

# ONE SLIDE PITCH

Led by highly reputed nephrologist turned enteroprenuer

The vision to offer affordable, holistic, efficient and high-quality bouquet of healthcare solutions

Headquartered in Kolkata and scaling up to cater to nearby states using hub and spoke model

Highly focused on technology deployment and R&D prowess - leading to growth ready and profitable operations

Backed by a strong team of professionals and a robust Board

Multiple segments of presence (pathology, pharmacy, diagnostics) - nurtured as revenue contributors

Now unveiling the next phase of growth with Vivacity - first multi-speciality hospital - to be operational in August 2024

Gearing up for IPO - to fund its ambitious expansion; to be listed on NSE Emerge



**THANK YOU.**

**NEPHRO CARE INDIA LIMITED**

**Registered Office:**

**NEPHRO CARE INDIA LIMITED**

**Flat No-1, JC-18, 5th Floor Sec-III,**

**Salt LakeKolkata, Bidhan Nagar Sai Complex,**

**North 24 Parganas,**

**Salt Lake, Kolkata - 700098**

**West Bengal, India**

**<https://www.nephrocareindia.com>**