



Date: November 29, 2023

To,  
The Manager,  
Listing Department,  
National Stock Exchange of India Ltd.,  
Exchange Plaza,  
Plot No. C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051.

**Symbol: UNIHEALTH**

Dear Sir/Madam,

**Sub: Submission of investor presentation made to Analyst/Institutional Investors**

Please find enclosed herewith investor presentation made to analysts/ investors on the financial results of the Company for half year ended September 30, 2023 at its Analyst/ investor meet held today on November 29, 2023.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

These are also being made available on the Company's website  
<https://www.unihealthfinancials.com/>.

This is for your information and records.

Thanking you.  
Yours faithfully,

**For Unihealth Consultancy Limited  
(Formerly Unihealth Consultancy Private Limited)**

PRAJAKTA  
SURESH  
BHOR

Digitally signed by  
PRAJAKTA SURESH  
BHOR  
Date: 2023.11.29  
15:46:05 +05'30'

Prajakta Bhore  
Company Secretary/ Compliance Officer



Encl: As above

**UniHealth Consultancy Limited**

Registered Office : H-13/14, Everest, 156, Tardeo Road, Mumbai - 400 034, Maharashtra, India.

+91 22 2354 4625 / 27 | [info@unihealthonline.com](mailto:info@unihealthonline.com) | [www.unihealthonline.com](http://www.unihealthonline.com) | [www.umchospitals.com](http://www.umchospitals.com)

CIN No.: U85100MH2010PLC200491



# UNIHEALTH CONSULTANCY LIMITED

H1 FY24 Investor Presentation



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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

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## Company Overview

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

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

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

## Key Facts



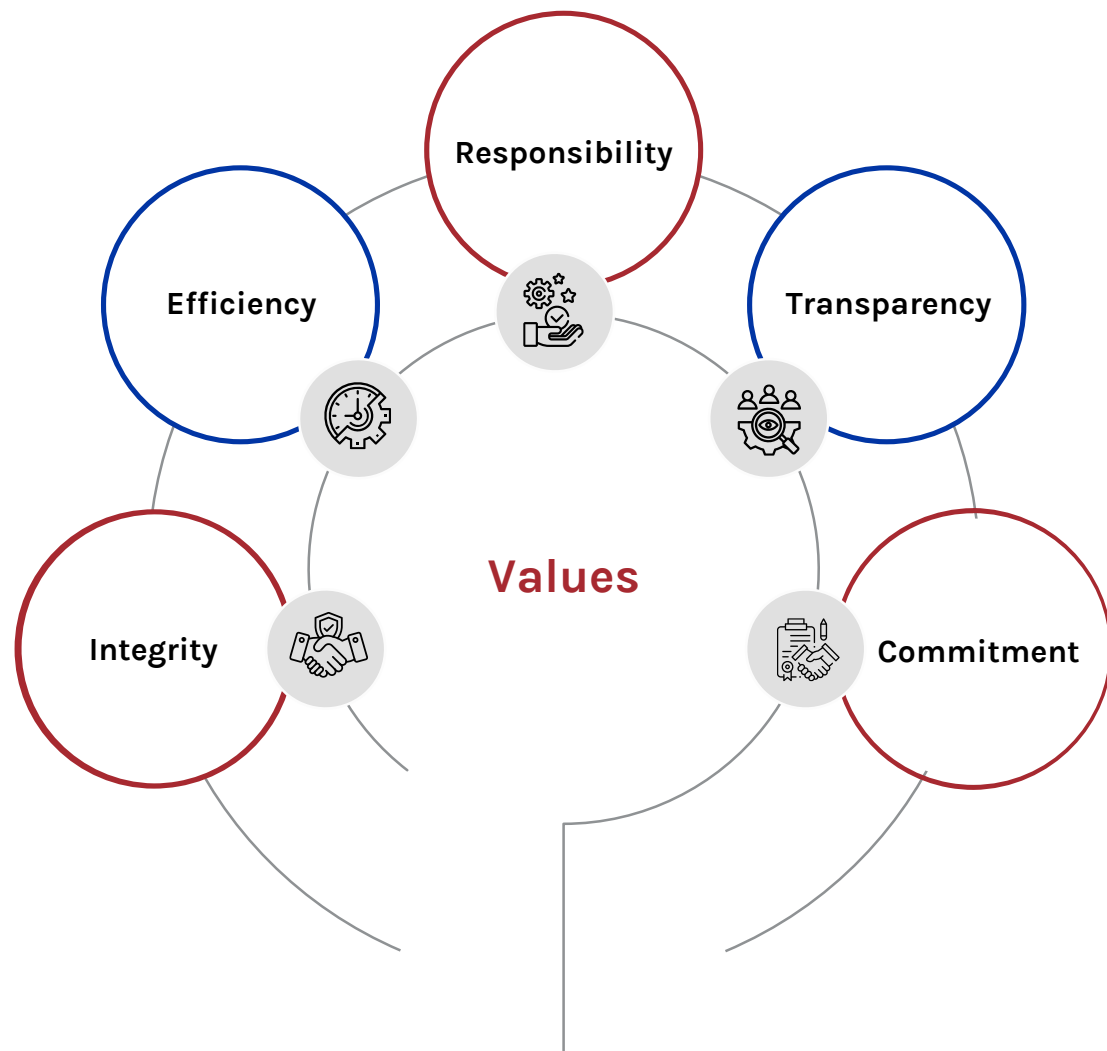


## Vision

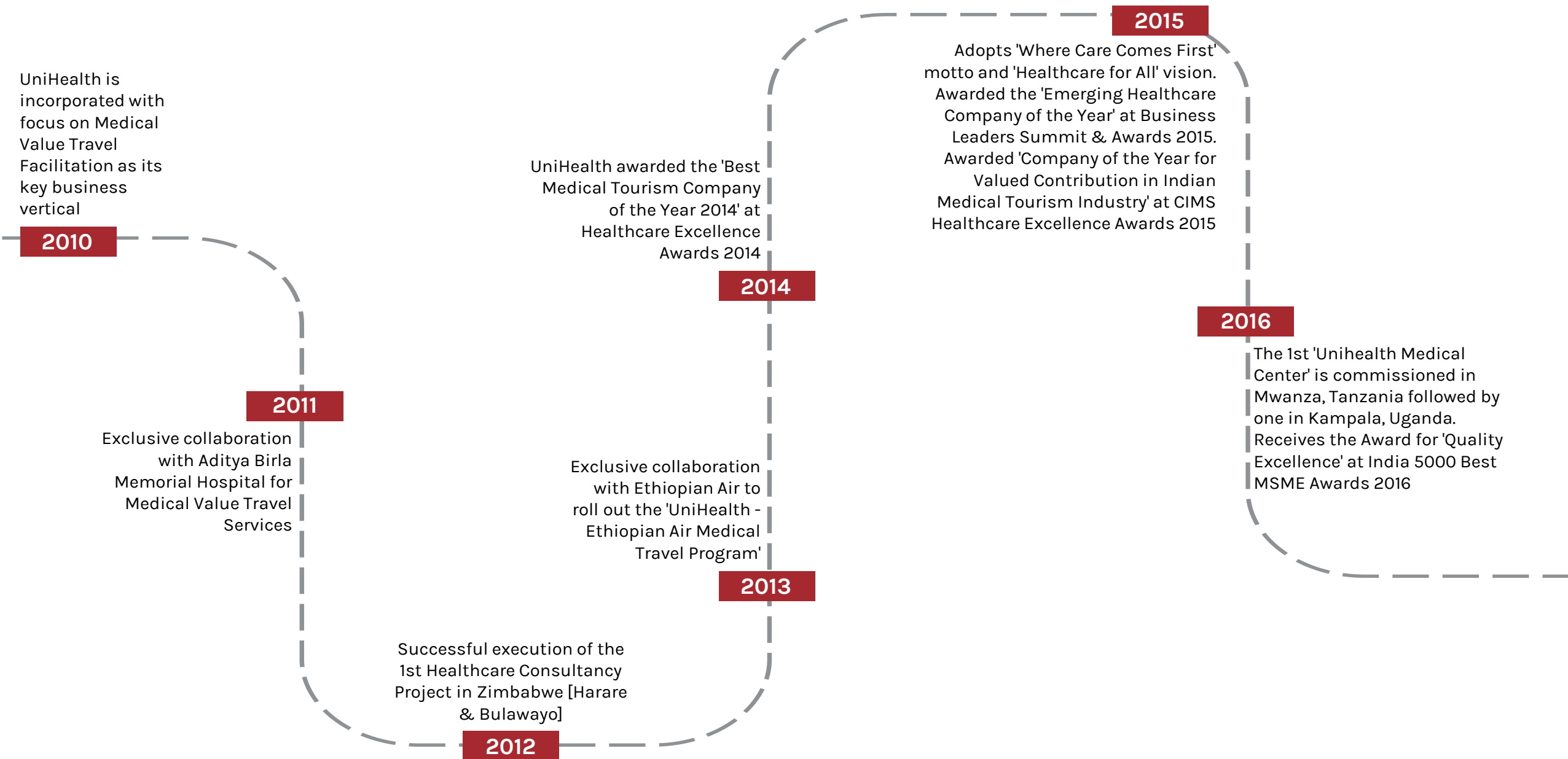
To be Global Leader in the Healthcare Industry and Provide Effective Healthcare Services

