



Welcome !

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- Our Vision and Commitment
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Current Situation & Need



A recent article in The Financial Express says, even with an investment of \$86 billion (**Rs 4.6 lakh crore**) over the next 15 years, India would not be able to reach the present hospital bed density levels of Brazil, China and the current world average.

However, if India, which accounts for **20% of the global disease burden** and **6% of world's hospital beds**, incurs this much of investment in the next 15 years, it can increase its hospital bed density to **2 per 1,000 population by 2025**, from the **current 0.86 per 1,000 population**.

Current Situation & Need



Hospital Bed Density (No. of Beds per 1000 population)

Country/ Location	Hospital Bed Density
• India (Today) - WHO data	0.70
• India (Today) - <i>E&Y, FICCI data</i>	0.86
• India (2025) - E&Y, FICCI data	2.00
• China	2.20
• World Average	2.60
• USA	3.10
• Singapore	3.20
• Canada	3.40
• UK	3.90
• Germany	8.30
• Japan	14.00

Current Situation & Need



Need in Akola

Akola is currently serving patients primarily from 4 districts

- Akola
- Buldhana
- Washim
- Yeotmal

Also part of Amravati and Hingoli contributes to patient demographics

In addition to many independent small hospital, Akola has 2 major private hospitals in working

- ICON
- Ozone

City has potential for couple of additional larger hospitals

Current Situation & Need



Classification of Hospital

By Number of Beds

- < 30 Beds (approx. 80 % hospitals in India)
- **100 – 200 Beds (approx. 6-7 % hospitals in India)**
- > 200 Beds (approx. 2-3 % hospitals in India)

By Facilities & Type of Service

- Primary Care
- **Multi/Super Specialty Care**
- Tertiary Care

Current Situation & Need



Classification of Hospital

Commercially viable options with “Professional Management” and “Strong Team of Doctors”

By Number of Beds

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By Facilities & Type of Service

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Our Vision and Commitment



Provide **truly ethical** and best possible medical facilities and care to patients, while maintaining **commercial viability** of the Hospital for **all stake holders**.

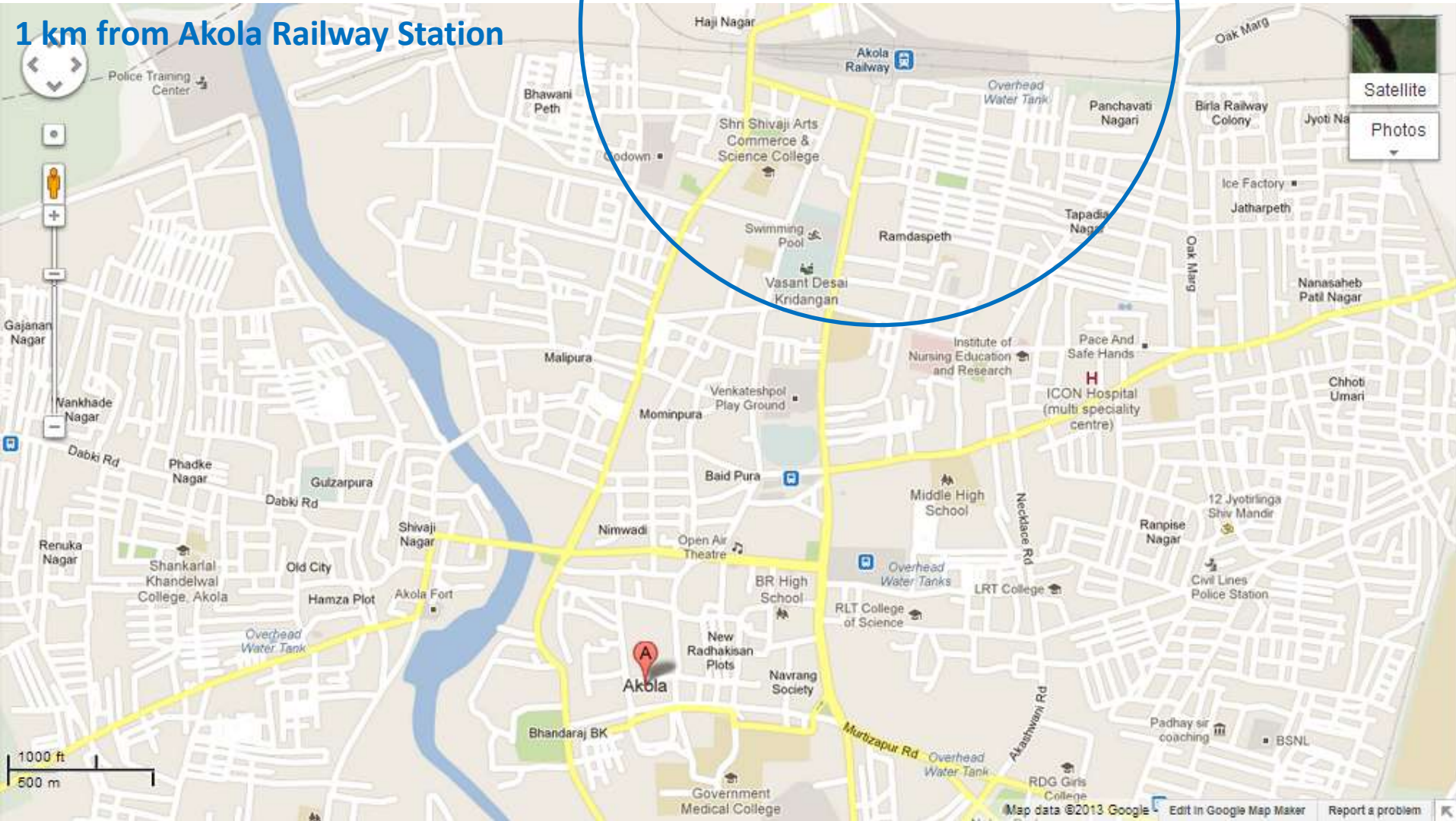
To achieve this, our focus will be;

