



ANU HOSPITALS

**BE A SMART INVESTOR
INVEST
BEFORE IPO**



INVESTOR PRESENTATION

Sri Anu Hospitals Limited
33-18-1, Chalasani Venkatakrishnaiah
Street, Near Puspa Hotel, Suryaraopeta,
Vijayawada, Andhra Pradesh - 520002.

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ABOUT ANU HOSPITAL EXECUTIVE SUMMARY

A Leading Group Of Hospitals
Based In Vijayawada &
Visakhapatnam

CAPACITY OF
400
BEDS



Anu Hospitals is a leading group of Hospitals based in *Vijayawada and Visakhapatnam, Andhra Pradesh*. With a cumulative capacity of **400 beds**, the group operates **Focused Multi-specialty hospitals** with two centers of excellence in the Neuro & Cardiac and Mother & Child care departments supported by **State-of-the-art infrastructure**.

Led By A Visionary & Professional Management Team, The Company Plans To Grow Business By:

Making Capacity Additions in Neuro & Cardiac.

Consolidating & optimising manpower, resources & Marketing activities.

Expanding to neighbouring towns & Cities.

The Company Is Looking To Raise A Total Capital Of ~ Rs 50 Crores To Fund The Expansion Plans Through Equity And Equity Like Instruments.



COMPANY OVERVIEW

- Anu Hospitals began as Anu Gastro & Diabetic Centre in Feb 2009.
- Over multiple capacity and department expansions, the company now operates a chain of **Focussed Multi-specialty Hospitals** with State-of-the-art Infrastructure across Vijayawada and **Vishakhapatnam** in **Andhra Pradesh**, India.
- **Two centres of excellence:**
 - 1. Mother & Child care – Anu My Baby Hospital.**
 - 2. Anu Institute of Neuro & Cardiac Sciences.**
- **Capacity of 400 beds across 4 Hospitals with NABH Accreditation**

Multi-specialty- 220 Beds

Anu Hospital, Vijayawada- **100 Beds.**
Sahrudaya Hospital (Rebranded as Anu),
Vishakhapatnam - **120 Beds.**

Super-specialties- 180 Beds.

Anu Institute of Neuro & Cardiac Sciences, Vijayawada- **100 Beds.**
Anu My Baby (Mother & Child) Hospital, Vijayawada- **80 Beds.**



Ownership & Management:
Completely Owned, Managed
And Operated By The Doctors.



Key People:

Dr. Ramesh Gajula (MD and CEO),
Dr. G. Sridevi, Dr. K. Durga Nagaraju,
Dr. P. Visweswara Rao,
Dr. K.V. Ravi Kumar, and
Dr. S.Kiran Kumar



Dr. Ramesh Gajula

MBBS, DNB (General MS, M. Ch Surgery), MRCS (UK)

Head of Department,
Consultant, Gastroenterology,
Laparoscopic & Obesity Surgery



Dr. K. Durga Nagaraju

MBBS, DNB Orthopaedics
MRCS (UK), Pediatric Ortho
(USA), M. Ch (Ortho)

Consultant, Orthopedic
Surgeon



Dr. G. Sridevi

MBBS, DIP, DIAB
(AIMS KOCHI)

