Equibeeipo™

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WEEKLY DEEP DIVE REPORT

SECTOR:- HEALTHCARE

A DEEP DIVE INTO THE HEALTHCARE INDUSTRY IN INDIA

Key Trends. Sector Outlook.
Investment Perspective.



INSIGHTS. ANALYSIS. OPPORTUNITIES.

Discovering growth in India's healthcare ecosystem.

JULY 2026 WEEKLY SERIES

New sector report every week.

SECTOR: HEALTHCARE

Focused on India's healthcare industry and investment opportunities.

INTRODUCTION

India's Healthcare Sector: A Key Pillar of Growth

- India's healthcare sector has emerged as one of the country's fastest-growing industries, supported by rising incomes, rapid urbanization, increasing health awareness, and greater access to medical services.
- Healthcare has become a critical pillar of India's growth story, contributing significantly to both economic output and employment.

INDUSTRY AT A GLANCE

7.5 Mn
People Employed in FY24

6.3 Mn
Additional Jobs by 2030

USD 638 Bn
Healthcare Market Size by 2025 (E)

17.5 – 22.5%
CAGR (2016–2025E)

3.34%
Healthcare Expenditure as % of GDP

~51%
Out-of-Pocket Expenditure

INDUSTRY GROWTH JOURNEY

2016	2023	2025E
USD 110 Bn	USD 372 Bn	USD 638 Bn

17.5 – 22.5% CAGR

LARGEST SEGMENT

35%

Hospitals account for ~35% of the total healthcare industry value, equivalent to approximately USD 133 billion.

HEALTHCARE: BUILT ON STRONG STRUCTURAL DRIVERS

- Rising Income & Urbanization
- Increasing Health Insurance Penetration
- Expansion of Digital Healthcare
- Growth in Medical Tourism

INDUSTRY OVERVIEW

India's Healthcare Industry: A Rapidly Expanding Ecosystem

India's healthcare sector is one of the country's fastest-growing industries, supported by favourable demographics, rising incomes, increasing health awareness, expanding insurance coverage, and strong government initiatives.

Today, the sector has evolved into a diversified ecosystem comprising hospitals, pharmaceuticals, diagnostics, medical devices, health insurance, and digital healthcare, creating significant long-term investment opportunities.

> **India's healthcare industry is transitioning from infrastructure expansion to capacity-led growth.**



EVOLUTION OF INDIA'S HEALTHCARE SECTOR

Pre-2010
Public Healthcare Dominated
Limited private participation with infrastructure shortages.

→

2010-2017
Private Hospital Expansion
Growth of hospital chains and diagnostic networks.

→

FY17-FY24
Capacity Consolidation
Higher occupancy and stronger hospital profitability.

→

FY24 onwards
Expansion Cycle
Brownfield expansion and Tier II/III city penetration.

INDIA'S HEALTHCARE ECOSYSTEM



KEY TAKEAWAYS

3.34%
Healthcare contributes **3.34%** of India's GDP

5%
Expected to reach 5% of GDP by 2030

35%
Hospitals account for 35% of industry value

High Growth Potential
India remains significantly underpenetrated compared with global healthcare spending.

Strong underlying fundamentals and low penetration levels position India's healthcare sector for sustained long-term growth.

KEY GROWTH DRIVERS

Powering India's Healthcare Sector

Three strong structural drivers are fueling long-term growth, expanding access, affordability and quality of healthcare across India.



1 DEMOGRAPHIC TRENDS

190 Mn+
Population above 60 by 2030

67 → 84 Years
Life Expectancy (2021 → 2045)

Rising Disposable Income
Improving affordability and driving demand for quality care

2 RISING INSURANCE PENETRATION

30% FY20 → **41%** FY25
Standalone health insurers' market share

₹1.19 Lakh Cr
Total health insurance premiums in FY25



Higher insurance penetration reduces out-of-pocket expenditure and supports better healthcare outcomes, driving sustained demand for hospitals.

3 GOVERNMENT SUPPORT

STRONGER HEALTHCARE FOR A HEALTHIER INDIA

AYUSHMAN BHARAT (PM-JAY)
Expanding affordable healthcare coverage for economically weaker sections.

AYUSHMAN BHARAT DIGITAL MISSION (ABDM)
Building a nationwide digital health ecosystem through ABHA IDs.

