



**Shanmuga  
Hospital**

*A legacy of caring*

**SHANMUGA HOSPITAL LIMITED**

Investor Presentation





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# COMPANY OVERVIEW

SHANMUGA HOSPITALS



# Shanmuga Hospital



1

Shanmuga Hospital Limited, established in 1981 by Dr. Panneerselvam Palaniappan Shanmugam, is a Multi Specialty Hospital based in Salem, Tamil Nadu.

2

The hospital provides advanced medical and surgical care through specialized units such as the Intensive Care Unit (ICU), Neonatal Intensive Care Unit (NICU), Oncology, Cardiac, and Emergency departments, supported by modern diagnostics including Magnetic Resonance Imaging (MRI), Computed Tomography (CT) Scan, Ultrasound, and X-Ray.

3

It is empanelled with government bodies such as Employees State Insurance Corporation (ESIC), Railways, Ex-Servicemen Contributory Health Scheme (ECHS), AAI, and FCI, as well as major insurance and TPA providers, ensuring accessible, high-quality healthcare at competitive costs.

## Mission



We provide timely care, efficient treatment and preventive health services to ensure patient satisfaction so as to stay leaders in the field of healthcare.

## Vision



We are the pioneer, listed and best hospital in Salem region in the field of oncology, robotic surgery, preventive healthcare and health insurance.

# Journey: From Inception to Public Listing

**1981**

Established as Shanmuga Hospital, a sole proprietorship in Salem by Dr. Panneerselvam Palaniappan Shanmugam.

**1992**

Hospital relocated and restructured as a partnership firm to meet growing demand.

**1996**

Established Salem Cancer Institute, the first cancer care center in the region. Formed Shanmuga Medical Research Foundation Trust (SMRFT) for medical services and education.

**2020**

Incorporated as Shanmuga Hospital Private Limited under the Companies Act, 2013.

**2022**

Obtained NABH Accreditation for the Hospital.

**2023**

Obtained NABL Accreditation for Shanmuga Diagnostics.

Acquired the business undertaking of the partnership firm via Business Transfer Agreement dated December 15, 2023.

**2024**

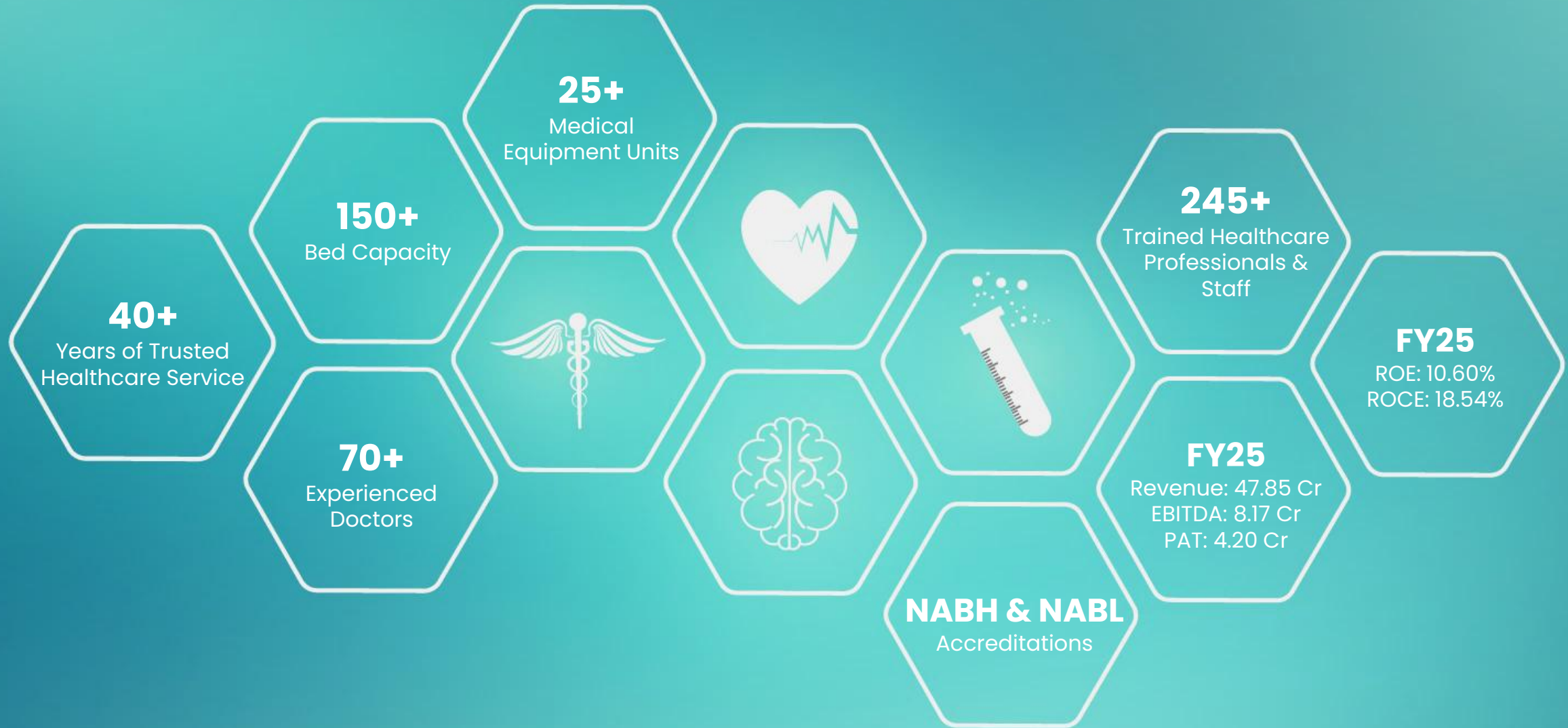
Converted to a Public Limited Company as Shanmuga Hospital Limited.

**2025**

Successfully listed on the BSE SME, marking a key milestone in the company's growth journey.



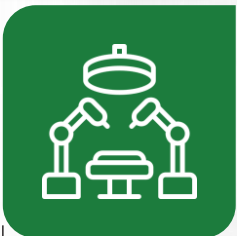
# Shanmuga Hospital at a Glance





# Delivering Decades of Care

**30,000+**  
Endoscopies



**1,00,000+**  
Surgeries Performed



**10,000+**  
Laparoscopic Surgeries



**20,000+**  
Radiotherapy Treatments



**6,000+**  
Cancer Surgeries



**60,000+**  
Chemotherapy Sessions



**3,00,000+**  
Radiology & Test



## NABH Accreditation

Shanmuga Hospital has received full Accreditation Certification from National Accreditation Board for Hospitals & Healthcare Providers (NABH)



## Nursing Excellence

Shanmuga Hospital has received Nursing Excellence Certification from National Accreditation Board for Hospitals & Healthcare Providers (NABH)



## NABL Accreditation

Shanmuga Hospital Laboratory is accredited by the National Accreditation Board for Testing and Calibration Laboratories (NABL)



# Visionaries Behind the Mission



**Dr. Panneerselvam Palaniappan Shanmugam**  
Promoter & Managing Director  
40+ Years of experience



**Dr. Prabu Sankar Panneerselvam**  
Promoter & Executive Director cum  
Chief Executive Officer  
17+ Years of experience



**Mrs. Jayalakshmi Panneerselvam**  
Promoter & Executive Director  
30+ Years of experience



**Dr. Dhandapani Priyadharshni**  
Promoter & Non-Executive Director  
09+ Years of experience



**Mr. Karuppiyah Saravanan**  
Non-Executive Director  
17+ Years of experience



**CA Gowri Senkkotaiyyan Attur**  
Independent Director  
7+ Years of experience



**Mr. Rajkumar Ashwin**  
Independent Director  
13+ Years of experience



**CS Bhoopathy Akilan**  
Independent Director  
10+ Years of experience



# BUSINESS OVERVIEW



# Integrated Healthcare Infrastructure Across Units



Shanmuga Hospital  
Salem, Tamil Nadu

The centrally located flagship facility in Salem spans two blocks and three floors, offering comprehensive IPD and OPD services, managed by a skilled medical team and specialist consultants.



Shanmuga Clinic  
Ayothiyapattinam, Salem,  
Tamil Nadu

Shanmuga clinics operates as a dedicated peripheral OPD unit serving the salem region. It offers specialized consultations and primary care near residential areas. Patients needing advanced treatment are seamlessly referred to the main hospital.