Consultant
Diabetologist



Dr. P. Visweswara Rao

MBBS, DA

Consultant
Anesthesiologist &
Critical Care specialist



Dr. K.V. Ravi Kumar

MS, M. Ch

Consultant Pediatric &
Neonatal Surgeon



Dr. S. Kiran Kumar

MBBS, CP, DIAB

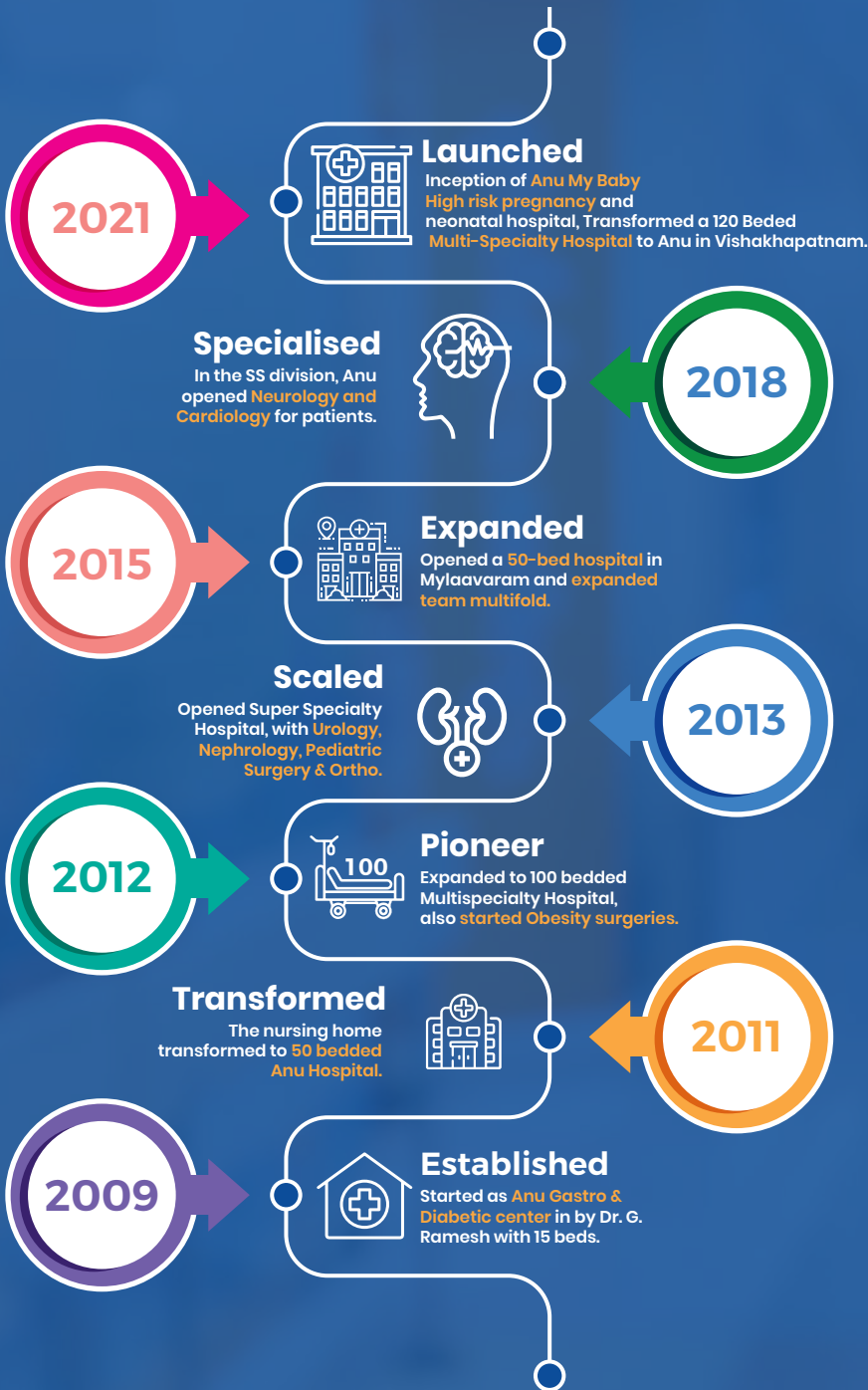
Consultant
Diabetologist

SHARE HOLDING PATTERN

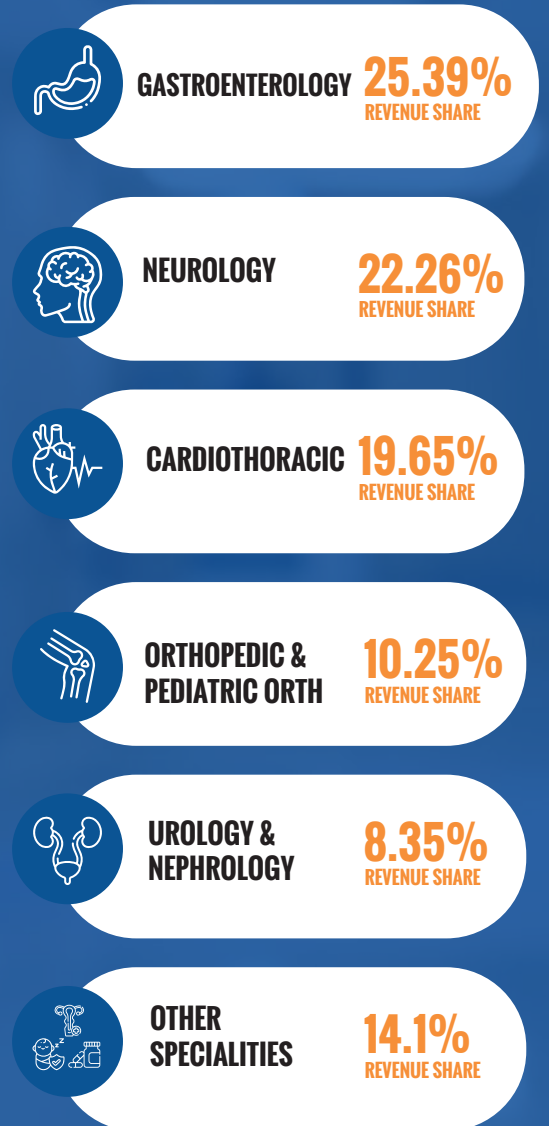


JOURNEY TILL DATE & MILESTONES

From A Small Center To Focused Multispecialty & Super Specialty Hospitals



SPECIALTY MIX



OUR ACHIEVEMENTS



- Among Top 5 Private Hospitals in Vijayawada.
- **Only player in AP** to perform **Advanced Neuro treatments**
- **NABH Accreditation**
- First to perform **Bariatric Surgeries** in entire Andhra Pradesh.
- **First** to perform very advanced procedures like
 - **Trans Vaginal minimally invasive gastric procedures.**
 - **Keyhole and endoscopic neurosurgeries.**
- **Only hospital** in Vijayawada providing Super-specialty services like
 - **Pediatric Neurology**
 - **Pediatric Neurosurgery**
 - **Pediatric Orthopedics**
 - **Parkinsonism and Movement disorders**

RECENT CORPORATE HAPPENINGS

- Discussions underway to onboard Indian School of Business (ISB), Hyderabad in an advisory role to assist Anu Hospitals with Strategy, Business Development and Digital Marketing.
- Company-wide **ERP implemented.**
- NABH Accreditation approved for Anu Hospital (Multispecialty- entry level NABH) and Sahrudaya (Vizag-full NABH).
 - Full Accreditation for Anu Neuro & Cardiac is in final stages; Anu My Baby process underway.
- Launch of Anu My Baby Hospital (August 2021) **more successful than expected.** AMB expected to touch monthly revenues of **1 Crore** from Oct 2022.
- Revenues from Vijayawada are expected to exceed previous year's by almost 40%.
- Sahrudaya Hospital (Vizag) has also **successfully restarted** operations post-merger. It is recording Daily Revenues of 4-5 Lakhs since last week of September 2021.



ANU MY BABY'S MOBILE MATERNITY UNIT

- Catering services to all villages in & around Vijayawada.
- Covering around 150 Woman Every single day.
- Benefited 1000+ Rural Women.
- Designed to offer woman Protection and Privacy.
- Own call center and a number where people can Call for Help.
- Offer woman Antenatal care and treat Gynaecological Conditions.