## Mission

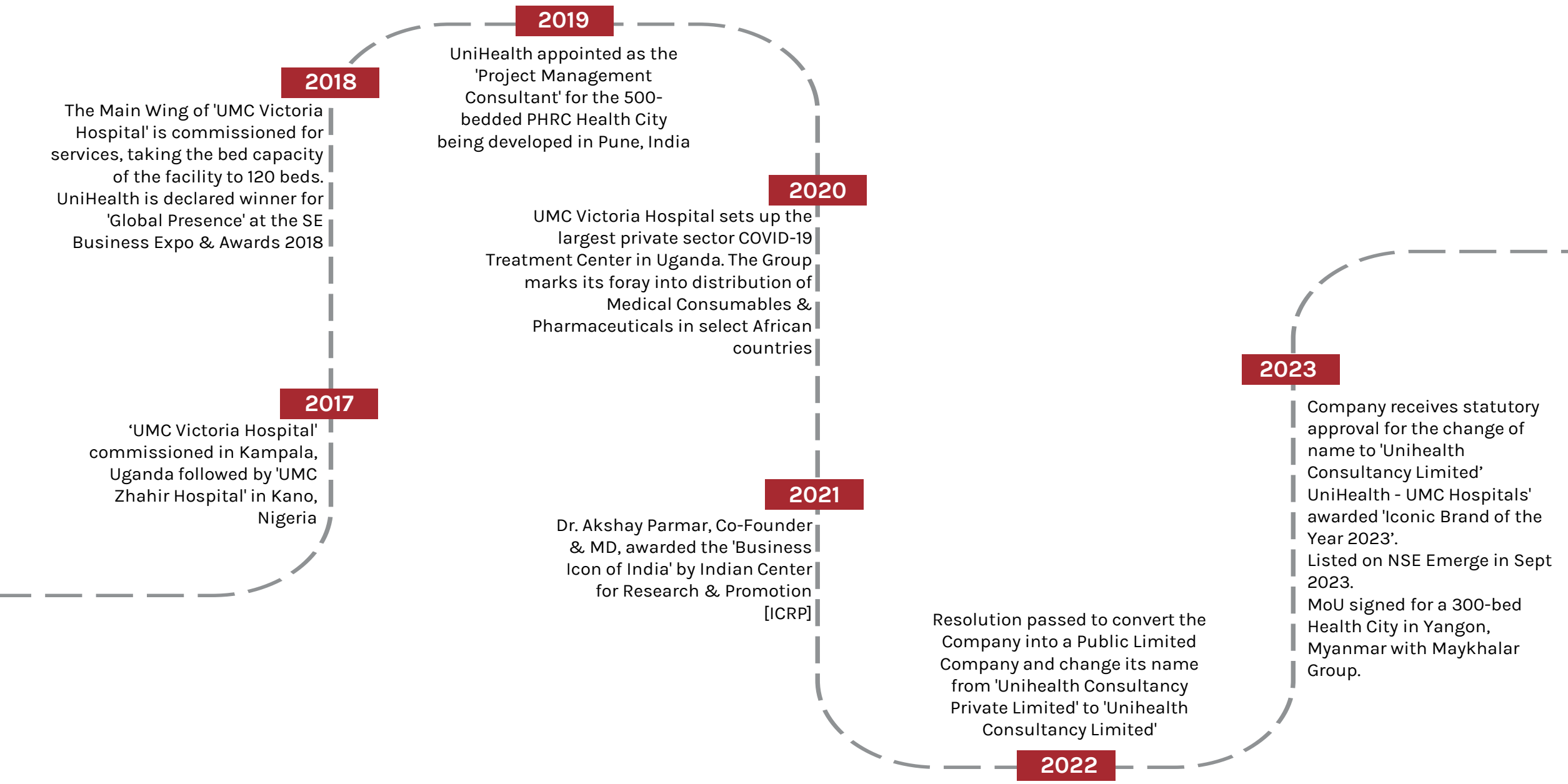
To create value for customers, employees and society



# Evolution Of Unihealth : A Timeline Of Milestones



# Evolution Of Unihealth : A Timeline Of Milestones





<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 Consultancy Services
<b>Joint Ventures</b>	Victoria Hospital Limited	Owns & Operates UMC Victoria Hospital in Kampala, Uganda
	UMC Global Health Limited	Operates UMC Zhahir Hospital in Kano, Nigeria
<b>Associate Companies</b>	UHS Oncology Private Limited	Setting up Cancer Care Centers
	Unihealth (Uganda) Limited	Distribution & Trading of Pharmaceuticals & Consumables



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

## **'Best Medical Tourism Company of the Year'**

Received the award from Worldwide Achievers in 2014

## **'India 5000 Best MSME Award for Quality Excellence'**

Recognized at the India 5000 Best MSME Awards 2016

## **'Emerging Healthcare Company of the Year'**

Honored at the Business Leaders' Summit & Awards 2015.

## **'Company with Global Presence'**

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

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

Acknowledged at the CIMS Healthcare Excellence Awards 2015

## **'Iconic Brand of the Year'**

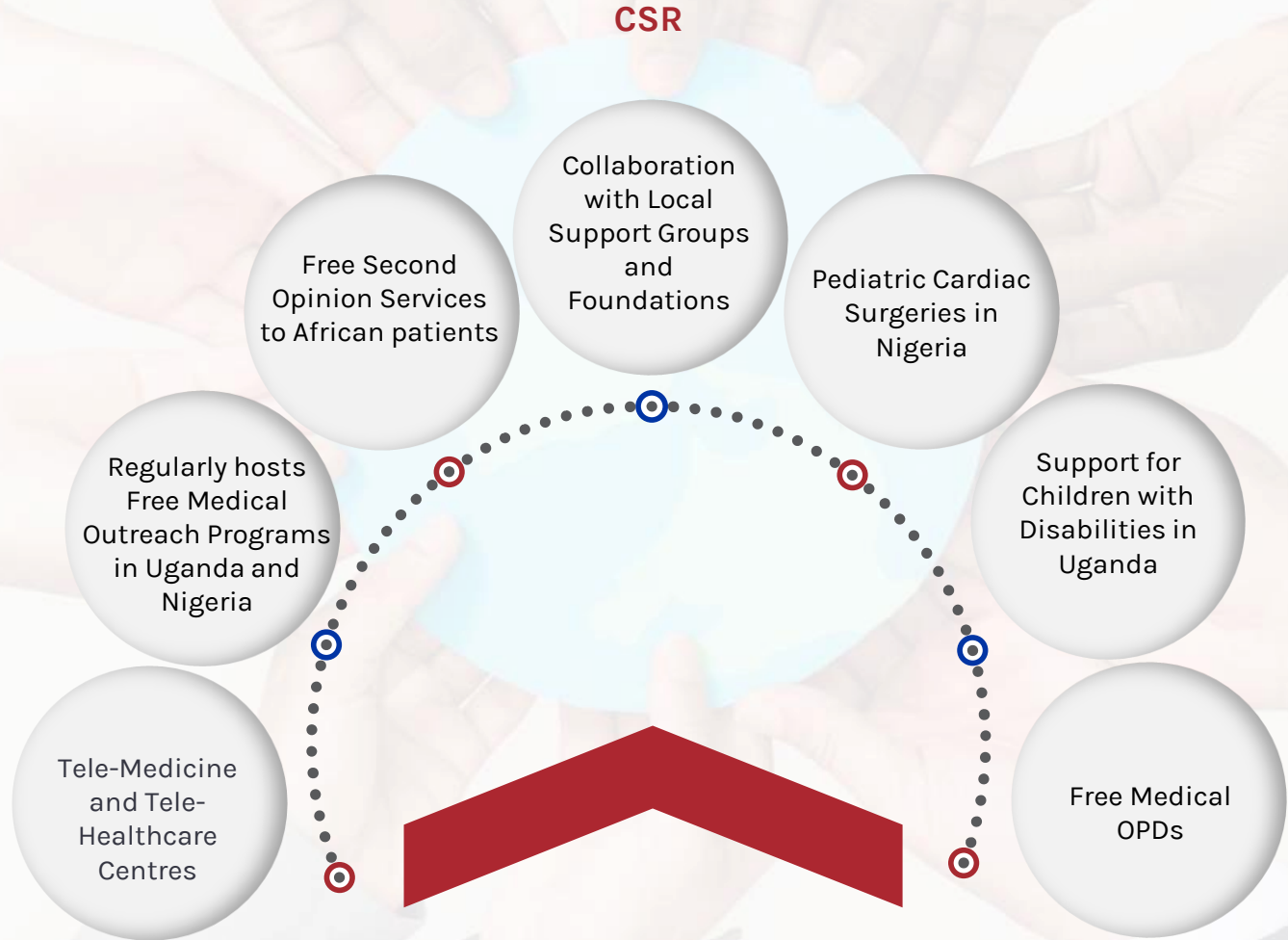
UMC Hospitals | UniHealth was honored by Blossom Media Private Limited and BSE SME in 2023

