



100 वर्षों तक स्वस्थ,
सुखी व सम्पन्न जीने के लिए



JEENA SIKHO LIFECARE LIMITED

(Formerly known as Jeena Sikho Lifecare Private Limited)

REGD OFFICE: SCO-11, Kalgidhar Enclave, Baltana, Zirakpur, Punjab-140604, 01762-513185

Branch: B-26, Opp. Metro Pillar No. 223, Rohtak Road, New Multan Nagar, Delhi - 110056

CIN NO.: L52601PB2017PLC046545

Email ID.: cs@jeenasikho.co.in

To,

The Manager,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400051

NSE Symbol: JSLL
ISIN: INE0J5801011

Dear Sir/Ma'am,

Sub: Investor Presentation

Please find enclosed herewith the Investor Presentation of the Company containing the Business Overview of company.

The Investor Update are also being disseminated on Company's website at www.jeenasikho.com/

This is for your kind information and records.

Thanking you,

Yours Faithfully,

For **Jeena Sikho Lifecare Limited**

MANISH
GROVER

Digitally signed by
MANISH GROVER
Date: 2024.05.16
15:51:05 +05'30'

Manish Grover
Managing Director
DIN: 07557886

Date: May 16, 2024
Place: Punjab

Jeena Sikho Lifecare Limited

NSE: JSLL | Bloomberg: JSLL:IN

Investor Presentation
FY24 | May 2024

Jeena Sikho®
120+ Ayurveda Clinics & Hospitals

अपना डॉक्टर खुद बनें

Shuddhi
AYURVEDA CLINICS & HOSPITALS





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01



Introduction to Jeena Sikho Lifecare





Problem:

Modern health care services & allopathy medicine is often expensive, unavailable at non-urban locales, and fails to fully address a slew of lifestyle health care ailments.

Solution:

India's premier ayurveda health care and medicine enterprise, offering quality, affordable and holistic health care.

Introduction to Jeena Sikho Lifecare



**India's
premier ayurveda
healthcare
service provider**



32

Operational
hospitals

79

Operational
clinics &
day care



1,277

Beds
operational

123+

Beds in
pipeline



97

Cities & towns
covered

25

States
covered



~300

SKUs in Ayurveda medicine
& product portfolio



71%

ROCE* - Capital-light
business model



34%

3Y Top line CAGR^ - One
of the fastest growing
healthcare enterprise



NSE

Listed on NSE
since April 2022

*3Y Average ROCE | ^3Y CAGR (FY21-24)

Journey so far

Idea born

2009

The idea of **Jeena Sikho** was born

Products/medicines business commenced

2009

Commenced ayurveda medicine sales

Health care services commenced

2013

Established **first ayurveda health care centre** in Chandigarh

2017

Jeena Sikho Lifecare was incorporated as a company

2018

Developed the **Shuddhi Project** to setup dedicated ayurveda health care centres

2020

Inaugurated **Derabassi centre – Shuddhi Ayurveda Panchakarma Hospital**

2021

Surpassed **50 operational centres** across the country

Raised growth capital to expand in both

2022

Successfully raised **₹55.5 Cr** from IPO

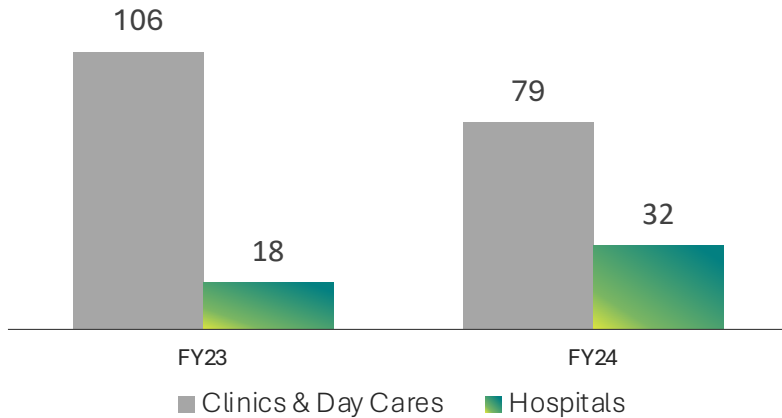
2023

Opened centres in **Lucknow, Jaipur, Navi Mumbai** among **20 other small-mid centre** across the country

2024

Achieved landmark revenue of **₹324 Cr**

Active Hospitals and Clinics & Day Cares (#)



Leadership at Jeena Sikho

Mr. Manish Grover
Managing Director

Mrs. Bhavna Grover
Whole Time Director

Ms. Shreya Grover
Director

Mr. Karan Vir Bindra
Independent Director

Mr. Chandan Kumar Kaushal
Independent Director

Mr. Nanak Chand
Chief Financial Officer

Mr. Sahil Jain
Operations Head

Dr. Raghuvendra
Doctor

Mr. Akansha Jain
HR Head

Mr. Pradeep Kumar Thakur
Manager Operations - Clinic

Ms. Namrta Chaudhary
Call Centre Head

Mr. Gaurav Mohan Garg
Business Development Head

Dr. Nidhi Punia
Doctor

Mr. Kapil Dev
Business Development Manager

Mr. Mukesh Grover
Administration Head

Dr. Suyash
Doctor

About the founder



Acharya Manish Ji

Acharya Manish Ji, the visionary founder of Jeena Sikho Lifecare, is a renowned Indian Ayurvedic healthcare practitioner. He began his journey as a motivational speaker, dedicated to promoting disease prevention through lifestyle choices.

With a deep passion for holistic health solutions, Acharya Manish Ji later pivoted towards embracing the ideology of leading a disciplined Ayurvedic lifestyle.

Expertise and Contributions

With over two decades of experience, Acharya Manish Ji possesses deep domain expertise in Ayurvedic medicines and treatments. He is an ingenious practitioner of Ayurvedic medicine, drawing from his own experiences, profound wisdom, intensive research, and dogged devotion to the health and wellness cause. Acharya Manish Ji has relentlessly and intuitively worked on concocting some of the best holistic Ayurvedic treatments for various ailments and diseases.

Vision and Impact

Acharya Manish Ji has been instrumental in spreading knowledge about Ayurveda as an alternative to allopathy, highlighting its merits and effectiveness. His dedication to educating and empowering individuals to embrace this ancient healing system has made him a trailblazer in the field of Ayurvedic healthcare. Through Jeena Sikho Lifecare, Acharya Manish Ji continues to revolutionize the industry by providing innovative and effective Ayurvedic solutions.