Shanmuga Diagnostics  
Salem, Tamil Nadu

Serving as a specialized pathology laboratory, catering to both OPD and IPD patients. Equipped with state-of-the-art technology and skilled professionals, it ensures reliable diagnostic services and plays a vital role in accurate medical evaluation and treatment planning within the hospital.



# Expert Care Across Specialities



**Oncology**



**General Surgery**



**Surgical  
Gastroenterology**



**Orthopaedics**



**Cardiology**



**General Medicine**



**Paediatrics &  
Neonatology**



**Neurology**



**Endocrinology & Diabetes**



**Plastic Surgery**



**Respiratory Medicine**



# Other Allied Healthcare Services



**Cardiothoracic Surgery Services**



**Obstetrics & Gynaecology Services**



**Neurosurgery Services**



**Urology Services**



**Nephrology Services**



**Anaesthesiology including Critical Care Services**



**Dermatology and Venereology Services**



**Emergency Medicine Services**



**Radiodiagnosis Services**



**Otorhinolaryngology (ENT) Services**



**Dentistry Services**



**Vascular Surgery Services**



**Physical Medicine and Rehabilitation Services**



**Occupational Therapy Services**



**Clinical Psychology Services**



**Psychiatry**



**Speech and Language Therapy Services**





## Emergency Department

The Emergency Department at Shanmuga Hospital Limited operates 24/7 as a critical care hub, managing life-threatening conditions and urgent medical needs with speed and precision. Staffed by trained emergency physicians, trauma specialists, nurses, and paramedics, the ED ensures immediate triage, stabilization, and treatment of patients suffering from trauma, cardiac events, strokes, infections, and other emergencies.

## Robotic Surgery

Shanmuga Hospital introduces a Single Console Robotic Surgery System to perform minimally invasive procedures with enhanced precision. This advanced technology, including the DaVinci Xi System, improves outcomes in specialties such as urology, gynaecology, and general surgery by reducing trauma and accelerating recovery.



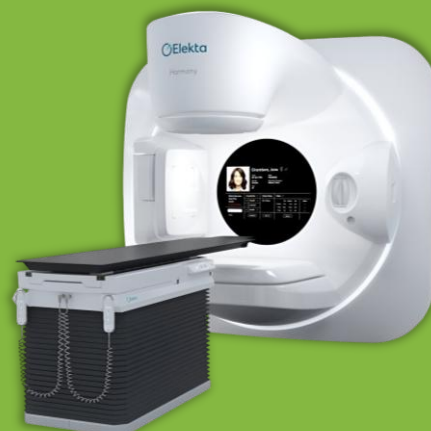
**DaVinci Xi System**





## Robotic Surgery Da Vinci Xi System

Shanmuga Hospital uses the Da Vinci Xi System for robotic surgeries in specialties such as urology, gynecology, oncology, gastrointestinal, and thoracic procedures. This system enables highly precise and minimally invasive surgeries, which help reduce recovery time, lower the risk of complications, and allow for the treatment of complex cases with enhanced control.



## 2 LINAC Machines (Radiotherapy)

The hospital is equipped with two Linear Accelerator (LINAC) machines used in radiotherapy to treat solid tumors in areas including the brain, breast, prostate, and head and neck. These machines deliver accurate, high-energy radiation and ensure uninterrupted cancer care, making them a reliable and effective component of cancer treatment protocols.



## Cath Lab with IVUS (Intra Vascular Ultrasound)

The hospital's catheterization laboratory is equipped with Intra Vascular Ultrasound (IVUS) technology, which is used for diagnosing and treating heart blockages. It provides real-time imaging of the coronary arteries, improving the precision of procedures like angioplasty and stent placement while minimizing risks and enhancing patient outcomes.

**Technology that Heals. Infrastructure that Performs.**



## Plasma Sterilizer (Infection Control)

Shanmuga Hospital employs plasma sterilization technology to sterilize heat-sensitive surgical instruments and medical devices. This advanced low-temperature method plays a crucial role in maintaining infection-free zones in surgical and intensive care units, thereby ensuring the highest standards of patient safety.



## Fully Automated Biochemistry Lab (2 Units)

The hospital operates two fully automated biochemistry labs that conduct a wide range of diagnostic tests including blood glucose levels, renal and liver function, electrolytes, and cardiac markers. These labs support rapid diagnostics with high accuracy, enabling quicker clinical decisions and improving operational efficiency across the hospital.

**Technology that Heals. Infrastructure that Performs.**



# Key Operational Performance & Patient Volumes



## Operational Scale



**Total Bed Capacity:** 151

**Operational Beds:** 140

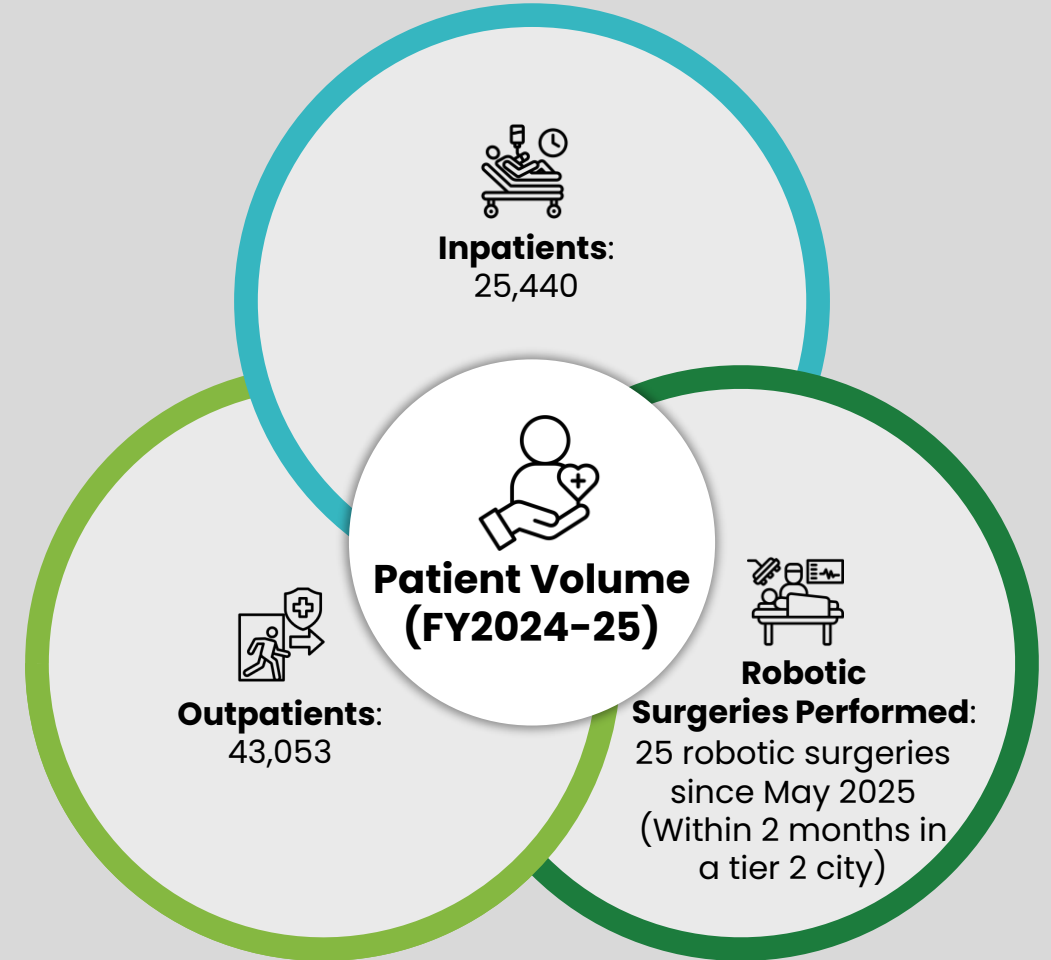


**Average Occupancy Rate:**  
49.78% (Approx.)

**Average Revenue Per Bed:**  
₹17,000 (Approx.)



**Average Length of Stay:**  
2 Days (Approx.)



# DNB Specialties: Direct Impact on Patient Care & Hospital Value

DNB (Diplomate of National Board) is a postgraduate medical program in India that trains doctors in specialties through hospital-based learning, helping hospitals improve clinical capacity and address specialist staffing needs.



## DNB Emergency Medicine

This program ensures 24/7 critical care coverage and faster emergency response, leading to better patient survival outcomes. It also strengthens the hospital's reputation in trauma and acute care, reinforcing its position as a dependable emergency care provider.