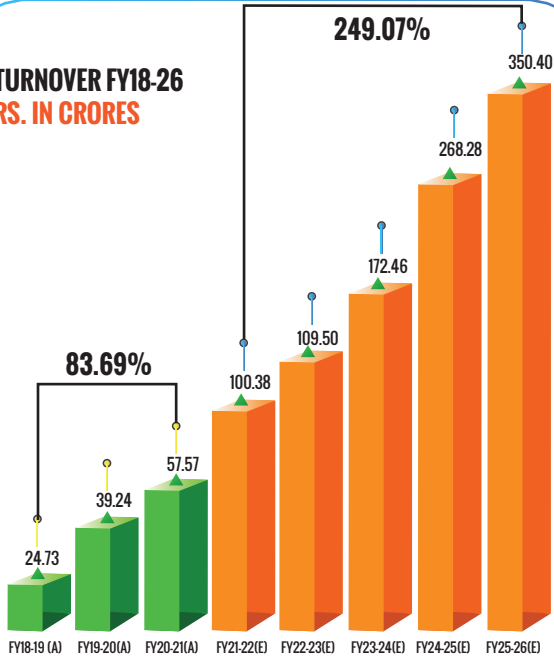
PURPOSE AND ADVANTAGES OF THE MOBILE MATERNITY UNIT

The Mobile Maternity Unit will Deliver the Maternal health care at their door step with....

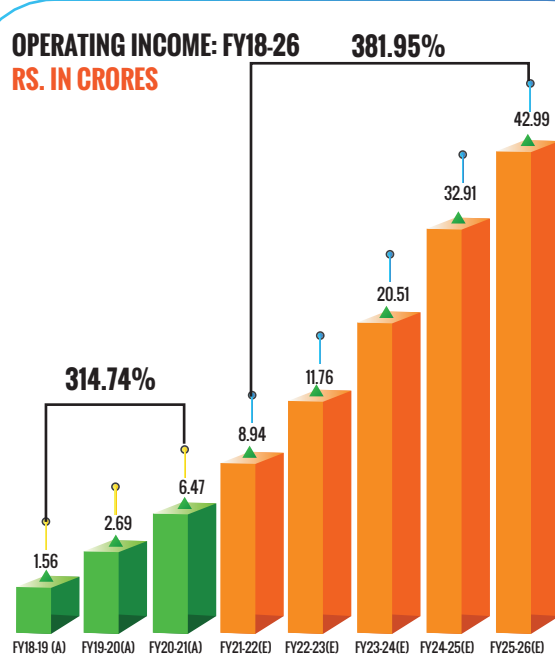
- ✔ Highly Qualified Obstetricians & Gynecologists.
- ✔ Registering antenatal cases and following Frequent ANC's.
- ✔ Iron and calcium Supplements through out Pregnancy.
- ✔ Ultra Sound assessment for fetal well being.
- ✔ Fully Equipped lab - With all the investigations required for Pregnant woman.
- ✔ 2D ECHO for Evaluating Cardiac Emergencies.
- ✔ Reducing travel time and costs for them.
- ✔ Recognizing High Risk Pregnancies in Early Stage.
- ✔ Caters All Emergency needs.
- ✔ Conducting safe deliveries.
- ✔ Providing neonate resuscitation.
- ✔ Preventing infections.
- ✔ Flexibility to cover large rural areas.
- ✔ Mobilisation to tertiary care center in no time.