PM-ABHIM
Investing in healthcare infrastructure, critical care facilities, and public health centres.

GST RATIONALISATION
Lower GST on health insurance and medical devices to improve affordability.

LIBERAL FDI POLICY
100% FDI permitted for greenfield hospitals and diagnostics, encouraging private investment and capacity expansion.

MARKET PERFORMANCE OF THE HEALTHCARE INDUSTRY

Evolution of Market Performance

Resilient Industry

- Demonstrated strong resilience across economic cycles
- Supported by structural demand rather than discretionary consumption
- Stable healthcare demand during economic slowdowns

Post COVID-19 Growth

- Growth accelerated following the COVID-19 pandemic
- Higher investments across:
  - Hospitals
  - Diagnostics
  - Pharmaceuticals
  - Digital Healthcare

New Investment Cycle

Industry now characterized by:

- Capacity Expansion
- Technology Adoption
- Industry Consolidation

Brownfield Expansion

Asset-Light Models

Digital Health Platforms

Specialized Treatment Facilities

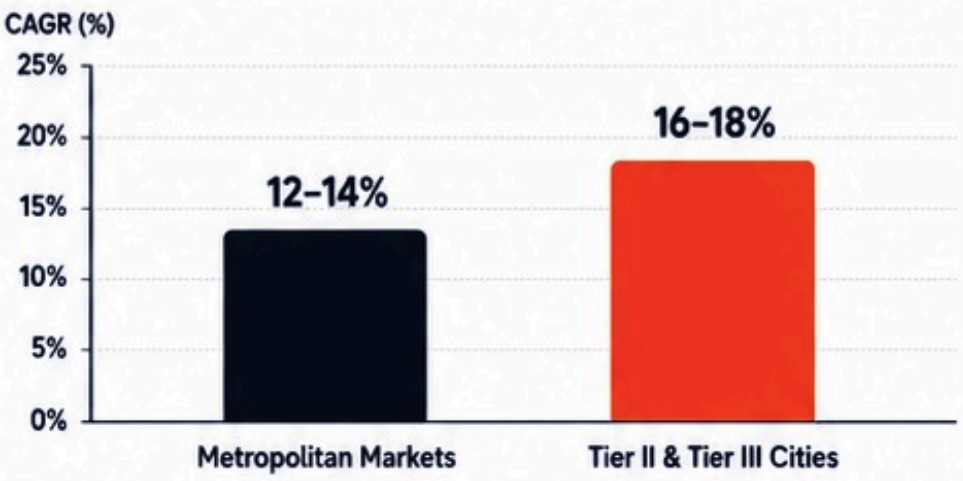
Industry growth is increasingly becoming capacity-led rather than volume-led.

3.2 Market Growth Trends

Healthcare Demand Across India



Healthcare Demand Growth Outlook



Key Drivers Fueling Growth in Tier II & Tier III Markets

- Rising Disposable Incomes
- Expanding Insurance Coverage
- Lower Existing Healthcare Infrastructure
- Higher Future Healthcare Demand

Key Structural Shift

Tier II and Tier III cities are expected to grow faster than metropolitan markets, supported by rising disposable incomes, expanding insurance coverage, and relatively lower healthcare infrastructure.

DIVERSIFICATION WITHIN HEALTHCARE – SECTOR MAPPING

HEALTHCARE VALUE CHAIN

- Health Insurance
- Hospitals & Healthcare Providers
- Diagnostics
- Pharmaceuticals
- Medical Devices
- Digital Health

HEALTHCARE SUB-SECTOR SNAPSHOT

1. HOSPITALS & MULTI-SPECIALTY CARE

Largest Healthcare Segment

- Market Size (FY26): USD 135.3 Bn
- 2030 Market Size: USD 202.5 Bn
- Growth: 10.6% CAGR
- Industry Share: ~35% of Healthcare Market

GROWTH DRIVERS

- Capacity Expansion
- Medical Tourism
- Insurance Penetration
- Specialty Healthcare

2. DIAGNOSTICS & PATHOLOGY

Fast-Growing Preventive Healthcare Segment

- Market Size (2025): USD 19–21 Bn
- Growth: 9–13% CAGR

GROWTH DRIVERS

- Preventive Healthcare
- Chronic Disease Testing
- Home Diagnostics
- Automation & AI