02



Superior Business Model Positioning



Superior business model positioning

A unique combination of product & service revenue stream

Ayurveda health care services

- Operated out of hospitals & clinics through a hub & spoke model
- CAPEX & OPEX-light operational structure
- Significant operating leverage beyond break-even occupancy rates of assets



₹139 Cr

Revenue (FY24)

43%

Contribution (FY24)

Ayurveda health care products

- Sales generation out of company health care centres & tele-calling centre
- 90%+ gross margin product portfolio
- Manufacturing outsourced to a reliable network of third-party manufacturers
- Healthy cash generation from this vertical



₹186 Cr

Revenue (FY24)

57%

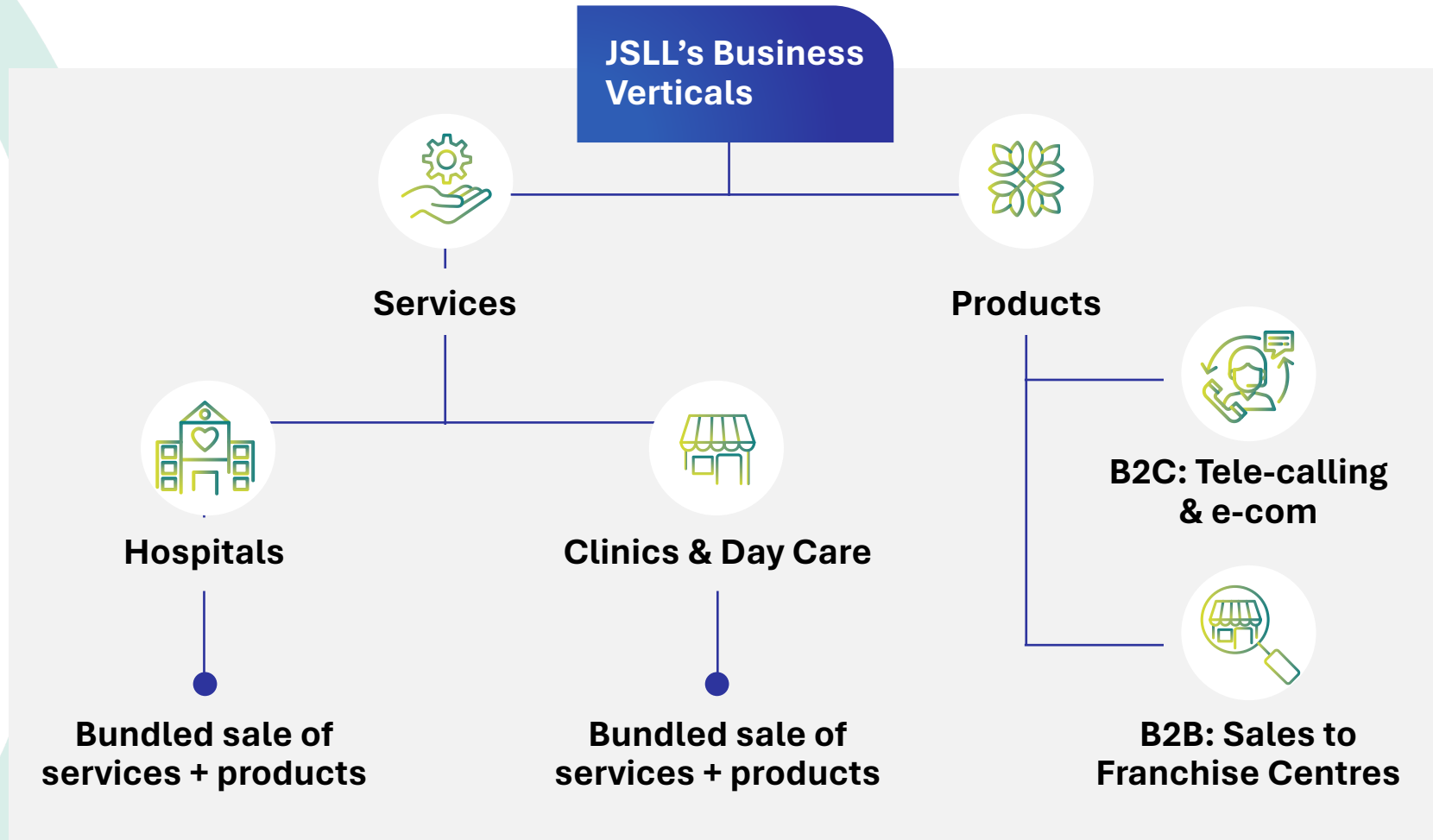
Contribution (FY24)

Monumental synergies between the two verticals

Significant cross-selling & lead-generation opportunities between both verticals:

1. Medicine/product customers visit health care centres for a more holistic treatment
2. Health care centres patient's consume medicines for medium-to-long tenure post-treatment

JSSL's Business Structure



Unique business model

1. To benefit from significant operating leverage of services vertical
2. Well-supported by healthy cash-generation from high-margin products vertical
3. Significant cross-selling & synergies between both the verticals

JSSL's unique capital-light approach



Low CAPEX per bed

- Setup cost of ~₹2.5-3.5 lakh per bed (a typical 100 bed facility)
- Setup at custom-made leased facilities
- Limited investments in panchakarma bed & equipment's



Mix of own & franchise assets

- 53/111 facilities are under franchisees: typically, clinics & day care are operated by franchisees
- Investment & day-to-day operations run by franchisees
- Ayurveda doctors at franchisees on JSSL's payroll & ayurveda medicines exclusively supplied by JSSL



Unique hub-and-spoke model

- Clinics & day-care facilities feeding sales funnel of hospitals in the vicinity
- OPD footfall driving IPD volumes



Capital-light business model

Resulting in:

1. Superior ROCE's – 71%*
2. Ability to scale rapidly
3. Nurturing a robust balance sheet (debt-free)

*3Y Average ROCE

JSLL's flywheel effect

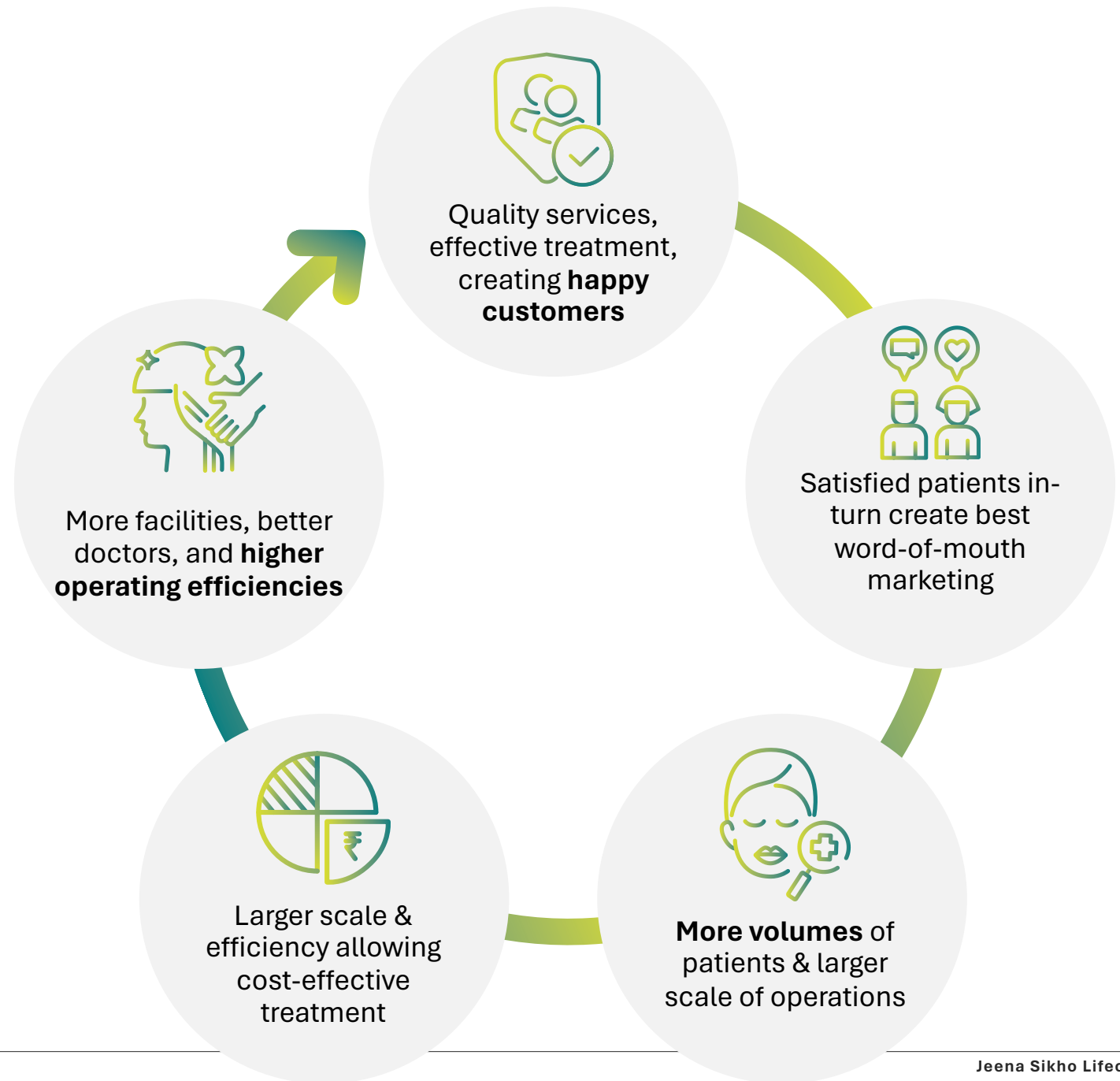
Happy Customers



Higher Growth



Better ROCE



Robust sales funnel

Social Media Channels:

youtube.com/@Chikitsaguru (760K subscribers - 2.5K videos)
youtube.com/@haveshuddhi (339K subscribers - 1.6K videos)
facebook.com/GuruManishAyurveda/ (2.9 Lakh Likes - 5.5 Lakh Followers)
facebook.com/HaveShuddhi/ (2.5 Lakh Likes - 7 Lakh Followers)

National & Regional TV Presence:



Call centres:

Continuously & proactively in touch with customers through call center marketing

- PROACTIVE SOCIAL MEDIA PRESENCE
- CALL CENTER MARKETING
- PRESENCE ON NATIONAL TV

17

72-hour health care camps organised (FY24)

1,069

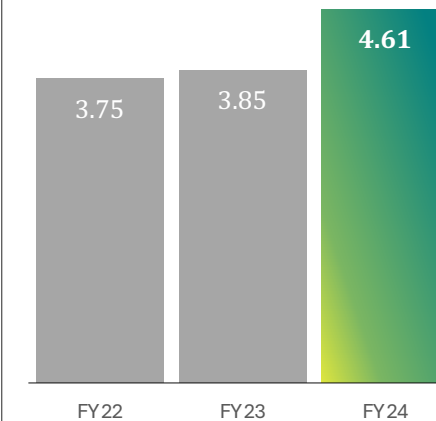
Cumulative visitors at health care camps (FY24)

Health care camps serving as a director source of revenue as well as leads for hospitals

HEALTH
CARE
CAMPS

Cumulative OPD, COD & VC customers served:

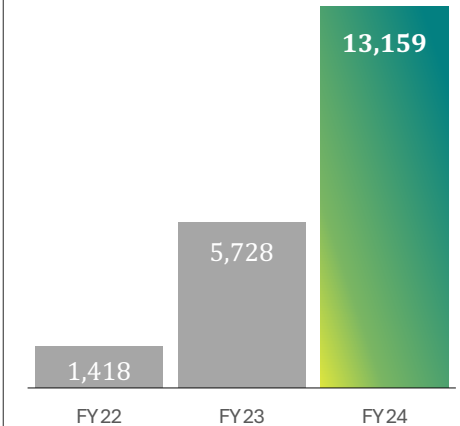
(In Lakhs)



OPD &
MEDICINE
CUSTOMERS

All resulting in growing IPD volumes:

(#)



IPD
PATIENTS

Attractive unit economics

Typical CAPEX of a 100-bed facility

Leased facility
~1.0-1.25 Lakh SqFt Average Size for 100 beds

Furniture & fixtures:
~₹45-50 lakhs

Medical equipment's:
~₹60-65 lakhs

Others (varying at each facility):
~₹150-250 lakhs

Total: **₹250-350 lakhs**
 Per bed: **₹2.5-3.5 lakhs**

OPEX of a 100-bed facility (monthly)

Fixed Costs

Typical team size:

- **~20** ayurveda doctors
 - **~80** support-staff
 - **~100** contractual staff
- ₹40-45 lakhs** monthly payroll

Rent

₹10-12 lakhs monthly depending upon location

Variable Costs

Minimal consumables, electricity & operating expenditure
~12-15% of sales

Revenue potential

₹7,900/day/bed

Bundled service + product revenue potential per day per bed

~₹165 lakhs monthly revenue potential at 70% occupancy levels of a 100-bed facility

~35% Approximate break-even occupancy levels as per standard operating expense structure

Swift paybacks Superior ROCEs (%)

12-18 months

for a hospital to reach 70% (respectable utilization)

Payback period of investment **<6 months, even lesser for smaller hospitals**

Key pillars of business model

INSURANCE & GOVERNMENT PANEL

Insurance Empanelment's



Government Panel

- Delhi – CGHS, CAPF, DGEHS, DDA, DJB, CBSE, CWC, CSIR
- Rajasthan – CGHS, RGHS
- Haryana – CGHS, CAPF, DDA, CBSE, CSIR, DERC, CWC, BIS, RGHS
- Uttar Pradesh – CGHS
- Maharashtra – CGHS
- Punjab – DDA

Fintech-Financing



DOCTORS & MEDICAL STAFF

~307

Certified ayurveda doctors

~483

Supporting health care personnel

Incentive structures of doctors aligned to serve patients well & run efficient operations

FRANCHISEES

53 franchisee operated health care centres

CAPEX & OPEX
(ex-doctor payroll) borne by franchisee partner

Ensuring quality through exclusive JSLL team & products

- Ayurveda doctors & medical staff at franchise centres on JSLL's payroll
- Exclusive sales of JSLL's ayurveda product portfolio through bundled offerings (consultation + products)

PATIENTS

Enabling quality & affordable alternate health care solutions

Superior customer support service through dedicated health care contact centre

Patient-centric approach generating repeat business

Word-of-mouth best marketing tool

Positioned for leadership

Market leadership

- ~12% share of Jeena Sikho in NABH Accredited Panchakarma Clinics (95 all over India)
- ~5% share of Jeena Sikho in NABH Accredited AYUSH Hospitals (240 all over India)
- Leading organised player Ayurveda healthcare chain with 24 NABH accredited hospitals & clinics
- Further, additional 9 NABH accreditations for AYUSH Hospitals in pipeline