CONSOLIDATED FINANCIALS

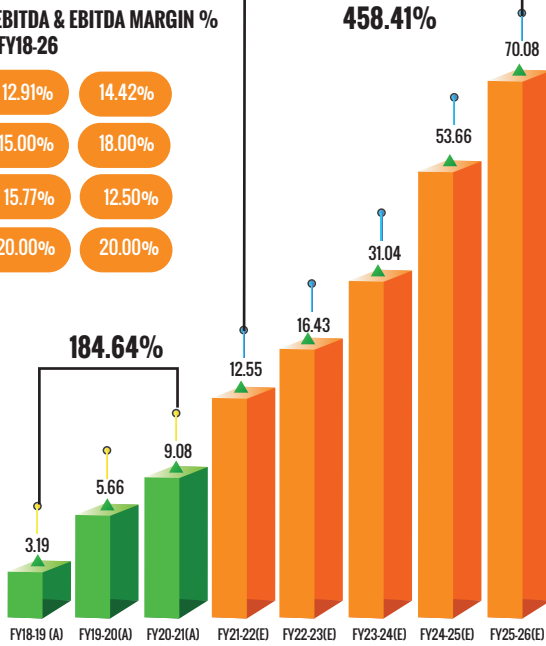
TURNOVER FY18-26 RS. IN CRORES



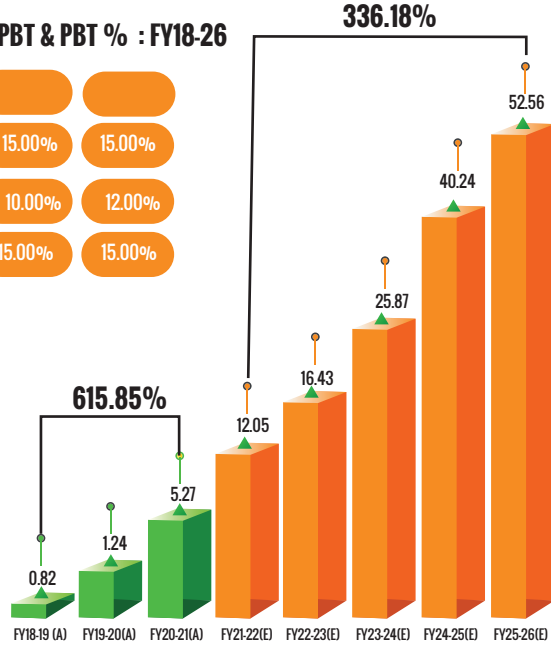
OPERATING INCOME: FY18-26 RS. IN CRORES



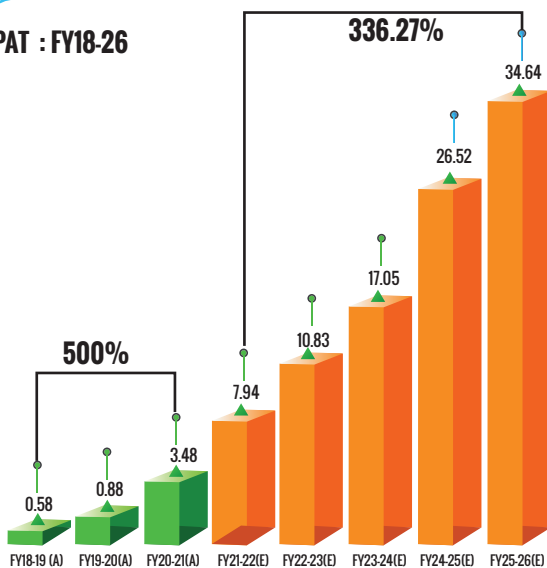
EBITDA & EBITDA MARGIN % FY18-26



PBT & PBT % : FY18-26

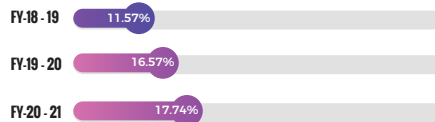


PAT : FY18-26



IMPORTANT RATIOS