3. PHARMACEUTICALS

Global Generic Manufacturing Hub

- FY25 Exports: ₹2.60 Lakh Cr
- FY47 Export Target: USD 350 Bn

GROWTH DRIVERS

- Generic Medicines
- API Manufacturing
- Export Demand
- Government Incentives

DIVERSIFICATION WITHIN HEALTHCARE – SECTOR MAPPING (CONTINUED)



HEALTHCARE SUB-SECTOR SNAPSHOT

4. MEDICAL DEVICES & EQUIPMENT

Supporting India's Healthcare Infrastructure

- FY31 Market Size: USD 50 Bn

GROWTH DRIVERS

- PLI Scheme
- Hospital Expansion
- Import Substitution
- Advanced Medical Technology

5. DIGITAL HEALTH & TELEMEDICINE

Fastest Growing Healthcare Vertical

- Telehealth CAGR: 20.75%
- Medical Tourism CAGR: 13.2%

GROWTH DRIVERS

- AI-enabled Healthcare
- Telemedicine
- Digital Health Records
- Remote Patient Monitoring

6. HEALTH INSURANCE

Financial Backbone of Healthcare

- FY25 Premium: ₹1.19 Lakh Cr
- Standalone Health Insurers: 41% Market Share



GROWTH DRIVERS

- Ayushman Bharat
- Private Insurance
- Rising Healthcare Awareness
- Cashless Treatment

SOURCES: IBEF (2026) • RBSA Advisors (2023) • Emkay Global (2025) • ICRA • Invest India

5. DEEP DIVE:

HOSPITALS SECTOR

The hospital sector is the largest and most important segment of India's healthcare industry, accounting for nearly **35%** of the overall healthcare market.

Supported by rising healthcare demand, expanding insurance coverage, increasing lifestyle diseases, and higher private investment, the sector continues to witness strong growth.

Organized hospital chains are focusing on capacity expansion, technology adoption, and specialty healthcare services to improve operational efficiency and profitability.



HOSPITAL SECTOR SNAPSHOT

~35%	10.6%	USD 202.5 Bn	Key Growth Drivers
Share of India's Healthcare Market	CAGR (Healthcare Market till 2030)	Hospital Market Size by 2030	Rising Demand, Insurance, Lifestyle Diseases, Private Investment

5.1 SECTOR STRUCTURE & COMPETITIVE LANDSCAPE

India's hospital industry comprises multiple categories of players, each serving a unique role in the healthcare ecosystem.



GOVERNMENT HOSPITALS
Public healthcare services

CORPORATE HOSPITALS
Multi-specialty & tertiary care

SME / REGIONAL HOSPITALS
Affordable secondary & tertiary care

SPECIALTY HOSPITALS
Cardiac, Oncology, IVF, Eye Care, etc.

COMPETITIVE LANDSCAPE

Leading Players
Large listed chains such as Apollo Hospitals, Max Healthcare, Fortis Healthcare, and Narayana Health dominate metropoliton markets.

Regional Presence
Regional (SME) hospitals are critical for delivering quality healthcare across Tier II and Tier III cities.

Highly Fragmented Market
The market remains highly fragmented, providing significant opportunities for consolidation and expansion by organized hospital operators.



HOSPITAL SEGMENT – PRIMARY FOCUS

GOVERNMENT HOSPITALS	CORPORATE HOSPITALS	SME / REGIONAL HOSPITALS	SPECIALTY HOSPITALS
Public healthcare services	Multi-specialty & tertiary care	Affordable secondary & tertiary care	Cardiac, Oncology, IVF, Eye Care, etc.

5. DEEP DIVE:

SME HOSPITALS – THE NEXT GROWTH OPPORTUNITY

SME hospitals (50–300 beds) are becoming a powerful growth engine for India's healthcare sector.