24 + 9

NABH Accredited
Hospitals & Clinics

Humongous size of opportunity

- India has an estimated ~1.9 million hospital beds as per CDDEP
- There is a large, unserved need for alternate medicine

Corporate governance

1. Maiden dividend payout in 2024 post listing
2. Audit committee chaired by an Independent Director
3. Engaging in regular investor communication through presentations, began conference calls
4. Will approach mainboard listing after meeting all criteria's in 2025

03



Breadth of Operations



Hub-and-spoke geographical expansion

32

Hospitals

79

Clinics & daycare centres

25

States

97

Cities

1,277

Beds operational

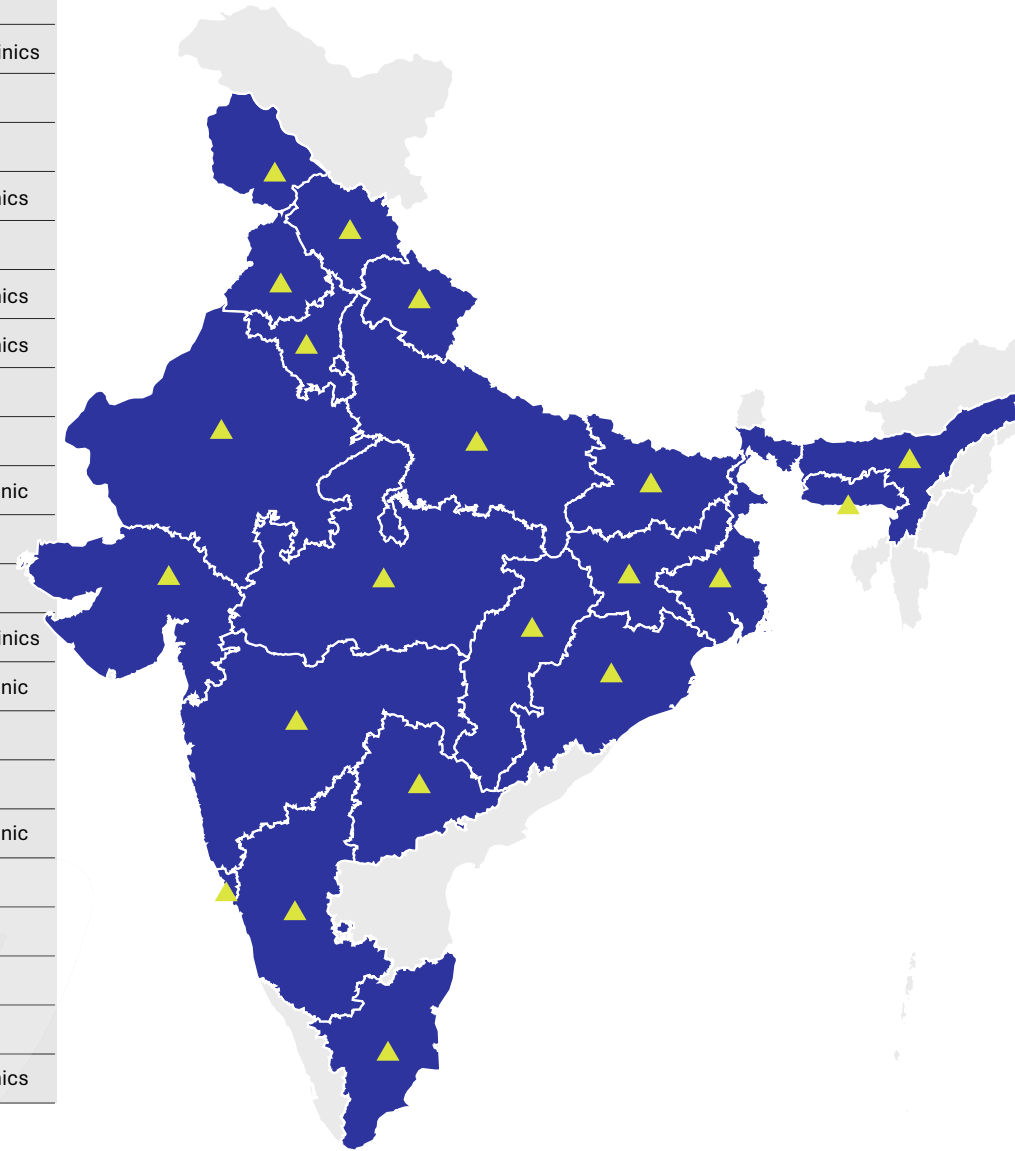
123+

Beds in pipeline

15+

Facilities in pipeline

Assam	1 clinic
Bihar	1 hospital 10 clinics
Chandigarh	1 hospital
Chhattisgarh	2 clinics
Delhi	3 hospital 8 clinics
Goa	1 hospital
Gujarat	2 hospital 4 clinics
Haryana	3 hospital 7 clinics
Himachal Pradesh	4 clinics
Jammu	1 clinic
Maharashtra	3 hospitals 5 clinic
Jharkhand	3 clinics
Karnataka	1 hospital
Uttar Pradesh	5 hospital 12 clinics
Punjab	3 hospitals 7 clinic
Madhya Pradesh	4 clinic
Odisha	2 clinic
Rajasthan	7 hospitals 1 clinic
Tamil Nadu	1 hospital
Telangana	1 clinic
Tripura	1 clinic
Uttarakhand	2 clinics
West Bengal	1 hospital 4 clinics