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

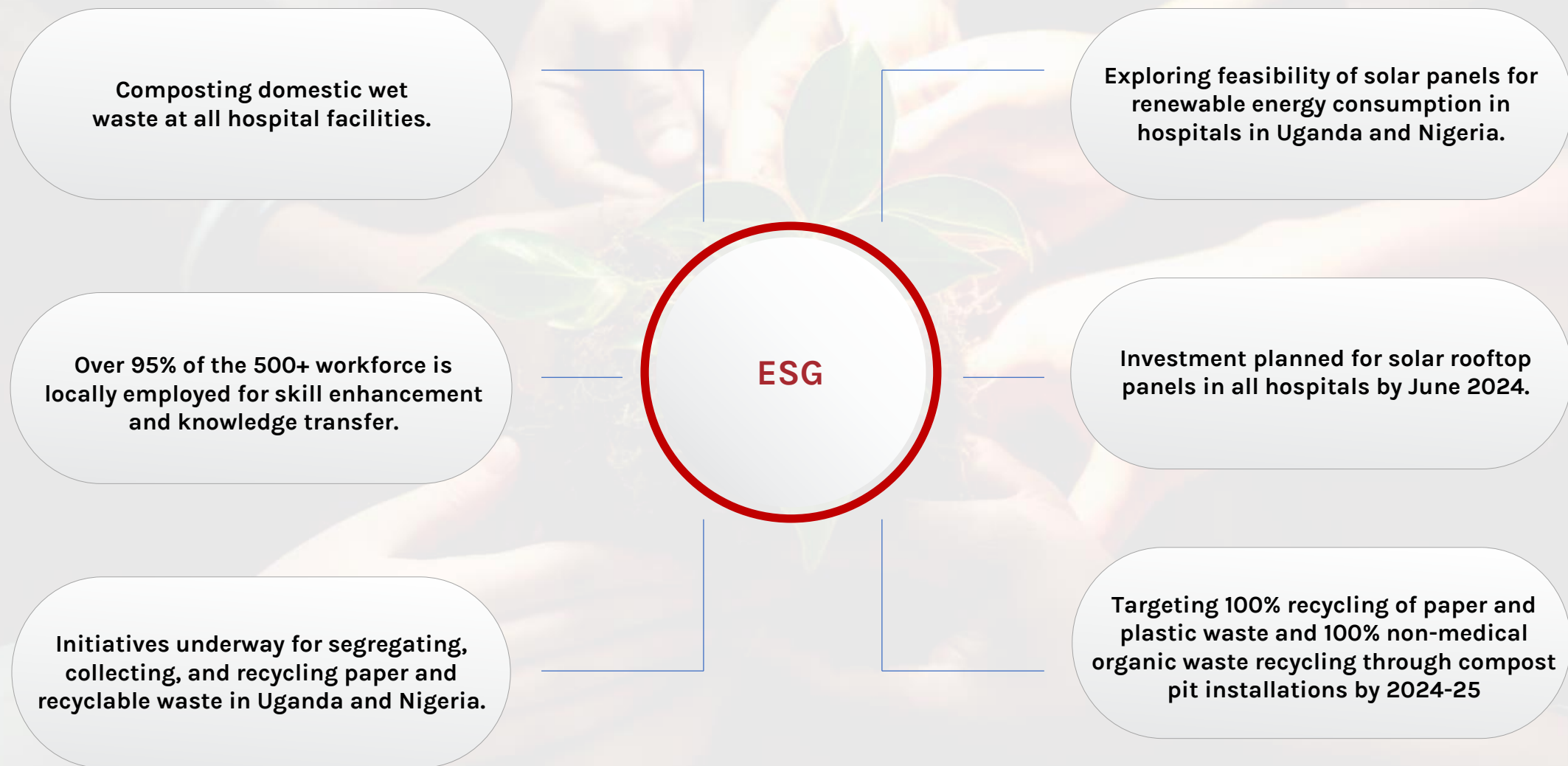
Awarded at the Business Excellence Awards 2023



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









## Management Overview



**Dr. Akshay Parmar**  
*Founder & Managing Director*

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

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



**Dr. Anurag Shah**  
*Founder & Director*

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

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

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



**Mr. Parag Shah**  
*Executive Director & Chief Finance Officer*

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

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

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



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

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

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

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



**Dr. Harsh Sheth**  
*Independent Director*

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

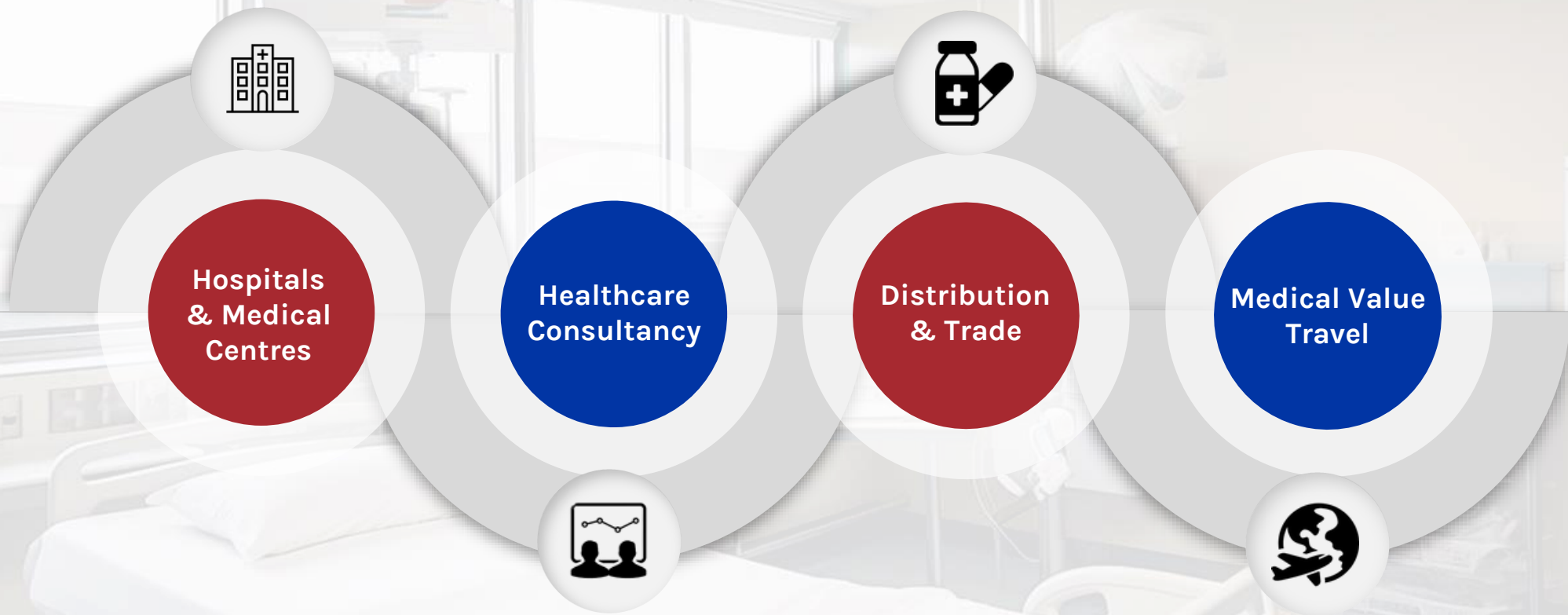
He holds a significant role at various top hospitals in Mumbai and is known for his minimally invasive GI surgeries. With an M.S. in General Surgery from Seth G.S. Medical College & KEM Hospital, he has also conducted research at Stanford University and AIIMS.

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





## **Business Overview**





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



**UMC Victoria Hospital**  
Kampala, Uganda

**Established 2017**

**120 beds**

Advanced Tertiary Care  
Across Specialties



**UMC Zhahir Hospital**  
Kano, Nigeria

**Established 2017**

**80 beds**

Advanced Tertiary Care  
Across Specialties



**Unihealth Medical Center**  
Mwanza, Tanzania

**Established 2016**

Specialized Healthcare Hub:  
Focused Dialysis Services

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



## UMC Victoria Hospital Kampala, Uganda



Dialysis Unit



Modular Operation Theater Complex



Maternity Ward



Intensive Care Units

## UMC Zhahir Hospital Kano, Nigeria



Radiology (CT Scan)



Minor OT Room



OT Complex



Reception Area



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



General Medicine



General Surgery



Laparoscopic Surgery  
(Minimally Invasive)



Orthopedics & Spine



Neurology & Neurosurgery



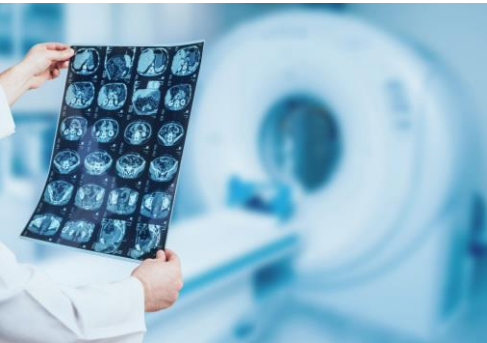
Obstetrics & Gynecology



Pediatrics & Neonatology



Gastroenterology (including  
Endoscopy & Colonoscopy)



Comprehensive Diagnostics  
& Radiology



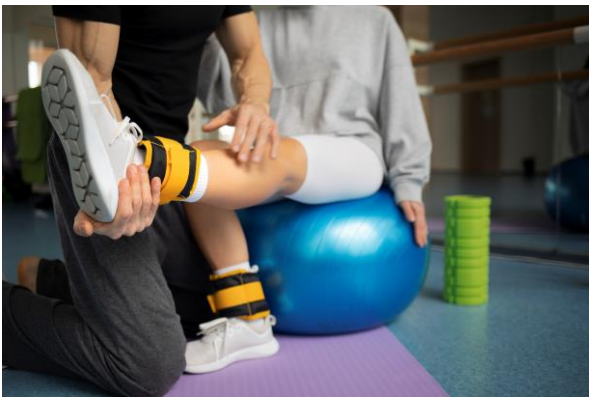
Nephrology & Urology  
(including Dialysis)



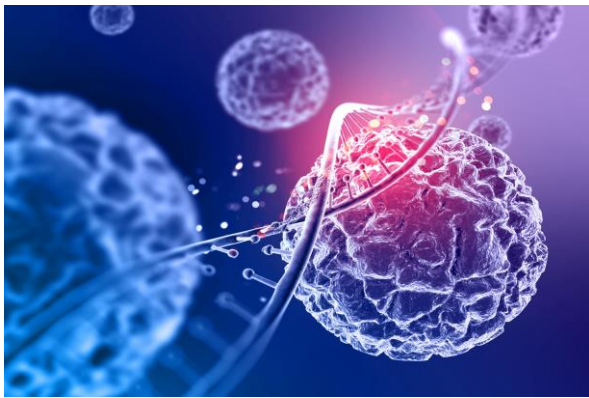
Intensive Care



Dermatology & Cosmetology



Rehabilitative Medicine



Oncology



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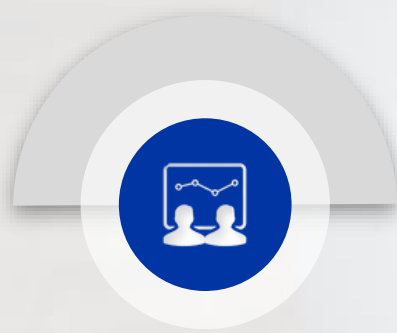