## DNB General Surgery

By increasing surgical case volumes and improving post-operative outcomes, the program ensures smoother operations with fewer complications. It also leads to more efficient OT usage, positively impacting the hospital's financial performance.



## DNB Radiotherapy

Focused on personalized cancer care, this program enables tailored treatment planning, ensures consistent support throughout the oncology journey, and fosters long-term trust with patients and their families.

DNB programs help bridge staffing gaps, expand service availability, and enhance clinical outcomes while also reinforcing the hospital's long-term positioning and credibility in tertiary care.

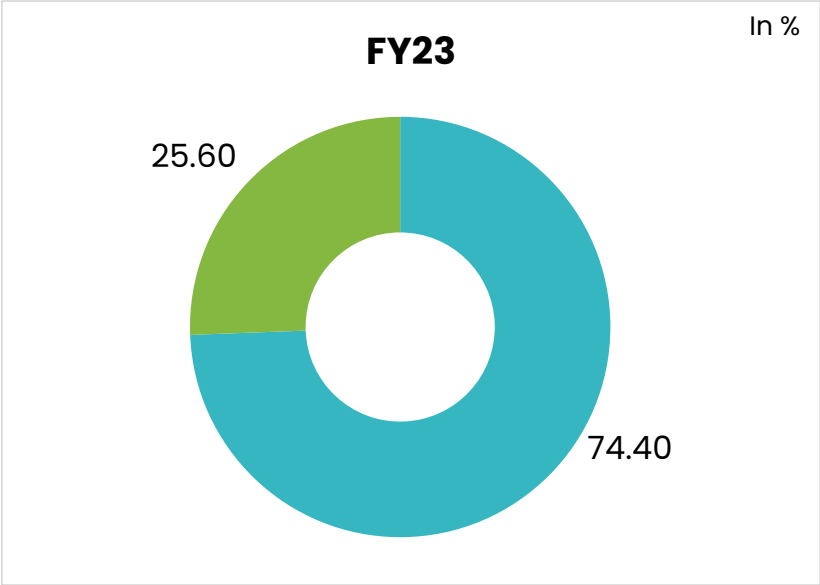
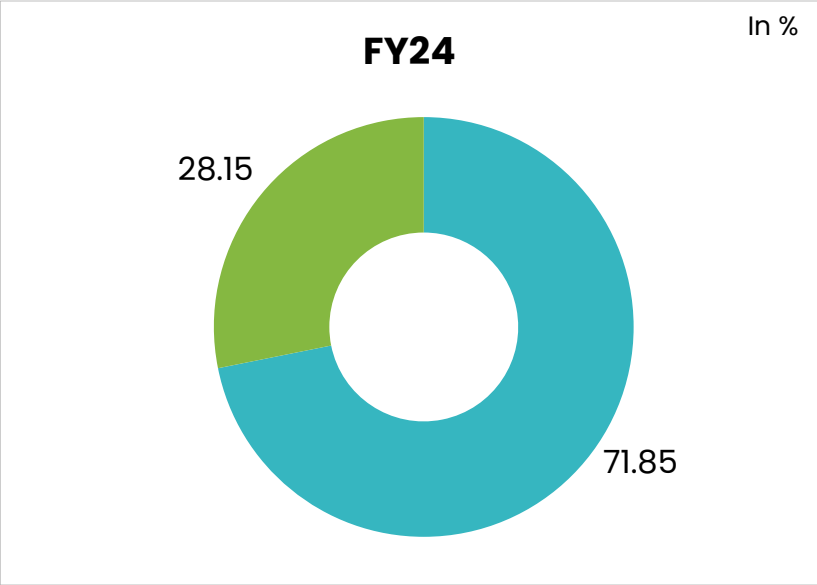
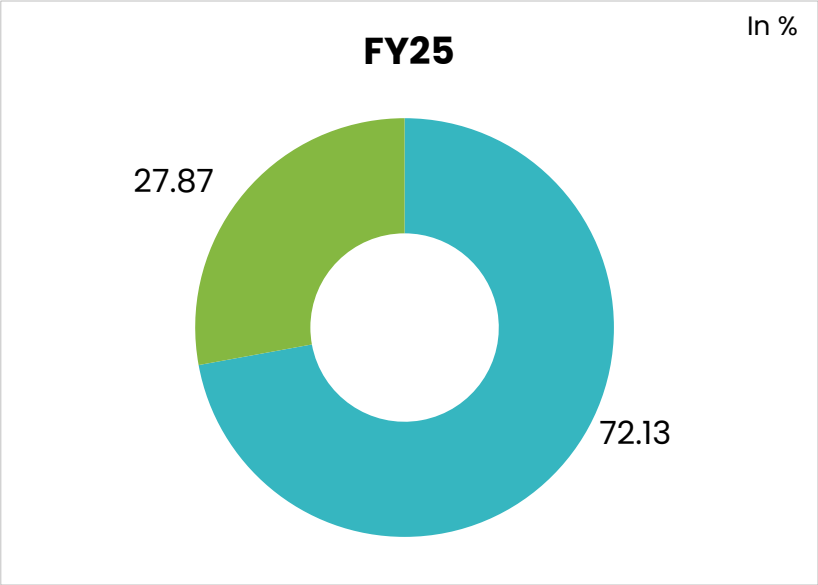


# Comprehensive Healthcare Setup





# Service Wise Revenue Break Up



Hospital Sales & Services Hospital Medicinal Sales

(₹ in Lakhs)

Particulars	FY25	FY24	FY23
Hospital Sales & Services	3,451.42	3,092.15	2,927.22
Hospital Medicinal Sales	1,333.90	1,211.59	1,007.25
<b>Total Revenue from Operations</b>	<b>4,785.32</b>	<b>4,303.74</b>	<b>3,934.47</b>



The image shows a modern, multi-story building with a glass facade and a courtyard. The building has a mix of white and grey panels. A large teal banner with the text "INDUSTRY OVERVIEW" and a white line graphic is overlaid on the left side. The foreground shows a paved area with a small green lawn and a striped curb. Two red cars are parked on the right side. The sky is blue with white clouds.

# INDUSTRY OVERVIEW



# India's Hospital Market Set to Nearly Double by 2032

## Hospital Market Size in 2024

US\$ 98.98 Billion

## Projected Hospital Market Size by 2032

US\$ 193.59 Billion

## Forecasted CAGR (2024 - 2032)

8.0%

## Overall Healthcare Market (FY25)

Estimated at  
US\$ 638 Billion

## Healthcare Employment (FY24)

7.5 Million People  
Employed Nationwide

## Key Growth Drivers

### Strong Demand:

- 1:1500 doctor-patient ratio
- 1.7 nurses per 1,000 people
- Projected doubling of demand for healthcare professionals by FY30

### Medical Tourism:

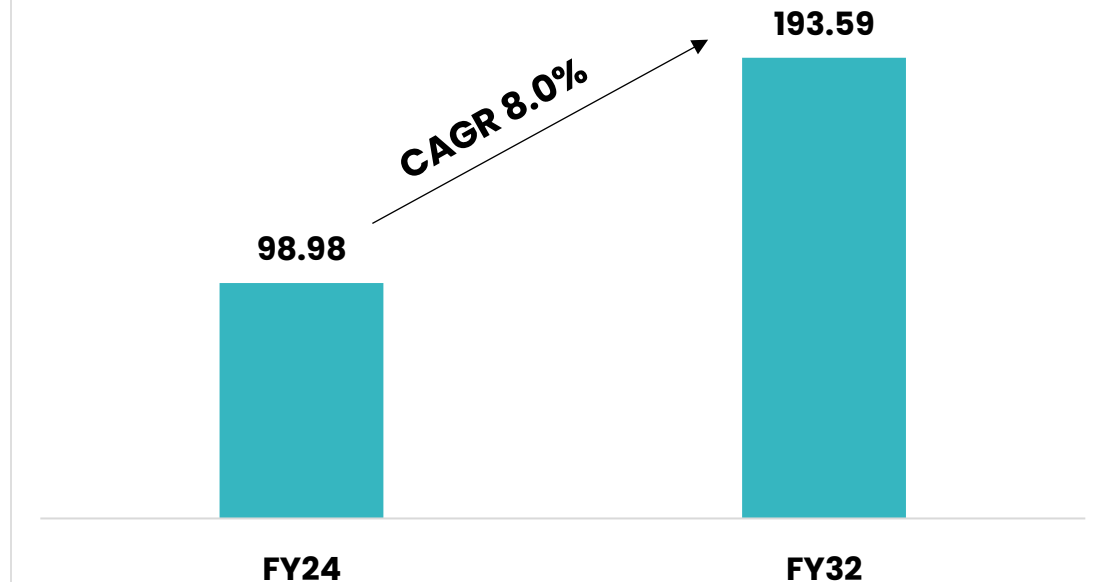
- Valued at US\$ 7.69 Billion (2024)
- Expected to reach US\$ 14.31 Billion by 2029
- Over 6% of foreign tourists visit India for treatment