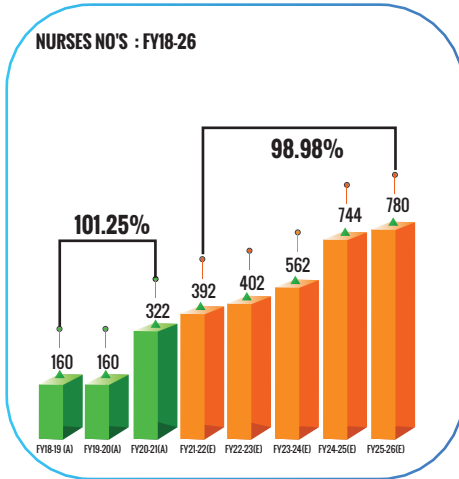
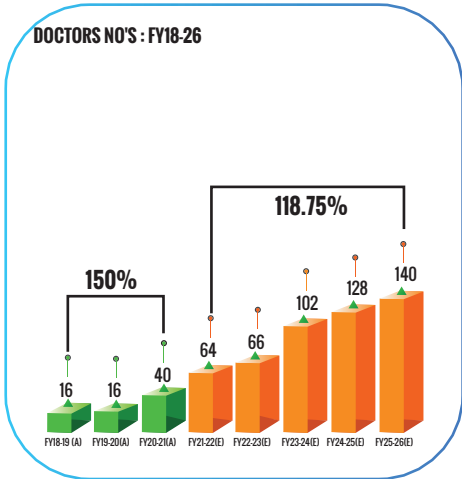
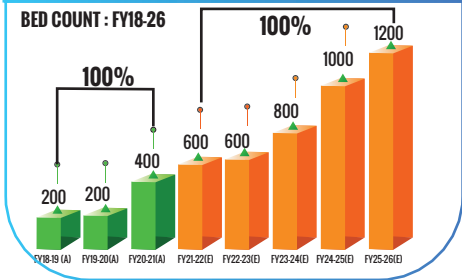
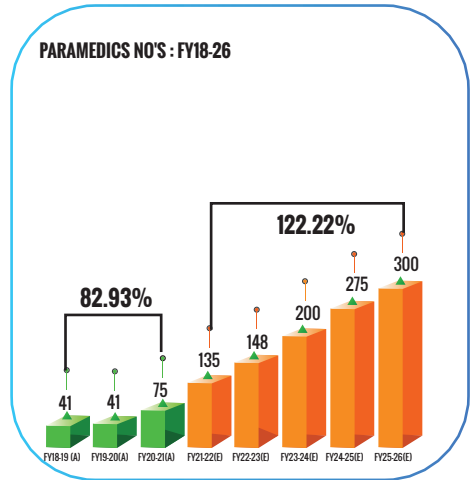
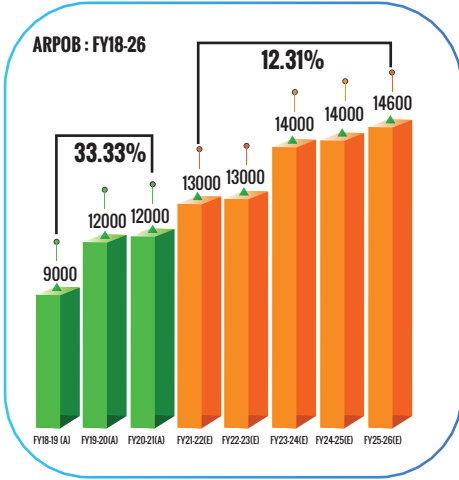
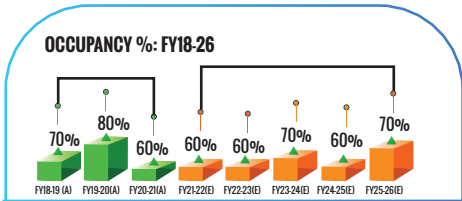
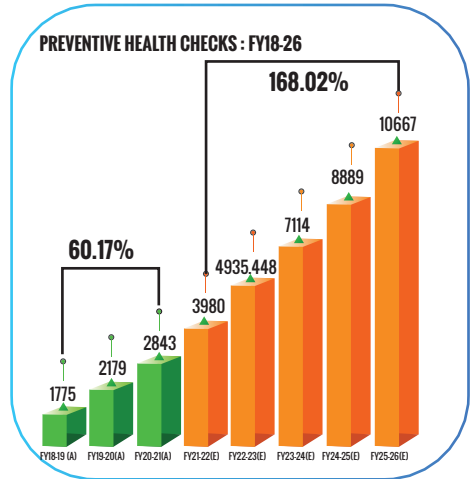
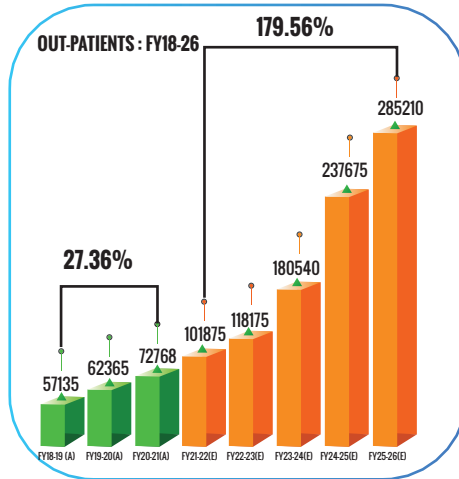
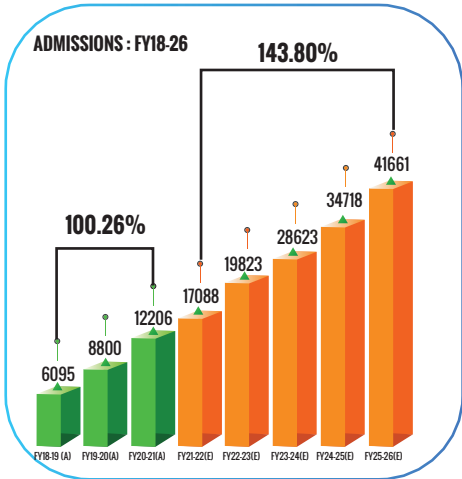
RETURN ON EQUITY