Map not to scale

Key health care facilities

Meerut,
Uttar Pradesh



Since
Dec-2022

304

Beds

NABH
Accredited



Lucknow,
Uttar Pradesh



Since
Jun-2022

75

Beds

NABH
Accredited



Derabassi,
Chandigarh



Since
Oct-2020

114

Beds

NABH
Accredited



Navi Mumbai,
Maharashtra



Since
Nov-2022

150

Beds

NABH
Accredited



Health Care Camps

Case Studies

*On an average organizing 2
health care camps each
month*

*Average ~30% conversion of
camp attendees for IPD
treatments*

Navi Mumbai Camp

- Dates: 1st to 3rd March
- State name: Maharashtra
- Duration: 3 days

60

VISITORS ATTENDED

~₹30 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

- Dates: 29th to 31st March
- State name: Uttar Pradesh
- Duration: 3 days

118

VISITORS ATTENDED

~₹59 lakhs

DIRECT BUSINESS GARNERED

Navi Mumbai Camp

- Dates: 12th to 15th April
- State name: Maharashtra
- Duration: 3 days

66

VISITORS ATTENDED

~₹33 lakhs

DIRECT BUSINESS GARNERED

Meerut Camp

- Dates: 19th to 21st April
- State name: Uttar Pradesh
- Duration: 3 days

106

VISITORS ATTENDED

~₹54 lakhs

DIRECT BUSINESS GARNERED

Comprehensive healthcare services - 1/2

Health Care Services Offered



IN-PATIENT
DEPARTMENT
(IPD) THROUGH
HOSPITALS



OUT-PATIENT
DEPARTMENT
(OPD) VIA CLINICS
& DAYCARE
CENTRES



72-HOUR
HEALTH
CAMPS



PANCHAKARMA
THERAPIES



MEDICAL-KITS



DIET CARE

Key Natural Diseases Reversals



KIDNEY
FAILURE
REVERSAL



LIVER DETOX
AND REVERSAL



CANCER
PROGRESSION
SLOWDOWN



ARTHRITIC
DISORDER
REVERSALS



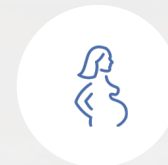
NEUROLOGICAL
DISORDERS
REVERSAL



CONSERVATION
OF CARDIAC
HEALTH



BRONCHO &
RESPIRATORY
CARE PLANS



SEXUAL &
REPRODUCTIVE
HEALTH



AUTOIMMUNE
DISORDER
REVERSALS

Comprehensive healthcare services - 2/2

Ailments Treated



THYROID



OBESITY
& WEIGHT
LOSS



CHOLESTEROL



MIGRAINE



DEPRESSION



JOINT PAIN



BACK PAIN



EYE
TREATMENT



ACIDITY &
GAS



ANXIETY



PSORIASIS



ULCER



SEXUALLY
TRANSMITTED
DISEASES



FISSURE



SKINCARE



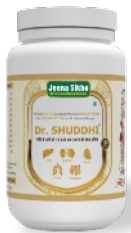
LEUKODERMA



ASTHMA

Ayurveda product portfolio

Our Top Selling Products



Existing sales channels

1. Call centres & e-com
2. At health care centres

Plans to tap OTC sales channel at pharmacies beginning H2FY25

~300
SKUs in portfolio

~90%
Overall Gross Margins in product

Call centre operations

Dedicated health care call centre for proactive sales & customer support operations:

Driving customer order placement & processing for medicine portfolio

Facilitating sales leads for health care centres

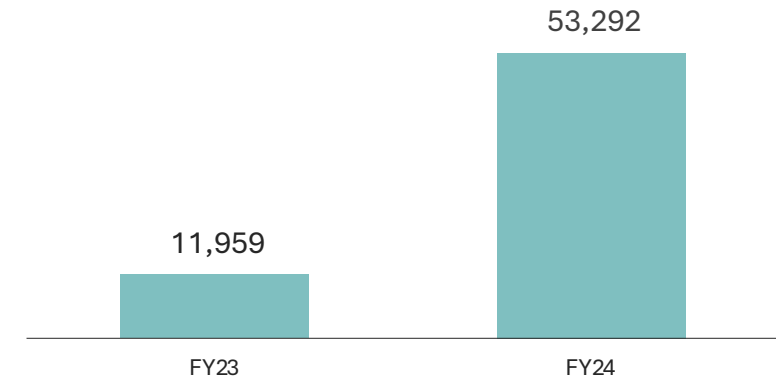
Ensuring repeat business & continued association with customers

Administering virtual & telephonic consultation through in-house doctors

Consumer support & grievance redressal

Guidance on insurance facilities

Video-call Consultations (#)



Customer Testimonials

Comedian Bharti Singh's Mother

When Mrs. Singh was admitted to our facility, her kidney was working 6% per minute. Allopathic doctors had advised her to take dialyses but she avoided this course of action. Since she began her treatment, its function has improved to 11% per minute. She was on insulin for 20-25 years before she came to Jeena Sikho Lifecare. Within 4 days, she was off the insulin.

[VIEW THE VIDEO](#)

Mr. Rajesh Narang, Derabassi

He was suffering from Crohn's cancer since 2013 and had already taken over seven chemo sessions, ultimately having to hear that it is not curable. After coming to Jeena Sikho and undergoing all the treatment for a week, he is feeling much better and a hope that he will be cured.

[VIEW THE VIDEO](#)

Prime Minister Narendra Modi's Brother

When Modi ji's brother came to us he used to undergo dialyses twice a week wherein 4.5 litres of water was removed from his body. Now the water content has reduced to 3 litres and he is looking forward to being free from dialysis soon.

[VIEW THE VIDEO](#)

Mr. Vivek Kumar Chandigarh

A Liver Cirrhosis patient for five years, taking multiple treatments. After getting in touch with Acharyaji, he has now stopped his allopathy medicines.

[VIEW THE VIDEO](#)

Smt. Neeta Kapoor's Testimony

In 2017 when she came to Jeena Sikho, her heart pulse were very low, had fatty liver, high uric acid, high lipid profile. Other doctors had advised her to use pacemaker, otherwise her heart won't function properly. She had consulted doctors across India and abroad too. But after getting in touch with Jeena Sikho, her heart pulse has improved and all other problems are in control.

[VIEW THE VIDEO](#)

04



Way Forward



Outlook

01

Improve utilization rates of existing assets

02

Launch new centres & bed addition in existing centres

03

Tap OTC sales channel for medicine sales

04

Expand portfolio: launch new product kits

05

Enablement of cashless insurance to aid volumes

06

Expected increase in coverage under Government Panel / AYUSH

05

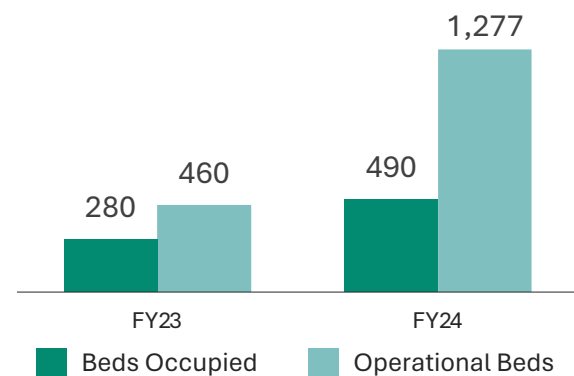


Annual Financial Highlights

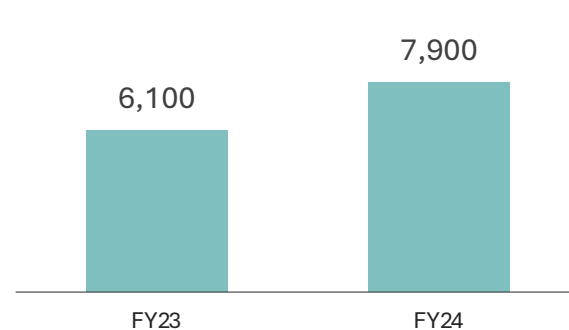


Key Operating Metrics

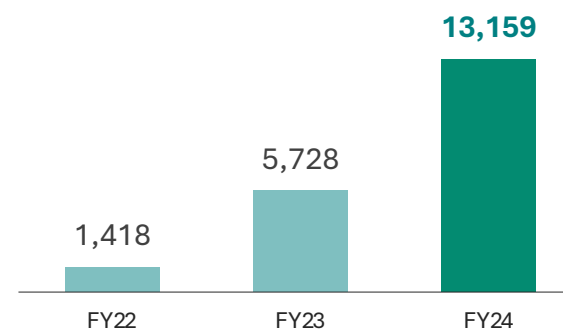
Operational Beds & Occupancy
(#)