### Tech Integration:

- Telemedicine market to reach US\$ 5.4 Billion in FY25
- E-health market projected at US\$ 10.6 Billion in FY25
- 2.7–3.5 Million new tech jobs expected in health-tech

## Indian Hospital Market Size

In US\$ billion







## Investment Landscape

### Private Equity & VC Investments:

- Over US\$ 1 Billion in first five months of FY24

### FDI (FY 2000 – FY 2024):

- Drugs & Pharmaceuticals: US\$ 23.04 Billion
- Hospitals & Diagnostics: US\$ 11.19 Billion
- Medical Devices: US\$ 3.73 Billion

### Major Deals & Initiatives:

- Apollo 24/7 x Keimed merger (US\$ 296 Million)
- Temasek invests US\$ 2 Billion in Manipal Hospitals
- Tata IISc Medical School: US\$ 57.6 Million
- DNA Wellness: US\$ 24 Million for 100+ screening labs

Source:- [IBEF](#)



## Policy & Government Support

### Healthcare Budget (FY26):

- ₹99,858 Crore (US\$ 11.50 Billion)

### PMJAY Outlay:

- ₹9,406 Crore (US\$ 1.08 Billion)

### Credit Incentive Scheme:

- ₹50,000 Crore (US\$ 6.8 Billion) for infrastructure

### Ayushman Bharat Progress:

- 73+ Crore ABHA IDs created
- 26 Crore Ayushman cards issued
- 53 Tele MANAS cells active

### Vision 2030 & Beyond:

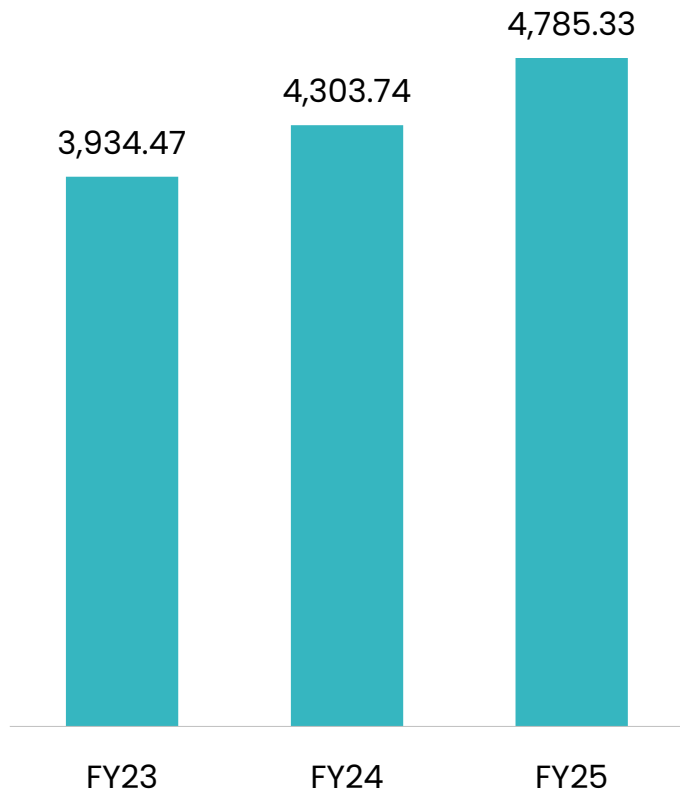
- Goal: 2.5% of GDP in public health spending
- Focus on medical education, AI in fraud detection, MedTech Innovation



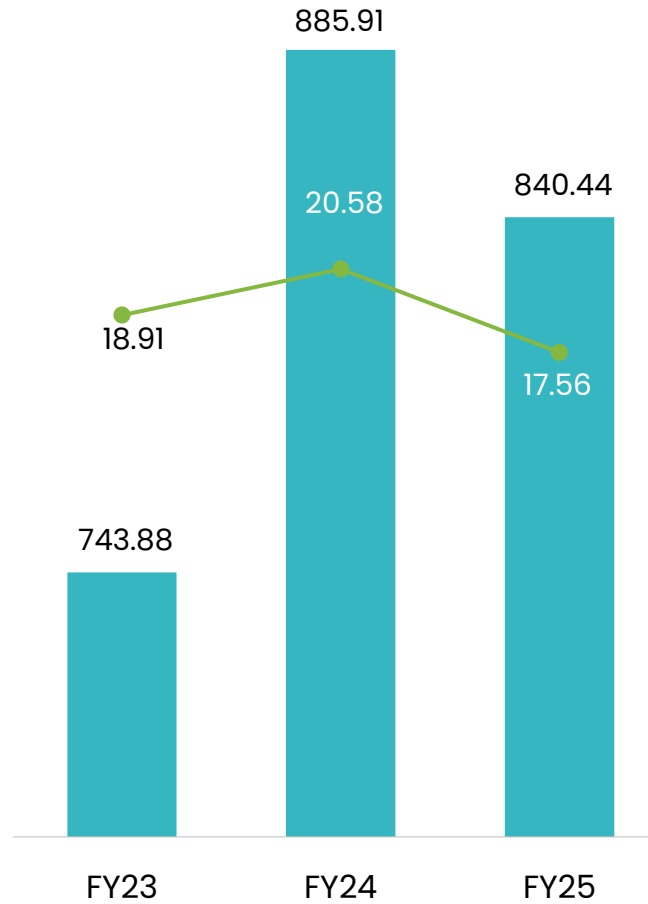
# **FINANCIAL OVERVIEW**



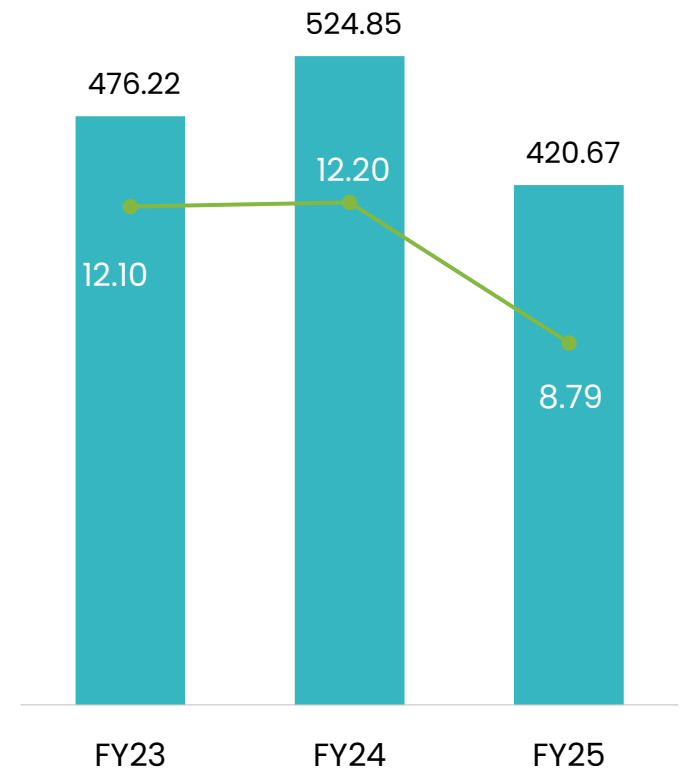
## Revenue



## EBITDA EBITDA Margin



## PAT PAT Margin



All Amount In ₹ Lakhs & Margins In %



# Profit & Loss Statement

Particulars	FY25	FY24	FY23
Revenues	4,785.33	4,303.74	3,934.47
Other Income	23.35	35.04	15.09
<b>Total Income</b>	<b>4,808.67</b>	<b>4,338.78</b>	<b>3,949.56</b>
Cost of Consumption	1,772.74	1,696.38	1,584.27
Employee Costs	559.25	323.64	299.03
Finance Costs	62.67	60.81	28.04
Depreciation	215.80	130.39	57.94
Other Expenses	1,629.47	1,424.06	1,322.30
Total Expenditure	4,239.93	3,635.29	3,291.58
<b>Profit Before Extraordinary Items &amp; Tax</b>	<b>568.74</b>	<b>703.49</b>	<b>657.98</b>
Extraordinary Items (Prior Period Item)	0.00	1.30	0.00
<b>PBT</b>	<b>568.74</b>	<b>702.19</b>	<b>657.98</b>
Tax	148.07	177.35	181.76
<b>PAT</b>	<b>420.67</b>	<b>524.85</b>	<b>476.22</b>