Dental Services



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



**Reliance Lifesciences**



**Levram Lifesciences**



**Unisur Lifecare**



**Hemant Surgical**

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





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

## Key Services

### Pre-Travel Services

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

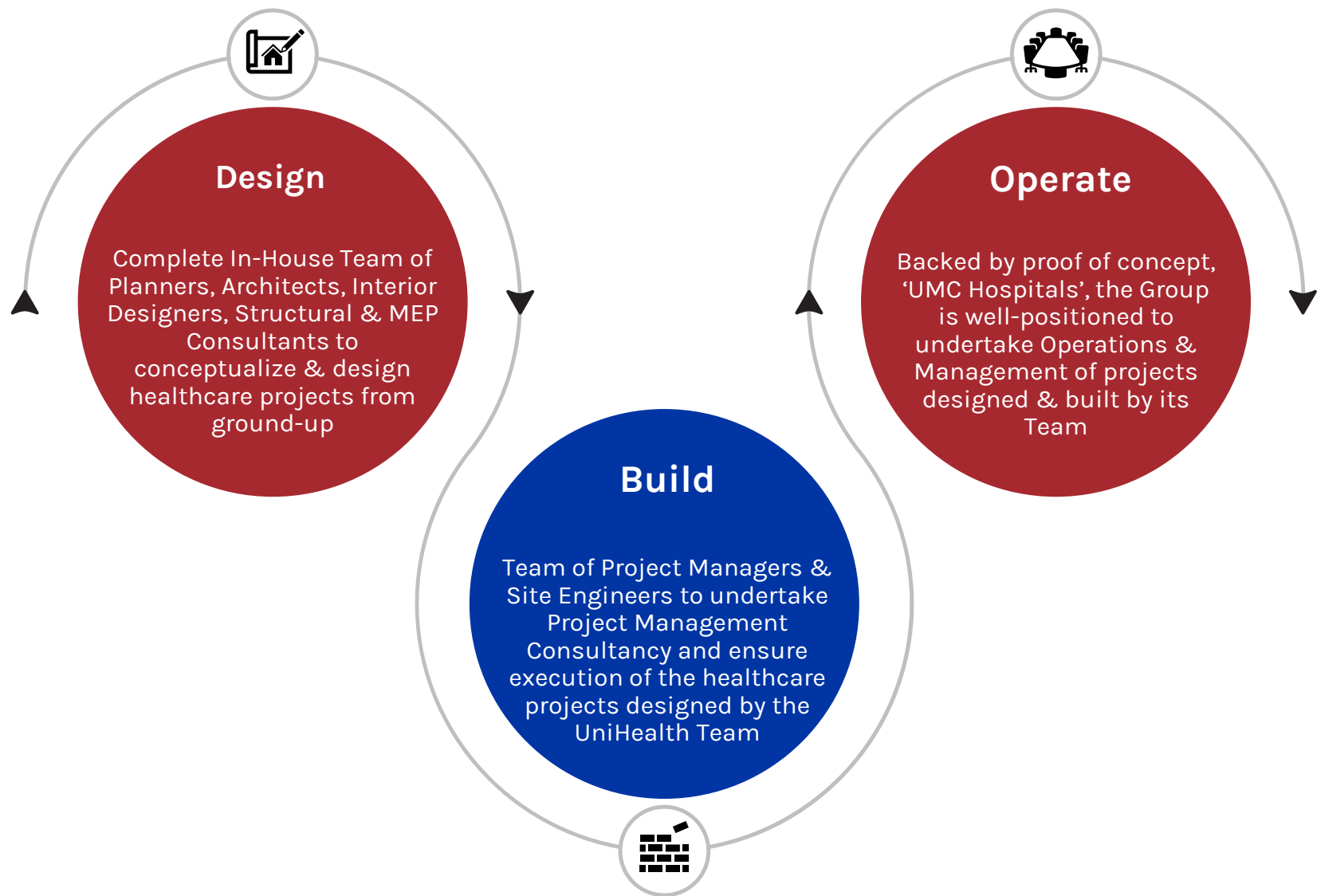
### Services in India

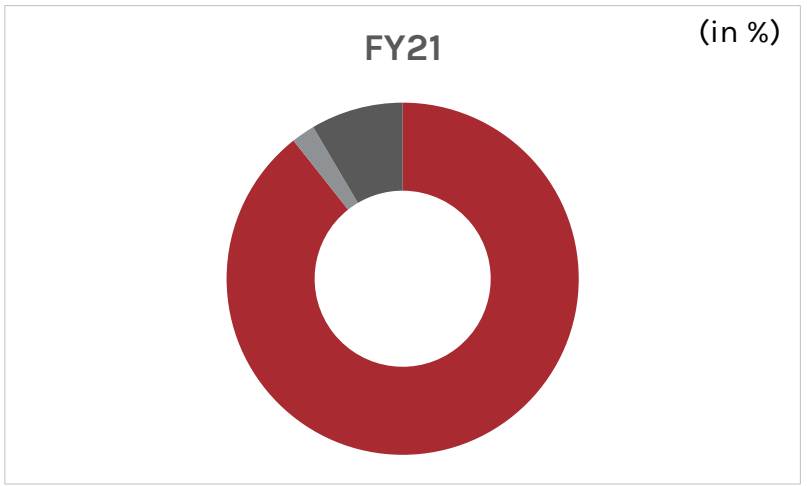
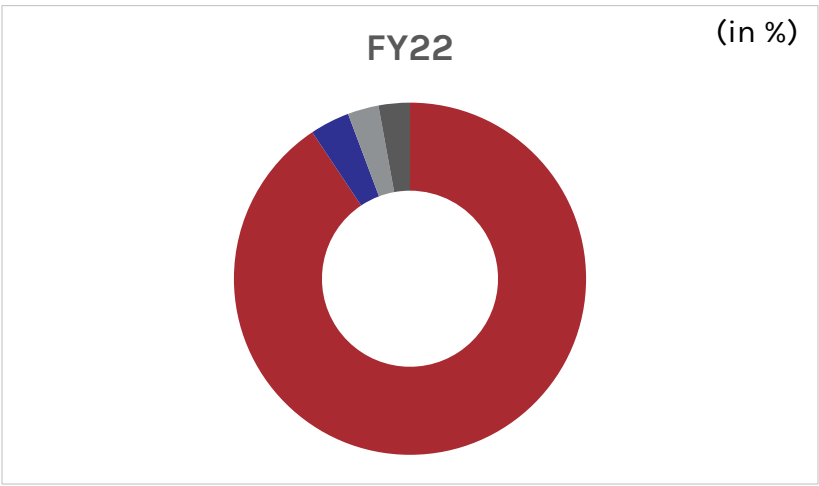
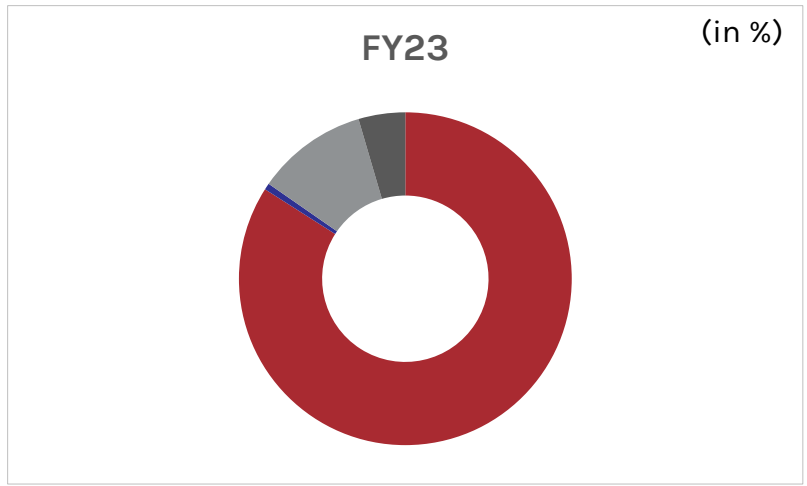
- Fast Track Treatment Scheduling
- Round the Clock Concierge Services
- Language Interpretation Services
- Hotel & Apartment Booking Assistance
- Forex & SIM Card Facilitation
- Regular Treatment Updates to Relatives