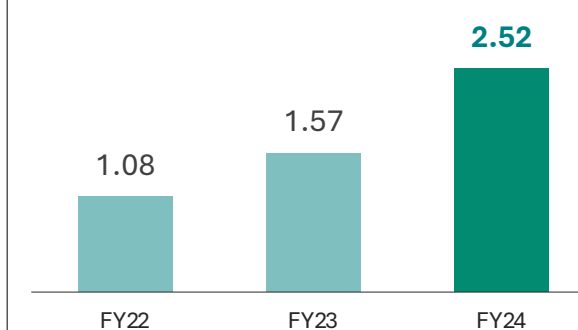
Avg. Revenue Per Bed
(In ₹)



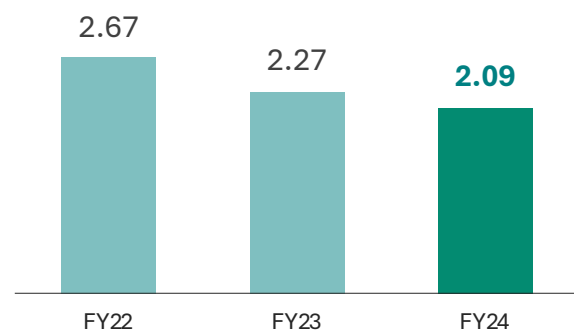
IPD Patient Volumes
(#)



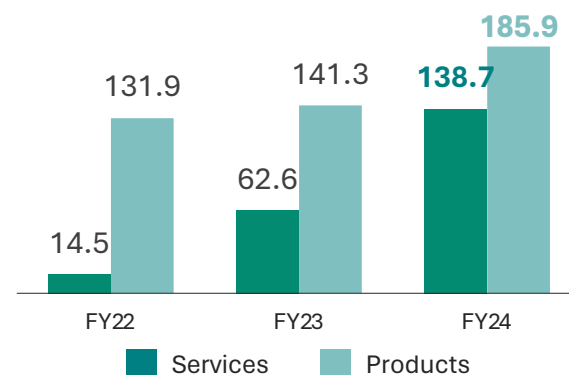
OPD Patient Volumes
(# Lakh)



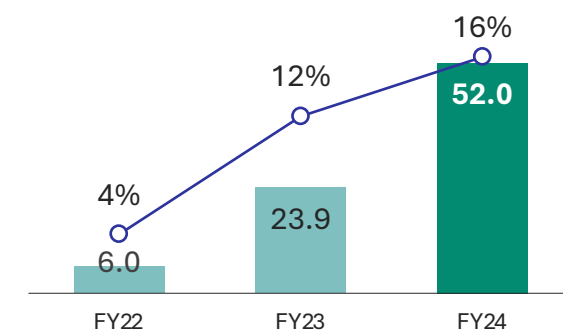
Medicine Order Volumes
(# Lakh)



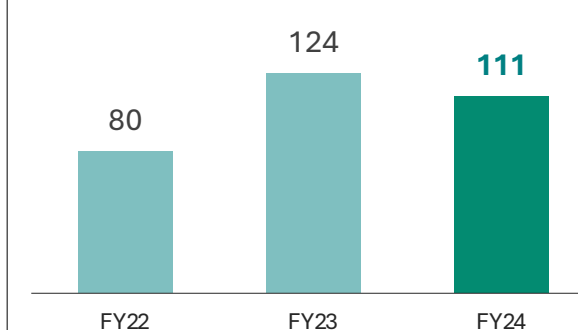
Revenue-mix
(In ₹ Crore)



Govt. Panel Revenue
(In ₹ Crore & %)



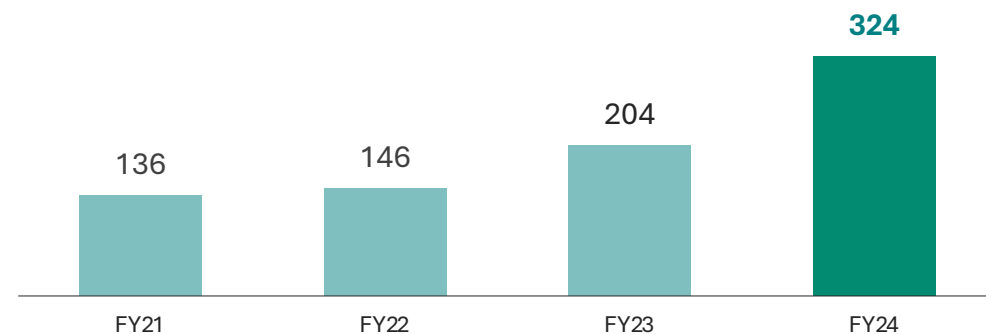
Active Operational Centres
(#)



Key Performance Indicators

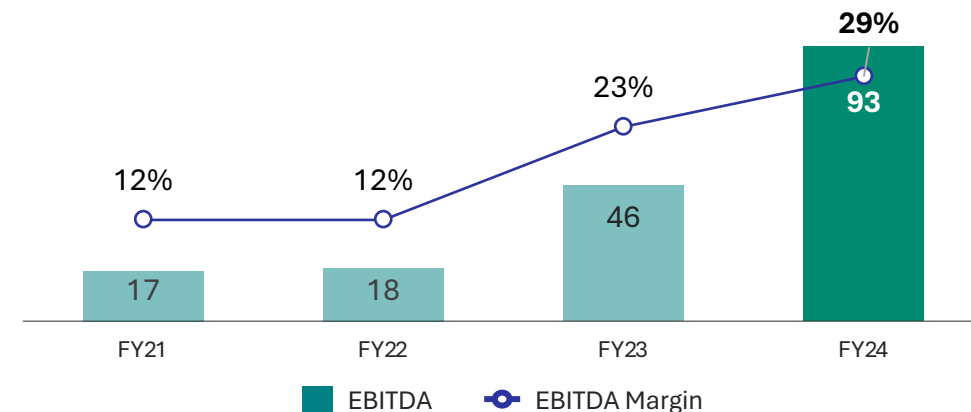
Revenue from Operations

(In ₹ Crore)



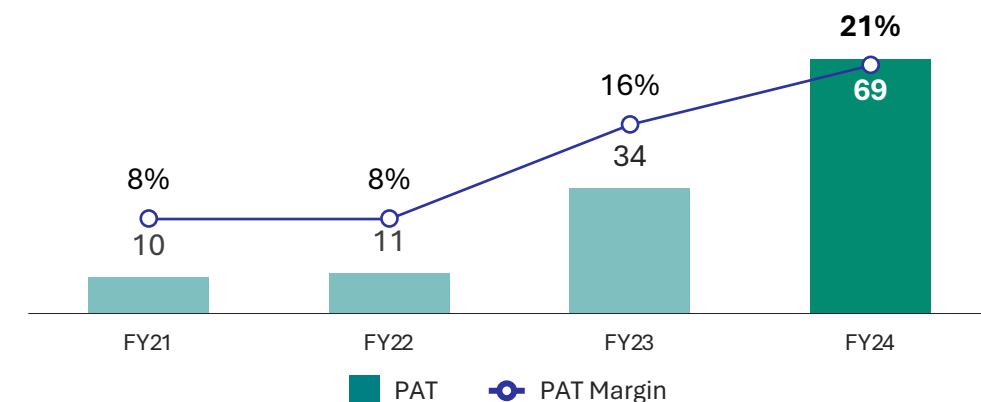
EBITDA & EBITDA Margin

(In ₹ Crore & %)