- Strong local brand equity and patient trust
- Lower operating costs and higher efficiency
- Proven ability to deliver quality healthcare at affordable prices
- Access to NSE SME platform for growth capital



THE SME HOSPITAL GROWTH JOURNEY

REGIONAL PRESENCE
Strong local brand and patient trust in underserved markets

→

NSE SME PLATFORM ACCESS
Ability to raise capital and strengthen financials

→

CAPITAL FOR GROWTH
Funds deployed for capacity expansion and infrastructure upgrades

→

EXPANSION & UPGRADES
Increase in beds, advanced equipment and specialty services

→

SUSTAINABLE GROWTH
Higher patient volumes, improved margins and long-term value creation

5.3 KEY TRENDS SHAPING SME HOSPITAL CHAINS

01 **EXPANSION INTO TIER II & TIER III CITIES**
Rising healthcare demand and relatively low organized competition are driving regional expansion.

02 **BROWNFIELD CAPACITY EXPANSION**
Hospitals are increasing bed capacity within existing facilities to improve capital efficiency and returns.

03 **HIGHER INSURANCE PENETRATION**
Growing coverage under Ayushman Bharat and private insurers is improving affordability and patient volumes.

04 **FOCUS ON SPECIALTY CARE**
Investment in cardiology, oncology, nephrology, orthopaedics and critical care is enhancing revenue per patient.

05 **DIGITAL TRANSFORMATION**
Adoption of HIS, telemedicine, AI-enabled diagnostics and electronic medical records is improving operational efficiency.

SME hospitals are well positioned to capture the next phase of India's healthcare growth through regional expansion, capacity enhancement, and technology adoption.

COMPANY SPOTLIGHT

MAITREYA MEDICARE LTD.

Building a Strong Healthcare Brand in South Gujarat



Maitreya Medicare Ltd. is a NABH-accredited multi-super speciality hospital based in Surat, Gujarat, delivering integrated secondary and tertiary healthcare services. With a strong clinical team, modern infrastructure, and a patient-centric approach, the company is steadily expanding its footprint across South Gujarat through quality and affordable care.

125+	NABH	18+	Surat,
Bed Capacity	Accredited	Specialties	Gujarat

KEY DIFFERENTIATORS

Doctor-Led & Experienced Team
Strong team of specialists ensuring quality clinical outcomes.

Quality & Accreditation
NABH accreditation reinforces quality standards and patient safety.

Integrated Care Model
End-to-end healthcare services under one roof enhancing patient convenience.

Affordable Tertiary Care
Focus on delivering advanced care at competitive and accessible prices.

Modern Infrastructure
Equipped with advanced medical technology and critical care facilities.

COMPREHENSIVE CARE ACROSS SPECIALTIES

- Cardiology & Cath Lab
- Oncology
- Neurology & Neurosurgery
- Nephrology & Dialysis
- Orthopaedics
- Gastroenterology
- Critical Care
- Obstetrics & Gynecology
- Diagnostics & Radiology
- Pharmacy Services

EXPANSION PLAN

Upcoming 125+ bed hospital in Valsad to strengthen regional presence and cater to rising healthcare demand in the region.



STRATEGIC STRENGTHS

Strong Regional Brand Equity
Trusted healthcare provider in South Gujarat.

Experienced Promoter & Team
Backed by qualified medical professionals and management.

Scalable Business Model
Structured expansion with focus on efficiency and sustainability.

High Patient Retention & Loyalty
Quality care and patient relationships drive repeat footfalls and referrals.

Focus on Sustainable Growth
Balanced approach to capacity building and value creation.

Maitreya Medicare is well-positioned to capitalize on the growing healthcare demand in South Gujarat with its strong clinical capabilities, quality focus, and planned expansion.

COMPANY SPOTLIGHT

MAITREYA MEDICARE LTD.

FINANCIAL SNAPSHOT

(₹ In Crore)