### Post-Travel Services

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

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

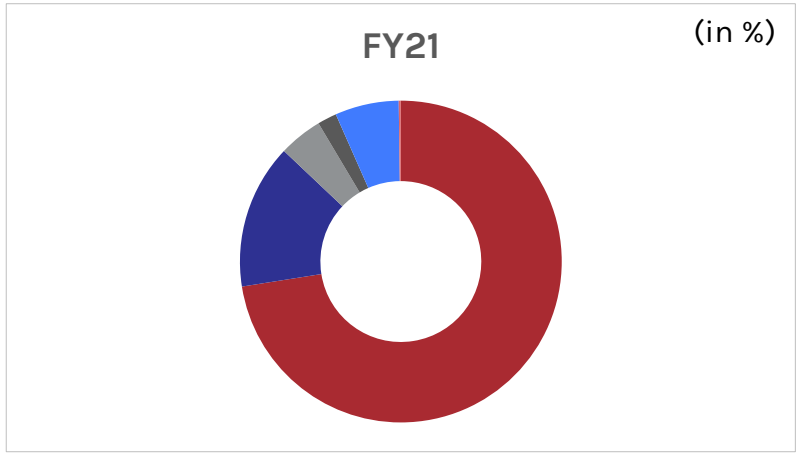
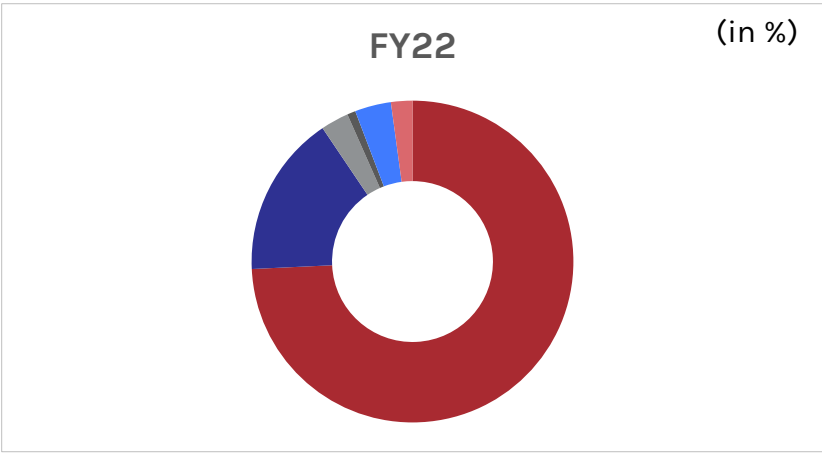
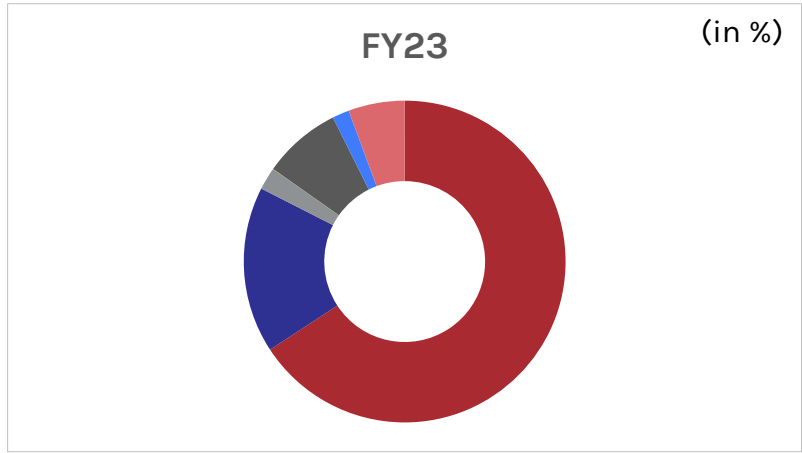




■ Medical Centres & Hospitals
 ■ Export & Distribution of Pharmaceuticals & Medical Consumables
 ■ Medical Value Travel
 ■ Consultancy Services
 ■ Other Income

Business Verticals	FY23	FY22	FY21
Medical Centres & Hospitals	38.68	34.37	25.59
Export & Distribution of Pharmaceuticals & Medical Consumables	0.29	1.38	0.00
Medical Value Travel	0.00	0.00	0.00
Consultancy Services	4.97	1.08	0.62
Other Income	2.09	1.09	2.43
<b>Total</b>	<b>46.03</b>	<b>37.93</b>	<b>28.64</b>

# Charting Financial Streams: Revenue Distribution



Joint Ventures/ Subsidiaries	FY23	FY22	FY21
Victoria Hospitals Limited	30.28	28.16	20.76
UMC Global Health Limited	7.70	6.18	4.17
Biohealth Limited	1.03	1.06	1.26
Unihealth Tanzania Limited	0.00	0.32	0.55
Aryavarta FZE	3.63	1.38	1.83
Unihealth Pharmaceuticals Private Limited	0.78	0.00	0.00
Unihealth Consultancy Limited	2.61	0.82	0.06
<b>Total</b>	<b>46.03</b>	<b>37.93</b>	<b>28.64</b>



## Industry Overview





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

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

Source: Statista

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

- The healthcare profit pools are expected to grow at a CAGR of 4%, increasing from US\$ 654 billion in 2021 to US\$ 790 billion by 2026.
- From April 2000 to March 2023, the drugs and pharmaceuticals sector received FDI inflow of US\$ 21.46 billion.
- Hospitals and diagnostic centers attracted FDI inflow of US\$ 8.73 billion, while the medical and surgical appliances sector received FDI inflow totaling US\$ 2.80 billion.
- In the year 2022-23, India received a significant FDI inflow of US\$ 70,970 million.
- India's public healthcare expenditure increased to 2.2% of GDP in FY22, rising from 1.6% in FY21, as per the Economic Survey 2022-23.
- The Indian medical tourism market was valued at US\$ 2.89 billion in 2020 and is anticipated to reach US\$ 13.42 billion by 2026.

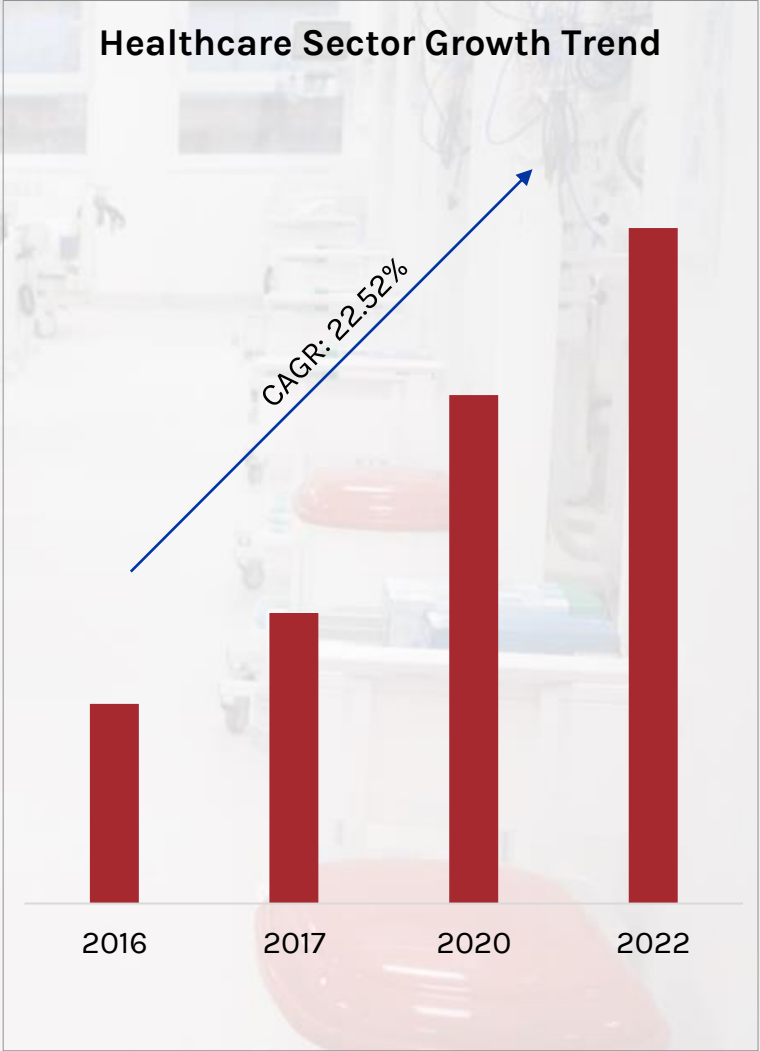
**Indian Medical Tourism Market**

- The Indian medical tourism market was valued at US\$ 2.89 billion in 2020 and is expected to reach US\$ 13.42 billion by 2026. According to India Tourism Statistics at a Glance 2020 report, close to 697,300 foreign tourists came for medical treatment in India in FY19.
- India has been ranked tenth in the Medical Tourism Index for 2020-21 out of 46 destinations by the Medical Tourism Association. With US\$ 5-6 billion size of Medical value travel and 500000 International patients annually, India is among the global leader destinations for international patients seeking advanced treatment.

**Government Allocations**

- In the Union Budget 2023-24, the government allocated Rs. 89,155 crore (US\$ 10.76 billion) to the Ministry of Health and Family Welfare (MoHFW).
- The Government of India aims to increase public health spending to 2.5% of the country's GDP by 2025.

Source: India Brand Equity Foundation (IBEF)





## Costs and Revenues in Healthcare: India vs. Africa

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

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

Source: International Finance Corporation [IFC]

## In India



### Healthcare Consultancy

> 3 million  
hospital beds  
needed by 2030

### Operations & Management

Increasing competition  
resulting in increasing  
need for professional  
management