- Strategic location
- **Quality** infrastructure (better than the competition)
- **Long term** commitment from Doctors with established reputation in medical field
- Association with right mix of medical expertise
- **Continuous efforts** in building +ve reputation in medical field
- Services and facilities at **justifiable** charges
- **Transparency** in overall healthcare system

Location



1 km from Akola Railway Station



Location

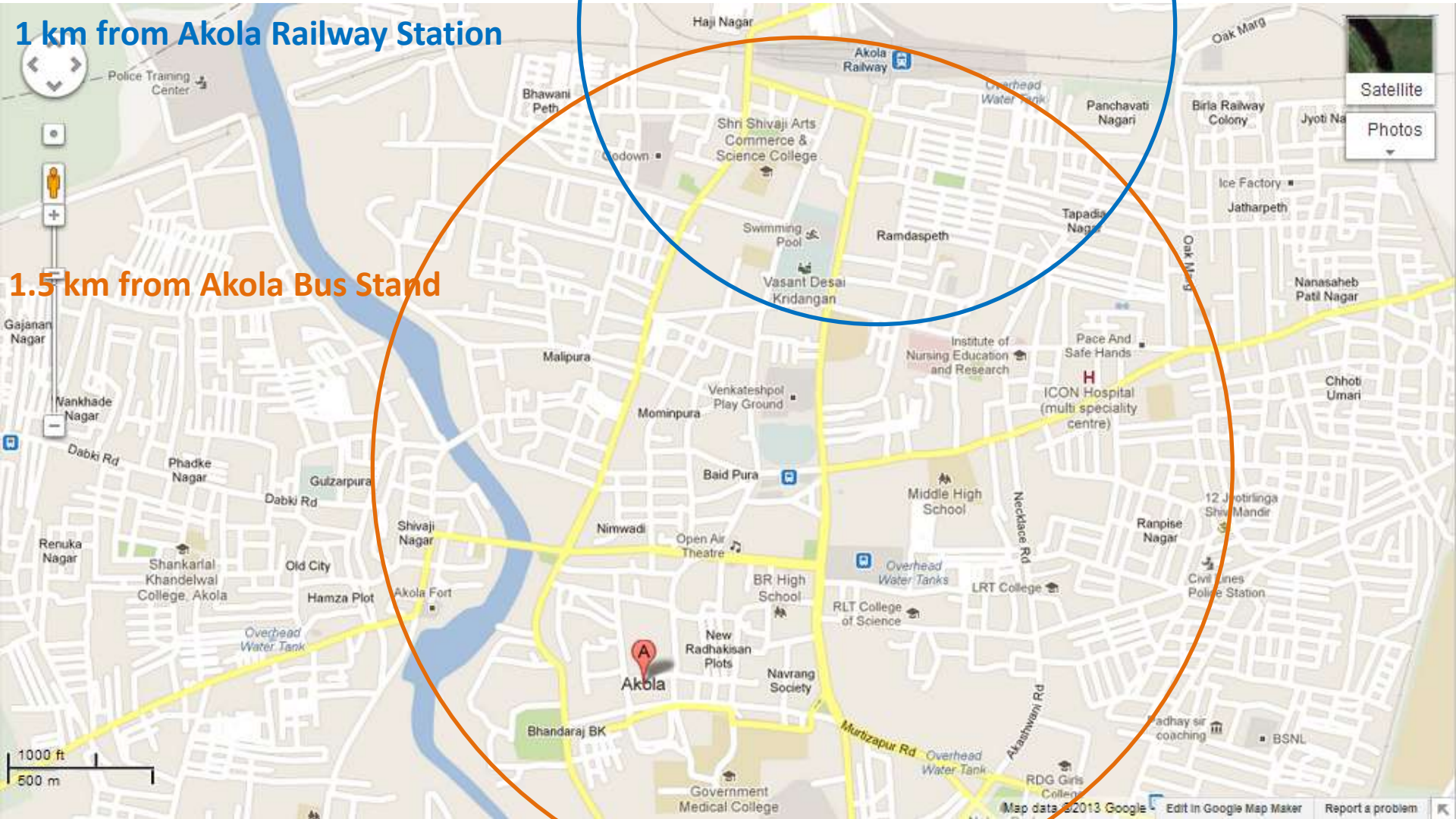


Satellite

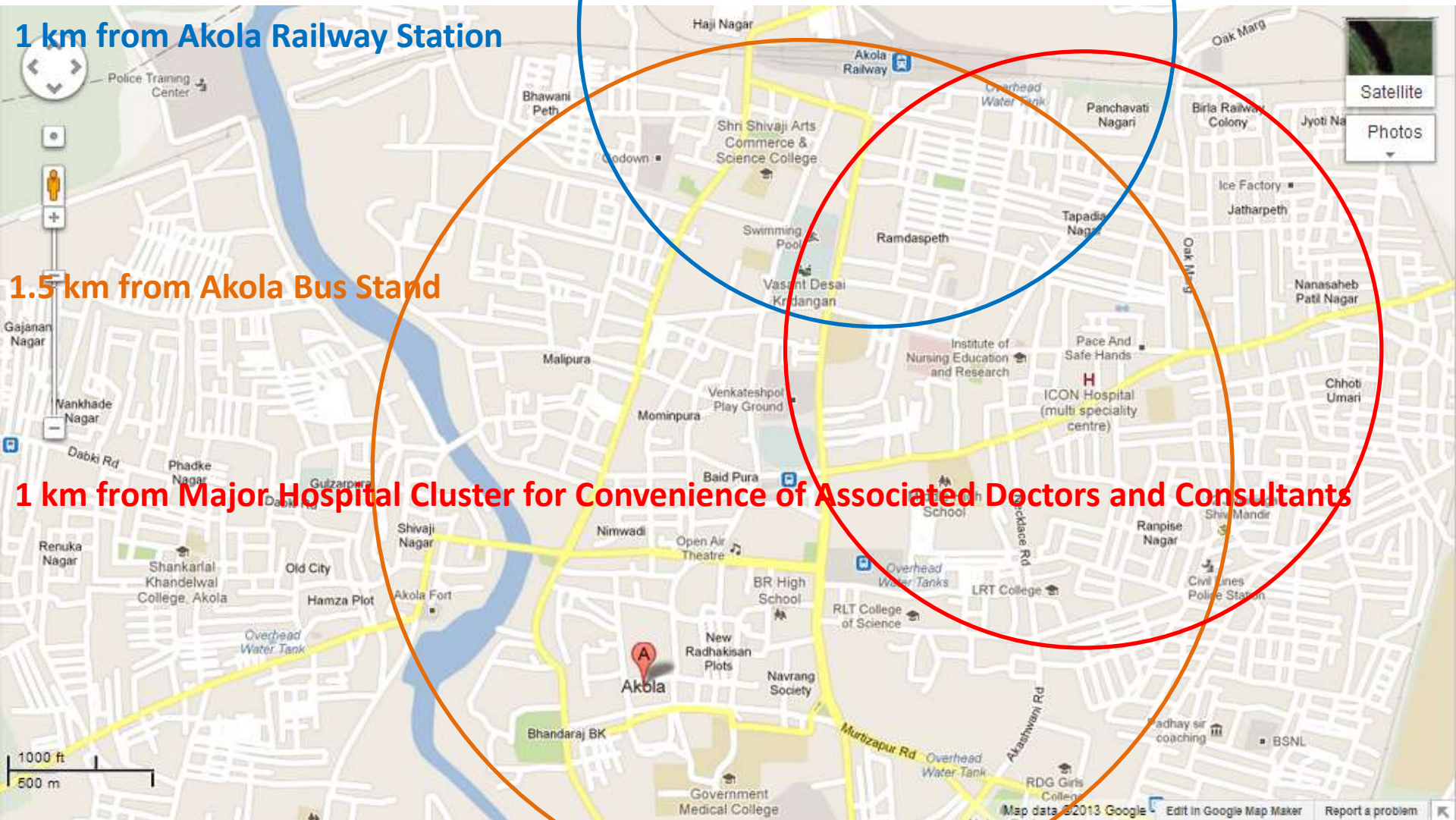