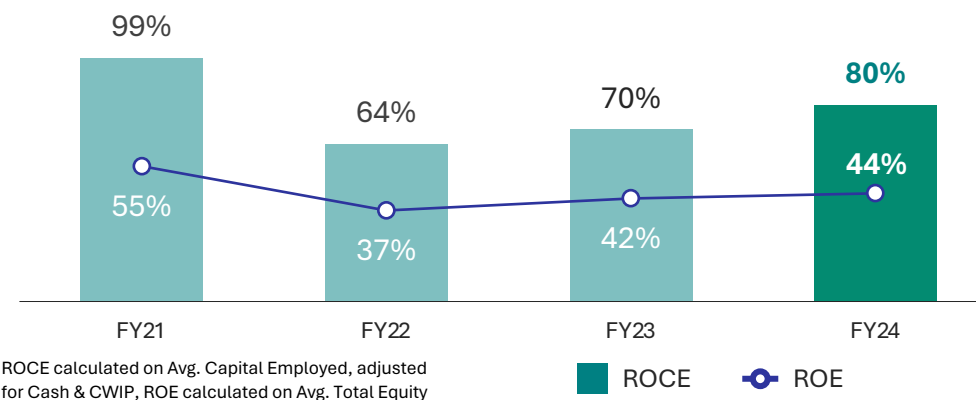
PAT & PAT Margin

(In ₹ Crore & %)



ROCE & ROE

(%)



4Y Income Statement

(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24
REVENUE FROM OPERATIONS	13,581	14,645	20,390	32,441
GROSS PROFIT	11,884	12,971	18,193	29,298
GROSS PROFIT MARGIN (%)	88%	89%	89%	90%
OPERATING EXPENSES	10,196	11,159	13,586	19,999
EBITDA	1,688	1,812	4,608	9,299
EBITDA MARGIN (%)	12%	12%	23%	29%
DEPRECIATION & AMORTISATION	246	331	313	510
EBIT	1,442	1,482	4,295	8,789
FINANCE COST	130	114	70	41
OTHER INCOME	107	149	228	644
PROFIT BEFORE TAXES	1,419	1,517	4,453	9,392
TAXES	389	390	1,079	2,471
PROFIT AFTER TAXES	1,029	1,127	3,374	6,921
PROFIT AFTER TAXES MARGIN (%)	8%	8%	16%	21%
EARNINGS PER SHARE (₹)	10.19	11.15	13.69	27.84

Note: EPS for FY24 & FY23 takes into account bonus shares issued in November 2023

4Y Balance Sheet

(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24
TOTAL EQUITY	2,395	3,656	12,580	19,225
NON-CURRENT LIABILITIES	92	117	63	88
BORROWINGS	15	81	54	32
CURRENT LIABILITIES	2,428	2,383	2,460	2,741
BORROWINGS	1,188	663	27	22
TRADE PAYABLES	328	463	607	446
TOTAL EQUITY & LIABILITIES	4,915	6,155	15,103	22,053
NON-CURRENT ASSETS	2,306	3,951	7,355	7,663
PROPERTY, PLANT AND EQUIPMENT	2,250	2,822	5,969	6,683
CAPITAL WORK-IN-PROGRESS	0	504	113	394
CURRENT ASSETS	2,609	2,204	7,748	14,390
INVENTORIES	928	576	410	719
TRADE RECEIVABLES	324	897	2,207	4,119
CASH AND CASH EQUIVALENTS	896	257	3,239	6,201
TOTAL ASSETS	4,915	6,155	15,103	22,053

4Y Cash Flow Statement

(In ₹ Lakhs)

PARTICULARS	FY21	FY22	FY23	FY24
CASH FROM OPERATING ACTIVITIES	1752.76	1747.95	1716.94	3676.74
CASH FROM INVESTING ACTIVITIES	(858.90)	(1963.76)	(5723.16)	(1812.43)
CASH FROM FINANCING ACTIVITIES	(153.22)	(451.08)	4800.34	(344.40)
NET CASH FLOW	740.64	(666.89)	794.12	1519.91
CASH AT BEGINNING OF YEAR	143.66	884.30	217.42	1011.54
CASH AT END OF YEAR	884.30	217.41	1011.54	2531.45

06



Quarterly Performance Highlights

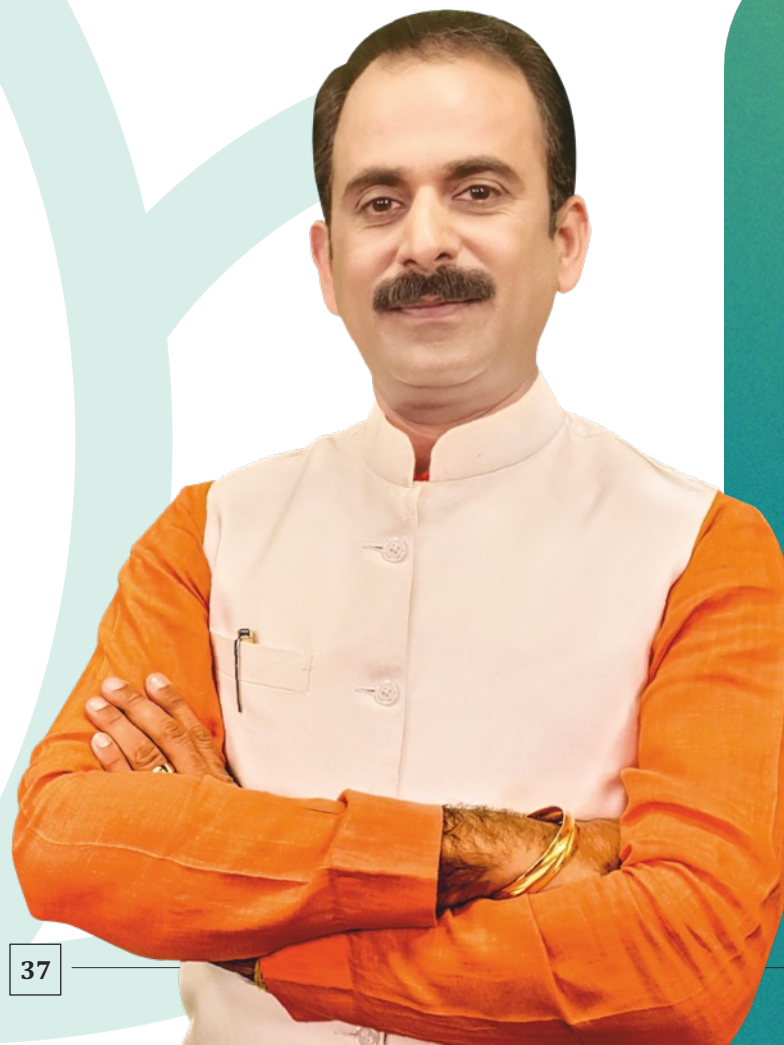


H2 & FY24 Income Statement

(In ₹ Lakhs)