# Balance Sheet

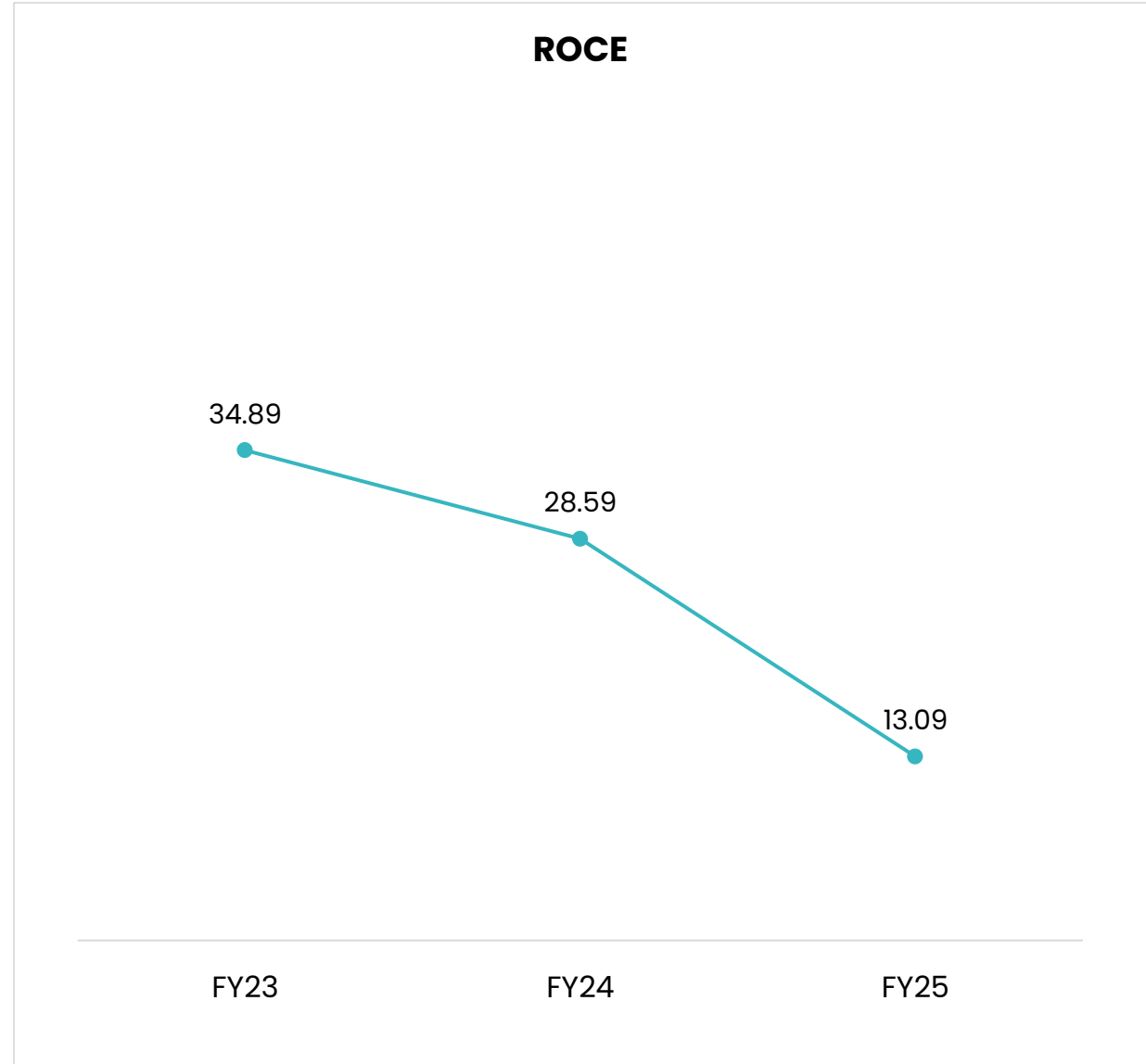
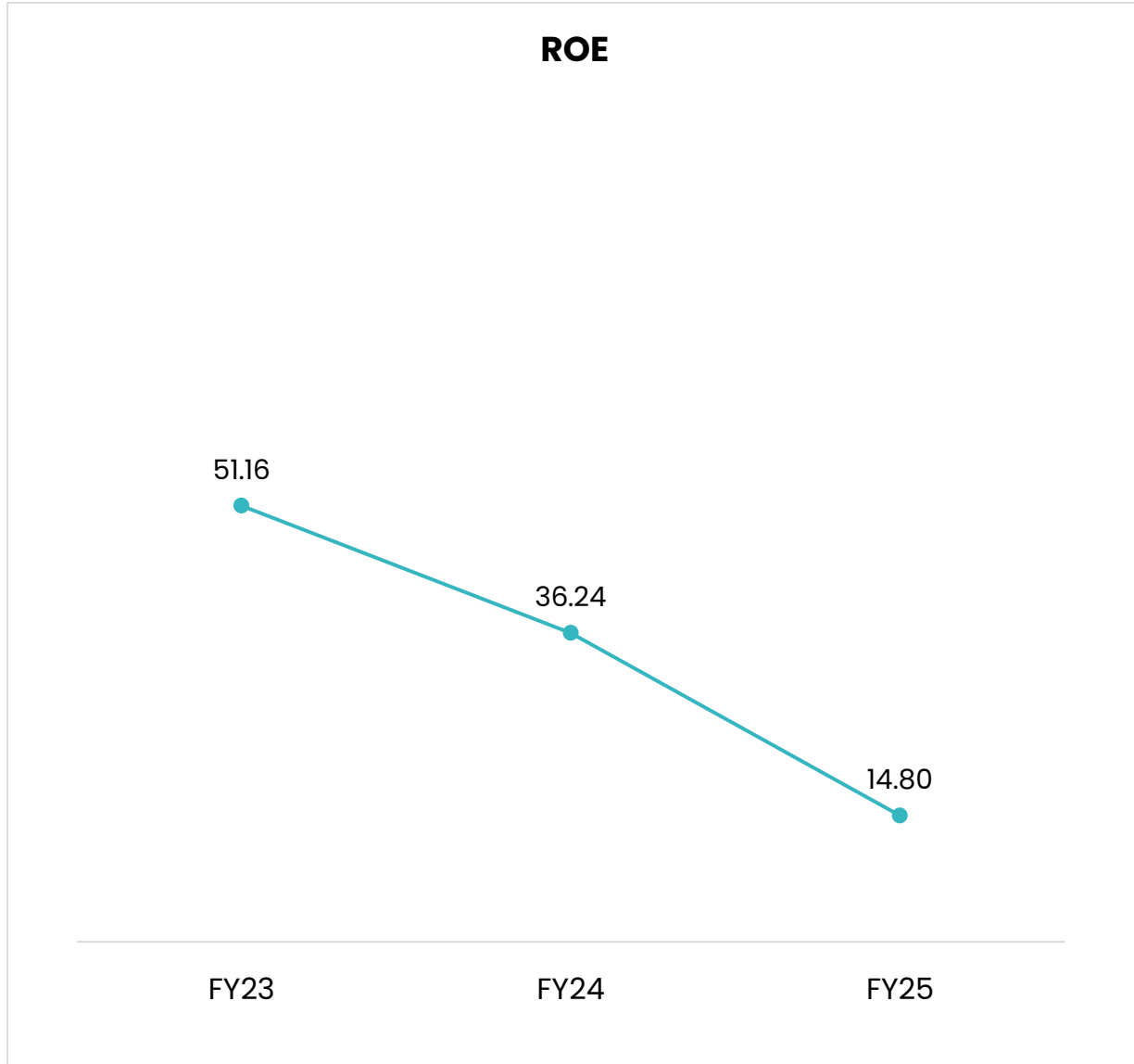
Equities & Liabilities	FY25	FY24	FY23
Equity	1,361.30	979.50	8.00
Reserves	2,608.51	733.85	1,174.21
<b>Net Worth</b>	<b>3,969.81</b>	<b>1,713.35</b>	<b>1,182.21</b>
<b>Non Current Liabilities</b>			
Non Current Borrowings	359.35	359.35	401.91
Deferred Tax Liabilities (Net)	41.35	27.58	15.53
Long Term Provisions	11.04	4.62	3.11
<b>Total Non Current Liabilities</b>	<b>411.74</b>	<b>391.55</b>	<b>420.56</b>
<b>Current Liabilities</b>			
Current Borrowings	402.10	542.53	363.08
Trade Payables	378.15	504.63	148.82
Short Term Provisions	0.72	161.77	154.49
Other Current Liabilities	115.59	77.68	35.75
<b>Total Current Liabilities</b>	<b>896.55</b>	<b>1,286.62</b>	<b>702.14</b>
<b>Total Equities &amp; Liabilities</b>	<b>5,278.10</b>	<b>3,391.52</b>	<b>2,304.91</b>