Photos

1 km from Akola Railway Station

1.5 km from Akola Bus Stand



Location



1 km from Akola Railway Station

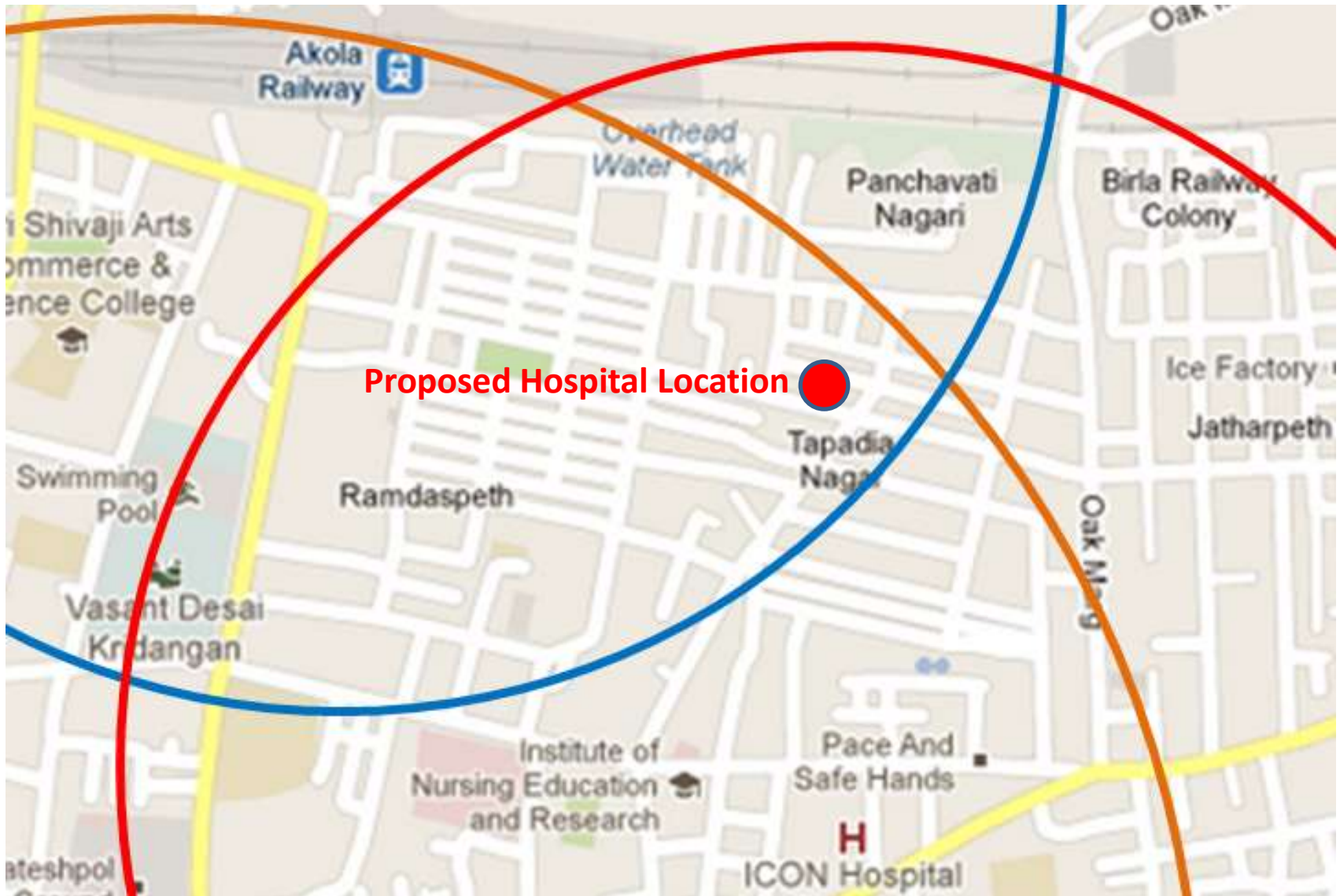
1.5 km from Akola Bus Stand

1 km from Major Hospital Cluster for Convenience of Associated Doctors and Consultants