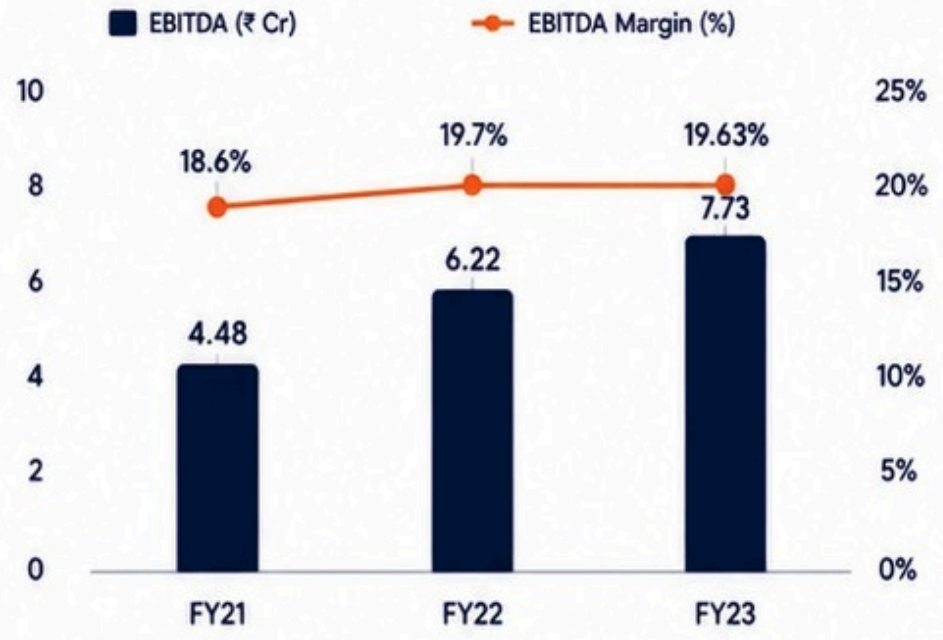
₹39.38 Cr	₹7.73 Cr	19.63%	₹4.23 Cr	10.73%	0.12x
Revenue from Operations	EBITDA	EBITDA Margin	PAT	PAT Margin	Debt / Equity

FINANCIAL PERFORMANCE OVERVIEW

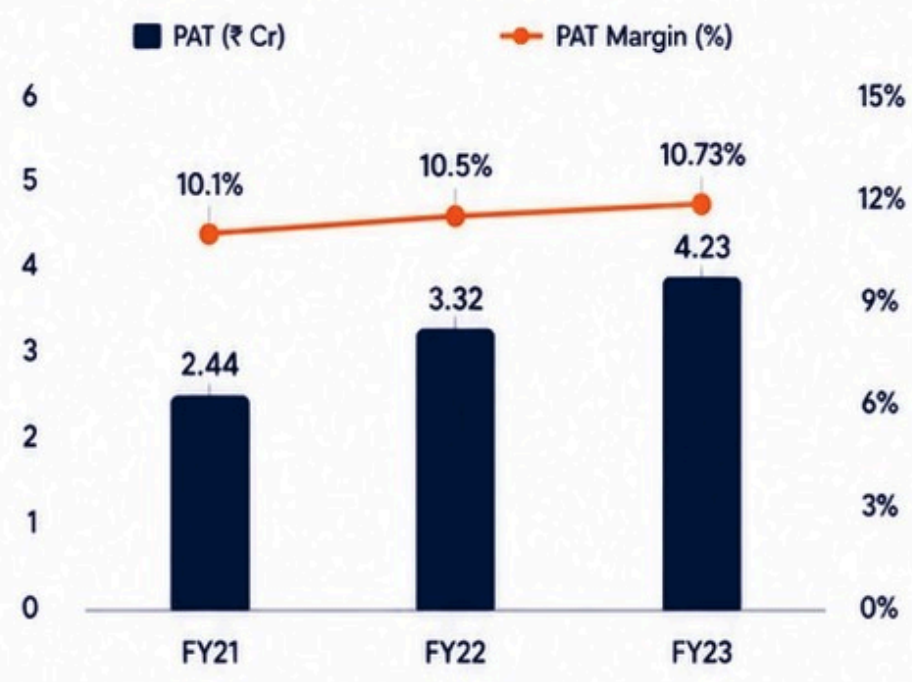
REVENUE FROM OPERATIONS (₹ Cr)