Assets	FY25	FY24	FY23
<b>Non Current Assets</b>			
Fixed Assets	2,242.71	2,018.30	997.39
Non Current Investments	2.74	2.48	1.99
Other Non Current Assets	31.64	16.85	7.28
<b>Total Non Current Assets</b>	<b>2,277.09</b>	<b>2,037.63</b>	<b>1,006.66</b>
<b>Current Assets</b>			
Inventories	288.97	195.16	157.72
Trade Receivables	796.05	696.15	585.94
Cash & Bank Balance	1,258.93	209.92	321.47
Short Term Loans & Advances	578.55	33.57	28.50
Other Current Assets	78.51	219.10	204.62
<b>Total Current Assets</b>	<b>3,001.01</b>	<b>1,353.89</b>	<b>1,298.24</b>
<b>Total Assets</b>	<b>5,278.10</b>	<b>3,391.52</b>	<b>2,304.91</b>



# Cash Flow Statement

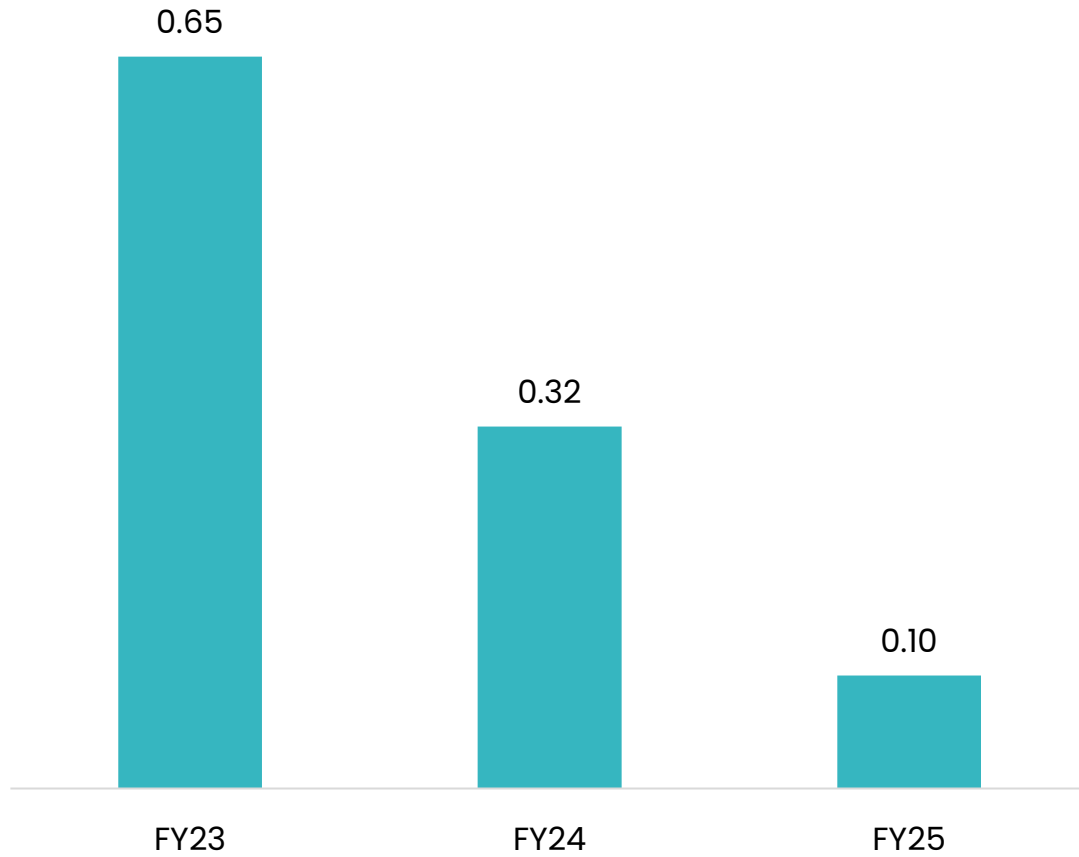
Particulars	FY25	FY24	FY23
Cash from Operation	(1,263.71)	957.91	294.78
Cash from Investments	(448.30)	(1,159.31)	(831.42)
Cash from Financing	1,639.45	89.85	736.96
Net Cash Flow	<b>(72.55)</b>	<b>(111.55)</b>	<b>200.32</b>