Satellite
Photos

1000 ft
500 m

Location



Management



Holding Company

- Responsible for all financial needs
- Diversification & Major Expansion
- Major policy decision

Shakun Biotech Limited

Overall responsibility of the Hospital

- Reporting to the Company Board
- Coordination with Medical Management
- Coordination with Non-Medical Advisors

CEO

Advisors/Directors/HODs (Medical)

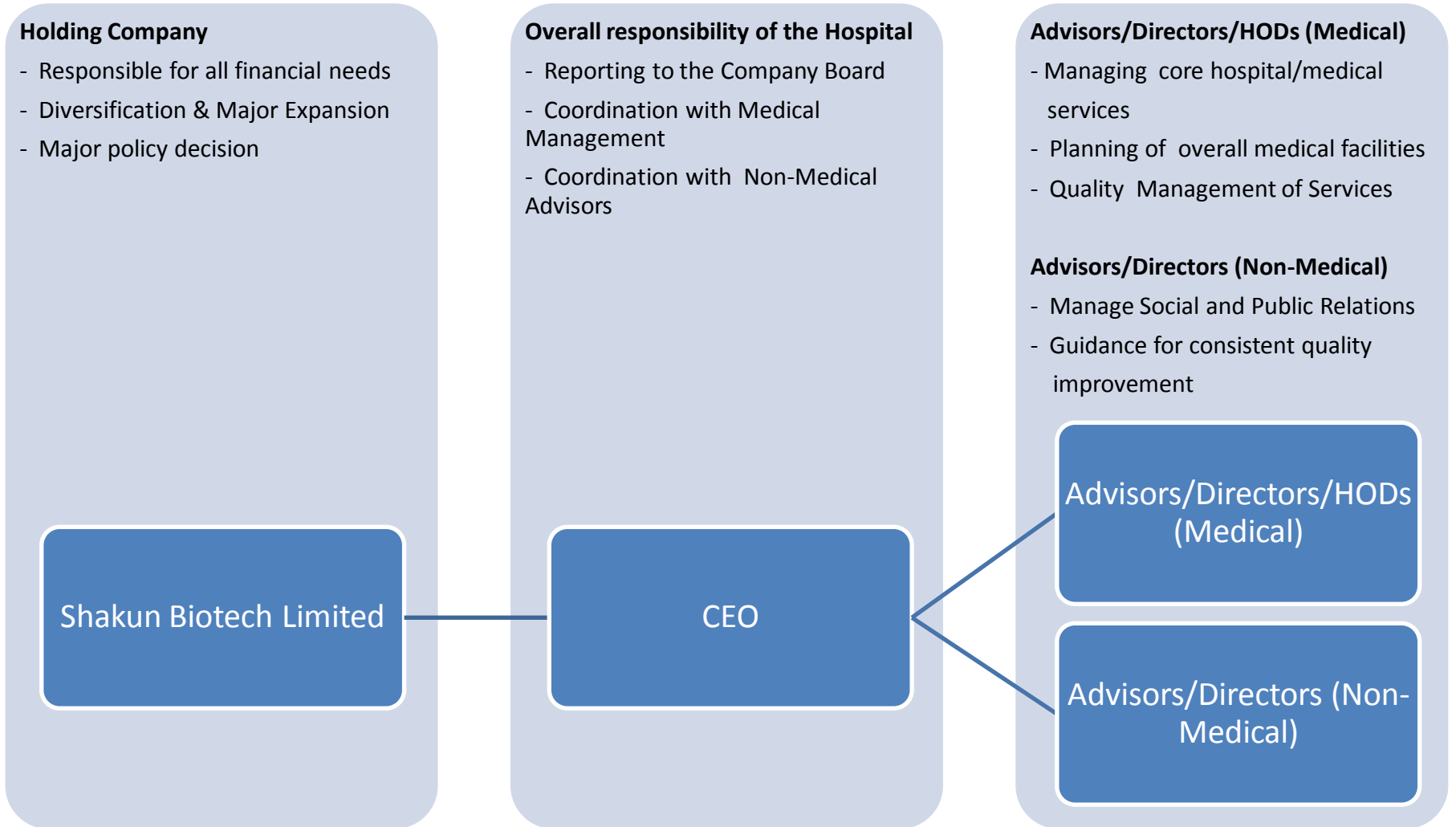
- Managing core hospital/medical services
- Planning of overall medical facilities
- Quality Management of Services