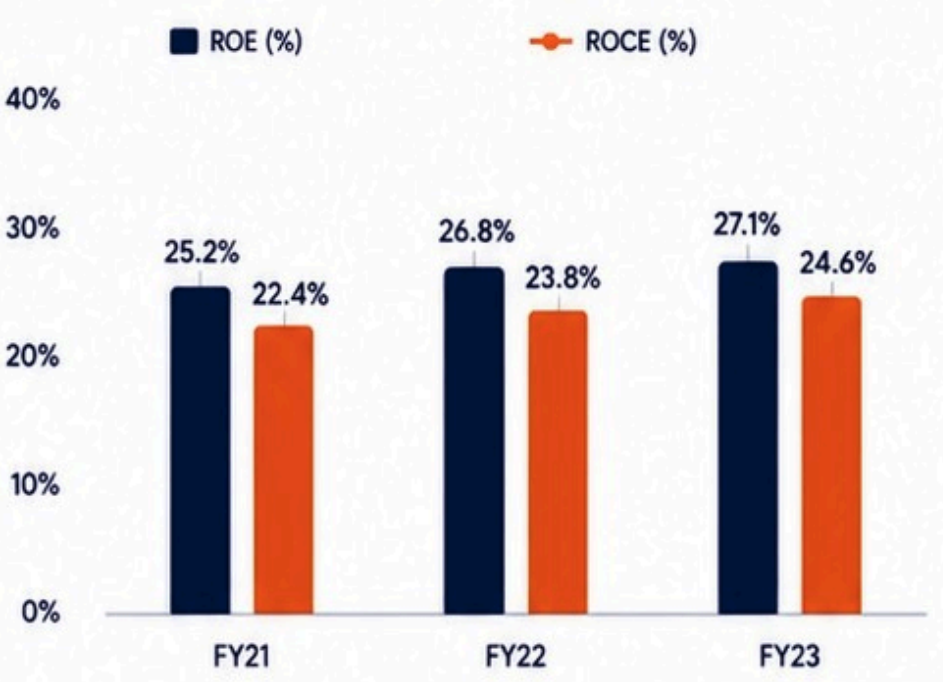
EBITDA & EBITDA MARGIN (%)



PAT & PAT MARGIN (%)



ROE & ROCE (%)



COMPANY SPOTLIGHT

AATMAJ HEALTHCARE LTD.

Established in 2014, Aatmaj Healthcare Ltd. is a multi-speciality hospital chain headquartered in Vadodara, Gujarat. The company operates through Jupiter Hospital (Tertiary Care Hospital) and three secondary care hospitals, providing quality healthcare services supported by modern infrastructure and experienced professionals.



2014	4	130	175	Vadodara, Gujarat
Founded	Hospitals	Operational Beds	Expandable Beds	Headquarters

HEALTHCARE SERVICES

- Cardiology & Cath Lab
- Orthopaedics & Joint Replacement
- High-Risk Pregnancy Care
- Critical Care (ICU, NICU & PICU)
- Emergency & Trauma Care
- General Surgery
- Diagnostics (X-Ray, USG, TMT & Echo)
- Pharmacy & Laboratory Services

GROWTH DRIVERS

- Expansion of bed capacity from 130 to 175 beds
- Presence across tertiary and secondary healthcare segments
- Increasing healthcare demand in Central Gujarat
- Rising insurance penetration and government healthcare schemes
- Growing demand for specialised healthcare services

COMPETITIVE STRENGTHS

- Diversified hospital network across Central Gujarat
- Doctor-led management with strong clinical expertise
- Integrated healthcare services from primary diagnostics to tertiary care
- Modern medical infrastructure including Cath Lab, ICU, NICU and Trauma Centre
- Established regional healthcare brand through Jupiter Hospital

INVESTMENT PERSPECTIVE

Aatmaj Healthcare has built a regional healthcare platform through its multi-hospital network in Gujarat. Its combination of tertiary and secondary care hospitals, scalable bed capacity, modern infrastructure, and experienced medical leadership positions the company to benefit from rising healthcare demand. Expansion of capacity and increasing patient volumes provide long-term growth opportunities, while regional concentration and execution risks remain key considerations.

COMPANY SPOTLIGHT

NEPHRO CARE INDIA LTD.

Nephro Care India Ltd. is a Kolkata-based specialty healthcare provider focused on comprehensive renal care. The company offers dialysis, nephrology consultation, pathology, pharmacy, lifestyle management, home dialysis, and allied healthcare services through an integrated care model. Its flagship centre at Salt Lake acts as the primary revenue driver, supported by satellite dialysis centres and digital patient outreach.