RETURN ON CAPITAL EMPLOYED

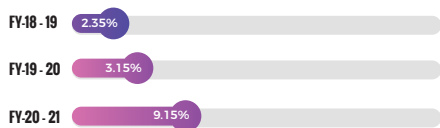


HOSPITAL BUSINESS



IMPORTANT RATIOS

NET MARGIN



QUICK RATIO



CURRENT RATIO



● **Growth Plans:**

- ★ 50-bed capacity addition in Neuro & Cardiac (Vijayawada).
- ★ optimizing existing hospitals with sufficient Working Capital, Equipment purchases and Marketing.
- ★ The Company aspires to not only enhance its presence in its existing cities, but also to take necessary steps to expand its reach in critical urban markets where it is not currently present.
Expanding Hospitals In Hyderabad (200 Beds) & Raipur (500 Beds-Chhattisgarh), Hanuman Jn (100 Beds-Close to Eluru West Godawari Dist.)

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FAIR VALUES

Valuation: We have computed the value of Equity Shares of SAHL based on Discounted Cash Flow Method which is as Mentioned Below:

The Total Value of SRI Anu Hospitals Limited (SAHL) is Rs. 10589.18 Lakhs having 8584275 numbers of Equivalent equity share (Equity Shares 734,33,600 and CCPS 11,50,675) At the Face value of Rs. 10/- each.

Fair value of one Equity Share having face value of Rs. 10/- each is Rs. 123.36/- (Rupees One Hundred and Twenty Three and Thirty Six Paise Only).

** Contact Us For Detailed Fair Value Report

DISCOUNTED CAS FLOW ANALYSIS

(INR Lakhs)

Primary Value	4,443.36
Terminal Value	5,956.19
Enterprise Value as on 31st December 2021	10,399.65
Less: Debt as on 31st December 2021	--
Add: Cash and Cash equivalents as 31st December 2021	189.53
Equity Value	10,589.18
Equity & enterprise Value	10,589.18
No. Of Shares (Existing)	85,84,275
Per Share Value in Rs	123.36

HOW TO INVEST IN 3 STEPS

STEP
01

KYC

STEP
02

Payment to be Made towards Gayiadi Capital Management Pvt. Ltd.

STEP
03

On receipt of payment to Gayiadi Stocks to be transferred to clients demat a/c

Investment Time Frame will be
A Period of 18-24 Months

Required Document

Pan Card
Aadhar Card
Demat a/c Details - (CML copy)
Bank Details

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AGH

ANU GROUP OF HOSPITALS
www.aghhealthcare.com



ANU INSTITUTE OF
NEURO & CARDIAC
SCIENCES
VIJAYAWADA



ANU INSTITUTE OF
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SCIENCES
VISHAKAPATNAM



ANU HOSPITALS
MYLAVARAM



ANU HOSPITALS
VIJAYAWADA



HIGH RISK PREGNANCY AND NEONATAL CARE
A UNIT OF ANU HOSPITALS LIMITED
VIJAYAWADA



ANU HOSPITALS
VISHAKAPATNAM

“ THIS IS ONE OF THE KEYS TO SUCCESSFUL INVESTING
FOCUS ON THE COMPANIES, NOT ON THE STOCKS ”

— PETER LYNCH

FOR INVESTMENT ENQUIRIES:



G.A Capital management Pvt Ltd

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