### Healthcare IT & Analytics

Mobile apps, e-commerce  
& e-health solutions

### Training & Education

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

## In Sub-Saharan Africa



### Hospitals & Clinics

> Us\$ 30 billion  
investment needed in  
healthcare infrastructure

### Manufacturing Industry

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

### Healthcare IT & Analytics

Mobile apps, e-commerce  
& e-health solutions

### Training & Education

Vocational training  
Skill development  
Nursing institutes  
Medical colleges





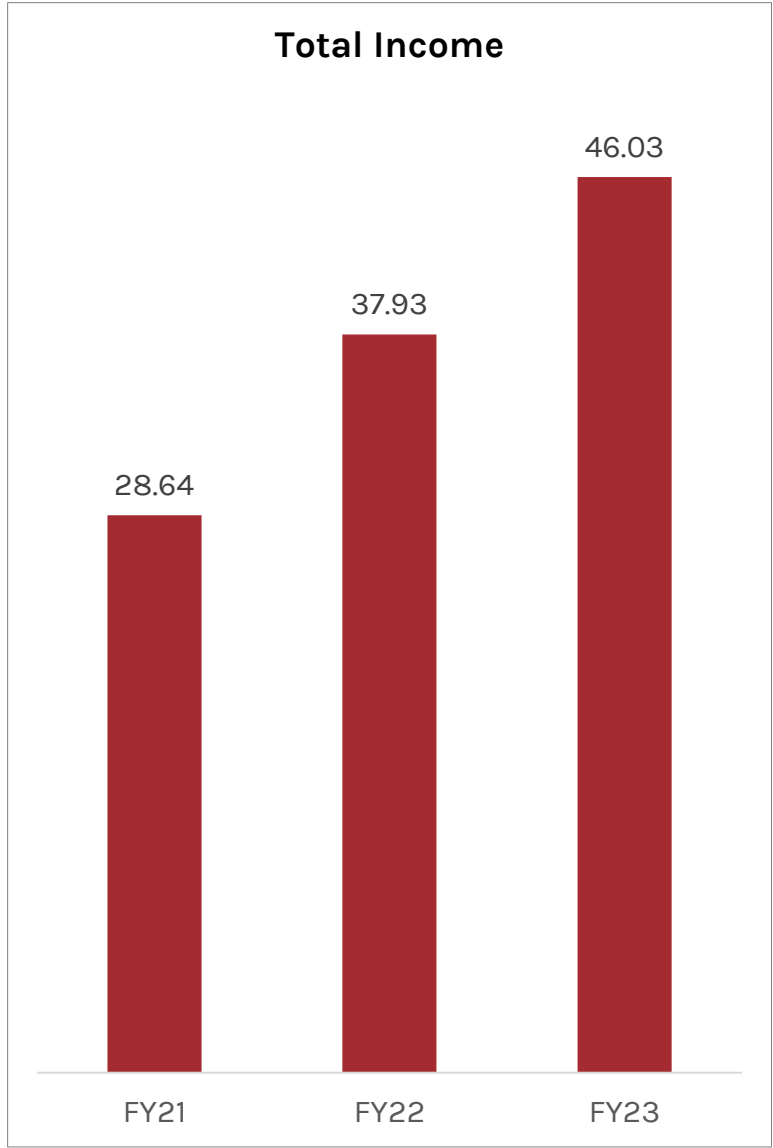
## Financial Overview

# Consolidated H1 FY24 & FY23 Profit & Loss Statement

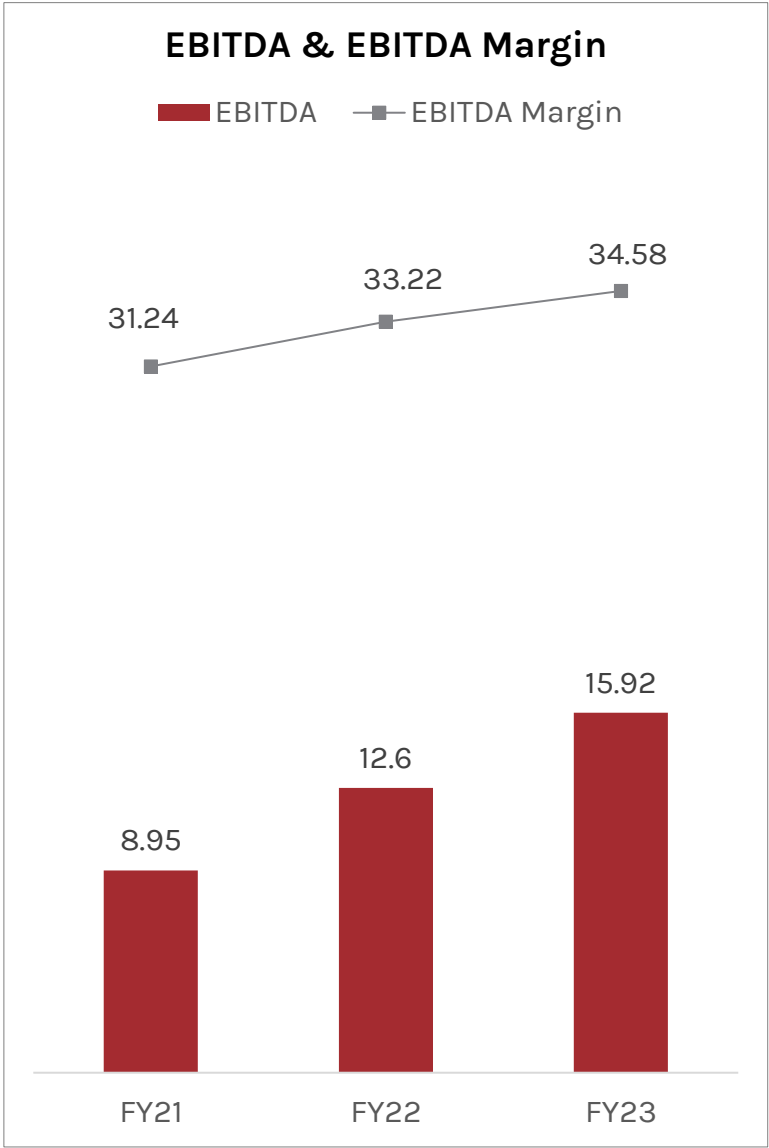
In ₹ Cr

Particulars	H1 FY24	FY23
Revenues	22.10	43.94
Other Income	0.75	2.09
<b>Total Income</b>	<b>22.85</b>	<b>46.03</b>
Raw Material Costs	4.70	7.28
Employee Costs	3.61	6.48
Other Expenses	6.70	16.36
Total Expenditure	15.01	30.11
<b>EBITDA</b>	<b>7.84</b>	<b>15.92</b>
EBIDTA Margin (%)	34.33	34.58
Finance Costs	1.53	4.12
Depreciation	1.14	2.52
PBT	5.17	9.28
Tax	0.87	1.62
PAT	4.30	7.66
<b>Total Comprehensive Income</b>	<b>4.24</b>	<b>7.68</b>
Net Profit Margin (%)	18.57	16.68

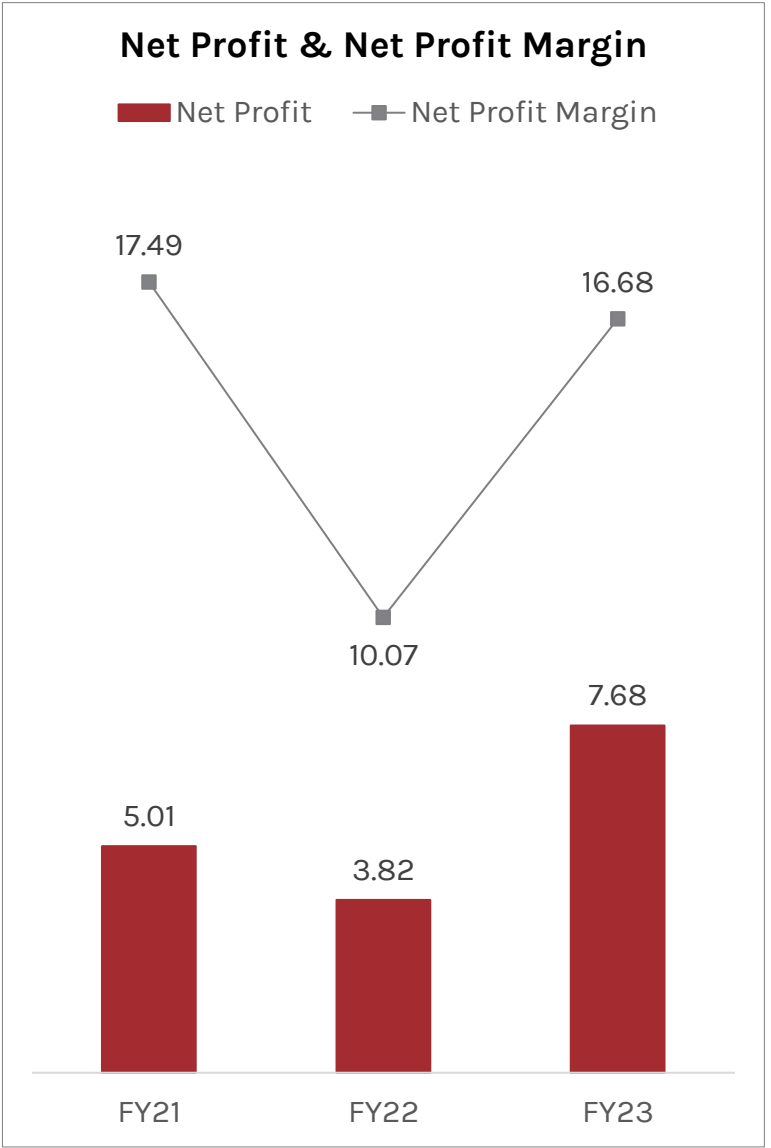
**Total Income**



**EBITDA & EBITDA Margin**



**Net Profit & Net Profit Margin**



All Figures In ₹ Cr and Margin In %

# Consolidated Profit & Loss Statement

In ₹ Cr

Particulars	FY23	FY22	FY21
Revenues	43.94	36.83	26.21
Other Income	2.09	1.09	2.43
<b>Total Income</b>	<b>46.03</b>	<b>37.93</b>	<b>28.64</b>
Raw Material Costs	7.28	8.38	6.22
Employee Costs	6.48	5.86	4.60
Other Expenses	16.36	11.08	8.87
Total Expenditure	30.11	25.33	19.69
<b>EBITDA</b>	<b>15.92</b>	<b>12.60</b>	<b>8.95</b>
Finance Costs	4.12	5.19	1.29
Depreciation	2.52	2.21	2.18
PBT	9.28	5.20	5.47
Tax	1.62	1.41	0.52
PAT	7.66	3.79	4.95
<b>Total Comprehensive Income</b>	<b>7.68</b>	<b>3.82</b>	<b>5.01</b>