2014
Founded

1
Flagship Centre (Salt Lake, Kolkata)

11
Machine Satellite Unit (Dial-a-Dialysis)

Integrated
Renal Care Provider

Kolkata
Headquarters

PRODUCT & SERVICE LINES

- Dialysis & Nephrology Services
- Outpatient Consultation (OPD)
- Pathology Laboratory
- Pharmacy Services
- Home Dialysis & Home Care
- Lifestyle & Wellness Programme (Mukti)
- Diet Counselling & General Consultation

BY FY24, THE COMPANY HAD:

- Expanded from a dialysis-focused clinic to an integrated renal care provider.
- Established a flagship renal care centre at Salt Lake, Kolkata.
- Commissioned an 11-machine satellite dialysis unit (Dial-a-Dialysis).
- Introduced home dialysis and holistic wellness programmes.
- Increased patient footfall through digital marketing and specialist-led branding.

HEADWIND & TAILWIND ASSESSMENT

TAILWINDS

- Rising prevalence of chronic kidney disease (CKD)
- Increasing demand for dialysis services
- Growing health insurance penetration
- Expansion of specialised healthcare in Tier II & III cities

HEADWINDS

- High dependence on specialist doctors
- Capital-intensive expansion
- Regulatory compliance requirements
- Competition from multi-speciality hospitals

FINANCIAL SNAPSHOT (FY23)

₹17.09 Cr	₹3.56 Cr	20.86%	₹1.89 Cr	11.03%
Revenue	EBITDA	EBITDA Margin	PAT	PAT Margin

COMPANY SPOTLIGHT

SANGANI HOSPITALS LTD.

Sangani Hospitals Ltd. is a Gujarat-based multi-speciality healthcare provider operating 2 hospitals in Keshod and Veraval with a combined capacity of 68 beds (36 + 32). The company provides primary, secondary and tertiary healthcare services across 10+ specialties, supported by 2 pathology laboratories and 2 medical stores. It serves 54+ surrounding villages through its Keshod facility and has established a strong regional presence in the Saurashtra healthcare market.



2	68	54+	2	2
Hospitals	Beds Capacity (36 + 32)	Villages Served (Keshod)	Pathology Laboratories	Medical Stores

HEALTHCARE SERVICES

- Multi-speciality & Super-speciality Care
- Cardiac Sciences
- Neurosciences
- Orthopaedics
- Renal Sciences & Dialysis
- Mother & Child Care
- General & Laparoscopic Surgery
- Urology
- Pathology Laboratories
- Pharmacy & Medical Stores

BY FY24, THE COMPANY HAD:

- 2 operational multi-speciality hospitals across Gujarat.
- 68-bed operational capacity (36 beds at Keshod & 32 beds at Veraval).
- 6 permanent doctors, 21 consulting doctors, and 38 healthcare staff across both hospitals.
- 2 pathology laboratories and 2 medical stores.
- 600+ dialysis patients and 6,000+ dialysis sessions annually under PM-JAY and MAA schemes.
- NABH-accredited Veraval Hospital and ISO 9001:2015 certified hospital operations.
- IPO listed on NSE Emerge in August 2024.

HEADWIND & TAILWIND ASSESSMENT

TAILWINDS

- Rising healthcare demand in Tier-II & rural Gujarat.
- Government-backed schemes (PM-JAY & MAA).
- Expansion potential within existing hospital infrastructure.
- Increasing demand for dialysis and specialty healthcare services.

HEADWINDS

- Operations concentrated in two hospitals within Gujarat.
- Dependence on specialist doctors and promoter-driven management.
- Competition from larger corporate hospital chains.
- Regulatory and reimbursement-related risks.

FINANCIAL SNAPSHOT (FY24 STANDALONE)

Particulars	FY24
Revenue	₹13.05 Cr
PBT	₹3.63 Cr
PAT	₹2.70 Cr
PAT Margin	20.66%
EPS	₹2.17

***Note:** EBITDA is not separately disclosed in the FY24 Annual Report; therefore it has not been included.*

COMPETITIVE POSITION



- Strong regional presence with 2 strategically located hospitals in Saurashtra.
- Integrated model of hospitals, pathology laboratories and pharmacy services ensures convenience and continuity of care.
- Presence under Ayushman Bharat (PM-JAY) and MAA schemes enhances accessibility and patient trust.
- NABH accreditation and ISO certification strengthen credibility and competitive positioning in underserved markets.

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