Advisors/Directors (Non-Medical)

- Manage Social and Public Relations
- Guidance for consistent quality improvement

Advisors/Directors/HODs
(Medical)

Advisors/Directors (Non-
Medical)



Facilities



All the facilities required in 150 bed multi-speciality hospital will be made available

- Neurosurgery & Neurology
- Cardiology
- Nephrology & Urology
- Plastic & Reconstructive Surgery
- Orthopaedics (including joint replacement)
- General Surgery
- Gynaecology & Paediatrics
- Ophthalmology, ENT, Dental
- Physiotherapy
- Radio-diagnosis and Pathology
- OPD Facility (all departments)

Facilities



5 Operation Theatre

- 3 will be designed for multipurpose use
- 2 will be exclusively designed for major and specialized surgeries

(In addition to this provision is made to add one more OT in future)

Cath Lab (for Cardiology and Neurosurgery)

Facilities



Intensive Care Facility

- with 30 beds at initial stage (Provision to add 10-15 beds)
 - ICCU (Intensive Coronary Care Unit)
 - RICU (Respiratory ICU)
 - Stroke ICU
 - Burn ICU
 - Surgery and Trauma ICU
 - Dedicated beds for High Risk Pregnancy

Rooms/Beds are classified to cater to needs of various paying groups (General ward to Luxury)

Bed classification is done as per needs and paying capacity of the patients in Akola and catchment area

Facilities



- Separate Casualty Area
- Post Operative Recovery Rooms
- Multiple consulting chambers for OPD
- Separate Patient, Visitor and Doctor's Lifts
- Separate and Comforting Rest Areas for Doctors and other paramedic staff
- **In-house staff training facilities**
- Ambulance Service

Estimated Patient Mix/Classification



Industry standards for 100-150 bed hospital

- Walk-in 45 – 55 %
- TPA 10 – 15 %
- Referrals 05 – 10 %
- Institutional & Corporate 15 – 20 %

With changing trends in medical field and patient mindset, we expect Akola's trend of patient demographics to match with these numbers in next 2-3 years

Estimated ROI of Hospital



Industry standard for 100-150 bed hospital

With 50 % occupancy 20 – 30 %

For our proposed hospital at Akola

- With 40 % occupancy 09 – 11 %
- With 60 % occupancy 28 – 32 %
- With 80 % occupancy 49 – 53 %

Various Business Partners



Customized and Unique Business Models are Developed for;

- Doctors as Primary Consultants
- Honorary Directors/Advisors (Non-Doctors)
- Investors in One/Independent Hospital
- Investors in Holding Company

Various Business Partners



For **Doctors as Primary Consultants**

- Platform with modern amenities to serve patients will be made available
- No upper limit on fees/revenue by way of patient treatment
- Minimum assurance of 12 - 36% p.a. on investment depending on various investment brackets and commitments

(Details shall be shared with respective interest group as required and needed)

Various Business Partners



For **Honorary Directors/Advisors (Non-Doctors)**

- Appointment by invitation
 - Persons with established social status
 - With philanthropic self-commitments
- Allotment of individual annual budget for managing social commitments by way of discounts to needy patients
- Assured nominal returns on investment @ 12.5% p.a.
- 100% matching grant by Hospital for social and personal/family healthcare

(Details shall be shared with respective interest group as required and needed)

Various Business Partners



For Investors in One/Independent Hospital

- Commitment of pre-defined revenue for 10 years
- Investment amount Rs. 10 Lacs (for any higher amount to be discussed separately)
- Returns in the range of 12% to 243+ % p.a.
(Weighted average annualized returns in the range of 18% to 32+ %)
- Minimum assurance of ROI at 12-15%

(Details shall be shared with respective interest group as required and needed)

Various Business Partners



For Investors in Holding Company

- To be discussed one-on-one



Thank You !

For Questions, Queries and Further information, Please contact

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