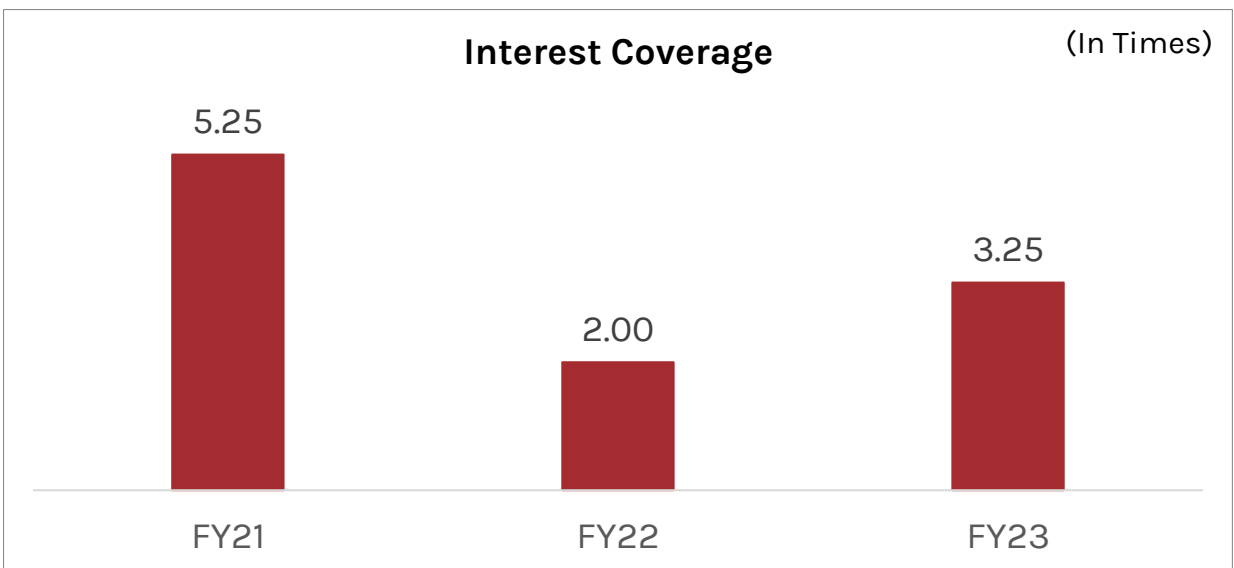
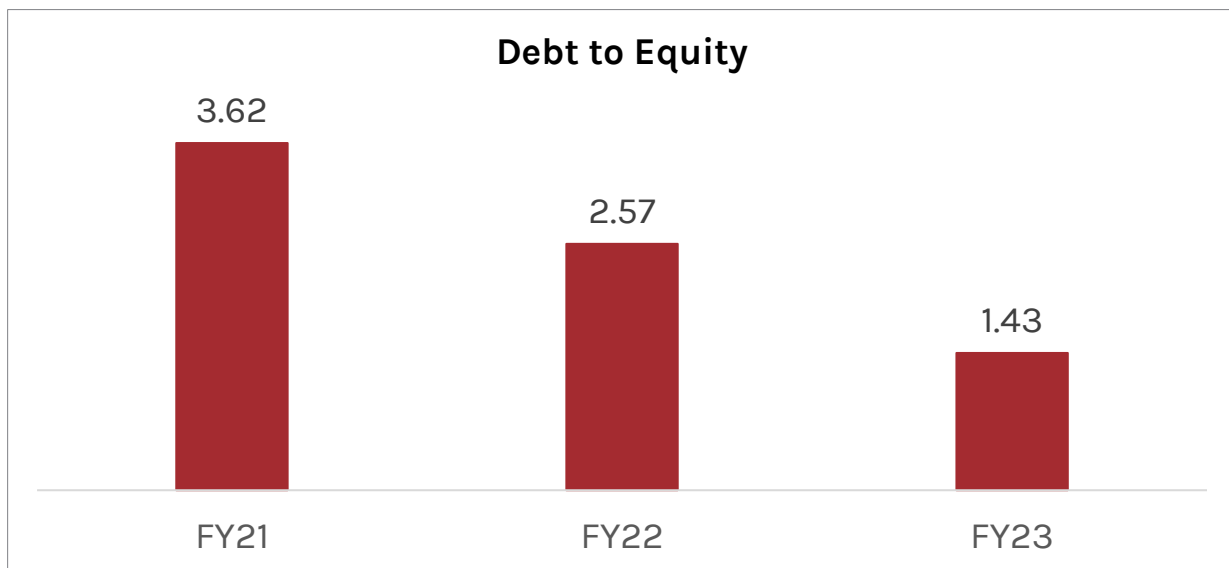
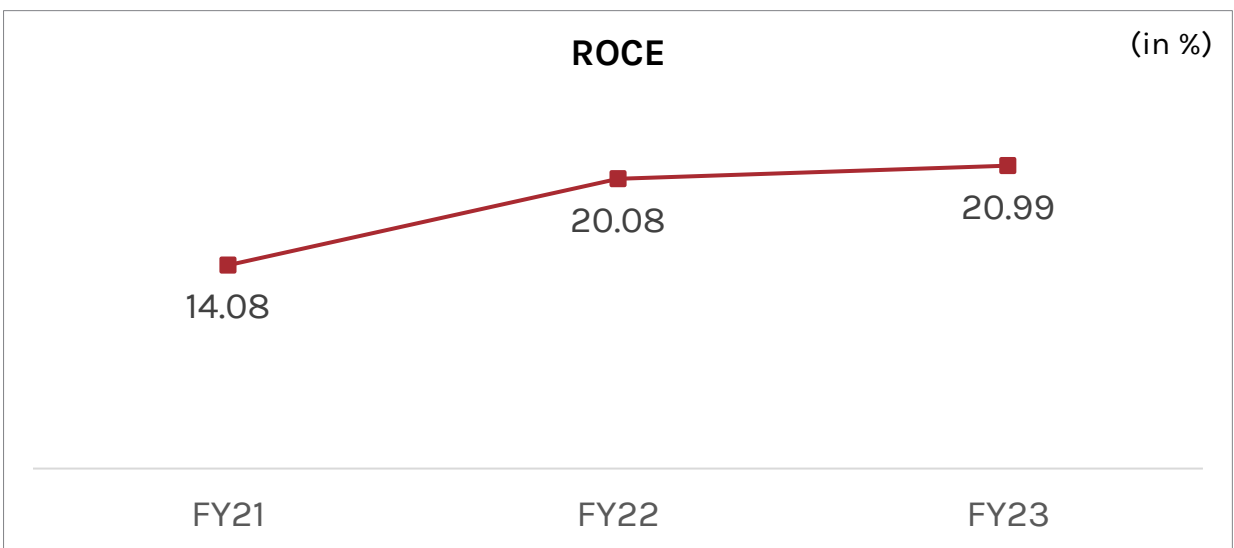
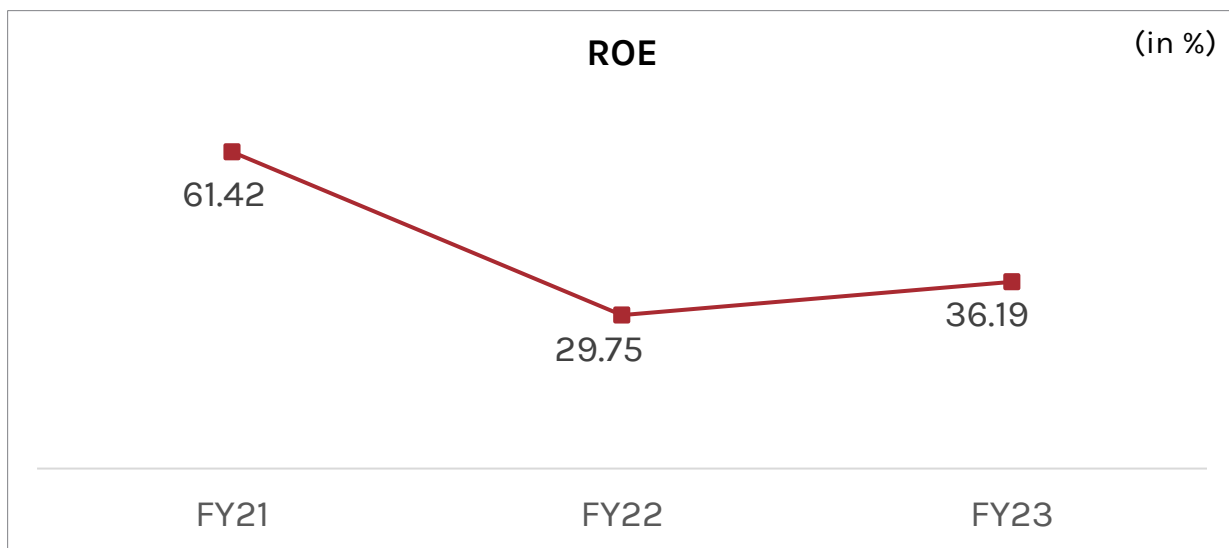


# Consolidated Balance Sheet

Equities & Liabilities	FY23	FY22	FY21
Equity	1.39	1.34	1.34
Reserves	26.13	13.45	9.36
Non Controlling Interests	-0.25	-0.22	-0.12
<b>Net Worth</b>	<b>27.52</b>	<b>14.79</b>	<b>10.70</b>
Non Current Liabilities			
Long Term Borrowing	35.70	35.93	36.92
Deferred Tax Liability	0.88	1.23	0.52
<b>Total Non Current Liabilities</b>	<b>36.57</b>	<b>37.16</b>	<b>37.44</b>
Current Liabilities			
Short Term Borrowings	3.57	2.08	1.79
Trade Payables	2.96	1.81	1.55
Other Current Liabilities	5.55	8.45	6.89
Short Term Provision	2.40	0.72	0.12
<b>Total Current Liabilities</b>	<b>14.49</b>	<b>13.06</b>	<b>10.36</b>
<b>Total Liabilities</b>	<b>78.33</b>	<b>64.79</b>	<b>58.39</b>

Assets	FY23	FY22	FY21
Non Current Assets			
Fixed Assets	37.08	36.33	35.64
Non Current Investments	0.29	0.28	0.36
Long-term loans and advances	6.77	3.35	2.65
Deferred Tax Assets (Net)	0.00	0.00	0.00
Other Non Current Assets	0.95	0.65	0.58
<b>Total Non Current Assets</b>	<b>45.09</b>	<b>40.62</b>	<b>39.24</b>
Current Assets			
Inventories	2.11	1.80	1.46
Trade Receivables	27.39	18.19	14.19
Cash & Bank Balance	1.95	2.35	2.05
Short-term loans and advances	1.78	1.77	1.44
Other Current Assets	0.00	0.06	0.01
<b>Total Current Assets</b>	<b>33.24</b>	<b>24.17</b>	<b>19.15</b>
<b>Total Assets</b>	<b>78.33</b>	<b>64.79</b>	<b>58.39</b>