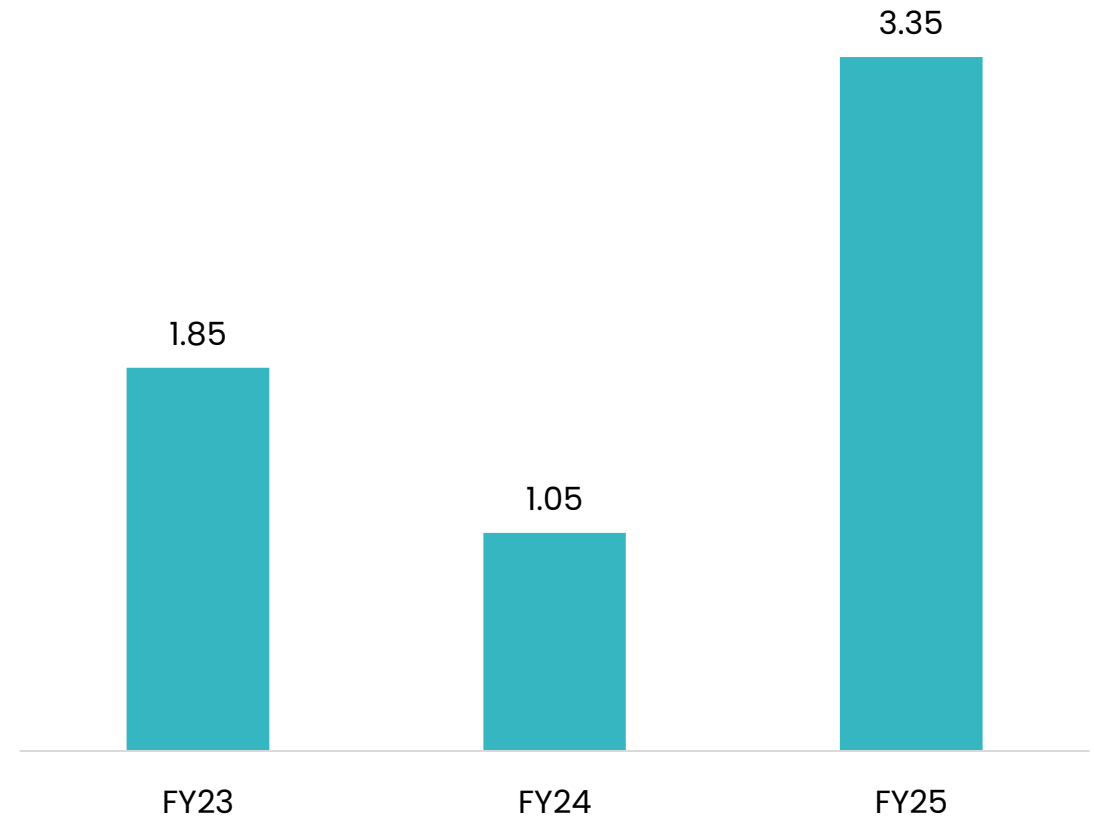
All Margins In %



## Debt to Equity

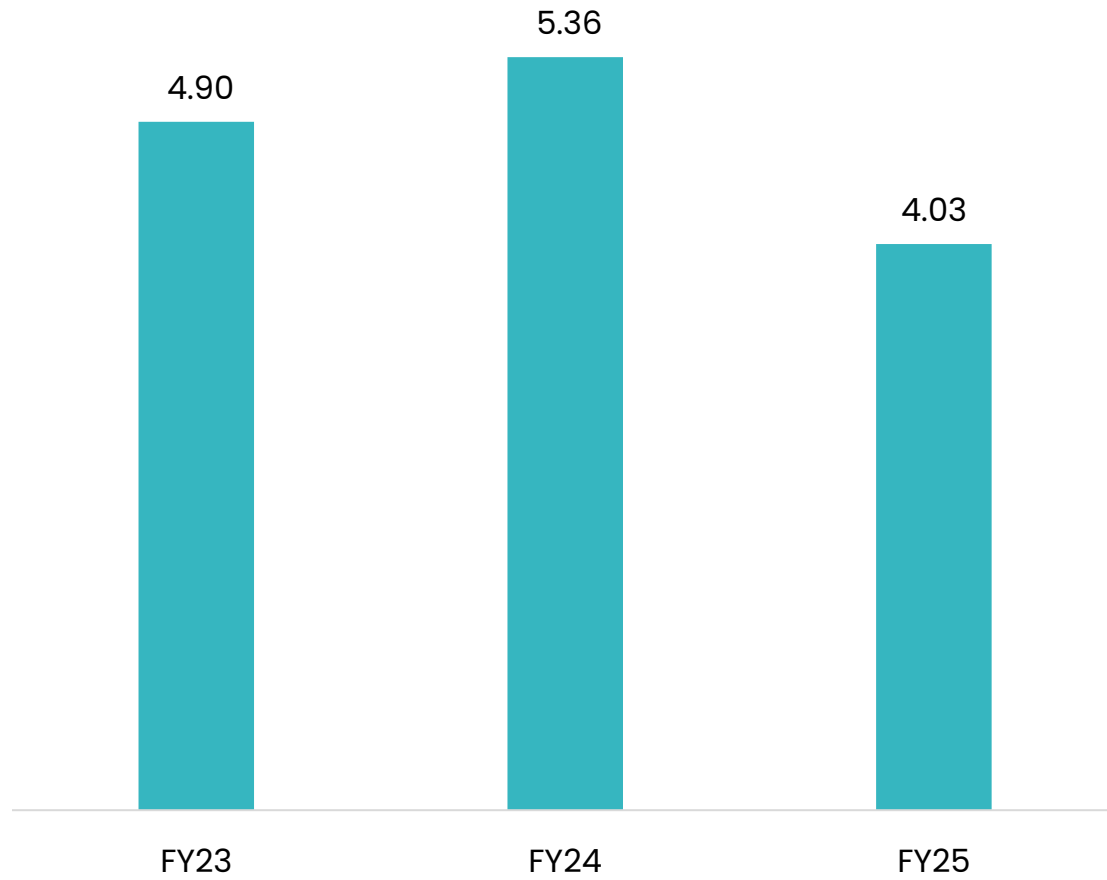


## Current Ratio

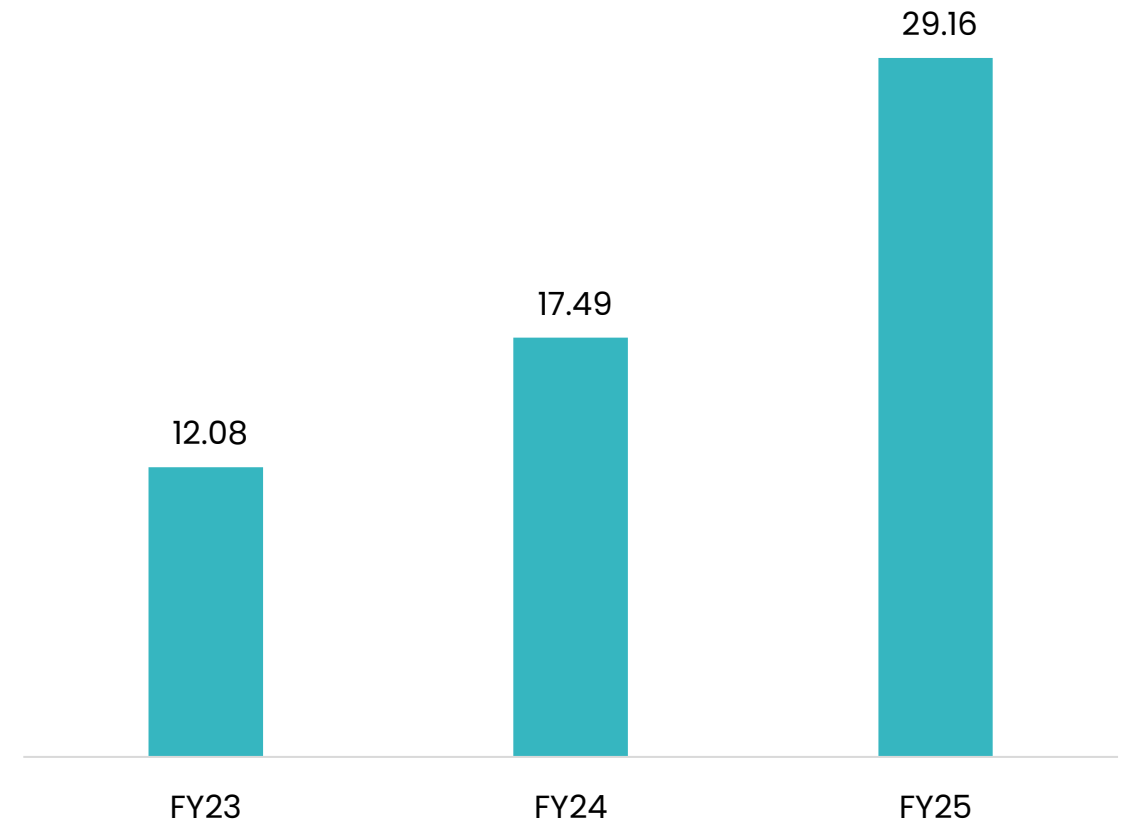


All Ratios In Times

## Earnings Per Share



## Net Asset Value Per Share



Amount In ₹

**THE PATH AHEAD**



## Strong Oncology Presence

Shanmuga Hospital offers comprehensive cancer care provider in the region, supported by a dedicated team of oncologists and advanced treatment infrastructure. Its comprehensive oncology services attract patients from across the region.

## Affordable, Quality Healthcare

The hospital is committed to delivering high quality medical services at affordable prices, ensuring accessibility for the regional population through transparent pricing and patient friendly financial policies.

## Strategic Insurance & Government Tie ups

The hospital has established partnerships with government health schemes and private insurers, facilitating seamless, cashless treatment access and broadening patient reach across socioeconomic groups.