PARTICULARS	H2FY23	H1FY24	H2FY24	YOY CHANGE (%)	FY23	FY24	YOY CHANGE (%)
REVENUE FROM OPERATIONS	11,739	15,736	16,705	42%	20,390	32,441	59%
GROSS PROFIT	10,555	14,197	15,101	43%	18,193	29,298	61%
GROSS PROFIT MARGIN (%)	90%	90.22%	90.40%	+49 BPS	89%	90%	+108 BPS
OPERATING EXPENSES	7,573	9,704	10,295	36%	13,586	19,999	47%
EBITDA	2,982	4,493	4,806	61%	4,608	9,299	102%
EBITDA MARGIN (%)	25%	29%	29%	+337 BPS	23%	29%	+607 BPS
DEPRECIATION & AMORTISATION	184	247	263	43%	313	510	63%
EBIT	2,798	4,246	4,543	62%	4,295	8,789	105%
FINANCE COST	18.28	25.38	15.76	-14%	70	41	-41%
OTHER INCOME	136	149	495	264%	228	644	182%
PROFIT BEFORE TAXES	2,916	4,370	5,022	72%	4,453	9,392	111%
TAXES	663	1,187	1,284	94%	1,079	2,471	129%
PROFIT AFTER TAXES	2,253	3,183	3,738	66%	3,374	6,921	105%
PROFIT AFTER TAXES MARGIN (%)	19%	20%	22%	+276 BPS	16%	21%	+455 BPS
EARNINGS PER SHARE (₹)	9.06	12.80	15.04	66%	13.69	27.84	103%

Management Commentary



Acharya Manish Ji

MANAGING DIRECTOR

"I am delighted to share with you the robust financial & operational performance of Jeena Sikho Lifecare for both H2 and FY24. Our relentless pursuit of excellence has yielded remarkable results, with revenue growth witnessed across both our Services and Products segments. Revenue from Operations for H2 and FY24 stood at 167 Cr and 324 Cr, thus registering a growth of 42% and 59% YOY respectively.

Our strategic focus on expanding our Hospitals and Clinics & Day Care footprint has paid off well, with a staggering 122% increase in revenue from Services this year. This exponential growth is a testament to our commitment to providing quality alternate healthcare services to a wider audience. We have significantly increased our services footprint, adding 817 beds to our existing base of 460 operational beds, taking our total count to 1,277 beds. Our reach now spans 97 cities and towns across 25 states in the country, with customer traction from our recently opened hospital being extremely encouraging.

Our Products vertical has also reported a robust 32% increase year on year, demonstrating our ability to grow our existing free-cash generating revenue stream.

Alongside top-line growth in H2FY24, we have reported impressive 61% YOY EBITDA and 66% YOY PAT growth, with healthy profitability margins. This underscores our ability to maintain operational efficiency while driving business expansion.

As we look ahead, our focus will be on improving occupancy rates in our existing assets while strategically adding newer hospitals and centers. We have 15 such centers in the pipeline, at different stages of implementation, which will further enhance our services footprint. On the Products front, we are exploring opportunities to enter the OTC market, making our products available through general pharmacy stores. We are currently evaluating distribution channels and formulating our strategy for this business.

Further, we are pleased to announce that our ayurveda services are now empaneled with 13 insurance providers, enabling our patients to avail cashless treatments beginning April 2024. This development is expected to further boost our patient volumes. We are working on increasing our coverage with various insurance service providers.

In light of our growing business operations and strengthened balance sheet, we are proud to announce our maiden dividend of ₹ 4.18 /share, rewarding our shareholders for their trust in us. This dividend payout reaffirms Jeena Sikho's principles of working towards value creation for all its stakeholders.

Our outlook for the coming financial year and long-term business objectives remain robust, driven by our commitment to delivering quality healthcare services and products. We are confident that our strategic initiatives will continue to yield positive results, further solidifying our position in the healthcare industry."

Market Statistics

NSE Symbol	<u>JSLL</u>
Listing Date	April 19, 2022
IPO Issue Price	₹150
Current Market Price	₹1,175
52 Week High/Low	₹175 / ₹1,175
Shares Outstanding	2.49 Cr
Market Capitalization	₹2,921 Cr
Industry Classification	Healthcare

Note: Market Price Data as on 15th May 2024

31.83%

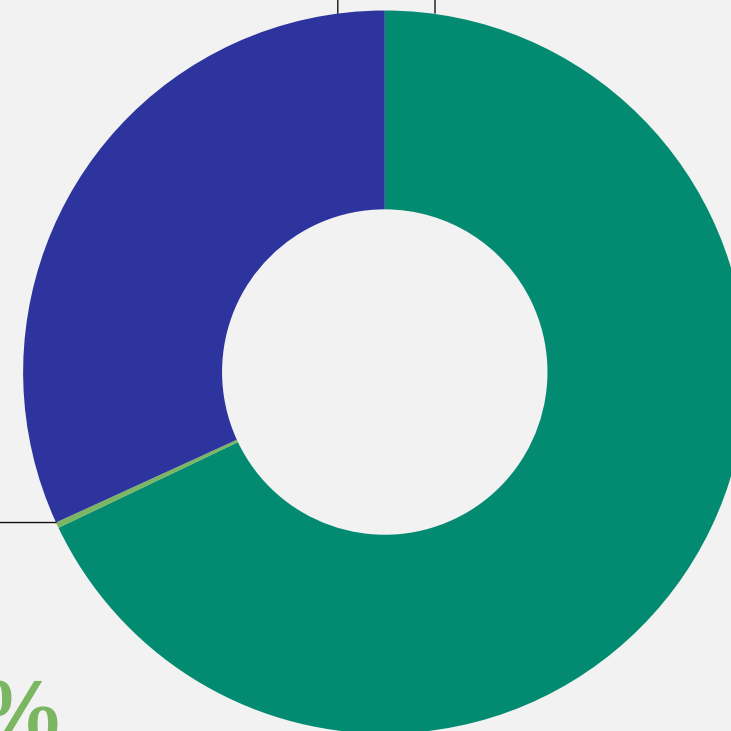
PUBLIC

67.91%

PROMOTERS

0.26%

DII



Note: Shareholding Data as on 31st March 2024

Contact Us

Contact Details

Nanak Chand

Chief Financial Officer

Email Address: investors@jeenasikho.co.in

ADDRESS:

Jeena Sikho Lifecare Limited

**B-26, Opp. Metro Pillar No. 223, Rohtak
Road, New Multan Nagar, Delhi - 110056**

Jeena Sikho®
120+ Ayurveda Clinics & Hospitals

अपना डॉक्टर खुद बनें

Shuddhi
AYURVEDA CLINICS & HOSPITALS

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Investor Presentation

FY24 | May 2024