Particulars	FY23	FY22	FY21
Cashflow from Operations	1.33	9.27	4.06
Cashflow from Investments	-4.92	-1.65	-0.35
Cashflow from Financing	3.35	-5.35	-3.25
Net Cash flow	-0.24	2.27	0.46
Opening Cash Balance	2.35	2.05	1.20
Closing Cash Balance	1.95	2.35	2.05



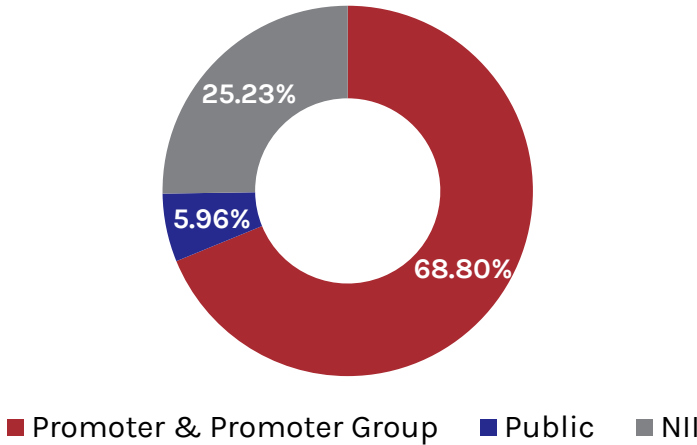
NSE: UNIHEALTH ISIN: INEOPRF01011

As on 24-11-2023

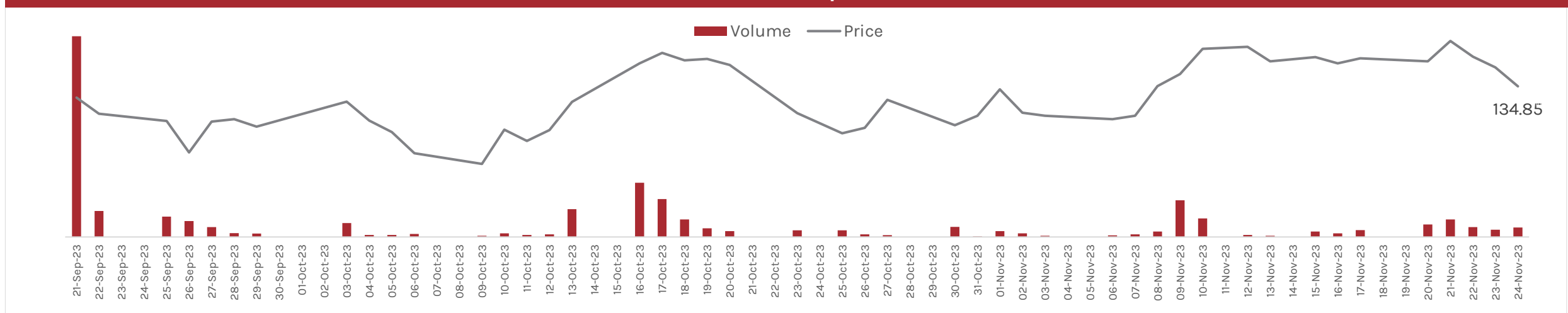
Share Price (₹)	134.85
Market Capitalization (₹ Cr)	207.67
No. of Shares Outstanding	1,53,99,952
Face Value (₹)	10
52 week High-Low (₹)	147.00 – 116.20

SHARE HOLDING PATTERN

As on 30-09-2023



Share Performance From 21 September 2023 Till Date

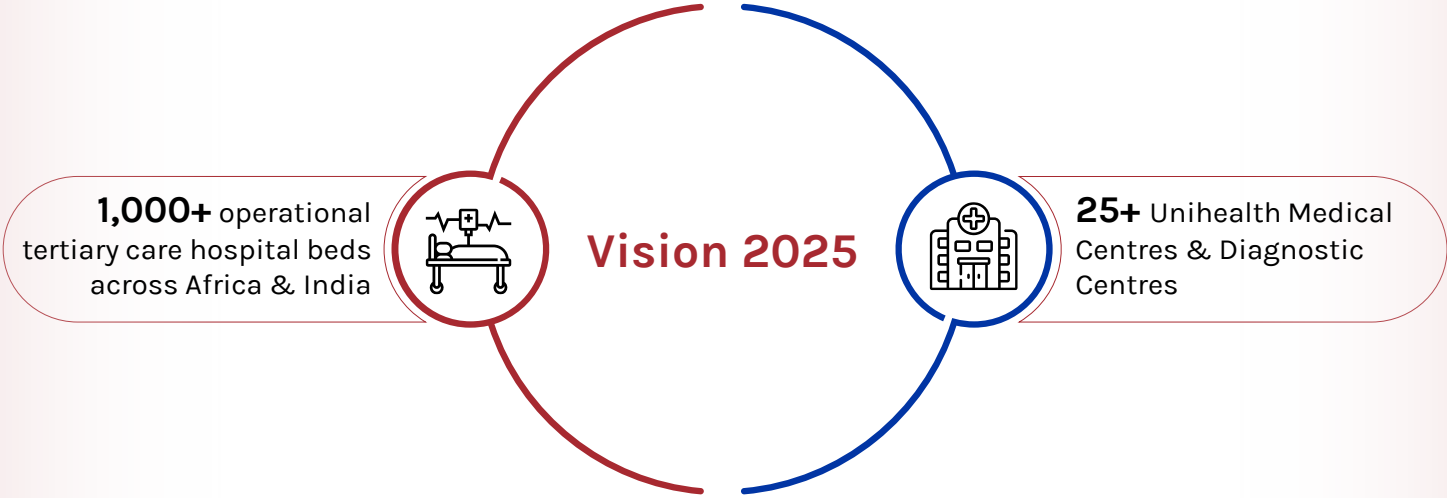


Source - NSE





## **The Way Ahead & Unihealth Advantage**



## Expansion Plan

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

**Expansion of Super-Specialty Services**

**Capacity Addition in Tanzania**

Adding 100+ Beds for Medical Facility Enhancement in Tanzania

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

**Medical Consumable Manufacturing Unit in Mwanza, Tanzania**

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

**Exploration of Mergers, Acquisitions, or Operations & Maintenance in Tanzania**

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

**Partnership in Medical Value Travel Business**

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

**Expansion Targets**



**PHRC Health City**  
Pune, India



**Luanda Rehab Center**  
Luanda, Angola

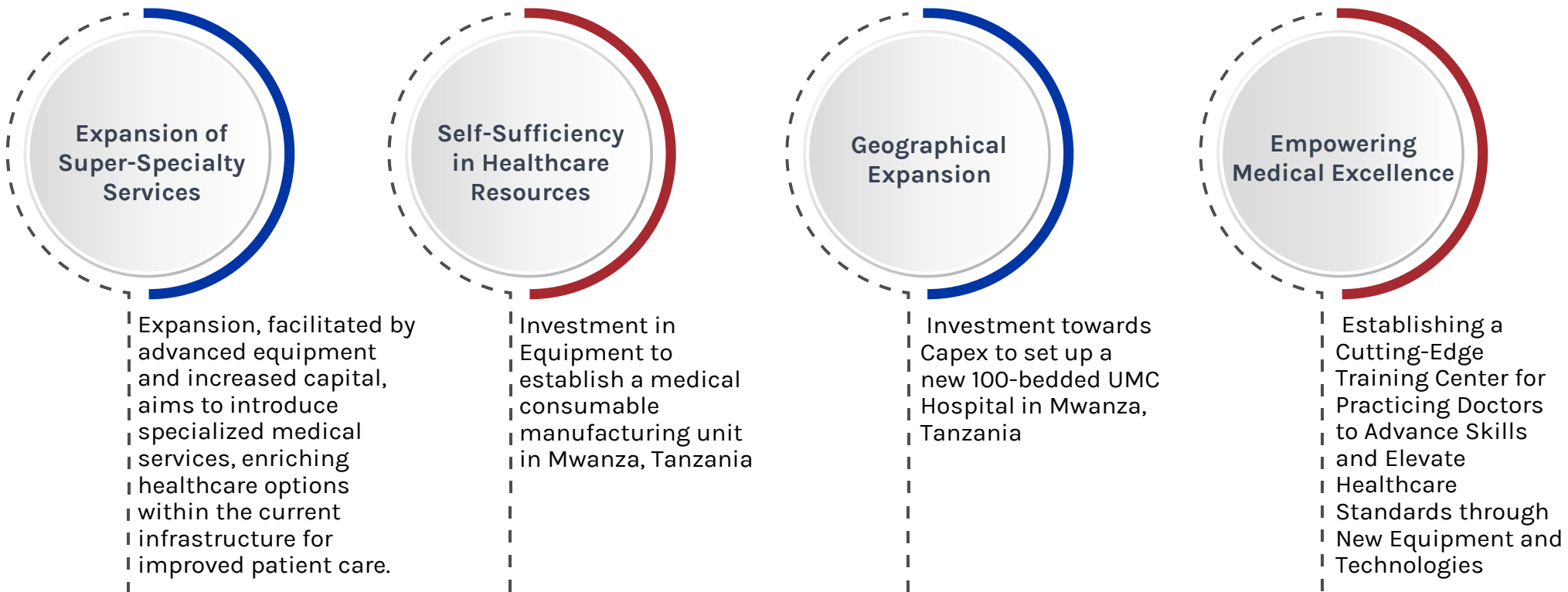


**Cancer Hospital**  
Pune, India



**UMC Mwanza Hospital**  
Mwanza, Tanzania

UniHealth - UMC Hospitals Group's strategic vision centers on exploring growth opportunities within and beyond Africa's emerging markets. The Company is committed to using advanced healthcare technologies to improve patient care. Unihealth is also actively exploring diversification of their services to adapt to the ever-evolving healthcare industry.



Company's overarching mission, "Healthcare For All," highlights their dedication to extending high-quality healthcare access globally. This perspective underscores their forward-looking and inclusive approach to healthcare.





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





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**Thank You**



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