## Promoters with 40+ Years of Experience

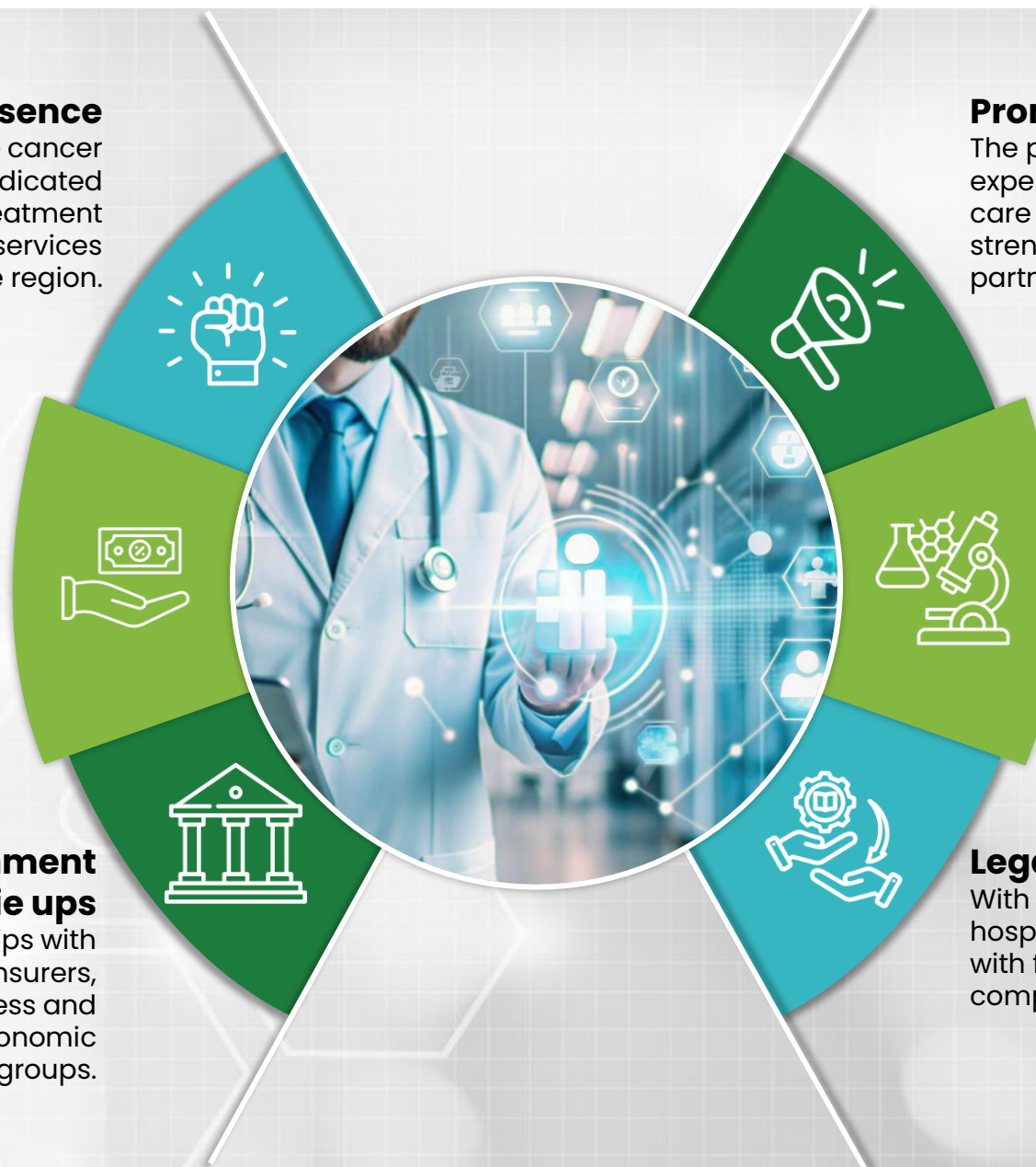
The promoters bring over four decades of healthcare experience, integrating a legacy of patient centric care and operational excellence, further strengthened by the acquisition of a longstanding partnership firm in 2023.

## Advanced Medical Technology

Equipped with specialized infrastructure such as LINAC, CATHLAB, MRI, and Modular OTs, Shanmuga Hospital offers cutting edge diagnostics and treatments, elevating the standard of care across specialties.

## Legacy of Patient Trust

With over four decades of consistent care, the hospital has nurtured long-standing relationships with families across generations built on trust, compassion, and clinical excellence.





## Ultra-Modern Medical Practices

Shanmuga Hospital Limited is committed to providing high quality healthcare by adopting modern medical practices and leveraging advanced infrastructure for both medical and surgical care.



## Strategic Location Advantage

Situated on Saradha College Road, a prime area in Salem, the hospital enjoys strong road connectivity and accessibility, ensuring steady patient inflow from across the region.



## Experienced Medical Team

The hospital is staffed by a qualified team of full-time doctors, visiting consultants, and trained healthcare professionals, capable of managing diverse clinical needs and emergencies.



## Clinical Excellence at Affordable Costs

Since its incorporation in 2020, the company has prioritized delivering quality care across multiple specialties including oncology, cardiology, and neurology at accessible and affordable prices.



## Operational Efficiency Initiatives

The hospital aims to improve profitability by enhancing operational efficiency through waste reduction, better resource management, and supply chain optimization.

MEDICINE  
HEALTH  
TREATMENT  
DOCTOR  
SURVEY  
RECIPE

MEDICINE  
HEALTH  
TREATMENT  
DOCTOR  
SURVEY  
RECIPE

Contrary to popular belief, Lorem Ipsum is not simply random text. It has roots in a piece of classical Latin literature from 45 BC, making it over 2000 years old. Richard McClintock, a Latin professor at Hampden-Sydney College in Virginia, looked up one of the more obscure Latin words, consectetur, from a Lorem Ipsum passage, and going through the cites of the world of Classical literature, discovered the undoubtable source.



# Strategic Healthcare Initiatives For Business Scaling



## Renal & Liver Transplant

The process of obtaining licensure to launch renal transplant services aimed at delivering comprehensive kidney care including evaluation, donor matching, surgery, and post-operative follow-up managed by a dedicated multidisciplinary team to ensure quality outcomes.

## Increase in Inpatient Capacity

The company plans to expand its infrastructure by adding 50 additional inpatient beds, improving its ability to accommodate & treat more patients efficiently.



## Launch of Nephro Care Center

A dedicated center for kidney care will be established to provide focused, high quality nephrology services and strengthen the hospital's specialty offerings.



## Digital Health Integration

Shanmuga Hospital will soon launch the "Shanmuga Health App," which will allow patients to easily access healthcare services, view medical records, and schedule appointments through a user-friendly digital platform.

## Upgraded Outpatient Facility

The Outpatient Department (OPD) will be relocated to a newly developed premises, aimed at enhancing operational efficiency, reducing patient wait times, and improving the overall care experience.



# Investment Rationale

- Legacy**  
Over 40 years of trusted healthcare delivery in Salem with multi-generational patient relationships.
- Specialty Focus**  
Strong presence in oncology and other critical specialties, including plans for renal transplant and robotic surgery
- Strategic Accreditations**  
NABH & NABL certified, ensuring quality standards in clinical and diagnostic services.
- Institutional Tie-Ups**  
Empanelled with ESIC, ECHS, Railways, AAI, FCI, and major insurance/TPA providers.
- Strong Financial Performance**  
Recorded FY25 Revenue of ₹4,785.33 Lakhs, EBITDA of ₹817.09 Lakhs, and PAT of ₹420.67 Lakhs.
- Advanced Infrastructure**  
150+ bed multispecialty setup equipped with LINAC, MRI, and modular OTs.
- Experienced Management**  
Led by promoters with 40+ years of healthcare experience and supported by 70+ doctors and 245+ staff.



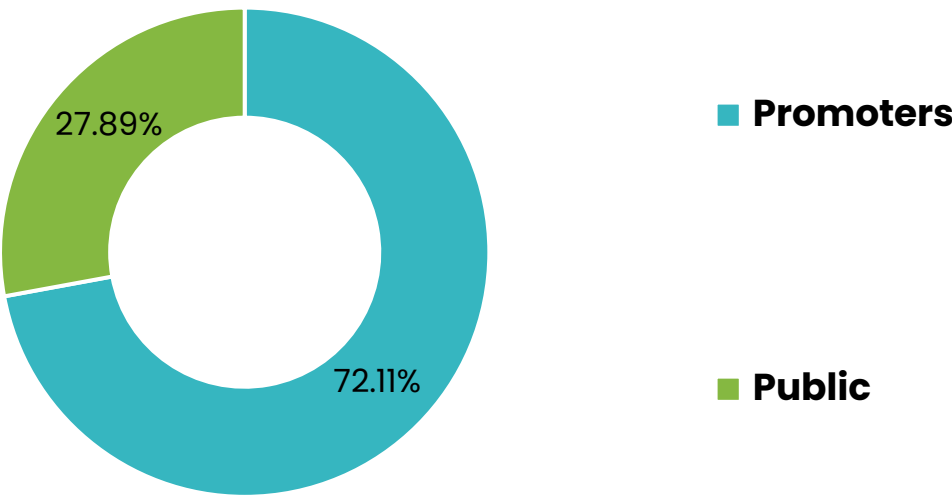
## Stock Information

As on 08-08-2025

Share Price (₹)	46.10
Market Capitalization (₹ Cr)	62.76
Total Number of Shares	1,36,13,000
Face Value (₹)	10.00
52 Week High / Low (₹)	54.00 / 31.00

## Share Holding Pattern

As on March-2025







Driven by the strength of our team and a shared commitment to long-term value creation in the healthcare sector.



# Thank You



## Shanmuga Hospital Limited

51/24, Saradha College Road, Salem-636007,  
Tamil Nadu, India.

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**Website:** [www.shanmugahospital.com](http://www.shanmugahospital.com)



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